

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	35	-8.6%	79	78	+1.3%
New Listing Volume	\$12,087,690	\$11,375,500	+6.3%	\$28,455,938	\$26,234,400	+8.5%
Active Listing Count	55	74	-25.7%	N/A	N/A	
Active Listing Volume	\$31,251,256	\$30,804,400	+1.5%	N/A	N/A	
Average Listing Price	\$568,205	\$416,276	+36.5%	\$530,040	\$421,887	+25.6%
Median Listing Price	\$414,900	\$386,200	+7.4%	\$400,868	\$370,004	+8.3%
Median Days in RPR	78	158	-50.6%	92.18	153.12	-39.8%
Months of Inventory	3.2	8.2	-60.7%	3.6	5	-26.8%
Absorption Rate	30.91%	12.16%	+18.7%	27.57%	20.18%	+7.4%
Sales Activity Charts Metrics						
New Pending Sales Count	38	37	+2.7%	94	76	+23.7%
New Pending Sales Volume	\$12,648,960	\$12,441,900	+1.7%	\$30,964,455	\$25,118,599	+23.3%
Pending Sales Count	61	45	+35.6%	N/A	N/A	
Pending Sales Volume	\$20,630,258	\$15,437,700	+33.6%	N/A	N/A	
Closed Sales Count	22	27	-18.5%	57	51	+11.8%
Closed Sales Volume	\$7,750,200	\$8,617,124	-10.1%	\$18,918,640	\$16,229,114	+16.6%
Average Sales Price	\$352,282	\$319,153	+10.4%	\$331,906	\$318,218	+4.3%
Median Sales Price	\$331,250	\$306,000	+8.3%	\$287,939	\$301,904	-4.6%

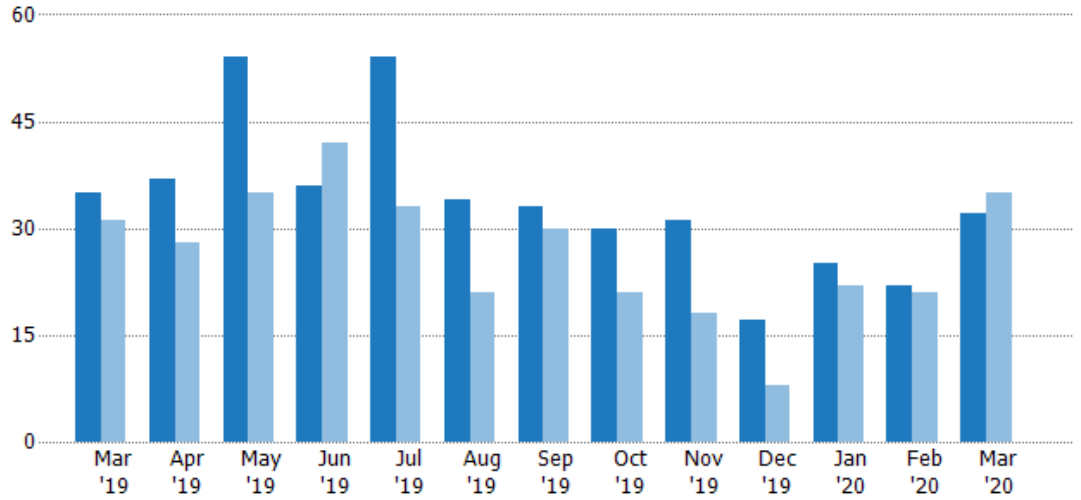
New Listings

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.
Mar '20	32	-8.6%
Mar '19	35	12.9%
Mar '18	31	-16.1%



Current Year	35	37	54	36	54	34	33	30	31	17	25	22	32
Prior Year	31	28	35	42	33	21	30	21	18	8	22	21	35
Percent Change from Prior Year	13%	32%	54%	-14%	64%	62%	10%	43%	72%	113%	14%	5%	-9%

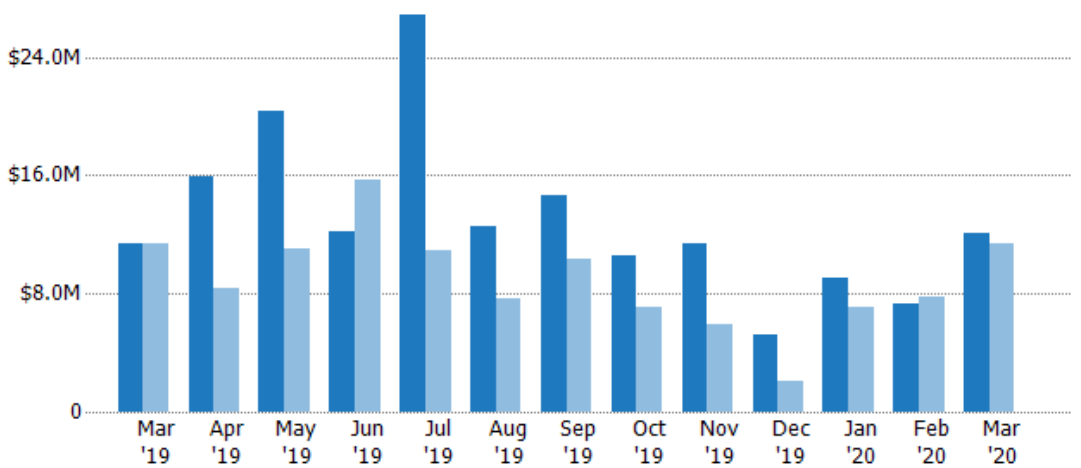
New Listing Volume

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.
Mar '20	\$12.1M	6.3%
Mar '19	\$11.4M	0%
Mar '18	\$11.4M	-34.3%



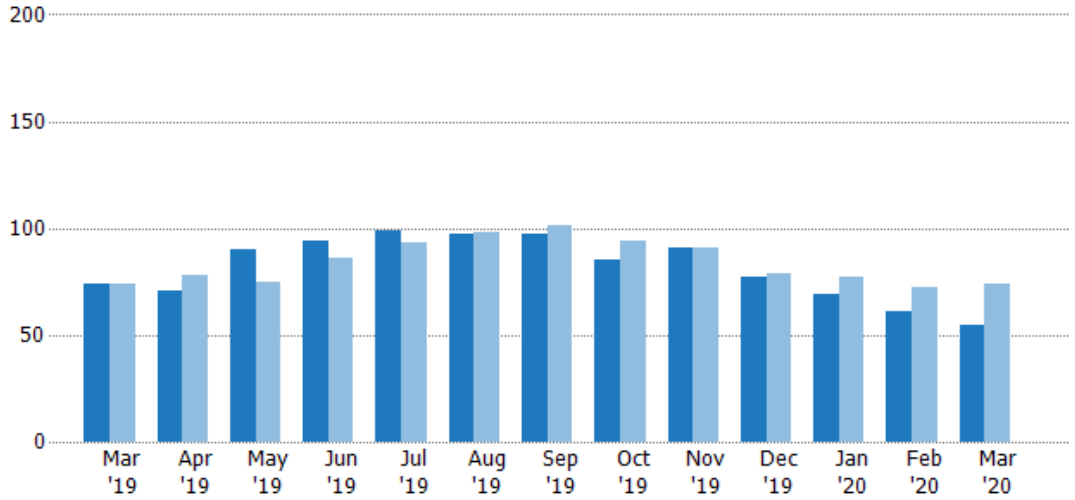
Current Year	\$11.4M	\$15.9M	\$20.3M	\$12.2M	\$26.9M	\$12.6M	\$14.6M	\$10.6M	\$11.4M	\$5.26M	\$9.05M	\$7.32M	\$12.1M
Prior Year	\$11.4M	\$8.36M	\$11M	\$15.7M	\$11M	\$7.64M	\$10.4M	\$7.13M	\$5.89M	\$2.05M	\$7.03M	\$7.83M	\$11.4M
Percent Change from Prior Year	0%	91%	85%	-22%	145%	65%	41%	49%	93%	157%	29%	-6%	6%

