

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	21	+4.8%	47	43	+9.3%
New Listing Volume	\$7,322,078	\$7,828,900	-6.5%	\$16,368,248	\$14,858,900	+10.2%
Active Listing Count	60	73	-17.8%	N/A	N/A	
Active Listing Volume	\$31,603,792	\$31,142,100	+1.5%	N/A	N/A	
Average Listing Price	\$526,730	\$426,604	+23.5%	\$519,184	\$422,293	+22.9%
Median Listing Price	\$409,950	\$390,800	+4.9%	\$404,648	\$360,633	+12.2%
Median Days in RPR	116	164	-29.3%	101.09	149	-32.2%
Months of Inventory	3.3	4.9	-31.5%	5.3	5.8	-8.9%
Absorption Rate	30%	20.55%	+9.5%	18.9%	17.22%	+1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	28	25	+12%	56	39	+43.6%
New Pending Sales Volume	\$9,820,000	\$7,668,799	+28.1%	\$18,315,495	\$12,676,699	+44.5%
Pending Sales Count	46	38	+21.1%	N/A	N/A	
Pending Sales Volume	\$15,862,298	\$12,788,874	+24%	N/A	N/A	
Closed Sales Count	17	9	+88.9%	35	24	+45.8%
Closed Sales Volume	\$5,064,628	\$3,246,700	+56%	\$11,168,440	\$7,611,990	+46.7%
Average Sales Price	\$297,919	\$360,744	-17.4%	\$319,098	\$317,166	+0.6%
Median Sales Price	\$235,000	\$295,000	-20.3%	\$260,714	\$297,297	-12.3%

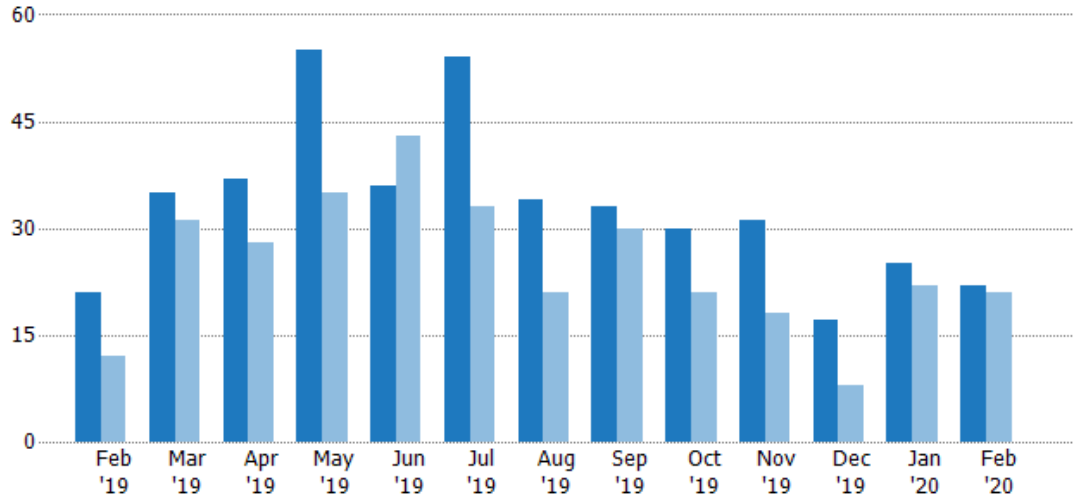
New Listings

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.
Feb '20	22	4.8%
Feb '19	21	75%
Feb '18	12	108.3%



Current Year	21	35	37	55	36	54	34	33	30	31	17	25	22
Prior Year	12	31	28	35	43	33	21	30	21	18	8	22	21
Percent Change from Prior Year	75%	13%	32%	57%	-16%	64%	62%	10%	43%	72%	113%	14%	5%

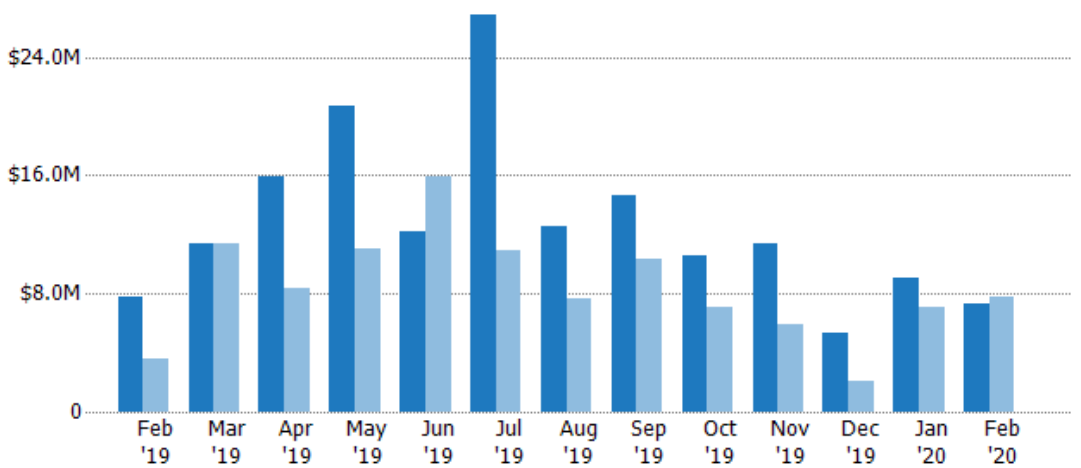
New Listing Volume

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.
Feb '20	\$7.32M	-6.5%
Feb '19	\$7.83M	114.9%
Feb '18	\$3.64M	112.7%



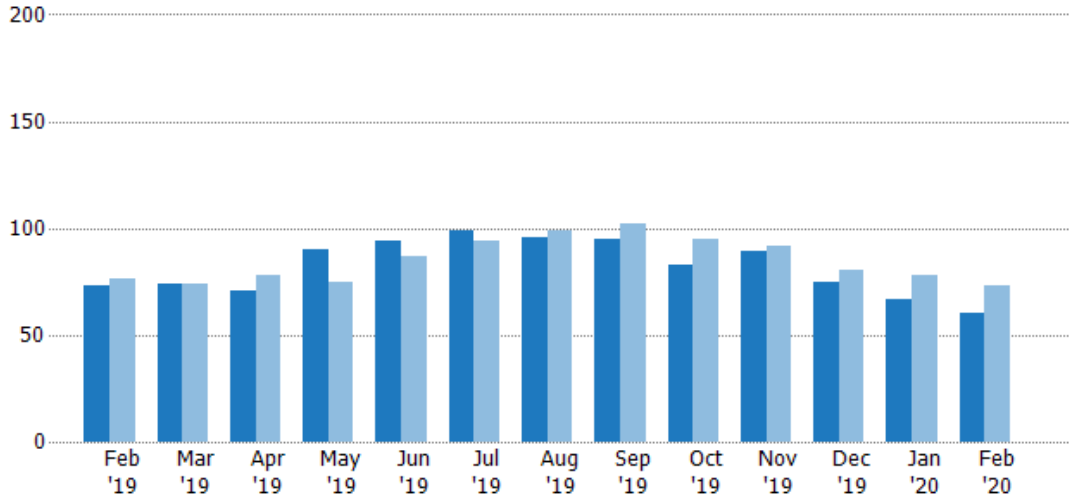
Current Year	\$7.83M	\$11.4M	\$15.9M	\$20.7M	\$12.2M	\$26.9M	\$12.6M	\$14.6M	\$10.6M	\$11.4M	\$5.3M	\$9.05M	\$7.32M
Prior Year	\$3.64M	\$11.4M	\$8.36M	\$11M	\$15.9M	\$11M	\$7.64M	\$10.4M	\$7.13M	\$5.89M	\$2.05M	\$7.03M	\$7.83M
Percent Change from Prior Year	115%	0%	91%	88%	-24%	145%	65%	41%	49%	93%	159%	29%	-6%

