

Summary of Key Listing and Sales Metrics

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

Key Metrics	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	28	-32.1%	100	86	+16.3%
New Listing Volume	\$6,364,600	\$8,360,800	-23.9%	\$33,521,700	\$31,324,850	+7%
Active Listing Count	—	73	—	N/A	N/A	
Active Listing Volume	—	\$38,480,985	—	N/A	N/A	
Average Listing Price	—	\$527,137	—	\$459,640	\$544,087	-15.5%
Median Listing Price	—	\$399,900	—	\$377,125	\$402,863	-6.4%
Median Days in RPR	—	100	—	72.55	119.97	-39.5%
Months of Inventory	—	4.1	-100%	2.9	4.5	-34.5%
Absorption Rate	—	24.66%	—	33.91%	22.22%	+11.7%
Sales Activity Charts Metrics						
New Pending Sales Count	17	22	-22.7%	95	81	+17.3%
New Pending Sales Volume	\$5,332,000	\$6,781,595	-21.4%	\$31,109,599	\$25,449,690	+22.2%
Pending Sales Count	—	35	—	N/A	N/A	
Pending Sales Volume	—	\$11,728,290	—	N/A	N/A	
Closed Sales Count	12	16	-25%	61	59	+3.4%
Closed Sales Volume	\$3,514,900	\$4,604,400	-23.7%	\$19,030,439	\$17,335,970	+9.8%
Average Sales Price	\$292,908	\$287,775	+1.8%	\$311,974	\$293,830	+6.2%
Median Sales Price	\$261,250	\$291,950	-10.5%	\$293,773	\$282,053	+4.2%

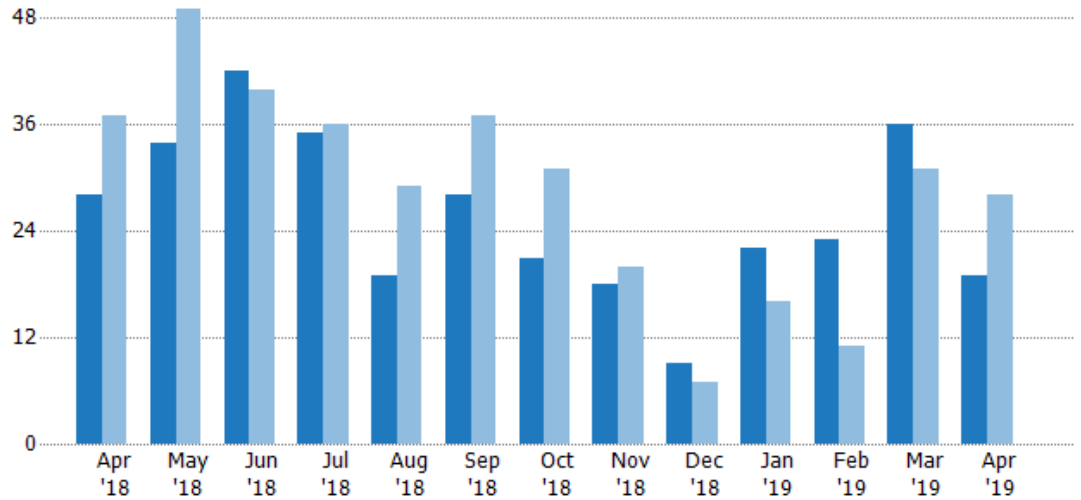
New Listings

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Apr '19	19	-32.1%
Apr '18	28	-24.3%
Apr '17	37	-13.5%



Current Year	28	34	42	35	19	28	21	18	9	22	23	36	19
Prior Year	37	49	40	36	29	37	31	20	7	16	11	31	28
Percent Change from Prior Year	-24%	-31%	5%	-3%	-34%	-24%	-32%	-10%	29%	38%	109%	16%	-32%

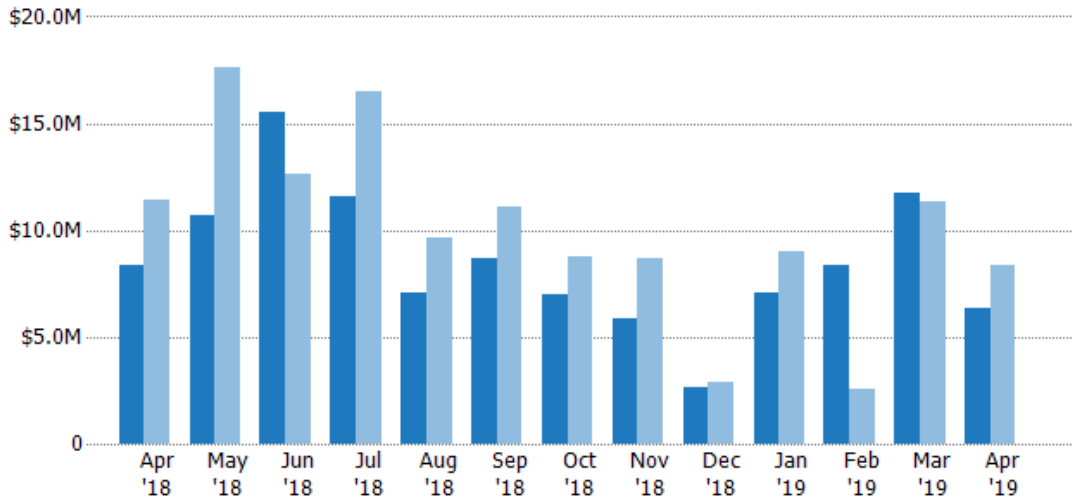
New Listing Volume

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Apr '19	\$6.36M	-23.9%
Apr '18	\$8.36M	-26.8%
Apr '17	\$11.4M	-14.7%



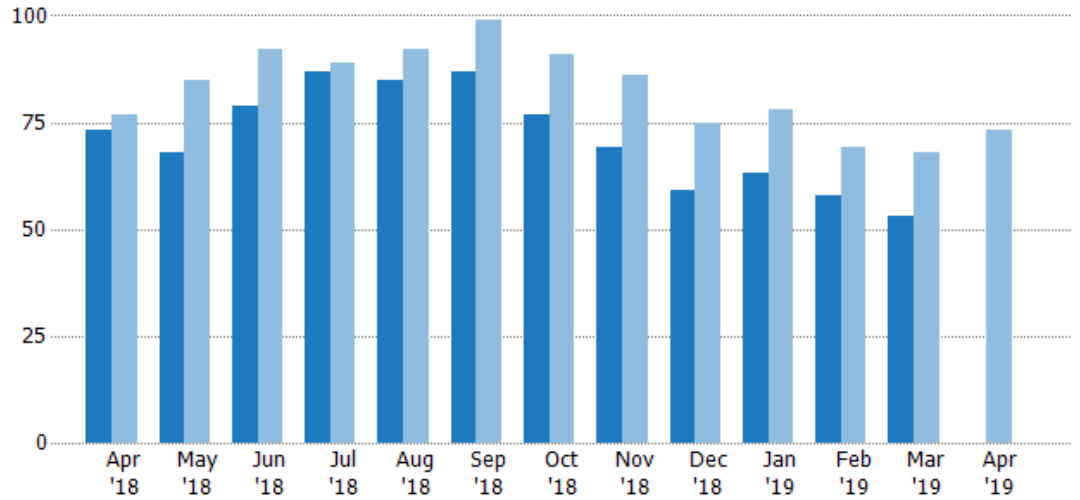
Current Year	\$8.36M	\$10.7M	\$15.5M	\$11.6M	\$7.08M	\$8.65M	\$7.03M	\$5.89M	\$2.63M	\$7.06M	\$8.33M	\$11.8M	\$6.36M
Prior Year	\$11.4M	\$17.6M	\$12.6M	\$16.5M	\$9.68M	\$11.1M	\$8.73M	\$8.68M	\$2.86M	\$9.04M	\$2.55M	\$11.4M	\$8.36M
Percent Change from Prior Year	-27%	-39%	23%	-30%	-27%	-22%	-20%	-32%	-8%	-22%	227%	3%	-24%

