

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	154	172	-10.5%	367	371	-1.1%
New Listing Volume	\$58,645,645	\$63,075,137	-7%	\$142,295,285	\$138,751,581	+2.6%
Active Listing Count	311	375	-17.1%	N/A	N/A	
Active Listing Volume	\$152,918,952	\$186,788,554	-18.1%	N/A	N/A	
Average Listing Price	\$491,701	\$498,103	-1.3%	\$479,614	\$490,144	-2.1%
Median Listing Price	\$416,500	\$400,000	+4.1%	\$400,673	\$399,933	+0.2%
Median Days in RPR	108	117	-7.7%	117.53	127.86	-8.1%
Months of Inventory	5	5.1	-1%	4	4.8	-16.2%
Absorption Rate	19.94%	19.73%	+0.2%	24.77%	20.76%	+4%
Sales Activity Charts Metrics						
New Pending Sales Count	163	160	+1.9%	374	351	+6.6%
New Pending Sales Volume	\$61,453,989	\$54,305,263	+13.2%	\$136,977,438	\$118,318,839	+15.8%
Pending Sales Count	268	220	+21.8%	N/A	N/A	
Pending Sales Volume	\$103,875,414	\$78,765,347	+31.9%	N/A	N/A	
Closed Sales Count	114	101	+12.9%	249	246	+1.2%
Closed Sales Volume	\$38,974,880	\$33,085,374	+17.8%	\$85,392,596	\$75,869,557	+12.6%
Average Sales Price	\$341,885	\$327,578	+4.4%	\$342,942	\$308,413	+11.2%
Median Sales Price	\$297,000	\$290,000	+2.4%	\$298,861	\$283,537	+5.4%

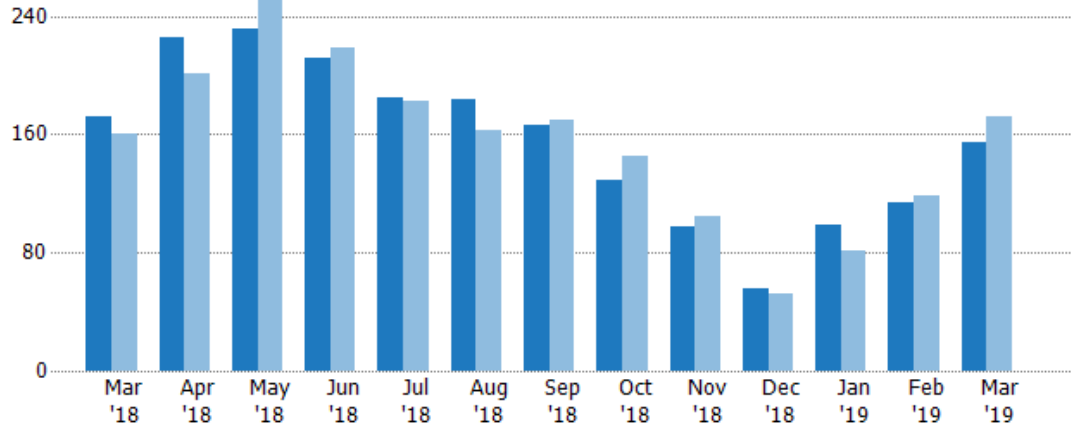
New Listings

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.
Mar '19	154	-10.5%
Mar '18	172	7.5%
Mar '17	160	11.3%



Current Year	172	226	231	211	185	184	166	129	97	56	99	114	154
Prior Year	160	201	262	218	182	163	170	145	105	52	81	118	172
Percent Change from Prior Year	8%	12%	-12%	-3%	2%	13%	-2%	-11%	-8%	8%	22%	-3%	-10%

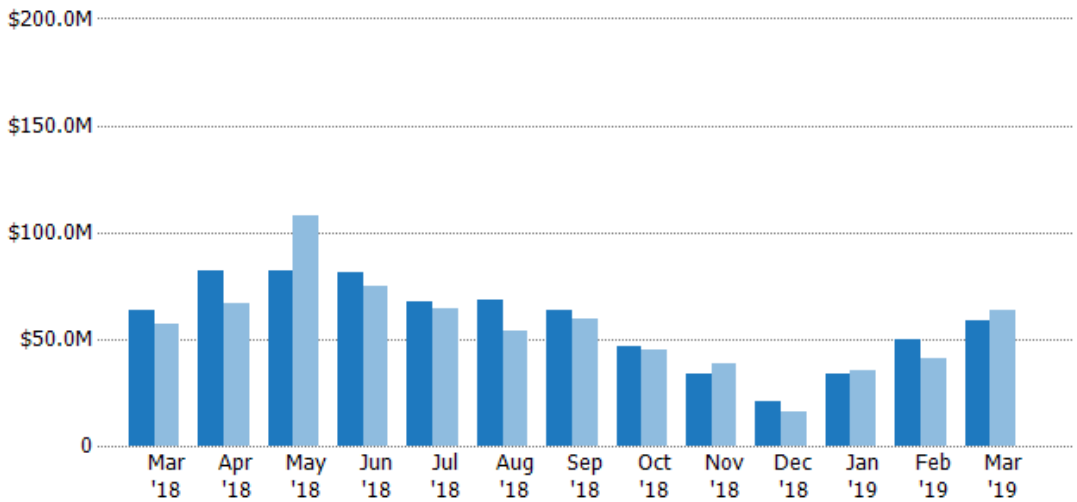
New Listing Volume

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.
Mar '19	\$58.6M	-7%
Mar '18	\$63.1M	11.3%
Mar '17	\$56.7M	6.3%



Current Year	\$63.1M	\$82M	\$81.9M	\$81.3M	\$67.4M	\$68.1M	\$63.9M	\$46.8M	\$33.7M	\$20.8M	\$33.8M	\$49.8M	\$58.6M
Prior Year	\$56.7M	\$66.3M	\$108M	\$74.4M	\$64.3M	\$53.6M	\$59.4M	\$45.3M	\$38.6M	\$16.3M	\$34.9M	\$40.8M	\$63.1M
Percent Change from Prior Year	11%	24%	-24%	9%	5%	27%	7%	3%	-13%	27%	-3%	22%	-7%

