

Summary of Key Listing and Sales Metrics

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

| YTD 2017 + / | YTD 2018 | + / - | Dec 2017 | Dec 2018 | Key Metrics |
|-------------------|--------------|--------|---------------|---------------|---------------------------------|
| | | | | | Listing Activity Charts Metrics |
| 50 +12% | 56 | +12% | 50 | 56 | New Listing Count |
| 15,014,150 +39.2% | \$20,900,195 | +39.2% | \$15,014,150 | \$20,900,195 | New Listing Volume |
| NA | NA | -14.2% | 393 | 337 | Active Listing Count |
| NA | NA | -12.3% | \$183,208,824 | \$160,680,097 | Active Listing Volume |
| \$466,180 +2.3% | \$476,796 | +2.3% | \$466,180 | \$476,796 | Average Listing Price |
| \$399,900 -5% | \$379,999 | -5% | \$399,900 | \$379,999 | Median Listing Price |
| 121 -5% | 115 | -5% | 121 | 115 | Median Daysin RPR |
| 3 -7.2% | 2.8 | - | _ | _ | Months of Inventory |
| 33.59% +2.6% | 36.2% | +_ | _ | _ | Absorption Rate |
| | | | | ••••• | Sales Activity Charts Metrics |
| 71 +11.3% | 79 | +11.3% | 71 | 79 | New Pending Sales Count |
| 21,192,300 +32.3% | \$28,028,173 | +32.3% | \$21,192,300 | \$28,028,173 | New Pending Sales Volume |
| N/A | NA | +43.8% | 121 | 174 | Pending Sales Count |
| N/A | NA | +71.8% | \$38,418,379 | \$65,985,928 | Pending Sales Volume |
| 122 -4.9% | 116 | -4.9% | 122 | 116 | Closed Sales Count |
| 40,363,830 +1% | \$40,767,534 | +1% | \$40,363,830 | \$40,767,534 | Closed Sales Volume |
| \$330,851 +6.2% | \$351,444 | +6.2% | \$330,851 | \$351,444 | Average Sales Price |
| \$288,000 +11.9% | \$322,250 | +11.9% | \$288,000 | \$322,250 | Median Sales Price |

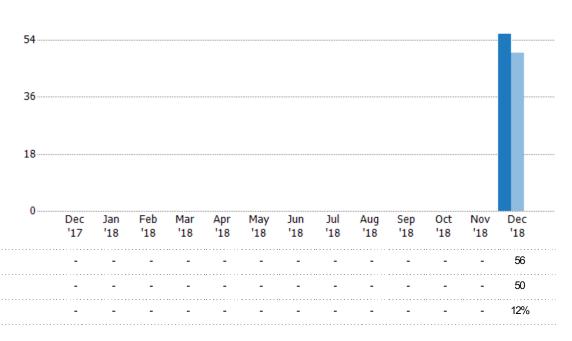




New Listings

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





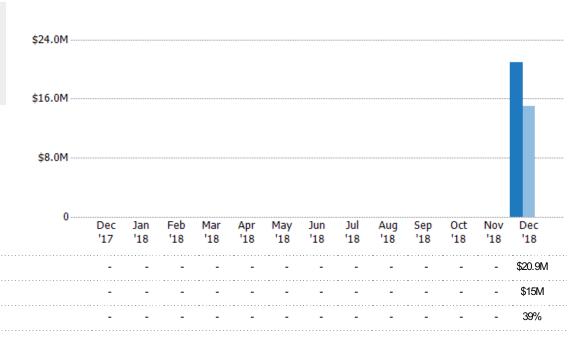
New Listing Volume

Percent Change from Prior Year

Current Year
Prior Year

The sum of the listing price of residential 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

