

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+ / -	YTD 2018	YTD 2019	+ / -	Mar 2018	Mar 2019	Key Metrics		
						Listing Activity Charts Metrics		
+16.1%	62	72	-9.1%	33	30	New Listing Count		
+25.2%	\$20,324,655	\$25,448,200	-0.5%	\$10,254,755	\$10,201,700	New Listing Volume		
	N/A	N/A	-24.4%	41	31	Active Listing Count		
	N/A	N/A	-10.1%	\$15,719,955	\$14,127,400	Active Listing Volume		
+17.5%	\$388,848	\$456,810	+18.9%	\$383,414	\$455,723	Average Listing Price		
+17.1%	\$319,933	\$374,581	+28.1%	\$320,000	\$410,000	Median Listing Price		
-24%	84.68	64.38	+20.9%	43	52	Median Daysin RPR		
-45.7%	4	2.2	+28.5%	2.4	3.1	Months of Inventory		
+21.1%	25%	46.08%	-9.2%	41.46%	32.26%	Absorption Rate		
						Sales Activity Charts Metrics		
+12.9%	62	70	-8.8%	34	31	New Pending Sales Count		
+21.3%	\$20,381,400	\$24,713,200	+1.2%	\$9,960,800	\$10,077,700	New Pending Sales Volume		
	N/A	N/A	+74.2%	31	54	Pending Sales Count		
	N/A	NA	+103.6%	\$9,462,800	\$19,267,500	Pending Sales Volume		
+	47	47	+_	18	18	Closed Sales Count		
+0.6%	\$15,338,960	\$15,427,480	-12.5%	\$6,276,900	\$5,493,350	Cloæd Sales Volume		
+0.6%	\$326,361	\$328,244	-12.5%	\$348,717	\$305,186	Average Sales Price		
+1.3%	\$294,621	\$298,379	-8.8%	\$292,500	\$266,750	Median Sales Price		







#### **New Listings**

The number of new residential listings that were added each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Mar '19	30	-9.1%
Mar '18	33	13.8%
Mar '17	29	-17.2%



## **New Listing Volume**

Percent Change from Prior Year

Current Year
Prior Year

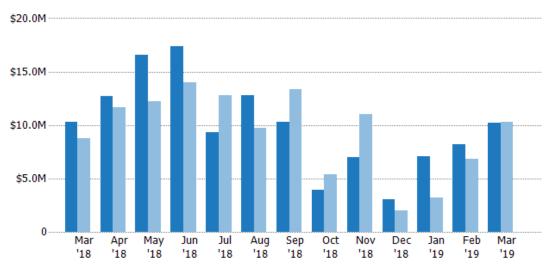
The sum of the listing price of residential listings that were added each month.

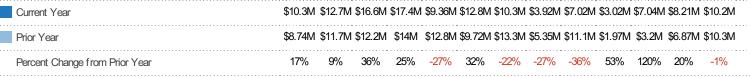
Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$10.2M	-0.5%
Mar '18	\$10.3M	17.4%
Mar '17	\$8.74M	-21.2%







#### **Active Listings**

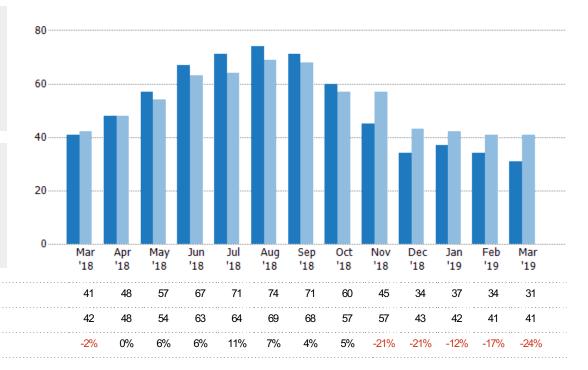
The number of active residential listings at the end of each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Mar '19	31	-24.4%
Mar '18	41	-2.4%
Mar '17	42	11.9%



## **Active Listing Volume**

Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.

