

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	66	71	-7%	143	159	-10.1%
New Listing Volume	\$16,621,814	\$17,329,626	-4.1%	\$36,256,467	\$37,158,777	-2.4%
Active Listing Count	268	291	-7.9%	N/A	N/A	
Active Listing Volume	\$69,055,558	\$68,903,478	+0.2%	N/A	N/A	
Average Listing Price	\$257,670	\$236,782	+8.8%	\$254,423	\$232,052	+9.6%
Median Listing Price	\$248,450	\$229,900	+8.1%	\$247,802	\$224,962	+10.2%
Median Days in RPR	165	170	-2.9%	159.89	161.86	-1.2%
Months of Inventory	11.7	12.7	-7.9%	8.5	8.3	+2.5%
Absorption Rate	8.58%	7.9%	+0.7%	11.74%	12.03%	-0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	60	57	+5.3%	116	126	-7.9%
New Pending Sales Volume	\$13,953,201	\$12,123,828	+15.1%	\$26,971,375	\$25,992,734	+3.8%
Pending Sales Count	81	86	-5.8%	N/A	N/A	
Pending Sales Volume	\$19,575,606	\$19,084,545	+2.6%	N/A	N/A	
Closed Sales Count	28	39	-28.2%	79	94	-16%
Closed Sales Volume	\$6,060,156	\$7,792,625	-22.2%	\$16,726,042	\$18,628,398	-10.2%
Average Sales Price	\$216,434	\$199,811	+8.3%	\$211,722	\$198,174	+6.8%
Median Sales Price	\$205,650	\$182,500	+12.7%	\$193,484	\$178,952	+8.1%

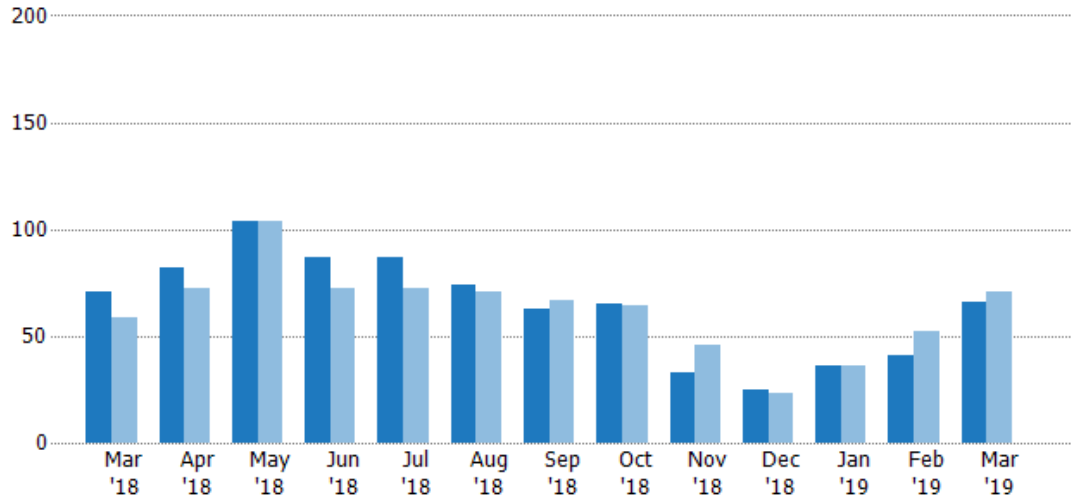
New Listings

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.
Mar '19	66	-7%
Mar '18	71	20.3%
Mar '17	59	20.3%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	71	82	104	87	87	74	63	65	33	25	36	41	66
Prior Year	59	72	104	72	72	71	67	64	46	23	36	52	71
Percent Change from Prior Year	20%	14%	0%	21%	21%	4%	-6%	2%	-28%	9%	0%	-21%	-7%

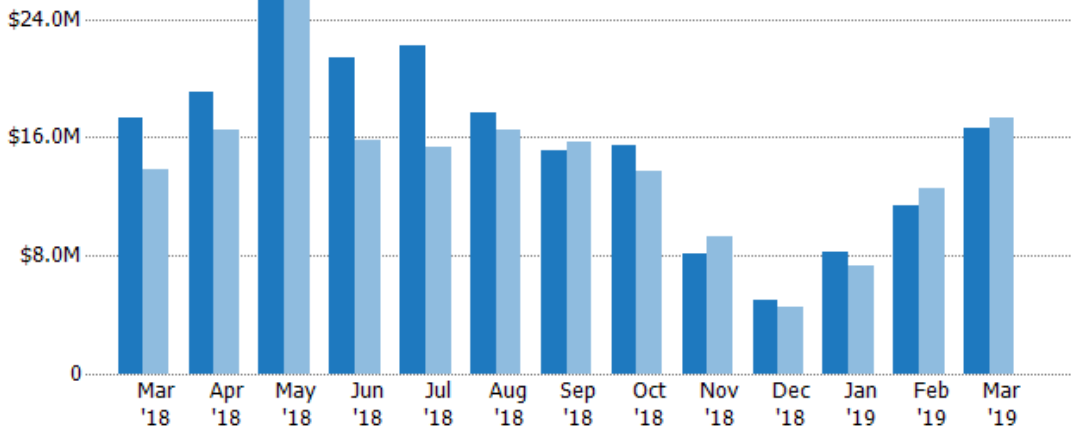
New Listing Volume

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.
Mar '19	\$16.6M	-4.1%
Mar '18	\$17.3M	25.5%
Mar '17	\$13.8M	10.6%



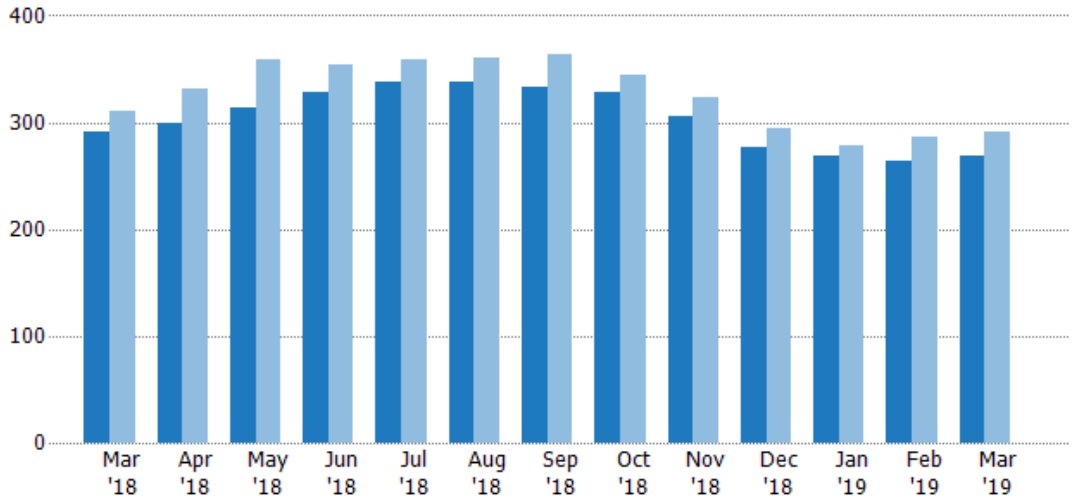
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$17.3M	\$19M	\$25.8M	\$21.4M	\$22.3M	\$17.6M	\$15.1M	\$15.4M	\$8.1M	\$5M	\$8.29M	\$11.3M	\$16.6M
Prior Year	\$13.8M	\$16.6M	\$25.9M	\$15.8M	\$15.3M	\$16.5M	\$15.6M	\$13.7M	\$9.35M	\$4.54M	\$7.26M	\$12.6M	\$17.3M
Percent Change from Prior Year	26%	15%	-1%	35%	45%	7%	-3%	12%	-13%	10%	14%	-10%	-4%

