

## 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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	98	182	-46.2%	477	541	-11.8%
New Listing Volume	\$38,256,599	\$74,619,549	-48.7%	\$186,673,884	\$213,012,640	-12.4%
Active Listing Count	275	386	-28.8%	N/A	N/A	
Active Listing Volume	\$140,634,246	\$188,009,123	-25.2%	N/A	N/A	
Average Listing Price	\$511,397	\$487,070	+5%	\$516,188	\$471,483	+9.5%
Median Listing Price	\$419,000	\$405,450	+3.3%	\$418,965	\$400,165	+4.7%
Median Days in RPR	73	109.5	-33.3%	93.35	134.32	-30.5%
Months of Inventory	2.5	3.4	-24.1%	3.2	4.6	-29.7%
Absorption Rate	39.27%	29.79%	+9.5%	31.11%	21.86%	+9.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	87	192	-54.7%	476	556	-14.4%
New Pending Sales Volume	\$33,491,713	\$72,003,121	-53.5%	\$167,728,384	\$205,304,159	-18.3%
Pending Sales Count	208	284	-26.8%	N/A	N/A	
Pending Sales Volume	\$80,029,004	\$111,045,060	-27.9%	N/A	N/A	
Closed Sales Count	80	104	-23.1%	382	354	+7.9%
Closed Sales Volume	\$28,142,130	\$38,146,443	-26.2%	\$138,227,816	\$124,048,199	+11.4%
Average Sales Price	\$351,777	\$366,793	-4.1%	\$361,853	\$350,419	+3.3%
Median Sales Price	\$337,000	\$314,000	+7.3%	\$322,217	\$303,399	+6.2%

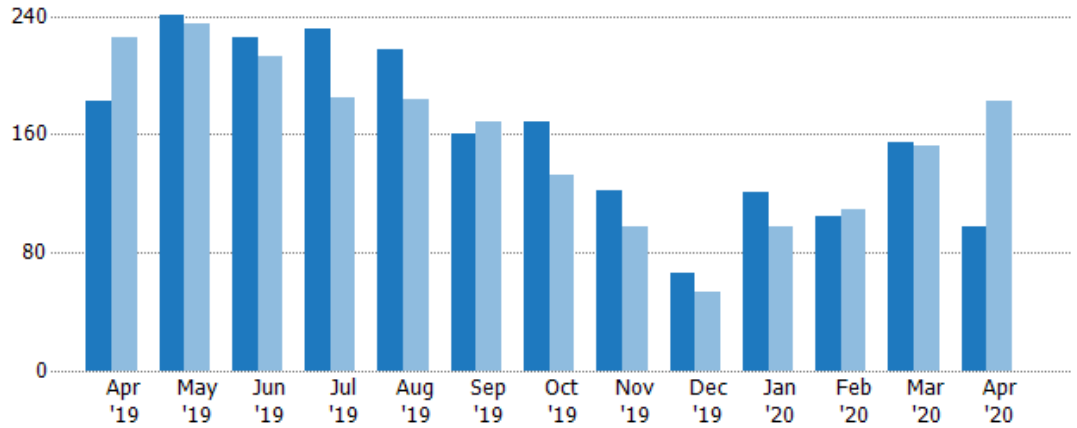
## New Listings

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.
Apr '20	98	-46.2%
Apr '19	182	-19.1%
Apr '18	225	-10.7%



Current Year	182	241	225	231	217	160	169	122	66	121	104	154	98
Prior Year	225	235	213	185	184	168	133	98	53	98	109	152	182
Percent Change from Prior Year	-19%	3%	6%	25%	18%	-5%	27%	24%	25%	23%	-5%	1%	-46%

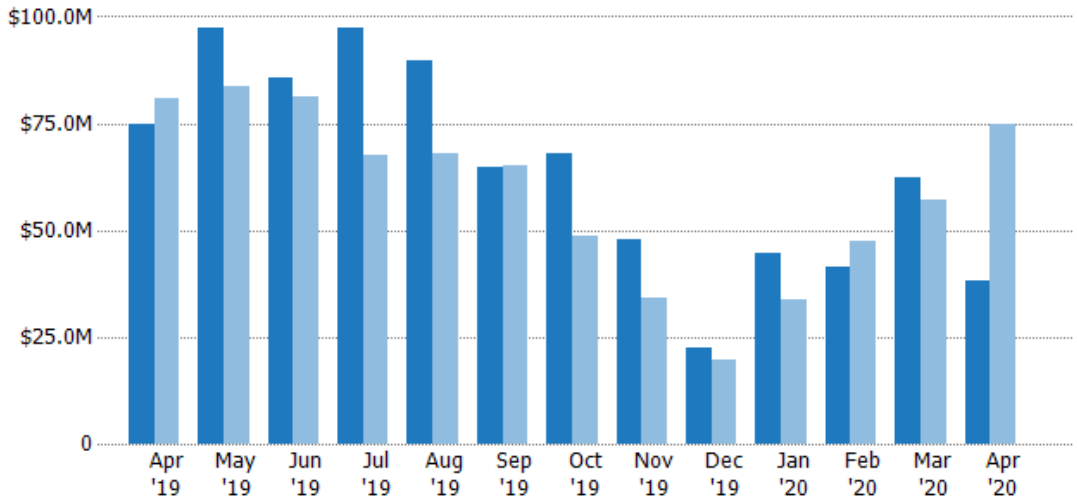
## New Listing Volume

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.
Apr '20	\$38.3M	-48.7%
Apr '19	\$74.6M	-7.7%
Apr '18	\$80.8M	-16.4%



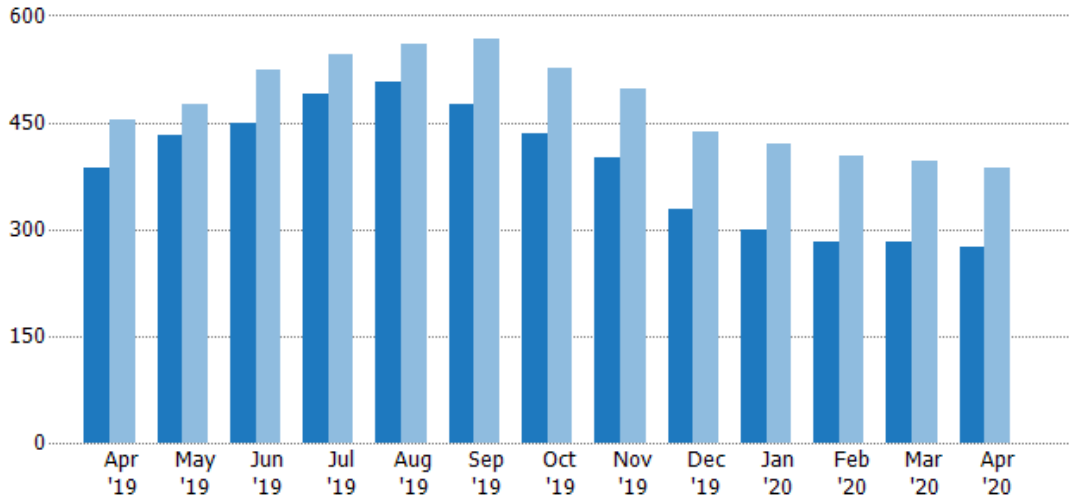
Current Year	\$74.6M	\$97.2M	\$85.5M	\$97.5M	\$89.6M	\$64.8M	\$68.1M	\$47.9M	\$22.4M	\$44.7M	\$41.5M	\$62.3M	\$38.3M
Prior Year	\$80.8M	\$83.8M	\$81.4M	\$67.4M	\$68.2M	\$65.2M	\$48.7M	\$34M	\$19.7M	\$33.9M	\$47.4M	\$57.1M	\$74.6M
Percent Change from Prior Year	-8%	16%	5%	45%	31%	-1%	40%	41%	14%	32%	-13%	9%	-49%

