

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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	170	153	+11.1%	358	376	-4.8%
New Listing Volume	\$77,526,552	\$62,311,120	+24.4%	\$160,263,182	\$147,409,886	+8.7%
Active Listing Count	126	341	-63%	N/A	N/A	
Active Listing Volume	\$76,849,589	\$170,171,666	-54.8%	N/A	N/A	
Average Listing Price	\$609,917	\$499,037	+22.2%	\$600,591	\$490,598	+22.4%
Median Listing Price	\$482,311	\$419,900	+14.9%	\$460,128	\$408,302	+12.7%
Median Days in RPR	30.5	107	-71.5%	92.04	115.9	-20.6%
Months of Inventory	1.4	4.1	-64.3%	1.3	4	-68.8%
Absorption Rate	69.05%	24.63%	+44.4%	79.63%	24.88%	+54.8%
Sales Activity Charts Metrics						
New Pending Sales Count	150	142	+5.6%	375	383	-2.1%
New Pending Sales Volume	\$68,775,030	\$50,808,444	+35.4%	\$161,861,149	\$132,147,921	+22.5%
Pending Sales Count	245	191	+28.3%	N/A	N/A	
Pending Sales Volume	\$114,085,500	\$71,459,196	+59.7%	N/A	N/A	
Closed Sales Count	98	109	-10.1%	277	305	-9.2%
Closed Sales Volume	\$38,555,705	\$37,264,185	+3.5%	\$110,298,043	\$111,174,686	-0.8%
Average Sales Price	\$393,426	\$341,873	+15.1%	\$398,188	\$364,507	+9.2%
Median Sales Price	\$366,250	\$327,000	+12%	\$357,825	\$318,646	+12.3%

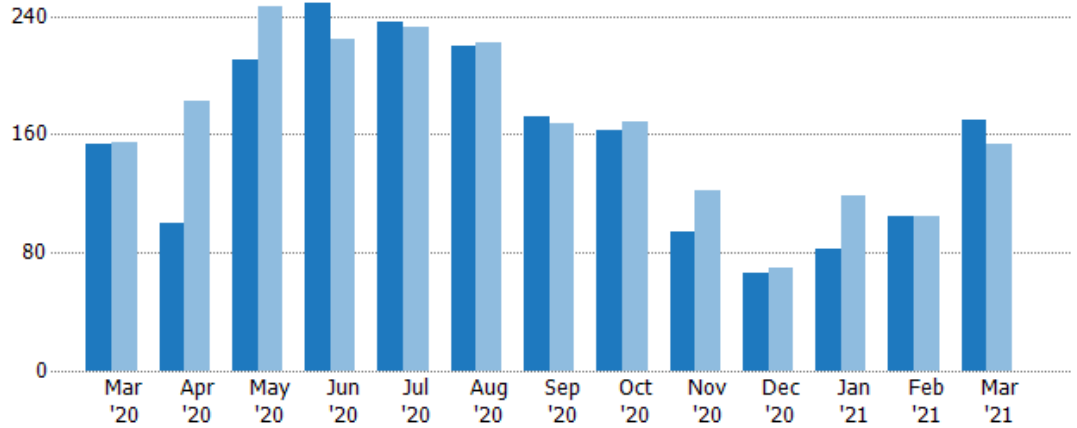
New Listings

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

Month/Year	Count	% Chg.
Mar '21	170	11.1%
Mar '20	153	-0.6%
Mar '19	154	14.3%



Current Year	153	100	210	249	236	220	172	163	94	66	83	105	170
Prior Year	154	183	246	224	232	222	167	168	122	70	119	104	153
Percent Change from Prior Year	-1%	-45%	-15%	11%	2%	-1%	3%	-3%	-23%	-6%	-30%	1%	11%

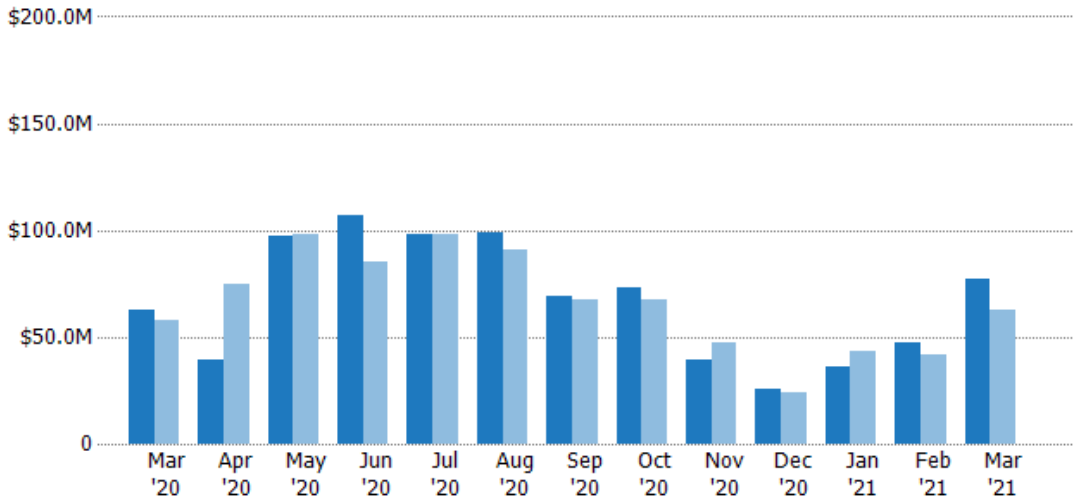
New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$77.5M	24.4%
Mar '20	\$62.3M	8.5%
Mar '19	\$57.4M	11.5%



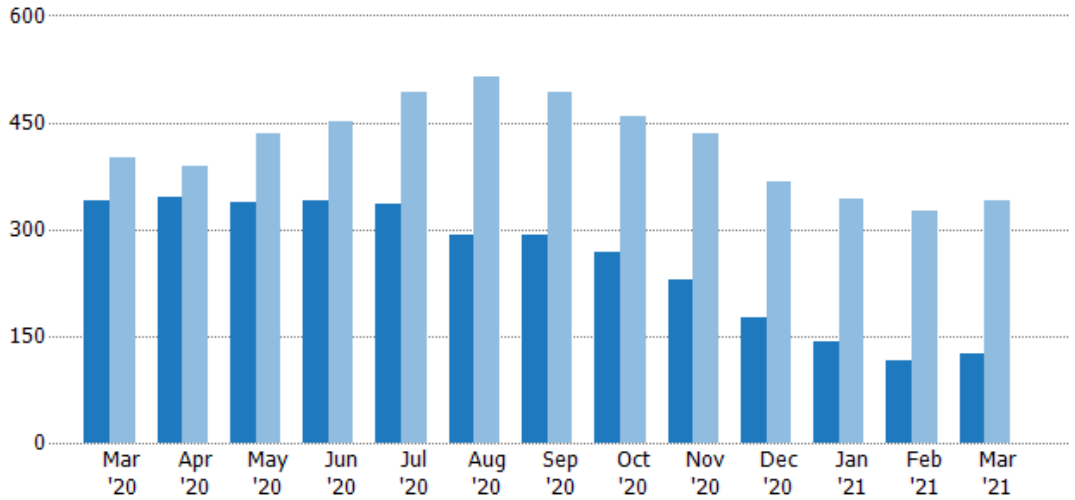
Current Year	\$62.3M	\$39.6M	\$96.9M	\$107M	\$97.9M	\$98.7M	\$69M	\$73.3M	\$39.6M	\$25.5M	\$35.7M	\$47M	\$77.5M
Prior Year	\$57.4M	\$75.1M	\$98.4M	\$85.2M	\$98.1M	\$90.7M	\$67.3M	\$67.3M	\$47.7M	\$23.7M	\$43.6M	\$41.5M	\$62.3M
Percent Change from Prior Year	8%	-47%	-2%	25%	0%	9%	3%	9%	-17%	8%	-18%	13%	24%

