

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	18	-27.8%	361	358	+0.8%
New Listing Volume	\$5,939,800	\$5,620,700	+5.7%	\$150,546,674	\$134,562,161	+11.9%
Active Listing Count	22	49	-55.1%	N/A	N/A	
Active Listing Volume	\$10,751,499	\$19,227,067	-44.1%	N/A	N/A	
Average Listing Price	\$488,705	\$392,389	+24.5%	\$454,336	\$415,166	+9.4%
Median Listing Price	\$352,500	\$310,000	+13.7%	\$375,580	\$342,155	+9.8%
Median Days in RPR	99	96	+3.1%	57.13	67.16	-14.9%
Months of Inventory	0.8	2.1	-63.1%	1.6	2.4	-33.6%
Absorption Rate	127.27%	46.94%	+80.3%	61.75%	41.01%	+20.7%
Sales Activity Charts Metrics						
New Pending Sales Count	21	21	+/-	382	363	+5.2%
New Pending Sales Volume	\$9,863,600	\$7,615,499	+29.5%	\$155,694,315	\$133,181,844	+16.9%
Pending Sales Count	28	24	+16.7%	N/A	N/A	
Pending Sales Volume	\$10,284,000	\$8,622,599	+19.3%	N/A	N/A	
Closed Sales Count	37	32	+15.6%	337	310	+8.7%
Closed Sales Volume	\$16,951,900	\$11,665,318	+45.3%	\$134,392,448	\$111,548,302	+20.5%
Average Sales Price	\$458,159	\$364,541	+25.7%	\$398,791	\$359,833	+10.8%
Median Sales Price	\$350,000	\$305,200	+14.7%	\$332,879	\$314,630	+5.8%

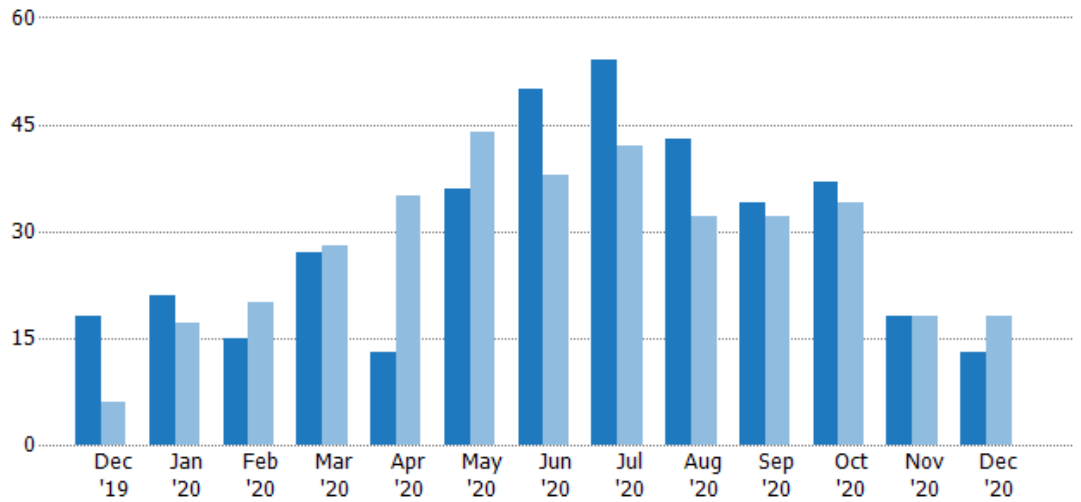
New Listings

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.
Dec '20	13	-27.8%
Dec '19	18	200%
Dec '18	6	66.7%



Current Year	18	21	15	27	13	36	50	54	43	34	37	18	13
Prior Year	6	17	20	28	35	44	38	42	32	32	34	18	18
Percent Change from Prior Year	200%	24%	-25%	-4%	-63%	-18%	32%	29%	34%	6%	9%	0%	-28%

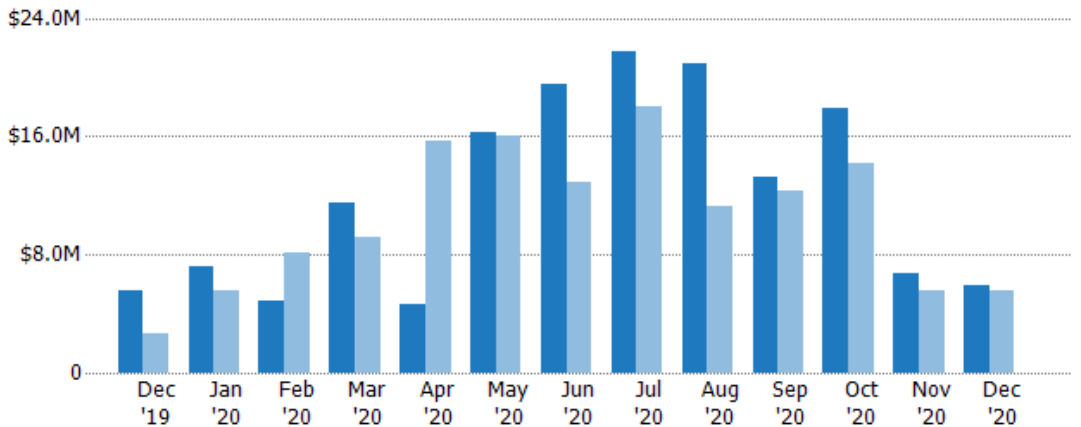
New Listing Volume

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.
Dec '20	\$5.94M	5.7%
Dec '19	\$5.62M	110.2%
Dec '18	\$2.67M	13.9%



Current Year	\$5.62M	\$7.25M	\$4.89M	\$11.4M	\$4.64M	\$16.3M	\$19.6M	\$21.7M	\$21M	\$13.2M	\$17.9M	\$6.78M	\$5.94M
Prior Year	\$2.67M	\$5.55M	\$8.13M	\$9.14M	\$15.7M	\$16.1M	\$12.9M	\$18M	\$11.3M	\$12.3M	\$14.2M	\$5.58M	\$5.62M
Percent Change from Prior Year	110%	31%	-40%	25%	-70%	1%	52%	20%	85%	7%	26%	22%	6%

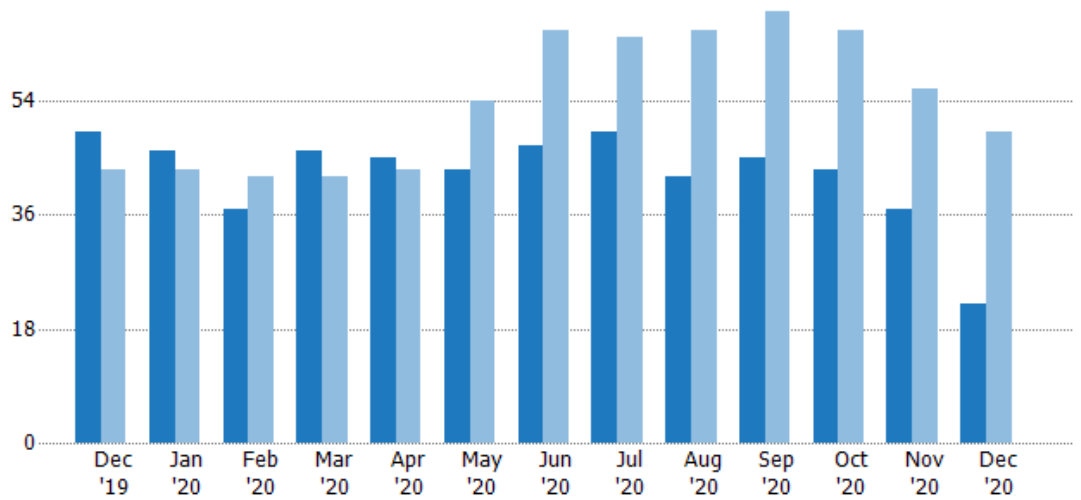
Active Listings

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.
Dec '20	22	-55.1%
Dec '19	49	14%
Dec '18	43	16.3%



