

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	31	54	-42.6%	136	167	-18.6%
New Listing Volume	\$12,304,590	\$20,289,590	-39.4%	\$50,726,228	\$62,023,489	-18.2%
Active Listing Count	53	89	-40.4%	N/A	N/A	
Active Listing Volume	\$31,493,670	\$39,378,590	-20%	N/A	N/A	
Average Listing Price	\$594,220	\$442,456	+34.3%	\$538,675	\$436,282	+23.5%
Median Listing Price	\$414,900	\$349,995	+18.5%	\$406,194	\$360,933	+12.5%
Median Days in RPR	101	57	+77.2%	88.9	113.54	-21.7%
Months of Inventory	2.2	3.6	-38%	2.9	4.6	-38.5%
Absorption Rate	45.28%	28.09%	+17.2%	34.97%	21.52%	+13.4%
Sales Activity Charts Metrics						
New Pending Sales Count	37	39	-5.1%	151	153	-1.3%
New Pending Sales Volume	\$14,301,043	\$15,938,800	-10.3%	\$52,076,606	\$53,471,198	-2.6%
Pending Sales Count	63	57	+10.5%	N/A	N/A	
Pending Sales Volume	\$24,029,795	\$20,888,199	+15%	N/A	N/A	
Closed Sales Count	23	31	-25.8%	105	107	-1.9%
Closed Sales Volume	\$7,265,040	\$11,718,250	-38%	\$34,310,950	\$35,502,514	-3.4%
Average Sales Price	\$315,871	\$378,008	-16.4%	\$326,771	\$331,799	-1.5%
Median Sales Price	\$305,000	\$375,000	-18.7%	\$299,474	\$317,146	-5.6%

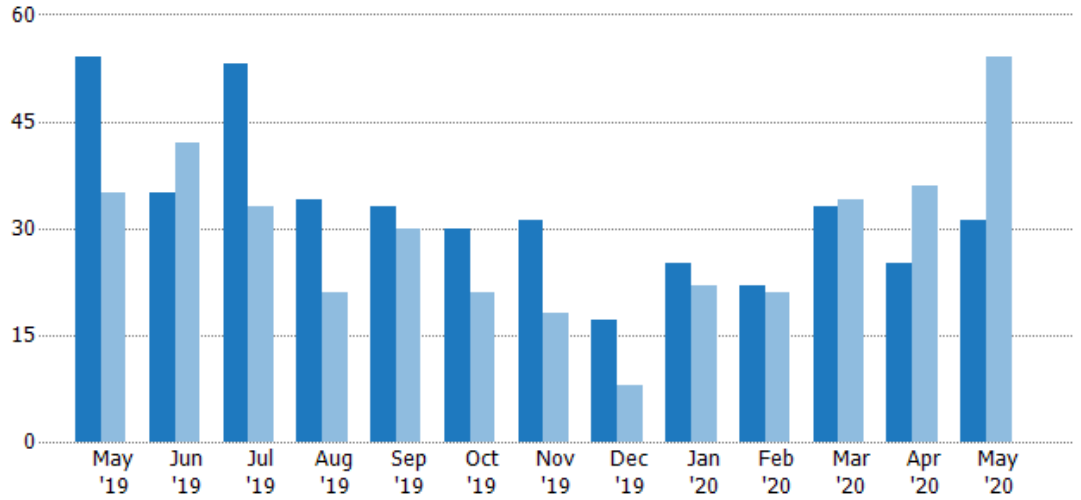
New Listings

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.
May '20	31	-42.6%
May '19	54	54.3%
May '18	35	42.9%



Current Year	54	35	53	34	33	30	31	17	25	22	33	25	31
Prior Year	35	42	33	21	30	21	18	8	22	21	34	36	54
Percent Change from Prior Year	54%	-17%	61%	62%	10%	43%	72%	113%	14%	5%	-3%	-31%	-43%

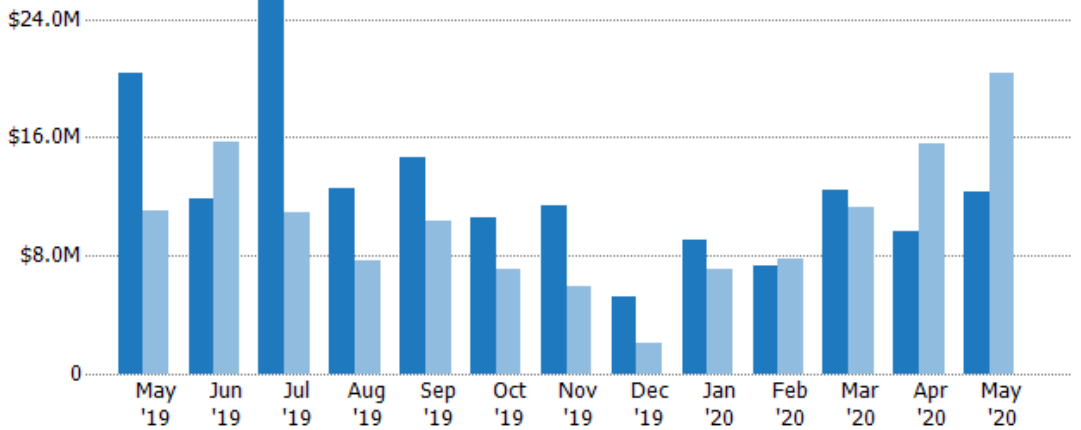
New Listing Volume

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.
May '20	\$12.3M	-39.4%
May '19	\$20.3M	84.7%
May '18	\$11M	64.5%



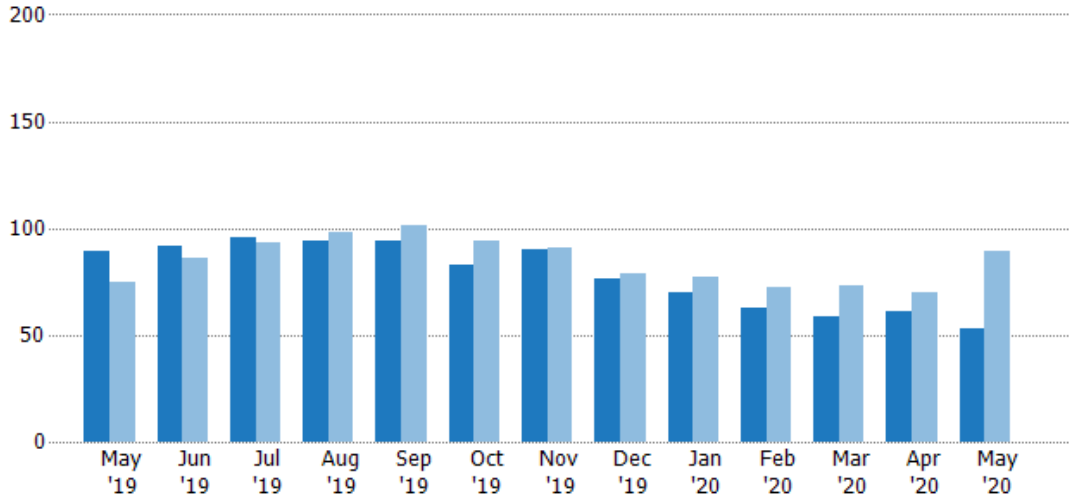
Current Year	\$20.3M	\$11.9M	\$26.6M	\$12.6M	\$14.6M	\$10.6M	\$11.4M	\$5.26M	\$9.03M	\$7.3M	\$12.4M	\$9.67M	\$12.3M
Prior Year	\$11M	\$15.7M	\$11M	\$7.64M	\$10.4M	\$7.13M	\$5.89M	\$2.05M	\$7.03M	\$7.83M	\$11.2M	\$15.6M	\$20.3M
Percent Change from Prior Year	85%	-24%	142%	65%	41%	49%	94%	157%	28%	-7%	10%	-38%	-39%

