

## 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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	30	8	+275%	280	225	+24.4%
New Listing Volume	\$13,269,100	\$2,698,700	+391.7%	\$111,691,162	\$85,575,855	+30.5%
Active Listing Count	46	49	-6.1%	N/A	N/A	
Active Listing Volume	\$22,758,567	\$25,264,055	-9.9%	N/A	N/A	
Average Listing Price	\$494,751	\$515,593	-4%	\$453,618	\$462,561	-1.9%
Median Listing Price	\$347,248	\$424,000	-18.1%	\$375,802	\$375,087	+0.2%
Median Days in RPR	45	104	-56.7%	51.18	63.48	-19.4%
Months of Inventory	1.7	3.3	-47.8%	2.7	2.3	+15.9%
Absorption Rate	58.7%	30.61%	+28.1%	37.61%	43.61%	-6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	32	13	+146.2%	273	193	+41.5%
New Pending Sales Volume	\$12,726,000	\$4,856,200	+162.1%	\$105,355,850	\$67,825,300	+55.3%
Pending Sales Count	43	32	+34.4%	N/A	N/A	
Pending Sales Volume	\$16,193,200	\$13,330,600	+21.5%	N/A	N/A	
Closed Sales Count	24	10	+140%	216	164	+31.7%
Closed Sales Volume	\$8,908,700	\$3,513,200	+153.6%	\$81,265,566	\$53,833,796	+51%
Average Sales Price	\$371,196	\$351,320	+5.7%	\$376,229	\$328,255	+14.6%
Median Sales Price	\$291,250	\$247,500	+17.7%	\$332,564	\$300,517	+10.7%

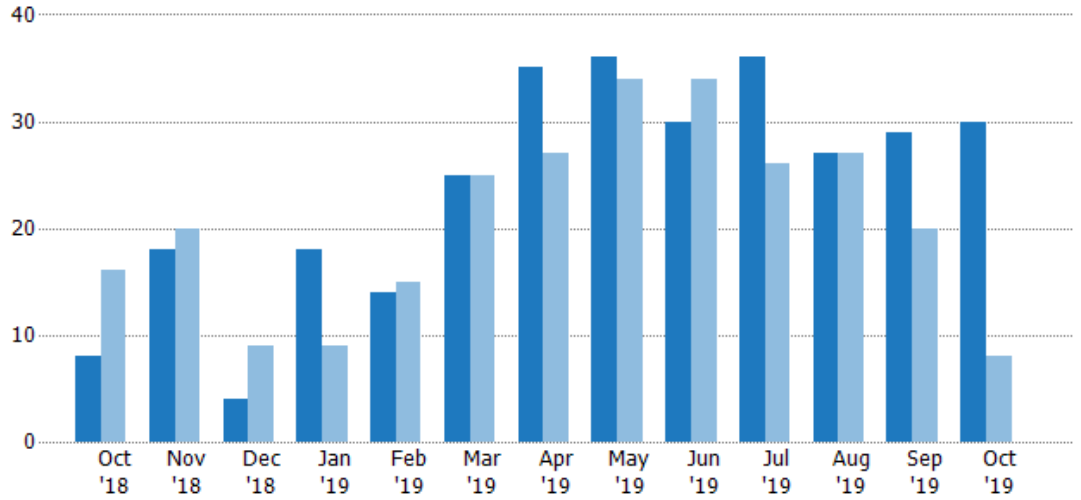
## New Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	30	275%
Oct '18	8	-50%
Oct '17	16	-6.3%



Current Year	8	18	4	18	14	25	35	36	30	36	27	29	30
Prior Year	16	20	9	9	15	25	27	34	34	26	27	20	8
Percent Change from Prior Year	-50%	-10%	-56%	100%	-7%	0%	30%	6%	-12%	38%	0%	45%	275%

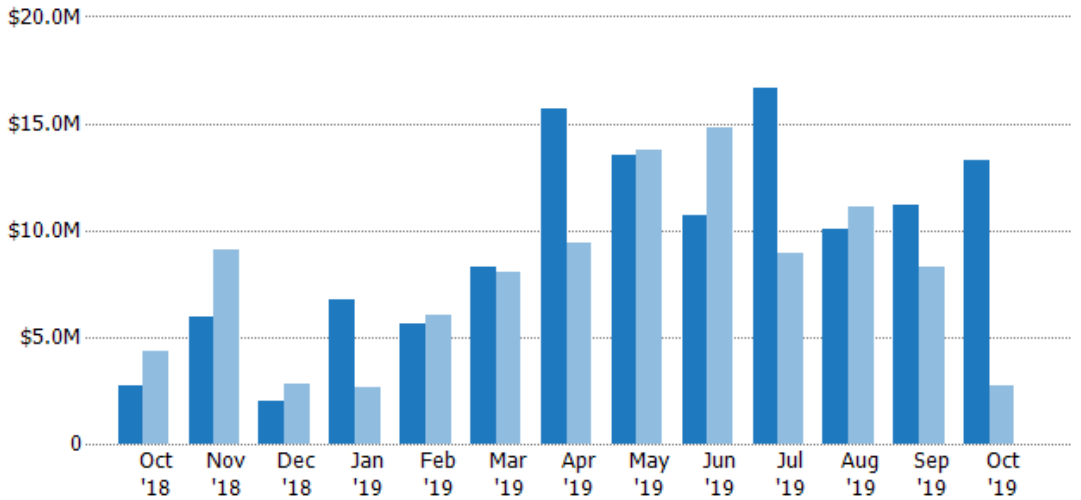
## New Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Oct '19	\$13.3M	391.7%
Oct '18	\$2.7M	-38.1%
Oct '17	\$4.36M	14.7%



Current Year	\$2.7M	\$5.93M	\$2M	\$6.72M	\$5.59M	\$8.32M	\$15.7M	\$13.5M	\$10.7M	\$16.6M	\$10M	\$11.2M	\$13.3M
Prior Year	\$4.36M	\$9.07M	\$2.77M	\$2.66M	\$6M	\$8.06M	\$9.38M	\$13.8M	\$14.8M	\$8.91M	\$11.1M	\$8.24M	\$2.7M
Percent Change from Prior Year	-38%	-35%	-28%	153%	-7%	3%	68%	-1%	-28%	87%	-9%	36%	392%

