

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

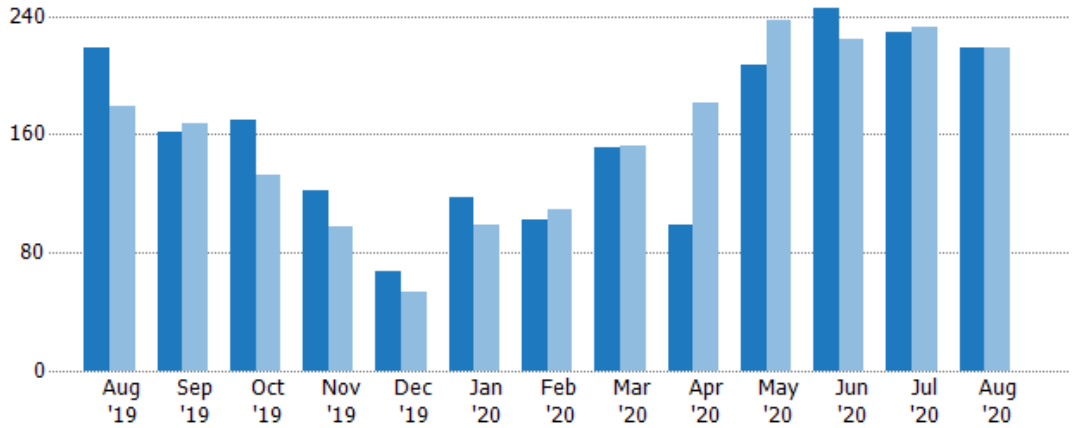
Key Metrics	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	219	219	+/-	1,369	1,454	-5.8%
New Listing Volume	\$98,739,098	\$89,711,521	+10.1%	\$578,394,345	\$580,713,067	-0.4%
Active Listing Count	238	506	-53%	N/A	N/A	
Active Listing Volume	\$140,544,670	\$242,362,728	-42%	N/A	N/A	
Average Listing Price	\$590,524	\$478,978	+23.3%	\$519,232	\$462,398	+12.3%
Median Listing Price	\$445,500	\$399,700	+11.5%	\$422,111	\$399,424	+5.7%
Median Days in RPR	46.5	65.5	-29%	69.34	88.35	-21.5%
Months of Inventory	1.1	2.8	-59.6%	2.2	3.4	-35.9%
Absorption Rate	89.08%	35.97%	+53.1%	46.04%	29.53%	+16.5%
Sales Activity Charts Metrics						
New Pending Sales Count	256	203	+26.1%	1,430	1,359	+5.2%
New Pending Sales Volume	\$102,838,782	\$70,849,646	+45.2%	\$560,028,141	\$511,235,979	+9.5%
Pending Sales Count	373	261	+42.9%	N/A	N/A	
Pending Sales Volume	\$153,666,721	\$103,334,095	+48.7%	N/A	N/A	
Closed Sales Count	213	206	+3.4%	1,069	1,088	-1.7%
Closed Sales Volume	\$91,320,818	\$78,017,482	+17.1%	\$412,815,490	\$400,064,044	+3.2%
Average Sales Price	\$428,736	\$378,726	+13.2%	\$386,170	\$367,706	+5%
Median Sales Price	\$378,000	\$329,450	+14.7%	\$344,080	\$326,829	+5.3%

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



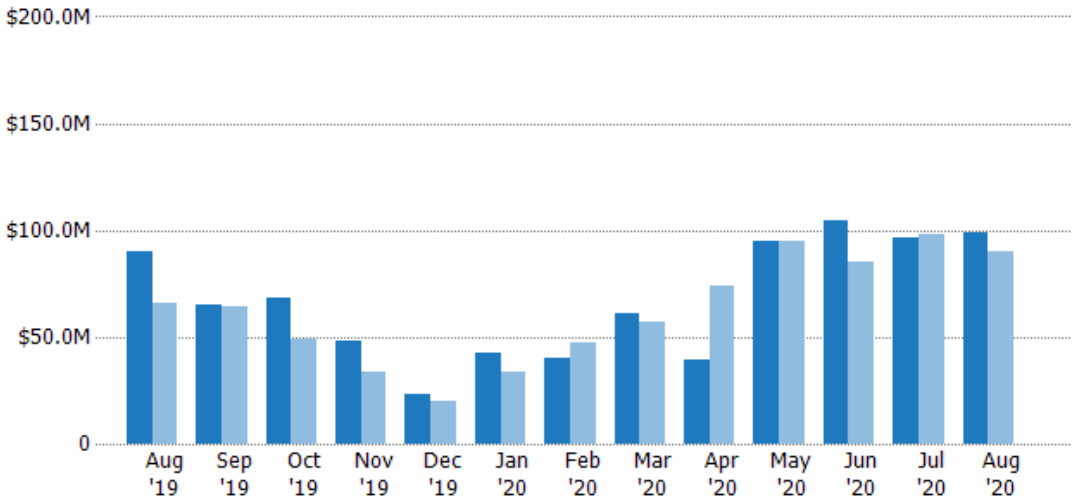
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	219	162	170	122	67	117	102	151	99	207	245	229	219
Prior Year	179	167	133	98	53	99	109	152	181	237	224	233	219
Percent Change from Prior Year	22%	-3%	28%	24%	26%	18%	-6%	-1%	-45%	-13%	9%	-2%	0%

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



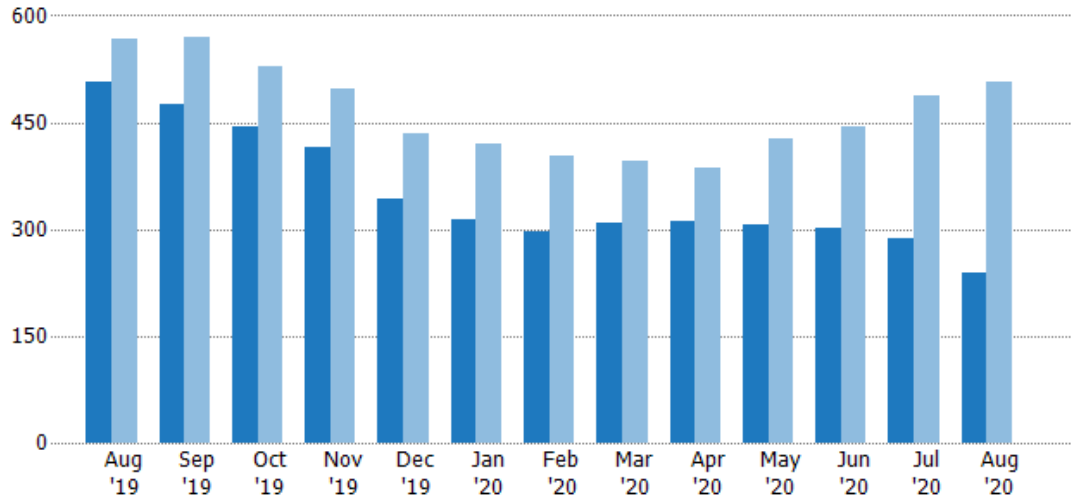
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$89.7M	\$65M	\$68.4M	\$48M	\$22.9M	\$42.7M	\$40.5M	\$61.4M	\$39.1M	\$95.2M	\$105M	\$96.1M	\$98.7M
Prior Year	\$66.2M	\$64.1M	\$48.7M	\$34M	\$19.7M	\$34.1M	\$47.4M	\$57.1M	\$74.3M	\$94.7M	\$85.2M	\$98.1M	\$89.7M
Percent Change from Prior Year	35%	1%	40%	41%	16%	25%	-15%	7%	-47%	0%	23%	-2%	10%

