

## 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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	229	233	-1.7%	1,150	1,235	-6.9%
New Listing Volume	\$96,101,162	\$98,141,587	-2.1%	\$479,704,247	\$491,001,546	-2.3%
Active Listing Count	288	487	-40.9%	N/A	N/A	
Active Listing Volume	\$154,948,049	\$223,011,504	-30.5%	N/A	N/A	
Average Listing Price	\$538,014	\$457,929	+17.5%	\$511,323	\$459,565	+11.3%
Median Listing Price	\$424,500	\$395,000	+7.5%	\$419,492	\$399,377	+5%
Median Days in RPR	51.5	64	-19.5%	75.03	93.68	-19.9%
Months of Inventory	1.7	2.6	-35.4%	2.4	3.5	-30.9%
Absorption Rate	60.42%	39.01%	+21.4%	41.51%	28.7%	+12.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	248	192	+29.2%	1,174	1,156	+1.6%
New Pending Sales Volume	\$103,835,858	\$75,408,211	+37.7%	\$457,189,359	\$440,386,333	+3.8%
Pending Sales Count	356	297	+19.9%	N/A	N/A	
Pending Sales Volume	\$152,792,805	\$124,788,450	+22.4%	N/A	N/A	
Closed Sales Count	212	182	+16.5%	856	882	-2.9%
Closed Sales Volume	\$83,904,428	\$68,276,730	+22.9%	\$321,494,672	\$322,046,562	-0.2%
Average Sales Price	\$395,776	\$375,147	+5.5%	\$375,578	\$365,132	+2.9%
Median Sales Price	\$355,000	\$349,900	+1.5%	\$335,639	\$326,217	+2.9%

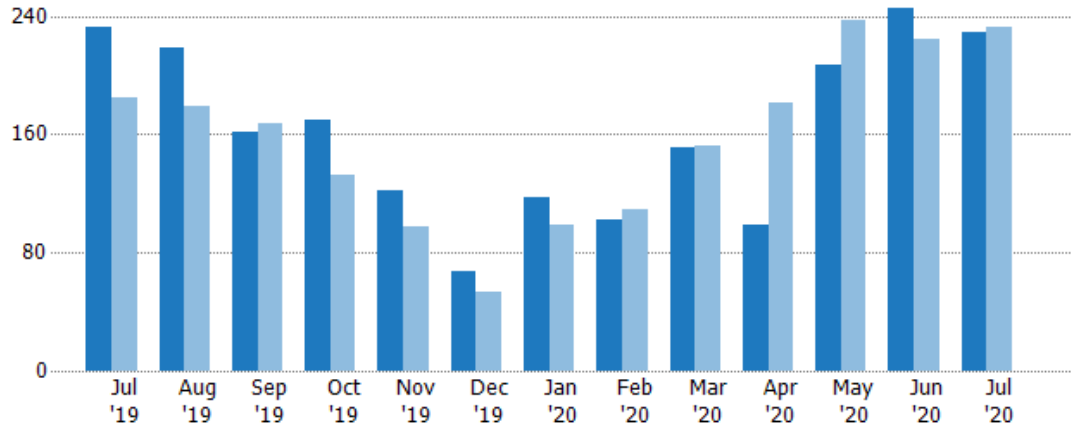
## New Listings

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.
Jul '20	229	-1.7%
Jul '19	233	25.9%
Jul '18	185	2.2%



Current Year	233	219	162	170	122	67	117	102	151	99	207	245	229
Prior Year	185	179	167	133	98	53	99	109	152	181	237	224	233
Percent Change from Prior Year	26%	22%	-3%	28%	24%	26%	18%	-6%	-1%	-45%	-13%	9%	-2%

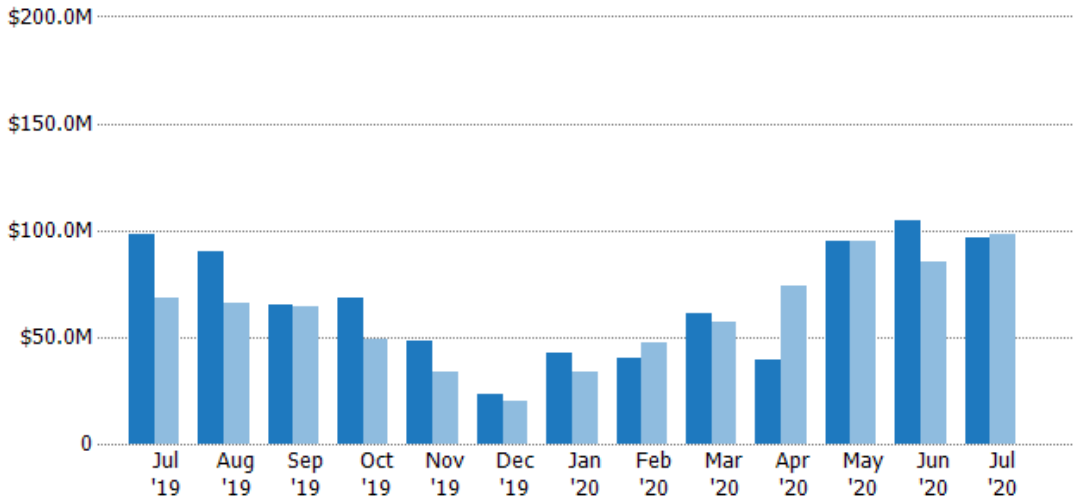
## New Listing Volume

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.
Jul '20	\$96.1M	-2.1%
Jul '19	\$98.1M	44.4%
Jul '18	\$68M	1.9%



Current Year	\$98.1M	\$89.7M	\$65M	\$68.4M	\$48M	\$22.9M	\$42.7M	\$40.5M	\$61.4M	\$39.1M	\$95.2M	\$105M	\$96.1M
Prior Year	\$68M	\$66.2M	\$64.1M	\$48.7M	\$34M	\$19.7M	\$34.1M	\$47.4M	\$57.1M	\$74.3M	\$94.7M	\$85.2M	\$98.1M
Percent Change from Prior Year	44%	35%	1%	40%	41%	16%	25%	-15%	7%	-47%	1%	23%	-2%

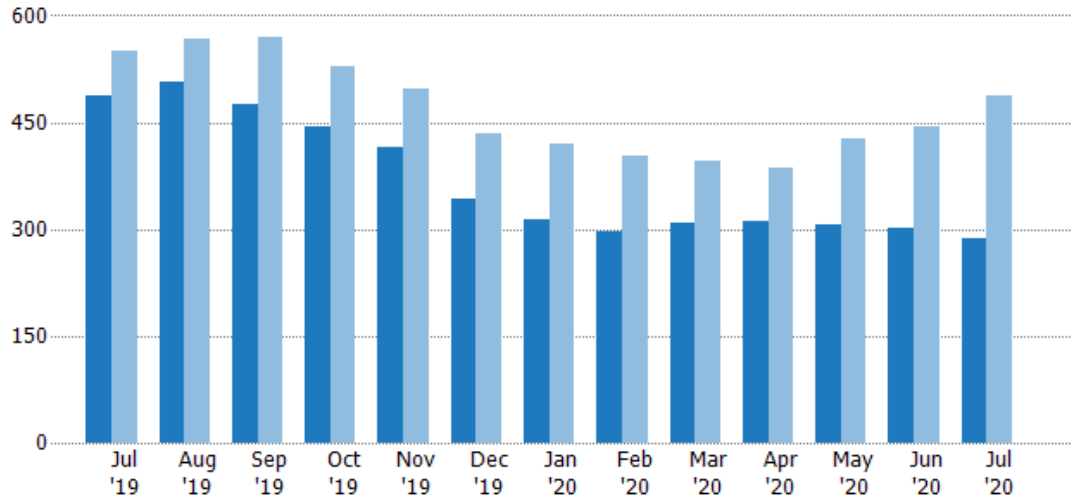
## Active Listings

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	Count	% Chg.
Jul '20	288	-40.9%
Jul '19	487	-11.5%
Jul '18	550	4%



