

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	30	+16.7%	295	282	+4.6%
New Listing Volume	\$13,692,699	\$11,262,600	+21.6%	\$120,863,520	\$105,824,467	+14.2%
Active Listing Count	46	63	-27%	N/A	N/A	
Active Listing Volume	\$22,324,200	\$26,715,767	-16.4%	N/A	N/A	
Average Listing Price	\$485,309	\$424,060	+14.4%	\$459,843	\$415,654	+10.6%
Median Listing Price	\$399,450	\$334,900	+19.3%	\$370,458	\$345,955	+7.1%
Median Days in RPR	40	61	-34.4%	40.49	61.15	-33.8%
Months of Inventory	1	1.6	-35.3%	1.6	2.3	-29.5%
Absorption Rate	95.65%	61.9%	+33.7%	60.87%	42.89%	+18%
Sales Activity Charts Metrics						
New Pending Sales Count	36	32	+12.5%	297	278	+6.8%
New Pending Sales Volume	\$16,357,299	\$12,416,800	+31.7%	\$116,818,015	\$102,427,550	+14%
Pending Sales Count	53	38	+39.5%	N/A	N/A	
Pending Sales Volume	\$23,645,701	\$13,090,000	+80.6%	N/A	N/A	
Closed Sales Count	40	30	+33.3%	241	224	+7.6%
Closed Sales Volume	\$16,789,600	\$10,002,300	+67.9%	\$89,672,011	\$79,785,867	+12.4%
Average Sales Price	\$419,740	\$333,410	+25.9%	\$372,083	\$356,187	+4.5%
Median Sales Price	\$335,000	\$288,750	+16%	\$332,050	\$319,415	+4%

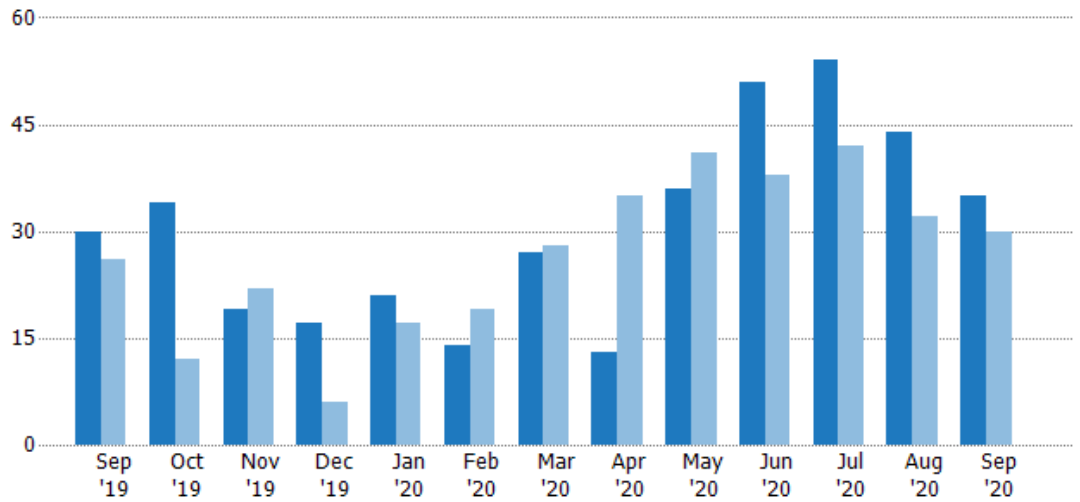
New Listings

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.
Sep '20	35	16.7%
Sep '19	30	15.4%
Sep '18	26	30.8%



Current Year	30	34	19	17	21	14	27	13	36	51	54	44	35
Prior Year	26	12	22	6	17	19	28	35	41	38	42	32	30
Percent Change from Prior Year	15%	183%	-14%	183%	24%	-26%	-4%	-63%	-12%	34%	29%	38%	17%

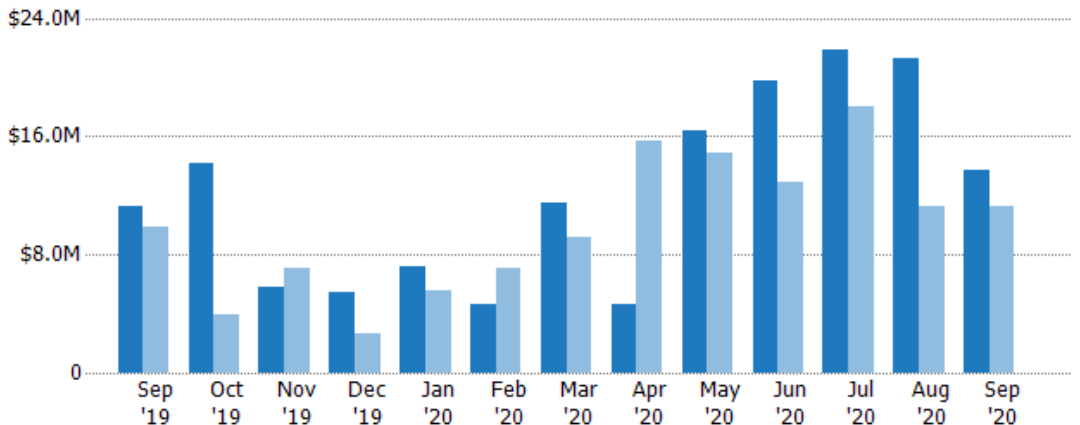
New Listing Volume

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.
Sep '20	\$13.7M	21.6%
Sep '19	\$11.3M	14.1%
Sep '18	\$9.87M	34.9%



Current Year	\$11.3M	\$14.2M	\$5.78M	\$5.45M	\$7.25M	\$4.59M	\$11.4M	\$4.64M	\$16.4M	\$19.8M	\$21.8M	\$21.3M	\$13.7M
Prior Year	\$9.87M	\$3.92M	\$7.02M	\$2.67M	\$5.55M	\$7.06M	\$9.14M	\$15.7M	\$14.9M	\$12.9M	\$18M	\$11.3M	\$11.3M
Percent Change from Prior Year	14%	263%	-18%	104%	31%	-35%	25%	-70%	10%	54%	21%	88%	22%

