

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	84	119	-29.4%	1,959	2,111	-7.2%
New Listing Volume	\$36,556,695	\$43,559,534	-16.1%	\$825,740,735	\$835,862,345	-1.2%
Active Listing Count	123	330	-62.7%	N/A	N/A	
Active Listing Volume	\$71,937,255	\$159,252,296	-54.8%	N/A	N/A	
Average Listing Price	\$584,856	\$482,583	+21.2%	\$526,154	\$469,895	+12%
Median Listing Price	\$447,900	\$401,450	+11.6%	\$422,744	\$399,014	+5.9%
Median Days in RPR	117	113.5	+3.1%	79.33	92.97	-14.7%
Months of Inventory	0.8	2.3	-65.6%	1.1	4.5	-75.7%
Absorption Rate	126.83%	43.64%	+83.2%	91.06%	22.12%	+68.9%
Sales Activity Charts Metrics						
New Pending Sales Count	106	120	-11.7%	2,121	2,072	+2.4%
New Pending Sales Volume	\$44,267,689	\$39,294,929	+12.7%	\$849,562,327	\$772,402,724	+10%
Pending Sales Count	186	165	+12.7%	N/A	N/A	
Pending Sales Volume	\$83,006,304	\$59,373,190	+39.8%	N/A	N/A	
Closed Sales Count	92	112	-17.9%	1,847	1,808	+2.2%
Closed Sales Volume	\$35,426,843	\$44,862,871	-21%	\$731,201,927	\$671,974,375	+8.8%
Average Sales Price	\$385,074	\$400,561	-3.9%	\$395,886	\$371,667	+6.5%
Median Sales Price	\$356,250	\$326,000	+9.3%	\$349,280	\$325,575	+7.3%

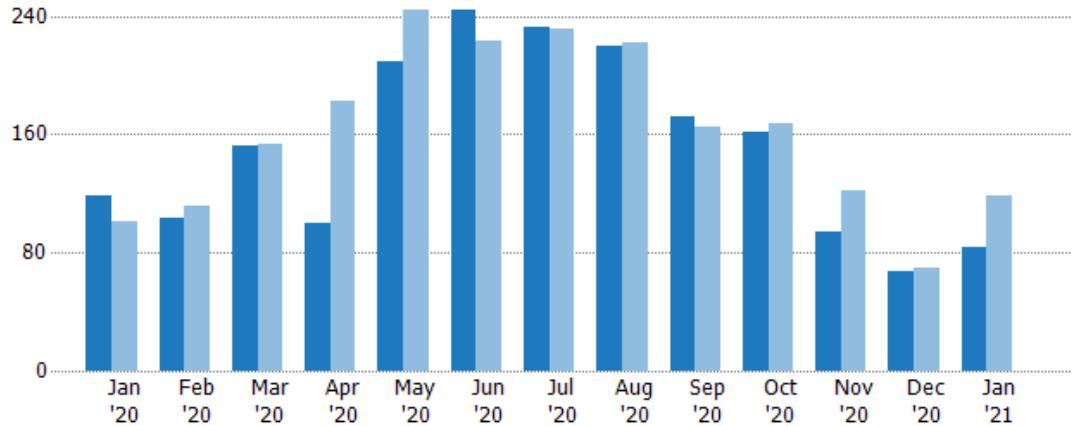
New Listings

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.
Jan '21	84	-29.4%
Jan '20	119	17.8%
Jan '19	101	-20.8%



Current Year	119	103	152	100	209	244	233	220	172	162	94	67	84
Prior Year	101	112	153	182	244	223	231	222	165	167	122	70	119
Percent Change from Prior Year	18%	-8%	-1%	-45%	-14%	9%	1%	-1%	4%	-3%	-23%	-4%	-29%

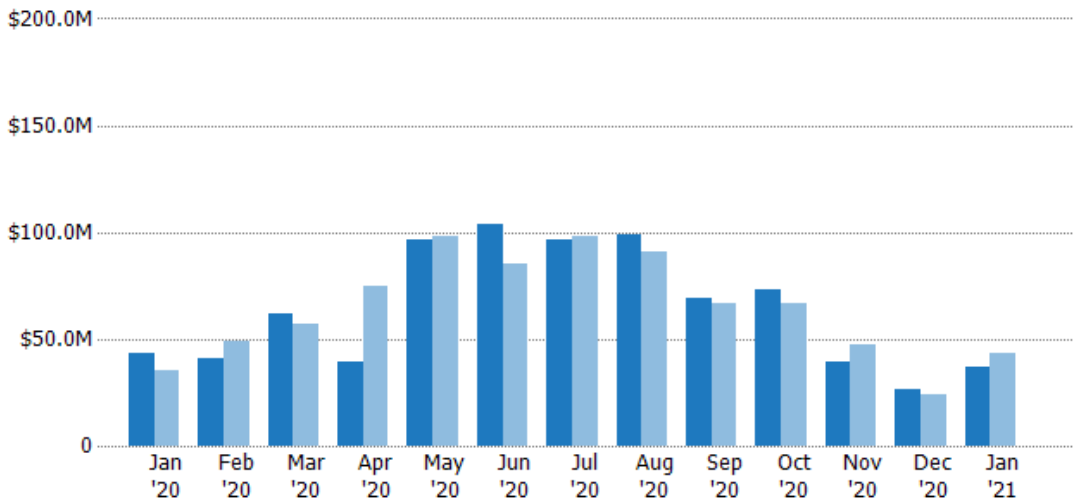
New Listing Volume

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.
Jan '21	\$36.6M	-16.1%
Jan '20	\$43.6M	24.7%
Jan '19	\$34.9M	-2.2%



Current Year	\$43.6M	\$41M	\$61.6M	\$39.4M	\$96.5M	\$104M	\$96.6M	\$98.7M	\$68.9M	\$73.1M	\$39.6M	\$26.1M	\$36.6M
Prior Year	\$34.9M	\$49.3M	\$57.3M	\$74.7M	\$97.8M	\$85M	\$97.8M	\$90.7M	\$66.4M	\$67M	\$47.7M	\$23.7M	\$43.6M
Percent Change from Prior Year	25%	-17%	8%	-47%	-1%	22%	-1%	9%	4%	9%	-17%	10%	-16%

