

## Summary of Key Listing and Sales Metrics

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

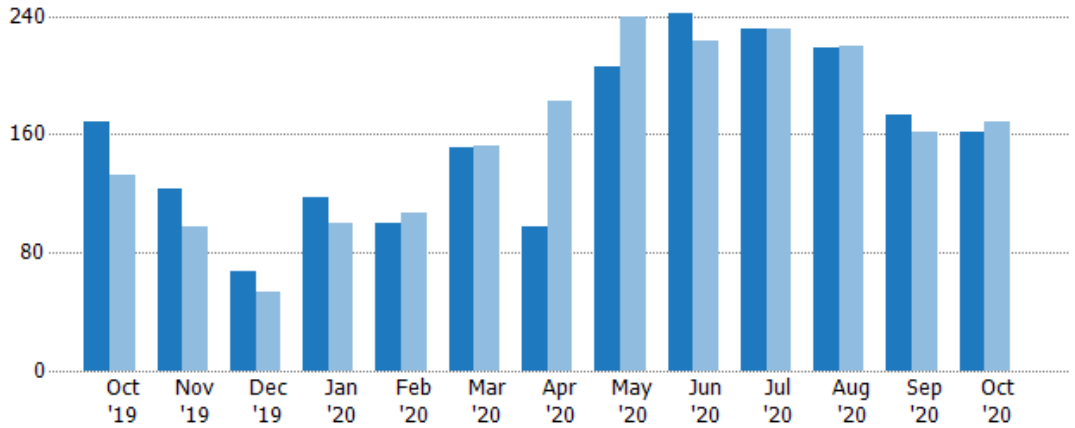
Key Metrics	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	161	168	-4.2%	1,698	1,785	-4.9%
New Listing Volume	\$72,728,140	\$67,527,597	+7.7%	\$717,450,419	\$714,189,793	+0.5%
Active Listing Count	221	442	-50%	N/A	N/A	
Active Listing Volume	\$127,996,209	\$216,491,246	-40.9%	N/A	N/A	
Average Listing Price	\$579,168	\$489,799	+18.2%	\$522,721	\$467,353	+11.8%
Median Listing Price	\$435,263	\$399,900	+8.8%	\$421,535	\$399,205	+5.6%
Median Days in RPR	59	90.5	-34.8%	70.2	87.27	-19.6%
Months of Inventory	1.1	2.6	-59.5%	2.1	3.4	-38.3%
Absorption Rate	95.02%	38.46%	+56.6%	48.13%	29.71%	+18.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	176	180	-2.2%	1,787	1,717	+4.1%
New Pending Sales Volume	\$72,559,723	\$67,112,785	+8.1%	\$706,489,154	\$642,970,373	+9.9%
Pending Sales Count	283	244	+16%	N/A	N/A	
Pending Sales Volume	\$120,018,793	\$93,282,430	+28.7%	N/A	N/A	
Closed Sales Count	167	158	+5.7%	1,448	1,413	+2.5%
Closed Sales Volume	\$67,880,608	\$58,058,433	+16.9%	\$564,568,122	\$521,739,145	+8.2%
Average Sales Price	\$406,471	\$367,458	+10.6%	\$389,895	\$369,242	+5.6%
Median Sales Price	\$336,000	\$332,500	+1.1%	\$344,439	\$327,179	+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



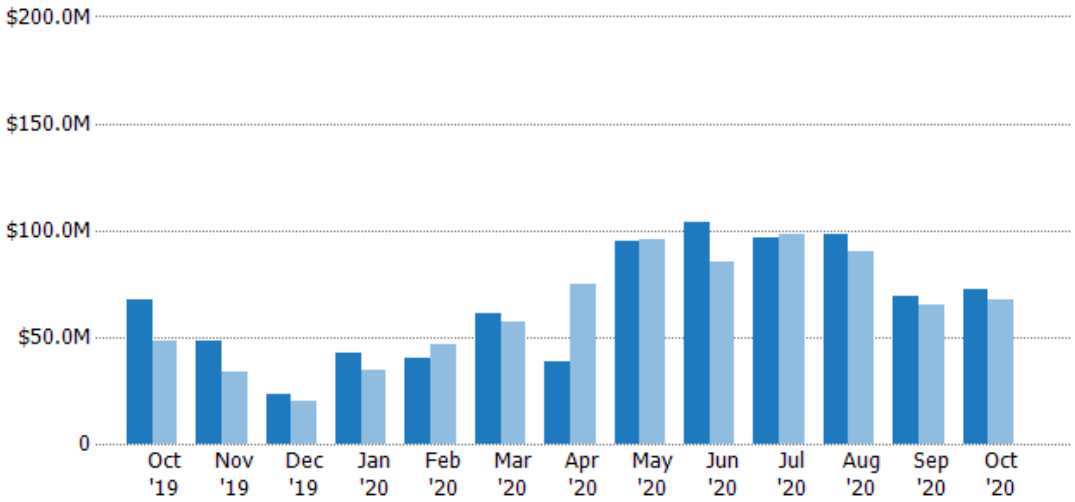
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	168	123	67	117	100	151	98	206	242	231	219	173	161
Prior Year	132	98	53	100	107	152	182	240	223	231	220	162	168
Percent Change from Prior Year	27%	26%	26%	17%	-7%	-1%	-46%	-14%	9%	0%	0%	7%	-4%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$67.5M	\$47.9M	\$22.9M	\$42.7M	\$39.8M	\$61.4M	\$38.5M	\$94.8M	\$104M	\$96.2M	\$98.4M	\$69.3M	\$72.7M
Prior Year	\$48.1M	\$34M	\$19.7M	\$34.4M	\$46.7M	\$57.1M	\$74.7M	\$96.1M	\$85M	\$97.7M	\$89.9M	\$65M	\$67.5M
Percent Change from Prior Year	41%	41%	16%	24%	-15%	7%	-48%	-1%	22%	-2%	9%	7%	8%

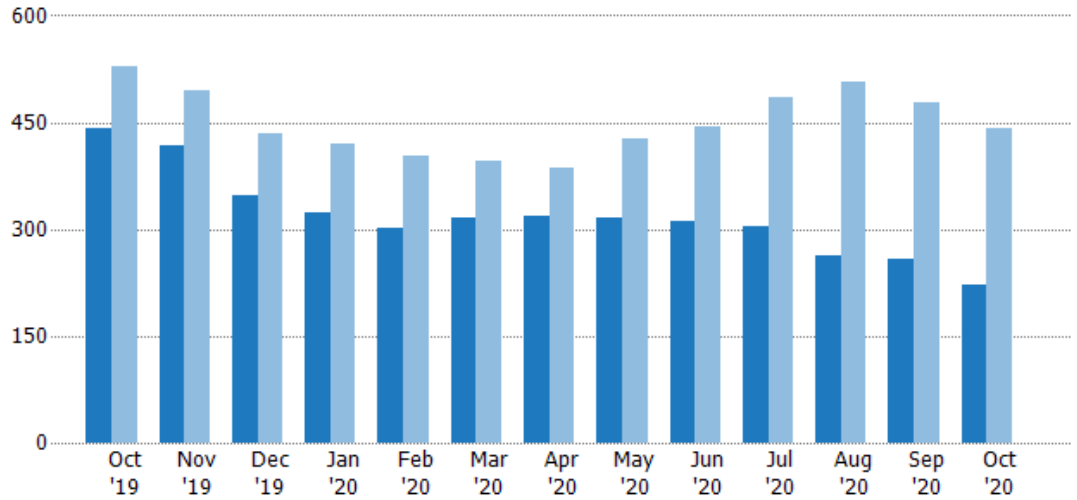
## Active Listings

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.
Oct '20	221	-50%
Oct '19	442	-16.4%
Oct '18	529	0%



