

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	94	226	-58.4%	461	597	-22.8%
New Listing Volume	\$33,581,369	\$81,996,913	-59%	\$175,876,654	\$220,748,494	-20.3%
Active Listing Count	-	416	-	N/A	N/A	
Active Listing Volume	-	\$200,433,376	-	N/A	N/A	
Average Listing Price	-	\$481,811	-	\$479,614	\$487,897	-1.7%
Median Listing Price	-	\$395,000	-	\$400,673	\$398,603	+0.5%
Median Days in RPR	-	59	-	97.55	107.96	-9.6%
Months of Inventory	-	4.1	-100%	2.9	4.5	-35.6%
Absorption Rate	-	24.28%	-	34.84%	22.42%	+12.4%
Sales Activity Charts Metrics						
New Pending Sales Count	97	175	-44.6%	471	526	-10.5%
New Pending Sales Volume	\$35,463,072	\$61,452,991	-42.3%	\$172,440,510	\$179,771,830	-4.1%
Pending Sales Count	-	284	-	N/A	N/A	
Pending Sales Volume	-	\$104,153,221	-	N/A	N/A	
Closed Sales Count	51	100	-49%	300	346	-13.3%
Closed Sales Volume	\$18,242,436	\$32,264,931	-43.5%	\$103,635,032	\$108,134,488	-4.2%
Average Sales Price	\$357,695	\$322,649	+10.9%	\$345,450	\$312,527	+10.5%
Median Sales Price	\$294,000	\$292,450	+0.5%	\$298,034	\$286,113	+4.2%

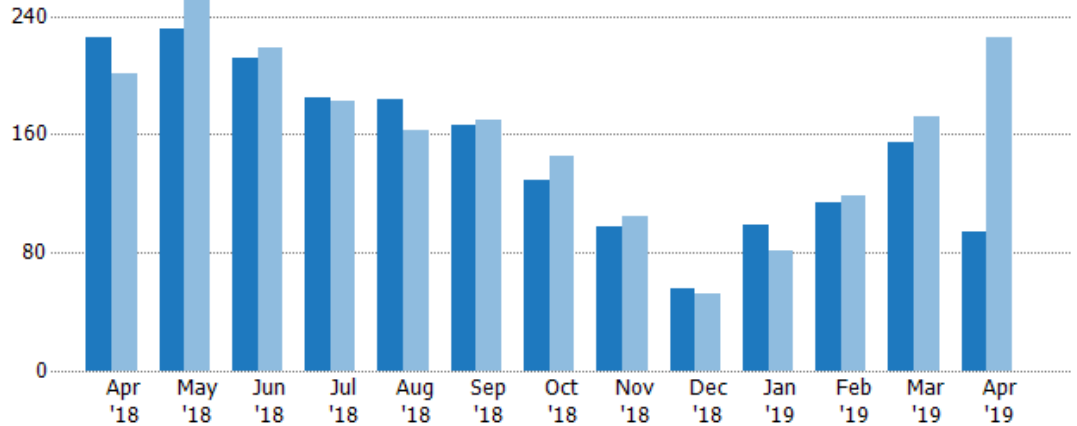
New Listings

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.
Apr '19	94	-58.4%
Apr '18	226	12.4%
Apr '17	201	13.4%



Current Year	226	231	211	185	184	166	129	97	56	99	114	154	94
Prior Year	201	262	218	182	163	170	145	105	52	81	118	172	226
Percent Change from Prior Year	12%	-12%	-3%	2%	13%	-2%	-11%	-8%	8%	22%	-3%	-10%	-58%

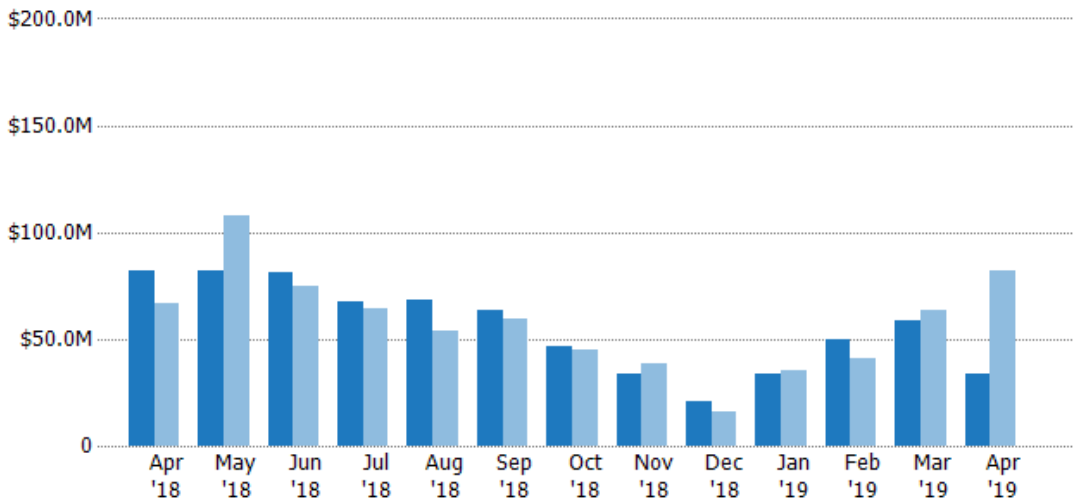
New Listing Volume

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.
Apr '19	\$33.6M	-59%
Apr '18	\$82M	23.6%
Apr '17	\$66.3M	15.8%



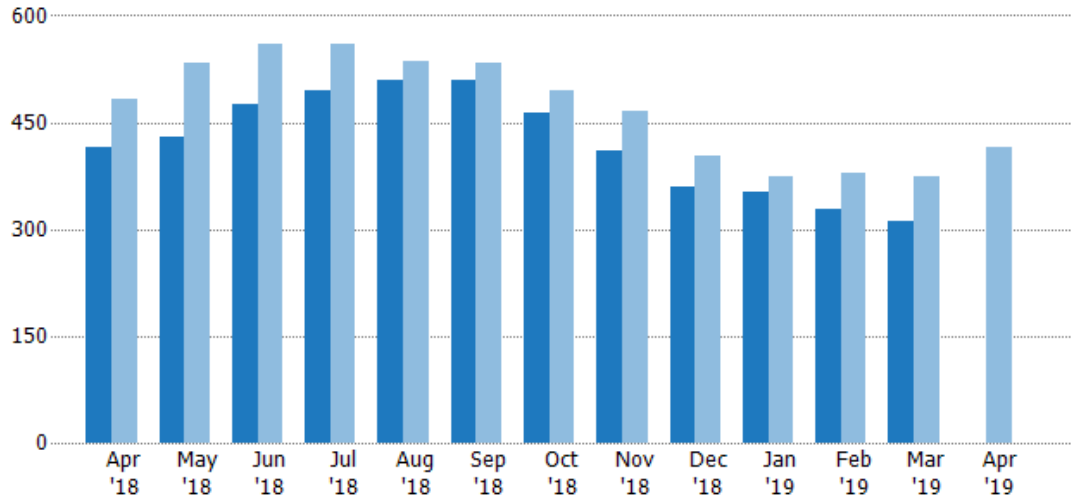
Current Year	\$82M	\$81.9M	\$81.3M	\$67.4M	\$68.1M	\$63.9M	\$46.8M	\$33.7M	\$20.8M	\$33.8M	\$49.8M	\$58.6M	\$33.6M
Prior Year	\$66.3M	\$108M	\$74.4M	\$64.3M	\$53.6M	\$59.4M	\$45.3M	\$38.6M	\$16.3M	\$34.9M	\$40.8M	\$63.1M	\$82M
Percent Change from Prior Year	24%	-24%	9%	5%	27%	7%	3%	-13%	27%	-3%	22%	-7%	-59%