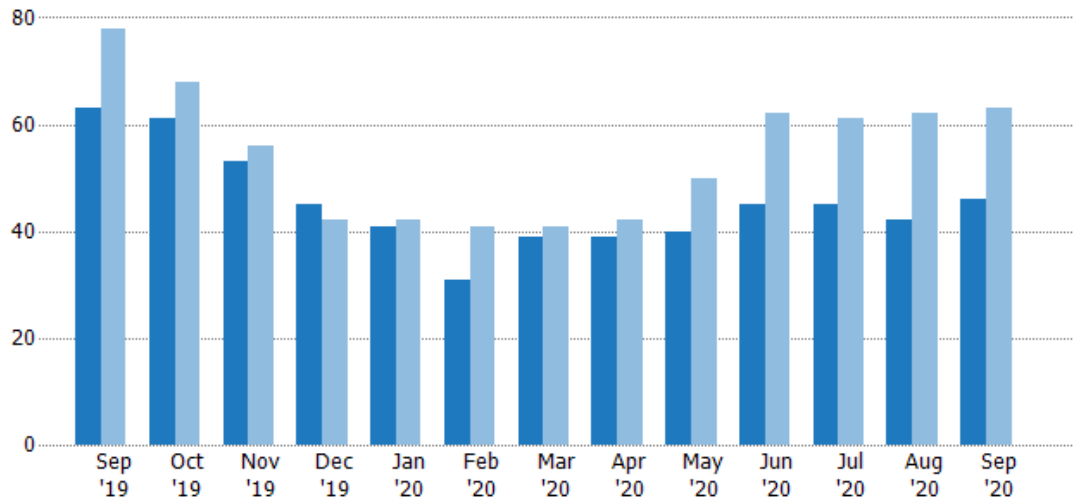
Active Listings

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.
Sep '20	46	-27%
Sep '19	63	-19.2%
Sep '18	78	-9%



Current Year	63	61	53	45	41	31	39	39	40	45	45	42	46
Prior Year	78	68	56	42	42	41	41	42	50	62	61	62	63
Percent Change from Prior Year	-19%	-10%	-5%	7%	-2%	-24%	-5%	-7%	-20%	-27%	-26%	-32%	-27%

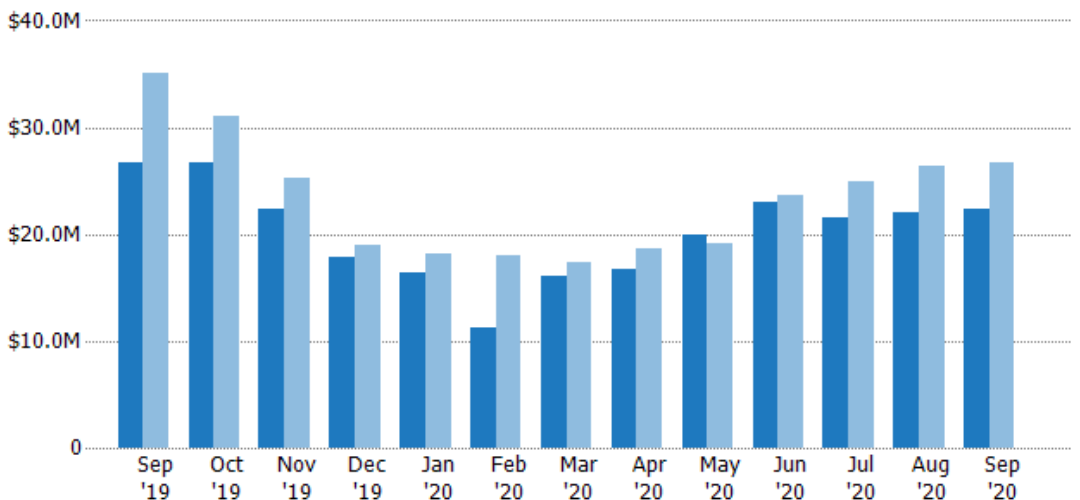
Active Listing Volume

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.
Sep '20	\$22.3M	-16.4%
Sep '19	\$26.7M	-23.7%
Sep '18	\$35M	-22.2%



Current Year	\$26.7M	\$26.7M	\$22.4M	\$17.8M	\$16.4M	\$11.3M	\$16.1M	\$16.7M	\$19.9M	\$23M	\$21.5M	\$22M	\$22.3M
Prior Year	\$35M	\$31M	\$25.3M	\$19M	\$18.2M	\$17.9M	\$17.3M	\$18.7M	\$19.1M	\$23.6M	\$25M	\$26.4M	\$26.7M
Percent Change from Prior Year	-24%	-14%	-12%	-6%	-10%	-37%	-7%	-11%	4%	-2%	-14%	-16%	-16%

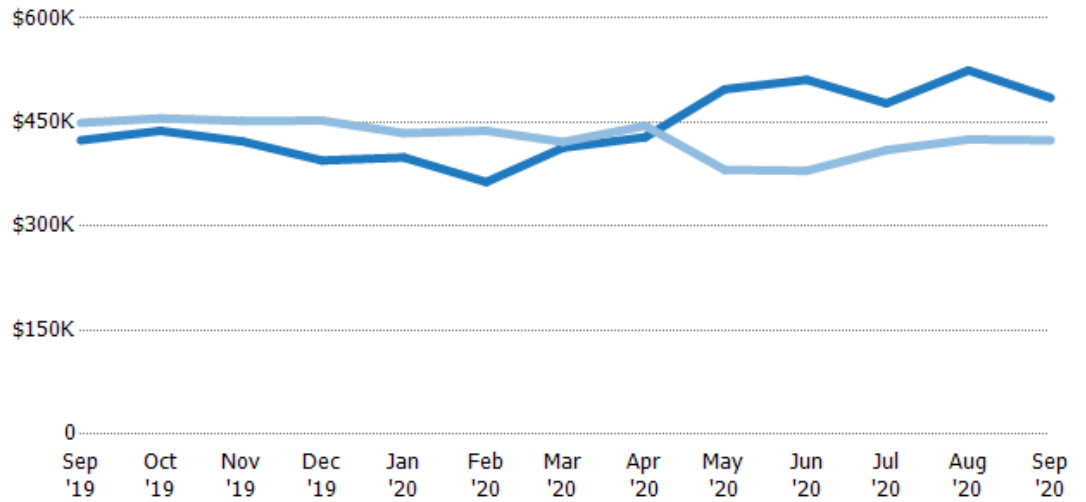
Average Listing Price

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.
Sep '20	\$485K	14.4%
Sep '19	\$424K	-5.6%
Sep '18	\$449K	-14.5%



Current Year	\$424K	\$438K	\$422K	\$395K	\$399K	\$364K	\$413K	\$428K	\$498K	\$511K	\$477K	\$525K	\$485K
Prior Year	\$449K	\$456K	\$452K	\$452K	\$434K	\$438K	\$422K	\$445K	\$381K	\$380K	\$410K	\$425K	\$424K
Percent Change from Prior Year	-6%	-4%	-7%	-13%	-8%	-17%	-2%	-4%	30%	35%	16%	23%	14%

