

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	93	123	-24.4%	1,790	1,908	-6.2%
New Listing Volume	\$39,358,355	\$47,878,569	-17.8%	\$756,134,474	\$762,068,362	-0.8%
Active Listing Count	172	417	-58.8%	N/A	N/A	
Active Listing Volume	\$108,344,693	\$201,974,862	-46.4%	N/A	N/A	
Average Listing Price	\$629,911	\$484,352	+30.1%	\$528,984	\$468,828	+12.8%
Median Listing Price	\$458,875	\$398,500	+15.2%	\$423,676	\$399,144	+6.1%
Median Days in RPR	69	103	-33%	70.37	88.63	-20.6%
Months of Inventory	1	2.6	-61%	2	3.3	-40%
Absorption Rate	97.09%	37.89%	+59.2%	49.84%	29.92%	+19.9%
Sales Activity Charts Metrics						
New Pending Sales Count	133	128	+3.9%	1,920	1,845	+4.1%
New Pending Sales Volume	\$55,099,147	\$50,930,953	+8.2%	\$761,588,301	\$693,901,326	+9.8%
Pending Sales Count	282	215	+31.2%	N/A	N/A	
Pending Sales Volume	\$116,678,677	\$84,317,455	+38.4%	N/A	N/A	
Closed Sales Count	141	134	+5.2%	1,589	1,547	+2.7%
Closed Sales Volume	\$60,719,242	\$51,578,785	+17.7%	\$625,287,364	\$573,317,930	+9.1%
Average Sales Price	\$430,633	\$384,916	+11.9%	\$393,510	\$370,600	+6.2%
Median Sales Price	\$370,000	\$315,000	+17.5%	\$346,707	\$326,124	+6.3%

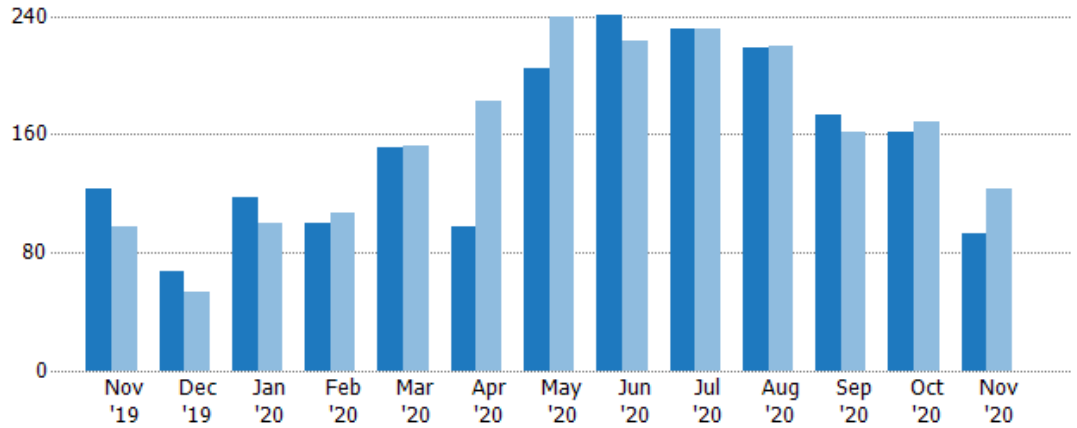
New Listings

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

Month/ Year	Count	% Chg.
Nov '20	93	-24.4%
Nov '19	123	25.5%
Nov '18	98	10.2%



Current Year	123	67	117	100	151	98	205	241	231	219	173	162	93
Prior Year	98	53	100	107	152	182	240	223	231	220	162	168	123
Percent Change from Prior Year	26%	26%	17%	-7%	-1%	-46%	-15%	8%	0%	0%	7%	-4%	-24%

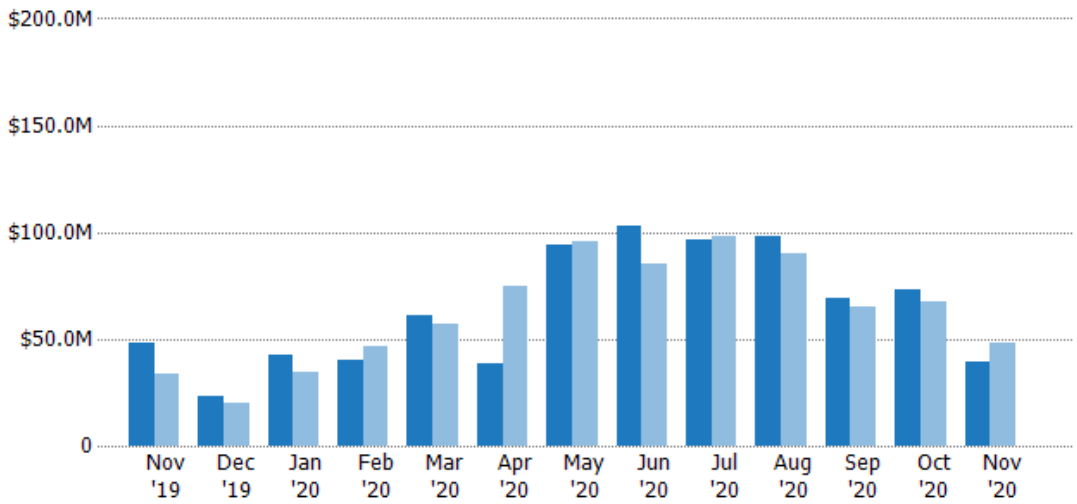
New Listing Volume

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.
Nov '20	\$39.4M	-17.8%
Nov '19	\$47.9M	40.7%
Nov '18	\$34M	15.7%



Current Year	\$47.9M	\$22.9M	\$42.7M	\$39.8M	\$61.4M	\$38.5M	\$94.3M	\$103M	\$96.2M	\$98.4M	\$69.3M	\$73M	\$39.4M
Prior Year	\$34M	\$19.7M	\$34.4M	\$46.7M	\$57.1M	\$74.7M	\$96.1M	\$85M	\$97.7M	\$89.9M	\$65M	\$67.5M	\$47.9M
Percent Change from Prior Year	41%	16%	24%	-15%	7%	-48%	-2%	21%	-2%	9%	7%	8%	-18%

