

## Summary of Key Listing and Sales Metrics

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

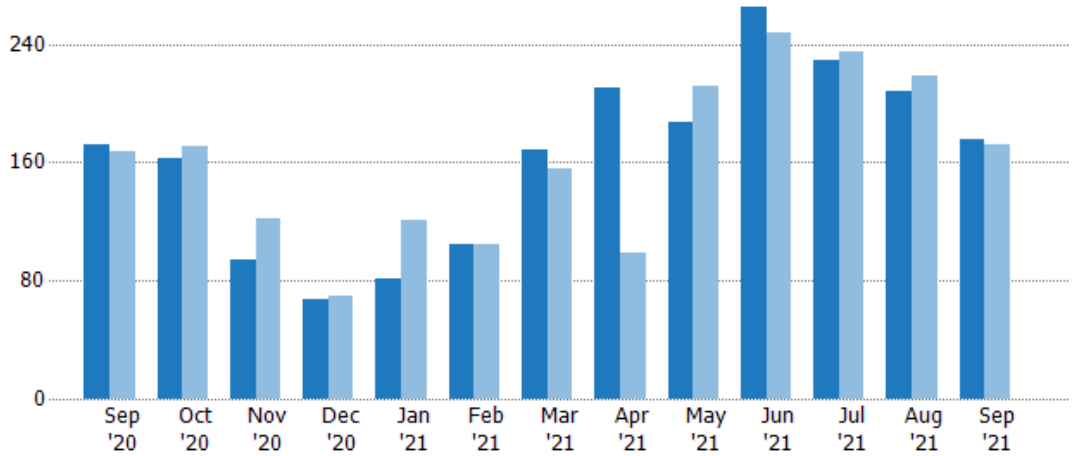
Key Metrics	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	176	172	+2.3%	1,630	1,566	+4.1%
New Listing Volume	\$87,779,597	\$69,484,424	+26.3%	\$767,389,611	\$649,427,759	+18.2%
Active Listing Count	375	325	+15.4%	N/A	N/A	
Active Listing Volume	\$202,039,773	\$167,959,672	+20.3%	N/A	N/A	
Average Listing Price	\$538,773	\$516,799	+4.3%	\$545,633	\$506,316	+7.8%
Median Listing Price	\$450,495	\$425,000	+6%	\$474,548	\$420,420	+12.9%
Median Days in RPR	49	77	-36.4%	69.15	91.89	-24.7%
Months of Inventory	1.6	1.5	+7.5%	1.8	2.6	-32.1%
Absorption Rate	62.4%	67.08%	-4.7%	56.91%	38.66%	+18.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	66	184	-64.1%	1,444	1,613	-10.5%
New Pending Sales Volume	\$33,128,150	\$75,743,790	-56.3%	\$643,922,930	\$635,784,098	+1.3%
Pending Sales Count	137	302	-54.6%	N/A	N/A	
Pending Sales Volume	\$58,825,353	\$128,108,209	-54.1%	N/A	N/A	
Closed Sales Count	180	211	-14.7%	1,314	1,289	+1.9%
Closed Sales Volume	\$85,499,561	\$84,739,499	+0.9%	\$594,160,946	\$501,615,905	+18.4%
Average Sales Price	\$474,998	\$401,609	+18.3%	\$452,177	\$389,151	+16.2%
Median Sales Price	\$378,625	\$355,000	+6.7%	\$389,423	\$346,253	+12.5%

## 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



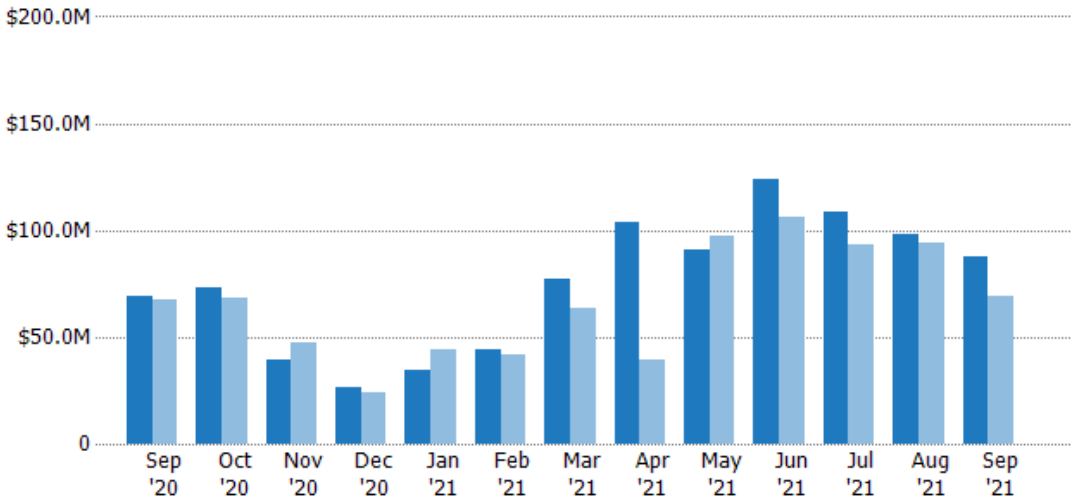
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	172	163	94	67	81	105	169	210	187	265	229	208	176
Prior Year	167	171	122	70	121	105	156	99	211	248	235	219	172
Percent Change from Prior Year	3%	-5%	-23%	-4%	-33%	0%	8%	112%	-11%	7%	-3%	-5%	2%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$69.5M	\$73.2M	\$39.5M	\$26.2M	\$34.5M	\$44M	\$77M	\$103M	\$90.9M	\$124M	\$109M	\$97.8M	\$87.8M
Prior Year	\$67.3M	\$68.4M	\$47.7M	\$23.7M	\$44.1M	\$41.9M	\$63.3M	\$39.4M	\$97.1M	\$107M	\$93.2M	\$94.3M	\$69.5M
Percent Change from Prior Year	3%	7%	-17%	10%	-22%	5%	22%	162%	-6%	16%	16%	4%	26%

