

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	22	-18.2%	342	303	+12.9%
New Listing Volume	\$5,493,099	\$7,024,600	-21.8%	\$129,591,961	\$108,664,855	+19.3%
Active Listing Count	41	48	-14.6%	N/A	N/A	
Active Listing Volume	\$19,290,071	\$22,466,300	-14.1%	N/A	N/A	
Average Listing Price	\$470,490	\$468,048	+0.5%	\$433,739	\$431,559	+0.5%
Median Listing Price	\$339,900	\$379,000	-10.3%	\$358,863	\$336,026	+6.8%
Median Days in RPR	58	104.5	-44.5%	55.01	72.06	-23.7%
Months of Inventory	1.4	3.7	-61.7%	2.4	2.4	-1.5%
Absorption Rate	70.73%	27.08%	+43.6%	42.31%	41.69%	+0.6%
Sales Activity Charts Metrics						
New Pending Sales Count	27	29	-6.9%	346	272	+27.2%
New Pending Sales Volume	\$9,124,895	\$10,245,755	-10.9%	\$127,427,345	\$92,437,755	+37.9%
Pending Sales Count	49	44	+11.4%	N/A	N/A	
Pending Sales Volume	\$17,090,595	\$16,662,755	+2.6%	N/A	N/A	
Closed Sales Count	24	26	-7.7%	284	231	+22.9%
Closed Sales Volume	\$8,617,540	\$9,620,516	-10.4%	\$102,184,819	\$74,801,452	+36.6%
Average Sales Price	\$359,064	\$370,020	-3%	\$359,806	\$323,816	+11.1%
Median Sales Price	\$311,250	\$316,250	-1.6%	\$314,291	\$291,384	+7.9%

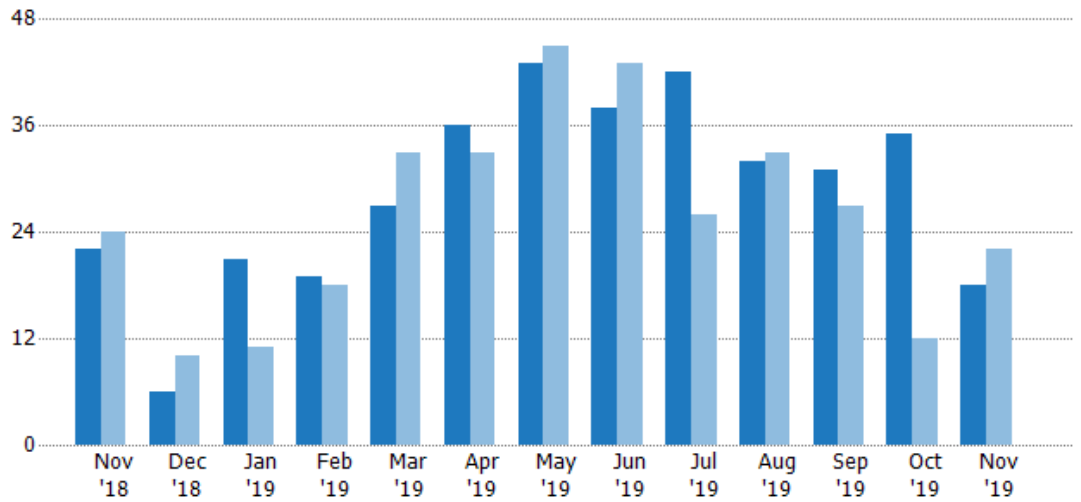
New Listings

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.
Nov '19	18	-18.2%
Nov '18	22	-8.3%
Nov '17	24	-50%



Current Year	22	6	21	19	27	36	43	38	42	32	31	35	18
Prior Year	24	10	11	18	33	33	45	43	26	33	27	12	22
Percent Change from Prior Year	-8%	-40%	91%	6%	-18%	9%	-4%	-12%	62%	-3%	15%	192%	-18%

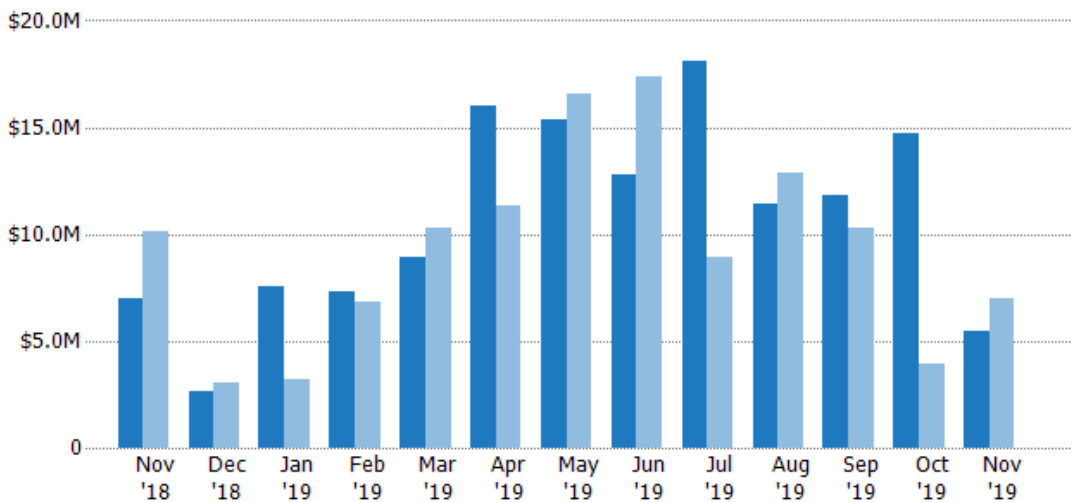
New Listing Volume

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.
Nov '19	\$5.49M	-21.8%
Nov '18	\$7.02M	-30.6%
Nov '17	\$10.1M	-58.6%



Current Year	\$7.02M	\$2.67M	\$7.56M	\$7.32M	\$8.92M	\$16M	\$15.4M	\$12.8M	\$18.1M	\$11.4M	\$11.8M	\$14.7M	\$5.49M
Prior Year	\$10.1M	\$3.05M	\$3.2M	\$6.87M	\$10.3M	\$11.3M	\$16.6M	\$17.4M	\$8.91M	\$12.8M	\$10.3M	\$3.92M	\$7.02M
Percent Change from Prior Year	-31%	-12%	136%	7%	-13%	41%	-7%	-26%	104%	-11%	14%	276%	-22%

