

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	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	126	143	-11.9%	126	143	-11.9%
New Listing Volume	\$47,313,474	\$44,569,276	+6.2%	\$47,313,474	\$44,569,276	+6.2%
Active Listing Count	447	482	-7.3%	NA	NA	
Active Listing Volume	\$221,349,516	\$210,668,573	+5.1%	NA	NA	
Average Listing Price	\$495,189	\$437,072	+13.3%	\$495,189	\$437,072	+13.3%
Median Listing Price	\$389,900	\$362,950	+7.4%	\$389,900	\$362,950	+7.4%
Median Daysin RPR	90	112	-19.6%	90	112	-19.6%
Months of Inventory	_	_	-	3	3.7	-17.4%
Absorption Rate	_	_	+-	32.89%	27.18%	+5.7%
Sales Activity Charts Metrics						
New Pending Sales Count	123	152	-19.1%	123	152	-19.1%
New Pending Sales Volume	\$42,091,180	\$49,805,052	-15.5%	\$42,091,180	\$49,805,052	-15.5%
Pending Sales Count	245	211	+16.1%	NA	N/A	
Pending Sales Volume	\$89,477,200	\$72,380,178	+23.6%	NA	N/A	
Closed Sales Count	123	147	-16.3%	123	147	-16.3%
Closed Sales Volume	\$42,639,199	\$49,445,999	-13.8%	\$42,639,199	\$49,445,999	-13.8%
Average Sales Price	\$346,660	\$336,367	+3.1%	\$346,660	\$336,367	+3.1%
Median Sales Price	\$308,247	\$295,000	+4.5%	\$308,247	\$295,000	+4.5%

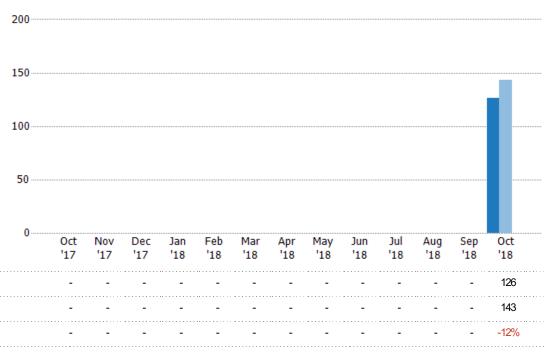




New Listings

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





New Listing Volume

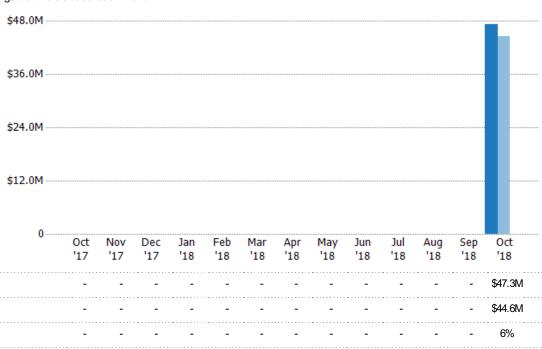
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

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



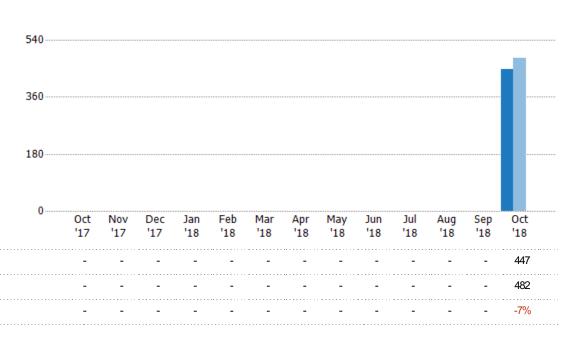
Current Year

Percent Change from Prior Year

Active Listings

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





Active Listing Volume

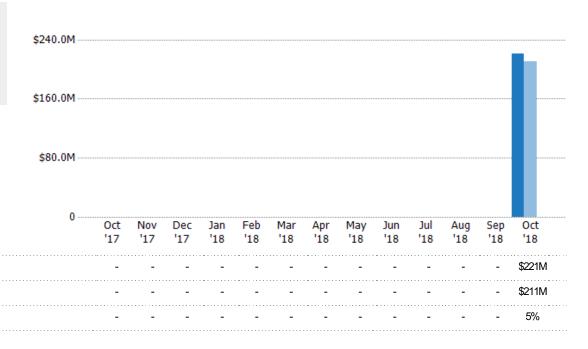
Percent Change from Prior Year

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

\$437K

13%



Market Data Report

Average Listing Price

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

\$500K Filters Used State: VT County: Chittenden County, Vermont \$375K Property Type: Condo/Townhouse/Apt, Single Family Residence \$250K \$125K 0... 0ct Nov Feb Mar Apr May Jul Aug Sep 0ct '18 '18 '18 '18 '18 '18 '17 '17 '17 '18 '18 '18 '18 Current Year \$495K

