

## 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 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	41	51	-19.6%	77	88	-12.5%
New Listing Volume	\$11,493,685	\$12,378,607	-7.1%	\$19,826,253	\$19,909,151	-0.4%
Active Listing Count	252	264	-4.5%	N/A	N/A	
Active Listing Volume	\$64,869,327	\$61,962,280	+4.7%	N/A	N/A	
Average Listing Price	\$257,418	\$234,706	+9.7%	\$253,235	\$233,121	+8.6%
Median Listing Price	\$253,625	\$229,900	+10.3%	\$251,281	\$233,831	+7.5%
Median Days in RPR	168	156.5	+7.3%	159.22	151.46	+5.1%
Months of Inventory	9	8.3	+9.1%	9.5	8.4	+13%
Absorption Rate	11.11%	12.12%	-1%	10.57%	11.95%	-1.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	31	34	-8.8%	62	69	-10.1%
New Pending Sales Volume	\$7,025,374	\$7,064,122	-0.5%	\$14,294,474	\$13,868,906	+3.1%
Pending Sales Count	62	64	-3.1%	N/A	N/A	
Pending Sales Volume	\$14,732,906	\$14,003,290	+5.2%	N/A	N/A	
Closed Sales Count	23	22	+4.5%	51	54	-5.6%
Closed Sales Volume	\$4,962,300	\$3,767,823	+31.7%	\$10,665,886	\$10,667,773	0%
Average Sales Price	\$215,752	\$171,265	+26%	\$209,135	\$197,551	+5.9%
Median Sales Price	\$189,000	\$171,950	+9.9%	\$186,804	\$178,202	+4.8%

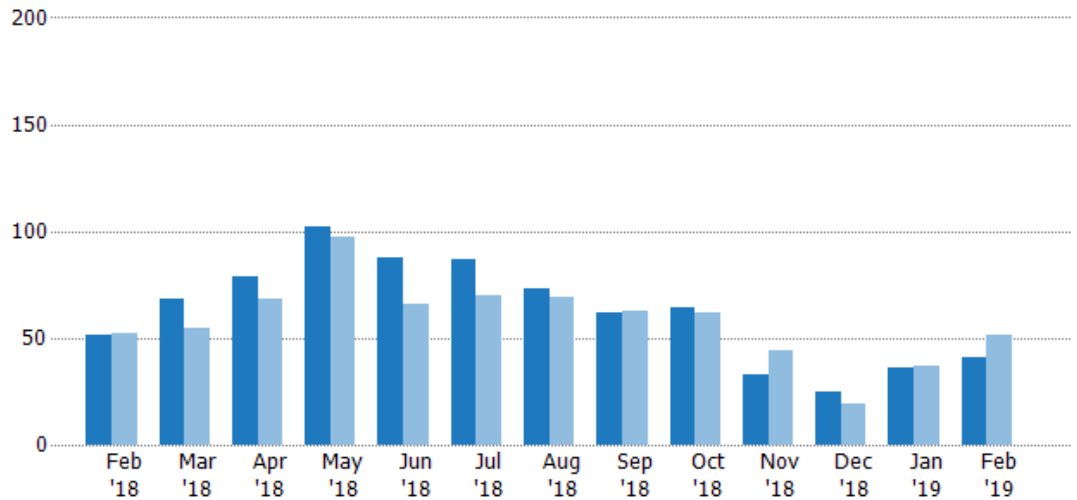
## New Listings

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

Month/ Year	Count	% Chg.
Feb '19	41	-19.6%
Feb '18	51	-1.9%
Feb '17	52	-15.4%



Current Year	51	68	79	102	88	87	73	62	64	33	25	36	41
Prior Year	52	55	68	97	66	70	69	63	62	44	19	37	51
Percent Change from Prior Year	-2%	24%	16%	5%	33%	24%	6%	-2%	3%	-25%	32%	-3%	-20%

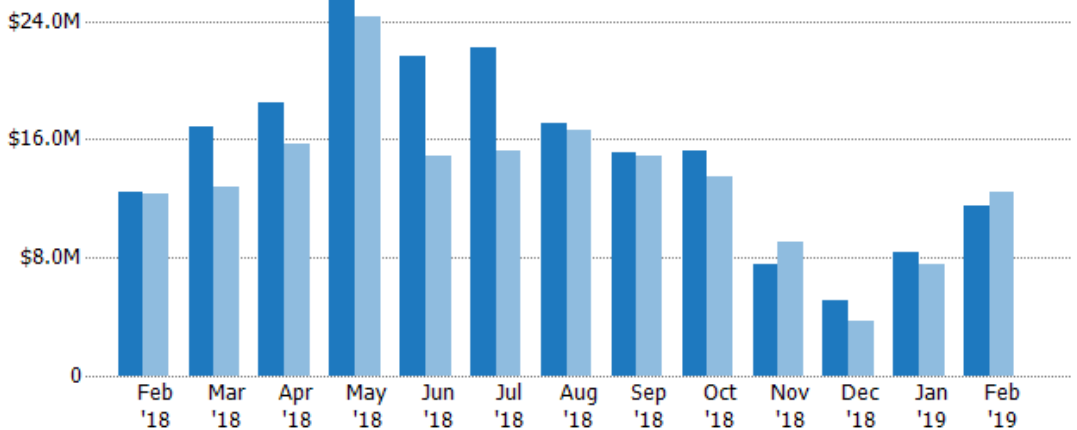
## New Listing Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$11.5M	-7.1%
Feb '18	\$12.4M	0.9%
Feb '17	\$12.3M	-25.6%



Current Year	\$12.4M	\$16.8M	\$18.4M	\$25.7M	\$21.6M	\$22.3M	\$17.1M	\$15.1M	\$15.2M	\$7.55M	\$5.06M	\$8.33M	\$11.5M
Prior Year	\$12.3M	\$12.8M	\$15.7M	\$24.3M	\$14.9M	\$15.2M	\$16.6M	\$14.8M	\$13.4M	\$9.1M	\$3.73M	\$7.53M	\$12.4M
Percent Change from Prior Year	1%	31%	17%	6%	45%	47%	3%	2%	13%	-17%	36%	11%	-7%

