

Summary of Key Listing and Sales Metrics

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

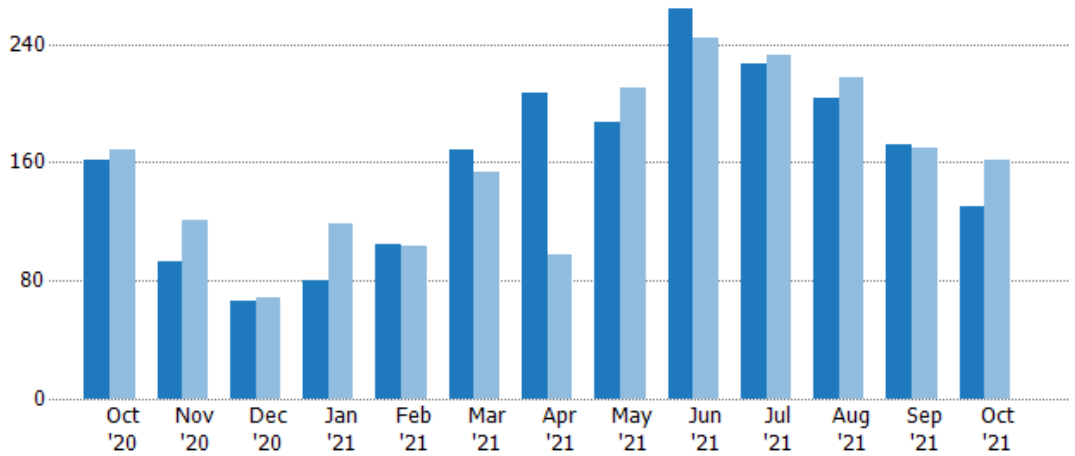
Key Metrics	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	130	161	-19.3%	1,744	1,705	+2.3%
New Listing Volume	\$56,407,250	\$72,800,808	-22.5%	\$815,101,661	\$713,560,462	+14.2%
Active Listing Count	291	308	-5.5%	N/A	N/A	
Active Listing Volume	\$157,270,055	\$166,290,957	-5.4%	N/A	N/A	
Average Listing Price	\$540,447	\$539,906	+0.1%	\$554,900	\$509,702	+8.9%
Median Listing Price	\$454,900	\$434,938	+4.6%	\$481,809	\$421,041	+14.4%
Median Days in RPR	58	87	-33.3%	71.02	89.37	-20.5%
Months of Inventory	1.6	1.5	+9.7%	1.6	2.5	-35.3%
Absorption Rate	61.86%	67.86%	-6%	62.31%	40.34%	+22%
Sales Activity Charts Metrics						
New Pending Sales Count	84	178	-52.8%	1,646	1,789	-8%
New Pending Sales Volume	\$38,957,756	\$73,962,623	-47.3%	\$737,300,238	\$708,790,182	+4%
Pending Sales Count	150	264	-43.2%	N/A	N/A	
Pending Sales Volume	\$70,470,902	\$111,897,085	-37%	N/A	N/A	
Closed Sales Count	204	175	+16.6%	1,516	1,453	+4.3%
Closed Sales Volume	\$90,679,491	\$70,299,194	+29%	\$681,492,437	\$566,126,584	+20.4%
Average Sales Price	\$444,507	\$401,710	+10.7%	\$449,533	\$389,626	+15.4%
Median Sales Price	\$400,000	\$341,000	+17.3%	\$390,807	\$345,496	+13.1%

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



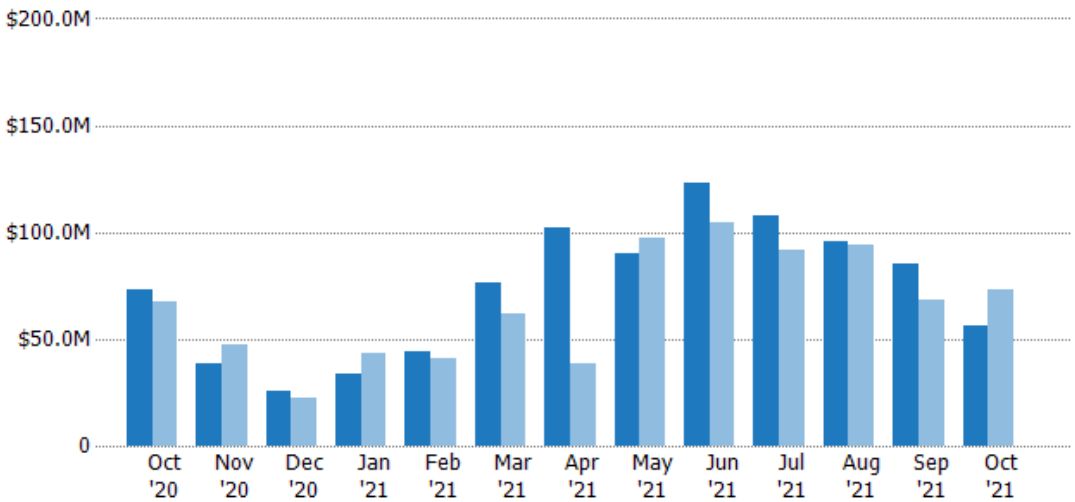
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	161	93	66	80	105	168	207	187	264	227	204	172	130
Prior Year	169	121	68	118	103	153	97	210	244	232	217	170	161
Percent Change from Prior Year	-5%	-23%	-3%	-32%	2%	10%	113%	-11%	8%	-2%	-6%	1%	-19%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$72.8M	\$38.8M	\$26M	\$34M	\$44M	\$76.6M	\$102M	\$90.2M	\$123M	\$107M	\$96M	\$85.5M	\$56.4M
Prior Year	\$67.7M	\$47.4M	\$22.8M	\$43.7M	\$40.8M	\$62.1M	\$38.5M	\$96.9M	\$105M	\$91.8M	\$93.8M	\$68.4M	\$72.8M
Percent Change from Prior Year	8%	-18%	14%	-22%	8%	23%	165%	-7%	17%	17%	2%	25%	-23%

