

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	252	232	+8.6%	806	823	-2.1%
New Listing Volume	\$102,492,510	\$83,548,419	+22.7%	\$321,292,843	\$302,086,313	+6.4%
Active Listing Count	336	432	-22.2%	N/A	N/A	
Active Listing Volume	\$173,782,945	\$206,790,825	-16%	N/A	N/A	
Average Listing Price	\$517,211	\$478,682	+8%	\$488,274	\$483,837	+0.9%
Median Listing Price	\$424,250	\$389,900	+8.8%	\$401,986	\$396,504	+1.4%
Median Days in RPR	38	52	-26.9%	85.71	94.62	-9.4%
Months of Inventory	3.2	4.3	-25.2%	3.6	4	-9.5%
Absorption Rate	30.95%	23.15%	+7.8%	27.55%	24.92%	+2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	205	186	+10.2%	772	712	+8.4%
New Pending Sales Volume	\$76,436,590	\$61,552,097	+24.2%	\$285,653,449	\$241,485,927	+18.3%
Pending Sales Count	380	319	+19.1%	N/A	N/A	
Pending Sales Volume	\$142,480,926	\$114,923,951	+24%	N/A	N/A	
Closed Sales Count	154	124	+24.2%	508	468	+8.5%
Closed Sales Volume	\$58,679,351	\$40,399,499	+45.2%	\$183,233,033	\$148,198,737	+23.6%
Average Sales Price	\$381,035	\$325,802	+17%	\$360,695	\$316,664	+13.9%
Median Sales Price	\$339,500	\$310,000	+9.5%	\$315,001	\$293,237	+7.4%

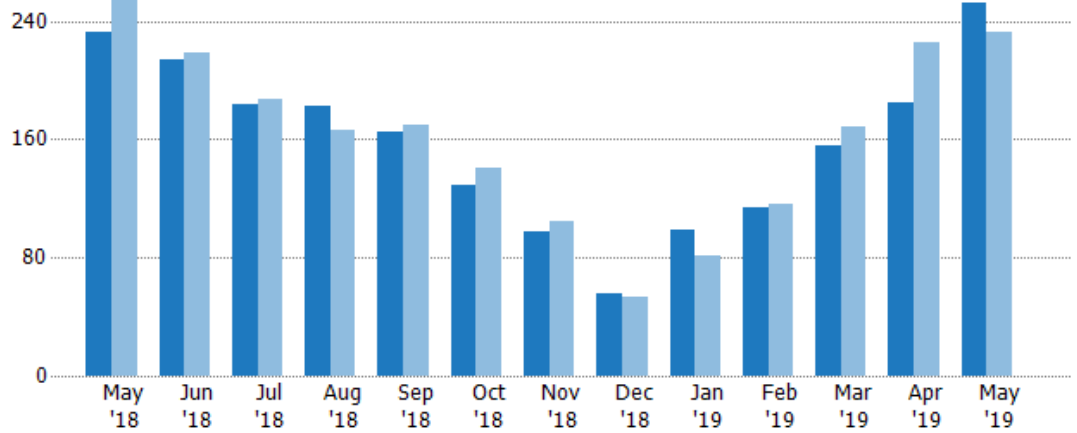
New Listings

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.
May '19	252	8.6%
May '18	232	-12.5%
May '17	265	-15.1%



Current Year	232	214	184	182	165	129	97	56	99	114	156	185	252
Prior Year	265	218	187	166	170	141	105	53	81	116	169	225	232
Percent Change from Prior Year	-12%	-2%	-2%	10%	-3%	-9%	-8%	6%	22%	-2%	-8%	-18%	9%

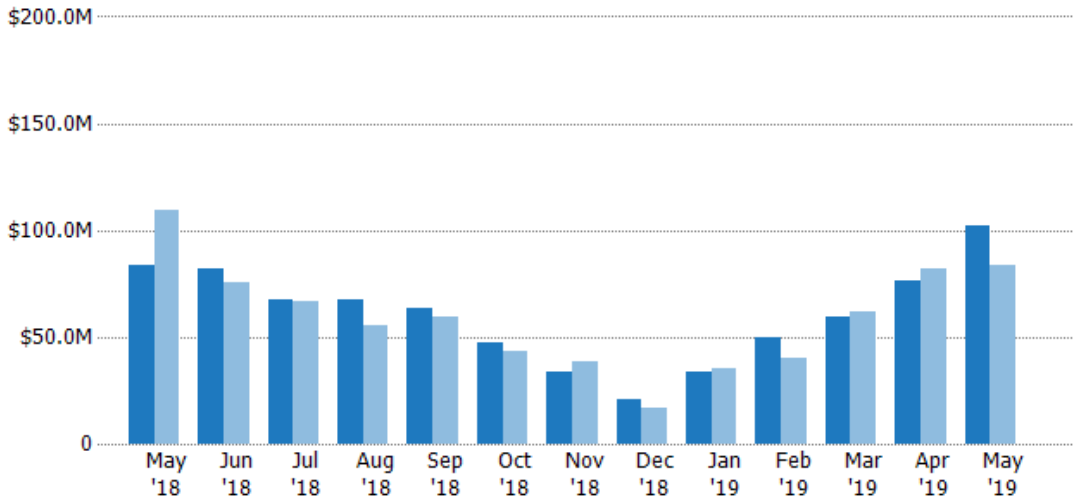
New Listing Volume

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.
May '19	\$102M	22.7%
May '18	\$83.5M	-23.4%
May '17	\$109M	-26.9%



Current Year	\$83.5M	\$82.2M	\$67.3M	\$67.5M	\$63.3M	\$47.3M	\$33.7M	\$20.7M	\$33.7M	\$49.5M	\$59.2M	\$76.4M	\$102M
Prior Year	\$109M	\$75.2M	\$66.4M	\$55.2M	\$59.8M	\$43.3M	\$38.4M	\$16.8M	\$34.9M	\$40.1M	\$61.8M	\$81.8M	\$83.5M
Percent Change from Prior Year	-23%	9%	1%	22%	6%	9%	-12%	24%	-3%	24%	-4%	-7%	23%

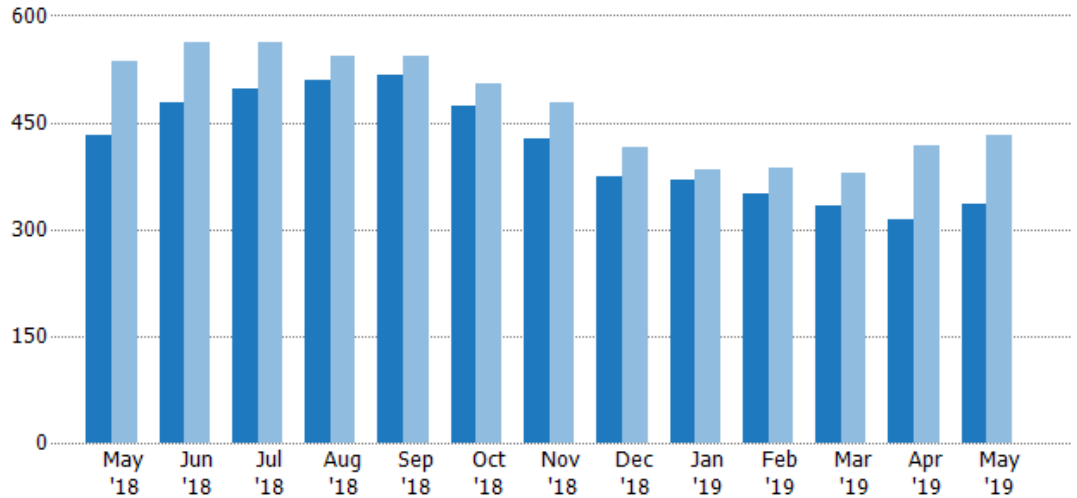
Active Listings

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.
May '19	336	-22.2%
May '18	432	-19.3%
May '17	535	11.6%