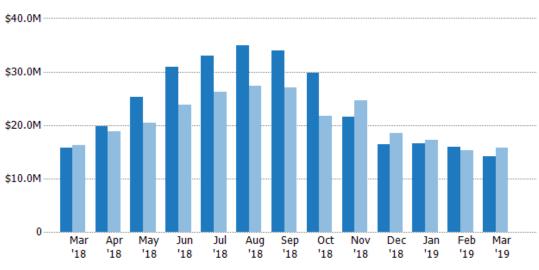
Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townbouse/Apt. Single

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$14.1M	-10.1%
Mar '18	\$15.7M	-2.7%
Mar '17	\$16.2M	2.1%



 Current Year
 \$15.7M \$19.8M \$25.2M \$30.9M \$33M \$34.8M \$33.9M \$29.8M \$21.6M \$16.4M \$16.5M \$15.9M \$14.1M

 Prior Year
 \$16.2M \$18.8M \$20.3M \$23.8M \$26.2M \$27.4M \$27M \$21.7M \$24.7M \$18.5M \$17.2M \$15.3M \$15.7M

 Percent Change from Prior Year
 -3% 5% 24% 30% 26% 27% 26% 37% -13% -11% -4% 4% -10%



26% 19%



# Market Data Report

#### **Average Listing Price**

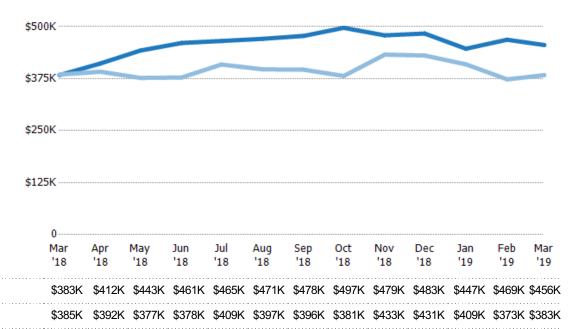
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence





30%

11%

## **Median Listing Price**

Percent Change from Prior Year

The median listing price of active residential listings at the end of each month.

\$500K

Filters Used	

Current Year

Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$410K	28.1%
Mar '18	\$320K	14.3%
Mar '17	\$280K	3.6%

Percent Change from Prior Year

5K											<b>/</b>	
	$\triangle$											
0K												
5K												
0												
0 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Ma
0 Mar '18						Sep '18		Nov '18	Dec '18	Jan '19	Feb '19	
'18	'18		'18	'18	'18	'18	'18	'18	'18	'19	'19	'19
'18 \$320K	'18 \$323K	'18	'18 \$325K	'18 \$329K	'18 \$350K	'18 \$350K	'18 \$384K	'18 \$379K	'18 \$389K	'19 \$317K	'19 \$405K	<b>'1</b> 9

