

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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	42	43	-2.3%	163	133	+22.6%
New Listing Volume	\$20,661,650	\$17,538,520	+17.8%	\$83,089,450	\$54,911,219	+51.3%
Active Listing Count	30	49	-38.8%	N/A	N/A	
Active Listing Volume	\$15,004,350	\$24,098,320	-37.7%	N/A	N/A	
Average Listing Price	\$500,145	\$491,802	+1.7%	\$481,944	\$431,358	+11.7%
Median Listing Price	\$417,000	\$385,000	+8.3%	\$420,166	\$368,875	+13.9%
Median Days in RPR	35	33	+6.1%	65.95	81	-18.6%
Months of Inventory	1.9	3.1	-38.8%	1.8	2.5	-27.6%
Absorption Rate	53.33%	32.65%	+20.7%	56.05%	40.59%	+15.5%
Sales Activity Charts Metrics						
New Pending Sales Count	40	38	+5.3%	158	123	+28.5%
New Pending Sales Volume	\$19,382,100	\$14,534,799	+33.3%	\$77,940,599	\$45,026,294	+73.1%
Pending Sales Count	56	45	+24.4%	N/A	N/A	
Pending Sales Volume	\$26,043,800	\$16,938,199	+53.8%	N/A	N/A	
Closed Sales Count	35	20	+75%	109	88	+23.9%
Closed Sales Volume	\$21,608,150	\$6,590,400	+227.9%	\$54,080,236	\$30,993,122	+74.5%
Average Sales Price	\$617,376	\$329,520	+87.4%	\$496,149	\$352,195	+40.9%
Median Sales Price	\$475,000	\$316,250	+50.2%	\$407,394	\$326,376	+24.8%

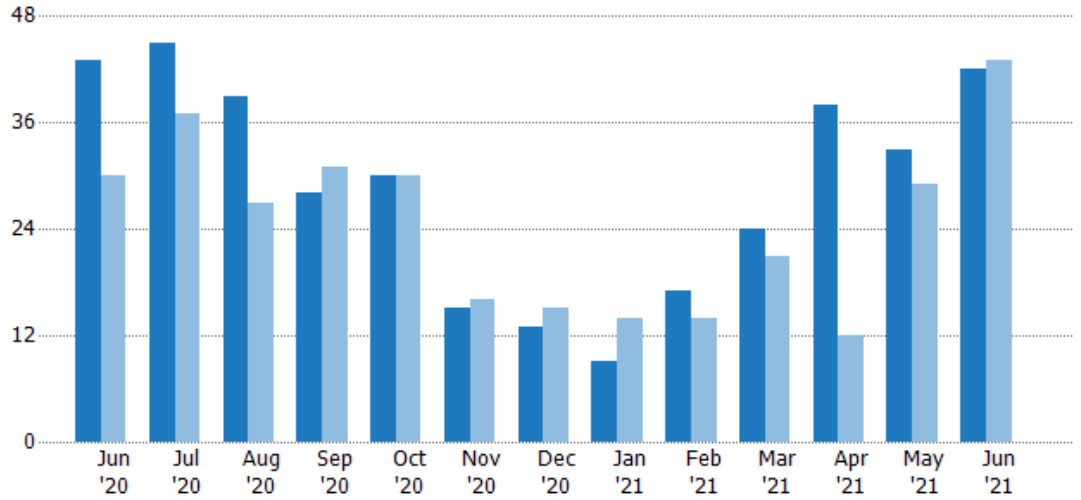
New Listings

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.
Jun '21	42	-2.3%
Jun '20	43	43.3%
Jun '19	30	20%



Current Year	43	45	39	28	30	15	13	9	17	24	38	33	42
Prior Year	30	37	27	31	30	16	15	14	14	21	12	29	43
Percent Change from Prior Year	43%	22%	44%	-10%	0%	-6%	-13%	-36%	21%	14%	217%	14%	-2%

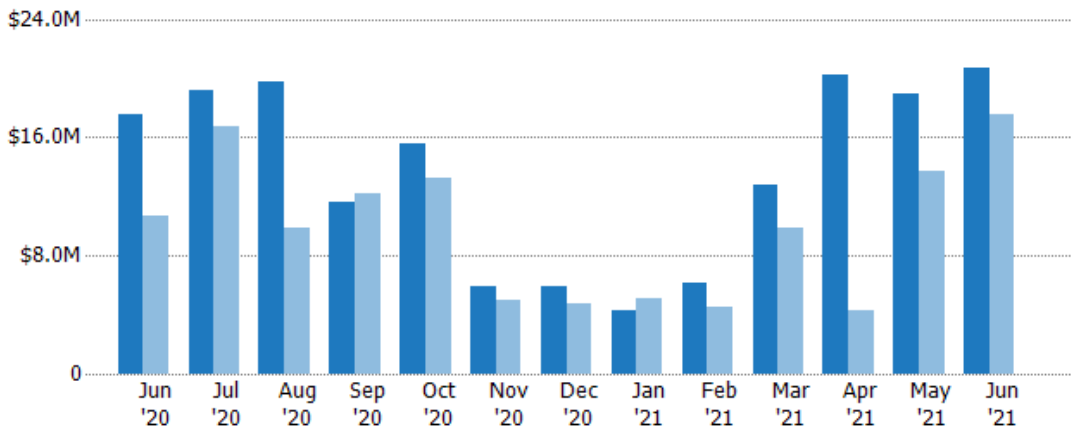
New Listing Volume

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.
Jun '21	\$20.7M	17.8%
Jun '20	\$17.5M	64.3%
Jun '19	\$10.7M	48%



Current Year	\$17.5M	\$19.2M	\$19.8M	\$11.6M	\$15.6M	\$5.93M	\$5.93M	\$4.33M	\$6.18M	\$12.7M	\$20.2M	\$19M	\$20.7M
Prior Year	\$10.7M	\$16.7M	\$9.91M	\$12.2M	\$13.2M	\$5.04M	\$4.77M	\$5.05M	\$4.49M	\$9.87M	\$4.28M	\$13.7M	\$17.5M
Percent Change from Prior Year	64%	15%	100%	-5%	18%	18%	24%	-14%	38%	29%	372%	39%	18%

