

## 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 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	152	153	-0.7%	374	361	+3.6%
New Listing Volume	\$62,014,220	\$57,224,949	+8.4%	\$147,211,285	\$139,048,491	+5.9%
Active Listing Count	262	398	-34.2%	N/A	N/A	
Active Listing Volume	\$143,514,780	\$187,093,345	-23.3%	N/A	N/A	
Average Listing Price	\$547,766	\$470,084	+16.5%	\$527,978	\$466,569	+13.2%
Median Listing Price	\$430,090	\$407,153	+5.6%	\$421,376	\$398,657	+5.7%
Median Days in RPR	76	143.5	-47%	96.02	143.51	-33.1%
Months of Inventory	3.2	6.3	-50%	3.3	4.9	-33.3%
Absorption Rate	31.68%	15.83%	+15.9%	30.5%	20.34%	+10.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	146	156	-6.4%	391	364	+7.4%
New Pending Sales Volume	\$52,240,119	\$58,706,489	-11%	\$134,628,096	\$133,301,038	+1%
Pending Sales Count	223	214	+4.2%	N/A	N/A	
Pending Sales Volume	\$81,780,571	\$85,444,239	-4.3%	N/A	N/A	
Closed Sales Count	106	115	-7.8%	299	251	+19.1%
Closed Sales Volume	\$36,210,908	\$39,678,455	-8.7%	\$109,211,909	\$86,362,171	+26.5%
Average Sales Price	\$341,612	\$345,030	-1%	\$365,257	\$344,072	+6.2%
Median Sales Price	\$326,500	\$299,000	+9.2%	\$318,769	\$299,156	+6.6%

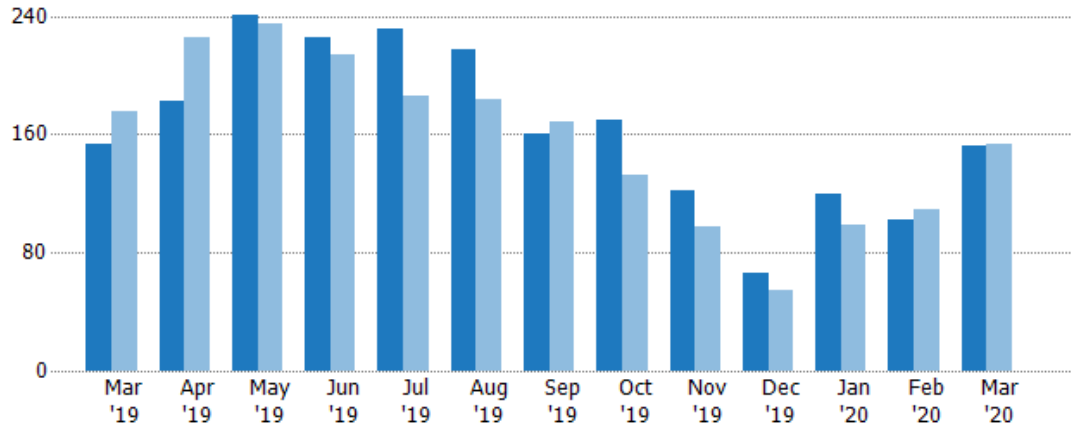
## New Listings

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 Residence

Month/ Year	Count	% Chg.
Mar '20	152	-0.7%
Mar '19	153	-13.1%
Mar '18	176	-8.5%



Current Year	153	182	241	225	231	217	160	170	122	66	120	102	152
Prior Year	176	225	235	214	186	184	168	133	98	54	99	109	153
Percent Change from Prior Year	-13%	-19%	3%	5%	24%	18%	-5%	28%	24%	22%	21%	-6%	-1%

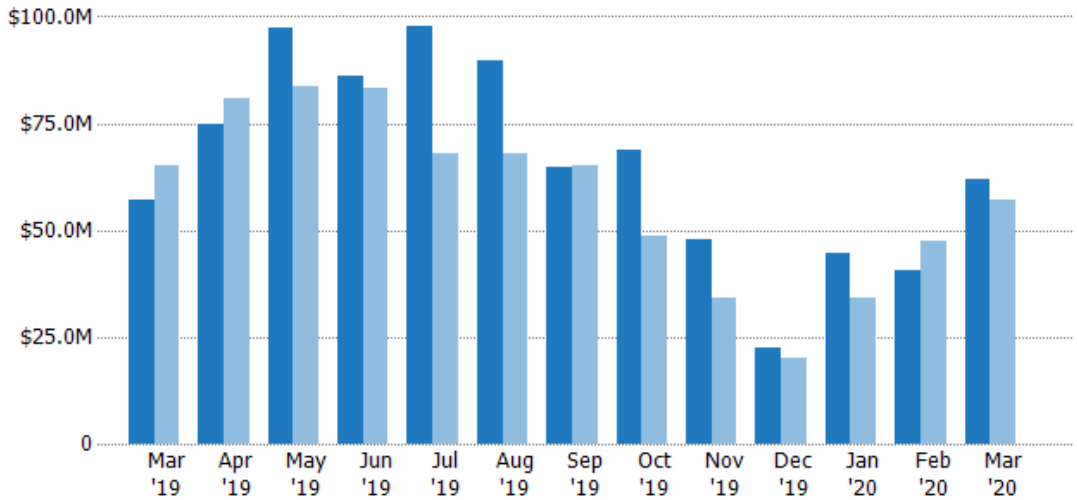
## New Listing Volume

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 Residence

Month/ Year	Volume	% Chg.
Mar '20	\$62M	8.4%
Mar '19	\$57.2M	-12.1%
Mar '18	\$65.1M	-10.3%



Current Year	\$57.2M	\$74.6M	\$97.2M	\$86M	\$97.6M	\$89.6M	\$64.8M	\$68.7M	\$47.9M	\$22.4M	\$44.5M	\$40.7M	\$62M
Prior Year	\$65.1M	\$80.8M	\$83.8M	\$83.1M	\$68.1M	\$68.2M	\$65.2M	\$48.7M	\$34M	\$20M	\$34.3M	\$47.5M	\$57.2M
Percent Change from Prior Year	-12%	-8%	16%	3%	43%	31%	-1%	41%	41%	12%	30%	-14%	8%