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



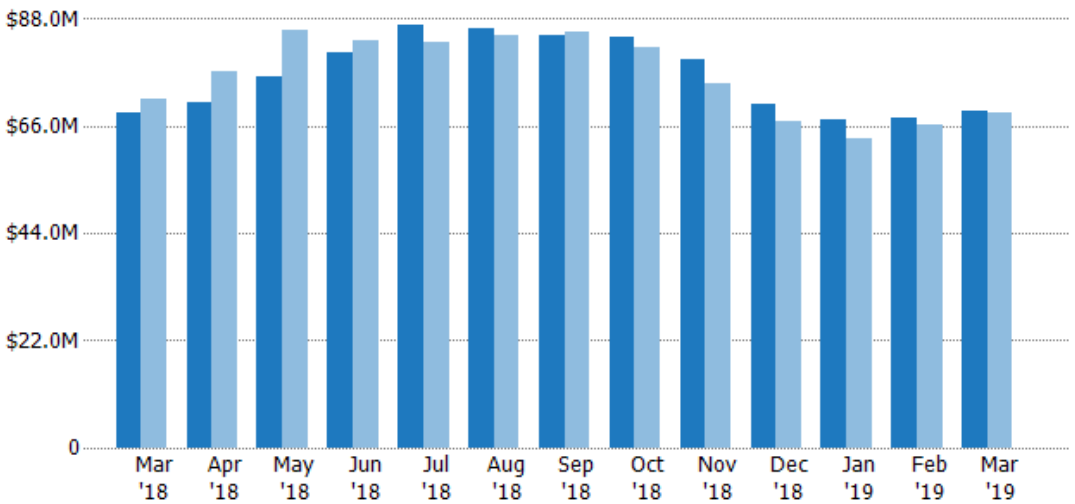
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '18	291	310	-6%
Apr '18	299	332	-10%
May '18	314	359	-13%
Jun '18	329	354	-7%
Jul '18	338	359	-6%
Aug '18	338	360	-6%
Sep '18	333	363	-8%
Oct '18	328	344	-5%
Nov '18	306	324	-6%
Dec '18	277	295	-6%
Jan '19	269	279	-4%
Feb '19	264	286	-8%
Mar '19	268	291	-8%

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



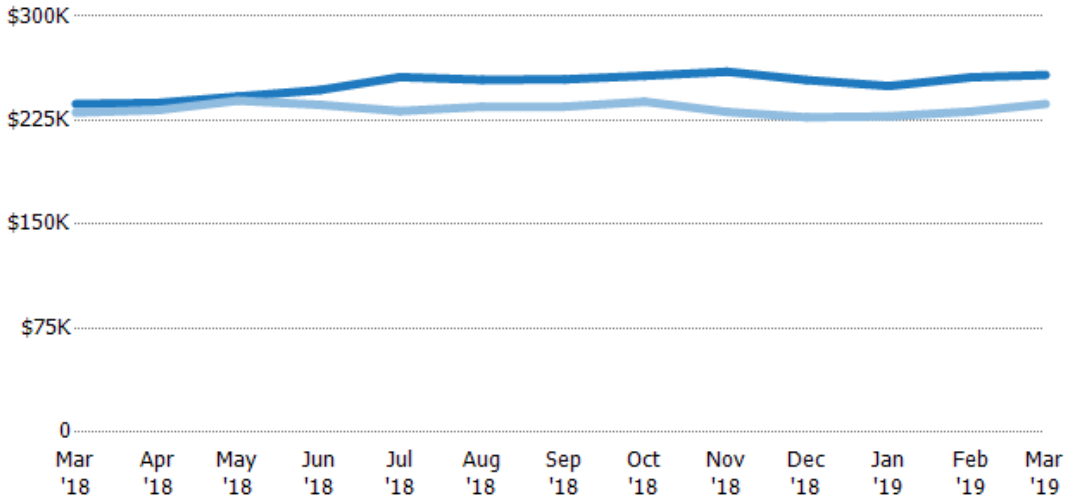
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '18	\$68.9M	\$71.5M	-4%
Apr '18	\$71M	\$77.2M	-8%
May '18	\$76M	\$85.9M	-11%
Jun '18	\$81.2M	\$83.6M	-3%
Jul '18	\$86.6M	\$83.2M	4%
Aug '18	\$85.9M	\$84.5M	2%
Sep '18	\$84.7M	\$85.2M	-1%
Oct '18	\$84.3M	\$82M	3%
Nov '18	\$79.6M	\$74.9M	6%
Dec '18	\$70.4M	\$67M	5%
Jan '19	\$67.2M	\$63.6M	6%
Feb '19	\$67.6M	\$66.2M	2%
Mar '19	\$69.1M	\$68.9M	0%

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.
Mar '19	\$258K	8.8%
Mar '18	\$237K	2.7%
Mar '17	\$231K	-1.6%

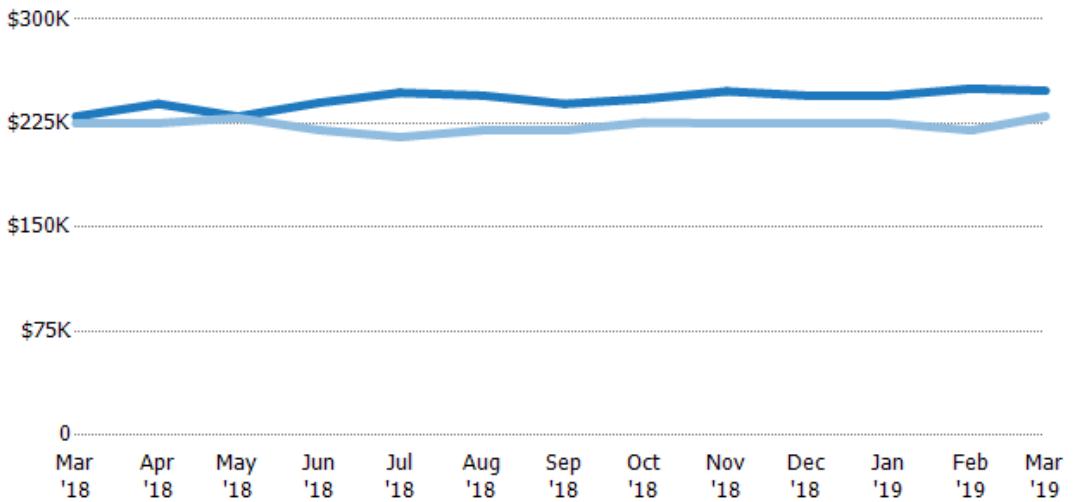
Current Year	\$237K	\$238K	\$242K	\$247K	\$256K	\$254K	\$254K	\$257K	\$260K	\$254K	\$250K	\$256K	\$258K
Prior Year	\$231K	\$232K	\$239K	\$236K	\$232K	\$235K	\$235K	\$238K	\$231K	\$227K	\$228K	\$231K	\$237K
Percent Change from Prior Year	3%	2%	1%	5%	11%	8%	8%	8%	13%	12%	10%	11%	9%

