

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	115	115	+/-	216	195	+10.8%
New Listing Volume	\$50,416,400	\$40,052,567	+25.9%	\$84,928,740	\$74,703,644	+13.7%
Active Listing Count	315	371	-15.1%	N/A	N/A	
Active Listing Volume	\$154,315,496	\$181,968,030	-15.2%	N/A	N/A	
Average Listing Price	\$489,890	\$490,480	-0.1%	\$472,696	\$491,437	-3.8%
Median Listing Price	\$410,000	\$403,900	+1.5%	\$394,266	\$401,922	-1.9%
Median Days in RPR	114	132	-13.6%	120.49	133.47	-9.7%
Months of Inventory	4.3	5.4	-19.7%	4.7	5.9	-20.9%
Absorption Rate	23.17%	18.6%	+4.6%	21.36%	16.89%	+4.5%
Sales Activity Charts Metrics						
New Pending Sales Count	125	102	+22.5%	229	189	+21.2%
New Pending Sales Volume	\$45,869,149	\$34,029,349	+34.8%	\$81,356,748	\$63,314,576	+28.5%
Pending Sales Count	244	156	+56.4%	N/A	N/A	
Pending Sales Volume	\$90,341,973	\$53,749,679	+68.1%	N/A	N/A	
Closed Sales Count	62	72	-13.9%	135	141	-4.3%
Closed Sales Volume	\$22,300,743	\$22,020,872	+1.3%	\$46,126,716	\$41,732,183	+10.5%
Average Sales Price	\$359,689	\$305,845	+17.6%	\$341,679	\$295,973	+15.4%
Median Sales Price	\$299,500	\$297,500	+0.7%	\$299,054	\$281,596	+6.2%

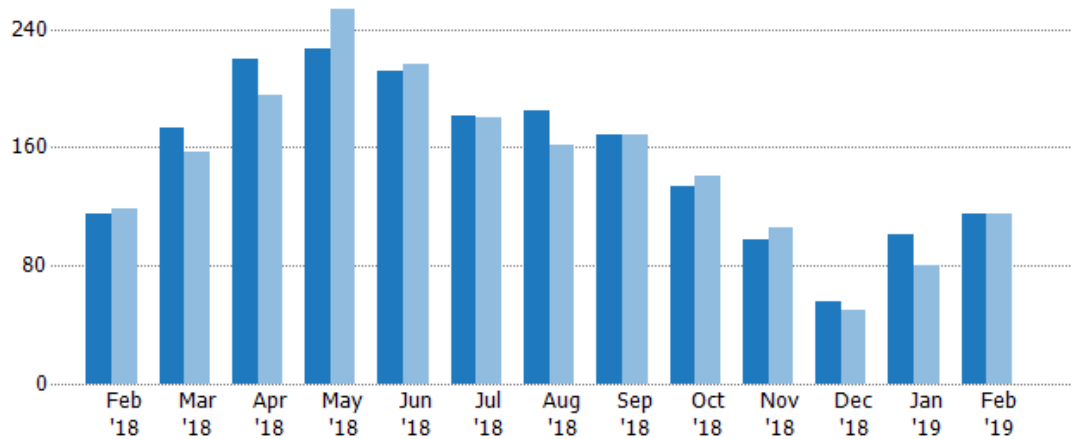
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/Year	Count	% Chg.
Feb '19	115	0%
Feb '18	115	-3.4%
Feb '17	119	18.5%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	115	173	220	227	212	181	185	169	134	97	56	101	115
Prior Year	119	157	195	254	216	180	162	169	141	106	50	80	115
Percent Change from Prior Year	-3%	10%	13%	-11%	-2%	1%	14%	0%	-5%	-8%	12%	26%	0%

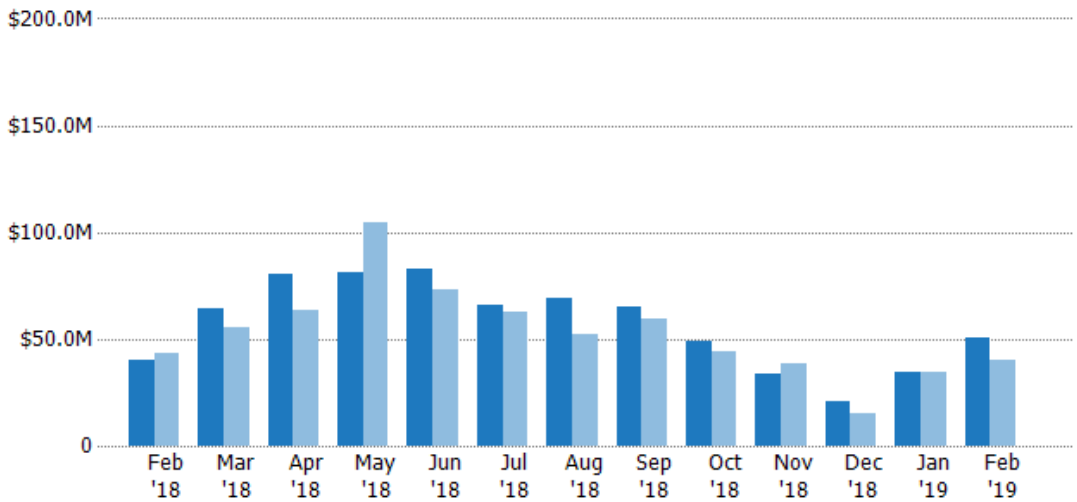
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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

Month/Year	Volume	% Chg.
Feb '19	\$50.4M	25.9%
Feb '18	\$40.1M	-6.9%
Feb '17	\$43M	20.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$40.1M	\$64M	\$80.5M	\$81M	\$82.5M	\$66.1M	\$68.7M	\$64.9M	\$49.2M	\$33.7M	\$20.8M	\$34.5M	\$50.4M
Prior Year	\$43M	\$55.3M	\$63.7M	\$104M	\$73.5M	\$62.8M	\$52.5M	\$59.2M	\$43.9M	\$38.5M	\$15M	\$34.7M	\$40.1M
Percent Change from Prior Year	-7%	16%	26%	-22%	12%	5%	31%	10%	12%	-13%	38%	0%	26%

