

## Summary of Key Listing and Sales Metrics

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

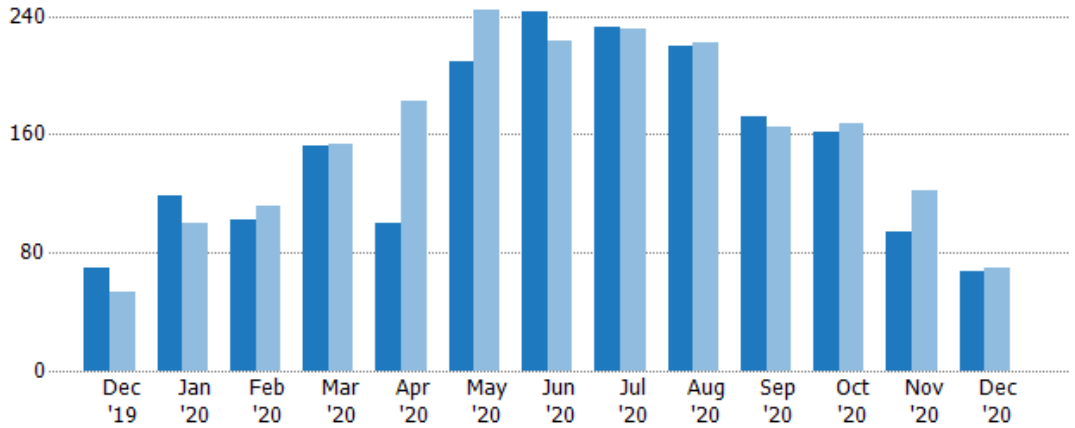
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	67	70	-4.3%	1,872	1,991	-6%
New Listing Volume	\$26,116,875	\$23,711,394	+10.1%	\$787,700,913	\$791,763,811	-0.5%
Active Listing Count	145	352	-58.8%	N/A	N/A	
Active Listing Volume	\$82,056,887	\$169,406,343	-51.6%	N/A	N/A	
Average Listing Price	\$565,910	\$481,268	+17.6%	\$524,225	\$469,021	+11.8%
Median Listing Price	\$455,000	\$399,250	+14%	\$420,684	\$399,016	+5.4%
Median Days in RPR	99	126	-21.4%	75.1	91.82	-18.2%
Months of Inventory	1	2.6	-60.9%	2	3.3	-40.5%
Absorption Rate	97.24%	38.07%	+59.2%	50.43%	30.02%	+20.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	88	105	-16.2%	2,015	1,952	+3.2%
New Pending Sales Volume	\$39,369,375	\$38,802,069	+1.5%	\$805,326,726	\$733,107,795	+9.9%
Pending Sales Count	183	167	+9.6%	N/A	N/A	
Pending Sales Volume	\$77,573,456	\$68,408,760	+13.4%	N/A	N/A	
Closed Sales Count	157	144	+9%	1,754	1,696	+3.4%
Closed Sales Volume	\$66,425,320	\$50,813,213	+30.7%	\$695,501,584	\$626,786,043	+11%
Average Sales Price	\$423,091	\$352,870	+19.9%	\$396,523	\$369,567	+7.3%
Median Sales Price	\$370,000	\$320,700	+15.4%	\$348,743	\$325,376	+7.2%

## 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



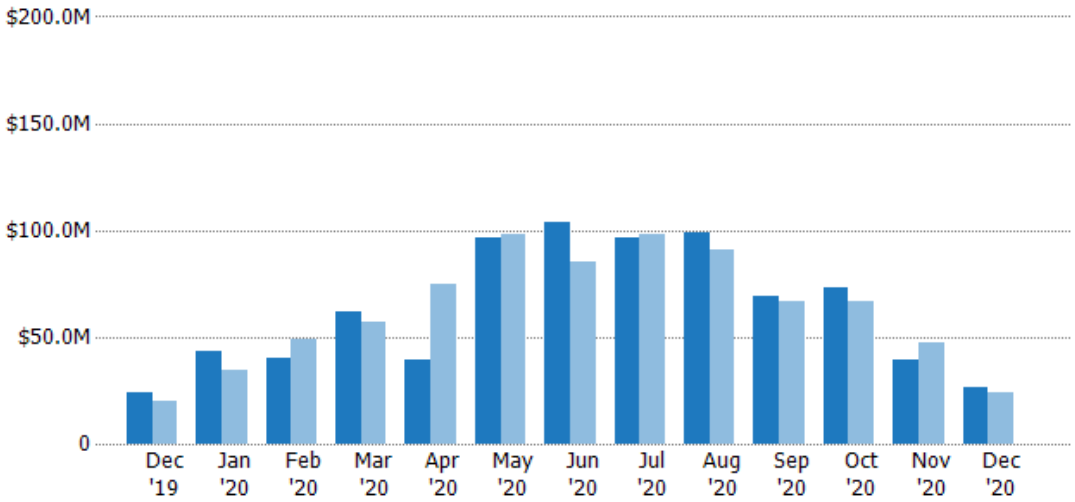
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	70	119	102	152	100	209	243	232	220	172	162	94	67
Prior Year	53	100	112	153	182	244	223	231	222	165	167	122	70
Percent Change from Prior Year	32%	19%	-9%	-1%	-45%	-14%	9%	0%	-1%	4%	-3%	-23%	-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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$23.7M	\$43.6M	\$40.3M	\$61.6M	\$39.4M	\$96.5M	\$104M	\$96.4M	\$98.7M	\$68.9M	\$72.8M	\$39.6M	\$26.1M
Prior Year	\$19.7M	\$34.4M	\$49.3M	\$57.3M	\$74.7M	\$97.8M	\$85M	\$97.8M	\$90.7M	\$66.4M	\$67M	\$47.7M	\$23.7M
Percent Change from Prior Year	21%	27%	-18%	8%	-47%	-1%	22%	-1%	9%	4%	9%	-17%	10%

