

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 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	170	132	+28.8%	1,777	1,687	+5.3%
New Listing Volume	\$68,243,625	\$48,463,252	+40.8%	\$710,824,578	\$623,783,716	+14%
Active Listing Count	373	488	-23.6%	N/A	N/A	
Active Listing Volume	\$192,420,649	\$236,509,496	-18.6%	N/A	N/A	
Average Listing Price	\$515,873	\$484,651	+6.4%	\$483,868	\$482,422	+0.3%
Median Listing Price	\$409,000	\$392,950	+4.1%	\$402,442	\$387,194	+3.9%
Median Days in RPR	77	94	-18.1%	78.05	86.28	-9.5%
Months of Inventory	2.2	4	-45.9%	3.2	3.3	-3.4%
Absorption Rate	45.84%	24.8%	+21%	31.01%	29.96%	+1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	187	140	+33.6%	1,754	1,445	+21.4%
New Pending Sales Volume	\$69,320,835	\$48,483,180	+43%	\$653,647,123	\$499,820,473	+30.8%
Pending Sales Count	292	246	+18.7%	N/A	N/A	
Pending Sales Volume	\$111,229,980	\$89,435,001	+24.4%	N/A	N/A	
Closed Sales Count	157	130	+20.8%	1,404	1,224	+14.7%
Closed Sales Volume	\$57,479,433	\$45,229,839	+27.1%	\$518,021,956	\$411,649,428	+25.8%
Average Sales Price	\$366,111	\$347,922	+5.2%	\$368,962	\$336,315	+9.7%
Median Sales Price	\$330,000	\$308,124	+7.1%	\$327,202	\$300,897	+8.7%

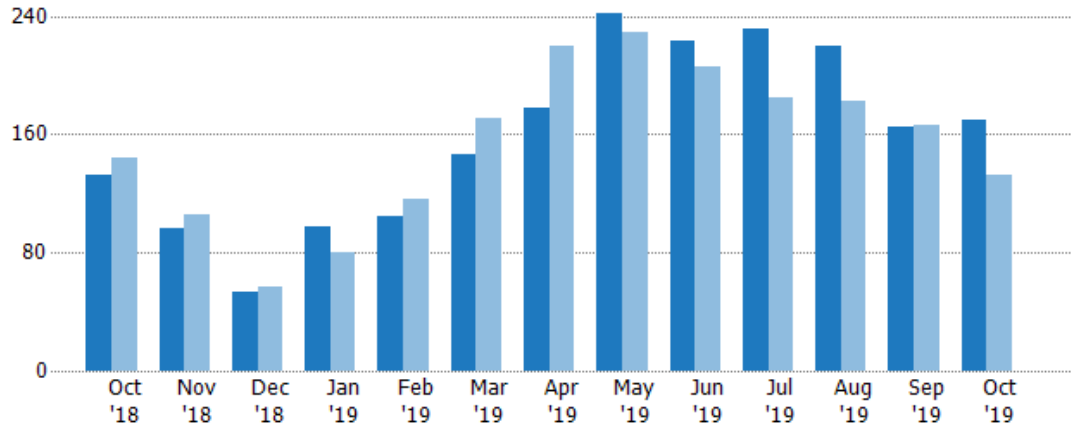
New Listings

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.
Oct '19	170	28.8%
Oct '18	132	-8.3%
Oct '17	144	-11.8%



Current Year	132	96	53	97	105	146	178	242	223	231	220	165	170
Prior Year	144	106	57	80	116	171	220	229	206	185	182	166	132
Percent Change from Prior Year	-8%	-9%	-7%	21%	-9%	-15%	-19%	6%	8%	25%	21%	-1%	29%

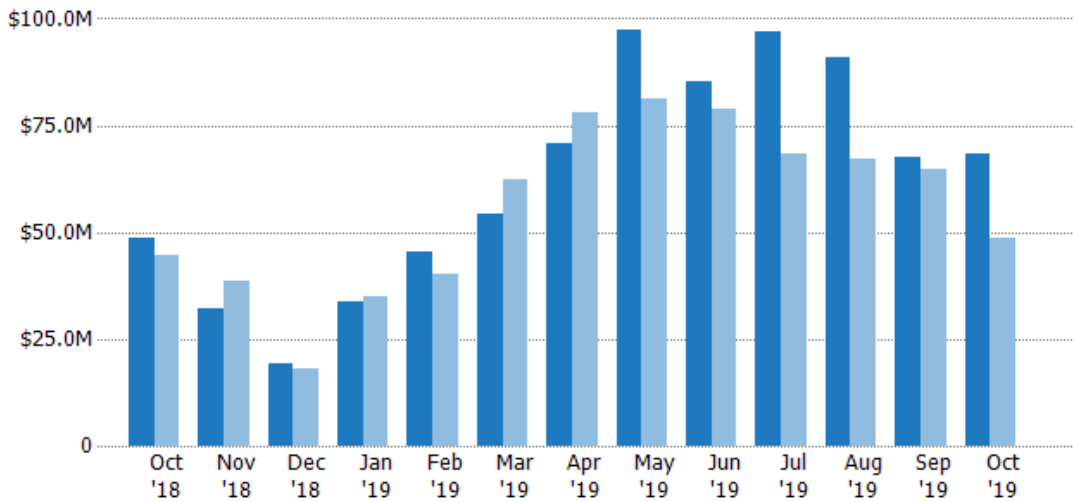
New Listing Volume

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.
Oct '19	\$68.2M	40.8%
Oct '18	\$48.5M	8.6%
Oct '17	\$44.6M	-12.3%



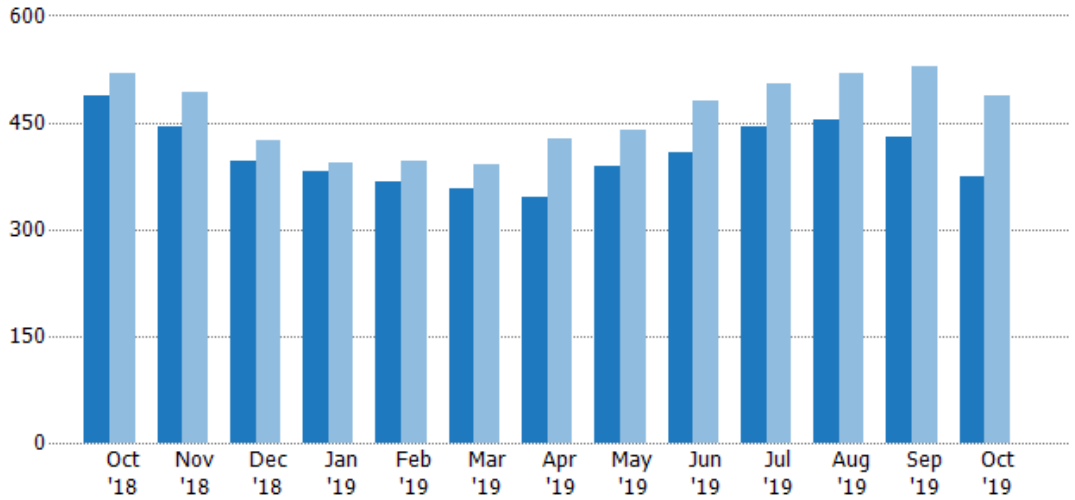
Current Year	\$48.5M	\$32.2M	\$19.1M	\$33.9M	\$45.5M	\$54.3M	\$70.8M	\$97.4M	\$85.4M	\$96.9M	\$91M	\$67.5M	\$68.2M
Prior Year	\$44.6M	\$38.5M	\$18M	\$34.8M	\$40.1M	\$62.2M	\$78.2M	\$81.1M	\$78.8M	\$68.3M	\$67.3M	\$64.6M	\$48.5M
Percent Change from Prior Year	9%	-16%	6%	-3%	13%	-13%	-10%	20%	8%	42%	35%	4%	41%