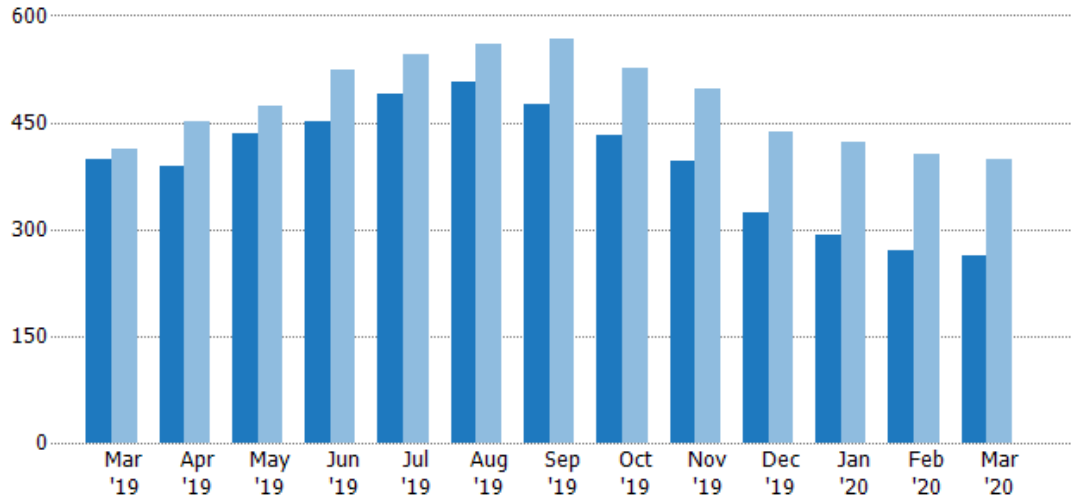
## Active Listings

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 Residence

Month/ Year	Count	% Chg.
Mar '20	262	-34.2%
Mar '19	398	-3.6%
Mar '18	413	13.1%



Current Year	398	389	435	452	489	507	475	433	395	324	291	270	262
Prior Year	413	451	473	523	545	560	566	527	496	437	422	405	398
Percent Change from Prior Year	-4%	-14%	-8%	-14%	-10%	-9%	-16%	-18%	-20%	-26%	-31%	-33%	-34%

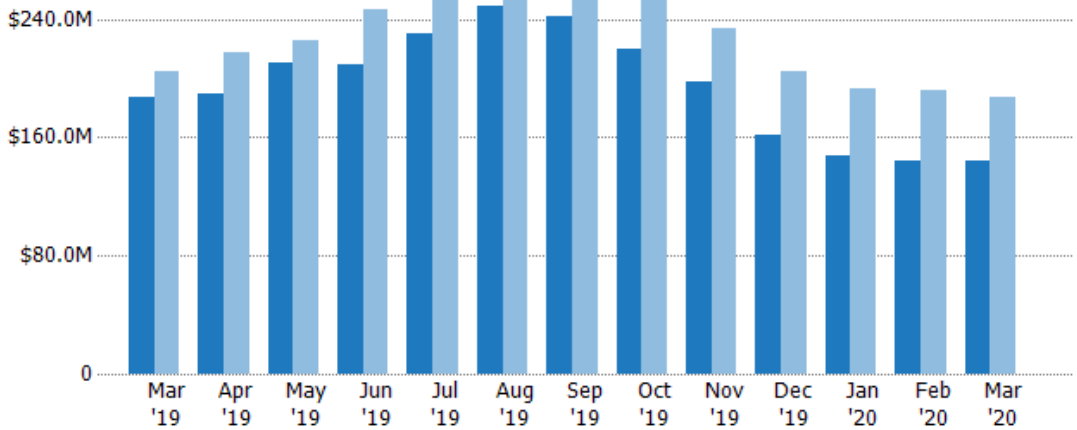
## Active Listing Volume

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 Residence

Month/ Year	Volume	% Chg.
Mar '20	\$144M	-23.3%
Mar '19	\$187M	-8.7%
Mar '18	\$205M	-1.1%



Current Year	\$187M	\$189M	\$211M	\$209M	\$230M	\$249M	\$241M	\$220M	\$198M	\$162M	\$147M	\$144M	\$144M
Prior Year	\$205M	\$217M	\$225M	\$247M	\$261M	\$266M	\$270M	\$255M	\$234M	\$204M	\$192M	\$192M	\$187M
Percent Change from Prior Year	-9%	-13%	-6%	-15%	-12%	-6%	-10%	-14%	-15%	-21%	-23%	-25%	-23%

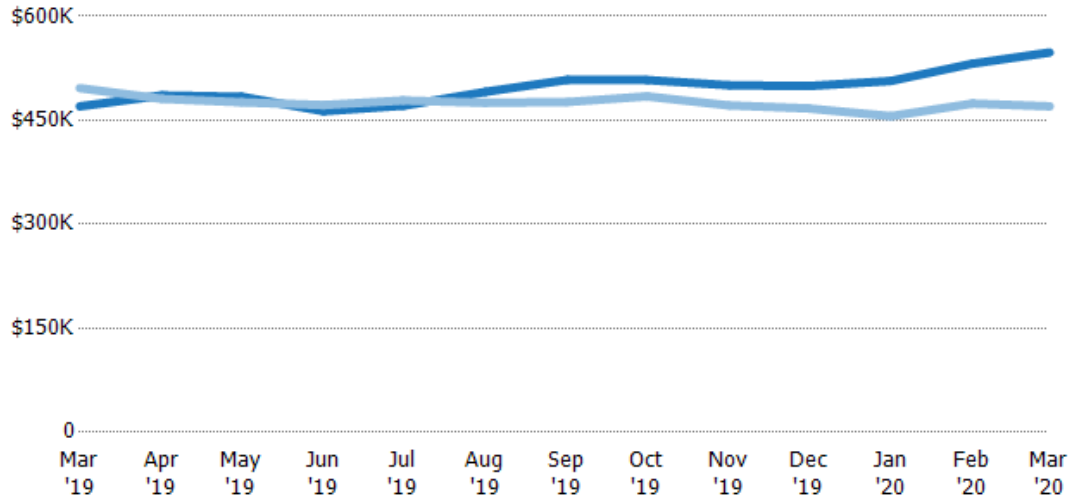
## Average Listing Price

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 Residence

Month/ Year	Price	% Chg.
Mar '20	\$548K	16.5%
Mar '19	\$470K	-5.3%
Mar '18	\$496K	-12.5%



Current Year	\$470K	\$486K	\$484K	\$463K	\$471K	\$491K	\$508K	\$508K	\$501K	\$499K	\$507K	\$532K	\$548K
Prior Year	\$496K	\$481K	\$476K	\$472K	\$479K	\$475K	\$476K	\$484K	\$471K	\$467K	\$456K	\$474K	\$470K
Percent Change from Prior Year	-5%	1%	2%	-2%	-2%	3%	7%	5%	6%	7%	11%	12%	17%

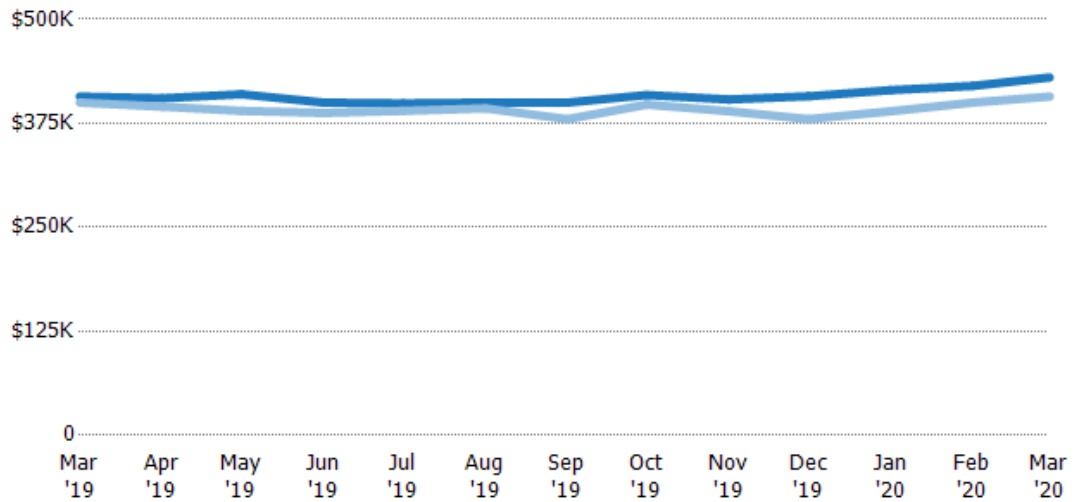
## Median Listing Price

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 Residence

Month/ Year	Price	% Chg.
Mar '20	\$430K	5.6%
Mar '19	\$407K	1.8%
Mar '18	\$400K	-2.5%



