

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	210	240	-12.5%	685	780	-12.2%
New Listing Volume	\$97,843,658	\$96,946,185	+0.9%	\$284,459,412	\$309,644,325	-8.1%
Active Listing Count	276	428	-35.5%	N/A	N/A	
Active Listing Volume	\$154,969,954	\$204,140,691	-24.1%	N/A	N/A	
Average Listing Price	\$561,485	\$476,964	+17.7%	\$517,994	\$465,641	+11.2%
Median Listing Price	\$437,000	\$409,900	+6.6%	\$422,764	\$401,971	+5.2%
Median Days in RPR	75	72.5	+3.4%	90.18	115.16	-21.7%
Months of Inventory	3.5	4.1	-16.2%	2.8	4.1	-30.6%
Absorption Rate	28.99%	24.3%	+4.7%	35.1%	24.37%	+10.7%
Sales Activity Charts Metrics						
New Pending Sales Count	223	197	+13.2%	694	753	-7.8%
New Pending Sales Volume	\$88,728,670	\$74,098,692	+19.7%	\$254,559,154	\$279,402,851	-8.9%
Pending Sales Count	313	309	+1.3%	N/A	N/A	
Pending Sales Volume	\$125,771,324	\$118,863,063	+5.8%	N/A	N/A	
Closed Sales Count	85	154	-44.8%	467	509	-8.3%
Closed Sales Volume	\$29,047,687	\$58,929,451	-50.7%	\$167,279,003	\$183,438,065	-8.8%
Average Sales Price	\$341,737	\$382,659	-10.7%	\$358,199	\$360,389	-0.6%
Median Sales Price	\$315,000	\$339,500	-7.2%	\$320,904	\$314,395	+2.1%

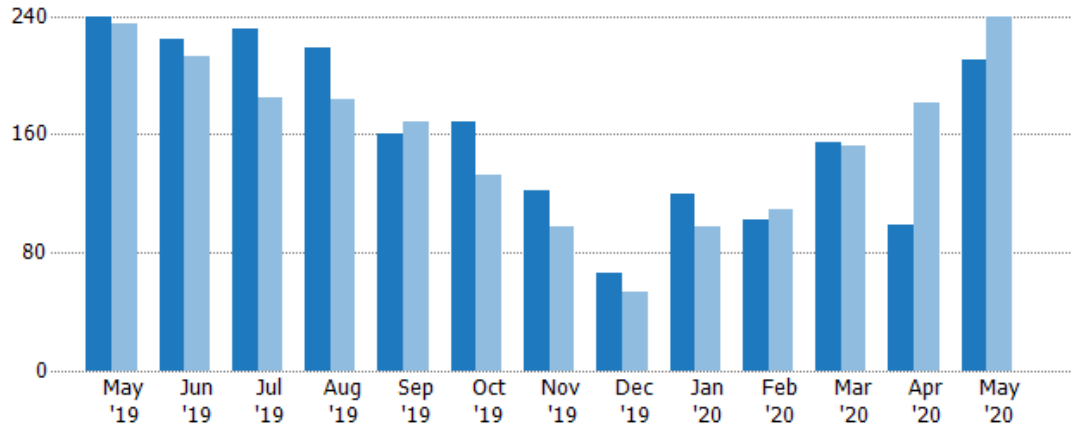
New Listings

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.
May '20	210	-12.5%
May '19	240	2.1%
May '18	235	13.6%



Current Year	240	224	231	219	160	169	122	66	120	102	154	99	210
Prior Year	235	213	185	184	169	133	98	53	98	109	152	181	240
Percent Change from Prior Year	2%	5%	25%	19%	-5%	27%	24%	25%	22%	-6%	1%	-45%	-13%

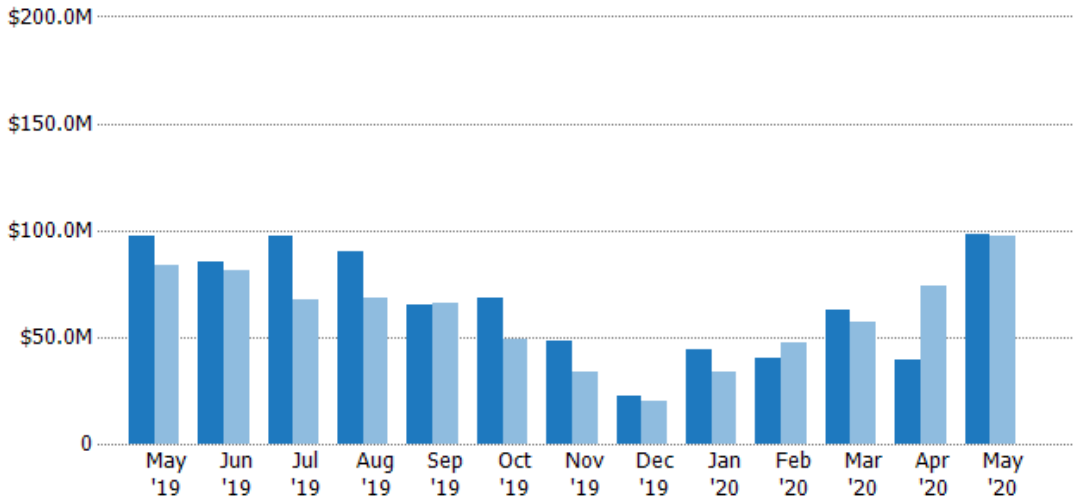
New Listing Volume

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.
May '20	\$97.8M	0.9%
May '19	\$96.9M	15.8%
May '18	\$83.7M	31.5%



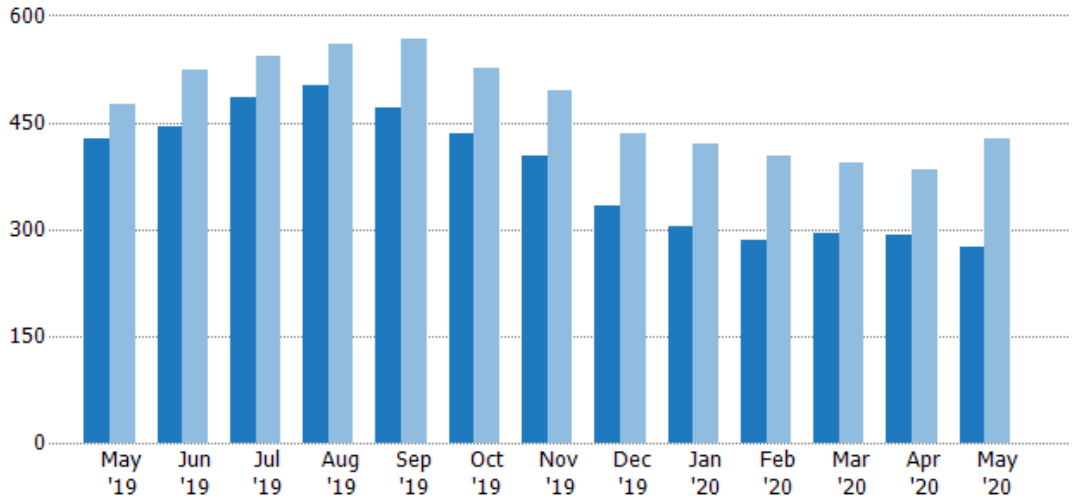
Current Year	\$96.9M	\$85.2M	\$97.5M	\$90.1M	\$64.8M	\$68.1M	\$47.9M	\$22.4M	\$44.2M	\$40.5M	\$62.6M	\$39.3M	\$97.8M
Prior Year	\$83.7M	\$81.4M	\$67.4M	\$68.1M	\$65.5M	\$48.7M	\$34M	\$19.7M	\$33.9M	\$47.4M	\$57.1M	\$74.3M	\$96.9M
Percent Change from Prior Year	16%	5%	45%	32%	-1%	40%	41%	14%	31%	-15%	10%	-47%	1%

