

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	39	43	-9.3%	189	185	+2.2%
New Listing Volume	\$13,344,200	\$17,413,200	-23.4%	\$70,658,300	\$67,459,555	+4.7%
Active Listing Count	57	70	-18.6%	N/A	N/A	
Active Listing Volume	\$21,768,800	\$31,585,755	-31.1%	N/A	N/A	
Average Listing Price	\$381,909	\$451,225	-15.4%	\$421,352	\$409,742	+2.8%
Median Listing Price	\$359,900	\$322,450	+11.6%	\$371,530	\$321,780	+15.5%
Median Days in RPR	31	50	-38%	52.29	61.43	-14.9%
Months of Inventory	2.6	2.9	-11.2%	2.2	2.5	-11.3%
Absorption Rate	38.6%	34.29%	+4.3%	45.77%	40.58%	+5.2%
Sales Activity Charts Metrics						
New Pending Sales Count	33	29	+13.8%	173	148	+16.9%
New Pending Sales Volume	\$10,619,300	\$10,356,700	+2.5%	\$65,325,500	\$48,038,000	+36%
Pending Sales Count	55	38	+44.7%	N/A	N/A	
Pending Sales Volume	\$19,904,200	\$12,717,400	+56.5%	N/A	N/A	
Closed Sales Count	36	33	+9.1%	133	119	+11.8%
Closed Sales Volume	\$15,555,065	\$10,249,100	+51.8%	\$48,573,276	\$37,435,701	+29.8%
Average Sales Price	\$432,085	\$310,579	+39.1%	\$365,213	\$314,586	+16.1%
Median Sales Price	\$363,300	\$280,000	+29.8%	\$322,889	\$285,388	+13.1%

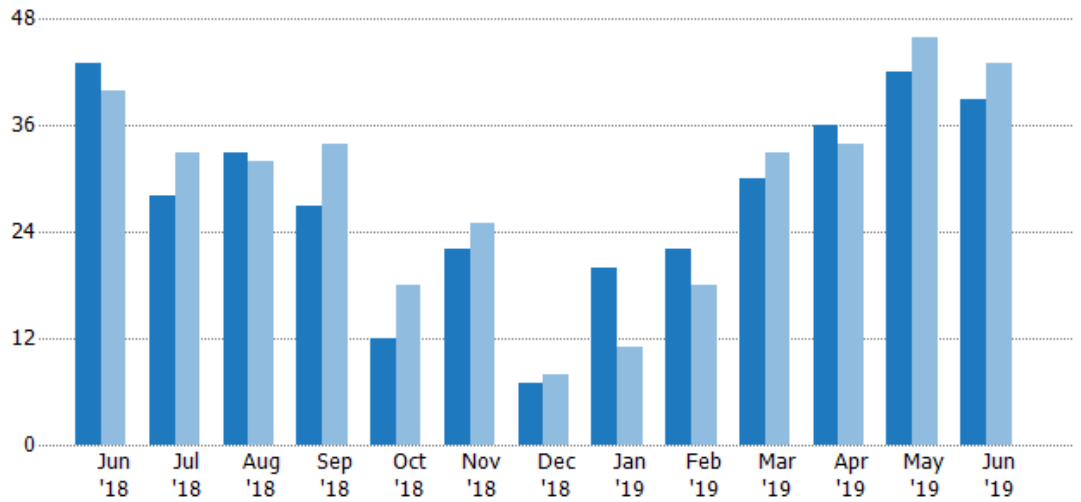
New Listings

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.
Jun '19	39	-9.3%
Jun '18	43	7.5%
Jun '17	40	-17.5%



Current Year	43	28	33	27	12	22	7	20	22	30	36	42	39
Prior Year	40	33	32	34	18	25	8	11	18	33	34	46	43
Percent Change from Prior Year	8%	-15%	3%	-21%	-33%	-12%	-13%	82%	22%	-9%	6%	-9%	-9%

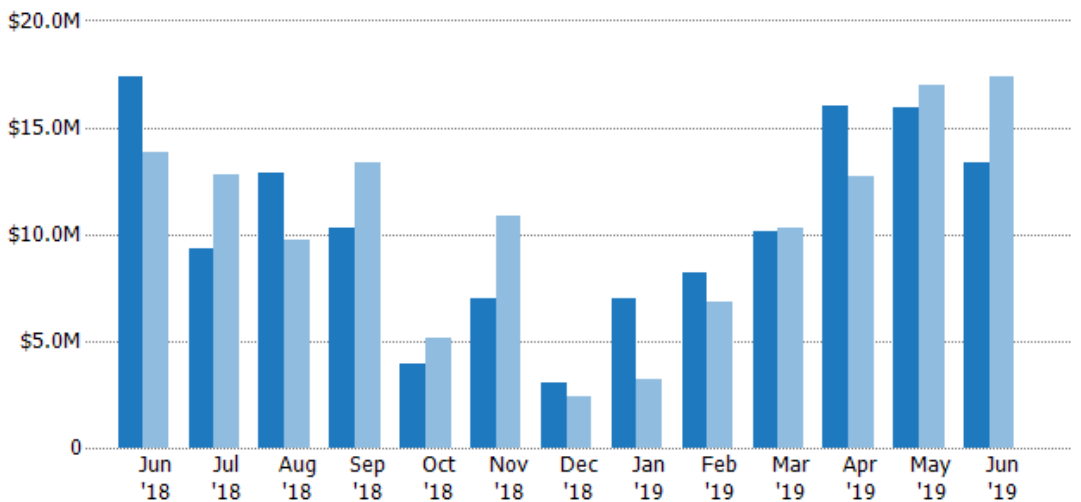
New Listing Volume

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.
Jun '19	\$13.3M	-23.4%
Jun '18	\$17.4M	25.9%
Jun '17	\$13.8M	4.4%



Current Year	\$17.4M	\$9.36M	\$12.8M	\$10.3M	\$3.92M	\$7.02M	\$3.02M	\$7.02M	\$8.21M	\$10.1M	\$16M	\$15.9M	\$13.3M
Prior Year	\$13.8M	\$12.8M	\$9.72M	\$13.3M	\$5.13M	\$10.9M	\$2.44M	\$3.2M	\$6.87M	\$10.3M	\$12.7M	\$17M	\$17.4M
Percent Change from Prior Year	26%	-27%	32%	-22%	-24%	-35%	24%	119%	20%	-1%	26%	-6%	-23%

