

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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	30	-10%	276	271	+1.8%
New Listing Volume	\$12,357,600	\$15,608,100	-20.8%	\$136,430,950	\$120,132,921	+13.6%
Active Listing Count	44	44	+/-	N/A	N/A	
Active Listing Volume	\$24,109,200	\$21,609,200	+11.6%	N/A	N/A	
Average Listing Price	\$547,936	\$491,118	+11.6%	\$514,995	\$467,998	+10%
Median Listing Price	\$402,500	\$422,000	-4.6%	\$415,290	\$390,066	+6.5%
Median Days in RPR	29.5	56	-47.3%	49.4	59.75	-17.3%
Months of Inventory	1.8	1.3	+32%	1.4	2	-33.7%
Absorption Rate	56.82%	75%	-18.2%	73.79%	48.95%	+24.8%
Sales Activity Charts Metrics						
New Pending Sales Count	20	37	-45.9%	262	281	-6.8%
New Pending Sales Volume	\$10,796,500	\$19,081,000	-43.4%	\$125,730,149	\$120,611,816	+4.2%
Pending Sales Count	26	38	-31.6%	N/A	N/A	
Pending Sales Volume	\$13,331,000	\$20,200,400	-34%	N/A	N/A	
Closed Sales Count	26	27	-3.7%	230	228	+0.9%
Closed Sales Volume	\$11,317,275	\$12,728,642	-11.1%	\$108,359,562	\$90,930,513	+19.2%
Average Sales Price	\$435,280	\$471,431	-7.7%	\$471,129	\$398,818	+18.1%
Median Sales Price	\$413,000	\$365,000	+13.2%	\$400,683	\$348,623	+14.9%

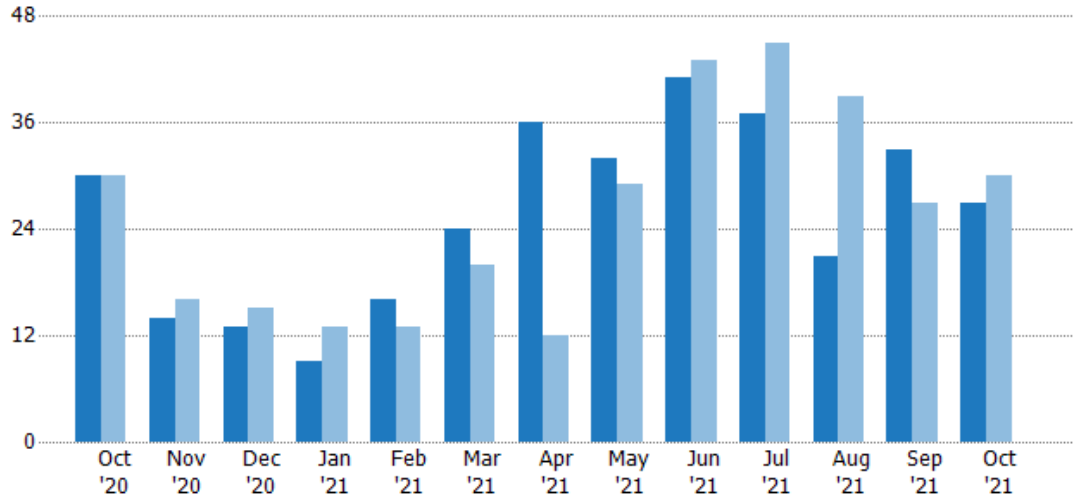
New Listings

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.
Oct '21	27	-10%
Oct '20	30	0%
Oct '19	30	-73.3%



Current Year	30	14	13	9	16	24	36	32	41	37	21	33	27
Prior Year	30	16	15	13	13	20	12	29	43	45	39	27	30
Percent Change from Prior Year	0%	-13%	-13%	-31%	23%	20%	200%	10%	-5%	-18%	-46%	22%	-10%

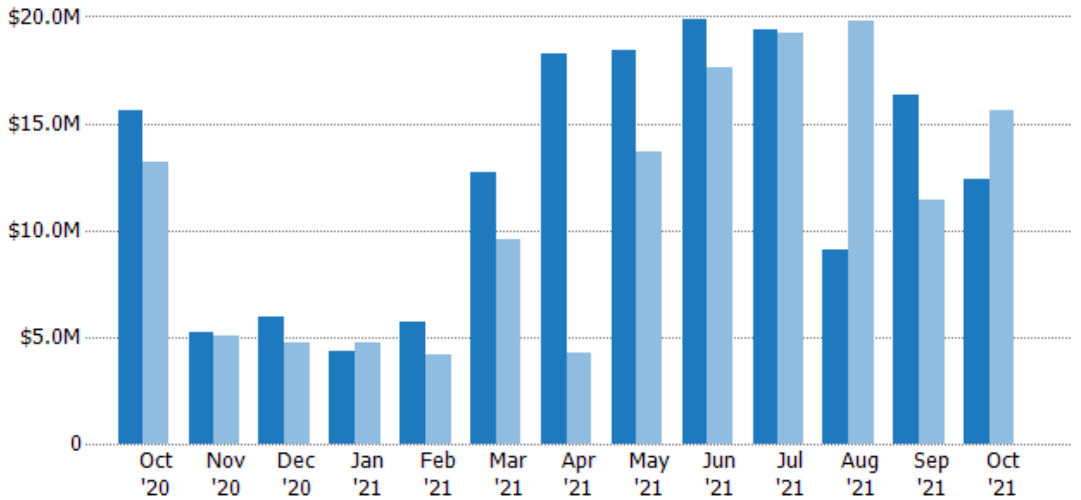
New Listing Volume

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.
Oct '21	\$12.4M	-20.8%
Oct '20	\$15.6M	18%
Oct '19	\$13.2M	-79.6%



Current Year	\$15.6M	\$5.26M	\$5.93M	\$4.33M	\$5.68M	\$12.7M	\$18.2M	\$18.4M	\$19.9M	\$19.3M	\$9.05M	\$16.4M	\$12.4M
Prior Year	\$13.2M	\$5.04M	\$4.77M	\$4.78M	\$4.19M	\$9.58M	\$4.28M	\$13.7M	\$17.6M	\$19.2M	\$19.8M	\$11.4M	\$15.6M
Percent Change from Prior Year	18%	4%	24%	-9%	36%	33%	326%	35%	13%	1%	-54%	44%	-21%