Active Listings

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

Filters Used

ZIP: Burlington, VT 05408,
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VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



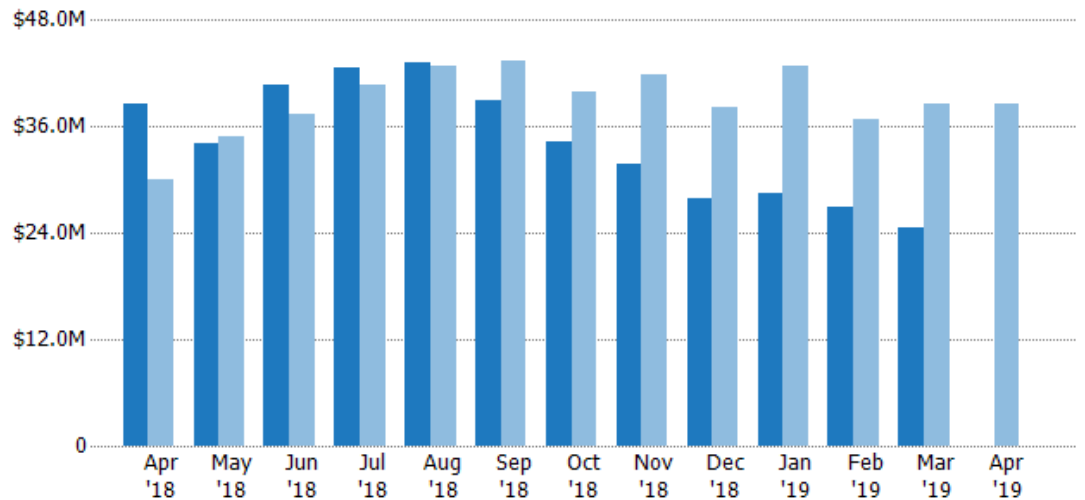
Current Year	73	68	79	87	85	87	77	69	59	63	58	53	-
Prior Year	77	85	92	89	92	99	91	86	75	78	69	68	73
Percent Change from Prior Year	-5%	-20%	-14%	-2%	-8%	-12%	-15%	-20%	-21%	-19%	-16%	-22%	-100%

Active Listing Volume

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



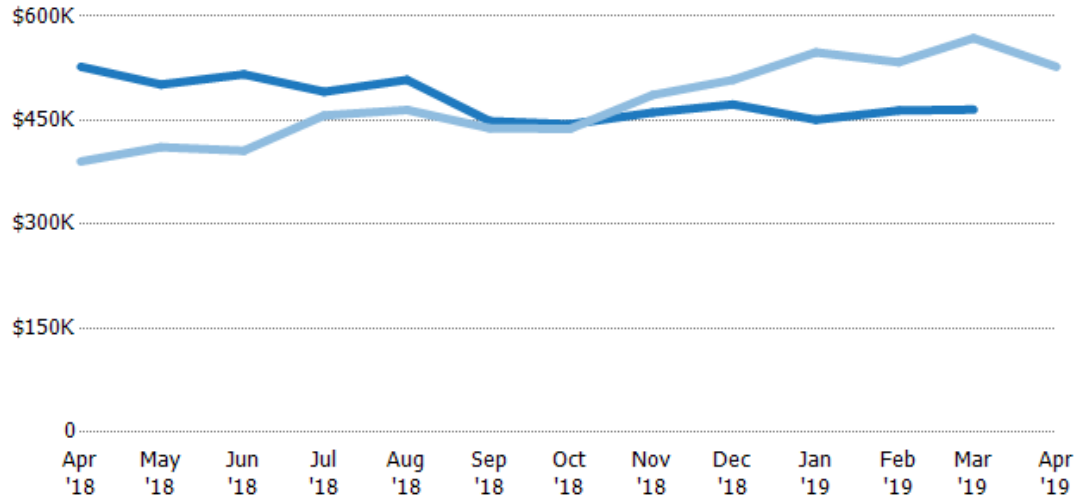
Current Year	\$38.5M	\$34.1M	\$40.8M	\$42.7M	\$43.2M	\$39M	\$34.2M	\$31.8M	\$27.9M	\$28.4M	\$26.9M	\$24.7M	-
Prior Year	\$30.1M	\$35M	\$37.4M	\$40.7M	\$42.8M	\$43.4M	\$39.8M	\$41.8M	\$38.1M	\$42.7M	\$36.8M	\$38.6M	\$38.5M
Percent Change from Prior Year	28%	-2%	9%	5%	1%	-10%	-14%	-24%	-27%	-34%	-27%	-36%	-100%

Average Listing Price

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

Filters Used

ZIP: Burlington, VT 05408,
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VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Percent Change from Prior Year

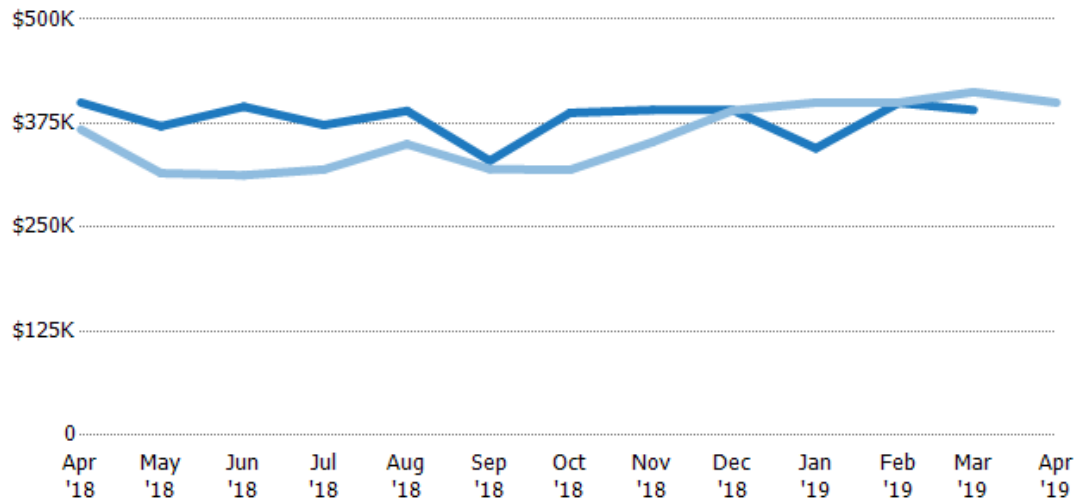
35% 22% 27% 7% 9% 2% 2% -5% -7% -18% -13% -18% -100%

