

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	247	223	+10.8%	936	1,007	-7.1%
New Listing Volume	\$105,625,380	\$84,788,934	+24.6%	\$391,123,310	\$396,678,654	-1.4%
Active Listing Count	283	448	-36.8%	N/A	N/A	
Active Listing Volume	\$154,234,830	\$203,341,349	-24.1%	N/A	N/A	
Average Listing Price	\$544,999	\$453,887	+20.1%	\$513,072	\$461,312	+11.2%
Median Listing Price	\$429,900	\$399,900	+7.5%	\$418,586	\$399,750	+4.7%
Median Days in RPR	48	60	-20%	80.48	100.16	-19.6%
Months of Inventory	3.3	2.9	+13.3%	2.6	3.6	-28.7%
Absorption Rate	30.74%	34.82%	-4.1%	39.04%	27.86%	+11.2%
Sales Activity Charts Metrics						
New Pending Sales Count	241	211	+14.2%	933	964	-3.2%
New Pending Sales Volume	\$102,186,347	\$85,575,271	+19.4%	\$355,913,001	\$364,978,122	-2.5%
Pending Sales Count	360	300	+20%	N/A	N/A	
Pending Sales Volume	\$148,129,074	\$123,504,212	+19.9%	N/A	N/A	
Closed Sales Count	173	189	-8.5%	643	702	-8.4%
Closed Sales Volume	\$68,967,741	\$69,327,124	-0.5%	\$237,482,144	\$255,403,192	-7%
Average Sales Price	\$398,657	\$366,810	+8.7%	\$369,335	\$363,822	+1.5%
Median Sales Price	\$346,000	\$335,000	+3.3%	\$327,914	\$320,933	+2.2%

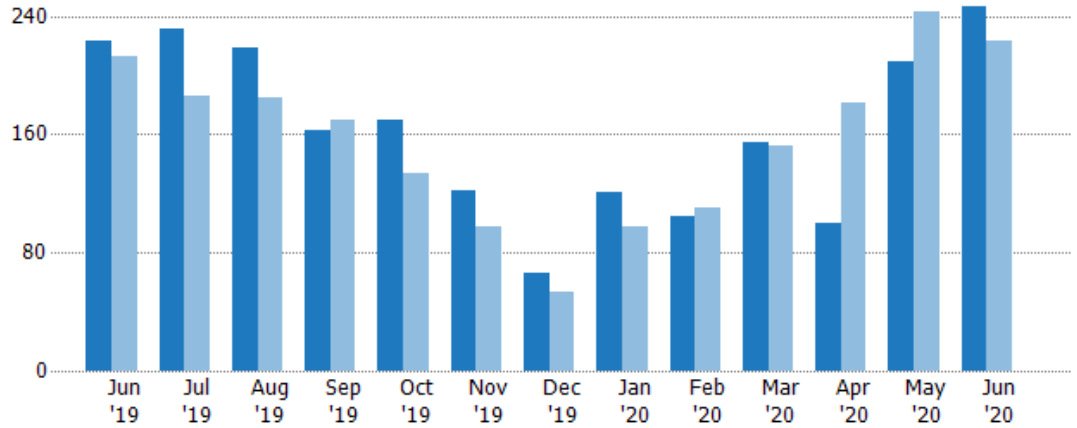
New Listings

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.
Jun '20	247	10.8%
Jun '19	223	4.7%
Jun '18	213	3.3%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	223	231	218	163	170	122	66	121	104	155	100	209	247
Prior Year	213	186	185	170	134	98	53	98	110	152	181	243	223
Percent Change from Prior Year	5%	24%	18%	-4%	27%	24%	25%	23%	-5%	2%	-45%	-14%	11%

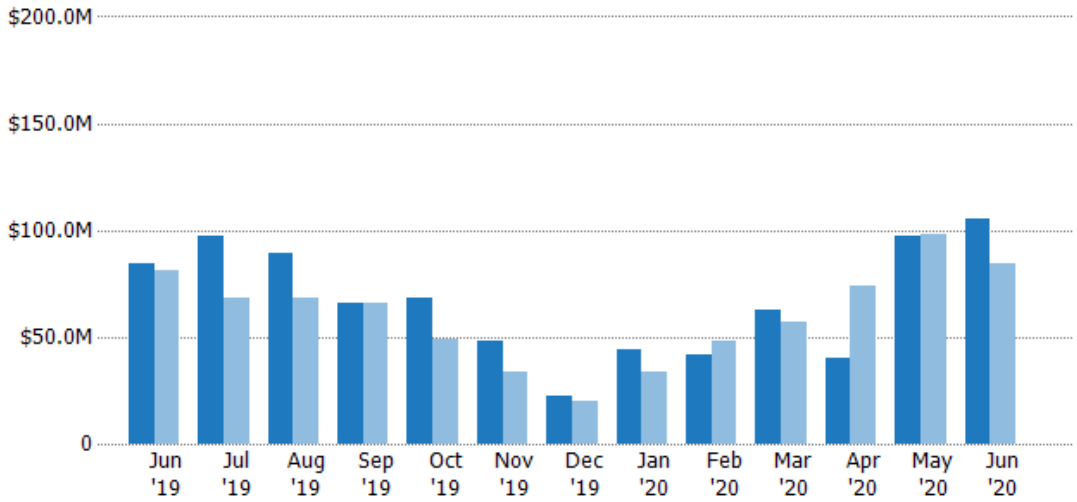
New Listing Volume

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.
Jun '20	\$106M	24.6%
Jun '19	\$84.8M	4.1%
Jun '18	\$81.4M	-5%



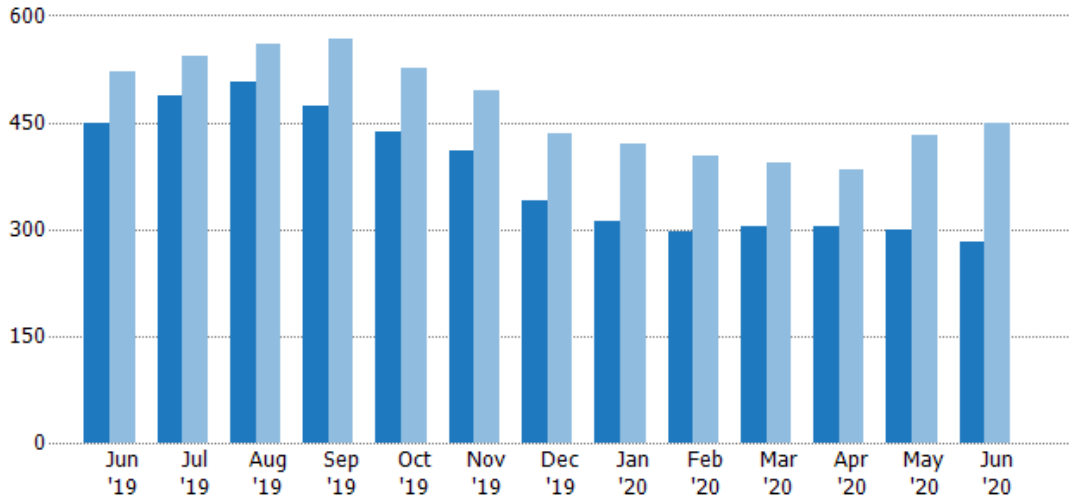
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$84.8M	\$97.5M	\$89.2M	\$65.8M	\$68.3M	\$47.9M	\$22.4M	\$44.2M	\$41.8M	\$62.7M	\$39.7M	\$97M	\$106M
Prior Year	\$81.4M	\$68.1M	\$68.4M	\$65.7M	\$49M	\$34M	\$19.7M	\$33.9M	\$48.5M	\$57.1M	\$74.3M	\$98.1M	\$84.8M
Percent Change from Prior Year	4%	43%	30%	0%	39%	41%	14%	31%	-14%	10%	-47%	-1%	25%

