

## 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                            | Apr 2019     | Apr 2018     | + / -  | YTD 2019     | YTD 2018     | + / -  |
|--|--------------|--------------|--------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |        |              |              |        |
| New Listing Count                      | 35           | 82           | -57.3% | 178          | 241          | -26.1% |
| New Listing Volume                     | \$7,734,003  | \$19,017,226 | -59.3% | \$43,990,470 | \$56,176,003 | -21.7% |
| Active Listing Count                   | –            | 299          | –      | N/A          | N/A          |        |
| Active Listing Volume                  | –            | \$71,026,213 | –      | N/A          | N/A          |        |
| Average Listing Price                  | –            | \$237,546    | –      | \$254,423    | \$233,474    | +9%    |
| Median Listing Price                   | –            | \$239,000    | –      | \$247,802    | \$228,596    | +8.4%  |
| Median Days in RPR                     | –            | 122          | –      | 134.38       | 150.17       | -10.5% |
| Months of Inventory                    | –            | 7.7          | -100%  | 6            | 8.8          | -31.7% |
| Absorption Rate                        | –            | 13.04%       | –      | 16.6%        | 11.34%       | +5.3%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |        |              |              |        |
| New Pending Sales Count                | 44           | 61           | -27.9% | 160          | 187          | -14.4% |
| New Pending Sales Volume               | \$10,275,259 | \$13,700,400 | -25%   | \$37,246,634 | \$39,693,134 | -6.2%  |
| Pending Sales Count                    | –            | 105          | –      | N/A          | N/A          |        |
| Pending Sales Volume                   | –            | \$23,249,028 | –      | N/A          | N/A          |        |
| Closed Sales Count                     | 15           | 39           | -61.5% | 94           | 133          | -29.3% |
| Closed Sales Volume                    | \$3,552,201  | \$8,789,837  | -59.6% | \$20,278,243 | \$27,418,235 | -26%   |
| Average Sales Price                    | \$236,813    | \$225,380    | +5.1%  | \$215,726    | \$206,152    | +4.6%  |
| Median Sales Price                     | \$220,000    | \$233,500    | -5.8%  | \$197,715    | \$194,947    | +1.4%  |

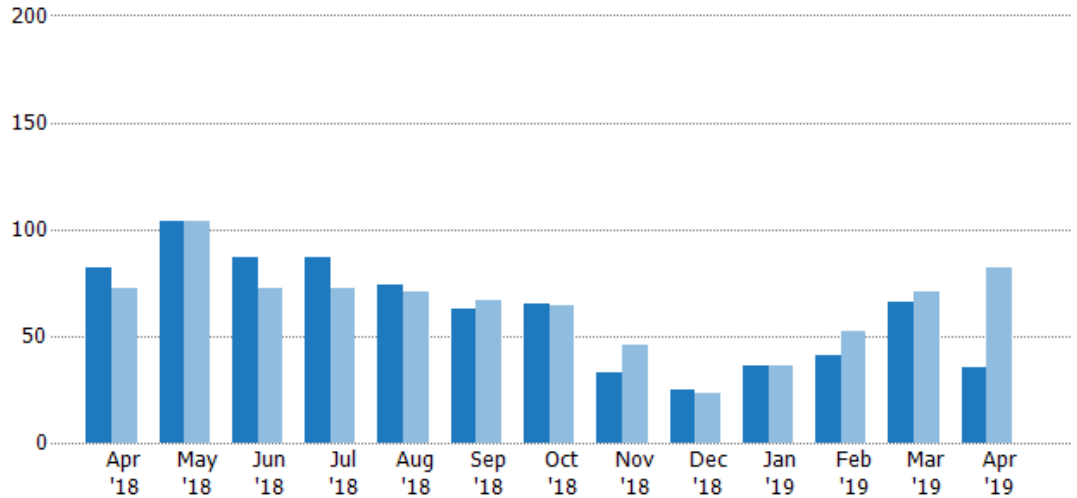
## New Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Apr '19        | 35    | -57.3% |
| Apr '18        | 82    | 13.9%  |
| Apr '17        | 72    | 19.4%  |



|                                |     |     |     |     |    |     |    |      |    |    |      |     |      |
|--------------------------------|-----|-----|-----|-----|----|-----|----|------|----|----|------|-----|------|
| Current Year                   | 82  | 104 | 87  | 87  | 74 | 63  | 65 | 33   | 25 | 36 | 41   | 66  | 35   |
| Prior Year                     | 72  | 104 | 72  | 72  | 71 | 67  | 64 | 46   | 23 | 36 | 52   | 71  | 82   |
| Percent Change from Prior Year | 14% | 0%  | 21% | 21% | 4% | -6% | 2% | -28% | 9% | 0% | -21% | -7% | -57% |

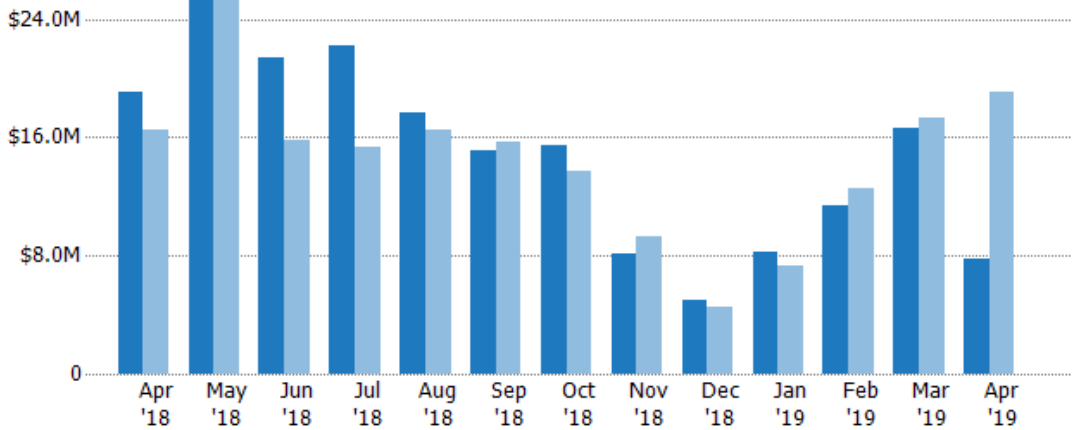
## New Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Apr '19        | \$7.73M | -59.3% |
| Apr '18        | \$19M   | 14.8%  |
| Apr '17        | \$16.6M | 17.2%  |



