

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	37	34	+8.8%	330	316	+4.4%
New Listing Volume	\$17,884,300	\$14,215,600	+25.8%	\$137,978,820	\$120,040,067	+14.9%
Active Listing Count	39	62	-37.1%	N/A	N/A	
Active Listing Volume	\$19,288,000	\$26,997,367	-28.6%	N/A	N/A	
Average Listing Price	\$494,564	\$435,441	+13.6%	\$458,126	\$417,677	+9.7%
Median Listing Price	\$425,000	\$329,950	+28.8%	\$373,690	\$343,693	+8.7%
Median Days in RPR	47	76.5	-38.6%	47.1	61.33	-23.2%
Months of Inventory	1	2.1	-52.8%	1.7	2.4	-30.8%
Absorption Rate	102.56%	48.39%	+54.2%	60.1%	41.56%	+18.5%
Sales Activity Charts Metrics						
New Pending Sales Count	45	37	+21.6%	342	315	+8.6%
New Pending Sales Volume	\$21,640,200	\$14,013,900	+54.4%	\$138,458,215	\$116,441,450	+18.9%
Pending Sales Count	58	38	+52.6%	N/A	N/A	
Pending Sales Volume	\$27,086,099	\$14,122,400	+91.8%	N/A	N/A	
Closed Sales Count	30	29	+3.4%	271	253	+7.1%
Closed Sales Volume	\$13,610,142	\$10,132,117	+34.3%	\$103,282,153	\$89,917,984	+14.9%
Average Sales Price	\$453,671	\$349,383	+29.8%	\$381,115	\$355,407	+7.2%
Median Sales Price	\$330,601	\$277,500	+19.1%	\$331,890	\$314,611	+5.5%

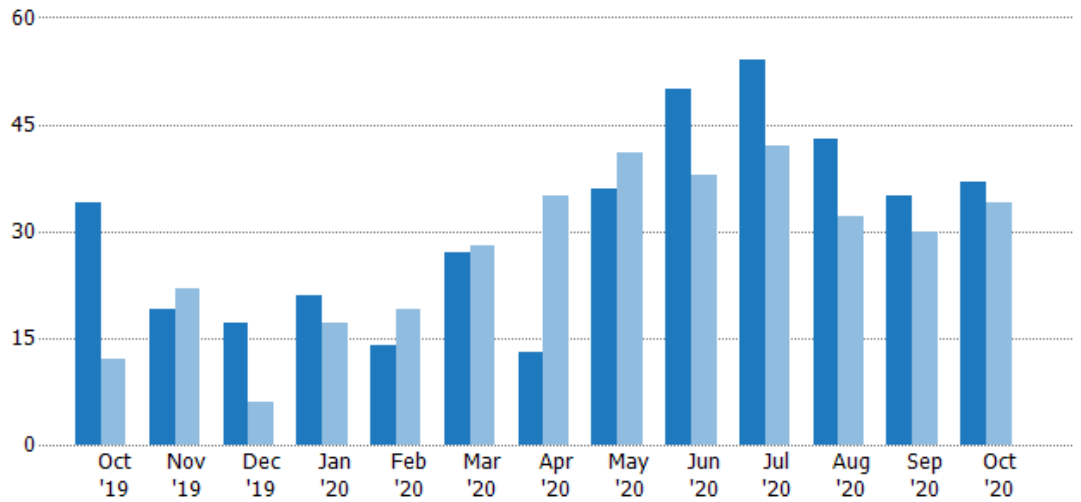
New Listings

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.
Oct '20	37	8.8%
Oct '19	34	183.3%
Oct '18	12	50%



Current Year	34	19	17	21	14	27	13	36	50	54	43	35	37
Prior Year	12	22	6	17	19	28	35	41	38	42	32	30	34
Percent Change from Prior Year	183%	-14%	183%	24%	-26%	-4%	-63%	-12%	32%	29%	34%	17%	9%

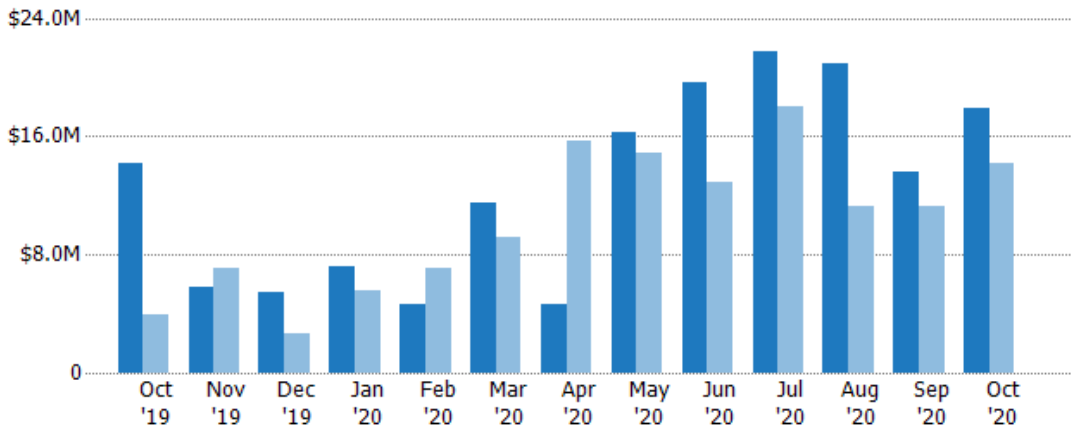
New Listing Volume

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.
Oct '20	\$17.9M	25.8%
Oct '19	\$14.2M	262.8%
Oct '18	\$3.92M	28.6%



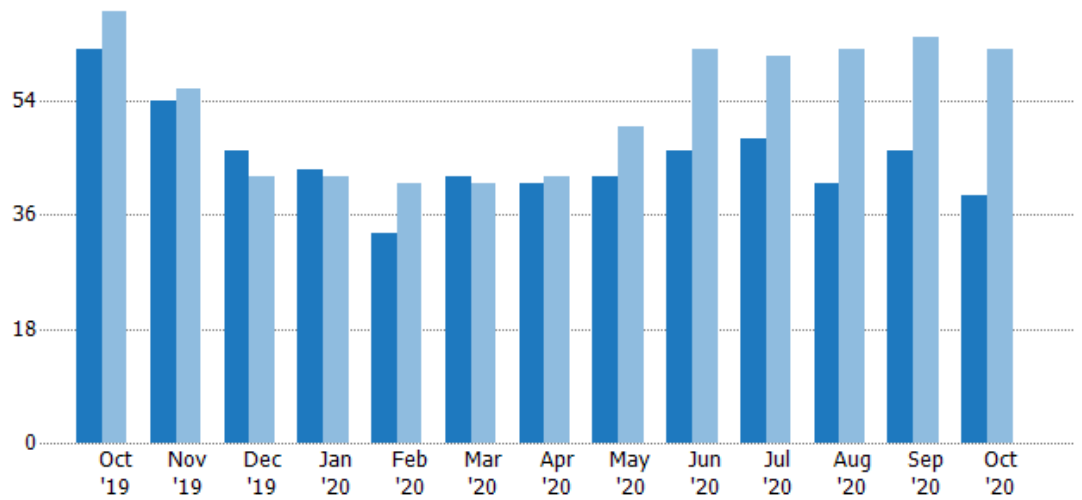
Current Year	\$14.2M	\$5.75M	\$5.45M	\$7.25M	\$4.59M	\$11.4M	\$4.64M	\$16.3M	\$19.6M	\$21.7M	\$21M	\$13.6M	\$17.9M
Prior Year	\$3.92M	\$7.02M	\$2.67M	\$5.55M	\$7.06M	\$9.14M	\$15.7M	\$14.9M	\$12.9M	\$18M	\$11.3M	\$11.3M	\$14.2M
Percent Change from Prior Year	263%	-18%	104%	31%	-35%	25%	-70%	9%	52%	20%	85%	21%	26%