Current Year

Prior Year



4/30/2019

4 of 14

17%

14%

18%

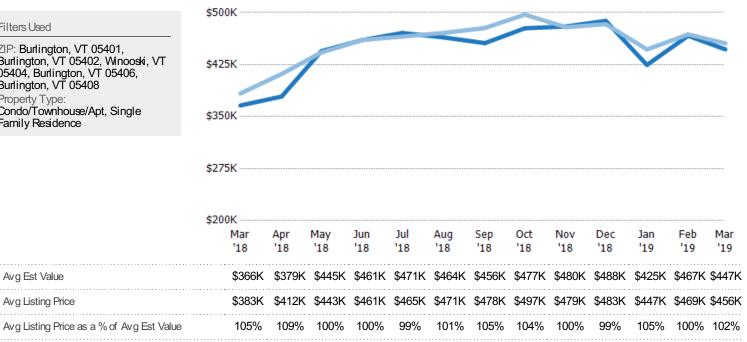
21%

#### Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

#### Filters Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



#### Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

#### Filters Used

Avg Est Value

Avg Listing Price

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

#### Median Days in RPR

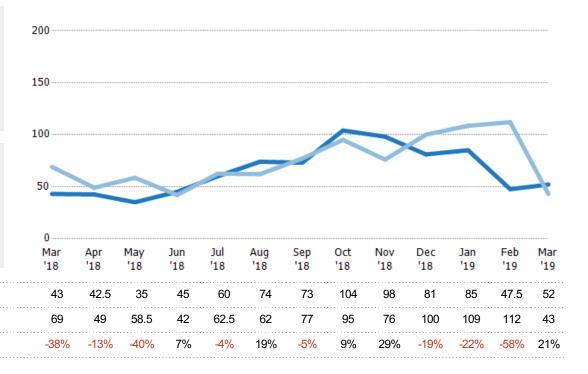
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Days	% Chg.
Mar '19	52	20.9%
Mar '18	43	-37.7%
Mar '17	69	146.4%



## Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

Eilters Used

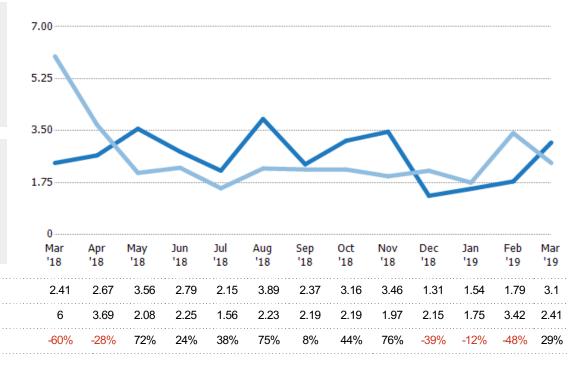
ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Months	% Chg.
Mar '19	3.1	28.5%
Mar '18	2.41	-59.8%
Mar '17	6	-34.7%

Percent Change from Prior Year



Current Year

Prior Year

#### **Absorption Rate**

The percentage of inventory sold per month.

# Filters Used ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:

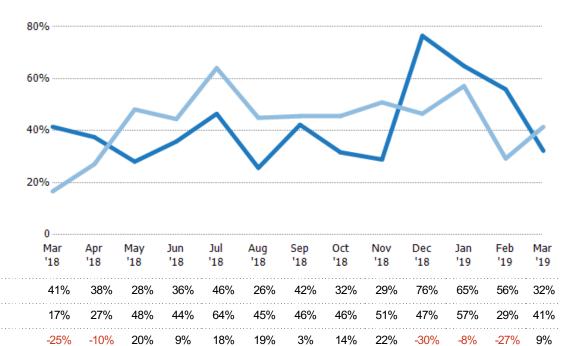
Condo/Townhouse/Apt, Single Family Residence

Mar '19 32% 9.2%		Month/ Year	Rate	Chg.
32,0				
	Mar 18 41% -24.8%		0270	

Current Year

Change from Prior Year

Prior Year



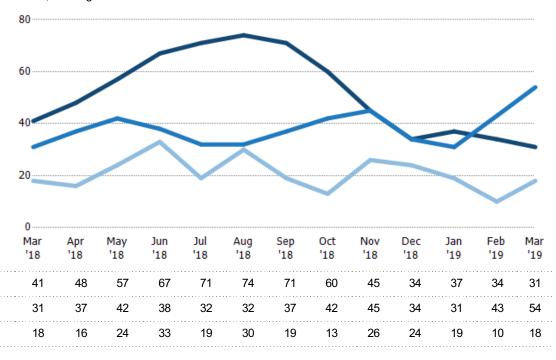
## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Ellters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Wlnooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Active

