

## 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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	17	14	+21.4%	26	28	-7.1%
New Listing Volume	\$6,175,800	\$4,491,000	+37.5%	\$10,500,800	\$9,545,600	+10%
Active Listing Count	17	34	-50%	N/A	N/A	
Active Listing Volume	\$7,065,800	\$12,414,295	-43.1%	N/A	N/A	
Average Listing Price	\$415,635	\$365,126	+13.8%	\$439,769	\$387,941	+13.4%
Median Listing Price	\$395,000	\$359,900	+9.8%	\$409,063	\$357,167	+14.5%
Median Days in RPR	111	108.5	+2.3%	115.91	110.92	+4.5%
Months of Inventory	0.9	2.4	-61.1%	1.2	3.9	-68.8%
Absorption Rate	105.88%	41.18%	+64.7%	81.25%	25.33%	+55.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	15	20	-25%	27	32	-15.6%
New Pending Sales Volume	\$5,631,800	\$7,378,000	-23.7%	\$11,007,699	\$11,128,895	-1.1%
Pending Sales Count	14	25	-44%	N/A	N/A	
Pending Sales Volume	\$6,010,900	\$8,726,500	-31.1%	N/A	N/A	
Closed Sales Count	15	12	+25%	33	26	+26.9%
Closed Sales Volume	\$5,742,390	\$4,584,595	+25.3%	\$12,592,640	\$9,172,095	+37.3%
Average Sales Price	\$382,826	\$382,050	+0.2%	\$381,595	\$352,773	+8.2%
Median Sales Price	\$320,000	\$365,298	-12.4%	\$351,909	\$328,522	+7.1%

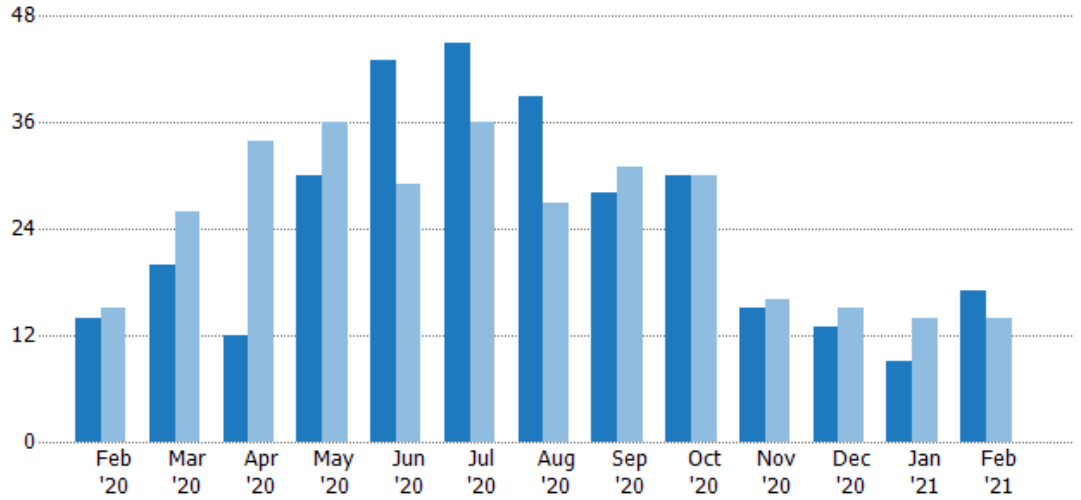
## New Listings

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

Month/ Year	Count	% Chg.
Feb '21	17	21.4%
Feb '20	14	-6.7%
Feb '19	15	0%



Current Year	14	20	12	30	43	45	39	28	30	15	13	9	17
Prior Year	15	26	34	36	29	36	27	31	30	16	15	14	14
Percent Change from Prior Year	-7%	-23%	-65%	-17%	48%	25%	44%	-10%	0%	-6%	-13%	-36%	21%

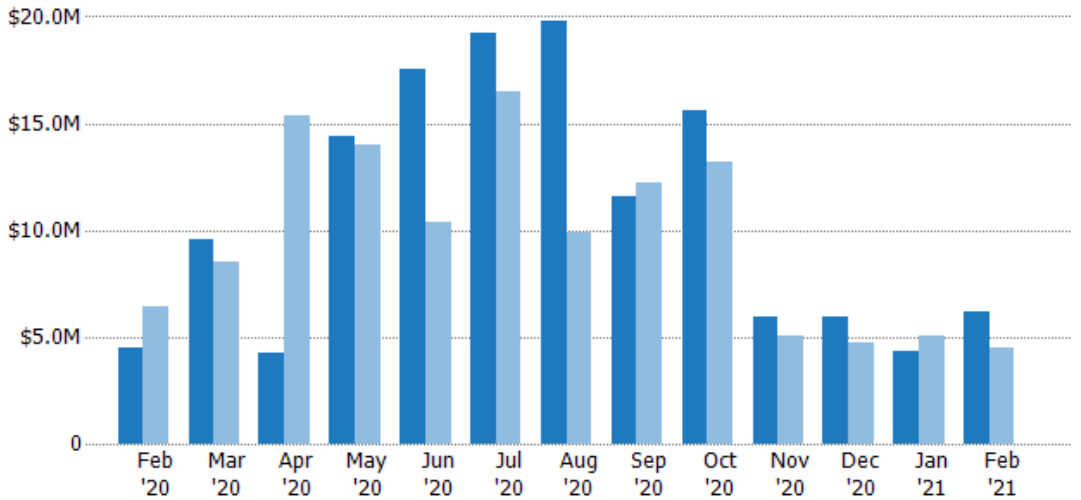
## New Listing Volume

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

Month/ Year	Volume	% Chg.
Feb '21	\$6.18M	37.5%
Feb '20	\$4.49M	-29.8%
Feb '19	\$6.4M	-6.2%



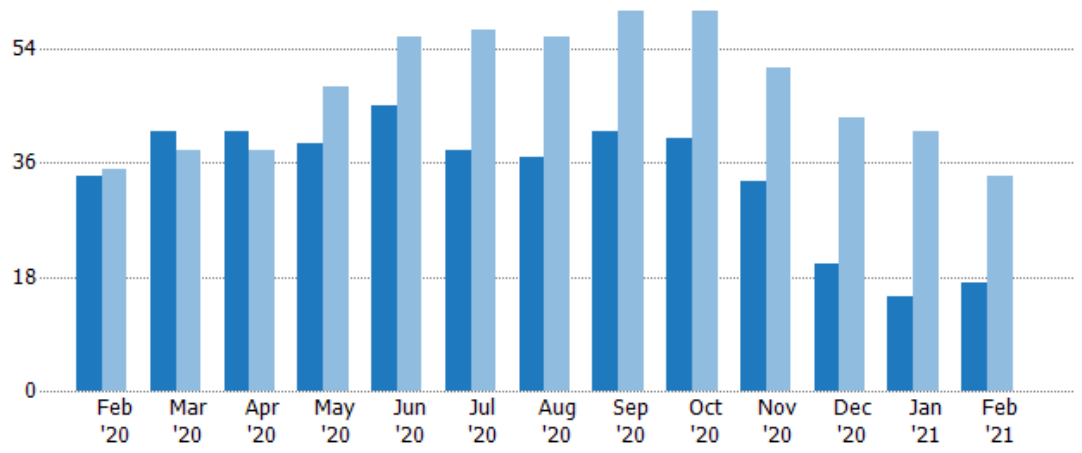
Current Year	\$4.49M	\$9.58M	\$4.28M	\$14.4M	\$17.5M	\$19.2M	\$19.8M	\$11.6M	\$15.6M	\$5.93M	\$5.93M	\$4.33M	\$6.18M
Prior Year	\$6.4M	\$8.54M	\$15.4M	\$14M	\$10.4M	\$16.5M	\$9.91M	\$12.2M	\$13.2M	\$5.04M	\$4.77M	\$5.05M	\$4.49M
Percent Change from Prior Year	-30%	12%	-72%	3%	69%	16%	100%	-5%	18%	18%	24%	-14%	38%

