

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	53	35	+51.4%	262	198	+32.3%
New Listing Volume	\$26,826,285	\$11,746,200	+128.4%	\$102,648,484	\$70,392,050	+45.8%
Active Listing Count	92	86	+7%	N/A	N/A	
Active Listing Volume	\$46,060,985	\$42,243,655	+9%	N/A	N/A	
Average Listing Price	\$500,663	\$491,205	+1.9%	\$455,185	\$521,230	-12.7%
Median Listing Price	\$383,750	\$373,950	+2.6%	\$369,381	\$386,751	-4.5%
Median Days in RPR	46	62.5	-26.4%	78.12	87.18	-10.4%
Months of Inventory	2.6	3.3	-22.7%	4.5	3.1	+42.3%
Absorption Rate	39.13%	30.23%	+8.9%	22.41%	31.9%	-9.5%
Sales Activity Charts Metrics						
New Pending Sales Count	48	27	+77.8%	237	166	+42.8%
New Pending Sales Volume	\$18,481,200	\$9,524,000	+94%	\$83,799,698	\$51,799,089	+61.8%
Pending Sales Count	70	48	+45.8%	N/A	N/A	
Pending Sales Volume	\$25,607,000	\$15,728,199	+62.8%	N/A	N/A	
Closed Sales Count	27	17	+58.8%	168	117	+43.6%
Closed Sales Volume	\$9,007,313	\$4,771,920	+88.8%	\$57,856,501	\$35,056,409	+65%
Average Sales Price	\$333,604	\$280,701	+18.8%	\$344,384	\$299,627	+14.9%
Median Sales Price	\$310,500	\$272,000	+14.2%	\$318,522	\$287,403	+10.8%

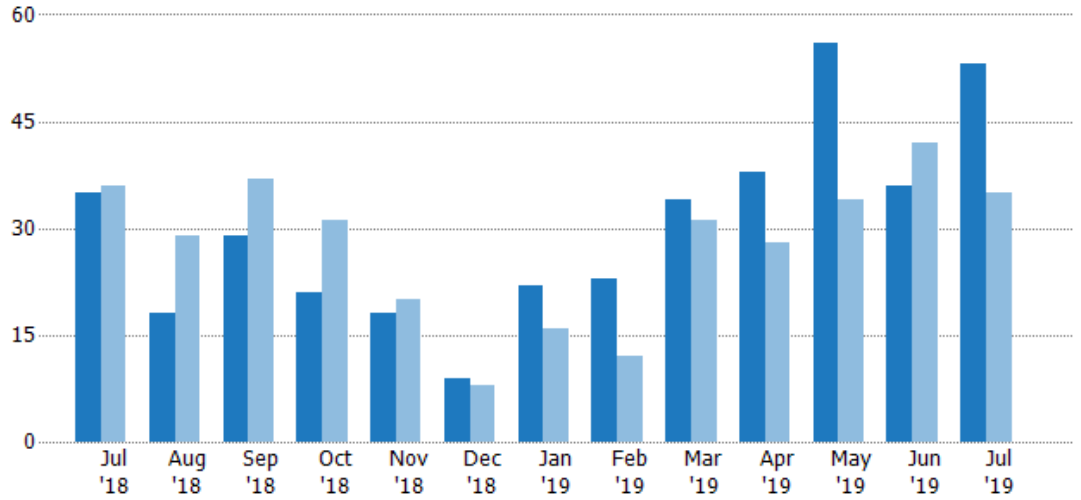
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Jul '19	53	51.4%
Jul '18	35	-2.8%
Jul '17	36	8.3%



	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	35	18	29	21	18	9	22	23	34	38	56	36	53
Prior Year	36	29	37	31	20	8	16	12	31	28	34	42	35
Percent Change from Prior Year	-3%	-38%	-22%	-32%	-10%	13%	38%	92%	10%	36%	65%	-14%	51%

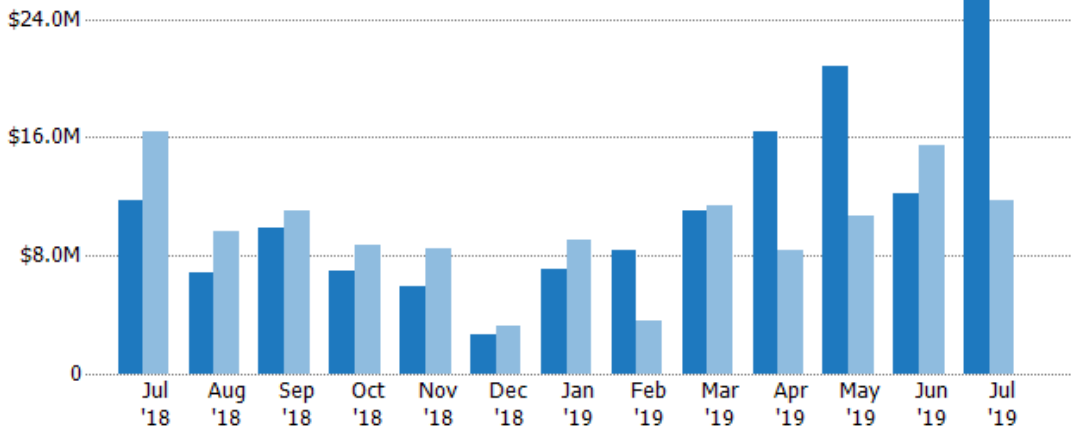
New Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Jul '19	\$26.8M	128.4%
Jul '18	\$11.7M	-28.5%
Jul '17	\$16.4M	-20.6%



	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	\$11.7M	\$6.88M	\$9.82M	\$6.98M	\$5.89M	\$2.62M	\$7.03M	\$8.33M	\$11.1M	\$16.3M	\$20.9M	\$12.2M	\$26.8M
Prior Year	\$16.4M	\$9.68M	\$11.1M	\$8.73M	\$8.48M	\$3.26M	\$9.04M	\$3.64M	\$11.4M	\$8.36M	\$10.7M	\$15.5M	\$11.7M
Percent Change from Prior Year	-29%	-29%	-11%	-20%	-31%	-20%	-22%	129%	-3%	95%	94%	-21%	128%

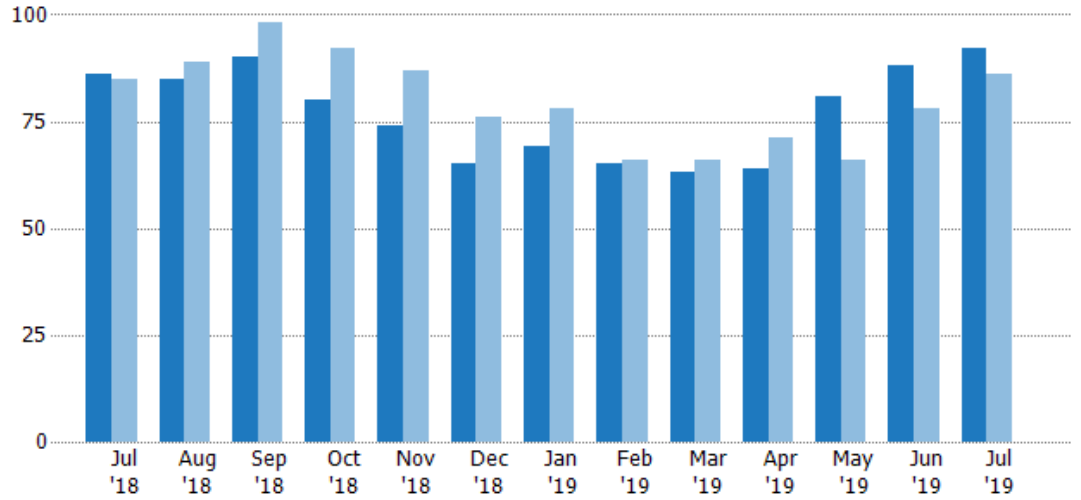
Active Listings

The number 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	Count	% Chg.
Jul '19	92	7%
Jul '18	86	1.2%
Jul '17	85	5.9%