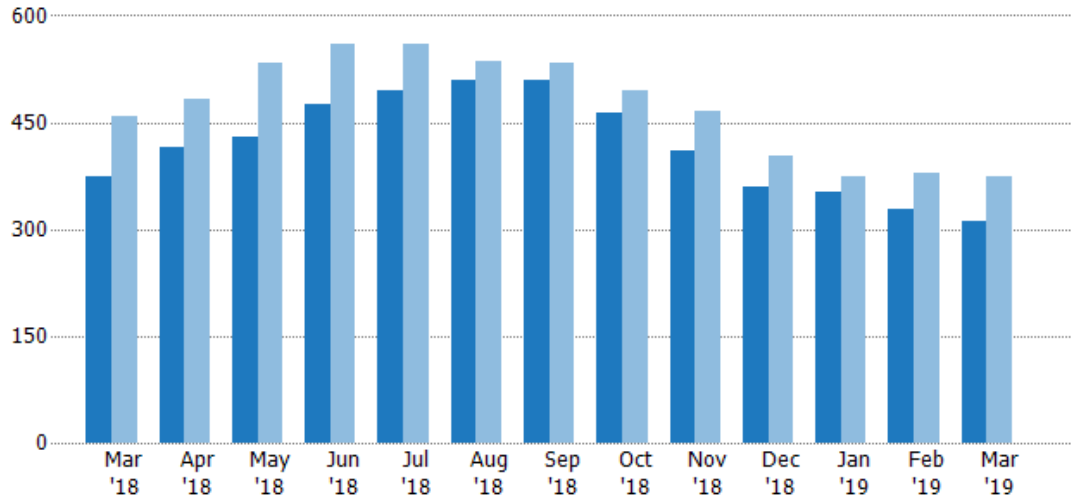
Active Listings

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.
Mar '19	311	-17.1%
Mar '18	375	-18.3%
Mar '17	459	22.4%



Current Year	375	416	430	476	495	510	510	463	411	359	353	329	311
Prior Year	459	482	534	561	561	536	533	495	465	403	373	379	375
Percent Change from Prior Year	-18%	-14%	-19%	-15%	-12%	-5%	-4%	-6%	-12%	-11%	-5%	-13%	-17%

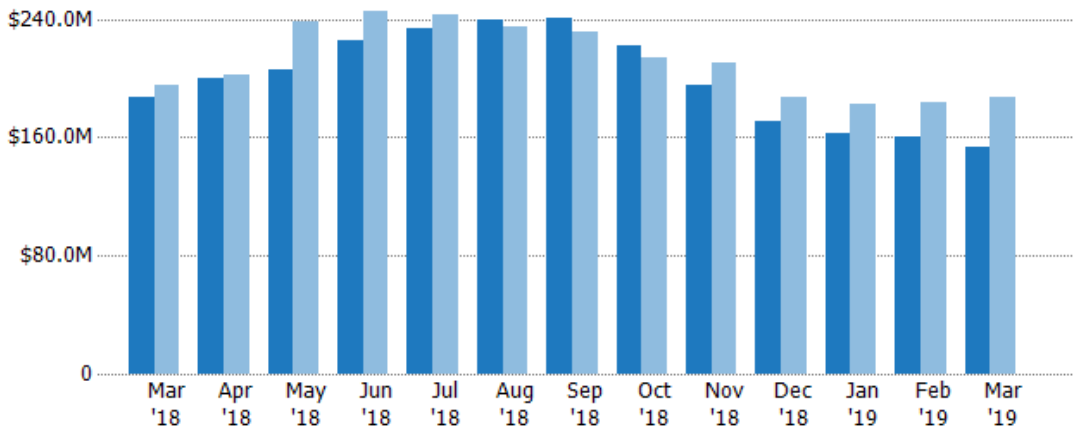
Active Listing Volume

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.
Mar '19	\$153M	-18.1%
Mar '18	\$187M	-4.1%
Mar '17	\$195M	26.7%



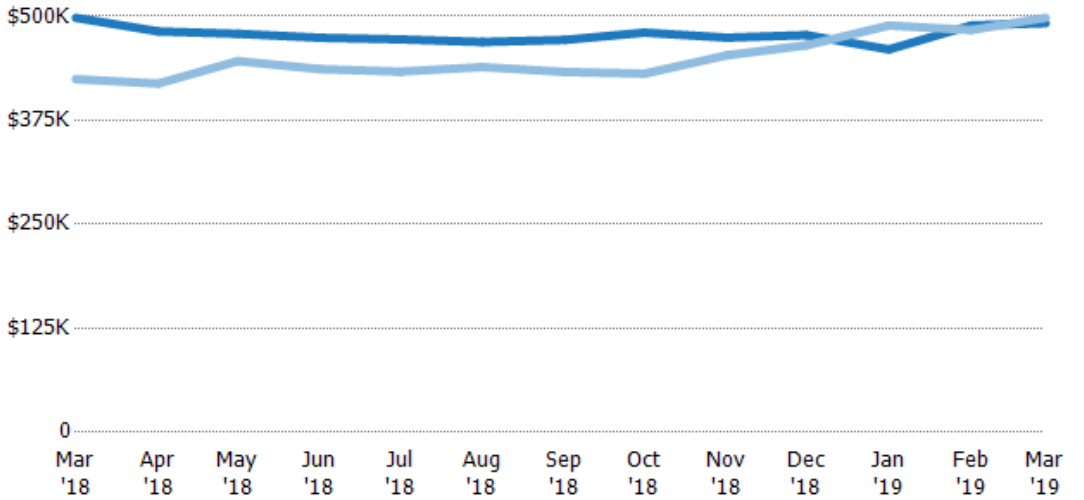
Current Year	\$187M	\$200M	\$206M	\$226M	\$234M	\$239M	\$241M	\$222M	\$195M	\$171M	\$162M	\$161M	\$153M
Prior Year	\$195M	\$202M	\$238M	\$245M	\$243M	\$235M	\$231M	\$213M	\$211M	\$187M	\$182M	\$183M	\$187M
Percent Change from Prior Year	-4%	-1%	-14%	-8%	-4%	2%	4%	4%	-7%	-9%	-11%	-12%	-18%

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



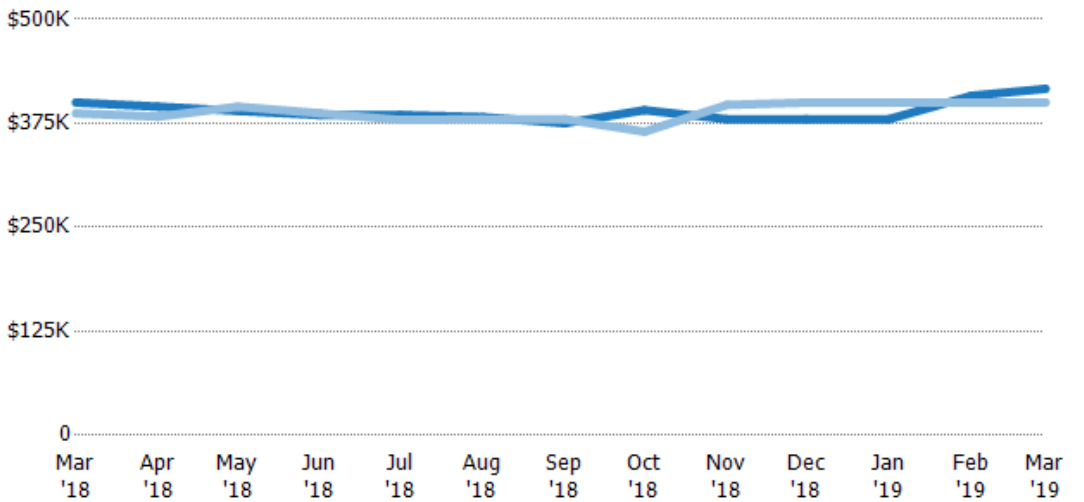
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$498K	\$482K	\$479K	\$474K	\$472K	\$469K	\$472K	\$480K	\$474K	\$477K	\$460K	\$489K	\$492K
Prior Year	\$424K	\$419K	\$446K	\$436K	\$433K	\$439K	\$433K	\$431K	\$453K	\$465K	\$489K	\$484K	\$498K
Percent Change from Prior Year	17%	15%	7%	9%	9%	7%	9%	11%	5%	3%	-6%	1%	-1%