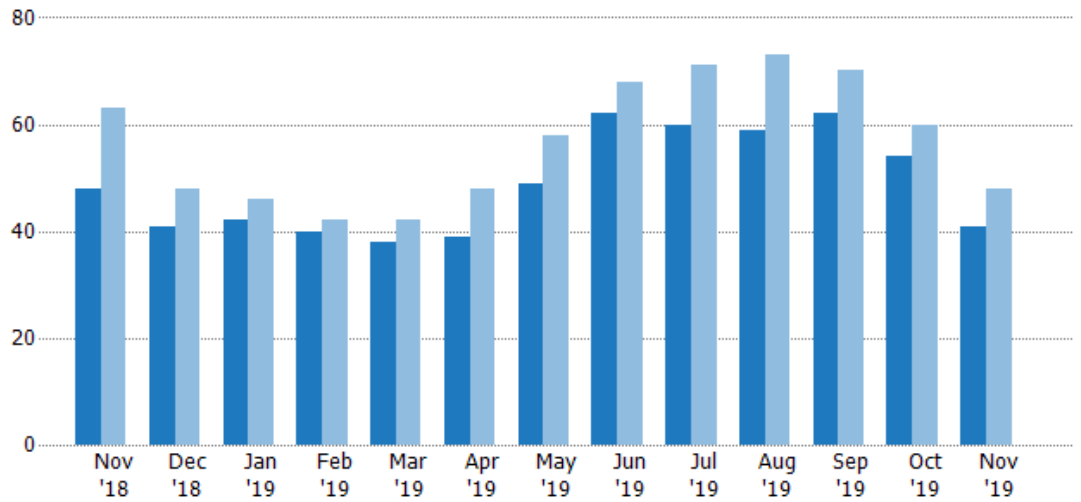
Active Listings

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.
Nov '19	41	-14.6%
Nov '18	48	-23.8%
Nov '17	63	-39.7%



Current Year	48	41	42	40	38	39	49	62	60	59	62	54	41
Prior Year	63	48	46	42	42	48	58	68	71	73	70	60	48
Percent Change from Prior Year	-24%	-15%	-9%	-5%	-10%	-19%	-16%	-9%	-15%	-19%	-11%	-10%	-15%

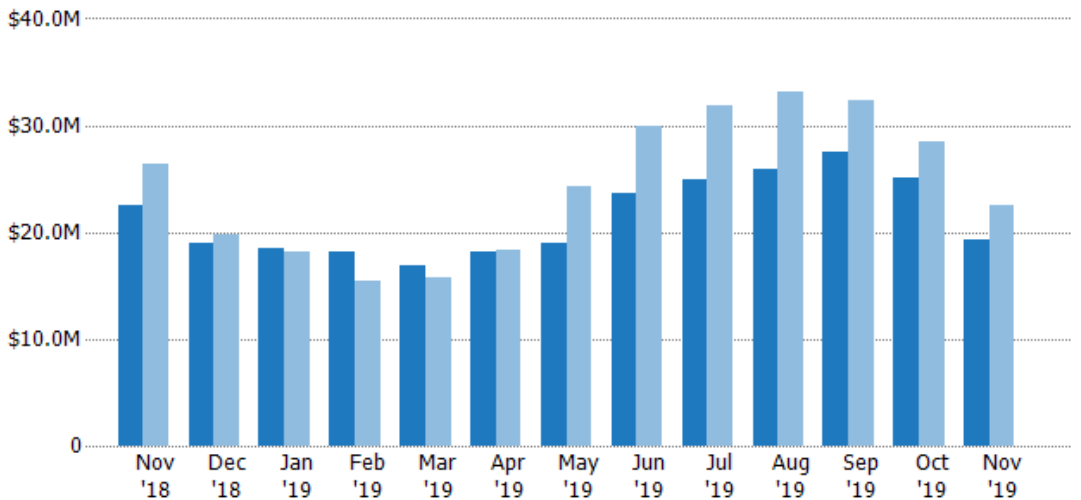
Active Listing Volume

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.
Nov '19	\$19.3M	-14.1%
Nov '18	\$22.5M	-14.6%
Nov '17	\$26.3M	-38.9%



Current Year	\$22.5M	\$18.9M	\$18.5M	\$18.1M	\$16.9M	\$18.1M	\$19M	\$23.6M	\$25M	\$25.9M	\$27.5M	\$25M	\$19.3M
Prior Year	\$26.3M	\$19.8M	\$18.2M	\$15.4M	\$15.7M	\$18.4M	\$24.2M	\$29.9M	\$31.8M	\$33.1M	\$32.4M	\$28.5M	\$22.5M
Percent Change from Prior Year	-15%	-4%	2%	18%	7%	-2%	-22%	-21%	-21%	-22%	-15%	-12%	-14%

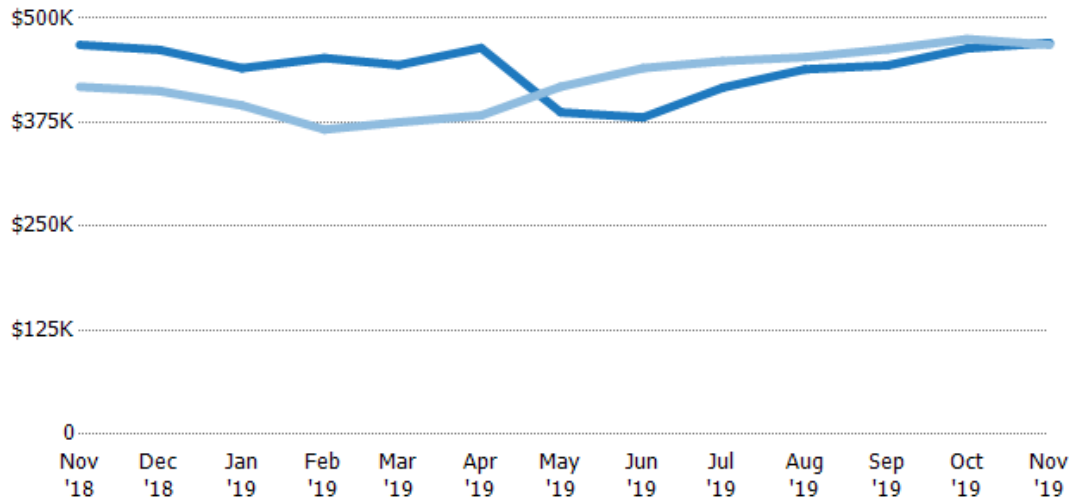
Average Listing Price

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.
Nov '19	\$470K	0.5%
Nov '18	\$468K	12.1%
Nov '17	\$418K	1.3%



Current Year	\$468K	\$462K	\$440K	\$452K	\$444K	\$464K	\$387K	\$381K	\$417K	\$439K	\$443K	\$464K	\$470K
Prior Year	\$418K	\$413K	\$395K	\$366K	\$375K	\$383K	\$418K	\$440K	\$448K	\$453K	\$463K	\$475K	\$468K
Percent Change from Prior Year	12%	12%	11%	23%	18%	21%	-7%	-13%	-7%	-3%	-4%	-2%	1%

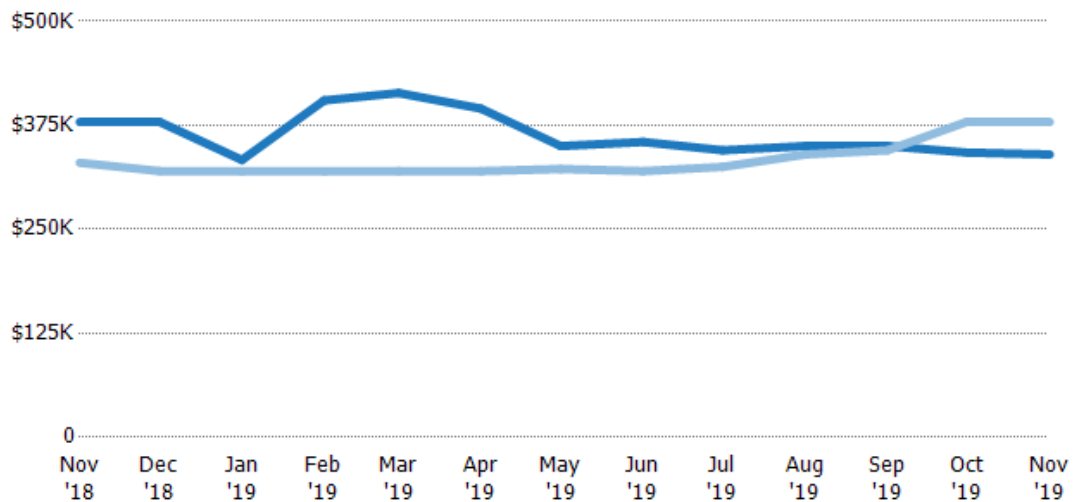
Median Listing Price

The median listing price of active residential listings at the end of 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	Price	% Chg.
Nov '19	\$340K	-10.3%
Nov '18	\$379K	14.9%
Nov '17	\$330K	10.6%