Active Listings

The number 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



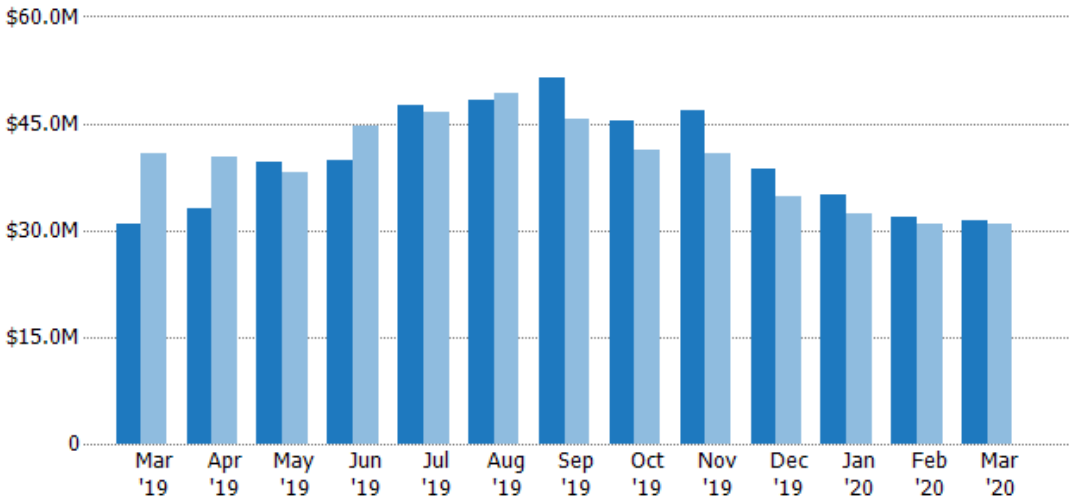
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '20	55	74	-25.7%
Mar '19	74	74	0%
Mar '18	74	74	1.4%

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
Mar '20	\$31.3M	\$40.8M	-25%
Mar '19	\$30.8M	\$40.8M	-18%
Mar '18	\$40.8M	\$40.8M	3%

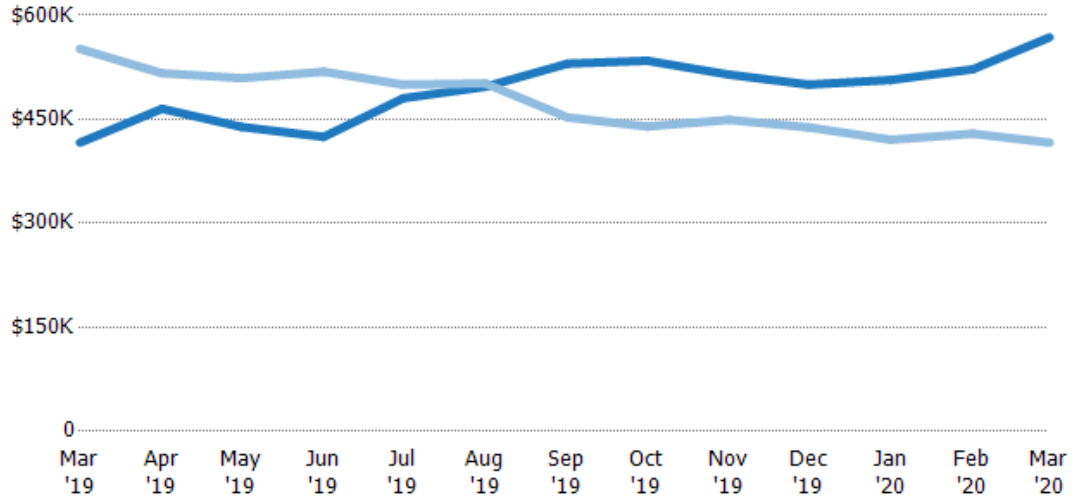
Average Listing Price

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.
Mar '20	\$568K	36.5%
Mar '19	\$416K	-24.5%
Mar '18	\$552K	-28.5%



Current Year	\$416K	\$465K	\$439K	\$425K	\$480K	\$497K	\$530K	\$534K	\$514K	\$500K	\$507K	\$522K	\$568K
Prior Year	\$552K	\$516K	\$509K	\$519K	\$500K	\$502K	\$453K	\$440K	\$449K	\$438K	\$421K	\$429K	\$416K
Percent Change from Prior Year	-25%	-10%	-14%	-18%	-4%	-1%	17%	22%	15%	14%	20%	22%	36%

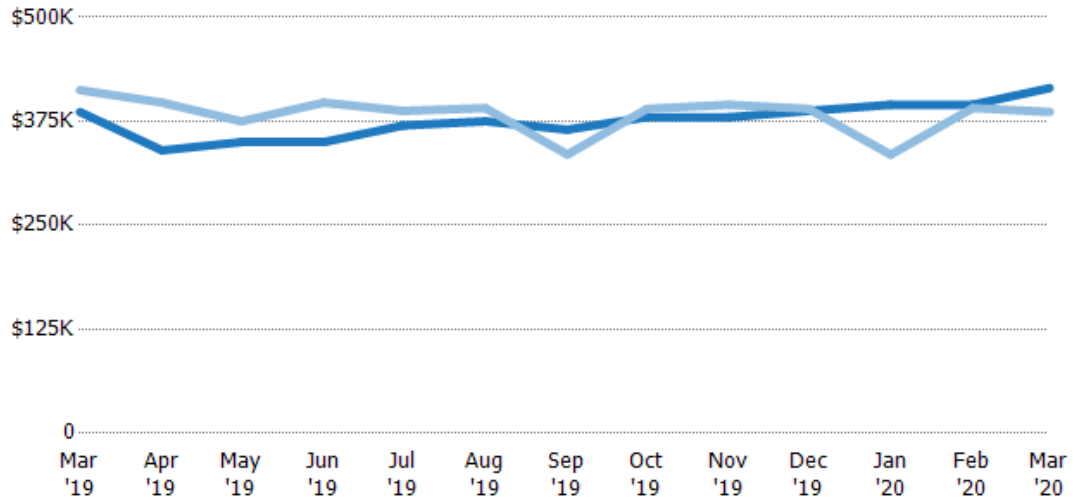
Median Listing Price

The median 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.
Mar '20	\$415K	7.4%
Mar '19	\$386K	-6.4%
Mar '18	\$412K	-16.4%