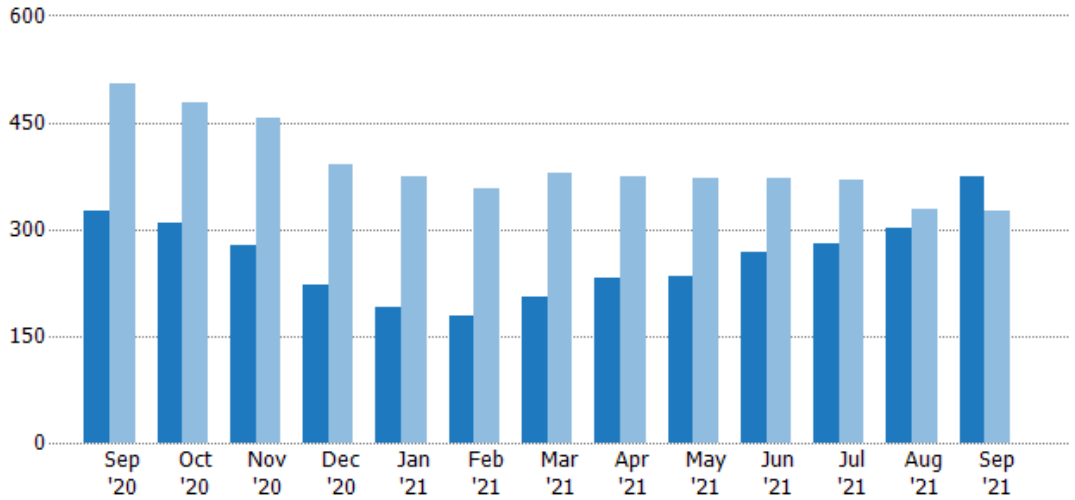
## Active Listings

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.
Sep '21	375	15.4%
Sep '20	325	-35.6%
Sep '19	505	10.5%



Current Year	325	309	277	222	191	179	206	232	233	268	280	301	375
Prior Year	505	479	457	391	374	358	378	374	371	372	368	329	325
Percent Change from Prior Year	-36%	-35%	-39%	-43%	-49%	-50%	-46%	-38%	-37%	-28%	-24%	-9%	15%

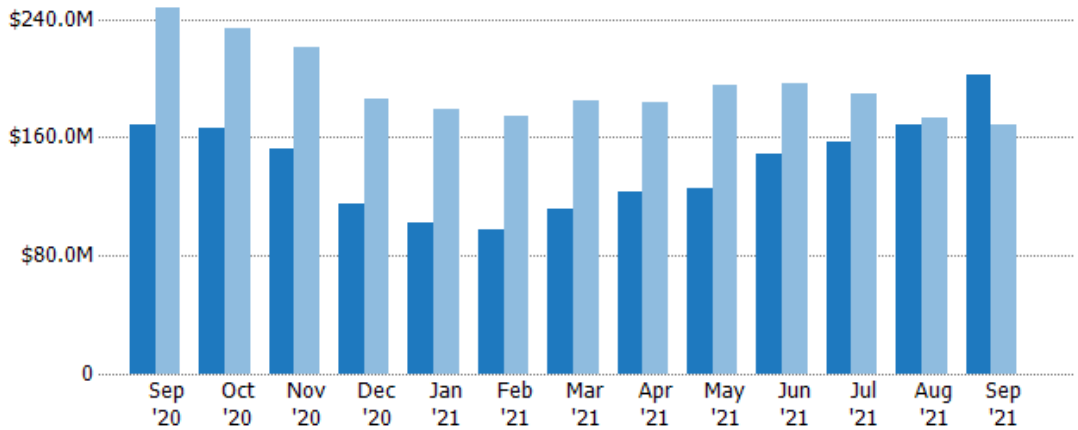
## Active Listing Volume

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.
Sep '21	\$202M	20.3%
Sep '20	\$168M	-32.2%
Sep '19	\$248M	1.5%



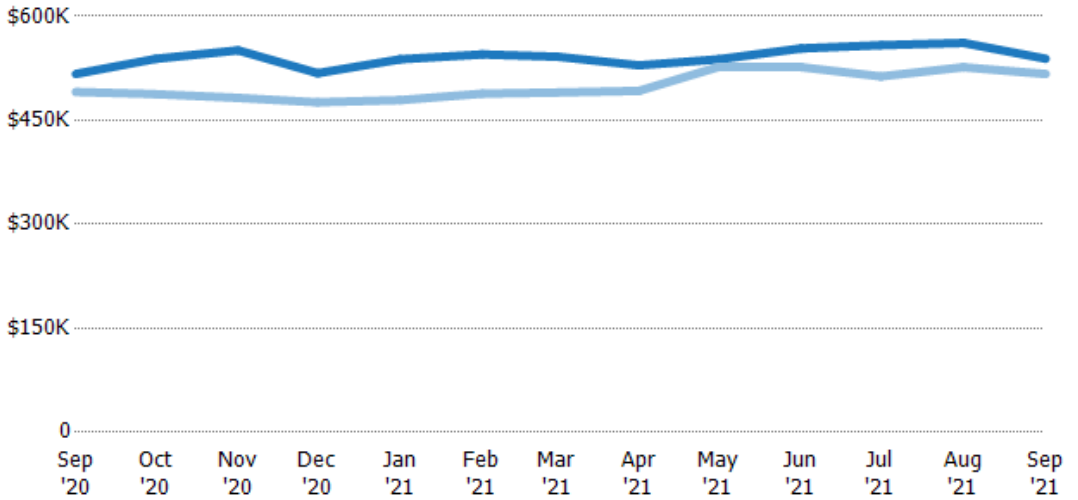
Current Year	\$168M	\$166M	\$153M	\$115M	\$103M	\$97.6M	\$112M	\$123M	\$125M	\$148M	\$156M	\$169M	\$202M
Prior Year	\$248M	\$234M	\$220M	\$186M	\$179M	\$175M	\$185M	\$184M	\$196M	\$196M	\$189M	\$173M	\$168M
Percent Change from Prior Year	-32%	-29%	-31%	-38%	-43%	-44%	-40%	-33%	-36%	-24%	-17%	-2%	20%

## 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



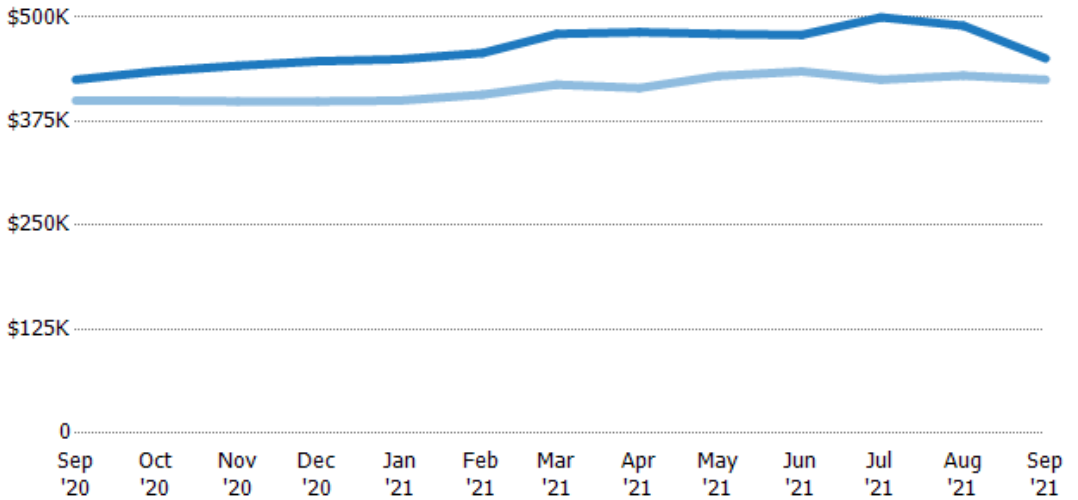
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$517K	\$539K	\$551K	\$518K	\$538K	\$545K	\$542K	\$529K	\$538K	\$554K	\$558K	\$562K	\$539K
Prior Year	\$491K	\$488K	\$482K	\$476K	\$479K	\$488K	\$490K	\$492K	\$527K	\$527K	\$513K	\$527K	\$517K
Percent Change from Prior Year	5%	10%	14%	9%	12%	12%	11%	7%	2%	5%	9%	7%	4%

