

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	36	41	-12.2%	112	139	-19.4%
New Listing Volume	\$16,634,800	\$14,904,390	+11.6%	\$45,075,100	\$52,058,890	-13.4%
Active Listing Count	37	50	-26%	N/A	N/A	
Active Listing Volume	\$19,384,300	\$19,069,190	+1.7%	N/A	N/A	
Average Listing Price	\$523,900	\$381,384	+37.4%	\$432,636	\$424,011	+2%
Median Listing Price	\$399,900	\$339,250	+17.9%	\$365,958	\$358,175	+2.2%
Median Days in RPR	23	52.5	-56.2%	49.06	74.69	-34.3%
Months of Inventory	3.7	1.8	+107.2%	1.9	2.3	-17.6%
Absorption Rate	27.03%	56%	-29%	52.2%	42.99%	+9.2%
Sales Activity Charts Metrics						
New Pending Sales Count	34	31	+9.7%	108	135	-20%
New Pending Sales Volume	\$13,083,100	\$14,138,700	-7.5%	\$36,980,995	\$52,044,700	-28.9%
Pending Sales Count	37	51	-27.5%	N/A	N/A	
Pending Sales Volume	\$13,487,900	\$22,315,400	-39.6%	N/A	N/A	
Closed Sales Count	22	23	-4.3%	85	95	-10.5%
Closed Sales Volume	\$7,405,000	\$8,654,650	-14.4%	\$28,482,862	\$31,557,390	-9.7%
Average Sales Price	\$336,591	\$376,289	-10.5%	\$335,092	\$332,183	+0.9%
Median Sales Price	\$305,750	\$375,000	-18.5%	\$309,435	\$306,932	+0.8%

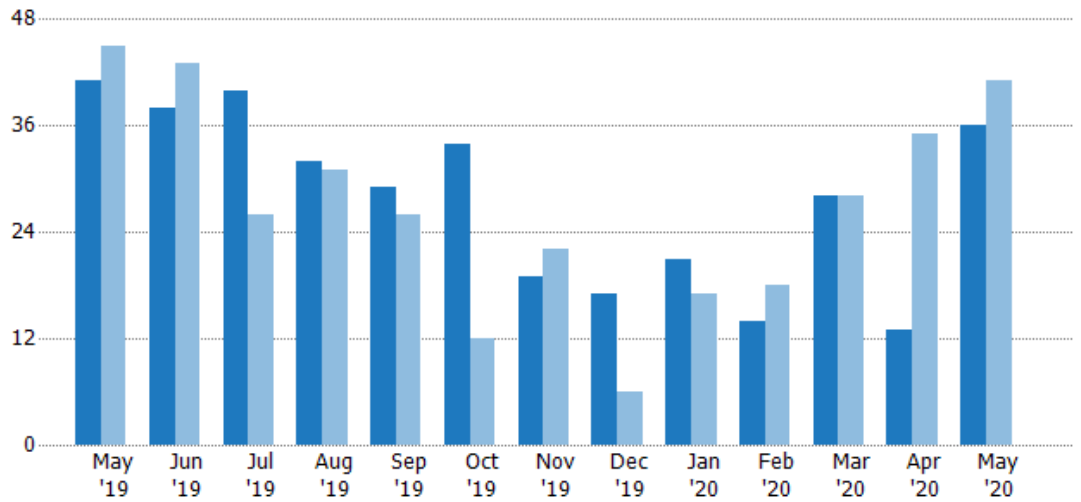
New Listings

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
May '20	36	-12.2%
May '19	41	-8.9%
May '18	45	-17.8%



Current Year	41	38	40	32	29	34	19	17	21	14	28	13	36
Prior Year	45	43	26	31	26	12	22	6	17	18	28	35	41
Percent Change from Prior Year	-9%	-12%	54%	3%	12%	183%	-14%	183%	24%	-22%	0%	-63%	-12%

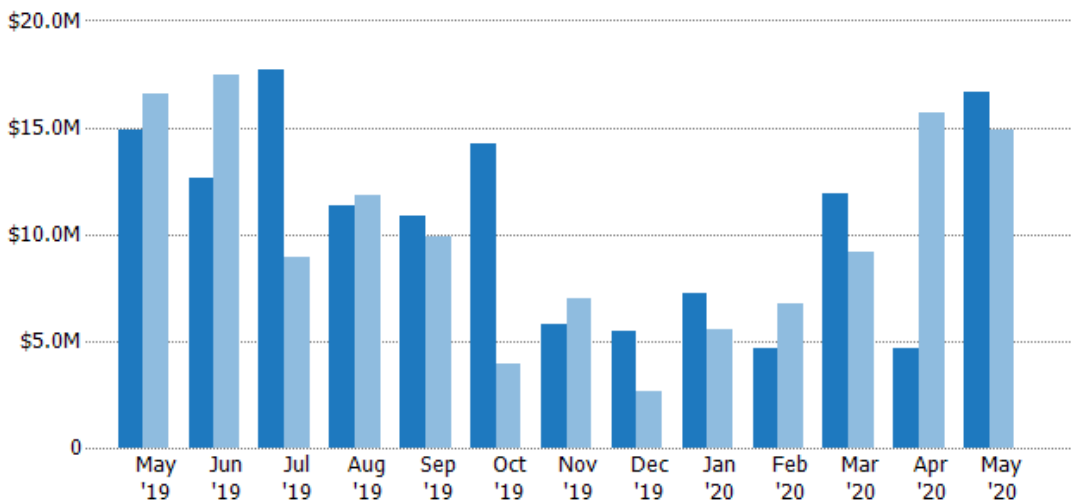
New Listing Volume

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
May '20	\$16.6M	11.6%
May '19	\$14.9M	-10.1%
May '18	\$16.6M	-26.8%



Current Year	\$14.9M	\$12.6M	\$17.7M	\$11.3M	\$10.9M	\$14.2M	\$5.79M	\$5.45M	\$7.25M	\$4.63M	\$11.9M	\$4.64M	\$16.6M
Prior Year	\$16.6M	\$17.4M	\$8.91M	\$11.8M	\$9.87M	\$3.92M	\$7.02M	\$2.67M	\$5.55M	\$6.78M	\$9.14M	\$15.7M	\$14.9M
Percent Change from Prior Year	-10%	-27%	99%	-4%	10%	263%	-18%	104%	31%	-32%	30%	-70%	12%

