

# Summary of Key Listing and Sales Metrics

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

2017 + / -	YTD 2017	YTD 2018	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
134 -8.2%	134	123	-8.2%	134	123	New Listing Count
,260 -11.5%	\$49,081,260	\$43,452,268	-11.5%	\$49,081,260	\$43,452,268	New Listing Volume
516 -34.5%	516	338	-34.5%	516	338	Active Listing Count
3,722 - <mark>25.2%</mark>	\$226,228,722	\$169,194,246	-25.2%	\$226,228,722	\$169,194,246	Active Listing Volume
3,428 +14.2%	\$438,428	\$500,575	+14.2%	\$438,428	\$500,575	Average Listing Price
9,950 +4.8%	\$389,950	\$408,500	+4.8%	\$389,950	\$408,500	Median Listing Price
161 -25.8%	161	119.5	-25.8%	161	119.5	Median Days in RPR
7.9 -13.1%	7.9	6.9	-	-	_	Months of Inventory
2.6% +1.9%	12.6%	14.5%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
103 +4.9%	103	108	+4.9%	103	108	New Pending Sales Count
5,950 +11.3%	\$32,335,950	\$35,998,549	+11.3%	\$32,335,950	\$35,998,549	New Pending Sales Volume
198 -6.6%	198	185	-6.6%	198	185	Pending Sales Count
8,752 +1.7%	\$63,923,752	\$65,021,367	+1.7%	\$63,923,752	\$65,021,367	Pending Sales Volume
49 +49%	49	73	+49%	49	73	Cloæd Sales Count
3,309 +28.2%	\$17,063,309	\$21,877,872	+28.2%	\$17,063,309	\$21,877,872	Closed Sales Volume
8,231 -13.9%	\$348,231	\$299,697	-13.9%	\$348,231	\$299,697	Average Sales Price
3,000 -1%	\$293,000	\$290,000	-1%	\$293,000	\$290,000	Median Sales Price





## New Listings

The number of new single-family, condominium and townhome listings that were added each month.

200													
150													
100													
50													
0	Fab	Mar	Apr	May	lus	1	A	Con	0.+	Nev	Dec	120	Feb
	'17	'17	'17	17 <sup>1</sup>	'17	'17	'17	'17	'17	17	'17	'18	'18
	-	-	-	-	-	-	-	-	-	-	-	-	123
	-	-	-	-	-	-	-	-	-	-	-	-	134
	-	-	-	-	-	-	-	-	-	-	-	-	-8%
	150	150 100 50 0 Feb	150 100 50 0 Feb Mar	150 100 50 0	150 100 50	150 100 50 0	150 100 50 0 Feb Mar Apr May Jun Jul	150 150 100 50 0	150 150 100 50 0	150 150 100 50 0	150 150 100 50 0	150 150 100 50 0	150 150 100 50

#### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

	\$48.0M														
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$36.0M														
	\$24.0M														
	\$12.0M														
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$43.5	5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$49.1	M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-11%	6



#### Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	540······													
	180													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
		17	17	17	17	17	17	17	17	17	17	17	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	338
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	516
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-34%

### Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used														
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$240.0M													
Family Residence	\$160.0M													
	\$80.0M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$169M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$226M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-25%



## **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$600K ······												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
-	\$300K ······												
	\$150K 0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$501K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$438K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%

## Median Listing Price

The median listing price of active single-family, condominium and townhome 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												
	\$250K ······												
	\$125K												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$409K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$390K
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.

	\$600K ······												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K ······												
	\$150K 0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$453K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$501K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	111%

## 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.

	\$500K ······												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Family Residence	\$250K												
	\$125K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$356K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$409K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%





#### 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	200												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single	150												
Family Residence	100												
	50												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	120
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	161
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-26%

## Months of Inventory

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

	20												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4.76
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.07
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-22%





#### 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	30% 20%												
	10%												
	0 Feb '17	Mar '17		May '17				Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Change from Prior Year	-	-	-	-	-	-	_	-	_	-	-	-	-5%

# Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	400												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300												
-	200												
	100												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	338
Pending	-	-	-	-	-	-	-	-	-	-	-	-	185
Sold	-	-	-	-	-	-	-	-	-	-	-	-	73





## New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	200													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Feb	Mar		May		Jul		Son	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	May '17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	108
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	103
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%

## New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	\$40.0M ······													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M ······													
	\$10.0M													
	U	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$36M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$32.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11%



# Pending Sales

The number of single-family, condominium and townhome 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	240													
	80													
	0	Feb	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct	Nov	Dec	Jan	Feb
		'17	.17	.17	.17	.17	.17	.17	.17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	185
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	198
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-7%

## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$80.0M ······													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$60.0M													
	\$40.0M ······													
	\$20.0M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$65M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$63.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%



## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

	88													
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	66													
	44													
	22													
	0	Feb	Mar	Apr	May		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	73
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	49
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	49%

# **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used														
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$24.0M													
Family Residence	\$16.0M ······													
	\$8.0M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$21.9M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$17.1M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	28%



# Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
State: VT County: Chittenden County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
-	50%														
	40%														
	30%														
	20%														
	10%														
	0	Feb	Mar	-			Jul				Nov	Dec	Jan	Feb	
		'17	'17	Apr '17	May '17	Jun '17	'17	Aug '17	Sep '17	0ct '17	'17	'17	18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	33%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	67%	

# Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

	\$400K												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K ······												
	\$100K												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
			17	17					17			10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$348K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-14%





#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$300K												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Feb '17	Mar '17	Apr '17	May '17			Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$290K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$293K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-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	\$400K ······												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Family Residence	\$200K												
	\$100K												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$300K ······												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$150K												
	\$75K												
	0					_							
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price	-							_	_		_		\$293K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$290K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

### 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	\$400K ······												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$292K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	105%

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# 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.

	\$300K ······												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K \$75K												
	0	Mar	Apr	May	lun	<b>1</b> l	Aug	Con	0.4	Nov	Dec	120	Eab
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$296K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$293K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%

