

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	51	34	+50%	272	290	-6.2%
New Listing Volume	\$24,569,749	\$12,566,623	+95.5%	\$111,205,742	\$113,112,089	-1.7%
Active Listing Count	55	95	-42.1%	N/A	N/A	
Active Listing Volume	\$35,629,092	\$47,521,688	-25%	N/A	N/A	
Average Listing Price	\$647,802	\$500,228	+29.5%	\$550,988	\$449,394	+22.6%
Median Listing Price	\$398,000	\$379,900	+4.8%	\$399,491	\$363,476	+9.9%
Median Days in RPR	55	67	-17.9%	81.88	87.16	-6.1%
Months of Inventory	1.3	3.5	-61.9%	2.4	4	-41.3%
Absorption Rate	74.55%	28.42%	+46.1%	42.54%	24.96%	+17.6%
Sales Activity Charts Metrics						
New Pending Sales Count	56	35	+60%	293	267	+9.7%
New Pending Sales Volume	\$20,790,552	\$13,212,252	+57.4%	\$110,186,898	\$95,338,050	+15.6%
Pending Sales Count	79	48	+64.6%	N/A	N/A	
Pending Sales Volume	\$33,362,518	\$17,951,302	+85.9%	N/A	N/A	
Closed Sales Count	42	44	-4.5%	219	214	+2.3%
Closed Sales Volume	\$16,004,743	\$15,096,638	+6%	\$78,454,189	\$73,338,138	+7%
Average Sales Price	\$381,065	\$343,105	+11.1%	\$358,238	\$342,702	+4.5%
Median Sales Price	\$327,300	\$349,950	-6.5%	\$329,096	\$323,364	+1.8%

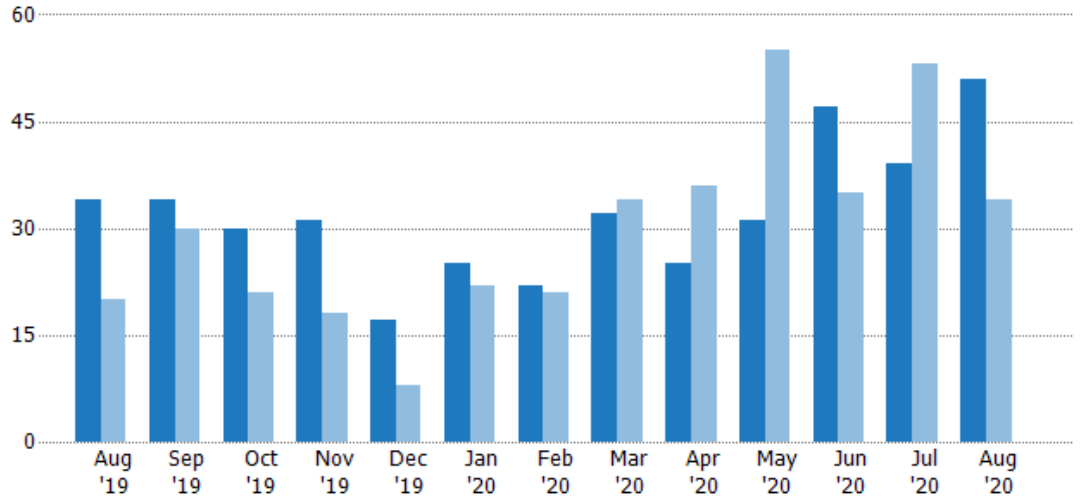
New Listings

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.
Aug '20	51	50%
Aug '19	34	70%
Aug '18	20	60%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	34	34	30	31	17	25	22	32	25	31	47	39	51
Prior Year	20	30	21	18	8	22	21	34	36	55	35	53	34
Percent Change from Prior Year	70%	13%	43%	72%	113%	14%	5%	-6%	-31%	-44%	34%	-26%	50%

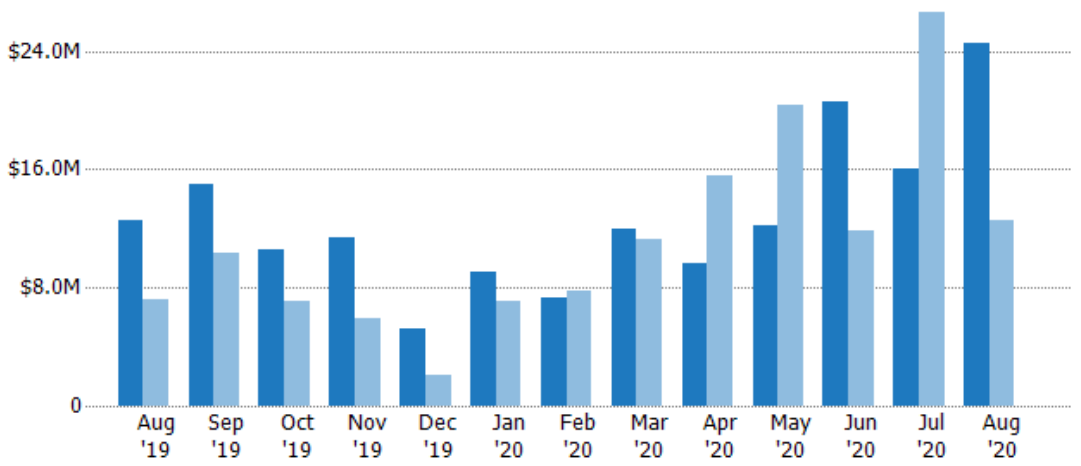
New Listing Volume

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.
Aug '20	\$24.6M	95.5%
Aug '19	\$12.6M	73.6%
Aug '18	\$7.24M	47.6%



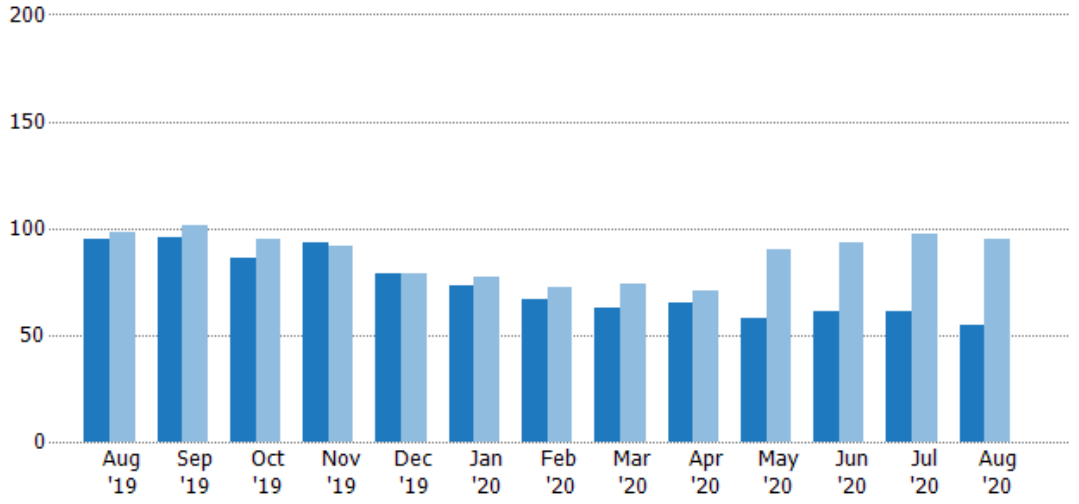
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$12.6M	\$15M	\$10.6M	\$11.4M	\$5.26M	\$9.02M	\$7.3M	\$12M	\$9.66M	\$12.1M	\$20.5M	\$16M	\$24.6M
Prior Year	\$7.24M	\$10.4M	\$7.13M	\$5.89M	\$2.05M	\$7.03M	\$7.83M	\$11.2M	\$15.6M	\$20.4M	\$11.9M	\$26.6M	\$12.6M
Percent Change from Prior Year	74%	45%	49%	93%	157%	28%	-7%	6%	-38%	-40%	73%	-40%	96%

