

## 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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	208	219	-5%	1,454	1,394	+4.3%
New Listing Volume	\$97,825,793	\$94,300,997	+3.7%	\$679,610,014	\$579,943,335	+17.2%
Active Listing Count	301	329	-8.5%	N/A	N/A	
Active Listing Volume	\$169,045,726	\$173,239,034	-2.4%	N/A	N/A	
Average Listing Price	\$561,614	\$526,562	+6.7%	\$546,995	\$505,151	+8.3%
Median Listing Price	\$489,900	\$429,900	+14%	\$479,320	\$419,911	+14.1%
Median Days in RPR	56	74	-24.3%	72.35	94.8	-23.7%
Months of Inventory	1.5	1.6	-3.5%	1.8	2.7	-34.9%
Absorption Rate	66.78%	64.44%	+2.3%	57.04%	37.11%	+19.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	171	255	-32.9%	1,378	1,429	-3.6%
New Pending Sales Volume	\$77,271,035	\$102,599,782	-24.7%	\$610,794,780	\$560,040,308	+9.1%
Pending Sales Count	252	354	-28.8%	N/A	N/A	
Pending Sales Volume	\$108,946,328	\$147,165,113	-26%	N/A	N/A	
Closed Sales Count	234	218	+7.3%	1,134	1,078	+5.2%
Closed Sales Volume	\$109,112,608	\$93,449,818	+16.8%	\$508,661,385	\$416,876,406	+22%
Average Sales Price	\$466,293	\$428,669	+8.8%	\$448,555	\$386,713	+16%
Median Sales Price	\$413,500	\$376,250	+9.9%	\$391,136	\$344,541	+13.5%

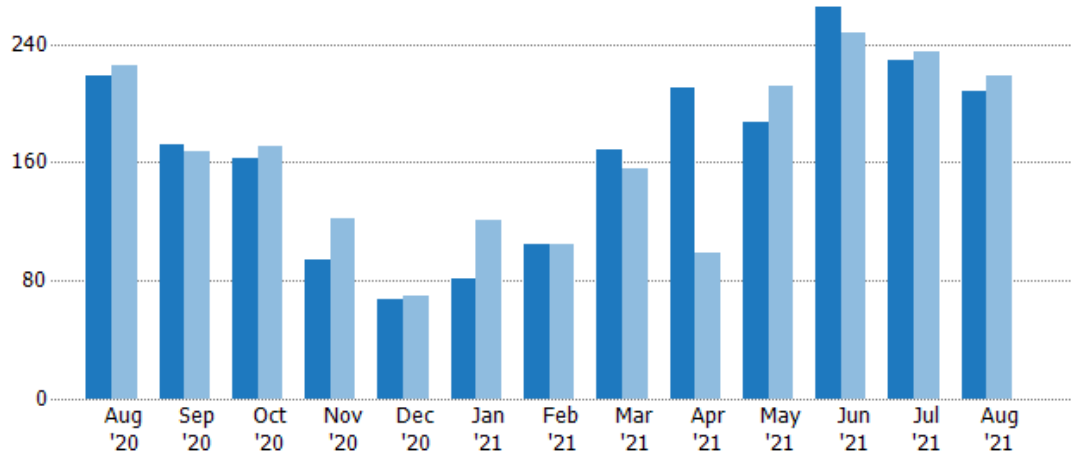
## New Listings

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

Month/Year	Count	% Chg.
Aug '21	208	-5%
Aug '20	219	-2.7%
Aug '19	225	-17.3%



Current Year	219	172	163	94	67	81	105	169	210	187	265	229	208
Prior Year	225	167	171	122	70	121	105	156	99	211	248	235	219
Percent Change from Prior Year	-3%	3%	-5%	-23%	-4%	-33%	0%	8%	112%	-11%	7%	-3%	-5%

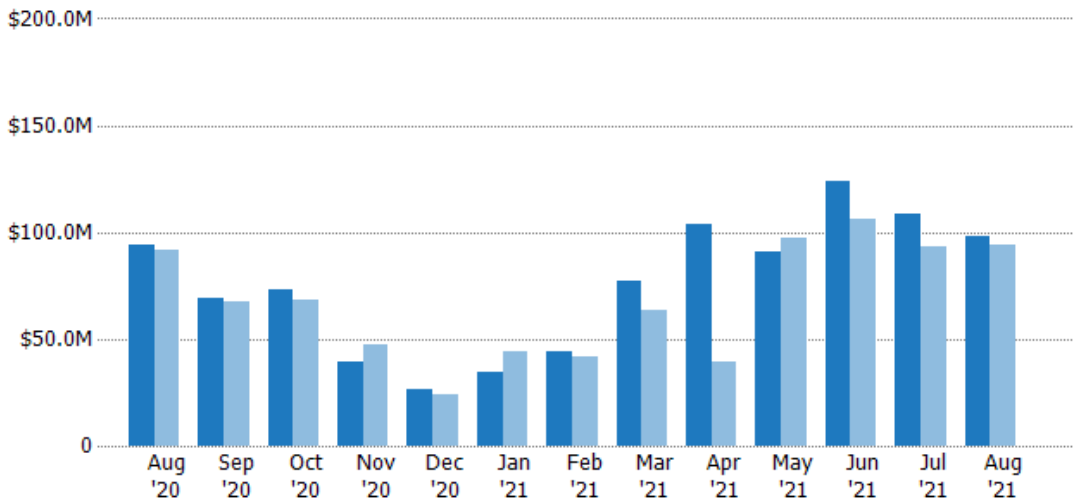
## New Listing Volume

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.
Aug '21	\$97.8M	3.7%
Aug '20	\$94.3M	2.7%
Aug '19	\$91.8M	-25.1%



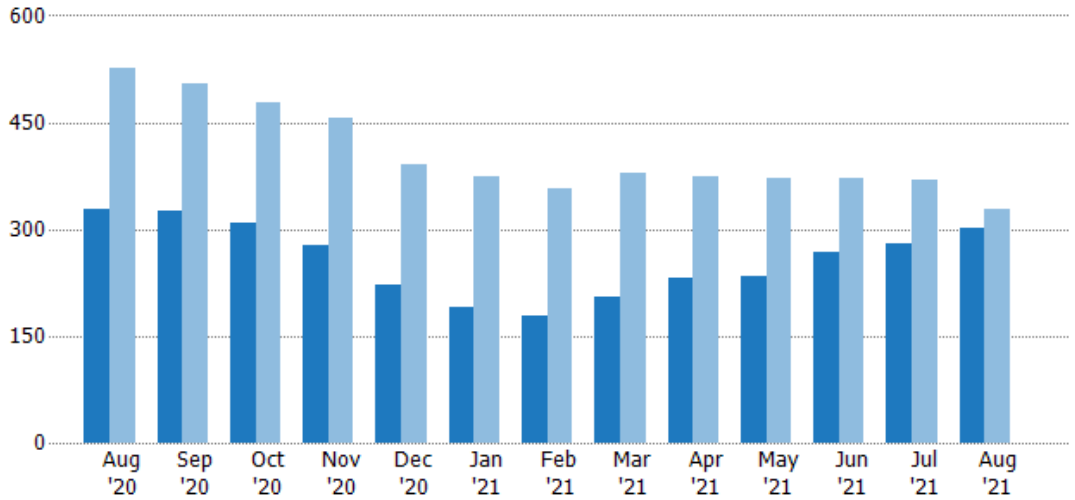
Current Year	\$94.3M	\$69.5M	\$73.2M	\$39.5M	\$26.2M	\$34.5M	\$44M	\$77M	\$103M	\$90.9M	\$124M	\$109M	\$97.8M
Prior Year	\$91.8M	\$67.3M	\$68.4M	\$47.7M	\$23.7M	\$44.1M	\$41.9M	\$63.3M	\$39.4M	\$97.1M	\$107M	\$93.2M	\$94.3M
Percent Change from Prior Year	3%	3%	7%	-17%	10%	-22%	5%	22%	162%	-6%	16%	16%	4%

