

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	14	-35.7%	312	324	-3.7%
New Listing Volume	\$4,345,000	\$5,054,600	-14%	\$137,865,875	\$126,472,162	+9%
Active Listing Count	11	37	-70.3%	N/A	N/A	
Active Listing Volume	\$5,338,000	\$15,282,595	-65.1%	N/A	N/A	
Average Listing Price	\$485,273	\$413,043	+17.5%	\$477,418	\$434,689	+9.8%
Median Listing Price	\$425,000	\$354,900	+19.8%	\$400,870	\$362,517	+10.6%
Median Days in RPR	108	106	+1.9%	59.41	65.76	-9.7%
Months of Inventory	0.4	1.2	-68.1%	0.8	2.8	-72.4%
Absorption Rate	254.55%	81.08%	+173.5%	127.27%	35.14%	+92.1%
Sales Activity Charts Metrics						
New Pending Sales Count	12	12	+/-	332	326	+1.8%
New Pending Sales Volume	\$5,375,899	\$3,750,895	+43.3%	\$142,992,915	\$123,021,340	+16.2%
Pending Sales Count	18	19	-5.3%	N/A	N/A	
Pending Sales Volume	\$7,469,599	\$6,942,695	+7.6%	N/A	N/A	
Closed Sales Count	18	14	+28.6%	297	278	+6.8%
Closed Sales Volume	\$6,850,250	\$4,587,500	+49.3%	\$123,889,858	\$103,473,649	+19.7%
Average Sales Price	\$380,569	\$327,679	+16.1%	\$417,138	\$372,207	+12.1%
Median Sales Price	\$378,500	\$297,000	+27.4%	\$354,714	\$323,588	+9.6%

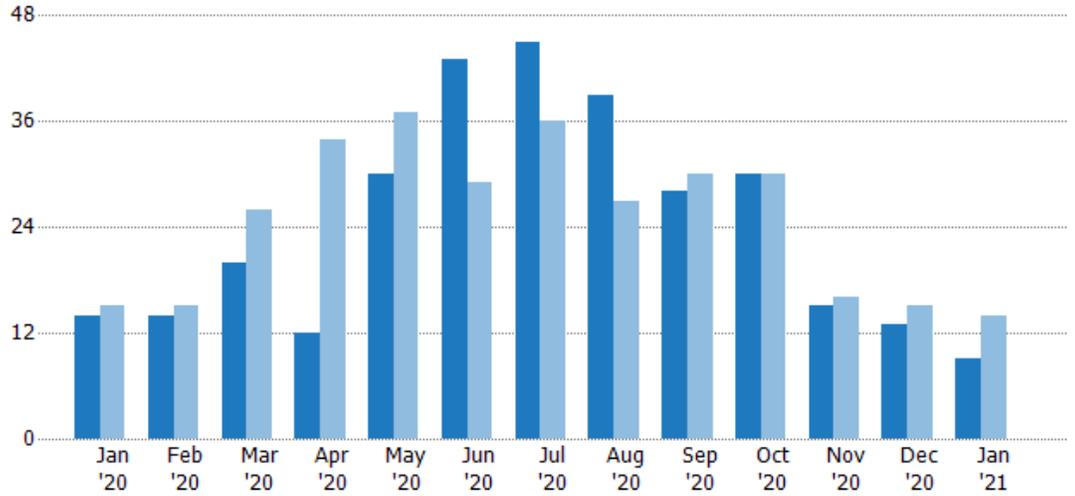
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jan '21	9	-35.7%
Jan '20	14	-6.7%
Jan '19	15	-40%



Current Year	14	14	20	12	30	43	45	39	28	30	15	13	9
Prior Year	15	15	26	34	37	29	36	27	30	30	16	15	14
Percent Change from Prior Year	-7%	-7%	-23%	-65%	-19%	48%	25%	44%	-7%	0%	-6%	-13%	-36%

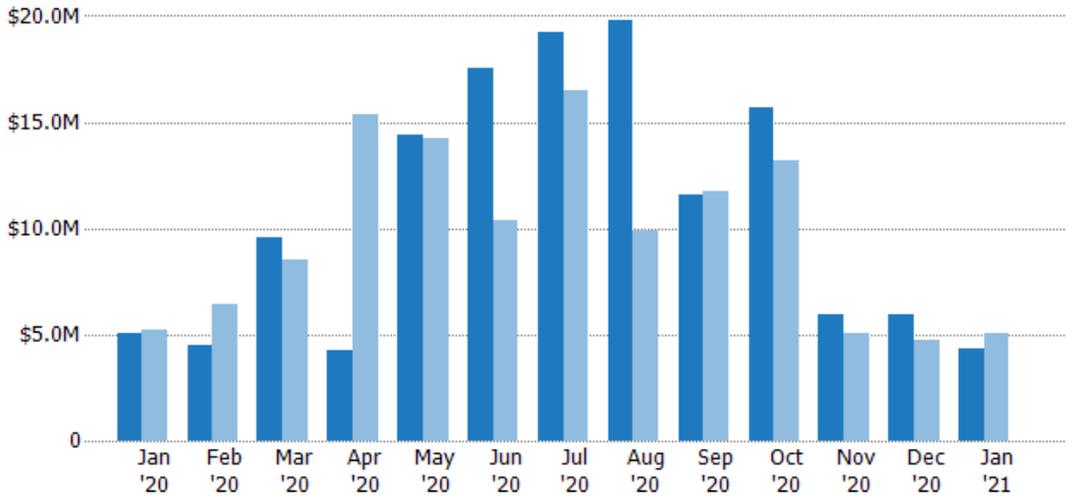
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Jan '21	\$4.35M	-14%
Jan '20	\$5.05M	-3.6%
Jan '19	\$5.24M	-49.3%



Current Year	\$5.05M	\$4.49M	\$9.58M	\$4.28M	\$14.4M	\$17.5M	\$19.2M	\$19.8M	\$11.6M	\$15.7M	\$5.93M	\$5.94M	\$4.35M
Prior Year	\$5.24M	\$6.4M	\$8.54M	\$15.4M	\$14.3M	\$10.4M	\$16.5M	\$9.91M	\$11.7M	\$13.2M	\$5.04M	\$4.77M	\$5.05M
Percent Change from Prior Year	-4%	-30%	12%	-72%	1%	69%	16%	100%	-1%	19%	18%	24%	-14%

