

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	48	35	+37.1%	184	205	-10.2%
New Listing Volume	\$20,890,565	\$11,851,100	+76.3%	\$71,300,793	\$75,053,384	-5%
Active Listing Count	56	95	-41.1%	N/A	N/A	
Active Listing Volume	\$33,553,915	\$40,648,785	-17.5%	N/A	N/A	
Average Listing Price	\$599,177	\$427,882	+40%	\$540,621	\$434,240	+24.5%
Median Listing Price	\$398,000	\$359,900	+10.6%	\$402,458	\$362,562	+11%
Median Days in RPR	66.5	54	+23.1%	90.76	98.12	-7.5%
Months of Inventory	2.4	3.1	-20.5%	2.6	4.4	-40.9%
Absorption Rate	41.07%	32.63%	+8.4%	38.13%	22.55%	+15.6%
Sales Activity Charts Metrics						
New Pending Sales Count	45	32	+40.6%	196	185	+5.9%
New Pending Sales Volume	\$17,962,820	\$10,373,400	+73.2%	\$70,039,426	\$63,844,598	+9.7%
Pending Sales Count	72	46	+56.5%	N/A	N/A	
Pending Sales Volume	\$28,452,446	\$15,092,599	+88.5%	N/A	N/A	
Closed Sales Count	29	36	-19.4%	135	143	-5.6%
Closed Sales Volume	\$11,210,243	\$13,731,673	-18.4%	\$45,871,193	\$49,234,187	-6.8%
Average Sales Price	\$386,560	\$381,435	+1.3%	\$339,787	\$344,295	-1.3%
Median Sales Price	\$359,000	\$319,000	+12.5%	\$312,711	\$317,613	-1.5%

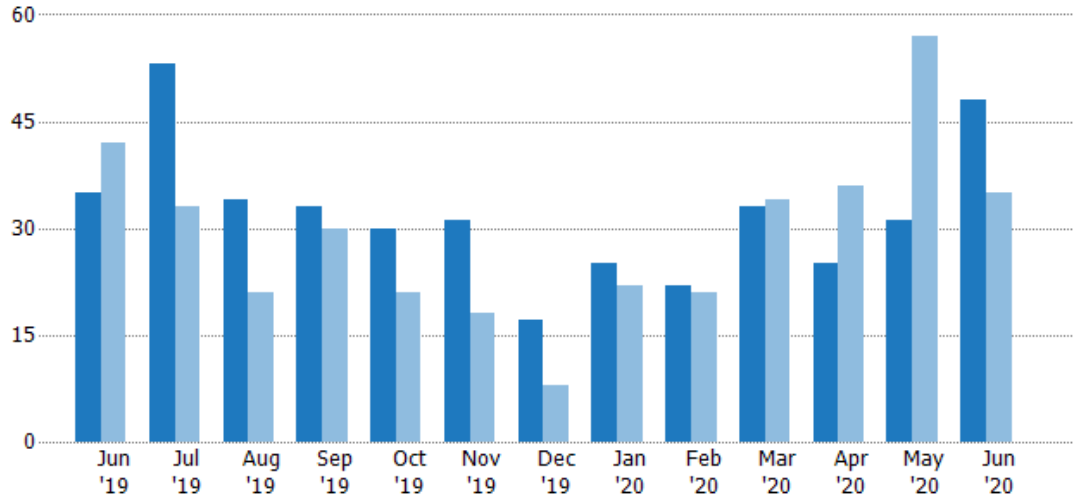
New Listings

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.
Jun '20	48	37.1%
Jun '19	35	-16.7%
Jun '18	42	-9.5%



Current Year	35	53	34	33	30	31	17	25	22	33	25	31	48
Prior Year	42	33	21	30	21	18	8	22	21	34	36	57	35
Percent Change from Prior Year	-17%	61%	62%	10%	43%	72%	113%	14%	5%	-3%	-31%	-46%	37%

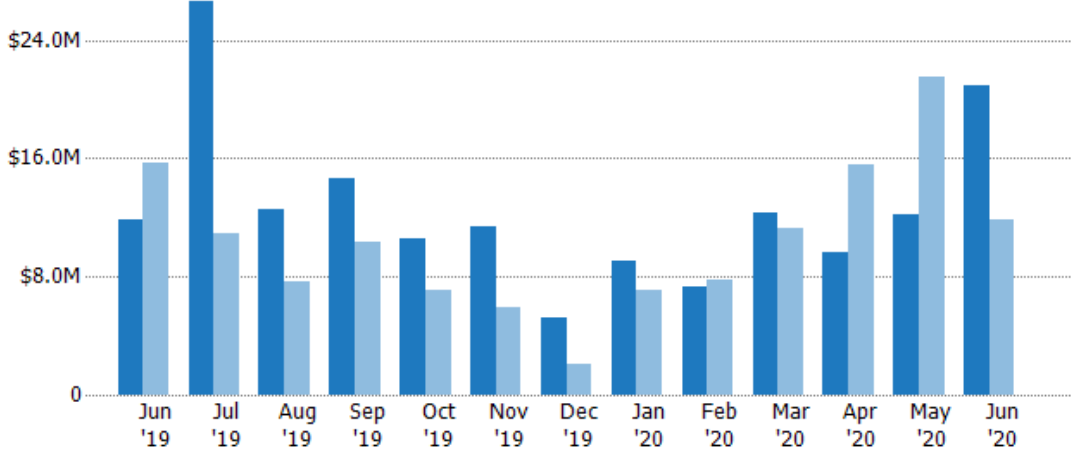
New Listing Volume

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.
Jun '20	\$20.9M	76.3%
Jun '19	\$11.9M	-24.4%
Jun '18	\$15.7M	-24.9%



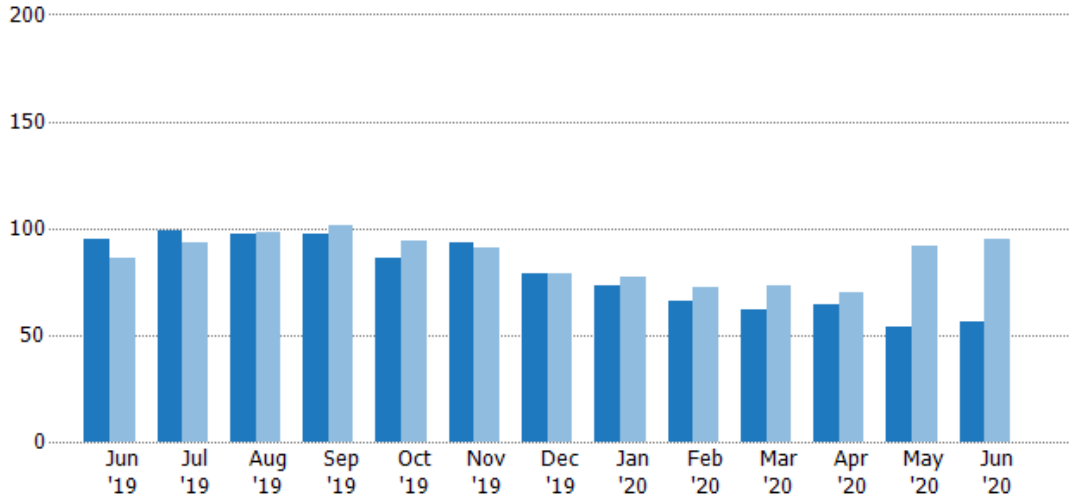
Current Year	\$11.9M	\$26.6M	\$12.6M	\$14.6M	\$10.6M	\$11.4M	\$5.26M	\$9.02M	\$7.32M	\$12.3M	\$9.66M	\$12.1M	\$20.9M
Prior Year	\$15.7M	\$11M	\$7.64M	\$10.4M	\$7.13M	\$5.89M	\$2.05M	\$7.03M	\$7.83M	\$11.2M	\$15.6M	\$21.5M	\$11.9M
Percent Change from Prior Year	-24%	142%	65%	41%	49%	94%	157%	28%	-7%	9%	-38%	-43%	76%

