

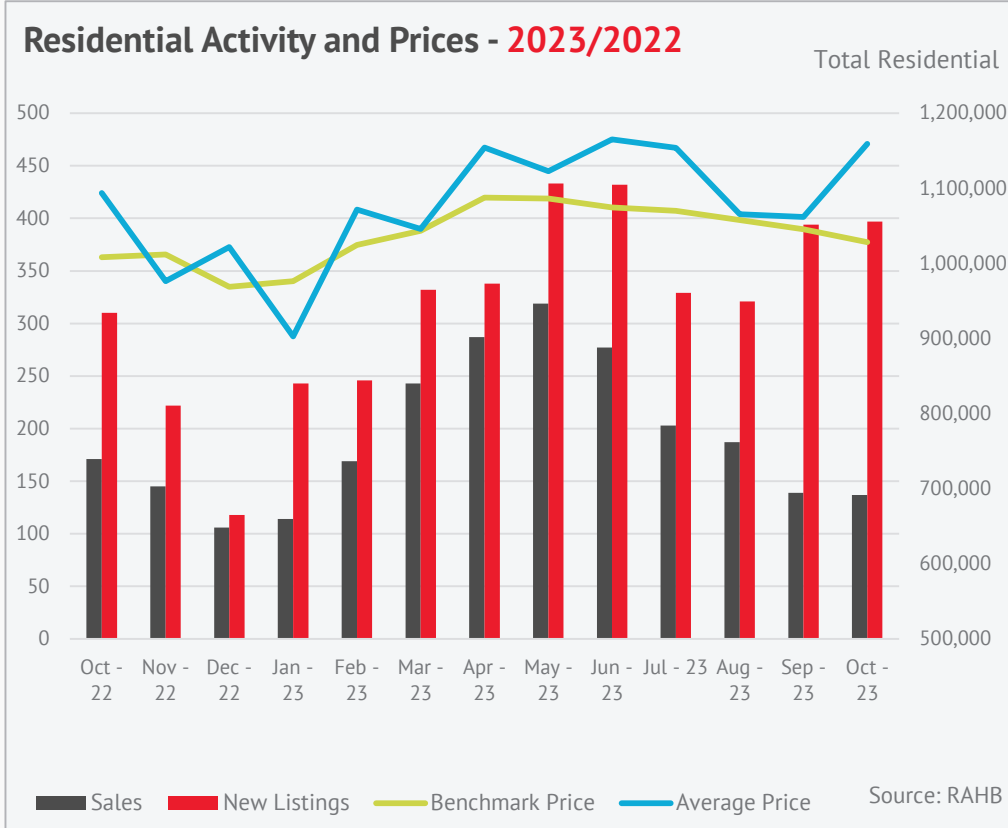
BURLINGTON
MONTHLY
STATISTICS
PACKAGE
OCTOBER 2023



SUMMARY

Gains in new listings relative to sales ensured that the sales to new listings ratio remained below 35 per cent for the second consecutive month. Like in other areas, we see a rise in new listings, but sales aren't keeping the same pace. Inventory continues to trend up. Much of the adjustments are occurring in the upper price ranges due to a stronger pullback in sales.

In October, the months of supply pushed up to nearly four months, representing the second consecutive month that levels were above three months. While conditions are tighter in Burlington than in other areas in the region, the increase in supply still weighed on home prices. In October, the unadjusted benchmark price was \$1,028,300, nearly two per cent lower than in September. Compared with last October, prices are two per cent higher. Price declines in Burlington have not been as significant as other areas within the region.