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



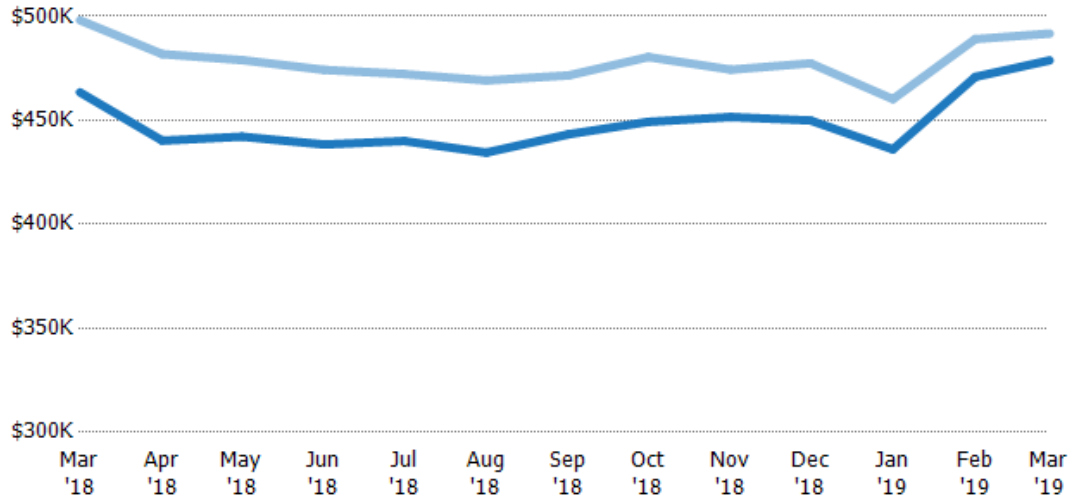
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$400K	\$395K	\$390K	\$385K	\$385K	\$382K	\$375K	\$391K	\$380K	\$380K	\$380K	\$408K	\$417K
Prior Year	\$387K	\$383K	\$395K	\$387K	\$379K	\$380K	\$380K	\$365K	\$397K	\$400K	\$400K	\$400K	\$400K
Percent Change from Prior Year	3%	3%	-1%	-1%	2%	1%	-1%	7%	-4%	-5%	-5%	2%	4%

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



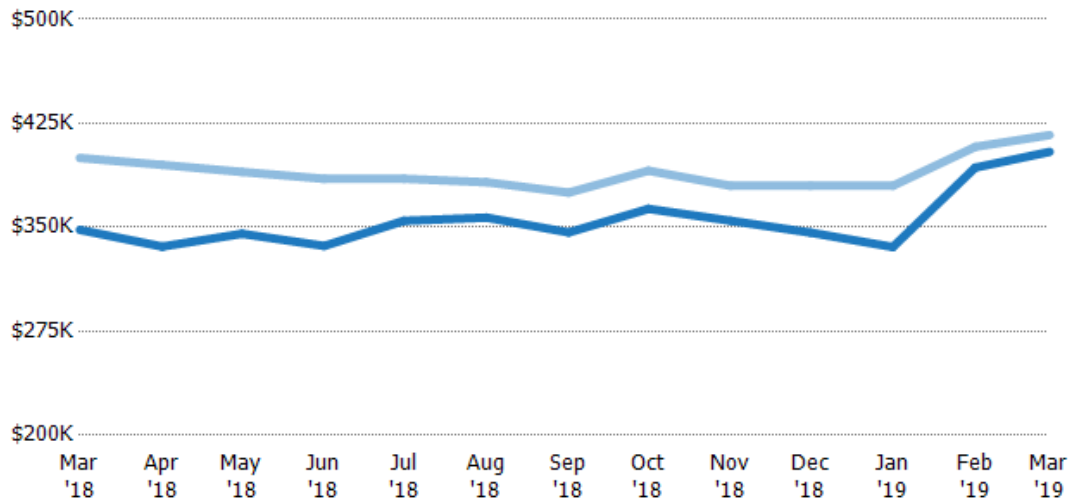
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$463K	\$440K	\$442K	\$438K	\$440K	\$434K	\$443K	\$449K	\$452K	\$450K	\$436K	\$471K	\$479K
Avg Listing Price	\$498K	\$482K	\$479K	\$474K	\$472K	\$469K	\$472K	\$480K	\$474K	\$477K	\$460K	\$489K	\$492K
Avg Listing Price as a % of Avg Est Value	107%	109%	108%	108%	107%	108%	106%	107%	105%	106%	106%	104%	103%

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



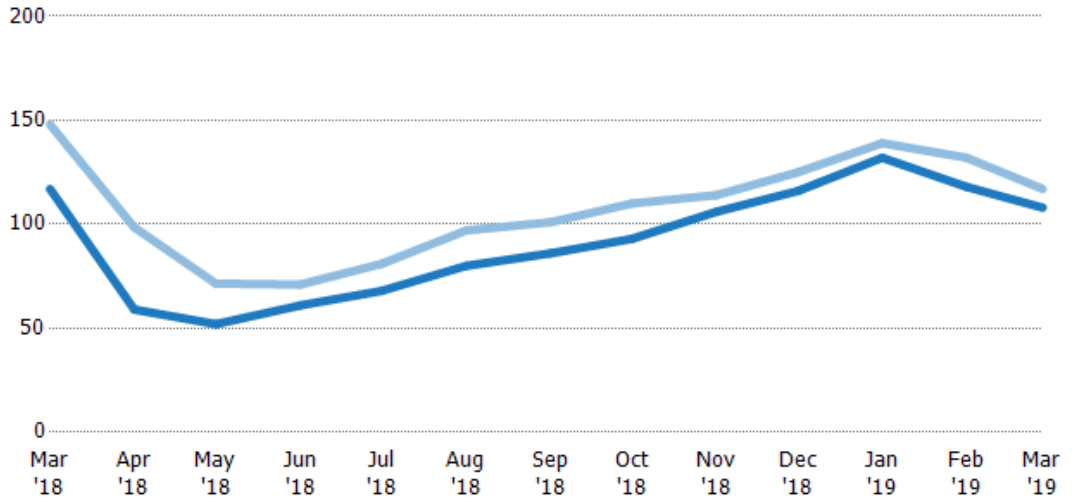
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$348K	\$336K	\$345K	\$337K	\$355K	\$357K	\$346K	\$363K	\$355K	\$346K	\$336K	\$393K	\$404K
Median Listing Price	\$400K	\$395K	\$390K	\$385K	\$385K	\$382K	\$375K	\$391K	\$380K	\$380K	\$380K	\$408K	\$417K
Med Listing Price as a % of Med Est Value	115%	118%	113%	114%	109%	107%	108%	108%	107%	110%	113%	104%	103%