Median Listing Price

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

Filters Used

ZIP: Burlington, VT 05408,
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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Percent Change from Prior Year

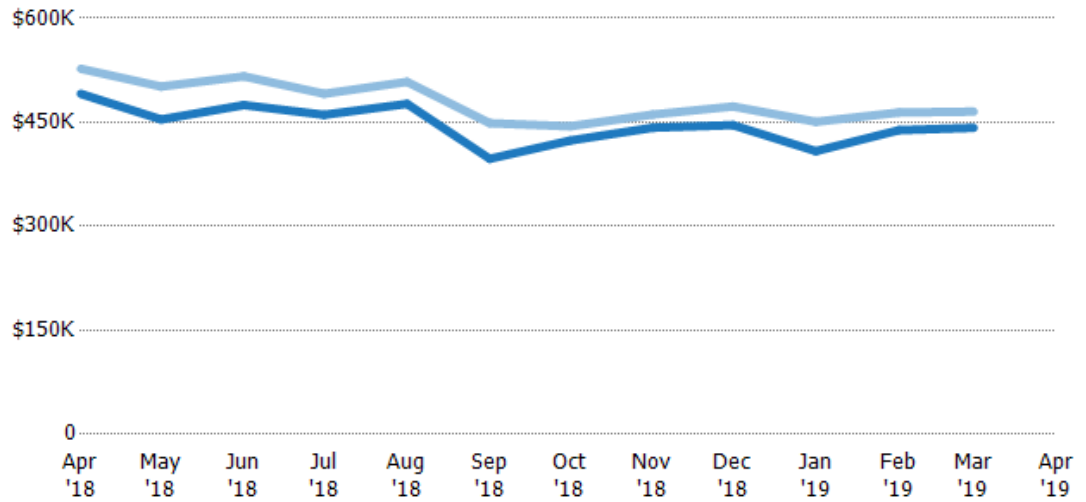
9% 18% 26% 17% 11% 3% 21% 11% 0% -14% 0% -5% -100%

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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



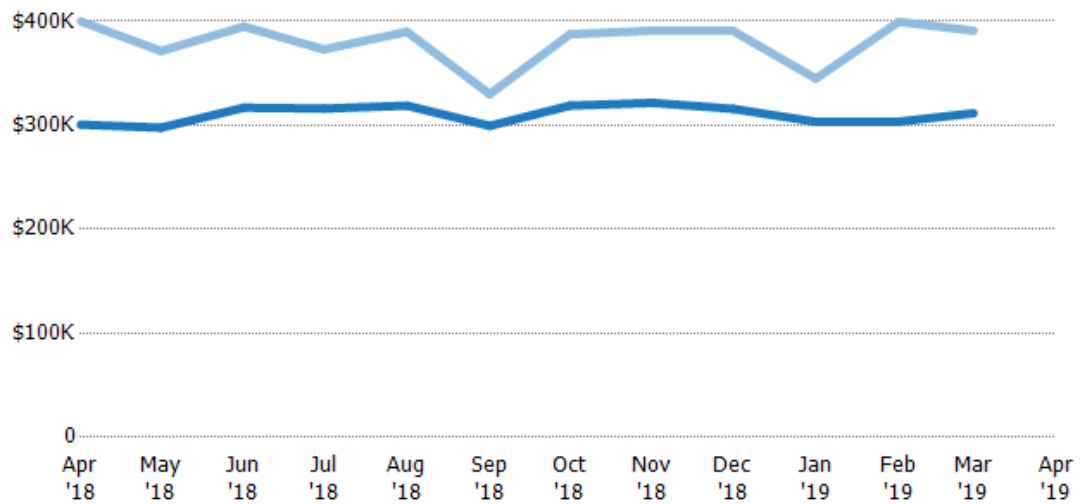
Avg Est Value	\$491K	\$454K	\$475K	\$461K	\$477K	\$397K	\$424K	\$442K	\$446K	\$408K	\$439K	\$442K	-
Avg Listing Price	\$527K	\$502K	\$516K	\$491K	\$508K	\$449K	\$444K	\$461K	\$473K	\$451K	\$464K	\$465K	-
Avg Listing Price as a % of Avg Est Value	107%	110%	109%	107%	107%	113%	105%	104%	106%	110%	106%	105%	-

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

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



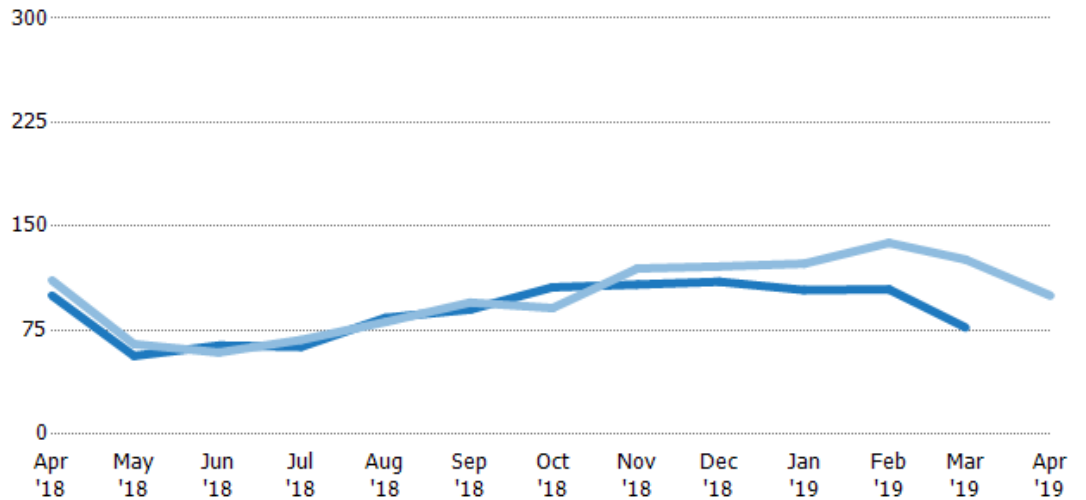
Median Est Value	\$301K	\$298K	\$317K	\$316K	\$319K	\$299K	\$319K	\$322K	\$316K	\$303K	\$304K	\$312K	-
Median Listing Price	\$400K	\$371K	\$395K	\$373K	\$390K	\$330K	\$388K	\$391K	\$391K	\$345K	\$399K	\$391K	-
Med Listing Price as a % of Med Est Value	133%	125%	125%	118%	122%	110%	122%	122%	124%	114%	132%	126%	-

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

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Property Type:
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Family Residence