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



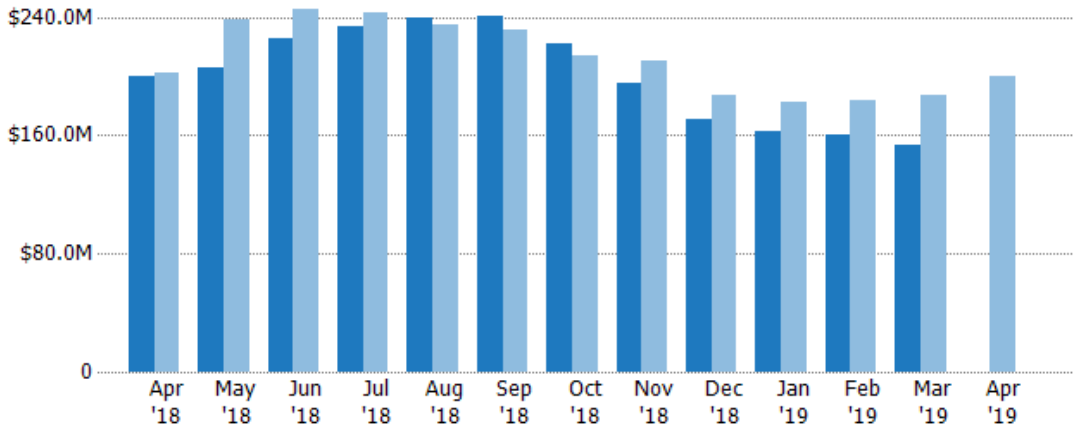
Current Year	416	430	476	495	510	510	463	411	359	353	329	311	-
Prior Year	482	534	561	561	536	533	495	465	403	373	379	375	416
Percent Change from Prior Year	-14%	-19%	-15%	-12%	-5%	-4%	-6%	-12%	-11%	-5%	-13%	-17%	-100%

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



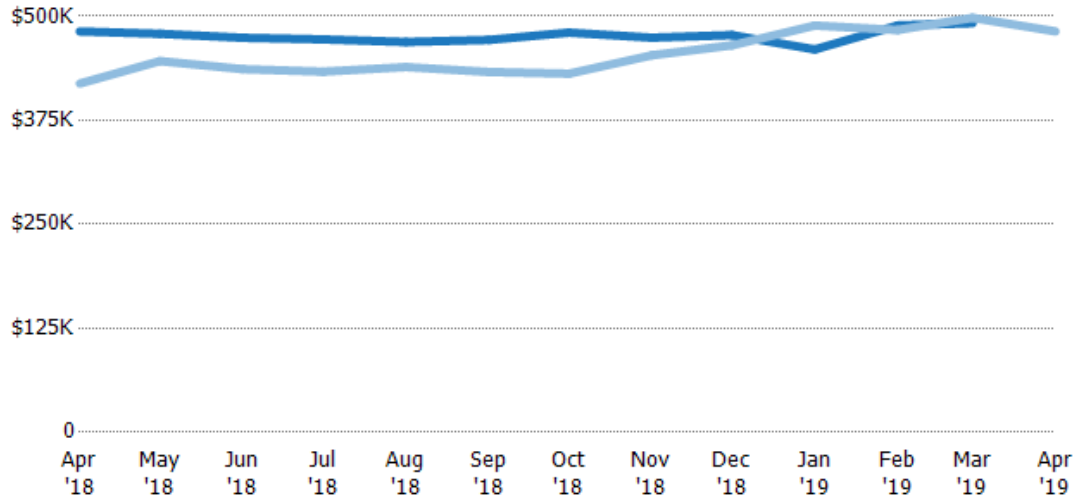
Current Year	\$200M	\$206M	\$226M	\$234M	\$239M	\$241M	\$222M	\$195M	\$171M	\$162M	\$161M	\$153M	-
Prior Year	\$202M	\$238M	\$245M	\$243M	\$235M	\$231M	\$213M	\$211M	\$187M	\$182M	\$183M	\$187M	\$200M
Percent Change from Prior Year	-1%	-14%	-8%	-4%	2%	4%	4%	-7%	-9%	-11%	-12%	-18%	-100%

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



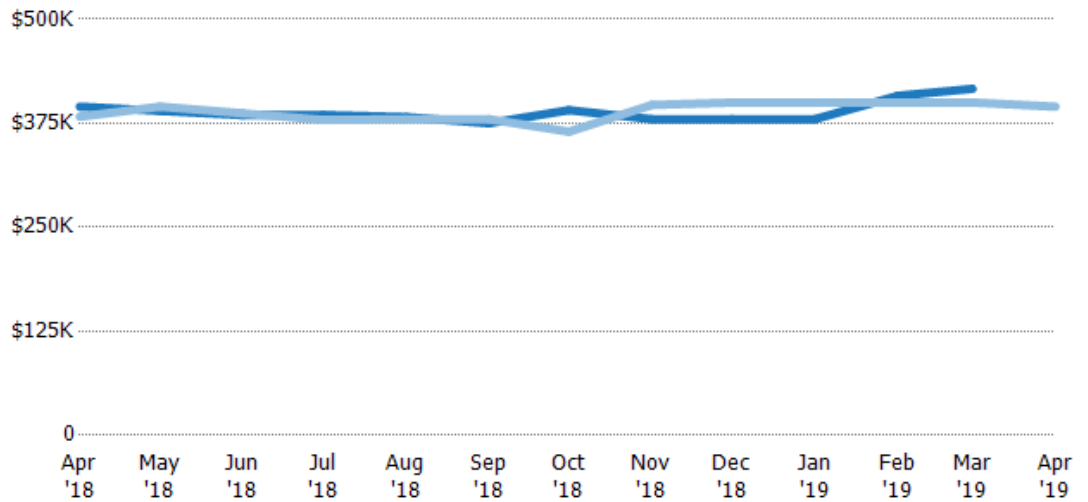
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$482K	\$479K	\$474K	\$472K	\$469K	\$472K	\$480K	\$474K	\$477K	\$460K	\$489K	\$492K	-
Prior Year	\$419K	\$446K	\$436K	\$433K	\$439K	\$433K	\$431K	\$453K	\$465K	\$489K	\$484K	\$498K	\$482K
Percent Change from Prior Year	15%	7%	9%	9%	7%	9%	11%	5%	3%	-6%	1%	-1%	-100%