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



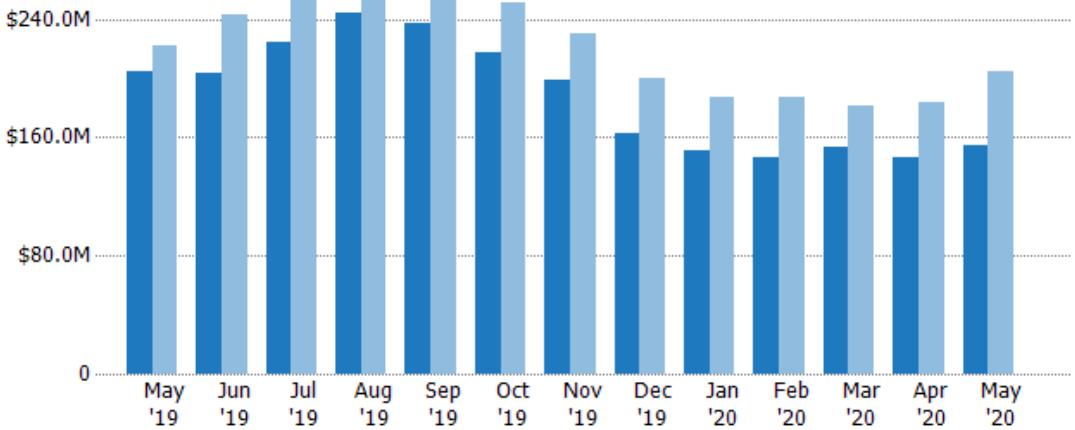
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	428	445	485	503	471	435	403	332	303	285	295	291	276
Prior Year	475	523	544	560	566	526	495	435	420	402	394	383	428
Percent Change from Prior Year	-10%	-15%	-11%	-10%	-17%	-17%	-19%	-24%	-28%	-29%	-25%	-24%	-36%

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



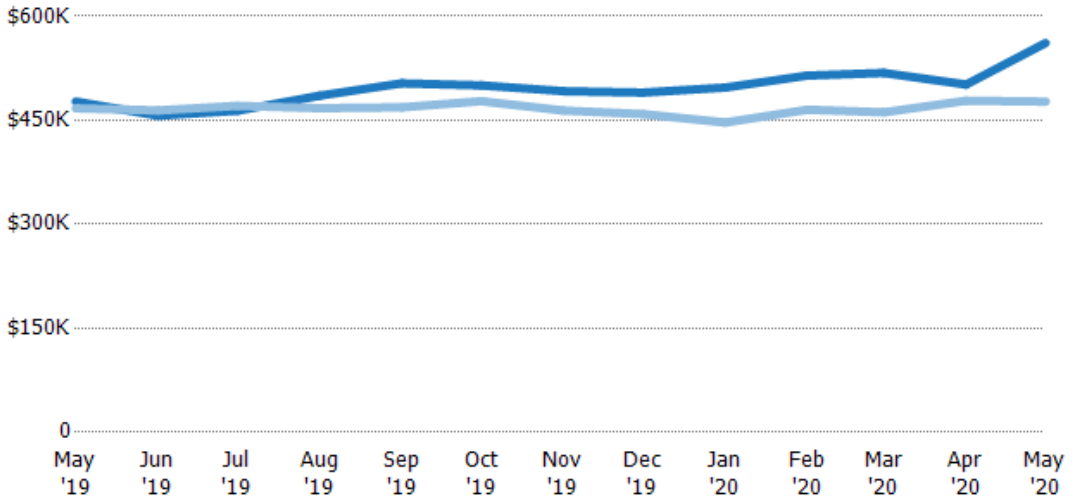
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$204M	\$203M	\$225M	\$244M	\$237M	\$218M	\$198M	\$163M	\$151M	\$147M	\$153M	\$146M	\$155M
Prior Year	\$222M	\$243M	\$256M	\$262M	\$265M	\$251M	\$230M	\$200M	\$188M	\$187M	\$182M	\$183M	\$204M
Percent Change from Prior Year	-8%	-16%	-12%	-7%	-11%	-13%	-14%	-19%	-20%	-22%	-16%	-20%	-24%

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



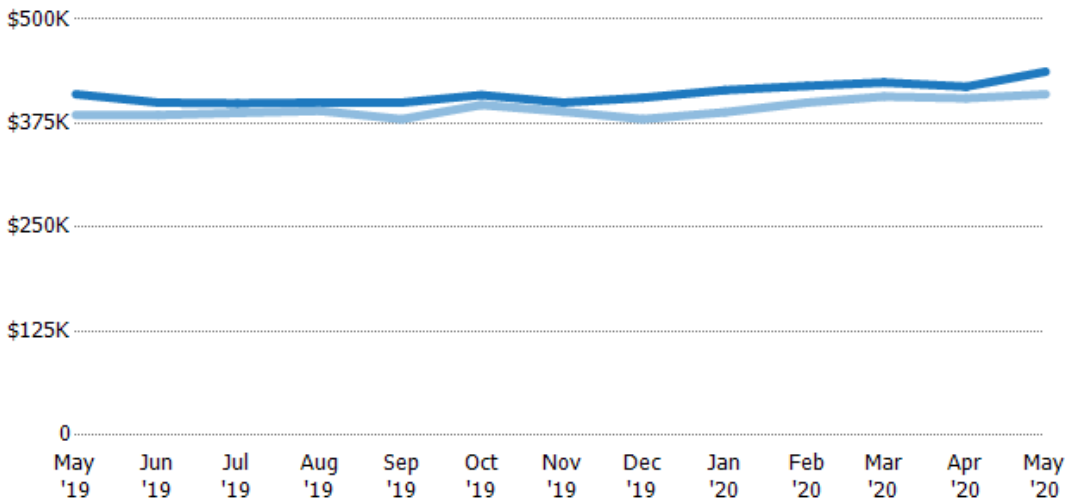
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$477K	\$457K	\$464K	\$486K	\$503K	\$500K	\$492K	\$490K	\$497K	\$514K	\$518K	\$502K	\$561K
Prior Year	\$467K	\$464K	\$471K	\$467K	\$469K	\$478K	\$464K	\$459K	\$447K	\$465K	\$462K	\$478K	\$477K
Percent Change from Prior Year	2%	-2%	-2%	4%	7%	5%	6%	7%	11%	11%	12%	5%	18%

