

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

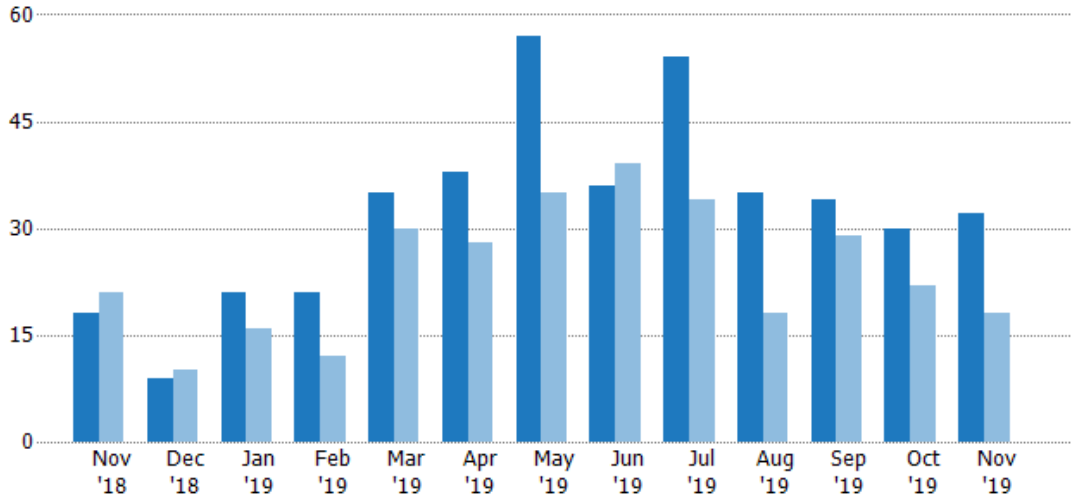
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	18	+77.8%	393	281	+39.9%
New Listing Volume	\$11,808,000	\$5,891,400	+100.4%	\$153,369,179	\$98,821,424	+55.2%
Active Listing Count	77	79	-2.5%	N/A	N/A	
Active Listing Volume	\$39,676,716	\$35,649,275	+11.3%	N/A	N/A	
Average Listing Price	\$515,282	\$451,257	+14.2%	\$471,804	\$503,142	-6.2%
Median Listing Price	\$387,500	\$389,900	-0.6%	\$360,406	\$382,939	-5.9%
Median Days in RPR	65	121	-46.3%	79.97	95.36	-16.1%
Months of Inventory	3	6.6	-55%	4.2	3.2	+30.6%
Absorption Rate	33.77%	15.19%	+18.6%	23.79%	31.08%	-7.3%
Sales Activity Charts Metrics						
New Pending Sales Count	22	19	+15.8%	356	246	+44.7%
New Pending Sales Volume	\$7,320,195	\$5,763,055	+27%	\$124,572,423	\$79,636,543	+56.4%
Pending Sales Count	48	39	+23.1%	N/A	N/A	
Pending Sales Volume	\$17,577,823	\$13,328,455	+31.9%	N/A	N/A	
Closed Sales Count	22	16	+37.5%	290	211	+37.4%
Closed Sales Volume	\$8,047,450	\$4,886,102	+64.7%	\$100,975,651	\$66,341,377	+52.2%
Average Sales Price	\$365,793	\$305,381	+19.8%	\$348,192	\$314,414	+10.7%
Median Sales Price	\$332,000	\$285,000	+16.5%	\$324,184	\$292,510	+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



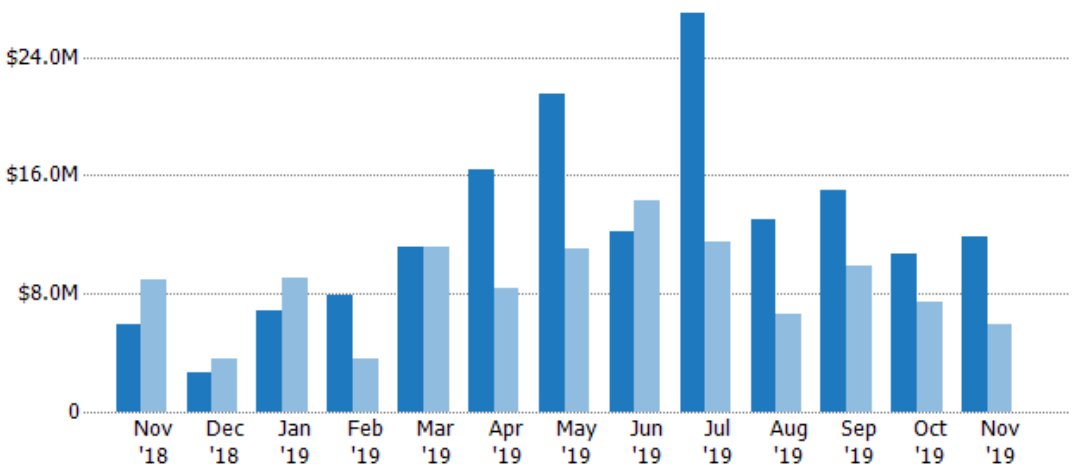
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '18	18	21	-14%
Dec '18	9	10	-10%
Jan '19	21	16	31%
Feb '19	21	12	75%
Mar '19	35	30	17%
Apr '19	38	28	36%
May '19	57	35	63%
Jun '19	36	39	-8%
Jul '19	54	34	59%
Aug '19	35	18	94%
Sep '19	34	29	17%
Oct '19	30	22	36%
Nov '19	32	18	78%

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



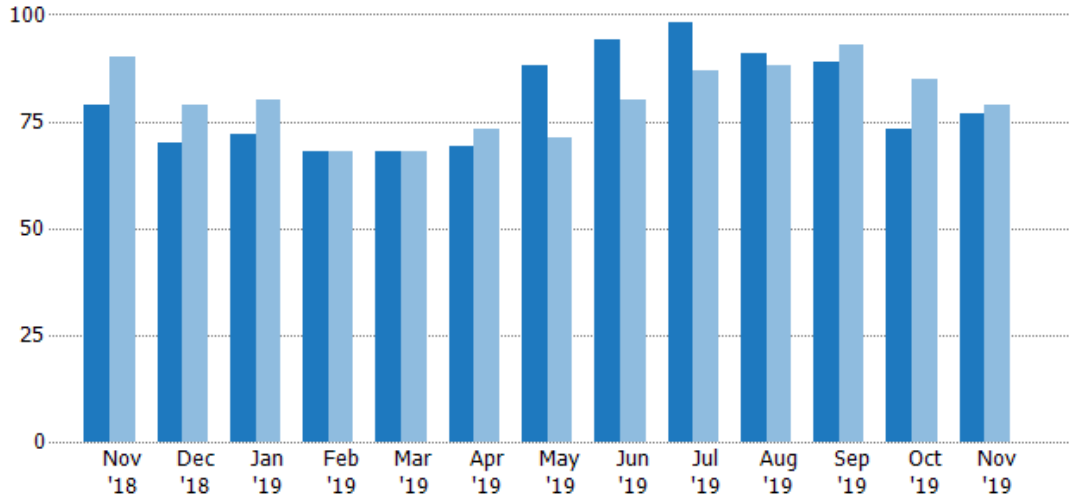
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '18	\$5.89M	\$8.93M	-34%
Dec '18	\$2.62M	\$3.64M	-28%
Jan '19	\$6.82M	\$9.04M	-25%
Feb '19	\$7.87M	\$3.64M	116%
Mar '19	\$11.2M	\$11.2M	0
Apr '19	\$16.3M	\$8.36M	95%
May '19	\$21.5M	\$11M	95%
Jun '19	\$12.2M	\$14.2M	-15%
Jul '19	\$27M	\$11.6M	134%
Aug '19	\$13.1M	\$6.61M	98%
Sep '19	\$15M	\$9.82M	53%
Oct '19	\$10.6M	\$7.47M	42%
Nov '19	\$11.8M	\$5.89M	100%

