

## 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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	227	214	+6.1%	1,028	1,031	-0.3%
New Listing Volume	\$87,209,799	\$82,177,433	+6.1%	\$405,386,317	\$381,633,047	+6.2%
Active Listing Count	371	481	-22.9%	N/A	N/A	
Active Listing Volume	\$177,805,752	\$227,678,984	-21.9%	N/A	N/A	
Average Listing Price	\$479,261	\$473,345	+1.2%	\$480,798	\$481,362	-0.1%
Median Listing Price	\$405,900	\$379,754	+6.9%	\$402,673	\$392,071	+2.7%
Median Days in RPR	52	61	-14.8%	79.72	85.3	-6.5%
Months of Inventory	2.5	4	-37.8%	3.3	3.6	-7.1%
Absorption Rate	40.43%	25.16%	+15.3%	30.27%	28.14%	+2.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	221	150	+47.3%	988	860	+14.9%
New Pending Sales Volume	\$88,294,050	\$54,447,199	+62.2%	\$372,168,499	\$294,934,126	+26.2%
Pending Sales Count	359	273	+31.5%	N/A	N/A	
Pending Sales Volume	\$142,668,239	\$99,048,183	+44%	N/A	N/A	
Closed Sales Count	191	190	+0.5%	696	650	+7.1%
Closed Sales Volume	\$69,743,124	\$66,410,954	+5%	\$251,160,732	\$211,173,787	+18.9%
Average Sales Price	\$365,147	\$349,531	+4.5%	\$360,863	\$324,883	+11.1%
Median Sales Price	\$330,000	\$300,000	+10%	\$318,742	\$295,152	+8%

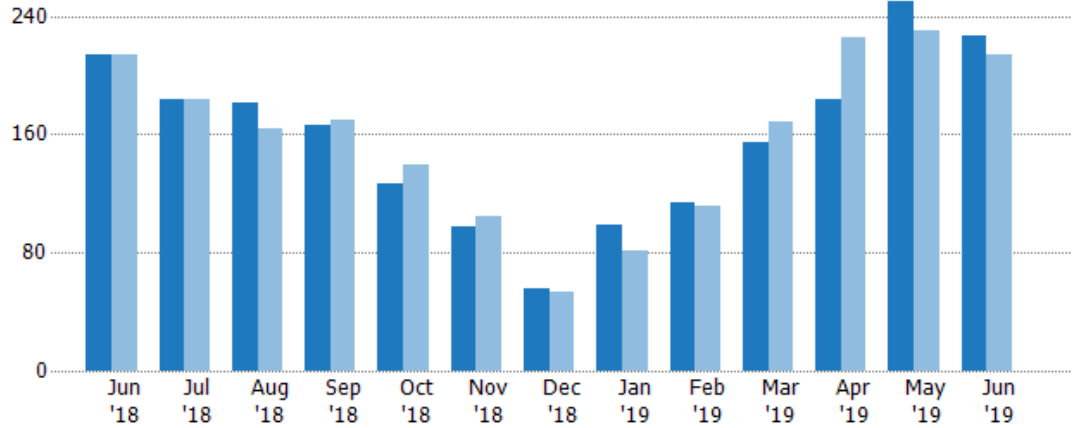
## New Listings

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.
Jun '19	227	6.1%
Jun '18	214	0%
Jun '17	214	-8.9%



Current Year	214	184	181	166	127	97	56	99	114	154	184	250	227
Prior Year	214	184	164	170	140	104	53	81	112	169	225	230	214
Percent Change from Prior Year	0%	0%	10%	-2%	-9%	-7%	6%	22%	2%	-9%	-18%	9%	6%

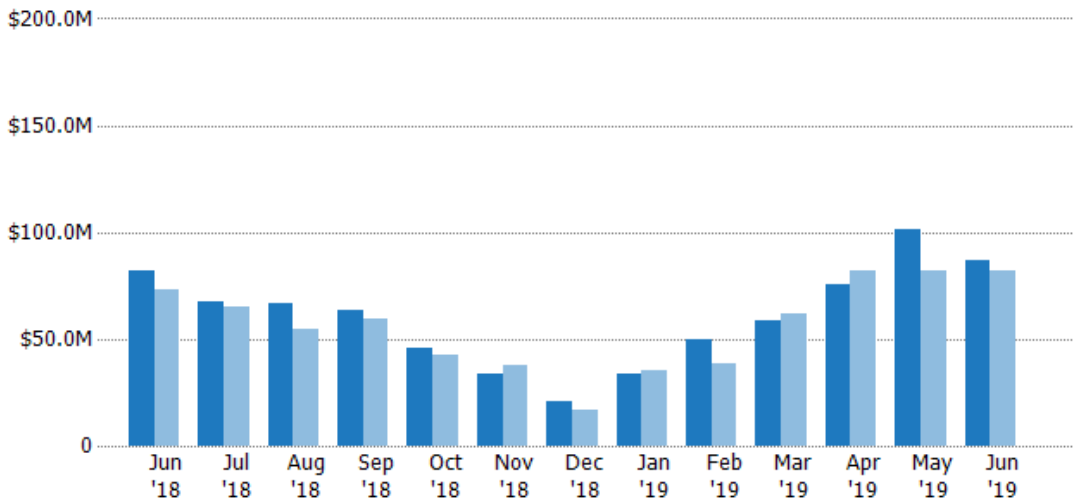
## New Listing Volume

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.
Jun '19	\$87.2M	6.1%
Jun '18	\$82.2M	12%
Jun '17	\$73.4M	-5.2%



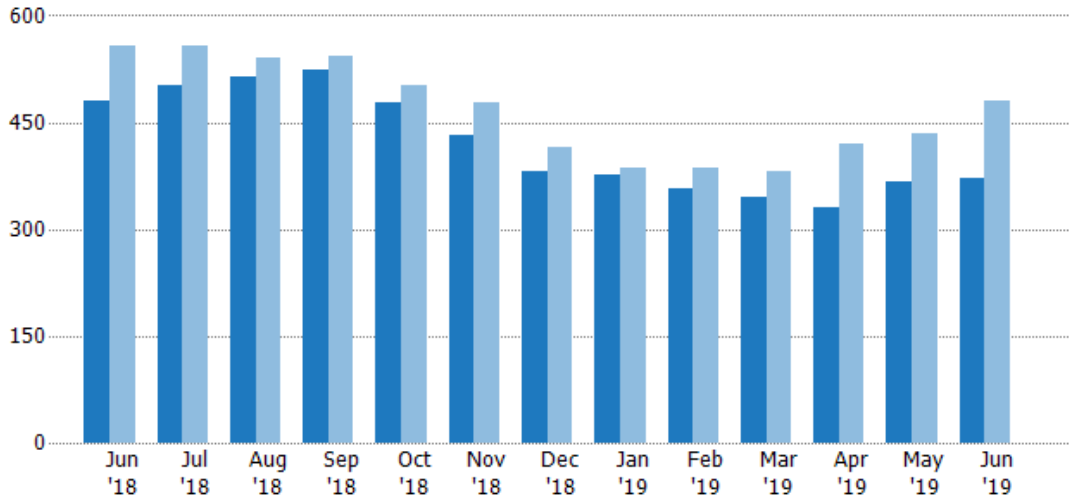
Current Year	\$82.2M	\$67.4M	\$67.1M	\$63.6M	\$45.8M	\$33.6M	\$20.7M	\$33.7M	\$49.4M	\$58.3M	\$75.5M	\$101M	\$87.2M
Prior Year	\$73.4M	\$65.2M	\$54.5M	\$59.8M	\$42.8M	\$37.8M	\$16.8M	\$34.9M	\$38.3M	\$62.1M	\$81.8M	\$82.4M	\$82.2M
Percent Change from Prior Year	12%	3%	23%	6%	7%	-11%	24%	-3%	29%	-6%	-8%	23%	6%

