

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	165	166	-0.6%	1,607	1,555	+3.3%
New Listing Volume	\$67,469,429	\$64,582,413	+4.5%	\$642,580,953	\$575,320,464	+11.7%
Active Listing Count	429	529	-18.9%	N/A	N/A	
Active Listing Volume	\$220,792,317	\$250,814,724	-12%	N/A	N/A	
Average Listing Price	\$514,667	\$474,130	+8.5%	\$480,527	\$482,155	-0.3%
Median Listing Price	\$405,000	\$375,000	+8%	\$401,757	\$386,505	+3.9%
Median Days in RPR	70	86	-18.6%	78.18	85.36	-8.4%
Months of Inventory	2.1	3.1	-31.7%	3.3	3.4	-2.5%
Absorption Rate	47.32%	32.33%	+15%	30.61%	29.84%	+0.8%
Sales Activity Charts Metrics						
New Pending Sales Count	187	140	+33.6%	1,567	1,305	+20.1%
New Pending Sales Volume	\$66,796,309	\$49,391,081	+35.2%	\$584,326,288	\$451,337,293	+29.5%
Pending Sales Count	292	238	+22.7%	N/A	N/A	
Pending Sales Volume	\$110,284,161	\$87,168,578	+26.5%	N/A	N/A	
Closed Sales Count	171	121	+41.3%	1,247	1,094	+14%
Closed Sales Volume	\$64,670,018	\$43,343,392	+49.2%	\$460,542,523	\$366,419,589	+25.7%
Average Sales Price	\$378,187	\$358,210	+5.6%	\$369,320	\$334,936	+10.3%
Median Sales Price	\$325,000	\$335,000	-3%	\$326,849	\$300,039	+8.9%

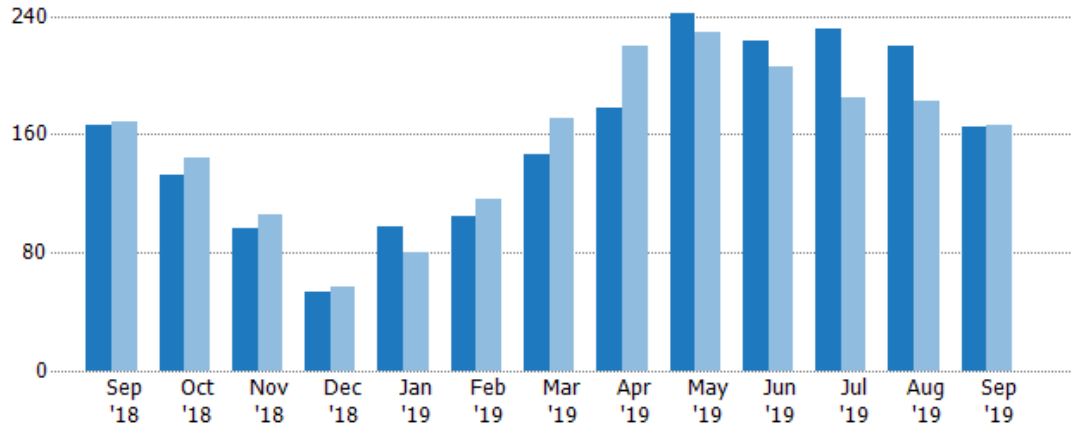
New Listings

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.
Sep '19	165	-0.6%
Sep '18	166	-1.8%
Sep '17	169	-15.4%



Current Year	166	132	96	53	97	105	146	178	242	223	231	220	165
Prior Year	169	144	106	57	80	116	171	220	229	206	185	182	166
Percent Change from Prior Year	-2%	-8%	-9%	-7%	21%	-9%	-15%	-19%	6%	8%	25%	21%	-1%

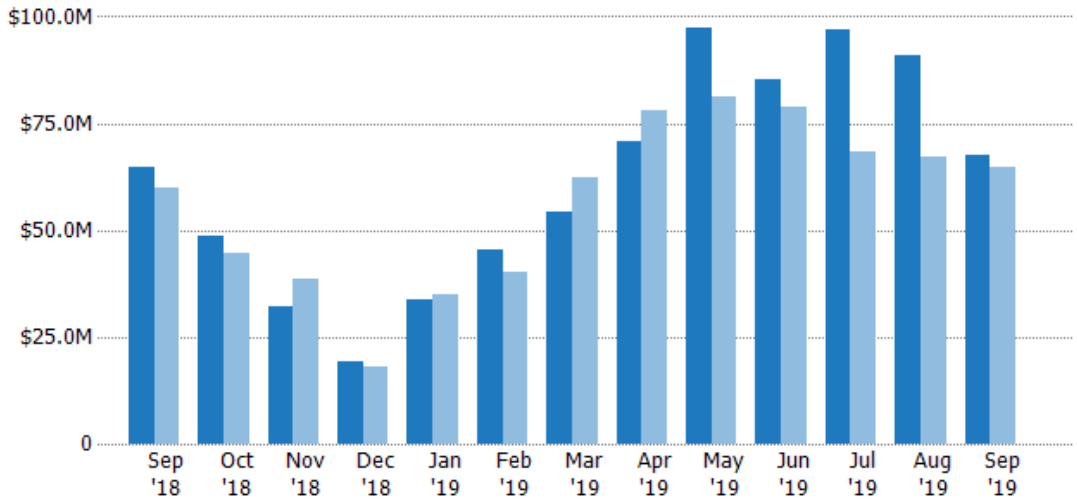
New Listing Volume

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

Month/ Year	Volume	% Chg.
Sep '19	\$67.5M	4.5%
Sep '18	\$64.6M	7.5%
Sep '17	\$60.1M	-18.3%



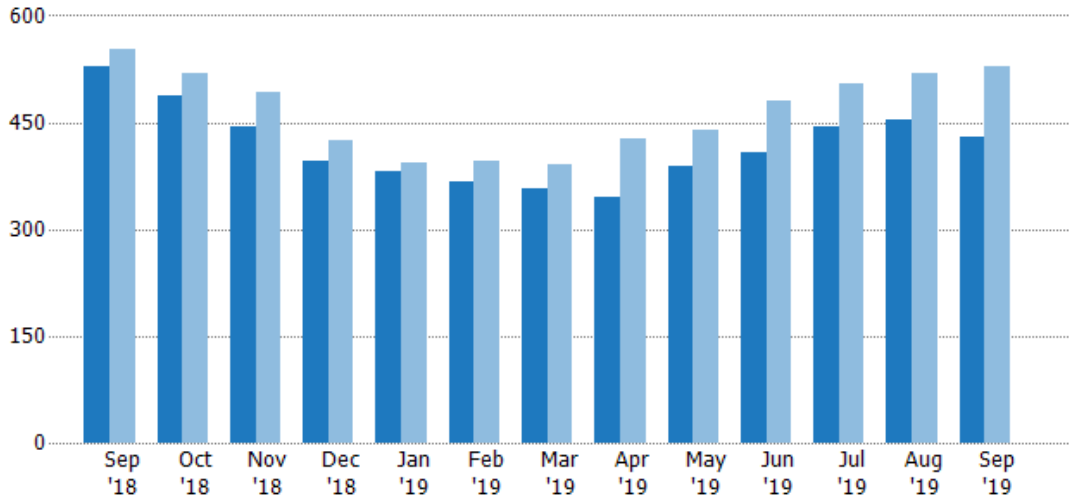
Current Year	\$64.6M	\$48.5M	\$32.2M	\$19.1M	\$33.9M	\$45.5M	\$54.3M	\$70.8M	\$97.4M	\$85.4M	\$96.9M	\$91M	\$67.5M
Prior Year	\$60.1M	\$44.6M	\$38.5M	\$18M	\$34.8M	\$40.1M	\$62.2M	\$78.2M	\$81.1M	\$78.8M	\$68.3M	\$67.3M	\$64.6M
Percent Change from Prior Year	7%	9%	-16%	6%	-3%	13%	-13%	-10%	20%	8%	42%	35%	4%