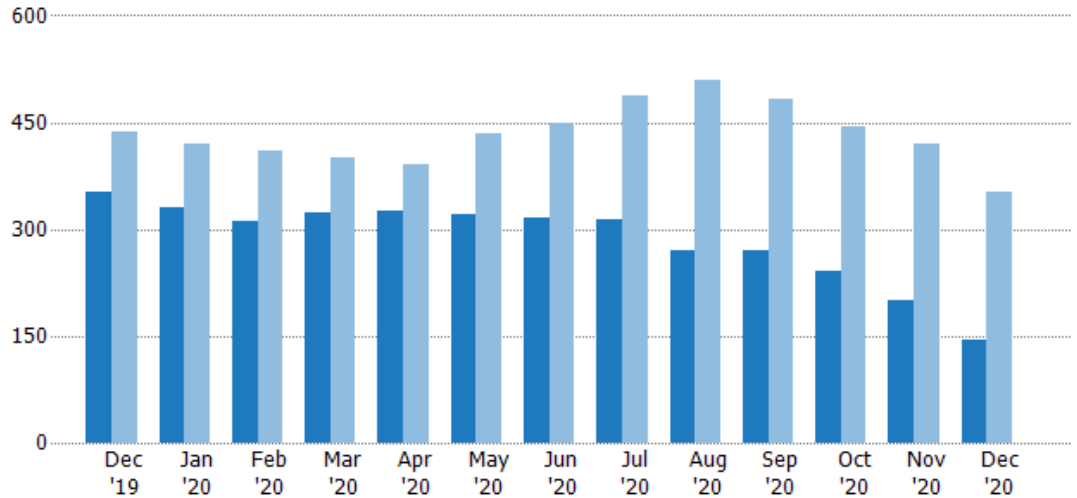
## Active Listings

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

Month/ Year	Count	% Chg.
Dec '20	145	-58.8%
Dec '19	352	-19.3%
Dec '18	436	-0.9%



Current Year	352	330	310	324	325	320	316	313	271	269	241	199	145
Prior Year	436	421	409	401	390	434	450	488	510	482	444	419	352
Percent Change from Prior Year	-19%	-22%	-24%	-19%	-17%	-26%	-30%	-36%	-47%	-44%	-46%	-53%	-59%

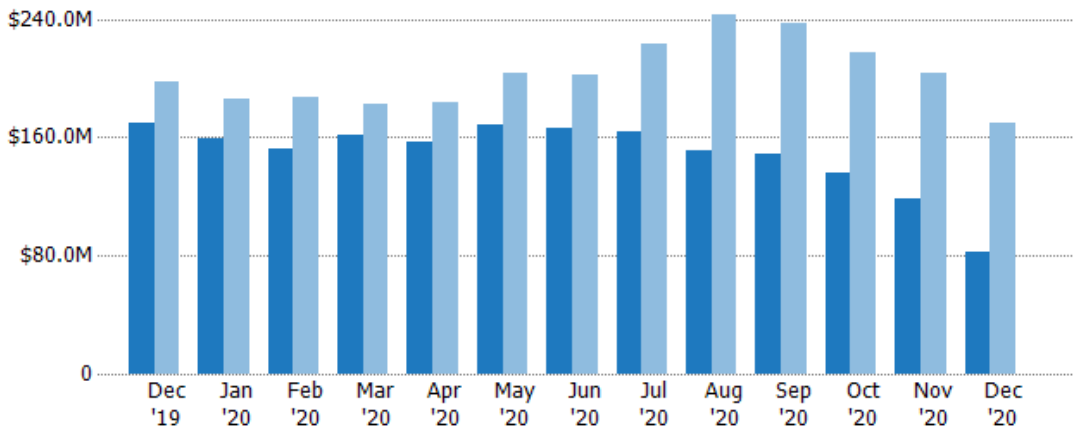
## Active Listing Volume

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.
Dec '20	\$82.1M	-51.6%
Dec '19	\$169M	-14.3%
Dec '18	\$198M	1.4%



Current Year	\$169M	\$159M	\$152M	\$161M	\$157M	\$168M	\$166M	\$164M	\$151M	\$148M	\$136M	\$119M	\$82.1M
Prior Year	\$198M	\$186M	\$187M	\$182M	\$183M	\$204M	\$202M	\$223M	\$243M	\$237M	\$217M	\$203M	\$169M
Percent Change from Prior Year	-14%	-14%	-19%	-12%	-15%	-18%	-18%	-27%	-38%	-37%	-37%	-42%	-52%

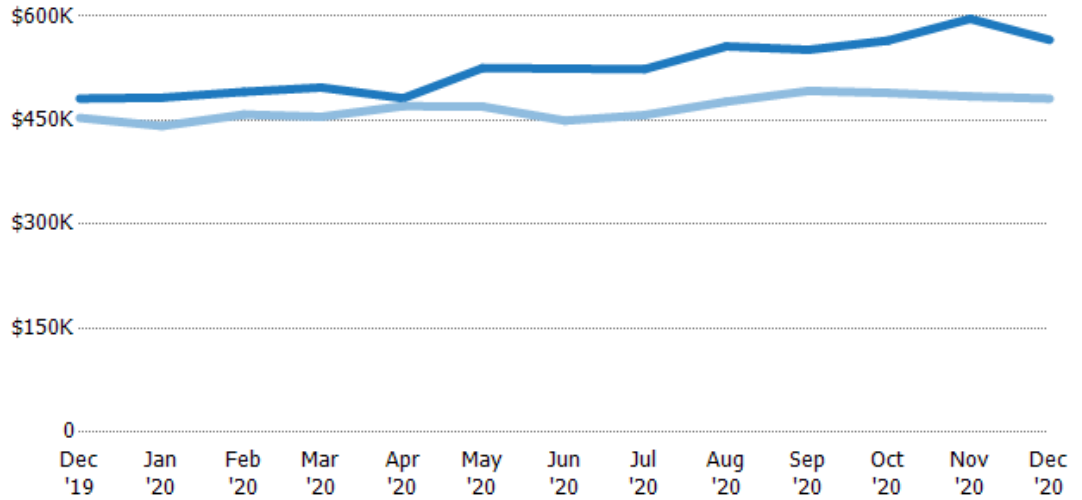
## Average Listing Price

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.
Dec '20	\$566K	17.6%
Dec '19	\$481K	6.1%
Dec '18	\$453K	2.4%



Current Year	\$481K	\$483K	\$491K	\$497K	\$482K	\$525K	\$525K	\$524K	\$557K	\$552K	\$565K	\$596K	\$566K
Prior Year	\$453K	\$442K	\$458K	\$455K	\$470K	\$470K	\$450K	\$457K	\$477K	\$492K	\$489K	\$484K	\$481K
Percent Change from Prior Year	6%	9%	7%	9%	2%	12%	17%	14%	17%	12%	15%	23%	18%

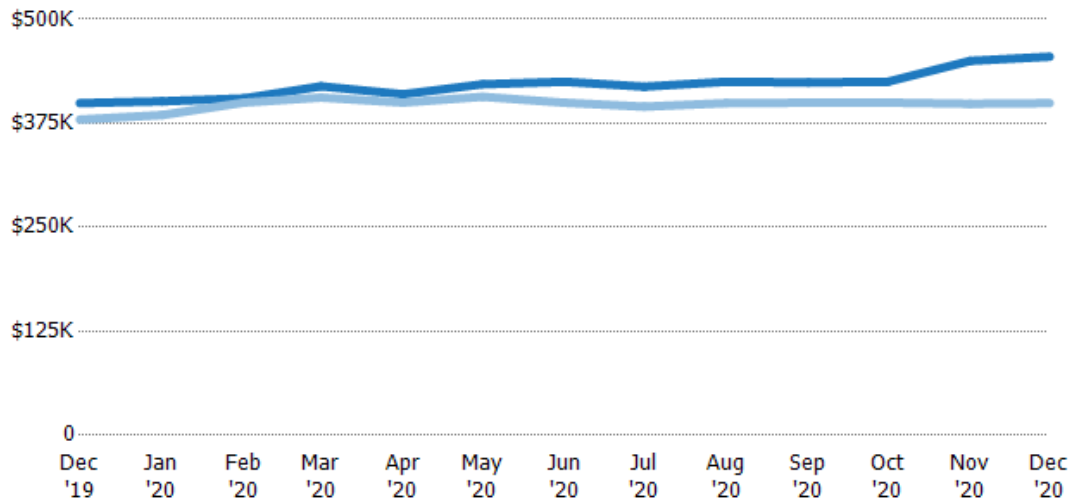
## Median Listing Price

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  
 Family Residence

Month/ Year	Price	% Chg.
Dec '20	\$455K	14%
Dec '19	\$399K	5.2%
Dec '18	\$379K	6.7%



