

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	114	118	-3.4%	213	199	+7%
New Listing Volume	\$49,831,300	\$40,776,367	+22.2%	\$83,649,640	\$75,676,444	+10.5%
Active Listing Count	329	379	-13.2%	N/A	N/A	
Active Listing Volume	\$160,889,696	\$183,251,830	-12.2%	N/A	N/A	
Average Listing Price	\$489,026	\$483,514	+1.1%	\$474,102	\$486,175	-2.5%
Median Listing Price	\$408,000	\$399,900	+2%	\$393,456	\$399,900	-1.6%
Median Days in RPR	118	132	-10.6%	125.57	135.43	-7.3%
Months of Inventory	4.5	5.3	-15.6%	4.7	5.7	-17.4%
Absorption Rate	22.19%	18.73%	+3.5%	21.26%	17.55%	+3.7%
Sales Activity Charts Metrics						
New Pending Sales Count	119	102	+16.7%	211	191	+10.5%
New Pending Sales Volume	\$43,611,249	\$34,029,349	+28.2%	\$75,523,449	\$64,013,576	+18%
Pending Sales Count	237	166	+42.8%	N/A	N/A	
Pending Sales Volume	\$89,051,874	\$59,152,469	+50.5%	N/A	N/A	
Closed Sales Count	62	74	-16.2%	135	145	-6.9%
Closed Sales Volume	\$22,591,743	\$22,364,872	+1%	\$46,417,716	\$42,784,183	+8.5%
Average Sales Price	\$364,383	\$302,228	+20.6%	\$343,835	\$295,063	+16.5%
Median Sales Price	\$302,500	\$292,500	+3.4%	\$300,432	\$279,034	+7.7%

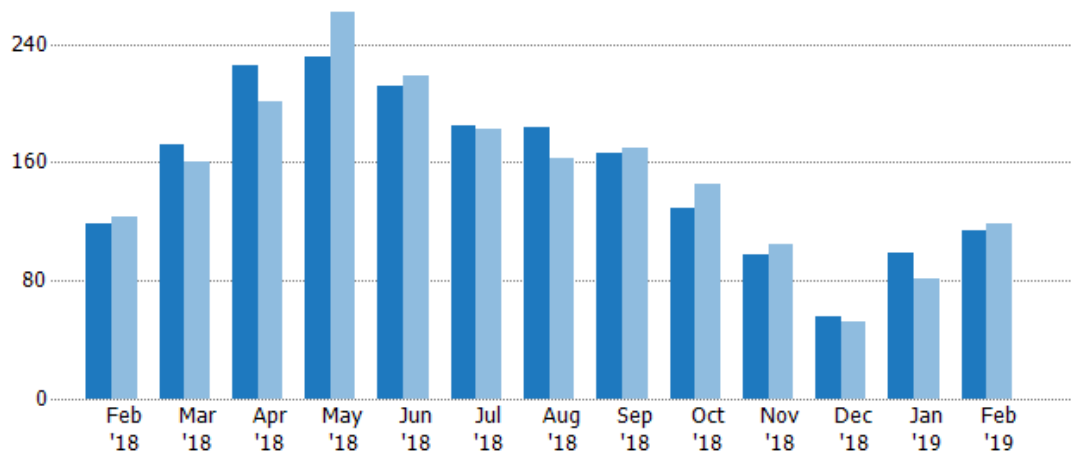
New Listings

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	114	-3.4%
Feb '18	118	-4.1%
Feb '17	123	23.6%



Current Year	118	172	226	231	211	185	184	166	129	97	56	99	114
Prior Year	123	160	201	262	218	182	163	170	145	105	52	81	118
Percent Change from Prior Year	-4%	8%	12%	-12%	-3%	2%	13%	-2%	-11%	-8%	8%	22%	-3%

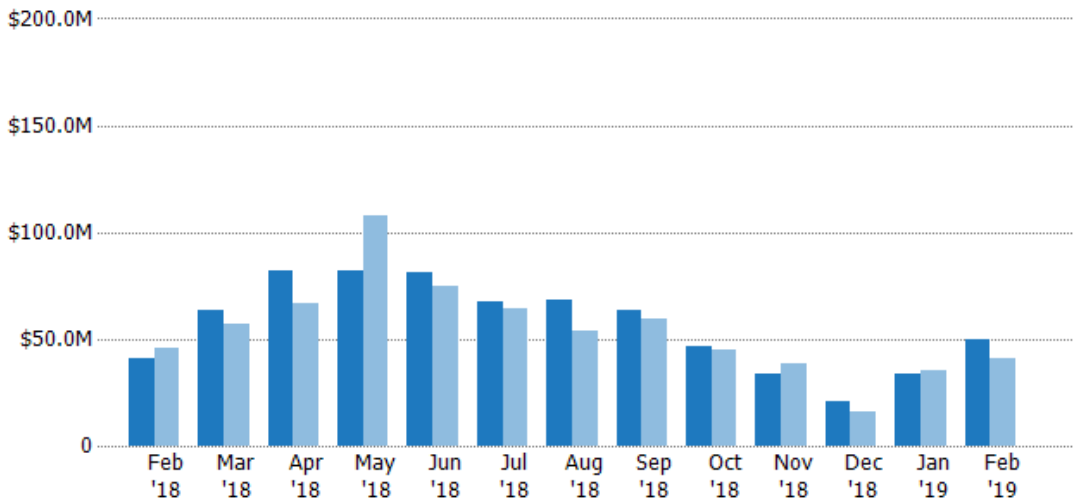
New Listing Volume

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	\$49.8M	22.2%
Feb '18	\$40.8M	-10.5%
Feb '17	\$45.6M	25.3%



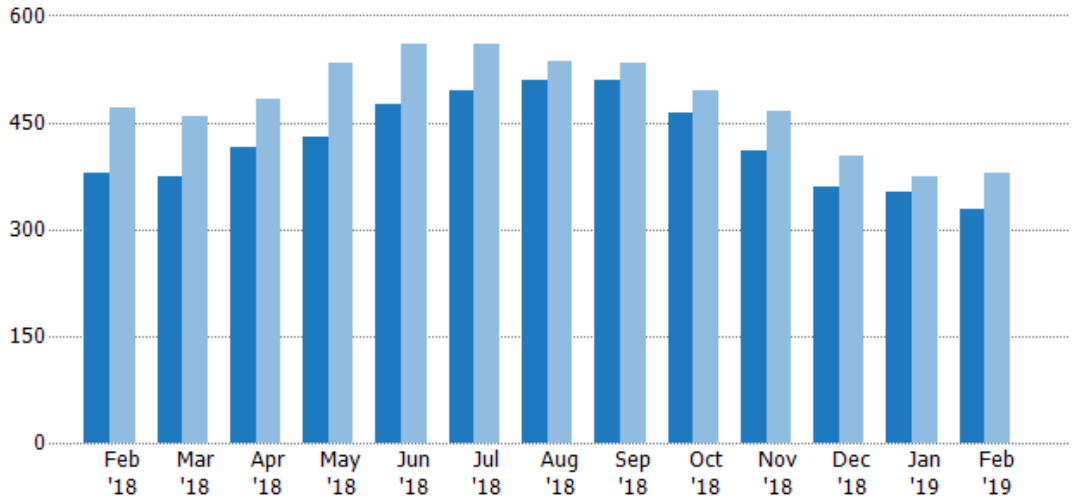
Current Year	\$40.8M	\$63.1M	\$82M	\$81.9M	\$81.3M	\$67.4M	\$68.1M	\$63.9M	\$46.8M	\$33.7M	\$20.8M	\$33.8M	\$49.8M
Prior Year	\$45.6M	\$56.7M	\$66.3M	\$108M	\$74.4M	\$64.3M	\$53.6M	\$59.4M	\$45.3M	\$38.6M	\$16.3M	\$34.9M	\$40.8M
Percent Change from Prior Year	-11%	11%	24%	-24%	9%	5%	27%	7%	3%	-13%	27%	-3%	22%