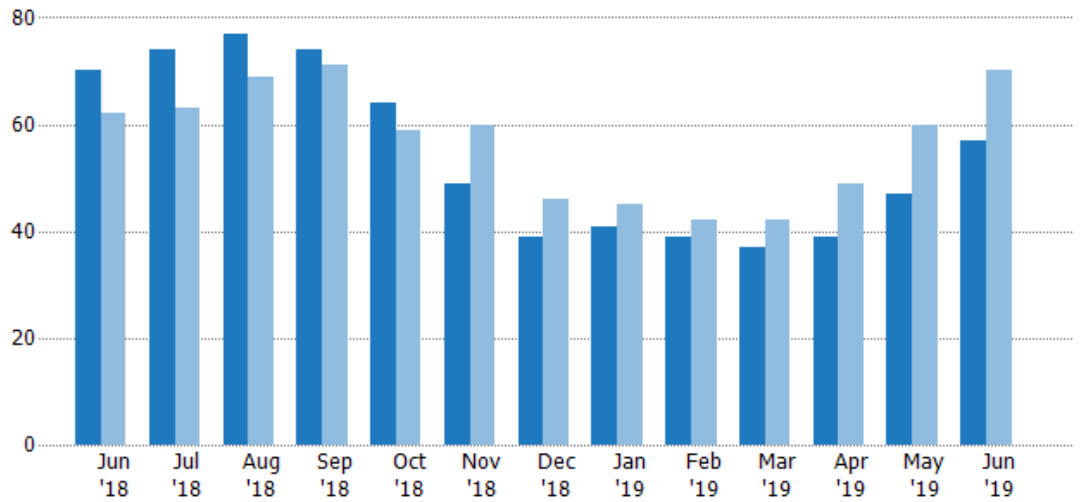
Active Listings

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.
Jun '19	57	-18.6%
Jun '18	70	12.9%
Jun '17	62	-11.3%



Current Year	70	74	77	74	64	49	39	41	39	37	39	47	57
Prior Year	62	63	69	71	59	60	46	45	42	42	49	60	70
Percent Change from Prior Year	13%	17%	12%	4%	8%	-18%	-15%	-9%	-7%	-12%	-20%	-22%	-19%

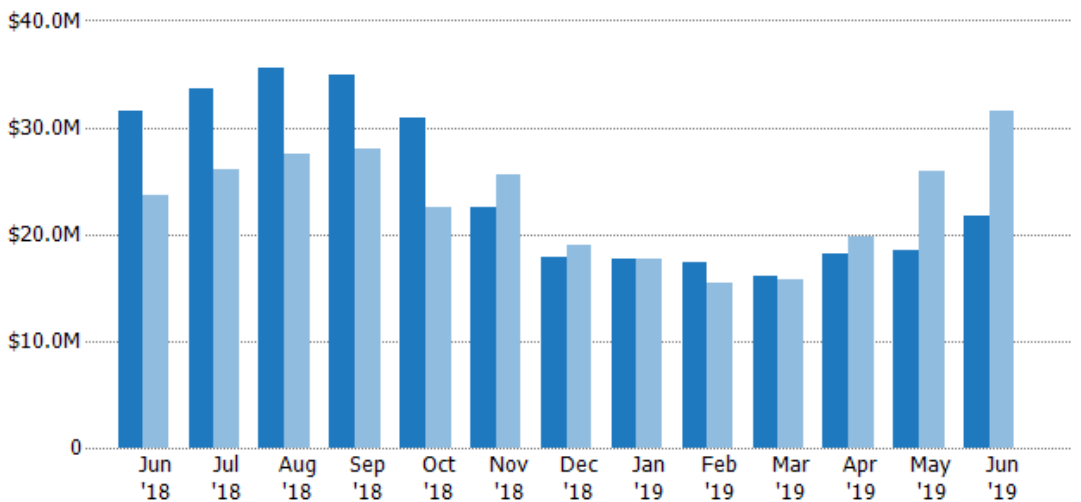
Active Listing Volume

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/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jun '19	\$21.8M	-31.1%
Jun '18	\$31.6M	33.5%
Jun '17	\$23.7M	-8%



Current Year	\$31.6M	\$33.7M	\$35.5M	\$34.9M	\$31M	\$22.6M	\$17.9M	\$17.7M	\$17.3M	\$16.1M	\$18.1M	\$18.5M	\$21.8M
Prior Year	\$23.7M	\$26M	\$27.5M	\$28M	\$22.5M	\$25.5M	\$19M	\$17.7M	\$15.4M	\$15.8M	\$19.8M	\$25.9M	\$31.6M
Percent Change from Prior Year	33%	29%	29%	25%	37%	-11%	-6%	0%	13%	2%	-9%	-28%	-31%

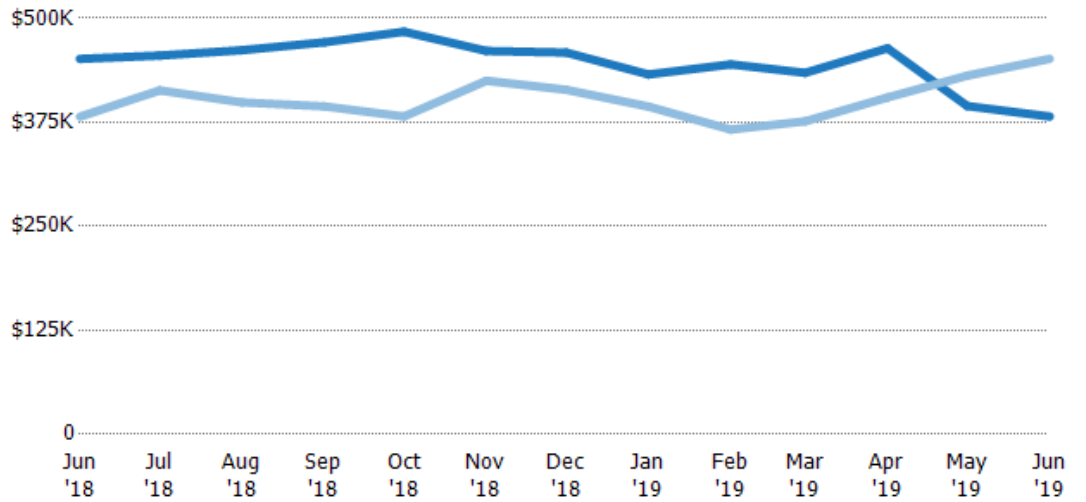
Average Listing Price

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

Month/ Year	Price	% Chg.
Jun '19	\$382K	-15.4%
Jun '18	\$451K	18.2%
Jun '17	\$382K	3.7%



Current Year	\$451K	\$455K	\$462K	\$471K	\$484K	\$461K	\$459K	\$432K	\$445K	\$434K	\$464K	\$395K	\$382K
Prior Year	\$382K	\$413K	\$399K	\$394K	\$382K	\$425K	\$414K	\$394K	\$366K	\$376K	\$405K	\$431K	\$451K
Percent Change from Prior Year	18%	10%	16%	20%	27%	8%	11%	10%	21%	15%	15%	-8%	-15%

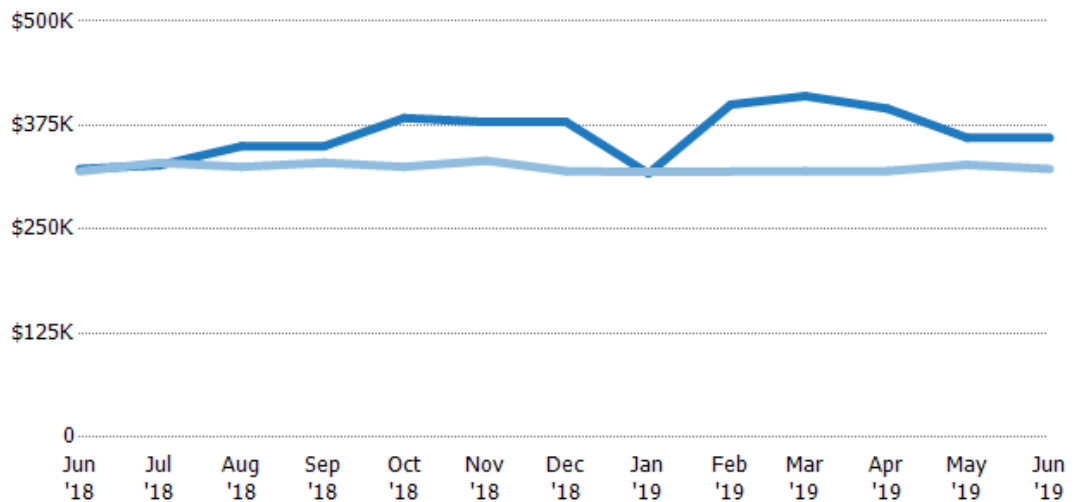
Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Jun '19	\$360K	11.6%
Jun '18	\$322K	0.8%
Jun '17	\$320K	-14%