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



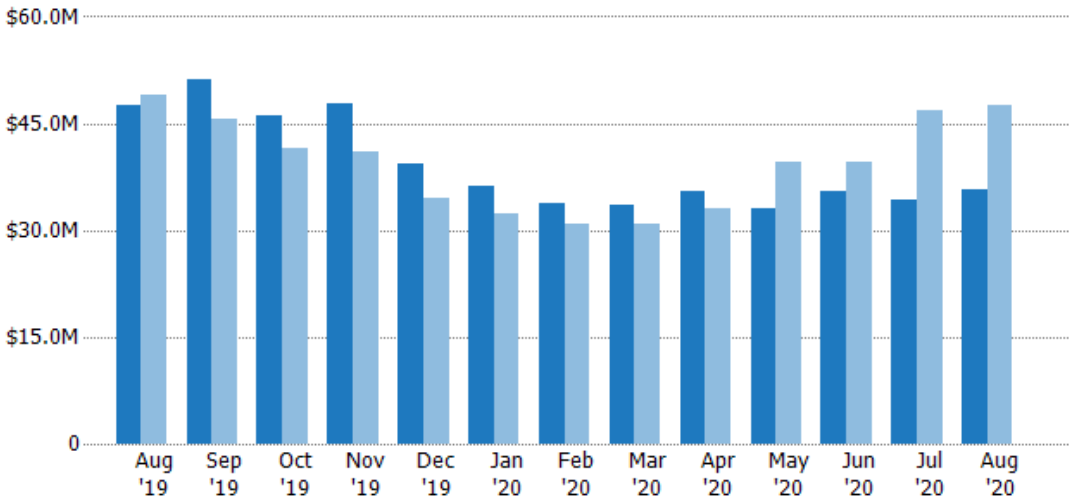
Month/Year	Count	% Chg.
Aug '20	55	-42.1%
Aug '19	95	-3.1%
Aug '18	98	-1%

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.
Aug '20	\$35.6M	-25%
Aug '19	\$47.5M	-3%
Aug '18	\$49M	-8.2%

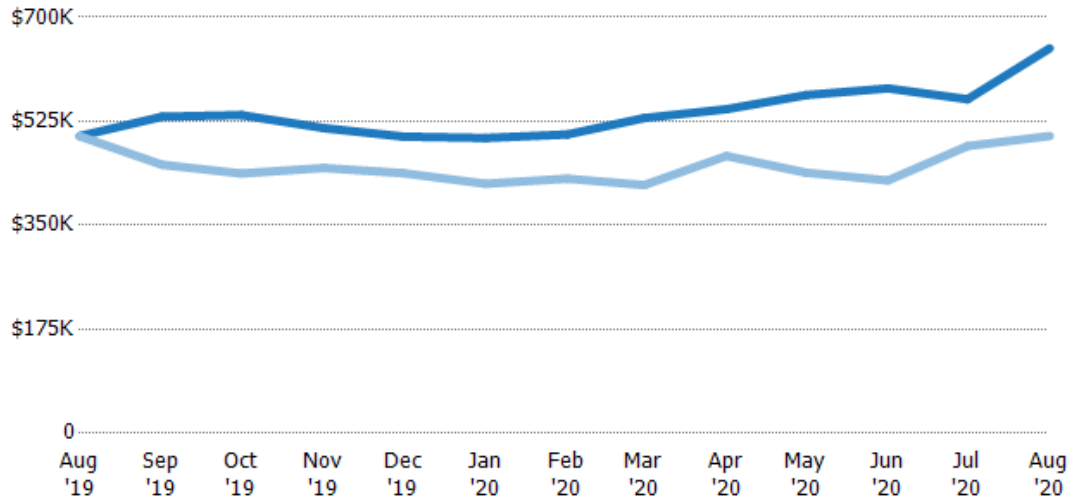
Average Listing Price

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.
Aug '20	\$648K	29.5%
Aug '19	\$500K	0.1%
Aug '18	\$500K	-7.3%



Current Year	\$500K	\$533K	\$535K	\$514K	\$499K	\$497K	\$503K	\$530K	\$545K	\$569K	\$580K	\$562K	\$648K
Prior Year	\$500K	\$452K	\$437K	\$446K	\$438K	\$420K	\$428K	\$418K	\$467K	\$439K	\$425K	\$483K	\$500K
Percent Change from Prior Year	0%	18%	22%	15%	14%	18%	17%	27%	17%	30%	36%	16%	30%

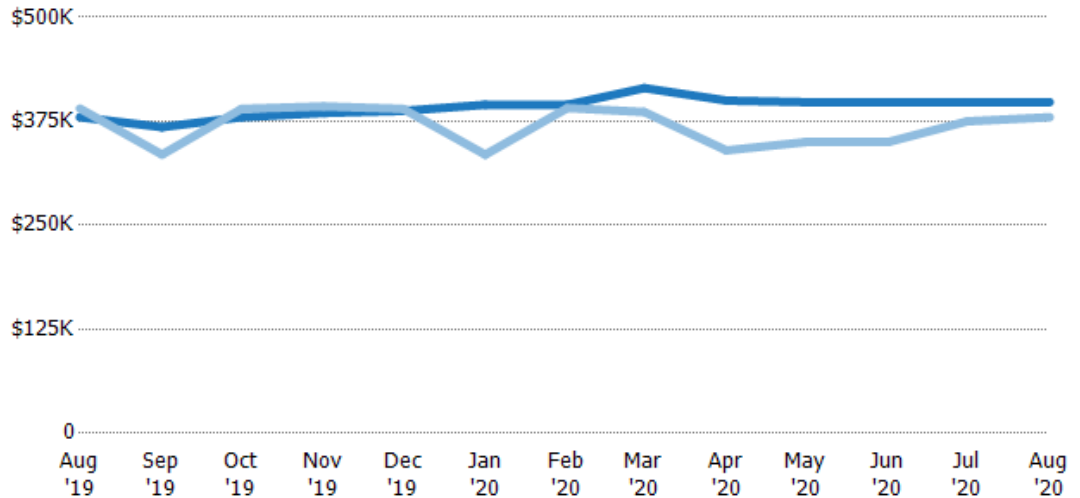
Median Listing Price

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.
Aug '20	\$398K	4.8%
Aug '19	\$380K	-2.7%
Aug '18	\$390K	-10.4%