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



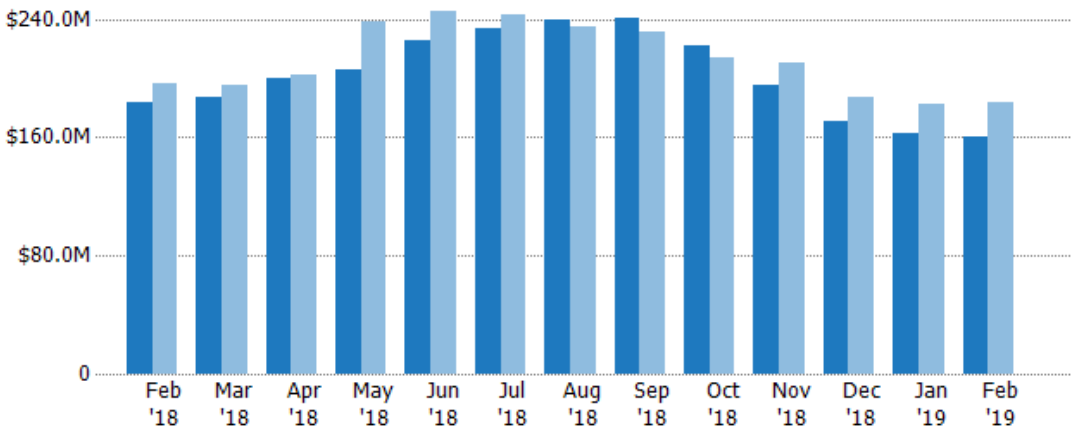
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	329	379	-13.2%
Feb '18	379	379	-19.5%
Feb '17	471	471	20.4%

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	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	\$161M	\$183M	-12.2%
Feb '18	\$183M	\$183M	-7%
Feb '17	\$197M	\$197M	24.8%

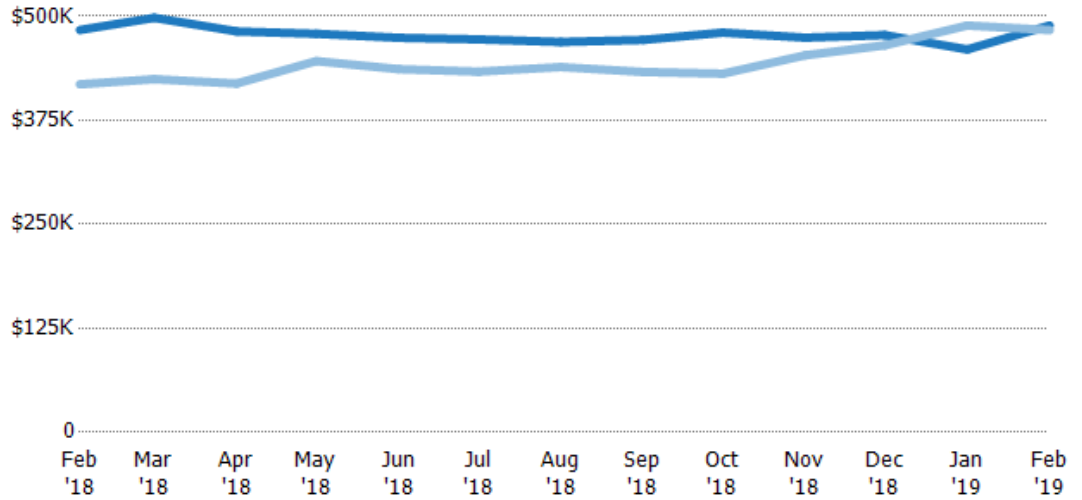
Average Listing Price

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	\$489K	1.1%
Feb '18	\$484K	15.6%
Feb '17	\$418K	3.7%



Current Year	\$484K	\$498K	\$482K	\$479K	\$474K	\$472K	\$469K	\$472K	\$480K	\$474K	\$477K	\$460K	\$489K
Prior Year	\$418K	\$424K	\$419K	\$446K	\$436K	\$433K	\$439K	\$433K	\$431K	\$453K	\$465K	\$489K	\$484K
Percent Change from Prior Year	16%	17%	15%	7%	9%	9%	7%	9%	11%	5%	3%	-6%	1%

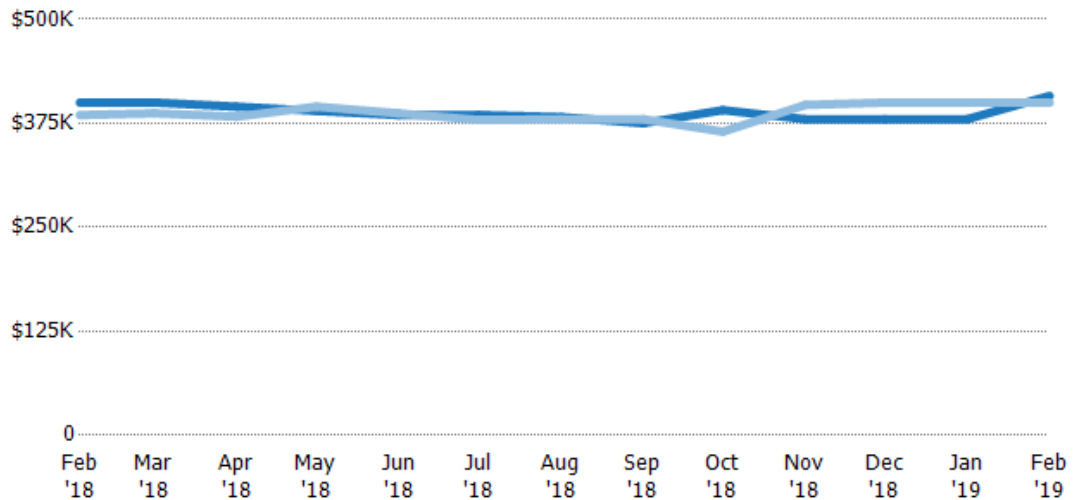
Median Listing Price

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	\$408K	2%
Feb '18	\$400K	3.9%
Feb '17	\$385K	-2.6%