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



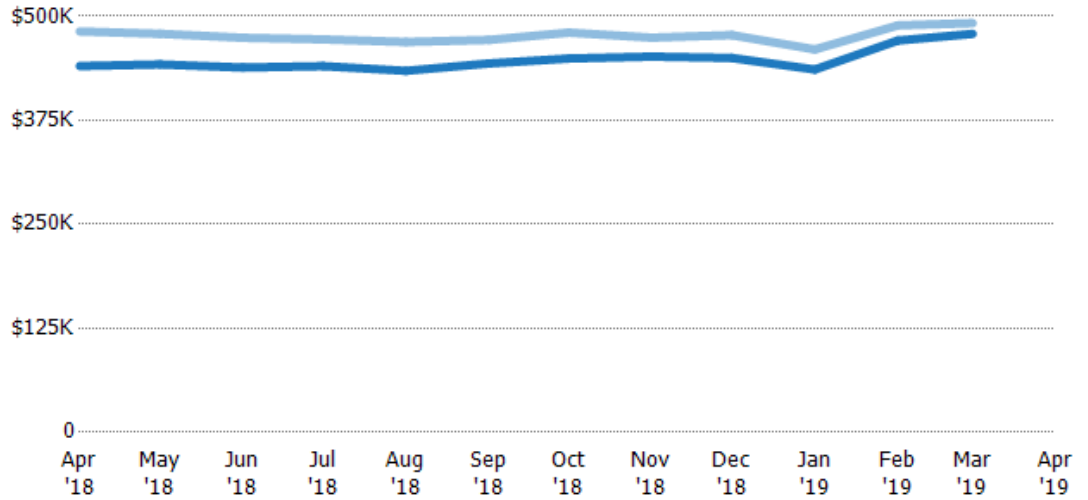
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$395K	\$390K	\$385K	\$385K	\$382K	\$375K	\$391K	\$380K	\$380K	\$380K	\$408K	\$417K	-
Prior Year	\$383K	\$395K	\$387K	\$379K	\$380K	\$380K	\$365K	\$397K	\$400K	\$400K	\$400K	\$400K	\$395K
Percent Change from Prior Year	3%	-1%	-1%	2%	1%	-1%	7%	-4%	-5%	-5%	2%	4%	-100%

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



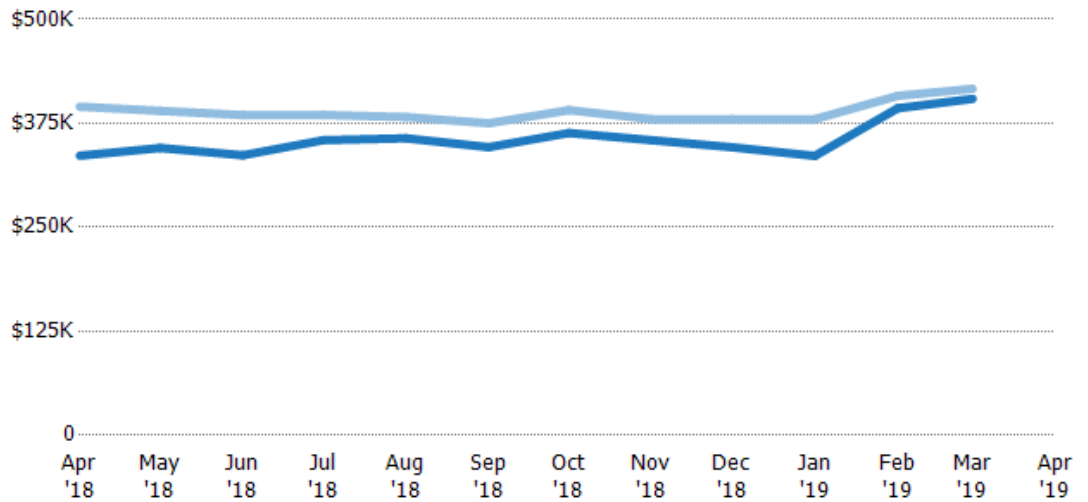
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$440K	\$442K	\$438K	\$440K	\$434K	\$443K	\$449K	\$452K	\$450K	\$436K	\$471K	\$479K	-
Avg Listing Price	\$482K	\$479K	\$474K	\$472K	\$469K	\$472K	\$480K	\$474K	\$477K	\$460K	\$489K	\$492K	-
Avg Listing Price as a % of Avg Est Value	109%	108%	108%	107%	108%	106%	107%	105%	106%	106%	104%	103%	-

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



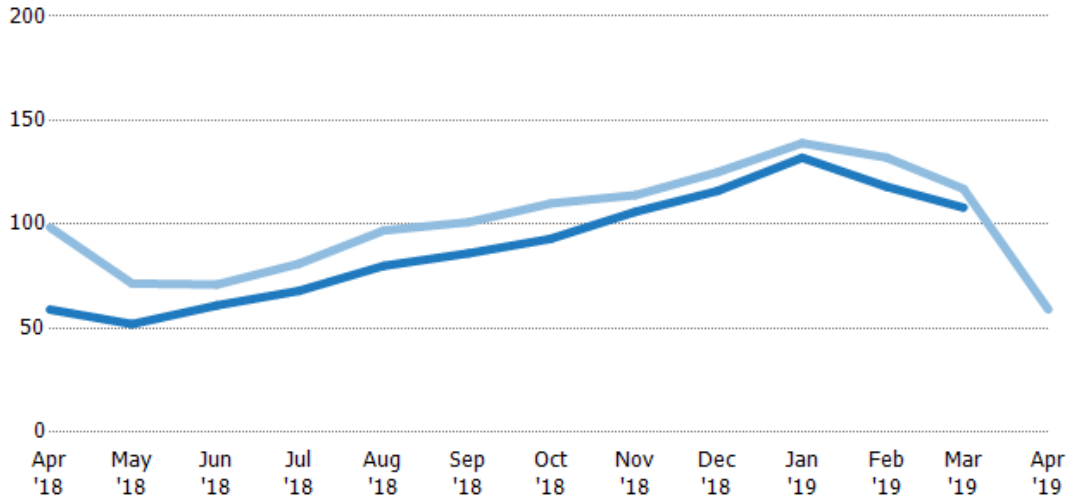
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$336K	\$345K	\$337K	\$355K	\$357K	\$346K	\$363K	\$355K	\$346K	\$336K	\$393K	\$404K	-
Median Listing Price	\$395K	\$390K	\$385K	\$385K	\$382K	\$375K	\$391K	\$380K	\$380K	\$380K	\$408K	\$417K	-
Med Listing Price as a % of Med Est Value	118%	113%	114%	109%	107%	108%	108%	107%	110%	113%	104%	103%	-

