

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	99	106	-6.6%	309	344	-10.2%
New Listing Volume	\$24,235,525	\$26,139,284	-7.3%	\$75,860,032	\$81,432,387	-6.8%
Active Listing Count	253	315	-19.7%	N/A	N/A	
Active Listing Volume	\$65,223,335	\$76,376,904	-14.6%	N/A	N/A	
Average Listing Price	\$257,800	\$242,466	+6.3%	\$253,570	\$236,033	+7.4%
Median Listing Price	\$247,900	\$229,900	+7.8%	\$244,517	\$230,559	+6.1%
Median Days in RPR	92	86	+7%	142.63	134.56	+6%
Months of Inventory	6.7	8.1	-17.6%	7.5	8.5	-12.5%
Absorption Rate	15.02%	12.38%	+2.6%	13.41%	11.73%	+1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	89	60	+48.3%	273	246	+11%
New Pending Sales Volume	\$20,689,048	\$14,323,842	+44.4%	\$63,959,996	\$53,882,076	+18.7%
Pending Sales Count	135	102	+32.4%	N/A	N/A	
Pending Sales Volume	\$33,120,344	\$23,374,142	+41.7%	N/A	N/A	
Closed Sales Count	50	49	+2%	168	180	-6.7%
Closed Sales Volume	\$10,728,264	\$11,163,634	-3.9%	\$36,797,407	\$38,326,457	-4%
Average Sales Price	\$214,565	\$227,829	-5.8%	\$219,032	\$212,925	+2.9%
Median Sales Price	\$228,500	\$205,000	+11.5%	\$211,885	\$198,267	+6.9%

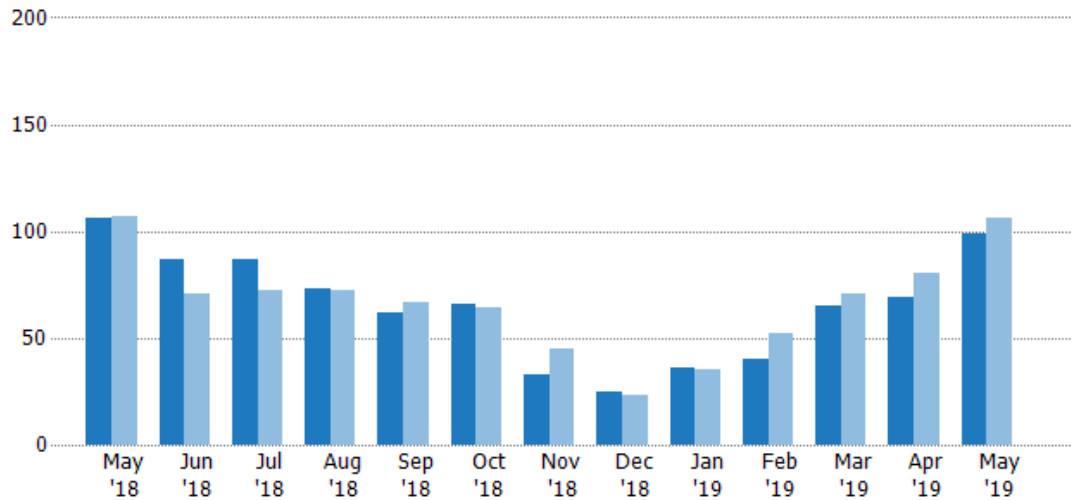
New Listings

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.
May '19	99	-6.6%
May '18	106	-0.9%
May '17	107	-4.7%



Current Year	106	87	87	73	62	66	33	25	36	40	65	69	99
Prior Year	107	71	72	72	67	64	45	23	35	52	71	80	106
Percent Change from Prior Year	-1%	23%	21%	1%	-7%	3%	-27%	9%	3%	-23%	-8%	-14%	-7%