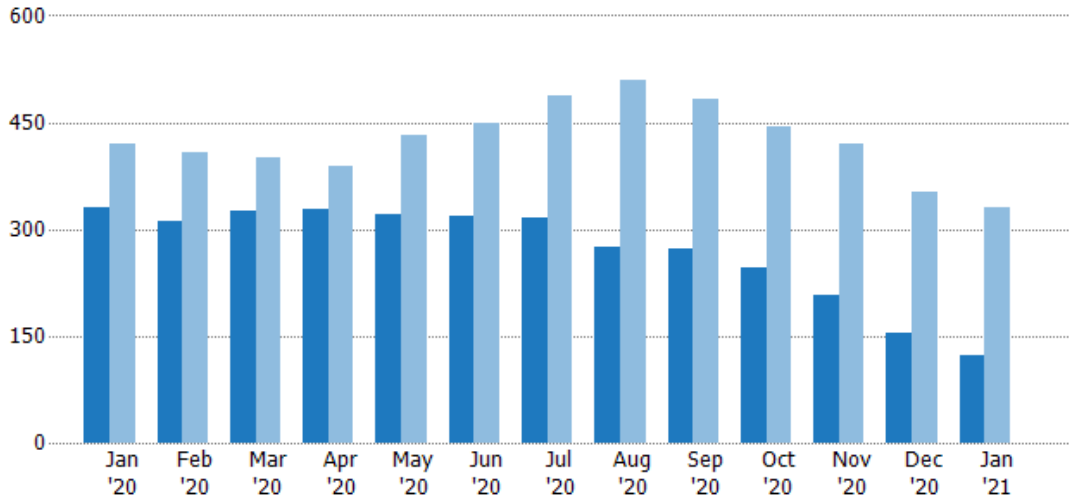
Active Listings

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.
Jan '21	123	-62.7%
Jan '20	330	-21.2%
Jan '19	419	-5.7%



Current Year	330	311	325	327	322	318	317	276	273	247	207	155	123
Prior Year	419	408	400	389	433	449	487	509	482	444	419	352	330
Percent Change from Prior Year	-21%	-24%	-19%	-16%	-26%	-29%	-35%	-46%	-43%	-44%	-51%	-56%	-63%

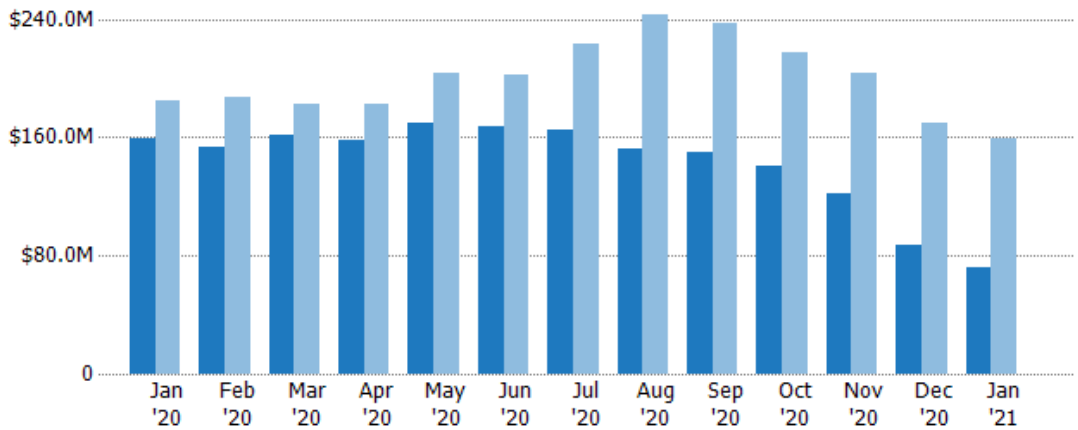
Active Listing Volume

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.
Jan '21	\$71.9M	-54.8%
Jan '20	\$159M	-14.1%
Jan '19	\$185M	3.8%



Current Year	\$159M	\$153M	\$162M	\$158M	\$169M	\$167M	\$165M	\$153M	\$150M	\$140M	\$122M	\$86.7M	\$71.9M
Prior Year	\$185M	\$187M	\$182M	\$183M	\$203M	\$202M	\$223M	\$243M	\$237M	\$217M	\$203M	\$169M	\$159M
Percent Change from Prior Year	-14%	-18%	-11%	-14%	-17%	-17%	-26%	-37%	-37%	-36%	-40%	-49%	-55%

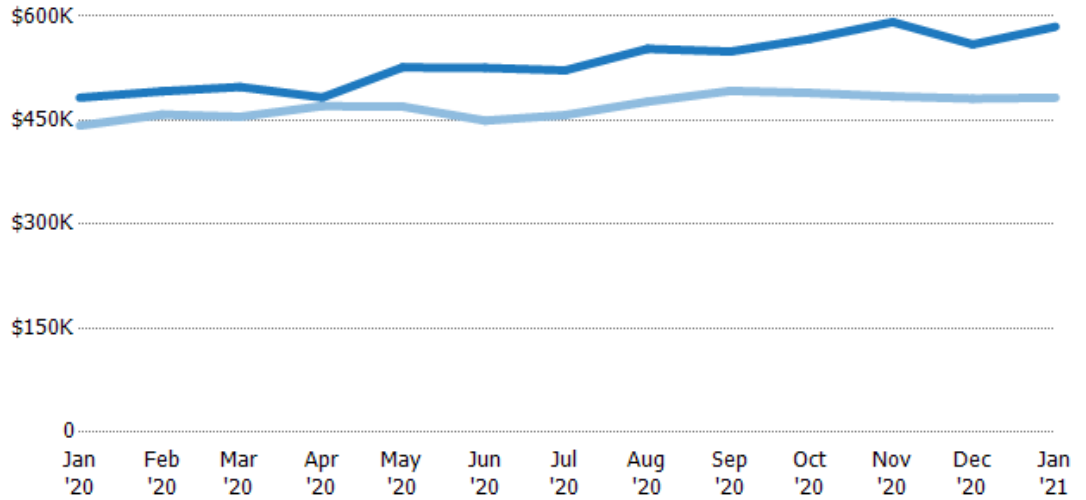
Average Listing Price

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.
Jan '21	\$585K	21.2%
Jan '20	\$483K	9.1%
Jan '19	\$442K	10.1%



Current Year	\$483K	\$492K	\$498K	\$483K	\$526K	\$526K	\$522K	\$553K	\$549K	\$567K	\$592K	\$559K	\$585K
Prior Year	\$442K	\$458K	\$455K	\$470K	\$470K	\$450K	\$457K	\$477K	\$492K	\$489K	\$484K	\$481K	\$483K
Percent Change from Prior Year	9%	7%	9%	3%	12%	17%	14%	16%	12%	16%	22%	16%	21%

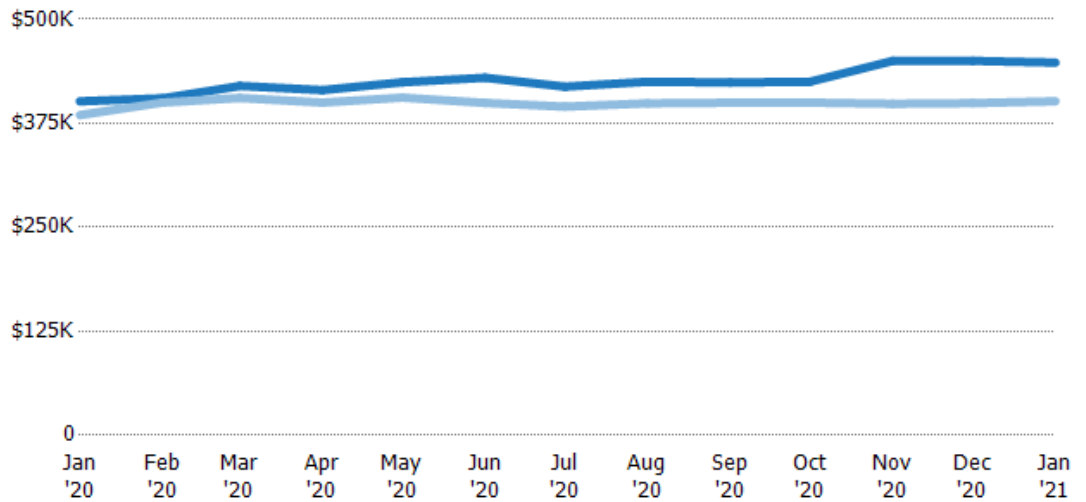
Median Listing Price

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.
Jan '21	\$448K	11.6%
Jan '20	\$401K	4.3%
Jan '19	\$385K	5.2%