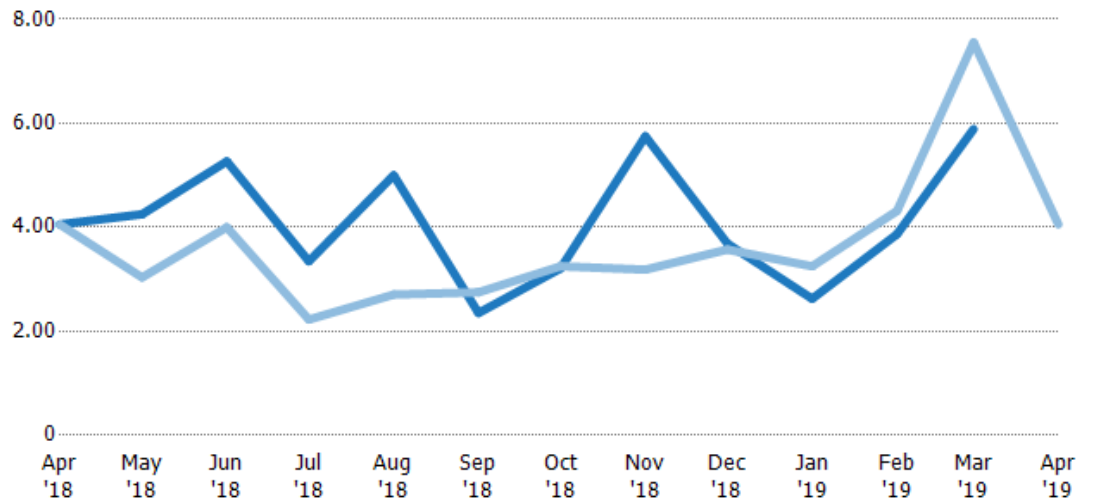
Current Year	100	56.5	64	63	84	90	106	108	110	104	105	77	-
Prior Year	111	65	59	68	81	95	91	120	121	123	138	126	100
Percent Change from Prior Year	-10%	-13%	8%	-7%	4%	-5%	16%	-10%	-9%	-15%	-24%	-39%	-100%

Months of Inventory

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

Filters Used

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Property Type:
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Family Residence



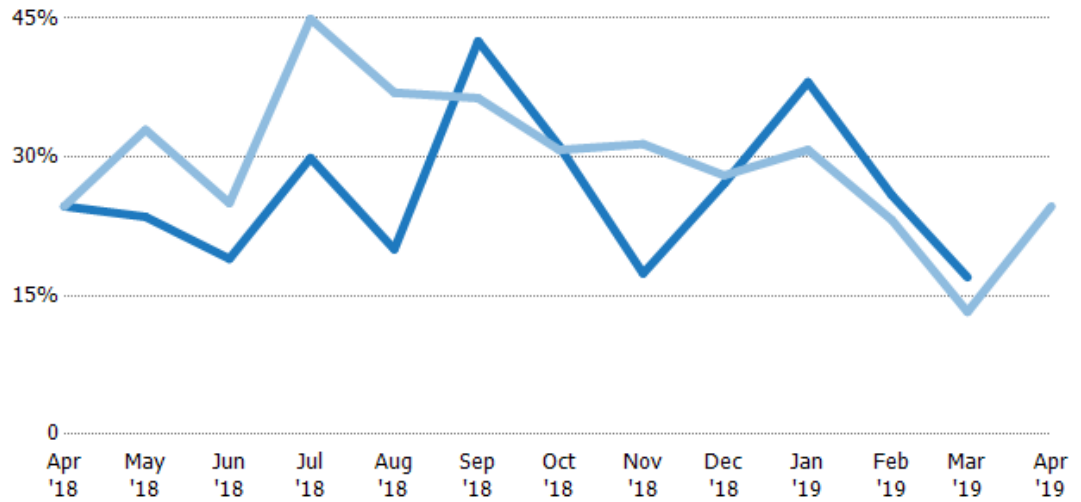
Current Year	4.06	4.25	5.27	3.35	5	2.35	3.21	5.75	3.69	2.63	3.87	5.89	-
Prior Year	4.05	3.04	4	2.23	2.71	2.75	3.25	3.19	3.57	3.25	4.31	7.56	4.06
Percent Change from Prior Year	0%	40%	32%	50%	85%	-14%	-1%	81%	3%	-19%	-10%	-22%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



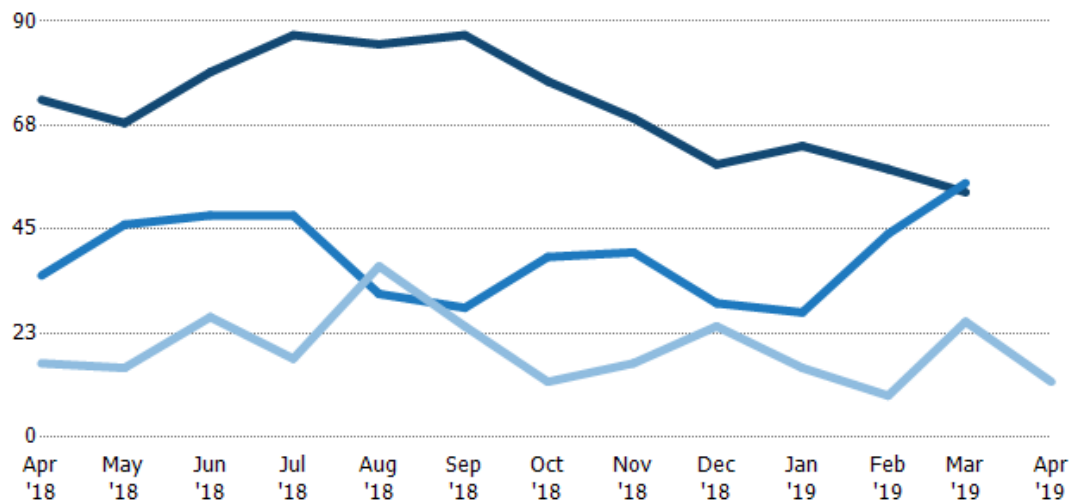
Current Year	25%	24%	19%	30%	20%	43%	31%	17%	27%	38%	26%	17%	-
Prior Year	25%	33%	25%	45%	37%	36%	31%	31%	28%	31%	23%	13%	25%
Change from Prior Year	0%	9%	6%	15%	17%	-6%	0%	14%	1%	-7%	-3%	-4%	25%

Active/Pending/Sold Units

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

Filters Used

ZIP: Burlington, VT 05408,
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VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Active	73	68	79	87	85	87	77	69	59	63	58	53	-
Pending	35	46	48	48	31	28	39	40	29	27	44	55	-
Sold	16	15	26	17	37	24	12	16	24	15	9	25	12