Median Listing Price

Percent Change from Prior Year

Prior Year

Filters I lead

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

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

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2014												
JUK												
JUK												
•	Nov											
0 Oct		Dec	Jan	Feb	Mar	Apr		Jun	Jul			0
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	



Current Year
Prior Year

Percent Change from Prior Year



7%



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	4												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												•••••
	\$125K												
	\$125K 0 Oct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	0 Oct	Nov	Dec	Jan			Apr '18						
Avg Est Value Avg Listing Price	0 Oct	Nov	Dec '17	Jan			Apr '18			'18 -		'18 -	'18

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.

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

\$400K ···													
\$300K ···													
\$200K ···													
+													
\$100K ···													
0													
Oc													Oct
'17	7	'17	'17	'18	'18	'18	'18	'18	'18	'18	Aug '18	'18	'18
	_						_	-					\$358K
	-	-	-	-	-	-	-	-	-	-	-	-	\$390K
	-	-	-	-	-	-	-	-	-	-	-	- -	109%



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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.

Current Year Prior Year	0 Oct '17	Nov '17	Dec '17 -	Jan '18 -		Mar '18	Apr '18 -		Jun '18 -	Jul '18 -	Aug '18 -	Sep '18 -	90 112
Current Year					Feb	Mar	Apr	May	Jun	'18	Aug '18	'18	'18
					Feb	Mar	Apr	May	Jun	'18	Aug '18	'18	
Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
State: VT County: Chittenden County, Vermont	150												
Filters Used													

Months of Inventory

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

Filters Used	6.00												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50												
	3.00												
	1.50												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.69
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.03
Percent Change from Prior Year													22%



33%

6%



Market Data Report

Absorption Rate

The percentage of inventory sold per month.

Filters	Used
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State: VT

County: Chittenden County, Vermont

Current Year

Prior Year

Change from Prior Year

Property Type: Condo/Townhouse/Apt, Single

Family Residence

40%												
30%												
20%												
10%												
0												
0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	 -						- -				-	

Active/Pending/Sold Units

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

	500												
Filters Used													
State: VT													
County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	375												
raining reductive	250												
	125												
	_												
	0	Nov									Λυσ		
	0 Oct '17	Nov '17	Dec '17	Jan '18		Mar '18	Apr '18				Aug '18	Sep '18	Oct '18
		Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct '18
■ Active		Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Active Pending		Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct '18
<u> </u>		Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct '18 447