## 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



Month/Year	Count	% Chg.
Feb '21	17	-50%
Feb '20	34	-2.9%
Feb '19	35	-14.3%

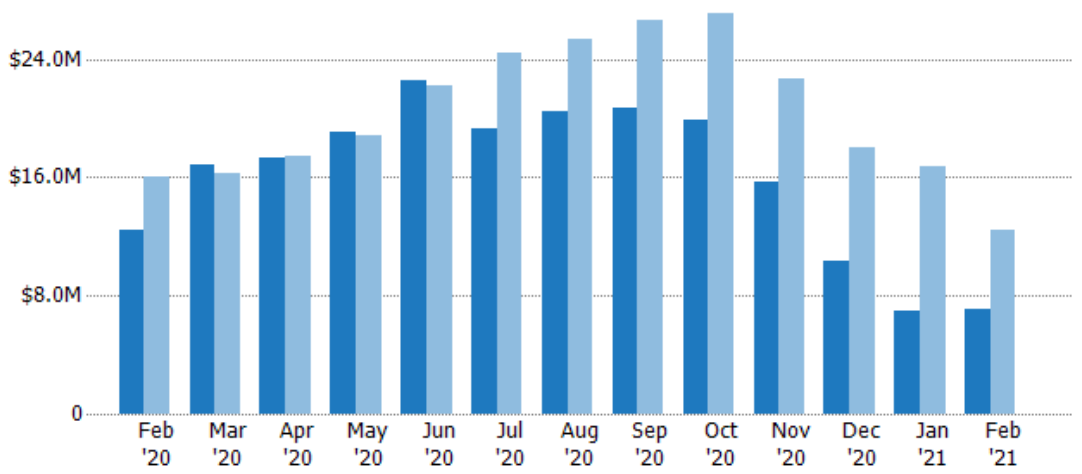
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	34	41	41	39	45	38	37	41	40	33	20	15	17
Prior Year	35	38	38	48	56	57	56	60	60	51	43	41	34
Percent Change from Prior Year	-3%	8%	8%	-19%	-20%	-33%	-34%	-32%	-33%	-35%	-53%	-63%	-50%

## 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



Month/Year	Volume	% Chg.
Feb '21	\$7.07M	-43.1%
Feb '20	\$12.4M	-22.6%
Feb '19	\$16M	-26.6%

	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$12.4M	\$16.9M	\$17.3M	\$19M	\$22.5M	\$19.3M	\$20.5M	\$20.7M	\$19.8M	\$15.7M	\$10.3M	\$7.01M	\$7.07M
Prior Year	\$16M	\$16.3M	\$17.4M	\$18.9M	\$22.2M	\$24.5M	\$25.3M	\$26.6M	\$27.1M	\$22.7M	\$18M	\$16.7M	\$12.4M
Percent Change from Prior Year	-23%	4%	-1%	1%	1%	-21%	-19%	-22%	-27%	-31%	-43%	-58%	-43%

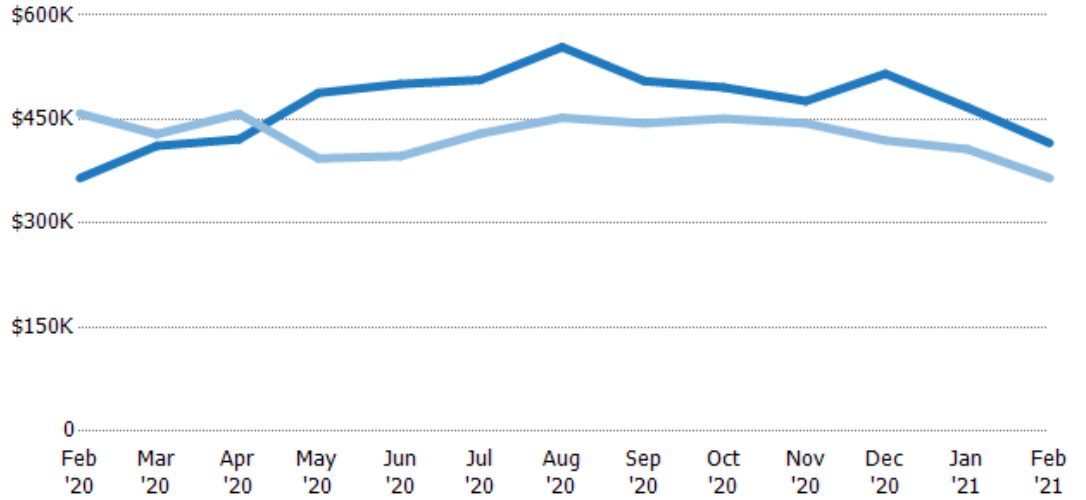
## Average Listing Price

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

Month/ Year	Price	% Chg.
Feb '21	\$416K	13.8%
Feb '20	\$365K	-20.3%
Feb '19	\$458K	-14.4%



Current Year	\$365K	\$412K	\$421K	\$488K	\$501K	\$507K	\$554K	\$505K	\$496K	\$476K	\$516K	\$467K	\$416K
Prior Year	\$458K	\$429K	\$458K	\$393K	\$397K	\$429K	\$452K	\$444K	\$451K	\$444K	\$419K	\$407K	\$365K
Percent Change from Prior Year	-20%	-4%	-8%	24%	26%	18%	23%	14%	10%	7%	23%	15%	14%