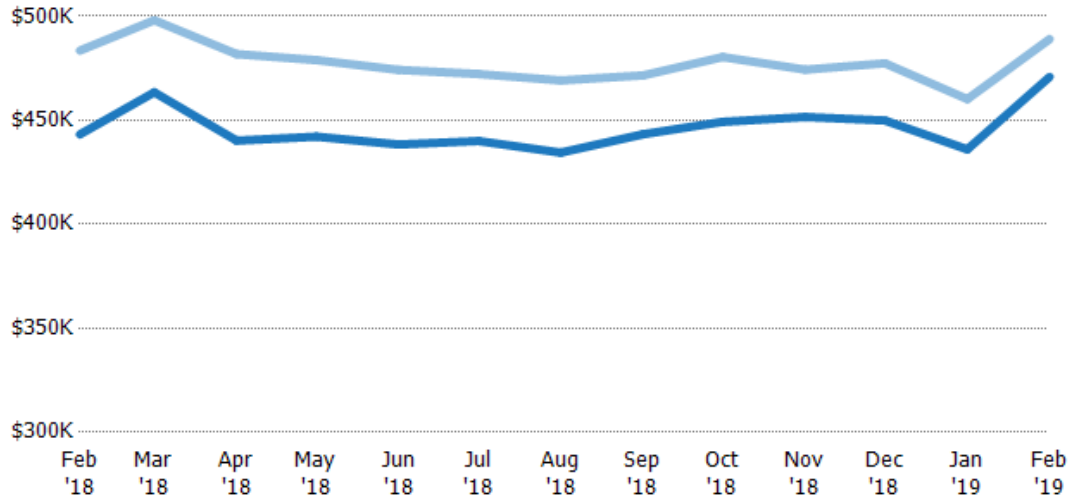
Current Year	\$400K	\$400K	\$395K	\$390K	\$385K	\$385K	\$382K	\$375K	\$391K	\$380K	\$380K	\$380K	\$408K
Prior Year	\$385K	\$387K	\$383K	\$395K	\$387K	\$379K	\$380K	\$380K	\$365K	\$397K	\$400K	\$400K	\$400K
Percent Change from Prior Year	4%	3%	3%	-1%	-1%	2%	1%	-1%	7%	-4%	-5%	-5%	2%

