

Summary of Key Listing and Sales Metrics

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

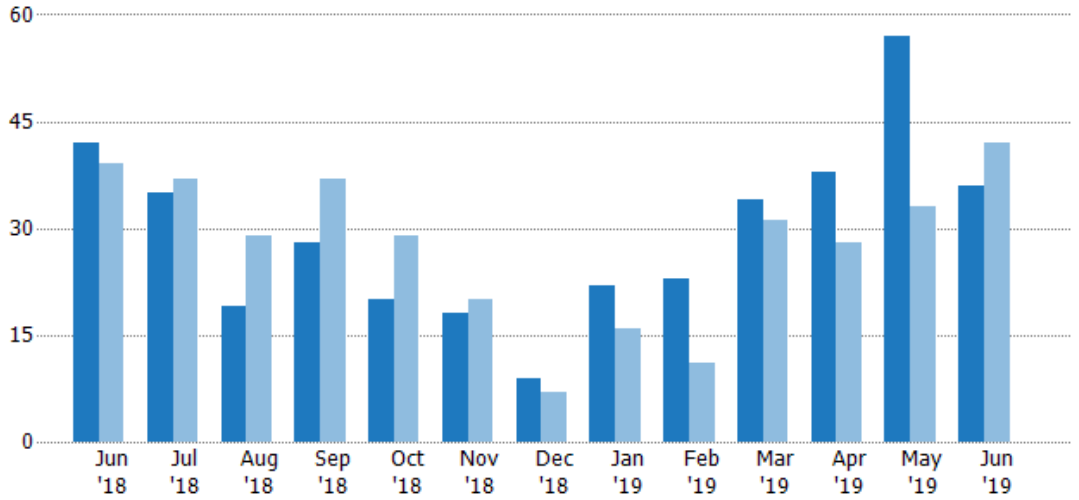
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	36	42	-14.3%	210	161	+30.4%
New Listing Volume	\$12,255,000	\$15,498,400	-20.9%	\$76,316,399	\$57,431,850	+32.9%
Active Listing Count	80	78	+2.6%	N/A	N/A	
Active Listing Volume	\$36,271,300	\$40,134,455	-9.6%	N/A	N/A	
Average Listing Price	\$453,391	\$514,544	-11.9%	\$456,656	\$526,118	-13.2%
Median Listing Price	\$374,450	\$392,850	-4.7%	\$377,569	\$392,476	-3.8%
Median Days in RPR	51.5	62.5	-17.6%	79.8	93.75	-14.9%
Months of Inventory	2.7	5.2	-48.7%	4.1	3.4	+22.3%
Absorption Rate	37.5%	19.23%	+18.3%	24.21%	29.6%	-5.4%
Sales Activity Charts Metrics						
New Pending Sales Count	35	28	+25%	191	139	+37.4%
New Pending Sales Volume	\$11,173,300	\$7,726,299	+44.6%	\$65,468,398	\$42,275,089	+54.9%
Pending Sales Count	55	48	+14.6%	N/A	N/A	
Pending Sales Volume	\$17,540,099	\$14,363,594	+22.1%	N/A	N/A	
Closed Sales Count	36	25	+44%	141	99	+42.4%
Closed Sales Volume	\$13,731,673	\$7,725,119	+77.8%	\$48,582,187	\$29,495,739	+64.7%
Average Sales Price	\$381,435	\$309,005	+23.4%	\$344,555	\$297,937	+15.6%
Median Sales Price	\$319,000	\$295,000	+8.1%	\$317,327	\$289,708	+9.5%

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



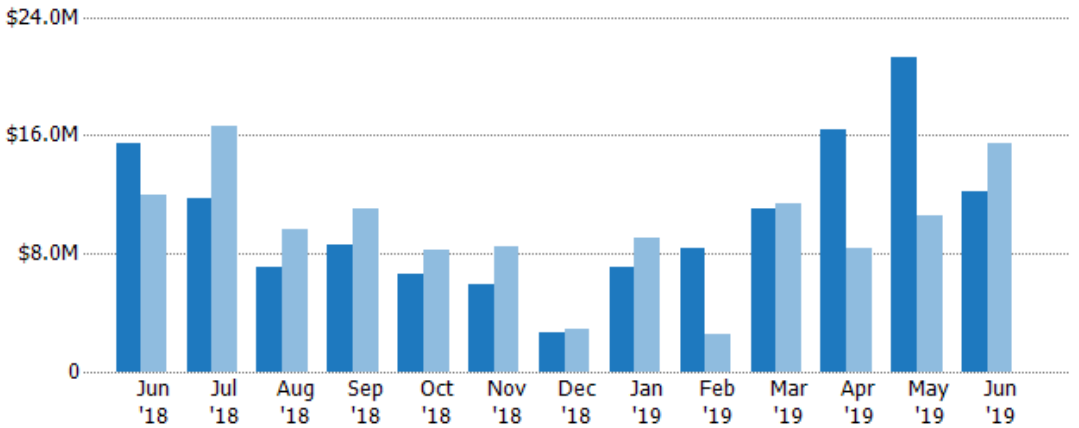
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	36	42	-14.3%
Jun '18	42	42	7.7%
Jun '17	39	39	-7.7%

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



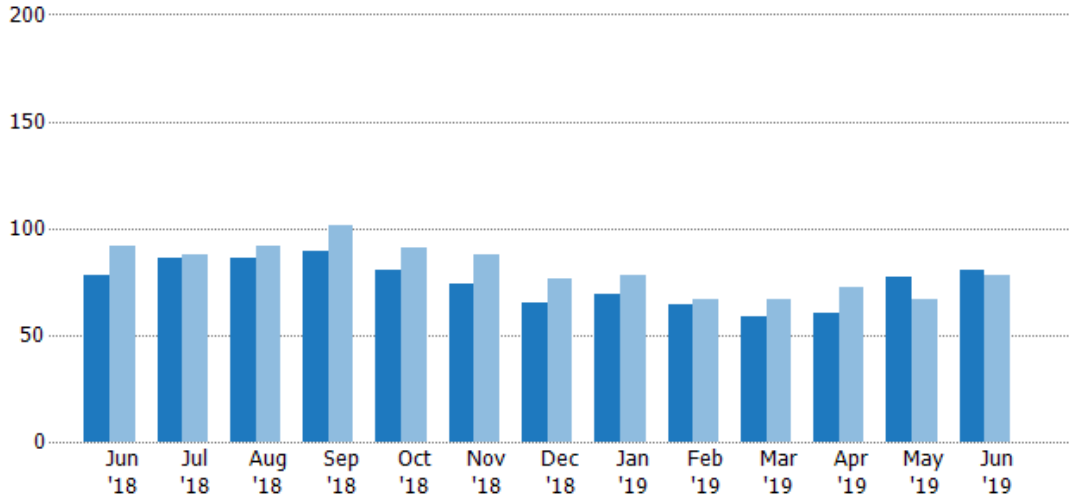
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$12.3M	\$15.5M	-20.9%
Jun '18	\$15.5M	\$15.5M	29.9%
Jun '17	\$11.9M	\$11.9M	15.7%