Current Year	432	479	498	510	517	473	426	375	369	349	332	313	336
Prior Year	535	563	563	543	544	504	478	415	383	386	379	418	432
Percent Change from Prior Year	-19%	-15%	-12%	-6%	-5%	-6%	-11%	-10%	-4%	-10%	-12%	-25%	-22%

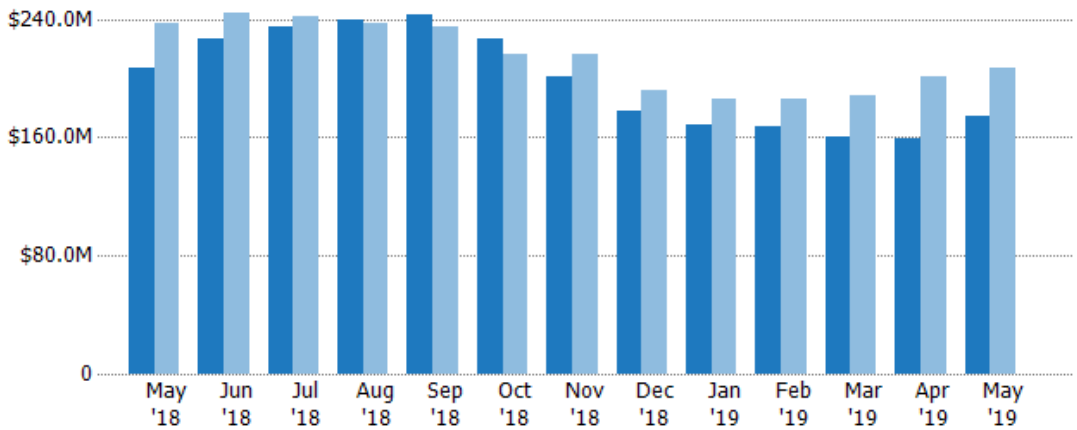
Active Listing Volume

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.
May '19	\$174M	-16%
May '18	\$207M	-12.9%
May '17	\$238M	10.2%



Current Year	\$207M	\$227M	\$235M	\$239M	\$243M	\$227M	\$201M	\$178M	\$169M	\$168M	\$160M	\$159M	\$174M
Prior Year	\$238M	\$244M	\$242M	\$237M	\$235M	\$216M	\$216M	\$192M	\$186M	\$185M	\$188M	\$201M	\$207M
Percent Change from Prior Year	-13%	-7%	-3%	1%	4%	5%	-7%	-7%	-9%	-9%	-15%	-21%	-16%

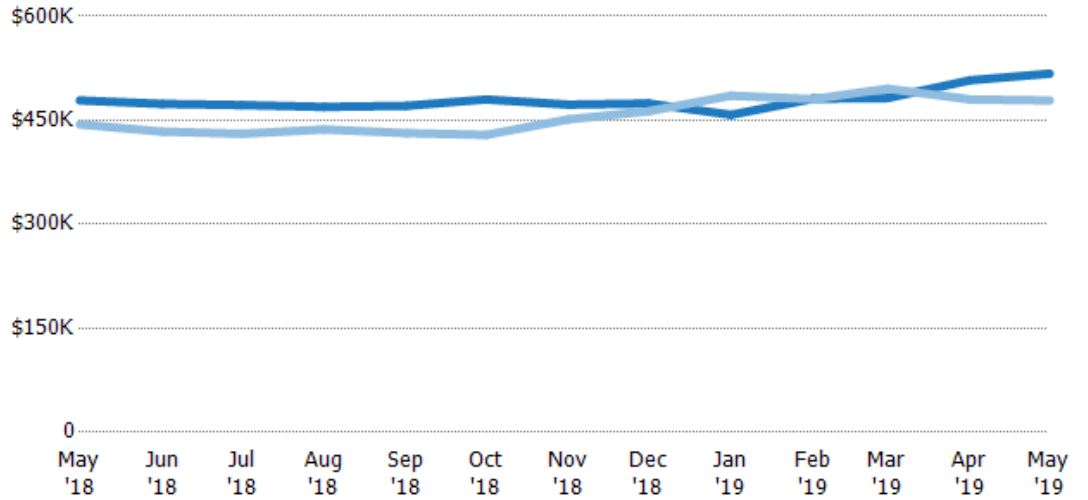
Average Listing Price

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.
May '19	\$517K	8%
May '18	\$479K	7.8%
May '17	\$444K	-1.2%



Current Year	\$479K	\$474K	\$472K	\$469K	\$471K	\$480K	\$473K	\$474K	\$458K	\$481K	\$482K	\$508K	\$517K
Prior Year	\$444K	\$434K	\$430K	\$437K	\$432K	\$429K	\$451K	\$463K	\$485K	\$480K	\$496K	\$480K	\$479K
Percent Change from Prior Year	8%	9%	10%	7%	9%	12%	5%	2%	-6%	0%	-3%	6%	8%

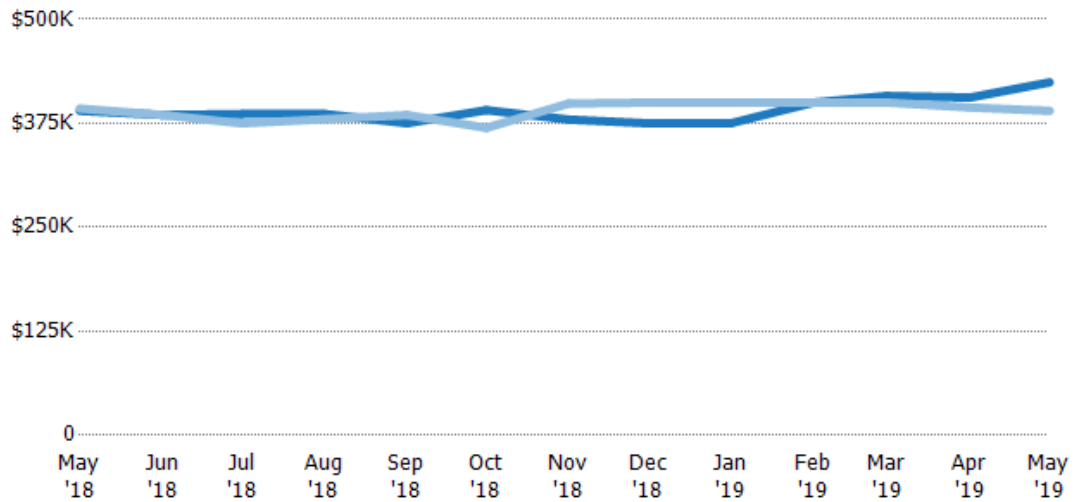
Median Listing Price

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.
May '19	\$424K	8.8%
May '18	\$390K	-0.7%
May '17	\$393K	-3.2%