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



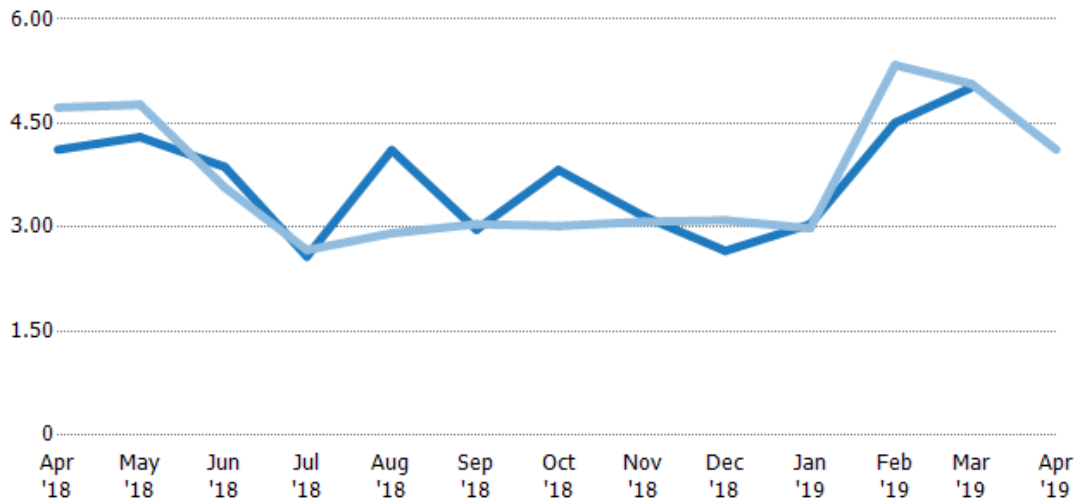
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	59	52	61	68	80	86	93	106	116	132	118	108	-
Prior Year	98.5	71.5	71	81	97	101	110	114	125	139	132	117	59
Percent Change from Prior Year	-40%	-27%	-14%	-16%	-18%	-15%	-15%	-7%	-7%	-5%	-11%	-8%	-100%

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



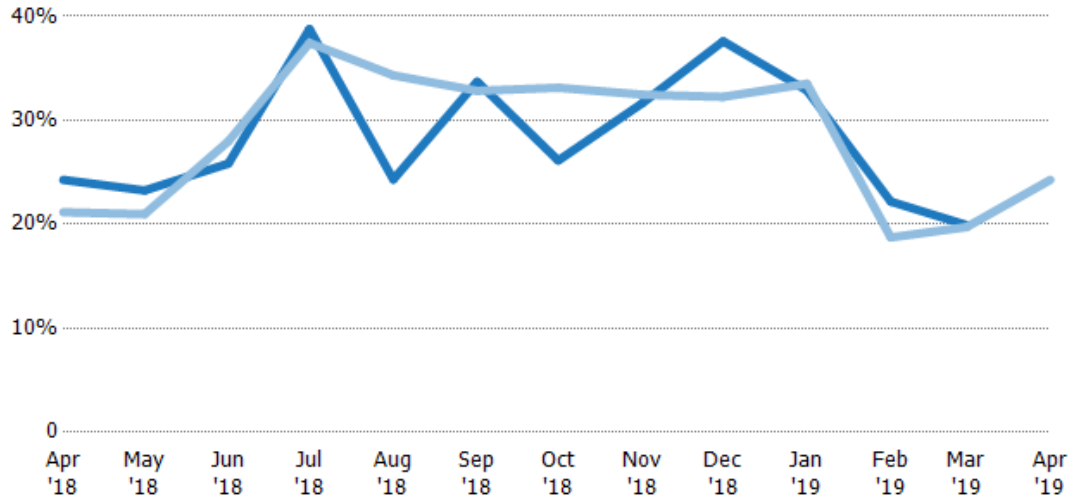
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	4.12	4.3	3.87	2.58	4.11	2.97	3.83	3.16	2.66	3.04	4.51	5.02	-
Prior Year	4.73	4.77	3.57	2.67	2.91	3.05	3.02	3.08	3.1	2.98	5.34	5.07	4.12
Percent Change from Prior Year	-13%	-10%	8%	-3%	41%	-3%	27%	3%	-14%	2%	-16%	-1%	-100%

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



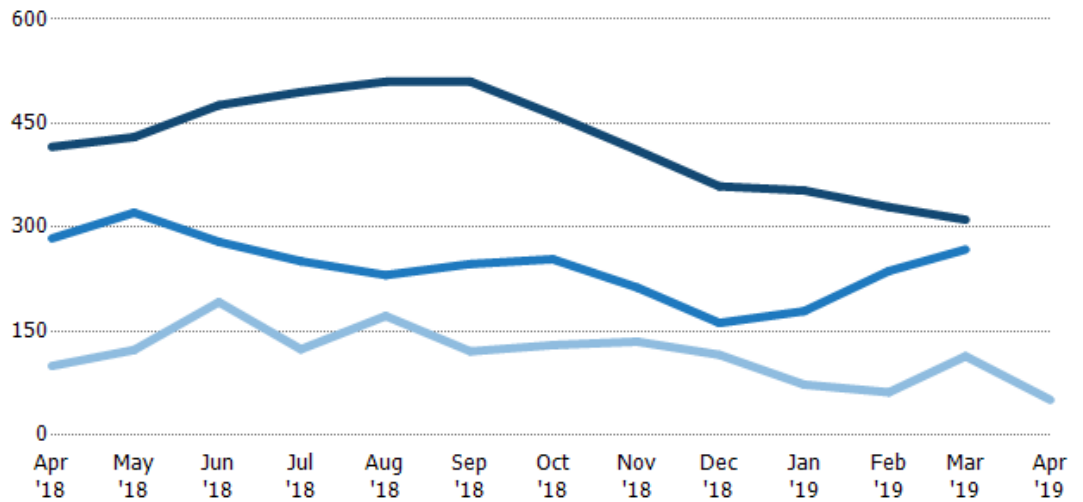
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	24%	23%	26%	39%	24%	34%	26%	32%	38%	33%	22%	20%	-
Prior Year	21%	21%	28%	37%	34%	33%	33%	32%	32%	34%	19%	20%	24%
Change from Prior Year	-3%	-2%	2%	-1%	10%	-1%	7%	1%	-5%	1%	-3%	0%	24%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	416	430	476	495	510	510	463	411	359	353	329	311	-
Pending	284	321	279	251	231	247	254	213	162	179	237	268	-
Sold	100	123	192	124	172	121	130	135	116	73	62	114	51