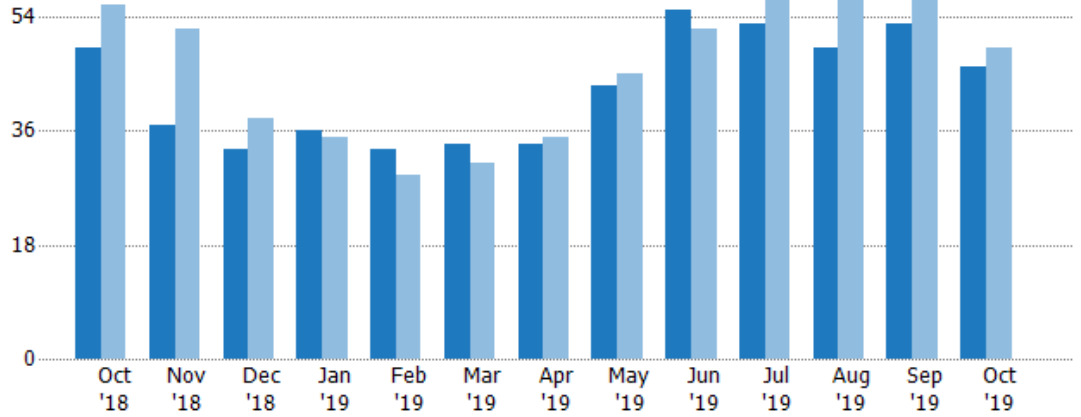
## Active Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	46	-6.1%
Oct '18	49	-12.5%
Oct '17	56	-41.1%



Current Year	49	37	33	36	33	34	34	43	55	53	49	53	46
Prior Year	56	52	38	35	29	31	35	45	52	59	62	57	49
Percent Change from Prior Year	-13%	-29%	-13%	3%	14%	10%	-3%	-4%	6%	-10%	-21%	-7%	-6%

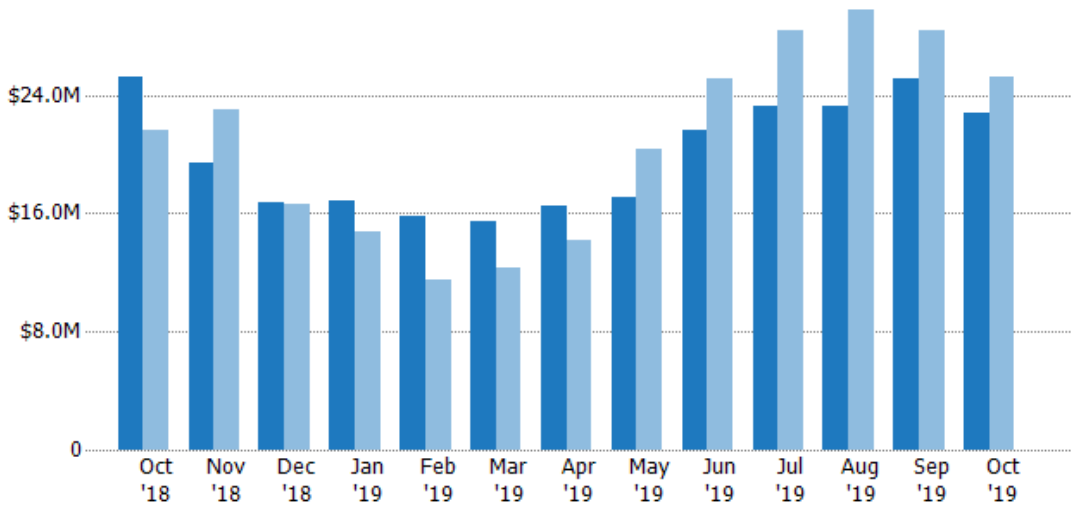
## Active Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Oct '19	\$22.8M	-9.9%
Oct '18	\$25.3M	17%
Oct '17	\$21.6M	-32.3%



Current Year	\$25.3M	\$19.4M	\$16.7M	\$16.9M	\$15.8M	\$15.5M	\$16.5M	\$17.1M	\$21.6M	\$23.3M	\$23.3M	\$25.1M	\$22.8M
Prior Year	\$21.6M	\$23M	\$16.7M	\$14.8M	\$11.5M	\$12.3M	\$14.2M	\$20.3M	\$25.2M	\$28.3M	\$29.8M	\$28.4M	\$25.3M
Percent Change from Prior Year	17%	-16%	0%	14%	38%	26%	16%	-16%	-14%	-18%	-22%	-12%	-10%

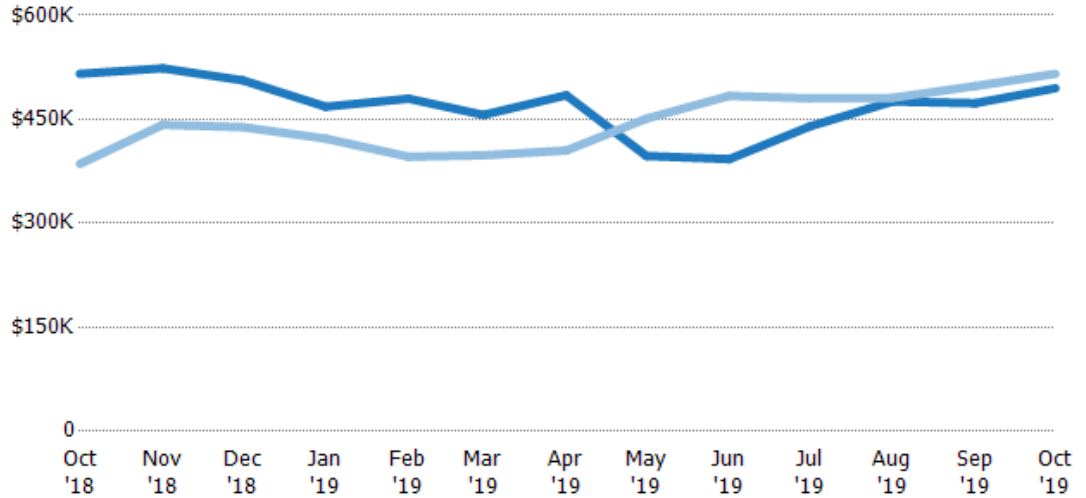
## Average Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Oct '19	\$495K	-4%
Oct '18	\$516K	33.7%
Oct '17	\$386K	15%



Current Year	\$516K	\$524K	\$506K	\$468K	\$480K	\$456K	\$485K	\$397K	\$393K	\$440K	\$476K	\$473K	\$495K
Prior Year	\$386K	\$442K	\$439K	\$422K	\$396K	\$398K	\$405K	\$451K	\$484K	\$480K	\$481K	\$498K	\$516K
Percent Change from Prior Year	34%	18%	15%	11%	21%	15%	20%	-12%	-19%	-8%	-1%	-5%	-4%