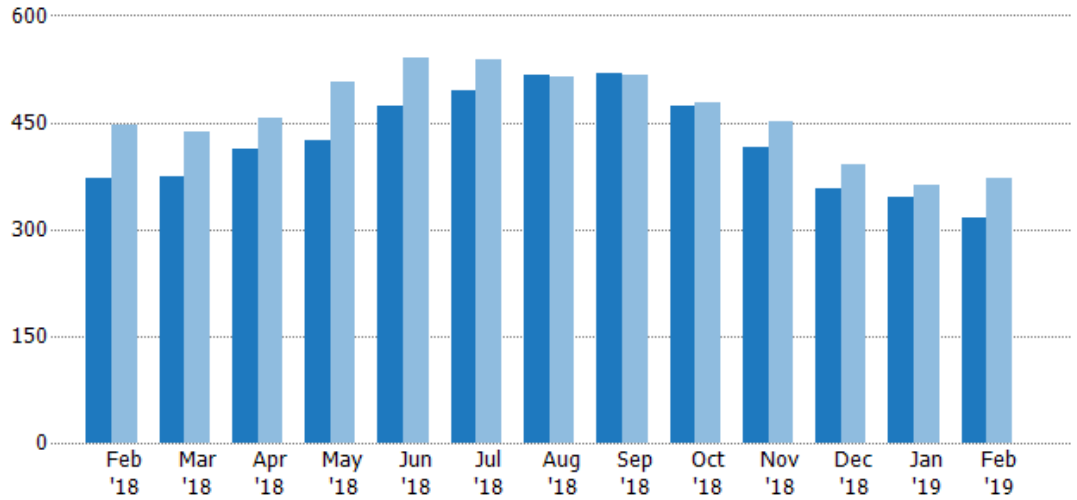
Active Listings

The number of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	315	-15.1%
Feb '18	371	-16.8%
Feb '17	446	20.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	371	374	413	424	473	495	517	519	473	414	356	345	315
Prior Year	446	436	457	506	541	538	513	516	479	451	391	363	371
Percent Change from Prior Year	-17%	-14%	-10%	-16%	-13%	-8%	1%	1%	-1%	-8%	-9%	-5%	-15%

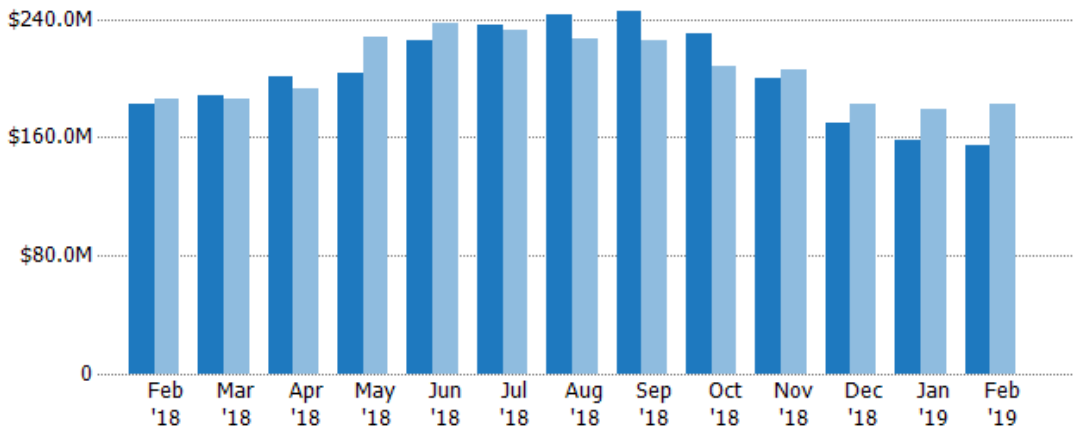
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$154M	-15.2%
Feb '18	\$182M	-2.3%
Feb '17	\$186M	25.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$182M	\$188M	\$201M	\$204M	\$226M	\$235M	\$243M	\$245M	\$231M	\$200M	\$170M	\$158M	\$154M
Prior Year	\$186M	\$186M	\$193M	\$228M	\$237M	\$233M	\$226M	\$225M	\$209M	\$205M	\$183M	\$179M	\$182M
Percent Change from Prior Year	-2%	1%	4%	-10%	-5%	1%	8%	9%	11%	-3%	-7%	-12%	-15%

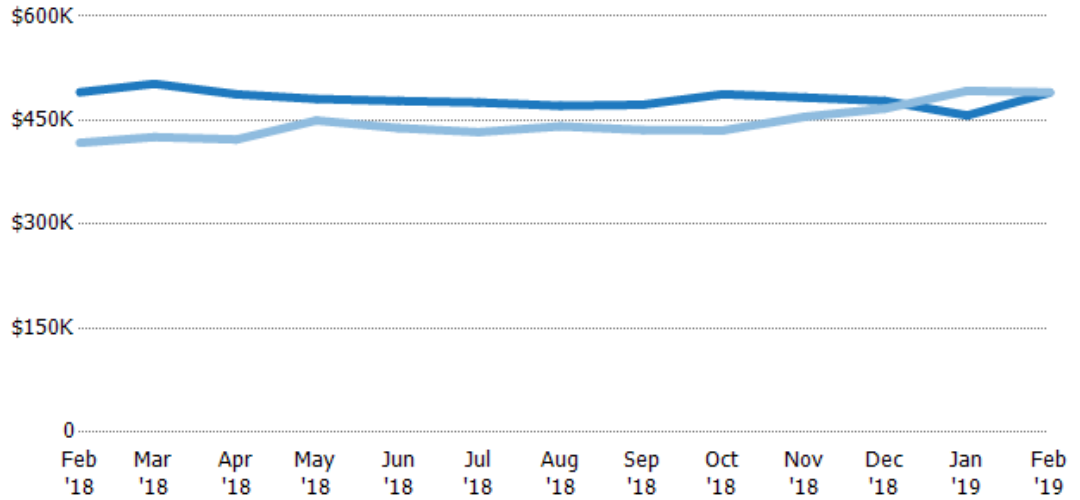
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$490K	-0.1%
Feb '18	\$490K	17.5%
Feb '17	\$418K	4.2%



Current Year	\$490K	\$503K	\$487K	\$481K	\$478K	\$476K	\$471K	\$472K	\$488K	\$483K	\$478K	\$457K	\$490K
Prior Year	\$418K	\$426K	\$422K	\$450K	\$439K	\$433K	\$441K	\$436K	\$435K	\$455K	\$467K	\$492K	\$490K
Percent Change from Prior Year	17%	18%	15%	7%	9%	10%	7%	8%	12%	6%	2%	-7%	0%

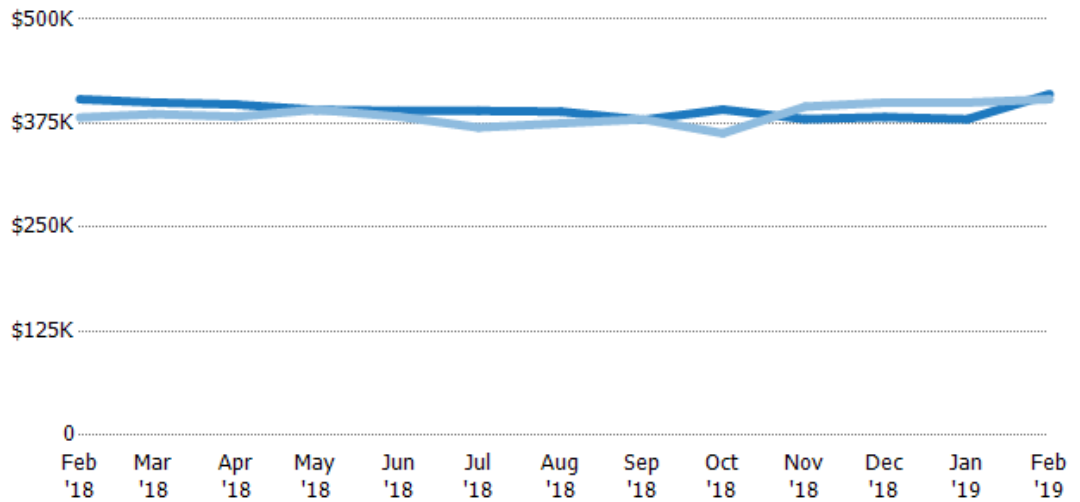
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$410K	1.5%
Feb '18	\$404K	5.8%
Feb '17	\$382K	-1.8%



