

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	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	14	+35.7%	294	284	+3.5%
New Listing Volume	\$11,847,000	\$5,259,254	+125.3%	\$147,991,450	\$125,132,675	+18.3%
Active Listing Count	56	38	+47.4%	N/A	N/A	
Active Listing Volume	\$31,522,800	\$18,449,954	+70.9%	N/A	N/A	
Average Listing Price	\$562,907	\$485,525	+15.9%	\$522,346	\$469,875	+11.2%
Median Listing Price	\$399,950	\$425,000	-5.9%	\$412,936	\$393,634	+4.9%
Median Days in RPR	44.5	75.5	-41.1%	49	61.26	-20%
Months of Inventory	2.2	1.4	+53%	1.5	2	-27%
Absorption Rate	46.43%	71.05%	-24.6%	67.95%	49.57%	+18.4%
Sales Activity Charts Metrics						
New Pending Sales Count	4	18	-77.8%	265	298	-11.1%
New Pending Sales Volume	\$1,585,000	\$7,141,600	-77.8%	\$127,028,649	\$127,493,916	-0.4%
Pending Sales Count	6	34	-82.4%	N/A	N/A	
Pending Sales Volume	\$2,773,900	\$15,426,000	-82%	N/A	N/A	
Closed Sales Count	24	21	+14.3%	253	248	+2%
Closed Sales Volume	\$12,431,900	\$11,944,195	+4.1%	\$120,504,462	\$102,609,708	+17.4%
Average Sales Price	\$517,996	\$568,771	-8.9%	\$476,302	\$413,749	+15.1%
Median Sales Price	\$472,500	\$345,000	+37%	\$407,874	\$348,543	+17%

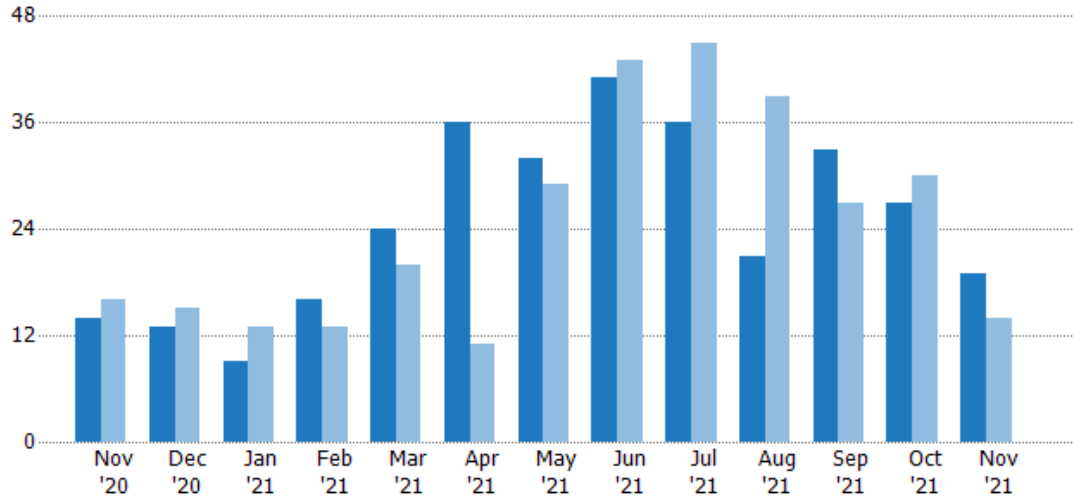
New Listings

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.
Nov '21	19	35.7%
Nov '20	14	-12.5%
Nov '19	16	12.5%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	14	13	9	16	24	36	32	41	36	21	33	27	19
Prior Year	16	15	13	13	20	11	29	43	45	39	27	30	14
Percent Change from Prior Year	-13%	-13%	-31%	23%	20%	227%	10%	-5%	-20%	-46%	22%	-10%	36%

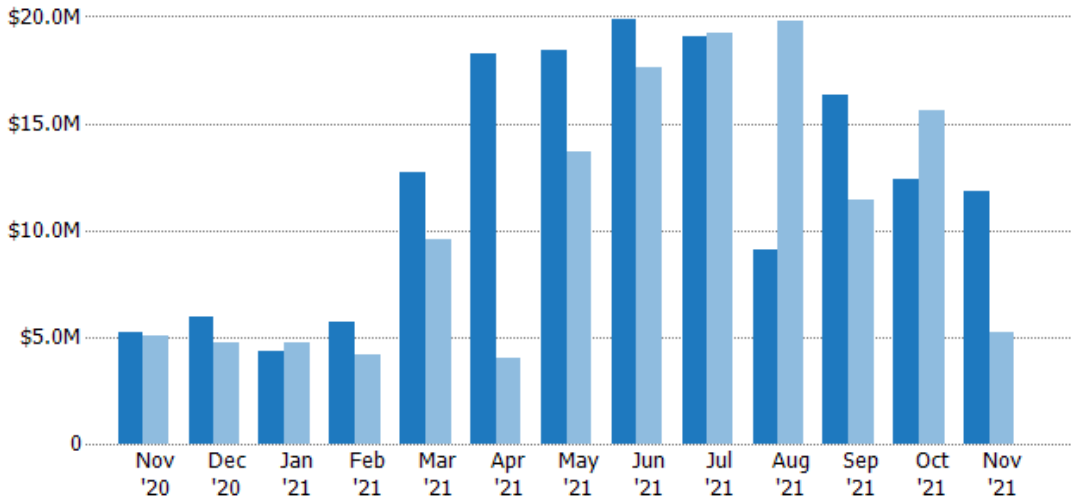
New Listing Volume

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.
Nov '21	\$11.8M	125.3%
Nov '20	\$5.26M	4.3%
Nov '19	\$5.04M	17.5%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$5.26M	\$5.93M	\$4.33M	\$5.68M	\$12.7M	\$18.2M	\$18.4M	\$19.9M	\$19.1M	\$9.05M	\$16.4M	\$12.4M	\$11.8M
Prior Year	\$5.04M	\$4.77M	\$4.78M	\$4.19M	\$9.58M	\$4.02M	\$13.7M	\$17.6M	\$19.2M	\$19.8M	\$11.4M	\$15.6M	\$5.26M
Percent Change from Prior Year	4%	24%	-9%	36%	33%	354%	35%	13%	-1%	-54%	44%	-21%	125%