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



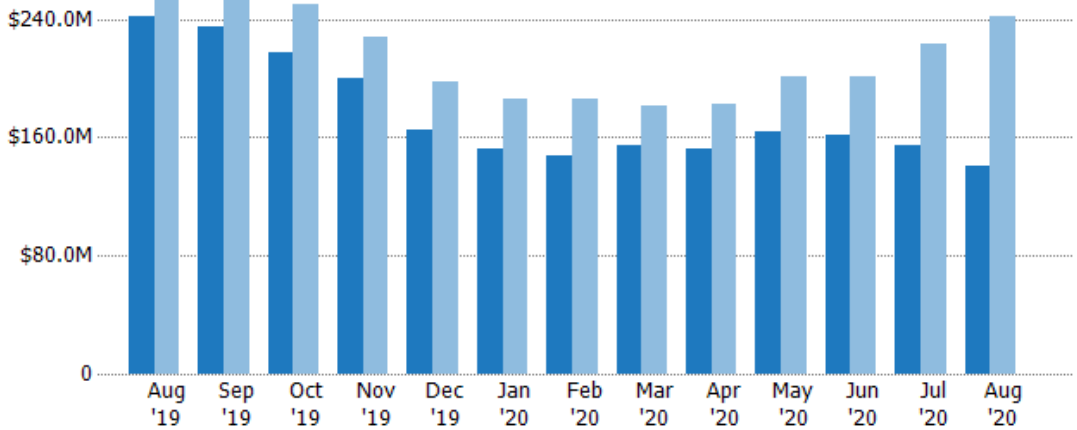
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	506	475	443	414	343	313	296	308	311	307	302	288	238
Prior Year	566	569	529	497	434	419	403	396	386	426	445	487	506
Percent Change from Prior Year	-11%	-17%	-16%	-17%	-21%	-25%	-27%	-22%	-19%	-28%	-32%	-41%	-53%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$242M	\$235M	\$218M	\$200M	\$165M	\$152M	\$148M	\$155M	\$152M	\$163M	\$161M	\$155M	\$141M
Prior Year	\$262M	\$265M	\$250M	\$228M	\$198M	\$186M	\$186M	\$181M	\$183M	\$201M	\$201M	\$223M	\$242M
Percent Change from Prior Year	-8%	-11%	-13%	-12%	-17%	-18%	-20%	-14%	-17%	-19%	-20%	-31%	-42%

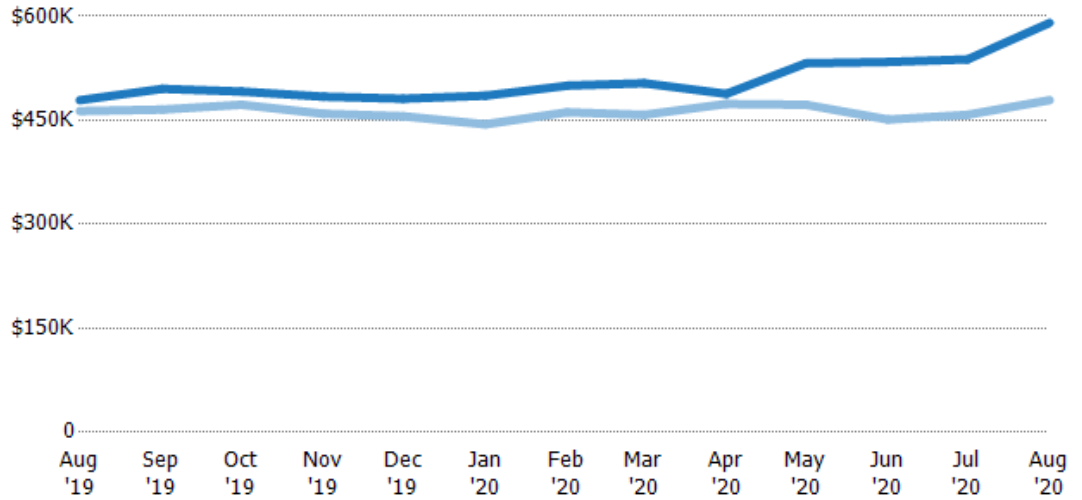
Average Listing Price

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.
Aug '20	\$591K	23.3%
Aug '19	\$479K	3.4%
Aug '18	\$463K	-5.3%



Current Year	\$479K	\$495K	\$491K	\$484K	\$481K	\$485K	\$500K	\$503K	\$488K	\$532K	\$534K	\$538K	\$591K
Prior Year	\$463K	\$465K	\$472K	\$459K	\$456K	\$444K	\$462K	\$458K	\$474K	\$472K	\$451K	\$458K	\$479K
Percent Change from Prior Year	3%	6%	4%	5%	6%	9%	8%	10%	3%	13%	18%	17%	23%

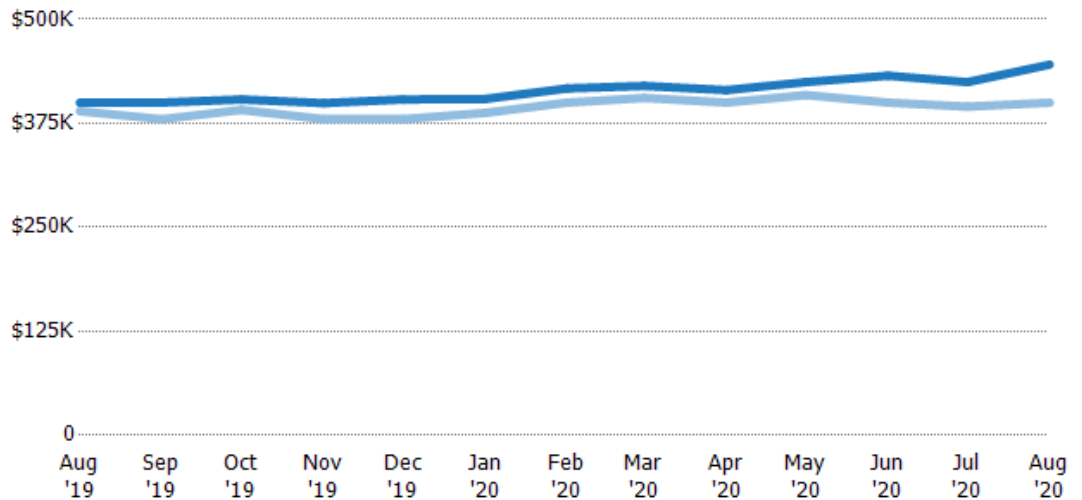
Median Listing Price

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.
Aug '20	\$446K	11.5%
Aug '19	\$400K	2.6%
Aug '18	\$389K	-2.5%