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



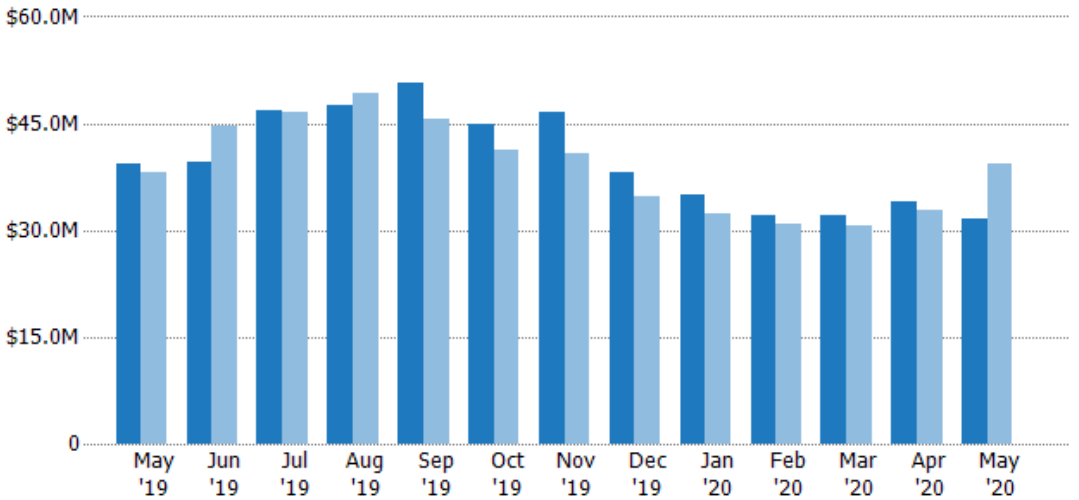
Month/Year	Count	% Chg.
May '20	53	-40.4%
May '19	89	18.7%
May '18	75	14.7%

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	Volume	% Chg.
May '20	\$31.5M	-20%
May '19	\$39.4M	3.1%
May '18	\$38.2M	-6.6%

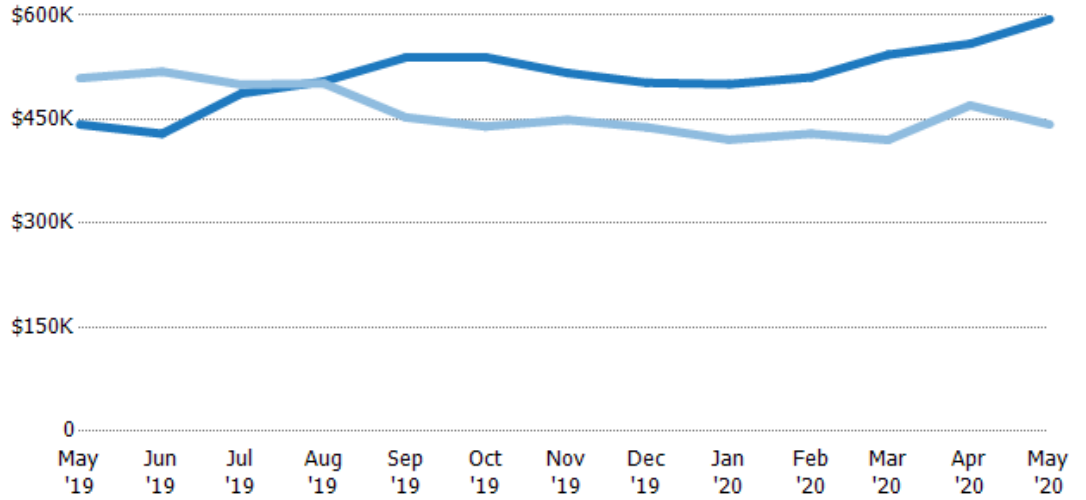
Average Listing Price

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.
May '20	\$594K	34.3%
May '19	\$442K	-13.1%
May '18	\$509K	-18.6%



Current Year	\$442K	\$429K	\$487K	\$505K	\$539K	\$540K	\$517K	\$503K	\$501K	\$511K	\$543K	\$559K	\$594K
Prior Year	\$509K	\$519K	\$500K	\$502K	\$453K	\$440K	\$449K	\$438K	\$421K	\$429K	\$420K	\$470K	\$442K
Percent Change from Prior Year	-13%	-17%	-3%	1%	19%	23%	15%	15%	19%	19%	29%	19%	34%

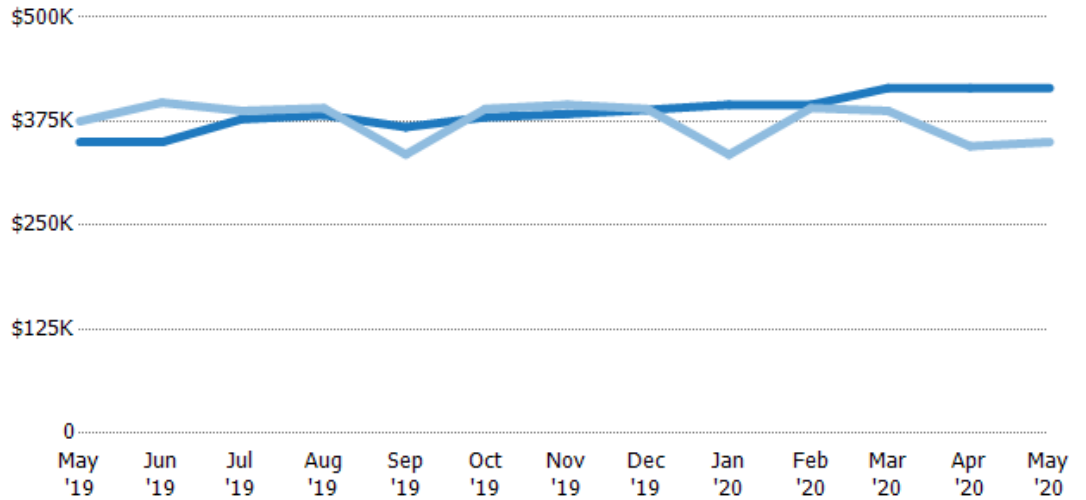
Median Listing Price

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.
May '20	\$415K	18.5%
May '19	\$350K	-6.7%
May '18	\$375K	-15.3%



