

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	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	13	-61.5%	300	300	+/-
New Listing Volume	\$1,875,900	\$5,934,800	-68.4%	\$149,784,950	\$132,331,375	+13.2%
Active Listing Count	18	26	-30.8%	N/A	N/A	
Active Listing Volume	\$9,011,200	\$13,700,254	-34.2%	N/A	N/A	
Average Listing Price	\$500,622	\$526,933	-5%	\$527,000	\$469,969	+12.1%
Median Listing Price	\$384,000	\$442,450	-13.2%	\$413,666	\$395,527	+4.6%
Median Days in RPR	81.5	105	-22.4%	60.84	66.85	-9%
Months of Inventory	0.8	1.2	-39.4%	1.2	1.9	-37.7%
Absorption Rate	133.33%	80.77%	+52.6%	82.69%	51.48%	+31.2%
Sales Activity Charts Metrics						
New Pending Sales Count	2	21	-90.5%	299	319	-6.3%
New Pending Sales Volume	\$835,000	\$9,863,600	-91.5%	\$144,968,749	\$137,357,516	+5.5%
Pending Sales Count	13	25	-48%	N/A	N/A	
Pending Sales Volume	\$5,990,800	\$9,429,100	-36.5%	N/A	N/A	
Closed Sales Count	28	28	+/-	282	277	+1.8%
Closed Sales Volume	\$15,923,750	\$13,568,900	+17.4%	\$136,683,212	\$116,463,608	+17.4%
Average Sales Price	\$568,705	\$484,604	+17.4%	\$484,692	\$420,446	+15.3%
Median Sales Price	\$417,500	\$407,450	+2.5%	\$407,699	\$354,084	+15.1%

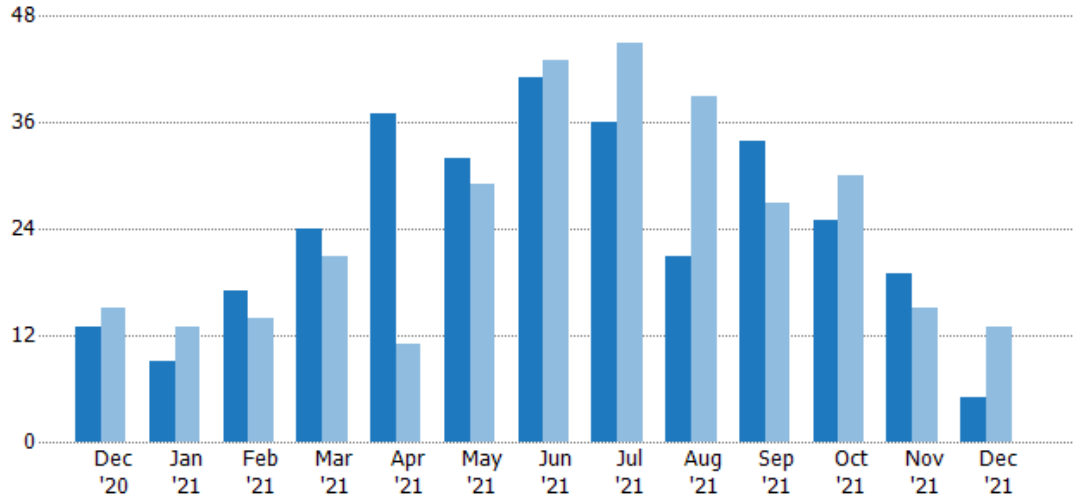
New Listings

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.
Dec '21	5	-61.5%
Dec '20	13	-13.3%
Dec '19	15	-66.7%



Current Year	13	9	17	24	37	32	41	36	21	34	25	19	5
Prior Year	15	13	14	21	11	29	43	45	39	27	30	15	13
Percent Change from Prior Year	-13%	-31%	21%	14%	236%	10%	-5%	-20%	-46%	26%	-17%	27%	-62%

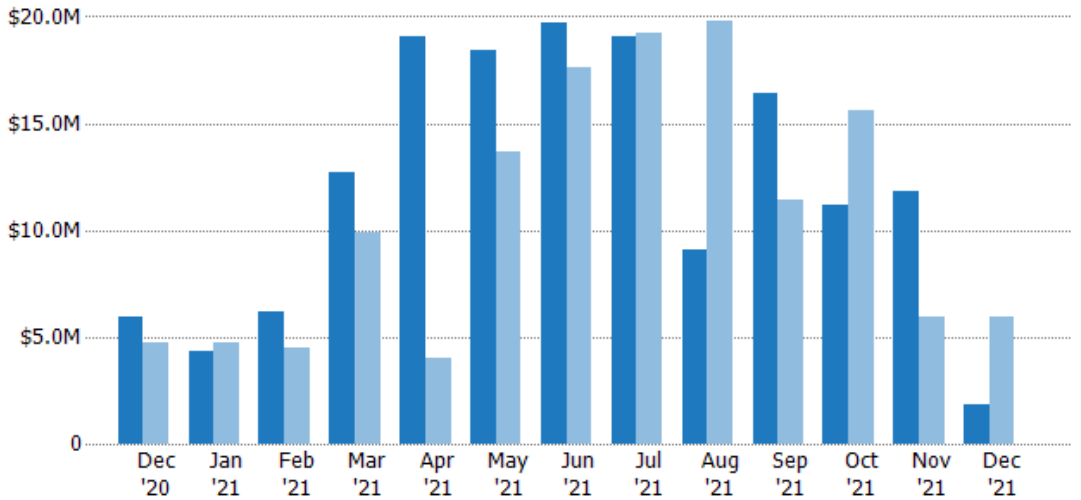
New Listing Volume

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.
Dec '21	\$1.88M	-68.4%
Dec '20	\$5.93M	24.3%
Dec '19	\$4.77M	-50.7%



Current Year	\$5.93M	\$4.33M	\$6.18M	\$12.7M	\$19M	\$18.4M	\$19.7M	\$19.1M	\$9.05M	\$16.4M	\$11.2M	\$11.8M	\$1.88M
Prior Year	\$4.77M	\$4.78M	\$4.49M	\$9.87M	\$4.02M	\$13.7M	\$17.6M	\$19.2M	\$19.8M	\$11.4M	\$15.6M	\$5.93M	\$5.93M
Percent Change from Prior Year	24%	-9%	38%	29%	373%	35%	12%	-1%	-54%	44%	-29%	100%	-68%