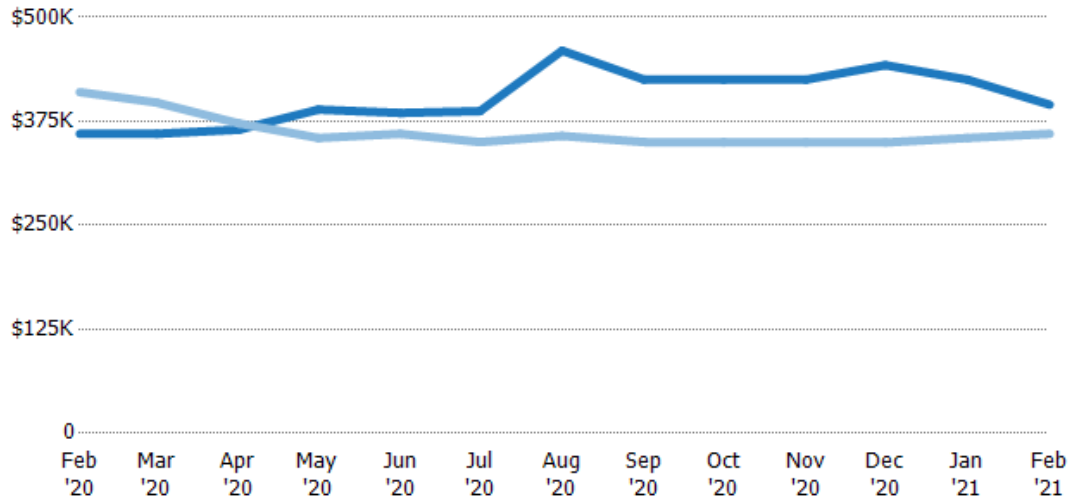
## Median Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Feb '21	\$395K	9.8%
Feb '20	\$360K	-12.2%
Feb '19	\$410K	-22%



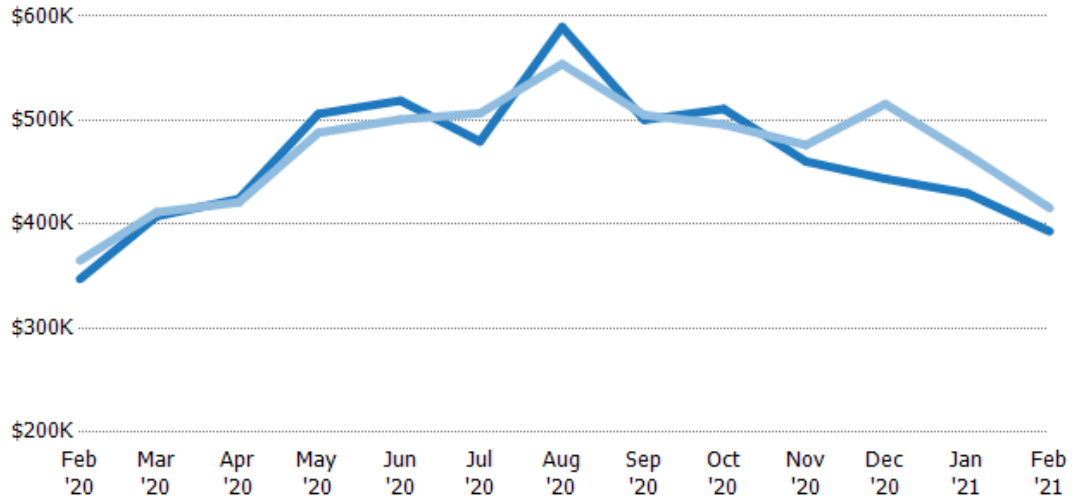
Current Year	\$360K	\$360K	\$365K	\$389K	\$385K	\$387K	\$460K	\$425K	\$425K	\$425K	\$442K	\$425K	\$395K
Prior Year	\$410K	\$397K	\$372K	\$355K	\$360K	\$350K	\$357K	\$350K	\$350K	\$350K	\$350K	\$355K	\$360K
Percent Change from Prior Year	-12%	-9%	-2%	10%	7%	11%	29%	21%	22%	22%	27%	20%	10%

## 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



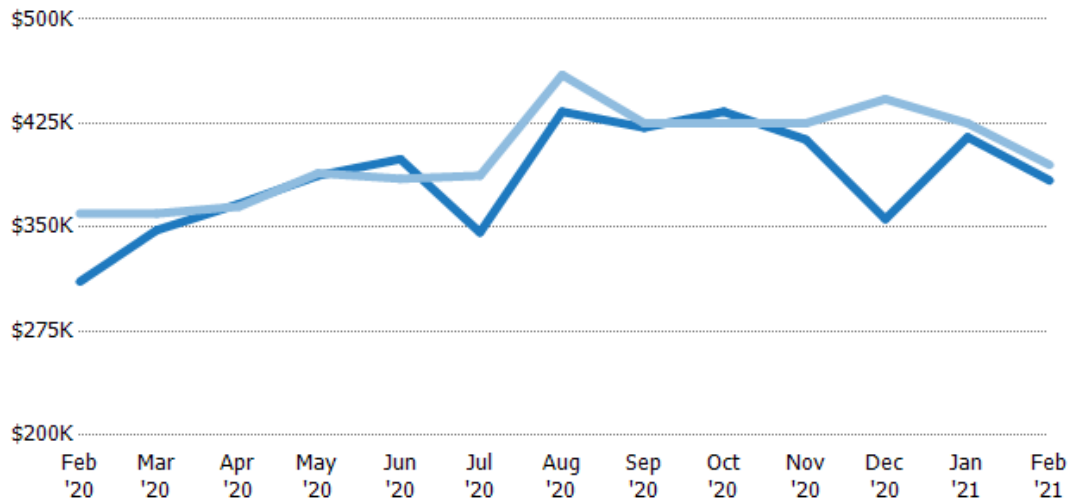
Avg Est Value	\$347K	\$408K	\$424K	\$506K	\$519K	\$480K	\$590K	\$500K	\$511K	\$460K	\$444K	\$430K	\$393K
Avg Listing Price	\$365K	\$412K	\$421K	\$488K	\$501K	\$507K	\$554K	\$505K	\$496K	\$476K	\$516K	\$467K	\$416K
Avg Listing Price as a % of Avg Est Value	105%	101%	99%	96%	97%	106%	94%	101%	97%	103%	116%	109%	106%

## 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



Median Est Value	\$311K	\$348K	\$367K	\$387K	\$399K	\$346K	\$433K	\$422K	\$433K	\$413K	\$356K	\$415K	\$384K
Median Listing Price	\$360K	\$360K	\$365K	\$389K	\$385K	\$387K	\$460K	\$425K	\$425K	\$425K	\$442K	\$425K	\$395K
Med Listing Price as a % of Med Est Value	116%	103%	99%	100%	96%	112%	106%	101%	98%	103%	124%	102%	103%

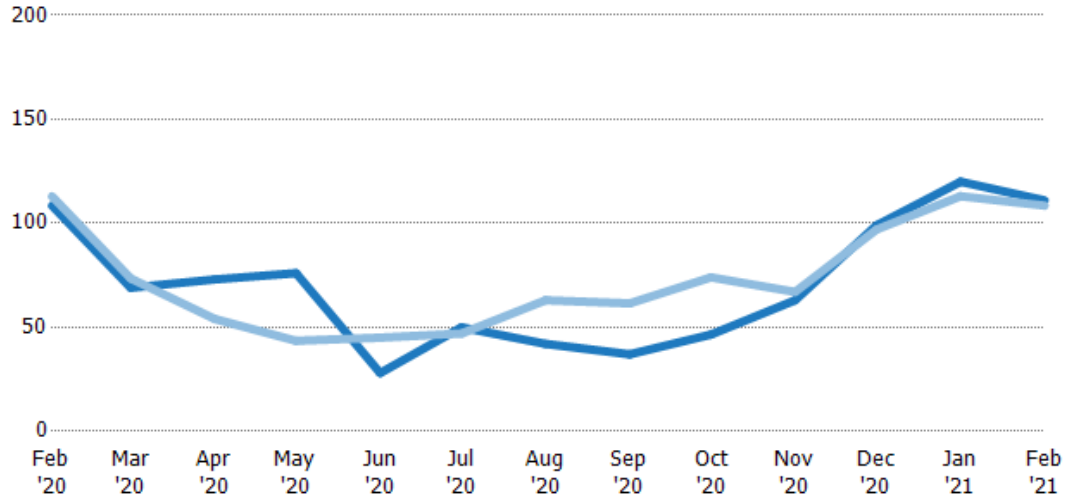
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Feb '21	111	2.3%
Feb '20	109	-4%
Feb '19	113	-2.2%