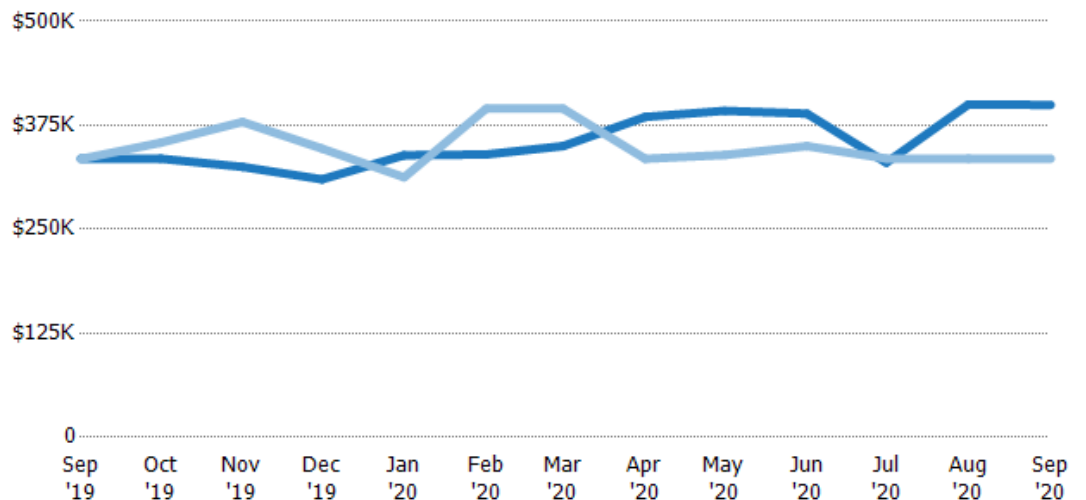
Median Listing Price

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.
Sep '20	\$399K	19.3%
Sep '19	\$335K	0.1%
Sep '18	\$334K	-1.4%



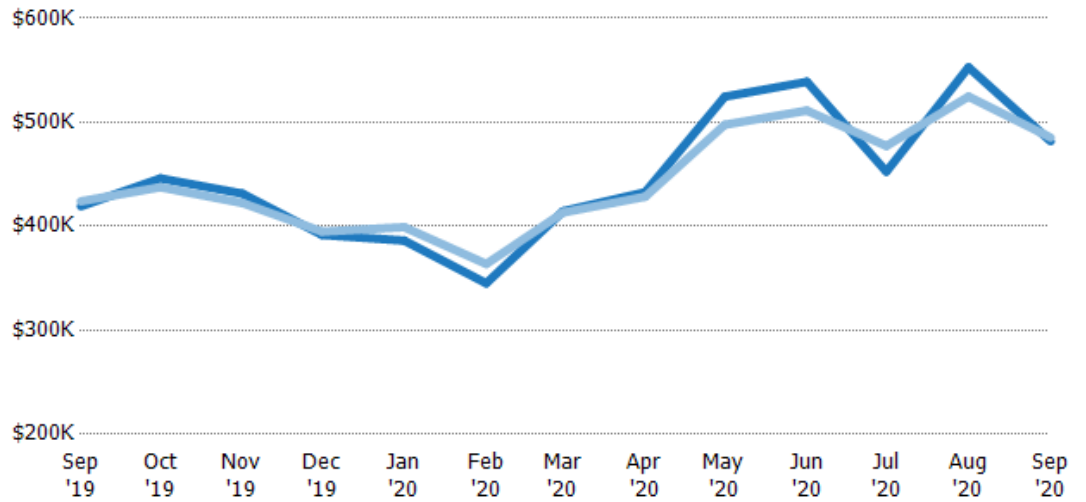
Current Year	\$335K	\$335K	\$325K	\$310K	\$339K	\$340K	\$350K	\$385K	\$392K	\$389K	\$330K	\$400K	\$399K
Prior Year	\$334K	\$354K	\$379K	\$347K	\$313K	\$395K	\$395K	\$335K	\$339K	\$350K	\$335K	\$335K	\$335K
Percent Change from Prior Year	0%	-5%	-14%	-11%	8%	-14%	-11%	15%	16%	11%	-1%	19%	19%

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

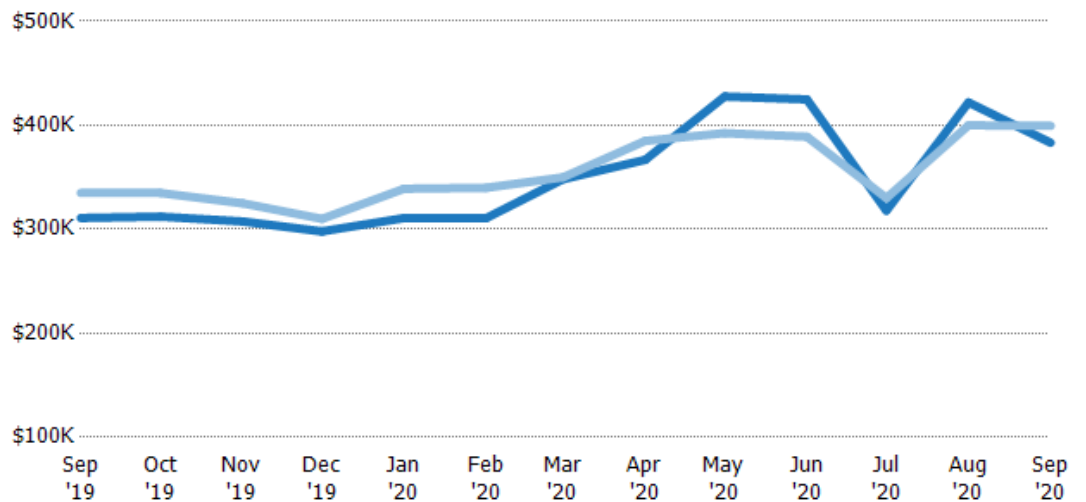


Median Listing Price vs Median Est Value

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



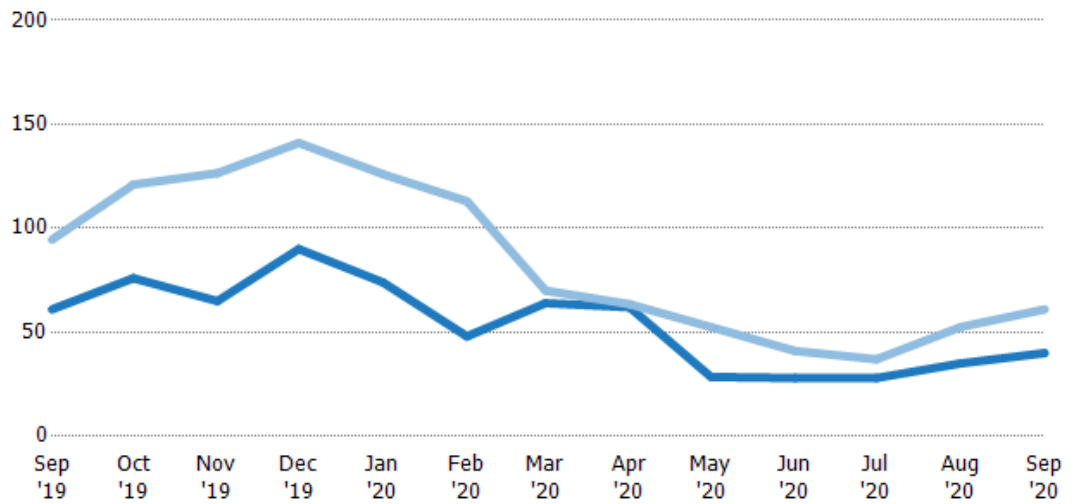
Median Days in RPR

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.
Sep '20	40	-34.4%
Sep '19	61	-35.4%
Sep '18	94.5	-16.4%



