

## 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                            | Jul 2019     | Jul 2018     | + / -   | YTD 2019     | YTD 2018     | + / -  |
|--|--------------|--------------|---------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |         |              |              |        |
| New Listing Count                      | 43           | 28           | +53.6%  | 232          | 213          | +8.9%  |
| New Listing Volume                     | \$18,467,167 | \$9,356,800  | +97.4%  | \$88,678,467 | \$76,736,355 | +15.6% |
| Active Listing Count                   | 58           | 74           | -21.6%  | N/A          | N/A          |        |
| Active Listing Volume                  | \$24,910,067 | \$33,682,355 | -26%    | N/A          | N/A          |        |
| Average Listing Price                  | \$429,484    | \$455,167    | -5.6%   | \$420,752    | \$418,332    | +0.6%  |
| Median Listing Price                   | \$349,900    | \$327,000    | +7%     | \$365,964    | \$322,791    | +13.4% |
| Median Days in RPR                     | 36           | 63           | -42.9%  | 50.36        | 61.48        | -18.1% |
| Months of Inventory                    | 1.6          | 2.2          | -28.2%  | 2.3          | 2.4          | -4.2%  |
| Absorption Rate                        | 62.07%       | 44.59%       | +17.5%  | 42.64%       | 40.84%       | +1.8%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |         |              |              |        |
| New Pending Sales Count                | 46           | 21           | +119%   | 217          | 169          | +28.4% |
| New Pending Sales Volume               | \$16,640,100 | \$6,388,300  | +160.5% | \$80,965,100 | \$54,426,300 | +48.8% |
| Pending Sales Count                    | 66           | 31           | +112.9% | N/A          | N/A          |        |
| Pending Sales Volume                   | \$22,738,100 | \$10,129,900 | +124.5% | N/A          | N/A          |        |
| Closed Sales Count                     | 27           | 19           | +42.1%  | 161          | 139          | +15.8% |
| Closed Sales Volume                    | \$10,734,225 | \$5,723,200  | +87.6%  | \$59,832,961 | \$43,292,901 | +38.2% |
| Average Sales Price                    | \$397,564    | \$301,221    | +32%    | \$371,633    | \$311,460    | +19.3% |
| Median Sales Price                     | \$310,500    | \$303,000    | +2.5%   | \$320,551    | \$287,397    | +11.5% |

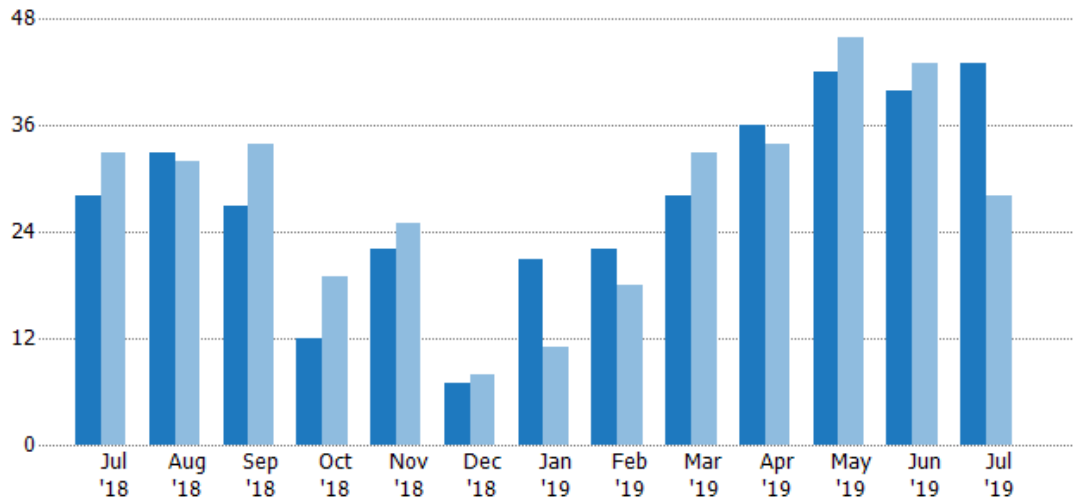
## New Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Jul '19        | 43    | 53.6%  |
| Jul '18        | 28    | -15.2% |
| Jul '17        | 33    | 0%     |



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

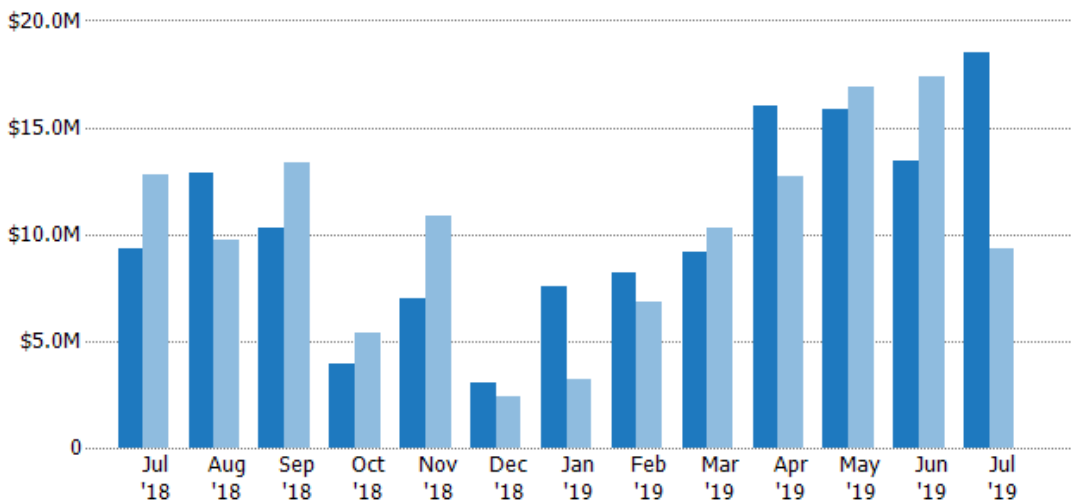
## New Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Jul '19        | \$18.5M | 97.4%  |
| Jul '18        | \$9.36M | -27%   |
| Jul '17        | \$12.8M | -10.6% |



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

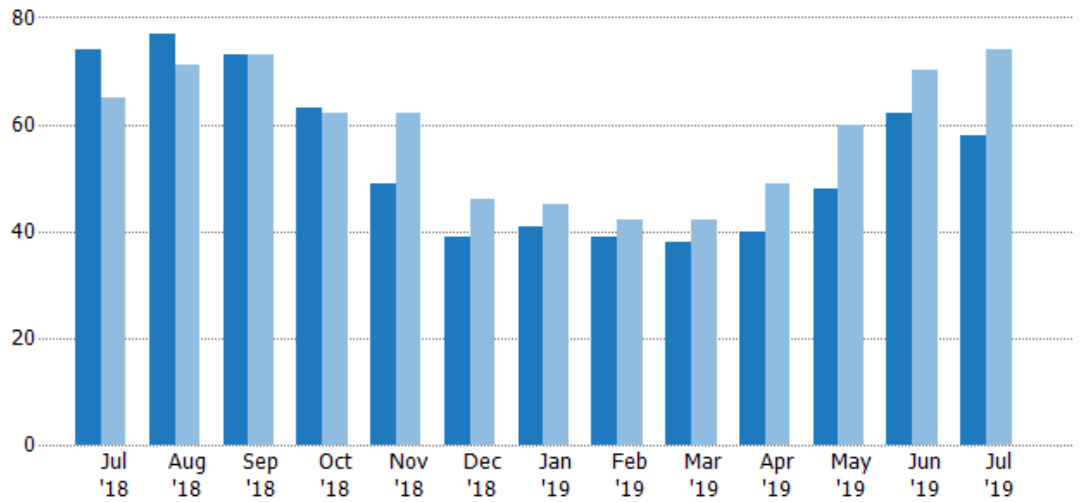
## Active Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Jul '19        | 58    | -21.6% |
| Jul '18        | 74    | 13.8%  |
| Jul '17        | 65    | -7.7%  |



|                                |     |    |    |    |      |      |     |     |      |      |      |      |      |
|--------------------------------|-----|----|----|----|------|------|-----|-----|------|------|------|------|------|
| Current Year                   | 74  | 77 | 73 | 63 | 49   | 39   | 41  | 39  | 38   | 40   | 48   | 62   | 58   |
| Prior Year                     | 65  | 71 | 73 | 62 | 62   | 46   | 45  | 42  | 42   | 49   | 60   | 70   | 74   |
| Percent Change from Prior Year | 14% | 8% | 0% | 2% | -21% | -15% | -9% | -7% | -10% | -18% | -20% | -11% | -22% |

