

Summary of Key Listing and Sales Metrics

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

Sep 2018 Sep 2017 + / - YTD 2018	YTD 2017 + / -
62 63 -1.6% 62	63 -1.6%
15,171,861 \$15,011,368 +1.1% \$15,171,861 \$15	5,011,368 +1.1%
301 335 -10.1% N/A	NA
77,947,523 \$78,761,552 - <mark>-1%</mark> N/A	N/A
\$258,962 \$235,109 +10.1% \$258,962	\$235,109 +10.1%
\$245,000 \$224,900 +8.9% \$245,000	\$224,900 +8.9%
101 114 <u>-11.4%</u> 101	114 -11.4%
6.5	6.6 -0.4%
_	15.22% +0.1%
52 43 +20.9% 52	43 +20.9%
12,111,227 \$8,973,564 +35% \$12,111,227 \$8	3,973,564 +35%
85 67 +26.9% N/A	N⁄A
19,203,677 \$14,776,214 +30% N/A	N⁄A
49 46 +6.5% 49	46 +6.5%
\$9,940,686 \$9,502,217 +4.6% \$9,940,686 \$9	9,502,217 +4.6%
\$202,871 \$206,570 -1.8% \$202,871	\$206,570 -1.8%
\$186,000 \$192,938 -3.6% \$186,000	\$192,938 - <mark>3.6</mark> %

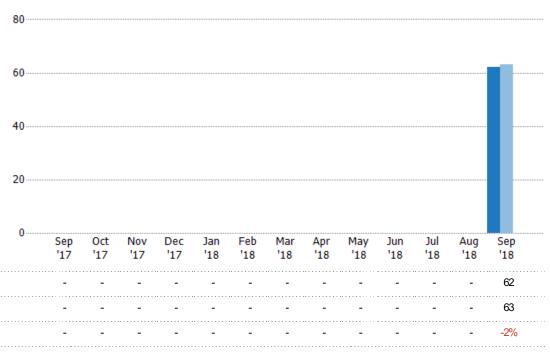




New Listings

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

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



New Listing Volume

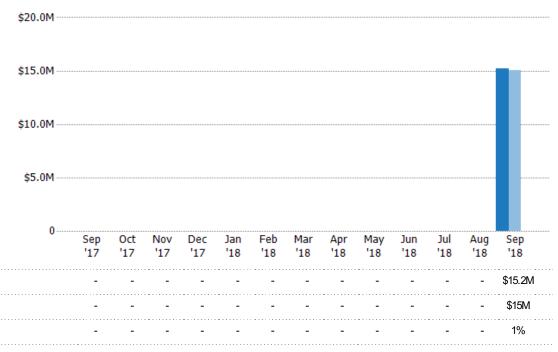
Percent Change from Prior Year

Current Year

Prior Year

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



Current Year

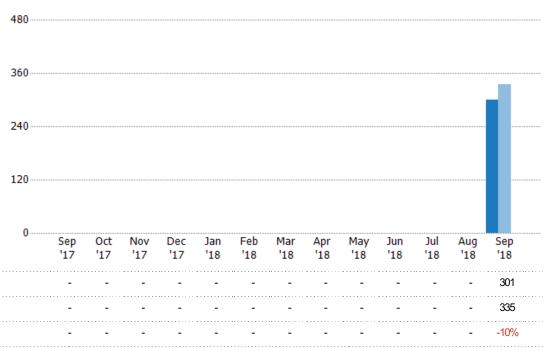
Percent Change from Prior Year



Active Listings

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

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



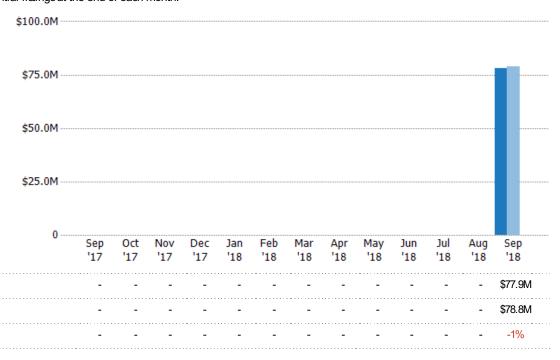
Active Listing Volume

Percent Change from Prior Year

Current Year
Prior Year

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

\$150K

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

\$300K \$225K

\$75K

0 Sep 0ct Feb Mar Apr May Jun Jul Aug Sep '18 '17 '17 '17 '18 '18 '18 '18 '18 '18 '17 '18 '18 \$259K \$235K 10%

Median Listing Price

Percent Change from Prior Year

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

Filters Used

Current Year

Prior Year

State: VT

County: Franklin County, Vermont

Current Year Prior Year

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

Percent Change from Prior Year

\$300K												
\$225K												
\$150K												
\$75K												
0 Sep '17			Dec '17								Aug	Sep '18
-	-	-	-	-	-	-	-	-		-		
-	-	-	-	-	-	-	-	-	-	-	-	\$225K
_	-	-	-	-	-	-	-	-	-	-	-	9%