SALES
137
↓
19.9%
YEAR/YEAR

NEW LISTINGS
397
↑
28.1%
YEAR/YEAR

INVENTORY
534
↑
15.1%
YEAR/YEAR

MONTHS OF SUPPLY
3.9
↑
43.6%
YEAR/YEAR

RESIDENTIAL AVERAGE PRICE
\$1,159,114
↑
6.0%
YEAR/YEAR

AVERAGE DOM
24.3
↓
15.1%
YEAR/YEAR

PROPERTY TYPES

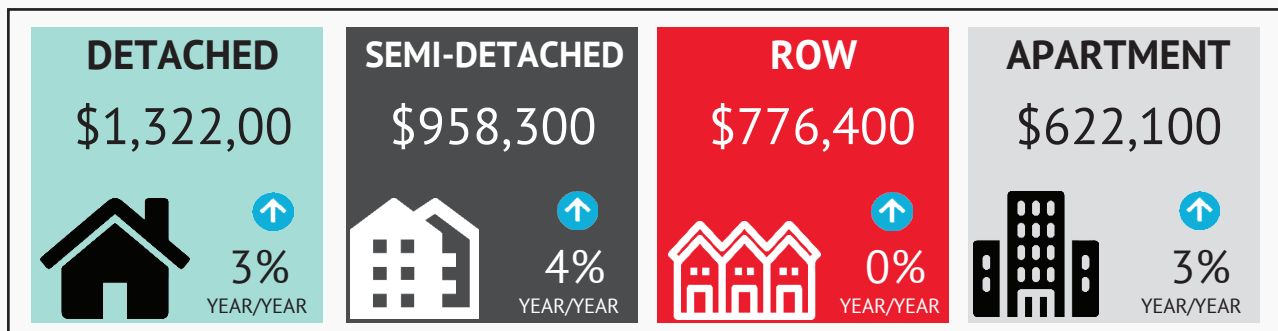
Year-to-date gains in apartment condominium sales were not enough to offset the declines occurring across all property types. Over the past several months we have also seen a shift in new listings for all property types. The recent gains have contributed to growth in inventory levels and rising months of supply. Both detached and apartment condominium homes are reporting the highest levels of months of supply.

While prices have trended down over the past several months across all property types, the unadjusted benchmark price remains higher than last year's levels. With an October benchmark price of \$1,322,000, detached homes are over three per cent higher than levels reported the previous year.

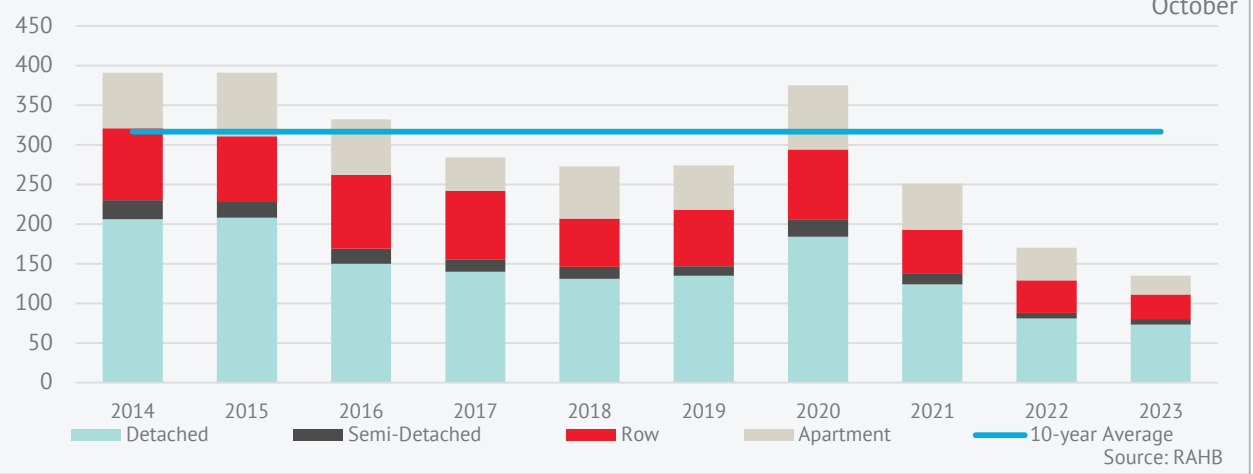
October 2023																
	Sales		New Listings		Inventory		S/NL	Days on Market		Months of Supply		Average Price		Median Price		
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	
Detached	73	-9.9%	218	48.3%	306	38.5%	33%	22.2	-21.8%	4.19	53.6%	\$1,47,90	4.6%	\$1,24,00	1.3%	
Semi-Detached	7	0.0%	25	92.3%	18	28.6%	28	13.9	-43.3%	2.57	28.6%	\$9,435	-11.7%	\$995,000	0.5%	
Row	31	-24.4%	65	-4.4%	75	-13.8%	48%	20.5	-12.9%	2.42	14.0%	\$8,341	4.0%	\$8,500	-3.6%	
Apartment	24	-41.5%	87	7.4%	13	-5.7%	28%	36.8	6.7%	5.54	61.1%	\$6,349	-8.3%	\$585,000	-2.7%	
Mobile	2	10.0%	2	10.0%	2	10.0%	10	44.5	11.3%	1.00	0.0%	\$4,950	91.1%	\$4,950	91.1%	
Total Residential	13	-19.9%	39	28.1%	53	15.1%	35	24.3	-15.1%	3.90	43.6%	\$1,15,11	6.0%	\$1,05,00	7.7%	