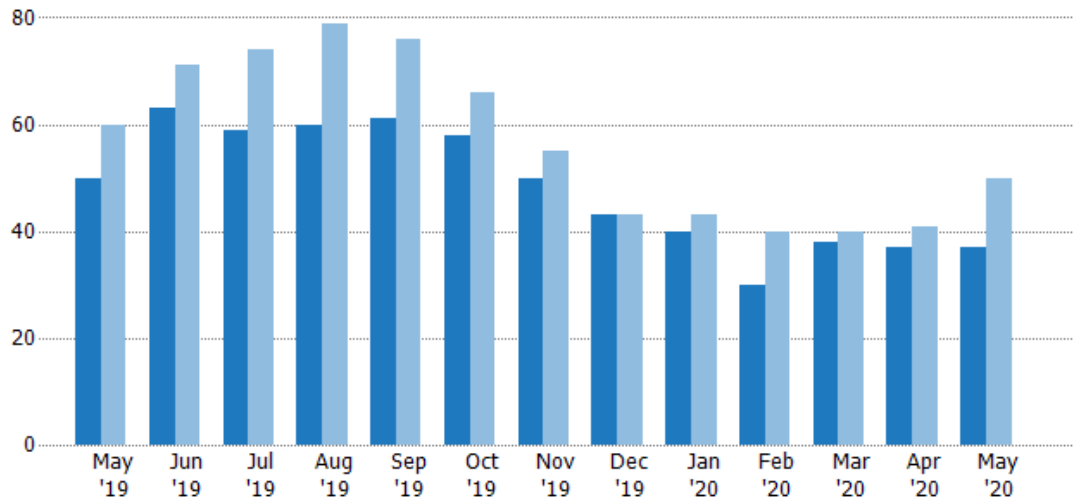
Active Listings

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
May '20	37	-26%
May '19	50	-16.7%
May '18	60	-8.3%



Current Year	50	63	59	60	61	58	50	43	40	30	38	37	37
Prior Year	60	71	74	79	76	66	55	43	43	40	40	41	50
Percent Change from Prior Year	-17%	-11%	-20%	-24%	-20%	-12%	-9%	0%	-7%	-25%	-5%	-10%	-26%

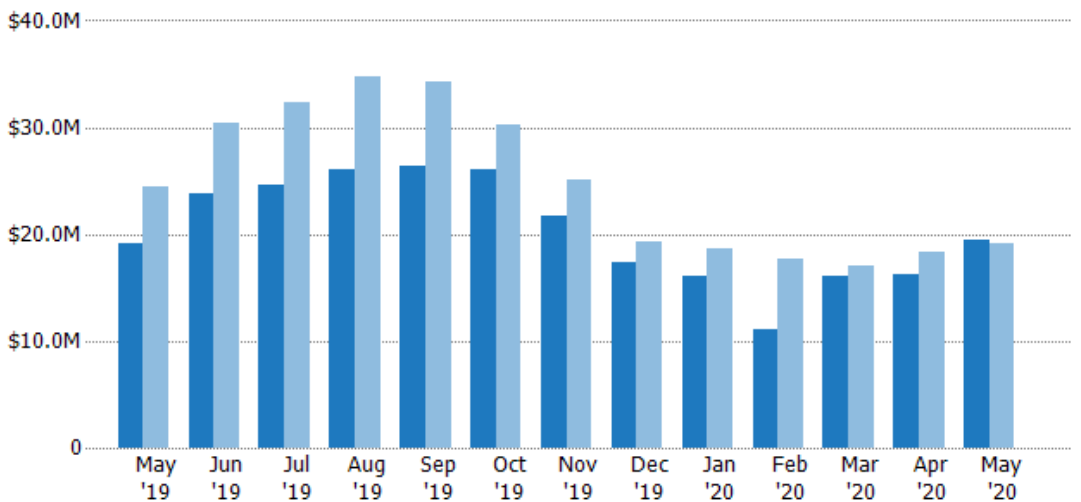
Active Listing Volume

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
May '20	\$19.4M	1.7%
May '19	\$19.1M	-21.8%
May '18	\$24.4M	-15.8%



Current Year	\$19.1M	\$23.8M	\$24.6M	\$26M	\$26.4M	\$26M	\$21.8M	\$17.3M	\$16.1M	\$11M	\$16.1M	\$16.2M	\$19.4M
Prior Year	\$24.4M	\$30.4M	\$32.3M	\$34.8M	\$34.3M	\$30.3M	\$25M	\$19.4M	\$18.6M	\$17.7M	\$17M	\$18.4M	\$19.1M
Percent Change from Prior Year	-22%	-22%	-24%	-25%	-23%	-14%	-13%	-11%	-14%	-38%	-6%	-12%	2%

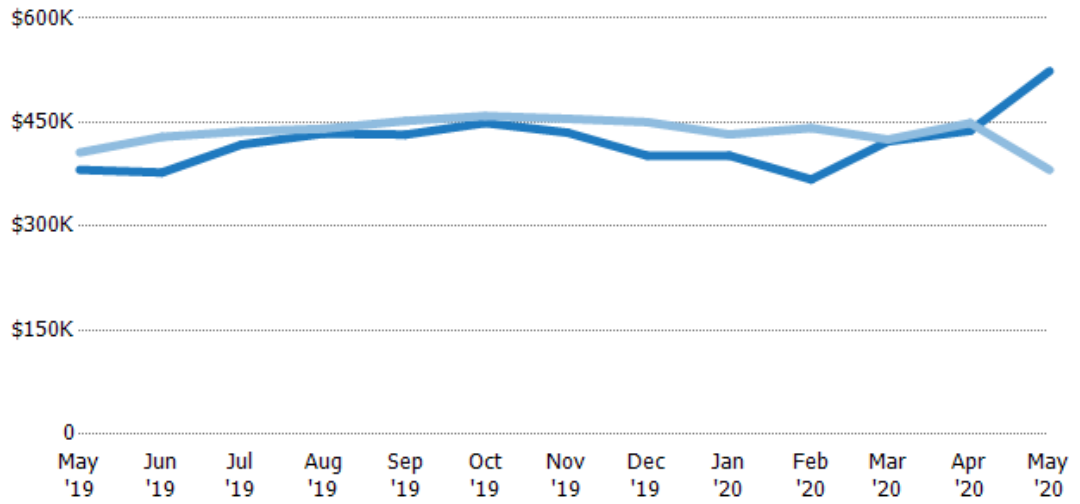
Average Listing Price

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
May '20	\$524K	37.4%
May '19	\$381K	-6.2%
May '18	\$406K	-8.1%



Current Year	\$381K	\$378K	\$418K	\$434K	\$432K	\$449K	\$435K	\$402K	\$402K	\$368K	\$422K	\$438K	\$524K
Prior Year	\$406K	\$429K	\$437K	\$441K	\$452K	\$459K	\$455K	\$450K	\$432K	\$442K	\$425K	\$449K	\$381K
Percent Change from Prior Year	-6%	-12%	-4%	-2%	-4%	-2%	-4%	-11%	-7%	-17%	-1%	-2%	37%

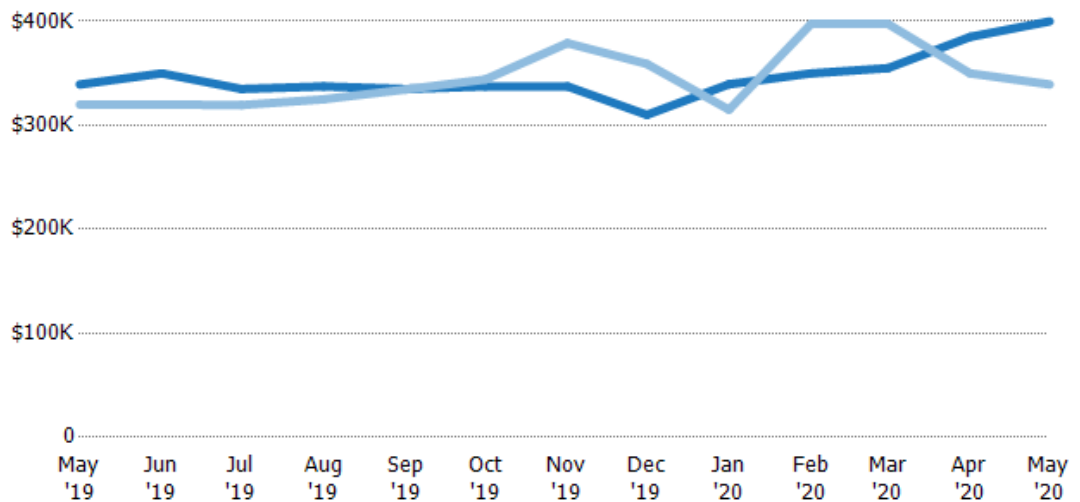
Median Listing Price

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
May '20	\$400K	17.9%
May '19	\$339K	6%
May '18	\$320K	-15.6%