Pending

Sold





## **New Pending Sales**

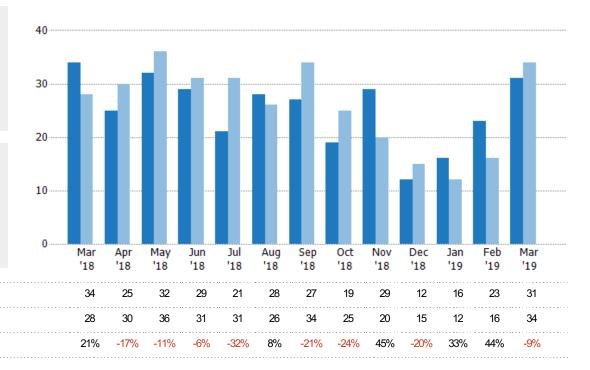
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Mar '19	31	-8.8%
Mar '18	34	21.4%
Mar '17	28	0%



#### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

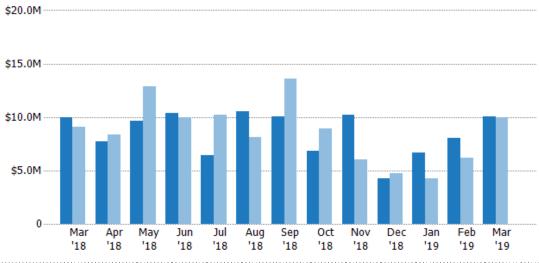
Filters Used

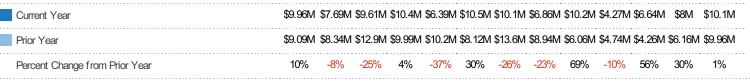
Current Year

Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$10.1M	1.2%
Mar '18	\$9.96M	9.6%
Mar '17	\$9.09M	-9.1%









#### **Pending Sales**

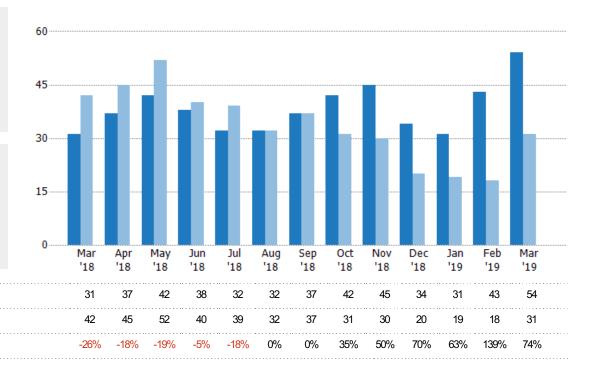
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Mar '19	54	74.2%
Mar '18	31	-26.2%
Mar '17	42	0%



## Pending Sales Volume

Percent Change from Prior Year

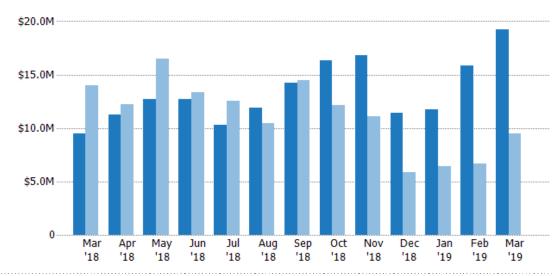
Current Year

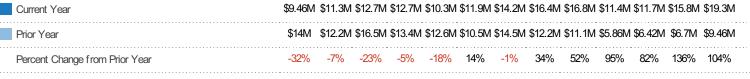
Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$19.3M	103.6%
Mar '18	\$9.46M	-32.2%
Mar '17	\$14M	-12.5%









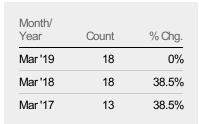
#### **Closed Sales**

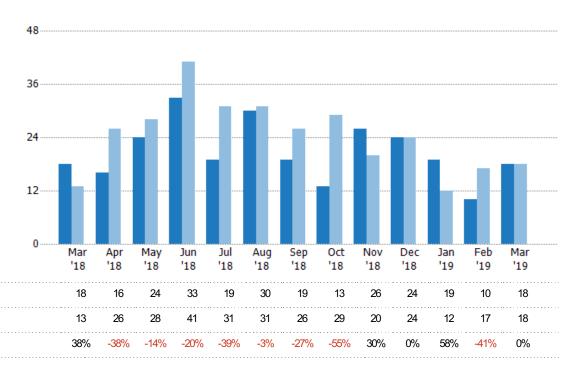
The total number of residential properties sold each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence