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



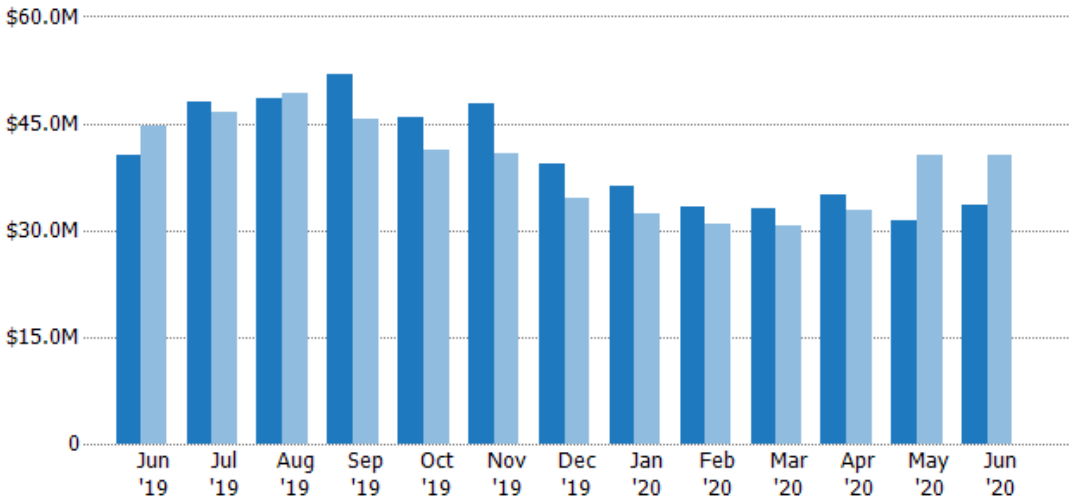
Month/Year	Count	% Chg.
Jun '20	56	-41.1%
Jun '19	95	10.5%
Jun '18	86	9.3%

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.
Jun '20	\$33.6M	-17.5%
Jun '19	\$40.6M	-8.9%
Jun '18	\$44.6M	-14.6%

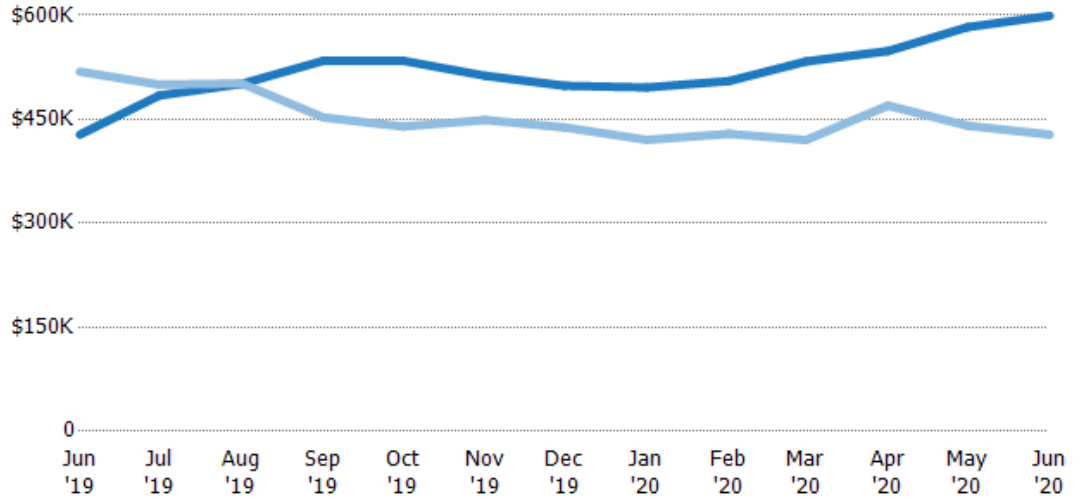
Average Listing Price

The average 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.
Jun '20	\$599K	40%
Jun '19	\$428K	-17.5%
Jun '18	\$519K	-21.8%



Current Year	\$428K	\$484K	\$501K	\$534K	\$534K	\$513K	\$498K	\$496K	\$505K	\$533K	\$548K	\$583K	\$599K
Prior Year	\$519K	\$500K	\$502K	\$453K	\$439K	\$449K	\$438K	\$420K	\$429K	\$420K	\$470K	\$441K	\$428K
Percent Change from Prior Year	-18%	-3%	0%	18%	22%	14%	14%	18%	18%	27%	17%	32%	40%

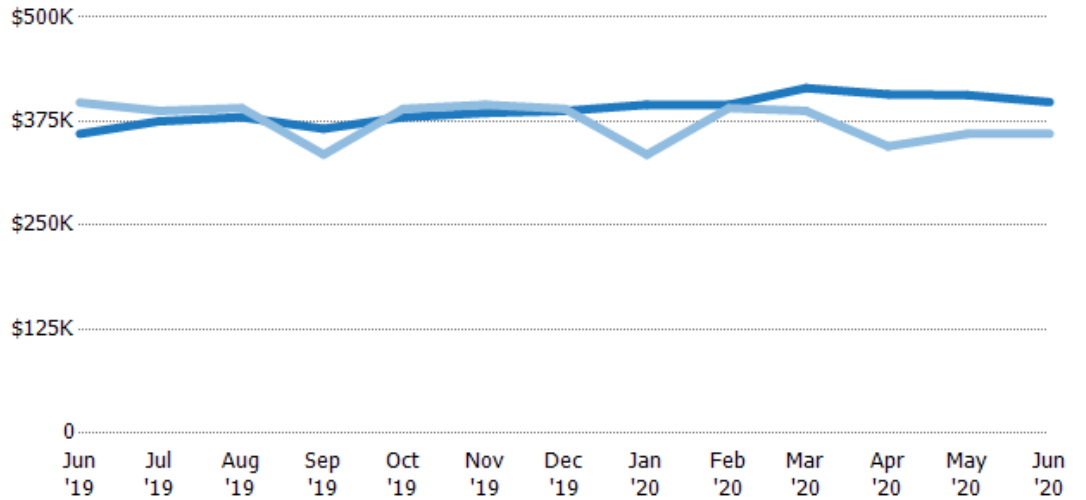
Median Listing Price

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.
Jun '20	\$398K	10.6%
Jun '19	\$360K	-9.4%
Jun '18	\$397K	-21.4%