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.
Mar '19	\$248K	8.1%
Mar '18	\$230K	2.2%
Mar '17	\$225K	-6.9%

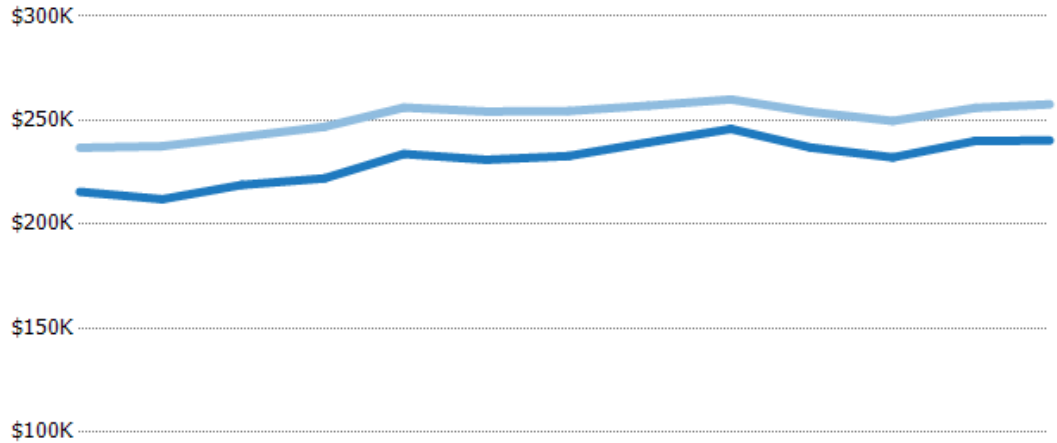
Current Year	\$230K	\$239K	\$230K	\$240K	\$247K	\$245K	\$239K	\$243K	\$248K	\$245K	\$245K	\$250K	\$248K
Prior Year	\$225K	\$225K	\$229K	\$220K	\$215K	\$220K	\$220K	\$226K	\$225K	\$225K	\$225K	\$220K	\$230K
Percent Change from Prior Year	2%	6%	0%	9%	15%	11%	9%	8%	10%	9%	9%	14%	8%

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.

Filters Used

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



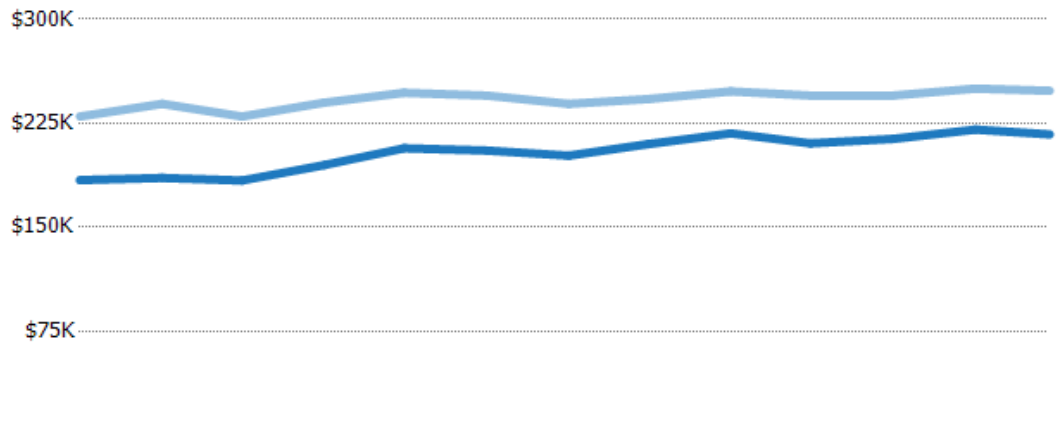
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$216K	\$212K	\$219K	\$222K	\$234K	\$231K	\$233K	\$239K	\$246K	\$237K	\$232K	\$240K	\$240K
Avg Listing Price	\$237K	\$238K	\$242K	\$247K	\$256K	\$254K	\$254K	\$257K	\$260K	\$254K	\$250K	\$256K	\$258K
Avg Listing Price as a % of Avg Est Value	110%	112%	111%	111%	110%	110%	109%	107%	106%	107%	108%	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



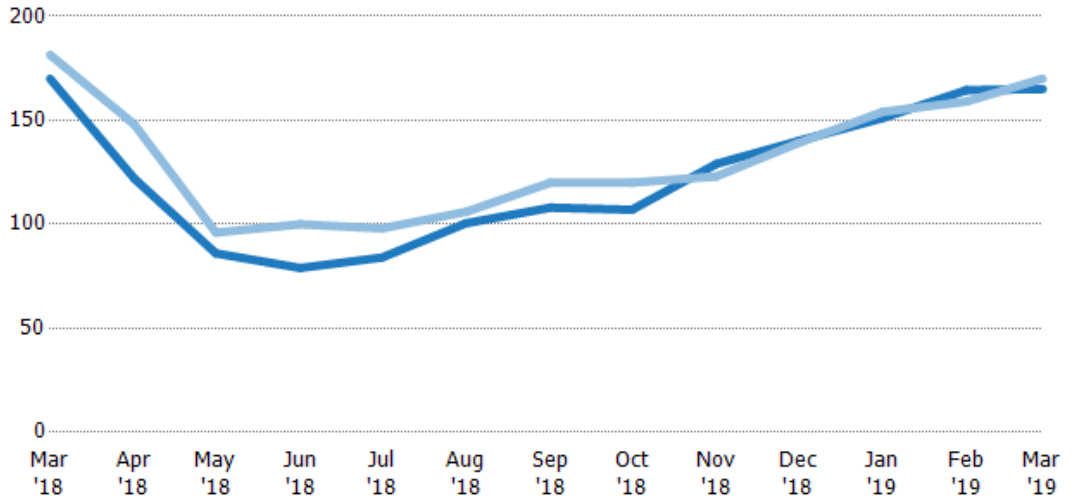
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$184K	\$186K	\$184K	\$195K	\$207K	\$205K	\$202K	\$210K	\$218K	\$211K	\$214K	\$220K	\$217K
Median Listing Price	\$230K	\$239K	\$230K	\$240K	\$247K	\$245K	\$239K	\$243K	\$248K	\$245K	\$245K	\$250K	\$248K
Med Listing Price as a % of Med Est Value	125%	129%	125%	123%	119%	119%	119%	115%	114%	116%	115%	113%	115%

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.
Mar '19	165	-2.9%
Mar '18	170	-6.3%
Mar '17	182	-1.9%