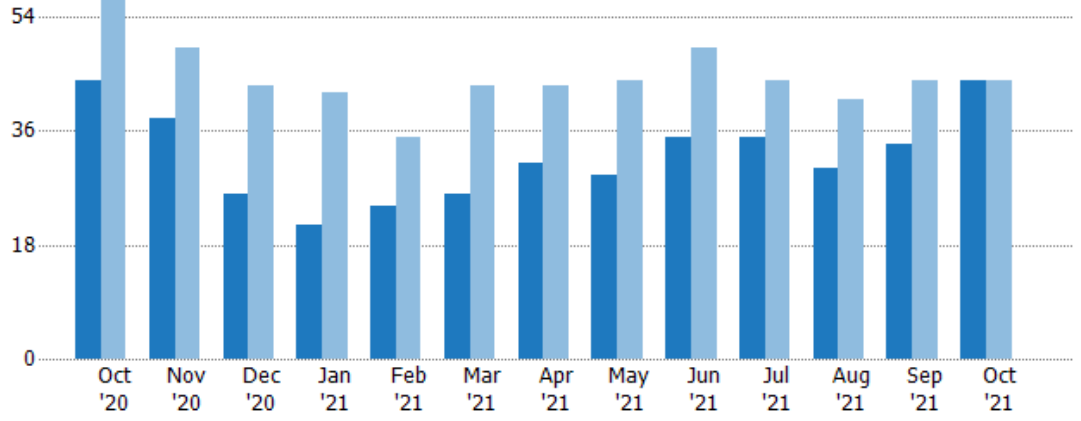
Active Listings

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.
Oct '21	44	0%
Oct '20	44	-26.7%
Oct '19	60	-5%



Current Year	44	38	26	21	24	26	31	29	35	35	30	34	44
Prior Year	60	49	43	42	35	43	43	44	49	44	41	44	44
Percent Change from Prior Year	-27%	-22%	-40%	-50%	-31%	-40%	-28%	-34%	-29%	-20%	-27%	-23%	0%

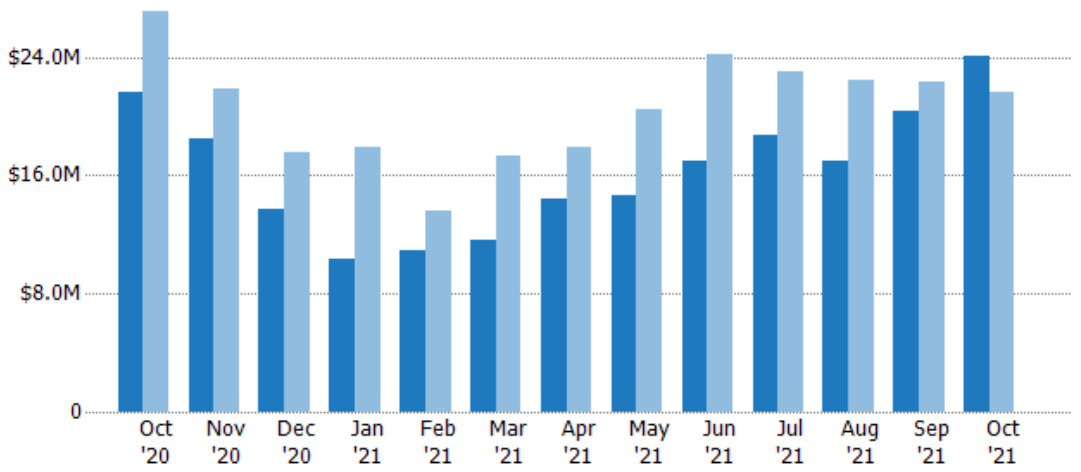
Active Listing Volume

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.
Oct '21	\$24.1M	11.6%
Oct '20	\$21.6M	-20.2%
Oct '19	\$27.1M	2.2%



Current Year	\$21.6M	\$18.4M	\$13.7M	\$10.4M	\$10.9M	\$11.6M	\$14.4M	\$14.6M	\$17M	\$18.7M	\$17M	\$20.4M	\$24.1M
Prior Year	\$27.1M	\$21.9M	\$17.6M	\$17.9M	\$13.6M	\$17.4M	\$17.9M	\$20.4M	\$24.2M	\$23M	\$22.5M	\$22.3M	\$21.6M
Percent Change from Prior Year	-20%	-16%	-22%	-42%	-20%	-33%	-19%	-29%	-30%	-19%	-24%	-9%	12%

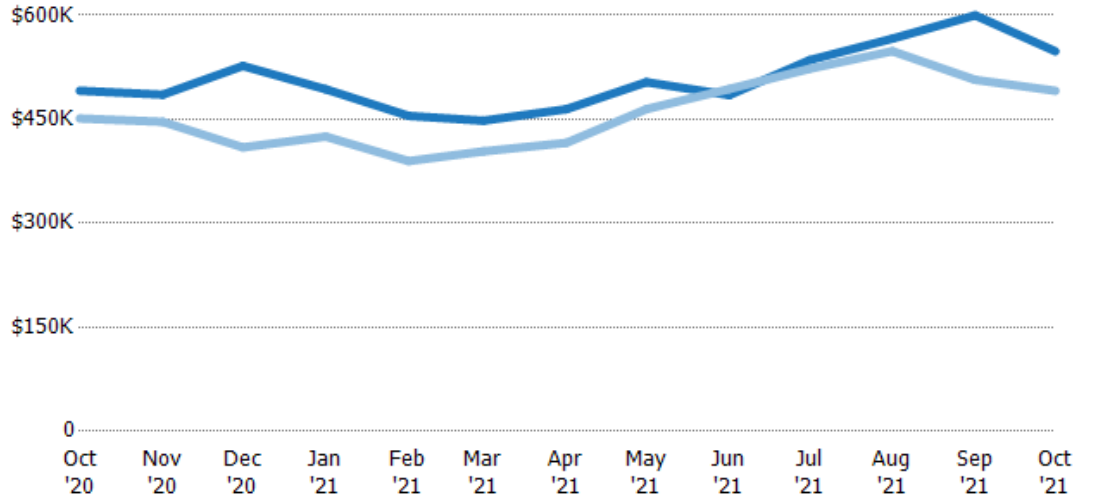
Average Listing Price

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.
Oct '21	\$548K	11.6%
Oct '20	\$491K	8.9%
Oct '19	\$451K	7.6%



Current Year	\$491K	\$486K	\$527K	\$493K	\$455K	\$448K	\$465K	\$504K	\$485K	\$535K	\$566K	\$600K	\$548K
Prior Year	\$451K	\$446K	\$409K	\$425K	\$390K	\$404K	\$416K	\$465K	\$494K	\$523K	\$548K	\$507K	\$491K
Percent Change from Prior Year	9%	9%	29%	16%	17%	11%	12%	8%	-2%	2%	3%	18%	12%

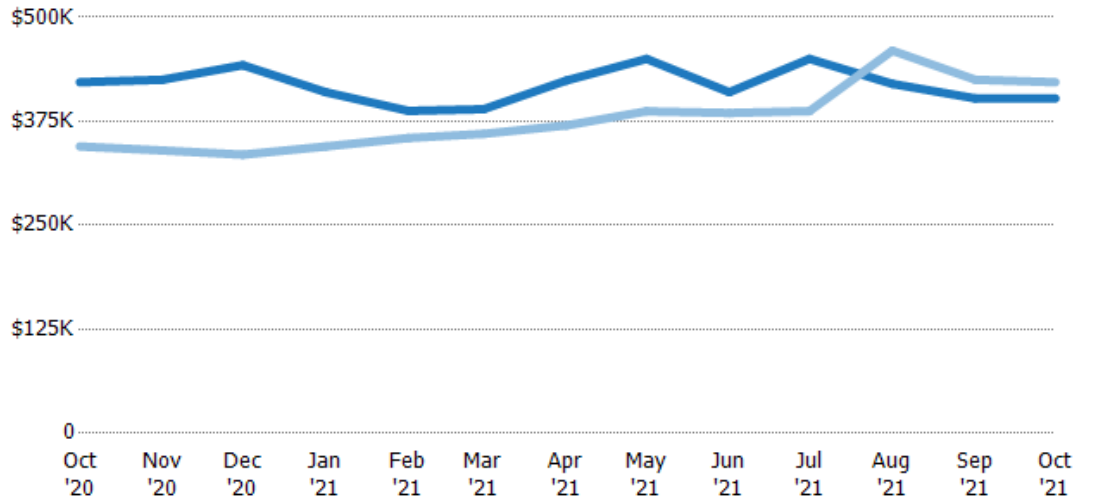
Median Listing Price

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.
Oct '21	\$403K	-4.6%
Oct '20	\$422K	22.4%
Oct '19	\$345K	16%