Current Year	109	69	73	76	28	50	42	37	46.5	63	99	120	111
Prior Year	113	73.5	54	43.5	45	47	63	61.5	74	67	97	113	109
Percent Change from Prior Year	-4%	-6%	35%	75%	-38%	6%	-33%	-40%	-37%	-6%	2%	6%	2%

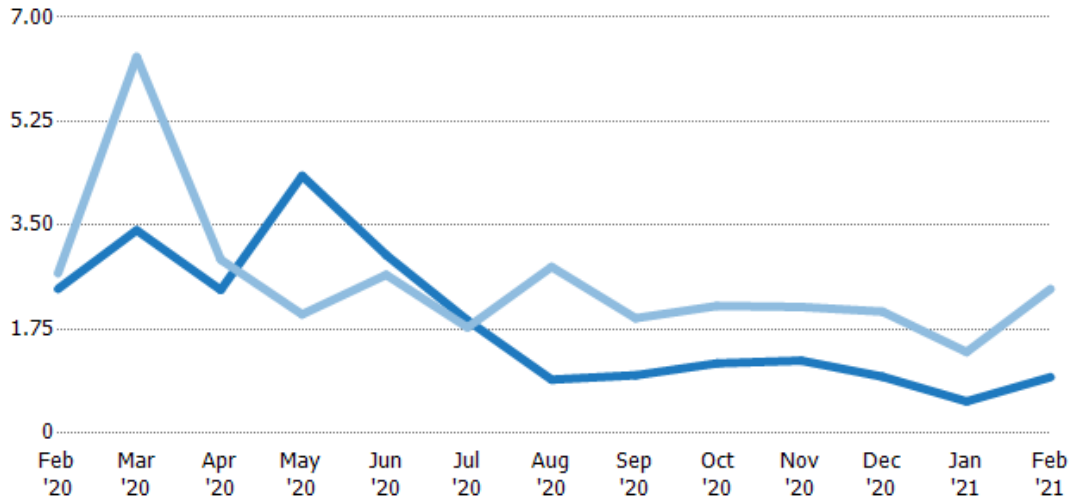
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Feb '21	0.94	-61.1%
Feb '20	2.43	-9.8%
Feb '19	2.69	1.3%



Current Year	2.43	3.42	2.41	4.33	3	1.9	0.9	0.98	1.18	1.22	0.95	0.54	0.94
Prior Year	2.69	6.33	2.92	2	2.67	1.78	2.8	1.94	2.14	2.13	2.05	1.37	2.43
Percent Change from Prior Year	-10%	-46%	-17%	117%	13%	7%	-68%	-50%	-45%	-42%	-53%	-61%	-61%

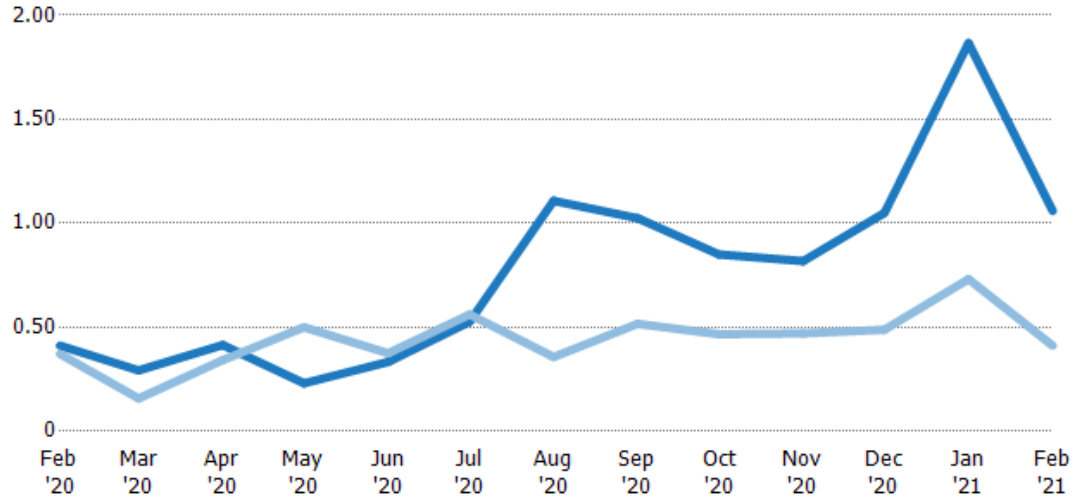
## Absorption Rate

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

Month/ Year	Rate	Chg.
Feb '21	106%	-64.7%
Feb '20	41%	-4%
Feb '19	37%	-1.3%



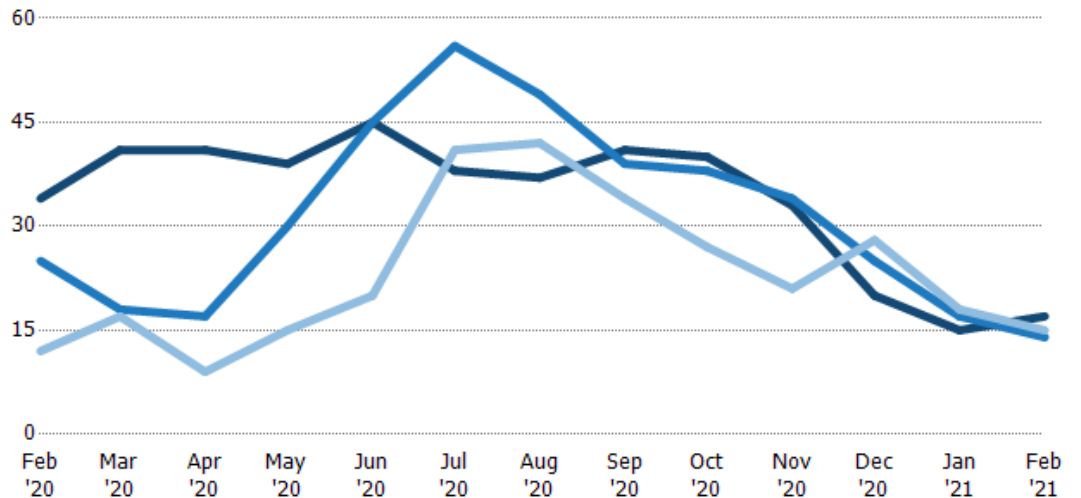
Current Year	41%	29%	41%	23%	33%	53%	111%	102%	85%	82%	105%	187%	106%
Prior Year	37%	16%	34%	50%	38%	56%	36%	52%	47%	47%	49%	73%	41%
Change from Prior Year	-4%	-13%	-7%	27%	4%	4%	-75%	-51%	-38%	-35%	-56%	-113%	-65%