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



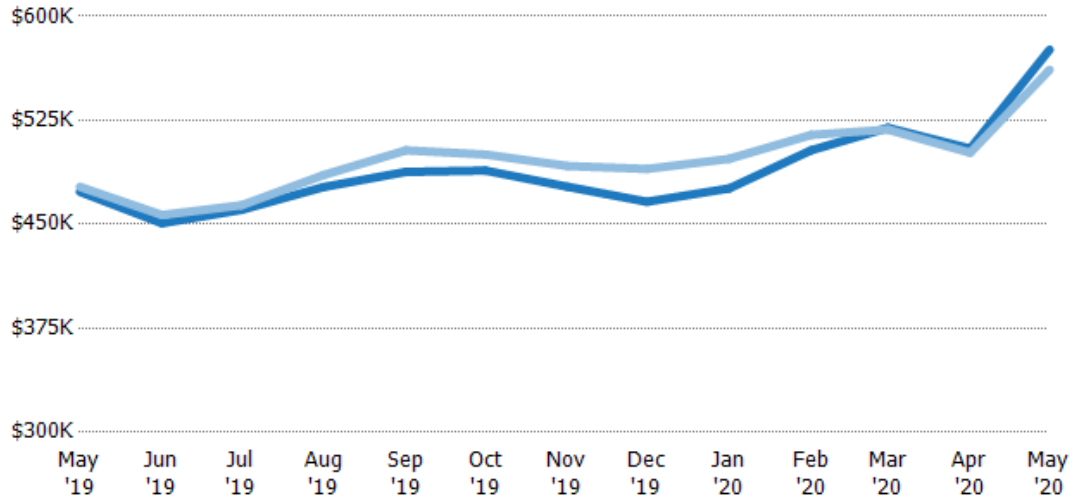
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$410K	\$400K	\$399K	\$400K	\$400K	\$409K	\$400K	\$406K	\$415K	\$420K	\$424K	\$419K	\$437K
Prior Year	\$385K	\$385K	\$388K	\$390K	\$380K	\$397K	\$389K	\$380K	\$388K	\$400K	\$407K	\$405K	\$410K
Percent Change from Prior Year	6%	4%	3%	3%	5%	3%	3%	7%	7%	5%	4%	3%	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



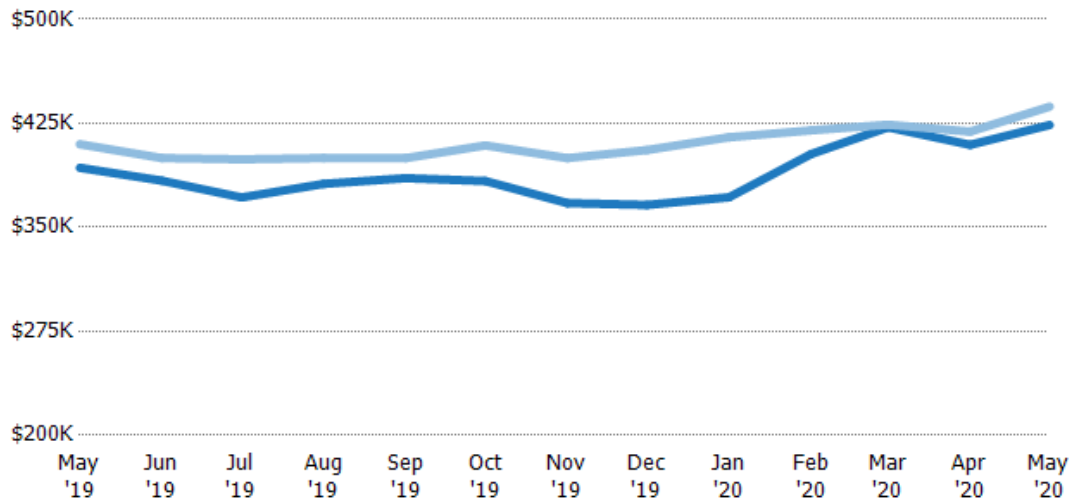
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$473K	\$451K	\$460K	\$477K	\$488K	\$489K	\$477K	\$466K	\$476K	\$503K	\$520K	\$505K	\$576K
Avg Listing Price	\$477K	\$457K	\$464K	\$486K	\$503K	\$500K	\$492K	\$490K	\$497K	\$514K	\$518K	\$502K	\$561K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	102%	103%	102%	103%	105%	104%	102%	100%	99%	97%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$393K	\$384K	\$372K	\$381K	\$385K	\$383K	\$367K	\$366K	\$372K	\$403K	\$422K	\$409K	\$424K
Median Listing Price	\$410K	\$400K	\$399K	\$400K	\$400K	\$409K	\$400K	\$406K	\$415K	\$420K	\$424K	\$419K	\$437K
Med Listing Price as a % of Med Est Value	104%	104%	107%	105%	104%	107%	109%	111%	112%	104%	100%	102%	103%

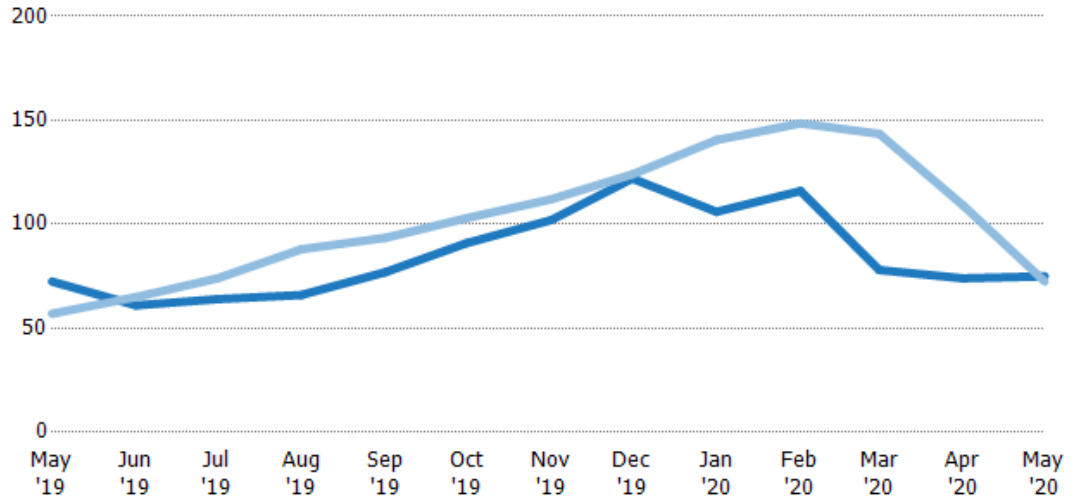
Median Days in RPR

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.
May '20	75	3.4%
May '19	72.5	27.2%
May '18	57	21.9%



Current Year	72.5	61	64	66	77	91	102	122	106	116	78	74	75
Prior Year	57	65	74	88	93.5	103	112	124	141	149	144	109	72.5
Percent Change from Prior Year	27%	-6%	-14%	-25%	-18%	-12%	-9%	-2%	-25%	-22%	-46%	-32%	3%

