

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	43	32	+34.4%	258	251	+2.8%
New Listing Volume	\$20,964,402	\$11,311,500	+85.3%	\$106,754,221	\$94,301,867	+13.2%
Active Listing Count	37	61	-39.3%	N/A	N/A	
Active Listing Volume	\$20,569,800	\$26,163,867	-21.4%	N/A	N/A	
Average Listing Price	\$555,941	\$428,916	+29.6%	\$460,817	\$415,939	+10.8%
Median Listing Price	\$425,000	\$334,900	+26.9%	\$370,211	\$349,612	+5.9%
Median Days in RPR	35	53	-34%	40.94	58.51	-30%
Months of Inventory	0.8	2.4	-67%	1.6	2.2	-26.5%
Absorption Rate	124.32%	40.98%	+83.3%	61.71%	45.34%	+16.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	50	33	+51.5%	261	246	+6.1%
New Pending Sales Volume	\$20,342,602	\$10,906,650	+86.5%	\$100,460,716	\$90,010,750	+11.6%
Pending Sales Count	61	42	+45.2%	N/A	N/A	
Pending Sales Volume	\$25,249,002	\$14,010,300	+80.2%	N/A	N/A	
Closed Sales Count	44	40	+10%	201	195	+3.1%
Closed Sales Volume	\$19,260,850	\$13,799,901	+39.6%	\$72,882,411	\$70,008,567	+4.1%
Average Sales Price	\$437,747	\$344,998	+26.9%	\$362,599	\$359,018	+1%
Median Sales Price	\$372,775	\$338,050	+10.3%	\$331,463	\$322,618	+2.7%

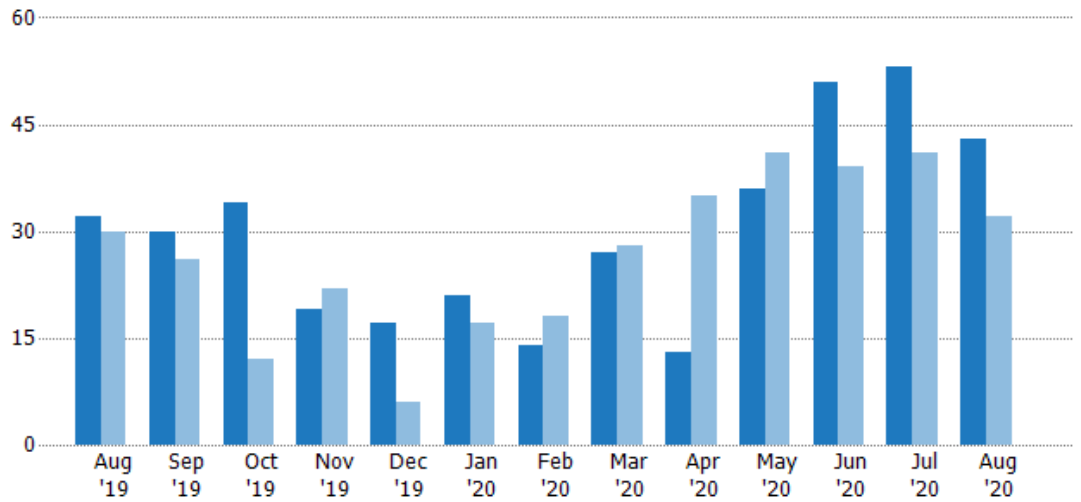
## New Listings

The number of new residential listings that were added 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	Count	% Chg.
Aug '20	43	34.4%
Aug '19	32	6.7%
Aug '18	30	6.7%



Current Year	32	30	34	19	17	21	14	27	13	36	51	53	43
Prior Year	30	26	12	22	6	17	18	28	35	41	39	41	32
Percent Change from Prior Year	7%	15%	183%	-14%	183%	24%	-22%	-4%	-63%	-12%	31%	29%	34%

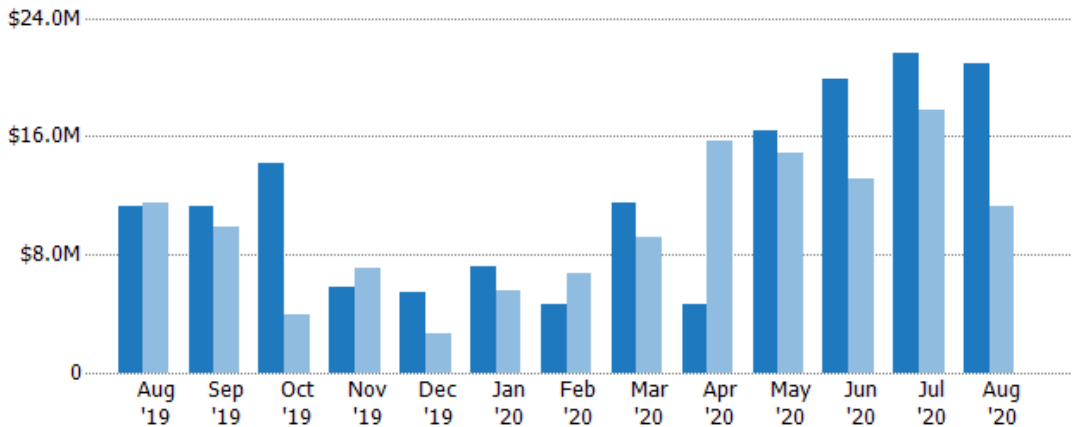
## New Listing Volume

The sum of the listing price of residential listings that were added 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	Volume	% Chg.
Aug '20	\$21M	85.3%
Aug '19	\$11.3M	-1.2%
Aug '18	\$11.5M	-15.2%



Current Year	\$11.3M	\$11.3M	\$14.2M	\$5.78M	\$5.45M	\$7.25M	\$4.6M	\$11.4M	\$4.64M	\$16.4M	\$19.9M	\$21.6M	\$21M
Prior Year	\$11.5M	\$9.87M	\$3.92M	\$7.02M	\$2.67M	\$5.55M	\$6.78M	\$9.14M	\$15.7M	\$14.9M	\$13.1M	\$17.8M	\$11.3M
Percent Change from Prior Year	-1%	14%	263%	-18%	104%	31%	-32%	25%	-70%	10%	52%	21%	85%

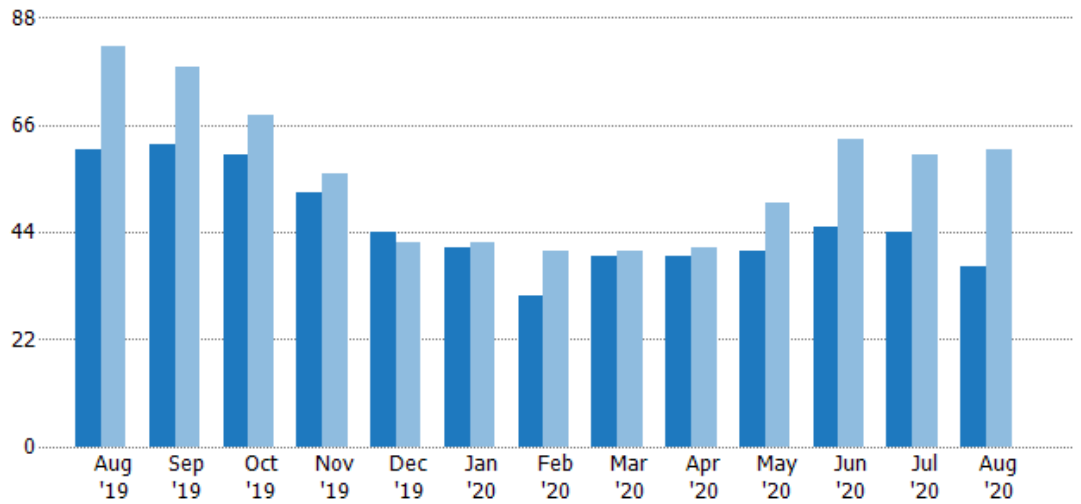
## Active Listings

The number of active residential listings at the end of 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	Count	% Chg.
Aug '20	37	-39.3%
Aug '19	61	-25.6%
Aug '18	82	-13.4%