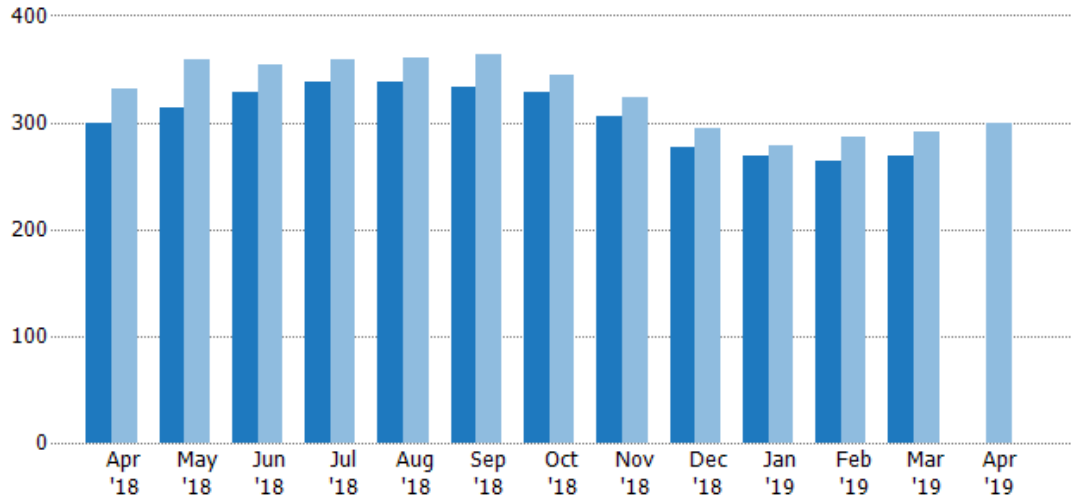
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$19M   | \$25.8M | \$21.4M | \$22.3M | \$17.6M | \$15.1M | \$15.4M | \$8.1M  | \$5M    | \$8.29M | \$11.3M | \$16.6M | \$7.73M |
| Prior Year                     | \$16.6M | \$25.9M | \$15.8M | \$15.3M | \$16.5M | \$15.6M | \$13.7M | \$9.35M | \$4.54M | \$7.26M | \$12.6M | \$17.3M | \$19M   |
| Percent Change from Prior Year | 15%     | -1%     | 35%     | 45%     | 7%      | -3%     | 12%     | -13%    | 10%     | 14%     | -10%    | -4%     | -59%    |

## 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



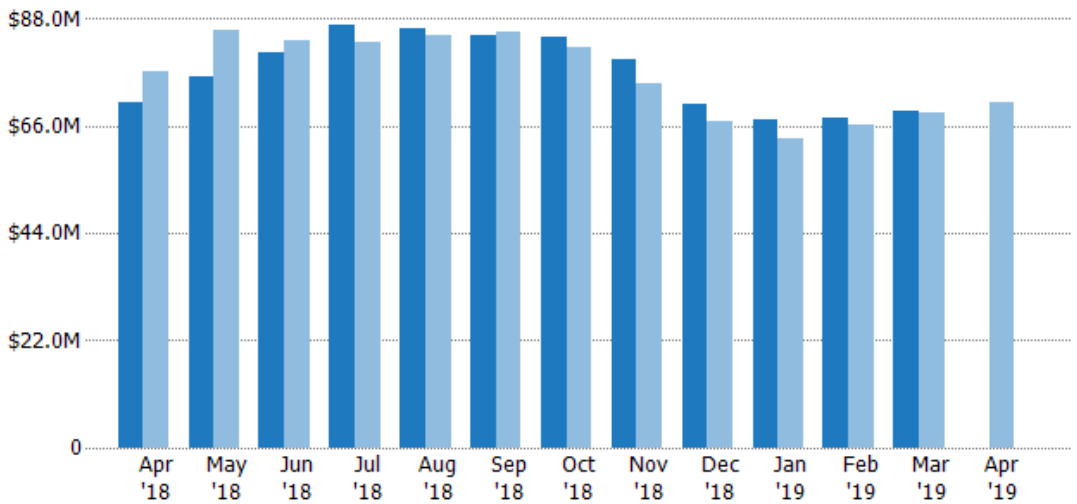
|                                |      |      |     |     |     |     |     |     |     |     |     |     |       |
|--------------------------------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| Current Year                   | 299  | 314  | 329 | 338 | 338 | 333 | 328 | 306 | 277 | 269 | 264 | 268 | -     |
| Prior Year                     | 332  | 359  | 354 | 359 | 360 | 363 | 344 | 324 | 295 | 279 | 286 | 291 | 299   |
| Percent Change from Prior Year | -10% | -13% | -7% | -6% | -6% | -8% | -5% | -6% | -6% | -4% | -8% | -8% | -100% |

## 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



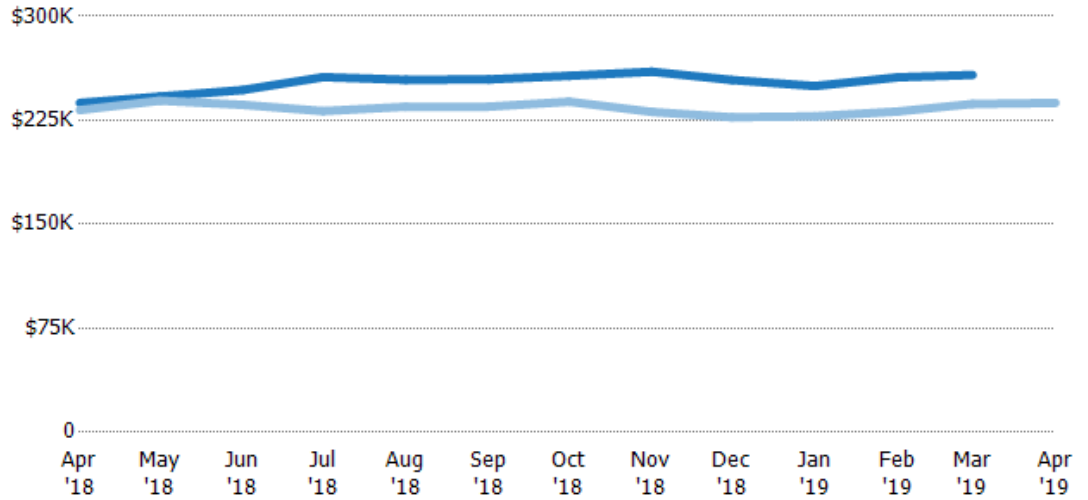
|                                |         |         |         |         |         |         |         |         |         |         |         |         |       |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-------|
| Current Year                   | \$71M   | \$76M   | \$81.2M | \$86.6M | \$85.9M | \$84.7M | \$84.3M | \$79.6M | \$70.4M | \$67.2M | \$67.6M | \$69.1M | -     |
| Prior Year                     | \$77.2M | \$85.9M | \$83.6M | \$83.2M | \$84.5M | \$85.2M | \$82M   | \$74.9M | \$67M   | \$63.6M | \$66.2M | \$68.9M | \$71M |
| Percent Change from Prior Year | -8%     | -11%    | -3%     | 4%      | 2%      | -1%     | 3%      | 6%      | 5%      | 6%      | 2%      | 0%      | -100% |

## 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



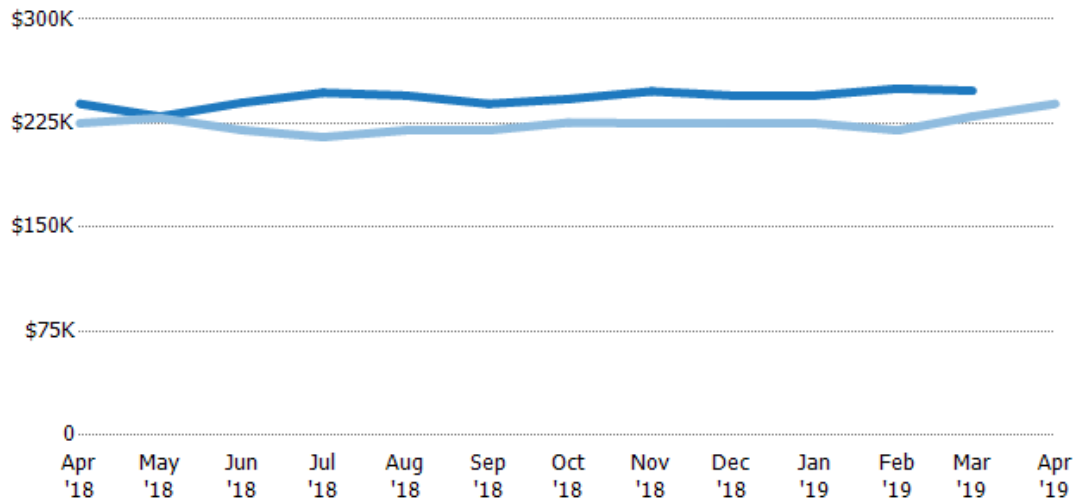
|                                | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$238K  | \$242K  | \$247K  | \$256K  | \$254K  | \$254K  | \$257K  | \$260K  | \$254K  | \$250K  | \$256K  | \$258K  | -       |
| Prior Year                     | \$232K  | \$239K  | \$236K  | \$232K  | \$235K  | \$235K  | \$238K  | \$231K  | \$227K  | \$228K  | \$231K  | \$237K  | \$238K  |
| Percent Change from Prior Year | 2%      | 1%      | 5%      | 11%     | 8%      | 8%      | 8%      | 13%     | 12%     | 10%     | 11%     | 9%      | -100%   |