Current Year	61	76	65	90	74	48	64	62	28.5	28	28	35	40
Prior Year	94.5	121	127	141	126	113	70	63.5	52.5	41	37	52.5	61
Percent Change from Prior Year	-35%	-37%	-49%	-36%	-41%	-58%	-9%	-2%	-46%	-32%	-24%	-33%	-34%

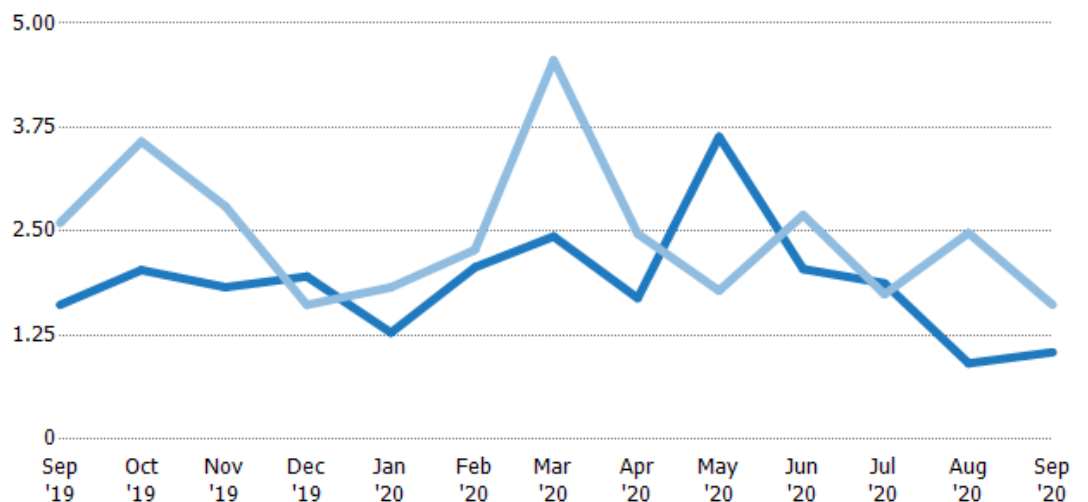
Months of Inventory

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.
Sep '20	1.05	-35.3%
Sep '19	1.62	-37.9%
Sep '18	2.6	-5.8%



Current Year	1.62	2.03	1.83	1.96	1.28	2.07	2.44	1.7	3.64	2.05	1.88	0.91	1.05
Prior Year	2.6	3.58	2.8	1.62	1.83	2.28	4.56	2.47	1.79	2.7	1.74	2.48	1.62
Percent Change from Prior Year	-38%	-43%	-35%	21%	-30%	-9%	-46%	-31%	104%	-24%	8%	-63%	-35%

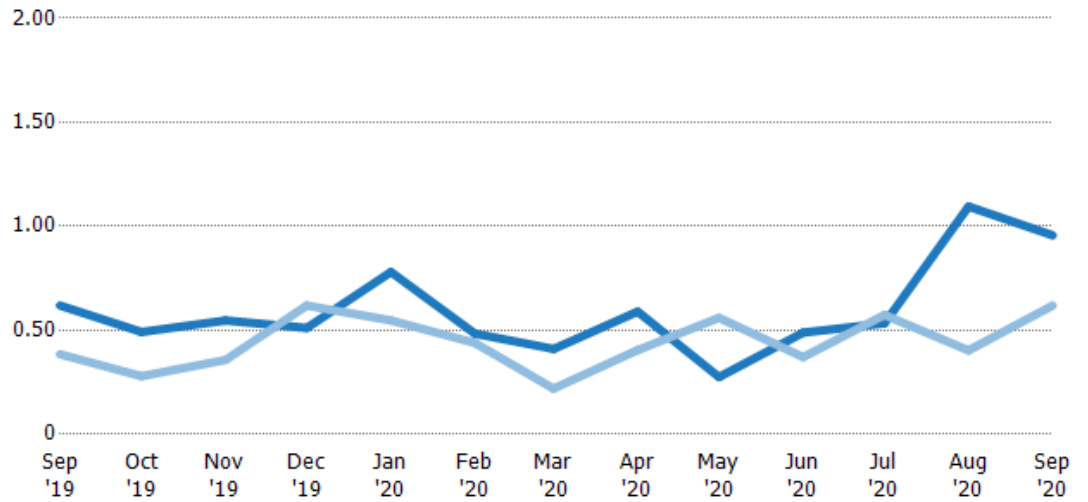
Absorption Rate

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.
Sep '20	96%	-33.8%
Sep '19	62%	-23.4%
Sep '18	38%	6.2%



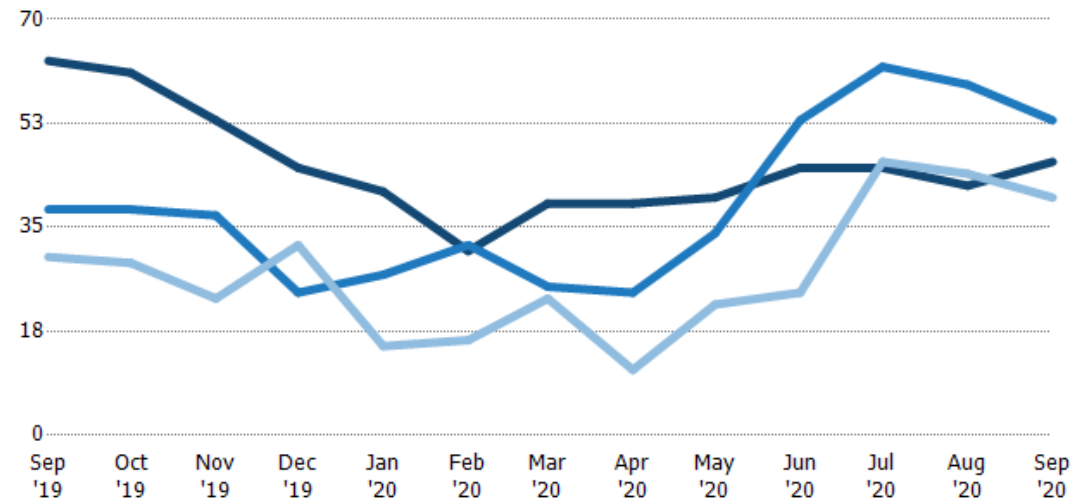
Current Year	62%	49%	55%	51%	78%	48%	41%	59%	28%	49%	53%	110%	96%
Prior Year	38%	28%	36%	62%	55%	44%	22%	40%	56%	37%	57%	40%	62%
Change from Prior Year	-23%	-21%	-19%	11%	-23%	-4%	-19%	-19%	29%	-12%	4%	-69%	-34%

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	63	61	53	45	41	31	39	39	40	45	45	42	46
Pending	38	38	37	24	27	32	25	24	34	53	62	59	53
Sold	30	29	23	32	15	16	23	11	22	24	46	44	40