Current Year	61	62	60	52	44	41	31	39	39	40	45	44	37
Prior Year	82	78	68	56	42	42	40	40	41	50	63	60	61
Percent Change from Prior Year	-26%	-21%	-12%	-7%	5%	-2%	-23%	-3%	-5%	-20%	-29%	-27%	-39%

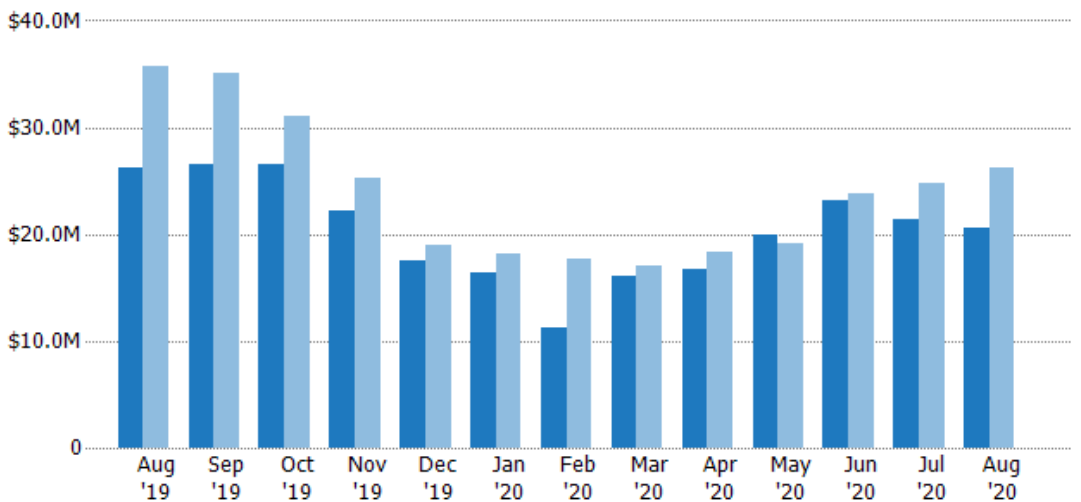
## Active Listing Volume

The sum of the listing price of active residential listings at the end of 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	Volume	% Chg.
Aug '20	\$20.6M	-21.4%
Aug '19	\$26.2M	-26.9%
Aug '18	\$35.8M	-27.4%



Current Year	\$26.2M	\$26.5M	\$26.5M	\$22.2M	\$17.6M	\$16.4M	\$11.3M	\$16.1M	\$16.7M	\$20M	\$23.1M	\$21.4M	\$20.6M
Prior Year	\$35.8M	\$35M	\$31M	\$25.3M	\$19M	\$18.2M	\$17.7M	\$17M	\$18.4M	\$19.1M	\$23.8M	\$24.8M	\$26.2M
Percent Change from Prior Year	-27%	-24%	-15%	-12%	-8%	-10%	-36%	-5%	-9%	5%	-3%	-14%	-21%

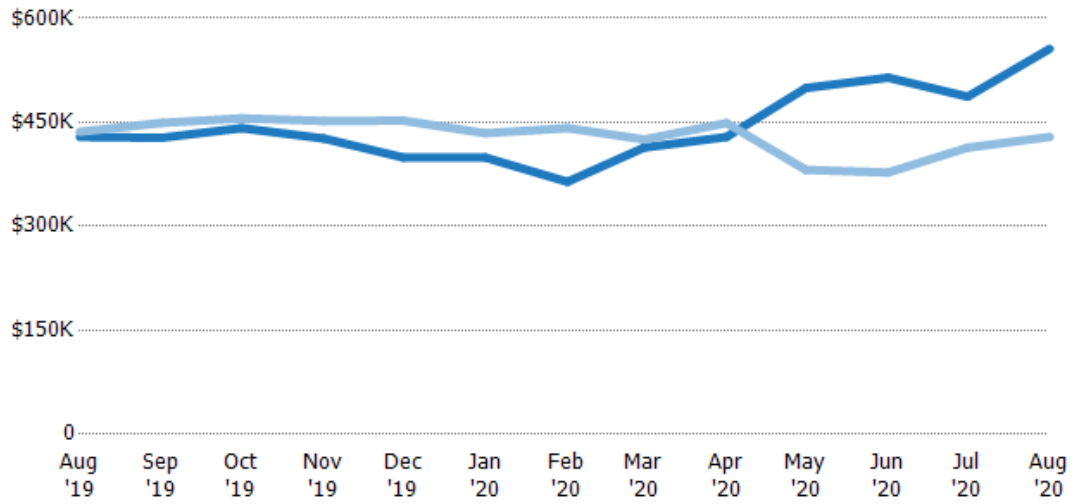
## Average Listing Price

The average listing price of active residential listings at the end of 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.
Aug '20	\$556K	29.6%
Aug '19	\$429K	-1.7%
Aug '18	\$436K	-16.2%



Current Year	\$429K	\$428K	\$442K	\$427K	\$399K	\$399K	\$364K	\$414K	\$429K	\$499K	\$514K	\$487K	\$556K
Prior Year	\$436K	\$449K	\$456K	\$452K	\$452K	\$434K	\$442K	\$425K	\$449K	\$381K	\$378K	\$413K	\$429K
Percent Change from Prior Year	-2%	-5%	-3%	-6%	-12%	-8%	-18%	-3%	-4%	31%	36%	18%	30%

