

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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	39	-46.2%	218	216	+0.9%
New Listing Volume	\$9,174,400	\$19,791,502	-53.6%	\$109,173,850	\$93,631,521	+16.6%
Active Listing Count	29	41	-29.3%	N/A	N/A	
Active Listing Volume	\$16,335,000	\$22,388,300	-27%	N/A	N/A	
Average Listing Price	\$563,276	\$546,056	+3.2%	\$500,620	\$455,622	+9.9%
Median Listing Price	\$429,900	\$459,900	-6.5%	\$425,865	\$381,623	+11.6%
Median Days in RPR	50	47	+6.4%	54.17	65.41	-17.2%
Months of Inventory	0.7	1	-32.6%	1.3	2.2	-42.6%
Absorption Rate	148.28%	100%	+48.3%	78.24%	44.94%	+33.3%
Sales Activity Charts Metrics						
New Pending Sales Count	21	40	-47.5%	213	217	-1.8%
New Pending Sales Volume	\$8,394,500	\$17,052,702	-50.8%	\$102,022,249	\$87,554,016	+16.5%
Pending Sales Count	29	49	-40.8%	N/A	N/A	
Pending Sales Volume	\$11,910,500	\$21,705,502	-45.1%	N/A	N/A	
Closed Sales Count	30	42	-28.6%	179	169	+5.9%
Closed Sales Volume	\$13,243,401	\$18,730,250	-29.3%	\$86,137,037	\$63,579,271	+35.5%
Average Sales Price	\$441,447	\$445,958	-1%	\$481,212	\$376,209	+27.9%
Median Sales Price	\$377,300	\$382,750	-1.4%	\$403,877	\$342,131	+18%

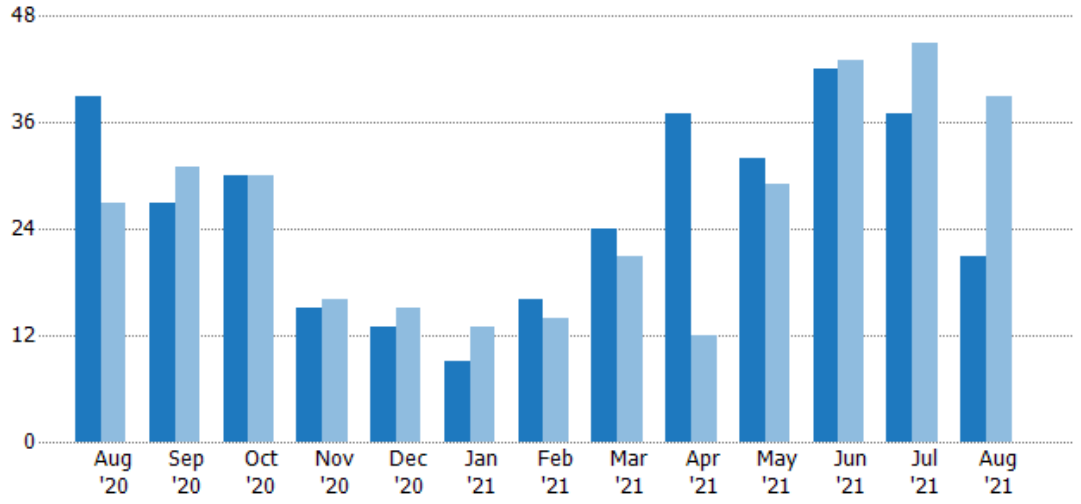
New Listings

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.
Aug '21	21	-46.2%
Aug '20	39	44.4%
Aug '19	27	-7.4%



Current Year	39	27	30	15	13	9	16	24	37	32	42	37	21
Prior Year	27	31	30	16	15	13	14	21	12	29	43	45	39
Percent Change from Prior Year	44%	-13%	0%	-6%	-13%	-31%	14%	14%	208%	10%	-2%	-18%	-46%

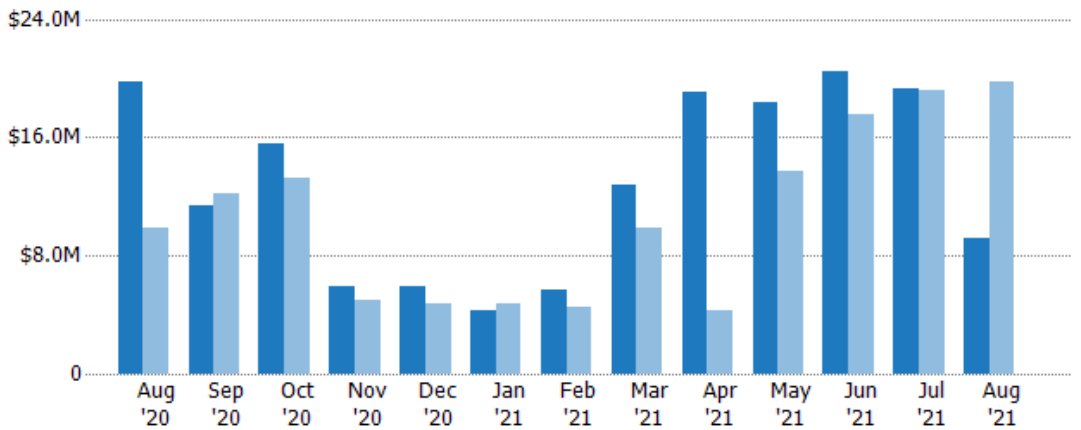
New Listing Volume

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.
Aug '21	\$9.17M	-53.6%
Aug '20	\$19.8M	99.7%
Aug '19	\$9.91M	1.7%



Current Year	\$19.8M	\$11.4M	\$15.6M	\$5.93M	\$5.93M	\$4.33M	\$5.68M	\$12.7M	\$19M	\$18.4M	\$20.5M	\$19.3M	\$9.17M
Prior Year	\$9.91M	\$12.2M	\$13.2M	\$5.04M	\$4.77M	\$4.78M	\$4.49M	\$9.87M	\$4.28M	\$13.7M	\$17.5M	\$19.2M	\$19.8M
Percent Change from Prior Year	100%	-7%	18%	18%	24%	-9%	26%	29%	345%	35%	17%	1%	-54%

