

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	29	20	+45%	250	217	+15.2%
New Listing Volume	\$11,188,600	\$8,241,200	+35.8%	\$98,422,062	\$82,877,155	+18.8%
Active Listing Count	53	57	-7%	N/A	N/A	
Active Listing Volume	\$25,077,262	\$28,381,255	-11.6%	N/A	N/A	
Average Listing Price	\$473,156	\$497,917	-5%	\$448,767	\$456,145	-1.6%
Median Listing Price	\$359,900	\$379,000	-5%	\$379,170	\$369,169	+2.7%
Median Days in RPR	53	87	-39.1%	51.96	60.85	-14.6%
Months of Inventory	1.7	2.5	-33.2%	2.5	2.4	+6.9%
Absorption Rate	60.38%	40.35%	+20%	39.49%	42.22%	-2.7%
Sales Activity Charts Metrics						
New Pending Sales Count	28	22	+27.3%	241	180	+33.9%
New Pending Sales Volume	\$11,318,800	\$8,710,300	+29.9%	\$92,629,850	\$62,969,100	+47.1%
Pending Sales Count	41	30	+36.7%	N/A	N/A	
Pending Sales Volume	\$14,464,900	\$12,474,300	+16%	N/A	N/A	
Closed Sales Count	27	15	+80%	192	154	+24.7%
Closed Sales Volume	\$9,210,800	\$5,692,995	+61.8%	\$72,356,866	\$50,320,596	+43.8%
Average Sales Price	\$341,141	\$379,533	-10.1%	\$376,859	\$326,757	+15.3%
Median Sales Price	\$295,000	\$372,900	-20.9%	\$337,728	\$303,960	+11.1%

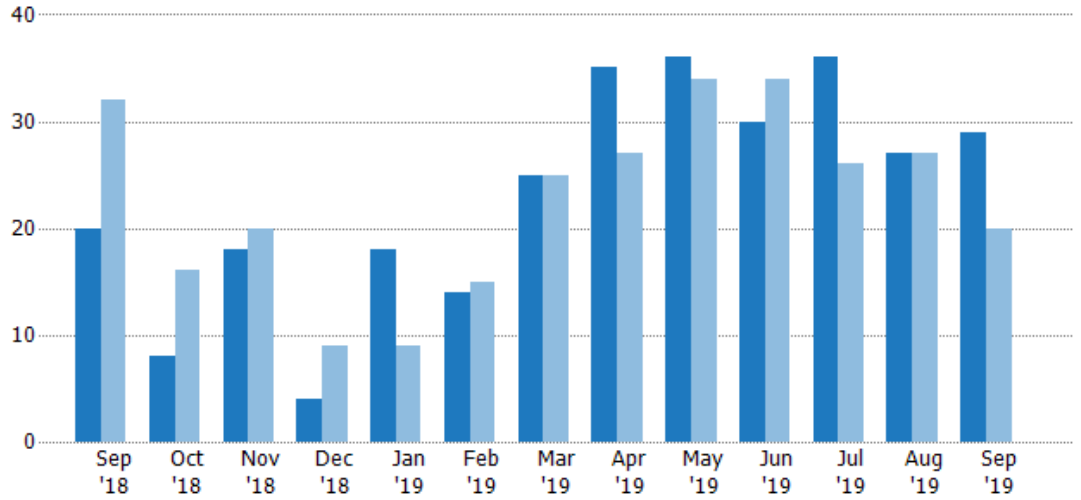
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	29	45%
Sep '18	20	-37.5%
Sep '17	32	-43.8%



Current Year	20	8	18	4	18	14	25	35	36	30	36	27	29
Prior Year	32	16	20	9	9	15	25	27	34	34	26	27	20
Percent Change from Prior Year	-38%	-50%	-10%	-56%	100%	-7%	0%	30%	6%	-12%	38%	0%	45%

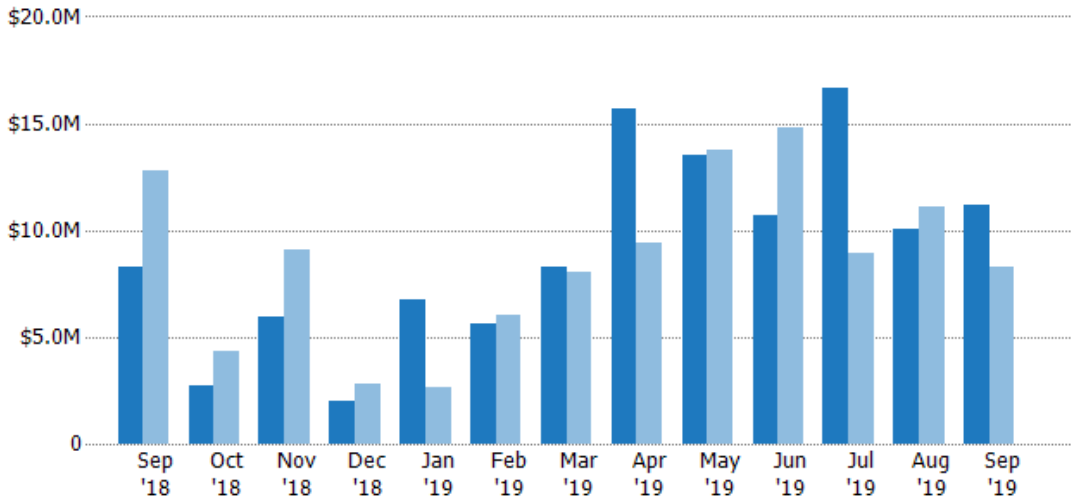
New Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Sep '19	\$11.2M	35.8%
Sep '18	\$8.24M	-35.6%
Sep '17	\$12.8M	-52.4%



Current Year	\$8.24M	\$2.7M	\$5.93M	\$2M	\$6.72M	\$5.59M	\$8.32M	\$15.7M	\$13.5M	\$10.7M	\$16.6M	\$10M	\$11.2M
Prior Year	\$12.8M	\$4.36M	\$9.07M	\$2.77M	\$2.66M	\$6M	\$8.06M	\$9.38M	\$13.8M	\$14.8M	\$8.91M	\$11.1M	\$8.24M
Percent Change from Prior Year	-36%	-38%	-35%	-28%	153%	-7%	3%	68%	-1%	-28%	87%	-9%	36%