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

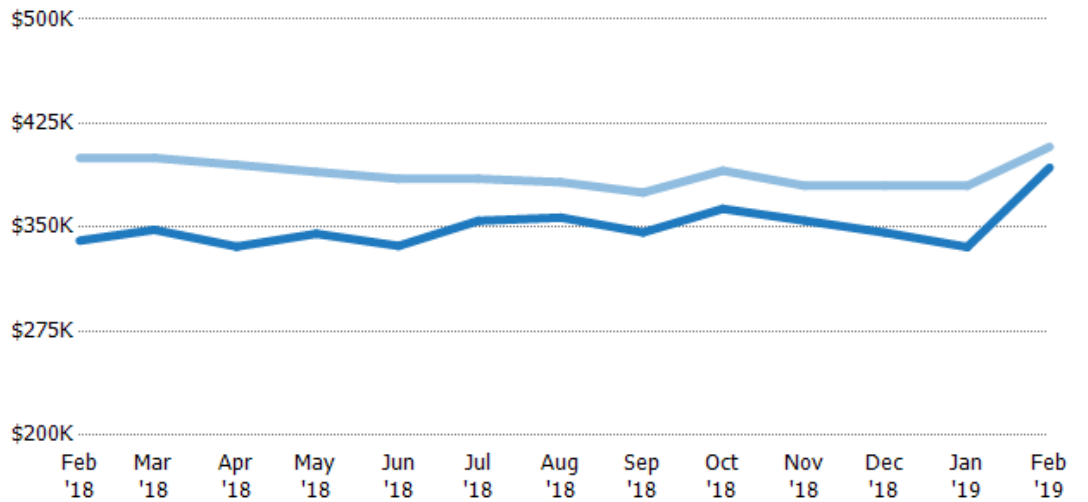


Median Listing Price vs Median Est Value

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

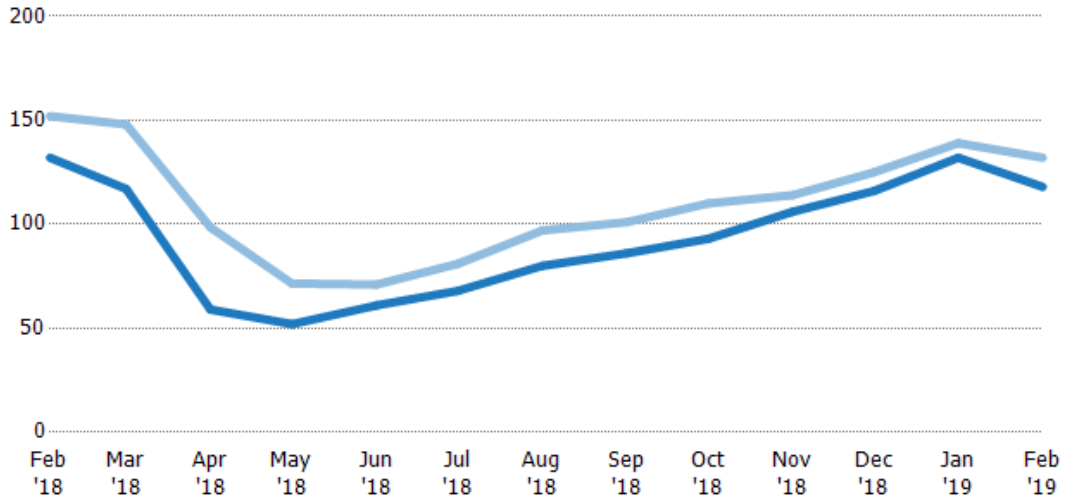


Median Days in RPR

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



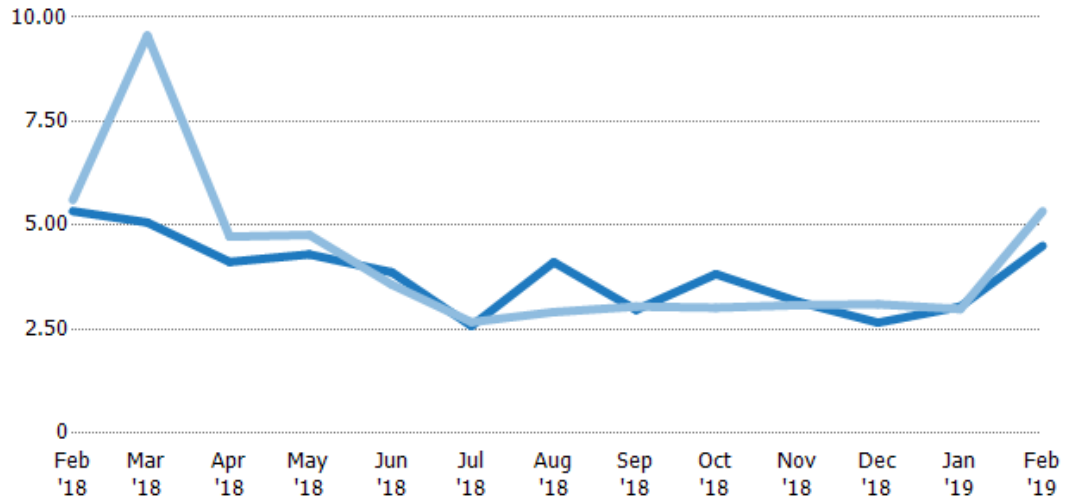
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	132	117	59	52	61	68	80	86	93	106	116	132	118
Prior Year	152	148	98.5	71.5	71	81	97	101	110	114	125	139	132
Percent Change from Prior Year	-13%	-21%	-40%	-27%	-14%	-16%	-18%	-15%	-15%	-7%	-7%	-5%	-11%

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



	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	5.34	5.07	4.12	4.3	3.87	2.58	4.11	2.97	3.83	3.16	2.66	3.04	4.51
Prior Year	5.61	9.56	4.73	4.77	3.57	2.67	2.91	3.05	3.02	3.08	3.1	2.98	5.34
Percent Change from Prior Year	-5%	-47%	-13%	-10%	8%	-3%	41%	-3%	27%	3%	-14%	2%	-16%

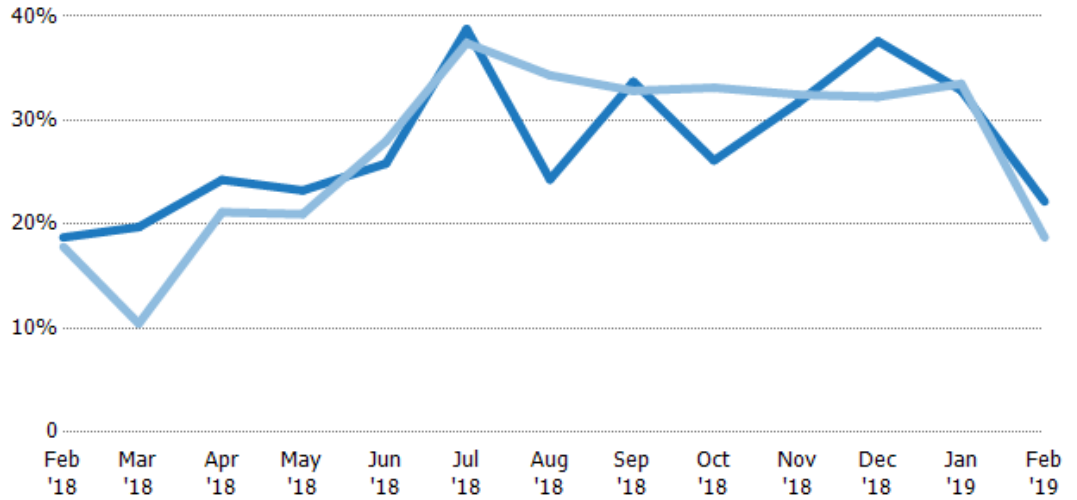
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	22%	-3.5%
Feb '18	19%	-0.9%
Feb '17	18%	-12%



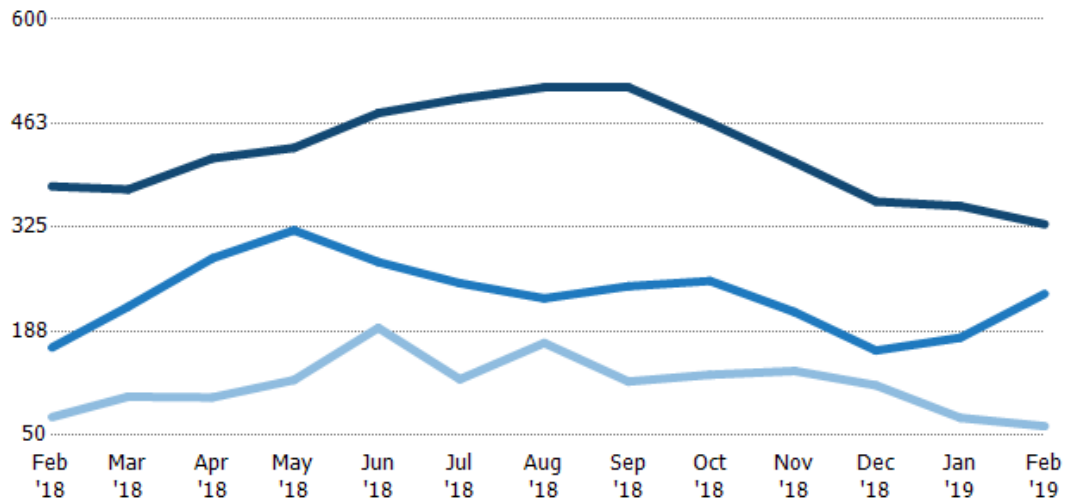
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	19%	20%	24%	23%	26%	39%	24%	34%	26%	32%	38%	33%	22%
Prior Year	18%	10%	21%	21%	28%	37%	34%	33%	33%	32%	32%	34%	19%
Change from Prior Year	-1%	-9%	-3%	-2%	2%	-1%	10%	-1%	7%	1%	-5%	1%	-3%

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	379	375	416	430	476	495	510	510	463	411	359	353	329
Pending	166	220	284	321	279	251	231	247	254	213	162	179	237
Sold	74	101	100	123	192	124	172	121	130	135	116	73	62

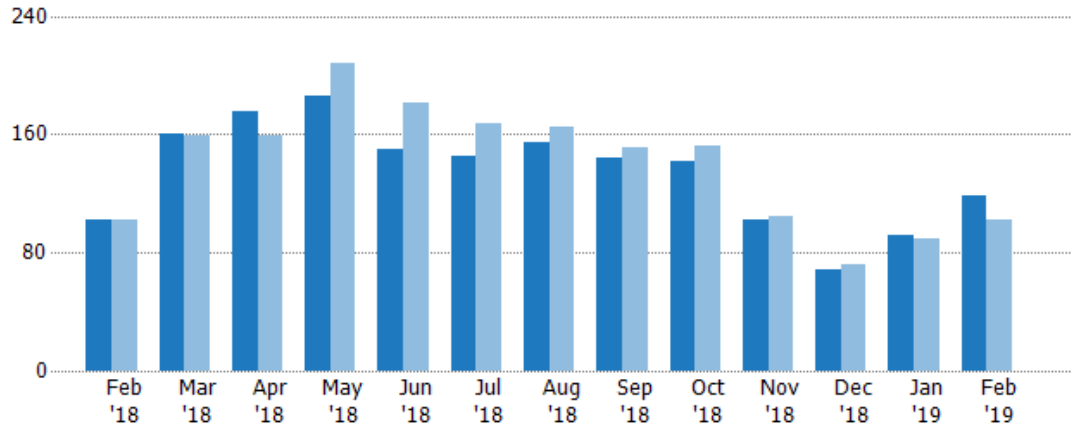
New Pending Sales

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	119	16.7%
Feb '18	102	0%
Feb '17	102	27.5%