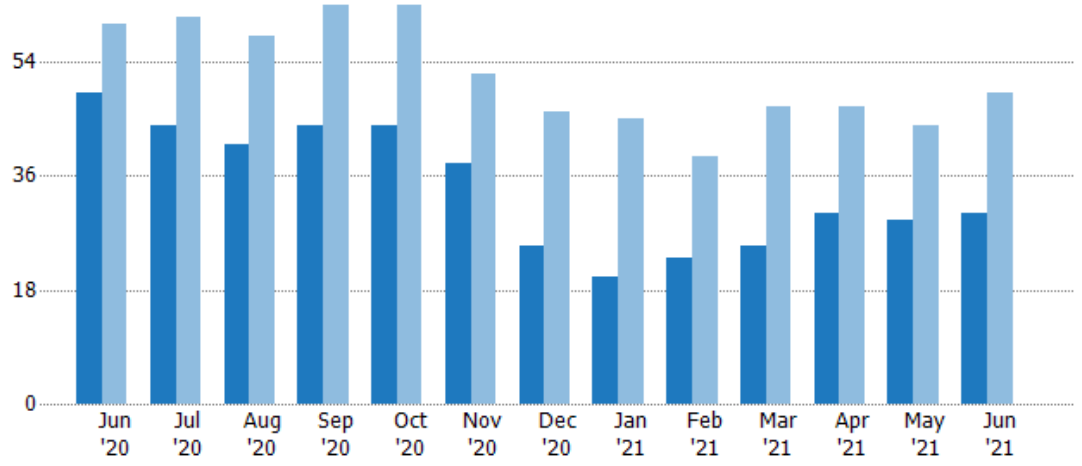
Active Listings

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.
Jun '21	30	-38.8%
Jun '20	49	-18.3%
Jun '19	60	0%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	49	44	41	44	44	38	25	20	23	25	30	29	30
Prior Year	60	61	58	63	63	52	46	45	39	47	47	44	49
Percent Change from Prior Year	-18%	-28%	-29%	-30%	-30%	-27%	-46%	-56%	-41%	-47%	-36%	-34%	-39%

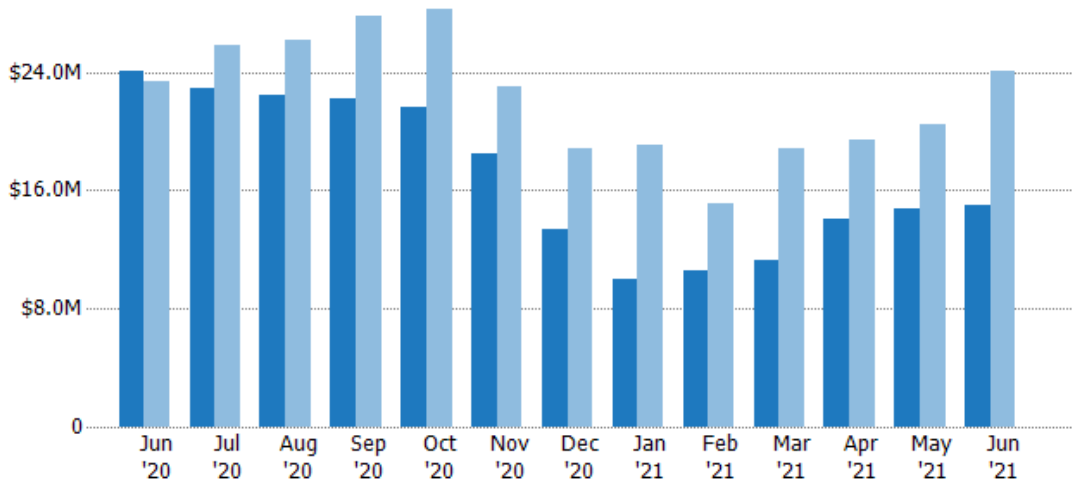
Active Listing Volume

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.
Jun '21	\$15M	-37.7%
Jun '20	\$24.1M	3%
Jun '19	\$23.4M	22.2%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$24.1M	\$22.9M	\$22.4M	\$22.2M	\$21.6M	\$18.4M	\$13.3M	\$9.98M	\$10.5M	\$11.3M	\$14.1M	\$14.8M	\$15M
Prior Year	\$23.4M	\$25.8M	\$26.1M	\$27.8M	\$28.2M	\$23M	\$18.8M	\$19M	\$15.1M	\$18.8M	\$19.4M	\$20.4M	\$24.1M
Percent Change from Prior Year	3%	-11%	-14%	-20%	-24%	-20%	-29%	-48%	-30%	-40%	-27%	-28%	-38%

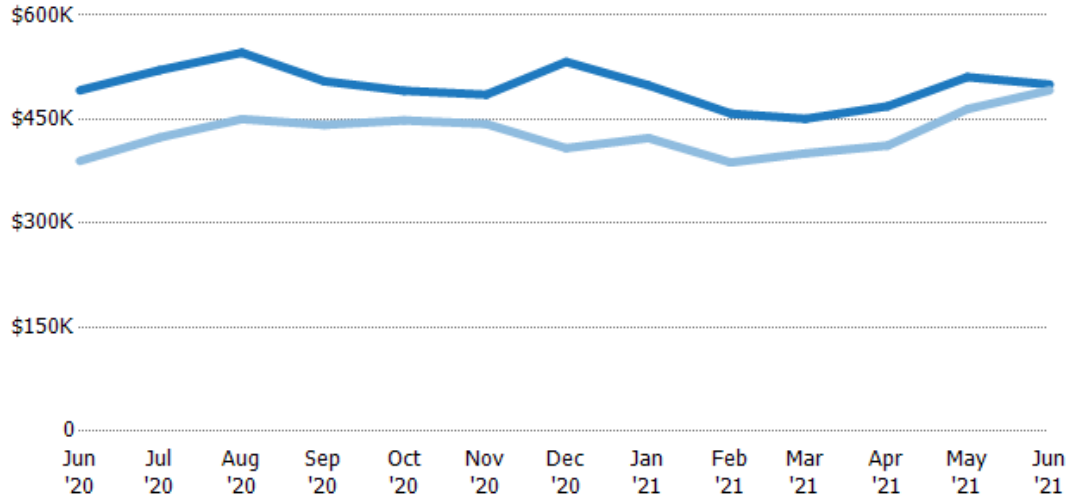
Average Listing Price

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.
Jun '21	\$500K	1.7%
Jun '20	\$492K	26.1%
Jun '19	\$390K	22.2%



Current Year	\$492K	\$521K	\$546K	\$505K	\$491K	\$486K	\$533K	\$499K	\$458K	\$451K	\$469K	\$511K	\$500K
Prior Year	\$390K	\$424K	\$450K	\$442K	\$448K	\$443K	\$408K	\$423K	\$388K	\$401K	\$412K	\$465K	\$492K
Percent Change from Prior Year	26%	23%	21%	14%	10%	10%	30%	18%	18%	12%	14%	10%	2%

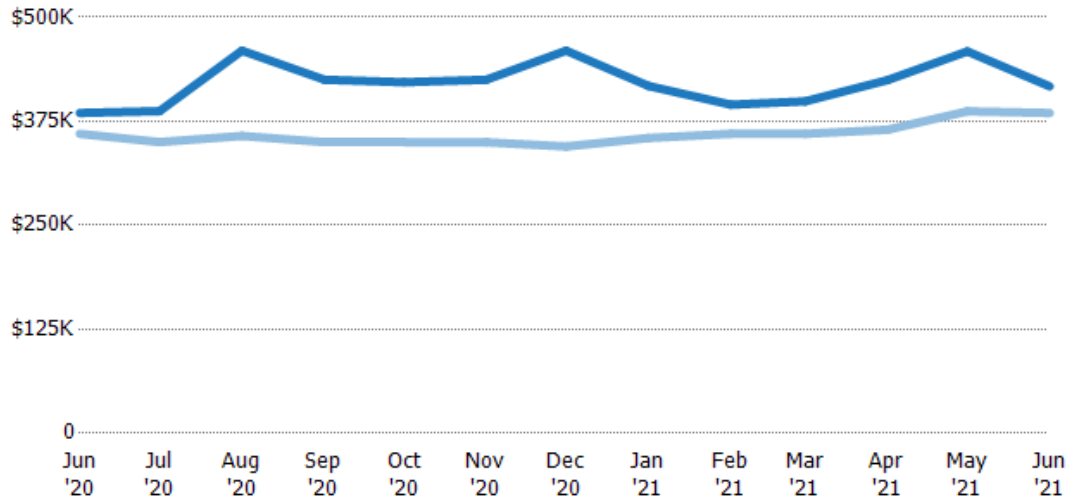
Median Listing Price

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.
Jun '21	\$417K	8.3%
Jun '20	\$385K	7%
Jun '19	\$360K	4.5%