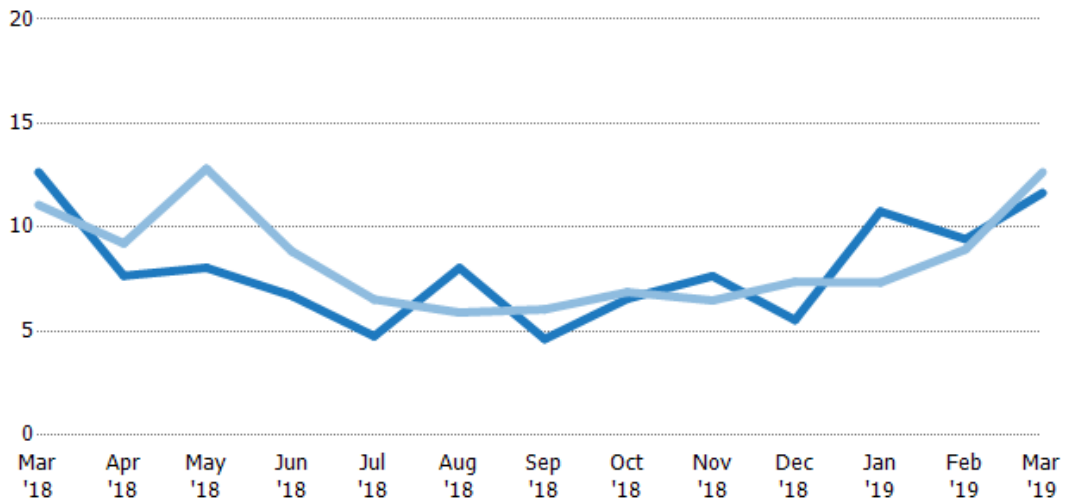
Current Year	170	122	86	79	84	101	108	107	129	140	151	165	165
Prior Year	182	148	96	100	98	106	120	120	123	139	154	159	170
Percent Change from Prior Year	-6%	-18%	-10%	-21%	-14%	-5%	-10%	-11%	5%	1%	-2%	3%	-3%

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.
Mar '19	11.7	-7.9%
Mar '18	12.7	14.3%
Mar '17	11.1	-15%

Current Year	12.7	7.67	8.05	6.71	4.76	8.05	4.63	6.56	7.65	5.54	10.8	9.43	11.7
Prior Year	11.1	9.22	12.8	8.85	6.53	5.9	6.05	6.88	6.48	7.38	7.34	8.94	12.7
Percent Change from Prior Year	14%	-17%	-37%	-24%	-27%	36%	-24%	-5%	18%	-25%	47%	5%	-8%

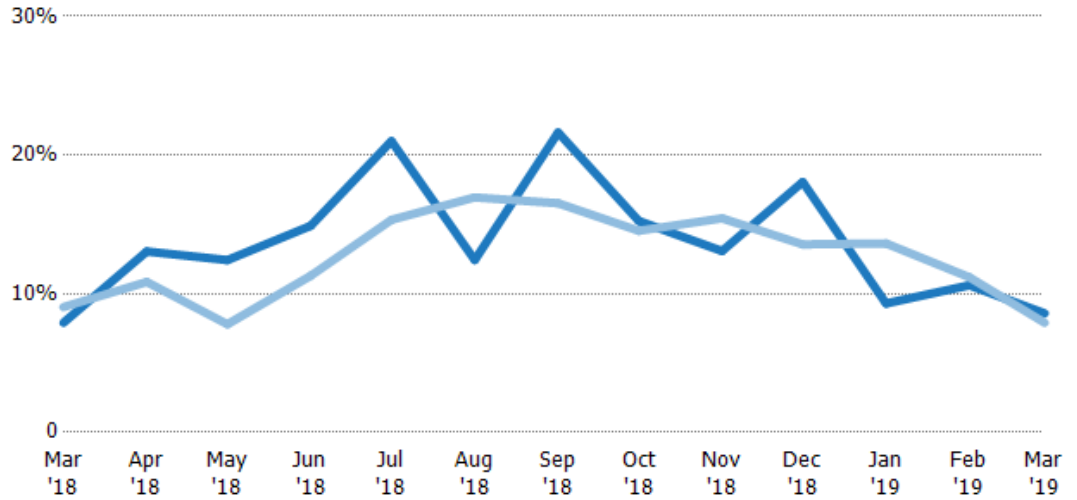
Absorption Rate

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.
Mar '19	9%	-0.7%
Mar '18	8%	1.1%
Mar '17	9%	17.6%



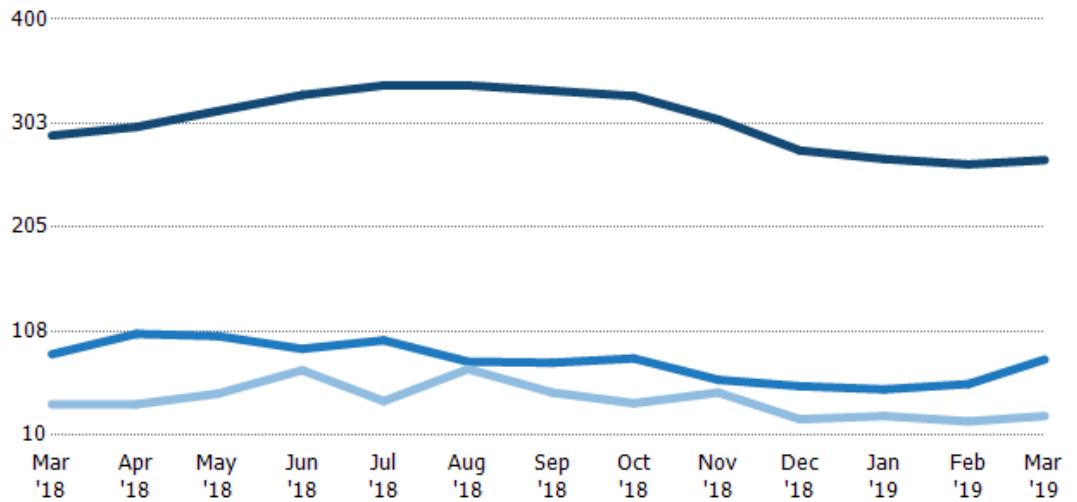
Current Year	8%	13%	12%	15%	21%	12%	22%	15%	13%	18%	9%	11%	9%
Prior Year	9%	11%	8%	11%	15%	17%	17%	15%	15%	14%	14%	11%	8%
Change from Prior Year	1%	-2%	-5%	-4%	-6%	5%	-5%	-1%	2%	-5%	4%	1%	-1%

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	291	299	314	329	338	338	333	328	306	277	269	264	268
Pending	86	105	103	91	99	79	78	82	62	56	53	58	81
Sold	39	39	49	71	42	72	50	40	50	25	28	23	28

