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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	172	162	+6.2%	1,540	1,613	-4.5%
New Listing Volume	$69,111,824	$64,979,629	+6.4%	$645,989,479	$644,874,696	+0.2%
Active Listing Count	246	474	-48.1%	N/A	N/A	
Active Listing Volume	$139,944,564	$233,980,348	-40.2%	N/A	N/A	
Average Listing Price	$568,880	$493,629	+15.2%	$520,843	$465,031	+12%
Median Listing Price	$432,400	$399,500	+8.2%	$421,718	$399,354	+5.6%
Median Days in RPR	52.5	77	-31.8%	67.67	87.25	-22.4%
Months of Inventory	1.1	2.3	-50.5%	2.1	3.4	-39%
Absorption Rate	87.4%	43.25%	+44.1%	47.76%	29.12%	+18.6%
Sales Activity Charts Metrics						
New Pending Sales Count	183	182	+0.5%	1,614	1,537	+5%
New Pending Sales Volume	$74,731,790	$65,419,009	+14.2%	$635,141,331	$575,829,588	+10.3%
Pending Sales Count	322	250	+28.8%	N/A	N/A	
Pending Sales Volume	$133,741,417	$94,825,561	+41%	N/A	N/A	
Closed Sales Count	209	171	+22.2%	1,278	1,256	+1.8%
Closed Sales Volume	$83,263,824	$64,720,018	+28.7%	$495,717,314	$464,019,062	+6.8%
Average Sales Price	$398,392	$378,480	+5.3%	$387,885	$369,442	+5%
Median Sales Price	$353,750	$325,000	+8.8%	$345,584	$326,483	+5.9%

New Listings

The number of new residential listings that were added each month.

Month/Year	Count	% Chg.
Sep '20	172	6.2%
Sep '19	162	-3%
Sep '18	167	3%
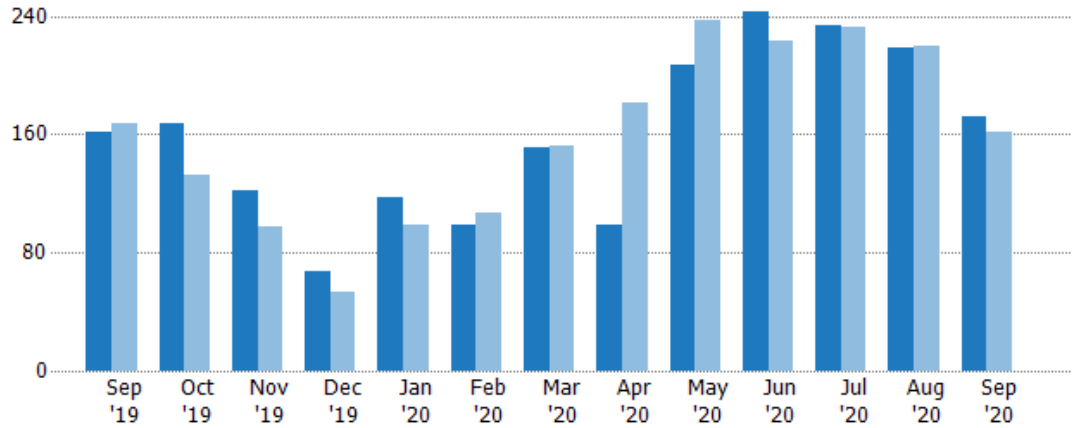
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	162	167	122	67	117	99	151	99	207	243	234	218	172
Prior Year	167	132	98	53	99	107	152	181	237	223	232	220	162
Percent Change from Prior Year	-3%	27%	24%	26%	18%	-7%	-1%	-45%	-13%	9%	1%	-1%	6%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Month/Year	Volume	% Chg.
Sep '20	$69.1M	6.4%
Sep '19	$65M	1.3%
Sep '18	$64.1M	-3.4%
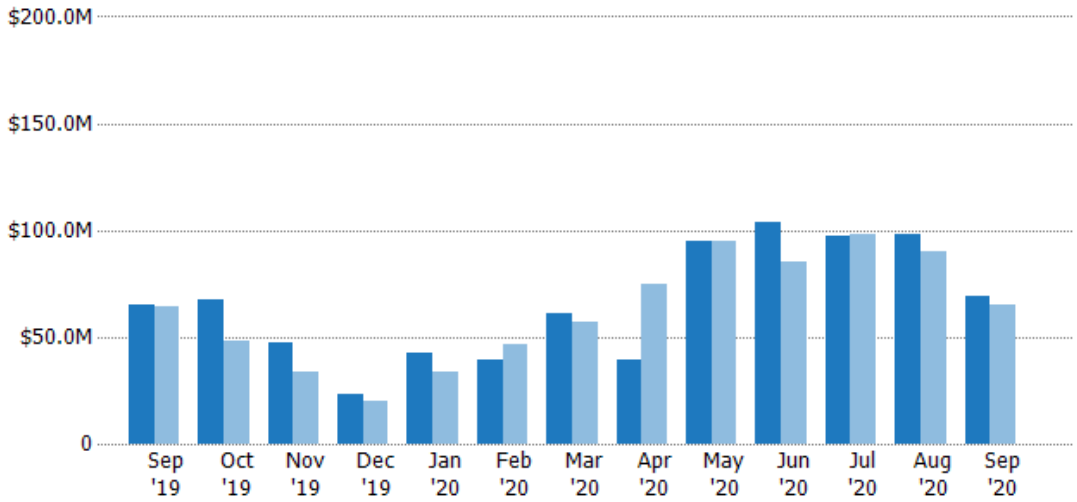
| | Sep '19 | Oct '19 | Nov '19 | Dec '19 | Jan '20 | Feb '20 | Mar '20 | Apr '20 | May '20 | Jun '20 | Jul '20 | Aug '20 | Sep '20 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Current Year | $65M | $67.2M | $47.7M | $22.9M | $42.7M | $39.2M | $61.4M | $39.1M | $95.1M | $104M | $97.6M | $98.2M | $69.1M |
| Prior Year | $64.1M | $48.1M | $34M | $19.7M | $34.1M | $46.7M | $57.1M | $74.5M | $94.5M | $85M | $98M | $90.1M | $65M |
| Percent Change from Prior Year | 1% | 40% | 40% | 16% | 25% | -16% | 7% | -48% | 1% | 22% | 0% | 9% | 6% |

