

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	232	187	+24.1%	1,254	1,226	+2.3%
New Listing Volume	\$97,988,285	\$68,384,499	+43.3%	\$499,527,089	\$453,594,146	+10.1%
Active Listing Count	430	506	-15%	N/A	N/A	
Active Listing Volume	\$207,174,879	\$239,278,600	-13.4%	N/A	N/A	
Average Listing Price	\$481,802	\$472,883	+1.9%	\$478,720	\$480,157	-0.3%
Median Listing Price	\$399,000	\$379,900	+5%	\$401,761	\$388,964	+3.3%
Median Days in RPR	57	69	-17.4%	79.07	82.67	-4.4%
Months of Inventory	2.3	2.6	-14.1%	3.4	3.4	-0.4%
Absorption Rate	44.42%	38.14%	+6.3%	29.78%	29.67%	+0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	196	145	+35.2%	1,177	1,007	+16.9%
New Pending Sales Volume	\$76,084,211	\$46,292,243	+64.4%	\$446,031,312	\$342,225,369	+30.3%
Pending Sales Count	340	249	+36.5%	N/A	N/A	
Pending Sales Volume	\$138,357,979	\$87,675,292	+57.8%	N/A	N/A	
Closed Sales Count	181	124	+46%	884	789	+12%
Closed Sales Volume	\$67,771,730	\$41,661,184	+62.7%	\$322,825,923	\$259,309,025	+24.5%
Average Sales Price	\$374,429	\$335,977	+11.4%	\$365,188	\$328,655	+11.1%
Median Sales Price	\$349,900	\$305,250	+14.6%	\$325,838	\$296,749	+9.8%

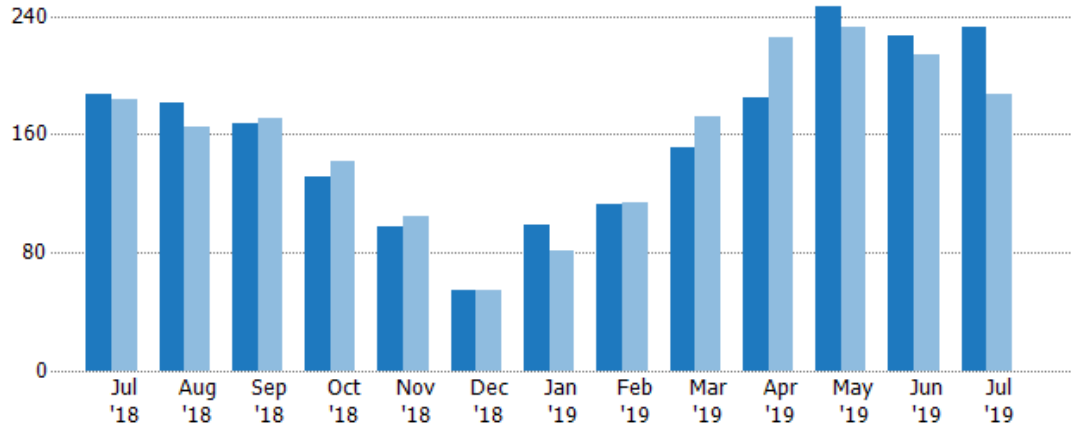
New Listings

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.
Jul '19	232	24.1%
Jul '18	187	1.6%
Jul '17	184	10.9%



Current Year	187	181	167	131	97	54	99	113	151	185	247	227	232
Prior Year	184	165	171	142	105	54	81	114	172	225	233	214	187
Percent Change from Prior Year	2%	10%	-2%	-8%	-8%	0%	22%	-1%	-12%	-18%	6%	6%	24%

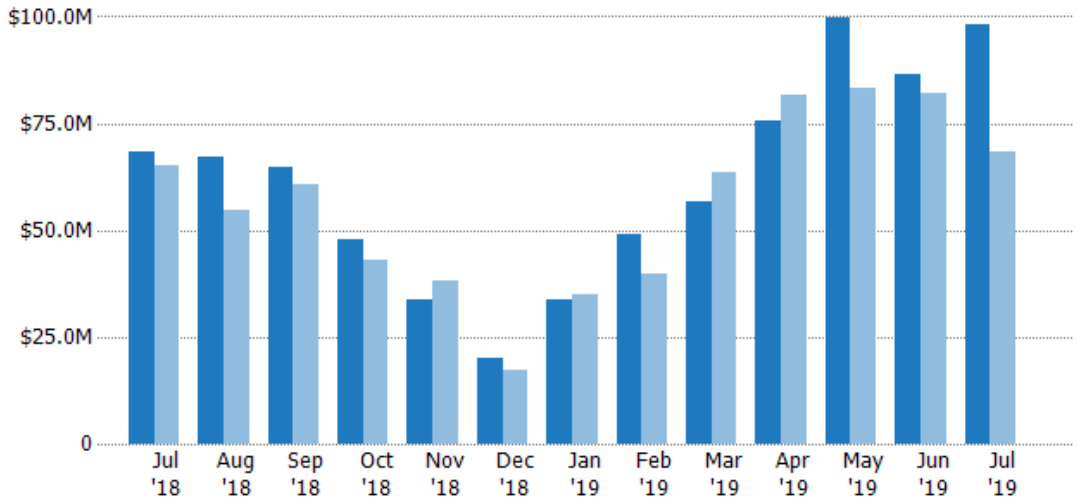
New Listing Volume

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.
Jul '19	\$98M	43.3%
Jul '18	\$68.4M	5.1%
Jul '17	\$65.1M	4.5%



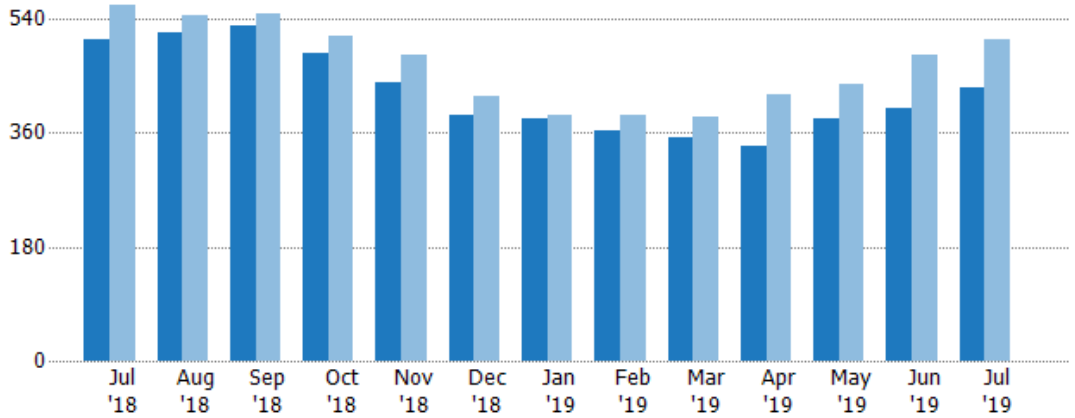
Current Year	\$68.4M	\$67.2M	\$64.7M	\$47.9M	\$33.6M	\$19.9M	\$33.8M	\$49M	\$56.7M	\$75.8M	\$100M	\$86.5M	\$98M
Prior Year	\$65.1M	\$54.8M	\$60.7M	\$43.1M	\$38.3M	\$17.2M	\$34.9M	\$39.6M	\$63.5M	\$81.8M	\$83.2M	\$82.2M	\$68.4M
Percent Change from Prior Year	5%	23%	7%	11%	-12%	16%	-3%	24%	-11%	-7%	20%	5%	43%