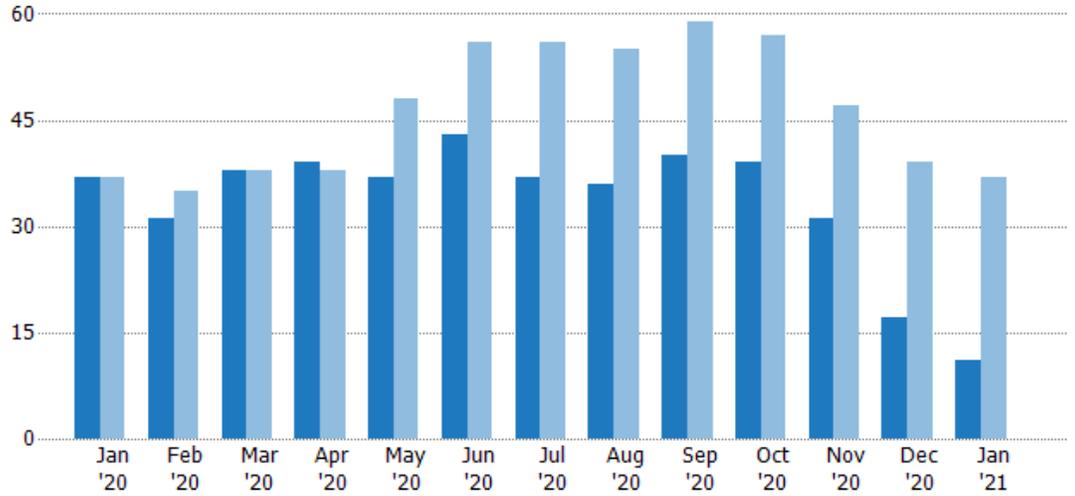
Active Listings

The number of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jan '21	11	-70.3%
Jan '20	37	0%
Jan '19	37	-2.7%



Current Year	37	31	38	39	37	43	37	36	40	39	31	17	11
Prior Year	37	35	38	38	48	56	56	55	59	57	47	39	37
Percent Change from Prior Year	0%	-11%	0%	3%	-23%	-23%	-34%	-35%	-32%	-32%	-34%	-56%	-70%

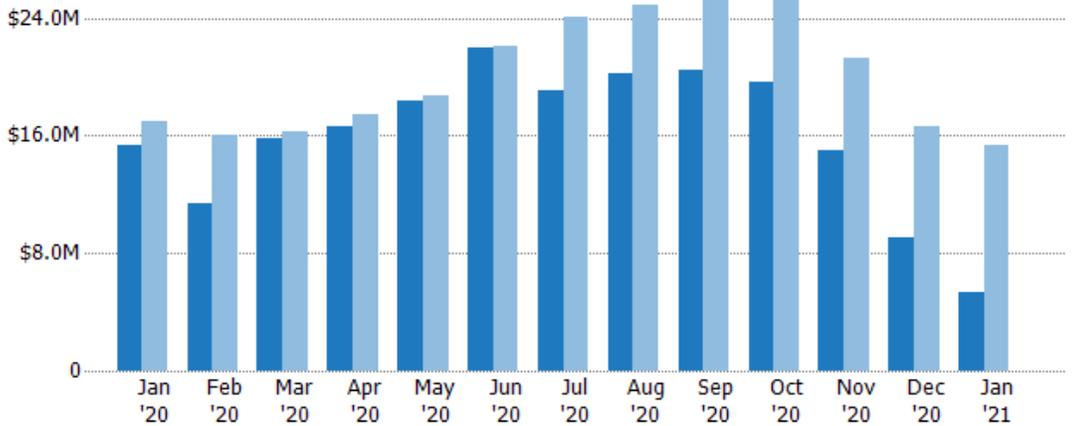
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Jan '21	\$5.34M	-65.1%
Jan '20	\$15.3M	-9.9%
Jan '19	\$17M	-10.1%



Current Year	\$15.3M	\$11.4M	\$15.8M	\$16.6M	\$18.4M	\$21.9M	\$19M	\$20.3M	\$20.4M	\$19.7M	\$15M	\$9.09M	\$5.34M
Prior Year	\$17M	\$16M	\$16.3M	\$17.4M	\$18.7M	\$22M	\$24M	\$24.9M	\$26.2M	\$26M	\$21.3M	\$16.6M	\$15.3M
Percent Change from Prior Year	-10%	-29%	-3%	-4%	-2%	-1%	-21%	-19%	-22%	-24%	-30%	-45%	-65%

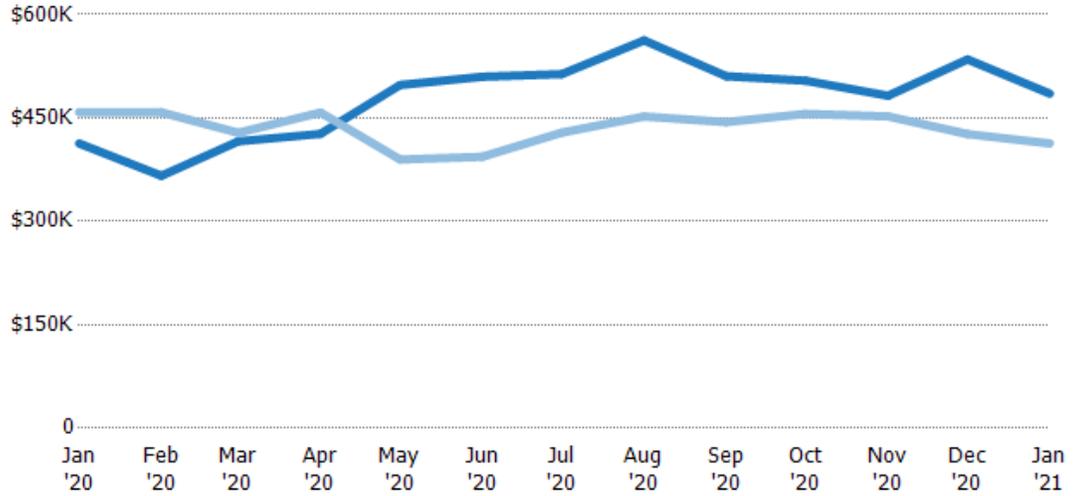
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Jan '21	\$485K	17.5%
Jan '20	\$413K	-9.9%
Jan '19	\$458K	-7.6%



Current Year	\$413K	\$366K	\$416K	\$427K	\$498K	\$510K	\$514K	\$563K	\$511K	\$504K	\$482K	\$535K	\$485K
Prior Year	\$458K	\$458K	\$429K	\$458K	\$390K	\$394K	\$429K	\$452K	\$444K	\$456K	\$452K	\$427K	\$413K
Percent Change from Prior Year	-10%	-20%	-3%	-7%	28%	29%	20%	24%	15%	11%	7%	25%	17%

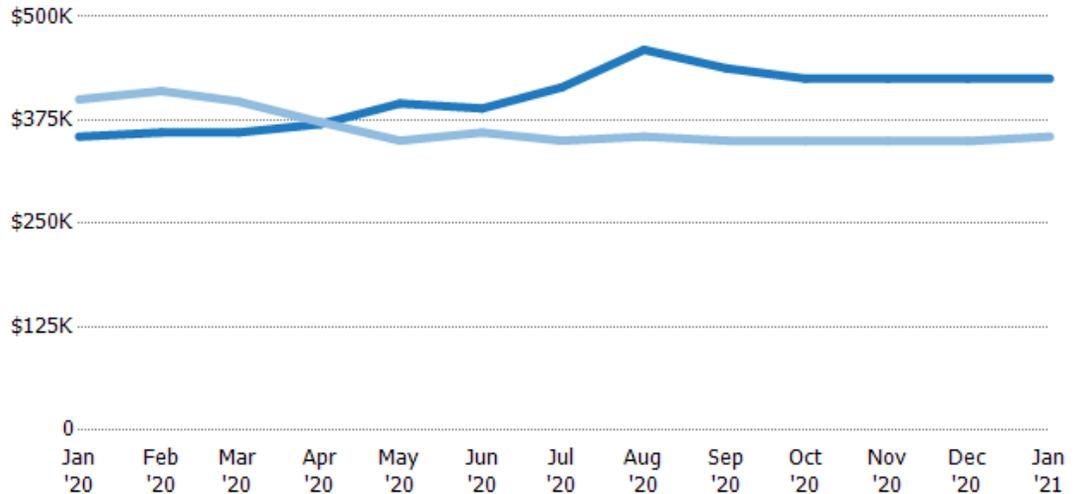
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Jan '21	\$425K	19.8%
Jan '20	\$355K	-11.3%
Jan '19	\$400K	-20%



