

Summary of Key Listing and Sales Metrics

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

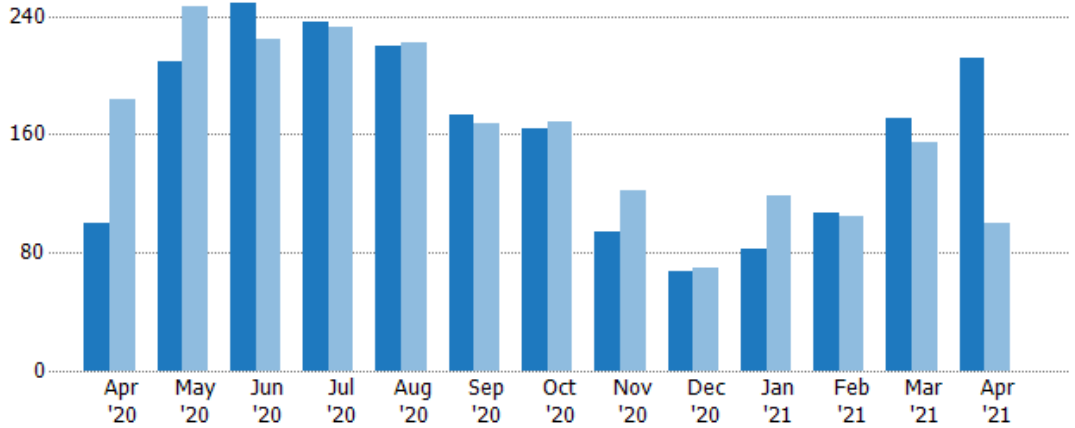
Key Metrics	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	212	100	+112%	573	478	+19.9%
New Listing Volume	\$105,781,360	\$39,579,449	+167.3%	\$267,595,488	\$187,723,235	+42.5%
Active Listing Count	148	345	-57.1%	N/A	N/A	
Active Listing Volume	\$86,321,922	\$171,592,517	-49.7%	N/A	N/A	
Average Listing Price	\$583,256	\$497,370	+17.3%	\$587,863	\$492,627	+19.3%
Median Listing Price	\$497,000	\$417,750	+19%	\$467,952	\$410,560	+14%
Median Days in RPR	30.5	97	-68.6%	74.52	113.24	-34.2%
Months of Inventory	1.5	3.1	-51.8%	1.4	3.8	-62.7%
Absorption Rate	66.22%	31.88%	+34.3%	69.91%	26.06%	+43.8%
Sales Activity Charts Metrics						
New Pending Sales Count	195	85	+129.4%	571	469	+21.7%
New Pending Sales Volume	\$85,590,523	\$32,621,813	+162.4%	\$247,908,672	\$165,178,634	+50.1%
Pending Sales Count	315	188	+67.6%	N/A	N/A	
Pending Sales Volume	\$144,606,999	\$73,020,154	+98%	N/A	N/A	
Closed Sales Count	118	81	+45.7%	395	388	+1.8%
Closed Sales Volume	\$53,135,012	\$28,492,130	+86.5%	\$163,433,055	\$140,889,850	+16%
Average Sales Price	\$450,297	\$351,755	+28%	\$413,755	\$363,118	+13.9%
Median Sales Price	\$381,250	\$339,000	+12.5%	\$364,823	\$323,727	+12.7%

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



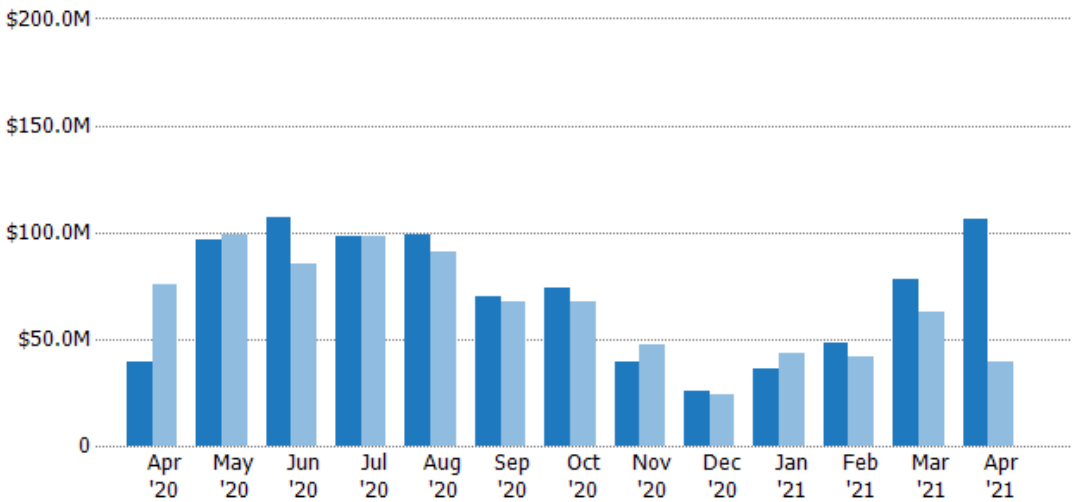
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	100	209	249	236	220	173	164	94	67	83	107	171	212
Prior Year	184	247	224	232	222	167	168	122	70	119	104	155	100
Percent Change from Prior Year	-46%	-15%	11%	2%	-1%	4%	-2%	-23%	-4%	-30%	3%	10%	112%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$39.6M	\$96.6M	\$107M	\$97.9M	\$98.7M	\$69.7M	\$74.2M	\$39.6M	\$25.7M	\$35.7M	\$47.9M	\$78.1M	\$106M
Prior Year	\$75.2M	\$99.2M	\$85.2M	\$98.1M	\$90.7M	\$67.3M	\$67.2M	\$47.7M	\$23.7M	\$43.6M	\$41.5M	\$63M	\$39.6M
Percent Change from Prior Year	-47%	-3%	25%	0%	9%	4%	10%	-17%	9%	-18%	15%	24%	167%