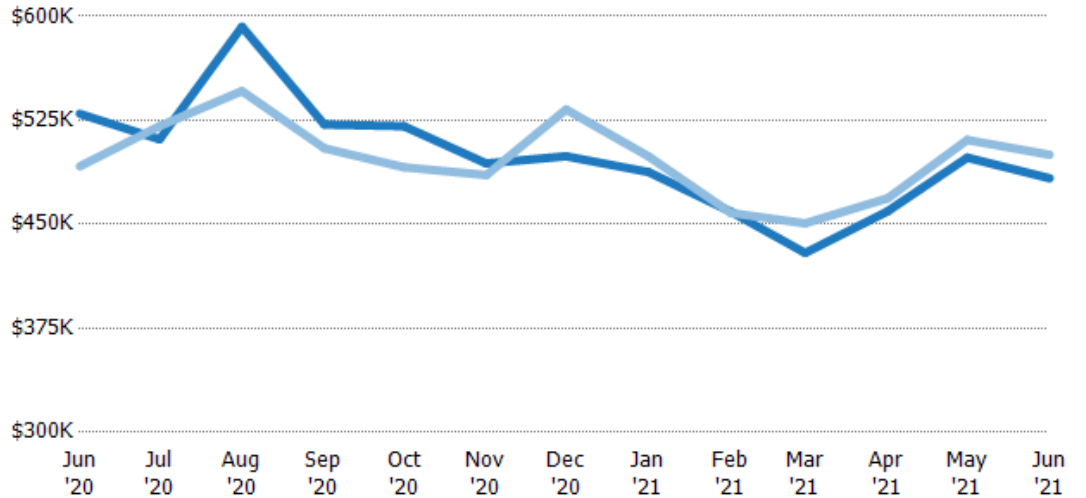
Current Year	\$385K	\$387K	\$460K	\$425K	\$422K	\$425K	\$460K	\$418K	\$395K	\$399K	\$425K	\$459K	\$417K
Prior Year	\$360K	\$350K	\$357K	\$350K	\$350K	\$350K	\$345K	\$355K	\$360K	\$360K	\$365K	\$387K	\$385K
Percent Change from Prior Year	7%	11%	29%	21%	21%	22%	33%	18%	10%	11%	16%	19%	8%

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

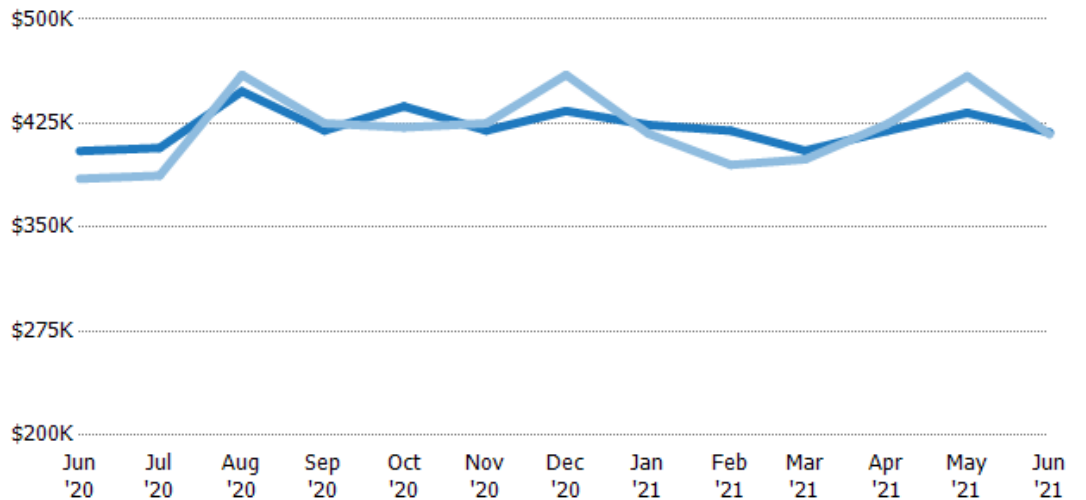


Median Listing Price vs Median Est Value

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

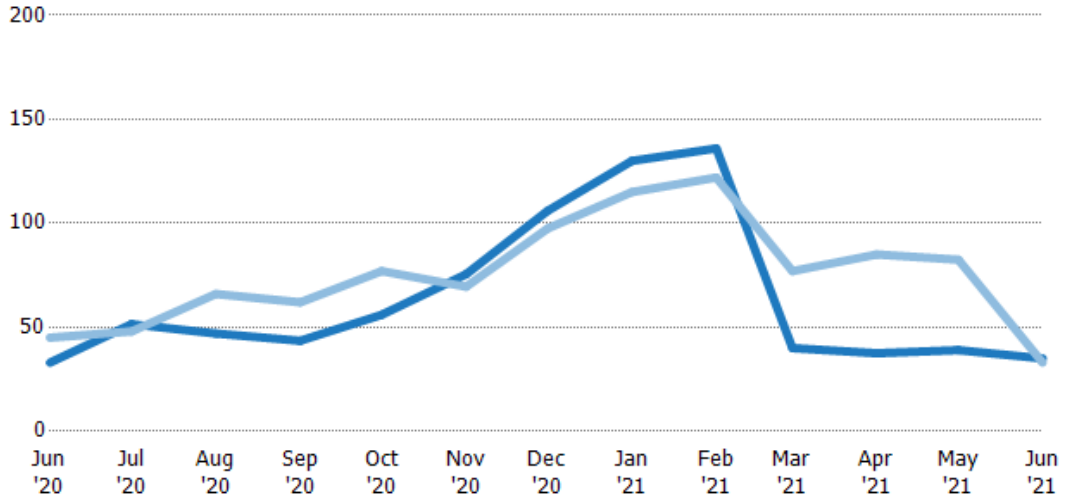


Median Days in RPR

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.
Jun '21	35	6.1%
Jun '20	33	-26.7%
Jun '19	45	-4.4%