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



Month/Year	Days	% Chg.
Mar '19	108	-7.7%
Mar '18	117	-20.9%
Mar '17	148	3%

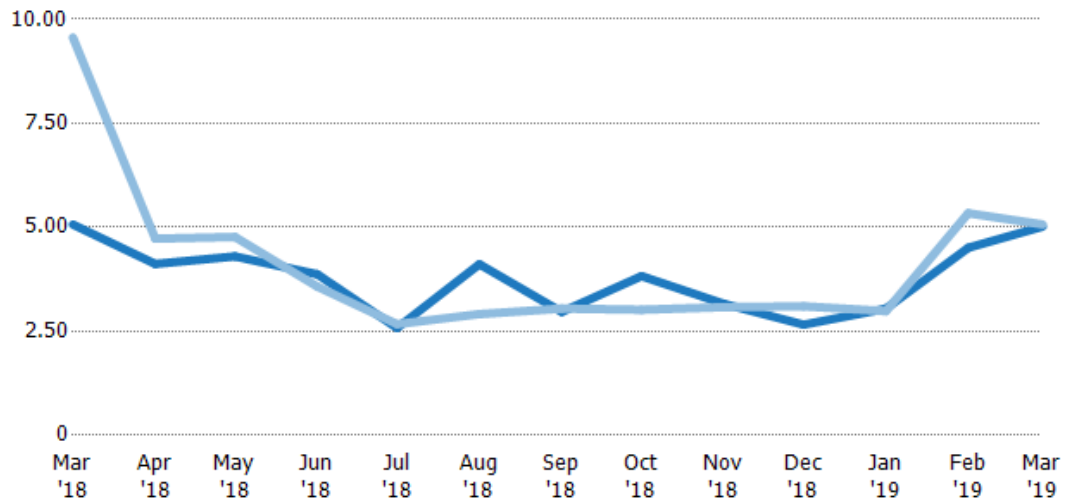
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	117	59	52	61	68	80	86	93	106	116	132	118	108
Prior Year	148	98.5	71.5	71	81	97	101	110	114	125	139	132	117
Percent Change from Prior Year	-21%	-40%	-27%	-14%	-16%	-18%	-15%	-15%	-7%	-7%	-5%	-11%	-8%

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



Month/Year	Months	% Chg.
Mar '19	5.02	-1%
Mar '18	5.07	-47%
Mar '17	9.56	-2%

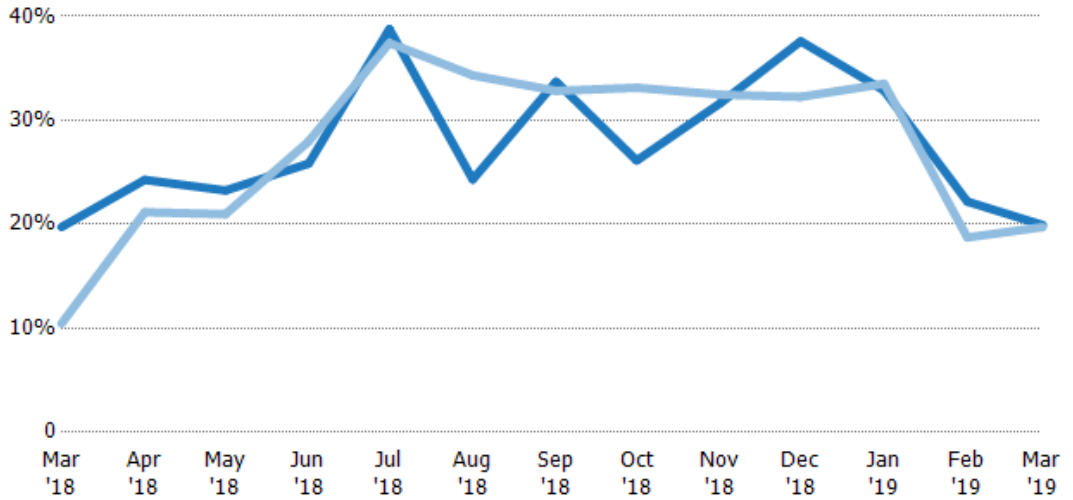
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	5.07	4.12	4.3	3.87	2.58	4.11	2.97	3.83	3.16	2.66	3.04	4.51	5.02
Prior Year	9.56	4.73	4.77	3.57	2.67	2.91	3.05	3.02	3.08	3.1	2.98	5.34	5.07
Percent Change from Prior Year	-47%	-13%	-10%	8%	-3%	41%	-3%	27%	3%	-14%	2%	-16%	-1%

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.
Mar '19	20%	-0.2%
Mar '18	20%	-9.3%
Mar '17	10%	2.1%

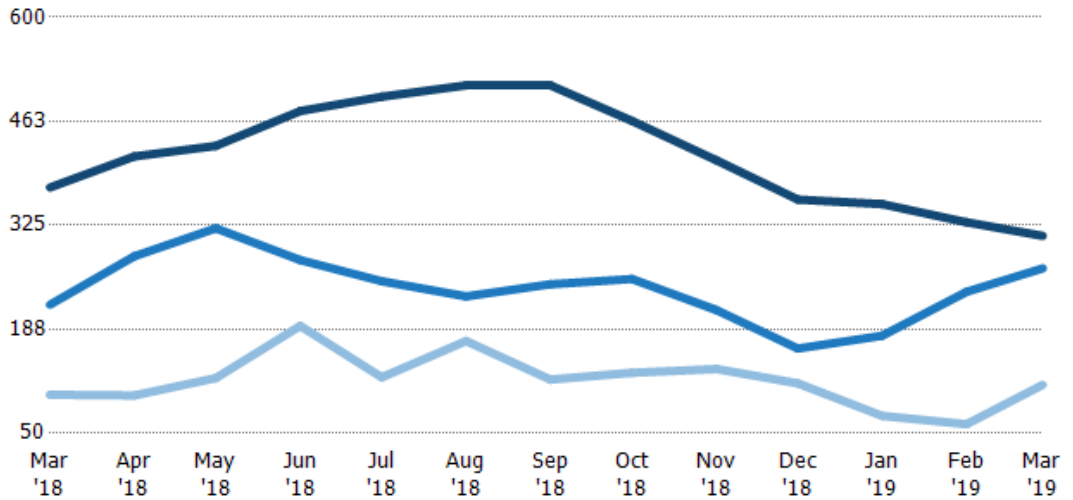
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	20%	24%	23%	26%	39%	24%	34%	26%	32%	38%	33%	22%	20%
Prior Year	10%	21%	21%	28%	37%	34%	33%	33%	32%	32%	34%	19%	20%
Change from Prior Year	-9%	-3%	-2%	2%	-1%	10%	-1%	7%	1%	-5%	1%	-3%	0%