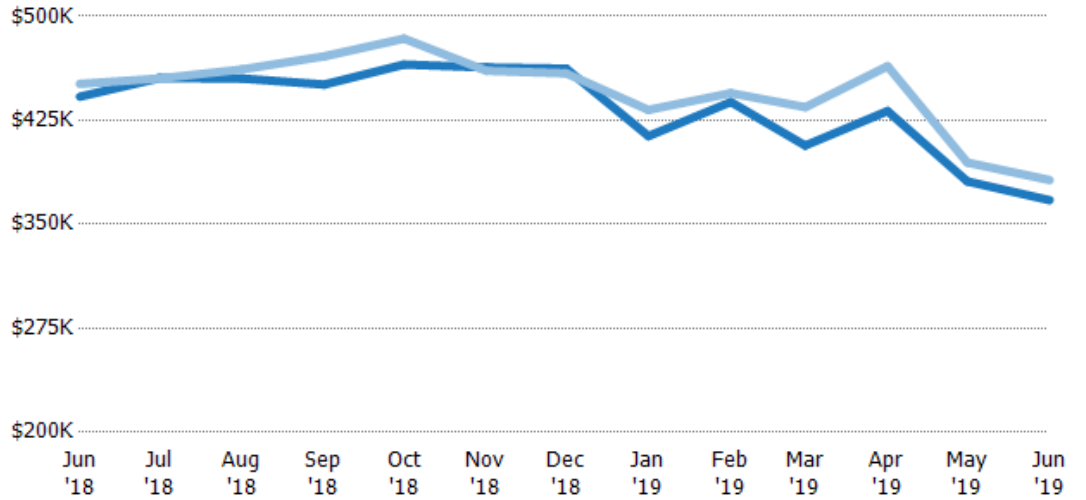
Current Year	\$322K	\$327K	\$350K	\$350K	\$384K	\$379K	\$379K	\$317K	\$400K	\$410K	\$395K	\$360K	\$360K
Prior Year	\$320K	\$330K	\$325K	\$330K	\$325K	\$332K	\$320K	\$319K	\$319K	\$320K	\$320K	\$327K	\$322K
Percent Change from Prior Year	1%	-1%	8%	6%	18%	14%	18%	-1%	25%	28%	23%	10%	12%

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

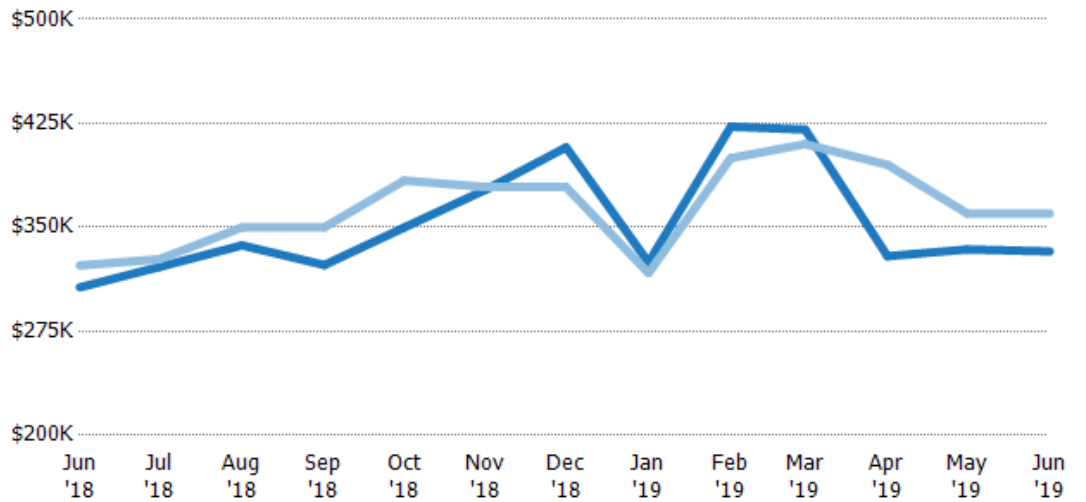


Median Listing Price vs Median Est Value

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

Filters Used

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



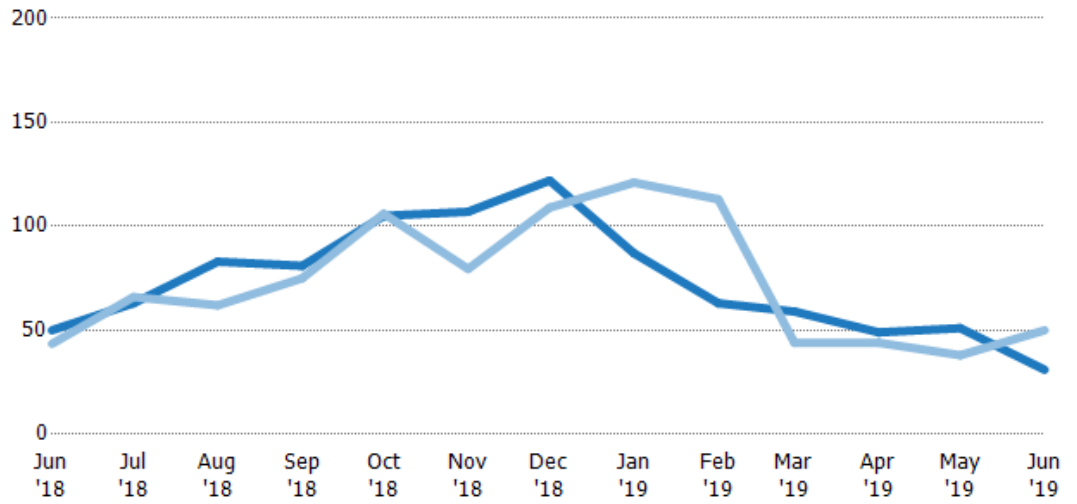
Median Days in RPR

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.
Jun '19	31	-38%
Jun '18	50	14.9%
Jun '17	43.5	12.6%



Current Year	50	63	83	81	105	107	122	87	63	59	49	51	31
Prior Year	43.5	66	62	75	106	79.5	109	121	113	44	44	38	50
Percent Change from Prior Year	15%	-5%	34%	8%	-1%	35%	12%	-28%	-44%	34%	11%	34%	-38%