Year-to-Date																
	Sales		New Listings		Inventory		S/NL	DOM		Months of Supply		Average Price		Median Price		
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	
Detached	97	-13.9%	1,822	-15.1%	191	8.1%	53.6%	16.8	20.0%	1.95	25.6%	\$1,44,31	-8.3%	\$1,300,000	-7.5%	
Semi-Detached	11	-19.7%	167	-17.3%	10	-23.5%	65.9%	12.7	-3.0%	0.92	-4.7%	\$1,013,926	-3.5%	\$1,001,500	-0.8%	
Row	47	-9.6%	651	-27.3%	51	-22.1%	72.2%	17.8	32.1%	1.09	-13.8%	\$8,502	-7.3%	\$848,950	-7.2%	
Apartment	51	6.0%	81	-9.2%	102	4.7%	63.1%	32.2	65.6%	1.98	-1.2%	\$6,308	-6.8%	\$592,500	-11.7%	
Mobile	5	66.7%	12	20.0%	3	-	41.7%	56.2	103.1%	5.00	-	\$382,400	22.7%	\$364,000	15.6%	
Total Residential	2,07	-9.0%	3,46	-16.4%	356	0.9%	59.9%	20.7	38.1%	1.72	10.8%	\$1,10,67	-9.6%	\$1,002,000	-8.1%	