## 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



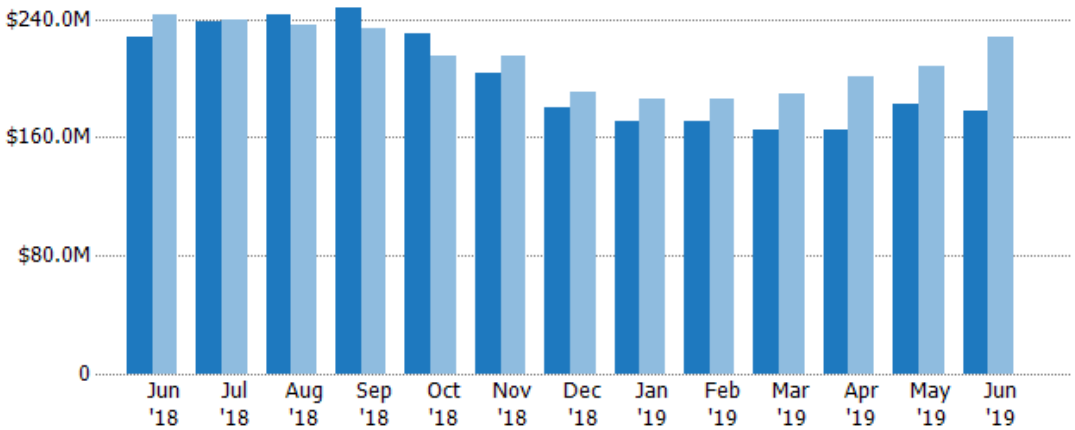
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	481	502	514	523	479	432	382	377	358	345	330	366	371
Prior Year	558	558	541	542	503	478	415	385	387	382	419	434	481
Percent Change from Prior Year	-14%	-10%	-5%	-4%	-5%	-10%	-8%	-2%	-7%	-10%	-21%	-16%	-23%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$228M	\$238M	\$243M	\$248M	\$231M	\$204M	\$180M	\$171M	\$170M	\$165M	\$165M	\$183M	\$178M
Prior Year	\$243M	\$240M	\$235M	\$234M	\$215M	\$215M	\$191M	\$186M	\$186M	\$189M	\$201M	\$208M	\$228M
Percent Change from Prior Year	-6%	-1%	3%	6%	7%	-5%	-6%	-8%	-8%	-13%	-18%	-12%	-22%

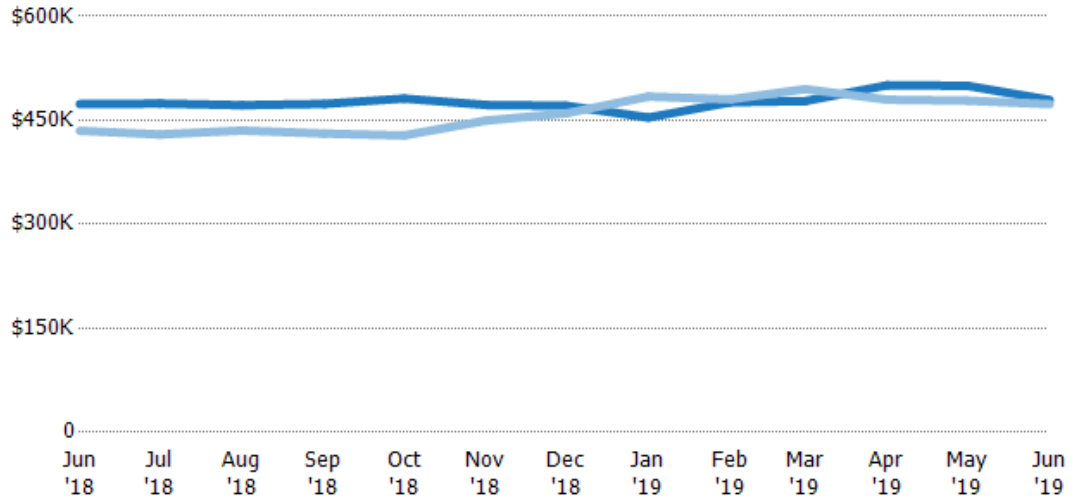
## Average Listing Price

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

Month/ Year	Price	% Chg.
Jun '19	\$479K	1.2%
Jun '18	\$473K	8.9%
Jun '17	\$435K	-1%



Current Year	\$473K	\$474K	\$472K	\$474K	\$481K	\$472K	\$471K	\$454K	\$476K	\$478K	\$501K	\$500K	\$479K
Prior Year	\$435K	\$430K	\$435K	\$431K	\$428K	\$450K	\$460K	\$484K	\$480K	\$495K	\$480K	\$478K	\$473K
Percent Change from Prior Year	9%	10%	8%	10%	12%	5%	2%	-6%	-1%	-3%	4%	4%	1%

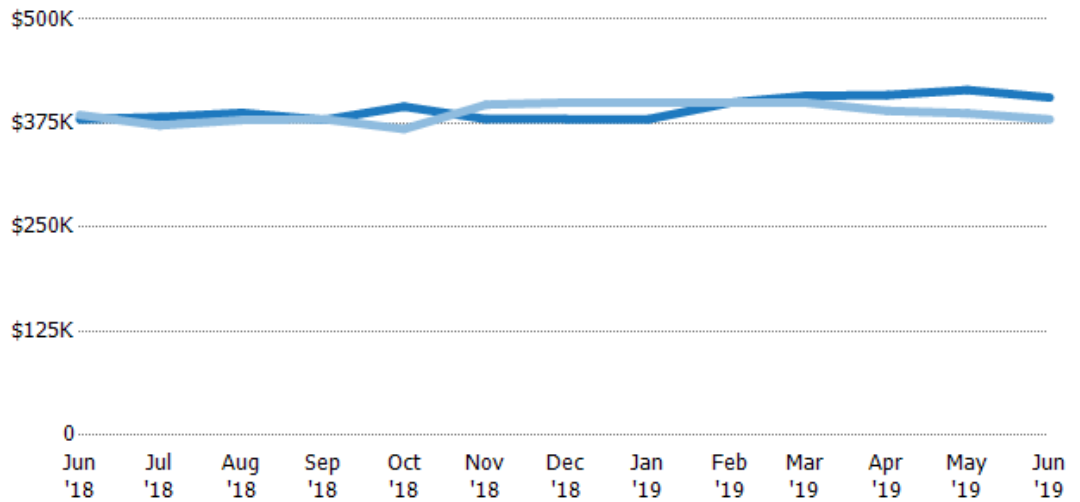
## Median Listing Price

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

Month/ Year	Price	% Chg.
Jun '19	\$406K	6.9%
Jun '18	\$380K	-1.4%
Jun '17	\$385K	-1.6%