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.
Sep '20	246	-48.1%
Sep '19	474	-16.3%
Sep '18	566	-3%
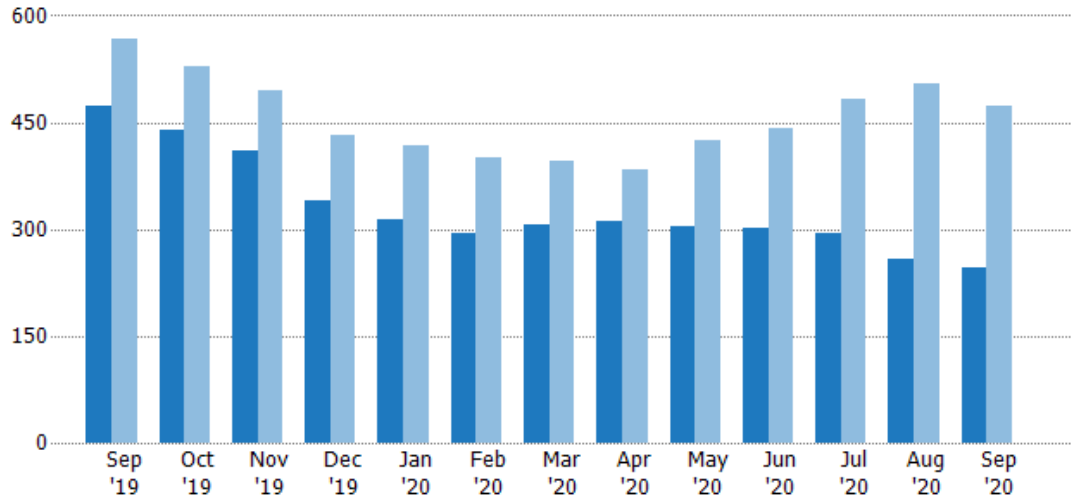
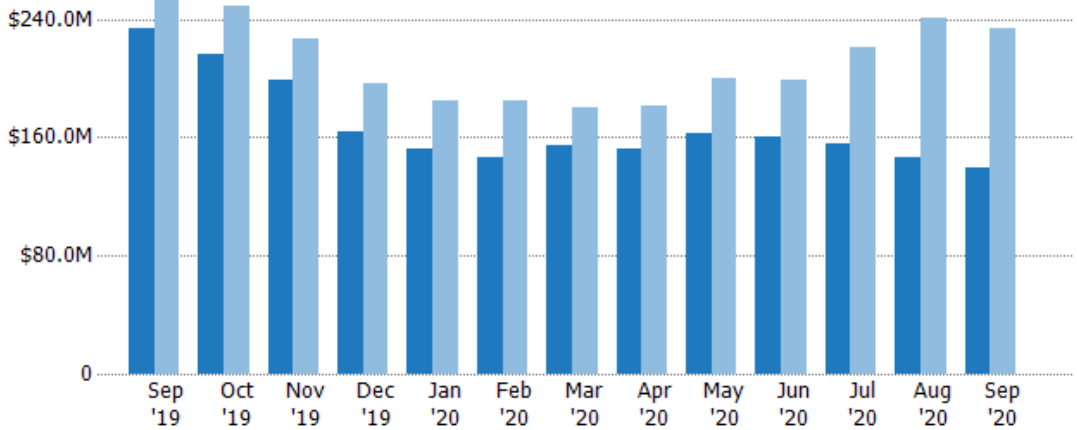|	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	474	440	411	341	314	294	307	311	305	301	294	258	246
Prior Year	566	528	494	432	418	401	395	384	424	442	483	504	474
Percent Change from Prior Year	-16%	-17%	-17%	-21%	-25%	-27%	-22%	-19%	-28%	-32%	-39%	-49%	-48%

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.
Sep '20	$140M	-40.2%
Sep '19	$234M	-11%
Sep '18	$263M	-9.2%

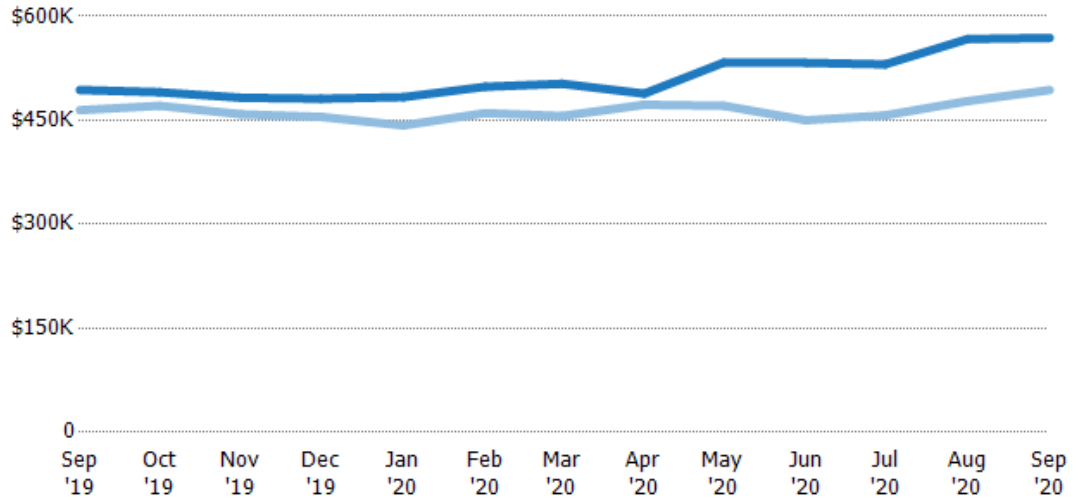|	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	$234M	$216M	$198M	$164M	$152M	$147M	$154M	$152M	$163M	$160M	$156M	$146M	$140M
Prior Year	$263M	$249M	$227M	$197M	$185M	$185M	$180M	$181M	$200M	$199M	$221M	$241M	$234M
Percent Change from Prior Year	-11%	-13%	-12%	-17%	-18%	-21%	-14%	-16%	-19%	-19%	-29%	-39%	-40%

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.
Sep '20	$569K	15.2%
Sep '19	$494K	6.3%
Sep '18	$465K	-6.4%

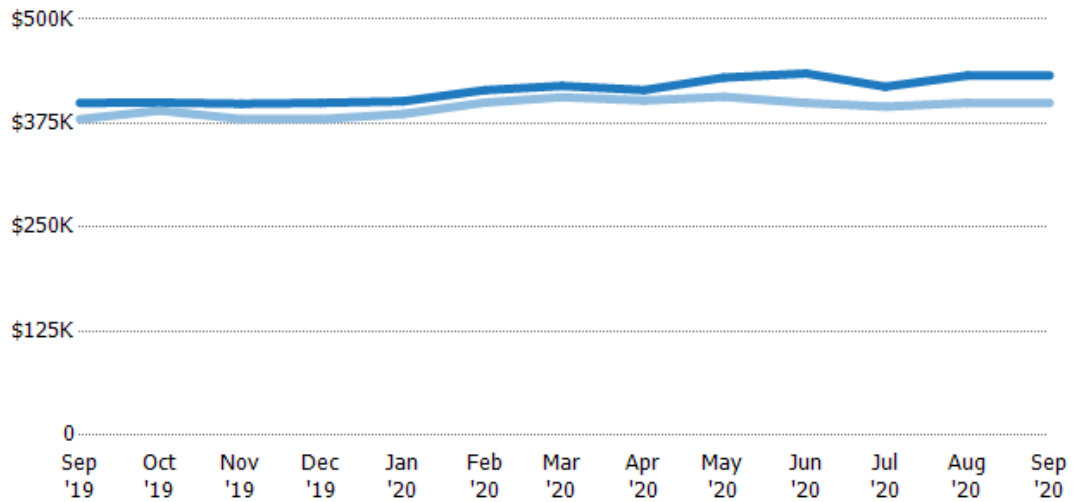|	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	$494K	$490K	$482K	$481K	$483K	$498K	$503K	$488K	$533K	$533K	$531K	$567K	$569K
Prior Year	$465K	$471K	$459K	$455K	$443K	$460K	$456K	$472K	$471K	$450K	$457K	$478K	$494K
Percent Change from Prior Year	6%	4%	5%	6%	9%	8%	10%	3%	13%	18%	16%	19%	15%