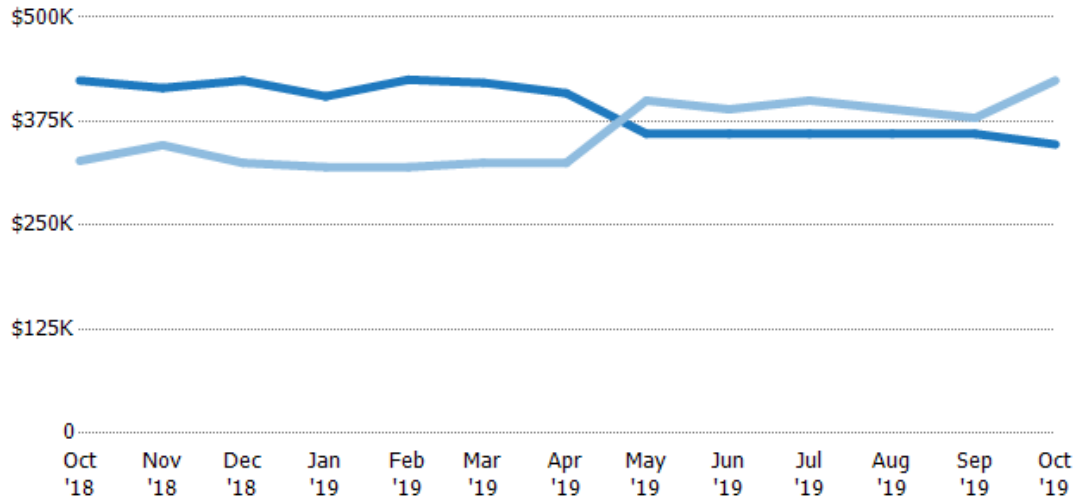
## Median Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Oct '19	\$347K	-18.1%
Oct '18	\$424K	29.5%
Oct '17	\$327K	16%



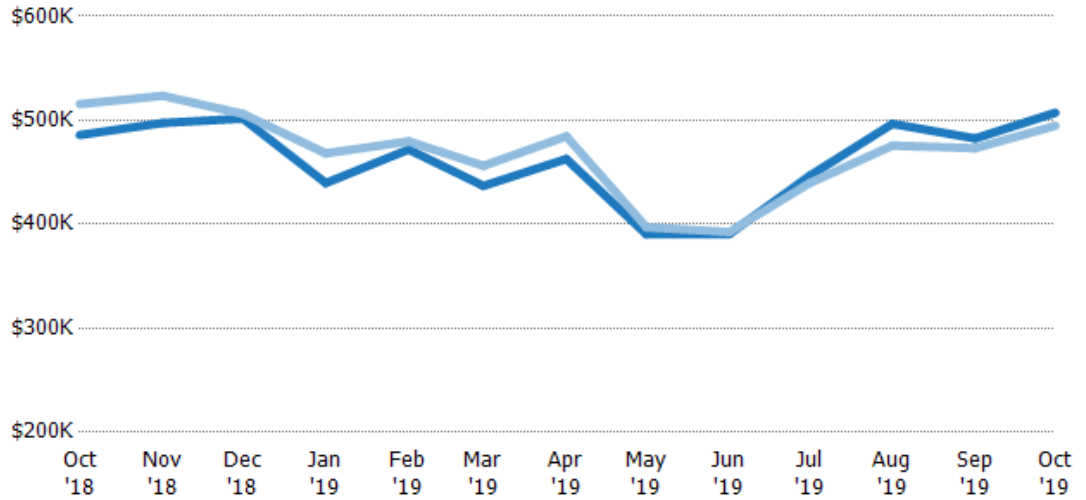
Current Year	\$424K	\$415K	\$424K	\$405K	\$425K	\$421K	\$409K	\$360K	\$360K	\$360K	\$360K	\$360K	\$347K
Prior Year	\$327K	\$346K	\$325K	\$320K	\$320K	\$325K	\$325K	\$400K	\$389K	\$400K	\$389K	\$379K	\$424K
Percent Change from Prior Year	29%	20%	31%	27%	33%	30%	26%	-10%	-8%	-10%	-8%	-5%	-18%

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

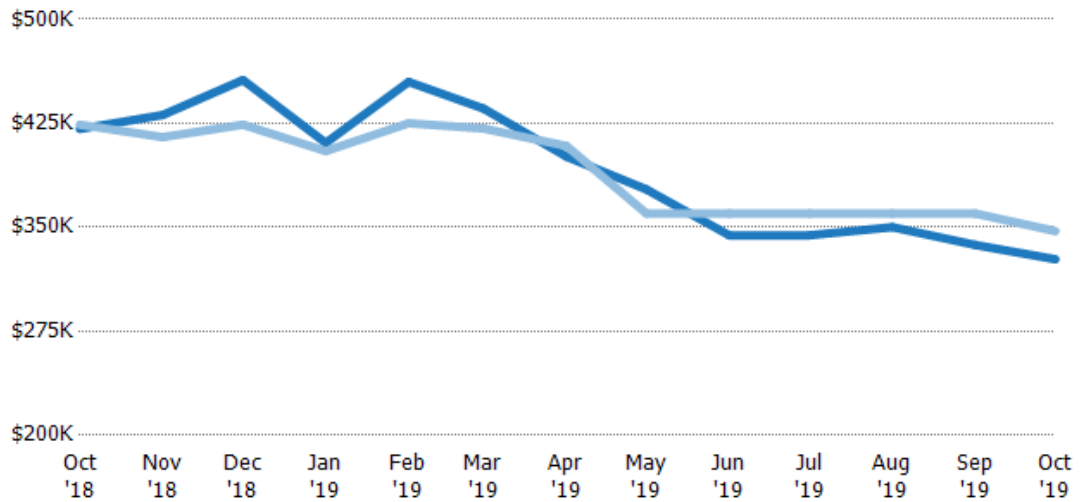


## Median Listing Price vs Median Est Value

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



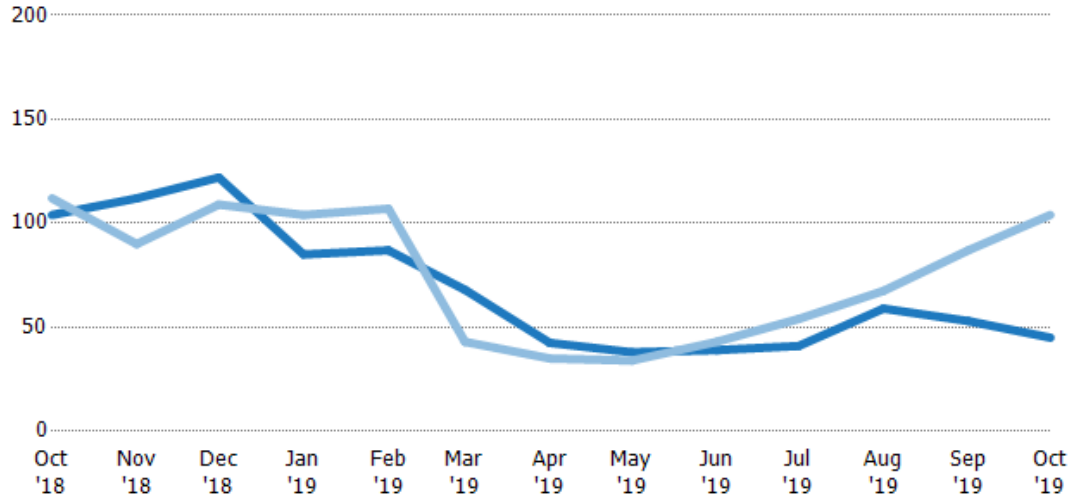
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Oct '19	45	-56.7%
Oct '18	104	-7.1%
Oct '17	112	-14.3%