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



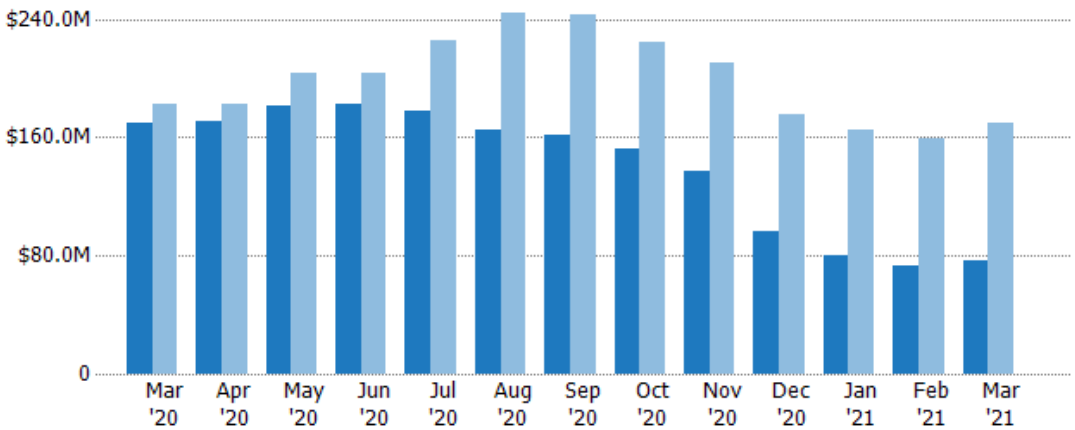
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	341	344	337	340	335	292	291	267	230	176	141	116	126
Prior Year	401	389	435	452	493	514	492	458	434	366	343	325	341
Percent Change from Prior Year	-15%	-12%	-23%	-25%	-32%	-43%	-41%	-42%	-47%	-52%	-59%	-64%	-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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$170M	\$171M	\$181M	\$182M	\$178M	\$165M	\$162M	\$153M	\$137M	\$96.3M	\$80.6M	\$72.6M	\$76.8M
Prior Year	\$182M	\$183M	\$204M	\$203M	\$225M	\$244M	\$243M	\$224M	\$210M	\$176M	\$165M	\$159M	\$170M
Percent Change from Prior Year	-7%	-6%	-11%	-10%	-21%	-33%	-33%	-32%	-35%	-45%	-51%	-54%	-55%

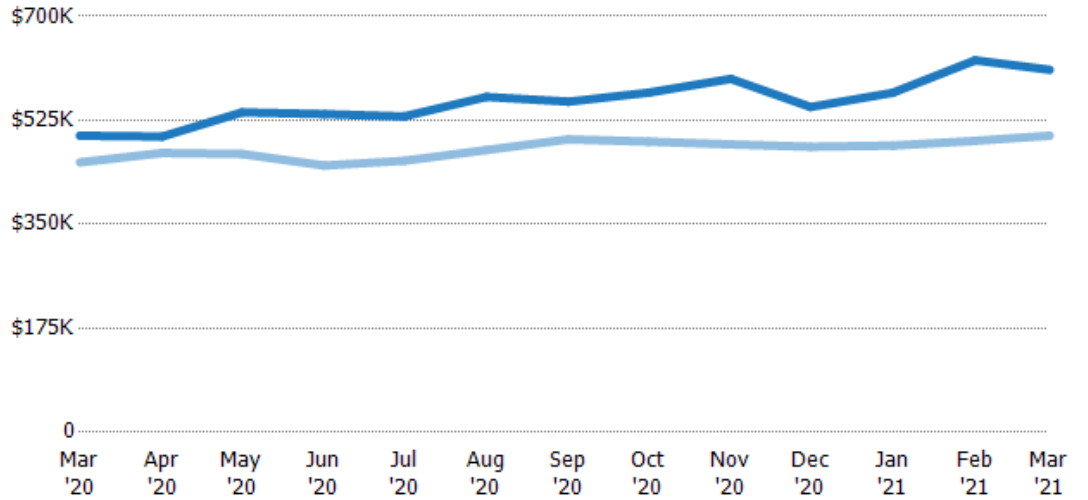
Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$610K	22.2%
Mar '20	\$499K	9.9%
Mar '19	\$454K	7.7%



Current Year	\$499K	\$498K	\$538K	\$535K	\$531K	\$564K	\$556K	\$572K	\$595K	\$547K	\$571K	\$626K	\$610K
Prior Year	\$454K	\$470K	\$468K	\$449K	\$457K	\$475K	\$493K	\$489K	\$484K	\$480K	\$482K	\$490K	\$499K
Percent Change from Prior Year	10%	6%	15%	19%	16%	19%	13%	17%	23%	14%	18%	28%	22%

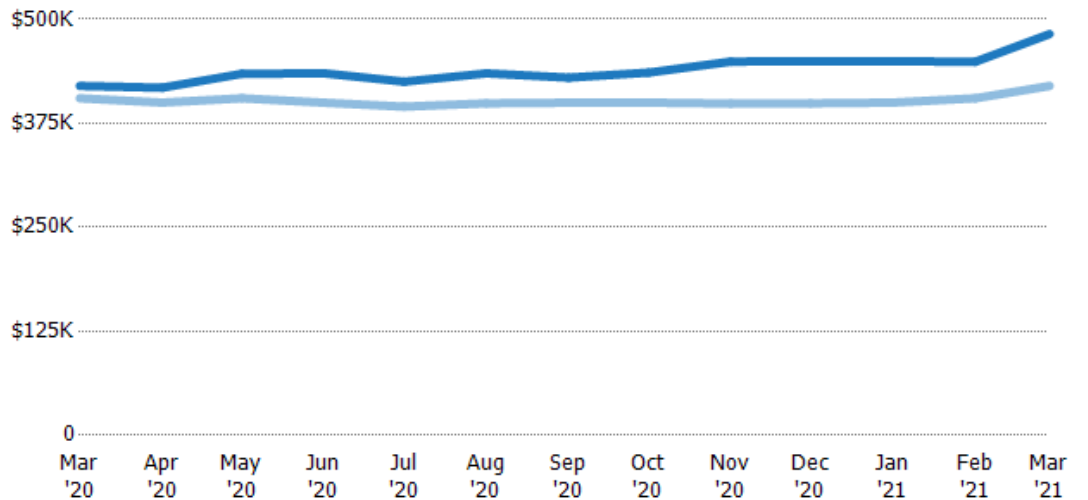
Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$482K	14.9%
Mar '20	\$420K	3.7%
Mar '19	\$405K	-1.5%



