

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	33	-3%	264	246	+7.3%
New Listing Volume	\$11,590,500	\$12,832,400	-9.7%	\$100,268,967	\$89,568,755	+11.9%
Active Listing Count	56	77	-27.3%	N/A	N/A	
Active Listing Volume	\$25,556,667	\$35,469,055	-27.9%	N/A	N/A	
Average Listing Price	\$456,369	\$460,637	-0.9%	\$425,973	\$425,429	+0.1%
Median Listing Price	\$357,400	\$339,900	+5.1%	\$364,709	\$325,661	+12%
Median Days in RPR	52.5	83	-36.7%	50.79	65.3	-22.2%
Months of Inventory	2.1	4.1	-48.8%	2.3	2.5	-7.9%
Absorption Rate	48.21%	24.68%	+23.5%	44.24%	40.74%	+3.5%
Sales Activity Charts Metrics						
New Pending Sales Count	33	28	+17.9%	250	197	+26.9%
New Pending Sales Volume	\$10,906,650	\$10,552,100	+3.4%	\$91,871,750	\$64,978,400	+41.4%
Pending Sales Count	52	31	+67.7%	N/A	N/A	
Pending Sales Volume	\$17,148,900	\$11,739,900	+46.1%	N/A	N/A	
Closed Sales Count	41	30	+36.7%	202	169	+19.5%
Closed Sales Volume	\$13,949,901	\$9,208,040	+51.5%	\$73,782,862	\$52,500,941	+40.5%
Average Sales Price	\$340,241	\$306,935	+10.9%	\$365,262	\$310,656	+17.6%
Median Sales Price	\$330,000	\$281,500	+17.2%	\$322,469	\$286,350	+12.6%

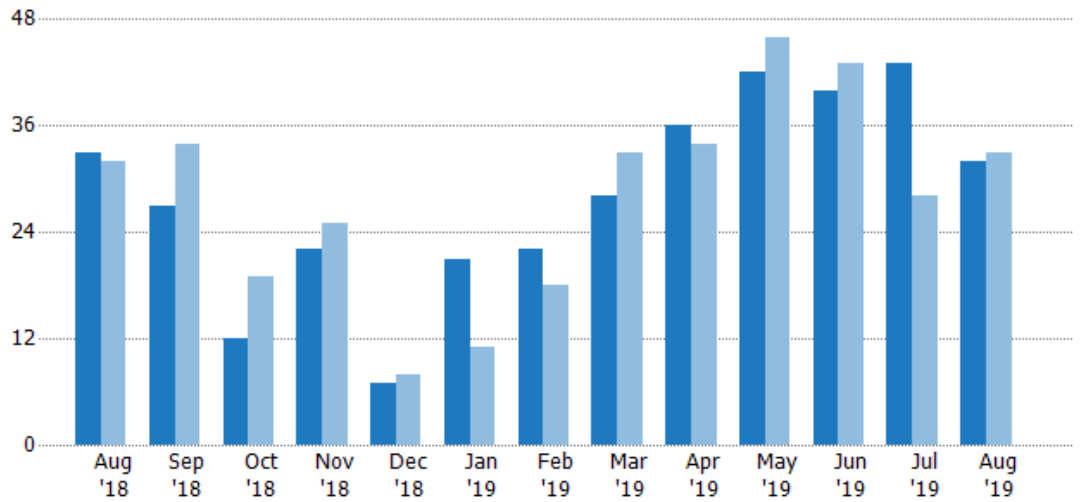
New Listings

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.
Aug '19	32	-3%
Aug '18	33	3.1%
Aug '17	32	-28.1%



Current Year	33	27	12	22	7	21	22	28	36	42	40	43	32
Prior Year	32	34	19	25	8	11	18	33	34	46	43	28	33
Percent Change from Prior Year	3%	-21%	-37%	-12%	-13%	91%	22%	-15%	6%	-9%	-7%	54%	-3%

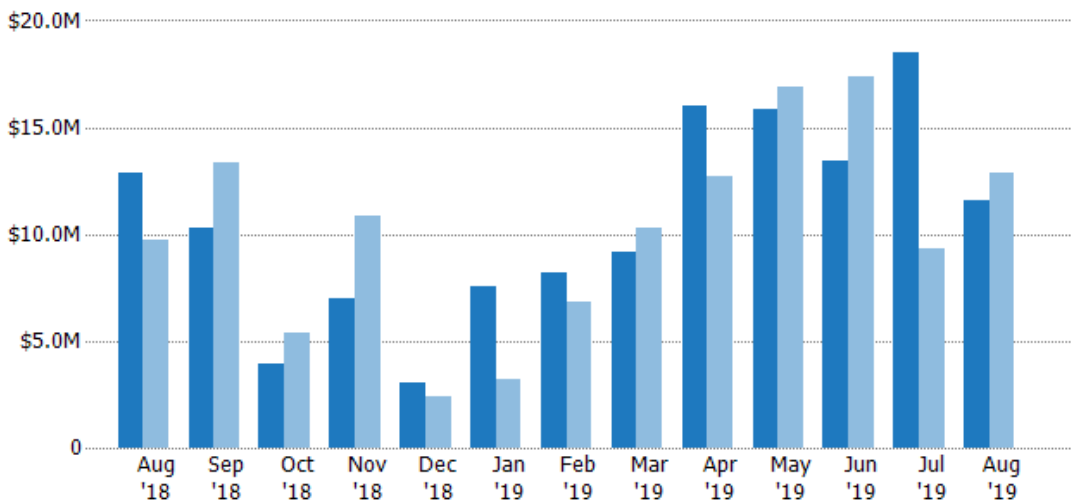
New Listing Volume

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.
Aug '19	\$11.6M	-9.7%
Aug '18	\$12.8M	32.1%
Aug '17	\$9.72M	-38.9%



Current Year	\$12.8M	\$10.3M	\$3.92M	\$7.02M	\$3.02M	\$7.56M	\$8.21M	\$9.14M	\$16M	\$15.9M	\$13.4M	\$18.5M	\$11.6M
Prior Year	\$9.72M	\$13.3M	\$5.35M	\$10.9M	\$2.44M	\$3.2M	\$6.87M	\$10.3M	\$12.7M	\$16.9M	\$17.4M	\$9.36M	\$12.8M
Percent Change from Prior Year	32%	-22%	-27%	-35%	24%	136%	20%	-11%	26%	-6%	-23%	97%	-10%