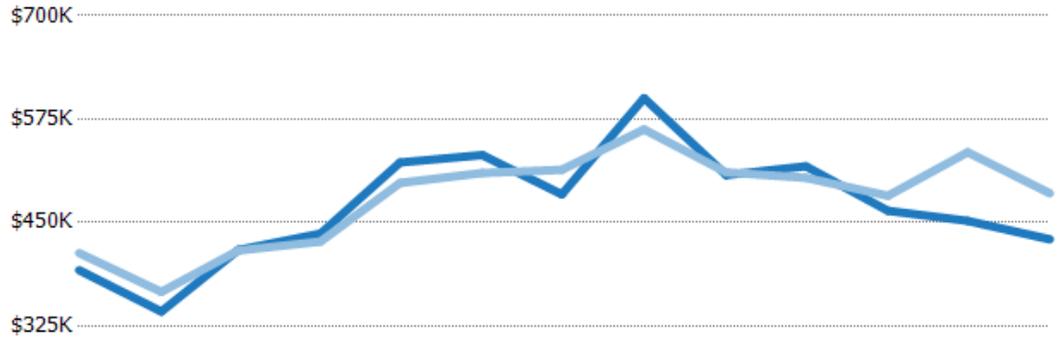
Current Year	\$355K	\$360K	\$360K	\$370K	\$395K	\$389K	\$415K	\$460K	\$438K	\$425K	\$425K	\$425K	\$425K
Prior Year	\$400K	\$410K	\$397K	\$372K	\$350K	\$360K	\$350K	\$355K	\$350K	\$350K	\$350K	\$350K	\$355K
Percent Change from Prior Year	-11%	-12%	-9%	-1%	13%	8%	18%	30%	25%	22%	22%	22%	20%

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



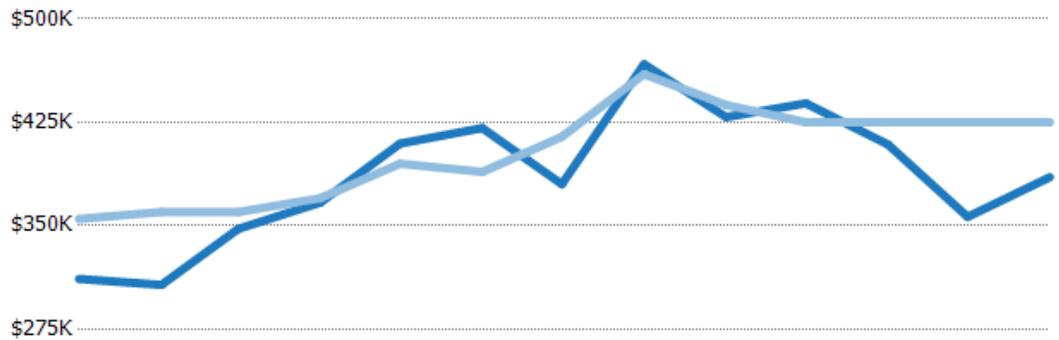
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$392K	\$342K	\$417K	\$437K	\$523K	\$531K	\$484K	\$600K	\$507K	\$518K	\$464K	\$452K	\$430K
Avg Listing Price	\$413K	\$366K	\$416K	\$427K	\$498K	\$510K	\$514K	\$563K	\$511K	\$504K	\$482K	\$535K	\$485K
Avg Listing Price as a % of Avg Est Value	105%	107%	100%	98%	95%	96%	106%	94%	101%	97%	104%	118%	113%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$311K	\$307K	\$348K	\$367K	\$410K	\$421K	\$380K	\$467K	\$429K	\$439K	\$409K	\$356K	\$385K
Median Listing Price	\$355K	\$360K	\$360K	\$370K	\$395K	\$389K	\$415K	\$460K	\$438K	\$425K	\$425K	\$425K	\$425K
Med Listing Price as a % of Med Est Value	114%	117%	104%	101%	96%	92%	109%	98%	102%	97%	104%	119%	110%

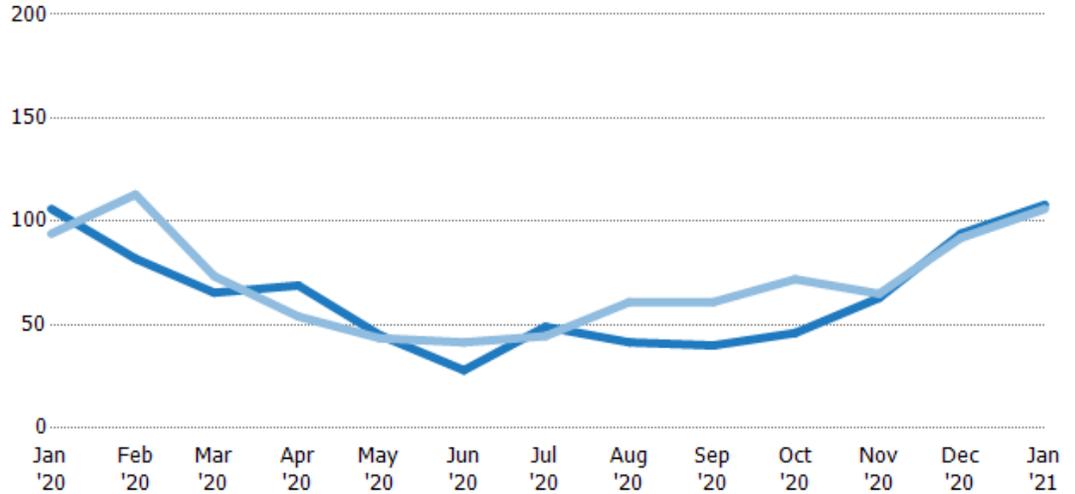
Median Days in RPR

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

Month/ Year	Days	% Chg.
Jan '21	108	1.9%
Jan '20	106	12.8%
Jan '19	94	3.7%



Current Year	106	82	65.5	69	45	28	49	41.5	40	46	63	94	108
Prior Year	94	113	73.5	54	43.5	41.5	44.5	61	61	72	65	92	106
Percent Change from Prior Year	13%	-27%	-11%	28%	3%	-33%	10%	-32%	-34%	-36%	-3%	2%	2%