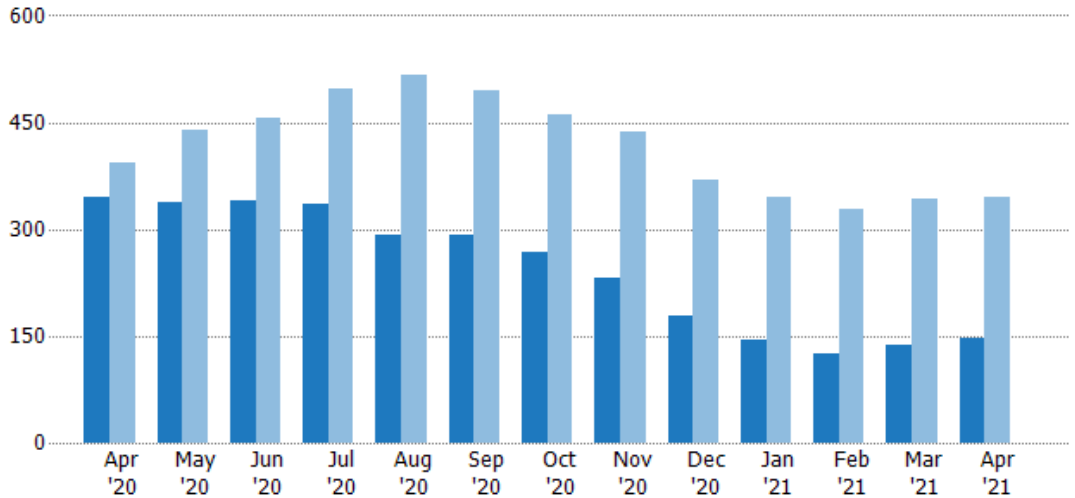
Active Listings

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

Month/Year	Count	% Chg.
Apr '21	148	-57.1%
Apr '20	345	-12.4%
Apr '19	394	10.4%



Current Year	345	338	340	335	292	291	267	232	179	145	124	138	148
Prior Year	394	440	457	496	517	495	461	437	369	346	328	343	345
Percent Change from Prior Year	-12%	-23%	-26%	-32%	-44%	-41%	-42%	-47%	-51%	-58%	-62%	-60%	-57%

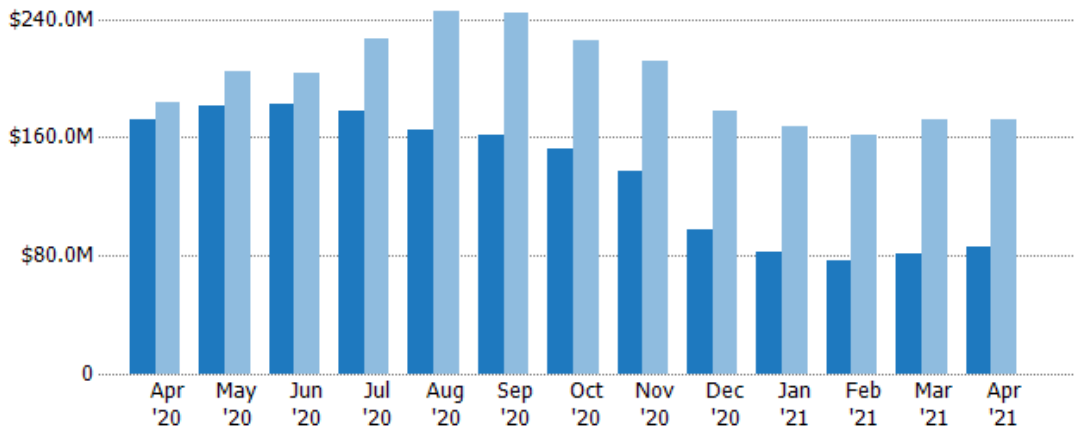
Active Listing Volume

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

Month/Year	Volume	% Chg.
Apr '21	\$86.3M	-49.7%
Apr '20	\$172M	-6.3%
Apr '19	\$183M	11.8%



Current Year	\$172M	\$182M	\$182M	\$178M	\$165M	\$162M	\$153M	\$138M	\$97.6M	\$82.4M	\$76.1M	\$81.5M	\$86.3M
Prior Year	\$183M	\$204M	\$204M	\$227M	\$246M	\$244M	\$226M	\$212M	\$178M	\$167M	\$161M	\$171M	\$172M
Percent Change from Prior Year	-6%	-11%	-11%	-21%	-33%	-34%	-32%	-35%	-45%	-51%	-53%	-52%	-50%

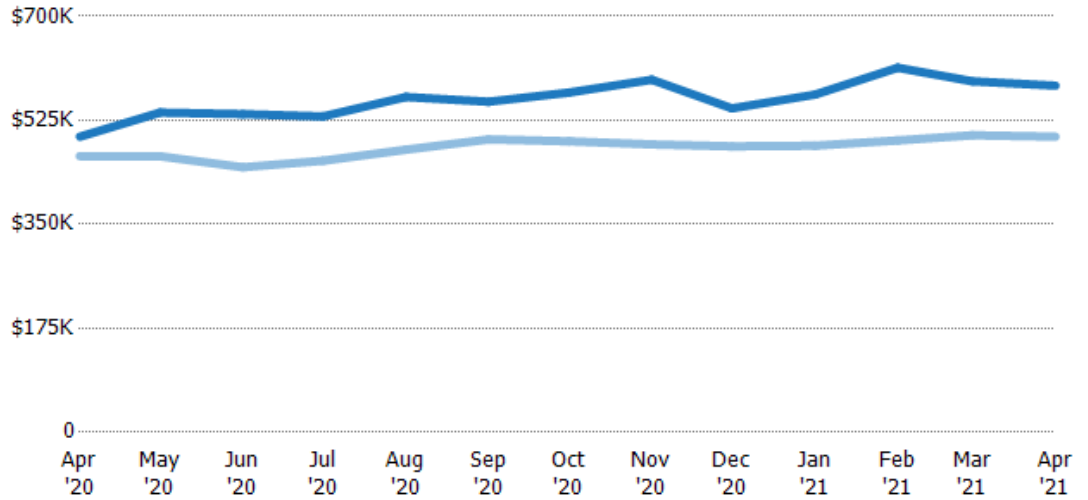
Average Listing Price

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.
Apr '21	\$583K	17.3%
Apr '20	\$497K	7%
Apr '19	\$465K	1.3%



Current Year	\$497K	\$538K	\$535K	\$532K	\$564K	\$556K	\$572K	\$593K	\$545K	\$568K	\$613K	\$591K	\$583K
Prior Year	\$465K	\$464K	\$446K	\$457K	\$476K	\$493K	\$490K	\$484K	\$481K	\$482K	\$491K	\$500K	\$497K
Percent Change from Prior Year	7%	16%	20%	16%	19%	13%	17%	22%	13%	18%	25%	18%	17%