Current Year	487	506	475	443	414	343	313	296	308	311	307	302	288
Prior Year	550	566	569	529	497	434	419	403	396	386	426	445	487
Percent Change from Prior Year	-11%	-11%	-17%	-16%	-17%	-21%	-25%	-27%	-22%	-19%	-28%	-32%	-41%

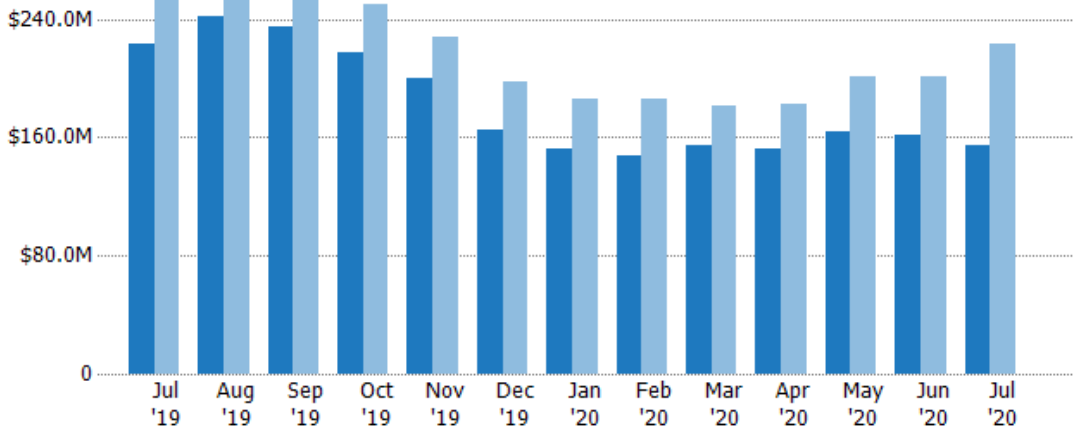
## Active Listing Volume

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	Volume	% Chg.
Jul '20	\$155M	-30.5%
Jul '19	\$223M	-13.4%
Jul '18	\$258M	-3.8%



Current Year	\$223M	\$242M	\$235M	\$218M	\$200M	\$165M	\$152M	\$148M	\$155M	\$152M	\$163M	\$161M	\$155M
Prior Year	\$258M	\$262M	\$265M	\$250M	\$228M	\$198M	\$186M	\$186M	\$181M	\$183M	\$201M	\$201M	\$223M
Percent Change from Prior Year	-13%	-8%	-11%	-13%	-12%	-17%	-18%	-20%	-14%	-17%	-19%	-20%	-31%

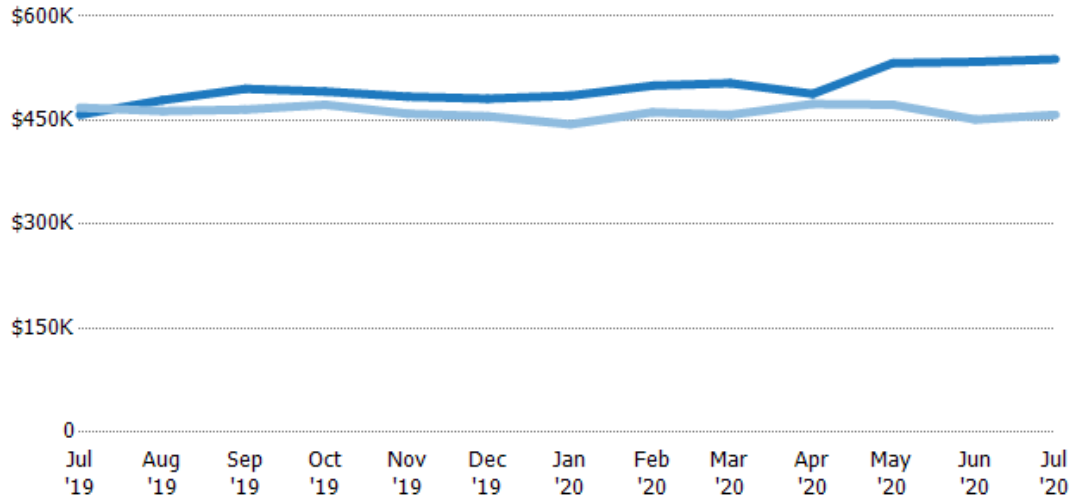
## Average Listing Price

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.
Jul '20	\$538K	17.5%
Jul '19	\$458K	-2.2%
Jul '18	\$468K	-7.5%



Current Year	\$458K	\$479K	\$495K	\$491K	\$484K	\$481K	\$485K	\$500K	\$503K	\$488K	\$532K	\$534K	\$538K
Prior Year	\$468K	\$463K	\$465K	\$472K	\$459K	\$456K	\$444K	\$462K	\$458K	\$474K	\$472K	\$451K	\$458K
Percent Change from Prior Year	-2%	3%	6%	4%	5%	6%	9%	8%	10%	3%	13%	18%	17%

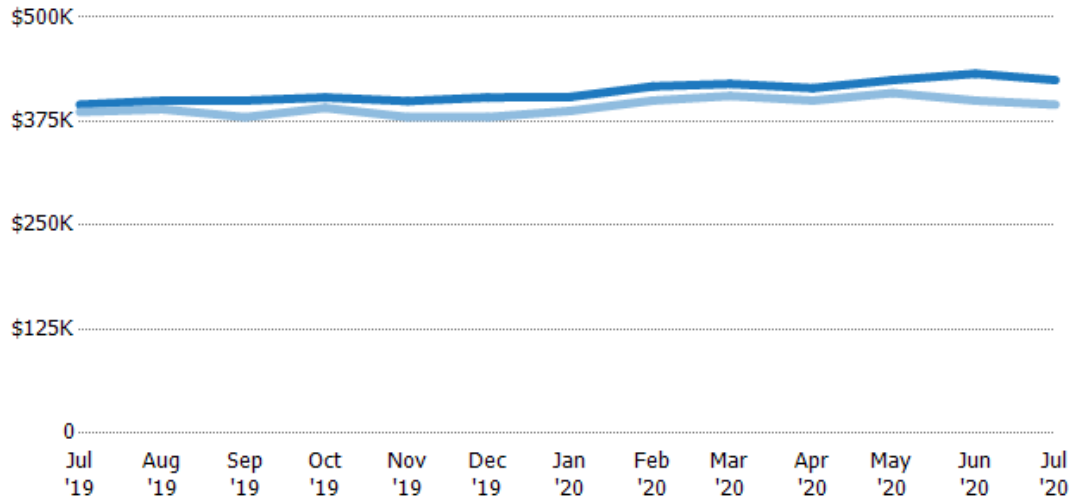
## Median Listing Price

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.
Jul '20	\$425K	7.5%
Jul '19	\$395K	2.3%
Jul '18	\$386K	-2.8%