Active Listings

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

Filters Used

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



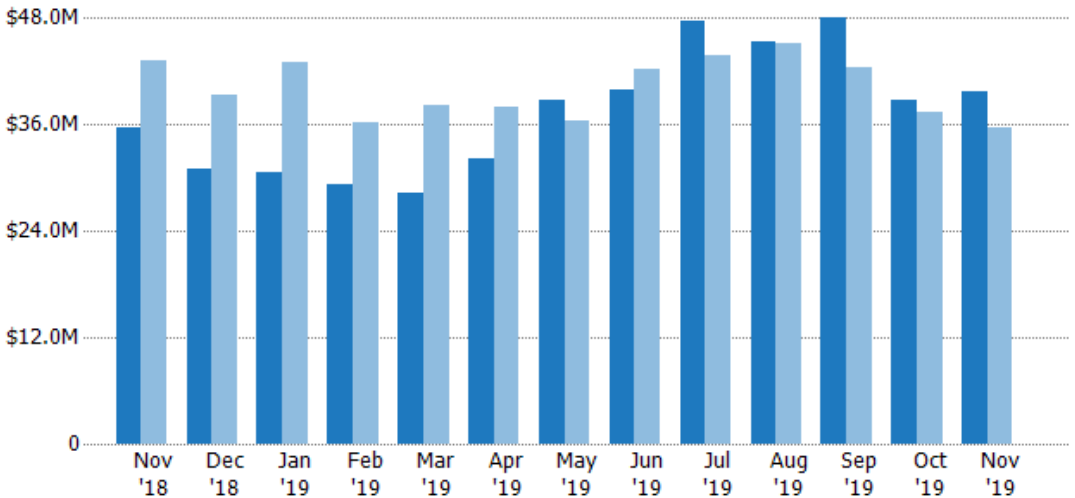
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	79	70	72	68	68	69	88	94	98	91	89	73	77
Prior Year	90	79	80	68	68	73	71	80	87	88	93	85	79
Percent Change from Prior Year	-12%	-11%	-10%	0%	0%	-5%	24%	18%	13%	3%	-4%	-14%	-3%

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



	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
Current Year	\$35.6M	\$30.9M	\$30.6M	\$29.3M	\$28.3M	\$32.1M	\$38.7M	\$39.9M	\$47.7M	\$45.3M	\$48.1M	\$38.8M	\$39.7M
Prior Year	\$43.2M	\$39.4M	\$43M	\$36.3M	\$38.2M	\$38M	\$36.5M	\$42.2M	\$43.9M	\$45.1M	\$42.4M	\$37.5M	\$35.6M
Percent Change from Prior Year	-17%	-22%	-29%	-19%	-26%	-16%	6%	-5%	9%	0%	13%	3%	11%

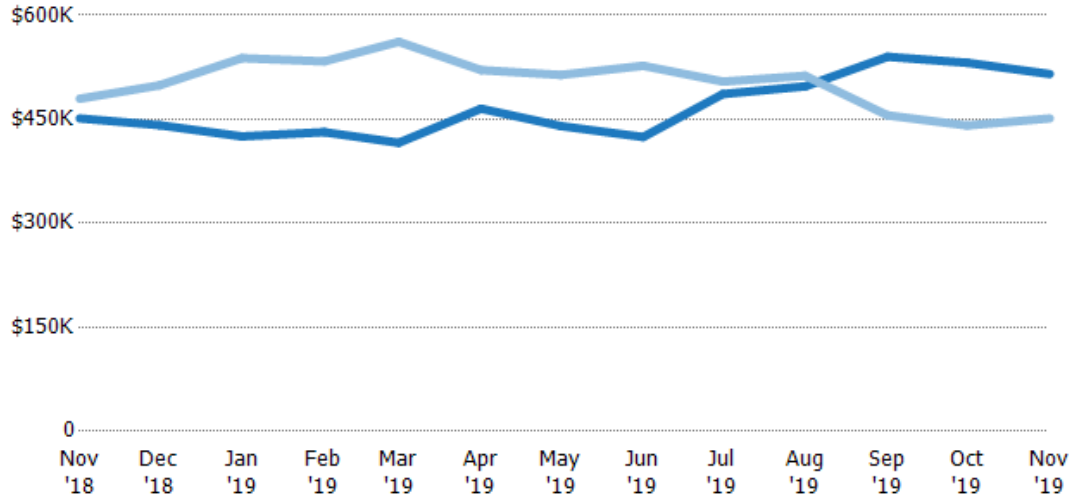
Average Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Nov '19	\$515K	14.2%
Nov '18	\$451K	-5.9%
Nov '17	\$480K	1.1%



Current Year	\$451K	\$442K	\$425K	\$431K	\$416K	\$465K	\$440K	\$424K	\$486K	\$498K	\$540K	\$531K	\$515K
Prior Year	\$480K	\$499K	\$538K	\$534K	\$562K	\$521K	\$514K	\$527K	\$504K	\$513K	\$456K	\$441K	\$451K
Percent Change from Prior Year	-6%	-12%	-21%	-19%	-26%	-11%	-14%	-19%	-4%	-3%	19%	21%	14%

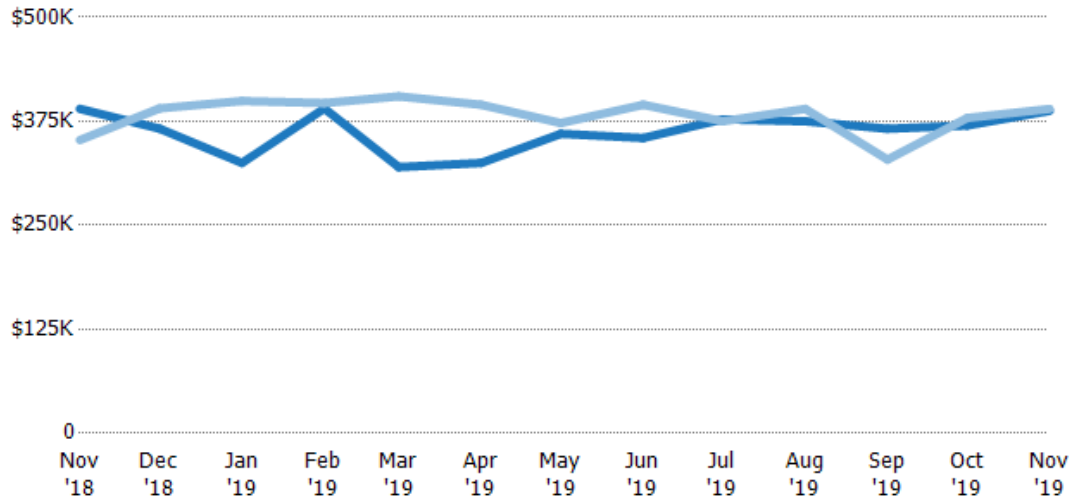
Median Listing Price

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

Filters Used

ZIP: Burlington, VT 05408,
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Property Type:
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Month/ Year	Price	% Chg.
Nov '19	\$388K	-0.6%
Nov '18	\$390K	10.6%
Nov '17	\$352K	10.8%



