

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	12	18	-33.3%	361	406	-11.1%
New Listing Volume	\$4,059,300	\$5,432,270	-25.3%	\$144,981,261	\$156,399,958	-7.3%
Active Listing Count	30	84	-64.3%	N/A	N/A	
Active Listing Volume	\$18,741,165	\$40,693,815	-53.9%	N/A	N/A	
Average Listing Price	\$624,706	\$484,450	+29%	\$556,202	\$469,615	+18.4%
Median Listing Price	\$407,250	\$383,450	+6.2%	\$401,311	\$369,774	+8.5%
Median Days in RPR	184.5	96.5	+91.2%	100.94	89.79	+12.4%
Months of Inventory	1	3.8	-73.8%	2.2	4.3	-48.6%
Absorption Rate	100%	26.19%	+73.8%	45.14%	23.21%	+21.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	15	22	-31.8%	406	371	+9.4%
New Pending Sales Volume	\$5,242,400	\$7,933,970	-33.9%	\$156,194,544	\$130,342,593	+19.8%
Pending Sales Count	38	29	+31%	N/A	N/A	
Pending Sales Volume	\$13,942,292	\$10,550,498	+32.1%	N/A	N/A	
Closed Sales Count	30	31	-3.2%	353	325	+8.6%
Closed Sales Volume	\$12,279,488	\$10,047,856	+22.2%	\$132,959,238	\$111,889,006	+18.8%
Average Sales Price	\$409,316	\$324,124	+26.3%	\$376,655	\$344,274	+9.4%
Median Sales Price	\$350,000	\$276,000	+26.8%	\$336,310	\$318,984	+5.4%

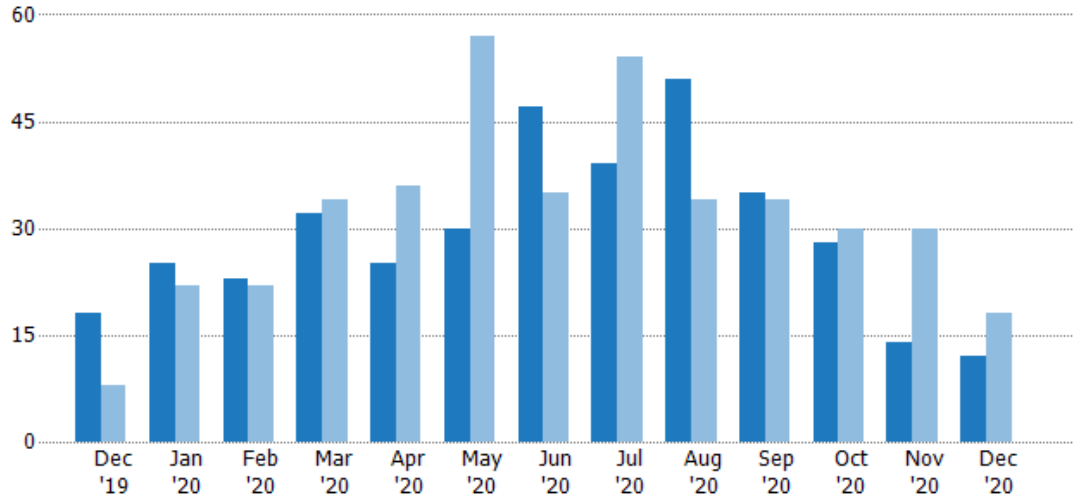
## New Listings

The number of new residential listings 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

Month/Year	Count	% Chg.
Dec '20	12	-33.3%
Dec '19	18	125%
Dec '18	8	25%



Current Year	18	25	23	32	25	30	47	39	51	35	28	14	12
Prior Year	8	22	22	34	36	57	35	54	34	34	30	30	18
Percent Change from Prior Year	125%	14%	5%	-6%	-31%	-47%	34%	-28%	50%	3%	-7%	-53%	-33%

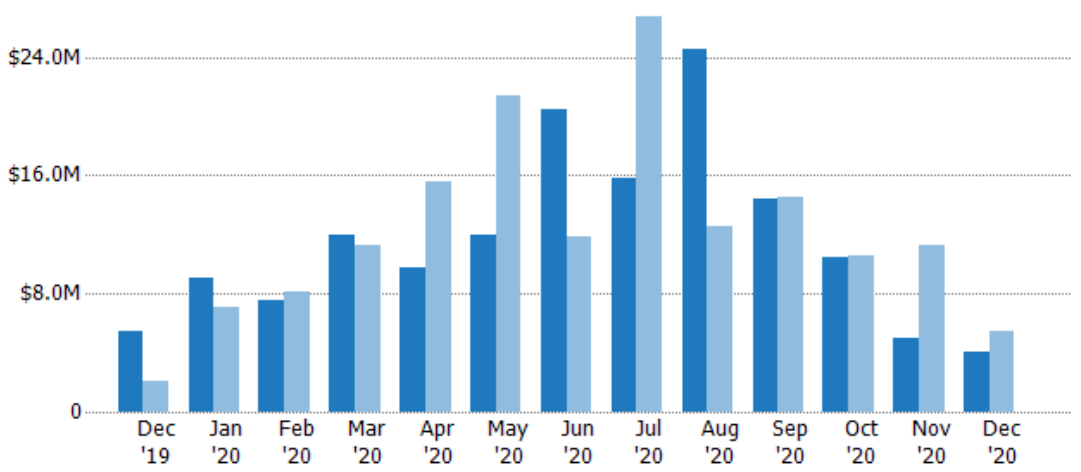
## New Listing Volume

The sum of the listing price of residential listings 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

Month/Year	Volume	% Chg.
Dec '20	\$4.06M	-25.3%
Dec '19	\$5.43M	165.5%
Dec '18	\$2.05M	77.8%



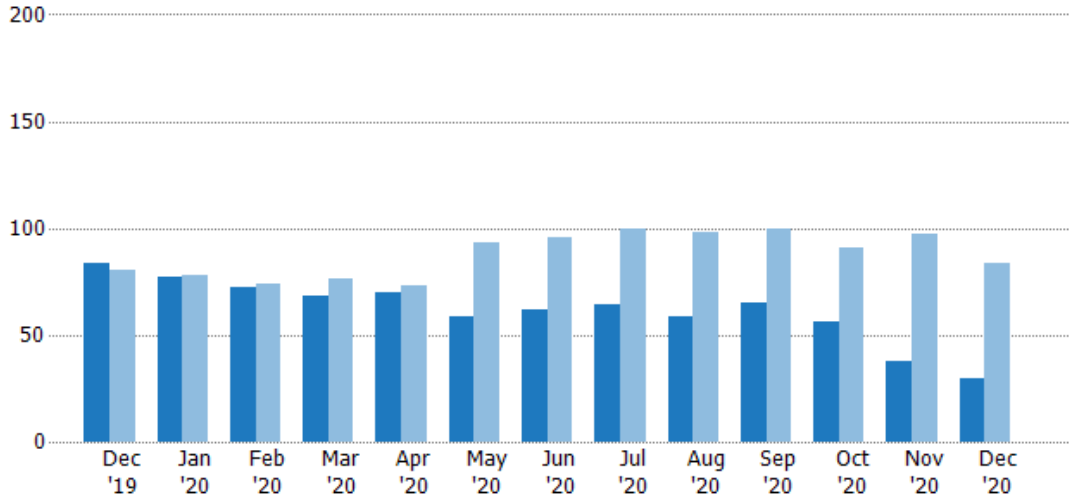
Current Year	\$5.43M	\$9.02M	\$7.59M	\$12M	\$9.7M	\$11.9M	\$20.5M	\$15.8M	\$24.5M	\$14.5M	\$10.4M	\$4.97M	\$4.06M
Prior Year	\$2.05M	\$7.03M	\$8.15M	\$11.2M	\$15.6M	\$21.4M	\$11.9M	\$26.8M	\$12.6M	\$14.5M	\$10.6M	\$11.2M	\$5.43M
Percent Change from Prior Year	165%	28%	-7%	6%	-38%	-44%	73%	-41%	95%	-1%	-2%	-56%	-25%

