

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	35	34	+2.9%	309	326	-5.2%
New Listing Volume	\$14,464,400	\$14,994,249	-3.5%	\$126,077,141	\$128,626,438	-2%
Active Listing Count	64	97	-34%	N/A	N/A	
Active Listing Volume	\$39,873,594	\$51,383,137	-22.4%	N/A	N/A	
Average Listing Price	\$623,025	\$529,723	+17.6%	\$556,043	\$458,479	+21.3%
Median Listing Price	\$398,000	\$366,000	+8.7%	\$398,991	\$363,702	+9.7%
Median Days in RPR	56.5	80	-29.4%	77.4	86.03	-10%
Months of Inventory	1.5	2.2	-30.9%	2.3	4.1	-43.1%
Absorption Rate	65.63%	45.36%	+20.3%	43.01%	24.45%	+18.6%
Sales Activity Charts Metrics						
New Pending Sales Count	34	26	+30.8%	327	293	+11.6%
New Pending Sales Volume	\$15,251,597	\$9,220,200	+65.4%	\$125,438,495	\$104,558,250	+20%
Pending Sales Count	67	43	+55.8%	N/A	N/A	
Pending Sales Volume	\$28,911,615	\$15,404,402	+87.7%	N/A	N/A	
Closed Sales Count	40	32	+25%	259	246	+5.3%
Closed Sales Volume	\$15,822,708	\$12,203,813	+29.7%	\$94,276,897	\$85,541,951	+10.2%
Average Sales Price	\$395,568	\$381,369	+3.7%	\$364,003	\$347,732	+4.7%
Median Sales Price	\$355,875	\$333,750	+6.6%	\$333,232	\$324,715	+2.6%

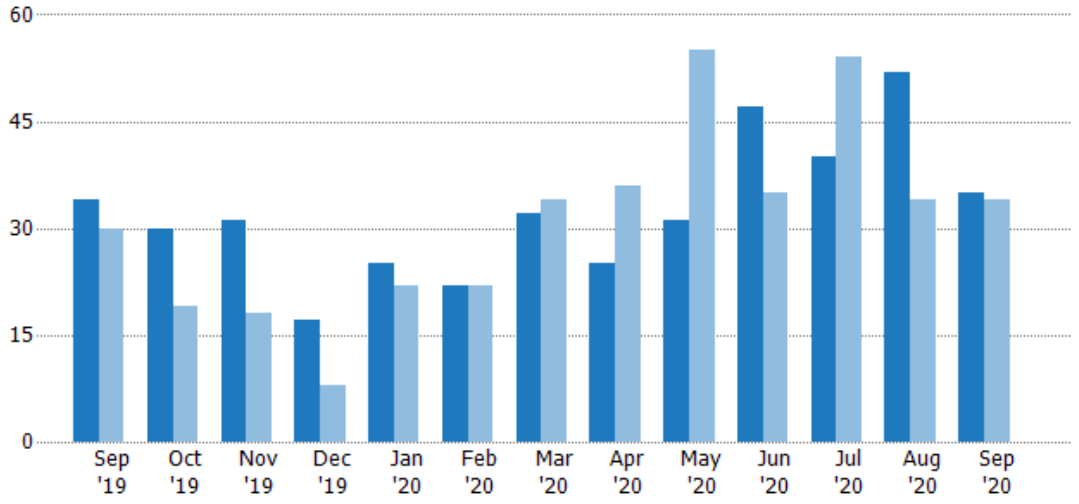
New Listings

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.
Sep '20	35	2.9%
Sep '19	34	13.3%
Sep '18	30	23.3%



Current Year	34	30	31	17	25	22	32	25	31	47	40	52	35
Prior Year	30	19	18	8	22	22	34	36	55	35	54	34	34
Percent Change from Prior Year	13%	58%	72%	113%	14%	0%	-6%	-31%	-44%	34%	-26%	53%	3%

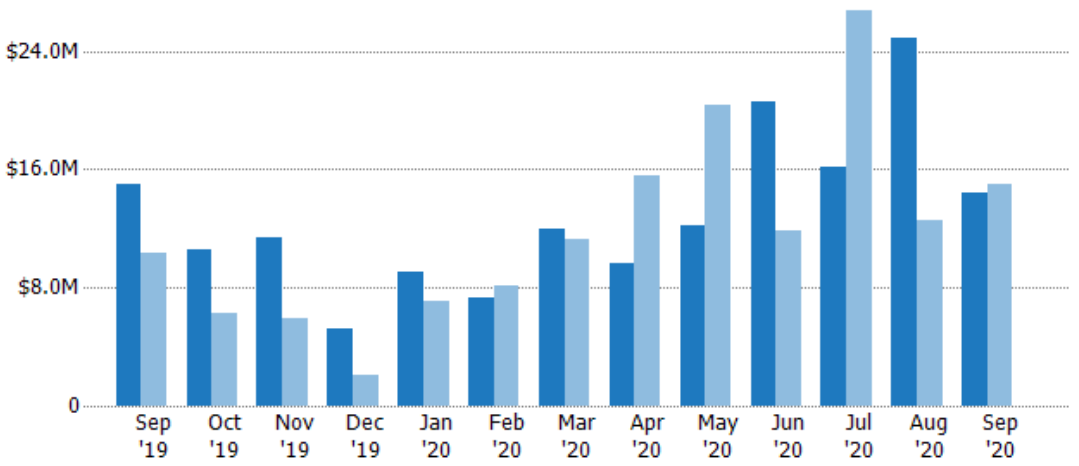
New Listing Volume

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.
Sep '20	\$14.5M	-3.5%
Sep '19	\$15M	44.8%
Sep '18	\$10.4M	6.8%



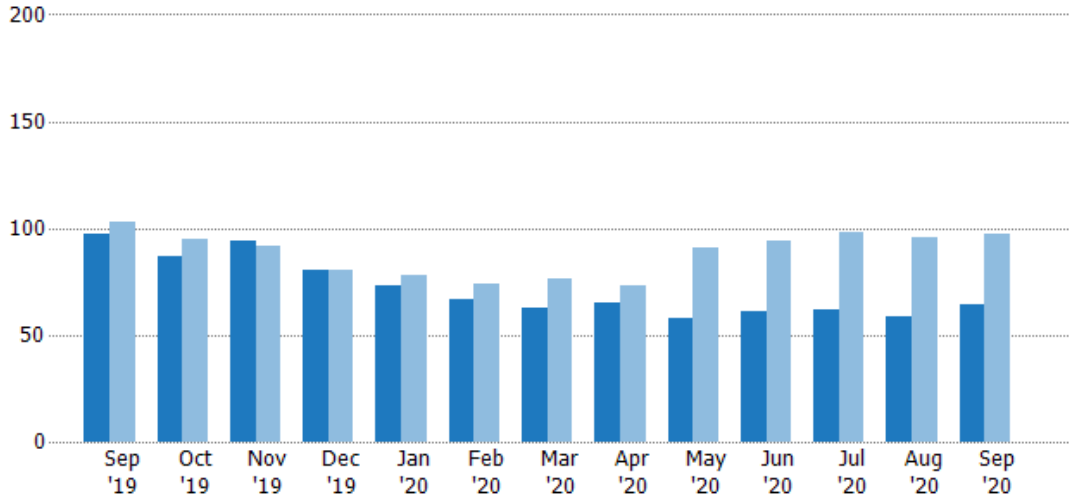
Current Year	\$15M	\$10.6M	\$11.4M	\$5.26M	\$9.02M	\$7.29M	\$12M	\$9.66M	\$12.1M	\$20.5M	\$16.1M	\$24.9M	\$14.5M
Prior Year	\$10.4M	\$6.29M	\$5.89M	\$2.05M	\$7.03M	\$8.15M	\$11.2M	\$15.6M	\$20.4M	\$11.9M	\$26.8M	\$12.6M	\$15M
Percent Change from Prior Year	45%	69%	94%	157%	28%	-11%	6%	-38%	-40%	73%	-40%	98%	-4%