Active Listings

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

Filters Used

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



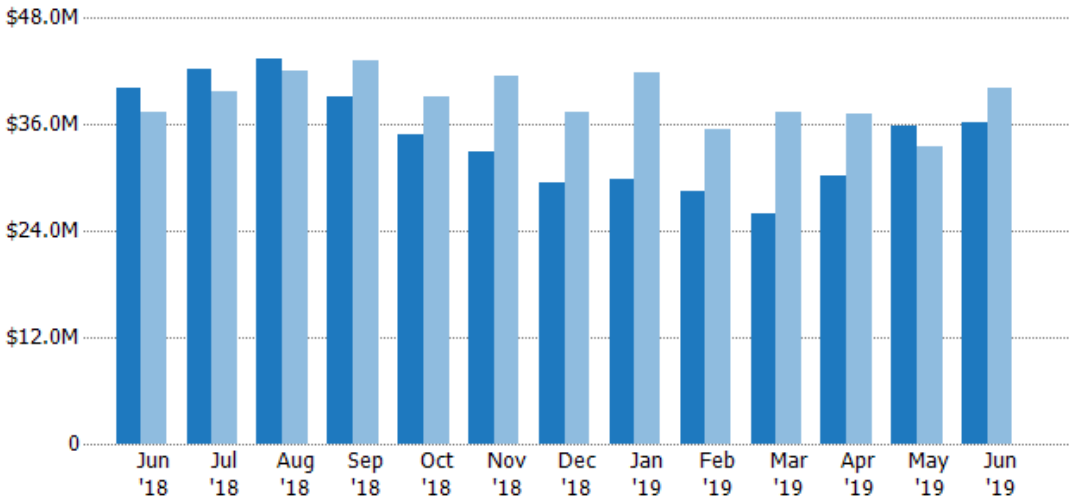
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	78	86	86	89	80	74	65	69	64	59	60	77	80
Prior Year	92	88	92	101	91	88	76	78	67	67	72	67	78
Percent Change from Prior Year	-15%	-2%	-7%	-12%	-12%	-16%	-14%	-12%	-4%	-12%	-17%	15%	3%

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,
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VT 05446, Colchester, VT 05449
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
Current Year	\$40.1M	\$42.2M	\$43.3M	\$39.2M	\$34.8M	\$32.9M	\$29.4M	\$29.9M	\$28.4M	\$26M	\$30.2M	\$35.9M	\$36.3M
Prior Year	\$37.3M	\$39.7M	\$42M	\$43.3M	\$39.2M	\$41.5M	\$37.4M	\$41.9M	\$35.5M	\$37.5M	\$37.3M	\$33.5M	\$40.1M
Percent Change from Prior Year	8%	6%	3%	-9%	-11%	-21%	-21%	-29%	-20%	-30%	-19%	7%	-10%

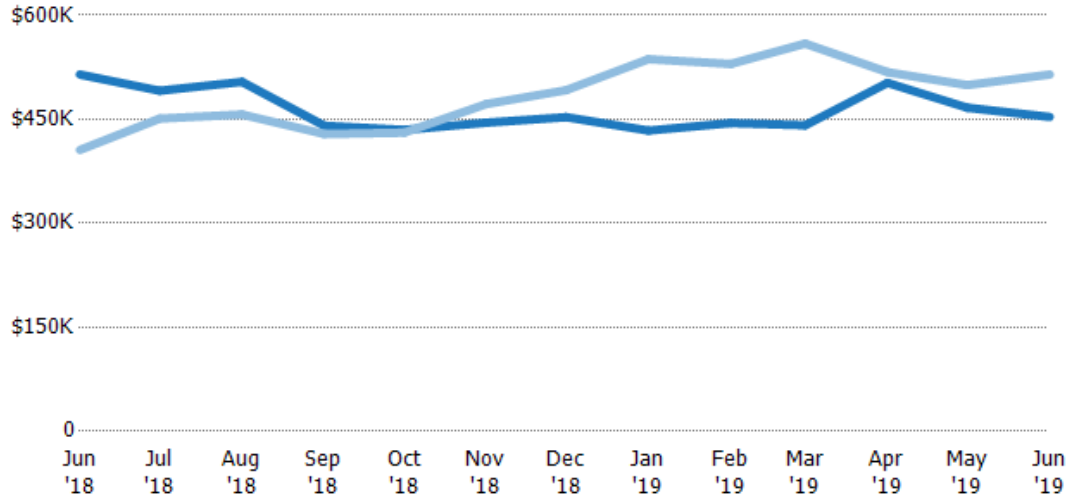
Average Listing Price

The average 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

Month/ Year	Price	% Chg.
Jun '19	\$453K	-11.9%
Jun '18	\$515K	26.8%
Jun '17	\$406K	15.4%



Current Year	\$515K	\$491K	\$504K	\$441K	\$435K	\$445K	\$453K	\$434K	\$444K	\$441K	\$503K	\$467K	\$453K
Prior Year	\$406K	\$451K	\$457K	\$429K	\$431K	\$472K	\$492K	\$537K	\$530K	\$559K	\$518K	\$499K	\$515K
Percent Change from Prior Year	27%	9%	10%	3%	1%	-6%	-8%	-19%	-16%	-21%	-3%	-7%	-12%

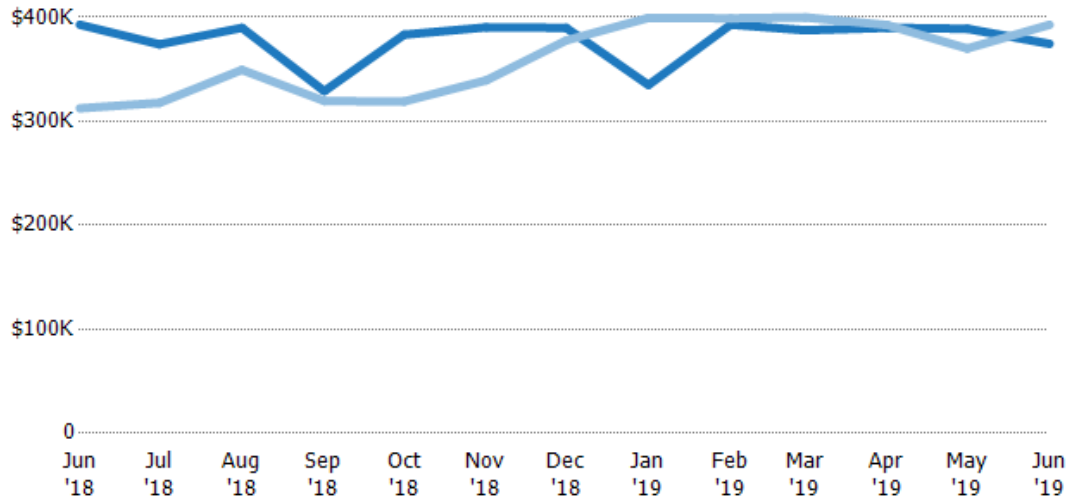
Median Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Jun '19	\$374K	-4.7%
Jun '18	\$393K	25.7%
Jun '17	\$313K	21.6%