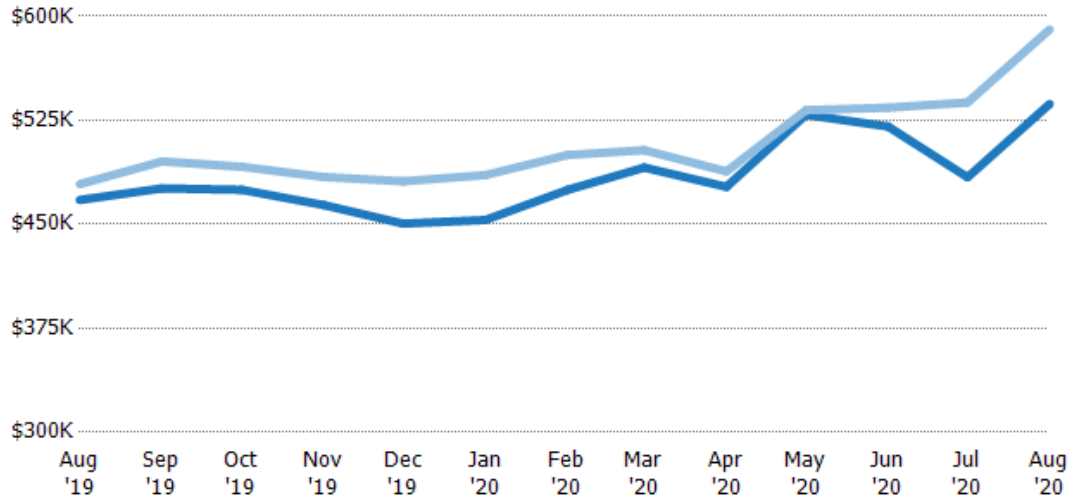
Current Year	\$400K	\$400K	\$404K	\$399K	\$404K	\$404K	\$417K	\$420K	\$415K	\$425K	\$432K	\$425K	\$446K
Prior Year	\$389K	\$380K	\$391K	\$380K	\$380K	\$388K	\$400K	\$405K	\$400K	\$409K	\$400K	\$395K	\$400K
Percent Change from Prior Year	3%	5%	3%	5%	6%	4%	4%	4%	4%	4%	8%	7%	11%

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



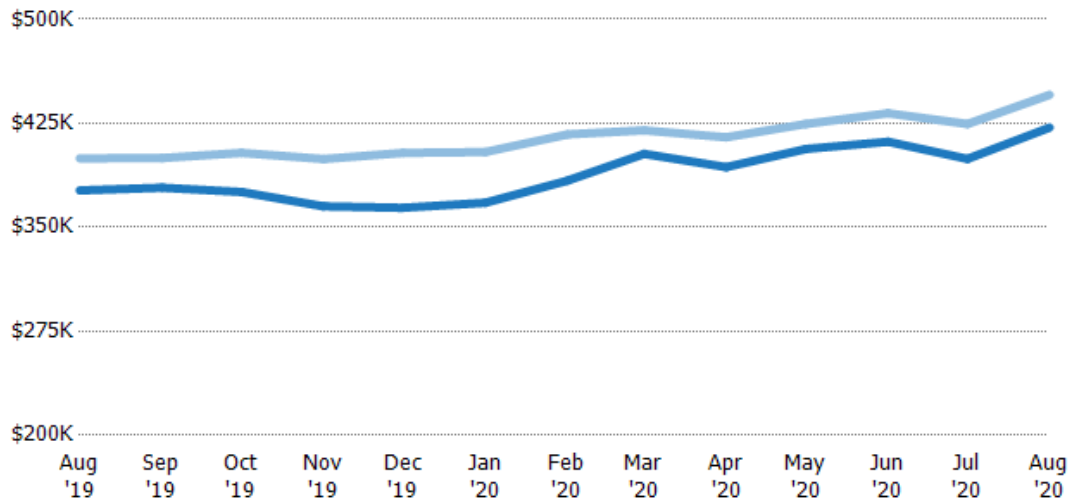
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$468K	\$476K	\$475K	\$464K	\$450K	\$453K	\$475K	\$491K	\$477K	\$529K	\$521K	\$484K	\$537K
Avg Listing Price	\$479K	\$495K	\$491K	\$484K	\$481K	\$485K	\$500K	\$503K	\$488K	\$532K	\$534K	\$538K	\$591K
Avg Listing Price as a % of Avg Est Value	102%	104%	103%	104%	107%	107%	105%	103%	102%	101%	103%	111%	110%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$377K	\$379K	\$375K	\$365K	\$364K	\$368K	\$384K	\$403K	\$393K	\$406K	\$412K	\$399K	\$422K
Median Listing Price	\$400K	\$400K	\$404K	\$399K	\$404K	\$404K	\$417K	\$420K	\$415K	\$425K	\$432K	\$425K	\$446K
Med Listing Price as a % of Med Est Value	106%	106%	108%	109%	111%	110%	109%	104%	105%	104%	105%	106%	106%

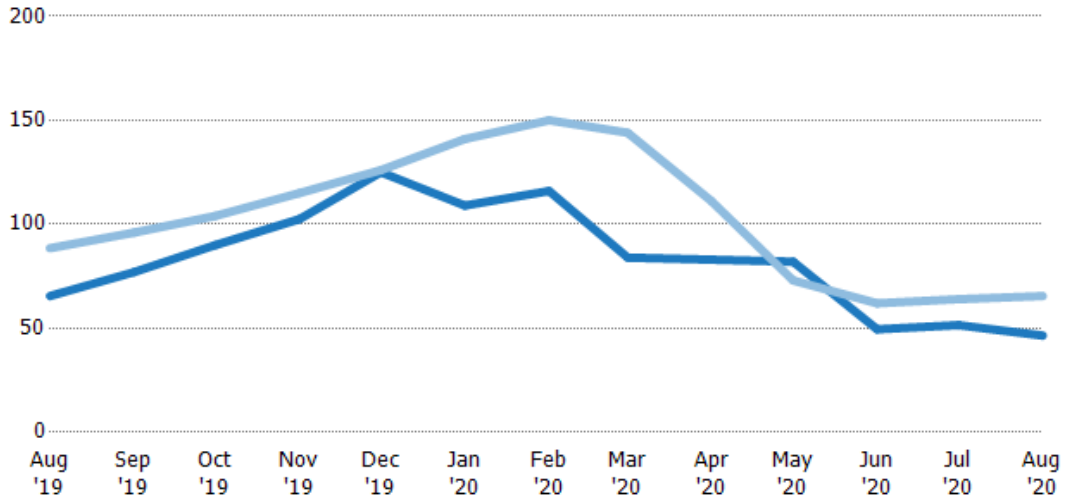
Median Days in RPR

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.
Aug '20	46.5	-29%
Aug '19	65.5	-26%
Aug '18	88.5	4%