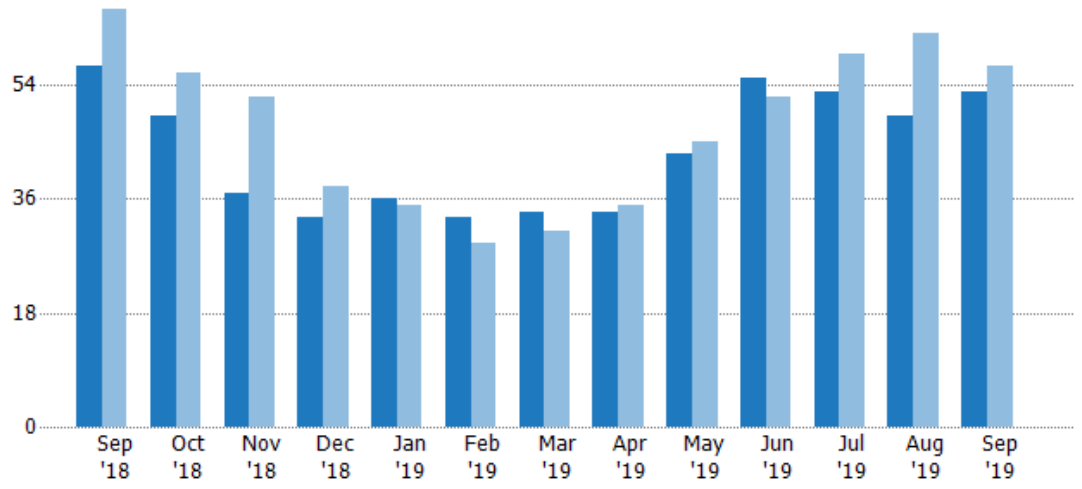
Active Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	53	-7%
Sep '18	57	-13.6%
Sep '17	66	-25.8%



Current Year	57	49	37	33	36	33	34	34	43	55	53	49	53
Prior Year	66	56	52	38	35	29	31	35	45	52	59	62	57
Percent Change from Prior Year	-14%	-13%	-29%	-13%	3%	14%	10%	-3%	-4%	6%	-10%	-21%	-7%

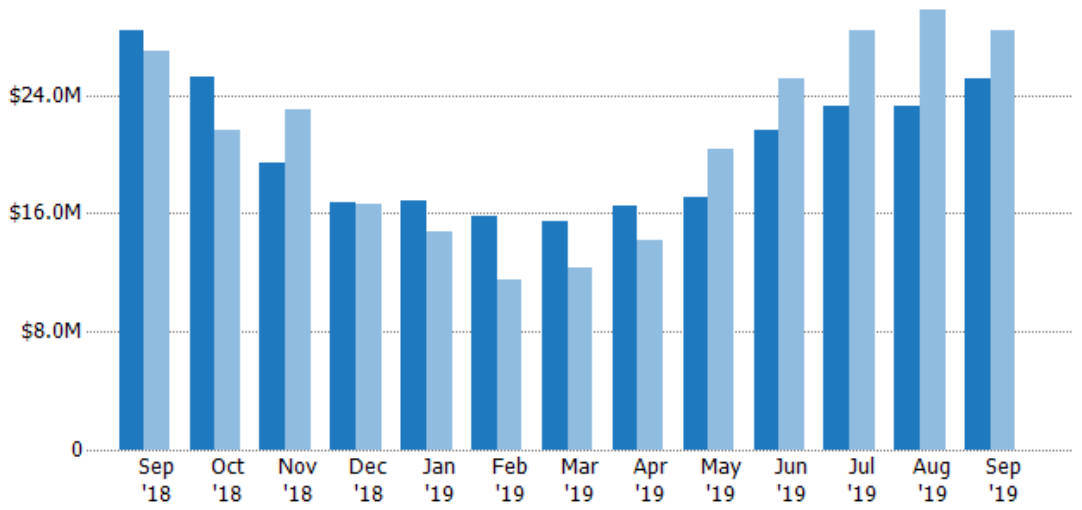
Active Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Sep '19	\$25.1M	-11.6%
Sep '18	\$28.4M	5.1%
Sep '17	\$27M	-19.4%



Current Year	\$28.4M	\$25.3M	\$19.4M	\$16.7M	\$16.9M	\$15.8M	\$15.5M	\$16.5M	\$17.1M	\$21.6M	\$23.3M	\$23.3M	\$25.1M
Prior Year	\$27M	\$21.6M	\$23M	\$16.7M	\$14.8M	\$11.5M	\$12.3M	\$14.2M	\$20.3M	\$25.2M	\$28.3M	\$29.8M	\$28.4M
Percent Change from Prior Year	5%	17%	-16%	0%	14%	38%	26%	16%	-16%	-14%	-18%	-22%	-12%

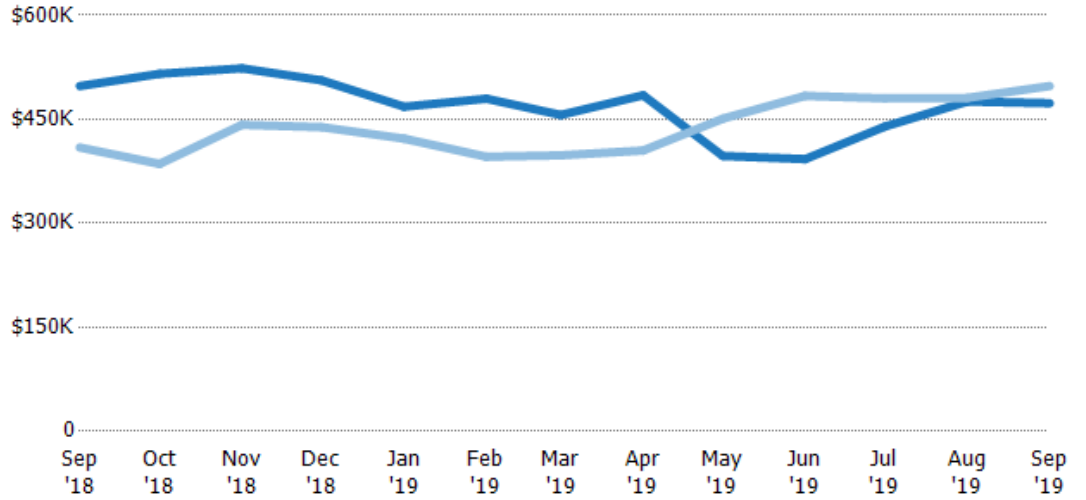
Average Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Sep '19	\$473K	-5%
Sep '18	\$498K	21.7%
Sep '17	\$409K	8.5%



Current Year	\$498K	\$516K	\$524K	\$506K	\$468K	\$480K	\$456K	\$485K	\$397K	\$393K	\$440K	\$476K	\$473K
Prior Year	\$409K	\$386K	\$442K	\$439K	\$422K	\$396K	\$398K	\$405K	\$451K	\$484K	\$480K	\$481K	\$498K
Percent Change from Prior Year	22%	34%	18%	15%	11%	21%	15%	20%	-12%	-19%	-8%	-1%	-5%

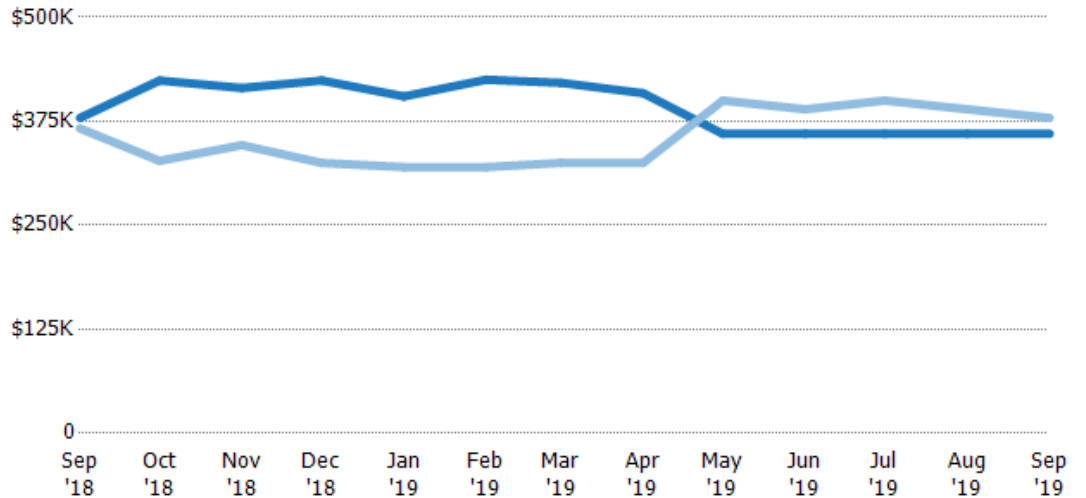
Median Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Sep '19	\$360K	-5%
Sep '18	\$379K	3.4%
Sep '17	\$366K	3.4%