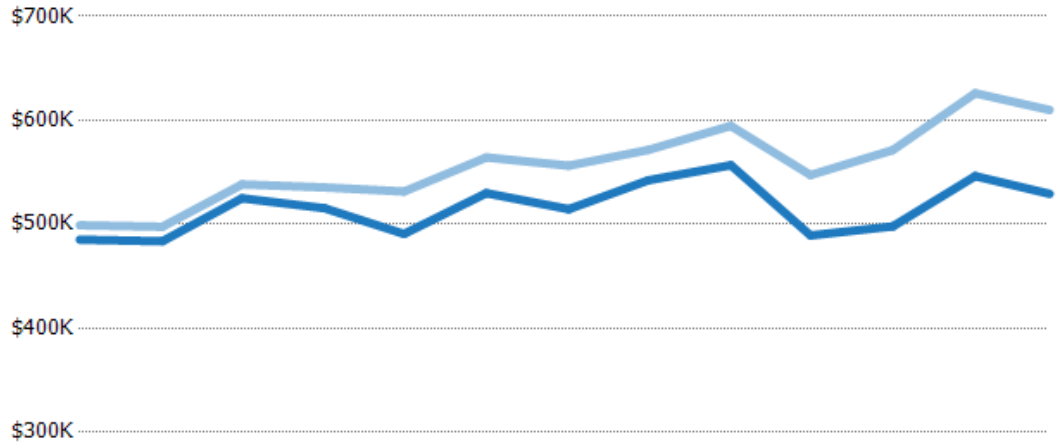
Current Year	\$420K	\$418K	\$435K	\$435K	\$425K	\$435K	\$430K	\$436K	\$449K	\$450K	\$450K	\$449K	\$482K
Prior Year	\$405K	\$400K	\$405K	\$400K	\$395K	\$399K	\$400K	\$400K	\$399K	\$399K	\$400K	\$405K	\$420K
Percent Change from Prior Year	4%	4%	7%	9%	8%	9%	8%	9%	13%	13%	12%	11%	15%

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



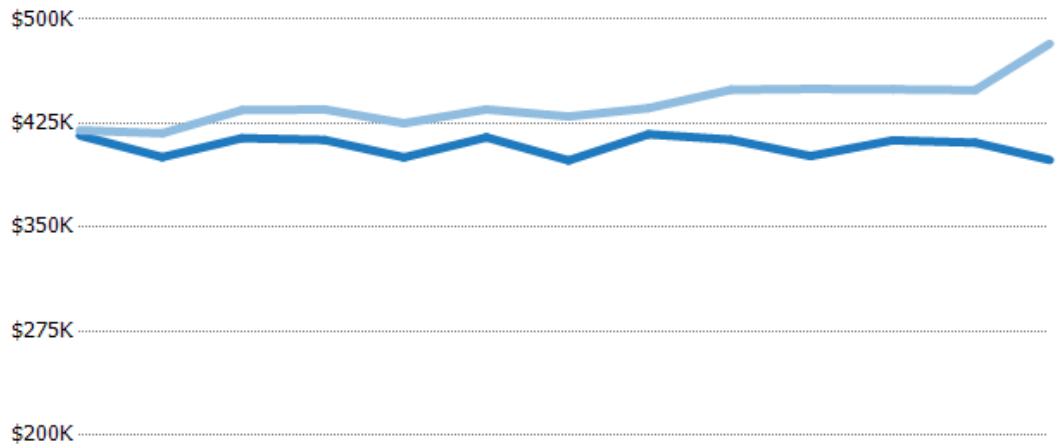
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$485K	\$484K	\$525K	\$515K	\$491K	\$530K	\$514K	\$542K	\$557K	\$489K	\$498K	\$546K	\$529K
Avg Listing Price	\$499K	\$498K	\$538K	\$535K	\$531K	\$564K	\$556K	\$572K	\$595K	\$547K	\$571K	\$626K	\$610K
Avg Listing Price as a % of Avg Est Value	103%	103%	103%	104%	108%	106%	108%	105%	107%	112%	115%	115%	115%

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



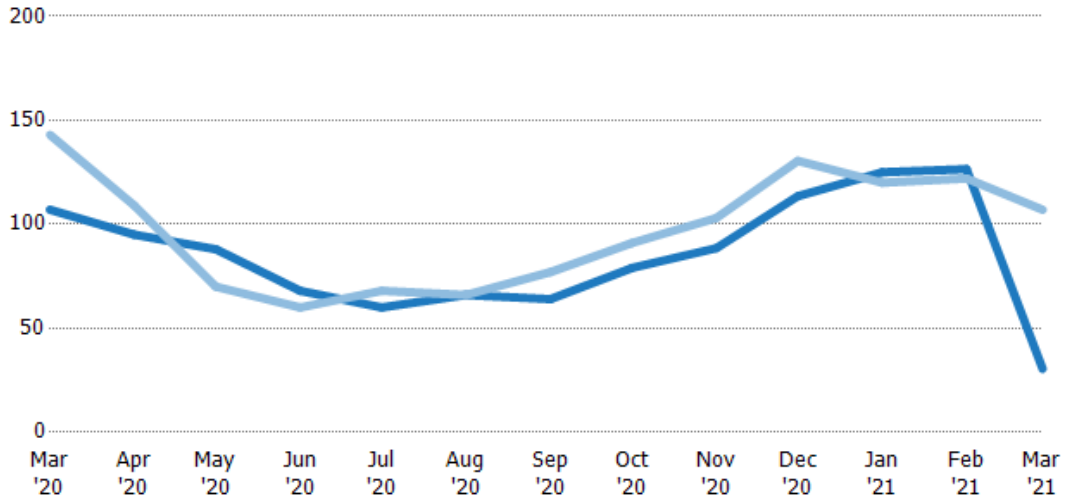
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$416K	\$401K	\$414K	\$413K	\$400K	\$415K	\$398K	\$417K	\$413K	\$401K	\$413K	\$411K	\$399K
Median Listing Price	\$420K	\$418K	\$435K	\$435K	\$425K	\$435K	\$430K	\$436K	\$449K	\$450K	\$450K	\$449K	\$482K
Med Listing Price as a % of Med Est Value	101%	104%	105%	105%	106%	105%	108%	105%	109%	112%	109%	109%	121%