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



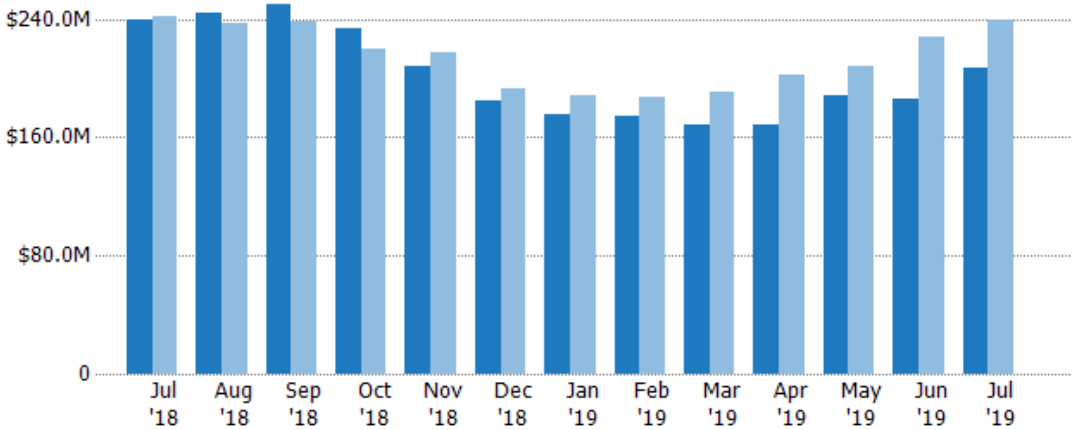
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	506	561	-10%
Aug '18	518	544	-5%
Sep '18	529	548	-3%
Oct '18	485	512	-5%
Nov '18	439	484	-9%
Dec '18	389	418	-7%
Jan '19	382	388	-2%
Feb '19	363	388	-6%
Mar '19	353	384	-8%
Apr '19	340	421	-19%
May '19	382	436	-12%
Jun '19	399	483	-17%
Jul '19	430	506	-15%

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



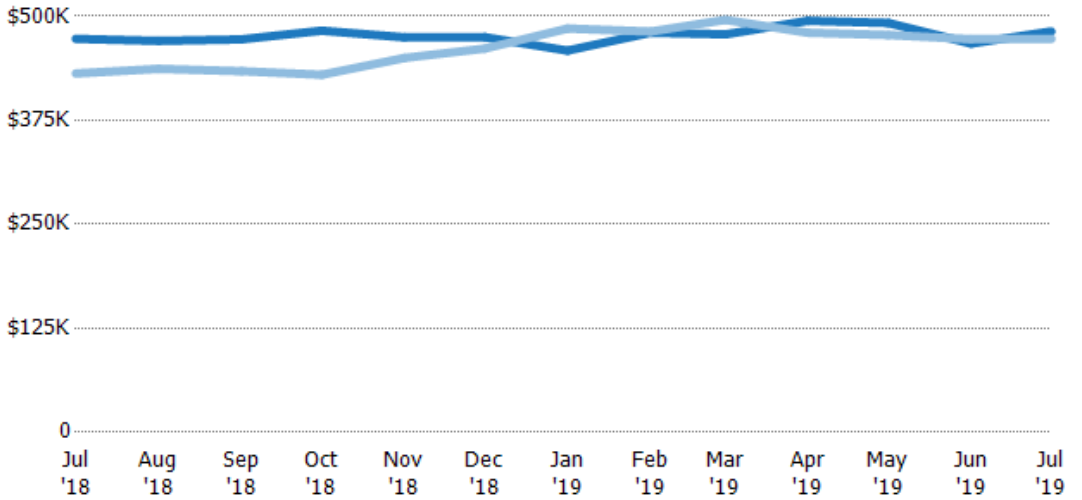
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	\$239M	\$242M	-1%
Aug '18	\$244M	\$238M	3%
Sep '18	\$250M	\$238M	5%
Oct '18	\$234M	\$220M	6%
Nov '18	\$208M	\$218M	-4%
Dec '18	\$185M	\$193M	-4%
Jan '19	\$175M	\$188M	-7%
Feb '19	\$174M	\$187M	-7%
Mar '19	\$169M	\$190M	-11%
Apr '19	\$168M	\$202M	-17%
May '19	\$188M	\$208M	-10%
Jun '19	\$186M	\$228M	-18%
Jul '19	\$207M	\$239M	-13%

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



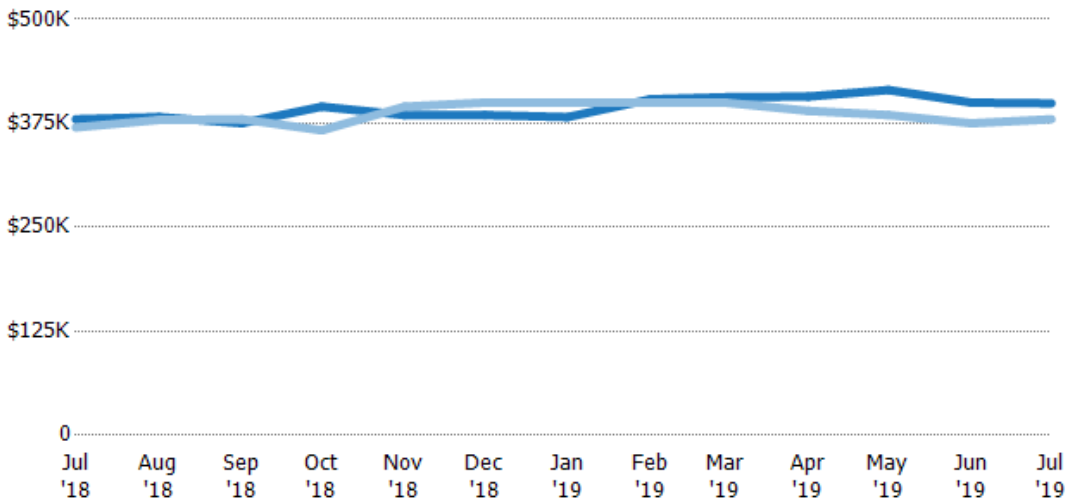
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$473K	\$470K	\$472K	\$483K	\$475K	\$475K	\$459K	\$480K	\$478K	\$495K	\$492K	\$467K	\$482K
Prior Year	\$431K	\$437K	\$434K	\$430K	\$450K	\$461K	\$485K	\$482K	\$496K	\$480K	\$478K	\$472K	\$473K
Percent Change from Prior Year	10%	8%	9%	12%	5%	3%	-5%	0%	-4%	3%	3%	-1%	2%