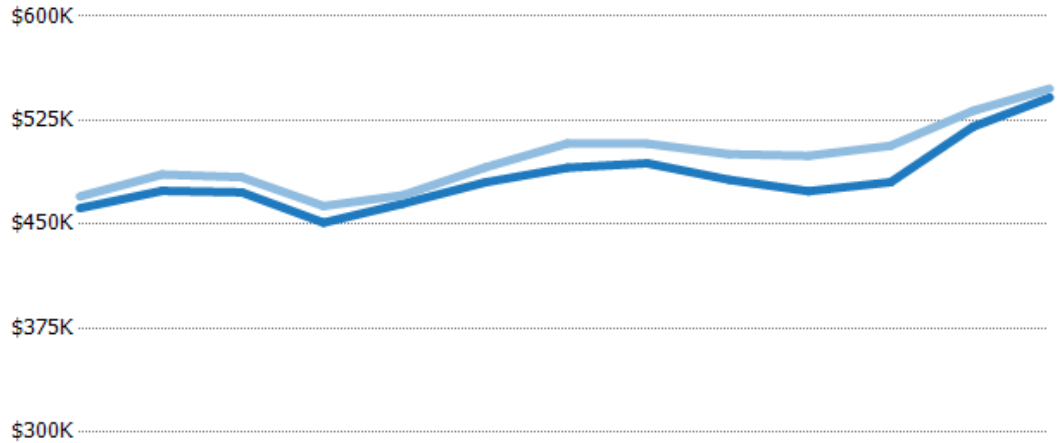
Current Year	\$407K	\$405K	\$410K	\$400K	\$399K	\$400K	\$400K	\$409K	\$404K	\$407K	\$415K	\$420K	\$430K
Prior Year	\$400K	\$395K	\$390K	\$388K	\$390K	\$393K	\$380K	\$398K	\$389K	\$380K	\$389K	\$400K	\$407K
Percent Change from Prior Year	2%	3%	5%	3%	2%	2%	5%	3%	4%	7%	7%	5%	6%

## 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 Residence



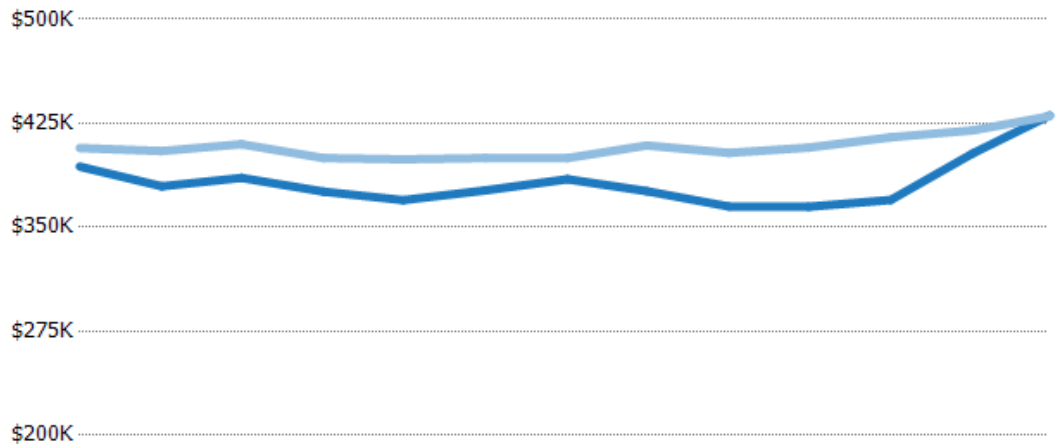
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$462K	\$474K	\$473K	\$451K	\$465K	\$480K	\$491K	\$494K	\$482K	\$474K	\$480K	\$520K	\$541K
Avg Listing Price	\$470K	\$486K	\$484K	\$463K	\$471K	\$491K	\$508K	\$508K	\$501K	\$499K	\$507K	\$532K	\$548K
Avg Listing Price as a % of Avg Est Value	102%	102%	102%	103%	101%	102%	104%	103%	104%	105%	105%	102%	101%

## 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 Residence



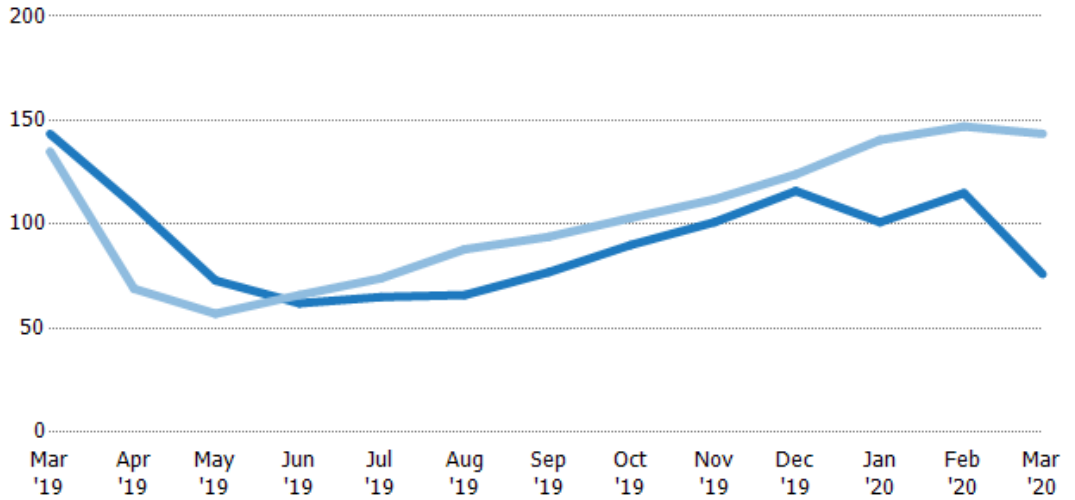
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$394K	\$380K	\$386K	\$376K	\$370K	\$377K	\$385K	\$376K	\$365K	\$365K	\$370K	\$403K	\$431K
Median Listing Price	\$407K	\$405K	\$410K	\$400K	\$399K	\$400K	\$400K	\$409K	\$404K	\$407K	\$415K	\$420K	\$430K
Med Listing Price as a % of Med Est Value	103%	107%	106%	106%	108%	106%	104%	109%	111%	112%	112%	104%	100%