Current Year	442	417	348	324	302	317	319	315	311	305	263	259	221
Prior Year	529	495	434	420	403	396	387	428	445	485	506	477	442
Percent Change from Prior Year	-16%	-16%	-20%	-23%	-25%	-20%	-18%	-26%	-30%	-37%	-48%	-46%	-50%

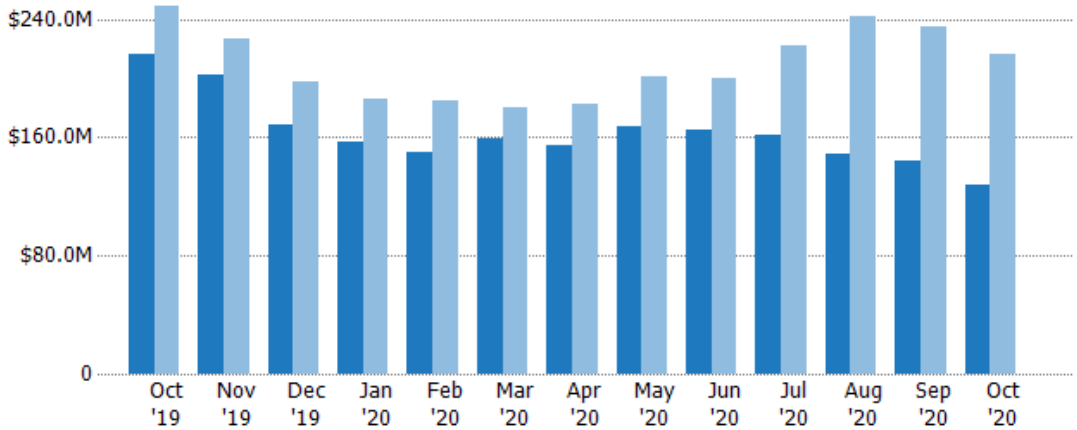
## Active Listing Volume

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.
Oct '20	\$128M	-40.9%
Oct '19	\$216M	-13%
Oct '18	\$249M	-8.3%



Current Year	\$216M	\$202M	\$168M	\$157M	\$150M	\$159M	\$155M	\$167M	\$165M	\$161M	\$148M	\$144M	\$128M
Prior Year	\$249M	\$227M	\$197M	\$186M	\$185M	\$180M	\$182M	\$201M	\$200M	\$222M	\$242M	\$235M	\$216M
Percent Change from Prior Year	-13%	-11%	-15%	-15%	-19%	-12%	-15%	-17%	-18%	-27%	-39%	-39%	-41%

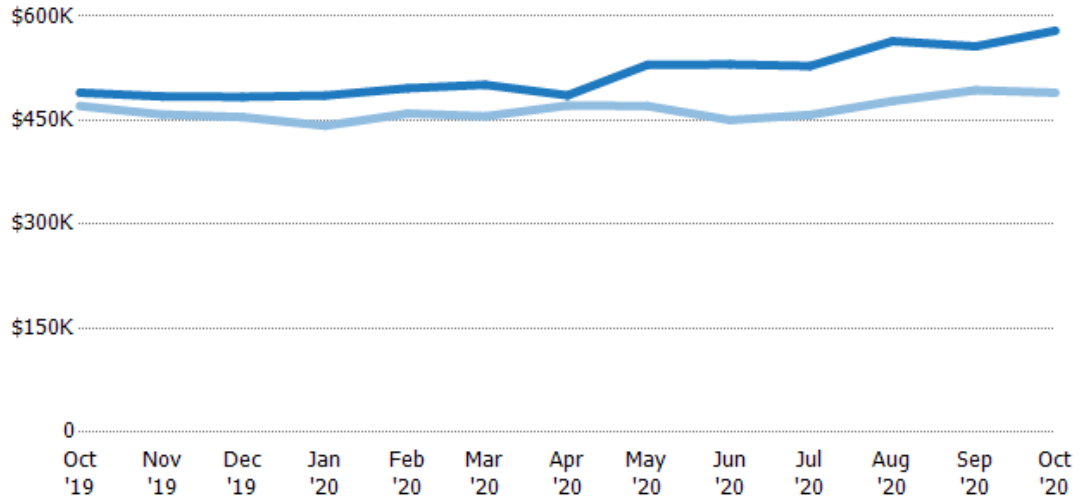
## Average Listing Price

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.
Oct '20	\$579K	18.2%
Oct '19	\$490K	4.1%
Oct '18	\$471K	-8.3%



Current Year	\$490K	\$484K	\$484K	\$486K	\$496K	\$501K	\$486K	\$530K	\$531K	\$528K	\$564K	\$557K	\$579K
Prior Year	\$471K	\$458K	\$455K	\$442K	\$460K	\$456K	\$471K	\$471K	\$450K	\$458K	\$478K	\$493K	\$490K
Percent Change from Prior Year	4%	6%	6%	10%	8%	10%	3%	13%	18%	15%	18%	13%	18%

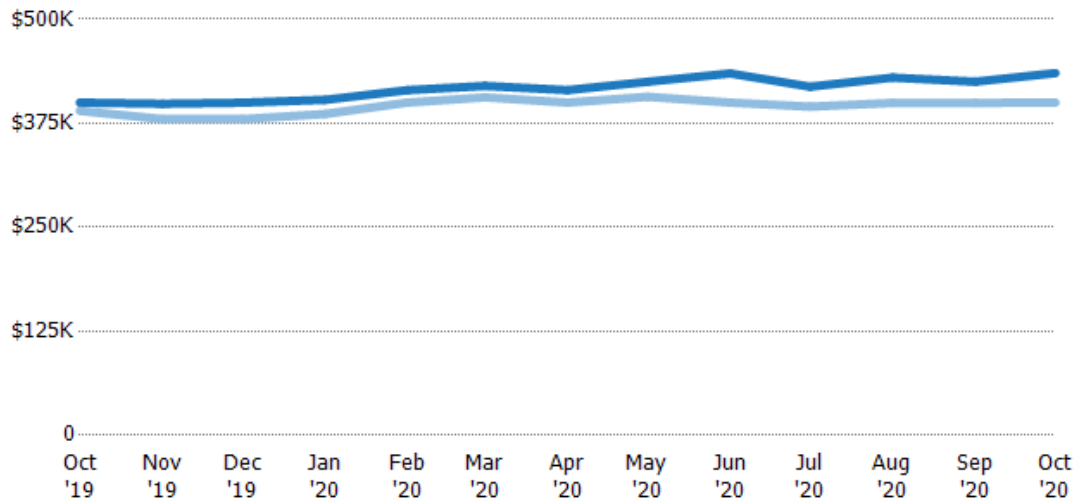
## Median Listing Price

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  
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Month/ Year	Price	% Chg.
Oct '20	\$435K	8.8%
Oct '19	\$400K	2.6%
Oct '18	\$390K	-5.4%