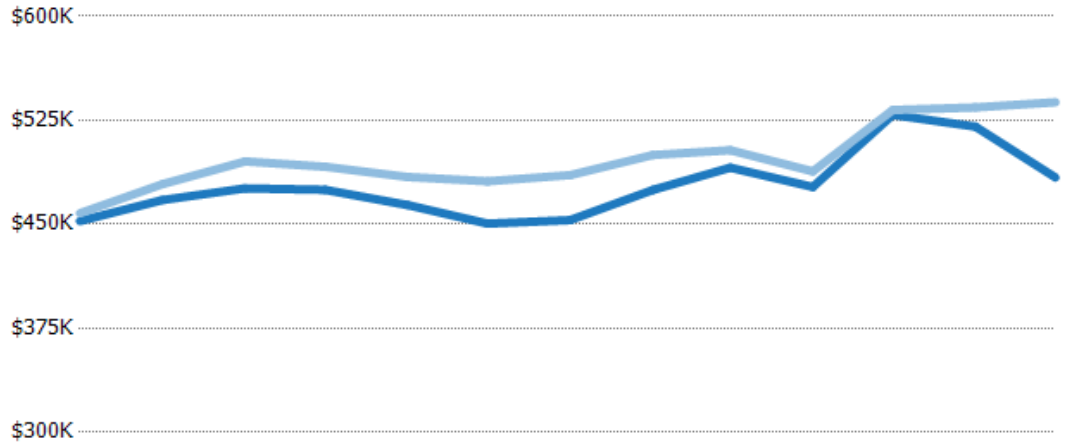
Current Year	\$395K	\$400K	\$400K	\$404K	\$399K	\$404K	\$404K	\$417K	\$420K	\$415K	\$425K	\$432K	\$425K
Prior Year	\$386K	\$389K	\$380K	\$391K	\$380K	\$380K	\$388K	\$400K	\$405K	\$400K	\$409K	\$400K	\$395K
Percent Change from Prior Year	2%	3%	5%	3%	5%	6%	4%	4%	4%	4%	4%	8%	7%

## 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



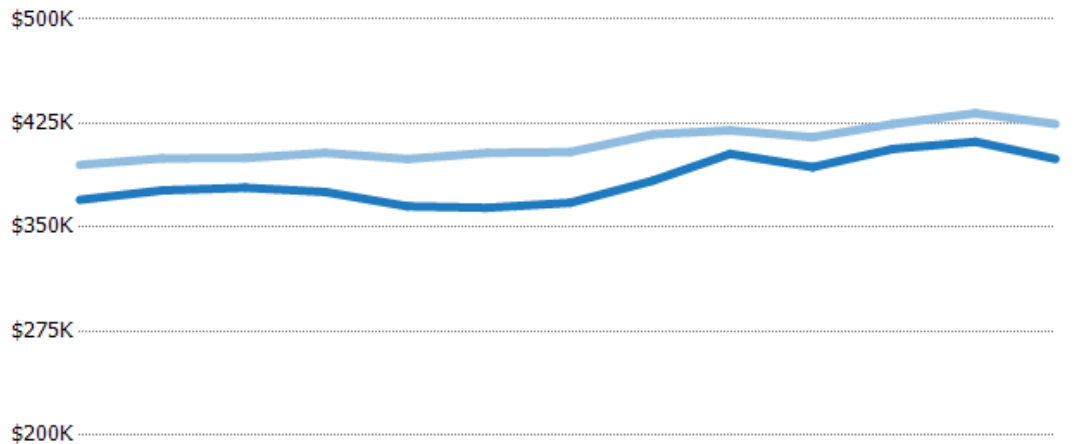
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$452K	\$468K	\$476K	\$475K	\$464K	\$450K	\$453K	\$475K	\$491K	\$477K	\$529K	\$520K	\$484K
Avg Listing Price	\$458K	\$479K	\$495K	\$491K	\$484K	\$481K	\$485K	\$500K	\$503K	\$488K	\$532K	\$534K	\$538K
Avg Listing Price as a % of Avg Est Value	101%	102%	104%	104%	104%	107%	107%	105%	103%	102%	101%	103%	111%

## 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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$370K	\$377K	\$379K	\$375K	\$365K	\$364K	\$368K	\$384K	\$403K	\$393K	\$406K	\$412K	\$399K
Median Listing Price	\$395K	\$400K	\$400K	\$404K	\$399K	\$404K	\$404K	\$417K	\$420K	\$415K	\$425K	\$432K	\$425K
Med Listing Price as a % of Med Est Value	107%	106%	106%	108%	109%	111%	110%	109%	104%	105%	104%	105%	106%

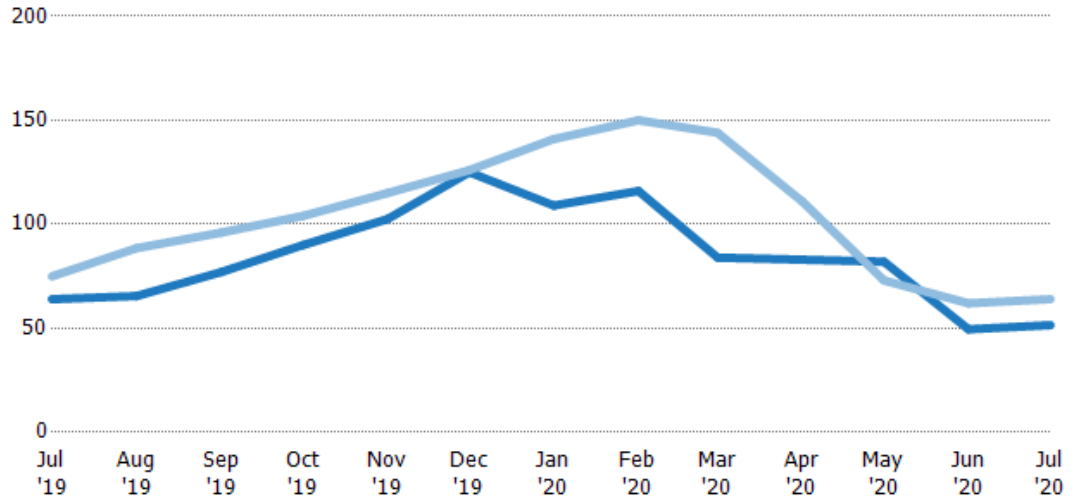
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Jul '20	51.5	-19.5%
Jul '19	64	-14.7%
Jul '18	75	5.3%