\$259K

104%

Avg Est Value

Avg Listing Price

Market Data Report

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

'17			Dec '17									
Sep	Oct	Nov	Dec	lan	Feh	Mar	Δnr	May	lun	1ul	Διια	Sen
0												
\$75K												
\$150K												
\$225K												
+====												
\$300K												

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.

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

Avg Listing Price as a % of Avg Est Value

				_			_		_			
ep (.7 '	oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18		Aug '18	5
-	-	-	-	-	-	-	-	-	-	-	-	\$2
				-	-	-	-	-	-	-	-	\$2
-	-	-	- -	-	-	- -	-	-		-	-	



Median Est Value

Median Listing Price

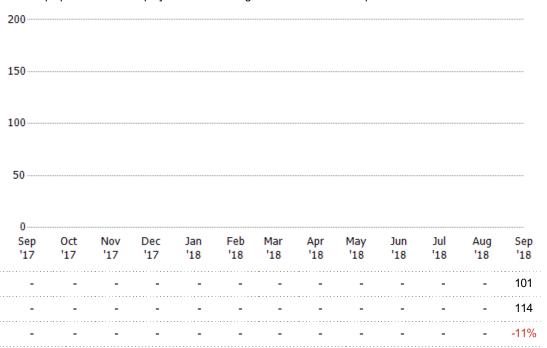
Med Listing Price as a % of Med Est Value



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



Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

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

 10.00

 7.50

 5.00

 2.50

	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4.43
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.2
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-29%





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

30%
20%

10%

	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	_	-	-	-	-	-	-	-	_	-	-	-	23%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

Active/Pending/Sold Units

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

Filters Used

State: VT

County: Franklin County

Property Type: Condo/Townhouse/Apt,

Family Residence

	400	 	 								
y, Vermont	300	 	 								
, Single											
	200	 	 								
	100	 	 								
	100	 	 								
	200										
	200								Jul	Aug	Sep
	0 Sep		Jan '18		Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18
	0 Sep		Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18



Active Pending

Sold



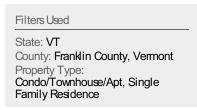
Current Year

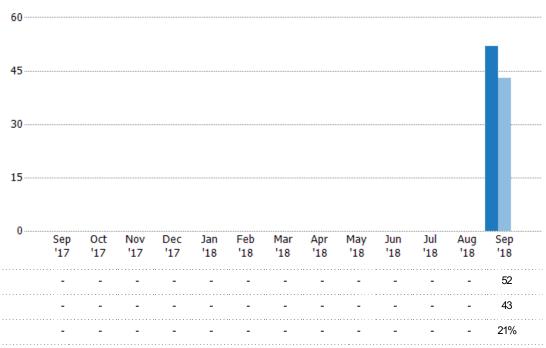
Prior Year

Market Data Report

New Pending Sales

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



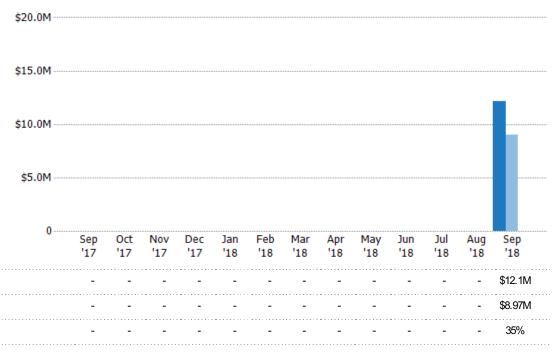


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential 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