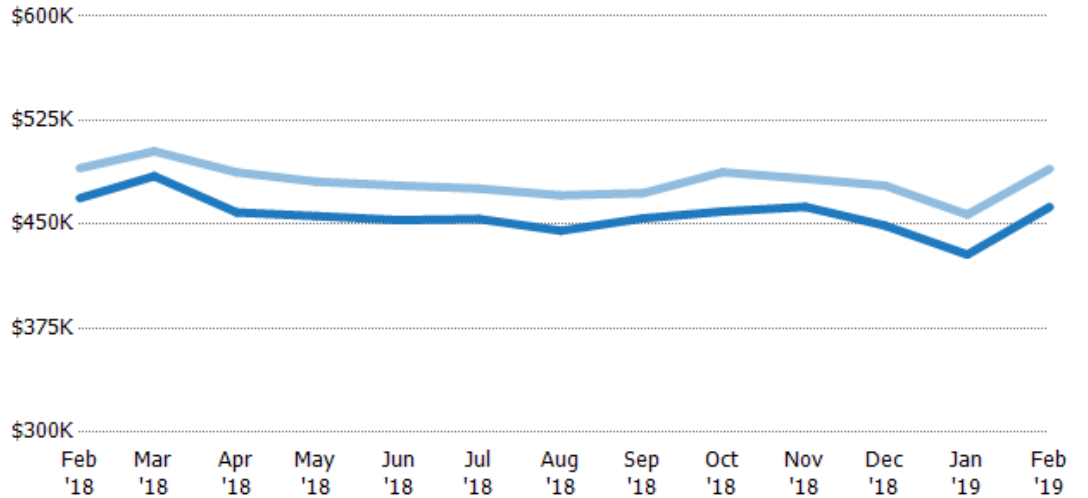
Current Year	\$404K	\$400K	\$398K	\$391K	\$390K	\$390K	\$389K	\$379K	\$392K	\$380K	\$382K	\$380K	\$410K
Prior Year	\$382K	\$386K	\$383K	\$392K	\$383K	\$370K	\$375K	\$380K	\$363K	\$395K	\$400K	\$400K	\$404K
Percent Change from Prior Year	6%	4%	4%	0%	2%	5%	4%	0%	8%	-4%	-4%	-5%	2%

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

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



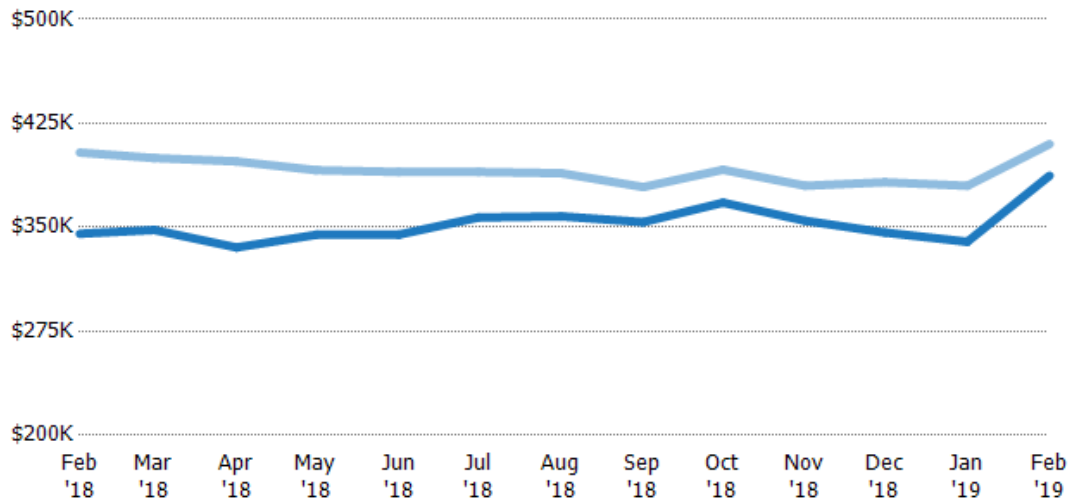
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$469K	\$485K	\$459K	\$456K	\$453K	\$454K	\$445K	\$454K	\$459K	\$463K	\$449K	\$428K	\$462K
Avg Listing Price	\$490K	\$503K	\$487K	\$481K	\$478K	\$476K	\$471K	\$472K	\$488K	\$483K	\$478K	\$457K	\$490K
Avg Listing Price as a % of Avg Est Value	105%	104%	106%	105%	105%	105%	106%	104%	106%	104%	106%	107%	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

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



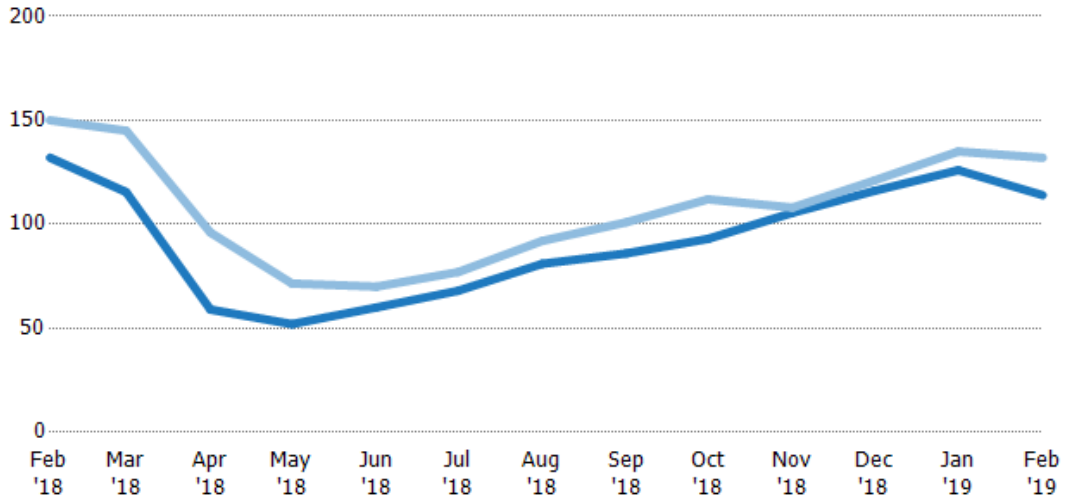
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$345K	\$348K	\$335K	\$345K	\$345K	\$357K	\$358K	\$354K	\$368K	\$355K	\$346K	\$340K	\$387K
Median Listing Price	\$404K	\$400K	\$398K	\$391K	\$390K	\$390K	\$389K	\$379K	\$392K	\$380K	\$382K	\$380K	\$410K
Med Listing Price as a % of Med Est Value	117%	115%	118%	113%	113%	109%	109%	107%	106%	107%	110%	112%	106%