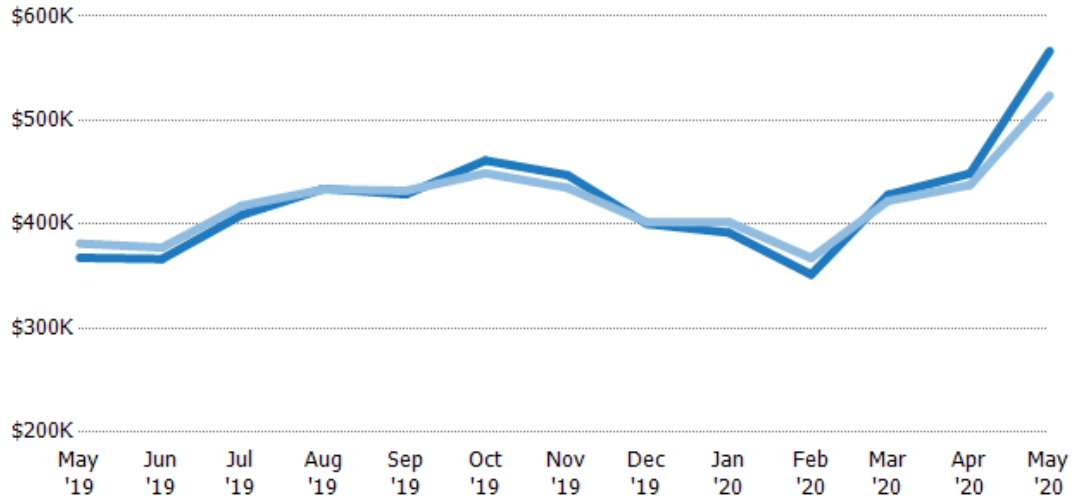
Current Year	\$339K	\$350K	\$335K	\$337K	\$335K	\$337K	\$337K	\$310K	\$339K	\$350K	\$355K	\$385K	\$400K
Prior Year	\$320K	\$320K	\$319K	\$325K	\$334K	\$344K	\$379K	\$359K	\$315K	\$397K	\$397K	\$350K	\$339K
Percent Change from Prior Year	6%	9%	5%	4%	0%	-2%	-11%	-14%	8%	-12%	-11%	10%	18%

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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

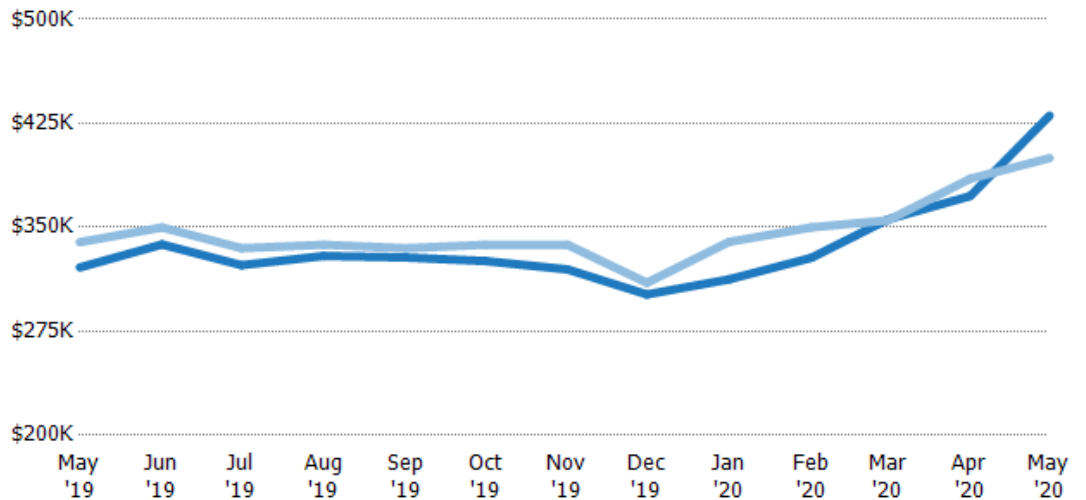


Median Listing Price vs Median Est Value

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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



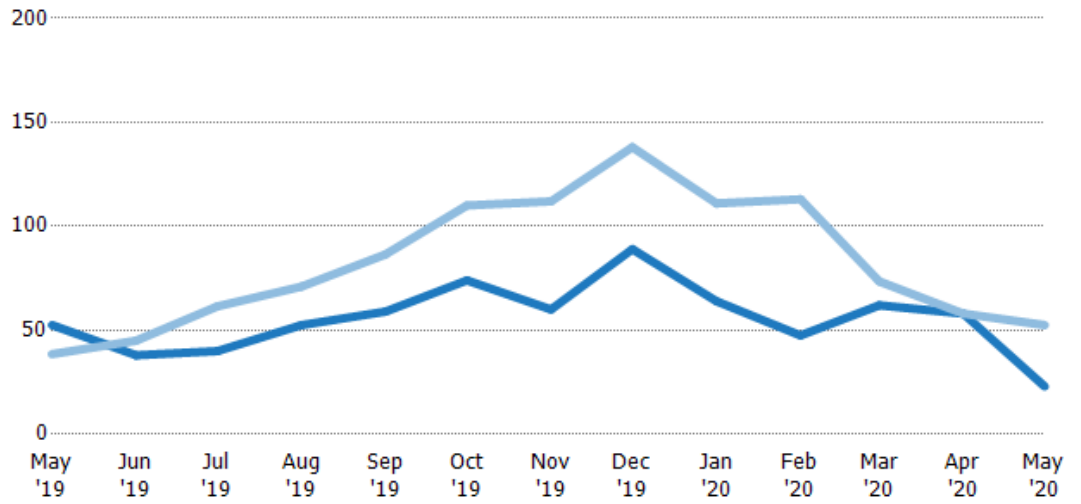
Median Days in RPR

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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Days	% Chg.
May '20	23	-56.2%
May '19	52.5	36.4%
May '18	38.5	61%



Current Year	52.5	38	40	52.5	59	74	60	89	64	47.5	62	58	23
Prior Year	38.5	45	61.5	71	86.5	110	112	138	111	113	73.5	58	52.5
Percent Change from Prior Year	36%	-16%	-35%	-26%	-32%	-33%	-46%	-36%	-42%	-58%	-16%	0%	-56%

