

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	38	12	+216.7%	88	60	+46.7%
New Listing Volume	\$20,421,499	\$4,282,900	+376.8%	\$43,649,699	\$23,409,800	+86.5%
Active Listing Count	23	41	-43.9%	NA	N/A	
Active Listing Volume	\$11,597,099	\$17,263,795	-32.8%	N/A	N/A	
Average Listing Price	\$504,222	\$421,068	+19.7%	\$464,385	\$402,762	+15.3%
Median Listing Price	\$425,000	\$364,900	+16.5%	\$413,933	\$359,900	+15%
Median Daysin RPR	16	73	-78.1%	75.25	90.65	-17%
Months of Inventory	2.6	2.4	+6%	1.4	2.8	-48.6%
Absorption Rate	39.13%	41.46%	-2.3%	69.33%	35.67%	+33.7%
Sales Activity Charts Metrics			1			
New Pending Sales Count	36	9	+300%	86	56	+53.6%
New Pending Sales Volume	\$18,973,000	\$2,760,000	+587.4%	\$41,474,299	\$18,964,895	+118.7%
Pending Sales Count	44	17	+158.8%	N/A	N/A	
Pending Sales Volume	\$22,027,500	\$6,019,700	+265.9%	N/A	N/A	
Closed Sales Count	16	9	+77.8%	58	52	+11.5%
Closed Sales Volume	\$7,986,306	\$2,792,000	+186%	\$24,713,946	\$18,105,422	+36.5%
Average Sales Price	\$499,144	\$310,222	+60.9%	\$426,103	\$348,181	+22.4%
Median Sales Price	\$392,250	\$290,000	+35.3%	\$370,500	\$323,155	+14.7%





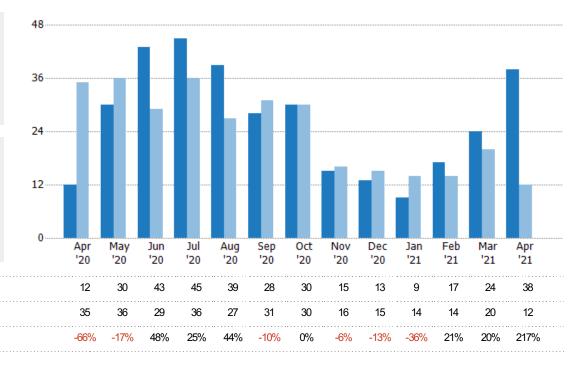


New Listings

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



Month/ Year	Count	% Chg.
Apr '21	38	216.7%
Apr '20	12	-65.7%
Apr '19	35	-25.7%



New Listing Volume

Percent Change from Prior Year

Current Year

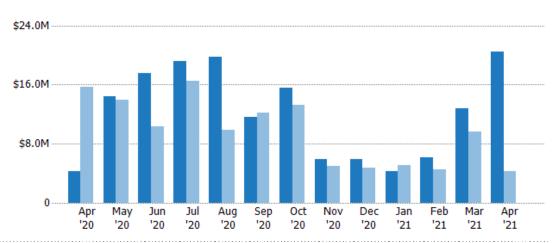
Prior Year

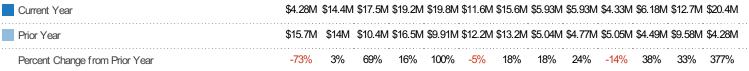
The sum of the listing price of residential listings that were added each month.

ZIP: Burlington, VT 05401, Burlington, VT 05402, Burlington, VT 05406, Burlington, VT 05408

Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Volume	% Chg.
Apr '21	\$20.4M	376.8%
Apr '20	\$4.28M	-72.7%
Apr '19	\$15.7M	-43.1%







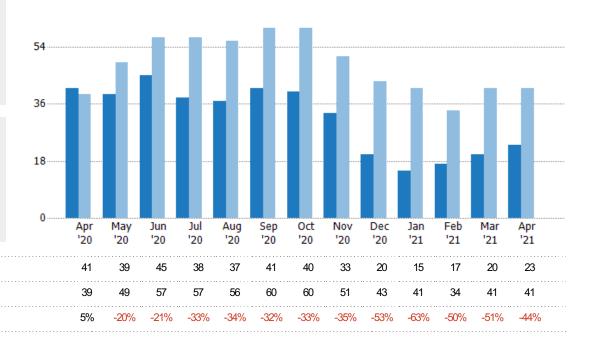


Active Listings

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.
Apr '21	23	-43.9%
Apr '20	41	5.1%
Apr '19	39	-5.1%