Current Year	65.5	77	90	103	125	109	116	84	83	82	49.5	51.5	46.5
Prior Year	88.5	96	104	115	126	141	150	144	111	73	62	64	65.5
Percent Change from Prior Year	-26%	-20%	-13%	-11%	-1%	-23%	-23%	-42%	-25%	12%	-20%	-20%	-29%

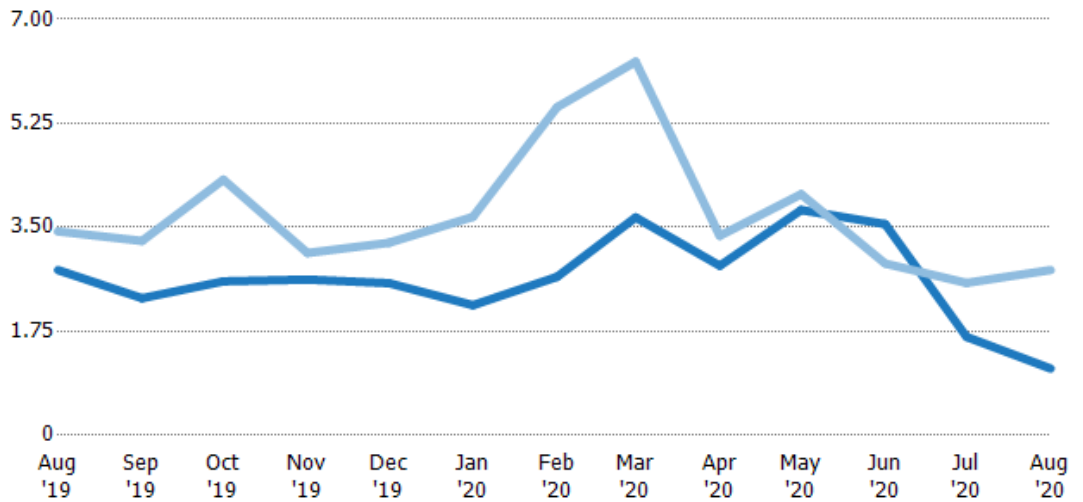
Months of Inventory

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.
Aug '20	1.12	-59.6%
Aug '19	2.78	-19%
Aug '18	3.43	-6%



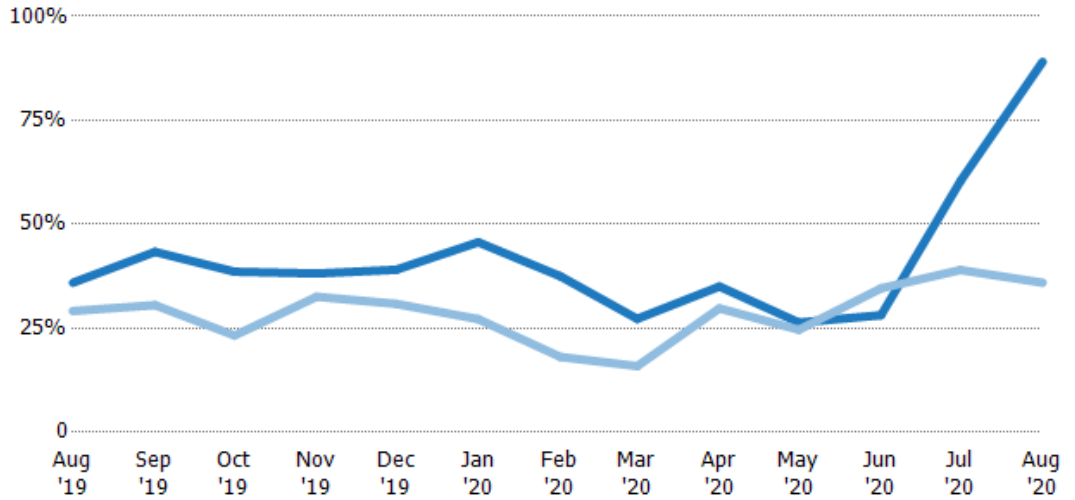
Current Year	2.78	2.31	2.59	2.62	2.56	2.19	2.67	3.67	2.85	3.79	3.55	1.66	1.12
Prior Year	3.43	3.27	4.3	3.07	3.24	3.68	5.52	6.29	3.36	4.06	2.89	2.56	2.78
Percent Change from Prior Year	-19%	-29%	-40%	-15%	-21%	-40%	-52%	-42%	-15%	-7%	23%	-35%	-60%

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



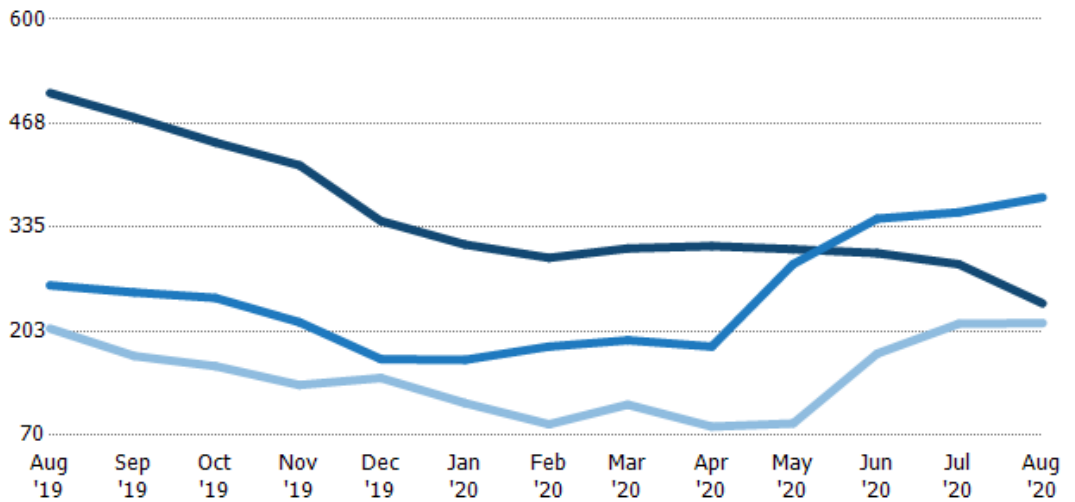
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	36%	43%	39%	38%	39%	46%	38%	27%	35%	26%	28%	60%	89%
Prior Year	29%	31%	23%	33%	31%	27%	18%	16%	30%	25%	35%	39%	36%
Change from Prior Year	-7%	-13%	-15%	-6%	-8%	-18%	-19%	-11%	-5%	-2%	6%	-21%	-53%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	506	475	443	414	343	313	296	308	311	307	302	288	238
Pending	261	252	245	214	167	166	183	191	183	288	346	354	373
Sold	206	171	158	134	143	111	84	109	81	85	174	212	213