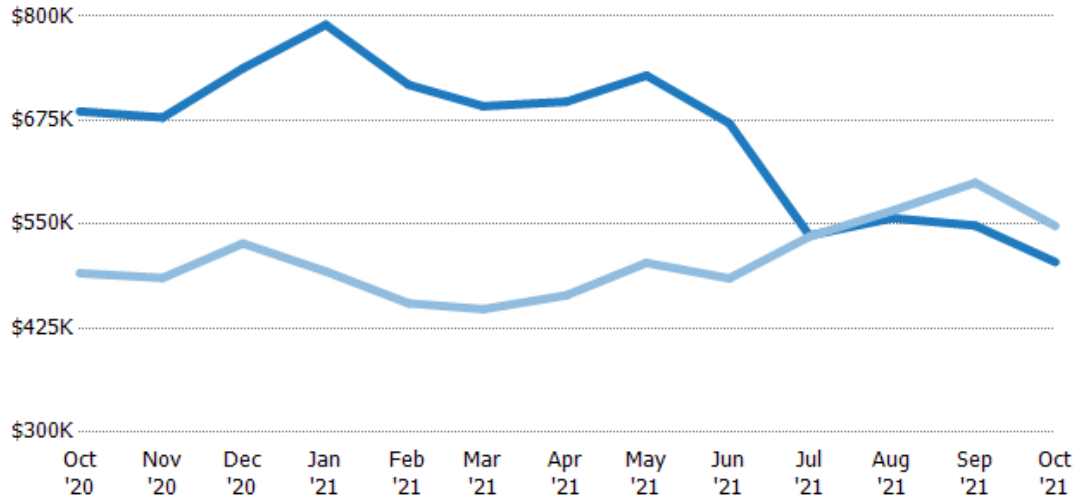
Current Year	\$422K	\$425K	\$442K	\$410K	\$388K	\$390K	\$424K	\$450K	\$410K	\$450K	\$420K	\$403K	\$403K
Prior Year	\$345K	\$340K	\$335K	\$345K	\$355K	\$360K	\$370K	\$387K	\$385K	\$387K	\$460K	\$425K	\$422K
Percent Change from Prior Year	22%	25%	32%	19%	9%	8%	15%	16%	6%	16%	-9%	-5%	-5%

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

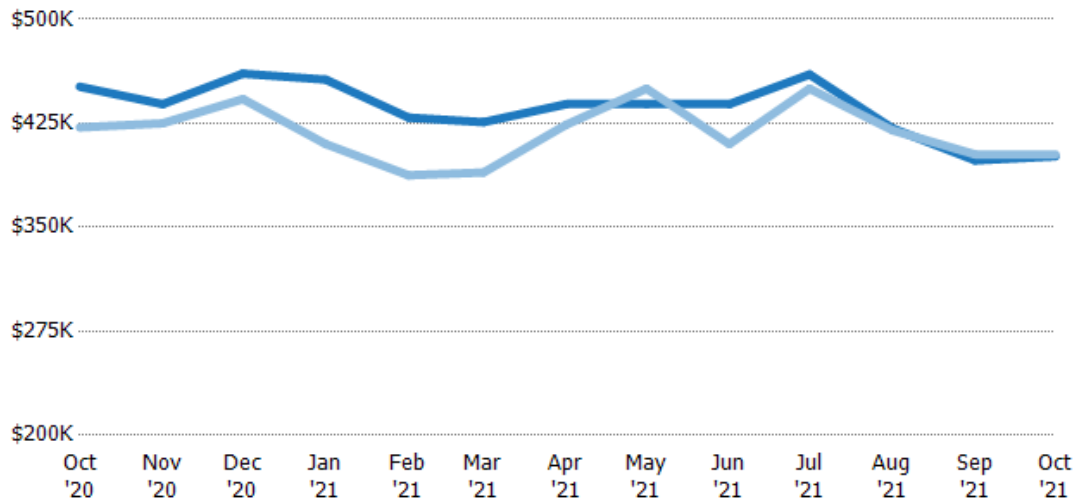


Median Listing Price vs Median Est Value

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



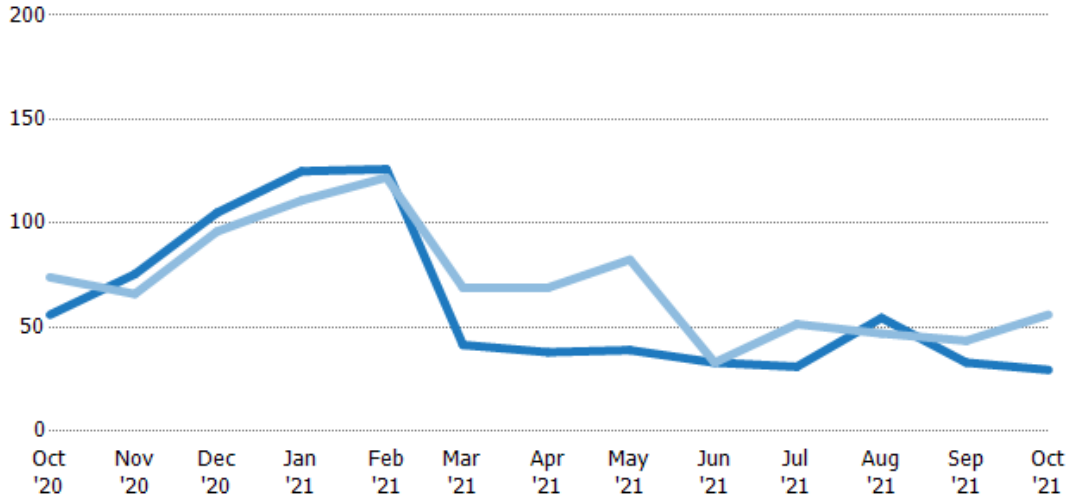
Median Days in RPR

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.
Oct '21	29.5	-47.3%
Oct '20	56	-24.3%
Oct '19	74	54.1%



Current Year	56	75.5	105	125	126	41.5	38	39	33	31	54.5	33	29.5
Prior Year	74	66	96	111	122	69	69	82.5	33	51.5	47	43.5	56
Percent Change from Prior Year	-24%	14%	9%	13%	3%	-40%	-45%	-53%	0%	-40%	16%	-24%	-47%

