

## 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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	25	37	-32.4%	106	114	-7%
New Listing Volume	\$9,713,700	\$15,942,999	-39.1%	\$38,798,538	\$42,048,399	-7.7%
Active Listing Count	62	70	-11.4%	N/A	N/A	
Active Listing Volume	\$34,458,423	\$32,893,100	+4.8%	N/A	N/A	
Average Listing Price	\$555,781	\$469,901	+18.3%	\$524,839	\$434,400	+20.8%
Median Listing Price	\$407,400	\$344,950	+18.1%	\$402,599	\$364,267	+10.5%
Median Days in RPR	70.5	97.5	-27.7%	85.1	136.57	-37.7%
Months of Inventory	2.7	2.6	+4%	3.4	4.6	-26.4%
Absorption Rate	37.1%	38.57%	-1.5%	29.3%	21.58%	+7.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	21	38	-44.7%	114	114	+/-
New Pending Sales Volume	\$7,110,108	\$12,413,799	-42.7%	\$37,775,563	\$37,532,398	+0.6%
Pending Sales Count	51	54	-5.6%	N/A	N/A	
Pending Sales Volume	\$17,551,366	\$19,065,199	-7.9%	N/A	N/A	
Closed Sales Count	24	25	-4%	82	75	+9.3%
Closed Sales Volume	\$7,850,793	\$7,555,150	+3.9%	\$27,045,910	\$23,323,849	+16%
Average Sales Price	\$327,116	\$302,206	+8.2%	\$329,828	\$310,985	+6.1%
Median Sales Price	\$321,450	\$276,500	+16.3%	\$297,924	\$293,370	+1.6%

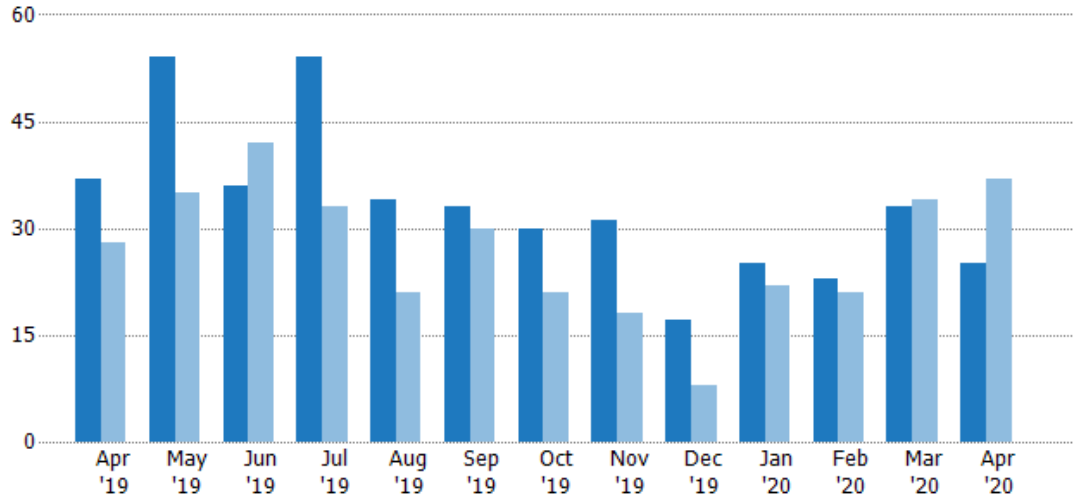
## New Listings

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.
Apr '20	25	-32.4%
Apr '19	37	32.1%
Apr '18	28	32.1%



Current Year	37	54	36	54	34	33	30	31	17	25	23	33	25
Prior Year	28	35	42	33	21	30	21	18	8	22	21	34	37
Percent Change from Prior Year	32%	54%	-14%	64%	62%	10%	43%	72%	113%	14%	10%	-3%	-32%

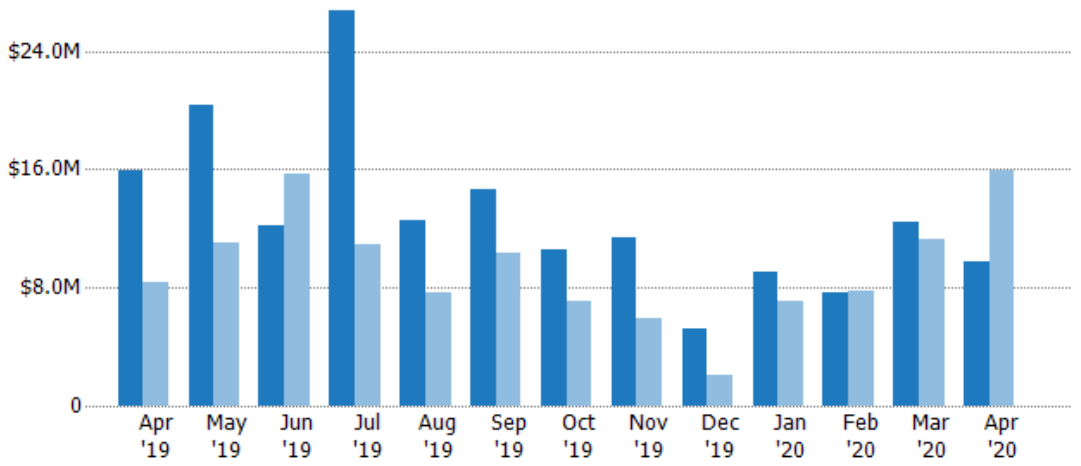
## New Listing Volume

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.
Apr '20	\$9.71M	-39.1%
Apr '19	\$15.9M	90.7%
Apr '18	\$8.36M	40.1%



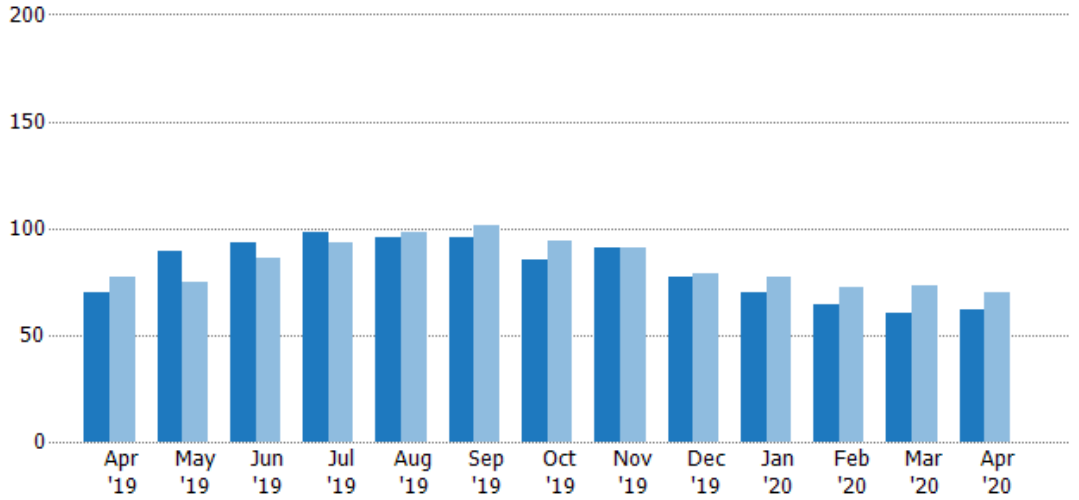
Current Year	\$15.9M	\$20.3M	\$12.2M	\$26.8M	\$12.6M	\$14.6M	\$10.6M	\$11.4M	\$5.26M	\$9.05M	\$7.61M	\$12.4M	\$9.71M
Prior Year	\$8.36M	\$11M	\$15.7M	\$11M	\$7.64M	\$10.4M	\$7.13M	\$5.89M	\$2.05M	\$7.03M	\$7.83M	\$11.2M	\$15.9M
Percent Change from Prior Year	91%	85%	-22%	144%	65%	41%	49%	94%	157%	29%	-3%	11%	-39%