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



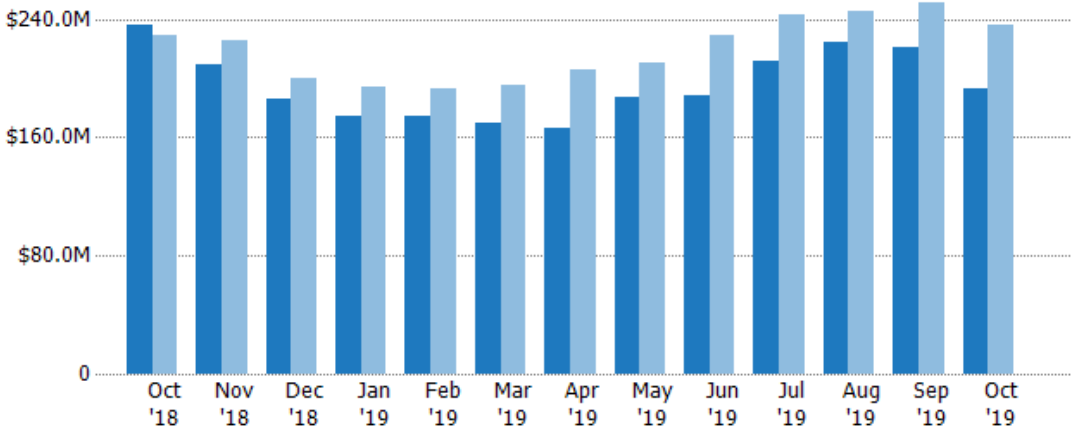
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '18	488	518	-6%
Nov '18	444	492	-10%
Dec '18	396	425	-7%
Jan '19	382	393	-3%
Feb '19	366	395	-7%
Mar '19	358	392	-9%
Apr '19	344	427	-19%
May '19	389	438	-11%
Jun '19	408	481	-15%
Jul '19	444	505	-12%
Aug '19	454	518	-12%
Sep '19	429	529	-19%
Oct '19	373	488	-24%

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
Oct '18	\$237M	\$229M	3%
Nov '18	\$209M	\$226M	-7%
Dec '18	\$186M	\$200M	-7%
Jan '19	\$175M	\$194M	-10%
Feb '19	\$175M	\$193M	-10%
Mar '19	\$170M	\$196M	-13%
Apr '19	\$166M	\$205M	-19%
May '19	\$187M	\$210M	-11%
Jun '19	\$189M	\$229M	-18%
Jul '19	\$211M	\$243M	-13%
Aug '19	\$225M	\$245M	-8%
Sep '19	\$221M	\$251M	-12%
Oct '19	\$192M	\$237M	-19%

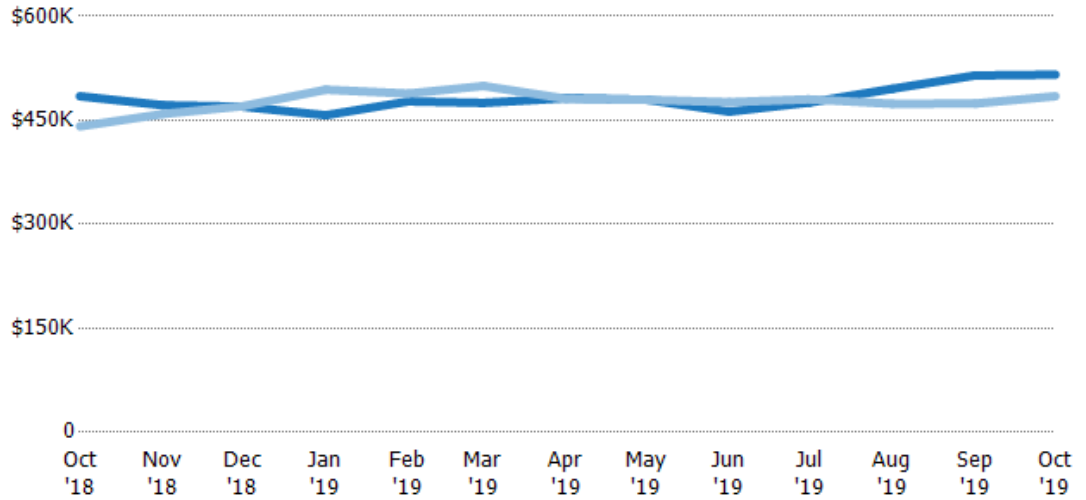
Average Listing Price

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.
Oct '19	\$516K	6.4%
Oct '18	\$485K	9.9%
Oct '17	\$441K	-6.5%



Current Year	\$485K	\$472K	\$470K	\$457K	\$477K	\$475K	\$482K	\$480K	\$462K	\$476K	\$495K	\$515K	\$516K
Prior Year	\$441K	\$459K	\$470K	\$494K	\$489K	\$499K	\$481K	\$480K	\$476K	\$480K	\$474K	\$474K	\$485K
Percent Change from Prior Year	10%	3%	0%	-7%	-2%	-5%	0%	0%	-3%	-1%	5%	9%	6%

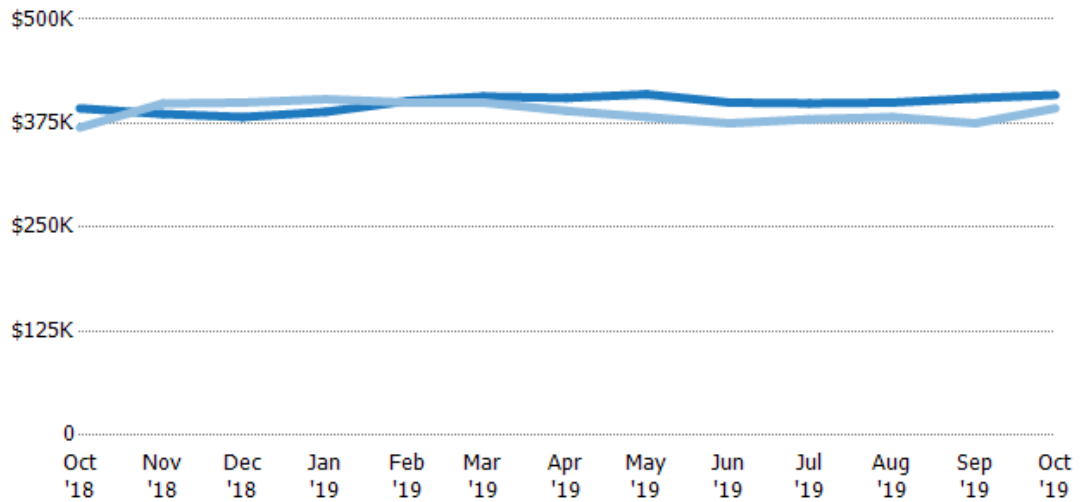
Median Listing Price

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.
Oct '19	\$409K	4.1%
Oct '18	\$393K	6.2%
Oct '17	\$370K	1.1%



