

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 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	52	-40.4%	31	52	-40.4%
New Listing Volume	\$10,219,900	\$18,762,300	-45.5%	\$10,219,900	\$18,762,300	-45.5%
Active Listing Count	62	96	-35.4%	62	96	-35.4%
Active Listing Volume	\$32,396,254	\$38,758,541	-16.4%	\$32,396,254	\$38,758,541	-16.4%
Average Listing Price	\$522,520	\$403,735	+29.4%	\$522,520	\$403,735	+29.4%
Median Listing Price	\$392,400	\$322,450	+21.7%	\$392,400	\$322,450	+21.7%
Median Days in RPR	56.5	63	-10.3%	56.5	63	-10.3%
Months of Inventory	_	_	-	2.7	6.9	-60.7%
Absorption Rate	_	_	+-	37.1%	14.58%	+22.5%
Sales Activity Charts Metrics						
New Pending Sales Count	29	43	-32.6%	29	43	-32.6%
New Pending Sales Volume	\$9,062,900	\$13,267,890	-31.7%	\$9,062,900	\$13,267,890	-31.7%
Pending Sales Count	47	63	-25.4%	47	63	-25.4%
Pending Sales Volume	\$15,240,095	\$19,379,390	-21.4%	\$15,240,095	\$19,379,390	-21.4%
Closed Sales Count	13	23	-43.5%	13	23	-43.5%
Closed Sales Volume	\$3,825,650	\$7,104,275	-46.2%	\$3,825,650	\$7,104,275	-46.2%
Average Sales Price	\$294,281	\$308,882	-4.7%	\$294,281	\$308,882	-4.7%
Median Sales Price	\$311,000	\$276,500	+12.5%	\$311,000	\$276,500	+12.5%

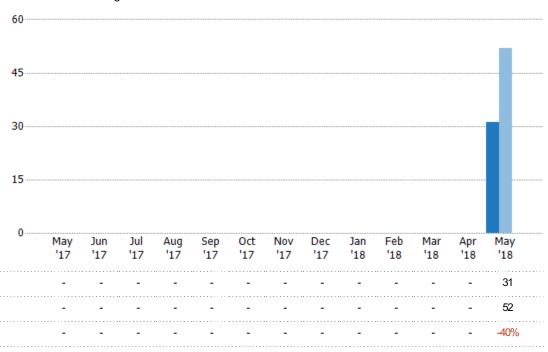




New Listings

The number of new single-family, condominium and townhome listings that were added each month.





New Listing Volume

Percent Change from Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.



Current Year

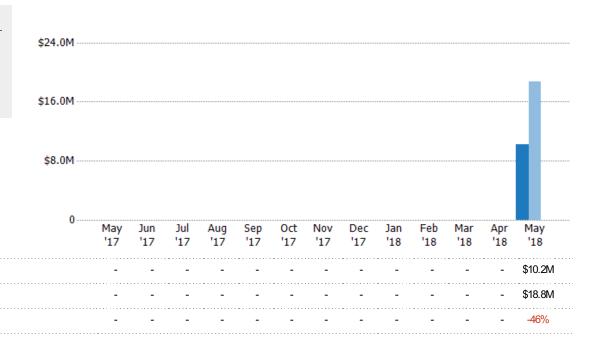
Prior Year

Current Year

Prior Year

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

Percent Change from Prior Year

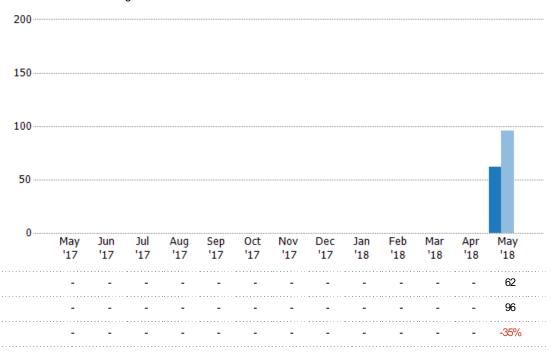




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

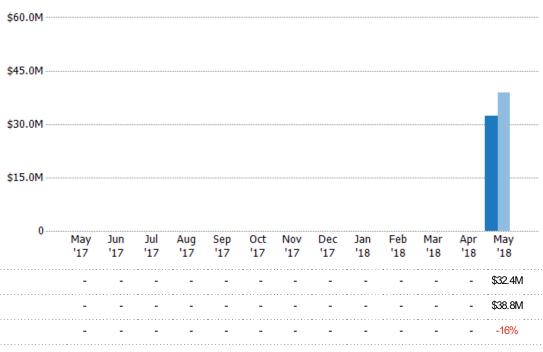
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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



Current Year

Percent Change from Prior Year



\$404K

29%



Market Data Report

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$600K												
Filters Used	4.50.1												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single	\$450K												
Family Residence	\$300K												
	\$150K												
	0												
	May		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$523k

Median Listing Price

Percent Change from Prior Year

Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence \$300K \$200K \$100K

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$392K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$322K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22%





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.