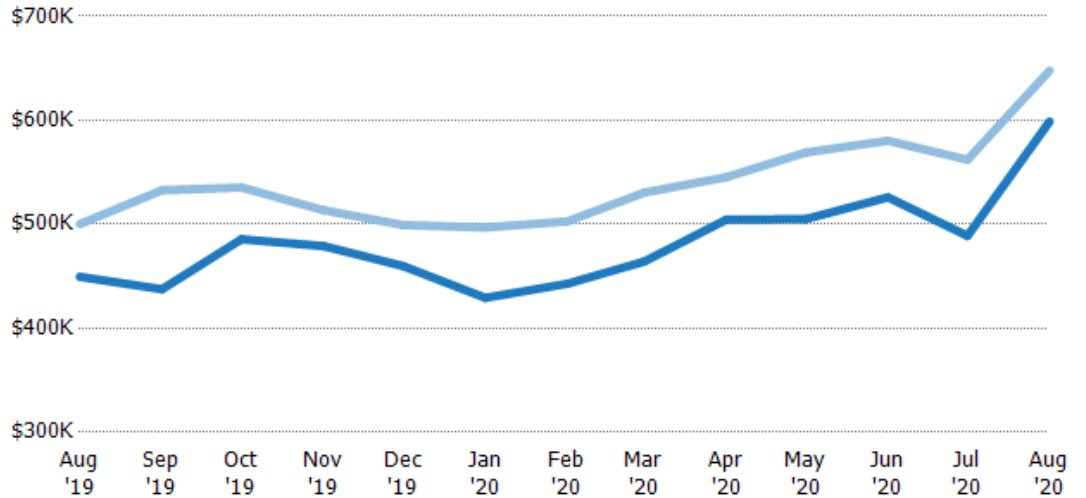
Current Year	\$380K	\$368K	\$380K	\$385K	\$388K	\$395K	\$395K	\$415K	\$400K	\$398K	\$398K	\$398K	\$398K
Prior Year	\$390K	\$335K	\$390K	\$393K	\$390K	\$335K	\$391K	\$386K	\$340K	\$350K	\$350K	\$375K	\$380K
Percent Change from Prior Year	-3%	10%	-3%	-2%	-1%	18%	1%	7%	18%	14%	14%	6%	5%

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



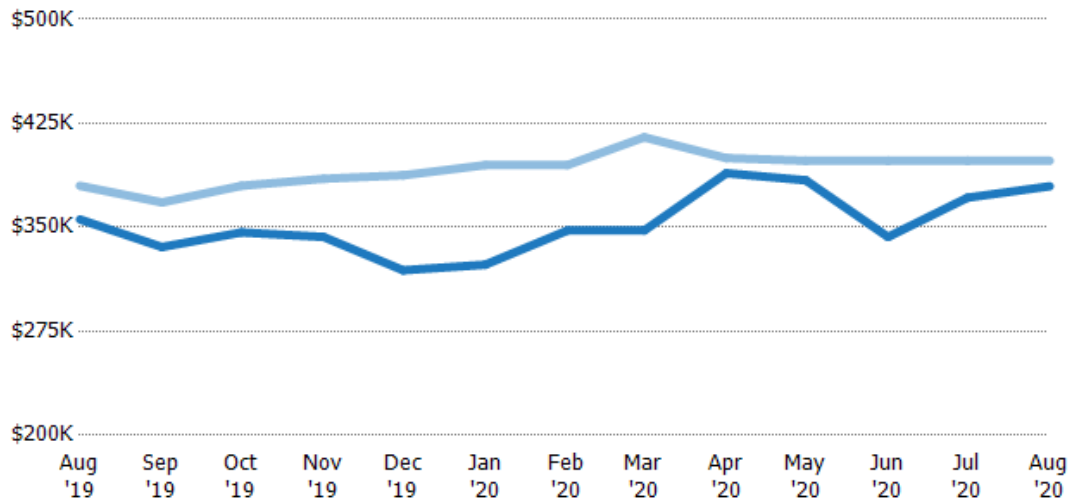
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$450K	\$438K	\$486K	\$479K	\$460K	\$429K	\$443K	\$464K	\$504K	\$505K	\$526K	\$489K	\$599K
Avg Listing Price	\$500K	\$533K	\$535K	\$514K	\$499K	\$497K	\$503K	\$530K	\$545K	\$569K	\$580K	\$562K	\$648K
Avg Listing Price as a % of Avg Est Value	111%	122%	110%	107%	109%	116%	114%	114%	108%	113%	110%	115%	108%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$356K	\$336K	\$346K	\$343K	\$319K	\$323K	\$348K	\$348K	\$389K	\$384K	\$343K	\$371K	\$380K
Median Listing Price	\$380K	\$368K	\$380K	\$385K	\$388K	\$395K	\$395K	\$415K	\$400K	\$398K	\$398K	\$398K	\$398K
Med Listing Price as a % of Med Est Value	107%	110%	110%	112%	121%	122%	114%	119%	103%	104%	116%	107%	105%

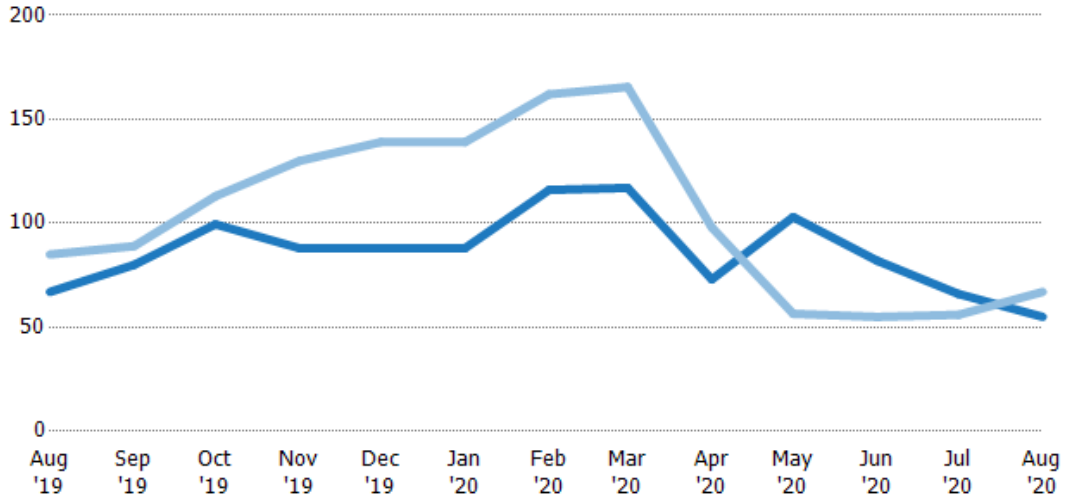
Median Days in RPR

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.
Aug '20	55	-17.9%
Aug '19	67	-21.2%
Aug '18	85	-1.2%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	67	80	100	88	88	88	116	117	73	103	82	66	55
Prior Year	85	89	113	130	139	139	162	166	98	56.5	55	56	67
Percent Change from Prior Year	-21%	-10%	-12%	-32%	-37%	-37%	-28%	-29%	-26%	82%	49%	18%	-18%