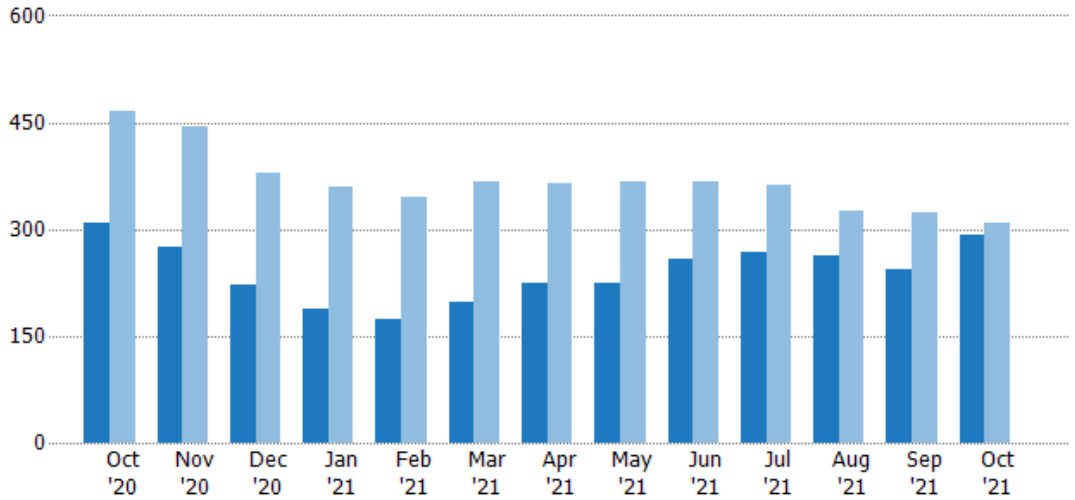
Active Listings

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.
Oct '21	291	-5.5%
Oct '20	308	-33.9%
Oct '19	466	7.3%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	308	275	221	189	173	198	224	224	259	267	263	244	291
Prior Year	466	443	378	360	345	367	364	367	366	361	326	324	308
Percent Change from Prior Year	-34%	-38%	-42%	-48%	-50%	-46%	-38%	-39%	-29%	-26%	-19%	-25%	-6%

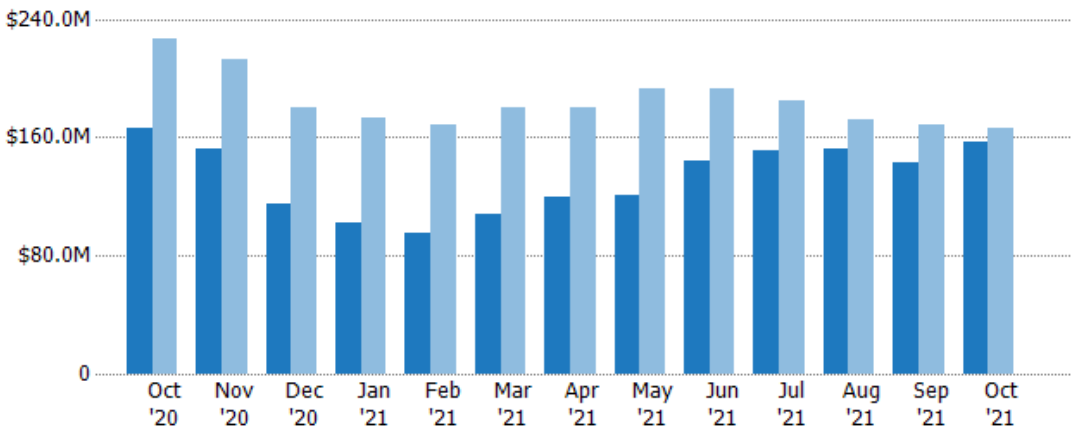
Active Listing Volume

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.
Oct '21	\$157M	-5.4%
Oct '20	\$166M	-26.5%
Oct '19	\$226M	0.7%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$166M	\$152M	\$115M	\$102M	\$94.8M	\$108M	\$119M	\$121M	\$144M	\$152M	\$152M	\$143M	\$157M
Prior Year	\$226M	\$213M	\$180M	\$173M	\$169M	\$180M	\$180M	\$194M	\$193M	\$185M	\$172M	\$168M	\$166M
Percent Change from Prior Year	-27%	-29%	-36%	-41%	-44%	-40%	-34%	-37%	-25%	-18%	-11%	-15%	-5%

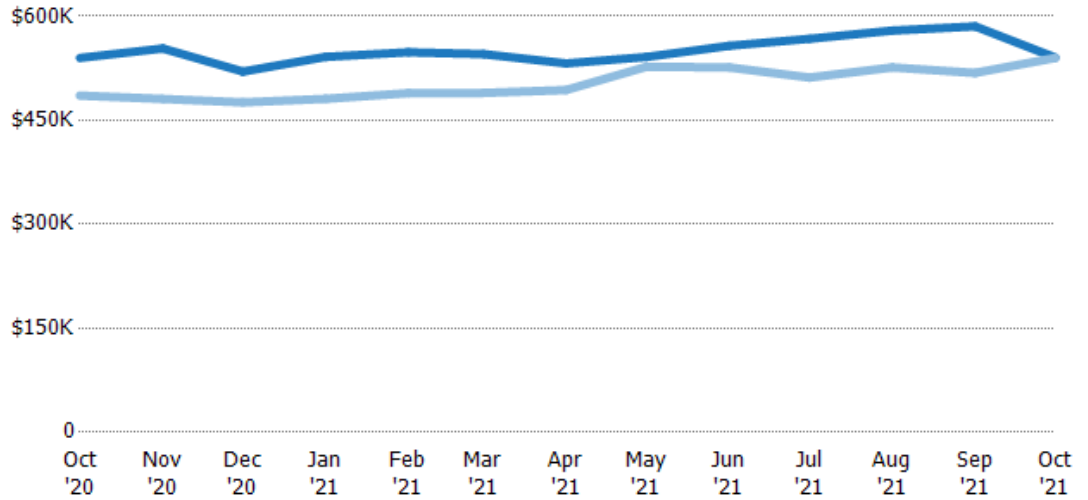
Average Listing Price

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.
Oct '21	\$540K	0.1%
Oct '20	\$540K	11.2%
Oct '19	\$486K	-6.1%



Current Year	\$540K	\$554K	\$520K	\$541K	\$548K	\$545K	\$532K	\$541K	\$557K	\$568K	\$579K	\$585K	\$540K
Prior Year	\$486K	\$481K	\$476K	\$481K	\$489K	\$489K	\$494K	\$527K	\$526K	\$512K	\$526K	\$518K	\$540K
Percent Change from Prior Year	11%	15%	9%	13%	12%	11%	8%	3%	6%	11%	10%	13%	0%