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.
Oct '20	39	-37.1%
Oct '19	62	-8.8%
Oct '18	68	-7.4%

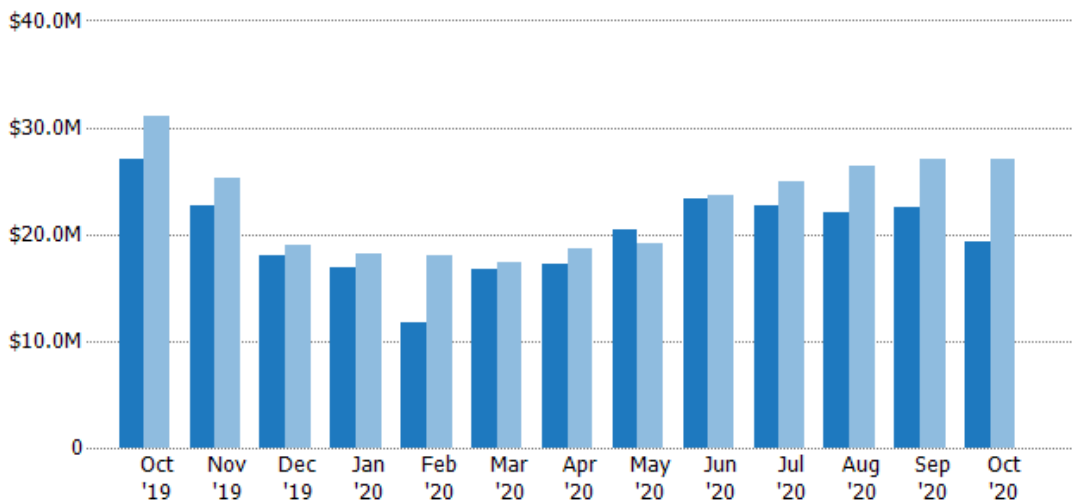
Current Year	62	54	46	43	33	42	41	42	46	48	41	46	39
Prior Year	68	56	42	42	41	41	42	50	62	61	62	64	62
Percent Change from Prior Year	-9%	-4%	10%	2%	-20%	2%	-2%	-16%	-26%	-21%	-34%	-28%	-37%

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.
Oct '20	\$19.3M	-28.6%
Oct '19	\$27M	-12.9%
Oct '18	\$31M	-26.4%

Current Year	\$27M	\$22.7M	\$18M	\$16.9M	\$11.8M	\$16.8M	\$17.2M	\$20.4M	\$23.3M	\$22.6M	\$22.1M	\$22.5M	\$19.3M
Prior Year	\$31M	\$25.3M	\$19M	\$18.2M	\$17.9M	\$17.3M	\$18.7M	\$19.1M	\$23.6M	\$25M	\$26.4M	\$27M	\$27M
Percent Change from Prior Year	-13%	-10%	-5%	-7%	-34%	-3%	-8%	7%	-1%	-9%	-16%	-16%	-29%

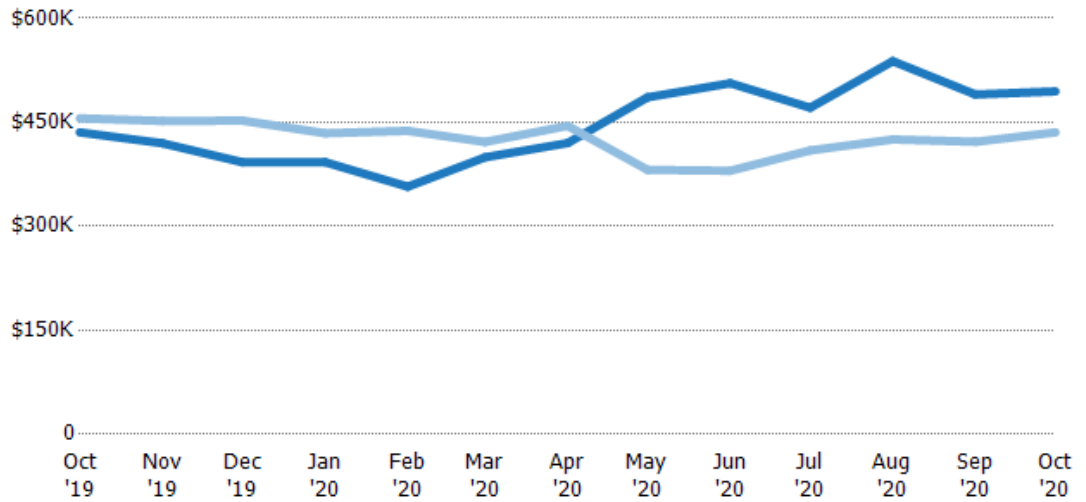
Average Listing Price

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.
Oct '20	\$495K	13.6%
Oct '19	\$435K	-4.4%
Oct '18	\$456K	-20.6%



Current Year	\$435K	\$420K	\$392K	\$392K	\$357K	\$399K	\$420K	\$486K	\$506K	\$471K	\$538K	\$490K	\$495K
Prior Year	\$456K	\$452K	\$452K	\$434K	\$438K	\$422K	\$445K	\$381K	\$380K	\$409K	\$425K	\$422K	\$435K
Percent Change from Prior Year	-4%	-7%	-13%	-10%	-18%	-5%	-6%	27%	33%	15%	27%	16%	14%