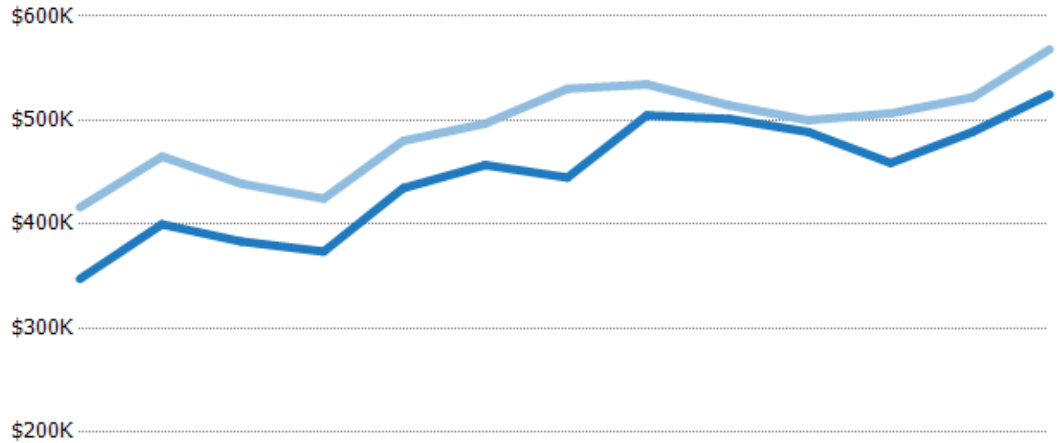
Current Year	\$386K	\$340K	\$350K	\$350K	\$370K	\$375K	\$365K	\$380K	\$380K	\$388K	\$395K	\$395K	\$415K
Prior Year	\$412K	\$397K	\$375K	\$397K	\$388K	\$391K	\$335K	\$390K	\$395K	\$390K	\$335K	\$391K	\$386K
Percent Change from Prior Year	-6%	-14%	-7%	-12%	-5%	-4%	9%	-3%	-4%	-1%	18%	1%	7%

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,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



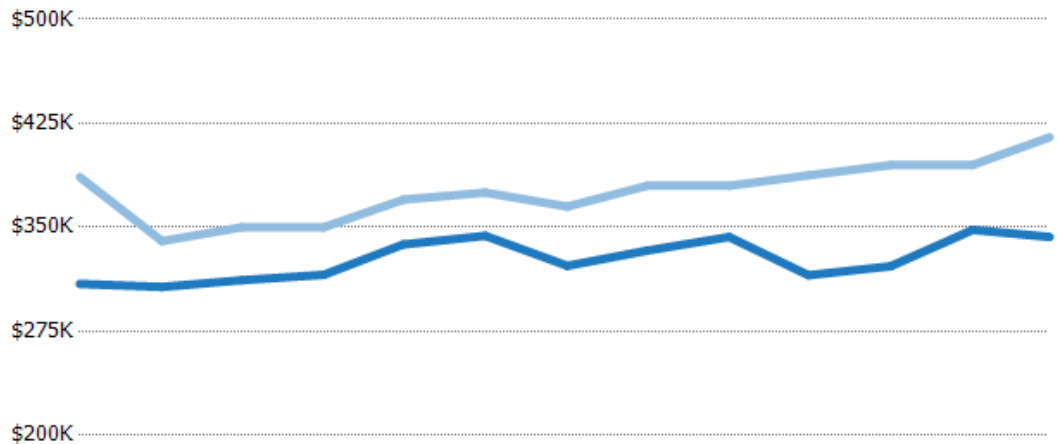
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$347K	\$400K	\$383K	\$374K	\$435K	\$457K	\$445K	\$505K	\$501K	\$489K	\$459K	\$489K	\$525K
Avg Listing Price	\$416K	\$465K	\$439K	\$425K	\$480K	\$497K	\$530K	\$534K	\$514K	\$500K	\$507K	\$522K	\$568K
Avg Listing Price as a % of Avg Est Value	120%	116%	114%	114%	110%	109%	119%	106%	103%	102%	110%	107%	108%

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:
Condo/Townhouse/Apt, Single
Family Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$309K	\$307K	\$312K	\$316K	\$338K	\$344K	\$322K	\$333K	\$343K	\$315K	\$322K	\$348K	\$343K
Median Listing Price	\$386K	\$340K	\$350K	\$350K	\$370K	\$375K	\$365K	\$380K	\$380K	\$388K	\$395K	\$395K	\$415K
Med Listing Price as a % of Med Est Value	125%	111%	112%	111%	110%	109%	113%	114%	111%	123%	123%	113%	121%

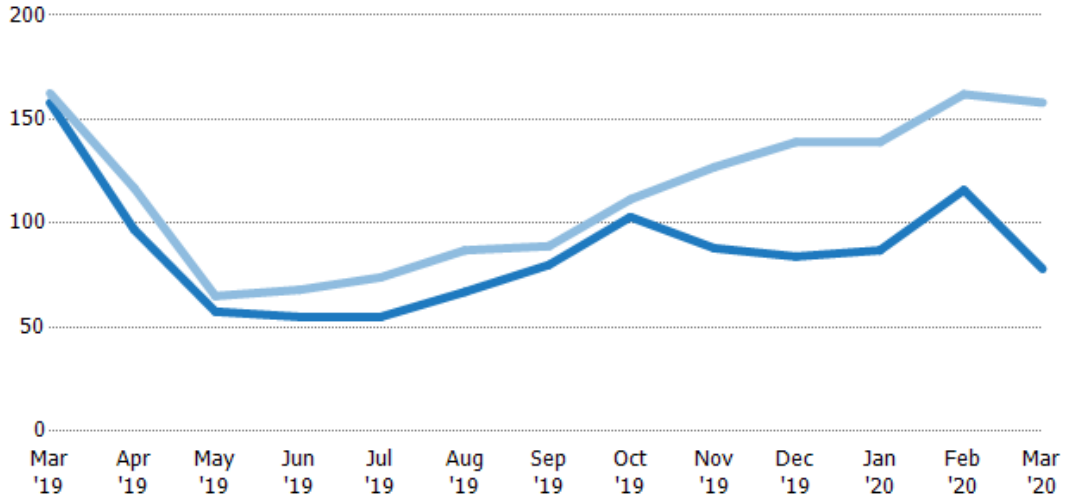
Median Days in RPR

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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Days	% Chg.
Mar '20	78	-50.6%
Mar '19	158	-2.8%
Mar '18	163	-45.2%



Current Year	158	97	57.5	55	55	67	80	103	88	84	87	116	78
Prior Year	163	117	65	68	74	87	89	112	127	139	139	162	158
Percent Change from Prior Year	-3%	-17%	-12%	-19%	-26%	-23%	-10%	-8%	-31%	-40%	-37%	-28%	-51%