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



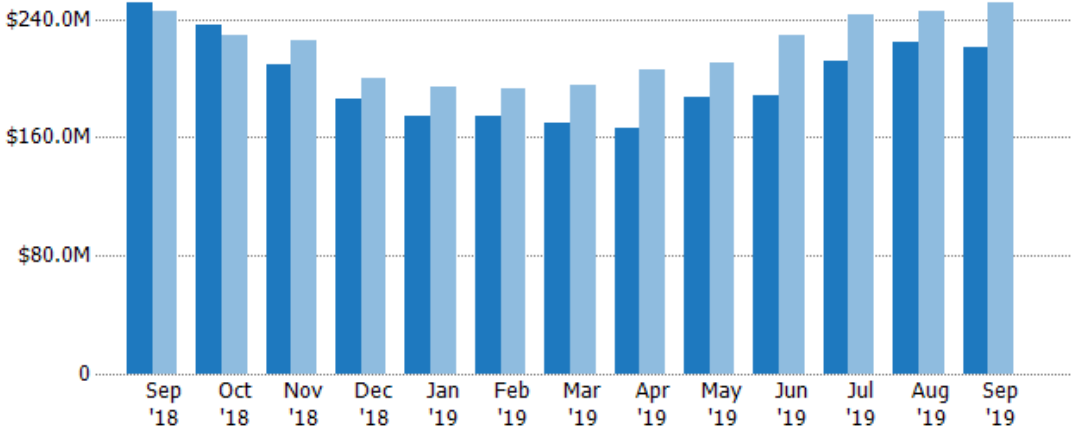
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	529	488	444	396	382	366	358	344	389	408	444	454	429
Prior Year	552	518	492	425	393	395	392	427	438	481	505	518	529
Percent Change from Prior Year	-4%	-6%	-10%	-7%	-3%	-7%	-9%	-19%	-11%	-15%	-12%	-12%	-19%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$251M	\$237M	\$209M	\$186M	\$175M	\$175M	\$170M	\$166M	\$187M	\$189M	\$211M	\$225M	\$221M
Prior Year	\$245M	\$229M	\$226M	\$200M	\$194M	\$193M	\$196M	\$205M	\$210M	\$229M	\$243M	\$245M	\$251M
Percent Change from Prior Year	2%	3%	-7%	-7%	-10%	-10%	-13%	-19%	-11%	-18%	-13%	-8%	-12%

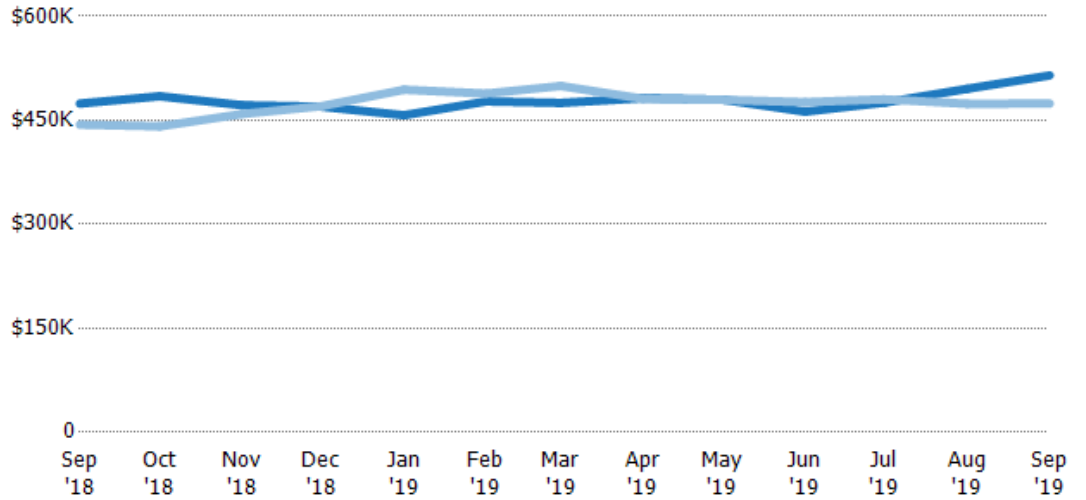
Average Listing Price

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.
Sep '19	\$515K	8.5%
Sep '18	\$474K	6.9%
Sep '17	\$444K	-5.9%



Current Year	\$474K	\$485K	\$472K	\$470K	\$457K	\$477K	\$475K	\$482K	\$480K	\$462K	\$476K	\$495K	\$515K
Prior Year	\$444K	\$441K	\$459K	\$470K	\$494K	\$489K	\$499K	\$481K	\$480K	\$476K	\$480K	\$474K	\$474K
Percent Change from Prior Year	7%	10%	3%	0%	-7%	-2%	-5%	0%	0%	-3%	-1%	5%	9%

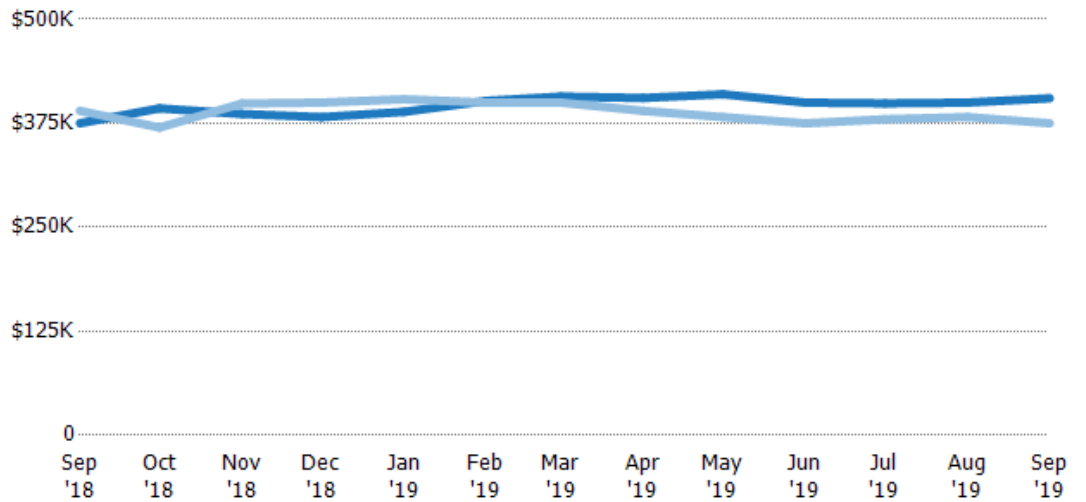
Median Listing Price

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.
Sep '19	\$405K	8%
Sep '18	\$375K	-3.8%
Sep '17	\$390K	-4.2%



