

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

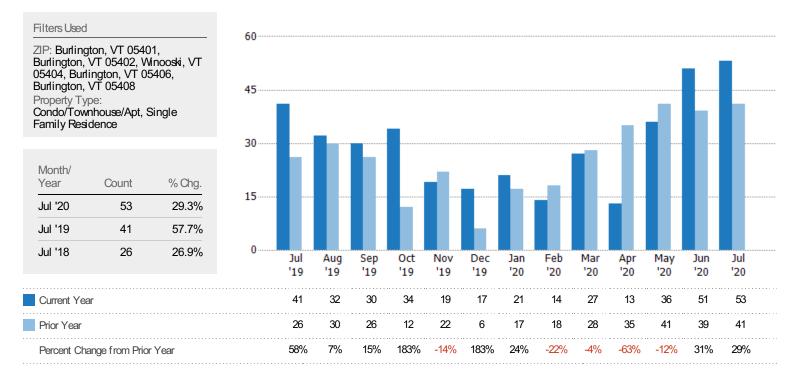
+/-	YTD 2019	YTD 2020	+/-	Jul 2019	Jul 2020	Key Metrics	
						isting Activity Charts Metrics	
-1.8%	219	215	+29.3%	41	53	New Listing Count	
+3.4%	\$82,990,367	\$85,789,819	+21.1%	\$17,835,277	\$21,605,400	New Listing Volume	
	NA	N⁄A	-26.7%	60	44	Active Listing Count	
	NA	N⁄A	-13.6%	\$24,799,267	\$21,425,400	Active Listing Volume	
+8.4%	\$413,583	\$448,202	+17.8%	\$413,321	\$486,941	Average Listing Price	
+3%	\$352,283	\$362,945	+1.5%	\$334,900	\$339,950	Median Listing Price	
-28.9%	59.93	42.6	-23.4%	38.5	29.5	Median Days in RPR	
-19.6%	2.2	1.8	+6.9%	1.7	1.8	Months of Inventory	
+10.9%	44.64%	55.56%	-3.8%	58.33%	54.55%	Absorption Rate	
						Sales Activity Charts Metrics	
-0.9%	213	211	+26.7%	45	57	New Pending Sales Count	
+1.3%	\$79,104,100	\$80,118,114	+60.1%	\$16,440,100	\$26,318,520	New Pending Sales Volume	
	N⁄A	N⁄A	+12.5%	56	63	Pending Sales Count	
	N⁄A	N⁄A	+42.9%	\$19,599,500	\$28,005,919	Pending Sales Volume	
+1.3%	155	157	+84%	25	46	Closed Sales Count	
-4.6%	\$56,208,666	\$53,621,561	+66.7%	\$9,647,776	\$16,081,399	Closed Sales Volume	
-5.8%	\$362,637	\$341,539	-9.4%	\$385,911	\$349,596	Average Sales Price	
+0.4%	\$318,636	\$319,885	+9.5%	\$301,000	\$329,500	Median Sales Price	