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



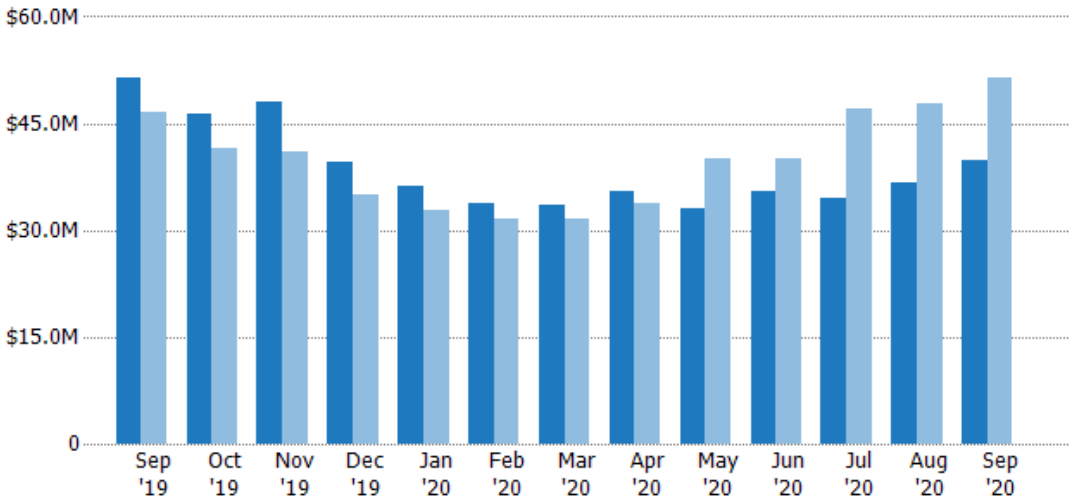
Month/Year	Count	% Chg.
Sep '20	64	-34%
Sep '19	97	-5.8%
Sep '18	103	1%

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.
Sep '20	\$39.9M	-22.4%
Sep '19	\$51.4M	10.5%
Sep '18	\$46.5M	-2.5%

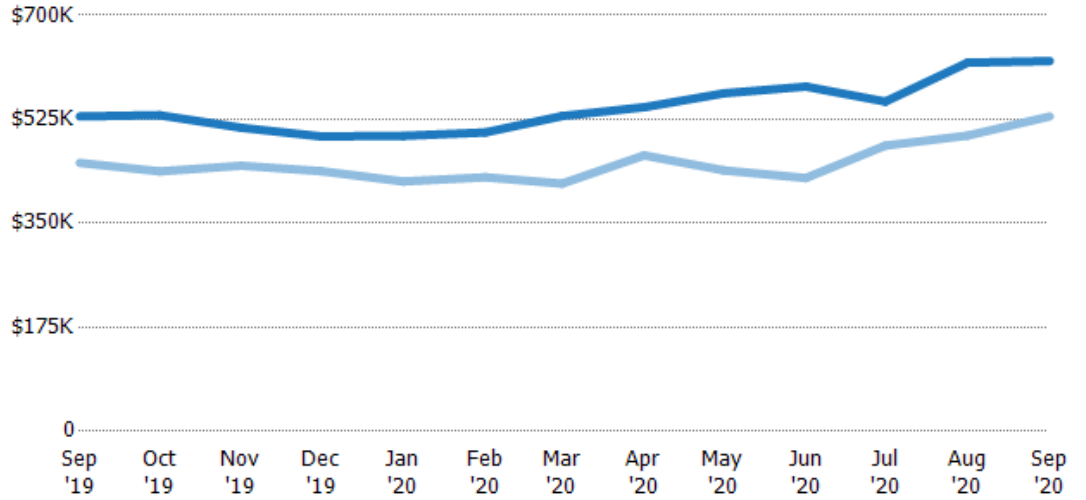
Average Listing Price

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.
Sep '20	\$623K	17.6%
Sep '19	\$530K	17.3%
Sep '18	\$452K	-3.4%



Current Year	\$530K	\$532K	\$511K	\$496K	\$497K	\$503K	\$530K	\$545K	\$569K	\$580K	\$555K	\$620K	\$623K
Prior Year	\$452K	\$437K	\$447K	\$438K	\$420K	\$427K	\$417K	\$464K	\$439K	\$426K	\$481K	\$498K	\$530K
Percent Change from Prior Year	17%	22%	14%	13%	18%	18%	27%	17%	30%	36%	15%	25%	18%

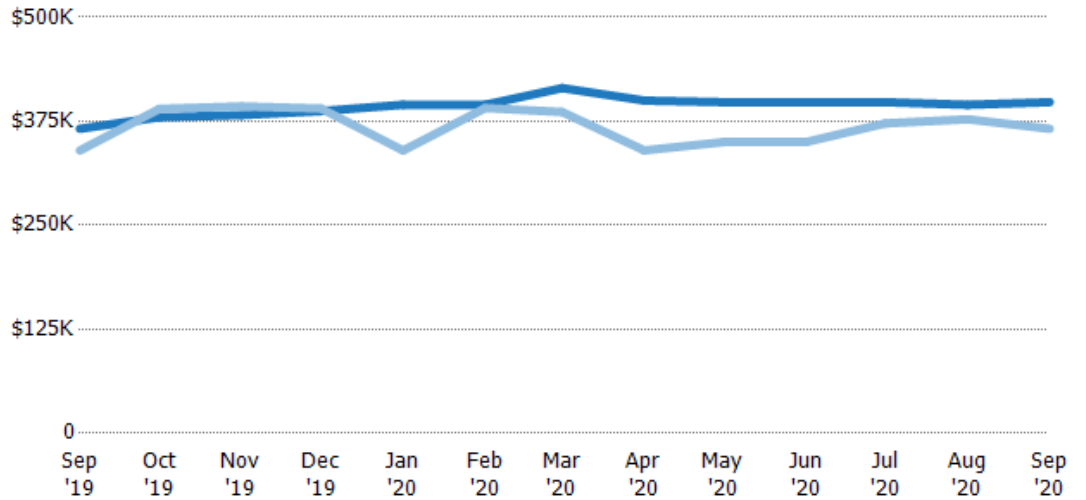
Median Listing Price

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.
Sep '20	\$398K	8.7%
Sep '19	\$366K	7.7%
Sep '18	\$340K	-5.9%