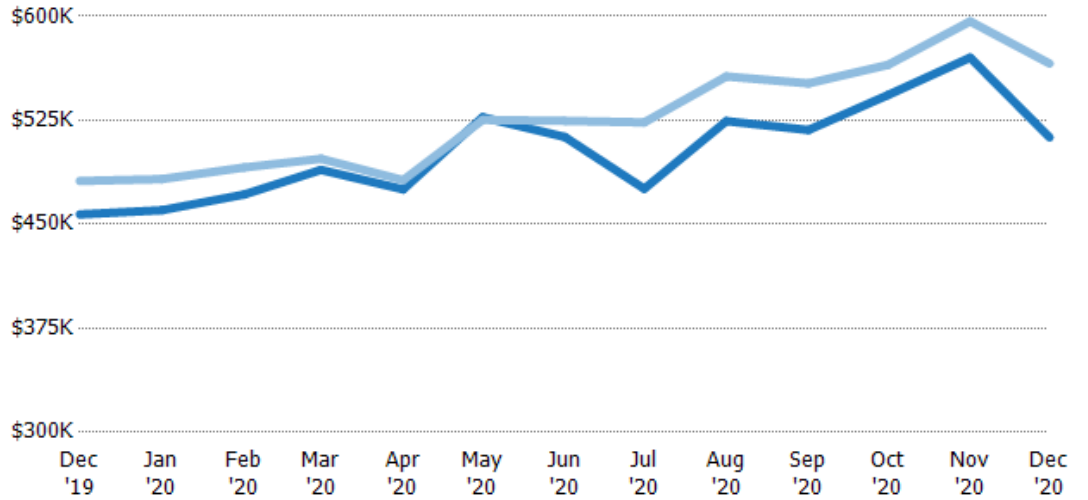
Current Year	\$399K	\$401K	\$405K	\$419K	\$410K	\$422K	\$425K	\$419K	\$425K	\$424K	\$425K	\$450K	\$455K
Prior Year	\$379K	\$385K	\$400K	\$406K	\$400K	\$407K	\$400K	\$395K	\$399K	\$400K	\$400K	\$399K	\$399K
Percent Change from Prior Year	5%	4%	1%	3%	3%	4%	6%	6%	6%	6%	6%	13%	14%

## 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  
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 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

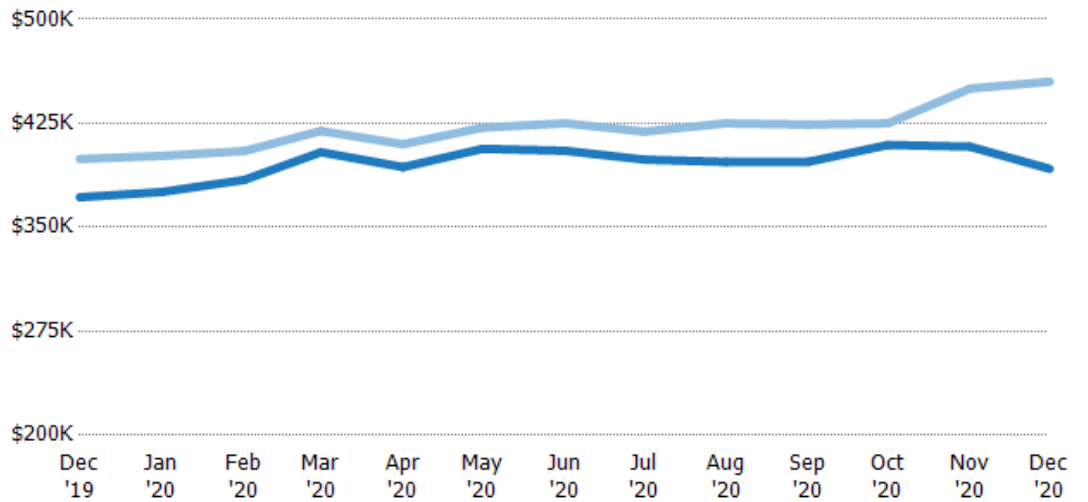


## Median Listing Price vs Median Est Value

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

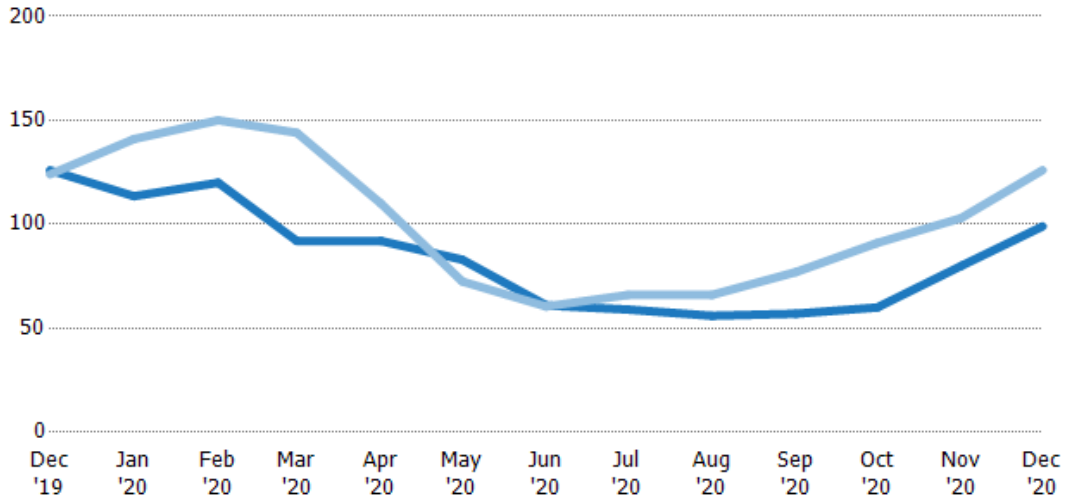


## Median Days in RPR

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:  
 Condo/Townhouse/Apt, Single  
 Family Residence