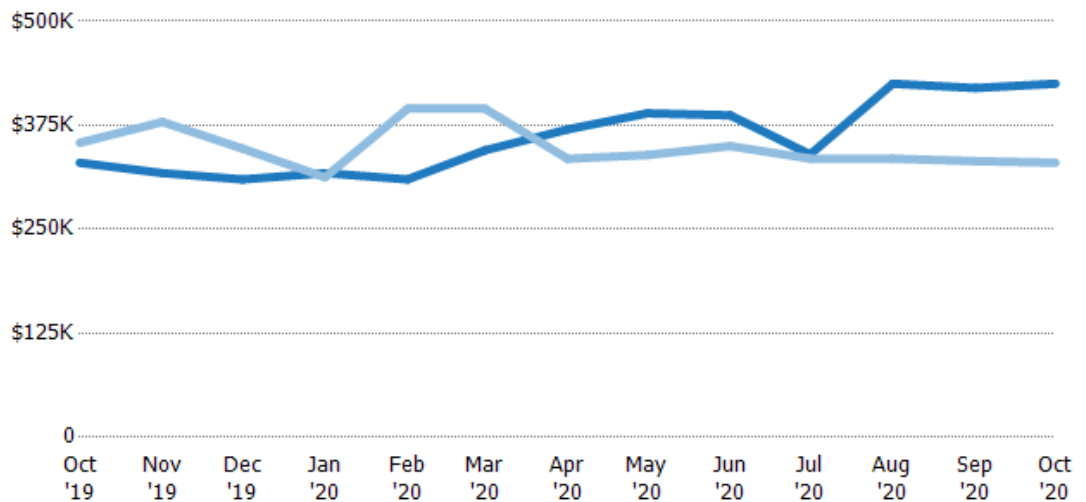
Median Listing Price

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.
Oct '20	\$425K	28.8%
Oct '19	\$330K	-6.8%
Oct '18	\$354K	-9.6%



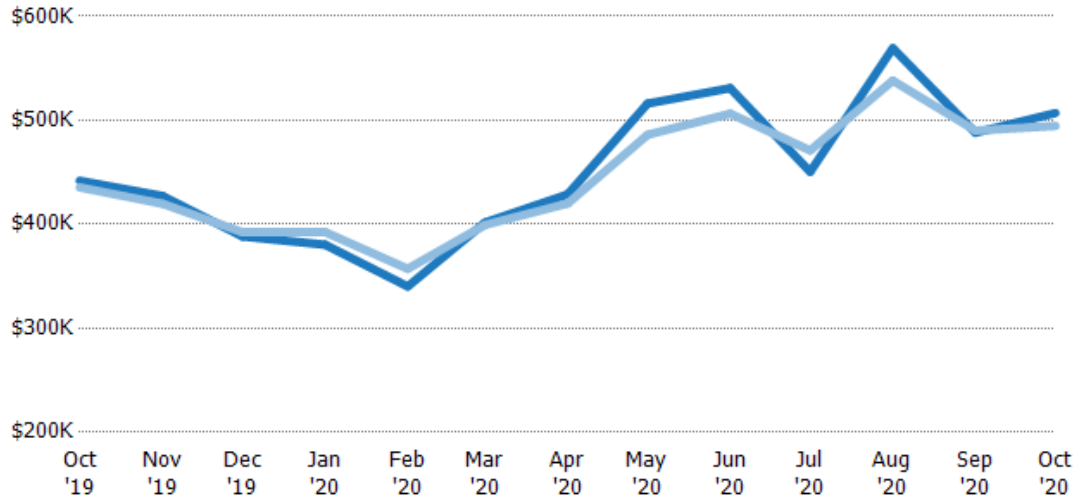
Current Year	\$330K	\$318K	\$310K	\$318K	\$310K	\$345K	\$370K	\$389K	\$387K	\$340K	\$425K	\$420K	\$425K
Prior Year	\$354K	\$379K	\$347K	\$313K	\$395K	\$395K	\$335K	\$339K	\$350K	\$335K	\$335K	\$332K	\$330K
Percent Change from Prior Year	-7%	-16%	-11%	2%	-22%	-13%	11%	15%	11%	2%	27%	26%	29%

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

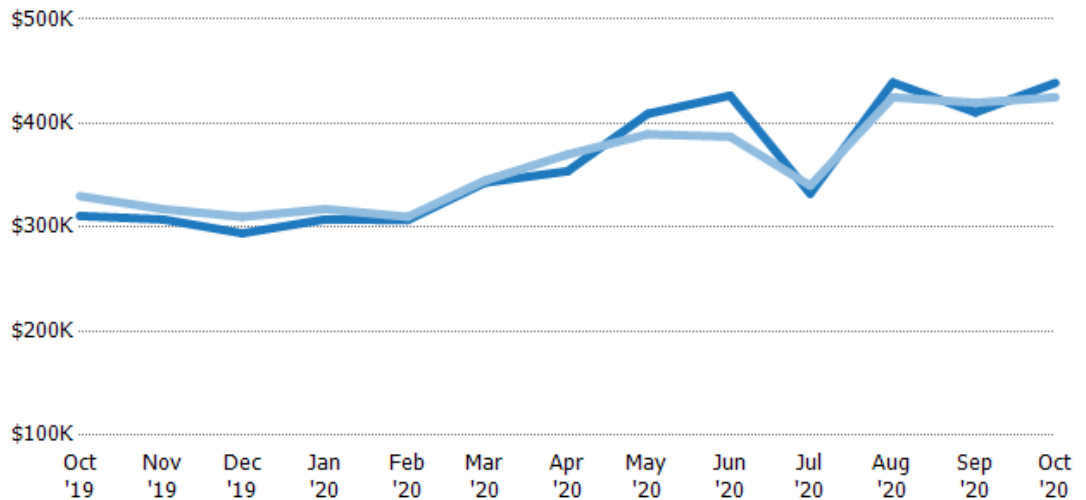


Median Listing Price vs Median Est Value

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



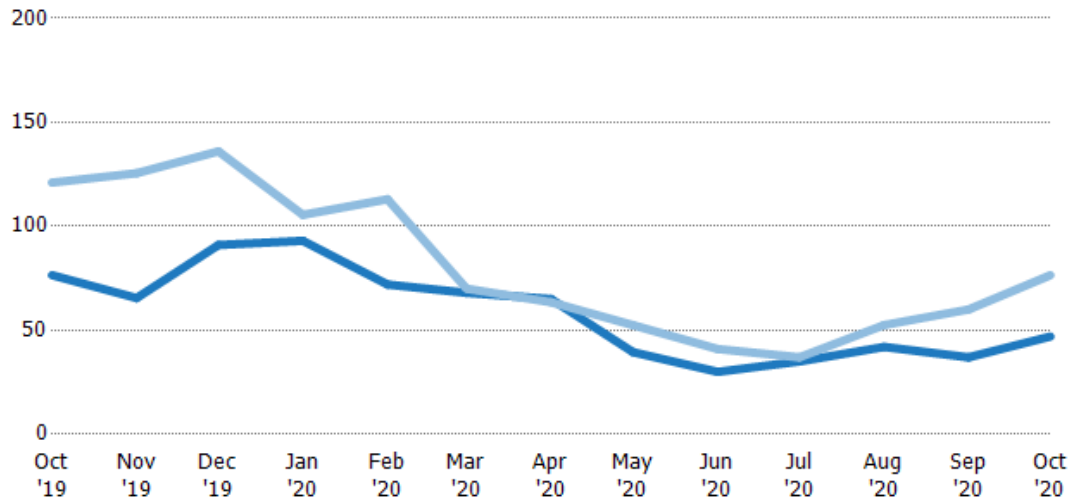
Median Days in RPR

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.
Oct '20	47	-38.6%
Oct '19	76.5	-36.8%
Oct '18	121	-12.4%