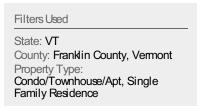
Percent Change from Prior Year

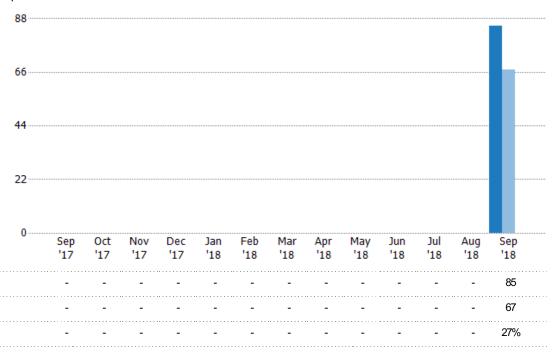




Pending Sales

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





Pending Sales Volume

Percent Change from Prior Year

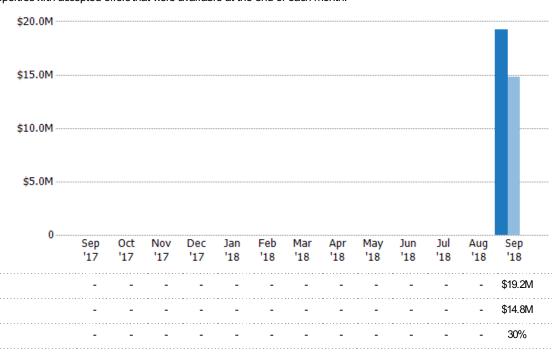
Current Year

Prior Year

The sum of the sales price of 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



Current Year

Percent Change from Prior Year

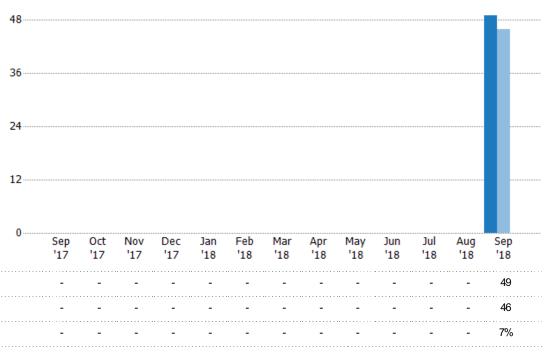




Closed Sales

The total number of residential properties sold each month.

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



Closed Sales Volume

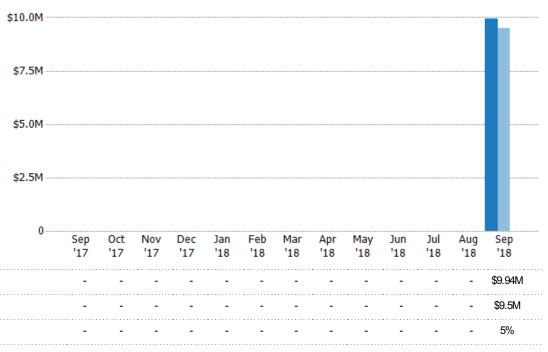
Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used

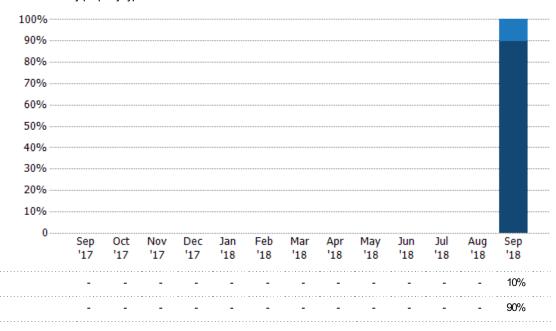
State: VT

County: Franklin County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



Average Sales Price

Single Family Residence

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

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

\$75K

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-		-	-	-	\$203K
-	-	-	-	-		-	-	-	-	-	-	\$207K
-	-	-	-	-	-	-	-	-	-	-	-	-2%



Current Year Prior Year

Percent Change from Prior Year





Current Year
Prior Year

Market Data Report

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

\$200K
\$150K
\$100K
\$50K

0												
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
'17	'17		'17	'18		'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$186K
 	-	-	-	-	-	-	-	-	-	-	-	\$193K

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price 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 List Price

Percent Change from Prior Year

'17 -	-	-	-	-	-	-	-	-	-	-	-	\$206K \$203K
'17												
Sep	0ct '17		Dec '17					May '18	Jun		Aug '18	Sep '18
\$75K												
:150K												
225K												



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

¢150V									
\$150K									
\$100K									······································
\$50K	 	 	 						•••••
0	 	 							
		 		Apr		Jun			
0 Sep	 	 	 Mar	Apr	May	Jun	Jul	Aug	Sep
0 Sep	 	 	 Mar	Apr	May	Jun	Jul	Aug	Sep '18

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

\$300K \$225K \$150K \$75K 0 0ct Νον Dec Jan Feb Mar May Jul Aug Sep Sep Apr Jun '18 '18 '18 '18 \$196K \$206K 105%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

Market Data Report

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

Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18	0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18	\$50K 0	100K \$50K \$50K \$50K \$50K \$50 O	0	Sep		Dec '17 -	Jan '18	18 '18	Mar '18	Apr '18	May '18	Jun '18 -	Jul '18 -	'18	Sep '18 \$186
-	0	\$50K	100K \$50K	\$50K	Sep		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep
	550K		100K	5100K												