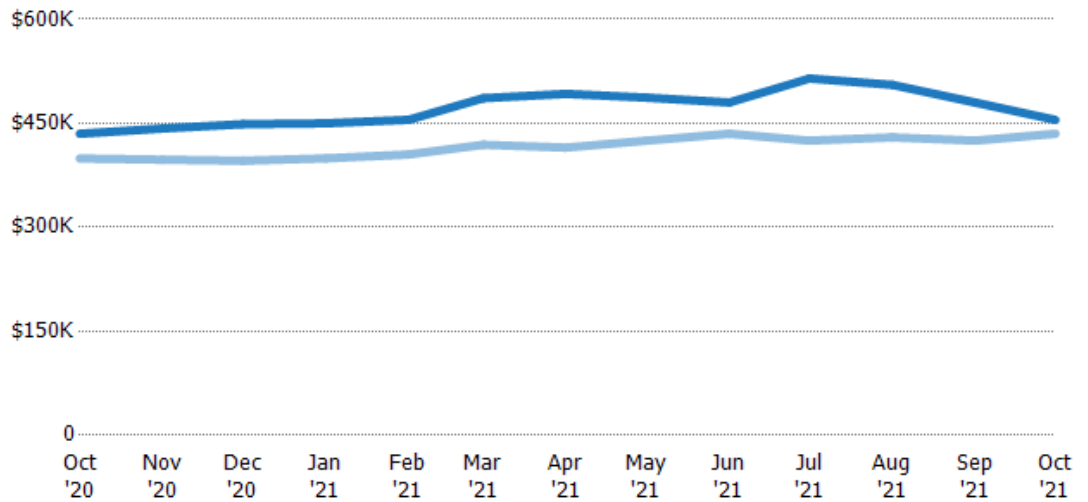
Median Listing Price

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.
Oct '21	\$455K	4.6%
Oct '20	\$435K	8.9%
Oct '19	\$399K	-3.6%



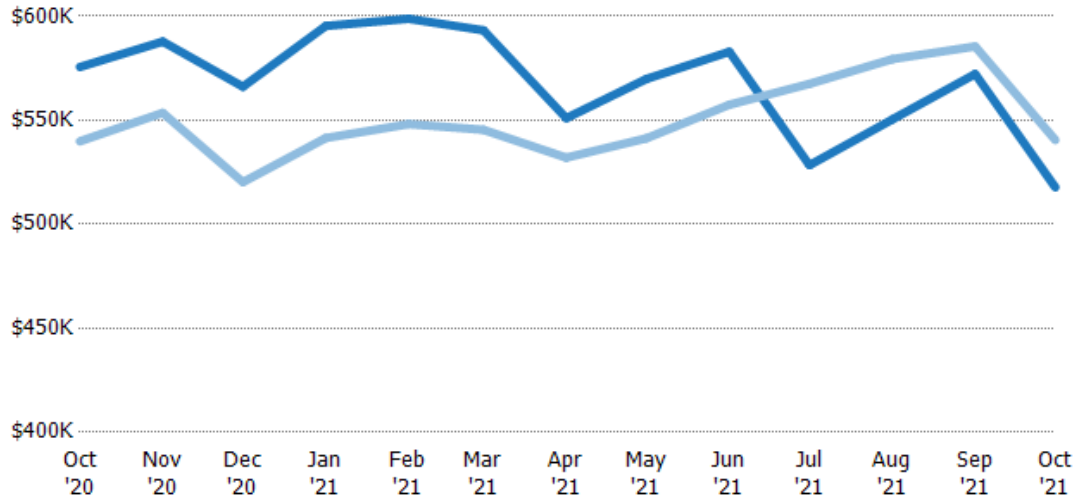
Current Year	\$435K	\$443K	\$449K	\$450K	\$455K	\$486K	\$492K	\$487K	\$480K	\$515K	\$506K	\$480K	\$455K
Prior Year	\$399K	\$398K	\$396K	\$399K	\$405K	\$419K	\$415K	\$425K	\$435K	\$425K	\$430K	\$425K	\$435K
Percent Change from Prior Year	9%	11%	13%	13%	12%	16%	19%	15%	10%	21%	18%	13%	5%

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

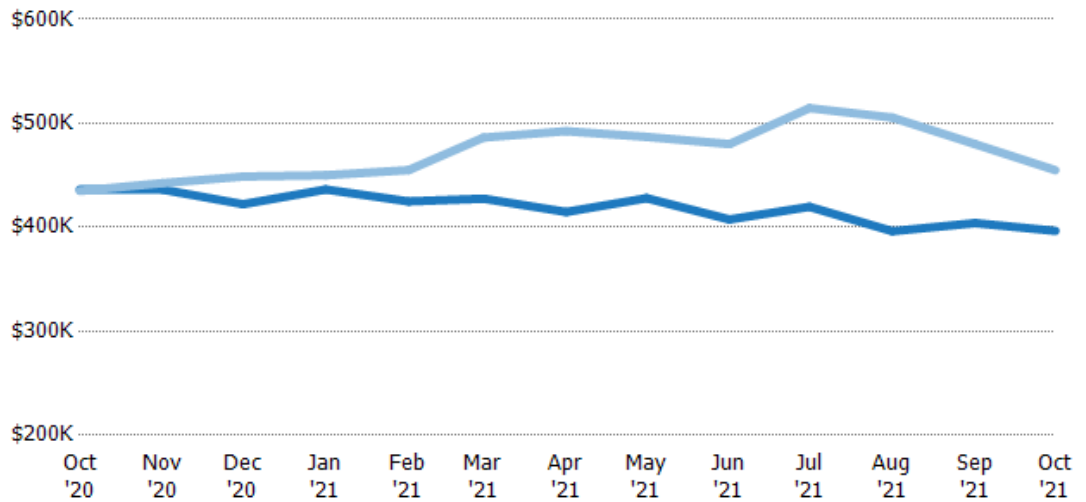


Median Listing Price vs Median Est Value

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



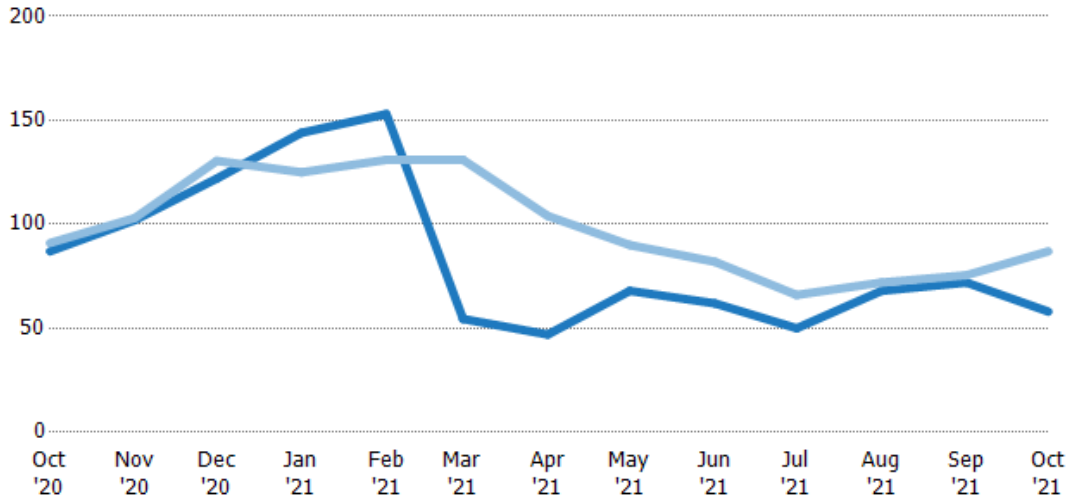
Median Days in RPR

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.
Oct '21	58	-33.3%
Oct '20	87	-4.4%
Oct '19	91	5.5%