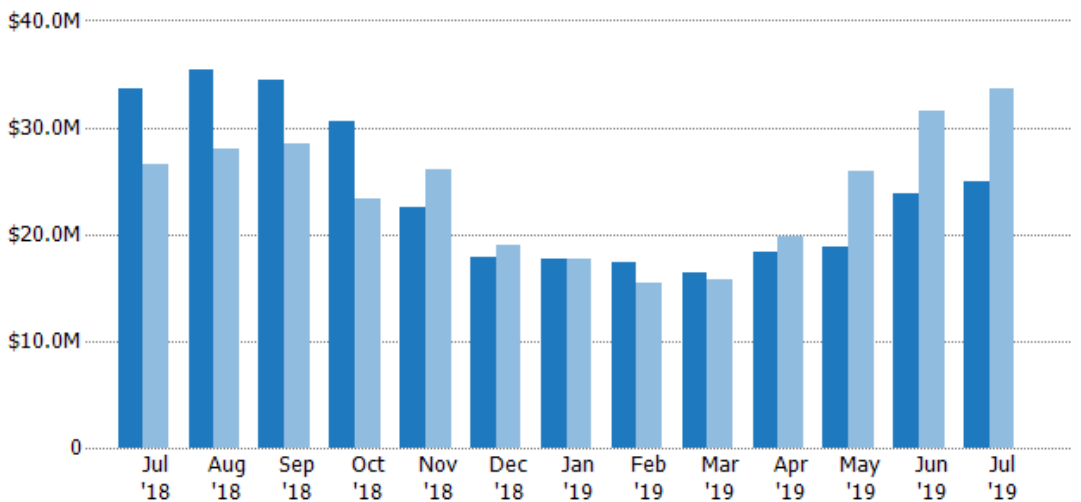
## Active Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Jul '19        | \$24.9M | -26%   |
| Jul '18        | \$33.7M | 26.8%  |
| Jul '17        | \$26.6M | -5.6%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$33.7M | \$35.5M | \$34.5M | \$30.6M | \$22.6M | \$17.9M | \$17.7M | \$17.3M | \$16.3M | \$18.3M | \$18.7M | \$23.8M | \$24.9M |
| Prior Year                     | \$26.6M | \$28M   | \$28.5M | \$23.3M | \$26M   | \$19M   | \$17.7M | \$15.4M | \$15.8M | \$19.8M | \$25.9M | \$31.5M | \$33.7M |
| Percent Change from Prior Year | 27%     | 26%     | 21%     | 31%     | -13%    | -6%     | 0%      | 13%     | 3%      | -8%     | -28%    | -25%    | -26%    |

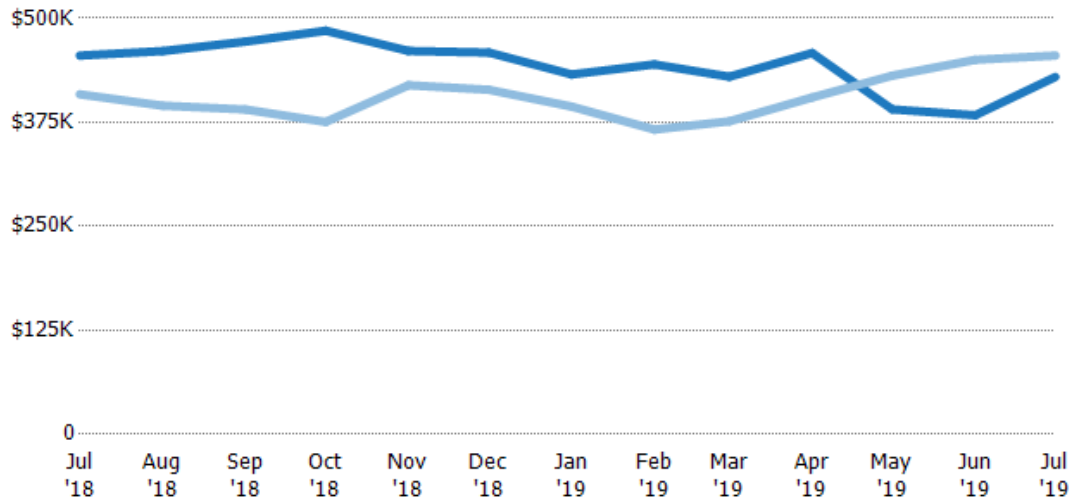
## Average Listing Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Jul '19        | \$429K | -5.6%  |
| Jul '18        | \$455K | 11.4%  |
| Jul '17        | \$409K | 2.3%   |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$455K | \$461K | \$472K | \$485K | \$461K | \$459K | \$432K | \$445K | \$430K | \$458K | \$391K | \$383K | \$429K |
| Prior Year                     | \$409K | \$395K | \$390K | \$375K | \$420K | \$414K | \$394K | \$366K | \$376K | \$405K | \$431K | \$450K | \$455K |
| Percent Change from Prior Year | 11%    | 17%    | 21%    | 29%    | 10%    | 11%    | 10%    | 21%    | 14%    | 13%    | -9%    | -15%   | -6%    |

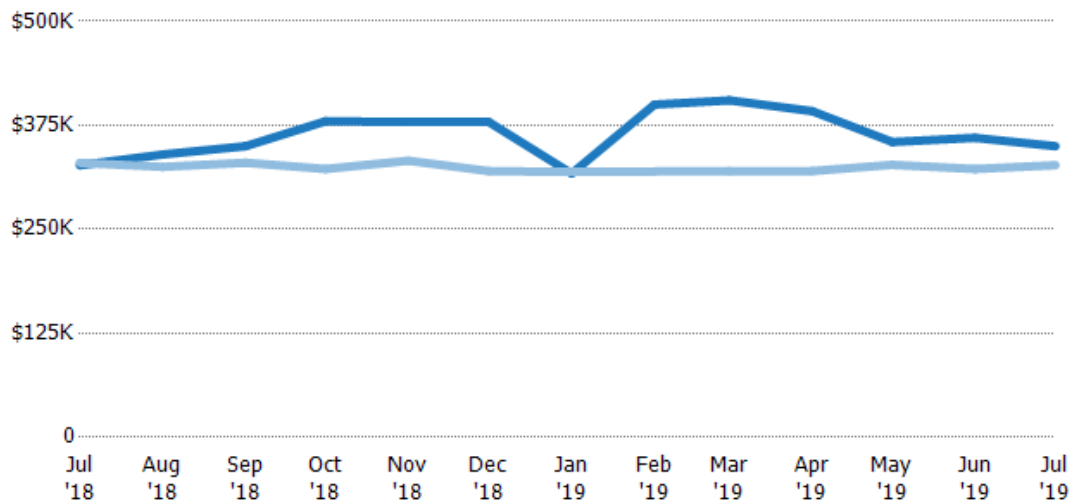
## Median Listing Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Jul '19        | \$350K | 7%     |
| Jul '18        | \$327K | -0.9%  |
| Jul '17        | \$330K | -12.9% |