## 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



Active	34	41	41	39	45	38	37	41	40	33	20	15	17
Pending	25	18	17	30	45	56	49	39	38	34	25	17	14
Sold	12	17	9	15	20	41	42	34	27	21	28	18	15

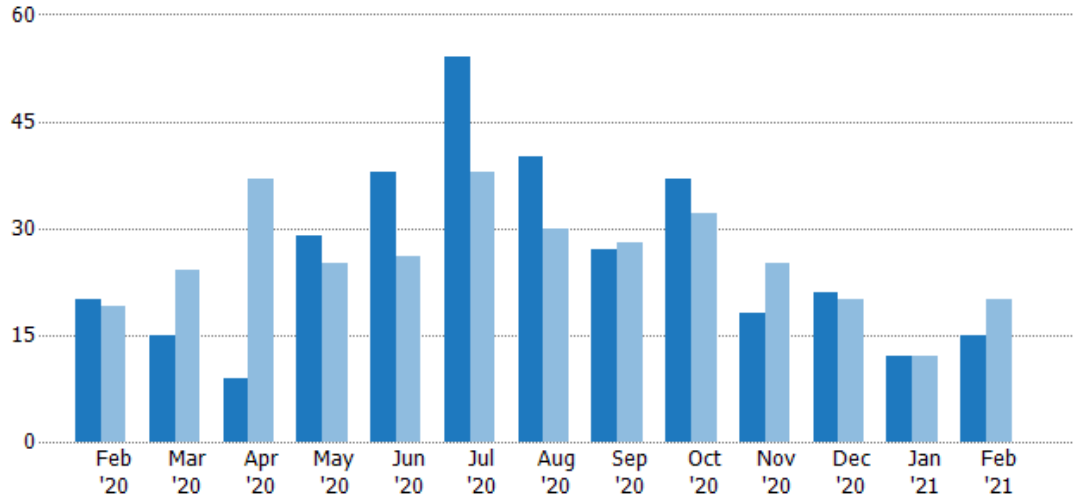
## New Pending Sales

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

Month/ Year	Count	% Chg.
Feb '21	15	-25%
Feb '20	20	5.3%
Feb '19	19	-15.8%



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

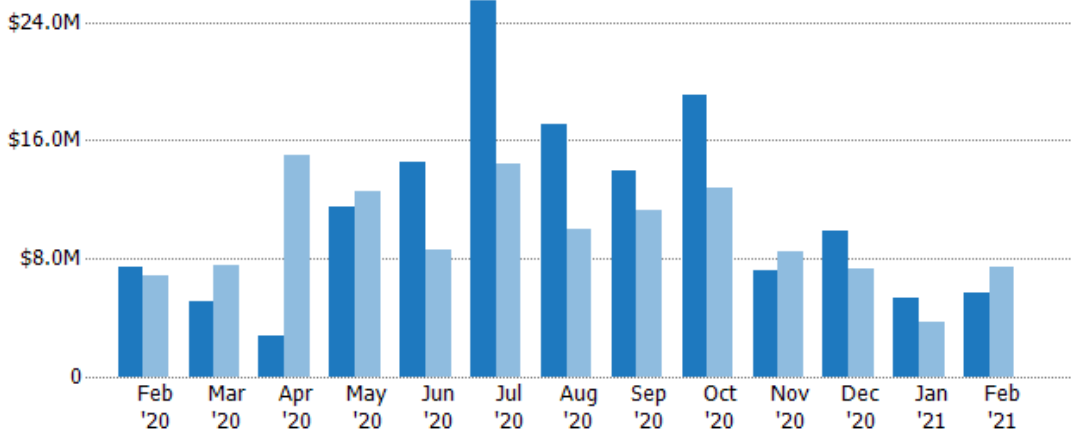
## New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Feb '21	\$5.63M	-23.7%
Feb '20	\$7.38M	7%
Feb '19	\$6.89M	-9.5%



Current Year	\$7.38M	\$5.08M	\$2.76M	\$11.5M	\$14.5M	\$25.5M	\$17.1M	\$14M	\$19.1M	\$7.14M	\$9.86M	\$5.38M	\$5.63M
Prior Year	\$6.89M	\$7.57M	\$15M	\$12.6M	\$8.6M	\$14.5M	\$10M	\$11.3M	\$12.7M	\$8.46M	\$7.32M	\$3.75M	\$7.38M
Percent Change from Prior Year	7%	-33%	-82%	-8%	69%	76%	70%	23%	50%	-16%	35%	43%	-24%