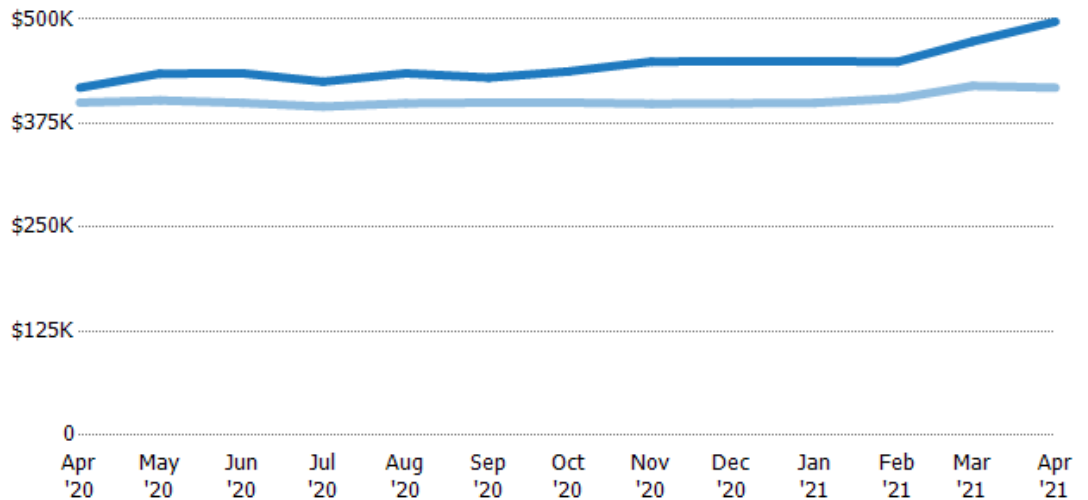
Median Listing Price

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.
Apr '21	\$497K	19%
Apr '20	\$418K	4.5%
Apr '19	\$400K	-2.5%



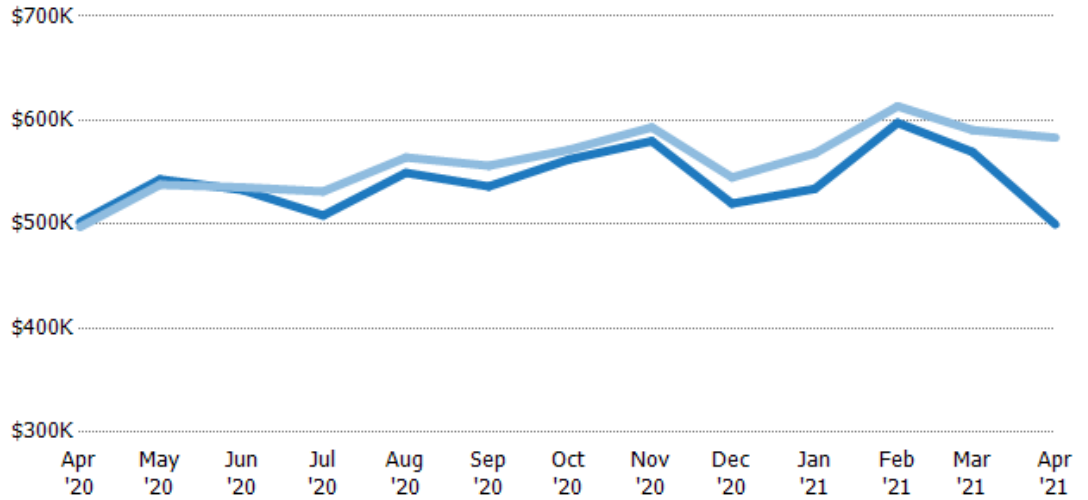
Current Year	\$418K	\$435K	\$435K	\$425K	\$435K	\$430K	\$437K	\$449K	\$450K	\$450K	\$449K	\$473K	\$497K
Prior Year	\$400K	\$402K	\$400K	\$395K	\$399K	\$400K	\$400K	\$399K	\$399K	\$399K	\$405K	\$420K	\$418K
Percent Change from Prior Year	4%	8%	9%	8%	9%	8%	9%	13%	13%	13%	11%	13%	19%

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

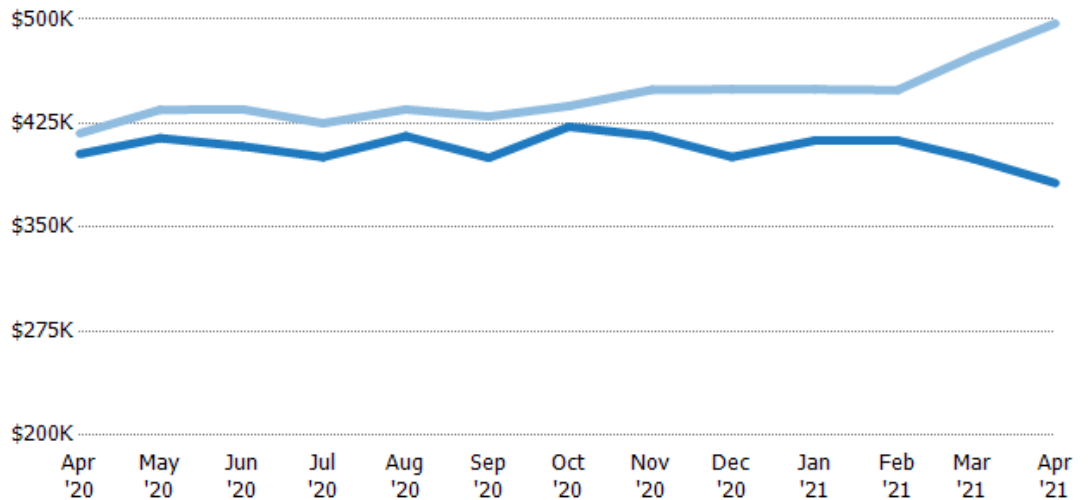


Median Listing Price vs Median Est Value

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



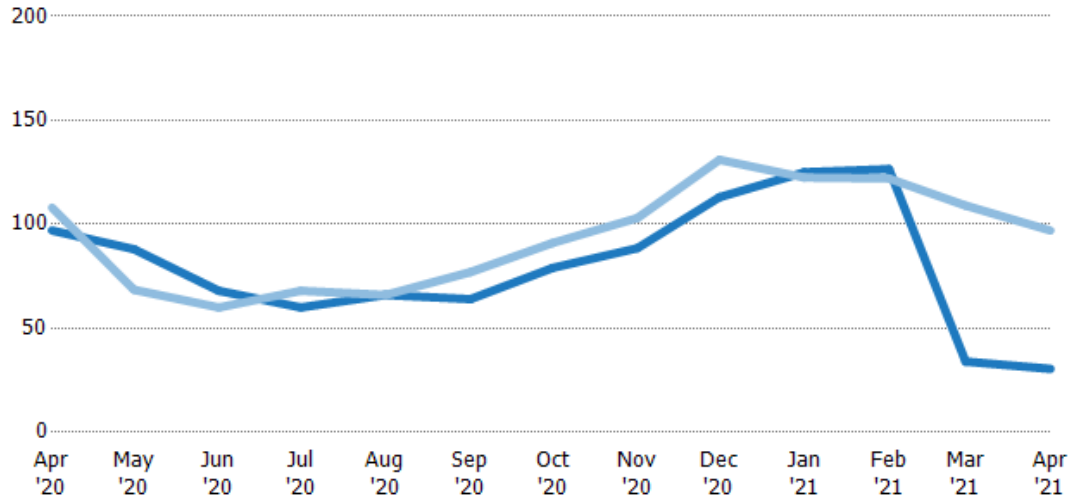
Median Days in RPR

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

Month/Year	Days	% Chg.
Apr '21	30.5	-68.6%
Apr '20	97	-10.2%
Apr '19	108	-42.6%



Current Year	97	88	68	60	66	64	79	88.5	113	125	127	34	30.5
Prior Year	108	68.5	60	68	66	77	91	103	131	123	122	109	97
Percent Change from Prior Year	-10%	28%	13%	-12%	0%	-17%	-13%	-14%	-14%	2%	4%	-69%	-69%