Current Year	104	112	122	85	87	68	42.5	38	39	41	59	53	45
Prior Year	112	90	109	104	107	43	35	34	43	54	67.5	87	104
Percent Change from Prior Year	-7%	24%	12%	-18%	-19%	58%	21%	12%	-9%	-24%	-13%	-39%	-57%

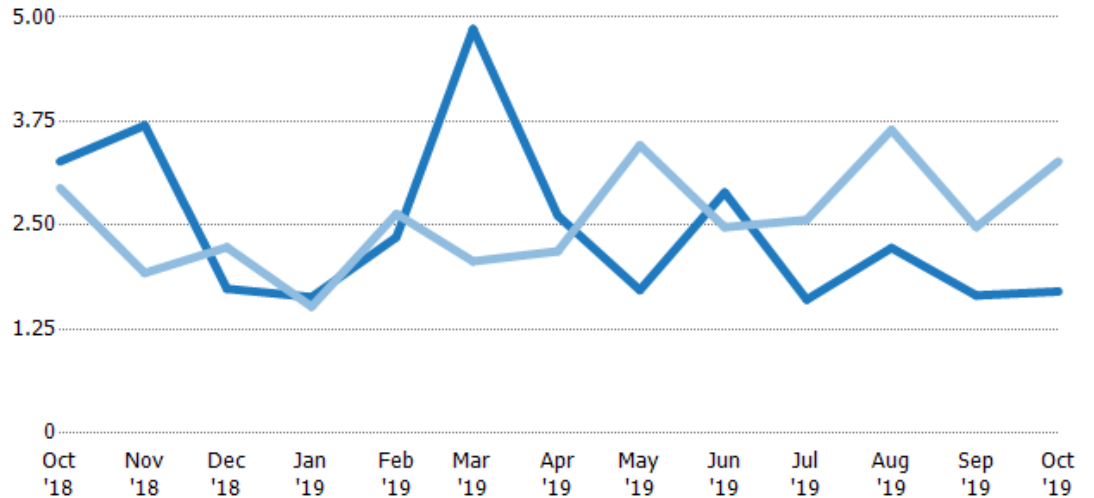
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Oct '19	1.7	-47.8%
Oct '18	3.27	10.8%
Oct '17	2.95	-37.8%



Current Year	3.27	3.7	1.74	1.64	2.36	4.86	2.62	1.72	2.89	1.61	2.23	1.66	1.7
Prior Year	2.95	1.93	2.24	1.52	2.64	2.07	2.19	3.46	2.48	2.57	3.65	2.48	3.27
Percent Change from Prior Year	11%	92%	-22%	8%	-11%	135%	20%	-50%	17%	-37%	-39%	-33%	-48%

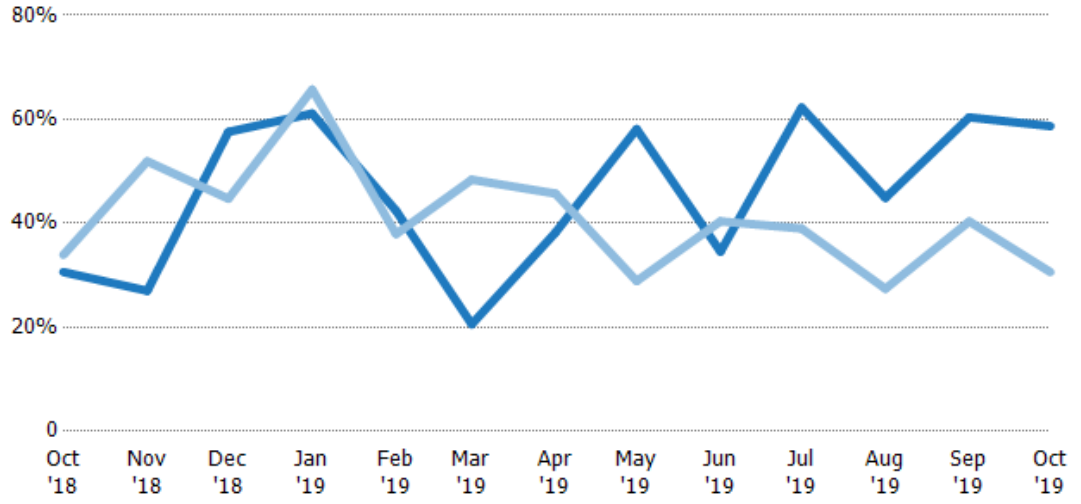
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Oct '19	59%	-28.1%
Oct '18	31%	3.3%
Oct '17	34%	60.8%



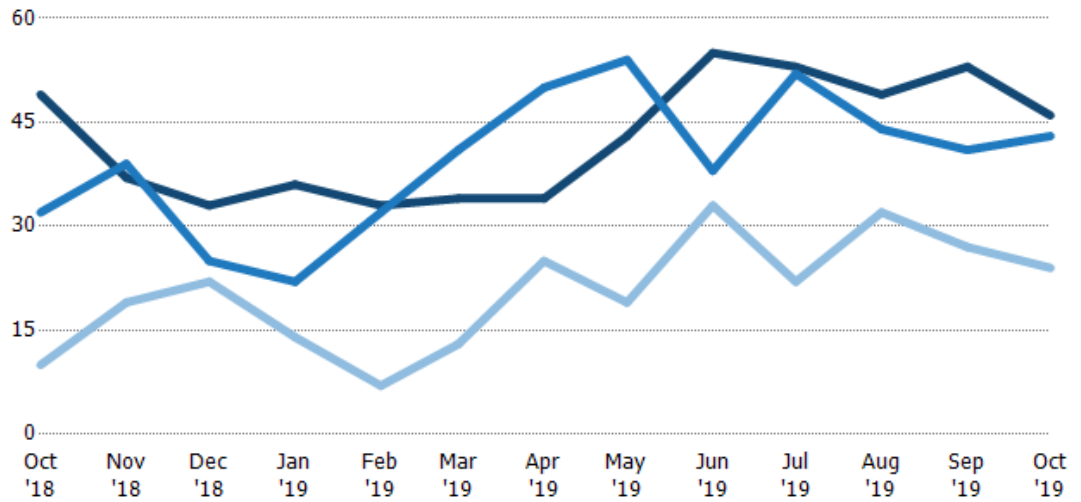
Current Year	31%	27%	58%	61%	42%	21%	38%	58%	35%	62%	45%	60%	59%
Prior Year	34%	52%	45%	66%	38%	48%	46%	29%	40%	39%	27%	40%	31%
Change from Prior Year	3%	25%	-13%	5%	-4%	28%	7%	-29%	6%	-23%	-17%	-20%	-28%

## Active/Pending/Sold Units

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

### Filters Used

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



Active	49	37	33	36	33	34	34	43	55	53	49	53	46
Pending	32	39	25	22	32	41	50	54	38	52	44	41	43
Sold	10	19	22	14	7	13	25	19	33	22	32	27	24