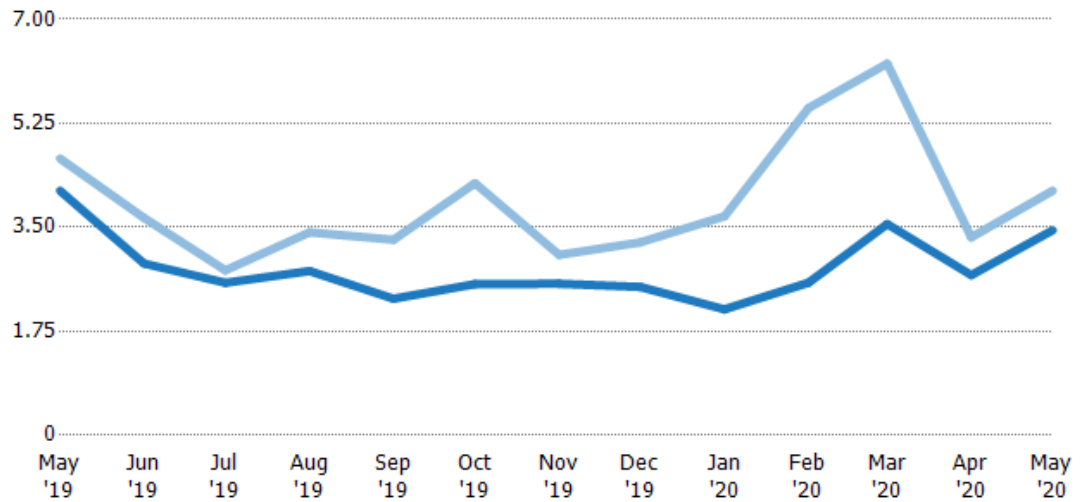
Months of Inventory

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.
May '20	3.45	-16.2%
May '19	4.12	-11.6%
May '18	4.66	4.1%



Current Year	4.12	2.89	2.57	2.76	2.3	2.54	2.55	2.5	2.12	2.57	3.55	2.69	3.45
Prior Year	4.66	3.66	2.78	3.41	3.29	4.24	3.04	3.25	3.68	5.51	6.25	3.33	4.12
Percent Change from Prior Year	-12%	-21%	-8%	-19%	-30%	-40%	-16%	-23%	-42%	-53%	-43%	-19%	-16%

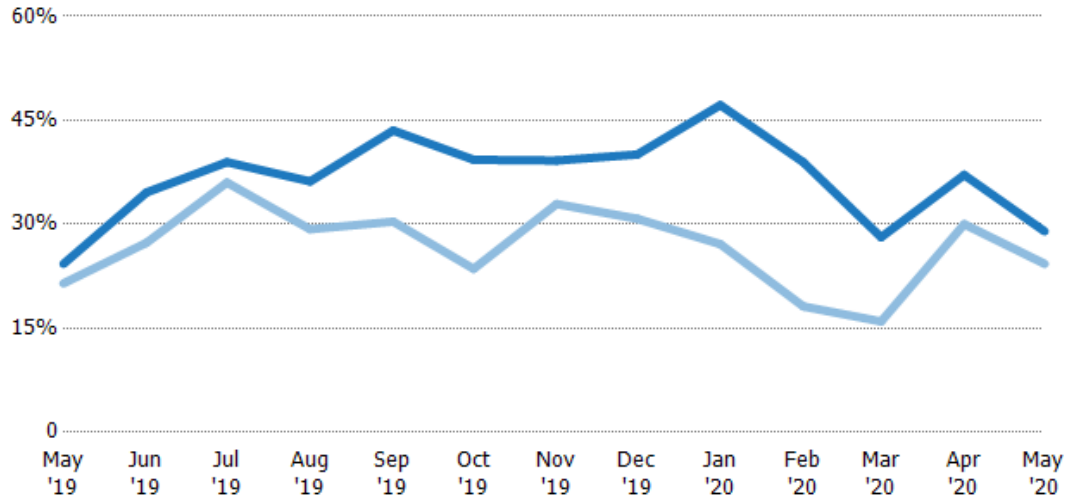
Absorption Rate

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.
May '20	29%	-4.7%
May '19	24%	-2.8%
May '18	21%	-3.9%



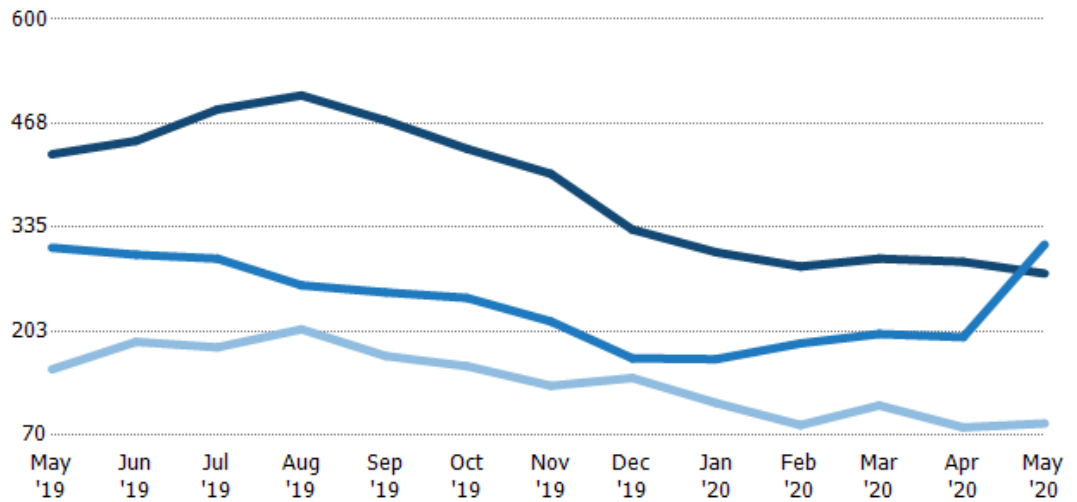
Current Year	24%	35%	39%	36%	44%	39%	39%	40%	47%	39%	28%	37%	29%
Prior Year	21%	27%	36%	29%	30%	24%	33%	31%	27%	18%	16%	30%	24%
Change from Prior Year	-3%	-7%	-3%	-7%	-13%	-16%	-6%	-9%	-20%	-21%	-12%	-7%	-5%

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	428	445	485	503	471	435	403	332	303	285	295	291	276
Pending	309	300	295	261	252	245	215	168	167	187	199	195	313
Sold	154	189	182	205	171	158	133	143	111	83	108	80	85