#### Closed Sales Volume

Percent Change from Prior Year

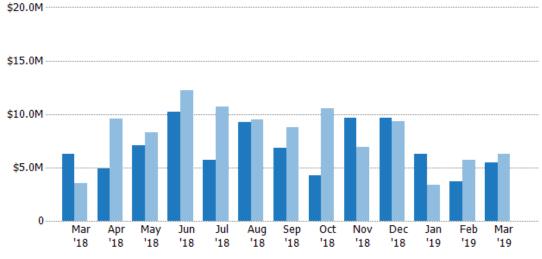
The sum of the sales price of residential properties sold each month.

Filters Used

Current Year
Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Mar '19	\$5.49M	-12.5%
Mar '18	\$6.28M	78.2%
Mar '17	\$3.52M	23.8%



 Current Year
 \$6.28M \$4.91M \$7.07M \$10.2M \$5.72M \$9.21M \$6.85M \$4.23M \$9.62M \$9.65M \$6.23M \$3.7M \$5.49M

 Prior Year
 \$3.52M \$9.59M \$8.29M \$12.2M \$10.7M \$9.51M \$8.79M \$10.5M \$6.9M \$9.32M \$3.39M \$5.67M \$6.28M

 Percent Change from Prior Year
 78% -49% -15% -16% -46% -3% -22% -60% 40% 3% 84% -35% -12%



Family Residence

Condo/Townhouse

# Market Data Report

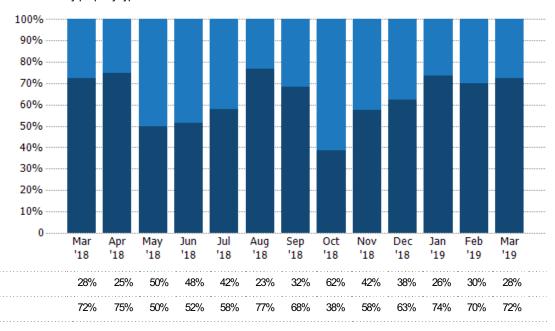
#### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single



## **Average Sales Price**

Single Family Residence

The average sales price of the residential properties sold each month.

0

Mar

'18

Apr

'18

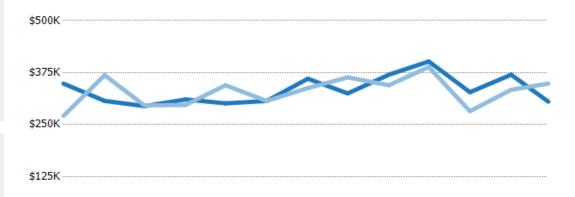
May

'18

Filters Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$305K	-12.5%
Mar '18	\$349K	28.7%
Mar '17	\$271K	-10.6%



Current Year	\$349K	\$307K	\$294K	\$311K	\$301K	\$307K	\$360K	\$325K	\$370K	\$402K	\$328K	\$370K	\$305K
Prior Year	\$271K	\$369K	\$296K	\$298K	\$345K	\$307K	\$338K	\$364K	\$345K	\$388K	\$282K	\$334K	\$349K
 Percent Change from Prior Year	29%	-17%	-1%	4%	-13%	0%	7%	-11%	7%	3%	16%	11%	-12%

Jun

'18

Jul

'18

Aug

'18

Sep

'18



0ct

'18

Nov

'18

Dec

'18

Jan

'19

Feb

'19

Mar

'19

13%

## Market Data Report

#### Median Sales Price

The median sales price of the residential properties sold each month.