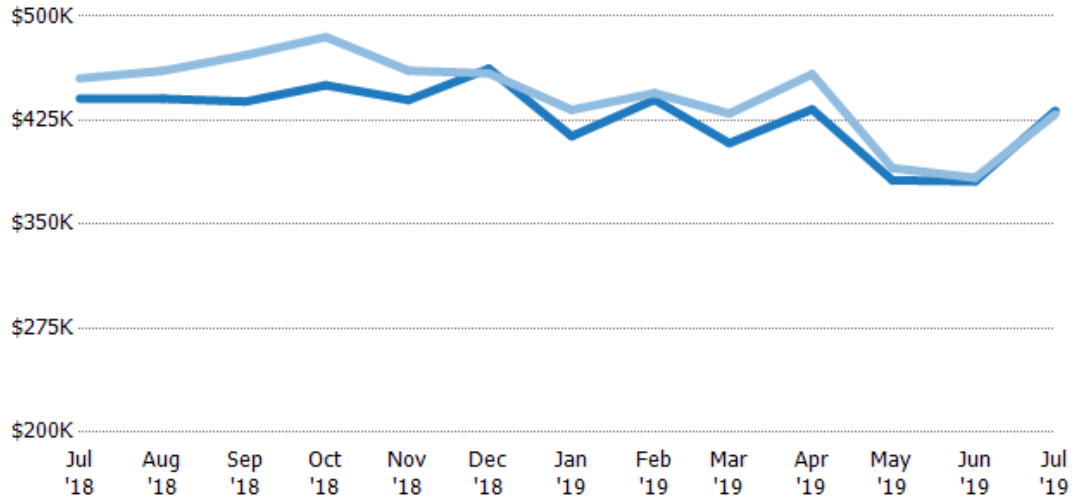
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|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

## 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



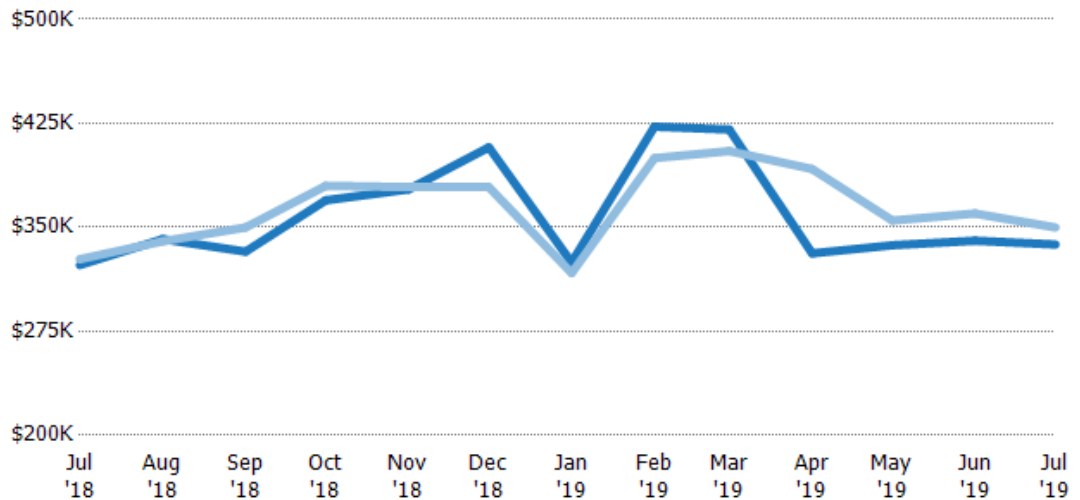
|   | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$441K  | \$441K  | \$438K  | \$450K  | \$440K  | \$462K  | \$413K  | \$440K  | \$408K  | \$433K  | \$382K  | \$381K  | \$432K  |
| Avg Listing Price                         | \$455K  | \$461K  | \$472K  | \$485K  | \$461K  | \$459K  | \$432K  | \$445K  | \$430K  | \$458K  | \$391K  | \$383K  | \$429K  |
| Avg Listing Price as a % of Avg Est Value | 103%    | 105%    | 108%    | 108%    | 105%    | 99%     | 105%    | 101%    | 105%    | 106%    | 102%    | 101%    | 99%     |

## 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



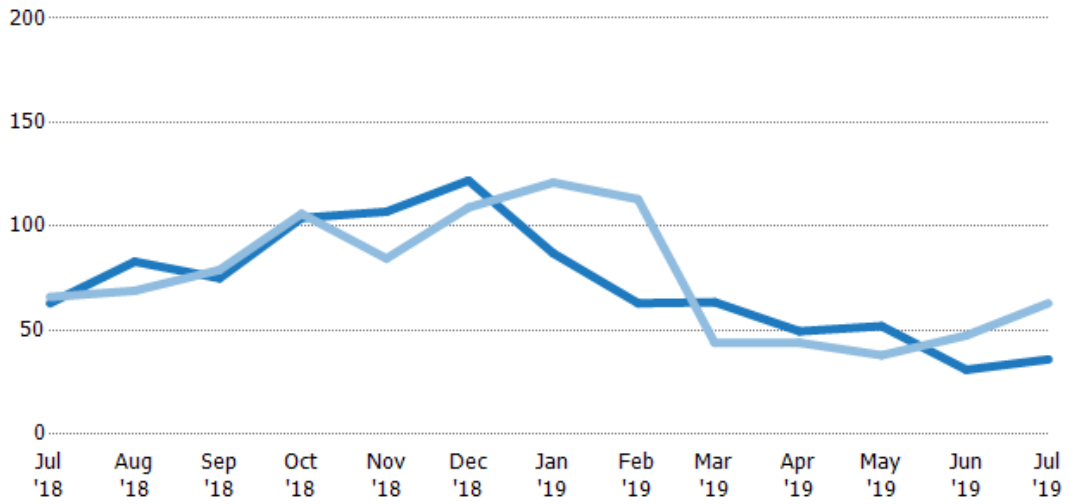
|   | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$323K  | \$341K  | \$332K  | \$369K  | \$377K  | \$408K  | \$325K  | \$423K  | \$420K  | \$331K  | \$337K  | \$340K  | \$338K  |
| Median Listing Price                      | \$327K  | \$340K  | \$350K  | \$380K  | \$379K  | \$379K  | \$317K  | \$400K  | \$405K  | \$392K  | \$355K  | \$360K  | \$350K  |
| Med Listing Price as a % of Med Est Value | 101%    | 100%    | 105%    | 103%    | 100%    | 93%     | 98%     | 95%     | 96%     | 118%    | 105%    | 106%    | 104%    |

## 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. |
|------------|------|--------|
| Jul '19    | 36   | -42.9% |
| Jul '18    | 63   | -4.5%  |
| Jul '17    | 66   | -9.8%  |