## 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



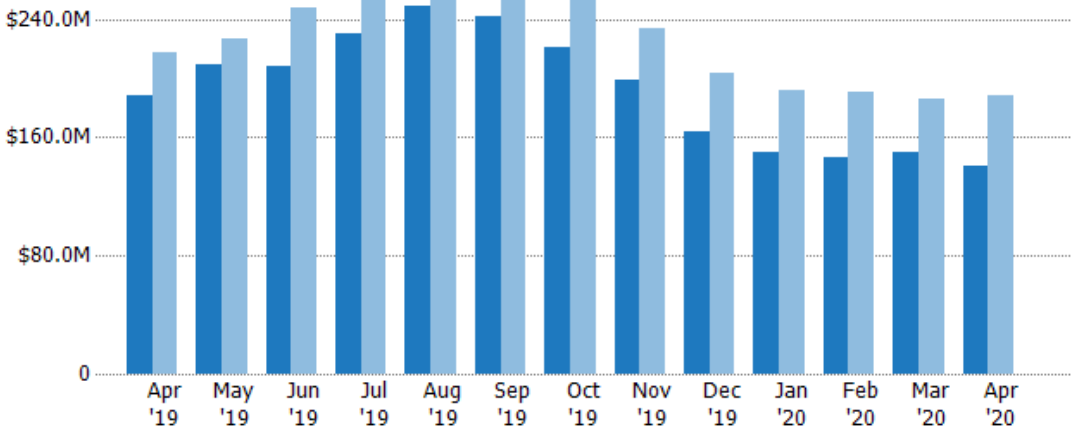
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	386	433	450	490	507	475	435	400	329	298	282	283	275
Prior Year	453	476	524	546	560	566	527	496	436	421	403	396	386
Percent Change from Prior Year	-15%	-9%	-14%	-10%	-9%	-16%	-17%	-19%	-25%	-29%	-30%	-29%	-29%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$188M	\$210M	\$208M	\$230M	\$249M	\$242M	\$220M	\$199M	\$164M	\$150M	\$147M	\$150M	\$141M
Prior Year	\$218M	\$226M	\$247M	\$261M	\$266M	\$270M	\$255M	\$234M	\$204M	\$192M	\$191M	\$186M	\$188M
Percent Change from Prior Year	-14%	-7%	-16%	-12%	-7%	-10%	-14%	-15%	-20%	-22%	-23%	-20%	-25%

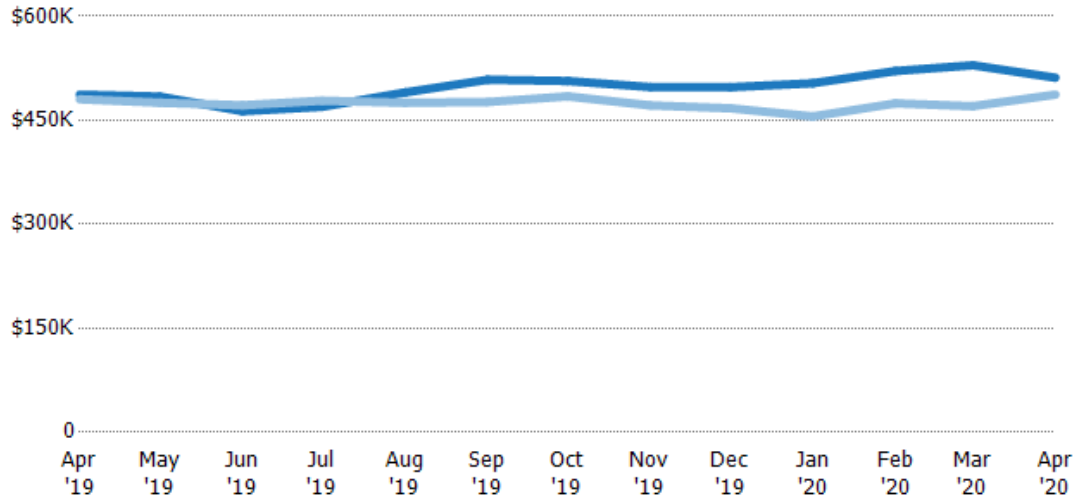
## Average Listing Price

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.
Apr '20	\$511K	5%
Apr '19	\$487K	1.4%
Apr '18	\$480K	-10.5%



Current Year	\$487K	\$484K	\$463K	\$470K	\$490K	\$508K	\$507K	\$498K	\$498K	\$503K	\$521K	\$529K	\$511K
Prior Year	\$480K	\$475K	\$472K	\$478K	\$475K	\$476K	\$484K	\$471K	\$467K	\$456K	\$474K	\$470K	\$487K
Percent Change from Prior Year	1%	2%	-2%	-2%	3%	7%	5%	6%	6%	11%	10%	13%	5%

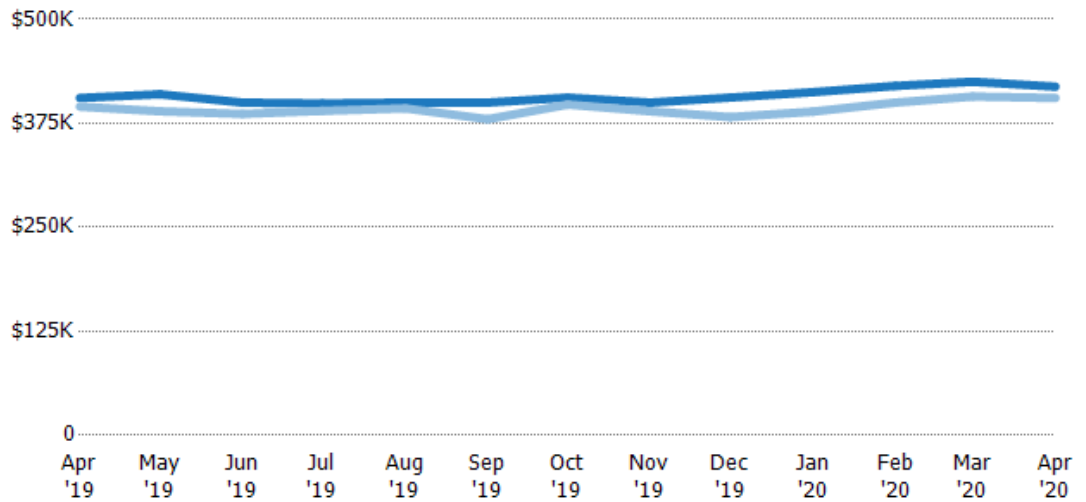
## Median Listing Price

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.
Apr '20	\$419K	3.3%
Apr '19	\$405K	2.6%
Apr '18	\$395K	-3.1%