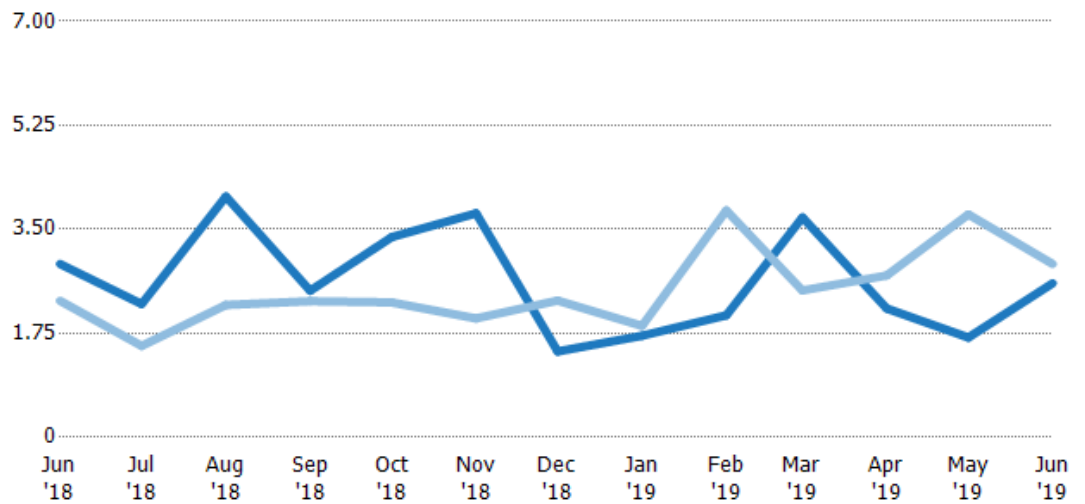
Months of Inventory

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

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	Months	% Chg.
Jun '19	2.59	-11.2%
Jun '18	2.92	27%
Jun '17	2.3	199.4%



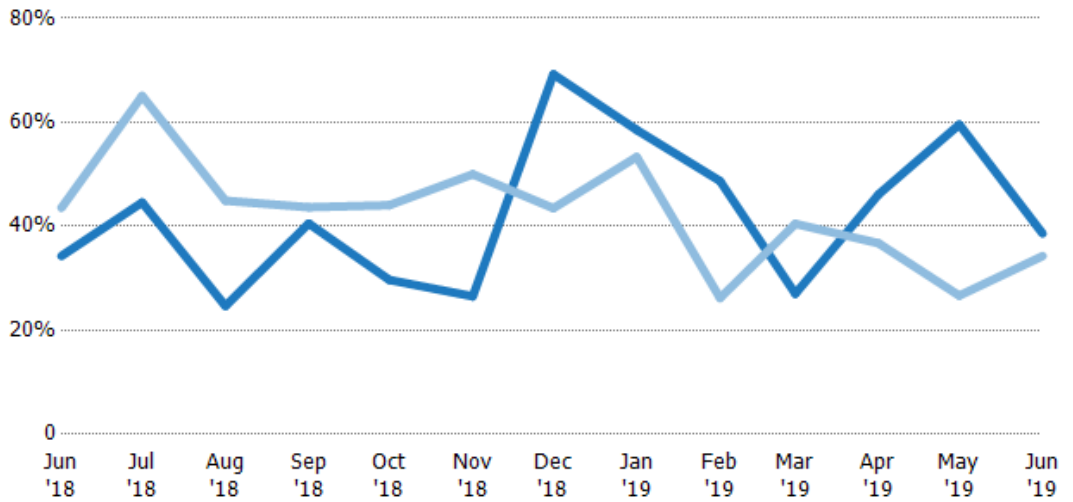
Current Year	2.92	2.24	4.05	2.47	3.37	3.77	1.44	1.71	2.05	3.7	2.17	1.68	2.59
Prior Year	2.3	1.54	2.23	2.29	2.27	2	2.3	1.88	3.82	2.47	2.72	3.75	2.92
Percent Change from Prior Year	27%	46%	82%	8%	48%	88%	-37%	-9%	-46%	50%	-20%	-55%	-11%

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



Month/Year	Rate	Chg.
Jun '19	39%	-4.3%
Jun '18	34%	9.3%
Jun '17	44%	-66.6%

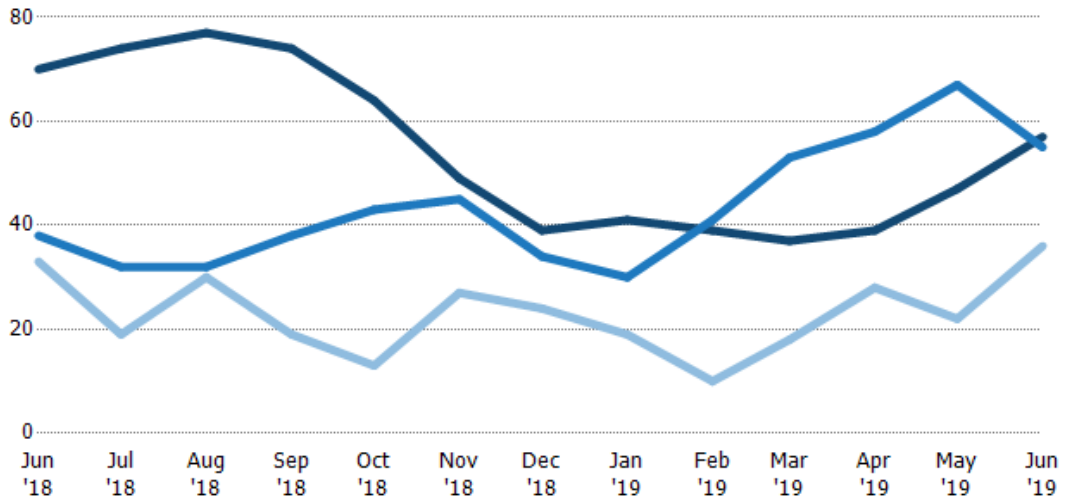
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	34%	45%	25%	41%	30%	27%	69%	59%	49%	27%	46%	60%	39%
Prior Year	44%	65%	45%	44%	44%	50%	43%	53%	26%	40%	37%	27%	34%
Change from Prior Year	9%	20%	20%	3%	14%	23%	-26%	-5%	-23%	13%	-9%	-33%	-4%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	70	74	77	74	64	49	39	41	39	37	39	47	57
Pending	38	32	32	38	43	45	34	30	41	53	58	67	55
Sold	33	19	30	19	13	27	24	19	10	18	28	22	36