Current Year	87	102	122	144	153	54.5	47	68	62	50	68	72	58
Prior Year	91	103	131	125	131	131	104	90	82	66	72	75.5	87
Percent Change from Prior Year	-4%	-1%	-7%	15%	17%	-58%	-55%	-24%	-24%	-24%	-6%	-5%	-33%

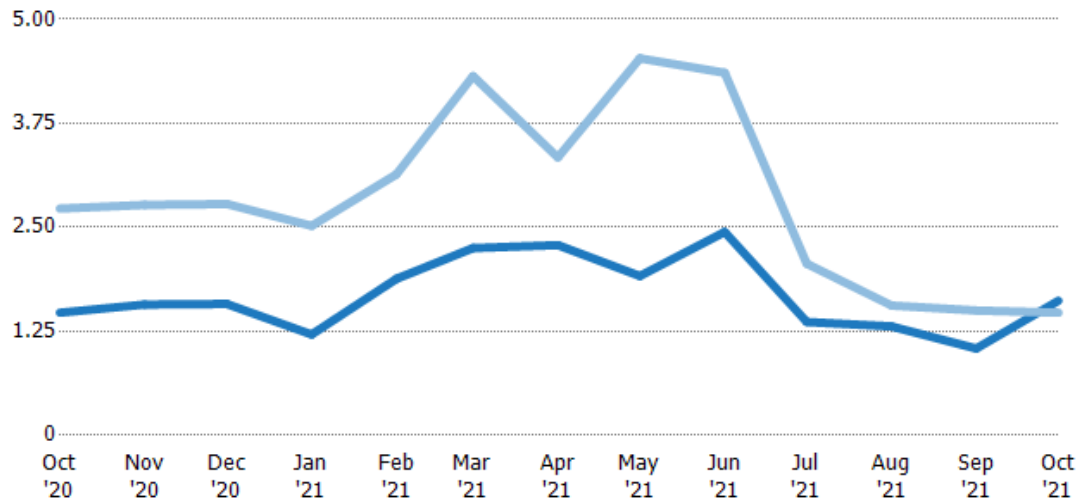
Months of Inventory

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.
Oct '21	1.62	9.7%
Oct '20	1.47	-45.9%
Oct '19	2.73	54.2%



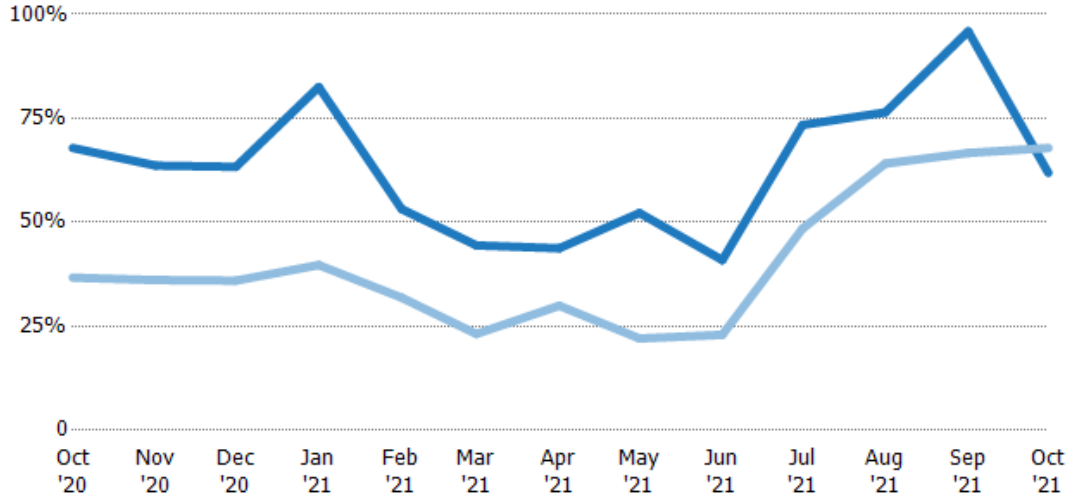
Current Year	1.47	1.57	1.58	1.21	1.88	2.25	2.29	1.91	2.44	1.36	1.31	1.04	1.62
Prior Year	2.73	2.77	2.78	2.52	3.14	4.32	3.34	4.53	4.36	2.06	1.56	1.5	1.47
Percent Change from Prior Year	-46%	-43%	-43%	-52%	-40%	-48%	-32%	-58%	-44%	-34%	-16%	-30%	10%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



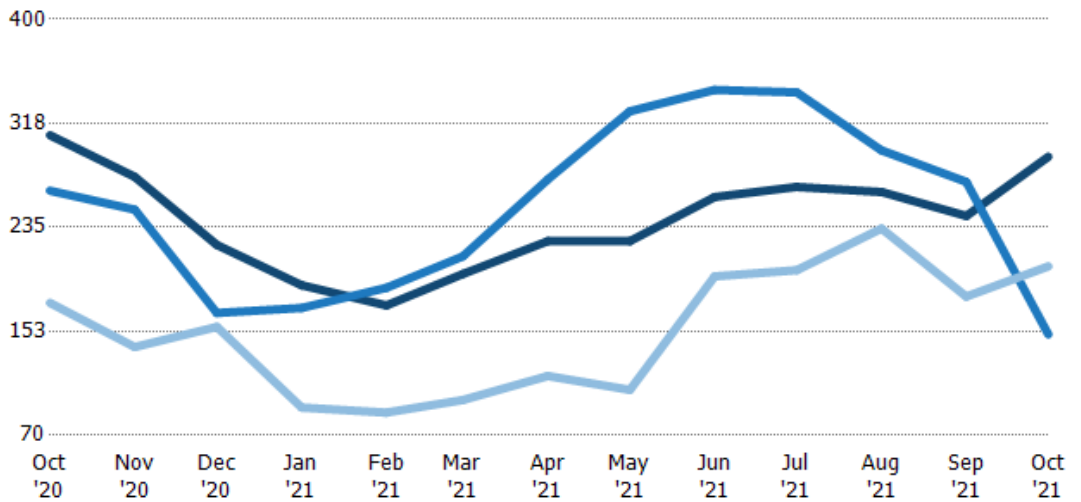
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	68%	64%	63%	83%	53%	44%	44%	52%	41%	73%	76%	96%	62%
Prior Year	37%	36%	36%	40%	32%	23%	30%	22%	23%	48%	64%	67%	68%
Change from Prior Year	-31%	-28%	-27%	-43%	-21%	-21%	-14%	-30%	-18%	-25%	-12%	-29%	6%