Current Year	76.5	65.5	91	93	72	68	65	39.5	30	35	42	37	47
Prior Year	121	126	136	106	113	70	63.5	52.5	41	37	52.5	60	76.5
Percent Change from Prior Year	-37%	-48%	-33%	-12%	-36%	-3%	2%	-25%	-27%	-5%	-20%	-38%	-39%

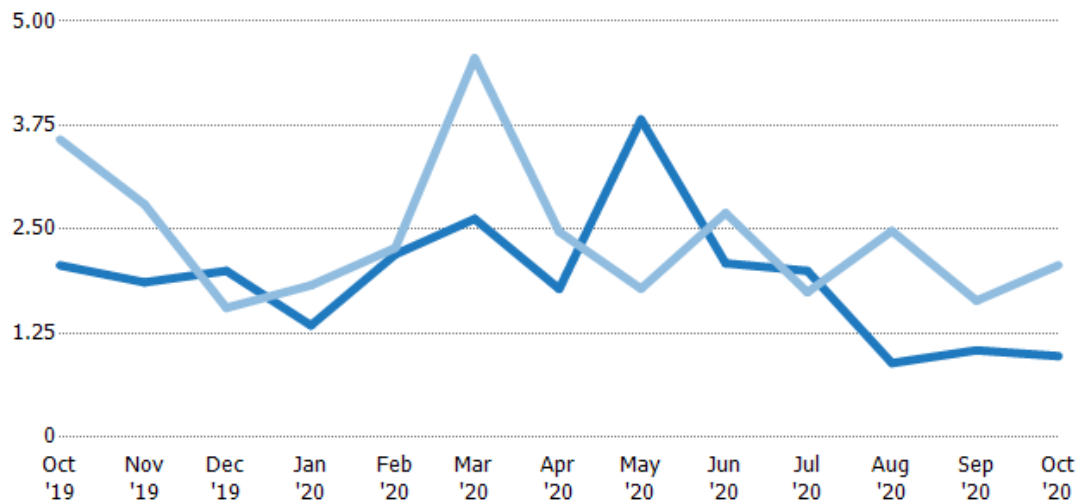
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Oct '20	0.98	-52.8%
Oct '19	2.07	-42.3%
Oct '18	3.58	-32.3%



Current Year	2.07	1.86	2	1.34	2.2	2.63	1.78	3.82	2.09	2	0.89	1.05	0.98
Prior Year	3.58	2.8	1.56	1.83	2.28	4.56	2.47	1.79	2.7	1.74	2.48	1.64	2.07
Percent Change from Prior Year	-42%	-34%	29%	-26%	-3%	-42%	-28%	114%	-22%	15%	-64%	-36%	-53%

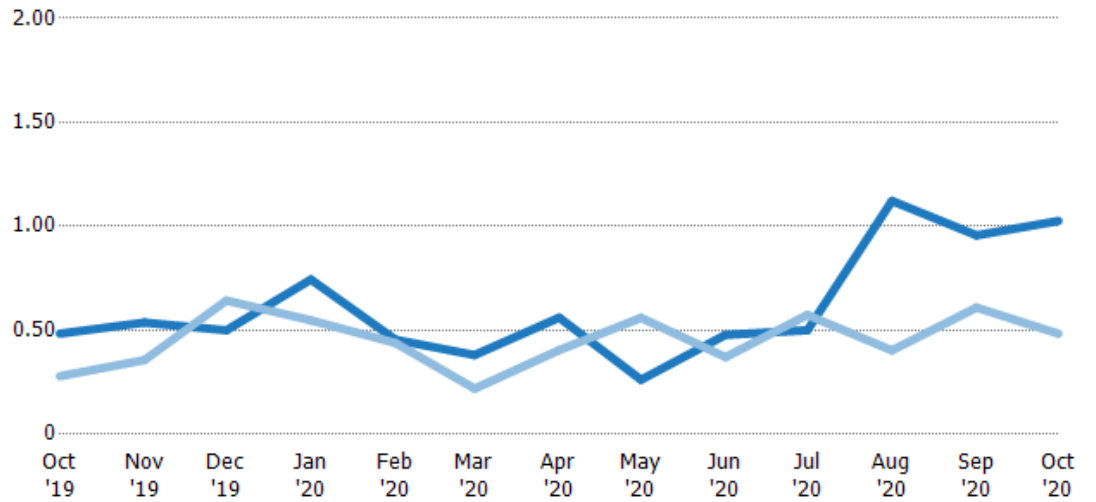
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Oct '20	103%	-54.2%
Oct '19	48%	-20.4%
Oct '18	28%	47.7%



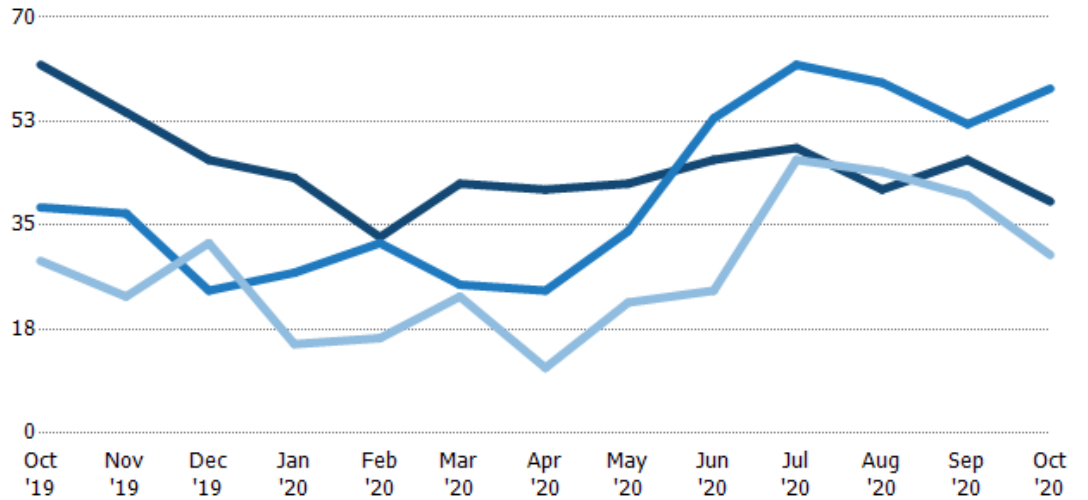
Current Year	48%	54%	50%	74%	45%	38%	56%	26%	48%	50%	112%	96%	103%
Prior Year	28%	36%	64%	55%	44%	22%	40%	56%	37%	57%	40%	61%	48%
Change from Prior Year	-20%	-18%	14%	-20%	-2%	-16%	-16%	30%	-11%	7%	-72%	-35%	-54%

Active/Pending/Sold Units

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

Filters Used

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



Active	62	54	46	43	33	42	41	42	46	48	41	46	39
Pending	38	37	24	27	32	25	24	34	53	62	59	52	58
Sold	29	23	32	15	16	23	11	22	24	46	44	40	30