## 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



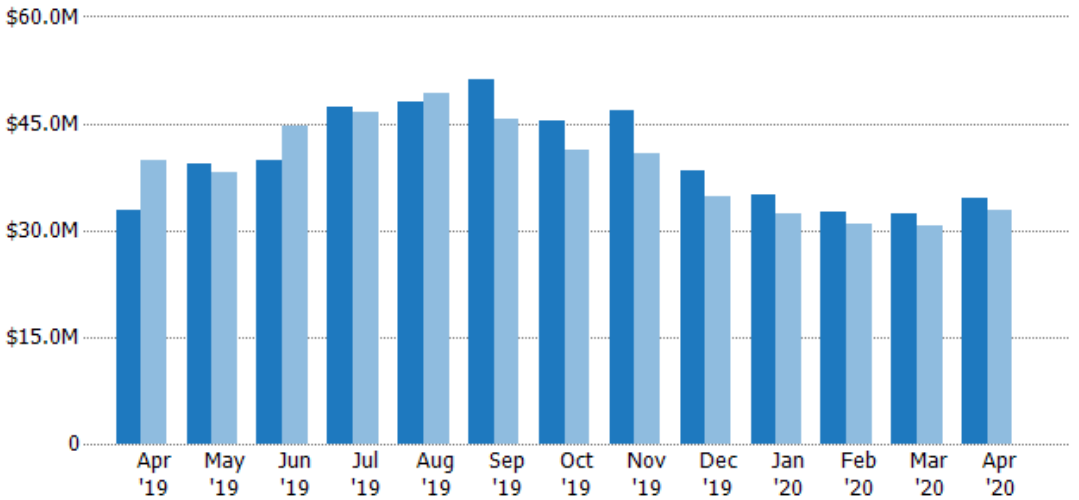
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	70	89	93	98	96	96	85	91	77	70	64	60	62
Prior Year	77	75	86	93	98	101	94	91	79	77	72	73	70
Percent Change from Prior Year	-9%	19%	8%	5%	-2%	-5%	-10%	0%	-3%	-9%	-11%	-18%	-11%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$32.9M	\$39.4M	\$39.8M	\$47.3M	\$47.9M	\$51.2M	\$45.3M	\$46.7M	\$38.4M	\$35M	\$32.5M	\$32.4M	\$34.5M
Prior Year	\$39.8M	\$38.2M	\$44.6M	\$46.5M	\$49.2M	\$45.7M	\$41.3M	\$40.9M	\$34.6M	\$32.4M	\$30.9M	\$30.7M	\$32.9M
Percent Change from Prior Year	-17%	3%	-11%	2%	-2%	12%	10%	14%	11%	8%	5%	6%	5%

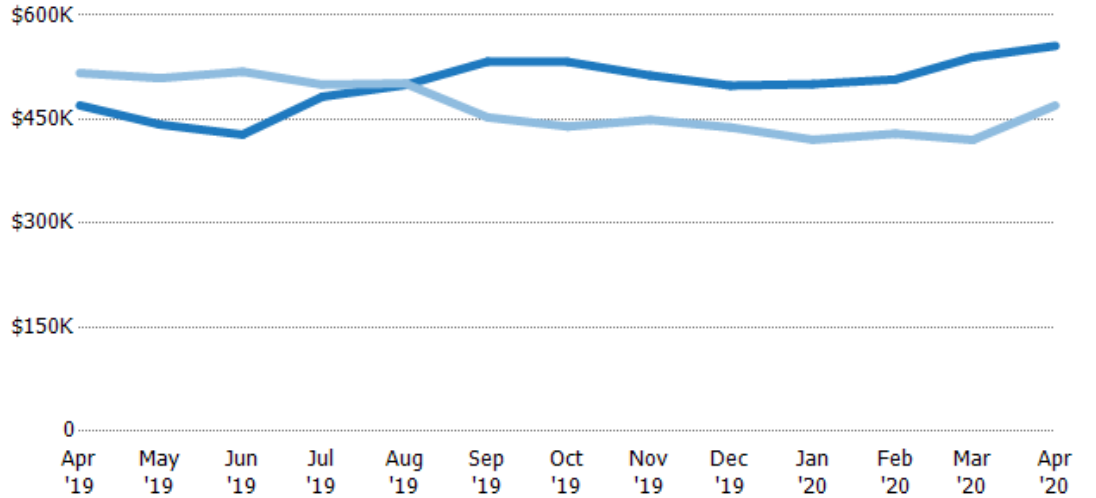
## Average Listing Price

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.
Apr '20	\$556K	18.3%
Apr '19	\$470K	-9%
Apr '18	\$517K	-24.2%



Current Year	\$470K	\$442K	\$428K	\$483K	\$499K	\$533K	\$533K	\$513K	\$499K	\$501K	\$507K	\$540K	\$556K
Prior Year	\$517K	\$509K	\$519K	\$500K	\$502K	\$453K	\$440K	\$449K	\$438K	\$421K	\$429K	\$420K	\$470K
Percent Change from Prior Year	-9%	-13%	-18%	-3%	0%	18%	21%	14%	14%	19%	18%	28%	18%