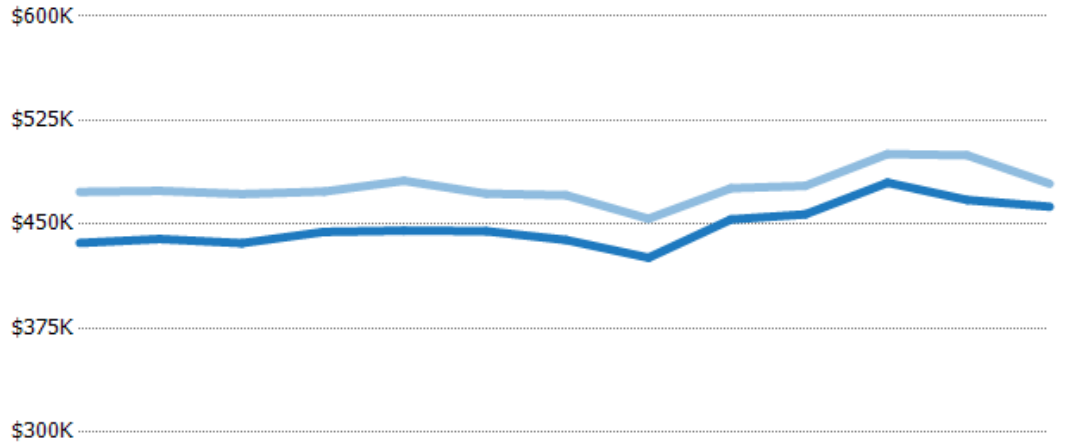
Current Year	\$380K	\$382K	\$388K	\$379K	\$395K	\$380K	\$380K	\$380K	\$400K	\$408K	\$409K	\$415K	\$406K
Prior Year	\$385K	\$372K	\$379K	\$380K	\$368K	\$397K	\$400K	\$400K	\$400K	\$400K	\$390K	\$387K	\$380K
Percent Change from Prior Year	-1%	3%	2%	0%	7%	-4%	-5%	-5%	0%	2%	5%	7%	7%

## 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

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



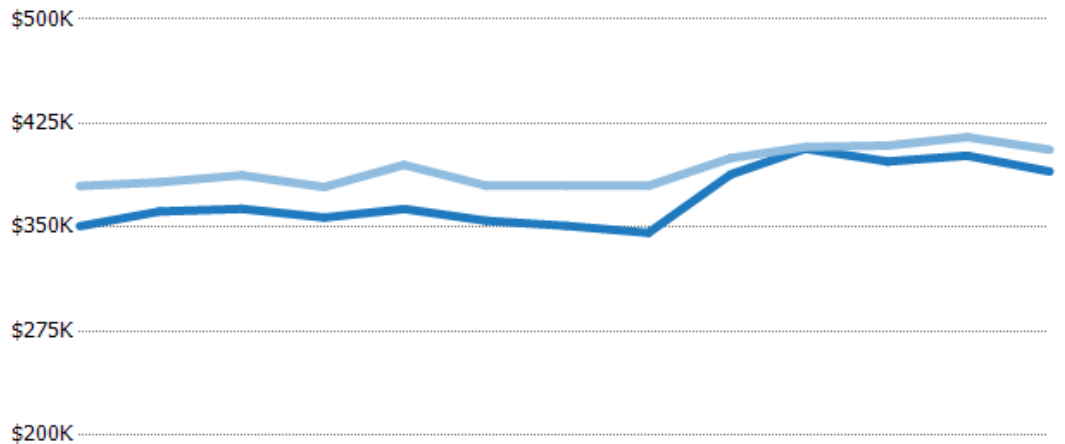
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$437K	\$439K	\$436K	\$445K	\$445K	\$445K	\$439K	\$426K	\$453K	\$457K	\$480K	\$468K	\$463K
Avg Listing Price	\$473K	\$474K	\$472K	\$474K	\$481K	\$472K	\$471K	\$454K	\$476K	\$478K	\$501K	\$500K	\$479K
Avg Listing Price as a % of Avg Est Value	108%	108%	108%	107%	108%	106%	107%	107%	105%	104%	104%	107%	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.

### Filters Used

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



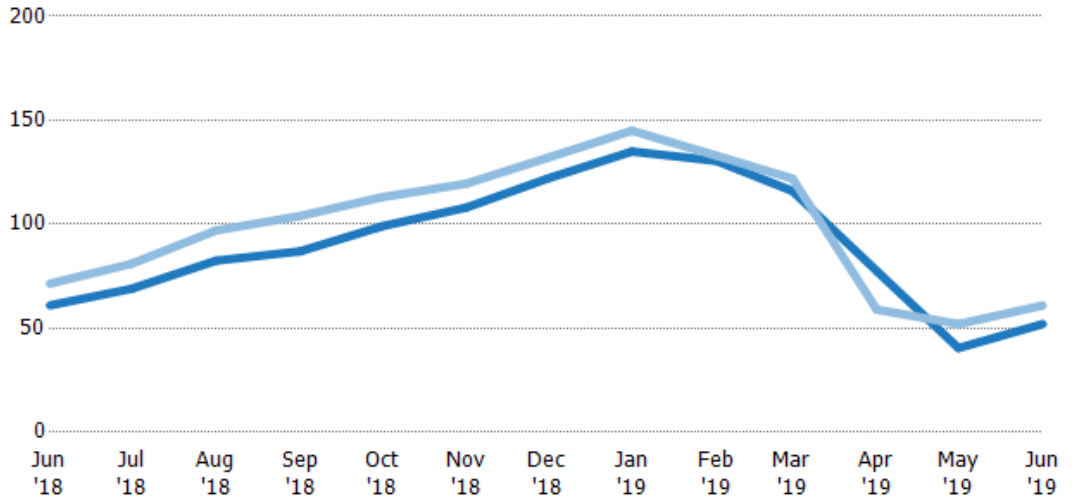
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$351K	\$361K	\$363K	\$357K	\$363K	\$355K	\$351K	\$346K	\$388K	\$407K	\$397K	\$402K	\$390K
Median Listing Price	\$380K	\$382K	\$388K	\$379K	\$395K	\$380K	\$380K	\$380K	\$400K	\$408K	\$409K	\$415K	\$406K
Med Listing Price as a % of Med Est Value	108%	106%	107%	106%	109%	107%	108%	110%	103%	100%	103%	103%	104%