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

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



Month/Year	Days	% Chg.
Feb '19	114	-13.6%
Feb '18	132	-12%
Feb '17	150	5%

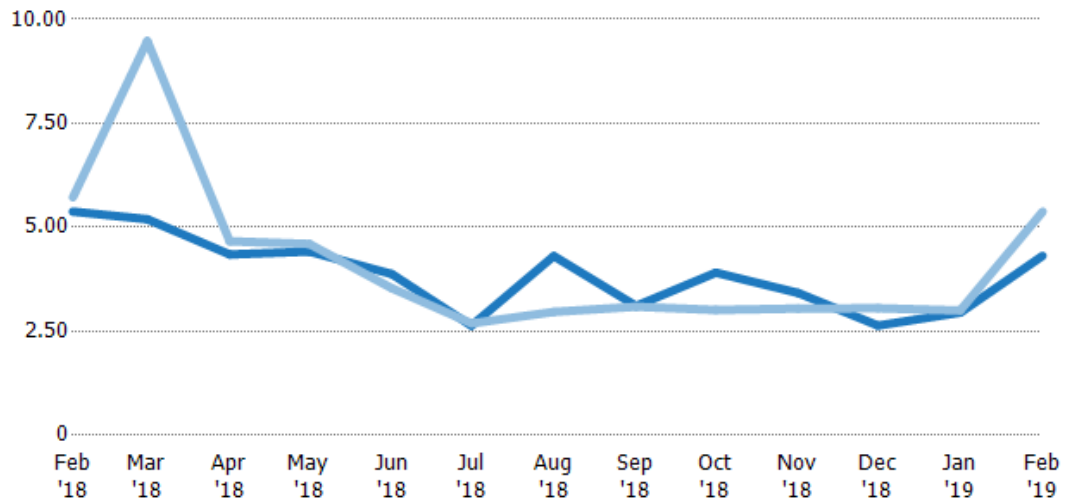
Current Year	132	116	59	52	60	68	81	86	93	106	116	126	114
Prior Year	150	145	96	71.5	70	77	92	101	112	108	121	135	132
Percent Change from Prior Year	-12%	-20%	-39%	-27%	-14%	-12%	-12%	-15%	-17%	-2%	-4%	-7%	-14%

Months of Inventory

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

Filters Used

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



Month/Year	Months	% Chg.
Feb '19	4.32	-19.7%
Feb '18	5.38	-6%
Feb '17	5.72	5.7%

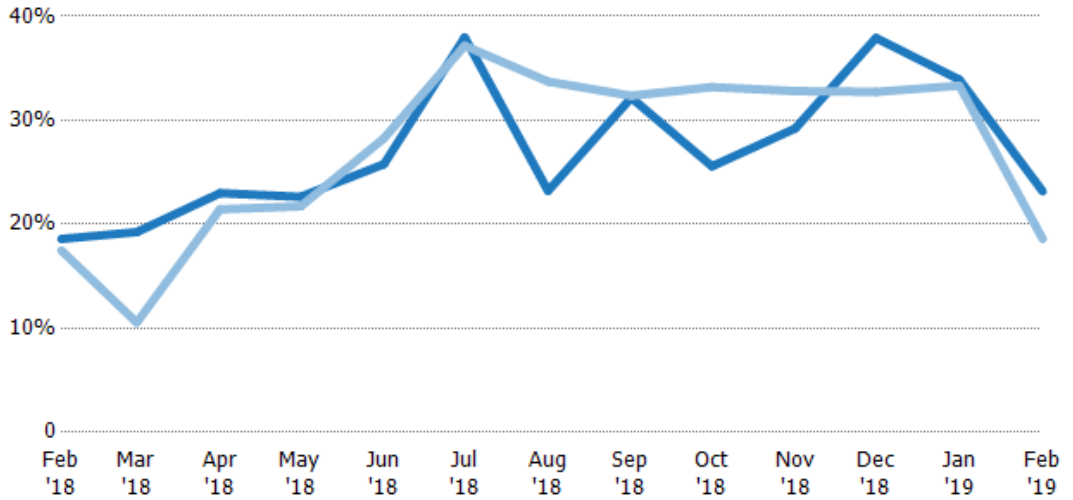
Current Year	5.38	5.19	4.35	4.42	3.88	2.63	4.31	3.11	3.91	3.42	2.64	2.95	4.32
Prior Year	5.72	9.48	4.66	4.6	3.54	2.69	2.97	3.09	3.01	3.05	3.05	3	5.38
Percent Change from Prior Year	-6%	-45%	-7%	-4%	10%	-2%	45%	1%	30%	12%	-14%	-2%	-20%

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



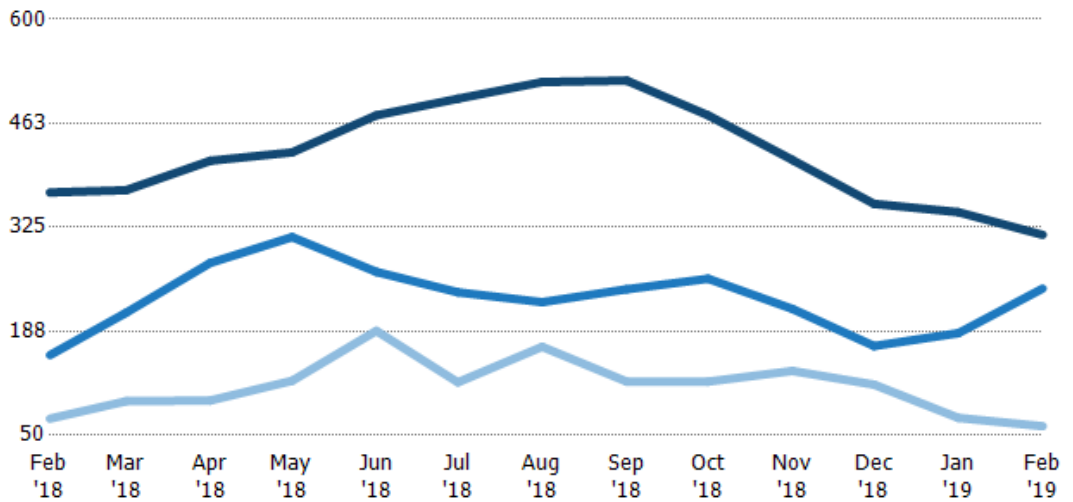
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	19%	19%	23%	23%	26%	38%	23%	32%	26%	29%	38%	34%	23%
Prior Year	17%	11%	21%	22%	28%	37%	34%	32%	33%	33%	33%	33%	19%
Change from Prior Year	-1%	-9%	-2%	-1%	2%	-1%	11%	0%	8%	4%	-5%	-1%	-5%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	371	374	413	424	473	495	517	519	473	414	356	345	315
Pending	156	212	278	312	266	239	226	243	257	217	168	185	244
Sold	72	95	96	122	188	120	167	121	121	135	117	73	62