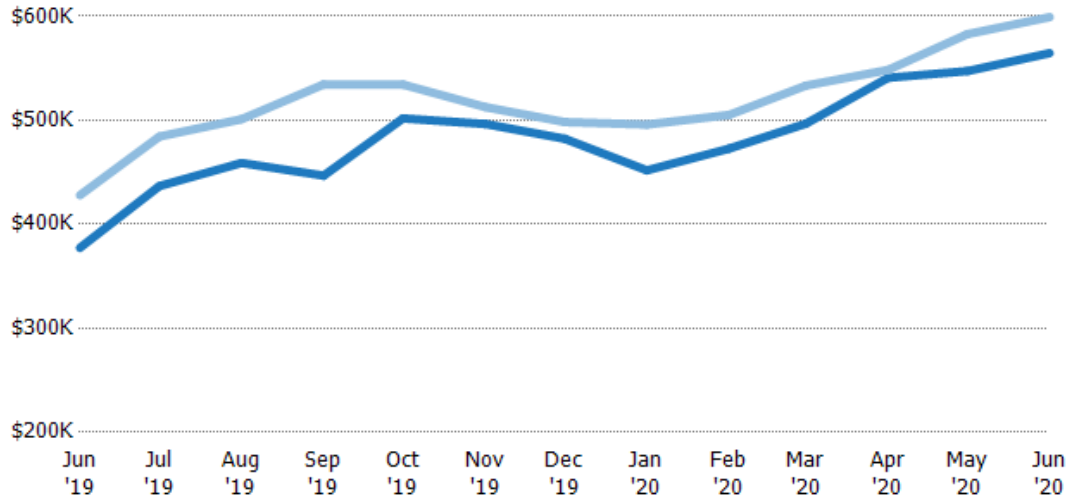
Current Year	\$360K	\$375K	\$380K	\$366K	\$380K	\$385K	\$388K	\$395K	\$395K	\$415K	\$407K	\$406K	\$398K
Prior Year	\$397K	\$388K	\$391K	\$335K	\$390K	\$395K	\$390K	\$335K	\$391K	\$388K	\$345K	\$360K	\$360K
Percent Change from Prior Year	-9%	-3%	-3%	9%	-3%	-3%	-1%	18%	1%	7%	18%	13%	11%

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



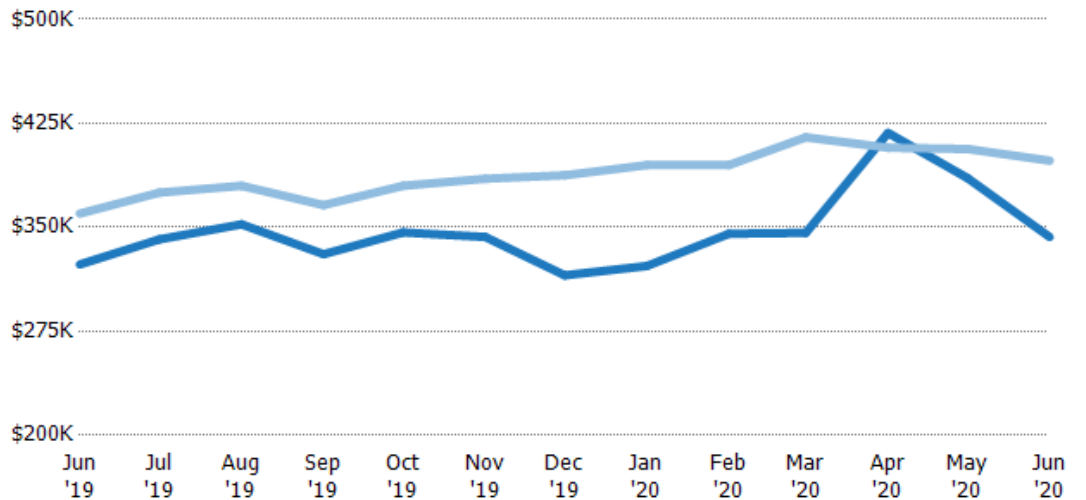
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$377K	\$437K	\$459K	\$447K	\$502K	\$496K	\$482K	\$452K	\$473K	\$497K	\$541K	\$547K	\$565K
Avg Listing Price	\$428K	\$484K	\$501K	\$534K	\$534K	\$513K	\$498K	\$496K	\$505K	\$533K	\$548K	\$583K	\$599K
Avg Listing Price as a % of Avg Est Value	113%	111%	109%	120%	106%	103%	103%	110%	107%	107%	101%	106%	106%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$323K	\$341K	\$352K	\$331K	\$346K	\$343K	\$315K	\$322K	\$345K	\$346K	\$418K	\$386K	\$343K
Median Listing Price	\$360K	\$375K	\$380K	\$366K	\$380K	\$385K	\$388K	\$395K	\$395K	\$415K	\$407K	\$406K	\$398K
Med Listing Price as a % of Med Est Value	111%	110%	108%	111%	110%	112%	123%	123%	114%	120%	97%	105%	116%

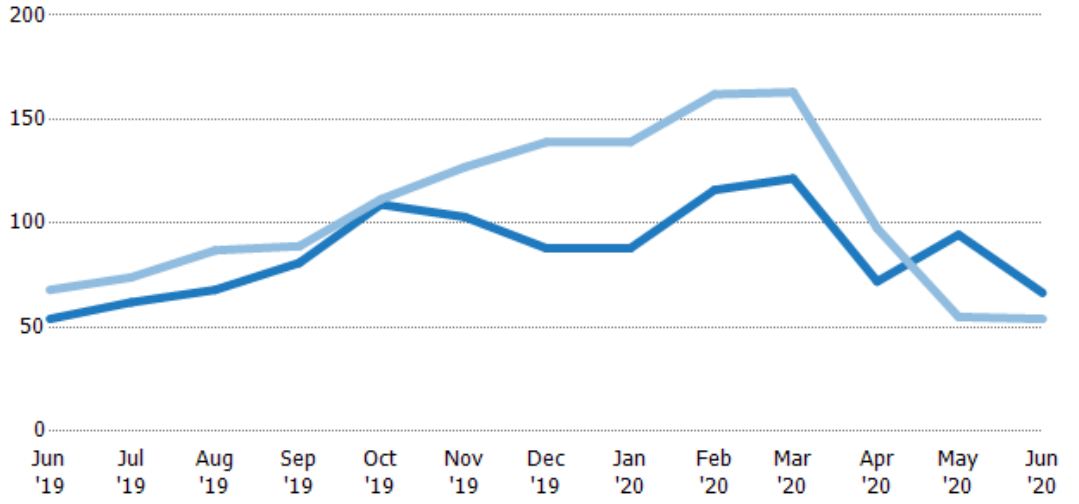
Median Days in RPR

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.
Jun '20	66.5	23.1%
Jun '19	54	-20.6%
Jun '18	68	-11.8%