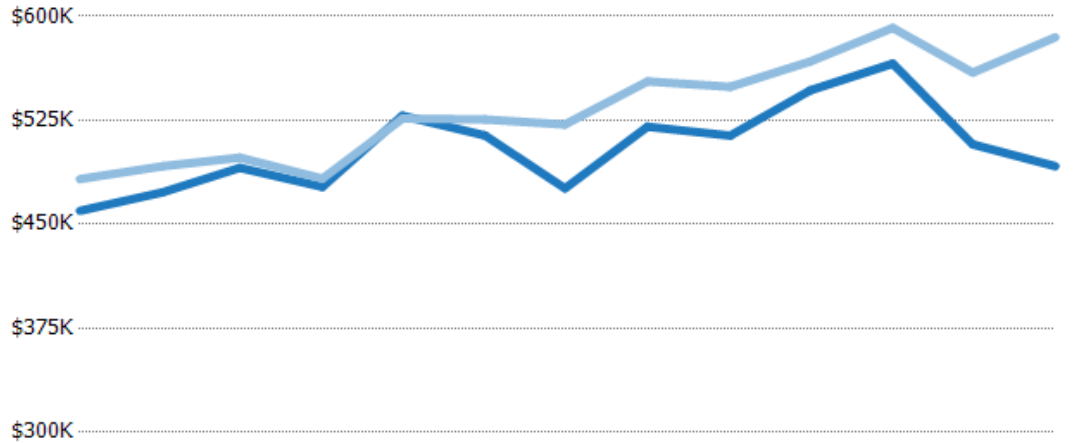
Current Year	\$401K	\$405K	\$420K	\$415K	\$424K	\$430K	\$419K	\$425K	\$424K	\$425K	\$450K	\$450K	\$448K
Prior Year	\$385K	\$400K	\$405K	\$400K	\$406K	\$400K	\$395K	\$399K	\$400K	\$400K	\$399K	\$399K	\$401K
Percent Change from Prior Year	4%	1%	4%	4%	5%	8%	6%	7%	6%	6%	13%	13%	12%

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



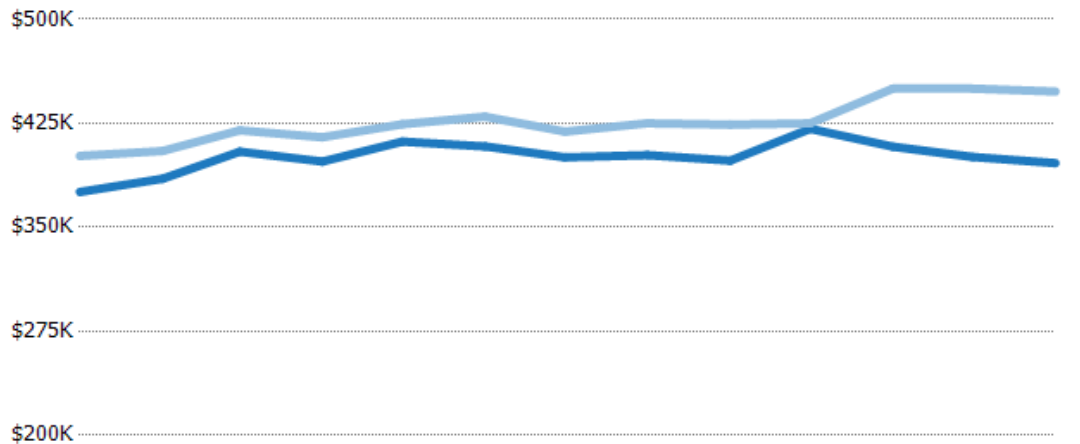
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$460K	\$473K	\$491K	\$477K	\$528K	\$514K	\$476K	\$520K	\$514K	\$547K	\$566K	\$508K	\$492K
Avg Listing Price	\$483K	\$492K	\$498K	\$483K	\$526K	\$526K	\$522K	\$553K	\$549K	\$567K	\$592K	\$559K	\$585K
Avg Listing Price as a % of Avg Est Value	105%	104%	101%	101%	100%	102%	110%	106%	107%	104%	105%	110%	119%

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



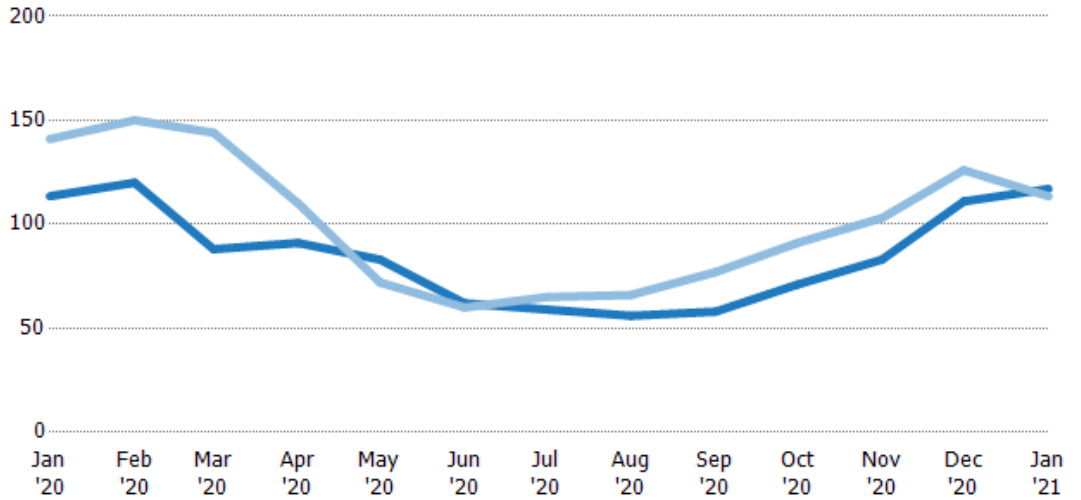
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$375K	\$385K	\$405K	\$397K	\$412K	\$408K	\$400K	\$402K	\$398K	\$421K	\$408K	\$401K	\$396K
Median Listing Price	\$401K	\$405K	\$420K	\$415K	\$424K	\$430K	\$419K	\$425K	\$424K	\$425K	\$450K	\$450K	\$448K
Med Listing Price as a % of Med Est Value	107%	105%	104%	104%	103%	105%	105%	106%	107%	101%	110%	112%	113%

