

Summary of Key Listing and Sales Metrics

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

+ / -	YTD 2017	YTD 2018	+ / -	Mar 2017	Mar 2018	Key Metrics		
						isting Activity Charts Metrics		
+18.3%	60	71	+18.3%	60	71	New Listing Count		
+24.8%	\$14,086,003	\$17,577,226	+24.8%	\$14,086,003	\$17,577,226	New Listing Volume		
-20.1%	339	271	-20.1%	339	271	Active Listing Count		
-17.9%	\$79,264,555	\$65,042,492	-17.9%	\$79,264,555	\$65,042,492	Active Listing Volume		
+2.6%	\$233,819	\$240,009	+2.6%	\$233,819	\$240,009	Average Listing Price		
+4.4%	\$225,000	\$235,000	+4.4%	\$225,000	\$235,000	Median Listing Price		
-18.5%	200	163	-18.5%	200	163	Median Daysin RPR		
+3.7%	7.1	7.3	-	_	_	Months of Inventory		
-0.5%	14.16%	13.65%	+_	_	_	Absorption Rate		
						Sales Activity Charts Metrics		
+9.6%	52	57	+9.6%	52	57	New Pending Sales Count		
+14.4%	\$10,623,077	\$12,148,328	+14.4%	\$10,623,077	\$12,148,328	New Pending Sales Volume		
+23.4%	77	95	+23.4%	77	95	Pending Sales Count		
+36.9%	\$15,216,200	\$20,832,045	+36.9%	\$15,216,200	\$20,832,045	Pending Sales Volume		
+2.7%	37	38	+2.7%	37	38	Closed Sales Count		
+6.2%	\$7,137,347	\$7,582,125	+6.2%	\$7,137,347	\$7,582,125	Closed Sales Volume		
+3.4%	\$192,901	\$199,530	+3.4%	\$192,901	\$199,530	Average Sales Price		
-4.9%	\$188,000	\$178,750	-4.9%	\$188,000	\$178,750	Median Sales Price		



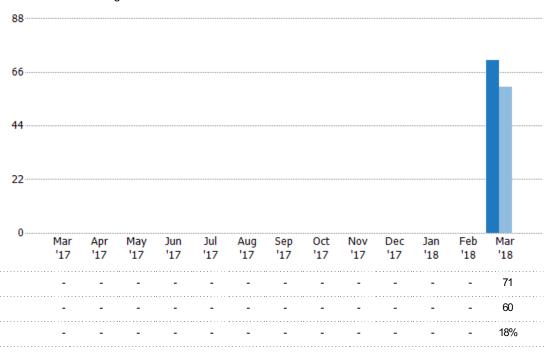




New Listings

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





New Listing Volume

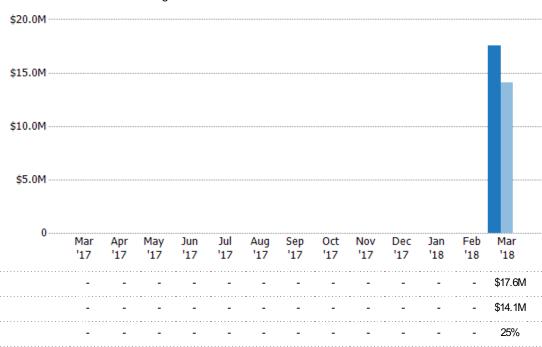
Percent Change from Prior Year

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

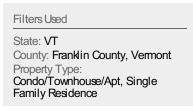
Percent Change from Prior Year

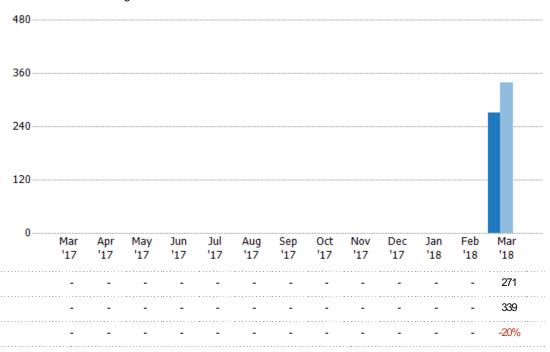




Active Listings

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





Active Listing Volume

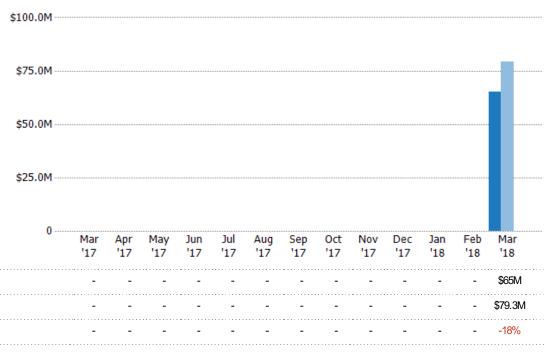
Percent Change from Prior Year

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												
,	\$150K												
	\$75K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