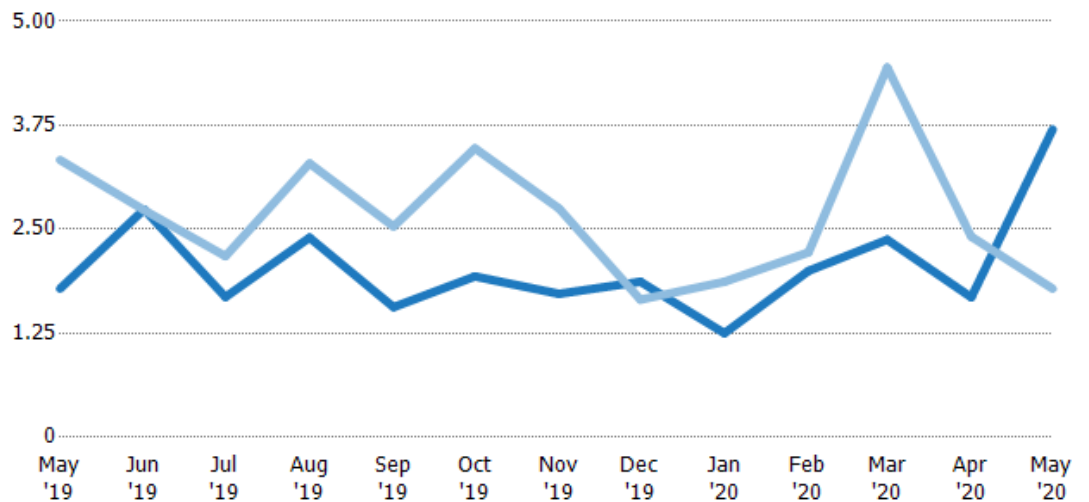
Months of Inventory

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

Filters Used

ZIP: Burlington, VT 05401,
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05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Months	% Chg.
May '20	3.7	107.2%
May '19	1.79	-46.4%
May '18	3.33	-34%



Current Year	1.79	2.74	1.69	2.4	1.56	1.93	1.72	1.87	1.25	2	2.38	1.68	3.7
Prior Year	3.33	2.73	2.18	3.29	2.53	3.47	2.75	1.65	1.87	2.22	4.44	2.41	1.79
Percent Change from Prior Year	-46%	0%	-23%	-27%	-38%	-44%	-37%	13%	-33%	-10%	-47%	-30%	107%

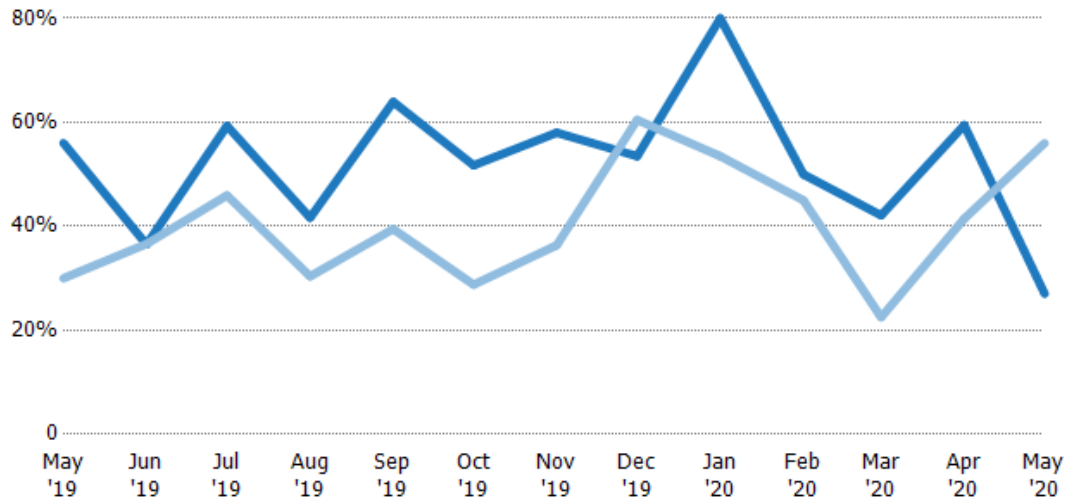
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Burlington, VT 05401,
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05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Rate	Chg.
May '20	27%	29%
May '19	56%	-26%
May '18	30%	51.5%



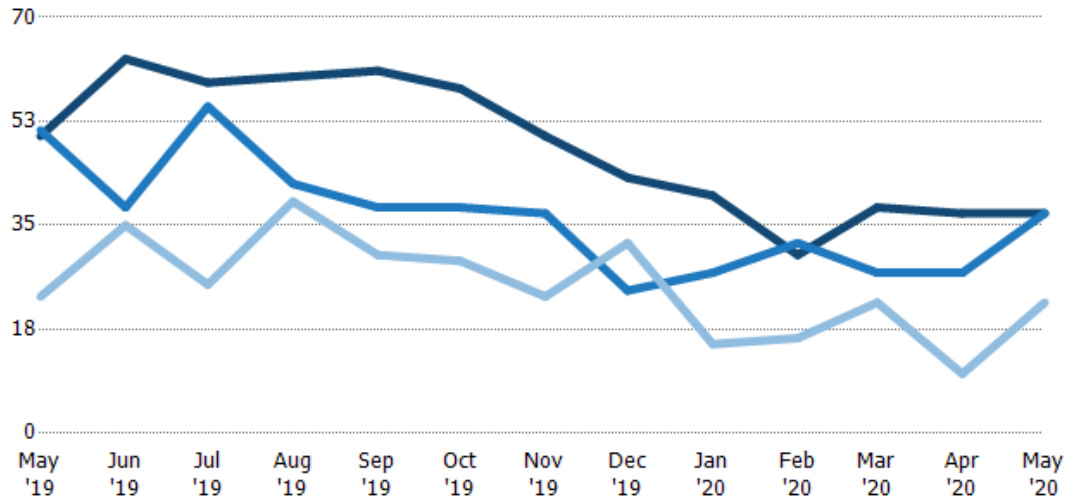
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	56%	37%	59%	42%	64%	52%	58%	53%	80%	50%	42%	59%	27%
Prior Year	30%	37%	46%	30%	39%	29%	36%	60%	53%	45%	23%	41%	56%
Change from Prior Year	-26%	0%	-13%	-11%	-24%	-23%	-22%	7%	-27%	-5%	-20%	-18%	29%

Active/Pending/Sold Units

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

Filters Used

ZIP: Burlington, VT 05401,
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05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	50	63	59	60	61	58	50	43	40	30	38	37	37
Pending	51	38	55	42	38	38	37	24	27	32	27	27	37
Sold	23	35	25	39	30	29	23	32	15	16	22	10	22