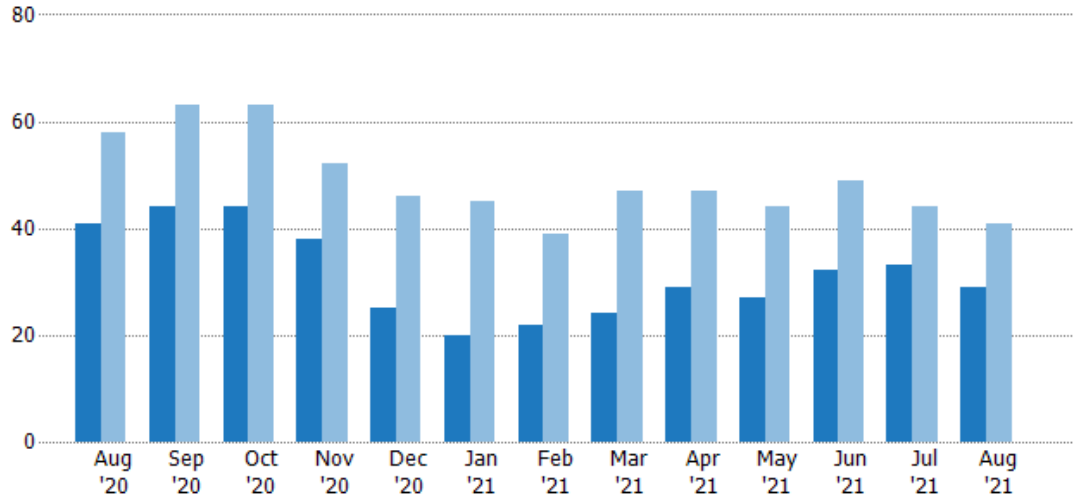
Active Listings

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.
Aug '21	29	-29.3%
Aug '20	41	-29.3%
Aug '19	58	20.7%



Current Year	41	44	44	38	25	20	22	24	29	27	32	33	29
Prior Year	58	63	63	52	46	45	39	47	47	44	49	44	41
Percent Change from Prior Year	-29%	-30%	-30%	-27%	-46%	-56%	-44%	-49%	-38%	-39%	-35%	-25%	-29%

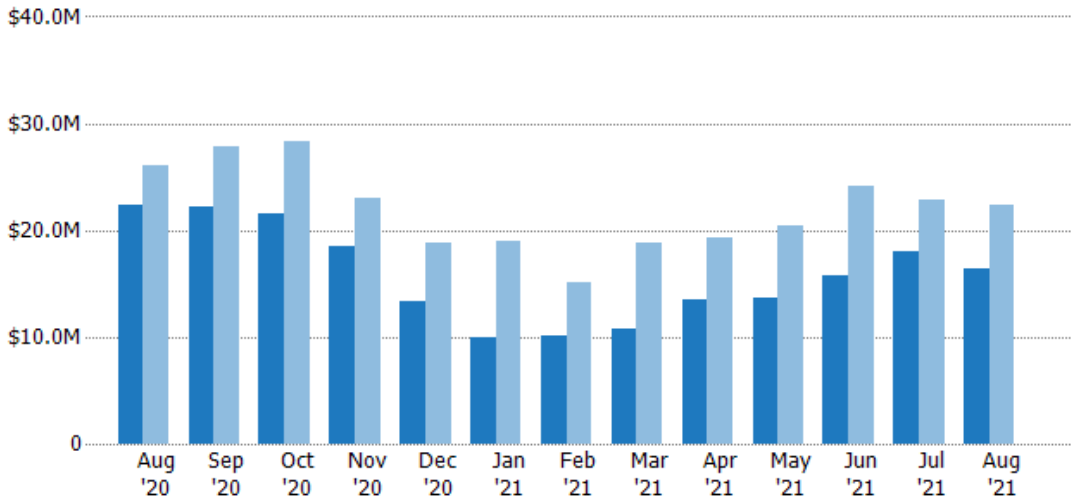
Active Listing Volume

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.
Aug '21	\$16.3M	-27%
Aug '20	\$22.4M	-14.3%
Aug '19	\$26.1M	24.9%



Current Year	\$22.4M	\$22.2M	\$21.6M	\$18.4M	\$13.3M	\$9.98M	\$10M	\$10.8M	\$13.5M	\$13.7M	\$15.8M	\$18M	\$16.3M
Prior Year	\$26.1M	\$27.8M	\$28.2M	\$23M	\$18.8M	\$19M	\$15.1M	\$18.8M	\$19.4M	\$20.4M	\$24.1M	\$22.9M	\$22.4M
Percent Change from Prior Year	-14%	-20%	-24%	-20%	-29%	-48%	-34%	-43%	-30%	-33%	-35%	-21%	-27%

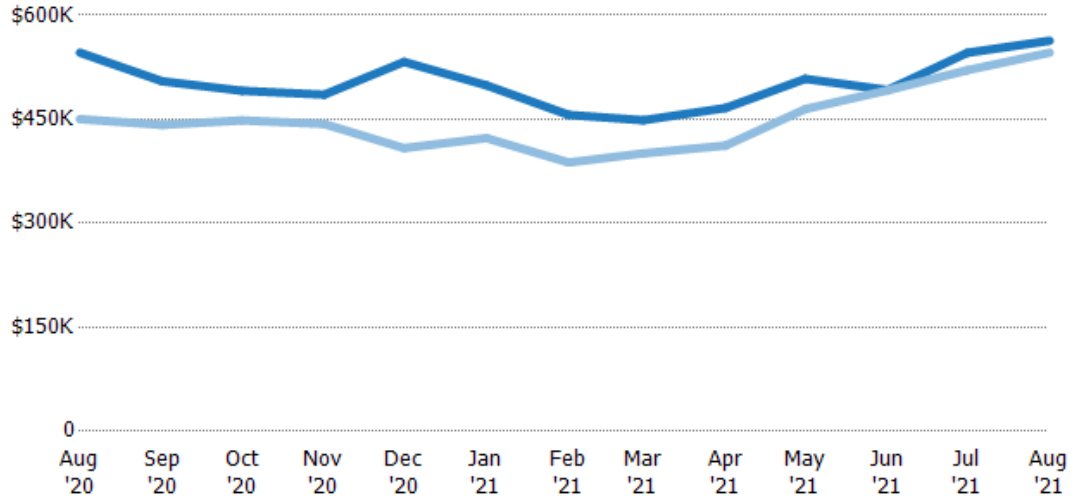
Average Listing Price

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.
Aug '21	\$563K	3.2%
Aug '20	\$546K	21.3%
Aug '19	\$450K	3.5%



Current Year	\$546K	\$505K	\$491K	\$486K	\$533K	\$499K	\$456K	\$449K	\$466K	\$508K	\$492K	\$546K	\$563K
Prior Year	\$450K	\$442K	\$448K	\$443K	\$408K	\$423K	\$388K	\$401K	\$412K	\$465K	\$492K	\$521K	\$546K
Percent Change from Prior Year	21%	14%	10%	10%	30%	18%	18%	12%	13%	9%	0%	5%	3%