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.
Sep '20	$432K	8.2%
Sep '19	$400K	5.2%
Sep '18	$380K	0%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	$400K	$400K	$399K	$400K	$401K	$415K	$420K	$415K	$430K	$435K	$419K	$432K	$432K
Prior Year	$380K	$390K	$380K	$380K	$386K	$400K	$406K	$402K	$407K	$400K	$395K	$400K	$400K
Percent Change from Prior Year	5%	2%	5%	5%	4%	4%	3%	3%	6%	9%	6%	8%	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
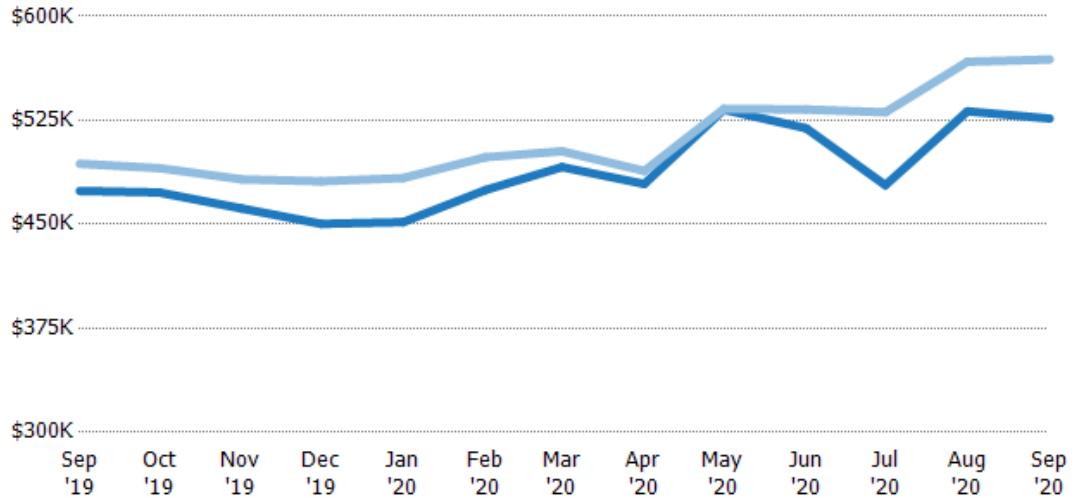
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	$474K	$473K	$461K	$450K	$452K	$475K	$491K	$479K	$533K	$519K	$478K	$531K	$526K
Avg Listing Price	$494K	$490K	$482K	$481K	$483K	$498K	$503K	$488K	$533K	$533K	$531K	$567K	$569K
Avg Listing Price as a % of Avg Est Value	104%	104%	105%	107%	107%	105%	102%	102%	100%	103%	111%	107%	108%

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
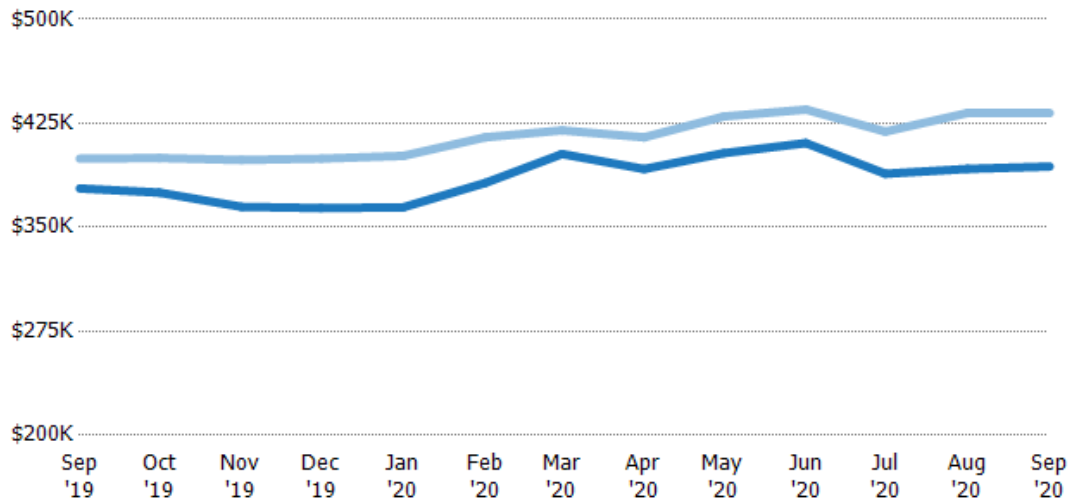
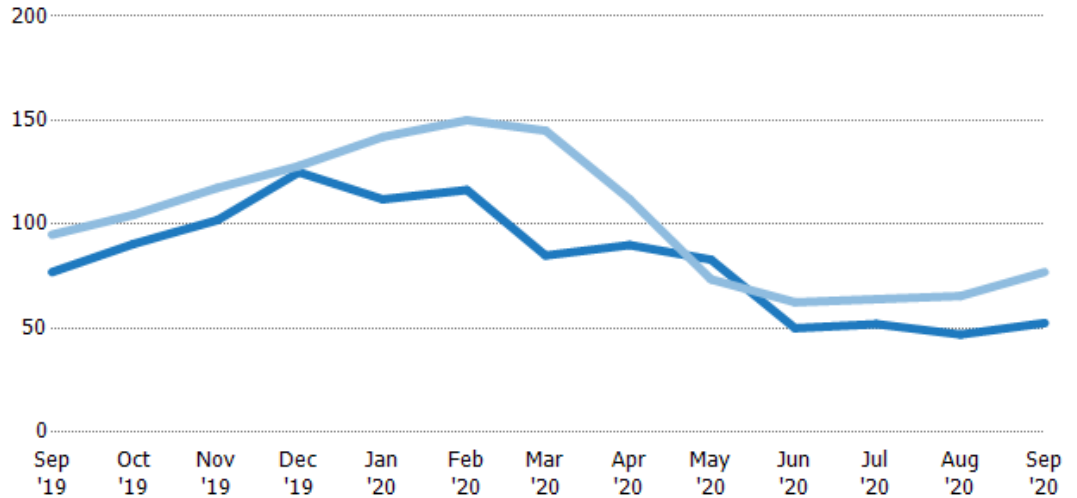|	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	$378K	$375K	$365K	$364K	$364K	$382K	$403K	$392K	$403K	$411K	$389K	$392K	$394K
Median Listing Price	$400K	$400K	$399K	$400K	$401K	$415K	$420K	$415K	$430K	$435K	$419K	$432K	$432K
Med Listing Price as a % of Med Est Value	106%	107%	109%	110%	110%	109%	104%	106%	107%	106%	108%	110%	110%