## 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



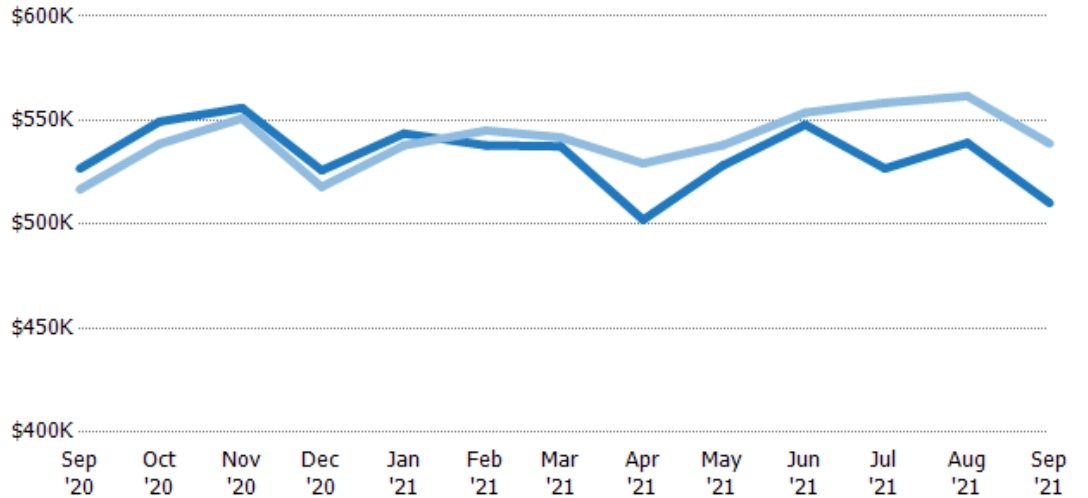
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$425K	\$435K	\$442K	\$447K	\$450K	\$457K	\$480K	\$482K	\$480K	\$479K	\$500K	\$490K	\$450K
Prior Year	\$400K	\$400K	\$399K	\$399K	\$400K	\$407K	\$419K	\$415K	\$430K	\$435K	\$425K	\$430K	\$425K
Percent Change from Prior Year	6%	9%	11%	12%	12%	12%	15%	16%	12%	10%	18%	14%	6%

## 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



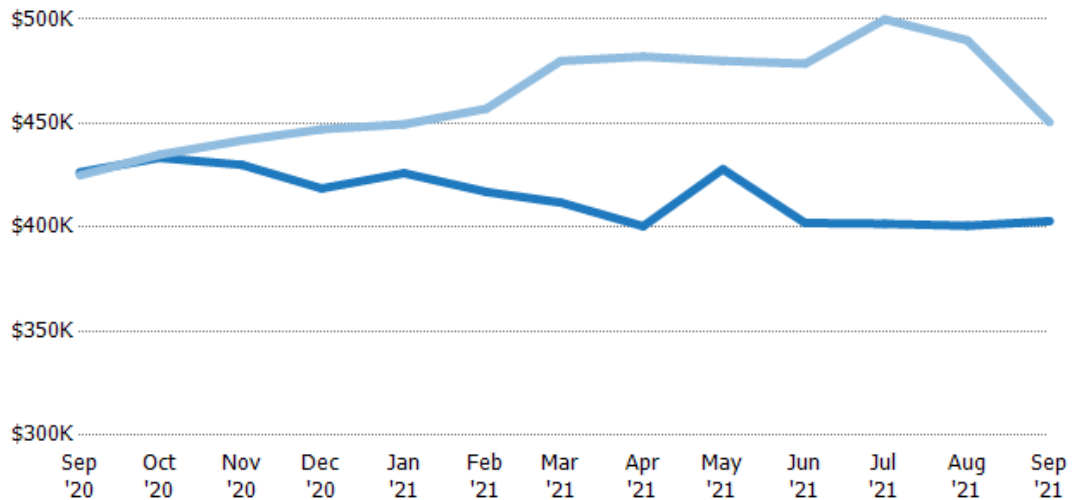
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$527K	\$549K	\$556K	\$526K	\$544K	\$538K	\$537K	\$502K	\$528K	\$548K	\$527K	\$539K	\$510K
Avg Listing Price	\$517K	\$539K	\$551K	\$518K	\$538K	\$545K	\$542K	\$529K	\$538K	\$554K	\$558K	\$562K	\$539K
Avg Listing Price as a % of Avg Est Value	98%	98%	99%	98%	99%	101%	101%	105%	102%	101%	106%	104%	106%

## 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



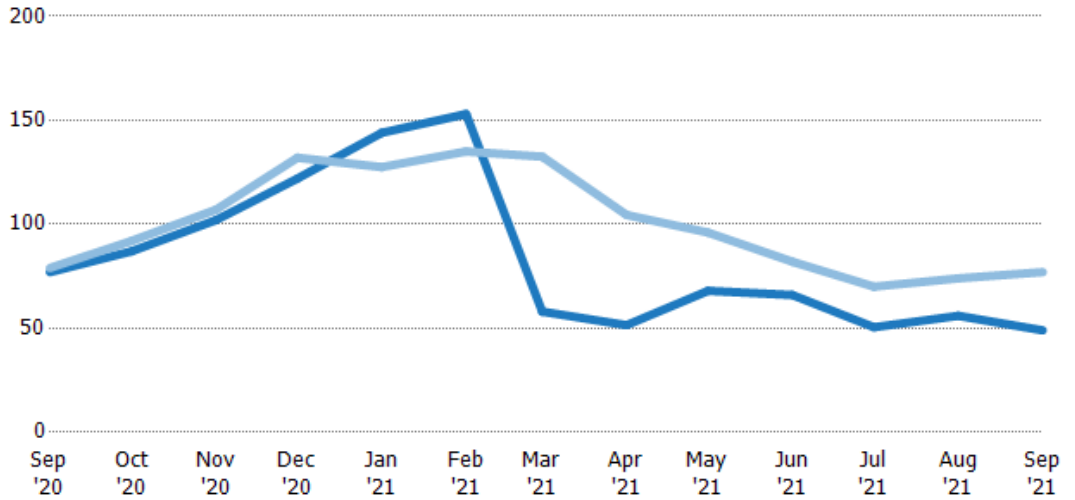
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$426K	\$433K	\$430K	\$419K	\$426K	\$417K	\$412K	\$400K	\$428K	\$402K	\$402K	\$401K	\$403K
Median Listing Price	\$425K	\$435K	\$442K	\$447K	\$450K	\$457K	\$480K	\$482K	\$480K	\$479K	\$500K	\$490K	\$450K
Med Listing Price as a % of Med Est Value	100%	100%	103%	107%	106%	110%	117%	120%	112%	119%	124%	122%	112%