Current Year	49	46	37	46	45	43	47	49	42	45	43	37	22
Prior Year	43	43	42	42	43	54	65	64	65	68	65	56	49
Percent Change from Prior Year	14%	7%	-12%	10%	5%	-20%	-28%	-23%	-35%	-34%	-34%	-34%	-55%

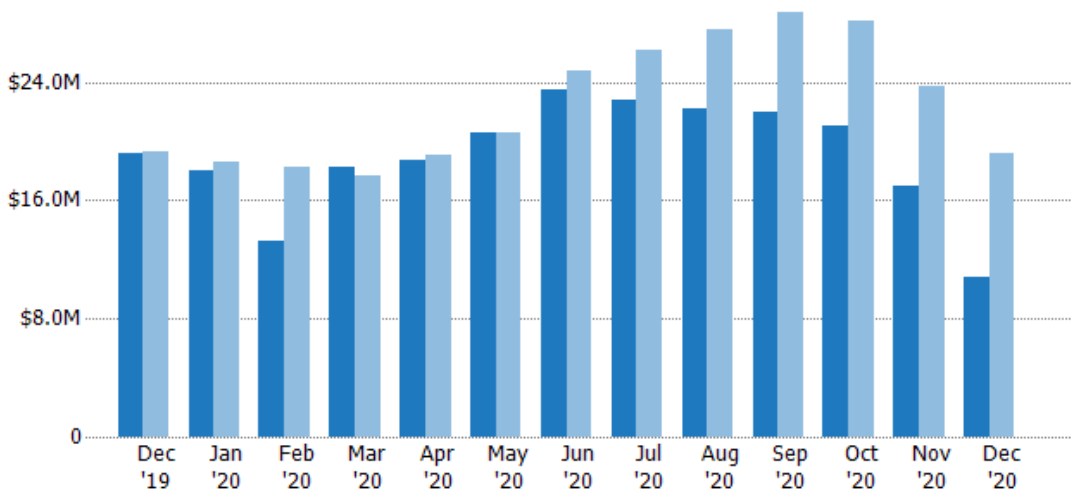
Active Listing Volume

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.
Dec '20	\$10.8M	-44.1%
Dec '19	\$19.2M	-0.6%
Dec '18	\$19.4M	5.5%



Current Year	\$19.2M	\$18.1M	\$13.3M	\$18.3M	\$18.7M	\$20.6M	\$23.4M	\$22.8M	\$22.2M	\$22M	\$21.1M	\$16.9M	\$10.8M
Prior Year	\$19.4M	\$18.6M	\$18.3M	\$17.6M	\$19M	\$20.6M	\$24.7M	\$26.2M	\$27.5M	\$28.7M	\$28.2M	\$23.7M	\$19.2M
Percent Change from Prior Year	-1%	-3%	-27%	3%	-2%	0%	-5%	-13%	-19%	-23%	-25%	-28%	-44%

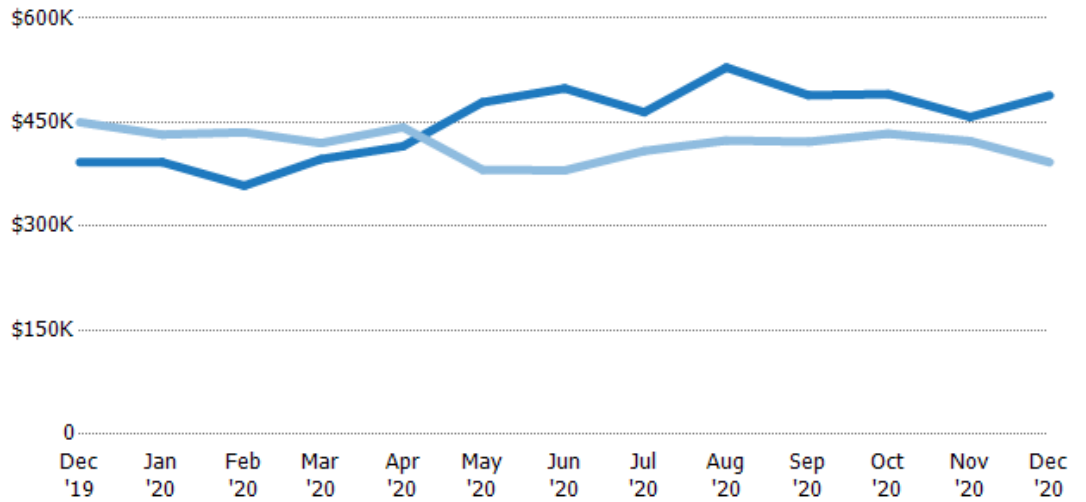
Average Listing Price

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.
Dec '20	\$489K	24.5%
Dec '19	\$392K	-12.8%
Dec '18	\$450K	-9.2%



Current Year	\$392K	\$393K	\$358K	\$397K	\$416K	\$479K	\$499K	\$465K	\$529K	\$489K	\$491K	\$458K	\$489K
Prior Year	\$450K	\$432K	\$436K	\$420K	\$443K	\$381K	\$381K	\$409K	\$424K	\$422K	\$433K	\$423K	\$392K
Percent Change from Prior Year	-13%	-9%	-18%	-6%	-6%	26%	31%	14%	25%	16%	13%	8%	25%