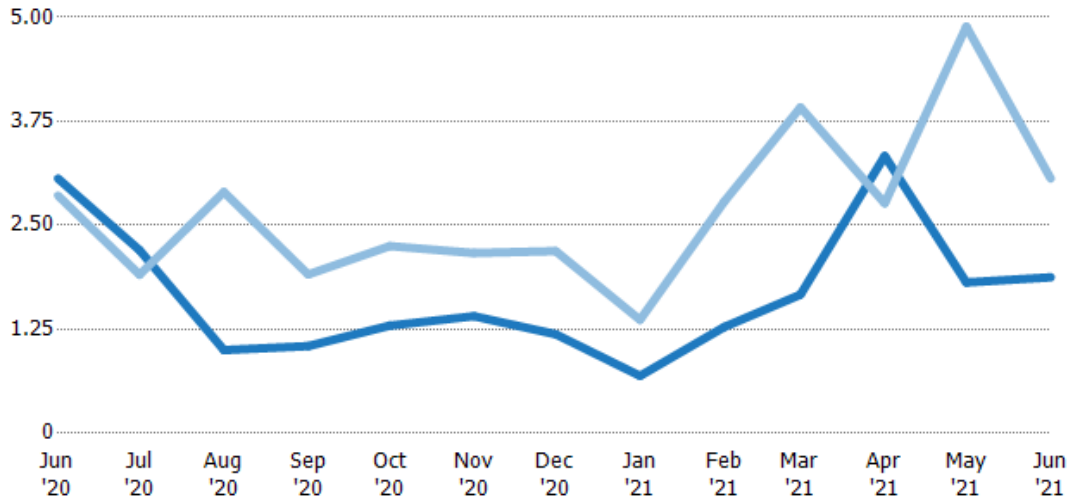
Current Year	33	51.5	47	43.5	56	75.5	106	130	136	40	37.5	39	35
Prior Year	45	48	66	62	77	69.5	97.5	115	122	77	85	82.5	33
Percent Change from Prior Year	-27%	7%	-29%	-30%	-27%	9%	9%	13%	11%	-48%	-56%	-53%	6%

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



Month/Year	Months	% Chg.
Jun '21	1.88	-38.8%
Jun '20	3.06	7.2%
Jun '19	2.86	-4.5%

Current Year	3.06	2.2	1	1.05	1.29	1.41	1.19	0	1.28	1.67	3.33	1.81	1.88
Prior Year	2.86	1.91	2.9	1.91	2.25	2.17	2.19	1.36	2.79	3.92	2.76	4.89	3.06
Percent Change from Prior Year	7%	15%	-66%	-45%	-42%	-35%	-46%	-49%	-54%	-57%	21%	-63%	-39%

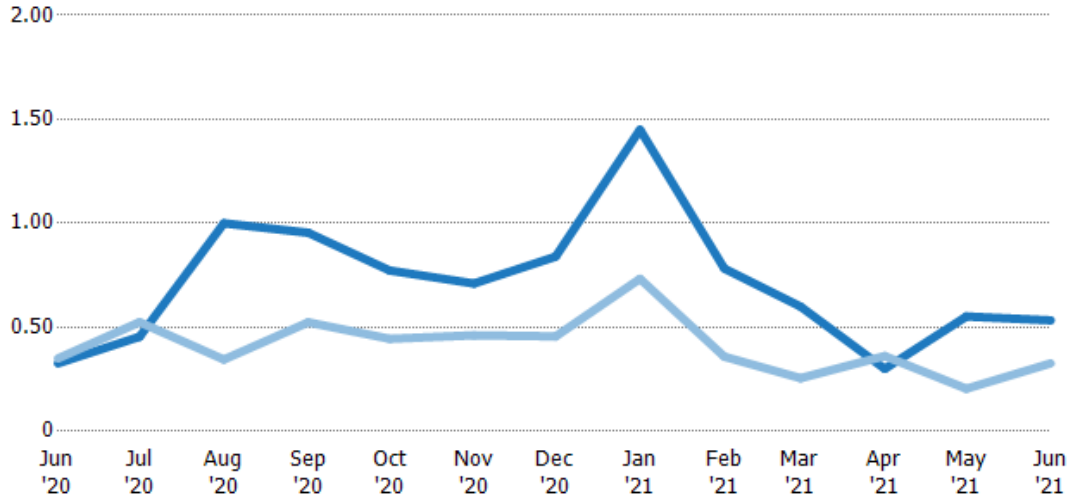
Absorption Rate

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.
Jun '21	53%	-20.7%
Jun '20	33%	2.4%
Jun '19	35%	4.7%



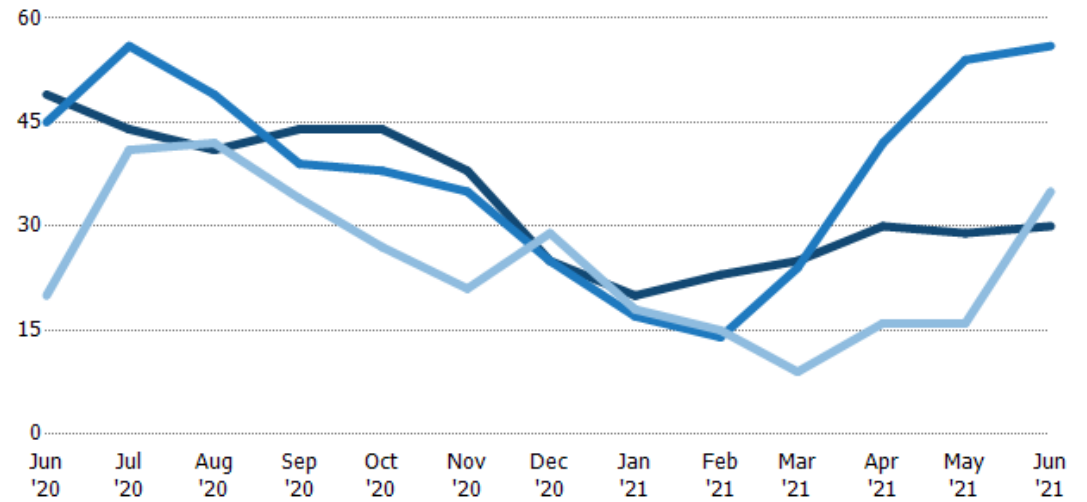
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	33%	45%	100%	95%	77%	71%	84%	145%	78%	60%	30%	55%	53%
Prior Year	35%	52%	34%	52%	44%	46%	46%	73%	36%	26%	36%	20%	33%
Change from Prior Year	2%	7%	-66%	-43%	-33%	-25%	-38%	-72%	-42%	-34%	6%	-35%	-21%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	49	44	41	44	44	38	25	20	23	25	30	29	30
Pending	45	56	49	39	38	35	25	17	14	24	42	54	56
Sold	20	41	42	34	27	21	29	18	15	9	16	16	35

