

# Summary of Key Listing and Sales Metrics

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

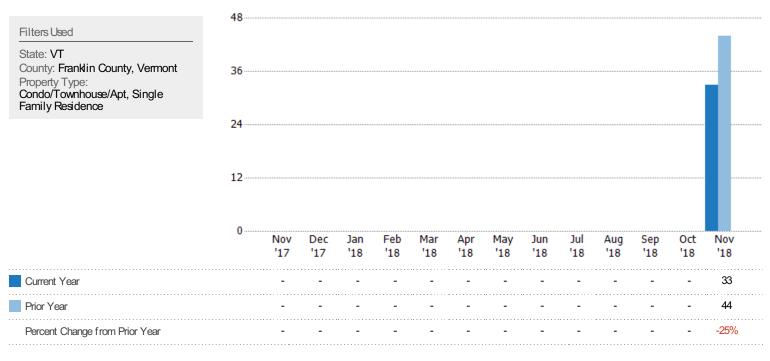
+/-	YTD 2017	YTD 2018	+ / -	Nov 2017	Nov 2018	Key Metrics
						isting Activity Charts Metrics
-25%	44	33	-25%	44	33	New Listing Count
-15.6%	\$9,134,597	\$7,711,500	-15.6%	\$9,134,597	\$7,711,500	New Listing Volume
	N/A	N⁄A	-99.7%	300	1	Active Listing Count
	N/A	N⁄A	-99.7%	\$70,523,310	\$200,000	Active Listing Volume
-14.9%	\$235,078	\$200,000	-14.9%	\$235,078	\$200,000	Average Listing Price
-14%	\$232,450	\$200,000	-14%	\$232,450	\$200,000	Median Listing Price
+76.6%	119.5	211	+76.6%	119.5	211	Median Daysin RPR
-99.6%	7.1	0	-	-	-	Months of Inventory
+3,886%	14%	3,900%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
-7.9%	38	35	-7.9%	38	35	New Pending Sales Count
-25.9%	\$10,293,267	\$7,623,295	-25.9%	\$10,293,267	\$7,623,295	New Pending Sales Volume
	NA	N⁄A	-	_	62	Pending Sales Count
	NA	NA	-	_	\$14,984,688	Pending Sales Volume
+7.7%	39	42	+7.7%	39	42	Cloæd Sales Count
+8.4%	\$8,773,665	\$9,508,100	+8.4%	\$8,773,665	\$9,508,100	Closed Sales Volume
+0.6%	\$224,966	\$226,383	+0.6%	\$224,966	\$226,383	Average Sales Price
-0.4%	\$225,000	\$224,000	-0.4%	\$225,000	\$224,000	Median Sales Price





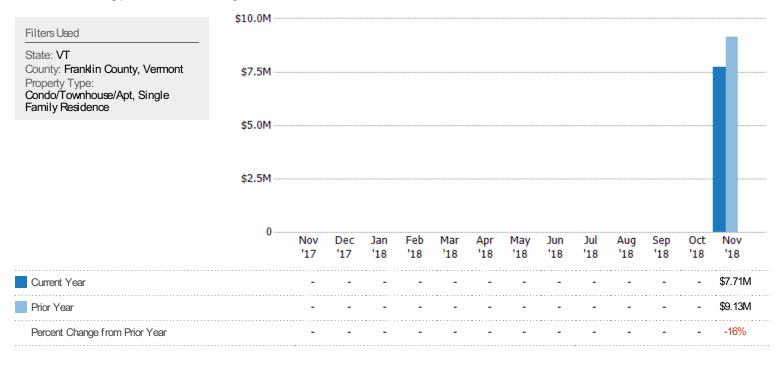
#### New Listings

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



#### New Listing Volume

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



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#### Active Listings

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

Filters Used	400													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300													
	200													
	100													
	0	Nov	Dec	lan		Mar		May	Jun	Jul			0ct	Nov
		'17	'17	'18	'18	'18	'18	'18	'18	18	Aug '18	Sep '18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	300
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-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	\$66.0M													
	\$44.0M ······													
	\$22.0M													
	0		-	-			•		-					
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	0													'18
Current Year	0													
Current Year Prior Year	0													'18
	0													'18 \$200K



#### Average Listing Price

The average listing price of active residential 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												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

#### Median Listing Price

The median listing price of active residential 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												
	1.7.7.1												
	\$75K												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-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.

	\$300K ······												
Filters Used													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	<b>4</b> · · · · ·												
	0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

#### 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.

	\$300K												
Filters Used													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	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.

	300												
Filters Used State: VT													
County: Franklin County, Vermont	225												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	150												
	75												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
		±/								10			
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	211
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	120
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	77%

#### Months of Inventory

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

	10.00												
Filters Used													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50												
	5.00												
	2.50												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	0.03
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.12
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-100%





#### Absorption Rate

The percentage of inventory sold per month.