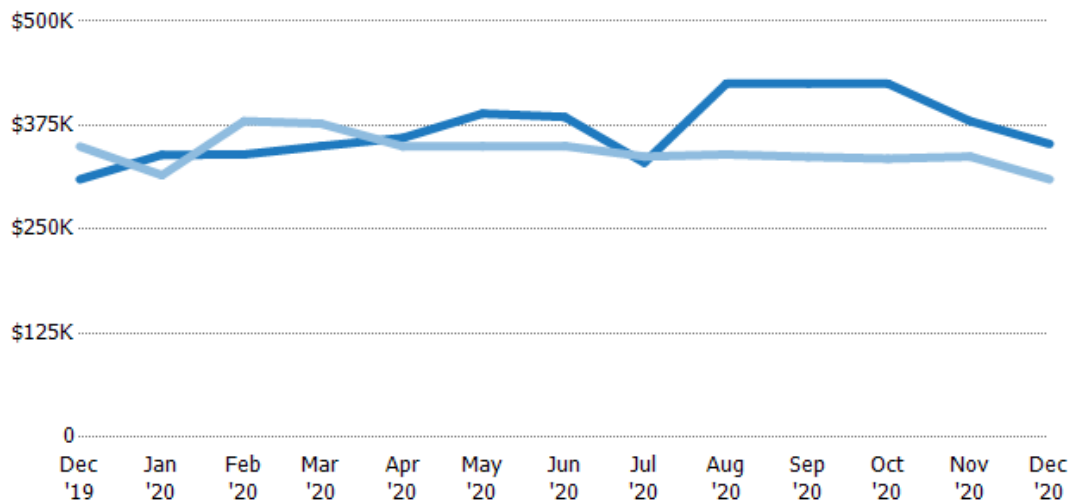
Median Listing Price

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.
Dec '20	\$353K	13.7%
Dec '19	\$310K	-11.3%
Dec '18	\$350K	-8.5%



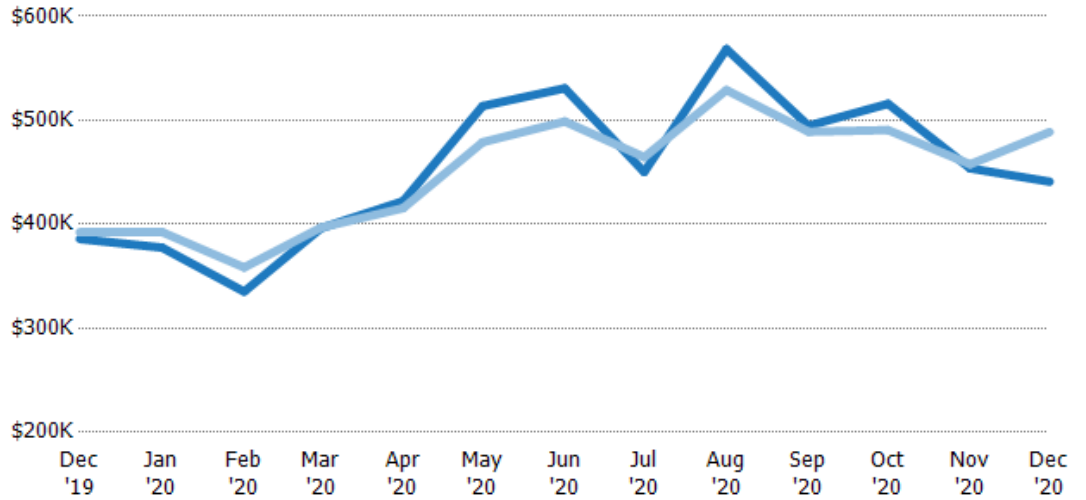
Current Year	\$310K	\$339K	\$340K	\$350K	\$360K	\$389K	\$385K	\$330K	\$425K	\$425K	\$425K	\$380K	\$353K
Prior Year	\$350K	\$315K	\$380K	\$377K	\$350K	\$350K	\$350K	\$337K	\$340K	\$337K	\$335K	\$337K	\$310K
Percent Change from Prior Year	-11%	8%	-11%	-7%	3%	11%	10%	-2%	25%	26%	27%	13%	14%

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

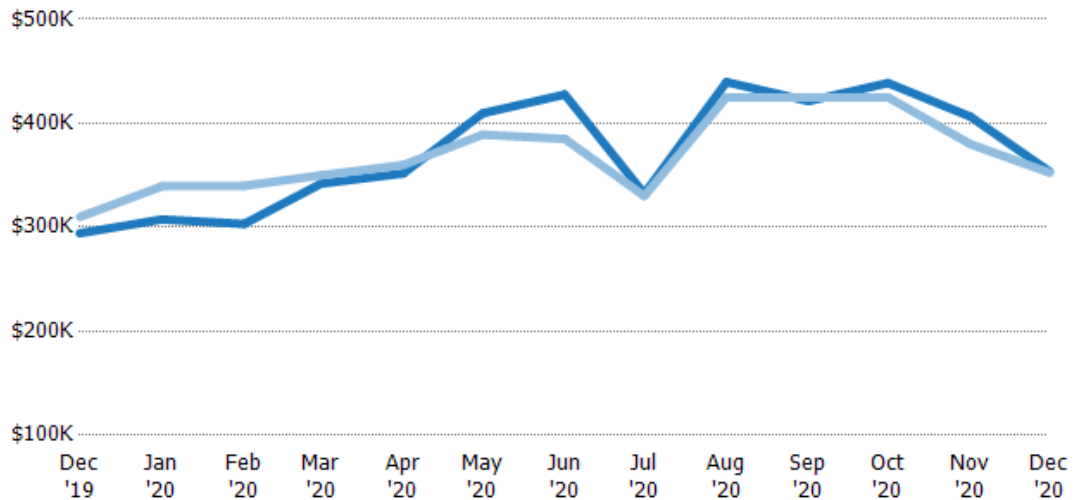


Median Listing Price vs Median Est Value

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



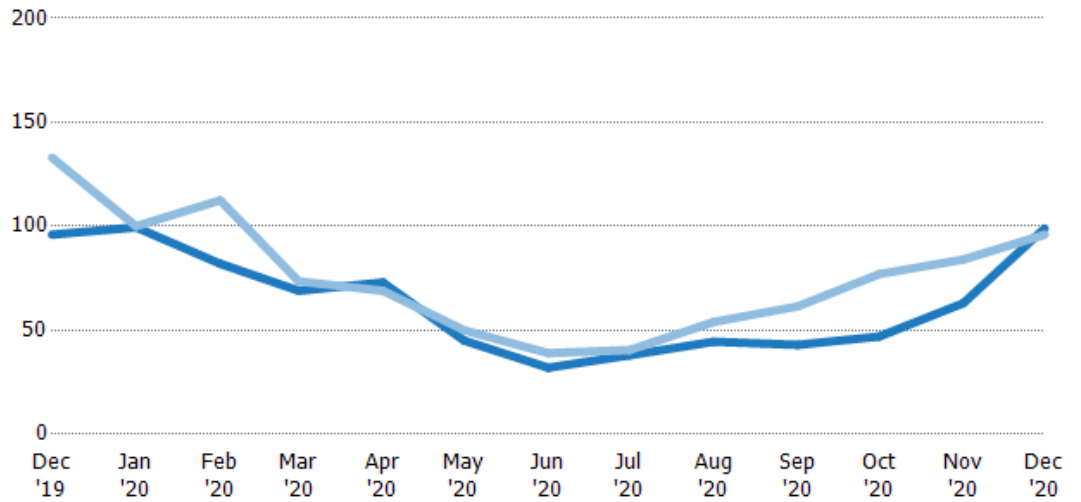
Median Days in RPR

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.
Dec '20	99	3.1%
Dec '19	96	-27.8%
Dec '18	133	-18%



Current Year	96	100	82	69	73	45	32	38	44.5	43	47	63	99
Prior Year	133	100	113	73.5	69	50	39	40.5	54	61.5	77	84	96
Percent Change from Prior Year	-28%	-1%	-27%	-6%	6%	-10%	-18%	-6%	-18%	-30%	-39%	-25%	3%