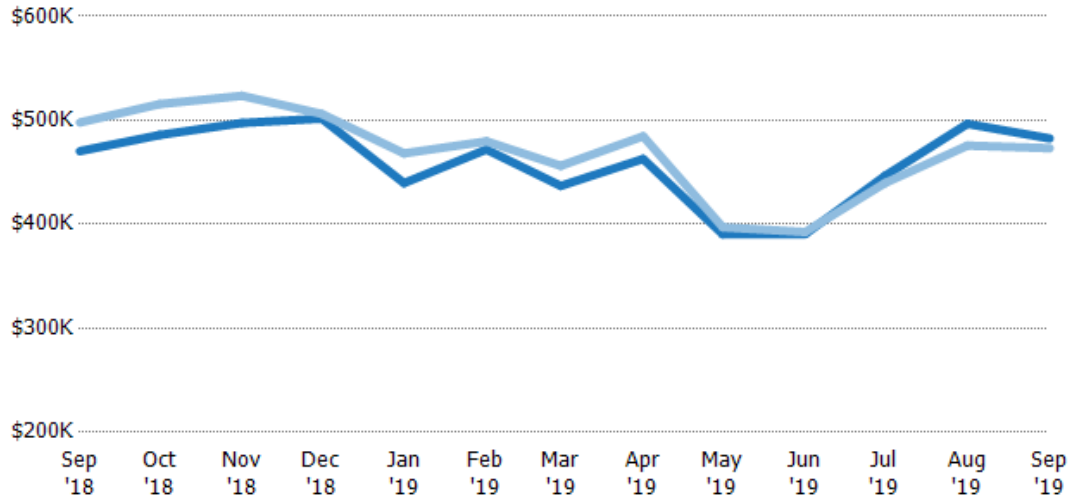
Current Year	\$379K	\$424K	\$415K	\$424K	\$405K	\$425K	\$421K	\$409K	\$360K	\$360K	\$360K	\$360K	\$360K
Prior Year	\$366K	\$327K	\$346K	\$325K	\$320K	\$320K	\$325K	\$325K	\$400K	\$389K	\$400K	\$389K	\$379K
Percent Change from Prior Year	3%	29%	20%	31%	27%	33%	30%	26%	-10%	-8%	-10%	-8%	-5%

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



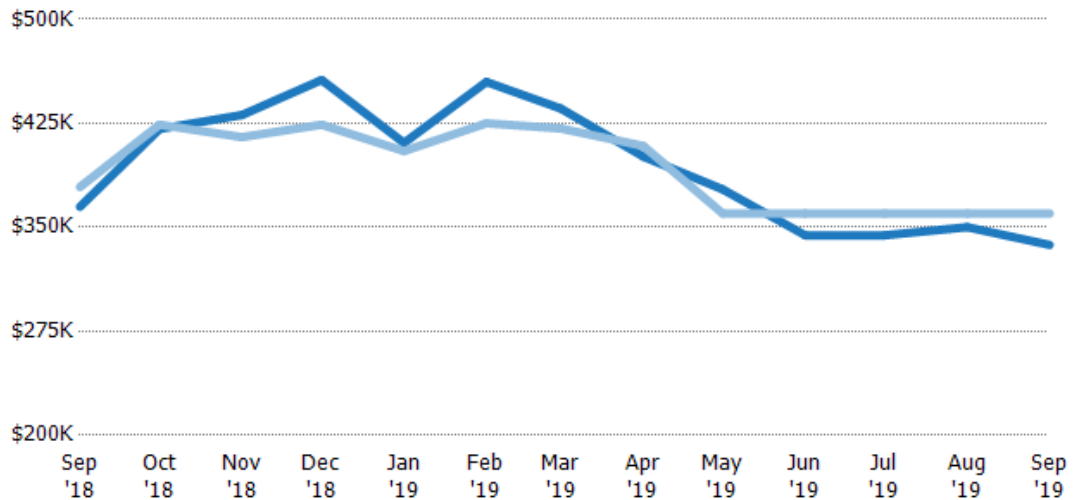
Avg Est Value	\$470K	\$486K	\$497K	\$502K	\$440K	\$472K	\$437K	\$463K	\$390K	\$391K	\$447K	\$497K	\$483K
Avg Listing Price	\$498K	\$516K	\$524K	\$506K	\$468K	\$480K	\$456K	\$485K	\$397K	\$393K	\$440K	\$476K	\$473K
Avg Listing Price as a % of Avg Est Value	106%	106%	105%	101%	106%	102%	104%	105%	102%	100%	98%	96%	98%

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



Median Est Value	\$365K	\$421K	\$431K	\$456K	\$411K	\$455K	\$436K	\$401K	\$377K	\$344K	\$344K	\$350K	\$337K
Median Listing Price	\$379K	\$424K	\$415K	\$424K	\$405K	\$425K	\$421K	\$409K	\$360K	\$360K	\$360K	\$360K	\$360K
Med Listing Price as a % of Med Est Value	104%	101%	96%	93%	99%	93%	97%	102%	95%	105%	105%	103%	107%

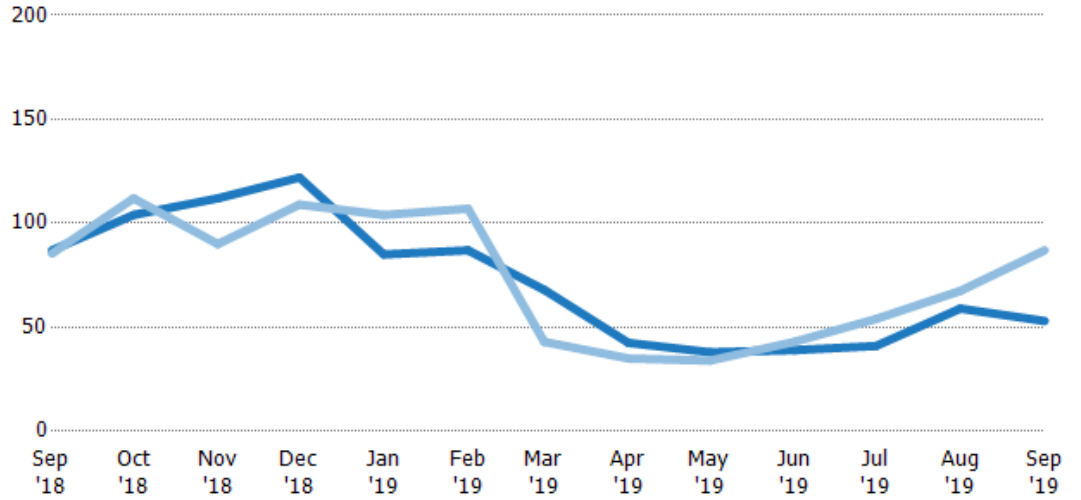
Median Days in RPR

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

Month/ Year	Days	% Chg.
Sep '19	53	-39.1%
Sep '18	87	1.8%
Sep '17	85.5	-7.6%



Current Year	87	104	112	122	85	87	68	42.5	38	39	41	59	53
Prior Year	85.5	112	90	109	104	107	43	35	34	43	54	67.5	87
Percent Change from Prior Year	2%	-7%	24%	12%	-18%	-19%	58%	21%	12%	-9%	-24%	-13%	-39%