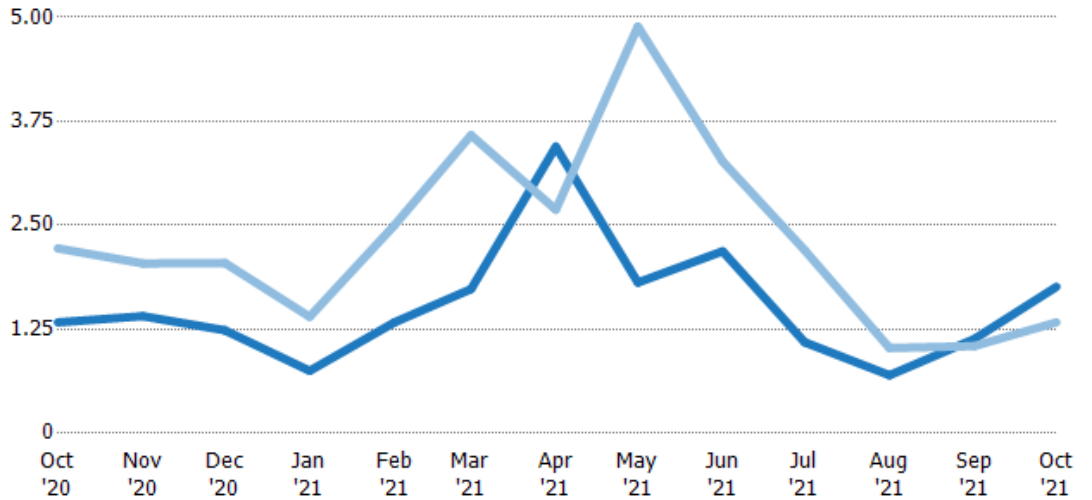
Months of Inventory

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.
Oct '21	1.76	32%
Oct '20	1.33	-40%
Oct '19	2.22	71%



Current Year	1.33	1.41	1.24	0	1.33	1.73	3.44	1.81	2.19	1.09	0	1.13	1.76
Prior Year	2.22	2.04	2.05	1.4	2.5	3.58	2.69	4.89	3.27	2.2	1.03	1.05	1.33
Percent Change from Prior Year	-40%	-31%	-40%	-46%	-47%	-52%	28%	-63%	-33%	-50%	-32%	8%	32%

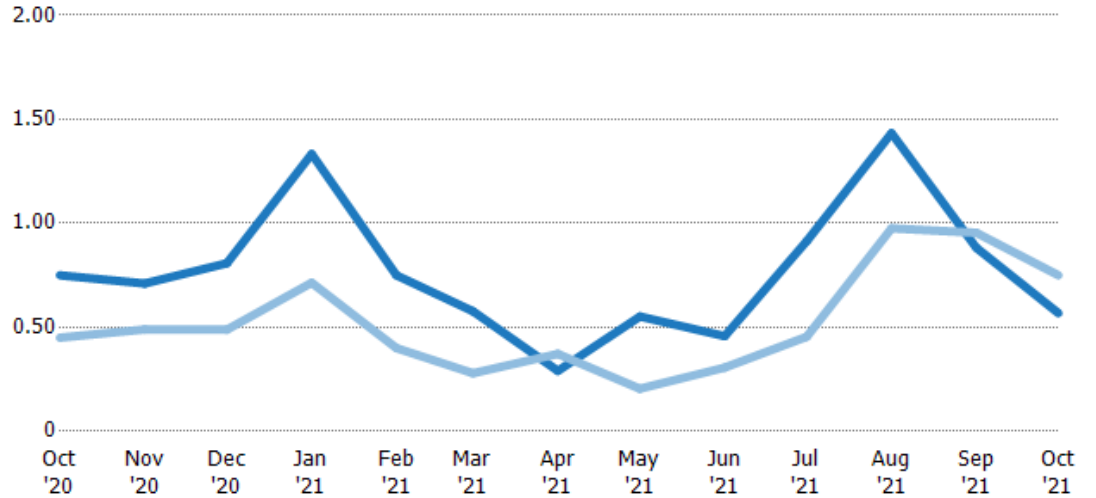
Absorption Rate

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.
Oct '21	57%	18.2%
Oct '20	75%	-30%
Oct '19	45%	-41.5%



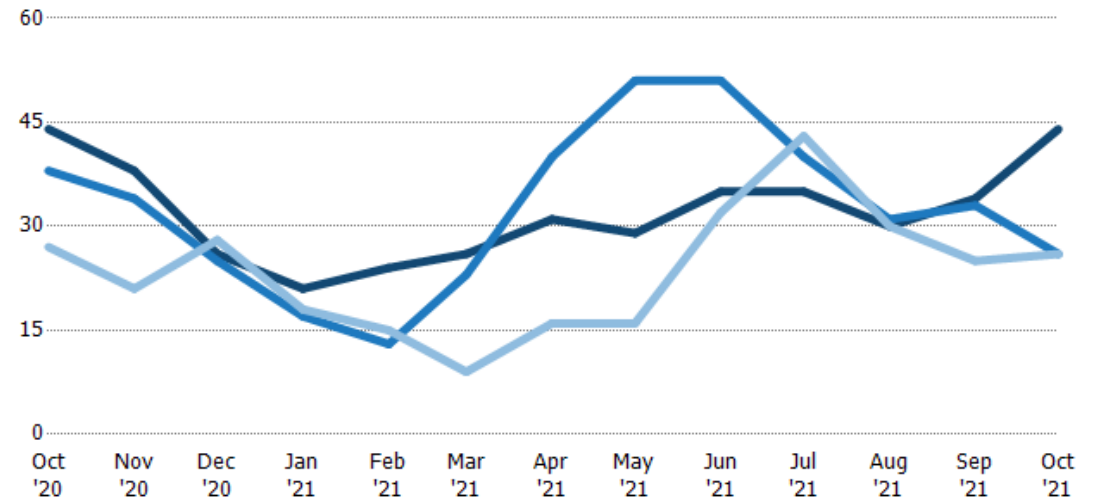
Current Year	75%	71%	81%	133%	75%	58%	29%	55%	46%	91%	143%	88%	57%
Prior Year	45%	49%	49%	71%	40%	28%	37%	20%	31%	45%	98%	95%	75%
Change from Prior Year	-30%	-22%	-32%	-62%	-35%	-30%	8%	-35%	-15%	-46%	-46%	7%	18%

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	38	26	21	24	26	31	29	35	35	30	34	44
Pending	38	34	25	17	13	23	40	51	51	40	31	33	26
Sold	27	21	28	18	15	9	16	16	32	43	30	25	26