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



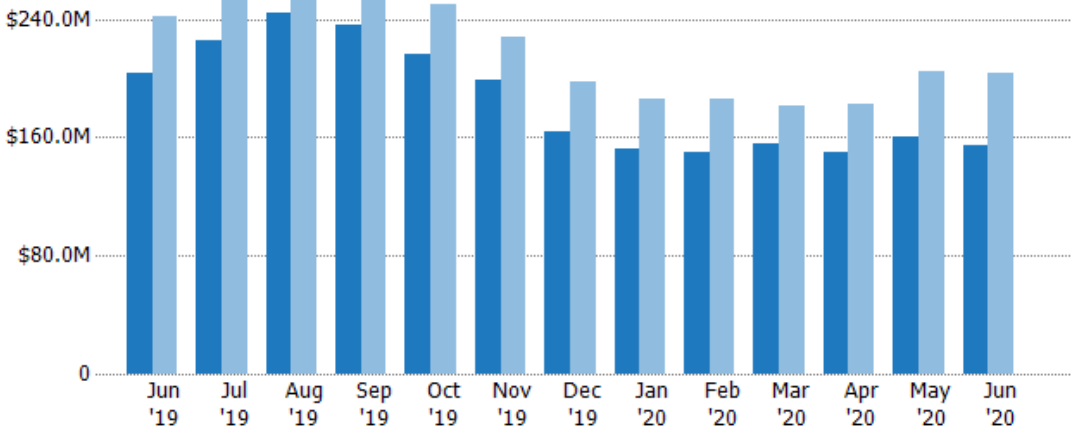
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	448	488	506	474	437	409	339	312	296	305	304	298	283
Prior Year	522	544	560	567	526	494	434	419	402	394	383	431	448
Percent Change from Prior Year	-14%	-10%	-10%	-16%	-17%	-17%	-22%	-26%	-26%	-23%	-21%	-31%	-37%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$203M	\$225M	\$244M	\$236M	\$217M	\$199M	\$164M	\$152M	\$150M	\$156M	\$150M	\$161M	\$154M
Prior Year	\$241M	\$255M	\$261M	\$265M	\$250M	\$228M	\$198M	\$186M	\$186M	\$181M	\$182M	\$204M	\$203M
Percent Change from Prior Year	-16%	-12%	-7%	-11%	-13%	-13%	-17%	-18%	-20%	-14%	-18%	-21%	-24%

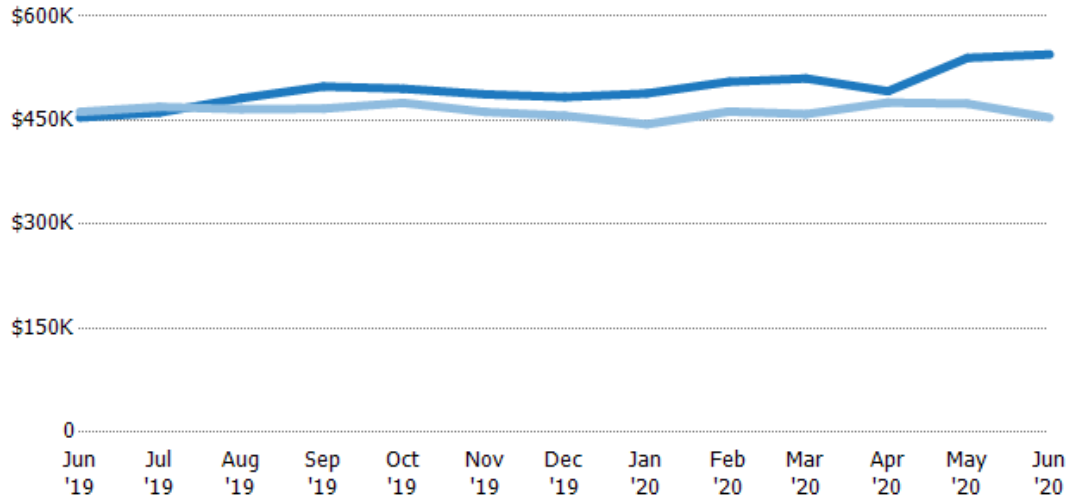
Average Listing Price

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

Month/ Year	Price	% Chg.
Jun '20	\$545K	20.1%
Jun '19	\$454K	-1.8%
Jun '18	\$462K	-5.1%



Current Year	\$454K	\$461K	\$482K	\$499K	\$495K	\$487K	\$483K	\$489K	\$506K	\$510K	\$492K	\$540K	\$545K
Prior Year	\$462K	\$469K	\$466K	\$467K	\$475K	\$462K	\$457K	\$444K	\$463K	\$459K	\$476K	\$474K	\$454K
Percent Change from Prior Year	-2%	-2%	3%	7%	4%	6%	6%	10%	9%	11%	3%	14%	20%

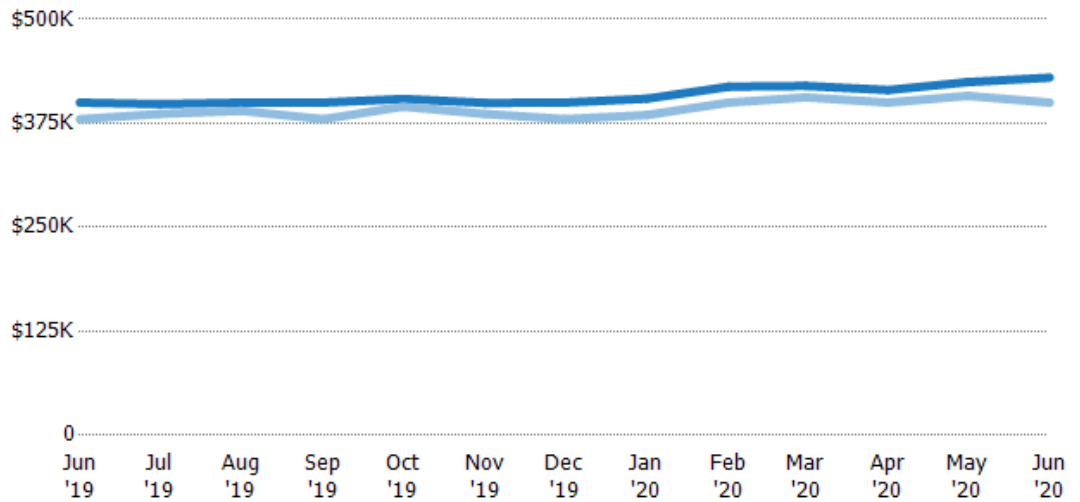
Median Listing Price

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.
Jun '20	\$430K	7.5%
Jun '19	\$400K	5.3%
Jun '18	\$380K	1.9%