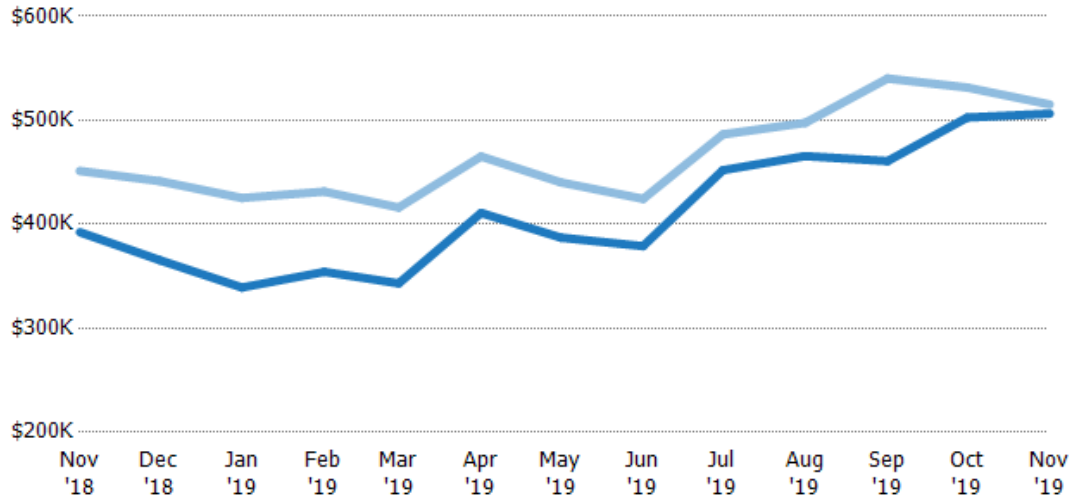
Current Year	\$390K	\$366K	\$325K	\$390K	\$320K	\$325K	\$360K	\$355K	\$377K	\$375K	\$366K	\$370K	\$388K
Prior Year	\$352K	\$391K	\$399K	\$397K	\$405K	\$395K	\$373K	\$395K	\$375K	\$390K	\$329K	\$379K	\$390K
Percent Change from Prior Year	11%	-6%	-19%	-2%	-21%	-18%	-3%	-10%	1%	-4%	11%	-2%	-1%

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



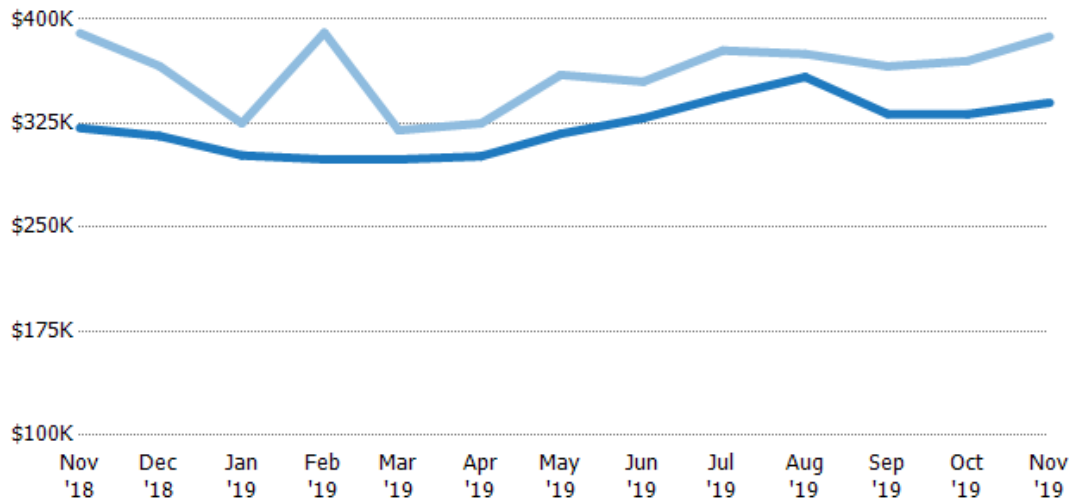
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$392K	\$366K	\$339K	\$354K	\$343K	\$411K	\$387K	\$379K	\$452K	\$466K	\$461K	\$503K	\$506K
Avg Listing Price	\$451K	\$442K	\$425K	\$431K	\$416K	\$465K	\$440K	\$424K	\$486K	\$498K	\$540K	\$531K	\$515K
Avg Listing Price as a % of Avg Est Value	115%	121%	125%	122%	121%	113%	114%	112%	108%	107%	117%	106%	102%

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:
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Family Residence



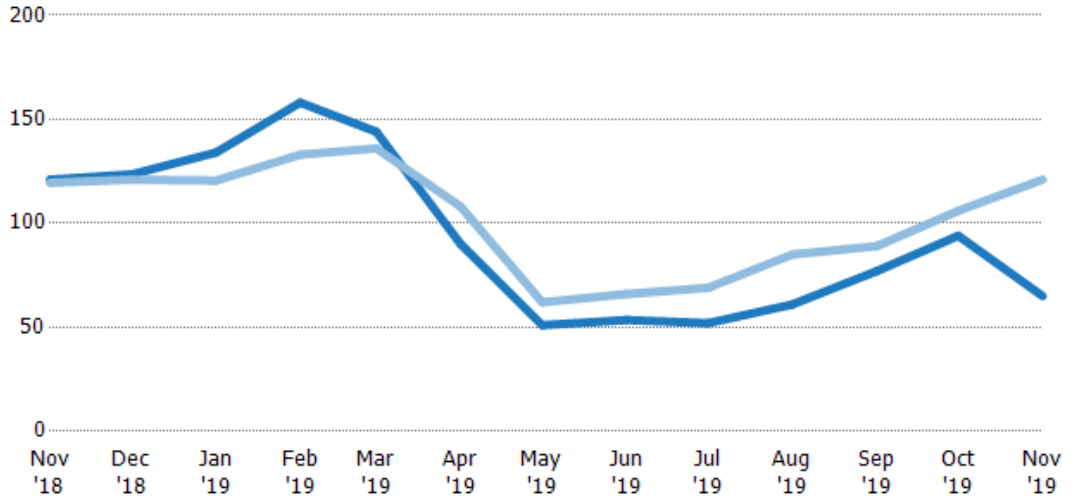
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$322K	\$316K	\$302K	\$299K	\$299K	\$301K	\$317K	\$329K	\$344K	\$358K	\$332K	\$331K	\$340K
Median Listing Price	\$390K	\$366K	\$325K	\$390K	\$320K	\$325K	\$360K	\$355K	\$377K	\$375K	\$366K	\$370K	\$388K
Med Listing Price as a % of Med Est Value	121%	116%	108%	131%	107%	108%	113%	108%	110%	105%	110%	112%	114%