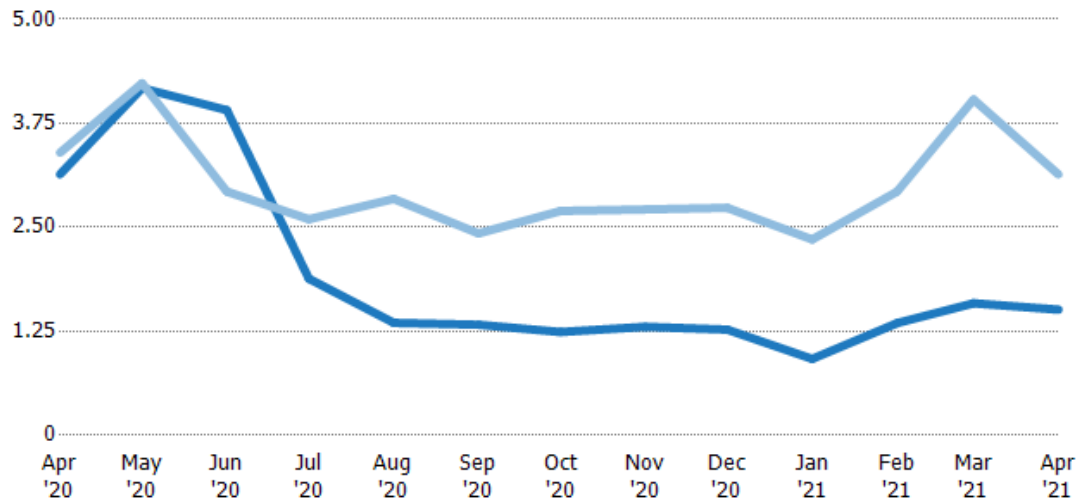
Months of Inventory

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

Month/Year	Months	% Chg.
Apr '21	1.51	-51.8%
Apr '20	3.14	-7.7%
Apr '19	3.4	28.1%



Current Year	3.14	4.17	3.91	1.88	1.35	1.33	1.24	1.3	1.27	0	1.35	1.59	1.51
Prior Year	3.4	4.23	2.93	2.6	2.84	2.43	2.7	2.71	2.73	2.35	2.93	4.04	3.14
Percent Change from Prior Year	-8%	-1%	33%	-28%	-52%	-45%	-54%	-52%	-54%	-61%	-54%	-61%	-52%

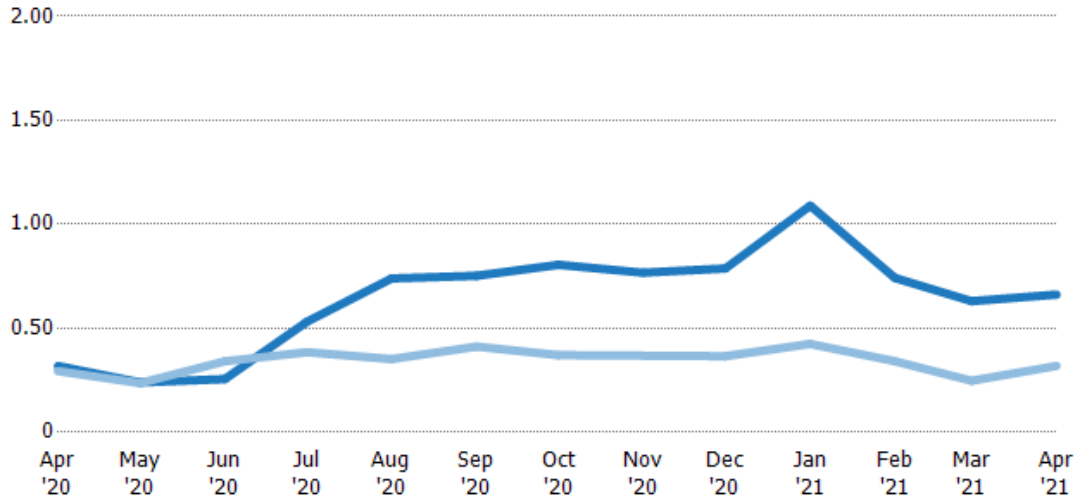
Absorption Rate

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.
Apr '21	66%	-34.3%
Apr '20	32%	-2.4%
Apr '19	29%	-21.9%



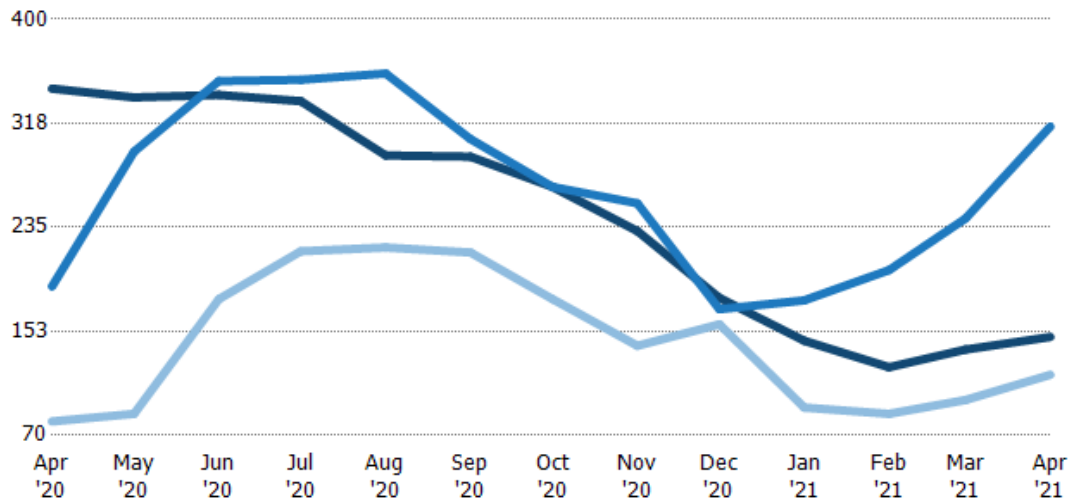
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	32%	24%	26%	53%	74%	75%	81%	77%	79%	109%	74%	63%	66%
Prior Year	29%	24%	34%	39%	35%	41%	37%	37%	37%	42%	34%	25%	32%
Change from Prior Year	-2%	0%	9%	-15%	-39%	-34%	-43%	-40%	-42%	-66%	-40%	-38%	-34%