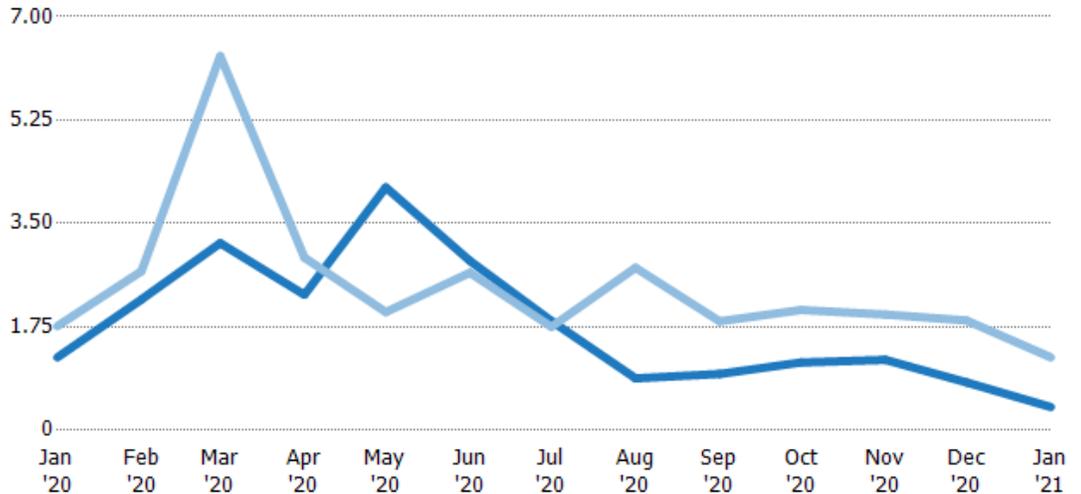
Months of Inventory

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

Month/ Year	Months	% Chg.
Jan '21	0.39	-68.2%
Jan '20	1.23	-30%
Jan '19	1.76	2.2%



Current Year	1.23	2.21	3.17	2.29	4.11	2.87	1.85	0.88	0.95	1.15	1.19	0.81	0.39
Prior Year	1.76	2.69	6.33	2.92	2	2.67	1.75	2.75	1.84	2.04	1.96	1.86	1.23
Percent Change from Prior Year	-30%	-18%	-50%	-22%	106%	8%	6%	-68%	-48%	-44%	-39%	-56%	-68%

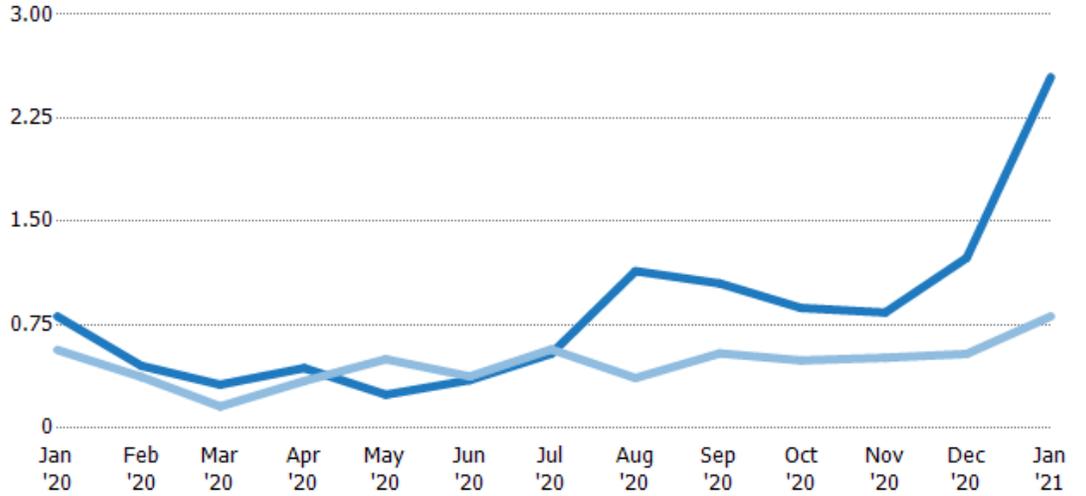
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jan '21	255%	-173.5%
Jan '20	81%	-24.3%
Jan '19	57%	-2.1%



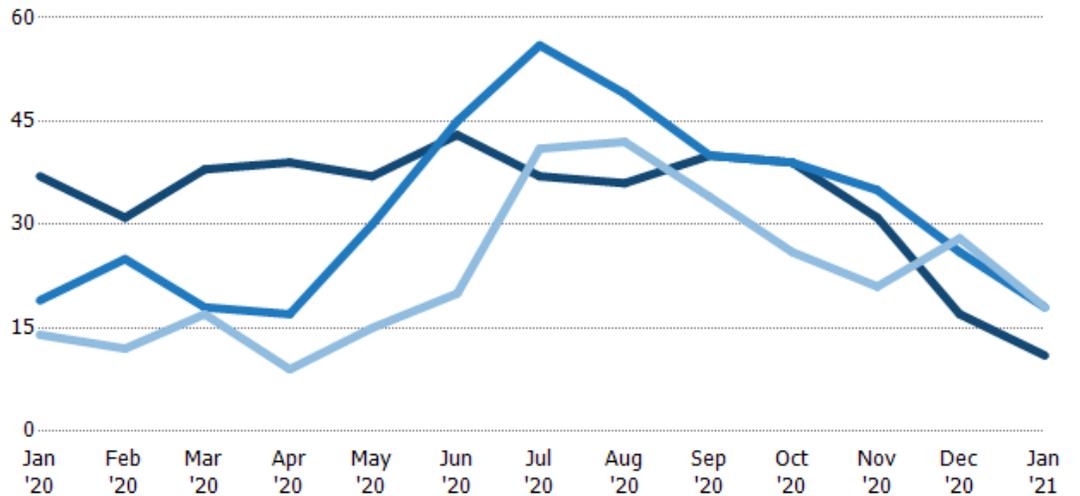
Current Year	81%	45%	32%	44%	24%	35%	54%	114%	105%	87%	84%	124%	255%
Prior Year	57%	37%	16%	34%	50%	38%	57%	36%	54%	49%	51%	54%	81%
Change from Prior Year	-24%	-8%	-16%	-9%	26%	3%	3%	-78%	-51%	-38%	-33%	-70%	-173%

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



Active	37	31	38	39	37	43	37	36	40	39	31	17	11
Pending	19	25	18	17	30	45	56	49	40	39	35	26	18
Sold	14	12	17	9	15	20	41	42	34	26	21	28	18