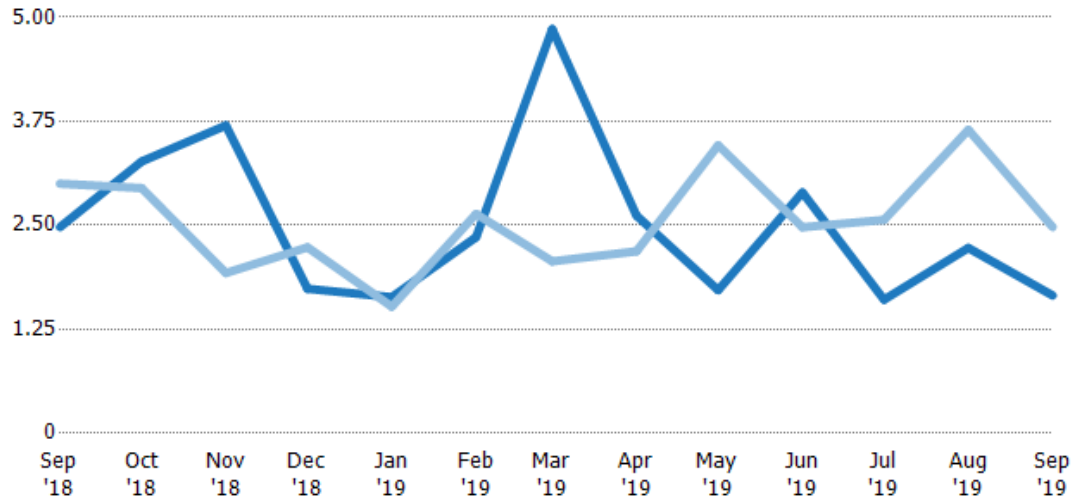
Months of Inventory

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

Month/ Year	Months	% Chg.
Sep '19	1.66	-33.2%
Sep '18	2.48	-17.4%
Sep '17	3	-22.2%



Current Year	2.48	3.27	3.7	1.74	1.64	2.36	4.86	2.62	1.72	2.89	1.61	2.23	1.66
Prior Year	3	2.95	1.93	2.24	1.52	2.64	2.07	2.19	3.46	2.48	2.57	3.65	2.48
Percent Change from Prior Year	-17%	11%	92%	-22%	8%	-11%	135%	20%	-50%	17%	-37%	-39%	-33%

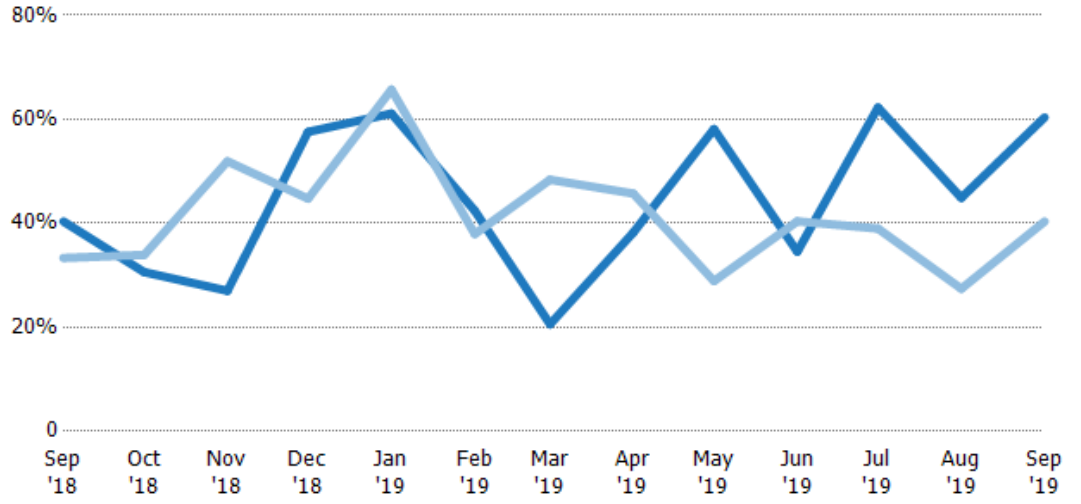
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Sep '19	60%	-20%
Sep '18	40%	-7%
Sep '17	33%	28.6%



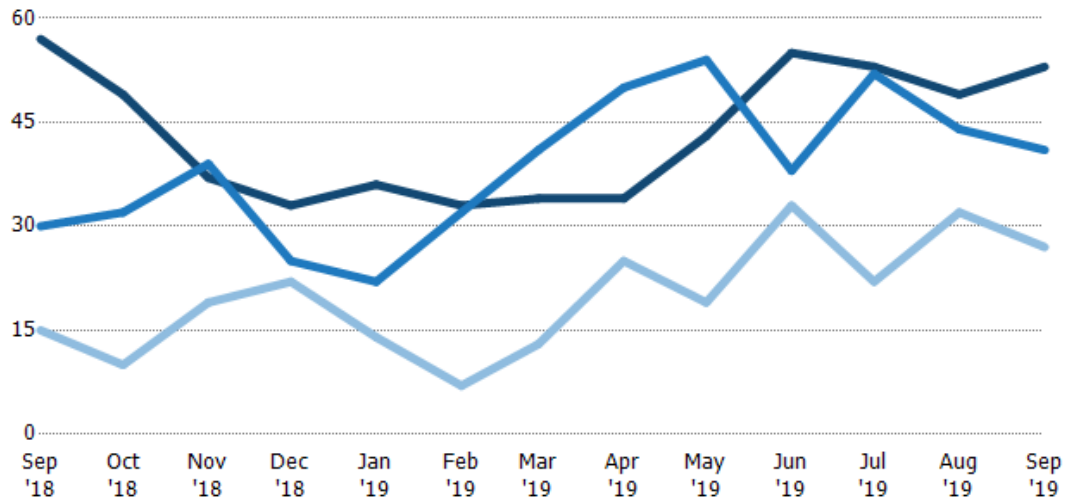
Current Year	40%	31%	27%	58%	61%	42%	21%	38%	58%	35%	62%	45%	60%
Prior Year	33%	34%	52%	45%	66%	38%	48%	46%	29%	40%	39%	27%	40%
Change from Prior Year	-7%	3%	25%	-13%	5%	-4%	28%	7%	-29%	6%	-23%	-17%	-20%