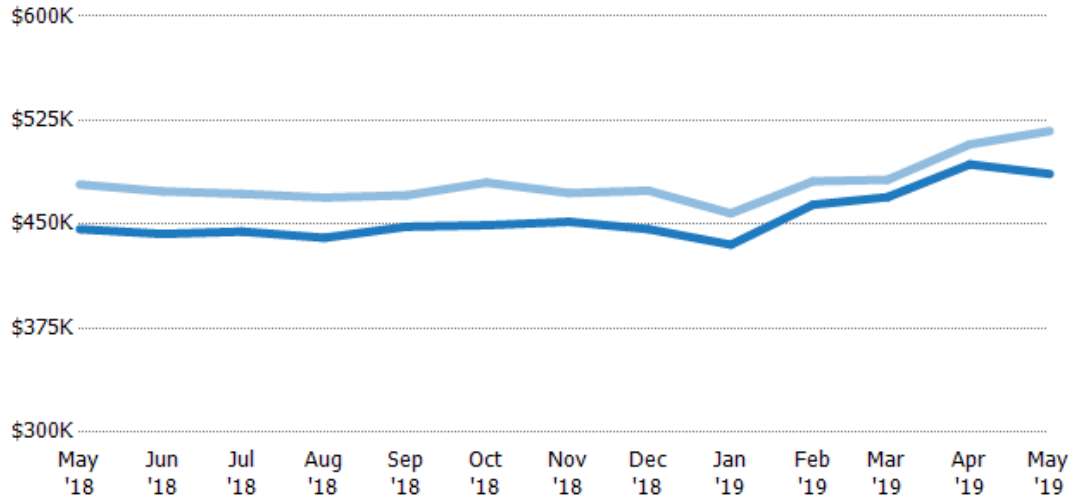
Current Year	\$390K	\$385K	\$386K	\$386K	\$375K	\$391K	\$379K	\$375K	\$375K	\$400K	\$408K	\$406K	\$424K
Prior Year	\$393K	\$385K	\$375K	\$380K	\$385K	\$369K	\$399K	\$400K	\$400K	\$400K	\$400K	\$394K	\$390K
Percent Change from Prior Year	-1%	0%	3%	2%	-3%	6%	-5%	-6%	-6%	0%	2%	3%	9%