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



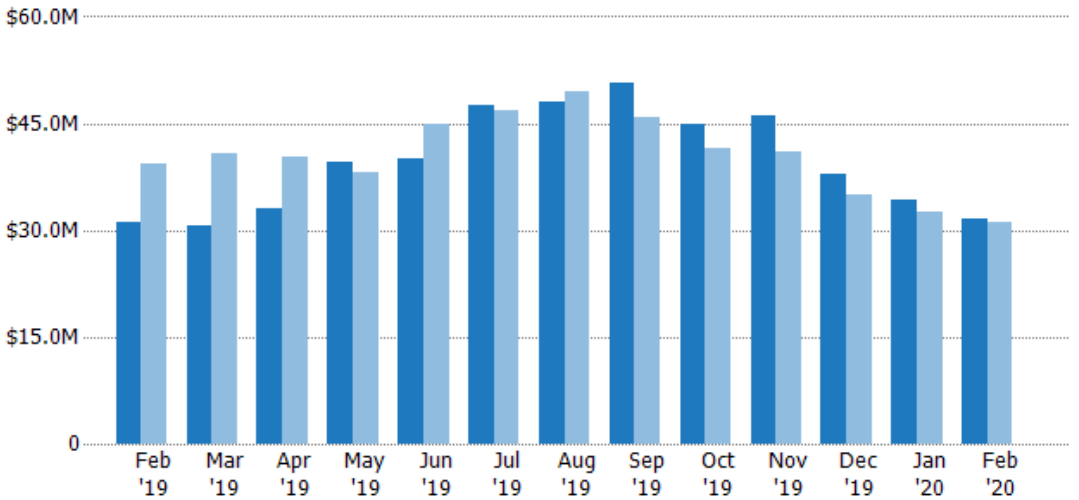
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	73	76	-4%
Mar '19	74	74	0%
Apr '19	71	78	-9%
May '19	90	75	20%
Jun '19	94	87	8%
Jul '19	99	94	5%
Aug '19	96	99	-3%
Sep '19	95	102	-7%
Oct '19	83	95	-13%
Nov '19	89	92	-3%
Dec '19	75	80	-6%
Jan '20	67	78	-14%
Feb '20	60	73	-18%

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	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	\$31.1M	\$39.4M	-21%
Mar '19	\$30.7M	\$40.8M	-25%
Apr '19	\$33M	\$40.3M	-18%
May '19	\$39.6M	\$38.2M	4%
Jun '19	\$40M	\$44.8M	-11%
Jul '19	\$47.6M	\$46.7M	2%
Aug '19	\$47.9M	\$49.4M	-3%
Sep '19	\$50.8M	\$46M	10%
Oct '19	\$44.8M	\$41.6M	8%
Nov '19	\$46.1M	\$41.1M	12%
Dec '19	\$37.9M	\$34.9M	9%
Jan '20	\$34.3M	\$32.6M	5%
Feb '20	\$31.6M	\$31.1M	1%

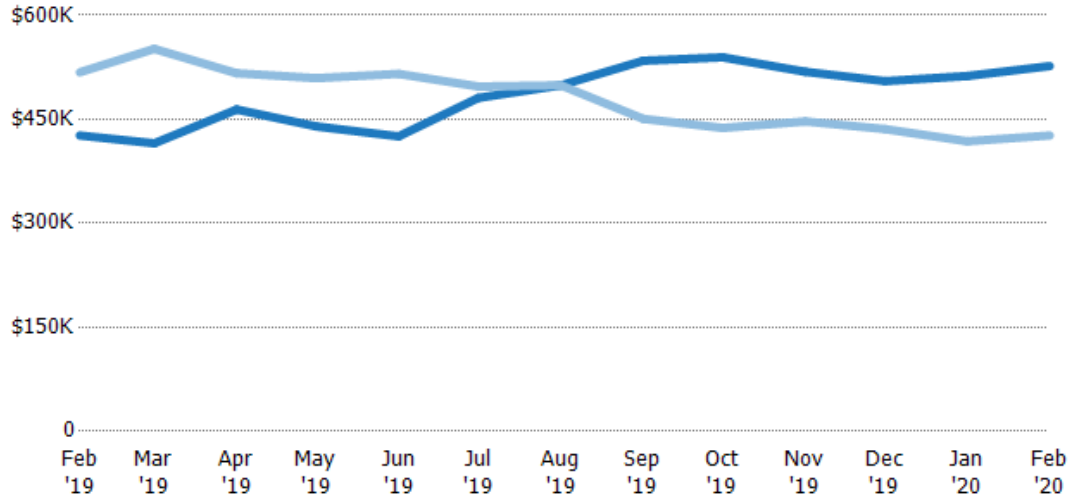
Average Listing Price

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.
Feb '20	\$527K	23.5%
Feb '19	\$427K	-17.6%
Feb '18	\$518K	-20.8%



Current Year	\$427K	\$415K	\$464K	\$440K	\$425K	\$481K	\$499K	\$534K	\$539K	\$519K	\$505K	\$512K	\$527K
Prior Year	\$518K	\$552K	\$516K	\$509K	\$516K	\$497K	\$499K	\$451K	\$438K	\$447K	\$436K	\$418K	\$427K
Percent Change from Prior Year	-18%	-25%	-10%	-14%	-17%	-3%	0%	19%	23%	16%	16%	23%	23%

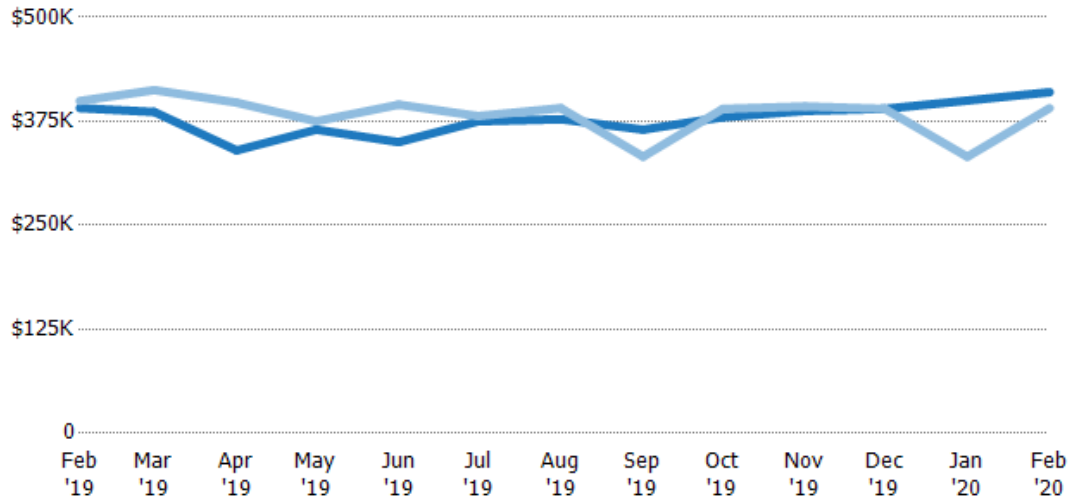
Median Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Feb '20	\$410K	4.9%
Feb '19	\$391K	-2.2%
Feb '18	\$399K	-2.2%