## 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



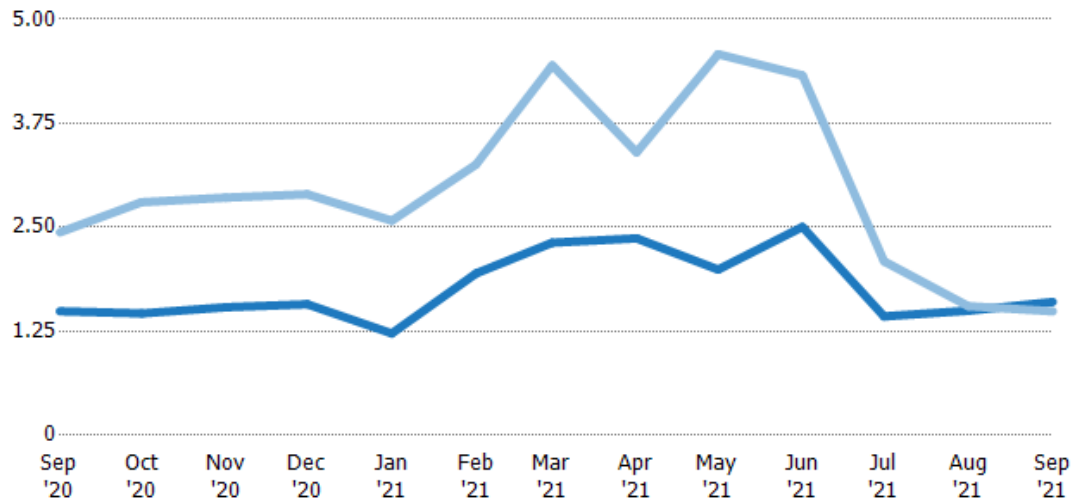
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	77	87	102	122	144	153	58	51.5	68	66	50.5	56	49
Prior Year	79	92	107	132	128	135	133	105	96	82	70	74	77
Percent Change from Prior Year	-3%	-5%	-5%	-8%	13%	13%	-56%	-51%	-29%	-20%	-28%	-24%	-36%

## 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



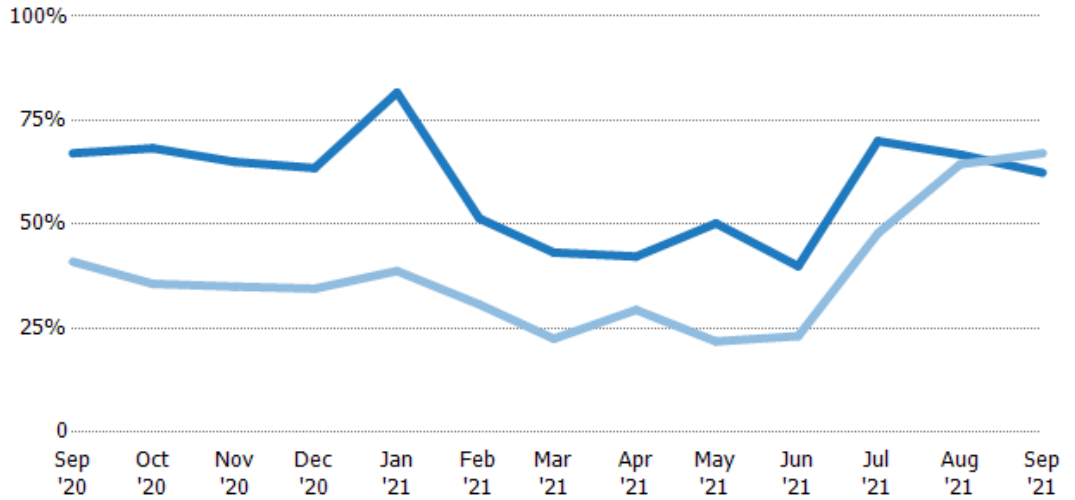
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	1.49	1.46	1.54	1.57	1.22	1.95	2.31	2.37	1.99	2.5	1.43	1.5	1.6
Prior Year	2.44	2.8	2.86	2.9	2.58	3.25	4.45	3.4	4.58	4.33	2.09	1.55	1.49
Percent Change from Prior Year	-39%	-48%	-46%	-46%	-53%	-40%	-48%	-30%	-57%	-42%	-32%	-3%	7%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



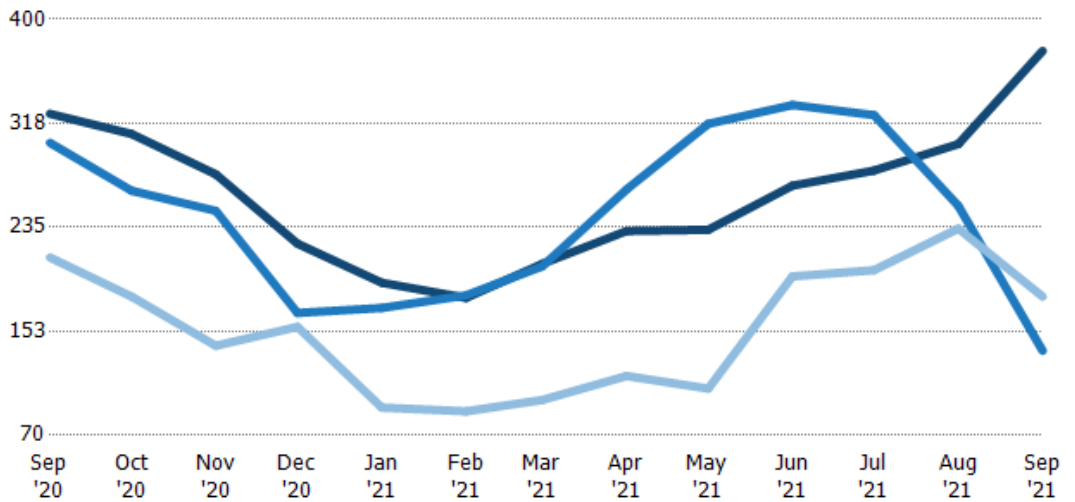
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	67%	68%	65%	64%	82%	51%	43%	42%	50%	40%	70%	67%	62%
Prior Year	41%	36%	35%	35%	39%	31%	22%	29%	22%	23%	48%	64%	67%
Change from Prior Year	-26%	-33%	-30%	-29%	-43%	-21%	-21%	-13%	-28%	-17%	-22%	-2%	5%