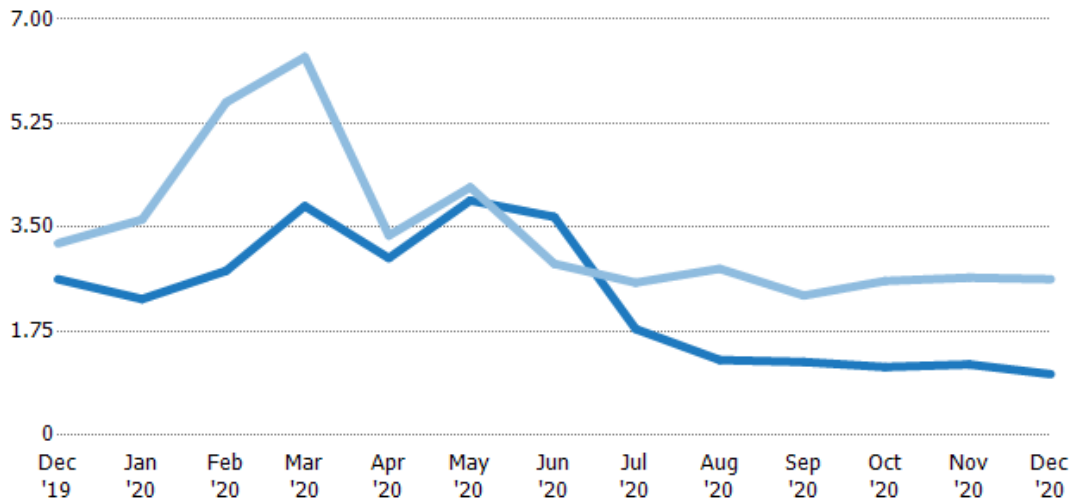
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	126	114	120	92	92	83	61	59	56	57	60	80	99
Prior Year	124	141	150	144	110	72.5	60.5	66	66	77	91	103	126
Percent Change from Prior Year	2%	-20%	-20%	-36%	-16%	14%	1%	-11%	-15%	-26%	-34%	-22%	-21%

## 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:  
 Condo/Townhouse/Apt, Single  
 Family Residence



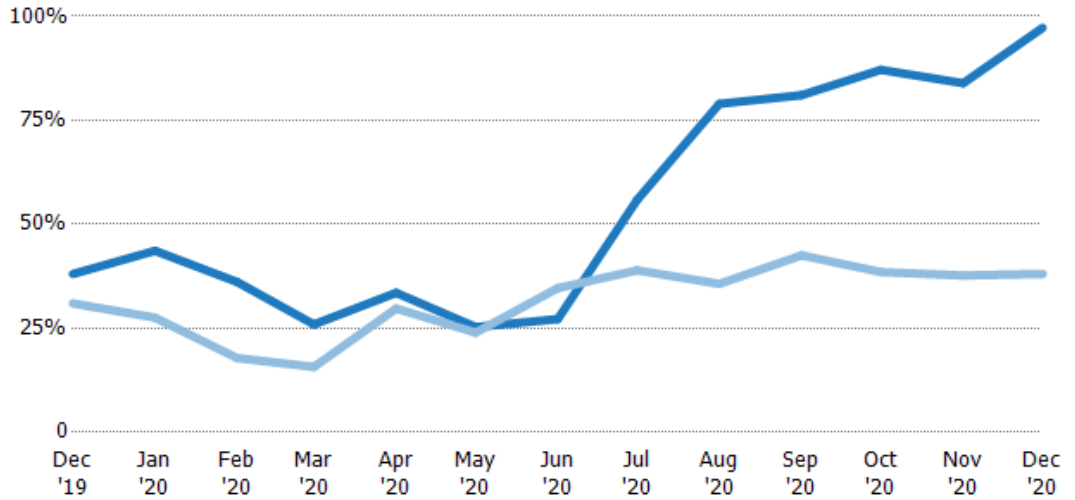
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	2.63	2.29	2.77	3.86	2.98	3.95	3.67	1.79	1.27	1.23	1.15	1.19	1.03
Prior Year	3.23	3.63	5.6	6.37	3.36	4.17	2.88	2.57	2.8	2.35	2.6	2.65	2.63
Percent Change from Prior Year	-19%	-37%	-51%	-39%	-11%	-5%	27%	-30%	-55%	-48%	-56%	-55%	-61%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

State: VT  
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 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



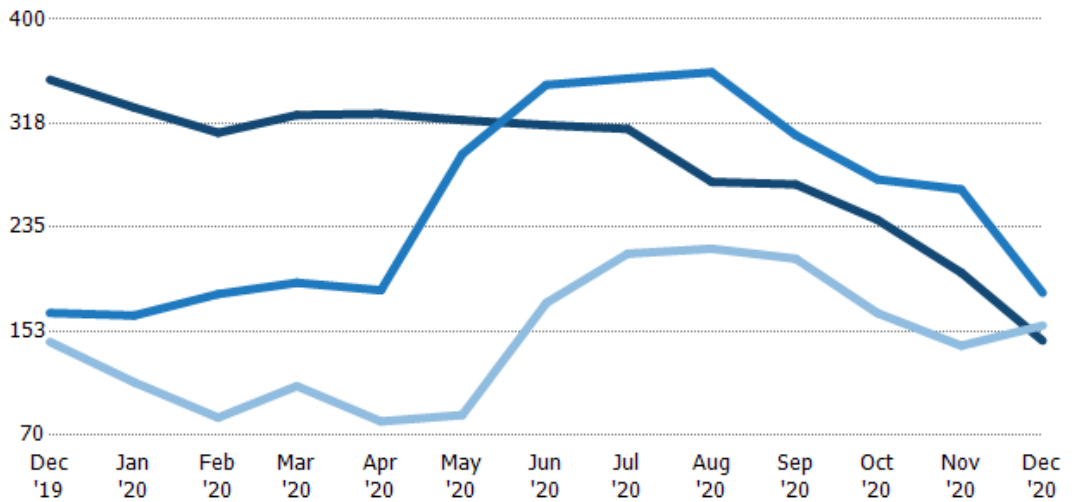
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	38%	44%	36%	26%	34%	25%	27%	56%	79%	81%	87%	84%	97%
Prior Year	31%	28%	18%	16%	30%	24%	35%	39%	36%	43%	39%	38%	38%
Change from Prior Year	-7%	-16%	-18%	-10%	-4%	-1%	7%	-17%	-43%	-39%	-49%	-46%	-59%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

State: VT  
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 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



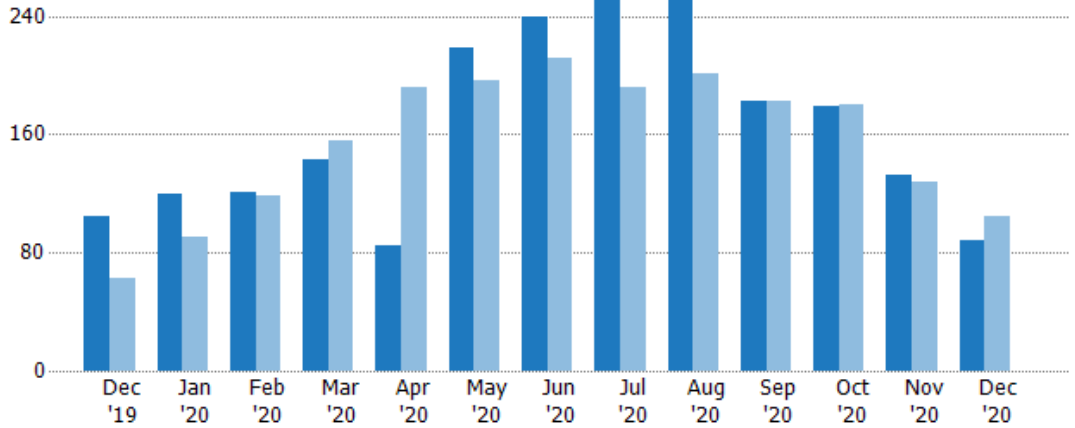
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	352	330	310	324	325	320	316	313	271	269	241	199	145
Pending	167	165	182	191	185	293	348	353	358	308	273	265	183
Sold	144	112	84	109	81	86	175	214	218	210	167	141	157