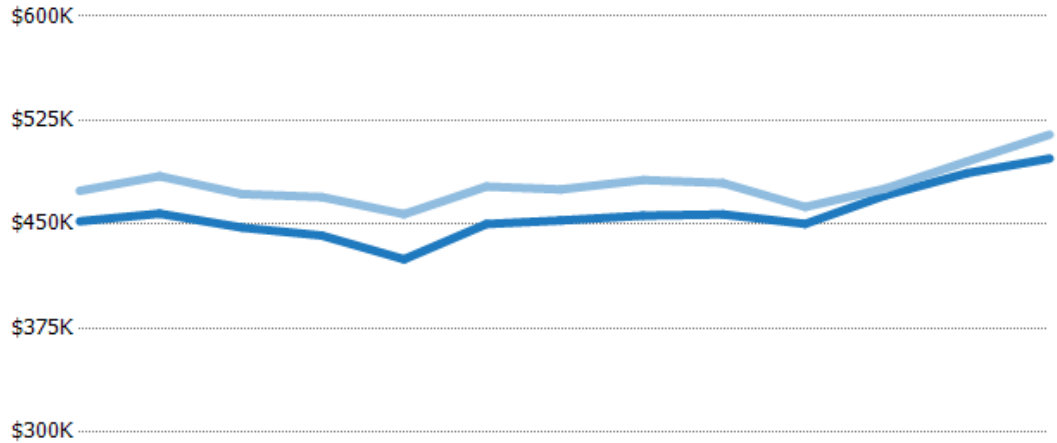
Current Year	\$375K	\$393K	\$386K	\$382K	\$389K	\$402K	\$407K	\$405K	\$410K	\$400K	\$399K	\$400K	\$405K
Prior Year	\$390K	\$370K	\$399K	\$400K	\$404K	\$400K	\$400K	\$390K	\$382K	\$375K	\$380K	\$382K	\$375K
Percent Change from Prior Year	-4%	6%	-3%	-4%	-4%	1%	2%	4%	7%	7%	5%	5%	8%

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



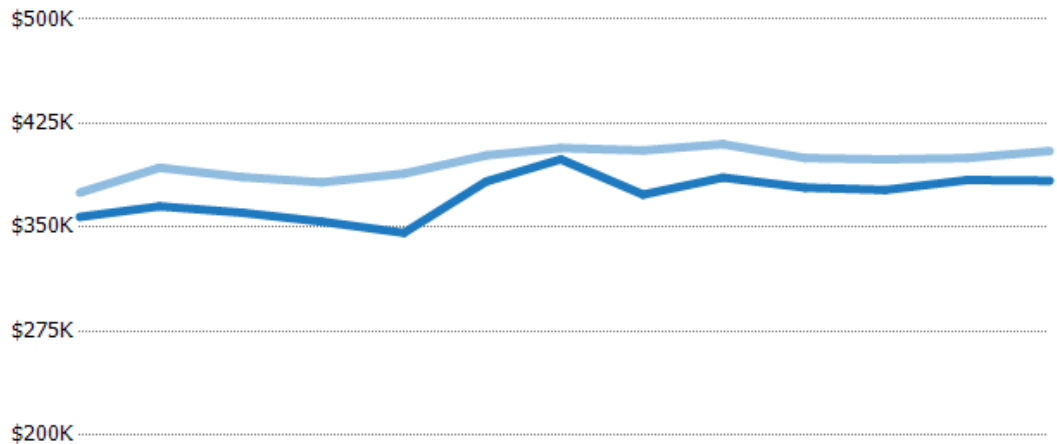
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$452K	\$458K	\$448K	\$442K	\$425K	\$450K	\$453K	\$456K	\$457K	\$450K	\$471K	\$487K	\$497K
Avg Listing Price	\$474K	\$485K	\$472K	\$470K	\$457K	\$477K	\$475K	\$482K	\$480K	\$462K	\$476K	\$495K	\$515K
Avg Listing Price as a % of Avg Est Value	105%	106%	105%	106%	108%	106%	105%	106%	105%	103%	101%	102%	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



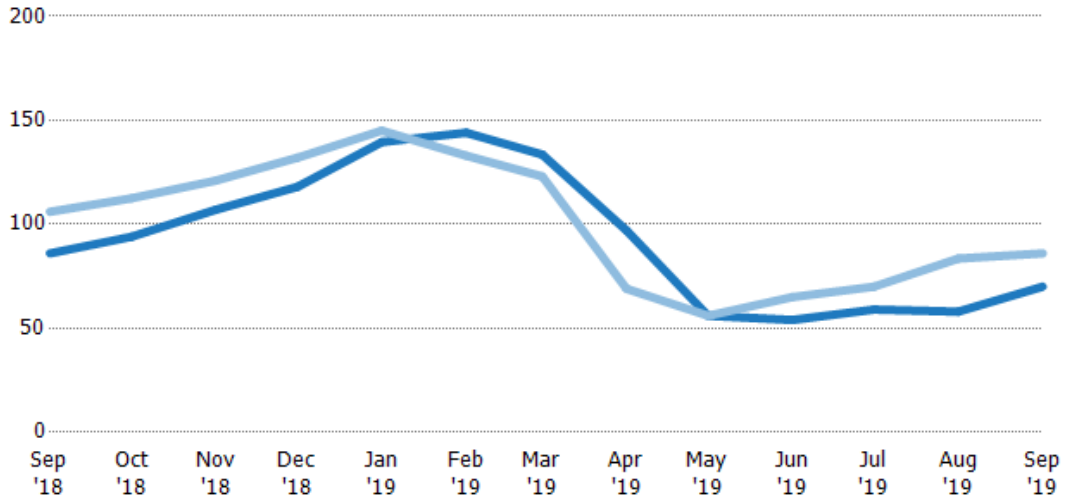
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$357K	\$365K	\$361K	\$354K	\$346K	\$383K	\$399K	\$374K	\$386K	\$379K	\$377K	\$384K	\$384K
Median Listing Price	\$375K	\$393K	\$386K	\$382K	\$389K	\$402K	\$407K	\$405K	\$410K	\$400K	\$399K	\$400K	\$405K
Med Listing Price as a % of Med Est Value	105%	108%	107%	108%	112%	105%	102%	109%	106%	106%	106%	104%	106%