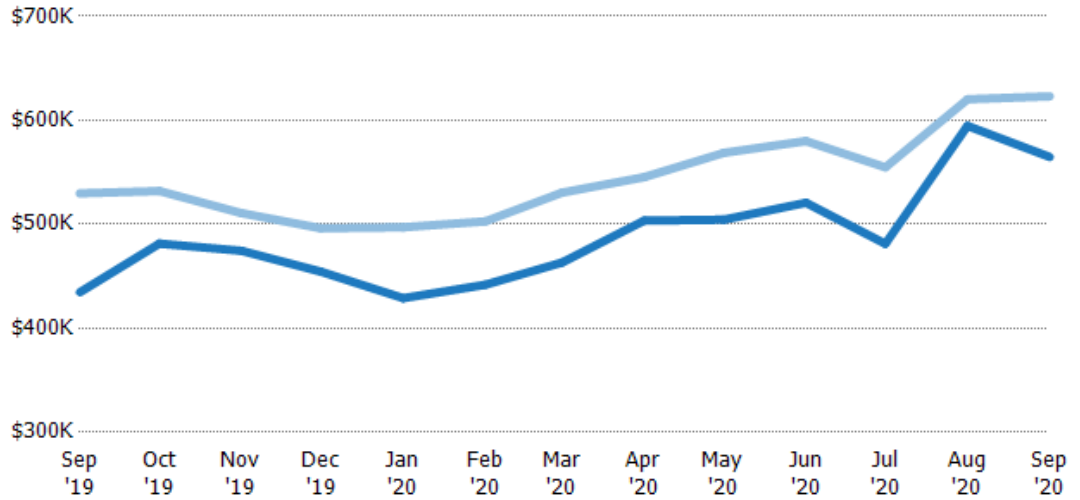
Current Year	\$366K	\$380K	\$382K	\$387K	\$395K	\$395K	\$415K	\$400K	\$398K	\$398K	\$398K	\$395K	\$398K
Prior Year	\$340K	\$390K	\$393K	\$390K	\$340K	\$391K	\$386K	\$340K	\$350K	\$350K	\$372K	\$377K	\$366K
Percent Change from Prior Year	8%	-3%	-3%	-1%	16%	1%	7%	18%	14%	14%	7%	5%	9%

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



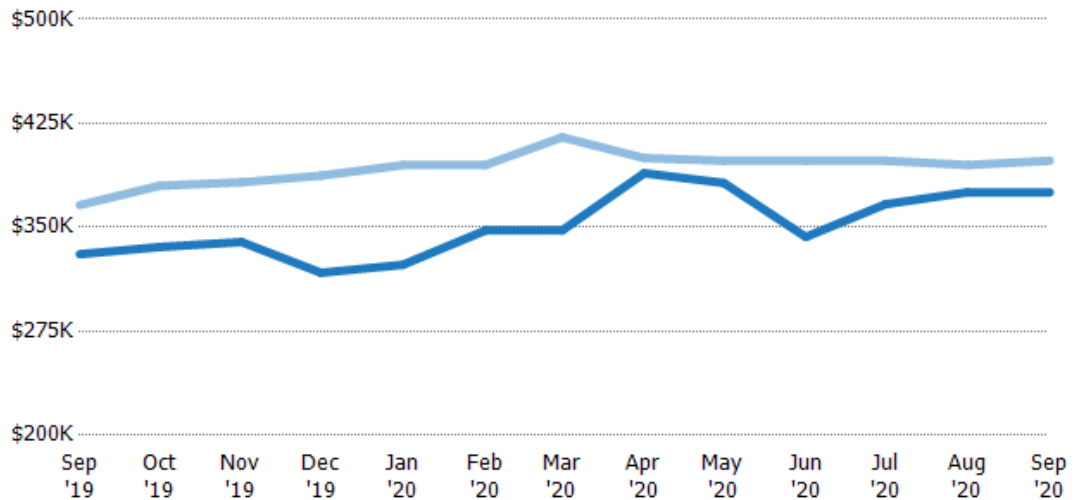
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$435K	\$481K	\$475K	\$454K	\$429K	\$442K	\$463K	\$504K	\$504K	\$521K	\$481K	\$595K	\$565K
Avg Listing Price	\$530K	\$532K	\$511K	\$496K	\$497K	\$503K	\$530K	\$545K	\$569K	\$580K	\$555K	\$620K	\$623K
Avg Listing Price as a % of Avg Est Value	122%	111%	108%	109%	116%	114%	115%	108%	113%	111%	115%	104%	110%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$331K	\$336K	\$339K	\$317K	\$323K	\$348K	\$348K	\$389K	\$382K	\$343K	\$367K	\$375K	\$375K
Median Listing Price	\$366K	\$380K	\$382K	\$387K	\$395K	\$395K	\$415K	\$400K	\$398K	\$398K	\$398K	\$395K	\$398K
Med Listing Price as a % of Med Est Value	111%	113%	113%	122%	122%	114%	119%	103%	104%	116%	109%	105%	106%

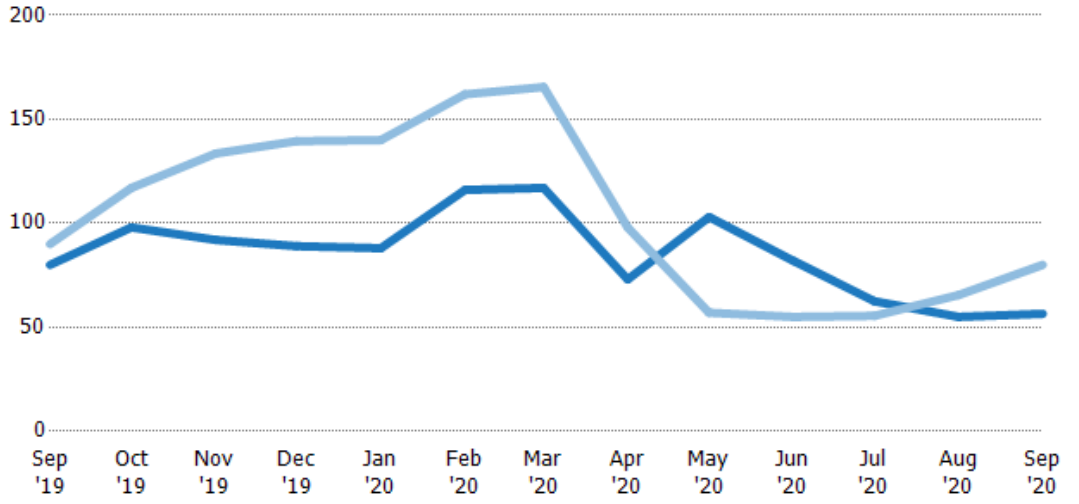
Median Days in RPR

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.
Sep '20	56.5	-29.4%
Sep '19	80	-11.1%
Sep '18	90	6.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	80	98	92	89	88	116	117	73	103	82	62.5	55	56.5
Prior Year	90	117	134	140	140	162	166	98	57	55	55.5	65.5	80
Percent Change from Prior Year	-11%	-16%	-31%	-36%	-37%	-28%	-29%	-26%	81%	49%	13%	-16%	-29%