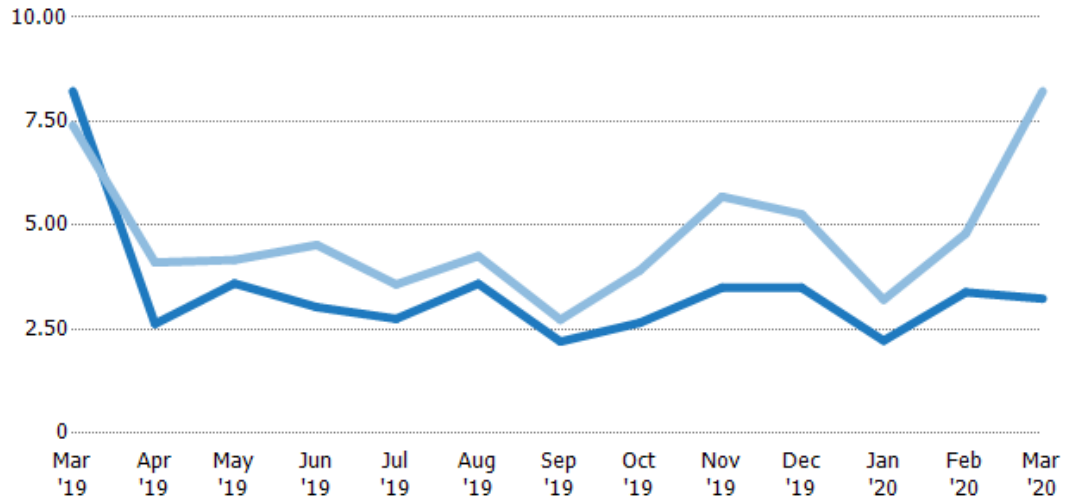
Months of Inventory

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

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	Months	% Chg.
Mar '20	3.24	-60.7%
Mar '19	8.22	11.1%
Mar '18	7.4	26.7%



Current Year	8.22	2.63	3.6	3.03	2.75	3.59	2.2	2.66	3.5	3.5	2.23	3.39	3.24
Prior Year	7.4	4.11	4.17	4.53	3.58	4.26	2.73	3.92	5.69	5.27	3.21	4.8	8.22
Percent Change from Prior Year	11%	-36%	-14%	-33%	-23%	-16%	-19%	-32%	-38%	-34%	-31%	-29%	-61%

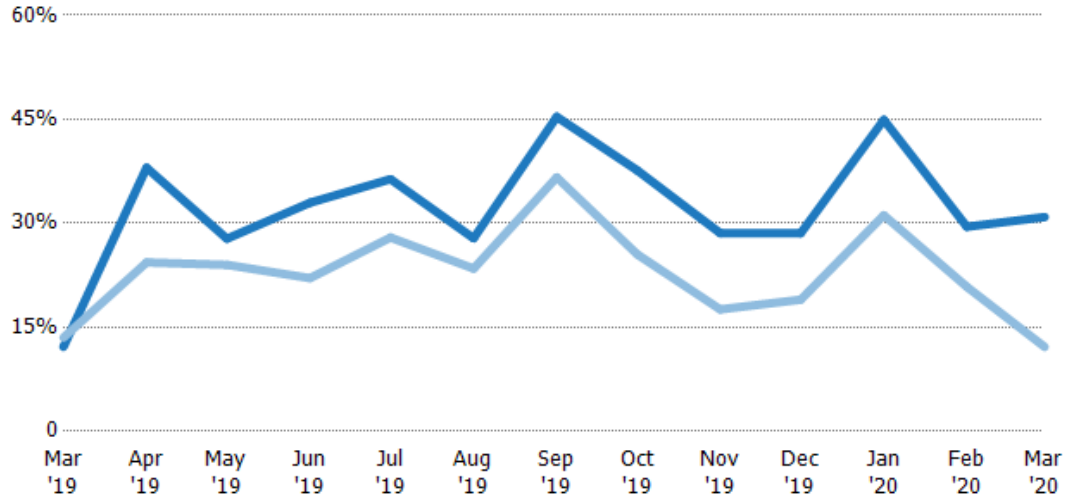
Absorption Rate

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.
Mar '20	31%	-18.7%
Mar '19	12%	1.4%
Mar '18	14%	-21.1%



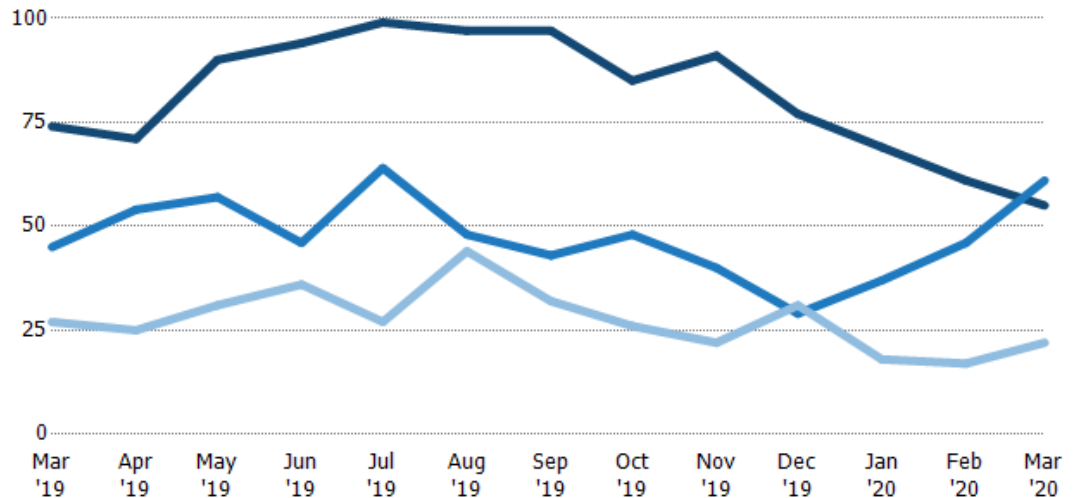
Current Year	12%	38%	28%	33%	36%	28%	45%	38%	29%	29%	45%	30%	31%
Prior Year	14%	24%	24%	22%	28%	23%	37%	26%	18%	19%	31%	21%	12%
Change from Prior Year	1%	-14%	-4%	-11%	-8%	-4%	-9%	-12%	-11%	-10%	-14%	-9%	-19%

Active/Pending/Sold Units

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

Filters Used

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



Active	74	71	90	94	99	97	97	85	91	77	69	61	55
Pending	45	54	57	46	64	48	43	48	40	29	37	46	61
Sold	27	25	31	36	27	44	32	26	22	31	18	17	22