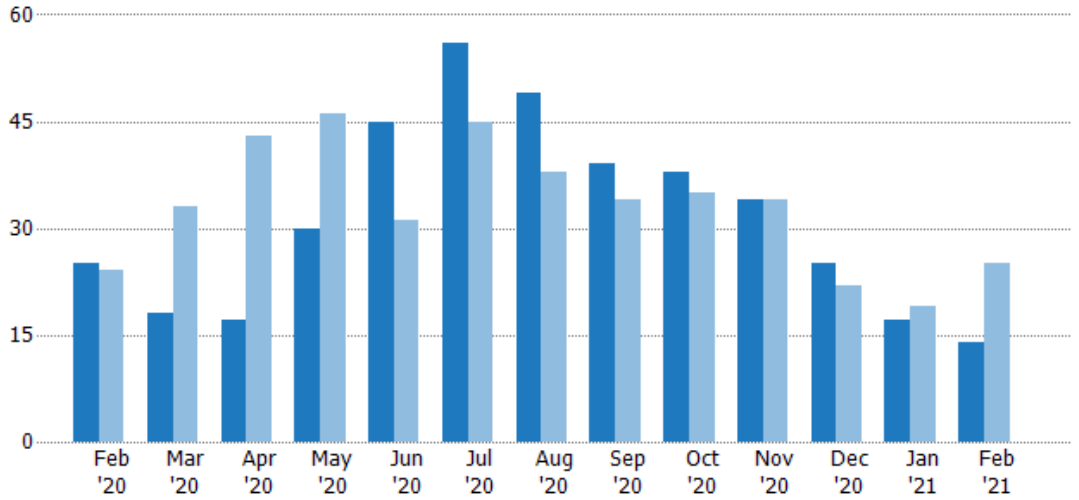


## Pending Sales

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



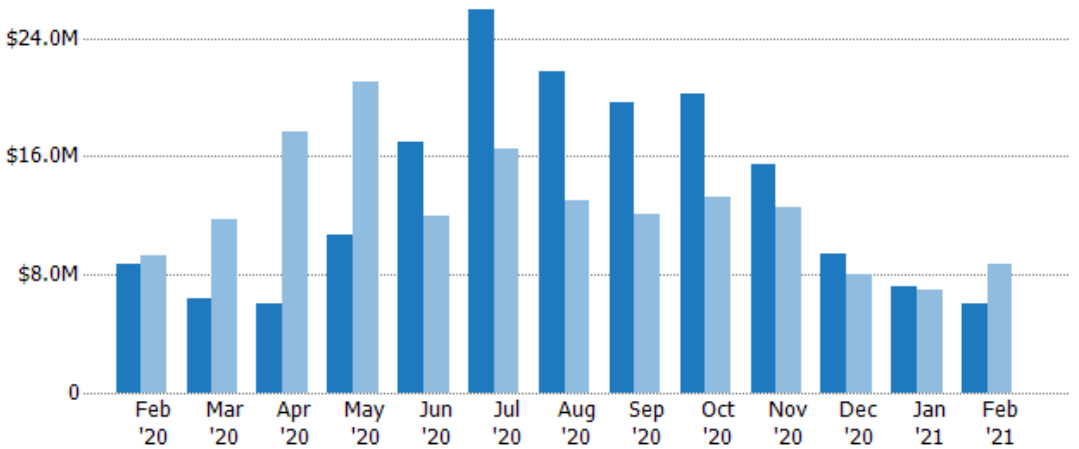
Month/Year	Count	% Chg.
Feb '21	14	-44%
Feb '20	25	4.2%
Feb '19	24	-25%

## 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



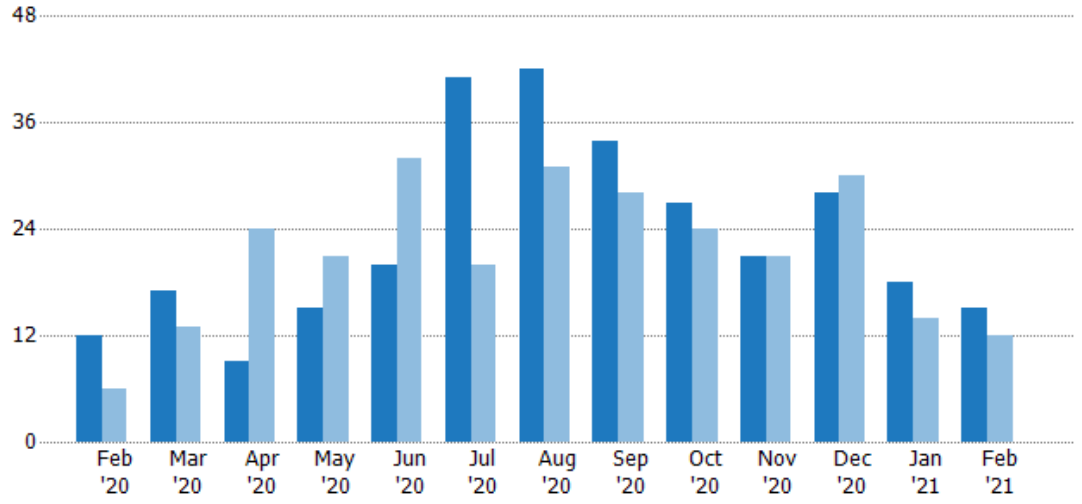
Month/Year	Volume	% Chg.
Feb '21	\$6.01M	-31.1%
Feb '20	\$8.73M	-6.3%
Feb '19	\$9.31M	-25.9%

## 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



Month/Year	Count	% Chg.
Feb '21	15	25%
Feb '20	12	100%
Feb '19	6	150%

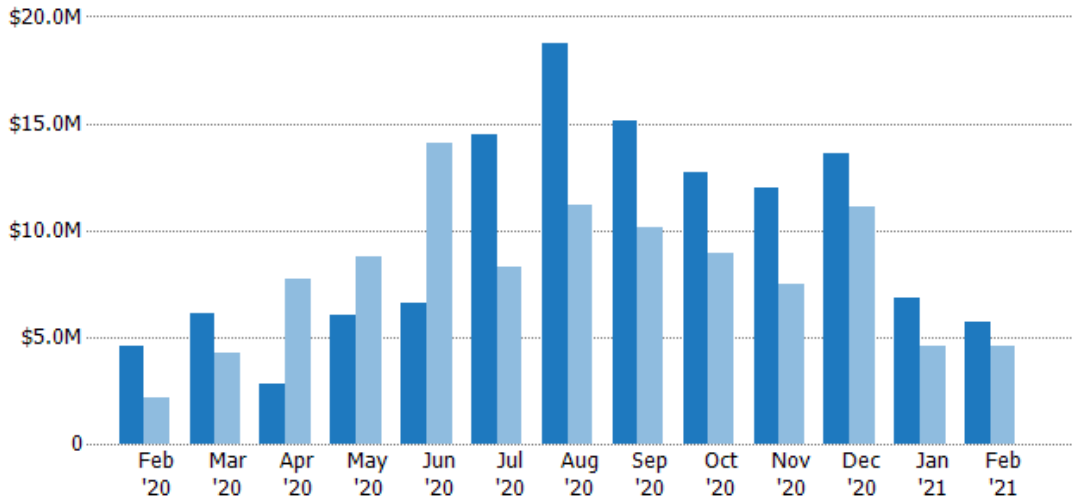
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	12	17	9	15	20	41	42	34	27	21	28	18	15
Prior Year	6	13	24	21	32	20	31	28	24	21	30	14	12
Percent Change from Prior Year	100%	31%	-63%	-29%	-38%	105%	35%	21%	13%	0%	-7%	29%	25%

## 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



Month/Year	Volume	% Chg.
Feb '21	\$5.74M	25.3%
Feb '20	\$4.58M	113.4%
Feb '19	\$2.15M	137.9%

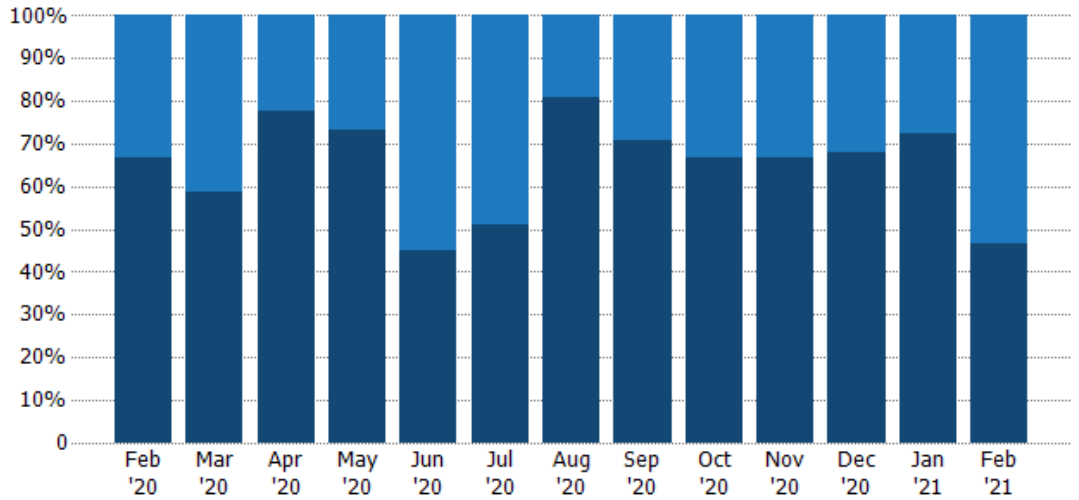
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$4.58M	\$6.14M	\$2.79M	\$5.99M	\$6.59M	\$14.4M	\$18.7M	\$15.1M	\$12.7M	\$11.9M	\$13.6M	\$6.85M	\$5.74M
Prior Year	\$2.15M	\$4.29M	\$7.74M	\$8.79M	\$14.1M	\$8.32M	\$11.2M	\$10.2M	\$8.91M	\$7.48M	\$11.1M	\$4.59M	\$4.58M
Percent Change from Prior Year	113%	43%	-64%	-32%	-53%	74%	67%	49%	43%	60%	22%	49%	25%

