

# 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	+/-	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
+0.6%	169	170	+0.6%	169	170	New Listing Count
+12.5%	\$59,036,803	\$66,419,113	+12.5%	\$59,036,803	\$66,419,113	New Listing Volume
	NA	N⁄A	-9.4%	520	471	Active Listing Count
	N/A	N⁄A	-0.7%	\$224,699,849	\$223,026,397	Active Listing Volume
+9.6%	\$432,115	\$473,517	+9.6%	\$432,115	\$473,517	Average Listing Price
-0.5%	\$377,000	\$375,000	-0.5%	\$377,000	\$375,000	Median Listing Price
-27.7%	101	73	-27.7%	101	73	Median Daysin RPR
-25.3%	3.9	2.9	-	_	_	Months of Inventory
+8.6%	25.38%	33.97%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+_	151	151	+	151	151	New Pending Sales Count
-0.9%	\$53,964,699	\$53,502,181	-0.9%	\$53,964,699	\$53,502,181	New Pending Sales Volume
	N⁄A	N⁄A	+17.5%	217	255	Pending Sales Count
	N⁄A	N⁄A	+23.1%	\$76,036,811	\$93,574,078	Pending Sales Volume
-24.4%	160	121	-24.4%	160	121	Closed Sales Count
-22.9%	\$55,699,462	\$42,953,992	-22.9%	\$55,699,462	\$42,953,992	Closed Sales Volume
+2%	\$348,122	\$354,992	+2%	\$348,122	\$354,992	Average Sales Price
+12.2%	\$293,325	\$329,000	+12.2%	\$293,325	\$329,000	Median Sales Price





# New Listings

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

	200														
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150														
· , · · · · ·	100														
	50														
	0						-					-			
		Sep '17	0ct '17	Nov '17	Dec '17		Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	
		17	17	17	17	'18	'18	18	18	18	18	18	'18	18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	170	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	169	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1%	

## 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	\$54.0M \$36.0M													
	\$18.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$66.4M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$59M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	13%





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## Active Listings

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

Filters Used State: VT	540														
County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	360														
	180														
	100														
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	471	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	520	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-9%	

#### 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	\$240.0M \$160.0M													
	\$80.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$223M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$225M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-1%





#### Average Listing Price

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

\$500K												
\$375K												
\$250K												
\$125K												
0	<u></u>		<b>D</b>		<b>-</b> - <b>L</b>		•		•	2.1		
Sep '17	0æ '17	Nov '17	Dec '17	Jan '18	⊦eb '18	Mar '18	Арг '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$474K
-	-	-	-	-	-	-	-	-	-	-	-	\$432K
-	-	-	-	-	-	-	-	-	-	-	-	10%
	\$375K \$250K \$125K 0 Sep	\$375K \$250K \$125K 0 Sep Oct	\$250K \$125K 0 Sep Oct Nov	\$375K \$250K \$125K 0 Sep Oct Nov Dec	\$375K \$250K \$125K 0 Sep Oct Nov Dec Jan	\$375K \$250K \$125K 0 Sep Oct Nov Dec Jan Feb	\$375K \$250K \$125K 0 Sep Oct Nov Dec Jan Feb Mar	\$375K \$250K \$125K 0 Sep Oct Nov Dec Jan Feb Mar Apr	\$375K \$250K \$125K 0 Sep Oct Nov Dec Jan Feb Mar Apr May	\$375K \$250K \$125K 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun	\$375K \$250K \$125K 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul	\$375K \$250K \$125K 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug

## Median Listing Price

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

Filters Used	\$400K ······												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$375K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$377K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%





## 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.

	\$500K ······												
Filters Used													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
ranny Nesdence	\$250K												
	++ 0.5 V												
	\$125K												
	0	~ .		_	-								
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$457K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$474K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%

#### 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.

	\$400K ······												
Filters Used State: VT County: Chittenden County, Vermont	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$200K												
	\$100K												
	0												
	Sep	Oct	Nov	Dec		Feb		Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$363K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$375K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%



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## 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												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	0				1	<b>5-4</b>							
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
			±/			10							
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	73
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	101
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-28%

#### Months of Inventory

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

FiltersUsed	5.00												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	3.75												
	2.50												
	1.25												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	2.87
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%





#### Absorption Rate

The percentage of inventory sold per month.