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



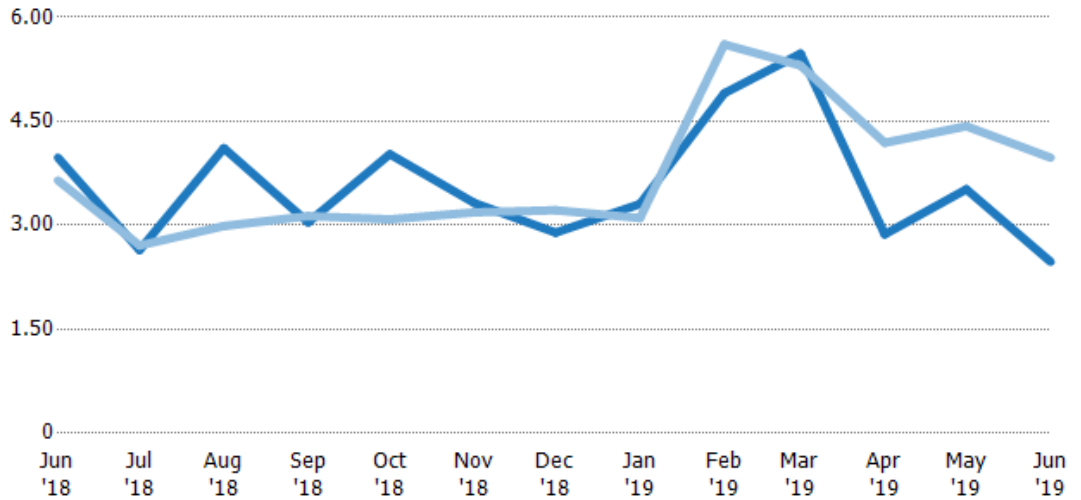
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	61	69	82.5	87	99	108	122	135	131	116	77.5	40.5	52
Prior Year	71.5	81	97	104	113	120	132	145	133	122	59	52	61
Percent Change from Prior Year	-15%	-15%	-15%	-16%	-12%	-10%	-8%	-7%	-2%	-5%	31%	-22%	-15%

## 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



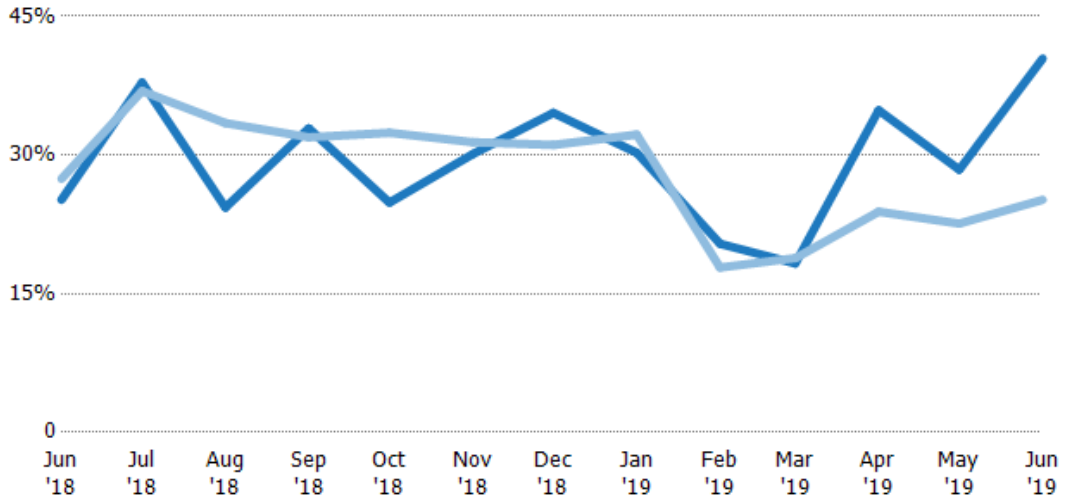
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	3.98	2.64	4.11	3.04	4.03	3.32	2.89	3.31	4.9	5.48	2.87	3.52	2.47
Prior Year	3.65	2.71	2.99	3.13	3.09	3.19	3.22	3.1	5.61	5.31	4.19	4.43	3.98
Percent Change from Prior Year	9%	-2%	38%	-3%	30%	4%	-10%	7%	-13%	3%	-32%	-21%	-38%

## 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.
Jun '19	40%	-15.3%
Jun '18	25%	2.3%
Jun '17	27%	-21.8%

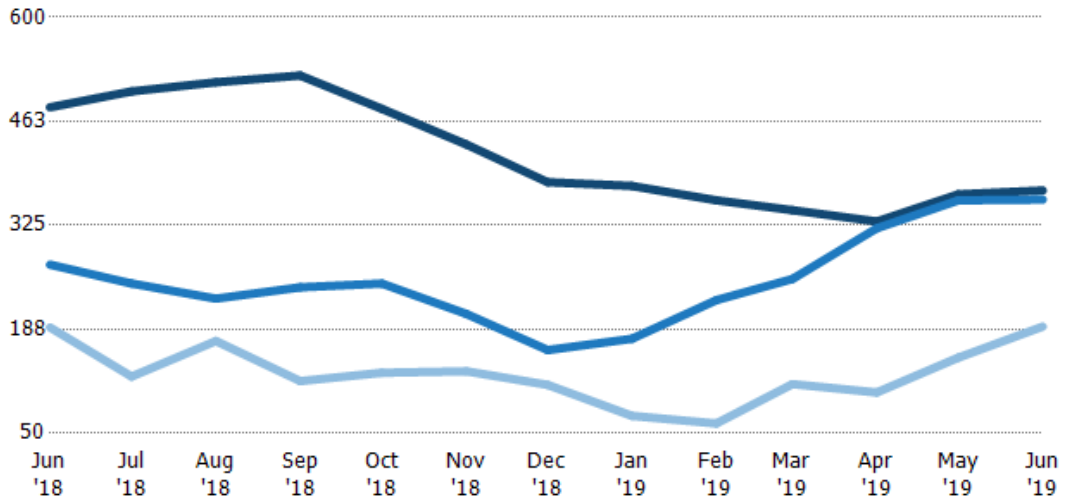
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	25%	38%	24%	33%	25%	30%	35%	30%	20%	18%	35%	28%	40%
Prior Year	27%	37%	33%	32%	32%	31%	31%	32%	18%	19%	24%	23%	25%
Change from Prior Year	2%	-1%	9%	-1%	8%	1%	-3%	2%	-3%	1%	-11%	-6%	-15%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	481	502	514	523	479	432	382	377	358	345	330	366	371
Pending	273	248	228	243	248	208	160	175	226	254	321	358	359
Sold	190	125	172	119	130	132	114	73	63	115	104	150	191