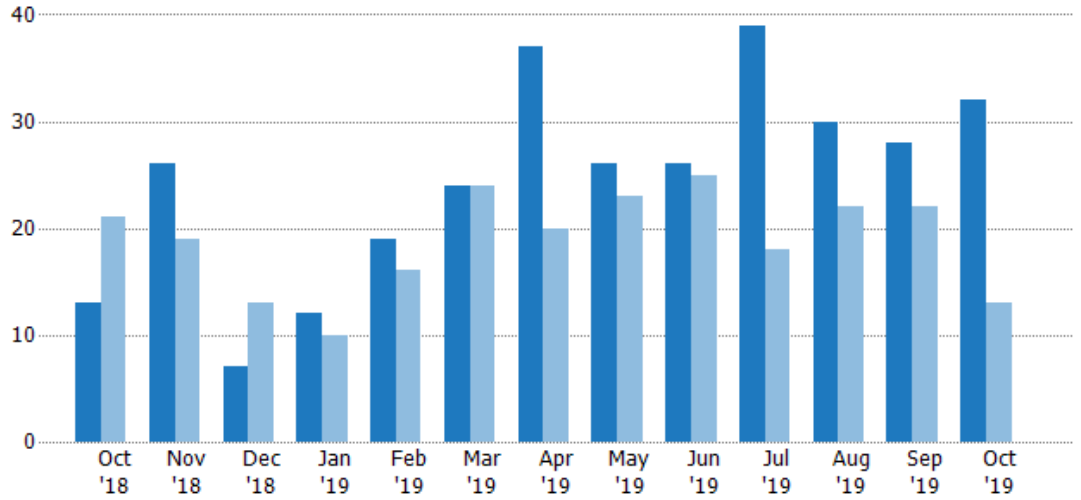
## New Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	32	146.2%
Oct '18	13	-38.1%
Oct '17	21	19%



Current Year	13	26	7	12	19	24	37	26	26	39	30	28	32
Prior Year	21	19	13	10	16	24	20	23	25	18	22	22	13
Percent Change from Prior Year	-38%	37%	-46%	20%	19%	0%	85%	13%	4%	117%	36%	27%	146%

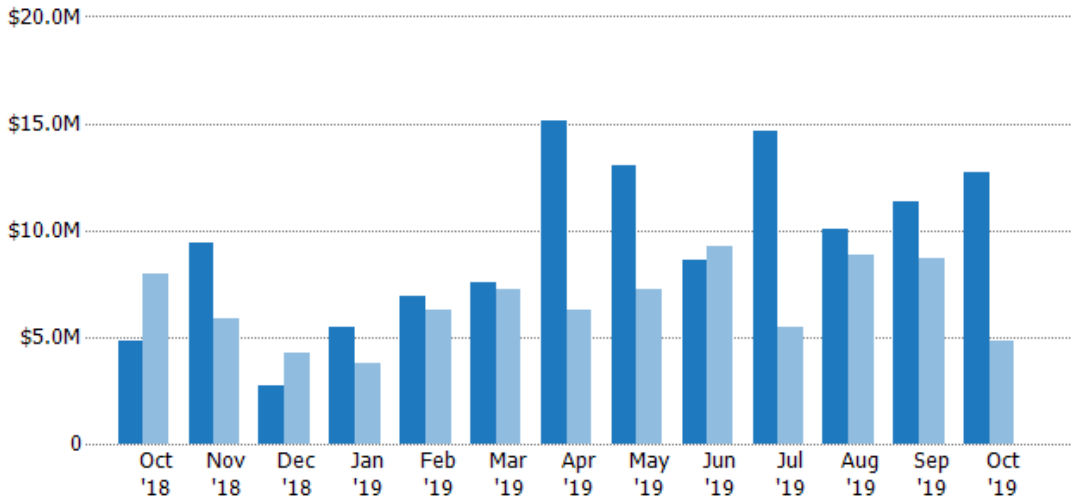
## New Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Oct '19	\$12.7M	162.1%
Oct '18	\$4.86M	-38.9%
Oct '17	\$7.95M	10.5%



Current Year	\$4.86M	\$9.39M	\$2.75M	\$5.43M	\$6.89M	\$7.57M	\$15.1M	\$13M	\$8.6M	\$14.7M	\$10M	\$11.3M	\$12.7M
Prior Year	\$7.95M	\$5.85M	\$4.28M	\$3.77M	\$6.24M	\$7.27M	\$6.25M	\$7.21M	\$9.26M	\$5.42M	\$8.84M	\$8.71M	\$4.86M
Percent Change from Prior Year	-39%	61%	-36%	44%	10%	4%	142%	81%	-7%	170%	13%	30%	162%



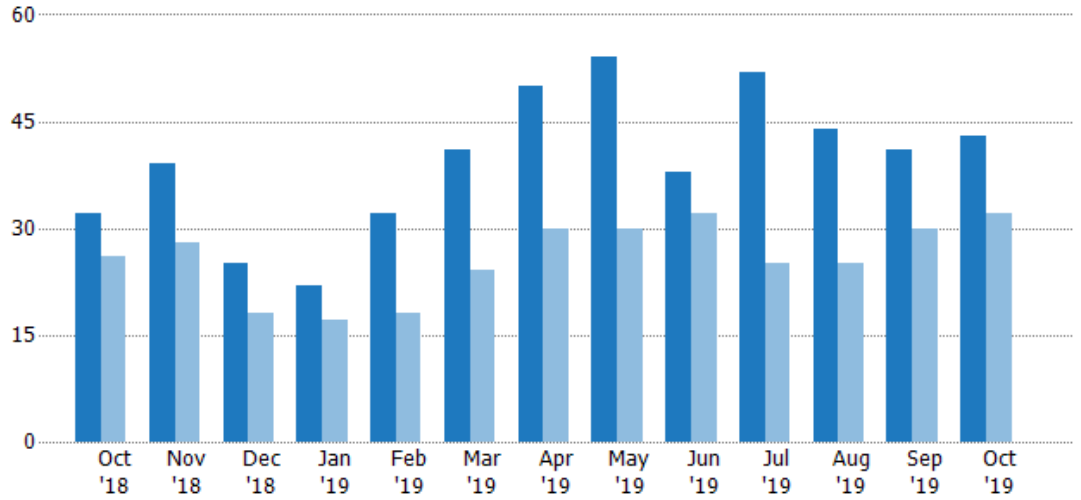
## Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	43	34.4%
Oct '18	32	23.1%
Oct '17	26	50%



Current Year	32	39	25	22	32	41	50	54	38	52	44	41	43
Prior Year	26	28	18	17	18	24	30	30	32	25	25	30	32
Percent Change from Prior Year	23%	39%	39%	29%	78%	71%	67%	80%	19%	108%	76%	37%	34%