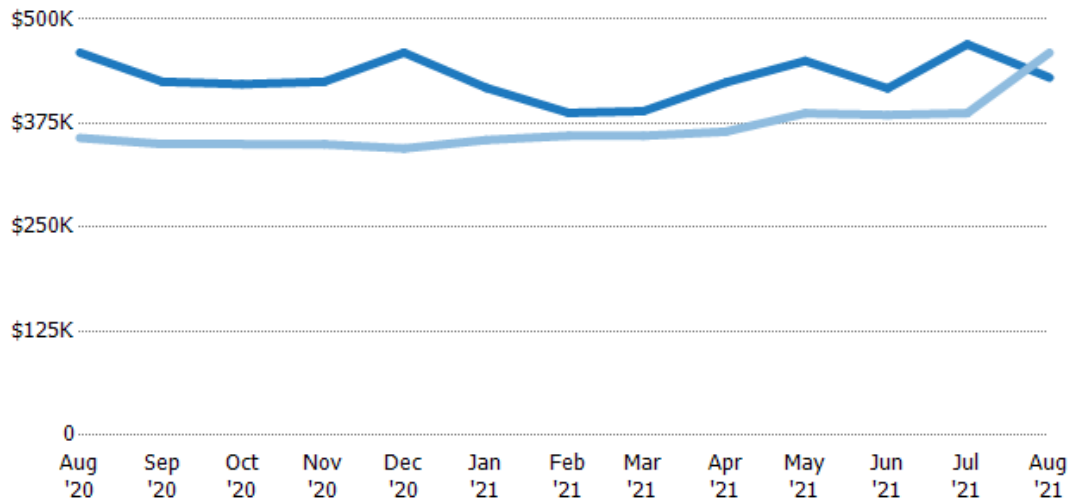
Median Listing Price

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.
Aug '21	\$430K	-6.5%
Aug '20	\$460K	28.7%
Aug '19	\$357K	3.2%



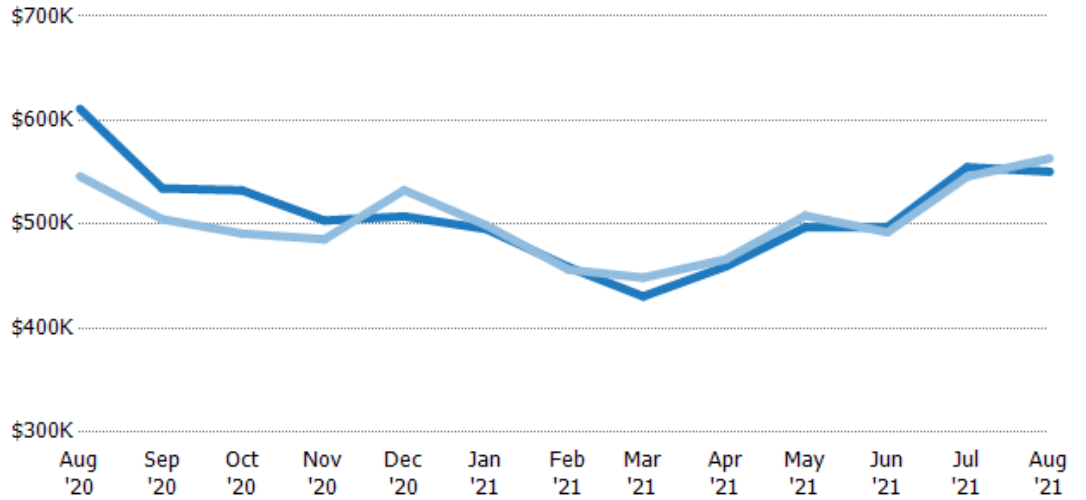
Current Year	\$460K	\$425K	\$422K	\$425K	\$460K	\$418K	\$388K	\$390K	\$424K	\$450K	\$417K	\$470K	\$430K
Prior Year	\$357K	\$350K	\$350K	\$350K	\$345K	\$355K	\$360K	\$360K	\$365K	\$387K	\$385K	\$387K	\$460K
Percent Change from Prior Year	29%	21%	21%	22%	33%	18%	8%	8%	16%	16%	8%	21%	-7%

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

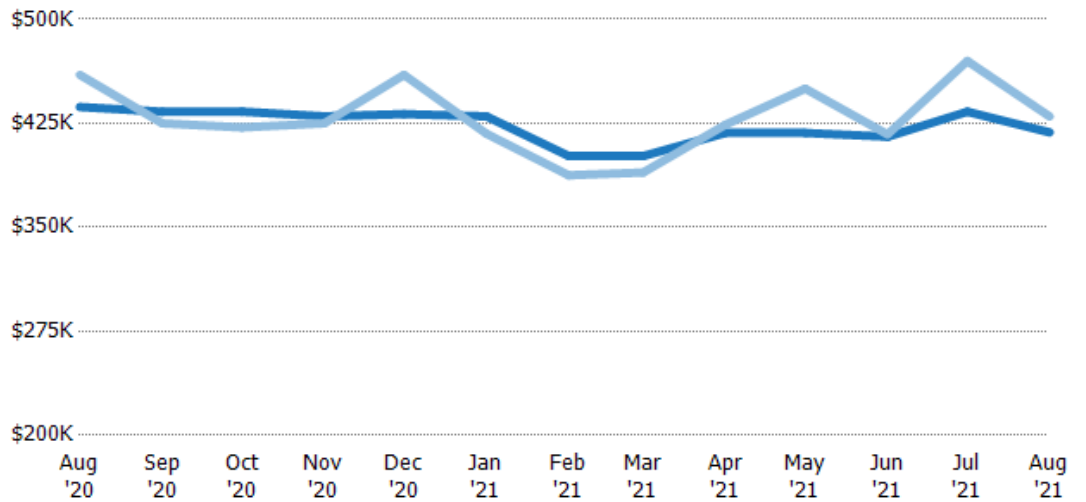


Median Listing Price vs Median Est Value

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



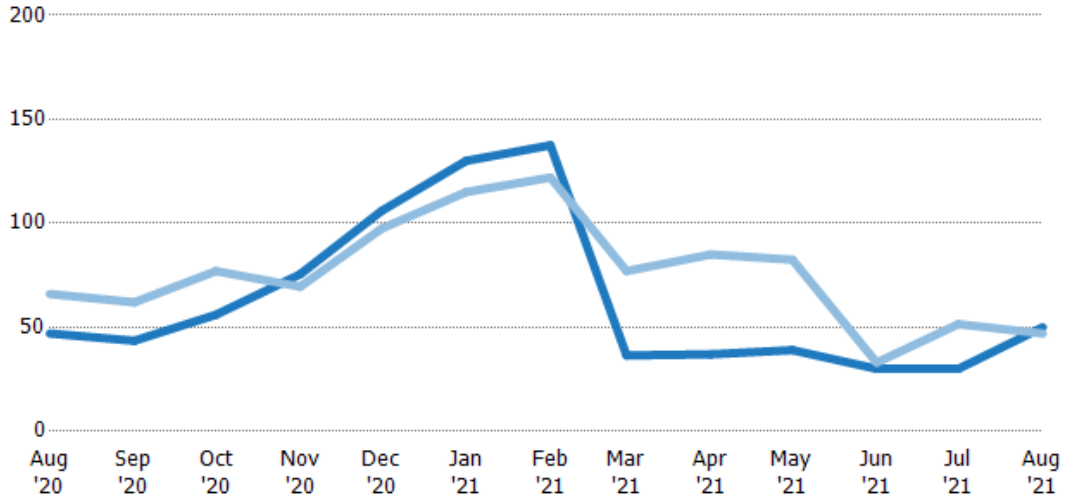
Median Days in RPR

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.
Aug '21	50	6.4%
Aug '20	47	-28.8%
Aug '19	66	6.1%