Active Listing Volume

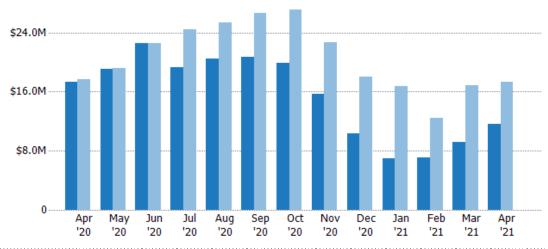
Percent Change from Prior Year

Current Year

Prior Year

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

Volume	% Chg.
\$11.6M	-32.8%
\$17.3M	-2.5%
\$17.7M	-17.6%
	\$11.6M \$17.3M







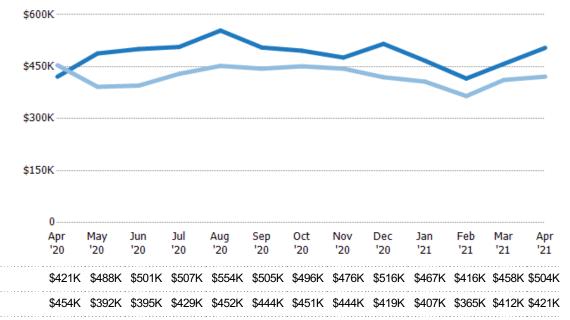


Average Listing Price

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





Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

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

25%

27%

18%

23%

14%

10%

23%

15%

14%

11% 20%

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.
Apr '21	\$425K	16.5%
Apr '20	\$365K	4.3%
Apr '19	\$350K	-8.8%

Percent Change from Prior Year

75K												
50K												
25K												
25K												
0 Apr	May						Nov	Dec		Feb	Mar	Apr
0				Aug '20		Oct		Dec		Feb	Mar	
0 Apr '20	May	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
0 Apr '20 \$365K	May '20	Jun '20 \$385K	Jul '20 \$387K	Aug '20 \$460K	Sep '20 \$425K	Oct '20 \$425K	Nov '20 \$425K	Dec '20 \$442K	Jan '21 \$425K	Feb '21 \$395K	Mar '21 \$409K	Apr '21 \$425



Current Year

Prior Year



Avg Est Value

Avg Listing Price

Market Data Report

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.

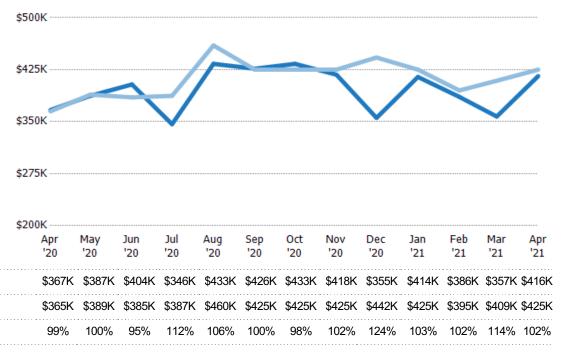
Filters Used ZIP: Burlington, VT 05401, Burlington, VT 05402, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt., Single Family



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

Median Listing Price

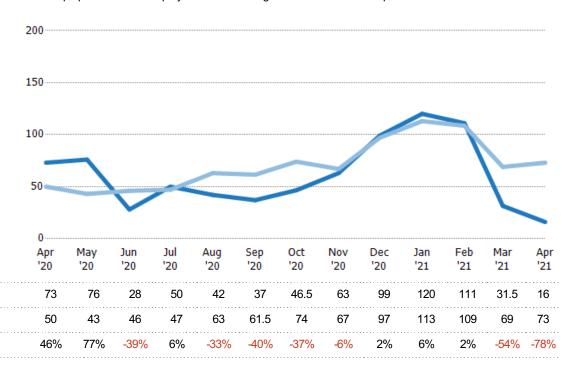
Med Listing Price as a % of Med Est Value

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.
Apr '21	16	-78.1%
Apr '20	73	46%
Apr '19	50	-18%



Months of Inventory

Percent Change from Prior Year

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

Filters Used

Family

Current Year

Prior Year

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

Month/ Year	Months	% Chg.
Apr '21	2.56	6%
Apr '20	2.41	-19.6%
Apr '19	3	-22.9%

Percent Change from Prior Year

.75	Λ											
.50			X									>
Apr	May	Jun	Jul	Aug '20	Sep '20	Oct	Nov	Dec '20	Jan '21	Feb '21	Mar '21	Ap '21
2.41	4.33	3	1.9	0	0	1.18	1.22	0	0	0	1.33	2.56
			4.70	2.8	1.94	2.14	2.13	2.05	1.24	2.43	3.42	2.4
3	2.04	2.71	1.78	2.0	1.54							2.4