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



Active	57	49	37	33	36	33	34	34	43	55	53	49	53
Pending	30	32	39	25	22	32	41	50	54	38	52	44	41
Sold	15	10	19	22	14	7	13	25	19	33	22	32	27

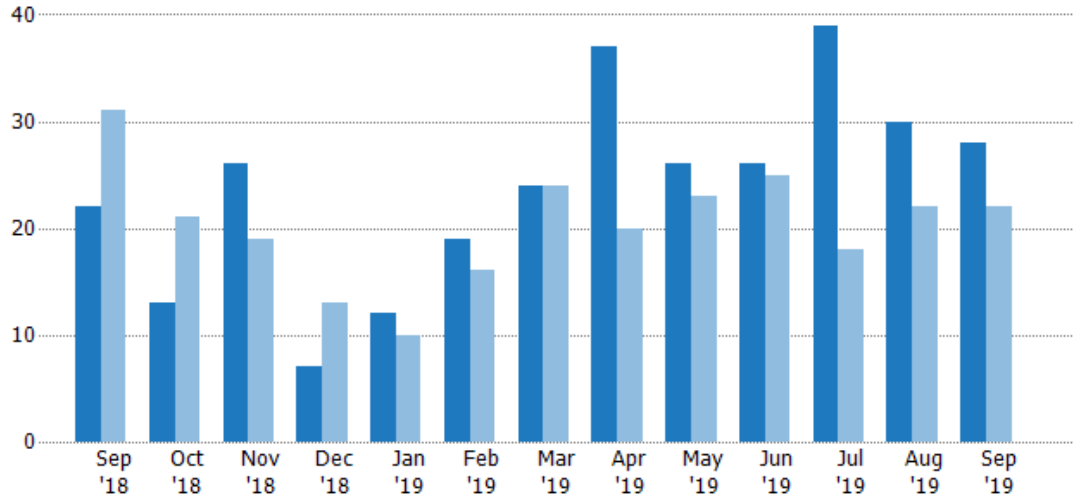
New Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	28	27.3%
Sep '18	22	-29%
Sep '17	31	-35.5%



Current Year	22	13	26	7	12	19	24	37	26	26	39	30	28
Prior Year	31	21	19	13	10	16	24	20	23	25	18	22	22
Percent Change from Prior Year	-29%	-38%	37%	-46%	20%	19%	0%	85%	13%	4%	117%	36%	27%

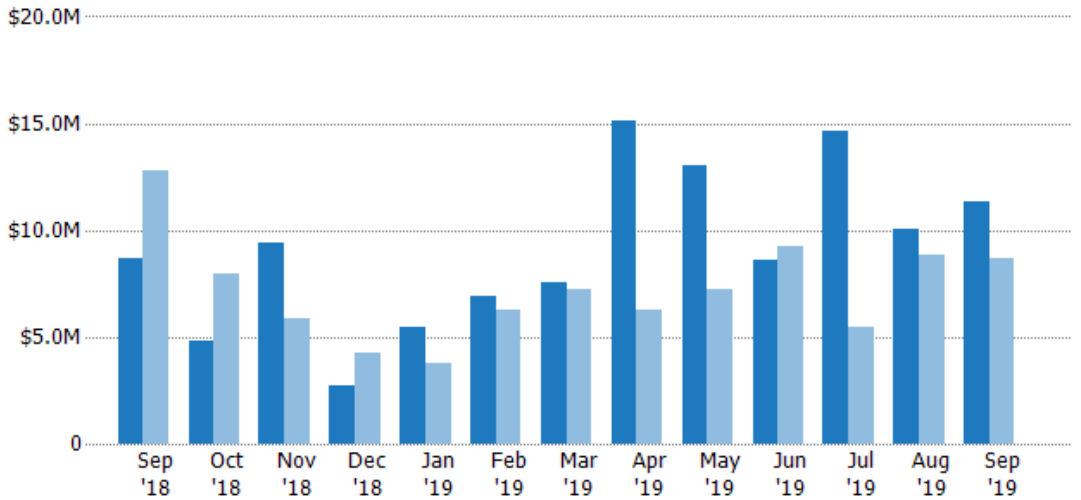
New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Sep '19	\$11.3M	29.9%
Sep '18	\$8.71M	-31.8%
Sep '17	\$12.8M	-49.2%



Current Year	\$8.71M	\$4.86M	\$9.39M	\$2.75M	\$5.43M	\$6.89M	\$7.57M	\$15.1M	\$13M	\$8.6M	\$14.7M	\$10M	\$11.3M
Prior Year	\$12.8M	\$7.95M	\$5.85M	\$4.28M	\$3.77M	\$6.24M	\$7.27M	\$6.25M	\$7.21M	\$9.26M	\$5.42M	\$8.84M	\$8.71M
Percent Change from Prior Year	-32%	-39%	61%	-36%	44%	10%	4%	142%	81%	-7%	170%	13%	30%

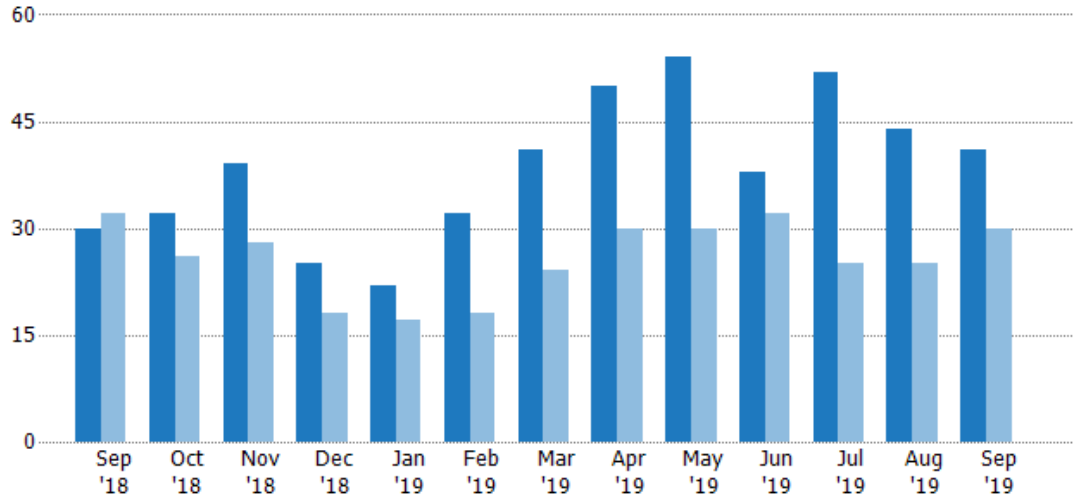
Pending Sales

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

Month/ Year	Count	% Chg.
Sep '19	41	36.7%
Sep '18	30	-6.3%
Sep '17	32	3.1%



Current Year	30	32	39	25	22	32	41	50	54	38	52	44	41
Prior Year	32	26	28	18	17	18	24	30	30	32	25	25	30
Percent Change from Prior Year	-6%	23%	39%	39%	29%	78%	71%	67%	80%	19%	108%	76%	37%