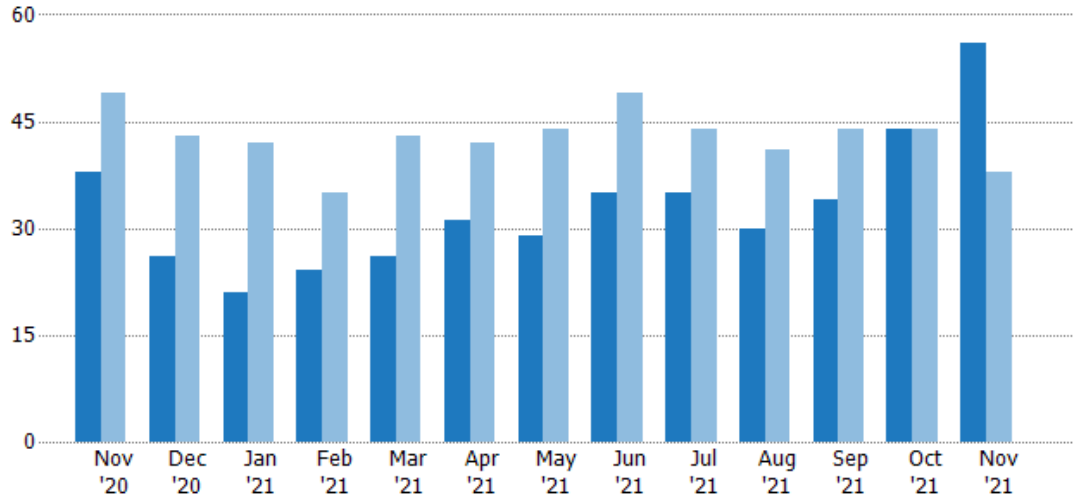
Active Listings

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.
Nov '21	56	47.4%
Nov '20	38	-22.4%
Nov '19	49	-8.2%



Current Year	38	26	21	24	26	31	29	35	35	30	34	44	56
Prior Year	49	43	42	35	43	42	44	49	44	41	44	44	38
Percent Change from Prior Year	-22%	-40%	-50%	-31%	-40%	-26%	-34%	-29%	-20%	-27%	-23%	0%	47%

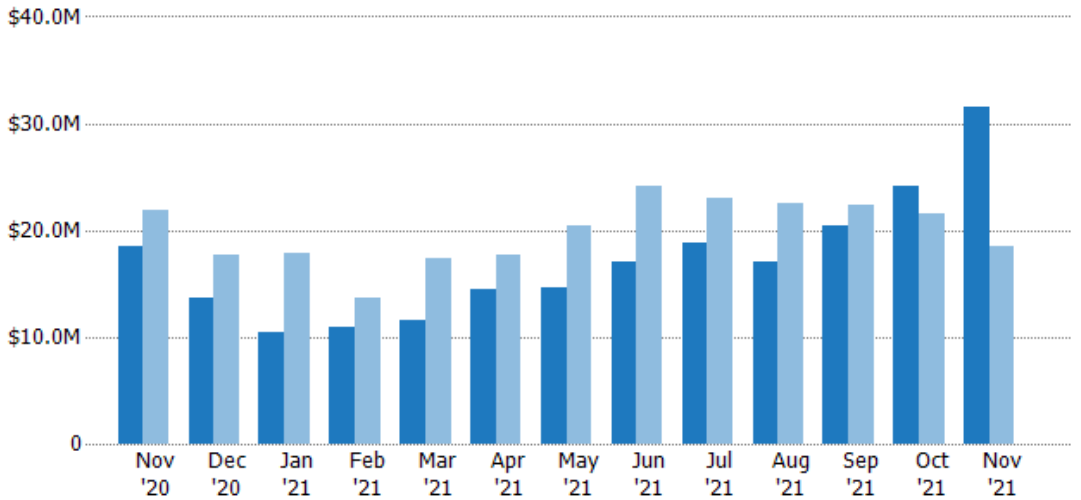
Active Listing Volume

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.
Nov '21	\$31.5M	70.9%
Nov '20	\$18.4M	-15.6%
Nov '19	\$21.9M	1.2%



Current Year	\$18.4M	\$13.7M	\$10.4M	\$10.9M	\$11.6M	\$14.4M	\$14.6M	\$17M	\$18.7M	\$17M	\$20.4M	\$24.1M	\$31.5M
Prior Year	\$21.9M	\$17.6M	\$17.9M	\$13.6M	\$17.4M	\$17.6M	\$20.4M	\$24.2M	\$23M	\$22.5M	\$22.3M	\$21.6M	\$18.4M
Percent Change from Prior Year	-16%	-22%	-42%	-20%	-33%	-18%	-29%	-30%	-19%	-24%	-9%	12%	71%

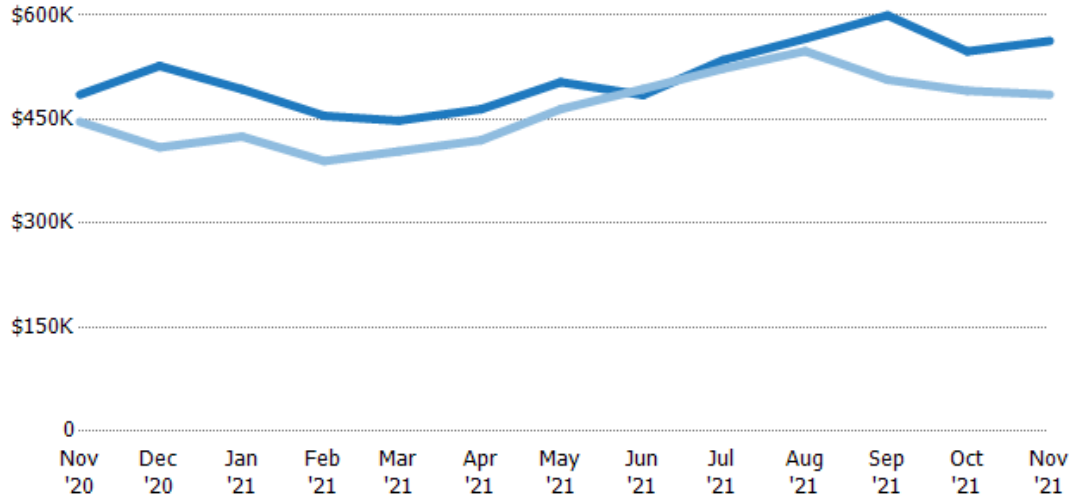
Average Listing Price

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.
Nov '21	\$563K	15.9%
Nov '20	\$486K	8.8%
Nov '19	\$446K	10.2%



Current Year	\$486K	\$527K	\$493K	\$455K	\$448K	\$465K	\$504K	\$485K	\$535K	\$566K	\$600K	\$548K	\$563K
Prior Year	\$446K	\$409K	\$425K	\$390K	\$404K	\$420K	\$465K	\$494K	\$523K	\$548K	\$507K	\$491K	\$486K
Percent Change from Prior Year	9%	29%	16%	17%	11%	11%	8%	-2%	2%	3%	18%	12%	16%