Current Year	47	43.5	56	75.5	106	130	138	36.5	37	39	30	30	50
Prior Year	66	62	77	69.5	97.5	115	122	77	85	82.5	33	51.5	47
Percent Change from Prior Year	-29%	-30%	-27%	9%	9%	13%	13%	-53%	-56%	-53%	-9%	-42%	6%

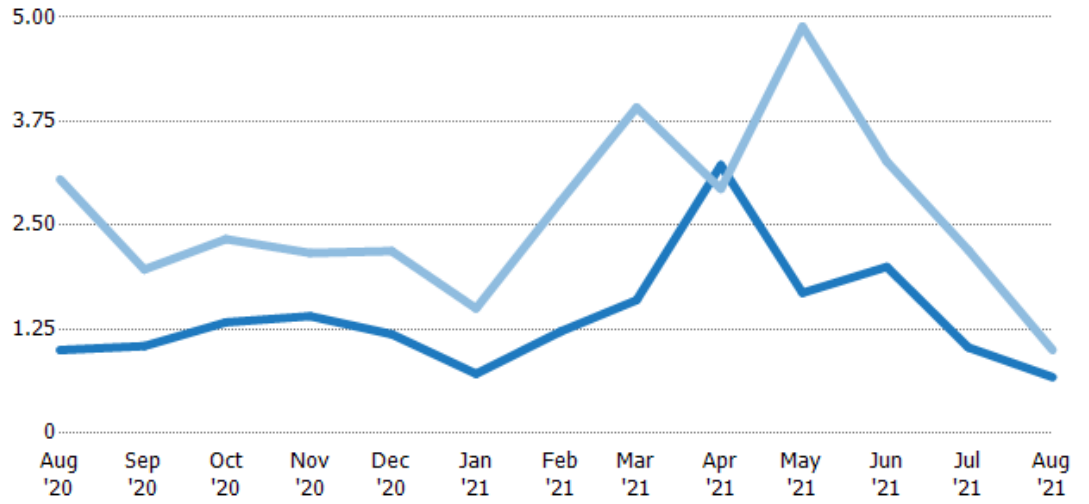
Months of Inventory

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.
Aug '21	0	-32.6%
Aug '20	1	-67.2%
Aug '19	3.05	4.2%



Current Year	1	1.05	1.33	1.41	1.19	0	1.22	1.6	3.22	1.69	2	1.03	0
Prior Year	3.05	1.97	2.33	2.17	2.19	1.5	2.79	3.92	2.94	4.89	3.27	2.2	1
Percent Change from Prior Year	-67%	-47%	-43%	-35%	-46%	-52%	-56%	-59%	10%	-65%	-39%	-53%	-33%

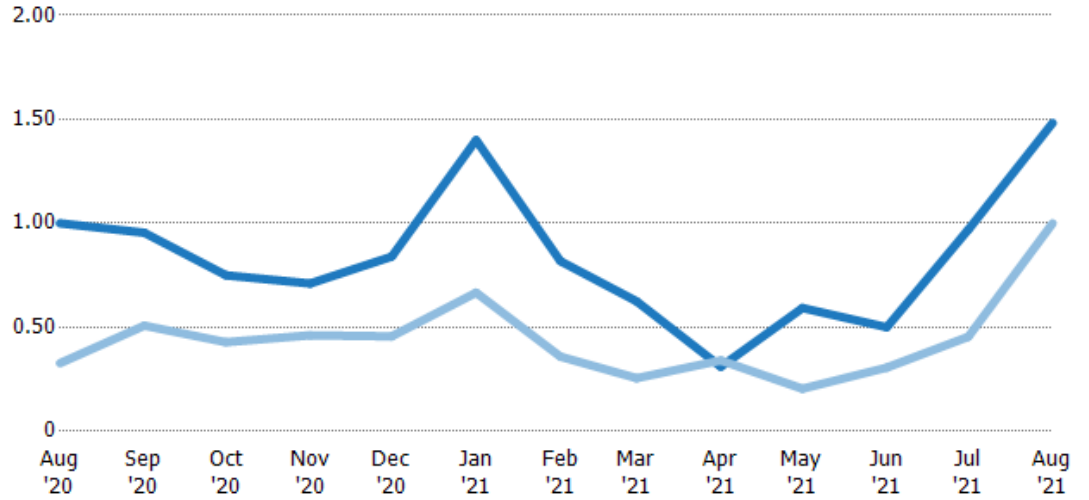
Absorption Rate

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.
Aug '21	148%	-48.3%
Aug '20	100%	-67.3%
Aug '19	33%	-4.1%



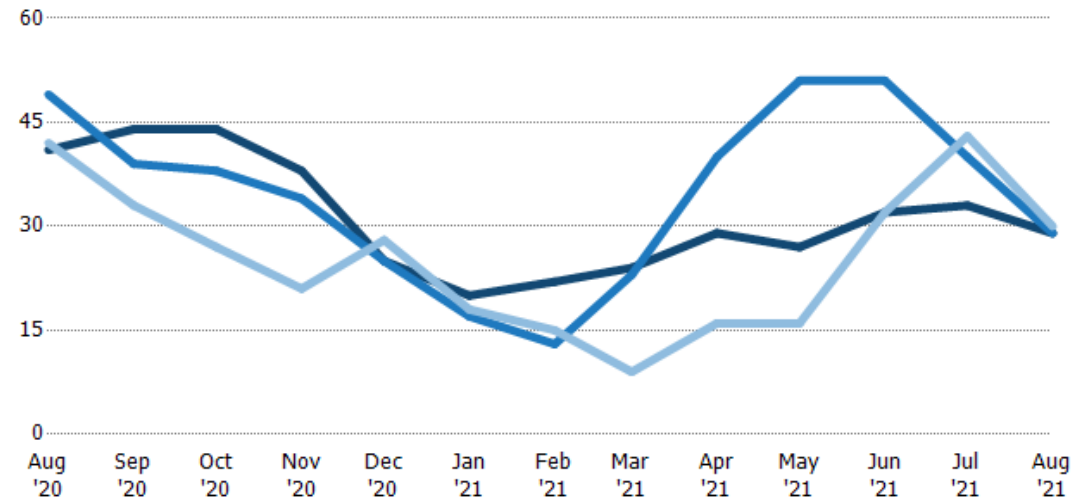
Current Year	100%	95%	75%	71%	84%	140%	82%	63%	31%	59%	50%	97%	148%
Prior Year	33%	51%	43%	46%	46%	67%	36%	26%	34%	20%	31%	45%	100%
Change from Prior Year	-67%	-45%	-32%	-25%	-38%	-73%	-46%	-37%	3%	-39%	-19%	-52%	-48%