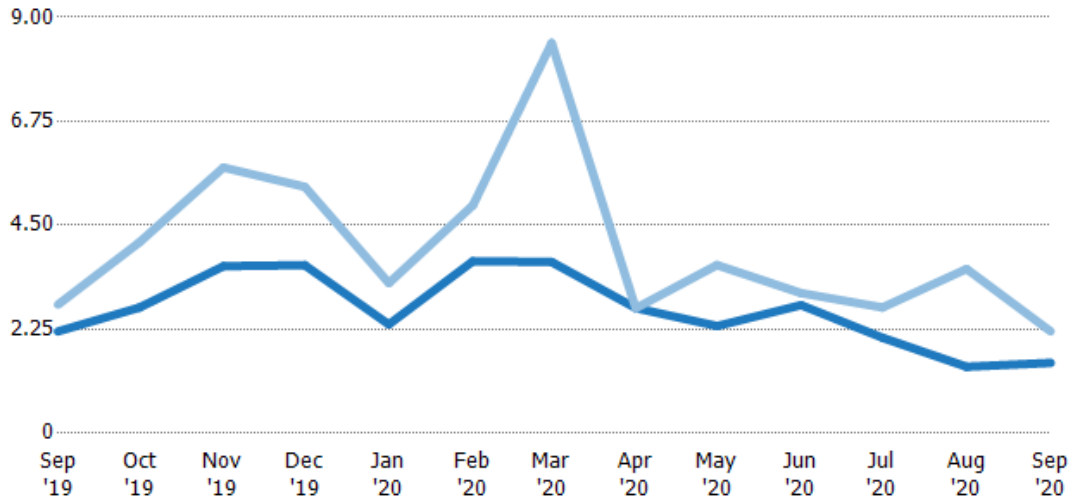
Months of Inventory

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.
Sep '20	1.52	-30.9%
Sep '19	2.2	-20.8%
Sep '18	2.78	9.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	2.2	2.72	3.62	3.64	2.35	3.72	3.71	2.71	2.32	2.77	2.07	1.44	1.52
Prior Year	2.78	4.13	5.75	5.33	3.25	4.93	8.44	2.7	3.64	3.03	2.72	3.56	2.2
Percent Change from Prior Year	-21%	-34%	-37%	-32%	-28%	-25%	-56%	0%	-36%	-9%	-24%	-60%	-31%

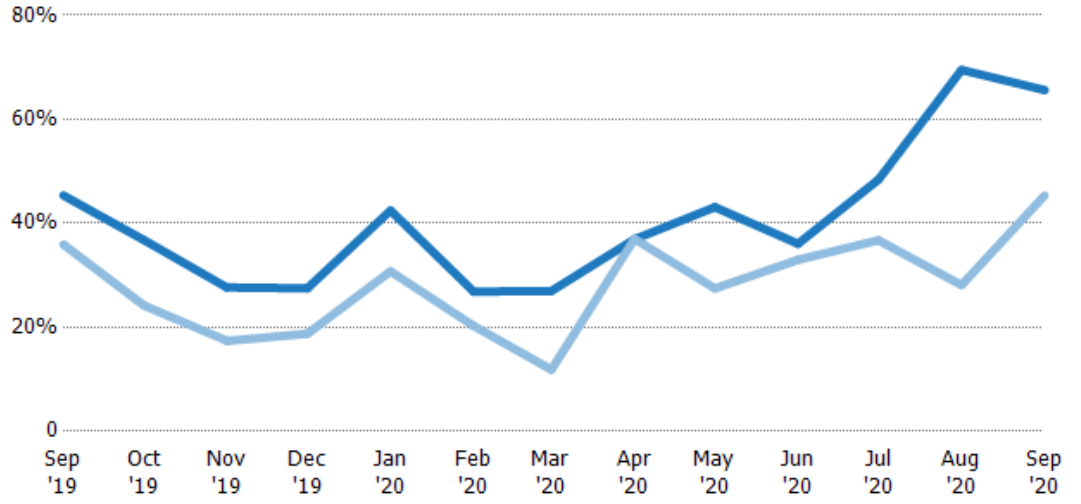
Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
Sep '20	66%	-20.3%
Sep '19	45%	-9.4%
Sep '18	36%	-9%



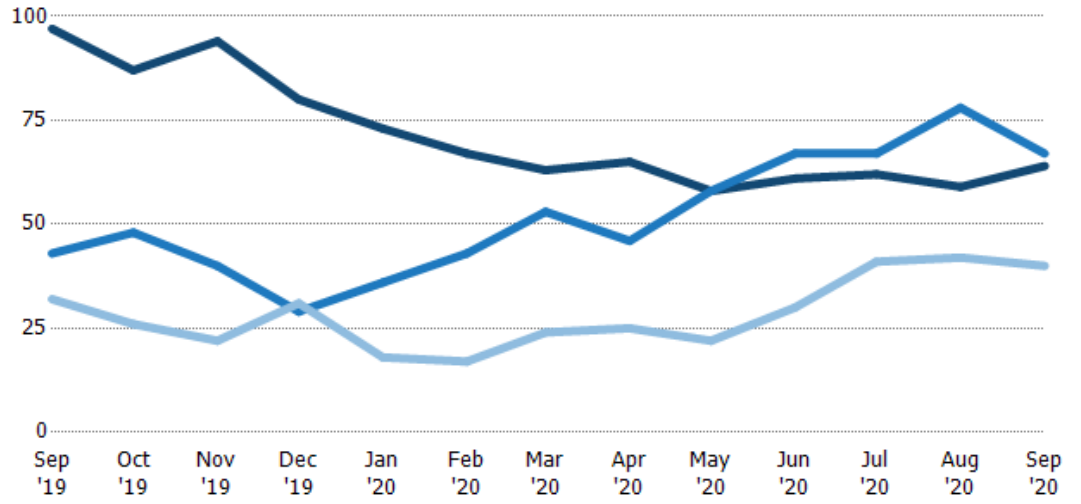
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	45%	37%	28%	28%	42%	27%	27%	37%	43%	36%	48%	69%	66%
Prior Year	36%	24%	17%	19%	31%	20%	12%	37%	27%	33%	37%	28%	45%
Change from Prior Year	-9%	-13%	-10%	-9%	-12%	-7%	-15%	0%	-16%	-3%	-12%	-41%	-20%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	97	87	94	80	73	67	63	65	58	61	62	59	64
Pending	43	48	40	29	36	43	53	46	58	67	67	78	67
Sold	32	26	22	31	18	17	24	25	22	30	41	42	40