## 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



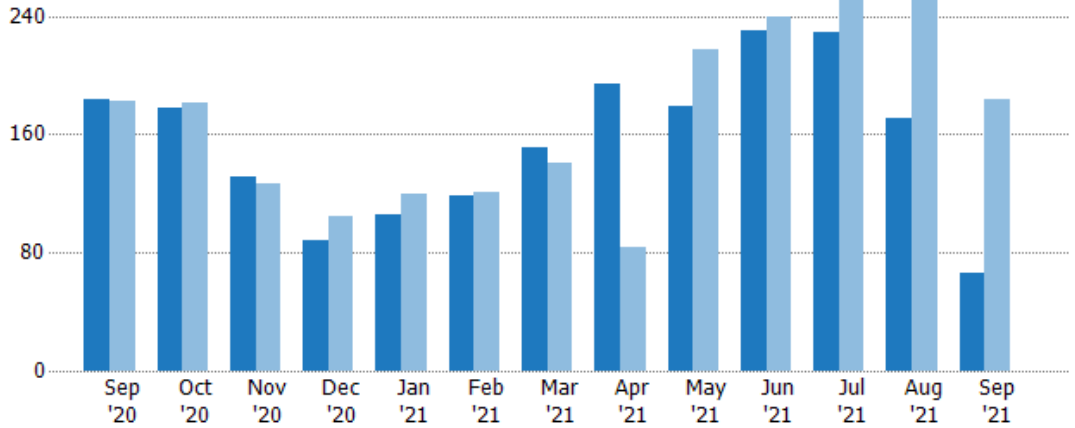
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	325	309	277	222	191	179	206	232	233	268	280	301	375
Pending	302	264	248	167	171	181	204	265	317	332	324	252	137
Sold	211	180	141	156	92	89	98	117	107	196	201	234	180

## 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



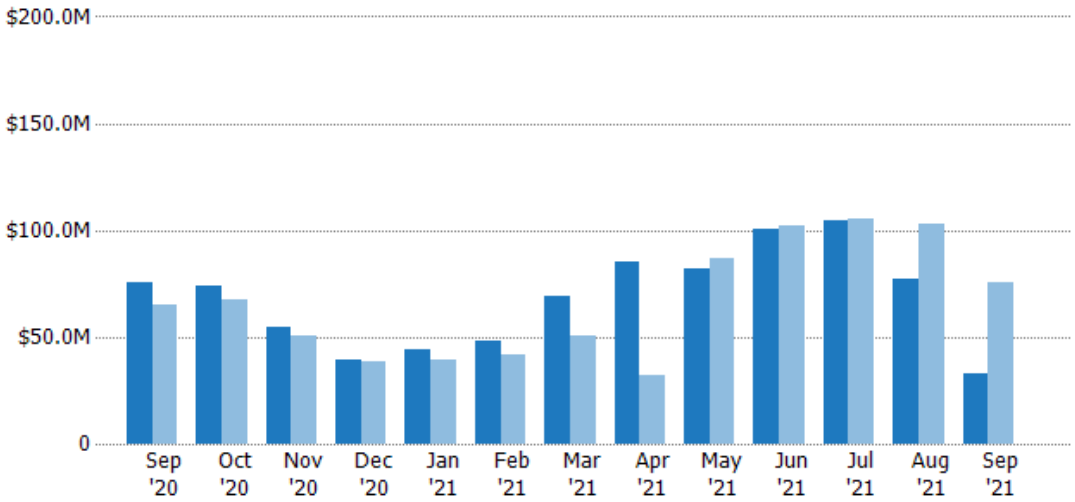
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	184	178	131	88	106	118	151	194	179	230	229	171	66
Prior Year	182	181	127	105	120	121	141	84	217	240	251	255	184
Percent Change from Prior Year	1%	-2%	3%	-16%	-12%	-2%	7%	131%	-18%	-4%	-9%	-33%	-64%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$75.7M	\$74M	\$54.3M	\$39.4M	\$44.3M	\$48.3M	\$69.2M	\$85.5M	\$81.8M	\$100M	\$104M	\$77.3M	\$33.1M
Prior Year	\$65.4M	\$67.6M	\$50.6M	\$38.8M	\$39.3M	\$42.1M	\$50.4M	\$32.2M	\$86.5M	\$102M	\$105M	\$103M	\$75.7M
Percent Change from Prior Year	16%	9%	7%	1%	13%	15%	37%	165%	-5%	-2%	-1%	-25%	-56%