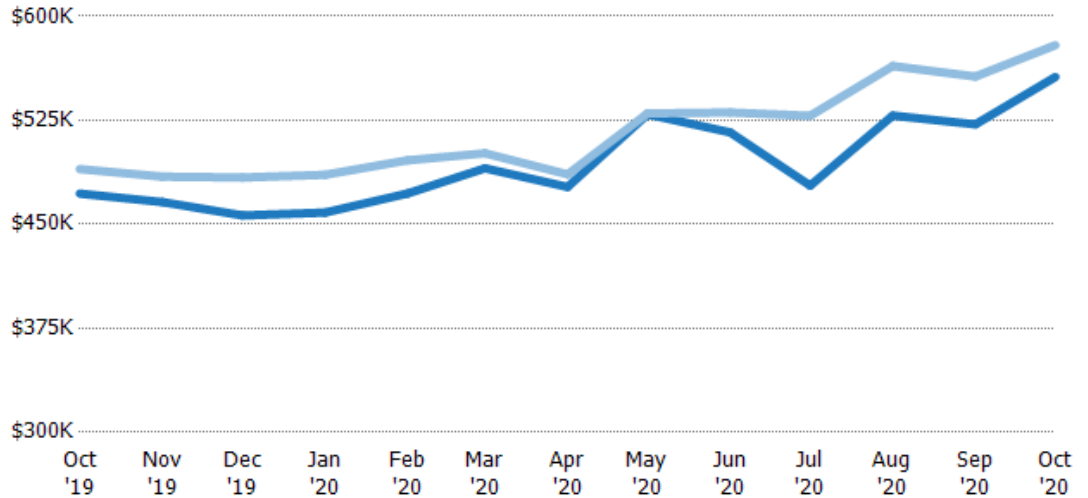
Current Year	\$400K	\$399K	\$400K	\$403K	\$415K	\$420K	\$415K	\$425K	\$435K	\$419K	\$430K	\$425K	\$435K
Prior Year	\$390K	\$380K	\$380K	\$386K	\$400K	\$406K	\$400K	\$407K	\$400K	\$395K	\$400K	\$400K	\$400K
Percent Change from Prior Year	3%	5%	5%	4%	4%	3%	4%	4%	9%	6%	8%	6%	9%

## 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:  
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 Family Residence

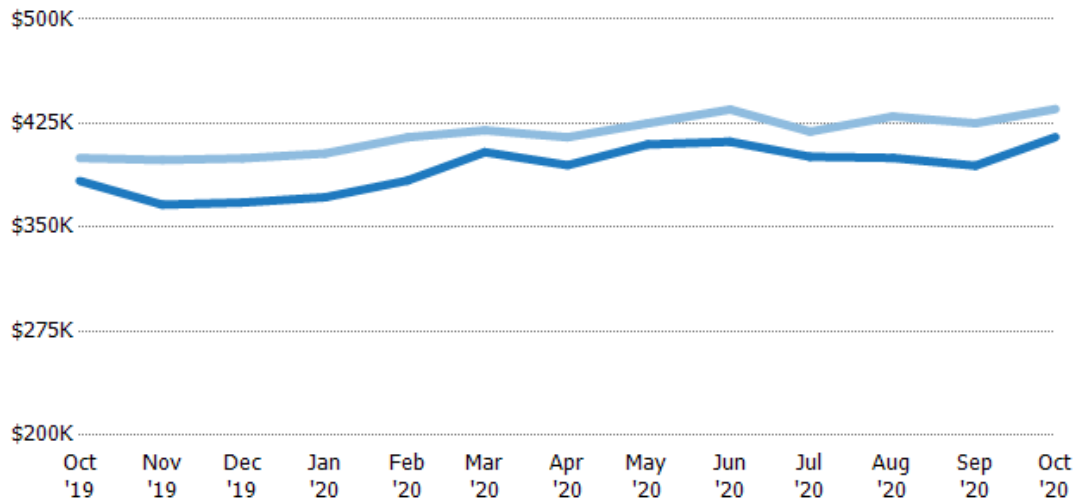


## Median Listing Price vs Median Est Value

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

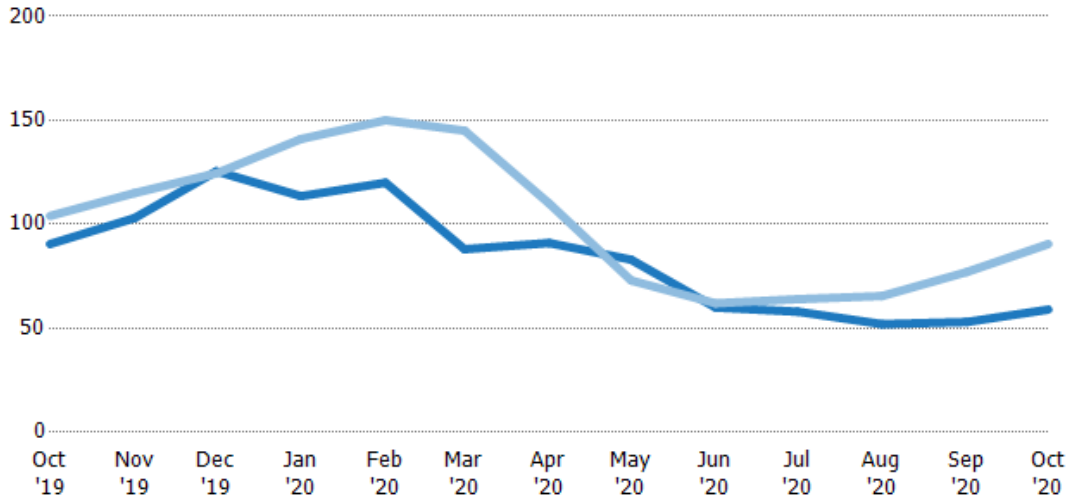


## Median Days in RPR

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:  
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 Family Residence