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.
Sep '20	52.5	-31.8%
Sep '19	77	-18.9%
Sep '18	95	1.1%

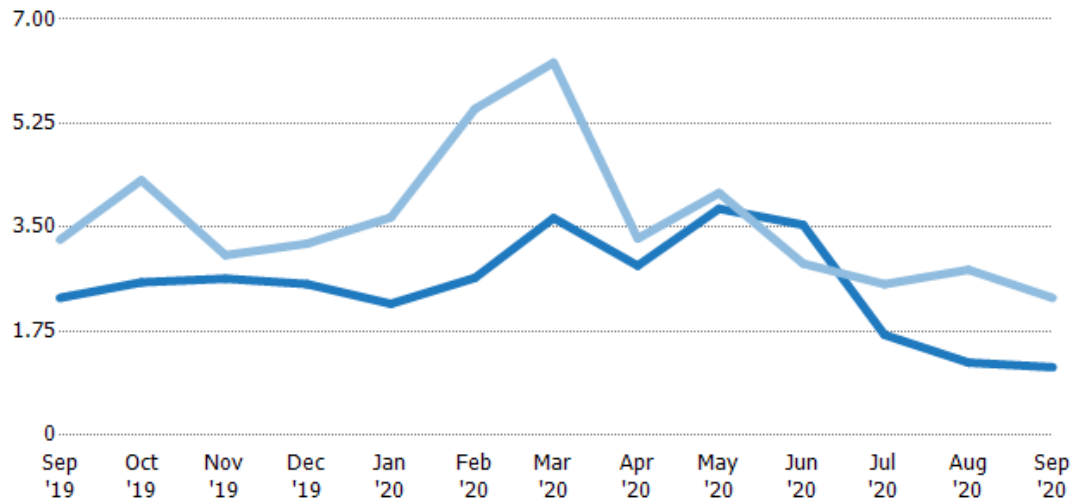|	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	77	90.5	102	125	112	117	85	90	83	50	52	47	52.5
Prior Year	95	105	118	128	142	150	145	112	73.5	62.5	64	65.5	77
Percent Change from Prior Year	-19%	-13%	-13%	-2%	-21%	-22%	-41%	-20%	13%	-20%	-19%	-28%	-32%

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.
Sep '20	1.14	-50.5%
Sep '19	2.31	-29.7%
Sep '18	3.29	0.5%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	2.31	2.57	2.63	2.54	2.21	2.65	3.65	2.85	3.81	3.54	1.69	1.22	1.14
Prior Year	3.29	4.29	3.03	3.22	3.67	5.49	6.27	3.31	4.08	2.89	2.54	2.78	2.31
Percent Change from Prior Year	-30%	-40%	-13%	-21%	-40%	-52%	-42%	-14%	-6%	23%	-34%	-56%	-51%

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.
Sep '20	87%	-44.2%
Sep '19	43%	-12.9%
Sep '18	30%	-0.5%
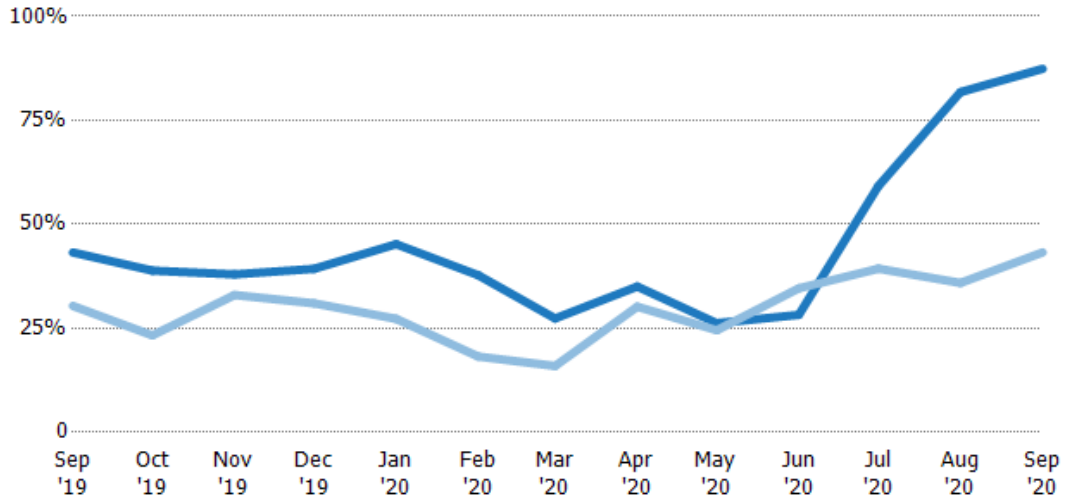
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	43%	39%	38%	39%	45%	38%	27%	35%	26%	28%	59%	82%	87%
Prior Year	30%	23%	33%	31%	27%	18%	16%	30%	25%	35%	39%	36%	43%
Change from Prior Year	-13%	-16%	-5%	-8%	-18%	-20%	-11%	-5%	-2%	6%	-20%	-46%	-44%

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
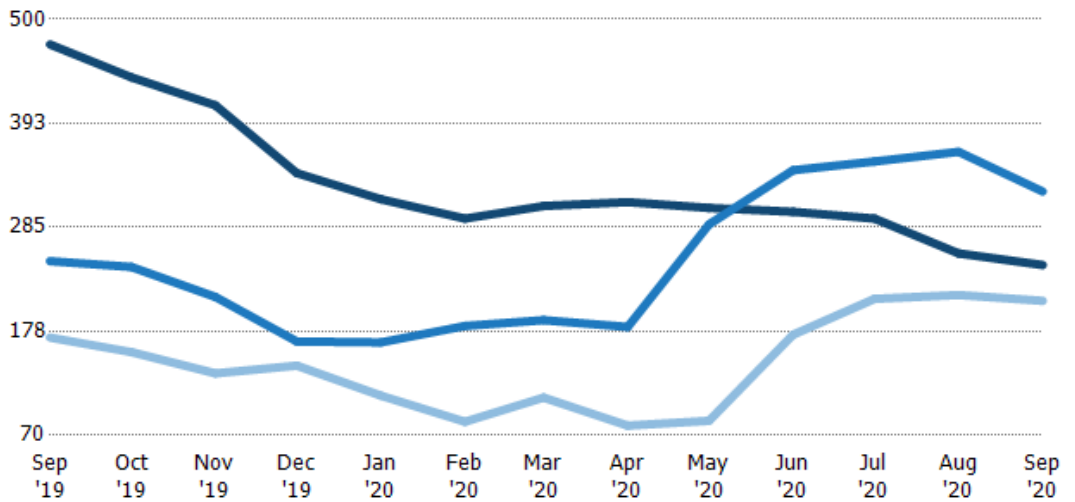
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	474	440	411	341	314	294	307	311	305	301	294	258	246
Pending	250	244	213	167	166	183	189	182	288	344	353	363	322
Sold	171	156	134	142	111	84	109	80	85	174	211	215	209