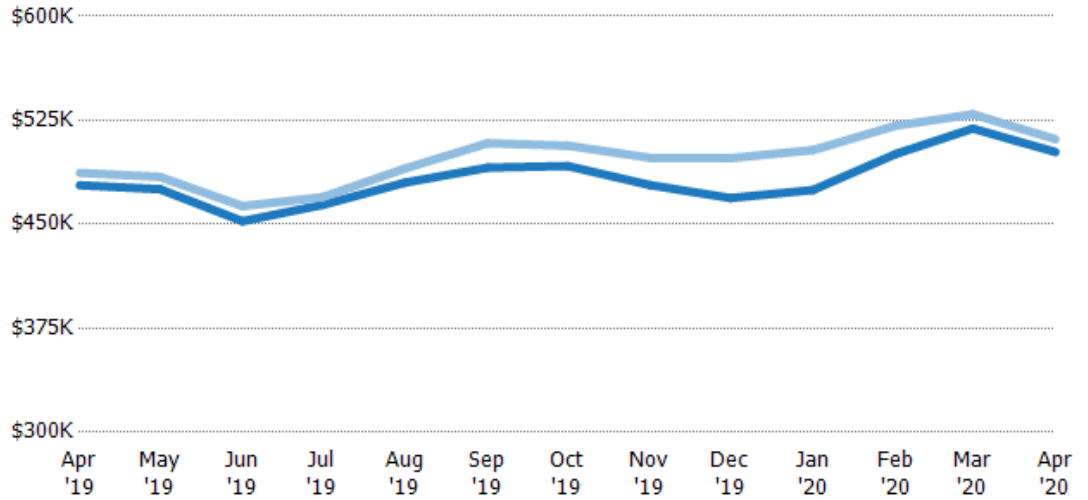
Current Year	\$405K	\$410K	\$400K	\$399K	\$400K	\$400K	\$406K	\$400K	\$406K	\$412K	\$420K	\$425K	\$419K
Prior Year	\$395K	\$389K	\$386K	\$390K	\$393K	\$380K	\$398K	\$389K	\$382K	\$389K	\$400K	\$407K	\$405K
Percent Change from Prior Year	3%	5%	4%	2%	2%	5%	2%	3%	6%	6%	5%	4%	3%

## 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



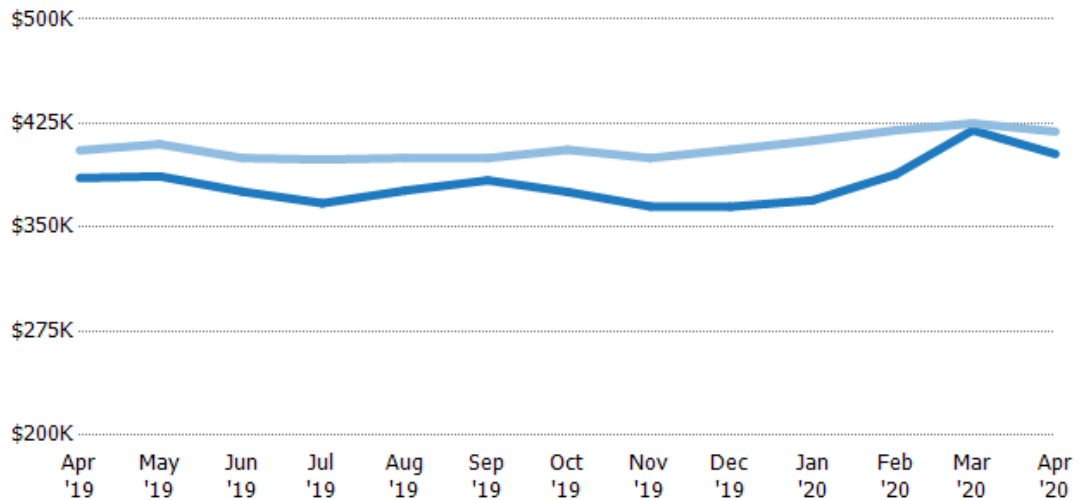
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$478K	\$475K	\$452K	\$464K	\$480K	\$491K	\$492K	\$478K	\$469K	\$475K	\$501K	\$519K	\$502K
Avg Listing Price	\$487K	\$484K	\$463K	\$470K	\$490K	\$508K	\$507K	\$498K	\$498K	\$503K	\$521K	\$529K	\$511K
Avg Listing Price as a % of Avg Est Value	102%	102%	102%	101%	102%	104%	103%	104%	106%	106%	104%	102%	102%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$385K	\$387K	\$376K	\$367K	\$376K	\$384K	\$375K	\$365K	\$365K	\$369K	\$388K	\$420K	\$403K
Median Listing Price	\$405K	\$410K	\$400K	\$399K	\$400K	\$400K	\$406K	\$400K	\$406K	\$412K	\$420K	\$425K	\$419K
Med Listing Price as a % of Med Est Value	105%	106%	106%	109%	106%	104%	108%	110%	111%	112%	108%	101%	104%

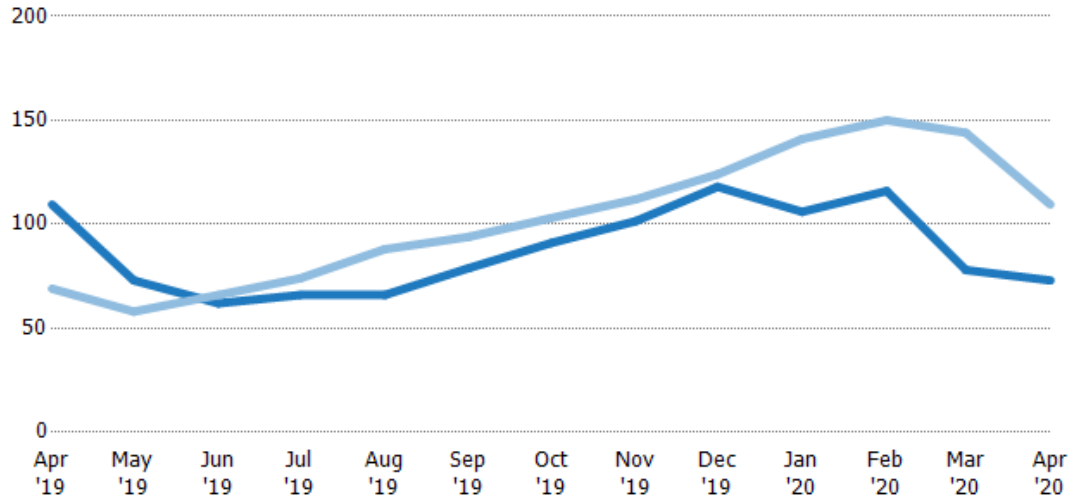
## Median Days in RPR

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

Month/Year	Days	% Chg.
Apr '20	73	-33.3%
Apr '19	110	58.7%
Apr '18	69	46.4%



Current Year	110	73	62	66	66	79	91	102	118	106	116	78	73
Prior Year	69	58	66	74	88	94	103	112	124	141	150	144	110
Percent Change from Prior Year	59%	26%	-6%	-11%	-25%	-16%	-12%	-9%	-5%	-25%	-23%	-46%	-33%