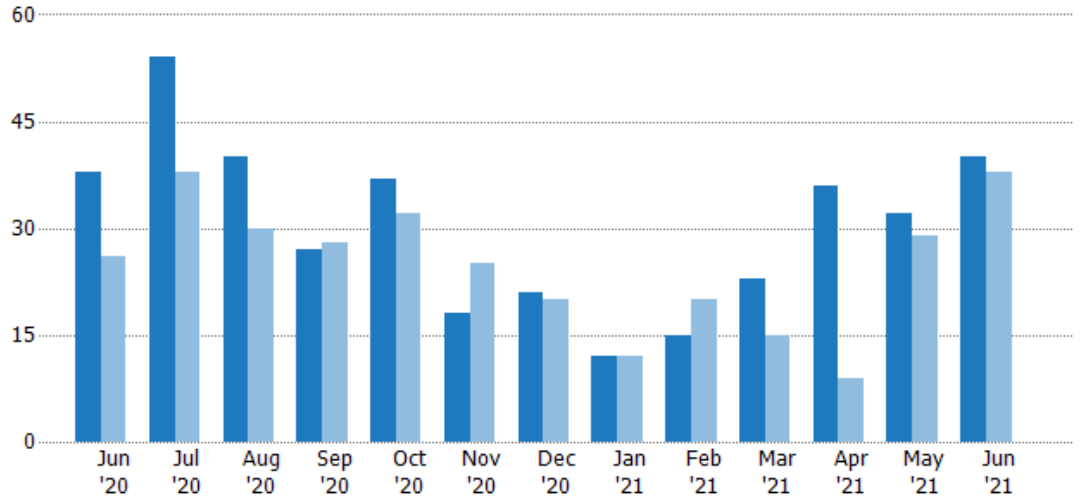
New Pending Sales

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.
Jun '21	40	5.3%
Jun '20	38	46.2%
Jun '19	26	-7.7%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	38	54	40	27	37	18	21	12	15	23	36	32	40
Prior Year	26	38	30	28	32	25	20	12	20	15	9	29	38
Percent Change from Prior Year	46%	42%	33%	-4%	16%	-28%	5%	0%	-25%	53%	300%	10%	5%

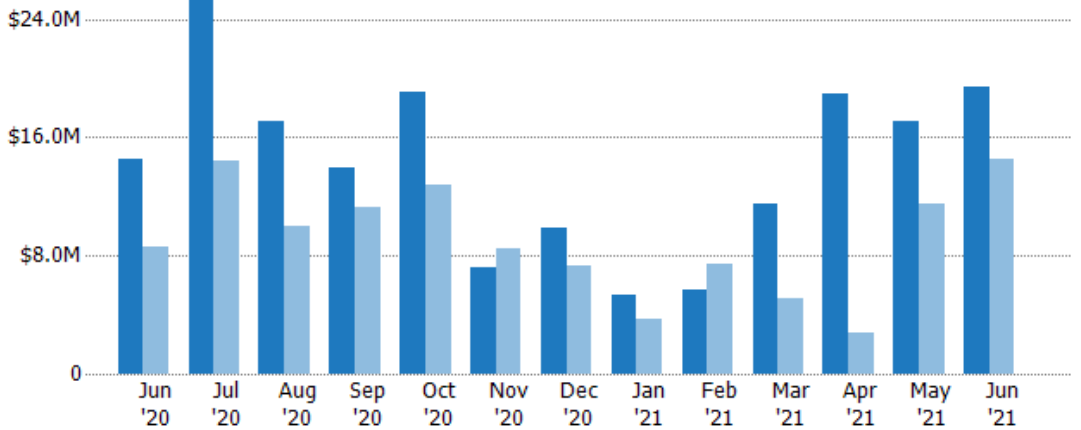
New Pending Sales Volume

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.
Jun '21	\$19.4M	33.3%
Jun '20	\$14.5M	68.9%
Jun '19	\$8.6M	2.7%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$14.5M	\$25.5M	\$17.1M	\$14M	\$19.1M	\$7.14M	\$9.86M	\$5.38M	\$5.63M	\$11.5M	\$19M	\$17.1M	\$19.4M
Prior Year	\$8.6M	\$14.5M	\$10M	\$11.3M	\$12.7M	\$8.46M	\$7.32M	\$3.75M	\$7.38M	\$5.08M	\$2.76M	\$11.5M	\$14.5M
Percent Change from Prior Year	69%	76%	70%	23%	50%	-16%	35%	43%	-24%	126%	587%	48%	33%

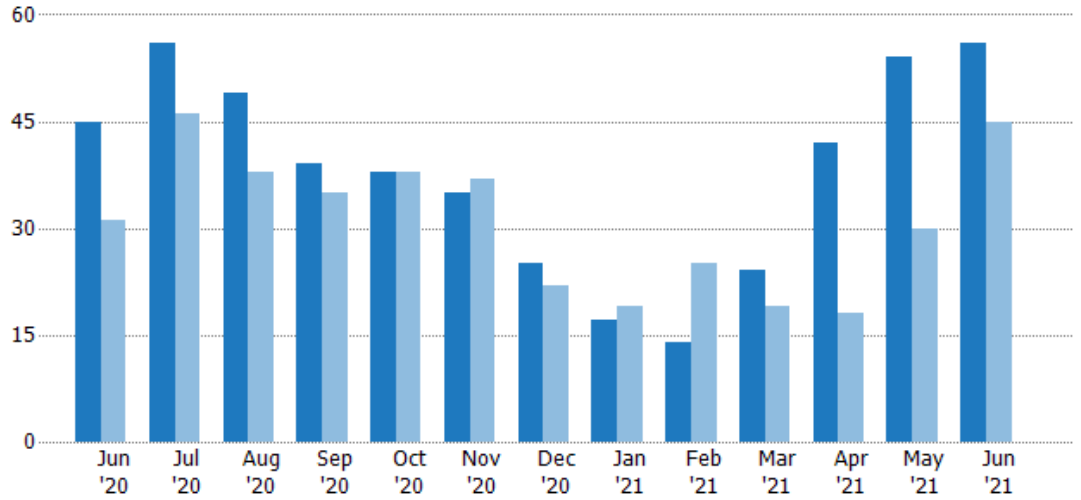
Pending Sales

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.
Jun '21	56	24.4%
Jun '20	45	45.2%
Jun '19	31	3.2%



Current Year	45	56	49	39	38	35	25	17	14	24	42	54	56
Prior Year	31	46	38	35	38	37	22	19	25	19	18	30	45
Percent Change from Prior Year	45%	22%	29%	11%	0%	-5%	14%	-11%	-44%	26%	133%	80%	24%