Avg Est Value	'17 -	'17 -	'17 -	'17 -	'17 	-	<u>-</u>	-	'18 -	'18 -	'18 -	'18 -	'18 \$497K
	'17	'17	'17	'1/	1/	1/	17	17	18	'18	18	'18	'18
	0 May	Jun	Jul	Aug	Sep	0ct '17	Nov '17	Dec '17	Jan	Feb	Mar	Apr	May
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$300K												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449	\$450K												
Filters Used													

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.

\$400K

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type:

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

,											
\$200K	 										•••••
\$100K	 										
•											
0 May '17		Aug '17							Mar	Apr '18	Ma
May			Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb	Mar '18	Apr	Ma '18
May		Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17 -	Jan '18 -	Feb '18	Mar '18	Apr '18	Ma ⁻

Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value



63



Market Data Report

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.

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	56.5
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18
	23												
Condo/Townhouse/Apt, Single Family Residence	45												
ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type:	68												
Filters Used	90												**********

Months of Inventory

Percent Change from Prior Year

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

1.25

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

 5.00

 3.75

 2.50

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	_	_	-	-	_	_	-	-	3.44
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.43
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%





Absorption Rate

The percentage of inventory sold per month.

	ltom.	
\Box	11015	Used

Family Residence

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

30%

20%

10%

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	29%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	29%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and 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

70
53
35

18

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	62
Pending	-	-	-	-	-	-	-	-	-	-	-	-	47
Sold	-	-	-	-	-	-	-	-	-	-	-	-	13





Current Year

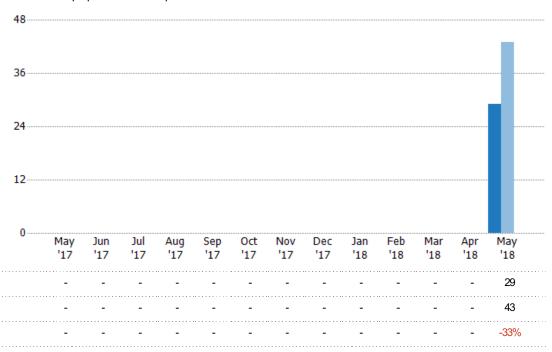
Prior Year

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

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



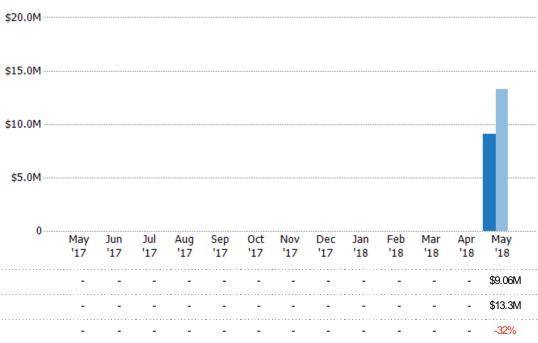
New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome 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





Current Year

Percent Change from Prior Year

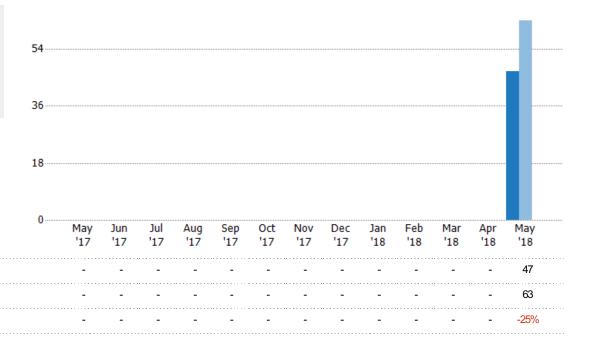


Pending Sales

The number of single-family, condominium and townhome 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