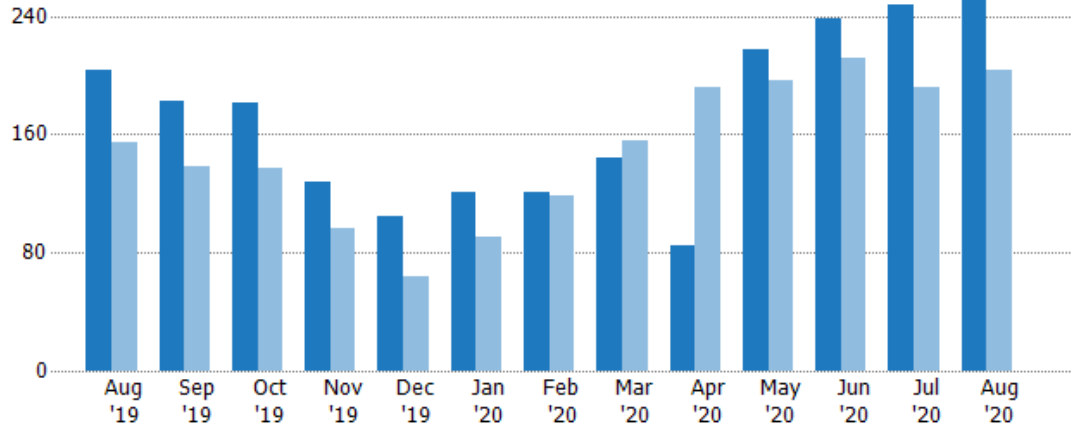
New Pending Sales

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.
Aug '20	256	26.1%
Aug '19	203	31.8%
Aug '18	154	3.2%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	203	182	181	128	105	121	121	144	85	217	238	248	256
Prior Year	154	138	137	96	64	90	118	156	192	197	211	192	203
Percent Change from Prior Year	32%	32%	32%	33%	64%	34%	3%	-8%	-56%	10%	13%	29%	26%

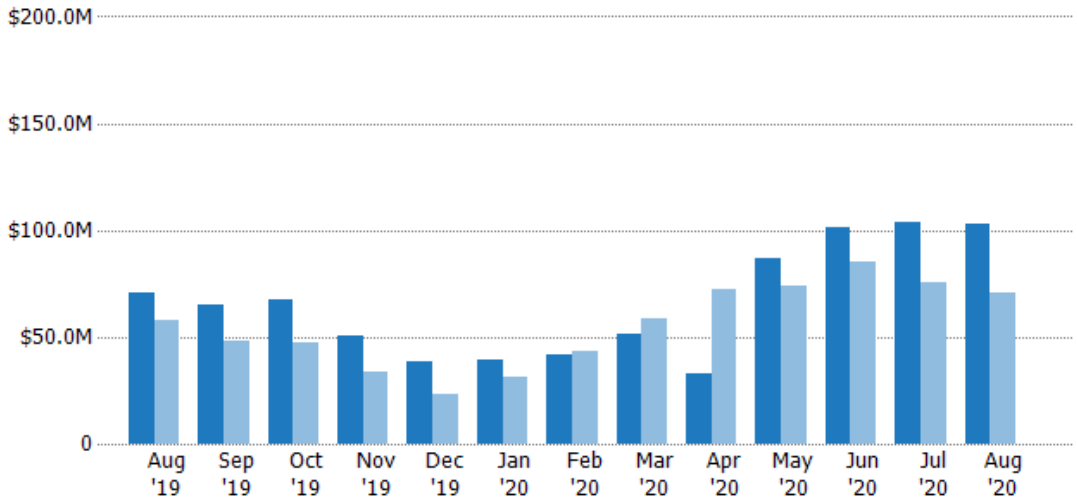
New Pending Sales Volume

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.
Aug '20	\$103M	45.2%
Aug '19	\$70.8M	22.5%
Aug '18	\$57.8M	-13.6%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$70.8M	\$65.4M	\$67.6M	\$50.9M	\$38.8M	\$39.7M	\$42M	\$51.4M	\$32.6M	\$86.5M	\$101M	\$104M	\$103M
Prior Year	\$57.8M	\$48.4M	\$47.7M	\$33.8M	\$23.5M	\$31.2M	\$43.4M	\$58.7M	\$72M	\$74.1M	\$85.6M	\$75.4M	\$70.8M
Percent Change from Prior Year	23%	35%	42%	51%	65%	27%	-3%	-12%	-55%	17%	18%	38%	45%

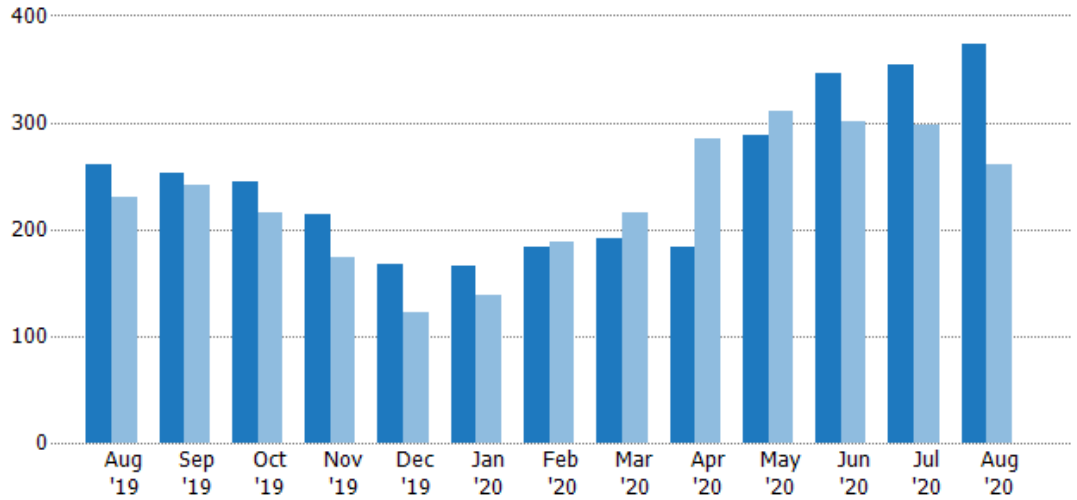
Pending Sales

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.
Aug '20	373	42.9%
Aug '19	261	13.5%
Aug '18	230	3%



Current Year	261	252	245	214	167	166	183	191	183	288	346	354	373
Prior Year	230	242	215	173	122	138	188	216	285	310	301	297	261
Percent Change from Prior Year	13%	4%	14%	24%	37%	20%	-3%	-12%	-36%	-7%	15%	19%	43%