40												
30												
20												
10												
10												
0												
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	3,900%
-	-	-	-	-	-	-	-	-	-	-	-	16%
-	-	-	-	-	-	-	-	-	-	-	-	- 3,884%
	20 10 Nov	20	20	20	20	20	20	20 10 0 Nov Dec Jan Feb Mar Apr May Jun	20 10 0 Nov Dec Jan Feb Mar Apr May Jun Jul	20 10 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug	20 10 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep	20 10 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct

## Active/Pending/Sold Units

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

Filters Used	50												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	38												
	25												
	13												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	1
Sold	-	-	-	-	-	-	-	-	-	-	-	-	42





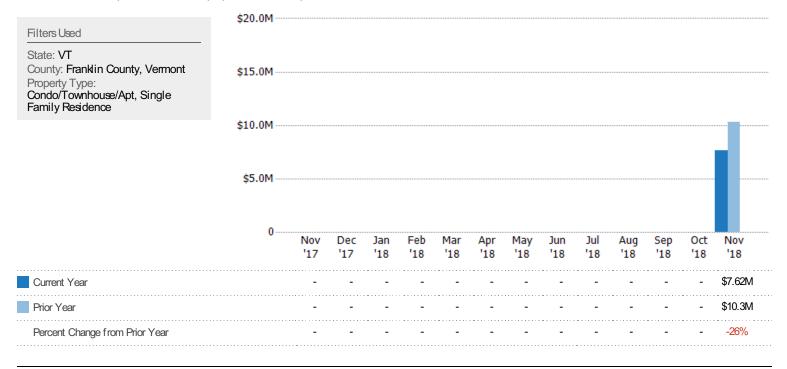
#### New Pending Sales

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

Filters Used	40													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10													
	0	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul		Sep	0ct	Nov
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	35
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	38
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-8%

#### New Pending Sales Volume

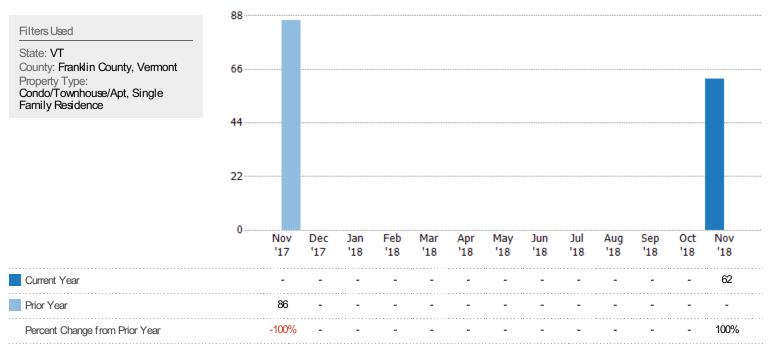
The sum of the sales price of residential properties with accepted offers that were added each month.





## Pending Sales

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



## Pending Sales Volume

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

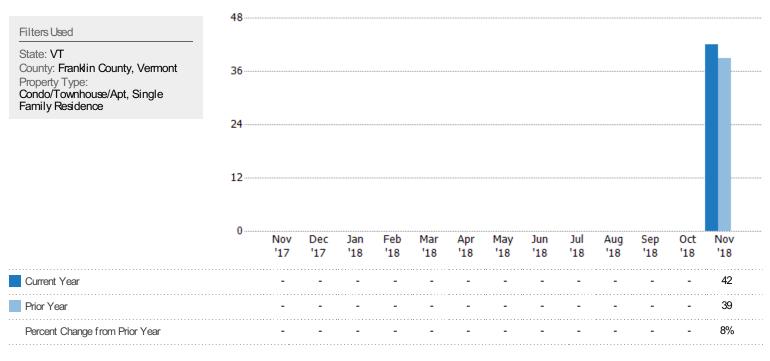


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#### Closed Sales

The total number of residential properties sold each month.



#### **Closed Sales Volume**

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

	\$10.0M													
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$7.5M													
	\$5.0M													
	\$2.5M													
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct	Nov '18
		17	17	18	18	18	'18	18	18	18	18	18	'18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.51M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.77M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8%



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## Closed Sales by Property Type

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

	100%														
Filters Used	90%														
State: VT County: Franklin County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	10%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	90%	

## Average Sales Price

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

	\$300K
Filters Used	
State: VT	
County: Franklin County, Vermont	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	
Family Residence	
	\$150K

\$75K ·····

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%





#### Median Sales Price

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

	\$300K ······												
Filters Used													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
·	\$150K ······												
	\$75K												
	0												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

#### 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	\$300K ······												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
,	\$150K												
	\$75K												
	0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	18	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$300K ······												
Filters Used	·												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
		<b>-</b> /											
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	_	-	-	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	\$300K ······												
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	<b>D</b>		E-F				•	2.1	•	<b>6</b>	<u></u>	
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%



## 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.

	\$300K ······												
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K 0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$218K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%