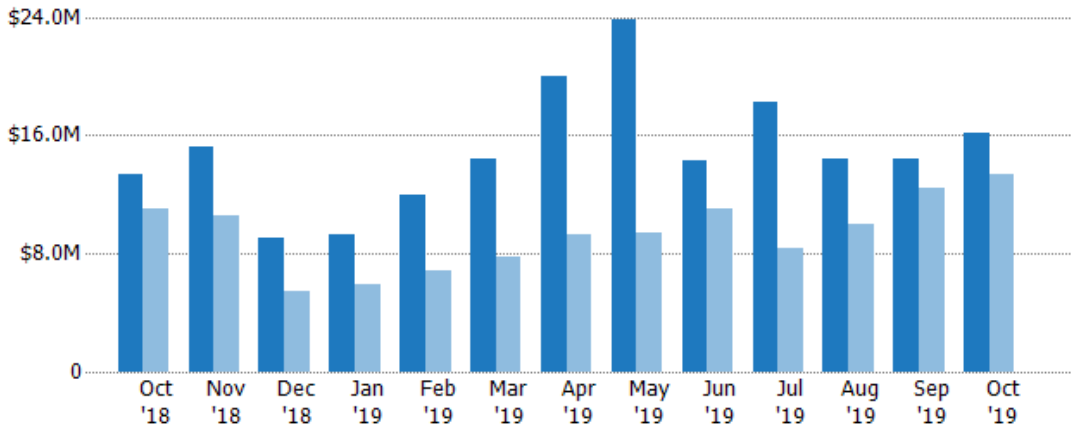
## Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Oct '19	\$16.2M	21.5%
Oct '18	\$13.3M	21.3%
Oct '17	\$11M	37%



Current Year	\$13.3M	\$15.3M	\$9.02M	\$9.23M	\$12M	\$14.4M	\$19.9M	\$23.8M	\$14.3M	\$18.2M	\$14.4M	\$14.5M	\$16.2M
Prior Year	\$11M	\$10.6M	\$5.39M	\$5.95M	\$6.9M	\$7.78M	\$9.33M	\$9.45M	\$11.1M	\$8.42M	\$10M	\$12.5M	\$13.3M
Percent Change from Prior Year	21%	44%	67%	55%	74%	85%	114%	152%	29%	117%	44%	16%	21%

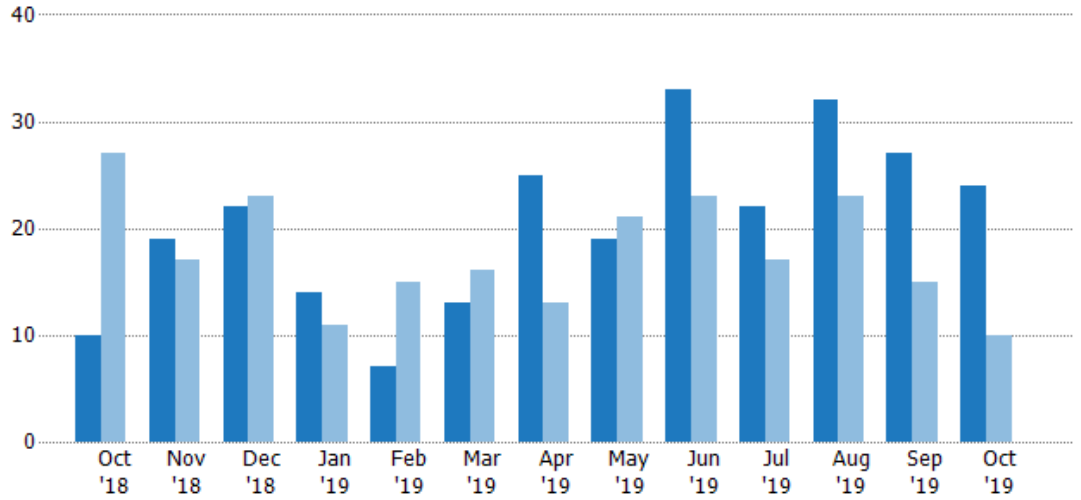
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	24	140%
Oct '18	10	-63%
Oct '17	27	-33.3%



Current Year	10	19	22	14	7	13	25	19	33	22	32	27	24
Prior Year	27	17	23	11	15	16	13	21	23	17	23	15	10
Percent Change from Prior Year	-63%	12%	-4%	27%	-53%	-19%	92%	-10%	43%	29%	39%	80%	140%

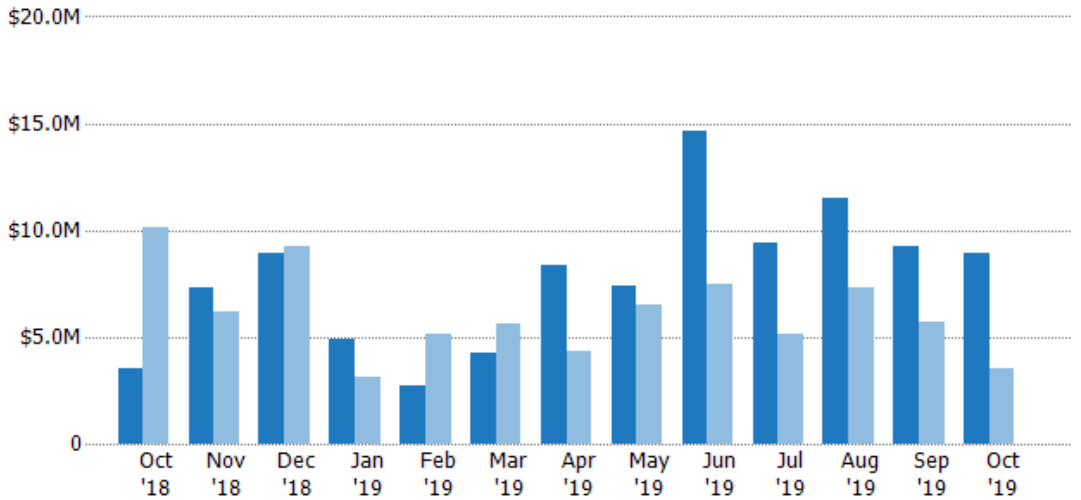
## Closed Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Oct '19	\$8.91M	153.6%
Oct '18	\$3.51M	-65.2%
Oct '17	\$10.1M	-41.8%