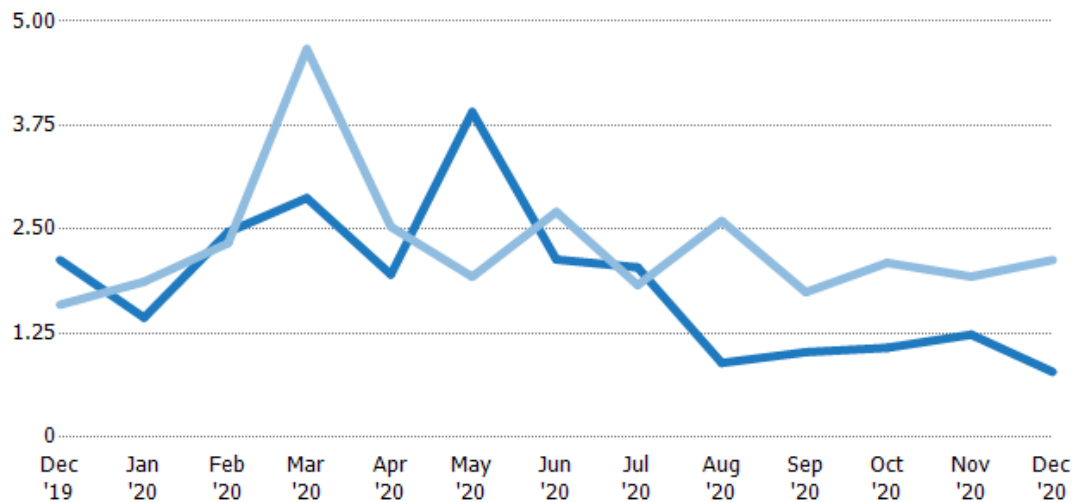
Months of Inventory

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.
Dec '20	0.79	-63.1%
Dec '19	2.13	33.8%
Dec '18	1.59	65.2%



Current Year	2.13	1.44	2.47	2.88	1.96	3.91	2.14	2.04	0.89	1.02	1.08	1.23	0.79
Prior Year	1.59	1.87	2.33	4.67	2.53	1.93	2.71	1.83	2.6	1.74	2.1	1.93	2.13
Percent Change from Prior Year	34%	-23%	6%	-38%	-23%	103%	-21%	12%	-66%	-41%	-49%	-36%	-63%

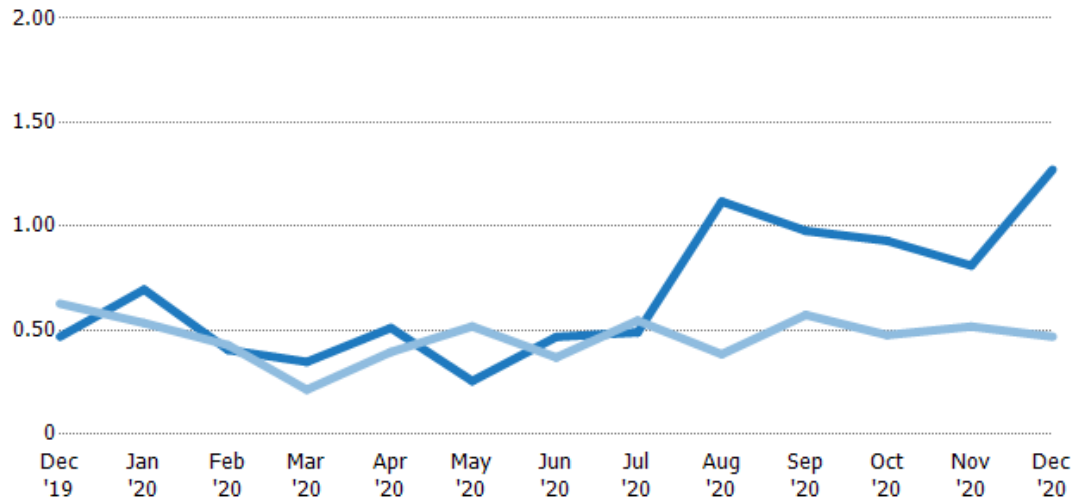
Absorption Rate

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.
Dec '20	127%	-80.3%
Dec '19	47%	15.9%
Dec '18	63%	-39.5%



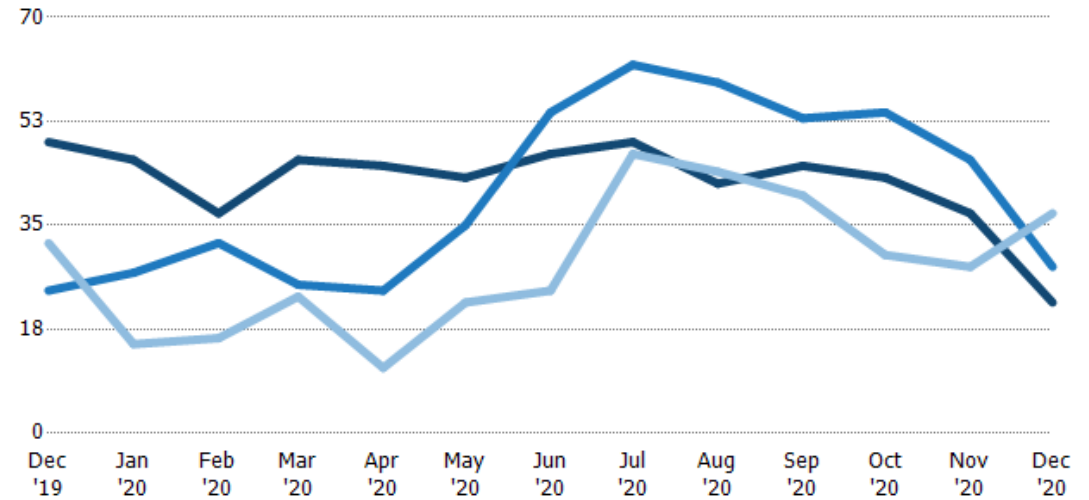
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	47%	70%	41%	35%	51%	26%	47%	49%	112%	98%	93%	81%	127%
Prior Year	63%	53%	43%	21%	40%	52%	37%	55%	38%	57%	48%	52%	47%
Change from Prior Year	16%	-16%	2%	-13%	-12%	26%	-10%	6%	-73%	-40%	-45%	-29%	-80%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	49	46	37	46	45	43	47	49	42	45	43	37	22
Pending	24	27	32	25	24	35	54	62	59	53	54	46	28
Sold	32	15	16	23	11	22	24	47	44	40	30	28	37