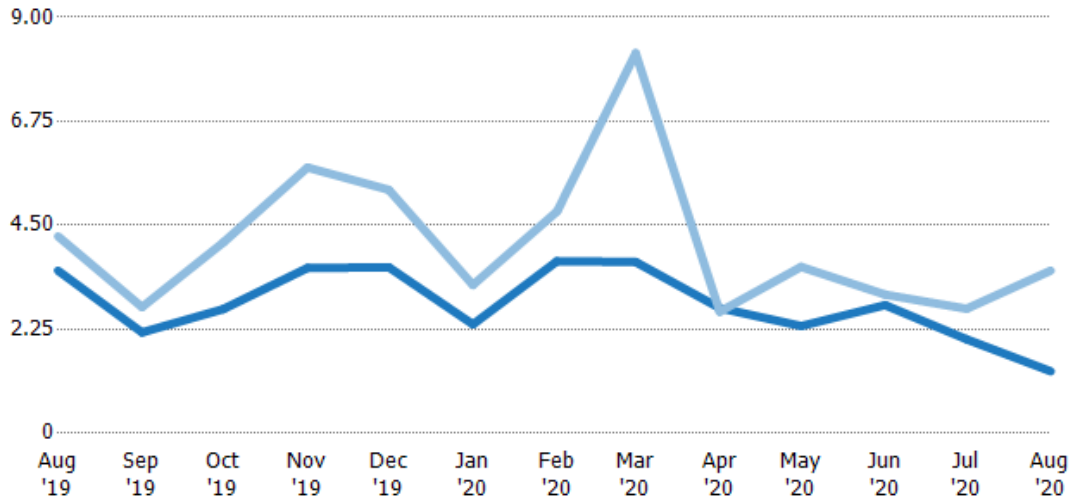
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Aug '20	1.34	-61.9%
Aug '19	3.52	-17.4%
Aug '18	4.26	-28.9%



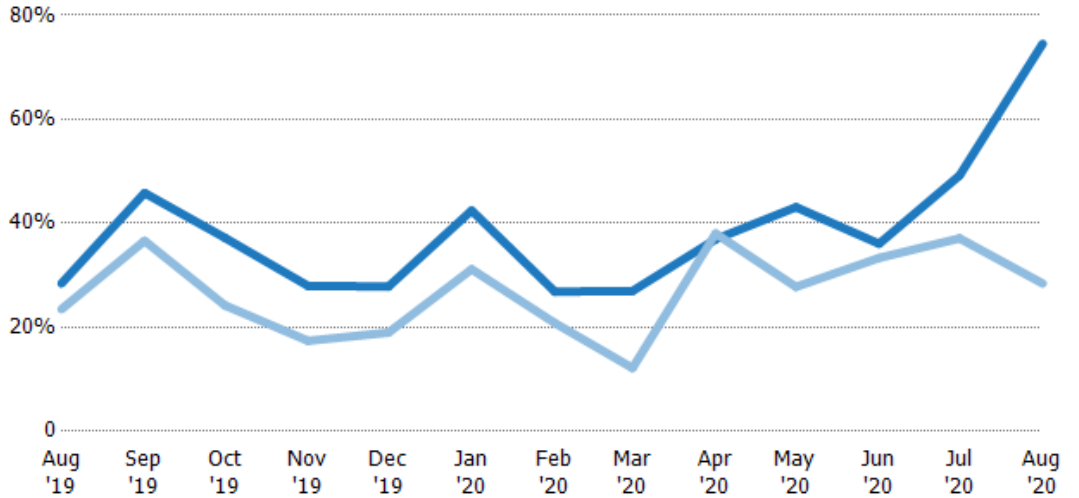
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	3.52	2.18	2.69	3.58	3.59	2.35	3.72	3.71	2.71	2.32	2.77	2.03	1.34
Prior Year	4.26	2.73	4.13	5.75	5.27	3.21	4.8	8.22	2.63	3.6	3	2.69	3.52
Percent Change from Prior Year	-17%	-20%	-35%	-38%	-32%	-27%	-22%	-55%	3%	-36%	-8%	-25%	-62%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Burlington, VT 05408,
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Property Type:
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Family Residence



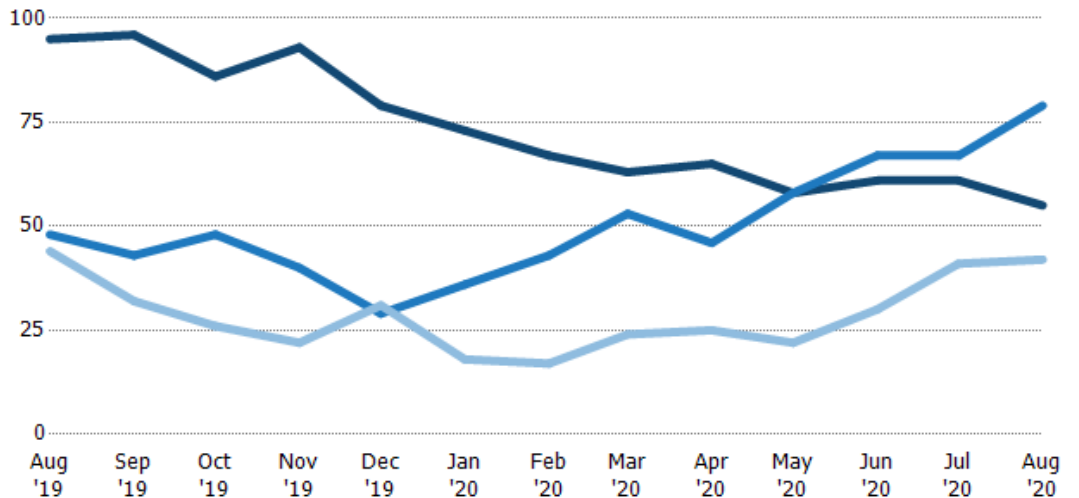
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	28%	46%	37%	28%	28%	42%	27%	27%	37%	43%	36%	49%	75%
Prior Year	23%	37%	24%	17%	19%	31%	21%	12%	38%	28%	33%	37%	28%
Change from Prior Year	-5%	-9%	-13%	-11%	-9%	-11%	-6%	-15%	1%	-15%	-3%	-12%	-46%

Active/Pending/Sold Units

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	95	96	86	93	79	73	67	63	65	58	61	61	55
Pending	48	43	48	40	29	36	43	53	46	58	67	67	79
Sold	44	32	26	22	31	18	17	24	25	22	30	41	42