## 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 Residence



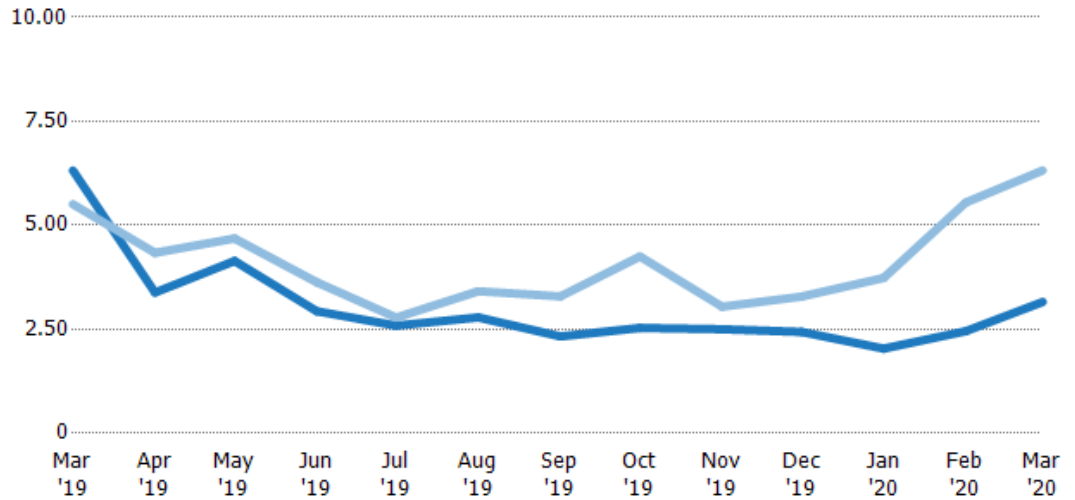
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	144	109	73	62	65	66	77	90	101	116	101	115	76
Prior Year	135	69	57	66	74	88	94	103	112	124	141	147	144
Percent Change from Prior Year	6%	58%	28%	-6%	-12%	-25%	-18%	-13%	-10%	-6%	-28%	-22%	-47%

## 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 Residence



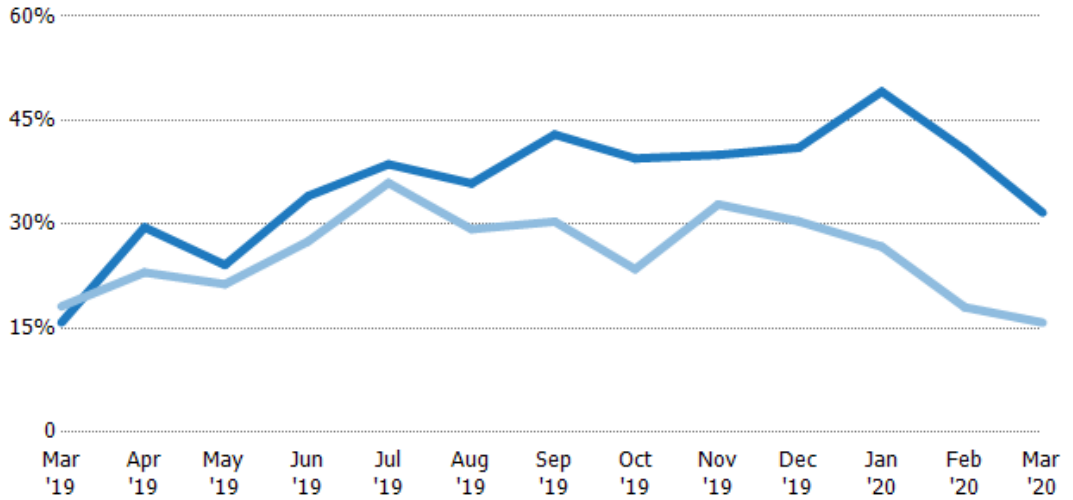
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	6.32	3.38	4.14	2.94	2.59	2.79	2.33	2.53	2.5	2.44	2.03	2.45	3.16
Prior Year	5.51	4.34	4.68	3.63	2.78	3.41	3.29	4.25	3.04	3.29	3.73	5.55	6.32
Percent Change from Prior Year	15%	-22%	-12%	-19%	-7%	-18%	-29%	-40%	-18%	-26%	-46%	-56%	-50%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



Month/ Year	Rate	Chg.
Mar '20	32%	-15.9%
Mar '19	16%	2.3%
Mar '18	18%	-44.6%

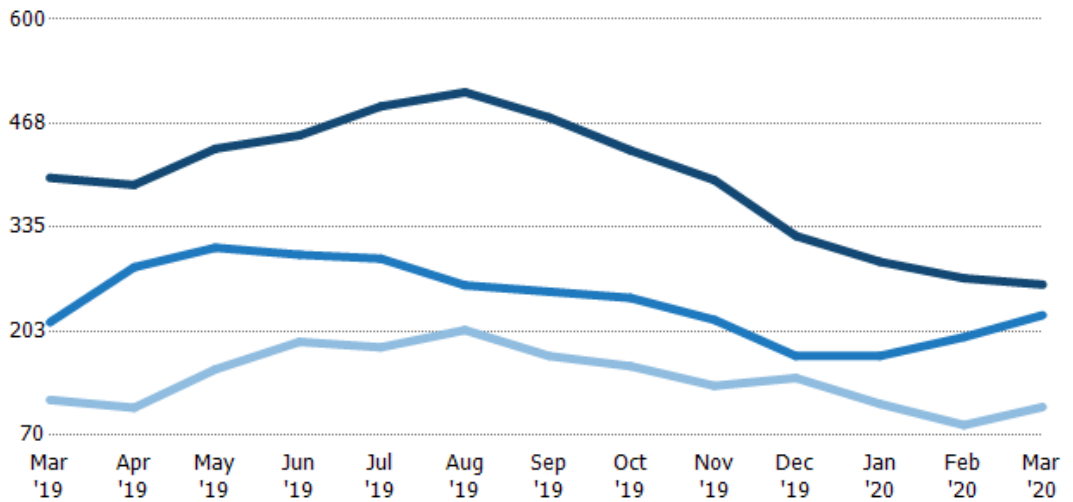
Current Year	16%	30%	24%	34%	39%	36%	43%	39%	40%	41%	49%	41%	32%
Prior Year	18%	23%	21%	28%	36%	29%	30%	24%	33%	30%	27%	18%	16%
Change from Prior Year	2%	-7%	-3%	-7%	-3%	-7%	-13%	-16%	-7%	-11%	-22%	-23%	-16%

## 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 Residence



Active	398	389	435	452	489	507	475	433	395	324	291	270	262
Pending	214	284	309	300	295	261	253	245	217	171	171	195	223
Sold	115	105	154	189	182	204	171	158	133	143	110	83	106