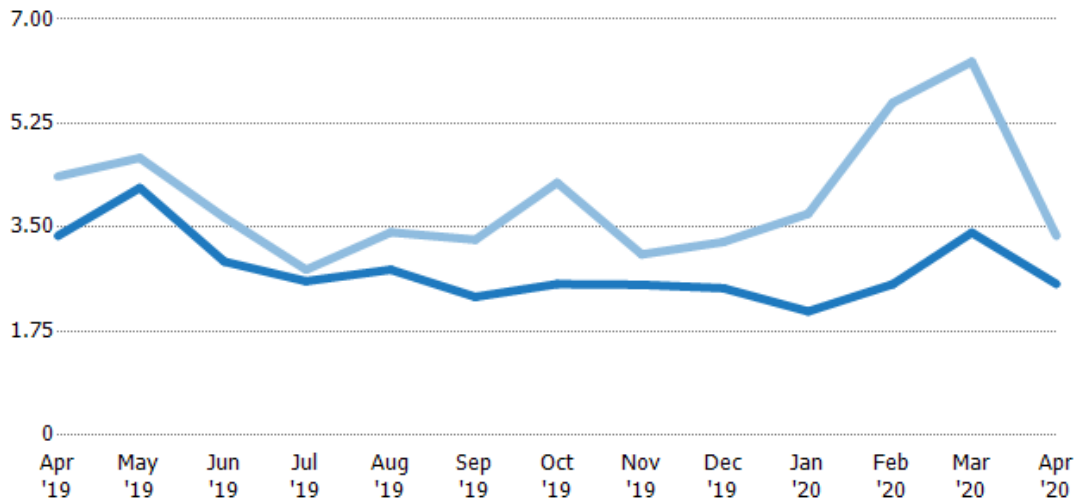
## Months of Inventory

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.
Apr '20	2.55	-24.1%
Apr '19	3.36	-22.9%
Apr '18	4.36	12.3%



Current Year	3.36	4.16	2.92	2.59	2.79	2.33	2.54	2.53	2.47	2.08	2.54	3.41	2.55
Prior Year	4.36	4.67	3.66	2.79	3.41	3.29	4.25	3.04	3.25	3.73	5.6	6.29	3.36
Percent Change from Prior Year	-23%	-11%	-20%	-7%	-18%	-29%	-40%	-17%	-24%	-44%	-55%	-46%	-24%

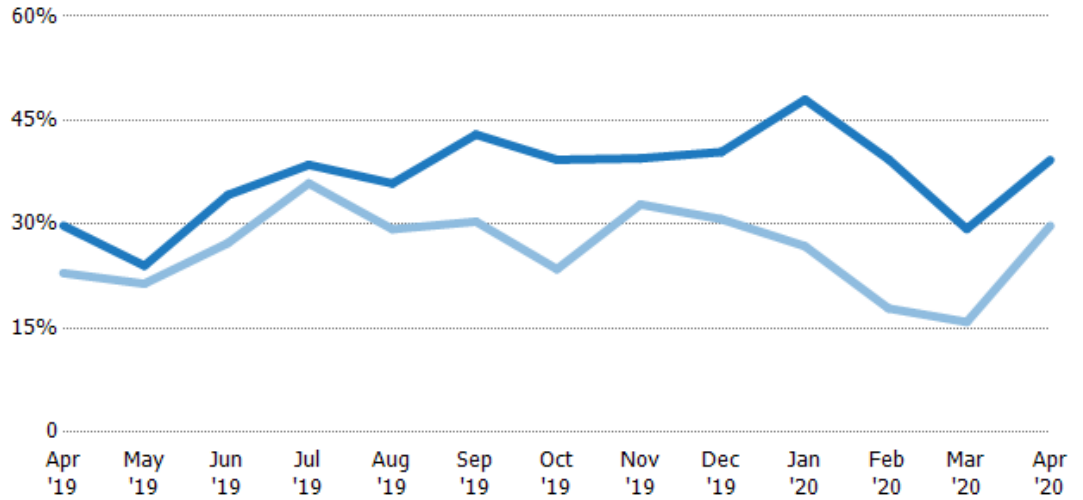
## Absorption Rate

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.
Apr '20	39%	-9.5%
Apr '19	30%	-6.8%
Apr '18	23%	-10.9%



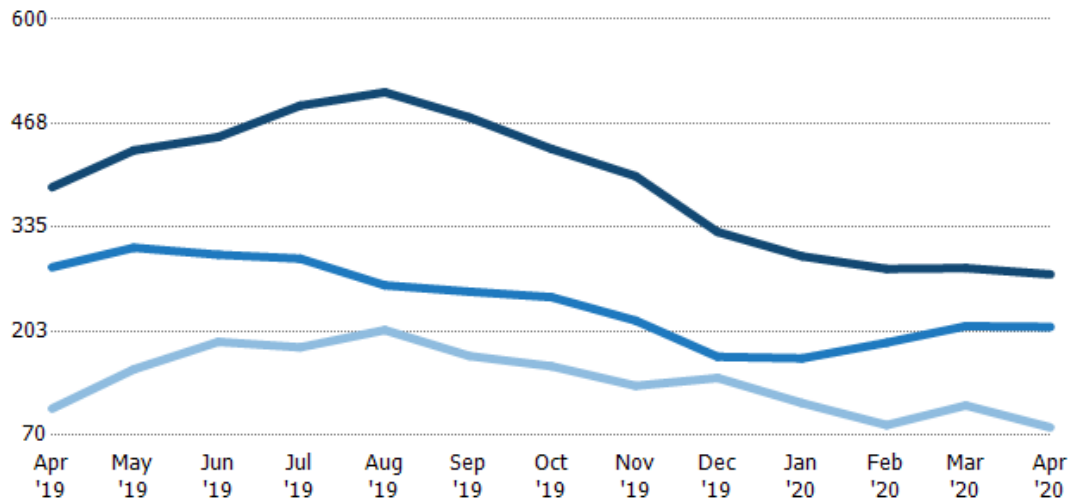
Current Year	30%	24%	34%	39%	36%	43%	39%	40%	40%	48%	39%	29%	39%
Prior Year	23%	21%	27%	36%	29%	30%	24%	33%	31%	27%	18%	16%	30%
Change from Prior Year	-7%	-3%	-7%	-3%	-7%	-13%	-16%	-7%	-10%	-21%	-22%	-13%	-9%

## 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



Active	386	433	450	490	507	475	435	400	329	298	282	283	275
Pending	284	309	300	295	261	253	246	216	170	168	188	209	208
Sold	104	154	189	182	204	171	158	133	143	111	83	108	80