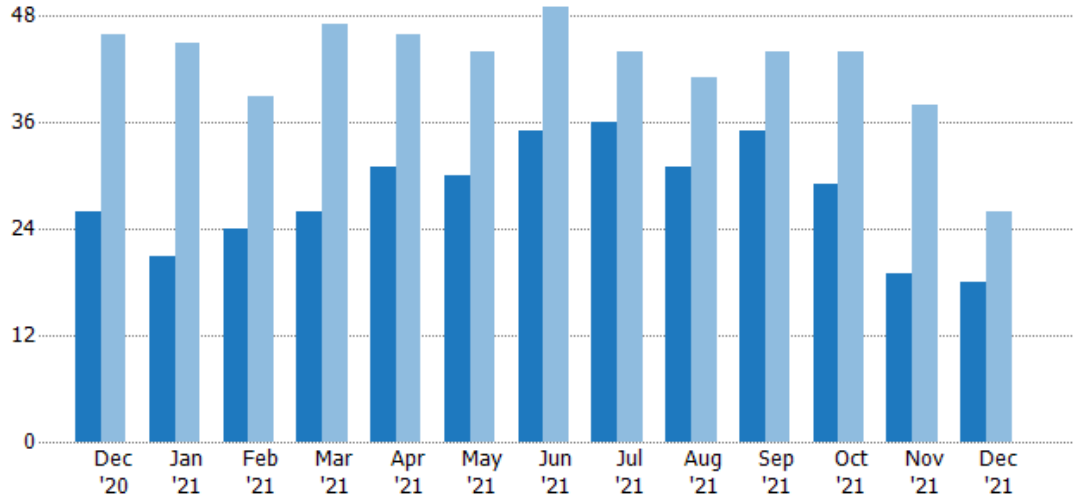
Active Listings

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.
Dec '21	18	-30.8%
Dec '20	26	-43.5%
Dec '19	46	-21.7%



Current Year	26	21	24	26	31	30	35	36	31	35	29	19	18
Prior Year	46	45	39	47	46	44	49	44	41	44	44	38	26
Percent Change from Prior Year	-43%	-53%	-38%	-45%	-33%	-32%	-29%	-18%	-24%	-20%	-34%	-50%	-31%

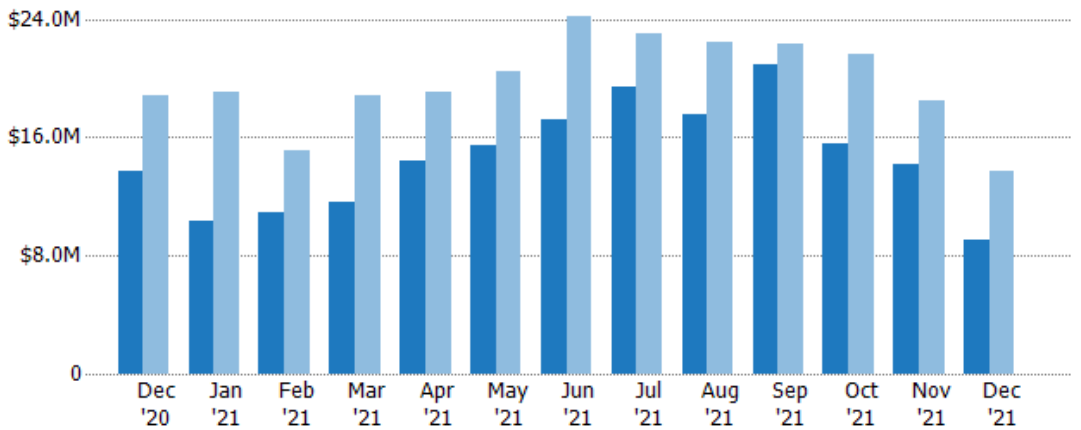
Active Listing Volume

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.
Dec '21	\$9.01M	-34.2%
Dec '20	\$13.7M	-27.1%
Dec '19	\$18.8M	-8.1%



Current Year	\$13.7M	\$10.4M	\$10.9M	\$11.6M	\$14.4M	\$15.5M	\$17.2M	\$19.4M	\$17.6M	\$20.9M	\$15.5M	\$14.1M	\$9.01M
Prior Year	\$18.8M	\$19M	\$15.1M	\$18.8M	\$19.1M	\$20.4M	\$24.2M	\$23M	\$22.5M	\$22.3M	\$21.6M	\$18.4M	\$13.7M
Percent Change from Prior Year	-27%	-46%	-28%	-38%	-25%	-24%	-29%	-16%	-22%	-6%	-28%	-23%	-34%

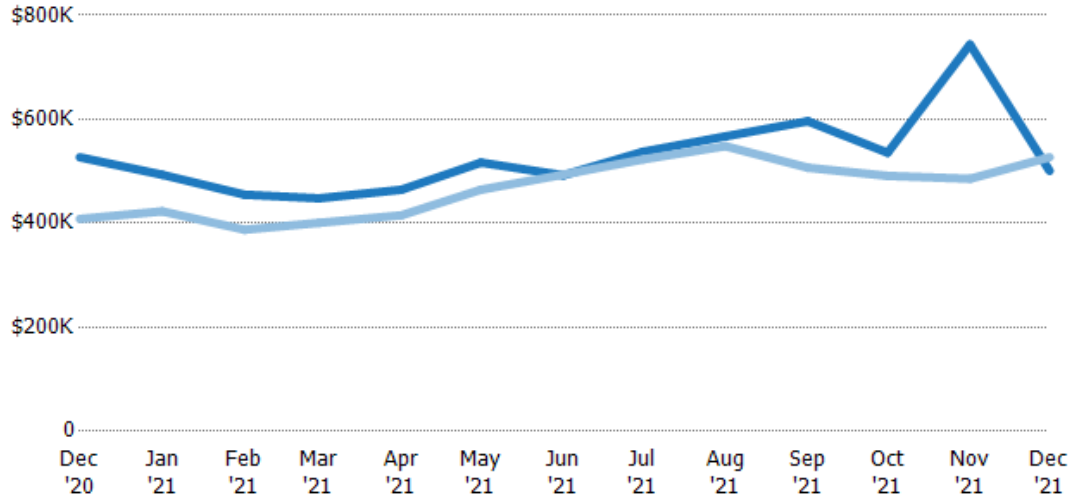
Average Listing Price

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.
Dec '21	\$501K	-5%
Dec '20	\$527K	29%
Dec '19	\$408K	17.5%



Current Year	\$527K	\$493K	\$455K	\$448K	\$465K	\$517K	\$492K	\$538K	\$567K	\$596K	\$536K	\$744K	\$501K
Prior Year	\$408K	\$423K	\$388K	\$401K	\$415K	\$465K	\$494K	\$523K	\$548K	\$507K	\$491K	\$486K	\$527K
Percent Change from Prior Year	29%	17%	17%	12%	12%	11%	0%	3%	3%	18%	9%	53%	-5%