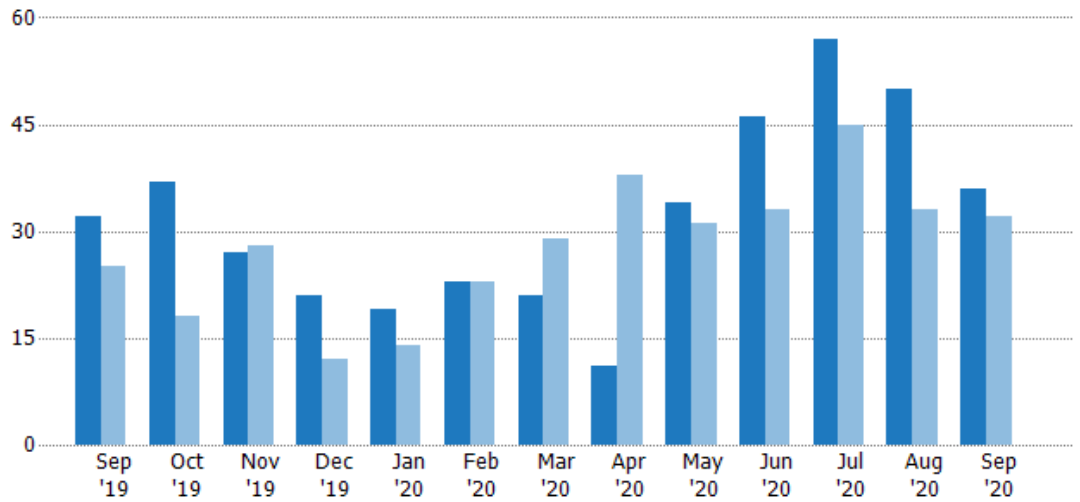
New Pending Sales

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.
Sep '20	36	12.5%
Sep '19	32	28%
Sep '18	25	28%



Current Year	32	37	27	21	19	23	21	11	34	46	57	50	36
Prior Year	25	18	28	12	14	23	29	38	31	33	45	33	32
Percent Change from Prior Year	28%	106%	-4%	75%	36%	0%	-28%	-71%	10%	39%	27%	52%	13%

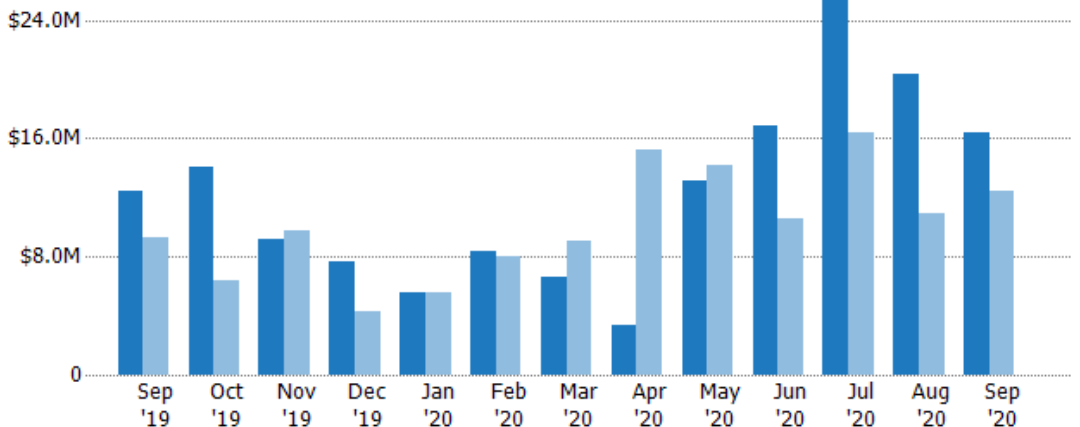
New Pending Sales Volume

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.
Sep '20	\$16.4M	31.7%
Sep '19	\$12.4M	34%
Sep '18	\$9.27M	22.7%



Current Year	\$12.4M	\$14M	\$9.12M	\$7.62M	\$5.61M	\$8.36M	\$6.56M	\$3.36M	\$13.1M	\$16.8M	\$26.3M	\$20.3M	\$16.4M
Prior Year	\$9.27M	\$6.41M	\$9.73M	\$4.27M	\$5.59M	\$8M	\$9.08M	\$15.2M	\$14.1M	\$10.6M	\$16.4M	\$10.9M	\$12.4M
Percent Change from Prior Year	34%	119%	-6%	78%	0%	5%	-28%	-78%	-7%	58%	60%	87%	32%

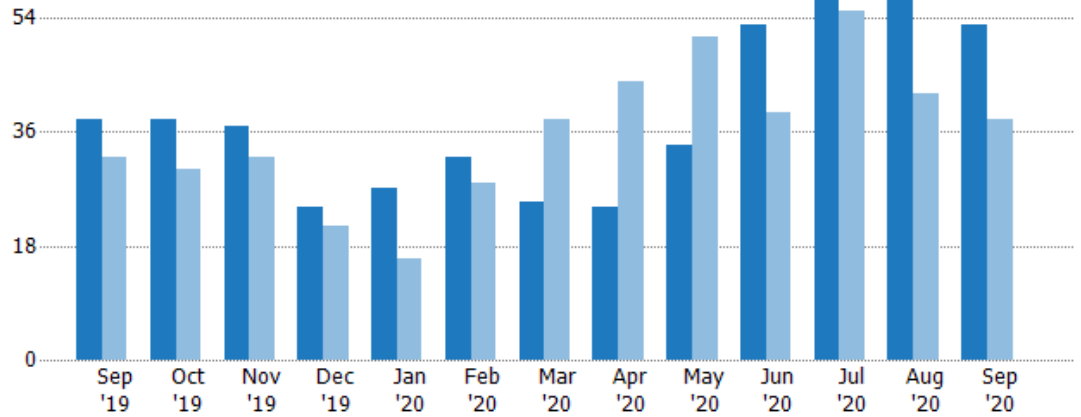
Pending Sales

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.
Sep '20	53	39.5%
Sep '19	38	18.8%
Sep '18	32	15.6%



Current Year	38	38	37	24	27	32	25	24	34	53	62	59	53
Prior Year	32	30	32	21	16	28	38	44	51	39	55	42	38
Percent Change from Prior Year	19%	27%	16%	14%	69%	14%	-34%	-45%	-33%	36%	13%	40%	39%