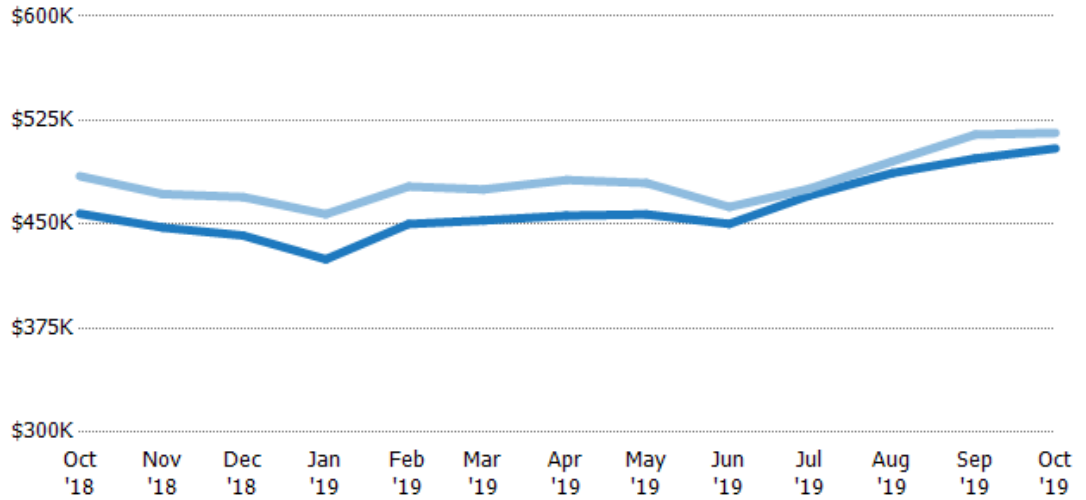
Current Year	\$393K	\$386K	\$382K	\$389K	\$402K	\$407K	\$405K	\$410K	\$400K	\$399K	\$400K	\$405K	\$409K
Prior Year	\$370K	\$399K	\$400K	\$404K	\$400K	\$400K	\$390K	\$382K	\$375K	\$380K	\$382K	\$375K	\$393K
Percent Change from Prior Year	6%	-3%	-4%	-4%	1%	2%	4%	7%	7%	5%	5%	8%	4%

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

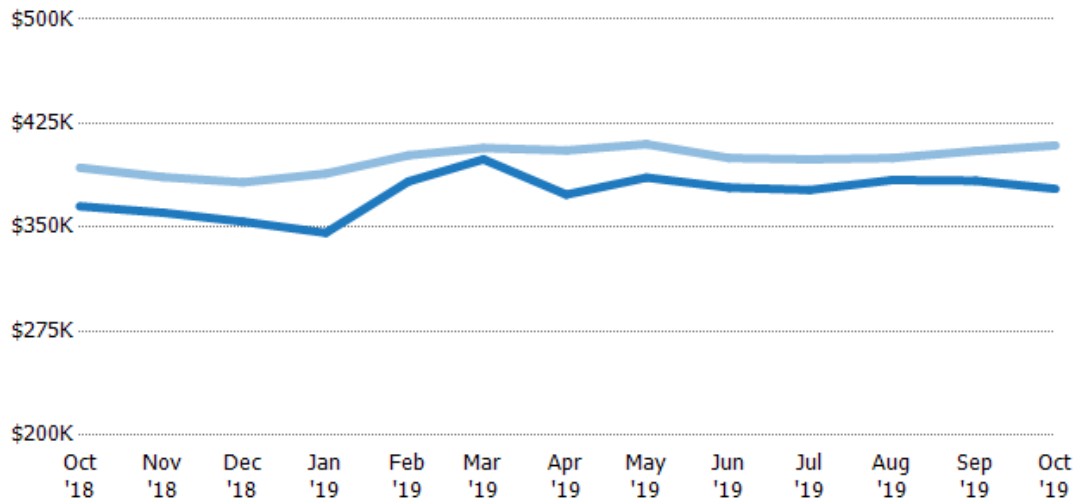


Median Listing Price vs Median Est Value

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

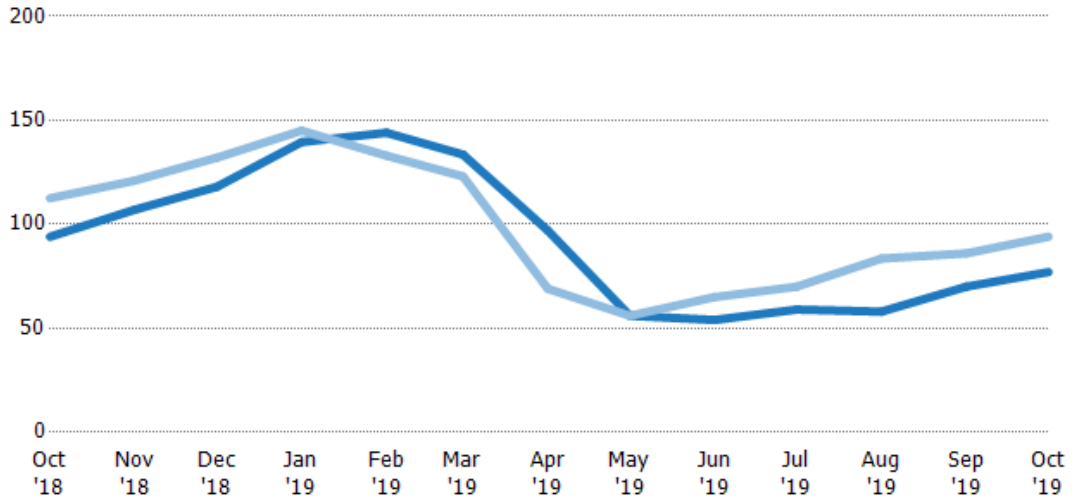


Median Days in RPR

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.
Oct '19	77	-18.1%
Oct '18	94	-16.4%
Oct '17	113	-6.7%