Current Year

Prior Year

Apr '19

Current Year

Change from Prior Year

Prior Year

Market Data Report

Absorption Rate

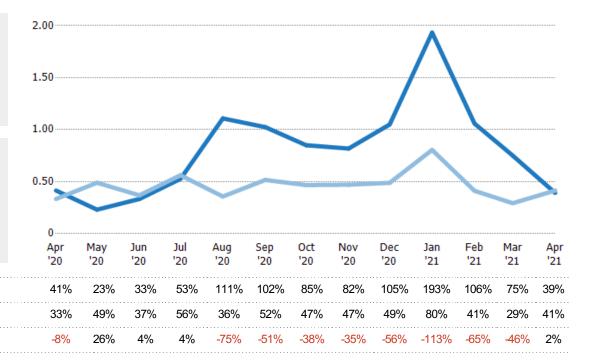
The percentage of inventory sold per month.

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. Apr '21 39% 2.3% Apr '20 41% -8.1%

33%

29.7%



Active/Pending/Sold Units

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

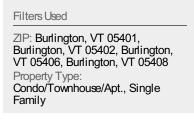
Filters Used	60												
ZIP: Burlington, VT 05401, Burlington, VT 05402, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt., Single Family	30		/	<u> </u>									/
	0 Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	0ct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	41	39	45	38	37	41	40	33	20	15	17	20	23
Pending	17	30	45	56	49	39	38	35	25	17	14	25	44
Sold	9	15	20	41	42	34	27	21	29	18	15	9	16





New Pending Sales

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



Month/ Year	Count	% Chg.
Apr '21	36	300%
Apr '20	9	-75.7%
Apr'19	37	-48.6%

Current Year

Prior Year



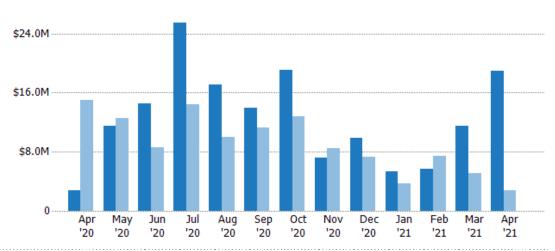
New Pending Sales Volume

Percent Change from Prior Year

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.
Apr '21	\$19M	587.4%
Apr '20	\$2.76M	-81.5%
Apr '19	\$15M	-60.1%



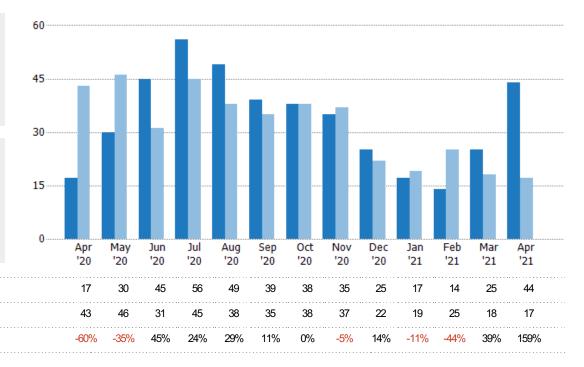


Pending Sales

The number of residential properties with accepted offers that were available at the end each month.



Month/ Year	Count	% Chg.
Apr '21	44	158.8%
Apr '20	17	-60.5%
Apr '19	43	-30.2%



Pending Sales Volume

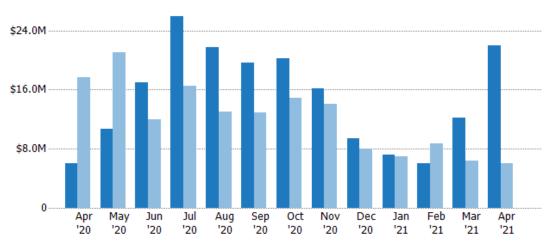
Percent Change from Prior Year

Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Apr '21	\$22M	265.9%
Apr '20	\$6.02M	-65.9%
Apr '19	\$17.6M	-47.1%







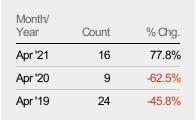
Closed Sales

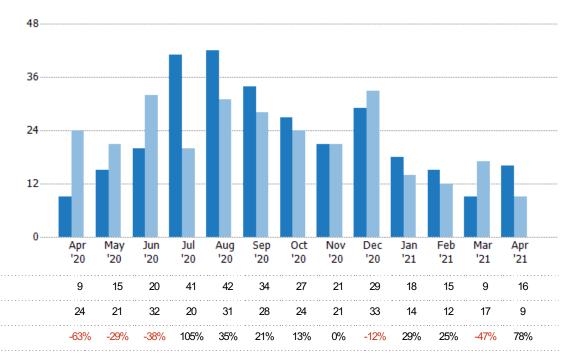
The total number of residential properties sold each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Burlington,
VT 05406, Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt., Single
Family