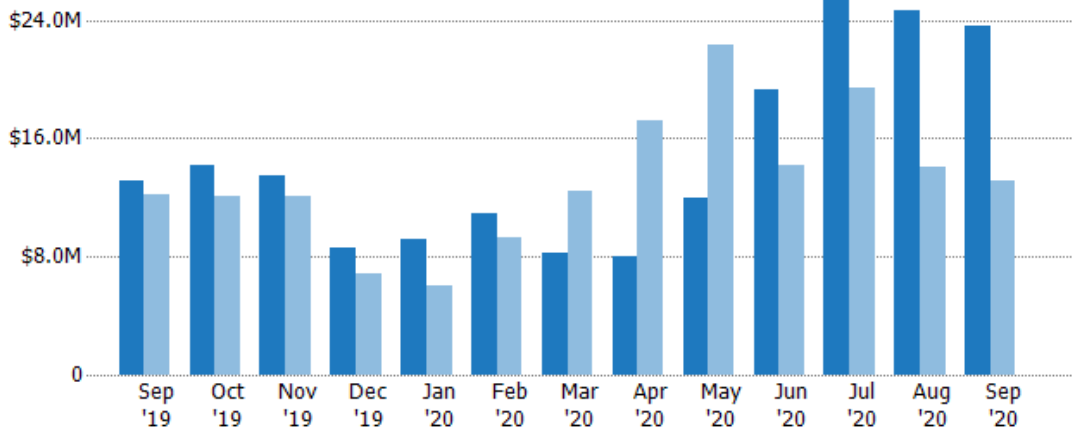
Pending Sales Volume

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.
Sep '20	\$23.6M	80.6%
Sep '19	\$13.1M	7.6%
Sep '18	\$12.2M	5.8%



Current Year	\$13.1M	\$14.1M	\$13.4M	\$8.62M	\$9.17M	\$10.9M	\$8.19M	\$7.96M	\$12M	\$19.3M	\$27.5M	\$24.7M	\$23.6M
Prior Year	\$12.2M	\$12.1M	\$12.1M	\$6.83M	\$5.98M	\$9.34M	\$12.5M	\$17.2M	\$22.3M	\$14.1M	\$19.4M	\$14M	\$13.1M
Percent Change from Prior Year	8%	17%	11%	26%	53%	17%	-34%	-54%	-46%	36%	42%	76%	81%

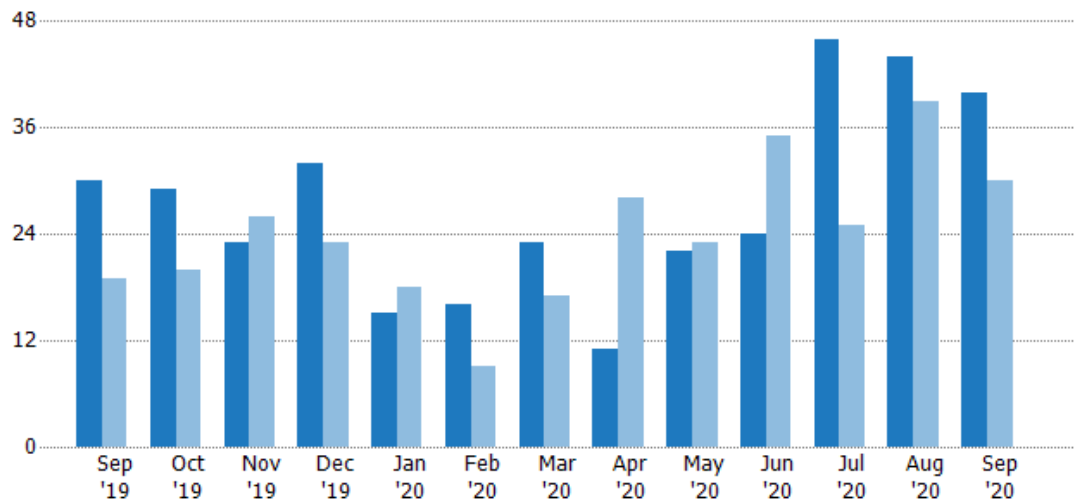
Closed Sales

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.
Sep '20	40	33.3%
Sep '19	30	57.9%
Sep '18	19	36.8%



Current Year	30	29	23	32	15	16	23	11	22	24	46	44	40
Prior Year	19	20	26	23	18	9	17	28	23	35	25	39	30
Percent Change from Prior Year	58%	45%	-12%	39%	-17%	78%	35%	-61%	-4%	-31%	84%	13%	33%

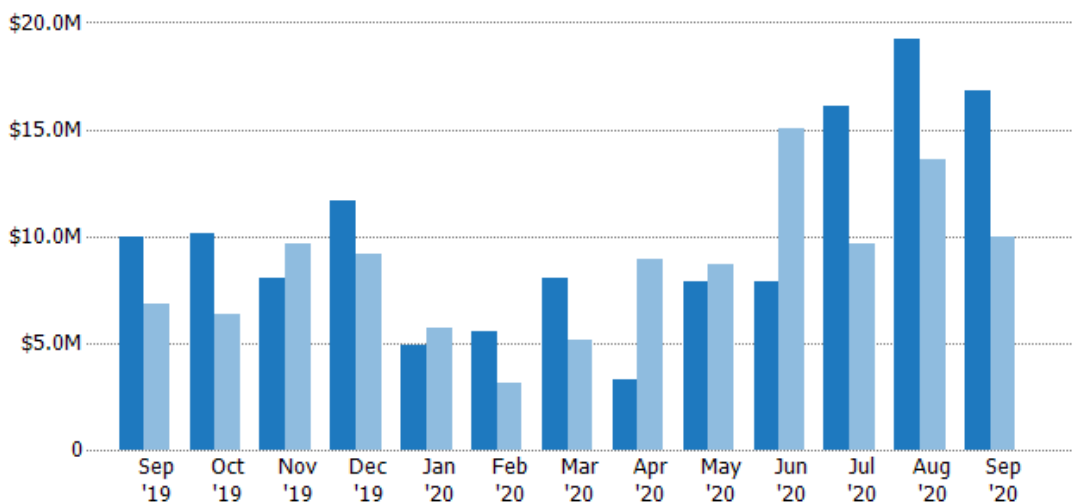
Closed Sales Volume

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.
Sep '20	\$16.8M	67.9%
Sep '19	\$10M	46%
Sep '18	\$6.85M	28.3%



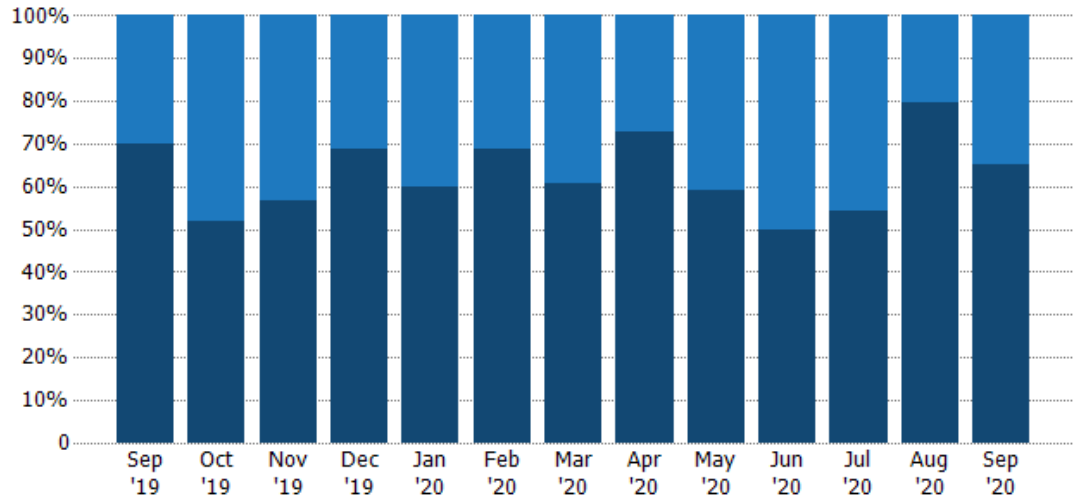
Current Year	\$10M	\$10.1M	\$8.04M	\$11.7M	\$4.91M	\$5.57M	\$8.02M	\$3.29M	\$7.87M	\$7.88M	\$16.1M	\$19.3M	\$16.8M
Prior Year	\$6.85M	\$6.37M	\$9.62M	\$9.19M	\$5.74M	\$3.12M	\$5.11M	\$8.93M	\$8.65M	\$15M	\$9.65M	\$13.6M	\$10M
Percent Change from Prior Year	46%	59%	-16%	27%	-14%	79%	57%	-63%	-9%	-48%	67%	42%	68%