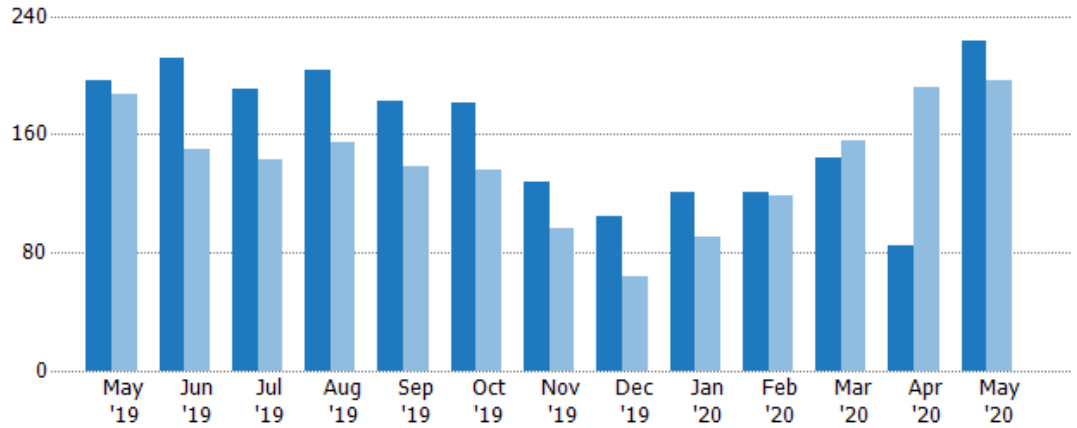
New Pending Sales

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.
May '20	223	13.2%
May '19	197	5.3%
May '18	187	8%



Current Year	197	211	191	203	182	181	128	105	121	121	144	85	223
Prior Year	187	150	143	155	138	136	96	64	90	118	156	192	197
Percent Change from Prior Year	5%	41%	34%	31%	32%	33%	33%	64%	34%	3%	-8%	-56%	13%

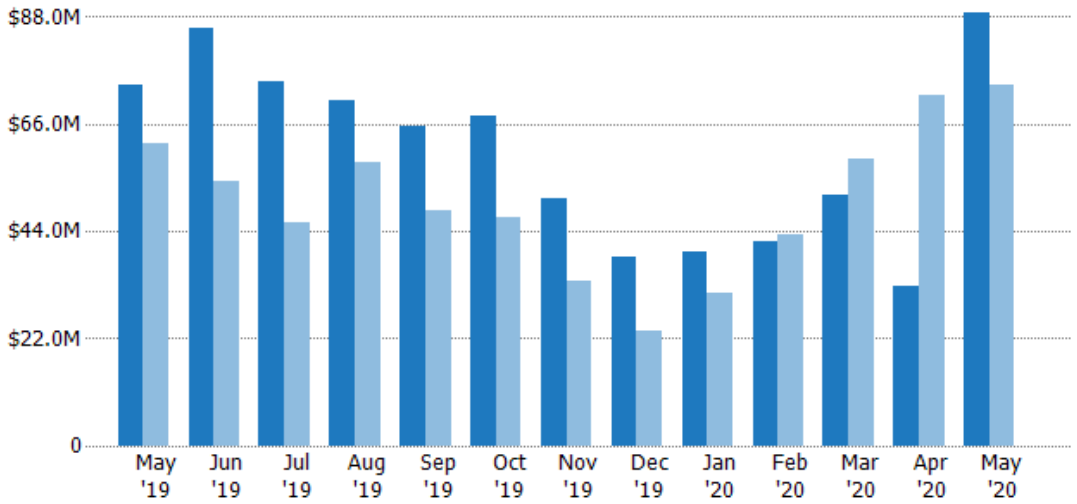
New Pending Sales Volume

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.
May '20	\$88.7M	19.7%
May '19	\$74.1M	19.7%
May '18	\$61.9M	11%



Current Year	\$74.1M	\$85.6M	\$74.8M	\$70.8M	\$65.4M	\$67.6M	\$50.8M	\$38.8M	\$39.7M	\$42M	\$51.4M	\$32.6M	\$88.7M
Prior Year	\$61.9M	\$54.4M	\$45.9M	\$58.1M	\$48.4M	\$47M	\$33.8M	\$23.5M	\$31.2M	\$43.4M	\$58.7M	\$72M	\$74.1M
Percent Change from Prior Year	20%	57%	63%	22%	35%	44%	50%	65%	27%	-3%	-12%	-55%	20%

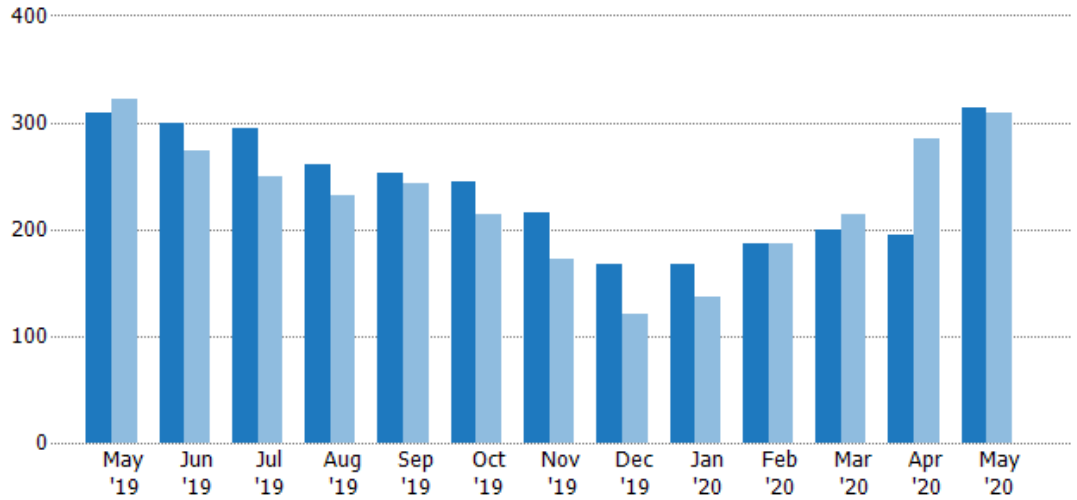
Pending Sales

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.
May '20	313	1.3%
May '19	309	-3.7%
May '18	321	0.3%



Current Year	309	300	295	261	252	245	215	168	167	187	199	195	313
Prior Year	321	273	249	231	243	214	172	121	137	187	214	284	309
Percent Change from Prior Year	-4%	10%	18%	13%	4%	14%	25%	39%	22%	0%	-7%	-31%	1%

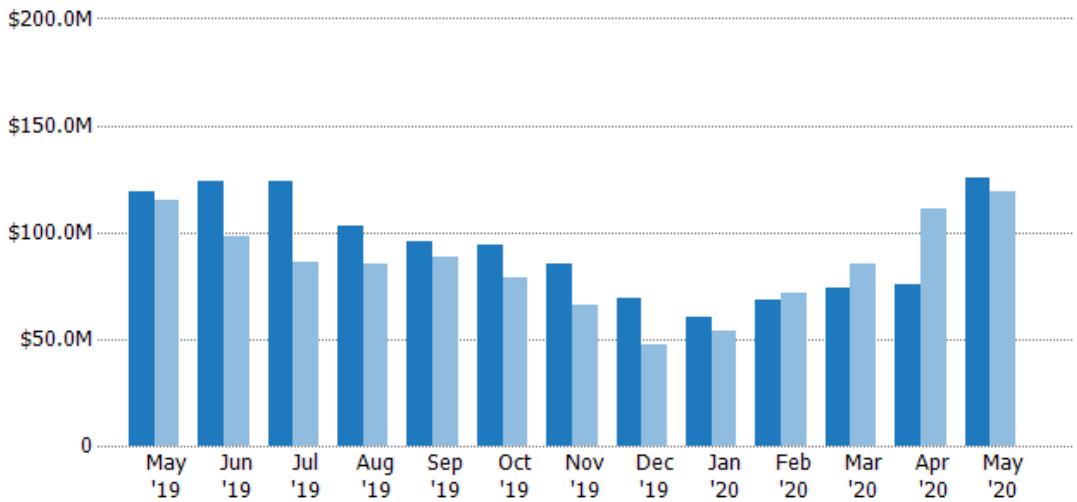
Pending Sales Volume

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.
May '20	\$126M	5.8%
May '19	\$119M	3.4%
May '18	\$115M	-3.9%