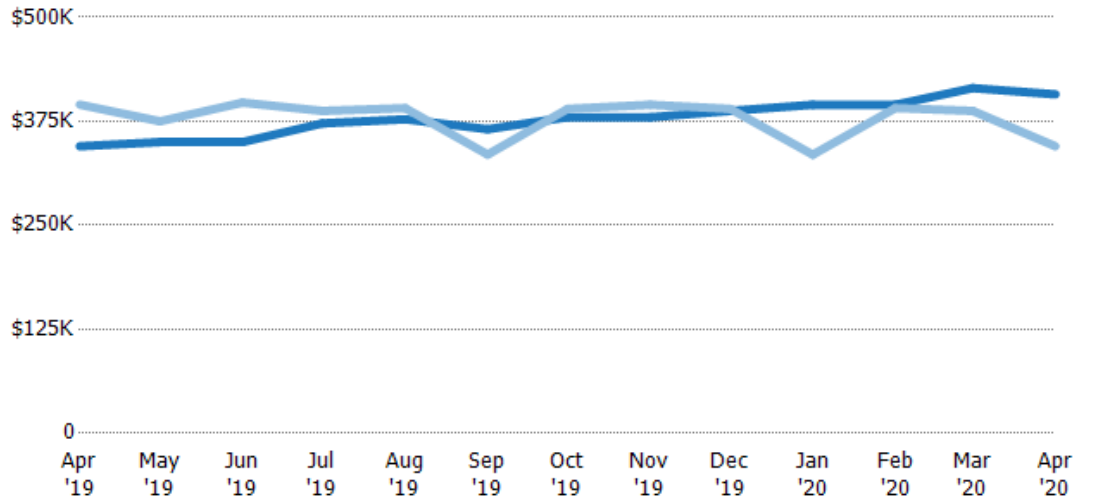
## Median Listing Price

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.
Apr '20	\$407K	18.1%
Apr '19	\$345K	-12.7%
Apr '18	\$395K	-8.9%



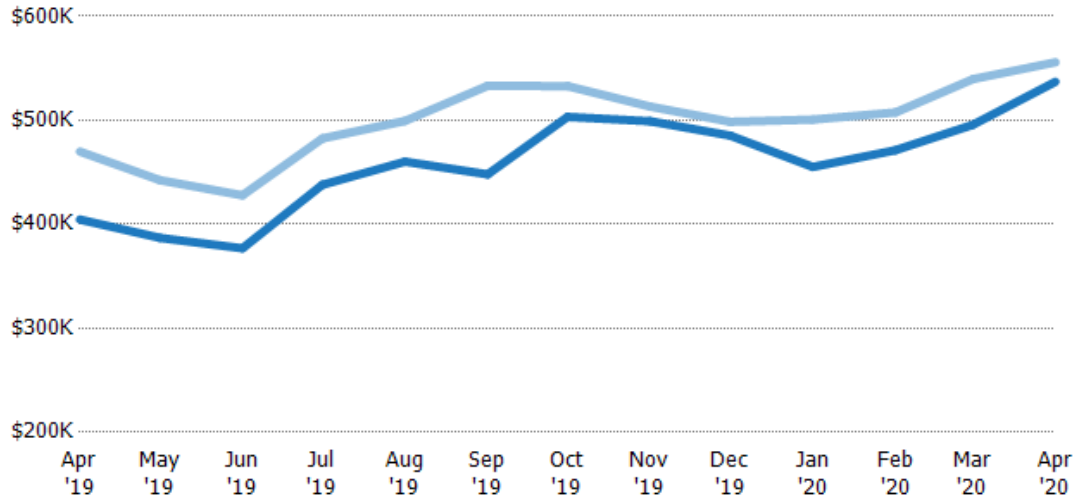
Current Year	\$345K	\$350K	\$350K	\$372K	\$377K	\$365K	\$380K	\$380K	\$388K	\$395K	\$395K	\$415K	\$407K
Prior Year	\$395K	\$375K	\$397K	\$388K	\$391K	\$335K	\$390K	\$395K	\$390K	\$335K	\$391K	\$388K	\$345K
Percent Change from Prior Year	-13%	-7%	-12%	-4%	-3%	9%	-3%	-4%	-1%	18%	1%	7%	18%

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

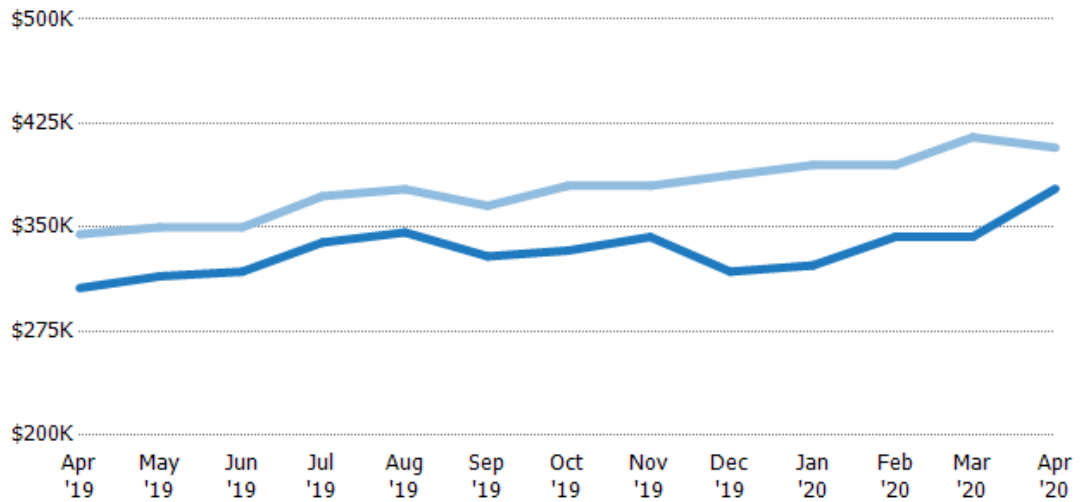


## Median Listing Price vs Median Est Value

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 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
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Family Residence



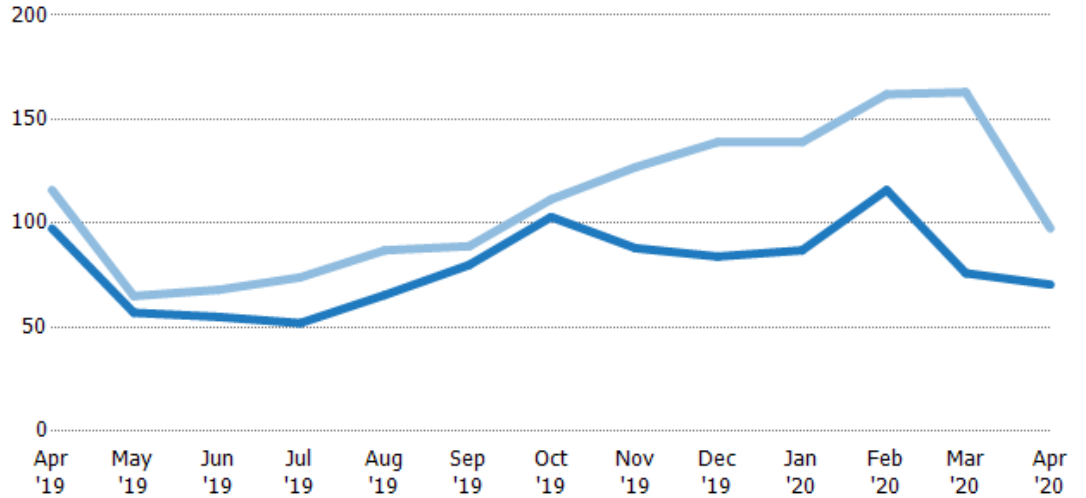
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Apr '20	70.5	-27.7%
Apr '19	97.5	-15.9%
Apr '18	116	-16.4%