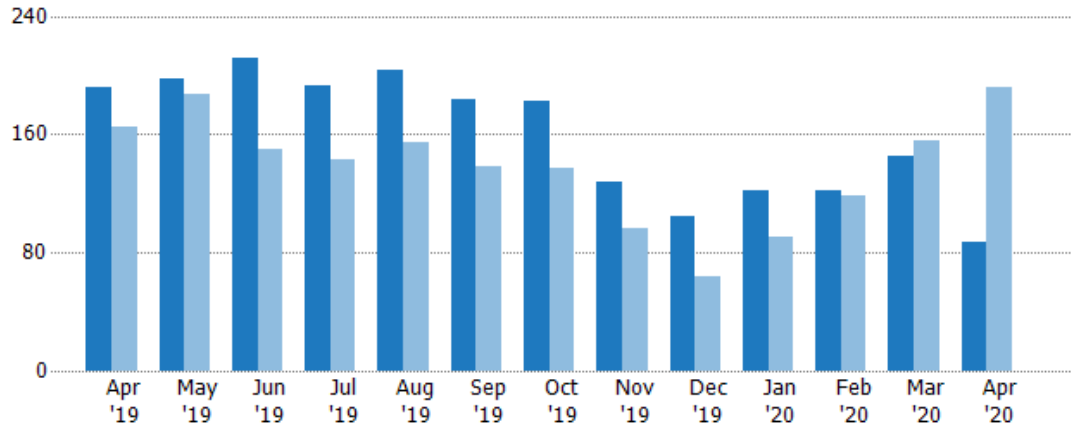
## New Pending Sales

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.
Apr '20	87	-54.7%
Apr '19	192	16.4%
Apr '18	165	-4.2%



Current Year	192	198	212	193	203	184	183	128	105	122	122	145	87
Prior Year	165	187	150	143	155	138	137	96	64	90	118	156	192
Percent Change from Prior Year	16%	6%	41%	35%	31%	33%	34%	33%	64%	36%	3%	-7%	-55%

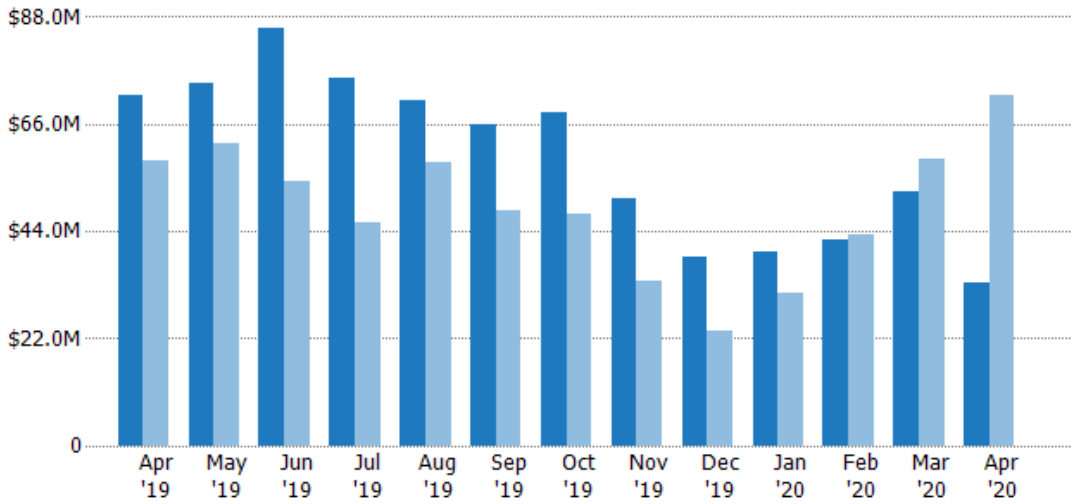
## New Pending Sales Volume

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.
Apr '20	\$33.5M	-53.5%
Apr '19	\$72M	23.4%
Apr '18	\$58.3M	-9.2%



Current Year	\$72M	\$74.3M	\$85.8M	\$75.3M	\$70.8M	\$66M	\$68.2M	\$50.8M	\$38.8M	\$39.9M	\$42.3M	\$52.1M	\$33.5M
Prior Year	\$58.3M	\$61.9M	\$54.4M	\$45.9M	\$58.1M	\$48.4M	\$47.7M	\$33.8M	\$23.5M	\$31.2M	\$43.4M	\$58.7M	\$72M
Percent Change from Prior Year	23%	20%	58%	64%	22%	36%	43%	50%	65%	28%	-3%	-11%	-53%



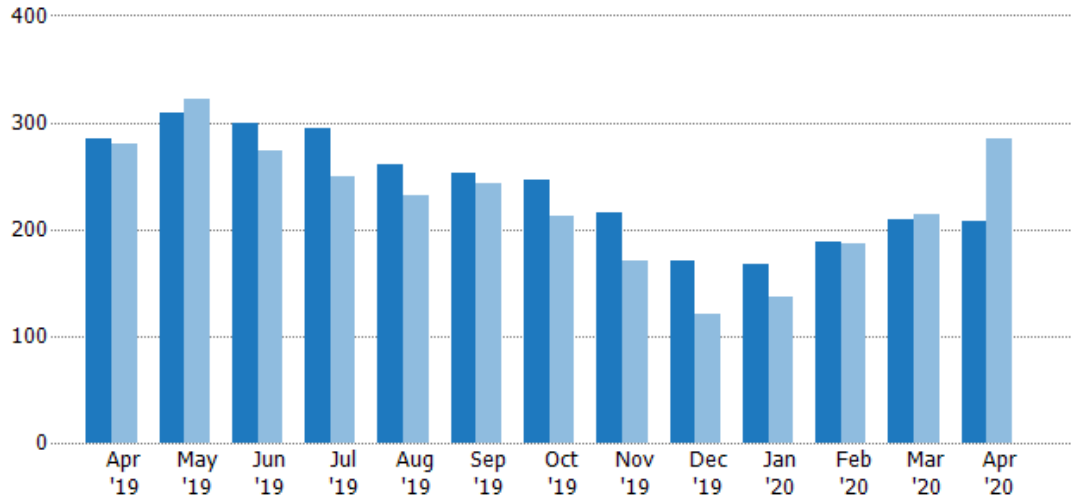
## Pending Sales

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.
Apr '20	208	-26.8%
Apr '19	284	1.4%
Apr '18	280	-0.4%



Current Year	284	309	300	295	261	253	246	216	170	168	188	209	208
Prior Year	280	321	273	249	231	243	213	170	120	137	187	214	284
Percent Change from Prior Year	1%	-4%	10%	18%	13%	4%	15%	27%	42%	23%	1%	-2%	-27%