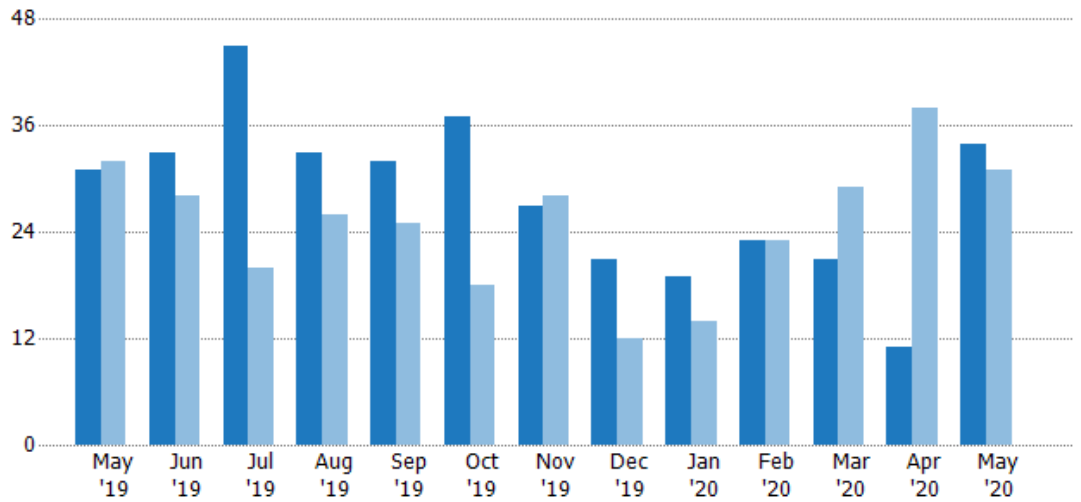
New Pending Sales

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

Filters Used

ZIP: Burlington, VT 05401,
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05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
May '20	34	9.7%
May '19	31	-3.1%
May '18	32	3.1%



Current Year	31	33	45	33	32	37	27	21	19	23	21	11	34
Prior Year	32	28	20	26	25	18	28	12	14	23	29	38	31
Percent Change from Prior Year	-3%	18%	125%	27%	28%	106%	-4%	75%	36%	0%	-28%	-71%	10%

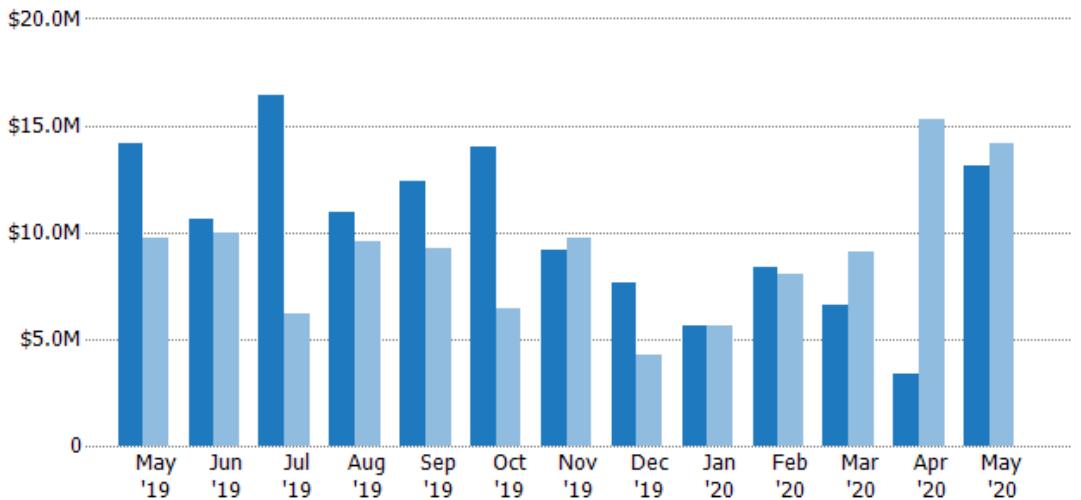
New Pending Sales Volume

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
May '20	\$13.1M	-7.5%
May '19	\$14.1M	45.1%
May '18	\$9.75M	23.3%



Current Year	\$14.1M	\$10.6M	\$16.4M	\$10.9M	\$12.4M	\$14M	\$9.12M	\$7.62M	\$5.61M	\$8.36M	\$6.56M	\$3.36M	\$13.1M
Prior Year	\$9.75M	\$9.94M	\$6.15M	\$9.53M	\$9.27M	\$6.41M	\$9.73M	\$4.27M	\$5.59M	\$8M	\$9.08M	\$15.2M	\$14.1M
Percent Change from Prior Year	45%	7%	167%	14%	34%	119%	-6%	78%	0%	5%	-28%	-78%	-7%

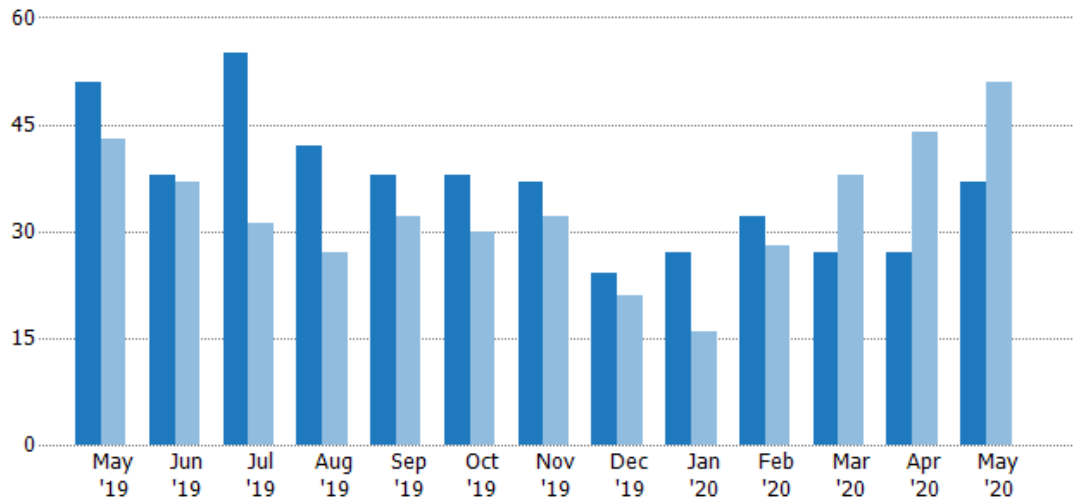
Pending Sales

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
May '20	37	-27.5%
May '19	51	18.6%
May '18	43	18.6%



Current Year	51	38	55	42	38	38	37	24	27	32	27	27	37
Prior Year	43	37	31	27	32	30	32	21	16	28	38	44	51
Percent Change from Prior Year	19%	3%	77%	56%	19%	27%	16%	14%	69%	14%	-29%	-39%	-27%

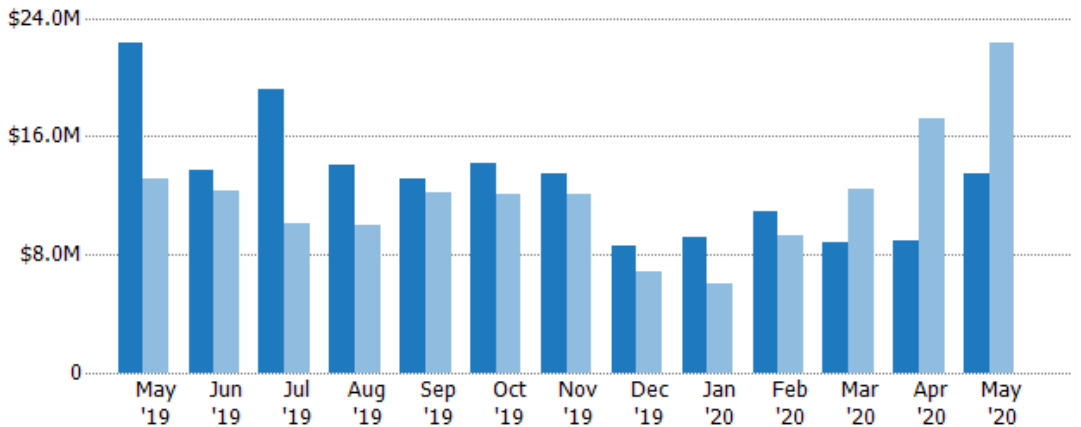
Pending Sales Volume

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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
May '20	\$13.5M	-39.6%
May '19	\$22.3M	69.8%
May '18	\$13.1M	22.4%