## 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



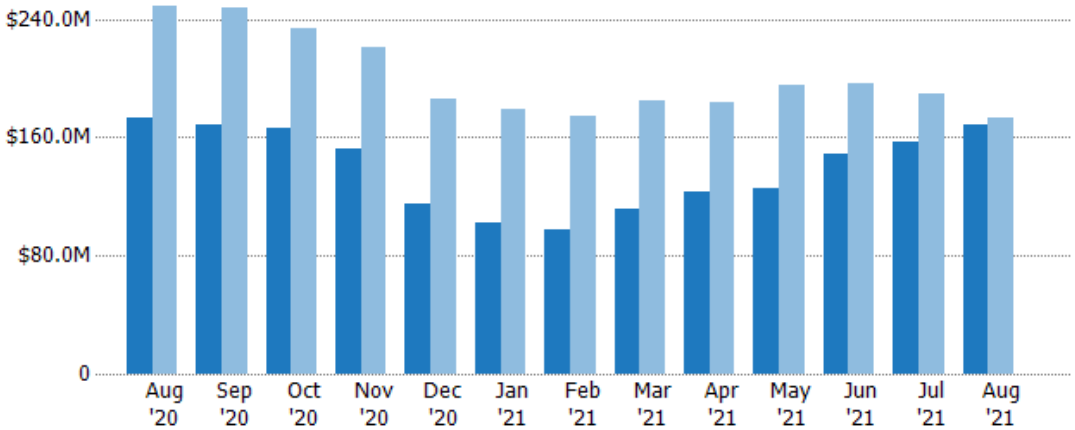
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	329	325	309	277	222	191	179	206	232	233	268	280	301
Prior Year	526	505	479	457	391	374	358	378	374	371	372	368	329
Percent Change from Prior Year	-37%	-36%	-35%	-39%	-43%	-49%	-50%	-46%	-38%	-37%	-28%	-24%	-9%

## 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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$173M	\$168M	\$166M	\$153M	\$115M	\$103M	\$97.6M	\$112M	\$123M	\$125M	\$148M	\$156M	\$169M
Prior Year	\$249M	\$248M	\$234M	\$220M	\$186M	\$179M	\$175M	\$185M	\$184M	\$196M	\$196M	\$189M	\$173M
Percent Change from Prior Year	-30%	-32%	-29%	-31%	-38%	-43%	-44%	-40%	-33%	-36%	-24%	-17%	-2%

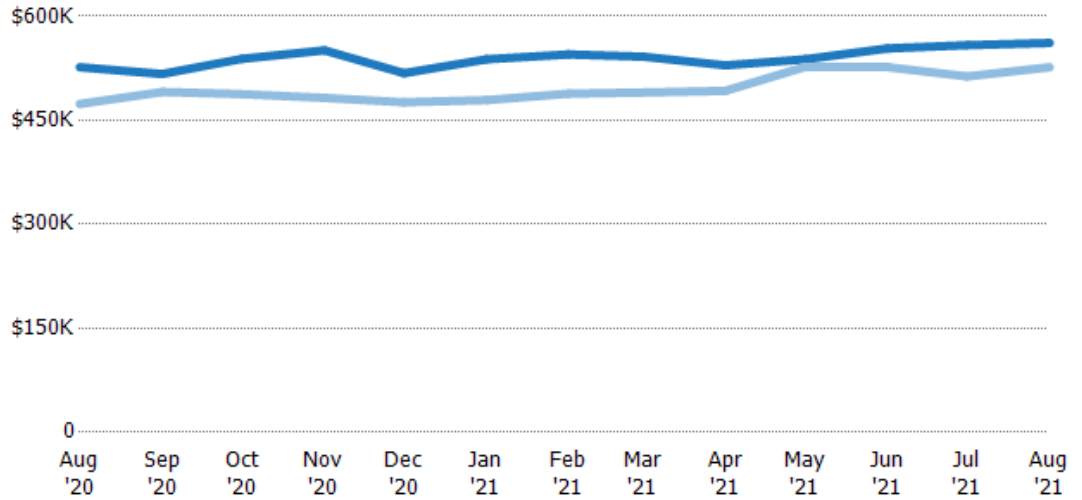
## Average Listing Price

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.
Aug '21	\$562K	6.7%
Aug '20	\$527K	11.2%
Aug '19	\$474K	-5.2%



Current Year	\$527K	\$517K	\$539K	\$551K	\$518K	\$538K	\$545K	\$542K	\$529K	\$538K	\$554K	\$558K	\$562K
Prior Year	\$474K	\$491K	\$488K	\$482K	\$476K	\$479K	\$488K	\$490K	\$492K	\$527K	\$527K	\$513K	\$527K
Percent Change from Prior Year	11%	5%	10%	14%	9%	12%	12%	11%	7%	2%	5%	9%	7%

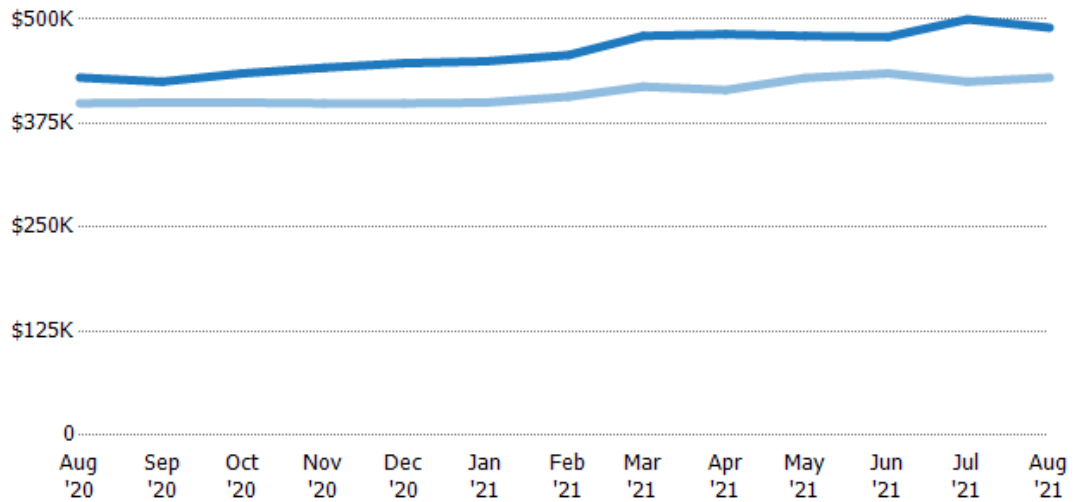
## Median Listing Price

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.
Aug '21	\$490K	14%
Aug '20	\$430K	7.7%
Aug '19	\$399K	-4.8%