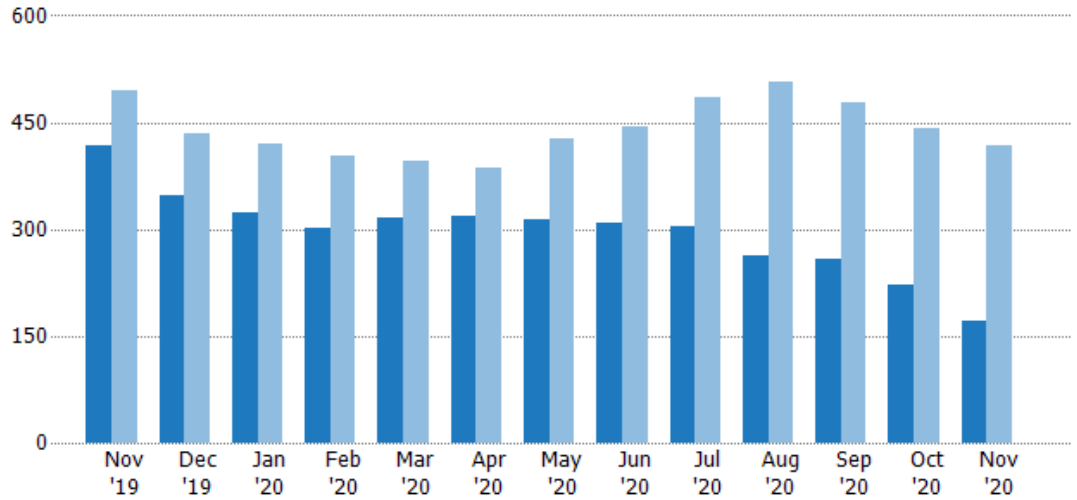
Active Listings

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.
Nov '20	172	-58.8%
Nov '19	417	-15.8%
Nov '18	495	1%



Current Year	417	348	324	302	317	319	314	309	303	263	259	222	172
Prior Year	495	434	420	403	396	387	428	445	485	506	477	442	417
Percent Change from Prior Year	-16%	-20%	-23%	-25%	-20%	-18%	-27%	-31%	-38%	-48%	-46%	-50%	-59%

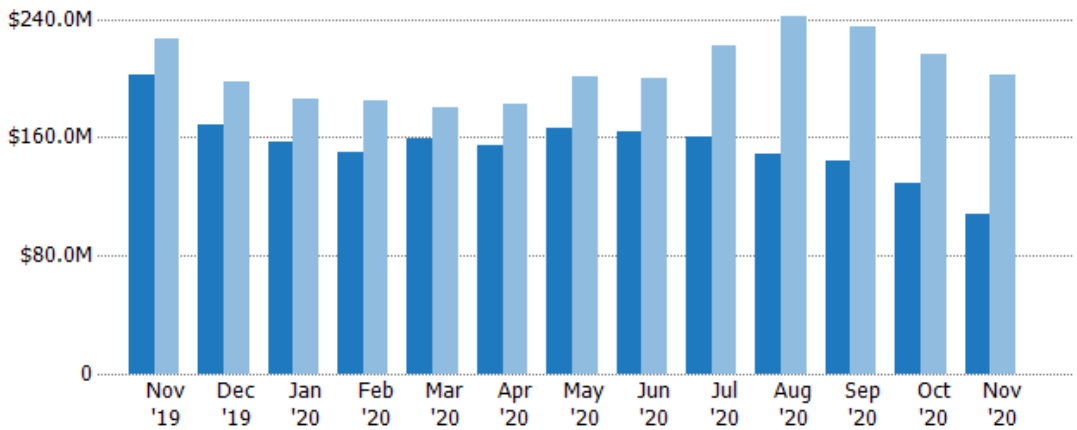
Active Listing Volume

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.
Nov '20	\$108M	-46.4%
Nov '19	\$202M	-11%
Nov '18	\$227M	-0.9%



Current Year	\$202M	\$168M	\$157M	\$150M	\$159M	\$155M	\$166M	\$164M	\$160M	\$148M	\$144M	\$129M	\$108M
Prior Year	\$227M	\$197M	\$186M	\$185M	\$180M	\$182M	\$201M	\$200M	\$222M	\$242M	\$235M	\$216M	\$202M
Percent Change from Prior Year	-11%	-15%	-15%	-19%	-12%	-15%	-17%	-18%	-28%	-39%	-39%	-40%	-46%

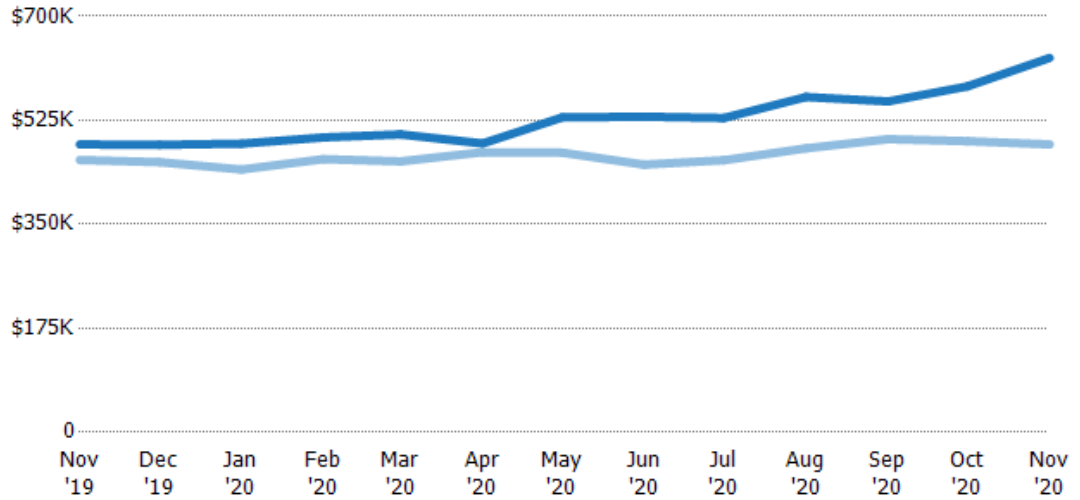
Average Listing Price

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.
Nov '20	\$630K	30.1%
Nov '19	\$484K	5.7%
Nov '18	\$458K	-1.8%



Current Year	\$484K	\$484K	\$486K	\$496K	\$501K	\$486K	\$530K	\$531K	\$529K	\$564K	\$557K	\$582K	\$630K
Prior Year	\$458K	\$455K	\$442K	\$460K	\$456K	\$471K	\$471K	\$450K	\$458K	\$478K	\$493K	\$490K	\$484K
Percent Change from Prior Year	6%	6%	10%	8%	10%	3%	13%	18%	16%	18%	13%	19%	30%

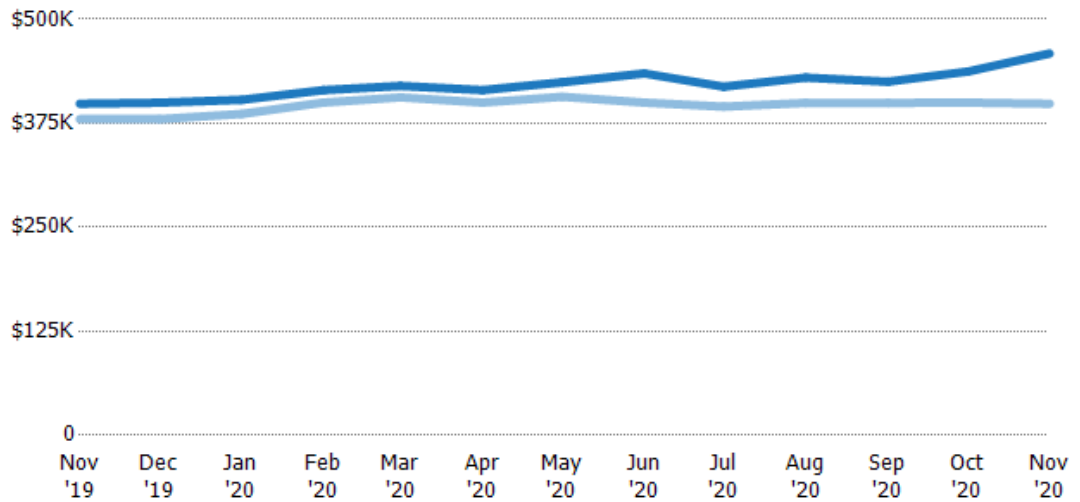
Median Listing Price

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.
Nov '20	\$459K	15.2%
Nov '19	\$399K	4.9%
Nov '18	\$380K	4.6%