Current Year	\$22.3M	\$13.7M	\$19.1M	\$14M	\$13.1M	\$14.1M	\$13.4M	\$8.62M	\$9.17M	\$10.9M	\$8.86M	\$8.99M	\$13.5M
Prior Year	\$13.1M	\$12.3M	\$10.1M	\$10M	\$12.2M	\$12.1M	\$12.1M	\$6.83M	\$5.98M	\$9.34M	\$12.5M	\$17.2M	\$22.3M
Percent Change from Prior Year	70%	11%	89%	40%	8%	17%	11%	26%	53%	17%	-29%	-48%	-40%

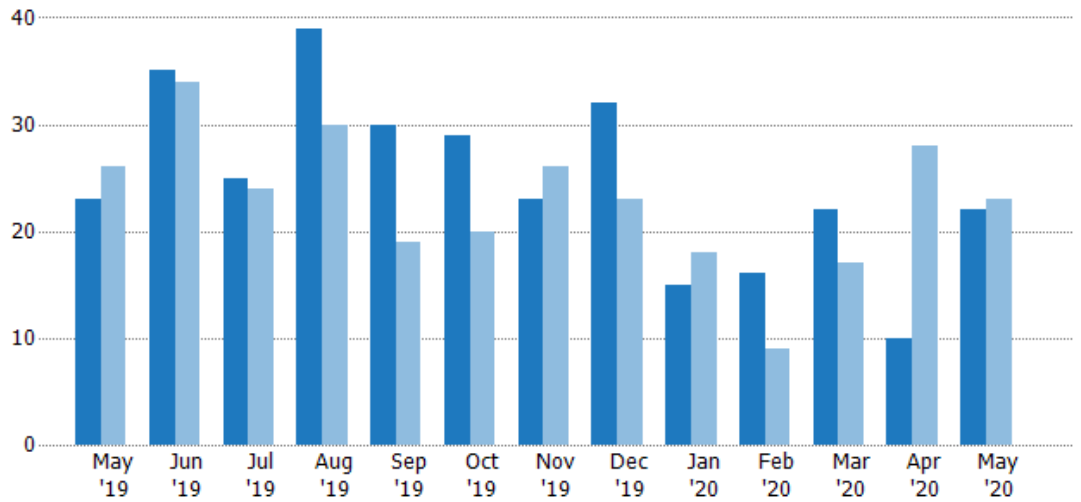
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
May '20	22	-4.3%
May '19	23	-11.5%
May '18	26	7.7%



Current Year	23	35	25	39	30	29	23	32	15	16	22	10	22
Prior Year	26	34	24	30	19	20	26	23	18	9	17	28	23
Percent Change from Prior Year	-12%	3%	4%	30%	58%	45%	-12%	39%	-17%	78%	29%	-64%	-4%

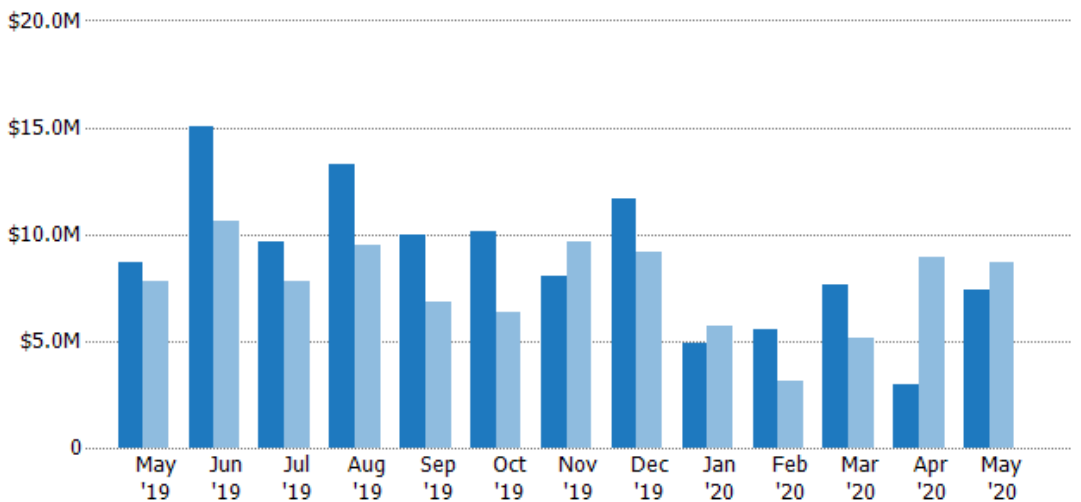
Closed Sales Volume

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
May '20	\$7.41M	-14.4%
May '19	\$8.65M	10.5%
May '18	\$7.83M	5.8%



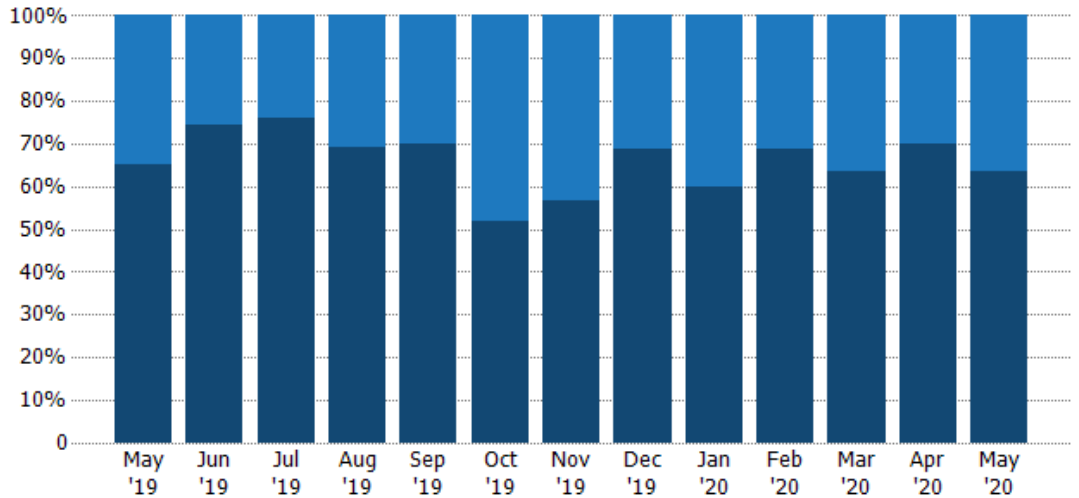
Current Year	\$8.65M	\$15M	\$9.65M	\$13.3M	\$10M	\$10.1M	\$8.04M	\$11.7M	\$4.91M	\$5.57M	\$7.65M	\$2.94M	\$7.41M
Prior Year	\$7.83M	\$10.6M	\$7.82M	\$9.45M	\$6.85M	\$6.37M	\$9.62M	\$9.19M	\$5.74M	\$3.12M	\$5.11M	\$8.93M	\$8.65M
Percent Change from Prior Year	10%	41%	23%	41%	46%	59%	-16%	27%	-14%	79%	50%	-67%	-14%