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



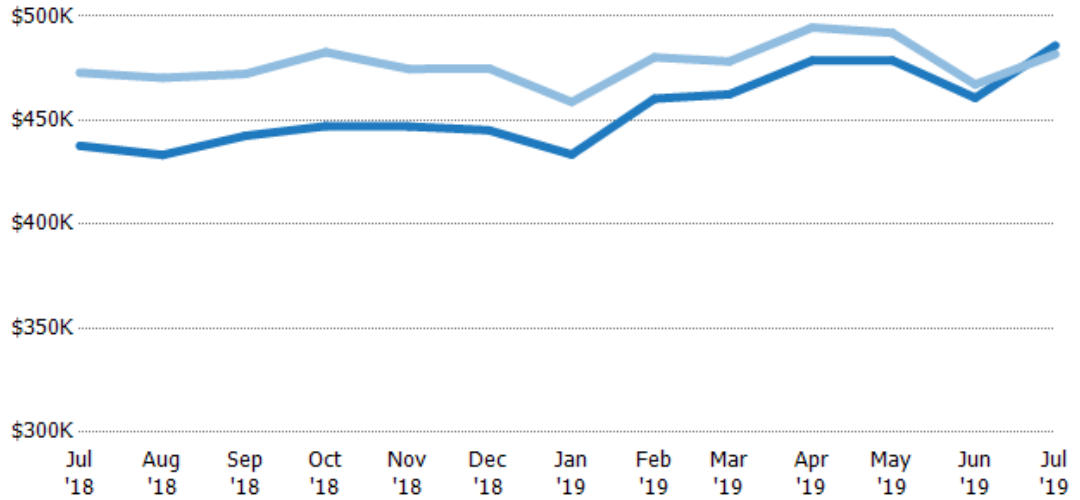
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$380K	\$382K	\$375K	\$395K	\$385K	\$385K	\$382K	\$404K	\$406K	\$407K	\$415K	\$400K	\$399K
Prior Year	\$370K	\$379K	\$380K	\$366K	\$395K	\$400K	\$400K	\$400K	\$400K	\$390K	\$385K	\$375K	\$380K
Percent Change from Prior Year	3%	1%	-1%	8%	-3%	-4%	-4%	1%	2%	4%	8%	7%	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.

Filters Used

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



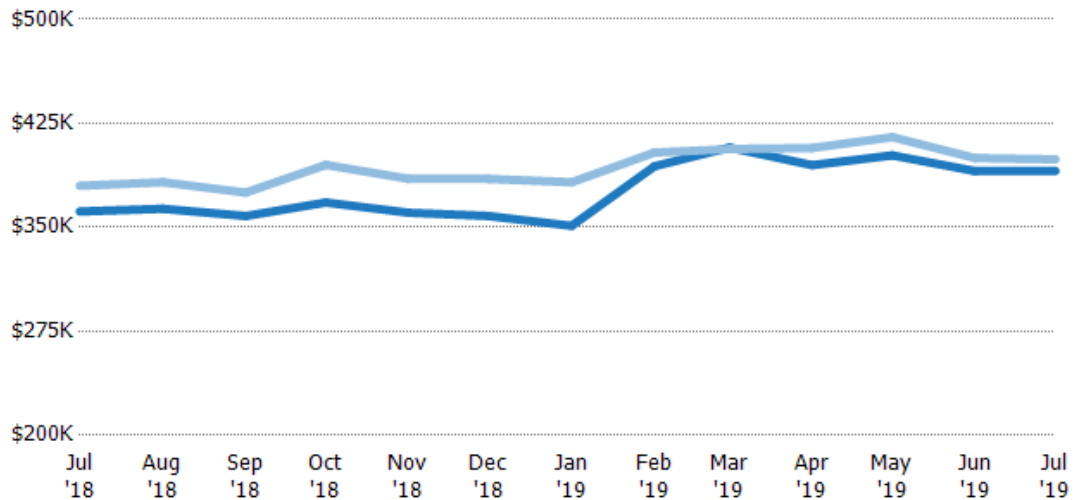
Avg Est Value	\$438K	\$433K	\$443K	\$447K	\$447K	\$445K	\$434K	\$460K	\$463K	\$479K	\$479K	\$461K	\$486K
Avg Listing Price	\$473K	\$470K	\$472K	\$483K	\$475K	\$475K	\$459K	\$480K	\$478K	\$495K	\$492K	\$467K	\$482K
Avg Listing Price as a % of Avg Est Value	108%	109%	107%	108%	106%	107%	106%	104%	103%	103%	103%	101%	99%

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



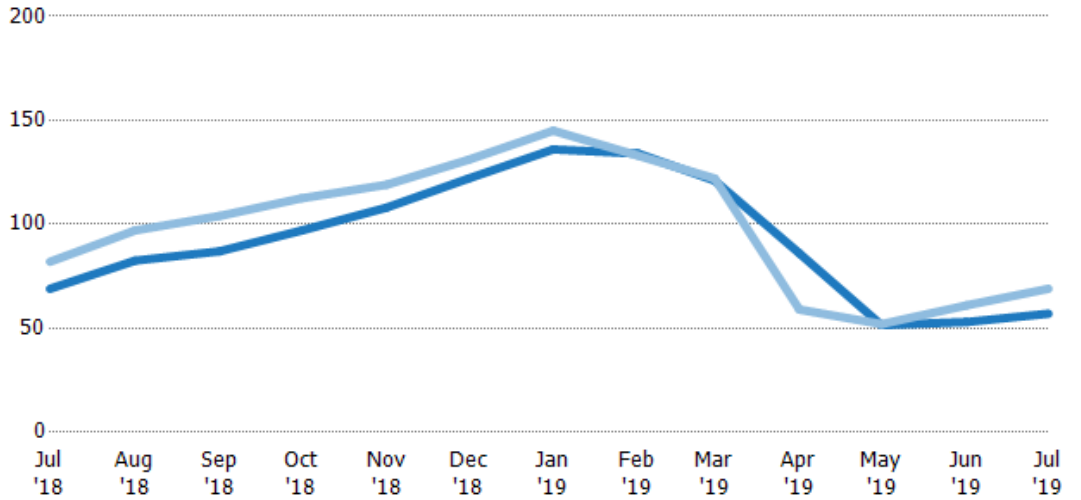
Median Est Value	\$361K	\$363K	\$358K	\$368K	\$361K	\$358K	\$351K	\$394K	\$408K	\$395K	\$402K	\$390K	\$391K
Median Listing Price	\$380K	\$382K	\$375K	\$395K	\$385K	\$385K	\$382K	\$404K	\$406K	\$407K	\$415K	\$400K	\$399K
Med Listing Price as a % of Med Est Value	105%	105%	105%	107%	107%	107%	109%	103%	100%	103%	103%	102%	102%