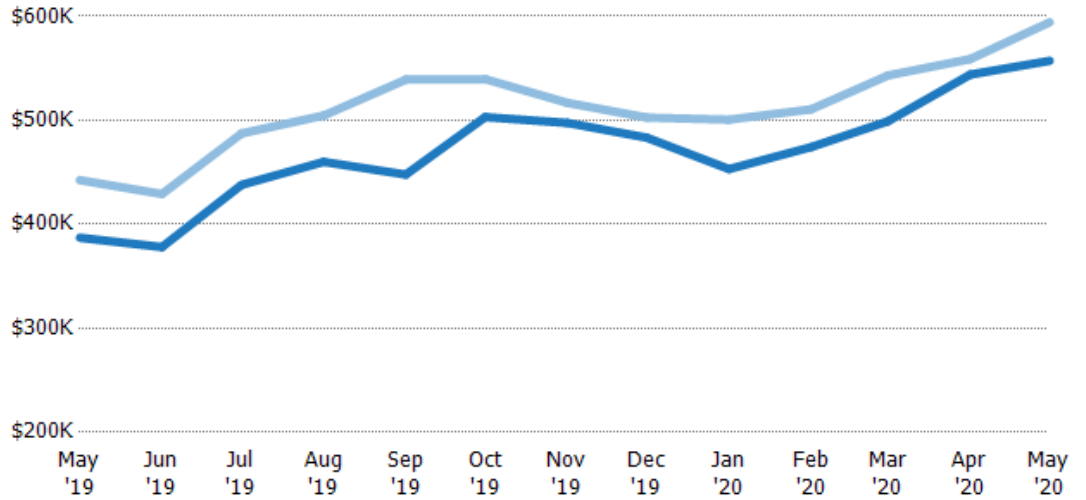
Current Year	\$350K	\$350K	\$377K	\$382K	\$368K	\$380K	\$384K	\$389K	\$395K	\$395K	\$415K	\$415K	\$415K
Prior Year	\$375K	\$397K	\$388K	\$391K	\$335K	\$390K	\$395K	\$390K	\$335K	\$391K	\$388K	\$345K	\$350K
Percent Change from Prior Year	-7%	-12%	-3%	-2%	10%	-3%	-3%	0%	18%	1%	7%	20%	19%

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



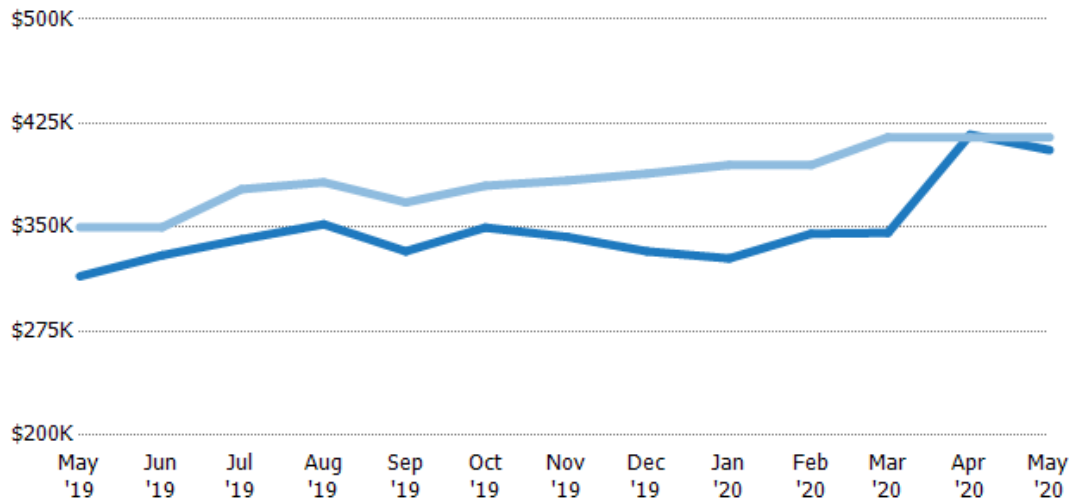
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$387K	\$378K	\$438K	\$460K	\$448K	\$503K	\$497K	\$483K	\$453K	\$474K	\$499K	\$544K	\$557K
Avg Listing Price	\$442K	\$429K	\$487K	\$505K	\$539K	\$540K	\$517K	\$503K	\$501K	\$511K	\$543K	\$559K	\$594K
Avg Listing Price as a % of Avg Est Value	114%	113%	111%	110%	120%	107%	104%	104%	110%	108%	109%	103%	107%

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,
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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	\$315K	\$330K	\$341K	\$352K	\$333K	\$350K	\$343K	\$333K	\$327K	\$345K	\$346K	\$417K	\$406K
Median Listing Price	\$350K	\$350K	\$377K	\$382K	\$368K	\$380K	\$384K	\$389K	\$395K	\$395K	\$415K	\$415K	\$415K
Med Listing Price as a % of Med Est Value	111%	106%	111%	109%	111%	109%	112%	117%	121%	114%	120%	100%	102%

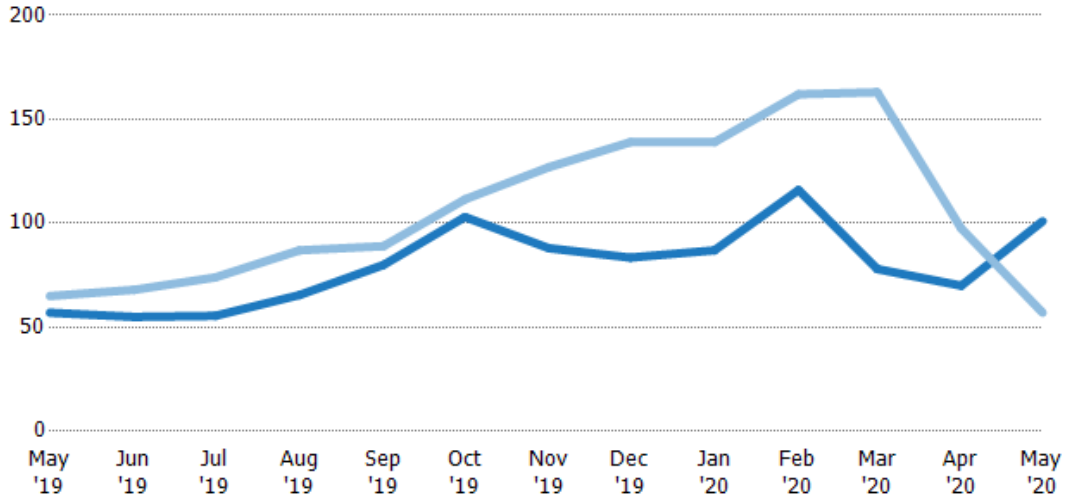
Median Days in RPR

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

Month/ Year	Days	% Chg.
May '20	101	77.2%
May '19	57	-12.3%
May '18	65	-7.7%



Current Year	57	55	55.5	65.5	80	103	88	83.5	87	116	78	70	101
Prior Year	65	68	74	87	89	112	127	139	139	162	163	97.5	57
Percent Change from Prior Year	-12%	-19%	-25%	-25%	-10%	-8%	-31%	-40%	-37%	-28%	-52%	-28%	77%