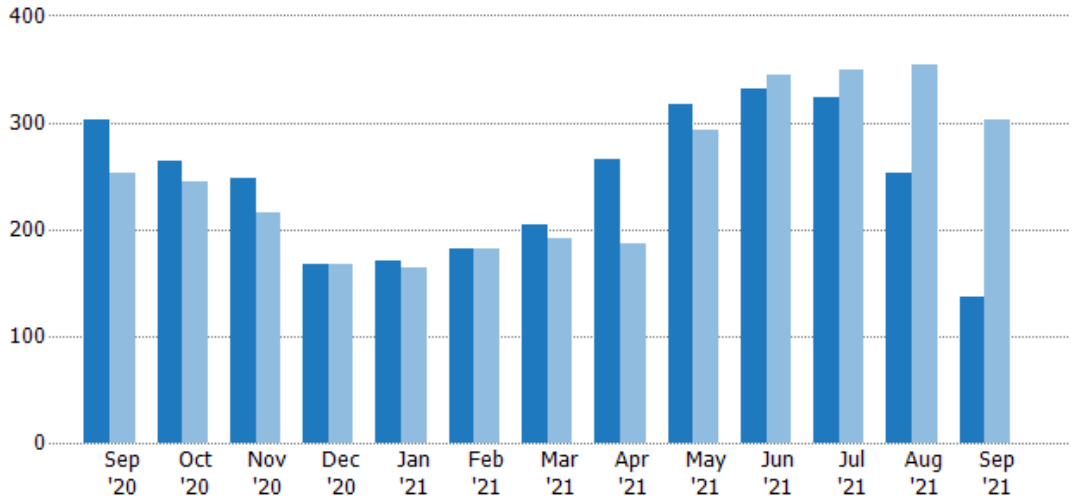


## Pending Sales

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



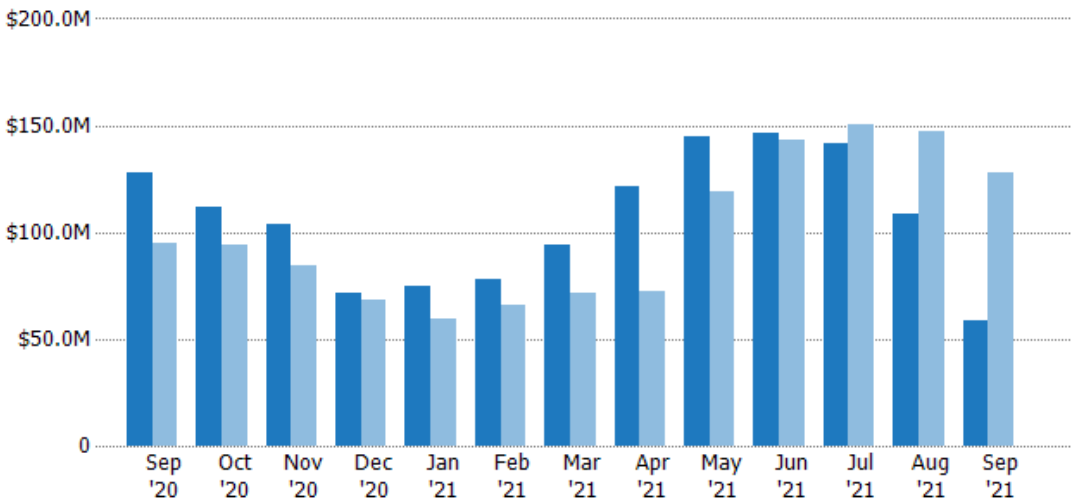
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	302	264	248	167	171	181	204	265	317	332	324	252	137
Prior Year	252	245	215	167	164	181	192	186	293	345	349	354	302
Percent Change from Prior Year	20%	8%	15%	0%	4%	0%	6%	42%	8%	-4%	-7%	-29%	-55%

## 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



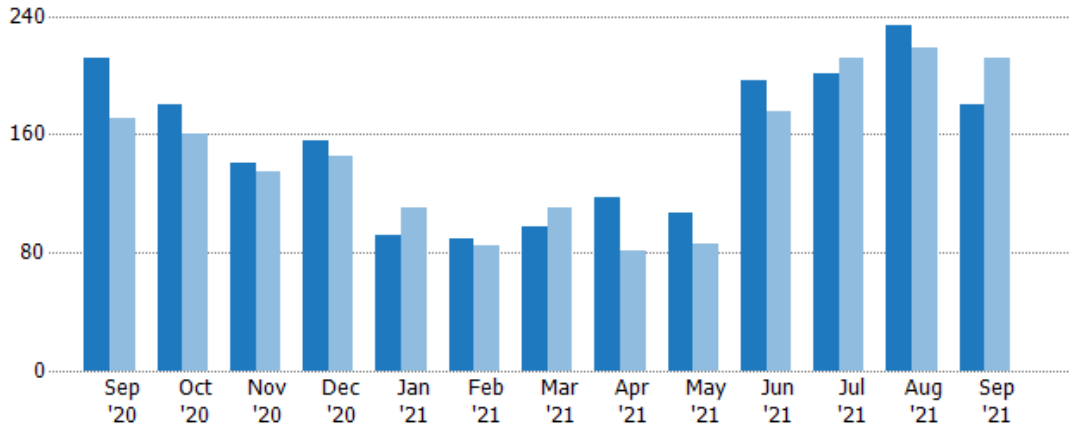
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$128M	\$112M	\$104M	\$71.4M	\$75.1M	\$77.7M	\$94.4M	\$121M	\$145M	\$147M	\$142M	\$109M	\$58.8M
Prior Year	\$95.1M	\$93.9M	\$84.5M	\$68.5M	\$59.2M	\$66.1M	\$71.9M	\$72.5M	\$119M	\$143M	\$150M	\$147M	\$128M
Percent Change from Prior Year	35%	19%	23%	4%	27%	17%	31%	67%	22%	2%	-6%	-26%	-54%

## 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



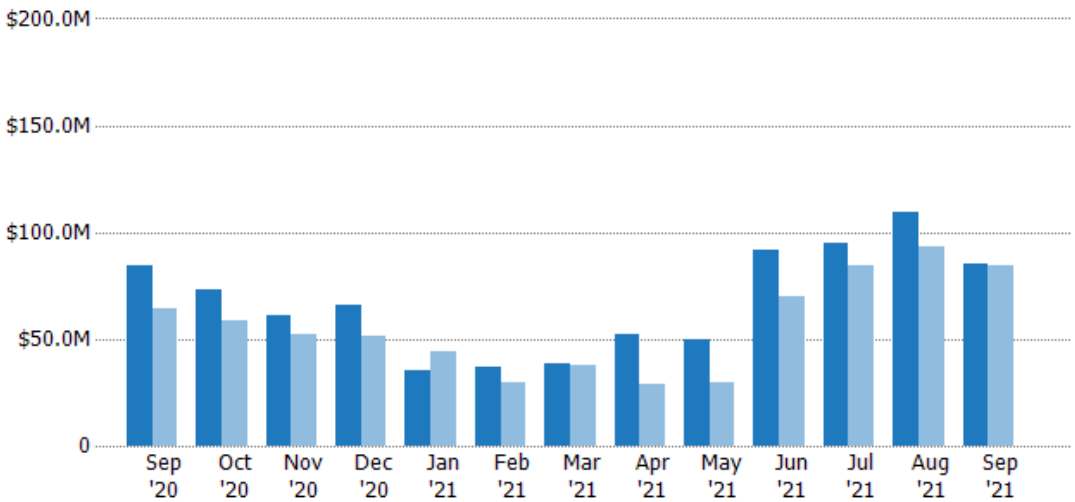
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	211	180	141	156	92	89	98	117	107	196	201	234	180
Prior Year	171	160	135	145	110	85	110	81	86	176	212	218	211
Percent Change from Prior Year	23%	13%	4%	8%	-16%	5%	-11%	44%	24%	11%	-5%	7%	-15%

## 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



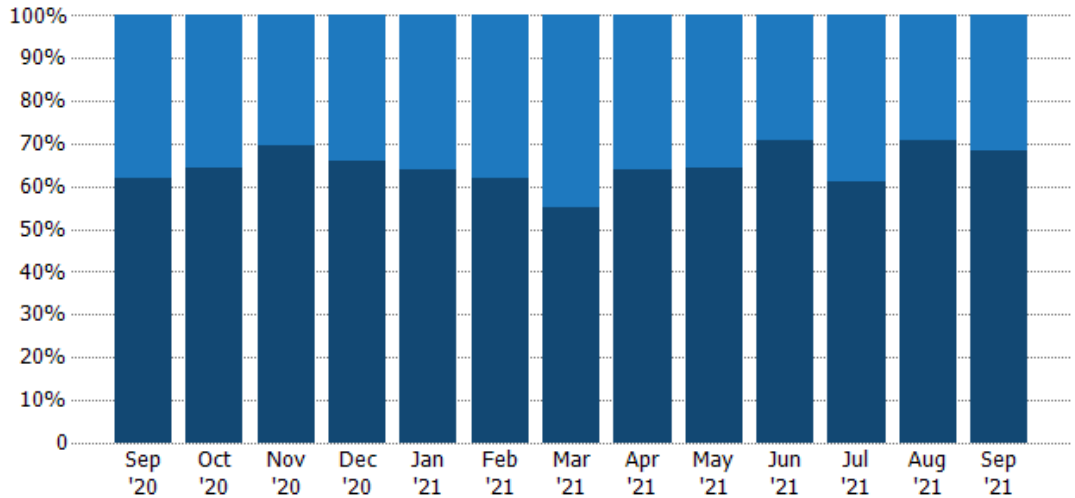
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$84.7M	\$73.5M	\$60.7M	\$65.7M	\$35.4M	\$37M	\$38.6M	\$52M	\$49.9M	\$91.8M	\$94.8M	\$109M	\$85.5M
Prior Year	\$64.7M	\$58.7M	\$51.8M	\$51.3M	\$43.8M	\$29.4M	\$37.8M	\$28.5M	\$29.6M	\$70.1M	\$84.2M	\$93.4M	\$84.7M
Percent Change from Prior Year	31%	25%	17%	28%	-19%	26%	2%	83%	69%	31%	13%	17%	1%