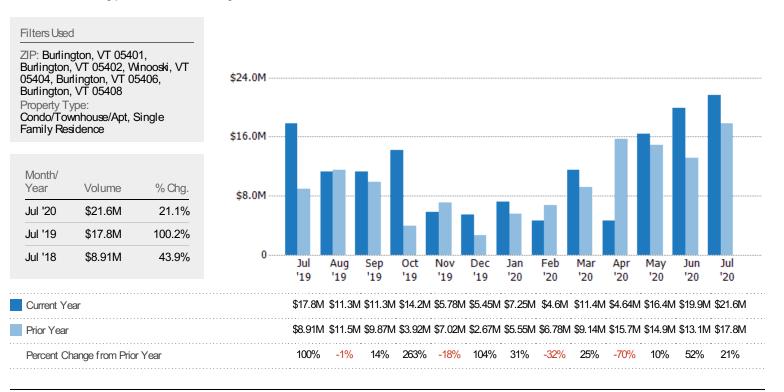
## New Listings

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



## New Listing Volume

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

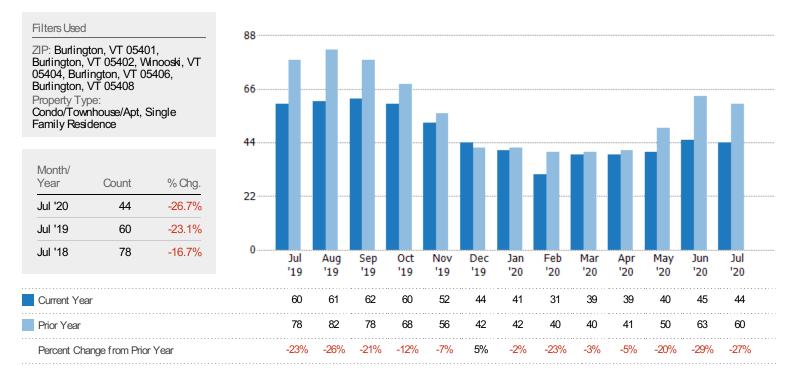






## Active Listings

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



## Active Listing Volume

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



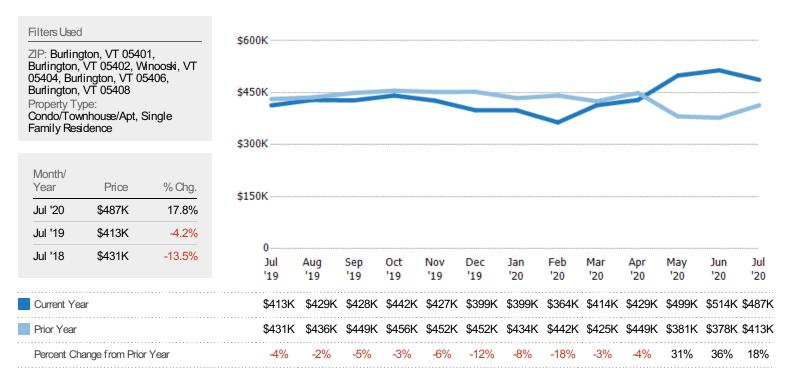


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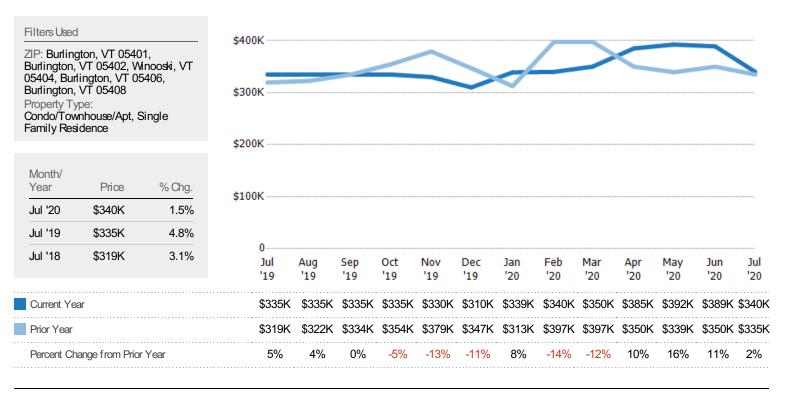
#### **Average Listing Price**

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



## Median Listing Price

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



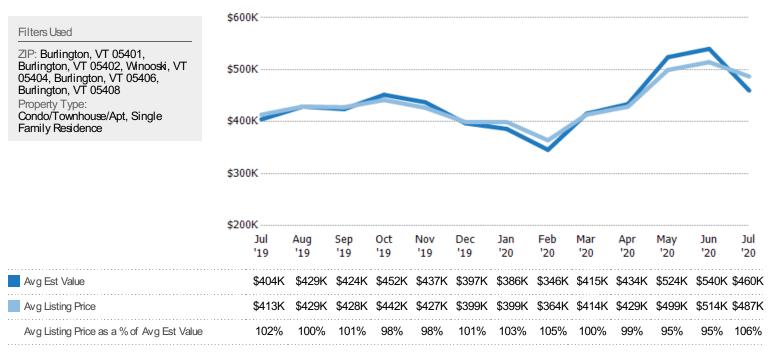






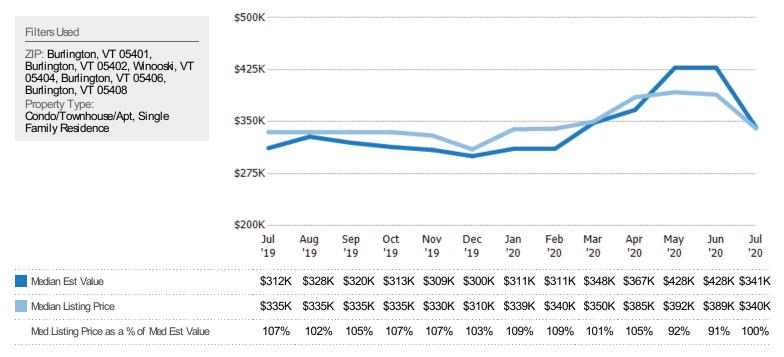
#### Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