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



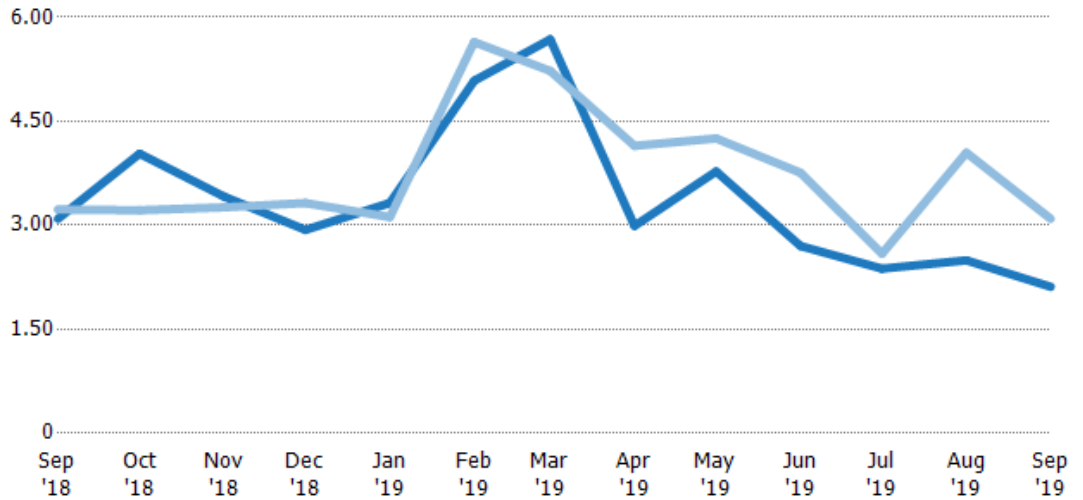
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	86	94	107	118	140	144	134	97	56	54	59	58	70
Prior Year	106	113	121	132	145	133	123	69	56	65	70	83.5	86
Percent Change from Prior Year	-19%	-16%	-12%	-11%	-4%	8%	9%	41%	0%	-17%	-16%	-31%	-19%

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



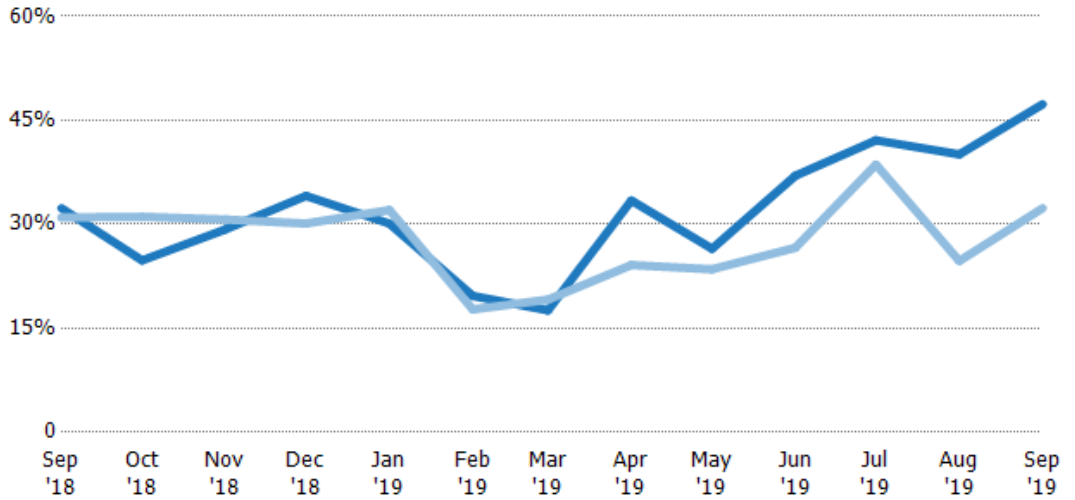
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	3.09	4.03	3.42	2.93	3.32	5.08	5.68	2.99	3.78	2.7	2.37	2.49	2.11
Prior Year	3.23	3.22	3.26	3.32	3.12	5.64	5.23	4.15	4.25	3.76	2.59	4.05	3.09
Percent Change from Prior Year	-4%	25%	5%	-12%	6%	-10%	9%	-28%	-11%	-28%	-8%	-38%	-32%

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



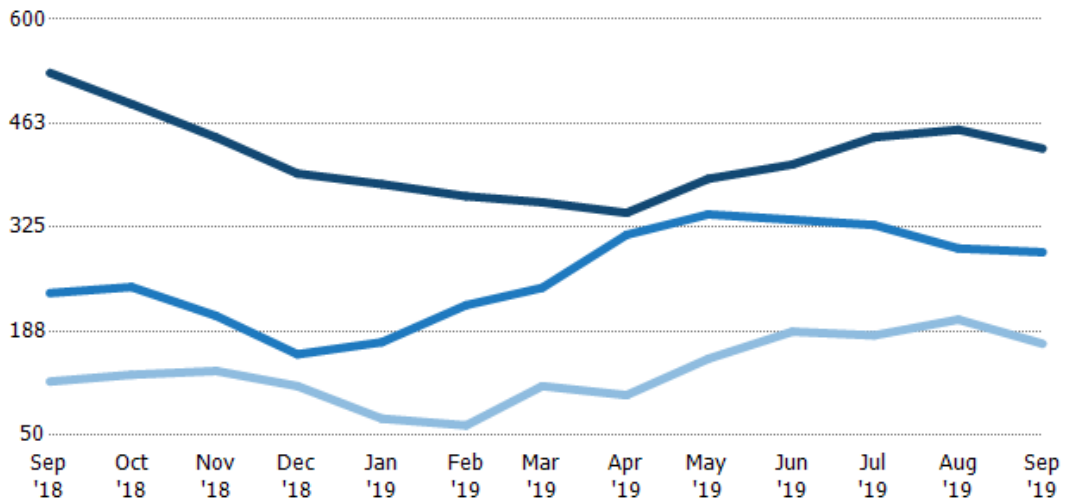
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	32%	25%	29%	34%	30%	20%	18%	33%	26%	37%	42%	40%	47%
Prior Year	31%	31%	31%	30%	32%	18%	19%	24%	24%	27%	39%	25%	32%
Change from Prior Year	-1%	6%	1%	-4%	2%	-2%	2%	-9%	-3%	-10%	-4%	-15%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