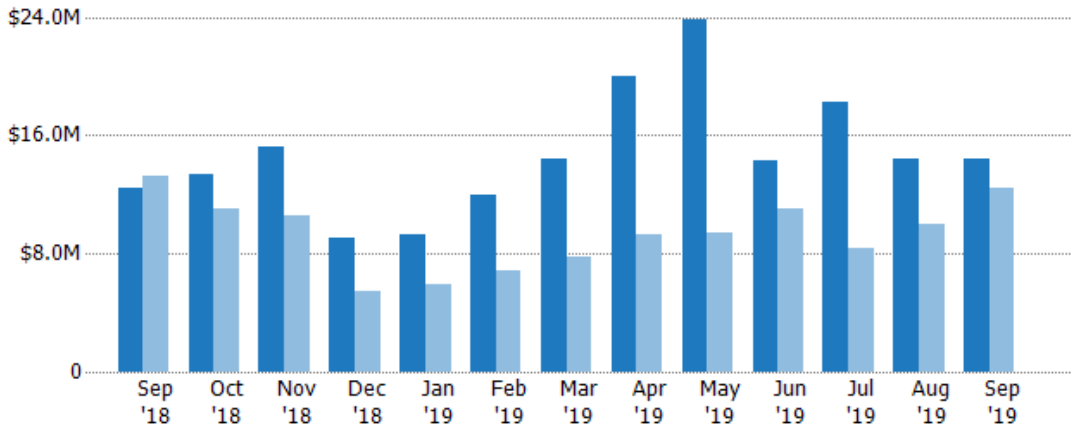
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Sep '19	\$14.5M	16%
Sep '18	\$12.5M	-5.6%
Sep '17	\$13.2M	-5.9%



Current Year	\$12.5M	\$13.3M	\$15.3M	\$9.02M	\$9.23M	\$12M	\$14.4M	\$19.9M	\$23.8M	\$14.3M	\$18.2M	\$14.4M	\$14.5M
Prior Year	\$13.2M	\$11M	\$10.6M	\$5.39M	\$5.95M	\$6.9M	\$7.78M	\$9.33M	\$9.45M	\$11.1M	\$8.42M	\$10M	\$12.5M
Percent Change from Prior Year	-6%	21%	44%	67%	55%	74%	85%	114%	152%	29%	117%	44%	16%

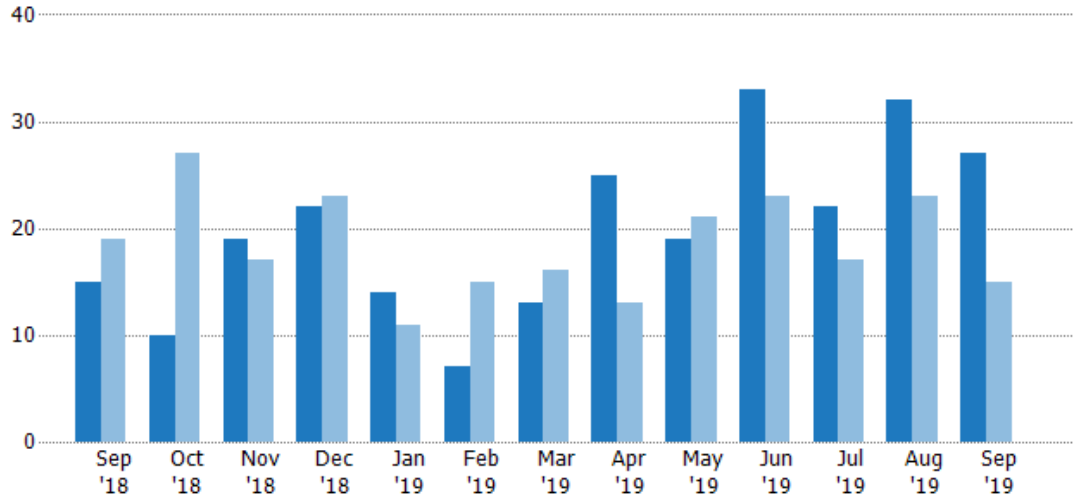
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Sep '19	27	80%
Sep '18	15	-21.1%
Sep '17	19	-5.3%



Current Year	15	10	19	22	14	7	13	25	19	33	22	32	27
Prior Year	19	27	17	23	11	15	16	13	21	23	17	23	15
Percent Change from Prior Year	-21%	-63%	12%	-4%	27%	-53%	-19%	92%	-10%	43%	29%	39%	80%

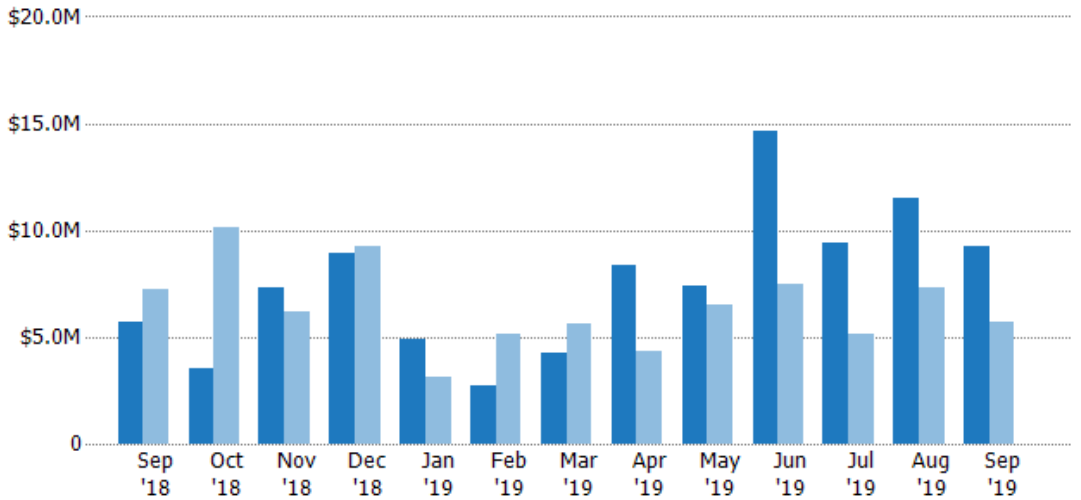
Closed Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Sep '19	\$9.21M	61.8%
Sep '18	\$5.69M	-20.9%
Sep '17	\$7.2M	-29.4%