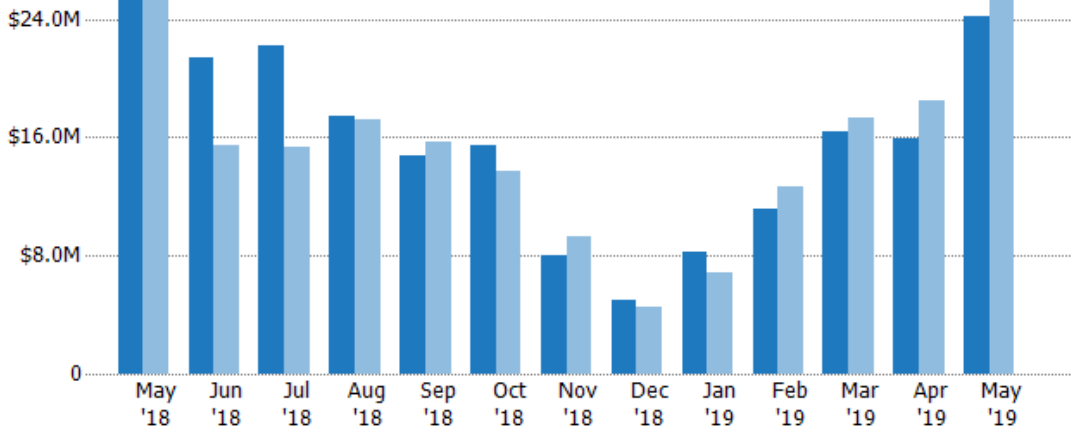
New Listing Volume

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.
May '19	\$24.2M	-7.3%
May '18	\$26.1M	-3.3%
May '17	\$27M	-13%



Current Year	\$26.1M	\$21.4M	\$22.2M	\$17.4M	\$14.7M	\$15.4M	\$8.05M	\$4.99M	\$8.24M	\$11.1M	\$16.4M	\$15.9M	\$24.2M
Prior Year	\$27M	\$15.5M	\$15.3M	\$17.2M	\$15.6M	\$13.7M	\$9.32M	\$4.54M	\$6.82M	\$12.7M	\$17.3M	\$18.4M	\$26.1M
Percent Change from Prior Year	-3%	38%	45%	1%	-6%	12%	-14%	10%	21%	-12%	-6%	-14%	-7%

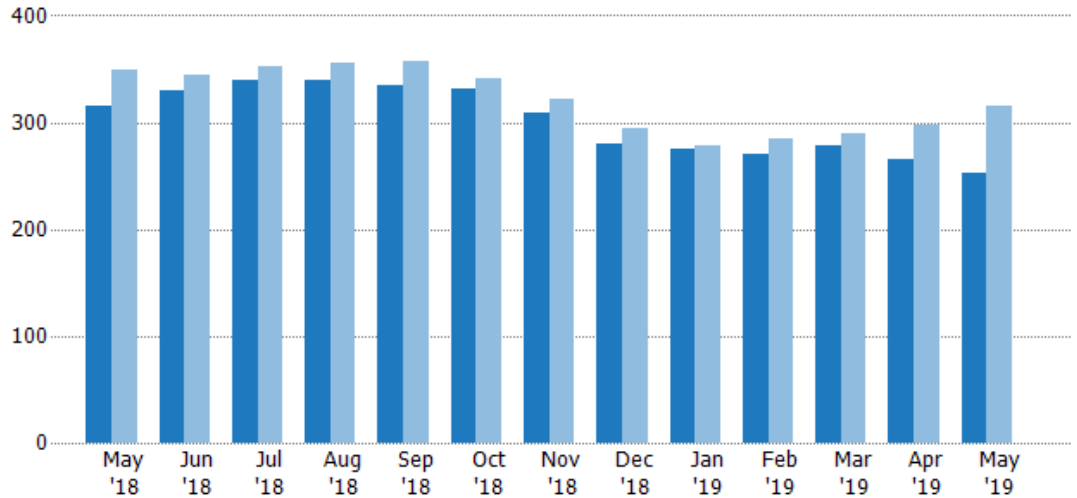
Active Listings

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.
May '19	253	-19.7%
May '18	315	-9.7%
May '17	349	8%



Current Year	315	330	340	340	335	331	309	280	275	270	278	266	253
Prior Year	349	345	352	355	358	341	322	294	278	285	290	298	315
Percent Change from Prior Year	-10%	-4%	-3%	-4%	-6%	-3%	-4%	-5%	-1%	-5%	-4%	-11%	-20%