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



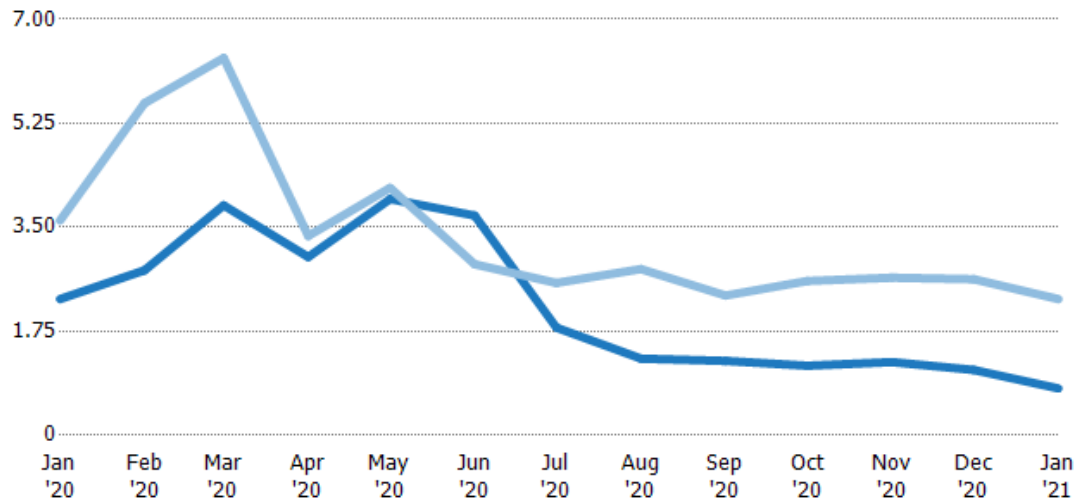
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	114	120	88	91	83	62	59	56	58	71	83	111	117
Prior Year	141	150	144	110	72	60	65	66	77	91	103	126	114
Percent Change from Prior Year	-20%	-20%	-39%	-17%	15%	3%	-9%	-15%	-25%	-22%	-19%	-12%	3%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	2.29	2.78	3.87	3	3.98	3.7	1.81	1.29	1.25	1.17	1.23	1.1	0.79
Prior Year	3.61	5.59	6.35	3.35	4.16	2.88	2.56	2.8	2.35	2.6	2.65	2.63	2.29
Percent Change from Prior Year	-37%	-50%	-39%	-11%	-5%	28%	-29%	-54%	-47%	-55%	-54%	-58%	-66%

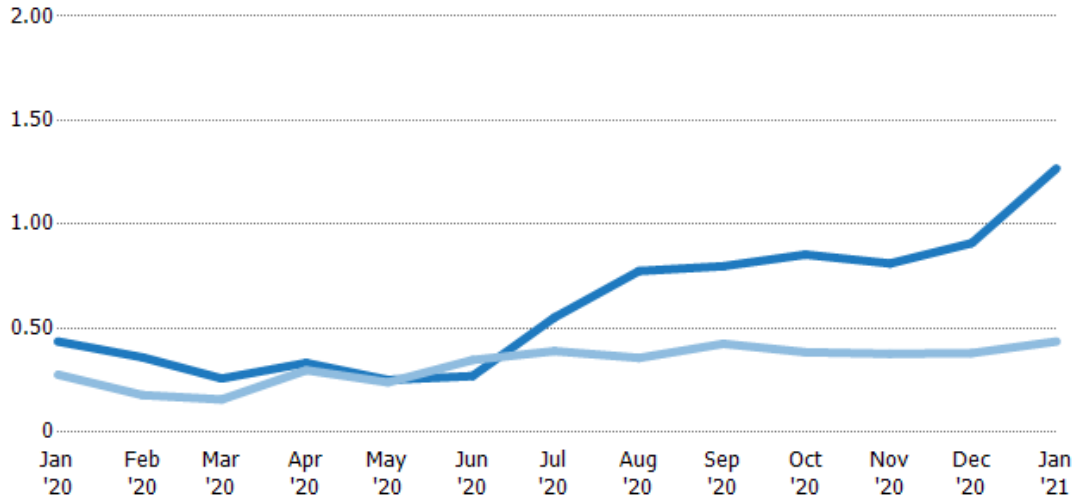
Absorption Rate

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.
Jan '21	127%	-83.2%
Jan '20	44%	-16%
Jan '19	28%	13.4%



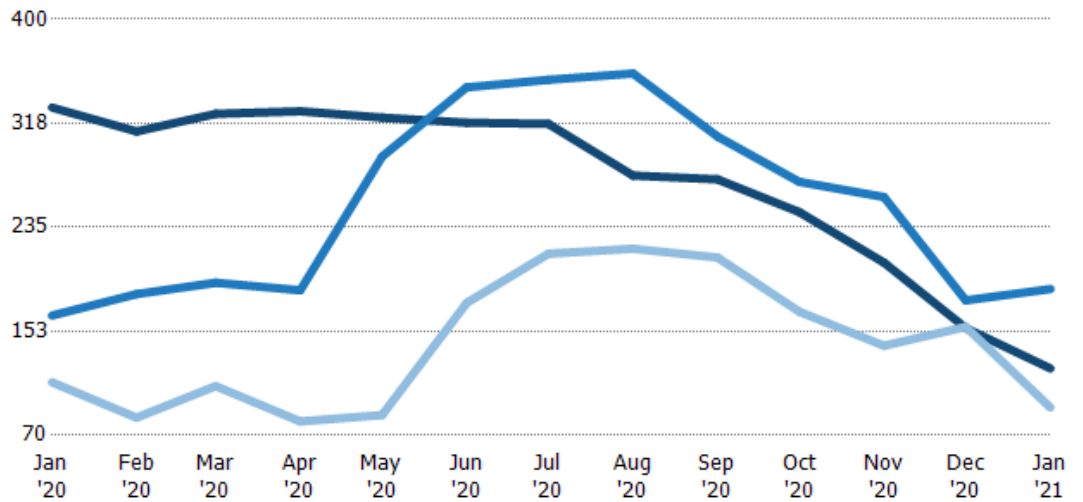
Current Year	44%	36%	26%	33%	25%	27%	55%	78%	80%	85%	81%	91%	127%
Prior Year	28%	18%	16%	30%	24%	35%	39%	36%	43%	39%	38%	38%	44%
Change from Prior Year	-16%	-18%	-10%	-4%	-1%	8%	-16%	-42%	-37%	-47%	-43%	-53%	-83%