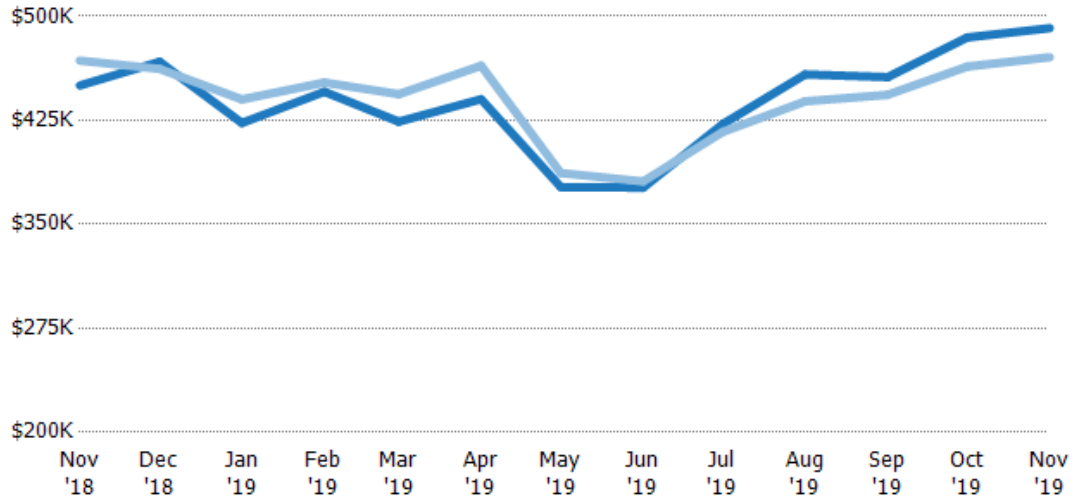
Current Year	\$379K	\$379K	\$333K	\$405K	\$414K	\$395K	\$350K	\$355K	\$345K	\$350K	\$350K	\$342K	\$340K
Prior Year	\$330K	\$320K	\$319K	\$319K	\$320K	\$320K	\$322K	\$320K	\$325K	\$340K	\$345K	\$379K	\$379K
Percent Change from Prior Year	15%	18%	4%	27%	29%	23%	9%	11%	6%	3%	1%	-10%	-10%

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



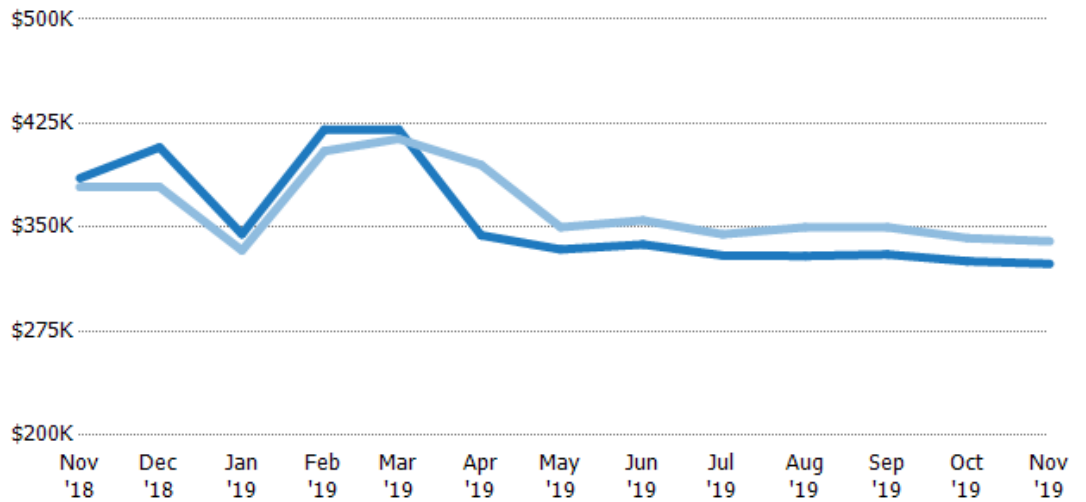
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$450K	\$467K	\$423K	\$446K	\$424K	\$440K	\$377K	\$376K	\$422K	\$458K	\$456K	\$485K	\$491K
Avg Listing Price	\$468K	\$462K	\$440K	\$452K	\$444K	\$464K	\$387K	\$381K	\$417K	\$439K	\$443K	\$464K	\$470K
Avg Listing Price as a % of Avg Est Value	104%	99%	104%	101%	105%	105%	103%	101%	99%	96%	97%	96%	96%

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,
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05404, Burlington, VT 05406,
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Family Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$385K	\$408K	\$345K	\$420K	\$420K	\$344K	\$334K	\$338K	\$330K	\$329K	\$330K	\$326K	\$324K
Median Listing Price	\$379K	\$379K	\$333K	\$405K	\$414K	\$395K	\$350K	\$355K	\$345K	\$350K	\$350K	\$342K	\$340K
Med Listing Price as a % of Med Est Value	98%	93%	97%	96%	98%	115%	105%	105%	105%	106%	106%	105%	105%

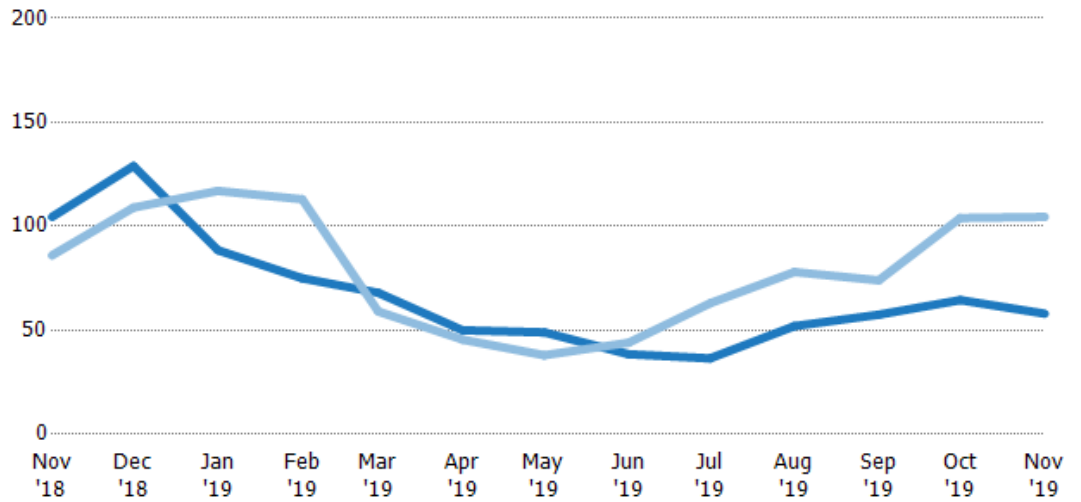
Median Days in RPR

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

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

Month/ Year	Days	% Chg.
Nov '19	58	-44.5%
Nov '18	105	21.5%
Nov '17	86	39.5%



Current Year	105	129	88.5	75	68	50	49	38.5	36.5	52	57.5	64.5	58
Prior Year	86	109	117	113	59	45.5	38	44	63	78	74	104	105
Percent Change from Prior Year	22%	18%	-24%	-34%	15%	10%	29%	-13%	-42%	-33%	-22%	-38%	-44%