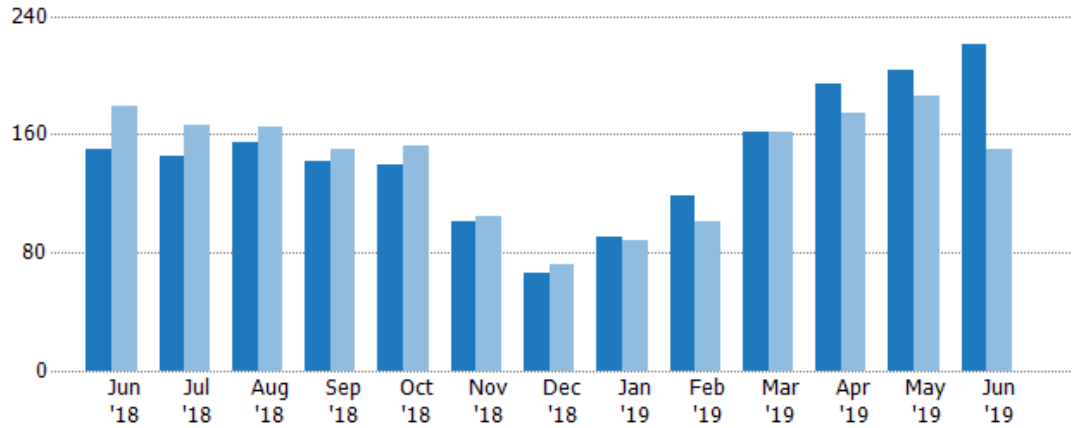
## New Pending Sales

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.
Jun '19	221	47.3%
Jun '18	150	-16.2%
Jun '17	179	-11.7%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	150	145	155	142	140	101	66	91	118	161	194	203	221
Prior Year	179	166	165	150	152	105	72	88	101	161	174	186	150
Percent Change from Prior Year	-16%	-13%	-6%	-5%	-8%	-4%	-8%	3%	17%	0%	11%	9%	47%

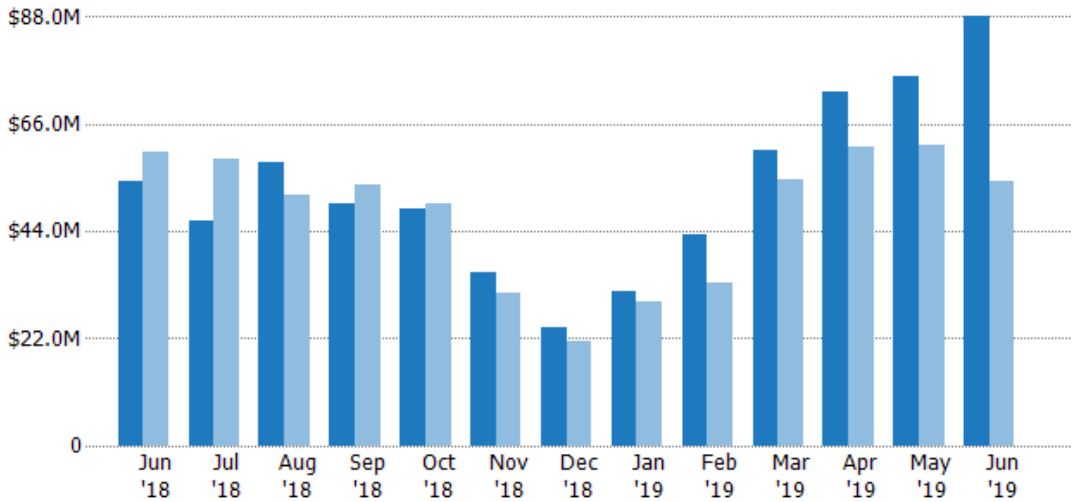
## New Pending Sales Volume

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.
Jun '19	\$88.3M	62.2%
Jun '18	\$54.4M	-9.9%
Jun '17	\$60.5M	-15%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$54.4M	\$46.3M	\$58.3M	\$49.5M	\$48.5M	\$35.5M	\$24.3M	\$31.6M	\$43.3M	\$60.7M	\$72.5M	\$75.7M	\$88.3M
Prior Year	\$60.5M	\$59M	\$51.5M	\$53.7M	\$49.8M	\$31.5M	\$21.5M	\$29.5M	\$33.5M	\$54.6M	\$61.3M	\$61.6M	\$54.4M
Percent Change from Prior Year	-10%	-22%	13%	-8%	-3%	13%	13%	7%	29%	11%	18%	23%	62%



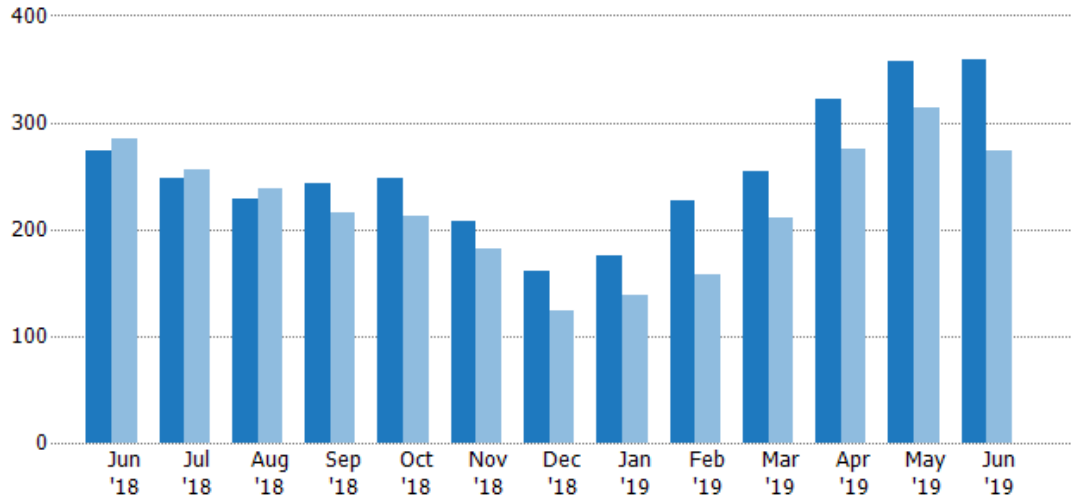
## Pending Sales

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.
Jun '19	359	31.5%
Jun '18	273	-3.9%
Jun '17	284	6%



Current Year	273	248	228	243	248	208	160	175	226	254	321	358	359
Prior Year	284	255	238	215	213	182	123	139	157	210	275	314	273
Percent Change from Prior Year	-4%	-3%	-4%	13%	16%	14%	30%	26%	44%	21%	17%	14%	32%

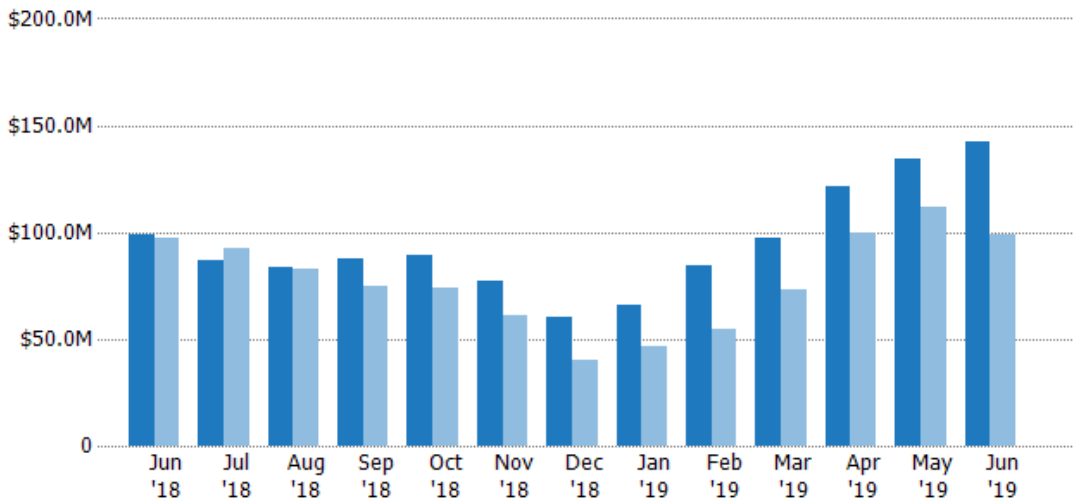
## Pending Sales Volume

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.
Jun '19	\$143M	44%
Jun '18	\$99M	1.6%
Jun '17	\$97.5M	1.4%