## 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



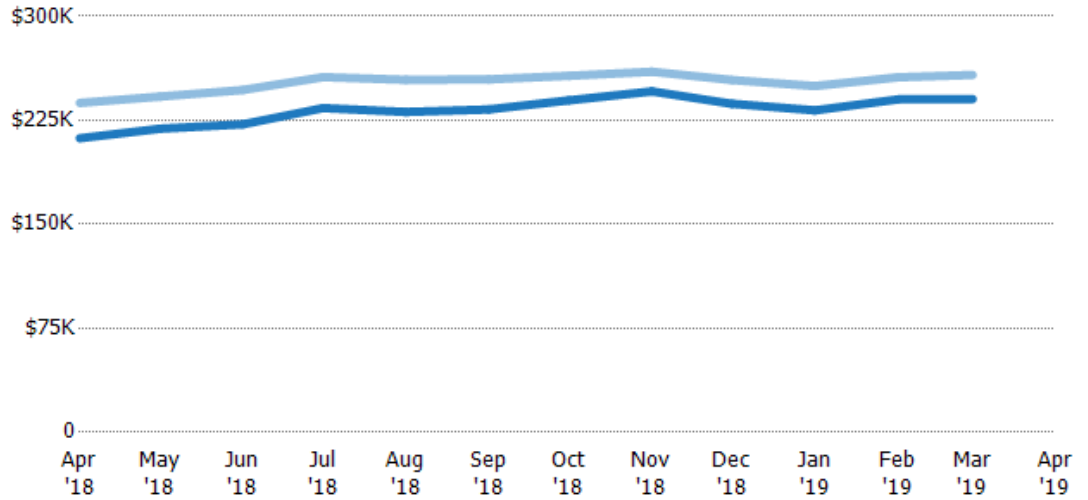
|                                | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$239K  | \$230K  | \$240K  | \$247K  | \$245K  | \$239K  | \$243K  | \$248K  | \$245K  | \$245K  | \$250K  | \$248K  | -       |
| Prior Year                     | \$225K  | \$229K  | \$220K  | \$215K  | \$220K  | \$220K  | \$226K  | \$225K  | \$225K  | \$225K  | \$220K  | \$230K  | \$239K  |
| Percent Change from Prior Year | 6%      | 0%      | 9%      | 15%     | 11%     | 9%      | 8%      | 10%     | 9%      | 9%      | 14%     | 8%      | -100%   |

## 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



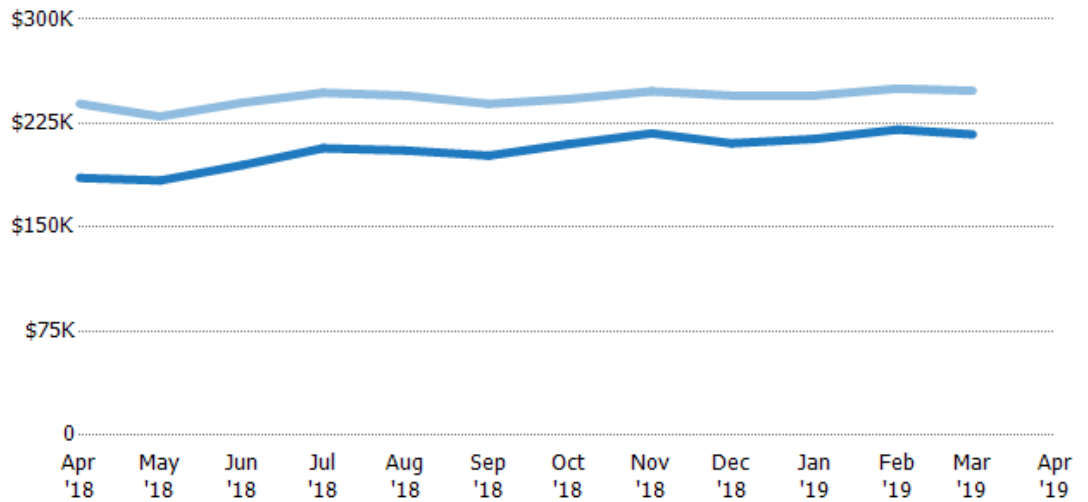
|   | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$212K  | \$219K  | \$222K  | \$234K  | \$231K  | \$233K  | \$239K  | \$246K  | \$237K  | \$232K  | \$240K  | \$240K  | -       |
| Avg Listing Price                         | \$238K  | \$242K  | \$247K  | \$256K  | \$254K  | \$254K  | \$257K  | \$260K  | \$254K  | \$250K  | \$256K  | \$258K  | -       |
| Avg Listing Price as a % of Avg Est Value | 112%    | 111%    | 111%    | 110%    | 110%    | 109%    | 107%    | 106%    | 107%    | 108%    | 107%    | 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



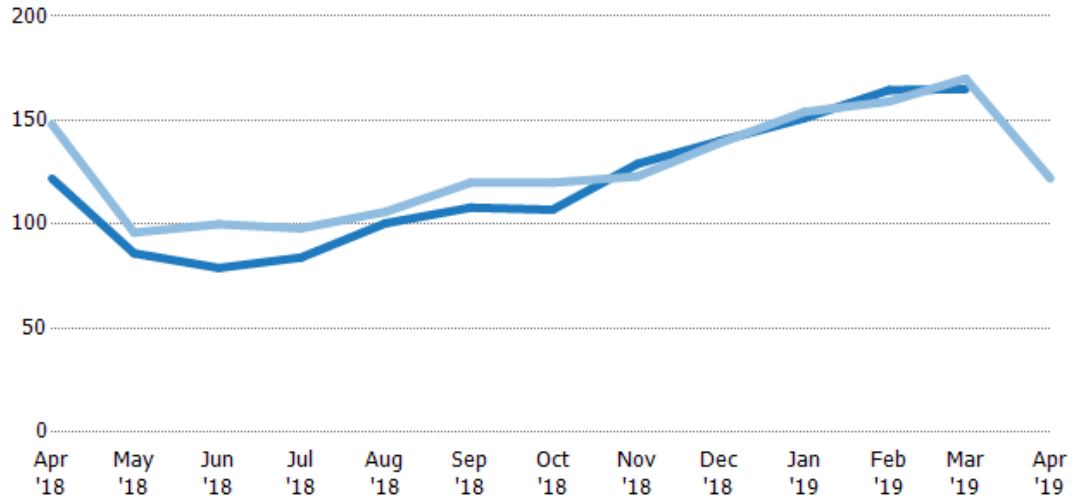
|   | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$186K  | \$184K  | \$195K  | \$207K  | \$205K  | \$202K  | \$210K  | \$218K  | \$211K  | \$214K  | \$220K  | \$217K  | -       |
| Median Listing Price                      | \$239K  | \$230K  | \$240K  | \$247K  | \$245K  | \$239K  | \$243K  | \$248K  | \$245K  | \$245K  | \$250K  | \$248K  | -       |
| Med Listing Price as a % of Med Est Value | 129%    | 125%    | 123%    | 119%    | 119%    | 119%    | 115%    | 114%    | 116%    | 115%    | 113%    | 115%    | -       |