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



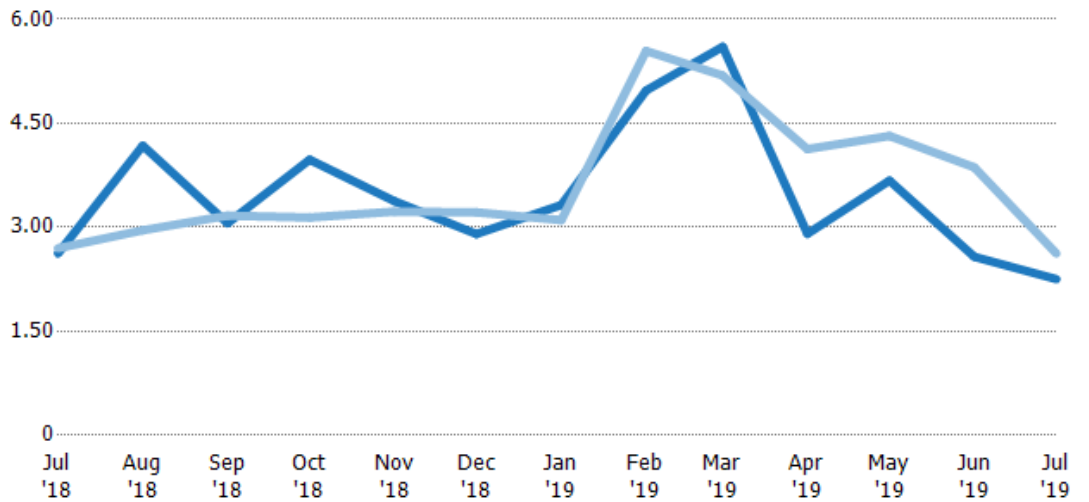
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	69	82.5	87	97	108	122	136	134	121	86	51.5	53	57
Prior Year	82	97	104	113	119	131	145	133	122	59	52	61	69
Percent Change from Prior Year	-16%	-15%	-16%	-14%	-9%	-7%	-6%	1%	-1%	46%	-1%	-13%	-17%

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



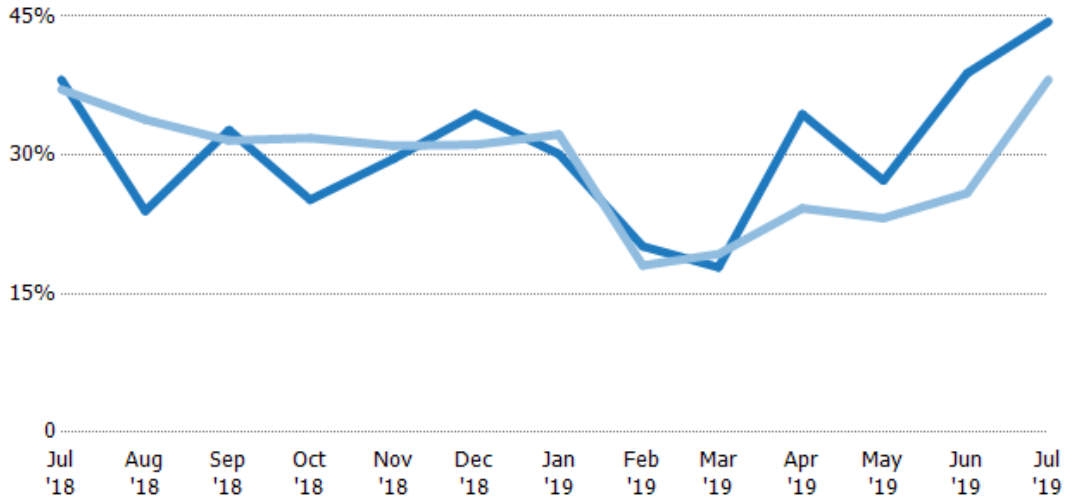
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	2.62	4.18	3.06	3.98	3.38	2.9	3.32	4.97	5.6	2.91	3.67	2.57	2.25
Prior Year	2.7	2.96	3.17	3.14	3.23	3.22	3.1	5.54	5.19	4.13	4.32	3.86	2.62
Percent Change from Prior Year	-3%	41%	-3%	27%	5%	-10%	7%	-10%	8%	-30%	-15%	-33%	-14%

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.
Jul '19	44%	-6.3%
Jul '18	38%	-1.1%
Jul '17	37%	-14.9%

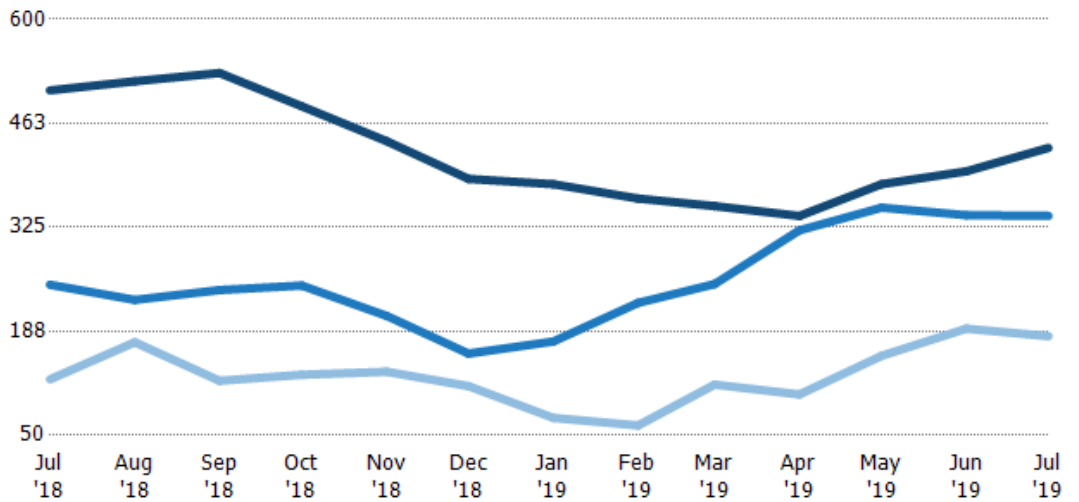
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	38%	24%	33%	25%	30%	34%	30%	20%	18%	34%	27%	39%	44%
Prior Year	37%	34%	32%	32%	31%	31%	32%	18%	19%	24%	23%	26%	38%
Change from Prior Year	-1%	10%	-1%	7%	1%	-3%	2%	-2%	1%	-10%	-4%	-13%	-6%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	506	518	529	485	439	389	382	363	353	340	382	399	430
Pending	249	229	242	248	208	158	174	225	250	321	351	341	340
Sold	124	173	122	130	134	115	73	63	117	104	155	191	181