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



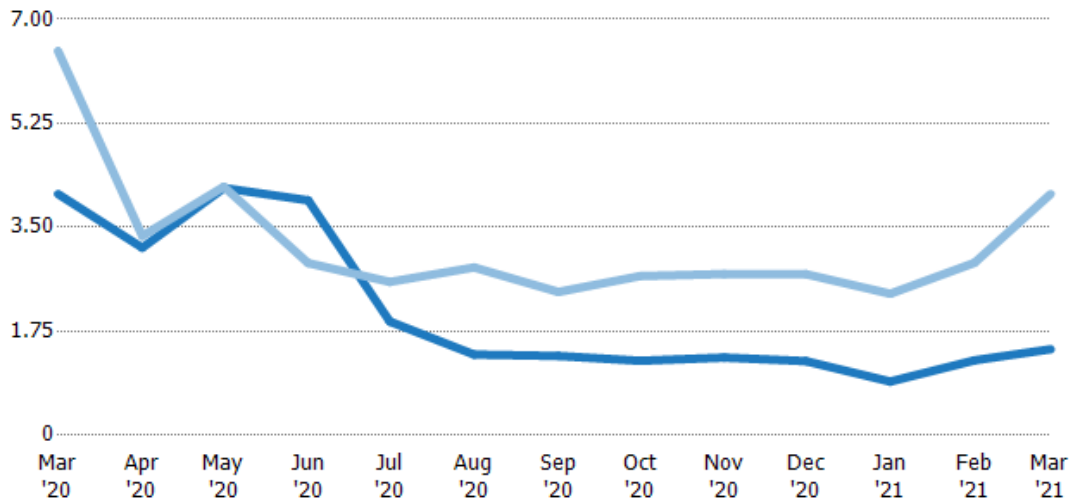
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	107	95	88	68	60	66	64	79	88.5	114	125	127	30.5
Prior Year	143	109	70	60	68	66	77	91	103	131	120	122	107
Percent Change from Prior Year	-25%	-13%	26%	13%	-12%	0%	-17%	-13%	-14%	-13%	4%	4%	-71%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	4.06	3.16	4.16	3.95	1.91	1.36	1.33	1.25	1.31	1.25	0.9	1.26	1.45
Prior Year	6.47	3.35	4.18	2.9	2.58	2.82	2.41	2.68	2.71	2.71	2.38	2.9	4.06
Percent Change from Prior Year	-37%	-6%	-1%	36%	-26%	-52%	-45%	-53%	-52%	-54%	-62%	-57%	-64%

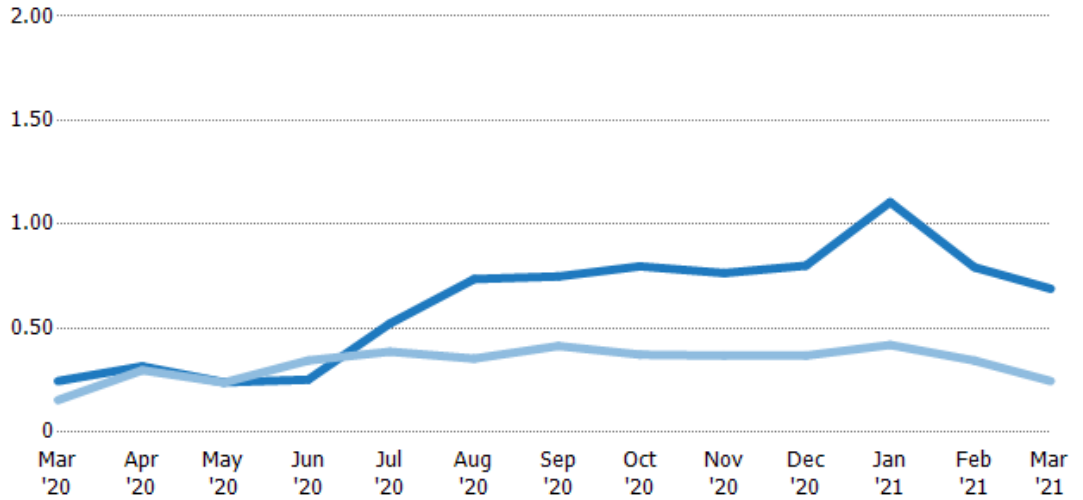
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Chittenden County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Mar '21	69%	-44.4%
Mar '20	25%	-9.2%
Mar '19	15%	23.7%



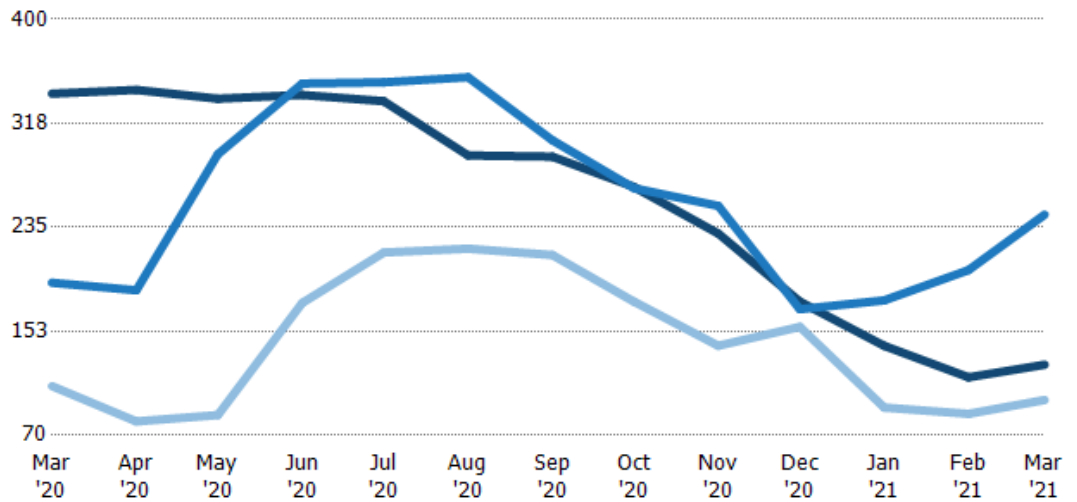
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	25%	32%	24%	25%	52%	74%	75%	80%	77%	80%	111%	79%	69%
Prior Year	15%	30%	24%	35%	39%	35%	41%	37%	37%	37%	42%	34%	25%
Change from Prior Year	-9%	-2%	0%	9%	-13%	-38%	-33%	-42%	-40%	-43%	-69%	-45%	-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