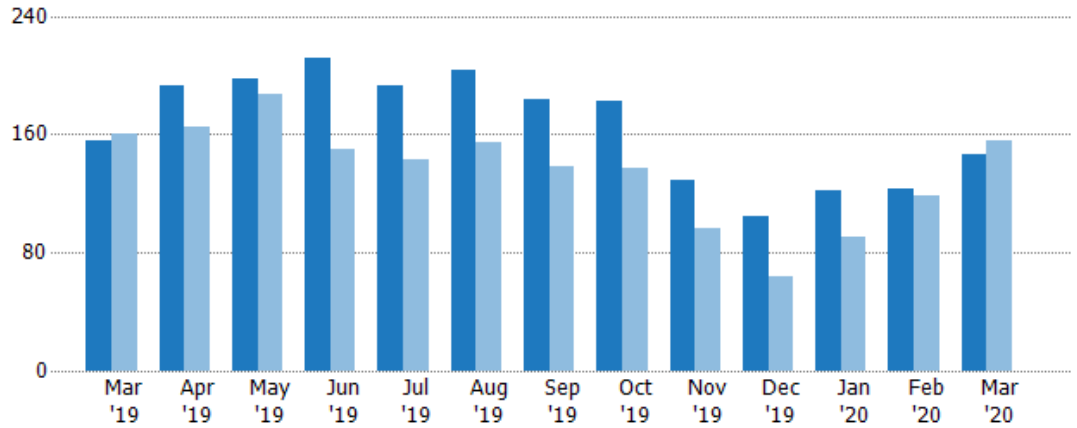
## New Pending Sales

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 Residence

Month/Year	Count	% Chg.
Mar '20	146	-6.4%
Mar '19	156	-2.5%
Mar '18	160	-3.8%



Current Year	156	193	198	212	193	203	184	183	129	105	122	123	146
Prior Year	160	165	187	150	143	154	138	137	96	64	90	118	156
Percent Change from Prior Year	-3%	17%	6%	41%	35%	32%	33%	34%	34%	64%	36%	4%	-6%

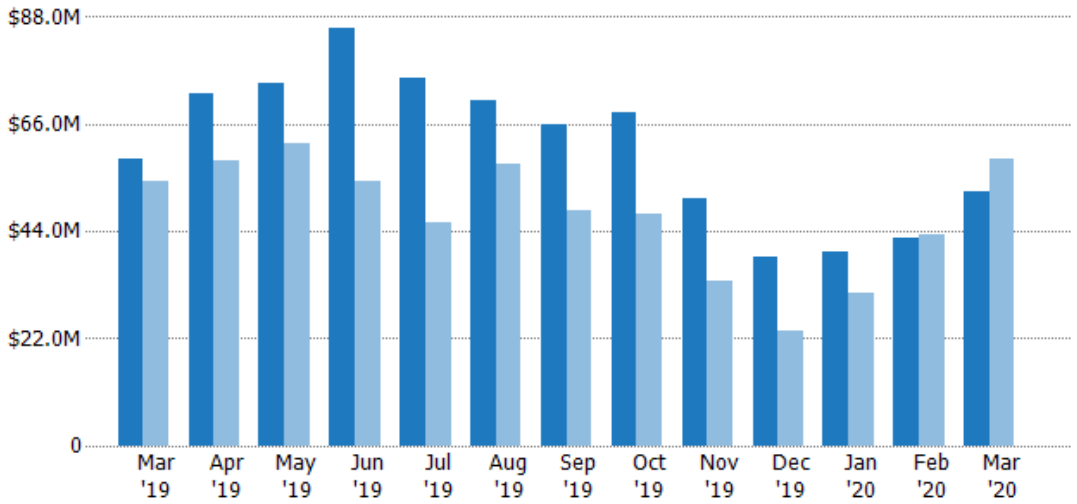
## New Pending Sales Volume

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 Residence

Month/Year	Volume	% Chg.
Mar '20	\$52.2M	-11%
Mar '19	\$58.7M	8.2%
Mar '18	\$54.2M	-7.1%



Current Year	\$58.7M	\$72.4M	\$74.3M	\$85.8M	\$75.3M	\$70.8M	\$66M	\$68.2M	\$50.9M	\$38.8M	\$39.8M	\$42.6M	\$52.2M
Prior Year	\$54.2M	\$58.3M	\$61.9M	\$54.4M	\$45.9M	\$57.9M	\$48.4M	\$47.7M	\$33.8M	\$23.5M	\$31.2M	\$43.4M	\$58.7M
Percent Change from Prior Year	8%	24%	20%	58%	64%	22%	36%	43%	51%	65%	28%	-2%	-11%



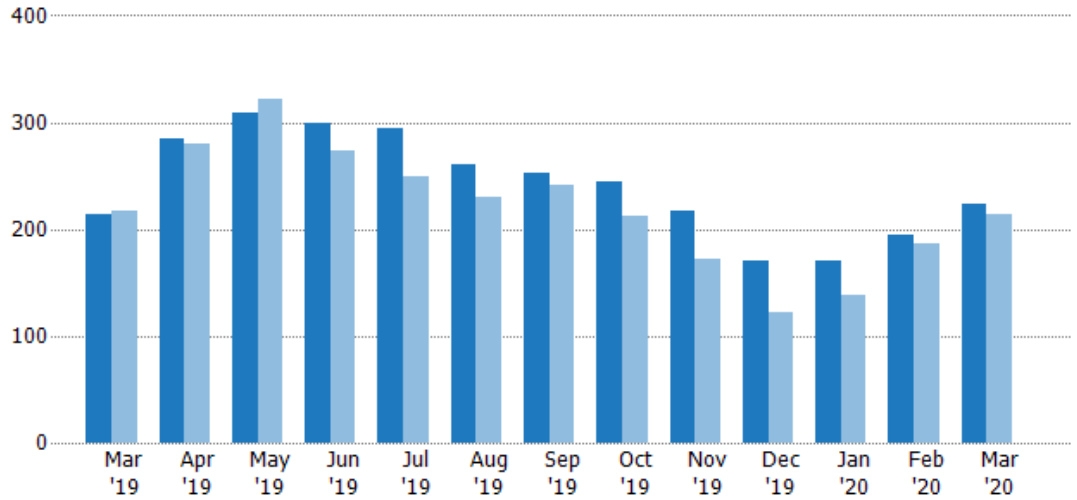
## Pending Sales

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 Residence

Month/ Year	Count	% Chg.
Mar '20	223	4.2%
Mar '19	214	-1.4%
Mar '18	217	7.8%



Current Year	214	284	309	300	295	261	253	245	217	171	171	195	223
Prior Year	217	280	321	274	250	230	242	213	172	122	138	187	214
Percent Change from Prior Year	-1%	1%	-4%	9%	18%	13%	5%	15%	26%	40%	24%	4%	4%