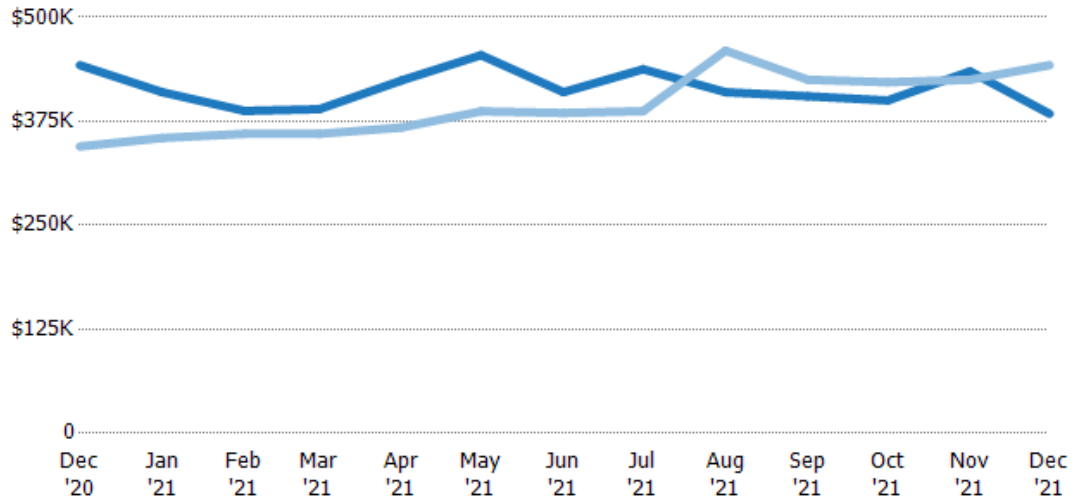
Median Listing Price

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.
Dec '21	\$384K	-13.2%
Dec '20	\$442K	28.4%
Dec '19	\$345K	19.7%



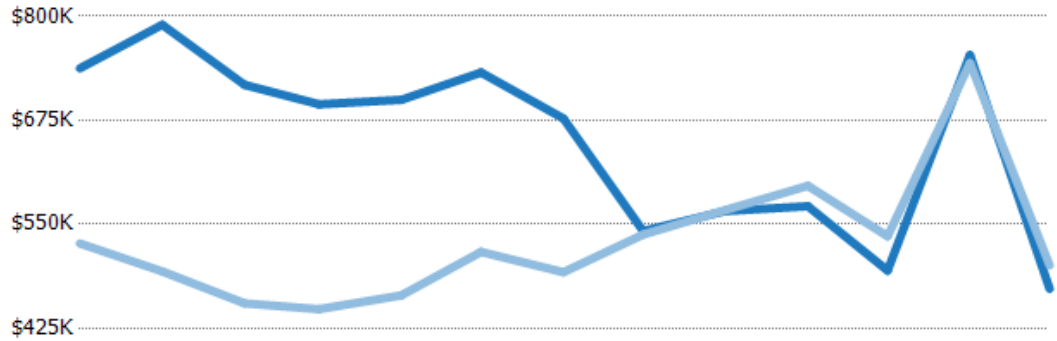
Current Year	\$442K	\$410K	\$388K	\$390K	\$424K	\$455K	\$410K	\$438K	\$410K	\$405K	\$400K	\$435K	\$384K
Prior Year	\$345K	\$355K	\$360K	\$360K	\$367K	\$387K	\$385K	\$387K	\$460K	\$425K	\$422K	\$425K	\$442K
Percent Change from Prior Year	28%	16%	8%	8%	15%	17%	6%	13%	-11%	-5%	-5%	2%	-13%

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



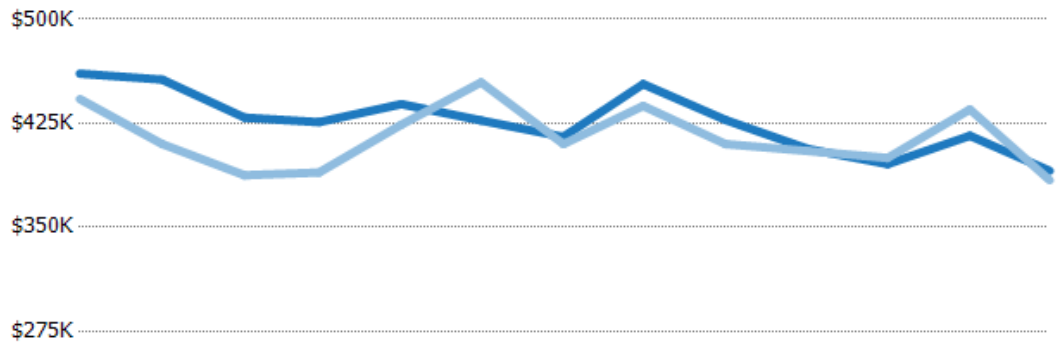
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$737K	\$790K	\$718K	\$694K	\$700K	\$732K	\$677K	\$542K	\$566K	\$572K	\$494K	\$753K	\$472K
Avg Listing Price	\$527K	\$493K	\$455K	\$448K	\$465K	\$517K	\$492K	\$538K	\$567K	\$596K	\$536K	\$744K	\$501K
Avg Listing Price as a % of Avg Est Value	71%	62%	63%	65%	66%	71%	73%	99%	100%	104%	108%	99%	106%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$461K	\$456K	\$429K	\$426K	\$439K	\$427K	\$415K	\$453K	\$427K	\$407K	\$396K	\$416K	\$391K
Median Listing Price	\$442K	\$410K	\$388K	\$390K	\$424K	\$455K	\$410K	\$438K	\$410K	\$405K	\$400K	\$435K	\$384K
Med Listing Price as a % of Med Est Value	96%	90%	90%	91%	97%	106%	99%	97%	96%	100%	101%	105%	98%

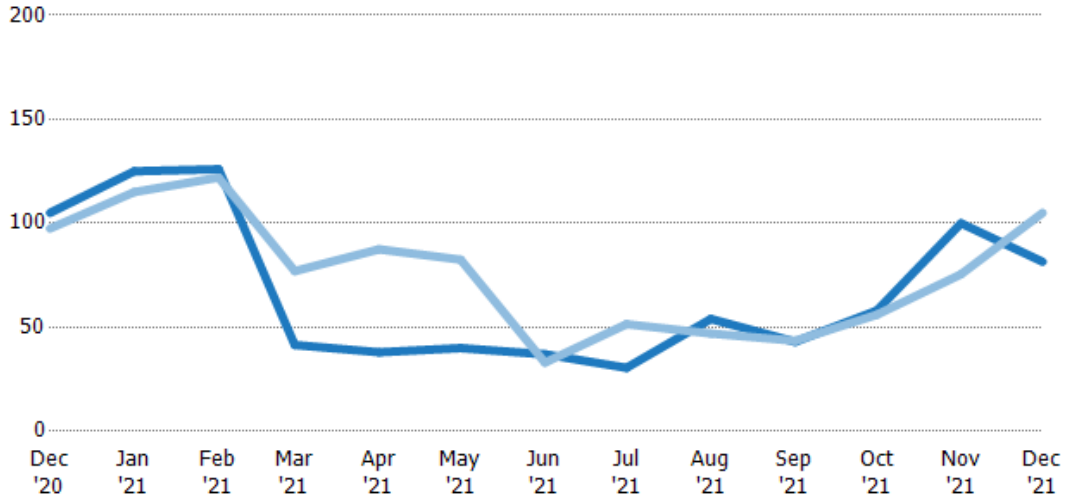
Median Days in RPR

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.
Dec '21	81.5	-22.4%
Dec '20	105	7.7%
Dec '19	97.5	32.3%