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

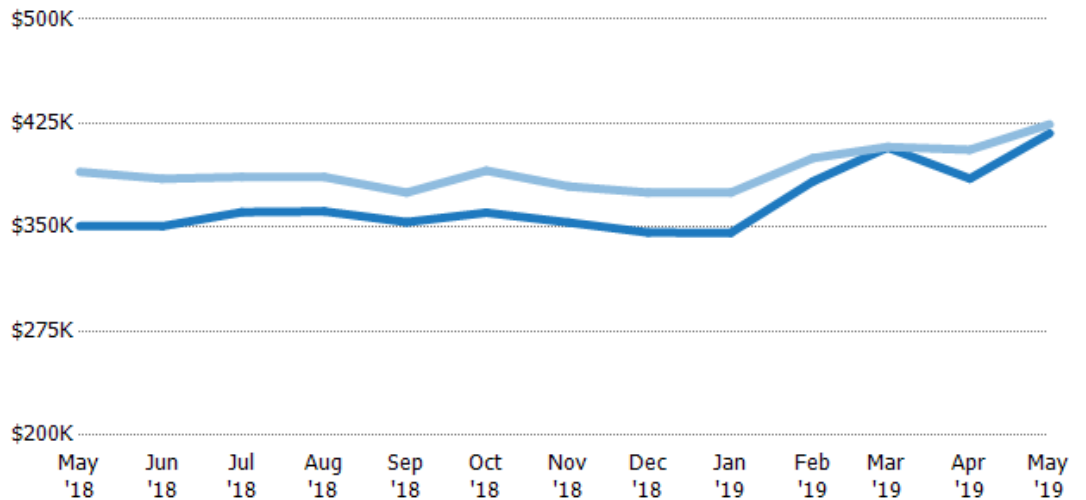


Median Listing Price vs Median Est Value

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

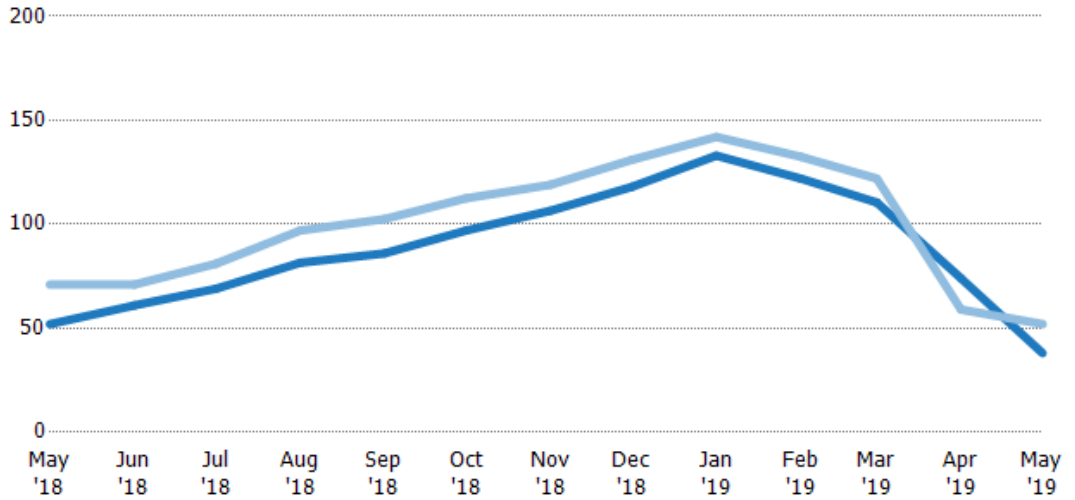


Median Days in RPR

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



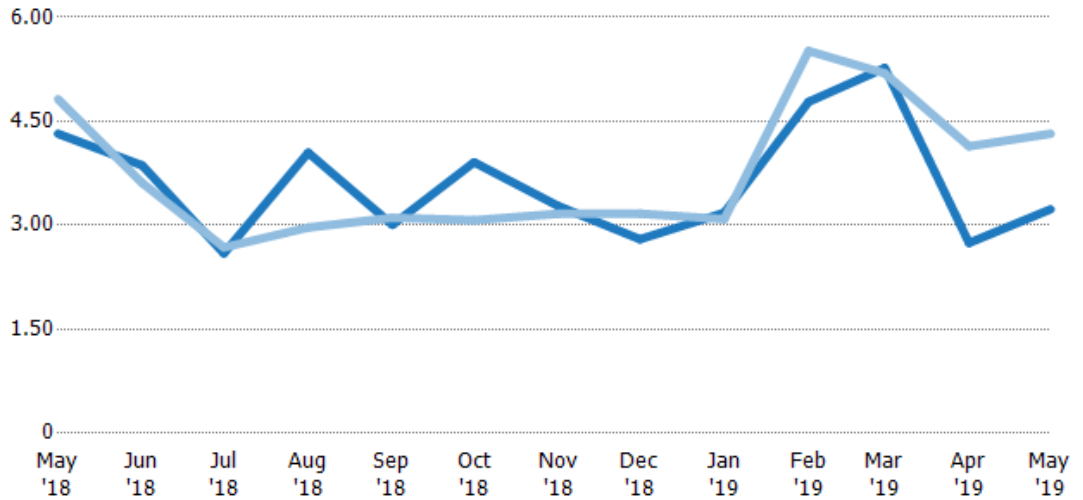
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	52	61	69	81.5	86	97	107	118	133	122	111	74	38
Prior Year	71	71	81	97	103	113	119	131	142	133	122	59	52
Percent Change from Prior Year	-27%	-14%	-15%	-16%	-16%	-14%	-11%	-10%	-6%	-8%	-9%	25%	-27%

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



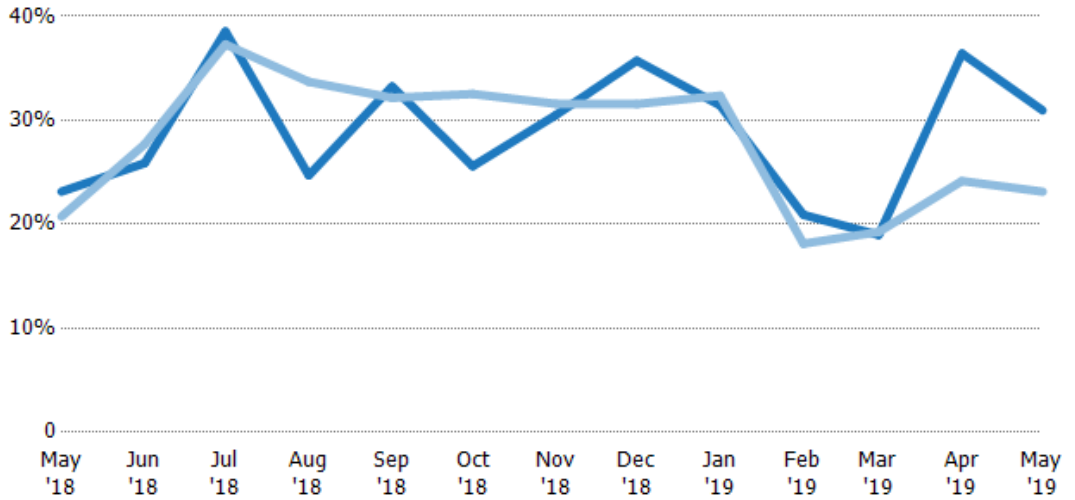
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	4.32	3.86	2.59	4.05	3.01	3.91	3.28	2.8	3.18	4.78	5.27	2.75	3.23
Prior Year	4.82	3.61	2.68	2.97	3.11	3.07	3.17	3.17	3.09	5.51	5.19	4.14	4.32
Percent Change from Prior Year	-10%	7%	-3%	36%	-3%	27%	4%	-12%	3%	-13%	2%	-34%	-25%

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.
May '19	31%	-7.8%
May '18	23%	-2.4%
May '17	21%	-9.5%

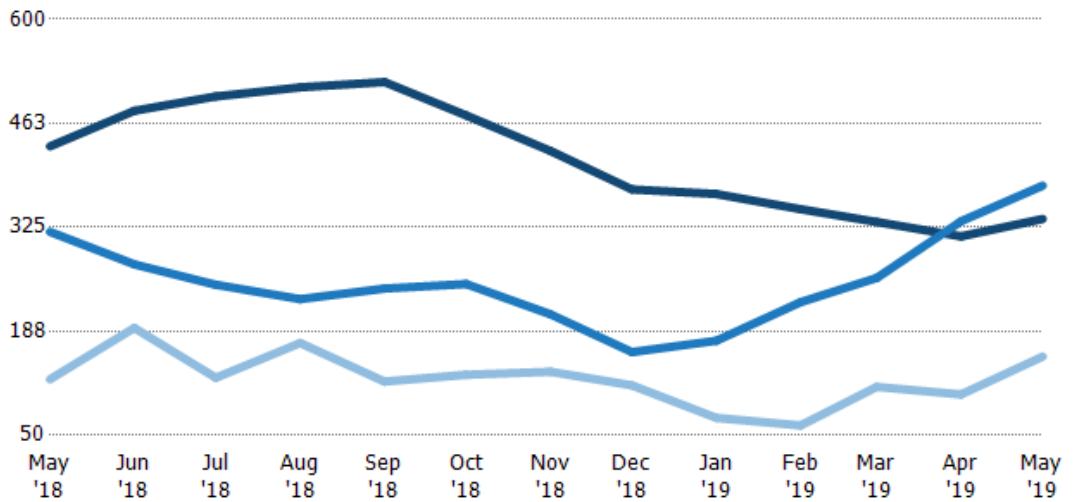
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	23%	26%	39%	25%	33%	26%	31%	36%	31%	21%	19%	36%	31%
Prior Year	21%	28%	37%	34%	32%	33%	32%	32%	32%	18%	19%	24%	23%
Change from Prior Year	-2%	2%	-1%	9%	-1%	7%	1%	-4%	1%	-3%	0%	-12%	-8%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	432	479	498	510	517	473	426	375	369	349	332	313	336
Pending	319	276	249	230	244	250	210	160	175	226	258	333	380
Sold	124	192	126	172	121	130	134	116	73	63	114	104	154