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



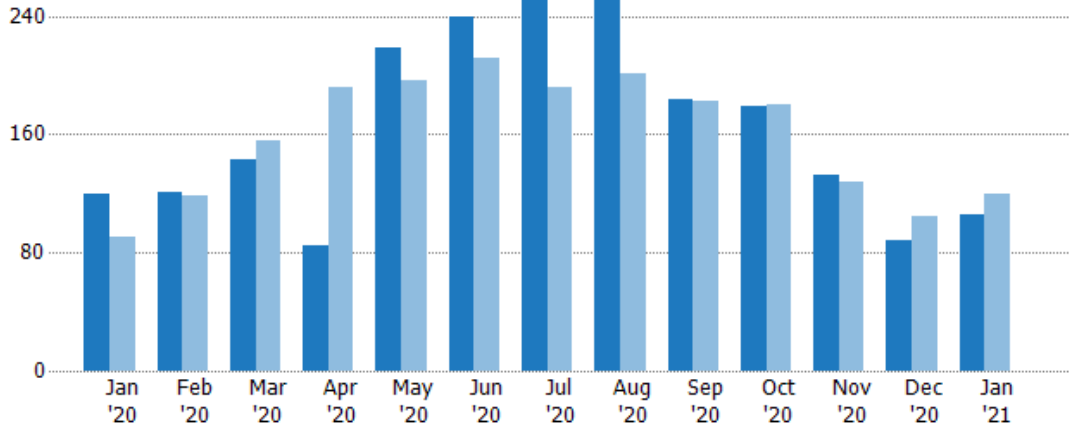
Active	330	311	325	327	322	318	317	276	273	247	207	155	123
Pending	165	182	191	185	291	346	352	357	307	271	259	177	186
Sold	112	84	109	81	86	175	214	218	211	168	141	156	92

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



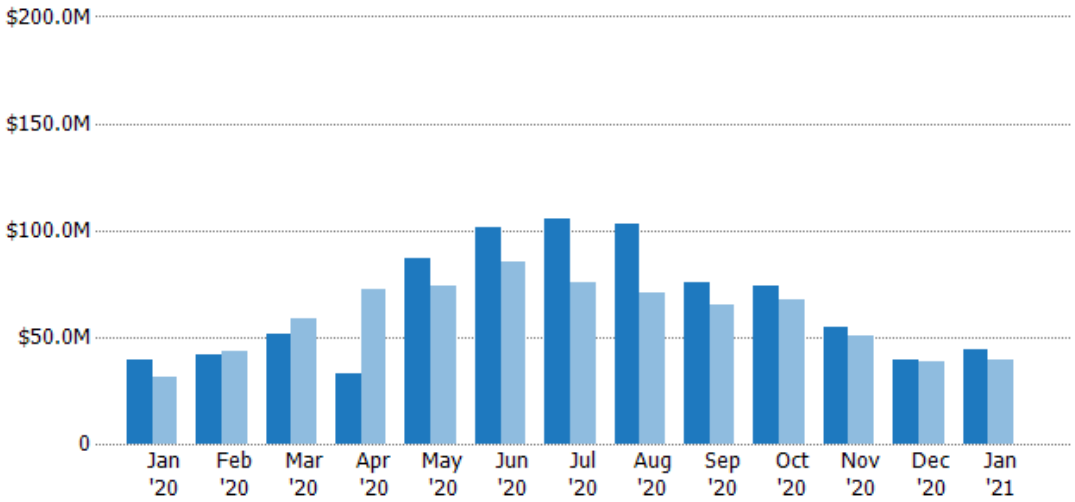
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	120	121	143	85	218	239	251	255	184	179	132	88	106
Prior Year	90	118	156	192	197	211	192	201	182	180	128	105	120
Percent Change from Prior Year	33%	3%	-8%	-56%	11%	13%	31%	27%	1%	-1%	3%	-16%	-12%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$39.3M	\$42M	\$51M	\$32.6M	\$87M	\$101M	\$105M	\$103M	\$75.7M	\$74.3M	\$54.9M	\$39.4M	\$44.3M
Prior Year	\$31.2M	\$43.4M	\$58.7M	\$72M	\$74.1M	\$85.6M	\$75.4M	\$70.5M	\$65.4M	\$67.1M	\$50.9M	\$38.8M	\$39.3M
Percent Change from Prior Year	26%	-3%	-13%	-55%	17%	18%	39%	46%	16%	11%	8%	1%	13%

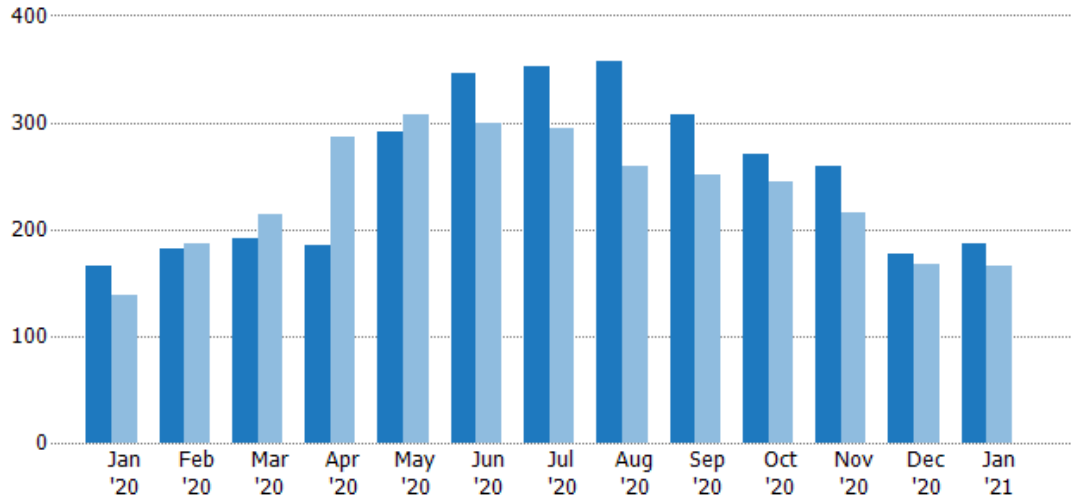
Pending Sales

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.
Jan '21	186	12.7%
Jan '20	165	19.6%
Jan '19	138	0.7%



Current Year	165	182	191	185	291	346	352	357	307	271	259	177	186
Prior Year	138	187	214	286	308	299	294	259	251	244	215	167	165
Percent Change from Prior Year	20%	-3%	-11%	-35%	-6%	16%	20%	38%	22%	11%	20%	6%	13%

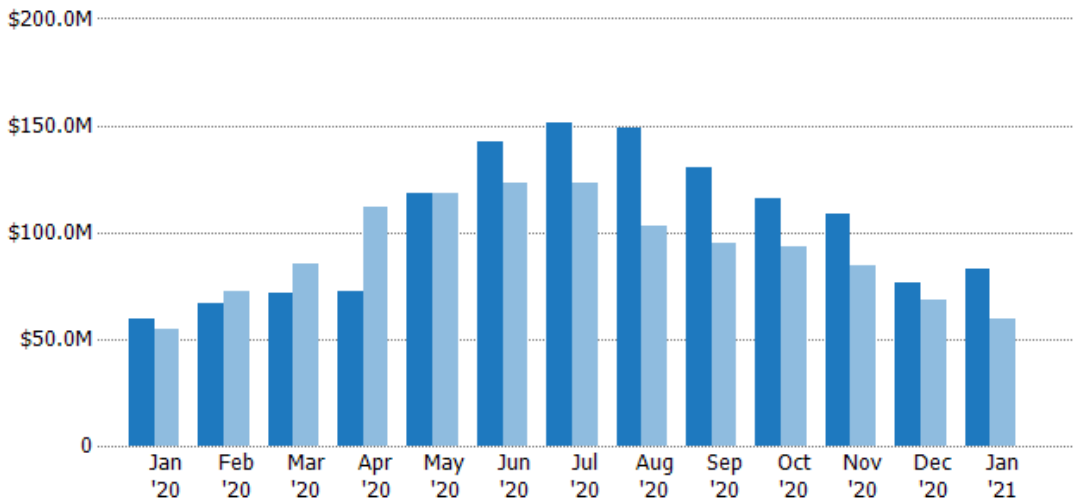
Pending Sales Volume

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.
Jan '21	\$83M	39.8%
Jan '20	\$59.4M	9.5%
Jan '19	\$54.2M	-13.3%