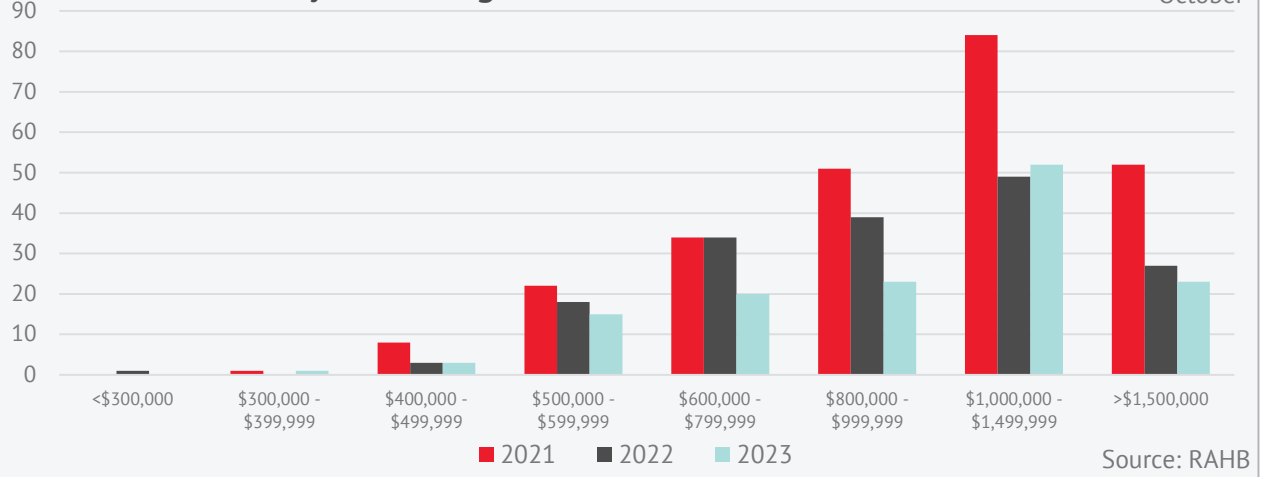
BENCHMARK PRICE



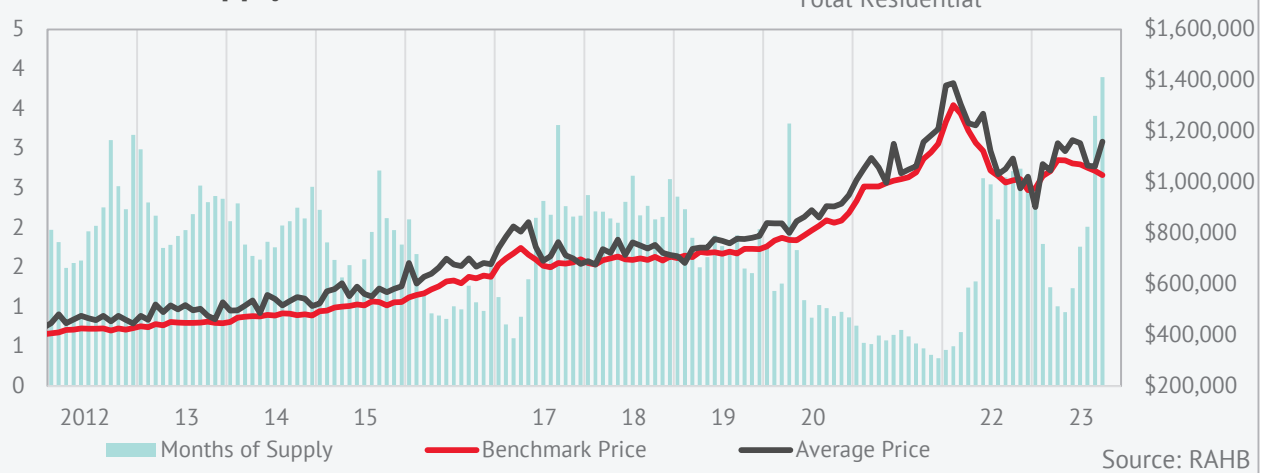
Monthly Sales Comparison



Residential Sales by Price Range



Months of Supply and Prices

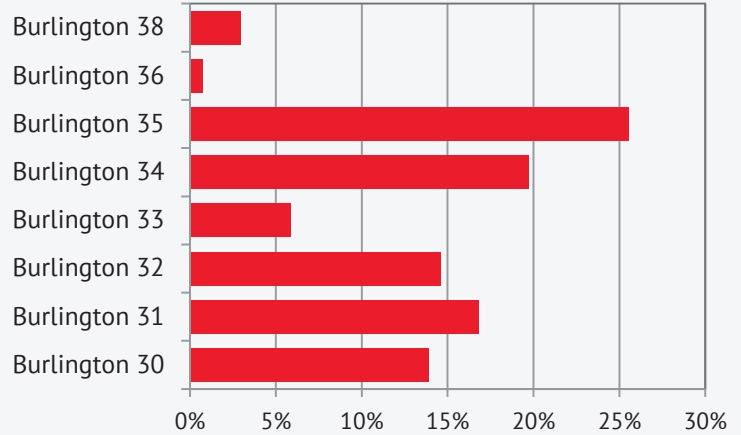


REGIONAL SUMMARY

Burlington 30 is the only area to see year-to-date sales activity rise enough to bring levels close to long-term trends for the area. Burlington 30 has also seen gains in inventory levels, providing increased choice to consumers. Overall, Burlington has experienced gains in new listings and lower sales to new listings ratios.

Gains in supply relative to sales have contributed to monthly declines in the unadjusted benchmark price across all areas. However, the October benchmark price remains higher than last year's levels in all areas except Burlington 31, Burlington 36 and Burlington 38.