Current Year	54	62	68	81	109	103	88	88	116	122	72	94.5	66.5
Prior Year	68	74	87	89	112	127	139	139	162	163	97.5	55	54
Percent Change from Prior Year	-21%	-16%	-22%	-9%	-2%	-19%	-37%	-37%	-28%	-25%	-26%	72%	23%

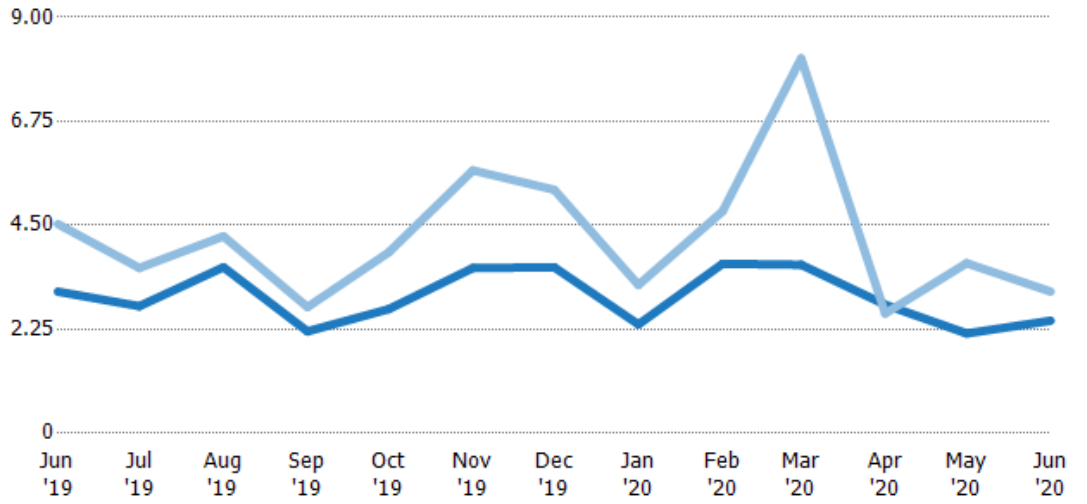
Months of Inventory

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.
Jun '20	2.43	-20.6%
Jun '19	3.06	-32.3%
Jun '18	4.53	-9.7%



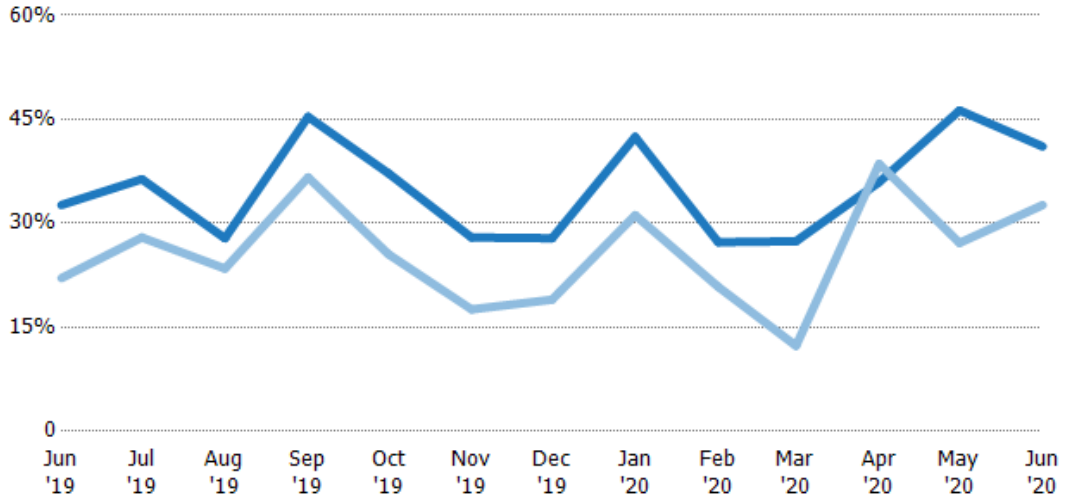
Current Year	3.06	2.75	3.59	2.2	2.69	3.58	3.59	2.35	3.67	3.65	2.78	2.16	2.43
Prior Year	4.53	3.58	4.26	2.73	3.92	5.69	5.27	3.21	4.8	8.11	2.59	3.68	3.06
Percent Change from Prior Year	-32%	-23%	-16%	-19%	-31%	-37%	-32%	-27%	-24%	-55%	7%	-41%	-21%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



Month/Year	Rate	Chg.
Jun '20	41%	-8.4%
Jun '19	33%	-10.5%
Jun '18	22%	10.7%

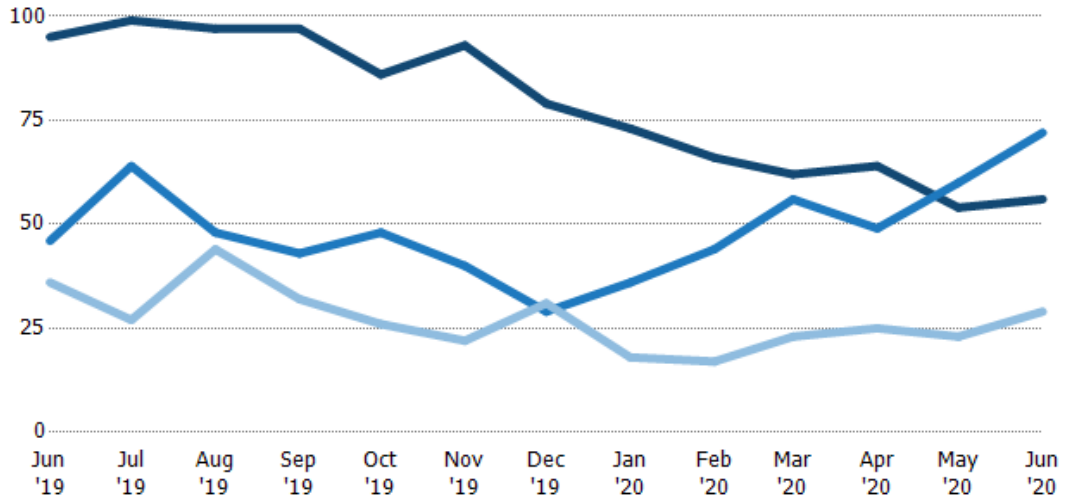
Current Year	33%	36%	28%	45%	37%	28%	28%	42%	27%	27%	36%	46%	41%
Prior Year	22%	28%	23%	37%	26%	18%	19%	31%	21%	12%	39%	27%	33%
Change from Prior Year	-11%	-8%	-4%	-9%	-12%	-10%	-9%	-11%	-6%	-15%	3%	-19%	-8%