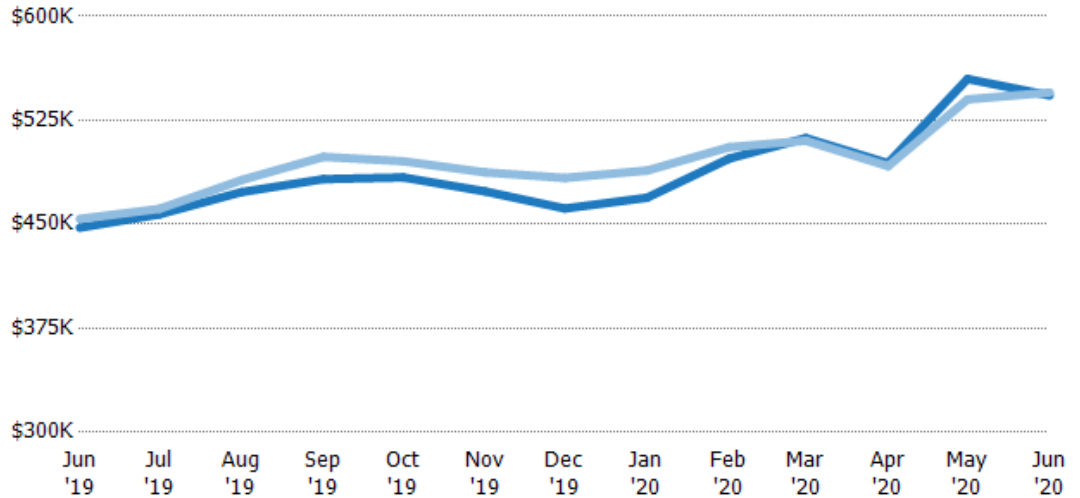
Current Year	\$400K	\$398K	\$400K	\$400K	\$404K	\$400K	\$400K	\$405K	\$419K	\$420K	\$415K	\$424K	\$430K
Prior Year	\$380K	\$386K	\$390K	\$380K	\$395K	\$386K	\$380K	\$385K	\$400K	\$406K	\$400K	\$408K	\$400K
Percent Change from Prior Year	5%	3%	3%	5%	2%	3%	5%	5%	5%	3%	4%	4%	8%

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



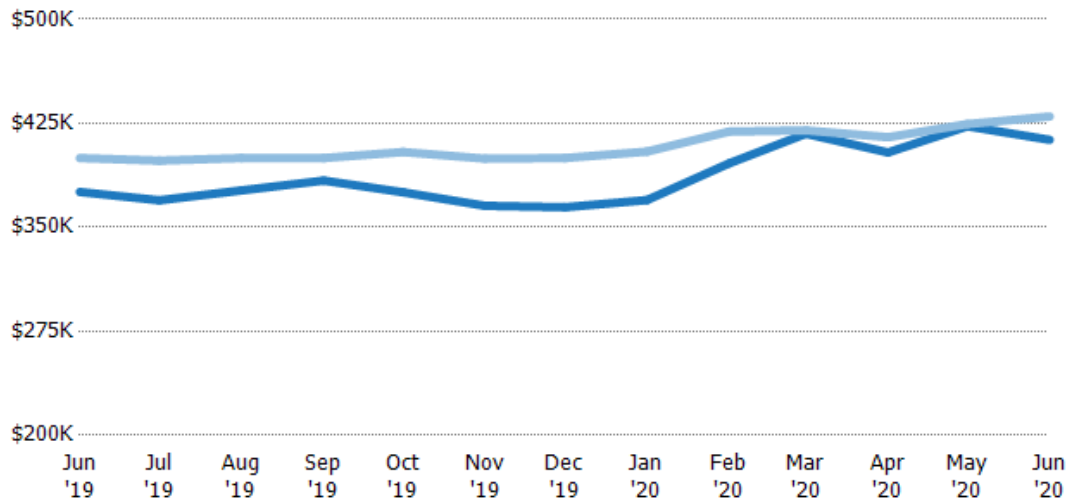
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$448K	\$457K	\$473K	\$483K	\$484K	\$474K	\$461K	\$469K	\$497K	\$512K	\$494K	\$555K	\$543K
Avg Listing Price	\$454K	\$461K	\$482K	\$499K	\$495K	\$487K	\$483K	\$489K	\$506K	\$510K	\$492K	\$540K	\$545K
Avg Listing Price as a % of Avg Est Value	101%	101%	102%	103%	102%	103%	105%	104%	102%	100%	100%	97%	100%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$375K	\$369K	\$377K	\$384K	\$375K	\$365K	\$364K	\$370K	\$396K	\$417K	\$404K	\$423K	\$413K
Median Listing Price	\$400K	\$398K	\$400K	\$400K	\$404K	\$400K	\$400K	\$405K	\$419K	\$420K	\$415K	\$424K	\$430K
Med Listing Price as a % of Med Est Value	107%	108%	106%	104%	108%	109%	110%	109%	106%	101%	103%	100%	104%

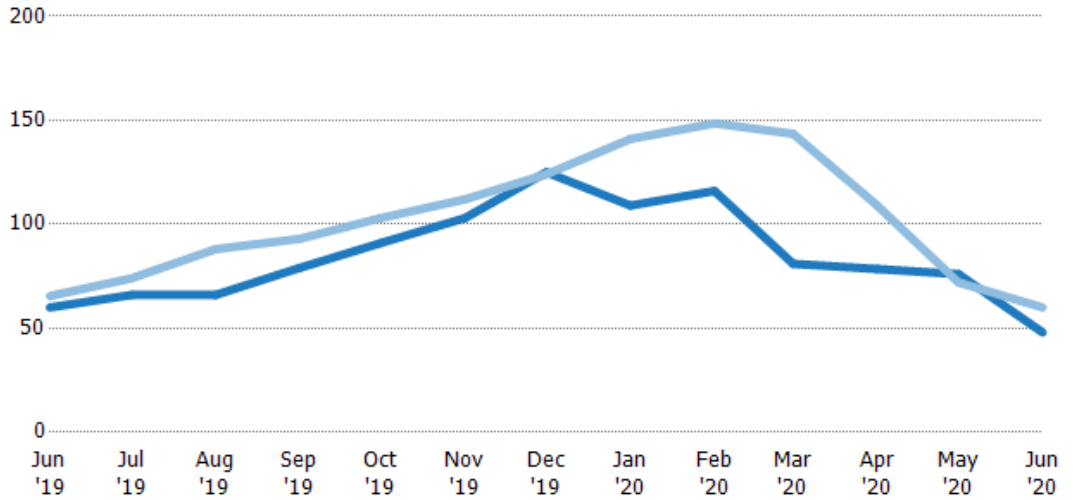
Median Days in RPR

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.
Jun '20	48	-20%
Jun '19	60	-8.4%
Jun '18	65.5	8.4%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	60	66	66	79	91	103	125	109	116	81	78.5	76	48
Prior Year	65.5	74	88	93	103	112	124	141	149	144	109	72	60
Percent Change from Prior Year	-8%	-11%	-25%	-15%	-12%	-8%	1%	-23%	-22%	-44%	-28%	6%	-20%