Share of Sales by District



October 2023

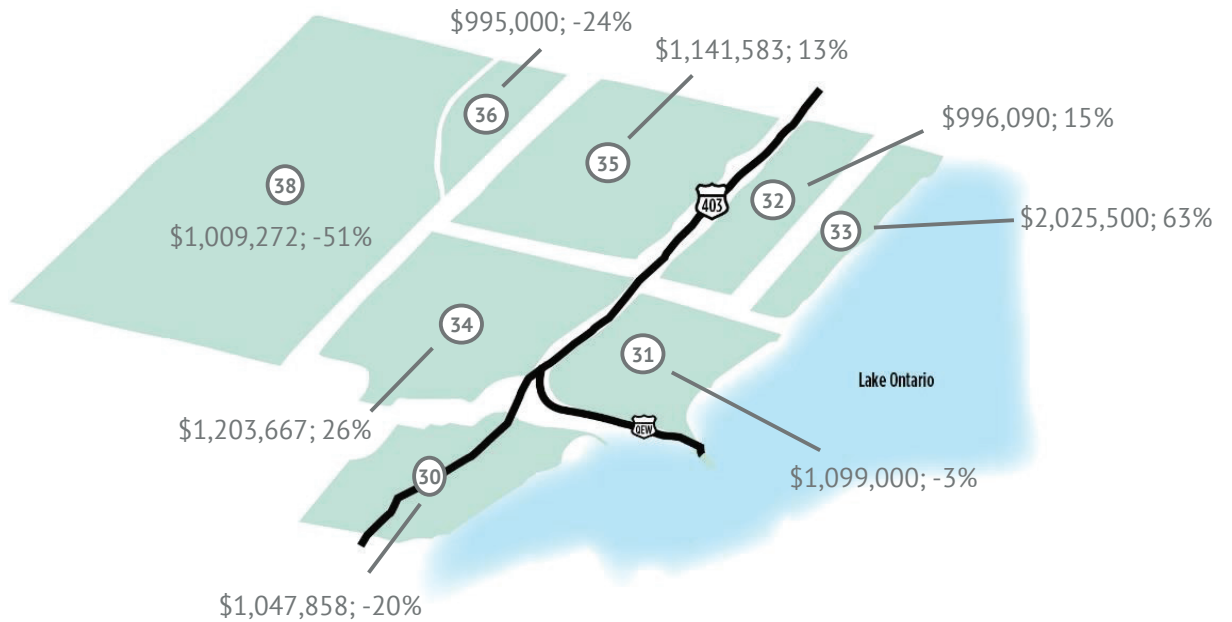
	Sales		New Listings		Inventory		S/NL	Days on Market		Months of Supply		Average Price		Median Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Burlington 30	19	18.8%	51	6.3%	89	12.7%	37	24.1	-34.3%	4.68	-5.1%	\$1,04 ,85	-19.7%	\$890,000	-11.0%
Burlington 31	23	-25.8%	69	0.0%	10	-13.7%	33%	31.7	12.5%	4.39	16.4%	\$1,09 ,00	-3.3%	\$1,130,000	-1.7%
Burlington 32	20	-13.0%	34	78.9%	40	29.0%	59	22.9	-29.2%	2.00	48.4%	\$9 6,09	14.9%	\$1,01 ,45	17.3%
Burlington 33	8	-46.7%	38	-2.6%	64	16.4%	21	21.4	-34.2%	8.00	11 .2%	\$2,02 ,50	62.6%	\$1,09 ,00	9.0%
Burlington 34	27	17.4%	70	10 .0%	69	35.3%	39	19.0	-20.0%	2.56	15.3%	\$1,20 ,66	26.0%	\$1,05 ,00	13.9%
Burlington 35	35	-32.7%	100	47.1%	110	31.0%	35%	20.7	-12.4%	3.14	94.6%	\$1,14 ,58	12.5%	\$1,10 ,00	13.7%
Burlington 36	1	-85.7%	25	4.2%	36	16.1%	4%	9.0	-65.8%	36.00	712.9%	\$9 5,00	-24.5%	\$995,000	-28.9%
Burlington 38	4	0.0%	10	25.0%	25	56.3%	40	65.8	9.6%	6.25	56.3%	\$1,00 ,27	-51.4%	\$936,544	-55.7%
Total	13	-19.9%	397	28.1%	534	15.1%	35%	24.3	-15.1%	3.90	43.6%	\$1,15 ,11	6.0%	\$1,05 ,00	7.7%