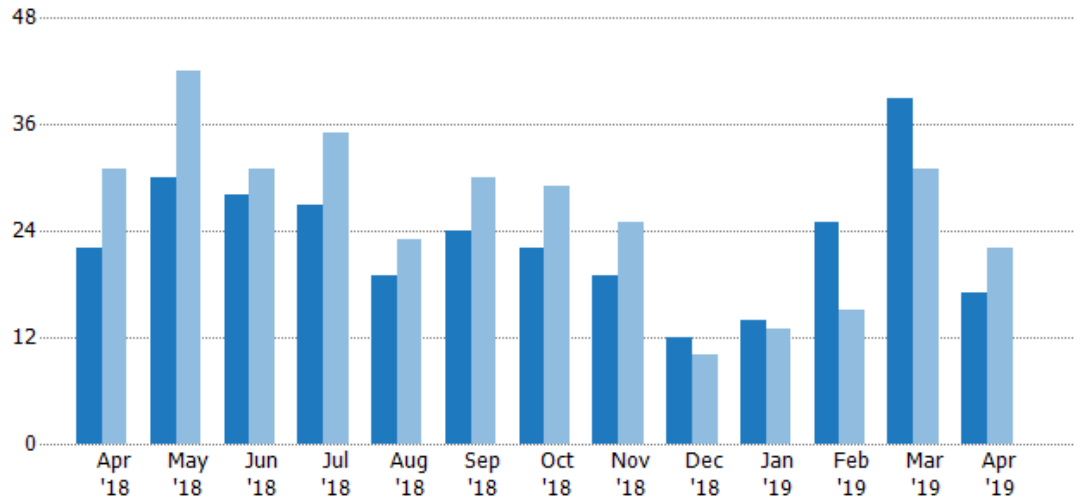
New Pending Sales

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Apr '19	17	-22.7%
Apr '18	22	-29%
Apr '17	31	-19.4%



Current Year	22	30	28	27	19	24	22	19	12	14	25	39	17
Prior Year	31	42	31	35	23	30	29	25	10	13	15	31	22
Percent Change from Prior Year	-29%	-29%	-10%	-23%	-17%	-20%	-24%	-24%	20%	8%	67%	26%	-23%

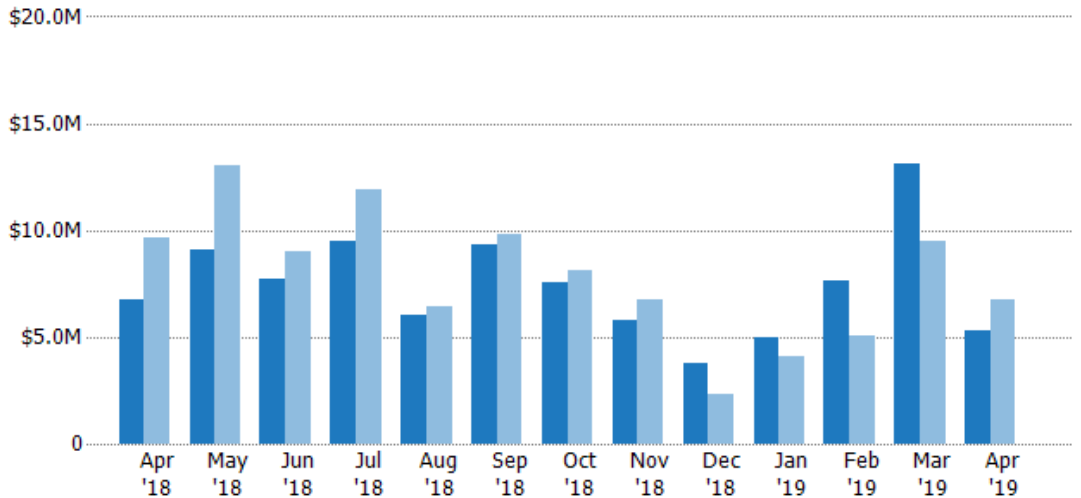
New Pending Sales Volume

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Apr '19	\$5.33M	-21.4%
Apr '18	\$6.78M	-30%
Apr '17	\$9.69M	-26%



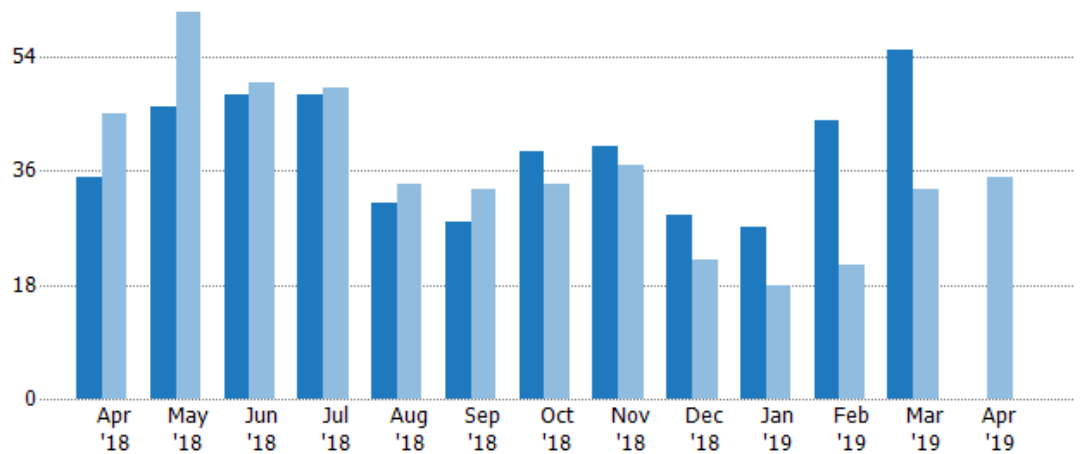
Current Year	\$6.78M	\$9.1M	\$7.73M	\$9.52M	\$6.06M	\$9.29M	\$7.57M	\$5.76M	\$3.79M	\$5.01M	\$7.67M	\$13.1M	\$5.33M
Prior Year	\$9.69M	\$13M	\$9.01M	\$11.9M	\$6.42M	\$9.84M	\$8.11M	\$6.74M	\$2.3M	\$4.11M	\$5.05M	\$9.51M	\$6.78M
Percent Change from Prior Year	-30%	-30%	-14%	-20%	-6%	-6%	-7%	-14%	64%	22%	52%	38%	-21%

Pending Sales

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



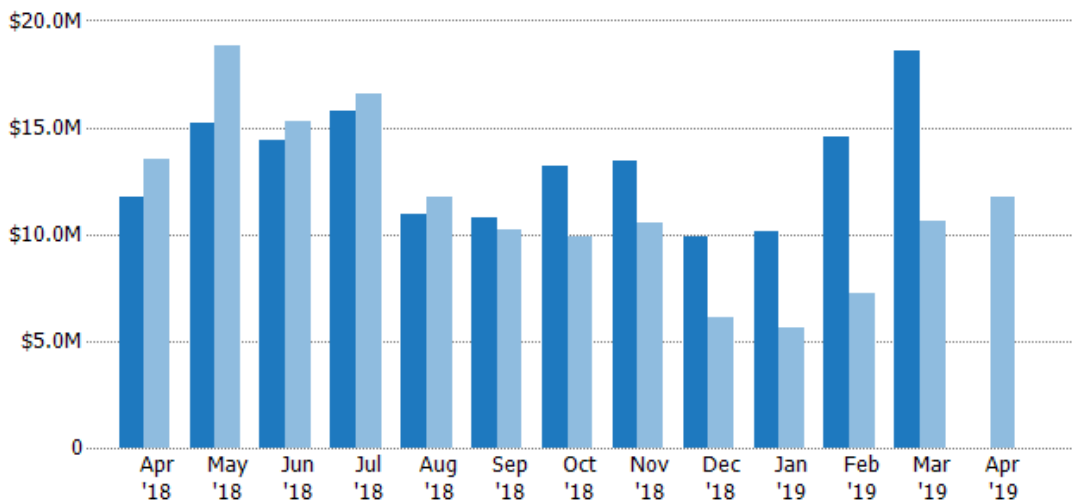
Current Year	35	46	48	48	31	28	39	40	29	27	44	55	-
Prior Year	45	61	50	49	34	33	34	37	22	18	21	33	35
Percent Change from Prior Year	-22%	-25%	-4%	-2%	-9%	-15%	15%	8%	32%	50%	110%	67%	-100%