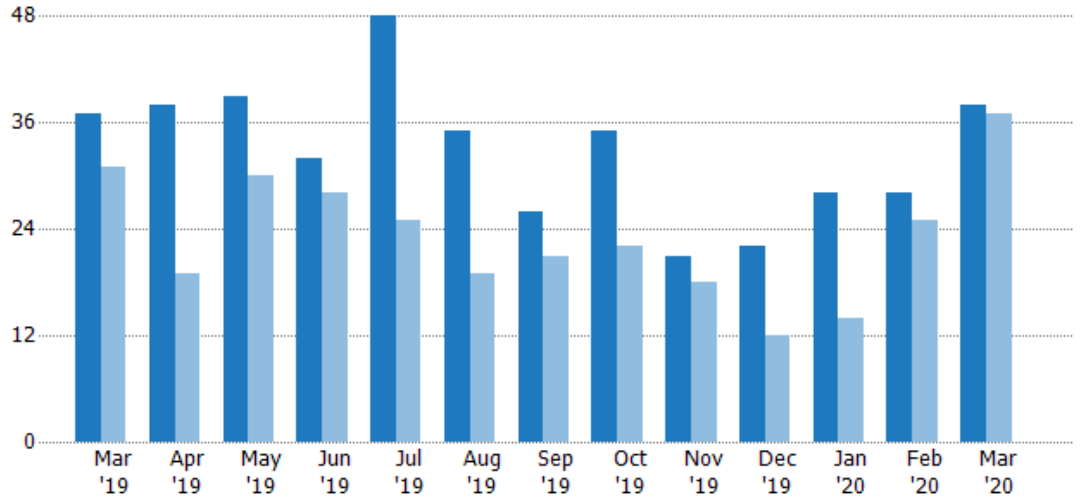
New Pending Sales

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.
Mar '20	38	2.7%
Mar '19	37	19.4%
Mar '18	31	-32.3%



Current Year	37	38	39	32	48	35	26	35	21	22	28	28	38
Prior Year	31	19	30	28	25	19	21	22	18	12	14	25	37
Percent Change from Prior Year	19%	100%	30%	14%	92%	84%	24%	59%	17%	83%	100%	12%	3%

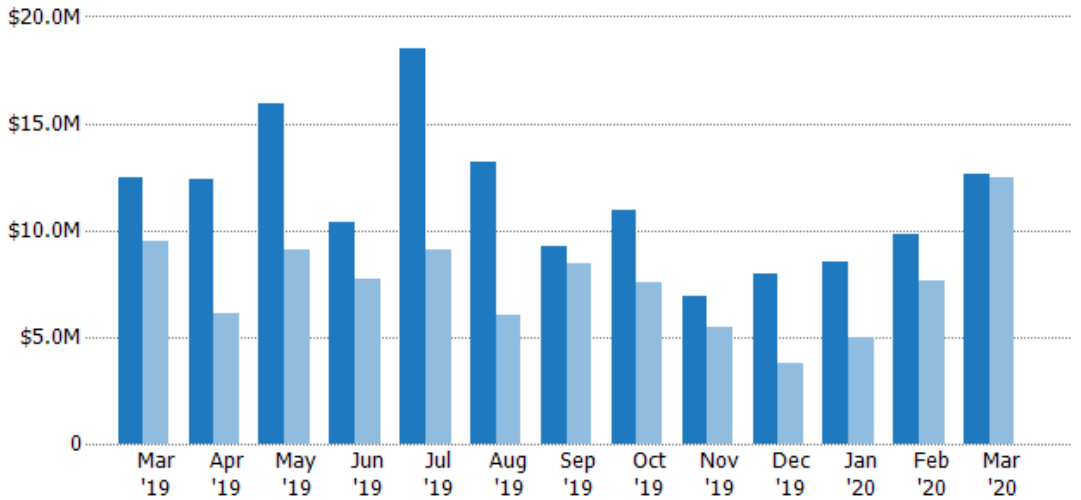
New Pending Sales Volume

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.
Mar '20	\$12.6M	1.7%
Mar '19	\$12.4M	30.8%
Mar '18	\$9.51M	-26.5%



Current Year	\$12.4M	\$12.4M	\$15.9M	\$10.4M	\$18.5M	\$13.2M	\$9.22M	\$10.9M	\$6.94M	\$7.93M	\$8.5M	\$9.82M	\$12.6M
Prior Year	\$9.51M	\$6.11M	\$9.1M	\$7.73M	\$9.09M	\$6.06M	\$8.44M	\$7.57M	\$5.43M	\$3.79M	\$5.01M	\$7.67M	\$12.4M
Percent Change from Prior Year	31%	103%	75%	34%	103%	118%	9%	44%	28%	110%	70%	28%	2%

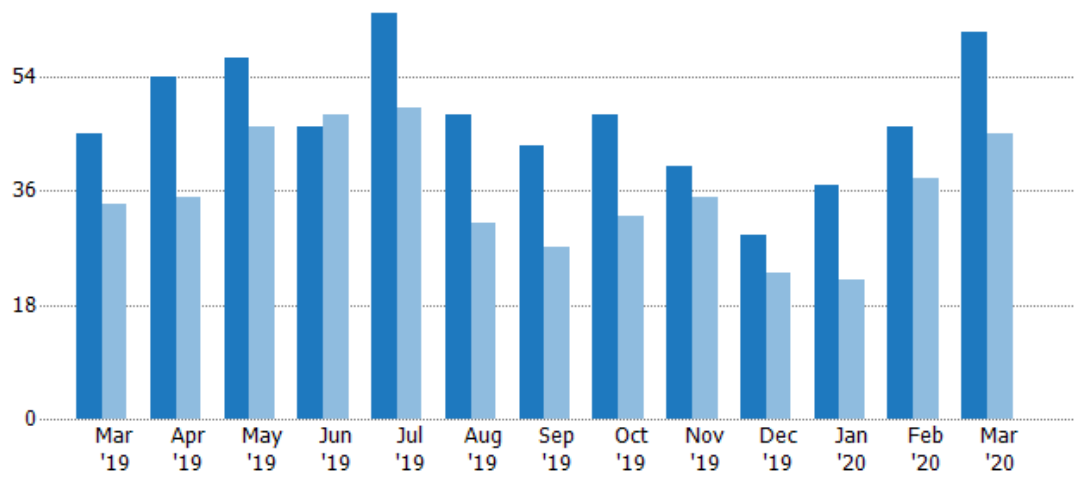
Pending Sales

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.
Mar '20	61	35.6%
Mar '19	45	32.4%
Mar '18	34	20.6%



Current Year	45	54	57	46	64	48	43	48	40	29	37	46	61
Prior Year	34	35	46	48	49	31	27	32	35	23	22	38	45
Percent Change from Prior Year	32%	54%	24%	-4%	31%	55%	59%	50%	14%	26%	68%	21%	36%