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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Family Residence



Month/Year	Days	% Chg.
Nov '19	65	-46.3%
Nov '18	121	1.3%
Nov '17	120	13%

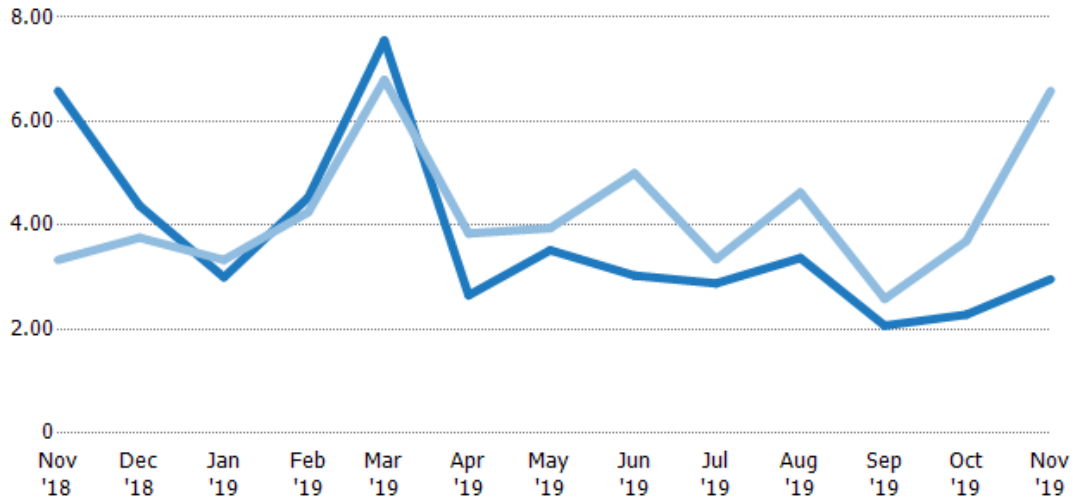
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	121	124	134	158	144	90	51	53.5	52	61	77	94	65
Prior Year	120	121	121	133	136	108	62	66	69	85	89	106	121
Percent Change from Prior Year	1%	2%	11%	19%	6%	-17%	-18%	-19%	-25%	-28%	-13%	-11%	-46%

Months of Inventory

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

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Family Residence



Month/Year	Months	% Chg.
Nov '19	2.96	-55%
Nov '18	6.58	97.5%
Nov '17	3.33	-1.7%

	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
Current Year	6.58	4.38	3	4.53	7.56	2.65	3.52	3.03	2.88	3.37	2.07	2.28	2.96
Prior Year	3.33	3.76	3.33	4.25	6.8	3.84	3.94	5	3.35	4.63	2.58	3.7	6.58
Percent Change from Prior Year	98%	16%	-10%	7%	11%	-31%	-11%	-39%	-14%	-27%	-20%	-38%	-55%

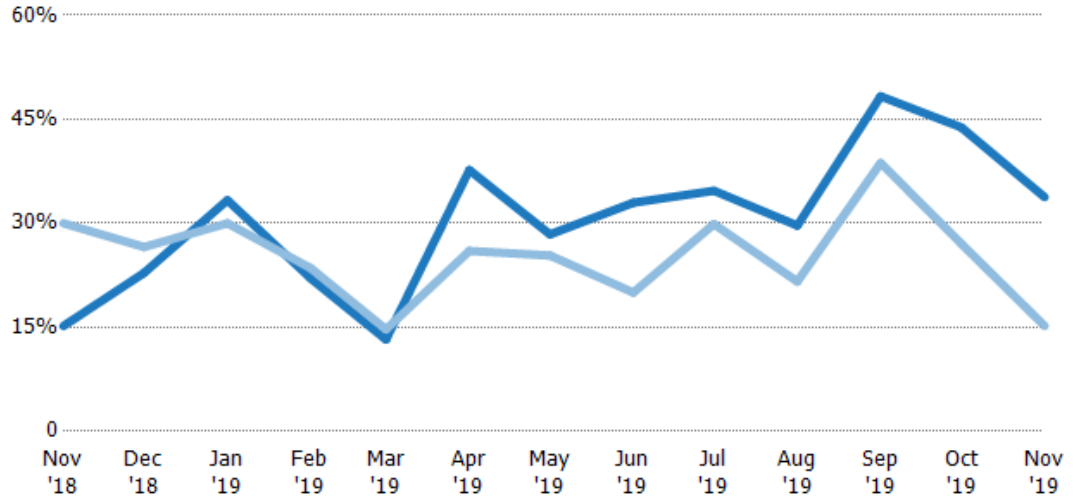
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Property Type:
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Family Residence

Month/ Year	Rate	Chg.
Nov '19	34%	-18.6%
Nov '18	15%	14.8%
Nov '17	30%	1.7%



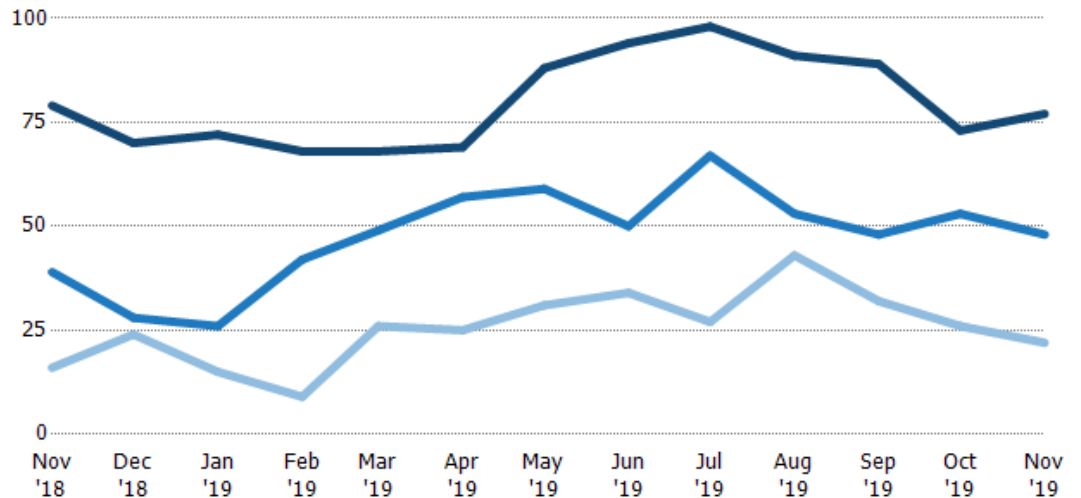
Current Year	15%	23%	33%	22%	13%	38%	28%	33%	35%	30%	48%	44%	34%
Prior Year	30%	27%	30%	24%	15%	26%	25%	20%	30%	22%	39%	27%	15%
Change from Prior Year	15%	4%	-3%	1%	1%	-12%	-3%	-13%	-5%	-8%	-10%	-17%	-19%

Active/Pending/Sold Units

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

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



Active	79	70	72	68	68	69	88	94	98	91	89	73	77
Pending	39	28	26	42	49	57	59	50	67	53	48	53	48
Sold	16	24	15	9	26	25	31	34	27	43	32	26	22