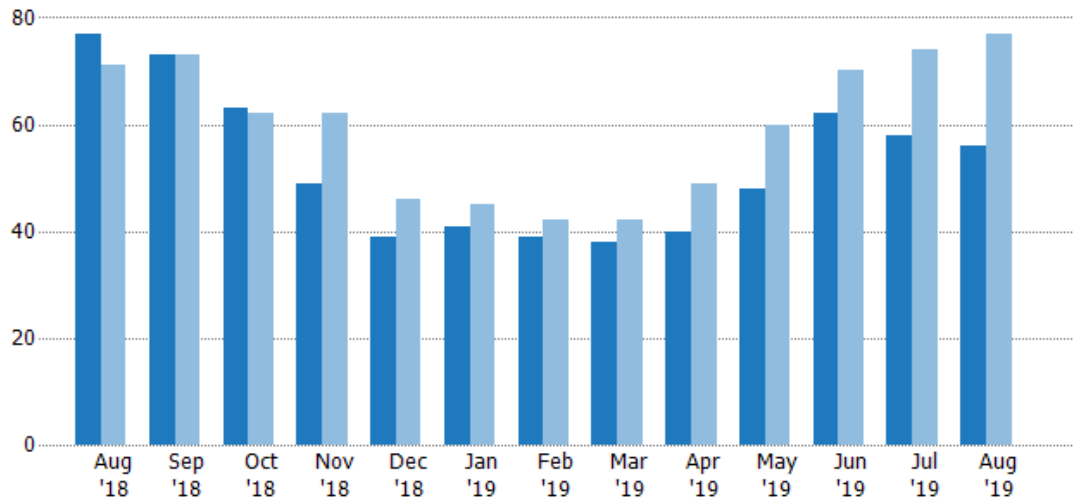
Active Listings

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.
Aug '19	56	-27.3%
Aug '18	77	8.5%
Aug '17	71	-15.5%



Current Year	77	73	63	49	39	41	39	38	40	48	62	58	56
Prior Year	71	73	62	62	46	45	42	42	49	60	70	74	77
Percent Change from Prior Year	8%	0%	2%	-21%	-15%	-9%	-7%	-10%	-18%	-20%	-11%	-22%	-27%

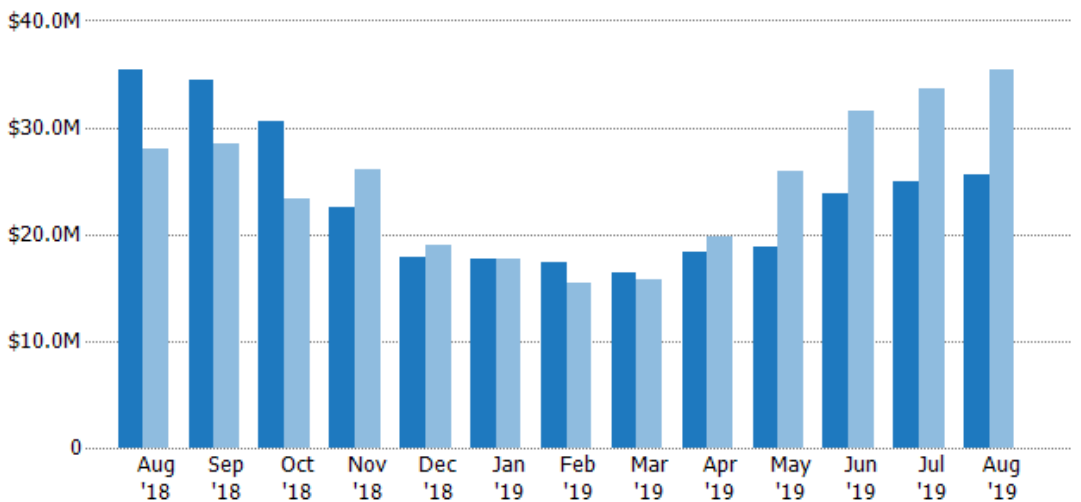
Active Listing Volume

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.
Aug '19	\$25.6M	-27.9%
Aug '18	\$35.5M	26.5%
Aug '17	\$28M	-15.5%



Current Year	\$35.5M	\$34.5M	\$30.6M	\$22.6M	\$17.9M	\$17.7M	\$17.3M	\$16.3M	\$18.3M	\$18.7M	\$23.8M	\$24.9M	\$25.6M
Prior Year	\$28M	\$28.5M	\$23.3M	\$26M	\$19M	\$17.7M	\$15.4M	\$15.8M	\$19.8M	\$25.9M	\$31.5M	\$33.7M	\$35.5M
Percent Change from Prior Year	26%	21%	31%	-13%	-6%	0%	13%	3%	-8%	-28%	-25%	-26%	-28%

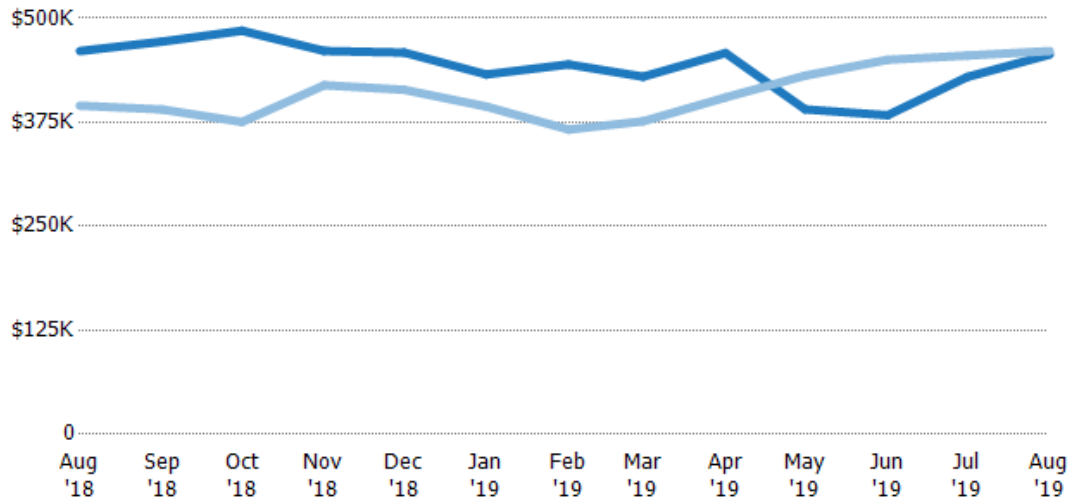
Average Listing Price

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.
Aug '19	\$456K	-0.9%
Aug '18	\$461K	16.6%
Aug '17	\$395K	0%



Current Year	\$461K	\$472K	\$485K	\$461K	\$459K	\$432K	\$445K	\$430K	\$458K	\$391K	\$383K	\$429K	\$456K
Prior Year	\$395K	\$390K	\$375K	\$420K	\$414K	\$394K	\$366K	\$376K	\$405K	\$431K	\$450K	\$455K	\$461K
Percent Change from Prior Year	17%	21%	29%	10%	11%	10%	21%	14%	13%	-9%	-15%	-6%	-1%