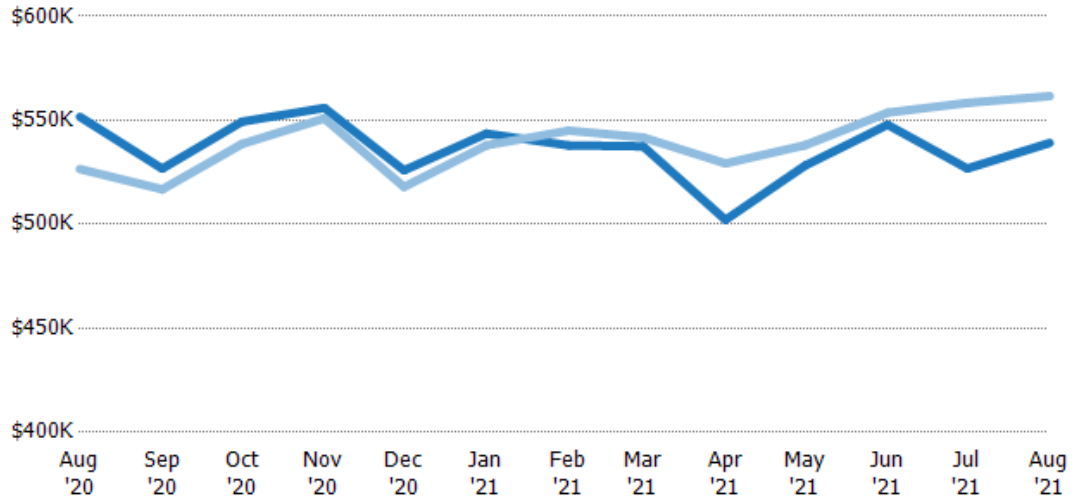
Current Year	\$430K	\$425K	\$435K	\$442K	\$447K	\$450K	\$457K	\$480K	\$482K	\$480K	\$479K	\$500K	\$490K
Prior Year	\$399K	\$400K	\$400K	\$399K	\$399K	\$400K	\$407K	\$419K	\$415K	\$430K	\$435K	\$425K	\$430K
Percent Change from Prior Year	8%	6%	9%	11%	12%	12%	12%	15%	16%	12%	10%	18%	14%

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



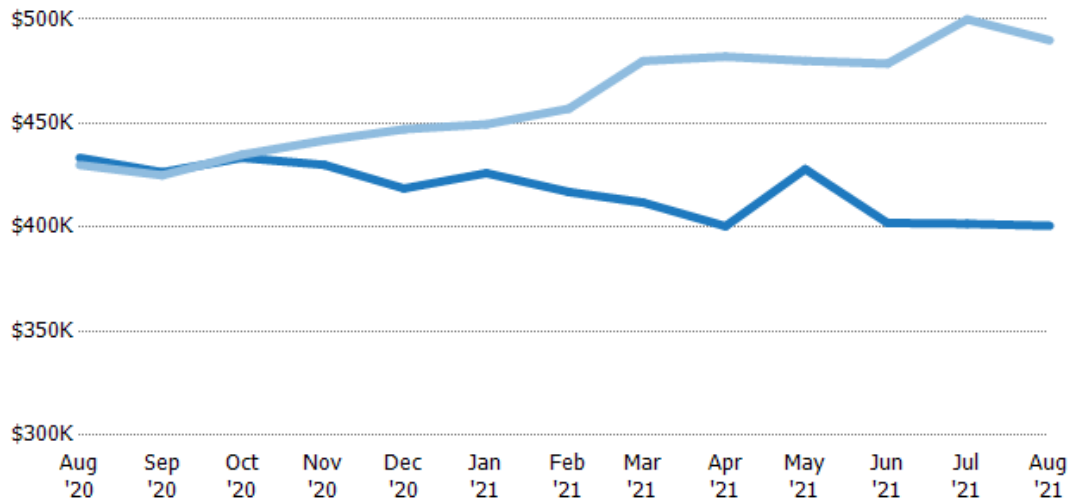
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$552K	\$527K	\$549K	\$556K	\$526K	\$544K	\$538K	\$537K	\$502K	\$528K	\$548K	\$527K	\$539K
Avg Listing Price	\$527K	\$517K	\$539K	\$551K	\$518K	\$538K	\$545K	\$542K	\$529K	\$538K	\$554K	\$558K	\$562K
Avg Listing Price as a % of Avg Est Value	95%	98%	98%	99%	98%	99%	101%	101%	105%	102%	101%	106%	104%

## 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



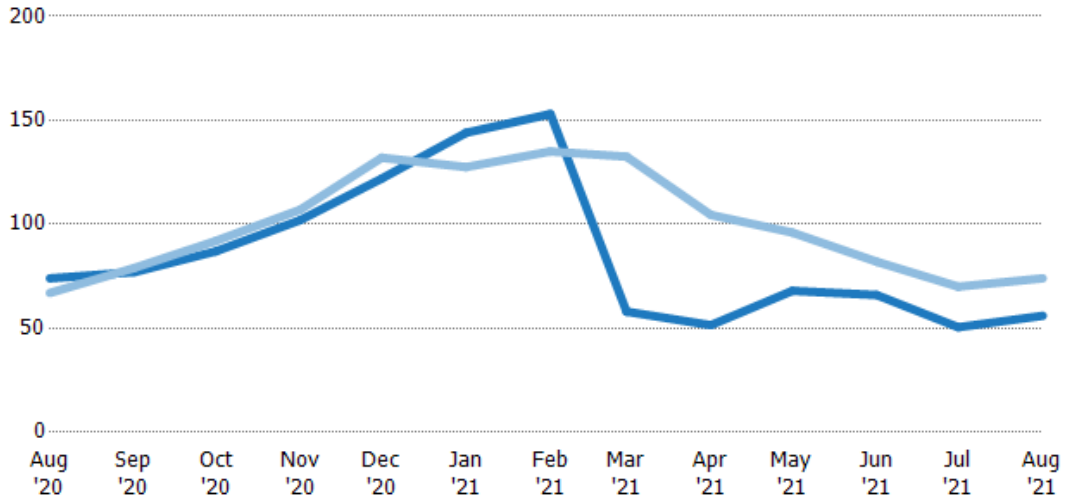
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$433K	\$426K	\$433K	\$430K	\$419K	\$426K	\$417K	\$412K	\$400K	\$428K	\$402K	\$402K	\$401K
Median Listing Price	\$430K	\$425K	\$435K	\$442K	\$447K	\$450K	\$457K	\$480K	\$482K	\$480K	\$479K	\$500K	\$490K
Med Listing Price as a % of Med Est Value	99%	100%	100%	103%	107%	106%	110%	117%	120%	112%	119%	124%	122%