Current Year	64	65.5	77	90	103	125	109	116	84	83	82	49.5	51.5
Prior Year	75	88.5	96	104	115	126	141	150	144	111	73	62	64
Percent Change from Prior Year	-15%	-26%	-20%	-13%	-11%	-1%	-23%	-23%	-42%	-25%	12%	-20%	-20%

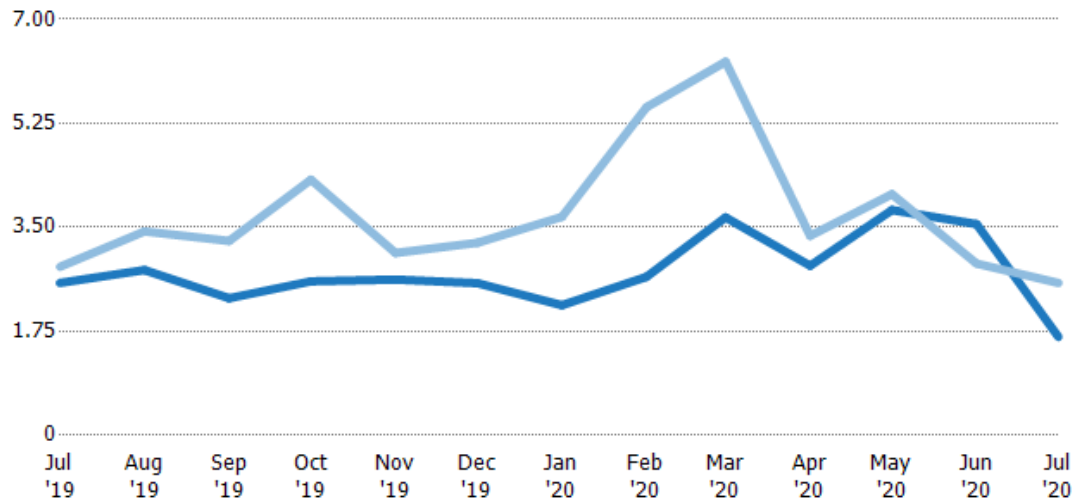
## Months of Inventory

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.
Jul '20	1.66	-35.4%
Jul '19	2.56	-9.6%
Jul '18	2.84	1.4%



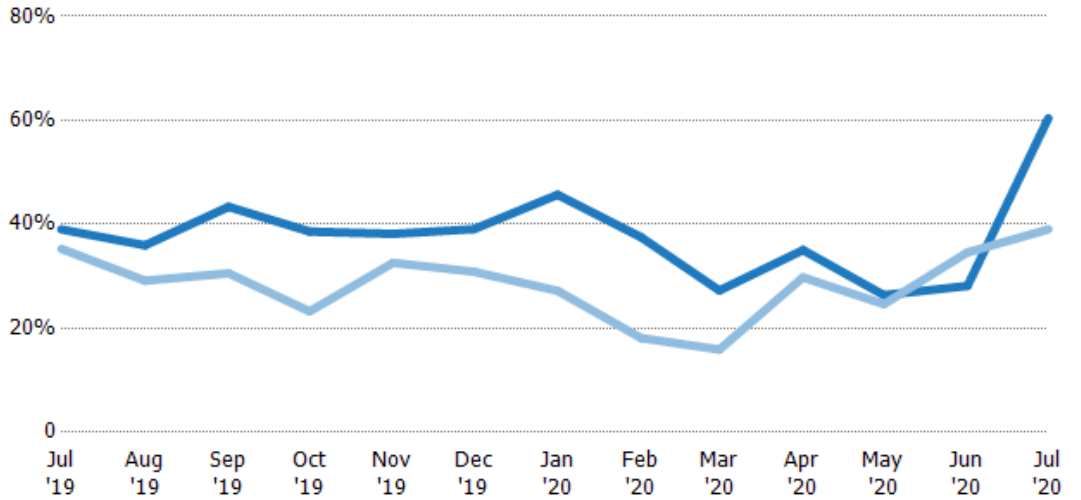
Current Year	2.56	2.78	2.31	2.59	2.62	2.56	2.19	2.67	3.67	2.85	3.79	3.55	1.66
Prior Year	2.84	3.43	3.27	4.3	3.07	3.24	3.68	5.52	6.29	3.36	4.06	2.89	2.56
Percent Change from Prior Year	-10%	-19%	-29%	-40%	-15%	-21%	-40%	-52%	-42%	-15%	-7%	23%	-35%

## 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



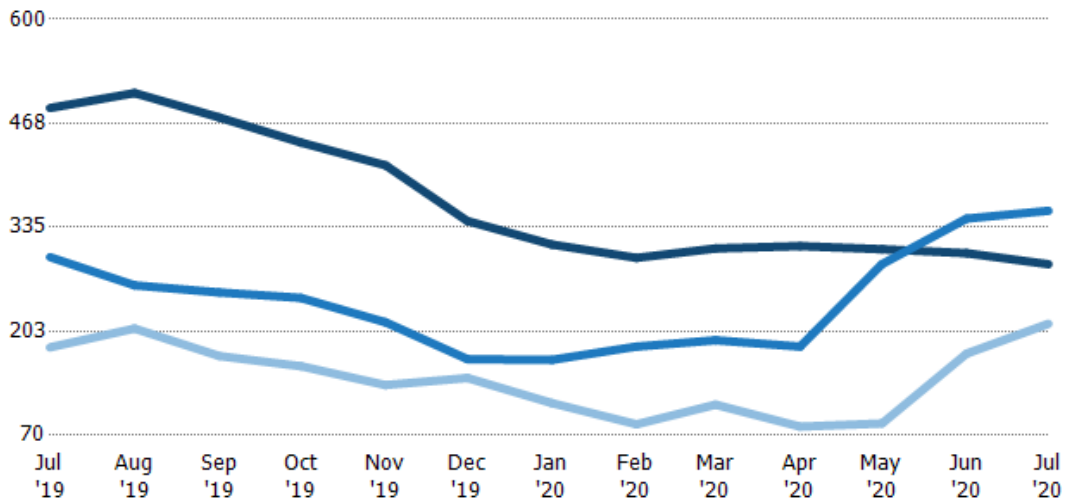
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	39%	36%	43%	39%	38%	39%	46%	38%	27%	35%	26%	28%	60%
Prior Year	35%	29%	31%	23%	33%	31%	27%	18%	16%	30%	25%	35%	39%
Change from Prior Year	-4%	-7%	-13%	-15%	-6%	-8%	-18%	-19%	-11%	-5%	-2%	6%	-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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	487	506	475	443	414	343	313	296	308	311	307	302	288
Pending	297	261	252	245	214	167	166	183	191	183	288	346	356
Sold	182	206	171	158	134	143	111	84	109	81	85	174	212