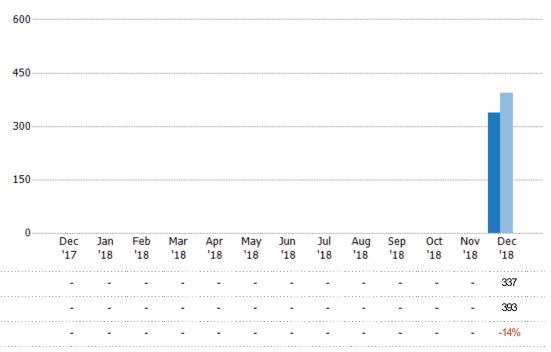




Active Listings

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





Active Listing Volume

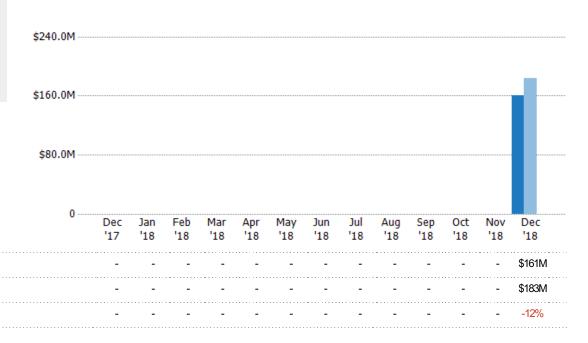
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential 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



\$466K



Market Data Report

Average Listing Price

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

| Filters Used | \$500K | | | | | | | | | | | | |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$375K | | | | | | | | | | | | |
| raniiiy nesdence | \$250K | | | | | | | | | | | | |
| | \$125K | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$477K |

Median Listing Price

Percent Change from Prior Year

Prior Year

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

| | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|--|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| | 0 | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | ••••• |
| Family Residence | \$200K | | | | | | | | | | | | |
| State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single | \$300K | | | | | | | | | | | | |
| Filters Used | \$400K | | | | | | | | | | | | |

| | 0 Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 |
|--------------------------------|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Current Year | - | - | | | | | | - | - | - | - | - | \$380K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$400K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -5% |







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 | 0 Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | De '1 |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|----------|
| | | | | | Apr '18 | May '18 | | | | | | | |
| | 0 | _ | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$125K | | | | | | | | | | | | |
| | \$250K | | | | | | | | | | | | |
| County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$375K | | | | | | | | | | | | |
| State: VT | *27EV | | | | | | | | | | | | |
| Filters Used | | | | | | | | | | | | | |

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, Vermon Property Type: Condo/Townhouse/Apt, Single Family Residence | t |

Med Listing Price as a % of Med Est Value

| nv | | | | | | | | |
|----------|-----|-----|-----|----------------|------|------|------|--|
| | | | | | | | | |
| | | | | | | | | |
|)K | | | | | | | | |
| | | | | | | | | |
| 0 Dec | Jan | Feb | Mar | May '18 | | | | |



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.

| | 200 | | | | | | | | | | | | |
|--|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 150 | | | | | | | | | | | | |
| Family Residence | 100 | | | | | | | | | | | | |
| | 100 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 50 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 Dec | Jan | | Mar | | May | | | | | 0ct | Nov | Dec |
| | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 115 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 121 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -5% |
| | | | | | | | | | | | | | |

Months of Inventory

Percent Change from Prior Year

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

| Filters Used | 5.00 | | | | | | | | | | | | |
|--|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 3.75 | | | | | | | | | | | | |
| , | 2.50 | | | | | | | | | | | | |
| | 1,25 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Dec | Jan | Feb | Mar | | May | | Jul | Aug | Sep | 0ct | Nov | Dec |
| | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 2.5 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 3.07 |





Absorption Rate

The percentage of inventory sold per month.

State: VT

County: Chittenden County, Vermont

Property Type: Condo/Townhouse/Apt, Single Family Residence

| 45% | | | |
|-----|------|------|--|
| | | | |

30%

15%

| Doc | 1 | Eab | Mar | Apr | Masse | lus | | Aug | Con | Oct | | Doc |
|------------|-----|-----|-----|-----|-------|--------|------------|-----|-----|-----|-----|-----|
| '17 | '18 | '18 | '18 | '18 | '18 | '18 | Jul '18 | '18 | '18 | '18 | '18 | '18 |
| - | - | - | - | - | - | - | - | - | - | - | - | 40% |
| - | - | - | - | - | - | - | - | - | - | - | - | 33% |
| - - | _ | _ | _ | _ | _ | - - | - - | - | _ | _ | _ | -7% |