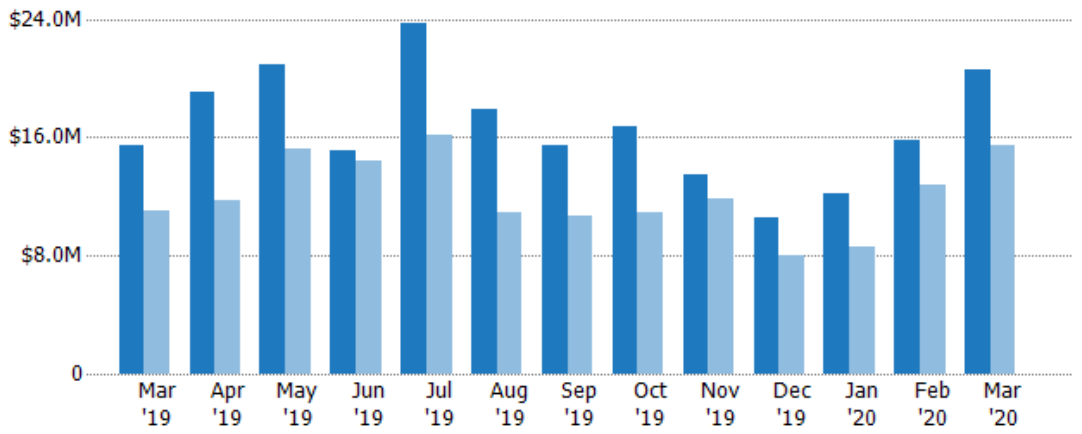
Pending Sales Volume

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.
Mar '20	\$20.6M	33.6%
Mar '19	\$15.4M	40.6%
Mar '18	\$11M	25.9%



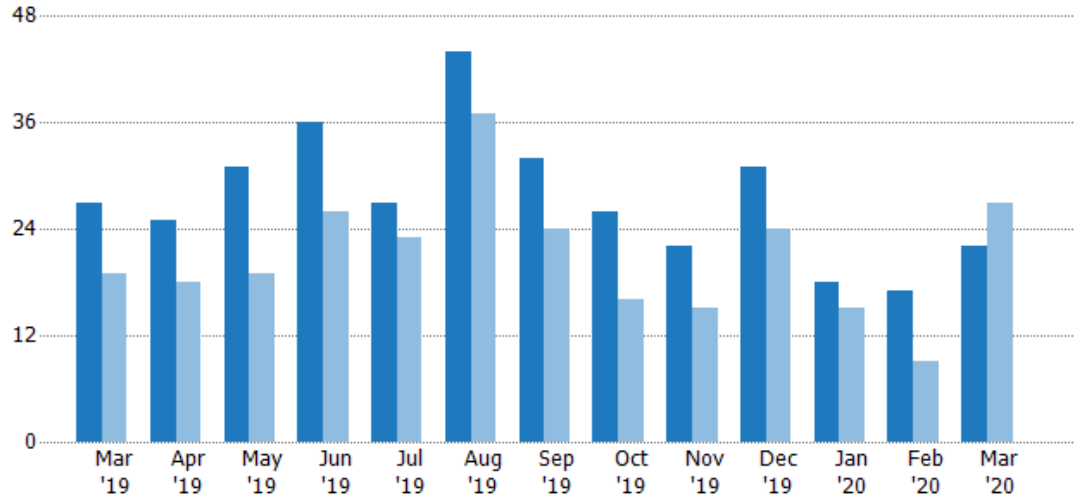
Current Year	\$15.4M	\$19.1M	\$20.9M	\$15.1M	\$23.7M	\$18M	\$15.4M	\$16.7M	\$13.5M	\$10.6M	\$12.2M	\$15.9M	\$20.6M
Prior Year	\$11M	\$11.7M	\$15.2M	\$14.4M	\$16.2M	\$10.9M	\$10.7M	\$11M	\$11.8M	\$8.03M	\$8.54M	\$12.8M	\$15.4M
Percent Change from Prior Year	41%	63%	37%	5%	47%	64%	44%	52%	14%	31%	43%	24%	34%

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



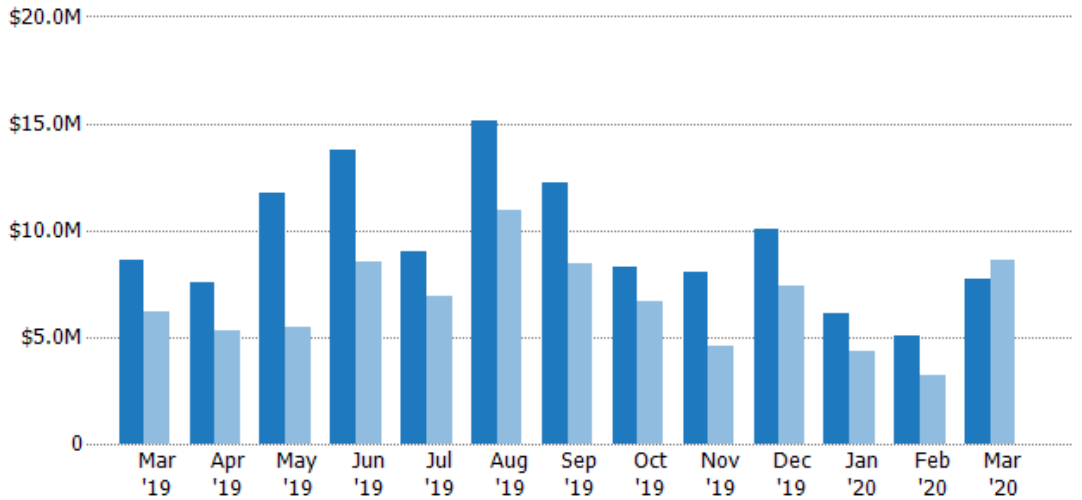
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	27	25	31	36	27	44	32	26	22	31	18	17	22
Prior Year	19	18	19	26	23	37	24	16	15	24	15	9	27
Percent Change from Prior Year	42%	39%	63%	38%	17%	19%	33%	63%	47%	29%	20%	89%	-19%

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



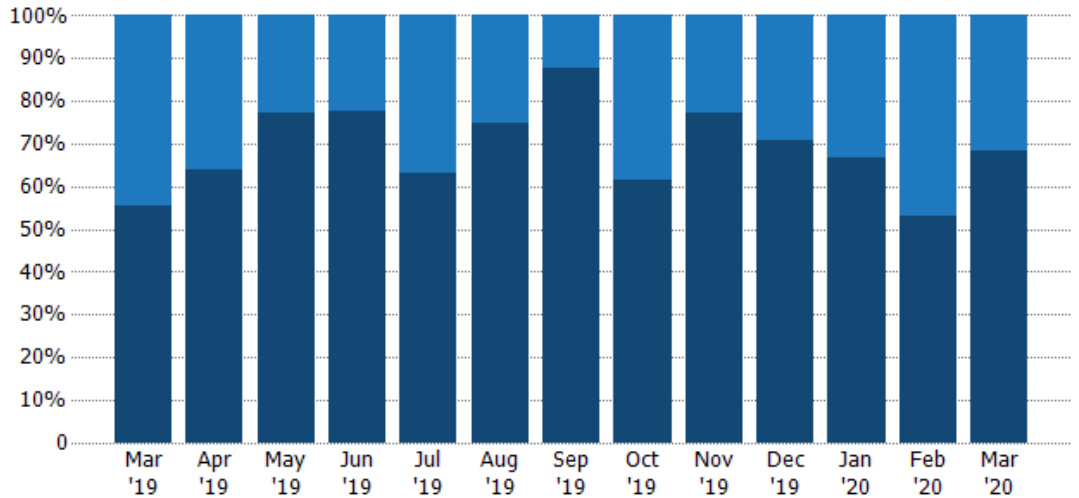
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$8.62M	\$7.56M	\$11.7M	\$13.7M	\$9.01M	\$15.1M	\$12.2M	\$8.25M	\$8.05M	\$10M	\$6.1M	\$5.06M	\$7.75M
Prior Year	\$6.18M	\$5.29M	\$5.49M	\$8.51M	\$6.93M	\$10.9M	\$8.44M	\$6.66M	\$4.55M	\$7.43M	\$4.37M	\$3.25M	\$8.62M
Percent Change from Prior Year	39%	43%	113%	61%	30%	38%	45%	24%	77%	35%	40%	56%	-10%