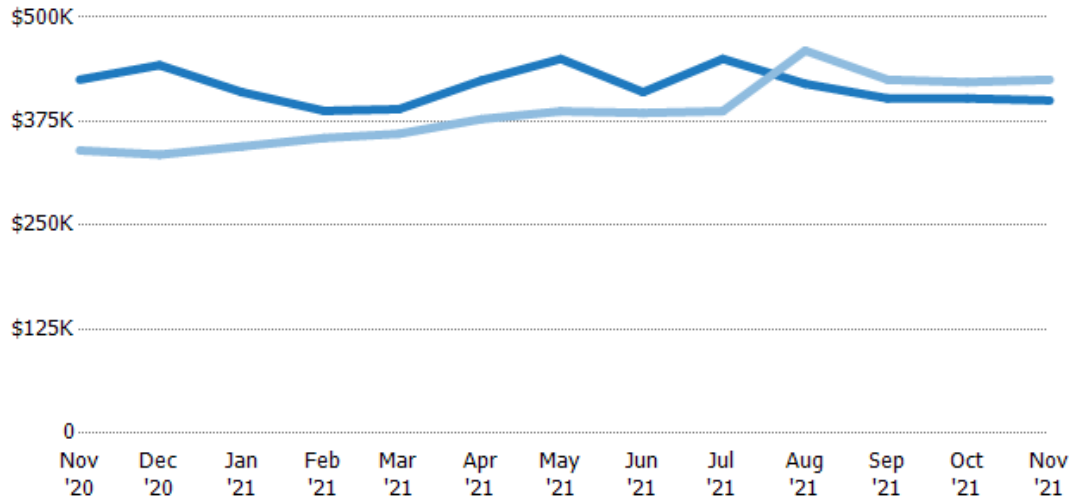
Median Listing Price

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.
Nov '21	\$400K	-5.9%
Nov '20	\$425K	25%
Nov '19	\$340K	20.6%



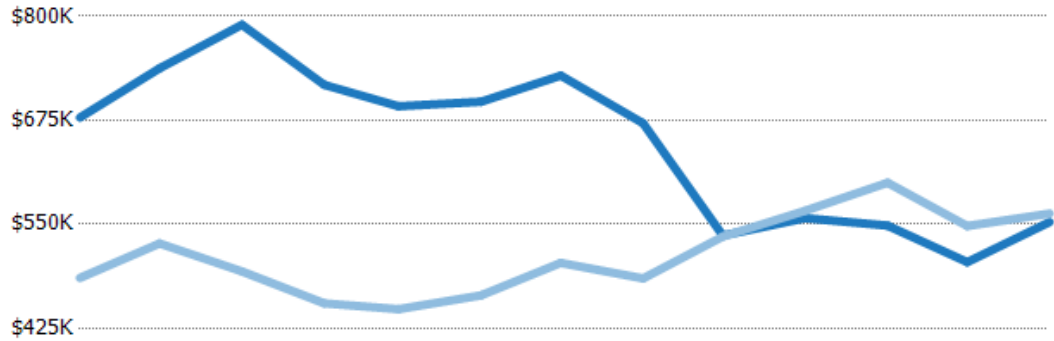
Current Year	\$425K	\$442K	\$410K	\$388K	\$390K	\$424K	\$450K	\$410K	\$450K	\$420K	\$403K	\$403K	\$400K
Prior Year	\$340K	\$335K	\$345K	\$355K	\$360K	\$378K	\$387K	\$385K	\$387K	\$460K	\$425K	\$422K	\$425K
Percent Change from Prior Year	25%	32%	19%	9%	8%	12%	16%	6%	16%	-9%	-5%	-5%	-6%

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



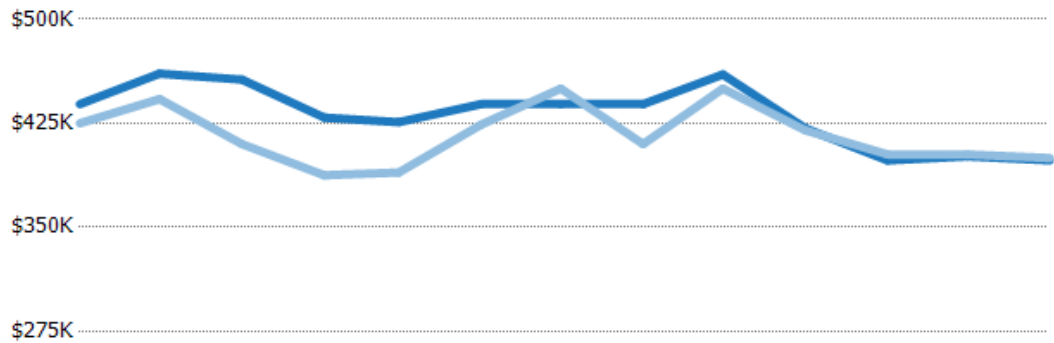
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$678K	\$737K	\$790K	\$718K	\$692K	\$697K	\$729K	\$671K	\$536K	\$557K	\$548K	\$505K	\$553K
Avg Listing Price	\$486K	\$527K	\$493K	\$455K	\$448K	\$465K	\$504K	\$485K	\$535K	\$566K	\$600K	\$548K	\$563K
Avg Listing Price as a % of Avg Est Value	72%	71%	62%	63%	65%	67%	69%	72%	100%	102%	109%	109%	102%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$439K	\$461K	\$456K	\$429K	\$426K	\$439K	\$439K	\$439K	\$460K	\$421K	\$398K	\$401K	\$398K
Median Listing Price	\$425K	\$442K	\$410K	\$388K	\$390K	\$424K	\$450K	\$410K	\$450K	\$420K	\$403K	\$403K	\$400K
Med Listing Price as a % of Med Est Value	97%	96%	90%	90%	91%	97%	103%	93%	98%	100%	101%	100%	100%

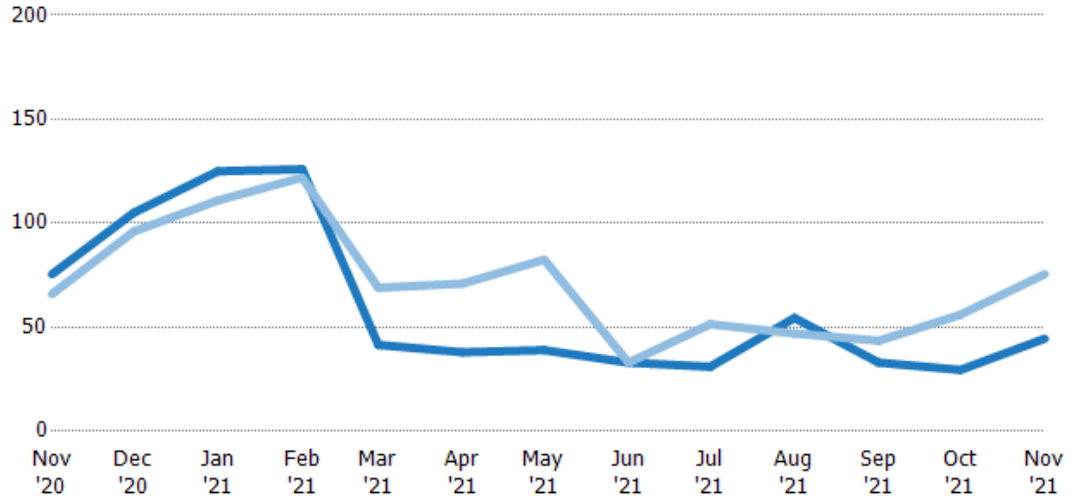
Median Days in RPR

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.
Nov '21	44.5	-41.1%
Nov '20	75.5	14.4%
Nov '19	66	90.9%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	75.5	105	125	126	41.5	38	39	33	31	54.5	33	29.5	44.5
Prior Year	66	96	111	122	69	71	82.5	33	51.5	47	43.5	56	75.5
Percent Change from Prior Year	14%	9%	13%	3%	-40%	-46%	-53%	0%	-40%	16%	-24%	-47%	-41%