## 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.
Dec '20	88	-16.2%
Dec '19	105	66.7%
Dec '18	63	11.1%

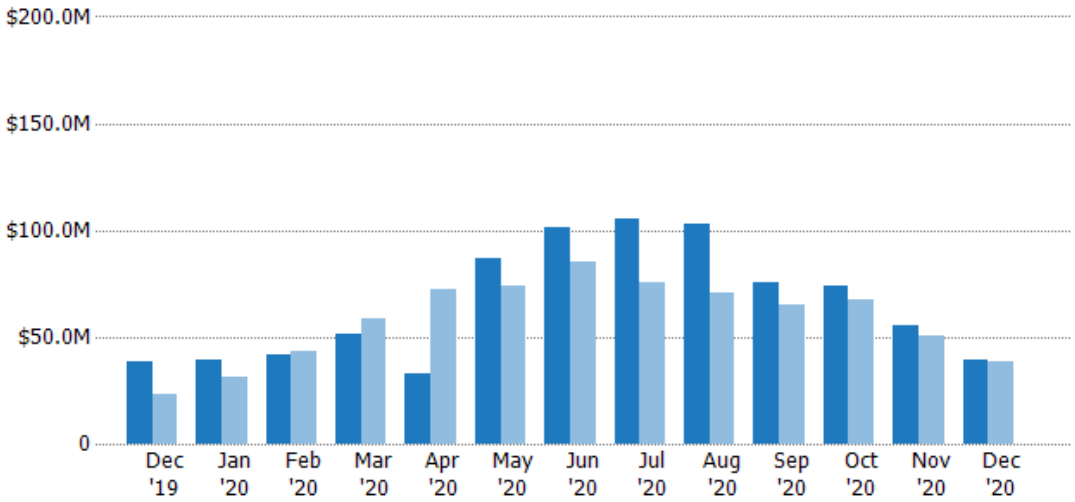
Current Year	105	120	121	143	85	218	239	251	255	183	179	133	88
Prior Year	63	90	118	156	192	197	211	192	201	182	180	128	105
Percent Change from Prior Year	67%	33%	3%	-8%	-56%	11%	13%	31%	27%	1%	-1%	4%	-16%

## 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.
Dec '20	\$39.4M	1.5%
Dec '19	\$38.8M	68.6%
Dec '18	\$23M	-10.6%

Current Year	\$38.8M	\$39.3M	\$42M	\$51M	\$32.6M	\$87M	\$101M	\$105M	\$103M	\$75.6M	\$74.3M	\$55.1M	\$39.4M
Prior Year	\$23M	\$31.2M	\$43.4M	\$58.7M	\$72M	\$74.1M	\$85.6M	\$75.4M	\$70.5M	\$65.4M	\$67.1M	\$50.9M	\$38.8M
Percent Change from Prior Year	69%	26%	-3%	-13%	-55%	17%	18%	39%	46%	16%	11%	8%	1%



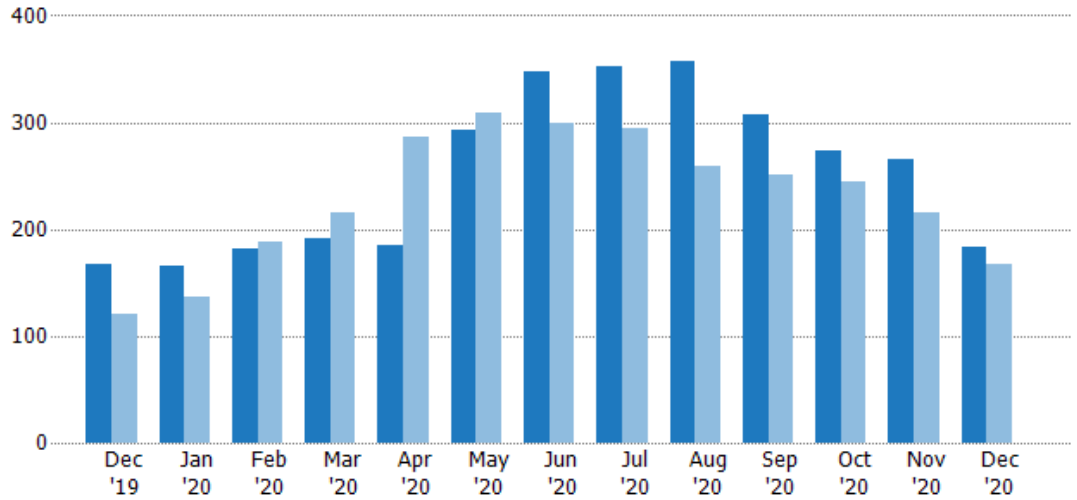
## Pending Sales

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.
Dec '20	183	9.6%
Dec '19	167	38%
Dec '18	121	5%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	167	165	182	191	185	293	348	353	358	308	273	265	183
Prior Year	121	137	188	215	286	309	300	295	259	251	244	215	167
Percent Change from Prior Year	38%	20%	-3%	-11%	-35%	-5%	16%	20%	38%	23%	12%	23%	10%