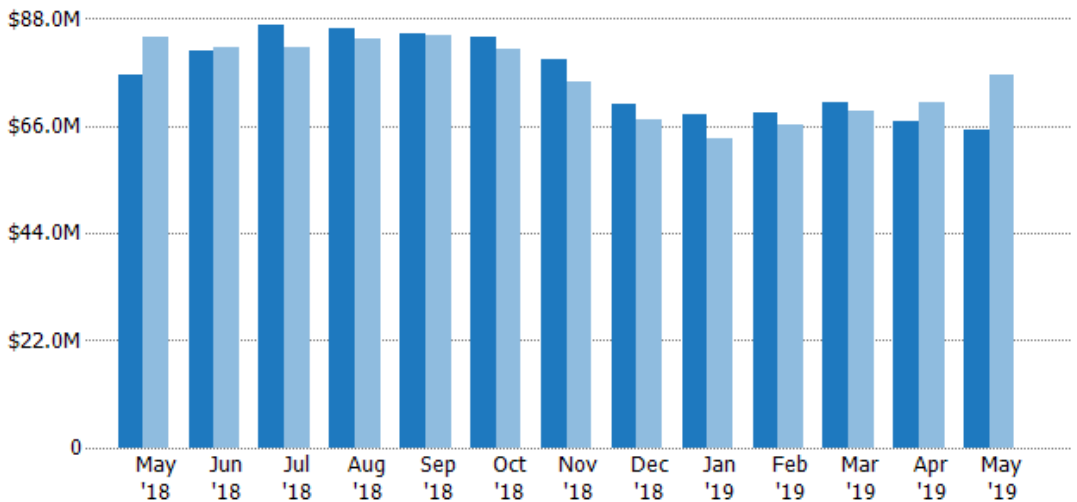
Active Listing Volume

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.
May '19	\$65.2M	-14.6%
May '18	\$76.4M	-9.3%
May '17	\$84.2M	3.2%



Current Year	\$76.4M	\$81.4M	\$86.9M	\$86.1M	\$84.9M	\$84.4M	\$79.7M	\$70.4M	\$68.3M	\$68.8M	\$70.9M	\$67.1M	\$65.2M
Prior Year	\$84.2M	\$82.2M	\$82.3M	\$83.9M	\$84.6M	\$81.7M	\$74.9M	\$67.3M	\$63.5M	\$66.2M	\$69M	\$71M	\$76.4M
Percent Change from Prior Year	-9%	-1%	6%	3%	0%	3%	6%	5%	8%	4%	3%	-5%	-15%

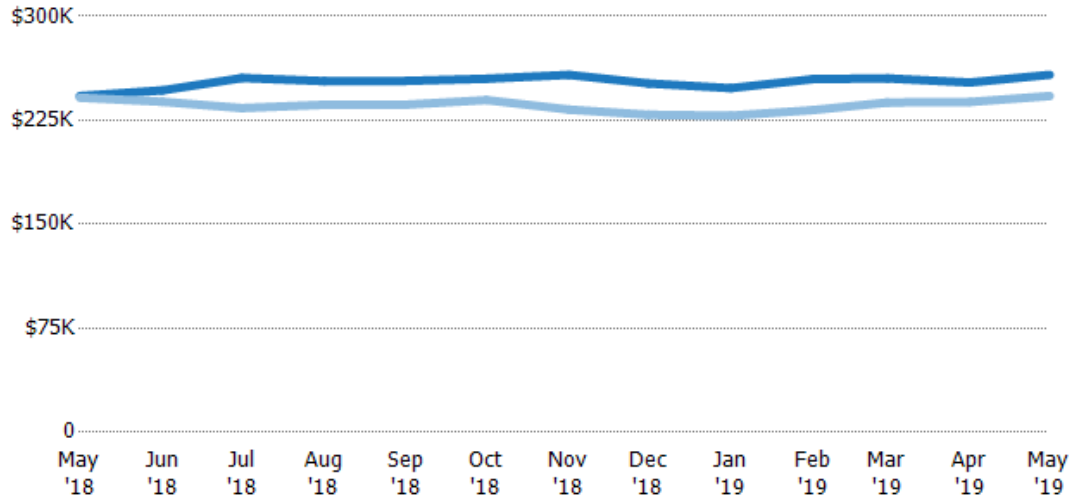
Average Listing Price

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.
May '19	\$258K	6.3%
May '18	\$242K	0.5%
May '17	\$241K	-4.5%