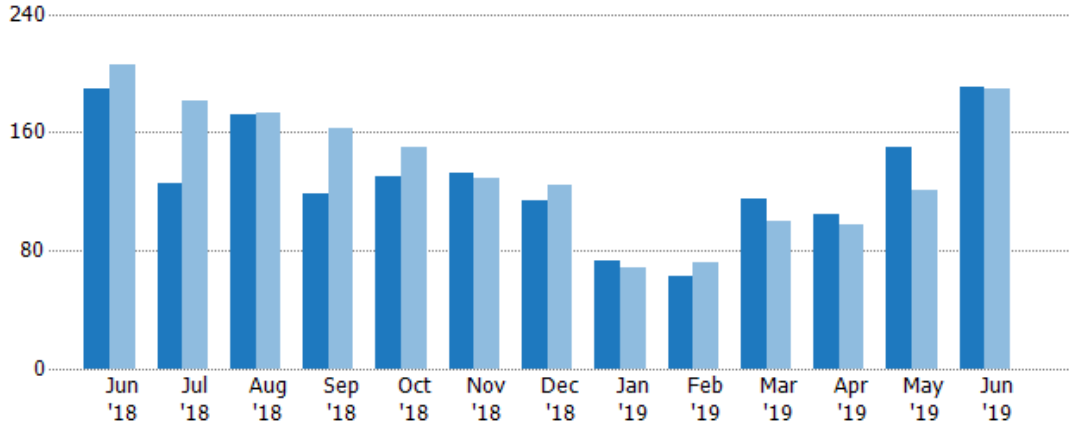
Current Year	\$99M	\$87.1M	\$83.7M	\$87.9M	\$89.3M	\$77.5M	\$60M	\$66.1M	\$84.2M	\$97.7M	\$122M	\$135M	\$143M
Prior Year	\$97.5M	\$92.4M	\$83M	\$74.8M	\$73.9M	\$61.2M	\$39.9M	\$46.9M	\$54.4M	\$72.9M	\$100M	\$112M	\$99M
Percent Change from Prior Year	2%	-6%	1%	17%	21%	27%	51%	41%	55%	34%	22%	20%	44%

## 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



Month/Year	Count	% Chg.
Jun '19	191	0.5%
Jun '18	190	-7.8%
Jun '17	206	-8.3%

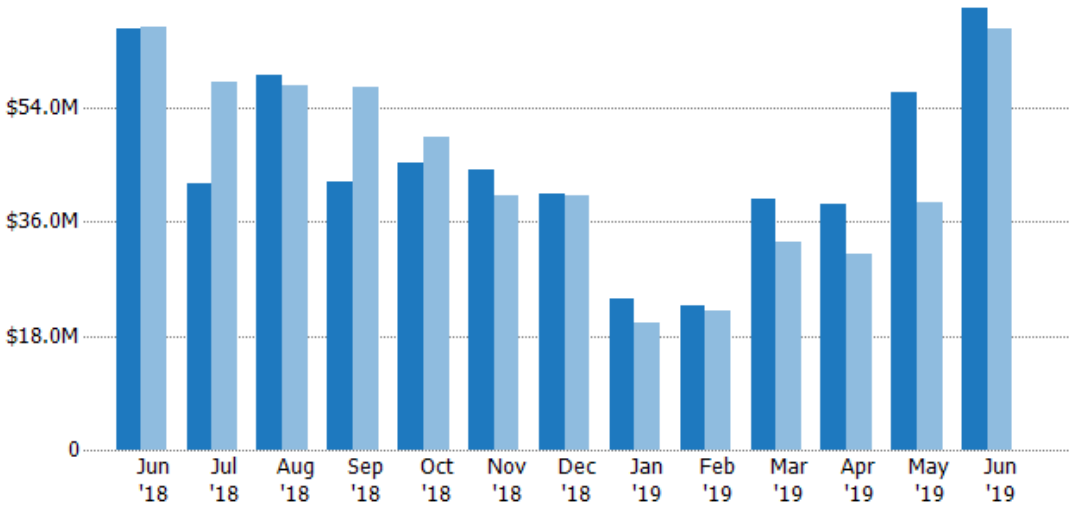
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	190	125	172	119	130	132	114	73	63	115	104	150	191
Prior Year	206	181	173	163	150	129	124	69	72	100	98	121	190
Percent Change from Prior Year	-8%	-31%	-1%	-27%	-13%	2%	-8%	6%	-13%	15%	6%	24%	1%

## 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



Month/Year	Volume	% Chg.
Jun '19	\$69.7M	5%
Jun '18	\$66.4M	-0.6%
Jun '17	\$66.8M	-9.6%

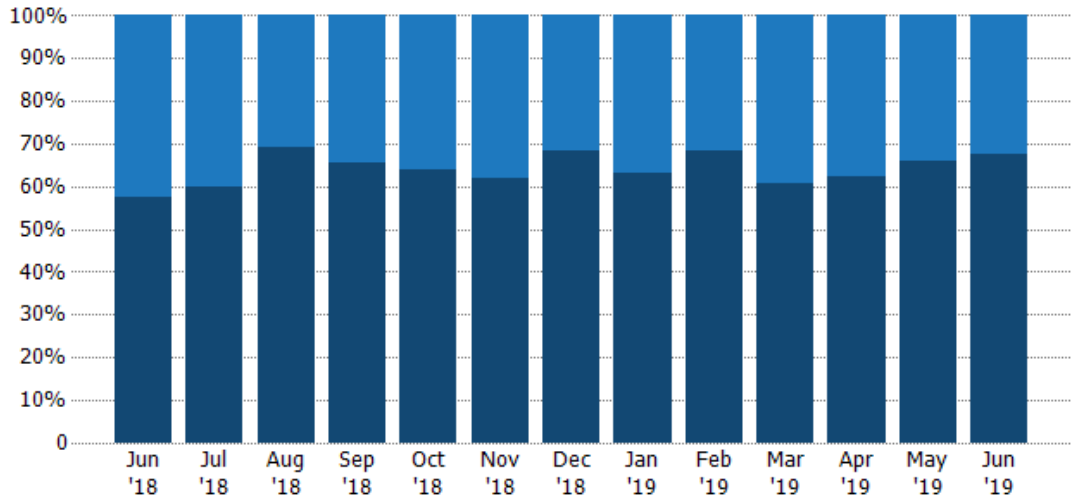
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$66.4M	\$41.9M	\$59.1M	\$42.2M	\$45.2M	\$44.2M	\$40.5M	\$23.8M	\$22.9M	\$39.6M	\$38.7M	\$56.4M	\$69.7M
Prior Year	\$66.8M	\$57.9M	\$57.4M	\$57.1M	\$49.3M	\$40.2M	\$40.1M	\$20.1M	\$21.8M	\$32.7M	\$31M	\$39.2M	\$66.4M
Percent Change from Prior Year	-1%	-28%	3%	-26%	-8%	10%	1%	19%	5%	21%	25%	44%	5%