## Active Listings

The number of active residential listings at the end of 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



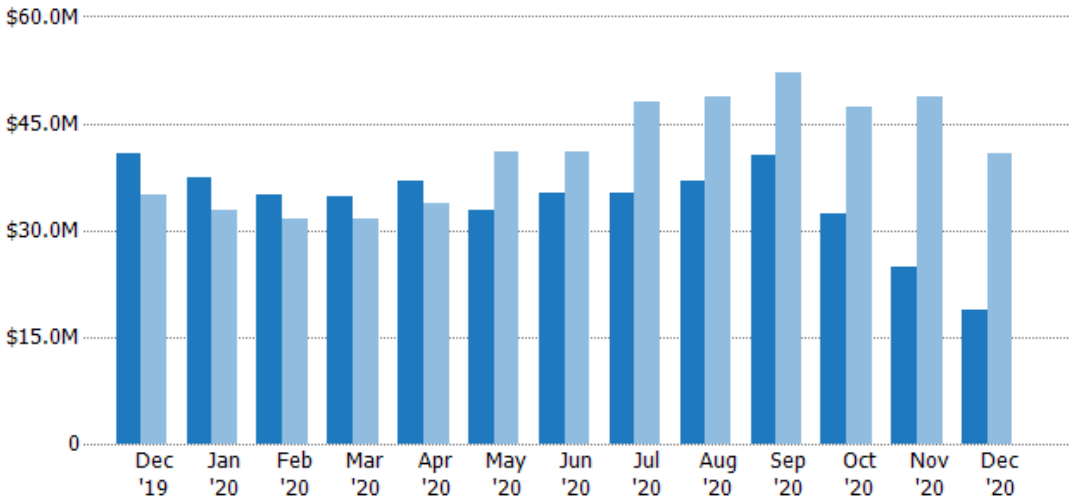
Month/Year	Count	% Chg.
Dec '20	30	-64.3%
Dec '19	84	5%
Dec '18	80	2.5%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of 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



Month/Year	Volume	% Chg.
Dec '20	\$18.7M	-53.9%
Dec '19	\$40.7M	16.2%
Dec '18	\$35M	15.9%

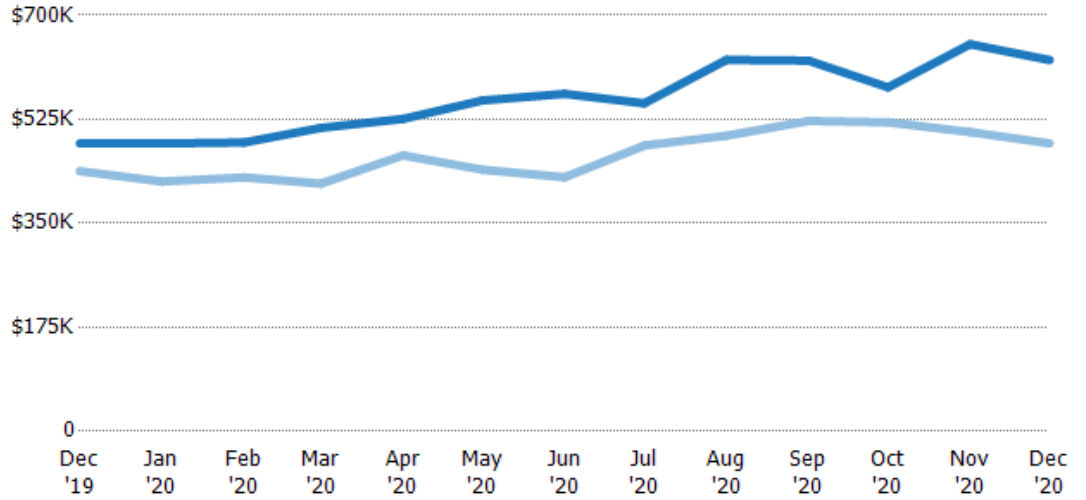
## Average Listing Price

The average listing price of active residential listings at the end of 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

Month/ Year	Price	% Chg.
Dec '20	\$625K	29%
Dec '19	\$484K	10.7%
Dec '18	\$438K	13%



Current Year	\$484K	\$484K	\$486K	\$511K	\$526K	\$557K	\$568K	\$552K	\$625K	\$624K	\$579K	\$651K	\$625K
Prior Year	\$438K	\$420K	\$427K	\$417K	\$464K	\$440K	\$427K	\$481K	\$497K	\$522K	\$520K	\$504K	\$484K
Percent Change from Prior Year	11%	15%	14%	23%	13%	27%	33%	15%	26%	19%	11%	29%	29%

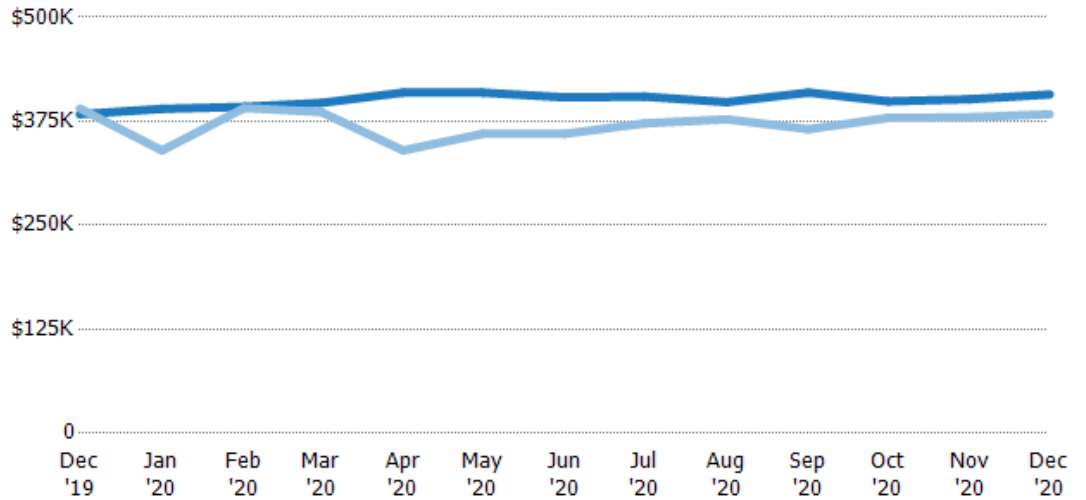
## Median Listing Price

The median listing price of active residential listings at the end of 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