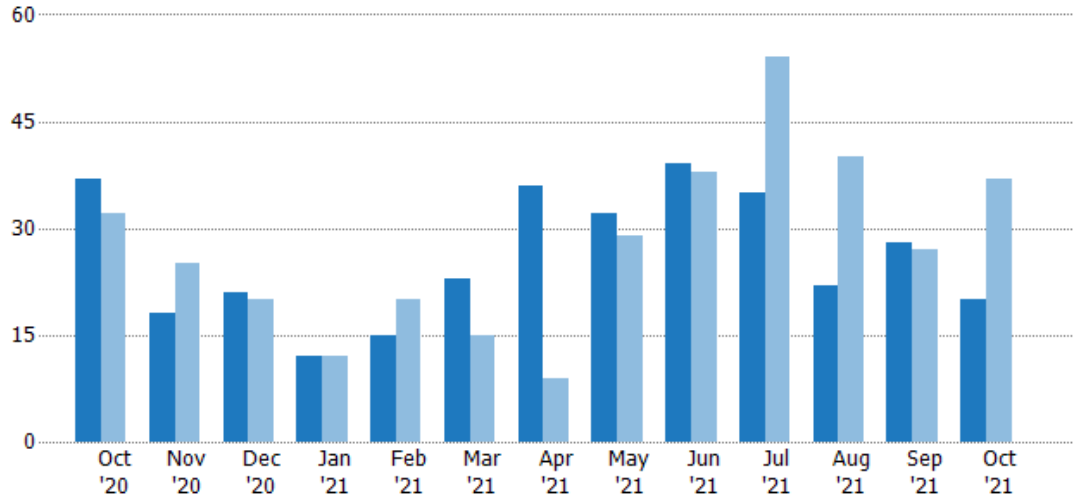
New Pending Sales

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.
Oct '21	20	-45.9%
Oct '20	37	15.6%
Oct '19	32	-62.5%



Current Year	37	18	21	12	15	23	36	32	39	35	22	28	20
Prior Year	32	25	20	12	20	15	9	29	38	54	40	27	37
Percent Change from Prior Year	16%	-28%	5%	0%	-25%	53%	300%	10%	3%	-35%	-45%	4%	-46%

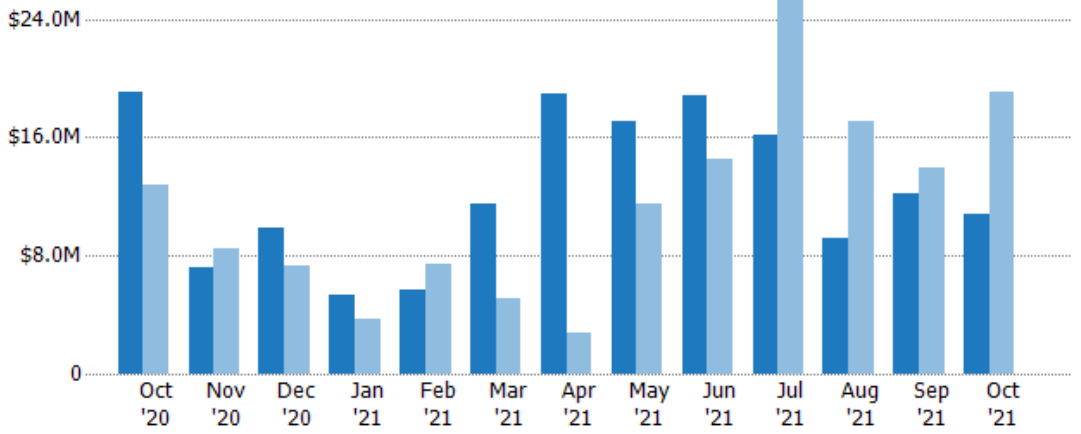
New Pending Sales Volume

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.
Oct '21	\$10.8M	-43.4%
Oct '20	\$19.1M	49.9%
Oct '19	\$12.7M	-65.4%



Current Year	\$19.1M	\$7.14M	\$9.86M	\$5.38M	\$5.63M	\$11.5M	\$19M	\$17.1M	\$18.9M	\$16.2M	\$9.14M	\$12.2M	\$10.8M
Prior Year	\$12.7M	\$8.46M	\$7.32M	\$3.75M	\$7.38M	\$5.08M	\$2.76M	\$11.5M	\$14.5M	\$25.5M	\$17.1M	\$14M	\$19.1M
Percent Change from Prior Year	50%	-16%	35%	43%	-24%	126%	587%	48%	30%	-36%	-46%	-13%	-43%

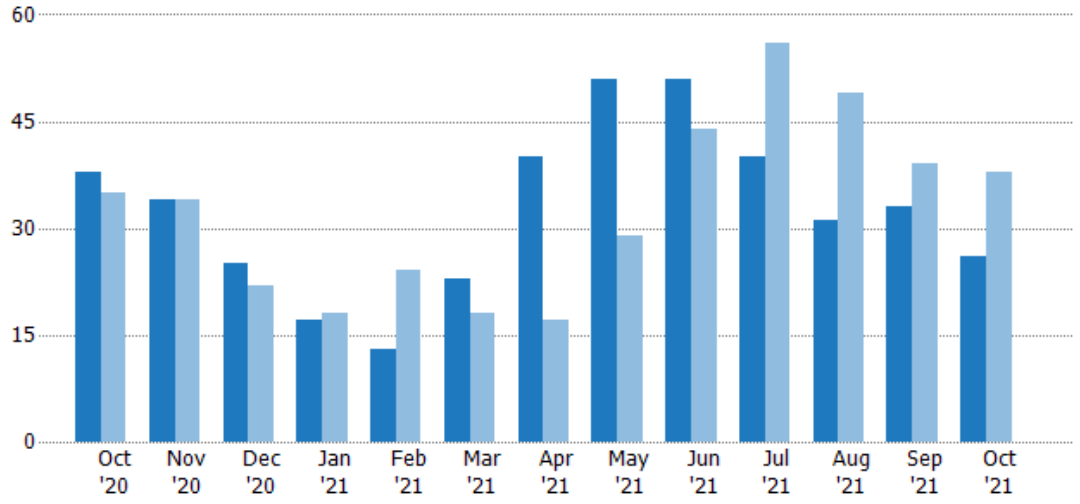
Pending Sales

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.
Oct '21	26	-31.6%
Oct '20	38	8.6%
Oct '19	35	-34.3%



Current Year	38	34	25	17	13	23	40	51	51	40	31	33	26
Prior Year	35	34	22	18	24	18	17	29	44	56	49	39	38
Percent Change from Prior Year	9%	0%	14%	-6%	-46%	28%	135%	76%	16%	-29%	-37%	-15%	-32%