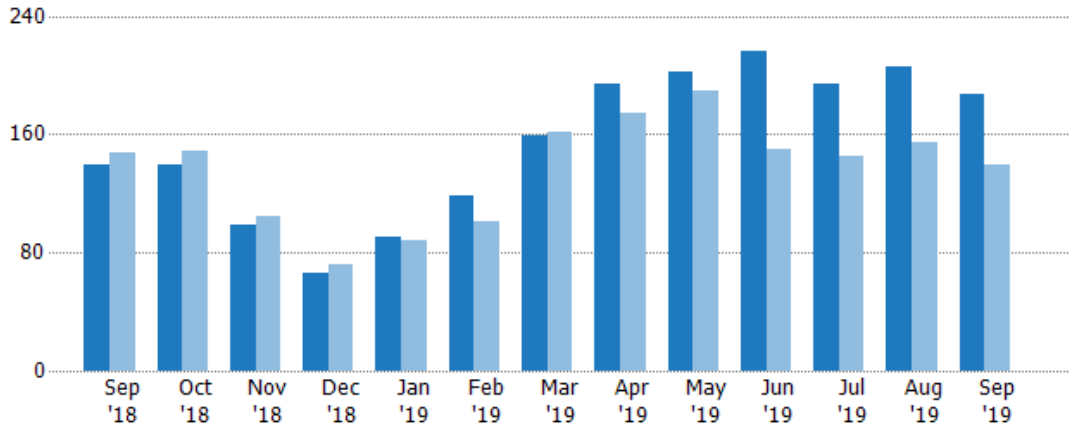
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	529	488	444	396	382	366	358	344	389	408	444	454	429
Pending	238	246	208	157	173	222	245	315	342	335	328	297	292
Sold	121	130	135	115	72	63	115	103	151	187	182	203	171

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



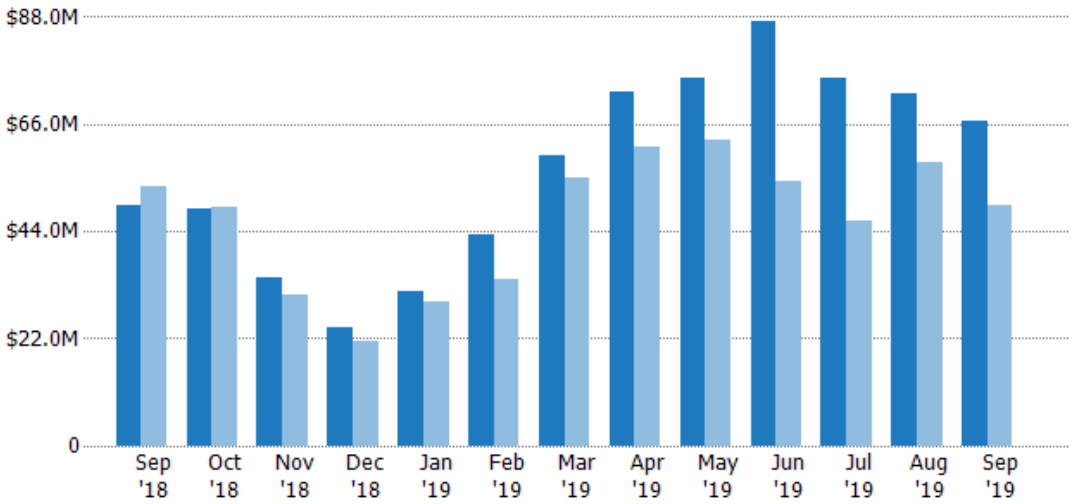
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	140	140	99	66	91	118	159	194	202	216	194	206	187
Prior Year	148	149	104	72	88	101	162	174	190	150	145	155	140
Percent Change from Prior Year	-5%	-6%	-5%	-8%	3%	17%	-2%	11%	6%	44%	34%	33%	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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$49.4M	\$48.5M	\$34.7M	\$24.3M	\$31.6M	\$43.4M	\$59.7M	\$72.5M	\$75.5M	\$87.1M	\$75.6M	\$72.1M	\$66.8M
Prior Year	\$53.1M	\$48.9M	\$31.2M	\$21.5M	\$29.8M	\$34.1M	\$55M	\$61.3M	\$62.8M	\$54.4M	\$46.3M	\$58.3M	\$49.4M
Percent Change from Prior Year	-7%	-1%	11%	13%	6%	27%	9%	18%	20%	60%	63%	24%	35%

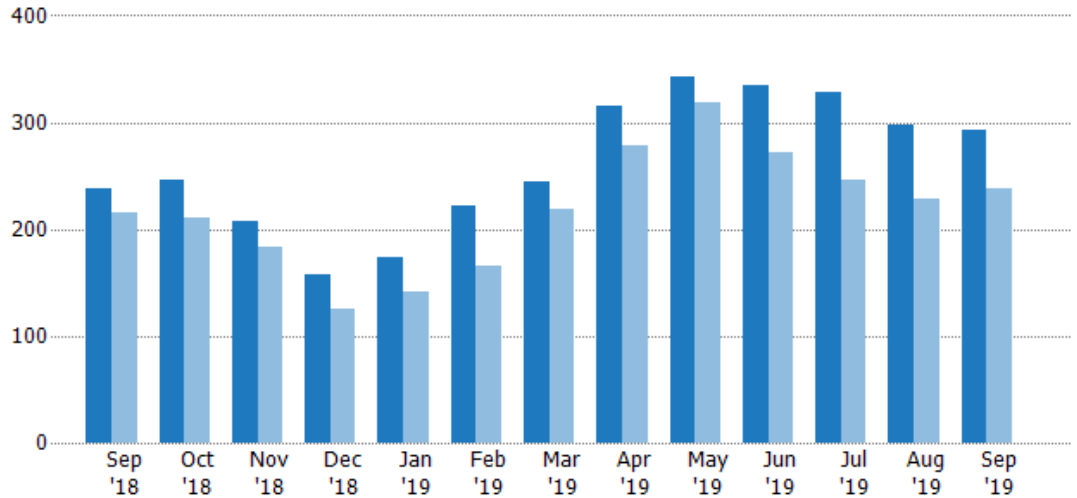
Pending Sales

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.
Sep '19	292	22.7%
Sep '18	238	10.7%
Sep '17	215	27.4%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	238	246	208	157	173	222	245	315	342	335	328	297	292
Prior Year	215	210	183	126	142	165	218	279	318	272	246	229	238
Percent Change from Prior Year	11%	17%	14%	25%	22%	35%	12%	13%	8%	23%	33%	30%	23%