Median Listing Price

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

Filters Used	\$300K												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Family Residence	\$150K												
	\$75K												
	0 Mar	Apr	Mav	Jun	Jul	Aua	Sep	0ct	Nov	Dec	Jan	Feb	Mar

	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%







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												
Turniny Facultino	\$150K												
	÷==												
	\$75K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$211k
9 =													*
Avg Listing Price	_	-	-	-	-	-	-	-	=.	-	-	-	\$240h

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/Townhous	æ/Apt, Single
Family Residence	3

)K												
JK												
0 Mar '17	Apr '17		Jun '17		Aug '17					Jan	Feb	Mar '18
Mar	Apr '17	May '17	Jun '17 -	Jul '17 -		Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mai '18 \$19



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.

Filters Used													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75										•••••		•••••
	75												
Current Year	0 Mar	Apr	May	Jun '17	Jul '17	Aug	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year Prior Year	0 Mar	Apr	May	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	'18

Months of Inventory

The number of months it would take to ex	khaust active l	_											
Filters Used	20												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												**********
	5												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11.8
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12.6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%







Absorption Rate

Family Residence

The percentage of inventory sold per month.

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



5%

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Active/Pending/Sold Units

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

300

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

225
150
75

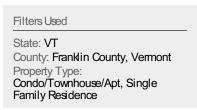
	0 Mar '17	Apr '17				Aug '17						Feb '18	Mar '18
Active	-	-										-	271
Pending	-	-	-	-	-	-	-	-	-	-	-	-	95
Sold	-	-	-	-	-	-	-	-	-	-	-	-	38