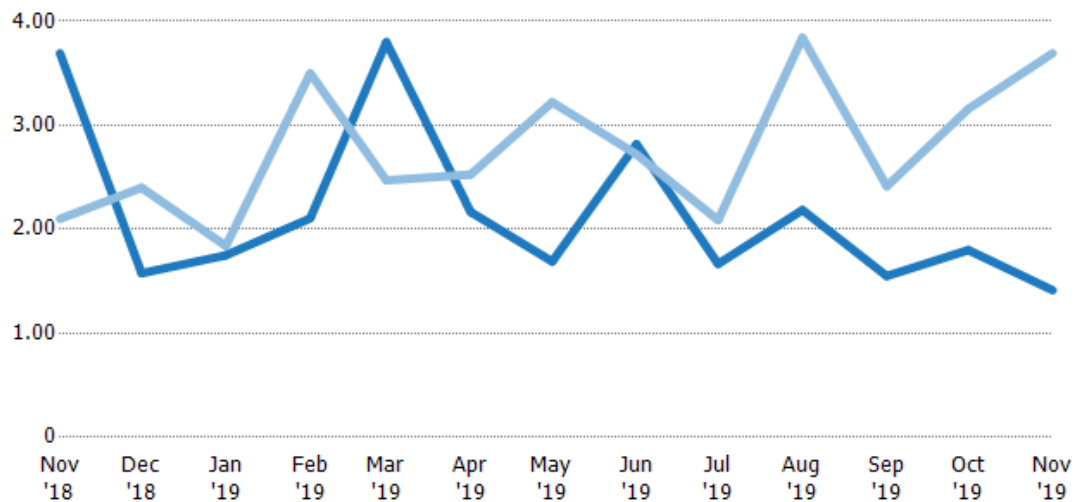
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Nov '19	1.41	-61.7%
Nov '18	3.69	75.8%
Nov '17	2.1	-17.8%



Current Year	3.69	1.58	1.75	2.11	3.8	2.17	1.69	2.82	1.67	2.19	1.55	1.8	1.41
Prior Year	2.1	2.4	1.84	3.5	2.47	2.53	3.22	2.72	2.09	3.84	2.41	3.16	3.69
Percent Change from Prior Year	76%	-34%	-5%	-40%	54%	-14%	-48%	4%	-20%	-43%	-36%	-43%	-62%

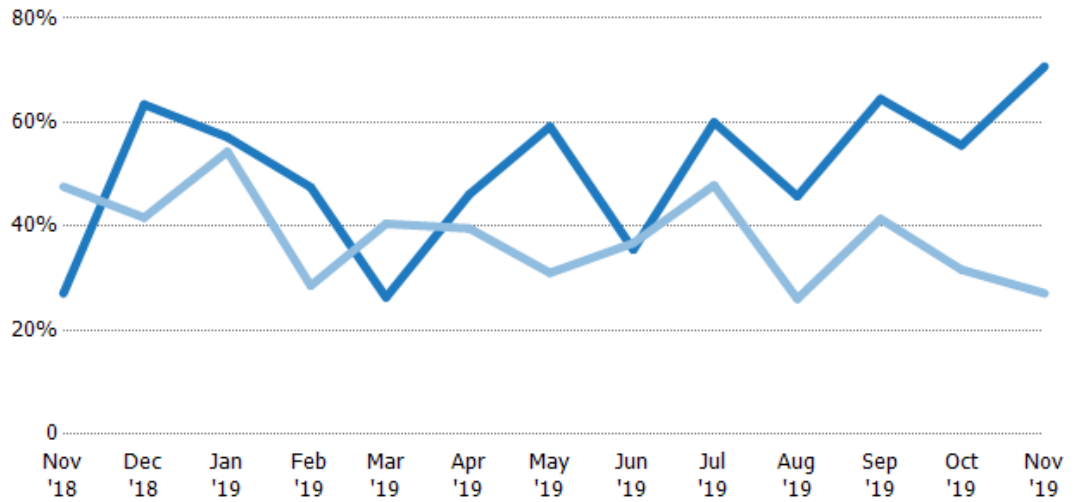
Absorption Rate

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.
Nov '19	71%	-43.7%
Nov '18	27%	20.5%
Nov '17	48%	21.6%



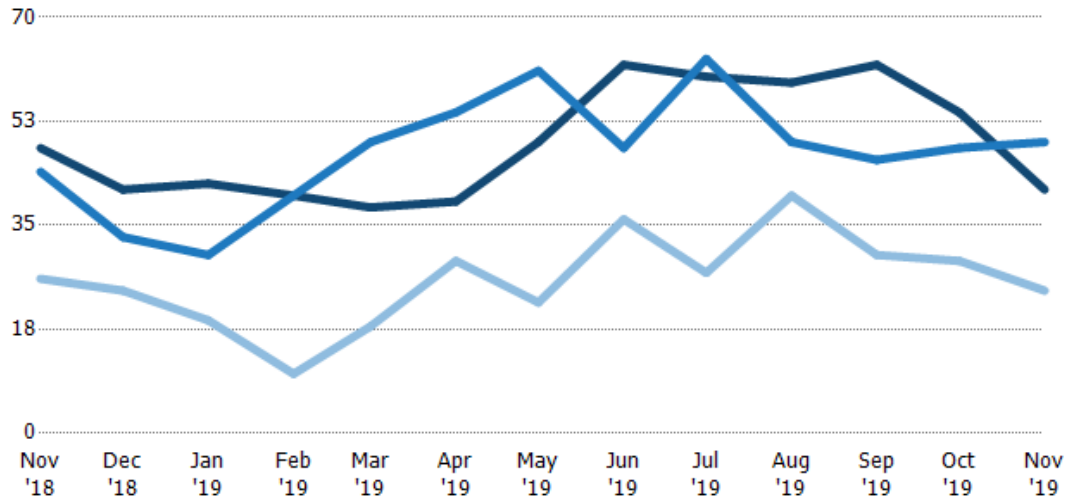
Current Year	27%	63%	57%	48%	26%	46%	59%	35%	60%	46%	65%	56%	71%
Prior Year	48%	42%	54%	29%	40%	40%	31%	37%	48%	26%	41%	32%	27%
Change from Prior Year	21%	-22%	-3%	-19%	14%	-7%	-28%	1%	-12%	-20%	-23%	-24%	-44%

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



Active	48	41	42	40	38	39	49	62	60	59	62	54	41
Pending	44	33	30	40	49	54	61	48	63	49	46	48	49
Sold	26	24	19	10	18	29	22	36	27	40	30	29	24