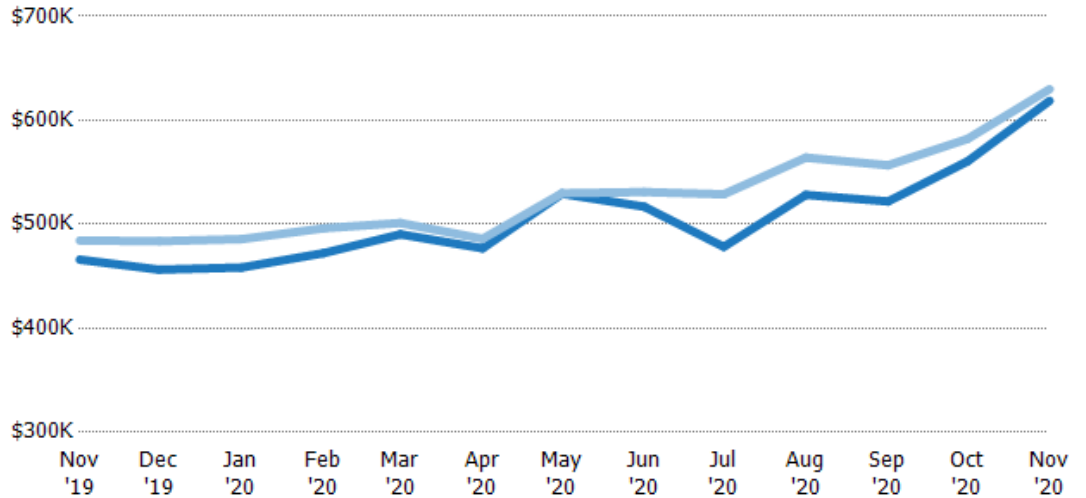
Current Year	\$399K	\$400K	\$403K	\$415K	\$420K	\$415K	\$424K	\$435K	\$419K	\$430K	\$425K	\$437K	\$459K
Prior Year	\$380K	\$380K	\$386K	\$400K	\$406K	\$400K	\$407K	\$400K	\$395K	\$400K	\$400K	\$400K	\$399K
Percent Change from Prior Year	5%	5%	4%	4%	3%	4%	4%	9%	6%	8%	6%	9%	15%

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



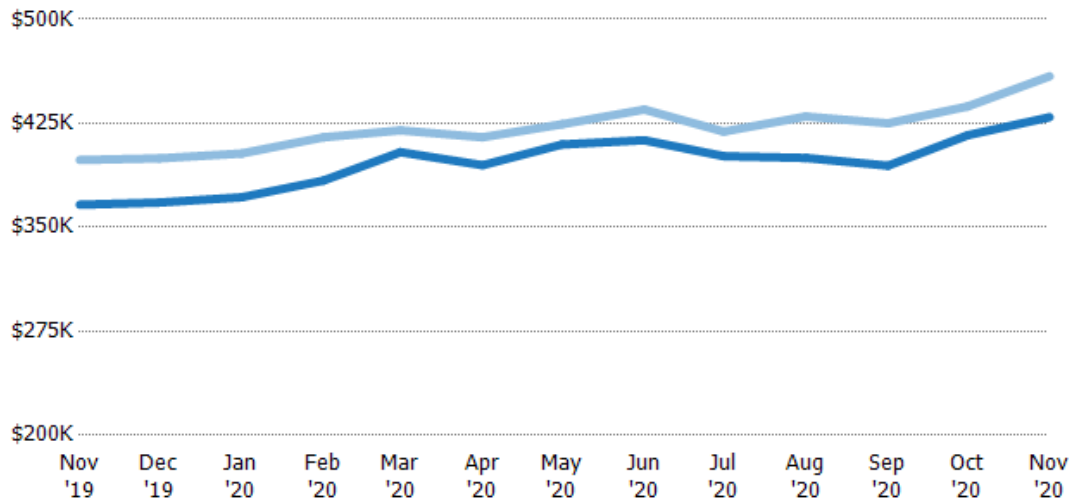
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$466K	\$456K	\$458K	\$472K	\$490K	\$477K	\$529K	\$517K	\$478K	\$528K	\$522K	\$560K	\$619K
Avg Listing Price	\$484K	\$484K	\$486K	\$496K	\$501K	\$486K	\$530K	\$531K	\$529K	\$564K	\$557K	\$582K	\$630K
Avg Listing Price as a % of Avg Est Value	104%	106%	106%	105%	102%	102%	100%	103%	111%	107%	107%	104%	102%

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



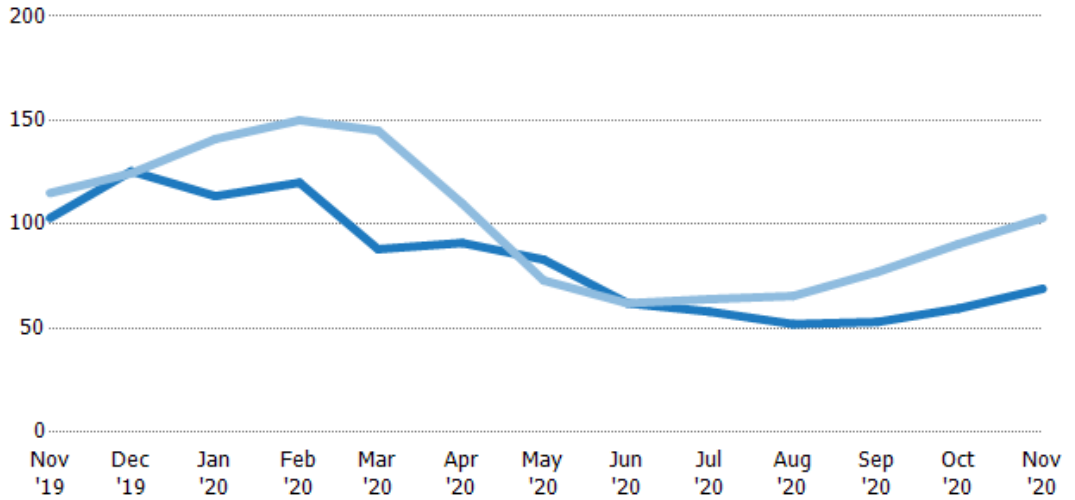
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$366K	\$368K	\$372K	\$384K	\$404K	\$395K	\$410K	\$413K	\$401K	\$400K	\$394K	\$416K	\$429K
Median Listing Price	\$399K	\$400K	\$403K	\$415K	\$420K	\$415K	\$424K	\$435K	\$419K	\$430K	\$425K	\$437K	\$459K
Med Listing Price as a % of Med Est Value	109%	109%	108%	108%	104%	105%	104%	105%	104%	107%	108%	105%	107%