Current Year	105	125	126	41.5	38	40	37	30.5	54	43	58	100	81.5
Prior Year	97.5	115	122	77	87.5	82.5	33	51.5	47	43.5	56	75.5	105
Percent Change from Prior Year	8%	9%	3%	-46%	-57%	-52%	12%	-41%	15%	-1%	4%	32%	-22%

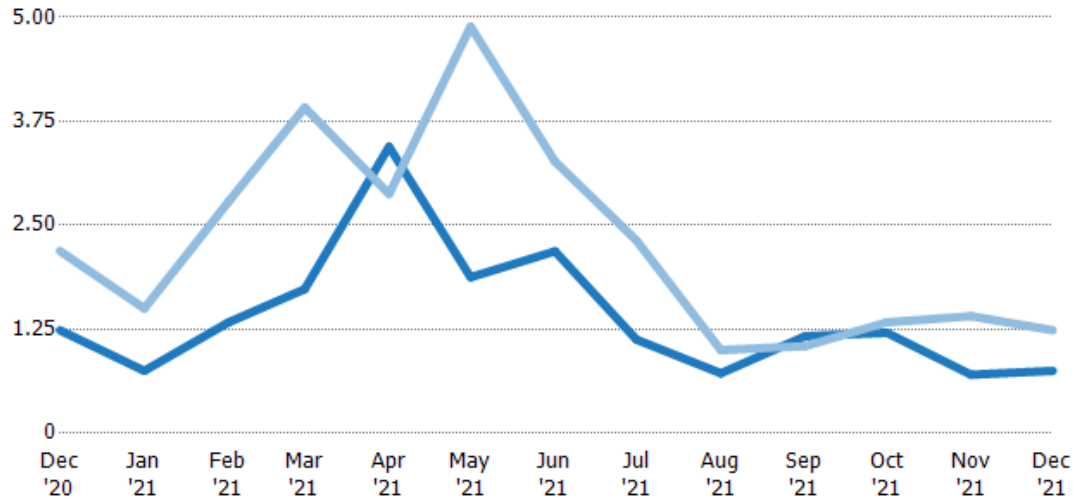
Months of Inventory

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.
Dec '21	0	-39.4%
Dec '20	1.24	-43.5%
Dec '19	2.19	-17.8%



Current Year	1.24	0	1.33	1.73	3.44	1.88	2.19	1.13	0	1.17	1.21	0	0
Prior Year	2.19	1.5	2.79	3.92	2.88	4.89	3.27	2.32	1	1.05	1.33	1.41	1.24
Percent Change from Prior Year	-43%	-50%	-52%	-56%	20%	-62%	-33%	-51%	-28%	11%	-9%	-50%	-39%

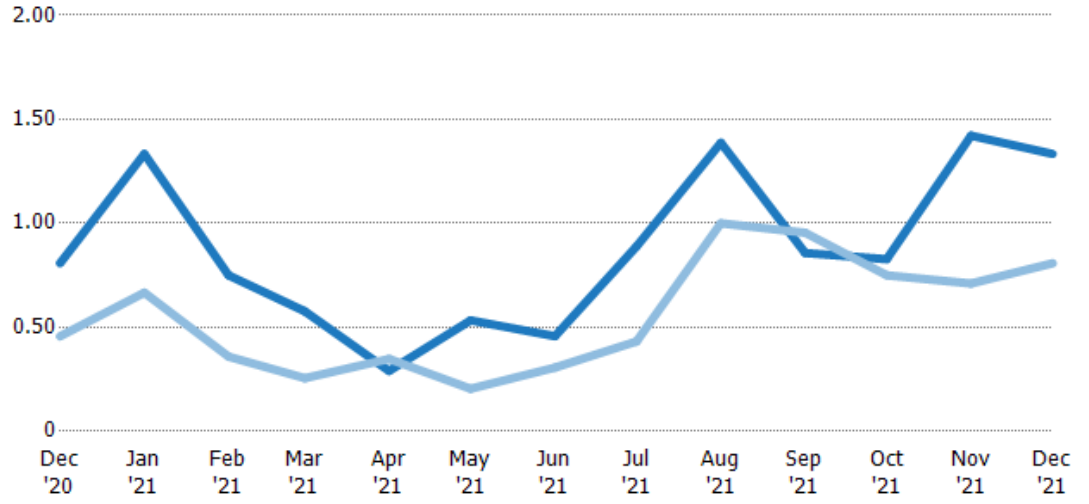
Absorption Rate

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.
Dec '21	133%	-52.6%
Dec '20	81%	-35.1%
Dec '19	46%	21.7%



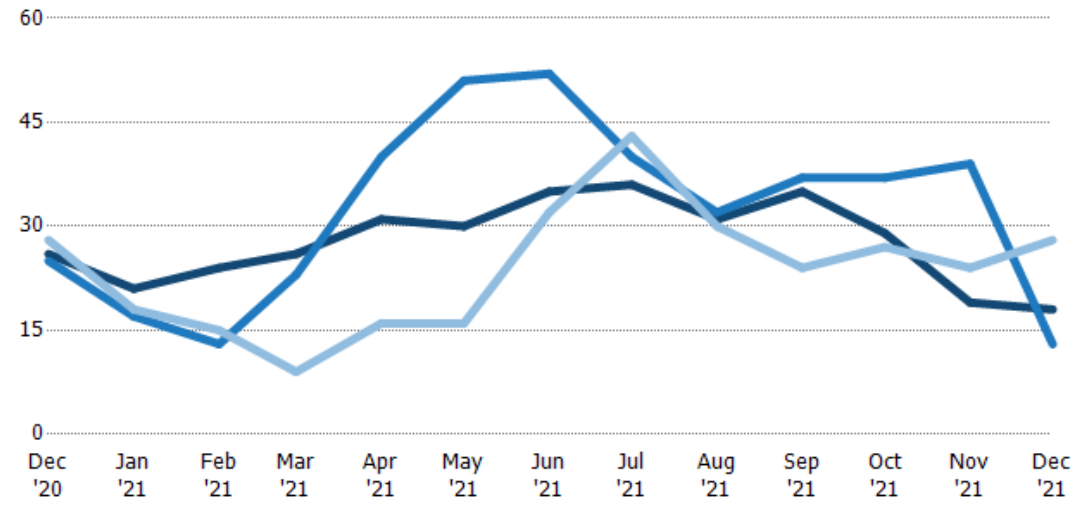
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	81%	133%	75%	58%	29%	53%	46%	89%	139%	86%	83%	142%	133%
Prior Year	46%	67%	36%	26%	35%	20%	31%	43%	100%	95%	75%	71%	81%
Change from Prior Year	-35%	-67%	-39%	-32%	6%	-33%	-15%	-46%	-39%	10%	-8%	-71%	-53%