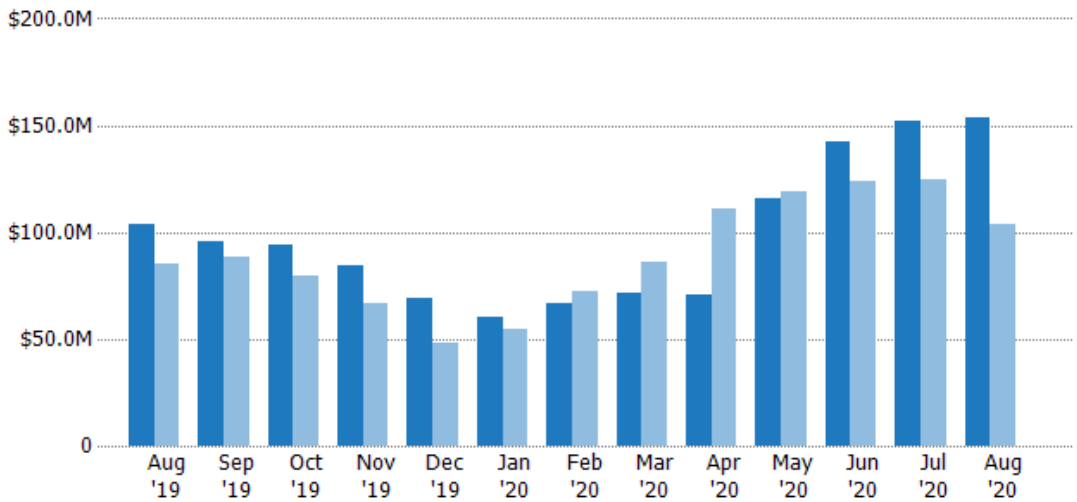
Pending Sales Volume

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.
Aug '20	\$154M	48.7%
Aug '19	\$103M	21.5%
Aug '18	\$85M	-2.4%



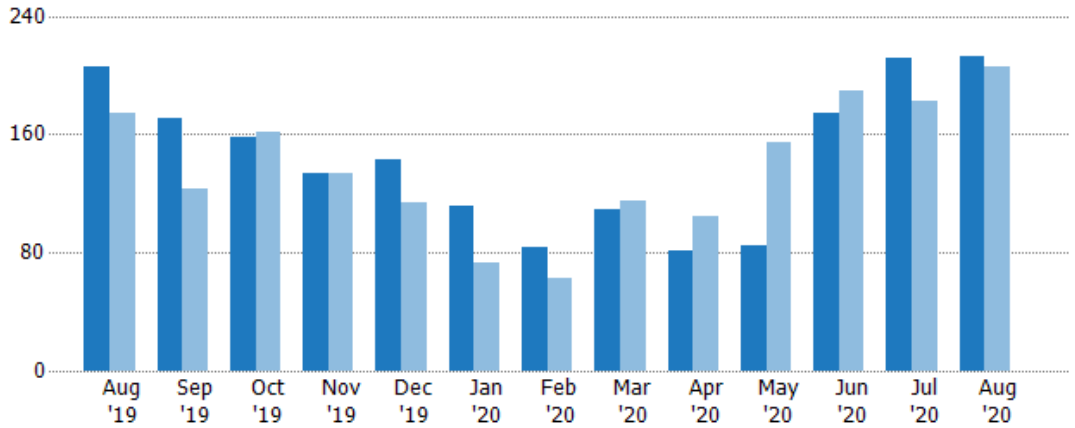
Current Year	\$103M	\$95.5M	\$94.1M	\$84.5M	\$69M	\$60.1M	\$67.1M	\$71.9M	\$70.8M	\$116M	\$143M	\$152M	\$154M
Prior Year	\$85M	\$88.5M	\$79.3M	\$66.7M	\$48.1M	\$54.7M	\$72.4M	\$86.1M	\$111M	\$119M	\$124M	\$125M	\$103M
Percent Change from Prior Year	22%	8%	19%	27%	43%	10%	-7%	-17%	-36%	-3%	15%	22%	49%

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



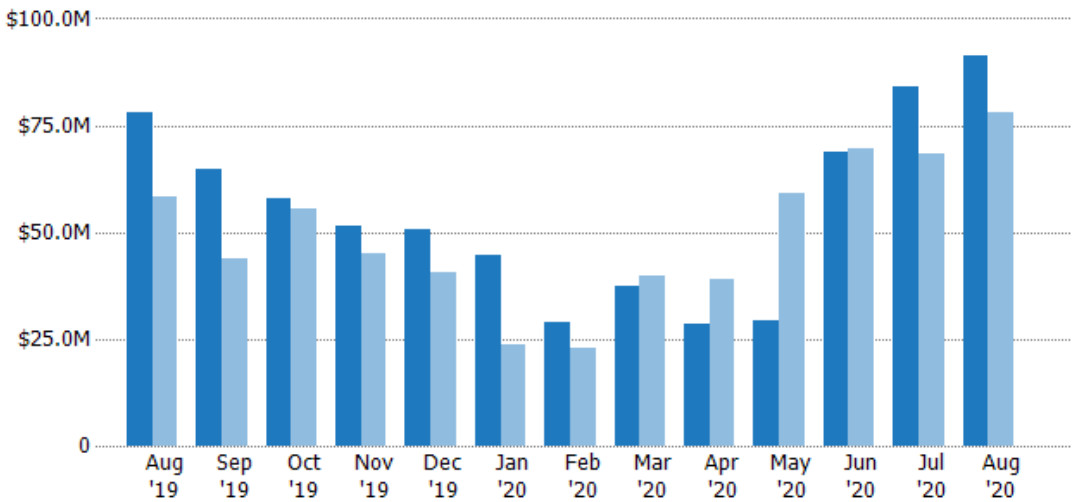
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	206	171	158	134	143	111	84	109	81	85	174	212	213
Prior Year	174	123	162	134	114	73	63	115	105	154	190	182	206
Percent Change from Prior Year	18%	39%	-2%	0%	25%	52%	33%	-5%	-23%	-45%	-8%	16%	3%

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



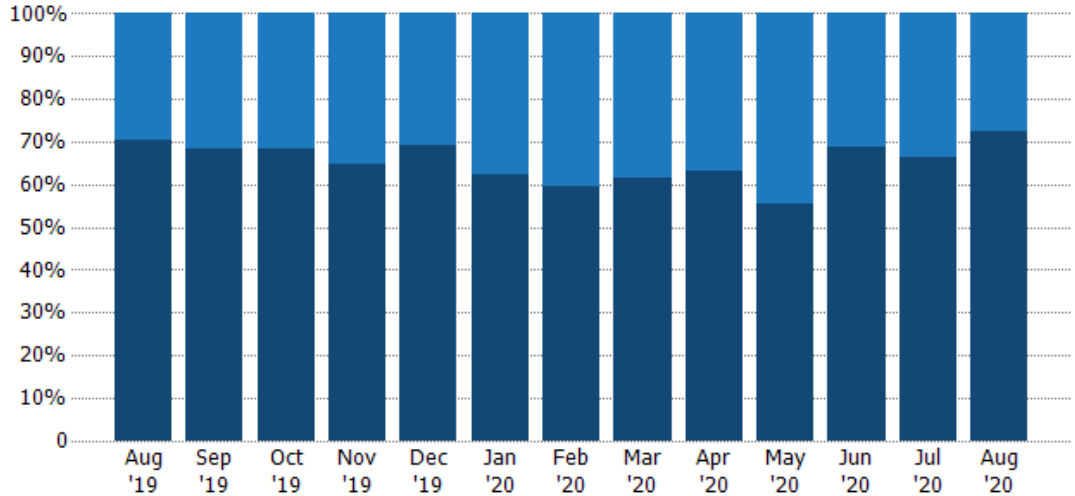
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$78M	\$64.5M	\$58.1M	\$51.6M	\$50.5M	\$44.7M	\$29M	\$37.3M	\$28.5M	\$29.5M	\$68.6M	\$83.9M	\$91.3M
Prior Year	\$58.5M	\$43.8M	\$55.6M	\$45M	\$40.7M	\$23.8M	\$22.9M	\$39.7M	\$38.9M	\$58.9M	\$69.5M	\$68.3M	\$78M
Percent Change from Prior Year	33%	47%	4%	15%	24%	87%	27%	-6%	-27%	-50%	-1%	23%	17%