Current Year	\$119M	\$124M	\$124M	\$103M	\$95.3M	\$94.3M	\$84.9M	\$69.3M	\$60.2M	\$68.3M	\$74.3M	\$75.4M	\$126M
Prior Year	\$115M	\$97.7M	\$86.3M	\$85.3M	\$88.8M	\$78.6M	\$65.9M	\$47.4M	\$54M	\$71.7M	\$85.2M	\$111M	\$119M
Percent Change from Prior Year	3%	26%	43%	21%	7%	20%	29%	46%	12%	-5%	-13%	-32%	6%

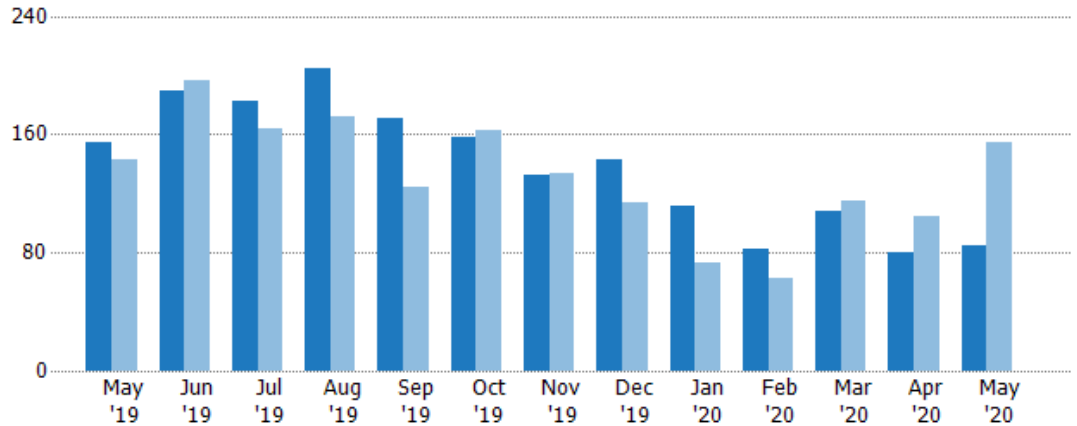
Closed Sales

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.
May '20	85	-44.8%
May '19	154	7.7%
May '18	143	6.3%



Current Year	154	189	182	205	171	158	133	143	111	83	108	80	85
Prior Year	143	196	164	172	124	163	134	114	73	63	115	104	154
Percent Change from Prior Year	8%	-4%	11%	19%	38%	-3%	-1%	25%	52%	32%	-6%	-23%	-45%

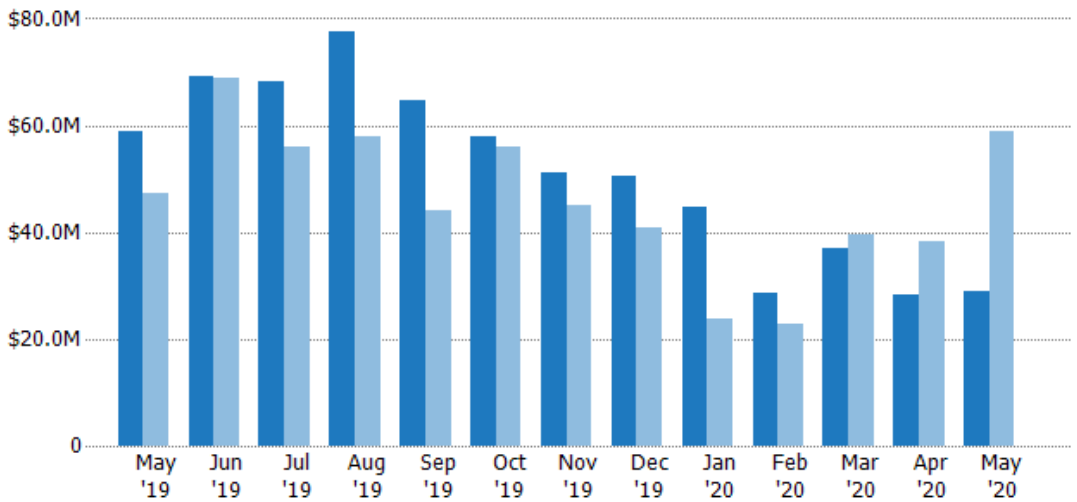
Closed Sales Volume

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.
May '20	\$29M	-50.7%
May '19	\$58.9M	24.9%
May '18	\$47.2M	5.3%



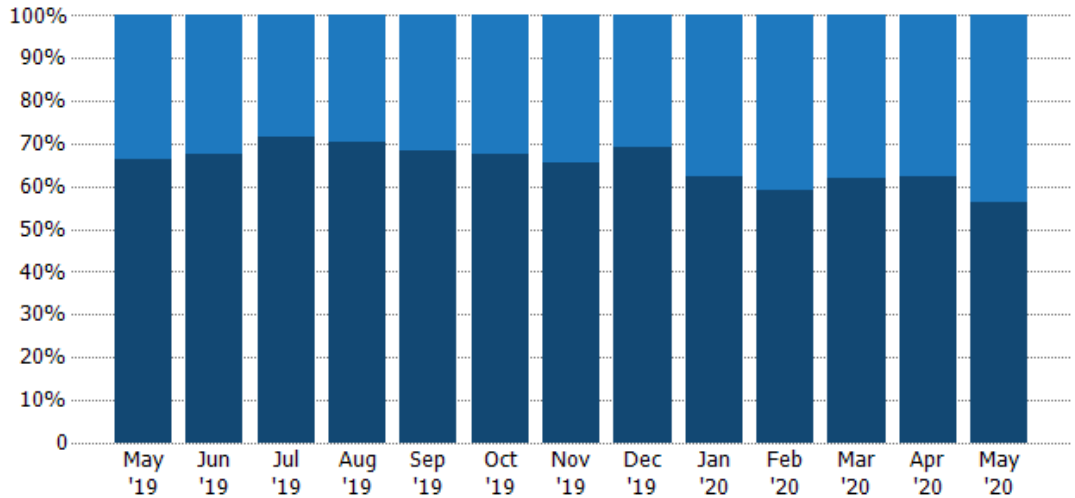
Current Year	\$58.9M	\$69.3M	\$68.3M	\$77.5M	\$64.5M	\$57.8M	\$51.3M	\$50.5M	\$44.7M	\$28.5M	\$36.9M	\$28.1M	\$29M
Prior Year	\$47.2M	\$68.9M	\$55.9M	\$58M	\$44M	\$55.9M	\$45M	\$40.7M	\$23.8M	\$22.9M	\$39.7M	\$38.1M	\$58.9M
Percent Change from Prior Year	25%	1%	22%	34%	47%	3%	14%	24%	87%	25%	-7%	-26%	-51%