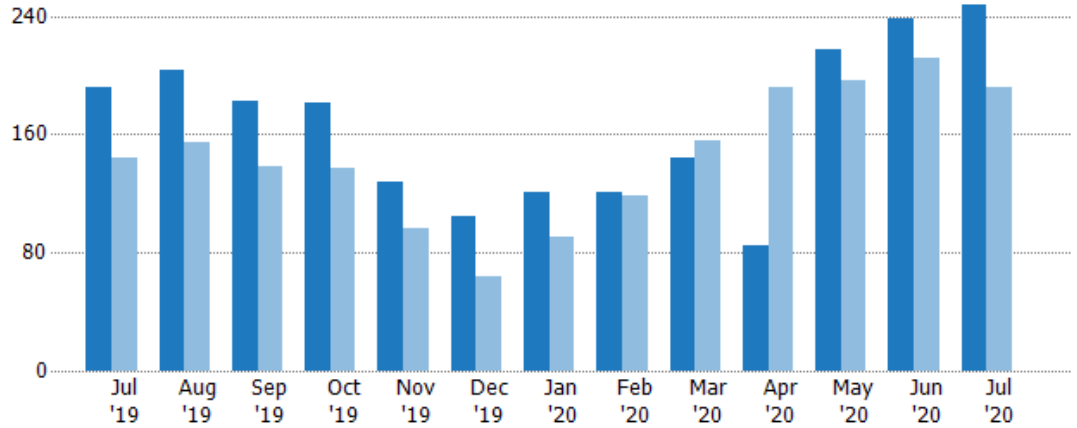
## New Pending Sales

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.
Jul '20	248	29.2%
Jul '19	192	33.3%
Jul '18	144	9%



Current Year	192	203	182	181	128	105	121	121	144	85	217	238	248
Prior Year	144	154	138	137	96	64	90	118	156	192	197	211	192
Percent Change from Prior Year	33%	32%	32%	32%	33%	64%	34%	3%	-8%	-56%	10%	13%	29%

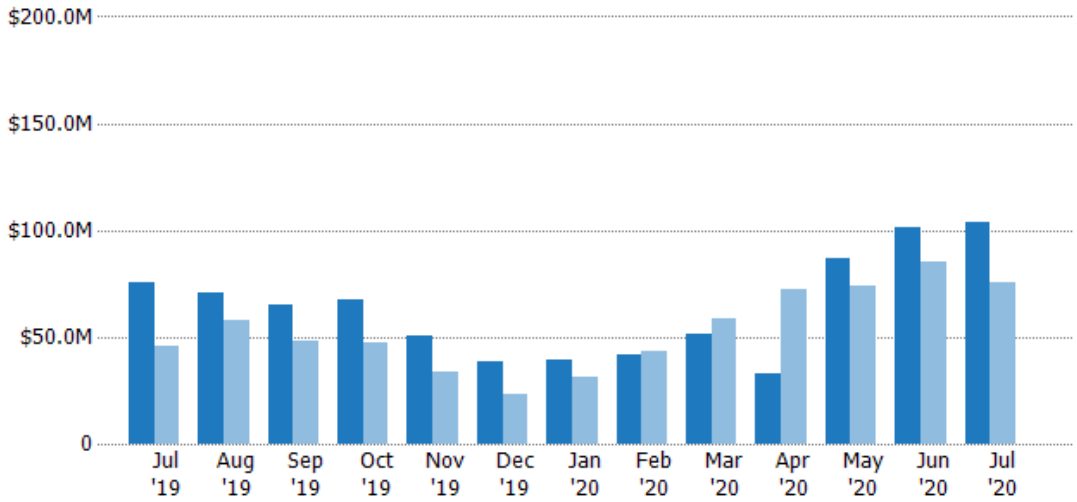
## New Pending Sales Volume

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.
Jul '20	\$104M	37.7%
Jul '19	\$75.4M	63.9%
Jul '18	\$46M	23%



Current Year	\$75.4M	\$70.8M	\$65.4M	\$67.6M	\$50.9M	\$38.8M	\$39.7M	\$42M	\$51.4M	\$32.6M	\$86.5M	\$101M	\$104M
Prior Year	\$46M	\$57.8M	\$48.4M	\$47.7M	\$33.8M	\$23.5M	\$31.2M	\$43.4M	\$58.7M	\$72M	\$74.1M	\$85.6M	\$75.4M
Percent Change from Prior Year	64%	23%	35%	42%	51%	65%	27%	-3%	-12%	-55%	17%	18%	38%



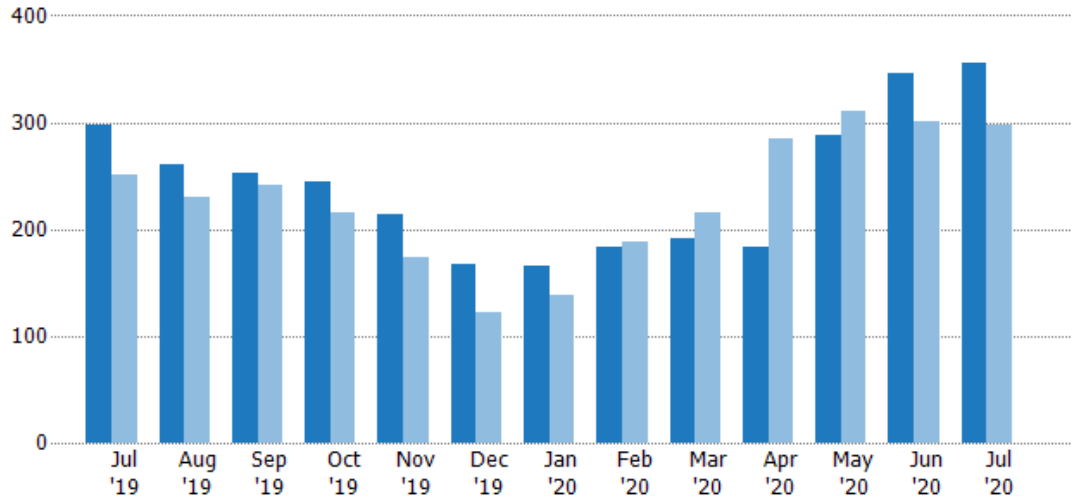
## Pending Sales

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.
Jul '20	356	19.9%
Jul '19	297	18.3%
Jul '18	251	1.6%



Current Year	297	261	252	245	214	167	166	183	191	183	288	346	356
Prior Year	251	230	242	215	173	122	138	188	216	285	310	301	297
Percent Change from Prior Year	18%	13%	4%	14%	24%	37%	20%	-3%	-12%	-36%	-7%	15%	20%

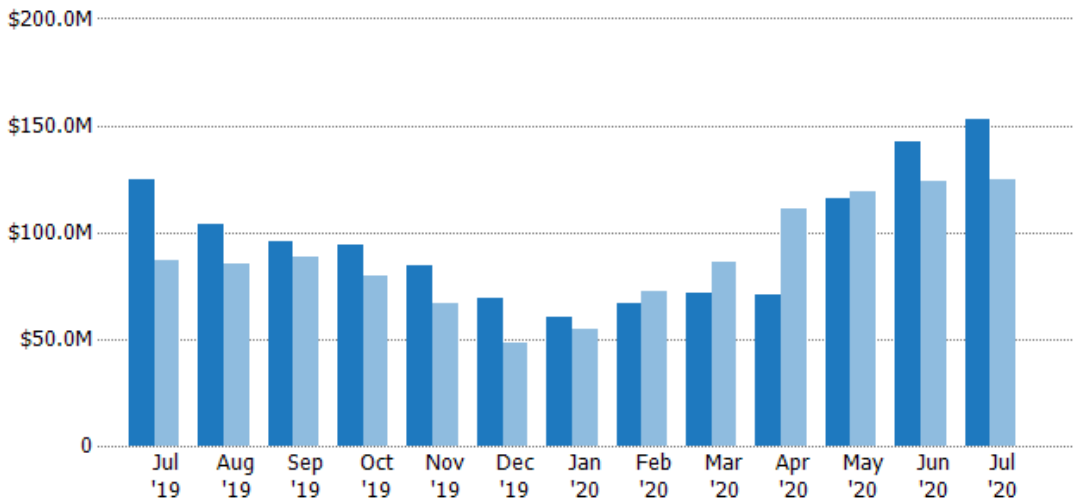
## Pending Sales Volume

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.
Jul '20	\$153M	22.4%
Jul '19	\$125M	43.7%
Jul '18	\$86.8M	7.2%