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



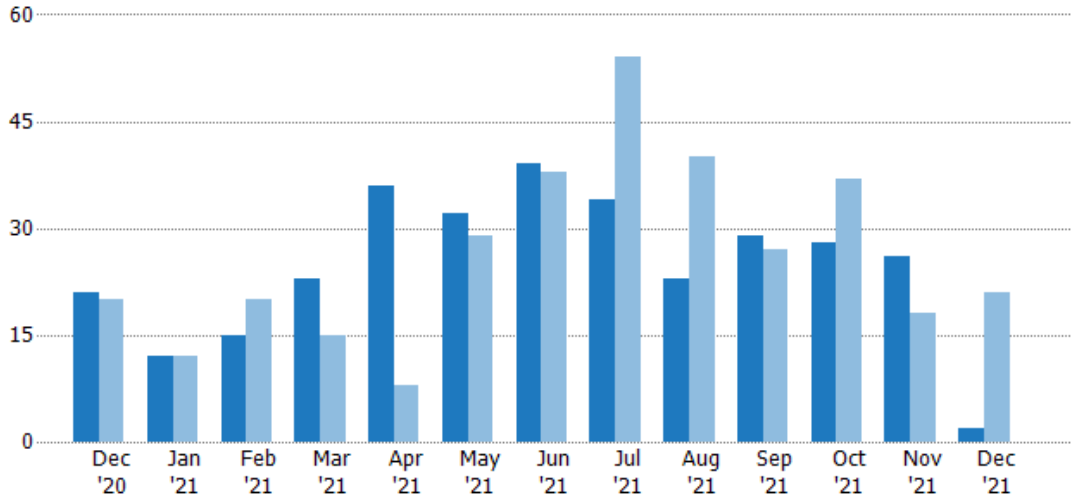
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	26	21	24	26	31	30	35	36	31	35	29	19	18
Pending	25	17	13	23	40	51	52	40	32	37	37	39	13
Sold	28	18	15	9	16	16	32	43	30	24	27	24	28

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



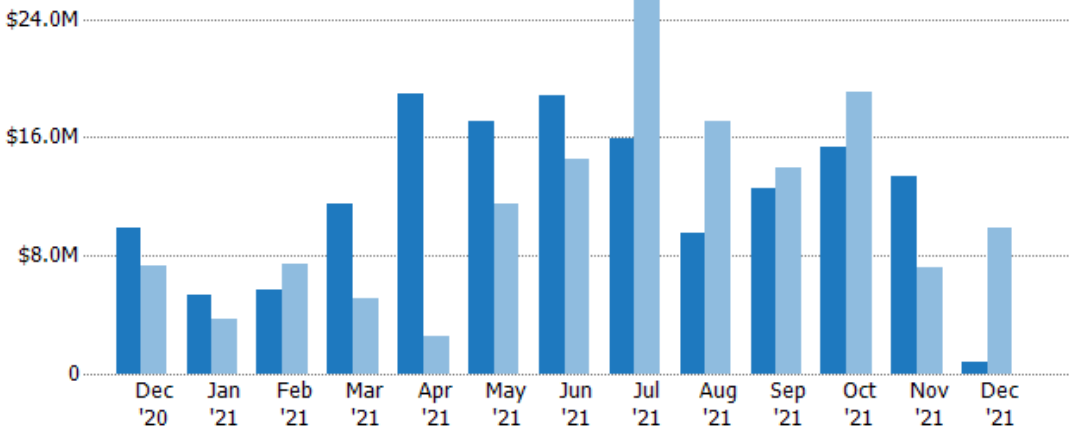
Month/Year	Count	% Chg.
Dec '21	2	-90.5%
Dec '20	21	5%
Dec '19	20	-65%

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.
Dec '21	\$835K	-91.5%
Dec '20	\$9.86M	34.8%
Dec '19	\$7.32M	-62.5%

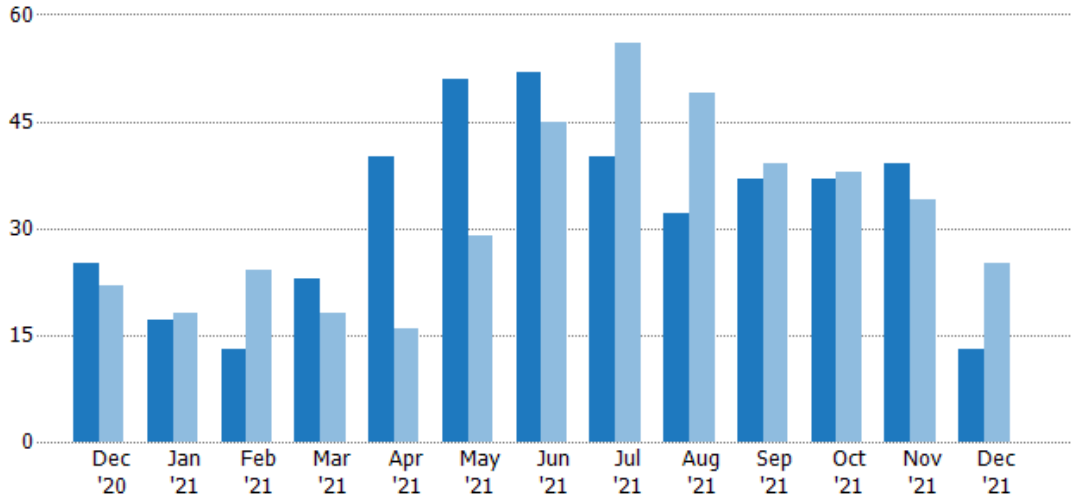
Pending Sales

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.
Dec '21	13	-48%
Dec '20	25	13.6%
Dec '19	22	-31.8%



Current Year	25	17	13	23	40	51	52	40	32	37	37	39	13
Prior Year	22	18	24	18	16	29	45	56	49	39	38	34	25
Percent Change from Prior Year	14%	-6%	-46%	28%	150%	76%	16%	-29%	-35%	-5%	-3%	15%	-48%