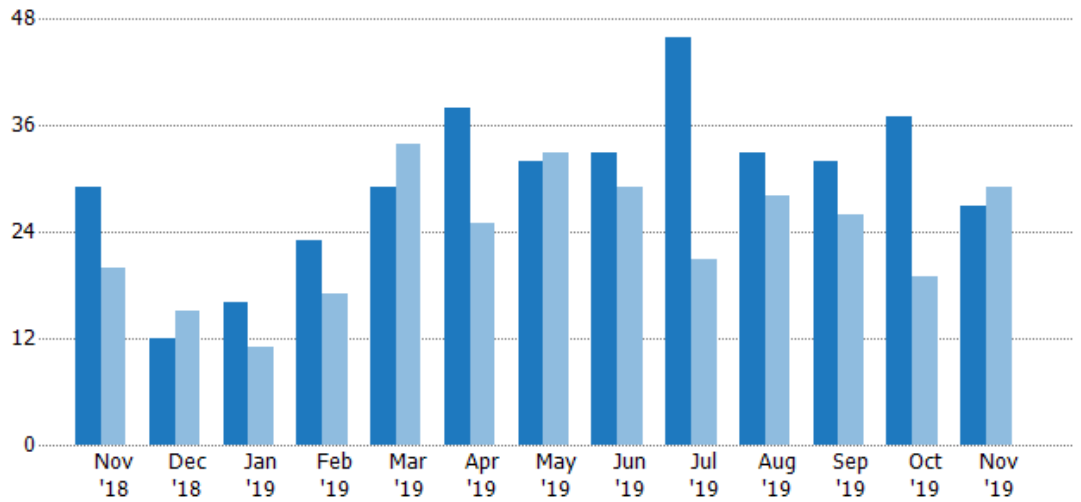
New Pending Sales

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.
Nov '19	27	-6.9%
Nov '18	29	45%
Nov '17	20	-20%



Current Year	29	12	16	23	29	38	32	33	46	33	32	37	27
Prior Year	20	15	11	17	34	25	33	29	21	28	26	19	29
Percent Change from Prior Year	45%	-20%	45%	35%	-15%	52%	-3%	14%	119%	18%	23%	95%	-7%

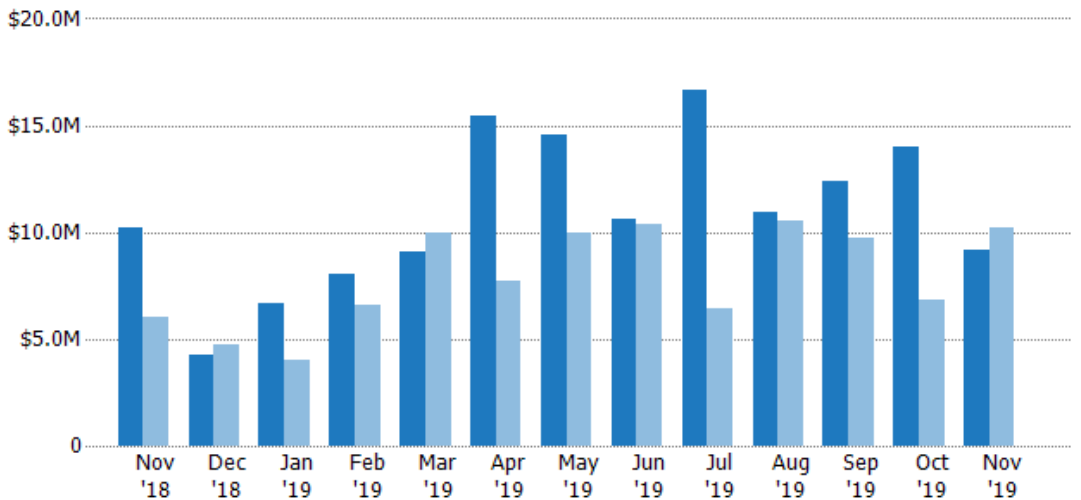
New Pending Sales Volume

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.
Nov '19	\$9.12M	-10.9%
Nov '18	\$10.2M	69%
Nov '17	\$6.06M	-23.9%



Current Year	\$10.2M	\$4.27M	\$6.64M	\$8M	\$9.08M	\$15.4M	\$14.6M	\$10.6M	\$16.6M	\$10.9M	\$12.4M	\$14M	\$9.12M
Prior Year	\$6.06M	\$4.74M	\$4.03M	\$6.62M	\$9.96M	\$7.69M	\$10M	\$10.4M	\$6.39M	\$10.6M	\$9.73M	\$6.86M	\$10.2M
Percent Change from Prior Year	69%	-10%	65%	21%	-9%	100%	46%	3%	160%	3%	28%	104%	-11%

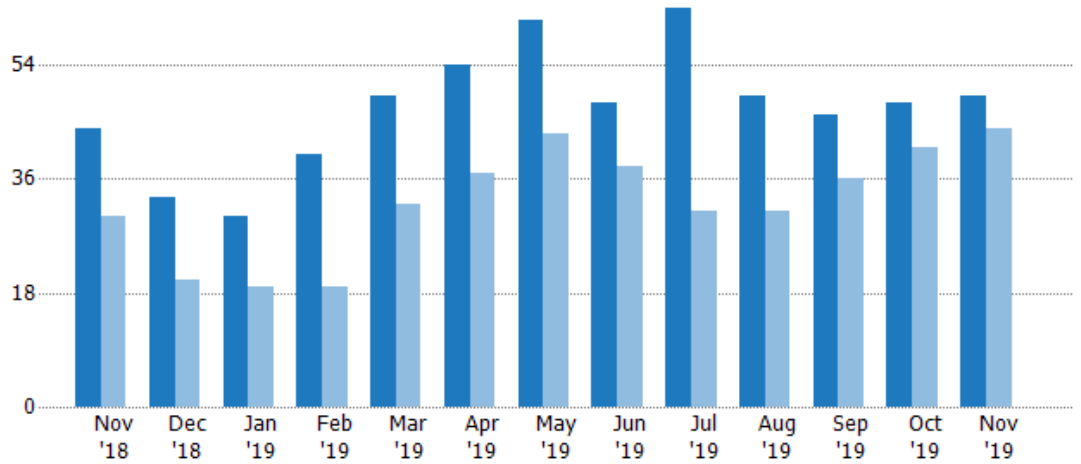
Pending Sales

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.
Nov '19	49	11.4%
Nov '18	44	46.7%
Nov '17	30	3.3%



Current Year	44	33	30	40	49	54	61	48	63	49	46	48	49
Prior Year	30	20	19	19	32	37	43	38	31	31	36	41	44
Percent Change from Prior Year	47%	65%	58%	111%	53%	46%	42%	26%	103%	58%	28%	17%	11%