## 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:  
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 Family Residence



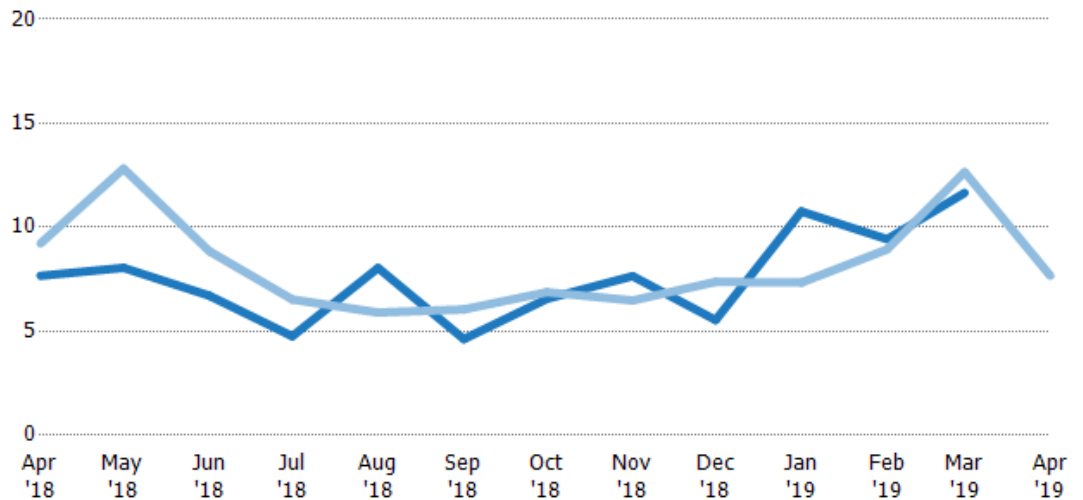
|                                | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|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

## 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



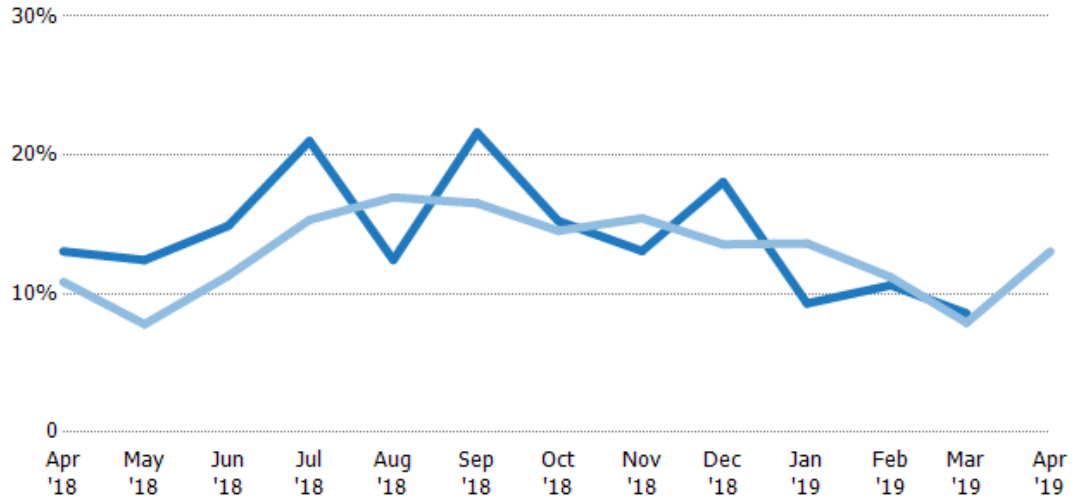
|                                | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 7.67    | 8.05    | 6.71    | 4.76    | 8.05    | 4.63    | 6.56    | 7.65    | 5.54    | 10.8    | 9.43    | 11.7    | -       |
| Prior Year                     | 9.22    | 12.8    | 8.85    | 6.53    | 5.9     | 6.05    | 6.88    | 6.48    | 7.38    | 7.34    | 8.94    | 12.7    | 7.67    |
| Percent Change from Prior Year | -17%    | -37%    | -24%    | -27%    | 36%     | -24%    | -5%     | 18%     | -25%    | 47%     | 5%      | -8%     | -100%   |

## 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



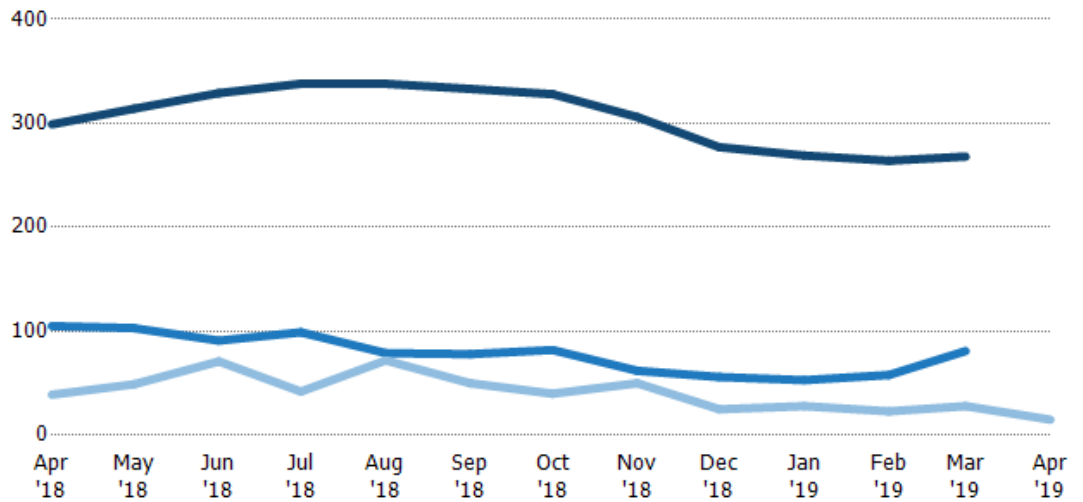
|                        | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|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

## 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



|         | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 299     | 314     | 329     | 338     | 338     | 333     | 328     | 306     | 277     | 269     | 264     | 268     | -       |
| Pending | 105     | 103     | 91      | 99      | 79      | 78      | 82      | 62      | 56      | 53      | 58      | 81      | -       |
| Sold    | 39      | 49      | 71      | 42      | 72      | 50      | 40      | 50      | 25      | 28      | 23      | 28      | 15      |