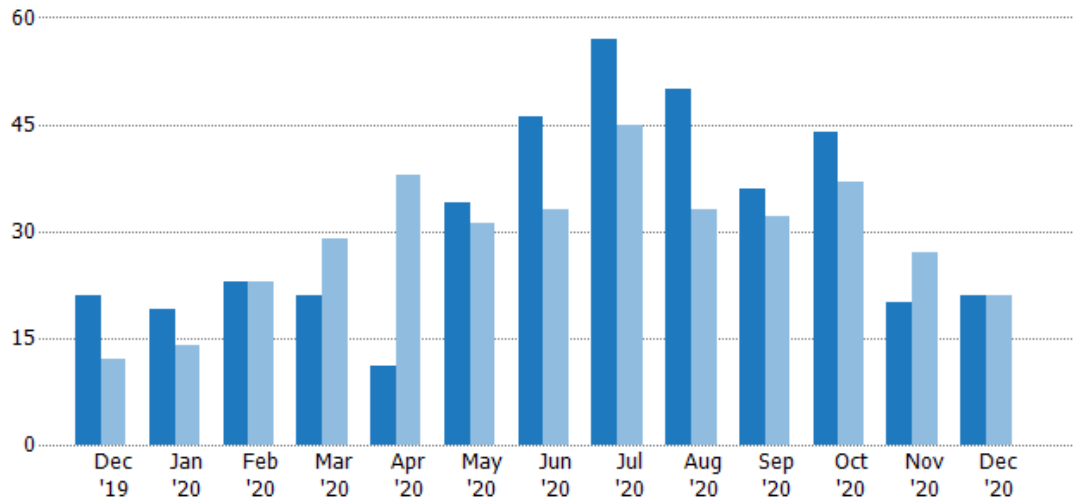
New Pending Sales

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.
Dec '20	21	0%
Dec '19	21	75%
Dec '18	12	16.7%



Current Year	21	19	23	21	11	34	46	57	50	36	44	20	21
Prior Year	12	14	23	29	38	31	33	45	33	32	37	27	21
Percent Change from Prior Year	75%	36%	0%	-28%	-71%	10%	39%	27%	52%	13%	19%	-26%	0%

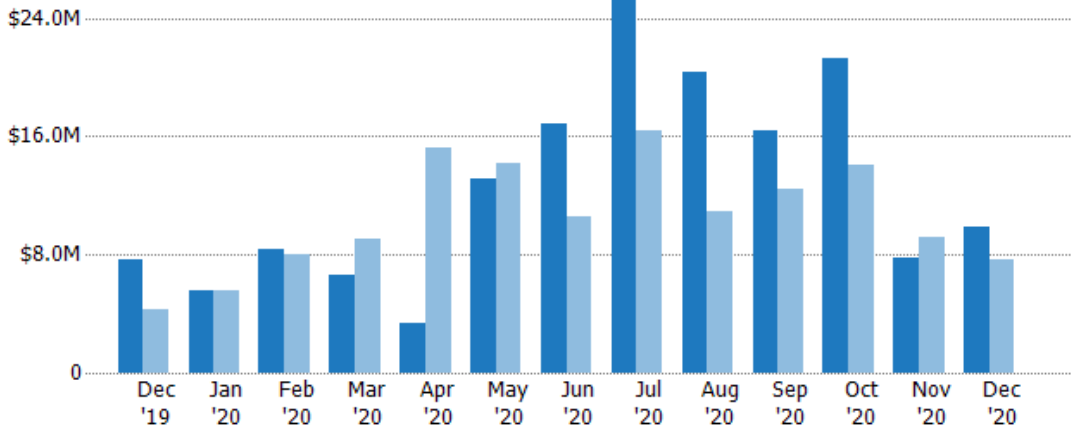
New Pending Sales Volume

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.
Dec '20	\$9.86M	29.5%
Dec '19	\$7.62M	78.3%
Dec '18	\$4.27M	0.3%



Current Year	\$7.62M	\$5.61M	\$8.36M	\$6.56M	\$3.36M	\$13.1M	\$16.8M	\$26.3M	\$20.3M	\$16.4M	\$21.2M	\$7.77M	\$9.86M
Prior Year	\$4.27M	\$5.59M	\$8M	\$9.08M	\$15.2M	\$14.1M	\$10.6M	\$16.4M	\$10.9M	\$12.4M	\$14M	\$9.12M	\$7.62M
Percent Change from Prior Year	78%	0%	5%	-28%	-78%	-7%	58%	60%	87%	32%	52%	-15%	30%

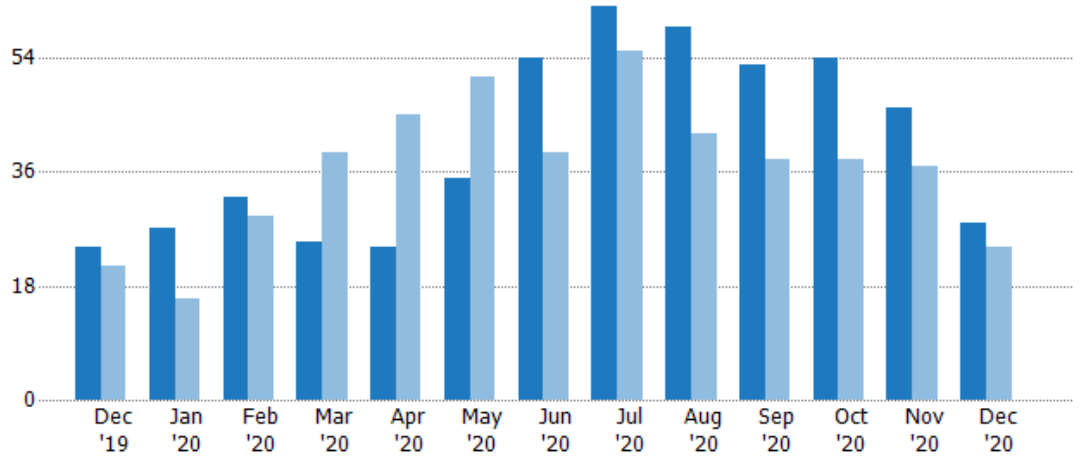
Pending Sales

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.
Dec '20	28	16.7%
Dec '19	24	14.3%
Dec '18	21	0%



Current Year	24	27	32	25	24	35	54	62	59	53	54	46	28
Prior Year	21	16	29	39	45	51	39	55	42	38	38	37	24
Percent Change from Prior Year	14%	69%	10%	-36%	-47%	-31%	38%	13%	40%	39%	42%	24%	17%

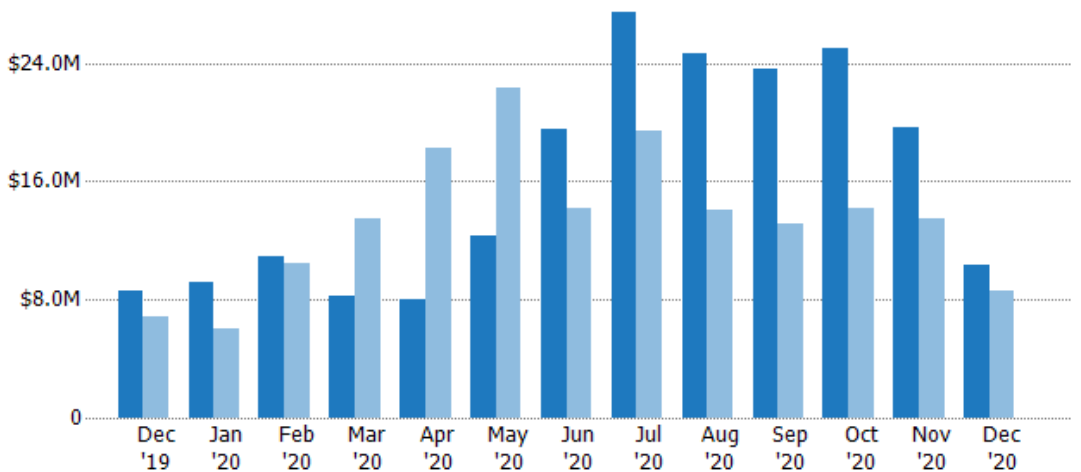
Pending Sales Volume

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.
Dec '20	\$10.3M	19.3%
Dec '19	\$8.62M	26.2%
Dec '18	\$6.83M	-9.7%