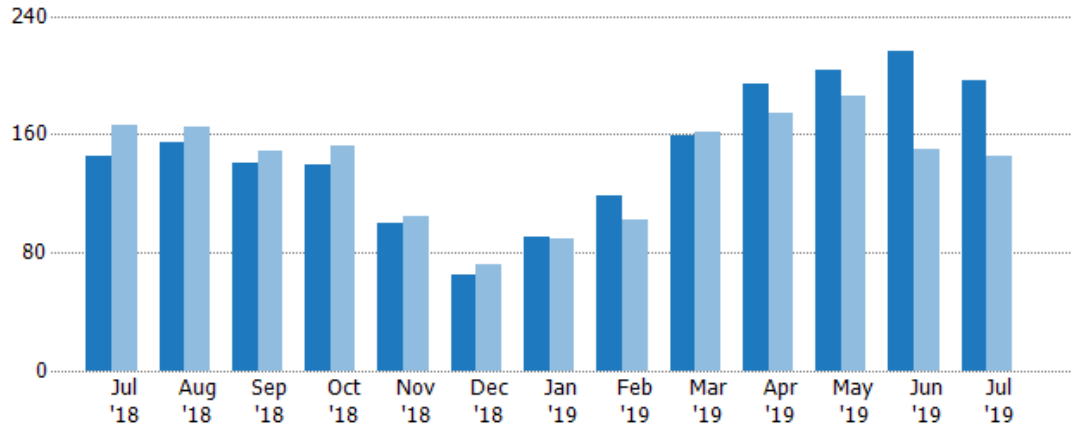
New Pending Sales

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.
Jul '19	196	35.2%
Jul '18	145	-12.7%
Jul '17	166	-9.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	145	155	141	140	100	65	91	118	159	194	203	216	196
Prior Year	166	165	149	152	105	72	89	102	161	174	186	150	145
Percent Change from Prior Year	-13%	-6%	-5%	-8%	-5%	-10%	2%	16%	-1%	11%	9%	44%	35%

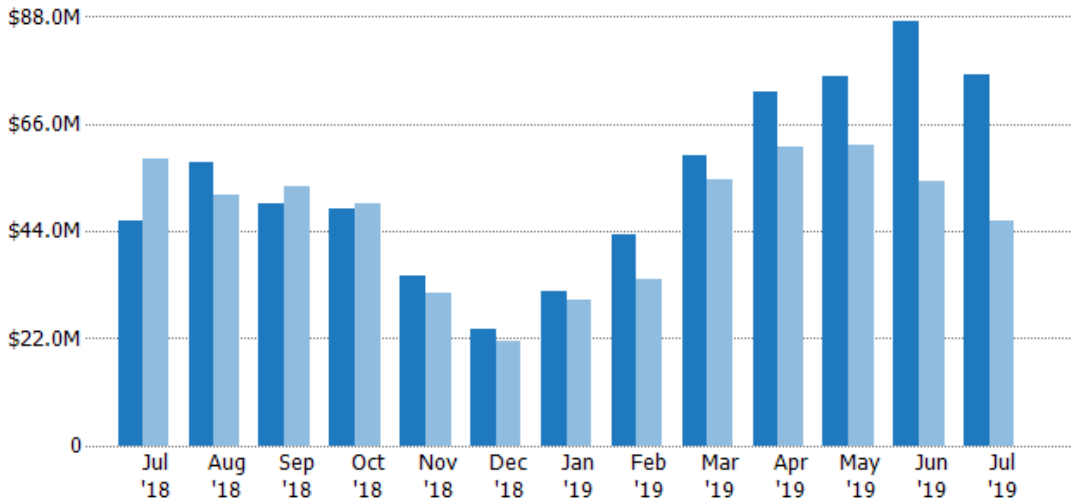
New Pending Sales Volume

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.
Jul '19	\$76.1M	64.4%
Jul '18	\$46.3M	-21.5%
Jul '17	\$59M	-14.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$46.3M	\$58.3M	\$49.7M	\$48.5M	\$35M	\$23.9M	\$31.6M	\$43.4M	\$59.7M	\$72.5M	\$75.7M	\$87M	\$76.1M
Prior Year	\$59M	\$51.5M	\$53.2M	\$49.8M	\$31.5M	\$21.5M	\$30M	\$34M	\$54.6M	\$61.3M	\$61.6M	\$54.4M	\$46.3M
Percent Change from Prior Year	-22%	13%	-7%	-3%	11%	11%	5%	28%	9%	18%	23%	60%	64%

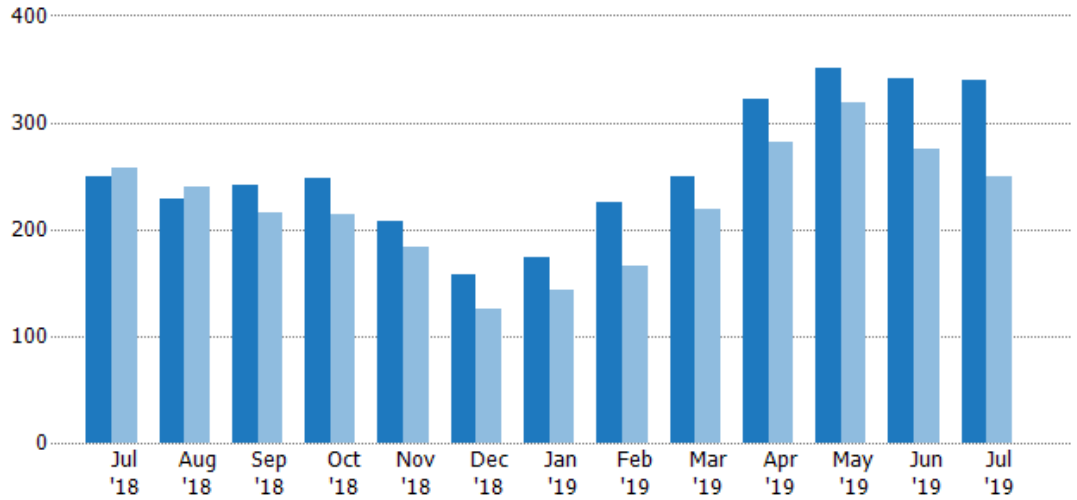
Pending Sales

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.
Jul '19	340	36.5%
Jul '18	249	-3.1%
Jul '17	257	14%



Current Year	249	229	242	248	208	158	174	225	250	321	351	341	340
Prior Year	257	239	215	214	183	125	143	165	219	281	318	275	249
Percent Change from Prior Year	-3%	-4%	13%	16%	14%	26%	22%	36%	14%	14%	10%	24%	37%