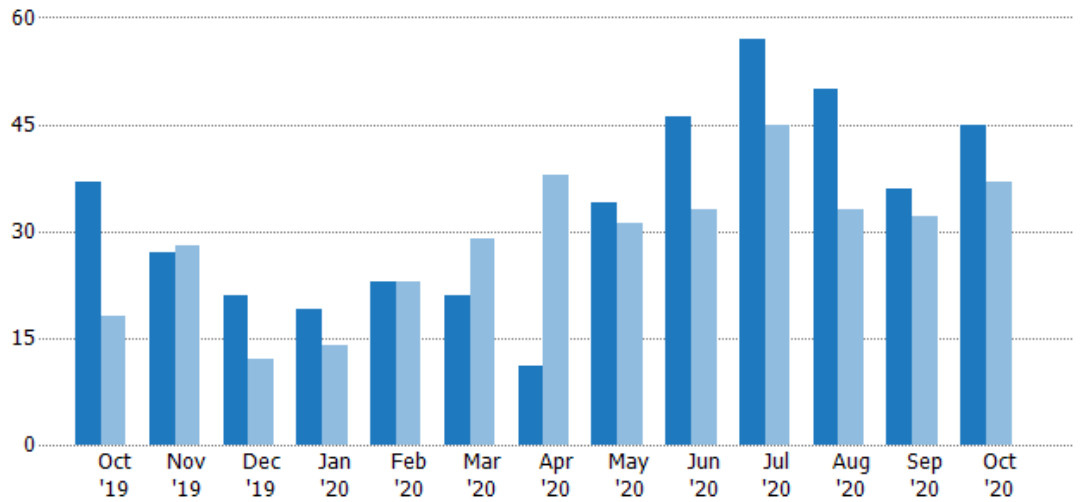
New Pending Sales

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.
Oct '20	45	21.6%
Oct '19	37	105.6%
Oct '18	18	33.3%



Current Year	37	27	21	19	23	21	11	34	46	57	50	36	45
Prior Year	18	28	12	14	23	29	38	31	33	45	33	32	37
Percent Change from Prior Year	106%	-4%	75%	36%	0%	-28%	-71%	10%	39%	27%	52%	13%	22%

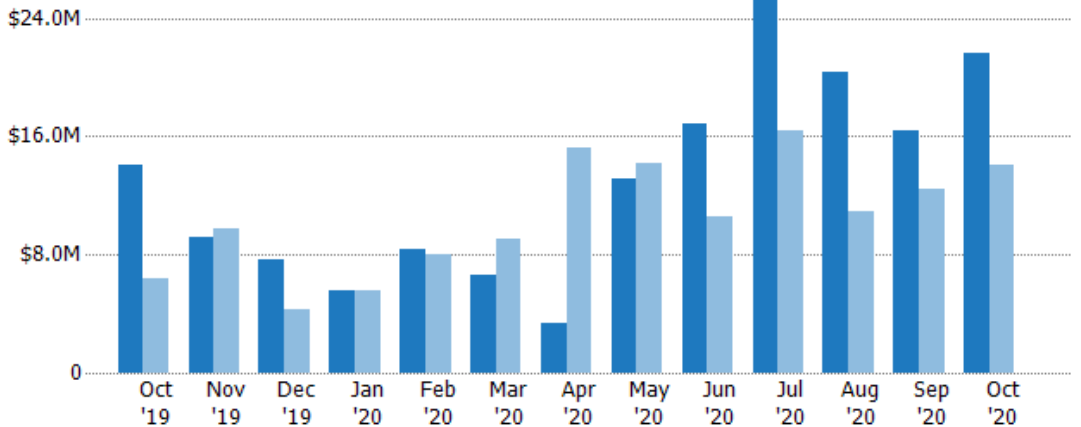
New Pending Sales Volume

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.
Oct '20	\$21.6M	54.4%
Oct '19	\$14M	118.8%
Oct '18	\$6.41M	34.2%



Current Year	\$14M	\$9.12M	\$7.62M	\$5.61M	\$8.36M	\$6.56M	\$3.36M	\$13.1M	\$16.8M	\$26.3M	\$20.3M	\$16.4M	\$21.6M
Prior Year	\$6.41M	\$9.73M	\$4.27M	\$5.59M	\$8M	\$9.08M	\$15.2M	\$14.1M	\$10.6M	\$16.4M	\$10.9M	\$12.4M	\$14M
Percent Change from Prior Year	119%	-6%	78%	0%	5%	-28%	-78%	-7%	58%	60%	87%	32%	54%

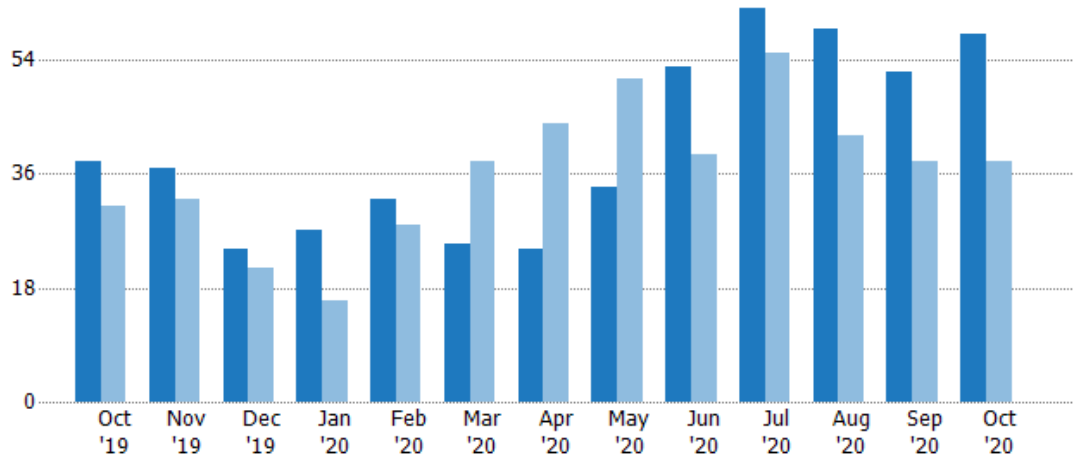
Pending Sales

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.
Oct '20	58	52.6%
Oct '19	38	22.6%
Oct '18	31	-3.2%



Current Year	38	37	24	27	32	25	24	34	53	62	59	52	58
Prior Year	31	32	21	16	28	38	44	51	39	55	42	38	38
Percent Change from Prior Year	23%	16%	14%	69%	14%	-34%	-45%	-33%	36%	13%	40%	37%	53%

