

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	+/-	Oct 2017	Oct 2018	Key Metrics
			1			Listing Activity Charts Metrics
+1.6%	61	62	+1.6%	61	62	New Listing Count
+11.5%	\$13,267,198	\$14,791,190	+11.5%	\$13,267,198	\$14,791,190	New Listing Volume
	NA	N⁄A	-1.3%	313	309	Active Listing Count
	NA	N⁄A	+6%	\$75,419,996	\$79,946,958	Active Listing Volume
+7.4%	\$240,958	\$258,728	+7.4%	\$240,958	\$258,728	Average Listing Price
+8.3%	\$230,000	\$249,000	+8.3%	\$230,000	\$249,000	Median Listing Price
-7.1%	113	105	-7.1%	113	105	Median Days in RPR
+0.7%	6.3	6.3	-	_	-	Months of Inventory
-0.1%	15.97%	15.86%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
-27.3%	55	40	-27.3%	55	40	New Pending Sales Count
-20.6%	\$11,635,469	\$9,234,000	-20.6%	\$11,635,469	\$9,234,000	New Pending Sales Volume
	NA	N⁄A	+19.1%	68	81	Pending Sales Count
	NA	N⁄A	+30.8%	\$14,796,368	\$19,349,800	Pending Sales Volume
-20.4%	49	39	-20.4%	49	39	Cloæd Sales Count
-21.5%	\$10,267,360	\$8,063,669	-21.5%	\$10,267,360	\$8,063,669	Cloæd Sales Volume
-1.3%	\$209,538	\$206,761	-1.3%	\$209,538	\$206,761	Average Sales Price
-5.3%	\$211,000	\$199,900	-5.3%	\$211,000	\$199,900	Median Sales Price





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	54														
	18														
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	62	••••
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	61	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%	

New Listing Volume

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

Filters Used	\$20.0M													
County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11%





Franklin

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	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	309	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	313	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-1%	

Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$75.4M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$79.9M
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	\$22.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$44.0M													
Filters Used State: VT County: Franklin County, Vermont	\$66.0M													
	\$88.0M													





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												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$259k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	
													\$241k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$241k 7%

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 ······												
	\$75K												
	0												
	Öct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%





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	\$225K												
Family Residence													
	\$150K												
	\$75K												
	0	••	-										<u> </u>
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$244K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%

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	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	Oct	Nov '17	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep '18	Oct
	'17	17	'17	'18	'18	'18	'18	'18	'18	'18	18	18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	117%





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.

	200												
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	50												
	0												
	Oct	Nov	Dec	Jan			Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	105
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	113
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%

Months of Inventory

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

Filters I lead	20												
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.44
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.8
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%





Absorption Rate

The percentage of inventory sold per month.

	20%												
Filters Used													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15%												
Family Residence	10%												
	1070												
	5%												
	0	Neu	Dec	1	Fab	Mar	Ann	Mass	1	ا۲	A	Can	0.+
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%
													-170

Active/Pending/Sold Units

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

	400												
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300												
-	200												
	100												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	309
Pending	-	-	-	-	-	-	-	-	-	-	-	-	81
Sold	-	-	-	-	-	-	-	-	-	-	-	-	39





New Pending Sales

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

	60													
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	0													
		Oct	Nov	Dec		Feb	Mar	Apr	May	Jun		Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	40
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	55
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-27%

New Pending Sales Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-21%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.6M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.23M
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	\$10.0M \$5.0M													
Property Type: Condo/Townhouæ/Apt, Single Family Residence	¢10.0M													κ.
Filters Used State: VT County: Franklin County, Vermont	\$15.0M													
	\$20.0M													





Pending Sales

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

	88													
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	66													
	44													
	22													
		Oct	Nov	Dec		Feb	Mar	Apr '18	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	81
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	68
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	19%

Pending Sales Volume

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

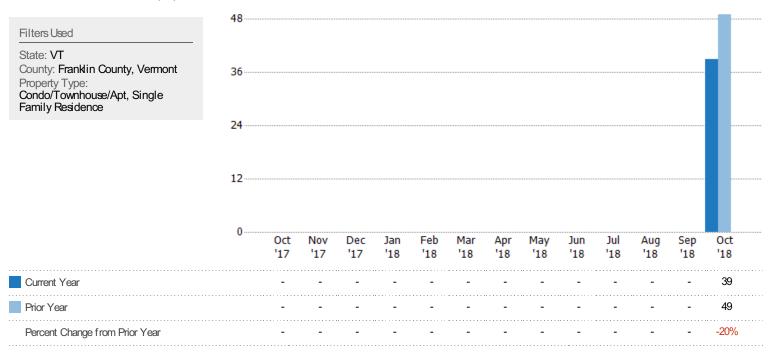
Filters Used	\$20.0M													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.3M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	31%





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.

Filters Used	\$20.0M ······													
State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M ·····													
	\$5.0M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Current Year		-	-	-	-	-	-	-	-	-	-	- 	-	\$8.06M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-21%





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%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	13%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	87%	

Average Sales Price

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

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

|--|

	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$207K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
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	\$225K												
Family Residence	\$150K												
	\$75K												
	0 Oct	Nov	Dec	Jan	Feb			Mov	Jun				0.4
	'17	'17	'17	'18	'18	'18	Apr '18	May '18	'18	Jul '18	Aug '18	Sep '18	0ct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$211K
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.

	\$300K ······												
Filters Used State: VT County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$207K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$200K ······												
Filters Used													
State: VT County: Franklin County, Vermont	¢150K												
Property Type: Condo/Townhouse/Apt, Single	\$150K												
Condo/Townhouse/Apt, Single Family Residence													
	\$100K												
	\$50K												
	\$30K												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
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 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	94%





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 Uæd State: VT													
County: Franklin County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	+												
	\$75K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	94%