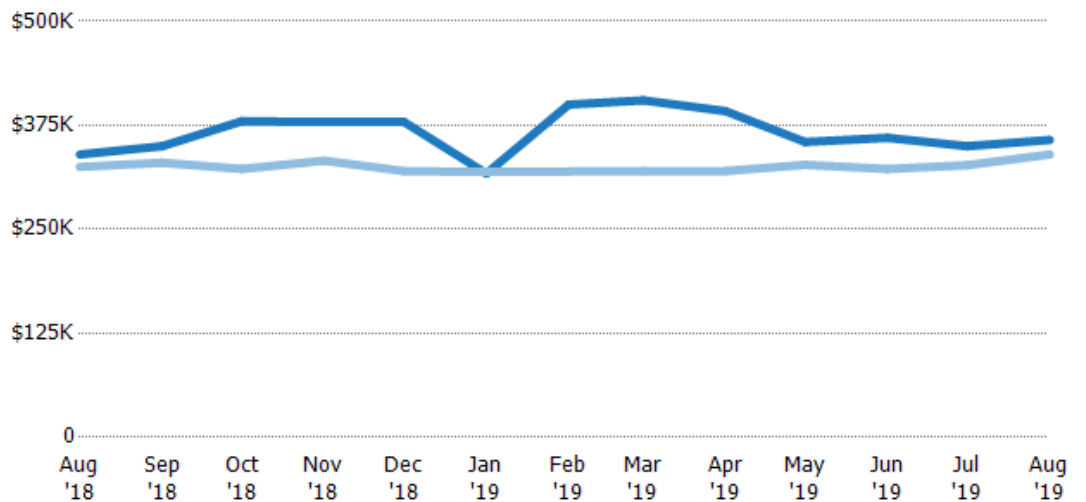
Median Listing Price

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.
Aug '19	\$357K	5.1%
Aug '18	\$340K	4.6%
Aug '17	\$325K	-11.6%



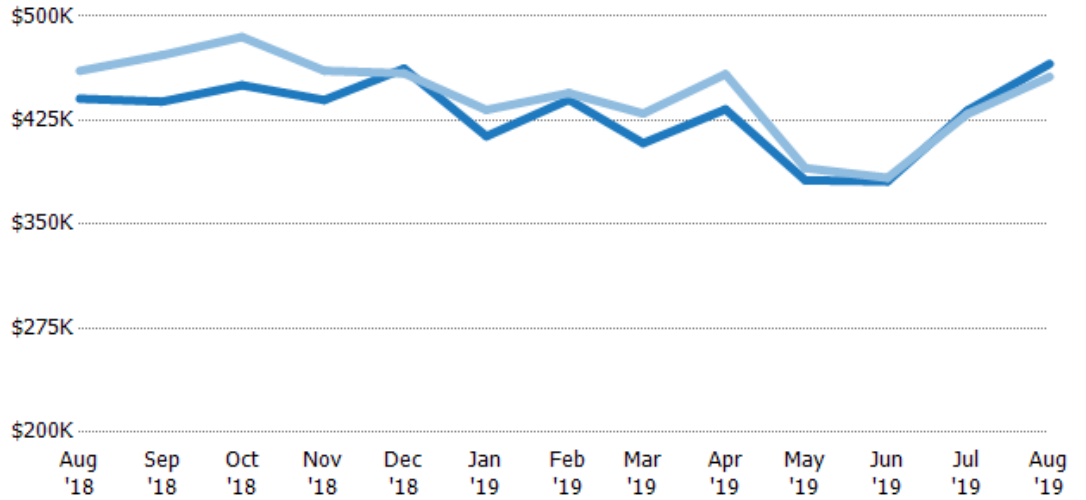
Current Year	\$340K	\$350K	\$380K	\$379K	\$379K	\$317K	\$400K	\$405K	\$392K	\$355K	\$360K	\$350K	\$357K
Prior Year	\$325K	\$330K	\$323K	\$332K	\$320K	\$319K	\$319K	\$320K	\$320K	\$327K	\$322K	\$327K	\$340K
Percent Change from Prior Year	5%	6%	18%	14%	18%	-1%	25%	27%	23%	8%	12%	7%	5%

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

ZIP: Burlington, VT 05401,
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05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
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Family Residence