## 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



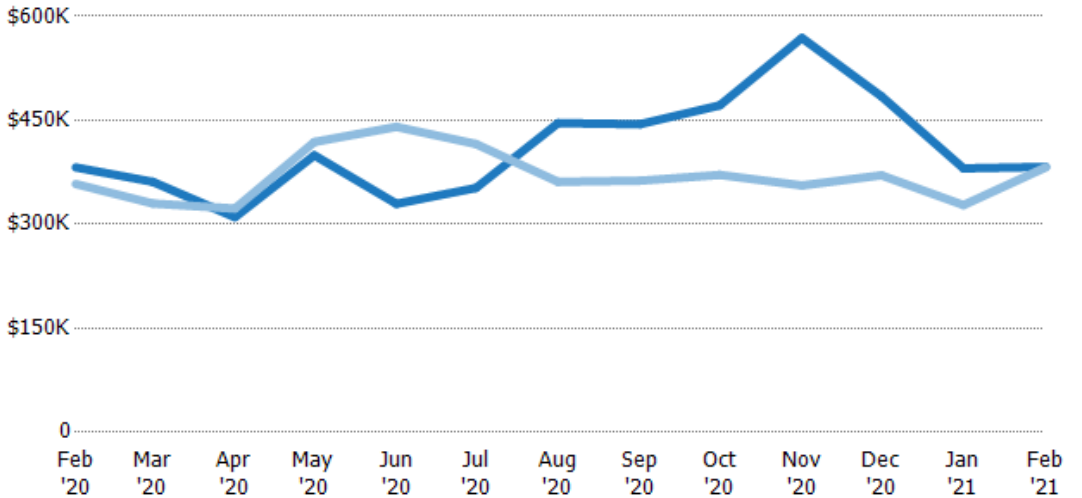
Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Condo/Townhouse	33%	41%	22%	27%	55%	49%	19%	29%	33%	33%	32%	28%	53%
Single Family Residence	67%	59%	78%	73%	45%	51%	81%	71%	67%	67%	68%	72%	47%

## 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



Month/Year	Price	% Chg.
Feb '21	\$383K	0.2%
Feb '20	\$382K	6.7%
Feb '19	\$358K	-4.9%

Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$382K	\$361K	\$310K	\$399K	\$330K	\$352K	\$446K	\$444K	\$471K	\$569K	\$485K	\$381K	\$383K
Prior Year	\$358K	\$330K	\$323K	\$419K	\$441K	\$416K	\$361K	\$363K	\$371K	\$356K	\$371K	\$328K	\$382K
Percent Change from Prior Year	7%	9%	-4%	-5%	-25%	-15%	23%	22%	27%	60%	31%	16%	0%

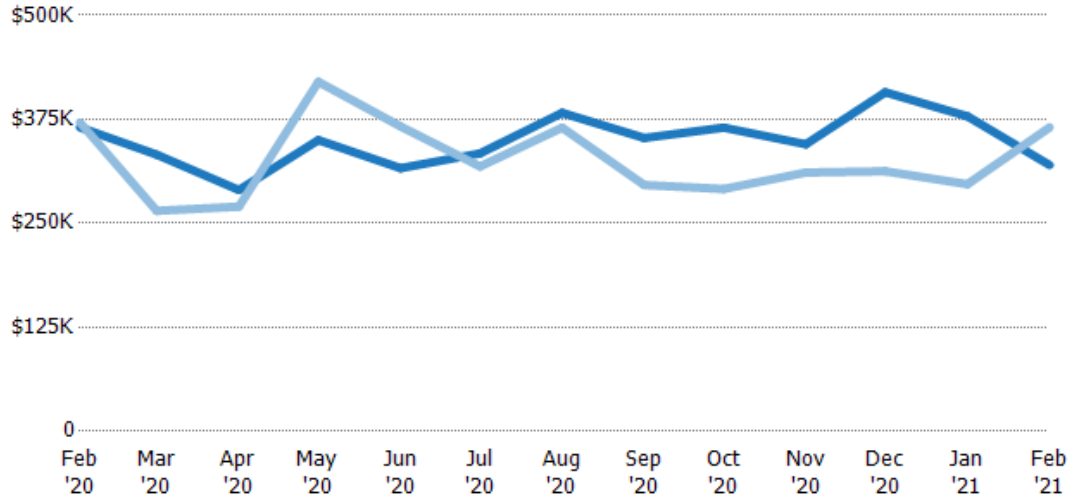
## Median Sales Price

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

Month/ Year	Price	% Chg.
Feb '21	\$320K	-12.4%
Feb '20	\$365K	-1.6%
Feb '19	\$371K	-15.1%



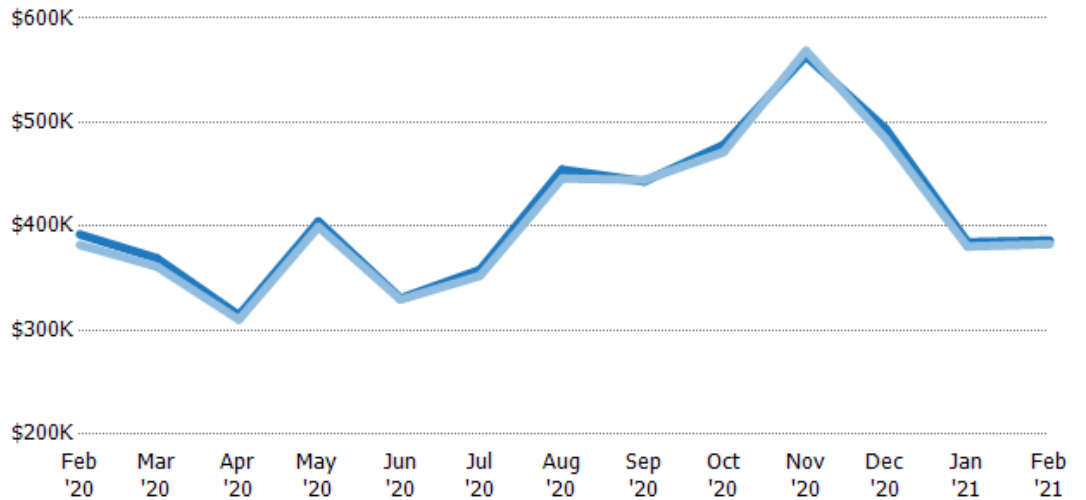
Current Year	\$365K	\$333K	\$290K	\$350K	\$316K	\$334K	\$383K	\$353K	\$365K	\$345K	\$407K	\$379K	\$320K
Prior Year	\$371K	\$265K	\$270K	\$420K	\$367K	\$318K	\$365K	\$296K	\$291K	\$311K	\$313K	\$297K	\$365K
Percent Change from Prior Year	-2%	25%	7%	-17%	-14%	5%	5%	19%	25%	11%	30%	27%	-12%