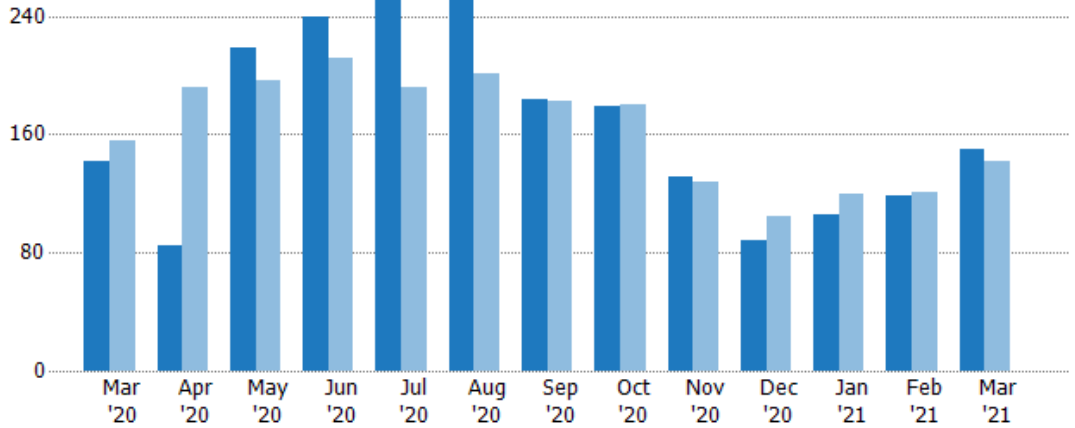
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	341	344	337	340	335	292	291	267	230	176	141	116	126
Pending	191	185	293	349	350	354	304	266	252	170	177	201	245
Sold	109	81	86	175	215	218	213	176	141	156	92	87	98

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



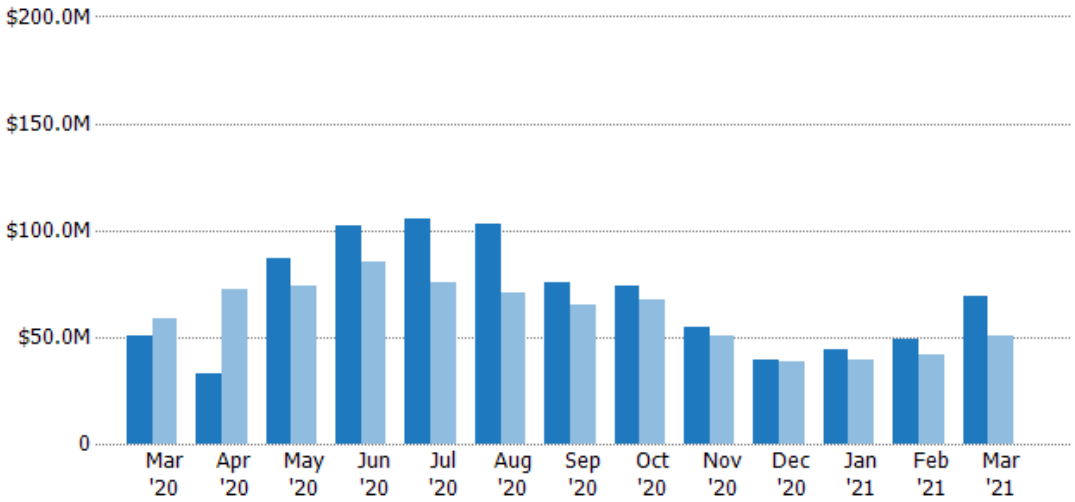
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	142	85	218	240	251	255	184	179	131	88	106	119	150
Prior Year	156	192	197	211	192	201	182	180	128	105	120	121	142
Percent Change from Prior Year	-9%	-56%	11%	14%	31%	27%	1%	-1%	2%	-16%	-12%	-2%	6%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$50.8M	\$32.6M	\$87M	\$102M	\$105M	\$103M	\$75.7M	\$74.3M	\$54.3M	\$39.4M	\$44.3M	\$48.8M	\$68.8M
Prior Year	\$58.7M	\$72M	\$74.1M	\$85.6M	\$75.4M	\$70.5M	\$65.4M	\$67.1M	\$50.9M	\$38.8M	\$39.3M	\$42M	\$50.8M
Percent Change from Prior Year	-13%	-55%	17%	19%	39%	46%	16%	11%	7%	1%	13%	16%	35%

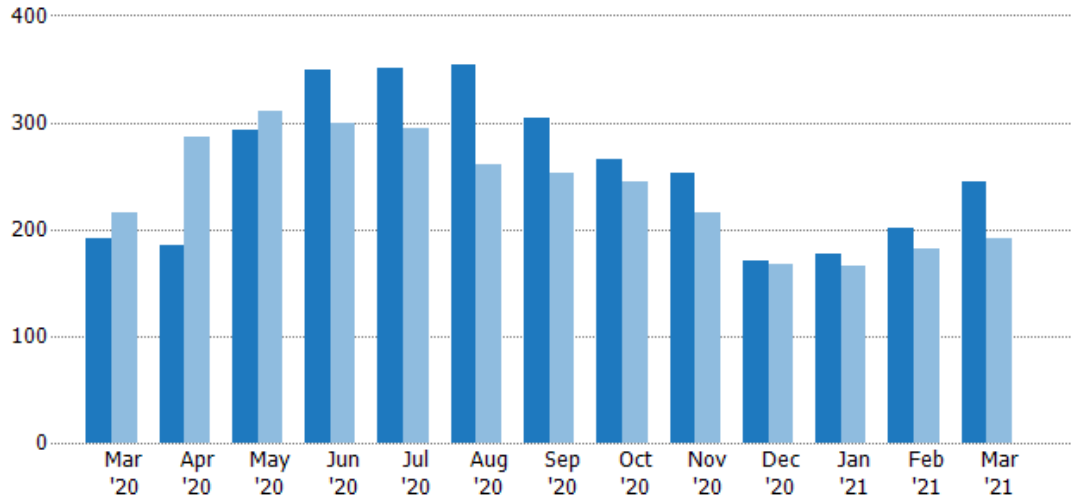
Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	245	28.3%
Mar '20	191	-11.2%
Mar '19	215	0.9%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	191	185	293	349	350	354	304	266	252	170	177	201	245
Prior Year	215	286	310	300	294	260	252	245	215	167	165	182	191
Percent Change from Prior Year	-11%	-35%	-5%	16%	19%	36%	21%	9%	17%	2%	7%	10%	28%

