

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	45	-28.9%	194	178	+9%
New Listing Volume	\$15,844,500	\$19,207,800	-17.5%	\$98,438,950	\$74,119,019	+32.8%
Active Listing Count	1	44	-97.7%	N/A	N/A	
Active Listing Volume	\$380,000	\$22,915,200	-98.3%	N/A	N/A	
Average Listing Price	\$380,000	\$520,800	-27%	\$481,212	\$443,851	+8.4%
Median Listing Price	\$380,000	\$387,200	-1.9%	\$418,860	\$371,435	+12.8%
Median Days in RPR	351	51.5	+581.6%	127.47	71.62	+78%
Months of Inventory	0	2.2	-98.7%	1.2	2.4	-49.8%
Absorption Rate	3,500%	45.45%	+3,454.5%	82.17%	41.27%	+40.9%
Sales Activity Charts Metrics						
New Pending Sales Count	30	54	-44.4%	187	177	+5.6%
New Pending Sales Volume	\$12,706,250	\$25,475,020	-50.1%	\$90,151,849	\$70,501,314	+27.9%
Pending Sales Count	–	56	–	N/A	N/A	
Pending Sales Volume	–	\$25,913,419	–	N/A	N/A	
Closed Sales Count	30	41	-26.8%	139	129	+7.8%
Closed Sales Volume	\$14,330,900	\$14,448,899	-0.8%	\$68,411,136	\$45,442,021	+50.5%
Average Sales Price	\$477,697	\$352,412	+35.6%	\$492,166	\$352,264	+39.7%
Median Sales Price	\$432,500	\$334,000	+29.5%	\$412,813	\$328,799	+25.6%

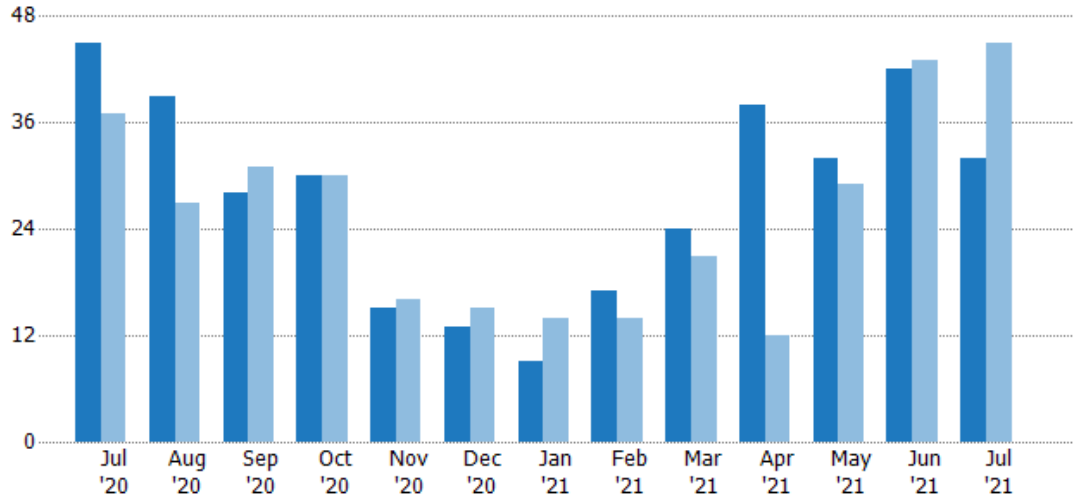
New Listings

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

Month/ Year	Count	% Chg.
Jul '21	32	-28.9%
Jul '20	45	21.6%
Jul '19	37	-27%



Current Year	45	39	28	30	15	13	9	17	24	38	32	42	32
Prior Year	37	27	31	30	16	15	14	14	21	12	29	43	45
Percent Change from Prior Year	22%	44%	-10%	0%	-6%	-13%	-36%	21%	14%	217%	10%	-2%	-29%

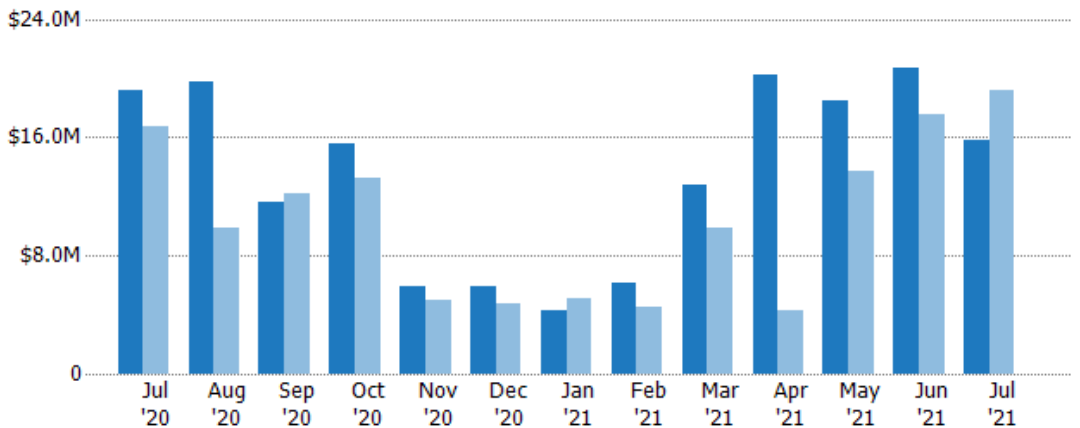
New Listing Volume

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.
Jul '21	\$15.8M	-17.5%
Jul '20	\$19.2M	15.2%
Jul '19	\$16.7M	-45.5%



Current Year	\$19.2M	\$19.8M	\$11.6M	\$15.6M	\$5.93M	\$5.93M	\$4.33M	\$6.18M	\$12.7M	\$20.2M	\$18.5M	\$20.7M	\$15.8M
Prior Year	\$16.7M	\$9.91M	\$12.2M	\$13.2M	\$5.04M	\$4.77M	\$5.05M	\$4.49M	\$9.87M	\$4.28M	\$13.7M	\$17.5M	\$19.2M
Percent Change from Prior Year	15%	100%	-5%	18%	18%	24%	-14%	38%	29%	372%	35%	18%	-18%

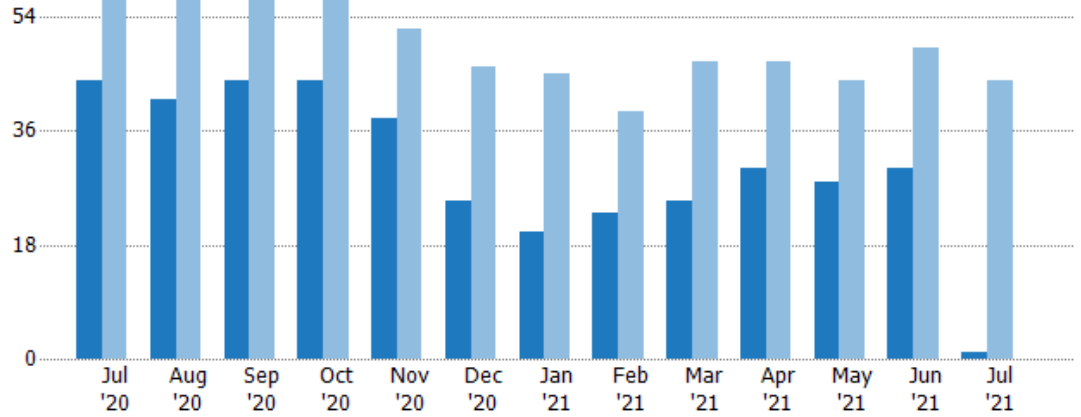
Active Listings

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.
Jul '21	1	-97.7%
Jul '20	44	-27.9%
Jul '19	61	11.5%