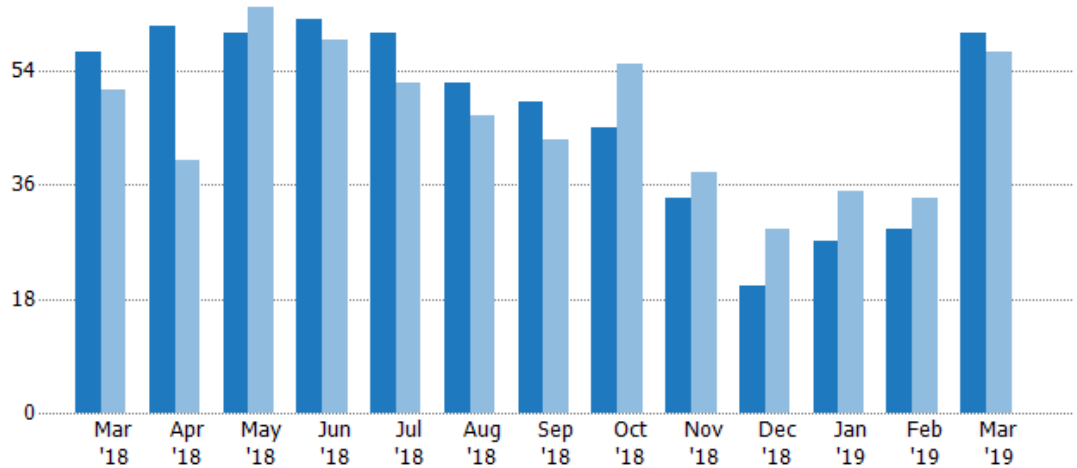
New Pending Sales

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.
Mar '19	60	5.3%
Mar '18	57	11.8%
Mar '17	51	7.8%



Current Year	57	61	60	62	60	52	49	45	34	20	27	29	60
Prior Year	51	40	64	59	52	47	43	55	38	29	35	34	57
Percent Change from Prior Year	12%	53%	-6%	5%	15%	11%	14%	-18%	-11%	-31%	-23%	-15%	5%

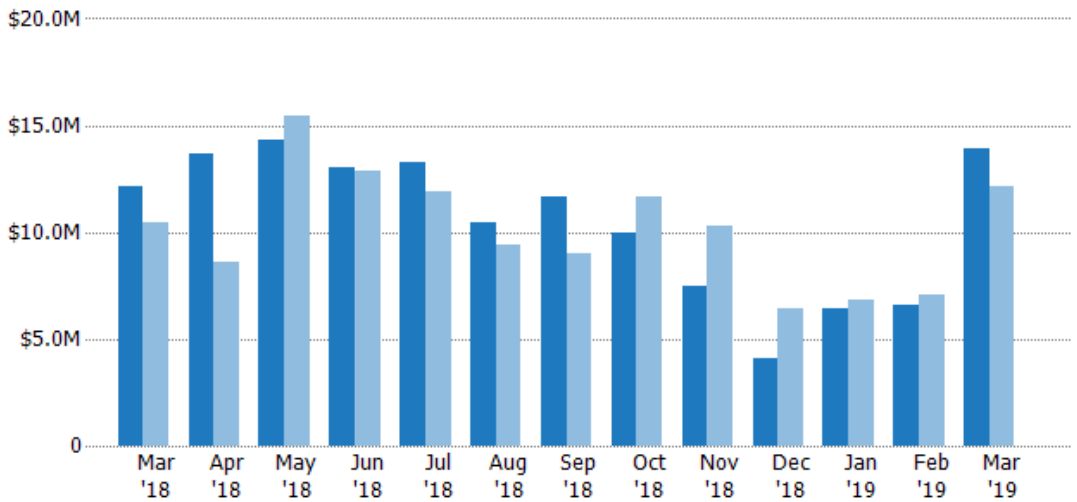
New Pending Sales Volume

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.
Mar '19	\$14M	15.1%
Mar '18	\$12.1M	15.6%
Mar '17	\$10.5M	6.4%



Current Year	\$12.1M	\$13.7M	\$14.3M	\$13M	\$13.2M	\$10.5M	\$11.6M	\$10M	\$7.51M	\$4.11M	\$6.45M	\$6.57M	\$14M
Prior Year	\$10.5M	\$8.62M	\$15.4M	\$12.9M	\$11.9M	\$9.42M	\$8.97M	\$11.6M	\$10.3M	\$6.43M	\$6.8M	\$7.06M	\$12.1M
Percent Change from Prior Year	16%	59%	-7%	1%	12%	11%	30%	-14%	-27%	-36%	-5%	-7%	15%

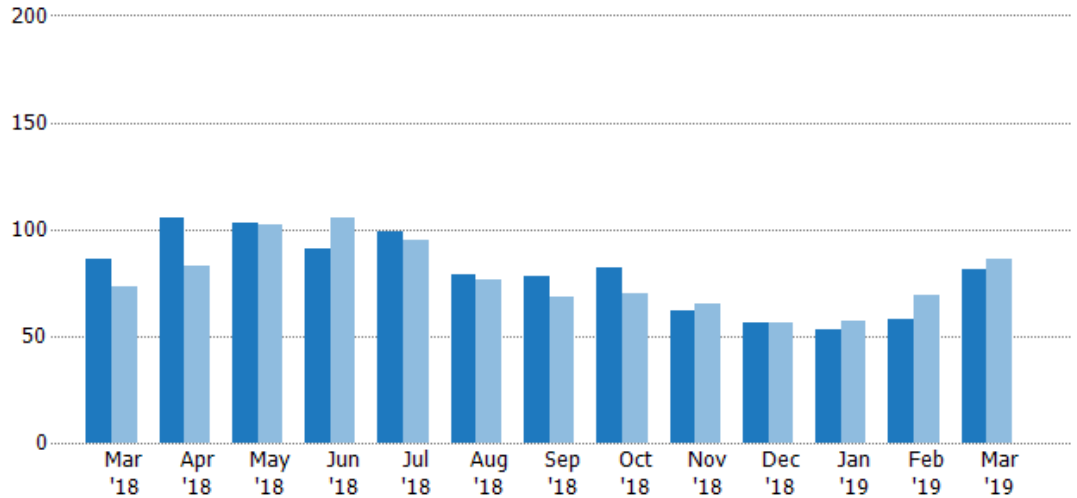
Pending Sales

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.
Mar '19	81	-5.8%
Mar '18	86	17.8%
Mar '17	73	21.9%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	86	105	103	91	99	79	78	82	62	56	53	58	81
Prior Year	73	83	102	105	95	76	68	70	65	56	57	69	86
Percent Change from Prior Year	18%	27%	1%	-13%	4%	4%	15%	17%	-5%	0%	-7%	-16%	-6%