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



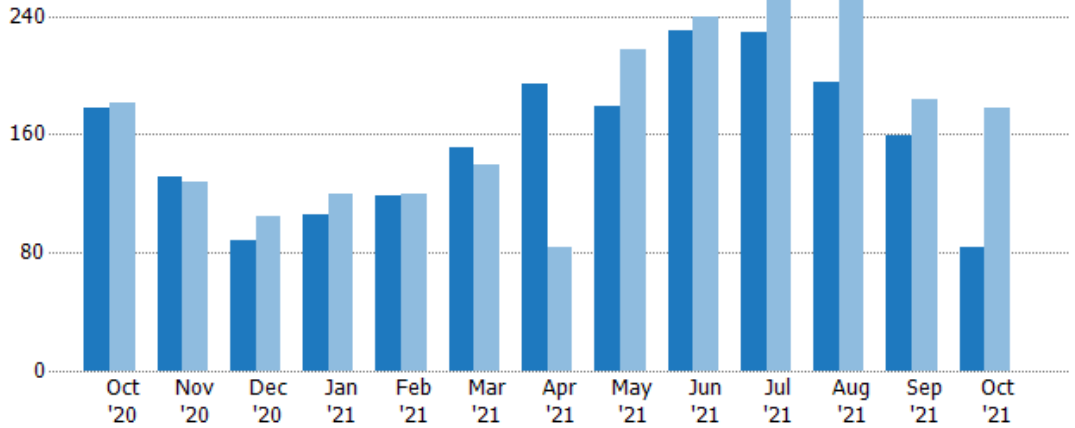
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	308	275	221	189	173	198	224	224	259	267	263	244	291
Pending	264	249	167	171	187	212	273	327	344	342	296	271	150
Sold	175	140	156	92	88	98	117	106	196	201	234	180	204

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



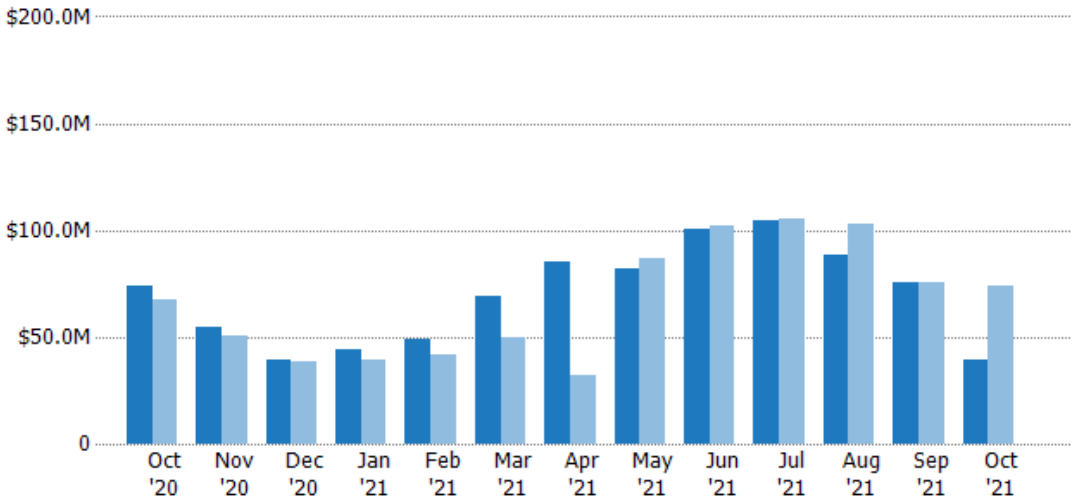
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	178	131	88	106	119	151	194	179	230	229	195	159	84
Prior Year	181	128	104	120	120	140	84	217	240	251	255	184	178
Percent Change from Prior Year	-2%	2%	-15%	-12%	-1%	8%	131%	-18%	-4%	-9%	-24%	-14%	-53%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$74M	\$54.3M	\$39.4M	\$44.3M	\$48.8M	\$69.2M	\$85.5M	\$81.8M	\$100M	\$104M	\$88.5M	\$75.9M	\$39M
Prior Year	\$67.6M	\$50.9M	\$38.4M	\$39.3M	\$41.7M	\$49.9M	\$32.2M	\$86.5M	\$102M	\$105M	\$103M	\$75.7M	\$74M
Percent Change from Prior Year	9%	7%	3%	13%	17%	39%	165%	-5%	-2%	-1%	-14%	0%	-47%

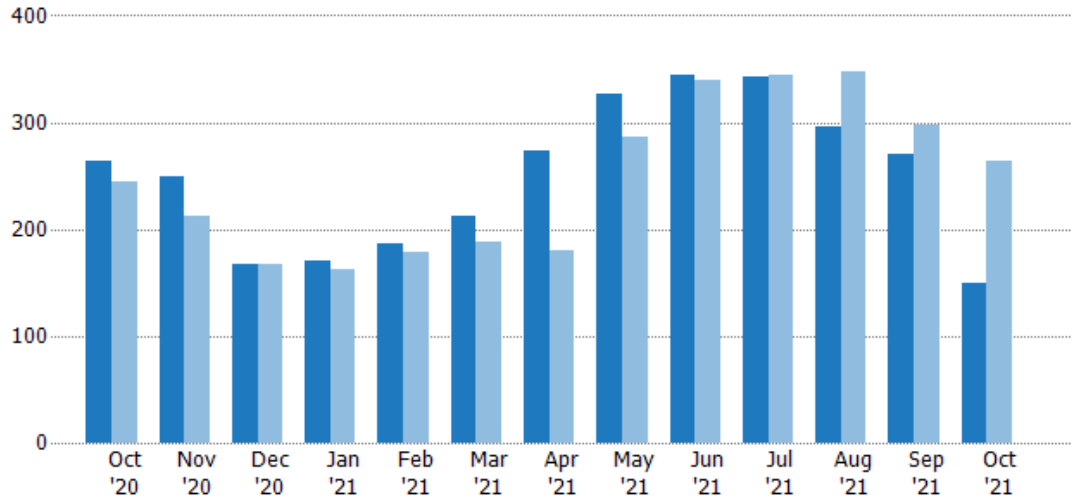
Pending Sales

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.
Oct '21	150	-43.2%
Oct '20	264	8.2%
Oct '19	244	-13.5%



Current Year	264	249	167	171	187	212	273	327	344	342	296	271	150
Prior Year	244	213	167	163	178	188	180	286	339	345	348	297	264
Percent Change from Prior Year	8%	17%	0%	5%	5%	13%	52%	14%	1%	-1%	-15%	-9%	-43%