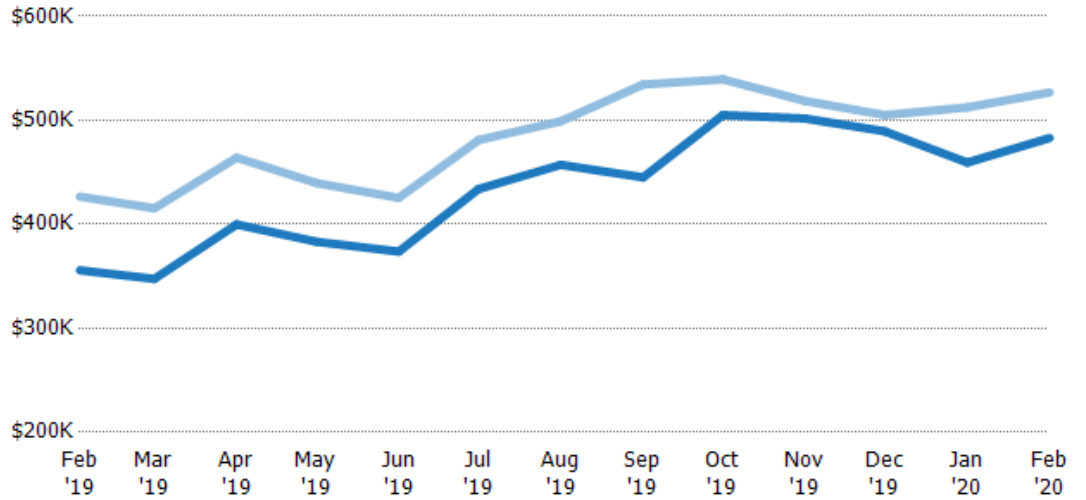
Current Year	\$391K	\$386K	\$340K	\$365K	\$350K	\$375K	\$377K	\$365K	\$380K	\$388K	\$390K	\$400K	\$410K
Prior Year	\$399K	\$412K	\$397K	\$375K	\$395K	\$381K	\$391K	\$332K	\$390K	\$393K	\$390K	\$332K	\$391K
Percent Change from Prior Year	-2%	-6%	-14%	-3%	-11%	-2%	-3%	10%	-3%	-1%	0%	20%	5%

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



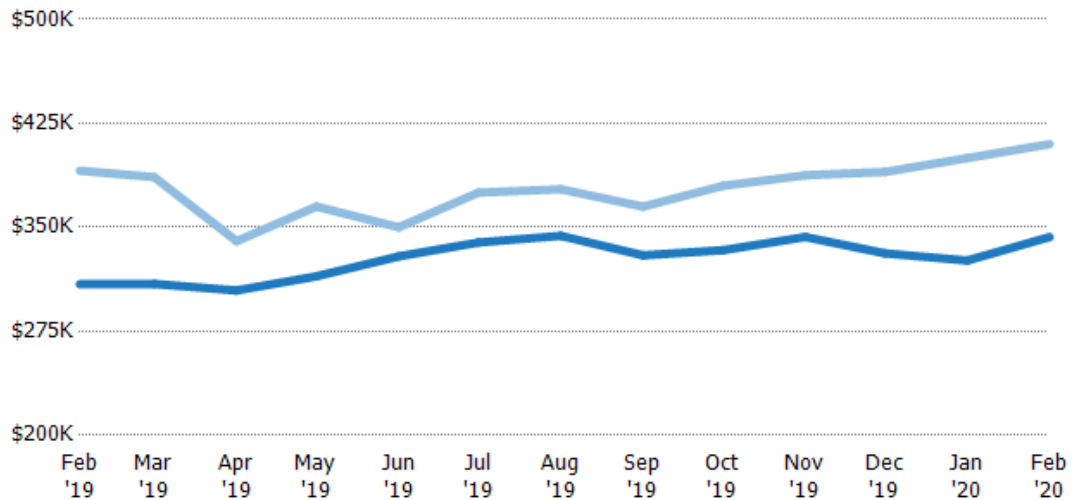
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$356K	\$347K	\$400K	\$383K	\$374K	\$434K	\$457K	\$445K	\$505K	\$502K	\$489K	\$459K	\$483K
Avg Listing Price	\$427K	\$415K	\$464K	\$440K	\$425K	\$481K	\$499K	\$534K	\$539K	\$519K	\$505K	\$512K	\$527K
Avg Listing Price as a % of Avg Est Value	120%	120%	116%	115%	114%	111%	109%	120%	107%	103%	103%	112%	109%

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



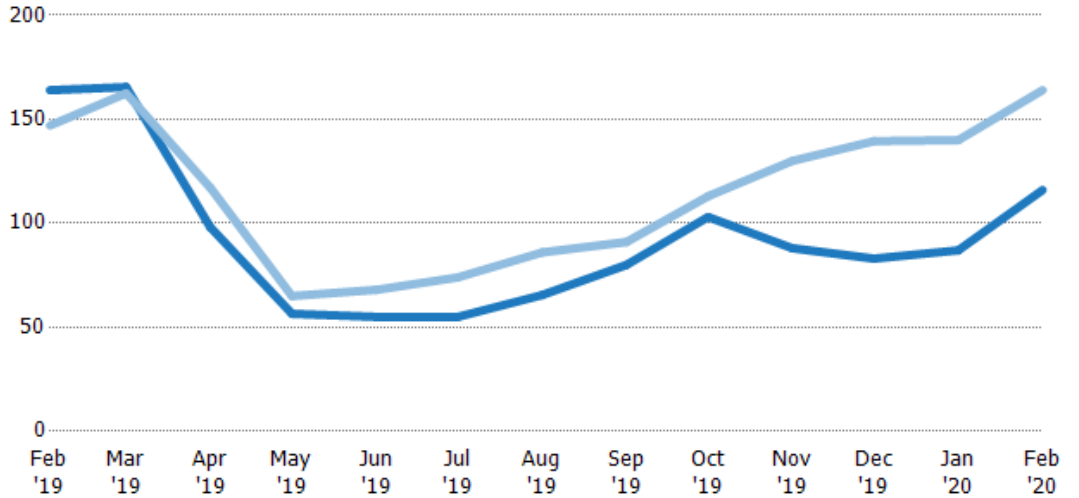
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$309K	\$309K	\$304K	\$315K	\$329K	\$339K	\$344K	\$330K	\$333K	\$343K	\$331K	\$326K	\$343K
Median Listing Price	\$391K	\$386K	\$340K	\$365K	\$350K	\$375K	\$377K	\$365K	\$380K	\$388K	\$390K	\$400K	\$410K
Med Listing Price as a % of Med Est Value	126%	125%	112%	116%	106%	111%	110%	111%	114%	113%	118%	123%	120%