Month/ Year	Price	% Chg.
Dec '20	\$407K	6.2%
Dec '19	\$383K	-1.8%
Dec '18	\$390K	2.4%



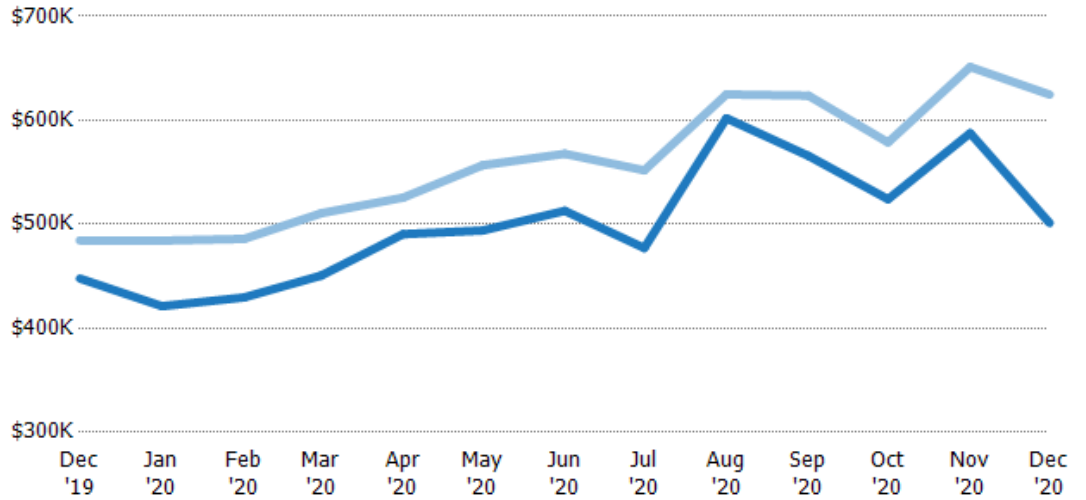
Current Year	\$383K	\$390K	\$392K	\$397K	\$410K	\$410K	\$404K	\$405K	\$398K	\$410K	\$399K	\$402K	\$407K
Prior Year	\$390K	\$340K	\$391K	\$386K	\$340K	\$360K	\$360K	\$372K	\$377K	\$365K	\$379K	\$380K	\$383K
Percent Change from Prior Year	-2%	15%	0%	3%	20%	14%	12%	9%	5%	12%	5%	6%	6%

## 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 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
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Family Residence

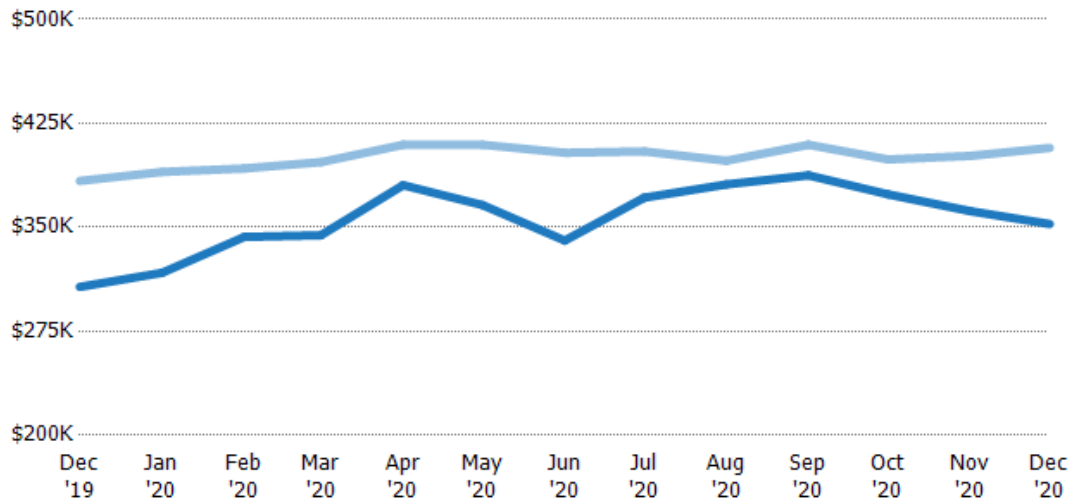


## Median Listing Price vs Median Est Value

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 05408,  
Colchester, VT 05439, Colchester,  
VT 05446, Colchester, VT 05449  
Property Type:  
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Family Residence



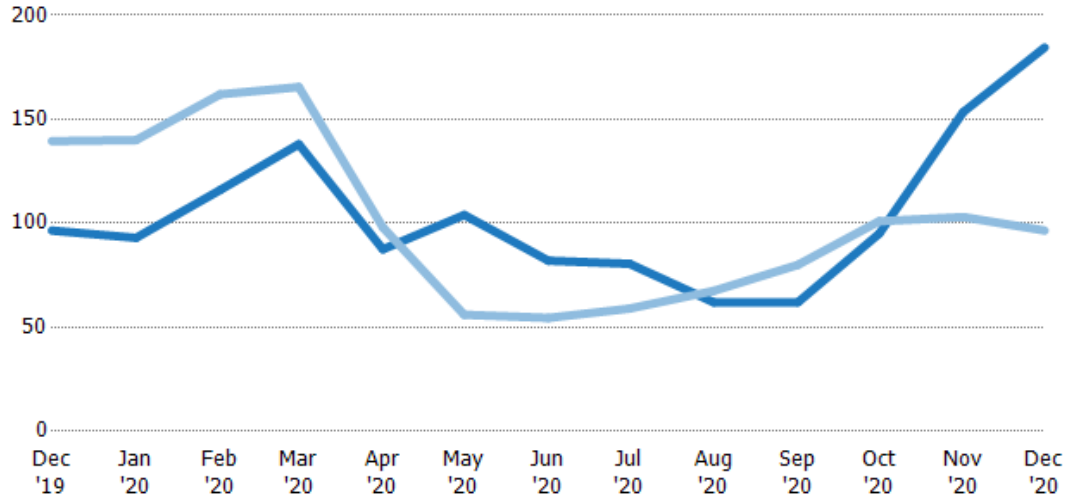
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Dec '20	185	91.2%
Dec '19	96.5	-30.8%
Dec '18	140	-13.3%



	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	96.5	93	116	138	87.5	104	82	80.5	62	62	95	154	185
Prior Year	140	140	162	166	98	56	54.5	59	67.5	80	101	103	96.5
Percent Change from Prior Year	-31%	-34%	-28%	-17%	-11%	86%	50%	36%	-8%	-23%	-6%	49%	91%