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.
Nov '20	69	-33%
Nov '19	103	-10.4%
Nov '18	115	-0.9%

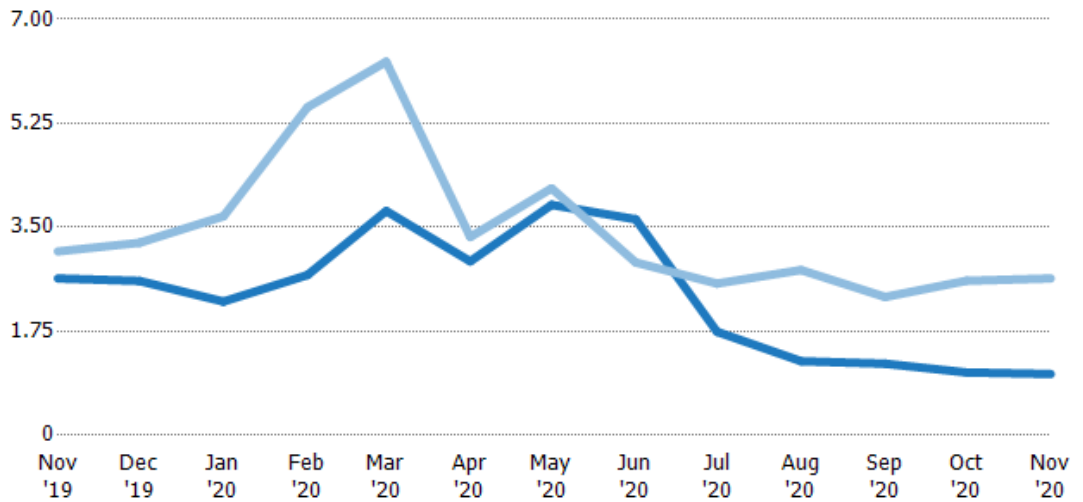
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	103	126	114	120	88	91	83	62	58	52	53	59.5	69
Prior Year	115	125	141	150	145	110	73	62	64	65.5	77	90.5	103
Percent Change from Prior Year	-10%	1%	-20%	-20%	-39%	-17%	14%	0%	-9%	-21%	-31%	-34%	-33%

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.
Nov '20	1.03	-61%
Nov '19	2.64	-14.7%
Nov '18	3.09	8.5%

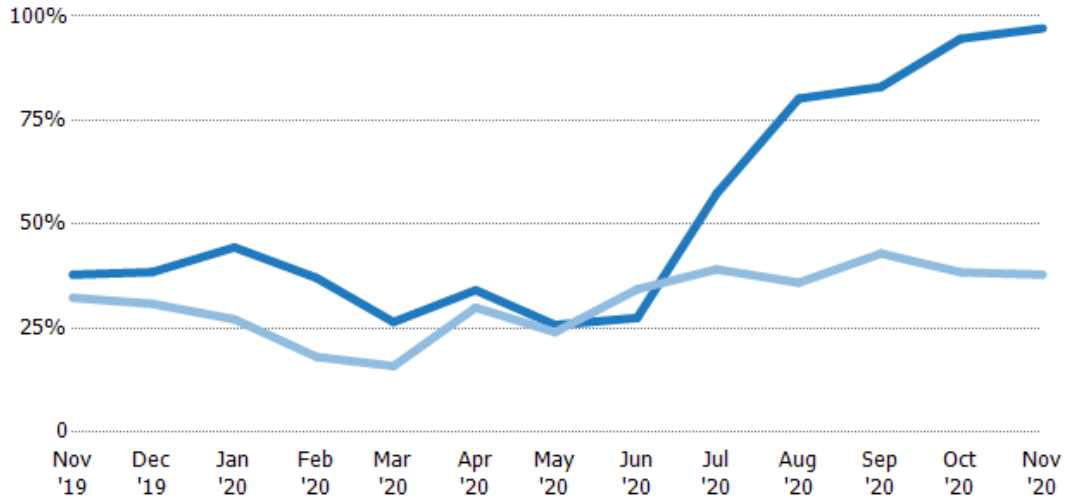
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	2.64	2.6	2.25	2.7	3.77	2.93	3.88	3.64	1.74	1.25	1.2	1.06	1.03
Prior Year	3.09	3.24	3.68	5.52	6.29	3.34	4.16	2.91	2.55	2.78	2.33	2.6	2.64
Percent Change from Prior Year	-15%	-20%	-39%	-51%	-40%	-12%	-7%	25%	-32%	-55%	-48%	-59%	-61%

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



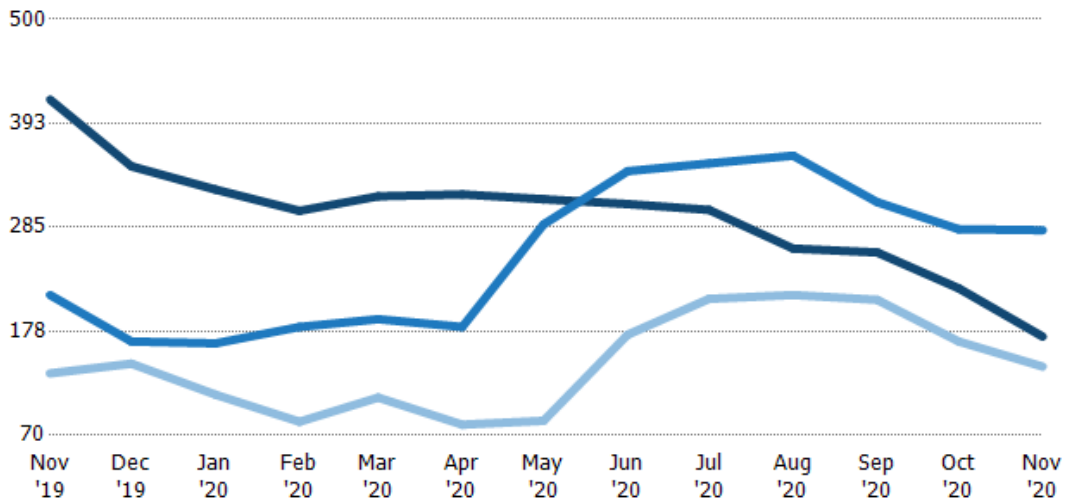
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	38%	39%	44%	37%	26%	34%	26%	28%	57%	80%	83%	95%	97%
Prior Year	32%	31%	27%	18%	16%	30%	24%	34%	39%	36%	43%	38%	38%
Change from Prior Year	-6%	-8%	-17%	-19%	-11%	-4%	-2%	7%	-18%	-44%	-40%	-56%	-59%