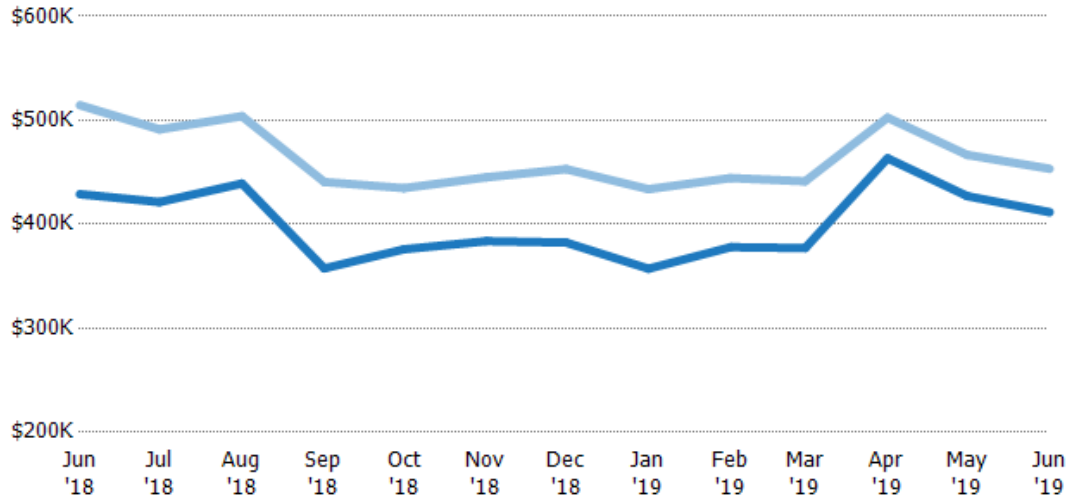
Current Year	\$393K	\$374K	\$390K	\$329K	\$383K	\$390K	\$390K	\$335K	\$393K	\$388K	\$390K	\$389K	\$374K
Prior Year	\$313K	\$318K	\$349K	\$320K	\$319K	\$339K	\$378K	\$399K	\$399K	\$400K	\$392K	\$370K	\$393K
Percent Change from Prior Year	26%	18%	12%	3%	20%	15%	3%	-16%	-2%	-3%	-1%	5%	-5%

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

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Property Type:
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Family Residence

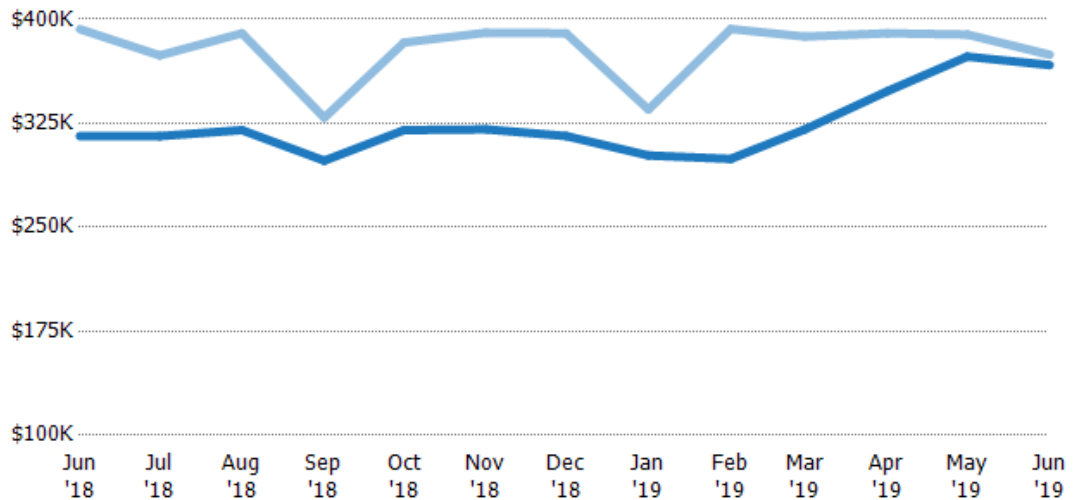


Median Listing Price vs Median Est Value

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

Filters Used

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Family Residence



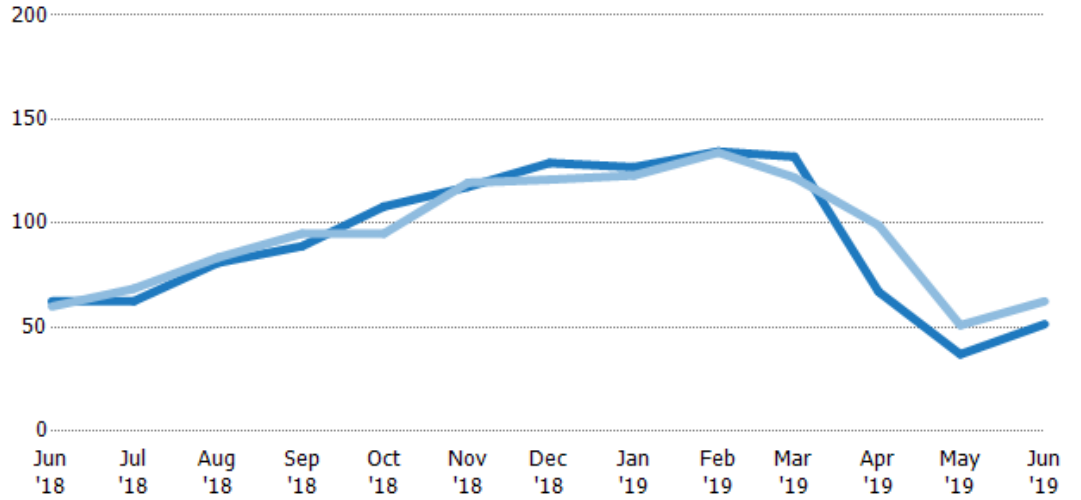
Median Days in RPR

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

Month/ Year	Days	% Chg.
Jun '19	51.5	-17.6%
Jun '18	62.5	4.2%
Jun '17	60	15%



Current Year	62.5	62.5	81	89	108	118	129	127	135	132	67	37	51.5
Prior Year	60	68.5	83.5	95	95	120	121	123	134	122	99	51	62.5
Percent Change from Prior Year	4%	-9%	-3%	-6%	14%	-2%	7%	3%	0%	8%	-32%	-27%	-18%