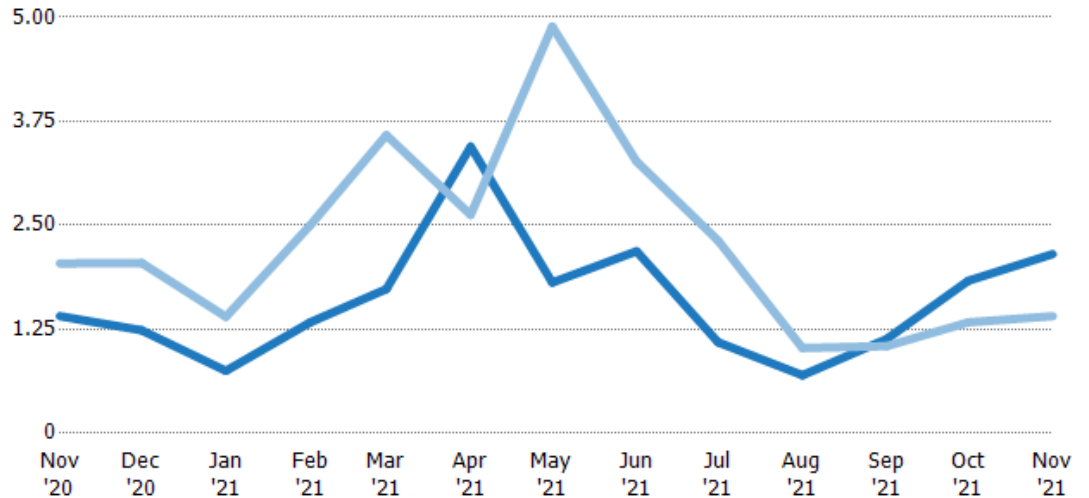
Months of Inventory

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.
Nov '21	2.15	53%
Nov '20	1.41	-31.1%
Nov '19	2.04	46.9%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	1.41	1.24	0	1.33	1.73	3.44	1.81	2.19	1.09	0	1.13	1.83	2.15
Prior Year	2.04	2.05	1.4	2.5	3.58	2.63	4.89	3.27	2.32	1.03	1.05	1.33	1.41
Percent Change from Prior Year	-31%	-40%	-46%	-47%	-52%	31%	-63%	-33%	-53%	-32%	8%	38%	53%

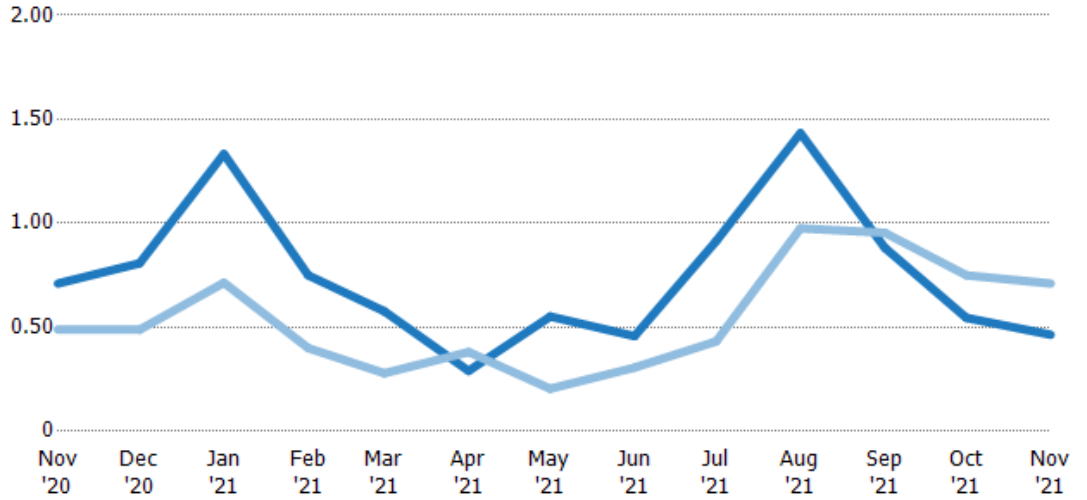
Absorption Rate

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.
Nov '21	46%	24.6%
Nov '20	71%	-22.1%
Nov '19	49%	-31.9%



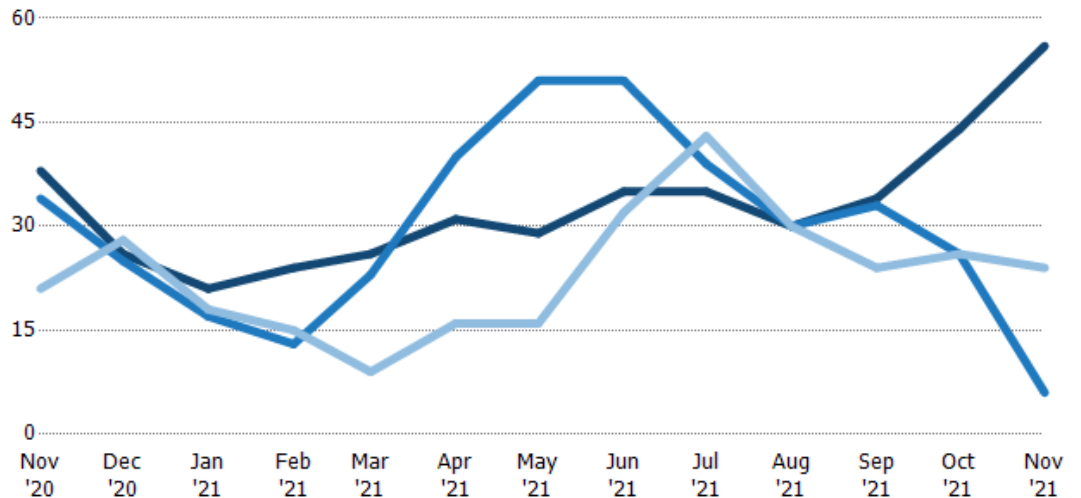
Current Year	71%	81%	133%	75%	58%	29%	55%	46%	91%	143%	88%	55%	46%
Prior Year	49%	49%	71%	40%	28%	38%	20%	31%	43%	98%	95%	75%	71%
Change from Prior Year	-22%	-32%	-62%	-35%	-30%	9%	-35%	-15%	-48%	-46%	7%	20%	25%

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	38	26	21	24	26	31	29	35	35	30	34	44	56
Pending	34	25	17	13	23	40	51	51	39	30	33	26	6
Sold	21	28	18	15	9	16	16	32	43	30	24	26	24