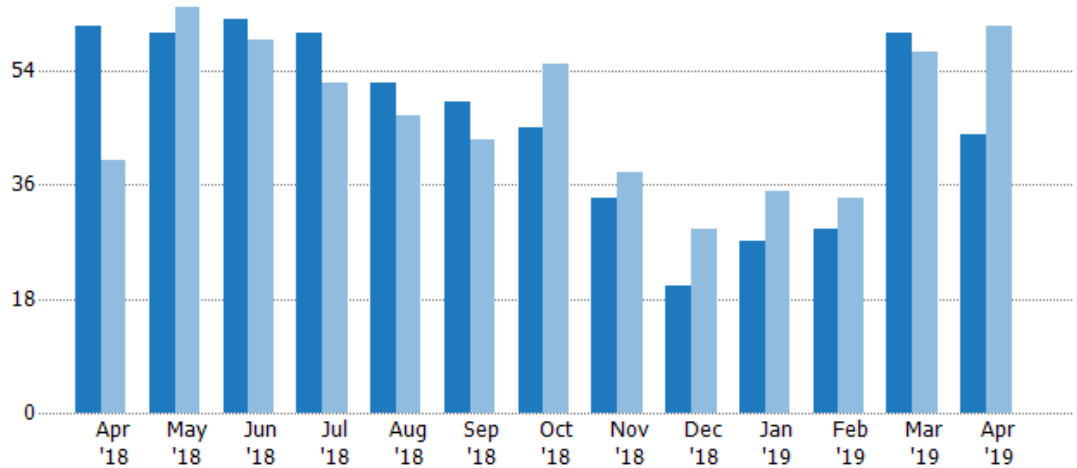
## New Pending Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Apr '19        | 44    | -27.9% |
| Apr '18        | 61    | 52.5%  |
| Apr '17        | 40    | 37.5%  |



|                                | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 61      | 60      | 62      | 60      | 52      | 49      | 45      | 34      | 20      | 27      | 29      | 60      | 44      |
| Prior Year                     | 40      | 64      | 59      | 52      | 47      | 43      | 55      | 38      | 29      | 35      | 34      | 57      | 61      |
| Percent Change from Prior Year | 53%     | -6%     | 5%      | 15%     | 11%     | 14%     | -18%    | -11%    | -31%    | -23%    | -15%    | 5%      | -28%    |

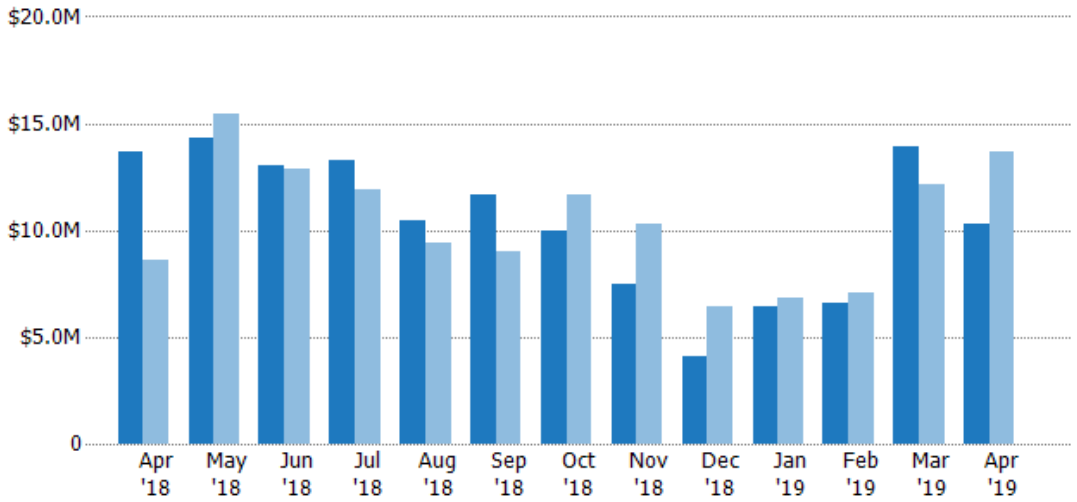
## New Pending Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Apr '19        | \$10.3M | -25%   |
| Apr '18        | \$13.7M | 58.9%  |
| Apr '17        | \$8.62M | 35.8%  |



|                                | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$13.7M | \$14.3M | \$13M   | \$13.2M | \$10.5M | \$11.6M | \$10M   | \$7.51M | \$4.11M | \$6.45M | \$6.57M | \$14M   | \$10.3M |
| Prior Year                     | \$8.62M | \$15.4M | \$12.9M | \$11.9M | \$9.42M | \$8.97M | \$11.6M | \$10.3M | \$6.43M | \$6.8M  | \$7.06M | \$12.1M | \$13.7M |
| Percent Change from Prior Year | 59%     | -7%     | 1%      | 12%     | 11%     | 30%     | -14%    | -27%    | -36%    | -5%     | -7%     | 15%     | -25%    |

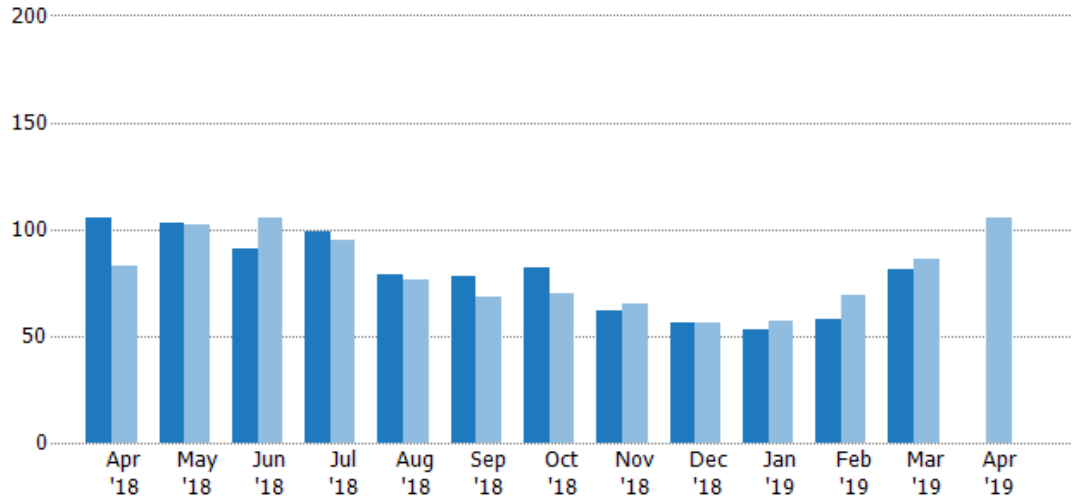


## Pending Sales

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



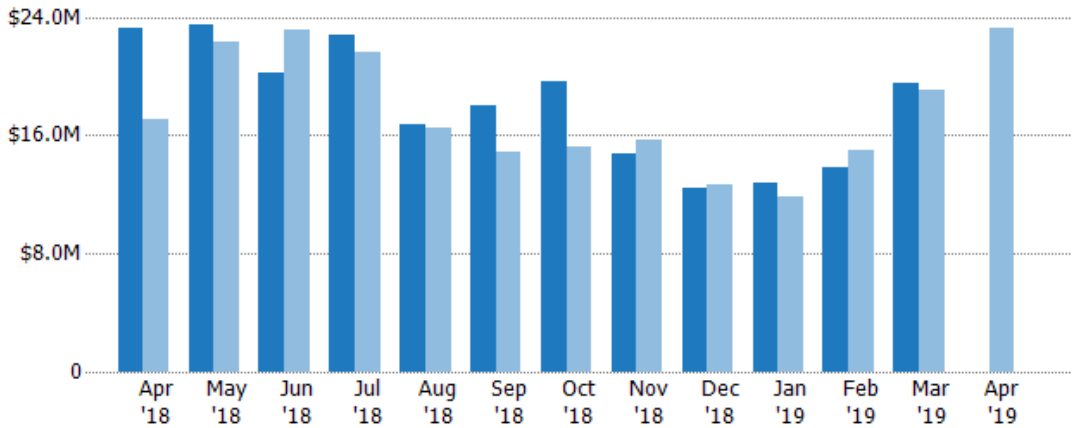
|                                | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 105     | 103     | 91      | 99      | 79      | 78      | 82      | 62      | 56      | 53      | 58      | 81      | -       |
| Prior Year                     | 83      | 102     | 105     | 95      | 76      | 68      | 70      | 65      | 56      | 57      | 69      | 86      | 105     |
| Percent Change from Prior Year | 27%     | 1%      | -13%    | 4%      | 4%      | 15%     | 17%     | -5%     | 0%      | -7%     | -16%    | -6%     | -100%   |