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.
Sep '20	183	0.5%
Sep '19	182	32.8%
Sep '18	137	3.6%
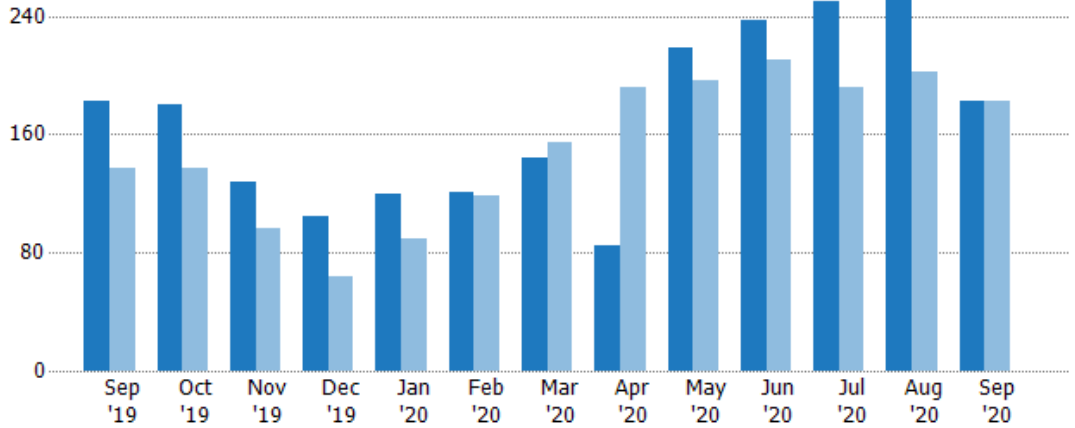
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	182	180	128	105	120	121	144	85	218	237	250	256	183
Prior Year	137	137	96	64	89	118	155	192	197	210	192	202	182
Percent Change from Prior Year	33%	31%	33%	64%	35%	3%	-7%	-56%	11%	13%	30%	27%	1%

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.
Sep '20	$74.7M	14.2%
Sep '19	$65.4M	35.8%
Sep '18	$48.2M	3.5%
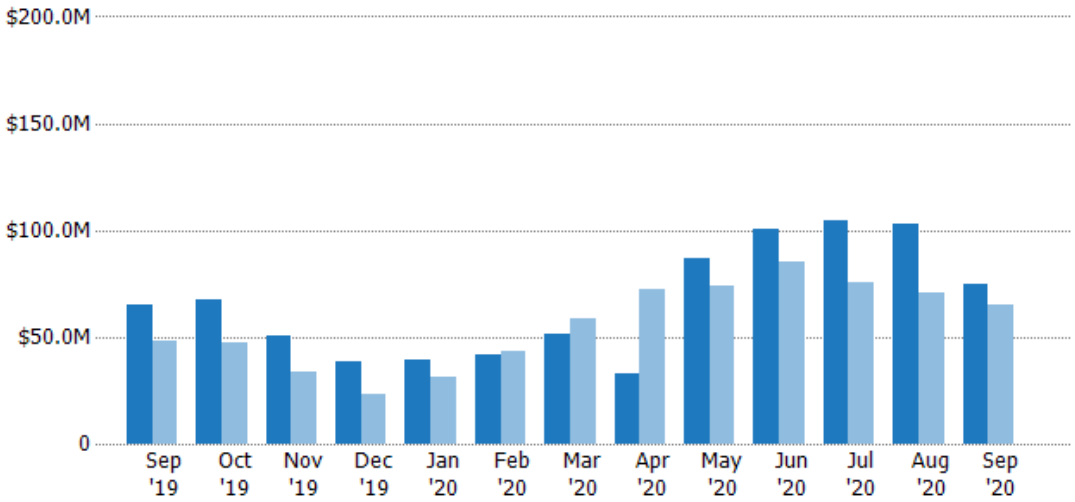
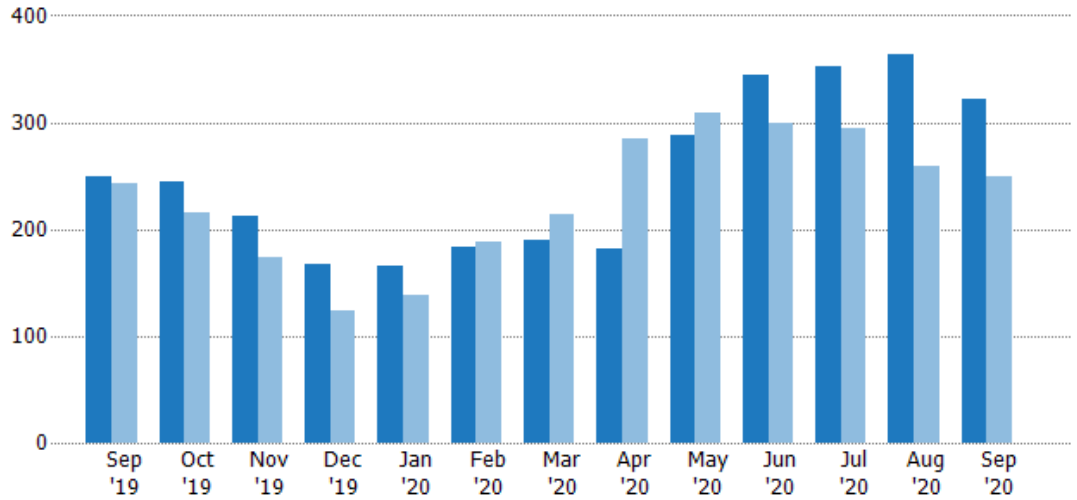|	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	$65.4M	$67.1M	$50.9M	$38.8M	$39.3M	$42M	$51.4M	$32.6M	$87M	$100M	$105M	$103M	$74.7M
Prior Year	$48.2M	$47.7M	$33.8M	$23.5M	$31M	$43.4M	$58.5M	$72M	$74.1M	$85.3M	$75.4M	$70.7M	$65.4M
Percent Change from Prior Year	36%	41%	51%	65%	27%	-3%	-12%	-55%	17%	18%	39%	46%	14%

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.
Sep '20	322	28.8%
Sep '19	250	2.9%
Sep '18	243	-13.2%