Pending Sales Volume

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	\$11.7M	\$15.2M	\$14.4M	\$15.7M	\$10.9M	\$10.8M	\$13.2M	\$13.4M	\$9.87M	\$10.1M	\$14.6M	\$18.6M	-
Prior Year	\$13.5M	\$18.8M	\$15.3M	\$16.6M	\$11.7M	\$10.2M	\$9.86M	\$10.5M	\$6.08M	\$5.61M	\$7.27M	\$10.6M	\$11.7M
Percent Change from Prior Year	-13%	-19%	-6%	-5%	-7%	5%	34%	28%	63%	81%	100%	75%	-100%

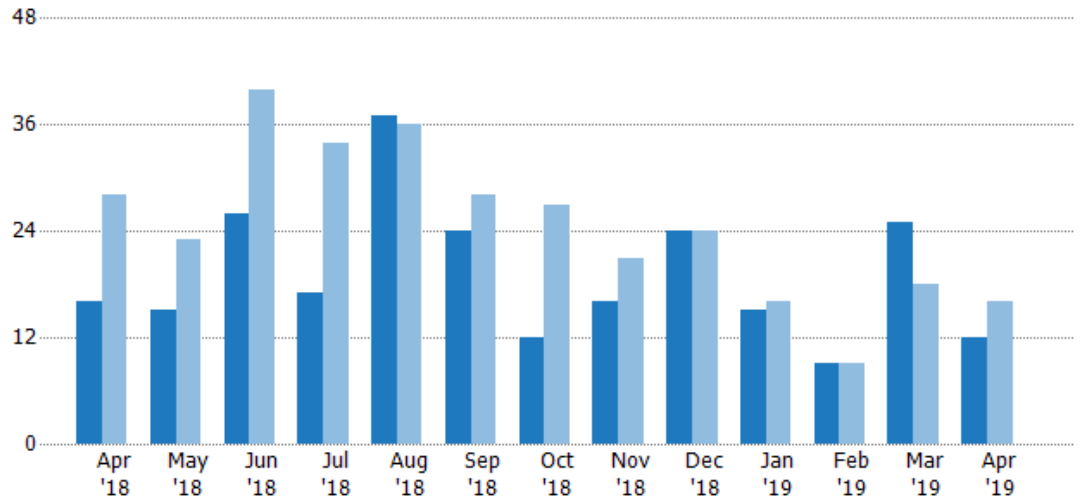
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Apr '19	12	-25%
Apr '18	16	-42.9%
Apr '17	28	-7.1%



Current Year	16	15	26	17	37	24	12	16	24	15	9	25	12
Prior Year	28	23	40	34	36	28	27	21	24	16	9	18	16
Percent Change from Prior Year	-43%	-35%	-35%	-50%	3%	-14%	-56%	-24%	0%	-6%	0%	39%	-25%

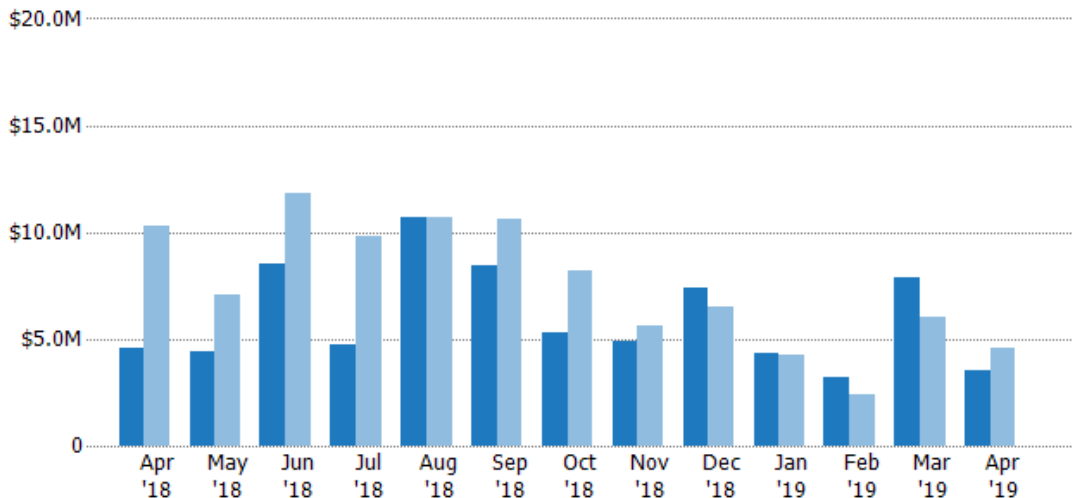
Closed Sales Volume

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Apr '19	\$3.51M	-23.7%
Apr '18	\$4.6M	-55.4%
Apr '17	\$10.3M	-25.8%



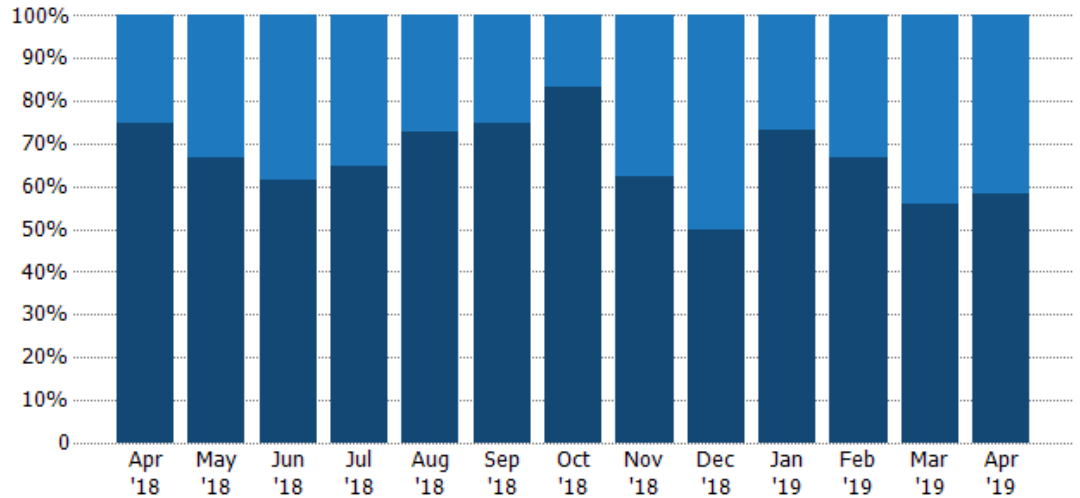
Current Year	\$4.6M	\$4.43M	\$8.51M	\$4.77M	\$10.7M	\$8.44M	\$5.28M	\$4.89M	\$7.43M	\$4.37M	\$3.25M	\$7.9M	\$3.51M
Prior Year	\$10.3M	\$7.1M	\$11.9M	\$9.77M	\$10.7M	\$10.6M	\$8.17M	\$5.66M	\$6.5M	\$4.28M	\$2.41M	\$6.04M	\$4.6M
Percent Change from Prior Year	-55%	-38%	-28%	-51%	0%	-20%	-35%	-14%	14%	2%	35%	31%	-24%