Current Year	102	160	175	186	150	145	155	144	142	102	68	92	119
Prior Year	102	159	159	208	181	167	165	151	152	104	72	89	102
Percent Change from Prior Year	0%	1%	10%	-11%	-17%	-13%	-6%	-5%	-7%	-2%	-6%	3%	17%

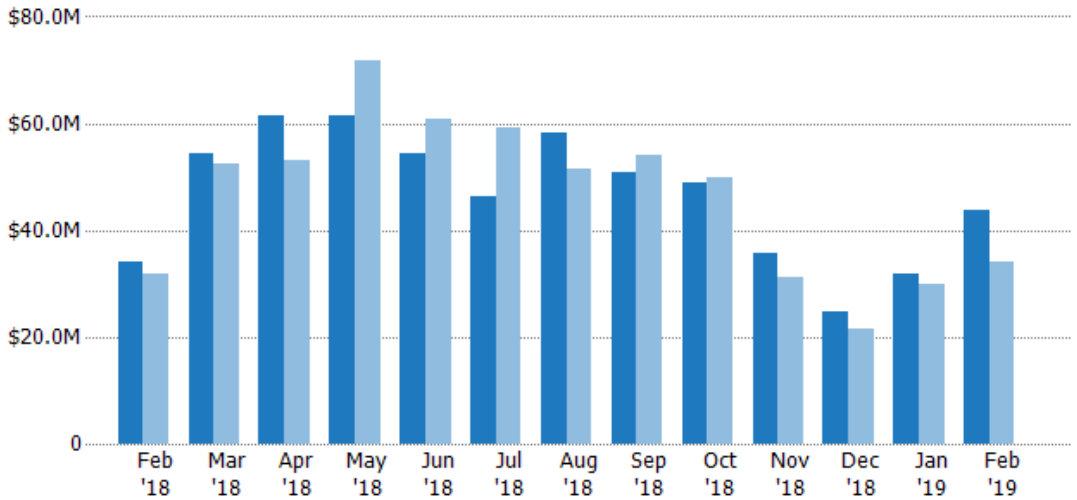
New Pending Sales Volume

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	\$43.6M	28.2%
Feb '18	\$34M	6.5%
Feb '17	\$32M	18.5%



Current Year	\$34M	\$54.3M	\$61.5M	\$61.6M	\$54.4M	\$46.3M	\$58.2M	\$50.8M	\$49M	\$35.7M	\$24.6M	\$31.9M	\$43.6M
Prior Year	\$32M	\$52.4M	\$53.2M	\$71.7M	\$60.8M	\$59.2M	\$51.5M	\$54M	\$49.8M	\$31.1M	\$21.5M	\$30M	\$34M
Percent Change from Prior Year	6%	4%	16%	-14%	-10%	-22%	13%	-6%	-2%	15%	15%	6%	28%

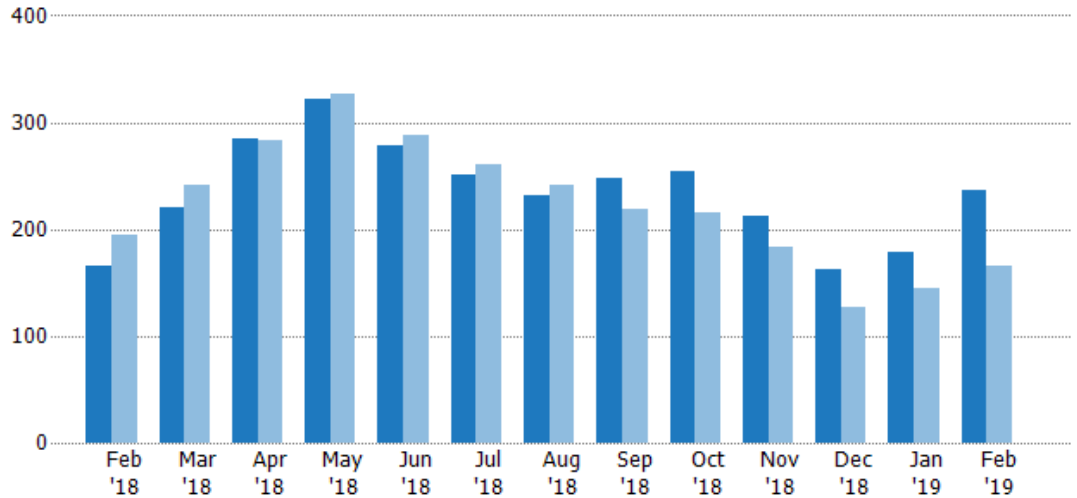
Pending Sales

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	237	42.8%
Feb '18	166	-14.9%
Feb '17	195	24.6%



Current Year	166	220	284	321	279	251	231	247	254	213	162	179	237
Prior Year	195	241	283	326	288	261	242	218	215	183	127	144	166
Percent Change from Prior Year	-15%	-9%	0%	-2%	-3%	-4%	-5%	13%	18%	16%	28%	24%	43%

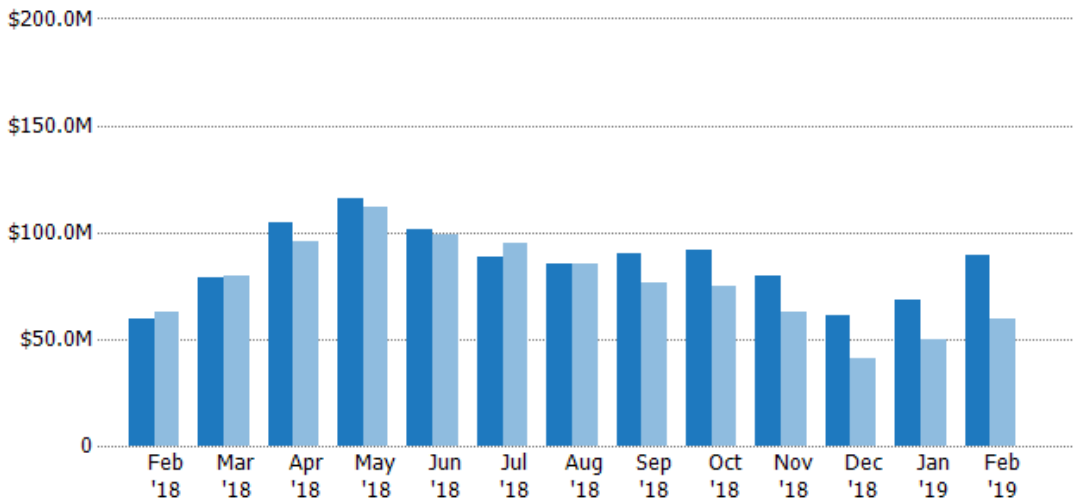
Pending Sales Volume

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	\$89.1M	50.5%
Feb '18	\$59.2M	-5.2%
Feb '17	\$62.4M	18.2%



