

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
225	209	+7.7%	225	209	+7.7%
\$82,817,635	\$71,243,496	+16.2%	\$82,817,635	\$71,243,496	+16.2%
373	528	-29.4%	373	528	-29.4%
\$192,019,947	\$235,559,056	-18.5%	\$192,019,947	\$235,559,056	-18.5%
\$514,799	\$446,135	+15.4%	\$514,799	\$446,135	+15.4%
\$402,000	\$390,500	+2.9%	\$402,000	\$390,500	+2.9%
55	103	-46.6%	55	103	-46.6%
_	_	-	3.3	4.6	-28.1%
_	_	+_	30.56%	21.97%	+8.6%
		1			
186	159	+17%	186	159	+17%
\$65,013,591	\$53,373,101	+21.8%	\$65,013,591	\$53,373,101	+21.8%
306	288	+6.3%	306	288	+6.3%
\$110,533,169	\$98,034,402	+12.7%	\$110,533,169	\$98,034,402	+12.7%
101	114	-11.4%	101	114	-11.4%
\$32,784,160	\$35,739,504	-8.3%	\$32,784,160	\$35,739,504	-8.3%
\$324,596	\$313,504	+3.5%	\$324,596	\$313,504	+3.5%
\$293,900	\$283,000	+3.9%	\$293,900	\$283,000	+3.9%
	225 \$82,817,635 373 \$192,019,947 \$514,799 \$402,000 55 ————————————————————————————————	225 209 \$82,817,635 \$71,243,496 373 528 \$192,019,947 \$235,559,056 \$514,799 \$446,135 \$402,000 \$390,500 55 103	225 209 +7.7% \$82,817,635 \$71,243,496 +16.2% 373 528 -29.4% \$192,019,947 \$235,559,056 -18.5% \$514,799 \$446,135 +15.4% \$402,000 \$390,500 +2.9% 55 103 -46.6% +- 186 159 +17% \$65,013,591 \$53,373,101 +21.8% 306 288 +6.3% \$110,533,169 \$98,034,402 +12.7% 101 114 -11.4% \$32,784,160 \$35,739,504 -8.3% \$324,596 \$313,504 +3.5%	\$25	225 209 +7.7% 225 209 \$82,817,635 \$71,243,496 +16.2% \$82,817,635 \$71,243,496 373 528 -29.4% 373 528 \$192,019,947 \$235,559,056 -18.5% \$192,019,947 \$235,559,056 \$514,799 \$446,135 +15.4% \$514,799 \$446,135 \$402,000 \$390,500 +2.9% \$402,000 \$390,500 55 103 -46.6% 55 103 - - - - 30.56% 21.97% 186 159 +17% 186 159 \$65,013,591 \$53,373,101 +21.8% \$65,013,591 \$53,373,101 306 288 +6.3% 306 288 \$110,533,169 \$98,034,402 +12.7% \$110,533,169 \$98,034,402 101 114 -11.4% 101 114 \$32,784,160 \$35,739,504 -8.3% \$32,784,160 \$35,739,504 \$324,596 \$313,



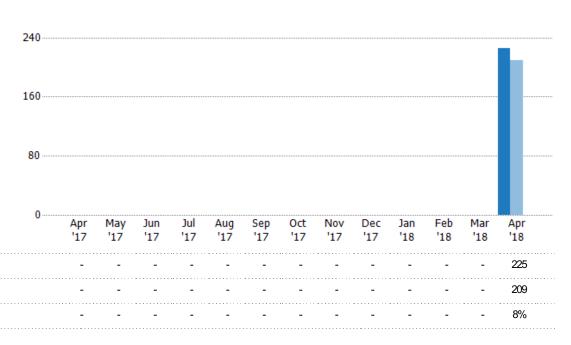




New Listings

The number of new single-family, condominium and townhome listings that were added each month.





New Listing Volume

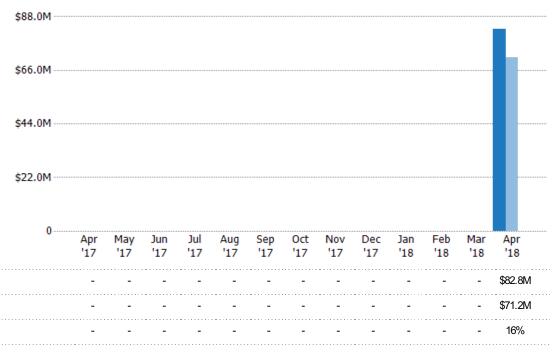
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

State: VT
County: Chittenden County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