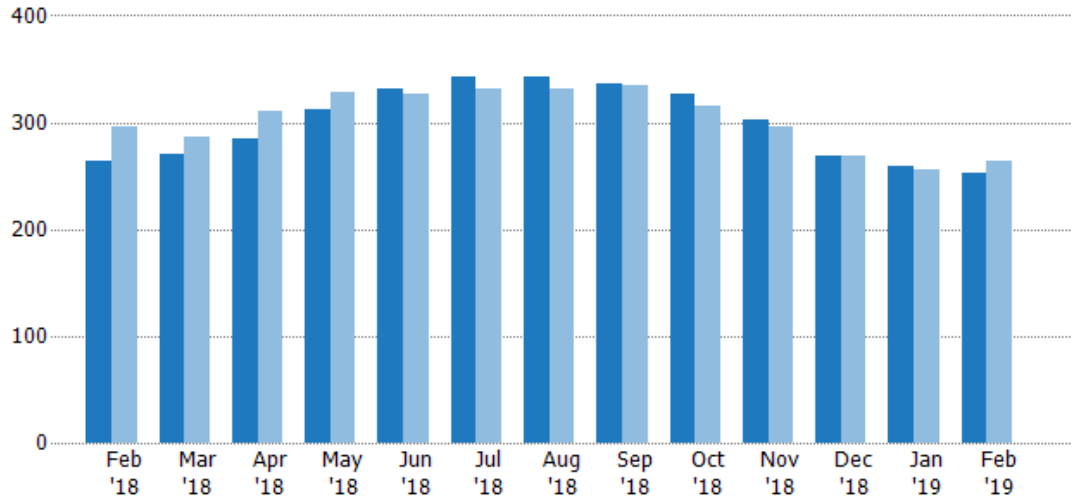
## Active Listings

The number 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

Month/ Year	Count	% Chg.
Feb '19	252	-4.5%
Feb '18	264	-10.8%
Feb '17	296	19.9%



Current Year	264	270	284	312	331	342	343	336	327	302	269	259	252
Prior Year	296	287	310	329	326	331	332	334	316	296	268	255	264
Percent Change from Prior Year	-11%	-6%	-8%	-5%	2%	3%	3%	1%	3%	2%	0%	2%	-5%

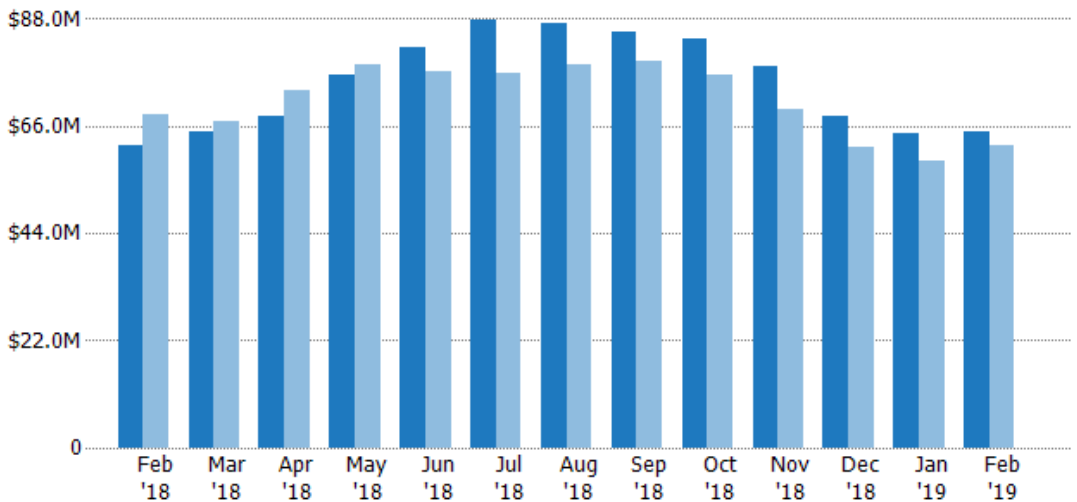
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$64.9M	4.7%
Feb '18	\$62M	-9.4%
Feb '17	\$68.4M	19.7%



Current Year	\$62M	\$65M	\$68.2M	\$76.5M	\$82.2M	\$87.9M	\$87.2M	\$85.5M	\$83.9M	\$78.1M	\$68M	\$64.5M	\$64.9M
Prior Year	\$68.4M	\$67.1M	\$73.4M	\$78.5M	\$77.1M	\$77M	\$78.7M	\$79.2M	\$76.4M	\$69.5M	\$61.9M	\$59M	\$62M
Percent Change from Prior Year	-9%	-3%	-7%	-3%	7%	14%	11%	8%	10%	12%	10%	9%	5%

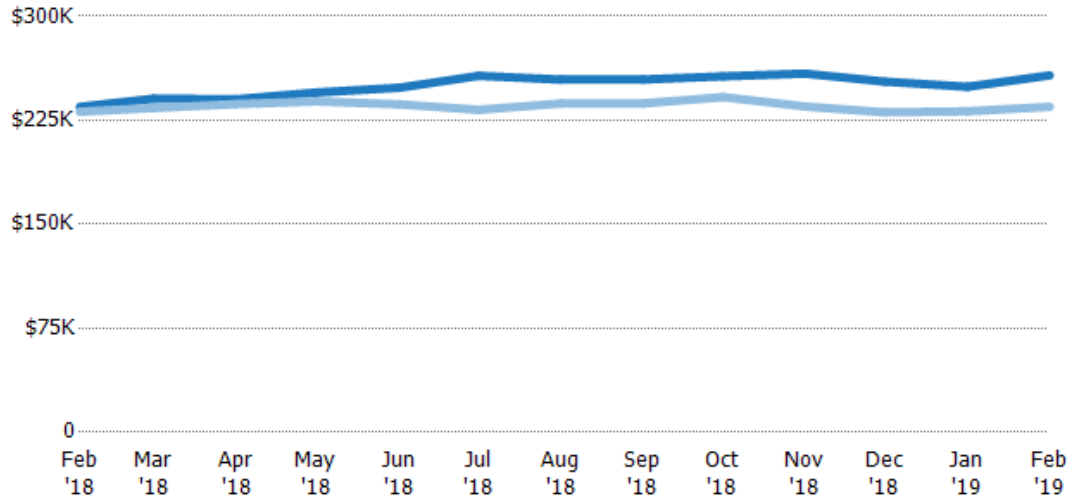
## Average Listing Price

The average 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

Month/ Year	Price	% Chg.
Feb '19	\$257K	9.7%
Feb '18	\$235K	1.5%
Feb '17	\$231K	-0.2%



Current Year	\$235K	\$241K	\$240K	\$245K	\$248K	\$257K	\$254K	\$254K	\$257K	\$259K	\$253K	\$249K	\$257K
Prior Year	\$231K	\$234K	\$237K	\$239K	\$237K	\$233K	\$237K	\$237K	\$242K	\$235K	\$231K	\$231K	\$235K
Percent Change from Prior Year	2%	3%	1%	3%	5%	11%	7%	7%	6%	10%	10%	8%	10%

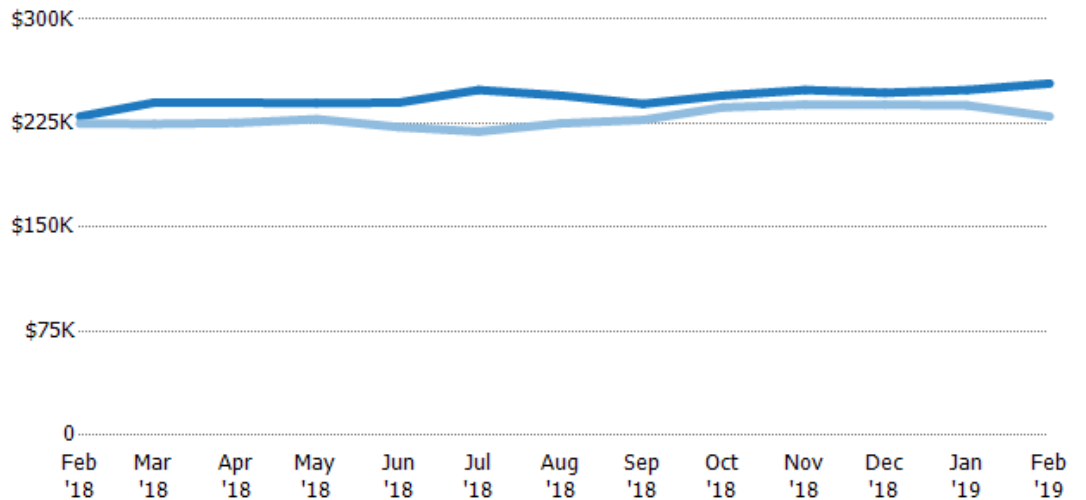
## Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Feb '19	\$254K	10.3%
Feb '18	\$230K	2.3%
Feb '17	\$225K	-6.5%