Current Year	86	85	90	80	74	65	69	65	63	64	81	88	92
Prior Year	85	89	98	92	87	76	78	66	66	71	66	78	86
Percent Change from Prior Year	1%	-4%	-8%	-13%	-15%	-14%	-12%	-2%	-5%	-10%	23%	13%	7%

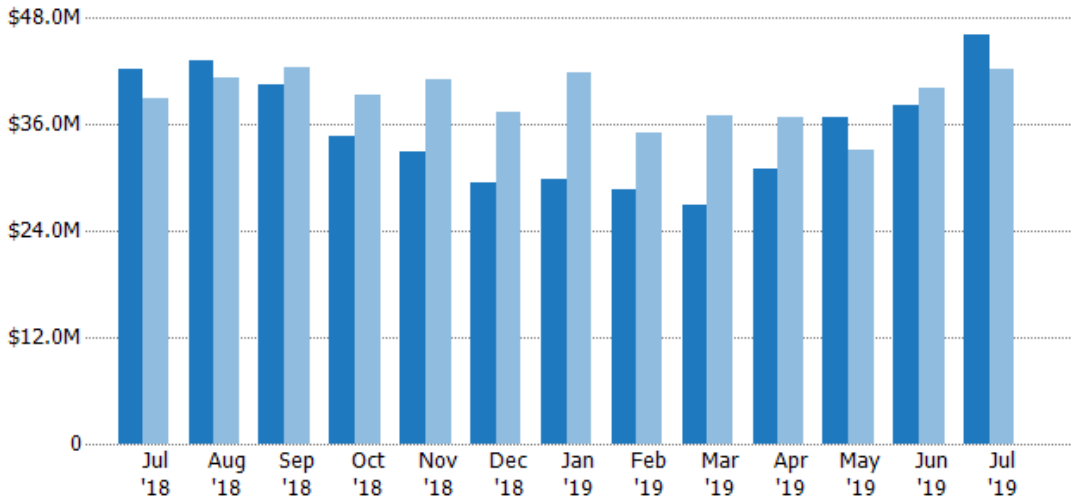
Active Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Jul '19	\$46.1M	9%
Jul '18	\$42.2M	8.7%
Jul '17	\$38.9M	9.3%



Current Year	\$42.2M	\$43.1M	\$40.4M	\$34.8M	\$32.9M	\$29.4M	\$29.9M	\$28.6M	\$27M	\$31.1M	\$36.8M	\$38.2M	\$46.1M
Prior Year	\$38.9M	\$41.2M	\$42.5M	\$39.3M	\$41.1M	\$37.4M	\$41.9M	\$35.1M	\$37.1M	\$36.9M	\$33.1M	\$40.1M	\$42.2M
Percent Change from Prior Year	9%	5%	-5%	-12%	-20%	-21%	-29%	-18%	-27%	-16%	11%	-5%	9%

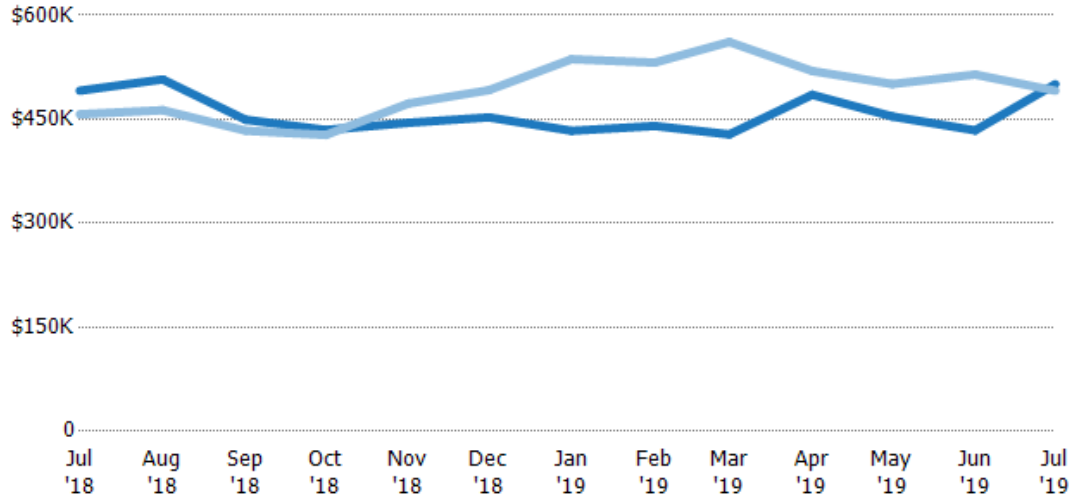
Average Listing Price

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.
Jul '19	\$501K	1.9%
Jul '18	\$491K	7.4%
Jul '17	\$457K	3.2%



Current Year	\$491K	\$508K	\$449K	\$435K	\$445K	\$453K	\$433K	\$440K	\$428K	\$485K	\$454K	\$434K	\$501K
Prior Year	\$457K	\$463K	\$434K	\$427K	\$473K	\$492K	\$537K	\$532K	\$562K	\$520K	\$501K	\$515K	\$491K
Percent Change from Prior Year	7%	10%	4%	2%	-6%	-8%	-19%	-17%	-24%	-7%	-9%	-16%	2%

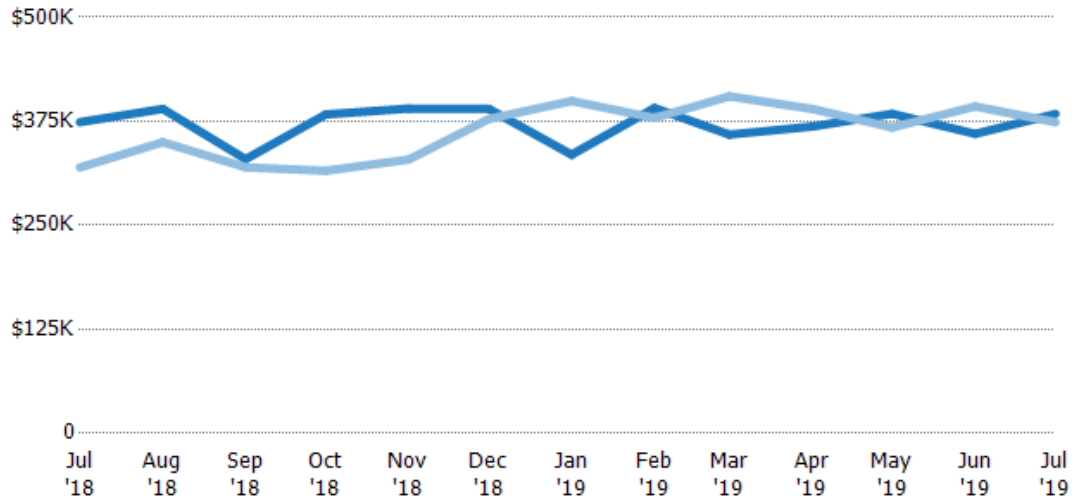
Median Listing Price

The median 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.
Jul '19	\$384K	2.6%
Jul '18	\$374K	17%
Jul '17	\$320K	21.9%