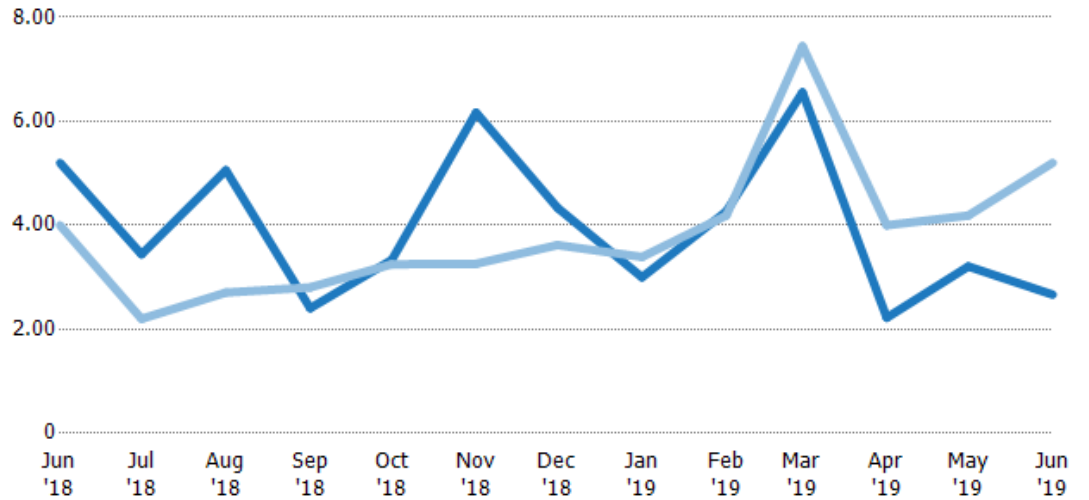
Months of Inventory

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

Filters Used

ZIP: Burlington, VT 05408,
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Family Residence

Month/ Year	Months	% Chg.
Jun '19	2.67	-48.7%
Jun '18	5.2	30%
Jun '17	4	82.7%



Current Year	5.2	3.44	5.06	2.41	3.33	6.17	4.33	3	4.27	6.56	2.22	3.21	2.67
Prior Year	4	2.2	2.71	2.81	3.25	3.26	3.62	3.39	4.19	7.44	4	4.19	5.2
Percent Change from Prior Year	30%	56%	87%	-14%	3%	89%	20%	-12%	2%	-12%	-44%	-23%	-49%

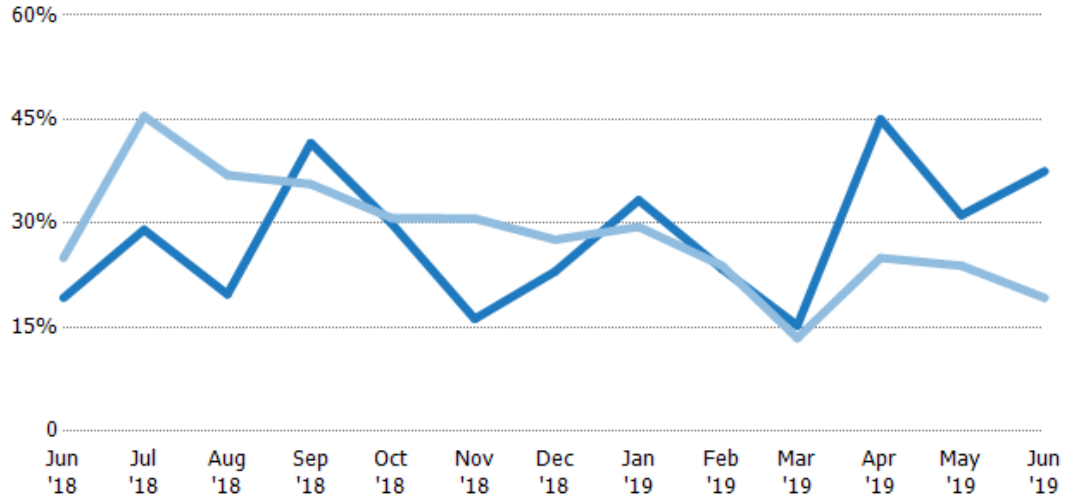
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Burlington, VT 05408,
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Property Type:
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Family Residence

Month/ Year	Rate	Chg.
Jun '19	38%	-18.3%
Jun '18	19%	5.8%
Jun '17	25%	-45.3%



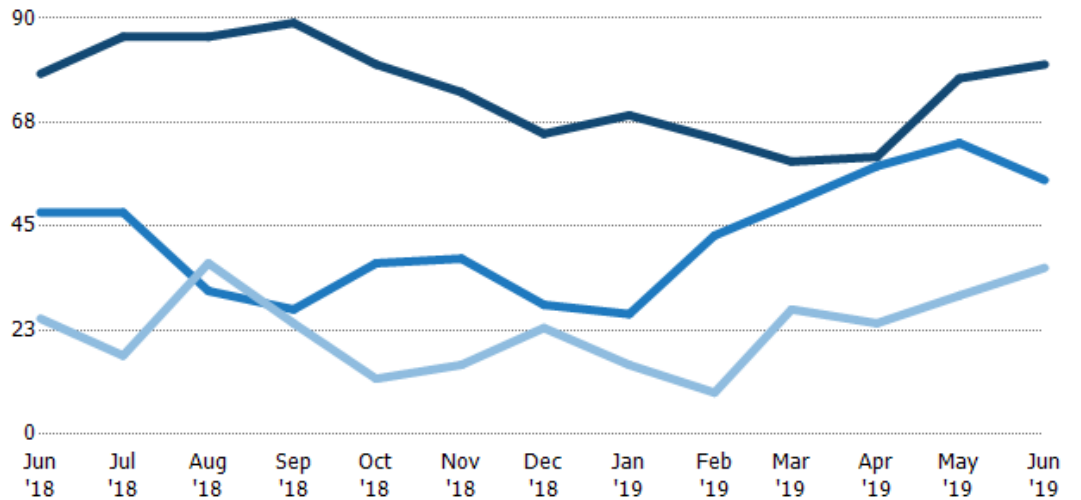
Current Year	19%	29%	20%	42%	30%	16%	23%	33%	23%	15%	45%	31%	38%
Prior Year	25%	45%	37%	36%	31%	31%	28%	29%	24%	13%	25%	24%	19%
Change from Prior Year	6%	16%	17%	-6%	1%	14%	5%	-4%	0%	-2%	-20%	-7%	-18%

Active/Pending/Sold Units

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

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



Active	78	86	86	89	80	74	65	69	64	59	60	77	80
Pending	48	48	31	27	37	38	28	26	43	50	58	63	55
Sold	25	17	37	24	12	15	23	15	9	27	24	30	36