Closed Sales by Property Type

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

Filters Used

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05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



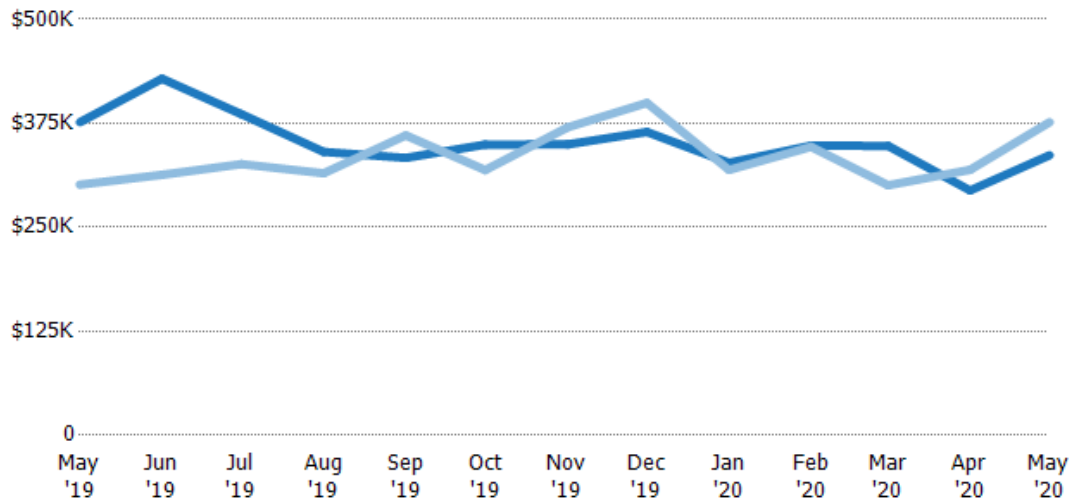
Condo/Townhouse	35%	26%	24%	31%	30%	48%	43%	31%	40%	31%	36%	30%	36%
Single Family Residence	65%	74%	76%	69%	70%	52%	57%	69%	60%	69%	64%	70%	64%

Average Sales Price

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	\$376K	\$429K	\$386K	\$341K	\$333K	\$349K	\$350K	\$365K	\$328K	\$348K	\$348K	\$294K	\$337K
Prior Year	\$301K	\$313K	\$326K	\$315K	\$360K	\$319K	\$370K	\$399K	\$319K	\$347K	\$300K	\$319K	\$376K
Percent Change from Prior Year	25%	37%	18%	8%	-8%	10%	-6%	-9%	3%	0%	16%	-8%	-11%

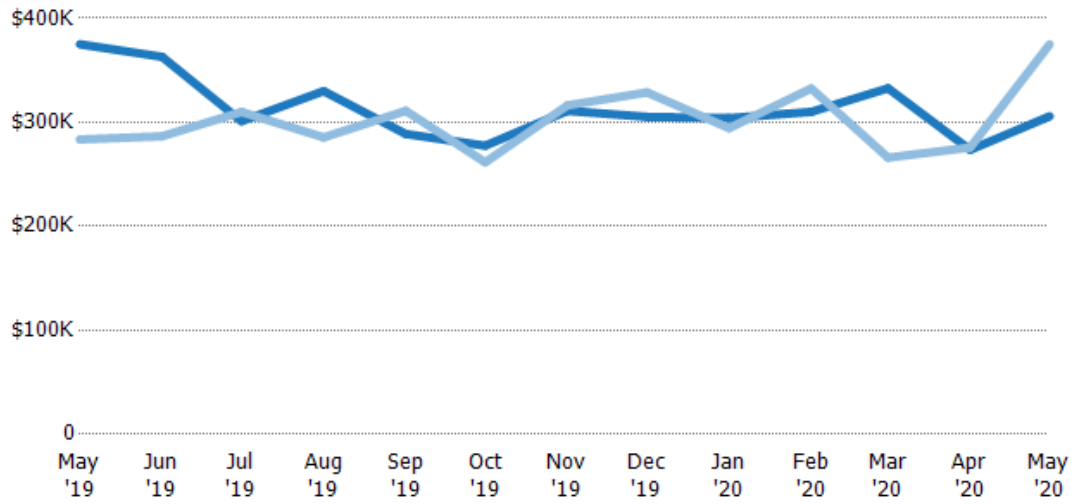
Median Sales Price

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

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
May '20	\$306K	-18.5%
May '19	\$375K	32.3%
May '18	\$284K	-12.7%



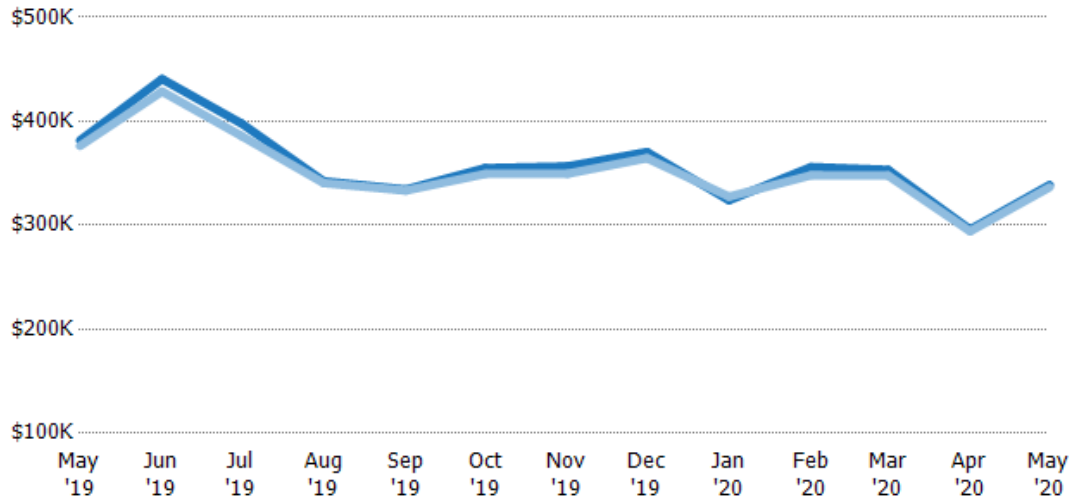
Current Year	\$375K	\$363K	\$301K	\$330K	\$289K	\$278K	\$311K	\$305K	\$304K	\$310K	\$333K	\$274K	\$306K
Prior Year	\$284K	\$287K	\$310K	\$286K	\$311K	\$262K	\$316K	\$329K	\$294K	\$333K	\$266K	\$276K	\$375K
Percent Change from Prior Year	32%	27%	-3%	16%	-7%	6%	-2%	-7%	3%	-7%	25%	-1%	-18%