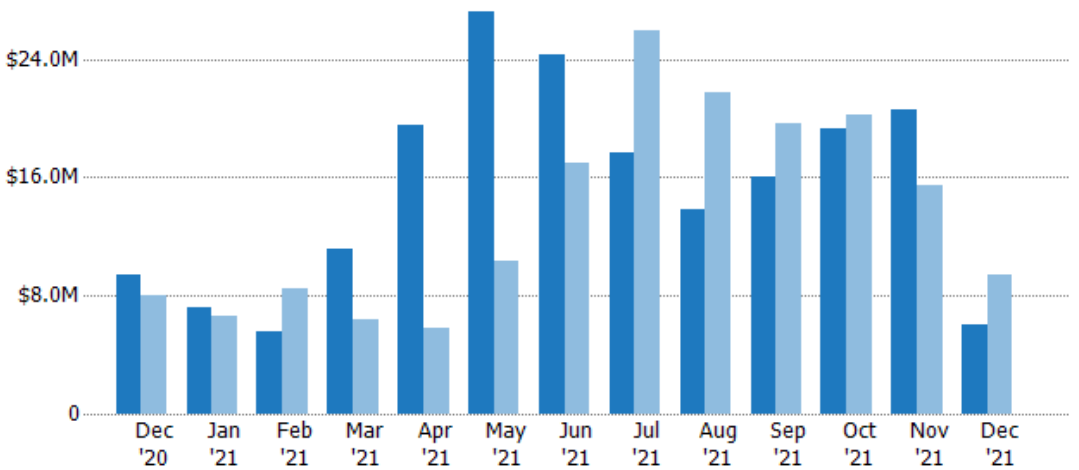
Pending Sales Volume

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.
Dec '21	\$5.99M	-36.5%
Dec '20	\$9.43M	18.5%
Dec '19	\$7.96M	-35.4%



Current Year	\$9.43M	\$7.17M	\$5.52M	\$11.2M	\$19.6M	\$27.2M	\$24.2M	\$17.7M	\$13.8M	\$16.1M	\$19.3M	\$20.5M	\$5.99M
Prior Year	\$7.96M	\$6.66M	\$8.45M	\$6.36M	\$5.76M	\$10.4M	\$16.9M	\$25.9M	\$21.7M	\$19.6M	\$20.2M	\$15.4M	\$9.43M
Percent Change from Prior Year	18%	8%	-35%	76%	240%	162%	43%	-32%	-37%	-18%	-5%	33%	-36%

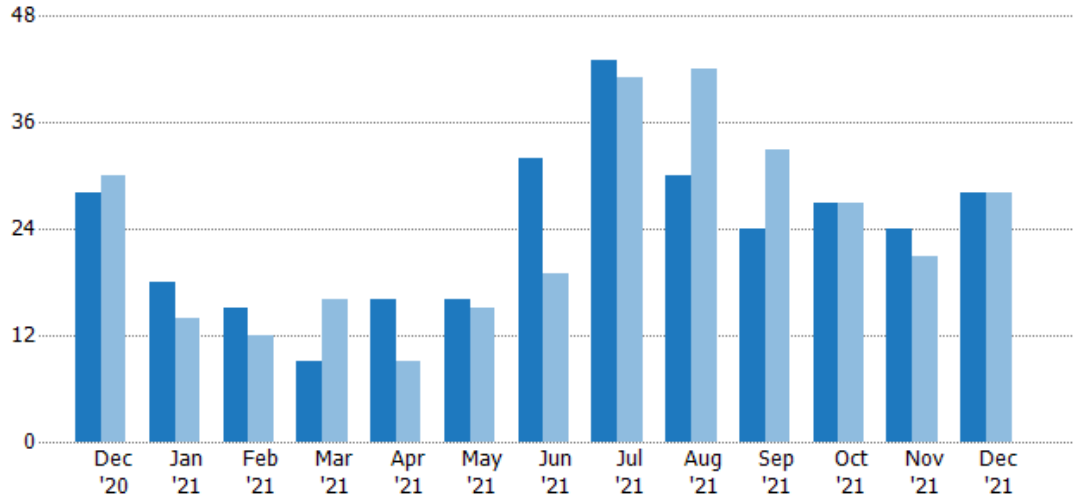
Closed Sales

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.
Dec '21	28	0%
Dec '20	28	-6.7%
Dec '19	30	-30%



Current Year	28	18	15	9	16	16	32	43	30	24	27	24	28
Prior Year	30	14	12	16	9	15	19	41	42	33	27	21	28
Percent Change from Prior Year	-7%	29%	25%	-44%	78%	7%	68%	5%	-29%	-27%	0%	14%	0%

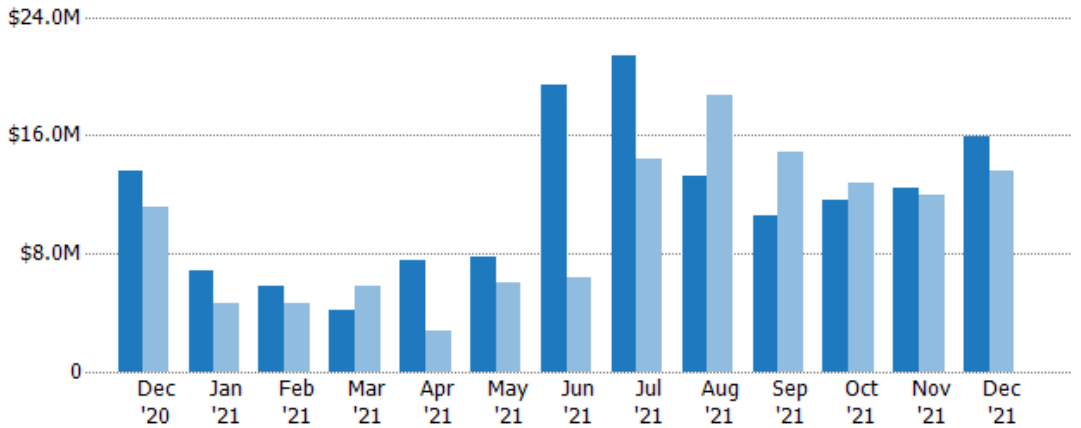
Closed Sales Volume

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.
Dec '21	\$15.9M	17.4%
Dec '20	\$13.6M	22%
Dec '19	\$11.1M	-23.6%



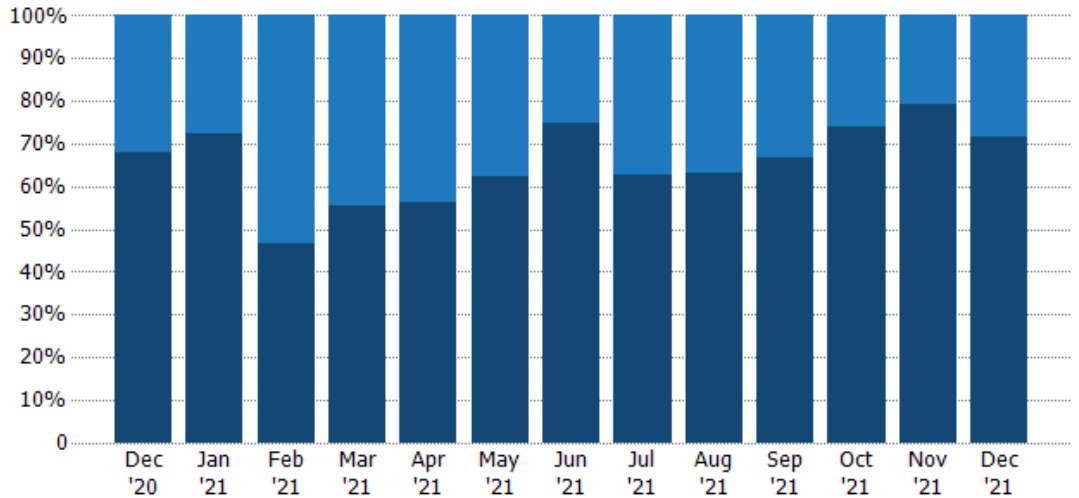
Current Year	\$13.6M	\$6.85M	\$5.74M	\$4.14M	\$7.58M	\$7.76M	\$19.4M	\$21.4M	\$13.2M	\$10.6M	\$11.6M	\$12.4M	\$15.9M
Prior Year	\$11.1M	\$4.59M	\$4.58M	\$5.85M	\$2.79M	\$5.99M	\$6.33M	\$14.4M	\$18.7M	\$14.9M	\$12.7M	\$11.9M	\$13.6M
Percent Change from Prior Year	22%	49%	25%	-29%	172%	29%	206%	48%	-29%	-29%	-9%	4%	17%