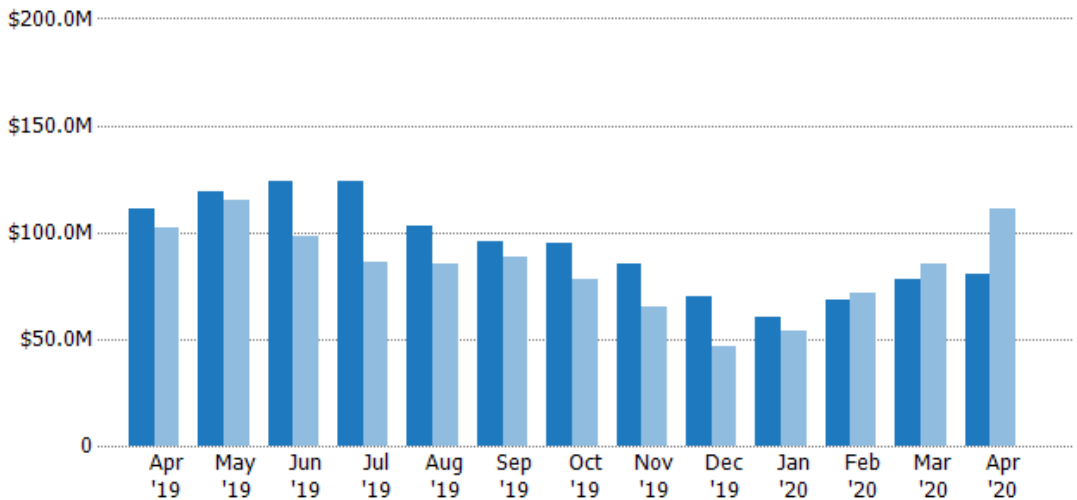
## Pending Sales Volume

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.
Apr '20	\$80M	-27.9%
Apr '19	\$111M	8.5%
Apr '18	\$102M	-7.9%



Current Year	\$111M	\$119M	\$124M	\$124M	\$103M	\$95.7M	\$94.6M	\$85.2M	\$70M	\$60.5M	\$68.6M	\$77.6M	\$80M
Prior Year	\$102M	\$115M	\$97.7M	\$86.3M	\$85.3M	\$88.8M	\$78.3M	\$65.2M	\$46.9M	\$54M	\$71.7M	\$85.2M	\$111M
Percent Change from Prior Year	9%	3%	26%	43%	21%	8%	21%	31%	49%	12%	-4%	-9%	-28%

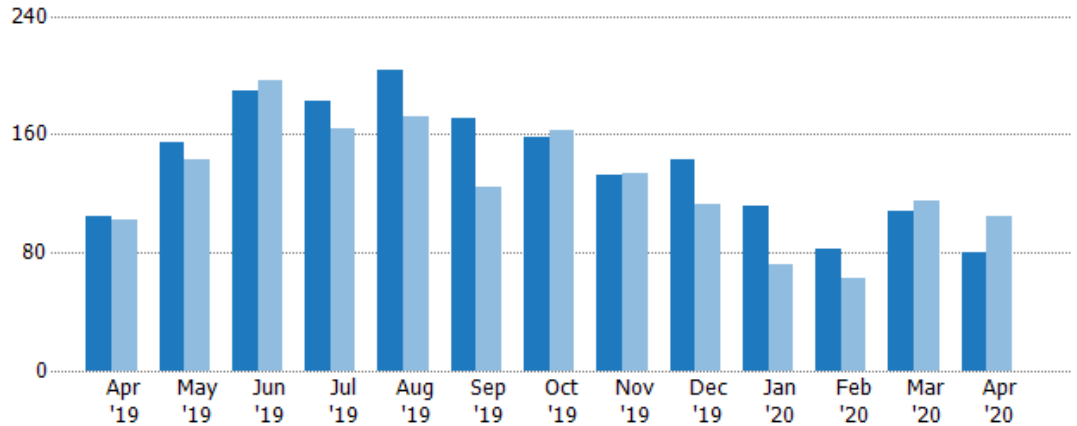
## Closed Sales

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.
Apr '20	80	-23.1%
Apr '19	104	2%
Apr '18	102	9.8%



Current Year	104	154	189	182	204	171	158	133	143	111	83	108	80
Prior Year	102	143	196	164	172	124	163	134	113	72	63	115	104
Percent Change from Prior Year	2%	8%	-4%	11%	19%	38%	-3%	-1%	27%	54%	32%	-6%	-23%

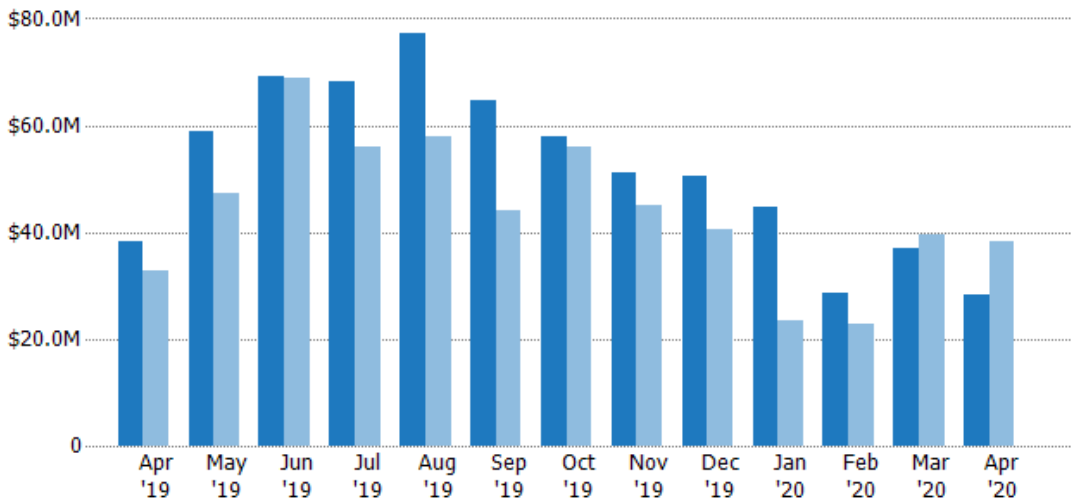
## Closed Sales Volume

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.
Apr '20	\$28.1M	-26.2%
Apr '19	\$38.1M	15.9%
Apr '18	\$32.9M	6.5%



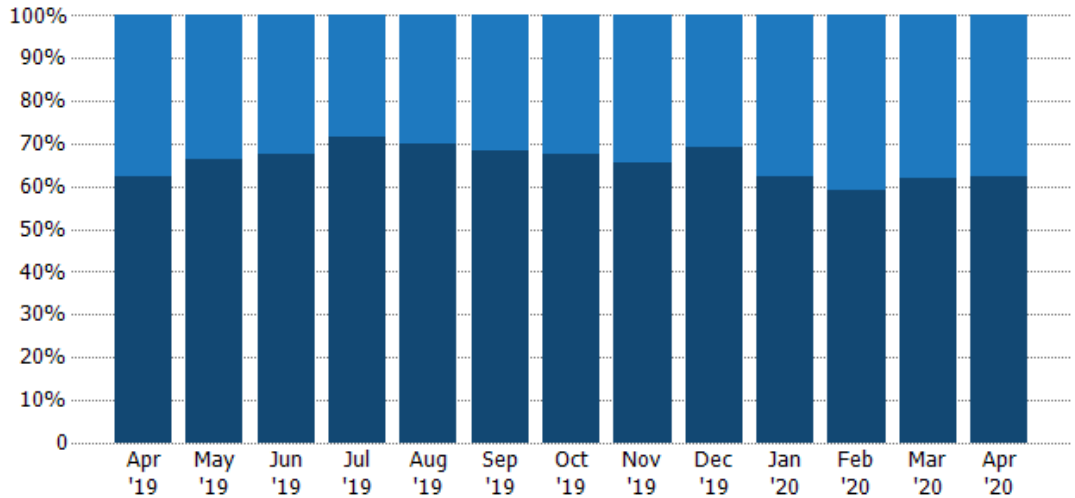
Current Year	\$38.1M	\$58.9M	\$69.3M	\$68.3M	\$77.2M	\$64.5M	\$57.8M	\$51.3M	\$50.5M	\$44.7M	\$28.5M	\$36.9M	\$28.1M
Prior Year	\$32.9M	\$47.2M	\$68.9M	\$55.9M	\$58M	\$44M	\$55.9M	\$45M	\$40.4M	\$23.4M	\$22.9M	\$39.7M	\$38.1M
Percent Change from Prior Year	16%	25%	1%	22%	33%	47%	3%	14%	25%	91%	25%	-7%	-26%