Closed Sales by Property Type

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

Filters Used

ZIP: Burlington, VT 05408,
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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



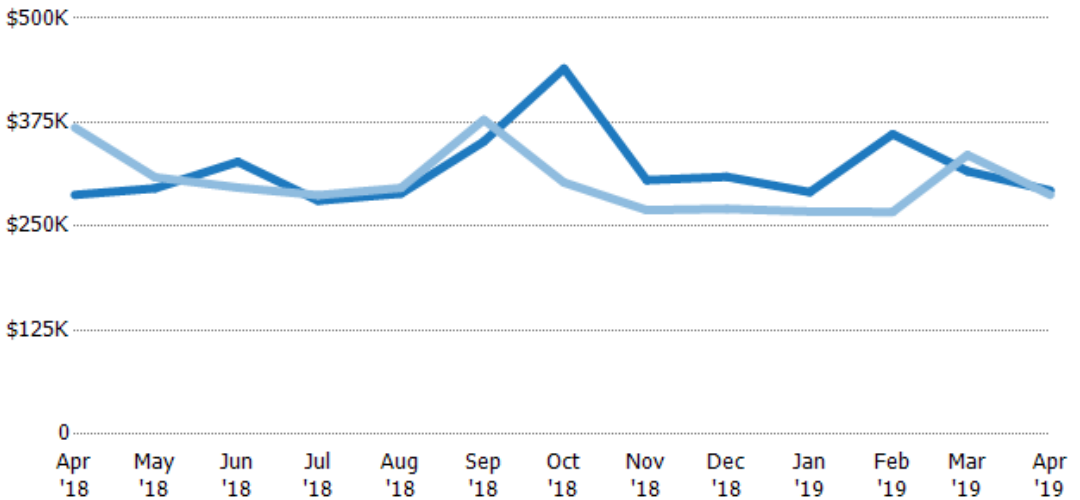
Condo/Townhouse	25%	33%	38%	35%	27%	25%	17%	38%	50%	27%	33%	44%	42%
Single Family Residence	75%	67%	62%	65%	73%	75%	83%	63%	50%	73%	67%	56%	58%

Average Sales Price

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

Filters Used

ZIP: Burlington, VT 05408,
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VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	\$288K	\$296K	\$327K	\$281K	\$289K	\$352K	\$440K	\$305K	\$309K	\$291K	\$361K	\$316K	\$293K
Prior Year	\$369K	\$309K	\$297K	\$287K	\$296K	\$378K	\$303K	\$269K	\$271K	\$268K	\$267K	\$336K	\$288K
Percent Change from Prior Year	-22%	-4%	10%	-2%	-2%	-7%	45%	13%	14%	9%	35%	-6%	2%

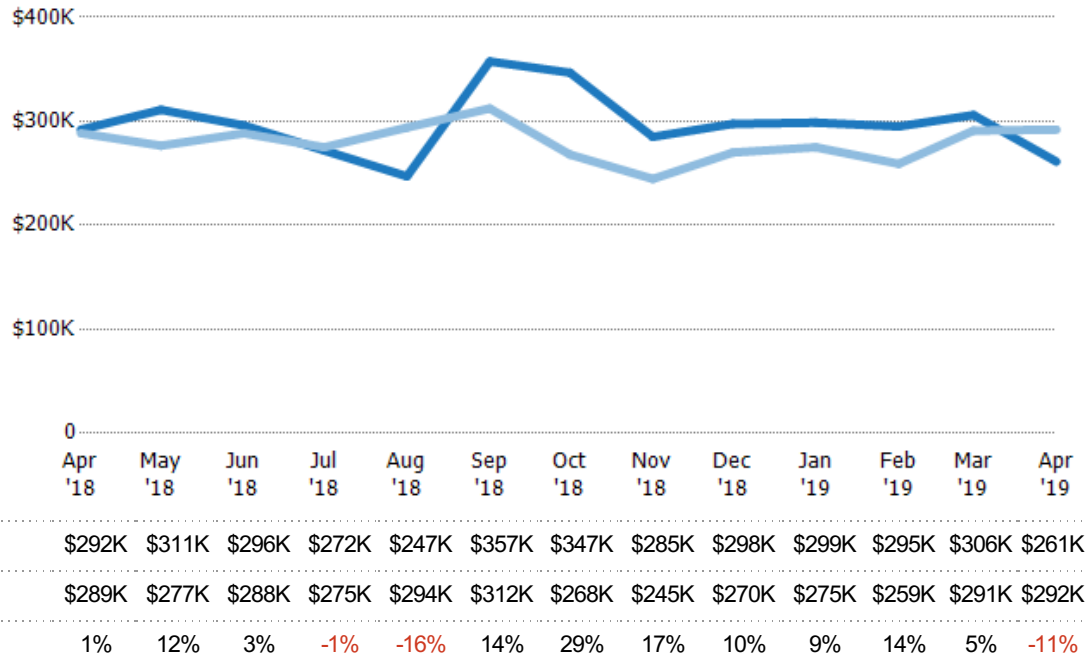
Median Sales Price

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Apr '19	\$261K	-10.5%
Apr '18	\$292K	1.2%
Apr '17	\$289K	-0.6%