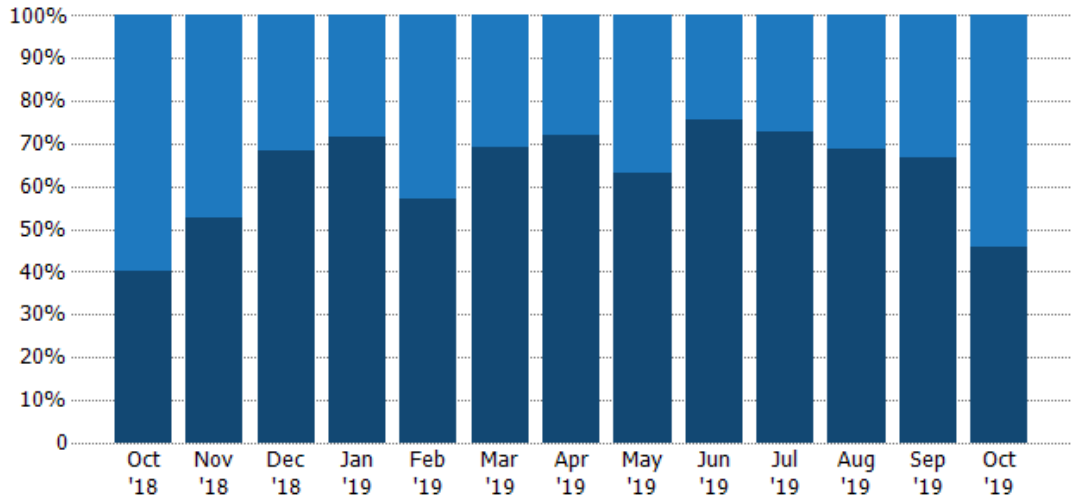
Current Year	\$3.51M	\$7.31M	\$8.96M	\$4.87M	\$2.73M	\$4.29M	\$8.32M	\$7.43M	\$14.6M	\$9.4M	\$11.5M	\$9.21M	\$8.91M
Prior Year	\$10.1M	\$6.18M	\$9.23M	\$3.12M	\$5.11M	\$5.61M	\$4.35M	\$6.5M	\$7.49M	\$5.16M	\$7.29M	\$5.69M	\$3.51M
Percent Change from Prior Year	-65%	18%	-3%	56%	-47%	-24%	91%	14%	96%	82%	57%	62%	154%

## Closed Sales by Property Type

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

### Filters Used

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



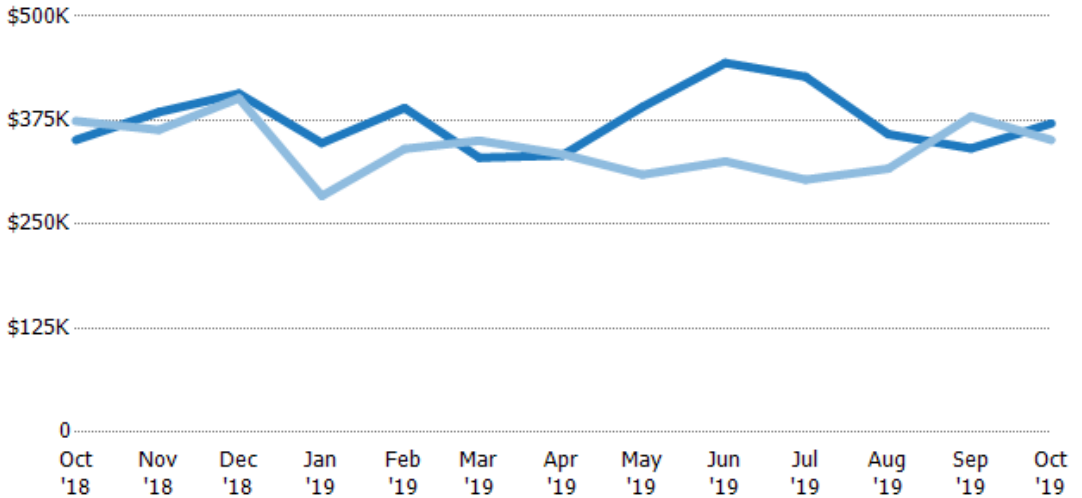
Condo/Townhouse	60%	47%	32%	29%	43%	31%	28%	37%	24%	27%	31%	33%	54%
Single Family Residence	40%	53%	68%	71%	57%	69%	72%	63%	76%	73%	69%	67%	46%

## Average Sales Price

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

### Filters Used

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



Current Year	\$351K	\$385K	\$407K	\$348K	\$390K	\$330K	\$333K	\$391K	\$444K	\$427K	\$358K	\$341K	\$371K
Prior Year	\$374K	\$363K	\$401K	\$284K	\$341K	\$350K	\$334K	\$310K	\$326K	\$304K	\$317K	\$380K	\$351K
Percent Change from Prior Year	-6%	6%	1%	22%	14%	-6%	0%	26%	36%	41%	13%	-10%	6%

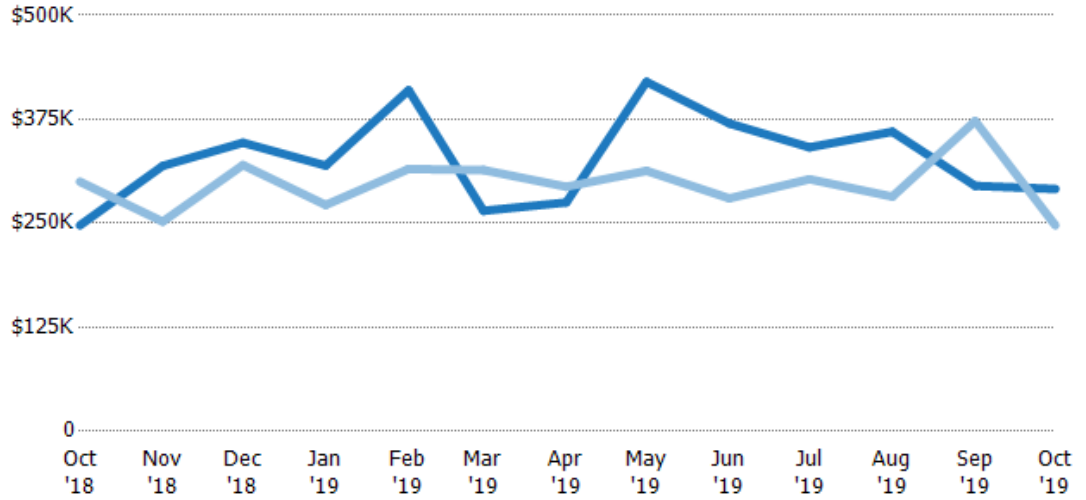
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Oct '19	\$291K	17.7%
Oct '18	\$248K	-17.5%
Oct '17	\$300K	-6.7%



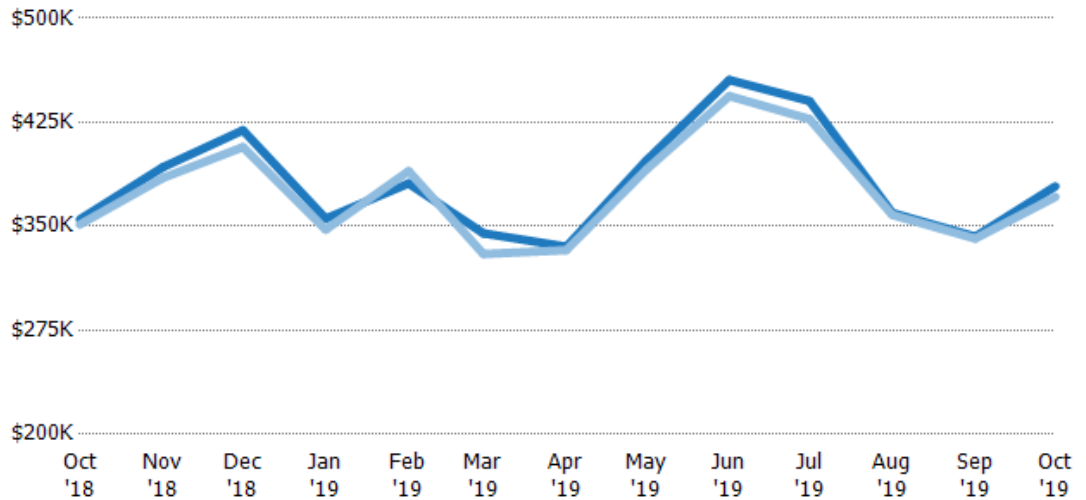
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$248K	\$319K	\$347K	\$319K	\$410K	\$265K	\$275K	\$420K	\$370K	\$341K	\$360K	\$295K	\$291K
Prior Year	\$300K	\$252K	\$320K	\$272K	\$315K	\$314K	\$294K	\$313K	\$280K	\$303K	\$282K	\$373K	\$248K
Percent Change from Prior Year	-18%	27%	8%	17%	30%	-16%	-6%	34%	32%	13%	28%	-21%	18%