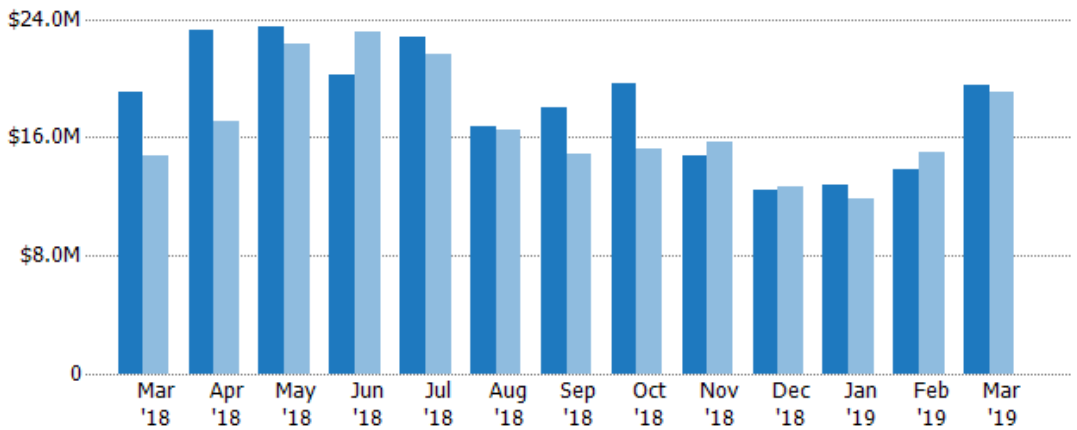
Pending Sales Volume

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.
Mar '19	\$19.6M	2.6%
Mar '18	\$19.1M	29.6%
Mar '17	\$14.7M	26%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$19.1M	\$23.2M	\$23.5M	\$20.2M	\$22.7M	\$16.7M	\$18M	\$19.7M	\$14.7M	\$12.4M	\$12.8M	\$13.9M	\$19.6M
Prior Year	\$14.7M	\$17.1M	\$22.3M	\$23.2M	\$21.6M	\$16.5M	\$14.8M	\$15.3M	\$15.7M	\$12.6M	\$11.8M	\$15M	\$19.1M
Percent Change from Prior Year	30%	36%	5%	-13%	5%	2%	22%	29%	-6%	-2%	8%	-8%	3%

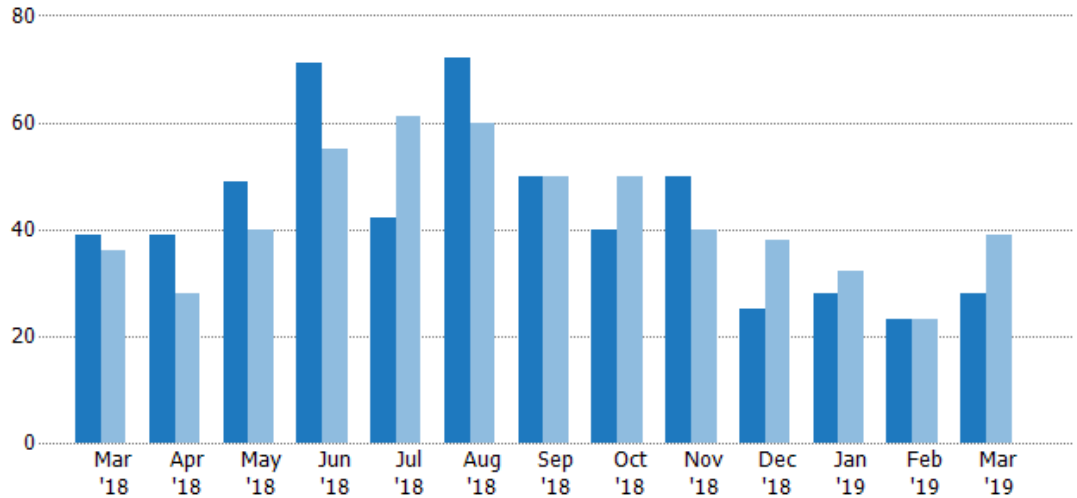
Closed Sales

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.
Mar '19	28	-28.2%
Mar '18	39	8.3%
Mar '17	36	27.8%



Current Year	39	39	49	71	42	72	50	40	50	25	28	23	28
Prior Year	36	28	40	55	61	60	50	50	40	38	32	23	39
Percent Change from Prior Year	8%	39%	23%	29%	-31%	20%	0%	-20%	25%	-34%	-13%	0%	-28%

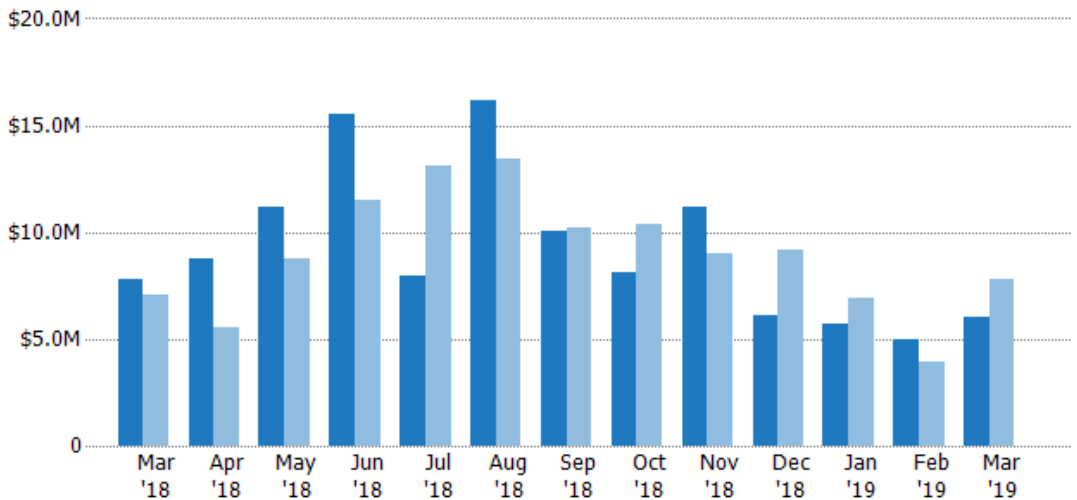
Closed Sales Volume

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.
Mar '19	\$6.06M	-22.2%
Mar '18	\$7.79M	10.4%
Mar '17	\$7.06M	23.5%



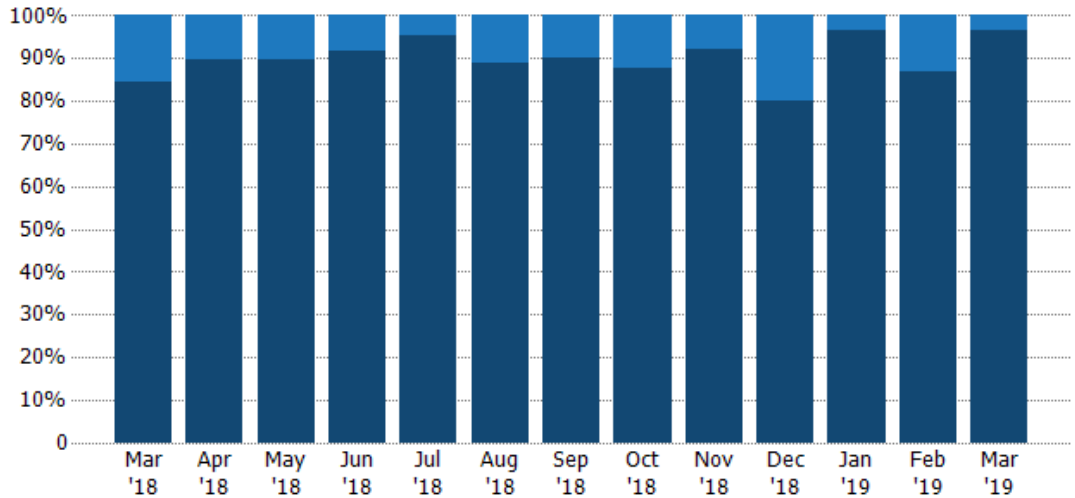
Current Year	\$7.79M	\$8.79M	\$11.2M	\$15.5M	\$7.98M	\$16.1M	\$10.1M	\$8.12M	\$11.2M	\$6.07M	\$5.7M	\$4.96M	\$6.06M
Prior Year	\$7.06M	\$5.51M	\$8.77M	\$11.5M	\$13.1M	\$13.4M	\$10.2M	\$10.3M	\$8.99M	\$9.18M	\$6.9M	\$3.94M	\$7.79M
Percent Change from Prior Year	10%	59%	27%	35%	-39%	20%	-1%	-21%	24%	-34%	-17%	26%	-22%