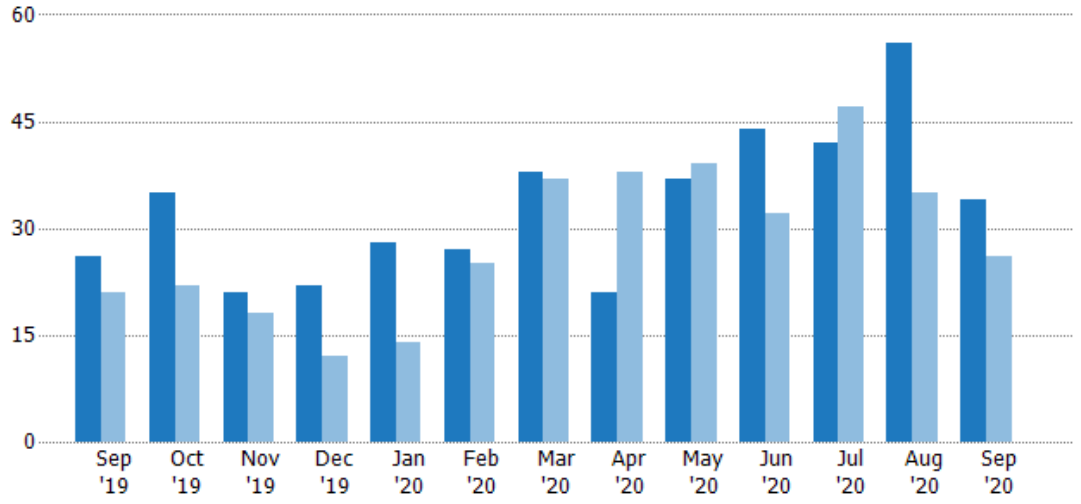
New Pending Sales

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.
Sep '20	34	30.8%
Sep '19	26	23.8%
Sep '18	21	38.1%



Current Year	26	35	21	22	28	27	38	21	37	44	42	56	34
Prior Year	21	22	18	12	14	25	37	38	39	32	47	35	26
Percent Change from Prior Year	24%	59%	17%	83%	100%	8%	3%	-45%	-5%	38%	-11%	60%	31%

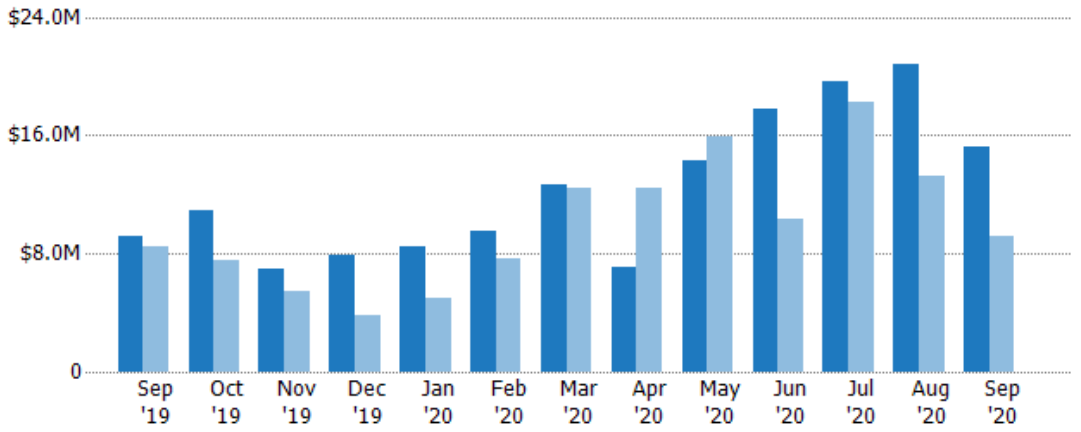
New Pending Sales Volume

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.
Sep '20	\$15.3M	65.4%
Sep '19	\$9.22M	9.2%
Sep '18	\$8.44M	13.8%



Current Year	\$9.22M	\$10.9M	\$6.94M	\$7.93M	\$8.5M	\$9.52M	\$12.6M	\$7.11M	\$14.3M	\$17.7M	\$19.6M	\$20.8M	\$15.3M
Prior Year	\$8.44M	\$7.57M	\$5.43M	\$3.79M	\$5.01M	\$7.67M	\$12.4M	\$12.4M	\$15.9M	\$10.4M	\$18.3M	\$13.2M	\$9.22M
Percent Change from Prior Year	9%	44%	28%	110%	70%	24%	2%	-43%	-10%	71%	7%	57%	65%

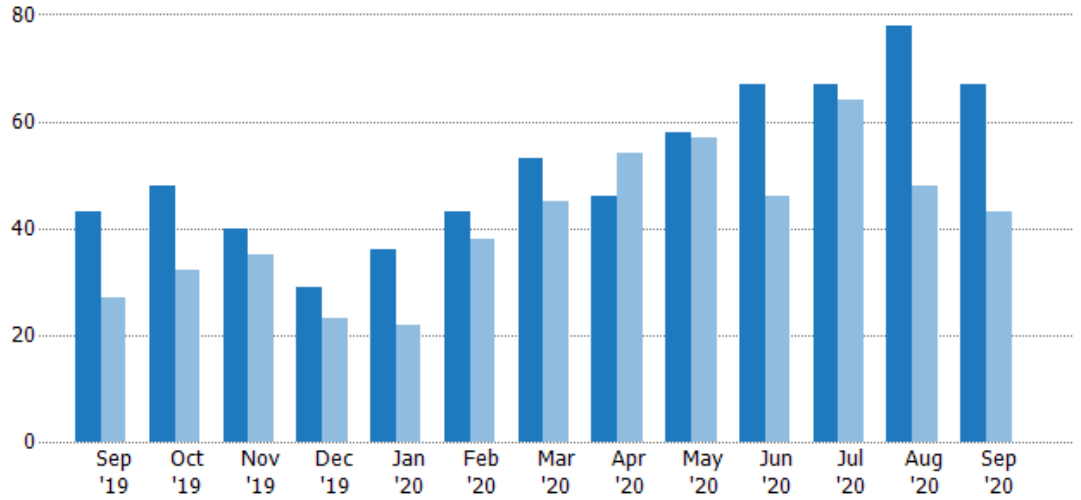
Pending Sales

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.
Sep '20	67	55.8%
Sep '19	43	59.3%
Sep '18	27	25.9%