Current Year	44	41	44	44	38	25	20	23	25	30	28	30	1
Prior Year	61	58	63	63	52	46	45	39	47	47	44	49	44
Percent Change from Prior Year	-28%	-29%	-30%	-30%	-27%	-46%	-56%	-41%	-47%	-36%	-36%	-39%	-98%

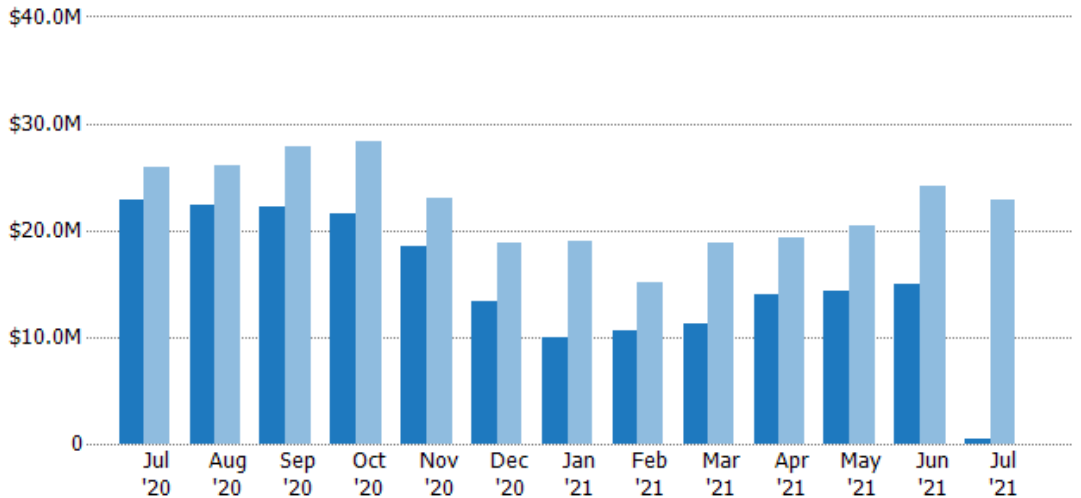
Active Listing Volume

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.
Jul '21	\$380K	-98.3%
Jul '20	\$22.9M	-11.3%
Jul '19	\$25.8M	23.1%



Current Year	\$22.9M	\$22.4M	\$22.2M	\$21.6M	\$18.4M	\$13.3M	\$9.98M	\$10.5M	\$11.3M	\$14.1M	\$14.3M	\$15M	\$380K
Prior Year	\$25.8M	\$26.1M	\$27.8M	\$28.2M	\$23M	\$18.8M	\$19M	\$15.1M	\$18.8M	\$19.4M	\$20.4M	\$24.1M	\$22.9M
Percent Change from Prior Year	-11%	-14%	-20%	-24%	-20%	-29%	-48%	-30%	-40%	-27%	-30%	-38%	-98%

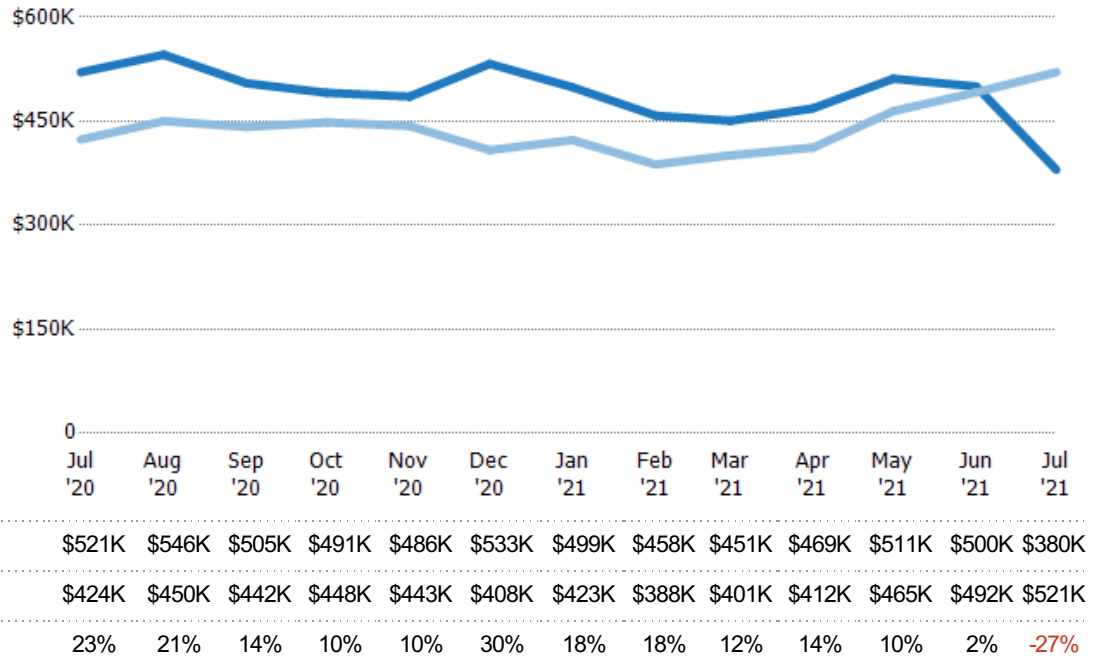
Average Listing Price

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.
Jul '21	\$380K	-27%
Jul '20	\$521K	22.9%
Jul '19	\$424K	10.4%