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



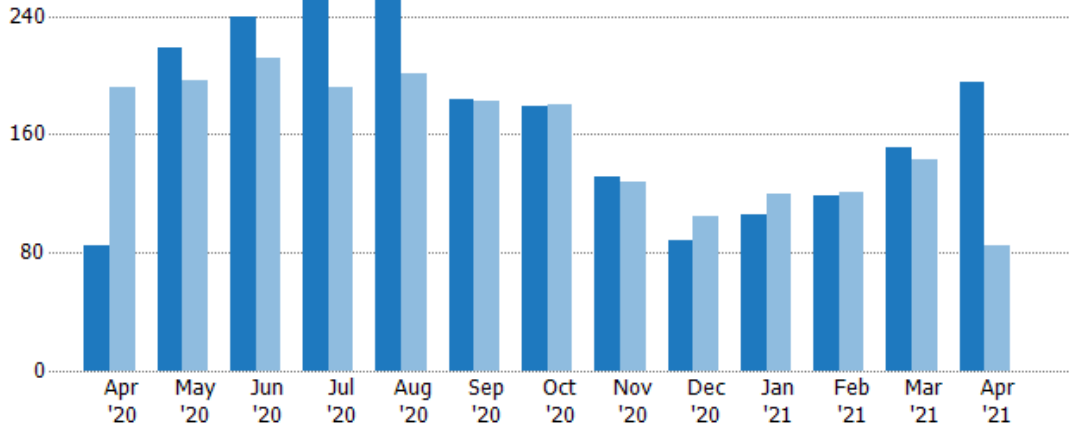
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	345	338	340	335	292	291	267	232	179	145	124	138	148
Pending	188	295	351	352	357	305	267	254	170	177	201	242	315
Sold	81	87	178	216	219	215	178	141	158	92	87	98	118

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



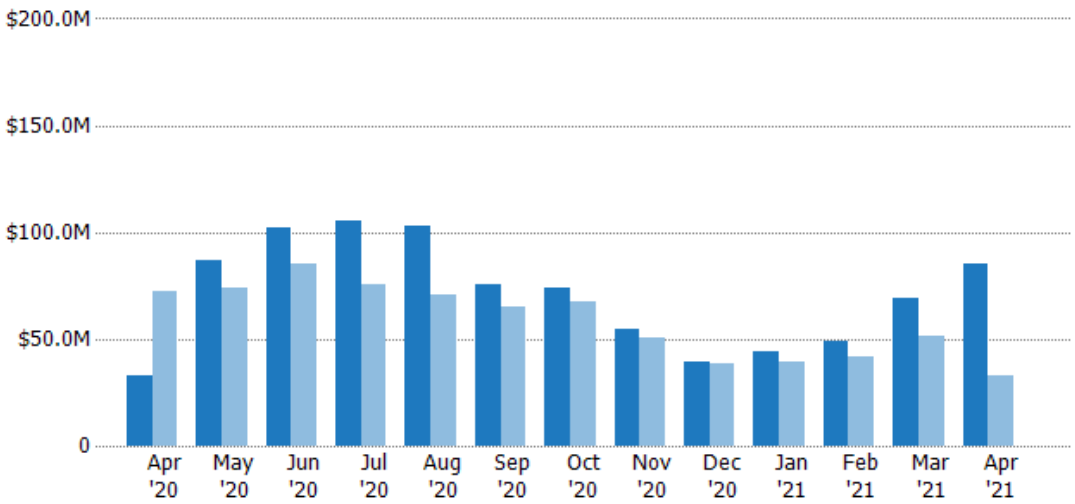
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	85	218	240	251	255	184	179	131	88	106	119	151	195
Prior Year	192	197	211	192	201	182	180	128	105	120	121	143	85
Percent Change from Prior Year	-56%	11%	14%	31%	27%	1%	-1%	2%	-16%	-12%	-2%	6%	129%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$32.6M	\$87M	\$102M	\$105M	\$103M	\$75.7M	\$74.3M	\$54.3M	\$39.4M	\$44.3M	\$48.8M	\$69.2M	\$85.6M
Prior Year	\$72M	\$74.1M	\$85.6M	\$75.4M	\$70.5M	\$65.4M	\$67.1M	\$50.9M	\$38.8M	\$39.3M	\$42M	\$51.2M	\$32.6M
Percent Change from Prior Year	-55%	17%	19%	39%	46%	16%	11%	7%	1%	13%	16%	35%	162%

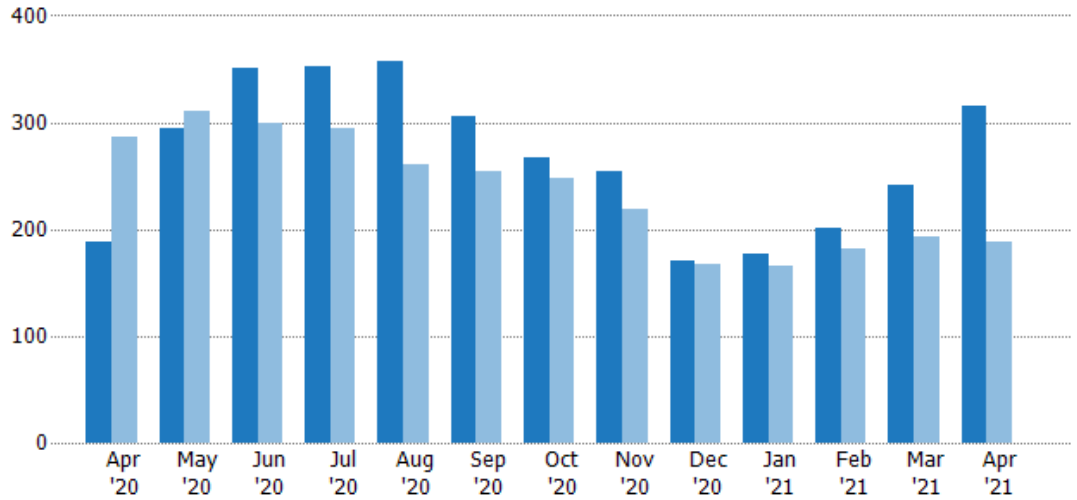
Pending Sales

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.
Apr '21	315	67.6%
Apr '20	188	-34.5%
Apr '19	287	-2.8%



Current Year	188	295	351	352	357	305	267	254	170	177	201	242	315
Prior Year	287	311	300	294	260	254	248	218	168	166	182	193	188
Percent Change from Prior Year	-34%	-5%	17%	20%	37%	20%	8%	17%	1%	7%	10%	25%	68%