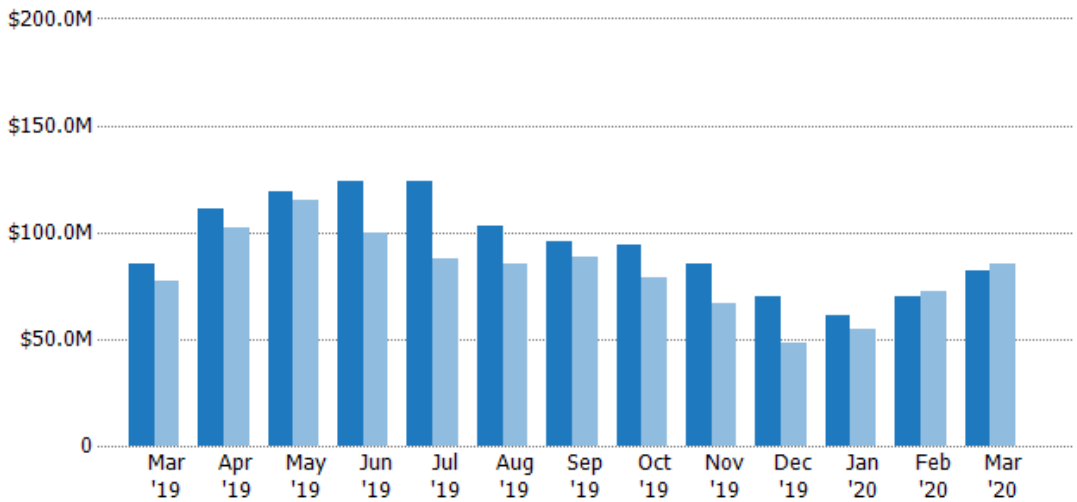
## Pending Sales Volume

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 Residence

Month/ Year	Volume	% Chg.
Mar '20	\$81.8M	-4.3%
Mar '19	\$85.4M	11%
Mar '18	\$76.9M	0.3%



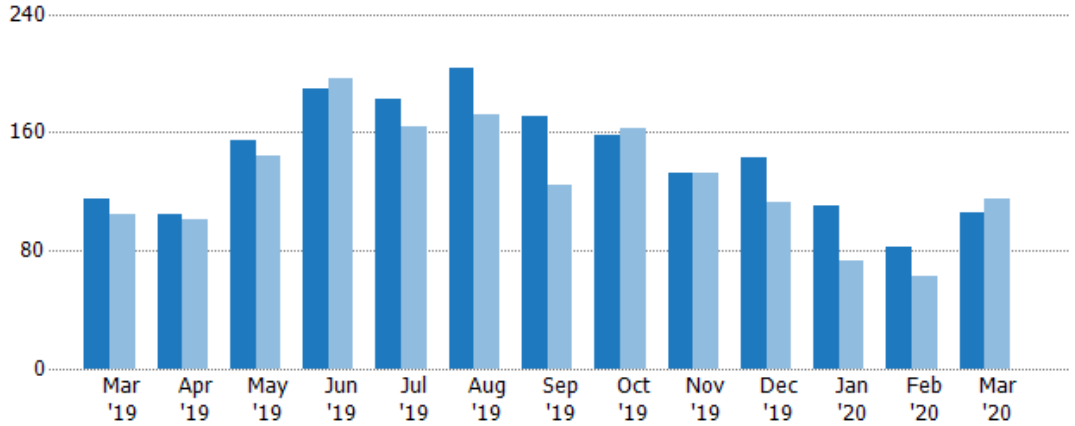
Current Year	\$85.4M	\$111M	\$119M	\$124M	\$124M	\$103M	\$95.7M	\$94.4M	\$85.4M	\$70.2M	\$61.3M	\$70.2M	\$81.8M
Prior Year	\$76.9M	\$102M	\$115M	\$99.4M	\$88M	\$85.1M	\$88.5M	\$78.7M	\$66.4M	\$48.1M	\$54.7M	\$72M	\$85.4M
Percent Change from Prior Year	11%	9%	3%	24%	41%	21%	8%	20%	29%	46%	12%	-2%	-4%

## 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 Residence



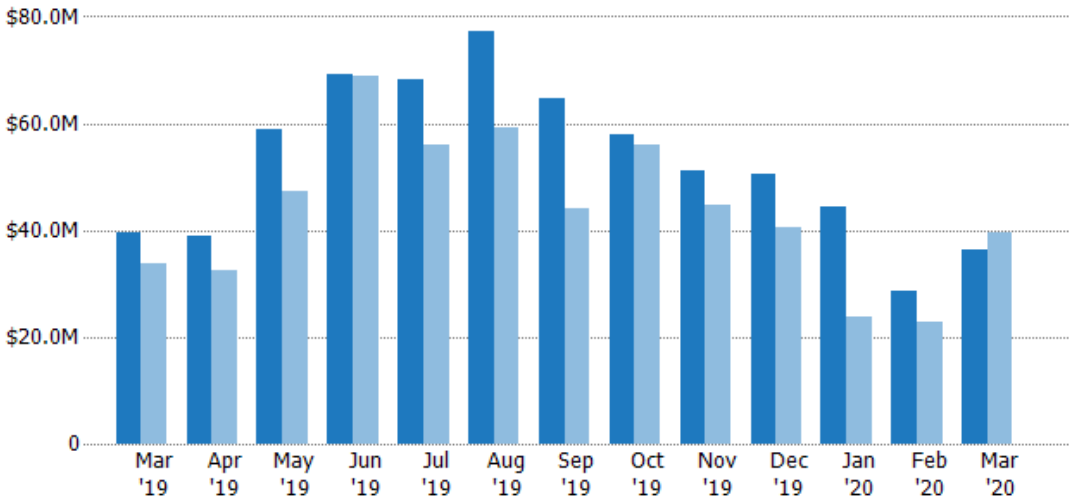
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	115	105	154	189	182	204	171	158	133	143	110	83	106
Prior Year	104	101	144	196	164	172	124	163	133	113	73	63	115
Percent Change from Prior Year	11%	4%	7%	-4%	11%	19%	38%	-3%	0%	27%	51%	32%	-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 Residence



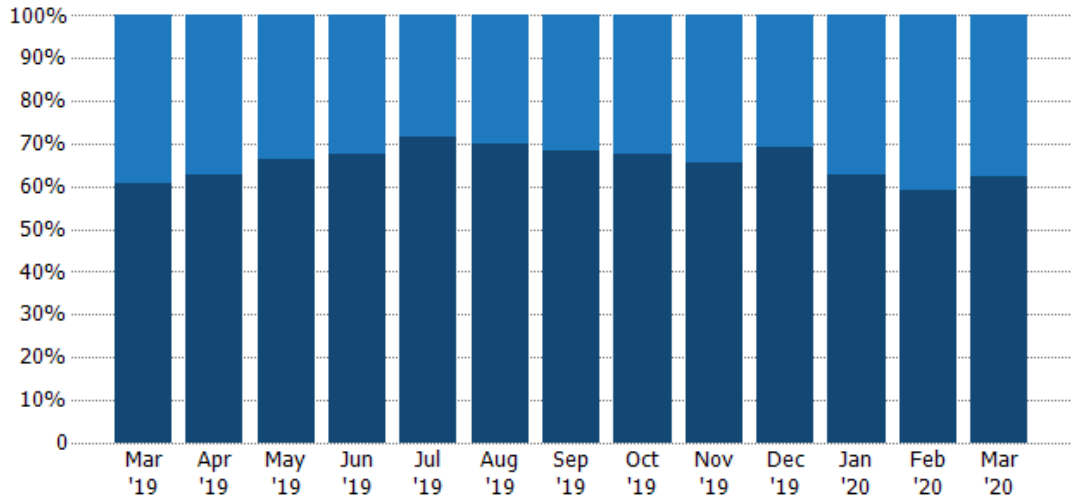
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$39.7M	\$38.9M	\$58.9M	\$69.3M	\$68.3M	\$77.2M	\$64.5M	\$57.8M	\$51.3M	\$50.5M	\$44.5M	\$28.5M	\$36.2M
Prior Year	\$33.7M	\$32.4M	\$47.4M	\$68.9M	\$55.9M	\$59.1M	\$44M	\$55.9M	\$44.7M	\$40.4M	\$23.8M	\$22.9M	\$39.7M
Percent Change from Prior Year	18%	20%	24%	1%	22%	31%	47%	3%	15%	25%	87%	25%	-9%