Active/Pending/Sold Units

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

| Fil | ltare | П | haal |
|-----|-------|---|------|

Current Year Prior Year

Change from Prior Year

State: VT

County: Chittenden County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

| e Active, F | siluling a | na Sola | caurino | i iu i. | | | | | | | | |
|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| 400 | | | | | | | | | | | | |
| 300 | | | | | | | | | | | | |
| 200 | | | | | | | | | | | | |
| 100 | | | | | | | | | | | | |
| Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 |
| | | | | | | | | | | | | |

| | Dec '17 | Jan '18 | '18 | Mar '18 | Apr '18 | Мау '18 | Jun '18 | Jul '18 | '18 | '18 | '18 | '18 | Dec '18 |
|---------|------------|------------|-----|------------|------------|------------|------------|------------|-----|-----|-----|-----|------------|
| Active | - | - | - | - | - | - | - | - | - | - | - | - | 337 |
| Pending | - | - | - | - | - | - | - | - | - | - | - | - | 174 |
| Sold | - | - | | | | | | | - | | | | 116 |



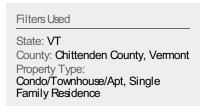
Current Year

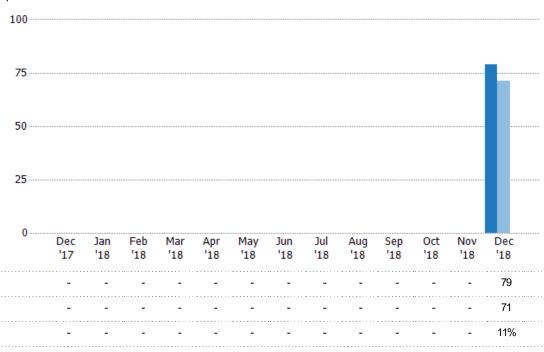
Prior Year

Market Data Report

New Pending Sales

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



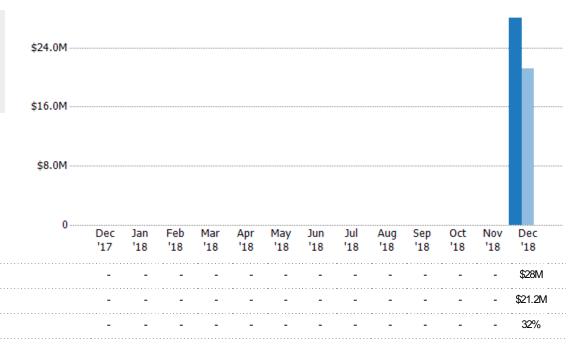


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential 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

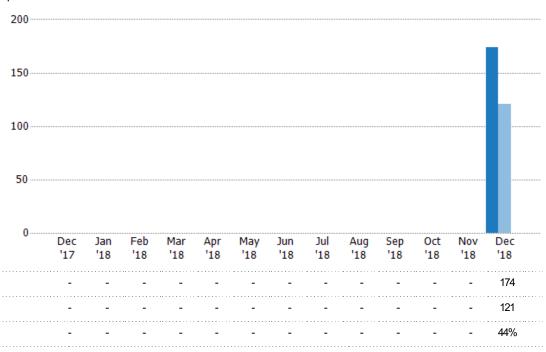




Pending Sales

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





Pending Sales Volume

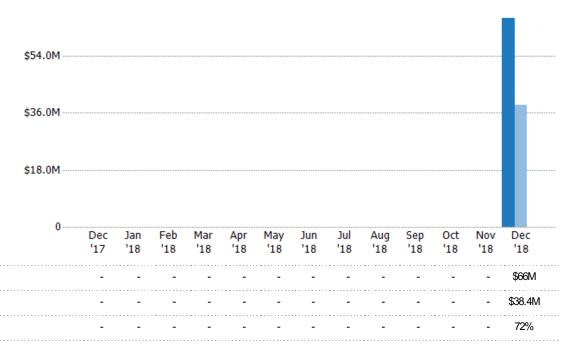
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