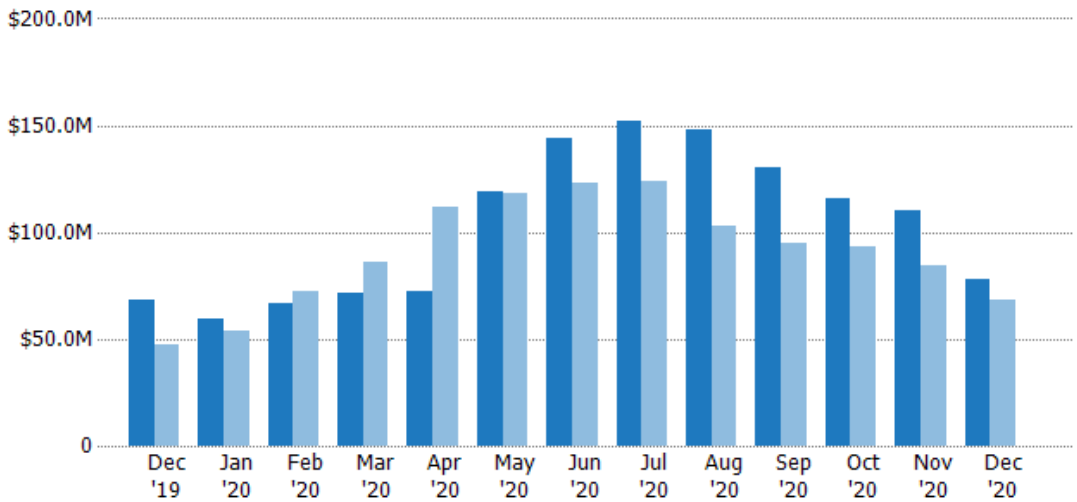
## Pending Sales Volume

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.
Dec '20	\$77.6M	13.4%
Dec '19	\$68.4M	45.2%
Dec '18	\$47.1M	-13.8%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$68.4M	\$59.4M	\$66.3M	\$71.5M	\$72.1M	\$119M	\$144M	\$152M	\$148M	\$130M	\$116M	\$111M	\$77.6M
Prior Year	\$47.1M	\$53.7M	\$72.5M	\$86M	\$112M	\$118M	\$123M	\$124M	\$103M	\$94.8M	\$93.3M	\$84.3M	\$68.4M
Percent Change from Prior Year	45%	11%	-9%	-17%	-36%	1%	17%	23%	45%	37%	25%	31%	13%

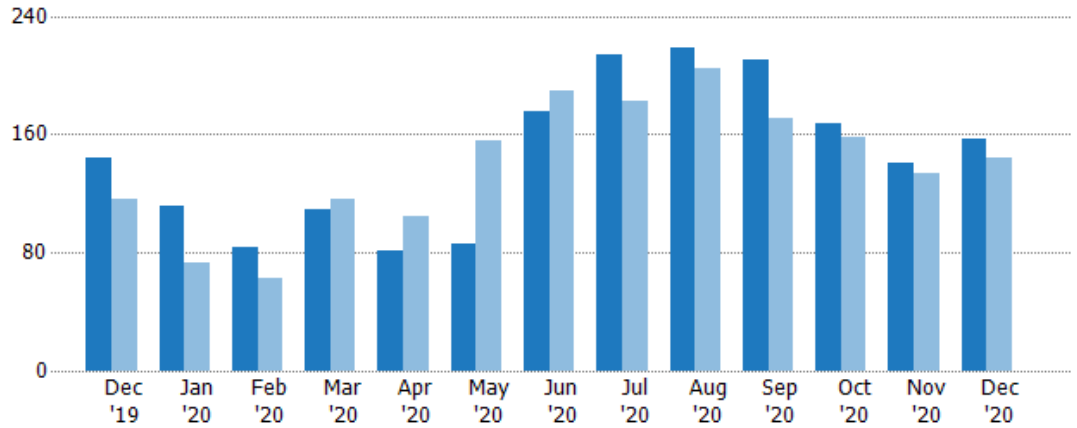
## Closed Sales

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.
Dec '20	157	9%
Dec '19	144	24.1%
Dec '18	116	6.9%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	144	112	84	109	81	86	175	214	218	210	167	141	157
Prior Year	116	73	63	116	104	156	190	182	205	171	158	134	144
Percent Change from Prior Year	24%	53%	33%	-6%	-22%	-45%	-8%	18%	6%	23%	6%	5%	9%

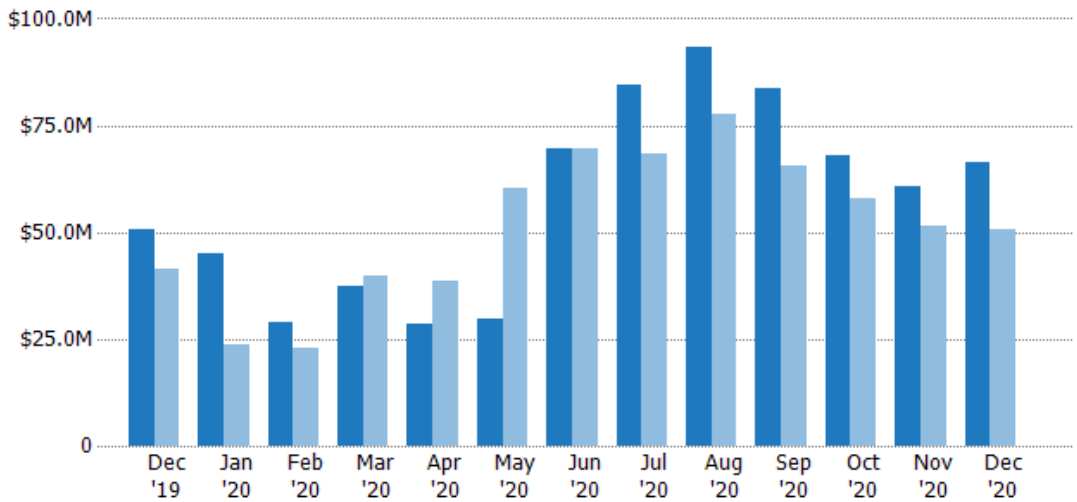
## Closed Sales Volume

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.
Dec '20	\$66.4M	30.7%
Dec '19	\$50.8M	22.7%
Dec '18	\$41.4M	-5.1%



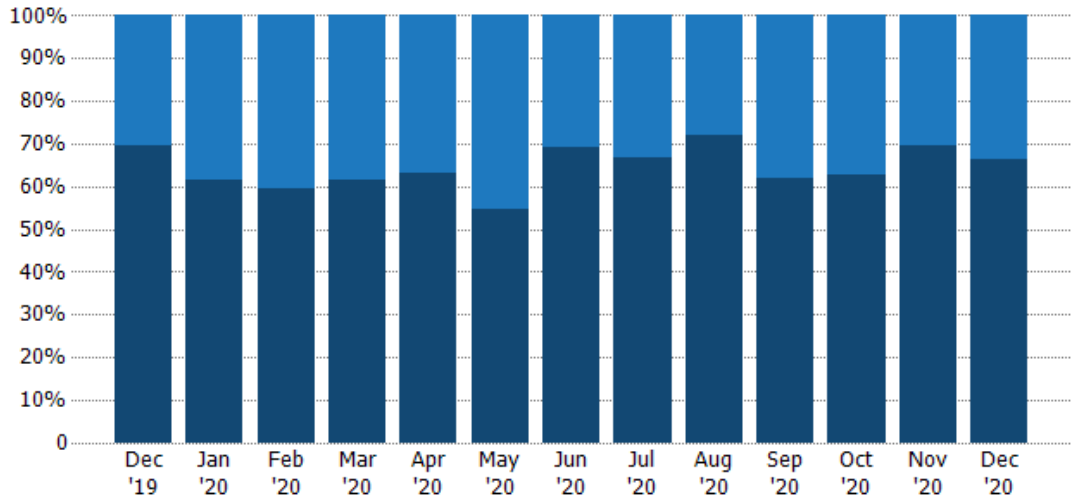
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$50.8M	\$44.9M	\$29M	\$37.3M	\$28.5M	\$29.6M	\$69.8M	\$84.5M	\$93.4M	\$83.5M	\$67.9M	\$60.7M	\$66.4M
Prior Year	\$41.4M	\$23.8M	\$22.9M	\$39.9M	\$38.4M	\$60.3M	\$69.5M	\$68.3M	\$77.8M	\$65.5M	\$58.1M	\$51.6M	\$50.8M
Percent Change from Prior Year	23%	88%	27%	-7%	-26%	-51%	0%	24%	20%	28%	17%	18%	31%