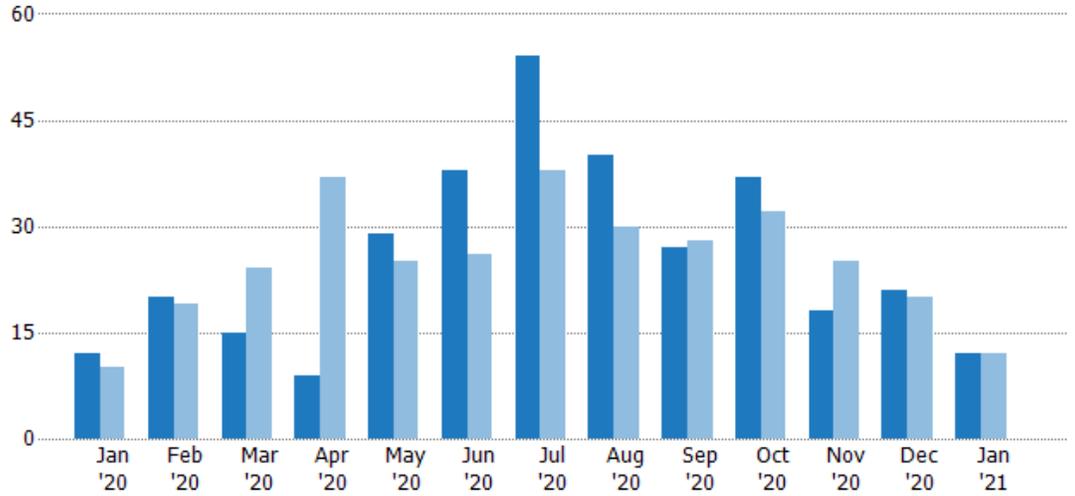
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jan '21	12	0%
Jan '20	12	20%
Jan '19	10	0%



Current Year	12	20	15	9	29	38	54	40	27	37	18	21	12
Prior Year	10	19	24	37	25	26	38	30	28	32	25	20	12
Percent Change from Prior Year	20%	5%	-38%	-76%	16%	46%	42%	33%	-4%	16%	-28%	5%	0%

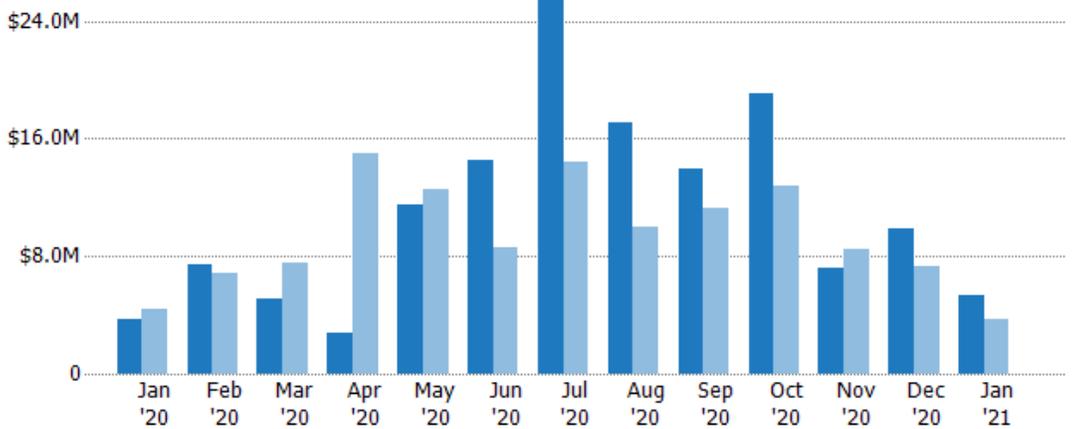
New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Jan '21	\$5.38M	43.3%
Jan '20	\$3.75M	-14.3%
Jan '19	\$4.38M	-13.9%



Current Year	\$3.75M	\$7.38M	\$5.08M	\$2.76M	\$11.5M	\$14.5M	\$25.5M	\$17.1M	\$14M	\$19.1M	\$7.14M	\$9.86M	\$5.38M
Prior Year	\$4.38M	\$6.89M	\$7.57M	\$15M	\$12.6M	\$8.6M	\$14.5M	\$10M	\$11.3M	\$12.7M	\$8.46M	\$7.32M	\$3.75M
Percent Change from Prior Year	-14%	7%	-33%	-82%	-8%	69%	76%	70%	23%	50%	-16%	35%	43%

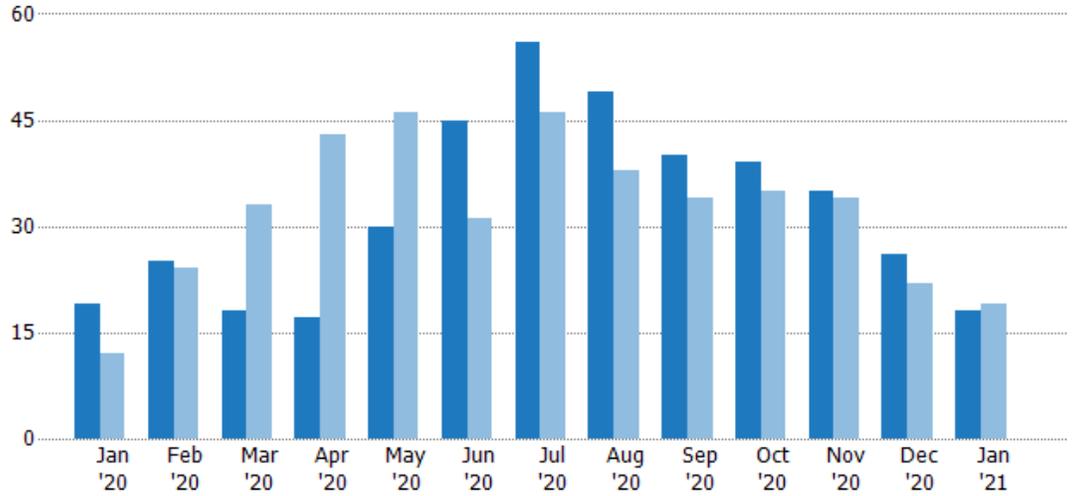
Pending Sales

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

Month/ Year	Count	% Chg.
Jan '21	18	-5.3%
Jan '20	19	58.3%
Jan '19	12	41.7%



Current Year	19	25	18	17	30	45	56	49	40	39	35	26	18
Prior Year	12	24	33	43	46	31	46	38	34	35	34	22	19
Percent Change from Prior Year	58%	4%	-45%	-60%	-35%	45%	22%	29%	18%	11%	3%	18%	-5%

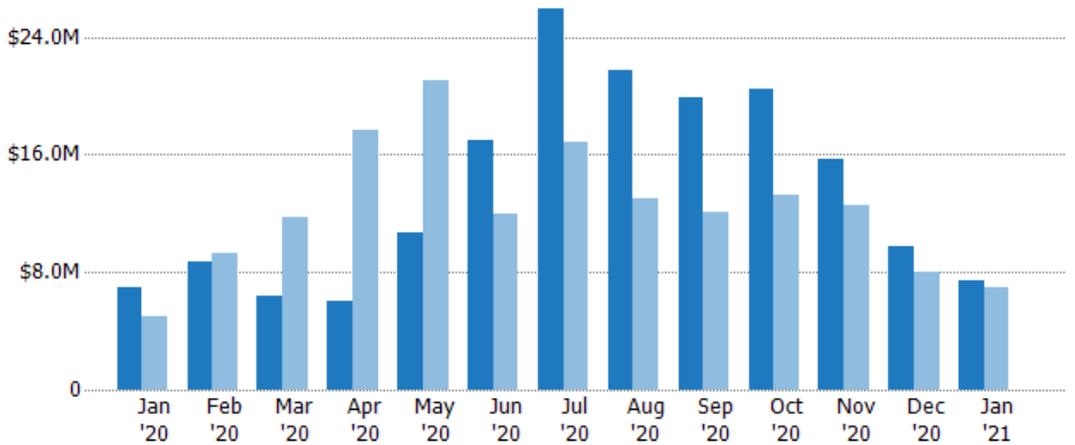
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Jan '21	\$7.47M	7.6%
Jan '20	\$6.94M	38.6%
Jan '19	\$5.01M	18.7%