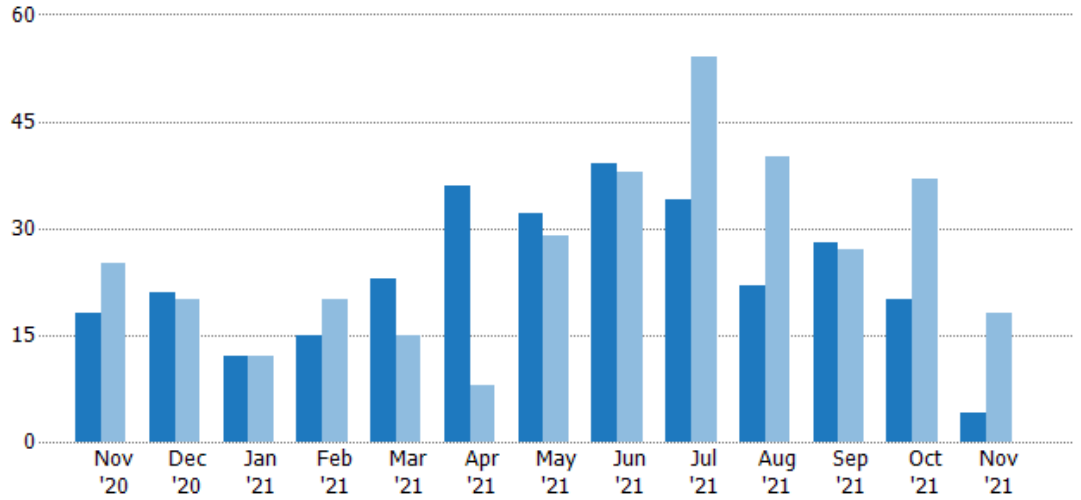
New Pending Sales

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.
Nov '21	4	-77.8%
Nov '20	18	-28%
Nov '19	25	0%



Current Year	18	21	12	15	23	36	32	39	34	22	28	20	4
Prior Year	25	20	12	20	15	8	29	38	54	40	27	37	18
Percent Change from Prior Year	-28%	5%	0%	-25%	53%	350%	10%	3%	-37%	-45%	4%	-46%	-78%

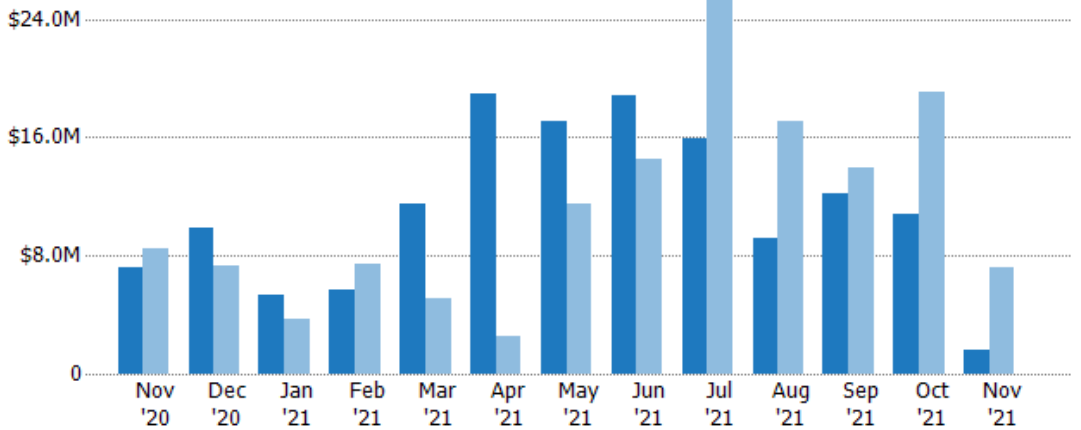
New Pending Sales Volume

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.
Nov '21	\$1.59M	-77.8%
Nov '20	\$7.14M	-15.6%
Nov '19	\$8.46M	4.9%



Current Year	\$7.14M	\$9.86M	\$5.38M	\$5.63M	\$11.5M	\$19M	\$17.1M	\$18.9M	\$15.9M	\$9.14M	\$12.2M	\$10.8M	\$1.59M
Prior Year	\$8.46M	\$7.32M	\$3.75M	\$7.38M	\$5.08M	\$2.5M	\$11.5M	\$14.5M	\$25.5M	\$17.1M	\$14M	\$19.1M	\$7.14M
Percent Change from Prior Year	-16%	35%	43%	-24%	126%	659%	48%	30%	-38%	-46%	-13%	-43%	-78%

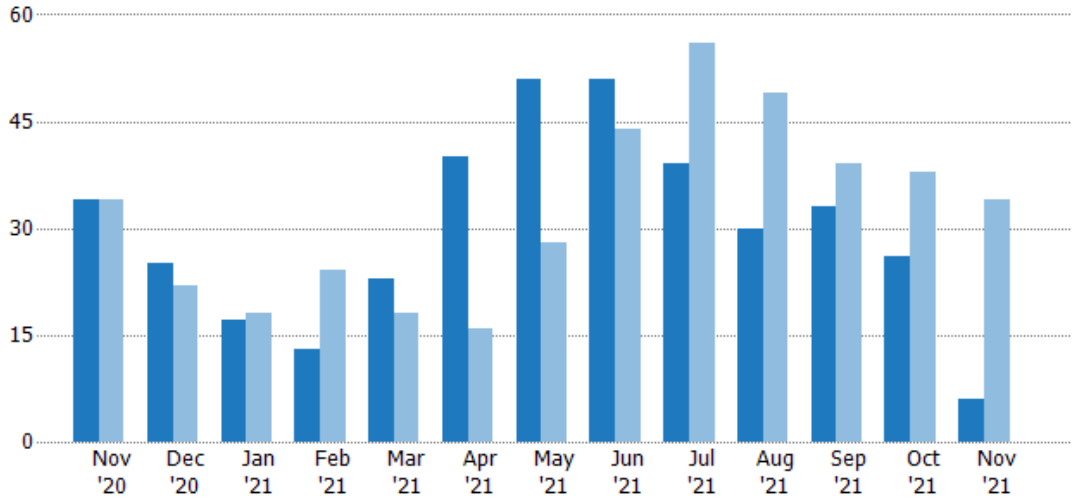
Pending Sales

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.
Nov '21	6	-82.4%
Nov '20	34	0%
Nov '19	34	-14.7%



Current Year	34	25	17	13	23	40	51	51	39	30	33	26	6
Prior Year	34	22	18	24	18	16	28	44	56	49	39	38	34
Percent Change from Prior Year	0%	14%	-6%	-46%	28%	150%	82%	16%	-30%	-39%	-15%	-32%	-82%