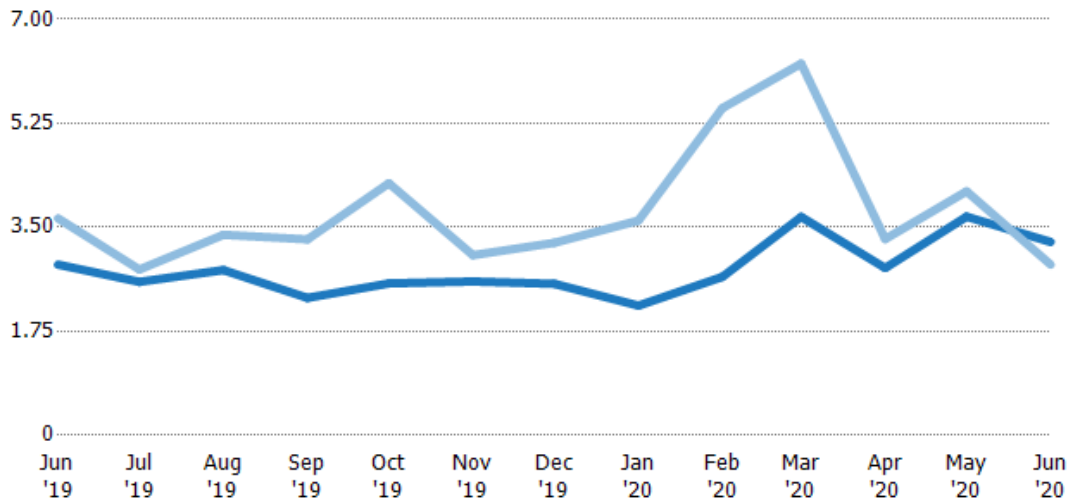
Months of Inventory

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.
Jun '20	3.25	13.3%
Jun '19	2.87	-21.3%
Jun '18	3.65	3%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	2.87	2.58	2.78	2.31	2.56	2.59	2.55	2.18	2.67	3.67	2.81	3.68	3.25
Prior Year	3.65	2.79	3.37	3.3	4.24	3.03	3.24	3.61	5.51	6.25	3.3	4.1	2.87
Percent Change from Prior Year	-21%	-7%	-18%	-30%	-40%	-15%	-21%	-40%	-52%	-41%	-15%	-10%	13%

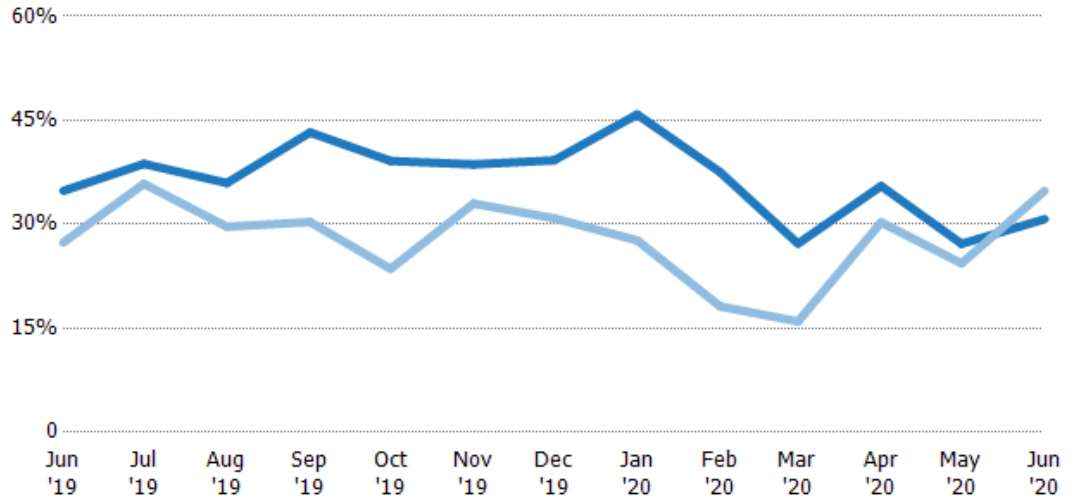
Absorption Rate

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.
Jun '20	31%	4.1%
Jun '19	35%	-7.4%
Jun '18	27%	-2.9%



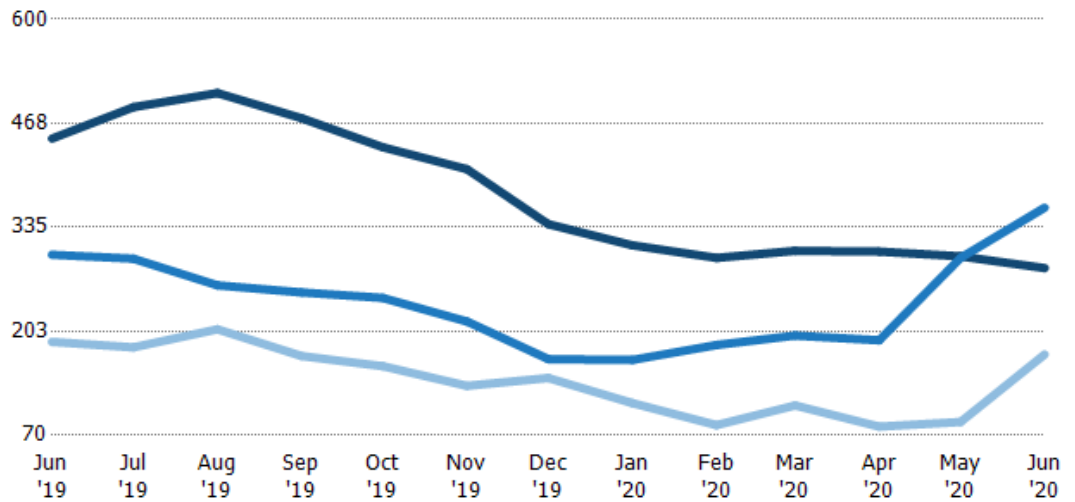
Current Year	35%	39%	36%	43%	39%	39%	39%	46%	38%	27%	36%	27%	31%
Prior Year	27%	36%	30%	30%	24%	33%	31%	28%	18%	16%	30%	24%	35%
Change from Prior Year	-7%	-3%	-6%	-13%	-16%	-6%	-8%	-18%	-19%	-11%	-5%	-3%	4%

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	448	488	506	474	437	409	339	312	296	305	304	298	283
Pending	300	295	261	252	245	215	167	166	185	197	191	296	360
Sold	189	182	205	171	158	133	143	111	83	108	81	87	173