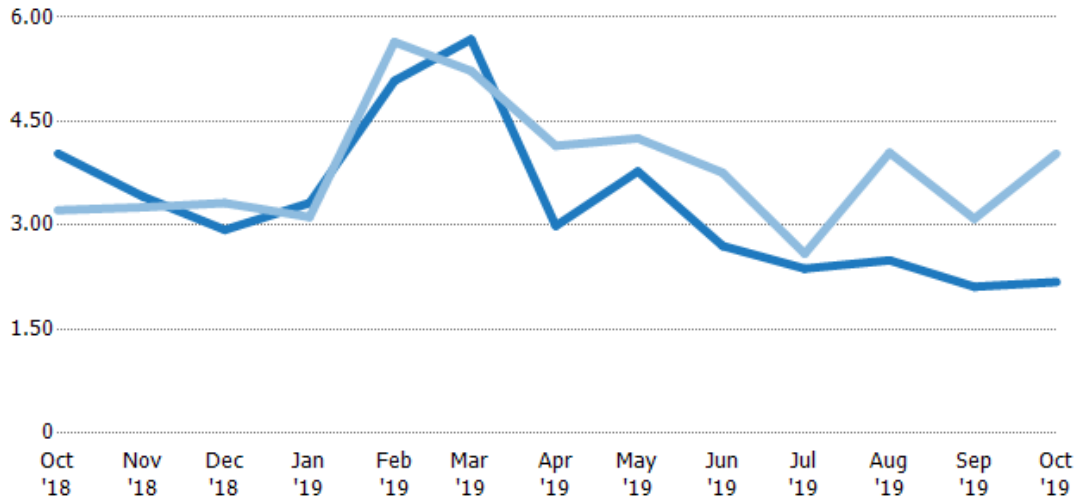
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	94	107	118	140	144	134	97	56	54	59	58	70	77
Prior Year	113	121	132	145	133	123	69	56	65	70	83.5	86	94
Percent Change from Prior Year	-16%	-12%	-11%	-4%	8%	9%	41%	0%	-17%	-16%	-31%	-19%	-18%

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.
Oct '19	2.18	-45.9%
Oct '18	4.03	25.4%
Oct '17	3.22	22.2%

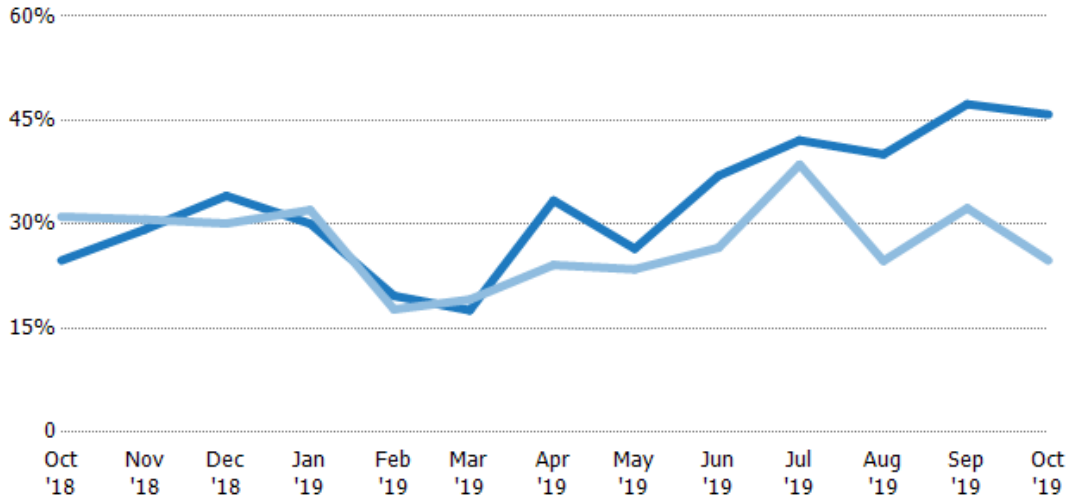
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	4.03	3.42	2.93	3.32	5.08	5.68	2.99	3.78	2.7	2.37	2.49	2.11	2.18
Prior Year	3.22	3.26	3.32	3.12	5.64	5.23	4.15	4.25	3.76	2.59	4.05	3.09	4.03
Percent Change from Prior Year	25%	5%	-12%	6%	-10%	9%	-28%	-11%	-28%	-8%	-38%	-32%	-46%

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.
Oct '19	46%	-21.1%
Oct '18	25%	6.3%
Oct '17	31%	-18.2%

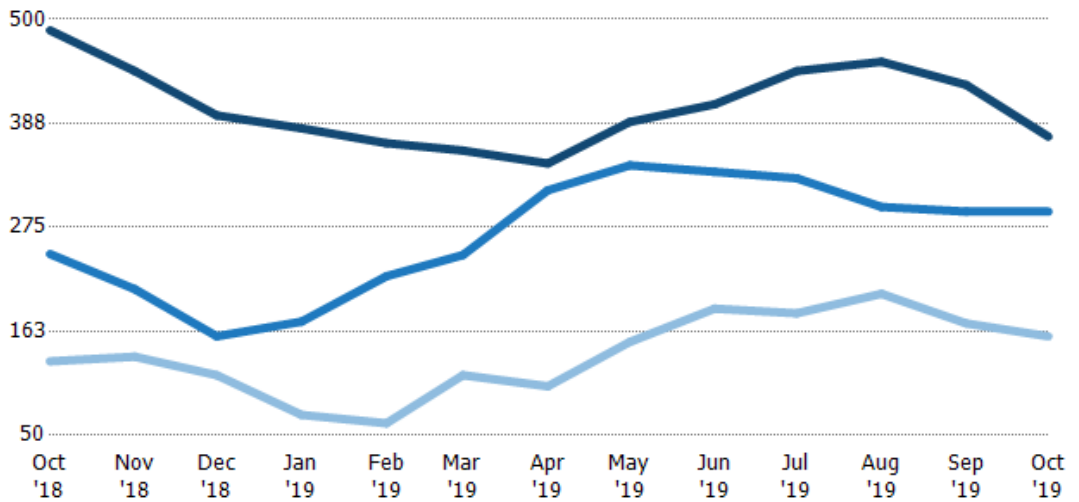
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	25%	29%	34%	30%	20%	18%	33%	26%	37%	42%	40%	47%	46%
Prior Year	31%	31%	30%	32%	18%	19%	24%	24%	27%	39%	25%	32%	25%
Change from Prior Year	6%	1%	-4%	2%	-2%	2%	-9%	-3%	-10%	-4%	-15%	-15%	-21%

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



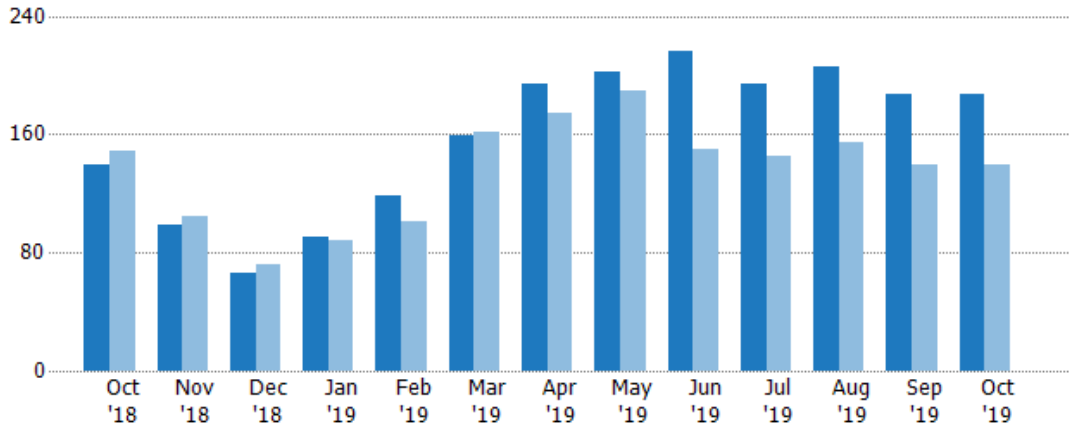
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	488	444	396	382	366	358	344	389	408	444	454	429	373
Pending	246	208	157	173	222	245	315	342	335	328	297	292	292
Sold	130	135	115	72	63	115	103	151	187	182	203	171	157