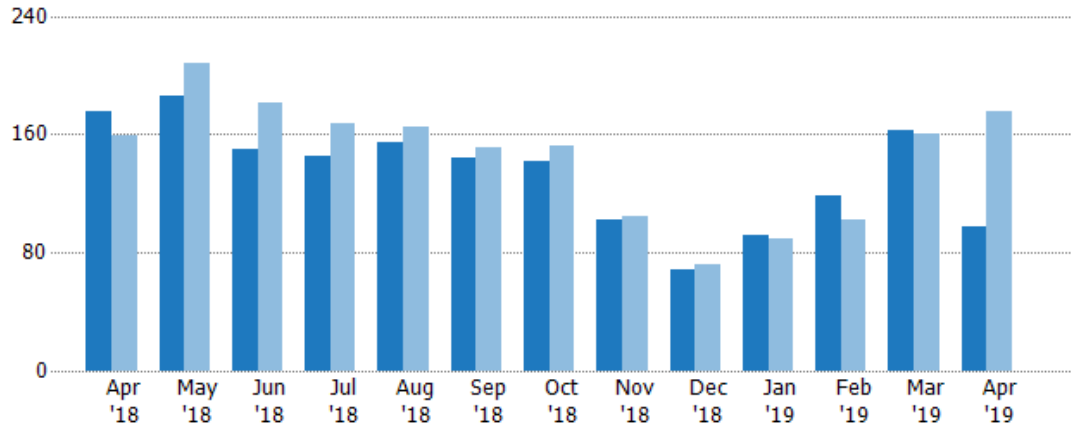
New Pending Sales

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.
Apr '19	97	-44.6%
Apr '18	175	10.1%
Apr '17	159	0%



Current Year	175	186	150	145	155	144	142	102	68	92	119	163	97
Prior Year	159	208	181	167	165	151	152	104	72	89	102	160	175
Percent Change from Prior Year	10%	-11%	-17%	-13%	-6%	-5%	-7%	-2%	-6%	3%	17%	2%	-45%

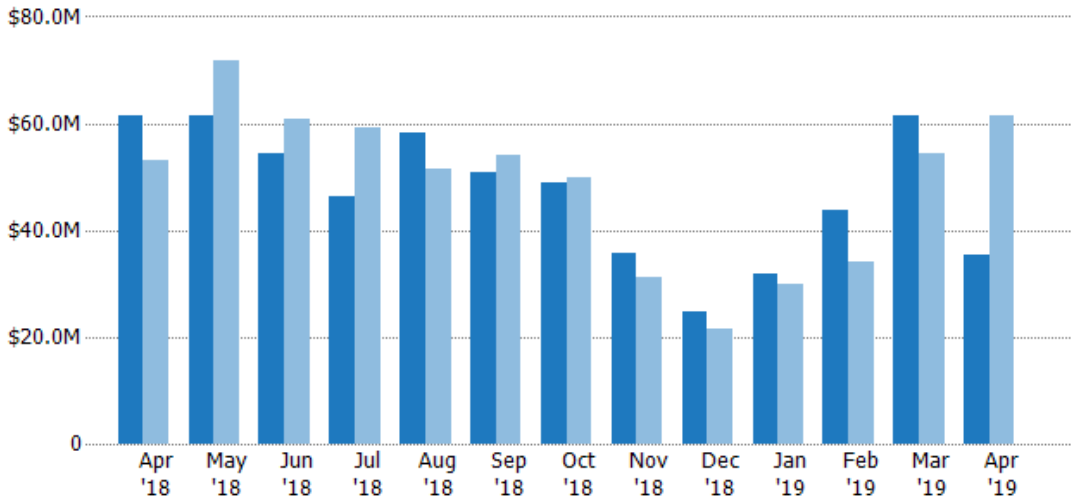
New Pending Sales Volume

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.
Apr '19	\$35.5M	-42.3%
Apr '18	\$61.5M	15.6%
Apr '17	\$53.2M	-0.8%



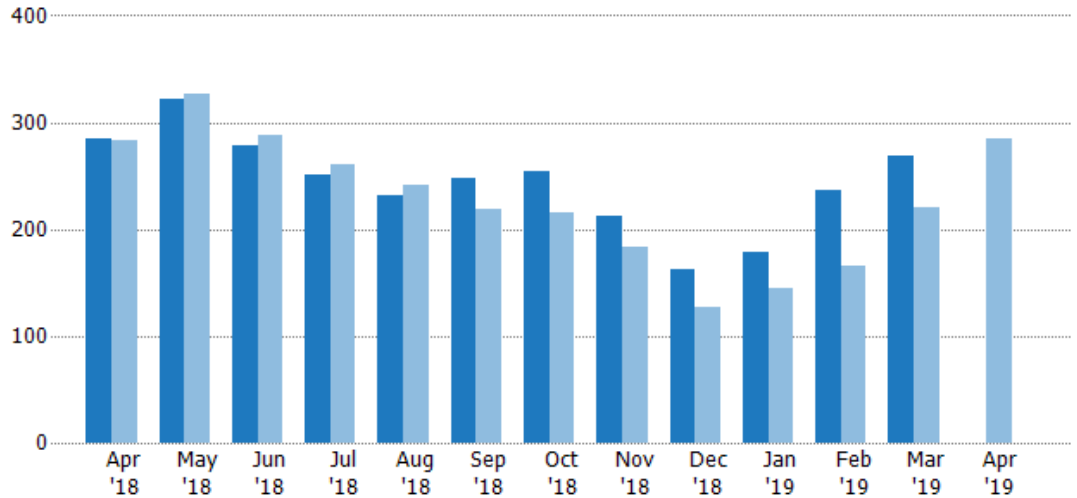
Current Year	\$61.5M	\$61.6M	\$54.4M	\$46.3M	\$58.2M	\$50.8M	\$49M	\$35.7M	\$24.6M	\$31.9M	\$43.6M	\$61.5M	\$35.5M
Prior Year	\$53.2M	\$71.7M	\$60.8M	\$59.2M	\$51.5M	\$54M	\$49.8M	\$31.1M	\$21.5M	\$30M	\$34M	\$54.3M	\$61.5M
Percent Change from Prior Year	16%	-14%	-10%	-22%	13%	-6%	-2%	15%	15%	6%	28%	13%	-42%

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



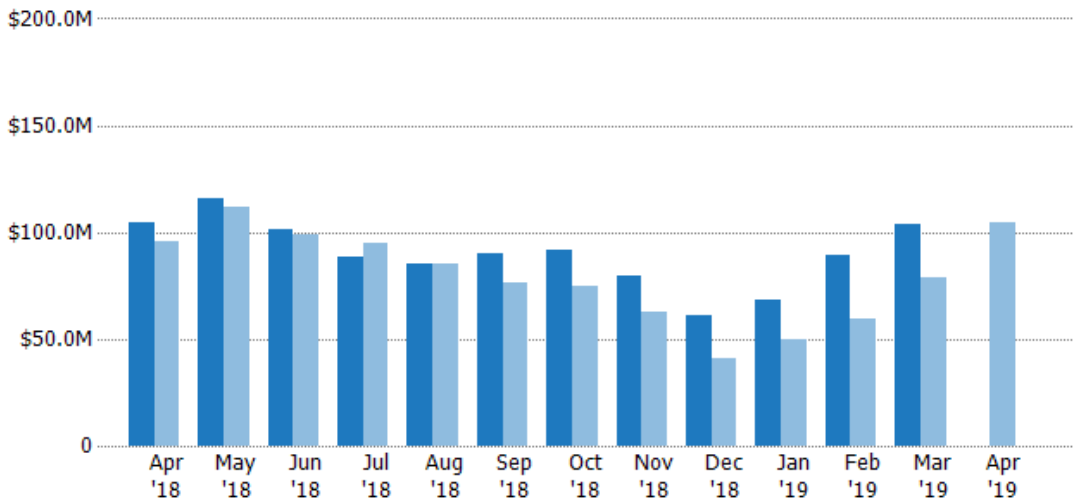
Current Year	284	321	279	251	231	247	254	213	162	179	237	268	-
Prior Year	283	326	288	261	242	218	215	183	127	144	166	220	284
Percent Change from Prior Year	0%	-2%	-3%	-4%	-5%	13%	18%	16%	28%	24%	43%	22%	-100%