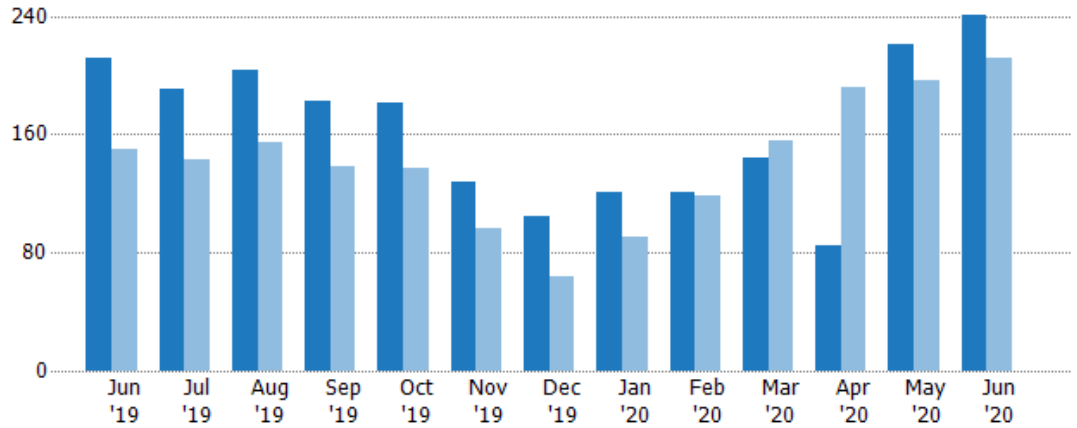
New Pending Sales

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.
Jun '20	241	14.2%
Jun '19	211	40.7%
Jun '18	150	16%



Current Year	211	191	203	182	181	128	105	121	121	144	85	221	241
Prior Year	150	143	155	138	137	96	64	90	118	156	192	197	211
Percent Change from Prior Year	41%	34%	31%	32%	32%	33%	64%	34%	3%	-8%	-56%	12%	14%

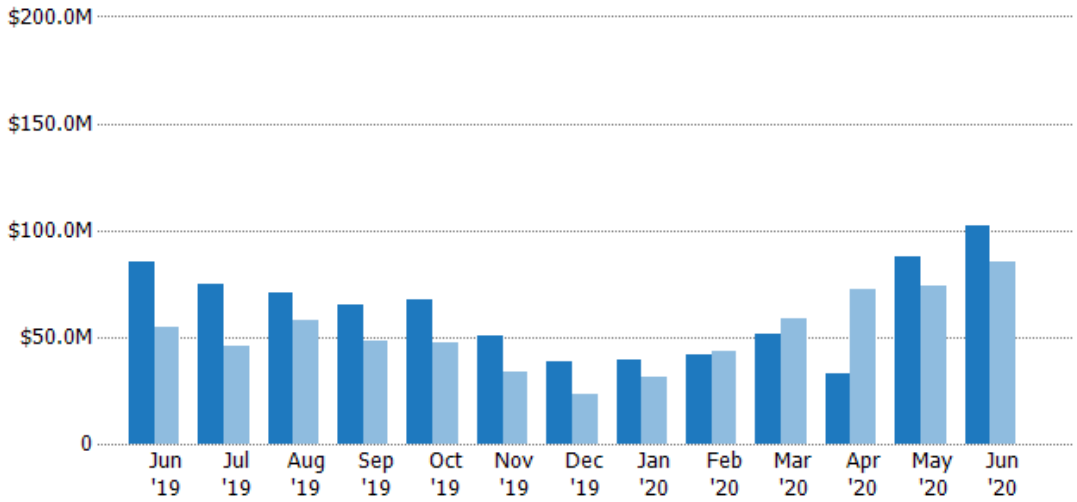
New Pending Sales Volume

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.
Jun '20	\$102M	19.4%
Jun '19	\$85.6M	57.2%
Jun '18	\$54.4M	8%



Current Year	\$85.6M	\$74.8M	\$70.8M	\$65.4M	\$67.6M	\$50.8M	\$38.8M	\$39.7M	\$42M	\$51.4M	\$32.6M	\$87.9M	\$102M
Prior Year	\$54.4M	\$45.9M	\$58.1M	\$48.4M	\$47.7M	\$33.8M	\$23.5M	\$31.2M	\$43.4M	\$58.7M	\$72M	\$74.1M	\$85.6M
Percent Change from Prior Year	57%	63%	22%	35%	42%	50%	65%	27%	-3%	-12%	-55%	19%	19%

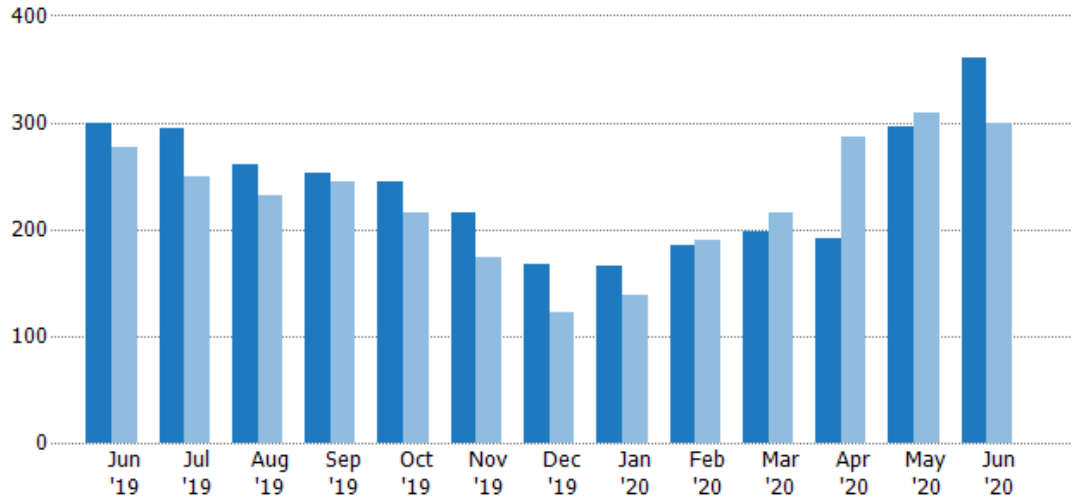
Pending Sales

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.
Jun '20	360	20%
Jun '19	300	8.7%
Jun '18	276	4.3%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	300	295	261	252	245	215	167	166	185	197	191	296	360
Prior Year	276	250	232	244	216	174	122	139	190	216	286	309	300
Percent Change from Prior Year	9%	18%	13%	3%	13%	24%	37%	19%	-3%	-9%	-33%	-4%	20%