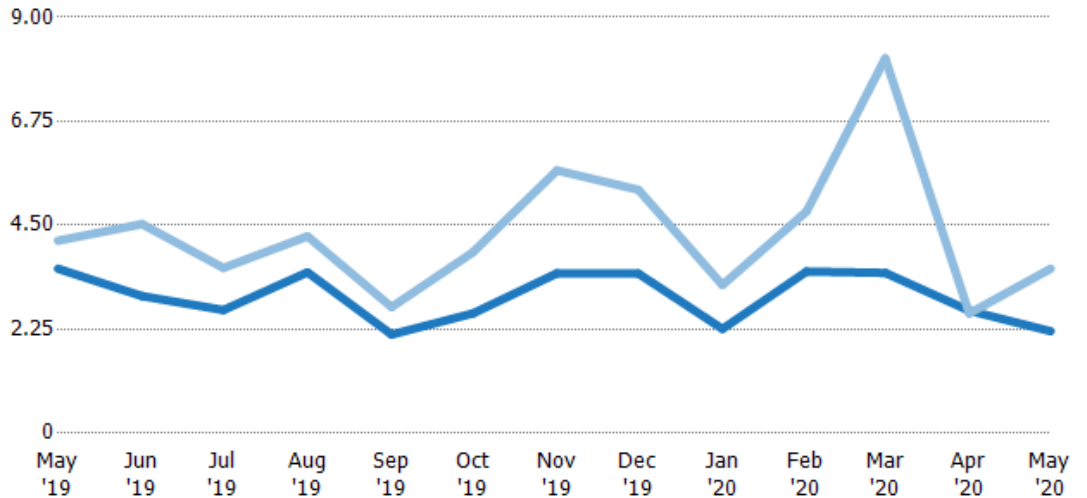
Months of Inventory

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.
May '20	2.21	-38%
May '19	3.56	-14.6%
May '18	4.17	-23.6%



Current Year	3.56	2.97	2.67	3.48	2.14	2.59	3.46	3.45	2.26	3.5	3.47	2.65	2.21
Prior Year	4.17	4.53	3.58	4.26	2.73	3.92	5.69	5.27	3.21	4.8	8.11	2.59	3.56
Percent Change from Prior Year	-15%	-34%	-25%	-18%	-22%	-34%	-39%	-34%	-30%	-27%	-57%	2%	-38%

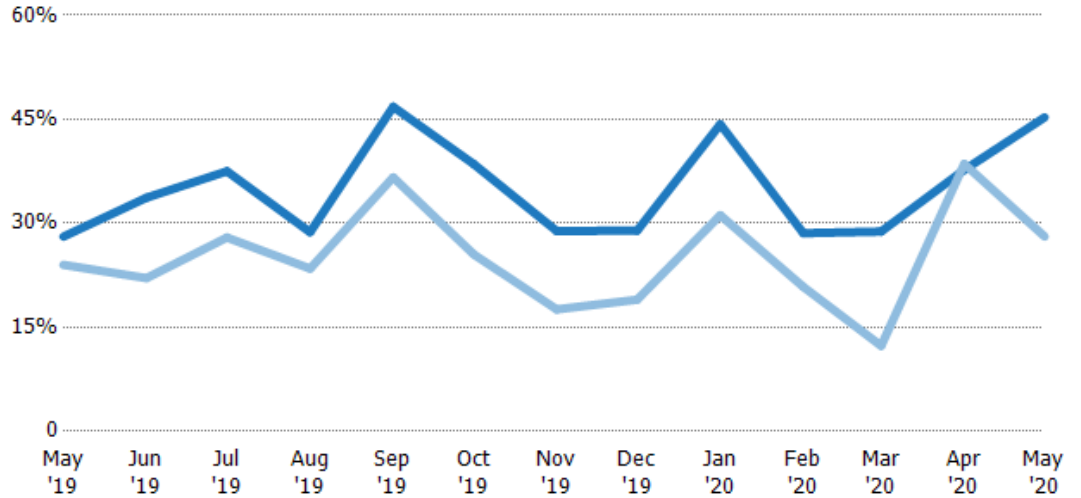
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
May '20	45%	-17.2%
May '19	28%	-4.1%
May '18	24%	30.8%



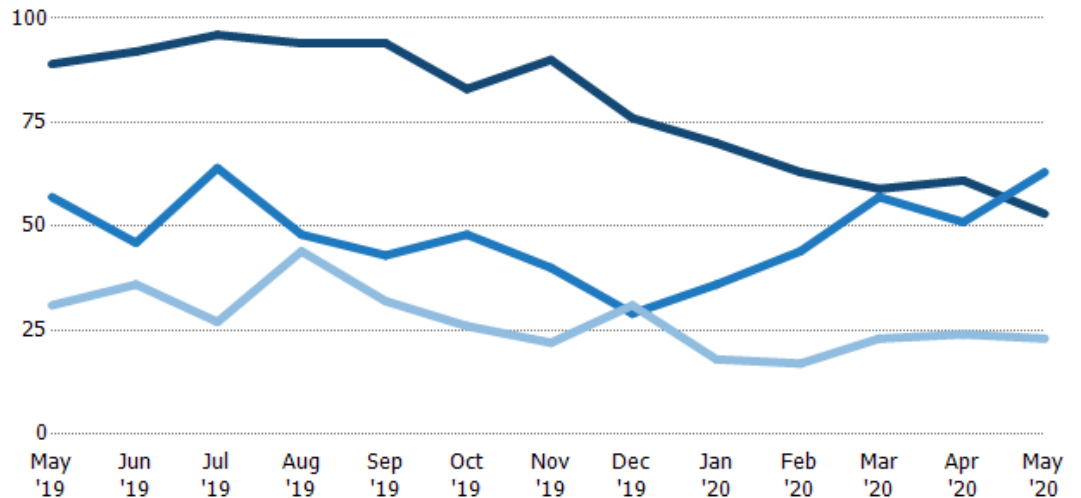
Current Year	28%	34%	38%	29%	47%	39%	29%	29%	44%	29%	29%	38%	45%
Prior Year	24%	22%	28%	23%	37%	26%	18%	19%	31%	21%	12%	39%	28%
Change from Prior Year	-4%	-12%	-10%	-5%	-10%	-13%	-11%	-10%	-13%	-8%	-16%	1%	-17%

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	89	92	96	94	94	83	90	76	70	63	59	61	53
Pending	57	46	64	48	43	48	40	29	36	44	57	51	63
Sold	31	36	27	44	32	26	22	31	18	17	23	24	23