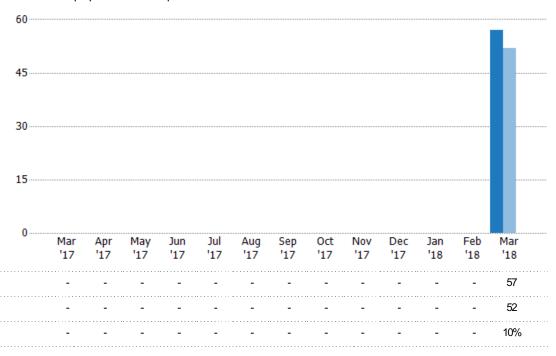




New Pending Sales

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





New Pending Sales Volume

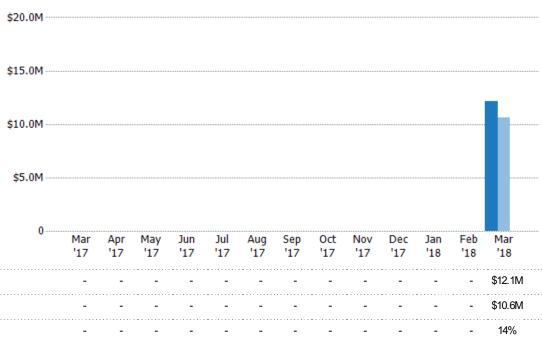
Percent Change from Prior Year

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

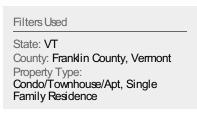
Percent Change from Prior Year

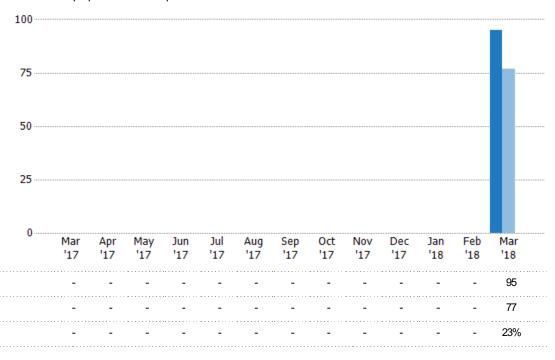




Pending Sales

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





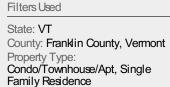
Pending Sales Volume

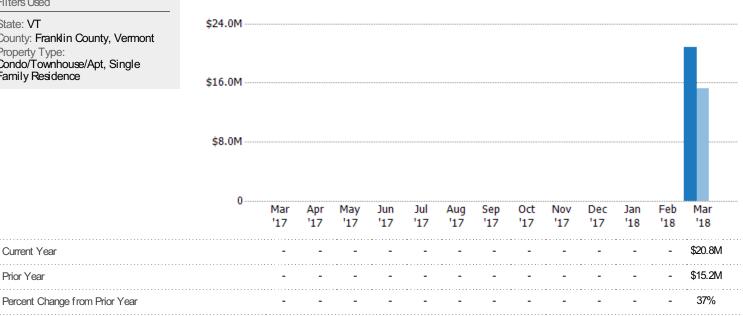
Percent Change from Prior Year

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

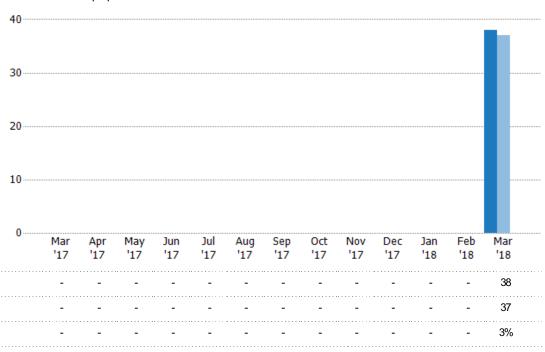




Closed Sales

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

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



Closed Sales Volume

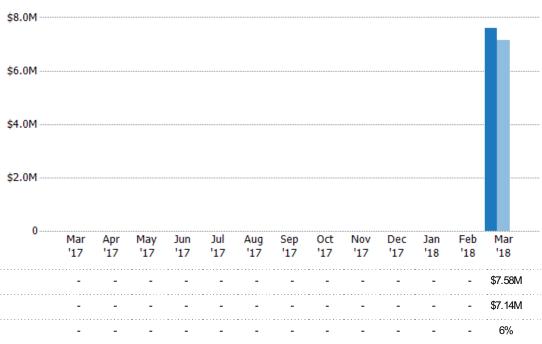
Percent Change from Prior Year

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.

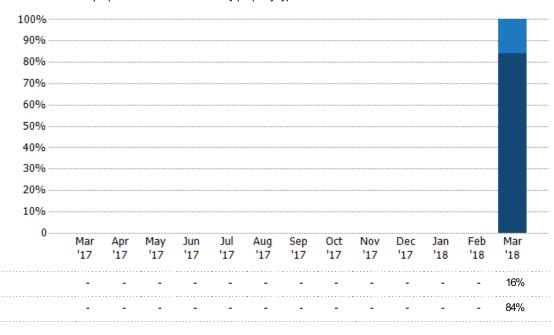
Filters Used

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.

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

\$150K	 	 							
\$100K		 	 						
\$50K									
ψυσιτ									
0	 	 	 						
	May '17		Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
			Sep '17	0ct '17 -	Nov '17		Jan '18	Feb '18	Mar '18
			Sep '17 -	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18



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	\$200K												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$179K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$188K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

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 Sales Price as a % of Avg List Price

0K	 										
5K											
	 			_					Jan	Feb	Mar
Mar	May	Jun	Jul	Aug	Sep	OCL	INOV	Dec			
-	May '17	Jun '17	Jul '17	Aug '17	'17	'17	'17	'17		'18	'18
Mar	May '17	Jun '17 -	Jul '17	'17	'17	'17 -	'17	'17 -			
Mar	May '17	Jun '17 -	Jul '17	'17	'17 -	'17 -	'17	'17 -		'18	'18



Avg List Price

Avg Sales Price





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

\$150K \$100K \$50K 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '18 '18	
\$50K	
0	
Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb	
1, 1, 1, 1, 1, 1, 1, 1, 1, 10 10	Mar '18
	\$179K
	\$179k

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

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

0K											
5K	 										
_											
		7	21	A							
0 Mar '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	'17	'17	'17	Jan '18	Feb '18	Mar '18
Mar				4ug '17						'18	'18
Mar		- -	- -		-	-		-	-	'18 -	'18



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

00K								
00K								
50K	 	 	 		 			
0								
_	May							
_	May '17							М
_			Sep '17	Oct '17	Dec '17	Jan '18	Feb '18	M ':