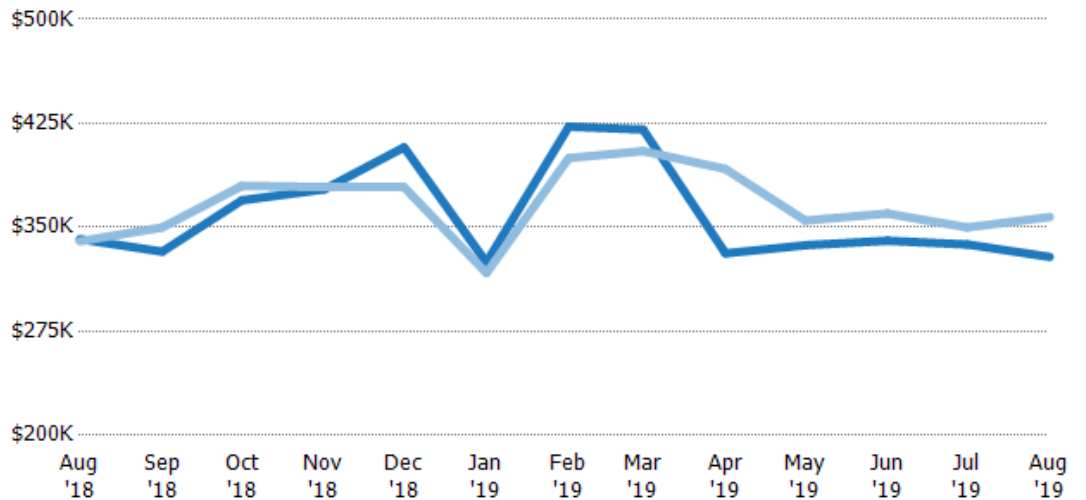


Median Listing Price vs Median Est Value

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

Filters Used

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

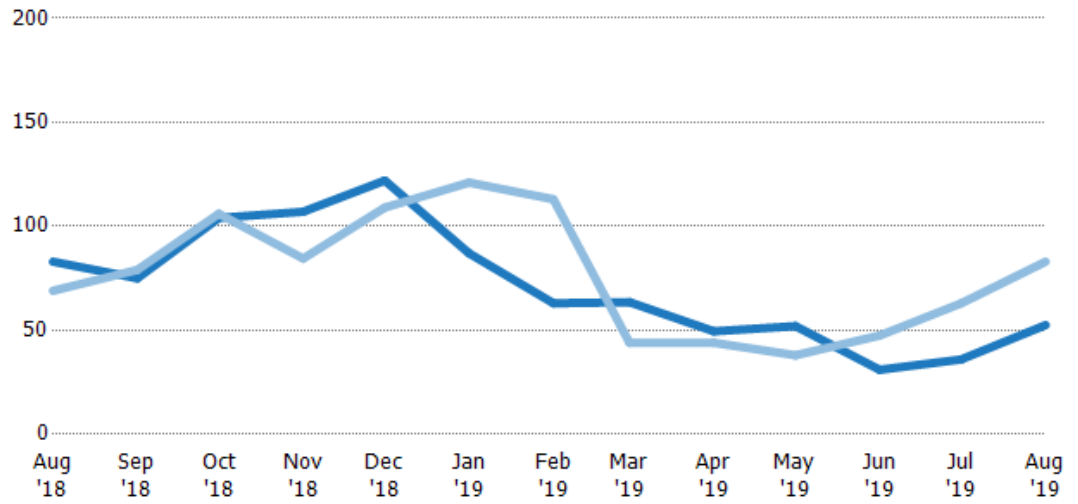


Median Days in RPR

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



Month/Year	Days	% Chg.
Aug '19	52.5	-36.7%
Aug '18	83	20.3%
Aug '17	69	-1.4%

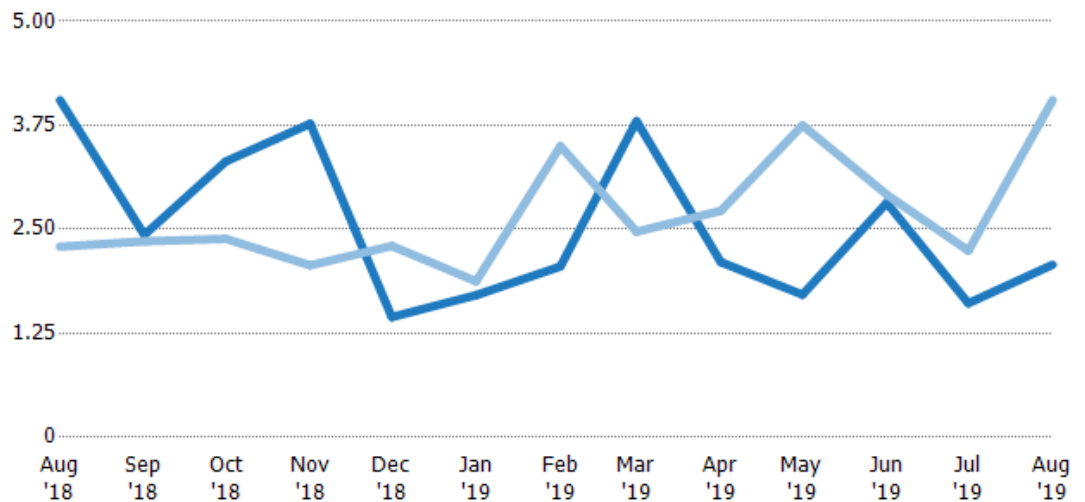
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	83	75	104	107	122	87	63	63.5	49.5	52	31	36	52.5
Prior Year	69	79	106	84.5	109	121	113	44	44	38	47.5	63	83
Percent Change from Prior Year	20%	-5%	-2%	27%	12%	-28%	-44%	44%	13%	37%	-35%	-43%	-37%

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



Month/Year	Months	% Chg.
Aug '19	2.07	-48.8%
Aug '18	4.05	76.9%
Aug '17	2.29	37.9%

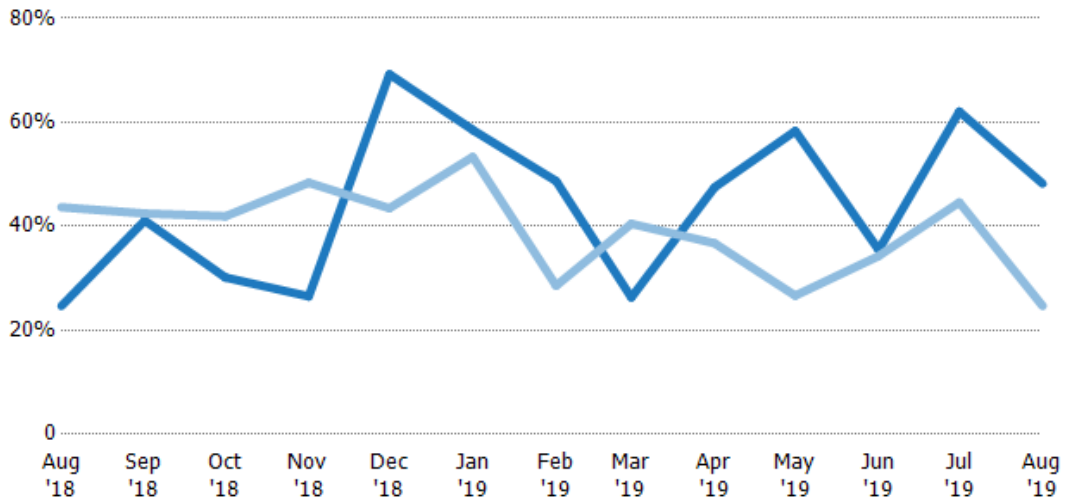
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	4.05	2.43	3.32	3.77	1.44	1.71	2.05	3.8	2.11	1.71	2.82	1.61	2.07
Prior Year	2.29	2.35	2.38	2.07	2.3	1.88	3.5	2.47	2.72	3.75	2.92	2.24	4.05
Percent Change from Prior Year	77%	3%	39%	82%	-37%	-9%	-41%	54%	-23%	-54%	-3%	-28%	-49%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



Month/Year	Rate	Chg.
Aug '19	48%	-23.5%
Aug '18	25%	19%
Aug '17	44%	-27.5%

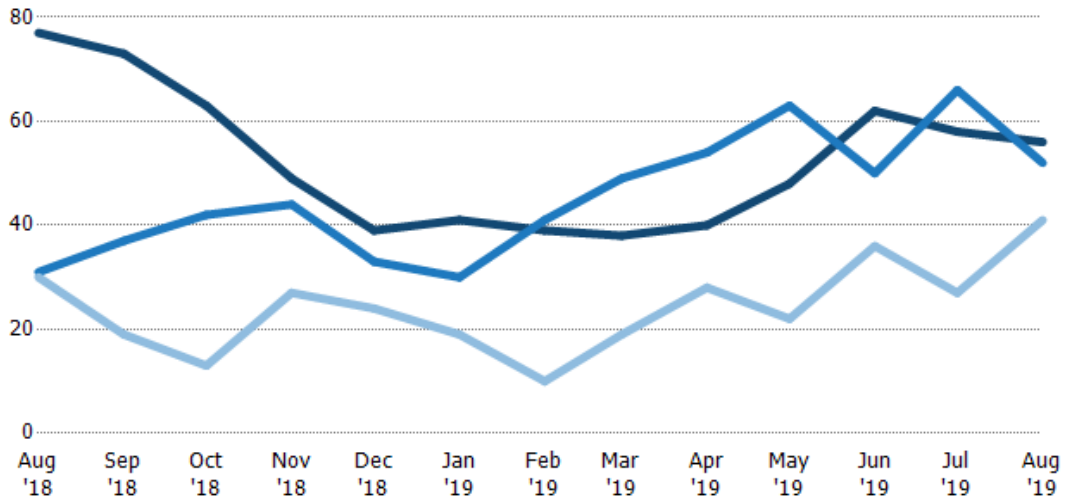
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	25%	41%	30%	27%	69%	59%	49%	26%	48%	58%	35%	62%	48%
Prior Year	44%	42%	42%	48%	43%	53%	29%	40%	37%	27%	34%	45%	25%
Change from Prior Year	19%	1%	12%	22%	-26%	-5%	-20%	14%	-11%	-32%	-1%	-17%	-24%

Active/Pending/Sold Units

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

Filters Used

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	77	73	63	49	39	41	39	38	40	48	62	58	56
Pending	31	37	42	44	33	30	41	49	54	63	50	66	52
Sold	30	19	13	27	24	19	10	19	28	22	36	27	41