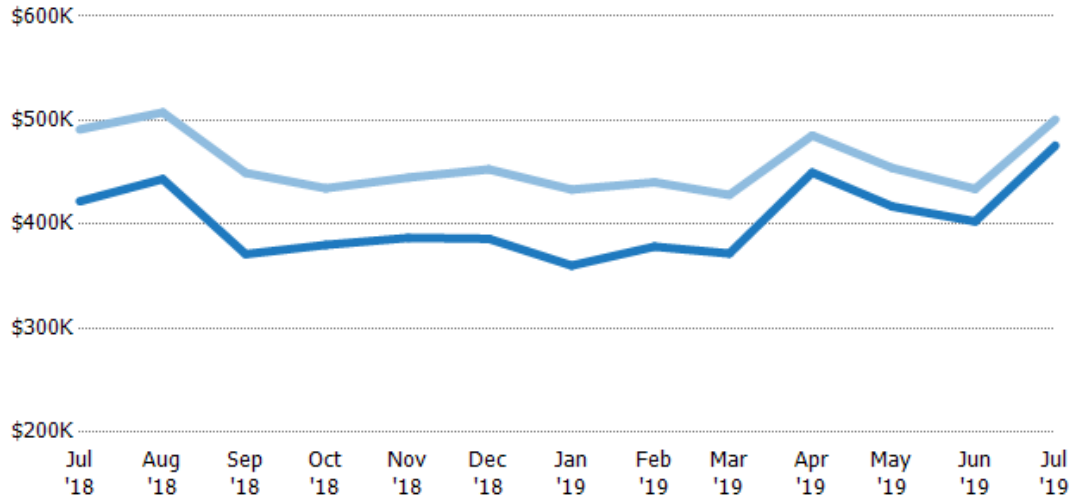
Current Year	\$374K	\$390K	\$329K	\$383K	\$390K	\$390K	\$335K	\$391K	\$359K	\$369K	\$384K	\$360K	\$384K
Prior Year	\$320K	\$350K	\$320K	\$316K	\$329K	\$378K	\$399K	\$379K	\$405K	\$390K	\$368K	\$393K	\$374K
Percent Change from Prior Year	17%	11%	3%	21%	19%	3%	-16%	3%	-11%	-5%	4%	-8%	3%

Average Listing Price vs Average Est Value

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

Filters Used

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

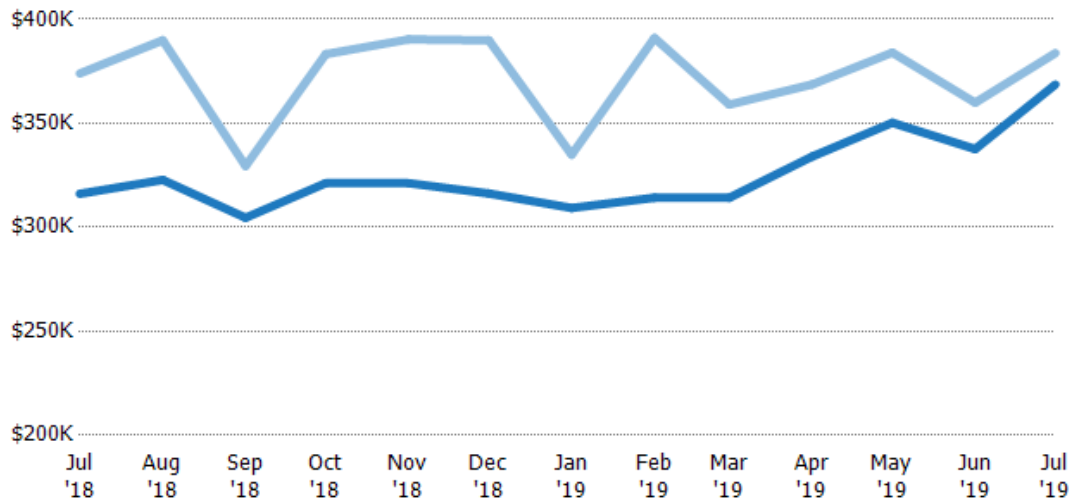


Median Listing Price vs Median Est Value

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

Filters Used

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



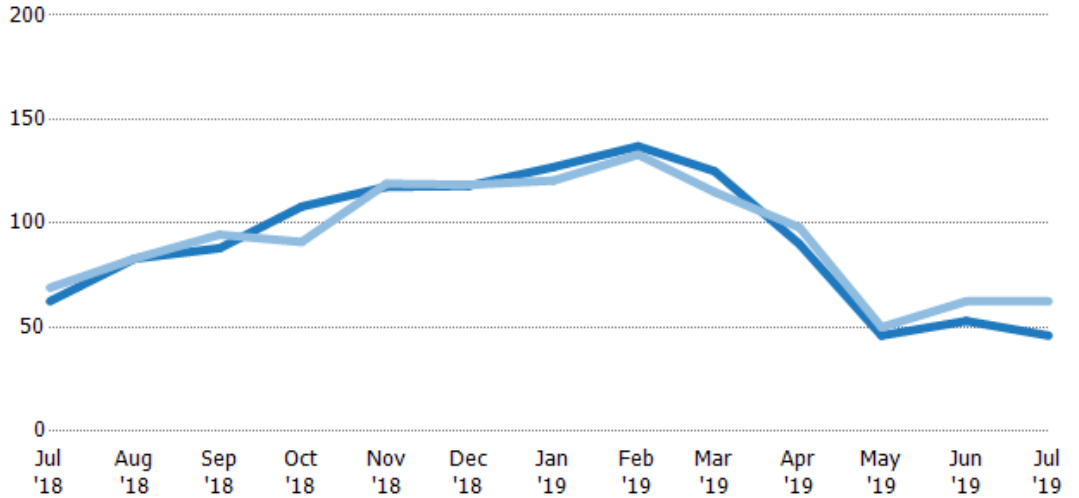
Median Days in RPR

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

Month/ Year	Days	% Chg.
Jul '19	46	-26.4%
Jul '18	62.5	-9.4%
Jul '17	69	-8.7%



	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	62.5	83	88	108	118	118	127	137	125	90	46	53	46
Prior Year	69	83	94.5	91	119	119	121	133	115	98	50	62.5	62.5
Percent Change from Prior Year	-9%	0%	-7%	19%	-1%	0%	5%	3%	9%	-8%	-8%	-15%	-26%