Current Year	43	48	40	29	36	43	53	46	58	67	67	78	67
Prior Year	27	32	35	23	22	38	45	54	57	46	64	48	43
Percent Change from Prior Year	59%	50%	14%	26%	64%	13%	18%	-15%	2%	46%	5%	63%	56%

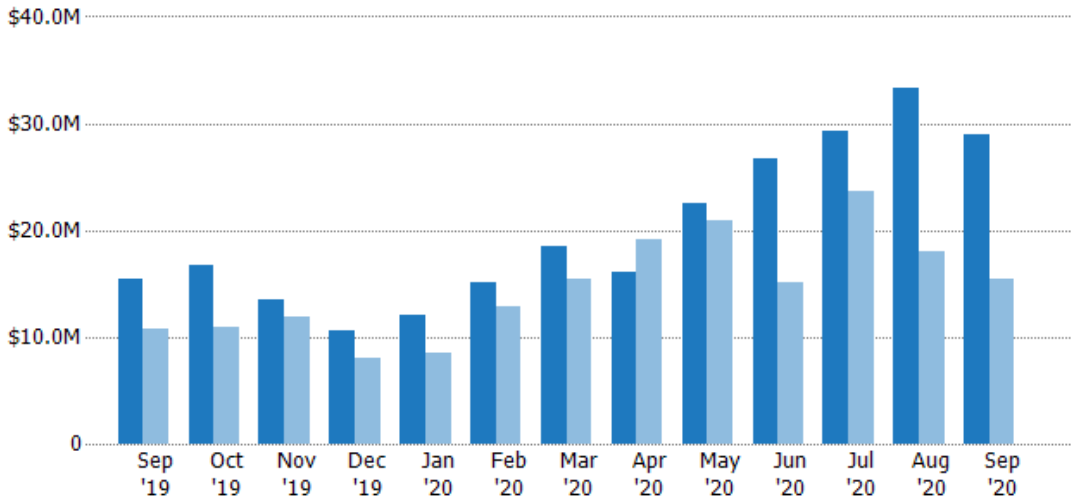
Pending Sales Volume

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.
Sep '20	\$28.9M	87.7%
Sep '19	\$15.4M	44.1%
Sep '18	\$10.7M	-1.2%



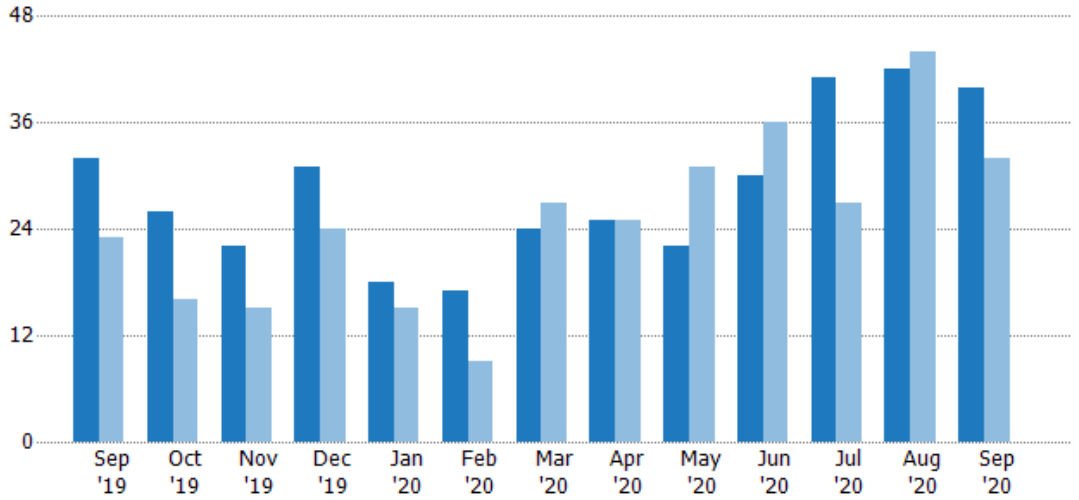
Current Year	\$15.4M	\$16.7M	\$13.5M	\$10.6M	\$12M	\$15.1M	\$18.4M	\$16M	\$22.5M	\$26.7M	\$29.3M	\$33.2M	\$28.9M
Prior Year	\$10.7M	\$11M	\$11.8M	\$8.03M	\$8.54M	\$12.8M	\$15.4M	\$19.1M	\$20.9M	\$15.1M	\$23.7M	\$18M	\$15.4M
Percent Change from Prior Year	44%	52%	14%	31%	41%	18%	19%	-16%	8%	77%	24%	85%	88%

Closed Sales

The total number of residential properties 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



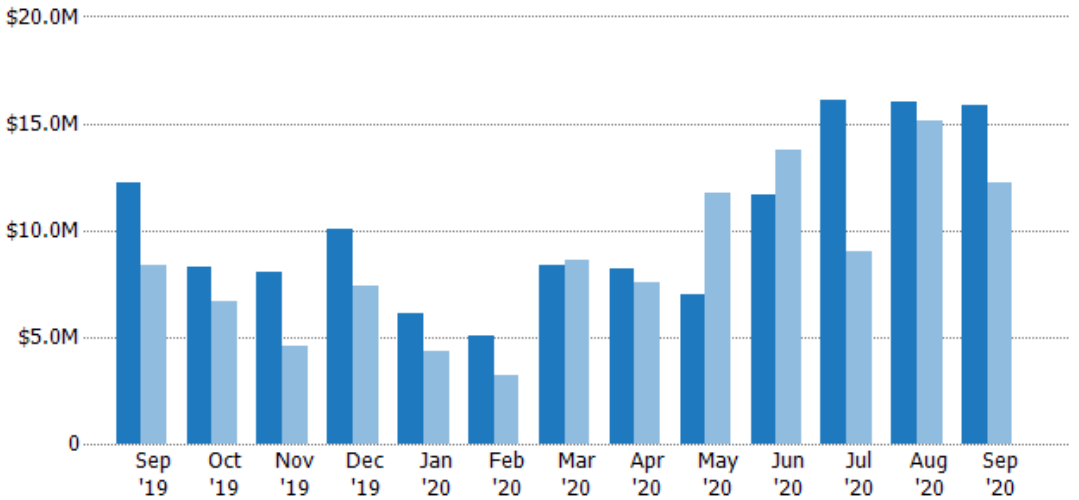
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	40	32	25%
Sep '19	32	23	39.1%
Sep '18	23	16	21.7%