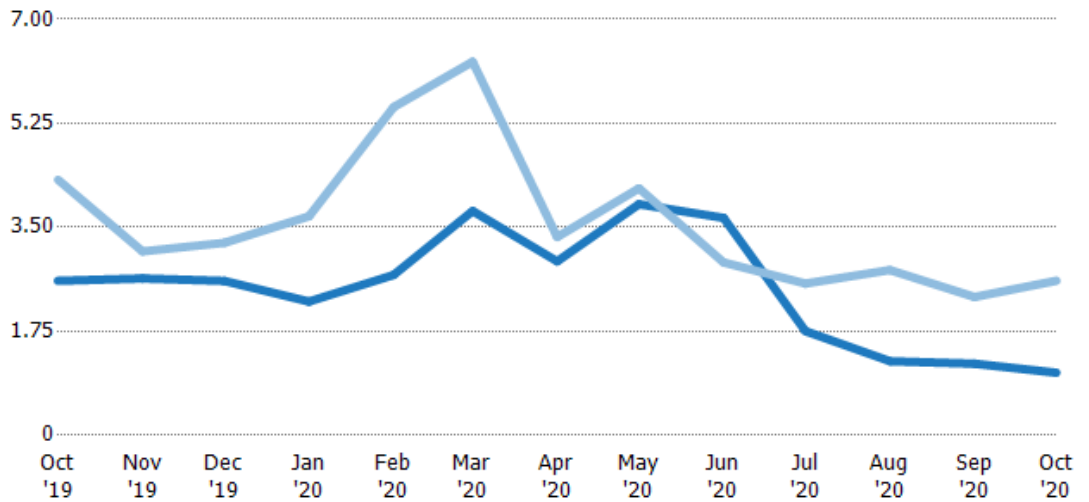
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	90.5	103	126	114	120	88	91	83	60	58	52	53	59
Prior Year	104	115	125	141	150	145	110	73	62	64	65.5	77	90.5
Percent Change from Prior Year	-13%	-10%	1%	-20%	-20%	-39%	-17%	14%	-3%	-9%	-21%	-31%	-35%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

State: VT  
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 Property Type:  
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 Family Residence



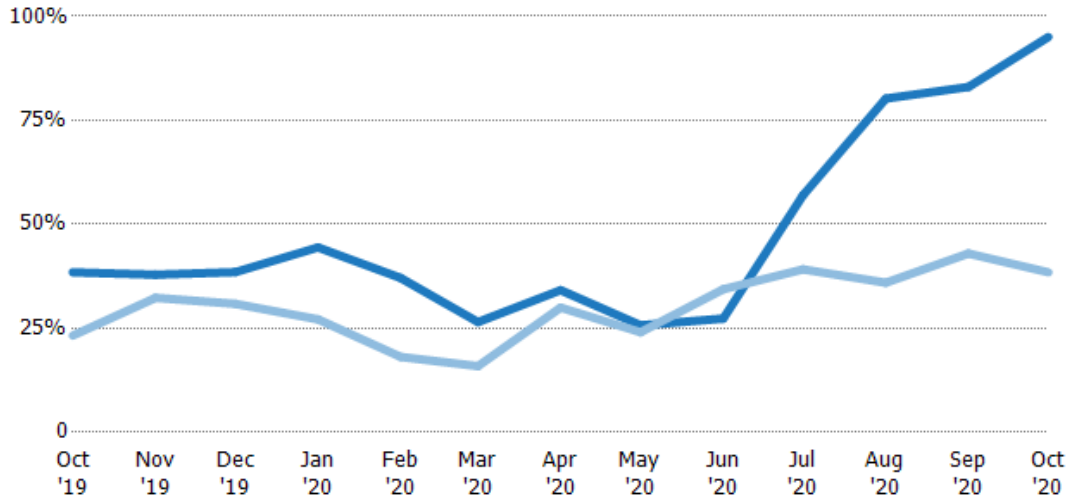
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	2.6	2.64	2.6	2.25	2.7	3.77	2.93	3.89	3.66	1.75	1.25	1.2	1.05
Prior Year	4.3	3.09	3.24	3.68	5.52	6.29	3.34	4.16	2.91	2.55	2.78	2.33	2.6
Percent Change from Prior Year	-40%	-15%	-20%	-39%	-51%	-40%	-12%	-6%	26%	-31%	-55%	-48%	-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



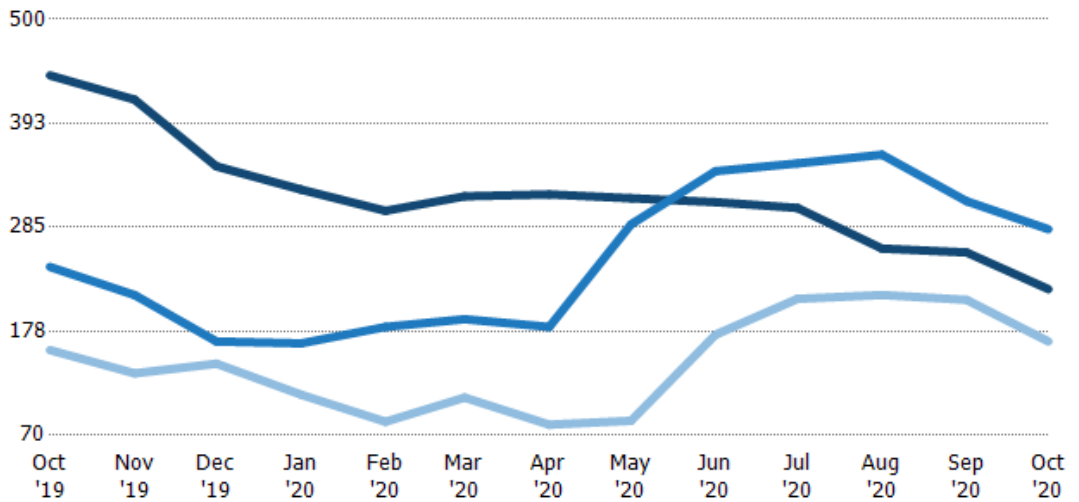
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	38%	38%	39%	44%	37%	26%	34%	26%	27%	57%	80%	83%	95%
Prior Year	23%	32%	31%	27%	18%	16%	30%	24%	34%	39%	36%	43%	38%
Change from Prior Year	-15%	-6%	-8%	-17%	-19%	-11%	-4%	-2%	7%	-18%	-44%	-40%	-57%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	442	417	348	324	302	317	319	315	311	305	263	259	221
Pending	244	215	167	165	182	190	182	288	343	351	360	312	283
Sold	158	134	144	112	84	109	81	85	174	211	215	210	167

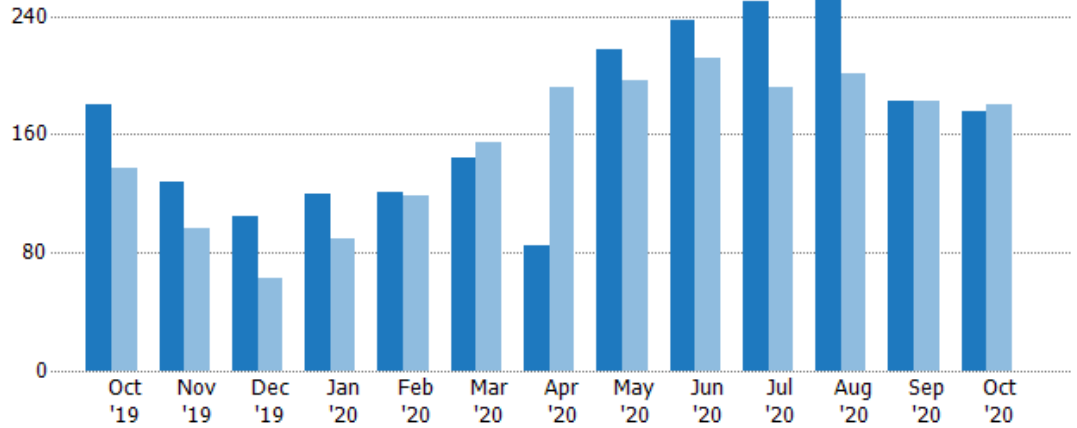
## New Pending Sales

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.
Oct '20	176	-2.2%
Oct '19	180	31.4%
Oct '18	137	8%