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



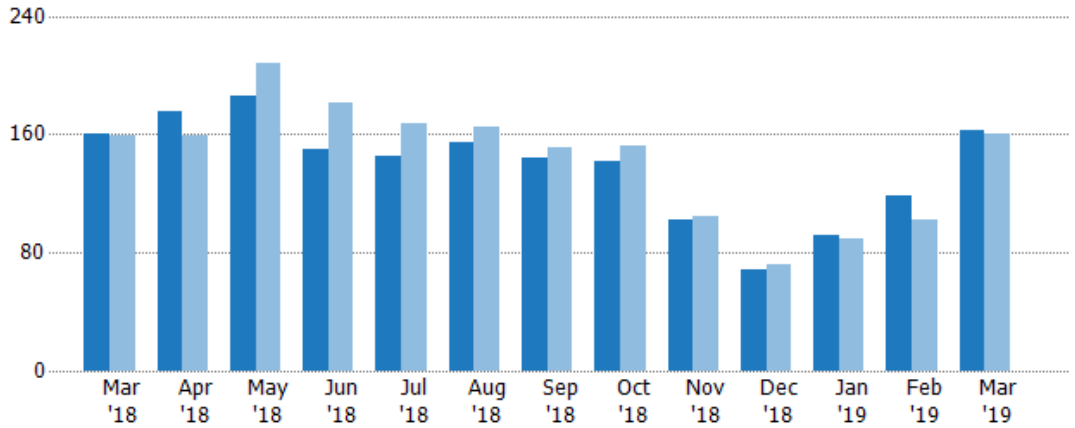
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	375	416	430	476	495	510	510	463	411	359	353	329	311
Pending	220	284	321	279	251	231	247	254	213	162	179	237	268
Sold	101	100	123	192	124	172	121	130	135	116	73	62	114

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.
Mar '19	163	1.9%
Mar '18	160	0.6%
Mar '17	159	1.9%

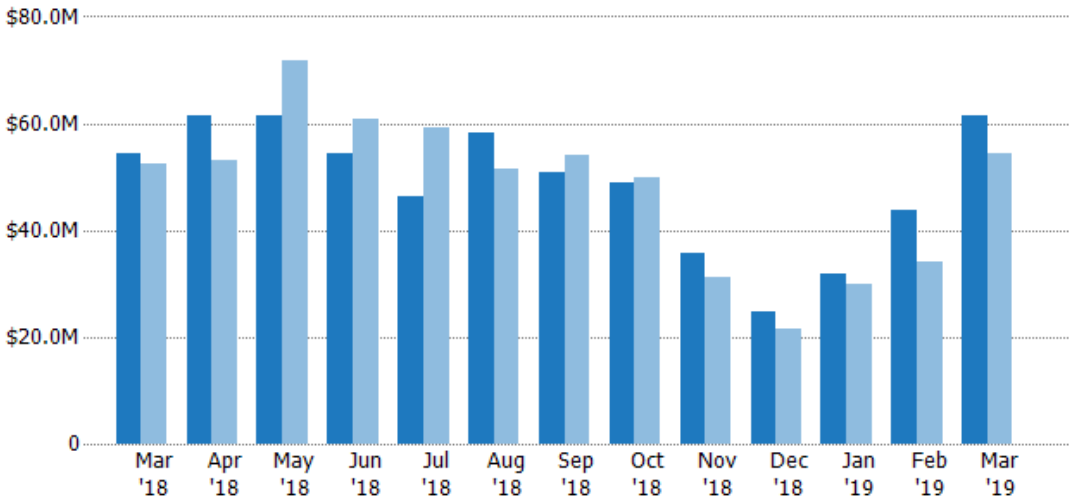
Current Year	160	175	186	150	145	155	144	142	102	68	92	119	163
Prior Year	159	159	208	181	167	165	151	152	104	72	89	102	160
Percent Change from Prior Year	1%	10%	-11%	-17%	-13%	-6%	-5%	-7%	-2%	-6%	3%	17%	2%

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.
Mar '19	\$61.5M	13.2%
Mar '18	\$54.3M	3.6%
Mar '17	\$52.4M	-3.5%

Current Year	\$54.3M	\$61.5M	\$61.6M	\$54.4M	\$46.3M	\$58.2M	\$50.8M	\$49M	\$35.7M	\$24.6M	\$31.9M	\$43.6M	\$61.5M
Prior Year	\$52.4M	\$53.2M	\$71.7M	\$60.8M	\$59.2M	\$51.5M	\$54M	\$49.8M	\$31.1M	\$21.5M	\$30M	\$34M	\$54.3M
Percent Change from Prior Year	4%	16%	-14%	-10%	-22%	13%	-6%	-2%	15%	15%	6%	28%	13%

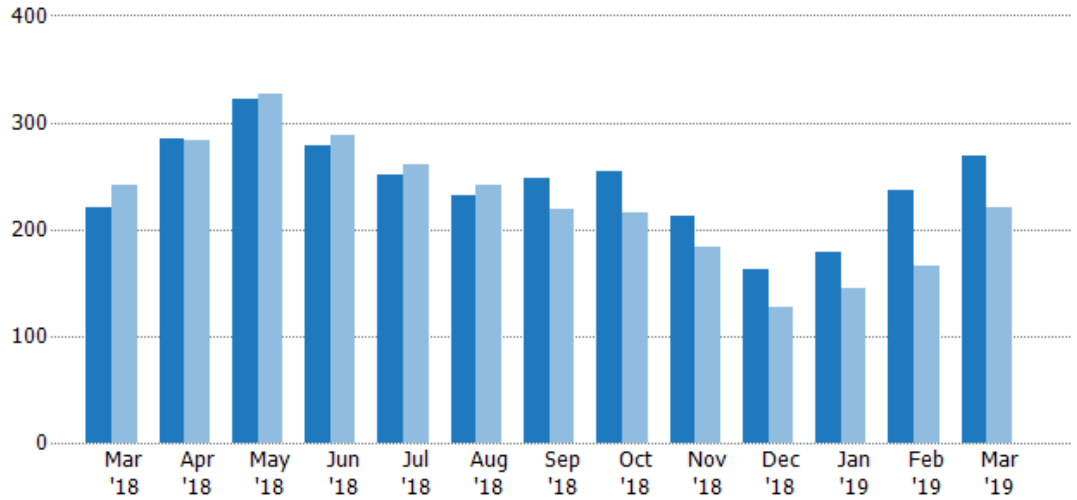
Pending Sales

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.
Mar '19	268	21.8%
Mar '18	220	-8.7%
Mar '17	241	19.9%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	220	284	321	279	251	231	247	254	213	162	179	237	268
Prior Year	241	283	326	288	261	242	218	215	183	127	144	166	220
Percent Change from Prior Year	-9%	0%	-2%	-3%	-4%	-5%	13%	18%	16%	28%	24%	43%	22%