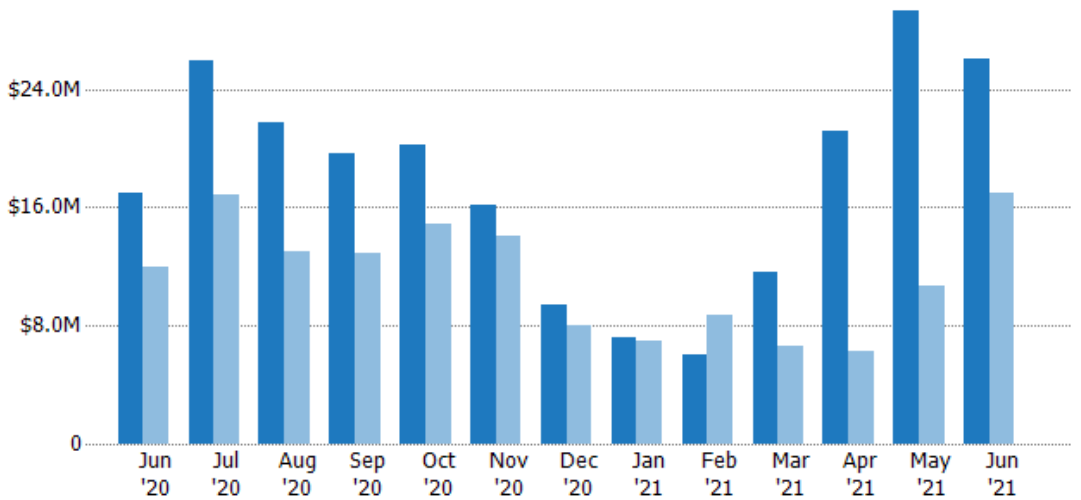
Pending Sales Volume

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.
Jun '21	\$26M	53.8%
Jun '20	\$16.9M	41.1%
Jun '19	\$12M	-9.1%



Current Year	\$16.9M	\$25.9M	\$21.7M	\$19.6M	\$20.2M	\$16.1M	\$9.43M	\$7.17M	\$6.01M	\$11.7M	\$21.2M	\$29.2M	\$26M
Prior Year	\$12M	\$16.8M	\$13M	\$13M	\$14.9M	\$14.1M	\$7.96M	\$6.94M	\$8.73M	\$6.65M	\$6.31M	\$10.6M	\$16.9M
Percent Change from Prior Year	41%	54%	67%	52%	36%	14%	18%	3%	-31%	76%	236%	175%	54%

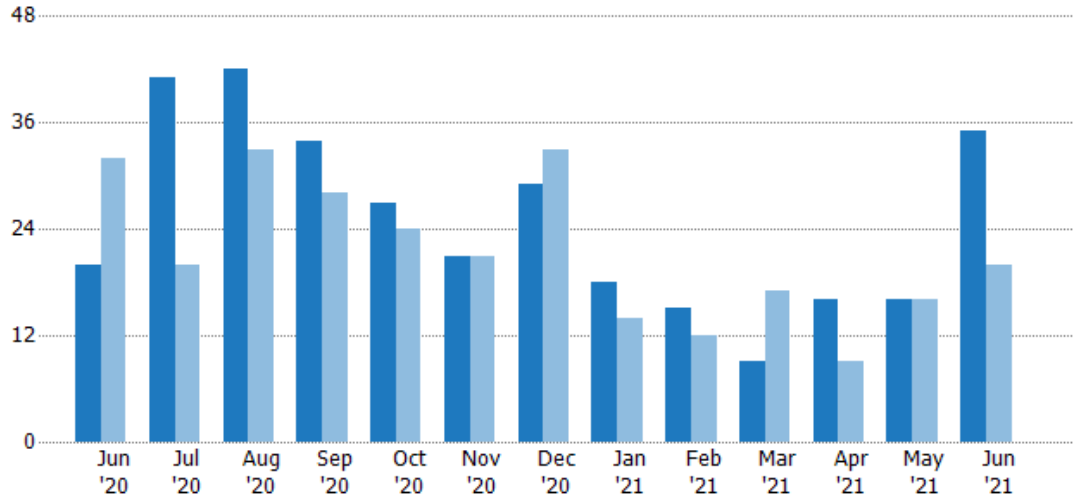
Closed Sales

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.
Jun '21	35	75%
Jun '20	20	-37.5%
Jun '19	32	-28.1%



Current Year	20	41	42	34	27	21	29	18	15	9	16	16	35
Prior Year	32	20	33	28	24	21	33	14	12	17	9	16	20
Percent Change from Prior Year	-38%	105%	27%	21%	13%	0%	-12%	29%	25%	-47%	78%	0%	75%

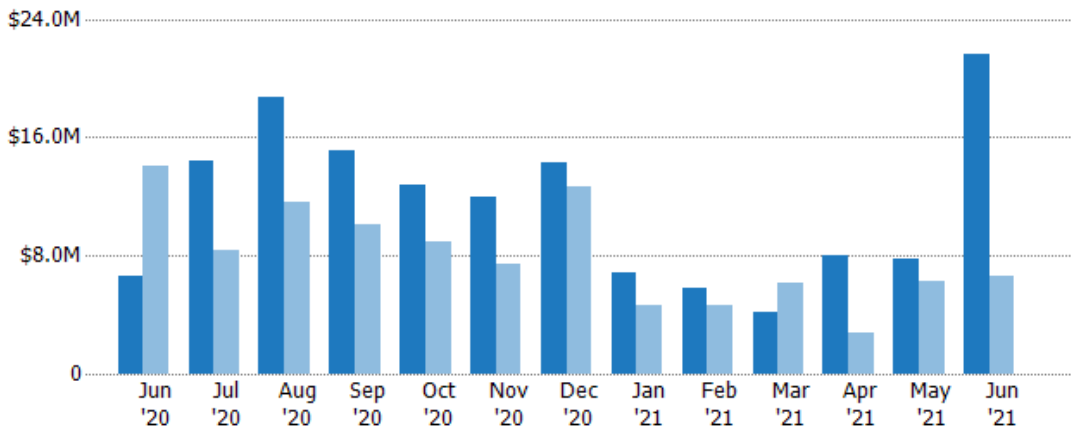
Closed Sales Volume

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.
Jun '21	\$21.6M	227.9%
Jun '20	\$6.59M	-53.2%
Jun '19	\$14.1M	-46.9%



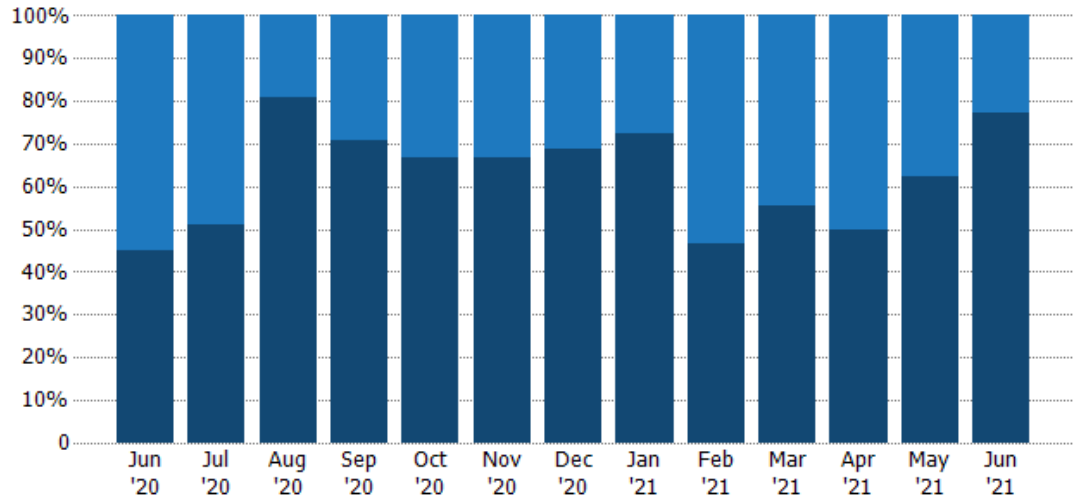
Current Year	\$6.59M	\$14.4M	\$18.7M	\$15.1M	\$12.7M	\$11.9M	\$14.3M	\$6.85M	\$5.74M	\$4.14M	\$7.99M	\$7.76M	\$21.6M
Prior Year	\$14.1M	\$8.32M	\$11.6M	\$10.2M	\$8.91M	\$7.48M	\$12.7M	\$4.59M	\$4.58M	\$6.14M	\$2.79M	\$6.3M	\$6.59M
Percent Change from Prior Year	-53%	74%	61%	49%	43%	60%	13%	49%	25%	-33%	186%	23%	228%