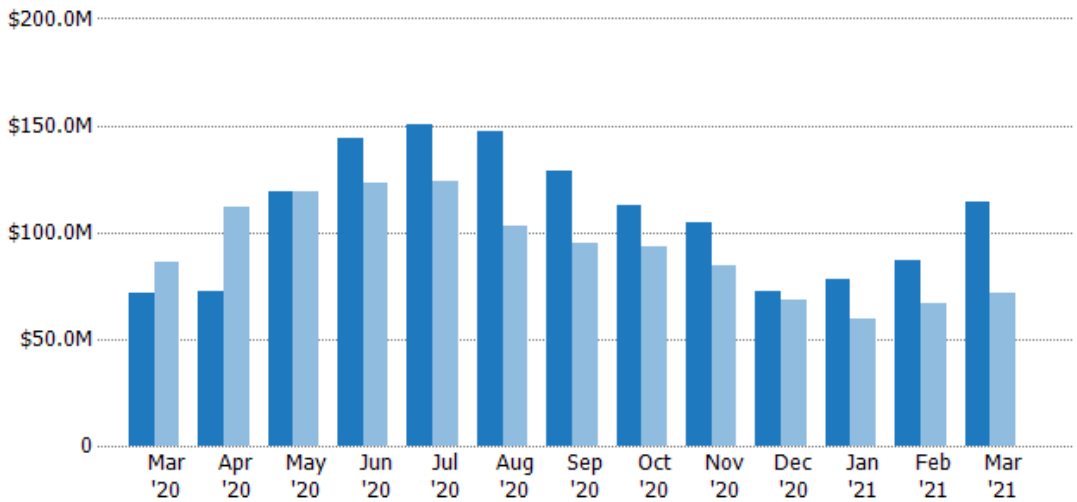
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$114M	59.7%
Mar '20	\$71.5M	-16.9%
Mar '19	\$86M	-10.9%



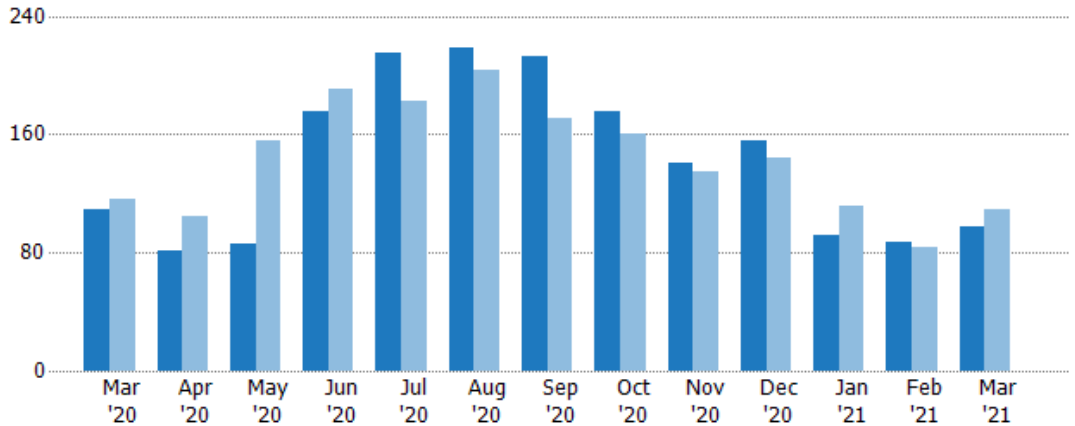
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$71.5M	\$72.1M	\$119M	\$144M	\$151M	\$147M	\$129M	\$112M	\$105M	\$72.2M	\$77.6M	\$87.1M	\$114M
Prior Year	\$86M	\$112M	\$119M	\$123M	\$124M	\$103M	\$95.1M	\$93.5M	\$84.3M	\$68.4M	\$59.4M	\$66.3M	\$71.5M
Percent Change from Prior Year	-17%	-36%	0%	17%	22%	43%	35%	20%	24%	6%	31%	31%	60%

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



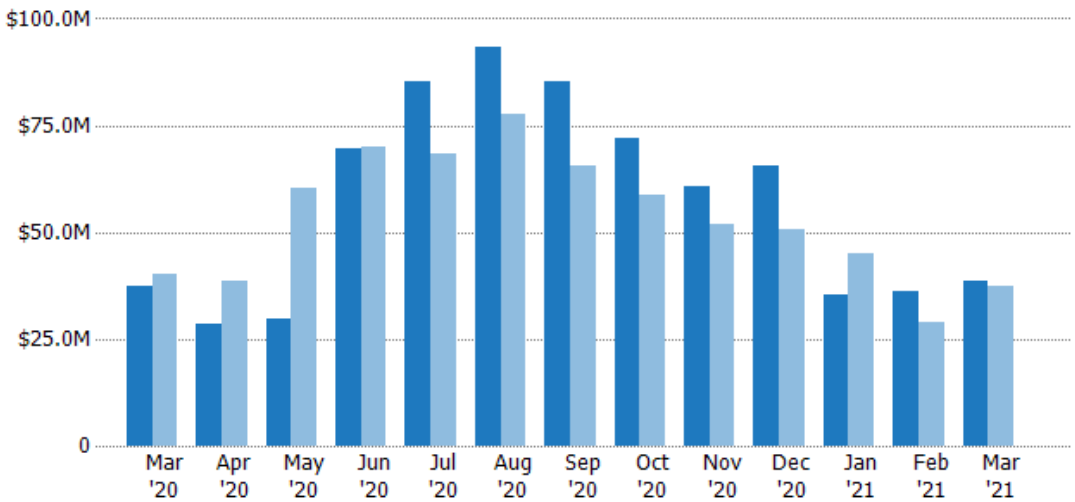
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	109	81	86	175	215	218	213	176	141	156	92	87	98
Prior Year	116	104	156	191	182	204	171	160	135	144	112	84	109
Percent Change from Prior Year	-6%	-22%	-45%	-8%	18%	7%	25%	10%	4%	8%	-18%	4%	-10%

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



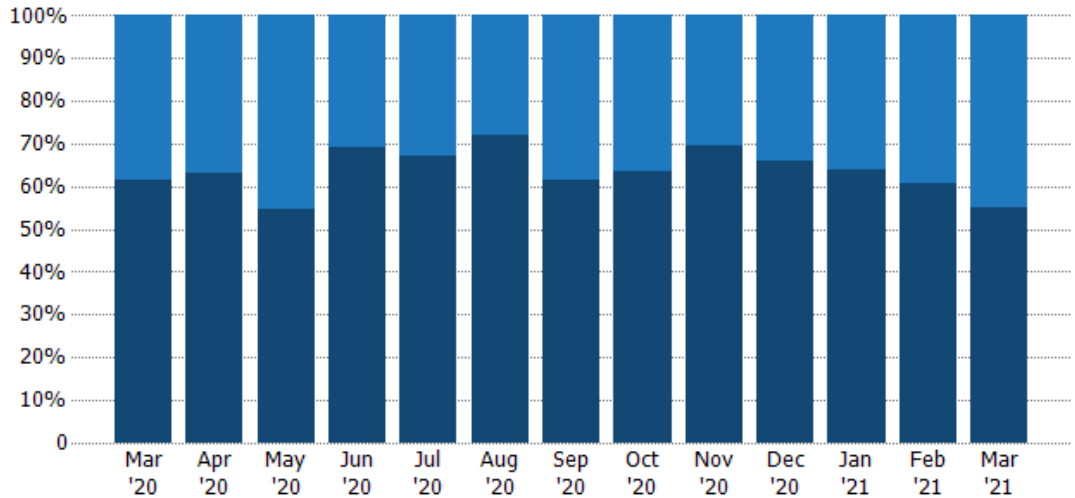
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$37.3M	\$28.5M	\$29.6M	\$69.8M	\$85.2M	\$93.4M	\$85.2M	\$72M	\$60.7M	\$65.7M	\$35.4M	\$36.3M	\$38.6M
Prior Year	\$40.2M	\$38.4M	\$60.3M	\$69.9M	\$68.3M	\$77.5M	\$65.5M	\$58.7M	\$51.8M	\$50.8M	\$44.9M	\$29M	\$37.3M
Percent Change from Prior Year	-7%	-26%	-51%	0%	25%	21%	30%	23%	17%	29%	-21%	25%	3%