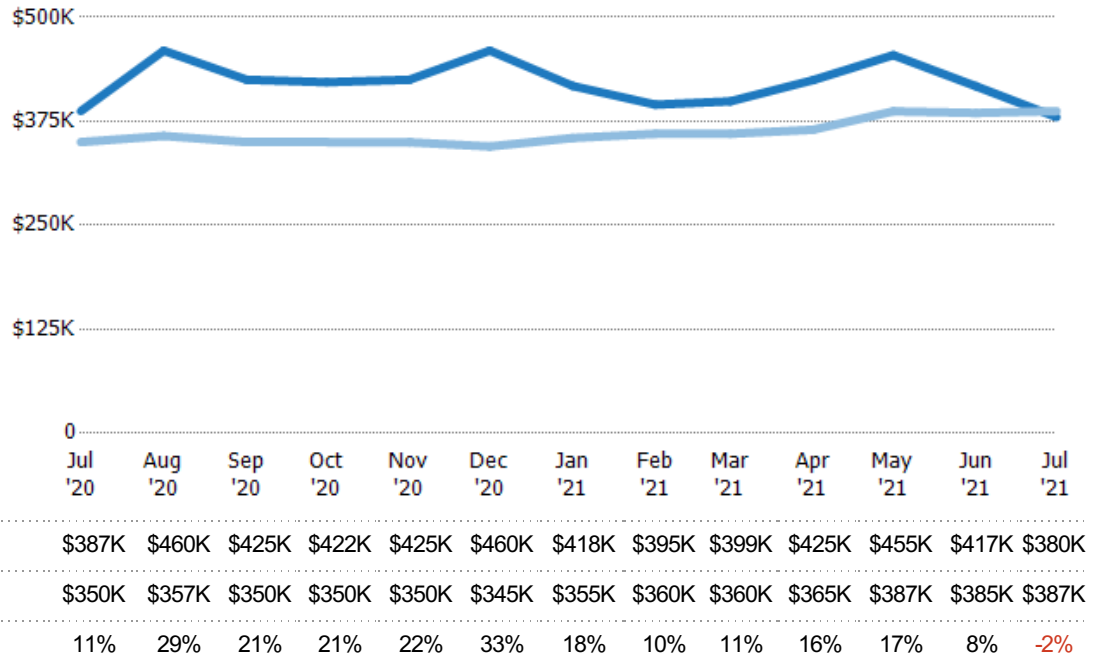
Median Listing Price

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.
Jul '21	\$380K	-1.9%
Jul '20	\$387K	10.6%
Jul '19	\$350K	1.8%

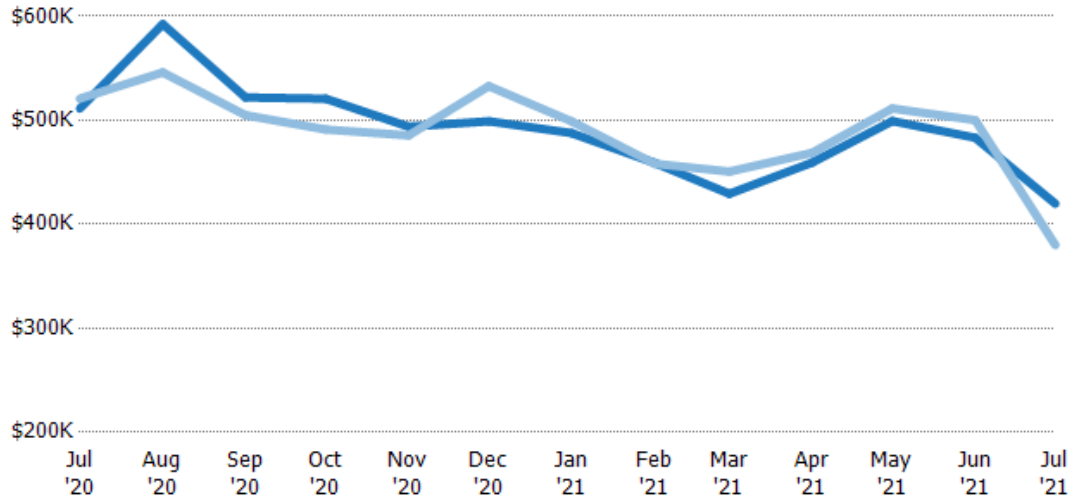


Average Listing Price vs Average Est Value

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

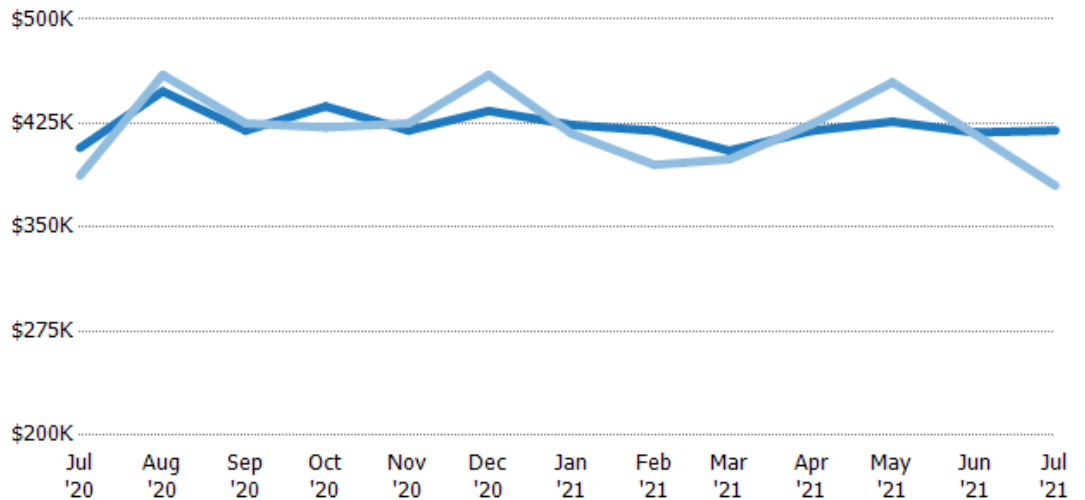


Median Listing Price vs Median Est Value

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



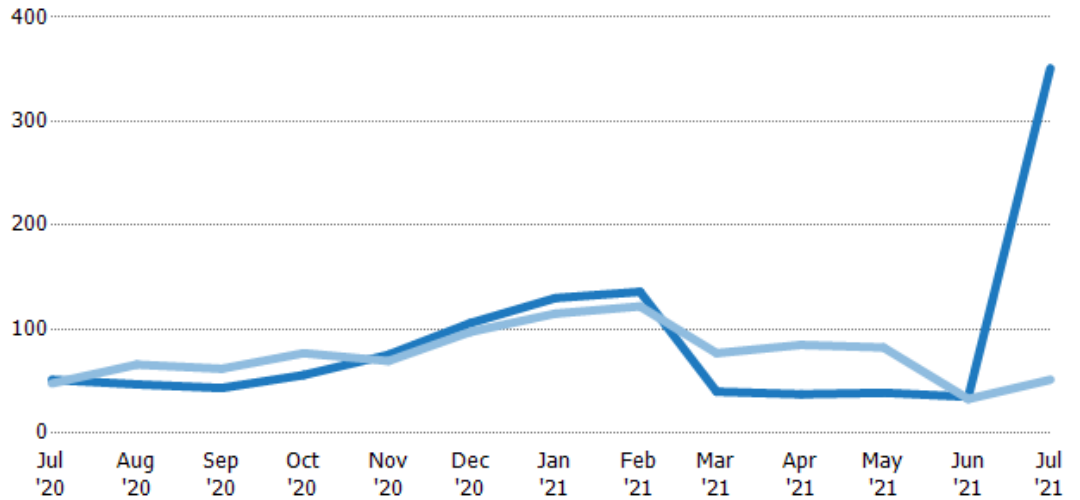
Median Days in RPR

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.
Jul '21	351	581.6%
Jul '20	51.5	7.3%
Jul '19	48	11.5%