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	95	99	97	97	86	93	79	73	66	62	64	54	56
Pending	46	64	48	43	48	40	29	36	44	56	49	60	72
Sold	36	27	44	32	26	22	31	18	17	23	25	23	29

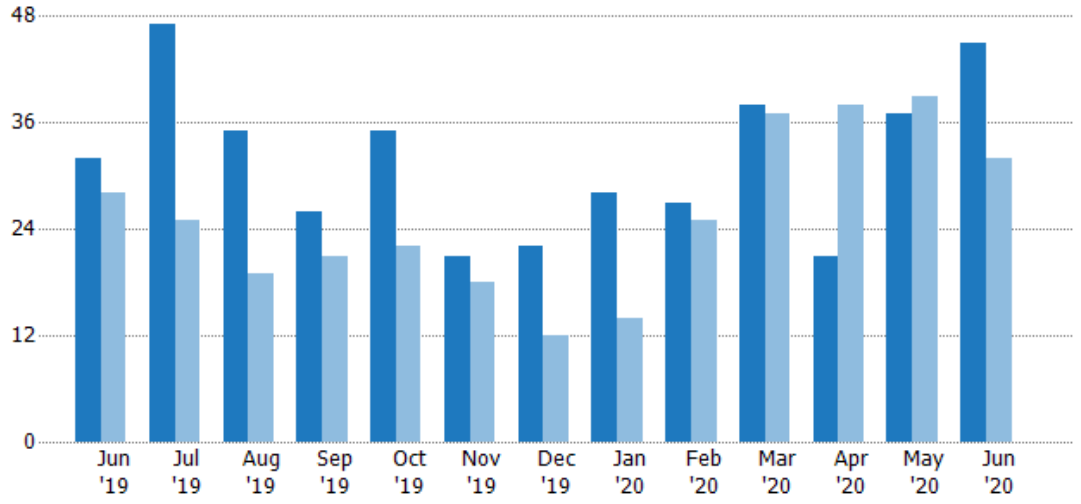
New Pending Sales

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.
Jun '20	45	40.6%
Jun '19	32	14.3%
Jun '18	28	7.1%



Current Year	32	47	35	26	35	21	22	28	27	38	21	37	45
Prior Year	28	25	19	21	22	18	12	14	25	37	38	39	32
Percent Change from Prior Year	14%	88%	84%	24%	59%	17%	83%	100%	8%	3%	-45%	-5%	41%

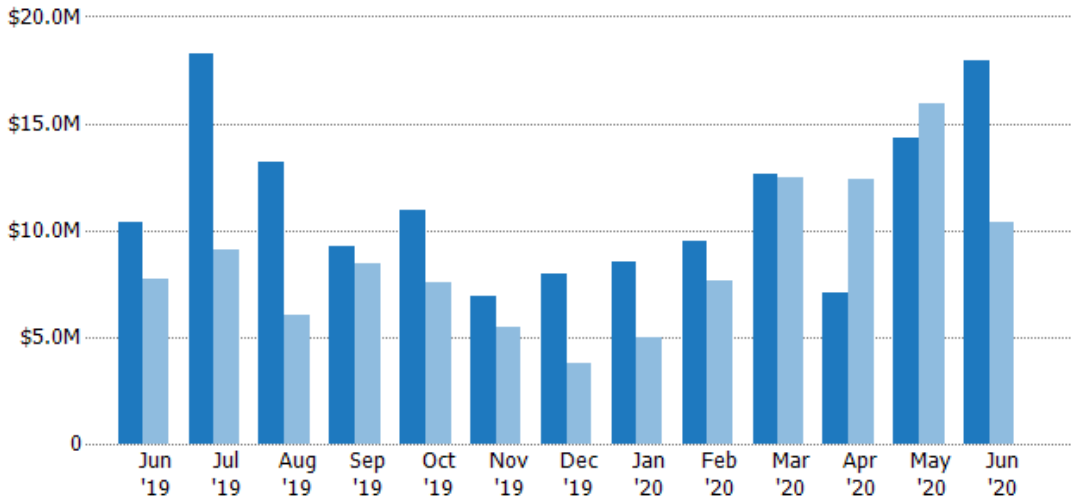
New Pending Sales Volume

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.
Jun '20	\$18M	73.2%
Jun '19	\$10.4M	34.3%
Jun '18	\$7.73M	13.5%



Current Year	\$10.4M	\$18.3M	\$13.2M	\$9.22M	\$10.9M	\$6.94M	\$7.93M	\$8.5M	\$9.52M	\$12.6M	\$7.11M	\$14.3M	\$18M
Prior Year	\$7.73M	\$9.09M	\$6.06M	\$8.44M	\$7.57M	\$5.43M	\$3.79M	\$5.01M	\$7.67M	\$12.4M	\$12.4M	\$15.9M	\$10.4M
Percent Change from Prior Year	34%	101%	118%	9%	44%	28%	110%	70%	24%	2%	-43%	-10%	73%

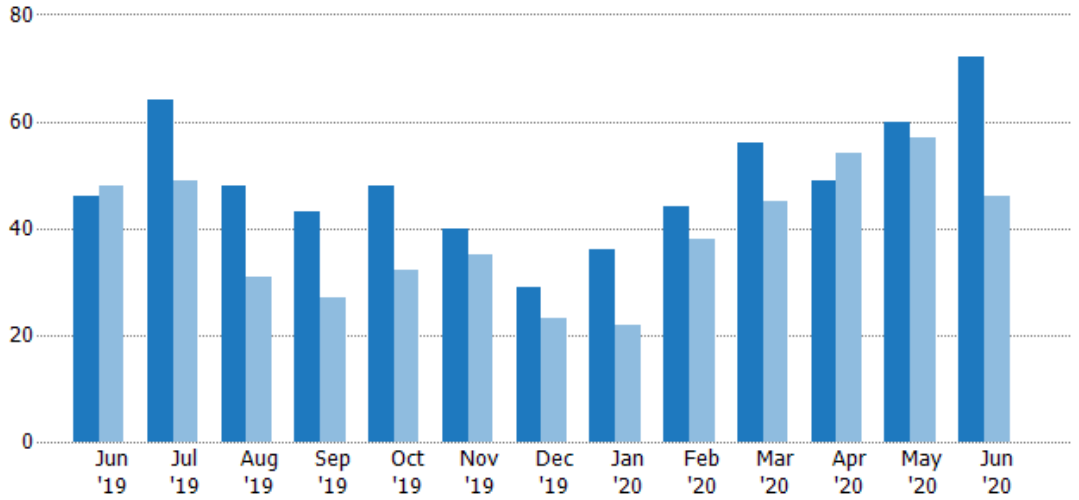
Pending Sales

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.
Jun '20	72	56.5%
Jun '19	46	-4.2%
Jun '18	48	4.2%



Current Year	46	64	48	43	48	40	29	36	44	56	49	60	72
Prior Year	48	49	31	27	32	35	23	22	38	45	54	57	46
Percent Change from Prior Year	-4%	31%	55%	59%	50%	14%	26%	64%	16%	24%	-9%	5%	57%