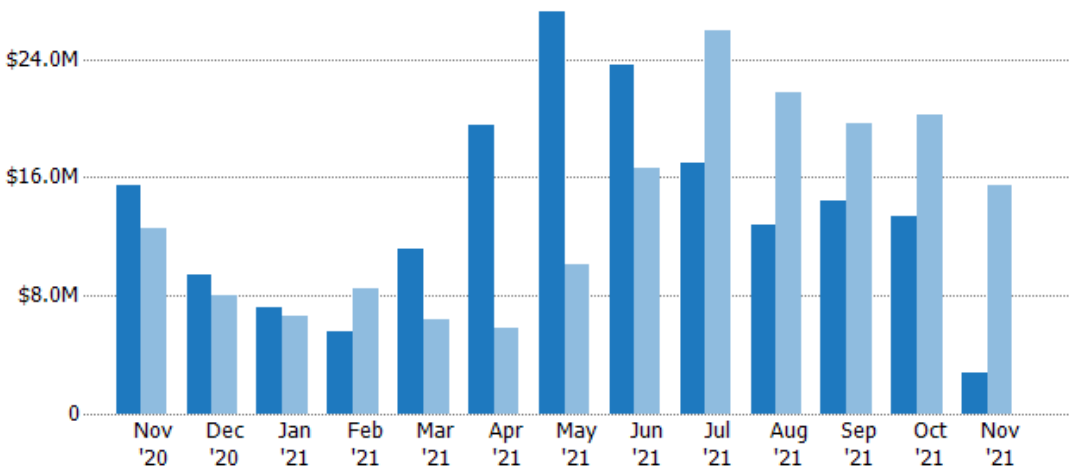
Pending Sales Volume

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.
Nov '21	\$2.77M	-82%
Nov '20	\$15.4M	23.2%
Nov '19	\$12.5M	-10.5%



Current Year	\$15.4M	\$9.43M	\$7.17M	\$5.52M	\$11.2M	\$19.6M	\$27.2M	\$23.6M	\$17M	\$12.8M	\$14.4M	\$13.3M	\$2.77M
Prior Year	\$12.5M	\$7.96M	\$6.66M	\$8.45M	\$6.36M	\$5.76M	\$10.1M	\$16.6M	\$25.9M	\$21.7M	\$19.6M	\$20.2M	\$15.4M
Percent Change from Prior Year	23%	18%	8%	-35%	76%	240%	170%	42%	-34%	-41%	-26%	-34%	-82%

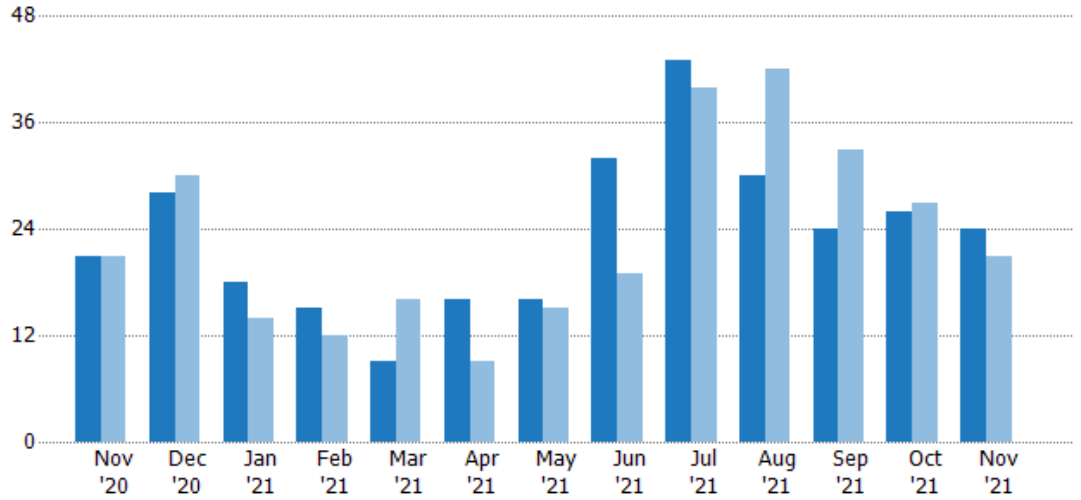
Closed Sales

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.
Nov '21	24	14.3%
Nov '20	21	0%
Nov '19	21	-9.5%



Current Year	21	28	18	15	9	16	16	32	43	30	24	26	24
Prior Year	21	30	14	12	16	9	15	19	40	42	33	27	21
Percent Change from Prior Year	0%	-7%	29%	25%	-44%	78%	7%	68%	8%	-29%	-27%	-4%	14%

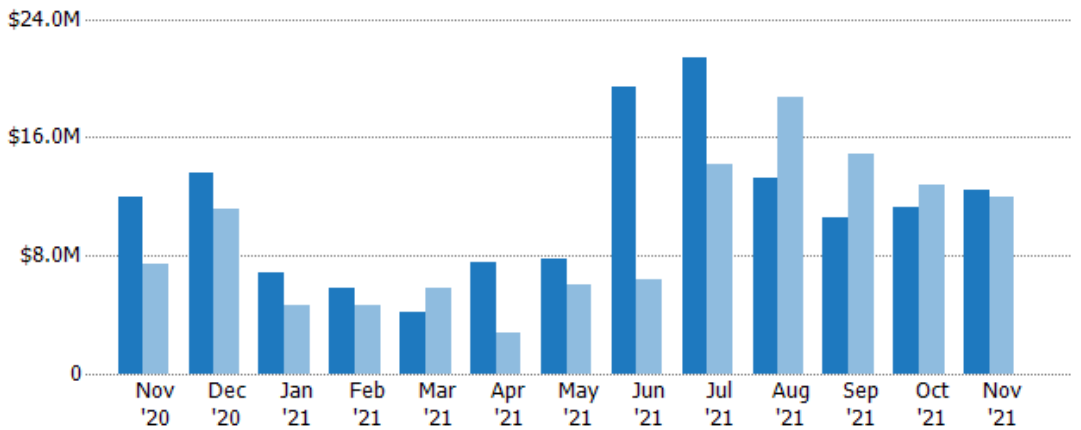
Closed Sales Volume

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.
Nov '21	\$12.4M	4.1%
Nov '20	\$11.9M	59.8%
Nov '19	\$7.48M	-2.6%