Current Year	51.5	47	43.5	56	75.5	106	130	136	40	37.5	39	35	351
Prior Year	48	66	62	77	69.5	97.5	115	122	77	85	82.5	33	51.5
Percent Change from Prior Year	7%	-29%	-30%	-27%	9%	9%	13%	11%	-48%	-56%	-53%	6%	582%

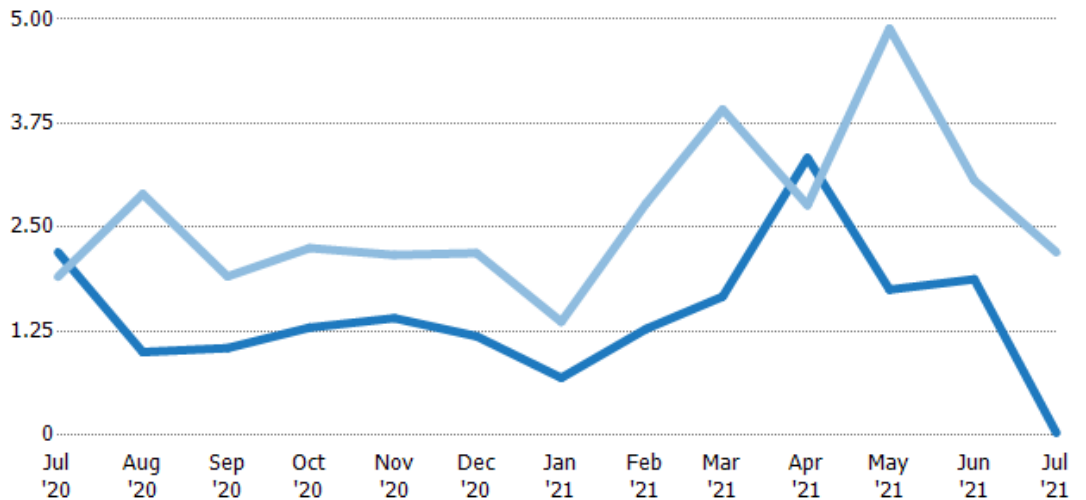
Months of Inventory

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.
Jul '21	0	-98.7%
Jul '20	2.2	15.4%
Jul '19	1.91	55.1%



Current Year	2.2	1	1.05	1.29	1.41	1.19	0	1.28	1.67	3.33	1.75	1.88	0
Prior Year	1.91	2.9	1.91	2.25	2.17	2.19	1.36	2.79	3.92	2.76	4.89	3.06	2.2
Percent Change from Prior Year	15%	-66%	-45%	-42%	-35%	-46%	-49%	-54%	-57%	21%	-64%	-39%	-99%

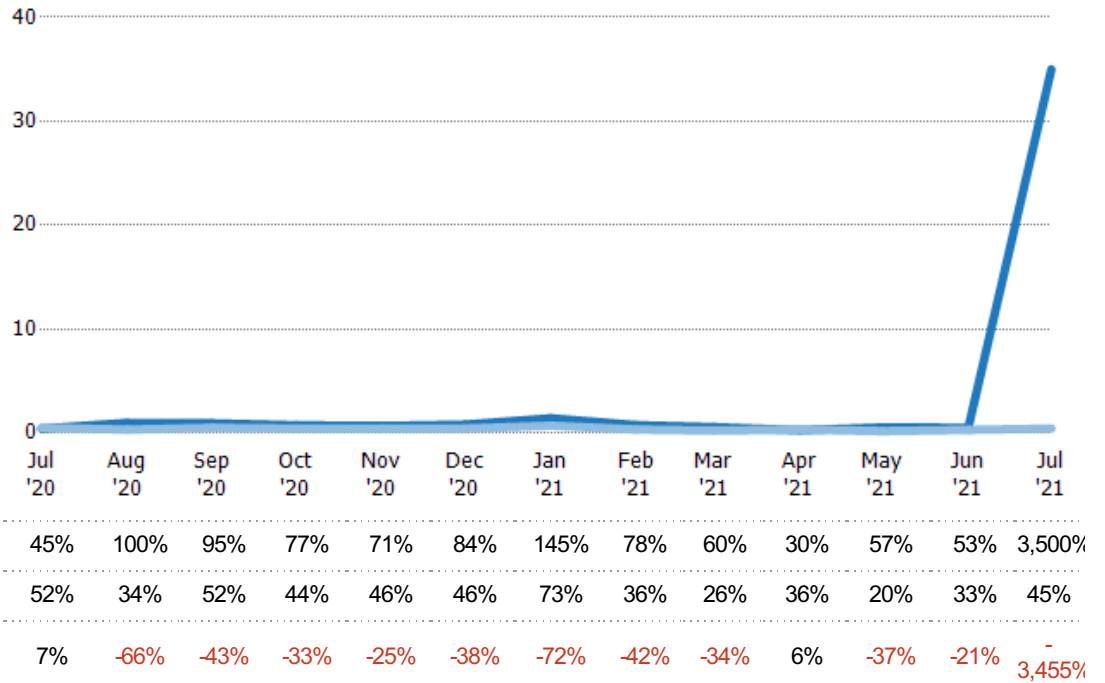
Absorption Rate

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.
Jul '21	3,500%	-3,454.6%
Jul '20	45%	7%
Jul '19	52%	-35.5%

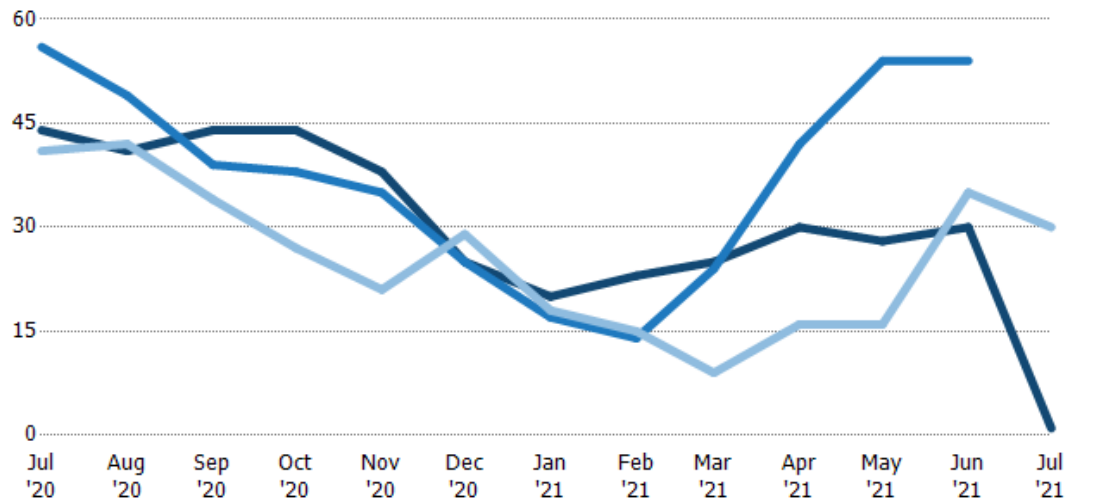


Active/Pending/Sold Units

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	44	41	44	44	38	25	20	23	25	30	28	30	1
Pending	56	49	39	38	35	25	17	14	24	42	54	54	-
Sold	41	42	34	27	21	29	18	15	9	16	16	35	30