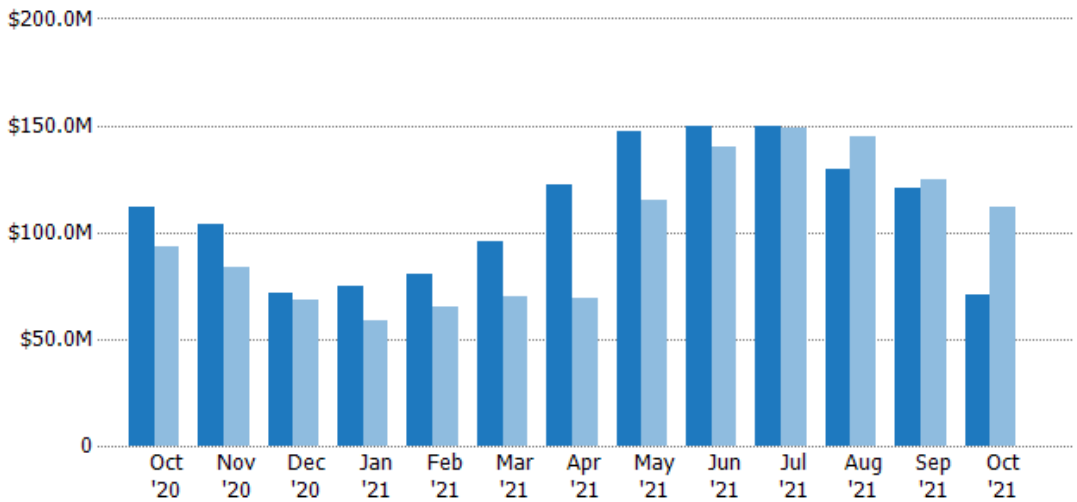
Pending Sales Volume

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.
Oct '21	\$70.5M	-37%
Oct '20	\$112M	19.8%
Oct '19	\$93.4M	-17.1%



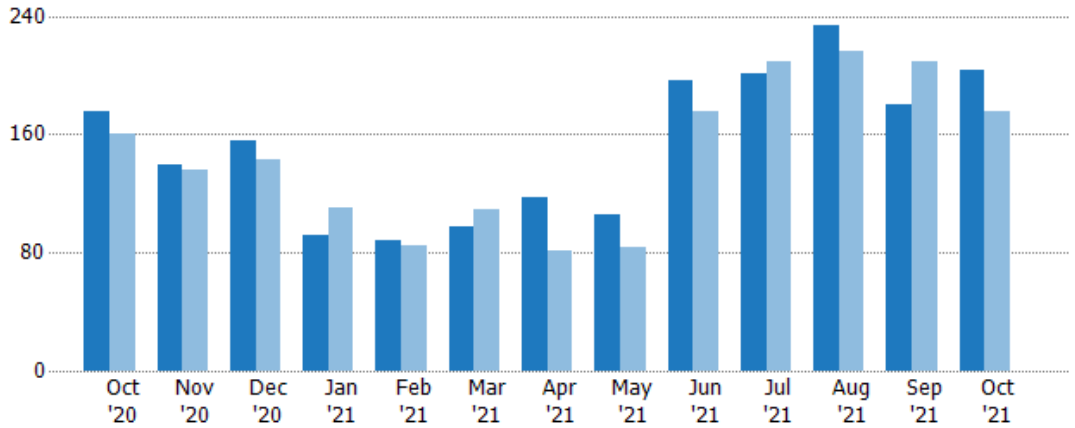
Current Year	\$112M	\$104M	\$71.5M	\$75.1M	\$80.7M	\$95.7M	\$122M	\$147M	\$149M	\$150M	\$129M	\$121M	\$70.5M
Prior Year	\$93.4M	\$83.9M	\$68.5M	\$58.7M	\$64.8M	\$70.3M	\$69.3M	\$115M	\$140M	\$149M	\$144M	\$125M	\$112M
Percent Change from Prior Year	20%	24%	4%	28%	25%	36%	77%	28%	7%	1%	-10%	-3%	-37%

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



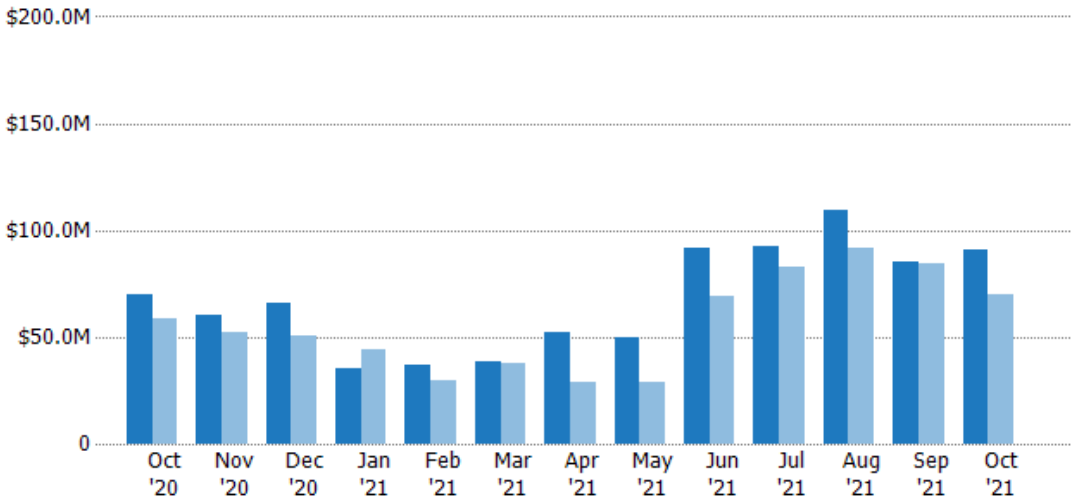
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	175	140	156	92	88	98	117	106	196	201	234	180	204
Prior Year	160	136	143	110	85	109	81	84	175	209	216	209	175
Percent Change from Prior Year	9%	3%	9%	-16%	4%	-10%	44%	26%	12%	-4%	8%	-14%	17%

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



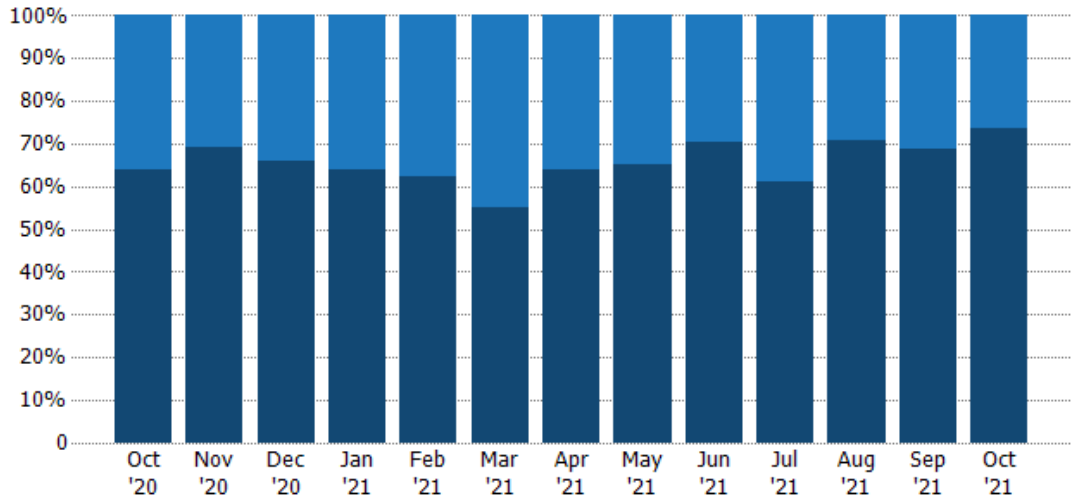
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$70.3M	\$60M	\$65.7M	\$35.4M	\$36.8M	\$38.6M	\$52M	\$49.6M	\$91.6M	\$92.2M	\$109M	\$85.5M	\$90.7M
Prior Year	\$58.7M	\$52M	\$50.7M	\$43.8M	\$29.4M	\$37.4M	\$28.5M	\$29.2M	\$68.9M	\$82.7M	\$91.5M	\$84.3M	\$70.3M
Percent Change from Prior Year	20%	15%	30%	-19%	25%	3%	83%	70%	33%	12%	19%	1%	29%