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



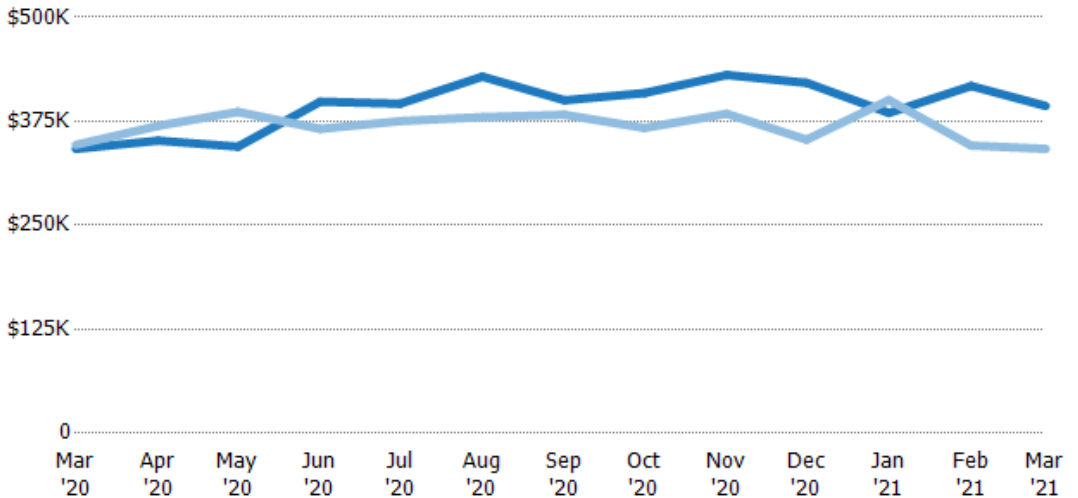
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	39%	37%	45%	31%	33%	28%	38%	36%	30%	34%	36%	39%	45%
Single Family Residence	61%	63%	55%	69%	67%	72%	62%	64%	70%	66%	64%	61%	55%

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



Month/Year	Price	% Chg.
Mar '21	\$393K	15.1%
Mar '20	\$342K	-1.4%
Mar '19	\$347K	-6.9%

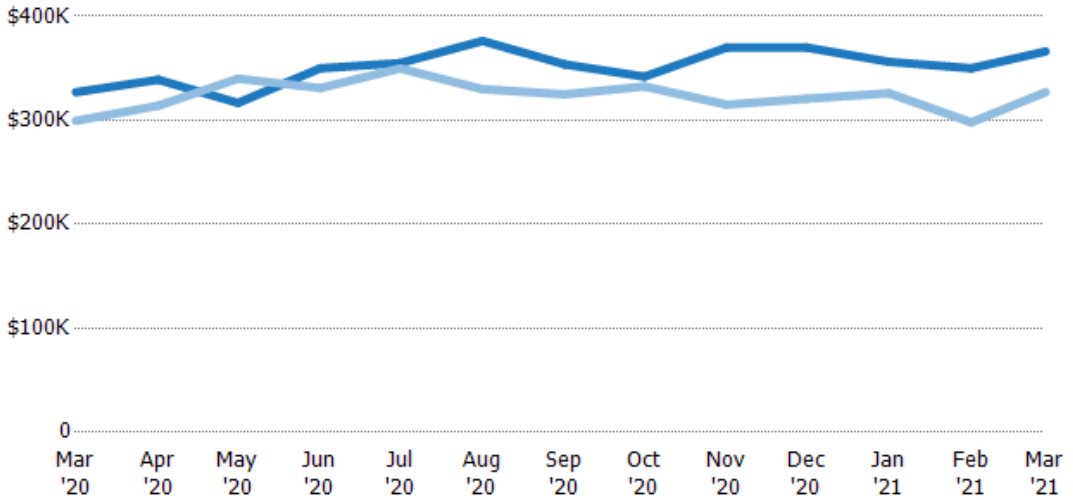
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$342K	\$352K	\$345K	\$399K	\$396K	\$429K	\$400K	\$409K	\$431K	\$421K	\$385K	\$417K	\$393K
Prior Year	\$347K	\$370K	\$386K	\$366K	\$375K	\$380K	\$383K	\$367K	\$384K	\$353K	\$401K	\$346K	\$342K
Percent Change from Prior Year	-1%	-5%	-11%	9%	6%	13%	5%	11%	12%	19%	-4%	21%	15%

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



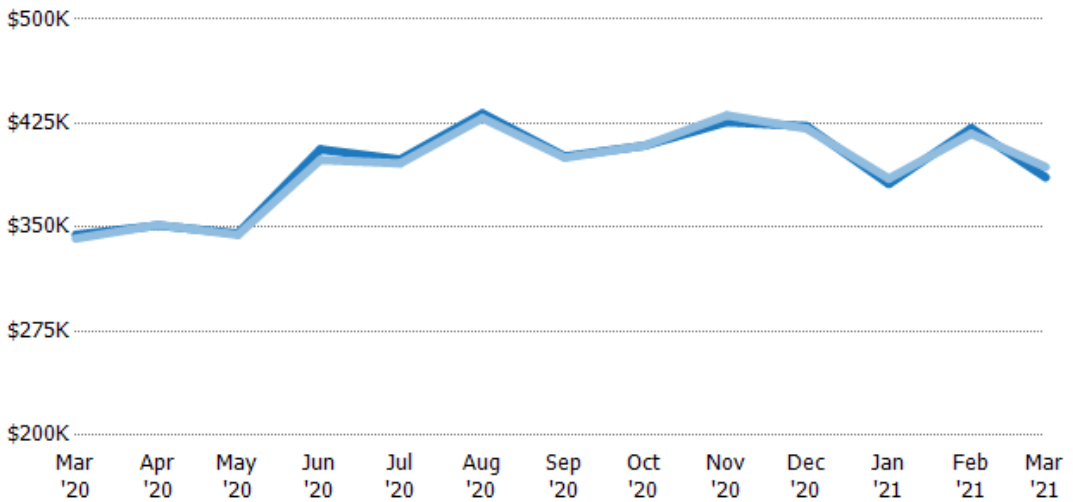
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$327K	\$339K	\$317K	\$350K	\$355K	\$376K	\$354K	\$342K	\$370K	\$370K	\$356K	\$350K	\$366K
Prior Year	\$300K	\$314K	\$340K	\$331K	\$350K	\$330K	\$325K	\$333K	\$315K	\$321K	\$326K	\$298K	\$327K
Percent Change from Prior Year	9%	8%	-7%	6%	1%	14%	9%	3%	17%	15%	9%	17%	12%