Closed Sales by Property Type

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

Filters Used

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



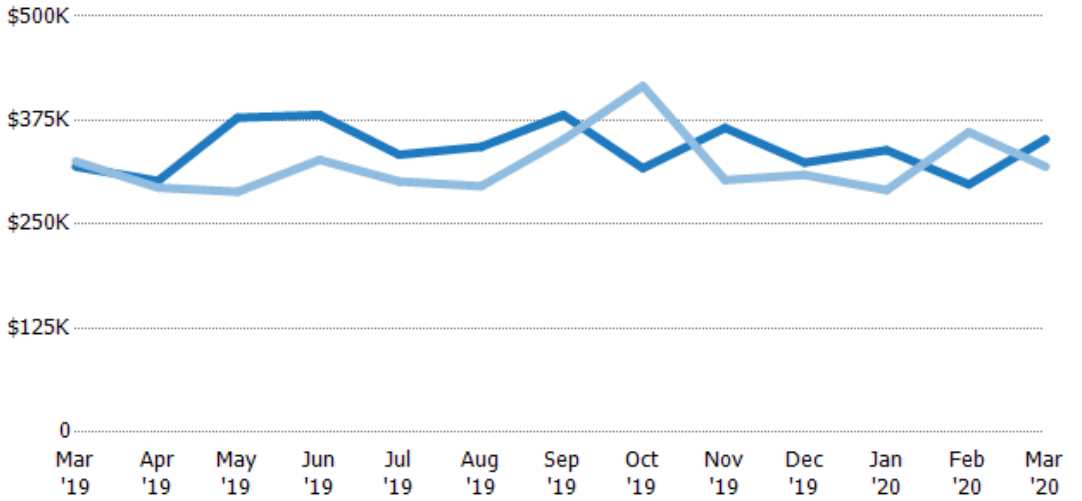
Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Condo/Townhouse	44%	36%	23%	22%	37%	25%	13%	38%	23%	29%	33%	47%	32%
Single Family Residence	56%	64%	77%	78%	63%	75%	88%	62%	77%	71%	67%	53%	68%

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.
Mar '20	\$352K	10.4%
Mar '19	\$319K	-1.9%
Mar '18	\$325K	-1.9%

Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$319K	\$302K	\$378K	\$381K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$352K
Prior Year	\$325K	\$294K	\$289K	\$327K	\$301K	\$296K	\$352K	\$416K	\$303K	\$309K	\$291K	\$361K	\$319K
Percent Change from Prior Year	-2%	3%	31%	16%	11%	16%	8%	-24%	21%	5%	17%	-17%	10%

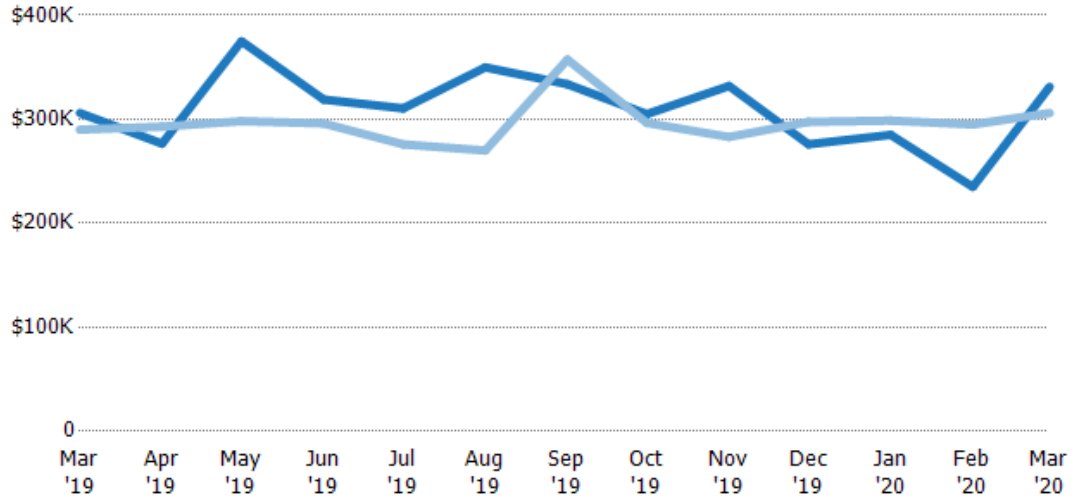
Median Sales Price

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.
Mar '20	\$331K	8.3%
Mar '19	\$306K	5.5%
Mar '18	\$290K	1.4%



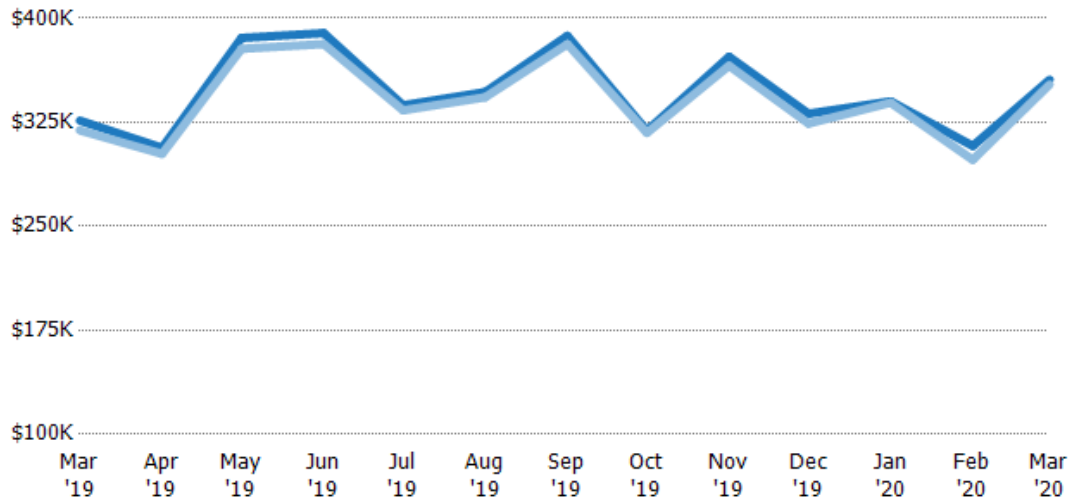
Current Year	\$306K	\$277K	\$375K	\$319K	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$331K
Prior Year	\$290K	\$293K	\$298K	\$296K	\$276K	\$270K	\$357K	\$296K	\$283K	\$298K	\$299K	\$295K	\$306K
Percent Change from Prior Year	6%	-6%	26%	8%	13%	30%	-7%	3%	17%	-7%	-5%	-20%	8%