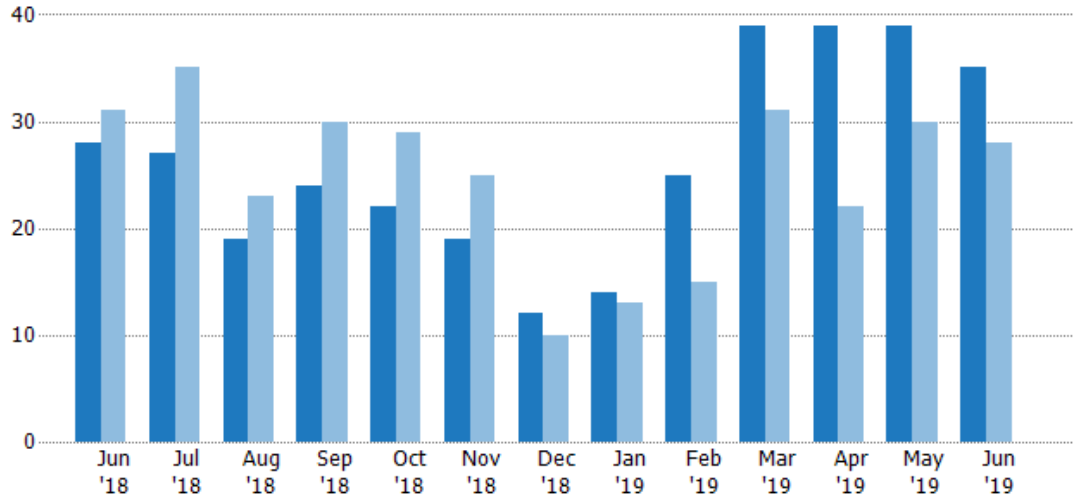
New Pending Sales

The number of residential properties with accepted offers that were added 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

Month/ Year	Count	% Chg.
Jun '19	35	25%
Jun '18	28	-9.7%
Jun '17	31	-32.3%



Current Year	28	27	19	24	22	19	12	14	25	39	39	39	35
Prior Year	31	35	23	30	29	25	10	13	15	31	22	30	28
Percent Change from Prior Year	-10%	-23%	-17%	-20%	-24%	-24%	20%	8%	67%	26%	77%	30%	25%

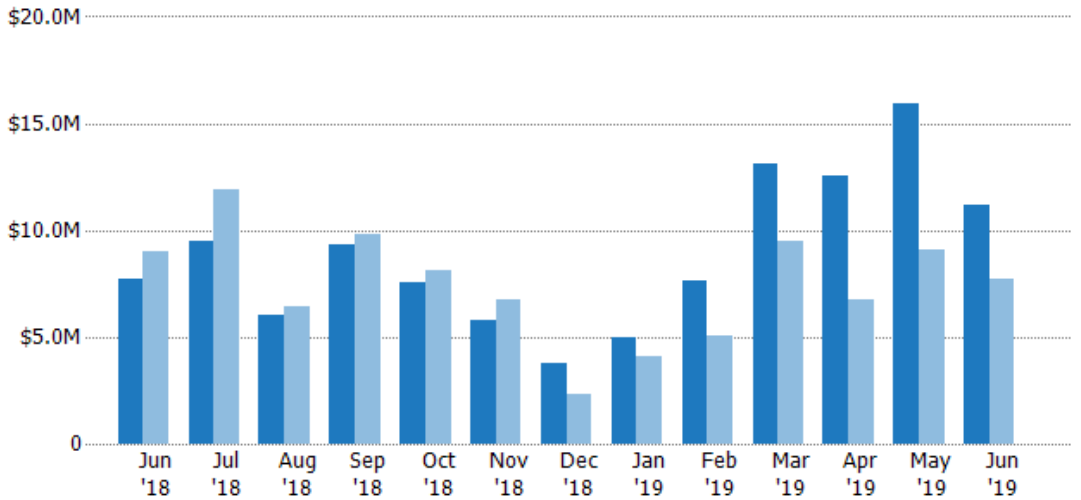
New Pending Sales Volume

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.
Jun '19	\$11.2M	44.6%
Jun '18	\$7.73M	-14.3%
Jun '17	\$9.01M	-36.4%



Current Year	\$7.73M	\$9.52M	\$6.06M	\$9.29M	\$7.57M	\$5.76M	\$3.79M	\$5.01M	\$7.67M	\$13.1M	\$12.6M	\$15.9M	\$11.2M
Prior Year	\$9.01M	\$11.9M	\$6.42M	\$9.84M	\$8.11M	\$6.74M	\$2.3M	\$4.11M	\$5.05M	\$9.51M	\$6.78M	\$9.1M	\$7.73M
Percent Change from Prior Year	-14%	-20%	-6%	-6%	-7%	-14%	64%	22%	52%	38%	85%	75%	45%

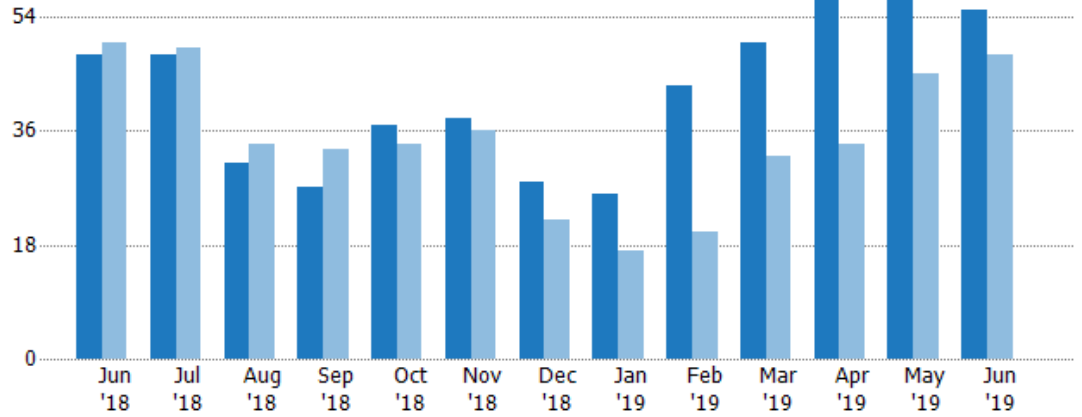
Pending Sales

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

Month/ Year	Count	% Chg.
Jun '19	55	14.6%
Jun '18	48	-4%
Jun '17	50	-2%



Current Year	48	48	31	27	37	38	28	26	43	50	58	63	55
Prior Year	50	49	34	33	34	36	22	17	20	32	34	45	48
Percent Change from Prior Year	-4%	-2%	-9%	-18%	9%	6%	27%	53%	115%	56%	71%	40%	15%

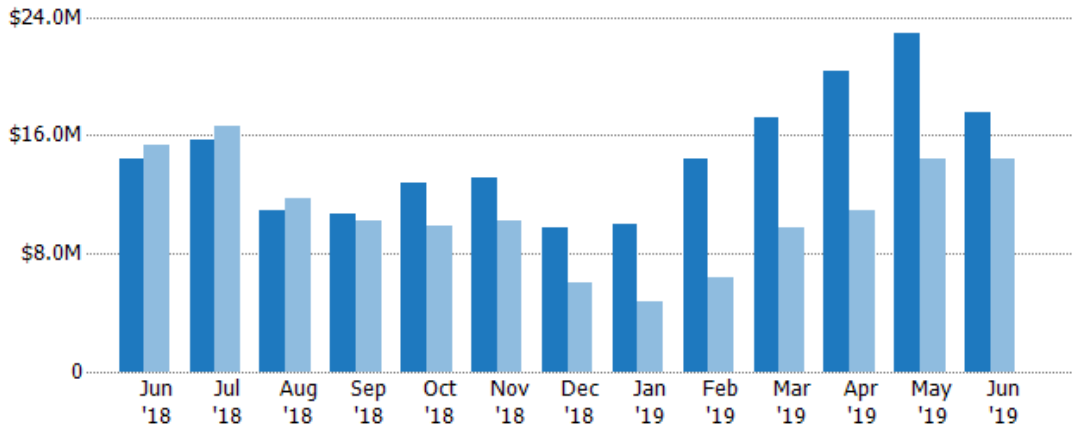
Pending Sales Volume

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,
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VT 05446, Colchester, VT 05449
Property Type:
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Family Residence