## 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 Residence



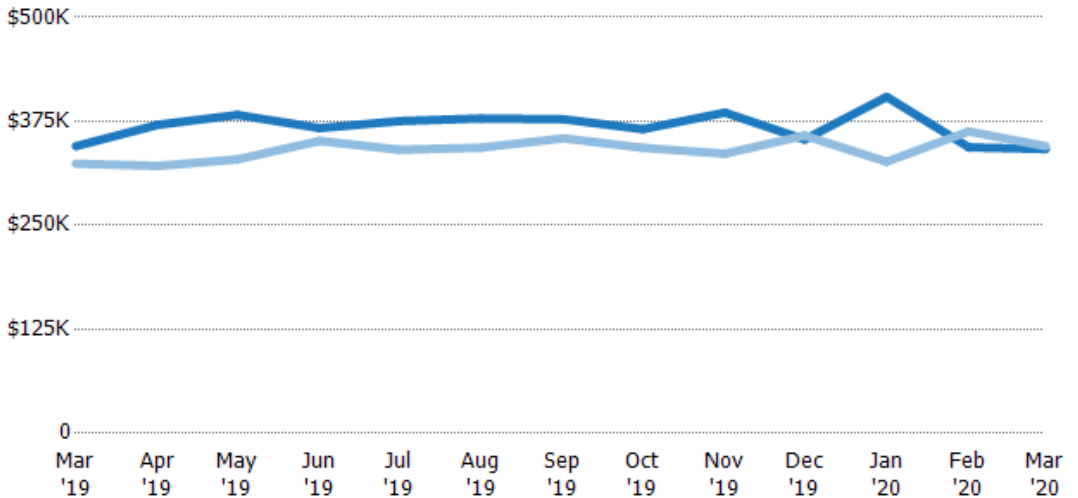
Condo/Townhouse	39%	37%	34%	32%	29%	30%	32%	32%	35%	31%	37%	41%	38%
Single Family Residence	61%	63%	66%	68%	71%	70%	68%	68%	65%	69%	63%	59%	62%

## 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 Residence



Current Year	\$345K	\$371K	\$383K	\$367K	\$375K	\$378K	\$377K	\$366K	\$385K	\$353K	\$404K	\$344K	\$342K
Prior Year	\$324K	\$321K	\$329K	\$351K	\$341K	\$343K	\$355K	\$343K	\$336K	\$358K	\$326K	\$363K	\$345K
Percent Change from Prior Year	6%	15%	16%	4%	10%	10%	6%	7%	15%	-1%	24%	-5%	-1%

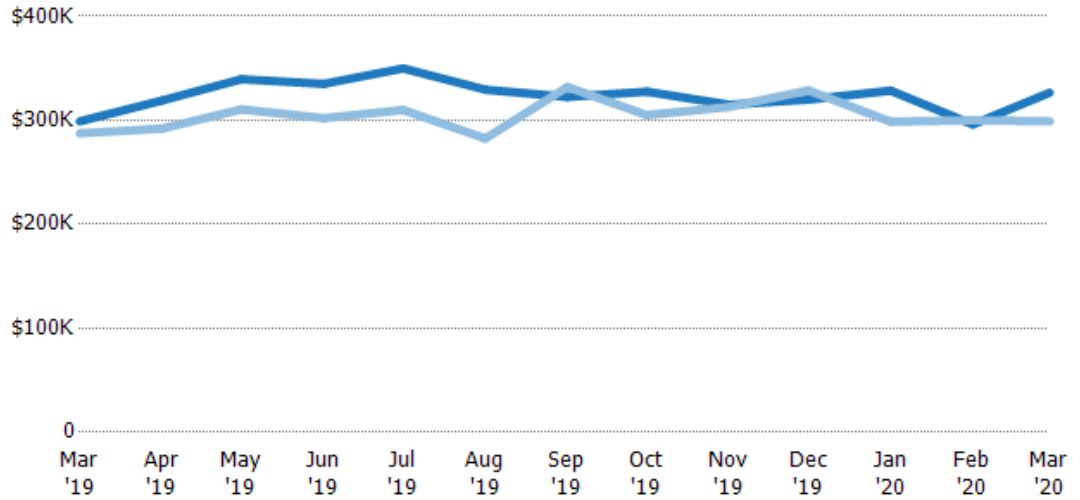
## Median Sales Price

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 Residence

Month/ Year	Price	% Chg.
Mar '20	\$327K	9.2%
Mar '19	\$299K	4%
Mar '18	\$288K	-9.6%



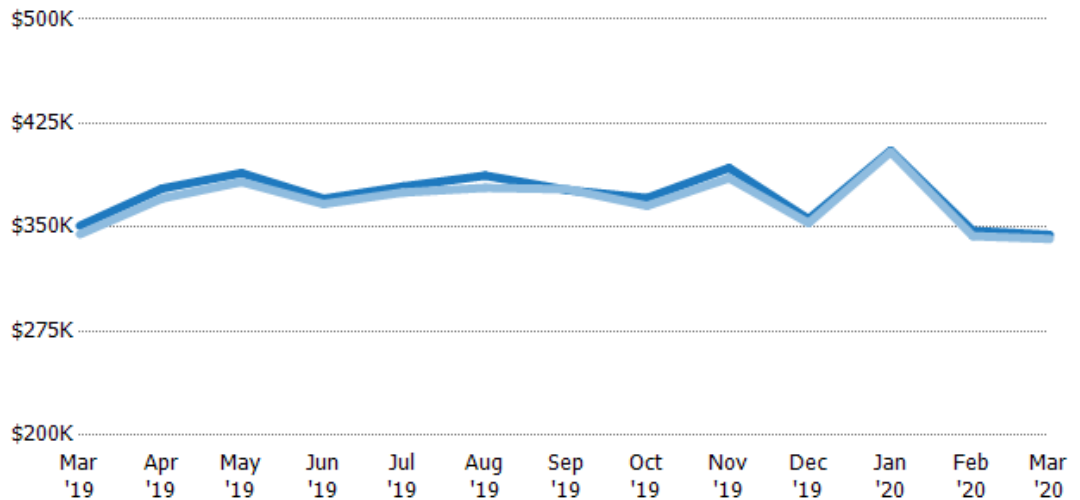
Current Year	\$299K	\$319K	\$340K	\$335K	\$350K	\$329K	\$323K	\$328K	\$315K	\$320K	\$329K	\$296K	\$327K
Prior Year	\$288K	\$292K	\$311K	\$302K	\$310K	\$283K	\$332K	\$305K	\$313K	\$329K	\$299K	\$300K	\$299K
Percent Change from Prior Year	4%	9%	9%	11%	13%	17%	-3%	7%	1%	-3%	10%	-1%	9%