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



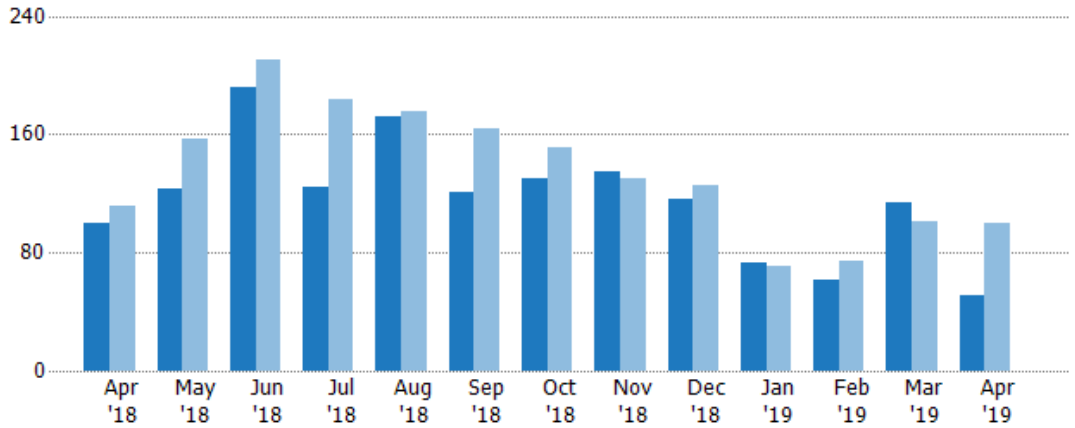
Current Year	\$104M	\$116M	\$102M	\$88.3M	\$85M	\$89.8M	\$91.9M	\$79.4M	\$61.2M	\$68.2M	\$89.1M	\$104M	-
Prior Year	\$95.5M	\$112M	\$98.5M	\$95M	\$85M	\$76.6M	\$74.4M	\$62.5M	\$40.8M	\$49.7M	\$59.2M	\$78.8M	\$104M
Percent Change from Prior Year	9%	4%	3%	-7%	0%	17%	24%	27%	50%	37%	51%	32%	-100%

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



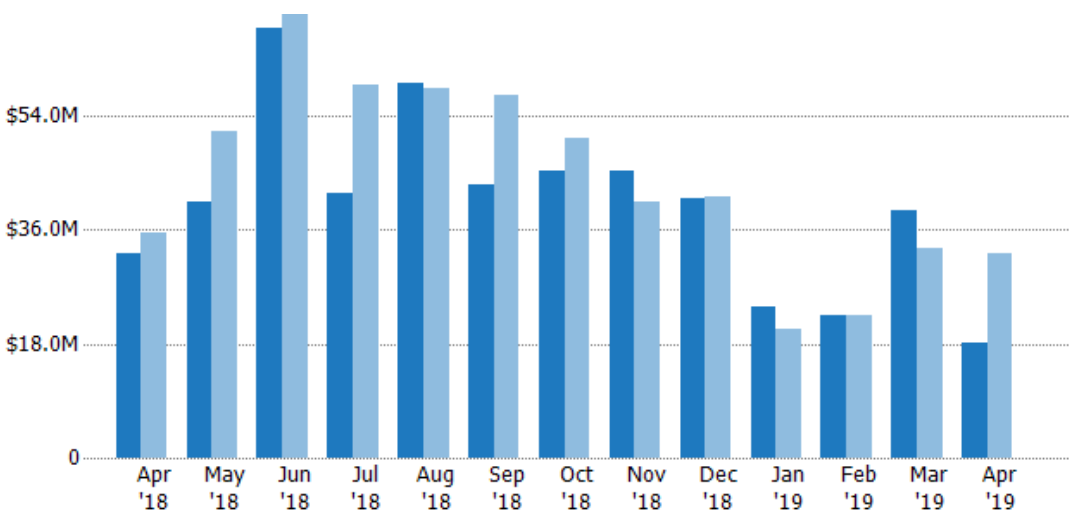
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	51	100	-49%
Apr '18	100	112	-11%
May '18	123	157	-22%
Jun '18	192	210	-9%
Jul '18	124	184	-33%
Aug '18	172	175	-2%
Sep '18	121	164	-26%
Oct '18	130	151	-14%
Nov '18	135	130	4%
Dec '18	116	125	-7%
Jan '19	73	71	3%
Feb '19	62	74	-16%
Mar '19	114	101	13%
Apr '19	51	100	-49%

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



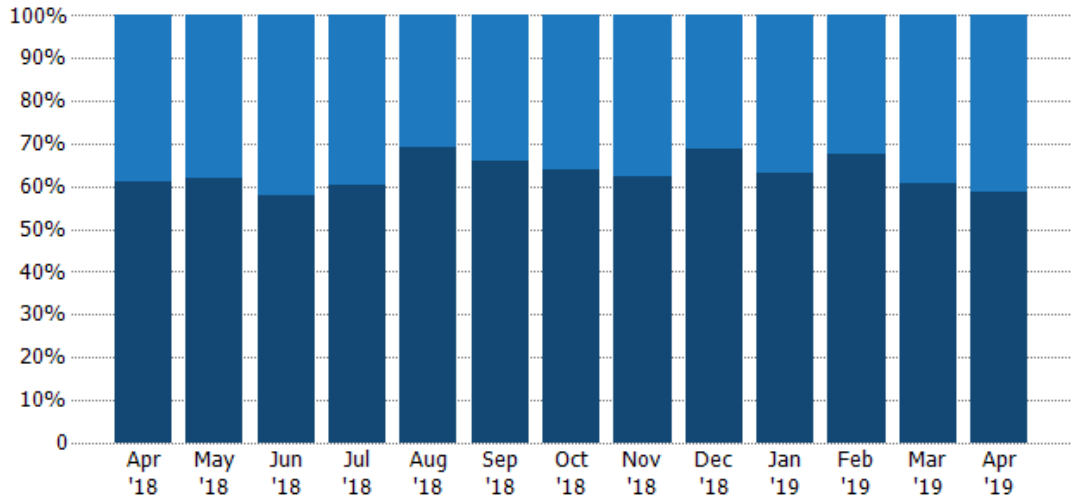
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '19	\$18.2M	\$32.3M	-43.5%
Apr '18	\$32.3M	\$35.4M	-9%
May '18	\$40.5M	\$51.4M	-21%
Jun '18	\$67.8M	\$69.9M	-3%
Jul '18	\$41.8M	\$58.8M	-29%
Aug '18	\$59.1M	\$58.3M	1%
Sep '18	\$43.2M	\$57.3M	-25%
Oct '18	\$45.2M	\$50.4M	-10%
Nov '18	\$45.2M	\$40.4M	12%
Dec '18	\$41.1M	\$41.3M	0%
Jan '19	\$23.8M	\$20.4M	17%
Feb '19	\$22.6M	\$22.4M	1%
Mar '19	\$39M	\$33.1M	18%
Apr '19	\$18.2M	\$32.3M	-43%