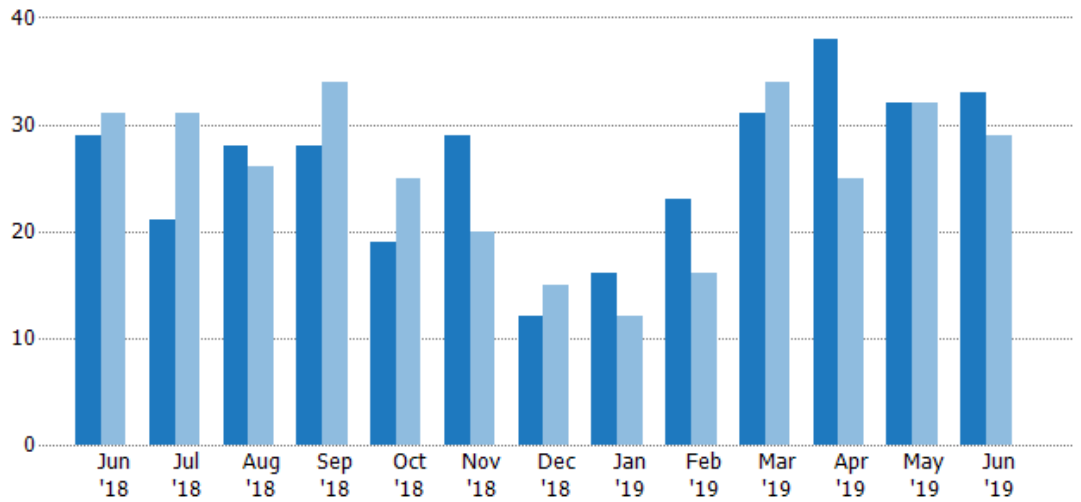
New Pending Sales

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.
Jun '19	33	13.8%
Jun '18	29	-6.5%
Jun '17	31	-29%



Current Year	29	21	28	28	19	29	12	16	23	31	38	32	33
Prior Year	31	31	26	34	25	20	15	12	16	34	25	32	29
Percent Change from Prior Year	-6%	-32%	8%	-18%	-24%	45%	-20%	33%	44%	-9%	52%	0%	14%

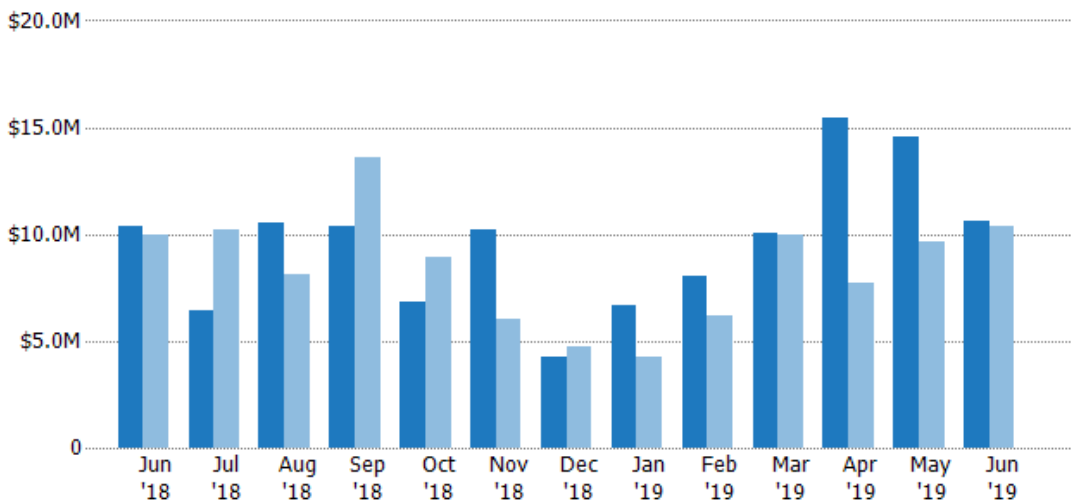
New Pending Sales Volume

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

Filters Used

ZIP: Burlington, VT 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.
Jun '19	\$10.6M	2.5%
Jun '18	\$10.4M	3.7%
Jun '17	\$9.99M	-14.4%



Current Year	\$10.4M	\$6.39M	\$10.6M	\$10.4M	\$6.86M	\$10.2M	\$4.27M	\$6.64M	\$8M	\$10.1M	\$15.4M	\$14.6M	\$10.6M
Prior Year	\$9.99M	\$10.2M	\$8.12M	\$13.6M	\$8.94M	\$6.06M	\$4.74M	\$4.26M	\$6.16M	\$9.96M	\$7.69M	\$9.61M	\$10.4M
Percent Change from Prior Year	4%	-37%	30%	-23%	-23%	69%	-10%	56%	30%	1%	100%	52%	3%

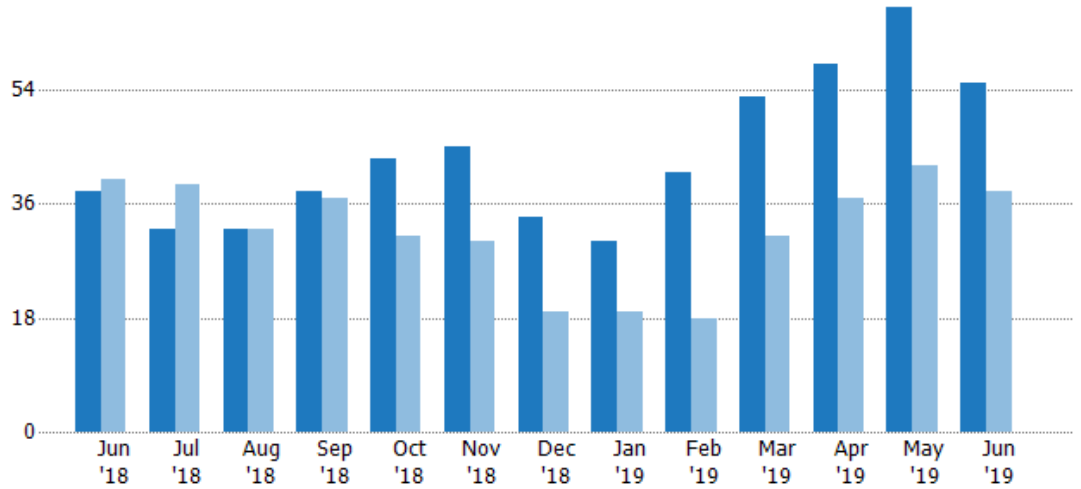
Pending Sales

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.
Jun '19	55	44.7%
Jun '18	38	-5%
Jun '17	40	0%



Current Year	38	32	32	38	43	45	34	30	41	53	58	67	55
Prior Year	40	39	32	37	31	30	19	19	18	31	37	42	38
Percent Change from Prior Year	-5%	-18%	0%	3%	39%	50%	79%	58%	128%	71%	57%	60%	45%

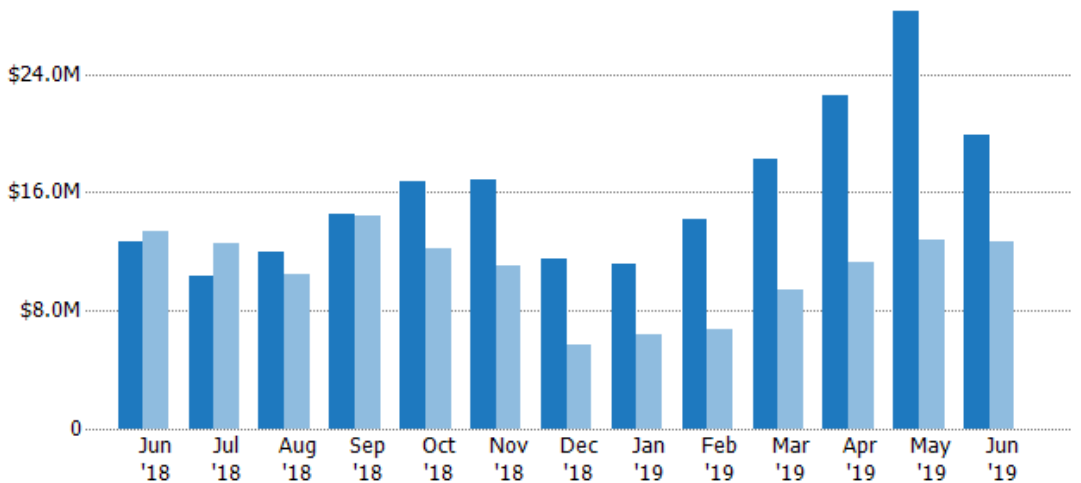
Pending Sales Volume

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 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.
Jun '19	\$19.9M	56.5%
Jun '18	\$12.7M	-4.9%
Jun '17	\$13.4M	2.7%