## 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



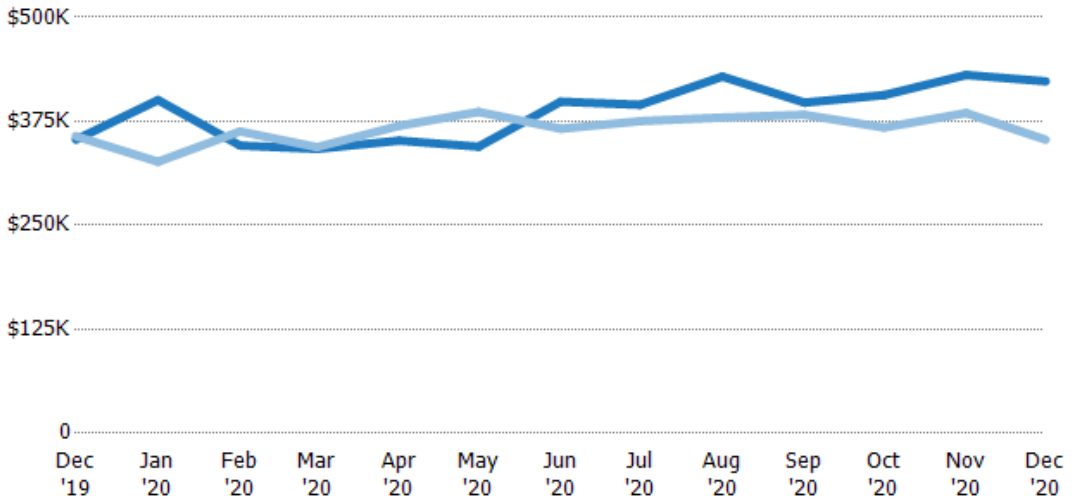
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	31%	38%	40%	39%	37%	45%	31%	33%	28%	38%	37%	30%	34%
Single Family Residence	69%	62%	60%	61%	63%	55%	69%	67%	72%	62%	63%	70%	66%

## 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.
Dec '20	\$423K	19.9%
Dec '19	\$353K	-1.2%
Dec '18	\$357K	-11.2%

Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$353K	\$401K	\$346K	\$342K	\$352K	\$345K	\$399K	\$395K	\$429K	\$397K	\$406K	\$431K	\$423K
Prior Year	\$357K	\$326K	\$363K	\$344K	\$370K	\$386K	\$366K	\$375K	\$379K	\$383K	\$367K	\$385K	\$353K
Percent Change from Prior Year	-1%	23%	-5%	-1%	-5%	-11%	9%	5%	13%	4%	11%	12%	20%

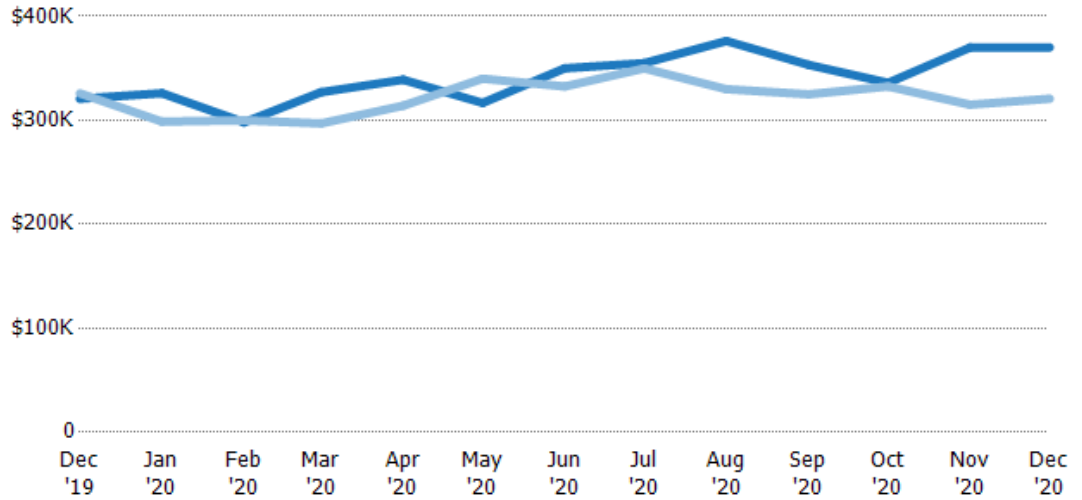
## Median Sales Price

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.
Dec '20	\$370K	15.4%
Dec '19	\$321K	-1.6%
Dec '18	\$326K	-12.2%



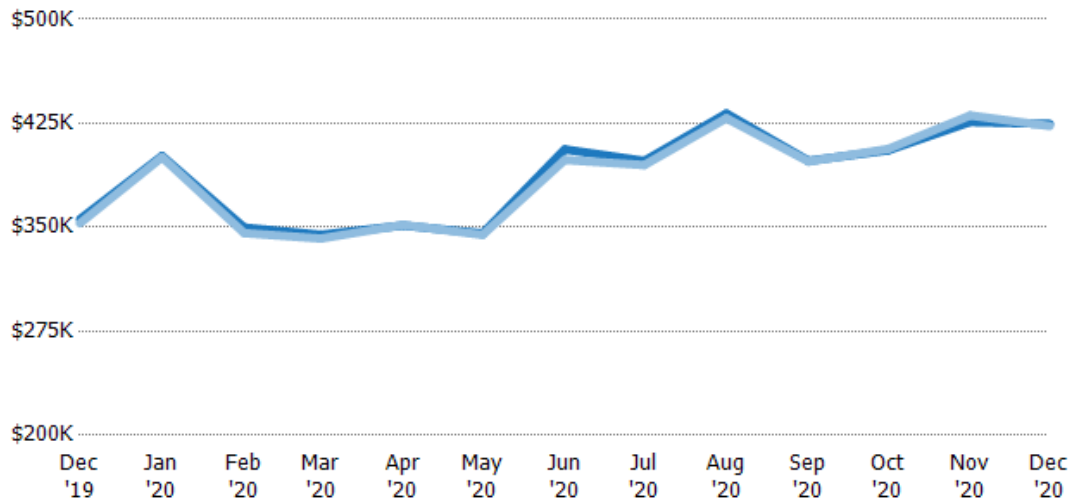
Current Year	\$321K	\$326K	\$298K	\$327K	\$339K	\$317K	\$350K	\$355K	\$376K	\$353K	\$336K	\$370K	\$370K
Prior Year	\$326K	\$299K	\$300K	\$297K	\$314K	\$340K	\$333K	\$350K	\$330K	\$325K	\$333K	\$315K	\$321K
Percent Change from Prior Year	-2%	9%	-1%	10%	8%	-7%	5%	1%	14%	9%	1%	17%	15%