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



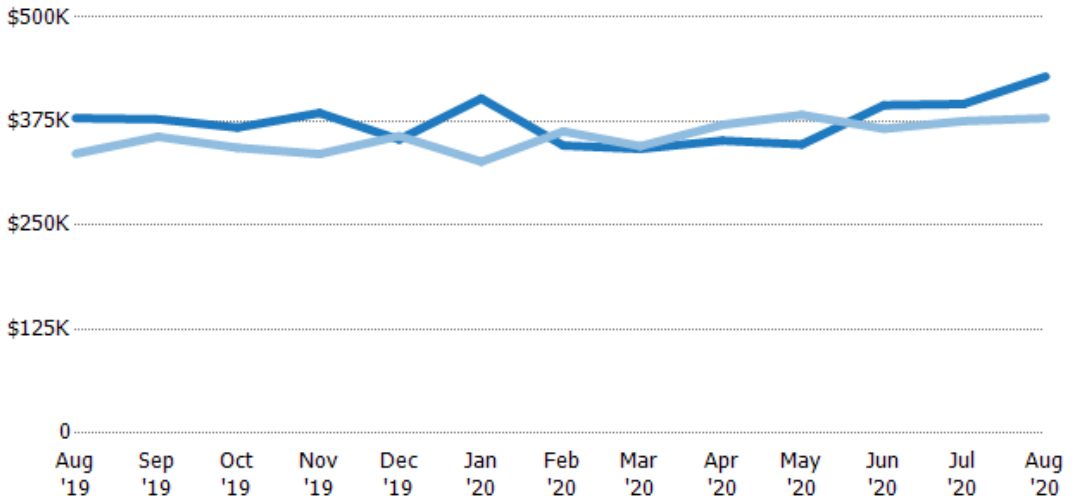
Condo/Townhouse	30%	32%	32%	35%	31%	38%	40%	39%	37%	45%	31%	33%	28%
Single Family Residence	70%	68%	68%	65%	69%	62%	60%	61%	63%	55%	69%	67%	72%

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	\$379K	\$377K	\$367K	\$385K	\$353K	\$402K	\$346K	\$342K	\$352K	\$347K	\$394K	\$396K	\$429K
Prior Year	\$336K	\$356K	\$343K	\$336K	\$357K	\$326K	\$363K	\$345K	\$371K	\$383K	\$366K	\$375K	\$379K
Percent Change from Prior Year	13%	6%	7%	15%	-1%	23%	-5%	-1%	-5%	-9%	8%	5%	13%

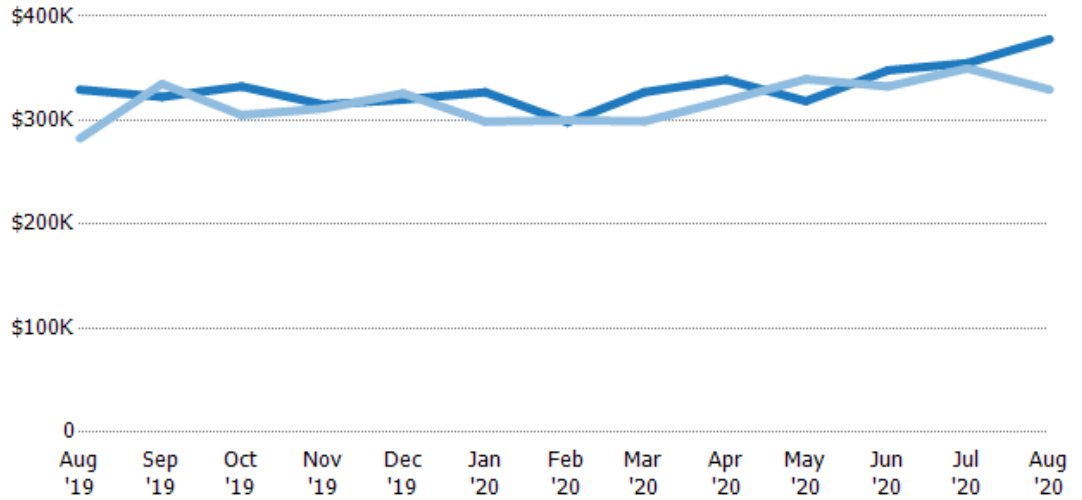
Median Sales Price

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.
Aug '20	\$378K	14.7%
Aug '19	\$329K	16.6%
Aug '18	\$283K	5.1%



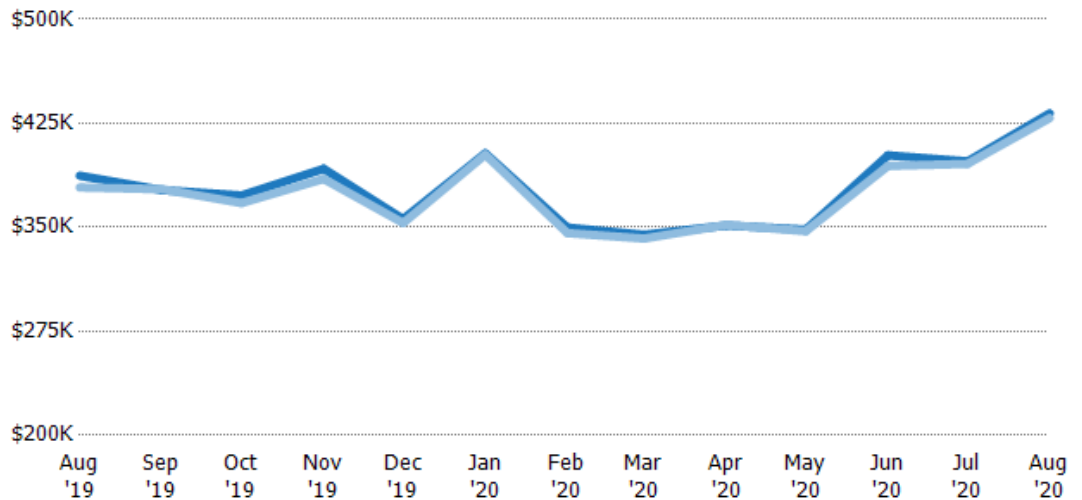
Current Year	\$329K	\$323K	\$333K	\$315K	\$320K	\$327K	\$298K	\$327K	\$339K	\$318K	\$348K	\$355K	\$378K
Prior Year	\$283K	\$335K	\$305K	\$311K	\$326K	\$299K	\$300K	\$299K	\$319K	\$340K	\$333K	\$350K	\$329K
Percent Change from Prior Year	17%	-4%	9%	1%	-2%	9%	-1%	9%	6%	-6%	5%	1%	15%