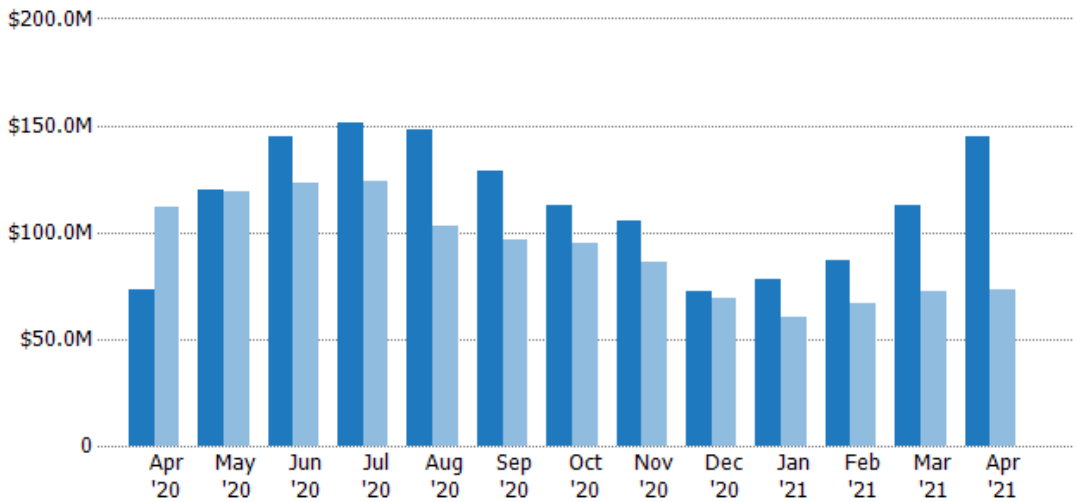
Pending Sales Volume

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.
Apr '21	\$145M	98%
Apr '20	\$73M	-34.9%
Apr '19	\$112M	-9.1%



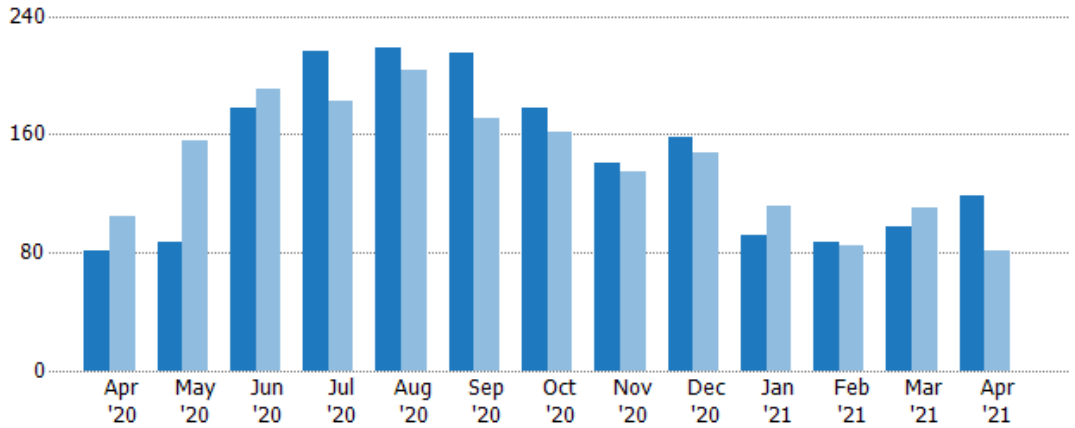
Current Year	\$73M	\$120M	\$145M	\$151M	\$148M	\$129M	\$113M	\$106M	\$72.2M	\$77.6M	\$87.1M	\$113M	\$145M
Prior Year	\$112M	\$119M	\$123M	\$124M	\$103M	\$96.2M	\$95.1M	\$85.9M	\$69.2M	\$60.2M	\$66.3M	\$72.1M	\$73M
Percent Change from Prior Year	-35%	1%	17%	22%	44%	34%	18%	23%	4%	29%	31%	57%	98%

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



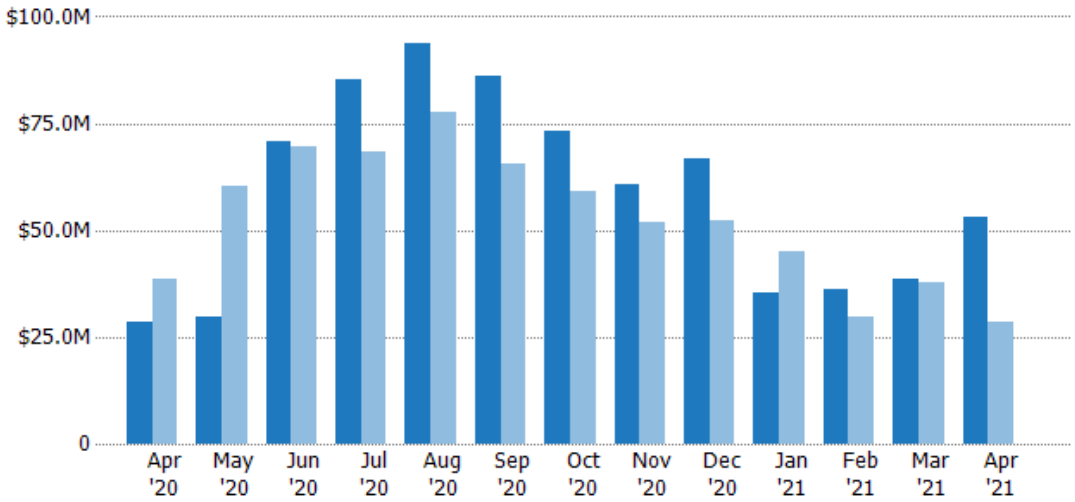
Month/Year	Count	% Chg.
Apr '21	118	45.7%
Apr '20	81	-22.1%
Apr '19	104	-5.8%

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



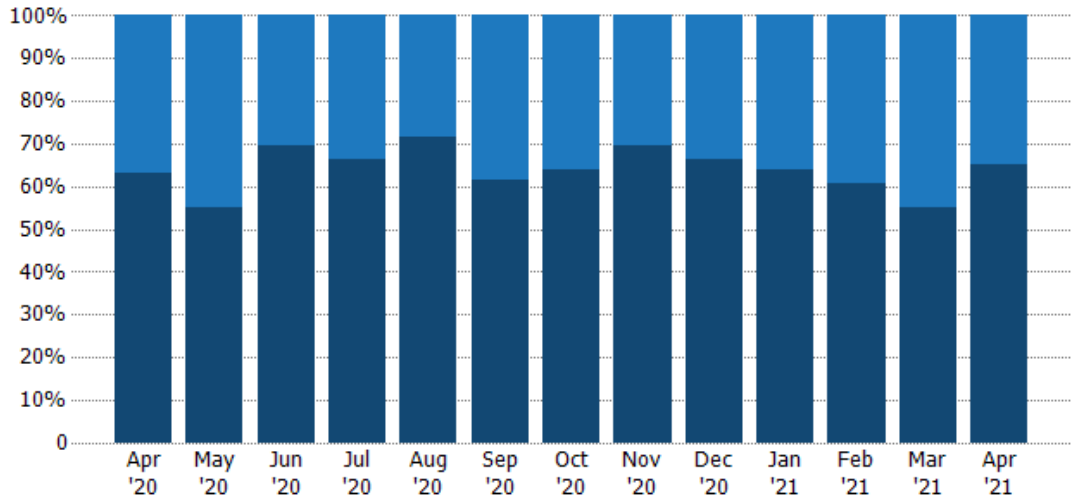
Month/Year	Volume	% Chg.
Apr '21	\$53.1M	86.5%
Apr '20	\$28.5M	-25.9%
Apr '19	\$38.4M	-18.6%