Current Year	180	128	105	120	121	144	85	217	237	250	255	182	176
Prior Year	137	96	63	89	118	155	192	197	211	192	201	182	180
Percent Change from Prior Year	31%	33%	67%	35%	3%	-7%	-56%	10%	12%	30%	27%	0%	-2%

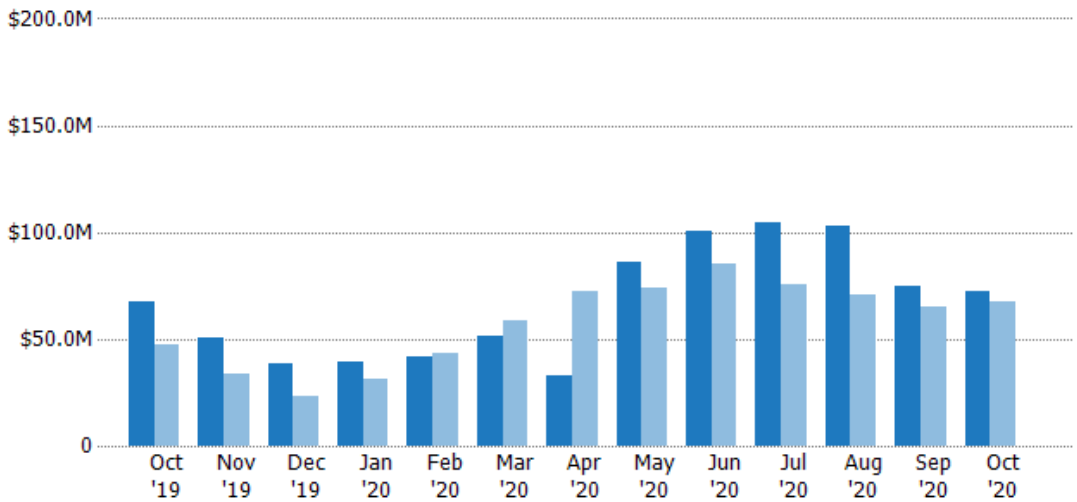
## New Pending Sales Volume

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.
Oct '20	\$72.6M	8.1%
Oct '19	\$67.1M	40.8%
Oct '18	\$47.7M	2.3%



Current Year	\$67.1M	\$50.9M	\$38.8M	\$39.3M	\$42M	\$51.4M	\$32.6M	\$86.4M	\$100M	\$105M	\$103M	\$74.4M	\$72.6M
Prior Year	\$47.7M	\$33.8M	\$23M	\$31M	\$43.4M	\$58.5M	\$72M	\$74.1M	\$85.6M	\$75.4M	\$70.5M	\$65.4M	\$67.1M
Percent Change from Prior Year	41%	51%	69%	27%	-3%	-12%	-55%	17%	17%	39%	46%	14%	8%



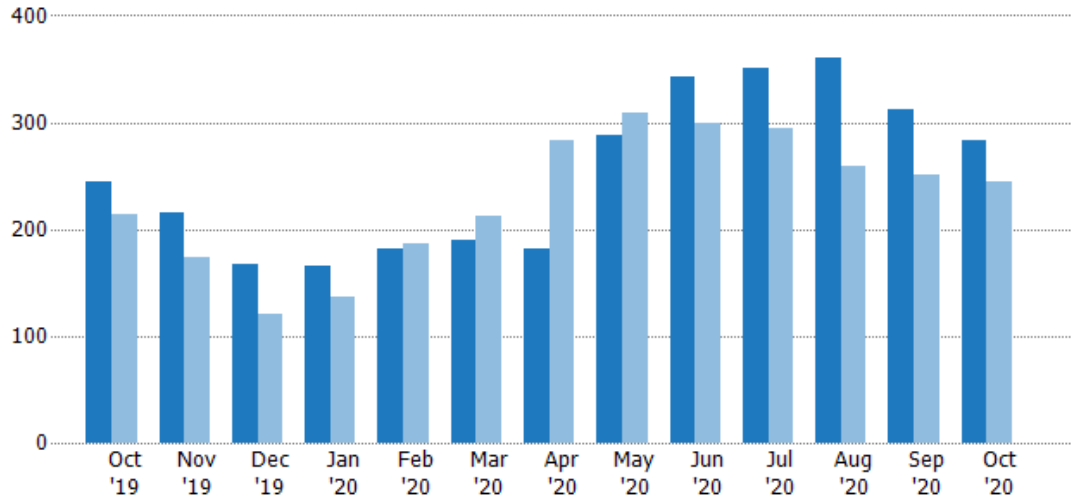
## Pending Sales

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.
Oct '20	283	16%
Oct '19	244	14%
Oct '18	214	-3.7%



Current Year	244	215	167	165	182	190	182	288	343	351	360	312	283
Prior Year	214	173	121	136	186	212	283	309	300	295	259	251	244
Percent Change from Prior Year	14%	24%	38%	21%	-2%	-10%	-36%	-7%	14%	19%	39%	24%	16%

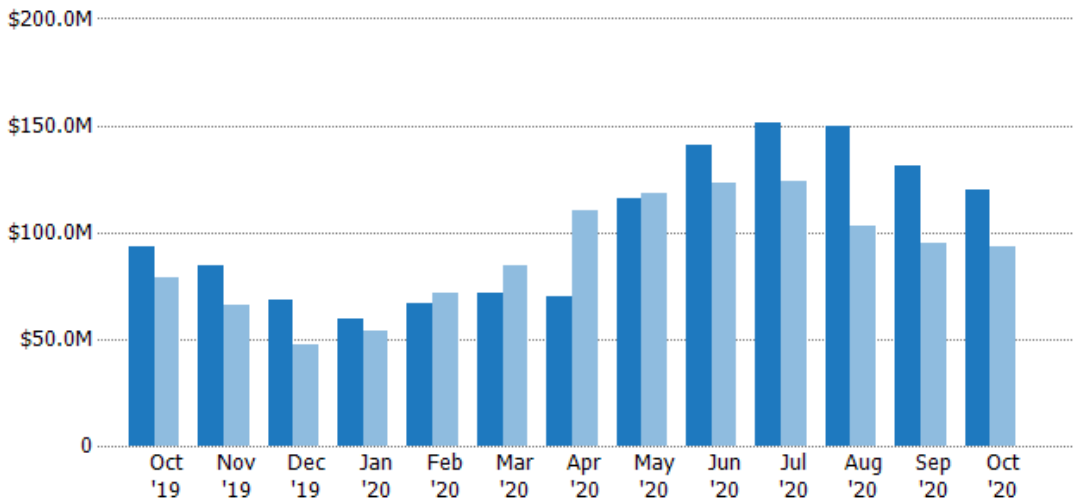
## Pending Sales Volume

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.
Oct '20	\$120M	28.7%
Oct '19	\$93.3M	18.7%
Oct '18	\$78.6M	-11%