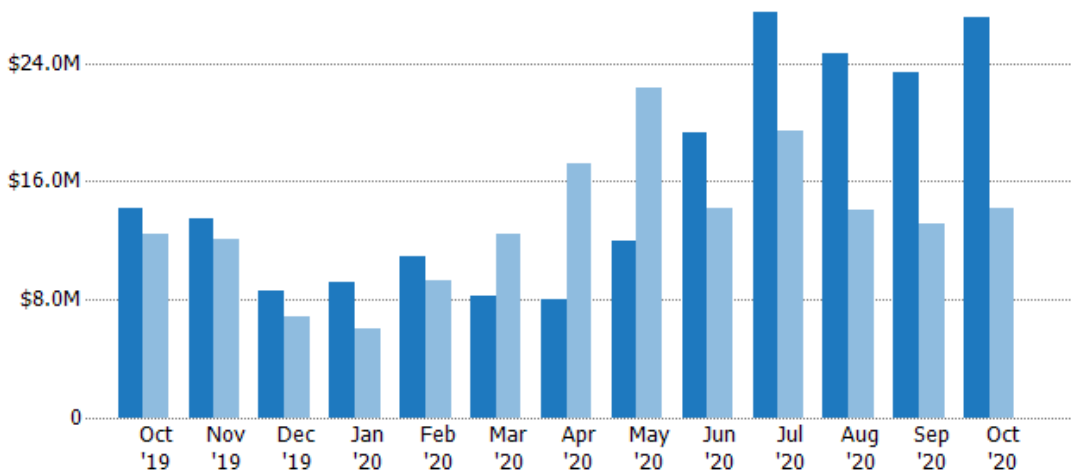
Pending Sales Volume

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.
Oct '20	\$27.1M	91.8%
Oct '19	\$14.1M	13.6%
Oct '18	\$12.4M	-17.3%



Current Year	\$14.1M	\$13.4M	\$8.62M	\$9.17M	\$10.9M	\$8.19M	\$7.96M	\$12M	\$19.3M	\$27.5M	\$24.7M	\$23.4M	\$27.1M
Prior Year	\$12.4M	\$12.1M	\$6.83M	\$5.98M	\$9.34M	\$12.5M	\$17.2M	\$22.3M	\$14.1M	\$19.4M	\$14M	\$13.1M	\$14.1M
Percent Change from Prior Year	14%	11%	26%	53%	17%	-34%	-54%	-46%	36%	42%	76%	78%	92%

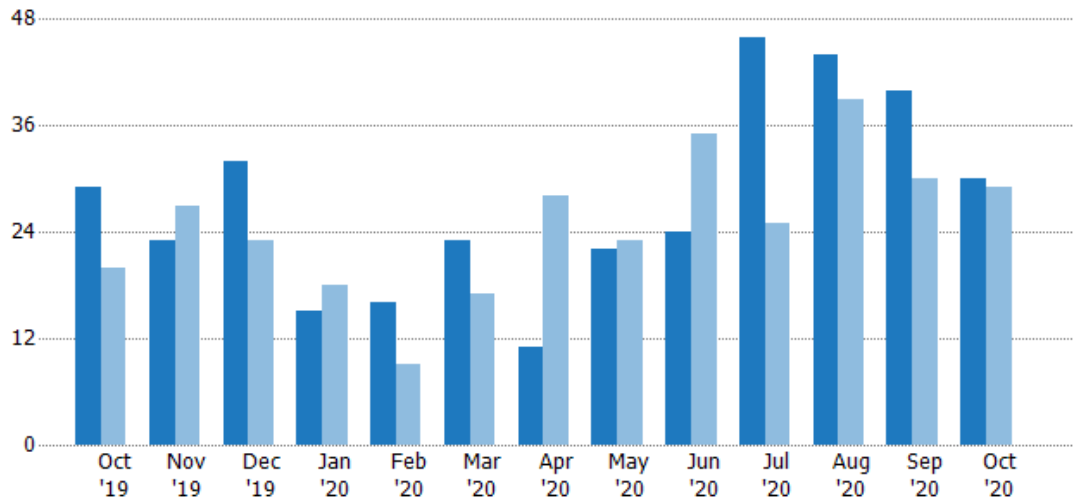
Closed Sales

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.
Oct '20	30	3.4%
Oct '19	29	45%
Oct '18	20	50%



Current Year	29	23	32	15	16	23	11	22	24	46	44	40	30
Prior Year	20	27	23	18	9	17	28	23	35	25	39	30	29
Percent Change from Prior Year	45%	-15%	39%	-17%	78%	35%	-61%	-4%	-31%	84%	13%	33%	3%

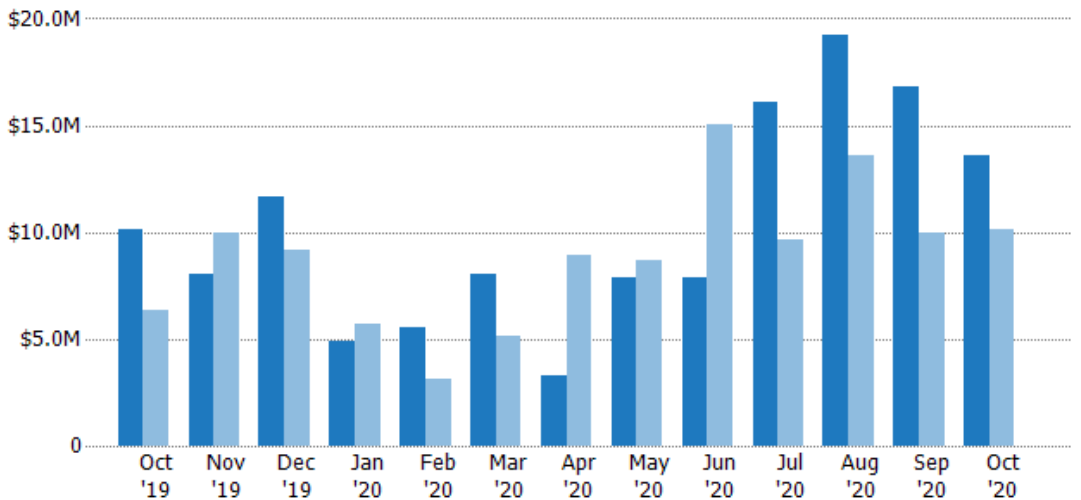
Closed Sales Volume

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.
Oct '20	\$13.6M	34.3%
Oct '19	\$10.1M	58.9%
Oct '18	\$6.37M	68.9%