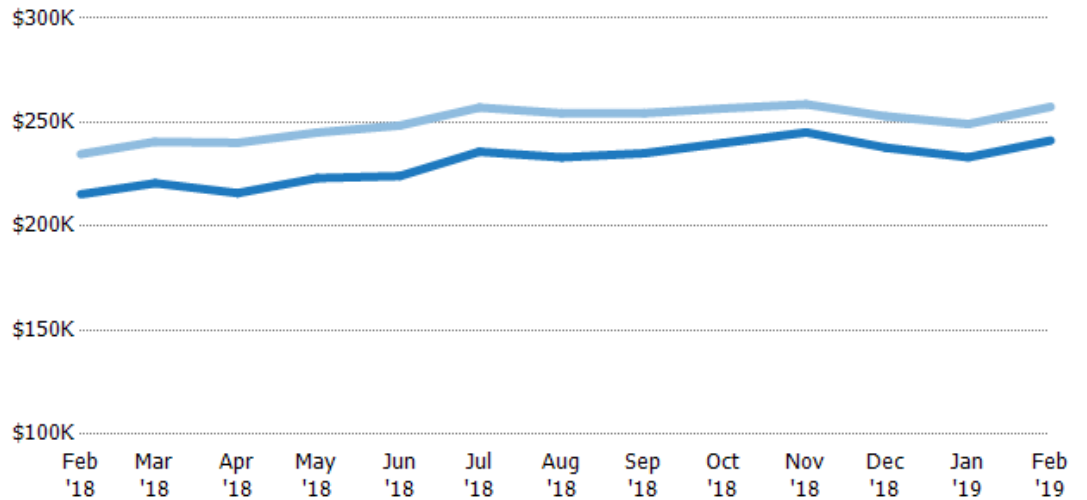
Current Year	\$230K	\$240K	\$240K	\$239K	\$240K	\$249K	\$245K	\$239K	\$245K	\$249K	\$247K	\$249K	\$254K
Prior Year	\$225K	\$225K	\$225K	\$228K	\$222K	\$219K	\$225K	\$227K	\$236K	\$238K	\$238K	\$238K	\$230K
Percent Change from Prior Year	2%	7%	7%	5%	8%	14%	9%	5%	4%	4%	4%	5%	10%

## 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



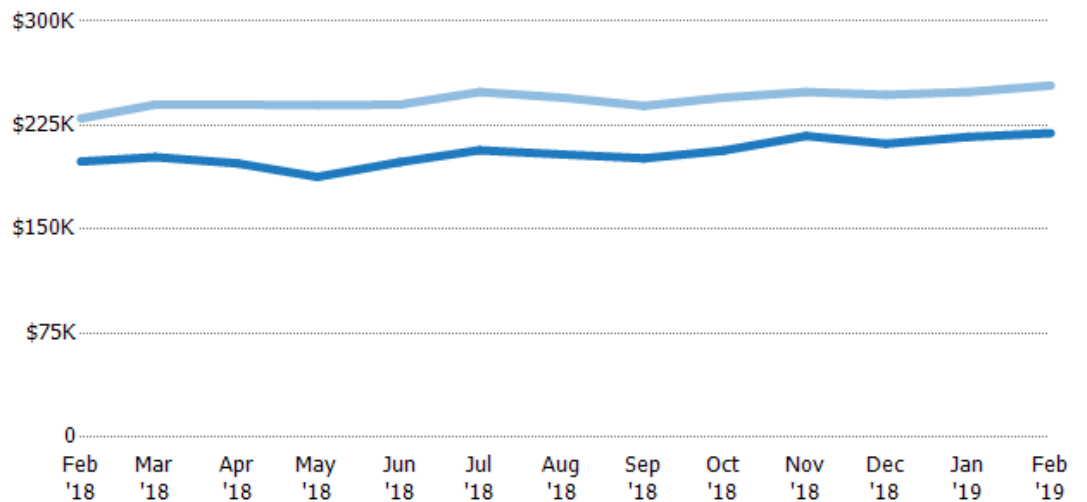
Avg Est Value	\$215K	\$221K	\$216K	\$223K	\$224K	\$236K	\$233K	\$235K	\$240K	\$245K	\$238K	\$233K	\$241K
Avg Listing Price	\$235K	\$241K	\$240K	\$245K	\$248K	\$257K	\$254K	\$254K	\$257K	\$259K	\$253K	\$249K	\$257K
Avg Listing Price as a % of Avg Est Value	109%	109%	111%	110%	111%	109%	109%	108%	107%	106%	106%	107%	107%

## 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



Median Est Value	\$199K	\$202K	\$198K	\$188K	\$198K	\$207K	\$204K	\$201K	\$207K	\$217K	\$212K	\$217K	\$219K
Median Listing Price	\$230K	\$240K	\$240K	\$239K	\$240K	\$249K	\$245K	\$239K	\$245K	\$249K	\$247K	\$249K	\$254K
Med Listing Price as a % of Med Est Value	116%	119%	121%	128%	121%	120%	120%	119%	118%	115%	117%	115%	116%

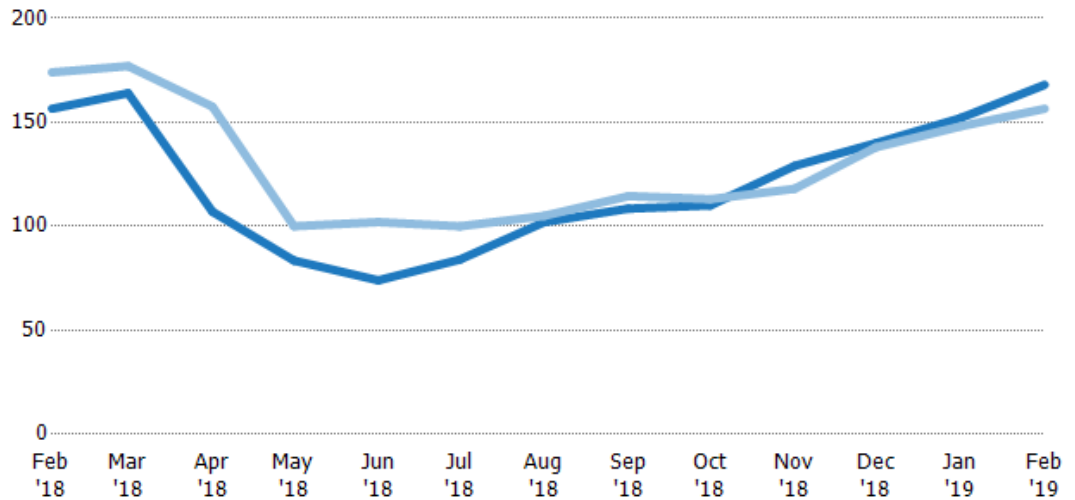
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Feb '19	168	7.3%
Feb '18	157	-10.1%
Feb '17	174	2.9%