Closed Sales Volume

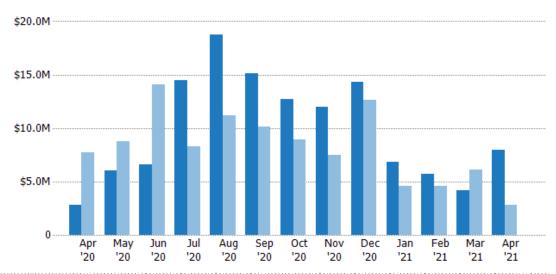
Percent Change from Prior Year

Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Apr '21	\$7.99M	186%
Apr '20	\$2.79M	-63.9%
Apr '19	\$7.74M	-43.9%



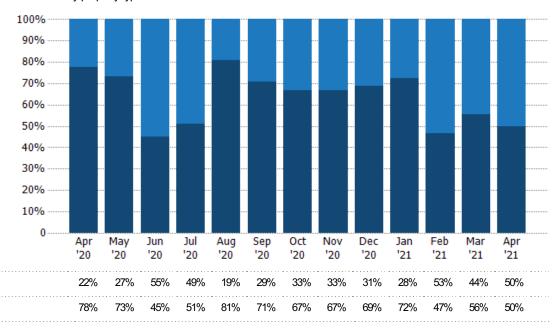




Closed Sales by Property Type

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



Average Sales Price

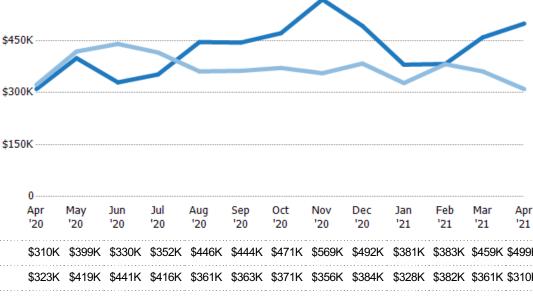
Single Family Residence

Condo/Townhouse

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

\$600K

Month/ Year	Price	% Chg.
Apr '21	\$499K	60.9%
Apr '20	\$310K	-3.9%
Apr '19	\$323K	3.6%



	20	20	20	20	20	20	20	20	20	21	21	21	21
Current Year	\$310K	\$399K	\$330K	\$352K	\$446K	\$444K	\$471K	\$569K	\$492K	\$381K	\$383K	\$459K	\$499K
Prior Year	\$323K	\$419K	\$441K	\$416K	\$361K	\$363K	\$371K	\$356K	\$384K	\$328K	\$382K	\$361K	\$310K
Percent Change from Prior Year	-4%	-5%	-25%	-15%	23%	22%	27%	60%	28%	16%	0%	27%	61%



Median Sales Price

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

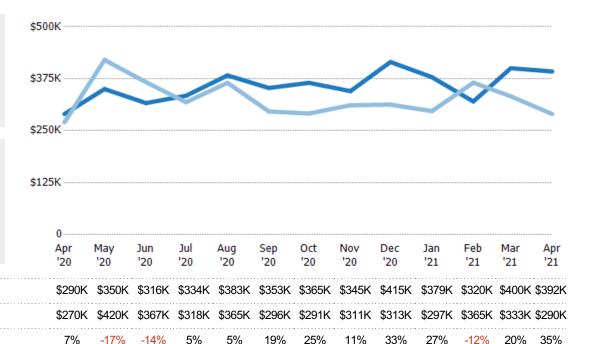
Filters Used
ZIP: Burlington, VT 05401, Burlington, VT 05402, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt., Single Family

Month/ Year	Price	% Chg.
Apr '21	\$392K	35.3%
Apr '20	\$290K	7.4%
Apr '19	\$270K	8.9%

Percent Change from Prior Year

Current Year

Prior Year



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 Sales Price as a % of Avg List Price



Avg List Price

Avg Sales Price



Median List Price

Median Sales Price

Market Data Report

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



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



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value

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

Median Est Value

Median Sales Price

ZIP: Burlington, VT 05401, Burlington, VT 05402, Burlington, VT 05406, Burlington, VT 05408 Property Type:

Condo/Townhouse/Apt., Single Family