Current Year

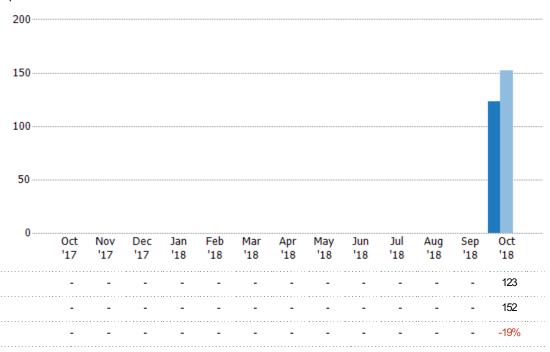
Prior Year

Market Data Report

New Pending Sales

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



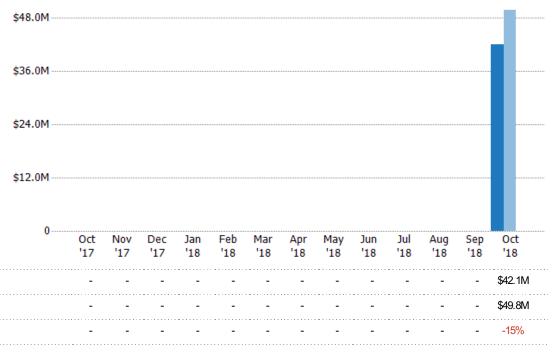


New Pending Sales Volume

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

Prior Year

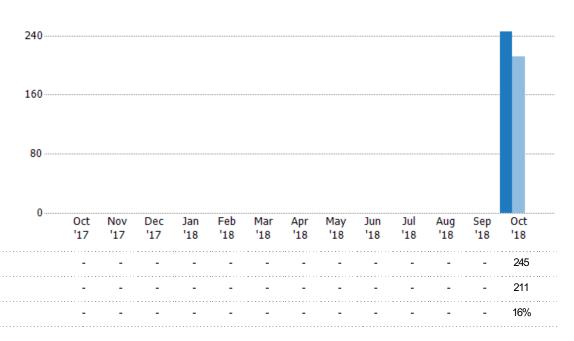
11/19/2018

8 of 14

Pending Sales

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





Pending Sales Volume

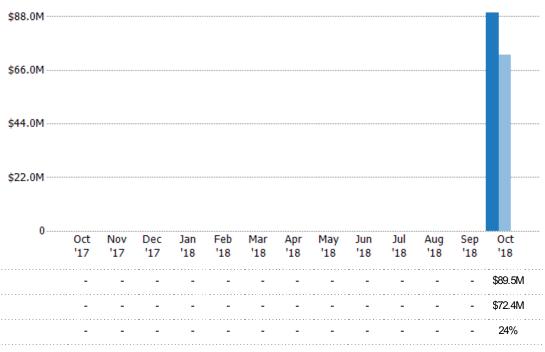
Percent Change from Prior Year

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.

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



Current Year

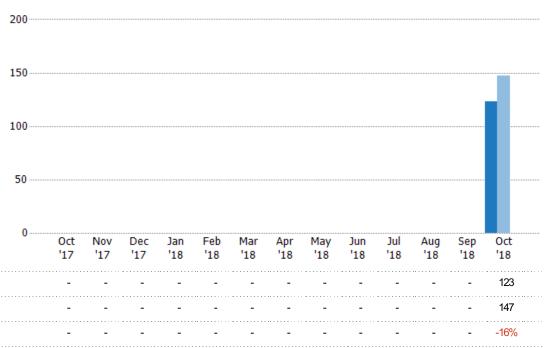
Percent Change from Prior Year



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



Closed Sales Volume

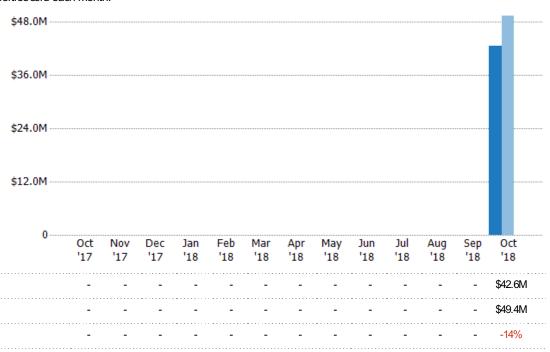
Percent Change from Prior Year

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.

Filters Used

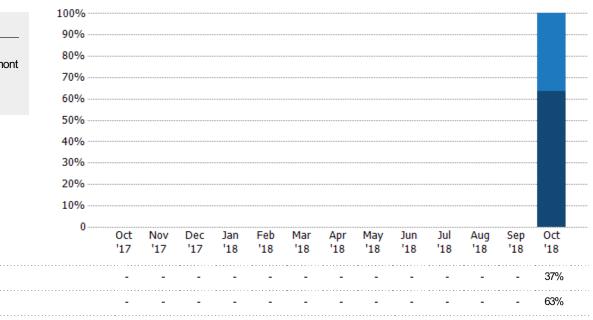
State: VT

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.

\$100K

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

\$400K \$300K \$200K

0 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$347K \$336K 3%



Current Year

Percent Change from Prior Year





Median Sales Price

Percent Change from Prior Year

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

	\$400K ······												
Filters Used													
State: VT													
County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	0												
	Oct	Nov	Dec		Feb		Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$308K
Prior Year	_	-		_	_	_	_	-	- -	_	-	-	\$295K

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

\$100K

Filters Used

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

\$400K

\$300K

0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '18 '18 Avg List Price \$348K Avg Sales Price \$347K



Avg Sales Price as a % of Avg List Price



100%

\$308K

99%



Median Sales Price

Med Sales Price as a % of Med List Price

Market Data Report

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$400K ······												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Family Residence	\$200K												
	\$100K												
	0											_	
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median List Price	-			-									\$313K

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
\$300K

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Oct Nov Dec Jan Feb Mar Apr May Jun Jul Au
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17 17 18 18 18 18 18 18 18 18 18
'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



99%



Market Data Report

Median Sales Price vs Median Est Value

Med Sales Price as a % of Med Est Value

The median sales price as a percent of the median 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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
				• • • • • • • • • • • •									
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$316K