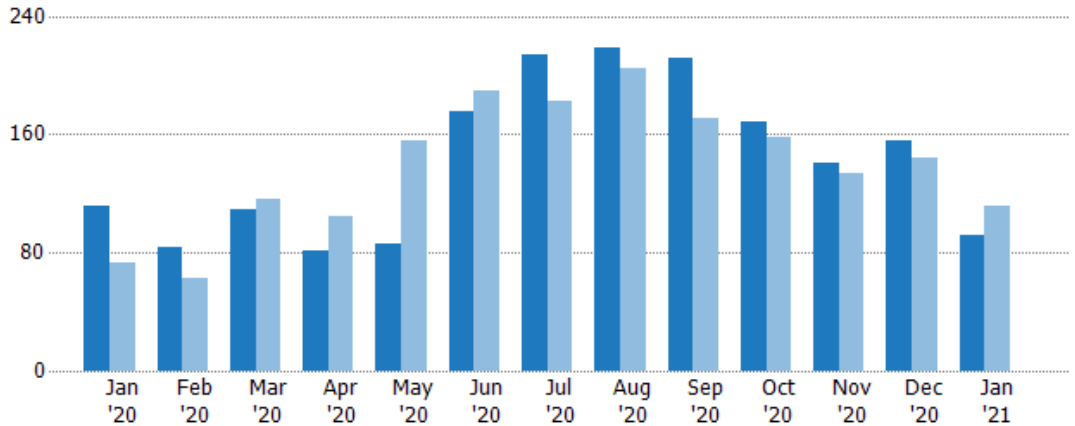
Current Year	\$59.4M	\$66.3M	\$71.5M	\$72.1M	\$118M	\$143M	\$152M	\$148M	\$130M	\$115M	\$109M	\$76.2M	\$83M
Prior Year	\$54.2M	\$72.4M	\$85.5M	\$112M	\$118M	\$123M	\$123M	\$103M	\$94.8M	\$93.3M	\$84.3M	\$68.4M	\$59.4M
Percent Change from Prior Year	9%	-8%	-16%	-36%	0%	16%	23%	45%	37%	24%	29%	11%	40%

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



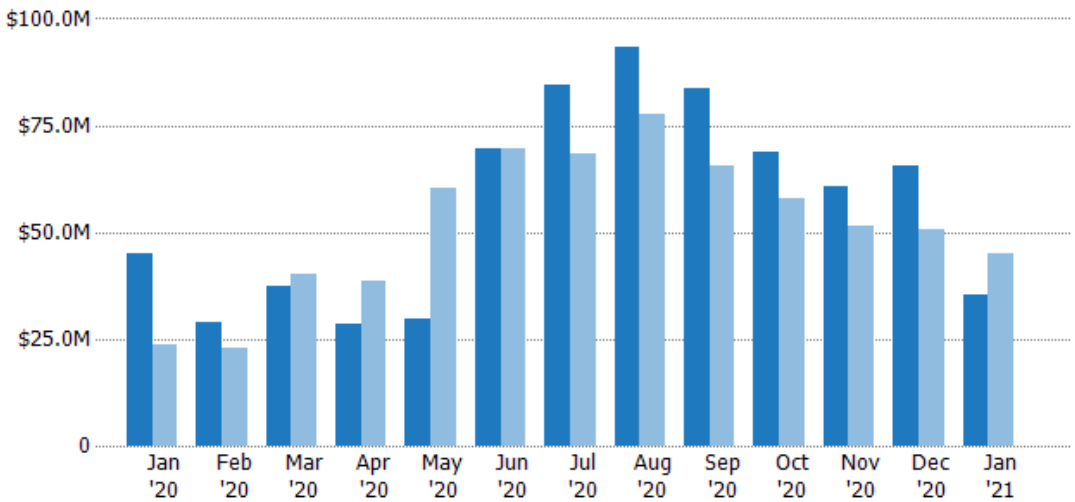
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	112	84	109	81	86	175	214	218	211	168	141	156	92
Prior Year	73	63	116	104	156	190	182	205	171	158	134	144	112
Percent Change from Prior Year	53%	33%	-6%	-22%	-45%	-8%	18%	6%	23%	6%	5%	8%	-18%

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



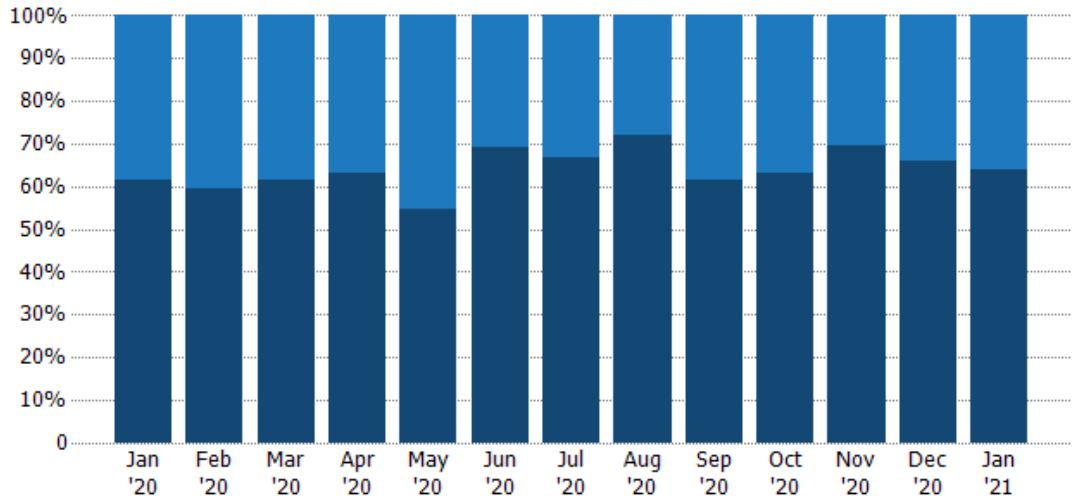
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$44.9M	\$29M	\$37.3M	\$28.5M	\$29.6M	\$69.8M	\$84.5M	\$93.4M	\$83.6M	\$68.7M	\$60.7M	\$65.7M	\$35.4M
Prior Year	\$23.8M	\$22.9M	\$40.2M	\$38.4M	\$60.3M	\$69.5M	\$68.3M	\$77.8M	\$65.5M	\$58.1M	\$51.6M	\$50.8M	\$44.9M
Percent Change from Prior Year	88%	27%	-7%	-26%	-51%	0%	24%	20%	28%	18%	18%	29%	-21%