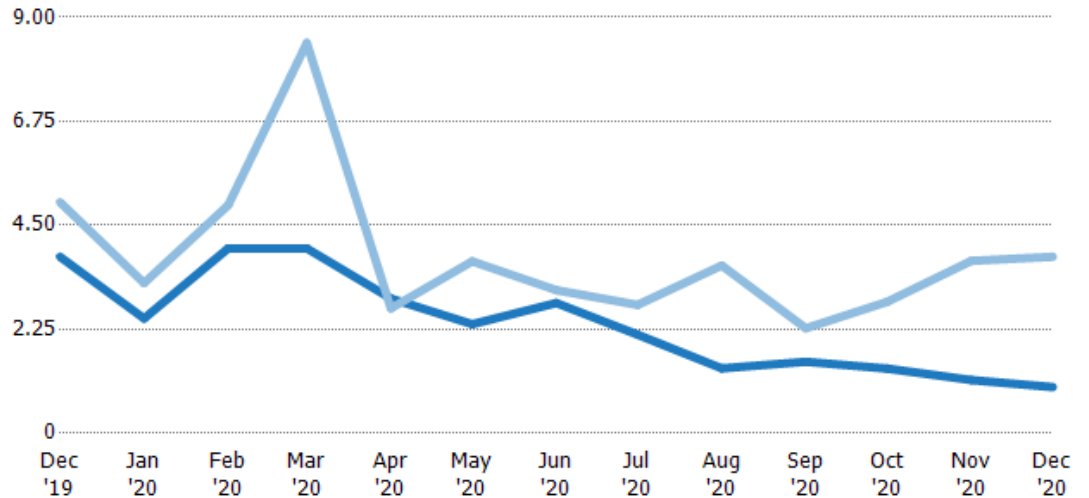
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Dec '20	1	-73.8%
Dec '19	3.82	-23.6%
Dec '18	5	-21.9%



	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	3.82	2.48	4	4	2.92	2.36	2.82	2.13	1.4	1.55	1.4	1.15	1
Prior Year	5	3.25	4.93	8.44	2.7	3.72	3.1	2.78	3.63	2.27	2.84	3.73	3.82
Percent Change from Prior Year	-24%	-24%	-19%	-53%	8%	-37%	-9%	-23%	-61%	-32%	-51%	-69%	-74%

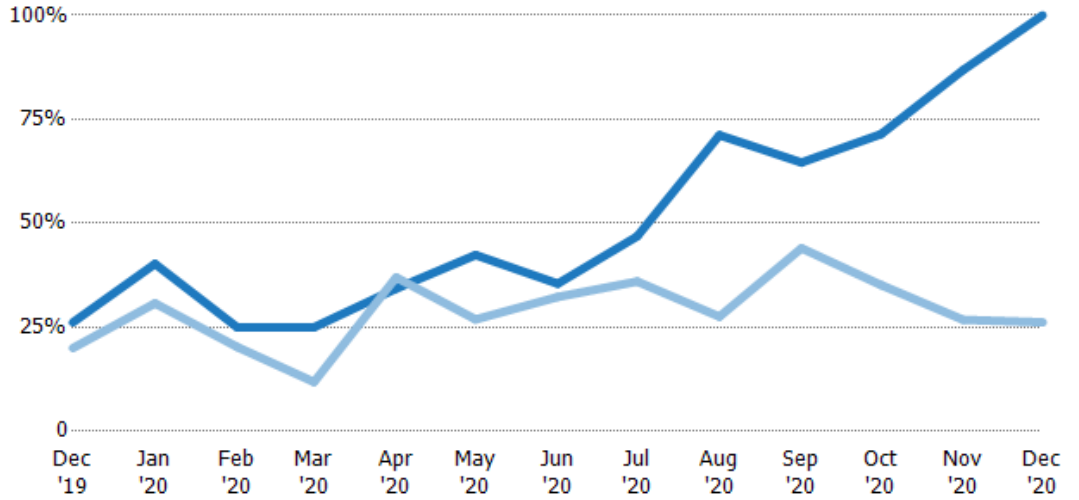
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Dec '20	100%	-73.8%
Dec '19	26%	-6.2%
Dec '18	20%	28%



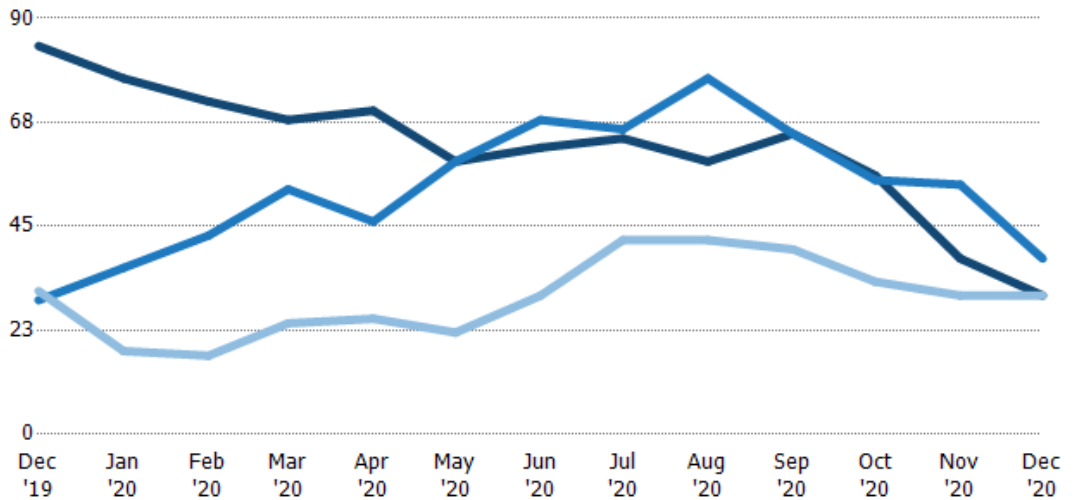
Current Year	26%	40%	25%	25%	34%	42%	35%	47%	71%	65%	71%	87%	100%
Prior Year	20%	31%	20%	12%	37%	27%	32%	36%	28%	44%	35%	27%	26%
Change from Prior Year	-6%	-9%	-5%	-13%	3%	-15%	-3%	-11%	-44%	-21%	-36%	-60%	-74%

## Active/Pending/Sold Units

The number of residential 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



Active	84	77	72	68	70	59	62	64	59	65	56	38	30
Pending	29	36	43	53	46	59	68	66	77	65	55	54	38
Sold	31	18	17	24	25	22	30	42	42	40	33	30	30

