

### 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 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	54	57	-5.3%	54	57	-5.3%
New Listing Volume	\$13,487,695	\$13,185,177	+2.3%	\$13,487,695	\$13,185,177	+2.3%
Active Listing Count	269	355	-24.2%	269	355	-24.2%
Active Listing Volume	\$63,008,870	\$81,951,479	-23.1%	\$63,008,870	\$81,951,479	-23.1%
Average Listing Price	\$234,234	\$230,849	+1.5%	\$234,234	\$230,849	+1.5%
Median Listing Price	\$229,000	\$225,000	+1.8%	\$229,000	\$225,000	+1.8%
Median Daysin RPR	159	183	-13.1%	159	183	-13.1%
Months of Inventory	_	_	-	10	8.1	+23.5%
Absorption Rate	_		+_	10.04%	12.39%	-2.4%
Sales Activity Charts Metrics						
New Pending Sales Count	42	35	+20%	42	35	+20%
New Pending Sales Volume	\$8,553,622	\$6,690,320	+27.9%	\$8,553,622	\$6,690,320	+27.9%
Pending Sales Count	82	68	+20.6%	82	68	+20.6%
Pending Sales Volume	\$17,468,529	\$12,605,320	+38.6%	\$17,468,529	\$12,605,320	+38.6%
Closed Sales Count	23	27	-14.8%	23	27	-14.8%
Closed Sales Volume	\$3,935,823	\$6,328,966	-37.8%	\$3,935,823	\$6,328,966	-37.8%
Average Sales Price	\$171,123	\$234,406	-27%	\$171,123	\$234,406	-27%
Median Sales Price	\$168,000	\$218,000	-22.9%	\$168,000	\$218,000	-22.9%

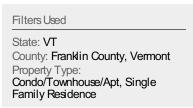


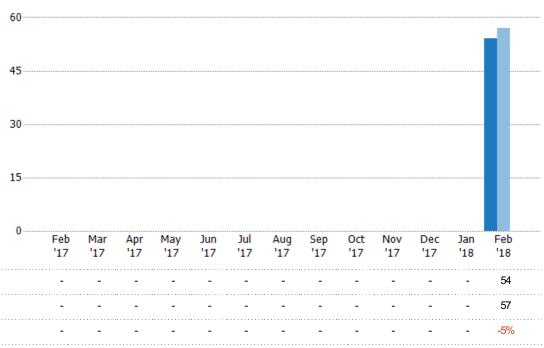




#### **New Listings**

The number of new single-family, condominium and townhome listings that were added each month.





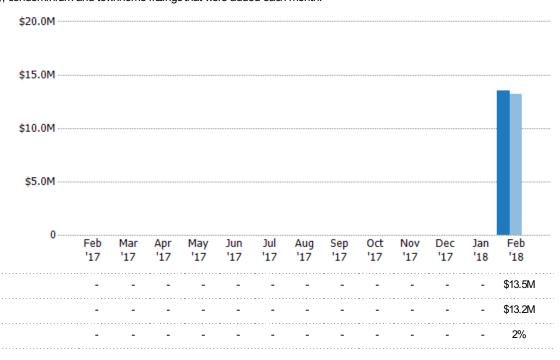
#### New Listing Volume

Percent Change from Prior Year

Current Year
Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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





Current Year

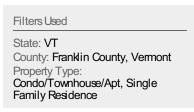
Percent Change from Prior Year

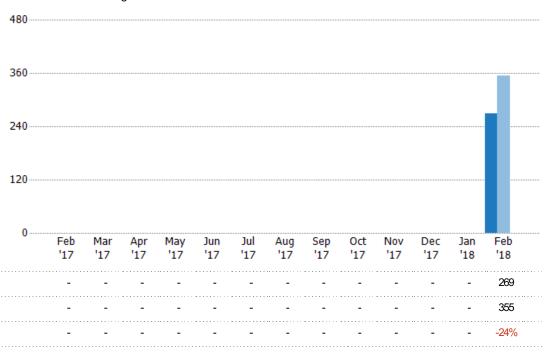




#### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.