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



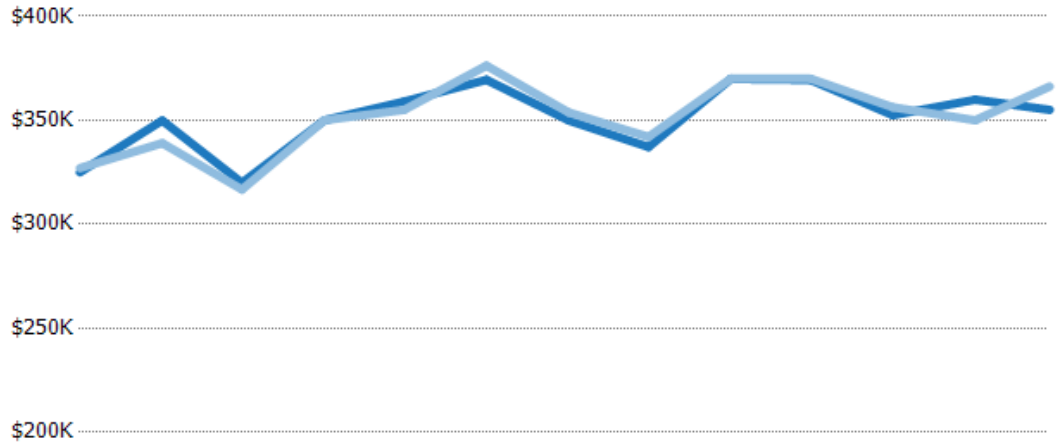
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg List Price	\$345K	\$351K	\$346K	\$406K	\$399K	\$432K	\$401K	\$409K	\$426K	\$423K	\$381K	\$421K	\$386K
Avg Sales Price	\$342K	\$352K	\$345K	\$399K	\$396K	\$429K	\$400K	\$409K	\$431K	\$421K	\$385K	\$417K	\$393K
Avg Sales Price as a % of Avg List Price	99%	100%	100%	98%	99%	99%	100%	100%	101%	100%	101%	99%	102%

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



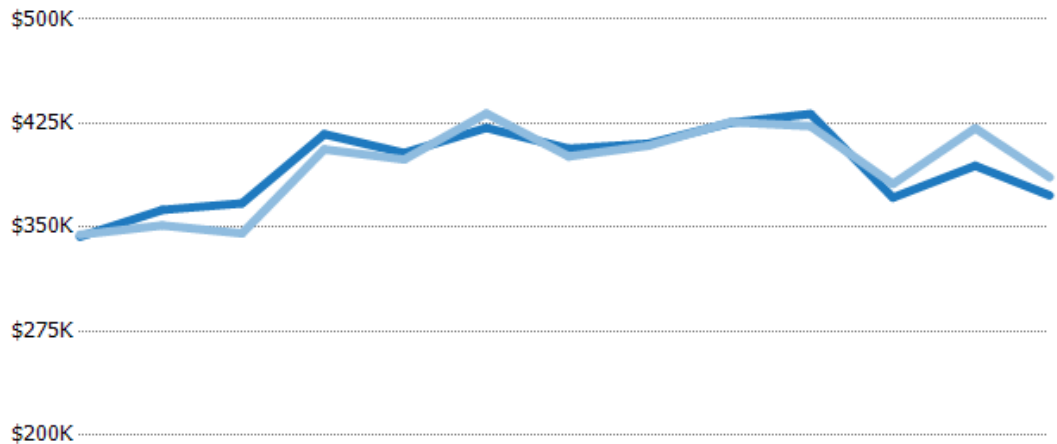
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$325K	\$350K	\$320K	\$350K	\$359K	\$369K	\$350K	\$337K	\$370K	\$369K	\$352K	\$360K	\$355K
Median Sales Price	\$327K	\$339K	\$317K	\$350K	\$355K	\$376K	\$354K	\$342K	\$370K	\$370K	\$356K	\$350K	\$366K
Med Sales Price as a % of Med List Price	101%	97%	99%	100%	99%	102%	101%	101%	100%	100%	101%	97%	103%

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



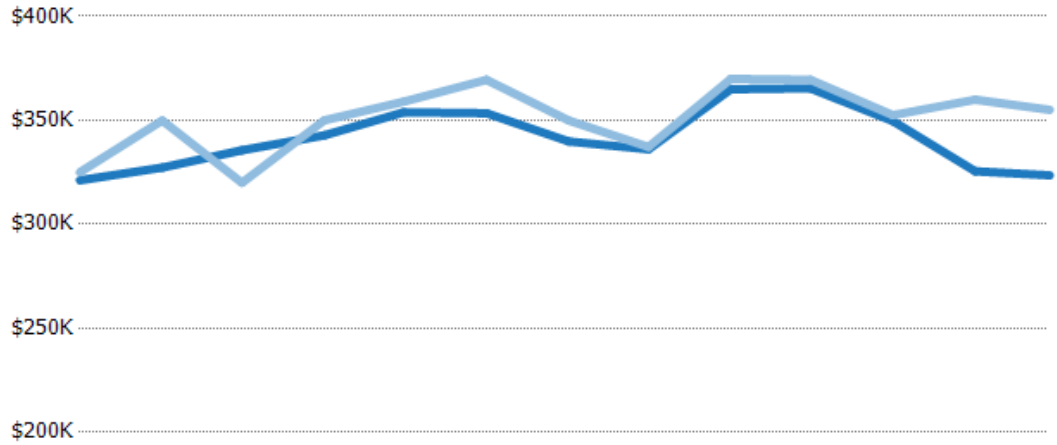
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$343K	\$363K	\$367K	\$417K	\$404K	\$422K	\$407K	\$410K	\$425K	\$432K	\$371K	\$394K	\$373K
Avg Sales Price	\$345K	\$351K	\$346K	\$406K	\$399K	\$432K	\$401K	\$409K	\$426K	\$423K	\$381K	\$421K	\$386K
Avg Sales Price as a % of Avg Est Value	100%	97%	94%	97%	99%	102%	99%	100%	100%	98%	103%	107%	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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$321K	\$327K	\$336K	\$343K	\$354K	\$353K	\$340K	\$336K	\$365K	\$365K	\$350K	\$325K	\$324K
Median Sales Price	\$325K	\$350K	\$320K	\$350K	\$359K	\$369K	\$350K	\$337K	\$370K	\$369K	\$352K	\$360K	\$355K
Med Sales Price as a % of Med Est Value	101%	107%	95%	102%	101%	105%	103%	100%	101%	101%	101%	111%	110%