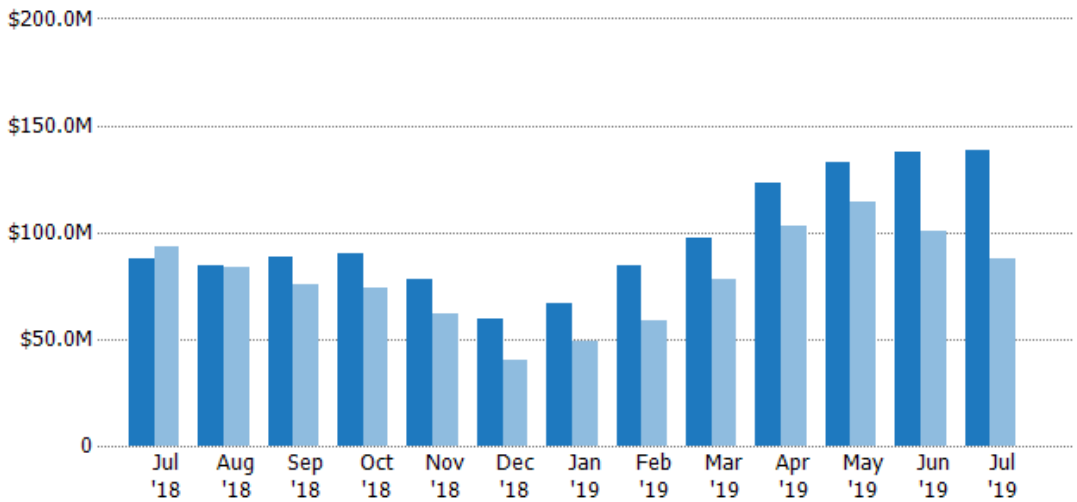
Pending Sales Volume

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.
Jul '19	\$138M	57.8%
Jul '18	\$87.7M	-6.1%
Jul '17	\$93.4M	2.9%



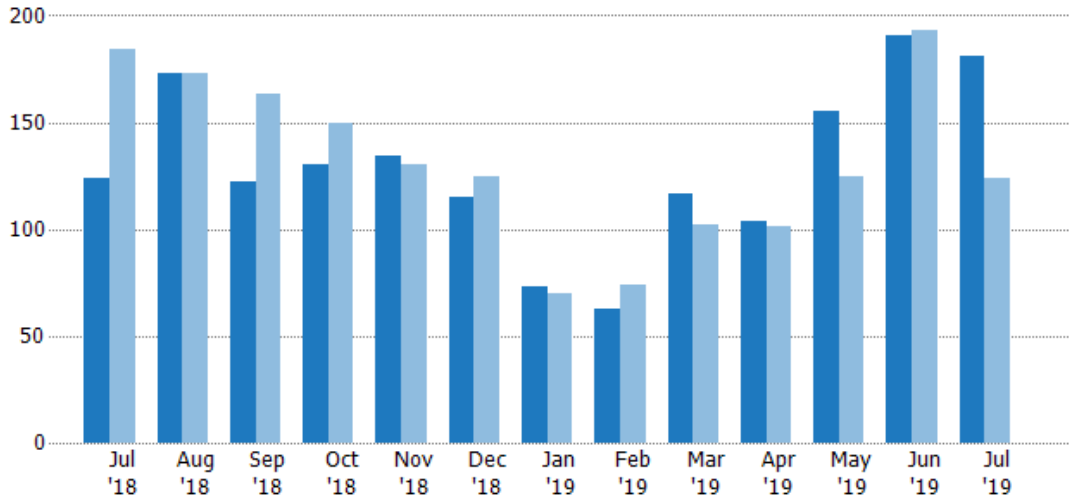
Current Year	\$87.7M	\$84.4M	\$88.1M	\$89.9M	\$77.6M	\$59.7M	\$66.4M	\$84.5M	\$97.1M	\$123M	\$133M	\$137M	\$138M
Prior Year	\$93.4M	\$83.9M	\$75.4M	\$74.1M	\$61.5M	\$40.1M	\$49.2M	\$58.7M	\$77.9M	\$103M	\$115M	\$100M	\$87.7M
Percent Change from Prior Year	-6%	1%	17%	21%	26%	49%	35%	44%	25%	20%	16%	37%	58%

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



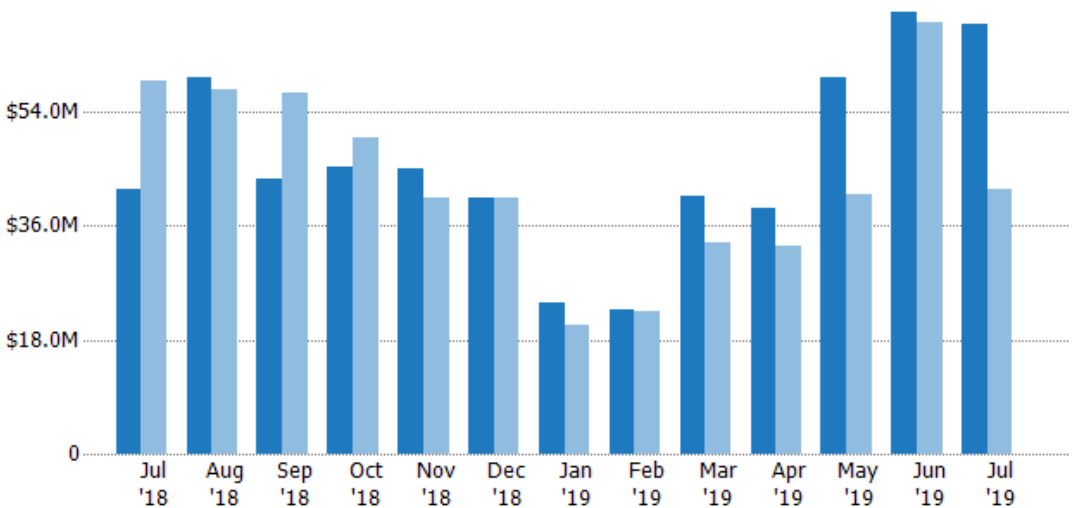
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	124	173	122	130	134	115	73	63	117	104	155	191	181
Prior Year	184	173	163	150	130	125	70	74	102	101	125	193	124
Percent Change from Prior Year	-33%	0%	-25%	-13%	3%	-8%	4%	-15%	15%	3%	24%	-1%	46%

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



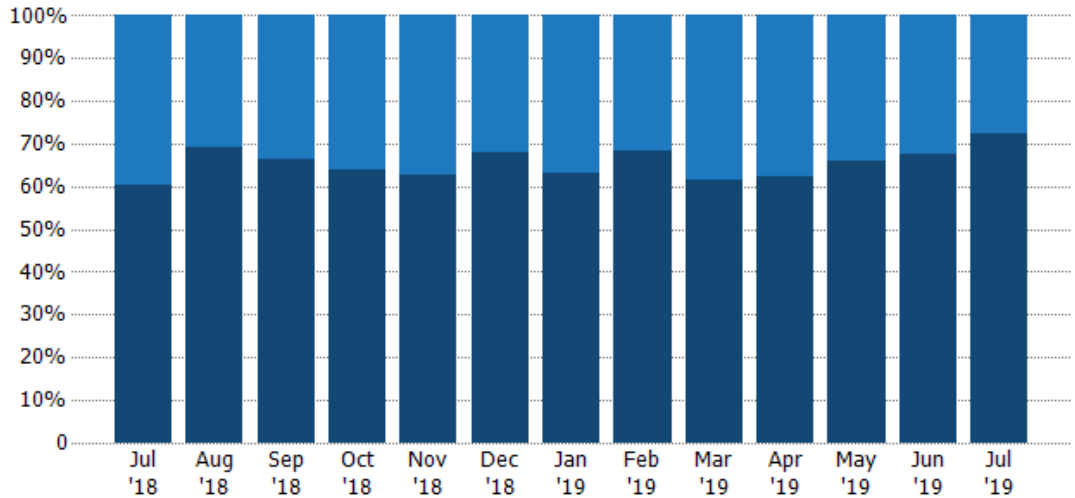
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$41.7M	\$59.5M	\$43.5M	\$45.2M	\$45M	\$40.5M	\$23.8M	\$22.9M	\$40.6M	\$38.7M	\$59.3M	\$69.7M	\$67.8M
Prior Year	\$59M	\$57.4M	\$56.9M	\$49.8M	\$40.4M	\$40.4M	\$20.2M	\$22.4M	\$33.4M	\$32.7M	\$40.9M	\$68M	\$41.7M
Percent Change from Prior Year	-29%	4%	-24%	-9%	11%	0%	18%	2%	22%	18%	45%	3%	63%