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.
Feb '20	116	-29.3%
Feb '19	164	11.6%
Feb '18	147	-30.6%

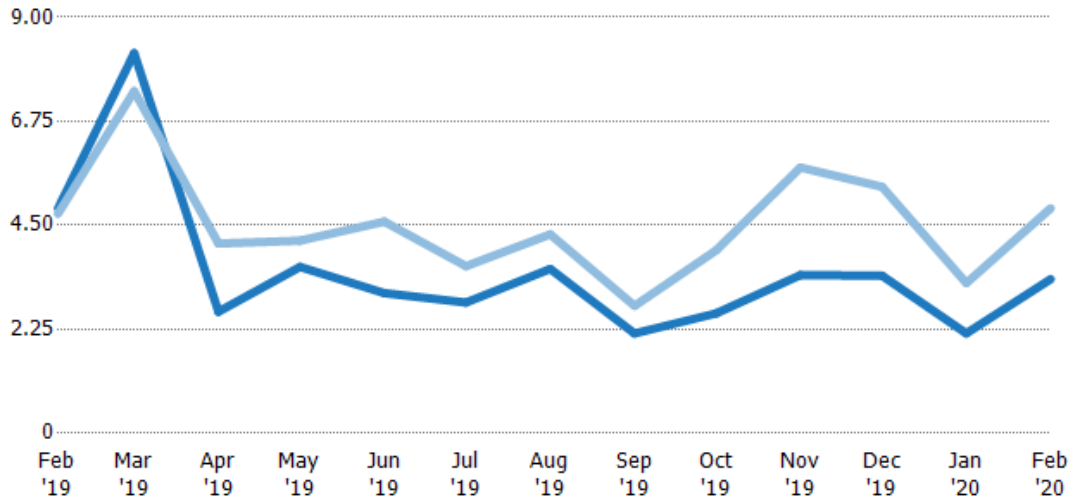
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	164	166	98	56.5	55	55	65.5	80	103	88	83	87	116
Prior Year	147	163	117	65	68	74	86	91	113	130	140	140	164
Percent Change from Prior Year	12%	2%	-16%	-13%	-19%	-26%	-24%	-12%	-9%	-32%	-41%	-38%	-29%

Months of Inventory

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

Filters Used

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Family Residence



Month/Year	Months	% Chg.
Feb '20	3.33	-31.5%
Feb '19	4.87	2.5%
Feb '18	4.75	63.7%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	4.87	8.22	2.63	3.6	3.03	2.83	3.56	2.16	2.59	3.42	3.41	2.16	3.33
Prior Year	4.75	7.4	4.11	4.17	4.58	3.62	4.3	2.76	3.96	5.75	5.33	3.25	4.87
Percent Change from Prior Year	2%	11%	-36%	-14%	-34%	-22%	-17%	-22%	-34%	-40%	-36%	-34%	-32%

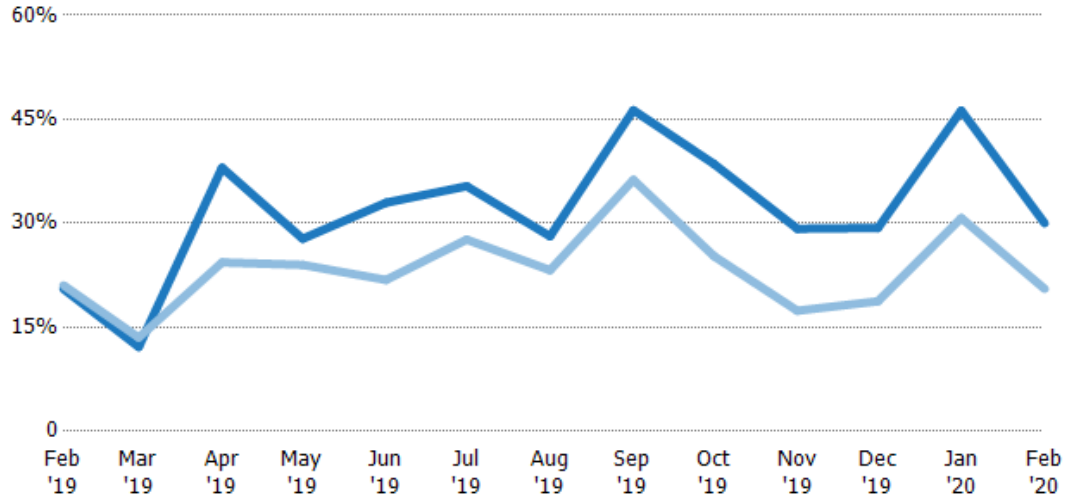
Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
Feb '20	30%	-9.5%
Feb '19	21%	0.5%
Feb '18	21%	-39%



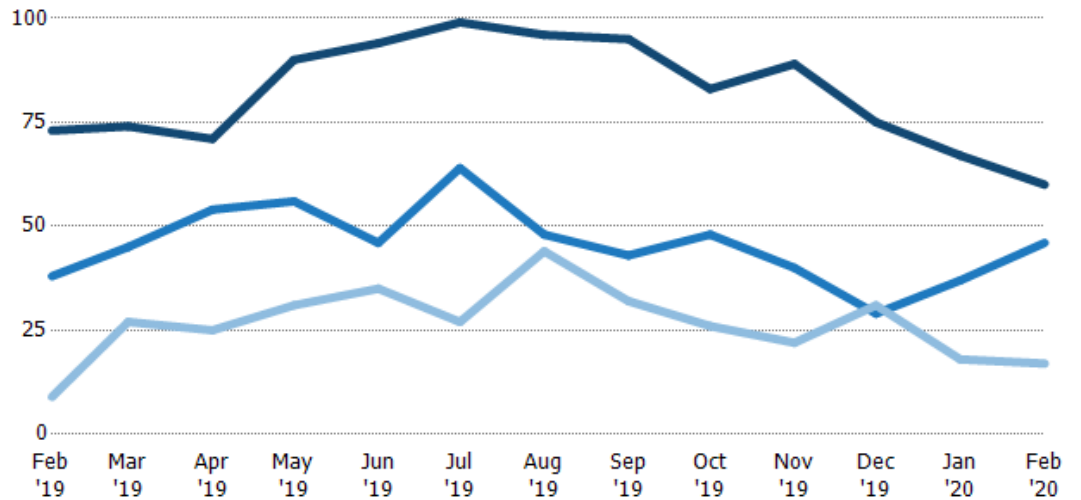
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	21%	12%	38%	28%	33%	35%	28%	46%	39%	29%	29%	46%	30%
Prior Year	21%	14%	24%	24%	22%	28%	23%	36%	25%	17%	19%	31%	21%
Change from Prior Year	1%	1%	-14%	-4%	-11%	-8%	-5%	-10%	-13%	-12%	-11%	-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,
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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	73	74	71	90	94	99	96	95	83	89	75	67	60
Pending	38	45	54	56	46	64	48	43	48	40	29	37	46
Sold	9	27	25	31	35	27	44	32	26	22	31	18	17