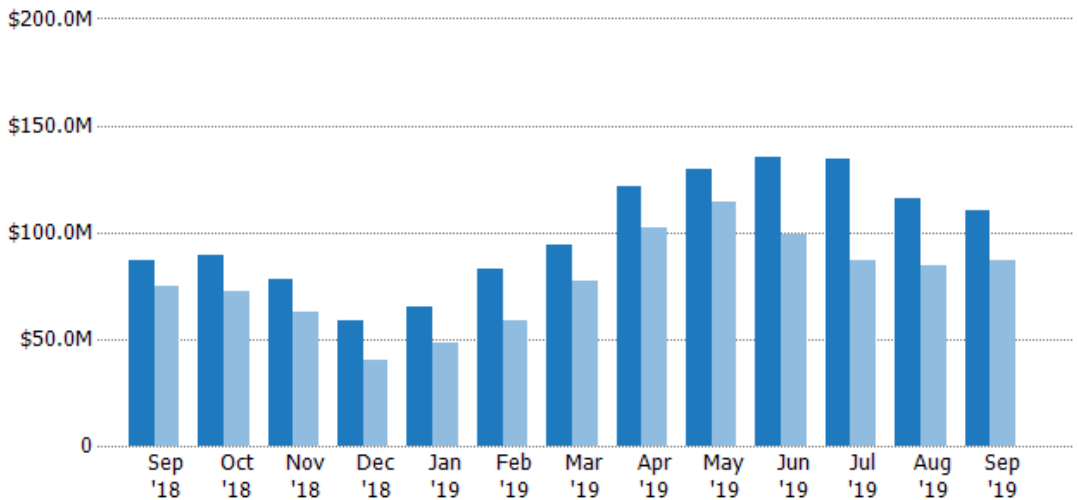
Pending Sales Volume

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.
Sep '19	\$110M	26.5%
Sep '18	\$87.2M	16.1%
Sep '17	\$75.1M	26.9%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$87.2M	\$89.4M	\$77.6M	\$58.4M	\$64.8M	\$82.7M	\$94.5M	\$121M	\$129M	\$135M	\$134M	\$116M	\$110M
Prior Year	\$75.1M	\$72.3M	\$62.4M	\$40.3M	\$48.6M	\$58.6M	\$77.3M	\$102M	\$114M	\$98.8M	\$86.5M	\$84.4M	\$87.2M
Percent Change from Prior Year	16%	24%	24%	45%	34%	41%	22%	19%	13%	37%	55%	38%	27%

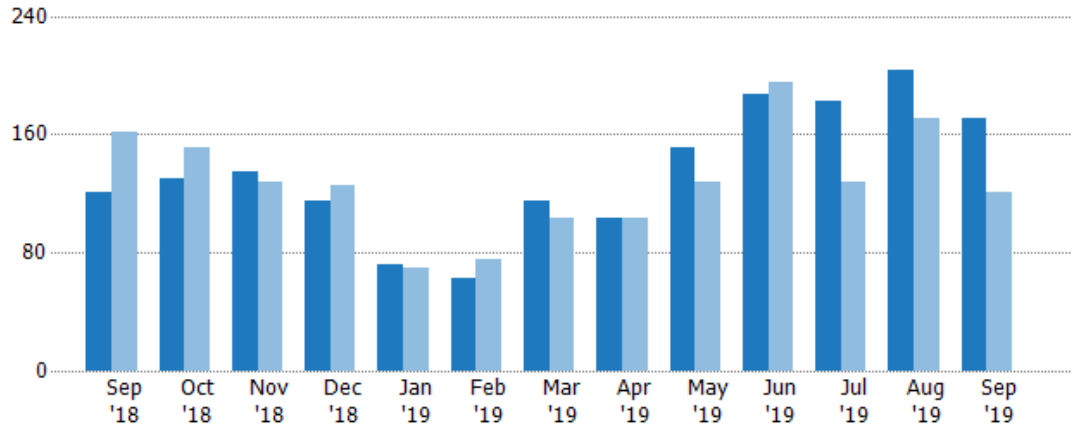
Closed Sales

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.
Sep '19	171	41.3%
Sep '18	121	-24.8%
Sep '17	161	-18.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	121	130	135	115	72	63	115	103	151	187	182	203	171
Prior Year	161	151	128	126	70	75	103	103	128	195	128	171	121
Percent Change from Prior Year	-25%	-14%	5%	-9%	3%	-16%	12%	0%	18%	-4%	42%	19%	41%

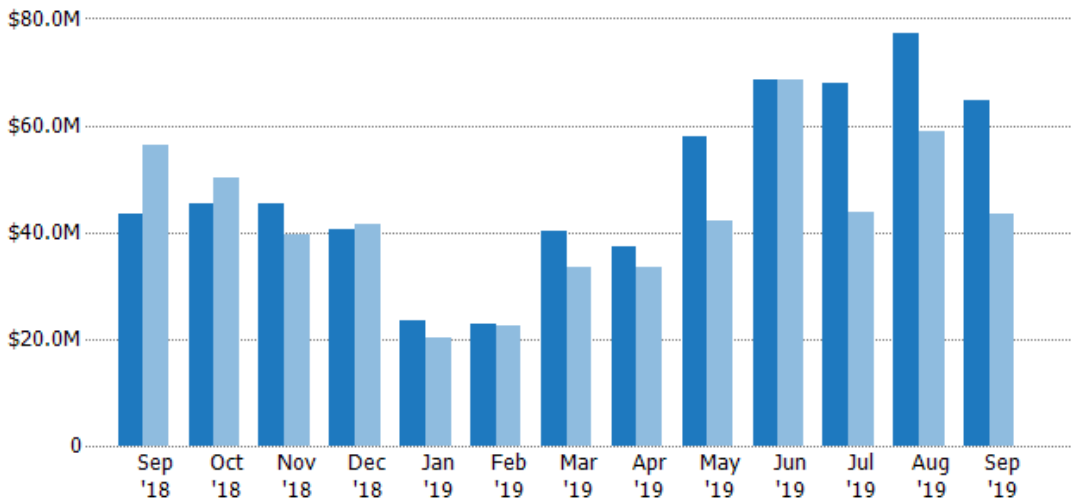
Closed Sales Volume

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.
Sep '19	\$64.7M	49.2%
Sep '18	\$43.3M	-23%
Sep '17	\$56.3M	-25.1%



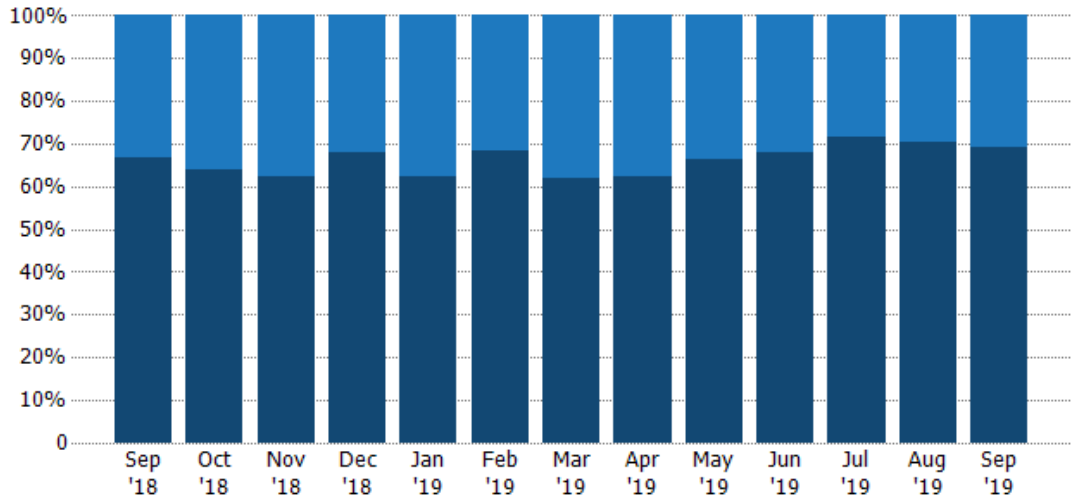
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$43.3M	\$45.2M	\$45.3M	\$40.5M	\$23.5M	\$22.9M	\$40.1M	\$37.4M	\$58.1M	\$68.7M	\$68M	\$77.2M	\$64.7M
Prior Year	\$56.3M	\$50.2M	\$39.5M	\$41.5M	\$20.2M	\$22.6M	\$33.5M	\$33.4M	\$42.2M	\$68.7M	\$43.6M	\$58.9M	\$43.3M
Percent Change from Prior Year	-23%	-10%	15%	-2%	16%	1%	20%	12%	38%	0	56%	31%	49%