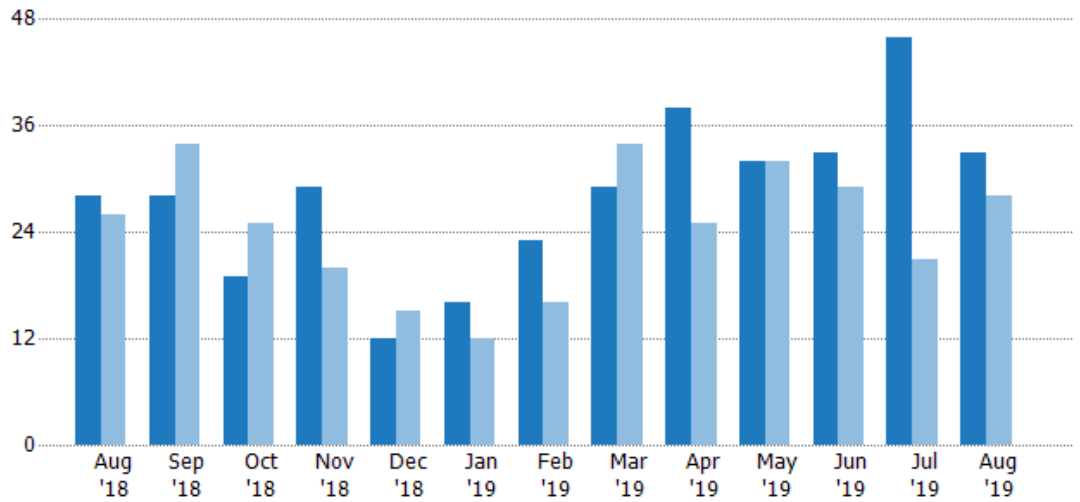
New Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Aug '19	33	17.9%
Aug '18	28	7.7%
Aug '17	26	-15.4%



Current Year	28	28	19	29	12	16	23	29	38	32	33	46	33
Prior Year	26	34	25	20	15	12	16	34	25	32	29	21	28
Percent Change from Prior Year	8%	-18%	-24%	45%	-20%	33%	44%	-15%	52%	0%	14%	119%	18%

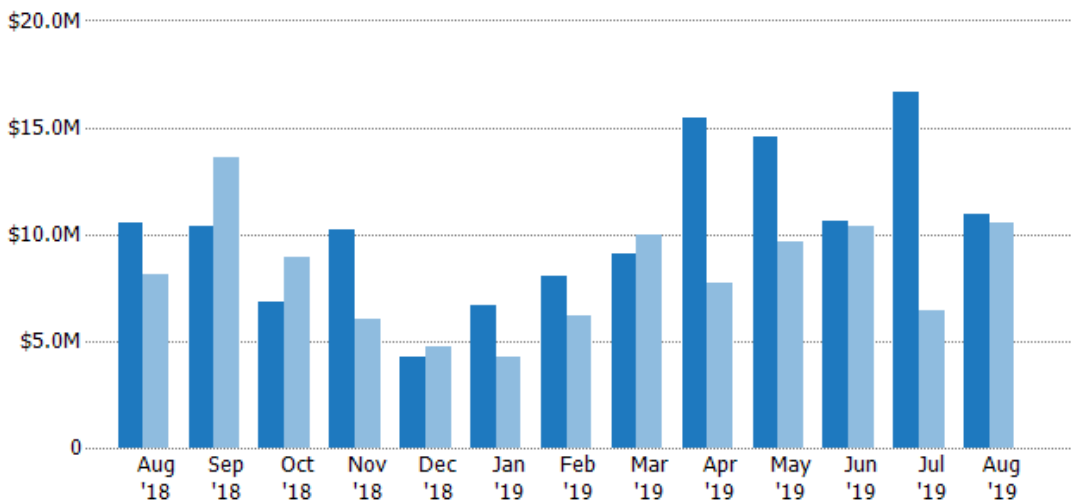
New Pending Sales Volume

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.
Aug '19	\$10.9M	3.4%
Aug '18	\$10.6M	30%
Aug '17	\$8.12M	-9.6%



Current Year	\$10.6M	\$10.4M	\$6.86M	\$10.2M	\$4.27M	\$6.64M	\$8M	\$9.08M	\$15.4M	\$14.6M	\$10.6M	\$16.6M	\$10.9M
Prior Year	\$8.12M	\$13.6M	\$8.94M	\$6.06M	\$4.74M	\$4.26M	\$6.16M	\$9.96M	\$7.69M	\$9.61M	\$10.4M	\$6.39M	\$10.6M
Percent Change from Prior Year	30%	-23%	-23%	69%	-10%	56%	30%	-9%	100%	52%	3%	160%	3%

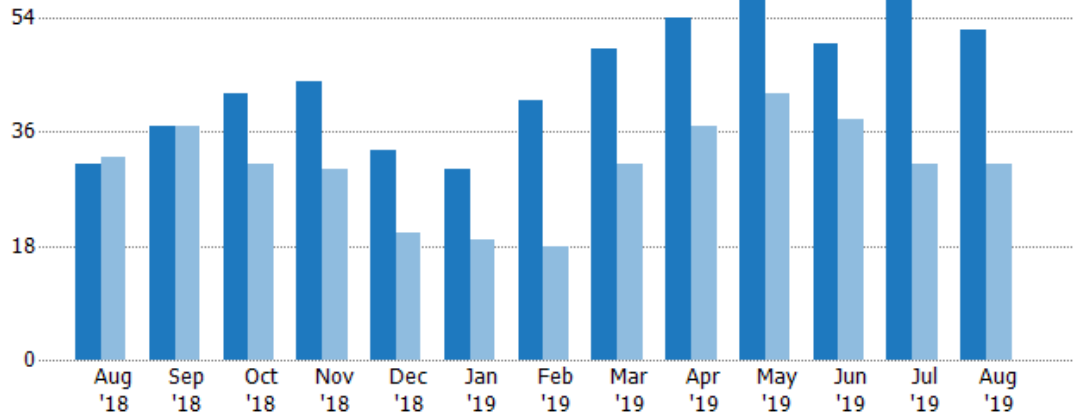
Pending Sales

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.
Aug '19	52	67.7%
Aug '18	31	-3.1%
Aug '17	32	25%



Current Year	31	37	42	44	33	30	41	49	54	63	50	66	52
Prior Year	32	37	31	30	20	19	18	31	37	42	38	31	31
Percent Change from Prior Year	-3%	0%	35%	47%	65%	58%	128%	58%	46%	50%	32%	113%	68%