Current Year	\$93.3M	\$84.3M	\$68.4M	\$59.4M	\$66.3M	\$71.3M	\$70.3M	\$116M	\$141M	\$151M	\$150M	\$131M	\$120M
Prior Year	\$78.6M	\$66.1M	\$47.1M	\$53.5M	\$71.3M	\$84.5M	\$110M	\$118M	\$123M	\$124M	\$103M	\$94.8M	\$93.3M
Percent Change from Prior Year	19%	28%	45%	11%	-7%	-16%	-36%	-2%	14%	22%	46%	38%	29%

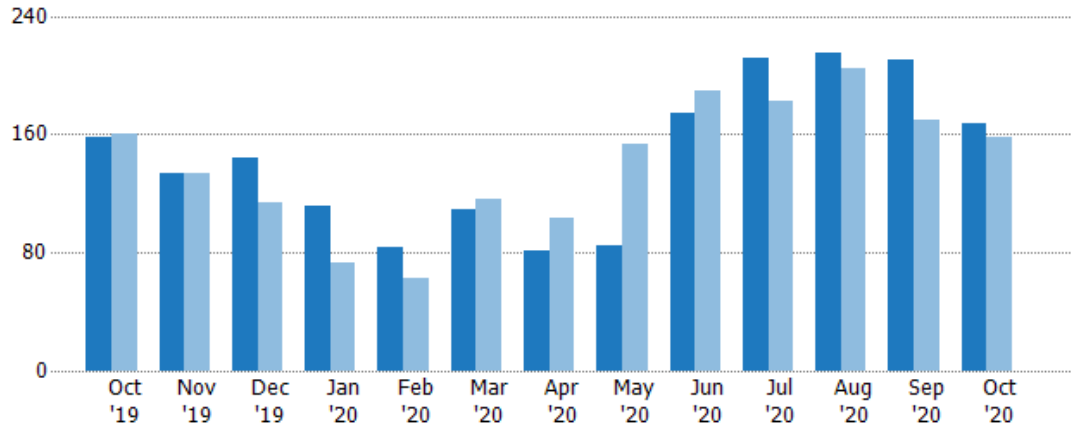
## Closed Sales

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.
Oct '20	167	5.7%
Oct '19	158	-1.3%
Oct '18	160	-6.9%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	158	134	144	112	84	109	81	85	174	211	215	210	167
Prior Year	160	134	114	73	63	116	103	153	190	182	205	170	158
Percent Change from Prior Year	-1%	0%	26%	53%	33%	-6%	-21%	-44%	-8%	16%	5%	24%	6%

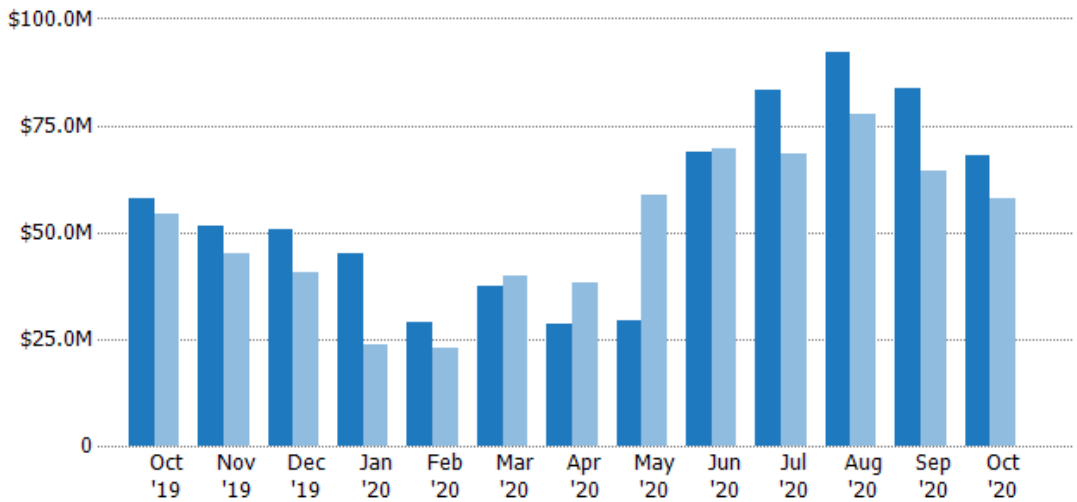
## Closed Sales Volume

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.
Oct '20	\$67.9M	16.9%
Oct '19	\$58.1M	6.6%
Oct '18	\$54.4M	-7.7%



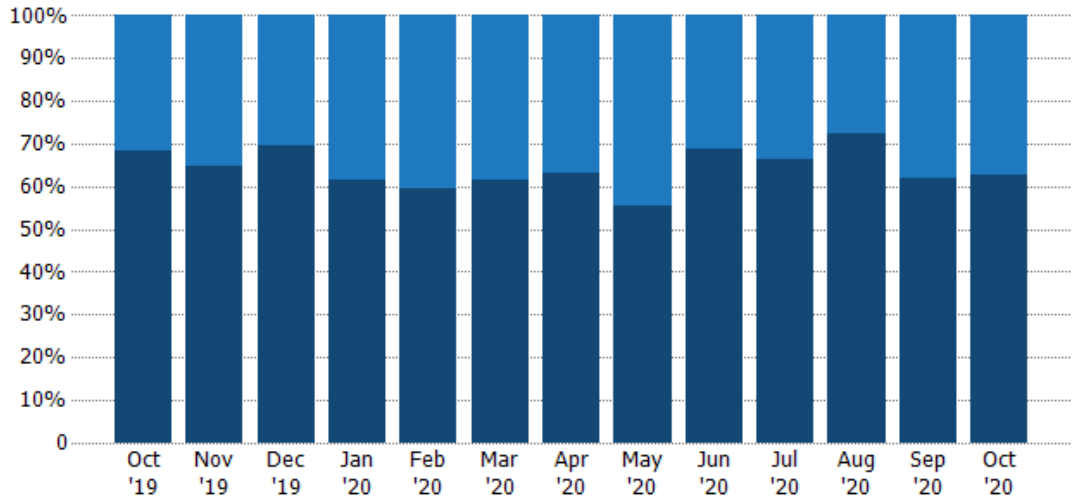
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$58.1M	\$51.6M	\$50.8M	\$44.9M	\$29M	\$37.3M	\$28.5M	\$29.5M	\$68.6M	\$83.2M	\$92.3M	\$83.5M	\$67.9M
Prior Year	\$54.4M	\$45M	\$40.7M	\$23.8M	\$22.9M	\$39.9M	\$38.3M	\$58.7M	\$69.5M	\$68.3M	\$77.8M	\$64.5M	\$58.1M
Percent Change from Prior Year	7%	15%	25%	88%	27%	-7%	-26%	-50%	-1%	22%	19%	29%	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