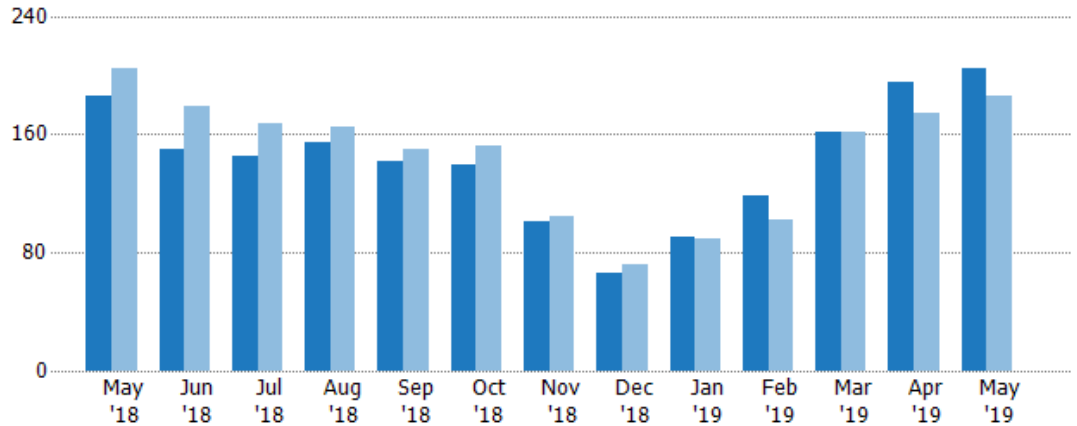
New Pending Sales

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.
May '19	205	10.2%
May '18	186	-9.3%
May '17	205	-15.6%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	186	150	145	155	142	140	101	66	91	119	162	195	205
Prior Year	205	179	167	165	150	152	104	72	89	102	161	174	186
Percent Change from Prior Year	-9%	-16%	-13%	-6%	-5%	-8%	-3%	-8%	2%	17%	1%	12%	10%

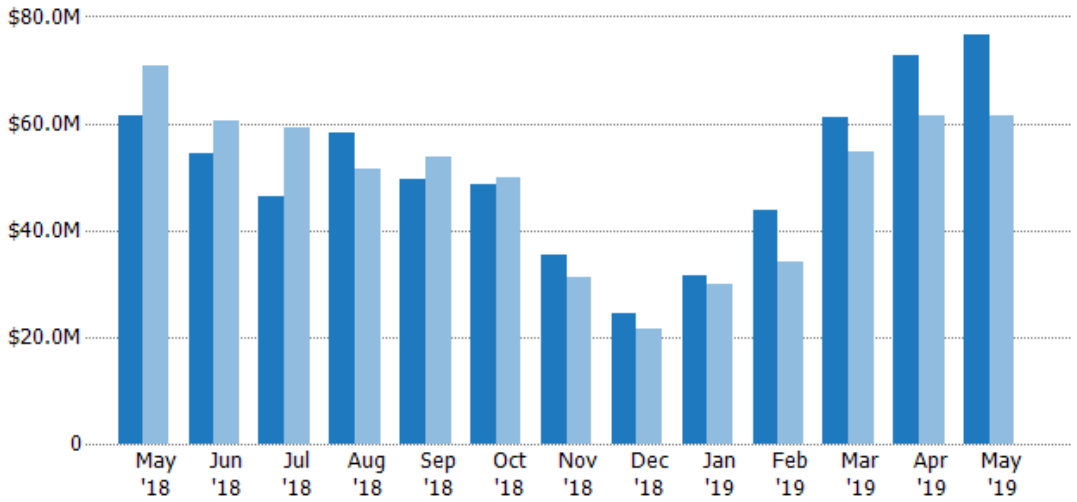
New Pending Sales Volume

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.
May '19	\$76.4M	24.2%
May '18	\$61.6M	-13.1%
May '17	\$70.8M	-22.3%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$61.6M	\$54.4M	\$46.3M	\$58.3M	\$49.5M	\$48.5M	\$35.5M	\$24.3M	\$31.6M	\$43.6M	\$61.2M	\$72.8M	\$76.4M
Prior Year	\$70.8M	\$60.5M	\$59.2M	\$51.5M	\$53.7M	\$49.8M	\$31.1M	\$21.5M	\$30M	\$34M	\$54.6M	\$61.3M	\$61.6M
Percent Change from Prior Year	-13%	-10%	-22%	13%	-8%	-3%	14%	13%	5%	28%	12%	19%	24%

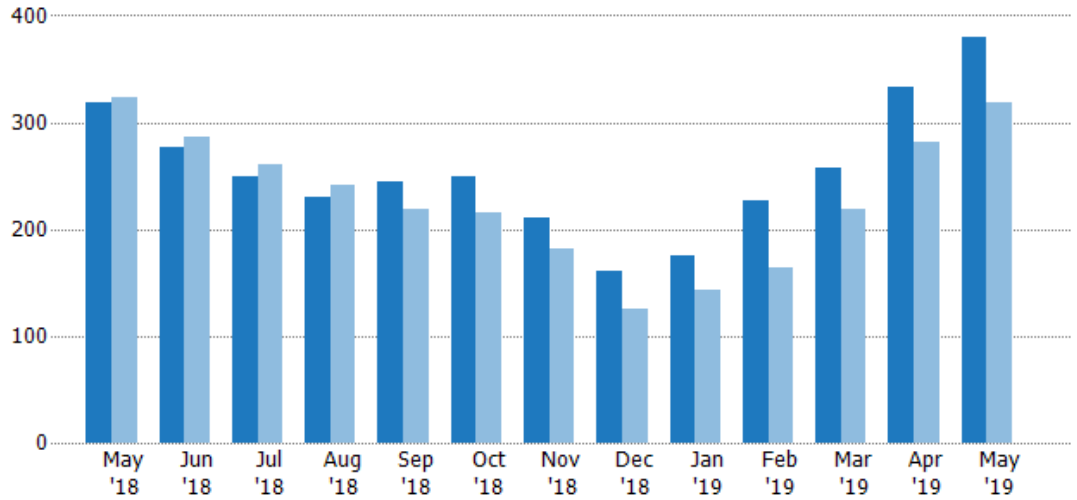
Pending Sales

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.
May '19	380	19.1%
May '18	319	-1.2%
May '17	323	7.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	319	276	249	230	244	250	210	160	175	226	258	333	380
Prior Year	323	286	260	242	218	215	182	125	143	164	218	282	319
Percent Change from Prior Year	-1%	-3%	-4%	-5%	12%	16%	15%	28%	22%	38%	18%	18%	19%