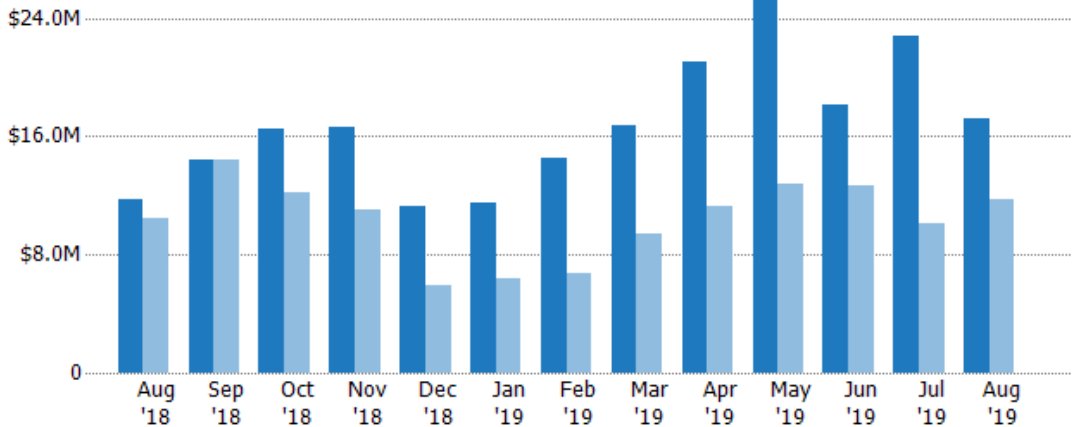
Pending Sales Volume

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.
Aug '19	\$17.1M	46.1%
Aug '18	\$11.7M	12.1%
Aug '17	\$10.5M	33%



Current Year	\$11.7M	\$14.4M	\$16.5M	\$16.7M	\$11.3M	\$11.5M	\$14.6M	\$16.8M	\$21.1M	\$26.8M	\$18.1M	\$22.7M	\$17.1M
Prior Year	\$10.5M	\$14.5M	\$12.2M	\$11.1M	\$5.86M	\$6.42M	\$6.7M	\$9.46M	\$11.3M	\$12.7M	\$12.7M	\$10.1M	\$11.7M
Percent Change from Prior Year	12%	0%	36%	51%	92%	80%	118%	77%	87%	111%	43%	124%	46%

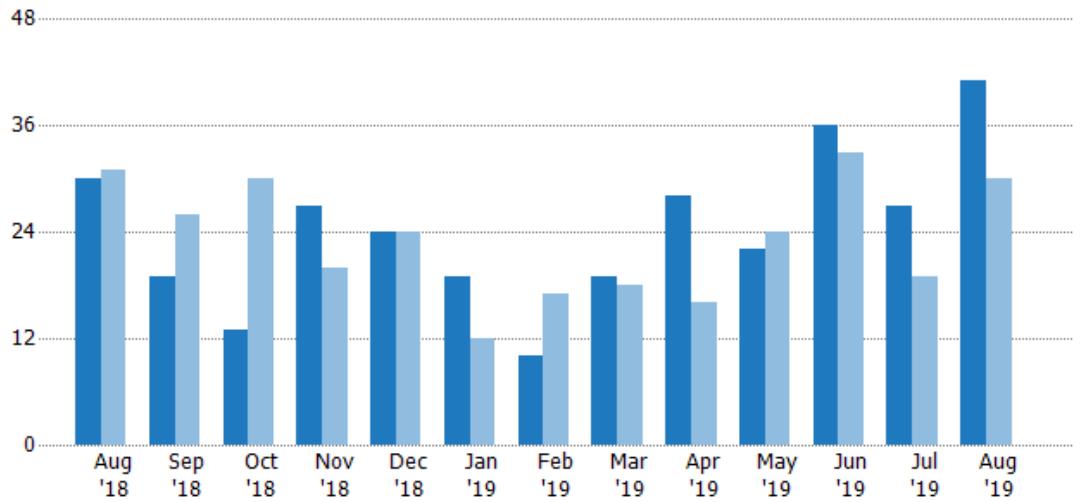
Closed Sales

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.
Aug '19	41	36.7%
Aug '18	30	-3.2%
Aug '17	31	-19.4%



Current Year	30	19	13	27	24	19	10	19	28	22	36	27	41
Prior Year	31	26	30	20	24	12	17	18	16	24	33	19	30
Percent Change from Prior Year	-3%	-27%	-57%	35%	0%	58%	-41%	6%	75%	-8%	9%	42%	37%

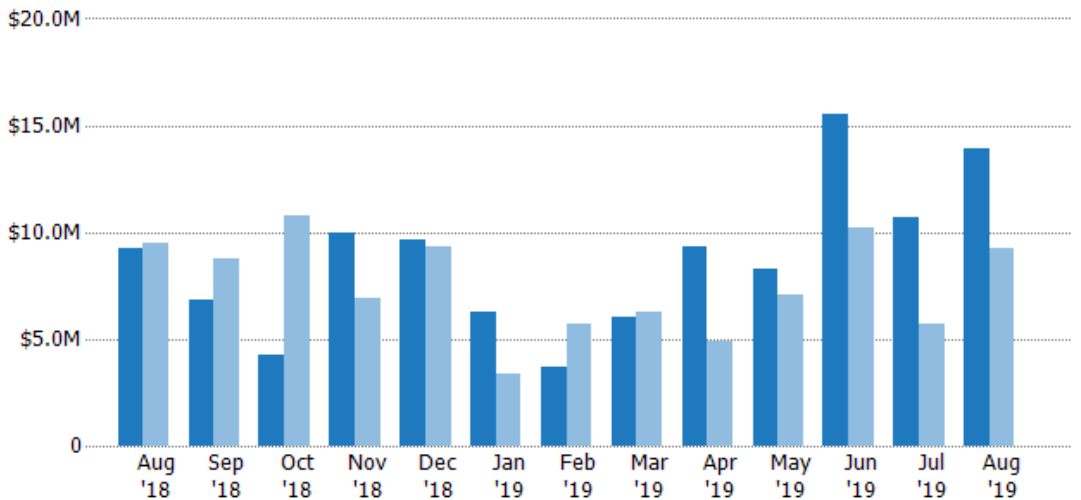
Closed Sales Volume

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.
Aug '19	\$13.9M	51.5%
Aug '18	\$9.21M	-3.2%
Aug '17	\$9.51M	-26.5%



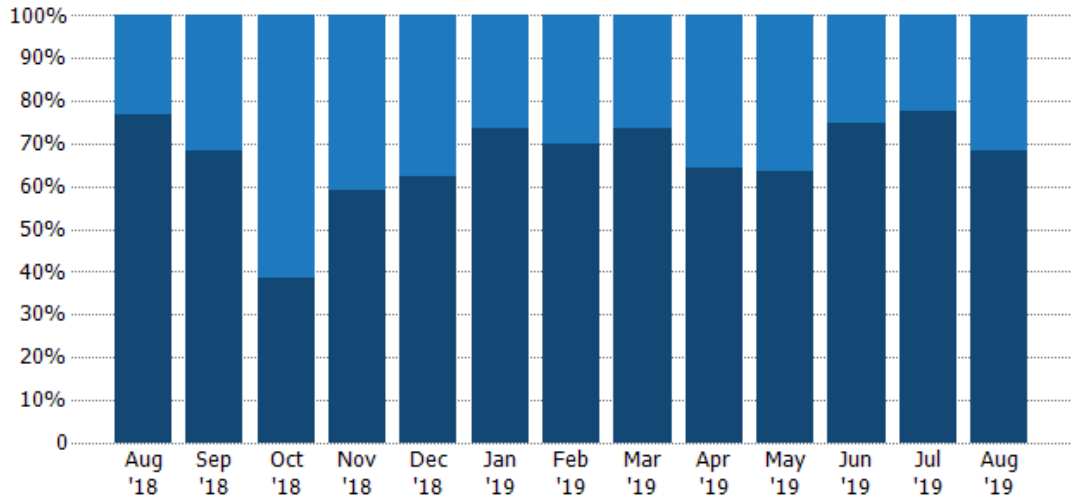
Current Year	\$9.21M	\$6.85M	\$4.23M	\$9.94M	\$9.65M	\$6.23M	\$3.7M	\$6.02M	\$9.32M	\$8.27M	\$15.6M	\$10.7M	\$13.9M
Prior Year	\$9.51M	\$8.79M	\$10.8M	\$6.9M	\$9.32M	\$3.39M	\$5.67M	\$6.28M	\$4.91M	\$7.07M	\$10.2M	\$5.72M	\$9.21M
Percent Change from Prior Year	-3%	-22%	-61%	44%	3%	84%	-35%	-4%	90%	17%	52%	88%	51%