#### **Active Listing Volume**

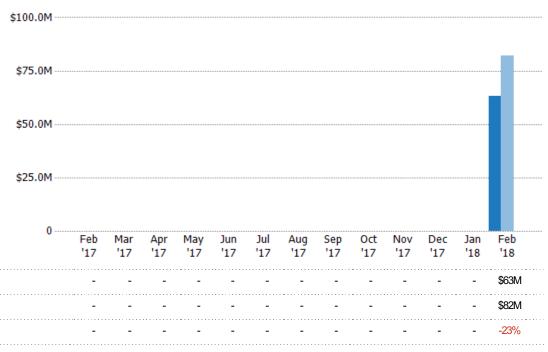
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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



Current Year

Percent Change from Prior Year





#### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$300K												
Filters Used													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
· <b>,</b> ·	\$150K												
	\$75K												
	\$75K												
	,,,,,,												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	0												Feb '18
Current Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	
Current Year Prior Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	'18

#### **Median Listing Price**

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

¢75 <i>K</i>										
\$75K			 	 						
0										
0 Feb '17	Mar '17	Apr '17	Jun '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Fe





2%



#### 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.

	\$300K												
Filters Used													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	Ψ. σ. τ												
	0 ········ Feb	Mar	Apr	May	Jun		Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
													Ψ=0

#### 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

,									
\$225K	 	 	 						
\$150K	 	 	 						
¢751/									
\$/3K		 							
0	 	 	 						
0	 		 Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
0	 	 	 Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
0	 	 	 Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





#### 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.

Eller Head	200												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
ramily Residence	100												
	50												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year							·····						159
Prior Year		<u>-</u>	<u>-</u>	·····	<u>-</u>	<u>-</u>	·····			·····	<u>-</u>	<u>-</u>	183
Percent Change from Prior Year		- 		<u>-</u>	- -		- 	- 	- 	<u>-</u>	- 	- 	-13%
r docine change nontritor real													1070

### Months of Inventory

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

Filters Used	20												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
,	10												
	5												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	<del>-</del>	-	-	-	-	-	-	<del>-</del>	-	7.91
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8.88
Percent Change from Prior Year	-	-	-	-	-	-		-	-	- -	-	-	-11%





#### **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

15%	

10%

0 Feb '17	Mar '17	Apr '17	May '17	Jun	Jul	Aug '17	Sep	Oct	Nov '17	Dec	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-		13%
-	-	-	-	-	-	-	-	-	-	-	-	11%
	_	_	_		_	-	_	_	-	_		-1%

#### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

300

Filters Used

Current Year Prior Year

Change from Prior Year

State: VT

County: Franklin County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

225	 							 	 
150	 							 	 
75	 							 	 
0 Feb		May							Feb
Feb	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17			
Feb	Apr '17		Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17 -		Feb
Feb	Apr '17	May '17	Jun '17 -	Jul '17	Aug '17	Sep '17			Feb '18



Active Pending

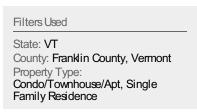
Sold

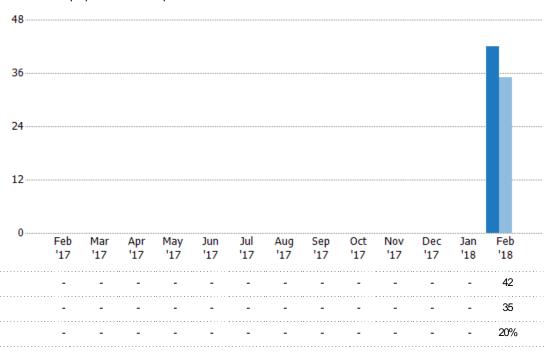




#### **New Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





#### New Pending Sales Volume

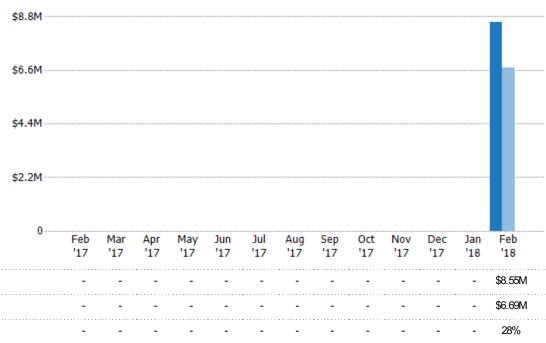
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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





Current Year

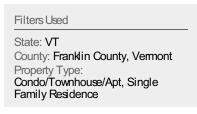
Percent Change from Prior Year

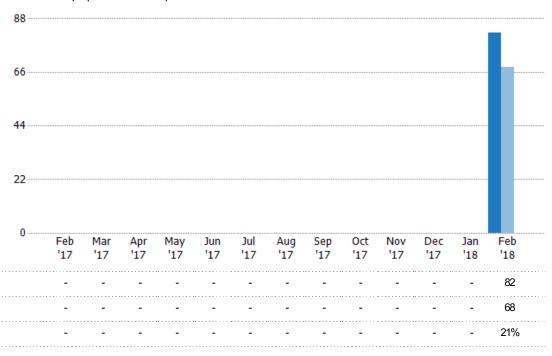




#### **Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





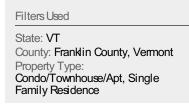
#### Pending Sales Volume

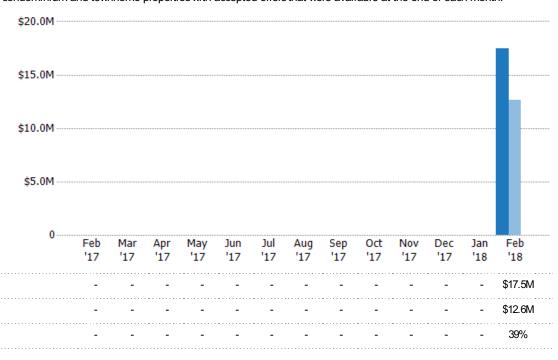
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