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



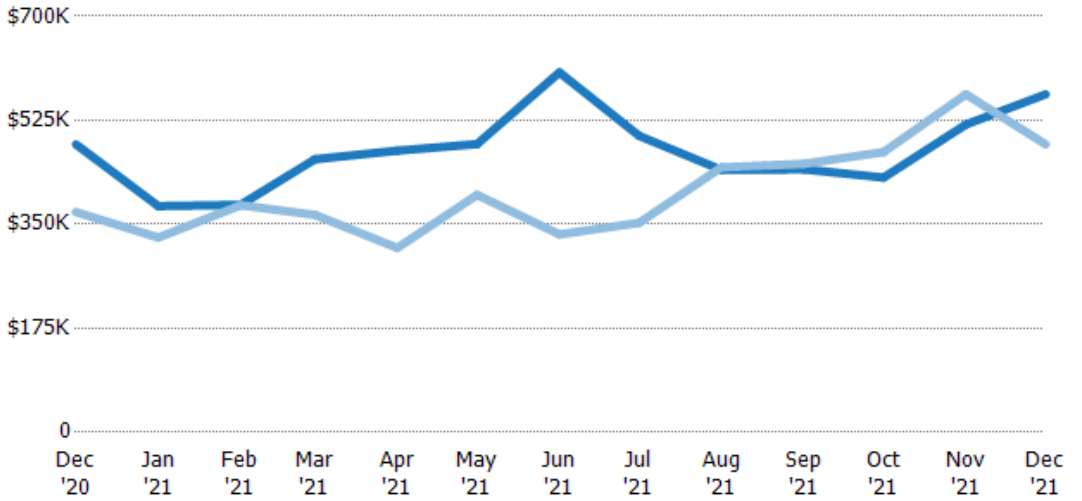
Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Condo/Townhouse	32%	28%	53%	44%	44%	38%	25%	37%	37%	33%	26%	21%	29%
Single Family Residence	68%	72%	47%	56%	56%	63%	75%	63%	63%	67%	74%	79%	71%

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.
Dec '21	\$569K	17.4%
Dec '20	\$485K	30.8%
Dec '19	\$371K	9.2%

Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$485K	\$381K	\$383K	\$459K	\$474K	\$485K	\$606K	\$499K	\$441K	\$442K	\$429K	\$518K	\$569K
Prior Year	\$371K	\$328K	\$382K	\$366K	\$310K	\$399K	\$333K	\$352K	\$446K	\$452K	\$471K	\$569K	\$485K
Percent Change from Prior Year	31%	16%	0%	26%	53%	21%	82%	42%	-1%	-2%	-9%	-9%	17%

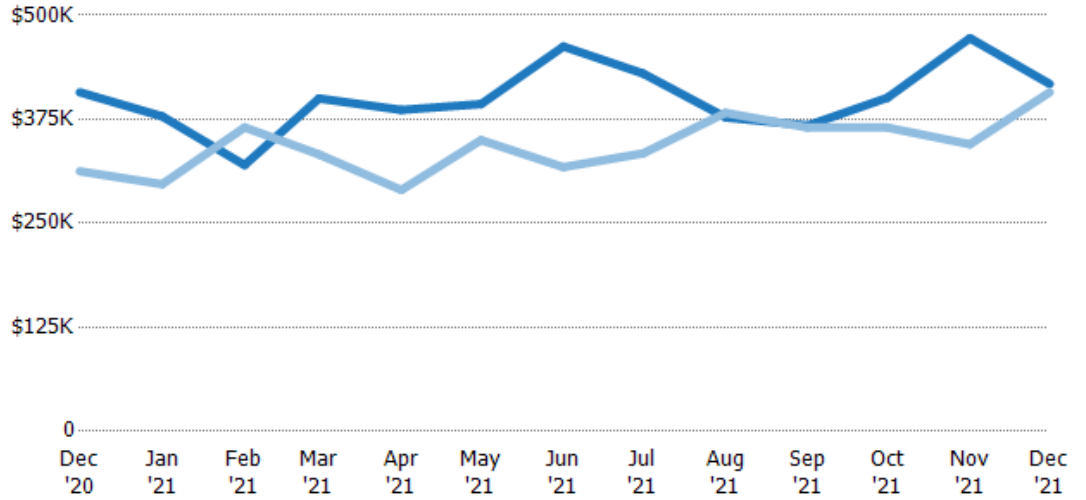
Median Sales Price

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.
Dec '21	\$418K	2.5%
Dec '20	\$407K	30.4%
Dec '19	\$313K	5.2%



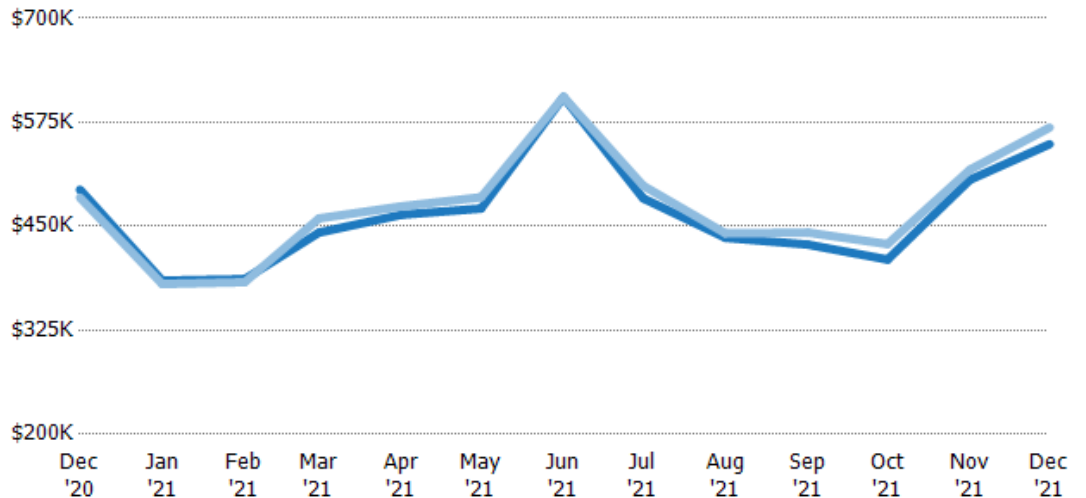
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$407K	\$379K	\$320K	\$400K	\$386K	\$393K	\$463K	\$430K	\$377K	\$368K	\$401K	\$473K	\$418K
Prior Year	\$313K	\$297K	\$365K	\$333K	\$290K	\$350K	\$318K	\$334K	\$383K	\$365K	\$365K	\$345K	\$407K
Percent Change from Prior Year	30%	27%	-12%	20%	33%	12%	46%	29%	-1%	1%	10%	37%	2%