## 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



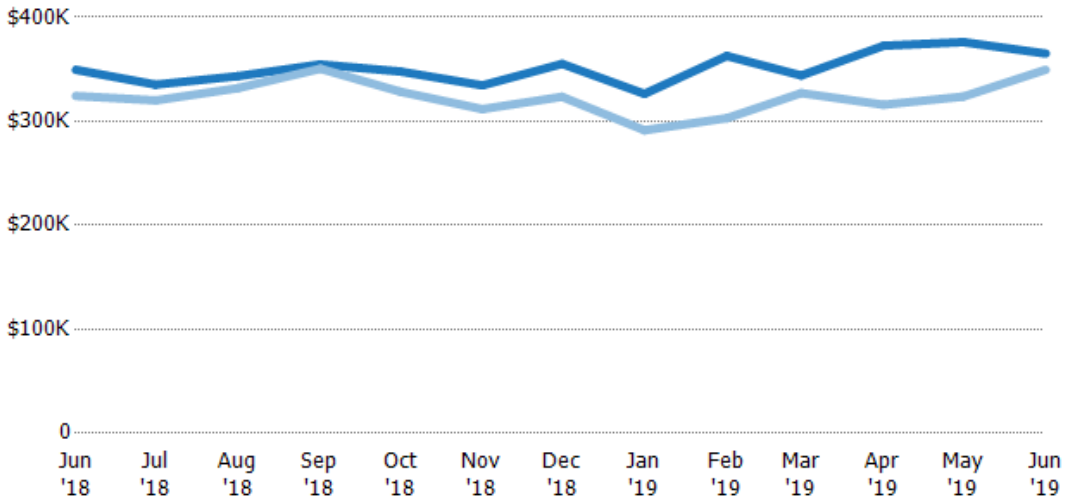
Condo/Townhouse	43%	40%	31%	34%	36%	38%	32%	37%	32%	39%	38%	34%	32%
Single Family Residence	57%	60%	69%	66%	64%	62%	68%	63%	68%	61%	63%	66%	68%

## 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	\$350K	\$335K	\$343K	\$355K	\$348K	\$335K	\$355K	\$326K	\$363K	\$344K	\$373K	\$376K	\$365K
Prior Year	\$324K	\$320K	\$332K	\$351K	\$329K	\$312K	\$324K	\$291K	\$303K	\$327K	\$316K	\$324K	\$350K
Percent Change from Prior Year	8%	5%	3%	1%	6%	7%	10%	12%	20%	5%	18%	16%	4%

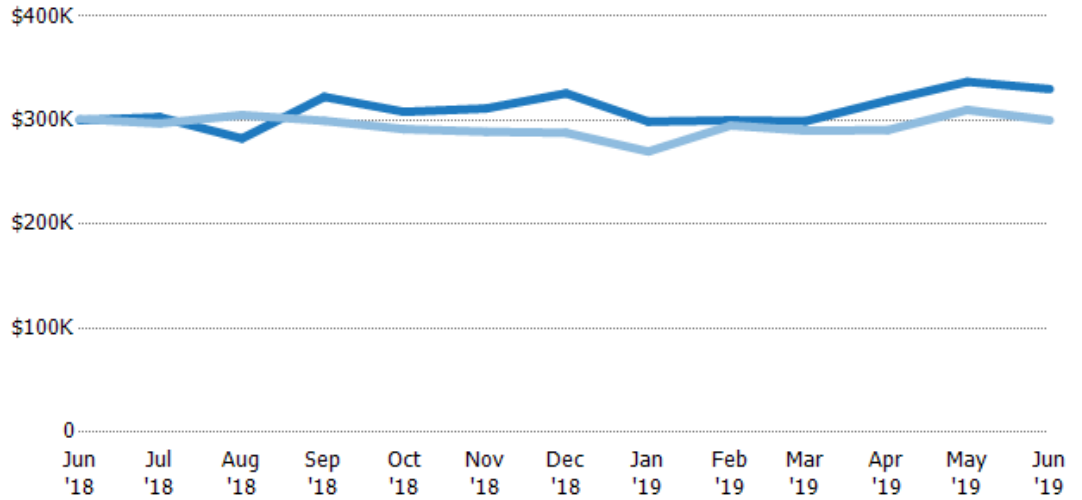
## Median Sales Price

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.
Jun '19	\$330K	10%
Jun '18	\$300K	-0.4%
Jun '17	\$301K	-4.1%



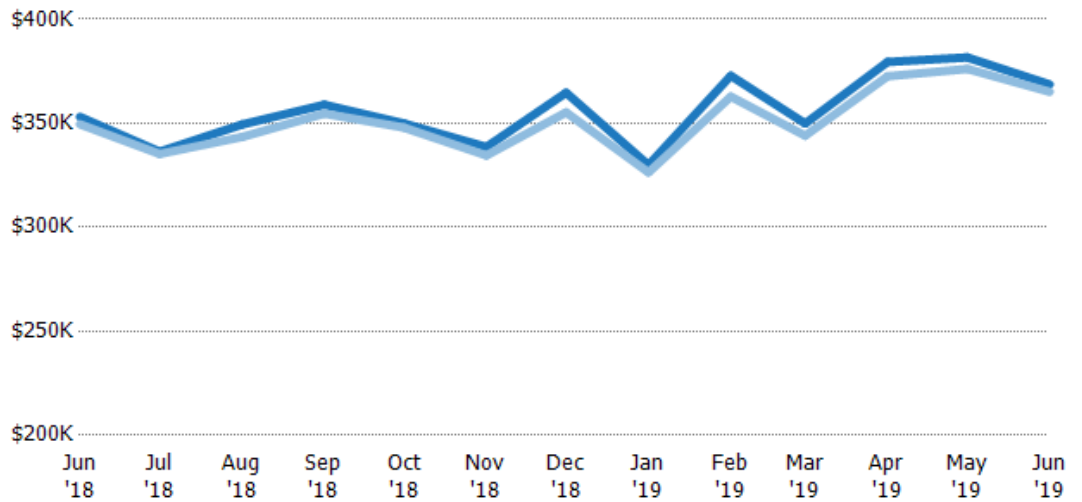
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$300K	\$303K	\$283K	\$323K	\$308K	\$311K	\$326K	\$299K	\$300K	\$299K	\$319K	\$337K	\$330K
Prior Year	\$301K	\$297K	\$305K	\$300K	\$292K	\$289K	\$288K	\$270K	\$295K	\$290K	\$291K	\$310K	\$300K
Percent Change from Prior Year	0%	2%	-7%	8%	6%	8%	13%	11%	2%	3%	10%	9%	10%