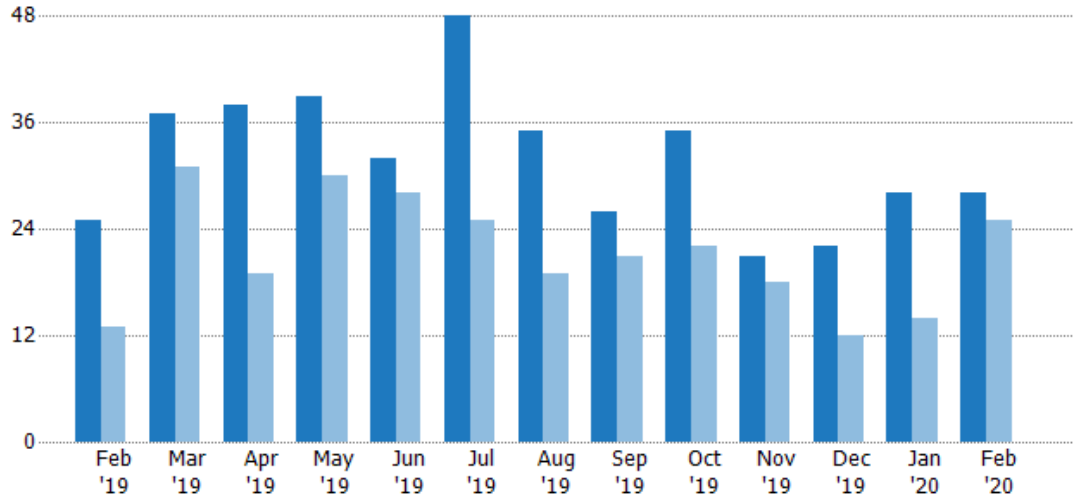
New Pending Sales

The number 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	Count	% Chg.
Feb '20	28	12%
Feb '19	25	92.3%
Feb '18	13	84.6%



Current Year	25	37	38	39	32	48	35	26	35	21	22	28	28
Prior Year	13	31	19	30	28	25	19	21	22	18	12	14	25
Percent Change from Prior Year	92%	19%	100%	30%	14%	92%	84%	24%	59%	17%	83%	100%	12%

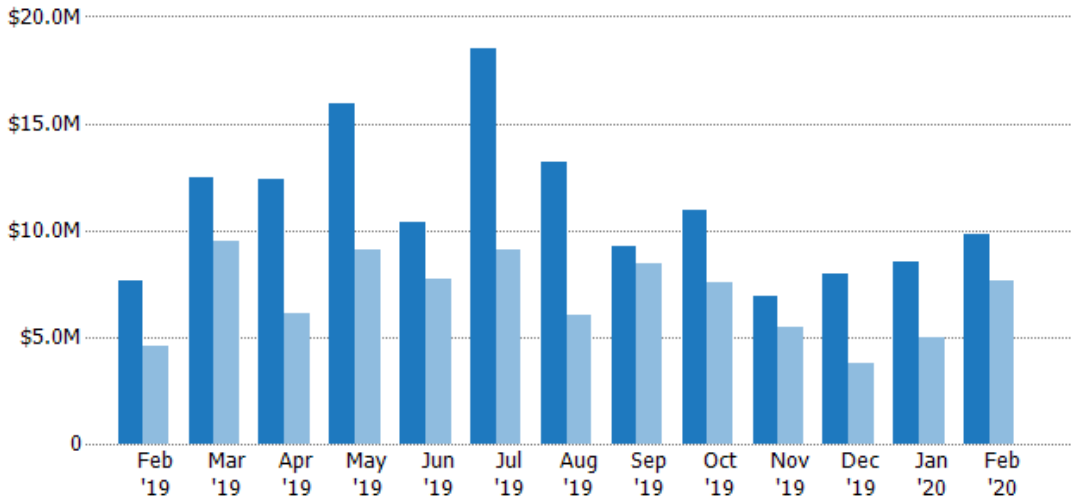
New Pending Sales Volume

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.
Feb '20	\$9.82M	28.1%
Feb '19	\$7.67M	67.3%
Feb '18	\$4.58M	70%



Current Year	\$7.67M	\$12.4M	\$12.4M	\$15.9M	\$10.4M	\$18.5M	\$13.2M	\$9.22M	\$10.9M	\$6.94M	\$7.93M	\$8.5M	\$9.82M
Prior Year	\$4.58M	\$9.51M	\$6.11M	\$9.1M	\$7.73M	\$9.09M	\$6.06M	\$8.44M	\$7.57M	\$5.43M	\$3.79M	\$5.01M	\$7.67M
Percent Change from Prior Year	67%	31%	103%	75%	34%	103%	118%	9%	44%	28%	110%	70%	28%

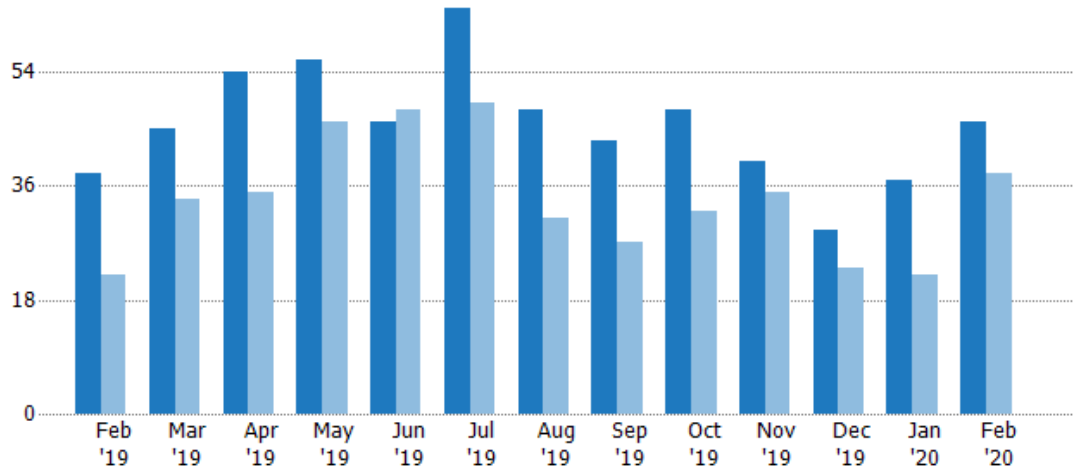
Pending Sales

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.
Feb '20	46	21.1%
Feb '19	38	72.7%
Feb '18	22	77.3%



Current Year	38	45	54	56	46	64	48	43	48	40	29	37	46
Prior Year	22	34	35	46	48	49	31	27	32	35	23	22	38
Percent Change from Prior Year	73%	32%	54%	22%	-4%	31%	55%	59%	50%	14%	26%	68%	21%