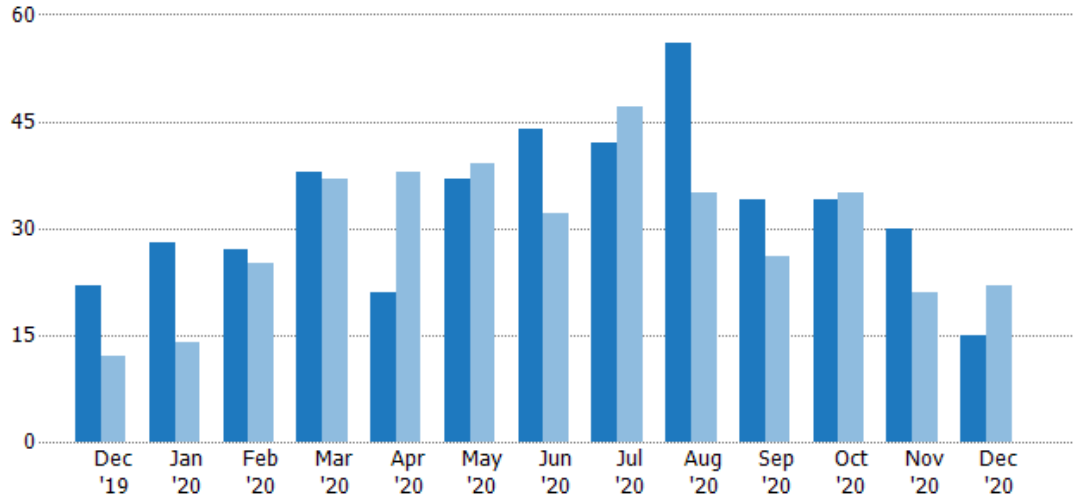
## New Pending Sales

The number of residential 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

Month/ Year	Count	% Chg.
Dec '20	15	-31.8%
Dec '19	22	83.3%
Dec '18	12	-16.7%



Current Year	22	28	27	38	21	37	44	42	56	34	34	30	15
Prior Year	12	14	25	37	38	39	32	47	35	26	35	21	22
Percent Change from Prior Year	83%	100%	8%	3%	-45%	-5%	38%	-11%	60%	31%	-3%	43%	-32%

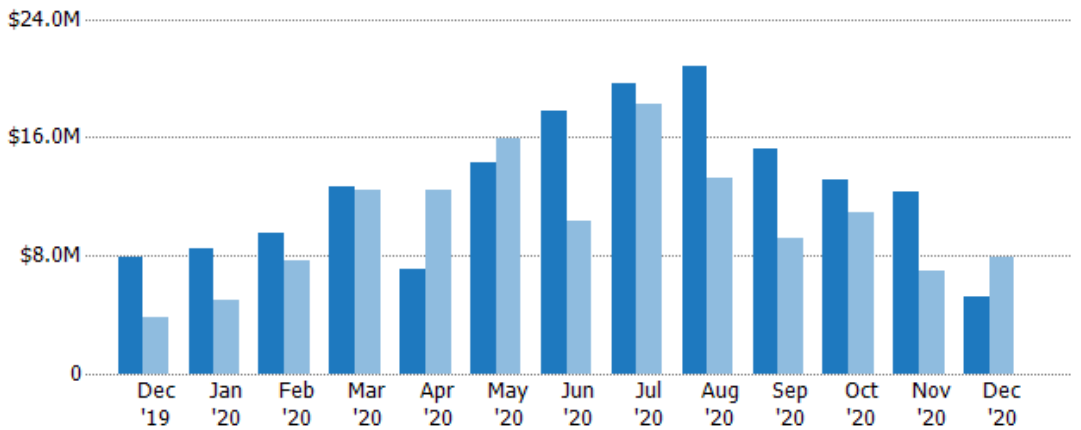
## New Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Dec '20	\$5.24M	-33.9%
Dec '19	\$7.93M	109.5%
Dec '18	\$3.79M	-39.2%



Current Year	\$7.93M	\$8.5M	\$9.52M	\$12.6M	\$7.11M	\$14.3M	\$17.7M	\$19.6M	\$20.8M	\$15.3M	\$13.2M	\$12.4M	\$5.24M
Prior Year	\$3.79M	\$5.01M	\$7.67M	\$12.4M	\$12.4M	\$15.9M	\$10.4M	\$18.3M	\$13.2M	\$9.22M	\$10.9M	\$6.94M	\$7.93M
Percent Change from Prior Year	110%	70%	24%	2%	-43%	-10%	71%	7%	57%	65%	21%	78%	-34%



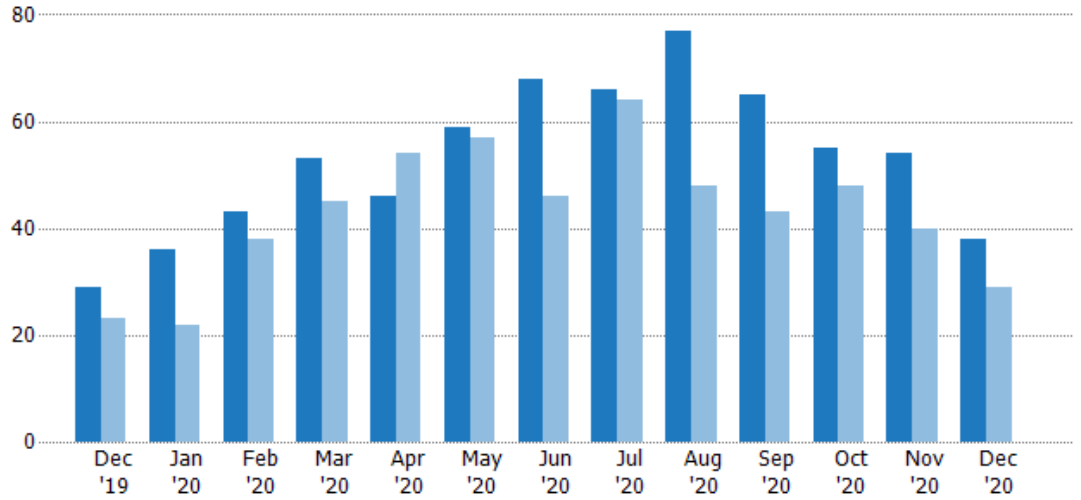
## Pending Sales

The number of residential 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

Month/ Year	Count	% Chg.
Dec '20	38	31%
Dec '19	29	26.1%
Dec '18	23	4.3%



Current Year	29	36	43	53	46	59	68	66	77	65	55	54	38
Prior Year	23	22	38	45	54	57	46	64	48	43	48	40	29
Percent Change from Prior Year	26%	64%	13%	18%	-15%	4%	48%	3%	60%	51%	15%	35%	31%