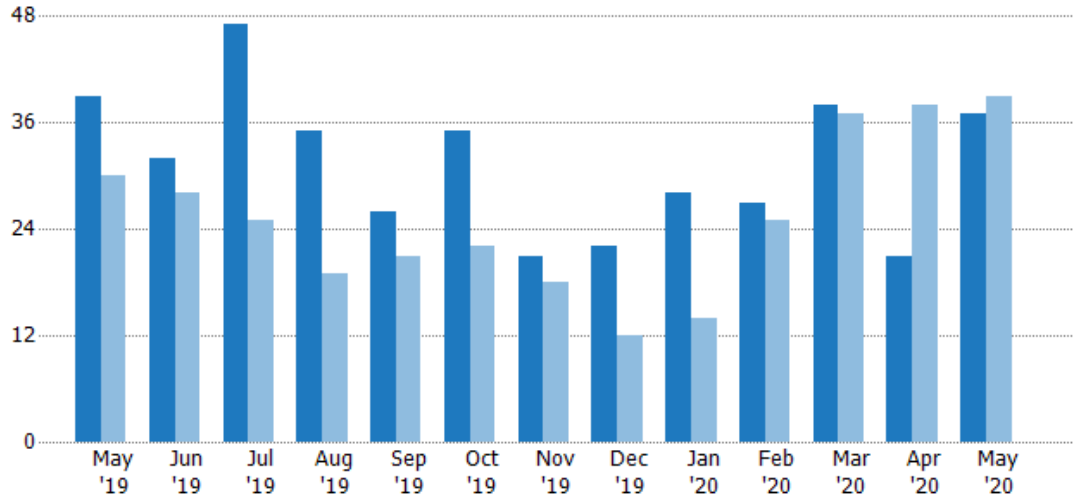
New Pending Sales

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.
May '20	37	-5.1%
May '19	39	30%
May '18	30	33.3%



Current Year	39	32	47	35	26	35	21	22	28	27	38	21	37
Prior Year	30	28	25	19	21	22	18	12	14	25	37	38	39
Percent Change from Prior Year	30%	14%	88%	84%	24%	59%	17%	83%	100%	8%	3%	-45%	-5%

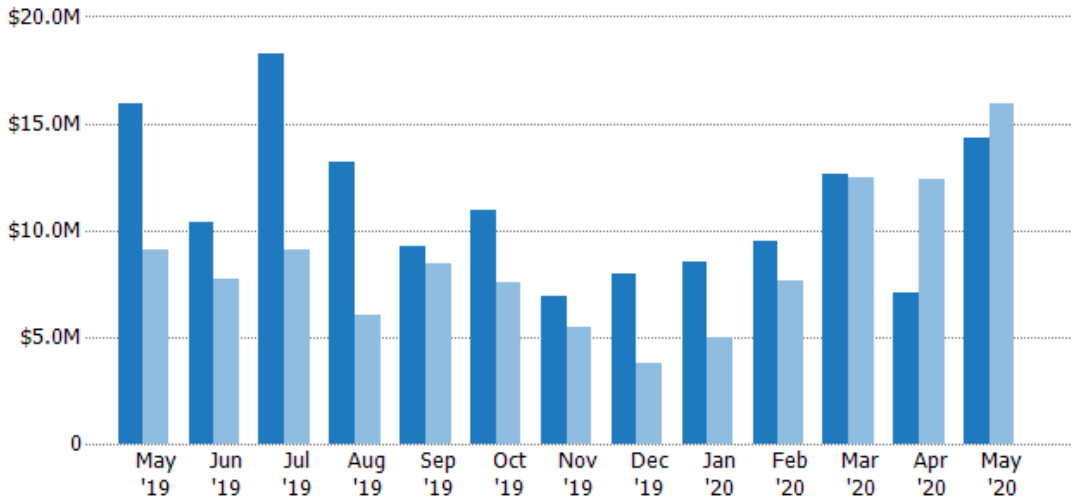
New Pending Sales Volume

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.
May '20	\$14.3M	-10.3%
May '19	\$15.9M	75.2%
May '18	\$9.1M	35.9%



Current Year	\$15.9M	\$10.4M	\$18.3M	\$13.2M	\$9.22M	\$10.9M	\$6.94M	\$7.93M	\$8.5M	\$9.52M	\$12.6M	\$7.11M	\$14.3M
Prior Year	\$9.1M	\$7.73M	\$9.09M	\$6.06M	\$8.44M	\$7.57M	\$5.43M	\$3.79M	\$5.01M	\$7.67M	\$12.4M	\$12.4M	\$15.9M
Percent Change from Prior Year	75%	34%	101%	118%	9%	44%	28%	110%	70%	24%	2%	-43%	-10%

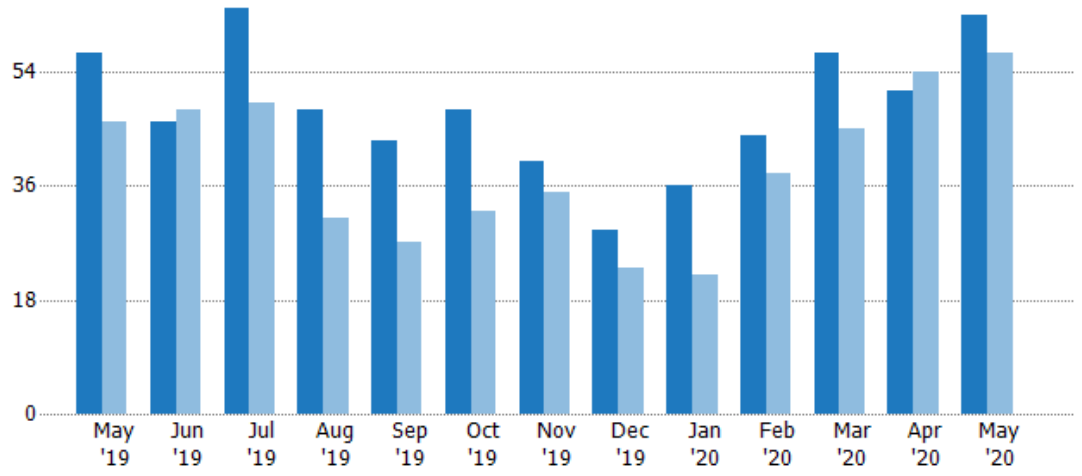
Pending Sales

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.
May '20	63	10.5%
May '19	57	23.9%
May '18	46	32.6%



Current Year	57	46	64	48	43	48	40	29	36	44	57	51	63
Prior Year	46	48	49	31	27	32	35	23	22	38	45	54	57
Percent Change from Prior Year	24%	-4%	31%	55%	59%	50%	14%	26%	64%	16%	27%	-6%	11%