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



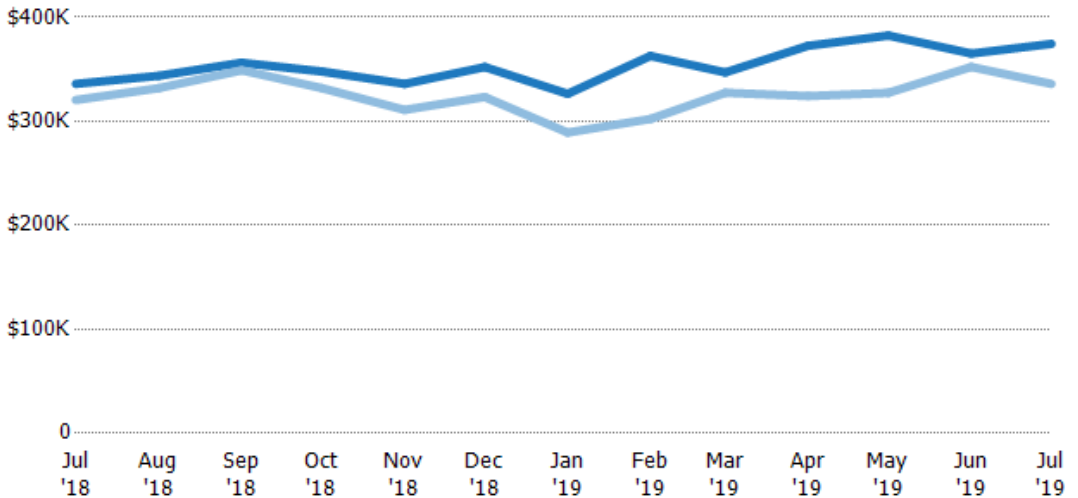
Condo/Townhouse	40%	31%	34%	36%	37%	32%	37%	32%	38%	38%	34%	32%	28%
Single Family Residence	60%	69%	66%	64%	63%	68%	63%	68%	62%	63%	66%	68%	72%

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	\$336K	\$344K	\$356K	\$348K	\$336K	\$352K	\$326K	\$363K	\$347K	\$373K	\$382K	\$365K	\$374K
Prior Year	\$320K	\$332K	\$349K	\$332K	\$311K	\$323K	\$289K	\$302K	\$327K	\$324K	\$327K	\$352K	\$336K
Percent Change from Prior Year	5%	4%	2%	5%	8%	9%	13%	20%	6%	15%	17%	4%	11%

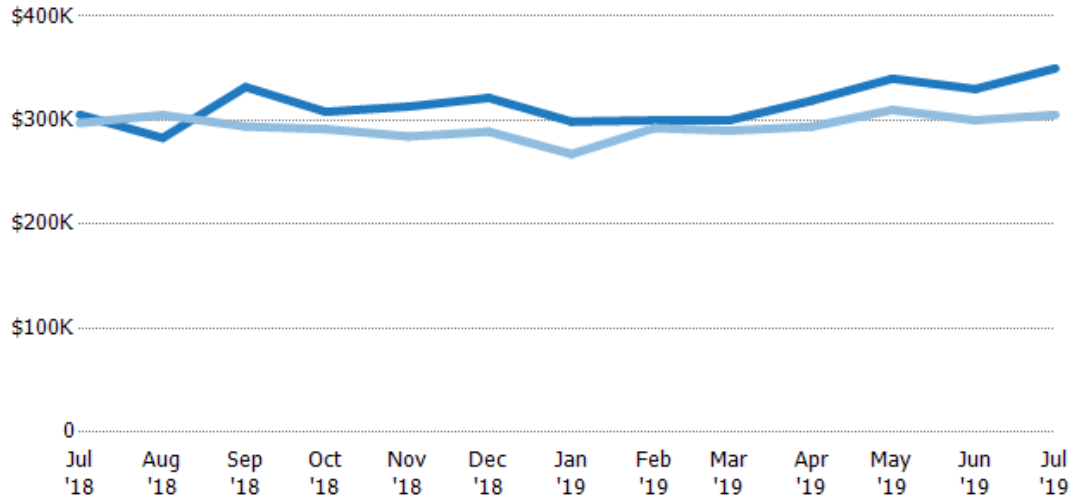
Median Sales Price

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.
Jul '19	\$350K	14.6%
Jul '18	\$305K	2.6%
Jul '17	\$297K	-4.2%



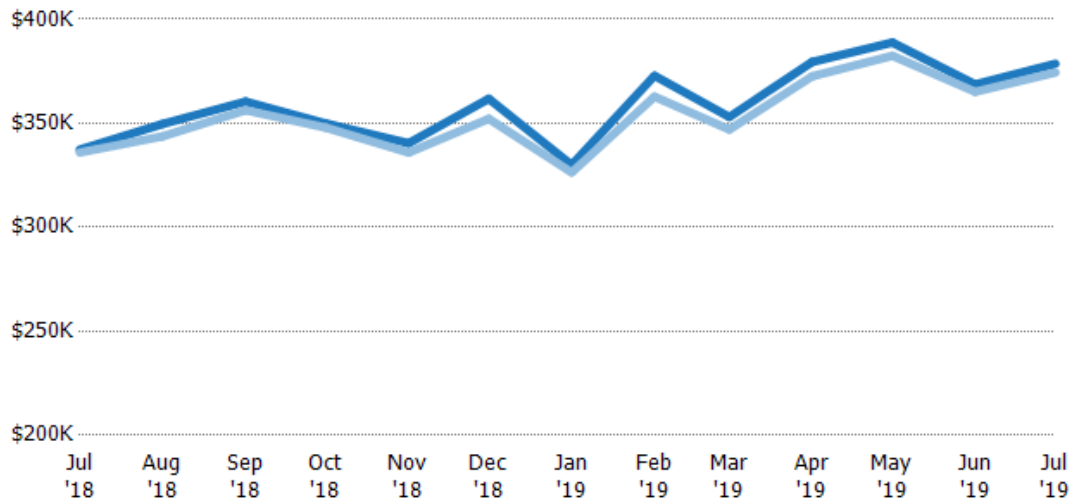
Current Year	\$305K	\$283K	\$332K	\$308K	\$313K	\$322K	\$299K	\$300K	\$300K	\$319K	\$340K	\$330K	\$350K
Prior Year	\$297K	\$305K	\$294K	\$292K	\$284K	\$289K	\$268K	\$293K	\$290K	\$294K	\$310K	\$300K	\$305K
Percent Change from Prior Year	3%	-7%	13%	6%	10%	11%	12%	3%	3%	9%	10%	10%	15%