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



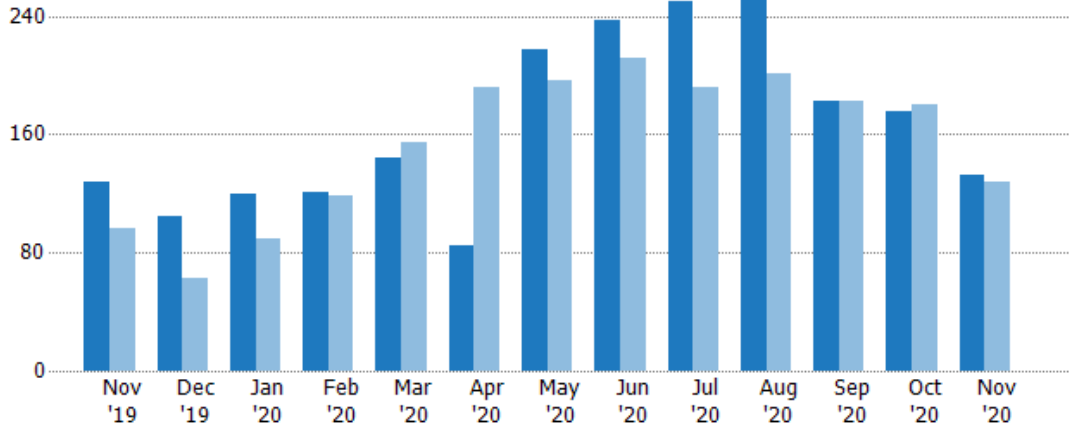
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	417	348	324	302	317	319	314	309	303	263	259	222	172
Pending	215	167	165	182	190	182	288	343	351	359	311	283	282
Sold	134	144	112	84	109	81	85	174	211	215	210	167	141

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



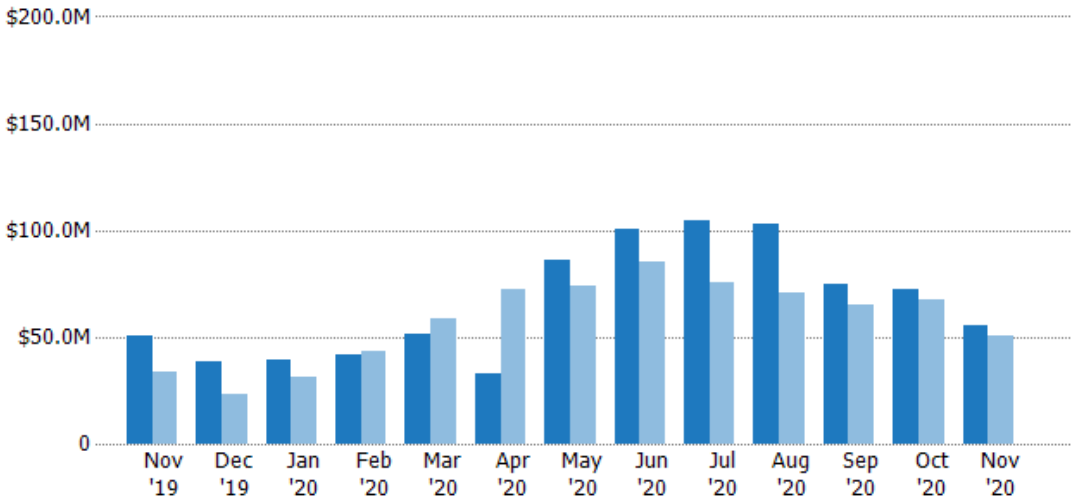
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	128	105	120	121	144	85	217	237	250	255	182	176	133
Prior Year	96	63	89	118	155	192	197	211	192	201	182	180	128
Percent Change from Prior Year	33%	67%	35%	3%	-7%	-56%	10%	12%	30%	27%	0%	-2%	4%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$50.9M	\$38.8M	\$39.3M	\$42M	\$51.4M	\$32.6M	\$86.4M	\$100M	\$105M	\$103M	\$74.4M	\$72.6M	\$55.1M
Prior Year	\$33.8M	\$23M	\$31M	\$43.4M	\$58.5M	\$72M	\$74.1M	\$85.6M	\$75.4M	\$70.5M	\$65.4M	\$67.1M	\$50.9M
Percent Change from Prior Year	51%	69%	27%	-3%	-12%	-55%	17%	17%	39%	46%	14%	8%	8%

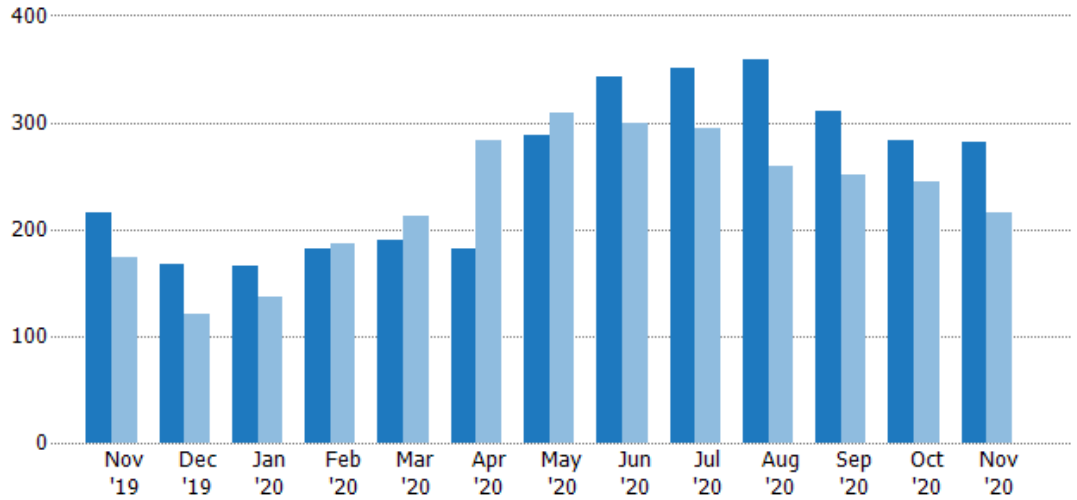
Pending Sales

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.
Nov '20	282	31.2%
Nov '19	215	24.3%
Nov '18	173	4%



Current Year	215	167	165	182	190	182	288	343	351	359	311	283	282
Prior Year	173	121	136	186	212	283	309	300	295	259	251	244	215
Percent Change from Prior Year	24%	38%	21%	-2%	-10%	-36%	-7%	14%	19%	39%	24%	16%	31%