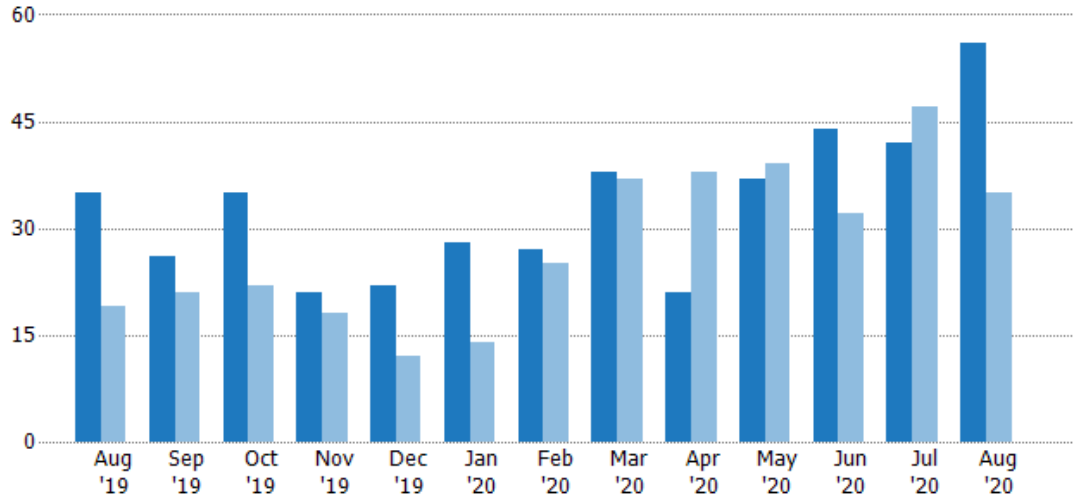
New Pending Sales

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.
Aug '20	56	60%
Aug '19	35	84.2%
Aug '18	19	10.5%



Current Year	35	26	35	21	22	28	27	38	21	37	44	42	56
Prior Year	19	21	22	18	12	14	25	37	38	39	32	47	35
Percent Change from Prior Year	84%	24%	59%	17%	83%	100%	8%	3%	-45%	-5%	38%	-11%	60%

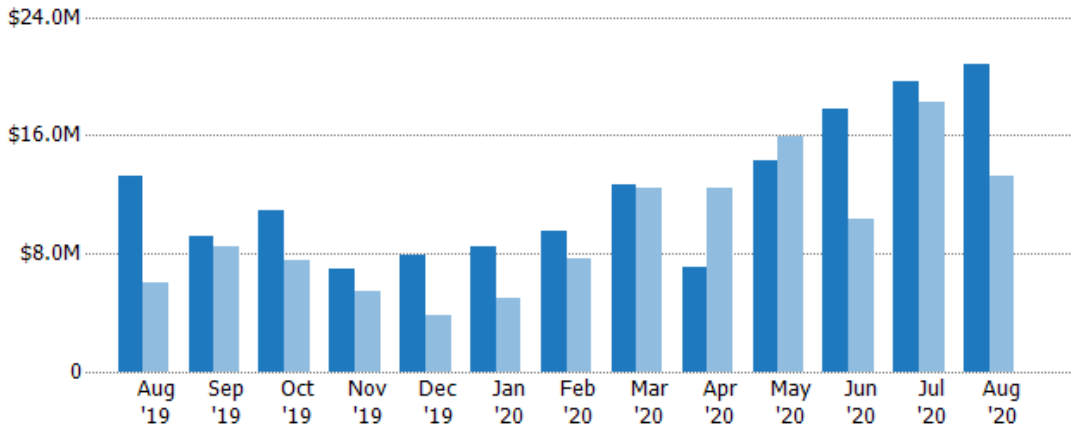
New Pending Sales Volume

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.
Aug '20	\$20.8M	57.4%
Aug '19	\$13.2M	118.1%
Aug '18	\$6.06M	-3%



Current Year	\$13.2M	\$9.22M	\$10.9M	\$6.94M	\$7.93M	\$8.5M	\$9.52M	\$12.6M	\$7.11M	\$14.3M	\$17.7M	\$19.6M	\$20.8M
Prior Year	\$6.06M	\$8.44M	\$7.57M	\$5.43M	\$3.79M	\$5.01M	\$7.67M	\$12.4M	\$12.4M	\$15.9M	\$10.4M	\$18.3M	\$13.2M
Percent Change from Prior Year	118%	9%	44%	28%	110%	70%	24%	2%	-43%	-10%	71%	7%	57%

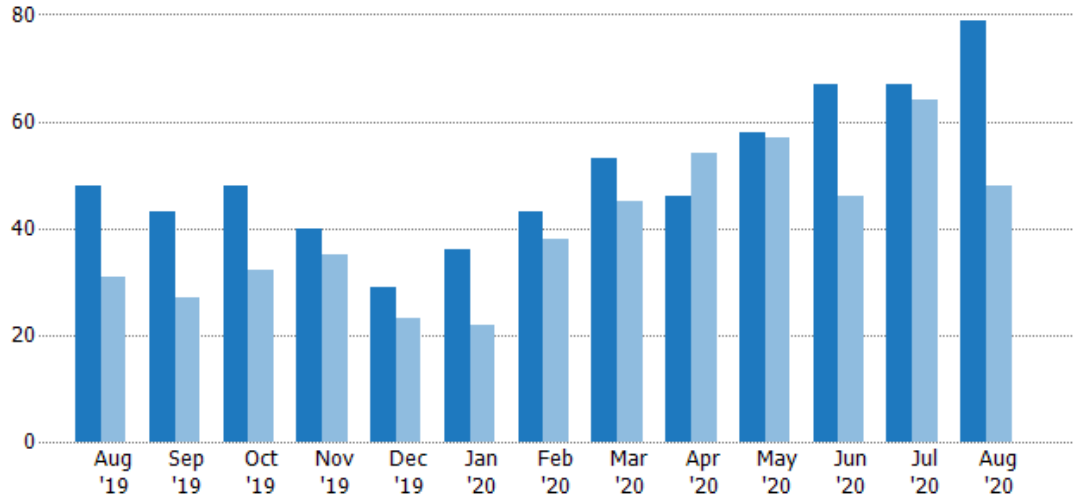
Pending Sales

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.
Aug '20	79	64.6%
Aug '19	48	54.8%
Aug '18	31	12.9%



Current Year	48	43	48	40	29	36	43	53	46	58	67	67	79
Prior Year	31	27	32	35	23	22	38	45	54	57	46	64	48
Percent Change from Prior Year	55%	59%	50%	14%	26%	64%	13%	18%	-15%	2%	46%	5%	65%