## 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



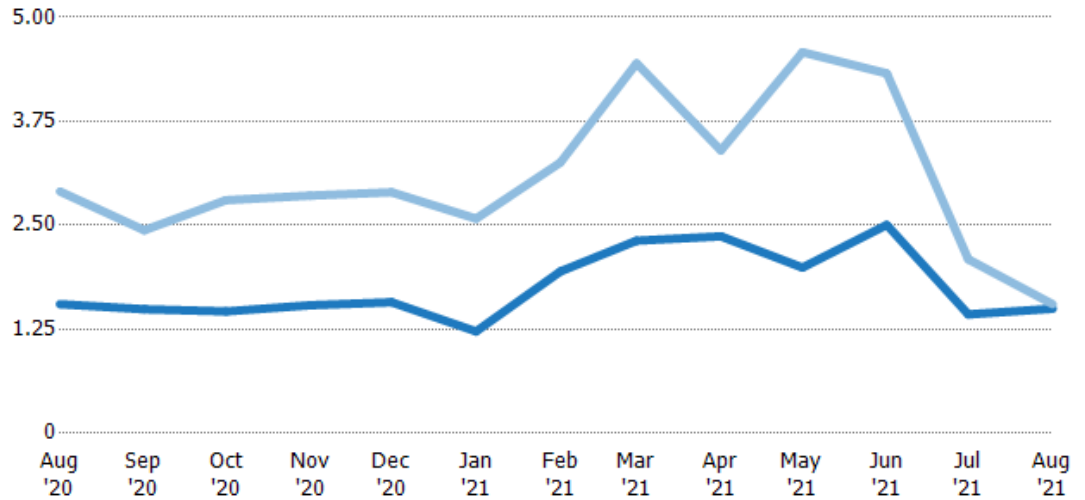
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	74	77	87	102	122	144	153	58	51.5	68	66	50.5	56
Prior Year	67	79	92	107	132	128	135	133	105	96	82	70	74
Percent Change from Prior Year	10%	-3%	-5%	-5%	-8%	13%	13%	-56%	-51%	-29%	-20%	-28%	-24%

## 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



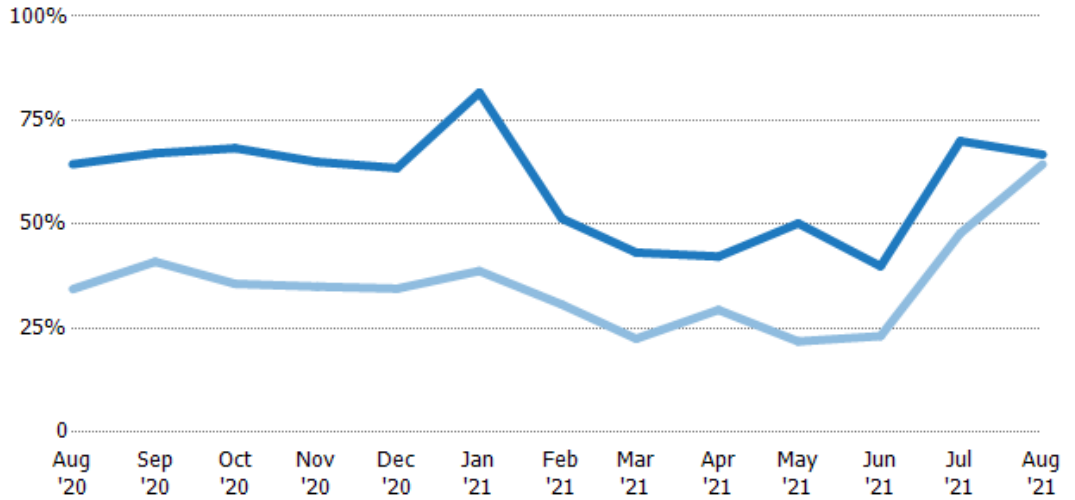
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	1.55	1.49	1.46	1.54	1.57	1.22	1.95	2.31	2.37	1.99	2.5	1.43	1.5
Prior Year	2.91	2.44	2.8	2.86	2.9	2.58	3.25	4.45	3.4	4.58	4.33	2.09	1.55
Percent Change from Prior Year	-47%	-39%	-48%	-46%	-46%	-53%	-40%	-48%	-30%	-57%	-42%	-32%	-3%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



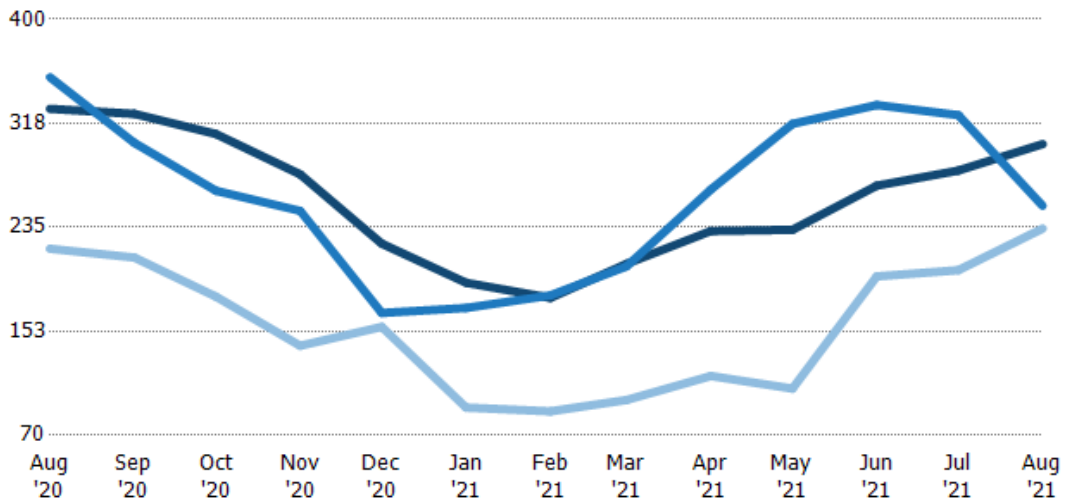
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	64%	67%	68%	65%	64%	82%	51%	43%	42%	50%	40%	70%	67%
Prior Year	34%	41%	36%	35%	35%	39%	31%	22%	29%	22%	23%	48%	64%
Change from Prior Year	-30%	-26%	-33%	-30%	-29%	-43%	-21%	-21%	-13%	-28%	-17%	-22%	-2%

## 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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	329	325	309	277	222	191	179	206	232	233	268	280	301
Pending	354	302	264	248	167	171	181	204	265	317	332	324	252
Sold	218	211	180	141	156	92	89	98	117	107	196	201	234