## 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



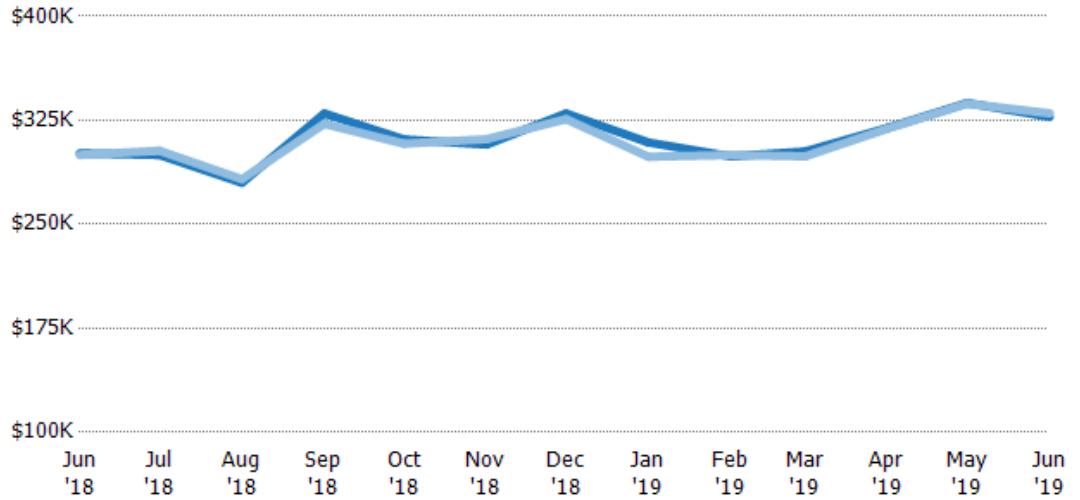
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	\$353K	\$336K	\$349K	\$359K	\$350K	\$339K	\$365K	\$330K	\$373K	\$350K	\$380K	\$382K	\$369K
Avg Sales Price	\$350K	\$335K	\$343K	\$355K	\$348K	\$335K	\$355K	\$326K	\$363K	\$344K	\$373K	\$376K	\$365K
Avg Sales Price as a % of Avg List Price	99%	100%	98%	99%	99%	99%	97%	99%	97%	98%	98%	99%	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.

### Filters Used

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



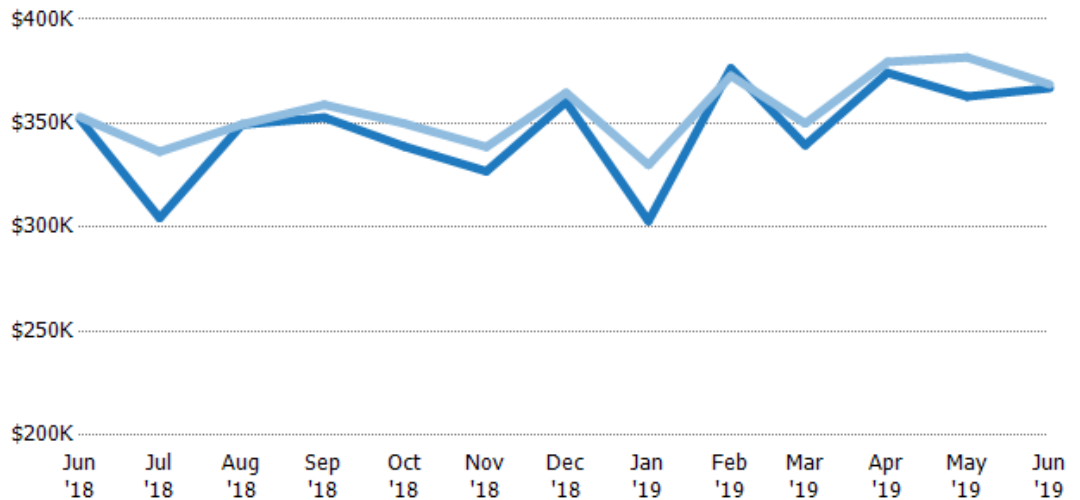
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$301K	\$300K	\$280K	\$330K	\$311K	\$308K	\$330K	\$309K	\$299K	\$303K	\$320K	\$338K	\$328K
Median Sales Price	\$300K	\$303K	\$283K	\$323K	\$308K	\$311K	\$326K	\$299K	\$300K	\$299K	\$319K	\$337K	\$330K
Med Sales Price as a % of Med List Price	100%	101%	101%	98%	99%	101%	99%	97%	100%	99%	100%	100%	101%

## 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



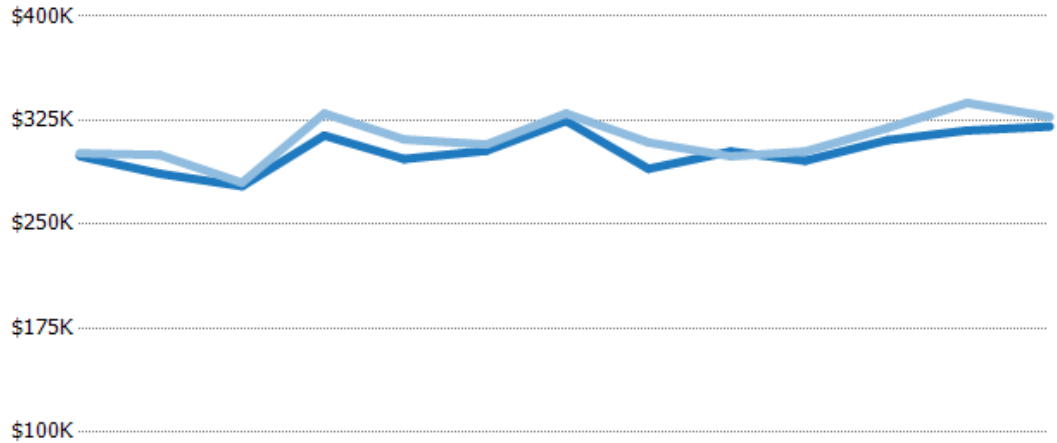
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$352K	\$304K	\$349K	\$353K	\$339K	\$327K	\$360K	\$303K	\$376K	\$339K	\$374K	\$363K	\$367K
Avg Sales Price	\$353K	\$336K	\$349K	\$359K	\$350K	\$339K	\$365K	\$330K	\$373K	\$350K	\$380K	\$382K	\$369K
Avg Sales Price as a % of Avg Est Value	100%	110%	100%	102%	103%	104%	101%	109%	99%	103%	101%	105%	100%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$299K	\$287K	\$277K	\$314K	\$297K	\$303K	\$325K	\$290K	\$302K	\$296K	\$311K	\$318K	\$320K
Median Sales Price	\$301K	\$300K	\$280K	\$330K	\$311K	\$308K	\$330K	\$309K	\$299K	\$303K	\$320K	\$338K	\$328K
Med Sales Price as a % of Med Est Value	101%	105%	101%	105%	105%	101%	102%	107%	99%	102%	103%	106%	102%