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



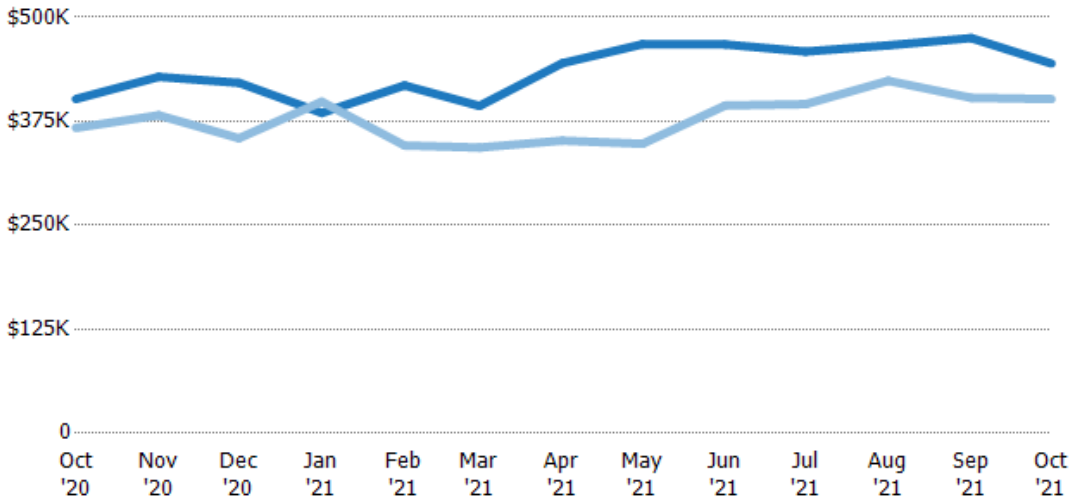
Condo/Townhouse	36%	31%	34%	36%	38%	45%	36%	35%	30%	39%	29%	31%	26%
Single Family Residence	64%	69%	66%	64%	63%	55%	64%	65%	70%	61%	71%	69%	74%

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



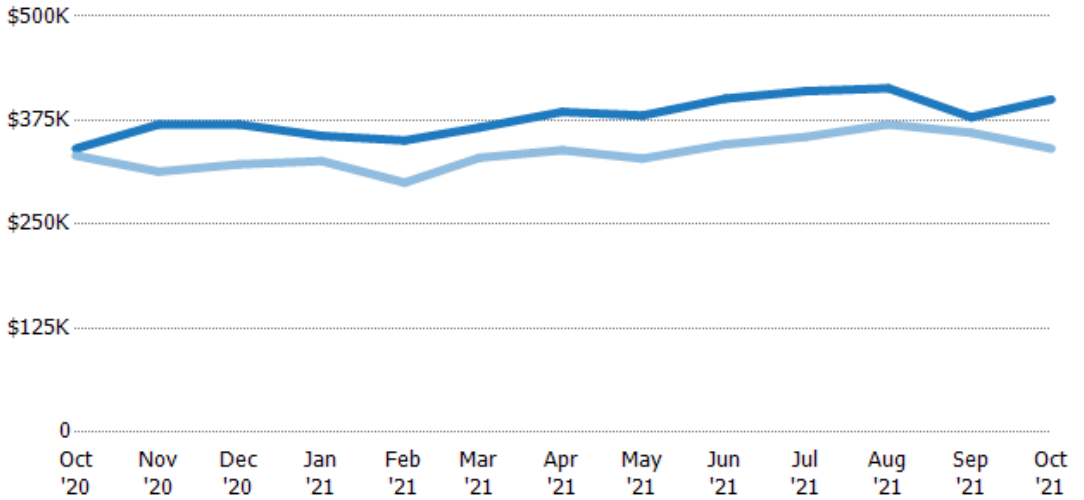
Current Year	\$402K	\$428K	\$421K	\$385K	\$418K	\$393K	\$445K	\$468K	\$467K	\$459K	\$466K	\$475K	\$445K
Prior Year	\$367K	\$382K	\$355K	\$399K	\$346K	\$343K	\$352K	\$348K	\$394K	\$396K	\$424K	\$403K	\$402K
Percent Change from Prior Year	9%	12%	19%	-3%	21%	15%	26%	34%	19%	16%	10%	18%	11%

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



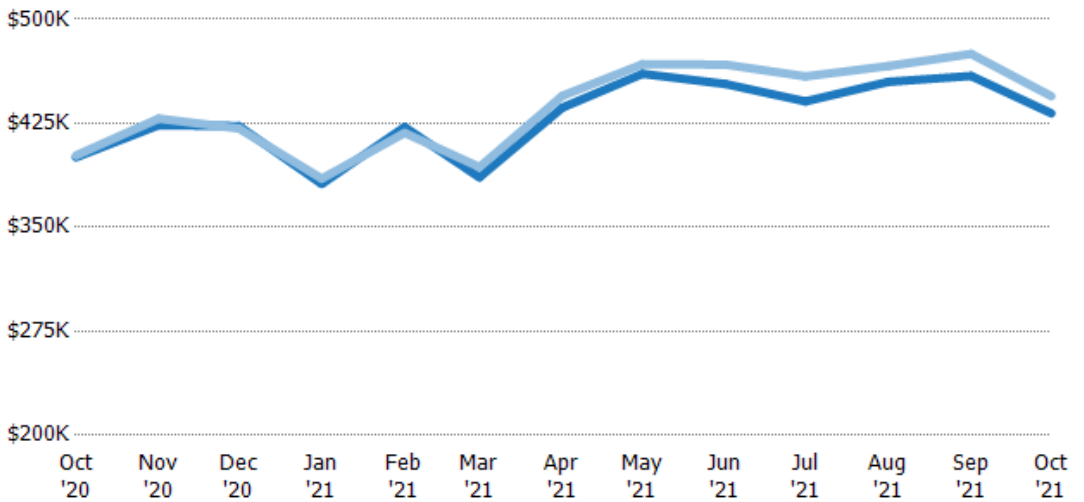
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$341K	\$370K	\$370K	\$356K	\$351K	\$366K	\$385K	\$381K	\$401K	\$410K	\$414K	\$379K	\$400K
Prior Year	\$333K	\$313K	\$322K	\$326K	\$300K	\$330K	\$339K	\$329K	\$346K	\$355K	\$370K	\$360K	\$341K
Percent Change from Prior Year	3%	18%	15%	9%	17%	11%	14%	16%	16%	15%	12%	5%	17%