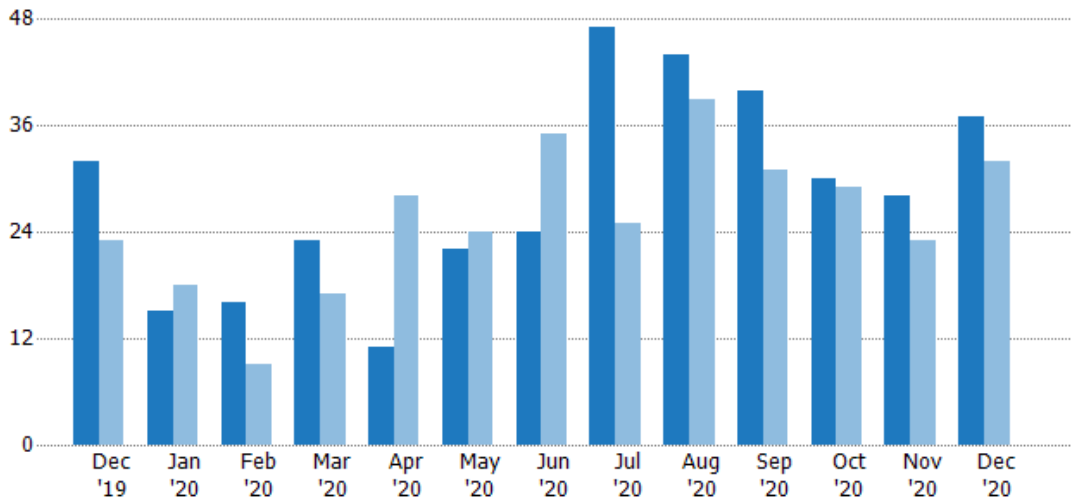
Current Year	\$8.62M	\$9.17M	\$10.9M	\$8.19M	\$7.96M	\$12.3M	\$19.6M	\$27.5M	\$24.7M	\$23.6M	\$25M	\$19.6M	\$10.3M
Prior Year	\$6.83M	\$5.98M	\$10.4M	\$13.5M	\$18.2M	\$22.3M	\$14.1M	\$19.4M	\$14M	\$13.1M	\$14.1M	\$13.4M	\$8.62M
Percent Change from Prior Year	26%	53%	5%	-39%	-56%	-45%	39%	42%	76%	81%	77%	46%	19%

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



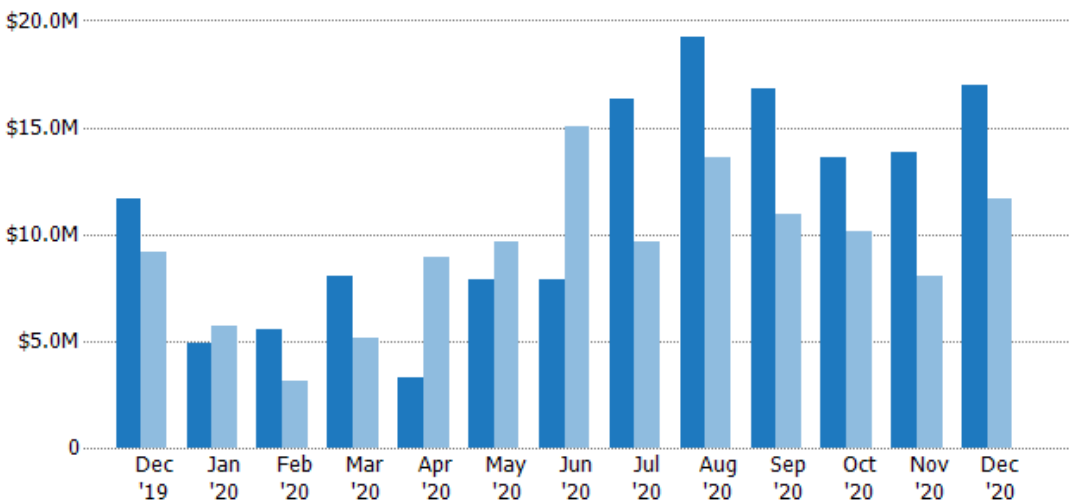
Month/Year	Count	% Chg.
Dec '20	37	15.6%
Dec '19	32	39.1%
Dec '18	23	0%

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



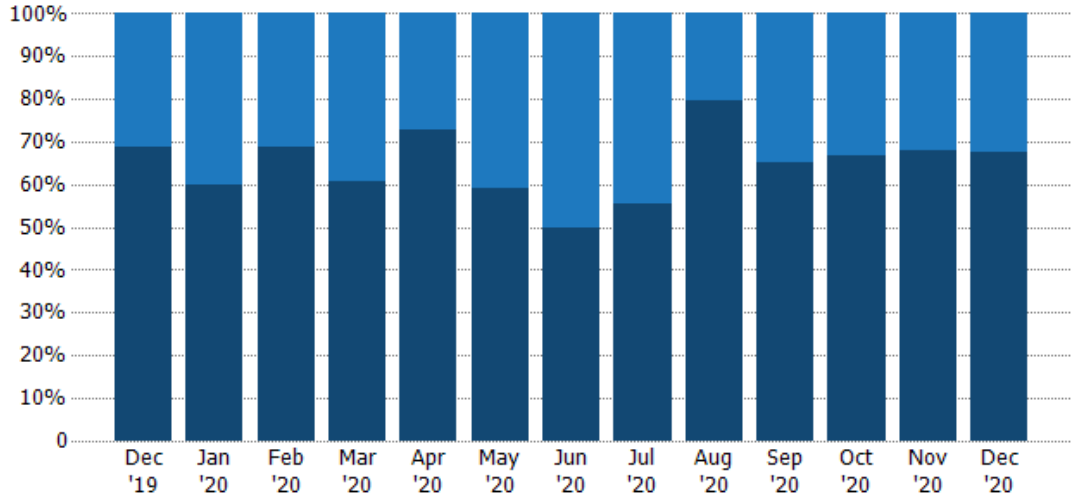
Month/Year	Volume	% Chg.
Dec '20	\$17M	45.3%
Dec '19	\$11.7M	27%
Dec '18	\$9.19M	-20.3%