Current Year	157	164	107	83.5	74	84	102	109	110	129	140	152	168
Prior Year	174	177	158	100	102	100	105	115	113	118	138	148	157
Percent Change from Prior Year	-10%	-7%	-32%	-17%	-27%	-16%	-3%	-5%	-3%	9%	1%	3%	7%

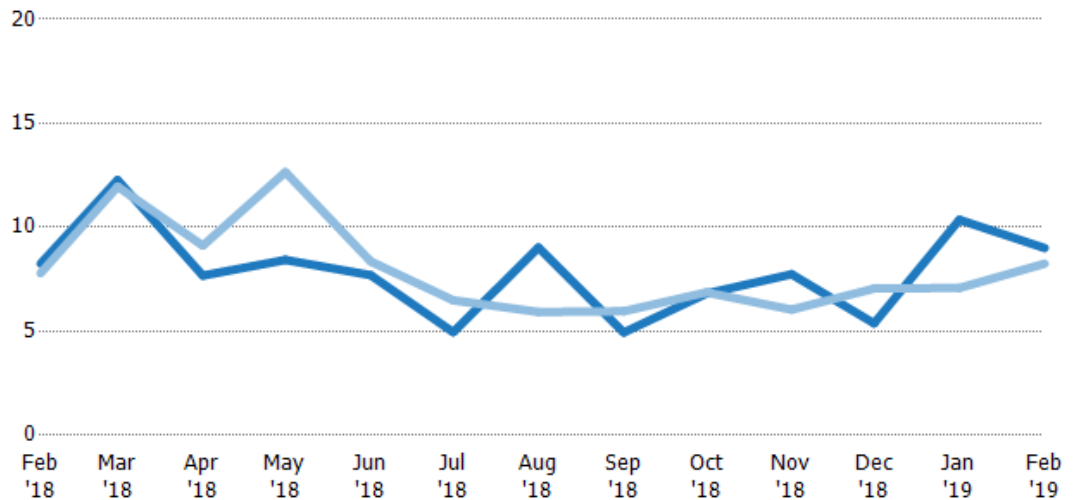
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Feb '19	9	9.1%
Feb '18	8.25	5.9%
Feb '17	7.79	75.3%



Current Year	8.25	12.3	7.68	8.43	7.7	4.96	9.03	4.94	6.81	7.74	5.38	10.4	9
Prior Year	7.79	12	9.12	12.7	8.36	6.49	5.93	5.96	6.87	6.04	7.05	7.08	8.25
Percent Change from Prior Year	6%	3%	-16%	-33%	-8%	-24%	52%	-17%	-1%	28%	-24%	46%	9%

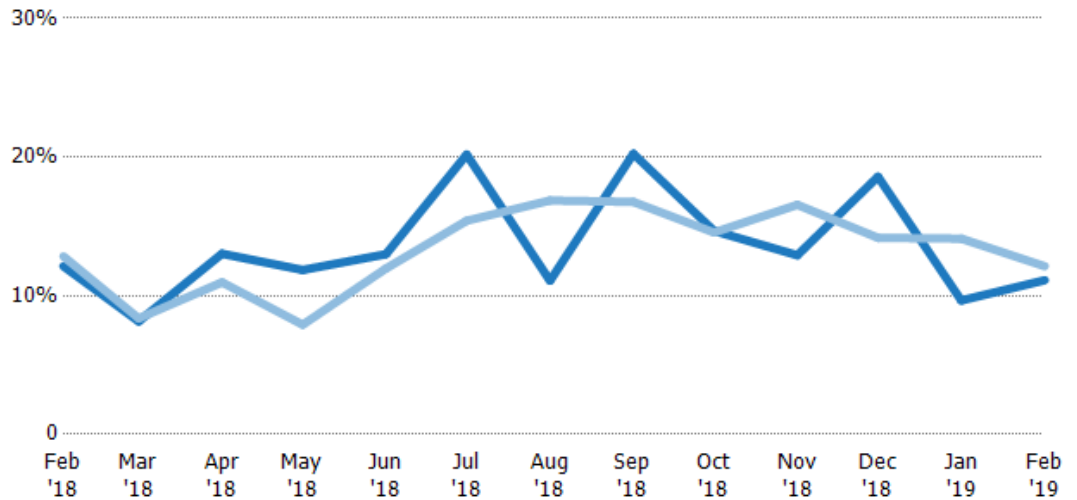
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	11%	1%
Feb '18	12%	0.7%
Feb '17	13%	-42.9%



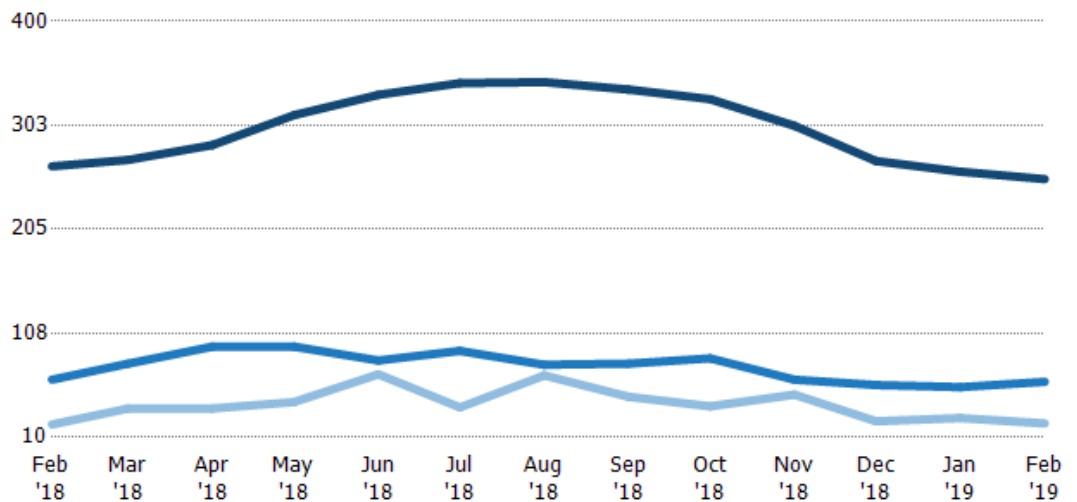
Current Year	12%	8%	13%	12%	13%	20%	11%	20%	15%	13%	19%	10%	11%
Prior Year	13%	8%	11%	8%	12%	15%	17%	17%	15%	17%	14%	14%	12%
Change from Prior Year	1%	0%	-2%	-4%	-1%	-5%	6%	-3%	0%	4%	-4%	4%	1%

## Active/Pending/Sold Units

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

### Filters Used

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



Active	264	270	284	312	331	342	343	336	327	302	269	259	252
Pending	64	79	95	95	82	91	78	79	84	64	59	57	62
Sold	22	37	37	43	69	38	68	48	39	50	25	28	23