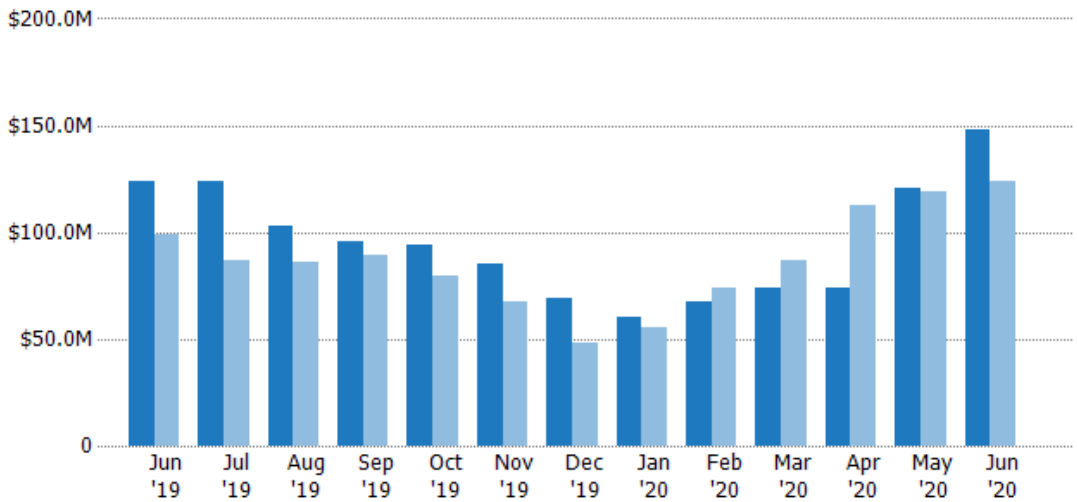
Pending Sales Volume

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.
Jun '20	\$148M	19.9%
Jun '19	\$124M	24.9%
Jun '18	\$98.9M	-0.3%



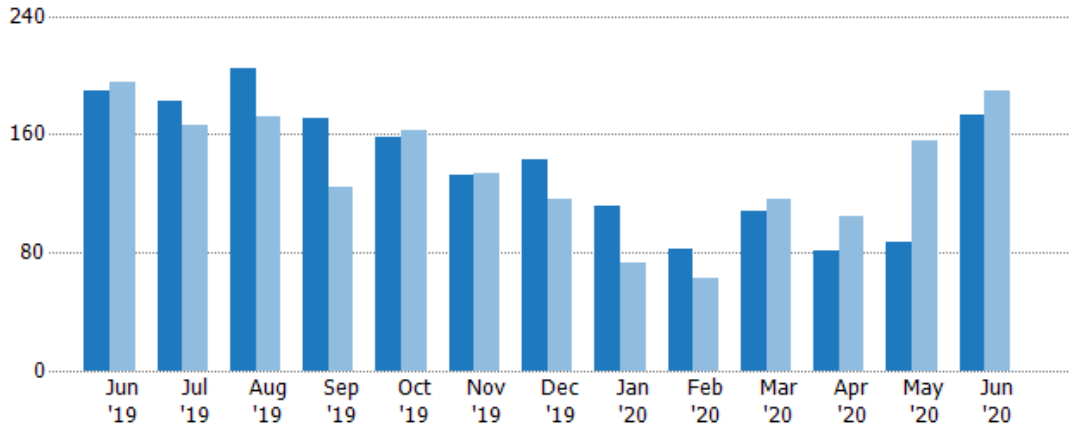
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$124M	\$124M	\$103M	\$95.3M	\$94.3M	\$84.9M	\$69.1M	\$59.9M	\$67.7M	\$73.6M	\$74.3M	\$120M	\$148M
Prior Year	\$98.9M	\$86.8M	\$85.8M	\$89.3M	\$79.8M	\$67.1M	\$48.1M	\$55.2M	\$74.1M	\$87M	\$112M	\$119M	\$124M
Percent Change from Prior Year	25%	43%	20%	7%	18%	26%	44%	8%	-9%	-15%	-34%	1%	20%

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



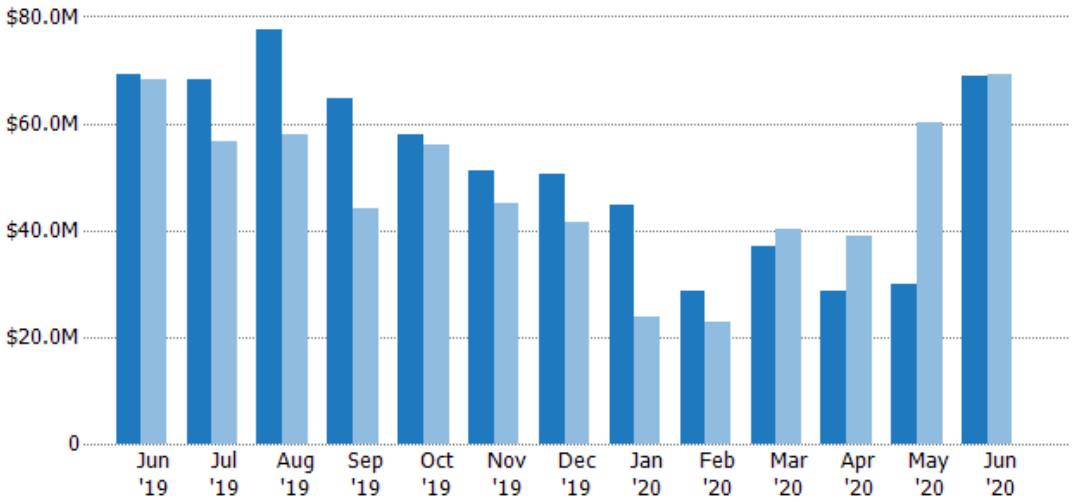
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	189	182	205	171	158	133	143	111	83	108	81	87	173
Prior Year	195	166	172	124	163	134	116	73	63	116	105	156	189
Percent Change from Prior Year	-3%	10%	19%	38%	-3%	-1%	23%	52%	32%	-7%	-23%	-44%	-8%

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



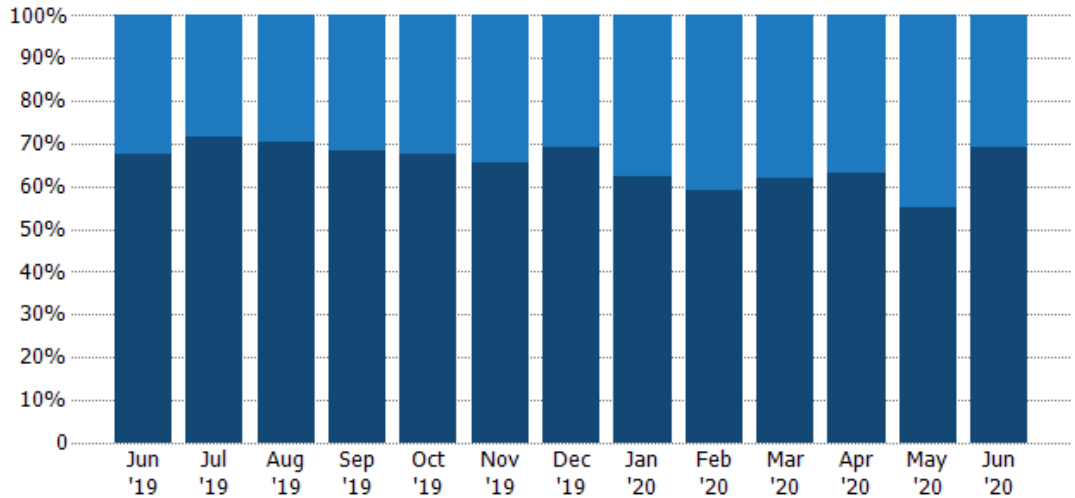
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$69.3M	\$68.3M	\$77.5M	\$64.5M	\$57.8M	\$51.3M	\$50.5M	\$44.7M	\$28.5M	\$36.9M	\$28.5M	\$29.9M	\$69M
Prior Year	\$68.3M	\$56.6M	\$58M	\$44M	\$55.9M	\$45M	\$41.4M	\$23.8M	\$22.9M	\$40.2M	\$38.9M	\$60.3M	\$69.3M
Percent Change from Prior Year	2%	21%	34%	47%	3%	14%	22%	87%	25%	-8%	-27%	-50%	-1%