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



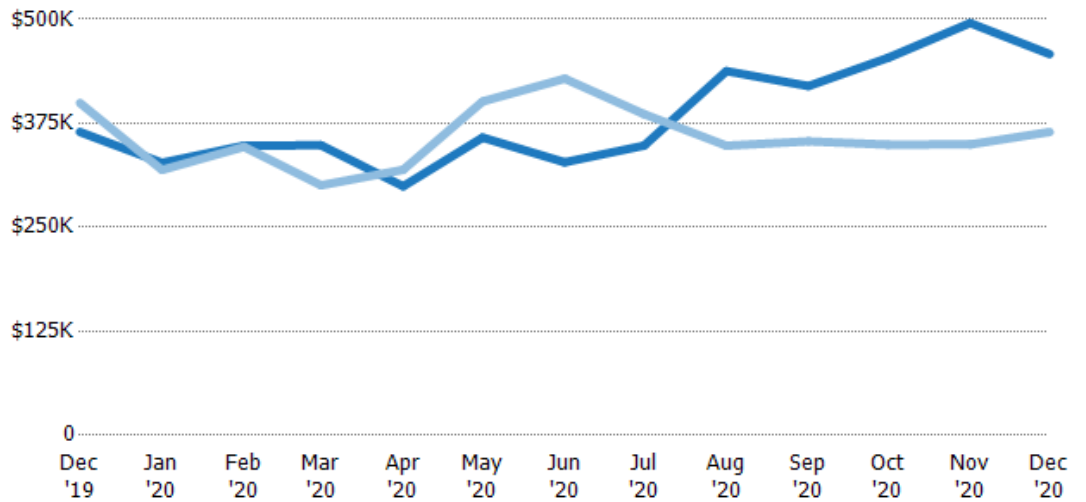
Condo/Townhouse	31%	40%	31%	39%	27%	41%	50%	45%	20%	35%	33%	32%	32%
Single Family Residence	69%	60%	69%	61%	73%	59%	50%	55%	80%	65%	67%	68%	68%

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.
Dec '20	\$458K	25.7%
Dec '19	\$365K	-8.7%
Dec '18	\$399K	-20.3%

Current Year	\$365K	\$328K	\$348K	\$349K	\$299K	\$358K	\$328K	\$348K	\$438K	\$420K	\$454K	\$495K	\$458K
Prior Year	\$399K	\$319K	\$347K	\$300K	\$319K	\$401K	\$429K	\$386K	\$348K	\$353K	\$349K	\$350K	\$365K
Percent Change from Prior Year	-9%	3%	0%	16%	-6%	-11%	-23%	-10%	26%	19%	30%	42%	26%

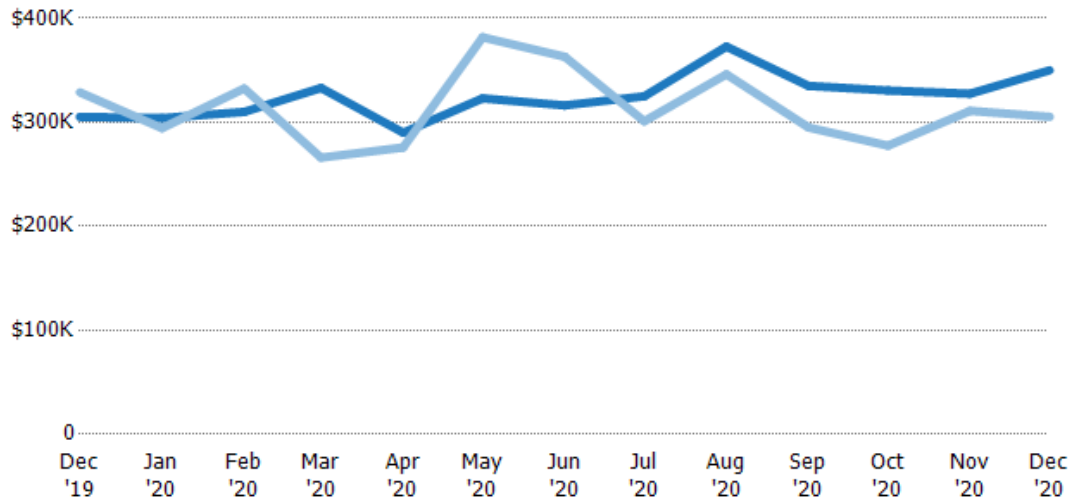
Median Sales Price

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.
Dec '20	\$350K	14.7%
Dec '19	\$305K	-7.2%
Dec '18	\$329K	-14.9%



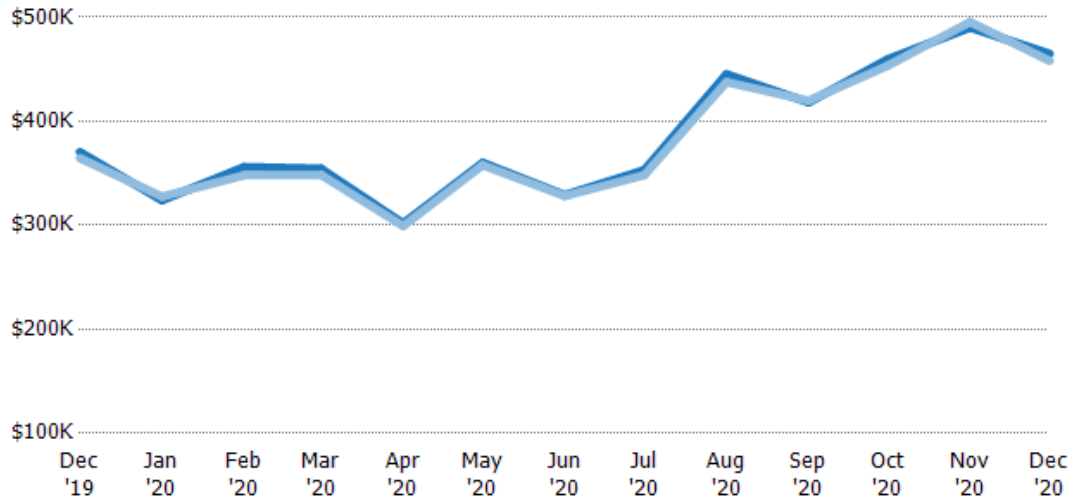
Current Year	\$305K	\$304K	\$310K	\$333K	\$290K	\$323K	\$316K	\$325K	\$373K	\$335K	\$331K	\$328K	\$350K
Prior Year	\$329K	\$294K	\$333K	\$266K	\$276K	\$382K	\$363K	\$301K	\$346K	\$295K	\$278K	\$311K	\$305K
Percent Change from Prior Year	-7%	3%	-7%	25%	5%	-15%	-13%	8%	8%	14%	19%	5%	15%