Current Year	\$12.7M	\$10.3M	\$11.9M	\$14.6M	\$16.7M	\$16.8M	\$11.4M	\$11.2M	\$14.2M	\$18.2M	\$22.5M	\$28.3M	\$19.9M
Prior Year	\$13.4M	\$12.6M	\$10.5M	\$14.5M	\$12.2M	\$11.1M	\$5.72M	\$6.42M	\$6.7M	\$9.46M	\$11.3M	\$12.7M	\$12.7M
Percent Change from Prior Year	-5%	-18%	14%	1%	37%	52%	100%	74%	112%	93%	100%	122%	57%

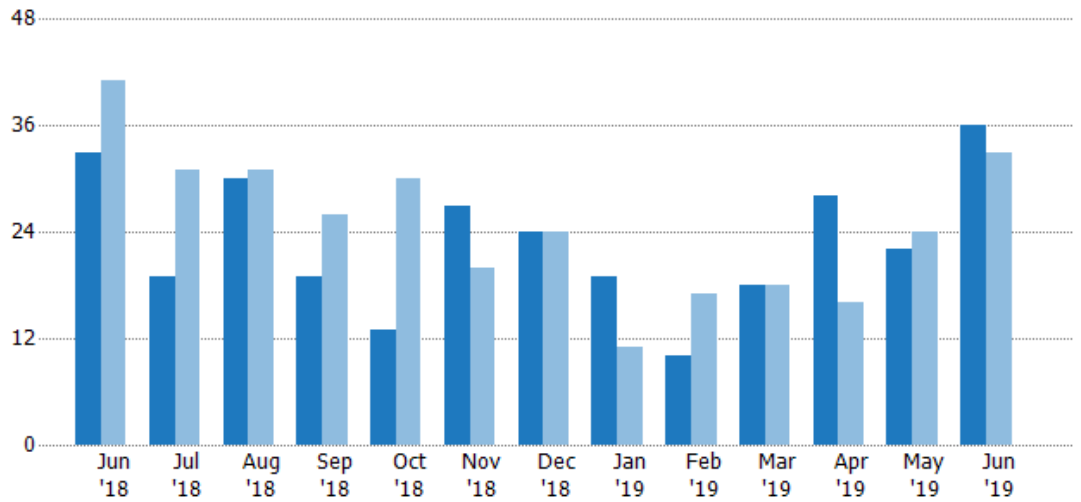
Closed Sales

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

Month/ Year	Count	% Chg.
Jun '19	36	9.1%
Jun '18	33	-19.5%
Jun '17	41	-4.9%



Current Year	33	19	30	19	13	27	24	19	10	18	28	22	36
Prior Year	41	31	31	26	30	20	24	11	17	18	16	24	33
Percent Change from Prior Year	-20%	-39%	-3%	-27%	-57%	35%	0%	73%	-41%	0%	75%	-8%	9%

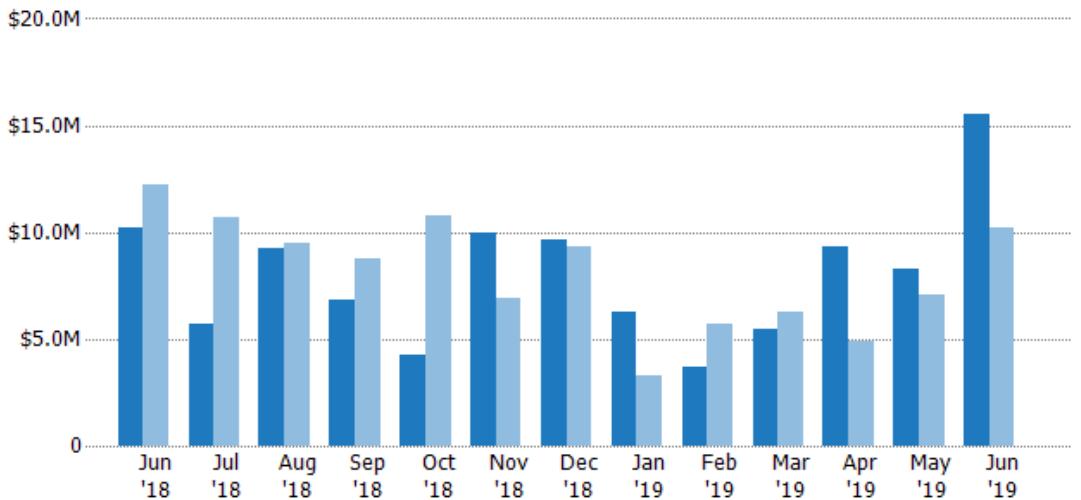
Closed Sales Volume

The sum of the sales price 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

Month/ Year	Volume	% Chg.
Jun '19	\$15.6M	51.8%
Jun '18	\$10.2M	-16%
Jun '17	\$12.2M	-0.3%



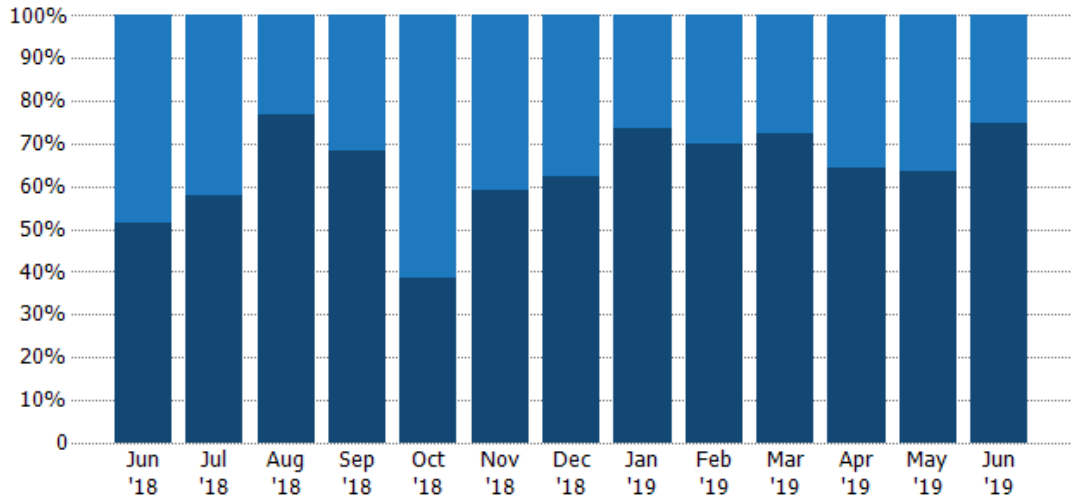
Current Year	\$10.2M	\$5.72M	\$9.21M	\$6.85M	\$4.23M	\$9.94M	\$9.65M	\$6.23M	\$3.7M	\$5.49M	\$9.32M	\$8.27M	\$15.6M
Prior Year	\$12.2M	\$10.7M	\$9.51M	\$8.79M	\$10.8M	\$6.9M	\$9.32M	\$3.25M	\$5.67M	\$6.28M	\$4.91M	\$7.07M	\$10.2M
Percent Change from Prior Year	-16%	-46%	-3%	-22%	-61%	44%	3%	92%	-35%	-12%	90%	17%	52%