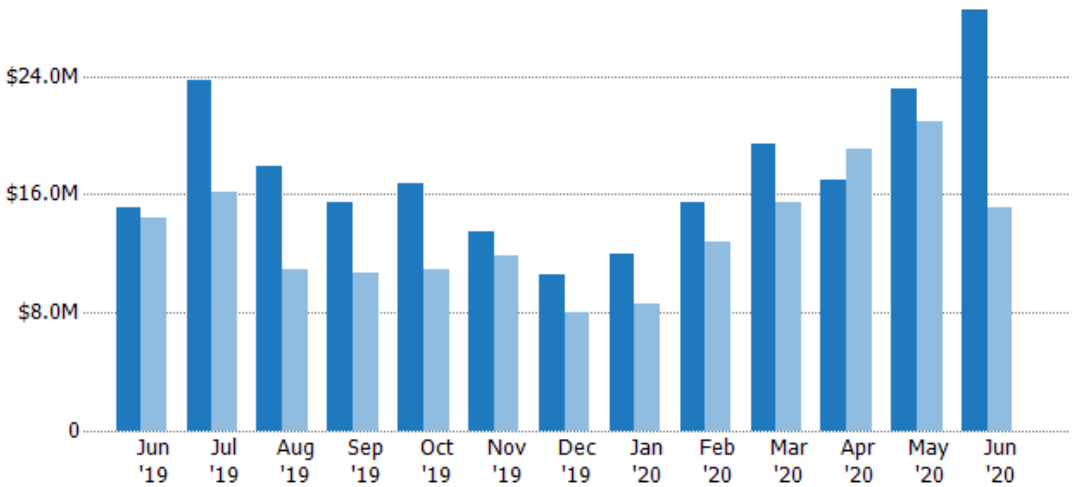
Pending Sales Volume

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.
Jun '20	\$28.5M	88.5%
Jun '19	\$15.1M	5.1%
Jun '18	\$14.4M	5.7%



Current Year	\$15.1M	\$23.7M	\$18M	\$15.4M	\$16.7M	\$13.5M	\$10.6M	\$12M	\$15.4M	\$19.4M	\$17M	\$23.2M	\$28.5M
Prior Year	\$14.4M	\$16.2M	\$10.9M	\$10.7M	\$11M	\$11.8M	\$8.03M	\$8.54M	\$12.8M	\$15.4M	\$19.1M	\$20.9M	\$15.1M
Percent Change from Prior Year	5%	47%	64%	44%	52%	14%	31%	41%	20%	26%	-11%	11%	89%

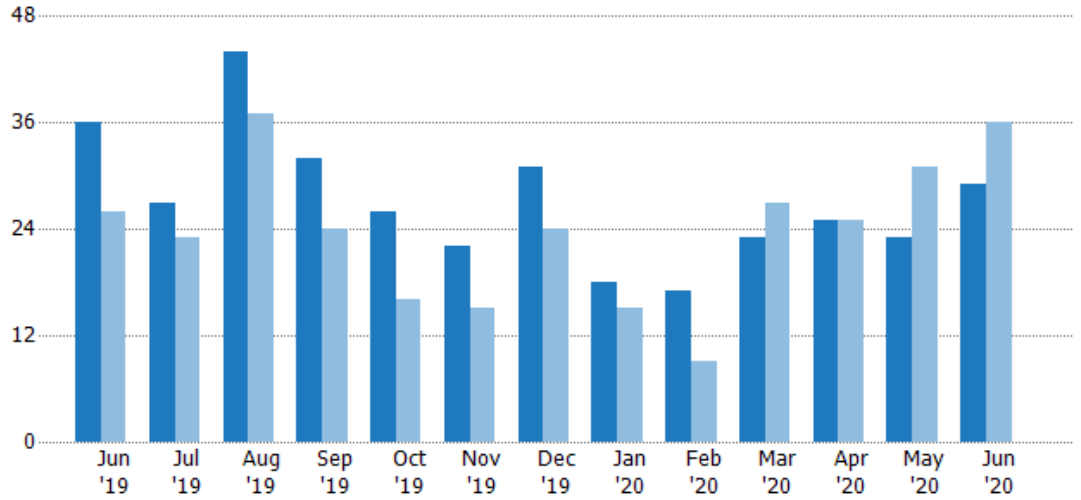
Closed Sales

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.
Jun '20	29	-19.4%
Jun '19	36	38.5%
Jun '18	26	57.7%



Current Year	36	27	44	32	26	22	31	18	17	23	25	23	29
Prior Year	26	23	37	24	16	15	24	15	9	27	25	31	36
Percent Change from Prior Year	38%	17%	19%	33%	63%	47%	29%	20%	89%	-15%	0%	-26%	-19%

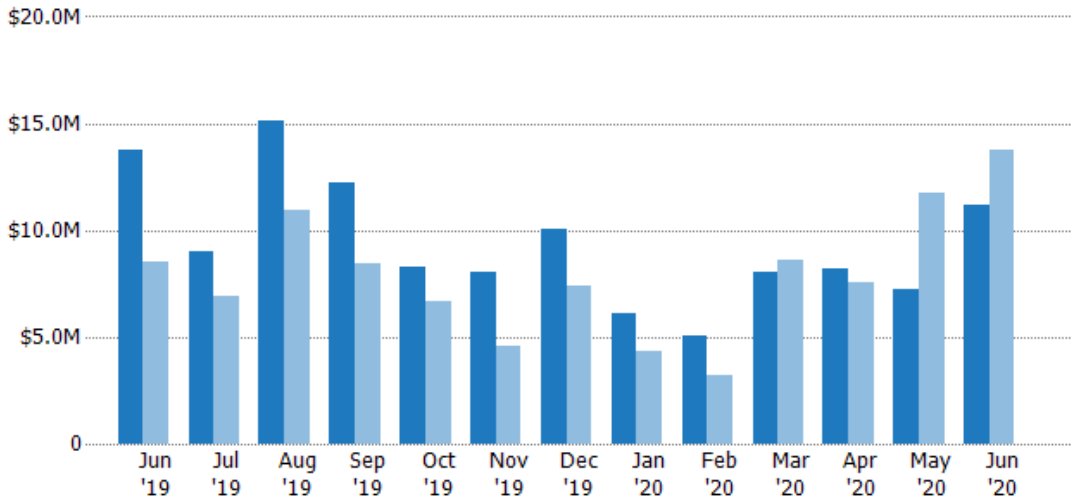
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Jun '20	\$11.2M	-18.4%
Jun '19	\$13.7M	61.3%
Jun '18	\$8.51M	41.9%