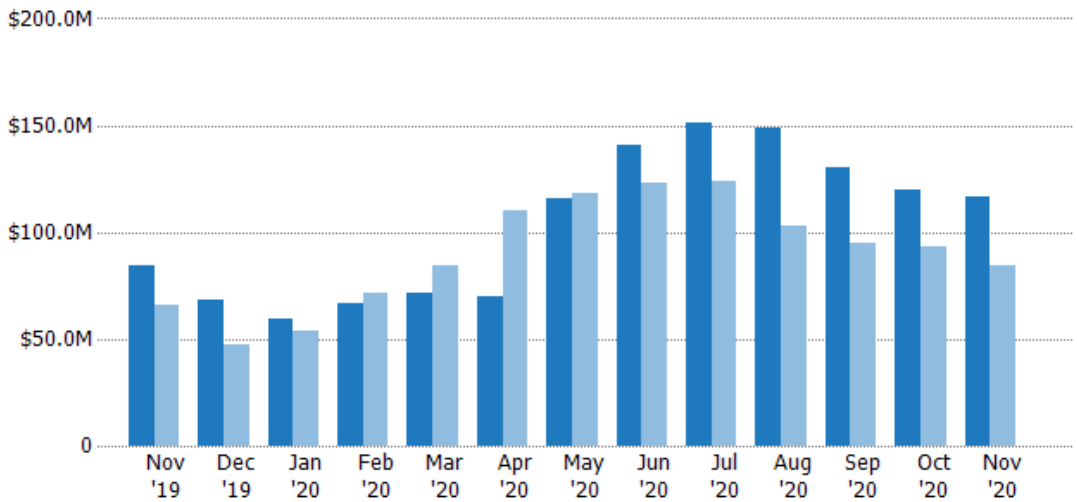
Pending Sales Volume

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.
Nov '20	\$117M	38.4%
Nov '19	\$84.3M	27.5%
Nov '18	\$66.1M	-9.7%



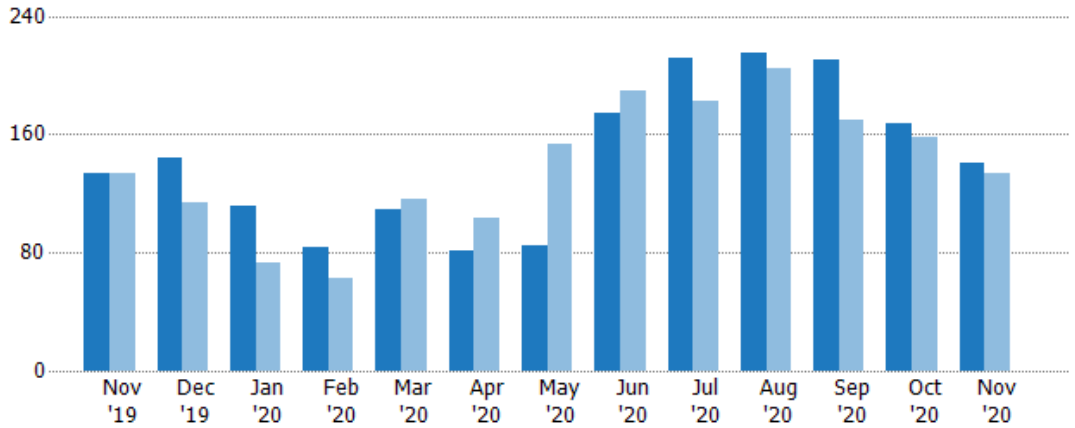
Current Year	\$84.3M	\$68.4M	\$59.4M	\$66.3M	\$71.3M	\$70.3M	\$116M	\$141M	\$151M	\$149M	\$131M	\$120M	\$117M
Prior Year	\$66.1M	\$47.1M	\$53.5M	\$71.3M	\$84.5M	\$110M	\$118M	\$123M	\$124M	\$103M	\$94.8M	\$93.3M	\$84.3M
Percent Change from Prior Year	28%	45%	11%	-7%	-16%	-36%	-2%	14%	22%	46%	38%	29%	38%

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



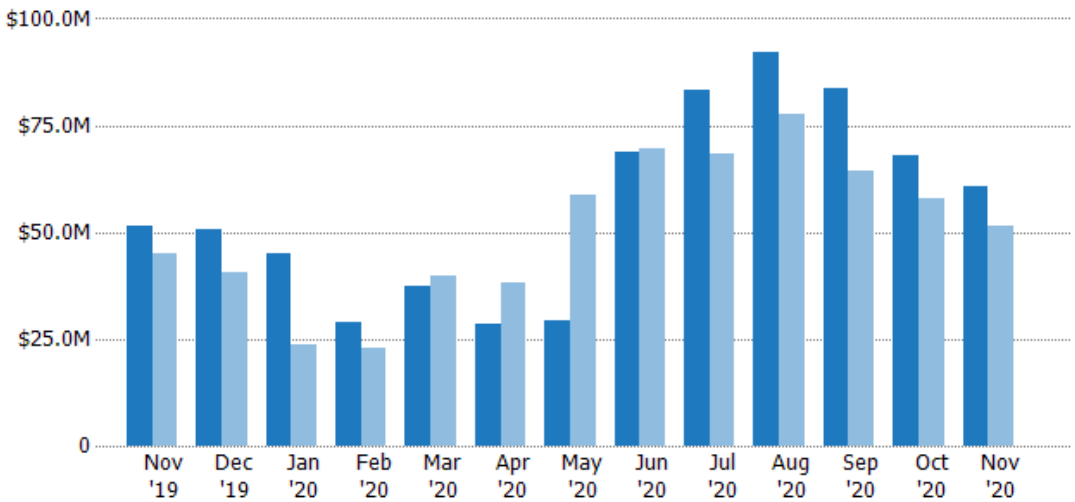
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	134	144	112	84	109	81	85	174	211	215	210	167	141
Prior Year	134	114	73	63	116	103	153	190	182	205	170	158	134
Percent Change from Prior Year	0%	26%	53%	33%	-6%	-21%	-44%	-8%	16%	5%	24%	6%	5%

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



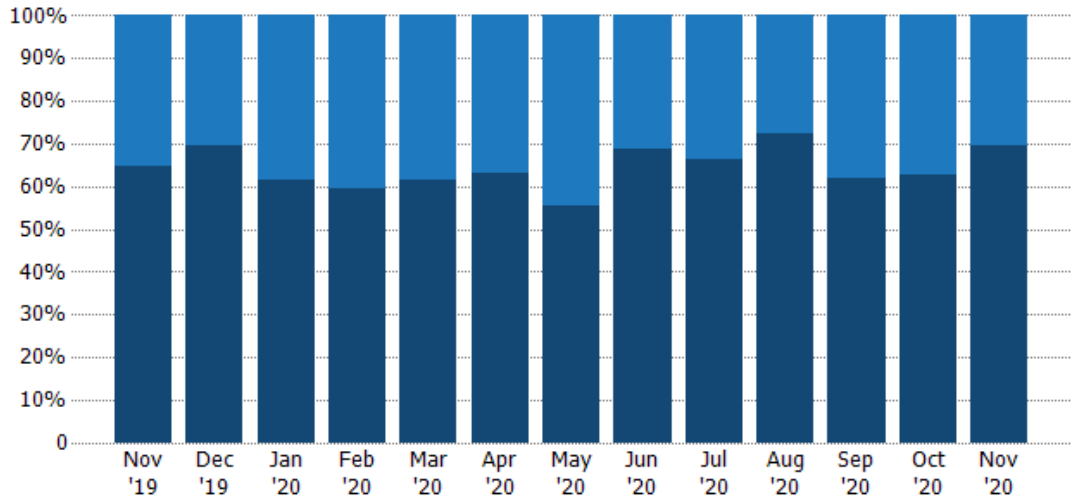
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$51.6M	\$50.8M	\$44.9M	\$29M	\$37.3M	\$28.5M	\$29.5M	\$68.6M	\$83.2M	\$92.3M	\$83.5M	\$67.9M	\$60.7M
Prior Year	\$45M	\$40.7M	\$23.8M	\$22.9M	\$39.9M	\$38.3M	\$58.7M	\$69.5M	\$68.3M	\$77.8M	\$64.5M	\$58.1M	\$51.6M
Percent Change from Prior Year	15%	25%	88%	27%	-7%	-26%	-50%	-1%	22%	19%	29%	17%	18%