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
Family Residence



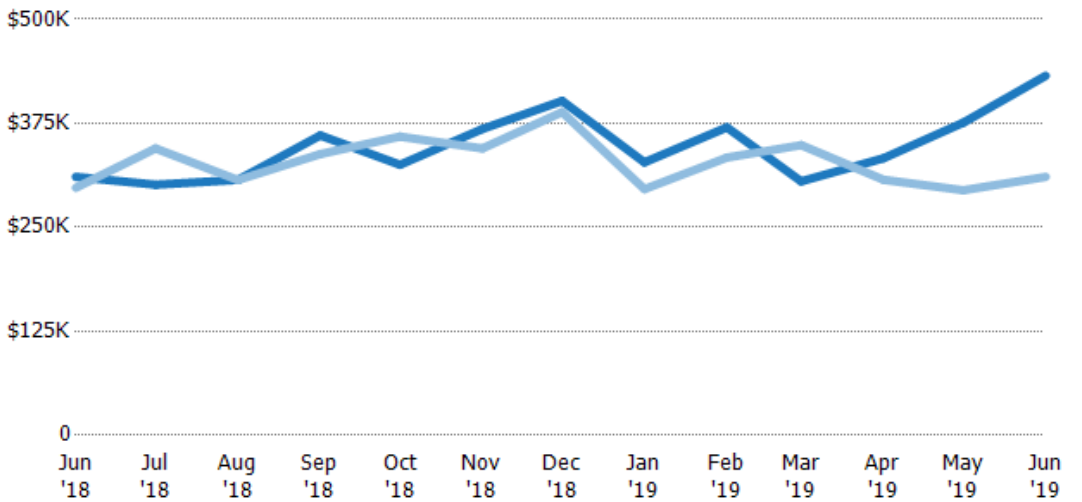
Condo/Townhouse	48%	42%	23%	32%	62%	41%	38%	26%	30%	28%	36%	36%	25%
Single Family Residence	52%	58%	77%	68%	38%	59%	63%	74%	70%	72%	64%	64%	75%

Average Sales Price

The average 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



Current Year	\$311K	\$301K	\$307K	\$360K	\$325K	\$368K	\$402K	\$328K	\$370K	\$305K	\$333K	\$376K	\$432K
Prior Year	\$298K	\$345K	\$307K	\$338K	\$359K	\$345K	\$388K	\$296K	\$334K	\$349K	\$307K	\$294K	\$311K
Percent Change from Prior Year	4%	-13%	0%	7%	-9%	7%	3%	11%	11%	-12%	8%	28%	39%

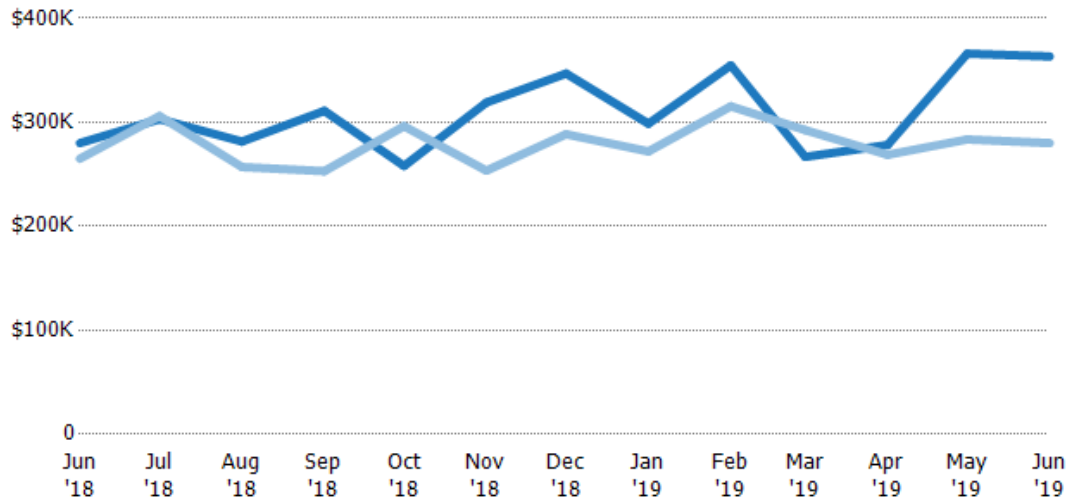
Median Sales Price

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.
Jun '19	\$363K	29.8%
Jun '18	\$280K	5.7%
Jun '17	\$265K	0.6%



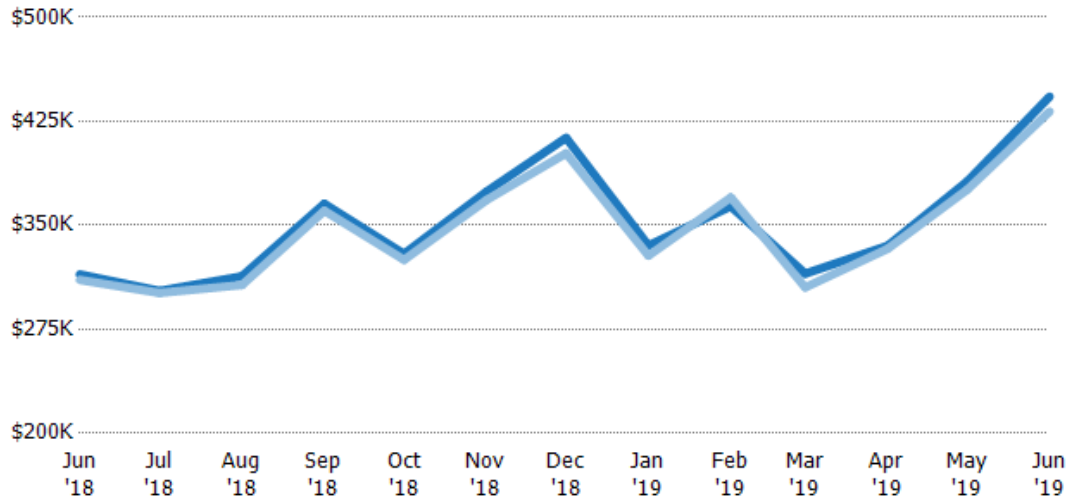
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$280K	\$303K	\$282K	\$311K	\$258K	\$319K	\$347K	\$299K	\$355K	\$267K	\$278K	\$366K	\$363K
Prior Year	\$265K	\$306K	\$257K	\$253K	\$296K	\$254K	\$289K	\$272K	\$315K	\$293K	\$269K	\$284K	\$280K
Percent Change from Prior Year	6%	-1%	10%	23%	-13%	26%	20%	10%	13%	-9%	4%	29%	30%