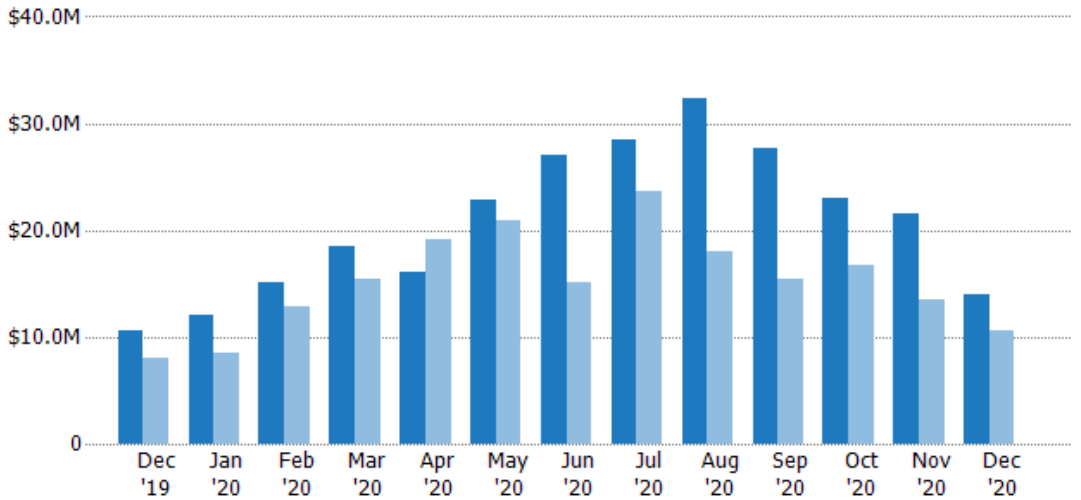
## Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Dec '20	\$13.9M	32.1%
Dec '19	\$10.6M	31.4%
Dec '18	\$8.03M	-17.6%



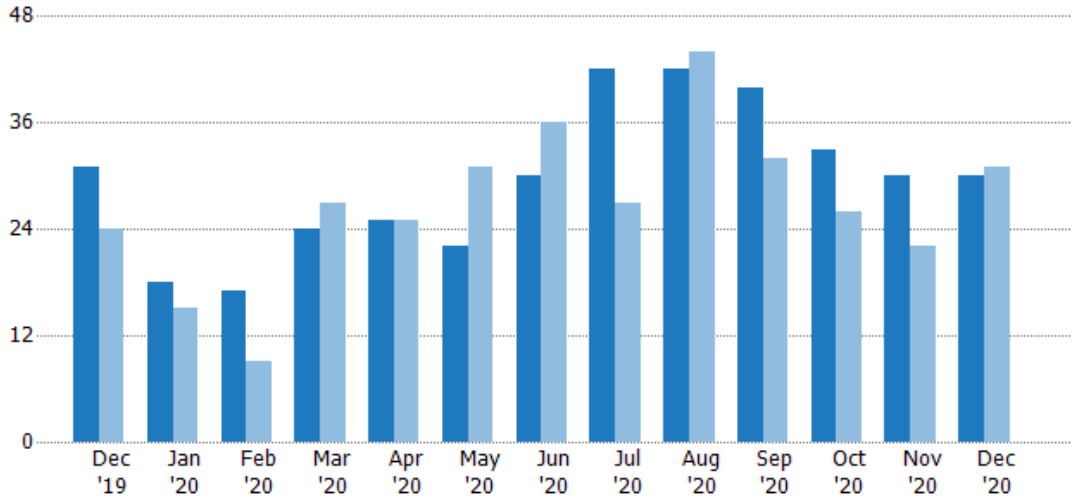
Current Year	\$10.6M	\$12M	\$15.1M	\$18.4M	\$16M	\$22.8M	\$27M	\$28.4M	\$32.3M	\$27.6M	\$22.9M	\$21.5M	\$13.9M
Prior Year	\$8.03M	\$8.54M	\$12.8M	\$15.4M	\$19.1M	\$20.9M	\$15.1M	\$23.7M	\$18M	\$15.4M	\$16.7M	\$13.5M	\$10.6M
Percent Change from Prior Year	31%	41%	18%	19%	-16%	9%	79%	20%	80%	79%	37%	59%	32%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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



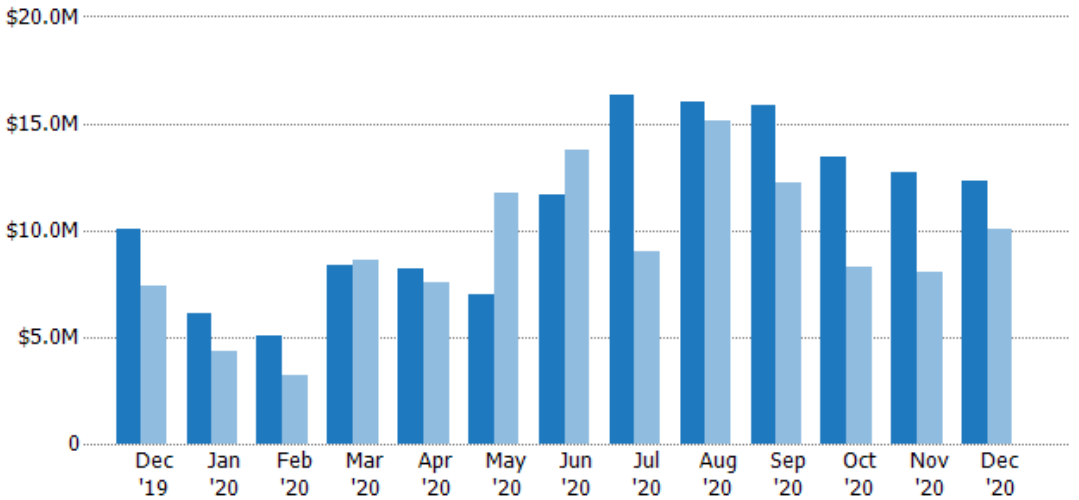
Month/Year	Count	% Chg.
Dec '20	30	-3.2%
Dec '19	31	29.2%
Dec '18	24	-4.2%

## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

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



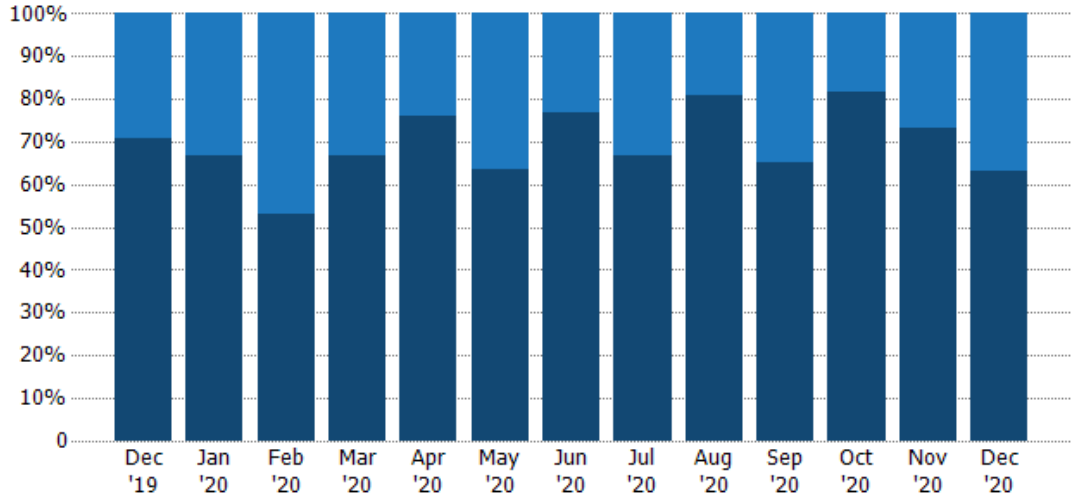
Month/Year	Volume	% Chg.
Dec '20	\$12.3M	22.2%
Dec '19	\$10M	35.3%
Dec '18	\$7.43M	-16.8%