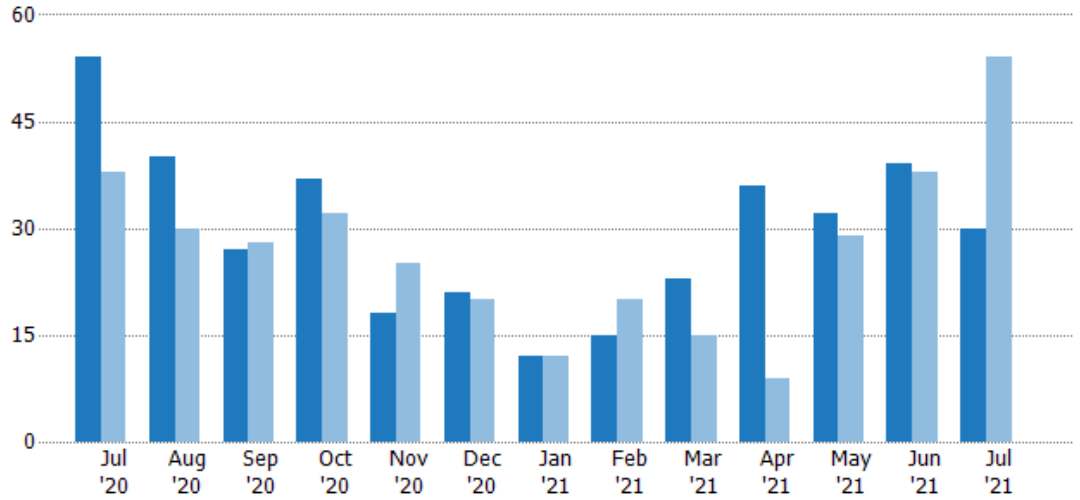
New Pending Sales

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.
Jul '21	30	-44.4%
Jul '20	54	42.1%
Jul '19	38	-55.3%



Current Year	54	40	27	37	18	21	12	15	23	36	32	39	30
Prior Year	38	30	28	32	25	20	12	20	15	9	29	38	54
Percent Change from Prior Year	42%	33%	-4%	16%	-28%	5%	0%	-25%	53%	300%	10%	3%	-44%

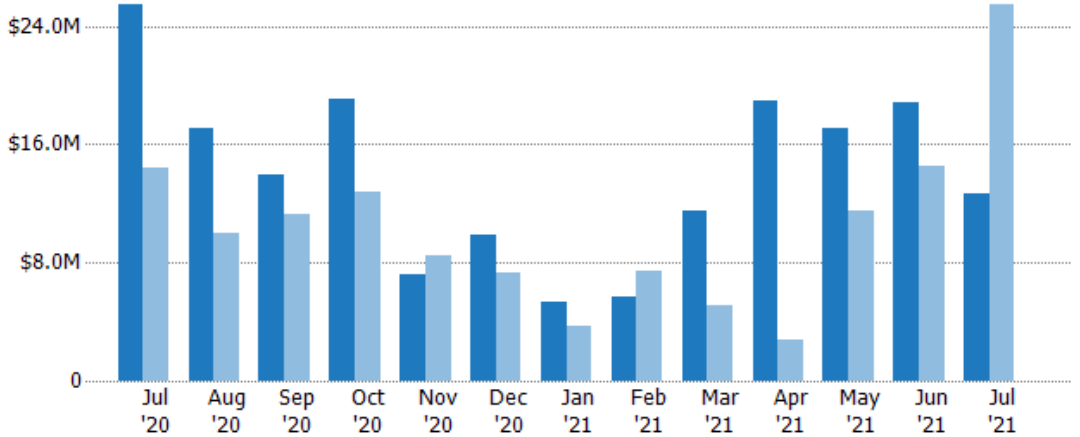
New Pending Sales Volume

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.
Jul '21	\$12.7M	-50.1%
Jul '20	\$25.5M	76.2%
Jul '19	\$14.5M	-64.1%



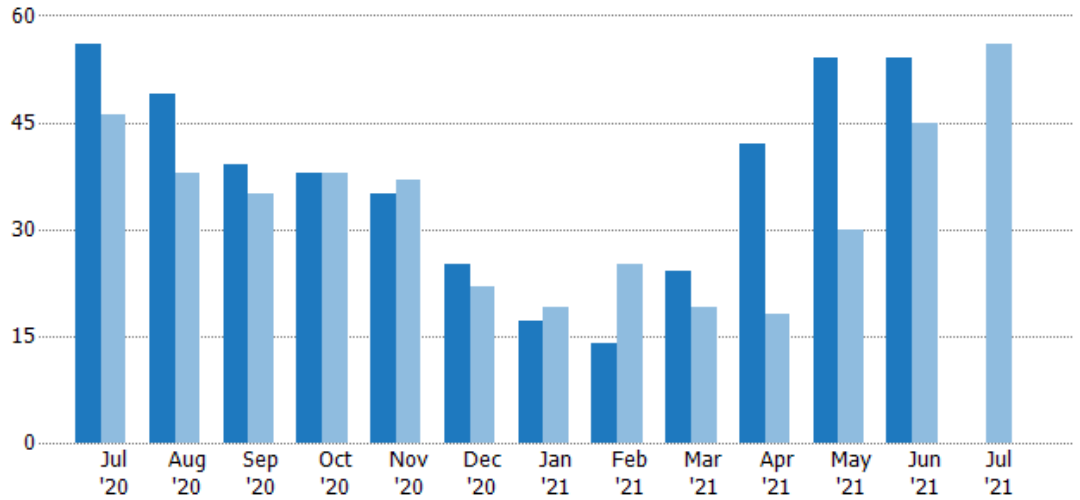
Current Year	\$25.5M	\$17.1M	\$14M	\$19.1M	\$7.14M	\$9.86M	\$5.38M	\$5.63M	\$11.5M	\$19M	\$17.1M	\$18.9M	\$12.7M
Prior Year	\$14.5M	\$10M	\$11.3M	\$12.7M	\$8.46M	\$7.32M	\$3.75M	\$7.38M	\$5.08M	\$2.76M	\$11.5M	\$14.5M	\$25.5M
Percent Change from Prior Year	76%	70%	23%	50%	-16%	35%	43%	-24%	126%	587%	48%	30%	-50%