Current Year	97.5	57	55	52	65.5	80	103	88	84	87	116	76	70.5
Prior Year	116	65	68	74	87	89	112	127	139	139	162	163	97.5
Percent Change from Prior Year	-16%	-12%	-19%	-30%	-25%	-10%	-8%	-31%	-40%	-37%	-28%	-53%	-28%

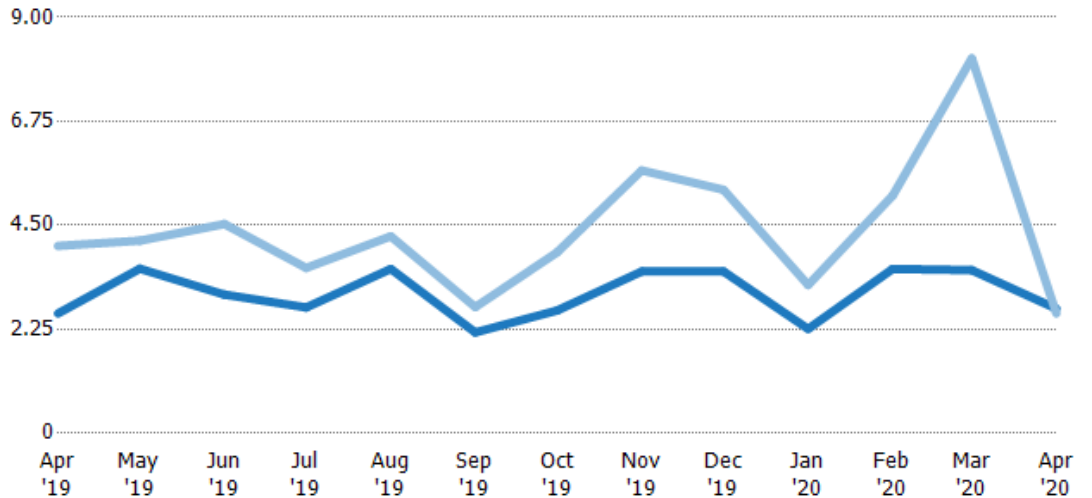
## Months of Inventory

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.
Apr '20	2.7	4%
Apr '19	2.59	-36%
Apr '18	4.05	4.2%



Current Year	2.59	3.56	3	2.72	3.56	2.18	2.66	3.5	3.5	2.26	3.56	3.53	2.7
Prior Year	4.05	4.17	4.53	3.58	4.26	2.73	3.92	5.69	5.27	3.21	5.14	8.11	2.59
Percent Change from Prior Year	-36%	-15%	-34%	-24%	-17%	-20%	-32%	-38%	-34%	-30%	-31%	-56%	4%

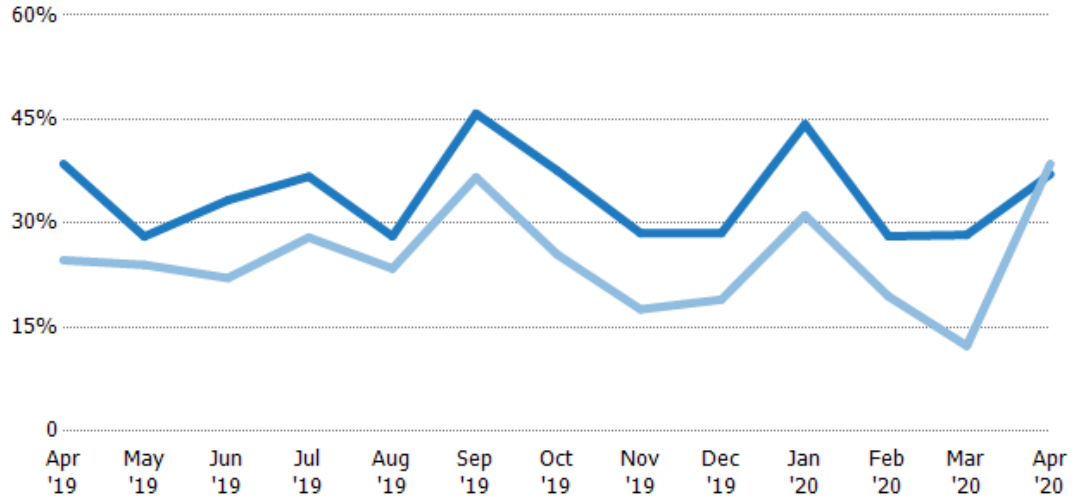
## Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
Apr '20	37%	1.5%
Apr '19	39%	-13.9%
Apr '18	25%	-4%



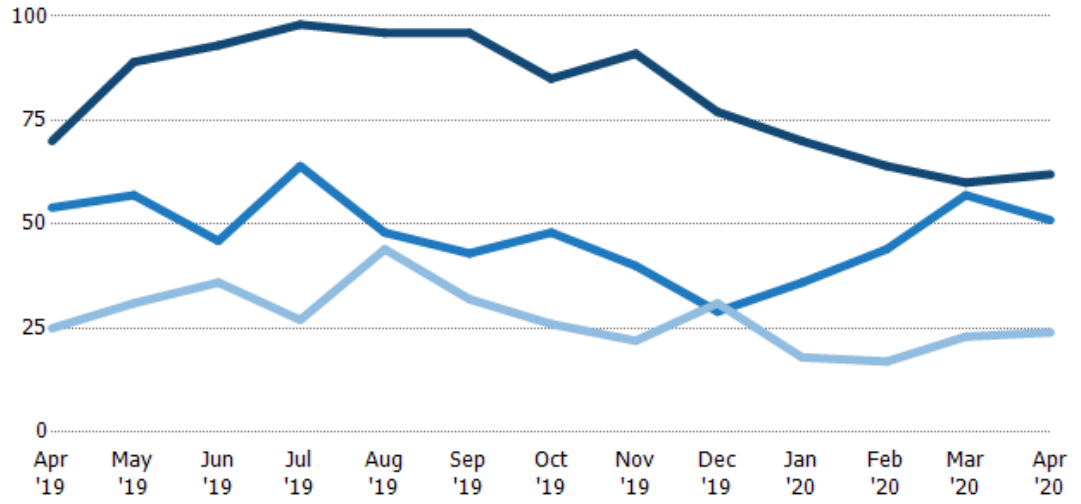
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	39%	28%	33%	37%	28%	46%	38%	29%	29%	44%	28%	28%	37%
Prior Year	25%	24%	22%	28%	23%	37%	26%	18%	19%	31%	19%	12%	39%
Change from Prior Year	-14%	-4%	-11%	-9%	-5%	-9%	-12%	-11%	-10%	-13%	-9%	-16%	1%

## Active/Pending/Sold Units

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

### Filters Used

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	70	89	93	98	96	96	85	91	77	70	64	60	62
Pending	54	57	46	64	48	43	48	40	29	36	44	57	51
Sold	25	31	36	27	44	32	26	22	31	18	17	23	24