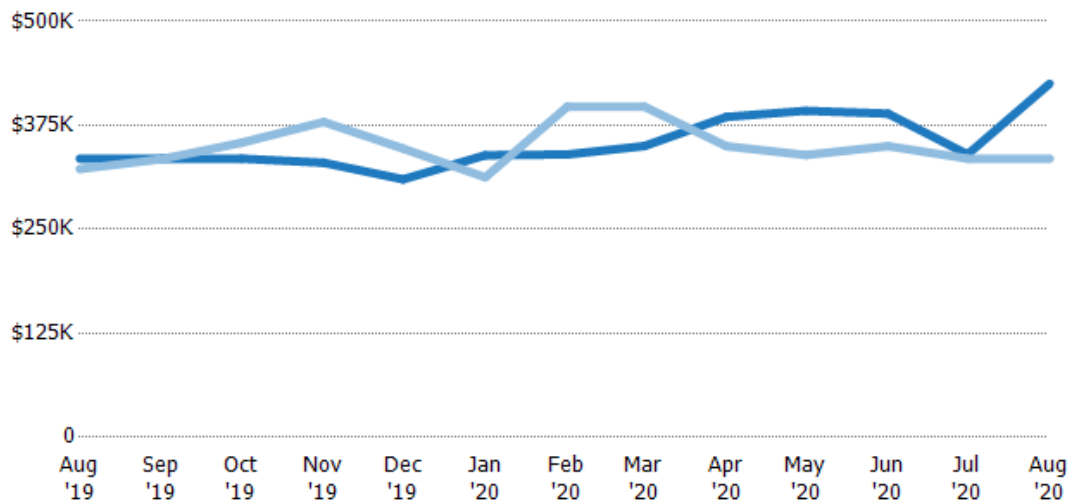
## Median Listing Price

The median listing price of active residential listings at the end of 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.
Aug '20	\$425K	26.9%
Aug '19	\$335K	3.9%
Aug '18	\$322K	-0.8%



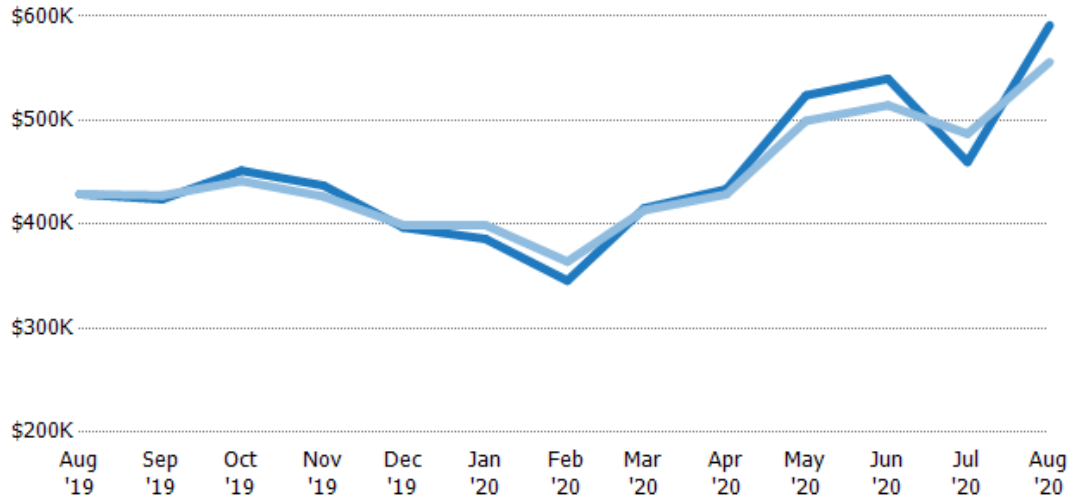
Current Year	\$335K	\$335K	\$335K	\$330K	\$310K	\$339K	\$340K	\$350K	\$385K	\$392K	\$389K	\$340K	\$425K
Prior Year	\$322K	\$334K	\$354K	\$379K	\$347K	\$313K	\$397K	\$397K	\$350K	\$339K	\$350K	\$335K	\$335K
Percent Change from Prior Year	4%	0%	-5%	-13%	-11%	8%	-14%	-12%	10%	16%	11%	2%	27%

## 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 05401,  
Burlington, VT 05402, Winooski, VT  
05404, Burlington, VT 05406,  
Burlington, VT 05408  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

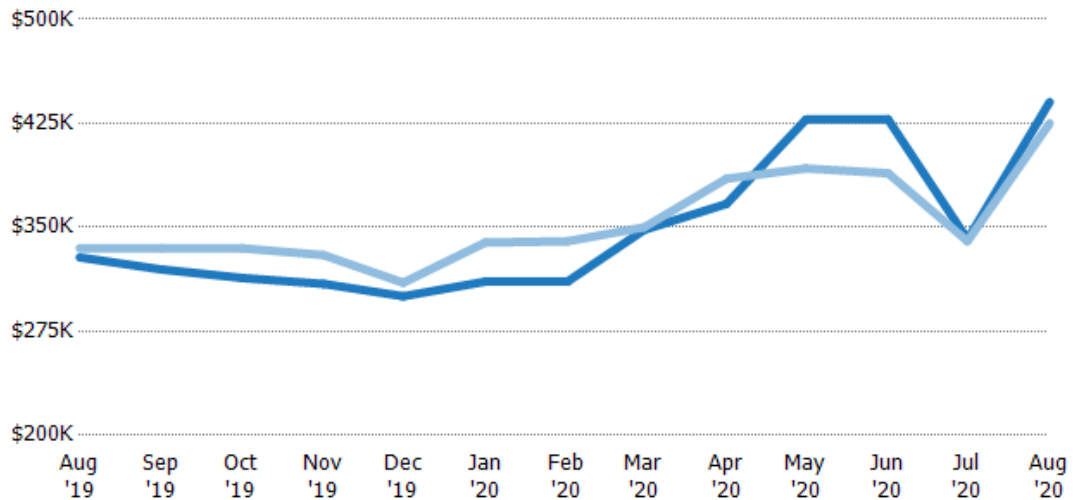


## Median Listing Price vs Median Est Value

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 05401,  
Burlington, VT 05402, Winooski, VT  
05404, Burlington, VT 05406,  
Burlington, VT 05408  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

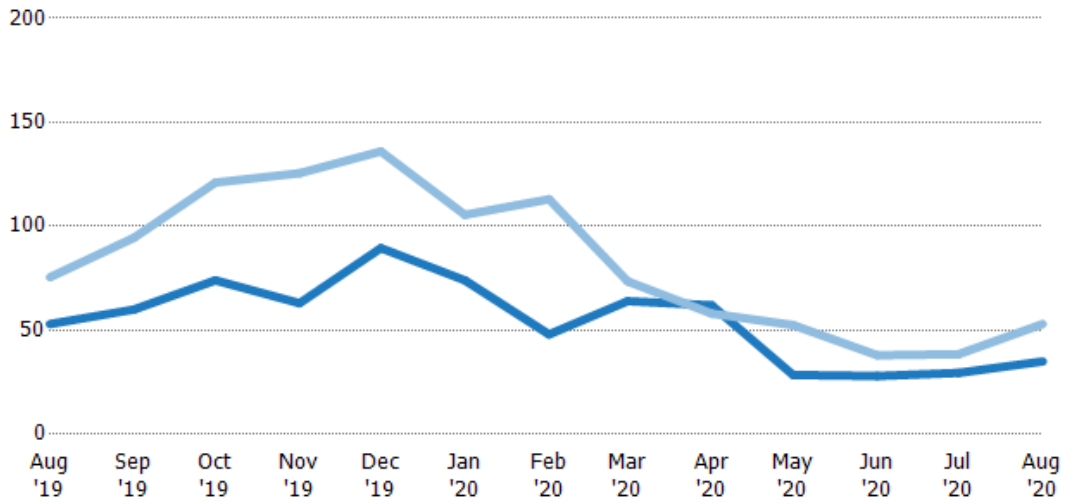


## Median Days in RPR

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 05401,  
Burlington, VT 05402, Winooski, VT  
05404, Burlington, VT 05406,  
Burlington, VT 05408  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Month/Year	Days	% Chg.
Aug '20	35	-34%
Aug '19	53	-29.8%
Aug '18	75.5	-8.6%