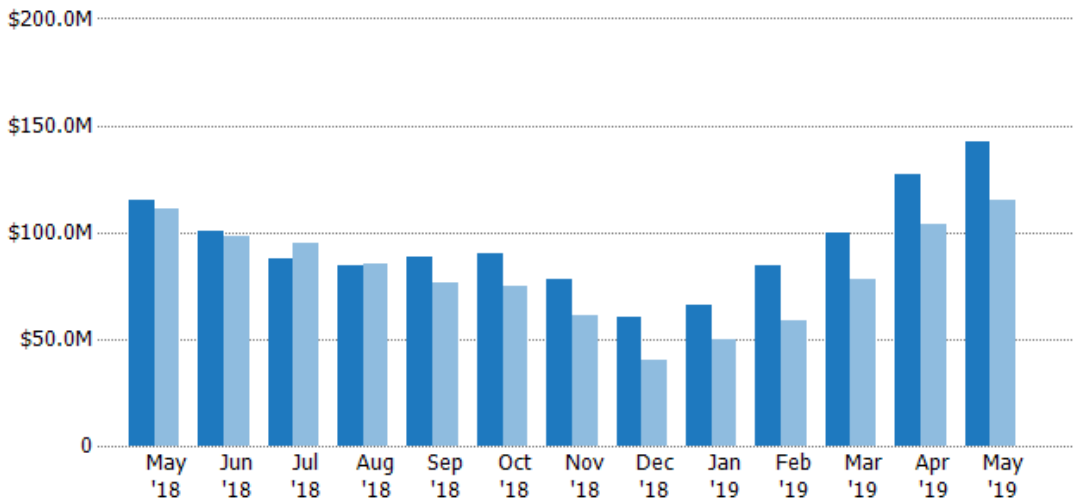
Pending Sales Volume

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.
May '19	\$142M	24%
May '18	\$115M	3.8%
May '17	\$111M	1.8%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$115M	\$100M	\$87.6M	\$84.6M	\$88.4M	\$90.2M	\$78M	\$60M	\$66.1M	\$84.2M	\$100M	\$127M	\$142M
Prior Year	\$111M	\$98.4M	\$94.9M	\$85M	\$76.6M	\$74.4M	\$61.2M	\$40.3M	\$49.4M	\$58.5M	\$77.8M	\$103M	\$115M
Percent Change from Prior Year	4%	2%	-8%	0%	15%	21%	27%	49%	34%	44%	29%	23%	24%

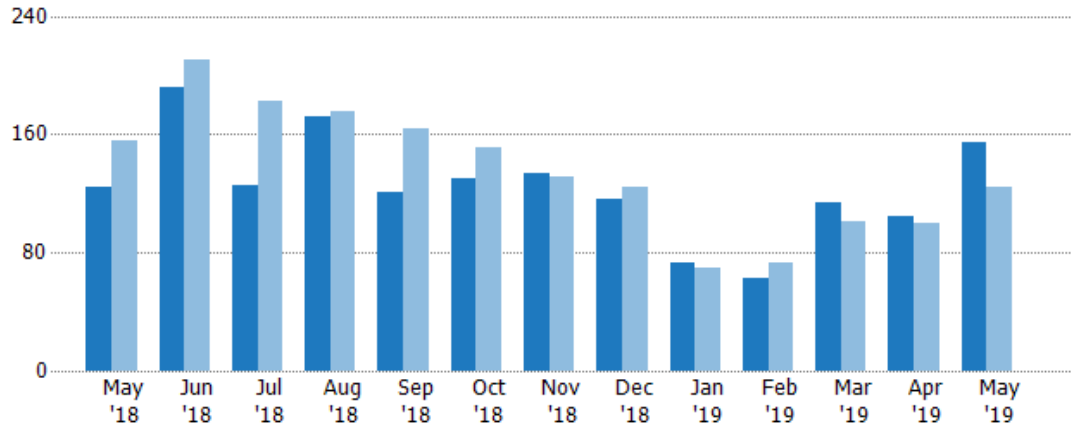
Closed Sales

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.
May '19	154	24.2%
May '18	124	-20.5%
May '17	156	-16.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	124	192	126	172	121	130	134	116	73	63	114	104	154
Prior Year	156	210	183	175	164	151	131	124	70	73	101	100	124
Percent Change from Prior Year	-21%	-9%	-31%	-2%	-26%	-14%	2%	-6%	4%	-14%	13%	4%	24%

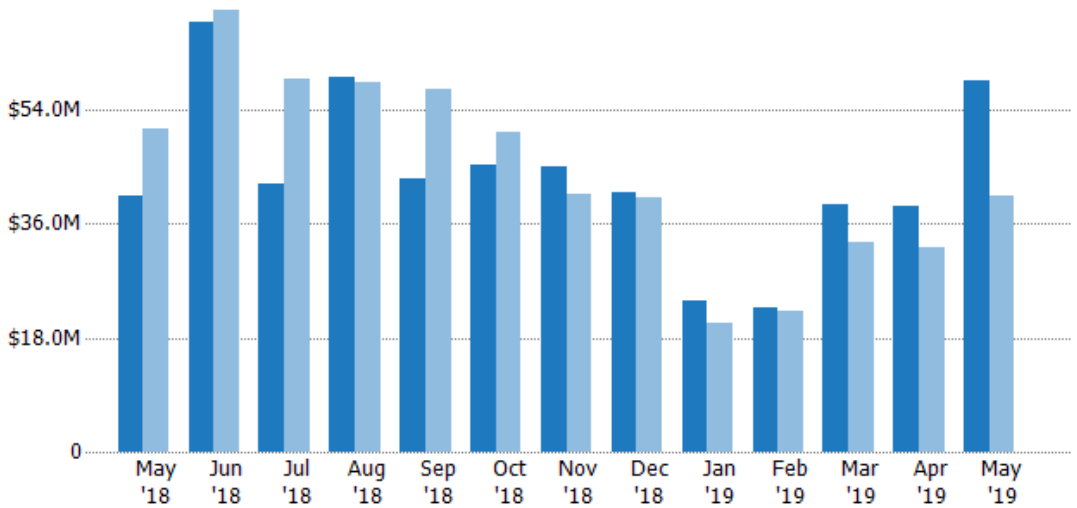
Closed Sales Volume

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.
May '19	\$58.7M	45.2%
May '18	\$40.4M	-20.7%
May '17	\$51M	-21.3%



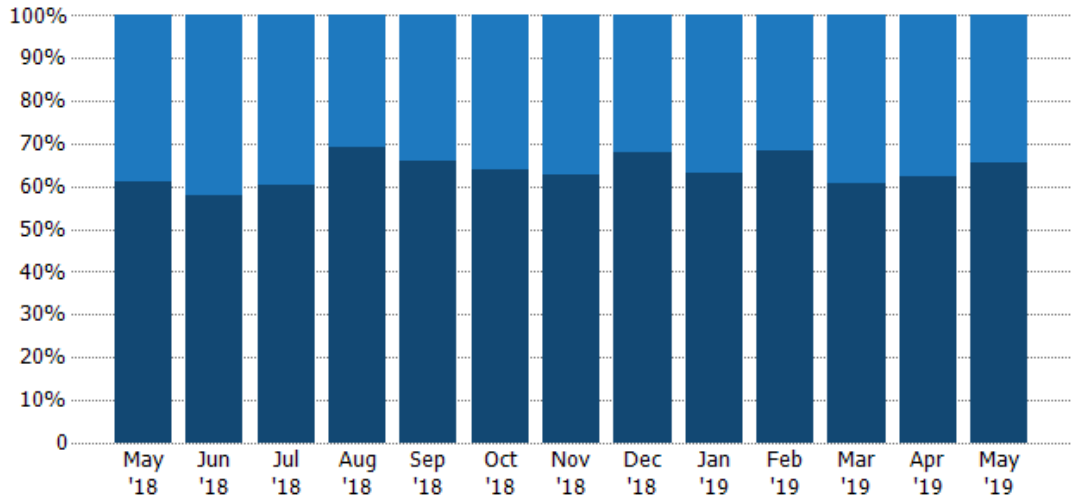
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$40.4M	\$67.7M	\$42.4M	\$59.1M	\$43.1M	\$45.2M	\$45M	\$41M	\$23.8M	\$22.9M	\$39.1M	\$38.7M	\$58.7M
Prior Year	\$51M	\$69.8M	\$58.8M	\$58.3M	\$57.3M	\$50.4M	\$40.7M	\$40.1M	\$20.2M	\$22.1M	\$33.2M	\$32.3M	\$40.4M
Percent Change from Prior Year	-21%	-3%	-28%	1%	-25%	-10%	11%	2%	18%	3%	18%	20%	45%