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



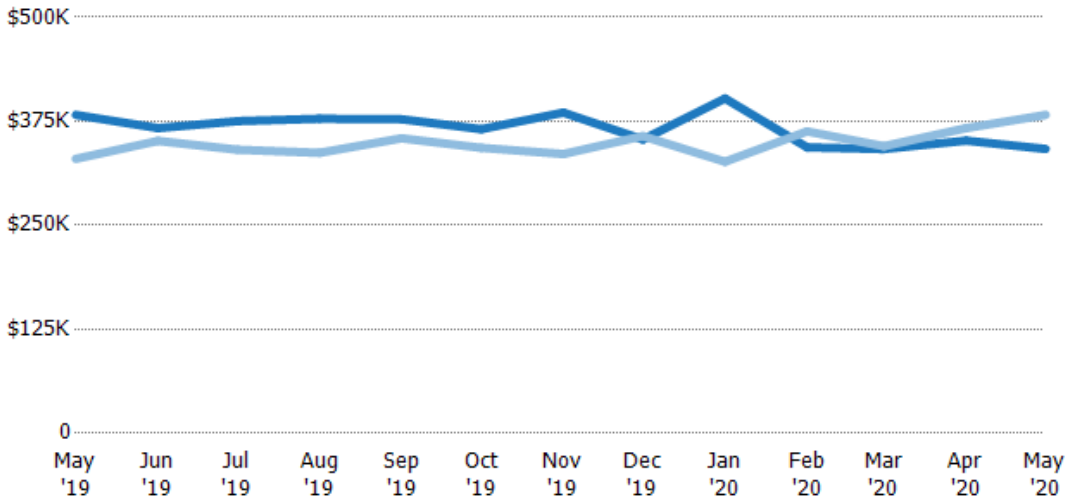
Condo/Townhouse	34%	32%	29%	30%	32%	32%	35%	31%	38%	41%	38%	38%	44%
Single Family Residence	66%	68%	71%	70%	68%	68%	65%	69%	62%	59%	62%	63%	56%

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	\$383K	\$367K	\$375K	\$378K	\$377K	\$366K	\$385K	\$353K	\$402K	\$344K	\$342K	\$352K	\$342K
Prior Year	\$330K	\$351K	\$341K	\$337K	\$355K	\$343K	\$336K	\$357K	\$326K	\$363K	\$345K	\$367K	\$383K
Percent Change from Prior Year	16%	4%	10%	12%	6%	7%	15%	-1%	23%	-5%	-1%	-4%	-11%

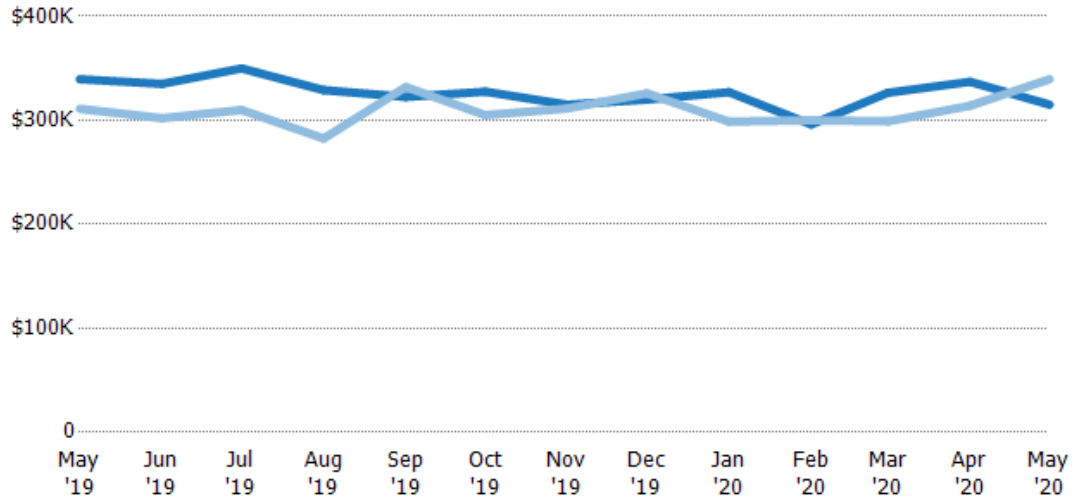
Median Sales Price

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.
May '20	\$315K	-7.2%
May '19	\$340K	9.2%
May '18	\$311K	-3.4%



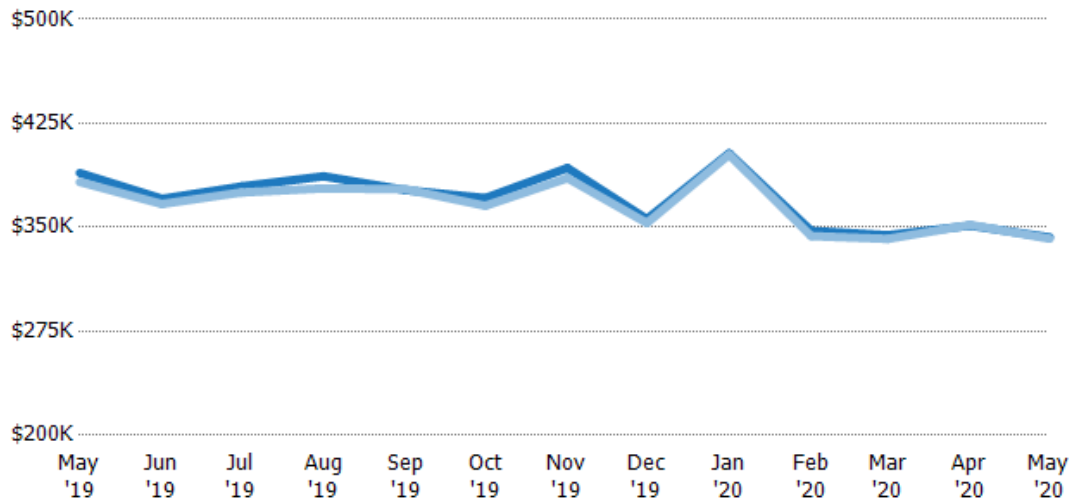
Current Year	\$340K	\$335K	\$350K	\$329K	\$323K	\$328K	\$315K	\$320K	\$327K	\$296K	\$327K	\$337K	\$315K
Prior Year	\$311K	\$302K	\$310K	\$283K	\$332K	\$305K	\$311K	\$326K	\$299K	\$300K	\$299K	\$314K	\$340K
Percent Change from Prior Year	9%	11%	13%	16%	-3%	7%	1%	-2%	9%	-1%	9%	7%	-7%