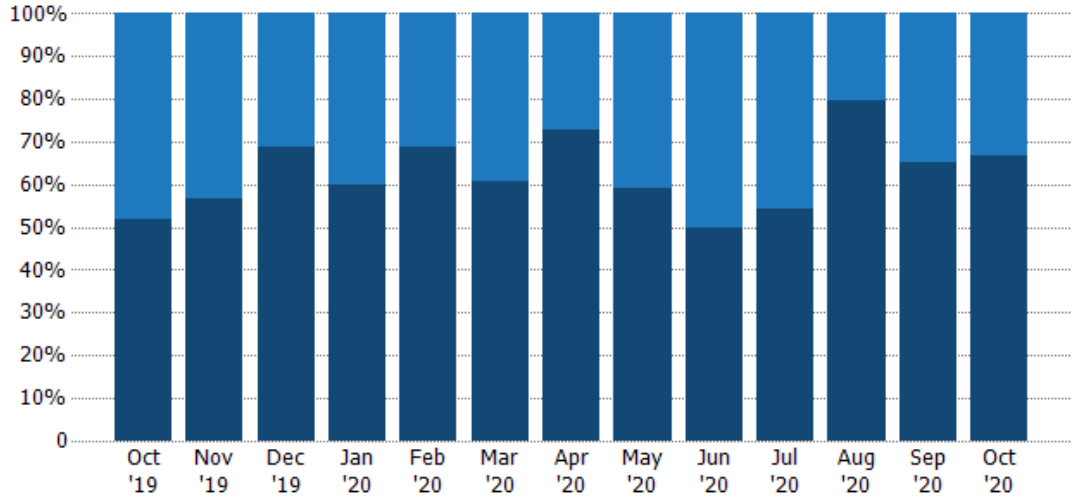
Current Year	\$10.1M	\$8.04M	\$11.7M	\$4.91M	\$5.57M	\$8.02M	\$3.29M	\$7.87M	\$7.88M	\$16.1M	\$19.3M	\$16.8M	\$13.6M
Prior Year	\$6.37M	\$9.94M	\$9.19M	\$5.74M	\$3.12M	\$5.11M	\$8.93M	\$8.65M	\$15M	\$9.65M	\$13.6M	\$10M	\$10.1M
Percent Change from Prior Year	59%	-19%	27%	-14%	79%	57%	-63%	-9%	-48%	67%	42%	68%	34%

Closed Sales by Property Type

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

Filters Used

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



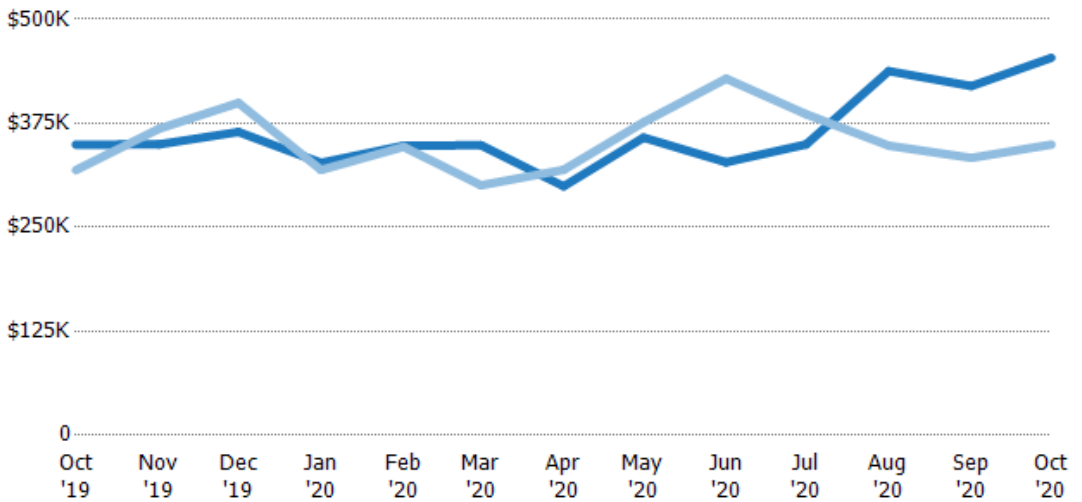
Condo/Townhouse	48%	43%	31%	40%	31%	39%	27%	41%	50%	46%	20%	35%	33%
Single Family Residence	52%	57%	69%	60%	69%	61%	73%	59%	50%	54%	80%	65%	67%

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	\$349K	\$350K	\$365K	\$328K	\$348K	\$349K	\$299K	\$358K	\$328K	\$350K	\$438K	\$420K	\$454K
Prior Year	\$319K	\$368K	\$399K	\$319K	\$347K	\$300K	\$319K	\$376K	\$429K	\$386K	\$348K	\$333K	\$349K
Percent Change from Prior Year	10%	-5%	-9%	3%	0%	16%	-6%	-5%	-23%	-9%	26%	26%	30%

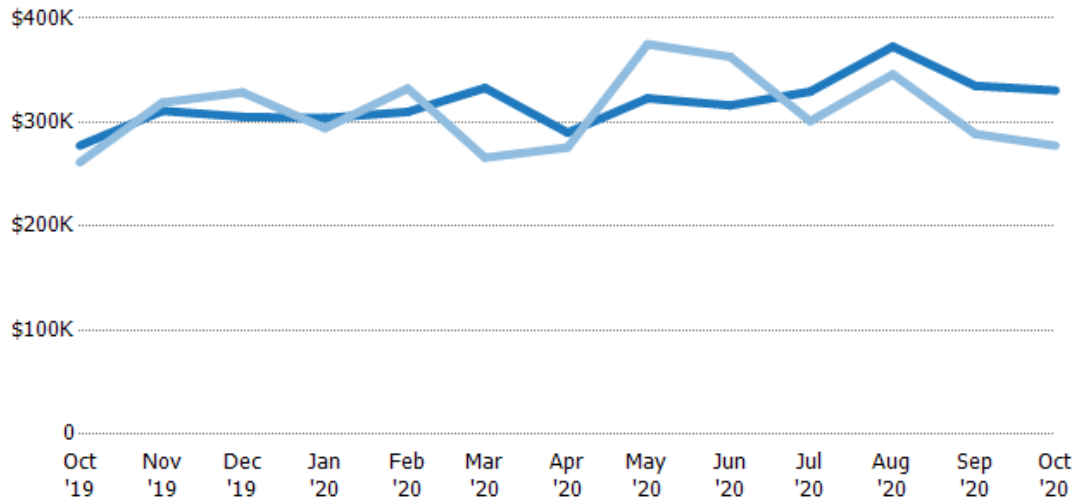
Median Sales Price

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.
Oct '20	\$331K	19.1%
Oct '19	\$278K	6.1%
Oct '18	\$262K	13.3%



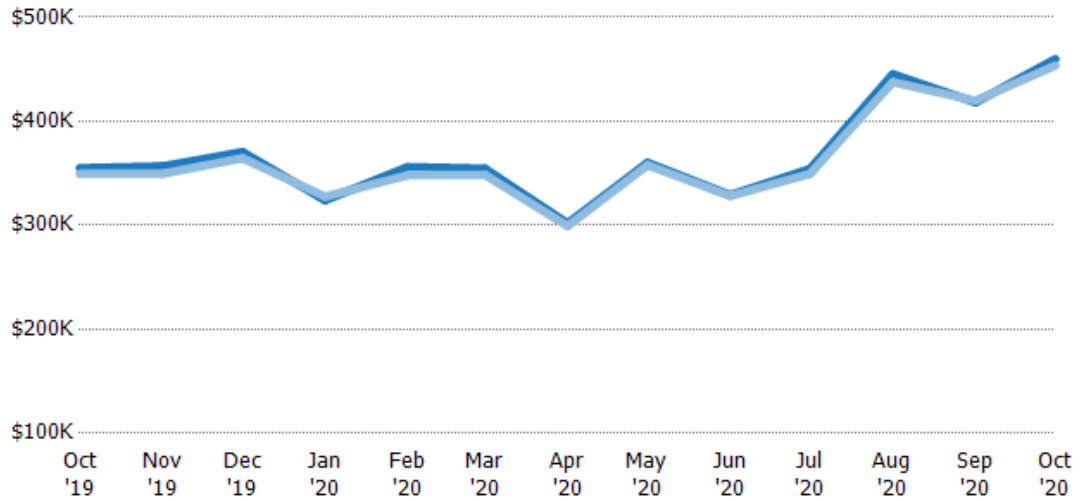
Current Year	\$278K	\$311K	\$305K	\$304K	\$310K	\$333K	\$290K	\$323K	\$316K	\$330K	\$373K	\$335K	\$331K
Prior Year	\$262K	\$319K	\$329K	\$294K	\$333K	\$266K	\$276K	\$375K	\$363K	\$301K	\$346K	\$289K	\$278K
Percent Change from Prior Year	6%	-3%	-7%	3%	-7%	25%	5%	-14%	-13%	9%	8%	16%	19%