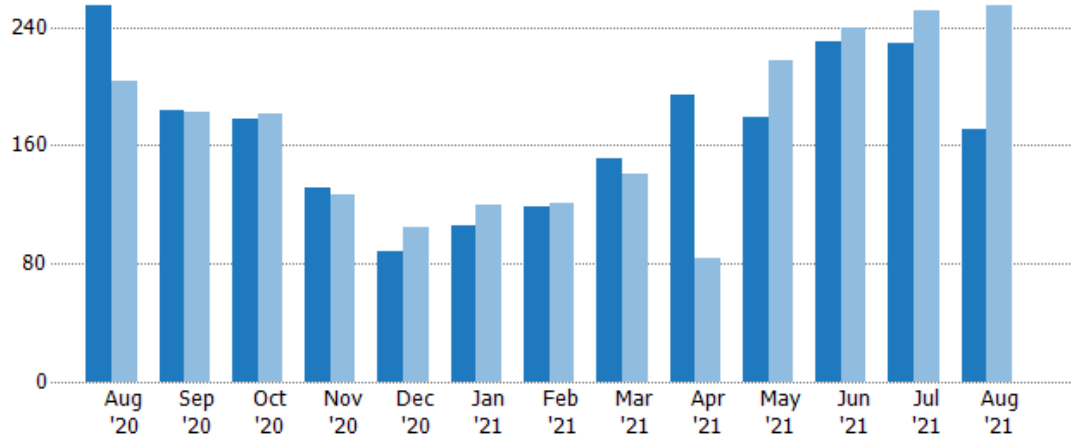
## New Pending Sales

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

Month/Year	Count	% Chg.
Aug '21	171	-32.9%
Aug '20	255	25.6%
Aug '19	203	-23.6%



Current Year	255	184	178	131	88	106	118	151	194	179	230	229	171
Prior Year	203	182	181	127	105	120	121	141	84	217	240	251	255
Percent Change from Prior Year	26%	1%	-2%	3%	-16%	-12%	-2%	7%	131%	-18%	-4%	-9%	-33%

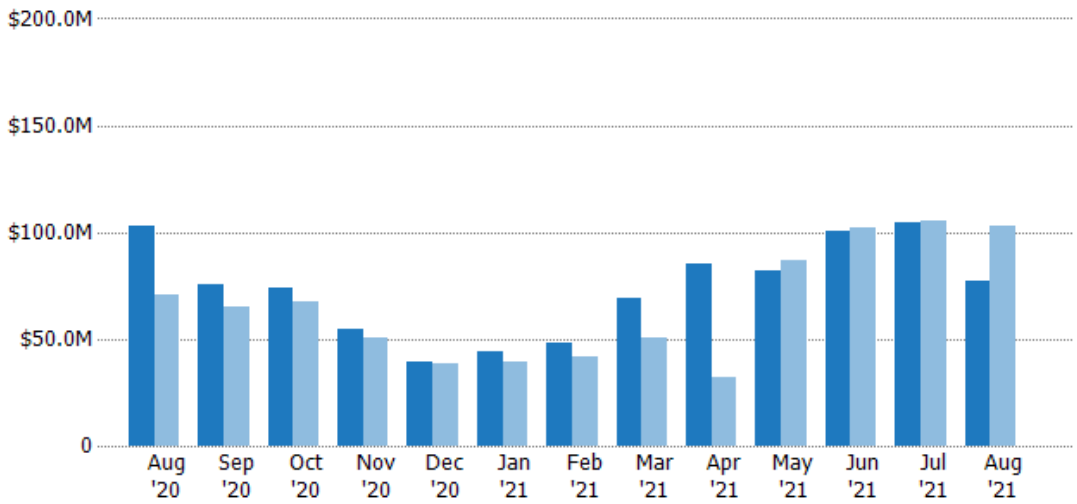
## New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Aug '21	\$77.3M	-24.7%
Aug '20	\$103M	44.8%
Aug '19	\$70.8M	-19.7%



Current Year	\$103M	\$75.7M	\$74M	\$54.3M	\$39.4M	\$44.3M	\$48.3M	\$69.2M	\$85.5M	\$81.8M	\$100M	\$104M	\$77.3M
Prior Year	\$70.8M	\$65.4M	\$67.6M	\$50.6M	\$38.8M	\$39.3M	\$42.1M	\$50.4M	\$32.2M	\$86.5M	\$102M	\$105M	\$103M
Percent Change from Prior Year	45%	16%	9%	7%	1%	13%	15%	37%	165%	-5%	-2%	-1%	-25%



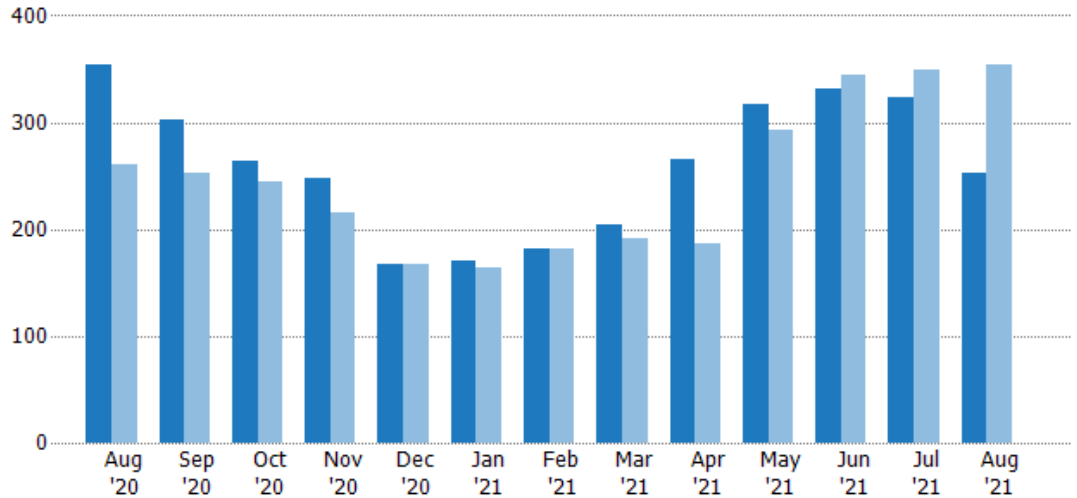
## Pending Sales

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.
Aug '21	252	-28.8%
Aug '20	354	35.6%
Aug '19	261	-13%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	354	302	264	248	167	171	181	204	265	317	332	324	252
Prior Year	261	252	245	215	167	164	181	192	186	293	345	349	354
Percent Change from Prior Year	36%	20%	8%	15%	0%	4%	0%	6%	42%	8%	-4%	-7%	-29%