Closed Sales by Property Type

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

Filters Used

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



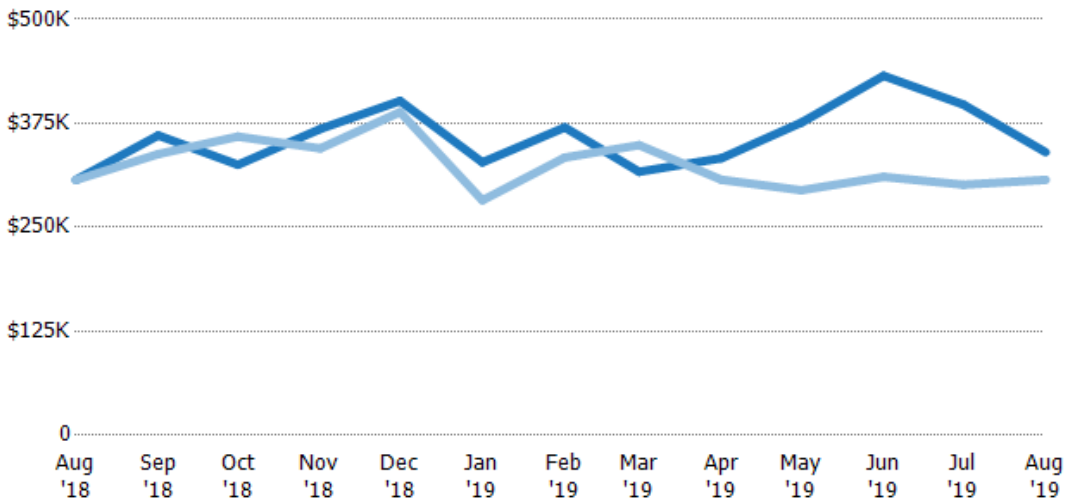
Condo/Townhouse	23%	32%	62%	41%	38%	26%	30%	26%	36%	36%	25%	22%	32%
Single Family Residence	77%	68%	38%	59%	63%	74%	70%	74%	64%	64%	75%	78%	68%

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	\$307K	\$360K	\$325K	\$368K	\$402K	\$328K	\$370K	\$317K	\$333K	\$376K	\$432K	\$398K	\$340K
Prior Year	\$307K	\$338K	\$359K	\$345K	\$388K	\$282K	\$334K	\$349K	\$307K	\$294K	\$311K	\$301K	\$307K
Percent Change from Prior Year	0%	7%	-9%	7%	3%	16%	11%	-9%	8%	28%	39%	32%	11%

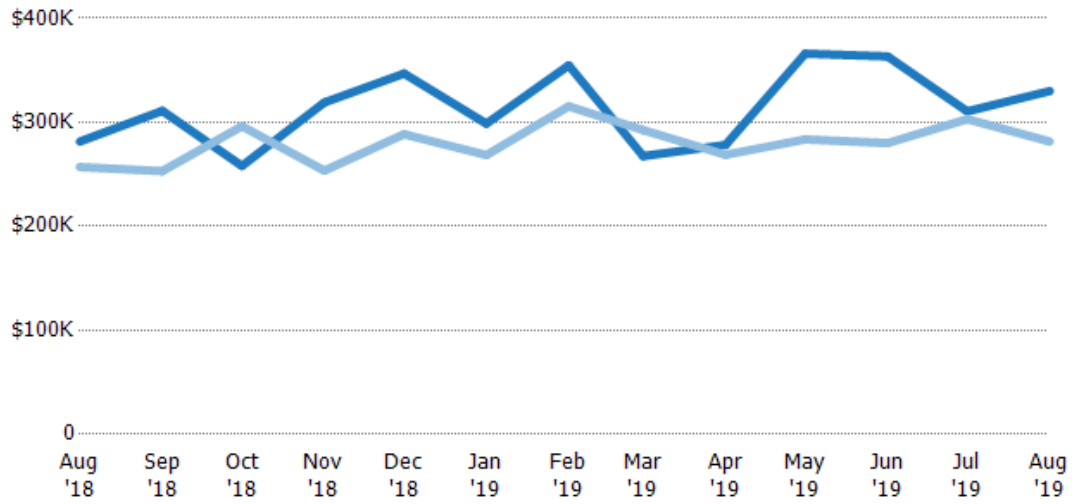
Median Sales Price

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.
Aug '19	\$330K	17.2%
Aug '18	\$282K	9.5%
Aug '17	\$257K	-2.7%



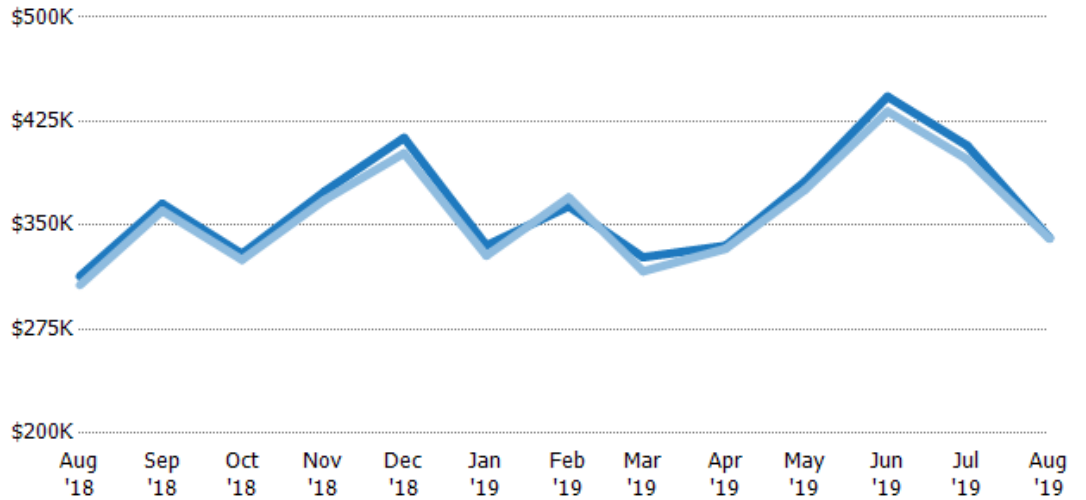
Current Year	\$282K	\$311K	\$258K	\$319K	\$347K	\$299K	\$355K	\$268K	\$278K	\$366K	\$363K	\$311K	\$330K
Prior Year	\$257K	\$253K	\$296K	\$254K	\$289K	\$269K	\$315K	\$293K	\$269K	\$284K	\$280K	\$303K	\$282K
Percent Change from Prior Year	10%	23%	-13%	26%	20%	11%	13%	-9%	4%	29%	30%	2%	17%