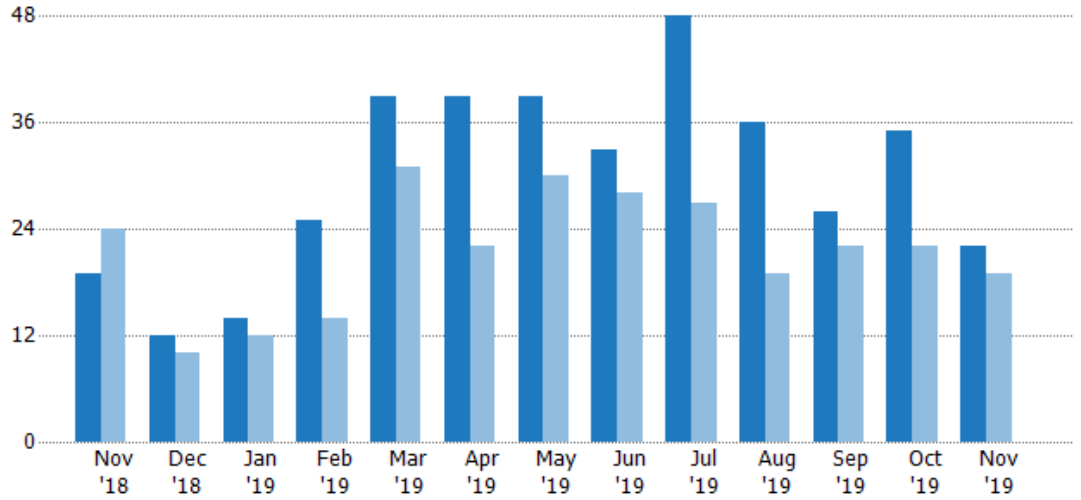
New Pending Sales

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

Filters Used

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Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Nov '19	22	15.8%
Nov '18	19	-20.8%
Nov '17	24	-41.7%



Current Year	19	12	14	25	39	39	39	33	48	36	26	35	22
Prior Year	24	10	12	14	31	22	30	28	27	19	22	22	19
Percent Change from Prior Year	-21%	20%	17%	79%	26%	77%	30%	18%	78%	89%	18%	59%	16%

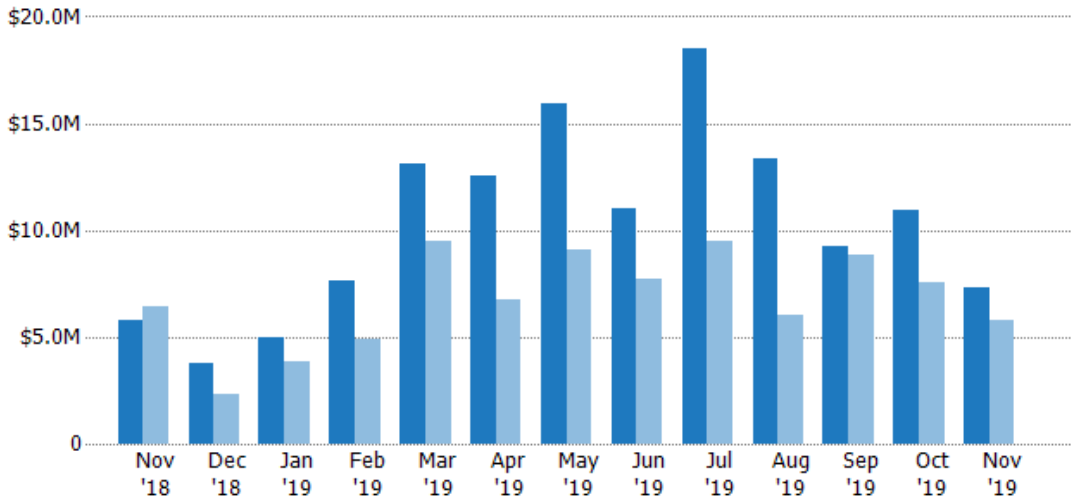
New Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '19	\$7.32M	27%
Nov '18	\$5.76M	-10.5%
Nov '17	\$6.44M	-17.6%



Current Year	\$5.76M	\$3.79M	\$5.01M	\$7.67M	\$13.1M	\$12.6M	\$15.9M	\$11M	\$18.5M	\$13.3M	\$9.22M	\$10.9M	\$7.32M
Prior Year	\$6.44M	\$2.3M	\$3.88M	\$4.87M	\$9.51M	\$6.78M	\$9.1M	\$7.73M	\$9.52M	\$6.06M	\$8.86M	\$7.57M	\$5.76M
Percent Change from Prior Year	-10%	64%	29%	57%	38%	85%	75%	43%	94%	120%	4%	44%	27%

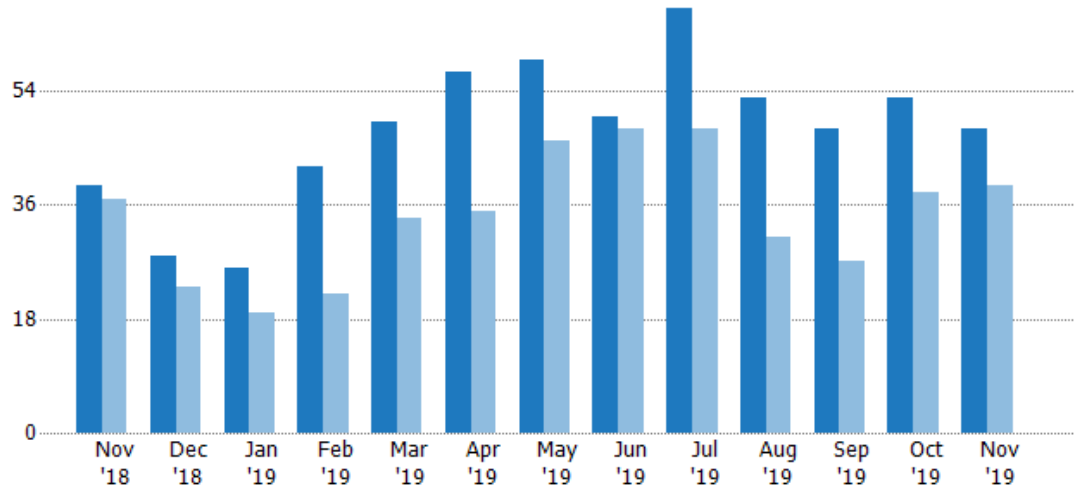
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Nov '19	48	23.1%
Nov '18	39	5.4%
Nov '17	37	0%



Current Year	39	28	26	42	49	57	59	50	67	53	48	53	48
Prior Year	37	23	19	22	34	35	46	48	48	31	27	38	39
Percent Change from Prior Year	5%	22%	37%	91%	44%	63%	28%	4%	40%	71%	78%	39%	23%