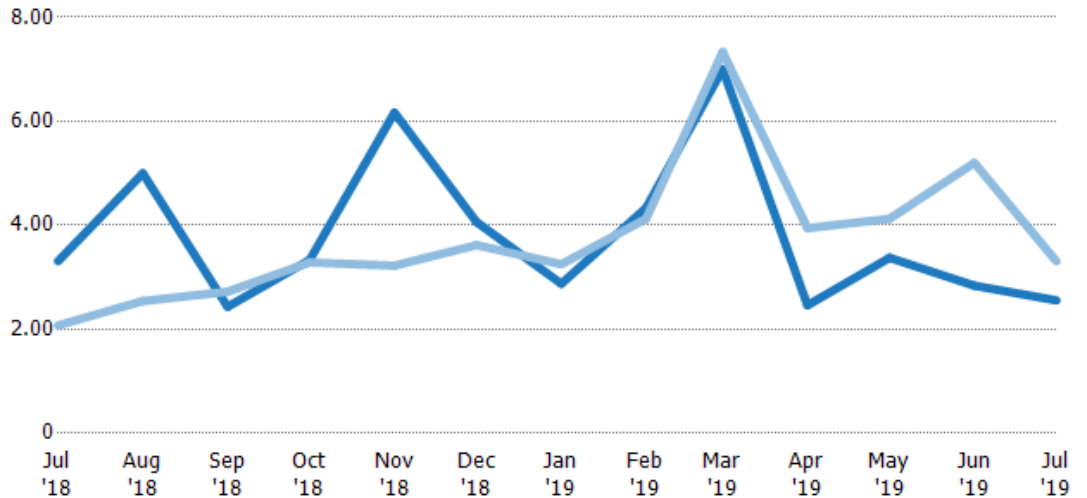
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Jul '19	2.56	-22.7%
Jul '18	3.31	59.5%
Jul '17	2.07	73.7%



	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	3.31	5	2.43	3.33	6.17	4.06	2.88	4.33	7	2.46	3.38	2.84	2.56
Prior Year	2.07	2.54	2.72	3.29	3.22	3.62	3.25	4.13	7.33	3.94	4.13	5.2	3.31
Percent Change from Prior Year	60%	97%	-11%	1%	91%	12%	-12%	5%	-5%	-38%	-18%	-45%	-23%

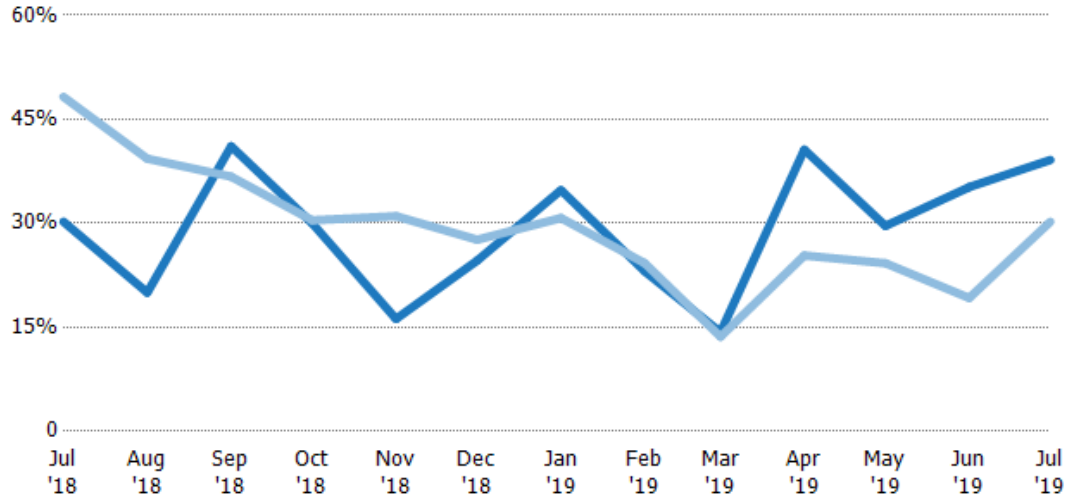
Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
Jul '19	39%	-8.9%
Jul '18	30%	18%
Jul '17	48%	-42.4%



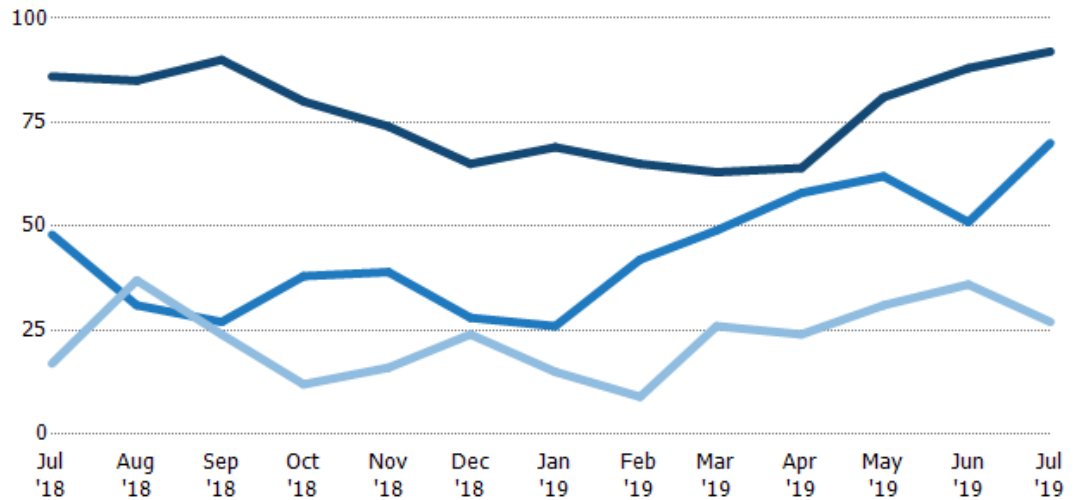
Current Year	30%	20%	41%	30%	16%	25%	35%	23%	14%	41%	30%	35%	39%
Prior Year	48%	39%	37%	30%	31%	28%	31%	24%	14%	25%	24%	19%	30%
Change from Prior Year	18%	19%	-4%	0%	15%	3%	-4%	1%	-1%	-15%	-5%	-16%	-9%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



Active	86	85	90	80	74	65	69	65	63	64	81	88	92
Pending	48	31	27	38	39	28	26	42	49	58	62	51	70
Sold	17	37	24	12	16	24	15	9	26	24	31	36	27