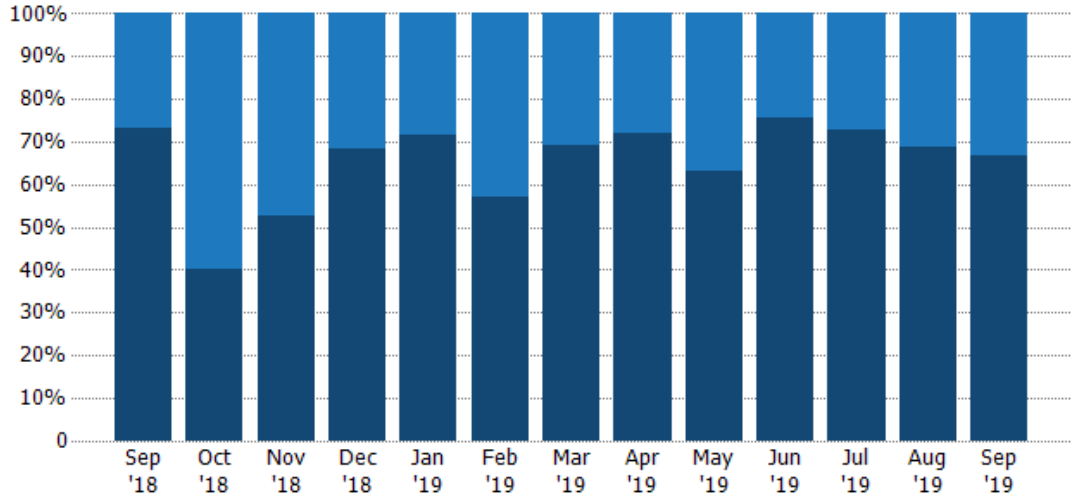
Current Year	\$5.69M	\$3.51M	\$7.31M	\$8.96M	\$4.87M	\$2.73M	\$4.29M	\$8.32M	\$7.43M	\$14.6M	\$9.4M	\$11.5M	\$9.21M
Prior Year	\$7.2M	\$10.1M	\$6.18M	\$9.23M	\$3.12M	\$5.11M	\$5.61M	\$4.35M	\$6.5M	\$7.49M	\$5.16M	\$7.29M	\$5.69M
Percent Change from Prior Year	-21%	-65%	18%	-3%	56%	-47%	-24%	91%	14%	96%	82%	57%	62%

Closed Sales by Property Type

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

Filters Used

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



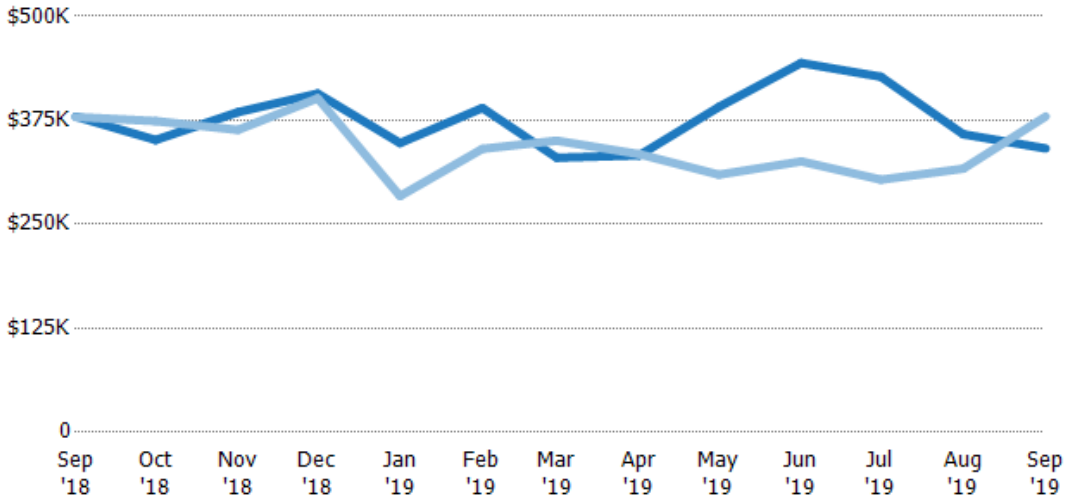
Condo/Townhouse	27%	60%	47%	32%	29%	43%	31%	28%	37%	24%	27%	31%	33%
Single Family Residence	73%	40%	53%	68%	71%	57%	69%	72%	63%	76%	73%	69%	67%

Average Sales Price

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

Filters Used

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



Current Year	\$380K	\$351K	\$385K	\$407K	\$348K	\$390K	\$330K	\$333K	\$391K	\$444K	\$427K	\$358K	\$341K
Prior Year	\$379K	\$374K	\$363K	\$401K	\$284K	\$341K	\$350K	\$334K	\$310K	\$326K	\$304K	\$317K	\$380K
Percent Change from Prior Year	0%	-6%	6%	1%	22%	14%	-6%	0%	26%	36%	41%	13%	-10%

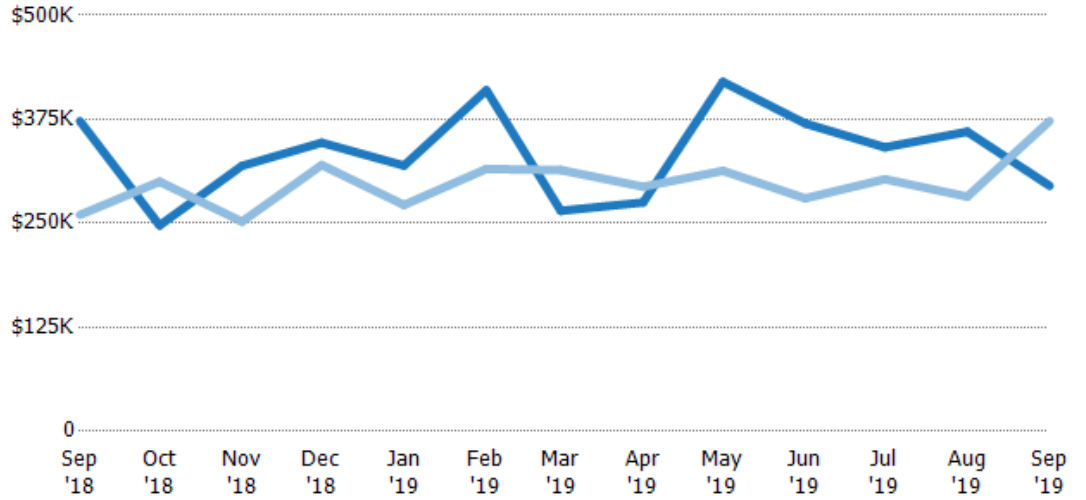
Median Sales Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Sep '19	\$295K	-20.9%
Sep '18	\$373K	43.4%
Sep '17	\$260K	-6.2%



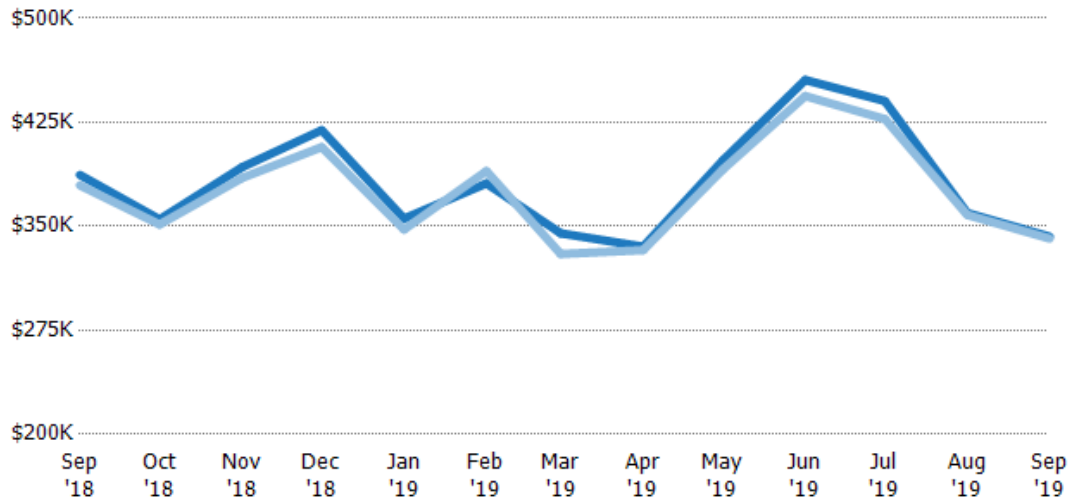
Current Year	\$373K	\$248K	\$319K	\$347K	\$319K	\$410K	\$265K	\$275K	\$420K	\$370K	\$341K	\$360K	\$295K
Prior Year	\$260K	\$300K	\$252K	\$320K	\$272K	\$315K	\$314K	\$294K	\$313K	\$280K	\$303K	\$282K	\$373K
Percent Change from Prior Year	43%	-18%	27%	8%	17%	30%	-16%	-6%	34%	32%	13%	28%	-21%