Month/ Year	Volume	% Chg.
Jun '19	\$17.5M	22.1%
Jun '18	\$14.4M	-6.1%
Jun '17	\$15.3M	-2%



Current Year	\$14.4M	\$15.7M	\$10.9M	\$10.7M	\$12.7M	\$13.1M	\$9.76M	\$10M	\$14.5M	\$17.2M	\$20.3M	\$22.9M	\$17.5M
Prior Year	\$15.3M	\$16.6M	\$11.7M	\$10.2M	\$9.86M	\$10.2M	\$6.08M	\$4.76M	\$6.42M	\$9.73M	\$10.9M	\$14.4M	\$14.4M
Percent Change from Prior Year	-6%	-5%	-7%	4%	29%	28%	61%	111%	125%	77%	87%	59%	22%

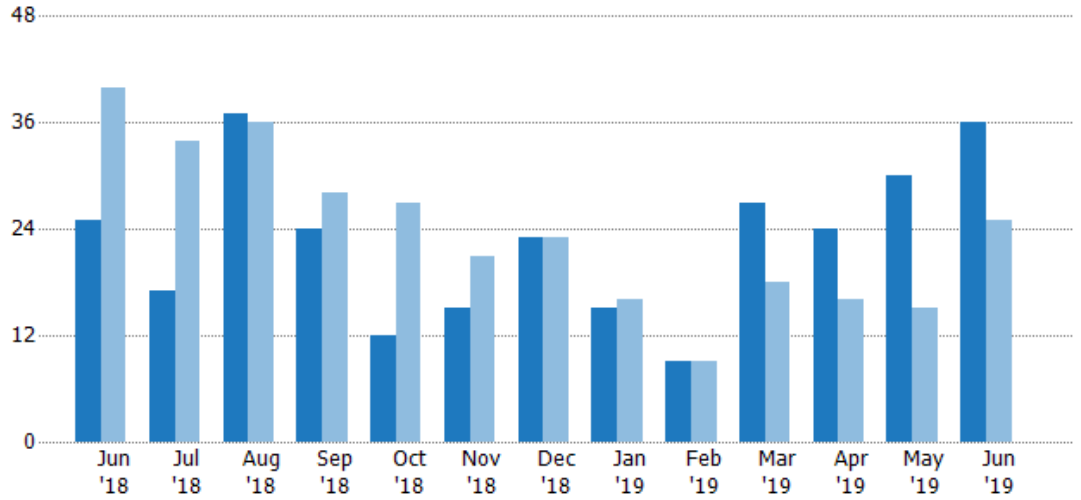
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jun '19	36	44%
Jun '18	25	-37.5%
Jun '17	40	-40%



Current Year	25	17	37	24	12	15	23	15	9	27	24	30	36
Prior Year	40	34	36	28	27	21	23	16	9	18	16	15	25
Percent Change from Prior Year	-38%	-50%	3%	-14%	-56%	-29%	0%	-6%	0%	50%	50%	100%	44%

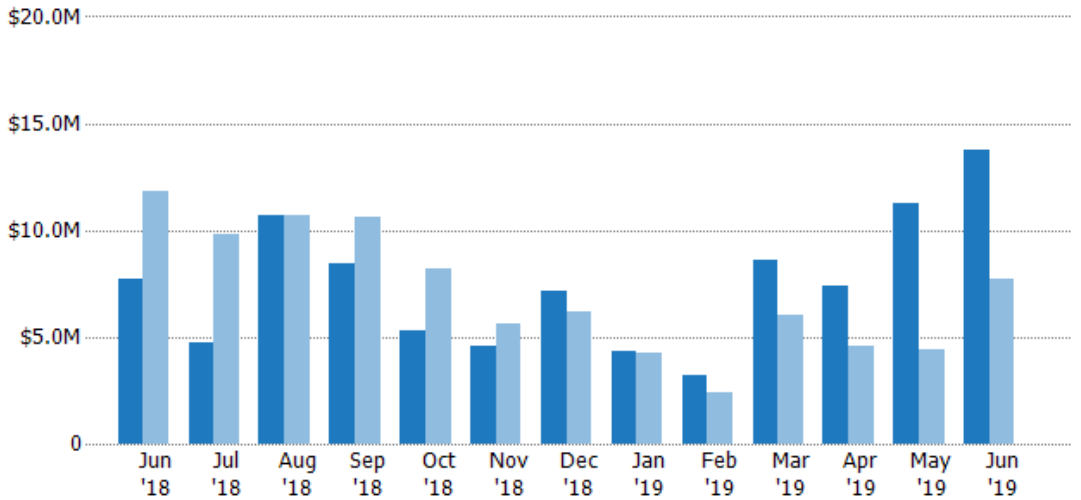
Closed Sales Volume

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.
Jun '19	\$13.7M	77.8%
Jun '18	\$7.73M	-34.9%
Jun '17	\$11.9M	-46.5%



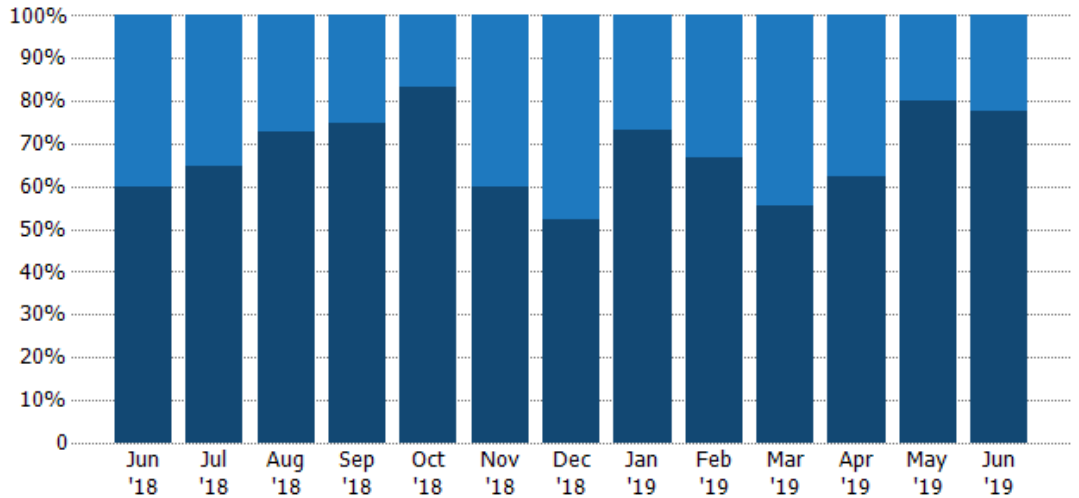
Current Year	\$7.73M	\$4.77M	\$10.7M	\$8.44M	\$5.28M	\$4.55M	\$7.18M	\$4.37M	\$3.25M	\$8.62M	\$7.37M	\$11.3M	\$13.7M
Prior Year	\$11.9M	\$9.77M	\$10.7M	\$10.6M	\$8.17M	\$5.66M	\$6.2M	\$4.28M	\$2.41M	\$6.04M	\$4.6M	\$4.43M	\$7.73M
Percent Change from Prior Year	-35%	-51%	0%	-20%	-35%	-20%	16%	2%	35%	43%	60%	154%	78%