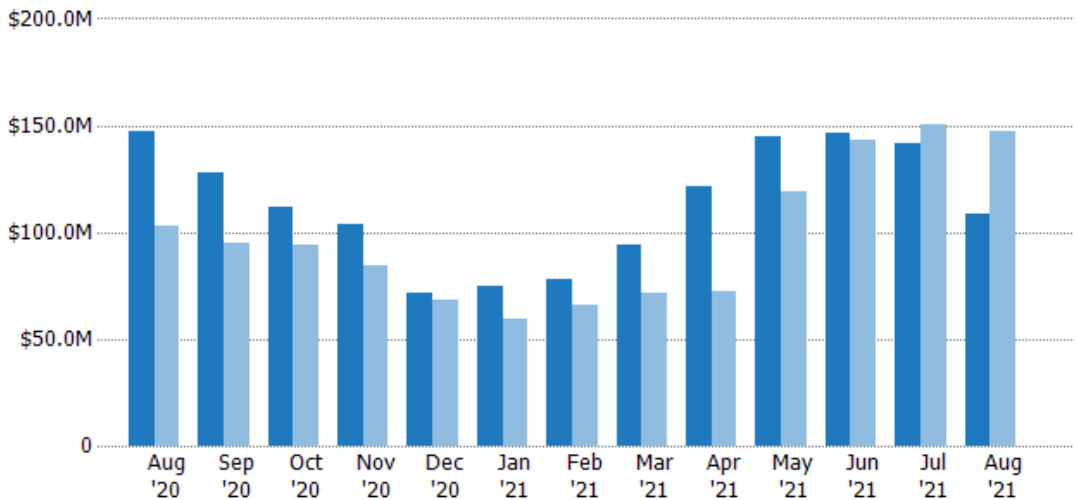
## Pending Sales Volume

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.
Aug '21	\$109M	-26%
Aug '20	\$147M	42.9%
Aug '19	\$103M	-19%



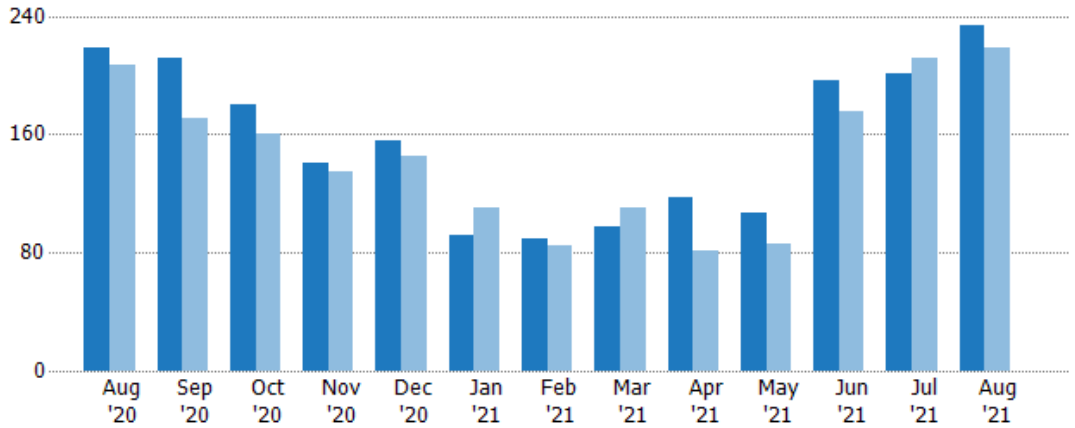
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$147M	\$128M	\$112M	\$104M	\$71.4M	\$75.1M	\$77.7M	\$94.4M	\$121M	\$145M	\$147M	\$142M	\$109M
Prior Year	\$103M	\$95.1M	\$93.9M	\$84.5M	\$68.5M	\$59.2M	\$66.1M	\$71.9M	\$72.5M	\$119M	\$143M	\$150M	\$147M
Percent Change from Prior Year	43%	35%	19%	23%	4%	27%	17%	31%	67%	22%	2%	-6%	-26%

## 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



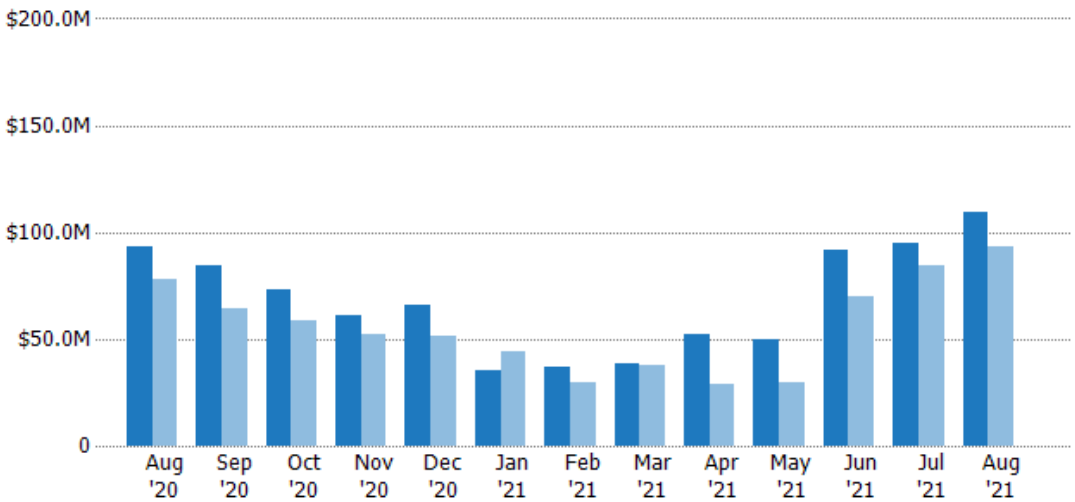
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	218	211	180	141	156	92	89	98	117	107	196	201	234
Prior Year	207	171	160	135	145	110	85	110	81	86	176	212	218
Percent Change from Prior Year	5%	23%	13%	4%	8%	-16%	5%	-11%	44%	24%	11%	-5%	7%

## 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



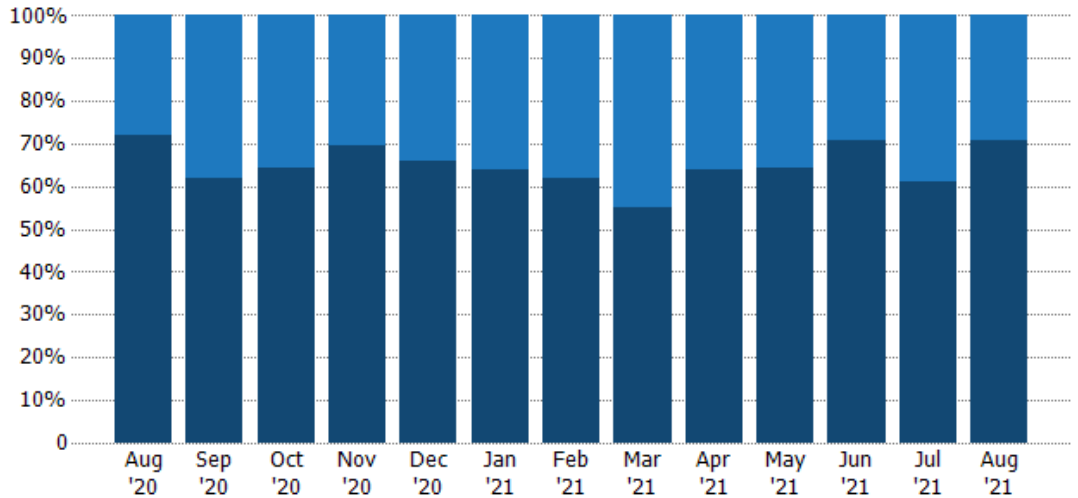
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$93.4M	\$84.7M	\$73.5M	\$60.7M	\$65.7M	\$35.4M	\$37M	\$38.6M	\$52M	\$49.9M	\$91.8M	\$94.8M	\$109M
Prior Year	\$78.1M	\$64.7M	\$58.7M	\$51.8M	\$51.3M	\$43.8M	\$29.4M	\$37.8M	\$28.5M	\$29.6M	\$70.1M	\$84.2M	\$93.4M
Percent Change from Prior Year	20%	31%	25%	17%	28%	-19%	26%	2%	83%	69%	31%	13%	17%