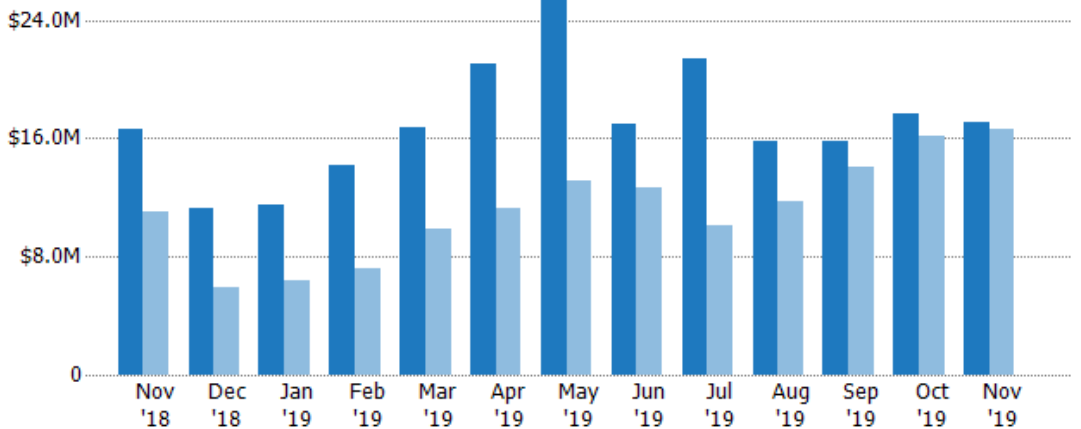
Pending Sales Volume

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.
Nov '19	\$17.1M	2.6%
Nov '18	\$16.7M	50.5%
Nov '17	\$11.1M	-9.2%



Current Year	\$16.7M	\$11.3M	\$11.5M	\$14.2M	\$16.8M	\$21.1M	\$25.7M	\$17M	\$21.4M	\$15.8M	\$15.8M	\$17.6M	\$17.1M
Prior Year	\$11.1M	\$5.86M	\$6.42M	\$7.16M	\$9.92M	\$11.3M	\$13.1M	\$12.7M	\$10.1M	\$11.7M	\$14.1M	\$16.2M	\$16.7M
Percent Change from Prior Year	51%	92%	80%	98%	69%	87%	95%	33%	111%	34%	12%	9%	3%

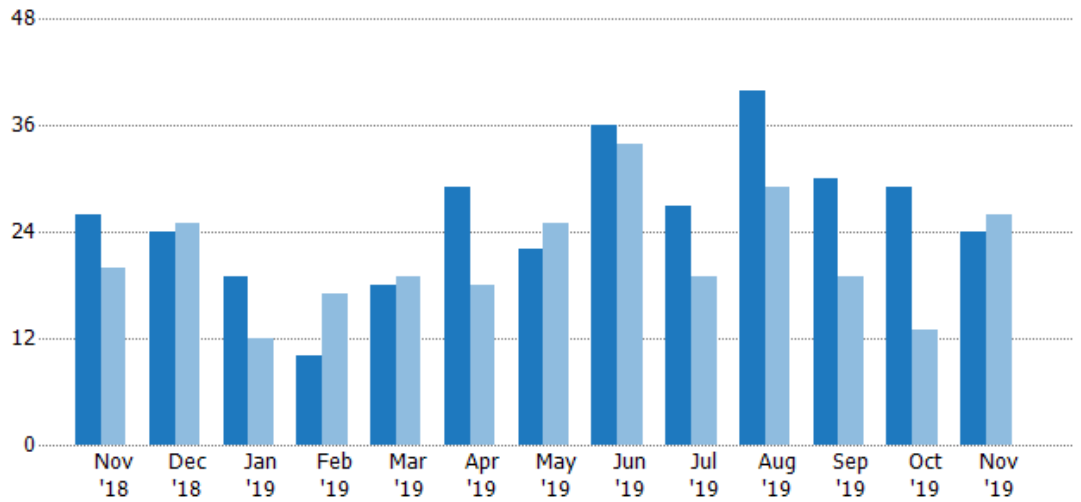
Closed Sales

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.
Nov '19	24	-7.7%
Nov '18	26	30%
Nov '17	20	40%



Current Year	26	24	19	10	18	29	22	36	27	40	30	29	24
Prior Year	20	25	12	17	19	18	25	34	19	29	19	13	26
Percent Change from Prior Year	30%	-4%	58%	-41%	-5%	61%	-12%	6%	42%	38%	58%	123%	-8%

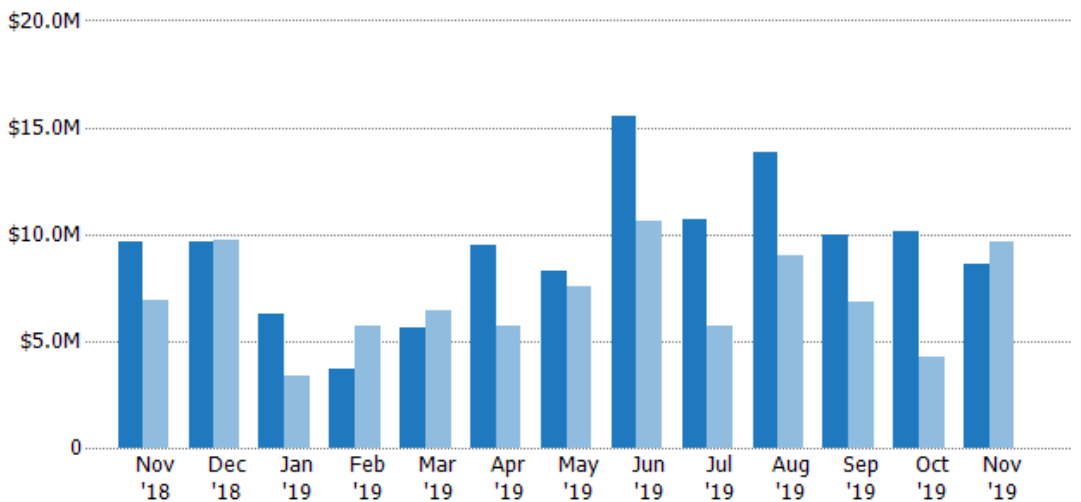
Closed Sales Volume

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.
Nov '19	\$8.62M	-10.4%
Nov '18	\$9.62M	39.5%
Nov '17	\$6.9M	46.3%



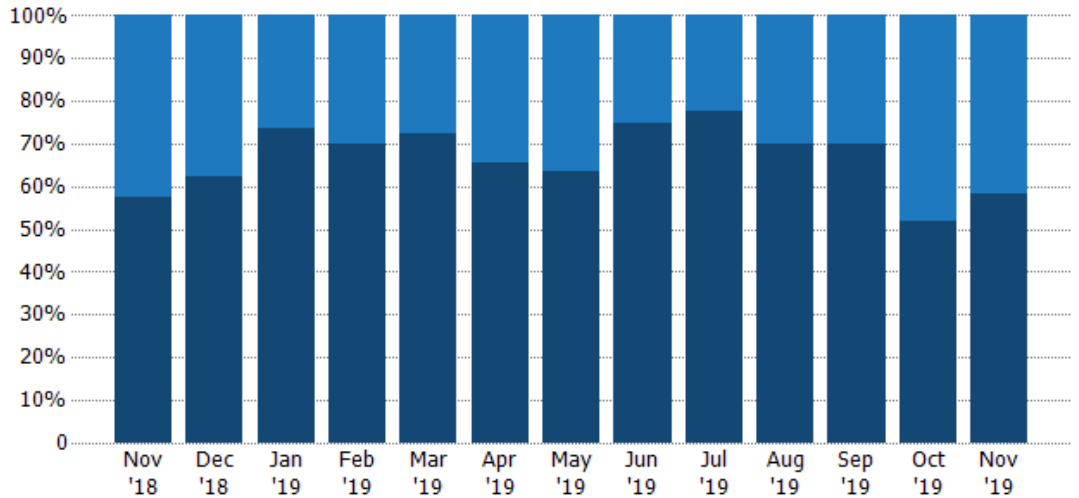
Current Year	\$9.62M	\$9.65M	\$6.23M	\$3.7M	\$5.63M	\$9.51M	\$8.27M	\$15.6M	\$10.7M	\$13.8M	\$10M	\$10.1M	\$8.62M
Prior Year	\$6.9M	\$9.7M	\$3.39M	\$5.67M	\$6.42M	\$5.67M	\$7.57M	\$10.6M	\$5.72M	\$9.02M	\$6.85M	\$4.23M	\$9.62M
Percent Change from Prior Year	40%	-1%	84%	-35%	-12%	68%	9%	46%	88%	53%	46%	140%	-10%