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



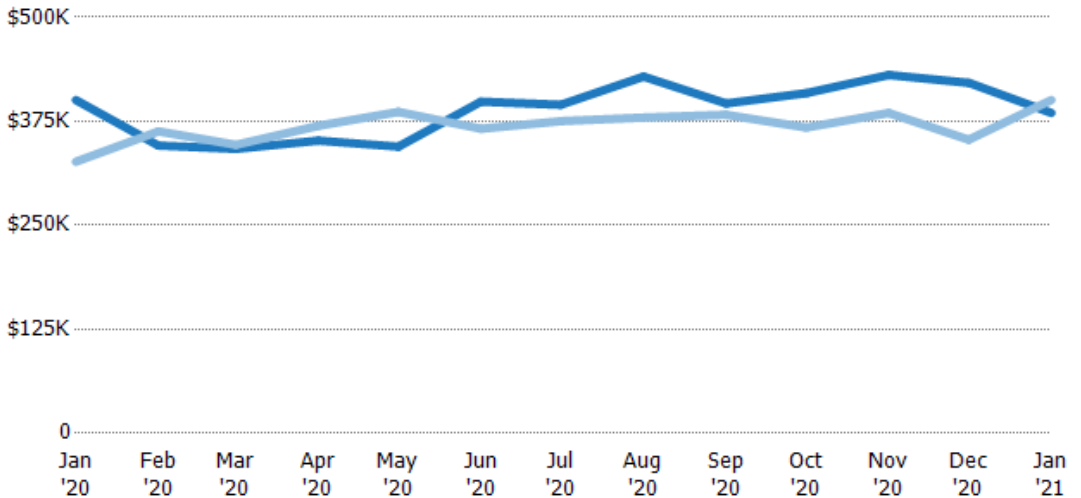
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	38%	40%	39%	37%	45%	31%	33%	28%	38%	37%	30%	34%	36%
Single Family Residence	62%	60%	61%	63%	55%	69%	67%	72%	62%	63%	70%	66%	64%

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.
Jan '21	\$385K	-3.9%
Jan '20	\$401K	22.7%
Jan '19	\$326K	-11.4%

Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$401K	\$346K	\$342K	\$352K	\$345K	\$399K	\$395K	\$429K	\$396K	\$409K	\$431K	\$421K	\$385K
Prior Year	\$326K	\$363K	\$347K	\$370K	\$386K	\$366K	\$375K	\$379K	\$383K	\$367K	\$385K	\$353K	\$401K
Percent Change from Prior Year	23%	-5%	-1%	-5%	-11%	9%	5%	13%	4%	11%	12%	19%	-4%

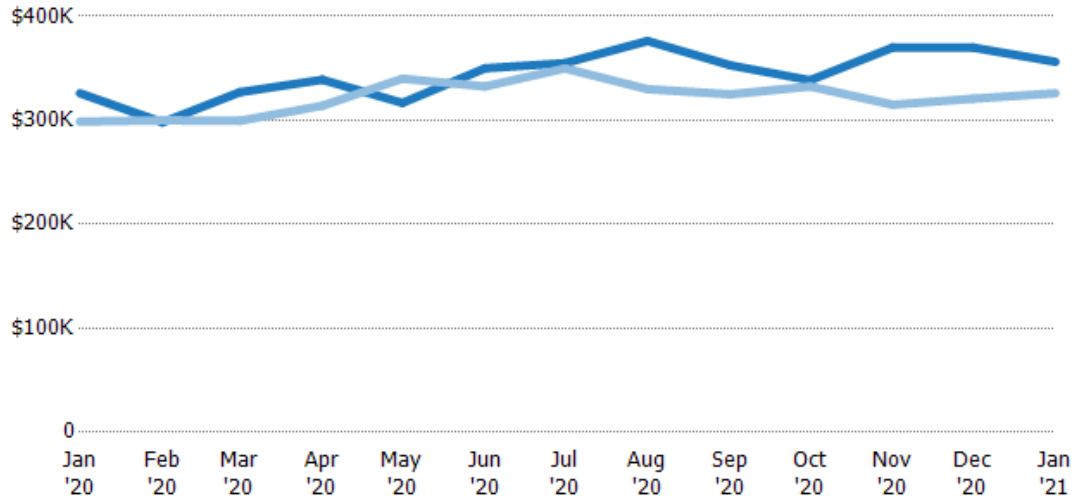
Median Sales Price

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.
Jan '21	\$356K	9.3%
Jan '20	\$326K	9.1%
Jan '19	\$299K	-10.4%



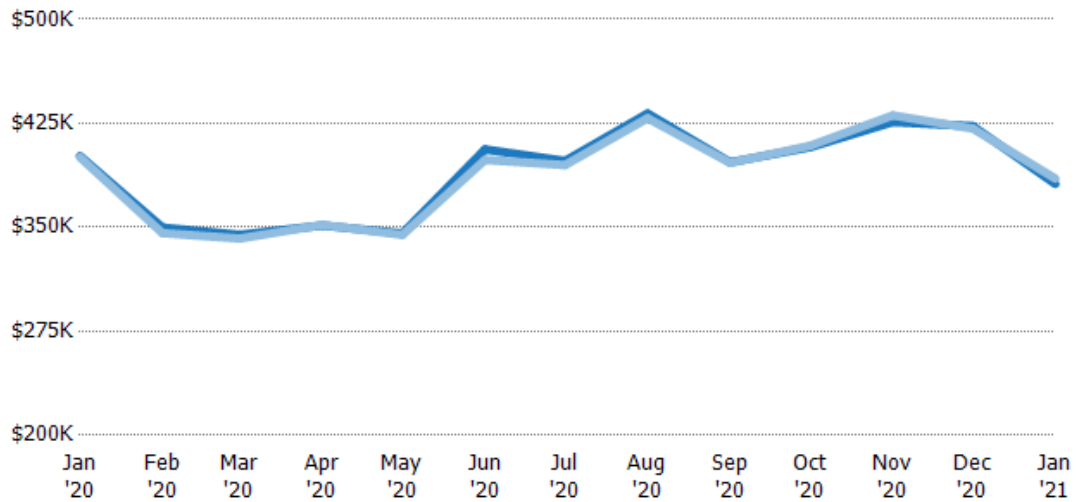
Current Year	\$326K	\$298K	\$327K	\$339K	\$317K	\$350K	\$355K	\$376K	\$353K	\$339K	\$370K	\$370K	\$356K
Prior Year	\$299K	\$300K	\$300K	\$314K	\$340K	\$333K	\$350K	\$330K	\$325K	\$333K	\$315K	\$321K	\$326K
Percent Change from Prior Year	9%	-1%	9%	8%	-7%	5%	1%	14%	9%	2%	17%	15%	9%