## 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 Residence



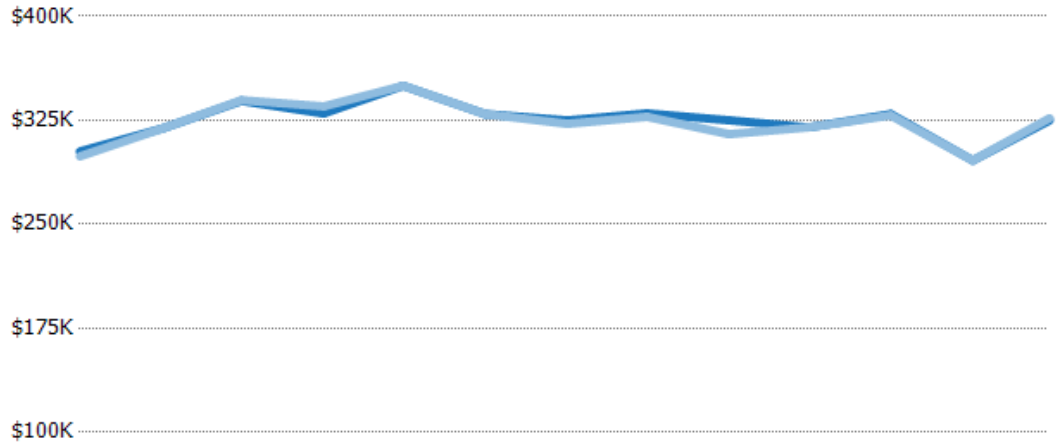
Avg List Price	\$351K	\$378K	\$389K	\$371K	\$379K	\$387K	\$377K	\$371K	\$393K	\$356K	\$405K	\$347K	\$344K
Avg Sales Price	\$345K	\$371K	\$383K	\$367K	\$375K	\$378K	\$377K	\$366K	\$385K	\$353K	\$404K	\$344K	\$342K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	99%	99%	98%	100%	99%	98%	99%	100%	99%	99%

## 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 Residence



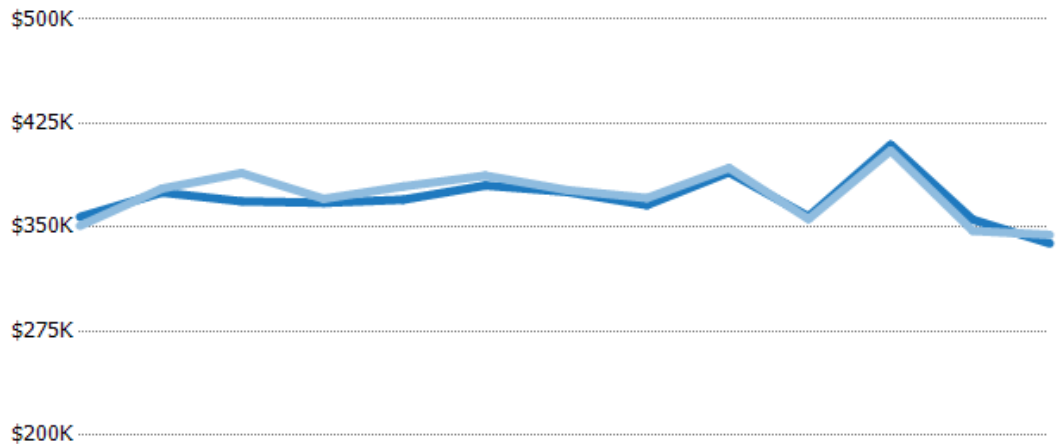
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$303K	\$319K	\$339K	\$330K	\$350K	\$329K	\$325K	\$330K	\$325K	\$320K	\$329K	\$296K	\$325K
Median Sales Price	\$299K	\$319K	\$340K	\$335K	\$350K	\$329K	\$323K	\$328K	\$315K	\$320K	\$329K	\$296K	\$327K
Med Sales Price as a % of Med List Price	99%	100%	100%	102%	100%	100%	99%	99%	97%	100%	100%	100%	100%

## 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 Residence



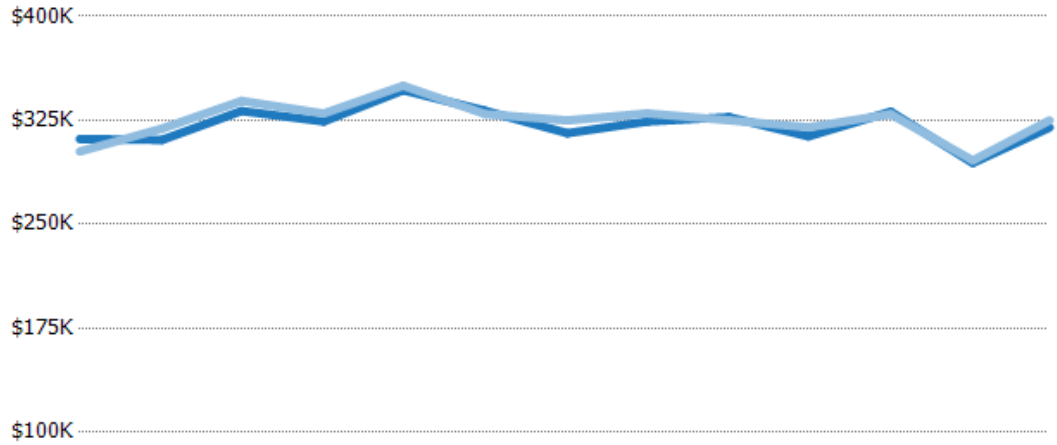
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$357K	\$375K	\$369K	\$368K	\$370K	\$380K	\$375K	\$366K	\$390K	\$358K	\$410K	\$356K	\$338K
Avg Sales Price	\$351K	\$378K	\$389K	\$371K	\$379K	\$387K	\$377K	\$371K	\$393K	\$356K	\$405K	\$347K	\$344K
Avg Sales Price as a % of Avg Est Value	98%	101%	106%	101%	103%	102%	100%	101%	101%	99%	99%	98%	102%

## 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 Residence



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$311K	\$311K	\$332K	\$324K	\$347K	\$332K	\$316K	\$324K	\$327K	\$313K	\$331K	\$294K	\$320K
Median Sales Price	\$303K	\$319K	\$339K	\$330K	\$350K	\$329K	\$325K	\$330K	\$325K	\$320K	\$329K	\$296K	\$325K
Med Sales Price as a % of Med Est Value	97%	103%	102%	102%	101%	99%	103%	102%	99%	102%	99%	101%	102%