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



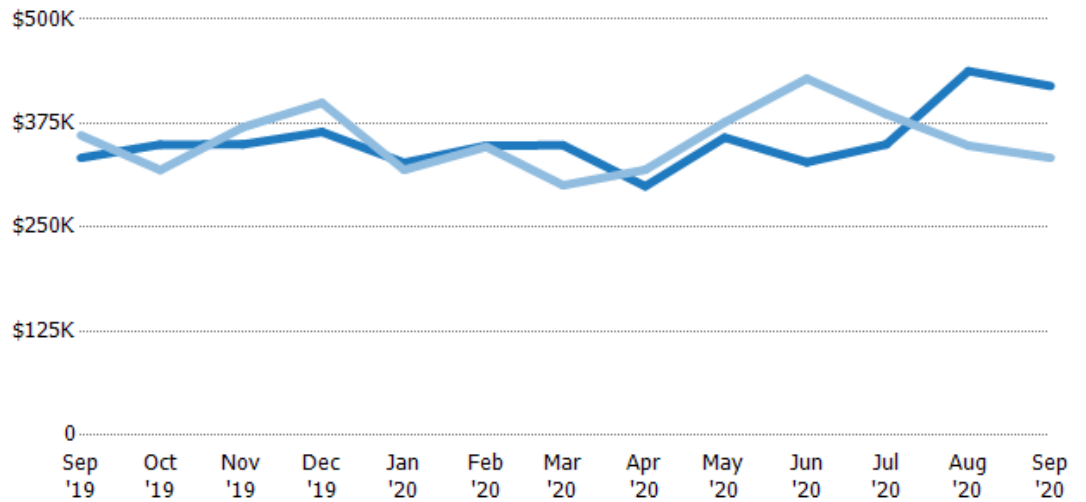
Condo/Townhouse	30%	48%	43%	31%	40%	31%	39%	27%	41%	50%	46%	20%	35%
Single Family Residence	70%	52%	57%	69%	60%	69%	61%	73%	59%	50%	54%	80%	65%

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



Current Year	\$333K	\$349K	\$350K	\$365K	\$328K	\$348K	\$349K	\$299K	\$358K	\$328K	\$350K	\$438K	\$420K
Prior Year	\$360K	\$319K	\$370K	\$399K	\$319K	\$347K	\$300K	\$319K	\$376K	\$429K	\$386K	\$348K	\$333K
Percent Change from Prior Year	-8%	10%	-6%	-9%	3%	0%	16%	-6%	-5%	-23%	-9%	26%	26%

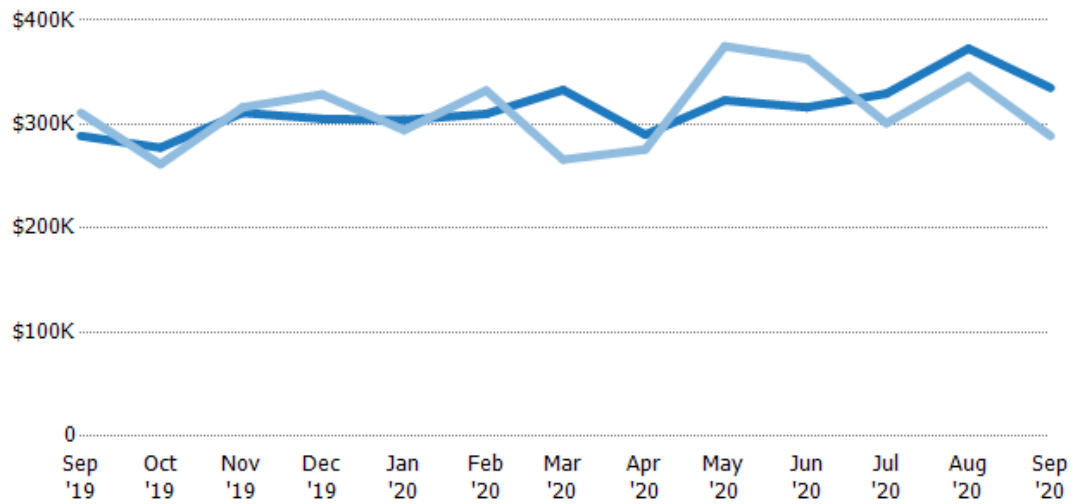
Median Sales Price

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.
Sep '20	\$335K	16%
Sep '19	\$289K	-7.2%
Sep '18	\$311K	-18.6%



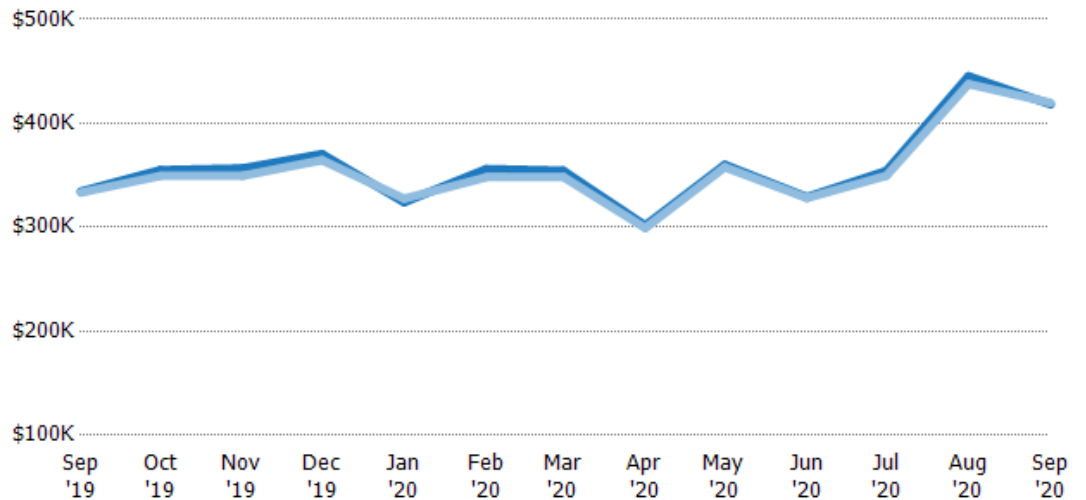
Current Year	\$289K	\$278K	\$311K	\$305K	\$304K	\$310K	\$333K	\$290K	\$323K	\$316K	\$330K	\$373K	\$335K
Prior Year	\$311K	\$262K	\$316K	\$329K	\$294K	\$333K	\$266K	\$276K	\$375K	\$363K	\$301K	\$346K	\$289K
Percent Change from Prior Year	-7%	6%	-2%	-7%	3%	-7%	25%	5%	-14%	-13%	9%	8%	16%