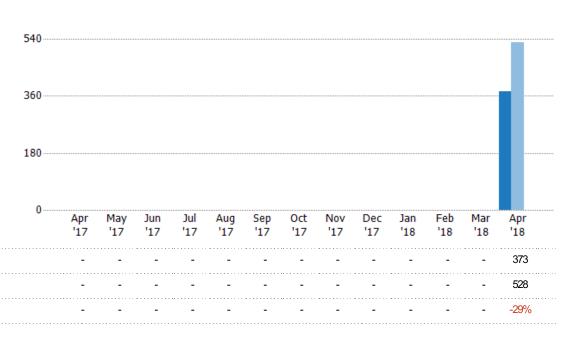




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

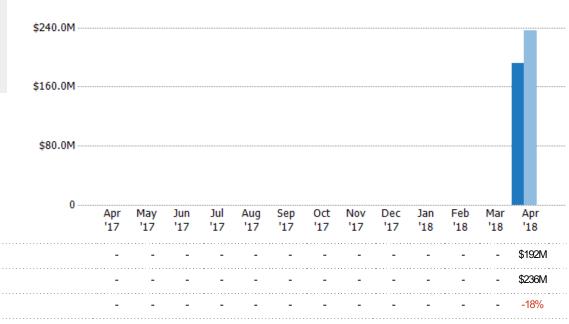
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

State: VT
County: Chittenden County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year





Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used State: VT													
County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												•••••
,	\$300K												************
	\$150K												
	\$150K												
	\$150K 0												
	\$150K 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	0 Apr		Jun '17		Aug '17	Sep '17	0ct '17				'18 -	'18 -	
Current Year Prior Year	0 Apr		Jun '17 -		Aug '17 -	Sep '17 -	Oct '17				'18 -	'18	'18

Median Listing Price

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

	\$500K ······												
Filters Used													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	\$125K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-						- -	-	- -	-	-		\$402K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$391K





3%



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.

Avg Est Value Avg Listing Price	0 Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug '17 -	'17	0ct '17 -	Nov '17	Dec '17 -	Jan '18 -	Feb '18	Mar '18 -	Ap '18 \$475
Avg Est Value		'17	'17	'17	Aug '17	'17	'17					'18	'18
			Jun '17	Jul '17	Aug '17	Sep '17							
	0												
	\$150K												
Family Residence	\$300K												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$450K												

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
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Listing Price as a % of Med Est Value

		Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
May '17	Jun	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Арі '18
May		Aug '17	Sep '17			Dec '17				



Median Est Value

Median Listing Price





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.

Ciltara I had													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												•••••
	100												•••••
	50												
	50												
	50												
	50 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	A
Current Year	0 Apr '17	'17 -	-	-	-	-	-	'17 -	'17 -	'18 -	'18 -		
Current Year Prior Year	0 Apr '17	May '17 -	-	-	-	-	-	'17 -	'17 -	'18 -	'18 -		

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate

Percent Change from Prior Year	-	_	-	-	-	-	-	-	-	-	-	-	-299
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5.1
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.6
	0 Apr '17	May '17	Jun '17		Aug '17			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	A '1
	2.00												
County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00												
State: VT													
Filters Used	8.00												





Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT

County: Chittenden County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

0%	

20%

10%

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	_	-	27%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	19%
Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	-8%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

Current Year Prior Year

State: VT

County: Chittenden County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

0			 	 	 				
0			 	 	 				
0			 	 	 	•••••			
_									
0 Apr	May			 	 				A
0 Apr	May	Jun		 	 	Jan	Feb	Mar	A '1
	May	Jun		 	 	Jan	Feb	Mar	



Active Pending

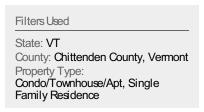
Sold

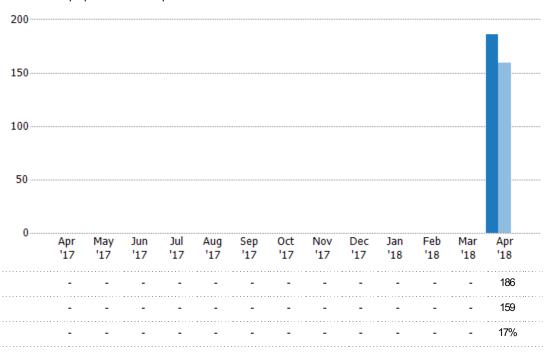




New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





New Pending Sales Volume

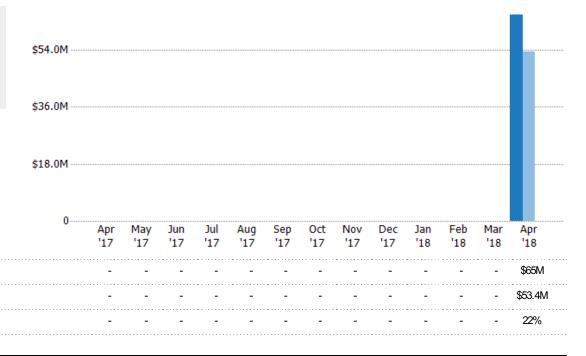
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

State: VT
County: Chittenden County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