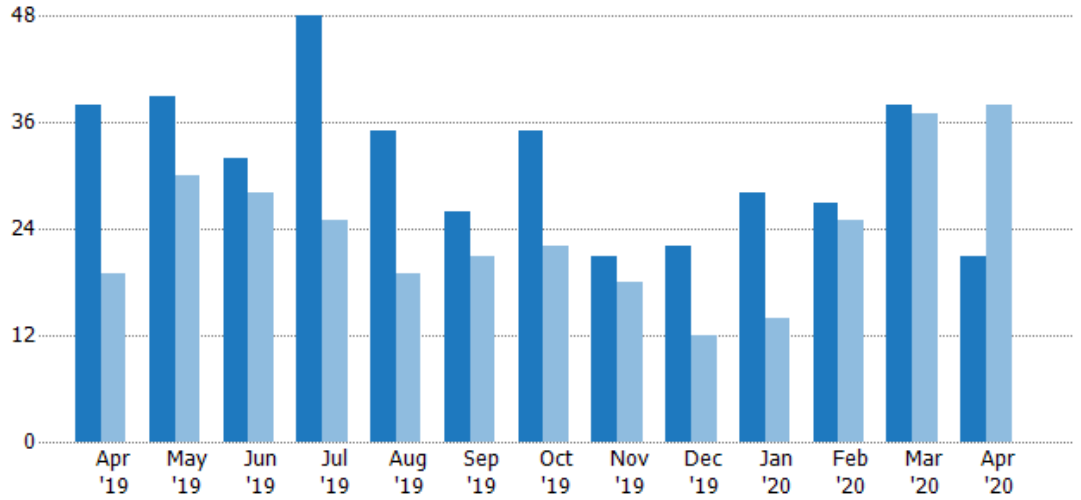
## New Pending Sales

The number 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	Count	% Chg.
Apr '20	21	-44.7%
Apr '19	38	100%
Apr '18	19	63.2%



Current Year	38	39	32	48	35	26	35	21	22	28	27	38	21
Prior Year	19	30	28	25	19	21	22	18	12	14	25	37	38
Percent Change from Prior Year	100%	30%	14%	92%	84%	24%	59%	17%	83%	100%	8%	3%	-45%

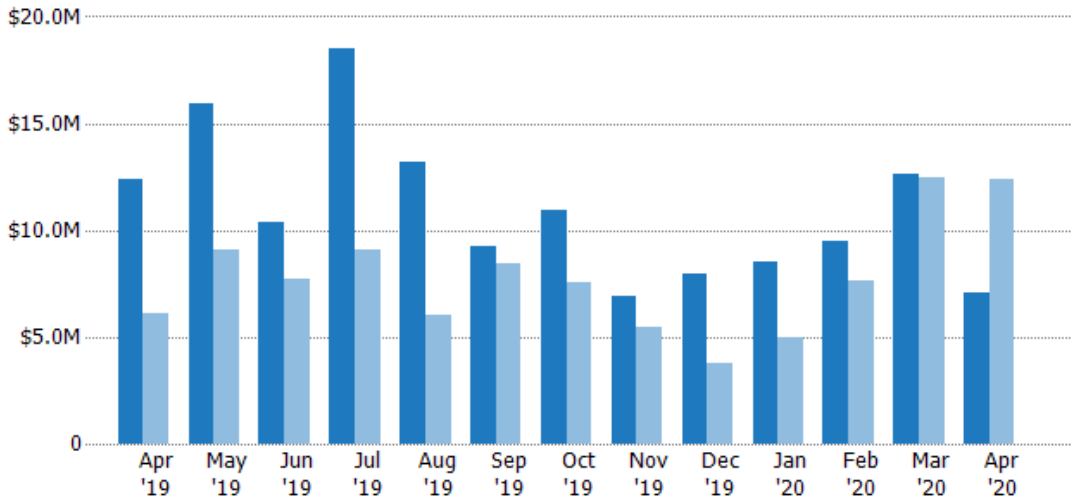
## New Pending Sales Volume

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.
Apr '20	\$7.11M	-42.7%
Apr '19	\$12.4M	103.2%
Apr '18	\$6.11M	58.6%



Current Year	\$12.4M	\$15.9M	\$10.4M	\$18.5M	\$13.2M	\$9.22M	\$10.9M	\$6.94M	\$7.93M	\$8.5M	\$9.52M	\$12.6M	\$7.11M
Prior Year	\$6.11M	\$9.1M	\$7.73M	\$9.09M	\$6.06M	\$8.44M	\$7.57M	\$5.43M	\$3.79M	\$5.01M	\$7.67M	\$12.4M	\$12.4M
Percent Change from Prior Year	103%	75%	34%	103%	118%	9%	44%	28%	110%	70%	24%	2%	-43%



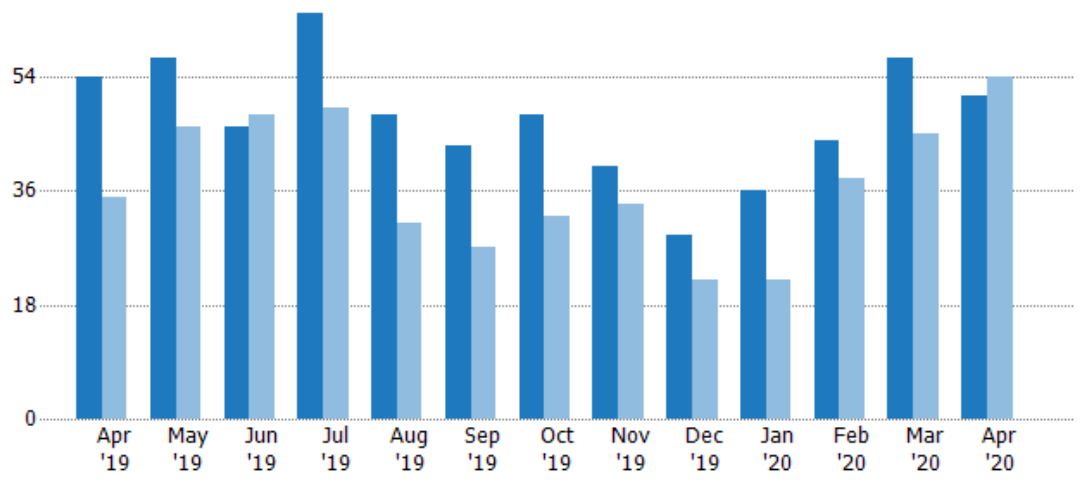
## Pending Sales

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.
Apr '20	51	-5.6%
Apr '19	54	54.3%
Apr '18	35	28.6%



Current Year	54	57	46	64	48	43	48	40	29	36	44	57	51
Prior Year	35	46	48	49	31	27	32	34	22	22	38	45	54
Percent Change from Prior Year	54%	24%	-4%	31%	55%	59%	50%	18%	32%	64%	16%	27%	-6%