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



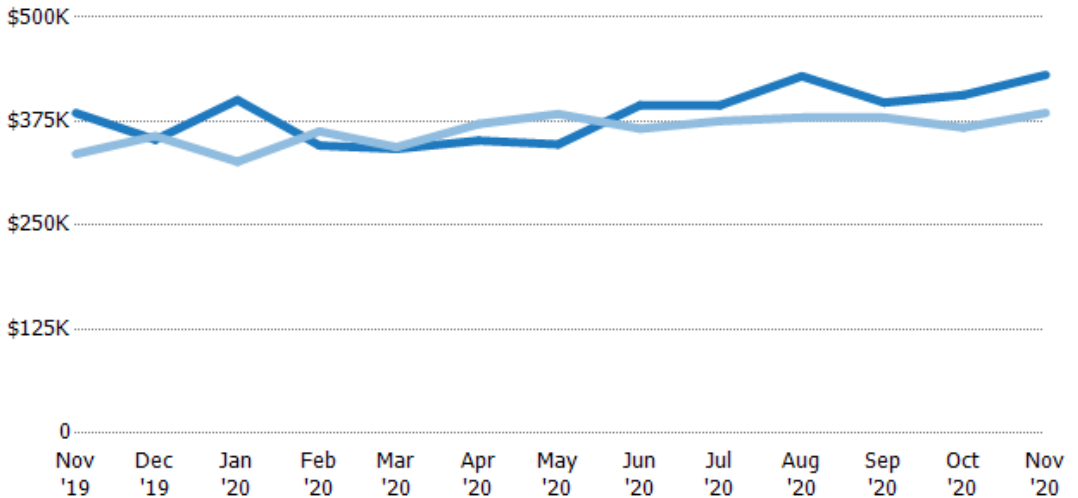
Condo/Townhouse	35%	31%	38%	40%	39%	37%	45%	31%	34%	27%	38%	37%	30%
Single Family Residence	65%	69%	62%	60%	61%	63%	55%	69%	66%	73%	62%	63%	70%

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	\$385K	\$353K	\$401K	\$346K	\$342K	\$352K	\$347K	\$394K	\$394K	\$429K	\$397K	\$406K	\$431K
Prior Year	\$336K	\$357K	\$326K	\$363K	\$344K	\$372K	\$384K	\$366K	\$375K	\$379K	\$379K	\$367K	\$385K
Percent Change from Prior Year	15%	-1%	23%	-5%	-1%	-5%	-9%	8%	5%	13%	5%	11%	12%

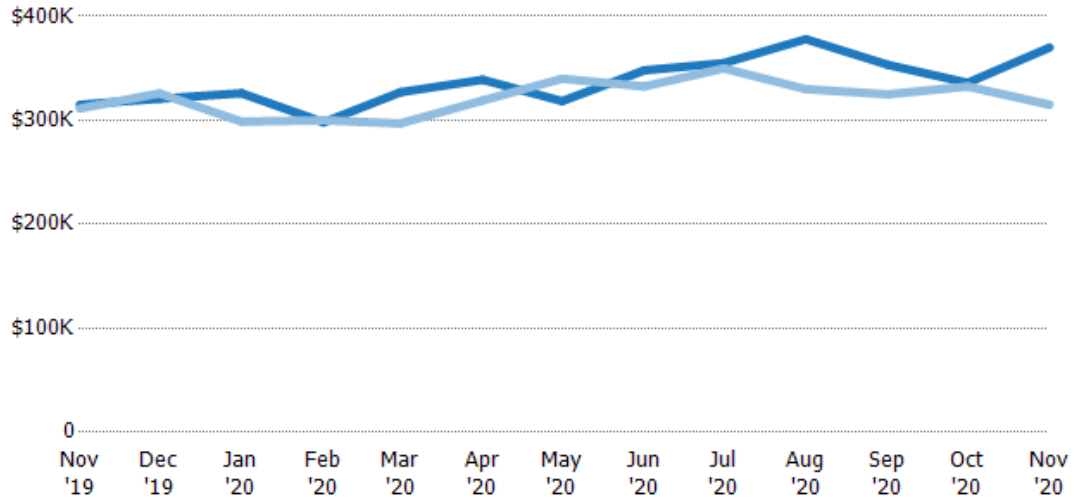
Median Sales Price

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.
Nov '20	\$370K	17.5%
Nov '19	\$315K	1.2%
Nov '18	\$311K	-10.1%



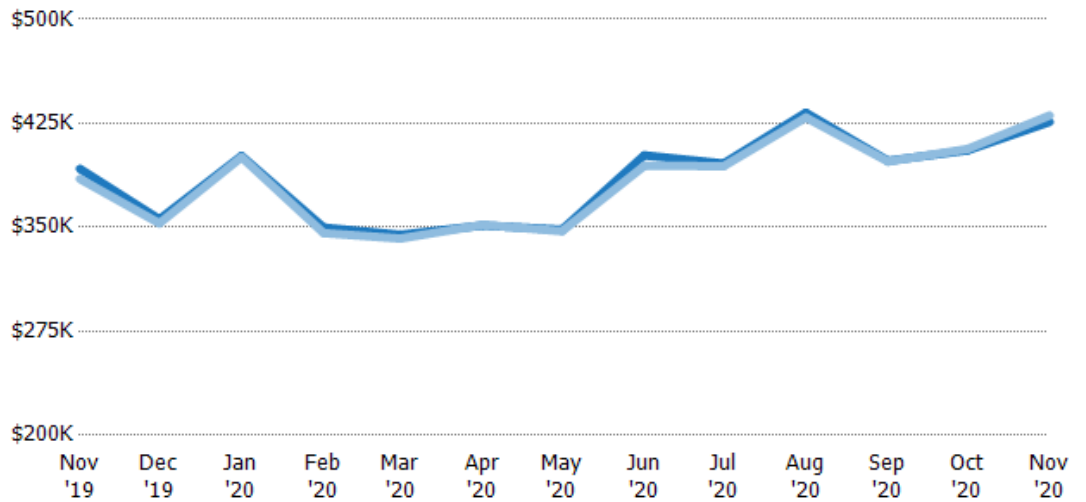
Current Year	\$315K	\$321K	\$326K	\$298K	\$327K	\$339K	\$318K	\$348K	\$355K	\$378K	\$353K	\$336K	\$370K
Prior Year	\$311K	\$326K	\$299K	\$300K	\$297K	\$319K	\$340K	\$333K	\$350K	\$330K	\$325K	\$333K	\$315K
Percent Change from Prior Year	1%	-2%	9%	-1%	10%	6%	-6%	5%	1%	15%	9%	1%	17%