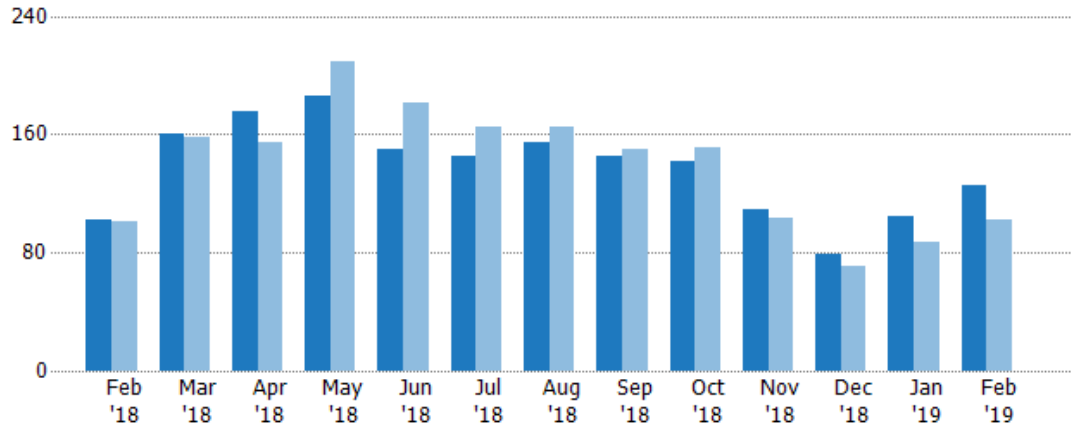
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	125	22.5%
Feb '18	102	1%
Feb '17	101	27.7%



Current Year	102	160	175	186	150	145	155	145	142	109	79	104	125
Prior Year	101	158	155	209	181	165	165	150	151	103	71	87	102
Percent Change from Prior Year	1%	1%	13%	-11%	-17%	-12%	-6%	-3%	-6%	6%	11%	20%	23%

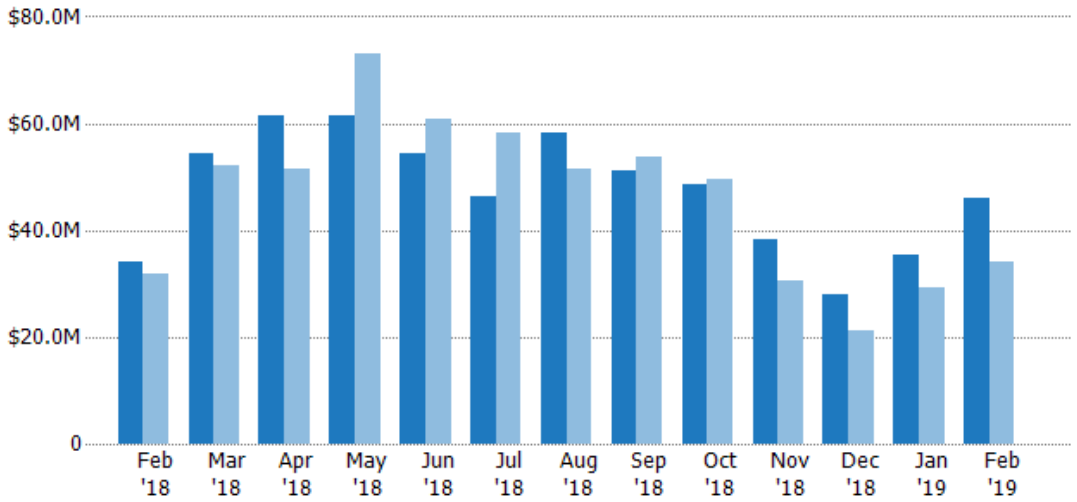
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$45.9M	34.8%
Feb '18	\$34M	7.4%
Feb '17	\$31.7M	18%



Current Year	\$34M	\$54.3M	\$61.5M	\$61.6M	\$54.4M	\$46.3M	\$58.2M	\$51.2M	\$48.7M	\$38.2M	\$28M	\$35.5M	\$45.9M
Prior Year	\$31.7M	\$52M	\$51.5M	\$72.9M	\$60.8M	\$58.3M	\$51.5M	\$53.6M	\$49.4M	\$30.7M	\$21.2M	\$29.3M	\$34M
Percent Change from Prior Year	7%	4%	19%	-16%	-10%	-21%	13%	-5%	-1%	24%	32%	21%	35%

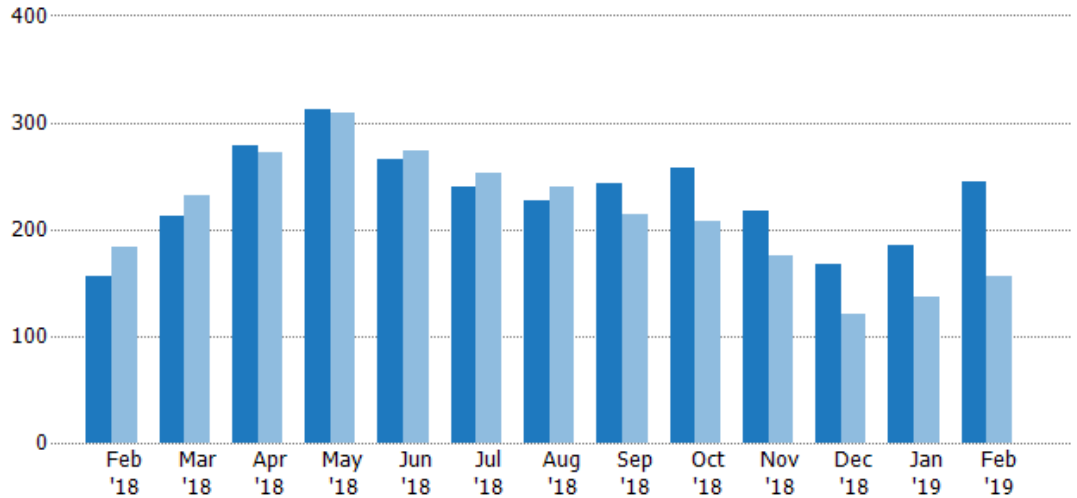
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	244	56.4%
Feb '18	156	-15.2%
Feb '17	184	21.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	156	212	278	312	266	239	226	243	257	217	168	185	244
Prior Year	184	231	272	309	274	253	239	214	207	175	121	136	156
Percent Change from Prior Year	-15%	-8%	2%	1%	-3%	-6%	-5%	14%	24%	24%	39%	36%	56%