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



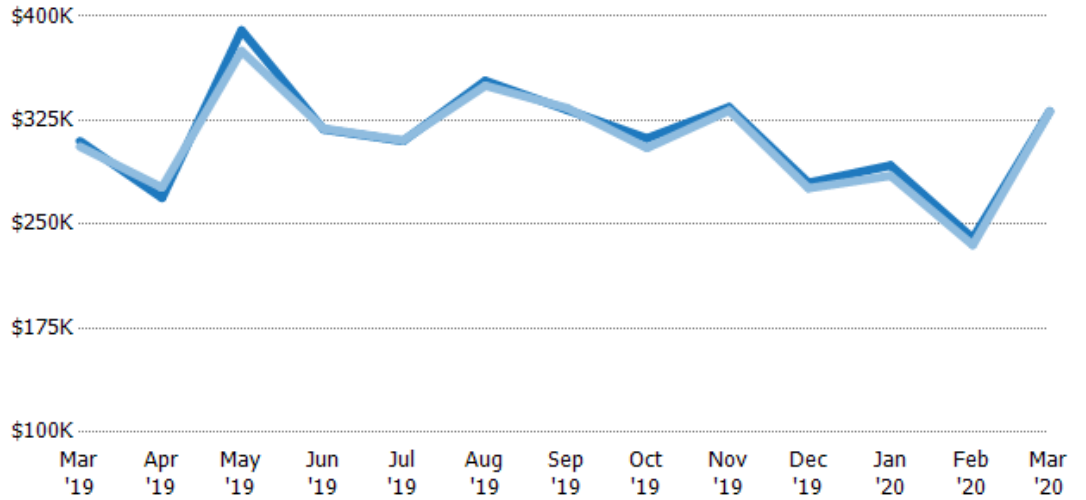
Avg List Price	\$326K	\$307K	\$386K	\$389K	\$337K	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$356K
Avg Sales Price	\$319K	\$302K	\$378K	\$381K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$352K
Avg Sales Price as a % of Avg List Price	98%	99%	98%	98%	99%	99%	98%	99%	98%	98%	100%	97%	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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



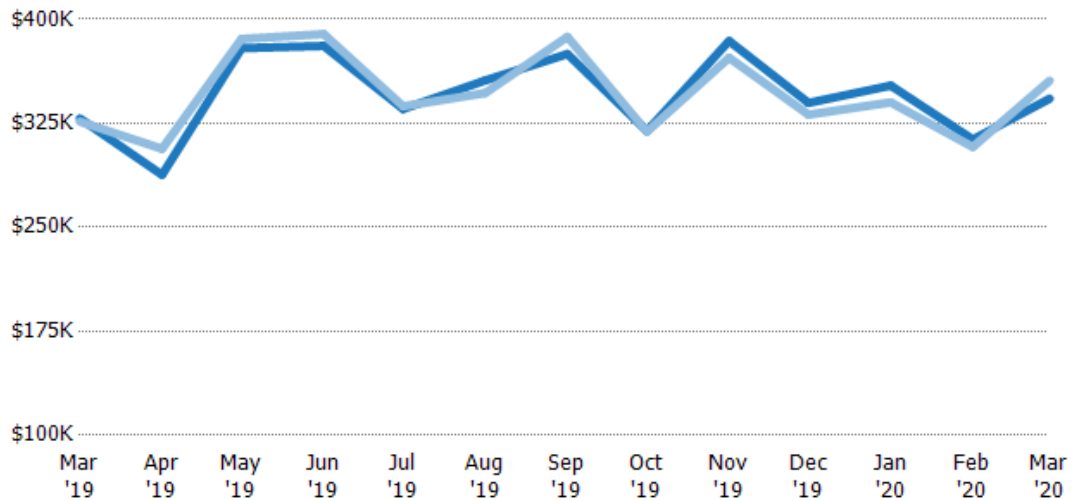
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$310K	\$269K	\$390K	\$318K	\$310K	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$332K
Median Sales Price	\$306K	\$277K	\$375K	\$319K	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$331K
Med Sales Price as a % of Med List Price	99%	103%	96%	100%	100%	99%	100%	98%	99%	99%	97%	98%	100%

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



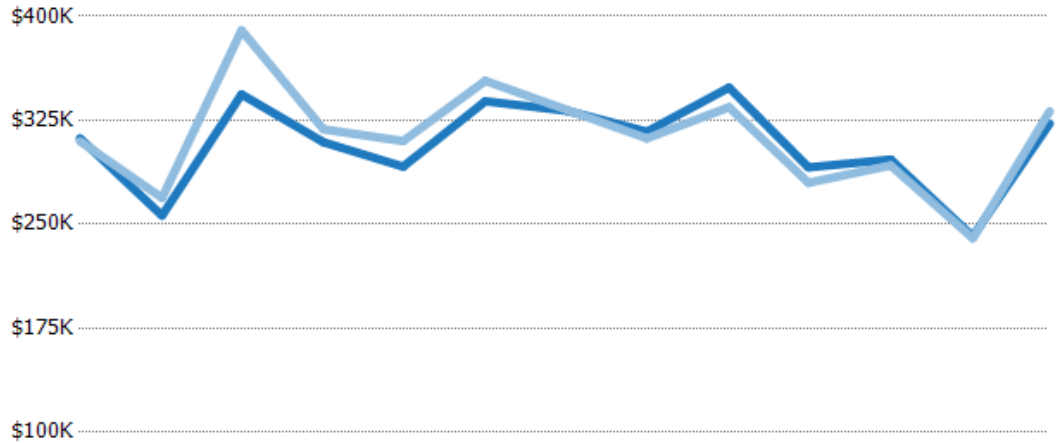
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$329K	\$288K	\$379K	\$381K	\$335K	\$356K	\$375K	\$319K	\$384K	\$340K	\$352K	\$313K	\$343K
Avg Sales Price	\$326K	\$307K	\$386K	\$389K	\$337K	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$356K
Avg Sales Price as a % of Avg Est Value	99%	107%	102%	102%	101%	97%	103%	100%	97%	98%	97%	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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$312K	\$256K	\$344K	\$309K	\$292K	\$339K	\$332K	\$317K	\$349K	\$291K	\$297K	\$241K	\$323K
Median Sales Price	\$310K	\$269K	\$390K	\$318K	\$310K	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$332K
Med Sales Price as a % of Med Est Value	99%	105%	113%	103%	106%	104%	100%	98%	96%	96%	99%	99%	103%