Active/Pending/Sold Units

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

Filters Used

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



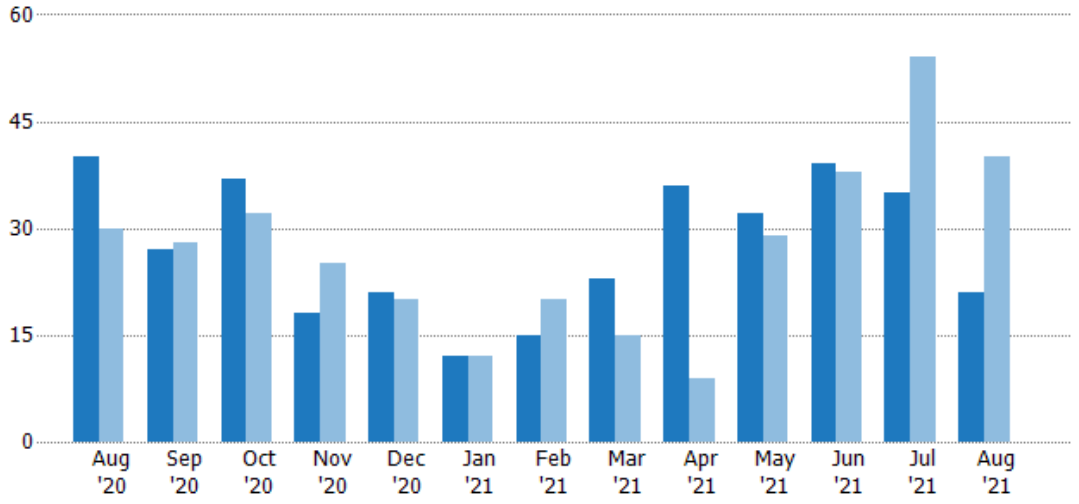
Active	41	44	44	38	25	20	22	24	29	27	32	33	29
Pending	49	39	38	34	25	17	13	23	40	51	51	40	29
Sold	42	33	27	21	28	18	15	9	16	16	32	43	30

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



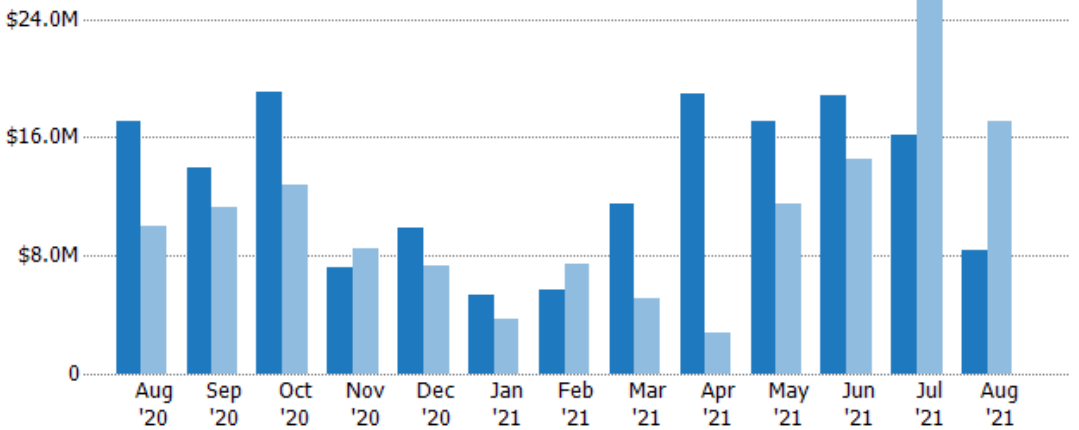
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	40	27	37	18	21	12	15	23	36	32	39	35	21
Prior Year	30	28	32	25	20	12	20	15	9	29	38	54	40
Percent Change from Prior Year	33%	-4%	16%	-28%	5%	0%	-25%	53%	300%	10%	3%	-35%	-48%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$17.1M	\$14M	\$19.1M	\$7.14M	\$9.86M	\$5.38M	\$5.63M	\$11.5M	\$19M	\$17.1M	\$18.9M	\$16.2M	\$8.39M
Prior Year	\$10M	\$11.3M	\$12.7M	\$8.46M	\$7.32M	\$3.75M	\$7.38M	\$5.08M	\$2.76M	\$11.5M	\$14.5M	\$25.5M	\$17.1M
Percent Change from Prior Year	70%	23%	50%	-16%	35%	43%	-24%	126%	587%	48%	30%	-36%	-51%

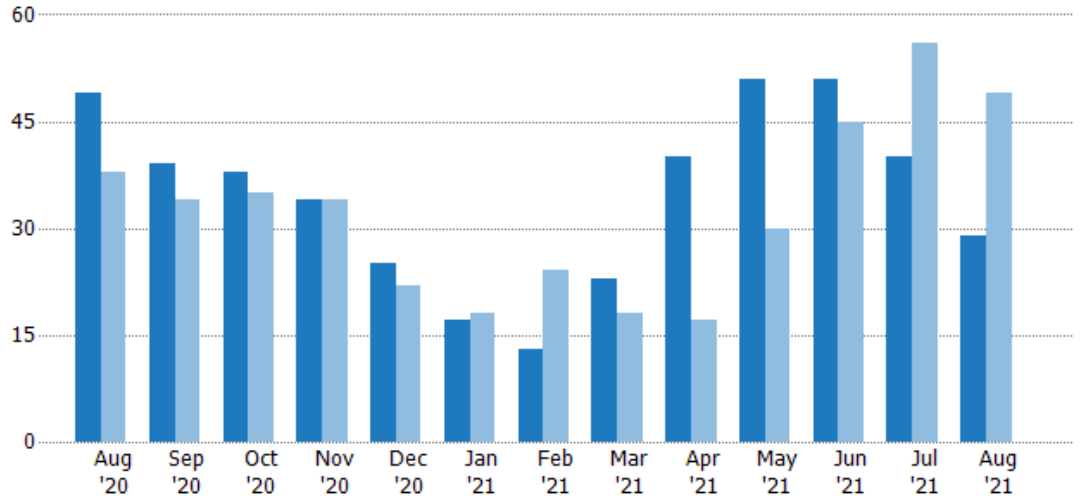
Pending Sales

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.
Aug '21	29	-40.8%
Aug '20	49	28.9%
Aug '19	38	-44.7%



Current Year	49	39	38	34	25	17	13	23	40	51	51	40	29
Prior Year	38	34	35	34	22	18	24	18	17	30	45	56	49
Percent Change from Prior Year	29%	15%	9%	0%	14%	-6%	-46%	28%	135%	70%	13%	-29%	-41%