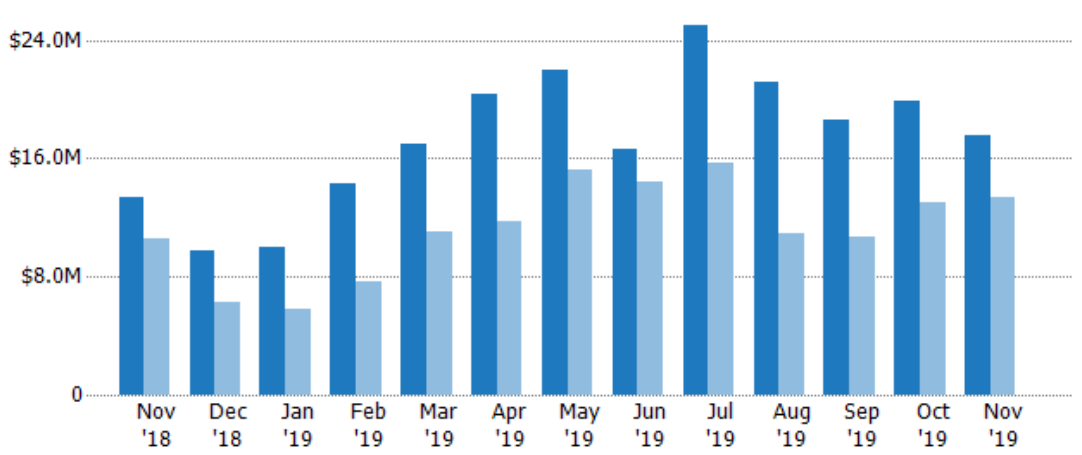
Pending Sales Volume

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.
Nov '19	\$17.6M	31.9%
Nov '18	\$13.3M	26.5%
Nov '17	\$10.5M	10.3%



Current Year	\$13.3M	\$9.76M	\$10M	\$14.3M	\$16.9M	\$20.3M	\$22M	\$16.6M	\$24.9M	\$21.1M	\$18.6M	\$19.9M	\$17.6M
Prior Year	\$10.5M	\$6.3M	\$5.83M	\$7.67M	\$11M	\$11.7M	\$15.2M	\$14.4M	\$15.7M	\$10.9M	\$10.7M	\$13.1M	\$13.3M
Percent Change from Prior Year	26%	55%	72%	86%	54%	73%	44%	15%	59%	93%	74%	52%	32%

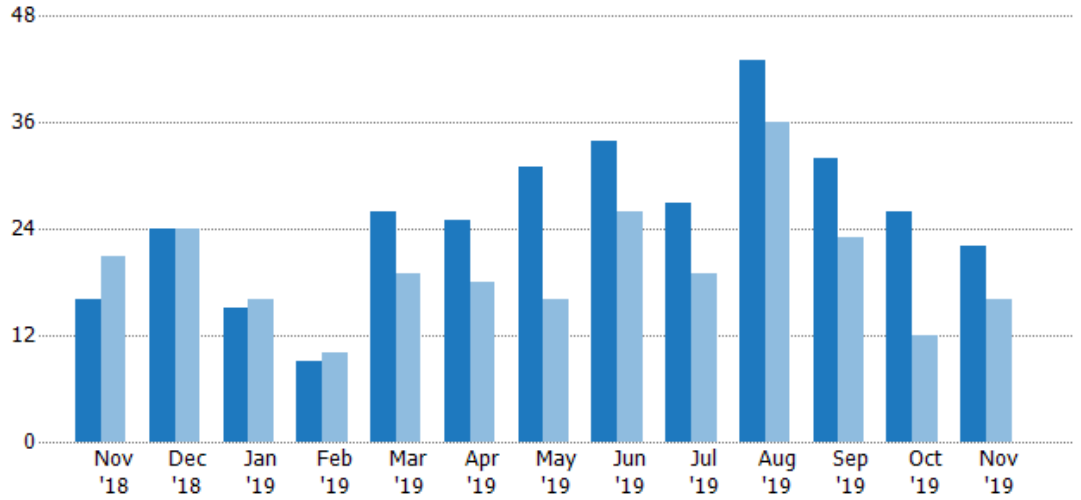
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Nov '19	22	37.5%
Nov '18	16	-23.8%
Nov '17	21	33.3%



Current Year	16	24	15	9	26	25	31	34	27	43	32	26	22
Prior Year	21	24	16	10	19	18	16	26	19	36	23	12	16
Percent Change from Prior Year	-24%	0%	-6%	-10%	37%	39%	94%	31%	42%	19%	39%	117%	38%

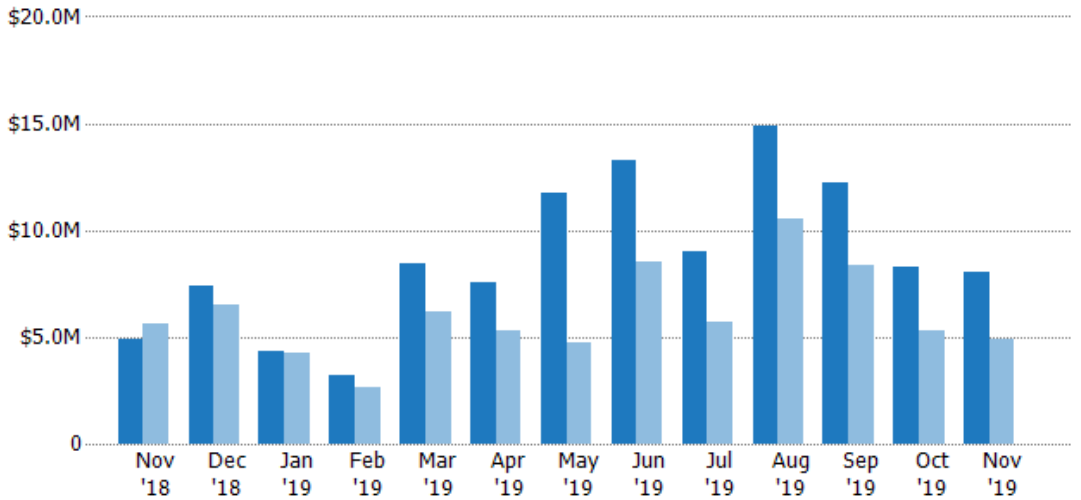
Closed Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '19	\$8.05M	64.7%
Nov '18	\$4.89M	-13.6%
Nov '17	\$5.66M	44.1%