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



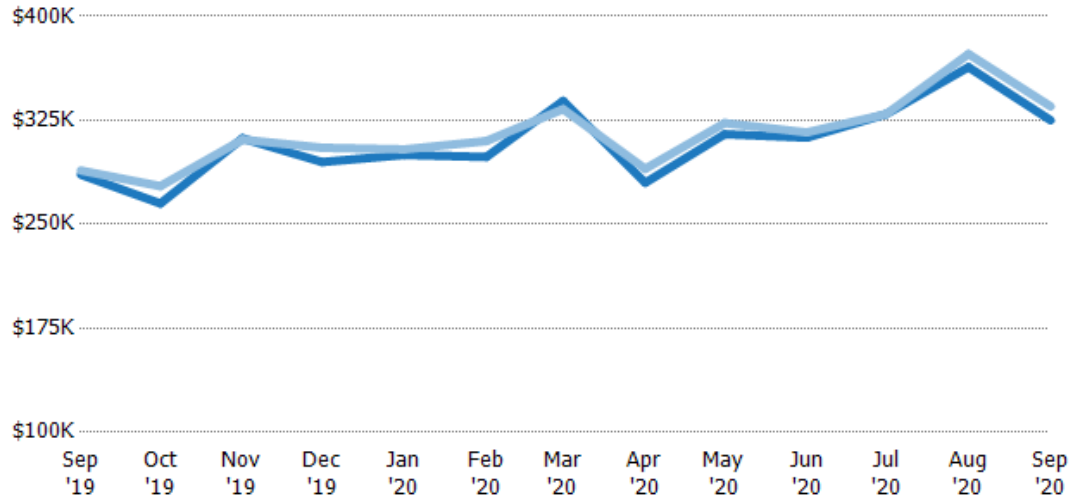
Avg List Price	\$334K	\$355K	\$357K	\$370K	\$324K	\$356K	\$354K	\$302K	\$360K	\$329K	\$354K	\$445K	\$418K
Avg Sales Price	\$333K	\$349K	\$350K	\$365K	\$328K	\$348K	\$349K	\$299K	\$358K	\$328K	\$350K	\$438K	\$420K
Avg Sales Price as a % of Avg List Price	100%	98%	98%	98%	101%	98%	98%	99%	99%	100%	99%	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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

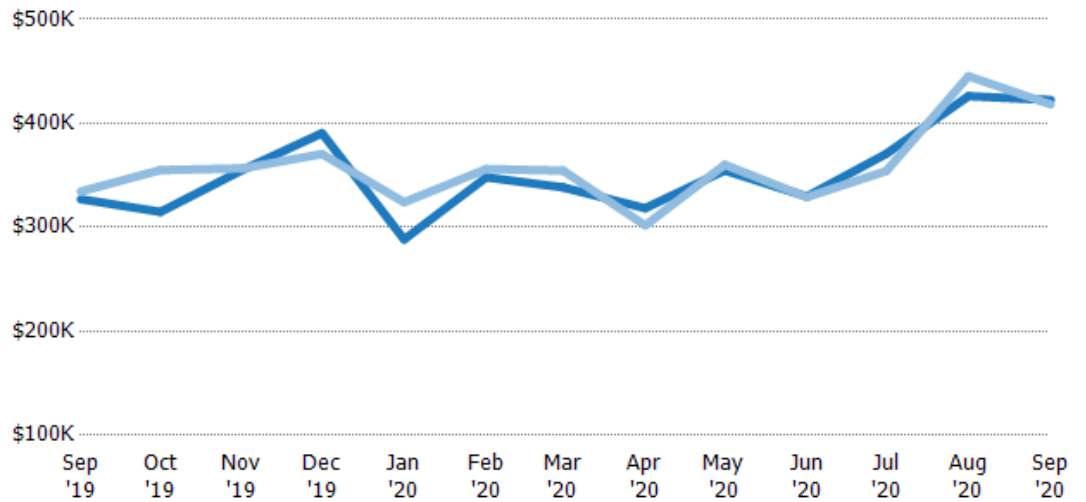


Average Sales Price vs Average Est Value

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

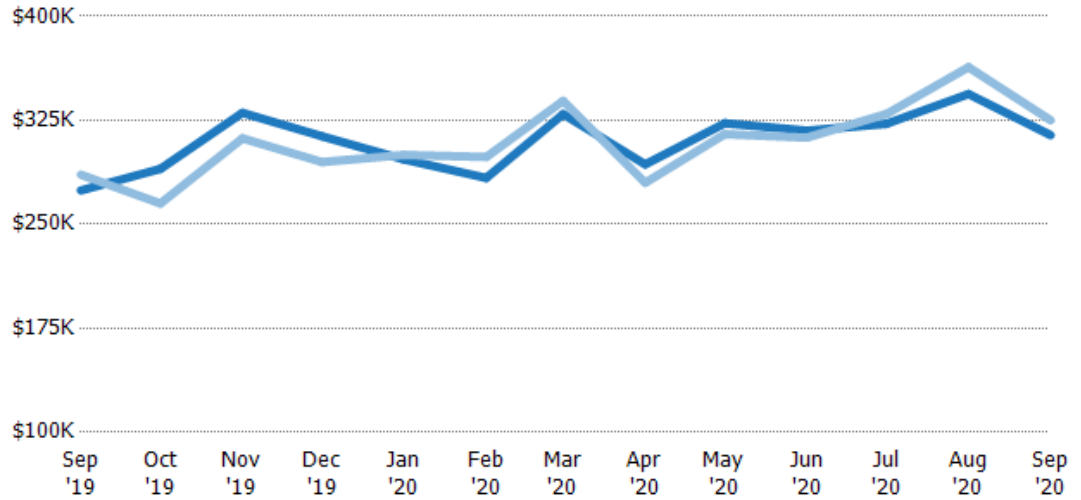


Median Sales Price vs Median Est Value

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



Median Est Value	\$274K	\$290K	\$330K	\$313K	\$297K	\$283K	\$329K	\$293K	\$323K	\$318K	\$322K	\$344K	\$314K
Median Sales Price	\$286K	\$265K	\$312K	\$295K	\$300K	\$299K	\$339K	\$280K	\$315K	\$313K	\$330K	\$363K	\$325K
Med Sales Price as a % of Med Est Value	104%	91%	94%	94%	101%	105%	103%	95%	98%	98%	102%	106%	103%