## 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



|                                | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$23.2M | \$23.5M | \$20.2M | \$22.7M | \$16.7M | \$18M   | \$19.7M | \$14.7M | \$12.4M | \$12.8M | \$13.9M | \$19.6M | -       |
| Prior Year                     | \$17.1M | \$22.3M | \$23.2M | \$21.6M | \$16.5M | \$14.8M | \$15.3M | \$15.7M | \$12.6M | \$11.8M | \$15M   | \$19.1M | \$23.2M |
| Percent Change from Prior Year | 36%     | 5%      | -13%    | 5%      | 2%      | 22%     | 29%     | -6%     | -2%     | 8%      | -8%     | 3%      | -100%   |

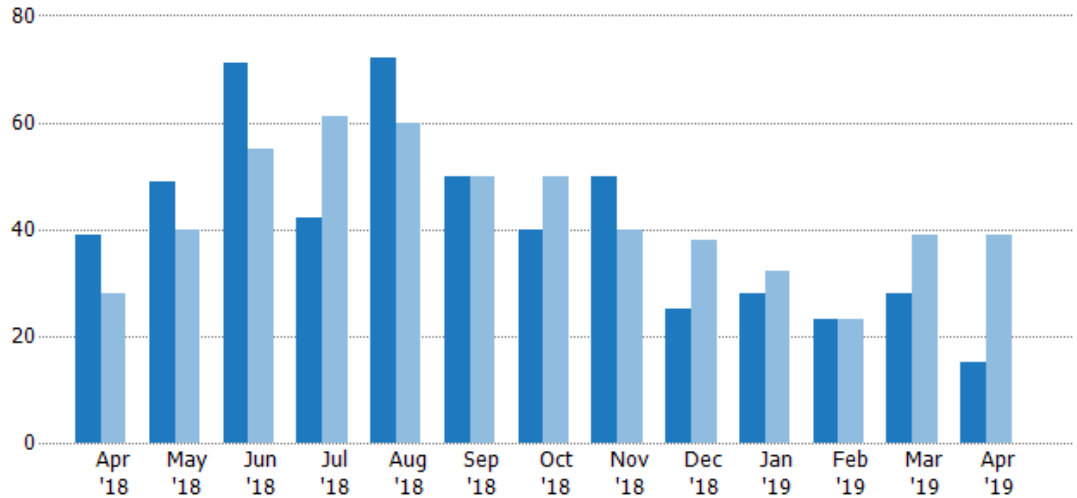
## Closed Sales

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

| Month/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Apr '19        | 15    | -61.5% |
| Apr '18        | 39    | 39.3%  |
| Apr '17        | 28    | 7.1%   |



|                                |     |     |     |      |     |    |      |     |      |      |    |      |      |
|--------------------------------|-----|-----|-----|------|-----|----|------|-----|------|------|----|------|------|
| Current Year                   | 39  | 49  | 71  | 42   | 72  | 50 | 40   | 50  | 25   | 28   | 23 | 28   | 15   |
| Prior Year                     | 28  | 40  | 55  | 61   | 60  | 50 | 50   | 40  | 38   | 32   | 23 | 39   | 39   |
| Percent Change from Prior Year | 39% | 23% | 29% | -31% | 20% | 0% | -20% | 25% | -34% | -13% | 0% | -28% | -62% |

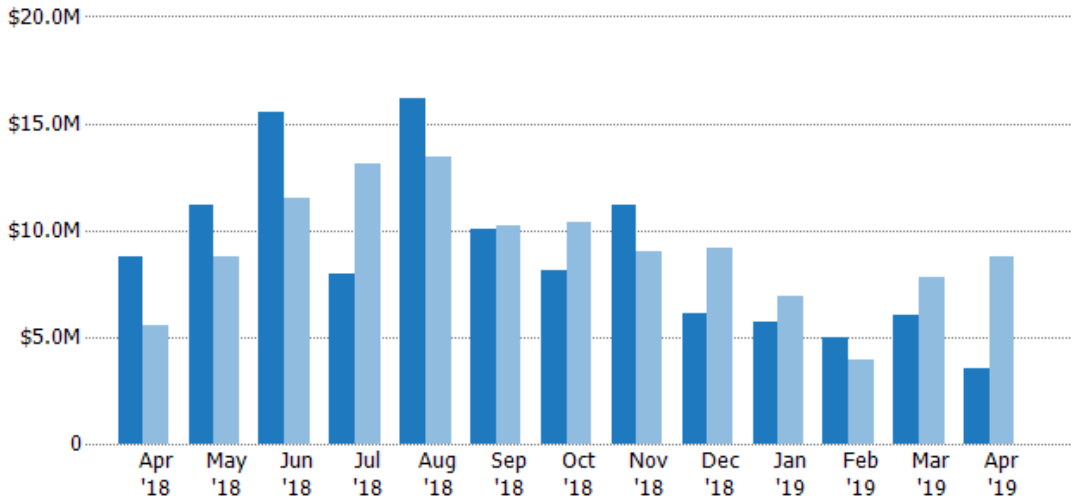
## Closed Sales Volume

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

| Month/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Apr '19        | \$3.55M | -59.6% |
| Apr '18        | \$8.79M | 59.4%  |
| Apr '17        | \$5.51M | 9.7%   |



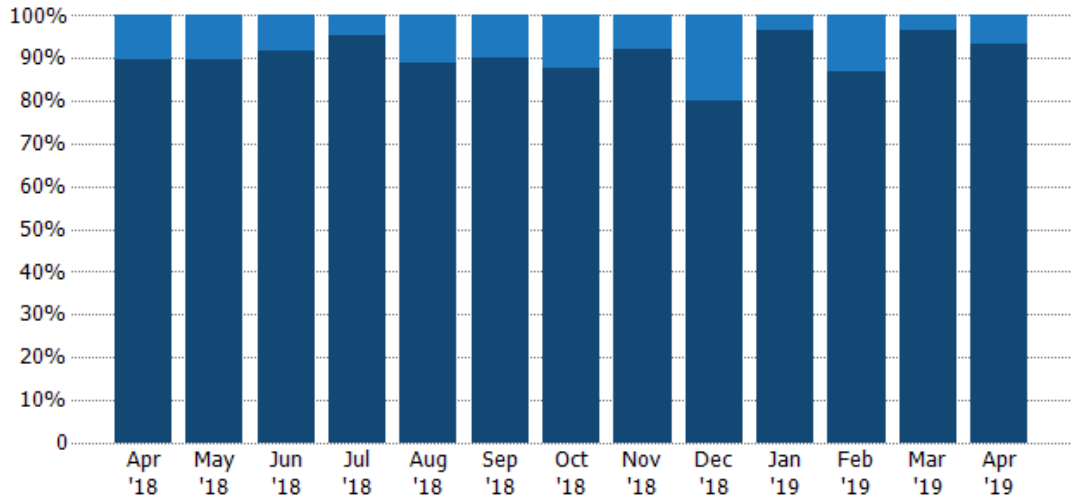
|                                |         |         |         |         |         |         |         |         |         |        |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--------|---------|---------|---------|
| Current Year                   | \$8.79M | \$11.2M | \$15.5M | \$7.98M | \$16.1M | \$10.1M | \$8.12M | \$11.2M | \$6.07M | \$5.7M | \$4.96M | \$6.06M | \$3.55M |
| Prior Year                     | \$5.51M | \$8.77M | \$11.5M | \$13.1M | \$13.4M | \$10.2M | \$10.3M | \$8.99M | \$9.18M | \$6.9M | \$3.94M | \$7.79M | \$8.79M |
| Percent Change from Prior Year | 59%     | 27%     | 35%     | -39%    | 20%     | -1%     | -21%    | 24%     | -34%    | -17%   | 26%     | -22%    | -60%    |