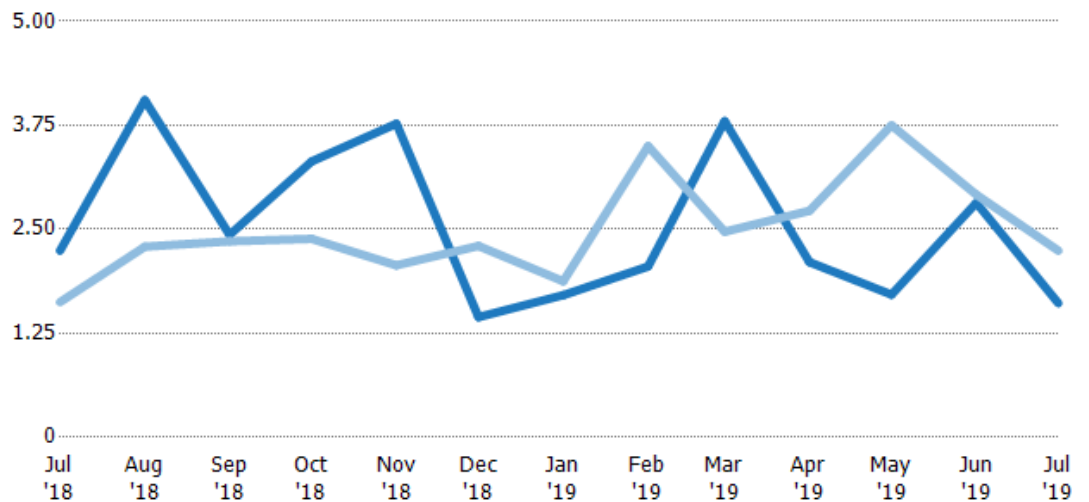
|                                | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 63      | 83      | 75      | 104     | 107     | 122     | 87      | 63      | 63.5    | 49.5    | 52      | 31      | 36      |
| Prior Year                     | 66      | 69      | 79      | 106     | 84.5    | 109     | 121     | 113     | 44      | 44      | 38      | 47.5    | 63      |
| Percent Change from Prior Year | -5%     | 20%     | -5%     | -2%     | 27%     | 12%     | -28%    | -44%    | 44%     | 13%     | 37%     | -35%    | -43%    |

## 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. |
|------------|--------|--------|
| Jul '19    | 1.61   | -28.2% |
| Jul '18    | 2.24   | 38%    |
| Jul '17    | 1.63   | -9.9%  |

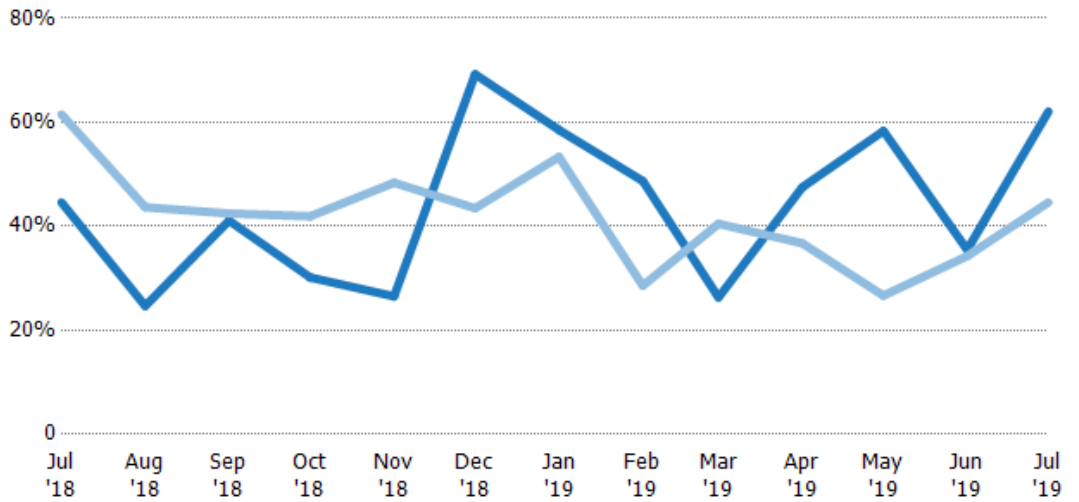
|                                | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 2.24    | 4.05    | 2.43    | 3.32    | 3.77    | 1.44    | 1.71    | 2.05    | 3.8     | 2.11    | 1.71    | 2.82    | 1.61    |
| Prior Year                     | 1.63    | 2.29    | 2.35    | 2.38    | 2.07    | 2.3     | 1.88    | 3.5     | 2.47    | 2.72    | 3.75    | 2.92    | 2.24    |
| Percent Change from Prior Year | 38%     | 77%     | 3%      | 39%     | 82%     | -37%    | -9%     | -41%    | 54%     | -23%    | -54%    | -3%     | -28%    |

## 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.   |
|------------|------|--------|
| Jul '19    | 62%  | -17.5% |
| Jul '18    | 45%  | 16.9%  |
| Jul '17    | 62%  | 11.1%  |

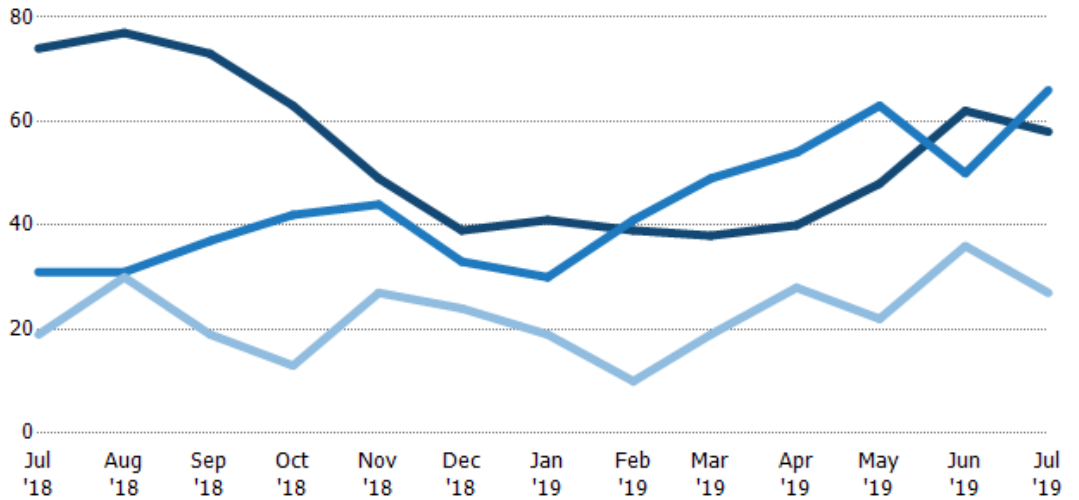
|                        |     |     |     |     |     |      |     |      |     |      |      |     |      |
|------------------------|-----|-----|-----|-----|-----|------|-----|------|-----|------|------|-----|------|
| Current Year           | 45% | 25% | 41% | 30% | 27% | 69%  | 59% | 49%  | 26% | 48%  | 58%  | 35% | 62%  |
| Prior Year             | 62% | 44% | 42% | 42% | 48% | 43%  | 53% | 29%  | 40% | 37%  | 27%  | 34% | 45%  |
| Change from Prior Year | 17% | 19% | 1%  | 12% | 22% | -26% | -5% | -20% | 14% | -11% | -32% | -1% | -17% |

## 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



|         |    |    |    |    |    |    |    |    |    |    |    |    |    |
|---------|----|----|----|----|----|----|----|----|----|----|----|----|----|
| Active  | 74 | 77 | 73 | 63 | 49 | 39 | 41 | 39 | 38 | 40 | 48 | 62 | 58 |
| Pending | 31 | 31 | 37 | 42 | 44 | 33 | 30 | 41 | 49 | 54 | 63 | 50 | 66 |
| Sold    | 19 | 30 | 19 | 13 | 27 | 24 | 19 | 10 | 19 | 28 | 22 | 36 | 27 |