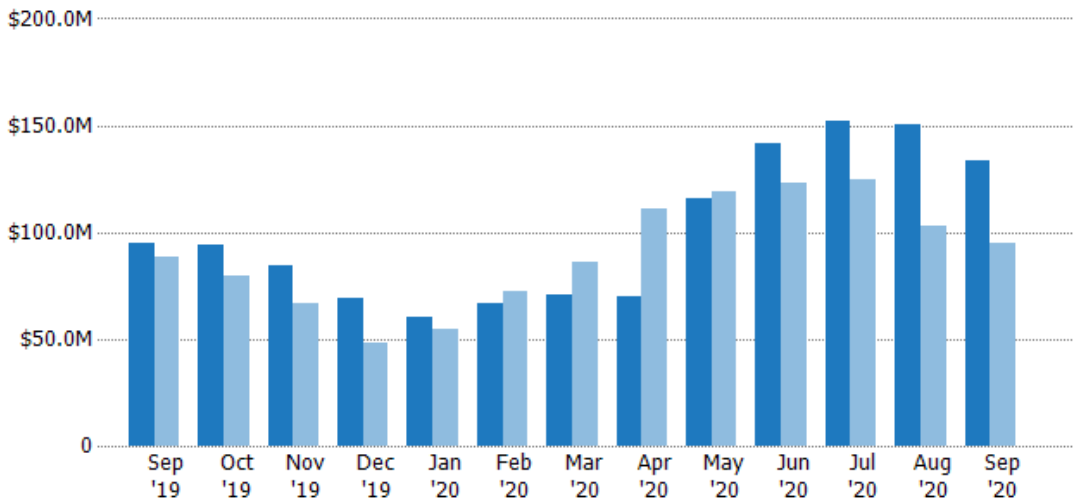|	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	250	244	213	167	166	183	189	182	288	344	353	363	322
Prior Year	243	215	174	123	138	188	214	284	309	299	295	259	250
Percent Change from Prior Year	3%	13%	22%	36%	20%	-3%	-12%	-36%	-7%	15%	20%	40%	29%

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.
Sep '20	$134M	41%
Sep '19	$94.8M	6.8%
Sep '18	$88.8M	-17.1%

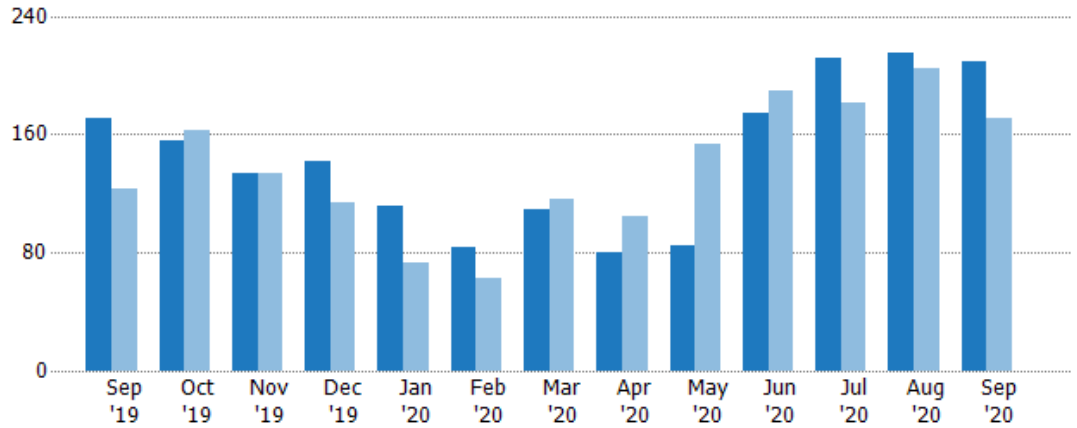|	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	$94.8M	$93.7M	$84.1M	$69M	$60.1M	$67.1M	$70.8M	$70.3M	$116M	$141M	$152M	$150M	$134M
Prior Year	$88.8M	$79.3M	$66.9M	$48.3M	$54.7M	$72.5M	$85.7M	$111M	$119M	$123M	$124M	$103M	$94.8M
Percent Change from Prior Year	7%	18%	26%	43%	10%	-7%	-17%	-37%	-2%	15%	22%	46%	41%

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.
Sep '20	209	22.2%
Sep '19	171	39%
Sep '18	123	28.5%

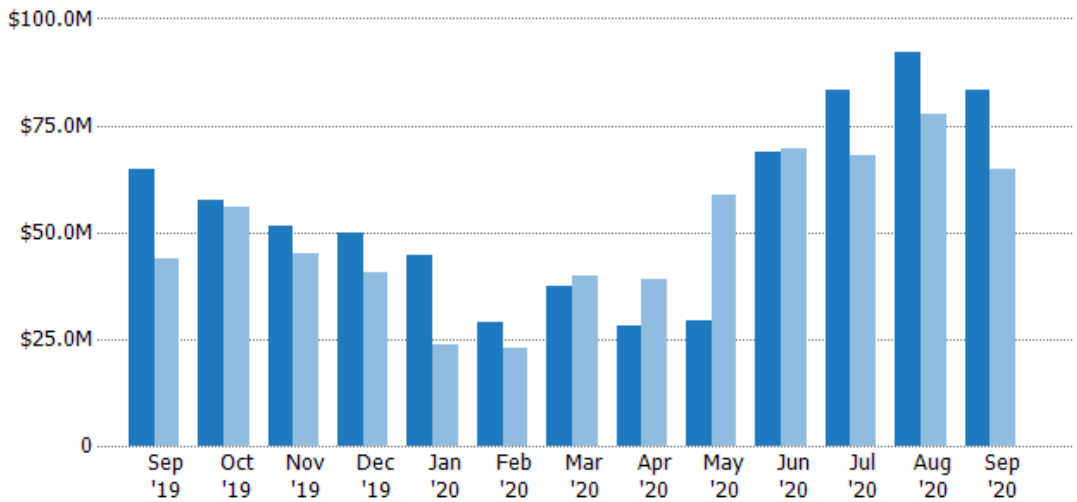|	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	171	156	134	142	111	84	109	80	85	174	211	215	209
Prior Year	123	163	134	114	73	63	116	104	153	190	181	205	171
Percent Change from Prior Year	39%	-4%	0%	25%	52%	33%	-6%	-23%	-44%	-8%	17%	5%	22%