Current Year	\$59.2M	\$78.8M	\$104M	\$116M	\$102M	\$88.3M	\$85M	\$89.8M	\$91.9M	\$79.4M	\$61.2M	\$68.2M	\$89.1M
Prior Year	\$62.4M	\$79.6M	\$95.5M	\$112M	\$98.5M	\$95M	\$85M	\$76.6M	\$74.4M	\$62.5M	\$40.8M	\$49.7M	\$59.2M
Percent Change from Prior Year	-5%	-1%	9%	4%	3%	-7%	0%	17%	24%	27%	50%	37%	51%

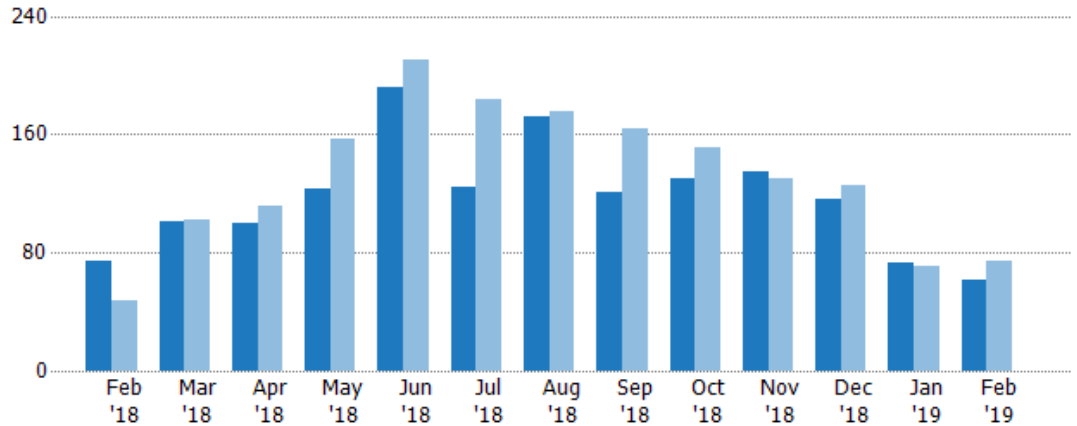
Closed Sales

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	-16.2%
Feb '18	74	54.2%
Feb '17	48	25%



	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	74	101	100	123	192	124	172	121	130	135	116	73	62
Prior Year	48	102	112	157	210	184	175	164	151	130	125	71	74
Percent Change from Prior Year	54%	-1%	-11%	-22%	-9%	-33%	-2%	-26%	-14%	4%	-7%	3%	-16%

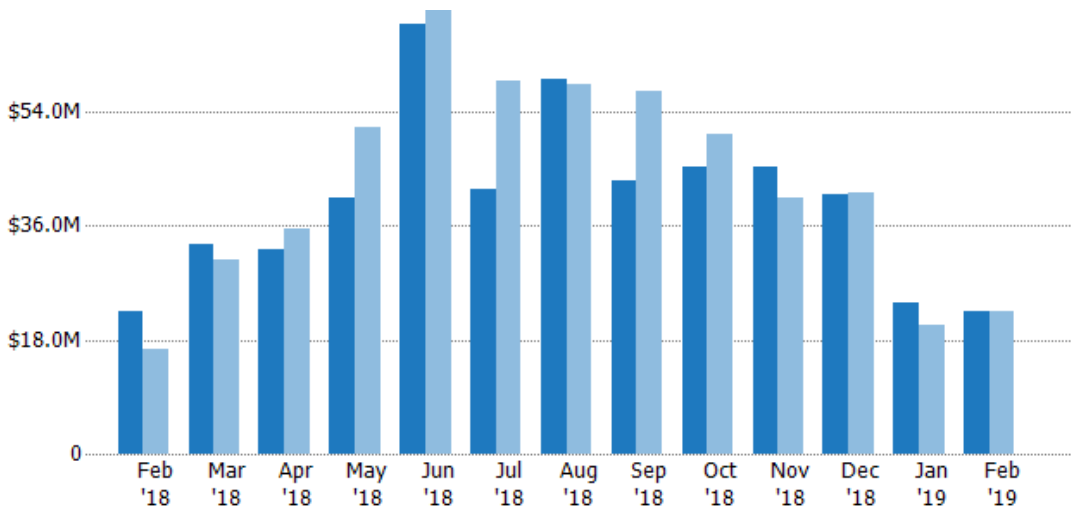
Closed Sales Volume

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	\$22.6M	1%
Feb '18	\$22.4M	34.9%
Feb '17	\$16.6M	3.5%



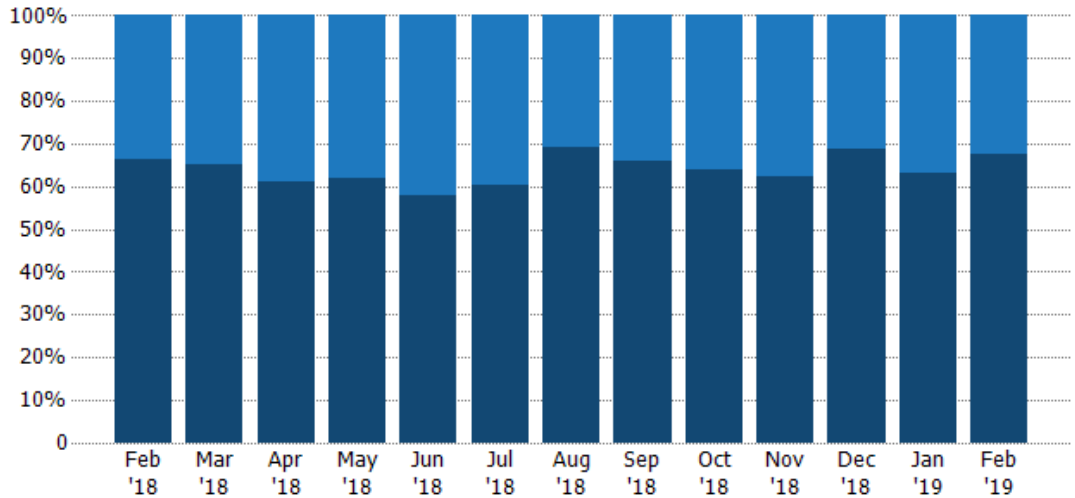
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$22.4M	\$33.1M	\$32.3M	\$40.5M	\$67.8M	\$41.8M	\$59.1M	\$43.2M	\$45.2M	\$45.2M	\$41.1M	\$23.8M	\$22.6M
Prior Year	\$16.6M	\$30.6M	\$35.4M	\$51.4M	\$69.9M	\$58.8M	\$58.3M	\$57.3M	\$50.4M	\$40.4M	\$41.3M	\$20.4M	\$22.4M
Percent Change from Prior Year	35%	8%	-9%	-21%	-3%	-29%	1%	-25%	-10%	12%	0%	17%	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