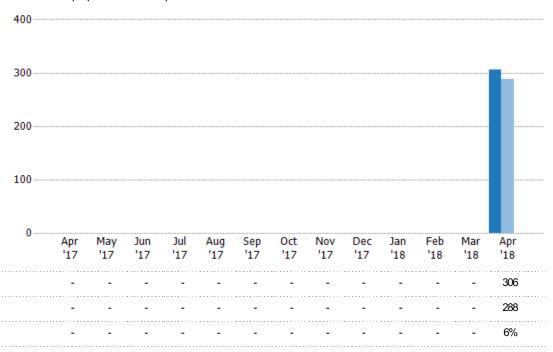




Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

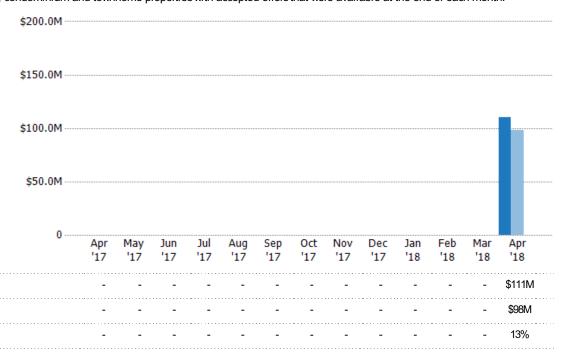
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

State: VT
County: Chittenden County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

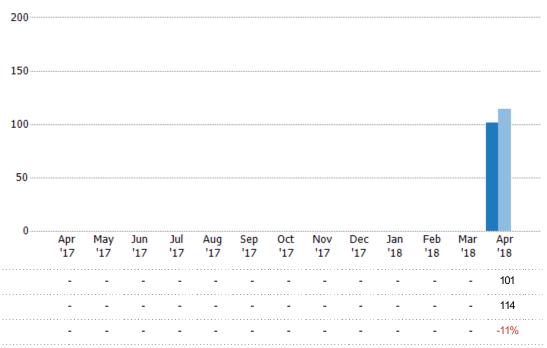




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.





Closed Sales Volume

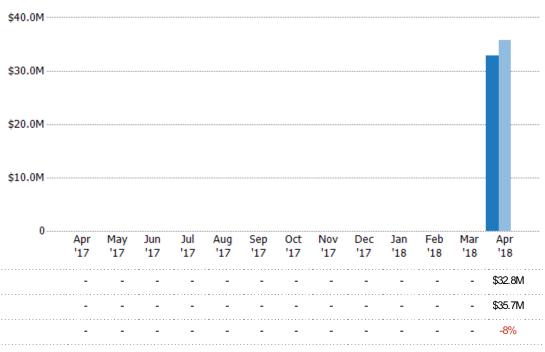
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

State: VT
County: Chittenden County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year





Closed Sales by Property Type

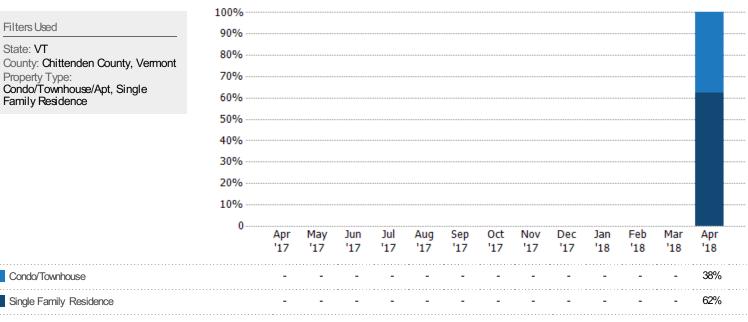
The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

State: VT

County: Chittenden County, Vermont

Family Residence



Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$400K												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												_
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$314K
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	4%







Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$300K ······												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0			_ •	_								
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-17 -	'17 -	'17 -	-	-	-	-	-	-	-	-	'18
Current Year Prior Year		-	'17 - -	'17 - -	-	-	-	-	'17 - -	-	-	-	

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

	\$400K
Filters Used	
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K
Family Residence	\$200K
	\$100K
	0

	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%







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	\$300K												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K \$75K												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$292K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$294K

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	
State: VT	
County: Chittenden County, Vermont	
Property Type:	
Condo/Townhouse/Apt, Single	
Family Residence	

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

\$300K	 										
\$200K											
\$100K	 										
	 									Mar	
0 Apr	 	Jul '17		Sep '17	0ct '17	Nov '17	Dec '17			Mar	Apr '18
0 Apr	 	Jul '17	Aug '17	Sep '17	Oct '17 -	Nov '17	Dec '17 -	Jan '18 -	Feb '18 -	Mar '18	Apr



Avg Est Value

Avg Sales Price





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
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

\$225K		 									
\$150K		 									
\$75K		 									
0											
_	May										
_	May '17										Apr '18
_	May '17 -		Aug '17		Oct '17	Nov '17	Dec '17	Jan '18		Mar '18	Apr '18
_	May '17 -		Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18