Current Year	\$6.94M	\$8.73M	\$6.36M	\$6.02M	\$10.6M	\$16.9M	\$25.9M	\$21.7M	\$19.9M	\$20.5M	\$15.7M	\$9.72M	\$7.47M
Prior Year	\$5.01M	\$9.31M	\$11.7M	\$17.6M	\$21M	\$12M	\$16.8M	\$13M	\$12.1M	\$13.3M	\$12.5M	\$7.96M	\$6.94M
Percent Change from Prior Year	39%	-6%	-46%	-66%	-49%	41%	54%	67%	65%	54%	26%	22%	8%

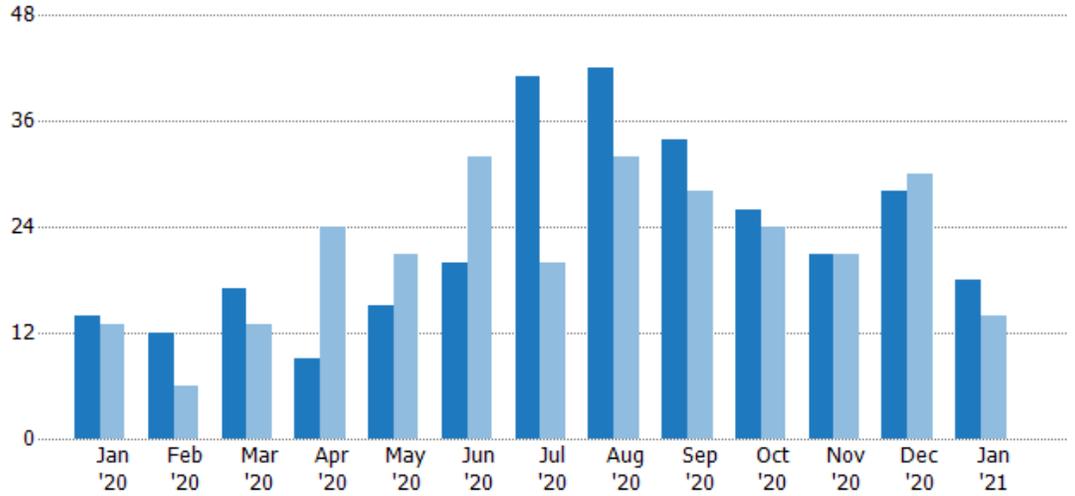
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jan '21	18	28.6%
Jan '20	14	7.7%
Jan '19	13	-15.4%



Current Year	14	12	17	9	15	20	41	42	34	26	21	28	18
Prior Year	13	6	13	24	21	32	20	32	28	24	21	30	14
Percent Change from Prior Year	8%	100%	31%	-63%	-29%	-38%	105%	31%	21%	8%	0%	-7%	29%

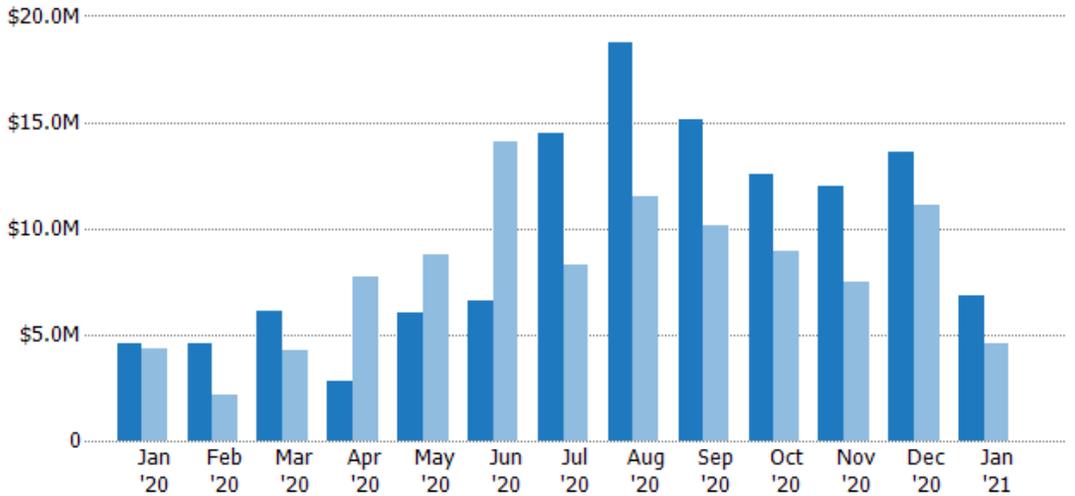
Closed Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Jan '21	\$6.85M	49.3%
Jan '20	\$4.59M	4.9%
Jan '19	\$4.37M	-28.6%



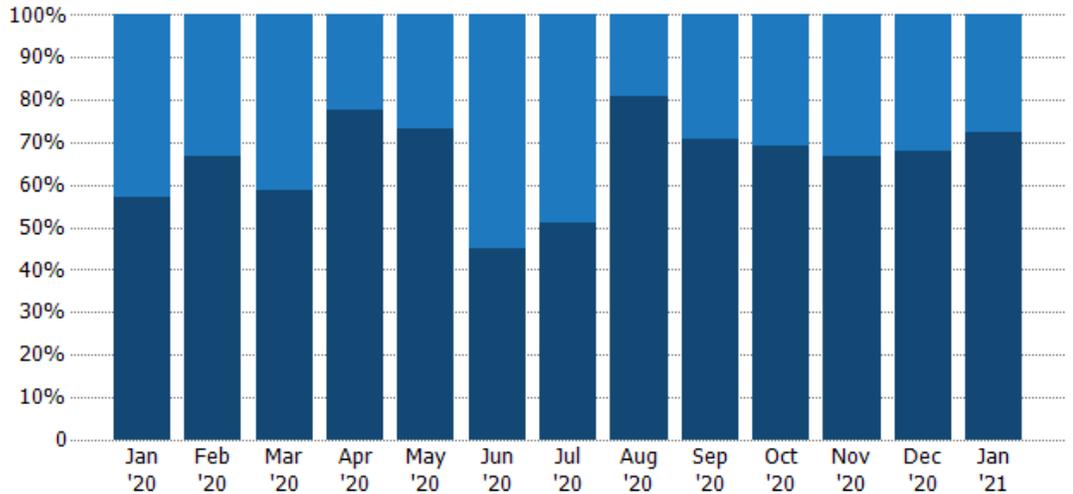
Current Year	\$4.59M	\$4.58M	\$6.14M	\$2.79M	\$5.99M	\$6.59M	\$14.4M	\$18.7M	\$15.1M	\$12.5M	\$11.9M	\$13.6M	\$6.85M
Prior Year	\$4.37M	\$2.15M	\$4.29M	\$7.74M	\$8.79M	\$14.1M	\$8.32M	\$11.5M	\$10.2M	\$8.91M	\$7.48M	\$11.1M	\$4.59M
Percent Change from Prior Year	5%	113%	43%	-64%	-32%	-53%	74%	63%	49%	41%	60%	22%	49%