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.
Oct '19	187	33.6%
Oct '18	140	-6%
Oct '17	149	2%

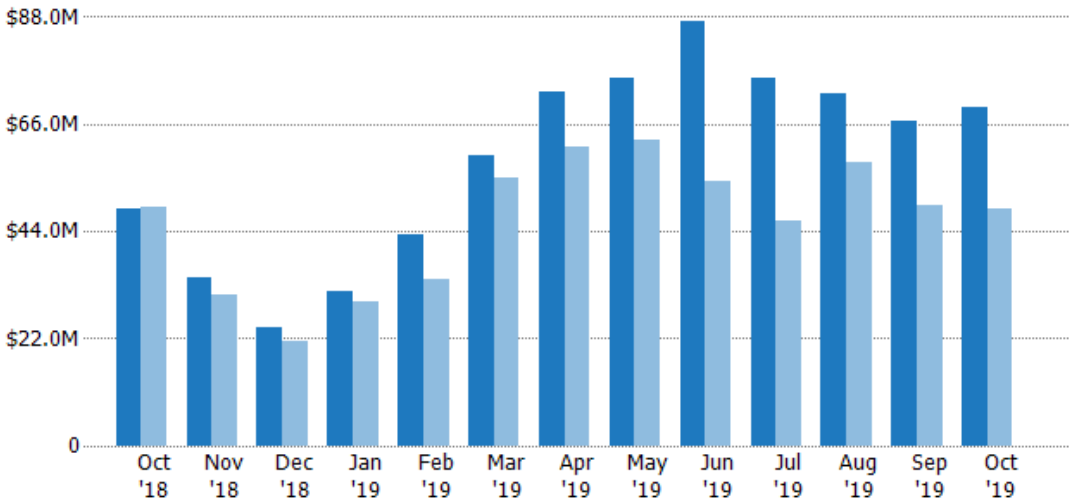
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	140	99	66	91	118	159	194	202	216	194	206	187	187
Prior Year	149	104	72	88	101	162	174	190	150	145	155	140	140
Percent Change from Prior Year	-6%	-5%	-8%	3%	17%	-2%	11%	6%	44%	34%	33%	34%	34%

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.
Oct '19	\$69.3M	43%
Oct '18	\$48.5M	-0.9%
Oct '17	\$48.9M	3.4%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$48.5M	\$34.7M	\$24.3M	\$31.6M	\$43.4M	\$59.7M	\$72.5M	\$75.5M	\$87.1M	\$75.6M	\$72.1M	\$66.8M	\$69.3M
Prior Year	\$48.9M	\$31.2M	\$21.5M	\$29.8M	\$34.1M	\$55M	\$61.3M	\$62.8M	\$54.4M	\$46.3M	\$58.3M	\$49.4M	\$48.5M
Percent Change from Prior Year	-1%	11%	13%	6%	27%	9%	18%	20%	60%	63%	24%	35%	43%

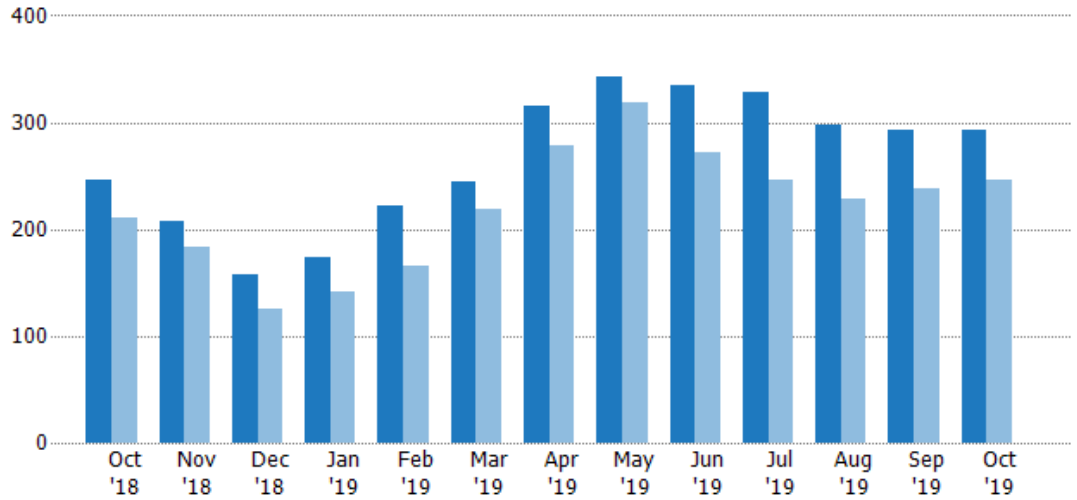
Pending Sales

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.
Oct '19	292	18.7%
Oct '18	246	17.1%
Oct '17	210	31.9%



Current Year	246	208	157	173	222	245	315	342	335	328	297	292	292
Prior Year	210	183	126	142	165	218	279	318	272	246	229	238	246
Percent Change from Prior Year	17%	14%	25%	22%	35%	12%	13%	8%	23%	33%	30%	23%	19%

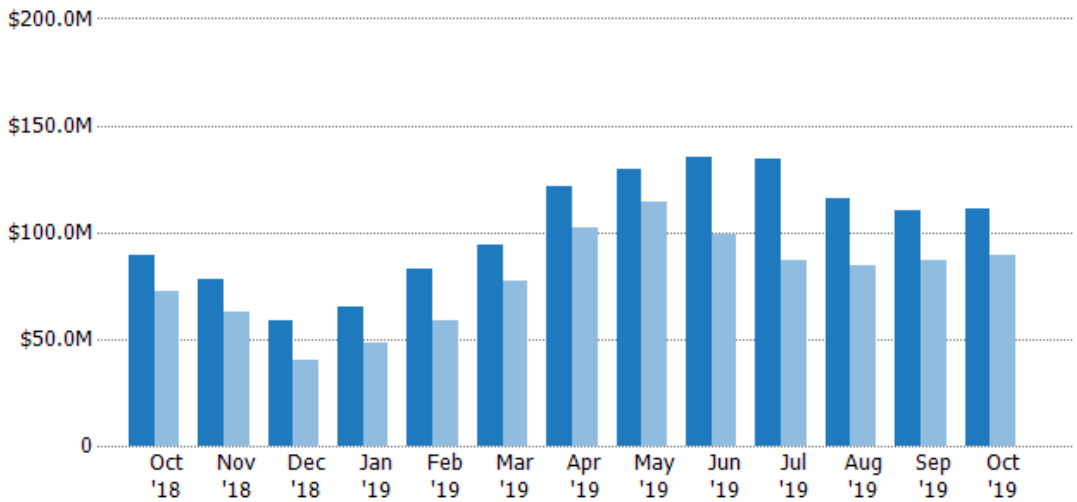
Pending Sales Volume

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.
Oct '19	\$111M	24.4%
Oct '18	\$89.4M	23.7%
Oct '17	\$72.3M	27.6%