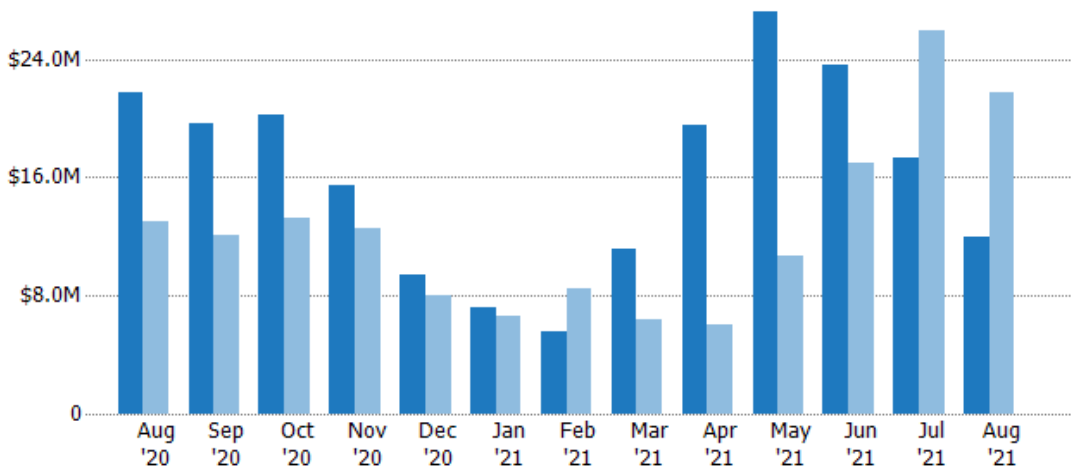
Pending Sales Volume

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.
Aug '21	\$11.9M	-45.1%
Aug '20	\$21.7M	67.2%
Aug '19	\$13M	-36%



Current Year	\$21.7M	\$19.6M	\$20.2M	\$15.4M	\$9.43M	\$7.17M	\$5.52M	\$11.2M	\$19.6M	\$27.2M	\$23.6M	\$17.3M	\$11.9M
Prior Year	\$13M	\$12.1M	\$13.3M	\$12.5M	\$7.96M	\$6.66M	\$8.45M	\$6.36M	\$6.02M	\$10.6M	\$16.9M	\$25.9M	\$21.7M
Percent Change from Prior Year	67%	63%	52%	23%	18%	8%	-35%	76%	225%	156%	39%	-33%	-45%

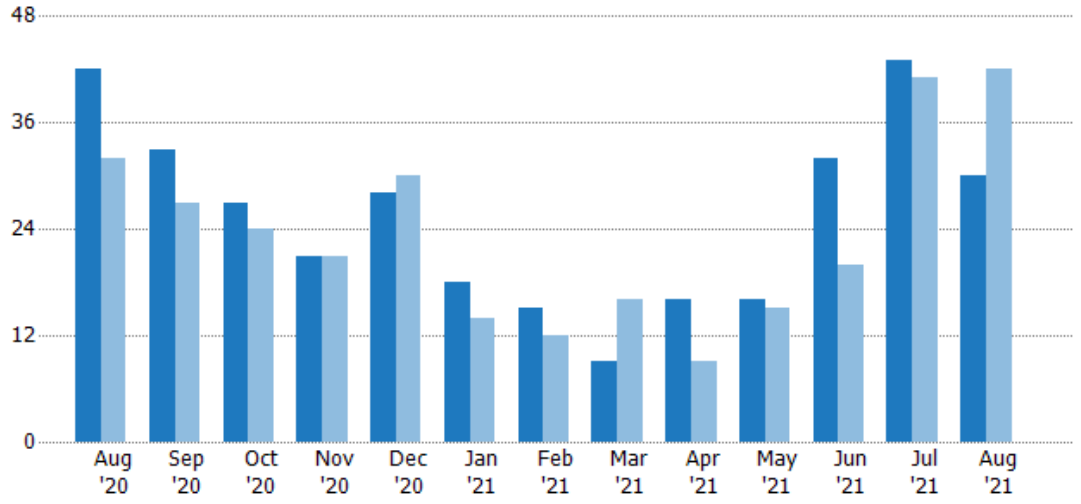
Closed Sales

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.
Aug '21	30	-28.6%
Aug '20	42	31.3%
Aug '19	32	-28.1%



Current Year	42	33	27	21	28	18	15	9	16	16	32	43	30
Prior Year	32	27	24	21	30	14	12	16	9	15	20	41	42
Percent Change from Prior Year	31%	22%	13%	0%	-7%	29%	25%	-44%	78%	7%	60%	5%	-29%

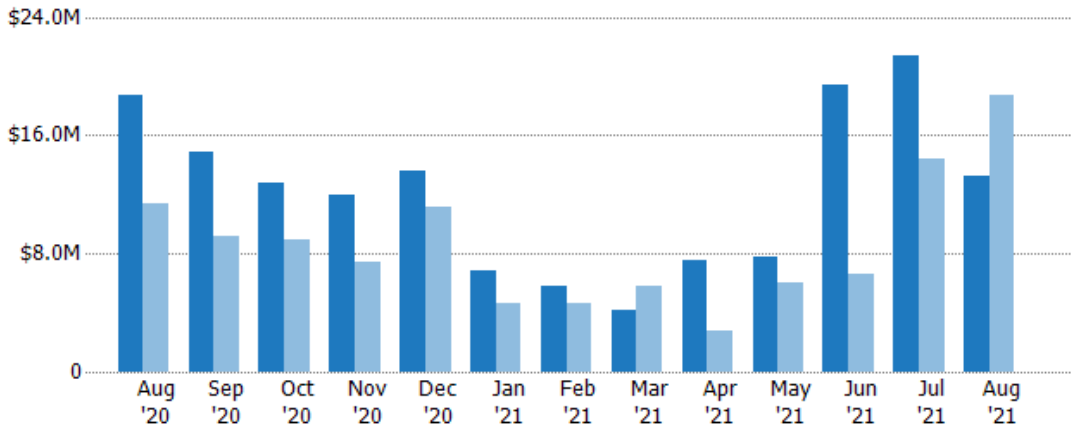
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Aug '21	\$13.2M	-29.3%
Aug '20	\$18.7M	65.1%
Aug '19	\$11.3M	-38.4%



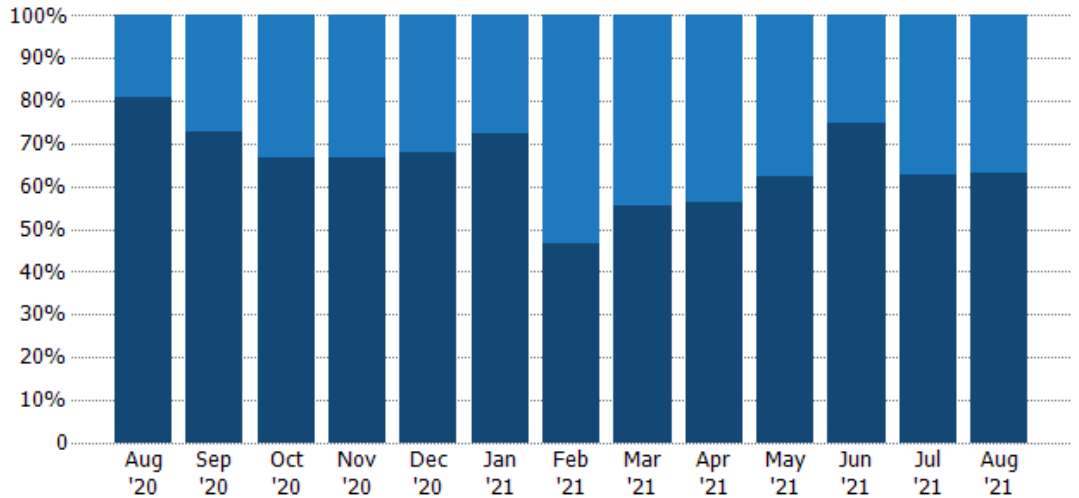
Current Year	\$18.7M	\$14.9M	\$12.7M	\$11.9M	\$13.6M	\$6.85M	\$5.74M	\$4.14M	\$7.58M	\$7.76M	\$19.4M	\$21.4M	\$13.2M
Prior Year	\$11.3M	\$9.21M	\$8.91M	\$7.48M	\$11.1M	\$4.59M	\$4.58M	\$5.85M	\$2.79M	\$5.99M	\$6.59M	\$14.4M	\$18.7M
Percent Change from Prior Year	65%	62%	43%	60%	22%	49%	25%	-29%	172%	29%	194%	48%	-29%