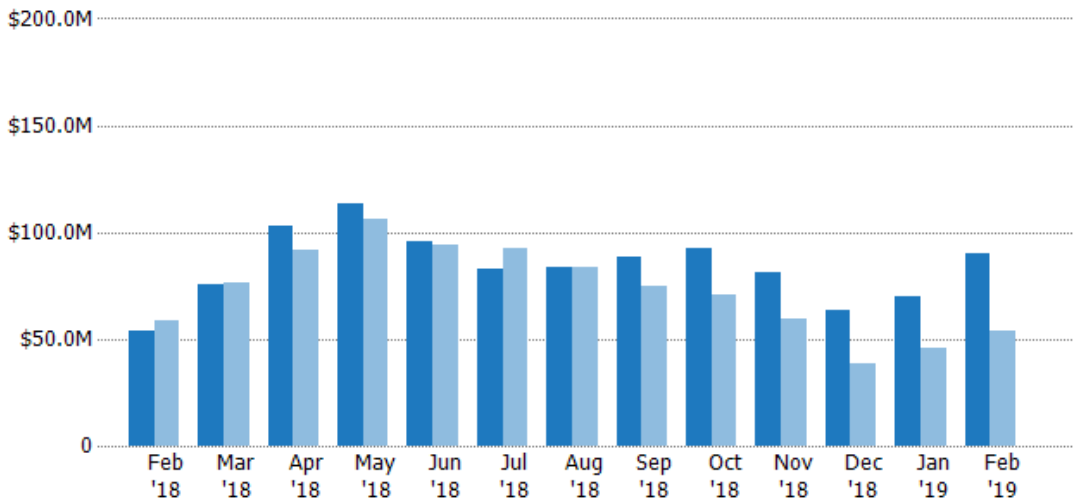
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$90.3M	68.1%
Feb '18	\$53.7M	-8.4%
Feb '17	\$58.7M	15.5%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$53.7M	\$75.4M	\$103M	\$113M	\$96.1M	\$82.9M	\$83.3M	\$88.6M	\$92.8M	\$80.9M	\$63.3M	\$70M	\$90.3M
Prior Year	\$58.7M	\$76.6M	\$91.3M	\$106M	\$94.1M	\$92.2M	\$83.9M	\$75M	\$71.1M	\$59.1M	\$38.4M	\$46.1M	\$53.7M
Percent Change from Prior Year	-8%	-2%	12%	7%	2%	-10%	-1%	18%	31%	37%	65%	52%	68%

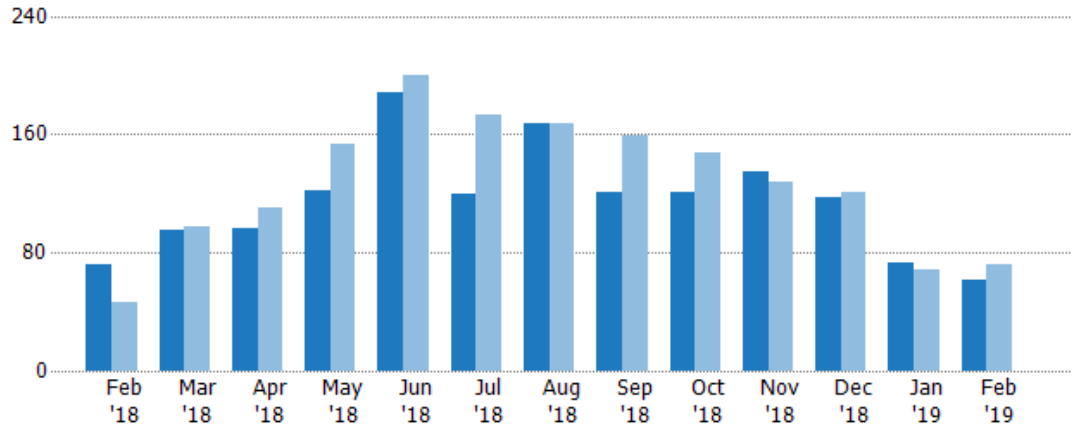
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	62	-13.9%
Feb '18	72	56.5%
Feb '17	46	28.3%



Current Year	72	95	96	122	188	120	167	121	121	135	117	73	62
Prior Year	46	98	110	153	200	173	167	159	148	128	121	69	72
Percent Change from Prior Year	57%	-3%	-13%	-20%	-6%	-31%	0%	-24%	-18%	5%	-3%	6%	-14%

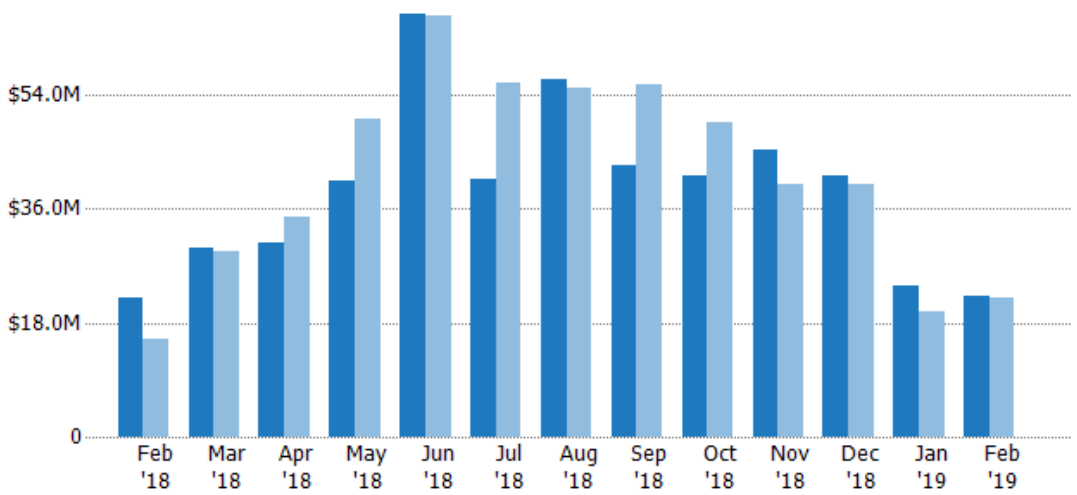
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$22.3M	1.3%
Feb '18	\$22M	43.4%
Feb '17	\$15.4M	7.2%



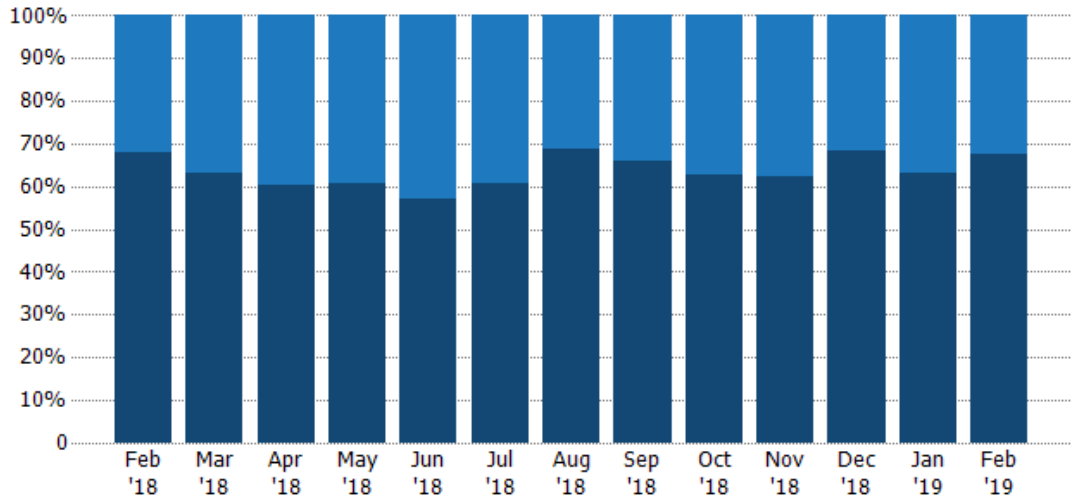
Current Year	\$22M	\$29.8M	\$30.5M	\$40.5M	\$66.7M	\$40.7M	\$56.5M	\$43M	\$41.2M	\$45.2M	\$41.3M	\$23.8M	\$22.3M
Prior Year	\$15.4M	\$29.3M	\$34.6M	\$50.2M	\$66.4M	\$55.8M	\$55.1M	\$55.6M	\$49.6M	\$39.9M	\$39.9M	\$19.7M	\$22M
Percent Change from Prior Year	43%	2%	-12%	-19%	0%	-27%	3%	-23%	-17%	13%	3%	21%	1%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