Closed Sales by Property Type

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

Filters Used

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



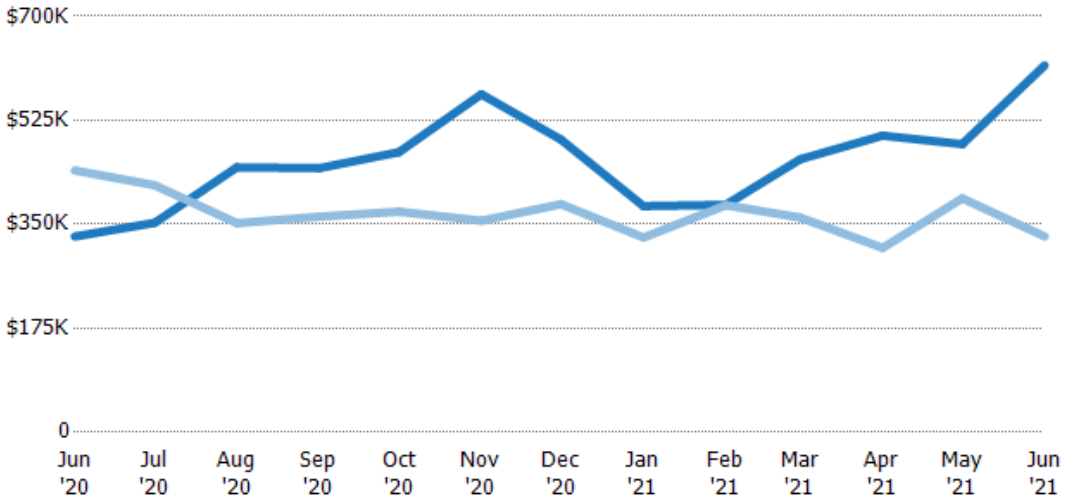
Condo/Townhouse	55%	49%	19%	29%	33%	33%	31%	28%	53%	44%	50%	38%	23%
Single Family Residence	45%	51%	81%	71%	67%	67%	69%	72%	47%	56%	50%	63%	77%

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



Current Year	\$330K	\$352K	\$446K	\$444K	\$471K	\$569K	\$492K	\$381K	\$383K	\$459K	\$499K	\$485K	\$617K
Prior Year	\$441K	\$416K	\$352K	\$363K	\$371K	\$356K	\$384K	\$328K	\$382K	\$361K	\$310K	\$394K	\$330K
Percent Change from Prior Year	-25%	-15%	27%	22%	27%	60%	28%	16%	0%	27%	61%	23%	87%

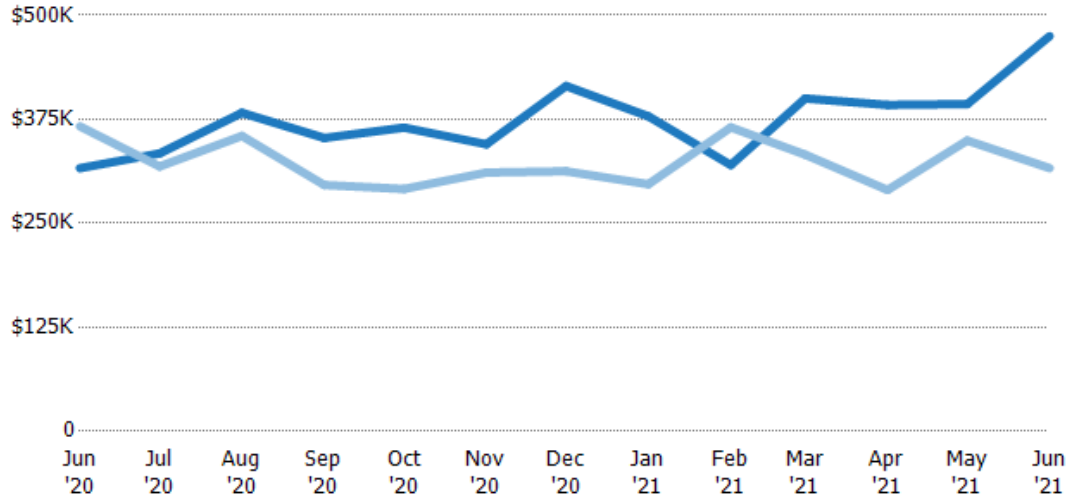
Median Sales Price

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.
Jun '21	\$475K	50.2%
Jun '20	\$316K	-13.7%
Jun '19	\$367K	-23.6%



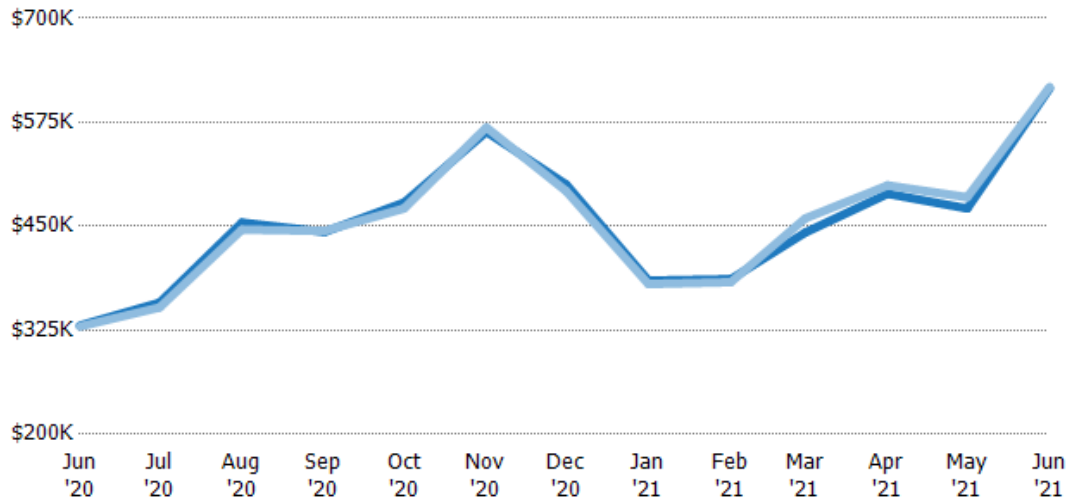
Current Year	\$316K	\$334K	\$383K	\$353K	\$365K	\$345K	\$415K	\$379K	\$320K	\$400K	\$392K	\$393K	\$475K
Prior Year	\$367K	\$318K	\$355K	\$296K	\$291K	\$311K	\$313K	\$297K	\$365K	\$333K	\$290K	\$350K	\$316K
Percent Change from Prior Year	-14%	5%	8%	19%	25%	11%	33%	27%	-12%	20%	35%	13%	50%