Current Year	\$125M	\$103M	\$95.5M	\$94.1M	\$84.5M	\$69M	\$60.1M	\$67.1M	\$71.9M	\$70.8M	\$116M	\$143M	\$153M
Prior Year	\$86.8M	\$85M	\$88.5M	\$79.3M	\$66.7M	\$48.1M	\$54.7M	\$72.4M	\$86.1M	\$111M	\$119M	\$124M	\$125M
Percent Change from Prior Year	44%	22%	8%	19%	27%	43%	10%	-7%	-17%	-36%	-3%	15%	22%

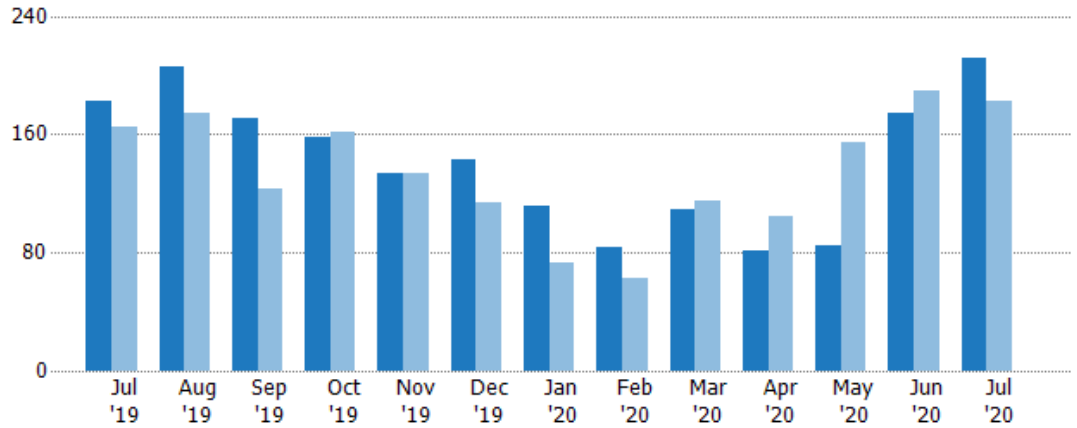
## Closed Sales

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.
Jul '20	212	16.5%
Jul '19	182	10.3%
Jul '18	165	5.5%



Current Year	182	206	171	158	134	143	111	84	109	81	85	174	212
Prior Year	165	174	123	162	134	114	73	63	115	105	154	190	182
Percent Change from Prior Year	10%	18%	39%	-2%	0%	25%	52%	33%	-5%	-23%	-45%	-8%	16%

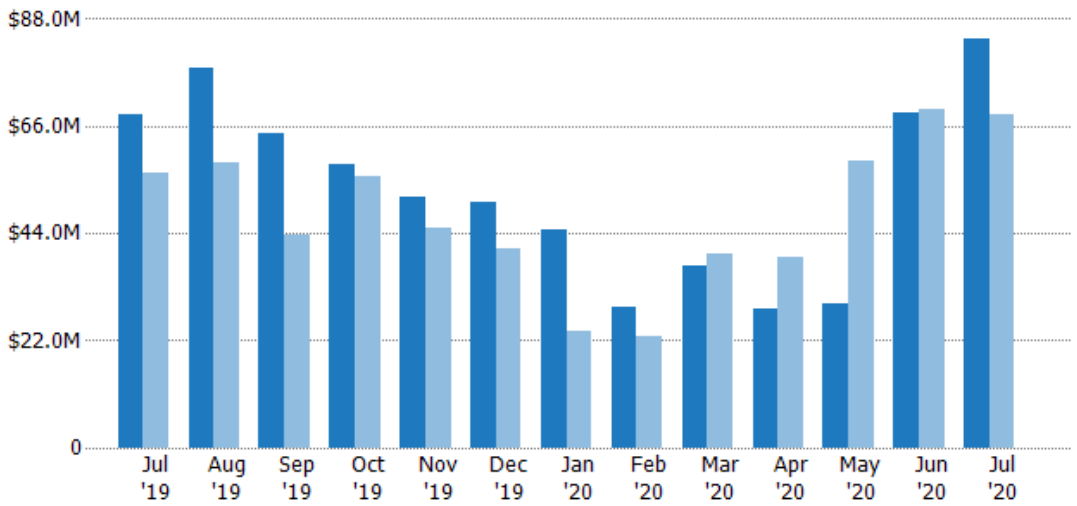
## Closed Sales Volume

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.
Jul '20	\$83.9M	22.9%
Jul '19	\$68.3M	21%
Jul '18	\$56.4M	-2.3%



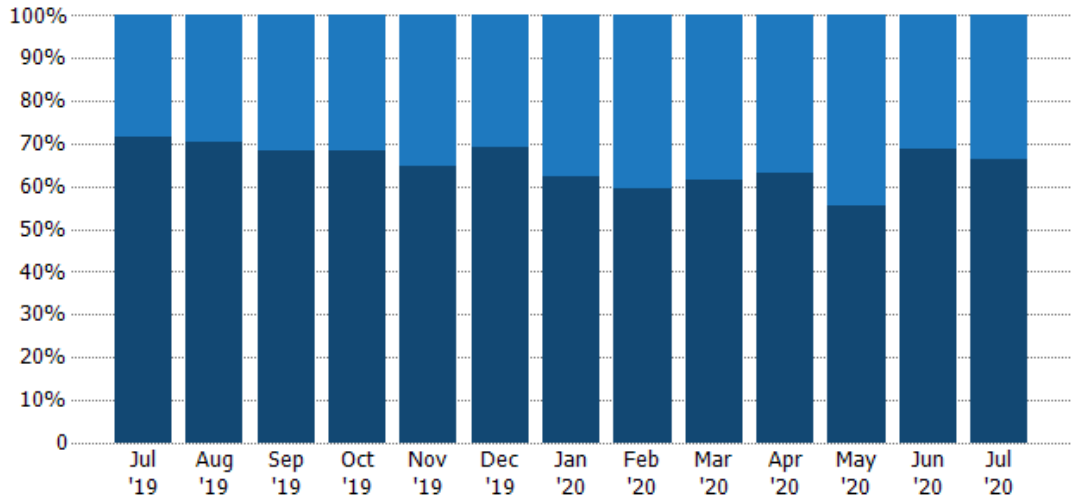
Current Year	\$68.3M	\$78M	\$64.5M	\$58.1M	\$51.6M	\$50.5M	\$44.7M	\$29M	\$37.3M	\$28.5M	\$29.5M	\$68.6M	\$83.9M
Prior Year	\$56.4M	\$58.5M	\$43.8M	\$55.6M	\$45M	\$40.7M	\$23.8M	\$22.9M	\$39.7M	\$38.9M	\$58.9M	\$69.5M	\$68.3M
Percent Change from Prior Year	21%	33%	47%	4%	15%	24%	87%	27%	-6%	-27%	-50%	-1%	23%