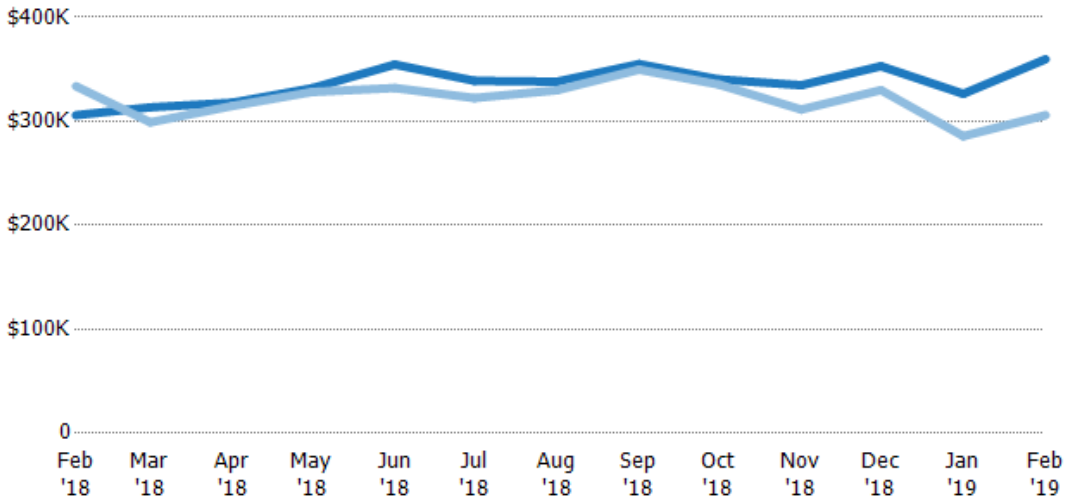
Condo/Townhouse	32%	37%	40%	39%	43%	39%	31%	34%	37%	38%	32%	37%	32%
Single Family Residence	68%	63%	60%	61%	57%	61%	69%	66%	63%	62%	68%	63%	68%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



Current Year	\$306K	\$313K	\$318K	\$332K	\$355K	\$339K	\$338K	\$355K	\$340K	\$335K	\$353K	\$326K	\$360K
Prior Year	\$334K	\$299K	\$315K	\$328K	\$332K	\$322K	\$330K	\$350K	\$335K	\$311K	\$330K	\$286K	\$306K
Percent Change from Prior Year	-8%	5%	1%	1%	7%	5%	3%	2%	1%	7%	7%	14%	18%

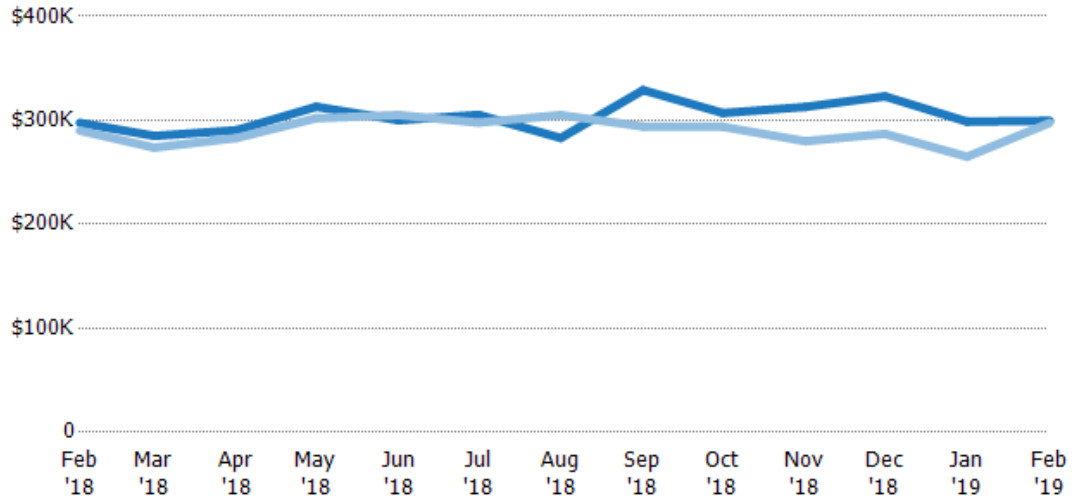
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$300K	0.7%
Feb '18	\$298K	2.6%
Feb '17	\$290K	-16.4%



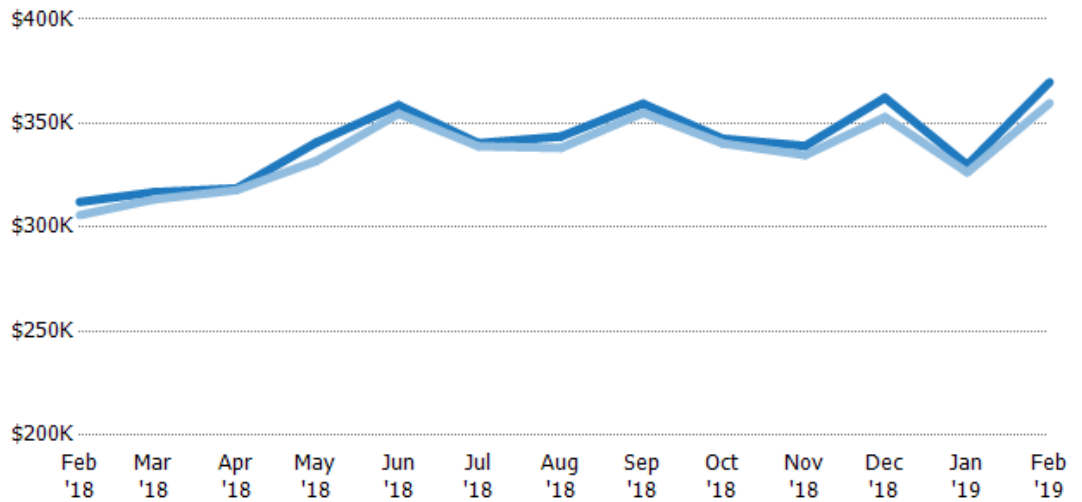
Current Year	\$298K	\$285K	\$291K	\$313K	\$300K	\$305K	\$283K	\$329K	\$307K	\$313K	\$323K	\$299K	\$300K
Prior Year	\$290K	\$274K	\$283K	\$302K	\$305K	\$298K	\$305K	\$294K	\$294K	\$280K	\$287K	\$265K	\$298K
Percent Change from Prior Year	3%	4%	3%	4%	-2%	3%	-7%	12%	5%	12%	13%	13%	1%