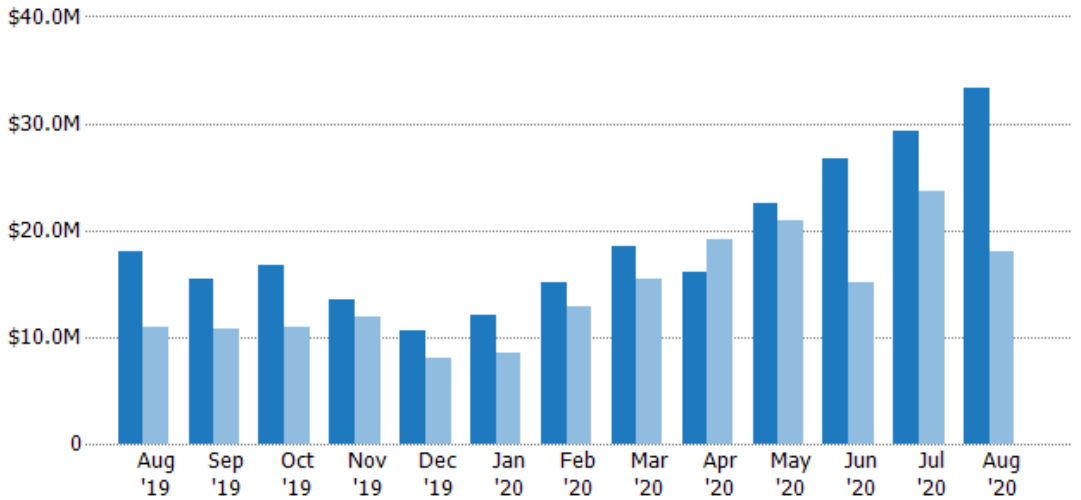
Pending Sales Volume

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.
Aug '20	\$33.4M	85.9%
Aug '19	\$18M	64.3%
Aug '18	\$10.9M	10.3%



Current Year	\$18M	\$15.4M	\$16.7M	\$13.5M	\$10.6M	\$12M	\$15.1M	\$18.4M	\$16M	\$22.5M	\$26.7M	\$29.3M	\$33.4M
Prior Year	\$10.9M	\$10.7M	\$11M	\$11.8M	\$8.03M	\$8.54M	\$12.8M	\$15.4M	\$19.1M	\$20.9M	\$15.1M	\$23.7M	\$18M
Percent Change from Prior Year	64%	44%	52%	14%	31%	41%	18%	19%	-16%	8%	77%	24%	86%

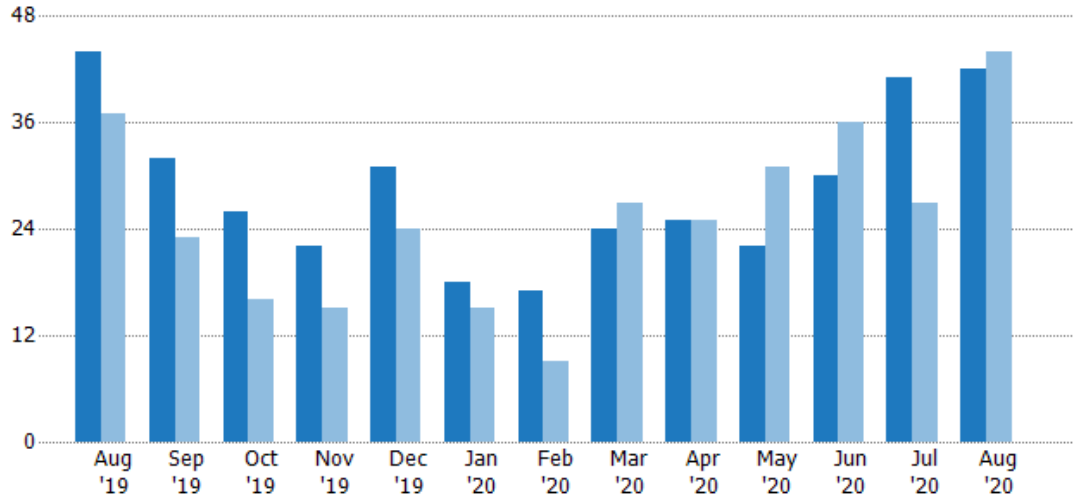
Closed Sales

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.
Aug '20	42	-4.5%
Aug '19	44	18.9%
Aug '18	37	-8.1%



Current Year	44	32	26	22	31	18	17	24	25	22	30	41	42
Prior Year	37	23	16	15	24	15	9	27	25	31	36	27	44
Percent Change from Prior Year	19%	39%	63%	47%	29%	20%	89%	-11%	0%	-29%	-17%	52%	-5%

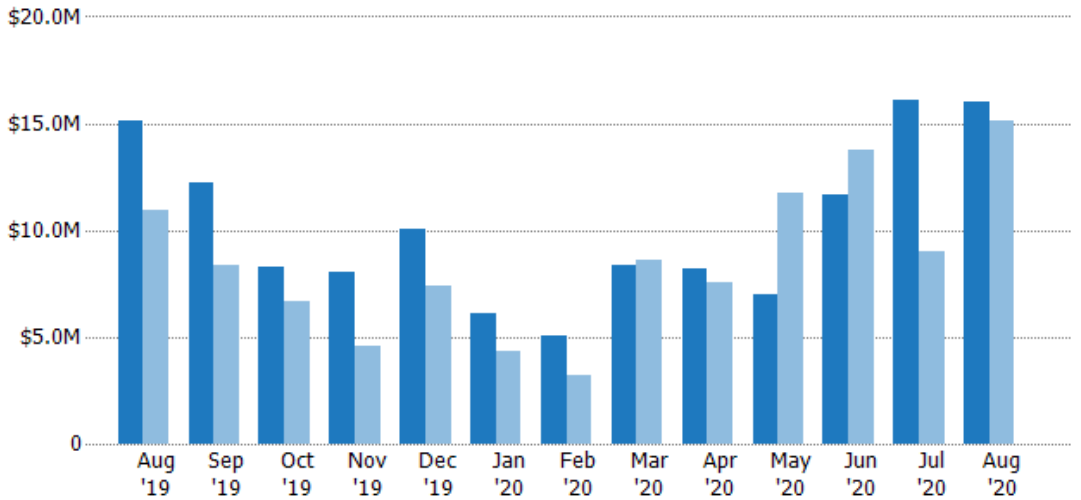
Closed Sales Volume

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.
Aug '20	\$16M	6%
Aug '19	\$15.1M	37.9%
Aug '18	\$10.9M	-6.3%