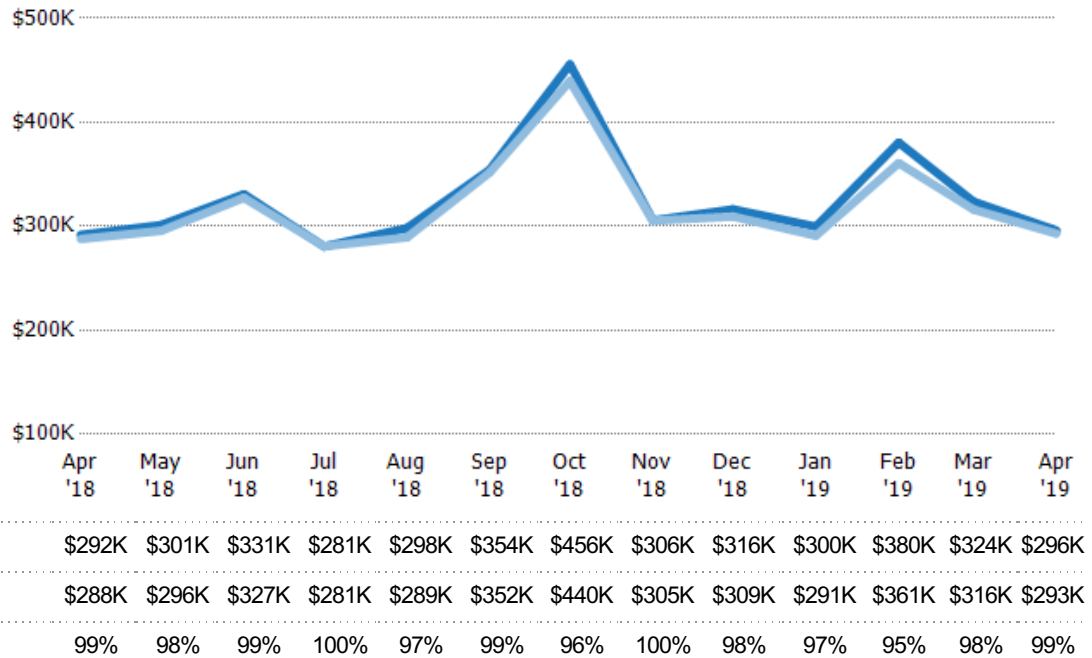


Average Sales Price vs Average Listing Price

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

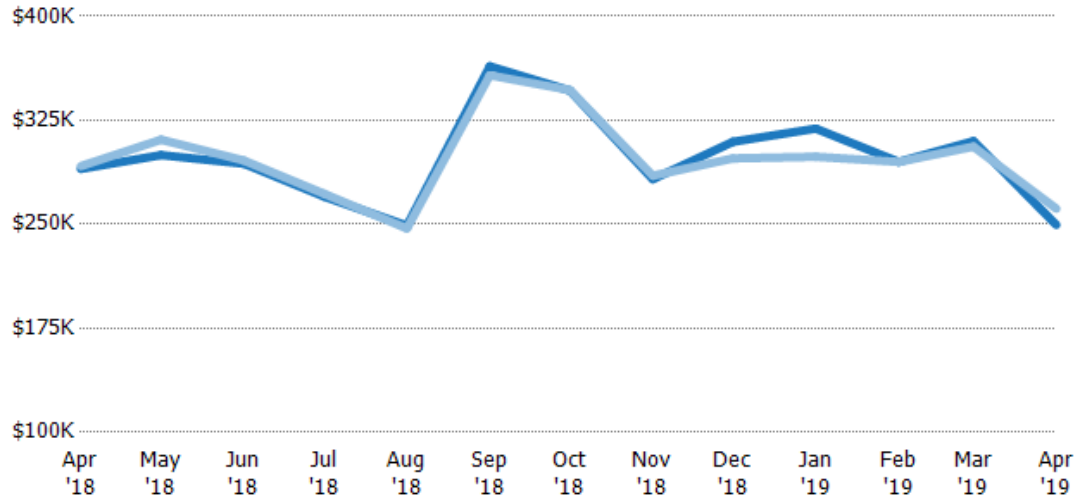


Median Sales Price vs Median Listing Price

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

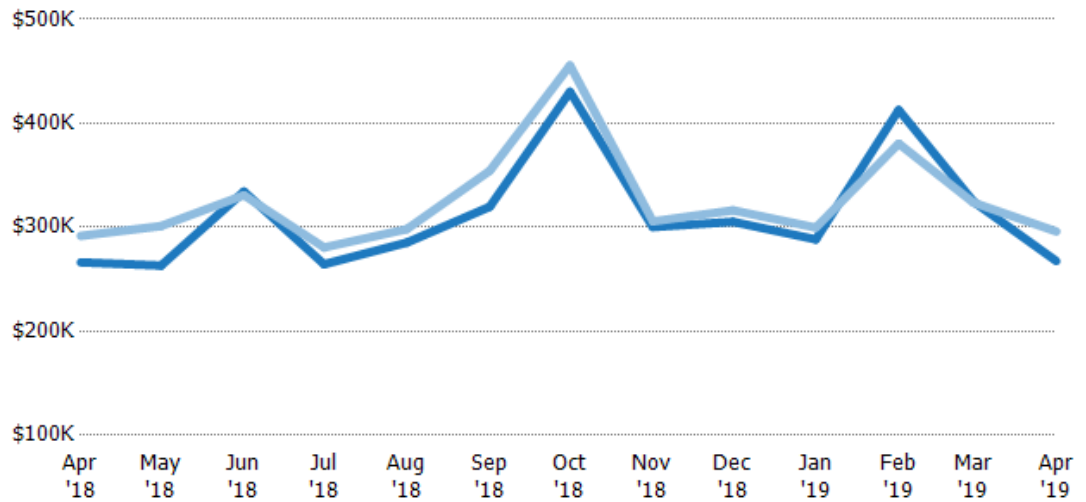


Average Sales Price vs Average Est Value

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

Filters Used

ZIP: Burlington, VT 05408,
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VT 05446, Colchester, VT 05449
Property Type:
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Family Residence

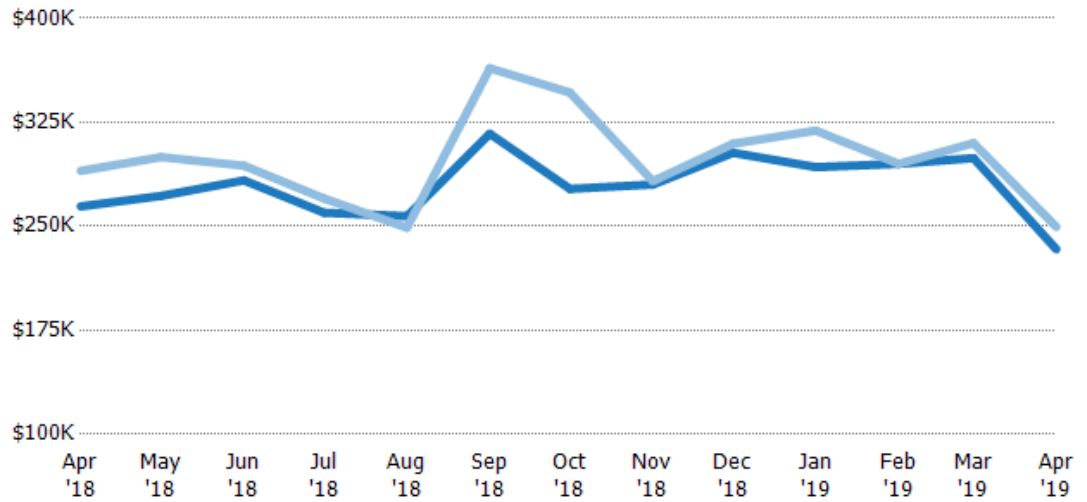


Median Sales Price vs Median Est Value

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

Filters Used

ZIP: Burlington, VT 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Median Est Value	\$264K	\$272K	\$283K	\$260K	\$257K	\$317K	\$277K	\$280K	\$303K	\$293K	\$295K	\$299K	\$233K
Median Sales Price	\$290K	\$300K	\$294K	\$270K	\$249K	\$364K	\$346K	\$283K	\$310K	\$319K	\$295K	\$310K	\$250K
Med Sales Price as a % of Med Est Value	110%	110%	104%	104%	97%	115%	125%	101%	102%	109%	100%	104%	107%