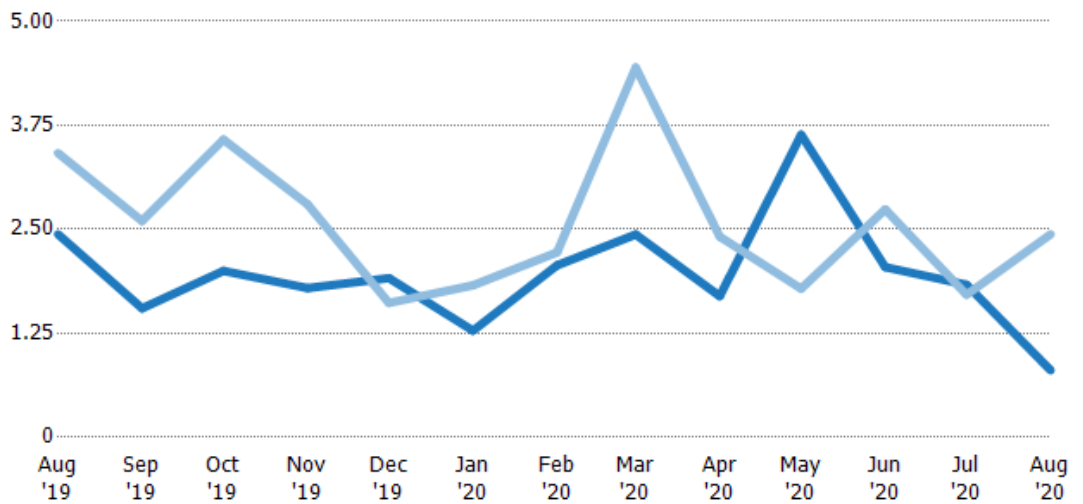
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	53	60	74	63	89.5	74	48	64	62	28.5	28	29.5	35
Prior Year	75.5	94.5	121	126	136	106	113	73.5	58	52.5	38	38.5	53
Percent Change from Prior Year	-30%	-37%	-39%	-50%	-34%	-30%	-58%	-13%	7%	-46%	-26%	-23%	-34%

## Months of Inventory

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

### 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	Months	% Chg.
Aug '20	0.8	-67%
Aug '19	2.44	-28.6%
Aug '18	3.42	-28.3%

	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	2.44	1.55	2	1.79	1.91	1.28	2.07	2.44	1.7	3.64	2.05	1.83	0.8
Prior Year	3.42	2.6	3.58	2.8	1.62	1.83	2.22	4.44	2.41	1.79	2.74	1.71	2.44
Percent Change from Prior Year	-29%	-40%	-44%	-36%	18%	-30%	-7%	-45%	-30%	104%	-25%	7%	-67%

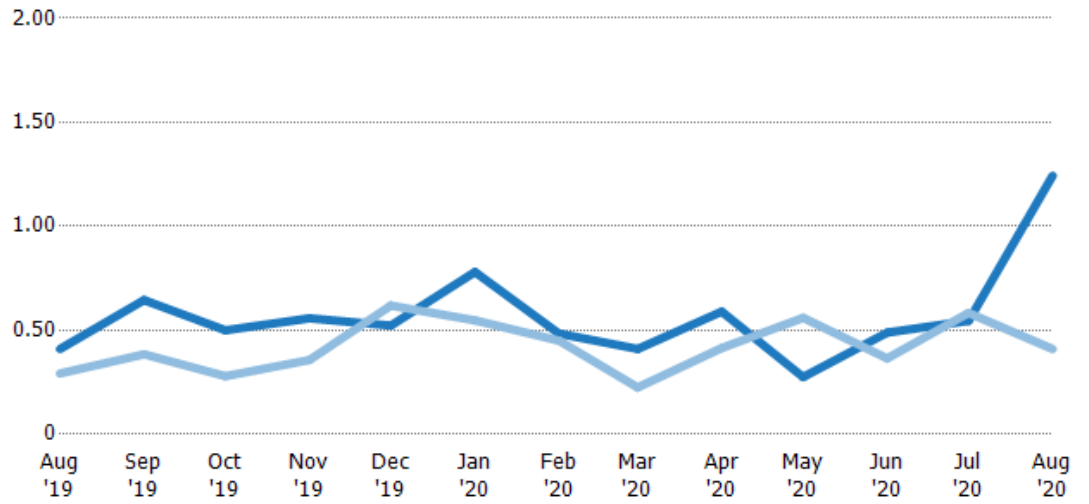
## Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
Aug '20	124%	-83.3%
Aug '19	41%	-11.7%
Aug '18	29%	39.6%



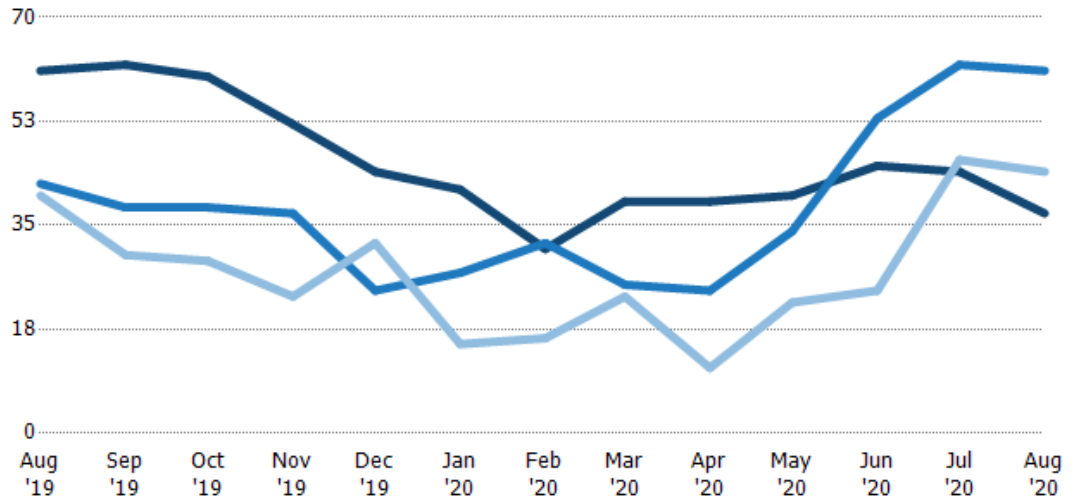
Current Year	41%	65%	50%	56%	52%	78%	48%	41%	59%	28%	49%	55%	124%
Prior Year	29%	38%	28%	36%	62%	55%	45%	23%	41%	56%	37%	58%	41%
Change from Prior Year	-12%	-26%	-22%	-20%	10%	-23%	-3%	-19%	-18%	29%	-12%	4%	-83%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



Active	61	62	60	52	44	41	31	39	39	40	45	44	37
Pending	42	38	38	37	24	27	32	25	24	34	53	62	61
Sold	40	30	29	23	32	15	16	23	11	22	24	46	44