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



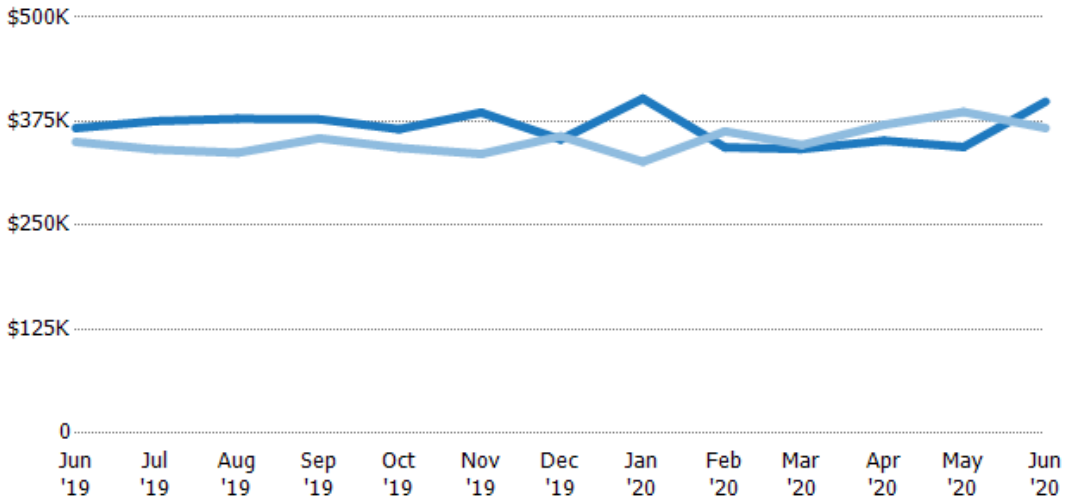
Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Condo/Townhouse	32%	29%	30%	32%	32%	35%	31%	38%	41%	38%	37%	45%	31%
Single Family Residence	68%	71%	70%	68%	68%	65%	69%	62%	59%	62%	63%	55%	69%

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.
Jun '20	\$399K	8.7%
Jun '19	\$367K	4.7%
Jun '18	\$350K	-4.4%

Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$367K	\$375K	\$378K	\$377K	\$366K	\$385K	\$353K	\$402K	\$344K	\$342K	\$352K	\$344K	\$399K
Prior Year	\$350K	\$341K	\$337K	\$355K	\$343K	\$336K	\$357K	\$326K	\$363K	\$347K	\$371K	\$386K	\$367K
Percent Change from Prior Year	5%	10%	12%	6%	7%	15%	-1%	23%	-5%	-1%	-5%	-11%	9%

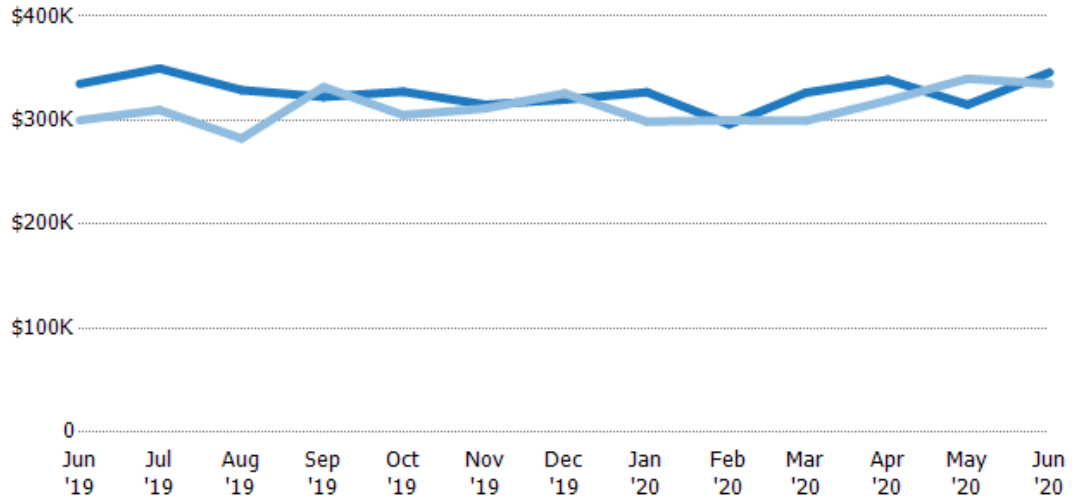
Median Sales Price

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.
Jun '20	\$346K	3.3%
Jun '19	\$335K	11.7%
Jun '18	\$300K	2.3%



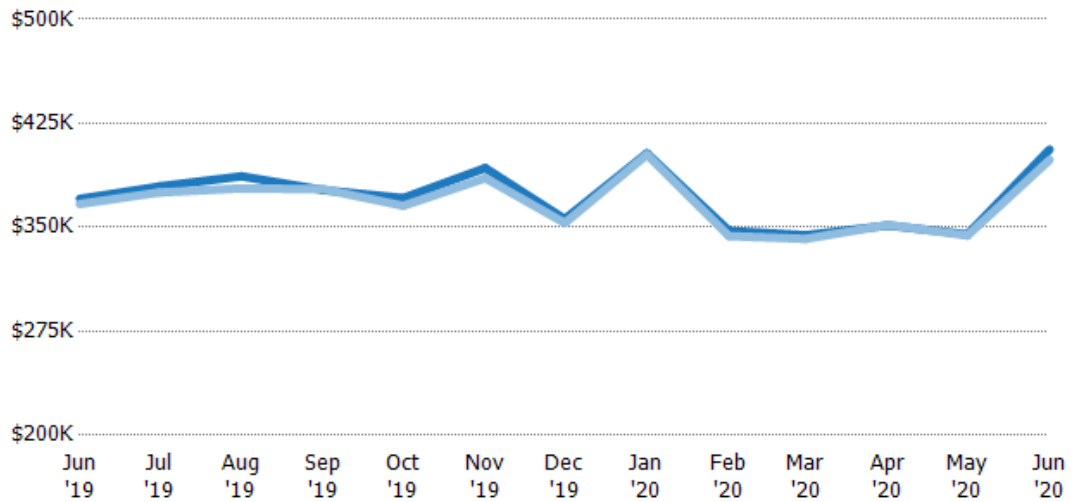
Current Year	\$335K	\$350K	\$329K	\$323K	\$328K	\$315K	\$320K	\$327K	\$296K	\$327K	\$339K	\$315K	\$346K
Prior Year	\$300K	\$310K	\$283K	\$332K	\$305K	\$311K	\$326K	\$299K	\$300K	\$300K	\$319K	\$340K	\$335K
Percent Change from Prior Year	12%	13%	16%	-3%	7%	1%	-2%	9%	-1%	9%	6%	-7%	3%