## 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



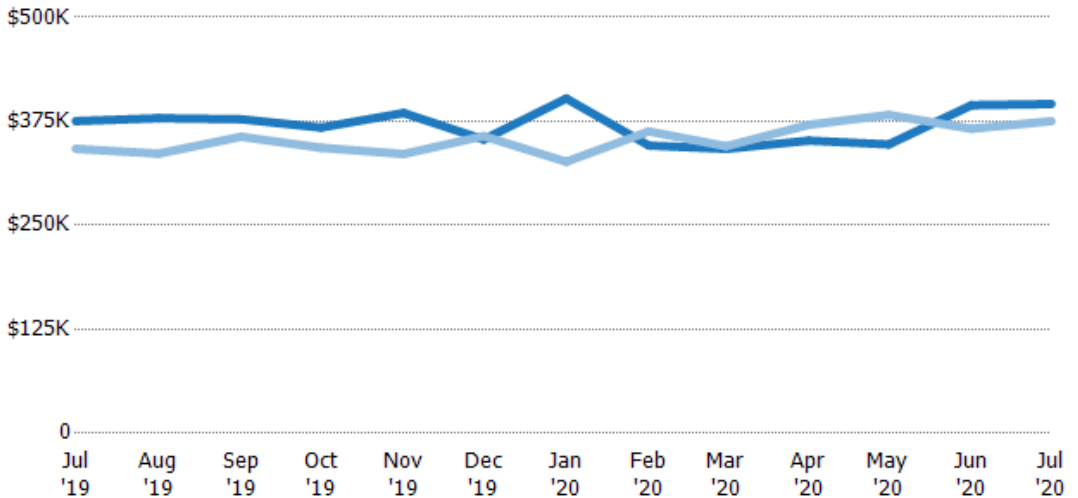
Condo/Townhouse	29%	30%	32%	32%	35%	31%	38%	40%	39%	37%	45%	31%	33%
Single Family Residence	71%	70%	68%	68%	65%	69%	62%	60%	61%	63%	55%	69%	67%

## 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	\$375K	\$379K	\$377K	\$367K	\$385K	\$353K	\$402K	\$346K	\$342K	\$352K	\$347K	\$394K	\$396K
Prior Year	\$342K	\$336K	\$356K	\$343K	\$336K	\$357K	\$326K	\$363K	\$345K	\$371K	\$383K	\$366K	\$375K
Percent Change from Prior Year	10%	13%	6%	7%	15%	-1%	23%	-5%	-1%	-5%	-9%	8%	5%

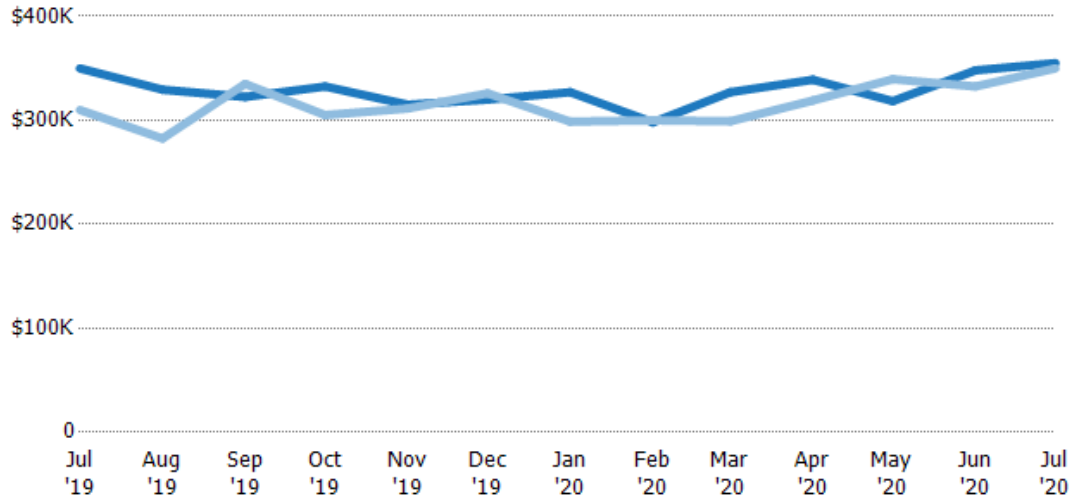
## Median Sales Price

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.
Jul '20	\$355K	1.5%
Jul '19	\$350K	12.9%
Jul '18	\$310K	-5.7%



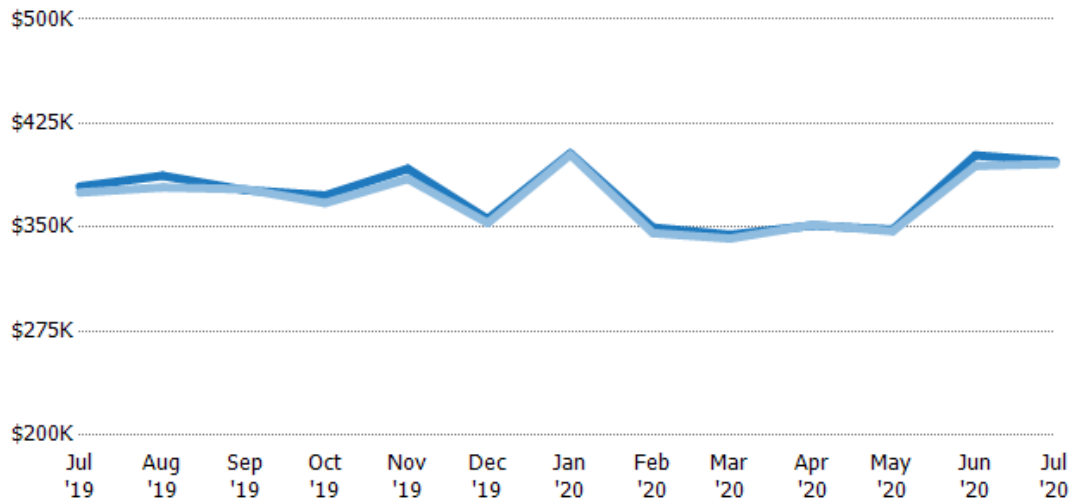
Current Year	\$350K	\$329K	\$323K	\$333K	\$315K	\$320K	\$327K	\$298K	\$327K	\$339K	\$318K	\$348K	\$355K
Prior Year	\$310K	\$283K	\$335K	\$305K	\$311K	\$326K	\$299K	\$300K	\$299K	\$319K	\$340K	\$333K	\$350K
Percent Change from Prior Year	13%	17%	-4%	9%	1%	-2%	9%	-1%	9%	6%	-6%	5%	1%