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



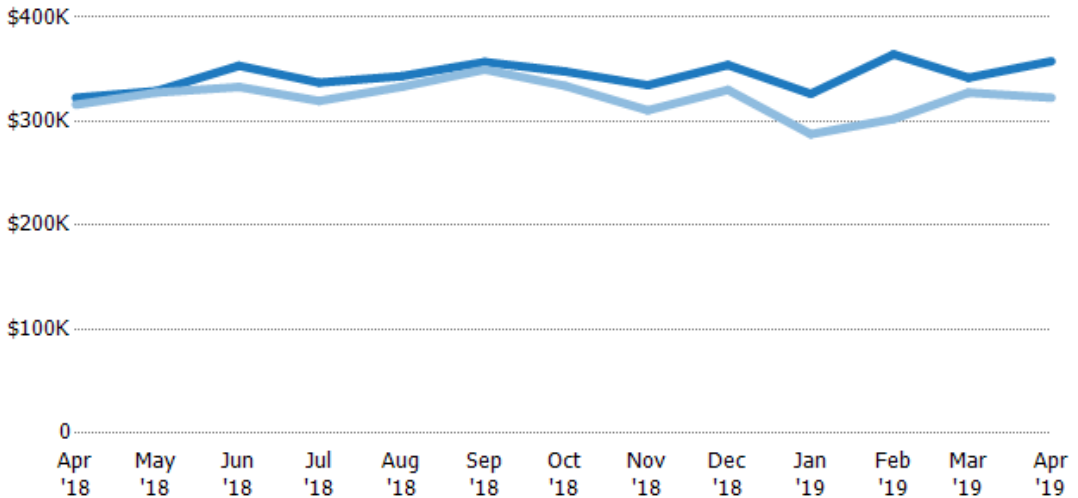
Condo/Townhouse	39%	38%	42%	40%	31%	34%	36%	38%	31%	37%	32%	39%	41%
Single Family Residence	61%	62%	58%	60%	69%	66%	64%	62%	69%	63%	68%	61%	59%

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	\$323K	\$329K	\$353K	\$337K	\$343K	\$357K	\$348K	\$335K	\$354K	\$326K	\$364K	\$342K	\$358K
Prior Year	\$316K	\$328K	\$333K	\$320K	\$333K	\$350K	\$334K	\$311K	\$330K	\$288K	\$302K	\$328K	\$323K
Percent Change from Prior Year	2%	0%	6%	5%	3%	2%	4%	8%	7%	13%	21%	4%	11%

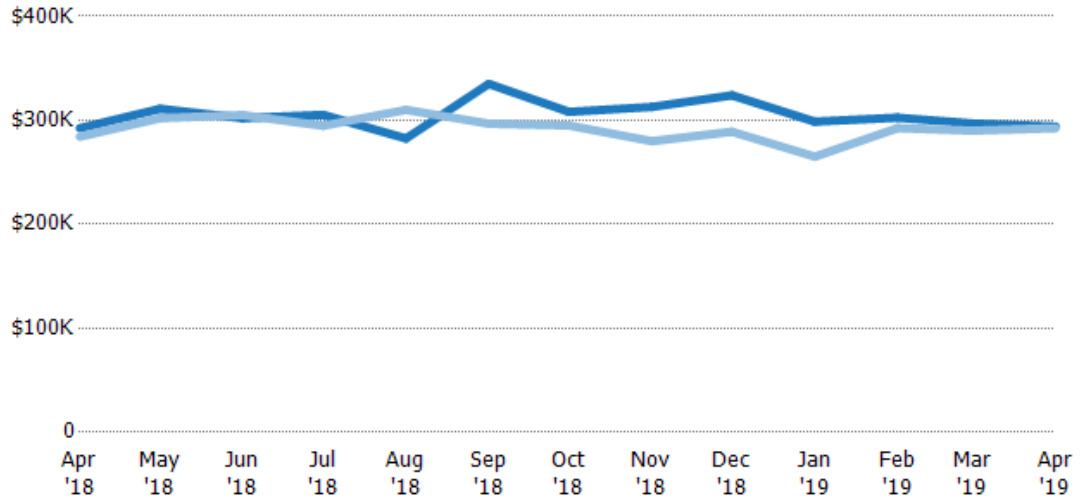
Median Sales Price

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.
Apr '19	\$294K	0.5%
Apr '18	\$292K	2.9%
Apr '17	\$284K	0.1%



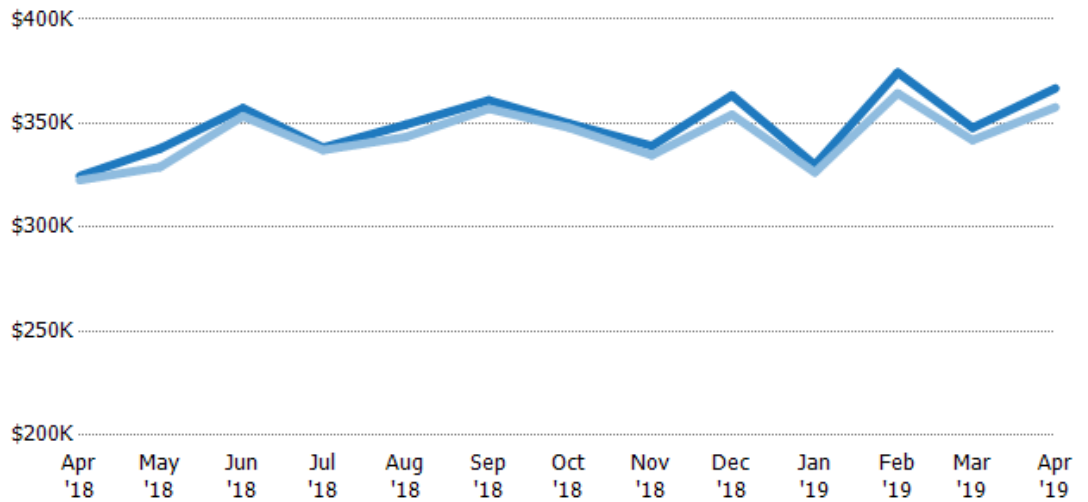
Current Year	\$292K	\$311K	\$302K	\$305K	\$283K	\$335K	\$308K	\$313K	\$324K	\$299K	\$303K	\$297K	\$294K
Prior Year	\$284K	\$302K	\$305K	\$295K	\$310K	\$297K	\$295K	\$280K	\$289K	\$265K	\$293K	\$290K	\$292K
Percent Change from Prior Year	3%	3%	-1%	4%	-9%	13%	4%	12%	12%	13%	3%	2%	1%