## 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



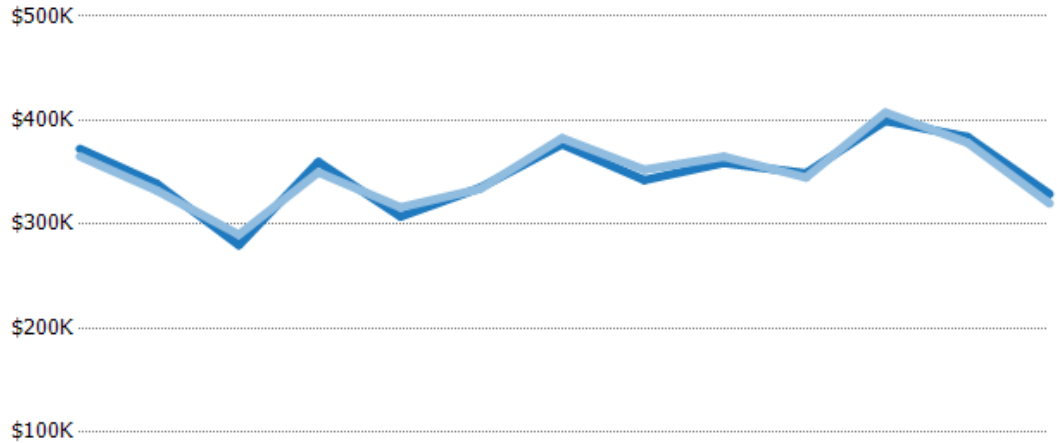
Avg List Price	\$392K	\$369K	\$314K	\$405K	\$331K	\$358K	\$454K	\$443K	\$478K	\$564K	\$494K	\$385K	\$386K
Avg Sales Price	\$382K	\$361K	\$310K	\$399K	\$330K	\$352K	\$446K	\$444K	\$471K	\$569K	\$485K	\$381K	\$383K
Avg Sales Price as a % of Avg List Price	97%	98%	99%	99%	100%	98%	98%	100%	99%	101%	98%	99%	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



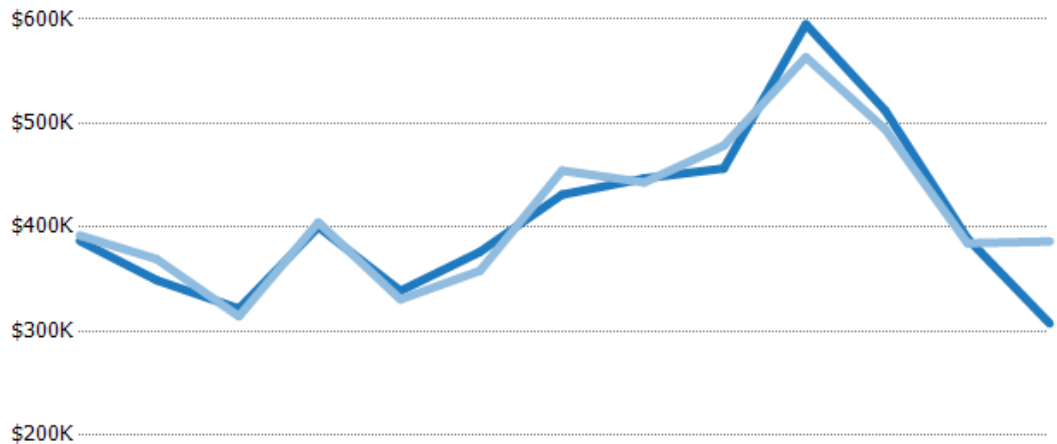
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$372K	\$339K	\$280K	\$360K	\$307K	\$335K	\$377K	\$343K	\$359K	\$349K	\$399K	\$384K	\$329K
Median Sales Price	\$365K	\$333K	\$290K	\$350K	\$316K	\$334K	\$383K	\$353K	\$365K	\$345K	\$407K	\$379K	\$320K
Med Sales Price as a % of Med List Price	98%	98%	104%	97%	103%	100%	102%	103%	102%	99%	102%	99%	97%

## 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



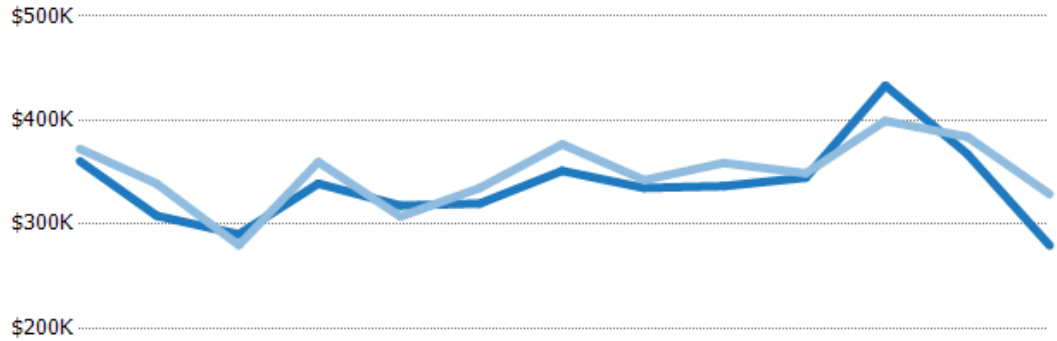
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$387K	\$349K	\$322K	\$400K	\$339K	\$376K	\$431K	\$447K	\$457K	\$595K	\$512K	\$389K	\$308K
Avg Sales Price	\$392K	\$369K	\$314K	\$405K	\$331K	\$358K	\$454K	\$443K	\$478K	\$564K	\$494K	\$385K	\$386K
Avg Sales Price as a % of Avg Est Value	101%	106%	98%	101%	98%	95%	105%	99%	105%	95%	97%	99%	126%

## 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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$361K	\$308K	\$290K	\$339K	\$318K	\$320K	\$351K	\$335K	\$337K	\$345K	\$433K	\$367K	\$280K
Median Sales Price	\$372K	\$339K	\$280K	\$360K	\$307K	\$335K	\$377K	\$343K	\$359K	\$349K	\$399K	\$384K	\$329K
Med Sales Price as a % of Med Est Value	103%	110%	96%	106%	97%	105%	107%	102%	107%	101%	92%	105%	118%