

## 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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	41	52	-21.2%	77	88	-12.5%
New Listing Volume	\$11,341,585	\$12,567,607	-9.8%	\$19,634,653	\$19,829,151	-1%
Active Listing Count	264	286	-7.7%	N/A	N/A	
Active Listing Volume	\$67,573,344	\$66,166,880	+2.1%	N/A	N/A	
Average Listing Price	\$255,960	\$231,353	+10.6%	\$252,790	\$229,616	+10.1%
Median Listing Price	\$250,000	\$219,900	+13.7%	\$247,477	\$222,418	+11.3%
Median Days in RPR	164.5	159	+3.5%	157.09	156.09	+0.6%
Months of Inventory	9.4	8.9	+5.5%	9.7	8.4	+14.9%
Absorption Rate	10.61%	11.19%	-0.6%	10.32%	11.86%	-1.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	29	34	-14.7%	56	69	-18.8%
New Pending Sales Volume	\$6,570,974	\$7,064,122	-7%	\$13,018,174	\$13,868,906	-6.1%
Pending Sales Count	58	69	-15.9%	N/A	N/A	
Pending Sales Volume	\$13,870,906	\$15,020,590	-7.7%	N/A	N/A	
Closed Sales Count	23	23	+/-	51	55	-7.3%
Closed Sales Volume	\$4,962,300	\$3,935,823	+26.1%	\$10,665,886	\$10,835,773	-1.6%
Average Sales Price	\$215,752	\$171,123	+26.1%	\$209,135	\$197,014	+6.2%
Median Sales Price	\$189,000	\$168,000	+12.5%	\$186,804	\$176,436	+5.9%

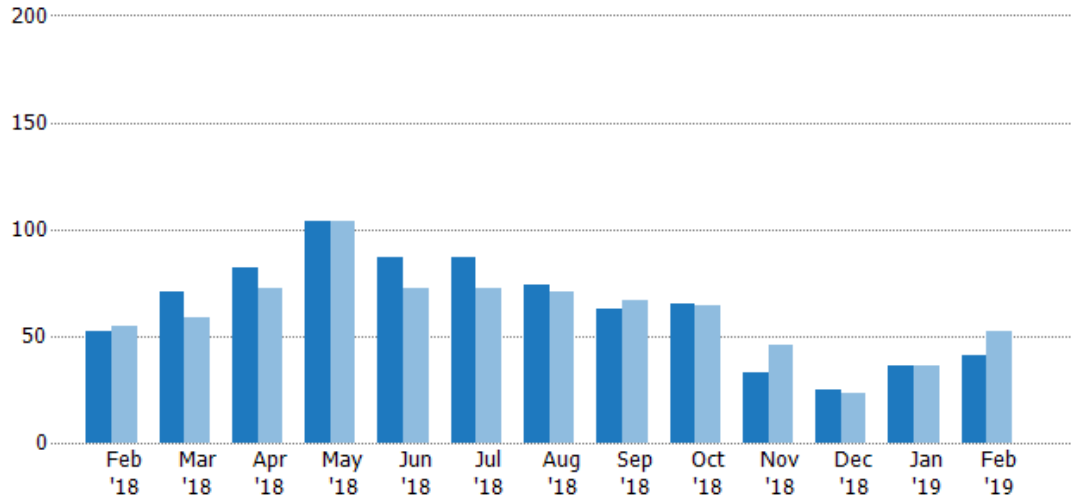
## New Listings

The number of new residential listings that were added each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	41	-21.2%
Feb '18	52	-5.5%
Feb '17	55	-7.3%



Current Year	52	71	82	104	87	87	74	63	65	33	25	36	41
Prior Year	55	59	72	104	72	72	71	67	64	46	23	36	52
Percent Change from Prior Year	-5%	20%	14%	0%	21%	21%	4%	-6%	2%	-28%	9%	0%	-21%

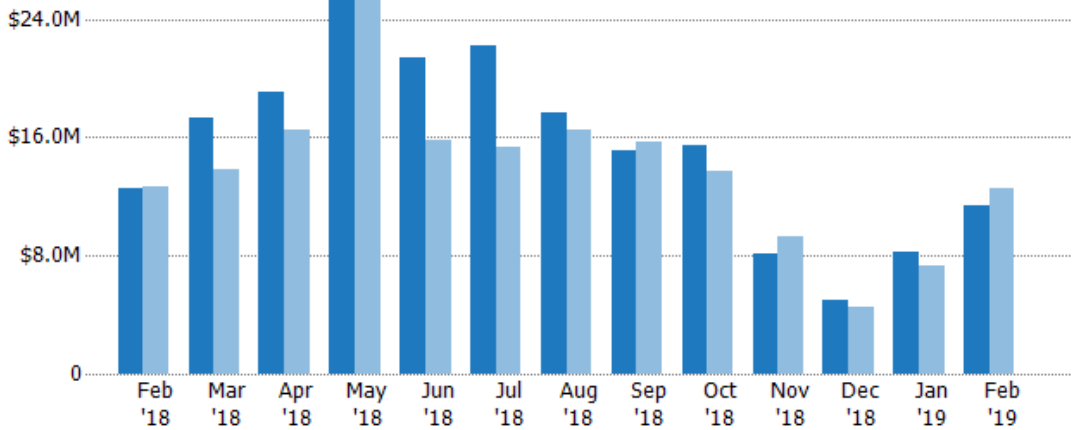
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$11.3M	-9.8%
Feb '18	\$12.6M	-0.9%
Feb '17	\$12.7M	-14.2%



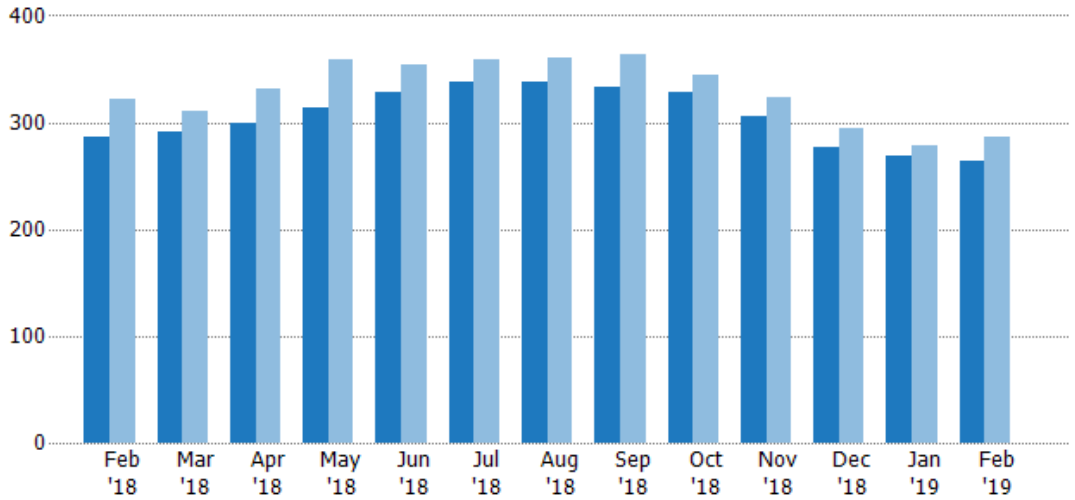
Current Year	\$12.6M	\$17.3M	\$19M	\$25.8M	\$21.4M	\$22.3M	\$17.6M	\$15.1M	\$15.4M	\$8.1M	\$5M	\$8.29M	\$11.3M
Prior Year	\$12.7M	\$13.8M	\$16.6M	\$25.9M	\$15.8M	\$15.3M	\$16.5M	\$15.6M	\$13.7M	\$9.35M	\$4.54M	\$7.26M	\$12.6M
Percent Change from Prior Year	-1%	26%	15%	-1%	35%	45%	7%	-3%	12%	-13%	10%	14%	-10%