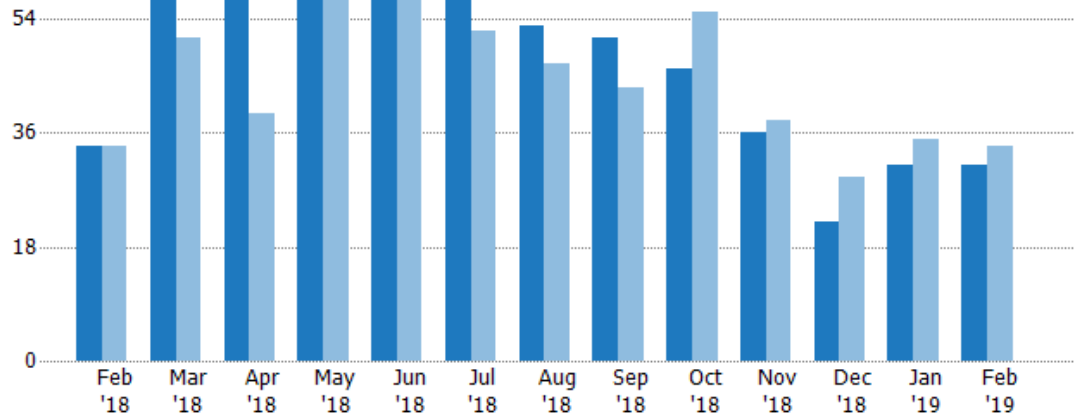
## New Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	31	-8.8%
Feb '18	34	0%
Feb '17	34	8.8%



Current Year	34	57	61	60	62	59	53	51	46	36	22	31	31
Prior Year	34	51	39	64	59	52	47	43	55	38	29	35	34
Percent Change from Prior Year	0%	12%	56%	-6%	5%	13%	13%	19%	-16%	-5%	-24%	-11%	-9%

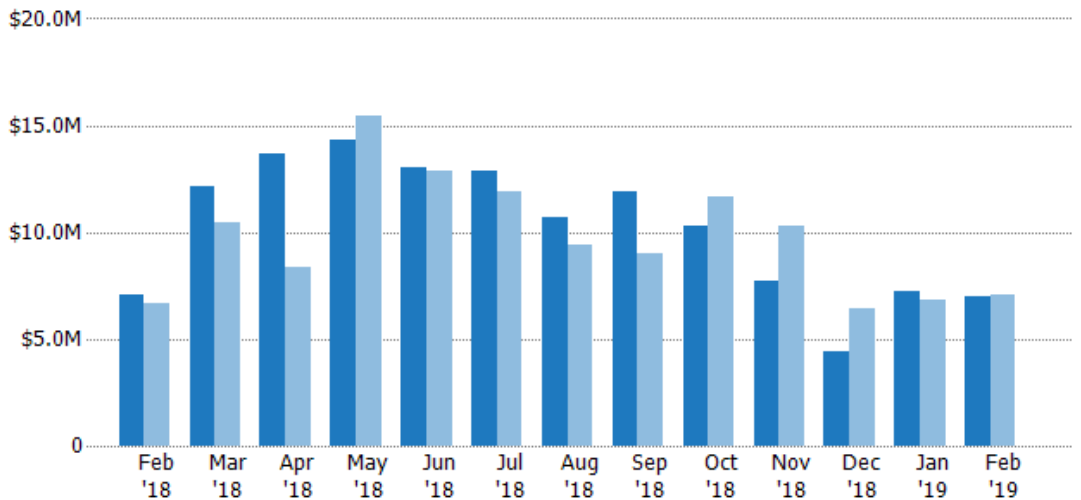
## New Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$7.03M	-0.5%
Feb '18	\$7.06M	6.2%
Feb '17	\$6.65M	11.7%



Current Year	\$7.06M	\$12.1M	\$13.7M	\$14.3M	\$13M	\$12.9M	\$10.7M	\$11.9M	\$10.3M	\$7.7M	\$4.41M	\$7.27M	\$7.03M
Prior Year	\$6.65M	\$10.5M	\$8.33M	\$15.4M	\$12.9M	\$11.9M	\$9.42M	\$8.97M	\$11.6M	\$10.3M	\$6.43M	\$6.8M	\$7.06M
Percent Change from Prior Year	6%	16%	64%	-7%	1%	9%	13%	33%	-12%	-25%	-31%	7%	-1%

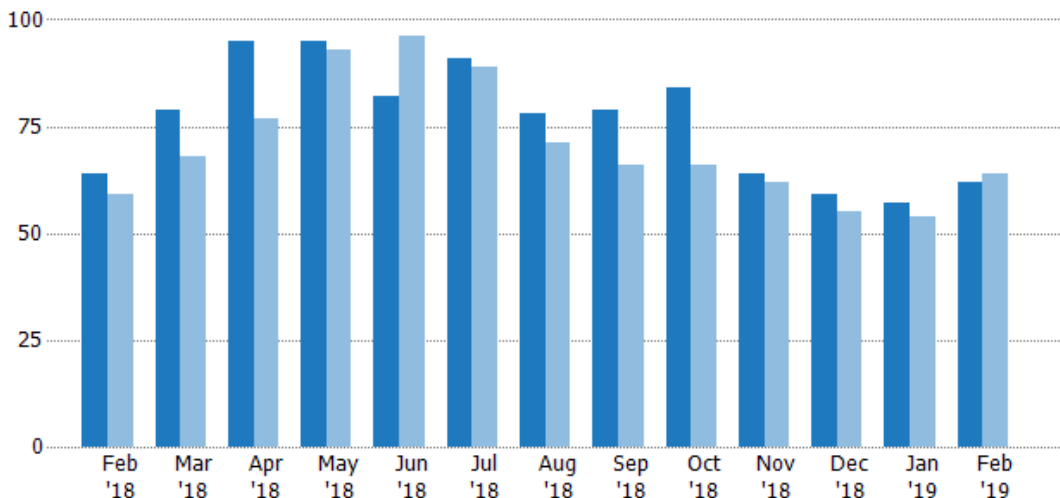
## Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	62	-3.1%
Feb '18	64	8.5%
Feb '17	59	22%



Current Year	64	79	95	95	82	91	78	79	84	64	59	57	62
Prior Year	59	68	77	93	96	89	71	66	66	62	55	54	64
Percent Change from Prior Year	8%	16%	23%	2%	-15%	2%	10%	20%	27%	3%	7%	6%	-3%

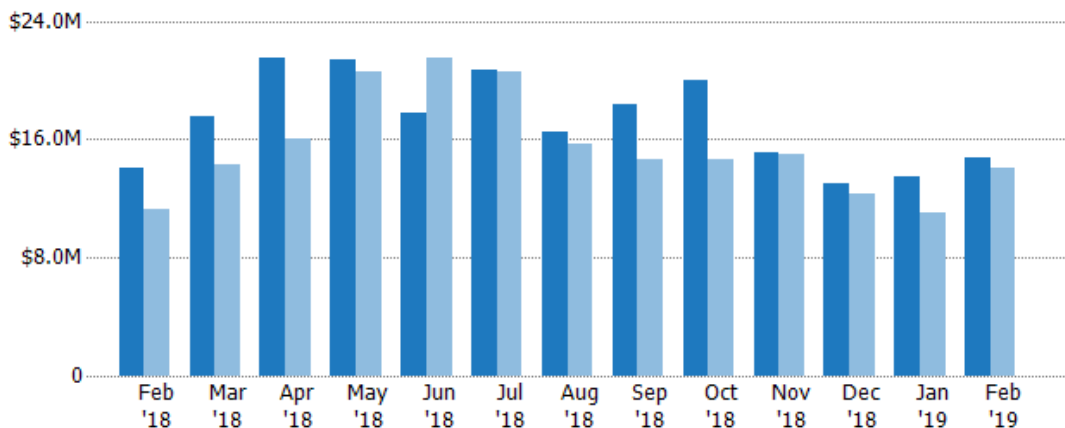
## Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$14.7M	5.2%
Feb '18	\$14M	23.8%
Feb '17	\$11.3M	30.4%