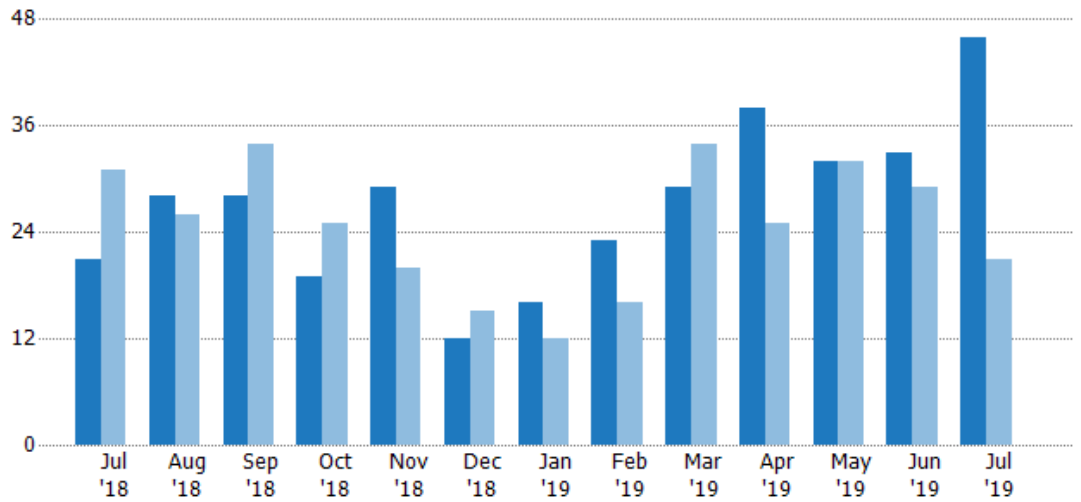
## New Pending Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Jul '19        | 46    | 119%   |
| Jul '18        | 21    | -32.3% |
| Jul '17        | 31    | -16.1% |



|                                |      |    |      |      |     |      |     |     |      |     |    |     |      |
|--------------------------------|------|----|------|------|-----|------|-----|-----|------|-----|----|-----|------|
| Current Year                   | 21   | 28 | 28   | 19   | 29  | 12   | 16  | 23  | 29   | 38  | 32 | 33  | 46   |
| Prior Year                     | 31   | 26 | 34   | 25   | 20  | 15   | 12  | 16  | 34   | 25  | 32 | 29  | 21   |
| Percent Change from Prior Year | -32% | 8% | -18% | -24% | 45% | -20% | 33% | 44% | -15% | 52% | 0% | 14% | 119% |

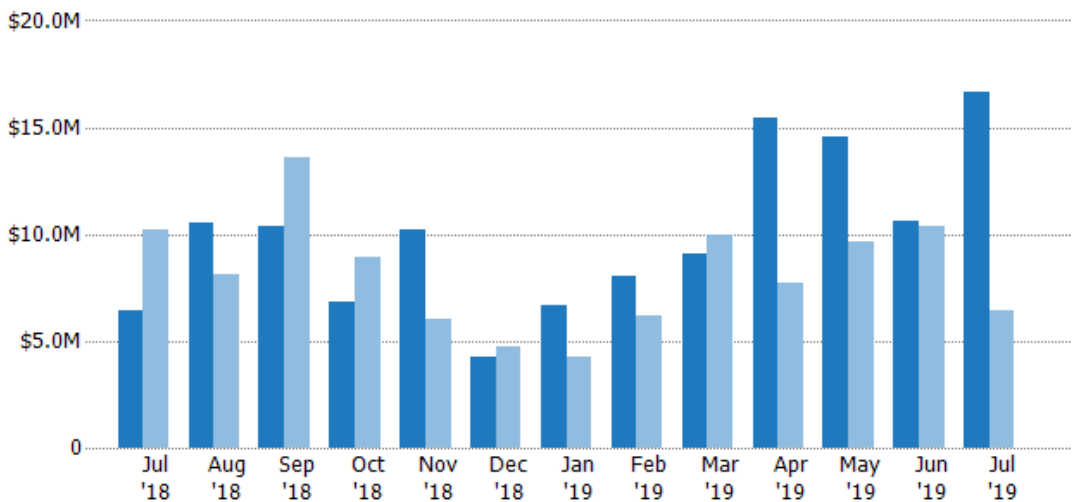
## New Pending Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Jul '19        | \$16.6M | 160.5% |
| Jul '18        | \$6.39M | -37.2% |
| Jul '17        | \$10.2M | -28%   |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$6.39M | \$10.6M | \$10.4M | \$6.86M | \$10.2M | \$4.27M | \$6.64M | \$8M    | \$9.08M | \$15.4M | \$14.6M | \$10.6M | \$16.6M |
| Prior Year                     | \$10.2M | \$8.12M | \$13.6M | \$8.94M | \$6.06M | \$4.74M | \$4.26M | \$6.16M | \$9.96M | \$7.69M | \$9.61M | \$10.4M | \$6.39M |
| Percent Change from Prior Year | -37%    | 30%     | -23%    | -23%    | 69%     | -10%    | 56%     | 30%     | -9%     | 100%    | 52%     | 3%      | 160%    |



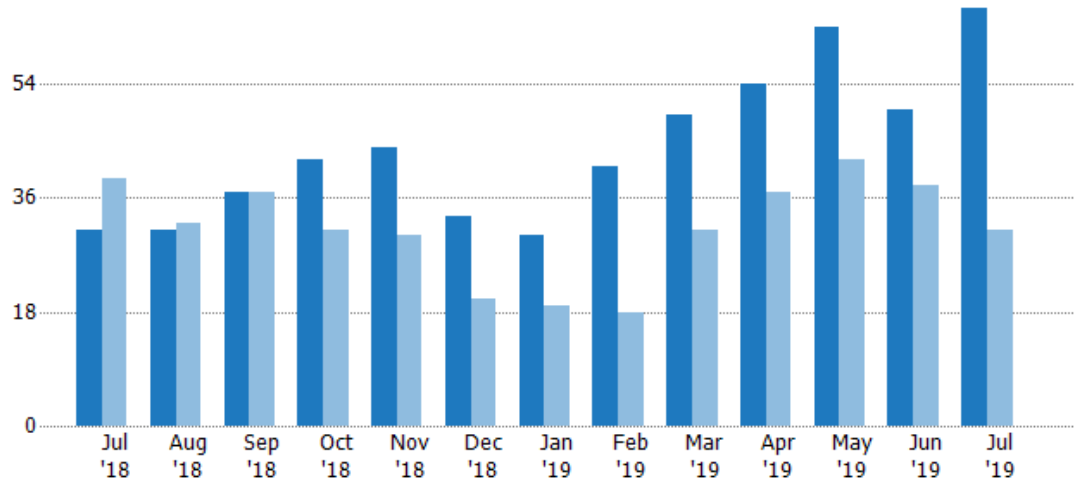
## Pending Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Jul '19        | 66    | 112.9% |
| Jul '18        | 31    | -20.5% |
| Jul '17        | 39    | 15.4%  |



|                                |      |     |    |     |     |     |     |      |     |     |     |     |      |
|--------------------------------|------|-----|----|-----|-----|-----|-----|------|-----|-----|-----|-----|------|
| Current Year                   | 31   | 31  | 37 | 42  | 44  | 33  | 30  | 41   | 49  | 54  | 63  | 50  | 66   |
| Prior Year                     | 39   | 32  | 37 | 31  | 30  | 20  | 19  | 18   | 31  | 37  | 42  | 38  | 31   |
| Percent Change from Prior Year | -21% | -3% | 0% | 35% | 47% | 65% | 58% | 128% | 58% | 46% | 50% | 32% | 113% |