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



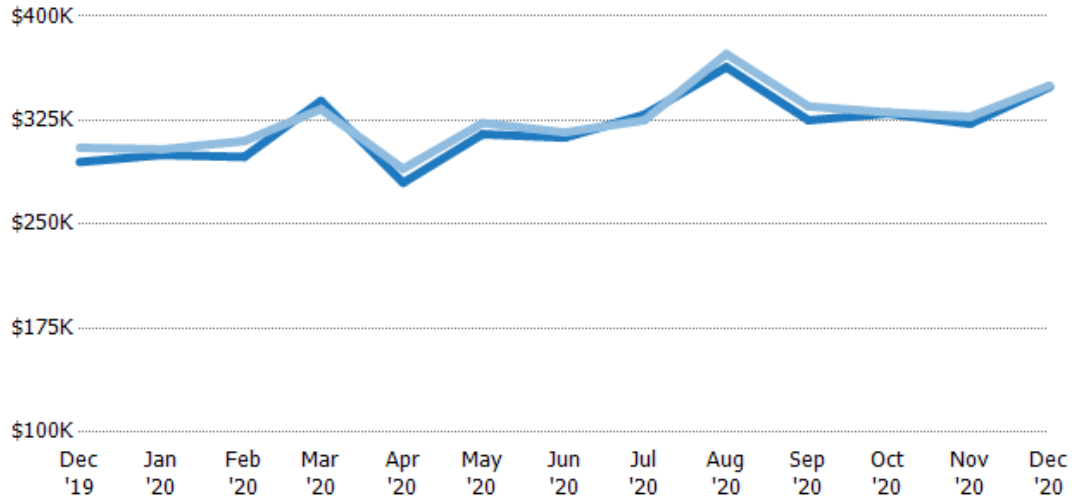
Avg List Price	\$370K	\$324K	\$356K	\$354K	\$302K	\$360K	\$329K	\$353K	\$445K	\$418K	\$460K	\$490K	\$465K
Avg Sales Price	\$365K	\$328K	\$348K	\$349K	\$299K	\$358K	\$328K	\$348K	\$438K	\$420K	\$454K	\$495K	\$458K
Avg Sales Price as a % of Avg List Price	98%	101%	98%	98%	99%	99%	100%	99%	98%	100%	99%	101%	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



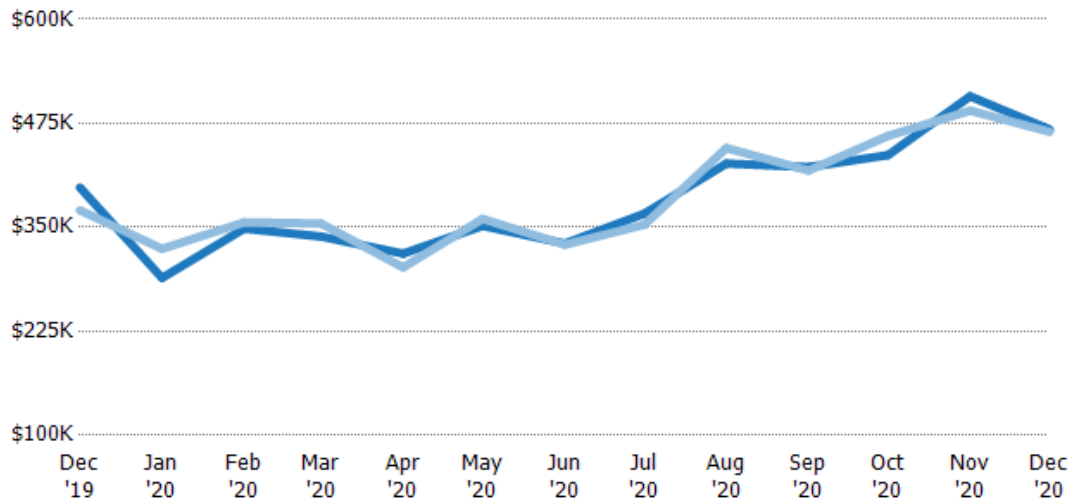
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$295K	\$300K	\$299K	\$339K	\$280K	\$315K	\$313K	\$329K	\$363K	\$325K	\$330K	\$323K	\$349K
Median Sales Price	\$305K	\$304K	\$310K	\$333K	\$290K	\$323K	\$316K	\$325K	\$373K	\$335K	\$331K	\$328K	\$350K
Med Sales Price as a % of Med List Price	103%	101%	104%	98%	104%	103%	101%	99%	103%	103%	100%	102%	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 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



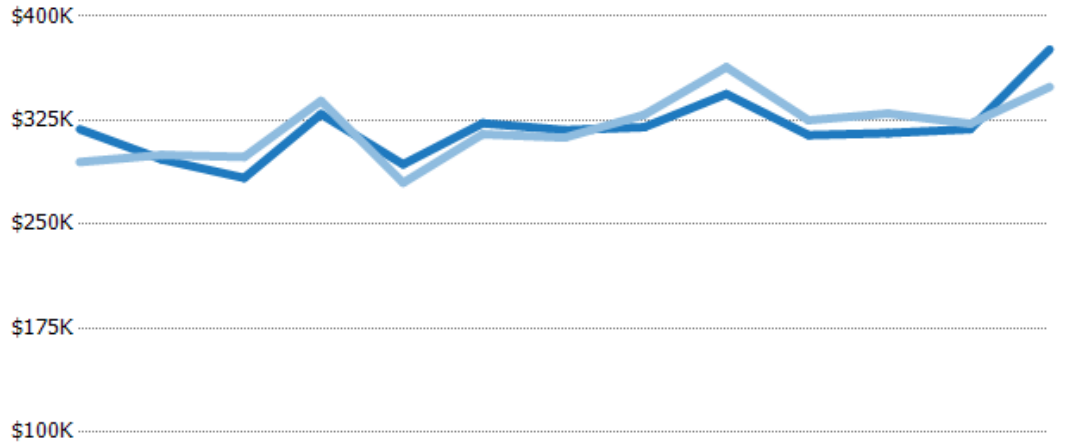
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$398K	\$289K	\$348K	\$339K	\$318K	\$352K	\$330K	\$366K	\$427K	\$422K	\$437K	\$507K	\$468K
Avg Sales Price	\$370K	\$324K	\$356K	\$354K	\$302K	\$360K	\$329K	\$353K	\$445K	\$418K	\$460K	\$490K	\$465K
Avg Sales Price as a % of Avg Est Value	93%	112%	102%	105%	95%	102%	100%	96%	104%	99%	105%	97%	99%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$319K	\$297K	\$283K	\$329K	\$293K	\$323K	\$318K	\$320K	\$344K	\$314K	\$316K	\$319K	\$376K
Median Sales Price	\$295K	\$300K	\$299K	\$339K	\$280K	\$315K	\$313K	\$329K	\$363K	\$325K	\$330K	\$323K	\$349K
Med Sales Price as a % of Med Est Value	93%	101%	105%	103%	95%	98%	98%	103%	106%	103%	104%	101%	93%

Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05401	13	\$5,460,700	16	\$9,499,400	\$593,713	\$544,500	\$298	\$292	8
05404	2	\$559,900	8	\$2,671,500	\$333,938	\$319,750	\$244	\$242	5
05408	13	\$4,263,400	13	\$4,781,000	\$367,769	\$325,000	\$239	\$246	5

Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Burlington-South Burlington, VT	28	\$10,284,000	37	\$16,951,900	\$458,159	\$350,000	\$266	\$250	5