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



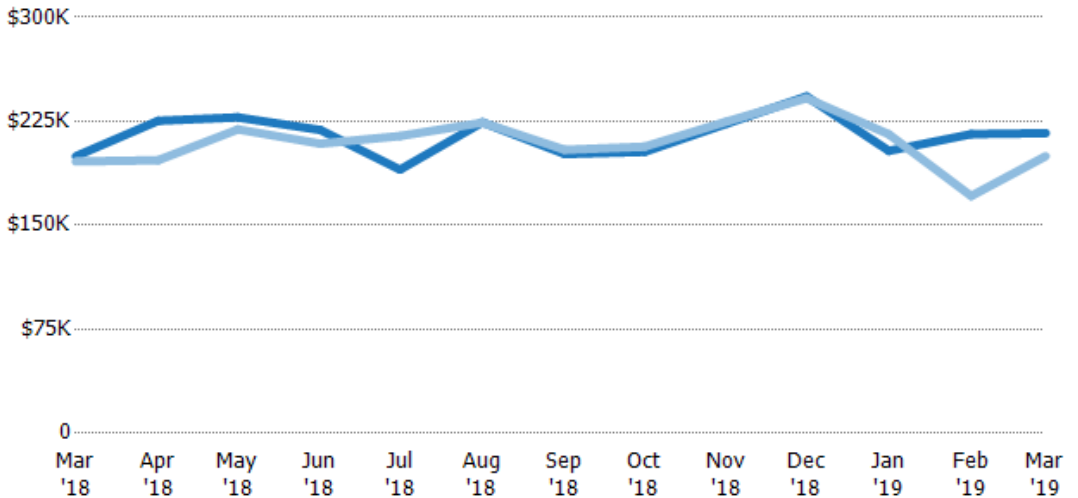
Condo/Townhouse	15%	10%	10%	8%	5%	11%	10%	13%	8%	20%	4%	13%	4%
Single Family Residence	85%	90%	90%	92%	95%	89%	90%	88%	92%	80%	96%	87%	96%

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	\$200K	\$225K	\$228K	\$219K	\$190K	\$224K	\$201K	\$203K	\$223K	\$243K	\$204K	\$216K	\$216K
Prior Year	\$196K	\$197K	\$219K	\$209K	\$214K	\$224K	\$204K	\$207K	\$225K	\$242K	\$216K	\$171K	\$200K
Percent Change from Prior Year	2%	14%	4%	5%	-11%	0%	-1%	-2%	-1%	1%	-6%	26%	8%

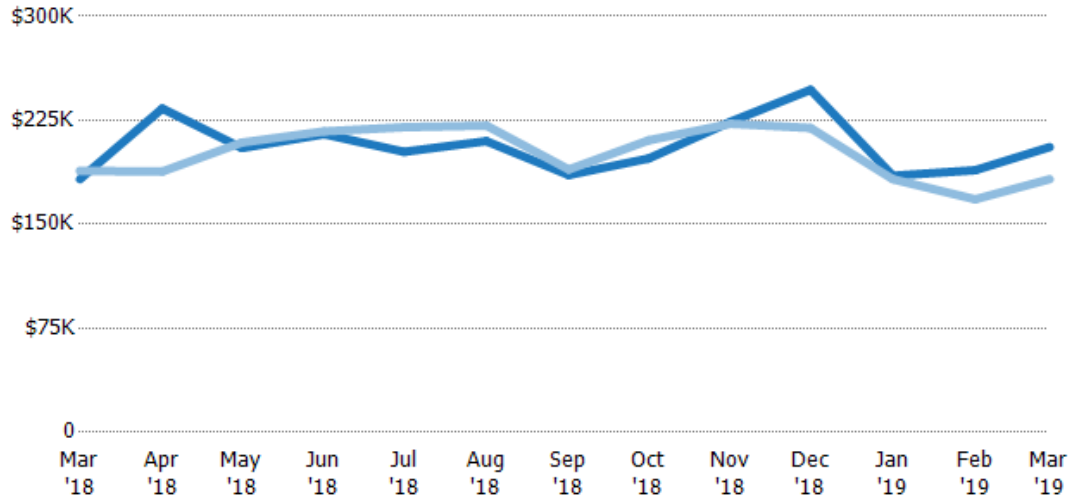
Median Sales Price

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.
Mar '19	\$206K	12.7%
Mar '18	\$183K	-3.2%
Mar '17	\$189K	1.6%



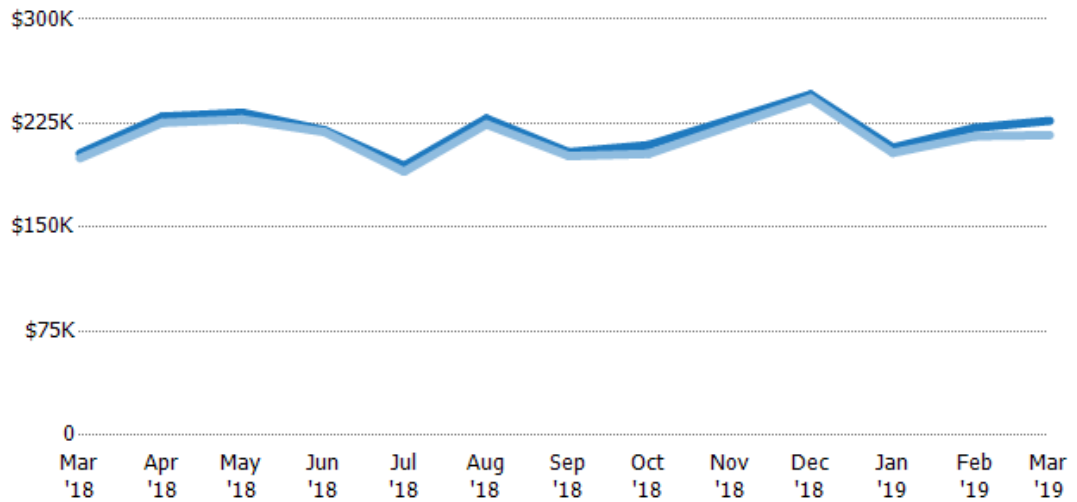
Current Year	\$183K	\$234K	\$205K	\$215K	\$202K	\$210K	\$186K	\$197K	\$224K	\$247K	\$185K	\$189K	\$206K
Prior Year	\$189K	\$188K	\$209K	\$217K	\$220K	\$221K	\$190K	\$211K	\$223K	\$219K	\$183K	\$168K	\$183K
Percent Change from Prior Year	-3%	24%	-2%	-1%	-8%	-5%	-2%	-6%	1%	13%	1%	13%	13%