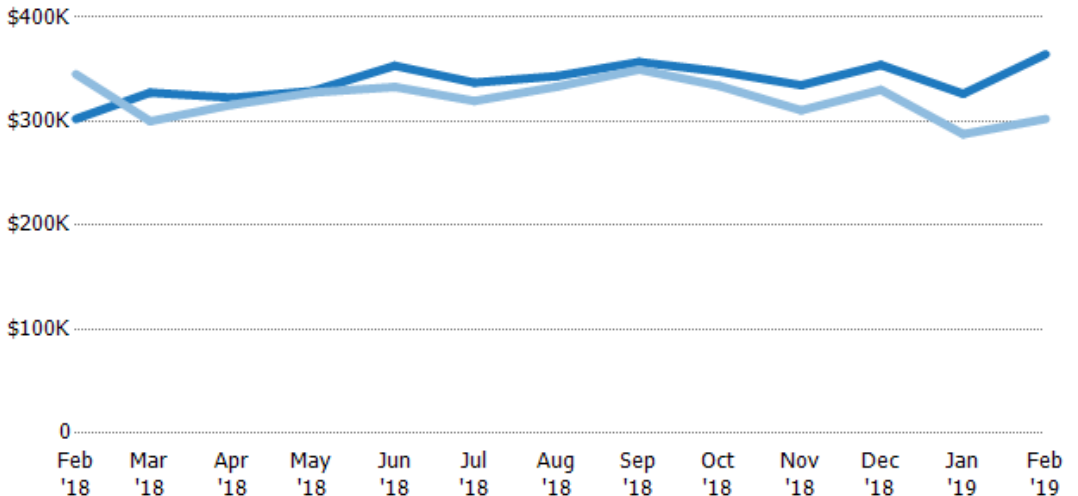
Condo/Townhouse	34%	35%	39%	38%	42%	40%	31%	34%	36%	38%	31%	37%	32%
Single Family Residence	66%	65%	61%	62%	58%	60%	69%	66%	64%	62%	69%	63%	68%

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	\$302K	\$328K	\$323K	\$329K	\$353K	\$337K	\$343K	\$357K	\$348K	\$335K	\$354K	\$326K	\$364K
Prior Year	\$345K	\$300K	\$316K	\$328K	\$333K	\$320K	\$333K	\$350K	\$334K	\$311K	\$330K	\$288K	\$302K
Percent Change from Prior Year	-12%	9%	2%	0%	6%	5%	3%	2%	4%	8%	7%	13%	21%

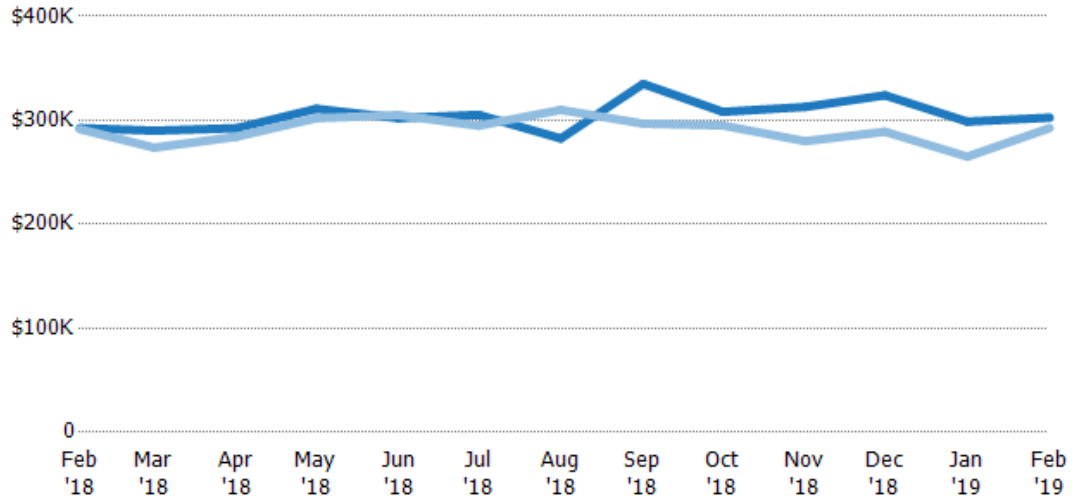
Median Sales Price

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	\$303K	3.4%
Feb '18	\$293K	0.3%
Feb '17	\$292K	-17.9%



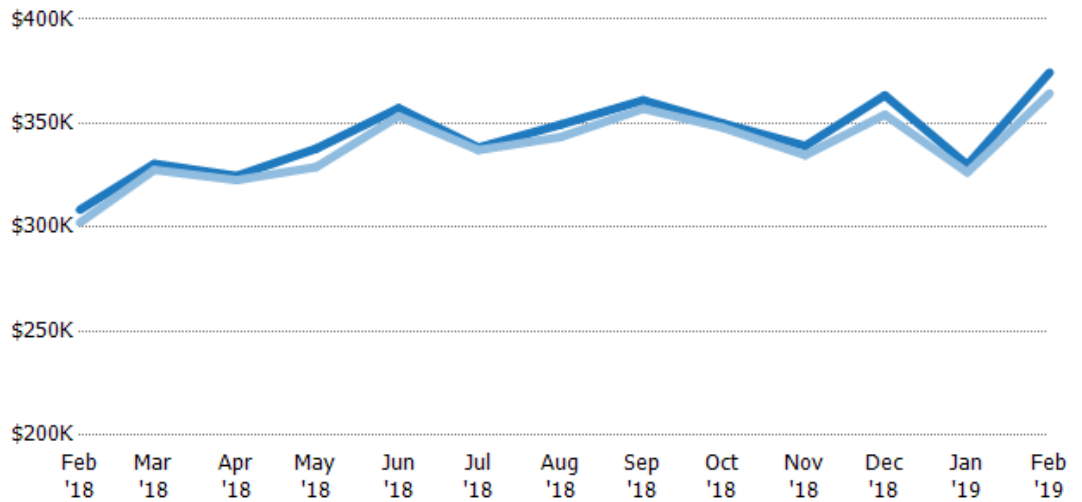
Current Year	\$293K	\$290K	\$292K	\$311K	\$302K	\$305K	\$283K	\$335K	\$308K	\$313K	\$324K	\$299K	\$303K
Prior Year	\$292K	\$274K	\$284K	\$302K	\$305K	\$295K	\$310K	\$297K	\$295K	\$280K	\$289K	\$265K	\$293K
Percent Change from Prior Year	0%	6%	3%	3%	-1%	4%	-9%	13%	4%	12%	12%	13%	3%