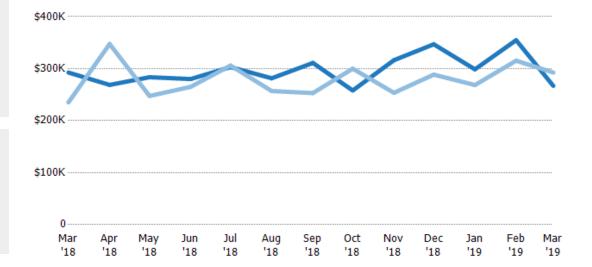
#### Filters Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Mar '19	\$267K	-8.8%
Mar '18	\$293K	24.5%
Mar '17	\$235K	4.1%

Percent Change from Prior Year



10%

\$269K \$284K \$280K \$303K \$282K \$311K \$258K \$316K \$347K \$299K \$355K \$267K

\$347K \$247K \$265K \$306K \$257K \$253K \$300K \$254K \$289K \$269K \$315K \$293K

23%

# Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

\$293K

\$235K

24%

15%

6%

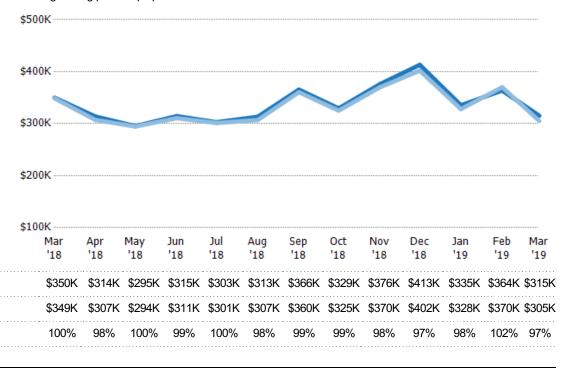
Filters Used

Current Year
Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single

Avg Sales Price as a % of Avg List Price

Family Residence





Avg List Price

Avg Sales Price



#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.



ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



#### Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

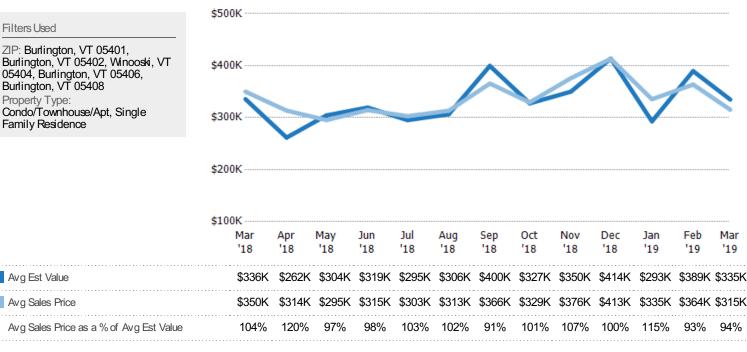
#### Filters Used

Median List Price

Median Sales Price

Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price





Avg Est Value

Avg Sales Price



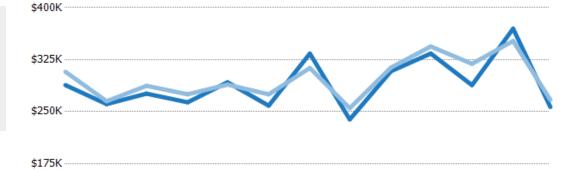
#### Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

#### Filters Used

Family Residence

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single



	\$100K												
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$288K	\$261K	\$276K	\$263K	\$292K	\$259K	\$334K	\$239K	\$308K	\$334K	\$288K	\$370K	\$257K
Median Sales Price	\$307K	\$265K	\$287K	\$275K	\$289K	\$275K	\$313K	\$255K	\$314K	\$344K	\$319K	\$352K	\$267K
 Med Sales Price as a % of Med Est Value	107%	102%	104%	104%	99%	106%	94%	107%	102%	103%	111%	95%	104%