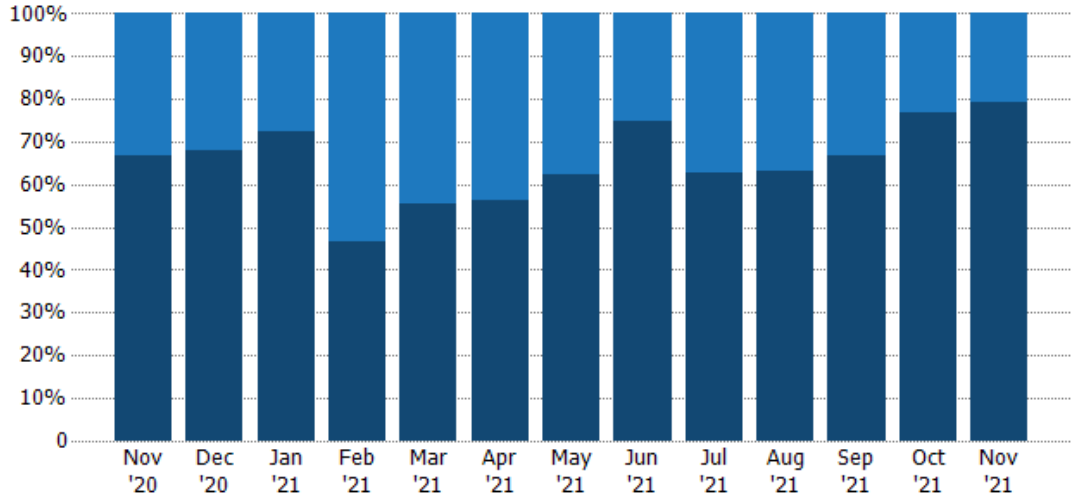
Current Year	\$11.9M	\$13.6M	\$6.85M	\$5.74M	\$4.14M	\$7.58M	\$7.76M	\$19.4M	\$21.4M	\$13.2M	\$10.6M	\$11.3M	\$12.4M
Prior Year	\$7.48M	\$11.1M	\$4.59M	\$4.58M	\$5.85M	\$2.79M	\$5.99M	\$6.33M	\$14.2M	\$18.7M	\$14.9M	\$12.7M	\$11.9M
Percent Change from Prior Year	60%	22%	49%	25%	-29%	172%	29%	206%	51%	-29%	-29%	-11%	4%

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



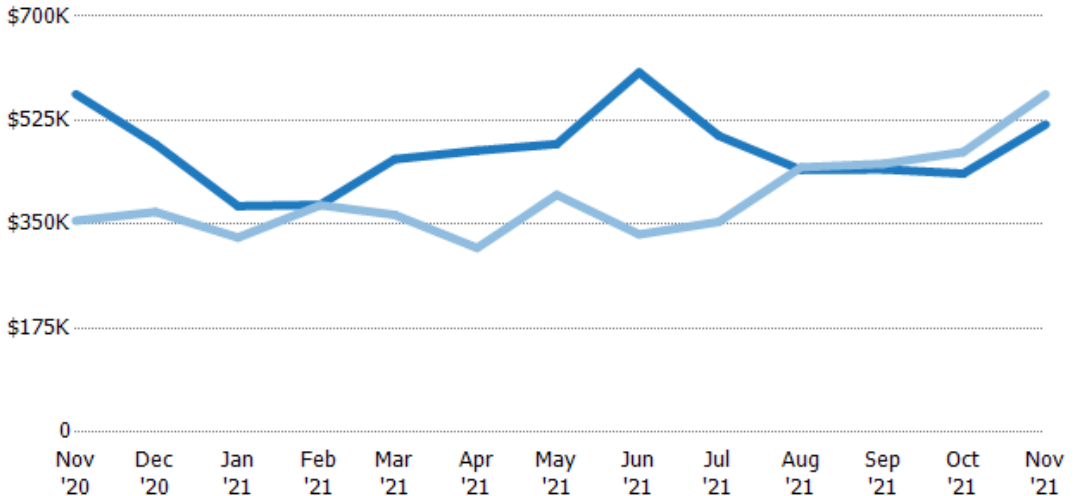
Condo/Townhouse	33%	32%	28%	53%	44%	44%	38%	25%	37%	37%	33%	23%	21%
Single Family Residence	67%	68%	72%	47%	56%	56%	63%	75%	63%	63%	67%	77%	79%

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.
Nov '21	\$518K	-8.9%
Nov '20	\$569K	59.8%
Nov '19	\$356K	7.6%

Current Year	\$569K	\$485K	\$381K	\$383K	\$459K	\$474K	\$485K	\$606K	\$499K	\$441K	\$442K	\$435K	\$518K
Prior Year	\$356K	\$371K	\$328K	\$382K	\$366K	\$310K	\$399K	\$333K	\$354K	\$446K	\$452K	\$471K	\$569K
Percent Change from Prior Year	60%	31%	16%	0%	26%	53%	21%	82%	41%	-1%	-2%	-8%	-9%

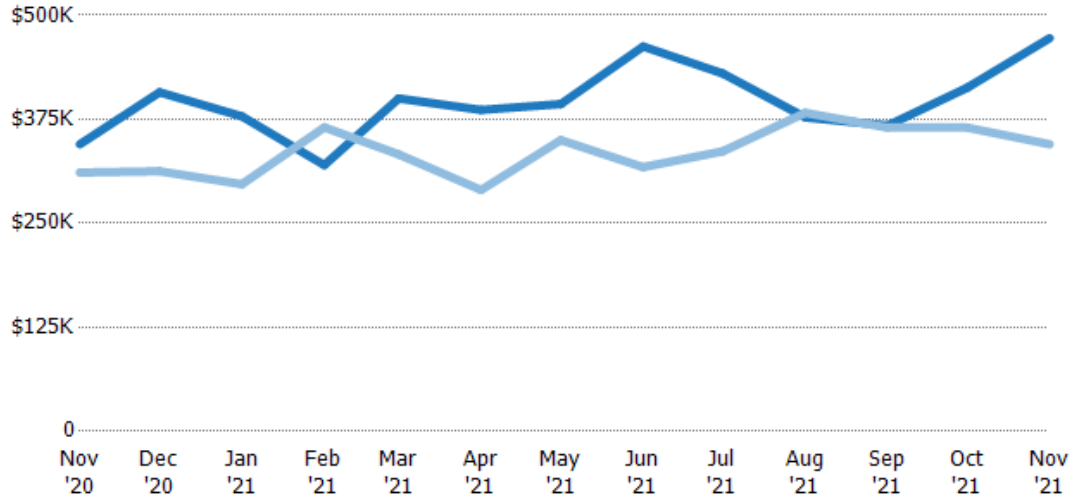
Median Sales Price

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.
Nov '21	\$473K	37%
Nov '20	\$345K	10.9%
Nov '19	\$311K	2.6%



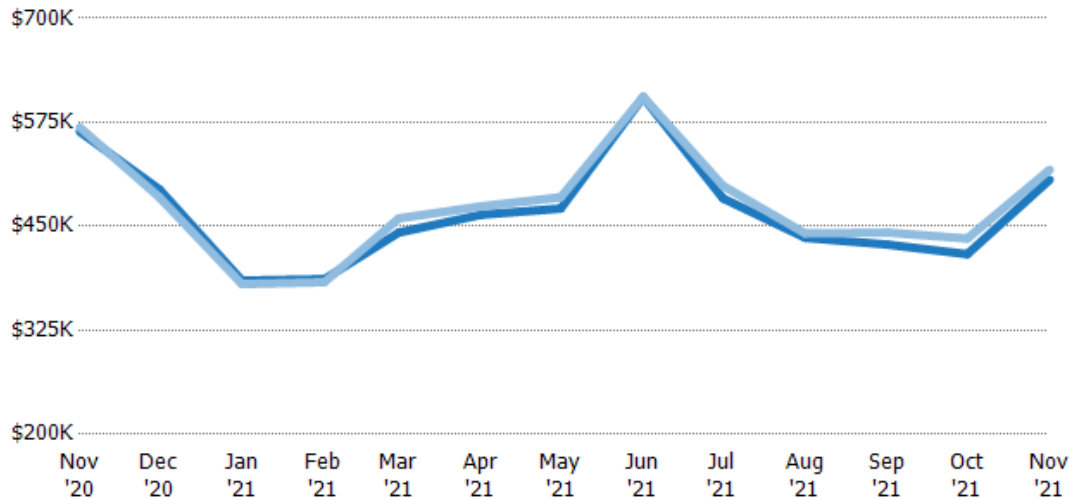
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$345K	\$407K	\$379K	\$320K	\$400K	\$386K	\$393K	\$463K	\$430K	\$377K	\$368K	\$413K	\$473K
Prior Year	\$311K	\$313K	\$297K	\$365K	\$333K	\$290K	\$350K	\$318K	\$337K	\$383K	\$365K	\$365K	\$345K
Percent Change from Prior Year	11%	30%	27%	-12%	20%	33%	12%	46%	28%	-1%	1%	13%	37%