Current Year	\$89.4M	\$77.6M	\$58.4M	\$64.8M	\$82.7M	\$94.5M	\$121M	\$129M	\$135M	\$134M	\$116M	\$110M	\$111M
Prior Year	\$72.3M	\$62.4M	\$40.3M	\$48.6M	\$58.6M	\$77.3M	\$102M	\$114M	\$98.8M	\$86.5M	\$84.4M	\$87.2M	\$89.4M
Percent Change from Prior Year	24%	24%	45%	34%	41%	22%	19%	13%	37%	55%	38%	27%	24%

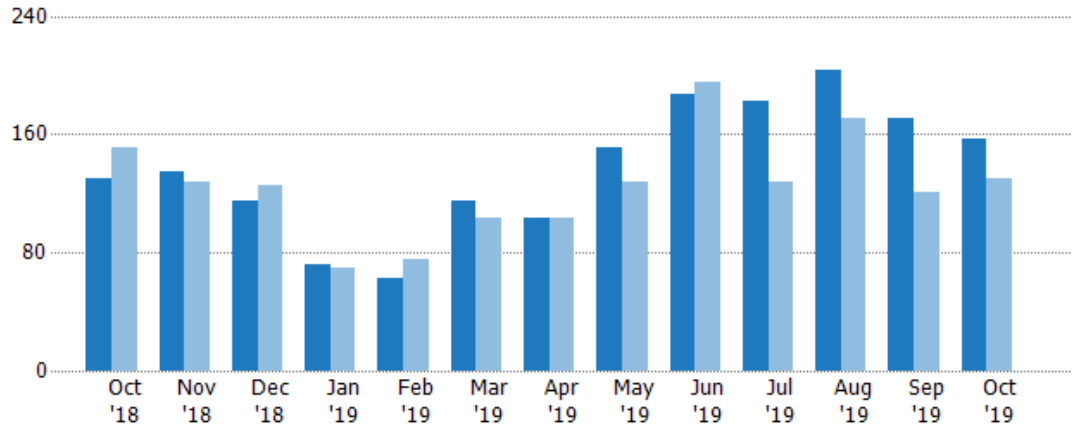
Closed Sales

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.
Oct '19	157	20.8%
Oct '18	130	-13.9%
Oct '17	151	-9.9%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	130	135	115	72	63	115	103	151	187	182	203	171	157
Prior Year	151	128	126	70	75	103	103	128	195	128	171	121	130
Percent Change from Prior Year	-14%	5%	-9%	3%	-16%	12%	0%	18%	-4%	42%	19%	41%	21%

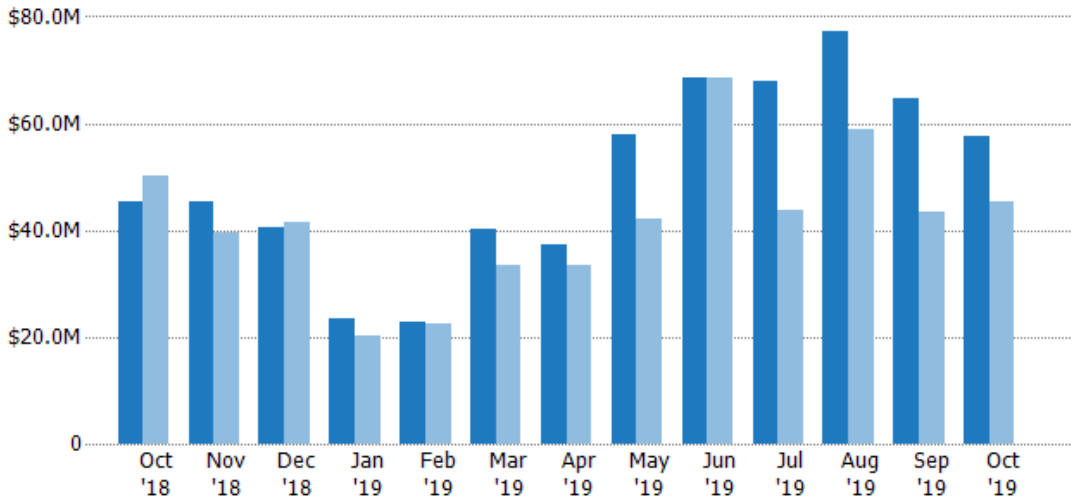
Closed Sales Volume

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.
Oct '19	\$57.5M	27.1%
Oct '18	\$45.2M	-9.9%
Oct '17	\$50.2M	-6.9%



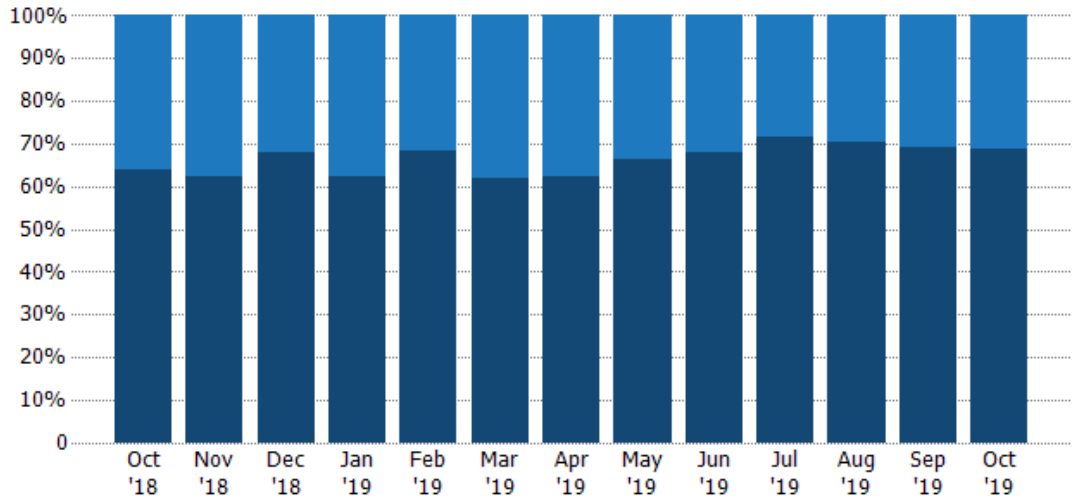
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$45.2M	\$45.3M	\$40.5M	\$23.5M	\$22.9M	\$40.1M	\$37.4M	\$58.1M	\$68.7M	\$68M	\$77.2M	\$64.7M	\$57.5M
Prior Year	\$50.2M	\$39.5M	\$41.5M	\$20.2M	\$22.6M	\$33.5M	\$33.4M	\$42.2M	\$68.7M	\$43.6M	\$58.9M	\$43.3M	\$45.2M
Percent Change from Prior Year	-10%	15%	-2%	16%	1%	20%	12%	38%	0	56%	31%	49%	27%