#### 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.

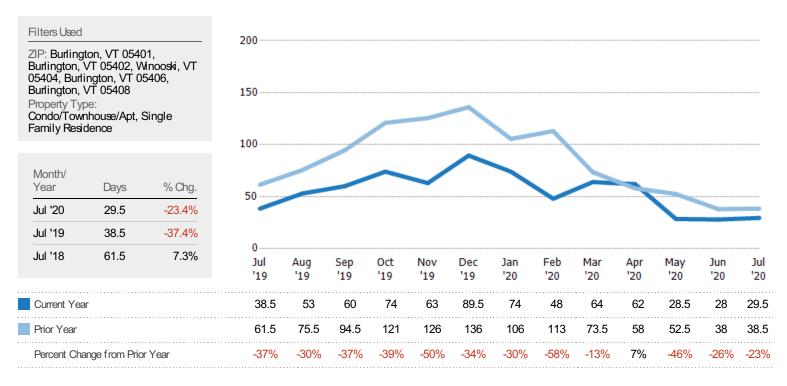






#### Median Days in RPR

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.



## Months of Inventory

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

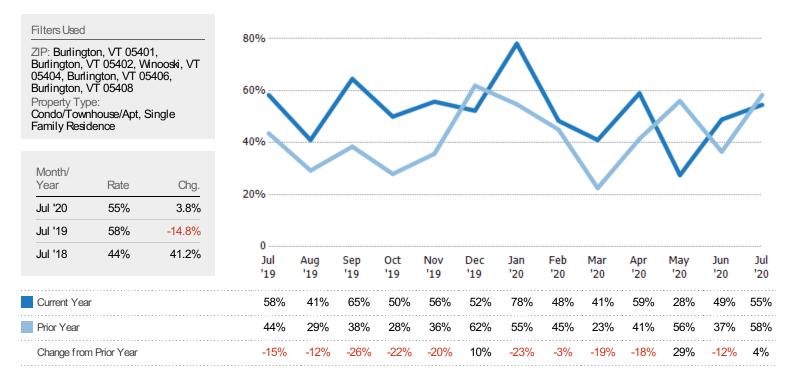






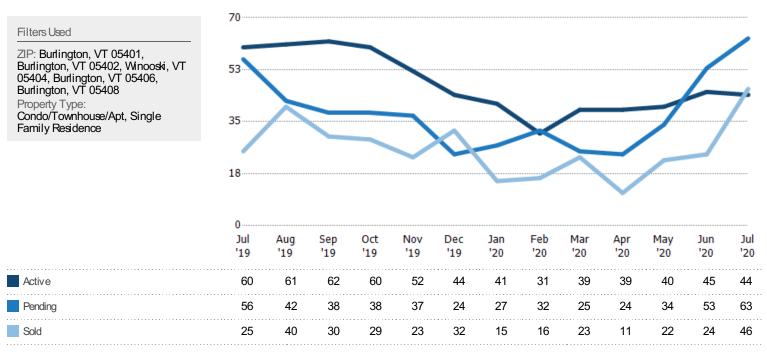
#### Absorption Rate

The percentage of inventory sold per month.