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



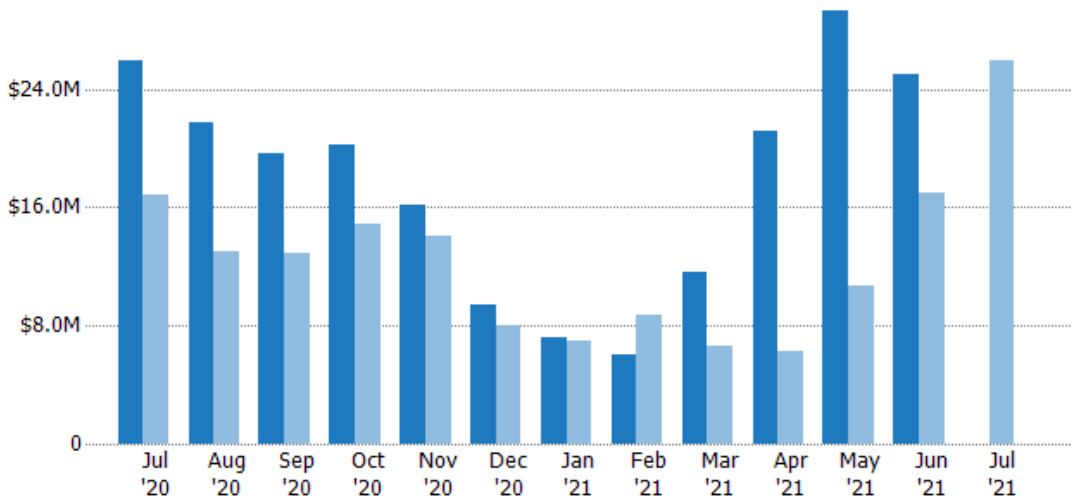
Current Year	56	49	39	38	35	25	17	14	24	42	54	54	-
Prior Year	46	38	35	38	37	22	19	25	19	18	30	45	56
Percent Change from Prior Year	22%	29%	11%	0%	-5%	14%	-11%	-44%	26%	133%	80%	20%	-100%

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



Current Year	\$25.9M	\$21.7M	\$19.6M	\$20.2M	\$16.1M	\$9.43M	\$7.17M	\$6.01M	\$11.7M	\$21.2M	\$29.2M	\$24.9M	-
Prior Year	\$16.8M	\$13M	\$13M	\$14.9M	\$14.1M	\$7.96M	\$6.94M	\$8.73M	\$6.65M	\$6.31M	\$10.6M	\$16.9M	\$25.9M
Percent Change from Prior Year	54%	67%	52%	36%	14%	18%	3%	-31%	76%	236%	175%	47%	-100%

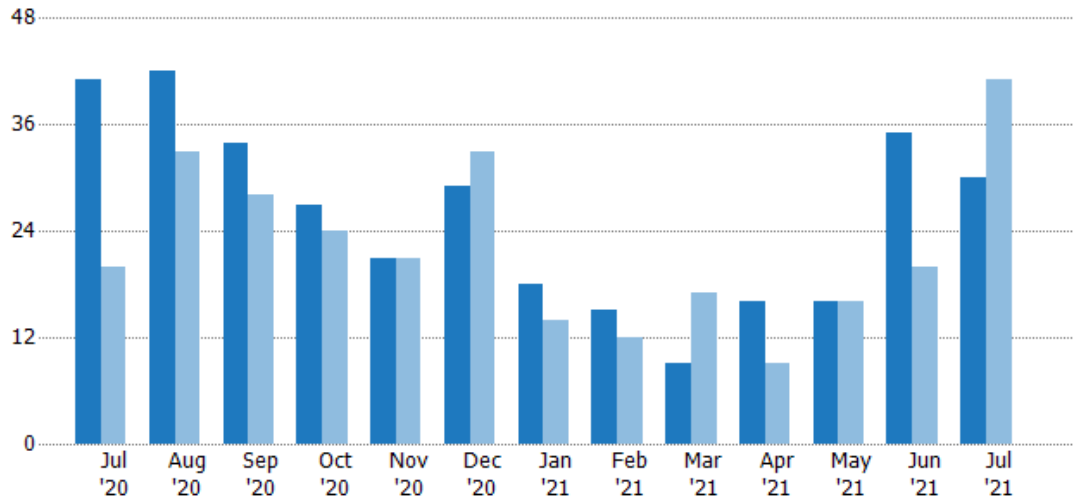
Closed Sales

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.
Jul '21	30	-26.8%
Jul '20	41	105%
Jul '19	20	10%



Current Year	41	42	34	27	21	29	18	15	9	16	16	35	30
Prior Year	20	33	28	24	21	33	14	12	17	9	16	20	41
Percent Change from Prior Year	105%	27%	21%	13%	0%	-12%	29%	25%	-47%	78%	0%	75%	-27%

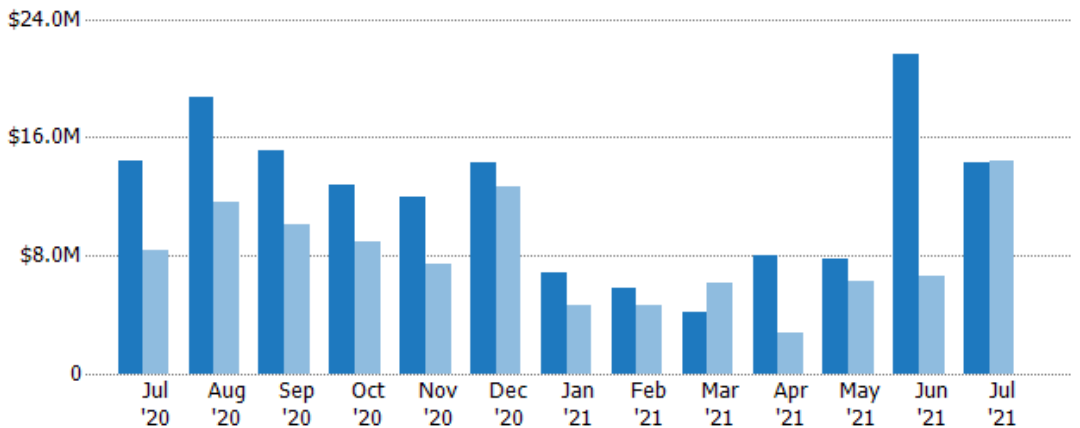
Closed Sales Volume

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.
Jul '21	\$14.3M	-0.8%
Jul '20	\$14.4M	73.8%
Jul '19	\$8.32M	-13.9%