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



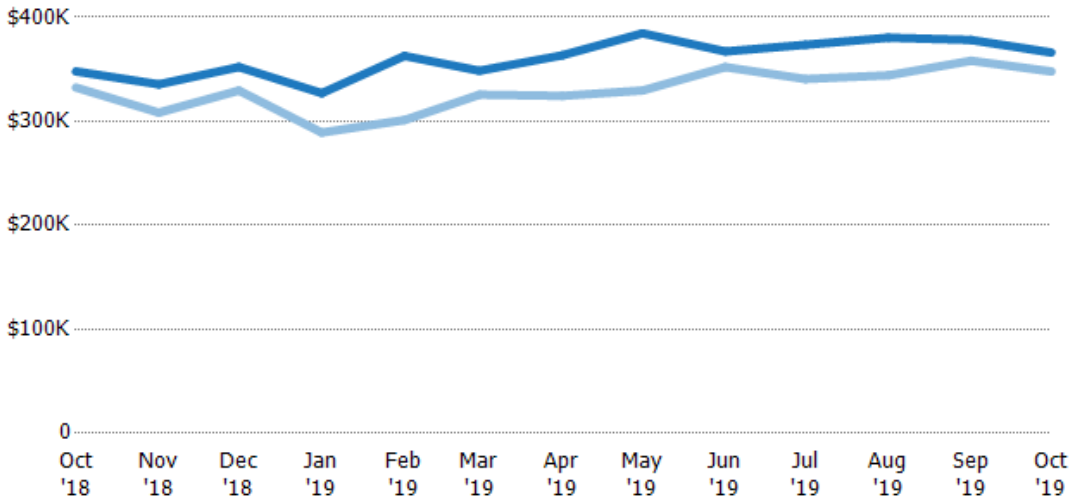
Condo/Townhouse	36%	38%	32%	38%	32%	38%	38%	34%	32%	29%	30%	31%	31%
Single Family Residence	64%	62%	68%	63%	68%	62%	62%	66%	68%	71%	70%	69%	69%

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	\$348K	\$336K	\$352K	\$327K	\$363K	\$349K	\$363K	\$385K	\$367K	\$374K	\$380K	\$378K	\$366K
Prior Year	\$333K	\$308K	\$330K	\$289K	\$301K	\$326K	\$324K	\$330K	\$352K	\$341K	\$344K	\$358K	\$348K
Percent Change from Prior Year	5%	9%	7%	13%	20%	7%	12%	17%	4%	10%	11%	6%	5%

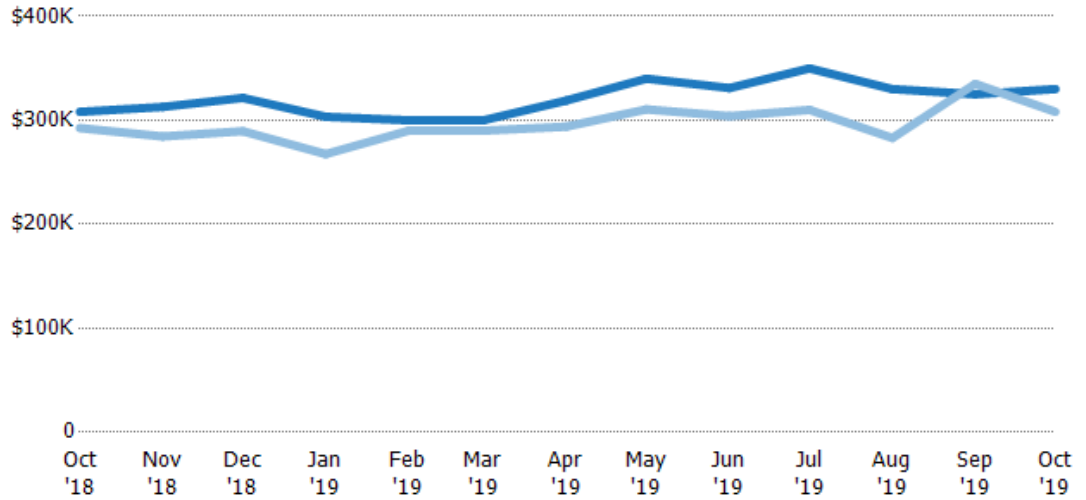
Median Sales Price

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.
Oct '19	\$330K	7.1%
Oct '18	\$308K	5.3%
Oct '17	\$293K	-2.7%



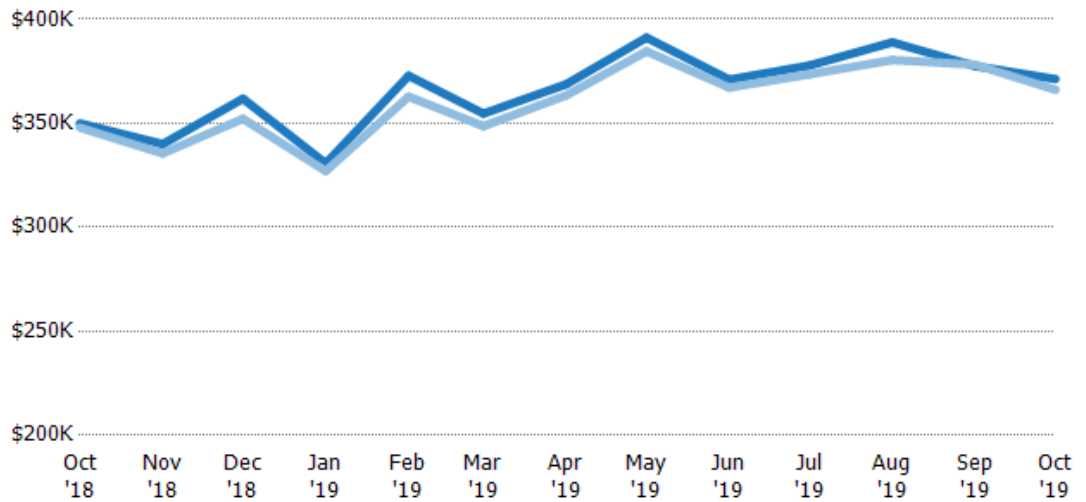
Current Year	\$308K	\$313K	\$322K	\$303K	\$300K	\$300K	\$319K	\$340K	\$331K	\$350K	\$330K	\$325K	\$330K
Prior Year	\$293K	\$284K	\$290K	\$268K	\$290K	\$290K	\$294K	\$311K	\$304K	\$310K	\$283K	\$335K	\$308K
Percent Change from Prior Year	5%	10%	11%	13%	3%	3%	9%	10%	9%	13%	17%	-3%	7%