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



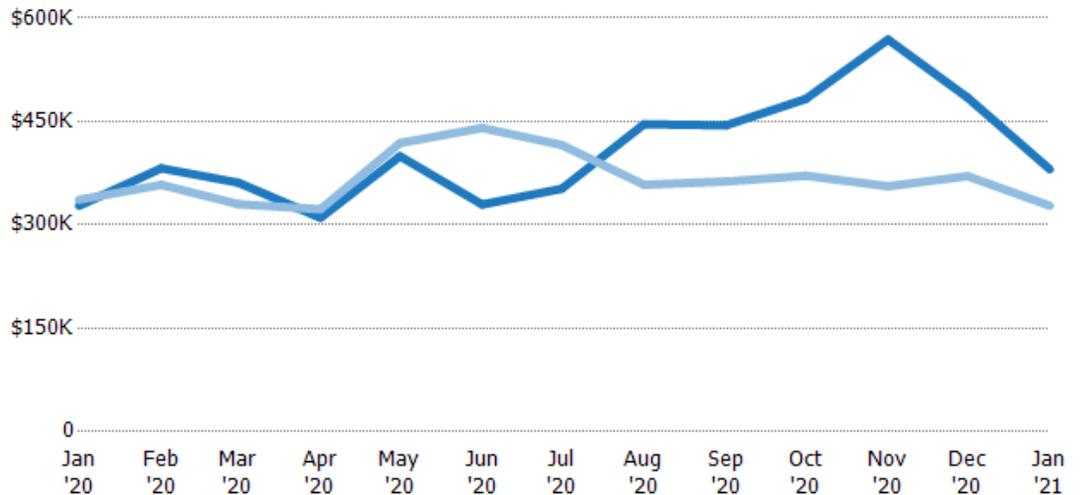
Condo/Townhouse	43%	33%	41%	22%	27%	55%	49%	19%	29%	31%	33%	32%	28%
Single Family Residence	57%	67%	59%	78%	73%	45%	51%	81%	71%	69%	67%	68%	72%

Average Sales Price

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

Filters Used

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



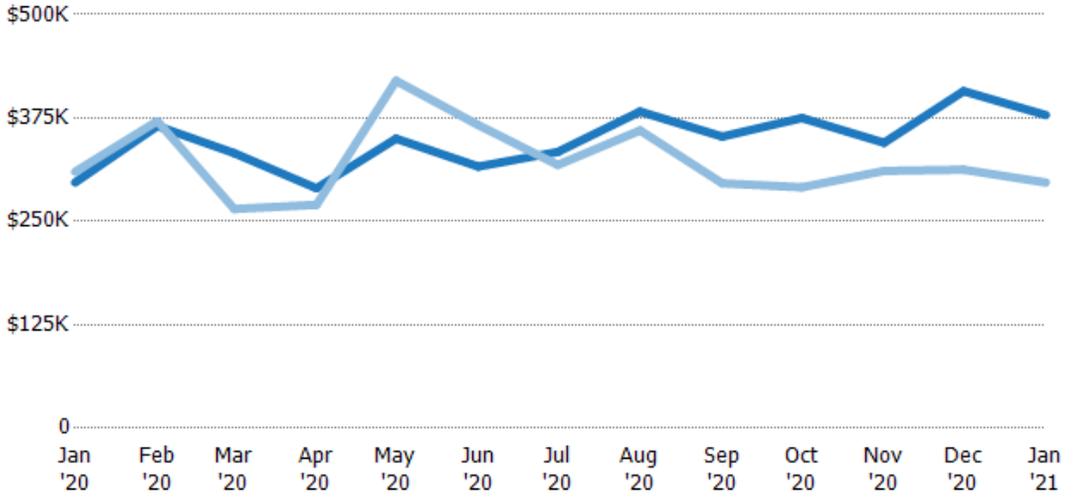
Current Year	\$328K	\$382K	\$361K	\$310K	\$399K	\$330K	\$352K	\$446K	\$444K	\$483K	\$569K	\$485K	\$381K
Prior Year	\$336K	\$358K	\$330K	\$323K	\$419K	\$441K	\$416K	\$358K	\$363K	\$371K	\$356K	\$371K	\$328K
Percent Change from Prior Year	-3%	7%	9%	-4%	-5%	-25%	-15%	25%	22%	30%	60%	31%	16%

Median Sales Price

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

Filters Used

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



Month/Year	Price	% Chg.
Jan '21	\$379K	27.4%
Jan '20	\$297K	-4.2%
Jan '19	\$310K	-12.3%

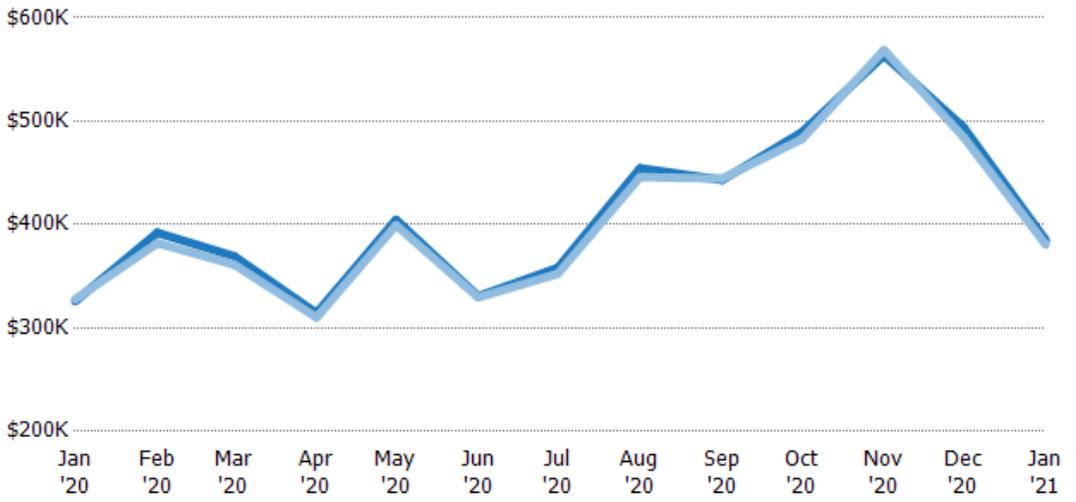
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$297K	\$365K	\$333K	\$290K	\$350K	\$316K	\$334K	\$383K	\$353K	\$375K	\$345K	\$407K	\$379K
Prior Year	\$310K	\$371K	\$265K	\$270K	\$420K	\$367K	\$318K	\$360K	\$296K	\$291K	\$311K	\$313K	\$297K
Percent Change from Prior Year	-4%	-2%	25%	7%	-17%	-14%	5%	6%	19%	29%	11%	30%	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 05401,
Burlington, VT 05402, Burlington,
VT 05406, Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