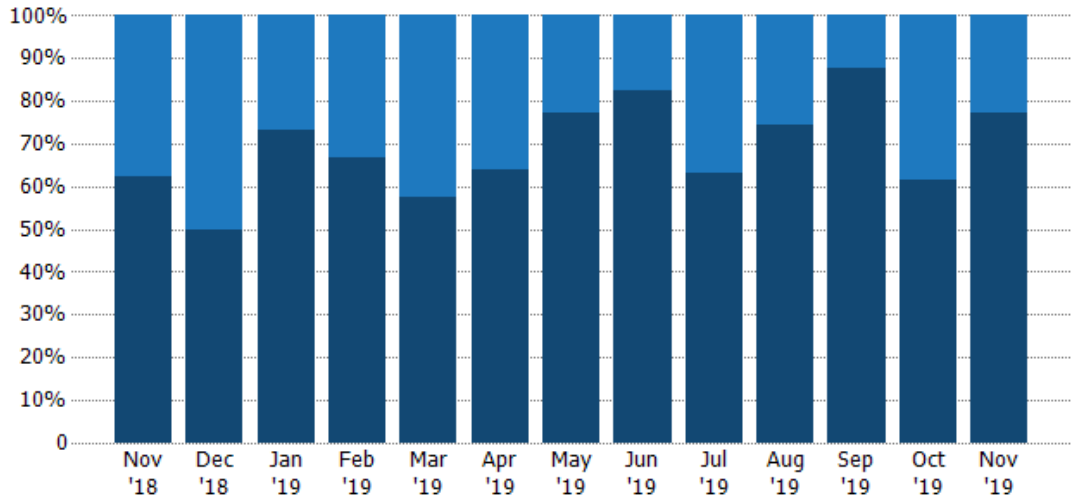
Current Year	\$4.89M	\$7.43M	\$4.37M	\$3.25M	\$8.42M	\$7.56M	\$11.7M	\$13.3M	\$9.01M	\$14.9M	\$12.2M	\$8.25M	\$8.05M
Prior Year	\$5.66M	\$6.5M	\$4.28M	\$2.63M	\$6.18M	\$5.29M	\$4.71M	\$8.51M	\$5.73M	\$10.5M	\$8.32M	\$5.28M	\$4.89M
Percent Change from Prior Year	-14%	14%	2%	23%	36%	43%	149%	56%	57%	41%	47%	56%	65%

Closed Sales by Property Type

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

Filters Used

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Property Type:
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Family Residence



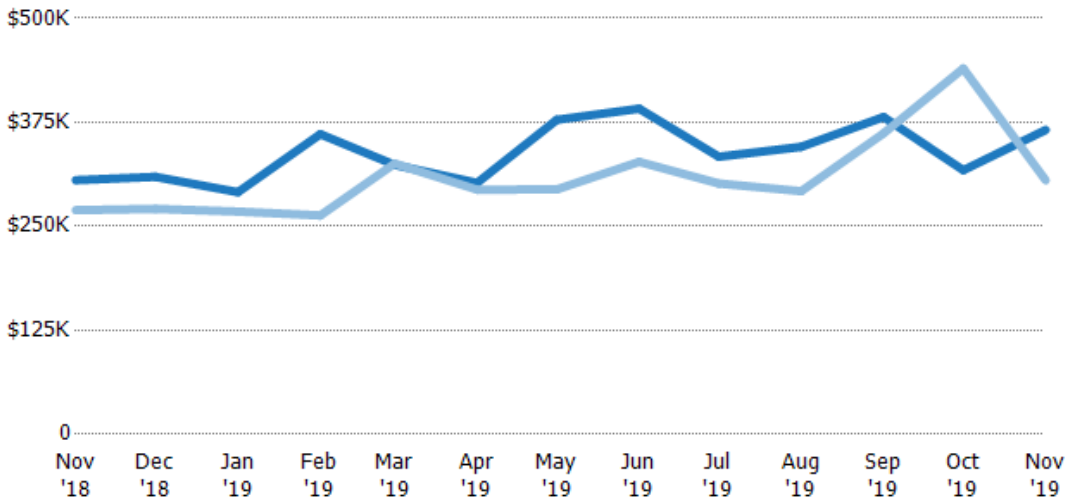
Condo/Townhouse	38%	50%	27%	33%	42%	36%	23%	18%	37%	26%	13%	38%	23%
Single Family Residence	63%	50%	73%	67%	58%	64%	77%	82%	63%	74%	88%	62%	77%

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	\$305K	\$309K	\$291K	\$361K	\$324K	\$302K	\$378K	\$391K	\$334K	\$346K	\$381K	\$317K	\$366K
Prior Year	\$269K	\$271K	\$268K	\$263K	\$325K	\$294K	\$294K	\$327K	\$301K	\$292K	\$362K	\$440K	\$305K
Percent Change from Prior Year	13%	14%	9%	37%	-1%	3%	28%	20%	11%	18%	5%	-28%	20%

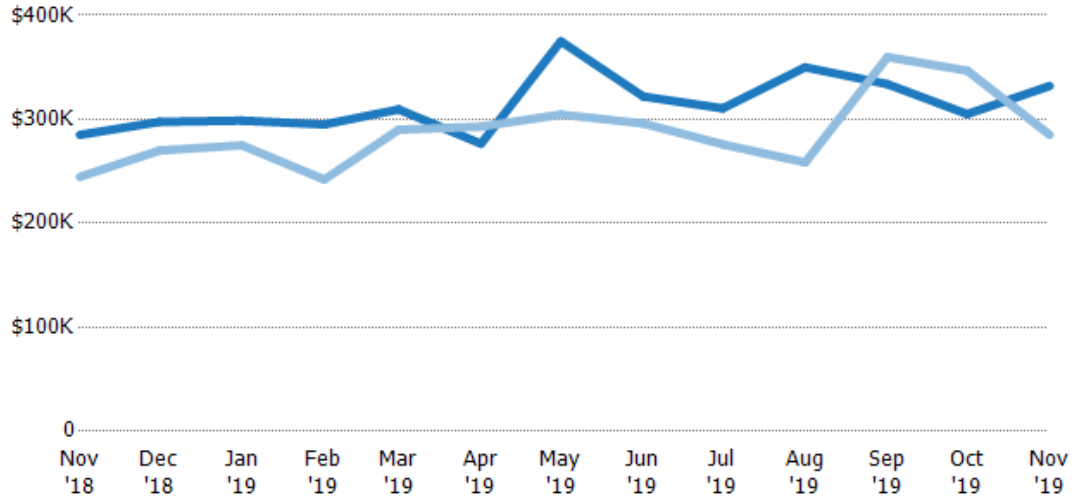
Median Sales Price

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.
Nov '19	\$332K	16.5%
Nov '18	\$285K	16.5%
Nov '17	\$245K	10%



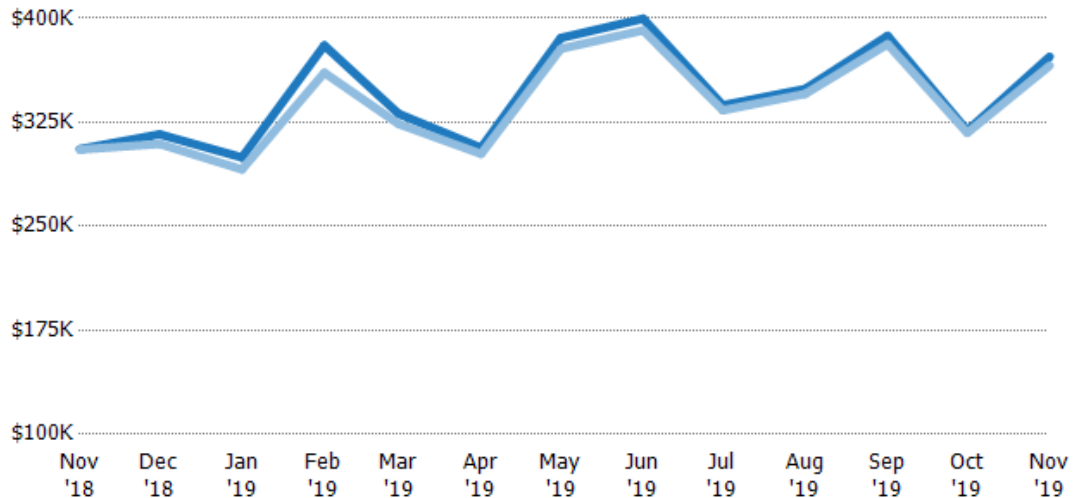
Current Year	\$285K	\$298K	\$299K	\$295K	\$310K	\$277K	\$375K	\$322K	\$311K	\$350K	\$334K	\$305K	\$332K
Prior Year	\$245K	\$270K	\$275K	\$242K	\$290K	\$293K	\$305K	\$296K	\$276K	\$259K	\$360K	\$347K	\$285K
Percent Change from Prior Year	17%	10%	9%	22%	7%	-6%	23%	9%	13%	35%	-7%	-12%	16%