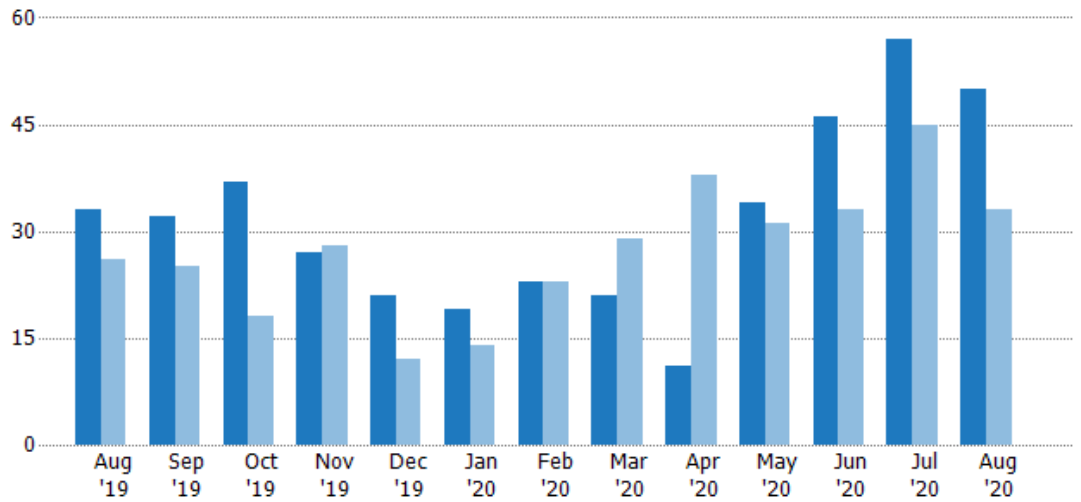
## New Pending Sales

The number of residential properties with accepted offers that were added 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	Count	% Chg.
Aug '20	50	51.5%
Aug '19	33	26.9%
Aug '18	26	-7.7%



Current Year	33	32	37	27	21	19	23	21	11	34	46	57	50
Prior Year	26	25	18	28	12	14	23	29	38	31	33	45	33
Percent Change from Prior Year	27%	28%	106%	-4%	75%	36%	0%	-28%	-71%	10%	39%	27%	52%

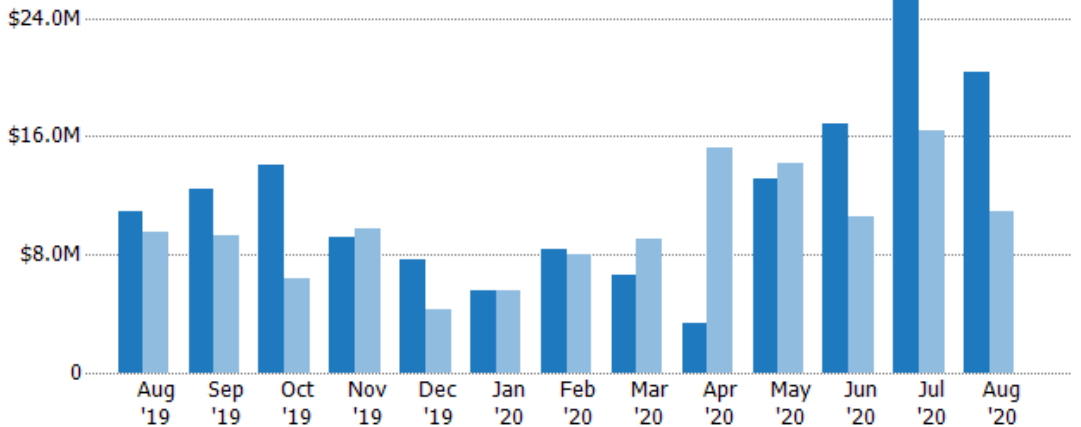
## New Pending Sales Volume

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

### Filters Used

ZIP: Burlington, VT 05401,  
Burlington, VT 05402, Winooski, VT  
05404, Burlington, VT 05406,  
Burlington, VT 05408  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Aug '20	\$20.3M	86.5%
Aug '19	\$10.9M	14.4%
Aug '18	\$9.53M	-20.5%



Current Year	\$10.9M	\$12.4M	\$14M	\$9.12M	\$7.62M	\$5.61M	\$8.36M	\$6.56M	\$3.36M	\$13.1M	\$16.8M	\$26.3M	\$20.3M
Prior Year	\$9.53M	\$9.27M	\$6.41M	\$9.73M	\$4.27M	\$5.59M	\$8M	\$9.08M	\$15.2M	\$14.1M	\$10.6M	\$16.4M	\$10.9M
Percent Change from Prior Year	14%	34%	119%	-6%	78%	0%	5%	-28%	-78%	-7%	58%	60%	87%



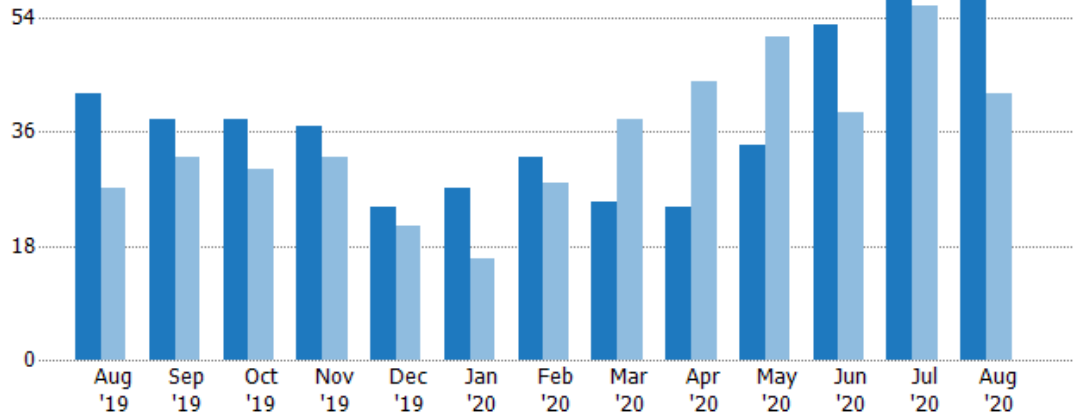
## Pending Sales

The number of residential properties with accepted offers that were available at the end 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	Count	% Chg.
Aug '20	61	45.2%
Aug '19	42	55.6%
Aug '18	27	22.2%



Current Year	42	38	38	37	24	27	32	25	24	34	53	62	61
Prior Year	27	32	30	32	21	16	28	38	44	51	39	56	42
Percent Change from Prior Year	56%	19%	27%	16%	14%	69%	14%	-34%	-45%	-33%	36%	11%	45%