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



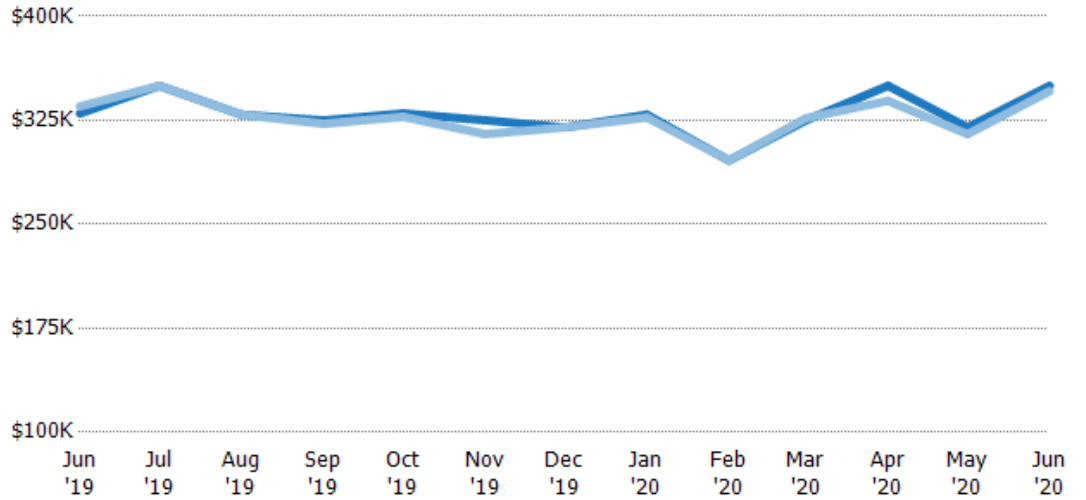
Avg List Price	\$371K	\$379K	\$387K	\$377K	\$371K	\$393K	\$356K	\$403K	\$347K	\$344K	\$351K	\$345K	\$406K
Avg Sales Price	\$367K	\$375K	\$378K	\$377K	\$366K	\$385K	\$353K	\$402K	\$344K	\$342K	\$352K	\$344K	\$399K
Avg Sales Price as a % of Avg List Price	99%	99%	98%	100%	99%	98%	99%	100%	99%	99%	100%	100%	98%

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



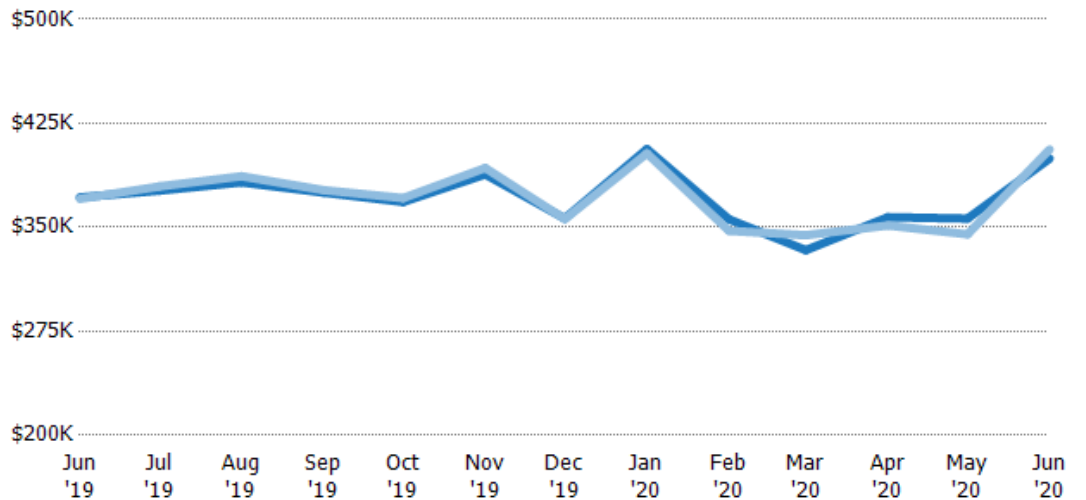
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$330K	\$350K	\$329K	\$325K	\$330K	\$325K	\$320K	\$329K	\$296K	\$325K	\$350K	\$320K	\$350K
Median Sales Price	\$335K	\$350K	\$329K	\$323K	\$328K	\$315K	\$320K	\$327K	\$296K	\$327K	\$339K	\$315K	\$346K
Med Sales Price as a % of Med List Price	102%	100%	100%	99%	99%	97%	100%	99%	100%	100%	97%	98%	99%

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



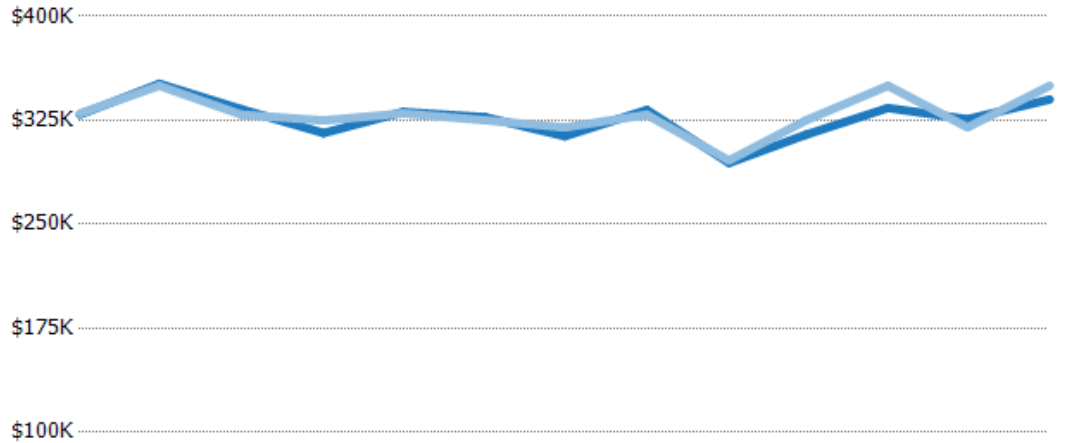
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$372K	\$376K	\$382K	\$375K	\$368K	\$388K	\$356K	\$406K	\$356K	\$333K	\$357K	\$356K	\$400K
Avg Sales Price	\$371K	\$379K	\$387K	\$377K	\$371K	\$393K	\$356K	\$403K	\$347K	\$344K	\$351K	\$345K	\$406K
Avg Sales Price as a % of Avg Est Value	100%	101%	101%	100%	101%	101%	100%	99%	98%	103%	98%	97%	102%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$329K	\$351K	\$333K	\$316K	\$331K	\$327K	\$313K	\$332K	\$294K	\$315K	\$334K	\$326K	\$340K
Median Sales Price	\$330K	\$350K	\$329K	\$325K	\$330K	\$325K	\$320K	\$329K	\$296K	\$325K	\$350K	\$320K	\$350K
Med Sales Price as a % of Med Est Value	100%	100%	99%	103%	100%	99%	102%	99%	101%	103%	105%	98%	103%