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



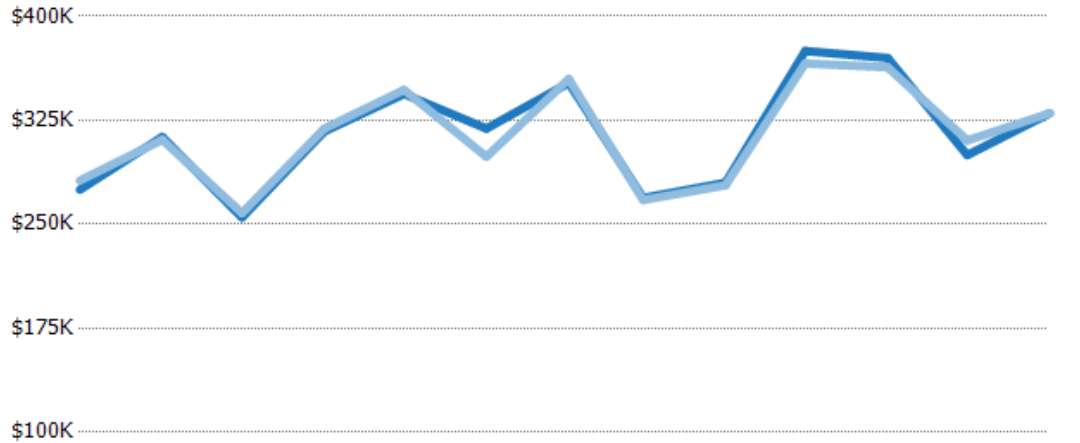
Avg List Price	\$313K	\$366K	\$329K	\$374K	\$413K	\$335K	\$364K	\$327K	\$335K	\$382K	\$443K	\$407K	\$341K
Avg Sales Price	\$307K	\$360K	\$325K	\$368K	\$402K	\$328K	\$370K	\$317K	\$333K	\$376K	\$432K	\$398K	\$340K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	98%	97%	98%	102%	97%	99%	98%	98%	98%	100%

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



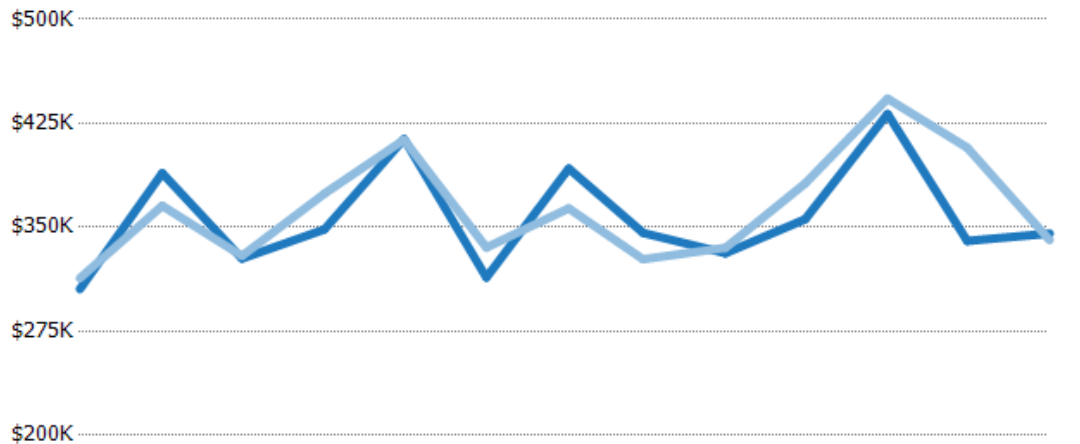
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$275K	\$313K	\$255K	\$317K	\$344K	\$319K	\$352K	\$269K	\$280K	\$375K	\$370K	\$300K	\$330K
Median Sales Price	\$282K	\$311K	\$258K	\$319K	\$347K	\$299K	\$355K	\$268K	\$278K	\$366K	\$363K	\$311K	\$330K
Med Sales Price as a % of Med List Price	102%	99%	101%	101%	101%	94%	101%	99%	99%	98%	98%	104%	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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



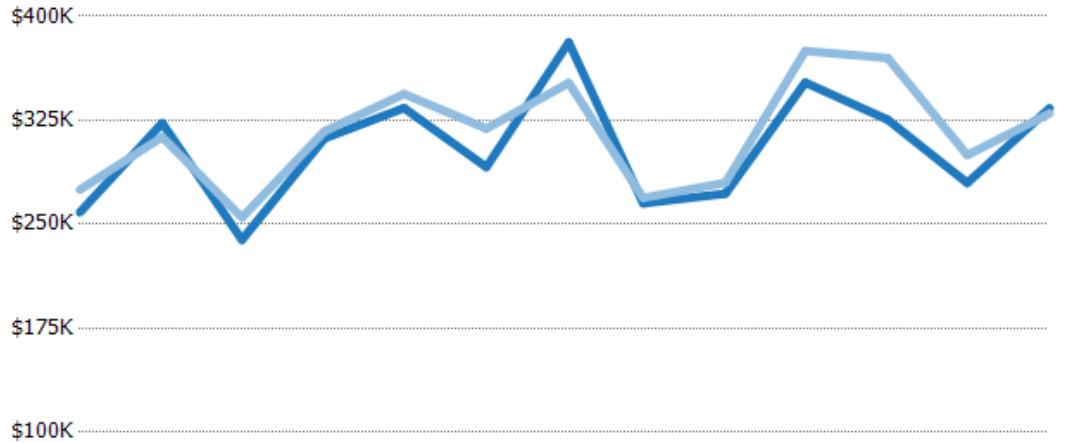
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$305K	\$389K	\$327K	\$348K	\$414K	\$314K	\$392K	\$346K	\$331K	\$356K	\$432K	\$340K	\$345K
Avg Sales Price	\$313K	\$366K	\$329K	\$374K	\$413K	\$335K	\$364K	\$327K	\$335K	\$382K	\$443K	\$407K	\$341K
Avg Sales Price as a % of Avg Est Value	103%	94%	101%	107%	100%	107%	93%	95%	101%	107%	103%	120%	99%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$259K	\$323K	\$239K	\$312K	\$334K	\$291K	\$381K	\$265K	\$272K	\$352K	\$325K	\$280K	\$334K
Median Sales Price	\$275K	\$313K	\$255K	\$317K	\$344K	\$319K	\$352K	\$269K	\$280K	\$375K	\$370K	\$300K	\$330K
Med Sales Price as a % of Med Est Value	106%	97%	107%	102%	103%	110%	92%	101%	103%	106%	114%	107%	99%