## Closed Sales by Property Type

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

### Filters Used

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



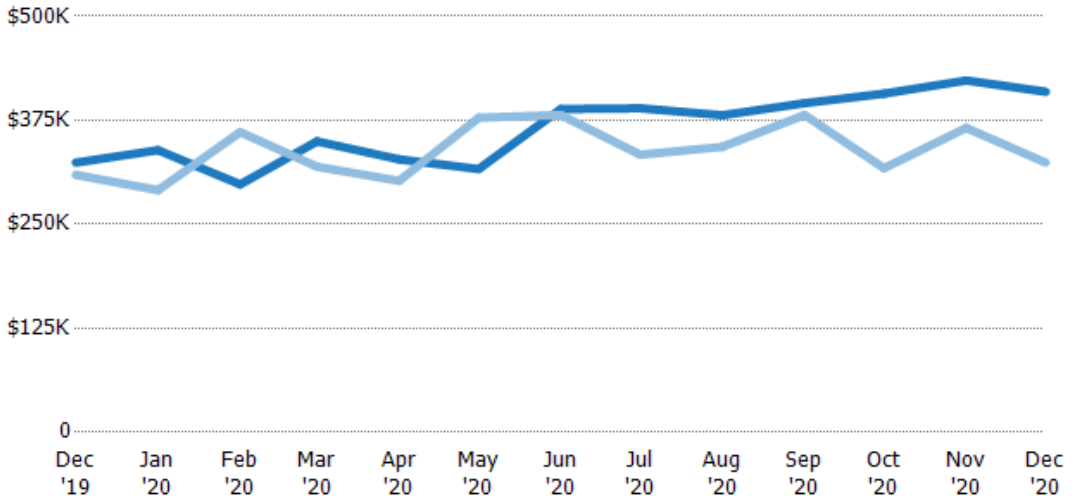
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	29%	33%	47%	33%	24%	36%	23%	33%	19%	35%	18%	27%	37%
Single Family Residence	71%	67%	53%	67%	76%	64%	77%	67%	81%	65%	82%	73%	63%

## Average Sales Price

The average sales price of the residential 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



Month/Year	Price	% Chg.
Dec '20	\$409K	26.3%
Dec '19	\$324K	4.8%
Dec '18	\$309K	-13.2%

Property Type	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	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$389K	\$381K	\$396K	\$407K	\$423K	\$409K
Prior Year	\$309K	\$291K	\$361K	\$319K	\$302K	\$378K	\$381K	\$334K	\$343K	\$381K	\$317K	\$366K	\$324K
Percent Change from Prior Year	5%	17%	-17%	10%	9%	-16%	2%	17%	11%	4%	28%	16%	26%

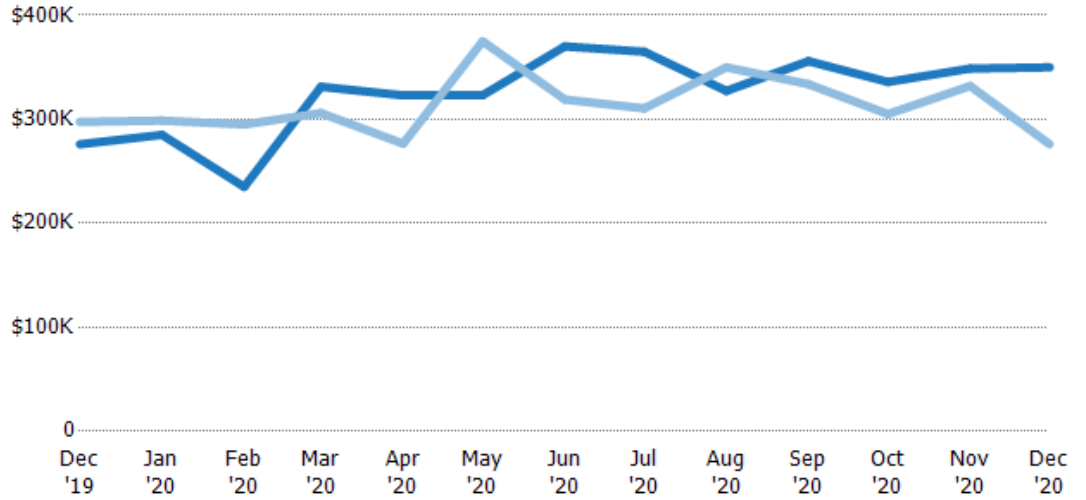
## Median Sales Price

The median sales price of the residential 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

Month/ Year	Price	% Chg.
Dec '20	\$350K	26.8%
Dec '19	\$276K	-7.2%
Dec '18	\$298K	-9.2%



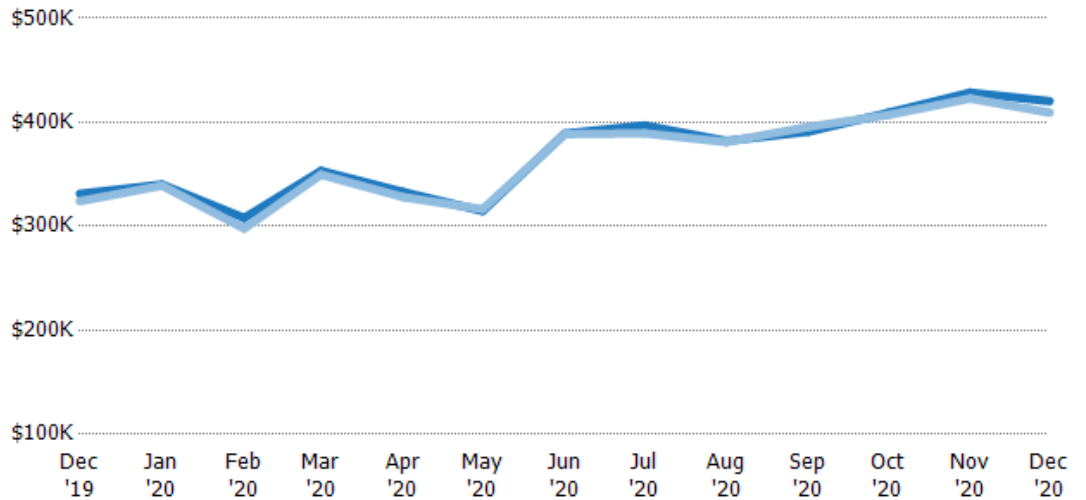
Current Year	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K	\$327K	\$356K	\$336K	\$349K	\$350K
Prior Year	\$298K	\$299K	\$295K	\$306K	\$277K	\$375K	\$319K	\$311K	\$350K	\$334K	\$305K	\$332K	\$276K
Percent Change from Prior Year	-7%	-5%	-20%	8%	17%	-14%	16%	18%	-6%	7%	10%	5%	27%