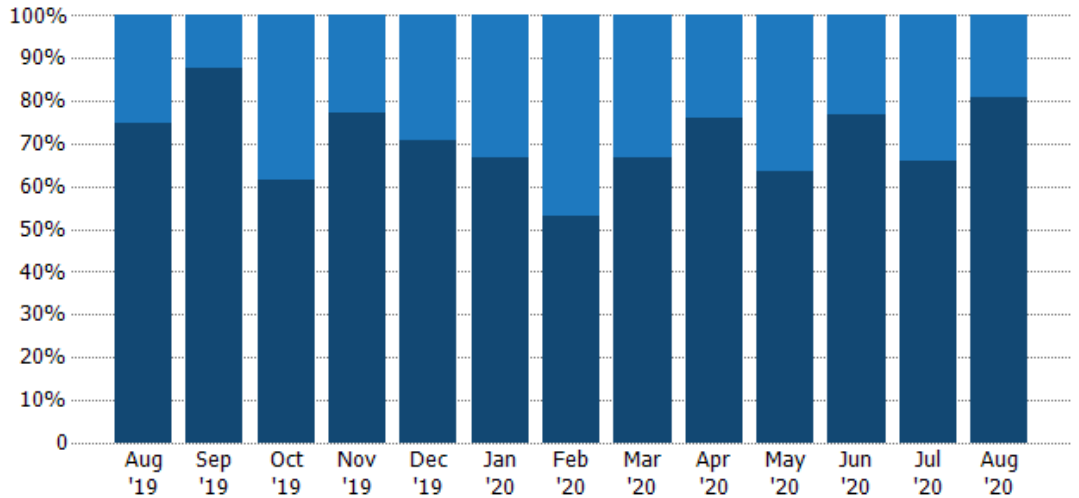
Current Year	\$15.1M	\$12.2M	\$8.25M	\$8.05M	\$10M	\$6.1M	\$5.06M	\$8.39M	\$8.2M	\$6.96M	\$11.7M	\$16.1M	\$16M
Prior Year	\$10.9M	\$8.32M	\$6.66M	\$4.55M	\$7.43M	\$4.37M	\$3.25M	\$8.62M	\$7.56M	\$11.7M	\$13.7M	\$9.01M	\$15.1M
Percent Change from Prior Year	38%	47%	24%	77%	35%	40%	56%	-3%	9%	-41%	-15%	78%	6%

Closed Sales by Property Type

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

Filters Used

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



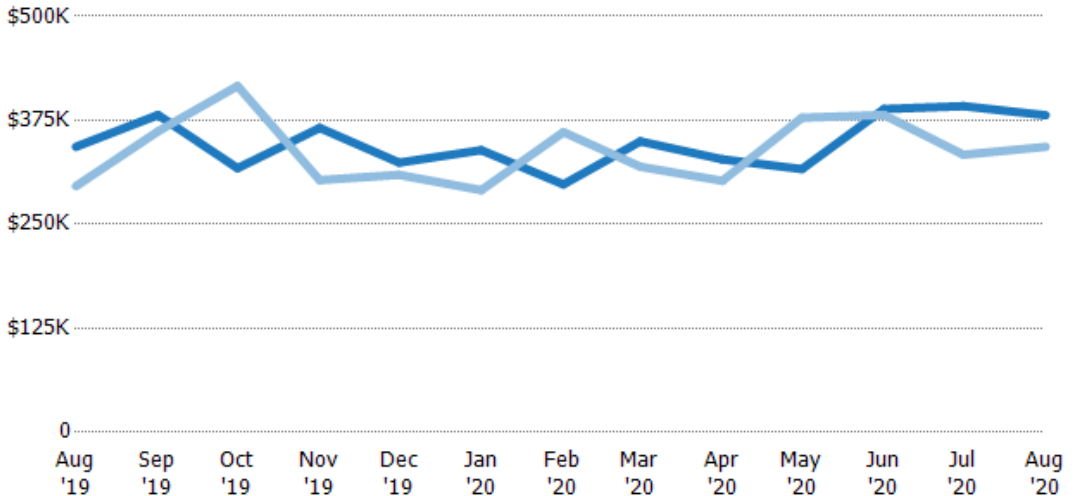
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	25%	13%	38%	23%	29%	33%	47%	33%	24%	36%	23%	34%	19%
Single Family Residence	75%	88%	62%	77%	71%	67%	53%	67%	76%	64%	77%	66%	81%

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



Month/Year	Price	% Chg.
Aug '20	\$381K	11.1%
Aug '19	\$343K	16%
Aug '18	\$296K	1.9%

Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$392K	\$381K
Prior Year	\$296K	\$362K	\$416K	\$303K	\$309K	\$291K	\$361K	\$319K	\$302K	\$378K	\$381K	\$334K	\$343K
Percent Change from Prior Year	16%	5%	-24%	21%	5%	17%	-17%	10%	9%	-16%	2%	18%	11%

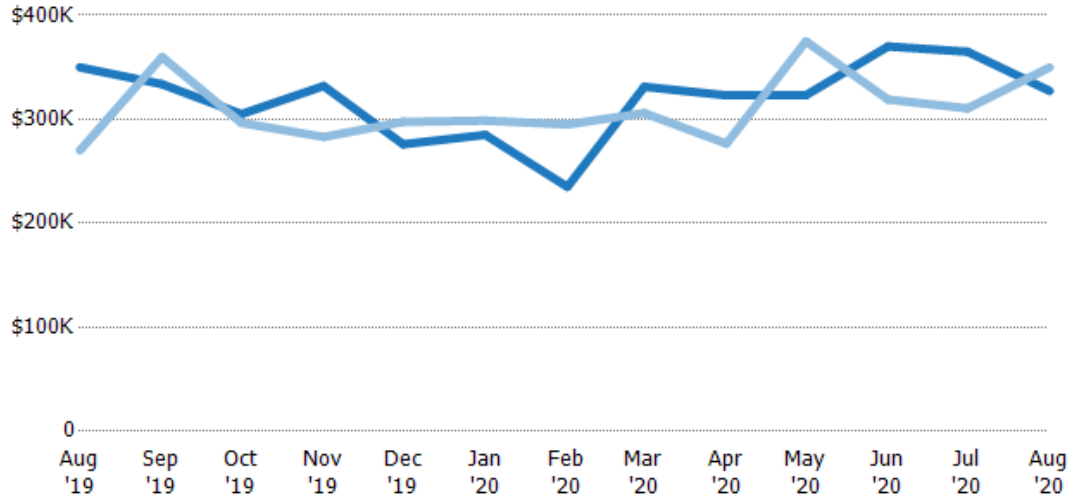
Median Sales Price

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.
Aug '20	\$327K	-6.5%
Aug '19	\$350K	29.6%
Aug '18	\$270K	8.9%