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



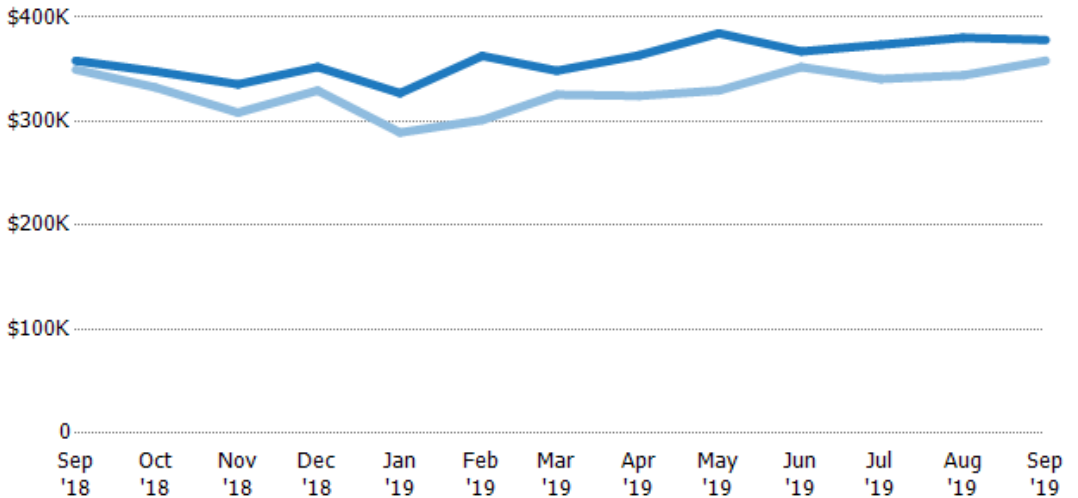
Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Condo/Townhouse	33%	36%	38%	32%	38%	32%	38%	38%	34%	32%	29%	30%	31%
Single Family Residence	67%	64%	62%	68%	63%	68%	62%	62%	66%	68%	71%	70%	69%

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



Month/Year	Price	% Chg.
Sep '19	\$378K	5.6%
Sep '18	\$358K	2.4%
Sep '17	\$350K	-7.9%

Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$358K	\$348K	\$336K	\$352K	\$327K	\$363K	\$349K	\$363K	\$385K	\$367K	\$374K	\$380K	\$378K
Prior Year	\$350K	\$333K	\$308K	\$330K	\$289K	\$301K	\$326K	\$324K	\$330K	\$352K	\$341K	\$344K	\$358K
Percent Change from Prior Year	2%	5%	9%	7%	13%	20%	7%	12%	17%	4%	10%	11%	6%

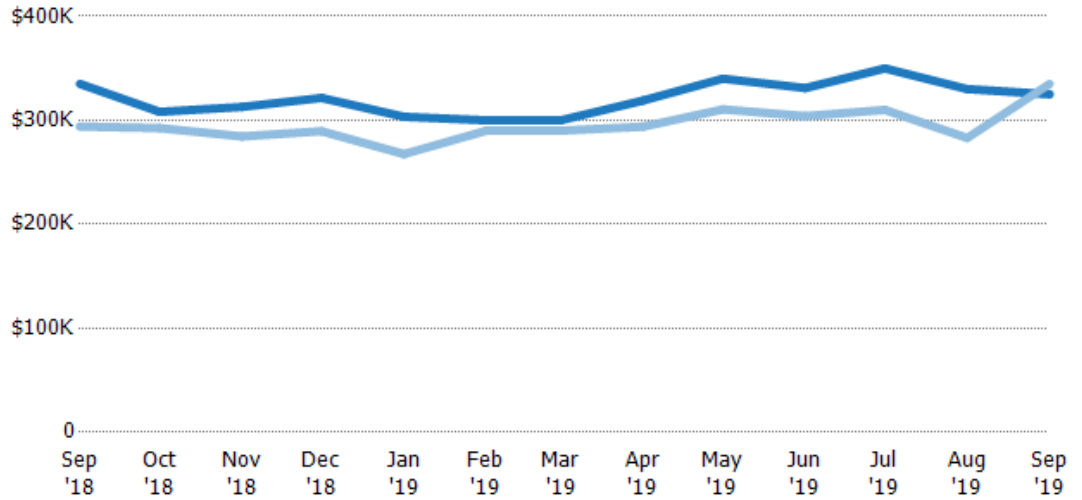
Median Sales Price

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.
Sep '19	\$325K	-3%
Sep '18	\$335K	13.9%
Sep '17	\$294K	-1%



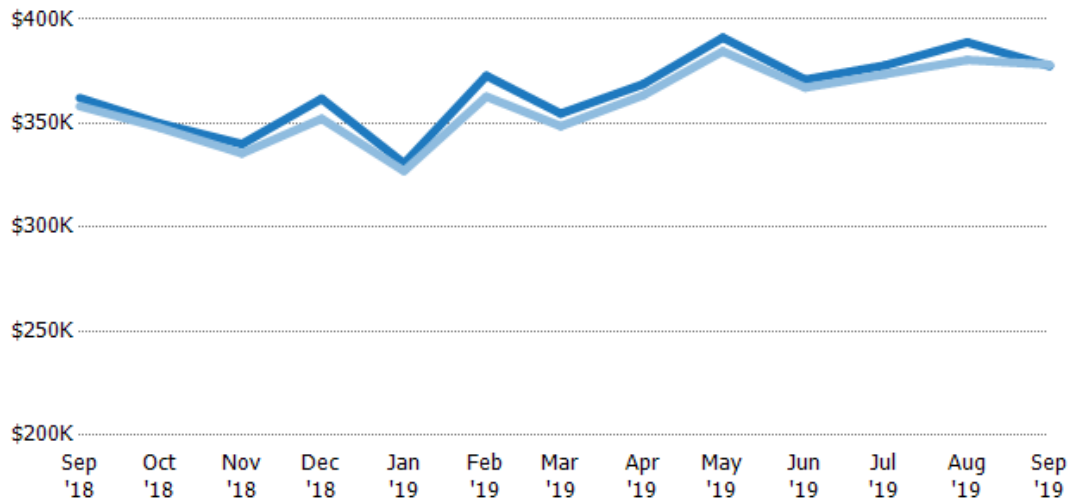
Current Year	\$335K	\$308K	\$313K	\$322K	\$303K	\$300K	\$300K	\$319K	\$340K	\$331K	\$350K	\$330K	\$325K
Prior Year	\$294K	\$293K	\$284K	\$290K	\$268K	\$290K	\$290K	\$294K	\$311K	\$304K	\$310K	\$283K	\$335K
Percent Change from Prior Year	14%	5%	10%	11%	13%	3%	3%	9%	10%	9%	13%	17%	-3%