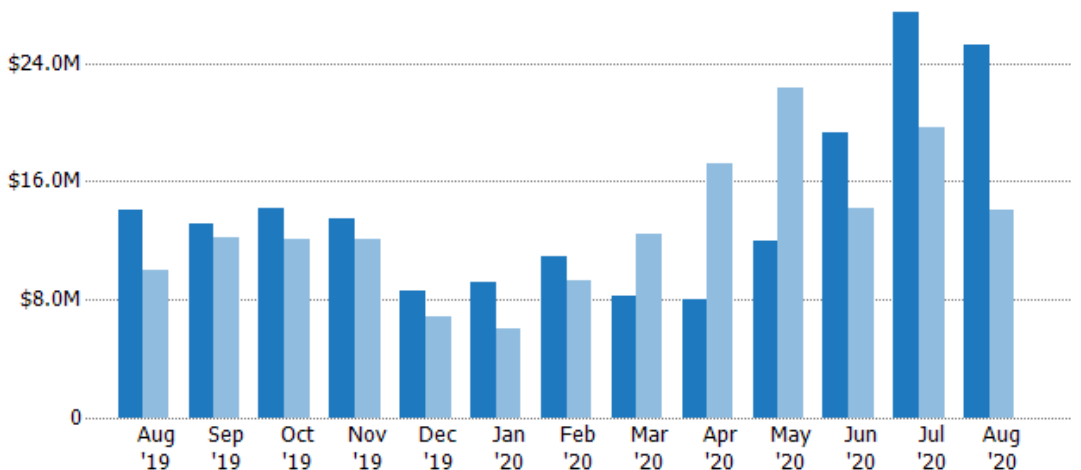
## Pending Sales Volume

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 05401,  
Burlington, VT 05402, Winooski, VT  
05404, Burlington, VT 05406,  
Burlington, VT 05408  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Aug '20	\$25.2M	80.2%
Aug '19	\$14M	39.7%
Aug '18	\$10M	7.6%



Current Year	\$14M	\$13.1M	\$14.1M	\$13.4M	\$8.62M	\$9.17M	\$10.9M	\$8.19M	\$7.96M	\$12M	\$19.3M	\$27.5M	\$25.2M
Prior Year	\$10M	\$12.2M	\$12.1M	\$12.1M	\$6.83M	\$5.98M	\$9.34M	\$12.5M	\$17.2M	\$22.3M	\$14.1M	\$19.6M	\$14M
Percent Change from Prior Year	40%	8%	17%	11%	26%	53%	17%	-34%	-54%	-46%	36%	40%	80%

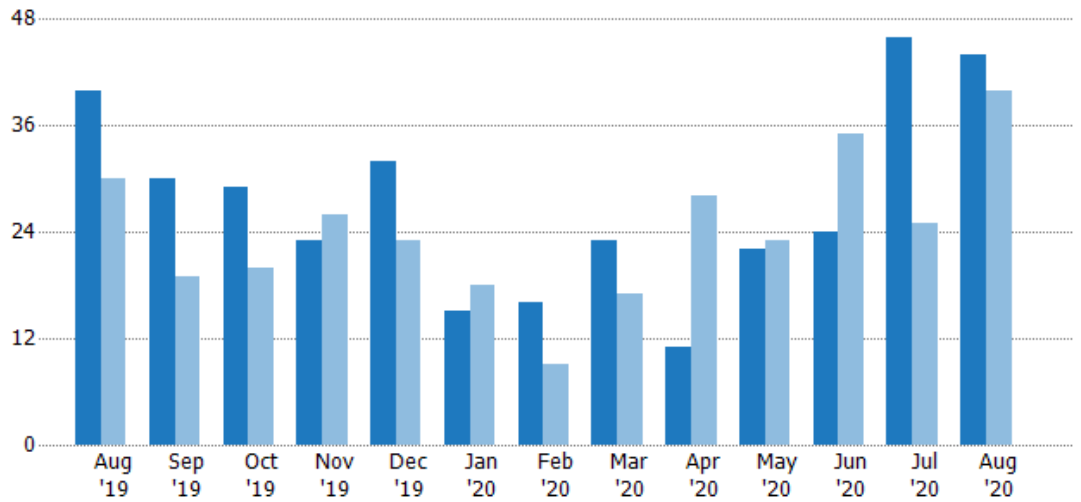
## Closed Sales

The total number of 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	Count	% Chg.
Aug '20	44	10%
Aug '19	40	33.3%
Aug '18	30	0%



Current Year	40	30	29	23	32	15	16	23	11	22	24	46	44
Prior Year	30	19	20	26	23	18	9	17	28	23	35	25	40
Percent Change from Prior Year	33%	58%	45%	-12%	39%	-17%	78%	35%	-61%	-4%	-31%	84%	10%

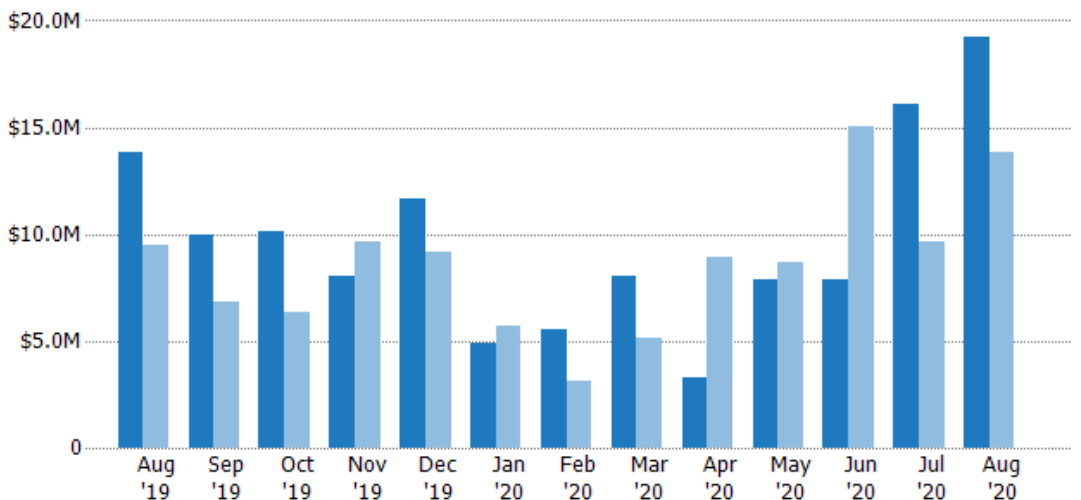
## Closed Sales Volume

The sum of the sales price of 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	Volume	% Chg.
Aug '20	\$19.3M	39.6%
Aug '19	\$13.8M	46.1%
Aug '18	\$9.45M	-5.9%



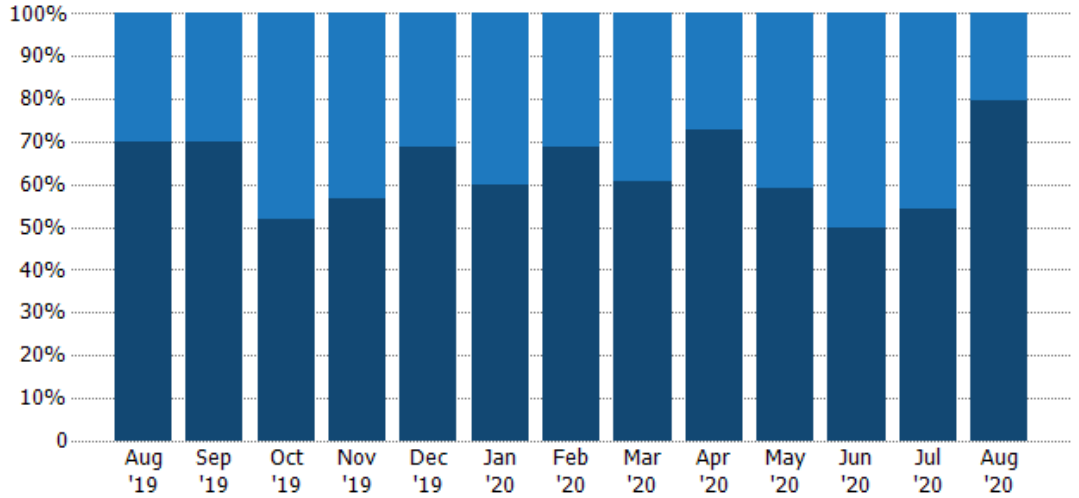
Current Year	\$13.8M	\$10M	\$10.1M	\$8.04M	\$11.7M	\$4.91M	\$5.57M	\$8.02M	\$3.29M	\$7.87M	\$7.88M	\$16.1M	\$19.3M
Prior Year	\$9.45M	\$6.85M	\$6.37M	\$9.62M	\$9.19M	\$5.74M	\$3.12M	\$5.11M	\$8.93M	\$8.65M	\$15M	\$9.65M	\$13.8M
Percent Change from Prior Year	46%	46%	59%	-16%	27%	-14%	79%	57%	-63%	-9%	-48%	67%	40%