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



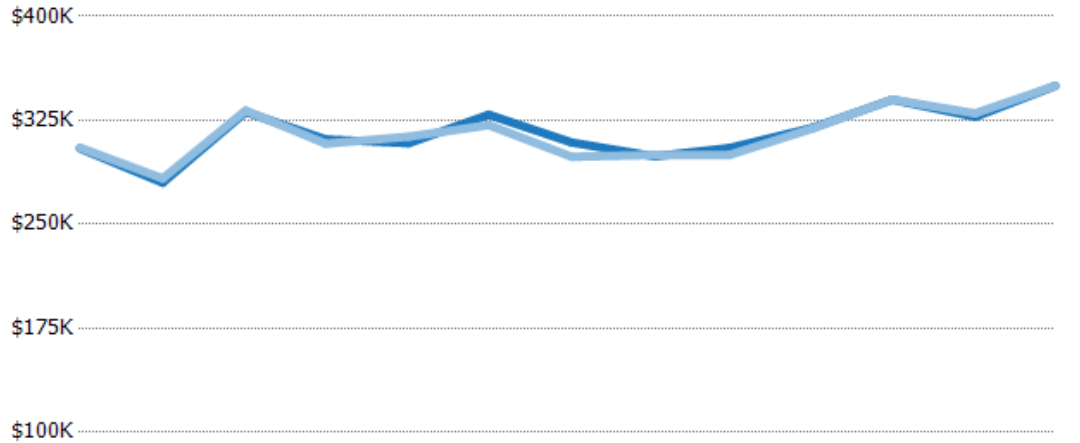
Avg List Price	\$337K	\$350K	\$360K	\$350K	\$340K	\$362K	\$330K	\$373K	\$353K	\$380K	\$389K	\$369K	\$379K
Avg Sales Price	\$336K	\$344K	\$356K	\$348K	\$336K	\$352K	\$326K	\$363K	\$347K	\$373K	\$382K	\$365K	\$374K
Avg Sales Price as a % of Avg List Price	100%	98%	99%	99%	99%	97%	99%	97%	98%	98%	98%	99%	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



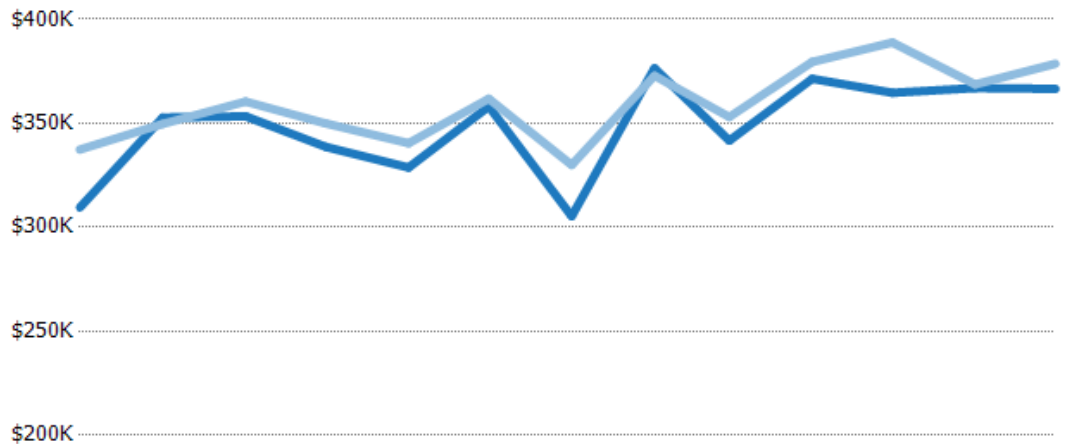
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$305K	\$280K	\$331K	\$311K	\$309K	\$329K	\$309K	\$299K	\$305K	\$320K	\$340K	\$328K	\$350K
Median Sales Price	\$305K	\$283K	\$332K	\$308K	\$313K	\$322K	\$299K	\$300K	\$300K	\$319K	\$340K	\$330K	\$350K
Med Sales Price as a % of Med List Price	100%	101%	100%	99%	102%	98%	97%	100%	98%	100%	100%	101%	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

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



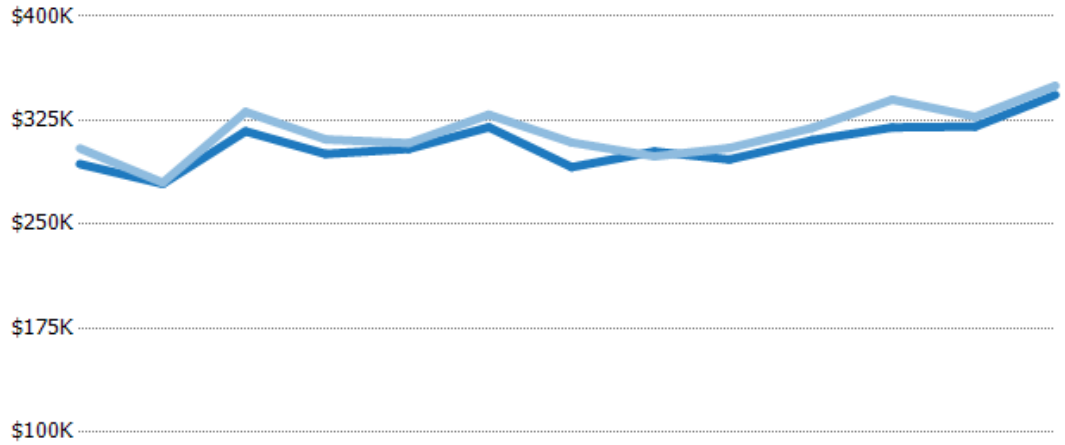
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$310K	\$353K	\$353K	\$339K	\$329K	\$358K	\$305K	\$376K	\$342K	\$371K	\$365K	\$367K	\$367K
Avg Sales Price	\$337K	\$350K	\$360K	\$350K	\$340K	\$362K	\$330K	\$373K	\$353K	\$380K	\$389K	\$369K	\$379K
Avg Sales Price as a % of Avg Est Value	109%	99%	102%	103%	104%	101%	108%	99%	103%	102%	107%	100%	103%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$293K	\$279K	\$317K	\$301K	\$304K	\$320K	\$291K	\$302K	\$297K	\$311K	\$320K	\$320K	\$343K
Median Sales Price	\$305K	\$280K	\$331K	\$311K	\$309K	\$329K	\$309K	\$299K	\$305K	\$320K	\$340K	\$328K	\$350K
Med Sales Price as a % of Med Est Value	104%	100%	104%	103%	101%	103%	106%	99%	103%	103%	106%	102%	102%