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



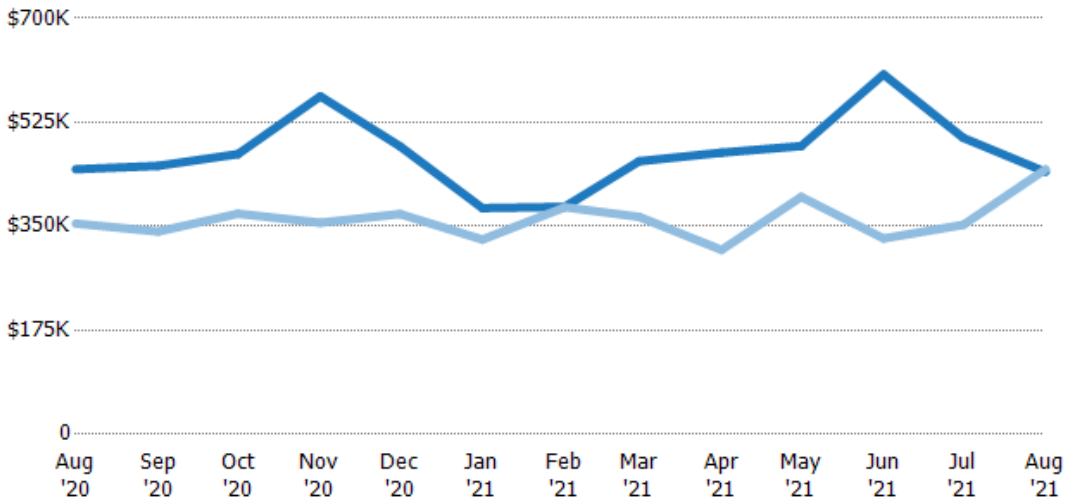
Property Type	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Condo/Townhouse	19%	27%	33%	33%	32%	28%	53%	44%	44%	38%	25%	37%	37%
Single Family Residence	81%	73%	67%	67%	68%	72%	47%	56%	56%	63%	75%	63%	63%

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.
Aug '21	\$441K	-1%
Aug '20	\$446K	25.8%
Aug '19	\$355K	-14.2%

Property Type	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$446K	\$452K	\$471K	\$569K	\$485K	\$381K	\$383K	\$459K	\$474K	\$485K	\$606K	\$499K	\$441K
Prior Year	\$355K	\$341K	\$371K	\$356K	\$371K	\$328K	\$382K	\$366K	\$310K	\$399K	\$330K	\$352K	\$446K
Percent Change from Prior Year	26%	32%	27%	60%	31%	16%	0%	26%	53%	21%	84%	42%	-1%

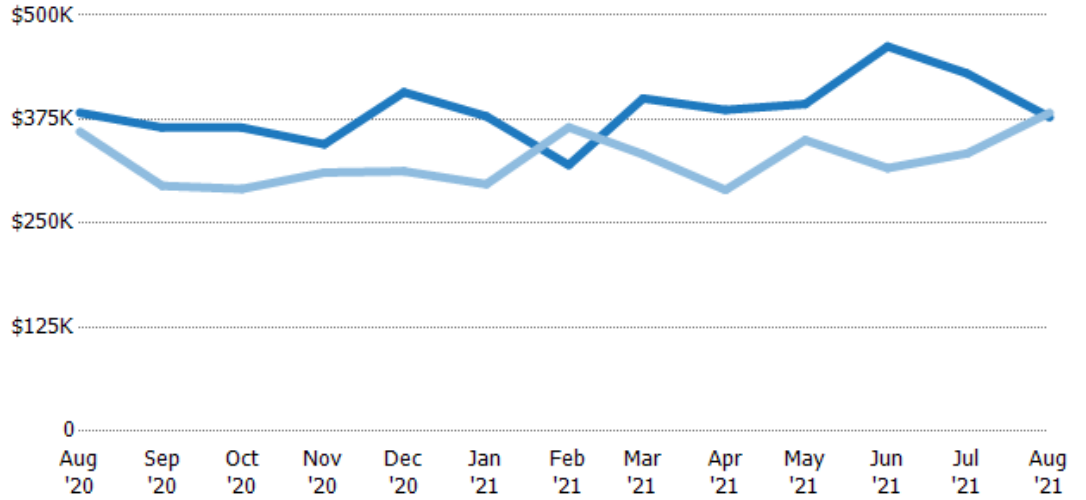
Median Sales Price

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.
Aug '21	\$377K	-1.4%
Aug '20	\$383K	6.3%
Aug '19	\$360K	-25%



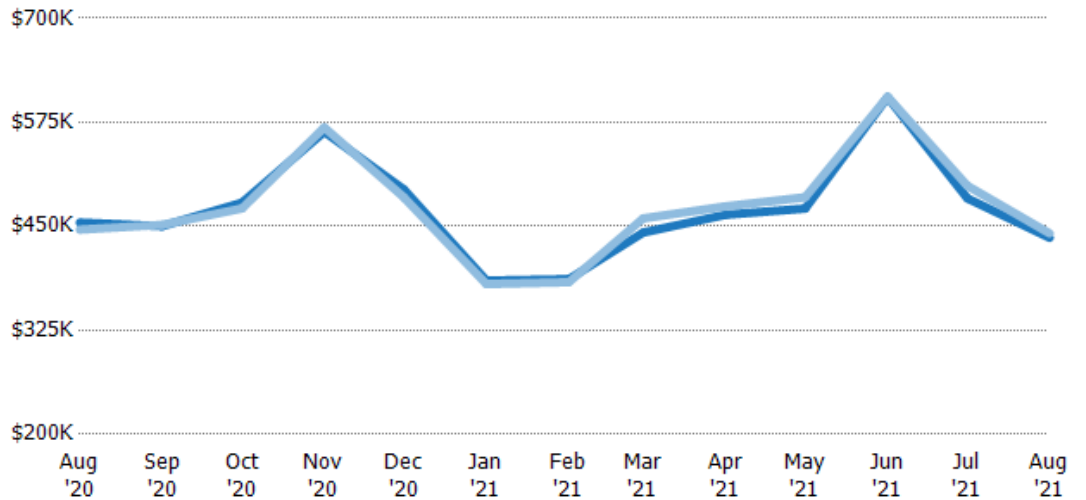
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$383K	\$365K	\$365K	\$345K	\$407K	\$379K	\$320K	\$400K	\$386K	\$393K	\$463K	\$430K	\$377K
Prior Year	\$360K	\$295K	\$291K	\$311K	\$313K	\$297K	\$365K	\$333K	\$290K	\$350K	\$316K	\$334K	\$383K
Percent Change from Prior Year	6%	24%	25%	11%	30%	27%	-12%	20%	33%	12%	46%	29%	-1%