## Closed Sales by Property Type

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

### 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



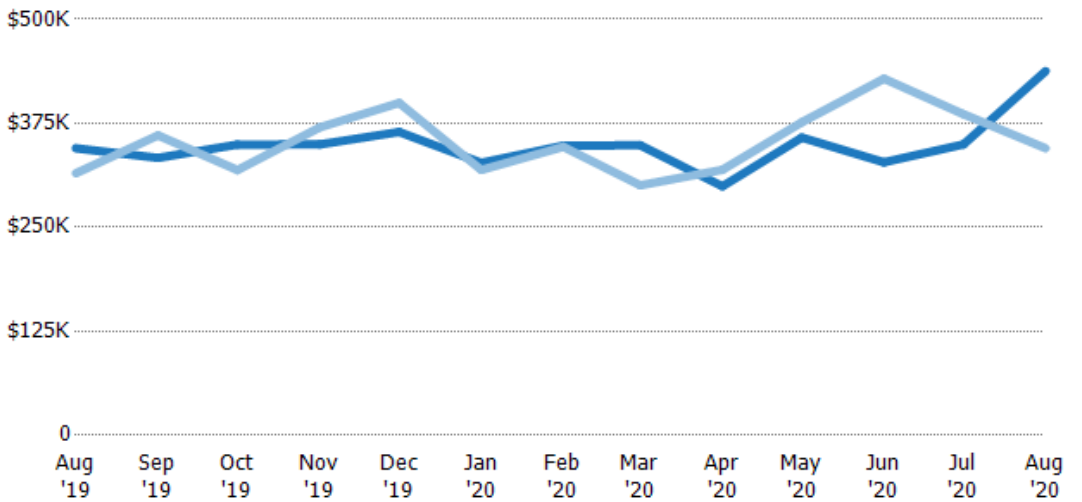
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	30%	30%	48%	43%	31%	40%	31%	39%	27%	41%	50%	46%	20%
Single Family Residence	70%	70%	52%	57%	69%	60%	69%	61%	73%	59%	50%	54%	80%

## 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.
Aug '20	\$438K	26.9%
Aug '19	\$345K	9.5%
Aug '18	\$315K	-5.9%

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	\$345K	\$333K	\$349K	\$350K	\$365K	\$328K	\$348K	\$349K	\$299K	\$358K	\$328K	\$350K	\$438K
Prior Year	\$315K	\$360K	\$319K	\$370K	\$399K	\$319K	\$347K	\$300K	\$319K	\$376K	\$429K	\$386K	\$345K
Percent Change from Prior Year	10%	-8%	10%	-6%	-9%	3%	0%	16%	-6%	-5%	-23%	-9%	27%

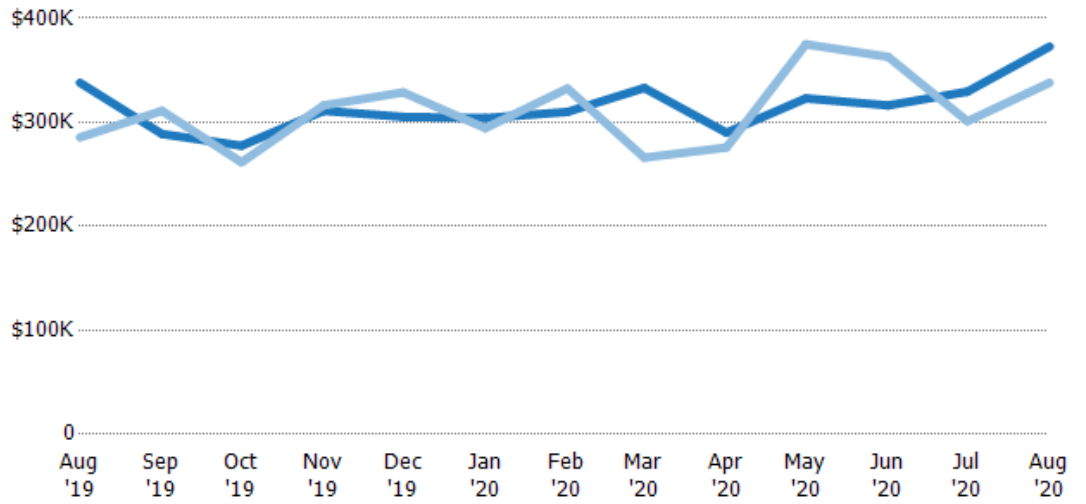
## Median Sales Price

The median 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.
Aug '20	\$373K	10.3%
Aug '19	\$338K	18.4%
Aug '18	\$286K	-11.2%



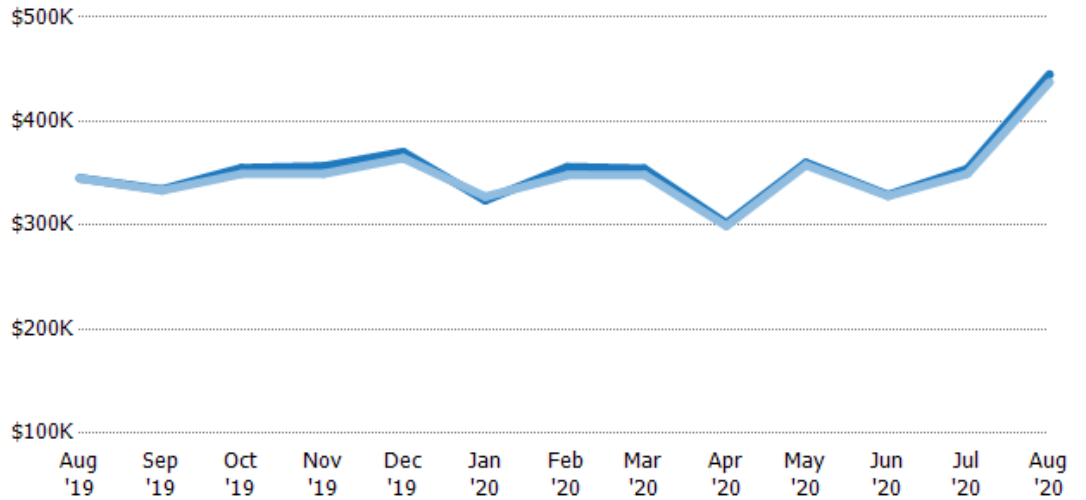
Current Year	\$338K	\$289K	\$278K	\$311K	\$305K	\$304K	\$310K	\$333K	\$290K	\$323K	\$316K	\$330K	\$373K
Prior Year	\$286K	\$311K	\$262K	\$316K	\$329K	\$294K	\$333K	\$266K	\$276K	\$375K	\$363K	\$301K	\$338K
Percent Change from Prior Year	18%	-7%	6%	-2%	-7%	3%	-7%	25%	5%	-14%	-13%	9%	10%