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

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



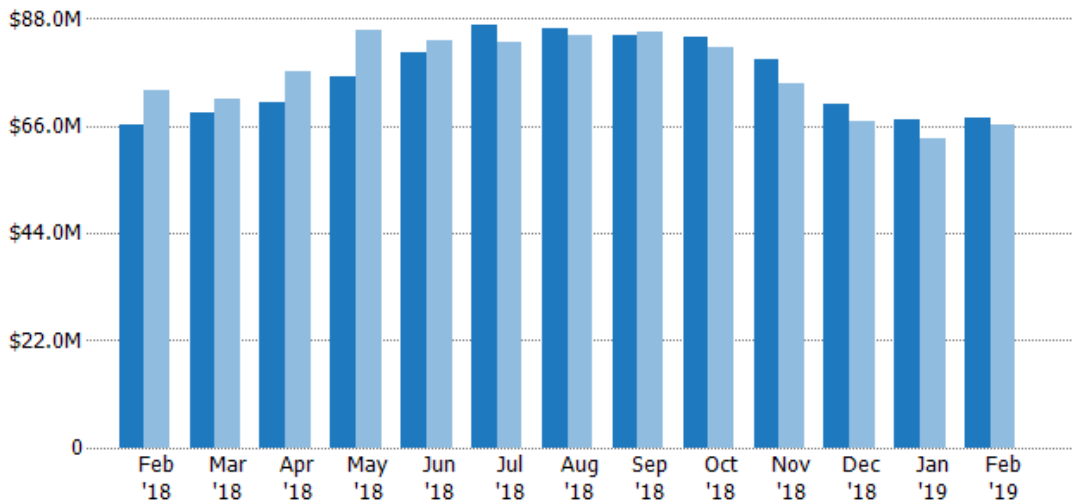
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	286	291	299	314	329	338	338	333	328	306	277	269	264
Prior Year	321	310	332	359	354	359	360	363	344	324	295	279	286
Percent Change from Prior Year	-11%	-6%	-10%	-13%	-7%	-6%	-6%	-8%	-5%	-6%	-6%	-4%	-8%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

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



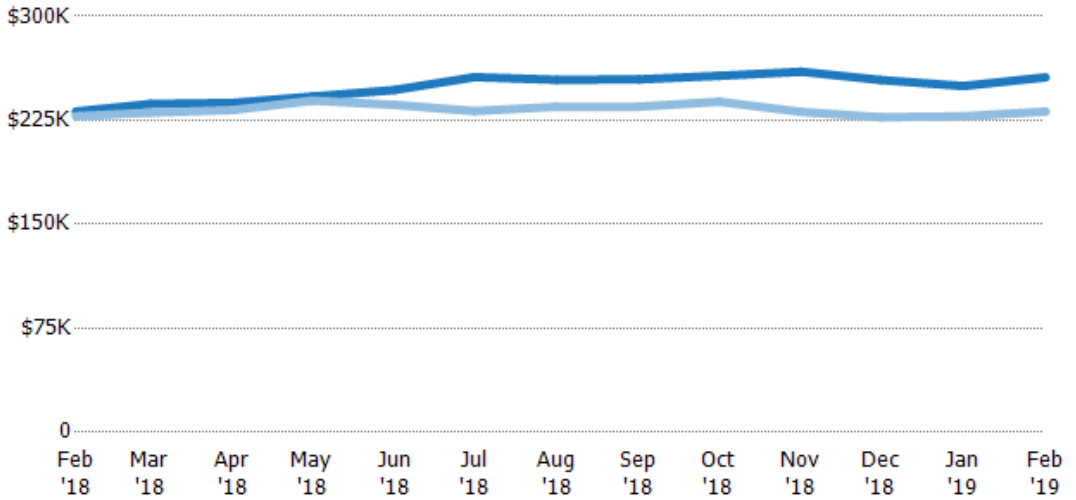
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$66.2M	\$68.9M	\$71M	\$76M	\$81.2M	\$86.6M	\$85.9M	\$84.7M	\$84.3M	\$79.6M	\$70.4M	\$67.2M	\$67.6M
Prior Year	\$73.2M	\$71.5M	\$77.2M	\$85.9M	\$83.6M	\$83.2M	\$84.5M	\$85.2M	\$82M	\$74.9M	\$67M	\$63.6M	\$66.2M
Percent Change from Prior Year	-10%	-4%	-8%	-11%	-3%	4%	2%	-1%	3%	6%	5%	6%	2%

## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

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



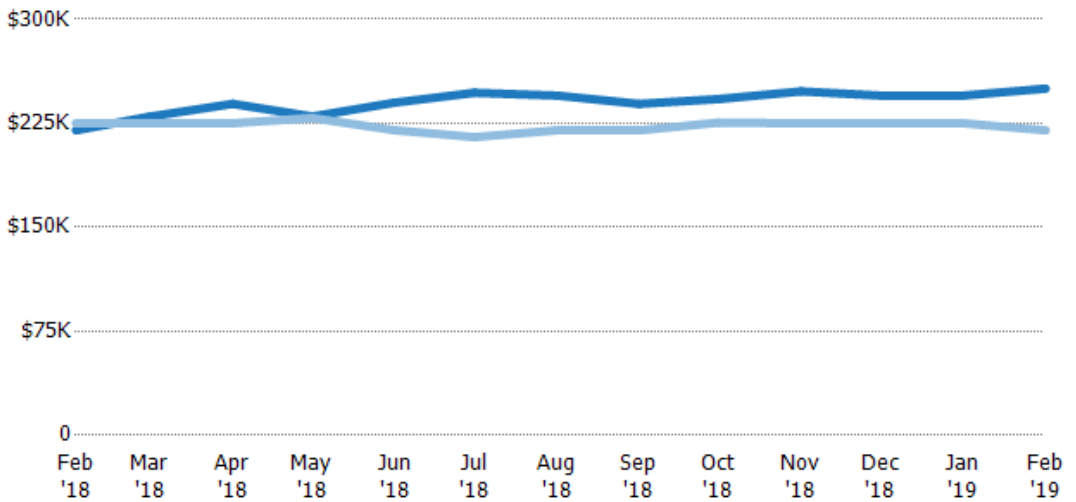
Current Year	\$231K	\$237K	\$238K	\$242K	\$247K	\$256K	\$254K	\$254K	\$257K	\$260K	\$254K	\$250K	\$256K
Prior Year	\$228K	\$231K	\$232K	\$239K	\$236K	\$232K	\$235K	\$235K	\$238K	\$231K	\$227K	\$228K	\$231K
Percent Change from Prior Year	1%	3%	2%	1%	5%	11%	8%	8%	8%	13%	12%	10%	11%

## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

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



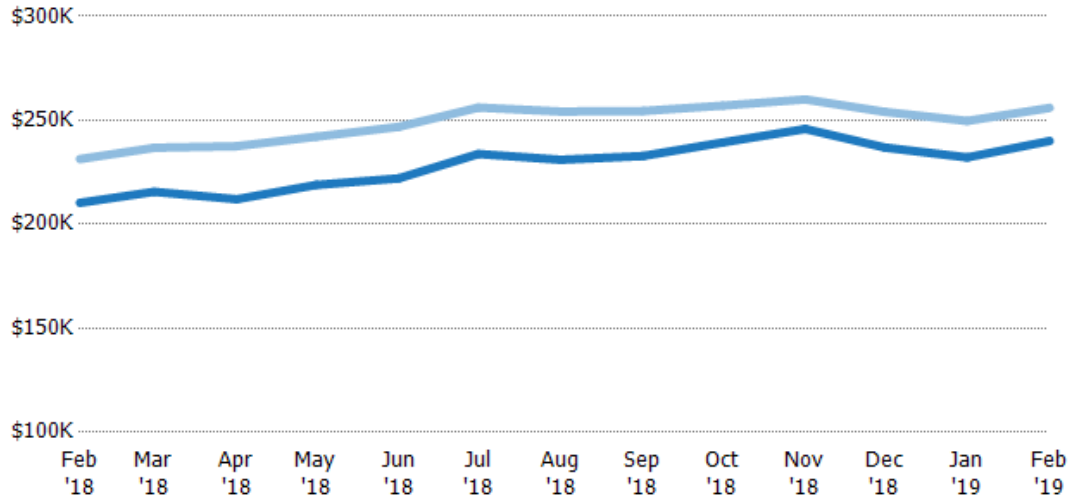
Current Year	\$220K	\$230K	\$239K	\$230K	\$240K	\$247K	\$245K	\$239K	\$243K	\$248K	\$245K	\$245K	\$250K
Prior Year	\$225K	\$225K	\$225K	\$229K	\$220K	\$215K	\$220K	\$220K	\$226K	\$225K	\$225K	\$225K	\$220K
Percent Change from Prior Year	-2%	2%	6%	0%	9%	15%	11%	9%	8%	10%	9%	9%	14%

## 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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



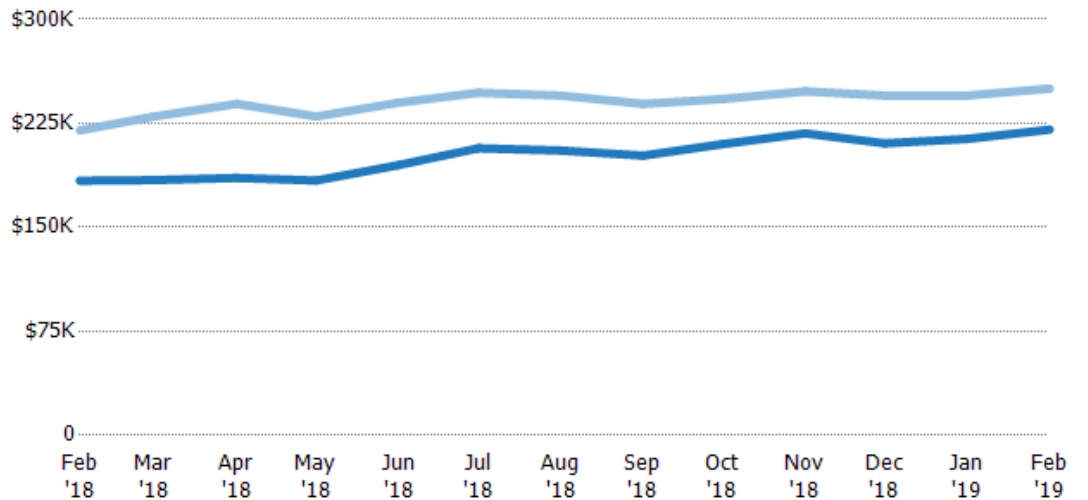
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$210K	\$216K	\$212K	\$219K	\$222K	\$234K	\$231K	\$233K	\$239K	\$246K	\$237K	\$232K	\$240K
Avg Listing Price	\$231K	\$237K	\$238K	\$242K	\$247K	\$256K	\$254K	\$254K	\$257K	\$260K	\$254K	\$250K	\$256K
Avg Listing Price as a % of Avg Est Value	110%	110%	112%	111%	111%	110%	110%	109%	107%	106%	107%	108%	107%

## 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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



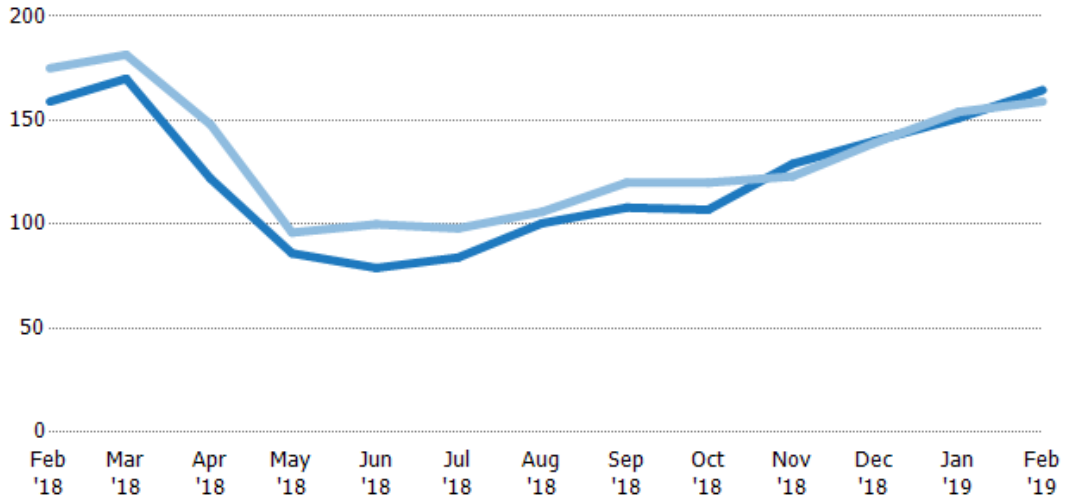
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$184K	\$184K	\$186K	\$184K	\$195K	\$207K	\$205K	\$202K	\$210K	\$218K	\$211K	\$214K	\$220K
Median Listing Price	\$220K	\$230K	\$239K	\$230K	\$240K	\$247K	\$245K	\$239K	\$243K	\$248K	\$245K	\$245K	\$250K
Med Listing Price as a % of Med Est Value	120%	125%	129%	125%	123%	119%	119%	119%	115%	114%	116%	115%	113%