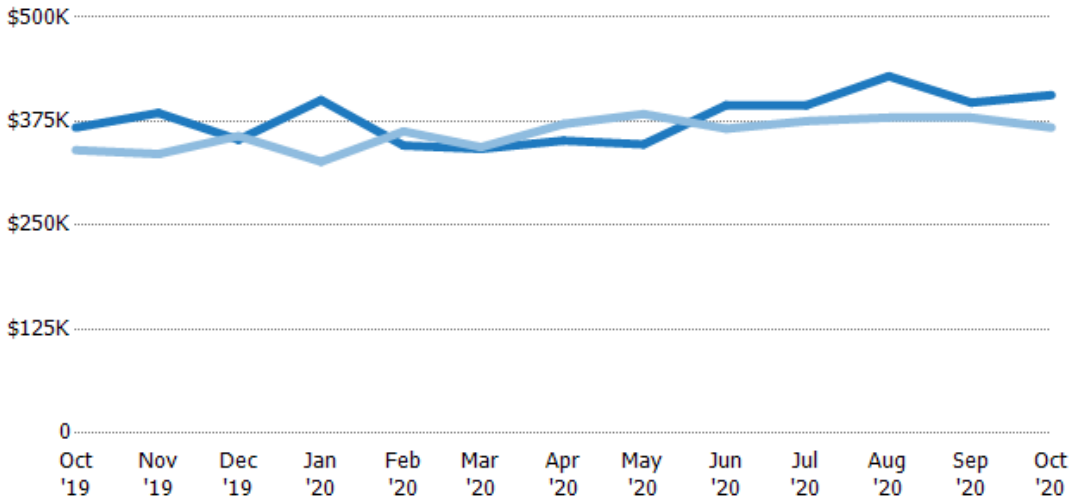
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	32%	35%	31%	38%	40%	39%	37%	45%	31%	34%	27%	38%	37%
Single Family Residence	68%	65%	69%	62%	60%	61%	63%	55%	69%	66%	73%	62%	63%

## 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.
Oct '20	\$406K	10.6%
Oct '19	\$367K	8%
Oct '18	\$340K	-0.8%

Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$367K	\$385K	\$353K	\$401K	\$346K	\$342K	\$352K	\$347K	\$394K	\$394K	\$429K	\$397K	\$406K
Prior Year	\$340K	\$336K	\$357K	\$326K	\$363K	\$344K	\$372K	\$384K	\$366K	\$375K	\$379K	\$379K	\$367K
Percent Change from Prior Year	8%	15%	-1%	23%	-5%	-1%	-5%	-9%	8%	5%	13%	5%	11%

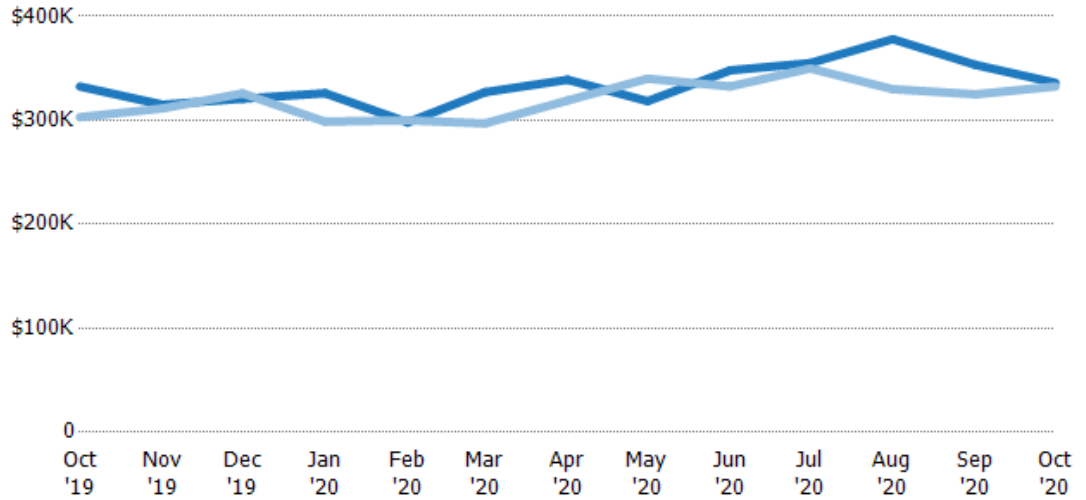
## Median Sales Price

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.
Oct '20	\$336K	1.1%
Oct '19	\$333K	9.7%
Oct '18	\$303K	-2.6%



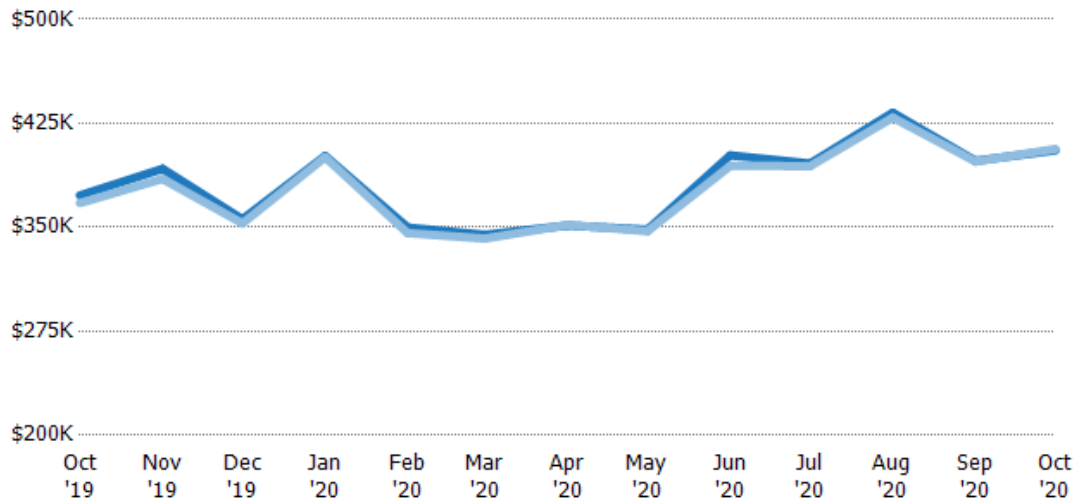
Current Year	\$333K	\$315K	\$321K	\$326K	\$298K	\$327K	\$339K	\$318K	\$348K	\$355K	\$378K	\$353K	\$336K
Prior Year	\$303K	\$311K	\$326K	\$299K	\$300K	\$297K	\$319K	\$340K	\$333K	\$350K	\$330K	\$325K	\$333K
Percent Change from Prior Year	10%	1%	-2%	9%	-1%	10%	6%	-6%	5%	1%	15%	9%	1%