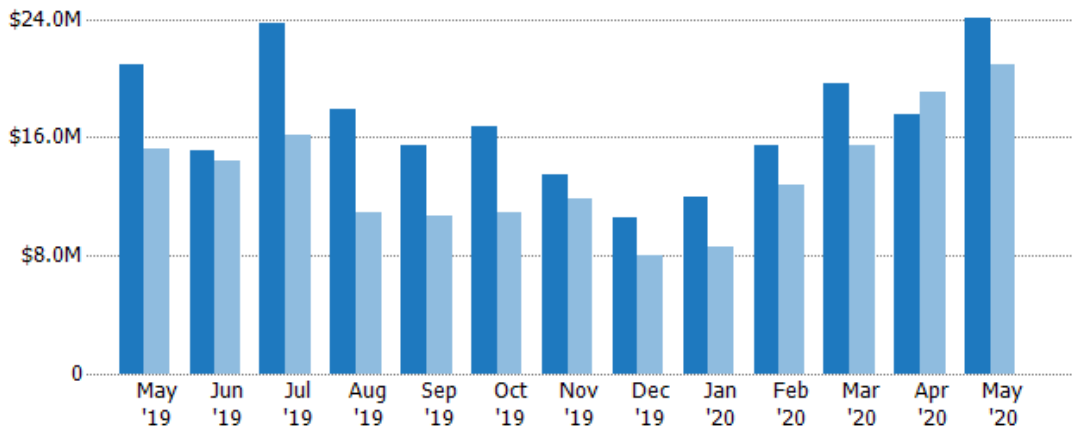
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
May '20	\$24M	15%
May '19	\$20.9M	37.1%
May '18	\$15.2M	22.3%



Current Year	\$20.9M	\$15.1M	\$23.7M	\$18M	\$15.4M	\$16.7M	\$13.5M	\$10.6M	\$12M	\$15.4M	\$19.6M	\$17.6M	\$24M
Prior Year	\$15.2M	\$14.4M	\$16.2M	\$10.9M	\$10.7M	\$11M	\$11.8M	\$8.03M	\$8.54M	\$12.8M	\$15.4M	\$19.1M	\$20.9M
Percent Change from Prior Year	37%	5%	47%	64%	44%	52%	14%	31%	41%	20%	27%	-8%	15%

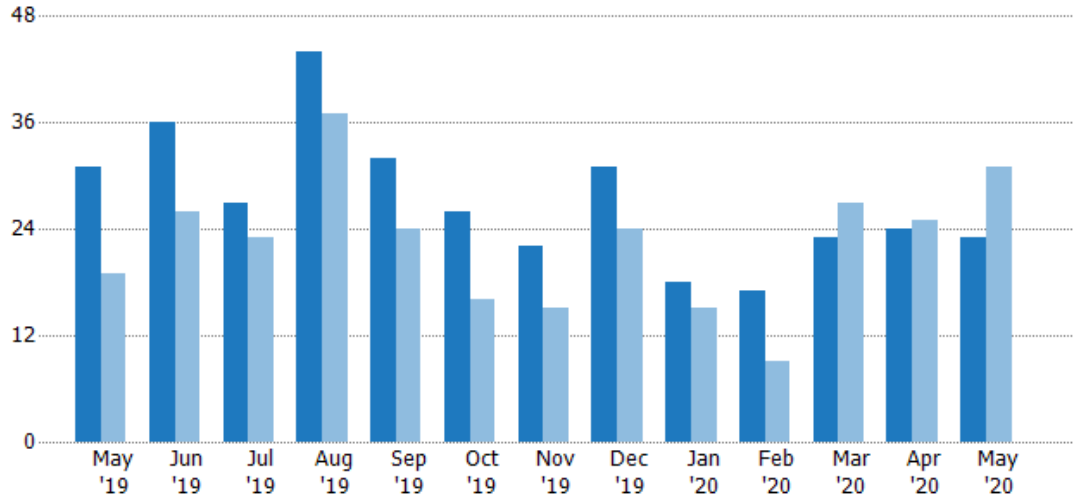
Closed Sales

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.
May '20	23	-25.8%
May '19	31	63.2%
May '18	19	21.1%



Current Year	31	36	27	44	32	26	22	31	18	17	23	24	23
Prior Year	19	26	23	37	24	16	15	24	15	9	27	25	31
Percent Change from Prior Year	63%	38%	17%	19%	33%	63%	47%	29%	20%	89%	-15%	-4%	-26%

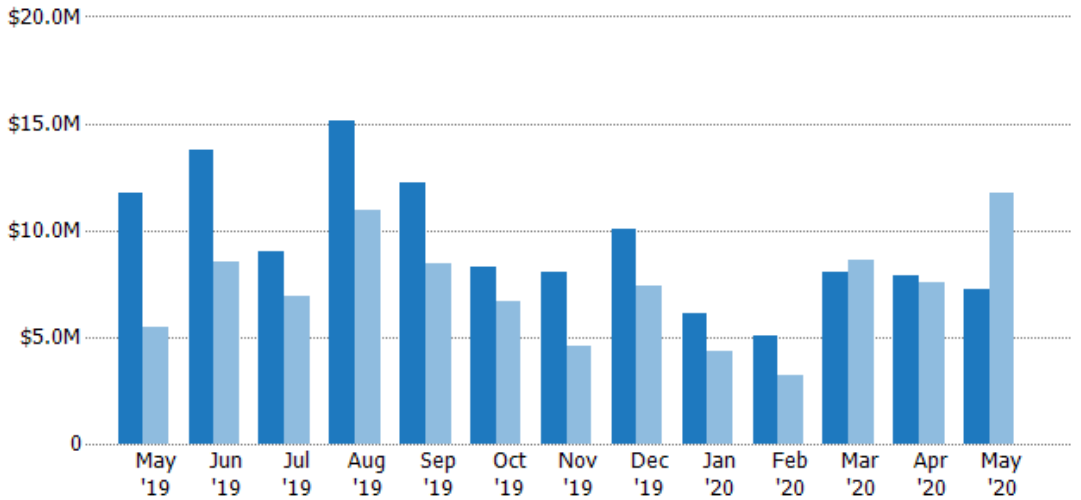
Closed Sales Volume

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.
May '20	\$7.27M	-38%
May '19	\$11.7M	113.4%
May '18	\$5.49M	29.4%



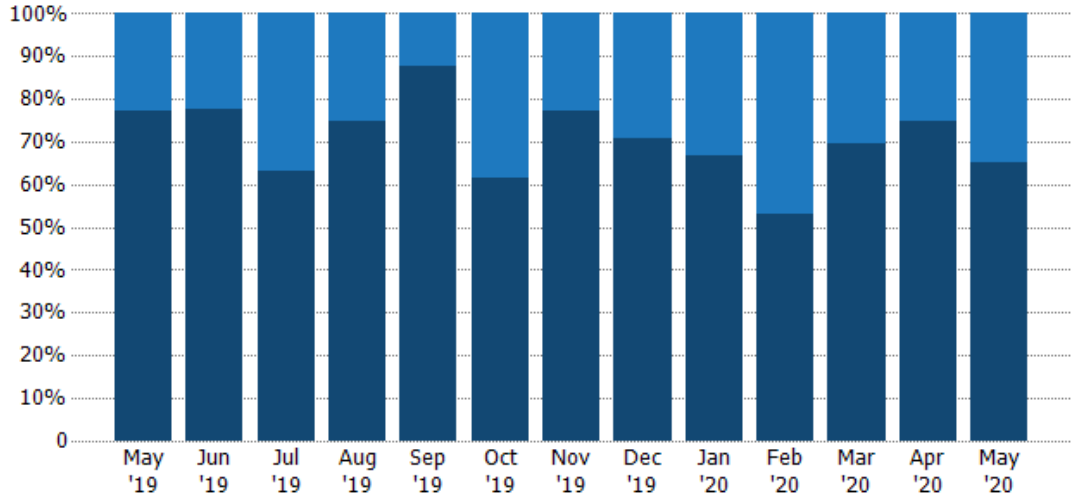
Current Year	\$11.7M	\$13.7M	\$9.01M	\$15.1M	\$12.2M	\$8.25M	\$8.05M	\$10M	\$6.1M	\$5.06M	\$8.03M	\$7.85M	\$7.27M
Prior Year	\$5.49M	\$8.51M	\$6.93M	\$10.9M	\$8.44M	\$6.66M	\$4.55M	\$7.43M	\$4.37M	\$3.25M	\$8.62M	\$7.56M	\$11.7M
Percent Change from Prior Year	113%	61%	30%	38%	45%	24%	77%	35%	40%	56%	-7%	4%	-38%