Closed Sales by Property Type

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

Filters Used

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Property Type:
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Family Residence



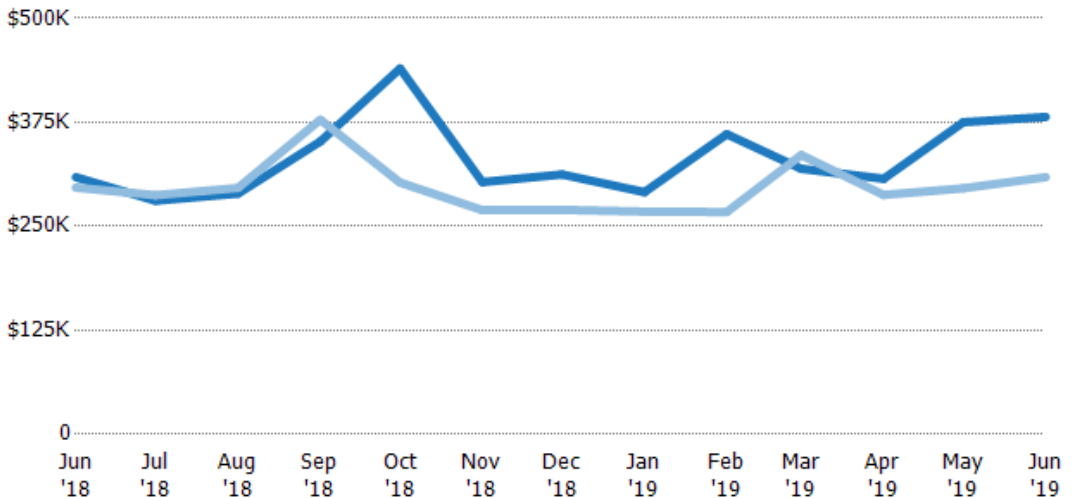
Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Condo/Townhouse	40%	35%	27%	25%	17%	40%	48%	27%	33%	44%	38%	20%	22%
Single Family Residence	60%	65%	73%	75%	83%	60%	52%	73%	67%	56%	63%	80%	78%

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



Month/Year	Price	% Chg.
Jun '19	\$381K	23.4%
Jun '18	\$309K	4.2%
Jun '17	\$297K	-10.8%

Property Type	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	\$309K	\$281K	\$289K	\$352K	\$440K	\$303K	\$312K	\$291K	\$361K	\$319K	\$307K	\$375K	\$381K
Prior Year	\$297K	\$287K	\$296K	\$378K	\$303K	\$269K	\$270K	\$268K	\$267K	\$336K	\$288K	\$296K	\$309K
Percent Change from Prior Year	4%	-2%	-2%	-7%	45%	13%	16%	9%	35%	-5%	7%	27%	23%

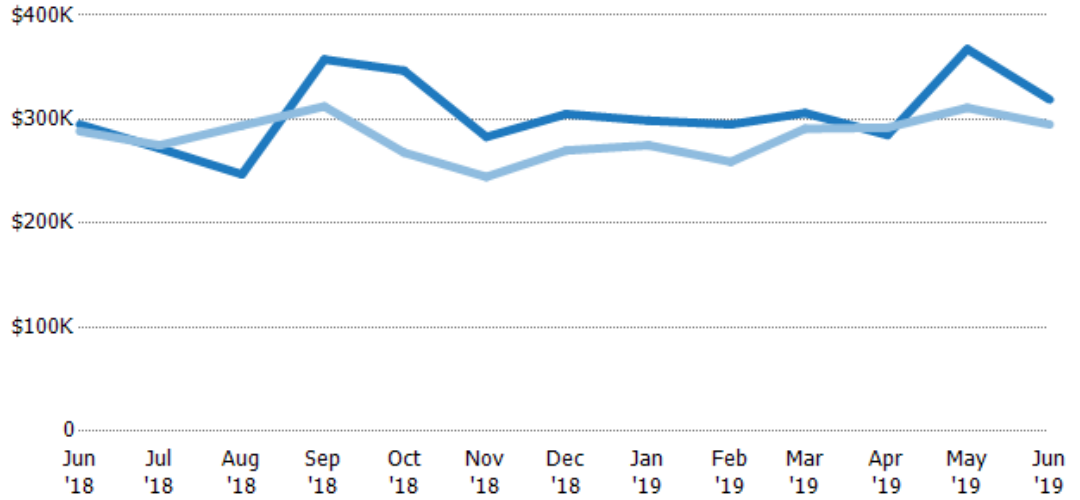
Median Sales Price

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

Filters Used

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Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Jun '19	\$319K	8.1%
Jun '18	\$295K	2.3%
Jun '17	\$288K	-12.7%



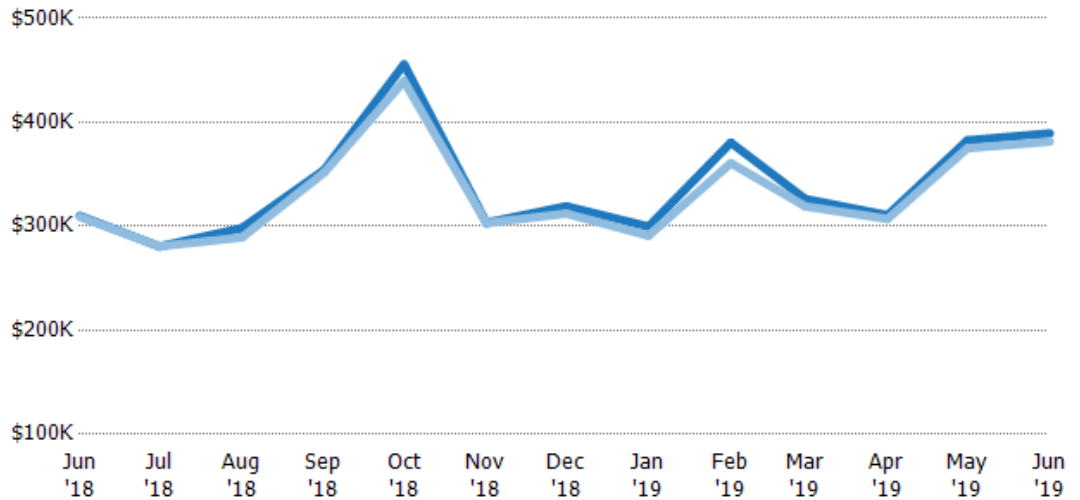
Current Year	\$295K	\$272K	\$247K	\$357K	\$347K	\$283K	\$305K	\$299K	\$295K	\$306K	\$285K	\$368K	\$319K
Prior Year	\$288K	\$275K	\$294K	\$312K	\$268K	\$245K	\$270K	\$275K	\$259K	\$291K	\$292K	\$311K	\$295K
Percent Change from Prior Year	2%	-1%	-16%	14%	29%	16%	13%	9%	14%	5%	-2%	18%	8%