## 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



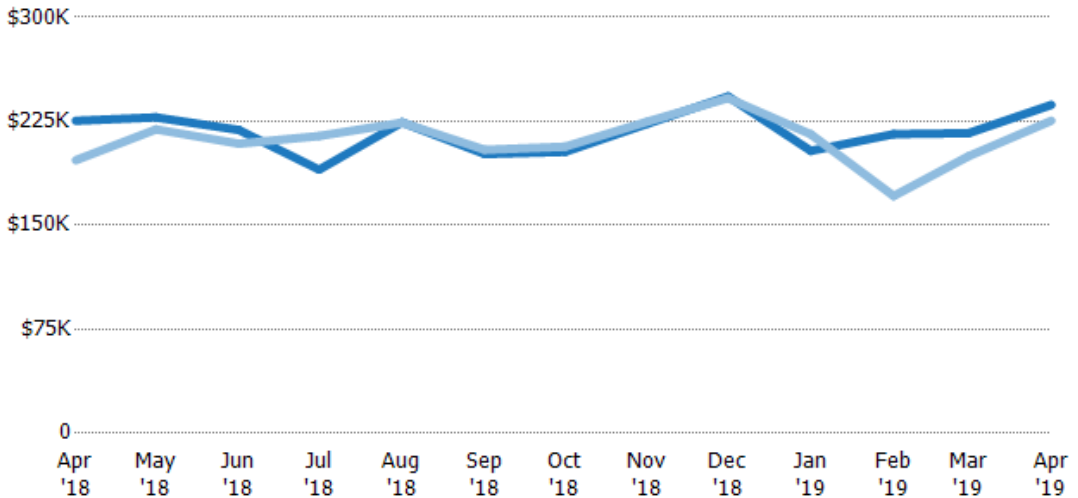
|                         |     |     |     |     |     |     |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 10% | 10% | 8%  | 5%  | 11% | 10% | 13% | 8%  | 20% | 4%  | 13% | 4%  | 7%  |
| Single Family Residence | 90% | 90% | 92% | 95% | 89% | 90% | 88% | 92% | 80% | 96% | 87% | 96% | 93% |

## 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



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$225K | \$228K | \$219K | \$190K | \$224K | \$201K | \$203K | \$223K | \$243K | \$204K | \$216K | \$216K | \$237K |
| Prior Year                     | \$197K | \$219K | \$209K | \$214K | \$224K | \$204K | \$207K | \$225K | \$242K | \$216K | \$171K | \$200K | \$225K |
| Percent Change from Prior Year | 14%    | 4%     | 5%     | -11%   | 0%     | -1%    | -2%    | -1%    | 1%     | -6%    | 26%    | 8%     | 5%     |

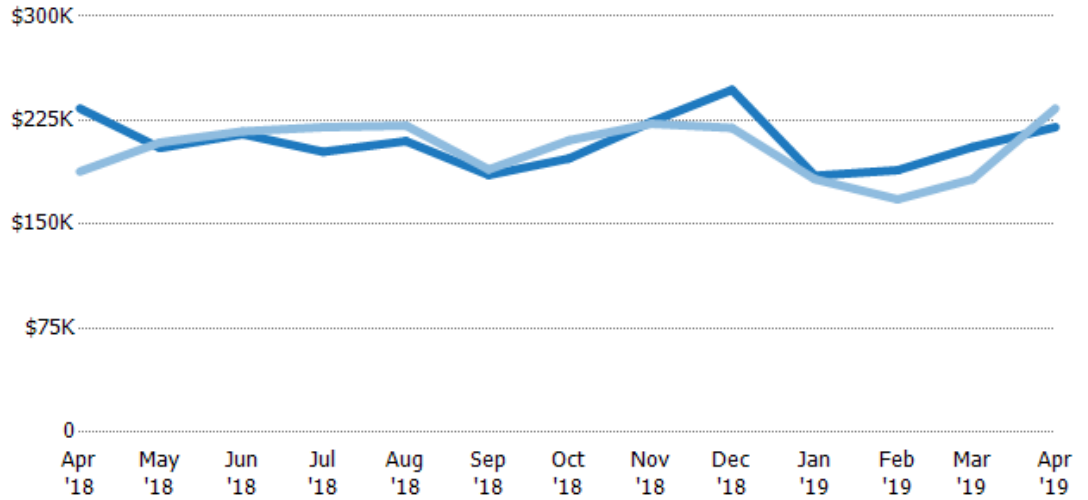
## Median Sales Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Apr '19        | \$220K | -5.8%  |
| Apr '18        | \$234K | 24.2%  |
| Apr '17        | \$188K | 9.3%   |



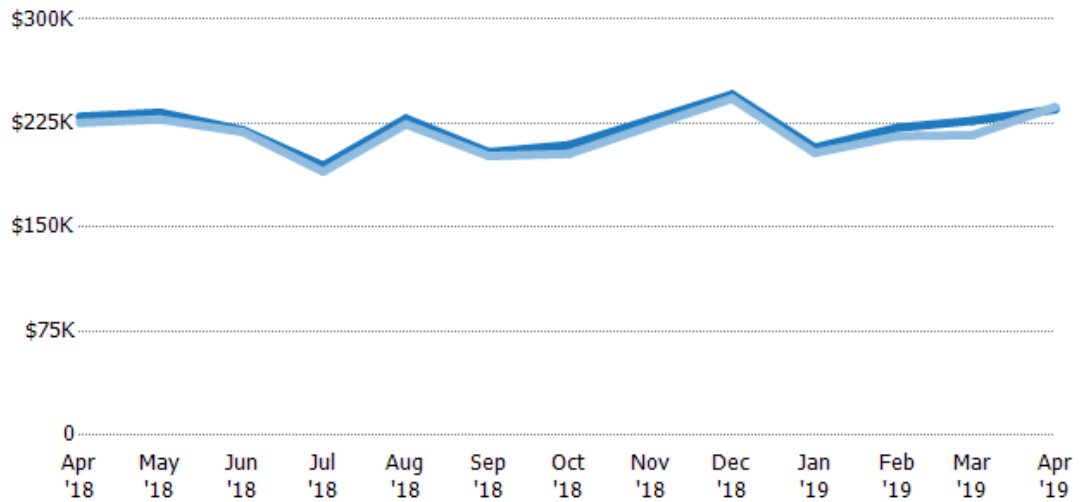
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$234K | \$205K | \$215K | \$202K | \$210K | \$186K | \$197K | \$224K | \$247K | \$185K | \$189K | \$206K | \$220K |
| Prior Year                     | \$188K | \$209K | \$217K | \$220K | \$221K | \$190K | \$211K | \$223K | \$219K | \$183K | \$168K | \$183K | \$234K |
| Percent Change from Prior Year | 24%    | -2%    | -1%    | -8%    | -5%    | -2%    | -6%    | 1%     | 13%    | 1%     | 13%    | 13%    | -6%    |