## 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



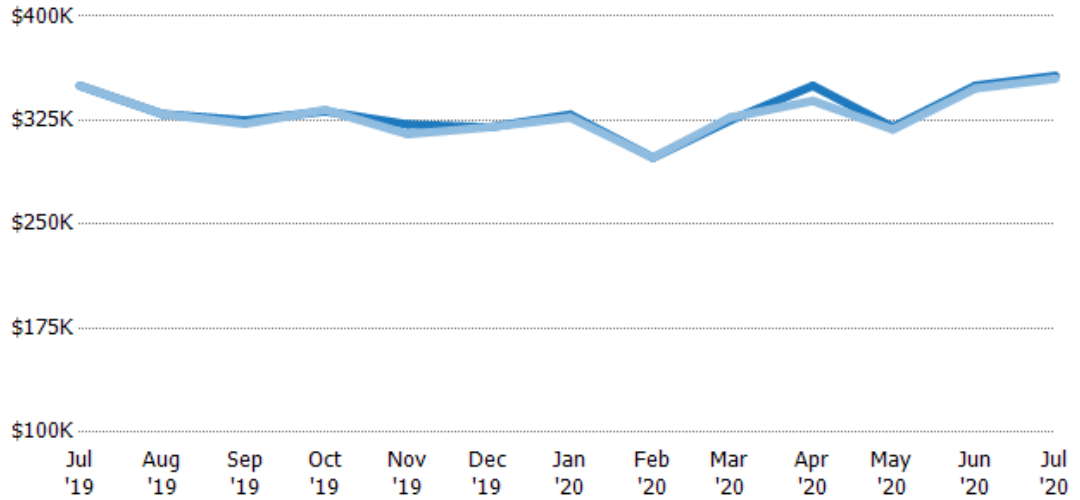
Avg List Price	\$379K	\$387K	\$377K	\$373K	\$392K	\$356K	\$403K	\$350K	\$345K	\$351K	\$348K	\$402K	\$397K
Avg Sales Price	\$375K	\$379K	\$377K	\$367K	\$385K	\$353K	\$402K	\$346K	\$342K	\$352K	\$347K	\$394K	\$396K
Avg Sales Price as a % of Avg List Price	99%	98%	100%	99%	98%	99%	100%	99%	99%	100%	100%	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



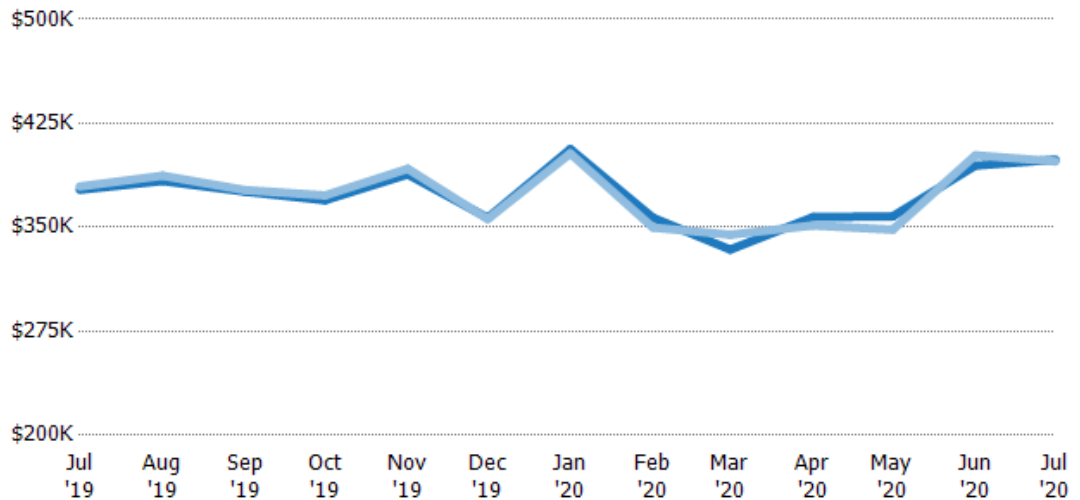
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$350K	\$329K	\$325K	\$331K	\$322K	\$320K	\$329K	\$298K	\$325K	\$350K	\$320K	\$350K	\$357K
Median Sales Price	\$350K	\$329K	\$323K	\$333K	\$315K	\$320K	\$327K	\$298K	\$327K	\$339K	\$318K	\$348K	\$355K
Med Sales Price as a % of Med List Price	100%	100%	99%	100%	98%	100%	99%	100%	101%	97%	100%	99%	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



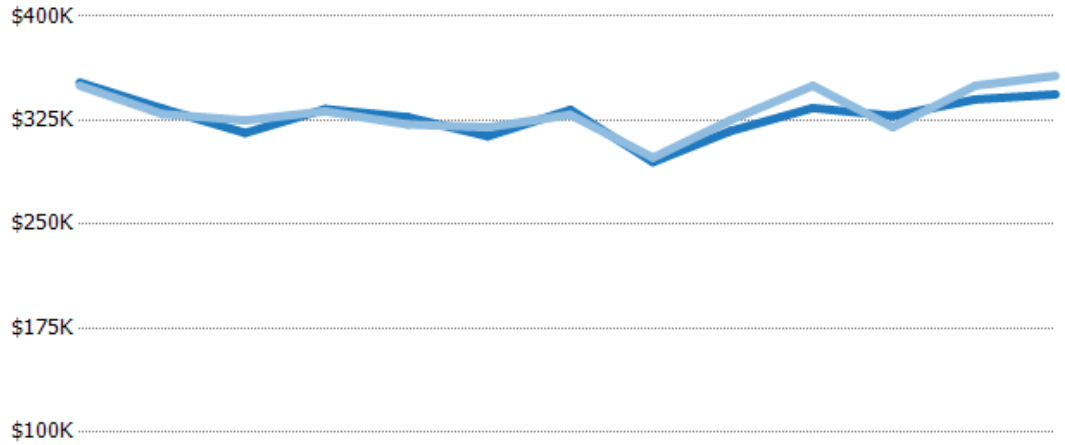
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$377K	\$383K	\$376K	\$370K	\$388K	\$357K	\$406K	\$357K	\$334K	\$357K	\$358K	\$394K	\$399K
Avg Sales Price	\$379K	\$387K	\$377K	\$373K	\$392K	\$356K	\$403K	\$350K	\$345K	\$351K	\$348K	\$402K	\$397K
Avg Sales Price as a % of Avg Est Value	101%	101%	100%	101%	101%	100%	99%	98%	103%	98%	97%	102%	100%

## 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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$352K	\$333K	\$316K	\$333K	\$327K	\$313K	\$333K	\$295K	\$317K	\$334K	\$328K	\$340K	\$344K
Median Sales Price	\$350K	\$329K	\$325K	\$331K	\$322K	\$320K	\$329K	\$298K	\$325K	\$350K	\$320K	\$350K	\$357K
Med Sales Price as a % of Med Est Value	99%	99%	103%	100%	98%	102%	99%	101%	102%	105%	98%	103%	104%