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



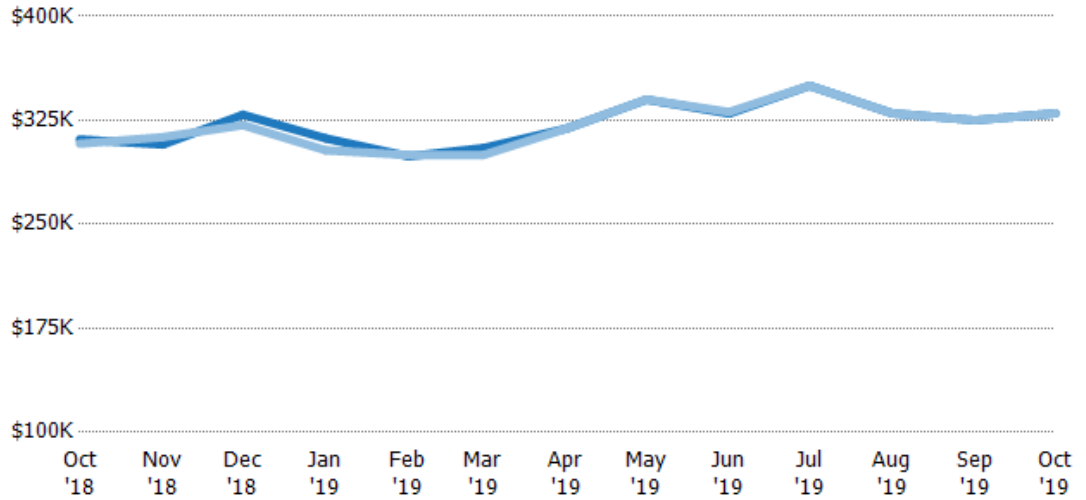
Avg List Price	\$350K	\$340K	\$362K	\$331K	\$373K	\$355K	\$369K	\$391K	\$371K	\$378K	\$389K	\$378K	\$371K
Avg Sales Price	\$348K	\$336K	\$352K	\$327K	\$363K	\$349K	\$363K	\$385K	\$367K	\$374K	\$380K	\$378K	\$366K
Avg Sales Price as a % of Avg List Price	99%	99%	97%	99%	97%	98%	99%	98%	99%	99%	98%	100%	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



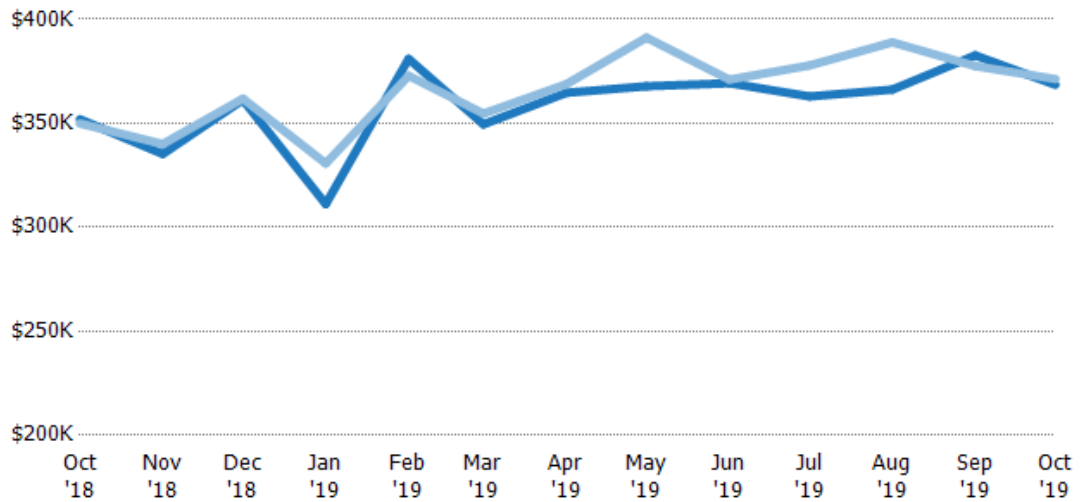
Median List Price	\$311K	\$308K	\$329K	\$312K	\$299K	\$305K	\$319K	\$340K	\$330K	\$350K	\$330K	\$325K	\$330K
Median Sales Price	\$308K	\$313K	\$322K	\$303K	\$300K	\$300K	\$319K	\$340K	\$331K	\$350K	\$330K	\$325K	\$330K
Med Sales Price as a % of Med List Price	99%	102%	98%	97%	100%	98%	100%	100%	100%	100%	100%	100%	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



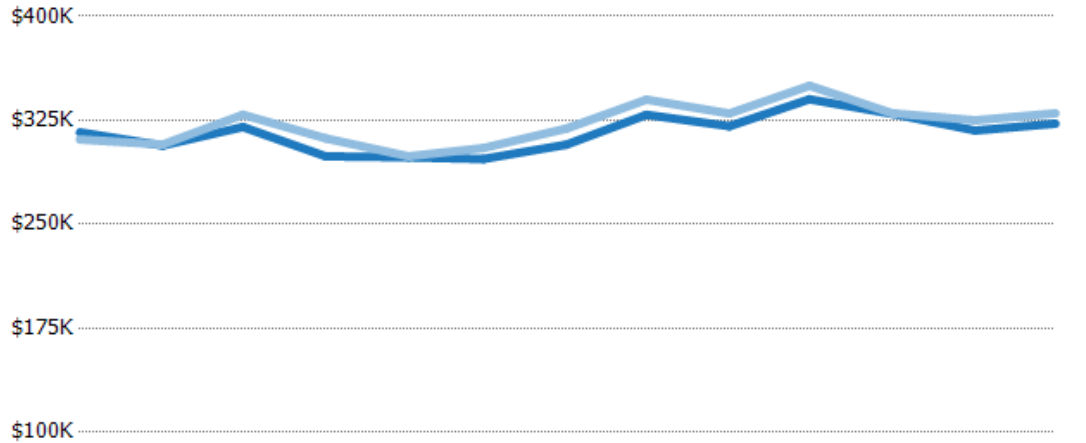
Avg Est Value	\$352K	\$335K	\$361K	\$311K	\$381K	\$349K	\$365K	\$368K	\$369K	\$363K	\$366K	\$383K	\$369K
Avg Sales Price	\$350K	\$340K	\$362K	\$331K	\$373K	\$355K	\$369K	\$391K	\$371K	\$378K	\$389K	\$378K	\$371K
Avg Sales Price as a % of Avg Est Value	99%	101%	100%	106%	98%	101%	101%	106%	100%	104%	106%	99%	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.

Filters Used

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$316K	\$307K	\$320K	\$299K	\$298K	\$297K	\$307K	\$329K	\$321K	\$340K	\$330K	\$318K	\$323K
Median Sales Price	\$311K	\$308K	\$329K	\$312K	\$299K	\$305K	\$319K	\$340K	\$330K	\$350K	\$330K	\$325K	\$330K
Med Sales Price as a % of Med Est Value	98%	100%	103%	104%	100%	103%	104%	103%	103%	103%	100%	102%	102%