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



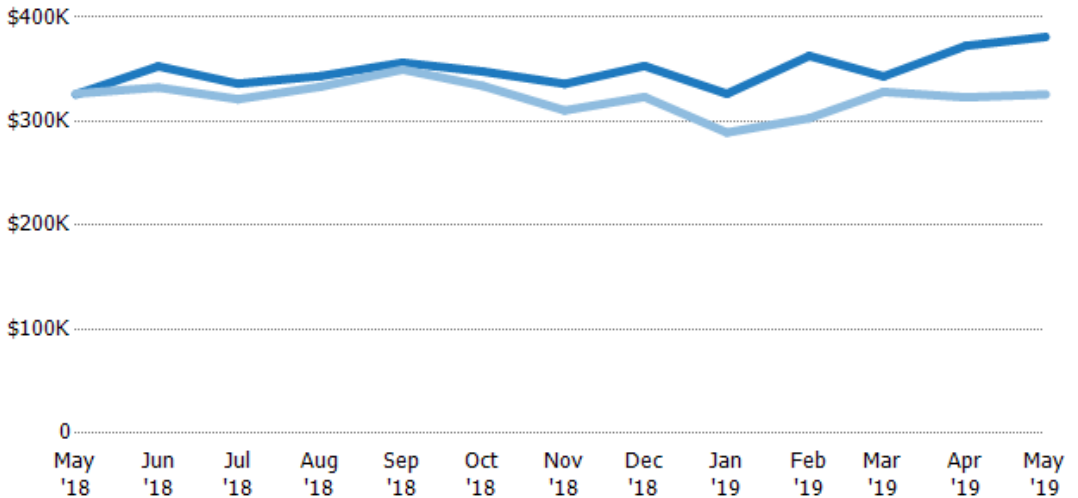
Condo/Townhouse	39%	42%	40%	31%	34%	36%	37%	32%	37%	32%	39%	38%	34%
Single Family Residence	61%	58%	60%	69%	66%	64%	63%	68%	63%	68%	61%	63%	66%

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	\$326K	\$353K	\$336K	\$343K	\$356K	\$348K	\$336K	\$353K	\$326K	\$363K	\$343K	\$373K	\$381K
Prior Year	\$327K	\$332K	\$321K	\$333K	\$350K	\$334K	\$310K	\$323K	\$289K	\$303K	\$328K	\$323K	\$326K
Percent Change from Prior Year	0%	6%	5%	3%	2%	4%	8%	9%	13%	20%	5%	15%	17%

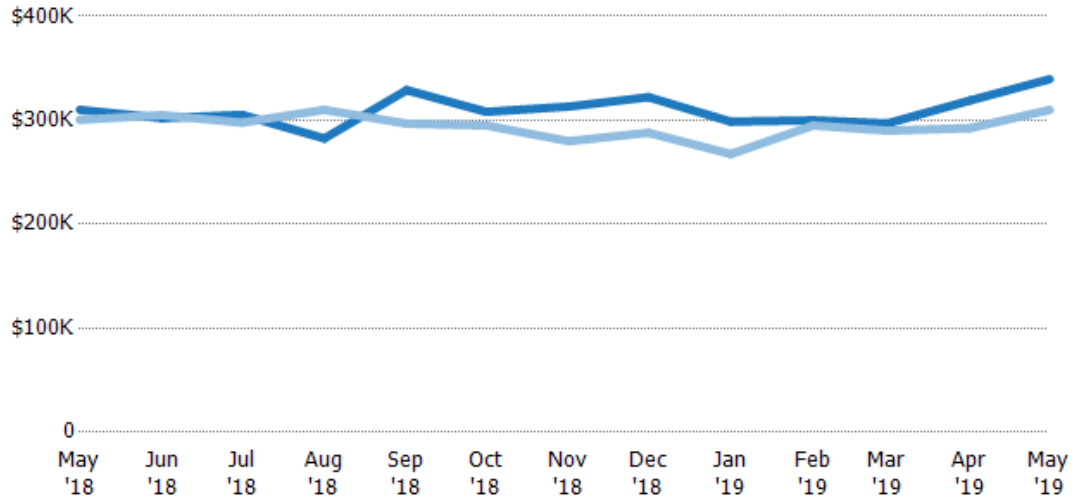
Median Sales Price

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.
May '19	\$340K	9.5%
May '18	\$310K	3.2%
May '17	\$301K	-9.2%



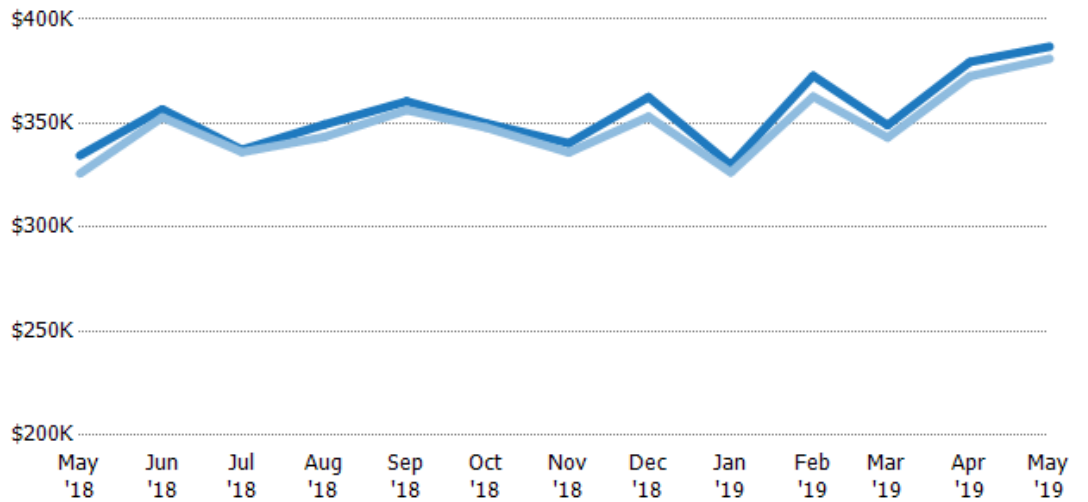
Current Year	\$310K	\$302K	\$305K	\$283K	\$329K	\$308K	\$313K	\$322K	\$299K	\$300K	\$297K	\$319K	\$340K
Prior Year	\$301K	\$305K	\$298K	\$310K	\$297K	\$295K	\$280K	\$288K	\$268K	\$295K	\$290K	\$292K	\$310K
Percent Change from Prior Year	3%	-1%	3%	-9%	11%	4%	12%	12%	12%	2%	2%	9%	10%