Pending Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

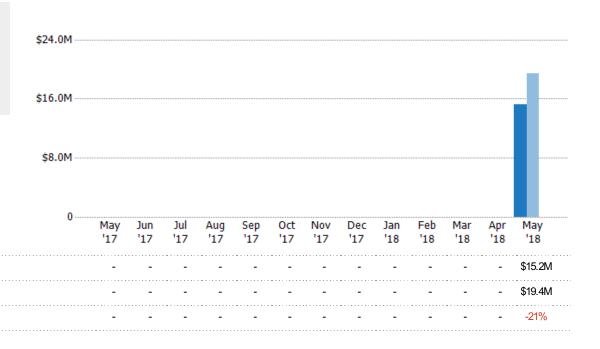
Filters Used

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449

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

Percent Change from Prior Year

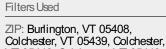


Current Year



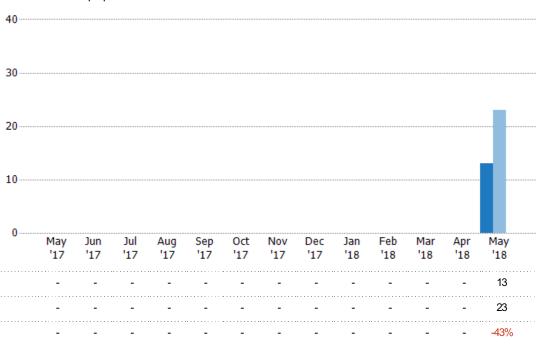
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.



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

Family Residence



Closed Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

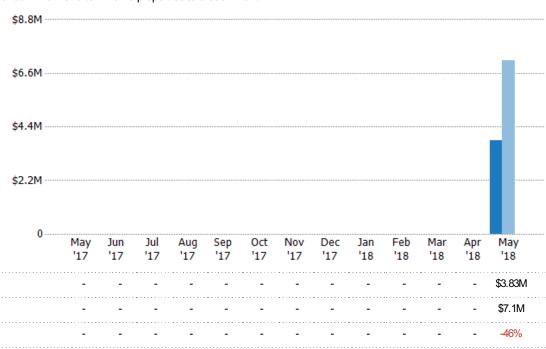


Current Year

Prior Year

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

Percent Change from Prior Year



Current Year



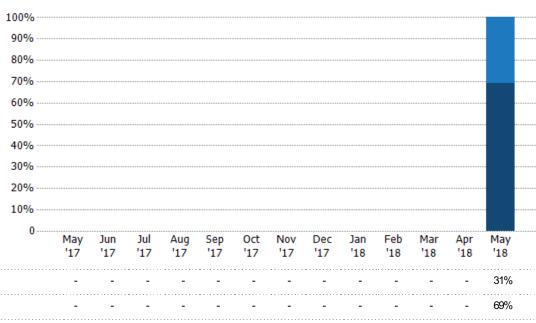


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



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



Average Sales Price

Single Family Residence

Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

\$100K

Filters Used

Current Year

Percent Change from Prior Year

Prior Year

ZIP: Burlington, VT 05408, Colchester, VT 05439, Colchester, VT 05446, Colchester, VT 05449 Property Type: Condo/Townhouse/Apt, Single Family Residence \$400K \$300K \$200K

0 May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 \$294K \$309K





-5%



Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

\$400K

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

\$100K -----

0												
May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
-	-	-	-	-	-	-	-	-	-	-	-	\$311K
-	-	-	-	-	-	-	-	-	-	-	-	\$277K
-	-	-	-	-	-	-	-	-	-	-	-	12%

Average Sales Price vs Average Listing Price

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

\$75K

Filters Used

Current Year
Prior Year

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

Percent Change from Prior Year

300K
225K
150K

May Jun Jul Sep 0ct Νον Dec Jan Feb Mar Apr May Aug '17 '17 '18 '18

Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$294K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%





Median Sales Price vs Median Listing Price

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

\$400K

Filters Used

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

\$100K

0 May Jun Jul Aug Sep 0ct Nov Dec Feb Mar Apr May '17 '17 '17 '18 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$300K \$311K 104%

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.

\$75K

Filters Used

Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price

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

\$300K
\$225K
\$150K

0 May Jul Sep 0ct Νον Feb Mar May Jun Aug Dec Jan Apr '17 '17 '17 '17 '17 '18 '18 \$274K \$300K 109%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



\$300K

110%



Market Data Report

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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$300K												
\$225K												
\$150K												
\$75K												
•												
May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
-	-	-	-	-	-	-	-	-	-	-	-	\$272K