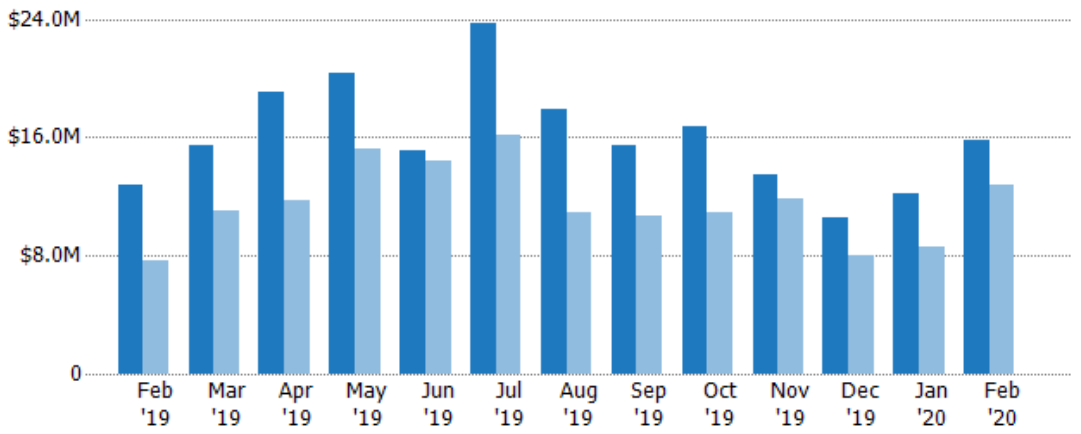
Pending Sales Volume

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.
Feb '20	\$15.9M	24%
Feb '19	\$12.8M	66.7%
Feb '18	\$7.67M	67.5%



Current Year	\$12.8M	\$15.4M	\$19.1M	\$20.3M	\$15.1M	\$23.7M	\$18M	\$15.4M	\$16.7M	\$13.5M	\$10.6M	\$12.2M	\$15.9M
Prior Year	\$7.67M	\$11M	\$11.7M	\$15.2M	\$14.4M	\$16.2M	\$10.9M	\$10.7M	\$11M	\$11.8M	\$8.03M	\$8.54M	\$12.8M
Percent Change from Prior Year	67%	41%	63%	33%	5%	47%	64%	44%	52%	14%	31%	43%	24%

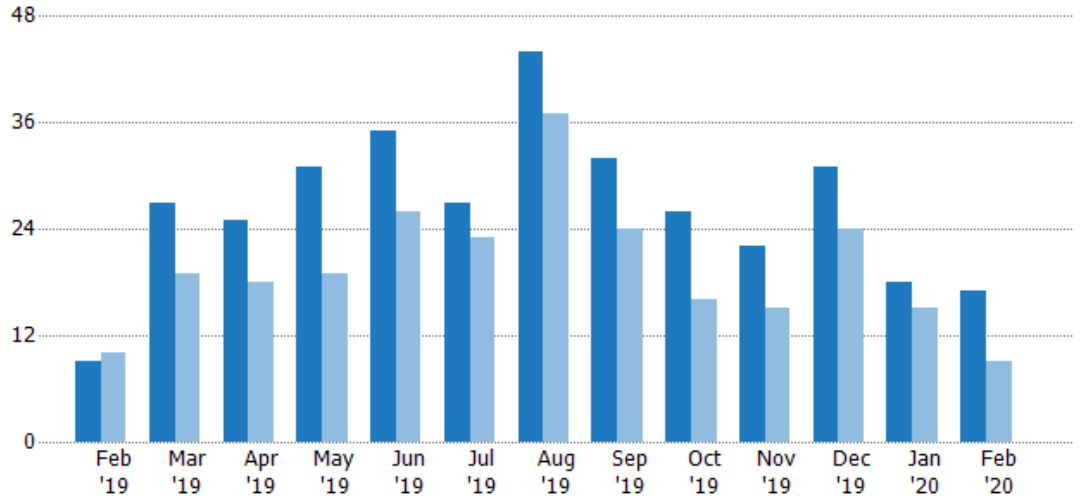
Closed Sales

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.
Feb '20	17	88.9%
Feb '19	9	-10%
Feb '18	10	-20%



Current Year	9	27	25	31	35	27	44	32	26	22	31	18	17
Prior Year	10	19	18	19	26	23	37	24	16	15	24	15	9
Percent Change from Prior Year	-10%	42%	39%	63%	35%	17%	19%	33%	63%	47%	29%	20%	89%

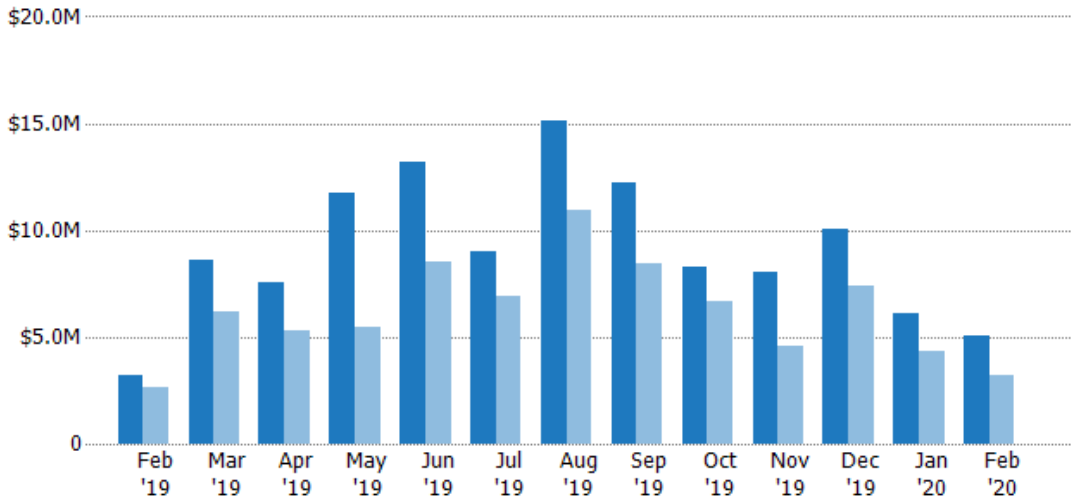
Closed Sales Volume

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.
Feb '20	\$5.06M	56%
Feb '19	\$3.25M	23.4%
Feb '18	\$2.63M	19.3%