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



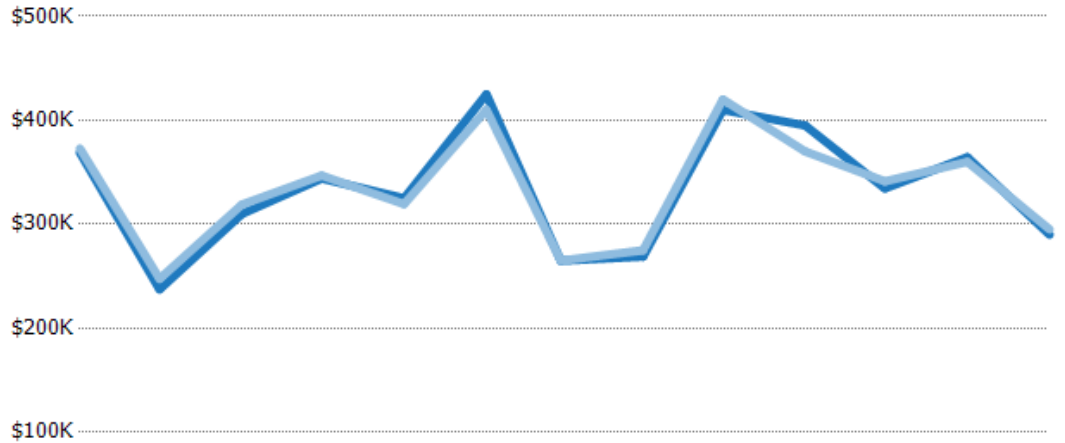
Avg List Price	\$387K	\$355K	\$393K	\$419K	\$356K	\$381K	\$345K	\$335K	\$398K	\$456K	\$440K	\$360K	\$342K
Avg Sales Price	\$380K	\$351K	\$385K	\$407K	\$348K	\$390K	\$330K	\$333K	\$391K	\$444K	\$427K	\$358K	\$341K
Avg Sales Price as a % of Avg List Price	98%	99%	98%	97%	98%	102%	96%	99%	98%	97%	97%	100%	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, Burlington,
VT 05406, Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



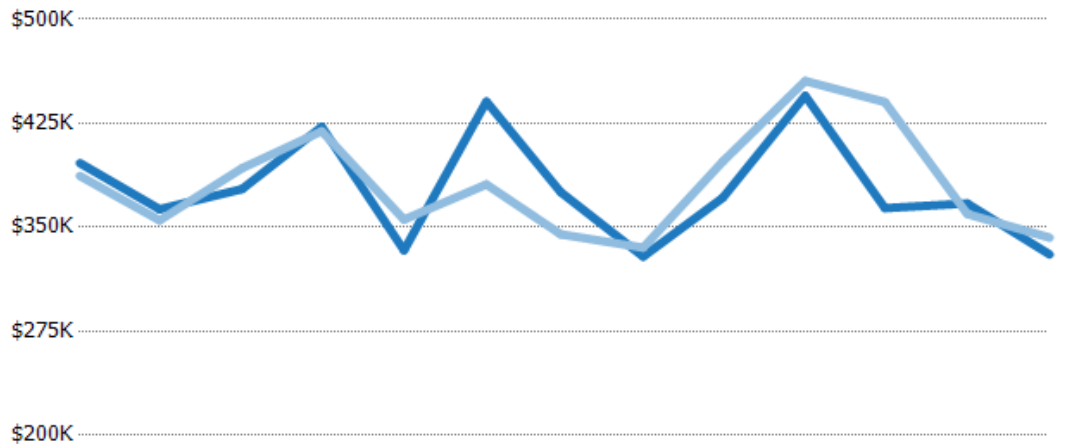
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$369K	\$237K	\$310K	\$344K	\$325K	\$425K	\$265K	\$269K	\$410K	\$395K	\$335K	\$364K	\$290K
Median Sales Price	\$373K	\$248K	\$319K	\$347K	\$319K	\$410K	\$265K	\$275K	\$420K	\$370K	\$341K	\$360K	\$295K
Med Sales Price as a % of Med List Price	101%	104%	103%	101%	98%	96%	100%	102%	102%	94%	102%	99%	102%

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



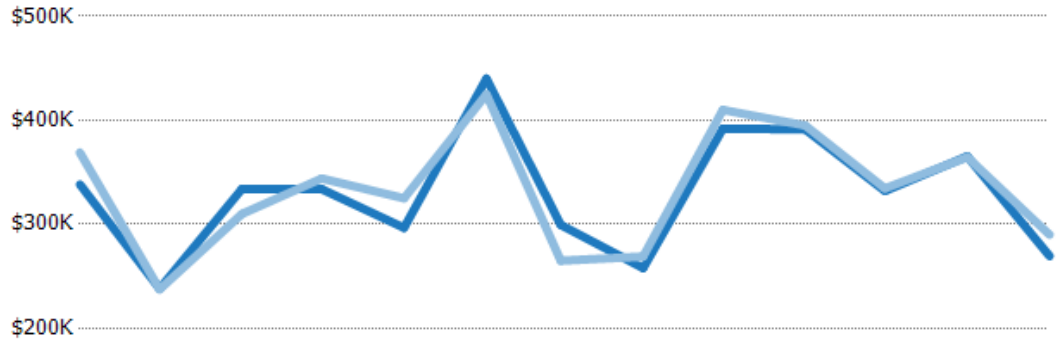
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$396K	\$363K	\$378K	\$422K	\$333K	\$441K	\$375K	\$329K	\$371K	\$445K	\$364K	\$367K	\$330K
Avg Sales Price	\$387K	\$355K	\$393K	\$419K	\$356K	\$381K	\$345K	\$335K	\$398K	\$456K	\$440K	\$360K	\$342K
Avg Sales Price as a % of Avg Est Value	98%	98%	104%	99%	107%	86%	92%	102%	107%	102%	121%	98%	104%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$338K	\$238K	\$334K	\$334K	\$297K	\$440K	\$299K	\$258K	\$392K	\$391K	\$332K	\$365K	\$269K
Median Sales Price	\$369K	\$237K	\$310K	\$344K	\$325K	\$425K	\$265K	\$269K	\$410K	\$395K	\$335K	\$364K	\$290K
Med Sales Price as a % of Med Est Value	109%	100%	93%	103%	110%	97%	89%	104%	105%	101%	101%	100%	108%