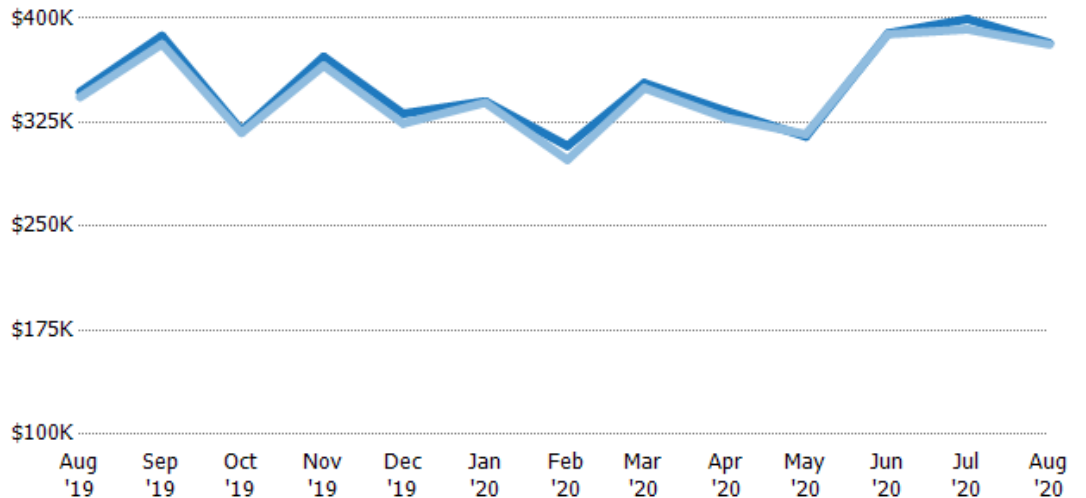
Current Year	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K	\$327K
Prior Year	\$270K	\$360K	\$296K	\$283K	\$298K	\$299K	\$295K	\$306K	\$277K	\$375K	\$319K	\$311K	\$350K
Percent Change from Prior Year	30%	-7%	3%	17%	-7%	-5%	-20%	8%	17%	-14%	16%	18%	-6%

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



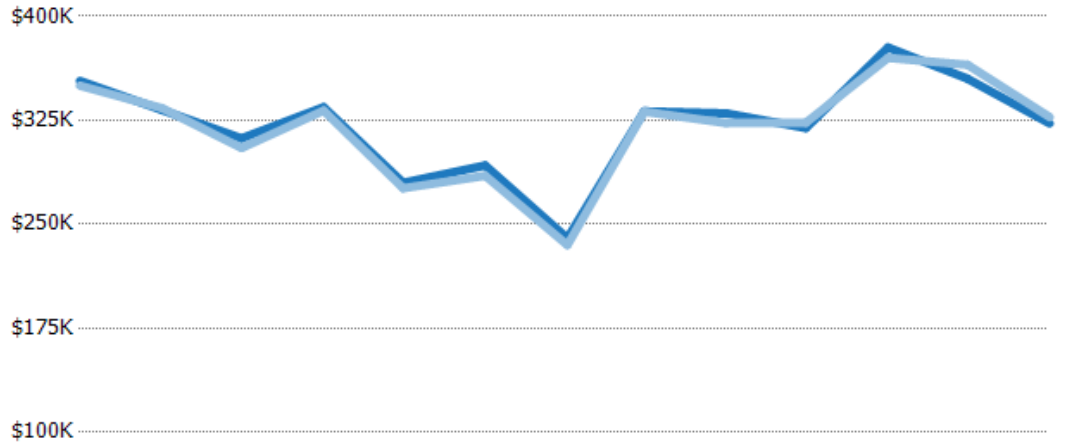
Avg List Price	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$399K	\$382K
Avg Sales Price	\$343K	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$392K	\$381K
Avg Sales Price as a % of Avg List Price	99%	98%	99%	98%	98%	100%	97%	99%	99%	101%	100%	98%	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



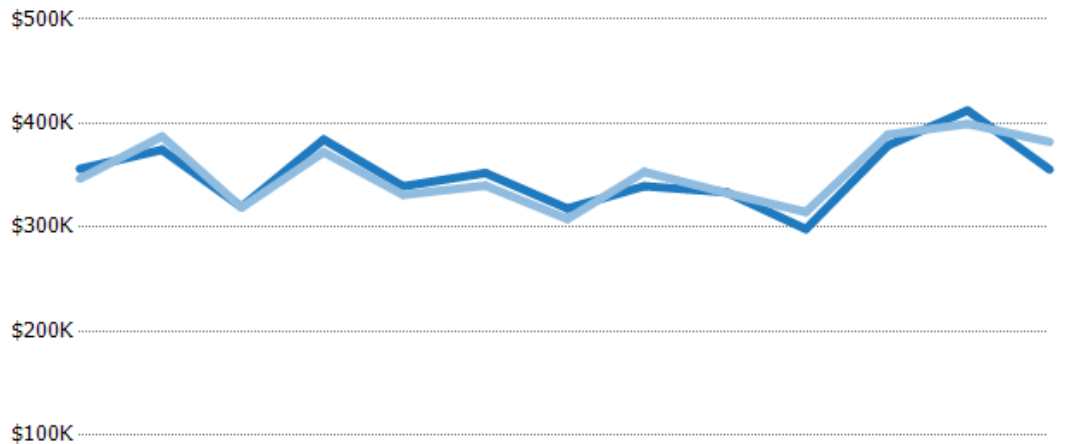
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K	\$323K
Median Sales Price	\$350K	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K	\$327K
Med Sales Price as a % of Med List Price	99%	100%	98%	99%	99%	97%	98%	100%	98%	101%	98%	103%	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 05408,
Colchester, VT 05439, Colchester,
VT 05446, Colchester, VT 05449
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



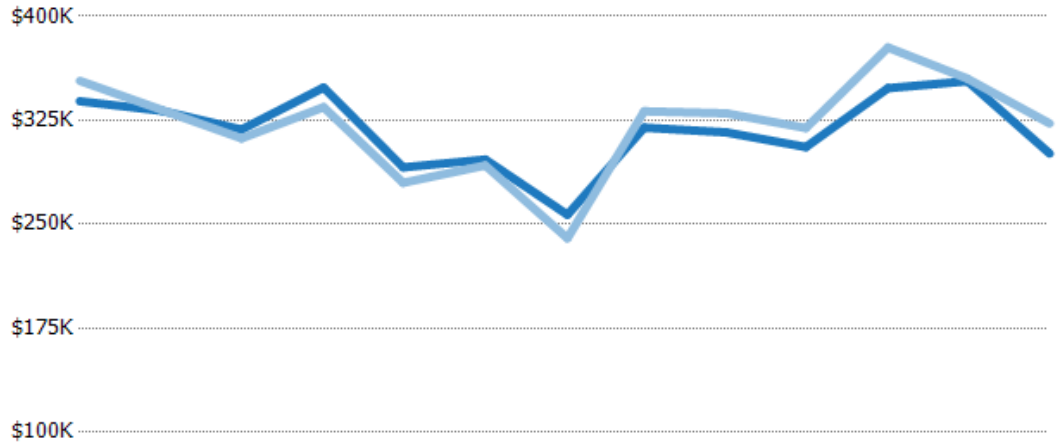
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$356K	\$374K	\$320K	\$384K	\$339K	\$352K	\$318K	\$340K	\$334K	\$298K	\$379K	\$412K	\$356K
Avg Sales Price	\$347K	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$399K	\$382K
Avg Sales Price as a % of Avg Est Value	97%	103%	100%	97%	98%	97%	97%	104%	100%	106%	103%	97%	107%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$339K	\$332K	\$318K	\$349K	\$291K	\$297K	\$257K	\$320K	\$316K	\$306K	\$348K	\$353K	\$301K
Median Sales Price	\$353K	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K	\$323K
Med Sales Price as a % of Med Est Value	104%	100%	98%	96%	96%	99%	93%	104%	104%	104%	108%	101%	107%