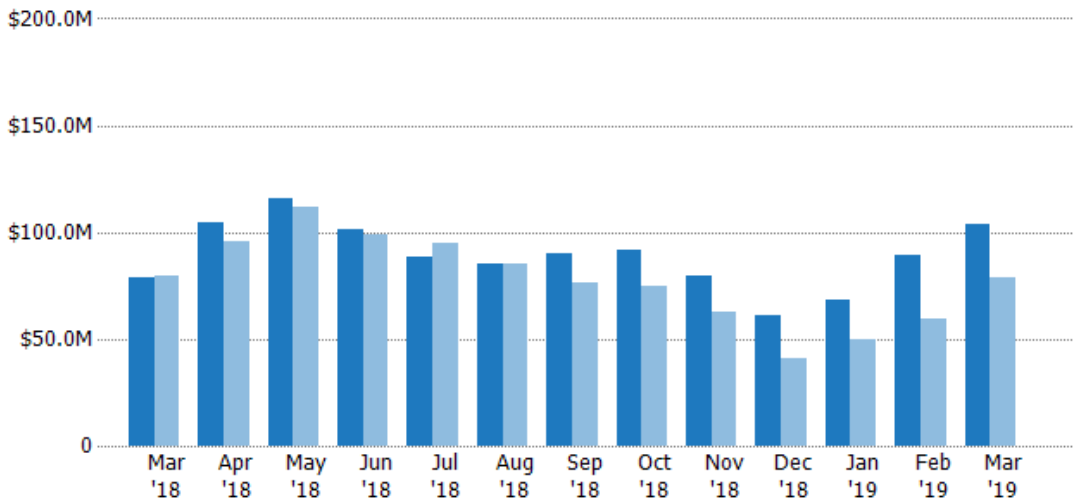
Pending Sales Volume

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.
Mar '19	\$104M	31.9%
Mar '18	\$78.8M	-1.1%
Mar '17	\$79.6M	13.8%



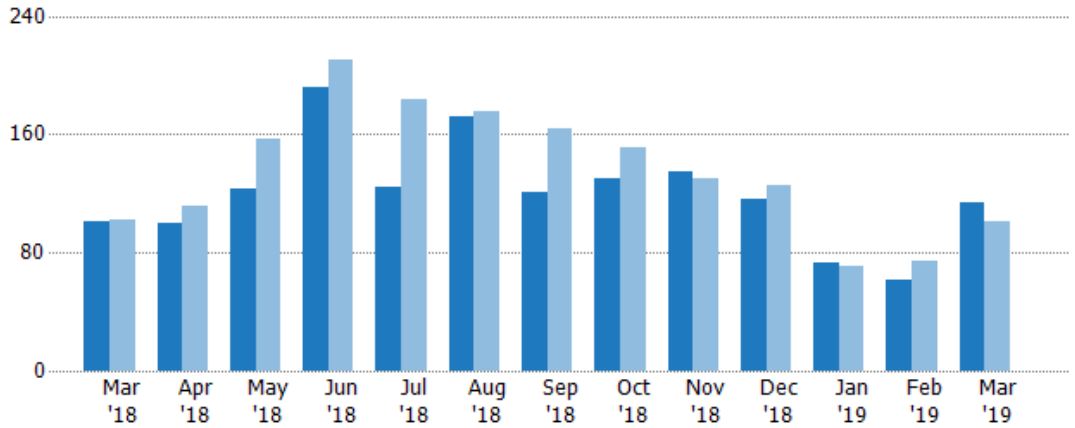
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$78.8M	\$104M	\$116M	\$102M	\$88.3M	\$85M	\$89.8M	\$91.9M	\$79.4M	\$61.2M	\$68.2M	\$89.1M	\$104M
Prior Year	\$79.6M	\$95.5M	\$112M	\$98.5M	\$95M	\$85M	\$76.6M	\$74.4M	\$62.5M	\$40.8M	\$49.7M	\$59.2M	\$78.8M
Percent Change from Prior Year	-1%	9%	4%	3%	-7%	0%	17%	24%	27%	50%	37%	51%	32%

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



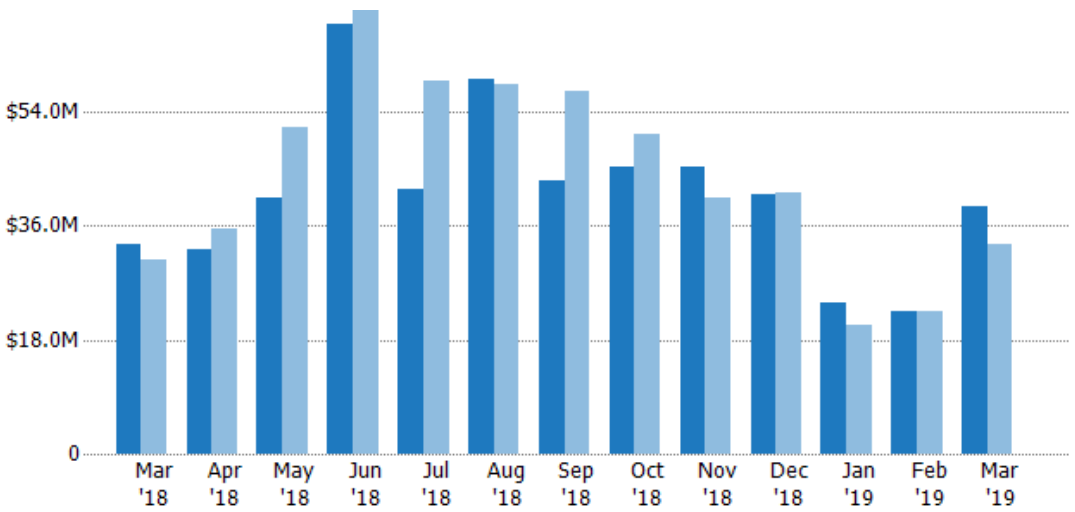
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	101	100	123	192	124	172	121	130	135	116	73	62	114
Prior Year	102	112	157	210	184	175	164	151	130	125	71	74	101
Percent Change from Prior Year	-1%	-11%	-22%	-9%	-33%	-2%	-26%	-14%	4%	-7%	3%	-16%	13%

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



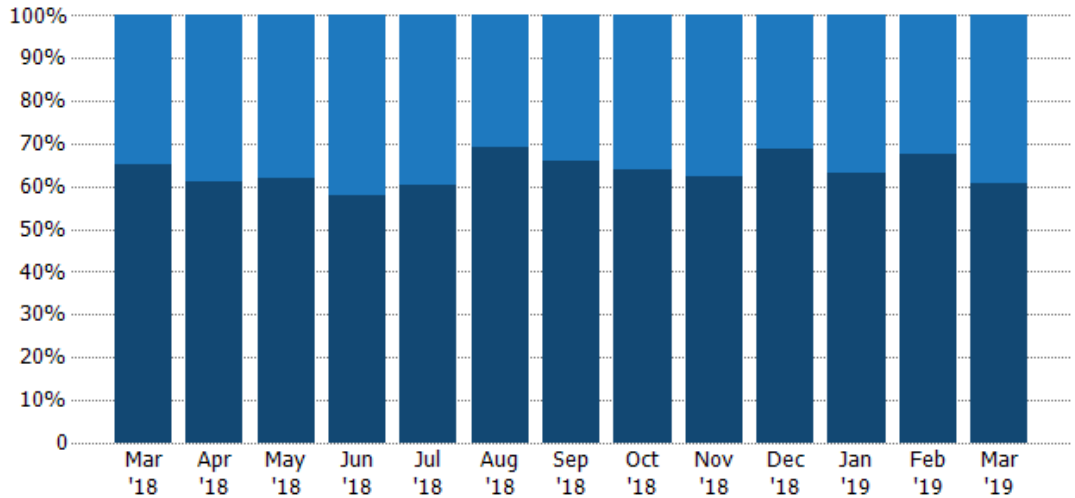
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$33.1M	\$32.3M	\$40.5M	\$67.8M	\$41.8M	\$59.1M	\$43.2M	\$45.2M	\$45.2M	\$41.1M	\$23.8M	\$22.6M	\$39M
Prior Year	\$30.6M	\$35.4M	\$51.4M	\$69.9M	\$58.8M	\$58.3M	\$57.3M	\$50.4M	\$40.4M	\$41.3M	\$20.4M	\$22.4M	\$33.1M
Percent Change from Prior Year	8%	-9%	-21%	-3%	-29%	1%	-25%	-10%	12%	0%	17%	1%	18%