## 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



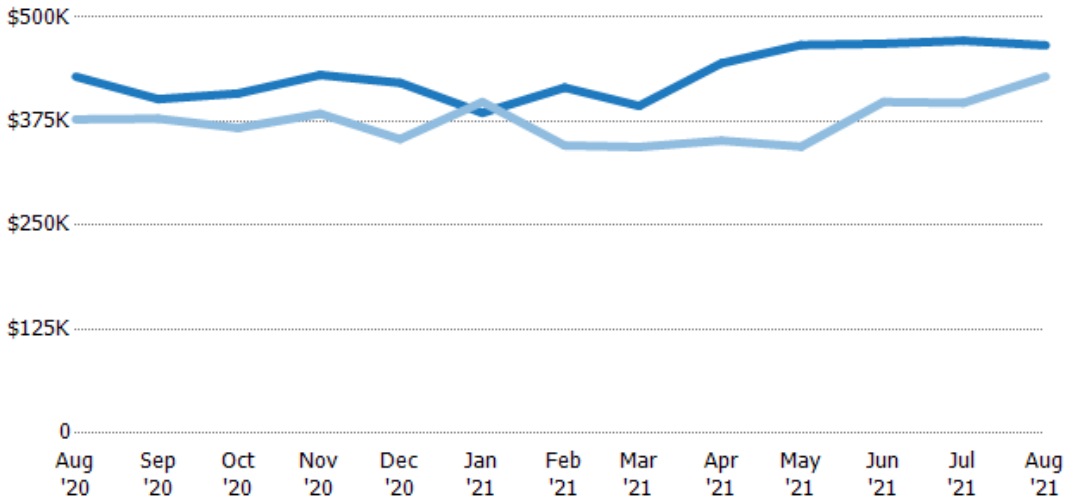
Property Type	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Condo/Townhouse	28%	38%	36%	30%	34%	36%	38%	45%	36%	36%	29%	39%	29%
Single Family Residence	72%	62%	64%	70%	66%	64%	62%	55%	64%	64%	71%	61%	71%

## 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.
Aug '21	\$466K	8.8%
Aug '20	\$429K	13.6%
Aug '19	\$377K	-12.3%

Property Type	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$429K	\$402K	\$408K	\$431K	\$421K	\$385K	\$415K	\$393K	\$445K	\$467K	\$468K	\$472K	\$466K
Prior Year	\$377K	\$378K	\$367K	\$384K	\$354K	\$398K	\$346K	\$344K	\$352K	\$345K	\$398K	\$397K	\$429K
Percent Change from Prior Year	14%	6%	11%	12%	19%	-3%	20%	14%	26%	35%	18%	19%	9%

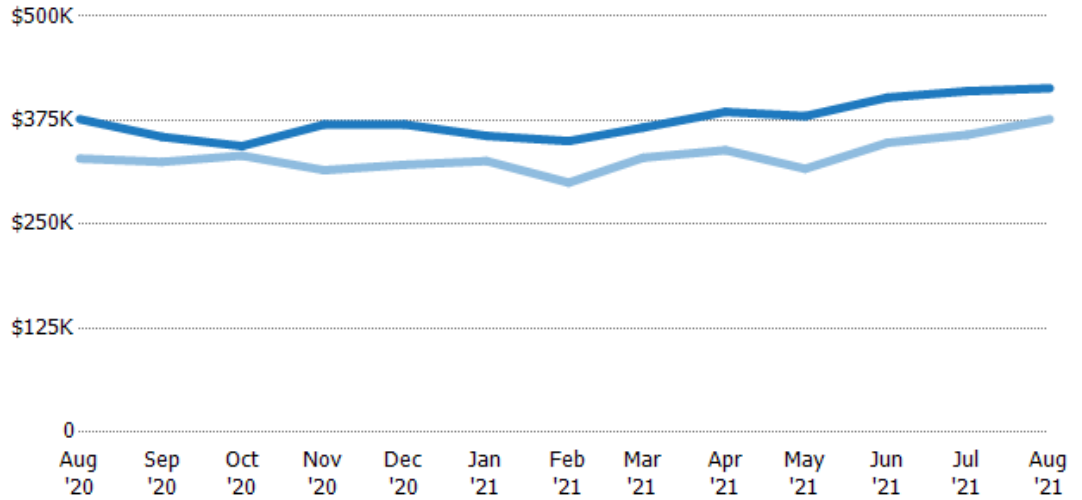
## Median Sales Price

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.
Aug '21	\$414K	9.9%
Aug '20	\$376K	14.4%
Aug '19	\$329K	-14.7%



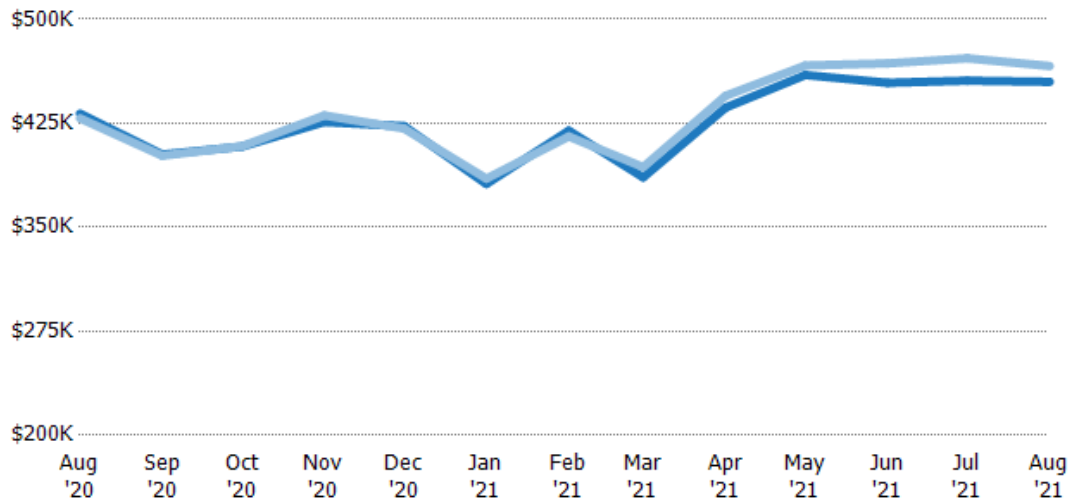
Current Year	\$376K	\$355K	\$344K	\$370K	\$370K	\$356K	\$350K	\$366K	\$385K	\$380K	\$402K	\$410K	\$414K
Prior Year	\$329K	\$325K	\$333K	\$315K	\$322K	\$326K	\$300K	\$330K	\$339K	\$317K	\$348K	\$358K	\$376K
Percent Change from Prior Year	14%	9%	3%	17%	15%	9%	17%	11%	14%	20%	16%	15%	10%