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



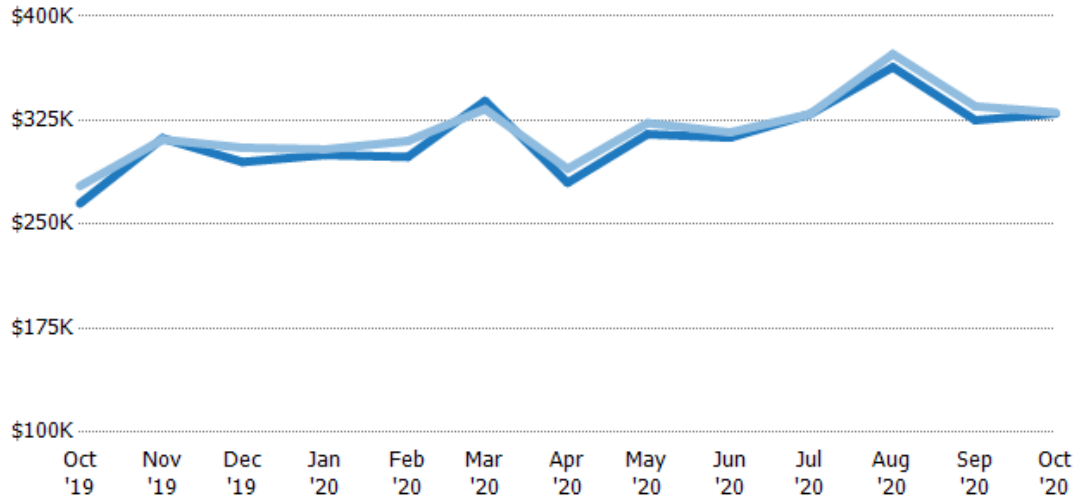
Avg List Price	\$355K	\$357K	\$370K	\$324K	\$356K	\$354K	\$302K	\$360K	\$329K	\$354K	\$445K	\$418K	\$460K
Avg Sales Price	\$349K	\$350K	\$365K	\$328K	\$348K	\$349K	\$299K	\$358K	\$328K	\$350K	\$438K	\$420K	\$454K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	101%	98%	98%	99%	99%	100%	99%	98%	100%	99%

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

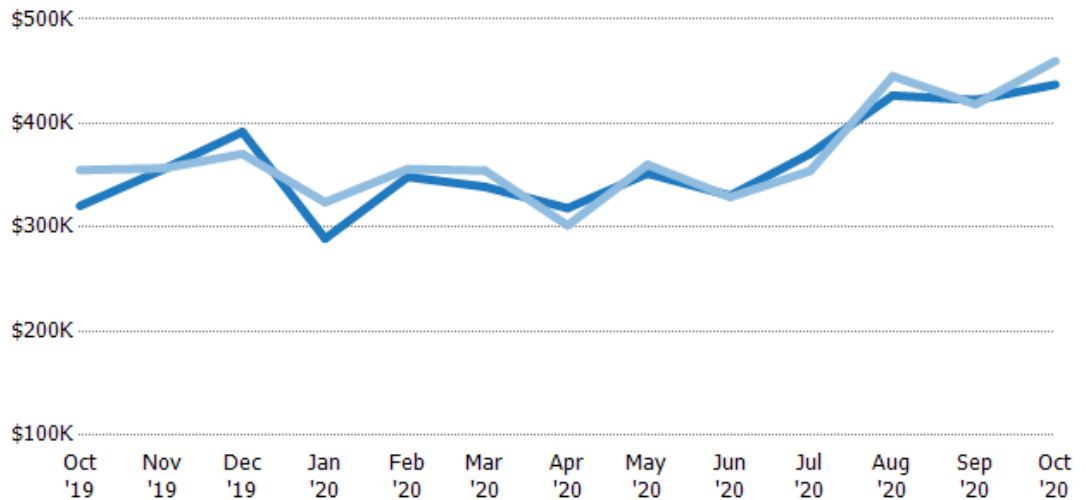


Average Sales Price vs Average Est Value

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

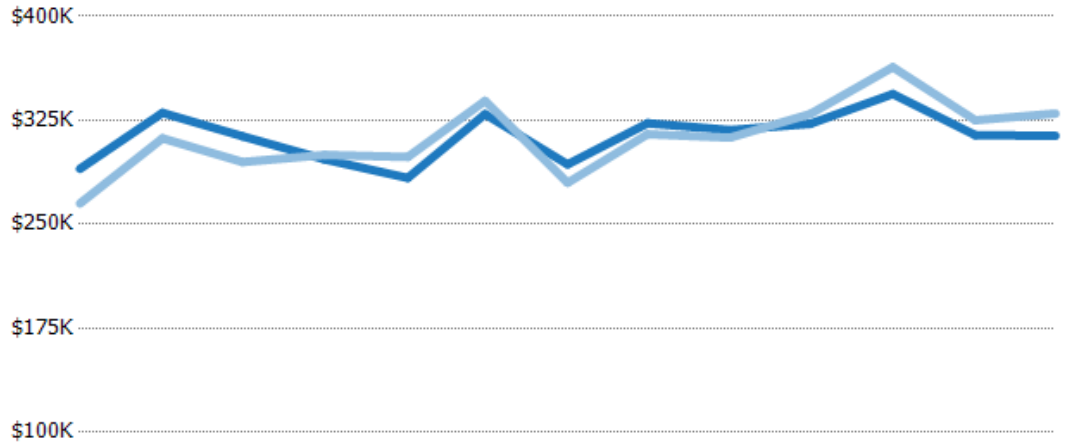


Median Sales Price vs Median Est Value

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$290K	\$330K	\$313K	\$297K	\$283K	\$329K	\$293K	\$323K	\$318K	\$322K	\$344K	\$314K	\$314K
Median Sales Price	\$265K	\$312K	\$295K	\$300K	\$299K	\$339K	\$280K	\$315K	\$313K	\$330K	\$363K	\$325K	\$330K
Med Sales Price as a % of Med Est Value	91%	94%	94%	101%	105%	103%	95%	98%	98%	102%	106%	103%	105%