Current Year	\$242K	\$247K	\$256K	\$253K	\$253K	\$255K	\$258K	\$252K	\$248K	\$255K	\$255K	\$252K	\$258K
Prior Year	\$241K	\$238K	\$234K	\$236K	\$236K	\$240K	\$233K	\$229K	\$228K	\$232K	\$238K	\$238K	\$242K
Percent Change from Prior Year	0%	3%	9%	7%	7%	6%	11%	10%	9%	10%	7%	6%	6%

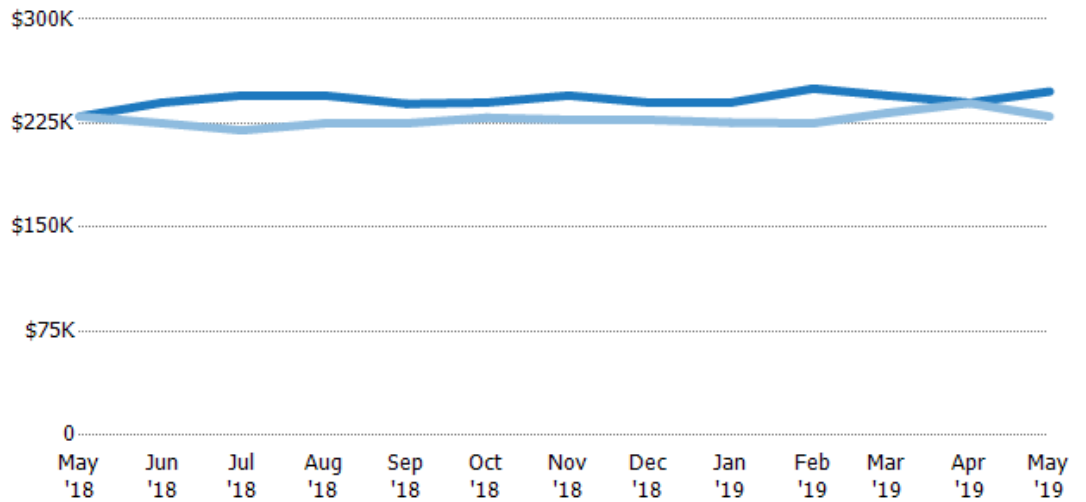
Median Listing Price

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.
May '19	\$248K	7.8%
May '18	\$230K	0%
May '17	\$230K	-6.5%



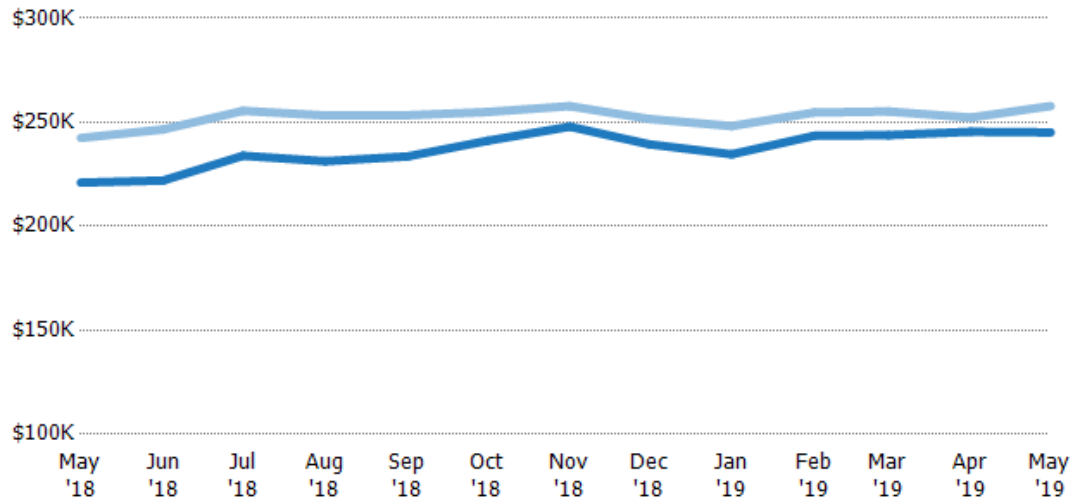
Current Year	\$230K	\$240K	\$245K	\$245K	\$239K	\$240K	\$245K	\$240K	\$240K	\$250K	\$245K	\$240K	\$248K
Prior Year	\$230K	\$225K	\$220K	\$225K	\$225K	\$229K	\$228K	\$228K	\$226K	\$225K	\$232K	\$239K	\$230K
Percent Change from Prior Year	0%	7%	11%	9%	6%	5%	8%	5%	6%	11%	5%	0%	8%