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



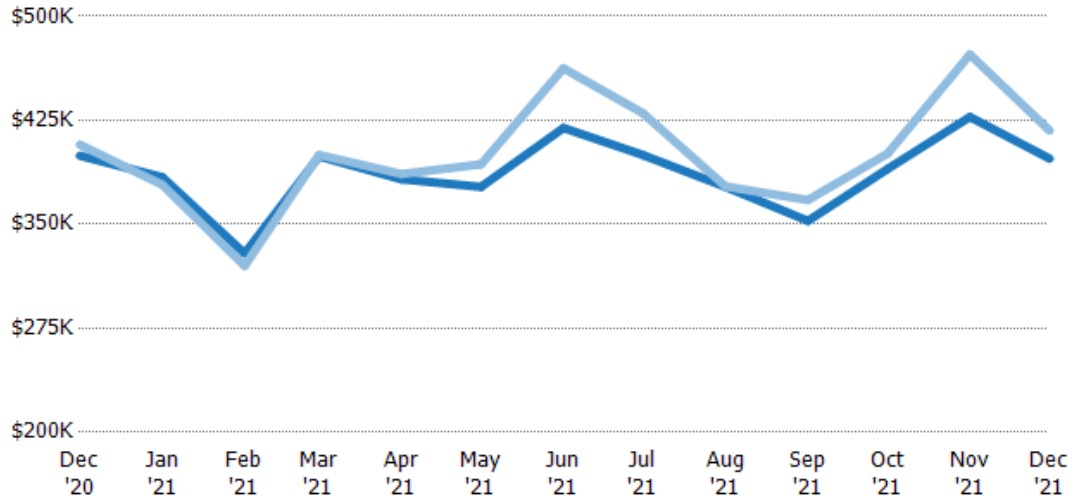
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg List Price	\$494K	\$385K	\$386K	\$442K	\$464K	\$471K	\$605K	\$484K	\$436K	\$428K	\$410K	\$506K	\$549K
Avg Sales Price	\$485K	\$381K	\$383K	\$459K	\$474K	\$485K	\$606K	\$499K	\$441K	\$442K	\$429K	\$518K	\$569K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	104%	102%	103%	100%	103%	101%	103%	105%	102%	104%

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



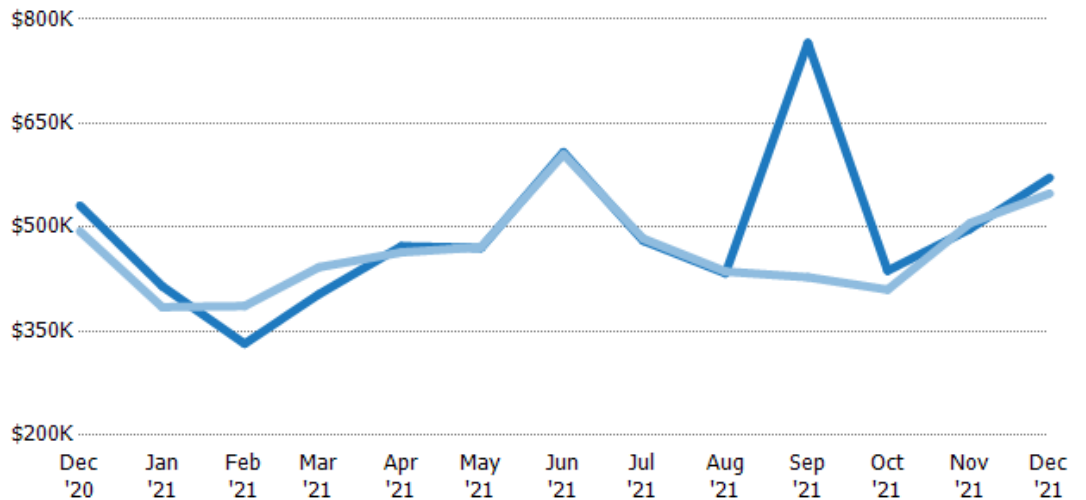
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Med Sales Price as a % of Med List Price	102%	99%	97%	100%	101%	104%	110%	108%	100%	104%	103%	111%	105%

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



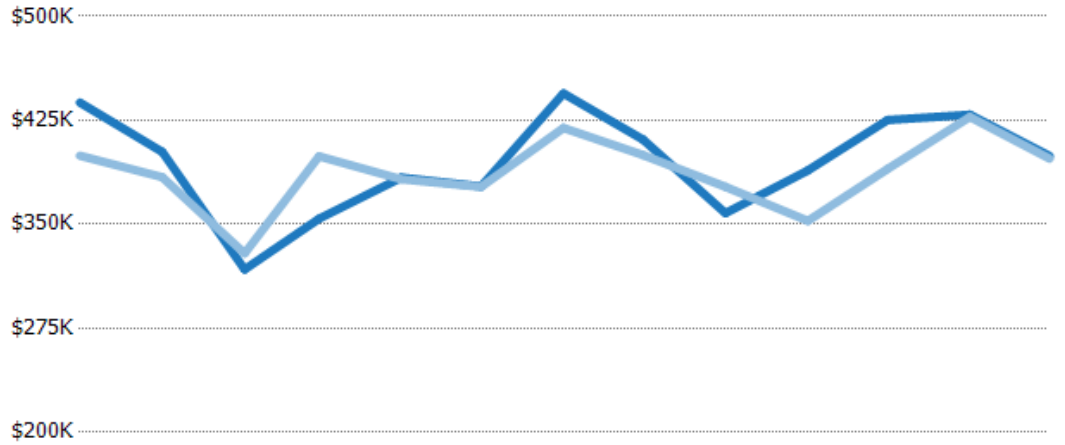
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Sales Price as a % of Avg Est Value	93%	93%	116%	110%	98%	100%	99%	101%	101%	56%	94%	102%	96%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$438K	\$402K	\$317K	\$354K	\$384K	\$377K	\$444K	\$411K	\$358K	\$389K	\$425K	\$429K	\$399K
Median Sales Price	\$399K	\$384K	\$329K	\$399K	\$382K	\$377K	\$419K	\$400K	\$377K	\$352K	\$390K	\$427K	\$397K
Med Sales Price as a % of Med Est Value	91%	95%	104%	113%	100%	100%	94%	97%	105%	91%	92%	100%	100%