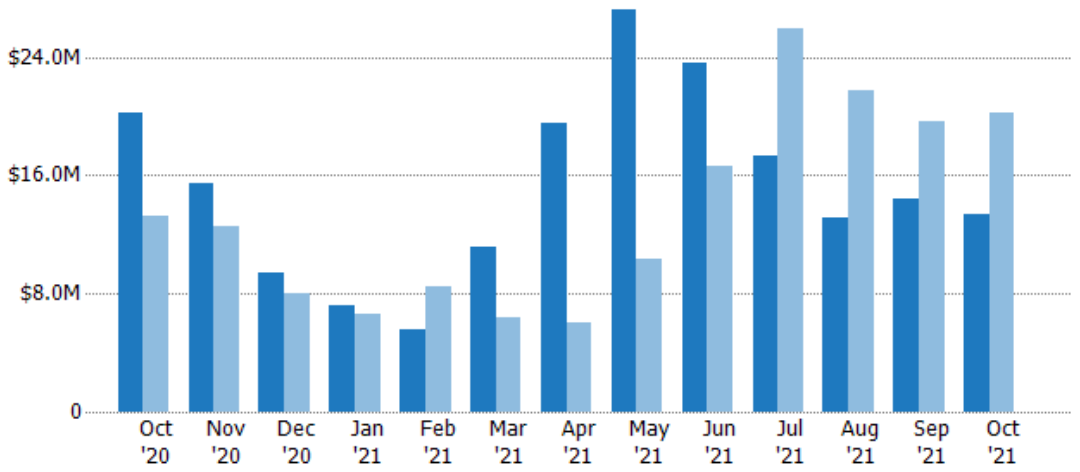
Pending Sales Volume

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.
Oct '21	\$13.3M	-34%
Oct '20	\$20.2M	51.9%
Oct '19	\$13.3M	-26.6%



Current Year	\$20.2M	\$15.4M	\$9.43M	\$7.17M	\$5.52M	\$11.2M	\$19.6M	\$27.2M	\$23.6M	\$17.3M	\$13.1M	\$14.4M	\$13.3M
Prior Year	\$13.3M	\$12.5M	\$7.96M	\$6.66M	\$8.45M	\$6.36M	\$6.02M	\$10.3M	\$16.6M	\$25.9M	\$21.7M	\$19.6M	\$20.2M
Percent Change from Prior Year	52%	23%	18%	8%	-35%	76%	225%	163%	42%	-33%	-40%	-26%	-34%

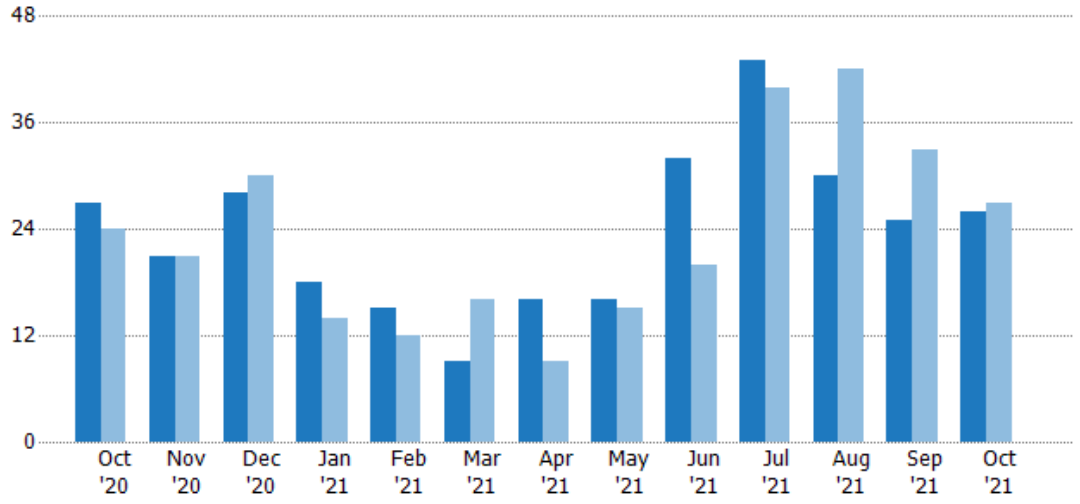
Closed Sales

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.
Oct '21	26	-3.7%
Oct '20	27	12.5%
Oct '19	24	-37.5%



Current Year	27	21	28	18	15	9	16	16	32	43	30	25	26
Prior Year	24	21	30	14	12	16	9	15	20	40	42	33	27
Percent Change from Prior Year	13%	0%	-7%	29%	25%	-44%	78%	7%	60%	8%	-29%	-24%	-4%

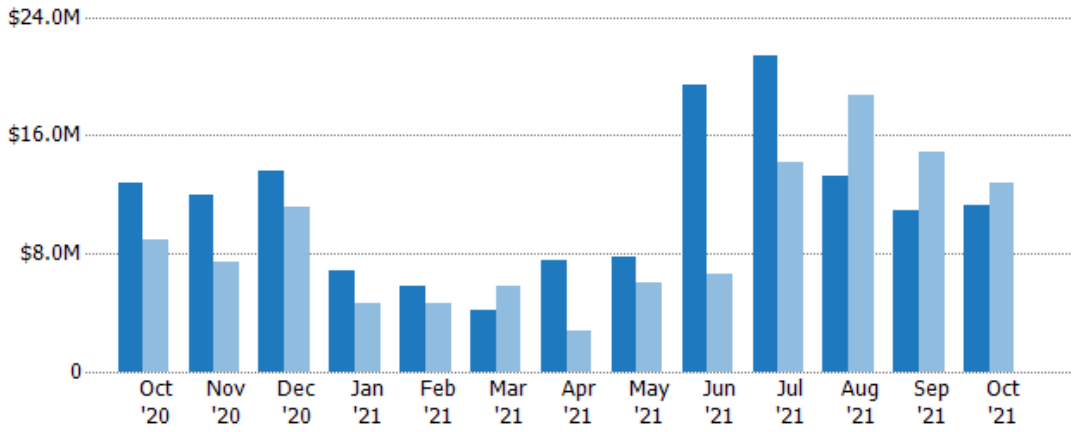
Closed Sales Volume

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.
Oct '21	\$11.3M	-11.1%
Oct '20	\$12.7M	42.9%
Oct '19	\$8.91M	-42.8%



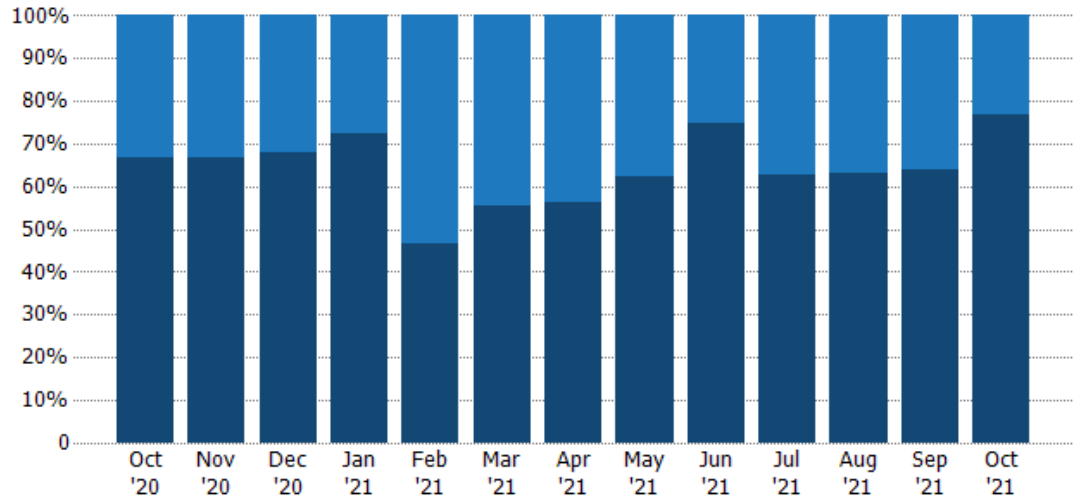
Current Year	\$12.7M	\$11.9M	\$13.6M	\$6.85M	\$5.74M	\$4.14M	\$7.58M	\$7.76M	\$19.4M	\$21.4M	\$13.2M	\$10.9M	\$11.3M
Prior Year	\$8.91M	\$7.48M	\$11.1M	\$4.59M	\$4.58M	\$5.85M	\$2.79M	\$5.99M	\$6.59M	\$14.2M	\$18.7M	\$14.9M	\$12.7M
Percent Change from Prior Year	43%	60%	22%	49%	25%	-29%	172%	29%	194%	51%	-29%	-27%	-11%