## 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



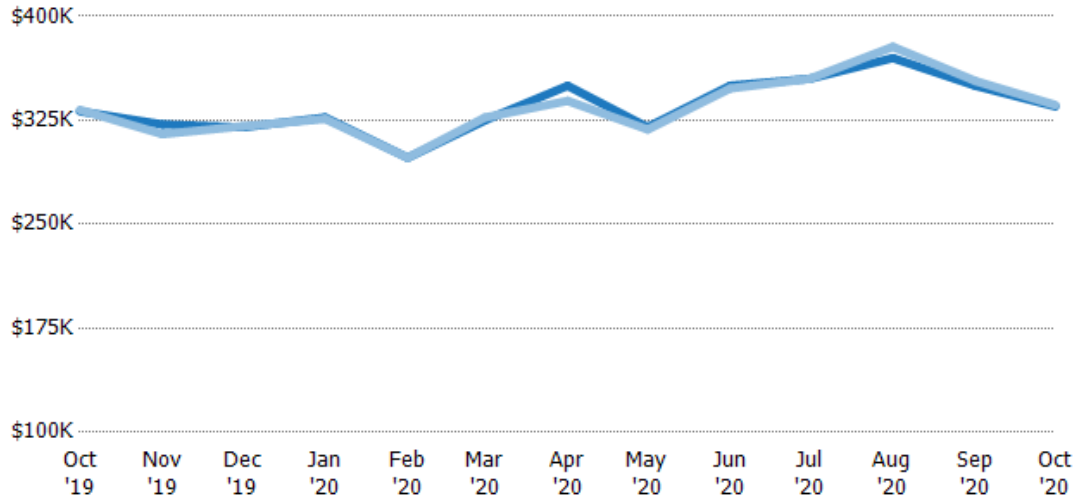
Avg List Price	\$373K	\$392K	\$356K	\$401K	\$350K	\$345K	\$351K	\$348K	\$402K	\$396K	\$433K	\$398K	\$405K
Avg Sales Price	\$367K	\$385K	\$353K	\$401K	\$346K	\$342K	\$352K	\$347K	\$394K	\$394K	\$429K	\$397K	\$406K
Avg Sales Price as a % of Avg List Price	99%	98%	99%	100%	99%	99%	100%	100%	98%	100%	99%	100%	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



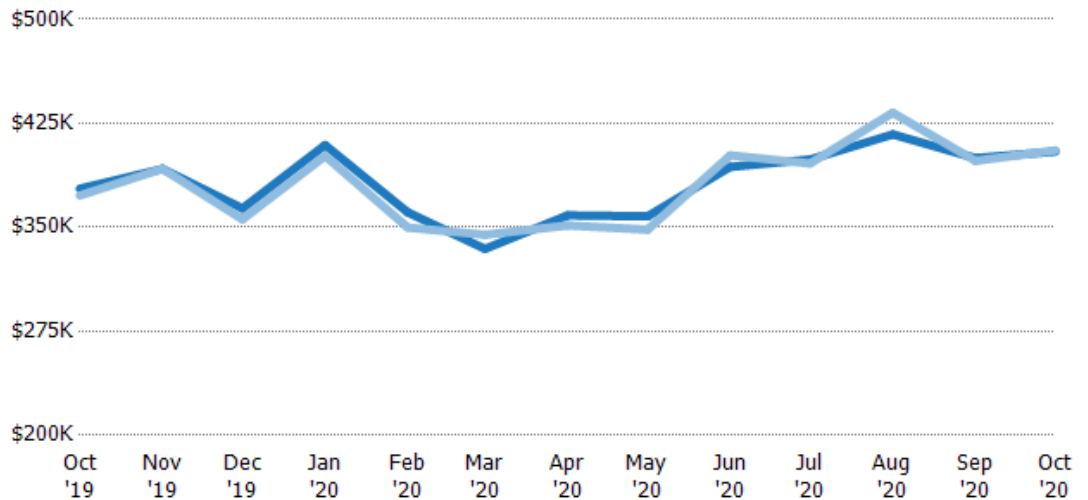
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$331K	\$322K	\$320K	\$327K	\$298K	\$325K	\$350K	\$320K	\$350K	\$355K	\$370K	\$350K	\$335K
Median Sales Price	\$333K	\$315K	\$321K	\$326K	\$298K	\$327K	\$339K	\$318K	\$348K	\$355K	\$378K	\$353K	\$336K
Med Sales Price as a % of Med List Price	100%	98%	100%	100%	100%	101%	97%	100%	99%	100%	102%	101%	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



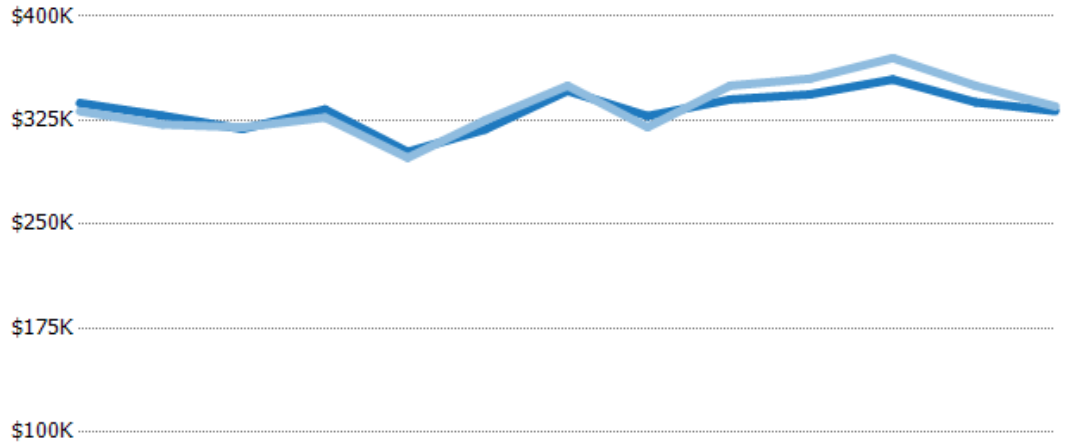
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$378K	\$392K	\$364K	\$409K	\$361K	\$334K	\$359K	\$358K	\$394K	\$399K	\$417K	\$400K	\$405K
Avg Sales Price	\$373K	\$392K	\$356K	\$401K	\$350K	\$345K	\$351K	\$348K	\$402K	\$396K	\$433K	\$398K	\$405K
Avg Sales Price as a % of Avg Est Value	99%	100%	98%	98%	97%	103%	98%	97%	102%	99%	104%	99%	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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$337K	\$328K	\$319K	\$333K	\$302K	\$318K	\$346K	\$328K	\$340K	\$344K	\$354K	\$338K	\$332K
Median Sales Price	\$331K	\$322K	\$320K	\$327K	\$298K	\$325K	\$350K	\$320K	\$350K	\$355K	\$370K	\$350K	\$335K
Med Sales Price as a % of Med Est Value	98%	98%	100%	98%	99%	102%	101%	98%	103%	103%	104%	104%	101%