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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



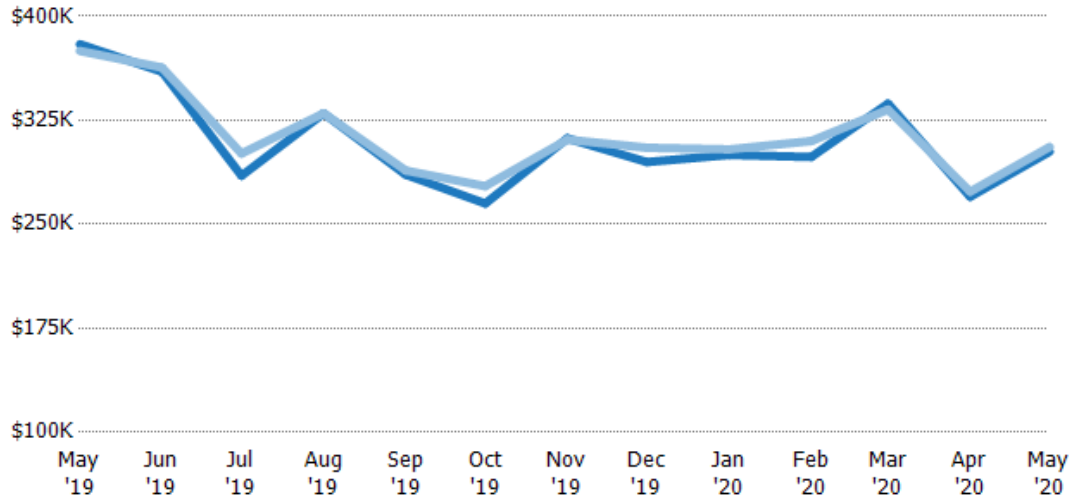
Avg List Price	\$382K	\$441K	\$398K	\$342K	\$334K	\$355K	\$357K	\$370K	\$324K	\$356K	\$353K	\$296K	\$339K
Avg Sales Price	\$376K	\$429K	\$386K	\$341K	\$333K	\$349K	\$350K	\$365K	\$328K	\$348K	\$348K	\$294K	\$337K
Avg Sales Price as a % of Avg List Price	99%	97%	97%	100%	100%	98%	98%	98%	101%	98%	98%	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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



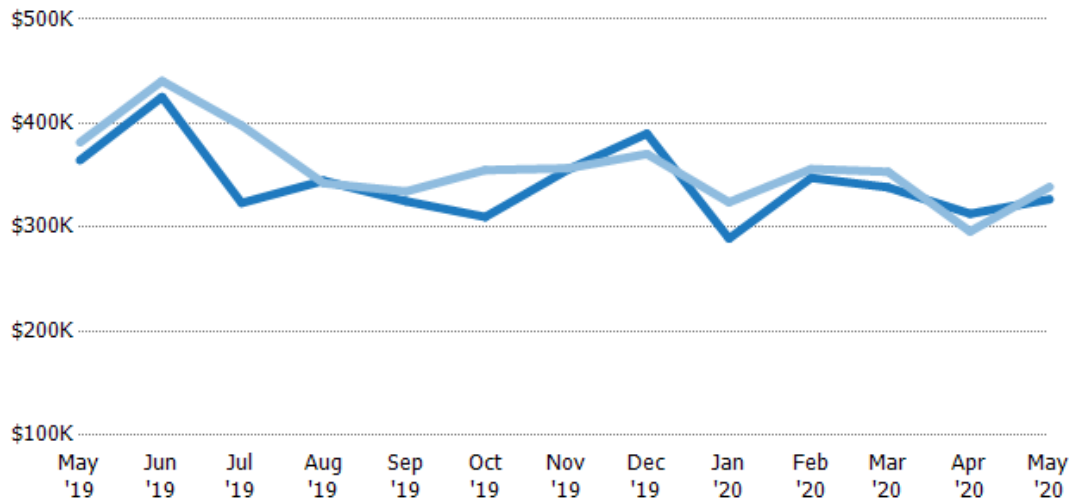
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$380K	\$360K	\$285K	\$330K	\$286K	\$265K	\$312K	\$295K	\$300K	\$299K	\$337K	\$270K	\$302K
Median Sales Price	\$375K	\$363K	\$301K	\$330K	\$289K	\$278K	\$311K	\$305K	\$304K	\$310K	\$333K	\$274K	\$306K
Med Sales Price as a % of Med List Price	99%	101%	106%	100%	101%	105%	100%	103%	101%	104%	99%	101%	101%

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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



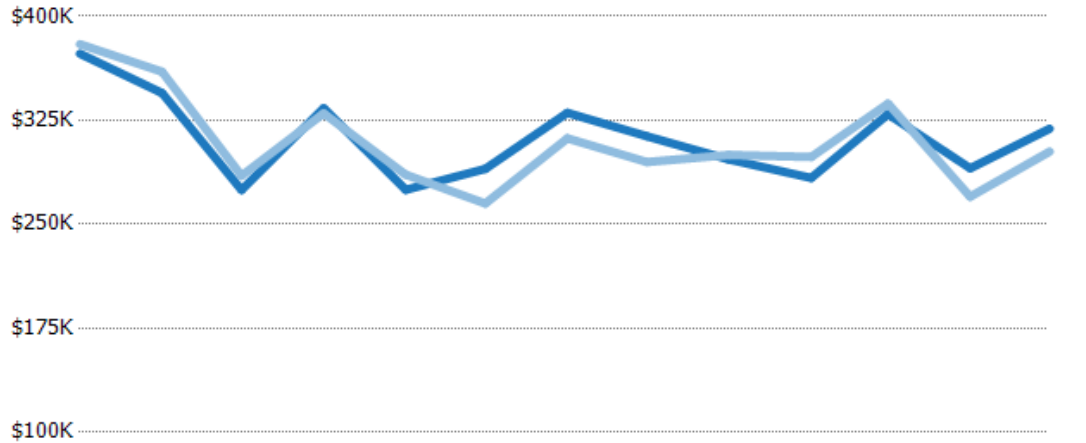
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$364K	\$425K	\$323K	\$345K	\$325K	\$310K	\$355K	\$390K	\$289K	\$348K	\$338K	\$313K	\$327K
Avg Sales Price	\$382K	\$441K	\$398K	\$342K	\$334K	\$355K	\$357K	\$370K	\$324K	\$356K	\$353K	\$296K	\$339K
Avg Sales Price as a % of Avg Est Value	105%	104%	123%	99%	103%	115%	100%	95%	112%	102%	104%	95%	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 05401,
 Burlington, VT 05402, Winooski, VT
 05404, Burlington, VT 05406,
 Burlington, VT 05408
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$373K	\$345K	\$275K	\$334K	\$275K	\$290K	\$330K	\$313K	\$297K	\$283K	\$329K	\$290K	\$319K
Median Sales Price	\$380K	\$360K	\$285K	\$330K	\$286K	\$265K	\$312K	\$295K	\$300K	\$299K	\$337K	\$270K	\$302K
Med Sales Price as a % of Med Est Value	102%	104%	104%	99%	104%	91%	94%	94%	101%	105%	102%	93%	95%