## Active/Pending/Sold Units

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

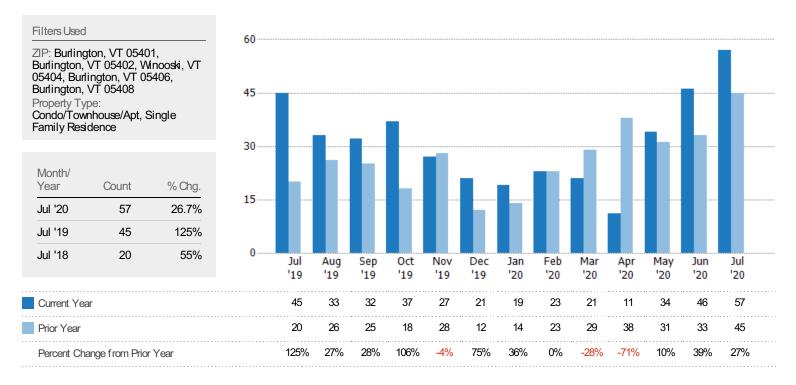






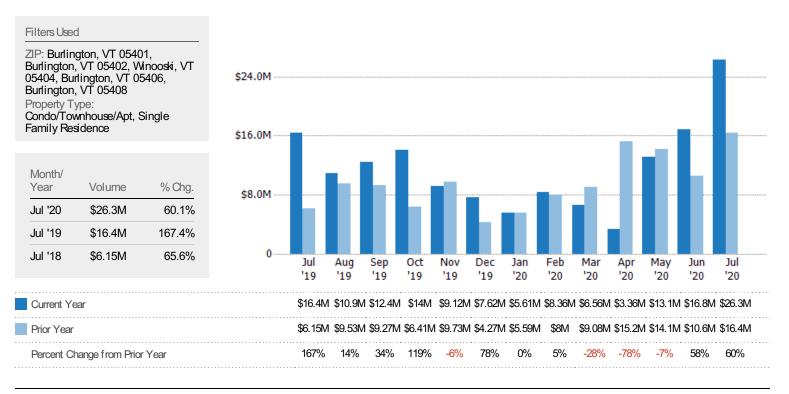
## New Pending Sales

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



## New Pending Sales Volume

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

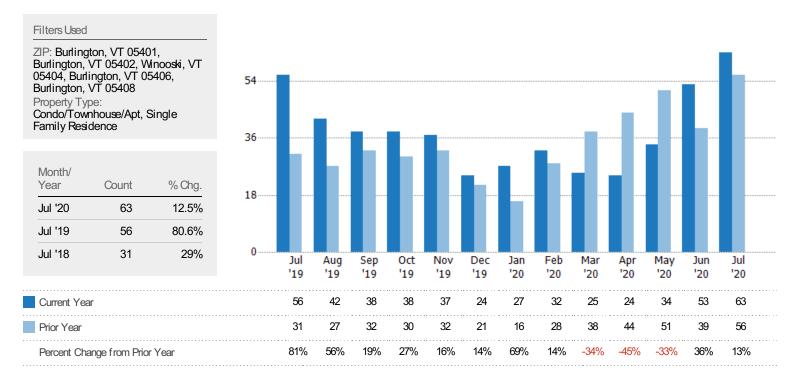






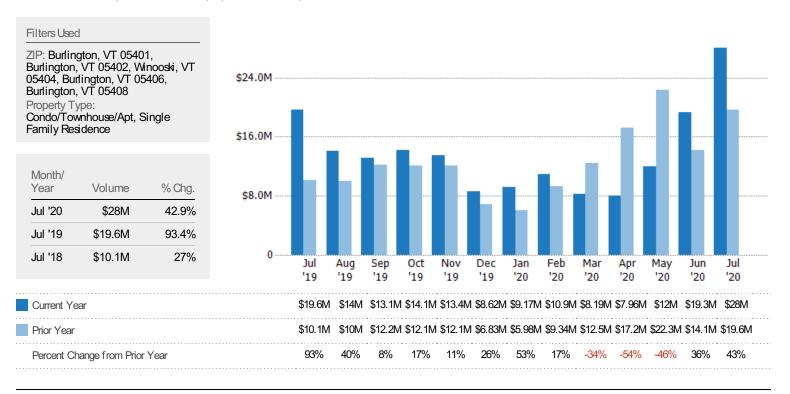
## Pending Sales

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



## Pending Sales Volume

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

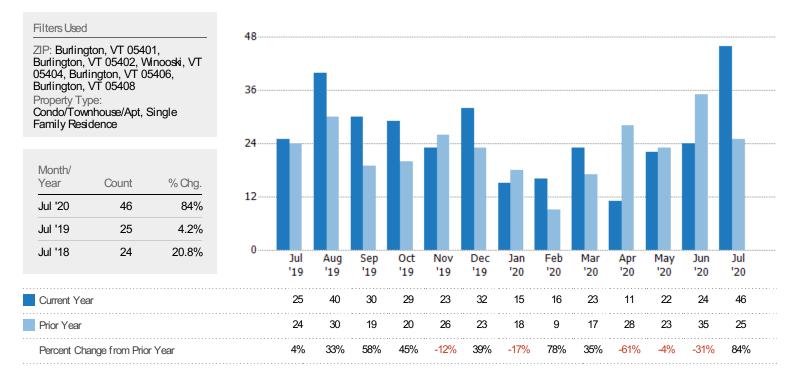






## **Closed Sales**

The total number of residential properties sold each month.