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



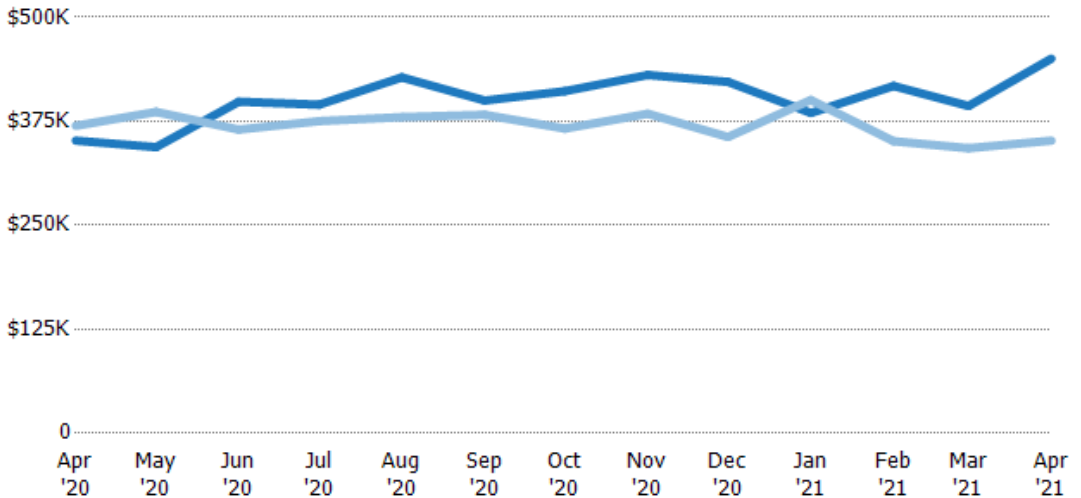
Condo/Townhouse	37%	45%	30%	34%	28%	39%	36%	30%	34%	36%	39%	45%	35%
Single Family Residence	63%	55%	70%	66%	72%	61%	64%	70%	66%	64%	61%	55%	65%

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



Current Year	\$352K	\$344K	\$399K	\$395K	\$428K	\$400K	\$411K	\$431K	\$422K	\$385K	\$417K	\$393K	\$450K
Prior Year	\$370K	\$386K	\$365K	\$375K	\$380K	\$383K	\$366K	\$384K	\$356K	\$401K	\$351K	\$343K	\$352K
Percent Change from Prior Year	-5%	-11%	9%	5%	13%	4%	12%	12%	19%	-4%	19%	15%	28%

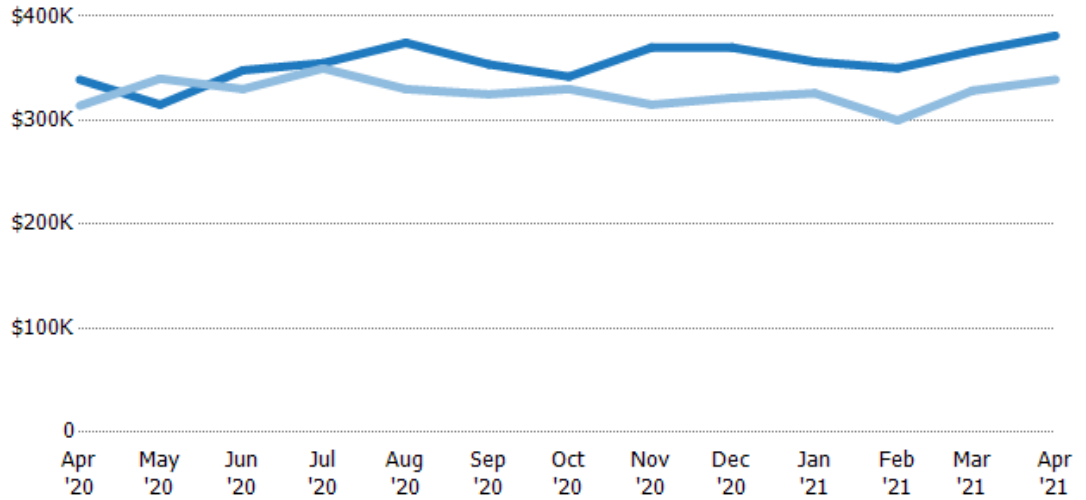
Median Sales Price

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

Month/Year	Price	% Chg.
Apr '21	\$381K	12.5%
Apr '20	\$339K	8%
Apr '19	\$314K	-7.2%



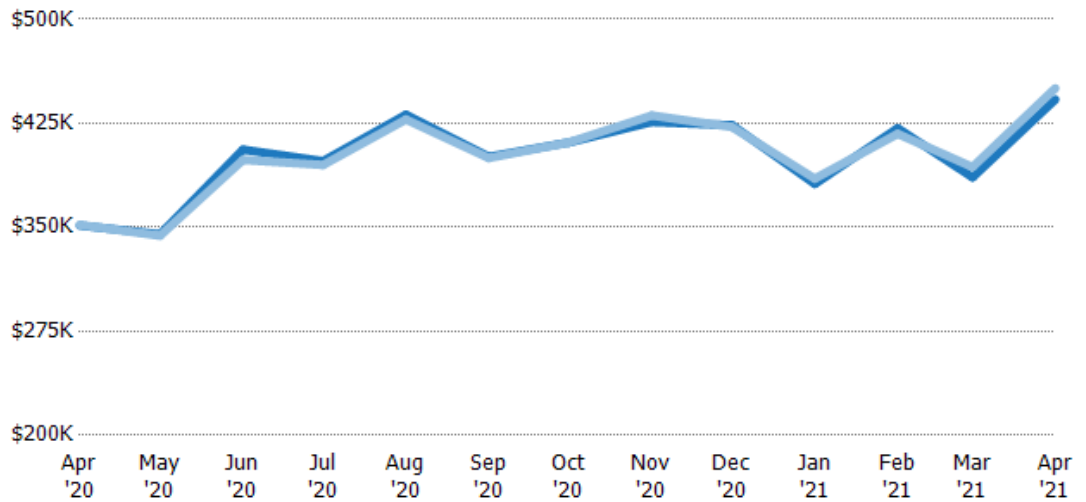
Current Year	\$339K	\$315K	\$348K	\$355K	\$375K	\$354K	\$342K	\$370K	\$370K	\$356K	\$350K	\$366K	\$381K
Prior Year	\$314K	\$340K	\$330K	\$350K	\$330K	\$325K	\$330K	\$315K	\$322K	\$326K	\$300K	\$329K	\$339K
Percent Change from Prior Year	8%	-7%	5%	1%	14%	9%	4%	17%	15%	9%	17%	11%	12%