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



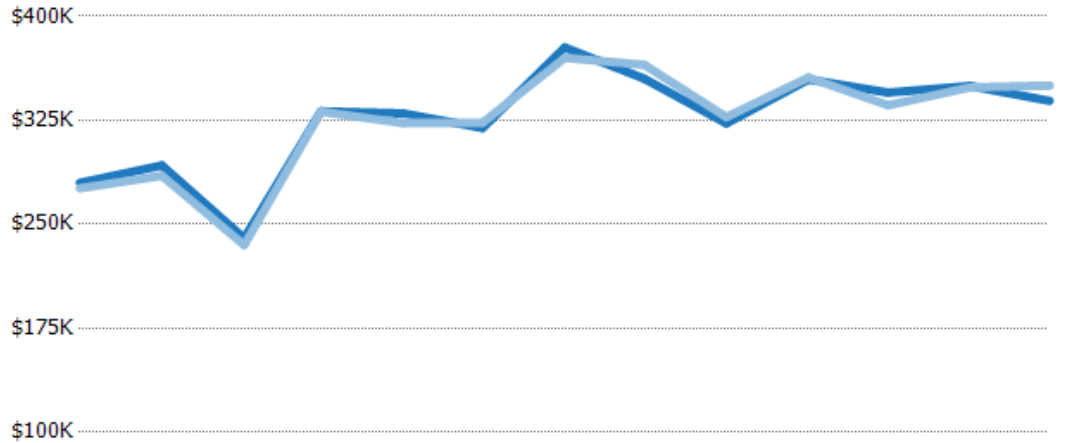
Avg List Price	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$397K	\$382K	\$391K	\$409K	\$429K	\$420K
Avg Sales Price	\$324K	\$339K	\$298K	\$350K	\$328K	\$316K	\$389K	\$389K	\$381K	\$396K	\$407K	\$423K	\$409K
Avg Sales Price as a % of Avg List Price	98%	100%	97%	99%	99%	101%	100%	98%	100%	101%	99%	99%	97%

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



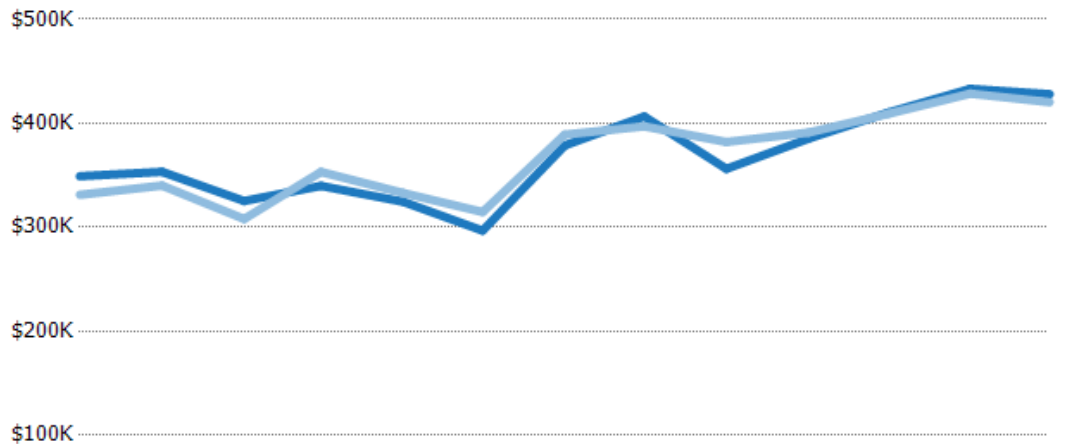
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K	\$323K	\$354K	\$345K	\$350K	\$339K
Median Sales Price	\$276K	\$285K	\$235K	\$331K	\$323K	\$323K	\$370K	\$365K	\$327K	\$356K	\$336K	\$349K	\$350K
Med Sales Price as a % of Med List Price	99%	97%	98%	100%	98%	101%	98%	103%	101%	100%	97%	100%	103%

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



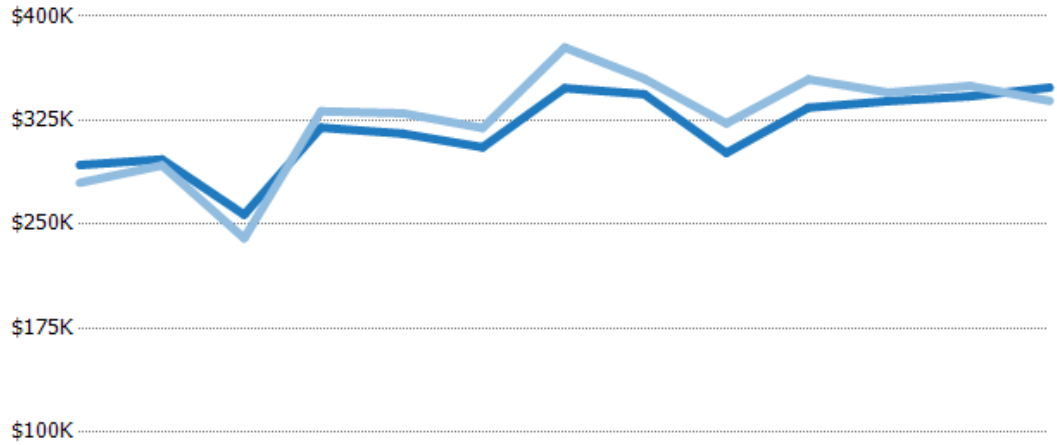
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$349K	\$353K	\$325K	\$340K	\$325K	\$297K	\$379K	\$407K	\$356K	\$385K	\$410K	\$433K	\$428K
Avg Sales Price	\$331K	\$340K	\$308K	\$353K	\$333K	\$315K	\$389K	\$397K	\$382K	\$391K	\$409K	\$429K	\$420K
Avg Sales Price as a % of Avg Est Value	95%	96%	95%	104%	103%	106%	103%	98%	107%	102%	100%	99%	98%

## 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



	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	\$293K	\$297K	\$257K	\$320K	\$315K	\$306K	\$348K	\$344K	\$301K	\$334K	\$339K	\$342K	\$349K
Median Sales Price	\$280K	\$292K	\$240K	\$332K	\$330K	\$319K	\$378K	\$355K	\$323K	\$354K	\$345K	\$350K	\$339K
Med Sales Price as a % of Med Est Value	96%	99%	93%	104%	105%	105%	108%	103%	107%	106%	102%	102%	97%

## 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
05408	13	\$4,263,400	13	\$4,781,000	\$367,769	\$325,000	\$239	\$246	5
05446	25	\$9,678,892	17	\$7,498,488	\$441,088	\$375,000	\$182	\$179	9

## 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	37	\$13,574,392	30	\$12,279,488	\$409,316	\$350,000	\$207	\$197	8