Year-to-Date

	Sales		New Listings		Inventory		S/NL	DOM		Months of Supply		Average Price		Median Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Burlington 30	25	11.9%	50	0.2%	64	40.8%	50.4%	23.0	54.8%	2.51	25.8%	\$1,15 ,08	-5.4%	\$1,020,000	-2.3%
Burlington 31	33	-5.0%	609	-16.9%	78	2.0%	55.7%	28.4	58.2%	2.30	7.4%	\$1,05 ,97	-8.2%	\$9 0,00	-5.0%
Burlington 32	23	-24.8%	315	-35.1%	23	-32.6%	73.0%	17.5	24.2%	1.02	-10.3%	\$1,021,166	-6.7%	\$1,010,000	-3.8%
Burlington 33	20	-11.9%	391	-4.4%	43	19.3%	53.2%	19.7	10.7%	2.08	35.4%	\$1,44 ,31	-4.1%	\$1,222,500	-3.7%
Burlington 34	27	-8.9%	450	-10.7%	38	-1.8%	61.6%	17.1	21.6%	1.38	7.8%	\$1,05 ,76	-8.0%	\$9 5,00	-6.2%
Burlington 35	61	-13.1%	868	-27.3%	64	-26.5%	71.3%	16.6	26.3%	1.04	-15.4%	\$1,011,819	-12.3%	\$940,000	-14.1%
Burlington 36	11	30.8%	23	7.2%	27	-	49.8%	25.6	76.4%	2.24	-	\$1,134,537	-15.2%	\$1,110,000	-9.8%
Burlington 38	30	-36.2%	91	-4.2%	19	41.6%	33.0%	44.6	12 .0%	6.47	12 .8%	\$1,67 ,03	-31.0%	\$1,45 ,04	-35.7%
Total	2,07	-9.0%	3,46	-16.4%	35	0.9%	59.9%	20.7	38.1%	1.72	10.8%	\$1,10 ,67	-9.6%	\$1,00 ,00	-8.1%

AVERAGE RESIDENTIAL PRICE BY DISTRICT

Burlington 30-36, 38



RESIDENTIAL PRICE COMPARISON

	October 2023				Year-To-Date			
	Average Price		Benchmark Price		Average Price		Benchmark Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Burlington 30	\$1,04 ,85	-19.7%	\$1,064,800	2.8%	\$1,158,087	-5.4%	\$1,079,320	-8.3%
Burlington 31	\$1,09 ,00	-3.3%	\$789,10	-1.3%	\$1,053,979	-8.2%	\$8 5,36	-12.0%
Burlington 32	\$9 6,09	14.9%	\$982,800	3.9%	\$1,02 ,16	-6.7%	\$9 9,26	-7.2%
Burlington 33	\$2,02 ,50	62.6%	\$1,16 ,70	0.2%	\$1,44 ,31	-4.1%	\$1,210,910	-9.7%
Burlington 34	\$1,20 ,66	26.0%	\$970,000	2.3%	\$1,05 ,76	-8.0%	\$9 1,11	-7.1%
Burlington 35	\$1,14 ,58	12.5%	\$964,900	2.0%	\$1,01 ,81	-12.3%	\$9 4,10	-6.3%
Burlington 36	\$9 5,00	-24.5%	\$1,14 ,20	-0.3%	\$1,134,537	-15.2%	\$1,173,520	-8.5%
Burlington 38	\$9 5,00	-24.5%	\$1,14 ,20	-0.3%	\$1,134,537	-15.2%	\$1,173,520	-8.5%