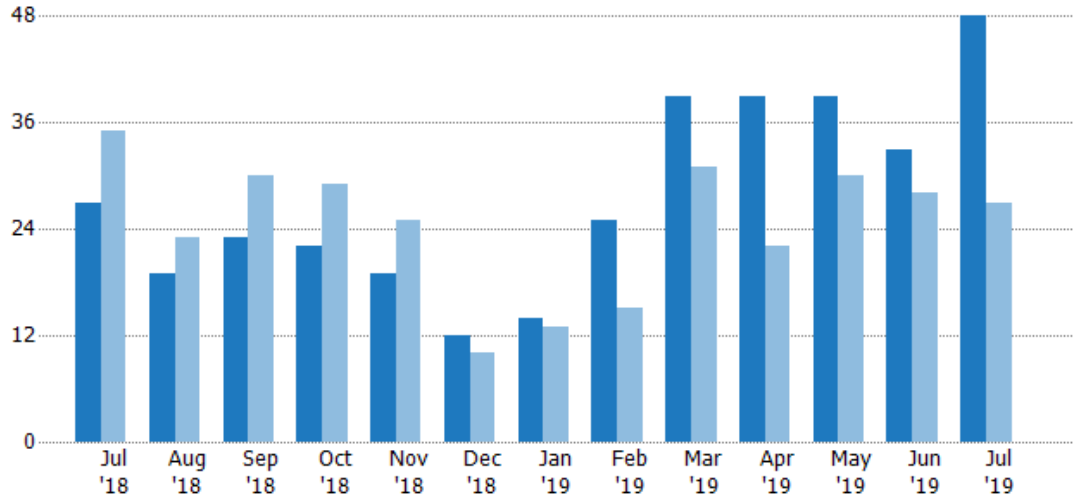
New Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Jul '19	48	77.8%
Jul '18	27	-22.9%
Jul '17	35	-20%



Current Year	27	19	23	22	19	12	14	25	39	39	39	33	48
Prior Year	35	23	30	29	25	10	13	15	31	22	30	28	27
Percent Change from Prior Year	-23%	-17%	-23%	-24%	-24%	20%	8%	67%	26%	77%	30%	18%	78%

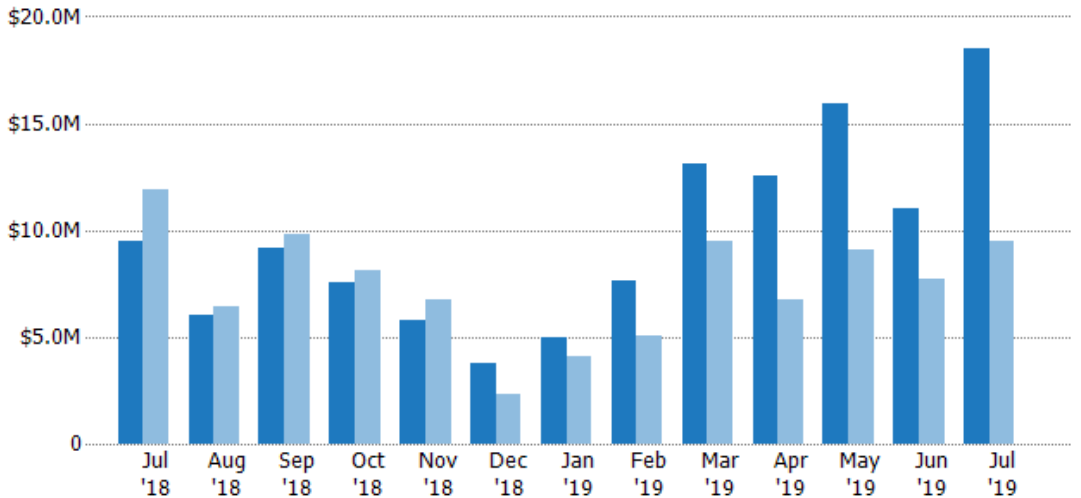
New Pending Sales Volume

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.
Jul '19	\$18.5M	94%
Jul '18	\$9.52M	-19.8%
Jul '17	\$11.9M	-26.3%



Current Year	\$9.52M	\$6.06M	\$9.18M	\$7.57M	\$5.76M	\$3.79M	\$5.01M	\$7.67M	\$13.1M	\$12.6M	\$15.9M	\$11M	\$18.5M
Prior Year	\$11.9M	\$6.42M	\$9.84M	\$8.11M	\$6.74M	\$2.3M	\$4.11M	\$5.05M	\$9.51M	\$6.78M	\$9.1M	\$7.73M	\$9.52M
Percent Change from Prior Year	-20%	-6%	-7%	-7%	-14%	64%	22%	52%	38%	85%	75%	43%	94%

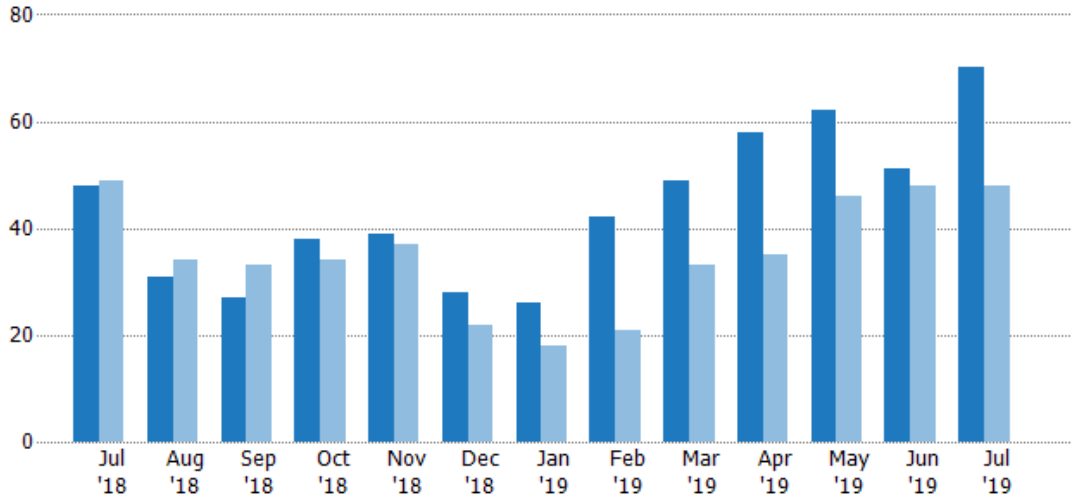
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Jul '19	70	45.8%
Jul '18	48	-2%
Jul '17	49	16.3%



Current Year	48	31	27	38	39	28	26	42	49	58	62	51	70
Prior Year	49	34	33	34	37	22	18	21	33	35	46	48	48
Percent Change from Prior Year	-2%	-9%	-18%	12%	5%	27%	44%	100%	48%	66%	35%	6%	46%