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



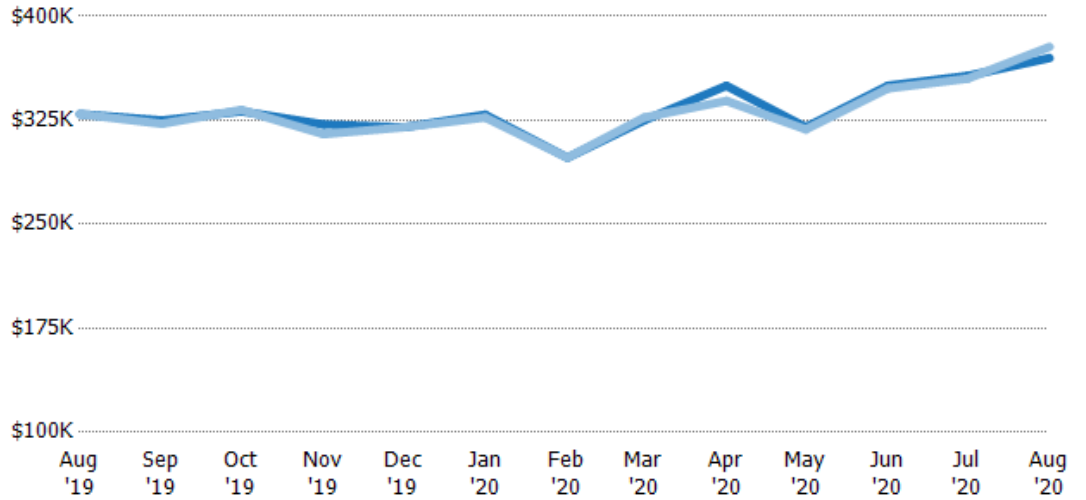
Avg List Price	\$387K	\$377K	\$373K	\$392K	\$356K	\$403K	\$350K	\$345K	\$351K	\$348K	\$402K	\$397K	\$432K
Avg Sales Price	\$379K	\$377K	\$367K	\$385K	\$353K	\$402K	\$346K	\$342K	\$352K	\$347K	\$394K	\$396K	\$429K
Avg Sales Price as a % of Avg List Price	98%	100%	99%	98%	99%	100%	99%	99%	100%	100%	98%	100%	99%

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



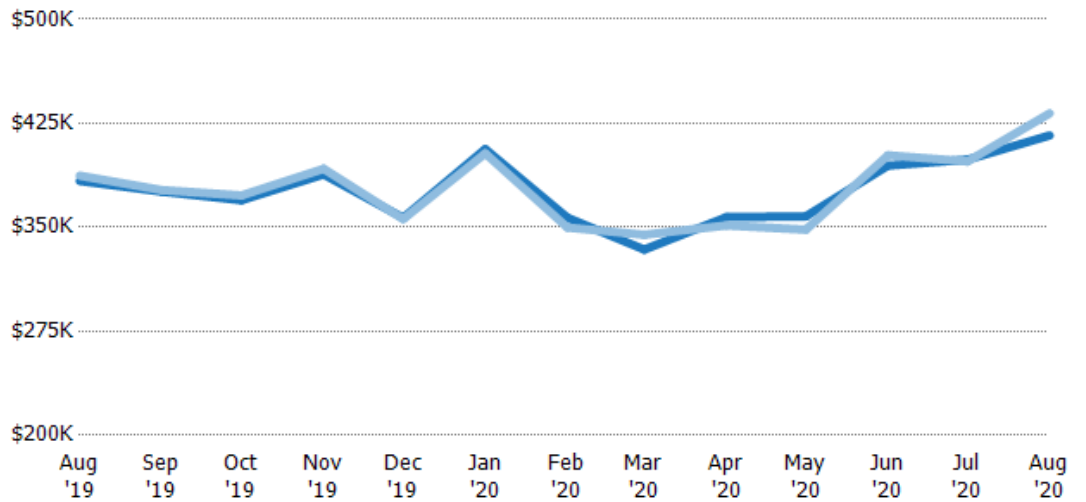
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$329K	\$325K	\$331K	\$322K	\$320K	\$329K	\$298K	\$325K	\$350K	\$320K	\$350K	\$357K	\$370K
Median Sales Price	\$329K	\$323K	\$333K	\$315K	\$320K	\$327K	\$298K	\$327K	\$339K	\$318K	\$348K	\$355K	\$378K
Med Sales Price as a % of Med List Price	100%	99%	100%	98%	100%	99%	100%	101%	97%	100%	99%	99%	102%

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



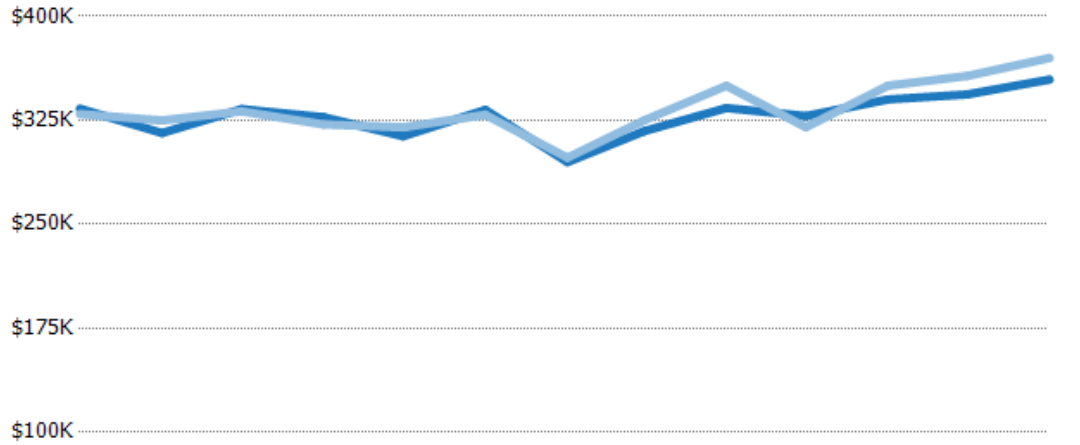
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$383K	\$376K	\$370K	\$388K	\$357K	\$406K	\$357K	\$334K	\$357K	\$358K	\$394K	\$399K	\$416K
Avg Sales Price	\$387K	\$377K	\$373K	\$392K	\$356K	\$403K	\$350K	\$345K	\$351K	\$348K	\$402K	\$397K	\$432K
Avg Sales Price as a % of Avg Est Value	101%	100%	101%	101%	100%	99%	98%	103%	98%	97%	102%	100%	104%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$333K	\$316K	\$333K	\$327K	\$313K	\$333K	\$295K	\$317K	\$334K	\$328K	\$340K	\$344K	\$354K
Median Sales Price	\$329K	\$325K	\$331K	\$322K	\$320K	\$329K	\$298K	\$325K	\$350K	\$320K	\$350K	\$357K	\$370K
Med Sales Price as a % of Med Est Value	99%	103%	100%	98%	102%	99%	101%	102%	105%	98%	103%	104%	104%