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



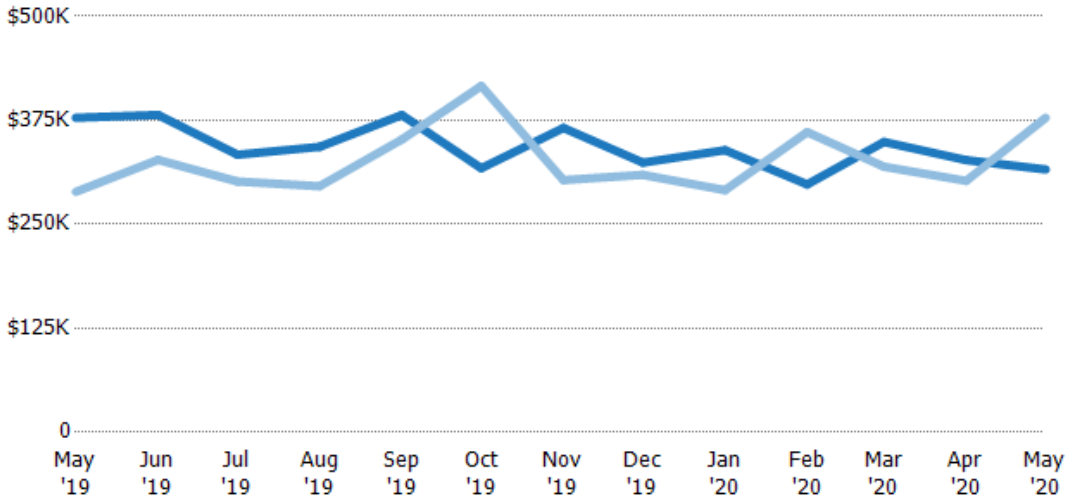
Condo/Townhouse	23%	22%	37%	25%	13%	38%	23%	29%	33%	47%	30%	25%	35%
Single Family Residence	77%	78%	63%	75%	88%	62%	77%	71%	67%	53%	70%	75%	65%

Average Sales Price

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

Filters Used

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



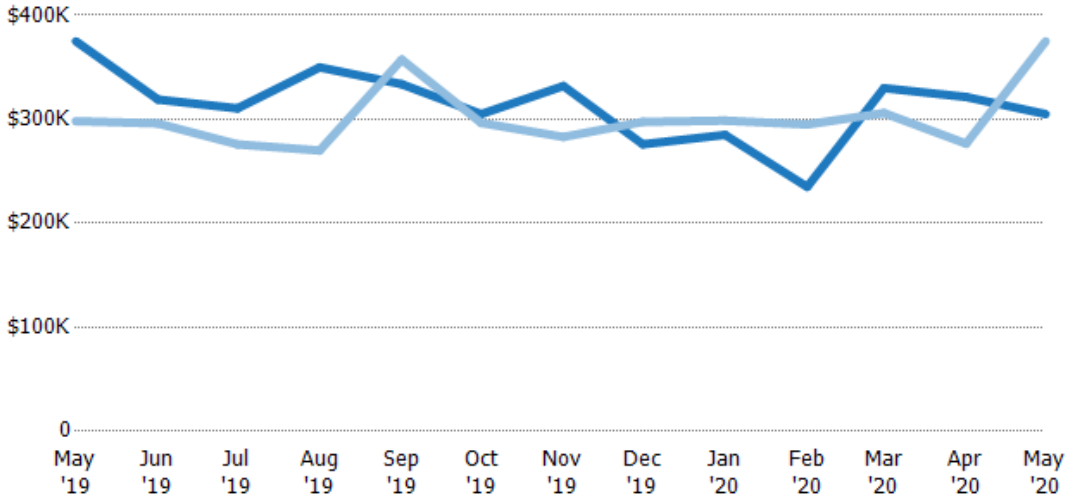
Current Year	\$378K	\$381K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$349K	\$327K	\$316K
Prior Year	\$289K	\$327K	\$301K	\$296K	\$352K	\$416K	\$303K	\$309K	\$291K	\$361K	\$319K	\$302K	\$378K
Percent Change from Prior Year	31%	16%	11%	16%	8%	-24%	21%	5%	17%	-17%	9%	8%	-16%

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.
May '20	\$305K	-18.7%
May '19	\$375K	25.8%
May '18	\$298K	-7.3%

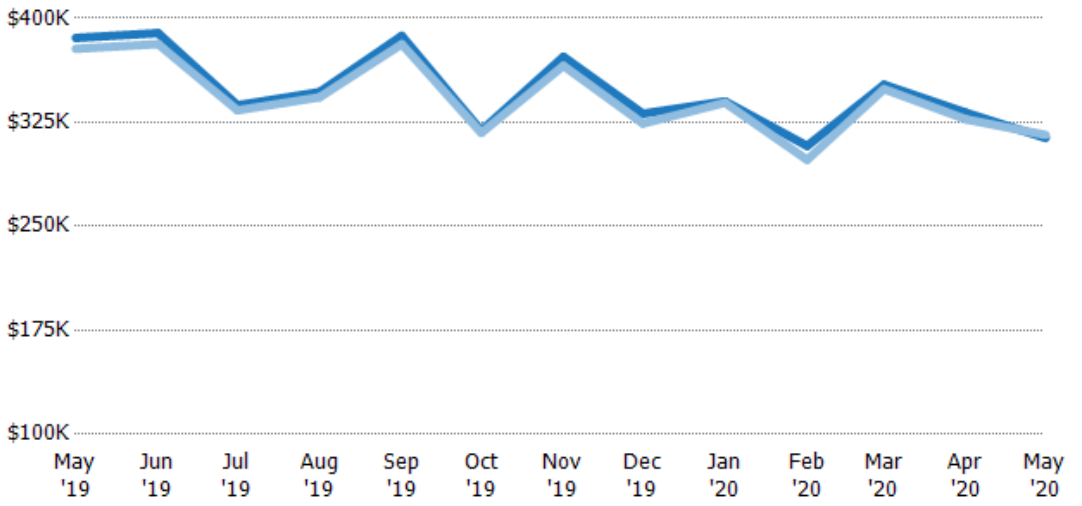
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$375K	\$319K	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$330K	\$321K	\$305K
Prior Year	\$298K	\$296K	\$276K	\$270K	\$357K	\$296K	\$283K	\$298K	\$299K	\$295K	\$306K	\$277K	\$375K
Percent Change from Prior Year	26%	8%	13%	30%	-7%	3%	17%	-7%	-5%	-20%	8%	16%	-19%