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



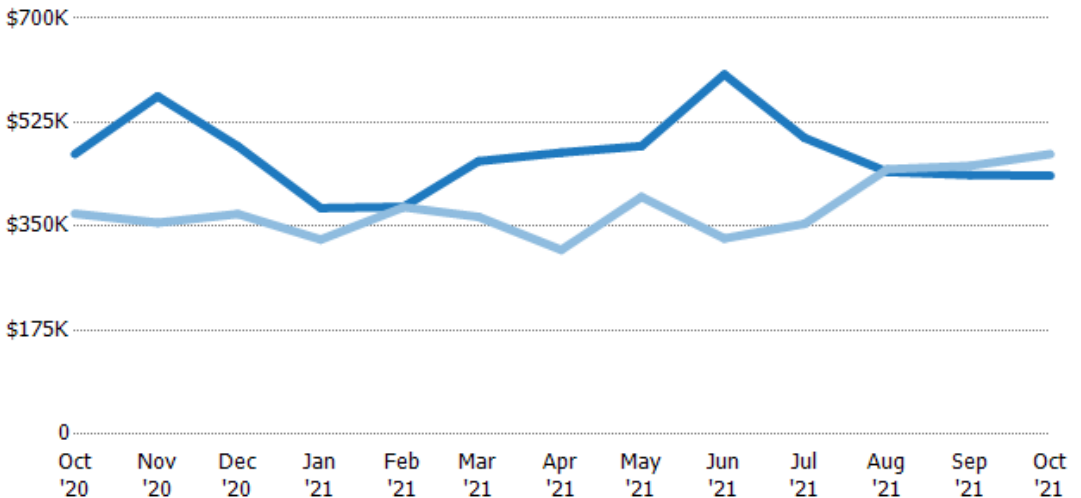
Property Type	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Condo/Townhouse	33%	33%	32%	28%	53%	44%	44%	38%	25%	37%	37%	36%	23%
Single Family Residence	67%	67%	68%	72%	47%	56%	56%	63%	75%	63%	63%	64%	77%

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



Month/Year	Price	% Chg.
Oct '21	\$435K	-7.7%
Oct '20	\$471K	27%
Oct '19	\$371K	-8.4%

Property Type	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$471K	\$569K	\$485K	\$381K	\$383K	\$459K	\$474K	\$485K	\$606K	\$499K	\$441K	\$436K	\$435K
Prior Year	\$371K	\$356K	\$371K	\$328K	\$382K	\$366K	\$310K	\$399K	\$330K	\$354K	\$446K	\$452K	\$471K
Percent Change from Prior Year	27%	60%	31%	16%	0%	26%	53%	21%	84%	41%	-1%	-3%	-8%

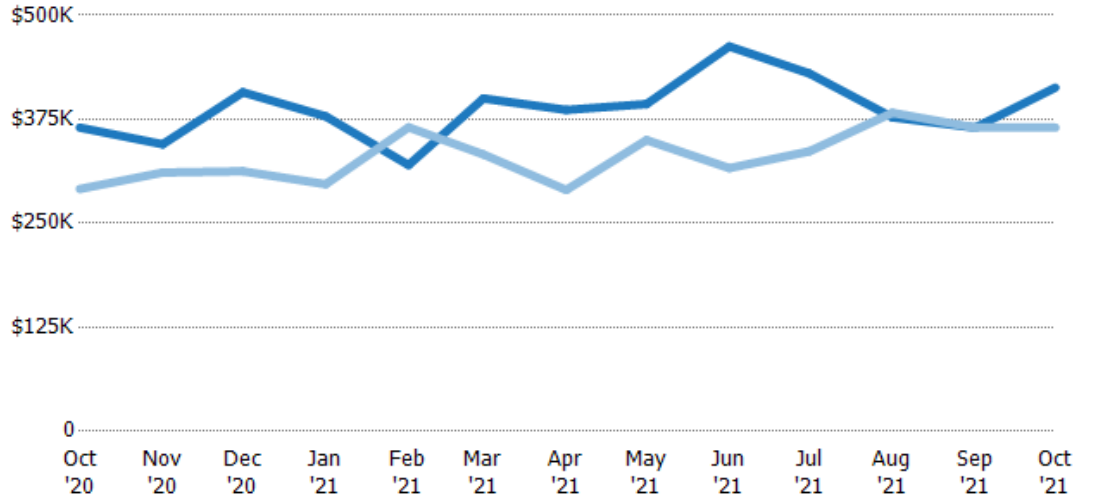
Median Sales Price

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.
Oct '21	\$413K	13.2%
Oct '20	\$365K	25.3%
Oct '19	\$291K	-14.2%



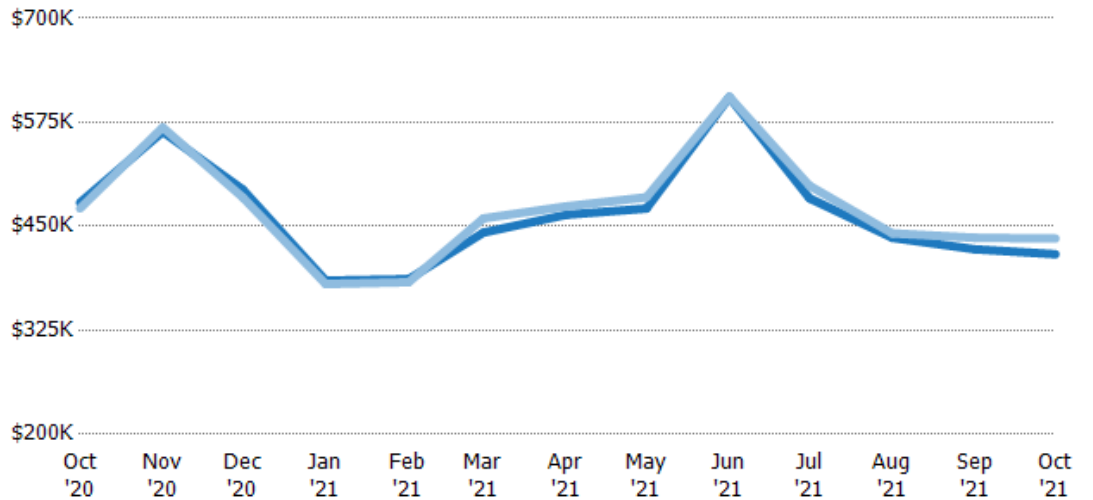
Current Year	\$365K	\$345K	\$407K	\$379K	\$320K	\$400K	\$386K	\$393K	\$463K	\$430K	\$377K	\$365K	\$413K
Prior Year	\$291K	\$311K	\$313K	\$297K	\$365K	\$333K	\$290K	\$350K	\$316K	\$337K	\$383K	\$365K	\$365K
Percent Change from Prior Year	25%	11%	30%	27%	-12%	20%	33%	12%	46%	28%	-1%	0%	13%