## **Closed Sales Volume**

Filters Used

Property Type:

Month/

Jul '20

Jul '19

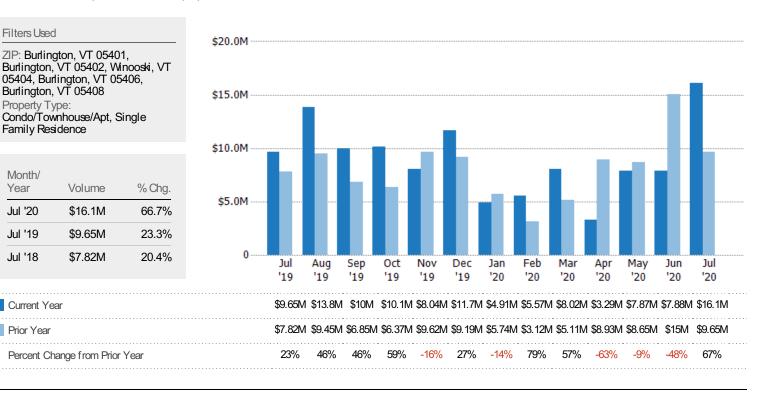
Jul '18

Prior Year

Current Year

Year

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

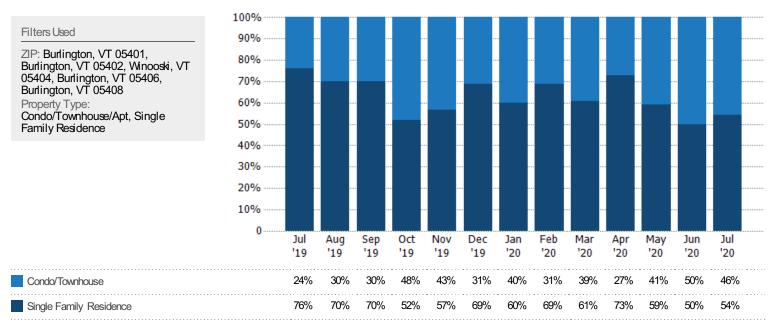






#### Closed Sales by Property Type

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



## Average Sales Price

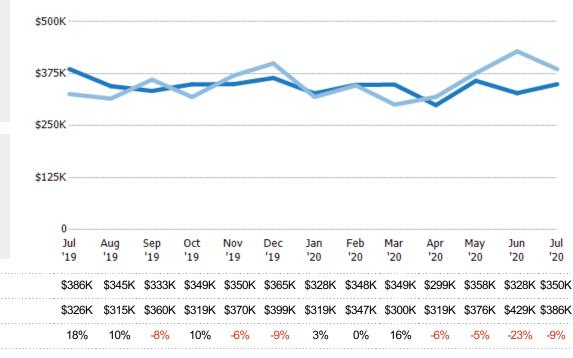
The average sales price of the residential properties sold each month.

#### 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

Month/ Year	Price	% Chg.
Jul '20	\$350K	-9.4%
Jul '19	\$386K	18.4%
Jul '18	\$326K	-0.4%