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



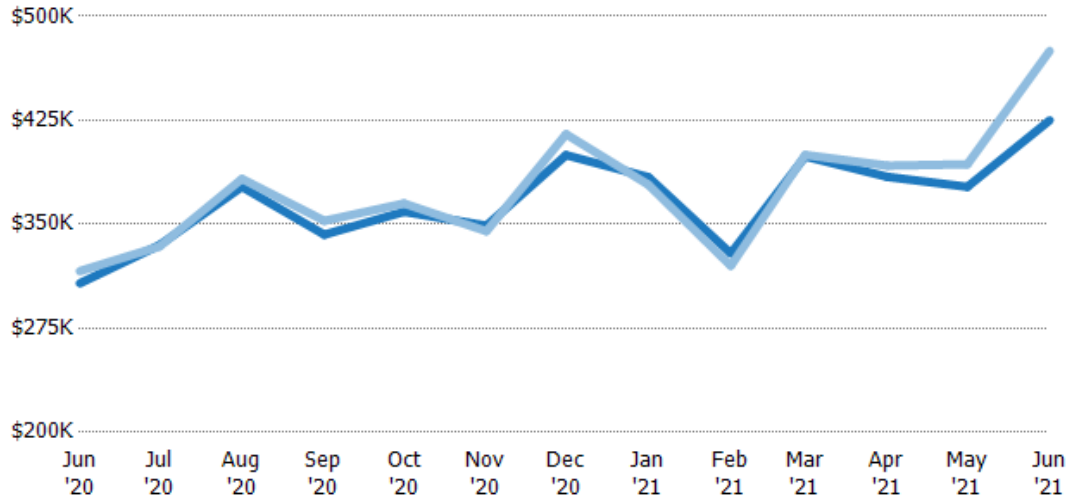
Avg List Price	\$331K	\$358K	\$454K	\$443K	\$478K	\$564K	\$500K	\$385K	\$386K	\$442K	\$489K	\$471K	\$616K
Avg Sales Price	\$330K	\$352K	\$446K	\$444K	\$471K	\$569K	\$492K	\$381K	\$383K	\$459K	\$499K	\$485K	\$617K
Avg Sales Price as a % of Avg List Price	100%	98%	98%	100%	99%	101%	98%	99%	99%	104%	102%	103%	100%

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



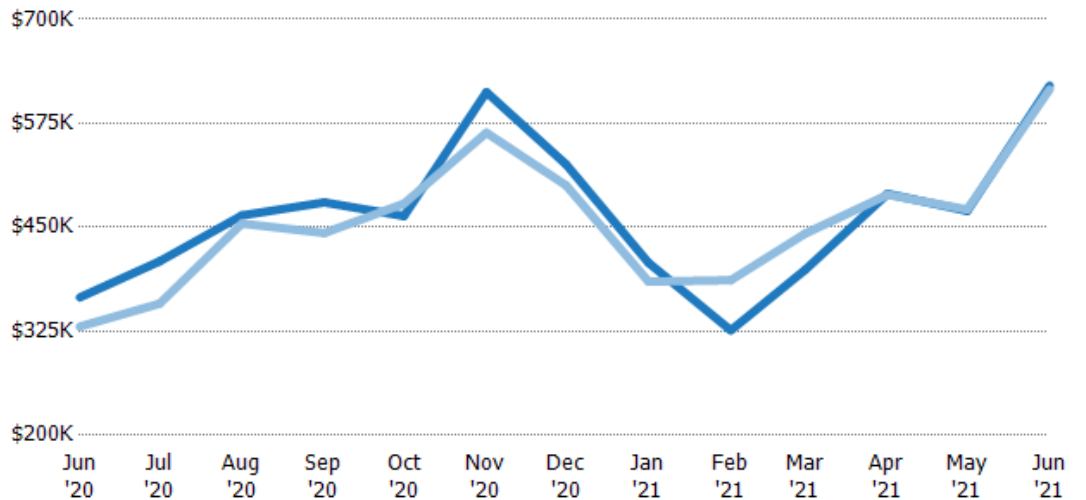
Median List Price	\$307K	\$335K	\$377K	\$343K	\$359K	\$349K	\$400K	\$384K	\$329K	\$399K	\$384K	\$377K	\$425K
Median Sales Price	\$316K	\$334K	\$383K	\$353K	\$365K	\$345K	\$415K	\$379K	\$320K	\$400K	\$392K	\$393K	\$475K
Med Sales Price as a % of Med List Price	103%	100%	102%	103%	102%	99%	104%	99%	97%	100%	102%	104%	112%

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



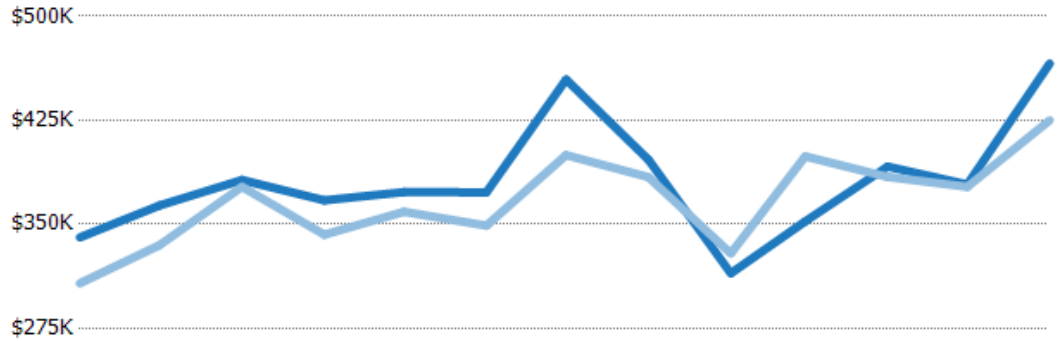
Avg Est Value	\$366K	\$409K	\$464K	\$480K	\$464K	\$612K	\$526K	\$407K	\$326K	\$399K	\$490K	\$470K	\$620K
Avg Sales Price	\$331K	\$358K	\$454K	\$443K	\$478K	\$564K	\$500K	\$385K	\$386K	\$442K	\$489K	\$471K	\$616K
Avg Sales Price as a % of Avg Est Value	90%	88%	98%	92%	103%	92%	95%	94%	118%	111%	100%	100%	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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$341K	\$364K	\$382K	\$367K	\$373K	\$373K	\$454K	\$397K	\$315K	\$352K	\$392K	\$379K	\$466K
Median Sales Price	\$307K	\$335K	\$377K	\$343K	\$359K	\$349K	\$400K	\$384K	\$329K	\$399K	\$384K	\$377K	\$425K
Med Sales Price as a % of Med Est Value	90%	92%	99%	93%	96%	94%	88%	97%	105%	113%	98%	100%	91%