Percent Change from Prior Year



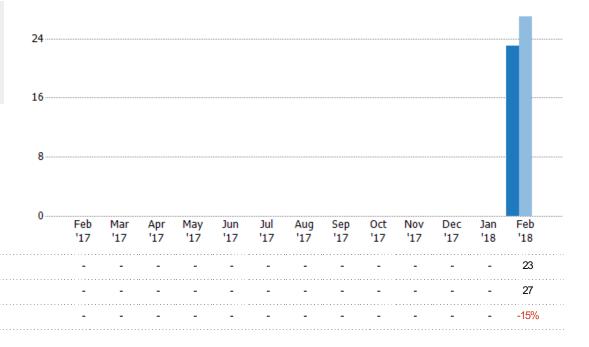


#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

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



#### **Closed Sales Volume**

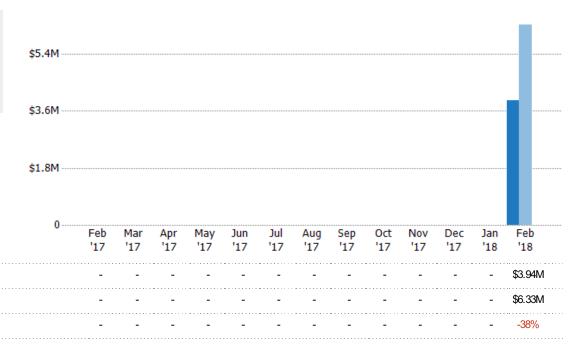
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

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



Current Year

Percent Change from Prior Year





#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

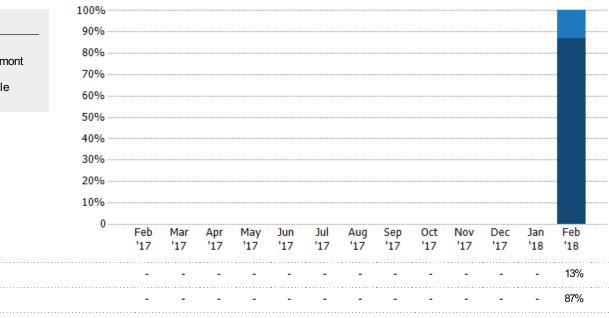
State: VT

County: Franklin County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



#### **Average Sales Price**

Single Family Residence

The average sales price of the single-family, condominium and townhome properties sold each month.

\$75K

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

\$300K \$225K \$150K

0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	-	- -	-	-	-	-	-	-	-	-	=	\$171K
-	-	-	-	-	-	-	-	-	-	-	-	\$234K
-	-	-	-	-	-	-	-	-	-	-	-	-27%

Current Year Prior Year

Percent Change from Prior Year





#### **Median Sales Price**

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$300K												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-		- -	-	-	\$168K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$218K
Percent Change from Prior Year	- -	-	-	-	-	- -	-	-		- -	-	-	-23%

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

\$200K

State: VT

County: Franklin County, Vermont

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$100K

\$50K 0 Feb Mar Apr May Jun Jul Aug Sep 0ct Νον Dec Jan Feb '17 '17 Avg List Price \$175K

 Avg Sales Price
 \$171K

 Avg Sales Price as a % of Avg List Price
 98%





\$168K

102%



### Market Data Report

#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

\$200K

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

	0	0							
:50K	0	0	00K	 	 	 	 	 	 
50K	0	0							
	•	•							
	•	•	50K	 	 	 	 	 	 •••••

#### 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.

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

L50K		 	 							
L00K		 	 							
+EOV										
\$50K		 	 							
0		 	 							
	Mar	 	 						Jan	
0 Feb	Mar	 	 Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb
0 Feb	Mar	 	 Jul '17 -		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18



Avg Est Value

Avg Sales Price





#### 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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$200K ···		 	 	 	 	 	
\$150K		 	 	 	 	 	
\$100K ···		 	 				
\$50K		 	 	 	 	 	
\$50K		 	 	 	 	 	
0		 	 	 	 	 	
,	) Mai		 	 	 	 Jan	
0 Fel	) Mai	 	 	 	 	 Jan	Feb
0 Fel	) Mai	 	 	 	 	 Jan	Feb '18