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



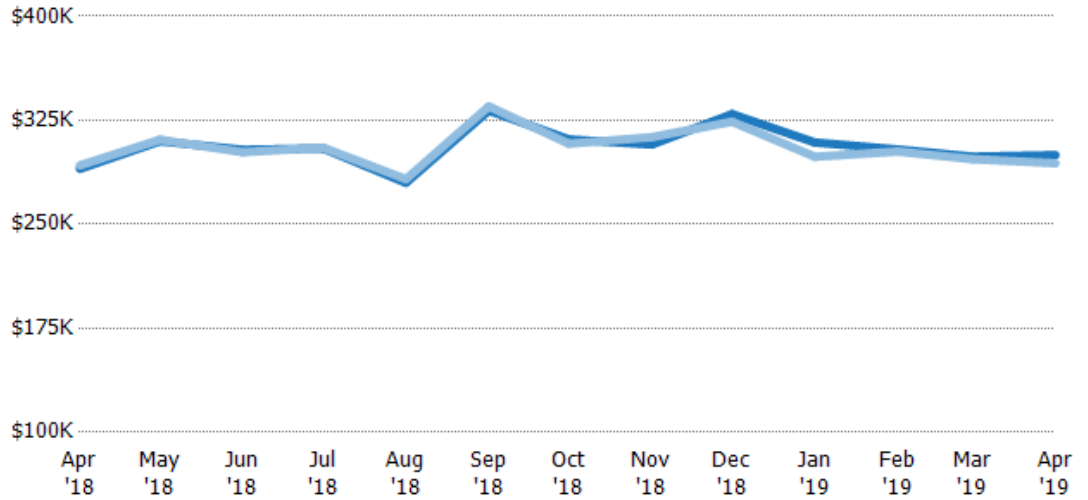
Avg List Price	\$325K	\$338K	\$357K	\$338K	\$349K	\$361K	\$350K	\$339K	\$363K	\$330K	\$374K	\$348K	\$367K
Avg Sales Price	\$323K	\$329K	\$353K	\$337K	\$343K	\$357K	\$348K	\$335K	\$354K	\$326K	\$364K	\$342K	\$358K
Avg Sales Price as a % of Avg List Price	99%	97%	99%	100%	98%	99%	99%	99%	97%	99%	97%	98%	98%

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



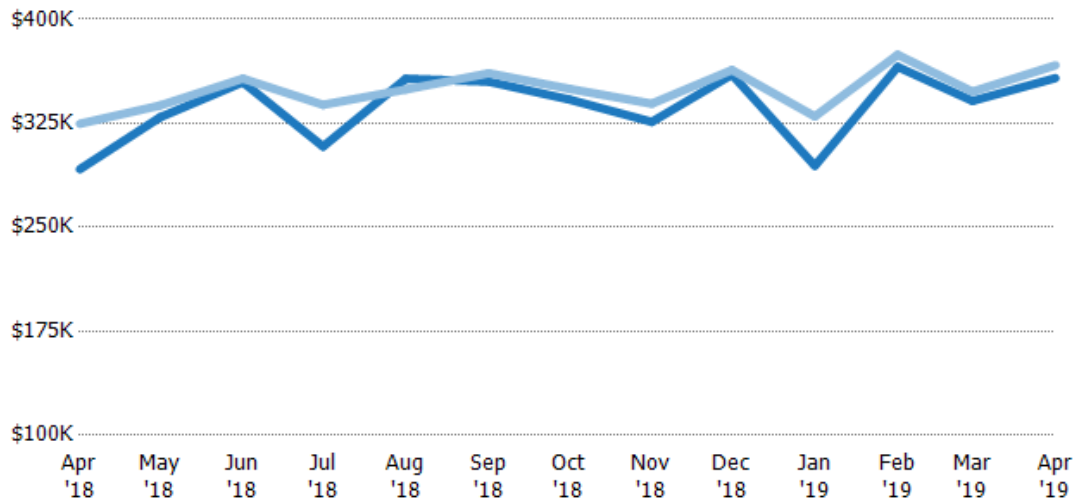
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$290K	\$310K	\$304K	\$305K	\$280K	\$332K	\$311K	\$308K	\$329K	\$309K	\$304K	\$299K	\$300K
Median Sales Price	\$292K	\$311K	\$302K	\$305K	\$283K	\$335K	\$308K	\$313K	\$324K	\$299K	\$303K	\$297K	\$294K
Med Sales Price as a % of Med List Price	101%	100%	99%	100%	101%	101%	99%	102%	98%	97%	100%	99%	98%

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



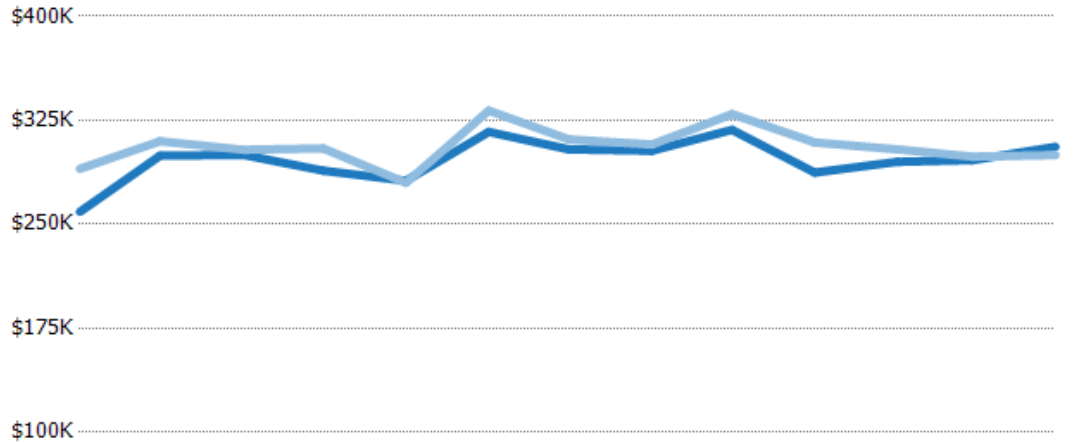
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$292K	\$329K	\$355K	\$308K	\$357K	\$355K	\$342K	\$326K	\$360K	\$294K	\$366K	\$341K	\$358K
Avg Sales Price	\$325K	\$338K	\$357K	\$338K	\$349K	\$361K	\$350K	\$339K	\$363K	\$330K	\$374K	\$348K	\$367K
Avg Sales Price as a % of Avg Est Value	111%	103%	101%	110%	98%	102%	102%	104%	101%	112%	102%	102%	103%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$259K	\$299K	\$300K	\$289K	\$281K	\$317K	\$304K	\$303K	\$318K	\$287K	\$295K	\$296K	\$306K
Median Sales Price	\$290K	\$310K	\$304K	\$305K	\$280K	\$332K	\$311K	\$308K	\$329K	\$309K	\$304K	\$299K	\$300K
Med Sales Price as a % of Med Est Value	112%	103%	101%	106%	100%	105%	102%	101%	104%	108%	103%	101%	98%