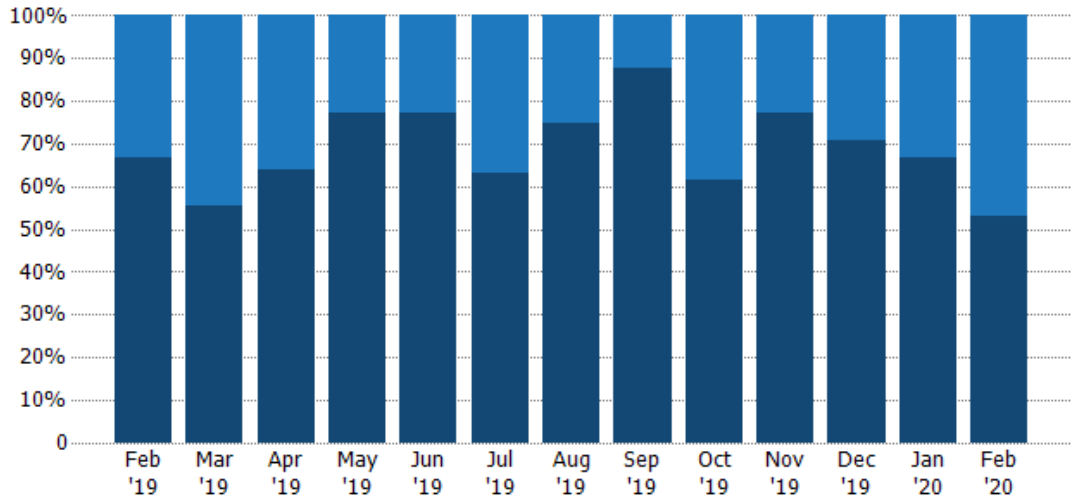
Current Year	\$3.25M	\$8.62M	\$7.56M	\$11.7M	\$13.2M	\$9.01M	\$15.1M	\$12.2M	\$8.25M	\$8.05M	\$10M	\$6.1M	\$5.06M
Prior Year	\$2.63M	\$6.18M	\$5.29M	\$5.49M	\$8.51M	\$6.93M	\$10.9M	\$8.44M	\$6.66M	\$4.55M	\$7.43M	\$4.37M	\$3.25M
Percent Change from Prior Year	23%	39%	43%	113%	55%	30%	38%	45%	24%	77%	35%	40%	56%

Closed Sales by Property Type

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

Filters Used

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



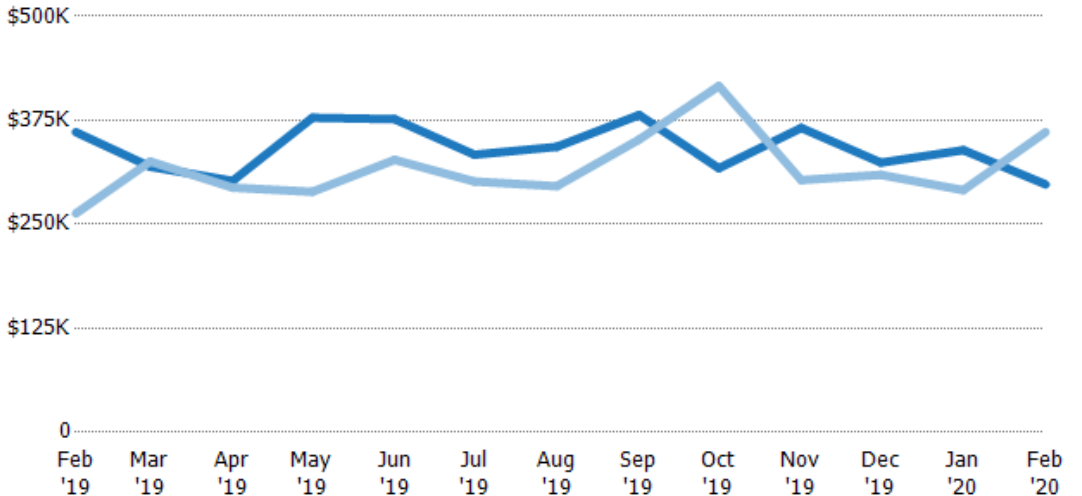
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	33%	44%	36%	23%	23%	37%	25%	13%	38%	23%	29%	33%	47%
Single Family Residence	67%	56%	64%	77%	77%	63%	75%	88%	62%	77%	71%	67%	53%

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



Month/Year	Price	% Chg.
Feb '20	\$298K	-17.4%
Feb '19	\$361K	37.2%
Feb '18	\$263K	49.2%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$361K	\$319K	\$302K	\$378K	\$376K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K
Prior Year	\$263K	\$325K	\$294K	\$289K	\$327K	\$301K	\$296K	\$352K	\$416K	\$303K	\$309K	\$291K	\$361K
Percent Change from Prior Year	37%	-2%	3%	31%	15%	11%	16%	8%	-24%	21%	5%	17%	-17%

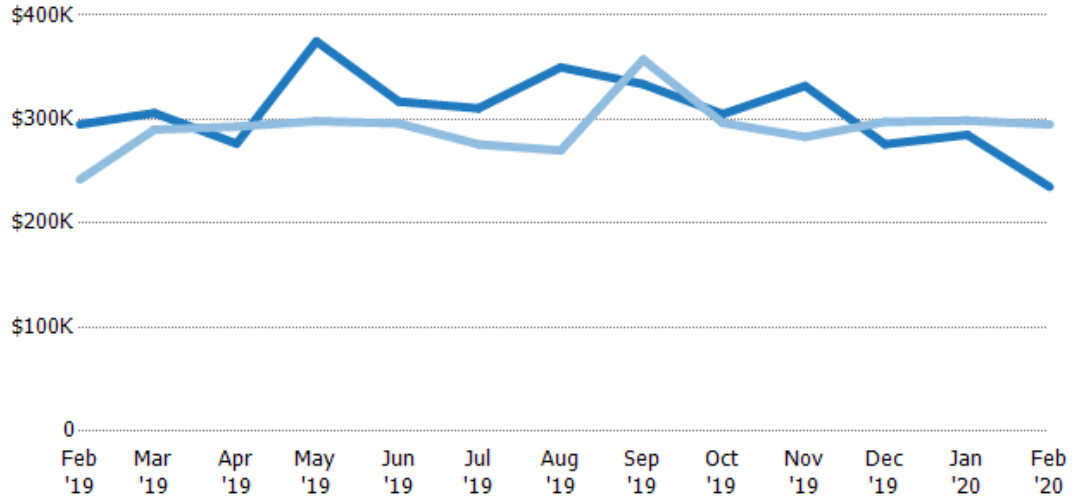
Median Sales Price

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.
Feb '20	\$235K	-20.3%
Feb '19	\$295K	21.9%
Feb '18	\$242K	28.7%



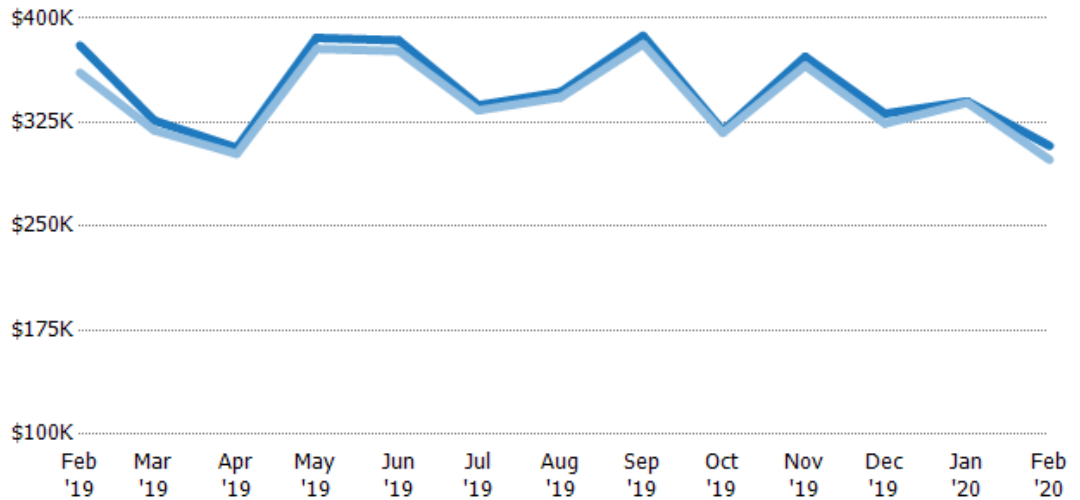
Current Year	\$295K	\$306K	\$277K	\$375K	\$317K	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K
Prior Year	\$242K	\$290K	\$293K	\$298K	\$296K	\$276K	\$270K	\$357K	\$296K	\$283K	\$298K	\$299K	\$295K
Percent Change from Prior Year	22%	6%	-6%	26%	7%	13%	30%	-7%	3%	17%	-7%	-5%	-20%