## 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



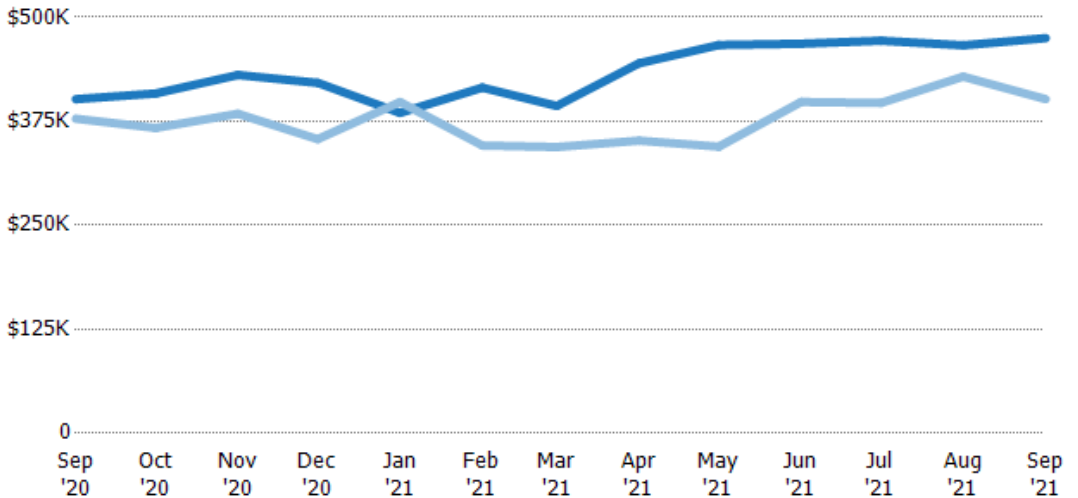
Condo/Townhouse	38%	36%	30%	34%	36%	38%	45%	36%	36%	29%	39%	29%	32%
Single Family Residence	62%	64%	70%	66%	64%	62%	55%	64%	64%	71%	61%	71%	68%

## 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	\$402K	\$408K	\$431K	\$421K	\$385K	\$415K	\$393K	\$445K	\$467K	\$468K	\$472K	\$466K	\$475K
Prior Year	\$378K	\$367K	\$384K	\$354K	\$398K	\$346K	\$344K	\$352K	\$345K	\$398K	\$397K	\$429K	\$402K
Percent Change from Prior Year	6%	11%	12%	19%	-3%	20%	14%	26%	35%	18%	19%	9%	18%

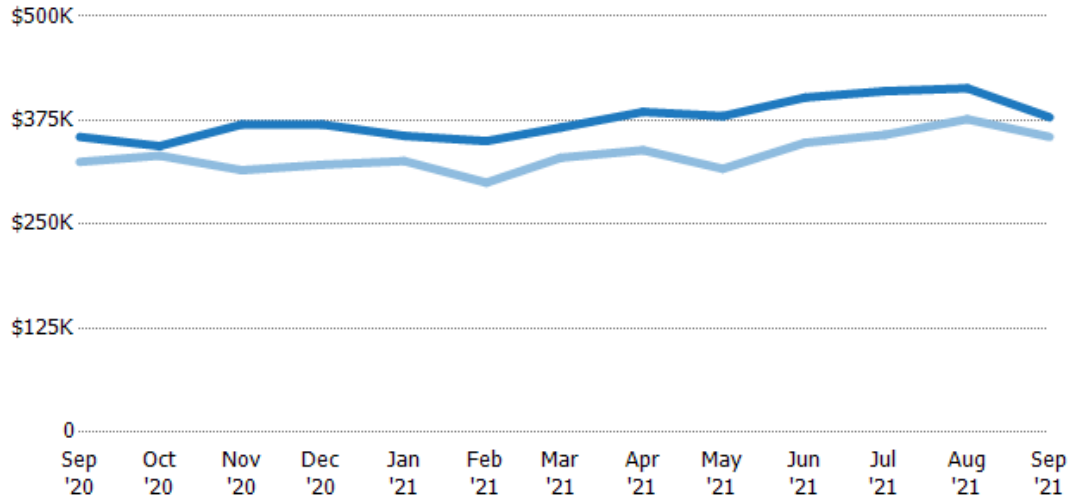
## Median Sales Price

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.
Sep '21	\$379K	6.7%
Sep '20	\$355K	9.2%
Sep '19	\$325K	2.2%



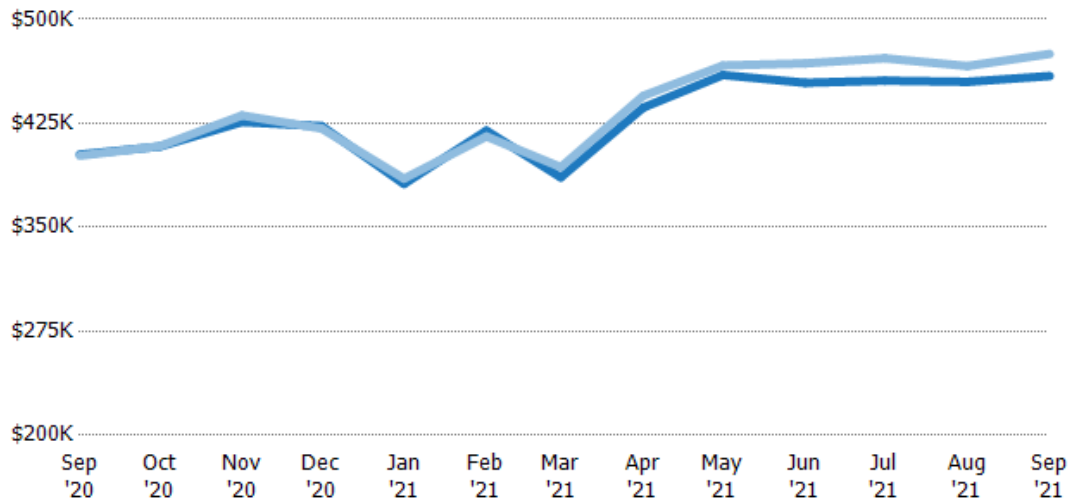
Current Year	\$355K	\$344K	\$370K	\$370K	\$356K	\$350K	\$366K	\$385K	\$380K	\$402K	\$410K	\$414K	\$379K
Prior Year	\$325K	\$333K	\$315K	\$322K	\$326K	\$300K	\$330K	\$339K	\$317K	\$348K	\$358K	\$376K	\$355K
Percent Change from Prior Year	9%	3%	17%	15%	9%	17%	11%	14%	20%	16%	15%	10%	7%