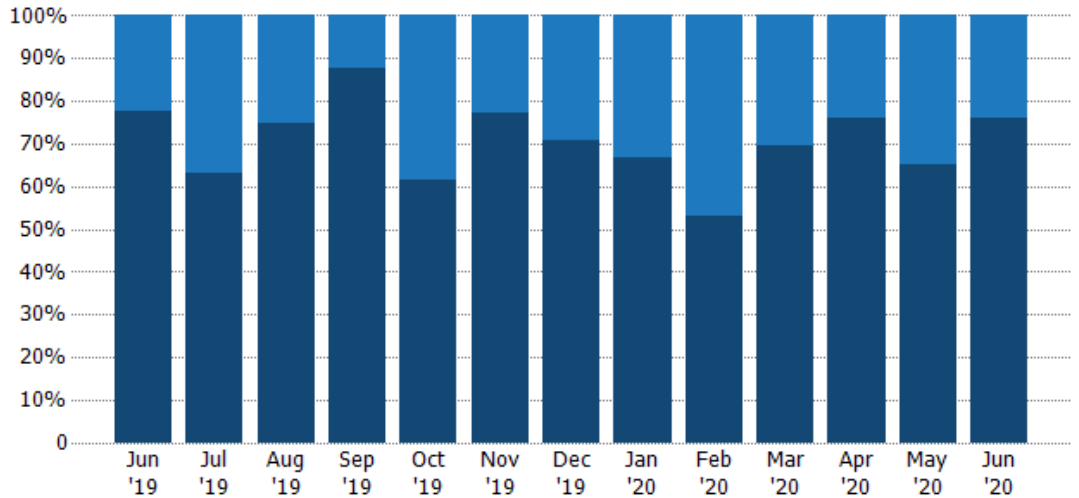
Current Year	\$13.7M	\$9.01M	\$15.1M	\$12.2M	\$8.25M	\$8.05M	\$10M	\$6.1M	\$5.06M	\$8.03M	\$8.2M	\$7.27M	\$11.2M
Prior Year	\$8.51M	\$6.93M	\$10.9M	\$8.44M	\$6.66M	\$4.55M	\$7.43M	\$4.37M	\$3.25M	\$8.62M	\$7.56M	\$11.7M	\$13.7M
Percent Change from Prior Year	61%	30%	38%	45%	24%	77%	35%	40%	56%	-7%	9%	-38%	-18%

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



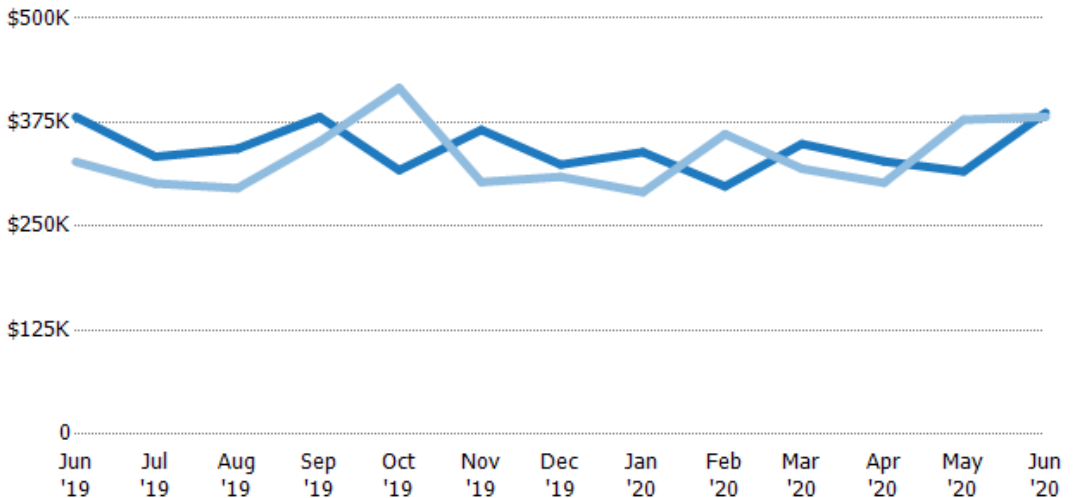
Condo/Townhouse	22%	37%	25%	13%	38%	23%	29%	33%	47%	30%	24%	35%	24%
Single Family Residence	78%	63%	75%	88%	62%	77%	71%	67%	53%	70%	76%	65%	76%

Average Sales Price

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

Filters Used

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



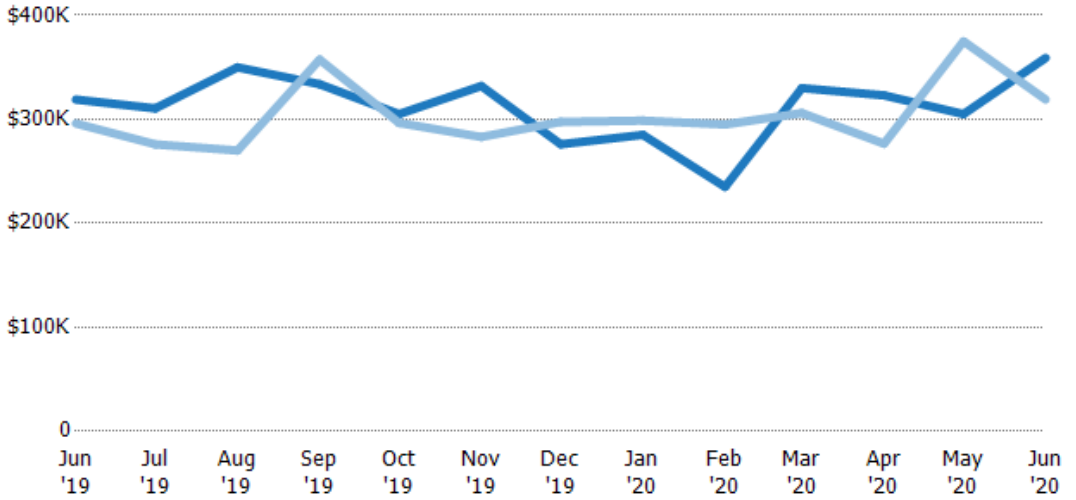
Current Year	\$381K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$349K	\$328K	\$316K	\$387K
Prior Year	\$327K	\$301K	\$296K	\$352K	\$416K	\$303K	\$309K	\$291K	\$361K	\$319K	\$302K	\$378K	\$381K
Percent Change from Prior Year	16%	11%	16%	8%	-24%	21%	5%	17%	-17%	9%	9%	-16%	1%