DETACHED BENCHMARK HOMES

	October 2023						
	Benchmark Price	Y/Y	M/M	Full Bathrooms	Bedrooms	Gross Living Area	Lot Size
Burlington 30	\$1,402,300	5.2%	0.2%	2	3	1,706	7,539
Burlington 31	\$1,083,600	5.7%	0.0%	2	3	1,369	8,300
Burlington 32	\$1,188,300	5.2%	0.0%	2	3	1,419	5,634
Burlington 33	\$1,339,300	3.1%	-0.3%	2	3	1,504	7,525
Burlington 34	\$1,145,800	2.6%	-1.2%	2	3	1,547	6,600
Burlington 35	\$1,326,000	3.1%	-1.8%	2	4	1,960	5,000
Burlington 36	\$1,477,700	2.7%	-2.4%	2	4	2,115	3,331
Burlington 38	\$1,695,400	-3.0%	-3.6%	2	3	2,221	60,000

SUMMARY STATISTICS

October 2023

	Sales		New Listings		Inventory		Average Price		Days On Market			
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Average	Y/Y	Median	Y/Y
Residential	137	-19.9%	397	28.1%	534	15.1%	\$1,050,000	7.7%	24.3	-15.1%	20.0	-9.1%
Commercial	1	-50.0%	0	-100.0%	124	-19.5%	\$990,000	-62.3%	106.0	-16.9%	106.0	-16.9%
Farm	0	-	0	-	3	50.0%	-	-	-	-	-	-
Land	1	0.0%	0	-	14	-12.5%	\$3,200,000	73.0%	21.0	34.8%	21.0	34.8%
Multi-Residential	0	-	0	-100.0%	5	0.0%	-	-	-	-	-	-
Total	139	-20.1%	56	-44.6%	759	5.0%	\$1,050,000	7.4%	26.2	-12.2%	20.0	-11.1%

Year-to-Date

	Sales		New Listings		Inventory		Average Price		Days On Market			
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Average	Y/Y	Median	Y/Y
Residential	2,075	-9.0%	3,465	-16.4%	356	0.9%	\$1,002,000	-8.1%	20.7	38.1%	12.0	50.0%
Commercial	25	19.0%	23	-28.1%	138	-6.4%	\$980,000	8.3%	93.6	1.2%	62.0	-23.5%
Farm	0	-	2	-	3	285.7%	-	-	-	-	-	-
Land	8	60.0%	10	-33.3%	17	81.3%	\$1,972,250	30.9%	74.5	138.8%	54.5	32.9%
Multi-Residential	7	250.0%	3	-25.0%	3	-7.4%	\$2,050,000	-33.2%	39.7	183.7%	32.0	12.6%
Total	2,115	-8.3%	761	-65.8%	590	5.5%	\$1,004,000	-7.9%	21.8	38.8%	12.0	50.0%

October 2023

	Sales		Dollar Volume		New Listings		Days on Market		Leases	Lease DOM
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Actual
Business	0	-	\$0	-	1	-	-	-	0	-
Industrial	1	-	\$990,000	-	0	-100.0%	106.0	-	3	55.3
Investment	0	-100.0%	\$0	-100.0%	0	-	-	-	0	-
Land	0	-	\$0	-	0	-	-	-	0	-
Office	0	-100.0%	\$0	-100.0%	0	-	-	-	1	97.0
Retail	0	-	\$0	-	0	-	-	-	0	-

Year-to-Date

	Sales		Dollar Volume		New Listings		Days on Market		Leases	Lease DOM
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Actual
Business	1	-75.0%	\$100,000	-84.5%	3	-57.1%	161.0	48.7%	0	-
Industrial	10	40.0%	\$1,930,990	13.6%	6	-81.3%	95.5	124.7%	24	75.4
Investment	1	-66.7%	\$410,000	-95.1%	1	-66.7%	36.0	-55.6%	0	-
Land	1	-	\$950,000	-	1	0.0%	239.0	-	0	-
Office	6	0.0%	\$7,900,000	41.3%	11	-60.7%	58.0	-10.3%	14	150.9
Retail	6	0.0%	\$9,614,000	30.8%	7	-61.1%	100.3	-24.2%	7	142.1