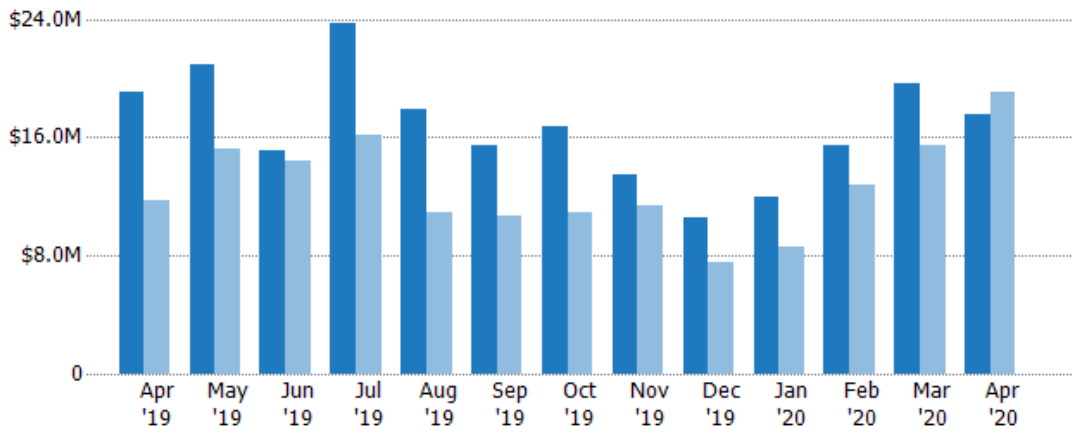
## Pending Sales Volume

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.
Apr '20	\$17.6M	-7.9%
Apr '19	\$19.1M	62.6%
Apr '18	\$11.7M	15%



Current Year	\$19.1M	\$20.9M	\$15.1M	\$23.7M	\$18M	\$15.4M	\$16.7M	\$13.5M	\$10.6M	\$12M	\$15.4M	\$19.6M	\$17.6M
Prior Year	\$11.7M	\$15.2M	\$14.4M	\$16.2M	\$10.9M	\$10.7M	\$11M	\$11.4M	\$7.56M	\$8.54M	\$12.8M	\$15.4M	\$19.1M
Percent Change from Prior Year	63%	37%	5%	47%	64%	44%	52%	19%	40%	41%	20%	27%	-8%

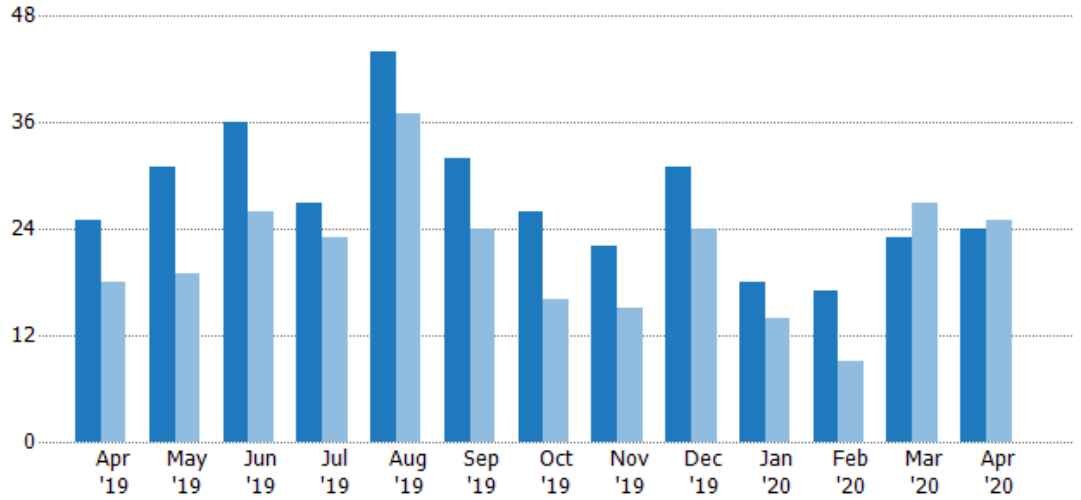
## Closed Sales

The total number 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	Count	% Chg.
Apr '20	24	-4%
Apr '19	25	38.9%
Apr '18	18	50%



Current Year	25	31	36	27	44	32	26	22	31	18	17	23	24
Prior Year	18	19	26	23	37	24	16	15	24	14	9	27	25
Percent Change from Prior Year	39%	63%	38%	17%	19%	33%	63%	47%	29%	29%	89%	-15%	-4%

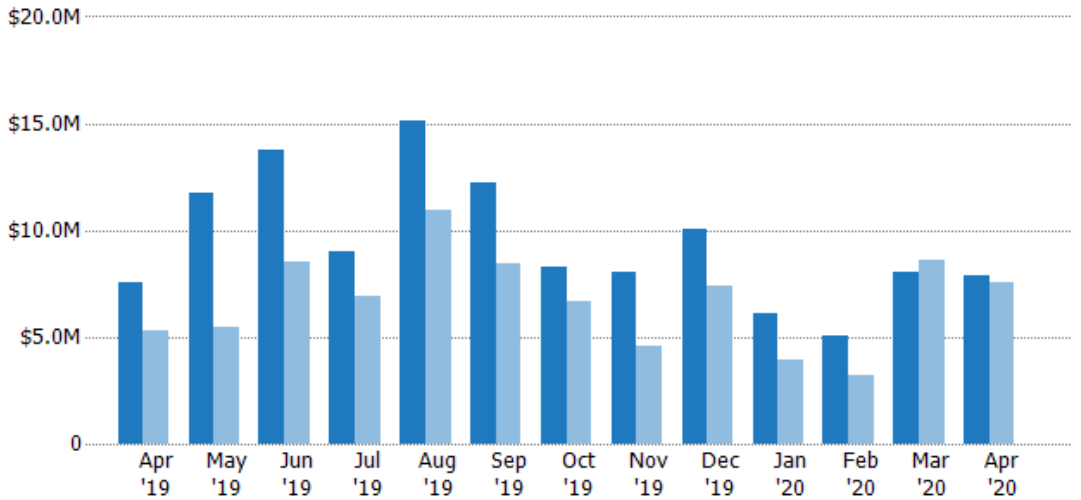
## Closed Sales Volume

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.
Apr '20	\$7.85M	3.9%
Apr '19	\$7.56M	42.7%
Apr '18	\$5.29M	87.1%