## 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



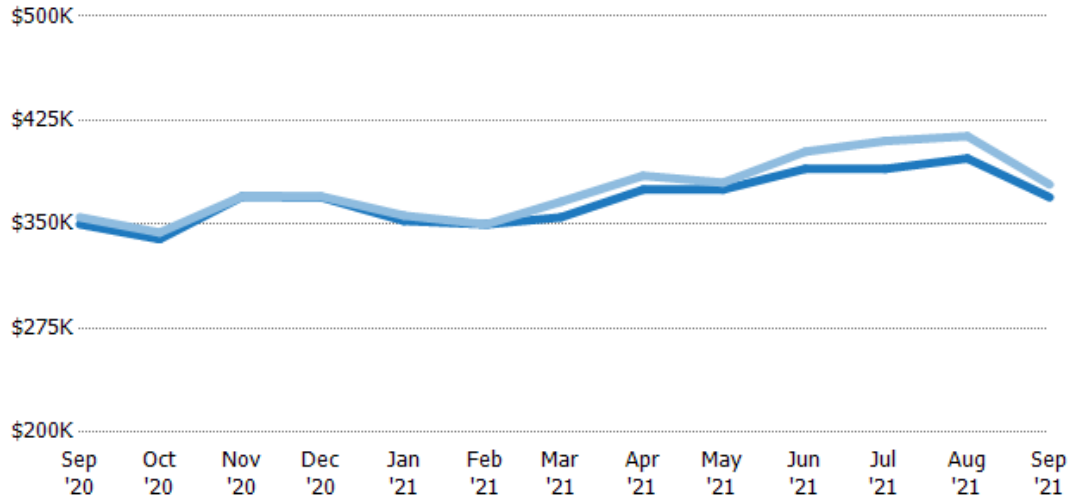
Avg List Price	\$403K	\$408K	\$426K	\$423K	\$381K	\$420K	\$386K	\$436K	\$460K	\$454K	\$456K	\$455K	\$459K
Avg Sales Price	\$402K	\$408K	\$431K	\$421K	\$385K	\$415K	\$393K	\$445K	\$467K	\$468K	\$472K	\$466K	\$475K
Avg Sales Price as a % of Avg List Price	100%	100%	101%	100%	101%	99%	102%	102%	101%	103%	104%	103%	103%

## 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

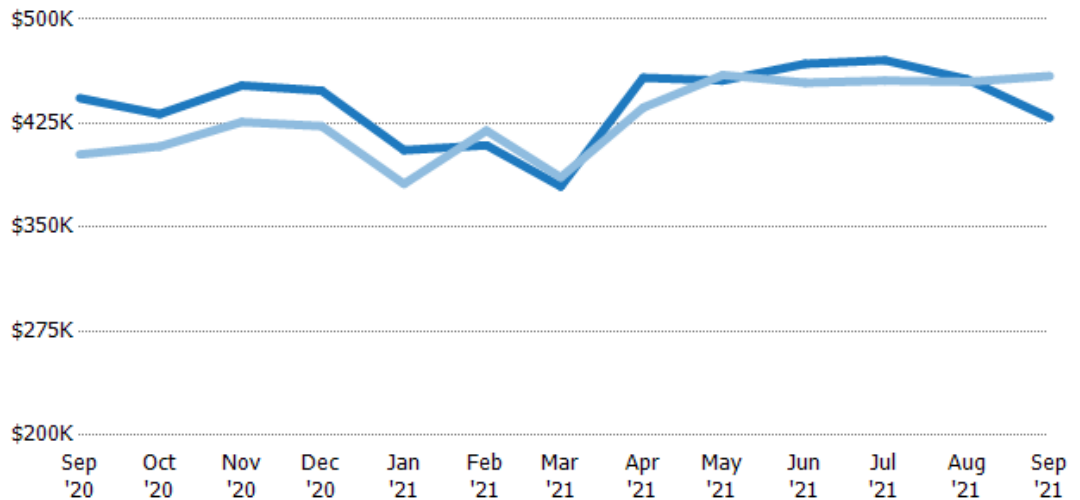


## Average Sales Price vs Average Est Value

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

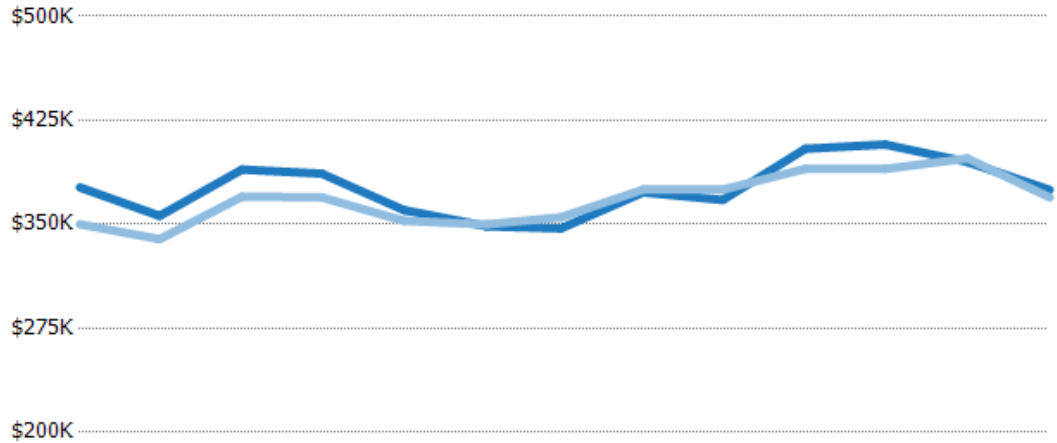


## Median Sales Price vs Median Est Value

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$377K	\$356K	\$389K	\$387K	\$360K	\$349K	\$347K	\$373K	\$368K	\$404K	\$408K	\$395K	\$375K
Median Sales Price	\$350K	\$339K	\$370K	\$369K	\$352K	\$350K	\$355K	\$375K	\$375K	\$390K	\$390K	\$398K	\$369K
Med Sales Price as a % of Med Est Value	93%	95%	95%	96%	98%	100%	102%	101%	102%	96%	96%	101%	99%