## 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 05401,  
Burlington, VT 05402, Winooski, VT  
05404, Burlington, VT 05406,  
Burlington, VT 05408  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



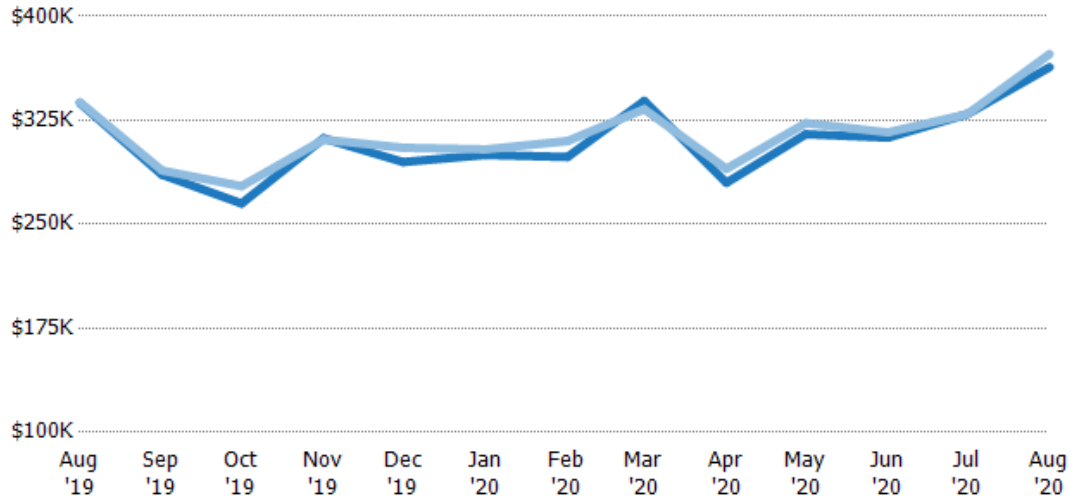
Avg List Price	\$345K	\$334K	\$355K	\$357K	\$370K	\$324K	\$356K	\$354K	\$302K	\$360K	\$329K	\$354K	\$445K
Avg Sales Price	\$345K	\$333K	\$349K	\$350K	\$365K	\$328K	\$348K	\$349K	\$299K	\$358K	\$328K	\$350K	\$438K
Avg Sales Price as a % of Avg List Price	100%	100%	98%	98%	98%	101%	98%	98%	99%	99%	100%	99%	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.

### 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

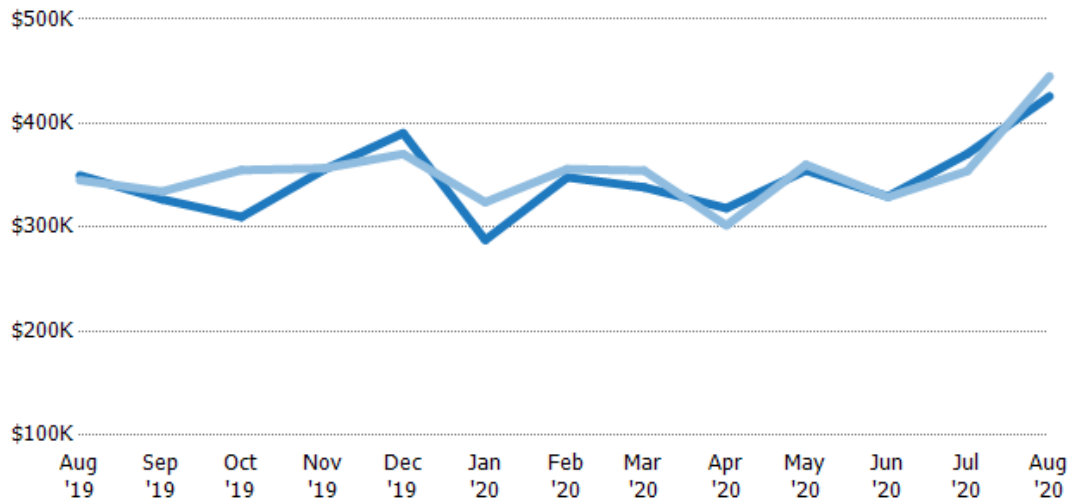


## Average Sales Price vs Average Est Value

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 05401,  
Burlington, VT 05402, Winooski, VT  
05404, Burlington, VT 05406,  
Burlington, VT 05408  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

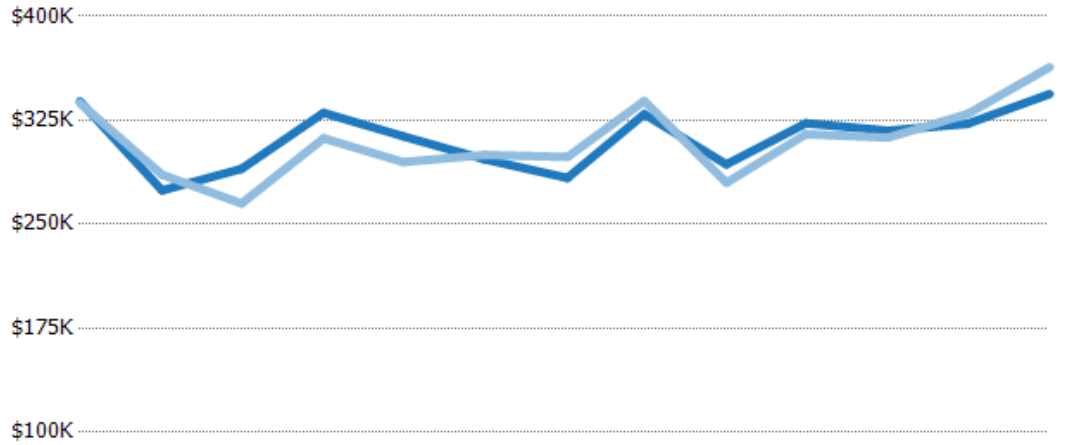


## Median Sales Price vs Median Est Value

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 05401,  
 Burlington, VT 05402, Winooski, VT  
 05404, Burlington, VT 05406,  
 Burlington, VT 05408  
 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	\$274K	\$290K	\$330K	\$313K	\$297K	\$283K	\$329K	\$293K	\$323K	\$318K	\$322K	\$344K
Median Sales Price	\$338K	\$286K	\$265K	\$312K	\$295K	\$300K	\$299K	\$339K	\$280K	\$315K	\$313K	\$330K	\$363K
Med Sales Price as a % of Med Est Value	100%	104%	91%	94%	94%	101%	105%	103%	95%	98%	98%	102%	106%