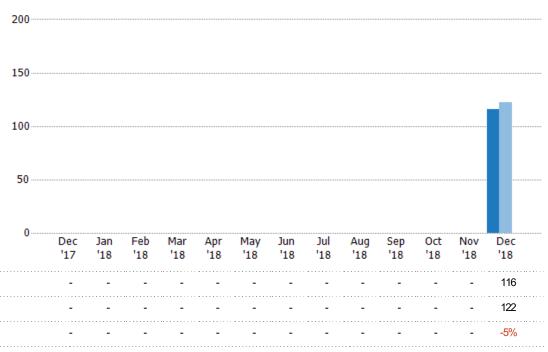
Percent Change from Prior Year



Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

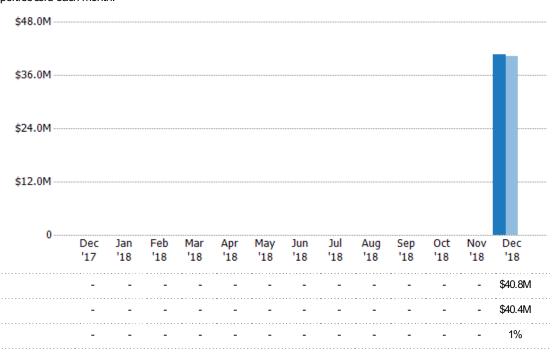
Percent Change from Prior Year

Current Year

Prior Year

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



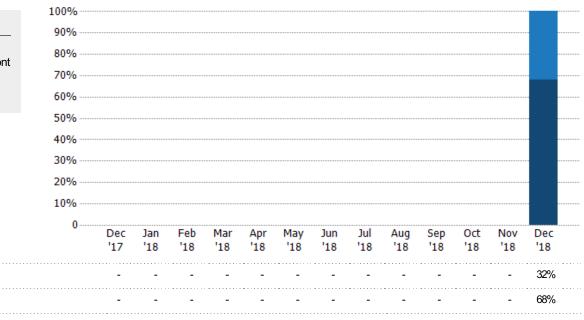
State: VT

County: Chittenden County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



Average Sales Price

Single Family Residence

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 |

| Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|--------|-----|-----|-----|-------|-----|-----|-----|-----|-----|-----|-----|------------|
| 0 | | | | | | | | | | | | |
| \$100K | | | | | | | | | | | | |
| \$200K | | | | | | | | | | | | |
| \$300K | | | | ••••• | | | | | | | | ********** |
| \$400K | | | | | | | | | | | | |

| | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 |
|--------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$351K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$331K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 6% |





Median Sales Price

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

| | \$100K | | | | | | |
|--|--------|------|------|------|------|------|-----------|
| | | | | | | | |
| Turning reduction | \$200K | | | | | | ••••• |
| State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$300K | | | | | | |
| Filters Used State: VT | | | | | | | |

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 Sales Price as a % of Avg List Price

| \$400K | | | | | | | | | | | | |
|------------|------------|-----|------------|------------|------------|-----|-----|-----|-----|-----|----|------------|
| \$300K | | | | | | | | | | | | |
| \$200K | | | | | | | | | | | | |
| \$100K | | | | | | | | | | | | |
| _ | | | | | | | | | | | | |
| Dec '17 | Jan '18 | '18 | Mar '18 | Apr '18 | Мау '18 | '18 | '18 | '18 | '18 | '18 | 18 | Dec '18 |
| - | - | - | - | - | - | - | - | - | - | - | - | \$361K |
| - | - | - | - | - | - | - | - | - | - | - | - | \$351K |
| - | - | - | - | - | - | - | - | - | - | - | - | 97% |



Avg List Price

Avg Sales Price





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 | \$400K | | | | | | | | | | | | |
|--|--------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$300K | | | | | | | | | | | | |
| r arminy residence | \$200K | | | | | | | | | | | | ••••• |
| | \$100K | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 |
| Median List Price | - | - | - | - | - | - | - | - | - | - | - | - | \$329K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$322K |
| Med Sales Price as a % of Med List Price | - | - | _ | - | - | - | - | - | - | - | - | - | 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, Verm Property Type: Condo/Townhouse/Apt, Single Family Residence | ont |

Avg Sales Price as a % of Avg Est Value

| \$400K | | | | | | | | | | | | ••••• |
|-----------------|---|---|---|---|------------|---|---|------------|------------|------------|------------|------------|
| \$300K | | | | | | | | | | | | |
| \$200K | | | | | | | | | | | | |
| \$100K | | | | | | | | | | | | |
| 0 Dec '17 | | | | | May '18 | | | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 |
| - | - | - | - | - | - | - | - | - | - | - | - | \$358K |
| - | - | - | - | - | - | - | - | - | - | - | - | \$361K |
| - | - | - | - | - | - | - | - | - | - | - | - | 101% |



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.

| Med Sales Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 104% |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$329K |
| Median Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$318K |
| | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 |
| State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | • | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | |
| | \$300K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |