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



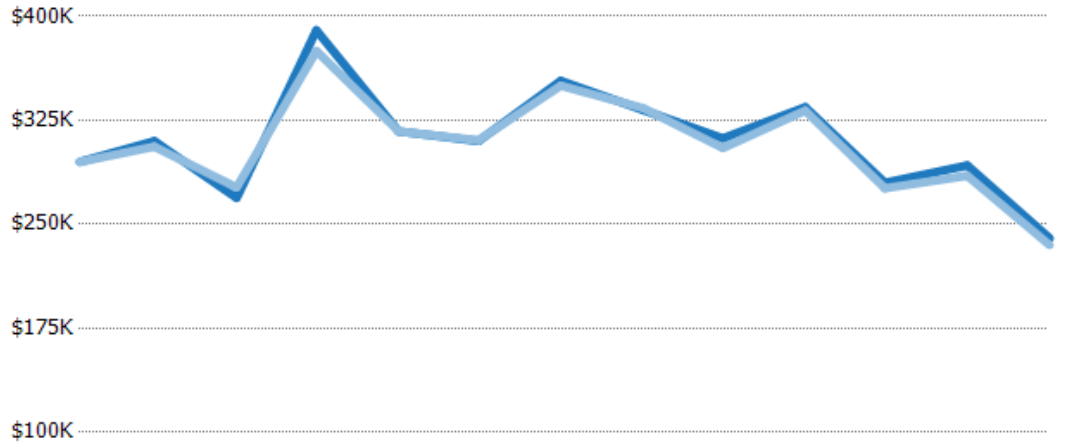
Avg List Price	\$380K	\$326K	\$307K	\$386K	\$384K	\$337K	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K
Avg Sales Price	\$361K	\$319K	\$302K	\$378K	\$376K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K
Avg Sales Price as a % of Avg List Price	95%	98%	99%	98%	98%	99%	99%	98%	99%	98%	98%	100%	97%

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



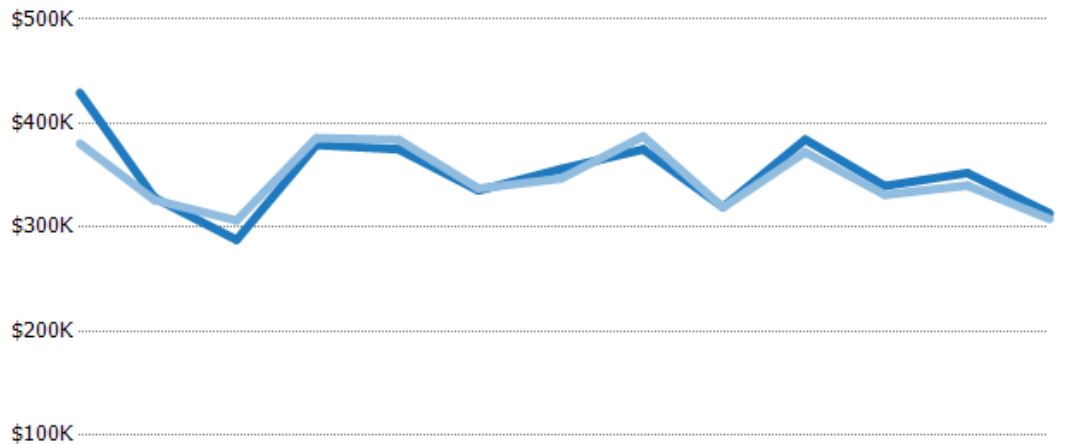
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$295K	\$310K	\$269K	\$390K	\$317K	\$310K	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K
Median Sales Price	\$295K	\$306K	\$277K	\$375K	\$317K	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K
Med Sales Price as a % of Med List Price	100%	99%	103%	96%	100%	100%	99%	100%	98%	99%	99%	97%	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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



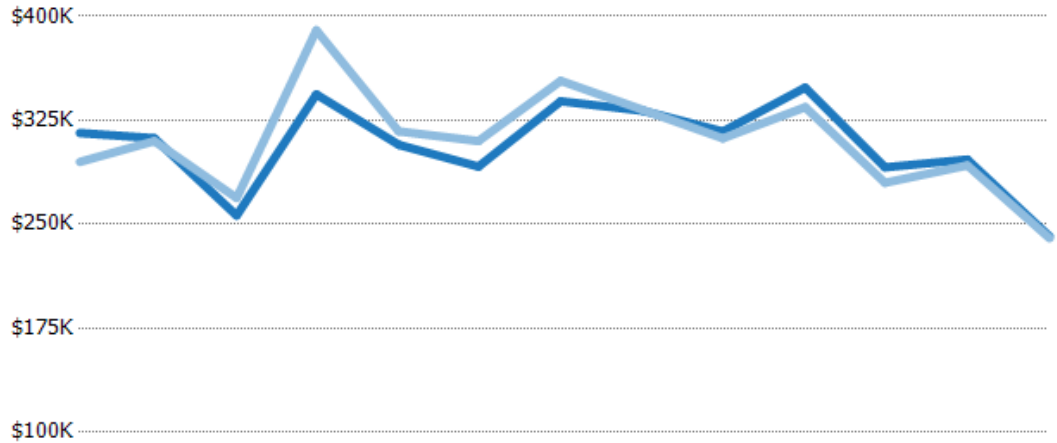
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$429K	\$329K	\$288K	\$379K	\$375K	\$335K	\$356K	\$375K	\$319K	\$384K	\$340K	\$352K	\$313K
Avg Sales Price	\$380K	\$326K	\$307K	\$386K	\$384K	\$337K	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K
Avg Sales Price as a % of Avg Est Value	89%	99%	107%	102%	102%	101%	97%	103%	100%	97%	98%	97%	98%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$316K	\$312K	\$256K	\$344K	\$307K	\$292K	\$339K	\$332K	\$317K	\$349K	\$291K	\$297K	\$241K
Median Sales Price	\$295K	\$310K	\$269K	\$390K	\$317K	\$310K	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K
Med Sales Price as a % of Med Est Value	93%	99%	105%	113%	103%	106%	104%	100%	98%	96%	96%	99%	99%