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.
Sep '20	$83.3M	28.7%
Sep '19	$64.7M	47.6%
Sep '18	$43.8M	25%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	$64.7M	$57.4M	$51.6M	$50M	$44.7M	$29M	$37.3M	$27.9M	$29.5M	$68.6M	$83.2M	$92.3M	$83.3M
Prior Year	$43.8M	$55.9M	$45M	$40.7M	$23.8M	$22.9M	$39.9M	$38.8M	$58.7M	$69.5M	$67.9M	$77.8M	$64.7M
Percent Change from Prior Year	48%	3%	15%	23%	87%	27%	-7%	-28%	-50%	-1%	22%	19%	29%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
County: Chittenden County, Vermont
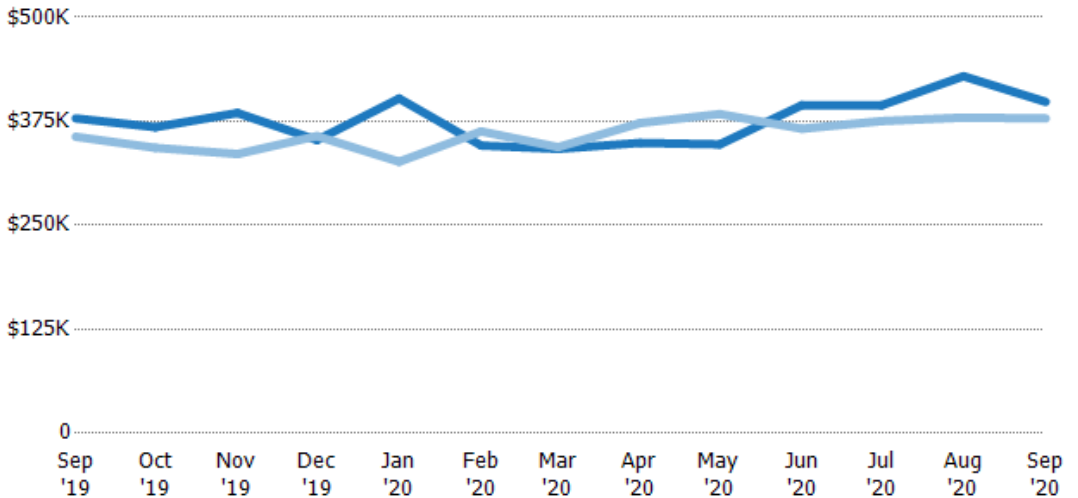Property Type:
Condo/Townhouse/Apt, Single
Family Residence
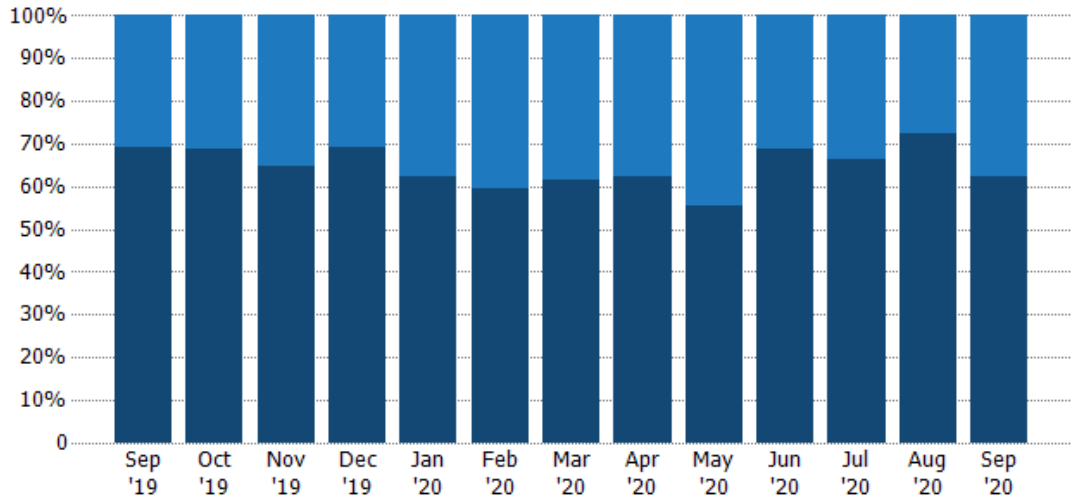
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
■ Condo/Townhouse	31%	31%	35%	31%	38%	40%	39%	38%	45%	31%	34%	27%	38%
■ Single Family Residence	69%	69%	65%	69%	62%	60%	61%	63%	55%	69%	66%	73%	62%

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.
Sep '20	$398K	5.3%
Sep '19	$378K	6.2%
Sep '18	$356K	-2.7%

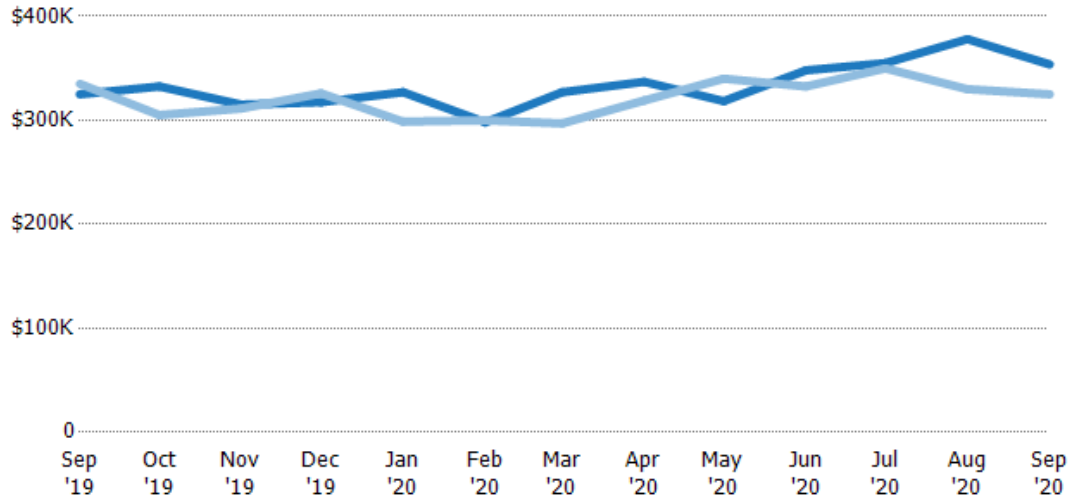|	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
■ Current Year	$378K	$368K	$385K	$352K	$402K	$346K	$342K	$349K	$347K	$394K	$394K	$429K	$398K
■ Prior Year	$356K	$343K	$336K	$357K	$326K	$363K	$344K	$373K	$384K	$366K	$375K	$379K	$378K
Percent Change from Prior Year	6%	7%	15%	-1%	23%	-5%	-1%	-6%	-9%	8%	5%	13%	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.
Sep '20	$354K	8.8%
Sep '19	$325K	-3%
Sep '18	$335K	-13.3%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	$325K	$333K	$315K	$317K	$327K	$298K	$327K	$337K	$318K	$348K	$355K	$378K	$354K
Prior Year	$335K	$305K	$311K	$326K	$299K	$300K	$297K	$319K	$340K	$333K	$350K	$330K	$325K
Percent Change from Prior Year	-3%	9%	1%	-3%	9%	-1%	10%	6%	-6%	5%	1%	15%	9%