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



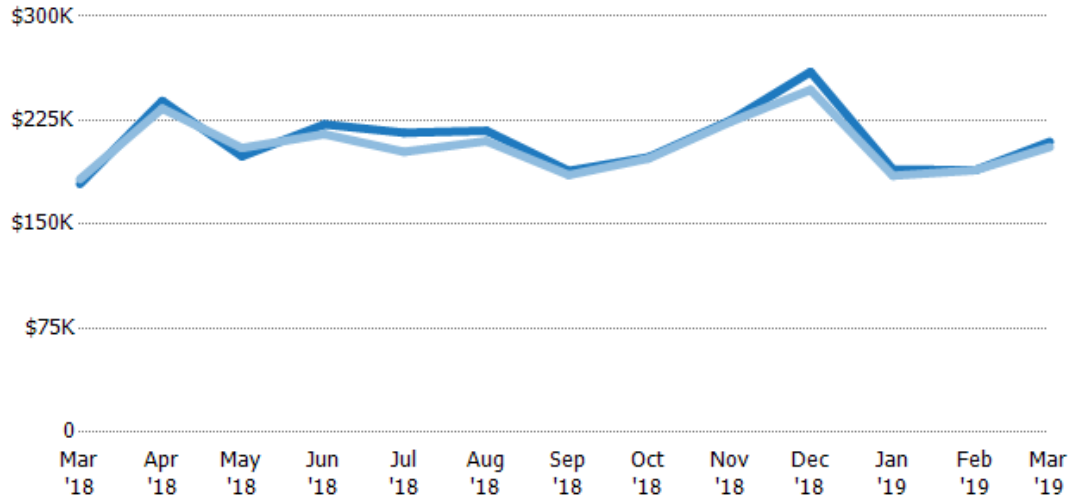
Avg List Price	\$203K	\$230K	\$233K	\$220K	\$194K	\$228K	\$204K	\$209K	\$228K	\$246K	\$207K	\$222K	\$227K
Avg Sales Price	\$200K	\$225K	\$228K	\$219K	\$190K	\$224K	\$201K	\$203K	\$223K	\$243K	\$204K	\$216K	\$216K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	99%	98%	98%	99%	97%	98%	99%	98%	97%	95%

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



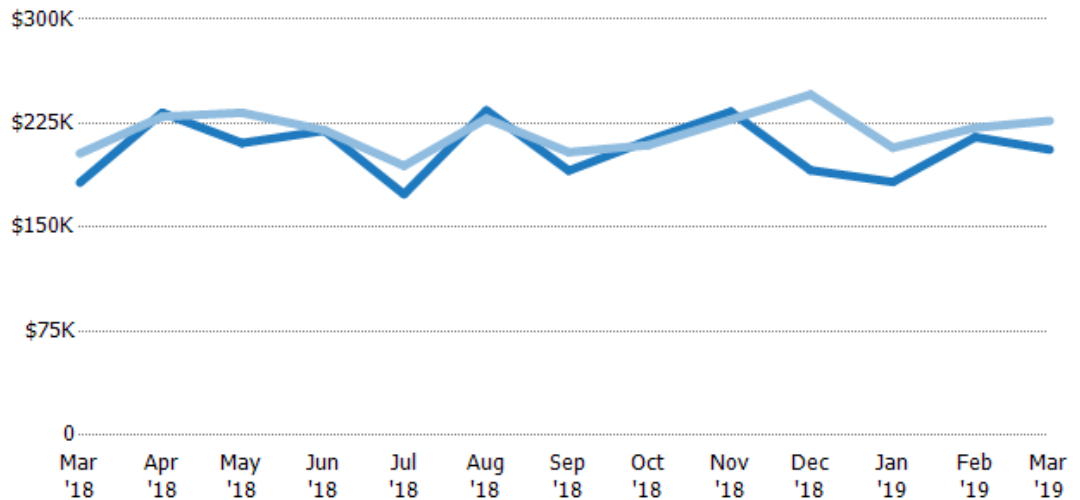
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$179K	\$239K	\$199K	\$222K	\$216K	\$217K	\$189K	\$198K	\$225K	\$260K	\$189K	\$189K	\$209K
Median Sales Price	\$183K	\$234K	\$205K	\$215K	\$202K	\$210K	\$186K	\$197K	\$224K	\$247K	\$185K	\$189K	\$206K
Med Sales Price as a % of Med List Price	102%	98%	103%	97%	94%	97%	98%	100%	100%	95%	98%	100%	98%

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



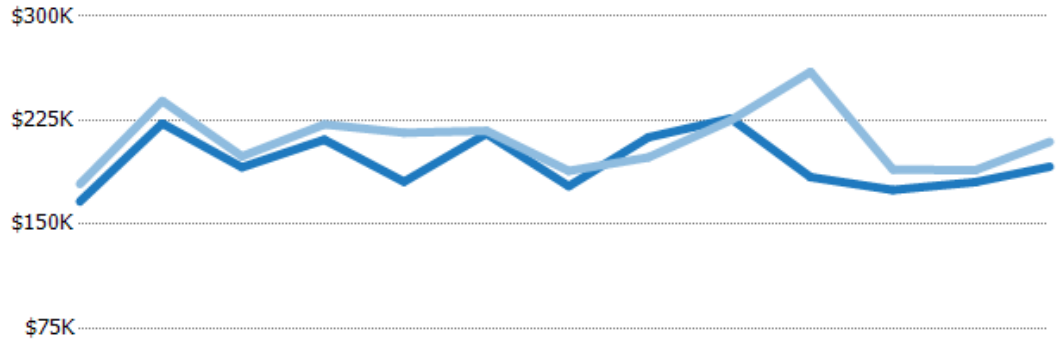
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$182K	\$233K	\$211K	\$220K	\$174K	\$234K	\$191K	\$213K	\$233K	\$191K	\$183K	\$215K	\$206K
Avg Sales Price	\$203K	\$230K	\$233K	\$220K	\$194K	\$228K	\$204K	\$209K	\$228K	\$246K	\$207K	\$222K	\$227K
Avg Sales Price as a % of Avg Est Value	112%	99%	110%	100%	112%	97%	107%	98%	98%	129%	114%	103%	110%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$166K	\$223K	\$191K	\$211K	\$181K	\$215K	\$177K	\$213K	\$226K	\$184K	\$175K	\$180K	\$191K
Median Sales Price	\$179K	\$239K	\$199K	\$222K	\$216K	\$217K	\$189K	\$198K	\$225K	\$260K	\$189K	\$189K	\$209K
Med Sales Price as a % of Med Est Value	108%	107%	104%	105%	120%	101%	106%	93%	99%	141%	108%	105%	109%