## 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



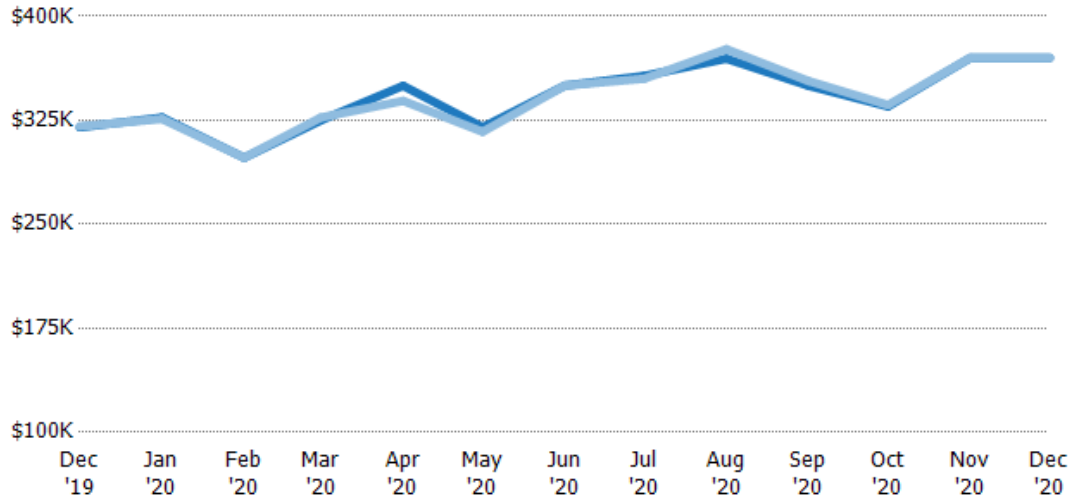
Avg List Price	\$356K	\$401K	\$350K	\$345K	\$351K	\$346K	\$406K	\$398K	\$432K	\$398K	\$405K	\$426K	\$425K
Avg Sales Price	\$353K	\$401K	\$346K	\$342K	\$352K	\$345K	\$399K	\$395K	\$429K	\$397K	\$406K	\$431K	\$423K
Avg Sales Price as a % of Avg List Price	99%	100%	99%	99%	100%	100%	98%	99%	99%	100%	100%	101%	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



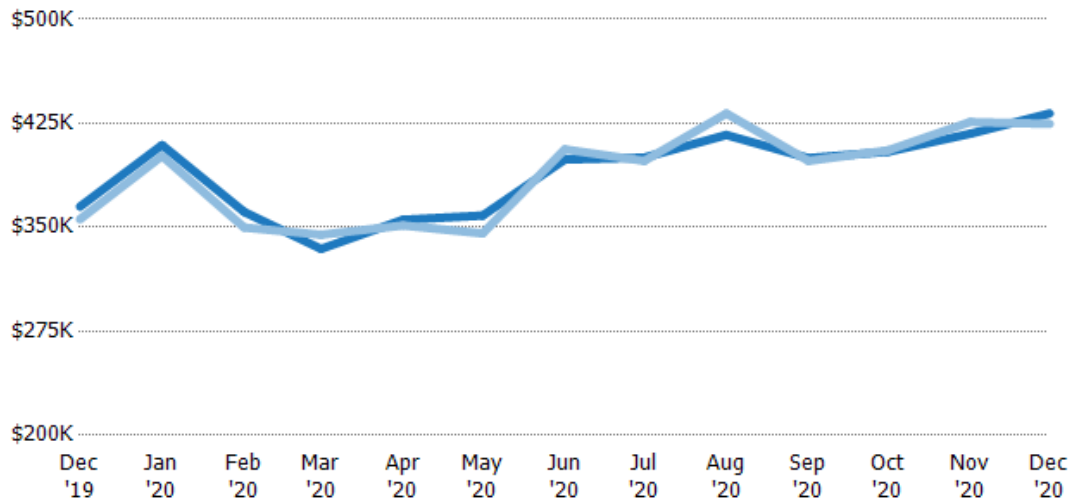
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$320K	\$327K	\$298K	\$325K	\$350K	\$320K	\$350K	\$357K	\$369K	\$350K	\$335K	\$370K	\$370K
Median Sales Price	\$321K	\$326K	\$298K	\$327K	\$339K	\$317K	\$350K	\$355K	\$376K	\$353K	\$336K	\$370K	\$370K
Med Sales Price as a % of Med List Price	100%	100%	100%	101%	97%	99%	100%	99%	102%	101%	100%	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



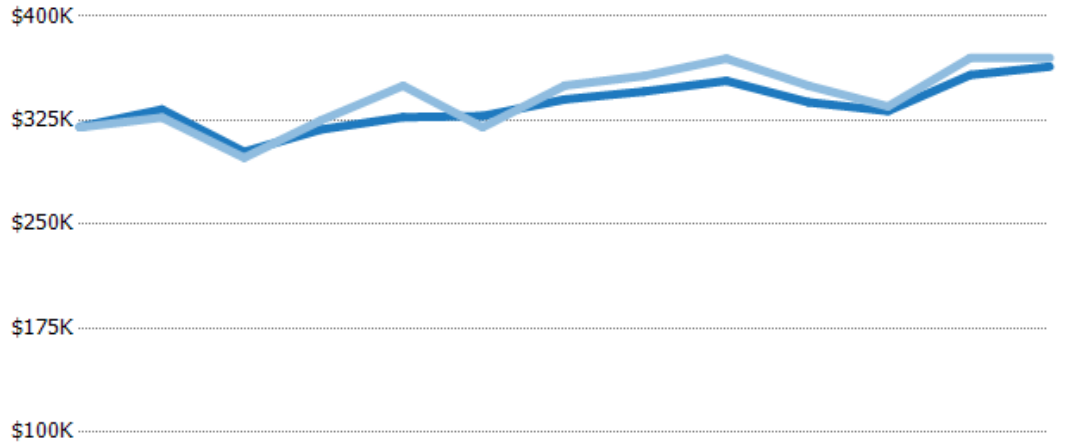
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$365K	\$409K	\$361K	\$334K	\$355K	\$358K	\$399K	\$400K	\$417K	\$400K	\$405K	\$417K	\$432K
Avg Sales Price	\$356K	\$401K	\$350K	\$345K	\$351K	\$346K	\$406K	\$398K	\$432K	\$398K	\$405K	\$426K	\$425K
Avg Sales Price as a % of Avg Est Value	97%	98%	97%	103%	99%	96%	102%	99%	104%	100%	100%	102%	98%

## 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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$320K	\$333K	\$302K	\$318K	\$327K	\$328K	\$340K	\$346K	\$353K	\$338K	\$332K	\$358K	\$364K
Median Sales Price	\$320K	\$327K	\$298K	\$325K	\$350K	\$320K	\$350K	\$357K	\$369K	\$350K	\$335K	\$370K	\$370K
Med Sales Price as a % of Med Est Value	100%	98%	99%	102%	107%	98%	103%	103%	105%	104%	101%	103%	102%