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



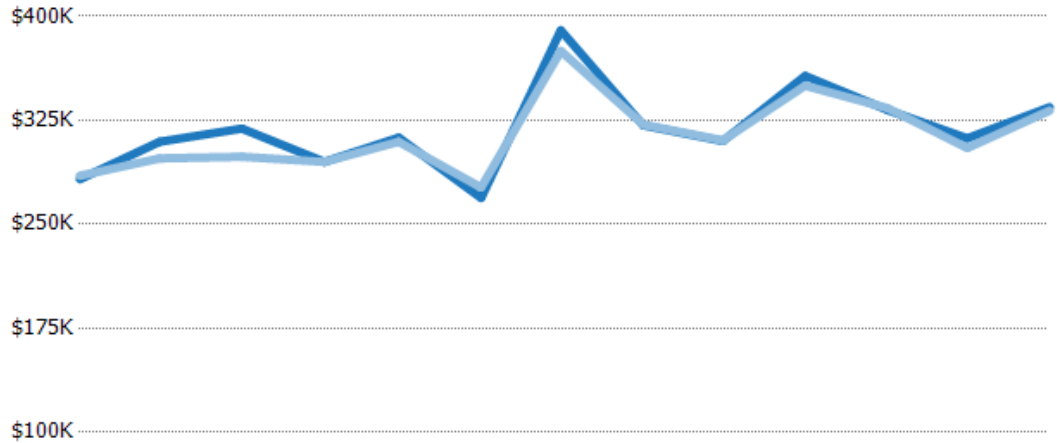
Avg List Price	\$306K	\$316K	\$300K	\$380K	\$331K	\$307K	\$386K	\$400K	\$337K	\$349K	\$387K	\$319K	\$372K
Avg Sales Price	\$305K	\$309K	\$291K	\$361K	\$324K	\$302K	\$378K	\$391K	\$334K	\$346K	\$381K	\$317K	\$366K
Avg Sales Price as a % of Avg List Price	100%	98%	97%	95%	98%	99%	98%	98%	99%	99%	98%	99%	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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



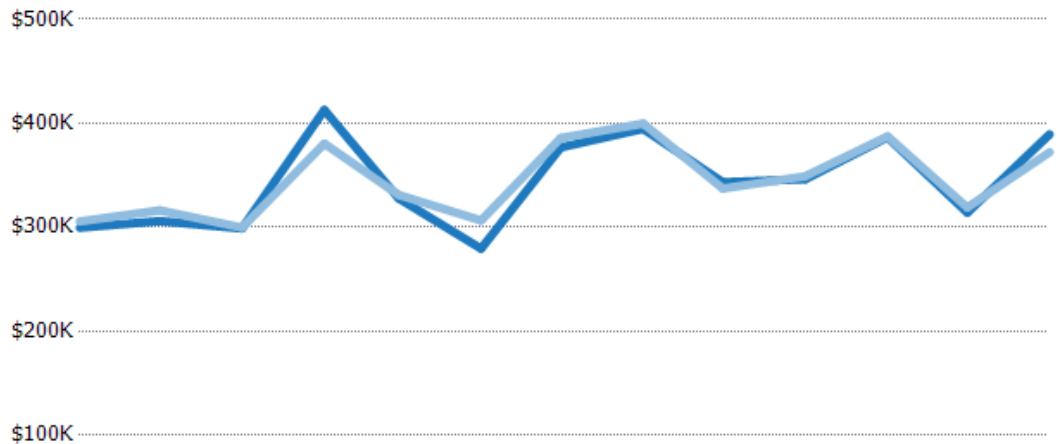
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$283K	\$310K	\$319K	\$295K	\$313K	\$269K	\$390K	\$321K	\$310K	\$357K	\$332K	\$312K	\$334K
Median Sales Price	\$285K	\$298K	\$299K	\$295K	\$310K	\$277K	\$375K	\$322K	\$311K	\$350K	\$334K	\$305K	\$332K
Med Sales Price as a % of Med List Price	101%	96%	94%	100%	99%	103%	96%	100%	100%	98%	100%	98%	99%

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



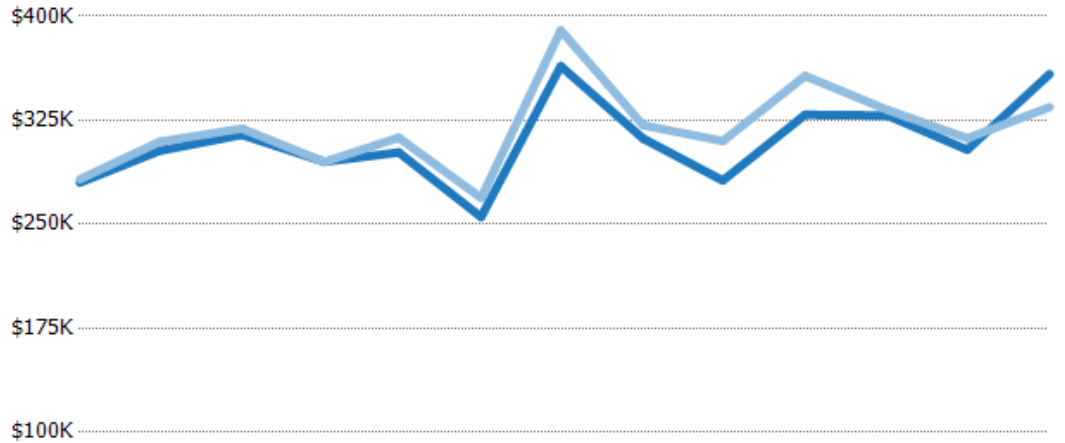
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$300K	\$306K	\$299K	\$413K	\$328K	\$279K	\$377K	\$395K	\$343K	\$346K	\$387K	\$314K	\$389K
Avg Sales Price	\$306K	\$316K	\$300K	\$380K	\$331K	\$307K	\$386K	\$400K	\$337K	\$349K	\$387K	\$319K	\$372K
Avg Sales Price as a % of Avg Est Value	102%	103%	100%	92%	101%	110%	102%	101%	98%	101%	100%	102%	96%

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



	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	\$280K	\$303K	\$315K	\$295K	\$302K	\$255K	\$364K	\$312K	\$282K	\$329K	\$328K	\$304K	\$358K
Median Sales Price	\$283K	\$310K	\$319K	\$295K	\$313K	\$269K	\$390K	\$321K	\$310K	\$357K	\$332K	\$312K	\$334K
Med Sales Price as a % of Med Est Value	101%	102%	101%	100%	104%	105%	107%	103%	110%	109%	101%	103%	93%