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



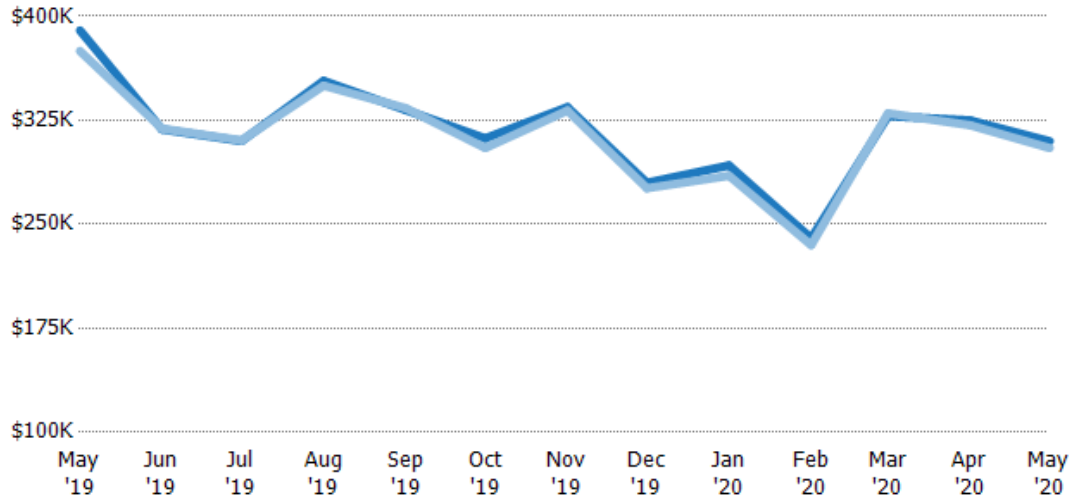
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg List Price	\$386K	\$389K	\$337K	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$352K	\$332K	\$314K
Avg Sales Price	\$378K	\$381K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$349K	\$327K	\$316K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	99%	98%	99%	98%	98%	100%	97%	99%	99%	101%

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



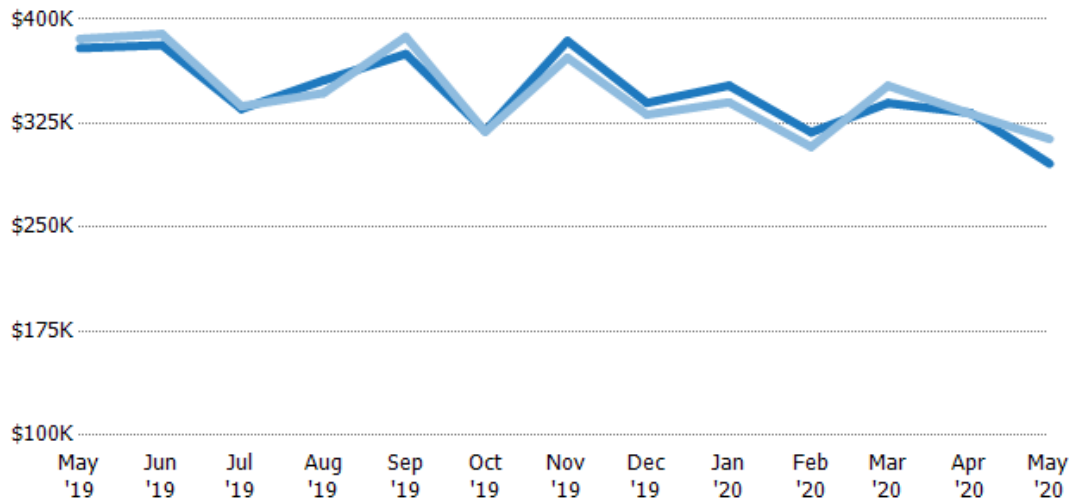
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$390K	\$318K	\$310K	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$328K	\$325K	\$310K
Median Sales Price	\$375K	\$319K	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$330K	\$321K	\$305K
Med Sales Price as a % of Med List Price	96%	100%	100%	99%	100%	98%	99%	99%	97%	98%	101%	99%	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



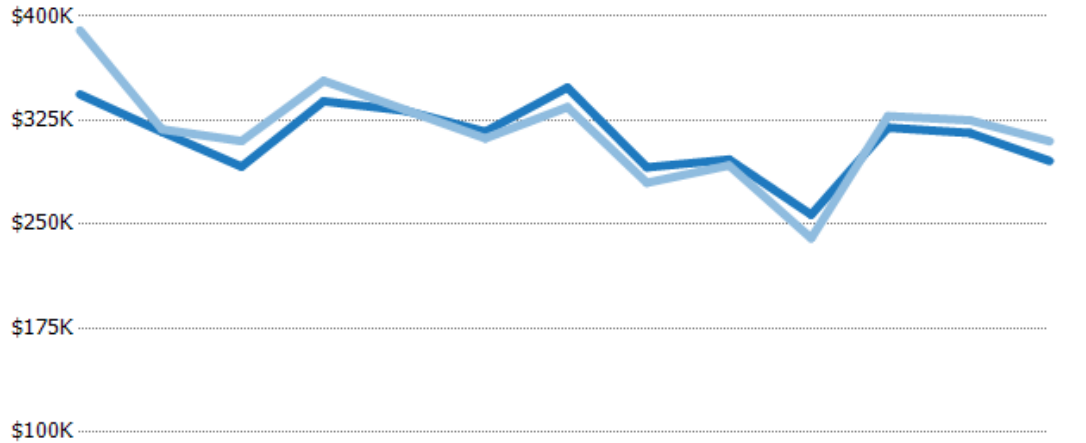
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$379K	\$381K	\$335K	\$356K	\$375K	\$319K	\$384K	\$340K	\$352K	\$318K	\$340K	\$333K	\$296K
Avg Sales Price	\$386K	\$389K	\$337K	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$352K	\$332K	\$314K
Avg Sales Price as a % of Avg Est Value	102%	102%	101%	97%	103%	100%	97%	98%	97%	97%	104%	100%	106%

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



	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	\$344K	\$317K	\$292K	\$339K	\$332K	\$317K	\$349K	\$291K	\$297K	\$257K	\$320K	\$316K	\$296K
Median Sales Price	\$390K	\$318K	\$310K	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$328K	\$325K	\$310K
Med Sales Price as a % of Med Est Value	113%	101%	106%	104%	100%	98%	96%	96%	99%	93%	103%	103%	105%