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



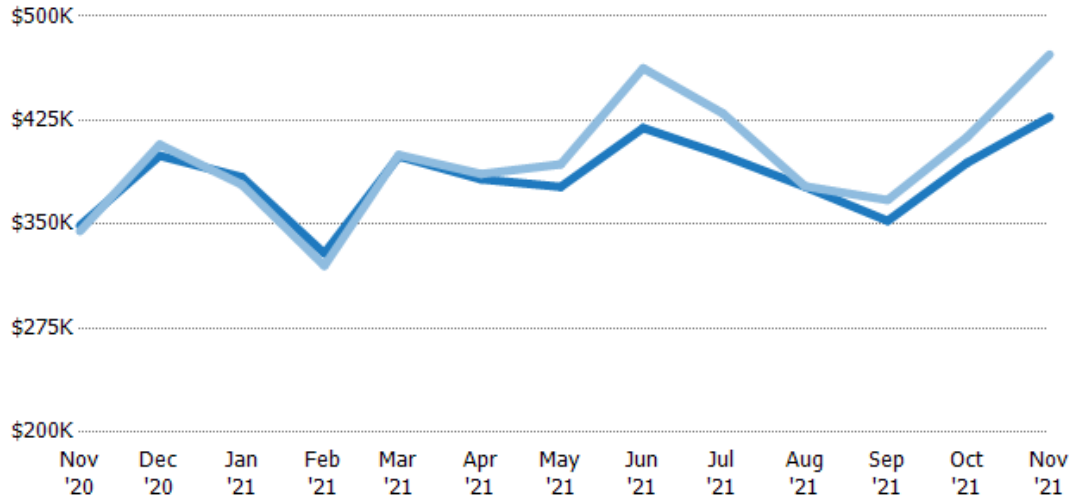
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg List Price	\$564K	\$494K	\$385K	\$386K	\$442K	\$464K	\$471K	\$605K	\$484K	\$436K	\$428K	\$416K	\$506K
Avg Sales Price	\$569K	\$485K	\$381K	\$383K	\$459K	\$474K	\$485K	\$606K	\$499K	\$441K	\$442K	\$435K	\$518K
Avg Sales Price as a % of Avg List Price	101%	98%	99%	99%	104%	102%	103%	100%	103%	101%	103%	105%	102%

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

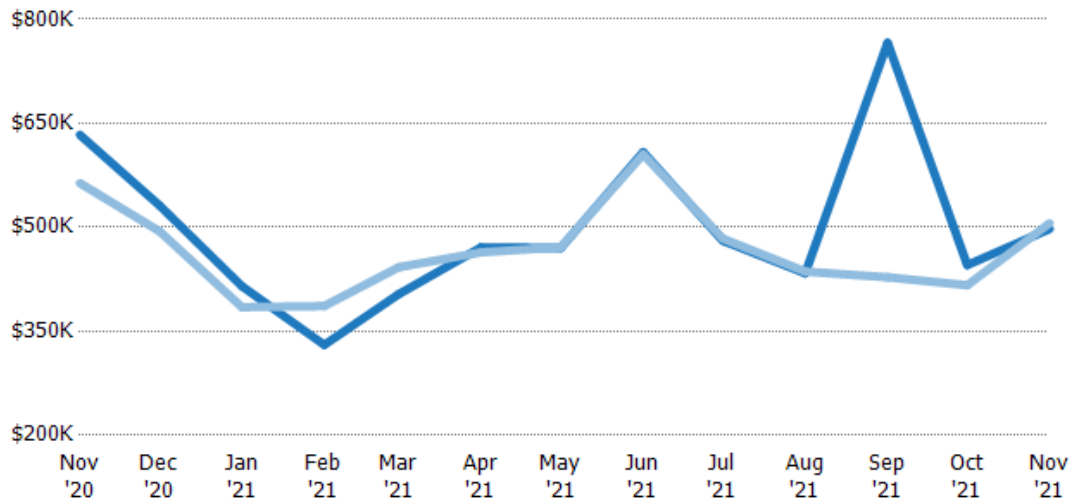


Average Sales Price vs Average Est Value

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

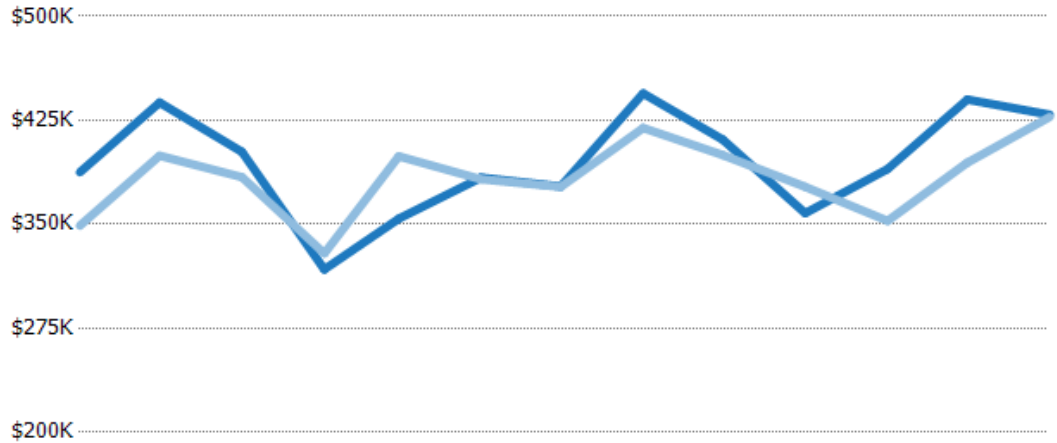


Median Sales Price vs Median Est Value

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$388K	\$438K	\$402K	\$317K	\$354K	\$384K	\$377K	\$444K	\$411K	\$358K	\$390K	\$440K	\$429K
Median Sales Price	\$349K	\$399K	\$384K	\$329K	\$399K	\$382K	\$377K	\$419K	\$400K	\$377K	\$352K	\$394K	\$427K
Med Sales Price as a % of Med Est Value	90%	91%	95%	104%	113%	100%	100%	94%	97%	105%	90%	90%	100%