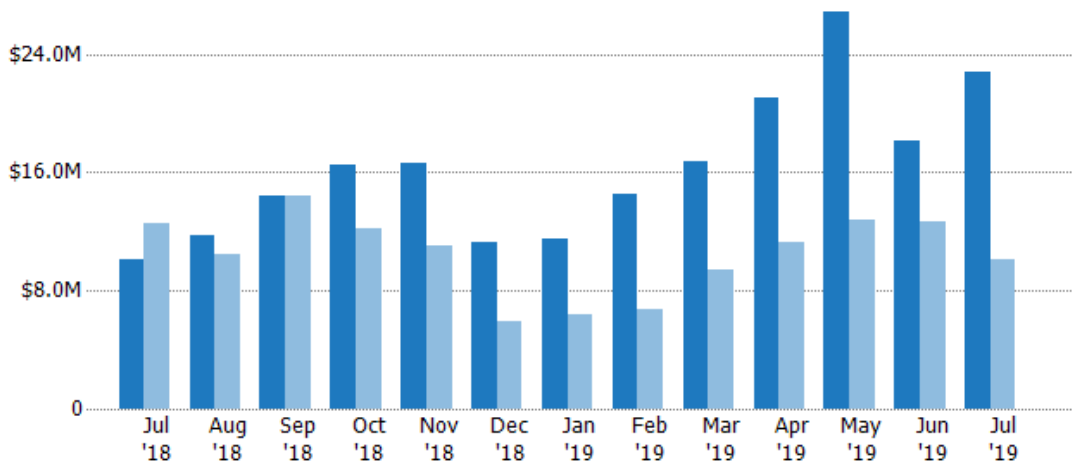
## Pending Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Jul '19        | \$22.7M | 124.5% |
| Jul '18        | \$10.1M | -19.3% |
| Jul '17        | \$12.6M | 12.8%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$10.1M | \$11.7M | \$14.4M | \$16.5M | \$16.7M | \$11.3M | \$11.5M | \$14.6M | \$16.8M | \$21.1M | \$26.8M | \$18.1M | \$22.7M |
| Prior Year                     | \$12.6M | \$10.5M | \$14.5M | \$12.2M | \$11.1M | \$5.86M | \$6.42M | \$6.7M  | \$9.46M | \$11.3M | \$12.7M | \$12.7M | \$10.1M |
| Percent Change from Prior Year | -19%    | 12%     | 0%      | 36%     | 51%     | 92%     | 80%     | 118%    | 77%     | 87%     | 111%    | 43%     | 124%    |

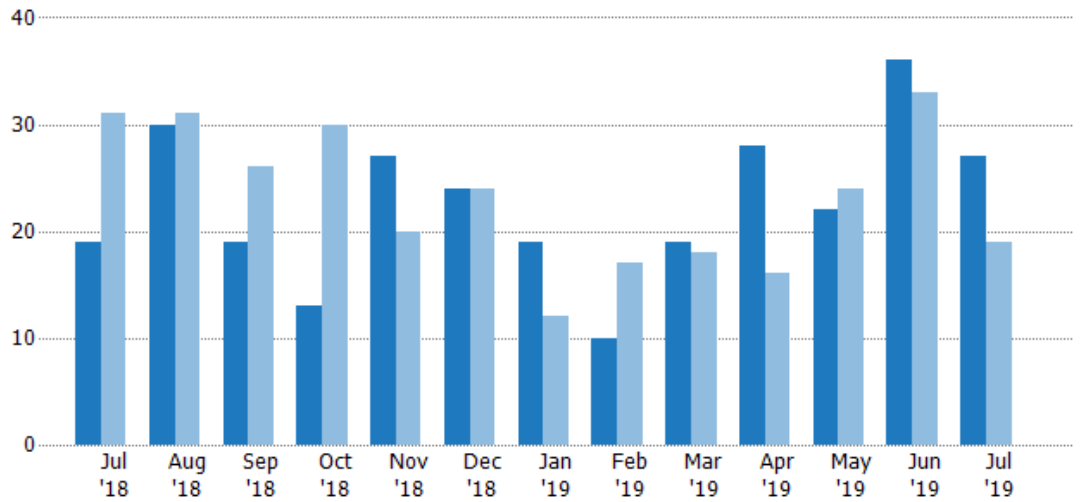
## Closed Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Jul '19        | 27    | 42.1%  |
| Jul '18        | 19    | -38.7% |
| Jul '17        | 31    | -38.7% |



|                                |      |     |      |      |     |    |     |      |    |     |     |    |     |
|--------------------------------|------|-----|------|------|-----|----|-----|------|----|-----|-----|----|-----|
| Current Year                   | 19   | 30  | 19   | 13   | 27  | 24 | 19  | 10   | 19 | 28  | 22  | 36 | 27  |
| Prior Year                     | 31   | 31  | 26   | 30   | 20  | 24 | 12  | 17   | 18 | 16  | 24  | 33 | 19  |
| Percent Change from Prior Year | -39% | -3% | -27% | -57% | 35% | 0% | 58% | -41% | 6% | 75% | -8% | 9% | 42% |

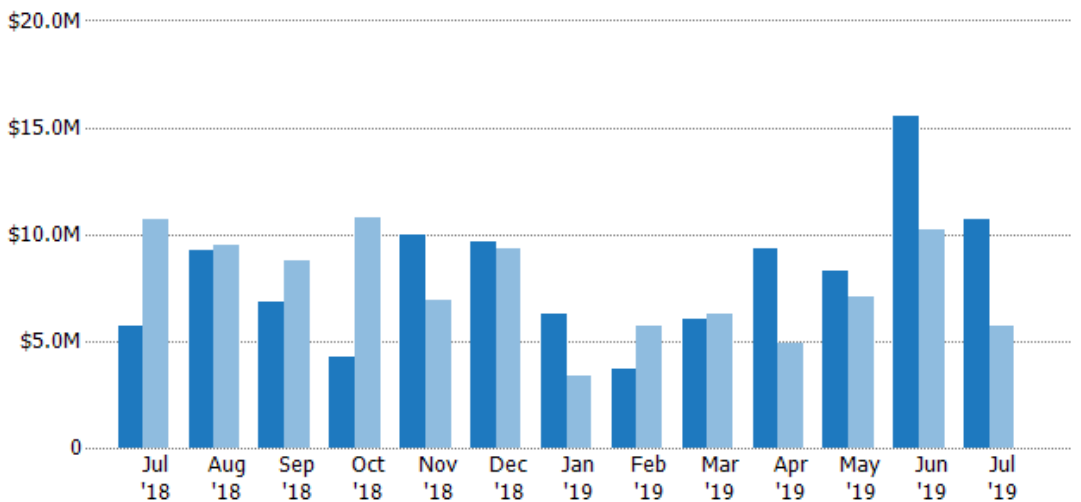
## Closed Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Jul '19        | \$10.7M | 87.6%  |
| Jul '18        | \$5.72M | -46.5% |
| Jul '17        | \$10.7M | -41.3% |