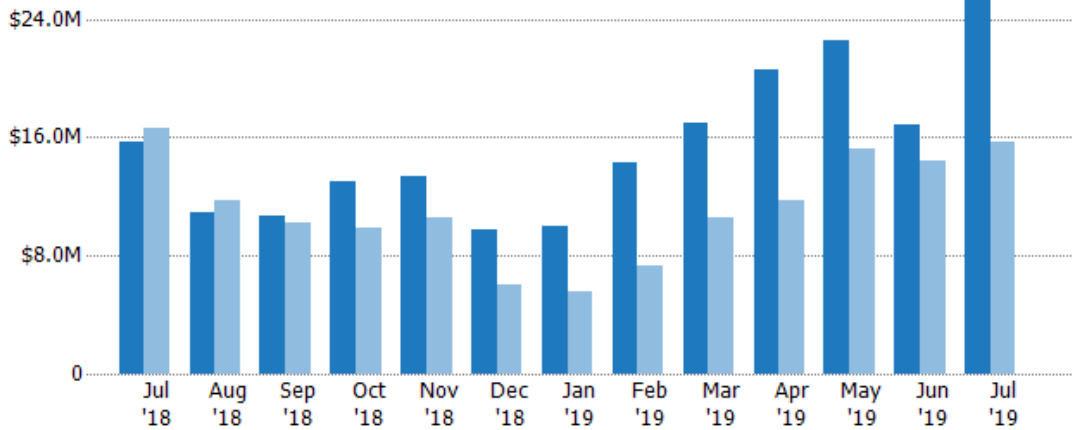
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Jul '19	\$25.6M	62.8%
Jul '18	\$15.7M	-5.2%
Jul '17	\$16.6M	5.3%



Current Year	\$15.7M	\$10.9M	\$10.7M	\$13.1M	\$13.3M	\$9.76M	\$10M	\$14.3M	\$16.9M	\$20.6M	\$22.6M	\$16.8M	\$25.6M
Prior Year	\$16.6M	\$11.7M	\$10.2M	\$9.86M	\$10.5M	\$6.08M	\$5.61M	\$7.27M	\$10.6M	\$11.7M	\$15.2M	\$14.4M	\$15.7M
Percent Change from Prior Year	-5%	-7%	4%	33%	26%	61%	79%	96%	60%	75%	48%	17%	63%

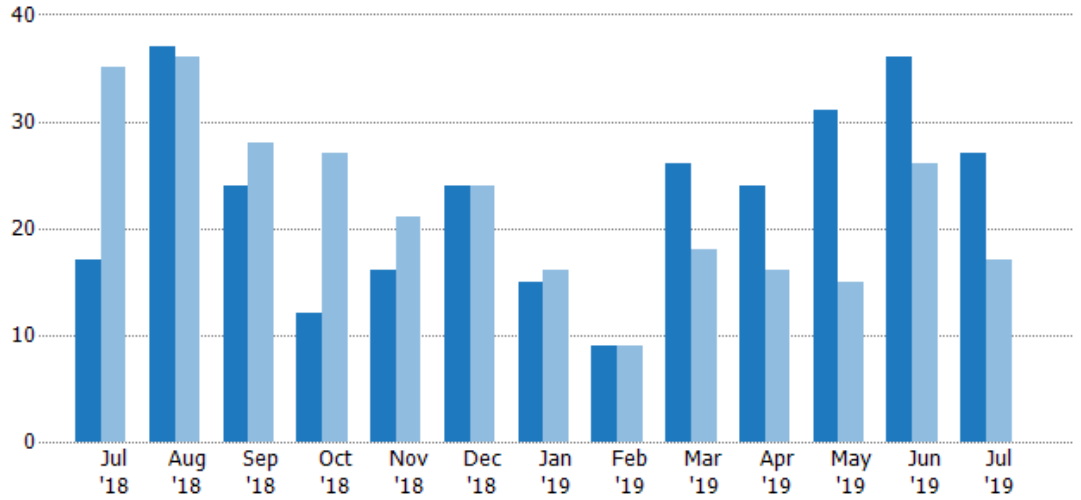
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jul '19	27	58.8%
Jul '18	17	-51.4%
Jul '17	35	-42.9%



Current Year	17	37	24	12	16	24	15	9	26	24	31	36	27
Prior Year	35	36	28	27	21	24	16	9	18	16	15	26	17
Percent Change from Prior Year	-51%	3%	-14%	-56%	-24%	0%	-6%	0%	44%	50%	107%	38%	59%

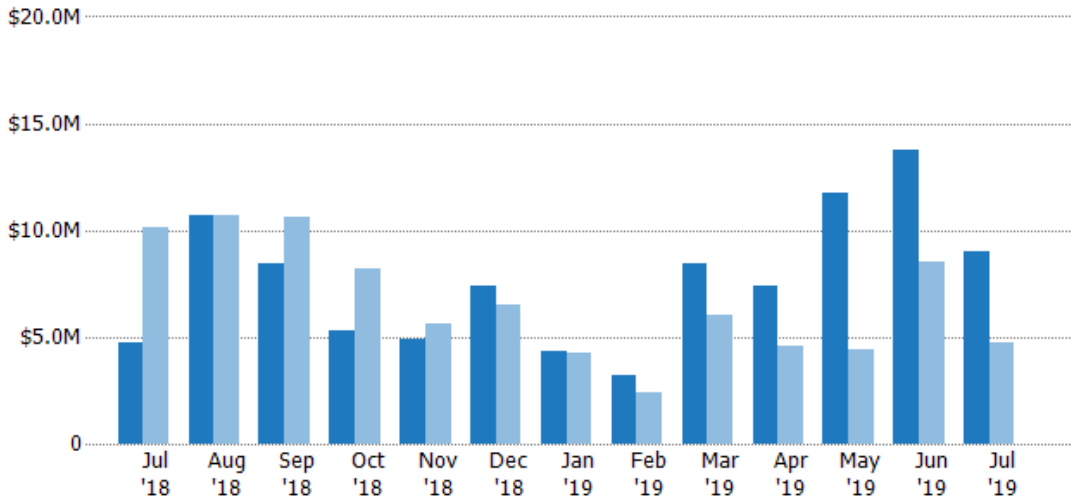
Closed Sales Volume

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.
Jul '19	\$9.01M	88.8%
Jul '18	\$4.77M	-52.9%
Jul '17	\$10.1M	-37.8%



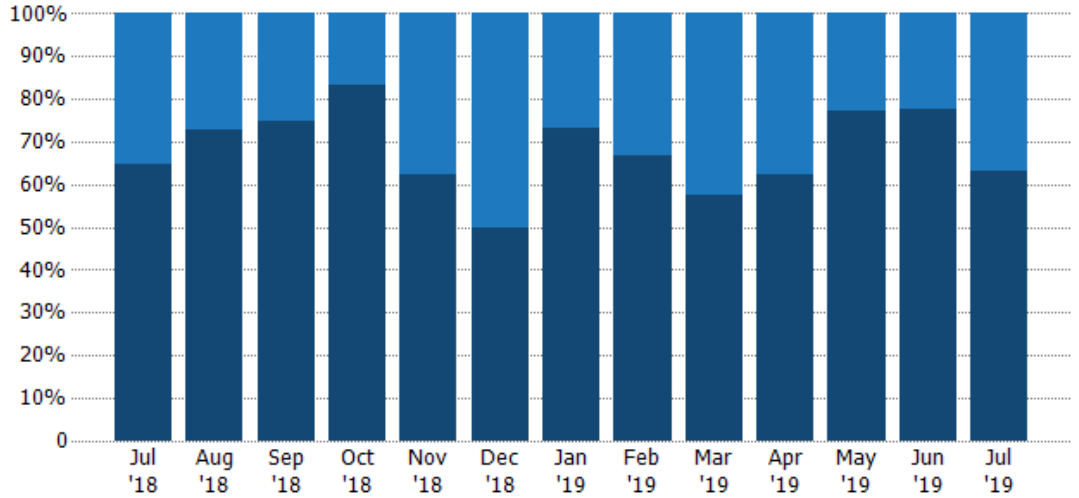
Current Year	\$4.77M	\$10.7M	\$8.44M	\$5.28M	\$4.89M	\$7.43M	\$4.37M	\$3.25M	\$8.42M	\$7.37M	\$11.7M	\$13.7M	\$9.01M
Prior Year	\$10.1M	\$10.7M	\$10.6M	\$8.17M	\$5.66M	\$6.5M	\$4.28M	\$2.41M	\$6.04M	\$4.6M	\$4.43M	\$8.51M	\$4.77M
Percent Change from Prior Year	-53%	0%	-20%	-35%	-14%	14%	2%	35%	39%	60%	164%	61%	89%