Closed Sales by Property Type

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

Filters Used

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



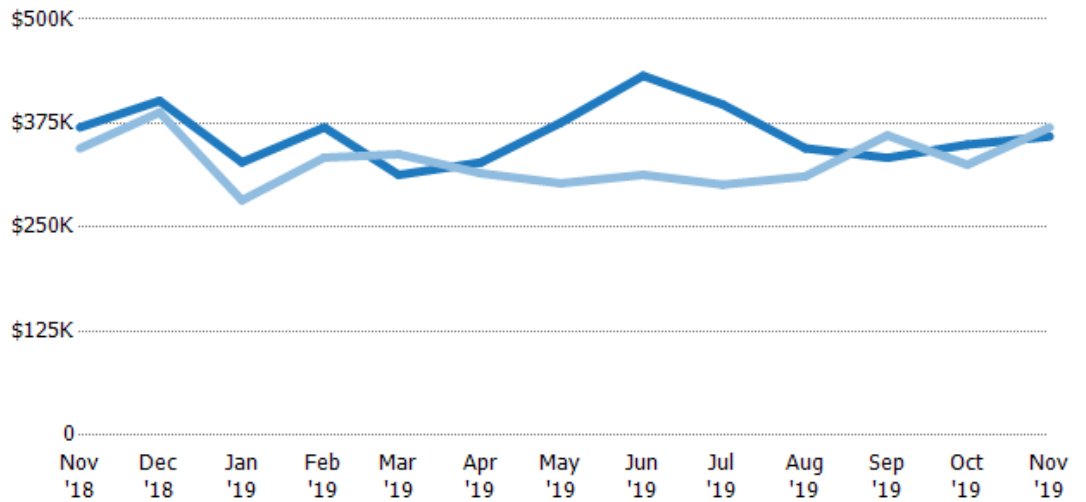
Condo/Townhouse	42%	38%	26%	30%	28%	34%	36%	25%	22%	30%	30%	48%	42%
Single Family Residence	58%	63%	74%	70%	72%	66%	64%	75%	78%	70%	70%	52%	58%

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	\$370K	\$402K	\$328K	\$370K	\$313K	\$328K	\$376K	\$432K	\$398K	\$345K	\$333K	\$349K	\$359K
Prior Year	\$345K	\$388K	\$282K	\$334K	\$338K	\$315K	\$303K	\$313K	\$301K	\$311K	\$360K	\$325K	\$370K
Percent Change from Prior Year	7%	4%	16%	11%	-7%	4%	24%	38%	32%	11%	-8%	7%	-3%

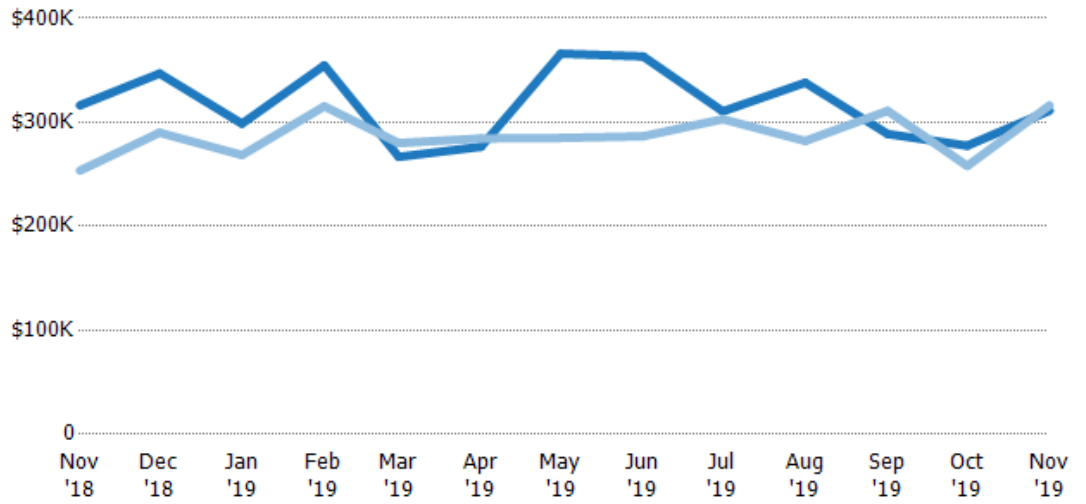
Median Sales Price

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.
Nov '19	\$311K	-1.6%
Nov '18	\$316K	24.8%
Nov '17	\$254K	7%



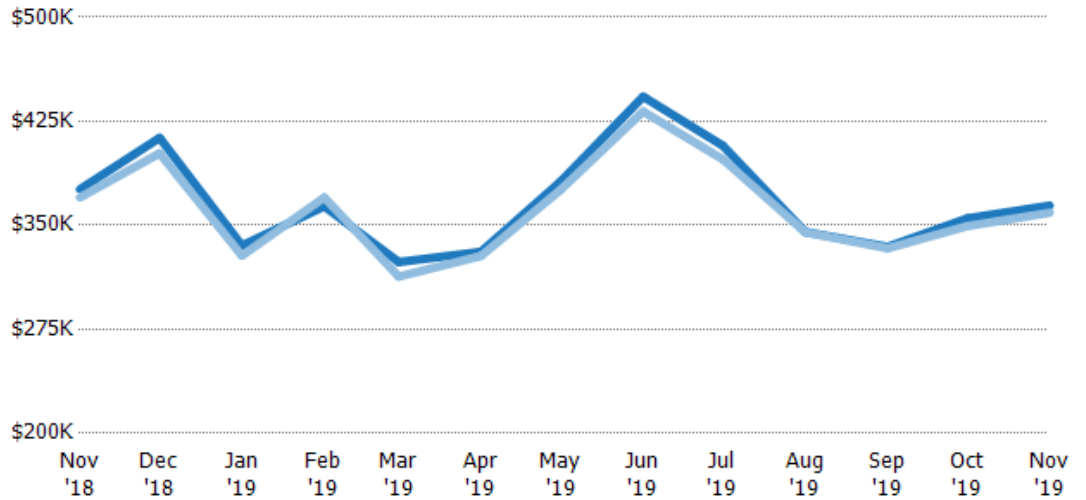
Current Year	\$316K	\$347K	\$299K	\$355K	\$267K	\$277K	\$366K	\$363K	\$311K	\$338K	\$289K	\$278K	\$311K
Prior Year	\$254K	\$290K	\$269K	\$315K	\$280K	\$285K	\$285K	\$287K	\$303K	\$282K	\$311K	\$258K	\$316K
Percent Change from Prior Year	25%	20%	11%	13%	-5%	-3%	28%	27%	2%	20%	-7%	8%	-2%