	40%												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30%												
	20%												
	10% 0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	35%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	32%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

# 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     250	
County: Chittenden County, Vermont 375   Property Type: Condo/Townhouse/Apt, Single   Family Residence 4	
Property Type: Condo/Townhouse/Apt, Single Family Residence	
125	
0	
	ер
'17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	18
Active 4	71
Pending 2	55
Sold 1	21





## New Pending Sales

The number of residential 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	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr '18	May	Jun	Jul	Aug	Sep	
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	151	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	151	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

## New Pending Sales Volume

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

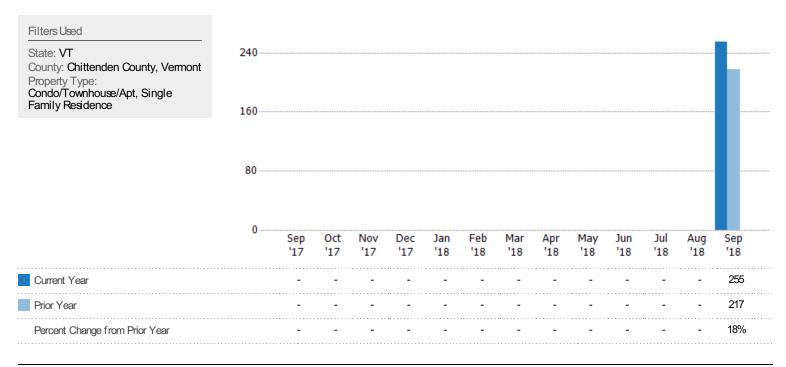
Filters Used	\$60.0M ······													
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$45.0M													
	\$30.0M ······													
	\$15.0M													
	0	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$53.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$54M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-1%





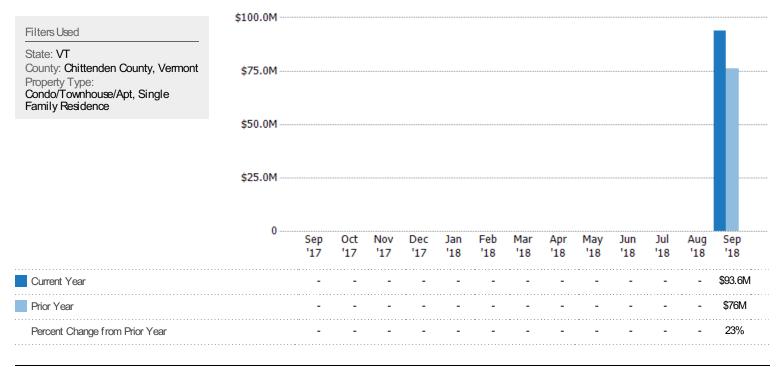
# Pending Sales

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



## Pending Sales Volume

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







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# Closed Sales

The total number of residential properties sold each month.

The section of	200 ·····														
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150														
	100														
	50														
	0														
		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	121	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	160	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-24%	b

# **Closed Sales Volume**

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

	\$60.0M ······													
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$45.0M													
	\$30.0M ······													
	\$15.0M													
		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
			1/	1/	17	10	10	10	10	10			10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$43M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$55.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-23%





#### Closed Sales by Property Type

The percentage of residential 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	Sep			Dec					May	Jun	Jul	Aug	Sep	
		'17	'17	'17	'17	'18	'18		Apr '18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	34%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	66%	

## **Average Sales Price**

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

\$100K

	\$400K
Filters Used	
State: VT	
County: Chittenden County, Vermont Property Type:	\$300K
Property Type:	
Property Type: Condo/Townhouse/Apt, Single Family Residence	
-	\$200K

	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$355K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$348K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%





## Median Sales Price

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

	\$400K ······												
Filters Used State: VT County: Chittenden County, Vermont	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	¢10000												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$329K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$293K
Percent Change from Prior Year													
~	-	-	-	-	-	-	-	-	-	-	-	-	12%

## 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												
	\$200K												
	\$100K												
	0 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$359K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$355K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%





# 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 ······												
Filters Used State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
r anny r eadone	\$200K												
	\$100K												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$329K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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	\$400K ······												
State: VT County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$356K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$359K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	101%





# 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.

	\$400K ······												
Filters Used State: VT													
County: Chittenden County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$330K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%