Closed Sales by Property Type

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

Filters Used

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



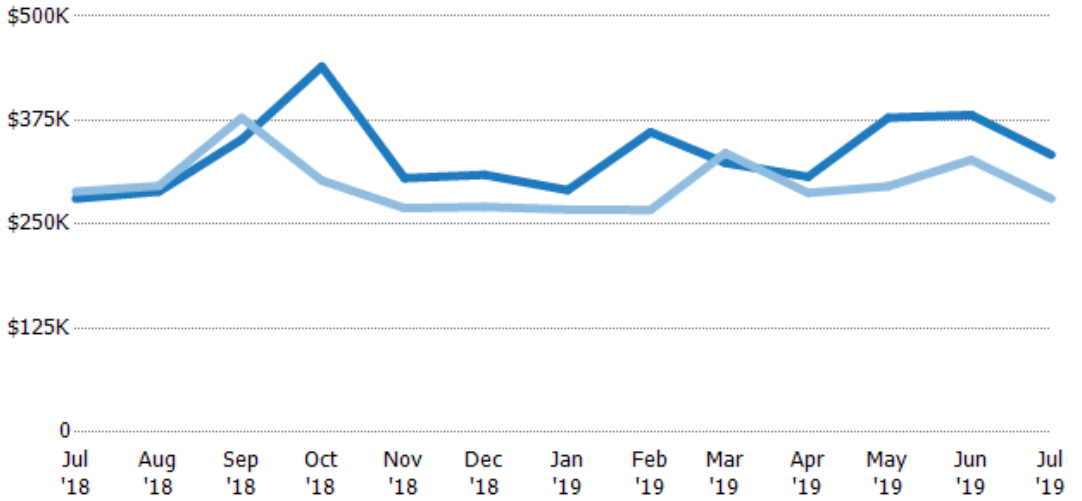
Condo/Townhouse	35%	27%	25%	17%	38%	50%	27%	33%	42%	38%	23%	22%	37%
Single Family Residence	65%	73%	75%	83%	63%	50%	73%	67%	58%	63%	77%	78%	63%

Average Sales Price

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

Filters Used

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



Current Year	\$281K	\$289K	\$352K	\$440K	\$305K	\$309K	\$291K	\$361K	\$324K	\$307K	\$378K	\$381K	\$334K
Prior Year	\$289K	\$296K	\$378K	\$303K	\$269K	\$271K	\$268K	\$267K	\$336K	\$288K	\$296K	\$327K	\$281K
Percent Change from Prior Year	-3%	-2%	-7%	45%	13%	14%	9%	35%	-4%	7%	28%	16%	19%

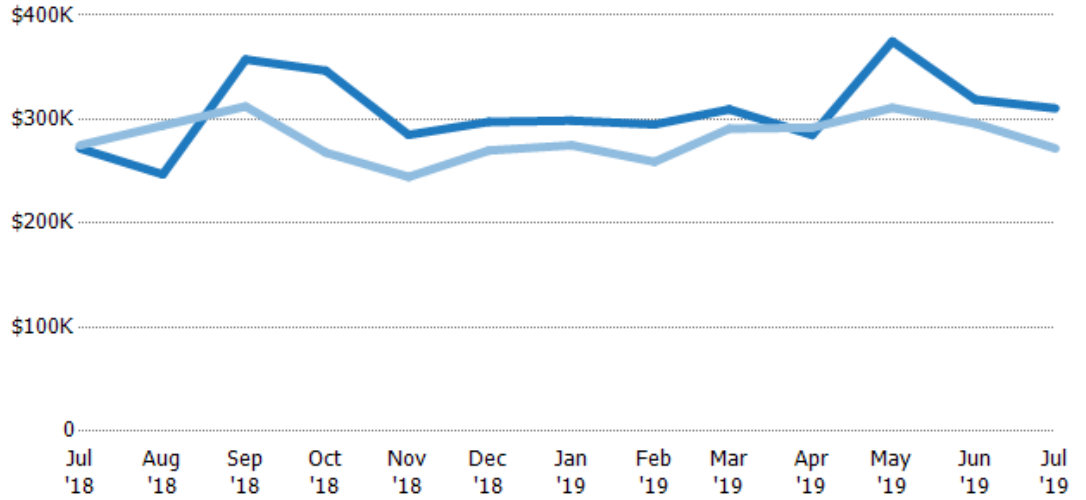
Median Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Jul '19	\$311K	14.2%
Jul '18	\$272K	-1.1%
Jul '17	\$275K	6.3%



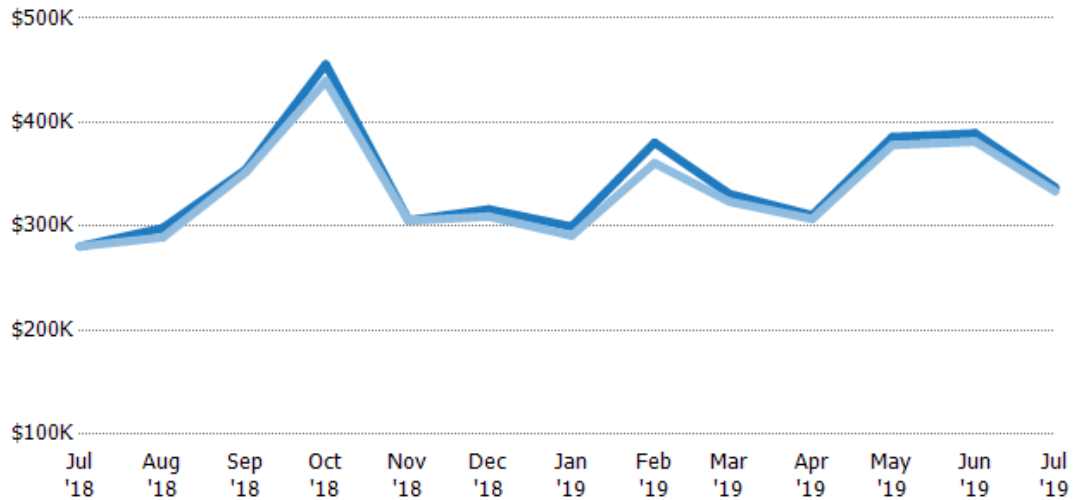
Current Year	\$272K	\$247K	\$357K	\$347K	\$285K	\$298K	\$299K	\$295K	\$310K	\$285K	\$375K	\$319K	\$311K
Prior Year	\$275K	\$294K	\$312K	\$268K	\$245K	\$270K	\$275K	\$259K	\$291K	\$292K	\$311K	\$296K	\$272K
Percent Change from Prior Year	-1%	-16%	14%	29%	17%	10%	9%	14%	6%	-2%	21%	8%	14%