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

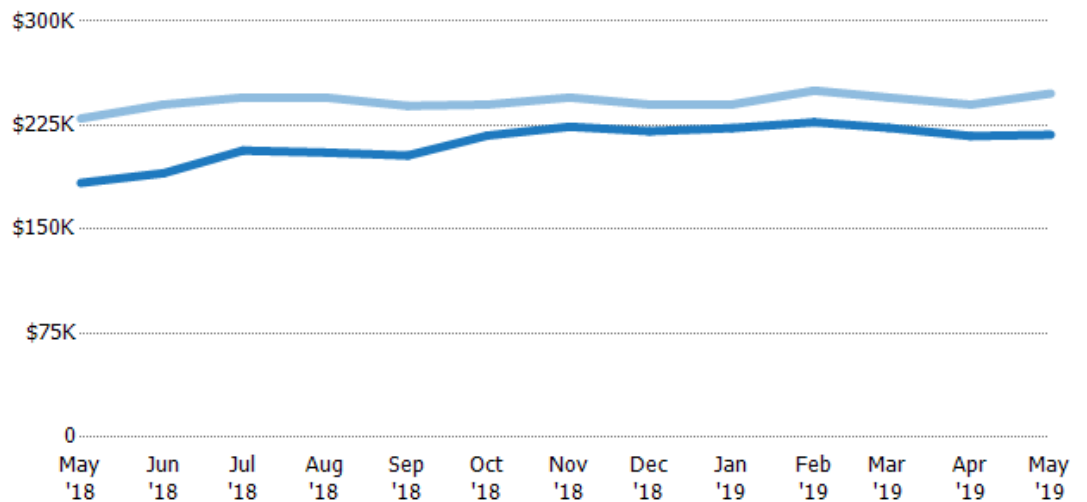


Median Listing Price vs Median Est Value

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



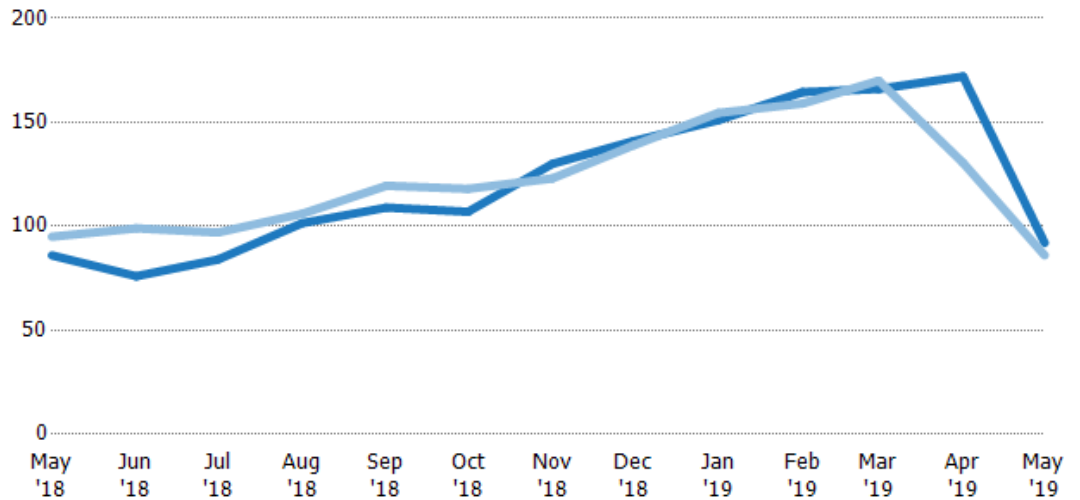
Median Days in RPR

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.
May '19	92	7%
May '18	86	-9.5%
May '17	95	15.8%



Current Year	86	76	84	102	109	107	130	141	151	165	166	172	92
Prior Year	95	99	97	106	120	118	123	139	155	159	170	131	86
Percent Change from Prior Year	-9%	-23%	-13%	-4%	-9%	-9%	6%	1%	-2%	3%	-2%	32%	7%