## 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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



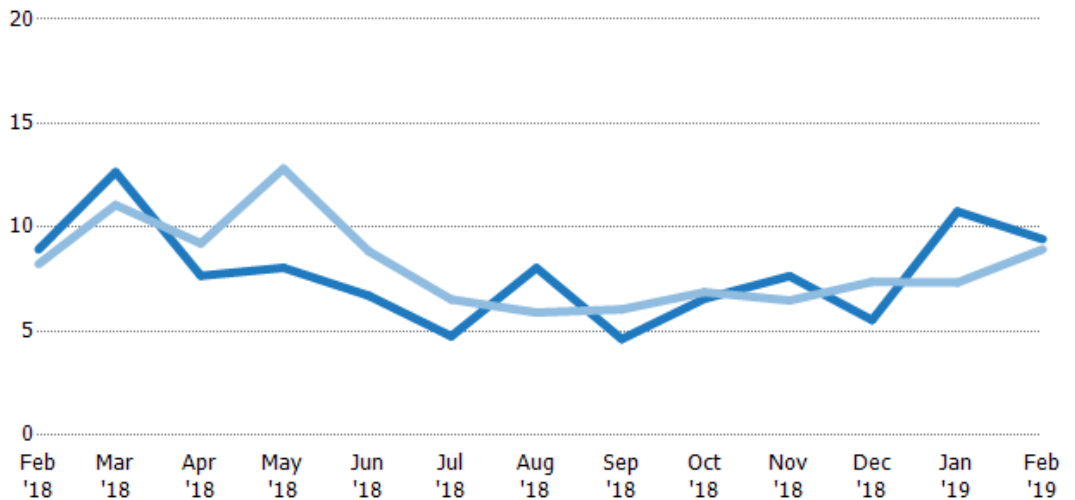
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	159	170	122	86	79	84	101	108	107	129	140	151	165
Prior Year	175	182	148	96	100	98	106	120	120	123	139	154	159
Percent Change from Prior Year	-9%	-6%	-18%	-10%	-21%	-14%	-5%	-10%	-11%	5%	1%	-2%	3%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

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



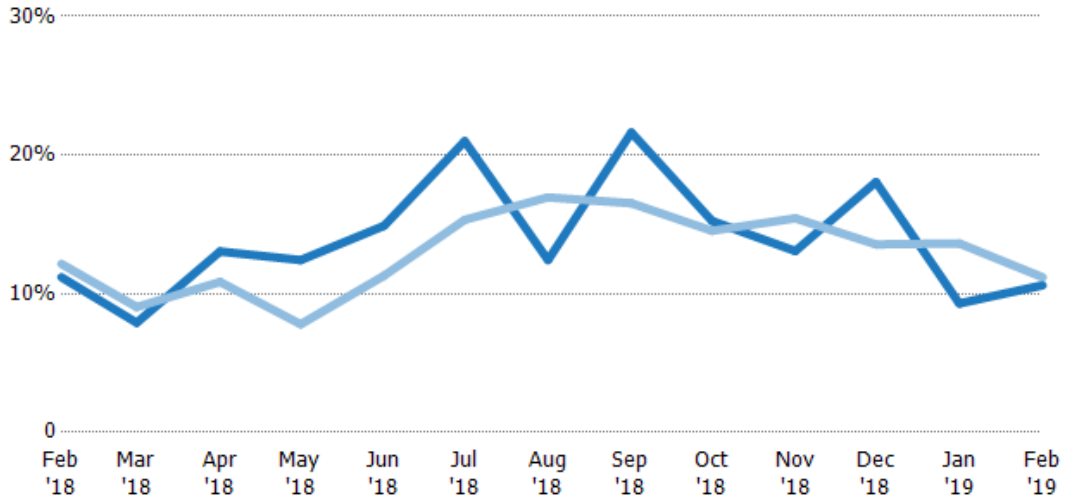
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	8.94	12.7	7.67	8.05	6.71	4.76	8.05	4.63	6.56	7.65	5.54	10.8	9.43
Prior Year	8.23	11.1	9.22	12.8	8.85	6.53	5.9	6.05	6.88	6.48	7.38	7.34	8.94
Percent Change from Prior Year	9%	14%	-17%	-37%	-24%	-27%	36%	-24%	-5%	18%	-25%	47%	5%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



Month/Year	Rate	Chg.
Feb '19	11%	0.6%
Feb '18	11%	1%
Feb '17	12%	-41.5%

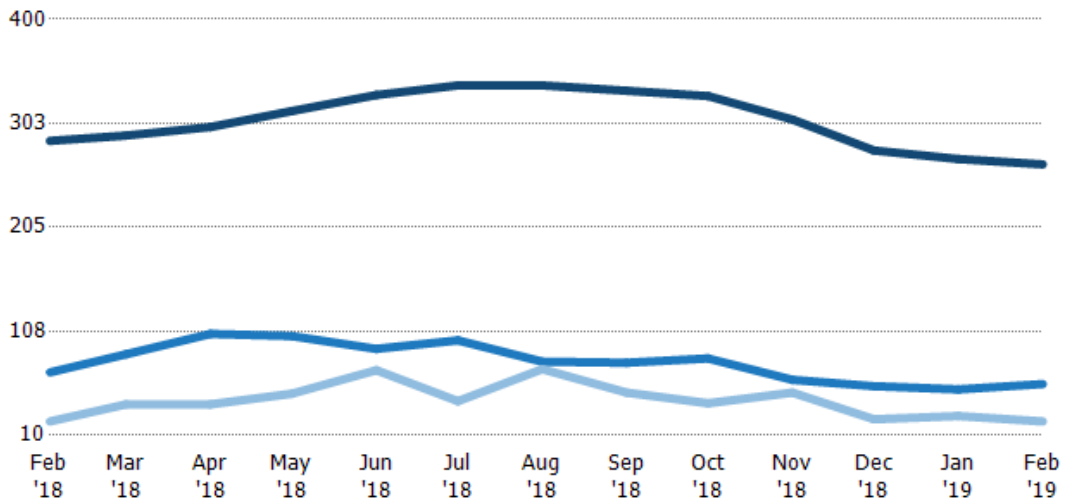
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	11%	8%	13%	12%	15%	21%	12%	22%	15%	13%	18%	9%	11%
Prior Year	12%	9%	11%	8%	11%	15%	17%	17%	15%	15%	14%	14%	11%
Change from Prior Year	1%	1%	-2%	-5%	-4%	-6%	5%	-5%	-1%	2%	-5%	4%	1%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	286	291	299	314	329	338	338	333	328	306	277	269	264
Pending	69	86	105	103	91	99	79	78	82	62	56	53	58
Sold	23	39	39	49	71	42	72	50	40	50	25	28	23