## 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



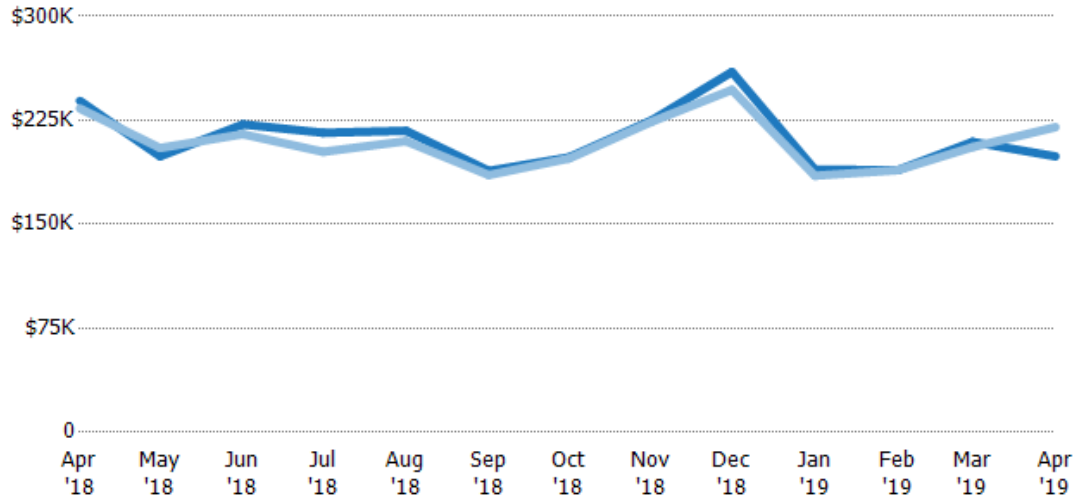
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$230K | \$233K | \$220K | \$194K | \$228K | \$204K | \$209K | \$228K | \$246K | \$207K | \$222K | \$227K | \$235K |
| Avg Sales Price                          | \$225K | \$228K | \$219K | \$190K | \$224K | \$201K | \$203K | \$223K | \$243K | \$204K | \$216K | \$216K | \$237K |
| Avg Sales Price as a % of Avg List Price | 98%    | 98%    | 99%    | 98%    | 98%    | 99%    | 97%    | 98%    | 99%    | 98%    | 97%    | 95%    | 101%   |

## 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



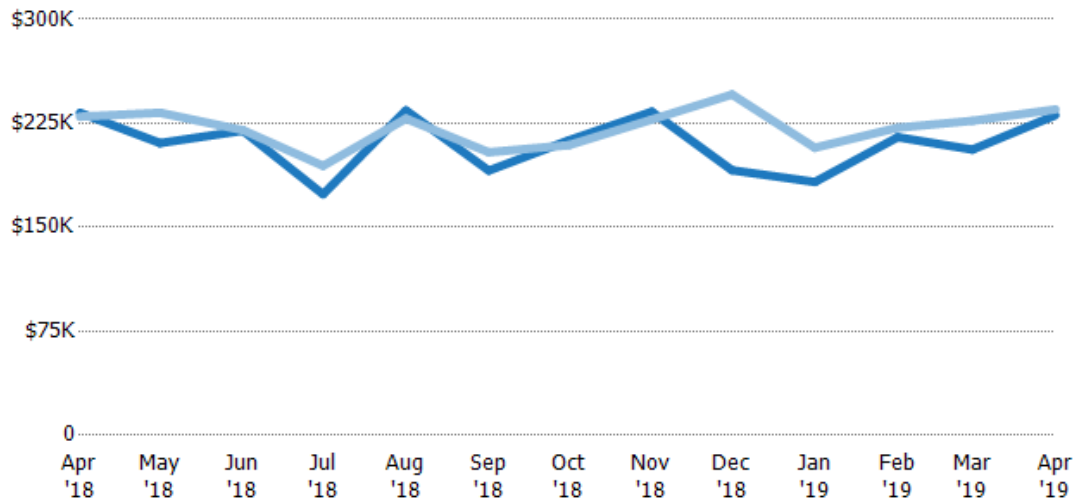
|  | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$239K  | \$199K  | \$222K  | \$216K  | \$217K  | \$189K  | \$198K  | \$225K  | \$260K  | \$189K  | \$189K  | \$209K  | \$199K  |
| Median Sales Price                       | \$234K  | \$205K  | \$215K  | \$202K  | \$210K  | \$186K  | \$197K  | \$224K  | \$247K  | \$185K  | \$189K  | \$206K  | \$220K  |
| Med Sales Price as a % of Med List Price | 98%     | 103%    | 97%     | 94%     | 97%     | 98%     | 100%    | 100%    | 95%     | 98%     | 100%    | 98%     | 111%    |

## 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



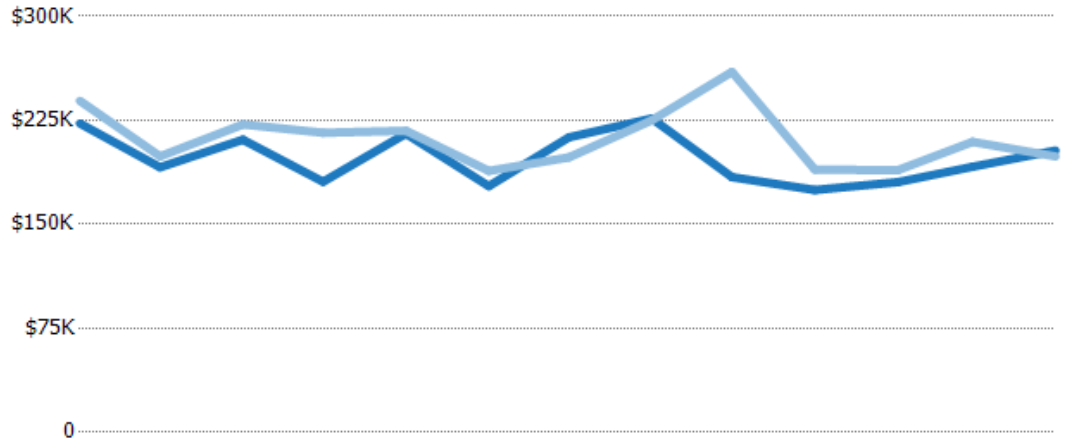
|   | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$233K  | \$211K  | \$220K  | \$174K  | \$234K  | \$191K  | \$213K  | \$233K  | \$191K  | \$183K  | \$215K  | \$206K  | \$231K  |
| Avg Sales Price                         | \$230K  | \$233K  | \$220K  | \$194K  | \$228K  | \$204K  | \$209K  | \$228K  | \$246K  | \$207K  | \$222K  | \$227K  | \$235K  |
| Avg Sales Price as a % of Avg Est Value | 99%     | 110%    | 100%    | 112%    | 97%     | 107%    | 98%     | 98%     | 129%    | 114%    | 103%    | 110%    | 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: Franklin County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



|   | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$223K  | \$191K  | \$211K  | \$181K  | \$215K  | \$177K  | \$213K  | \$226K  | \$184K  | \$175K  | \$180K  | \$191K  | \$203K  |
| Median Sales Price                      | \$239K  | \$199K  | \$222K  | \$216K  | \$217K  | \$189K  | \$198K  | \$225K  | \$260K  | \$189K  | \$189K  | \$209K  | \$199K  |
| Med Sales Price as a % of Med Est Value | 107%    | 104%    | 105%    | 120%    | 101%    | 106%    | 93%     | 99%     | 141%    | 108%    | 105%    | 109%    | 98%     |