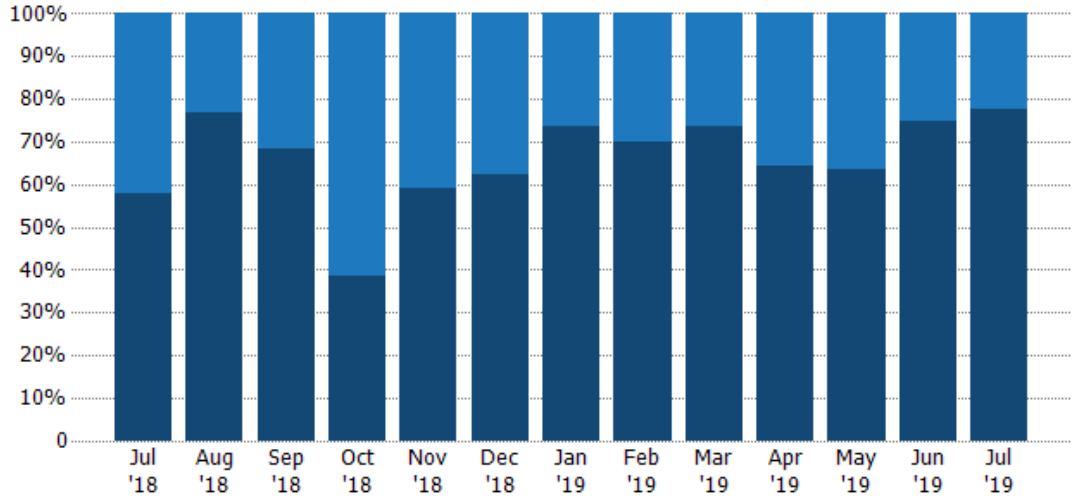
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$5.72M | \$9.21M | \$6.85M | \$4.23M | \$9.94M | \$9.65M | \$6.23M | \$3.7M  | \$6.02M | \$9.32M | \$8.27M | \$15.6M | \$10.7M |
| Prior Year                     | \$10.7M | \$9.51M | \$8.79M | \$10.8M | \$6.9M  | \$9.32M | \$3.39M | \$5.67M | \$6.28M | \$4.91M | \$7.07M | \$10.2M | \$5.72M |
| Percent Change from Prior Year | -46%    | -3%     | -22%    | -61%    | 44%     | 3%      | 84%     | -35%    | -4%     | 90%     | 17%     | 52%     | 88%     |

## 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



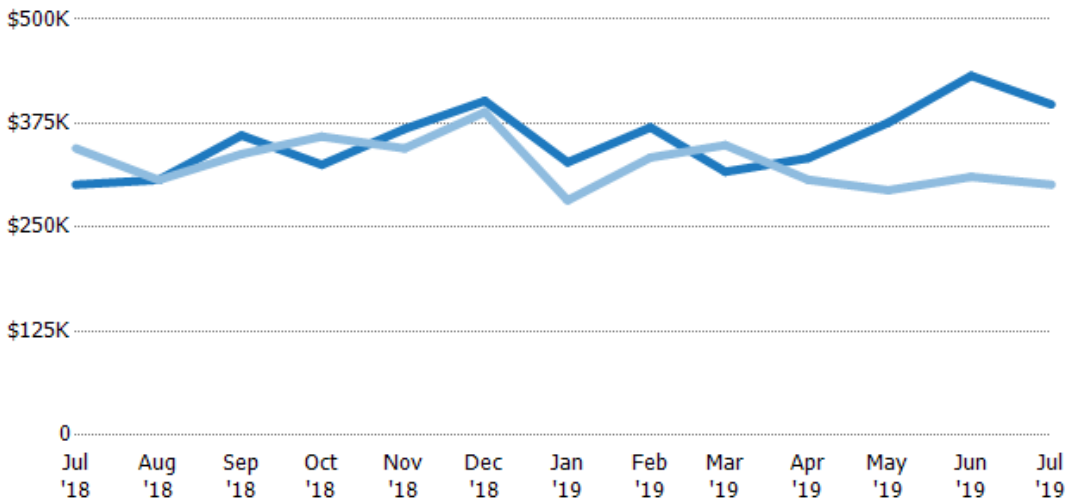
|                         |     |     |     |     |     |     |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 42% | 23% | 32% | 62% | 41% | 38% | 26% | 30% | 26% | 36% | 36% | 25% | 22% |
| Single Family Residence | 58% | 77% | 68% | 38% | 59% | 63% | 74% | 70% | 74% | 64% | 64% | 75% | 78% |

## 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                   | \$301K | \$307K | \$360K | \$325K | \$368K | \$402K | \$328K | \$370K | \$317K | \$333K | \$376K | \$432K | \$398K |
| Prior Year                     | \$345K | \$307K | \$338K | \$359K | \$345K | \$388K | \$282K | \$334K | \$349K | \$307K | \$294K | \$311K | \$301K |
| Percent Change from Prior Year | -13%   | 0%     | 7%     | -9%    | 7%     | 3%     | 16%    | 11%    | -9%    | 8%     | 28%    | 39%    | 32%    |

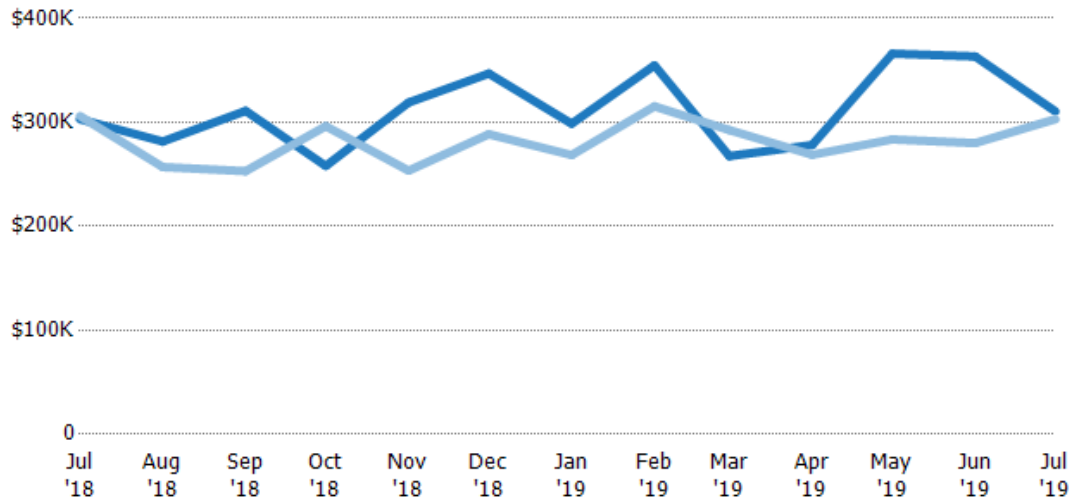
## Median Sales Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Jul '19        | \$311K | 2.5%   |
| Jul '18        | \$303K | -1%    |
| Jul '17        | \$306K | -24.2% |



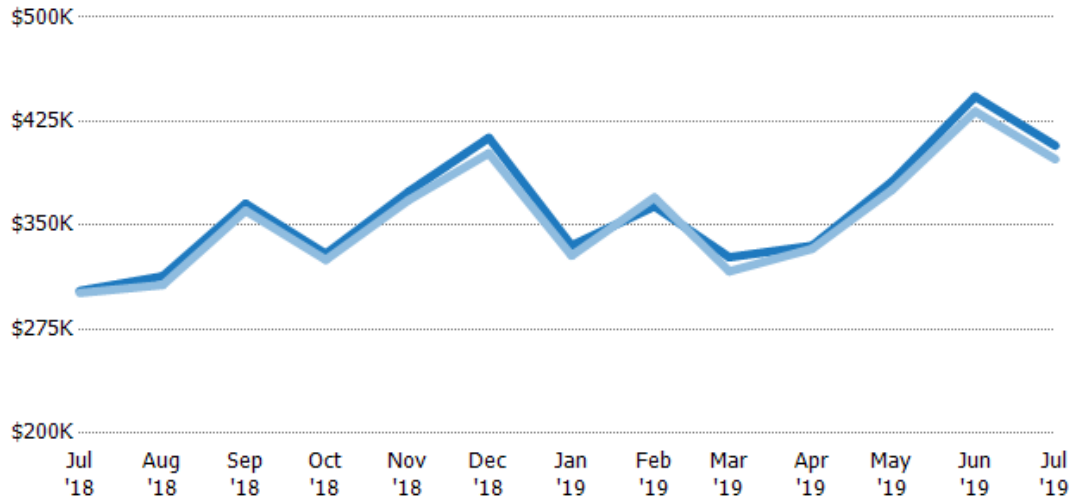
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$303K | \$282K | \$311K | \$258K | \$319K | \$347K | \$299K | \$355K | \$268K | \$278K | \$366K | \$363K | \$311K |
| Prior Year                     | \$306K | \$257K | \$253K | \$296K | \$254K | \$289K | \$269K | \$315K | \$293K | \$269K | \$284K | \$280K | \$303K |
| Percent Change from Prior Year | -1%    | 10%    | 23%    | -13%   | 26%    | 20%    | 11%    | 13%    | -9%    | 4%     | 29%    | 30%    | 2%     |