Average Sales Price vs Average Listing Price

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

Filters Used

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



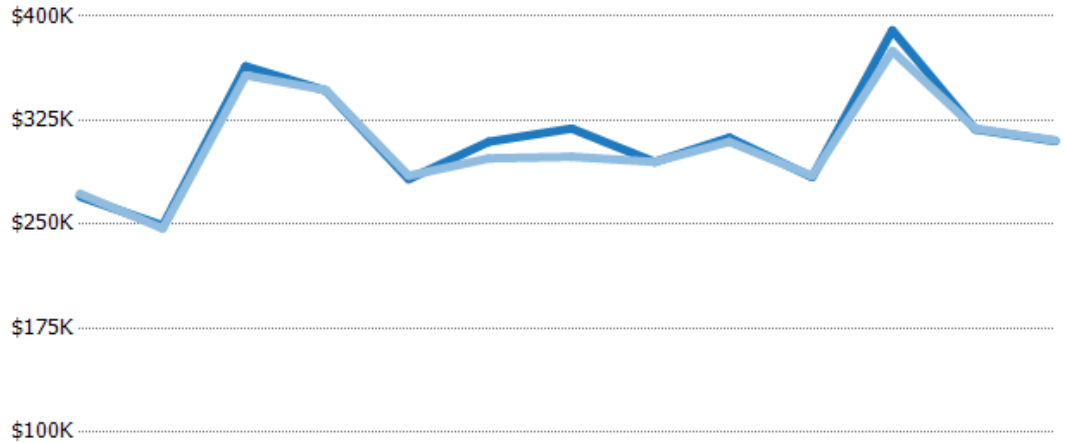
Avg List Price	\$281K	\$298K	\$354K	\$456K	\$306K	\$316K	\$300K	\$380K	\$331K	\$311K	\$386K	\$389K	\$337K
Avg Sales Price	\$281K	\$289K	\$352K	\$440K	\$305K	\$309K	\$291K	\$361K	\$324K	\$307K	\$378K	\$381K	\$334K
Avg Sales Price as a % of Avg List Price	100%	97%	99%	96%	100%	98%	97%	95%	98%	99%	98%	98%	99%

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



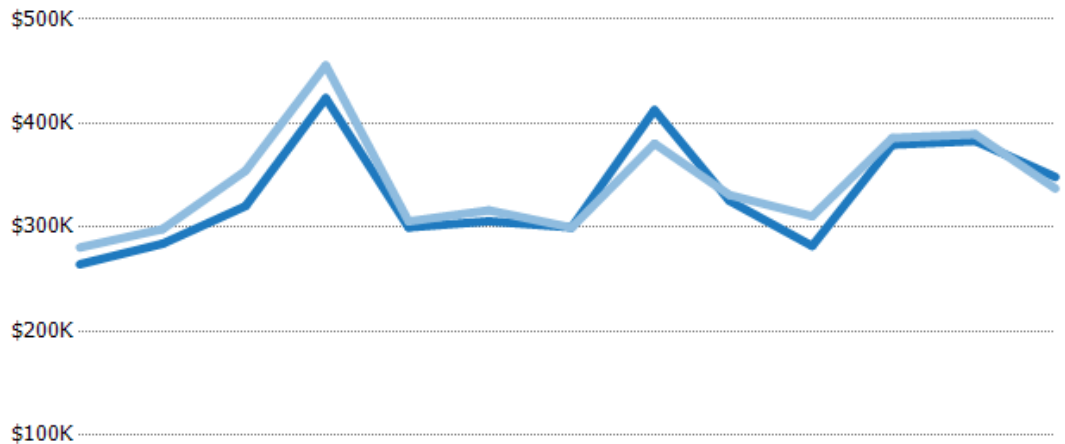
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$270K	\$249K	\$364K	\$346K	\$283K	\$310K	\$319K	\$295K	\$313K	\$284K	\$390K	\$318K	\$310K
Median Sales Price	\$272K	\$247K	\$357K	\$347K	\$285K	\$298K	\$299K	\$295K	\$310K	\$285K	\$375K	\$319K	\$311K
Med Sales Price as a % of Med List Price	101%	99%	98%	100%	101%	96%	94%	100%	99%	100%	96%	100%	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



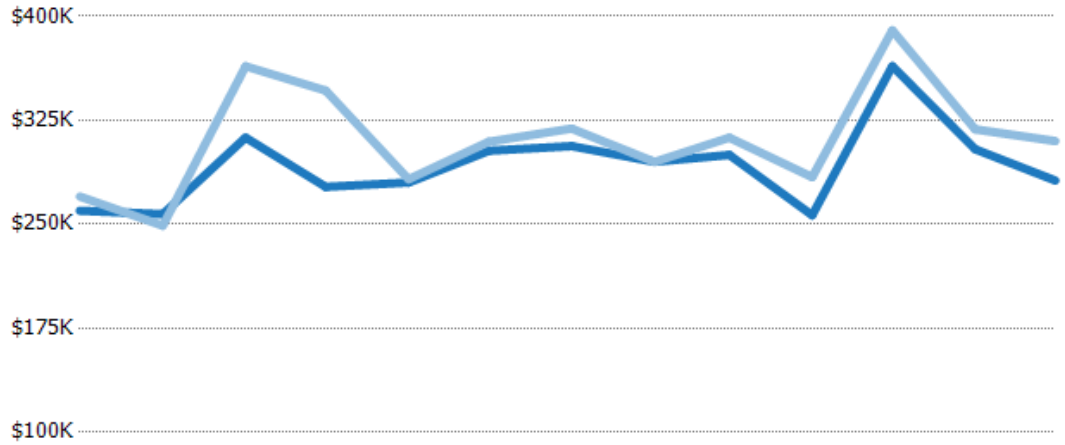
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$264K	\$284K	\$320K	\$424K	\$300K	\$306K	\$300K	\$413K	\$326K	\$282K	\$379K	\$383K	\$348K
Avg Sales Price	\$281K	\$298K	\$354K	\$456K	\$306K	\$316K	\$300K	\$380K	\$331K	\$311K	\$386K	\$389K	\$337K
Avg Sales Price as a % of Avg Est Value	106%	105%	111%	107%	102%	103%	100%	92%	102%	110%	102%	102%	97%

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



	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	\$260K	\$257K	\$313K	\$277K	\$280K	\$303K	\$306K	\$295K	\$300K	\$257K	\$364K	\$304K	\$282K
Median Sales Price	\$270K	\$249K	\$364K	\$346K	\$283K	\$310K	\$319K	\$295K	\$313K	\$284K	\$390K	\$318K	\$310K
Med Sales Price as a % of Med Est Value	104%	97%	116%	125%	101%	102%	104%	100%	104%	111%	107%	105%	110%