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



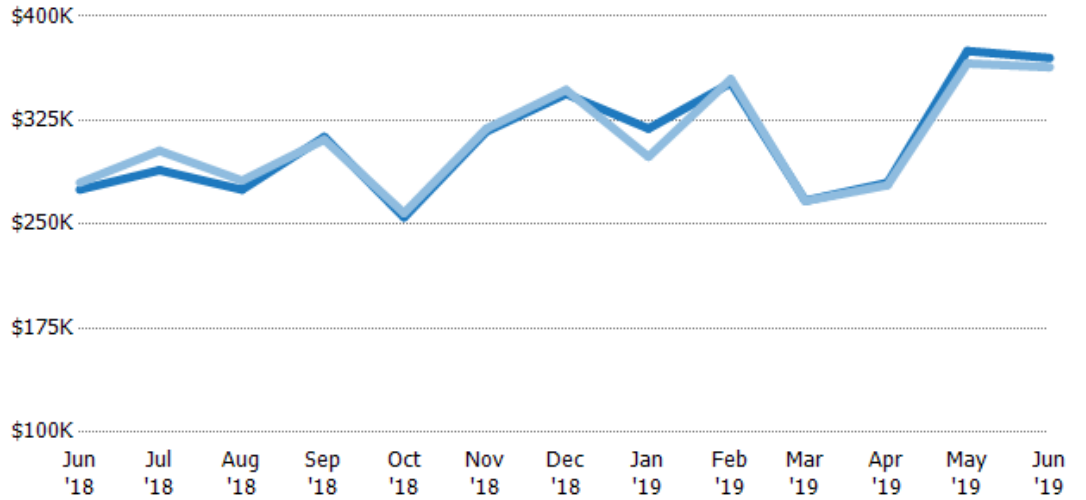
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	\$315K	\$303K	\$313K	\$366K	\$329K	\$374K	\$413K	\$335K	\$364K	\$315K	\$335K	\$382K	\$443K
Avg Sales Price	\$311K	\$301K	\$307K	\$360K	\$325K	\$368K	\$402K	\$328K	\$370K	\$305K	\$333K	\$376K	\$432K
Avg Sales Price as a % of Avg List Price	99%	100%	98%	99%	99%	98%	97%	98%	102%	97%	99%	98%	98%

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



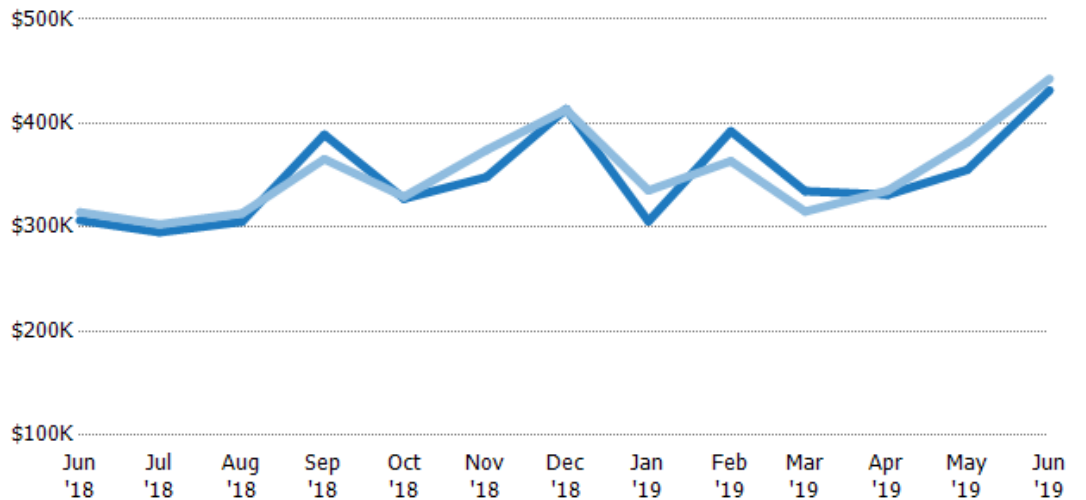
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$275K	\$289K	\$275K	\$313K	\$255K	\$317K	\$344K	\$319K	\$352K	\$267K	\$280K	\$375K	\$370K
Median Sales Price	\$280K	\$303K	\$282K	\$311K	\$258K	\$319K	\$347K	\$299K	\$355K	\$267K	\$278K	\$366K	\$363K
Med Sales Price as a % of Med List Price	102%	105%	102%	99%	101%	101%	101%	94%	101%	100%	99%	98%	98%

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



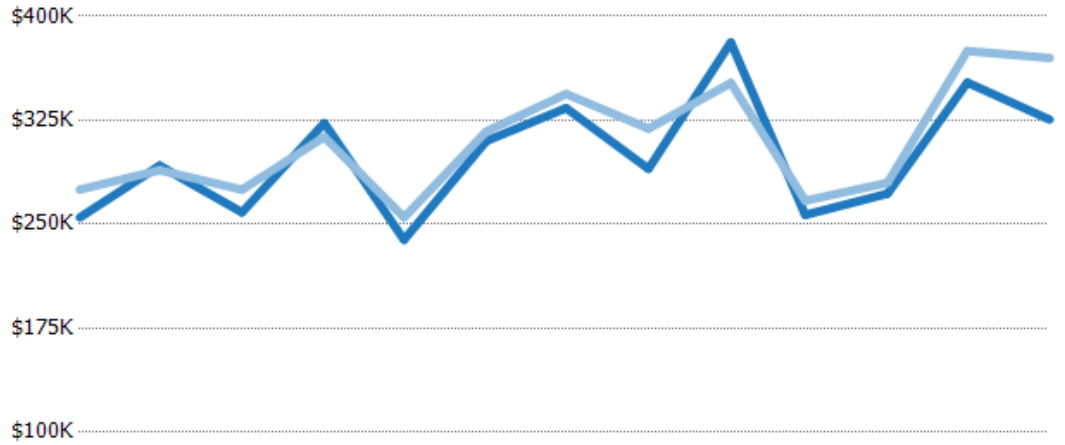
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$307K	\$295K	\$305K	\$389K	\$327K	\$348K	\$414K	\$306K	\$392K	\$335K	\$331K	\$355K	\$432K
Avg Sales Price	\$315K	\$303K	\$313K	\$366K	\$329K	\$374K	\$413K	\$335K	\$364K	\$315K	\$335K	\$382K	\$443K
Avg Sales Price as a % of Avg Est Value	103%	103%	103%	94%	101%	107%	100%	110%	93%	94%	101%	107%	103%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$255K	\$292K	\$259K	\$323K	\$239K	\$310K	\$334K	\$290K	\$381K	\$257K	\$272K	\$352K	\$325K
Median Sales Price	\$275K	\$289K	\$275K	\$313K	\$255K	\$317K	\$344K	\$319K	\$352K	\$267K	\$280K	\$375K	\$370K
Med Sales Price as a % of Med Est Value	108%	99%	106%	97%	107%	102%	103%	110%	92%	104%	103%	106%	114%