Percent Change from Prior Year



Current Year

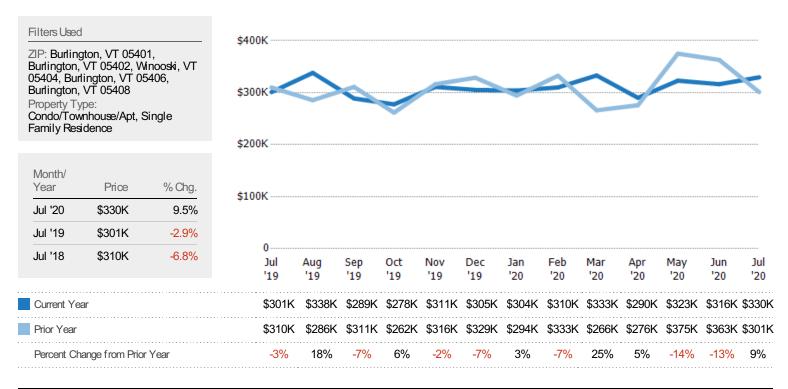
Prior Year





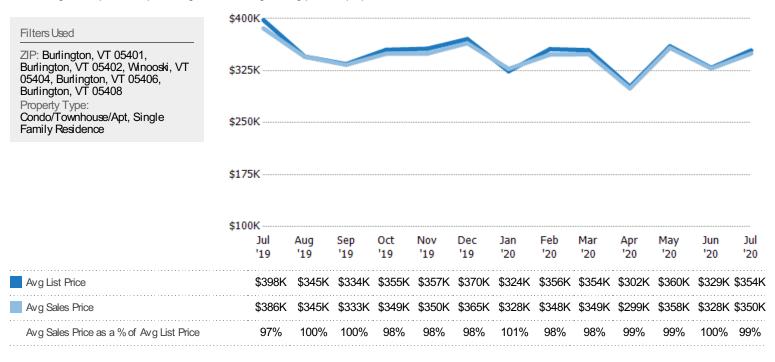
#### Median Sales Price

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



## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

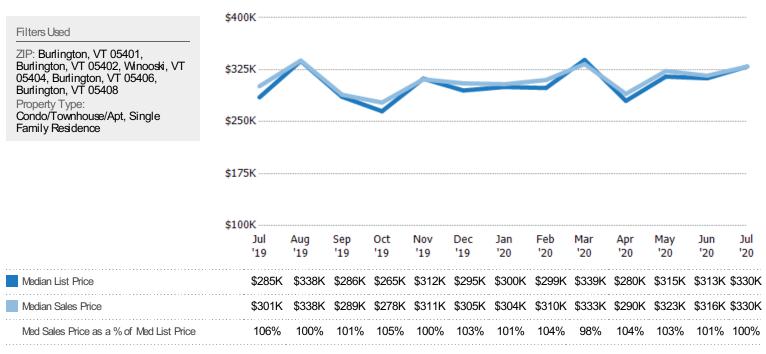






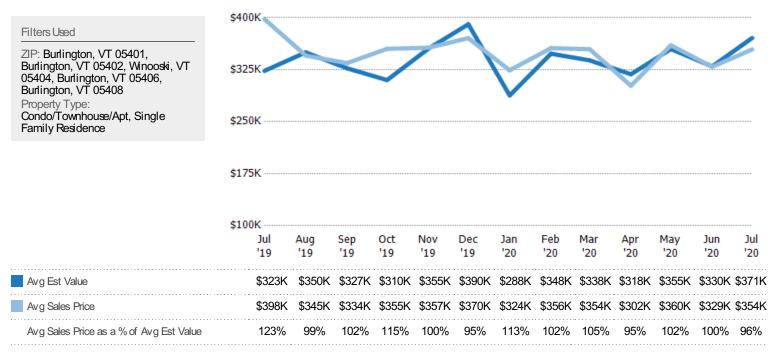
#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.



#### 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.

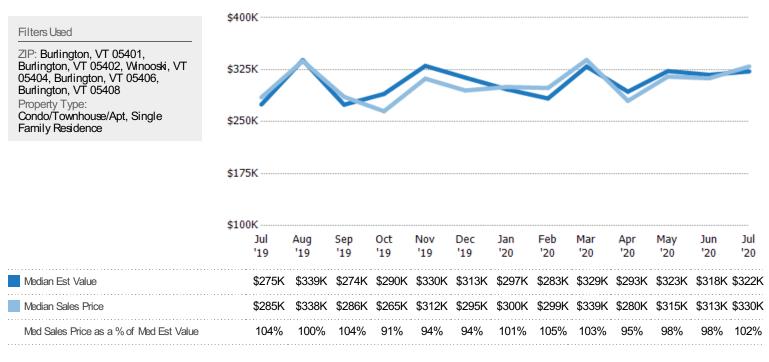






#### Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.







# Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft		Median Days In RPR
Burlington-South Burlington, VT	63	\$26,357,902	44	\$19,260,850	\$437,747	\$372,775	\$259	\$251	6