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



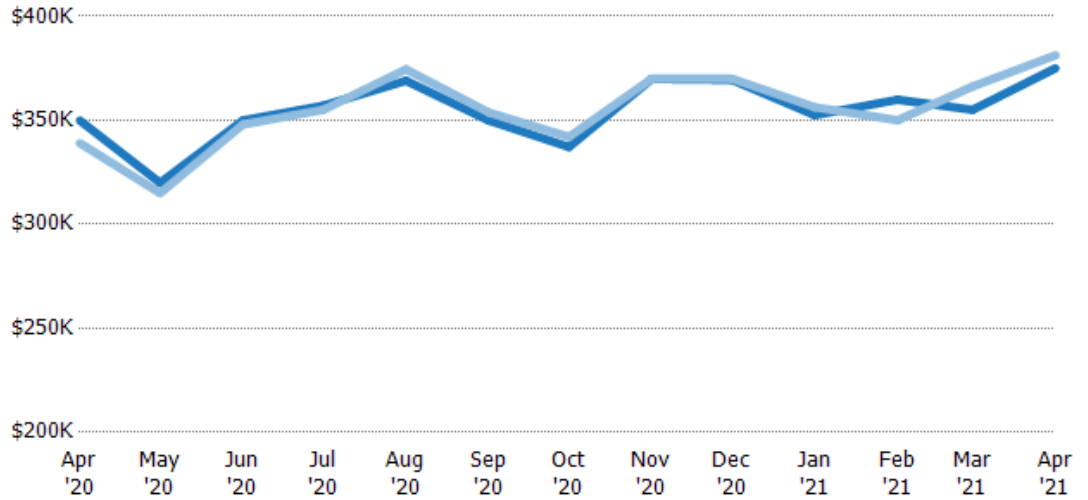
Avg List Price	\$351K	\$345K	\$406K	\$398K	\$431K	\$401K	\$411K	\$426K	\$424K	\$381K	\$421K	\$386K	\$442K
Avg Sales Price	\$352K	\$344K	\$399K	\$395K	\$428K	\$400K	\$411K	\$431K	\$422K	\$385K	\$417K	\$393K	\$450K
Avg Sales Price as a % of Avg List Price	100%	100%	98%	99%	99%	100%	100%	101%	100%	101%	99%	102%	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

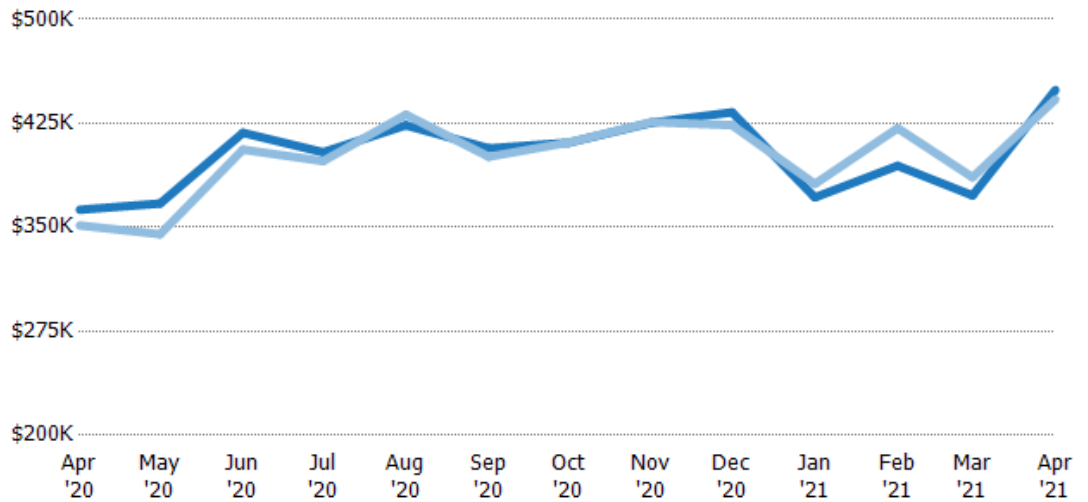


Average Sales Price vs Average Est Value

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

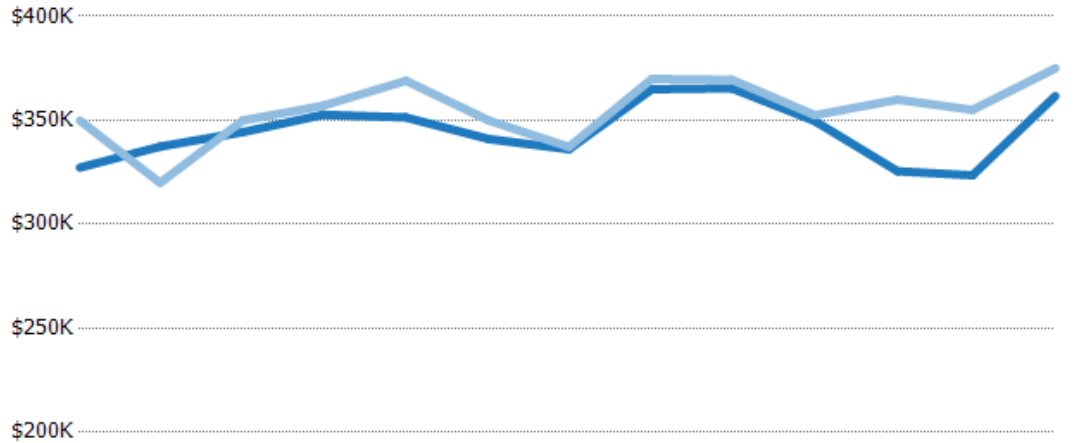


Median Sales Price vs Median Est Value

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$327K	\$337K	\$344K	\$353K	\$351K	\$341K	\$336K	\$365K	\$365K	\$350K	\$325K	\$324K	\$362K
Median Sales Price	\$350K	\$320K	\$350K	\$357K	\$369K	\$350K	\$337K	\$370K	\$369K	\$352K	\$360K	\$355K	\$375K
Med Sales Price as a % of Med Est Value	107%	95%	102%	101%	105%	103%	100%	101%	101%	101%	111%	110%	104%