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



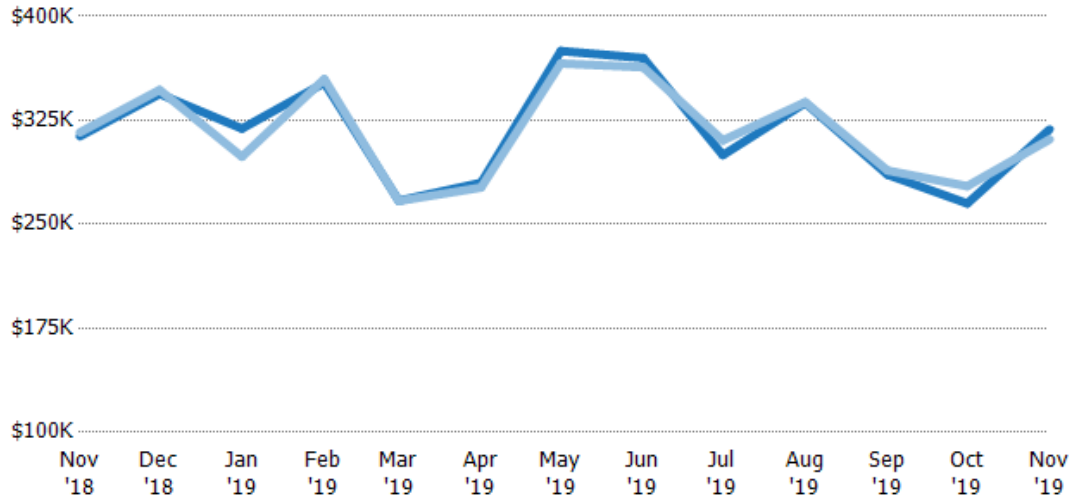
Avg List Price	\$376K	\$413K	\$335K	\$364K	\$323K	\$331K	\$382K	\$443K	\$407K	\$345K	\$334K	\$355K	\$364K
Avg Sales Price	\$370K	\$402K	\$328K	\$370K	\$313K	\$328K	\$376K	\$432K	\$398K	\$345K	\$333K	\$349K	\$359K
Avg Sales Price as a % of Avg List Price	98%	97%	98%	102%	97%	99%	98%	98%	98%	100%	100%	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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



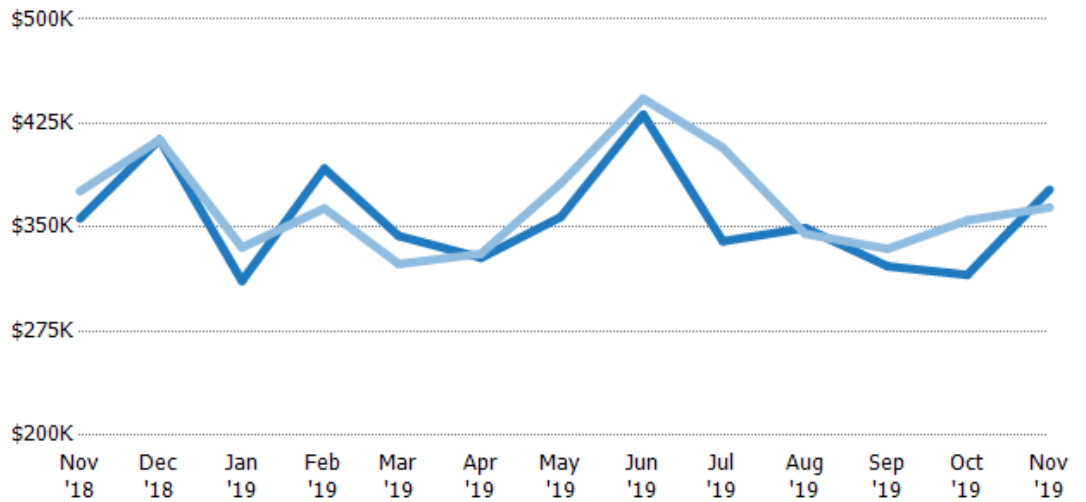
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$314K	\$344K	\$319K	\$352K	\$267K	\$280K	\$375K	\$370K	\$300K	\$338K	\$286K	\$265K	\$319K
Median Sales Price	\$316K	\$347K	\$299K	\$355K	\$267K	\$277K	\$366K	\$363K	\$311K	\$338K	\$289K	\$278K	\$311K
Med Sales Price as a % of Med List Price	101%	101%	94%	101%	100%	99%	98%	98%	104%	100%	101%	105%	98%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

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



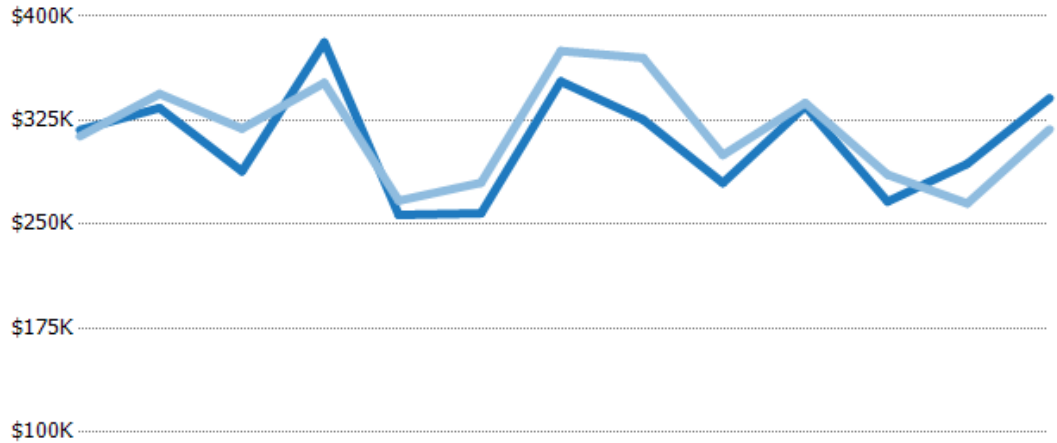
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$356K	\$413K	\$311K	\$392K	\$344K	\$328K	\$357K	\$431K	\$340K	\$350K	\$322K	\$316K	\$377K
Avg Sales Price	\$376K	\$413K	\$335K	\$364K	\$323K	\$331K	\$382K	\$443K	\$407K	\$345K	\$334K	\$355K	\$364K
Avg Sales Price as a % of Avg Est Value	106%	100%	108%	93%	94%	101%	107%	103%	120%	99%	104%	112%	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 05401,
 Burlington, VT 05402, Winooski, VT
 05404, Burlington, VT 05406,
 Burlington, VT 05408
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$318K	\$334K	\$288K	\$381K	\$257K	\$258K	\$353K	\$325K	\$280K	\$335K	\$266K	\$294K	\$341K
Median Sales Price	\$314K	\$344K	\$319K	\$352K	\$267K	\$280K	\$375K	\$370K	\$300K	\$338K	\$286K	\$265K	\$319K
Med Sales Price as a % of Med Est Value	99%	103%	111%	92%	104%	109%	106%	114%	107%	101%	107%	90%	93%