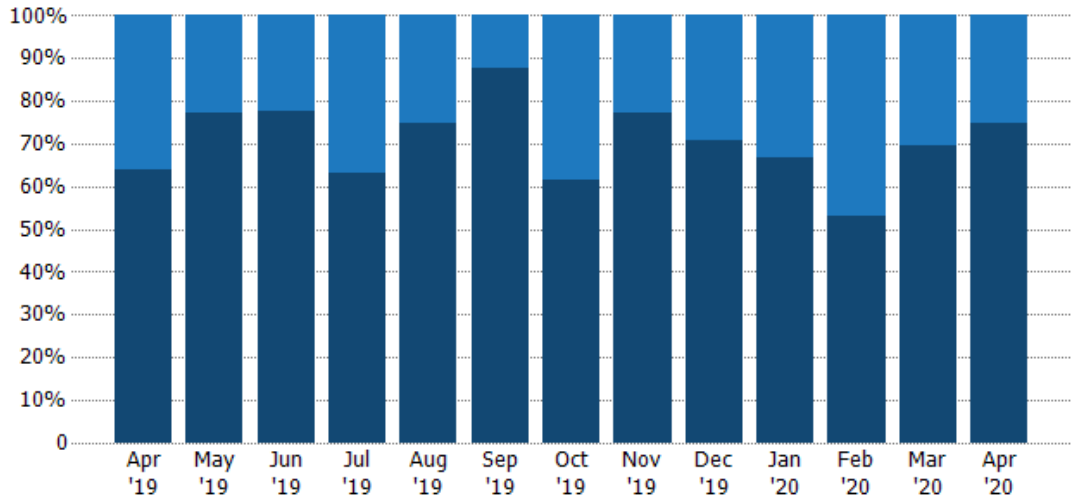
Current Year	\$7.56M	\$11.7M	\$13.7M	\$9.01M	\$15.1M	\$12.2M	\$8.25M	\$8.05M	\$10M	\$6.1M	\$5.06M	\$8.03M	\$7.85M
Prior Year	\$5.29M	\$5.49M	\$8.51M	\$6.93M	\$10.9M	\$8.44M	\$6.66M	\$4.55M	\$7.43M	\$3.9M	\$3.25M	\$8.62M	\$7.56M
Percent Change from Prior Year	43%	113%	61%	30%	38%	45%	24%	77%	35%	56%	56%	-7%	4%

## 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



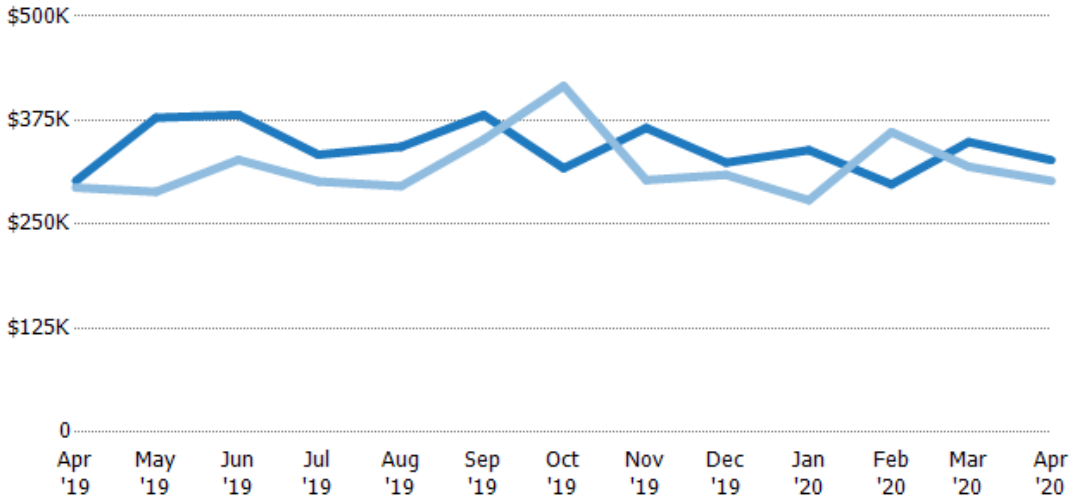
Condo/Townhouse	36%	23%	22%	37%	25%	13%	38%	23%	29%	33%	47%	30%	25%
Single Family Residence	64%	77%	78%	63%	75%	88%	62%	77%	71%	67%	53%	70%	75%

## 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	\$302K	\$378K	\$381K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$349K	\$327K
Prior Year	\$294K	\$289K	\$327K	\$301K	\$296K	\$352K	\$416K	\$303K	\$309K	\$279K	\$361K	\$319K	\$302K
Percent Change from Prior Year	3%	31%	16%	11%	16%	8%	-24%	21%	5%	22%	-17%	9%	8%

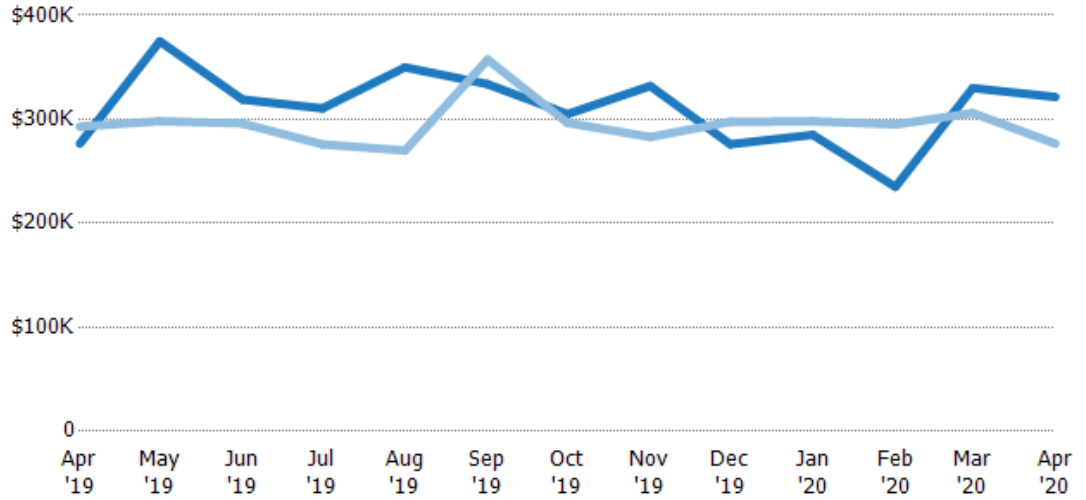
## Median Sales Price

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.
Apr '20	\$321K	16.3%
Apr '19	\$277K	-5.6%
Apr '18	\$293K	-2%