## 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



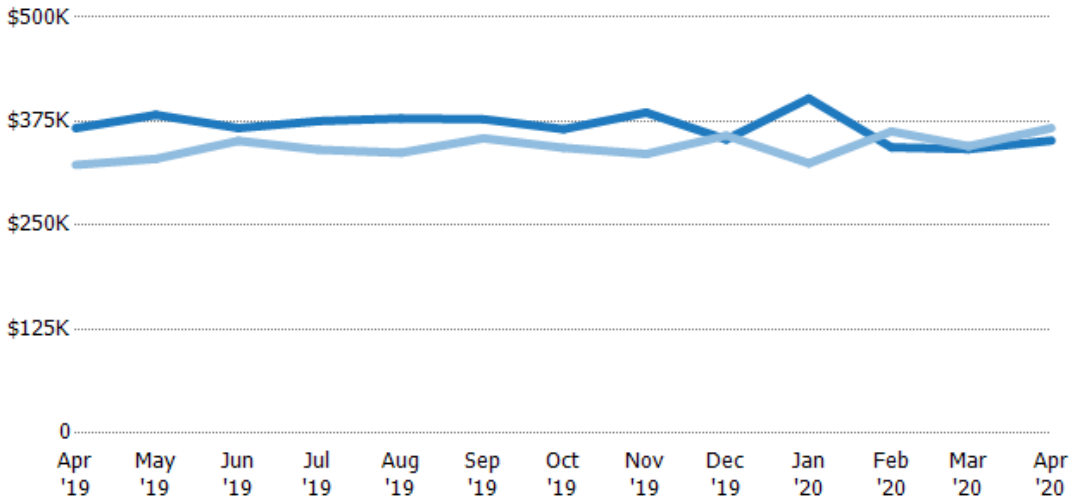
Condo/Townhouse	38%	34%	32%	29%	30%	32%	32%	35%	31%	38%	41%	38%	38%
Single Family Residence	63%	66%	68%	71%	70%	68%	68%	65%	69%	62%	59%	62%	63%

## 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	\$367K	\$383K	\$367K	\$375K	\$378K	\$377K	\$366K	\$385K	\$353K	\$402K	\$344K	\$342K	\$352K
Prior Year	\$323K	\$330K	\$351K	\$341K	\$337K	\$355K	\$343K	\$336K	\$358K	\$325K	\$363K	\$345K	\$367K
Percent Change from Prior Year	14%	16%	4%	10%	12%	6%	7%	15%	-1%	24%	-5%	-1%	-4%

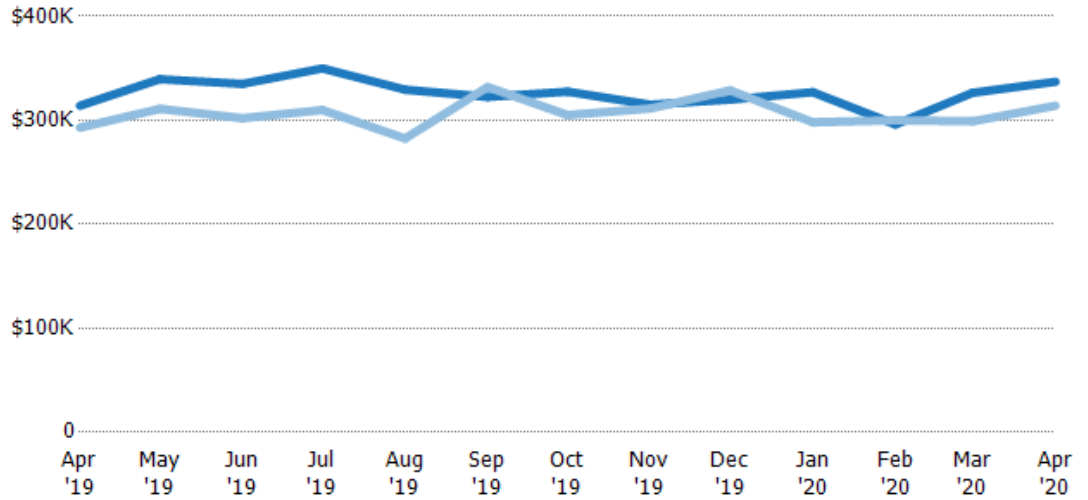
## Median Sales Price

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.
Apr '20	\$337K	7.3%
Apr '19	\$314K	7.2%
Apr '18	\$293K	-3.7%



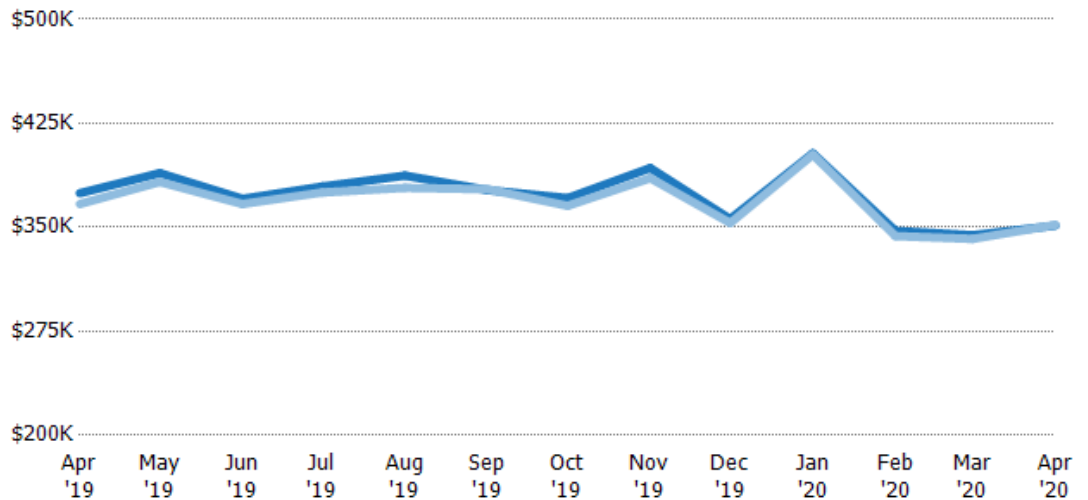
Current Year	\$314K	\$340K	\$335K	\$350K	\$329K	\$323K	\$328K	\$315K	\$320K	\$327K	\$296K	\$327K	\$337K
Prior Year	\$293K	\$311K	\$302K	\$310K	\$283K	\$332K	\$305K	\$311K	\$329K	\$298K	\$300K	\$299K	\$314K
Percent Change from Prior Year	7%	9%	11%	13%	17%	-3%	7%	1%	-3%	10%	-1%	9%	7%