Current Year	\$14M	\$17.6M	\$21.5M	\$21.4M	\$17.8M	\$20.7M	\$16.5M	\$18.3M	\$20M	\$15M	\$13M	\$13.5M	\$14.7M
Prior Year	\$11.3M	\$14.3M	\$16.1M	\$20.5M	\$21.5M	\$20.6M	\$15.7M	\$14.7M	\$14.6M	\$15M	\$12.3M	\$11.1M	\$14M
Percent Change from Prior Year	24%	23%	34%	4%	-17%	1%	6%	25%	37%	0%	6%	22%	5%

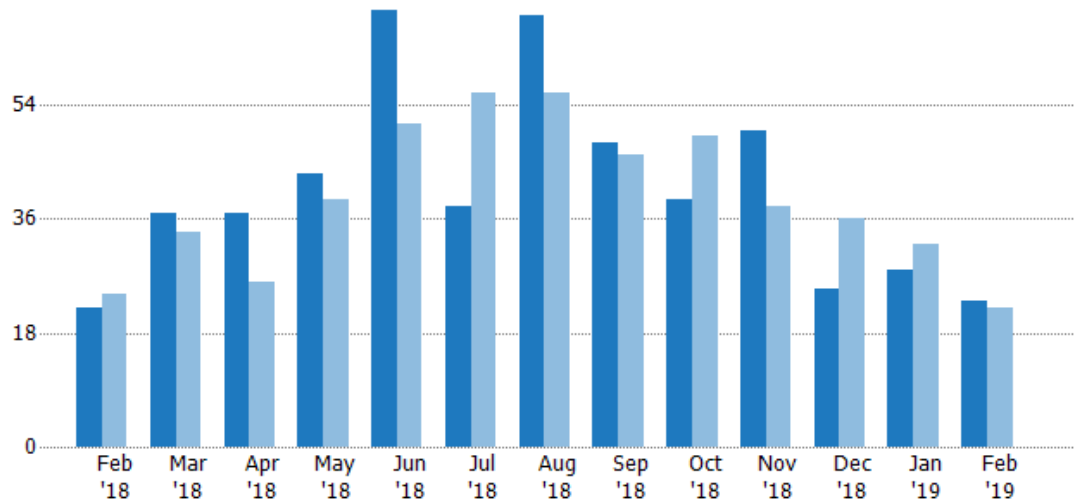
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	23	4.5%
Feb '18	22	-8.3%
Feb '17	24	41.7%



Current Year	22	37	37	43	69	38	68	48	39	50	25	28	23
Prior Year	24	34	26	39	51	56	56	46	49	38	36	32	22
Percent Change from Prior Year	-8%	9%	42%	10%	35%	-32%	21%	4%	-20%	32%	-31%	-13%	5%

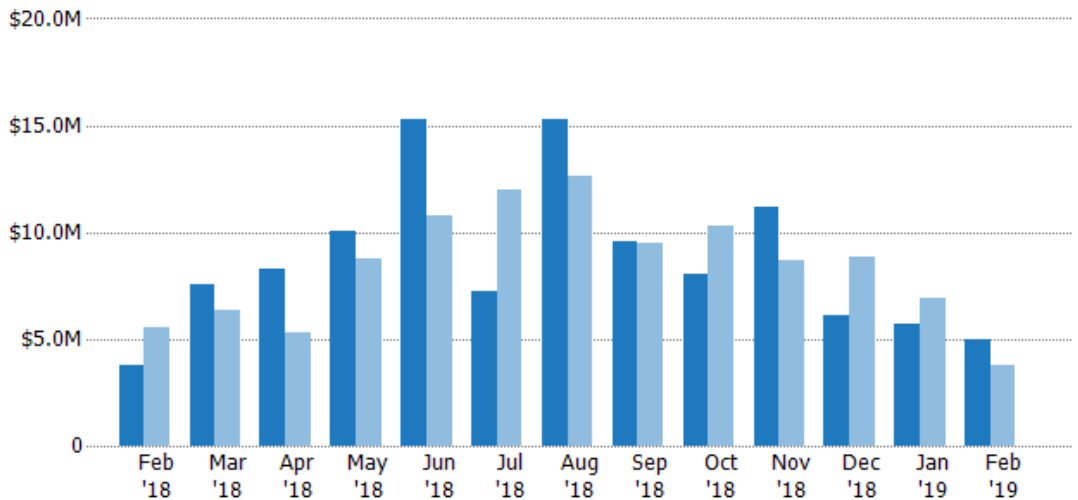
## Closed Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$4.96M	31.7%
Feb '18	\$3.77M	-31.9%
Feb '17	\$5.53M	19%



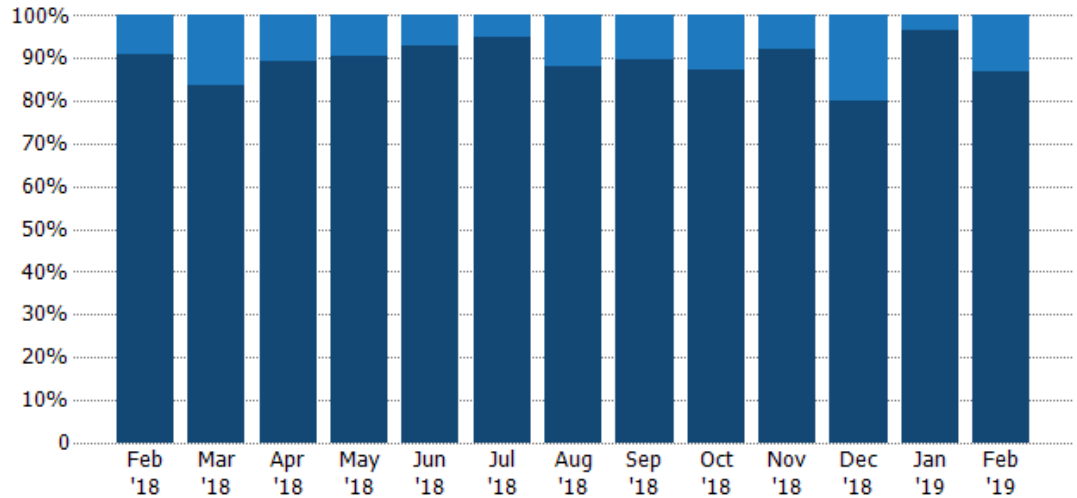
Current Year	\$3.77M	\$7.55M	\$8.24M	\$10.1M	\$15.3M	\$7.23M	\$15.3M	\$9.56M	\$8.06M	\$11.2M	\$6.07M	\$5.7M	\$4.96M
Prior Year	\$5.53M	\$6.32M	\$5.29M	\$8.74M	\$10.8M	\$12M	\$12.6M	\$9.5M	\$10.3M	\$8.66M	\$8.83M	\$6.9M	\$3.77M
Percent Change from Prior Year	-32%	19%	56%	15%	42%	-40%	21%	1%	-21%	29%	-31%	-17%	32%