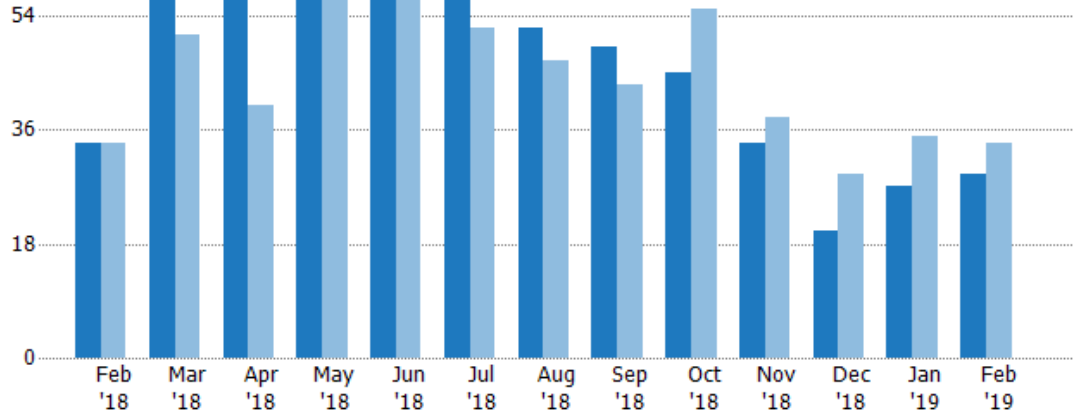
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	29	-14.7%
Feb '18	34	0%
Feb '17	34	8.8%



Current Year	34	57	61	60	62	60	52	49	45	34	20	27	29
Prior Year	34	51	40	64	59	52	47	43	55	38	29	35	34
Percent Change from Prior Year	0%	12%	53%	-6%	5%	15%	11%	14%	-18%	-11%	-31%	-23%	-15%

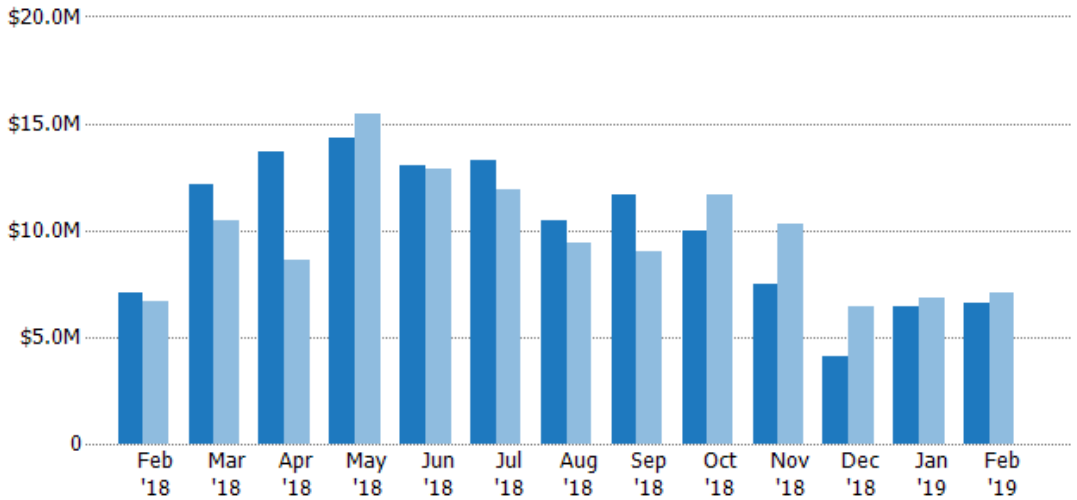
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$6.57M	-7%
Feb '18	\$7.06M	6.2%
Feb '17	\$6.65M	11.7%



Current Year	\$7.06M	\$12.1M	\$13.7M	\$14.3M	\$13M	\$13.2M	\$10.5M	\$11.6M	\$10M	\$7.51M	\$4.11M	\$6.45M	\$6.57M
Prior Year	\$6.65M	\$10.5M	\$8.62M	\$15.4M	\$12.9M	\$11.9M	\$9.42M	\$8.97M	\$11.6M	\$10.3M	\$6.43M	\$6.8M	\$7.06M
Percent Change from Prior Year	6%	16%	59%	-7%	1%	12%	11%	30%	-14%	-27%	-36%	-5%	-7%



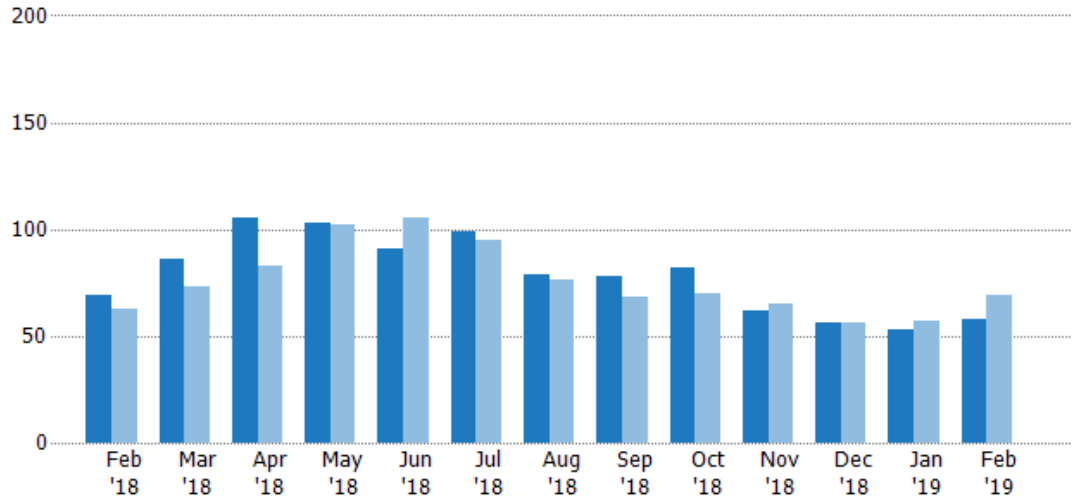
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	58	-15.9%
Feb '18	69	9.5%
Feb '17	63	33.3%



Current Year	69	86	105	103	91	99	79	78	82	62	56	53	58
Prior Year	63	73	83	102	105	95	76	68	70	65	56	57	69
Percent Change from Prior Year	10%	18%	27%	1%	-13%	4%	4%	15%	17%	-5%	0%	-7%	-16%

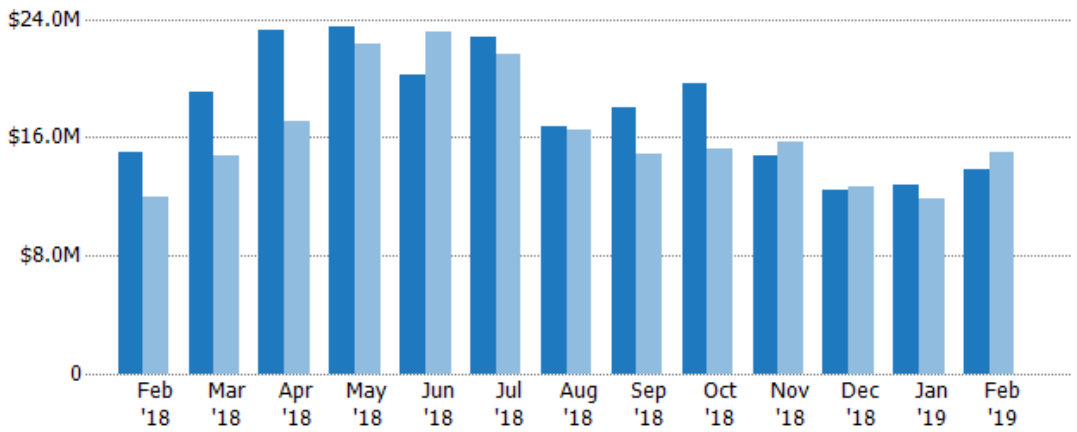
## Pending Sales Volume

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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence

Month/ Year	Volume	% Chg.
Feb '19	\$13.9M	-7.7%
Feb '18	\$15M	25%
Feb '17	\$12M	44.7%



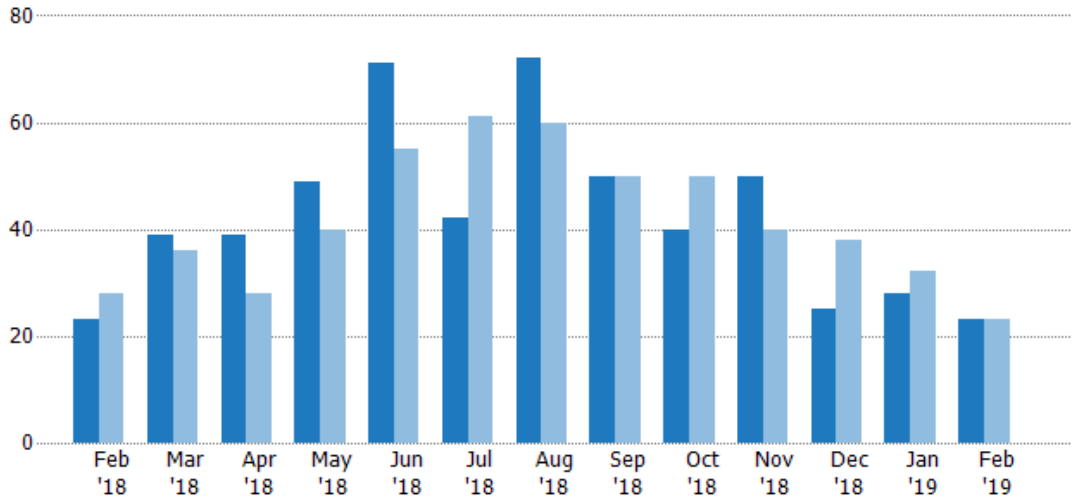
Current Year	\$15M	\$19.1M	\$23.2M	\$23.5M	\$20.2M	\$22.7M	\$16.7M	\$18M	\$19.7M	\$14.7M	\$12.4M	\$12.8M	\$13.9M
Prior Year	\$12M	\$14.7M	\$17.1M	\$22.3M	\$23.2M	\$21.6M	\$16.5M	\$14.8M	\$15.3M	\$15.7M	\$12.6M	\$11.8M	\$15M
Percent Change from Prior Year	25%	30%	36%	5%	-13%	5%	2%	22%	29%	-6%	-2%	8%	-8%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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



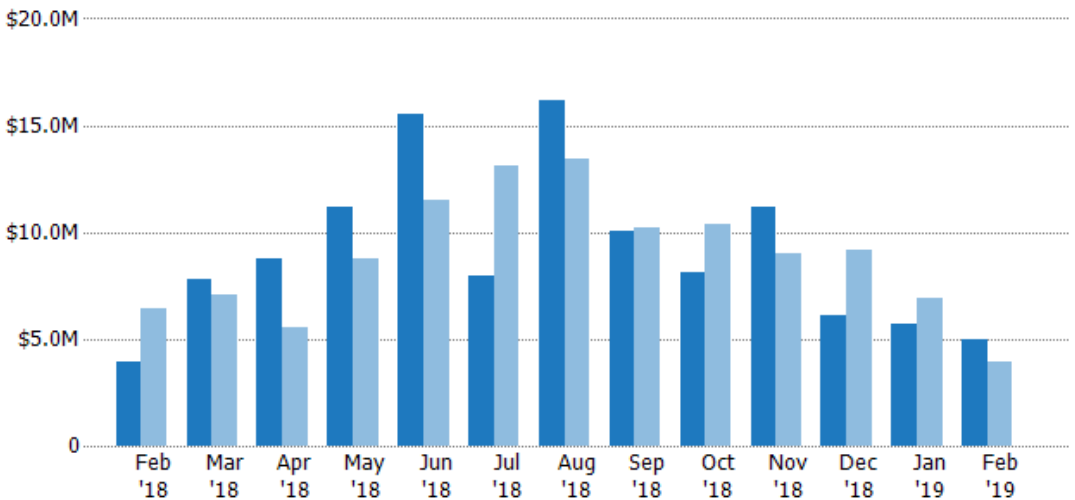
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	23	39	39	49	71	42	72	50	40	50	25	28	23
Prior Year	28	36	28	40	55	61	60	50	50	40	38	32	23
Percent Change from Prior Year	-18%	8%	39%	23%	29%	-31%	20%	0%	-20%	25%	-34%	-13%	0%

## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

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



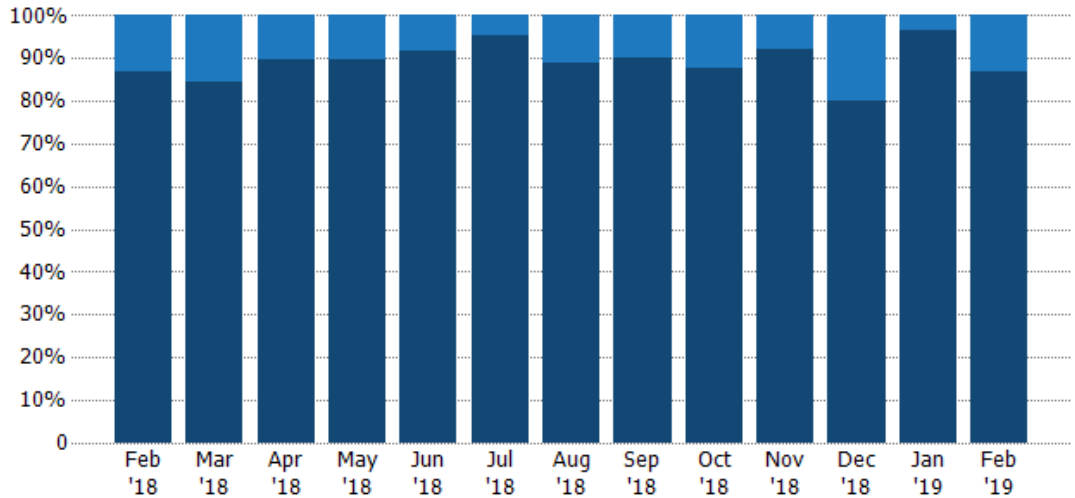
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$3.94M	\$7.79M	\$8.79M	\$11.2M	\$15.5M	\$7.98M	\$16.1M	\$10.1M	\$8.12M	\$11.2M	\$6.07M	\$5.7M	\$4.96M
Prior Year	\$6.39M	\$7.06M	\$5.51M	\$8.77M	\$11.5M	\$13.1M	\$13.4M	\$10.2M	\$10.3M	\$8.99M	\$9.18M	\$6.9M	\$3.94M
Percent Change from Prior Year	-38%	10%	59%	27%	35%	-39%	20%	-1%	-21%	24%	-34%	-17%	26%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