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



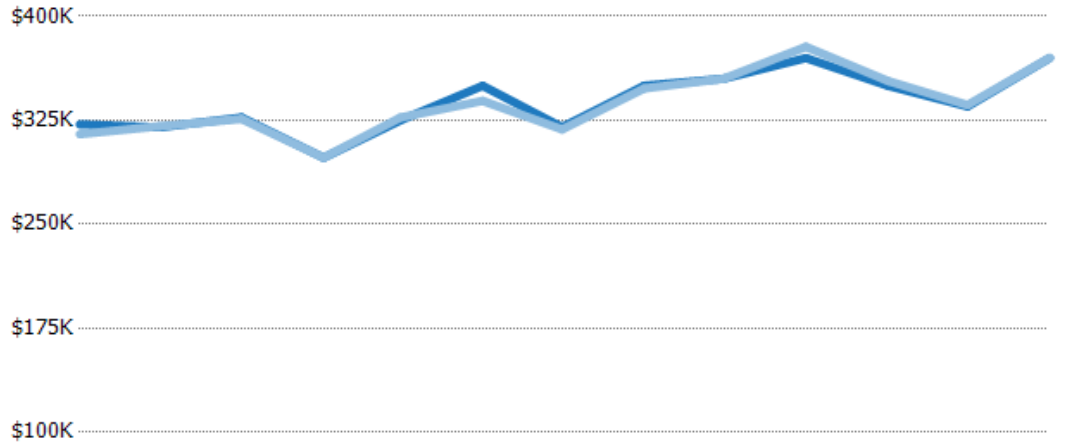
Avg List Price	\$392K	\$356K	\$401K	\$350K	\$345K	\$351K	\$348K	\$402K	\$396K	\$433K	\$398K	\$405K	\$426K
Avg Sales Price	\$385K	\$353K	\$401K	\$346K	\$342K	\$352K	\$347K	\$394K	\$394K	\$429K	\$397K	\$406K	\$431K
Avg Sales Price as a % of Avg List Price	98%	99%	100%	99%	99%	100%	100%	98%	100%	99%	100%	100%	101%

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



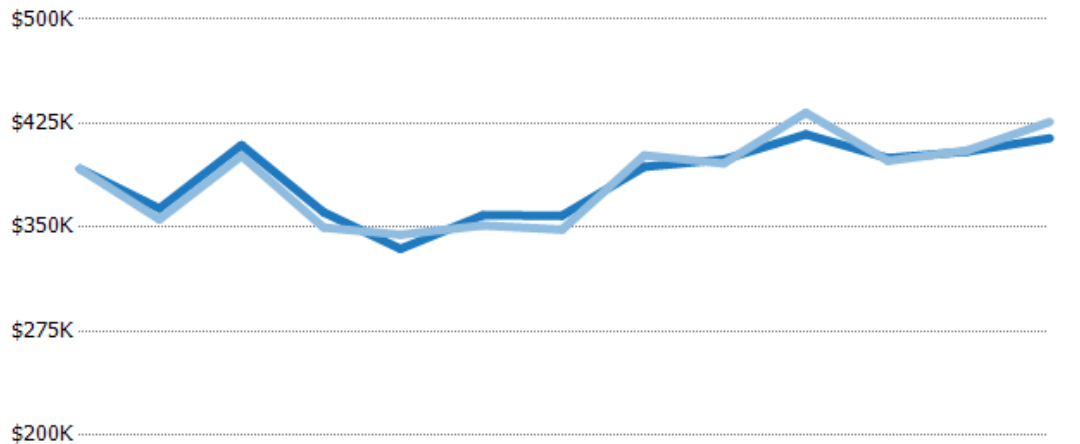
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$322K	\$320K	\$327K	\$298K	\$325K	\$350K	\$320K	\$350K	\$355K	\$370K	\$350K	\$335K	\$370K
Median Sales Price	\$315K	\$321K	\$326K	\$298K	\$327K	\$339K	\$318K	\$348K	\$355K	\$378K	\$353K	\$336K	\$370K
Med Sales Price as a % of Med List Price	98%	100%	100%	100%	101%	97%	100%	99%	100%	102%	101%	100%	100%

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



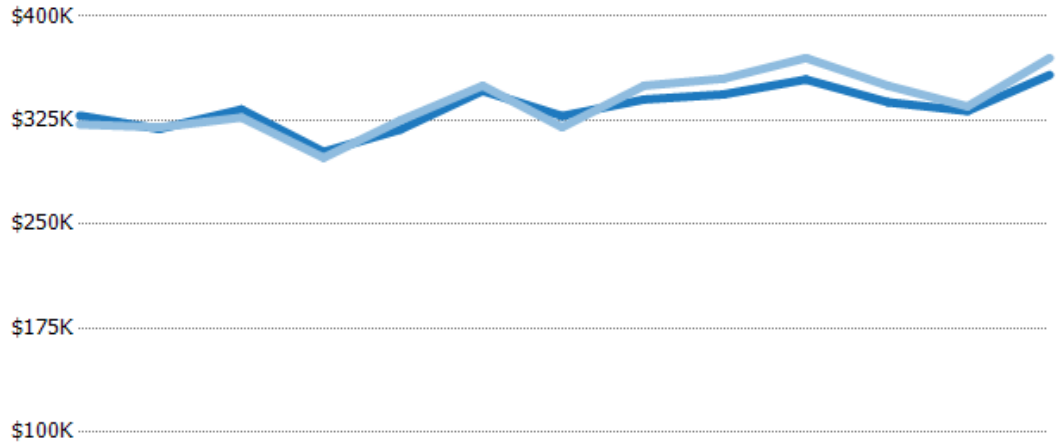
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$392K	\$364K	\$409K	\$361K	\$334K	\$359K	\$358K	\$394K	\$399K	\$417K	\$400K	\$405K	\$414K
Avg Sales Price	\$392K	\$356K	\$401K	\$350K	\$345K	\$351K	\$348K	\$402K	\$396K	\$433K	\$398K	\$405K	\$426K
Avg Sales Price as a % of Avg Est Value	100%	98%	98%	97%	103%	98%	97%	102%	99%	104%	99%	100%	103%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$328K	\$319K	\$333K	\$302K	\$318K	\$346K	\$328K	\$340K	\$344K	\$354K	\$338K	\$332K	\$358K
Median Sales Price	\$322K	\$320K	\$327K	\$298K	\$325K	\$350K	\$320K	\$350K	\$355K	\$370K	\$350K	\$335K	\$370K
Med Sales Price as a % of Med Est Value	98%	100%	98%	99%	102%	101%	98%	103%	103%	104%	104%	101%	103%