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

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



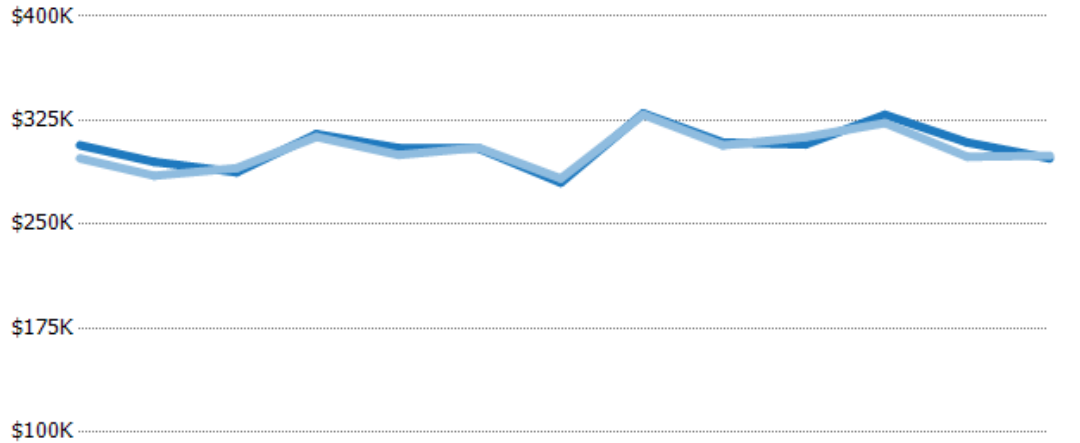
Avg List Price	\$312K	\$317K	\$319K	\$341K	\$359K	\$340K	\$344K	\$359K	\$343K	\$339K	\$362K	\$330K	\$370K
Avg Sales Price	\$306K	\$313K	\$318K	\$332K	\$355K	\$339K	\$338K	\$355K	\$340K	\$335K	\$353K	\$326K	\$360K
Avg Sales Price as a % of Avg List Price	98%	99%	100%	97%	99%	100%	98%	99%	99%	99%	97%	99%	97%

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

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



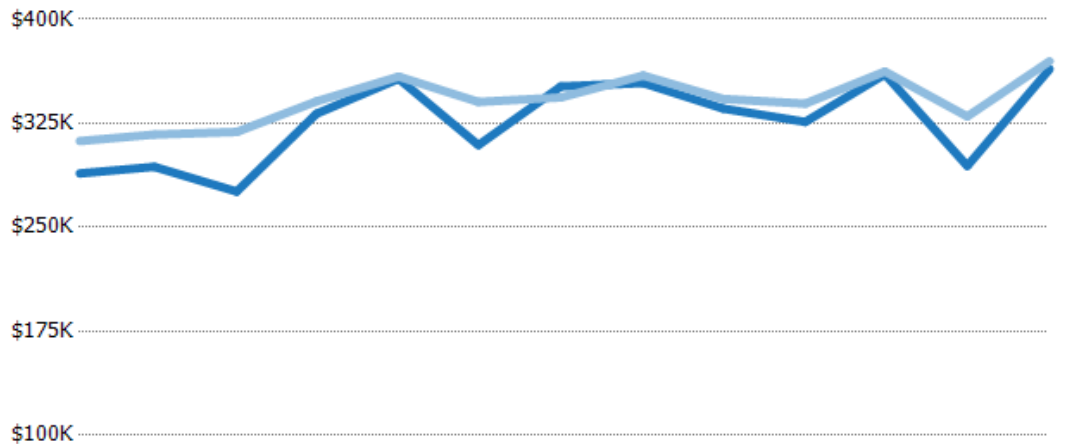
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$307K	\$295K	\$288K	\$315K	\$305K	\$305K	\$280K	\$330K	\$309K	\$308K	\$329K	\$309K	\$298K
Median Sales Price	\$298K	\$285K	\$291K	\$313K	\$300K	\$305K	\$283K	\$329K	\$307K	\$313K	\$323K	\$299K	\$300K
Med Sales Price as a % of Med List Price	97%	97%	101%	99%	98%	100%	101%	100%	99%	102%	98%	97%	101%

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



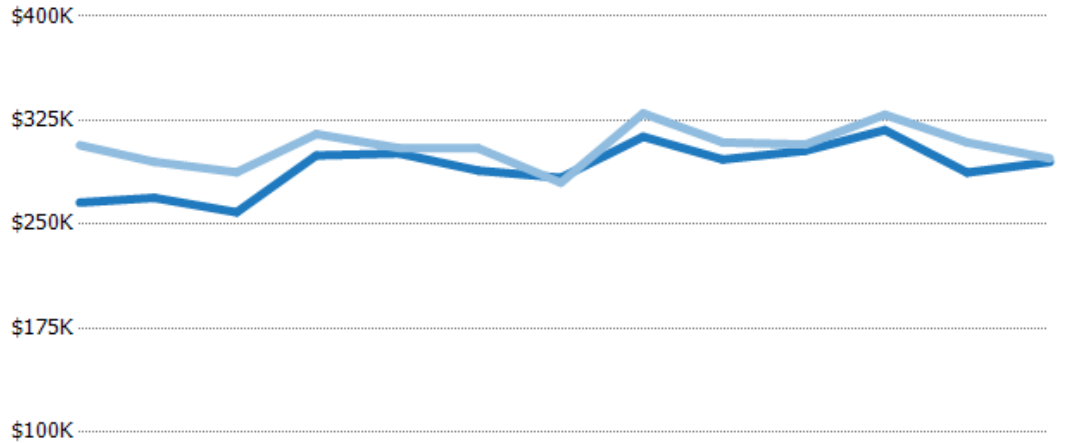
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$289K	\$294K	\$276K	\$332K	\$357K	\$309K	\$352K	\$354K	\$336K	\$326K	\$360K	\$294K	\$364K
Avg Sales Price	\$312K	\$317K	\$319K	\$341K	\$359K	\$340K	\$344K	\$359K	\$343K	\$339K	\$362K	\$330K	\$370K
Avg Sales Price as a % of Avg Est Value	108%	108%	116%	103%	100%	110%	98%	102%	102%	104%	101%	112%	102%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$266K	\$269K	\$259K	\$300K	\$301K	\$289K	\$284K	\$313K	\$297K	\$303K	\$318K	\$287K	\$295K
Median Sales Price	\$307K	\$295K	\$288K	\$315K	\$305K	\$305K	\$280K	\$330K	\$309K	\$308K	\$329K	\$309K	\$298K
Med Sales Price as a % of Med Est Value	116%	110%	111%	105%	101%	106%	99%	105%	104%	101%	103%	108%	101%