**Filters Used**

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



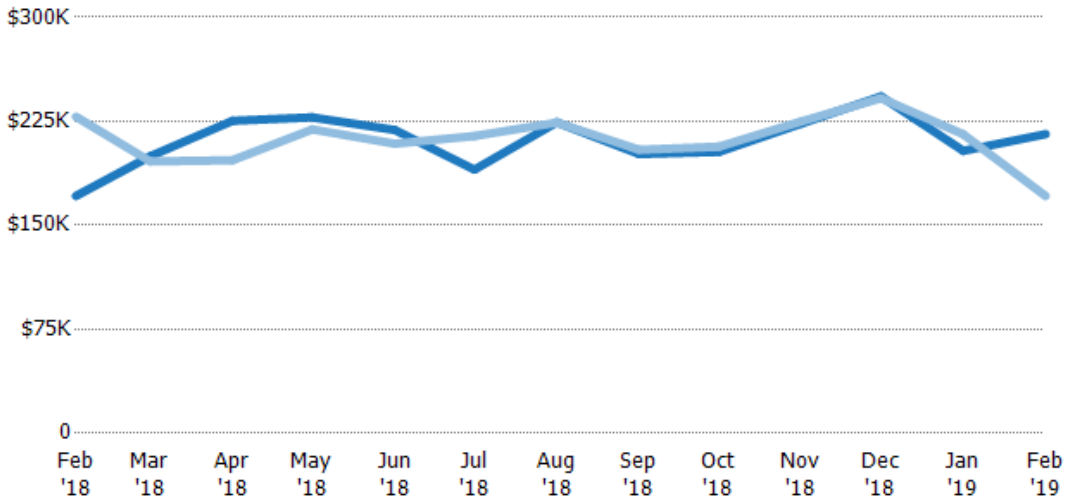
Condo/Townhouse	13%	15%	10%	10%	8%	5%	11%	10%	13%	8%	20%	4%	13%
Single Family Residence	87%	85%	90%	90%	92%	95%	89%	90%	88%	92%	80%	96%	87%

## Average Sales Price

The average sales price of the residential properties sold each month.

**Filters Used**

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



Month/Year	Price	% Chg.
Feb '19	\$216K	26.1%
Feb '18	\$171K	-25.1%
Feb '17	\$228K	-16.1%

Current Year	\$171K	\$200K	\$225K	\$228K	\$219K	\$190K	\$224K	\$201K	\$203K	\$223K	\$243K	\$204K	\$216K
Prior Year	\$228K	\$196K	\$197K	\$219K	\$209K	\$214K	\$224K	\$204K	\$207K	\$225K	\$242K	\$216K	\$171K
Percent Change from Prior Year	-25%	2%	14%	4%	5%	-11%	0%	-1%	-2%	-1%	1%	-6%	26%

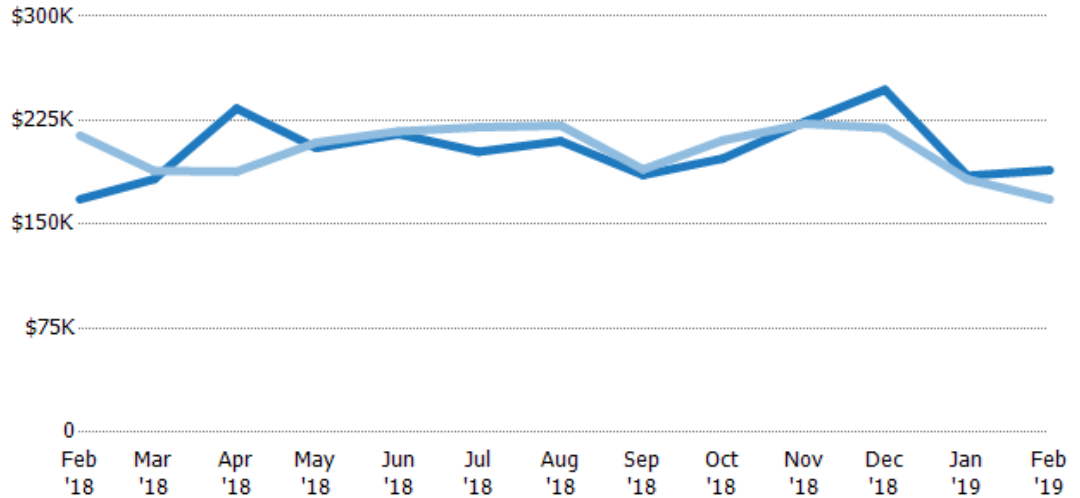
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$189K	12.5%
Feb '18	\$168K	-21.5%
Feb '17	\$214K	-9.9%



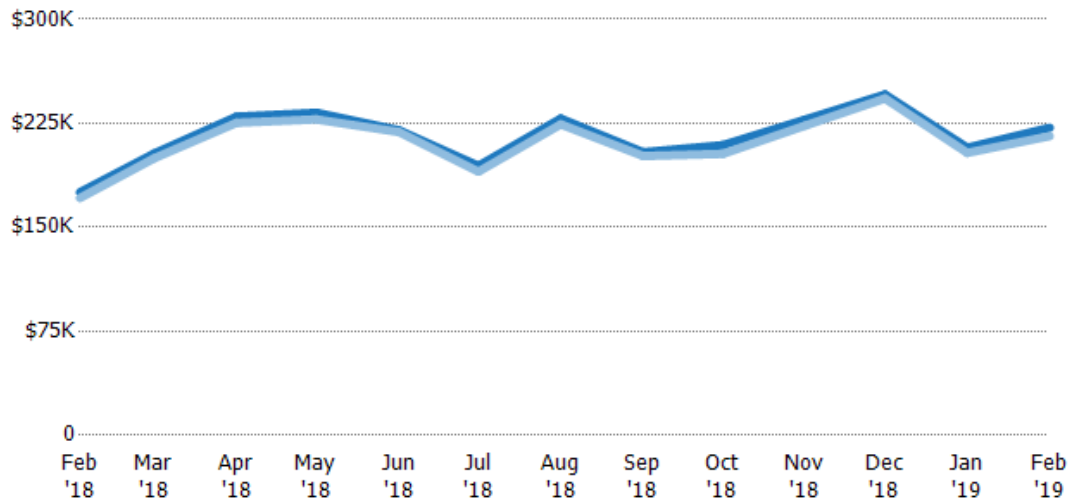
Current Year	\$168K	\$183K	\$234K	\$205K	\$215K	\$202K	\$210K	\$186K	\$197K	\$224K	\$247K	\$185K	\$189K
Prior Year	\$214K	\$189K	\$188K	\$209K	\$217K	\$220K	\$221K	\$190K	\$211K	\$223K	\$219K	\$183K	\$168K
Percent Change from Prior Year	-21%	-3%	24%	-2%	-1%	-8%	-5%	-2%	-6%	1%	13%	1%	13%