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



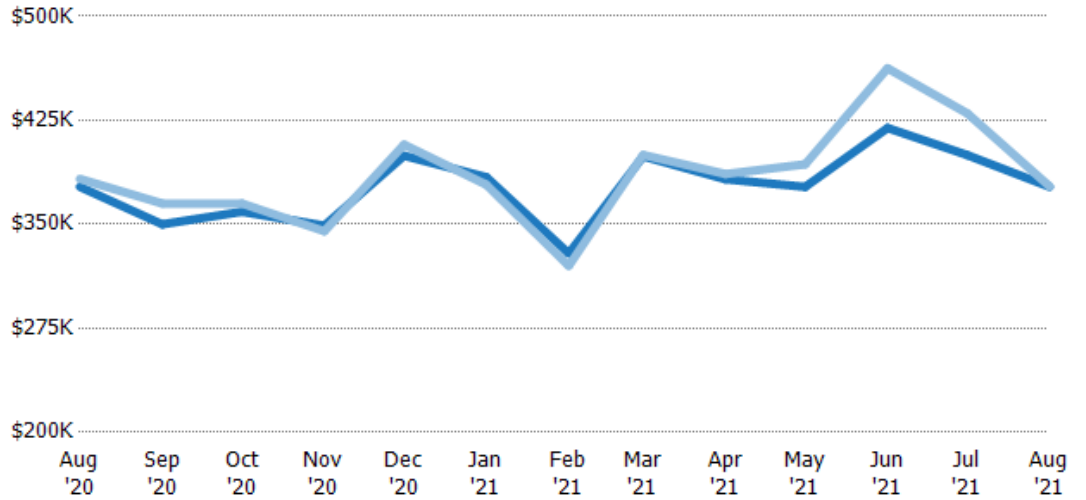
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg List Price	\$454K	\$450K	\$478K	\$564K	\$494K	\$385K	\$386K	\$442K	\$464K	\$471K	\$605K	\$484K	\$436K
Avg Sales Price	\$446K	\$452K	\$471K	\$569K	\$485K	\$381K	\$383K	\$459K	\$474K	\$485K	\$606K	\$499K	\$441K
Avg Sales Price as a % of Avg List Price	98%	100%	99%	101%	98%	99%	99%	104%	102%	103%	100%	103%	101%

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

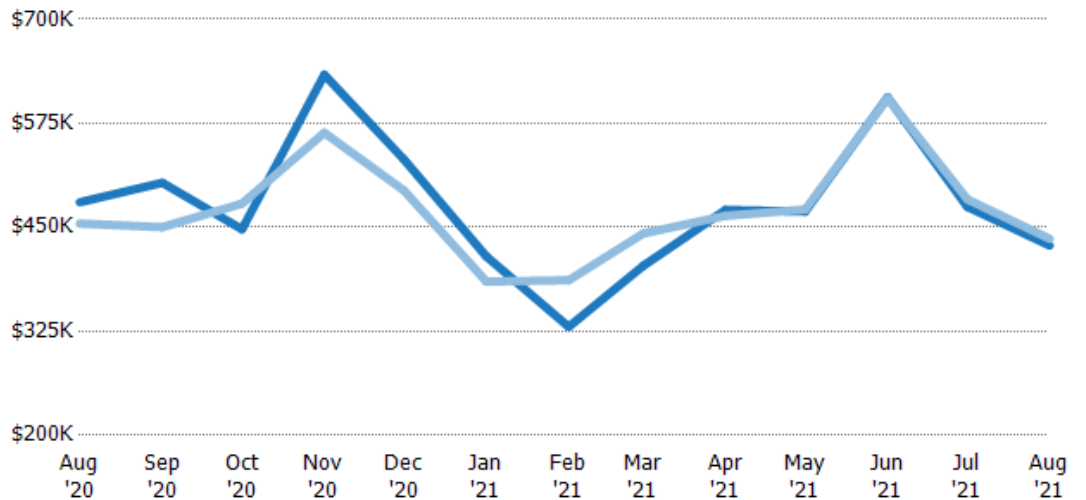


Average Sales Price vs Average Est Value

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

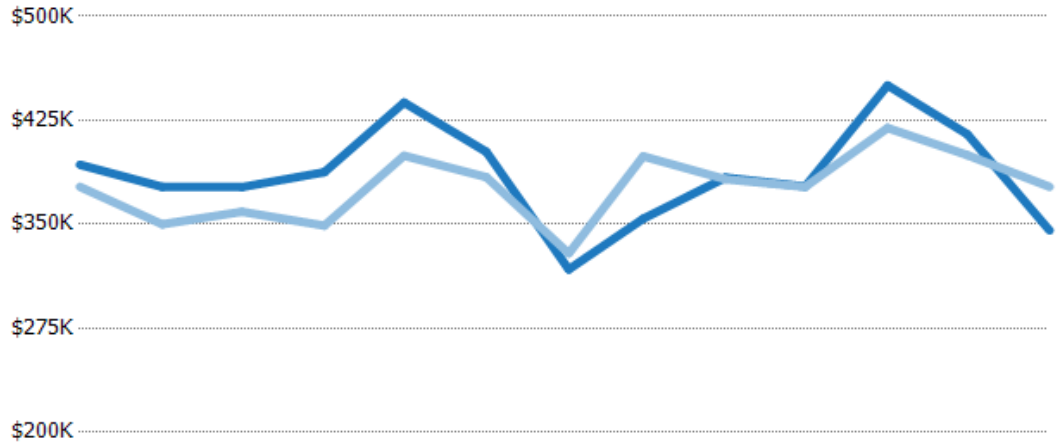


Median Sales Price vs Median Est Value

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$393K	\$377K	\$377K	\$388K	\$438K	\$402K	\$317K	\$354K	\$384K	\$377K	\$450K	\$415K	\$345K
Median Sales Price	\$377K	\$350K	\$359K	\$349K	\$399K	\$384K	\$329K	\$399K	\$382K	\$377K	\$419K	\$400K	\$377K
Med Sales Price as a % of Med Est Value	96%	93%	95%	90%	91%	95%	104%	113%	100%	100%	93%	96%	109%