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



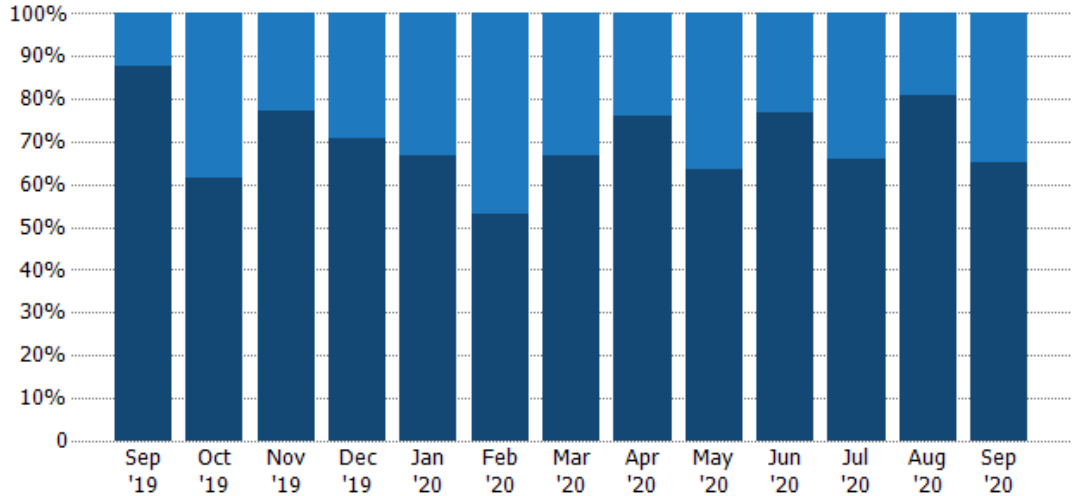
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '20	\$15.8M	\$12.2M	29.7%
Sep '19	\$12.2M	\$8.32M	46.7%
Sep '18	\$8.32M	\$6.66M	27.2%

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



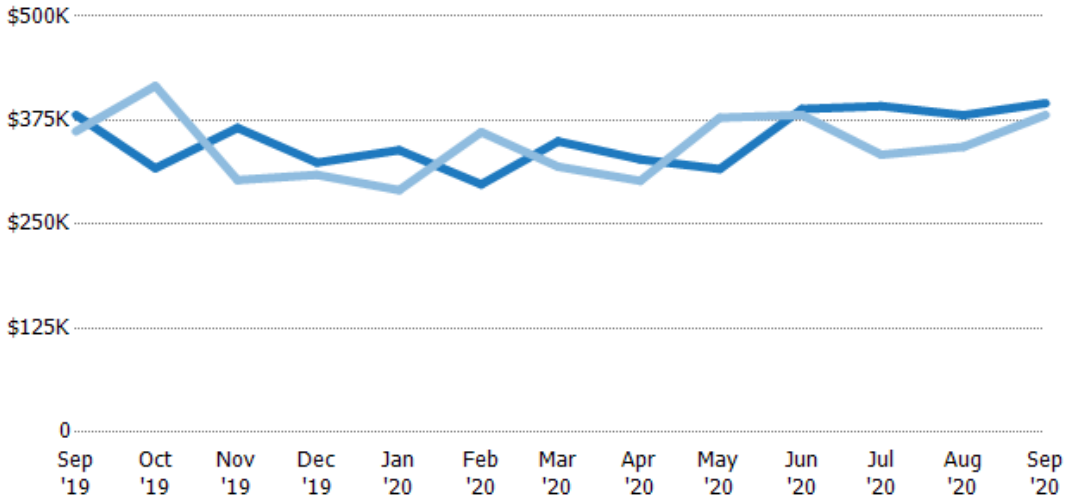
Condo/Townhouse	13%	38%	23%	29%	33%	47%	33%	24%	36%	23%	34%	19%	35%
Single Family Residence	88%	62%	77%	71%	67%	53%	67%	76%	64%	77%	66%	81%	65%

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



Current Year	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$392K	\$381K	\$396K
Prior Year	\$362K	\$416K	\$303K	\$309K	\$291K	\$361K	\$319K	\$302K	\$378K	\$381K	\$334K	\$343K	\$381K
Percent Change from Prior Year	5%	-24%	21%	5%	17%	-17%	10%	9%	-16%	2%	18%	11%	4%

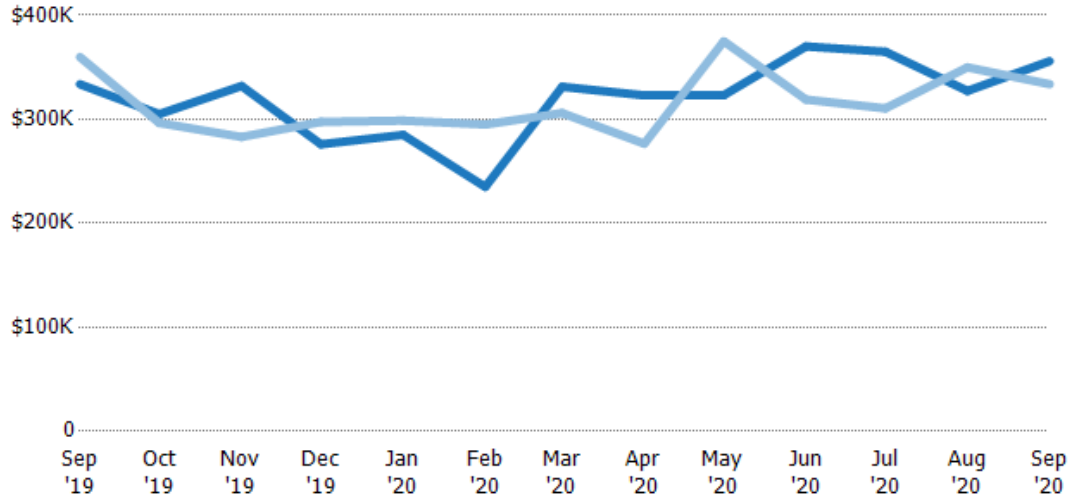
Median Sales Price

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.
Sep '20	\$356K	6.6%
Sep '19	\$334K	-7.3%
Sep '18	\$360K	-13.2%



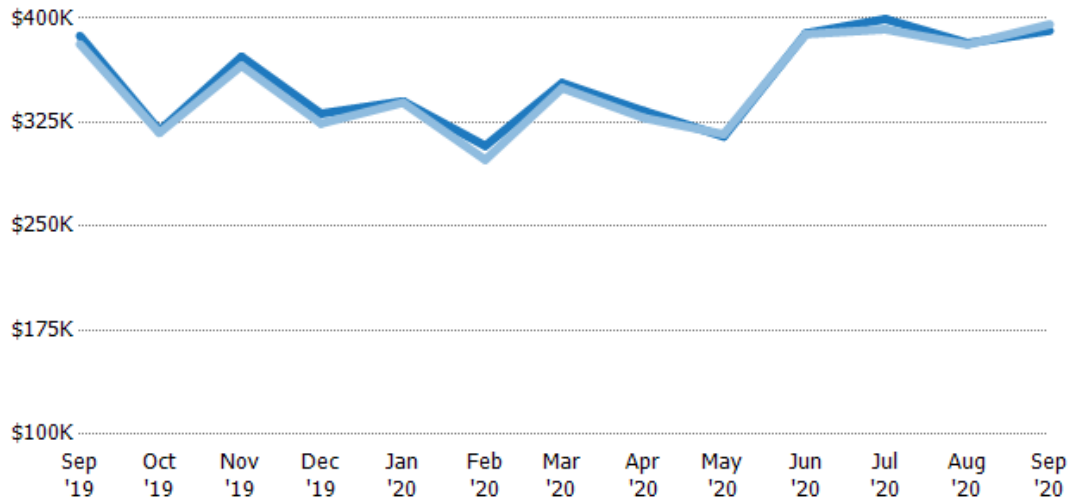
Current Year	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K	\$327K	\$356K
Prior Year	\$360K	\$296K	\$283K	\$298K	\$299K	\$295K	\$306K	\$277K	\$375K	\$319K	\$311K	\$350K	\$334K
Percent Change from Prior Year	-7%	3%	17%	-7%	-5%	-20%	8%	17%	-14%	16%	18%	-6%	7%