## 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



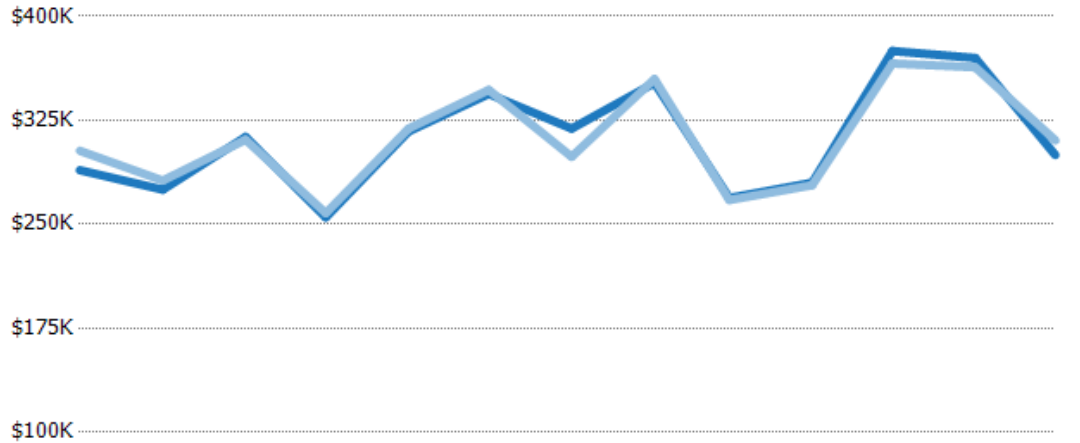
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$303K | \$313K | \$366K | \$329K | \$374K | \$413K | \$335K | \$364K | \$327K | \$335K | \$382K | \$443K | \$407K |
| Avg Sales Price                          | \$301K | \$307K | \$360K | \$325K | \$368K | \$402K | \$328K | \$370K | \$317K | \$333K | \$376K | \$432K | \$398K |
| Avg Sales Price as a % of Avg List Price | 100%   | 98%    | 99%    | 99%    | 98%    | 97%    | 98%    | 102%   | 97%    | 99%    | 98%    | 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



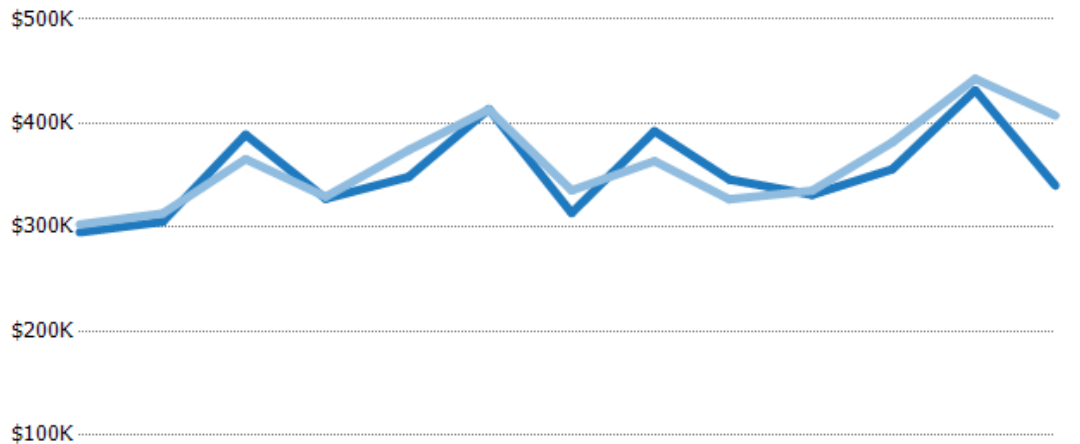
|  | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$289K  | \$275K  | \$313K  | \$255K  | \$317K  | \$344K  | \$319K  | \$352K  | \$269K  | \$280K  | \$375K  | \$370K  | \$300K  |
| Median Sales Price                       | \$303K  | \$282K  | \$311K  | \$258K  | \$319K  | \$347K  | \$299K  | \$355K  | \$268K  | \$278K  | \$366K  | \$363K  | \$311K  |
| Med Sales Price as a % of Med List Price | 105%    | 102%    | 99%     | 101%    | 101%    | 101%    | 94%     | 101%    | 99%     | 99%     | 98%     | 98%     | 104%    |

## 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



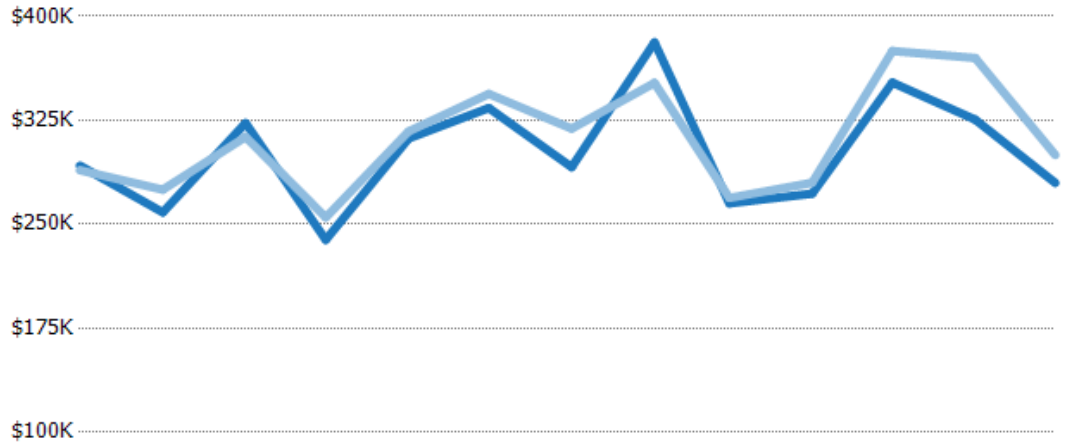
|   | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$295K  | \$305K  | \$389K  | \$327K  | \$348K  | \$414K  | \$314K  | \$392K  | \$346K  | \$331K  | \$356K  | \$432K  | \$340K  |
| Avg Sales Price                         | \$303K  | \$313K  | \$366K  | \$329K  | \$374K  | \$413K  | \$335K  | \$364K  | \$327K  | \$335K  | \$382K  | \$443K  | \$407K  |
| Avg Sales Price as a % of Avg Est Value | 103%    | 103%    | 94%     | 101%    | 107%    | 100%    | 107%    | 93%     | 95%     | 101%    | 107%    | 103%    | 120%    |

## 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



|   | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$292K  | \$259K  | \$323K  | \$239K  | \$312K  | \$334K  | \$291K  | \$381K  | \$265K  | \$272K  | \$352K  | \$325K  | \$280K  |
| Median Sales Price                      | \$289K  | \$275K  | \$313K  | \$255K  | \$317K  | \$344K  | \$319K  | \$352K  | \$269K  | \$280K  | \$375K  | \$370K  | \$300K  |
| Med Sales Price as a % of Med Est Value | 99%     | 106%    | 97%     | 107%    | 102%    | 103%    | 110%    | 92%     | 101%    | 103%    | 106%    | 114%    | 107%    |