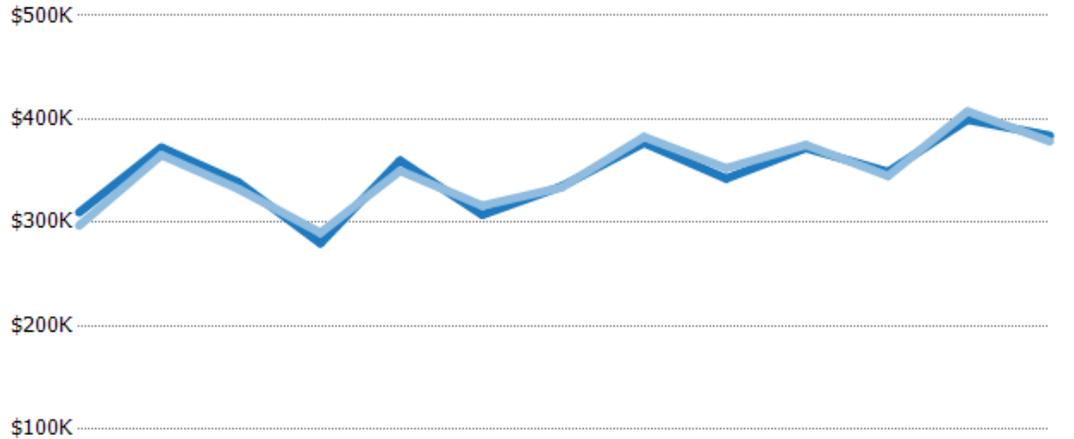
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg List Price	\$326K	\$392K	\$369K	\$314K	\$405K	\$331K	\$358K	\$454K	\$443K	\$489K	\$564K	\$494K	\$385K
Avg Sales Price	\$328K	\$382K	\$361K	\$310K	\$399K	\$330K	\$352K	\$446K	\$444K	\$483K	\$569K	\$485K	\$381K
Avg Sales Price as a % of Avg List Price	101%	97%	98%	99%	99%	100%	98%	98%	100%	99%	101%	98%	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, Burlington,
VT 05406, Burlington, VT 05408
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



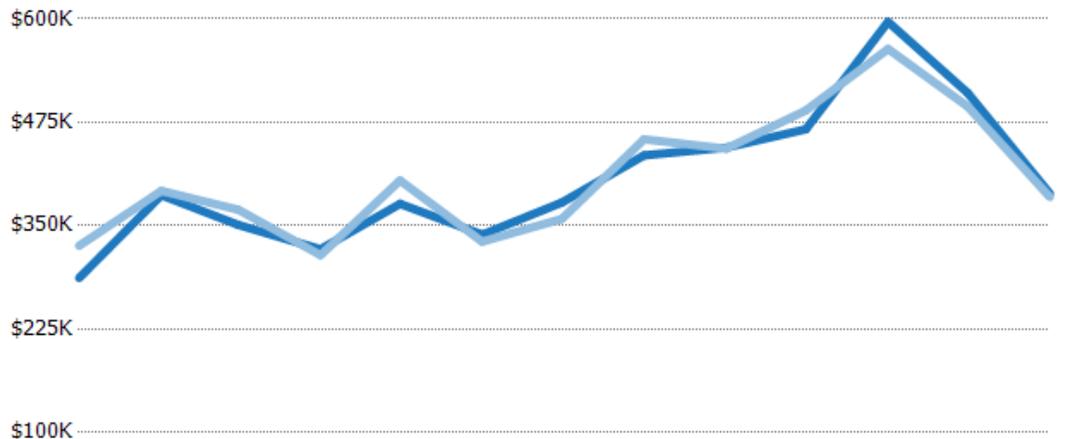
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$310K	\$372K	\$339K	\$280K	\$360K	\$307K	\$335K	\$377K	\$343K	\$372K	\$349K	\$399K	\$384K
Median Sales Price	\$297K	\$365K	\$333K	\$290K	\$350K	\$316K	\$334K	\$383K	\$353K	\$375K	\$345K	\$407K	\$379K
Med Sales Price as a % of Med List Price	96%	98%	98%	104%	97%	103%	100%	102%	103%	101%	99%	102%	99%

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



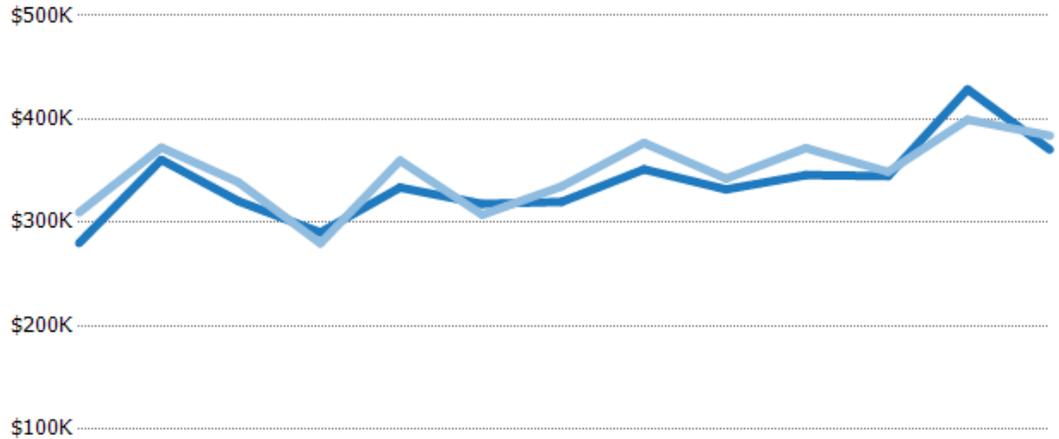
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$287K	\$387K	\$351K	\$322K	\$376K	\$339K	\$378K	\$435K	\$444K	\$467K	\$596K	\$511K	\$389K
Avg Sales Price	\$326K	\$392K	\$369K	\$314K	\$405K	\$331K	\$358K	\$454K	\$443K	\$489K	\$564K	\$494K	\$385K
Avg Sales Price as a % of Avg Est Value	114%	101%	105%	98%	108%	97%	95%	104%	100%	105%	95%	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, Burlington,
 VT 05406, Burlington, VT 05408
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$280K	\$361K	\$321K	\$290K	\$334K	\$318K	\$320K	\$351K	\$332K	\$346K	\$345K	\$429K	\$370K
Median Sales Price	\$310K	\$372K	\$339K	\$280K	\$360K	\$307K	\$335K	\$377K	\$343K	\$372K	\$349K	\$399K	\$384K
Med Sales Price as a % of Med Est Value	111%	103%	106%	96%	108%	97%	105%	107%	103%	108%	101%	93%	104%