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



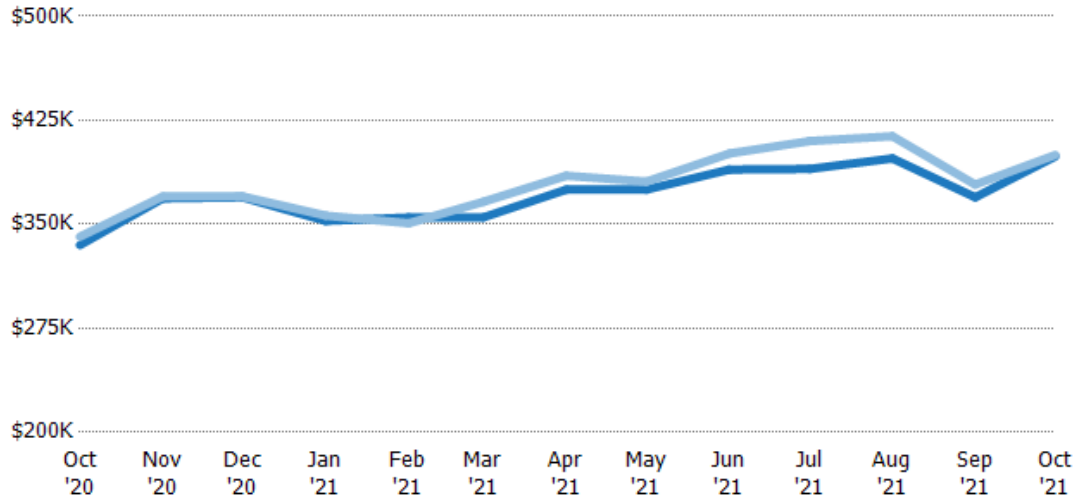
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg List Price	\$400K	\$424K	\$423K	\$381K	\$422K	\$386K	\$436K	\$461K	\$453K	\$441K	\$455K	\$459K	\$432K
Avg Sales Price	\$402K	\$428K	\$421K	\$385K	\$418K	\$393K	\$445K	\$468K	\$467K	\$459K	\$466K	\$475K	\$445K
Avg Sales Price as a % of Avg List Price	100%	101%	100%	101%	99%	102%	102%	102%	103%	104%	103%	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

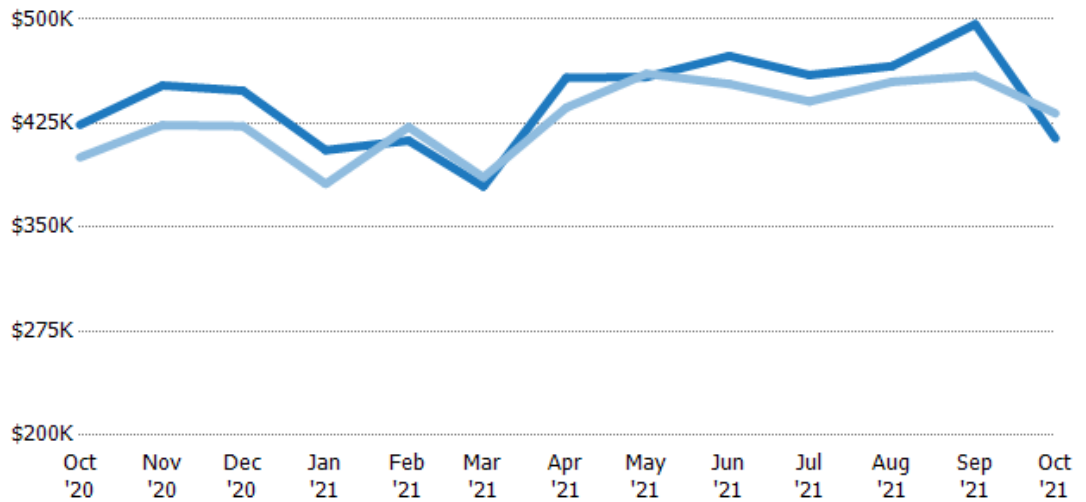


Average Sales Price vs Average Est Value

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

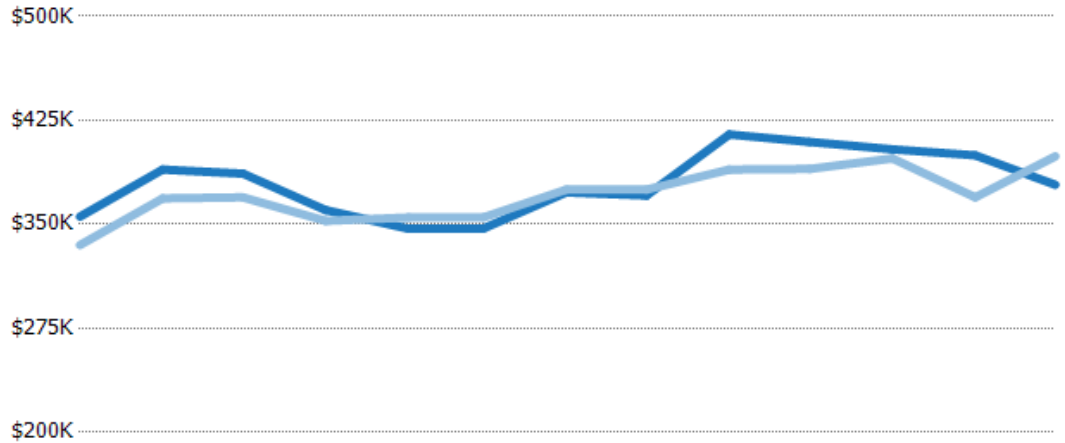


Median Sales Price vs Median Est Value

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$355K	\$389K	\$387K	\$360K	\$347K	\$347K	\$373K	\$371K	\$415K	\$409K	\$404K	\$400K	\$379K
Median Sales Price	\$335K	\$369K	\$369K	\$352K	\$355K	\$355K	\$375K	\$375K	\$389K	\$390K	\$398K	\$369K	\$399K
Med Sales Price as a % of Med Est Value	94%	95%	96%	98%	102%	102%	101%	101%	94%	95%	98%	92%	105%