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



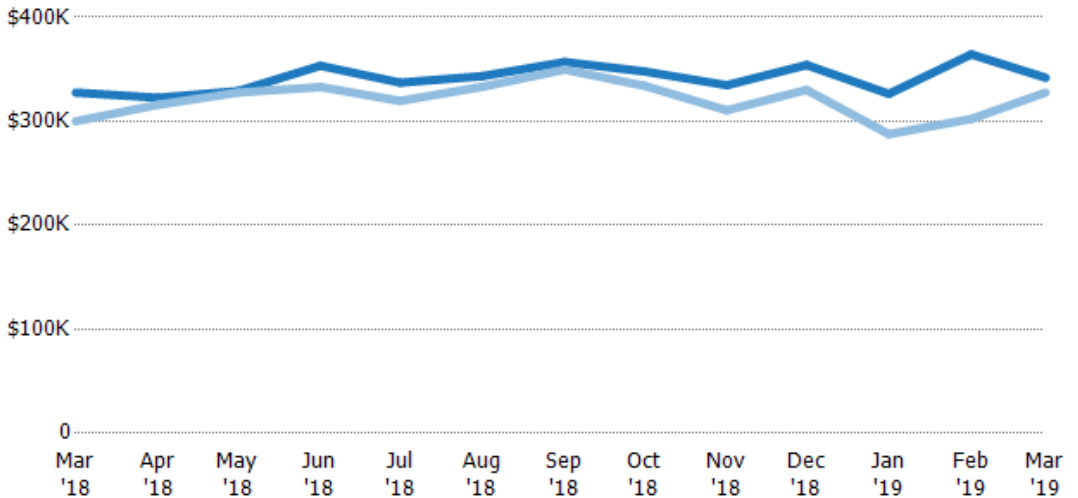
Condo/Townhouse	35%	39%	38%	42%	40%	31%	34%	36%	38%	31%	37%	32%	39%
Single Family Residence	65%	61%	62%	58%	60%	69%	66%	64%	62%	69%	63%	68%	61%

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	\$328K	\$323K	\$329K	\$353K	\$337K	\$343K	\$357K	\$348K	\$335K	\$354K	\$326K	\$364K	\$342K
Prior Year	\$300K	\$316K	\$328K	\$333K	\$320K	\$333K	\$350K	\$334K	\$311K	\$330K	\$288K	\$302K	\$328K
Percent Change from Prior Year	9%	2%	0%	6%	5%	3%	2%	4%	8%	7%	13%	21%	4%

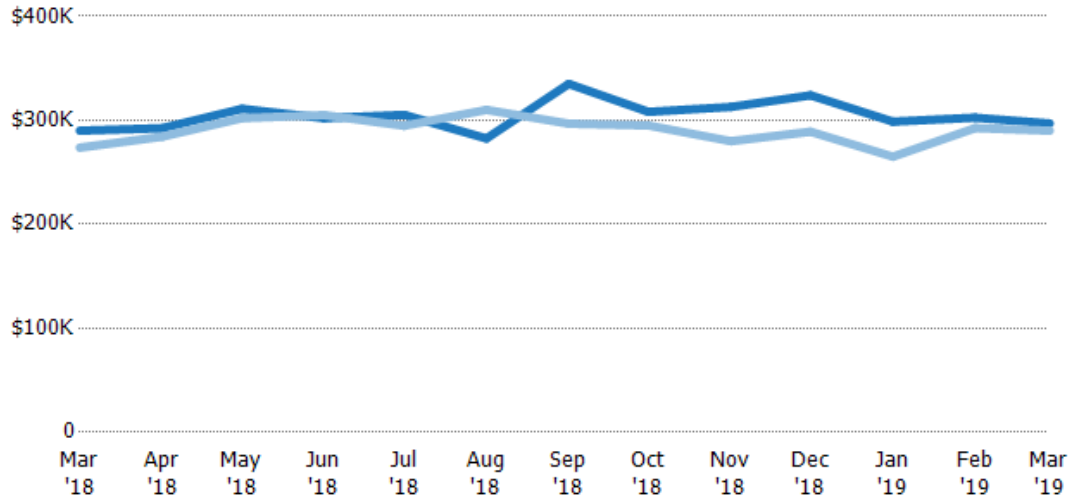
Median Sales Price

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.
Mar '19	\$297K	2.4%
Mar '18	\$290K	6%
Mar '17	\$274K	-8.1%



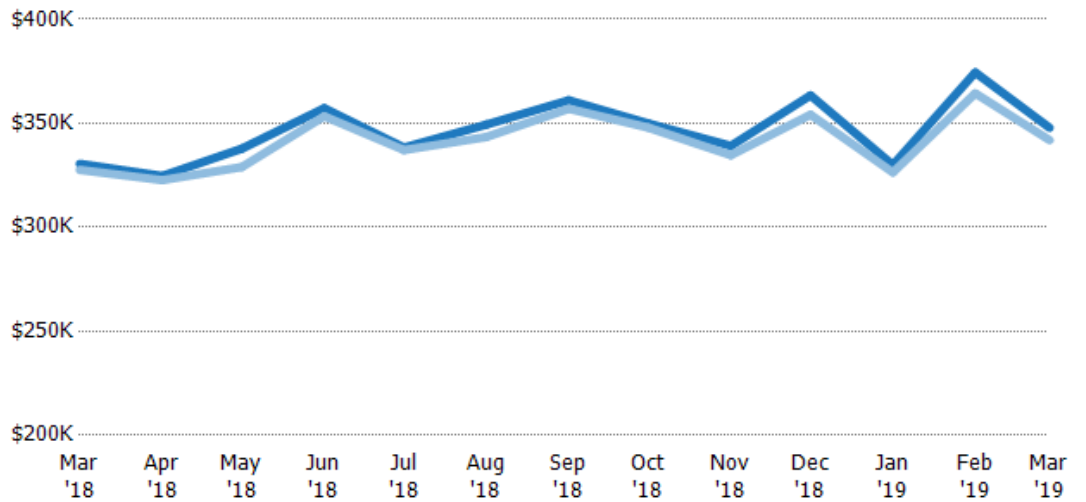
Current Year	\$290K	\$292K	\$311K	\$302K	\$305K	\$283K	\$335K	\$308K	\$313K	\$324K	\$299K	\$303K	\$297K
Prior Year	\$274K	\$284K	\$302K	\$305K	\$295K	\$310K	\$297K	\$295K	\$280K	\$289K	\$265K	\$293K	\$290K
Percent Change from Prior Year	6%	3%	3%	-1%	4%	-9%	13%	4%	12%	12%	13%	3%	2%