## 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



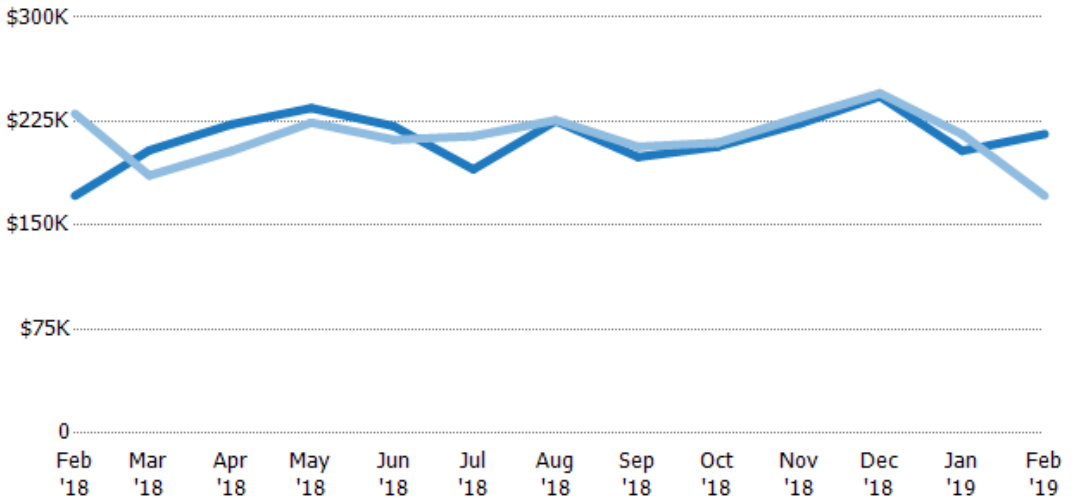
Condo/Townhouse	9%	16%	11%	9%	7%	5%	12%	10%	13%	8%	20%	4%	13%
Single Family Residence	91%	84%	89%	91%	93%	95%	88%	90%	87%	92%	80%	96%	87%

## Average Sales Price

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



Current Year	\$171K	\$204K	\$223K	\$234K	\$221K	\$190K	\$225K	\$199K	\$207K	\$223K	\$243K	\$204K	\$216K
Prior Year	\$231K	\$186K	\$204K	\$224K	\$212K	\$214K	\$226K	\$207K	\$210K	\$228K	\$245K	\$216K	\$171K
Percent Change from Prior Year	-26%	10%	9%	5%	5%	-11%	0%	-4%	-1%	-2%	-1%	-6%	26%

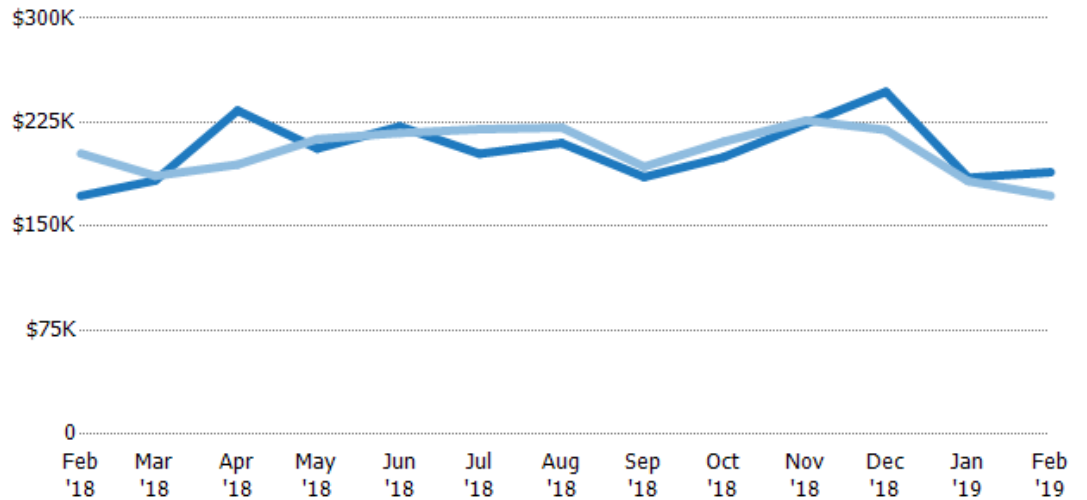
## Median Sales Price

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

Month/ Year	Price	% Chg.
Feb '19	\$189K	9.9%
Feb '18	\$172K	-15.1%
Feb '17	\$203K	-3.2%



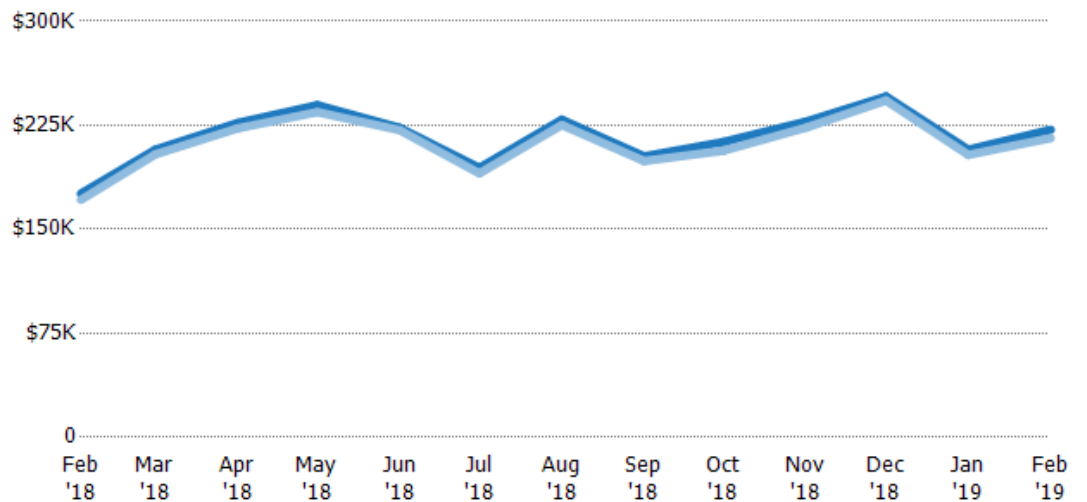
Current Year	\$172K	\$183K	\$234K	\$206K	\$222K	\$202K	\$210K	\$186K	\$200K	\$224K	\$247K	\$185K	\$189K
Prior Year	\$203K	\$186K	\$195K	\$213K	\$217K	\$220K	\$221K	\$193K	\$211K	\$226K	\$219K	\$183K	\$172K
Percent Change from Prior Year	-15%	-2%	20%	-3%	2%	-8%	-5%	-4%	-5%	-1%	13%	1%	10%