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
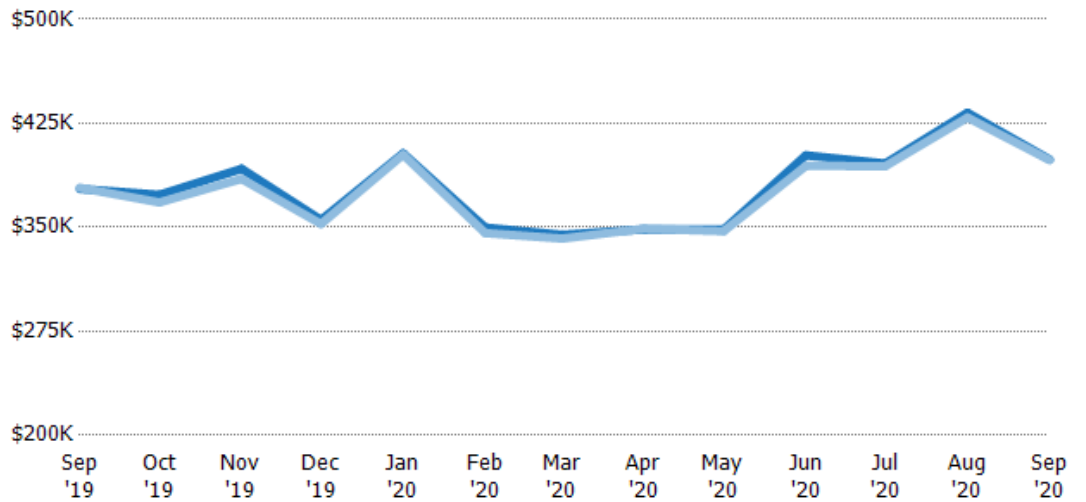
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg List Price	$378K	$373K	$392K	$355K	$403K	$350K	$345K	$349K	$348K	$402K	$396K	$433K	$399K
Avg Sales Price	$378K	$368K	$385K	$352K	$402K	$346K	$342K	$349K	$347K	$394K	$394K	$429K	$398K
Avg Sales Price as a % of Avg List Price	100%	99%	98%	99%	100%	99%	99%	100%	100%	98%	100%	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
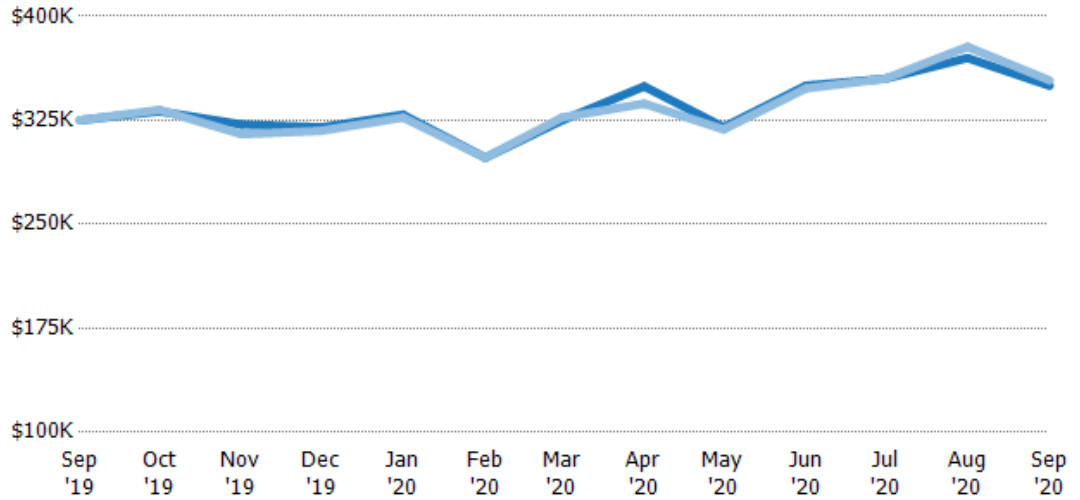
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	$325K	$331K	$322K	$320K	$329K	$298K	$325K	$349K	$320K	$350K	$355K	$370K	$350K
Median Sales Price	$325K	$333K	$315K	$317K	$327K	$298K	$327K	$337K	$318K	$348K	$355K	$378K	$354K
Med Sales Price as a % of Med List Price	100%	100%	98%	99%	99%	100%	101%	96%	100%	99%	100%	102%	101%

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
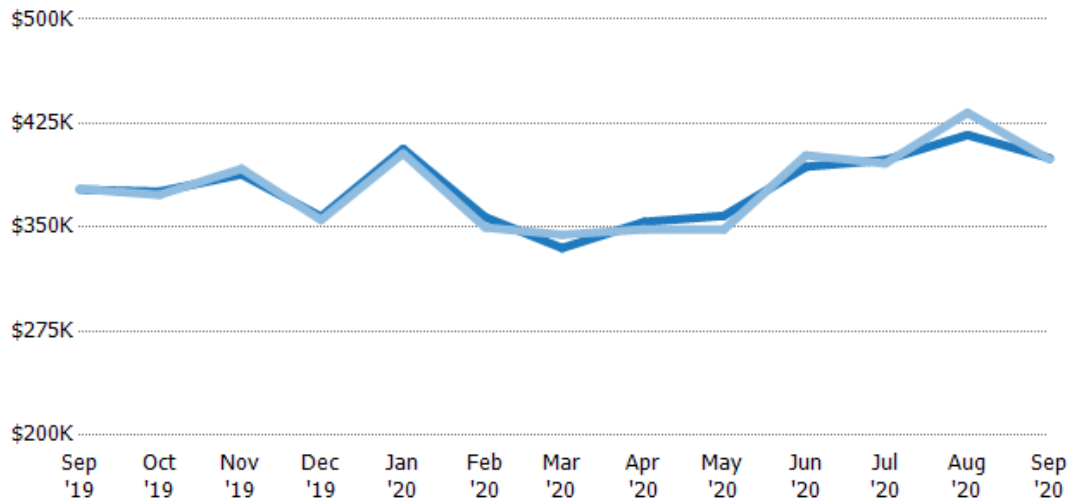
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	$377K	$376K	$388K	$358K	$407K	$357K	$335K	$354K	$358K	$394K	$399K	$417K	$400K
Avg Sales Price	$378K	$373K	$392K	$355K	$403K	$350K	$345K	$349K	$348K	$402K	$396K	$433K	$399K
Avg Sales Price as a % of Avg Est Value	100%	99%	101%	99%	99%	98%	103%	98%	97%	102%	99%	104%	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
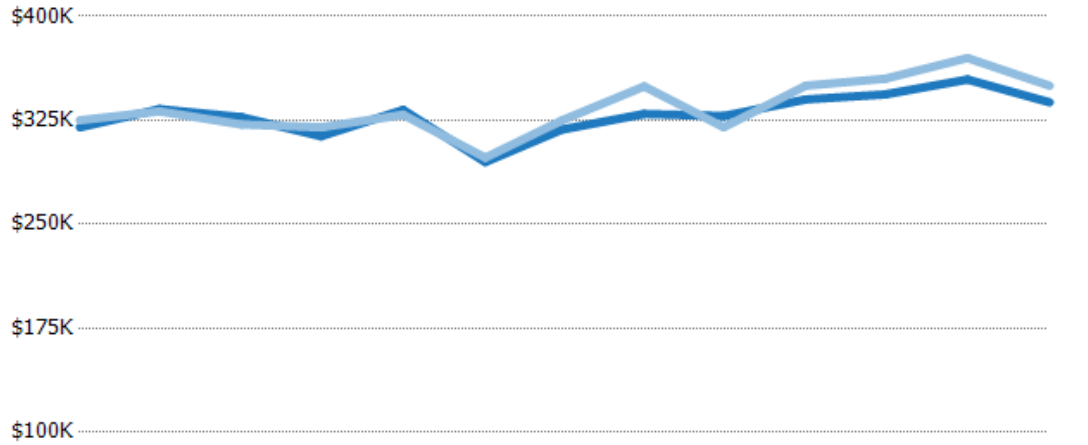
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	$320K	$333K	$327K	$313K	$333K	$295K	$318K	$330K	$328K	$340K	$344K	$354K	$338K
Median Sales Price	$325K	$331K	$322K	$320K	$329K	$298K	$325K	$349K	$320K	$350K	$355K	$370K	$350K
Med Sales Price as a % of Med Est Value	102%	100%	98%	102%	99%	101%	102%	106%	98%	103%	103%	104%	104%