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



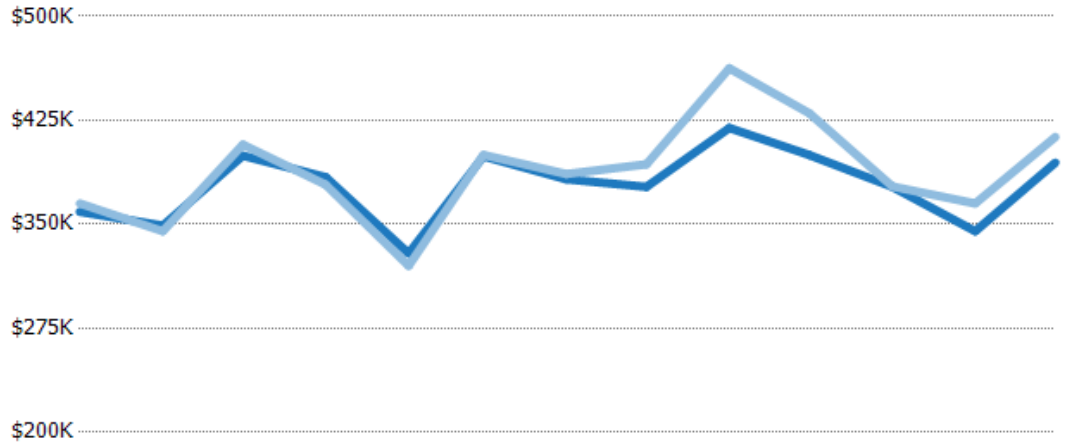
Avg List Price	\$478K	\$564K	\$494K	\$385K	\$386K	\$442K	\$464K	\$471K	\$605K	\$484K	\$436K	\$422K	\$416K
Avg Sales Price	\$471K	\$569K	\$485K	\$381K	\$383K	\$459K	\$474K	\$485K	\$606K	\$499K	\$441K	\$436K	\$435K
Avg Sales Price as a % of Avg List Price	99%	101%	98%	99%	99%	104%	102%	103%	100%	103%	101%	103%	105%

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



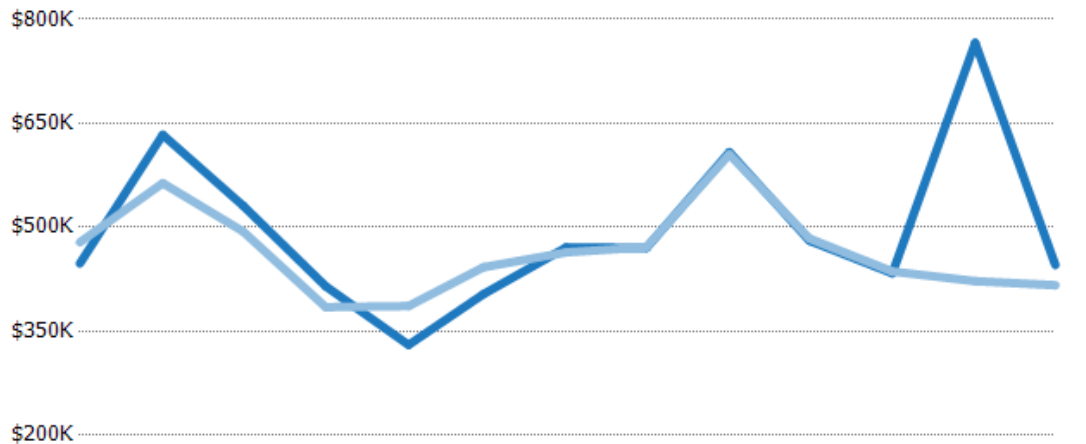
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$359K	\$349K	\$399K	\$384K	\$329K	\$399K	\$382K	\$377K	\$419K	\$400K	\$377K	\$345K	\$394K
Median Sales Price	\$365K	\$345K	\$407K	\$379K	\$320K	\$400K	\$386K	\$393K	\$463K	\$430K	\$377K	\$365K	\$413K
Med Sales Price as a % of Med List Price	102%	99%	102%	99%	97%	100%	101%	104%	110%	108%	100%	106%	105%

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



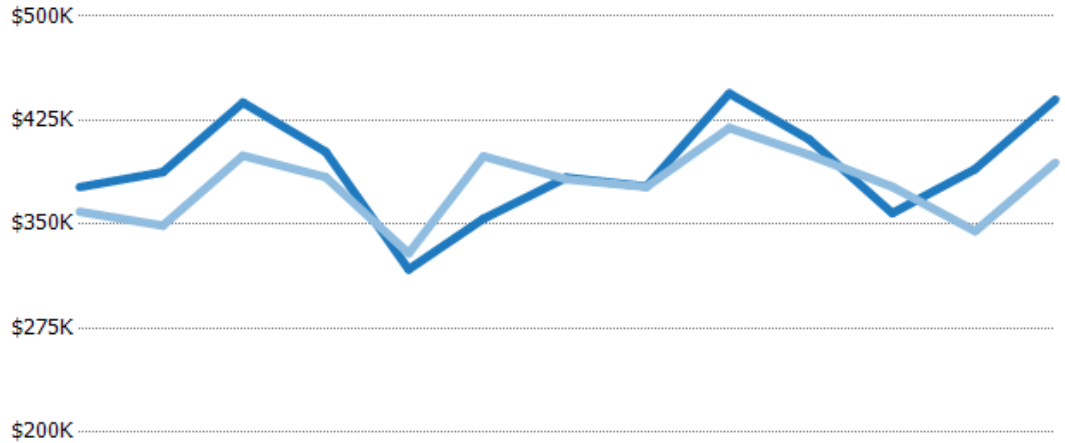
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$448K	\$633K	\$531K	\$415K	\$330K	\$404K	\$471K	\$470K	\$608K	\$481K	\$434K	\$766K	\$445K
Avg Sales Price	\$478K	\$564K	\$494K	\$385K	\$386K	\$442K	\$464K	\$471K	\$605K	\$484K	\$436K	\$422K	\$416K
Avg Sales Price as a % of Avg Est Value	107%	89%	93%	93%	117%	110%	98%	100%	99%	101%	101%	55%	93%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$377K	\$388K	\$438K	\$402K	\$317K	\$354K	\$384K	\$377K	\$444K	\$411K	\$358K	\$390K	\$440K
Median Sales Price	\$359K	\$349K	\$399K	\$384K	\$329K	\$399K	\$382K	\$377K	\$419K	\$400K	\$377K	\$345K	\$394K
Med Sales Price as a % of Med Est Value	95%	90%	91%	95%	104%	113%	100%	100%	94%	97%	105%	89%	90%