## 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



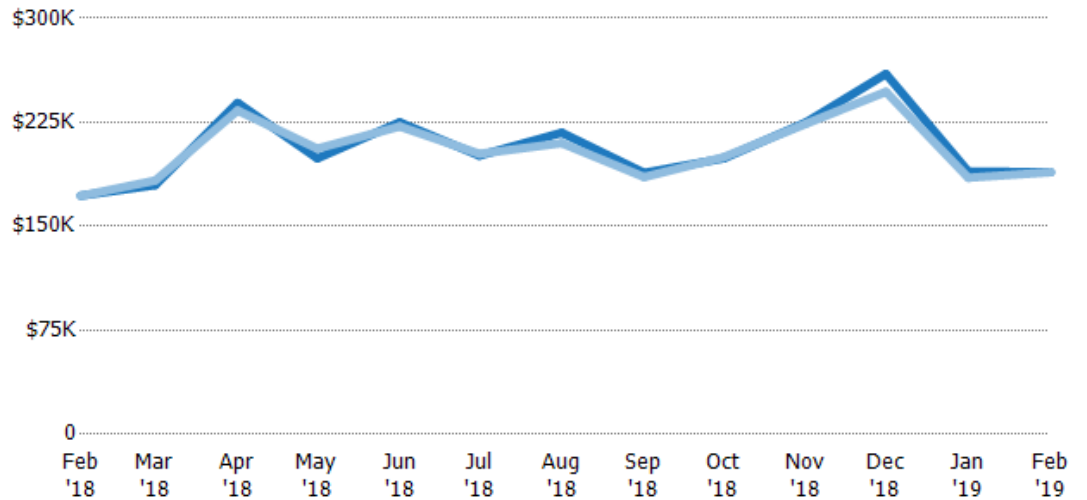
Avg List Price	\$176K	\$207K	\$227K	\$240K	\$223K	\$194K	\$229K	\$203K	\$213K	\$228K	\$246K	\$207K	\$222K
Avg Sales Price	\$171K	\$204K	\$223K	\$234K	\$221K	\$190K	\$225K	\$199K	\$207K	\$223K	\$243K	\$204K	\$216K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	98%	99%	98%	98%	98%	97%	98%	99%	98%	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.

### Filters Used

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



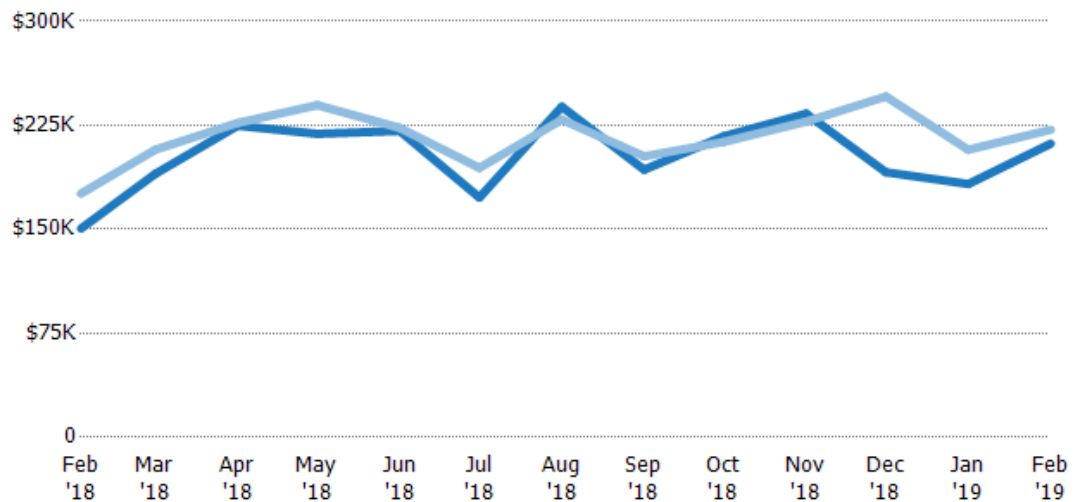
Median List Price	\$172K	\$180K	\$239K	\$199K	\$225K	\$201K	\$217K	\$189K	\$199K	\$225K	\$260K	\$189K	\$189K
Median Sales Price	\$172K	\$183K	\$234K	\$206K	\$222K	\$202K	\$210K	\$186K	\$200K	\$224K	\$247K	\$185K	\$189K
Med Sales Price as a % of Med List Price	100%	102%	98%	104%	99%	101%	97%	98%	100%	100%	95%	98%	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

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



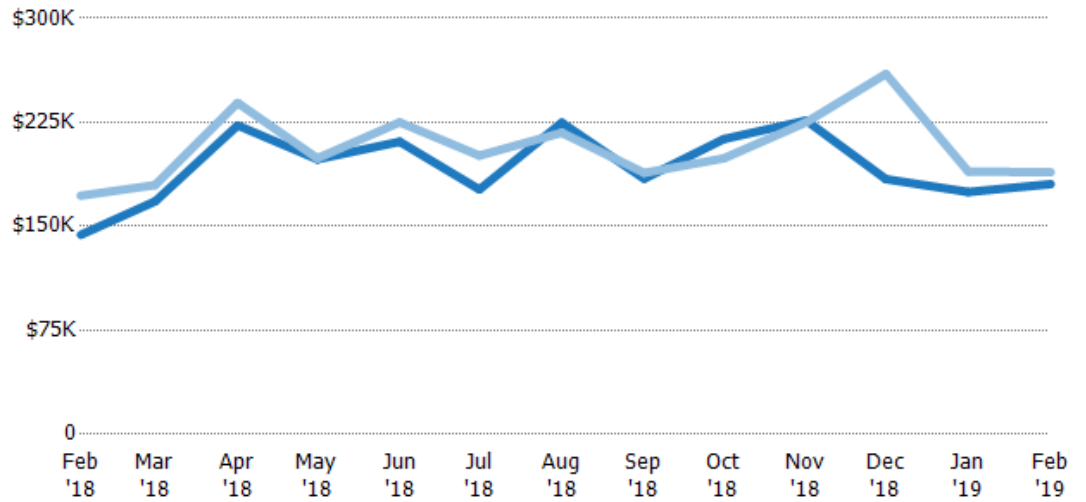
Avg Est Value	\$150K	\$190K	\$225K	\$219K	\$221K	\$173K	\$238K	\$193K	\$217K	\$233K	\$191K	\$183K	\$212K
Avg Sales Price	\$176K	\$207K	\$227K	\$240K	\$223K	\$194K	\$229K	\$203K	\$213K	\$228K	\$246K	\$207K	\$222K
Avg Sales Price as a % of Avg Est Value	117%	109%	101%	109%	101%	112%	96%	105%	98%	98%	129%	114%	105%

## 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	\$144K	\$168K	\$223K	\$198K	\$211K	\$177K	\$225K	\$184K	\$213K	\$226K	\$184K	\$175K	\$180K
Median Sales Price	\$172K	\$180K	\$239K	\$199K	\$225K	\$201K	\$217K	\$189K	\$199K	\$225K	\$260K	\$189K	\$189K
Med Sales Price as a % of Med Est Value	120%	107%	107%	100%	107%	114%	97%	102%	93%	99%	141%	108%	105%