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

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



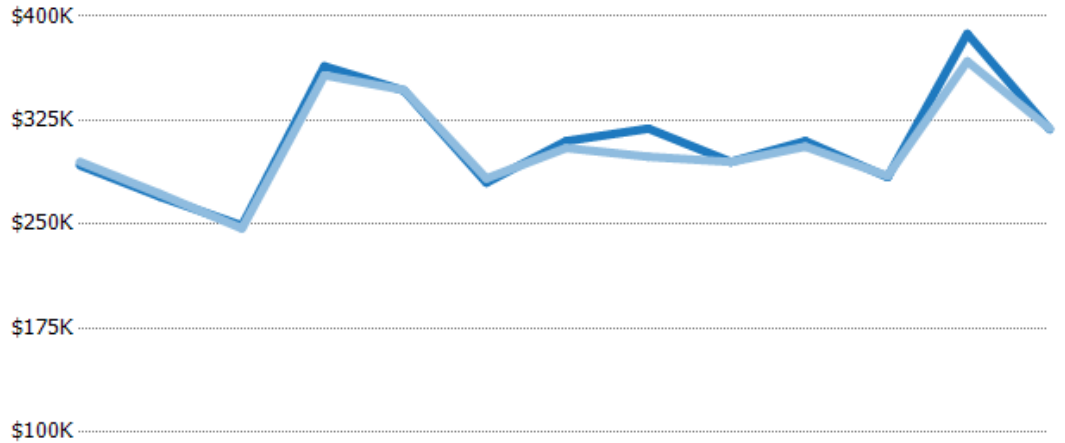
Avg List Price	\$310K	\$281K	\$298K	\$354K	\$456K	\$303K	\$319K	\$300K	\$380K	\$326K	\$311K	\$383K	\$389K
Avg Sales Price	\$309K	\$281K	\$289K	\$352K	\$440K	\$303K	\$312K	\$291K	\$361K	\$319K	\$307K	\$375K	\$381K
Avg Sales Price as a % of Avg List Price	100%	100%	97%	99%	96%	100%	98%	97%	95%	98%	99%	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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



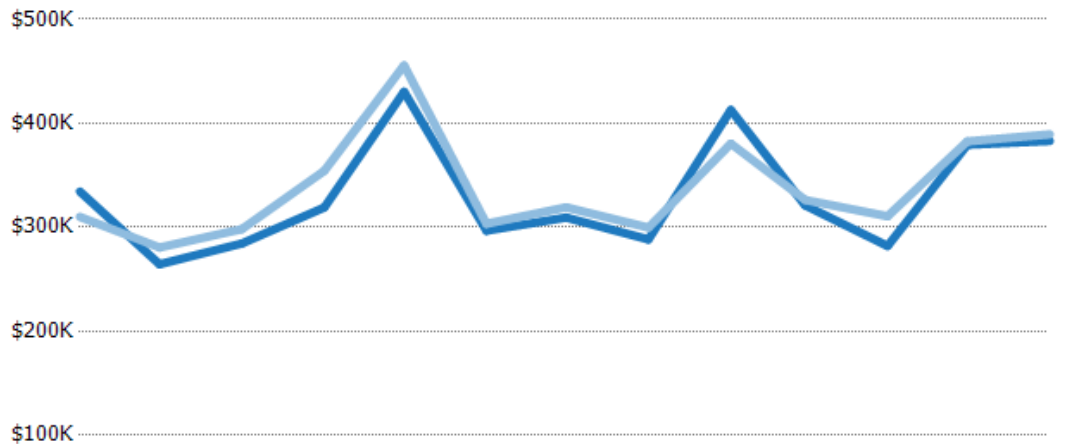
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$293K	\$270K	\$249K	\$364K	\$346K	\$280K	\$310K	\$319K	\$295K	\$310K	\$284K	\$387K	\$318K
Median Sales Price	\$295K	\$272K	\$247K	\$357K	\$347K	\$283K	\$305K	\$299K	\$295K	\$306K	\$285K	\$368K	\$319K
Med Sales Price as a % of Med List Price	101%	101%	99%	98%	100%	101%	98%	94%	100%	99%	100%	95%	100%

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



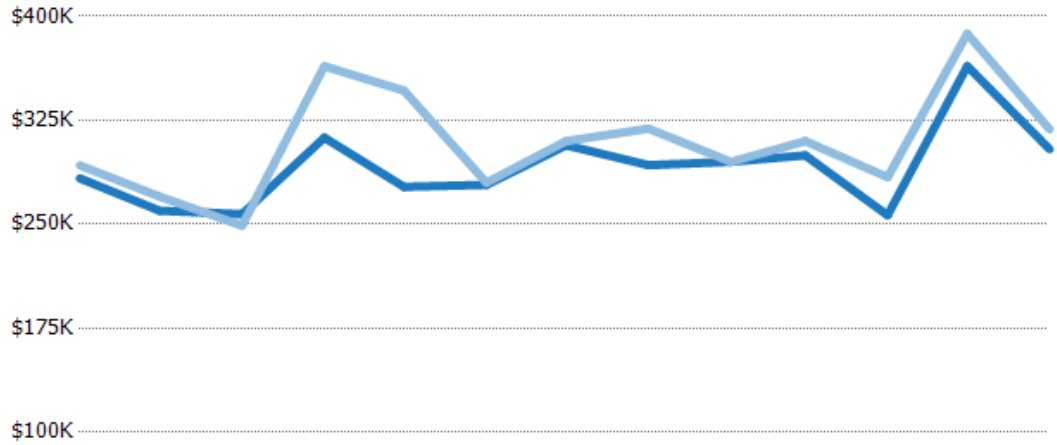
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$334K	\$264K	\$284K	\$319K	\$430K	\$297K	\$309K	\$288K	\$413K	\$321K	\$282K	\$379K	\$383K
Avg Sales Price	\$310K	\$281K	\$298K	\$354K	\$456K	\$303K	\$319K	\$300K	\$380K	\$326K	\$311K	\$383K	\$389K
Avg Sales Price as a % of Avg Est Value	93%	106%	105%	111%	106%	102%	103%	104%	92%	102%	110%	101%	102%

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



	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	\$283K	\$260K	\$257K	\$313K	\$277K	\$278K	\$307K	\$293K	\$295K	\$300K	\$257K	\$364K	\$304K
Median Sales Price	\$293K	\$270K	\$249K	\$364K	\$346K	\$280K	\$310K	\$319K	\$295K	\$310K	\$284K	\$387K	\$318K
Med Sales Price as a % of Med Est Value	103%	104%	97%	116%	125%	101%	101%	109%	100%	103%	111%	106%	105%