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



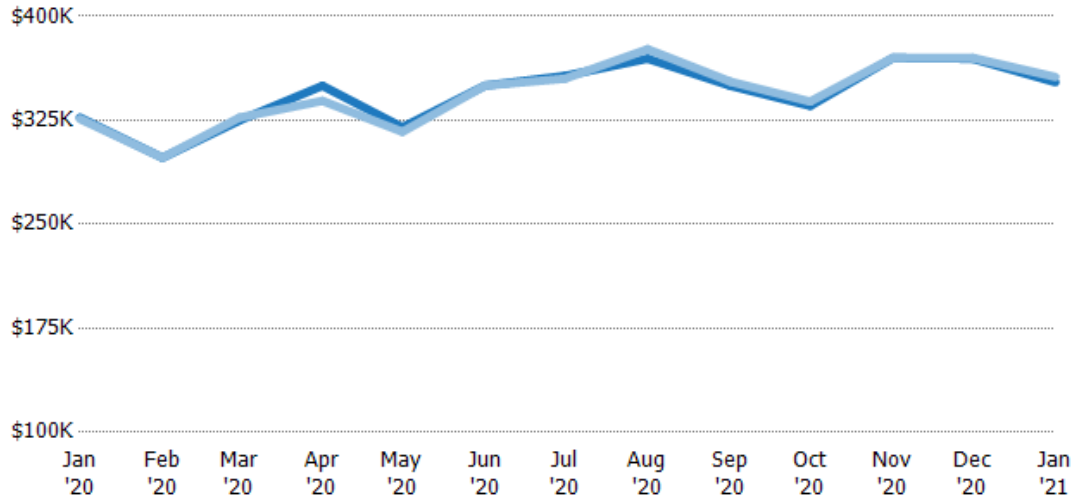
Avg List Price	\$401K	\$350K	\$345K	\$351K	\$346K	\$406K	\$398K	\$432K	\$397K	\$408K	\$426K	\$423K	\$381K
Avg Sales Price	\$401K	\$346K	\$342K	\$352K	\$345K	\$399K	\$395K	\$429K	\$396K	\$409K	\$431K	\$421K	\$385K
Avg Sales Price as a % of Avg List Price	100%	99%	99%	100%	100%	98%	99%	99%	100%	100%	101%	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



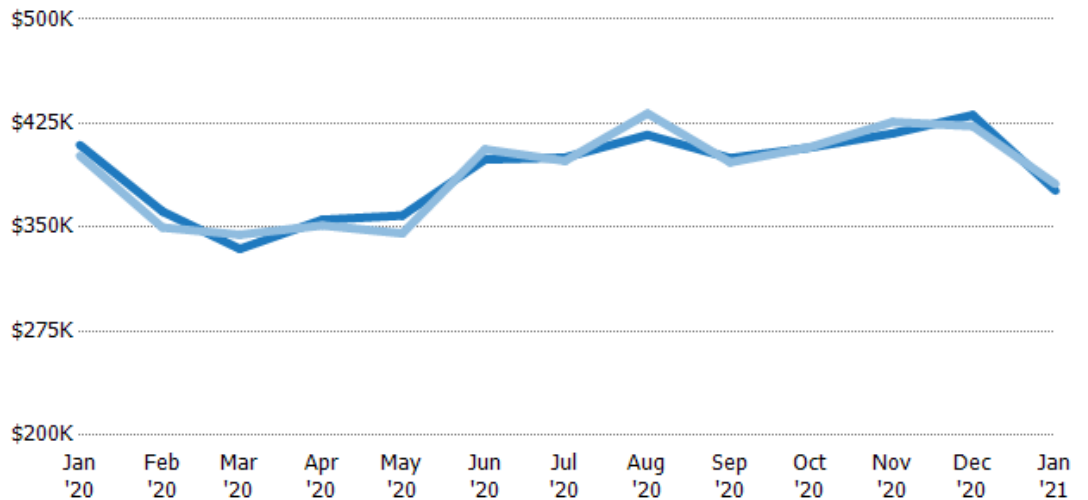
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$327K	\$298K	\$325K	\$350K	\$320K	\$350K	\$357K	\$369K	\$350K	\$335K	\$370K	\$369K	\$352K
Median Sales Price	\$326K	\$298K	\$327K	\$339K	\$317K	\$350K	\$355K	\$376K	\$353K	\$339K	\$370K	\$370K	\$356K
Med Sales Price as a % of Med List Price	100%	100%	101%	97%	99%	100%	99%	102%	101%	101%	100%	100%	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



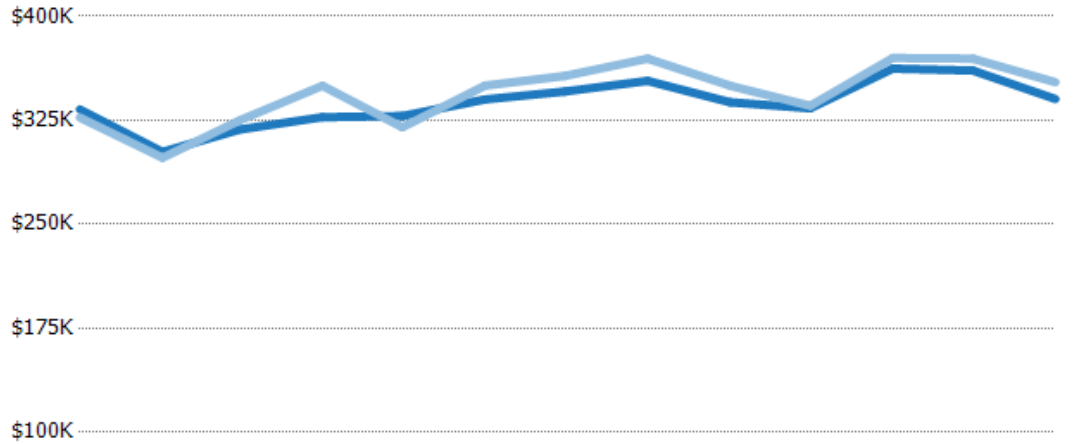
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$409K	\$361K	\$334K	\$355K	\$358K	\$399K	\$400K	\$417K	\$400K	\$407K	\$418K	\$431K	\$376K
Avg Sales Price	\$401K	\$350K	\$345K	\$351K	\$346K	\$406K	\$398K	\$432K	\$397K	\$408K	\$426K	\$423K	\$381K
Avg Sales Price as a % of Avg Est Value	98%	97%	103%	99%	96%	102%	99%	104%	99%	100%	102%	98%	101%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$333K	\$302K	\$318K	\$327K	\$328K	\$340K	\$346K	\$353K	\$338K	\$334K	\$362K	\$361K	\$340K
Median Sales Price	\$327K	\$298K	\$325K	\$350K	\$320K	\$350K	\$357K	\$369K	\$350K	\$335K	\$370K	\$369K	\$352K
Med Sales Price as a % of Med Est Value	98%	99%	102%	107%	98%	103%	103%	105%	104%	101%	102%	102%	104%