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



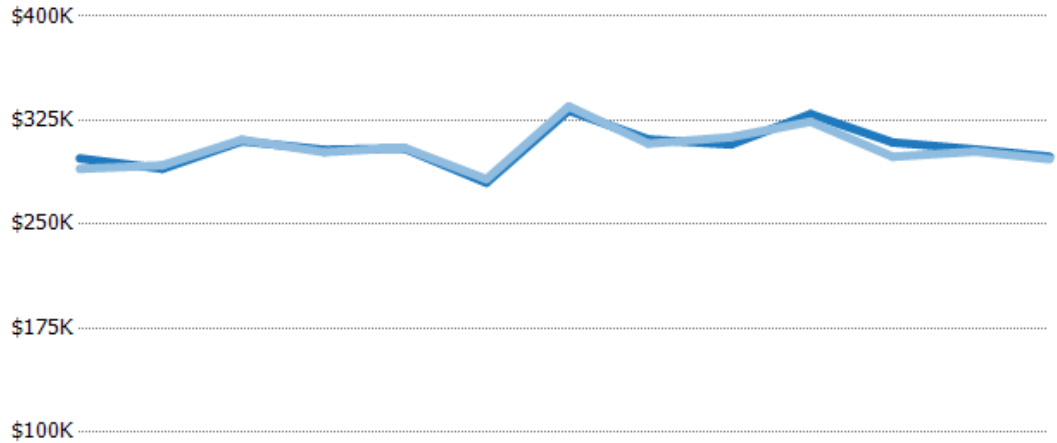
Avg List Price	\$331K	\$325K	\$338K	\$357K	\$338K	\$349K	\$361K	\$350K	\$339K	\$363K	\$330K	\$374K	\$348K
Avg Sales Price	\$328K	\$323K	\$329K	\$353K	\$337K	\$343K	\$357K	\$348K	\$335K	\$354K	\$326K	\$364K	\$342K
Avg Sales Price as a % of Avg List Price	99%	99%	97%	99%	100%	98%	99%	99%	99%	97%	99%	97%	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



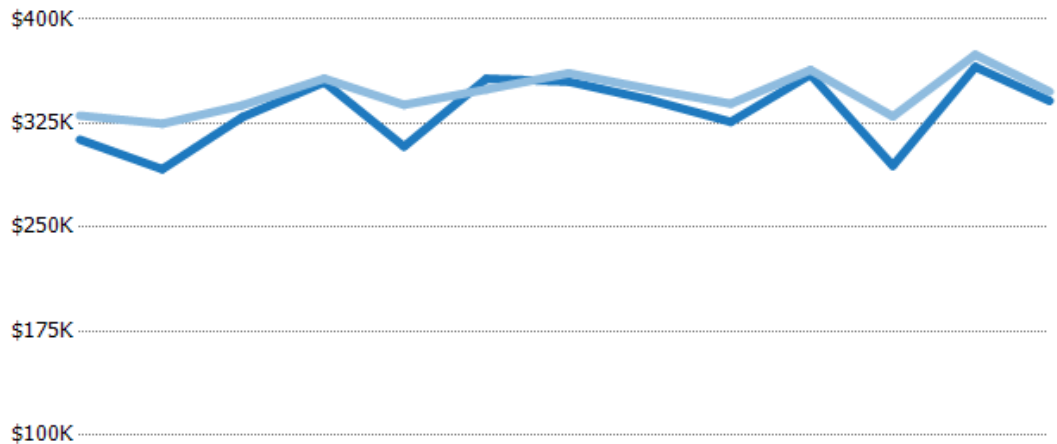
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$298K	\$290K	\$310K	\$304K	\$305K	\$280K	\$332K	\$311K	\$308K	\$329K	\$309K	\$304K	\$299K
Median Sales Price	\$290K	\$292K	\$311K	\$302K	\$305K	\$283K	\$335K	\$308K	\$313K	\$324K	\$299K	\$303K	\$297K
Med Sales Price as a % of Med List Price	97%	101%	100%	99%	100%	101%	101%	99%	102%	98%	97%	100%	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

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



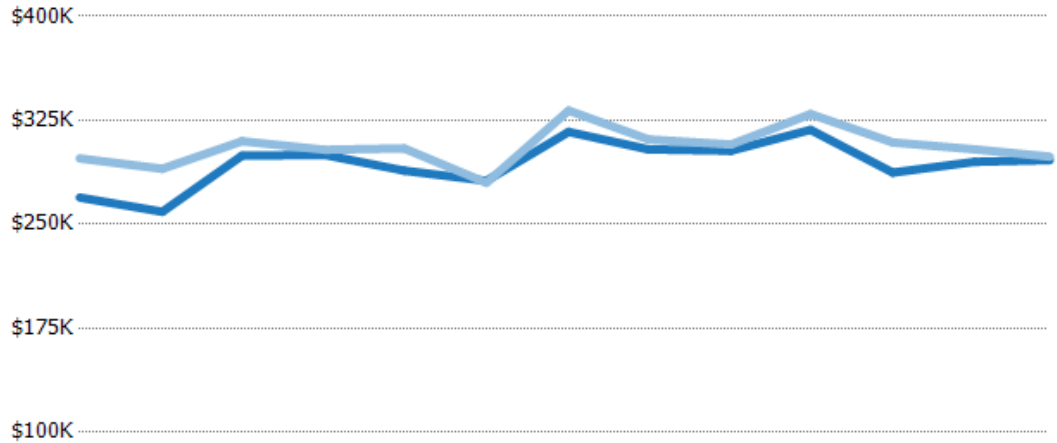
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$313K	\$292K	\$329K	\$355K	\$308K	\$357K	\$355K	\$342K	\$326K	\$360K	\$294K	\$366K	\$341K
Avg Sales Price	\$331K	\$325K	\$338K	\$357K	\$338K	\$349K	\$361K	\$350K	\$339K	\$363K	\$330K	\$374K	\$348K
Avg Sales Price as a % of Avg Est Value	106%	111%	103%	101%	110%	98%	102%	102%	104%	101%	112%	102%	102%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$269K	\$259K	\$299K	\$300K	\$289K	\$281K	\$317K	\$304K	\$303K	\$318K	\$287K	\$295K	\$296K
Median Sales Price	\$298K	\$290K	\$310K	\$304K	\$305K	\$280K	\$332K	\$311K	\$308K	\$329K	\$309K	\$304K	\$299K
Med Sales Price as a % of Med Est Value	110%	112%	103%	101%	106%	100%	105%	102%	101%	104%	108%	103%	101%