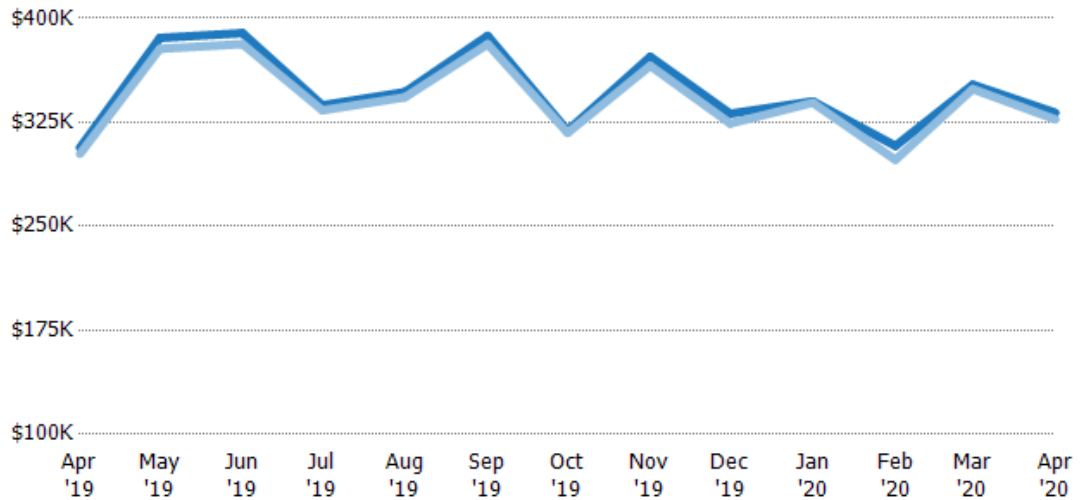
Current Year	\$277K	\$375K	\$319K	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$330K	\$321K
Prior Year	\$293K	\$298K	\$296K	\$276K	\$270K	\$357K	\$296K	\$283K	\$298K	\$298K	\$295K	\$306K	\$277K
Percent Change from Prior Year	-6%	26%	8%	13%	30%	-7%	3%	17%	-7%	-4%	-20%	8%	16%

## 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



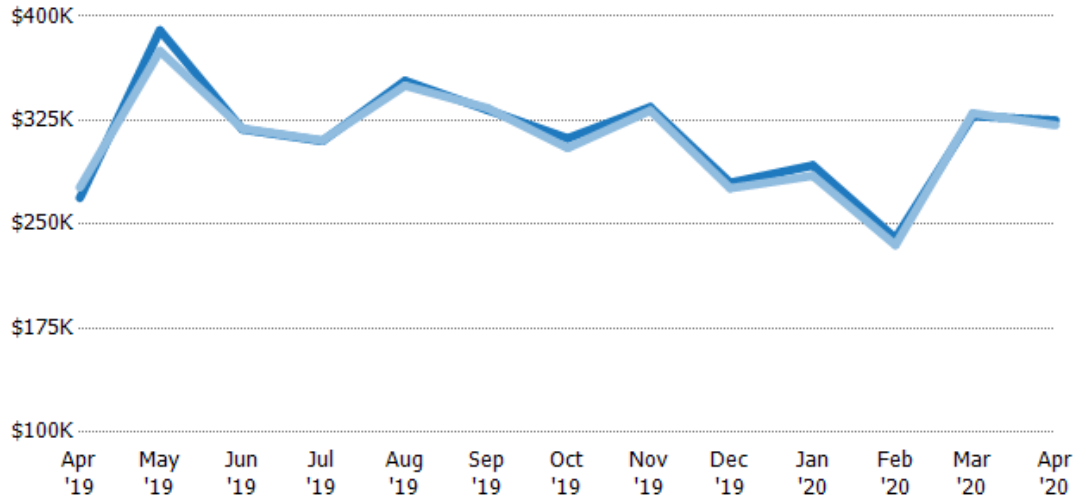
Avg List Price	\$307K	\$386K	\$389K	\$337K	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$352K	\$332K
Avg Sales Price	\$302K	\$378K	\$381K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$349K	\$327K
Avg Sales Price as a % of Avg List Price	99%	98%	98%	99%	99%	98%	99%	98%	98%	100%	97%	99%	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

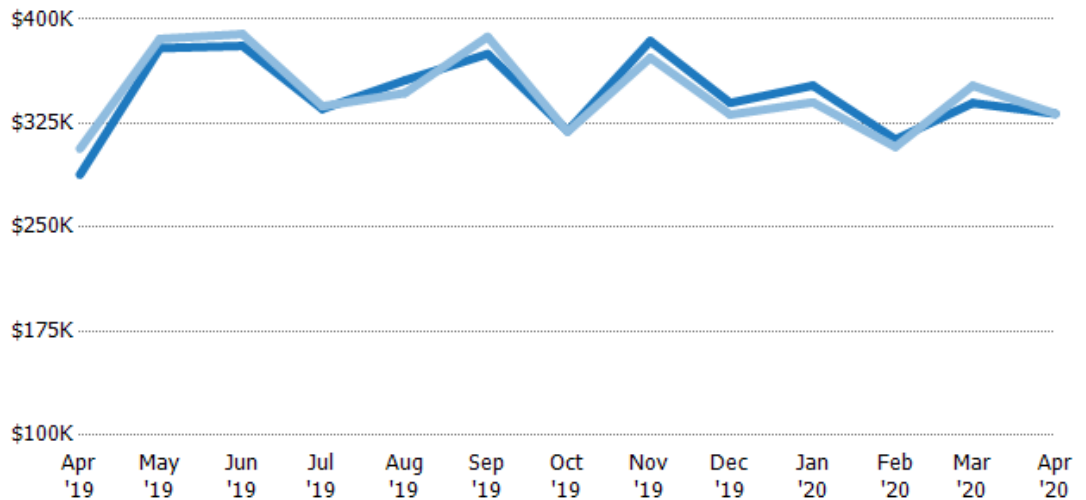


## Average Sales Price vs Average Est Value

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

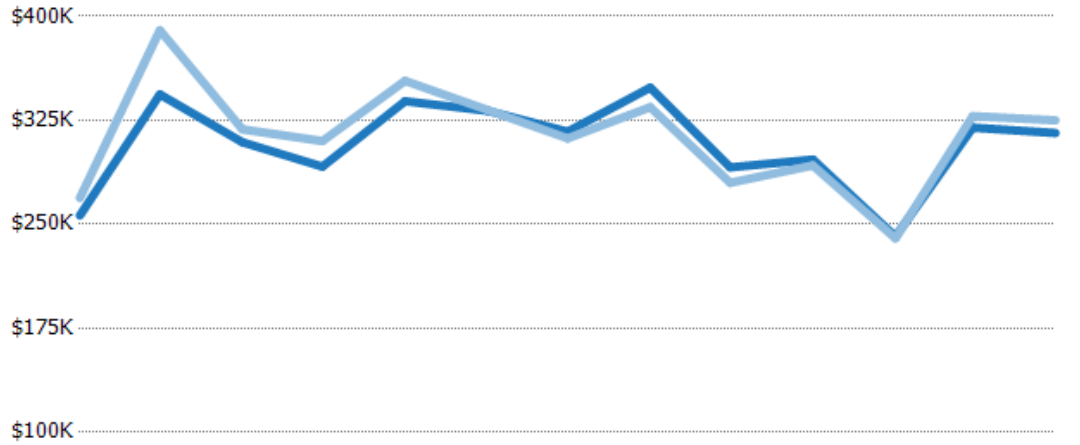


## Median Sales Price vs Median Est Value

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$256K	\$344K	\$309K	\$292K	\$339K	\$332K	\$317K	\$349K	\$291K	\$297K	\$241K	\$320K	\$316K
Median Sales Price	\$269K	\$390K	\$318K	\$310K	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$328K	\$325K
Med Sales Price as a % of Med Est Value	105%	113%	103%	106%	104%	100%	98%	96%	96%	99%	99%	103%	103%