## 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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



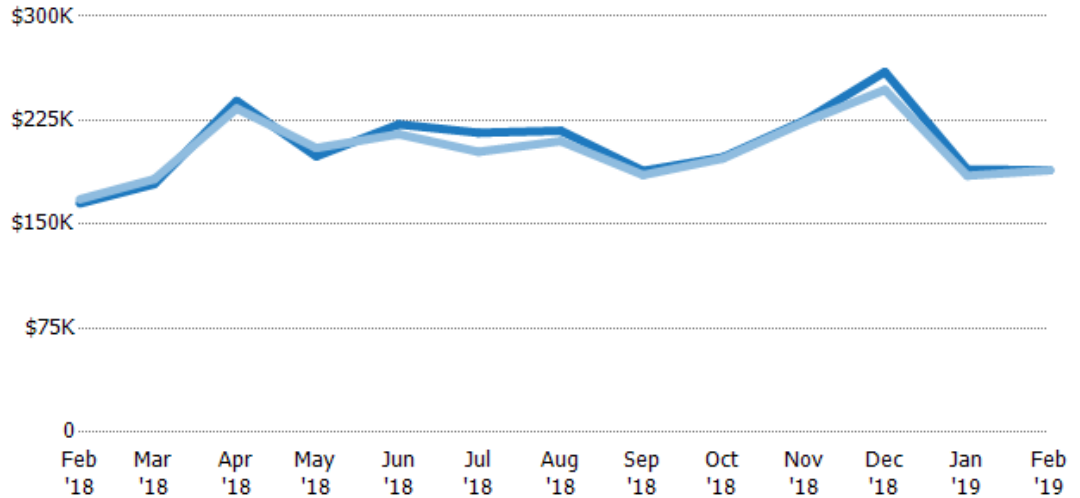
Avg List Price	\$175K	\$203K	\$230K	\$233K	\$220K	\$194K	\$228K	\$204K	\$209K	\$228K	\$246K	\$207K	\$222K
Avg Sales Price	\$171K	\$200K	\$225K	\$228K	\$219K	\$190K	\$224K	\$201K	\$203K	\$223K	\$243K	\$204K	\$216K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	98%	99%	98%	98%	99%	97%	98%	99%	98%	97%

## 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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



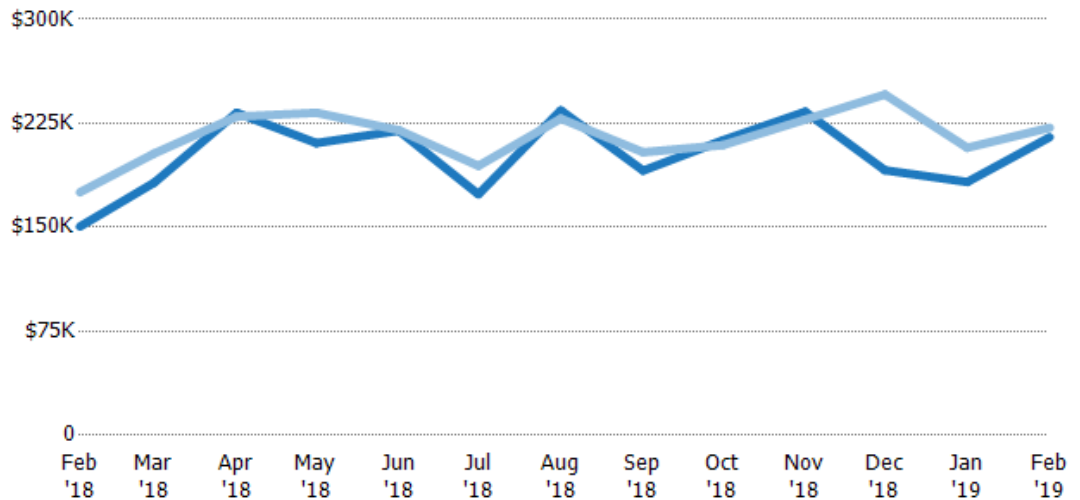
Median List Price	\$165K	\$179K	\$239K	\$199K	\$222K	\$216K	\$217K	\$189K	\$198K	\$225K	\$260K	\$189K	\$189K
Median Sales Price	\$168K	\$183K	\$234K	\$205K	\$215K	\$202K	\$210K	\$186K	\$197K	\$224K	\$247K	\$185K	\$189K
Med Sales Price as a % of Med List Price	102%	102%	98%	103%	97%	94%	97%	98%	100%	100%	95%	98%	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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



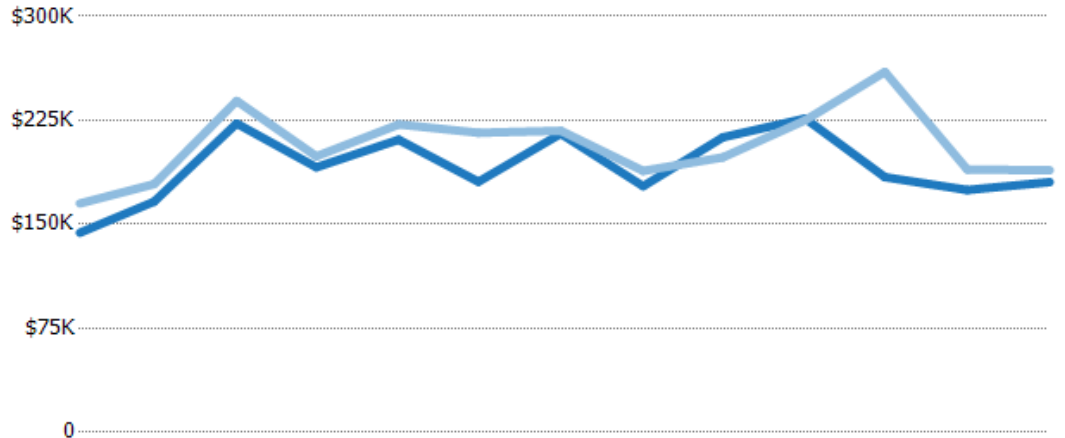
Avg Est Value	\$150K	\$182K	\$233K	\$211K	\$220K	\$174K	\$234K	\$191K	\$213K	\$233K	\$191K	\$183K	\$215K
Avg Sales Price	\$175K	\$203K	\$230K	\$233K	\$220K	\$194K	\$228K	\$204K	\$209K	\$228K	\$246K	\$207K	\$222K
Avg Sales Price as a % of Avg Est Value	116%	112%	99%	110%	100%	112%	97%	107%	98%	98%	129%	114%	103%

## 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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$144K	\$166K	\$223K	\$191K	\$211K	\$181K	\$215K	\$177K	\$213K	\$226K	\$184K	\$175K	\$180K
Median Sales Price	\$165K	\$179K	\$239K	\$199K	\$222K	\$216K	\$217K	\$189K	\$198K	\$225K	\$260K	\$189K	\$189K
Med Sales Price as a % of Med Est Value	115%	108%	107%	104%	105%	120%	101%	106%	93%	99%	141%	108%	105%