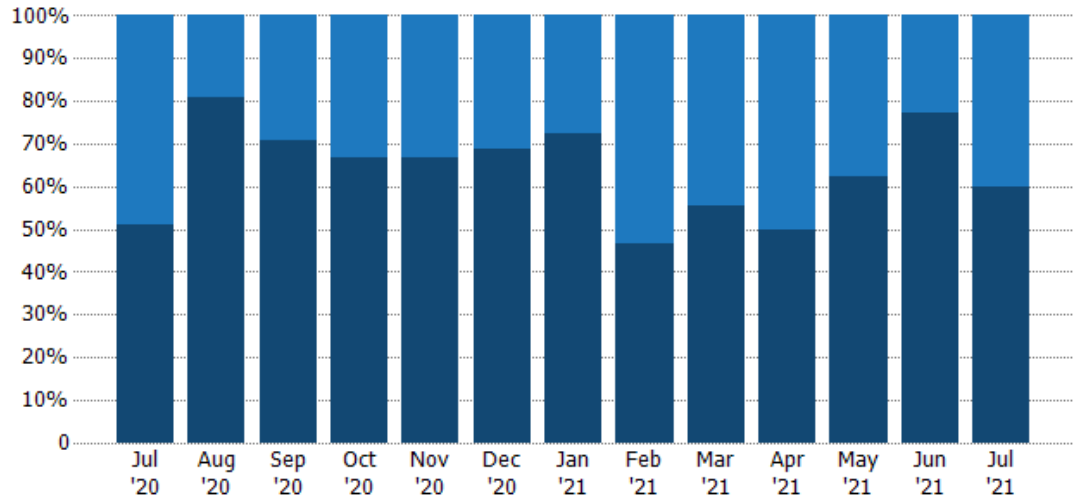
Current Year	\$14.4M	\$18.7M	\$15.1M	\$12.7M	\$11.9M	\$14.3M	\$6.85M	\$5.74M	\$4.14M	\$7.99M	\$7.76M	\$21.6M	\$14.3M
Prior Year	\$8.32M	\$11.6M	\$10.2M	\$8.91M	\$7.48M	\$12.7M	\$4.59M	\$4.58M	\$6.14M	\$2.79M	\$6.3M	\$6.59M	\$14.4M
Percent Change from Prior Year	74%	61%	49%	43%	60%	13%	49%	25%	-33%	186%	23%	228%	-1%

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



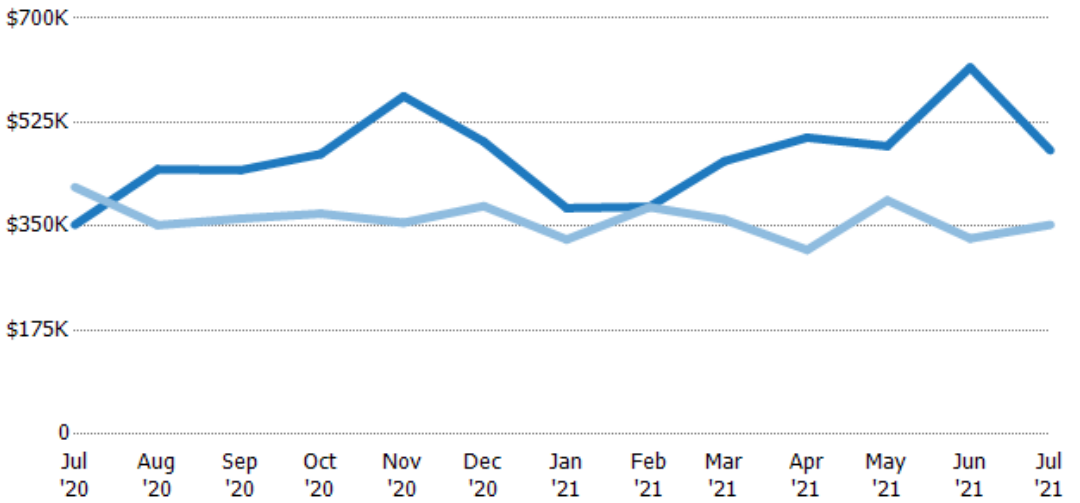
Condo/Townhouse	49%	19%	29%	33%	33%	31%	28%	53%	44%	50%	38%	23%	40%
Single Family Residence	51%	81%	71%	67%	67%	69%	72%	47%	56%	50%	63%	77%	60%

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	\$352K	\$446K	\$444K	\$471K	\$569K	\$492K	\$381K	\$383K	\$459K	\$499K	\$485K	\$617K	\$478K
Prior Year	\$416K	\$352K	\$363K	\$371K	\$356K	\$384K	\$328K	\$382K	\$361K	\$310K	\$394K	\$330K	\$352K
Percent Change from Prior Year	-15%	27%	22%	27%	60%	28%	16%	0%	27%	61%	23%	87%	36%

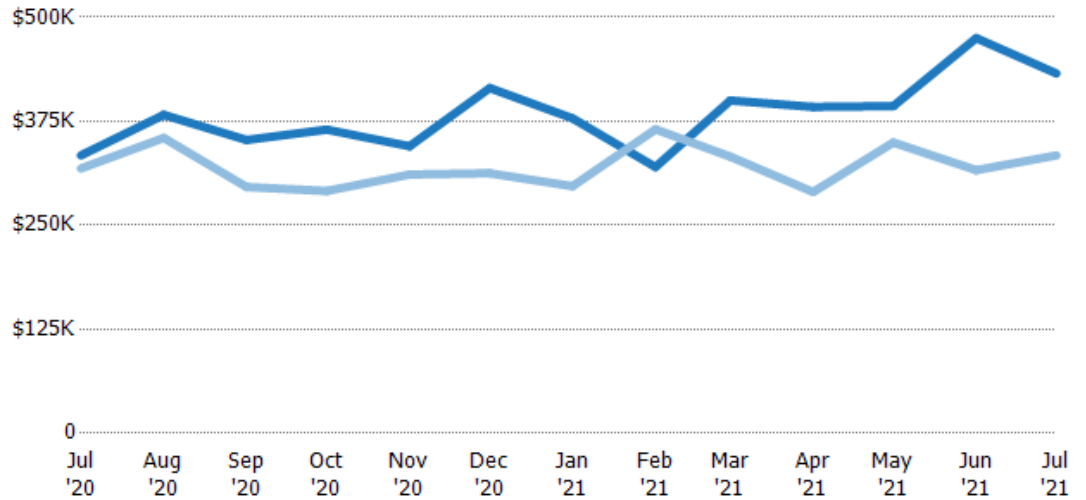
Median Sales Price

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.
Jul '21	\$433K	29.5%
Jul '20	\$334K	4.9%
Jul '19	\$318K	-3.7%



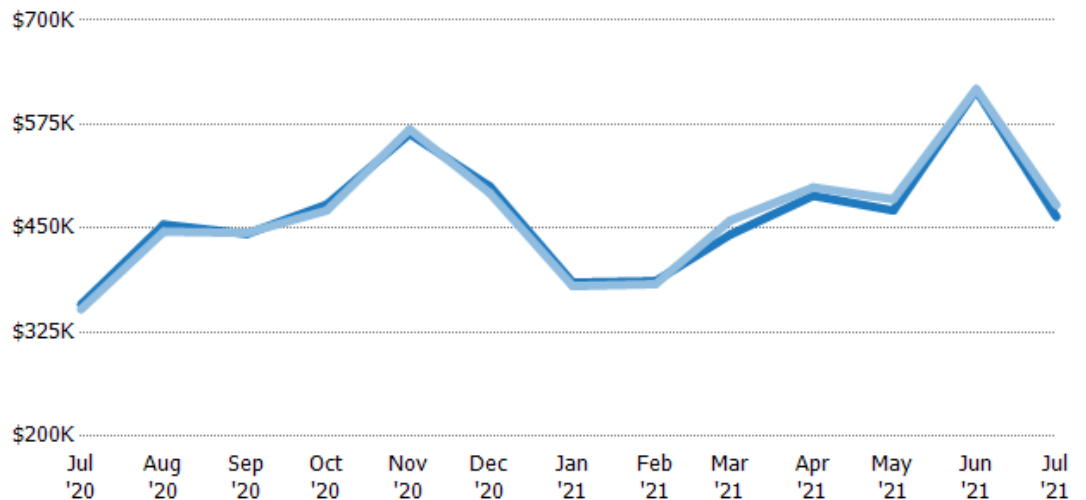
Current Year	\$334K	\$383K	\$353K	\$365K	\$345K	\$415K	\$379K	\$320K	\$400K	\$392K	\$393K	\$475K	\$433K
Prior Year	\$318K	\$355K	\$296K	\$291K	\$311K	\$313K	\$297K	\$365K	\$333K	\$290K	\$350K	\$316K	\$334K
Percent Change from Prior Year	5%	8%	19%	25%	11%	33%	27%	-12%	20%	35%	13%	50%	29%