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



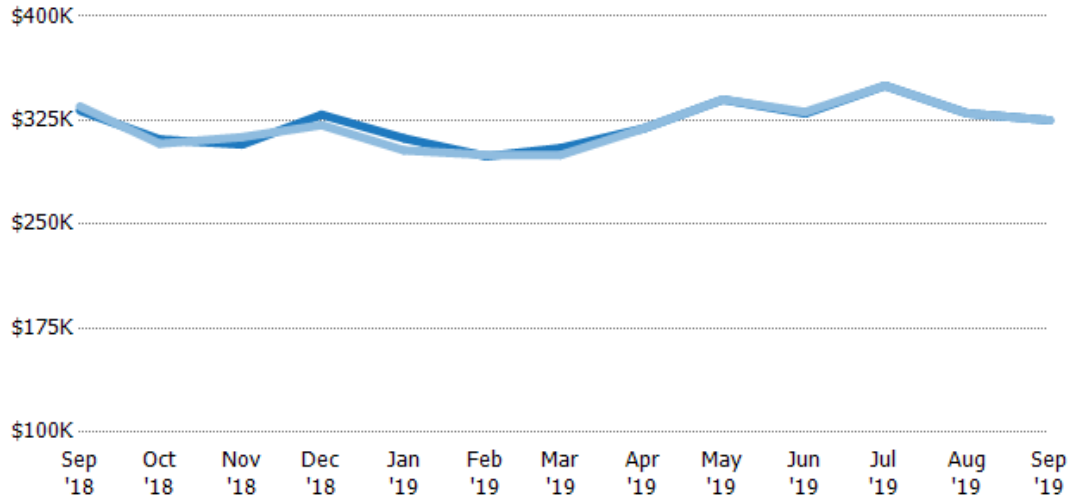
Avg List Price	\$362K	\$350K	\$340K	\$362K	\$331K	\$373K	\$355K	\$369K	\$391K	\$371K	\$378K	\$389K	\$378K
Avg Sales Price	\$358K	\$348K	\$336K	\$352K	\$327K	\$363K	\$349K	\$363K	\$385K	\$367K	\$374K	\$380K	\$378K
Avg Sales Price as a % of Avg List Price	99%	99%	99%	97%	99%	97%	98%	99%	98%	99%	99%	98%	100%

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



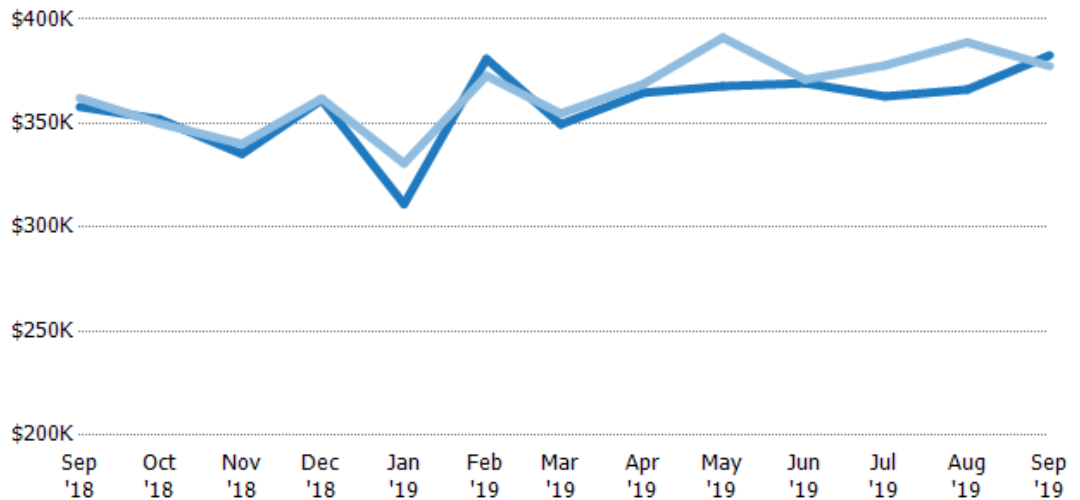
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$332K	\$311K	\$308K	\$329K	\$312K	\$299K	\$305K	\$319K	\$340K	\$330K	\$350K	\$330K	\$325K
Median Sales Price	\$335K	\$308K	\$313K	\$322K	\$303K	\$300K	\$300K	\$319K	\$340K	\$331K	\$350K	\$330K	\$325K
Med Sales Price as a % of Med List Price	101%	99%	102%	98%	97%	100%	98%	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



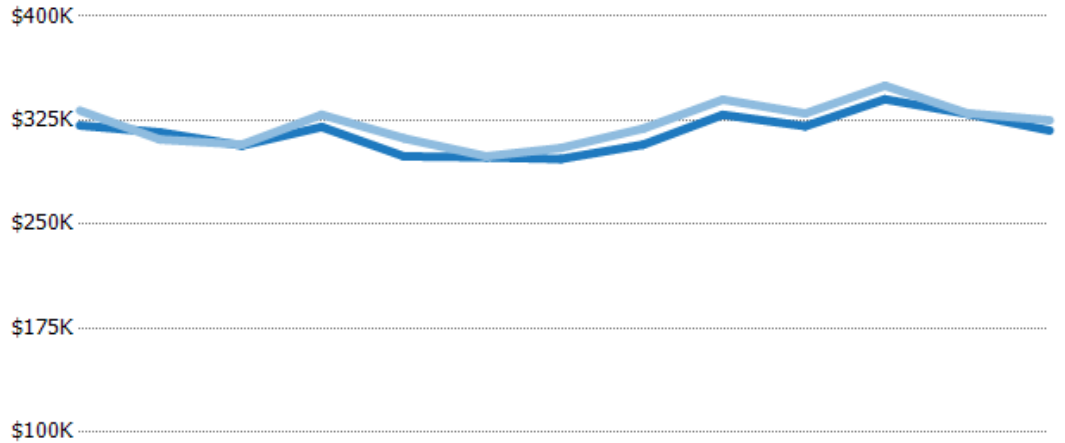
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$358K	\$352K	\$335K	\$361K	\$311K	\$381K	\$349K	\$365K	\$368K	\$369K	\$363K	\$366K	\$383K
Avg Sales Price	\$362K	\$350K	\$340K	\$362K	\$331K	\$373K	\$355K	\$369K	\$391K	\$371K	\$378K	\$389K	\$378K
Avg Sales Price as a % of Avg Est Value	101%	99%	101%	100%	106%	98%	101%	101%	106%	100%	104%	106%	99%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$321K	\$316K	\$307K	\$320K	\$299K	\$298K	\$297K	\$307K	\$329K	\$321K	\$340K	\$330K	\$318K
Median Sales Price	\$332K	\$311K	\$308K	\$329K	\$312K	\$299K	\$305K	\$319K	\$340K	\$330K	\$350K	\$330K	\$325K
Med Sales Price as a % of Med Est Value	103%	98%	100%	103%	104%	100%	103%	104%	103%	103%	103%	100%	102%