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



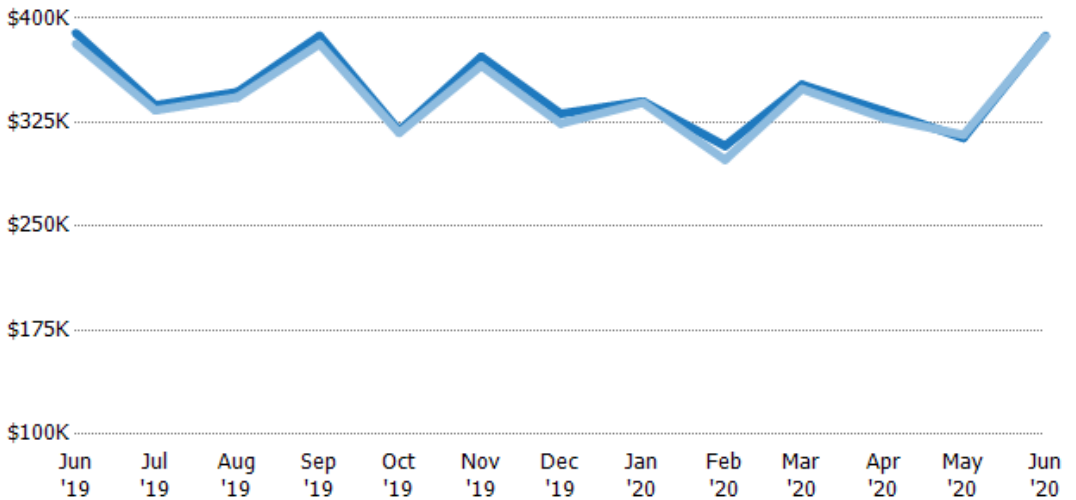
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$319K	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$330K	\$323K	\$305K	\$359K
Prior Year	\$296K	\$276K	\$270K	\$357K	\$296K	\$283K	\$298K	\$299K	\$295K	\$306K	\$277K	\$375K	\$319K
Percent Change from Prior Year	8%	13%	30%	-7%	3%	17%	-7%	-5%	-20%	8%	17%	-19%	13%

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



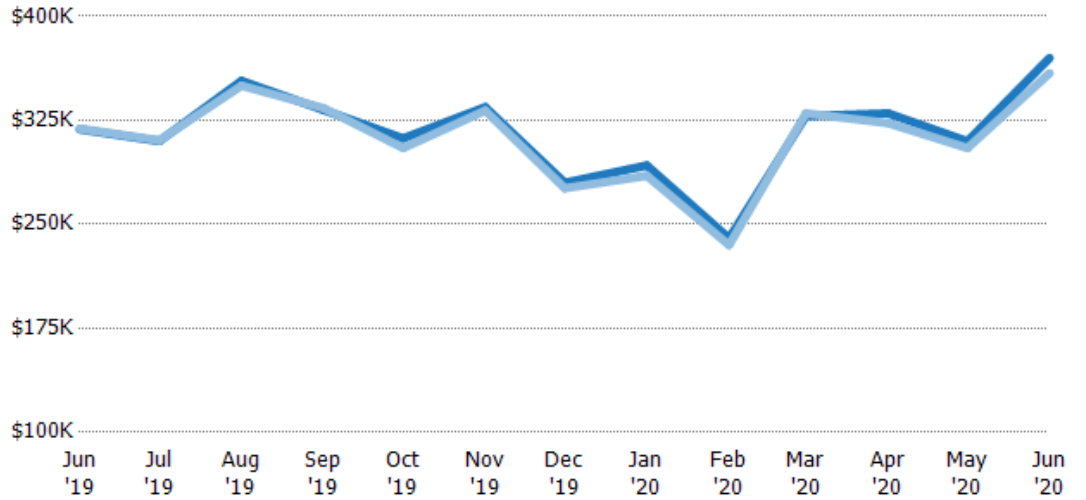
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$389K	\$337K	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$352K	\$333K	\$314K	\$387K
Avg Sales Price	\$381K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$349K	\$328K	\$316K	\$387K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	98%	99%	98%	98%	100%	97%	99%	99%	101%	100%

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

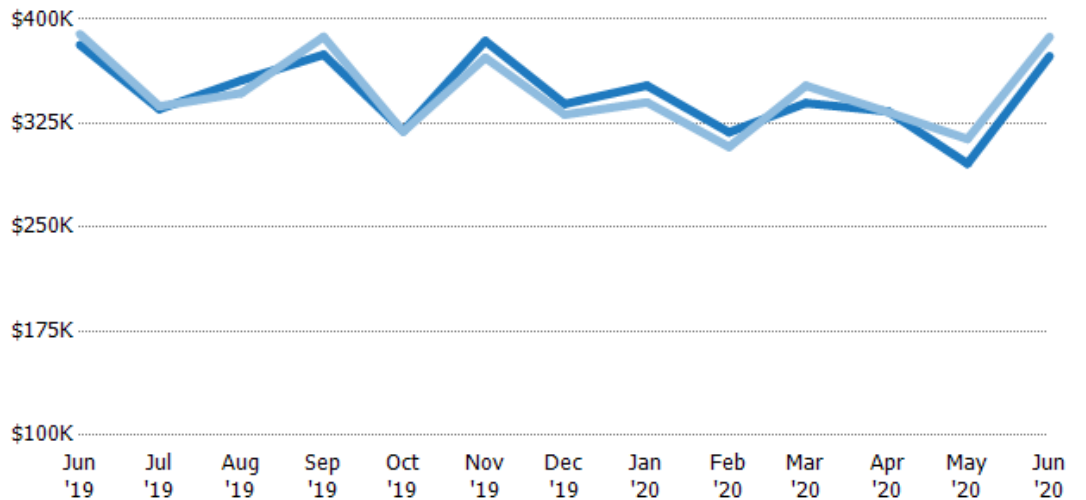


Average Sales Price vs Average Est Value

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

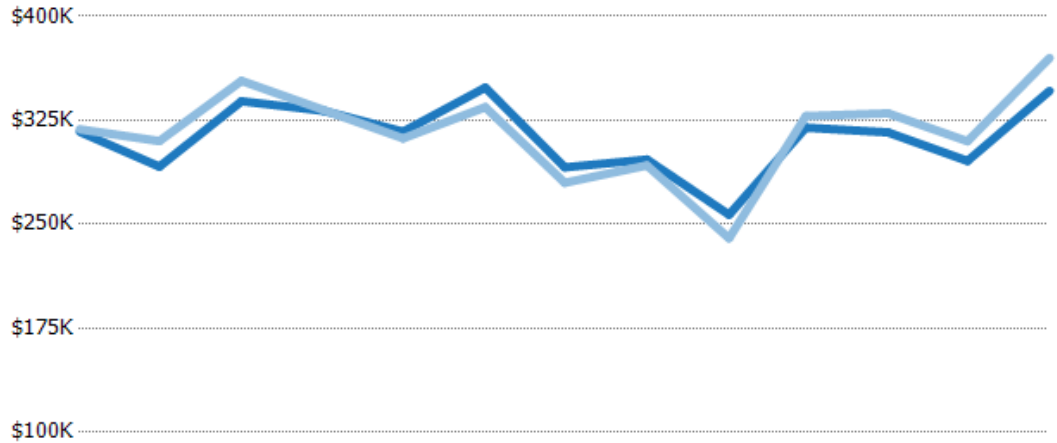


Median Sales Price vs Median Est Value

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$317K	\$292K	\$339K	\$332K	\$317K	\$349K	\$291K	\$297K	\$257K	\$320K	\$316K	\$296K	\$346K
Median Sales Price	\$318K	\$310K	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$328K	\$330K	\$310K	\$370K
Med Sales Price as a % of Med Est Value	101%	106%	104%	100%	98%	96%	96%	99%	93%	103%	104%	105%	107%