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



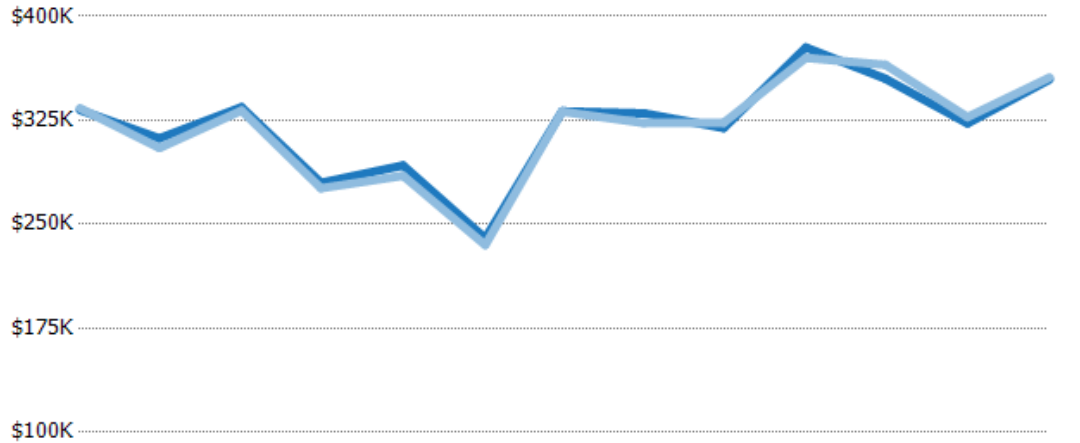
Avg List Price	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$399K	\$382K	\$391K
Avg Sales Price	\$381K	\$317K	\$366K	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$392K	\$381K	\$396K
Avg Sales Price as a % of Avg List Price	98%	99%	98%	98%	100%	97%	99%	99%	101%	100%	98%	100%	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



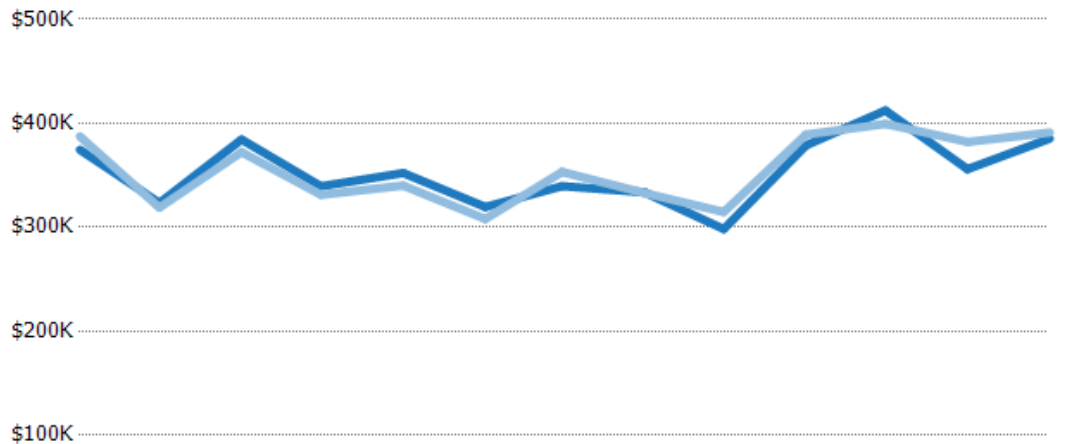
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K	\$323K	\$354K
Median Sales Price	\$334K	\$305K	\$332K	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K	\$327K	\$356K
Med Sales Price as a % of Med List Price	100%	98%	99%	99%	97%	98%	100%	98%	101%	98%	103%	101%	100%

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



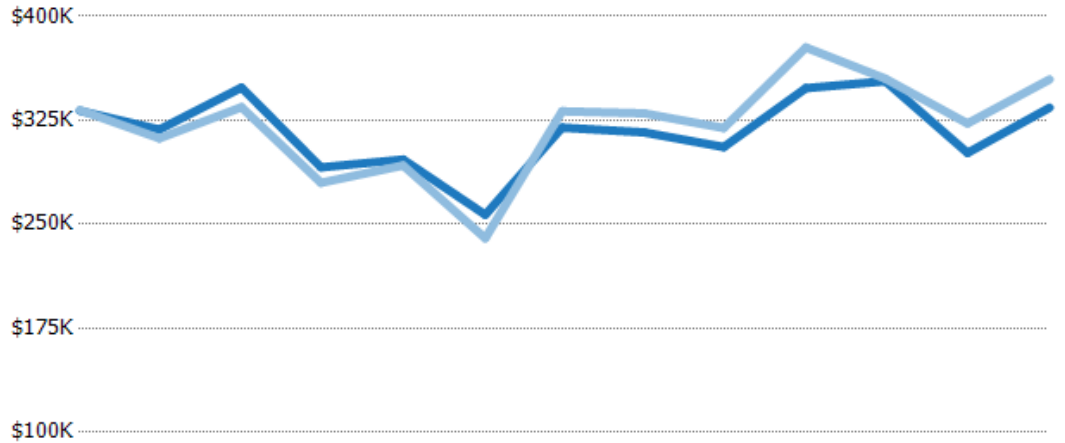
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$375K	\$323K	\$384K	\$339K	\$352K	\$320K	\$340K	\$334K	\$298K	\$379K	\$412K	\$356K	\$385K
Avg Sales Price	\$387K	\$319K	\$372K	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$399K	\$382K	\$391K
Avg Sales Price as a % of Avg Est Value	103%	99%	97%	98%	97%	96%	104%	100%	106%	103%	97%	107%	102%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$332K	\$318K	\$349K	\$291K	\$297K	\$257K	\$320K	\$316K	\$306K	\$348K	\$353K	\$301K	\$334K
Median Sales Price	\$332K	\$312K	\$334K	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K	\$323K	\$354K
Med Sales Price as a % of Med Est Value	100%	98%	96%	96%	99%	93%	104%	104%	104%	108%	101%	107%	106%