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



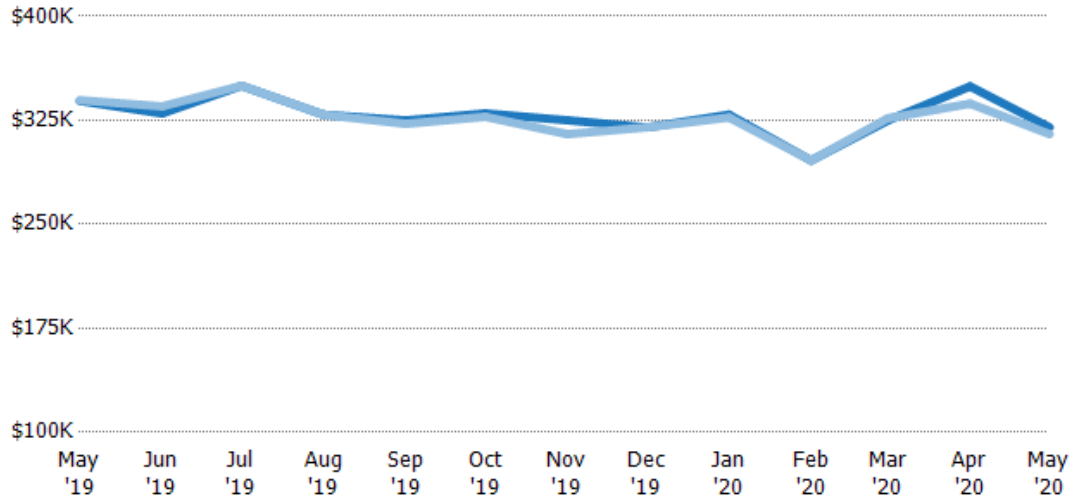
Avg List Price	\$389K	\$371K	\$379K	\$387K	\$377K	\$371K	\$393K	\$356K	\$403K	\$347K	\$344K	\$351K	\$343K
Avg Sales Price	\$383K	\$367K	\$375K	\$378K	\$377K	\$366K	\$385K	\$353K	\$402K	\$344K	\$342K	\$352K	\$342K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	98%	100%	99%	98%	99%	100%	99%	99%	100%	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



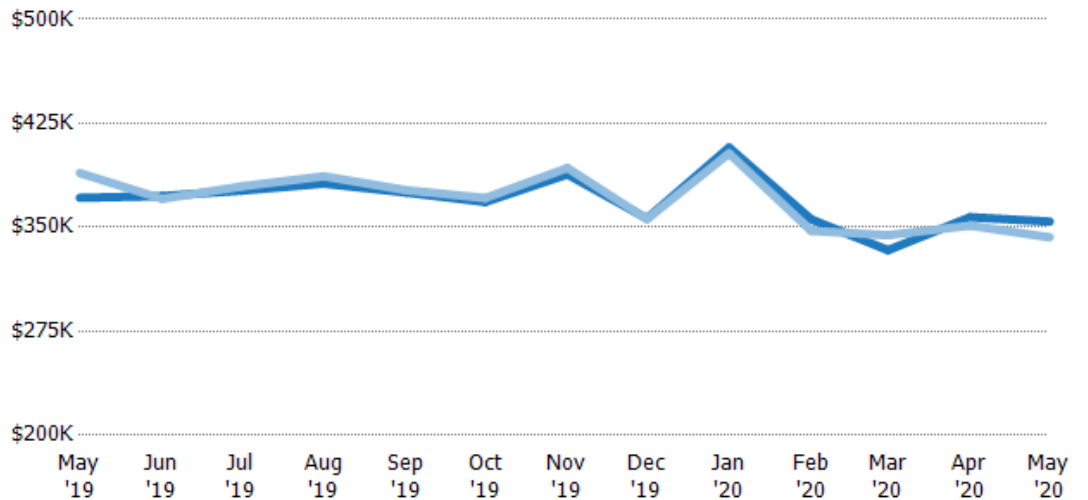
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$339K	\$330K	\$350K	\$329K	\$325K	\$330K	\$325K	\$320K	\$329K	\$296K	\$325K	\$349K	\$320K
Median Sales Price	\$340K	\$335K	\$350K	\$329K	\$323K	\$328K	\$315K	\$320K	\$327K	\$296K	\$327K	\$337K	\$315K
Med Sales Price as a % of Med List Price	100%	102%	100%	100%	99%	99%	97%	100%	99%	100%	100%	96%	98%

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



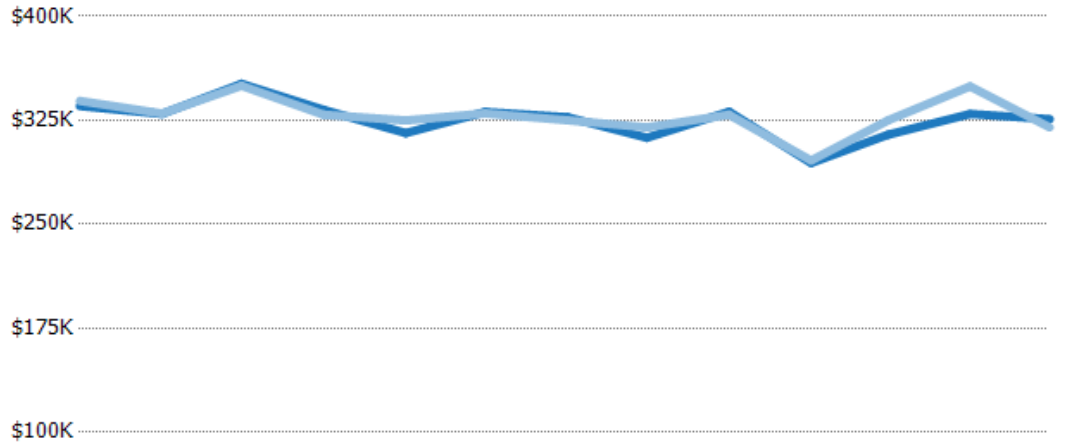
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$371K	\$373K	\$376K	\$382K	\$375K	\$368K	\$388K	\$356K	\$408K	\$356K	\$333K	\$357K	\$354K
Avg Sales Price	\$389K	\$371K	\$379K	\$387K	\$377K	\$371K	\$393K	\$356K	\$403K	\$347K	\$344K	\$351K	\$343K
Avg Sales Price as a % of Avg Est Value	105%	99%	101%	101%	100%	101%	101%	100%	99%	98%	103%	98%	97%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$335K	\$330K	\$351K	\$333K	\$316K	\$331K	\$327K	\$312K	\$331K	\$294K	\$315K	\$330K	\$326K
Median Sales Price	\$339K	\$330K	\$350K	\$329K	\$325K	\$330K	\$325K	\$320K	\$329K	\$296K	\$325K	\$349K	\$320K
Med Sales Price as a % of Med Est Value	101%	100%	100%	99%	103%	100%	99%	102%	99%	101%	103%	106%	98%