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



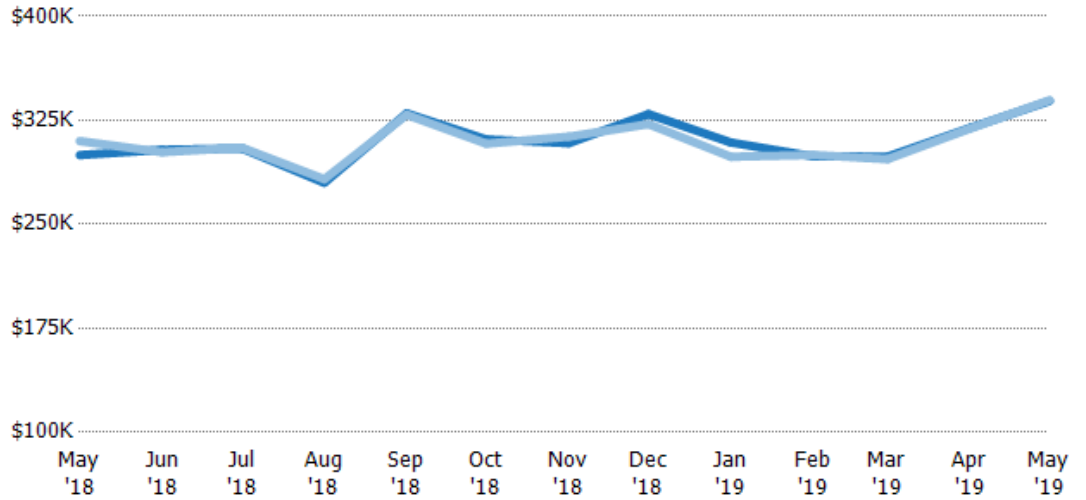
Avg List Price	\$335K	\$357K	\$337K	\$349K	\$361K	\$350K	\$340K	\$363K	\$330K	\$373K	\$349K	\$380K	\$387K
Avg Sales Price	\$326K	\$353K	\$336K	\$343K	\$356K	\$348K	\$336K	\$353K	\$326K	\$363K	\$343K	\$373K	\$381K
Avg Sales Price as a % of Avg List Price	97%	99%	100%	98%	99%	99%	99%	97%	99%	97%	98%	98%	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



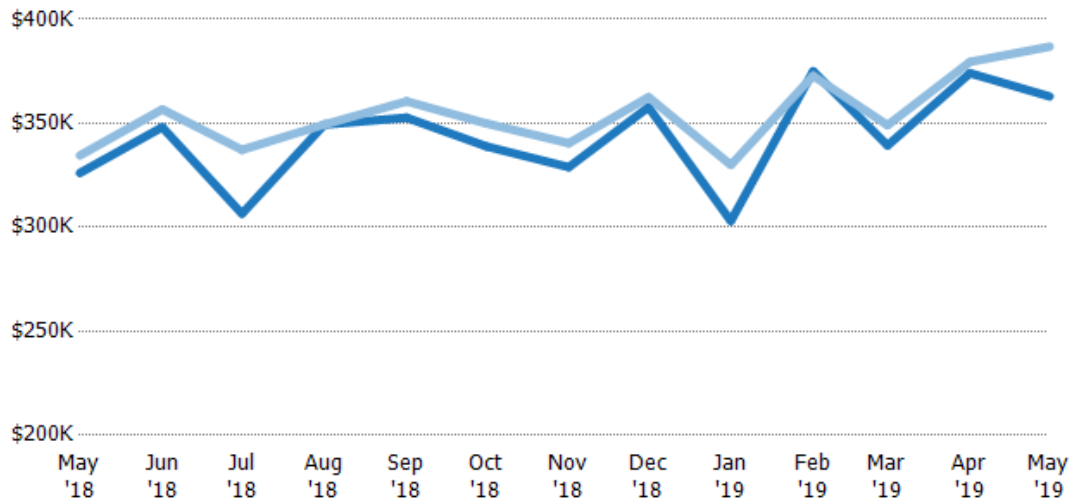
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$300K	\$304K	\$305K	\$280K	\$330K	\$311K	\$309K	\$329K	\$309K	\$299K	\$299K	\$320K	\$339K
Median Sales Price	\$310K	\$302K	\$305K	\$283K	\$329K	\$308K	\$313K	\$322K	\$299K	\$300K	\$297K	\$319K	\$340K
Med Sales Price as a % of Med List Price	103%	99%	100%	101%	100%	99%	102%	98%	97%	100%	99%	100%	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



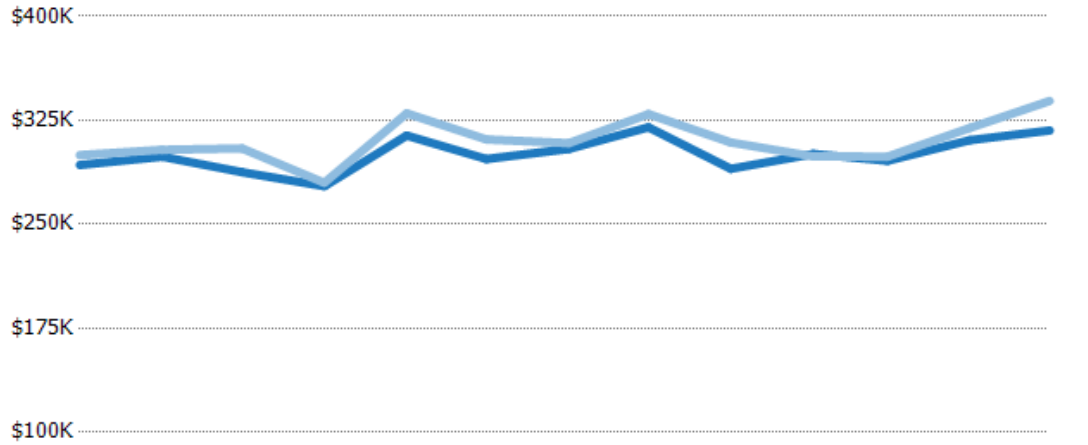
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$326K	\$348K	\$307K	\$349K	\$353K	\$339K	\$329K	\$358K	\$303K	\$375K	\$339K	\$374K	\$363K
Avg Sales Price	\$335K	\$357K	\$337K	\$349K	\$361K	\$350K	\$340K	\$363K	\$330K	\$373K	\$349K	\$380K	\$387K
Avg Sales Price as a % of Avg Est Value	103%	102%	110%	100%	102%	103%	103%	101%	109%	99%	103%	101%	107%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$293K	\$299K	\$288K	\$277K	\$314K	\$297K	\$304K	\$320K	\$290K	\$301K	\$296K	\$311K	\$318K
Median Sales Price	\$300K	\$304K	\$305K	\$280K	\$330K	\$311K	\$309K	\$329K	\$309K	\$299K	\$299K	\$320K	\$339K
Med Sales Price as a % of Med Est Value	102%	102%	106%	101%	105%	105%	101%	103%	107%	99%	101%	103%	107%