## 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



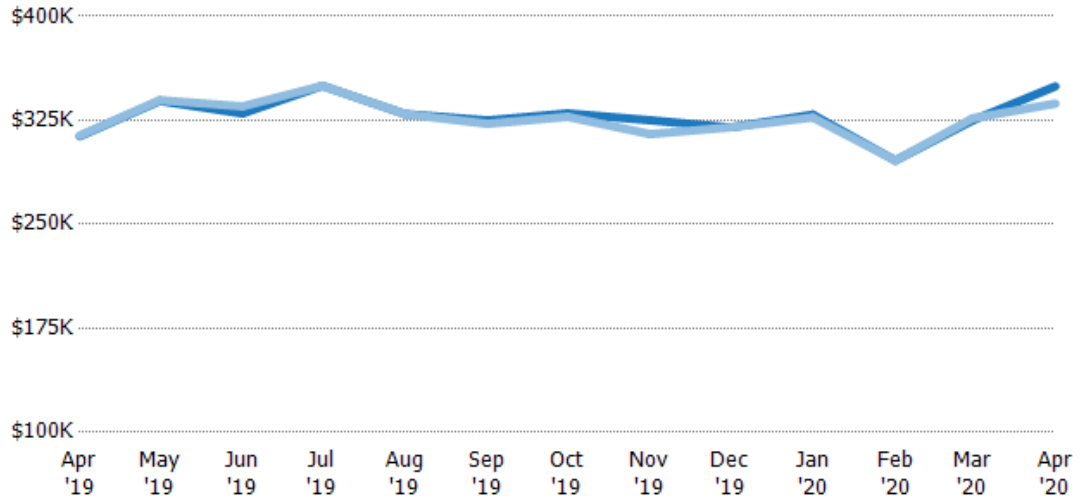
Avg List Price	\$375K	\$389K	\$371K	\$379K	\$387K	\$377K	\$371K	\$393K	\$356K	\$403K	\$347K	\$344K	\$351K
Avg Sales Price	\$367K	\$383K	\$367K	\$375K	\$378K	\$377K	\$366K	\$385K	\$353K	\$402K	\$344K	\$342K	\$352K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	99%	98%	100%	99%	98%	99%	100%	99%	99%	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



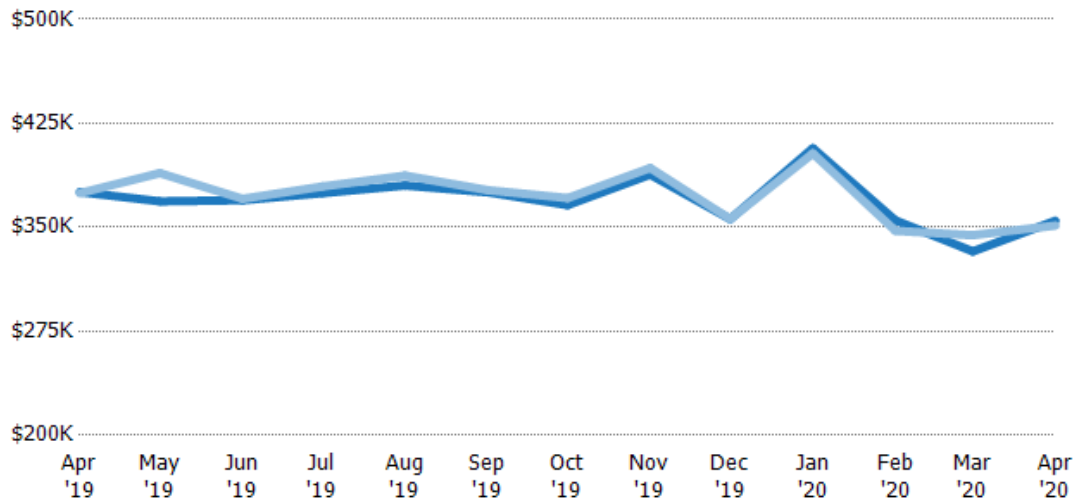
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$314K	\$339K	\$330K	\$350K	\$329K	\$325K	\$330K	\$325K	\$320K	\$329K	\$296K	\$325K	\$349K
Median Sales Price	\$314K	\$340K	\$335K	\$350K	\$329K	\$323K	\$328K	\$315K	\$320K	\$327K	\$296K	\$327K	\$337K
Med Sales Price as a % of Med List Price	100%	100%	102%	100%	100%	99%	99%	97%	100%	99%	100%	100%	96%

## 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



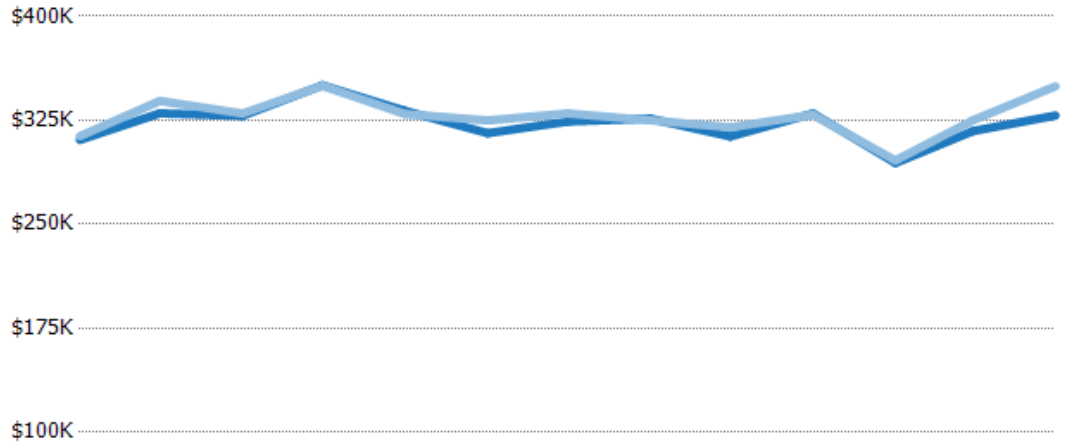
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$375K	\$369K	\$370K	\$375K	\$380K	\$375K	\$366K	\$388K	\$356K	\$407K	\$355K	\$333K	\$355K
Avg Sales Price	\$375K	\$389K	\$371K	\$379K	\$387K	\$377K	\$371K	\$393K	\$356K	\$403K	\$347K	\$344K	\$351K
Avg Sales Price as a % of Avg Est Value	100%	106%	100%	101%	102%	100%	101%	101%	100%	99%	98%	104%	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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$311K	\$330K	\$328K	\$350K	\$332K	\$316K	\$324K	\$326K	\$313K	\$330K	\$294K	\$317K	\$328K
Median Sales Price	\$314K	\$339K	\$330K	\$350K	\$329K	\$325K	\$330K	\$325K	\$320K	\$329K	\$296K	\$325K	\$349K
Med Sales Price as a % of Med Est Value	101%	103%	101%	100%	99%	103%	102%	100%	102%	100%	101%	102%	106%