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



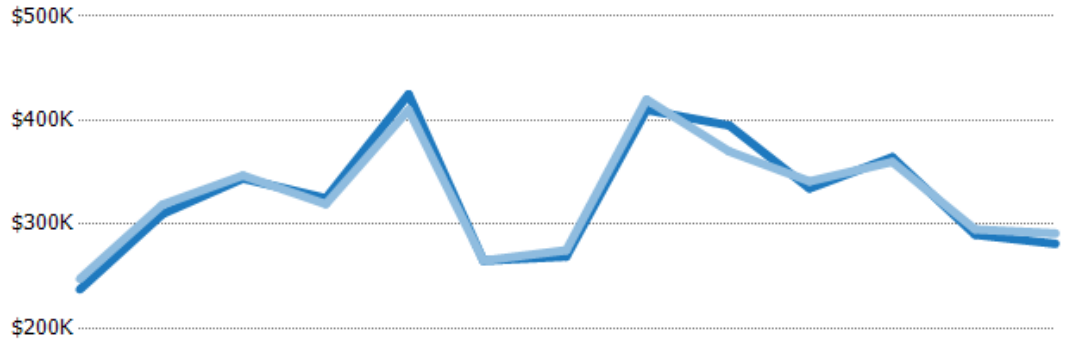
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg List Price	\$355K	\$393K	\$419K	\$356K	\$381K	\$345K	\$335K	\$398K	\$456K	\$440K	\$360K	\$342K	\$379K
Avg Sales Price	\$351K	\$385K	\$407K	\$348K	\$390K	\$330K	\$333K	\$391K	\$444K	\$427K	\$358K	\$341K	\$371K
Avg Sales Price as a % of Avg List Price	99%	98%	97%	98%	102%	96%	99%	98%	97%	97%	100%	100%	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 05406,  
Burlington, VT 05401, Burlington,  
VT 05408, Burlington, VT 05402  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



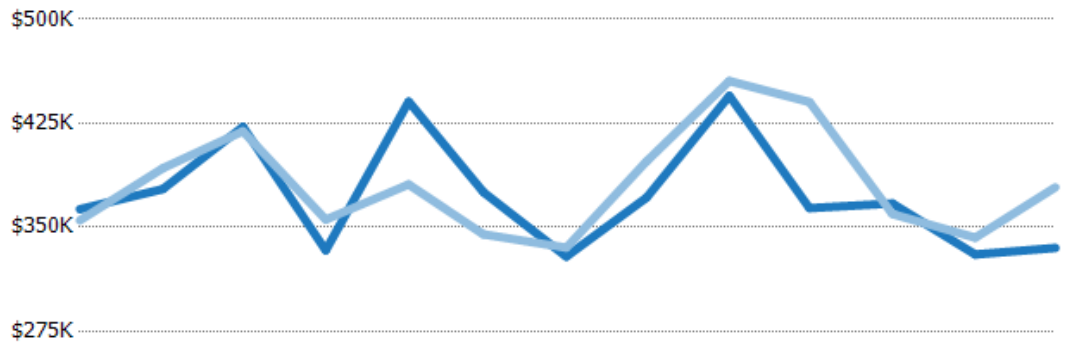
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$237K	\$310K	\$344K	\$325K	\$425K	\$265K	\$269K	\$410K	\$395K	\$335K	\$364K	\$290K	\$281K
Median Sales Price	\$248K	\$319K	\$347K	\$319K	\$410K	\$265K	\$275K	\$420K	\$370K	\$341K	\$360K	\$295K	\$291K
Med Sales Price as a % of Med List Price	104%	103%	101%	98%	96%	100%	102%	102%	94%	102%	99%	102%	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 05406,  
Burlington, VT 05401, Burlington,  
VT 05408, Burlington, VT 05402  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



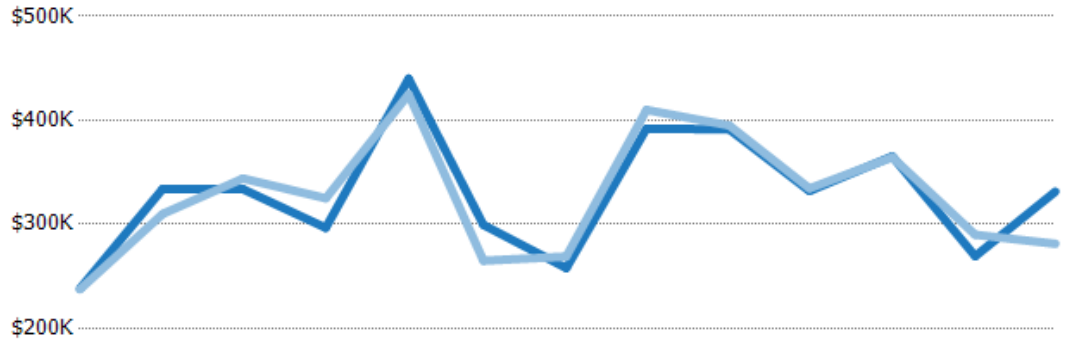
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$363K	\$378K	\$422K	\$333K	\$441K	\$375K	\$329K	\$371K	\$445K	\$364K	\$367K	\$330K	\$335K
Avg Sales Price	\$355K	\$393K	\$419K	\$356K	\$381K	\$345K	\$335K	\$398K	\$456K	\$440K	\$360K	\$342K	\$379K
Avg Sales Price as a % of Avg Est Value	98%	104%	99%	107%	86%	92%	102%	107%	102%	121%	98%	104%	113%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$238K	\$334K	\$334K	\$297K	\$440K	\$299K	\$258K	\$392K	\$391K	\$332K	\$365K	\$269K	\$331K
Median Sales Price	\$237K	\$310K	\$344K	\$325K	\$425K	\$265K	\$269K	\$410K	\$395K	\$335K	\$364K	\$290K	\$281K
Med Sales Price as a % of Med Est Value	100%	93%	103%	110%	97%	89%	104%	105%	101%	101%	100%	108%	85%