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



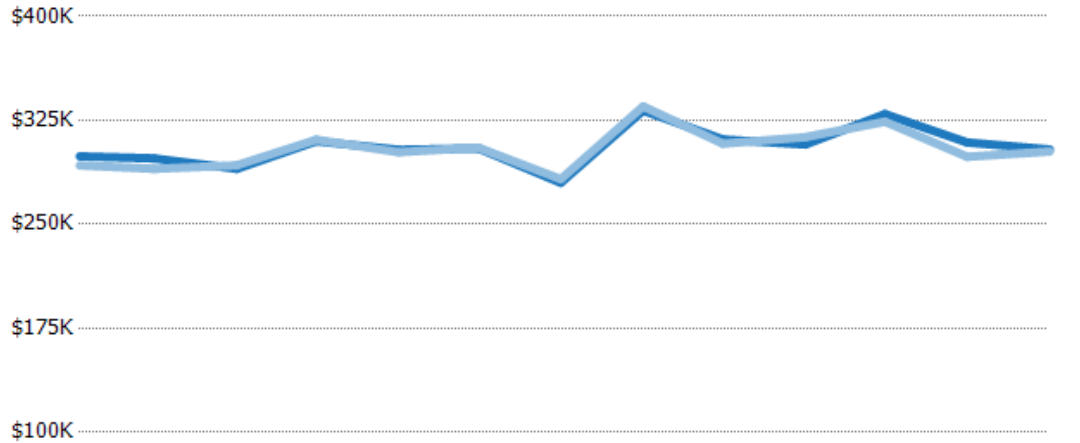
Avg List Price	\$308K	\$331K	\$325K	\$338K	\$357K	\$338K	\$349K	\$361K	\$350K	\$339K	\$363K	\$330K	\$374K
Avg Sales Price	\$302K	\$328K	\$323K	\$329K	\$353K	\$337K	\$343K	\$357K	\$348K	\$335K	\$354K	\$326K	\$364K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	97%	99%	100%	98%	99%	99%	99%	97%	99%	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



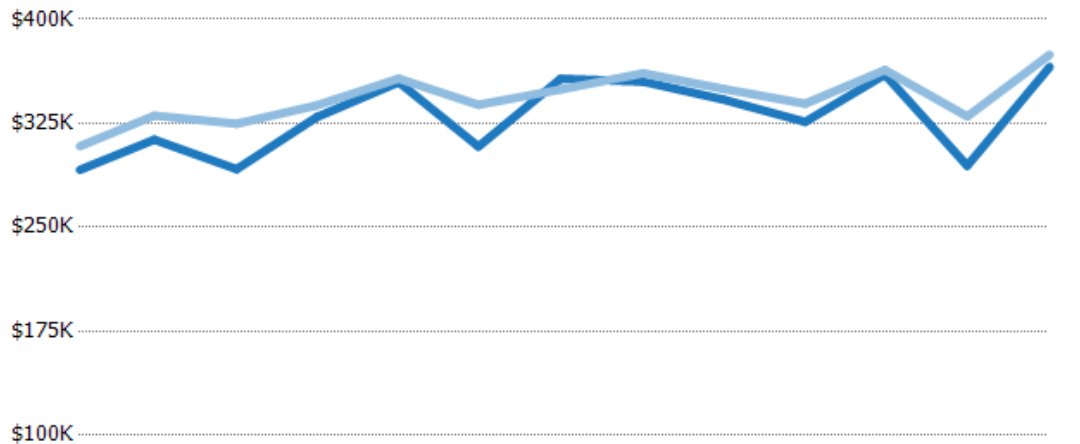
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$299K	\$298K	\$290K	\$310K	\$304K	\$305K	\$280K	\$332K	\$311K	\$308K	\$329K	\$309K	\$304K
Median Sales Price	\$293K	\$290K	\$292K	\$311K	\$302K	\$305K	\$283K	\$335K	\$308K	\$313K	\$324K	\$299K	\$303K
Med Sales Price as a % of Med List Price	98%	97%	101%	100%	99%	100%	101%	101%	99%	102%	98%	97%	100%

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



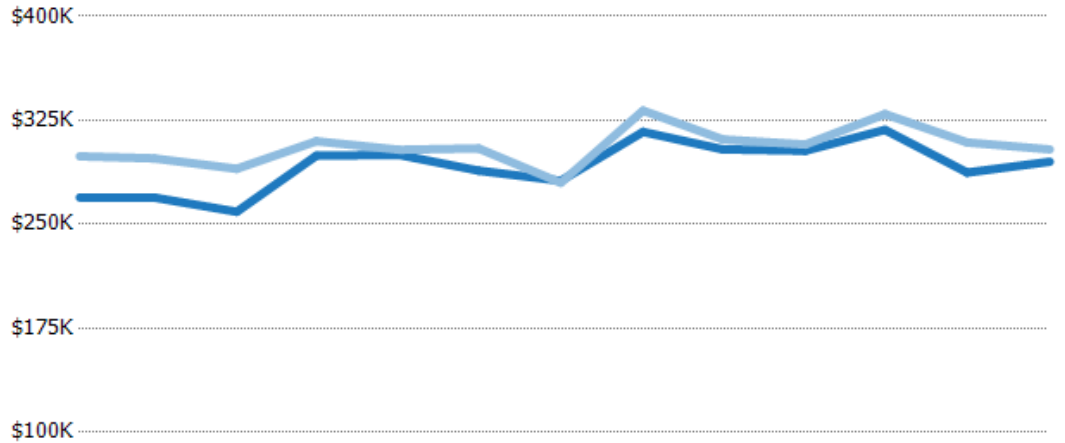
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$291K	\$313K	\$292K	\$329K	\$355K	\$308K	\$357K	\$355K	\$342K	\$326K	\$360K	\$294K	\$366K
Avg Sales Price	\$308K	\$331K	\$325K	\$338K	\$357K	\$338K	\$349K	\$361K	\$350K	\$339K	\$363K	\$330K	\$374K
Avg Sales Price as a % of Avg Est Value	106%	106%	111%	103%	101%	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	\$269K	\$269K	\$259K	\$299K	\$300K	\$289K	\$281K	\$317K	\$304K	\$303K	\$318K	\$287K	\$295K
Median Sales Price	\$299K	\$298K	\$290K	\$310K	\$304K	\$305K	\$280K	\$332K	\$311K	\$308K	\$329K	\$309K	\$304K
Med Sales Price as a % of Med Est Value	111%	110%	112%	103%	101%	106%	100%	105%	102%	101%	104%	108%	103%