## 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



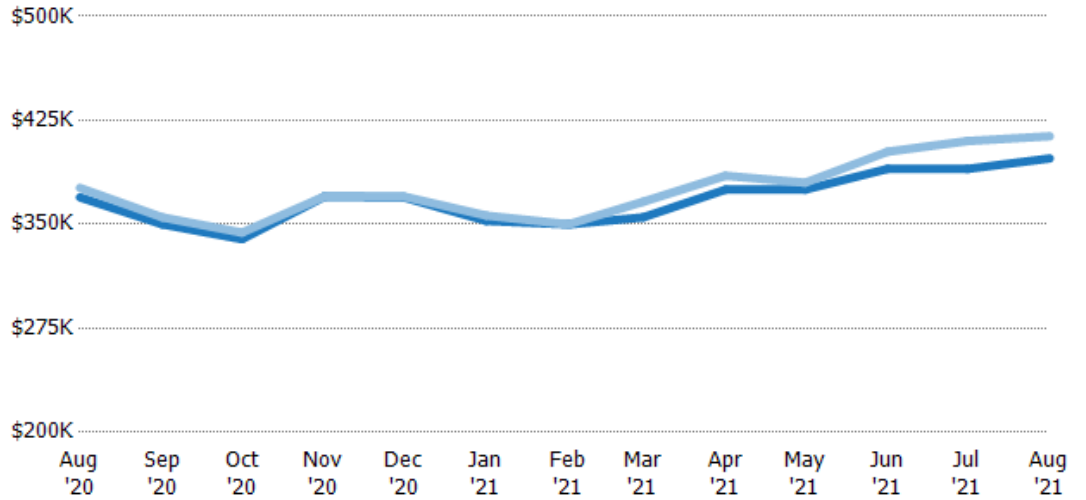
Avg List Price	\$432K	\$403K	\$408K	\$426K	\$423K	\$381K	\$420K	\$386K	\$436K	\$460K	\$454K	\$456K	\$455K
Avg Sales Price	\$429K	\$402K	\$408K	\$431K	\$421K	\$385K	\$415K	\$393K	\$445K	\$467K	\$468K	\$472K	\$466K
Avg Sales Price as a % of Avg List Price	99%	100%	100%	101%	100%	101%	99%	102%	102%	101%	103%	104%	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

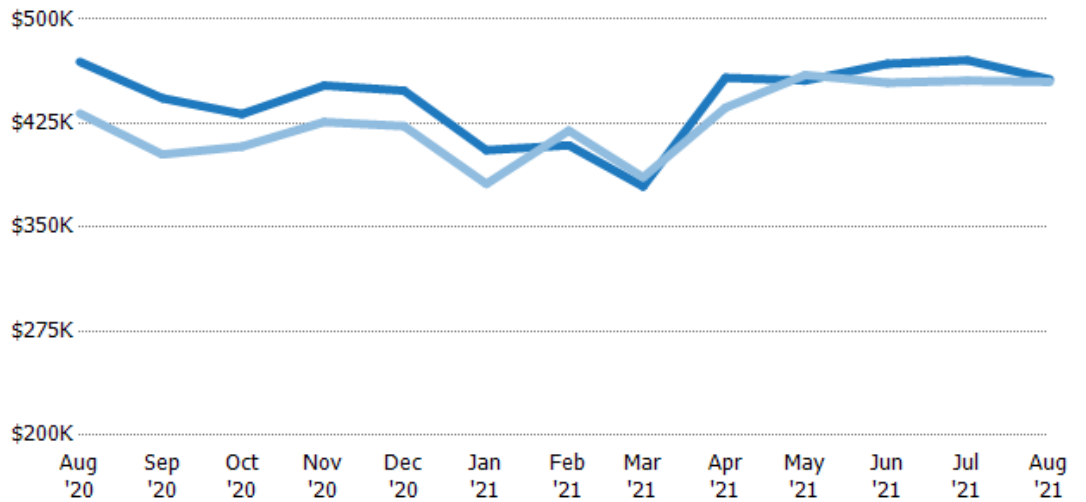


## Average Sales Price vs Average Est Value

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

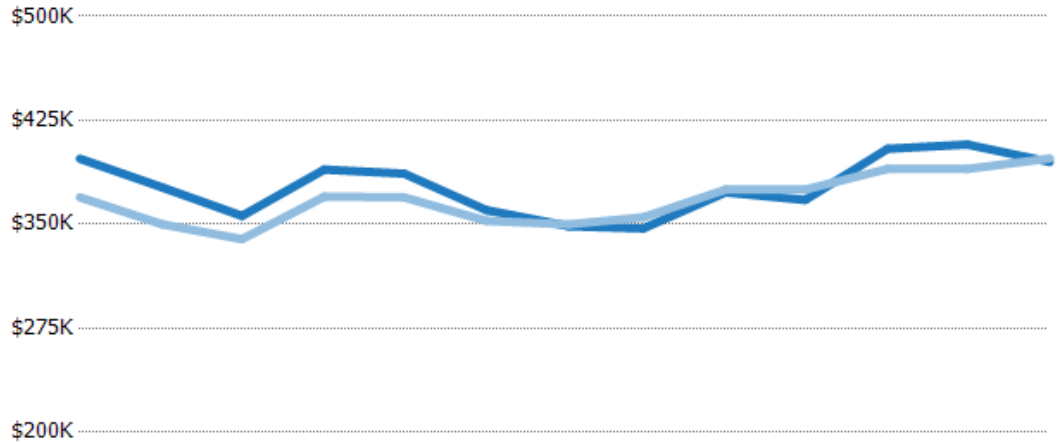


## Median Sales Price vs Median Est Value

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$397K	\$377K	\$356K	\$389K	\$387K	\$360K	\$349K	\$347K	\$373K	\$368K	\$404K	\$408K	\$395K
Median Sales Price	\$369K	\$350K	\$339K	\$370K	\$369K	\$352K	\$350K	\$355K	\$375K	\$375K	\$390K	\$390K	\$398K
Med Sales Price as a % of Med Est Value	93%	93%	95%	95%	96%	98%	100%	102%	101%	102%	96%	96%	101%