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



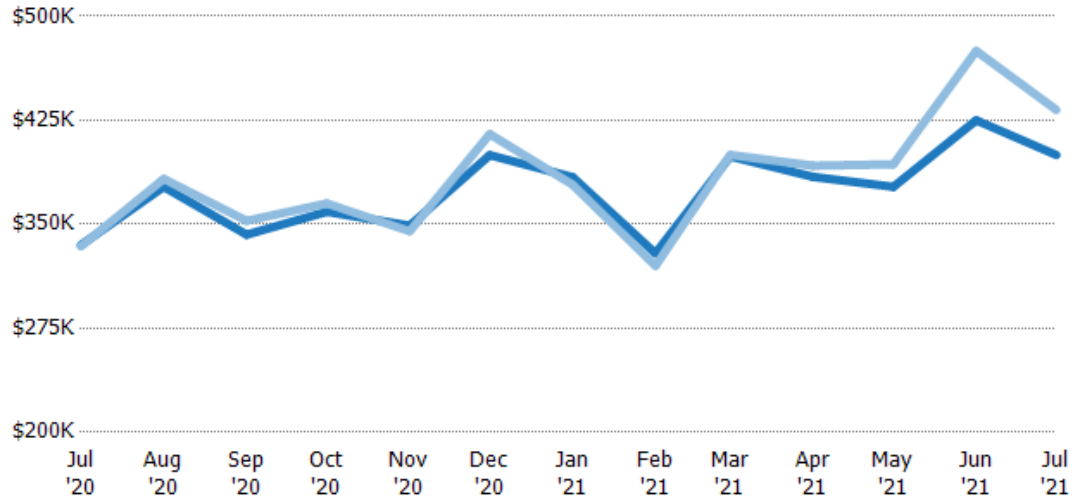
Avg List Price	\$358K	\$454K	\$443K	\$478K	\$564K	\$500K	\$385K	\$386K	\$442K	\$489K	\$471K	\$616K	\$464K
Avg Sales Price	\$352K	\$446K	\$444K	\$471K	\$569K	\$492K	\$381K	\$383K	\$459K	\$499K	\$485K	\$617K	\$478K
Avg Sales Price as a % of Avg List Price	98%	98%	100%	99%	101%	98%	99%	99%	104%	102%	103%	100%	103%

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

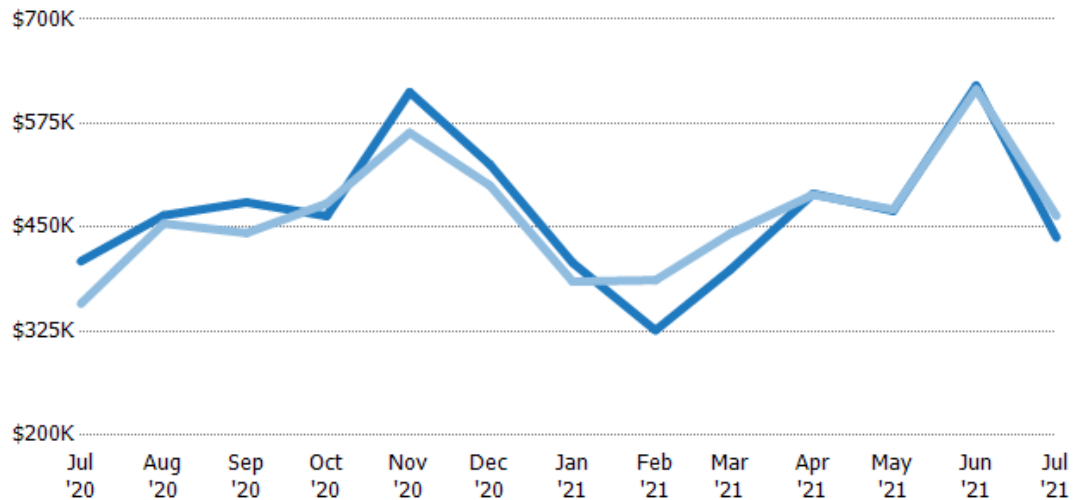


Average Sales Price vs Average Est Value

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

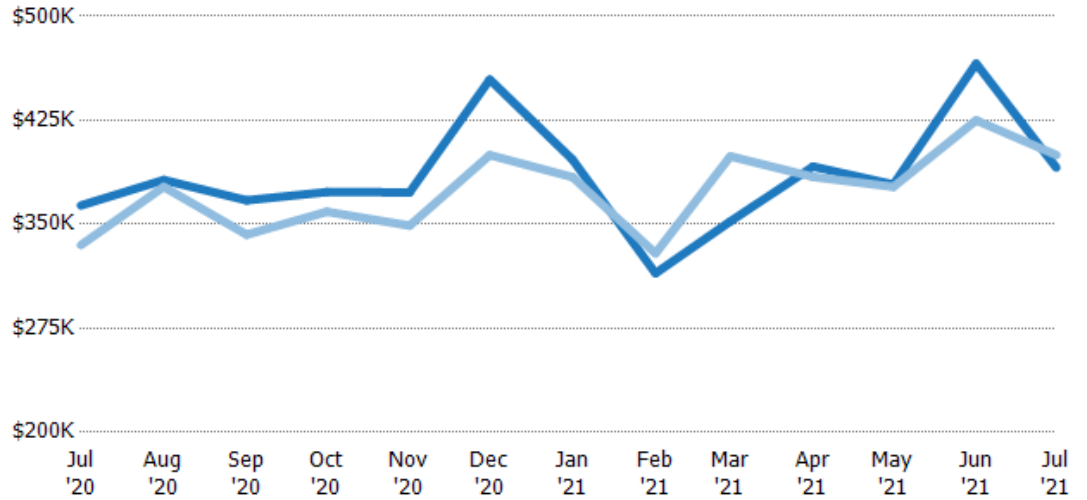


Median Sales Price vs Median Est Value

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



Median Est Value	\$364K	\$382K	\$367K	\$373K	\$373K	\$454K	\$397K	\$315K	\$352K	\$392K	\$379K	\$466K	\$391K
Median Sales Price	\$335K	\$377K	\$343K	\$359K	\$349K	\$400K	\$384K	\$329K	\$399K	\$384K	\$377K	\$425K	\$400K
Med Sales Price as a % of Med Est Value	92%	99%	93%	96%	94%	88%	97%	105%	113%	98%	100%	91%	102%