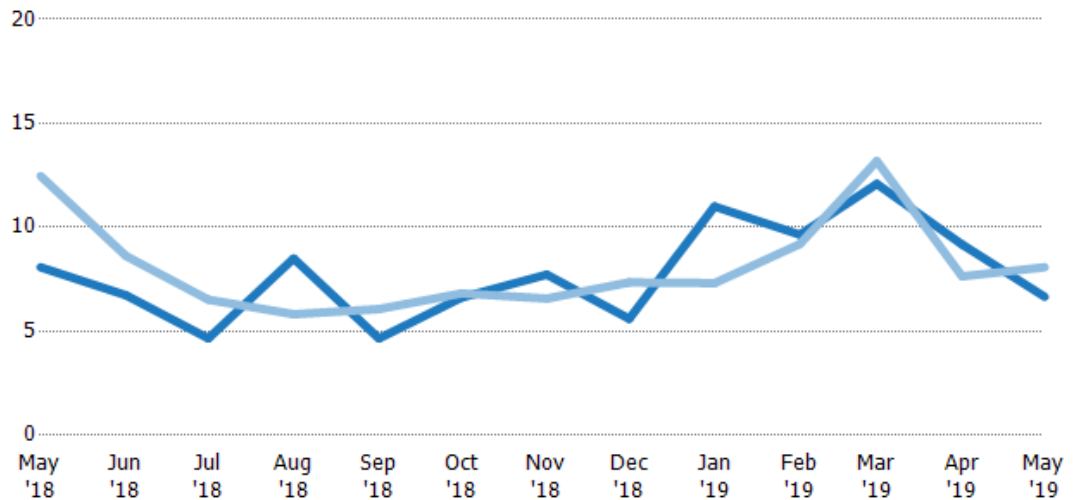
Months of Inventory

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.
May '19	6.66	-17.6%
May '18	8.08	-35.2%
May '17	12.5	0.8%



Current Year	8.08	6.73	4.66	8.5	4.65	6.62	7.73	5.6	11	9.64	12.1	9.17	6.66
Prior Year	12.5	8.63	6.52	5.82	6.07	6.82	6.57	7.35	7.32	9.19	13.2	7.64	8.08
Percent Change from Prior Year	-35%	-22%	-29%	46%	-23%	-3%	18%	-24%	50%	5%	-8%	20%	-18%

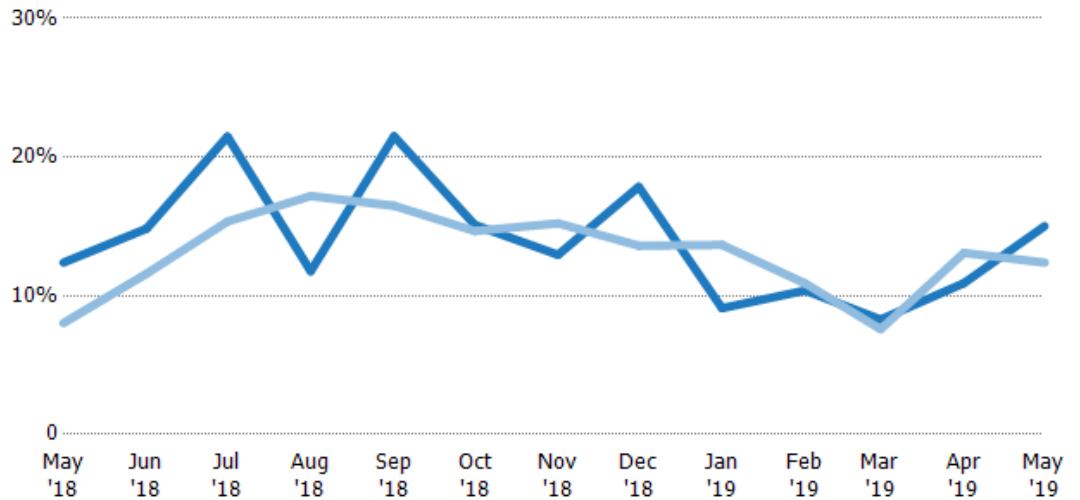
Absorption Rate

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.
May '19	15%	-2.6%
May '18	12%	-4.4%
May '17	8%	-0.9%



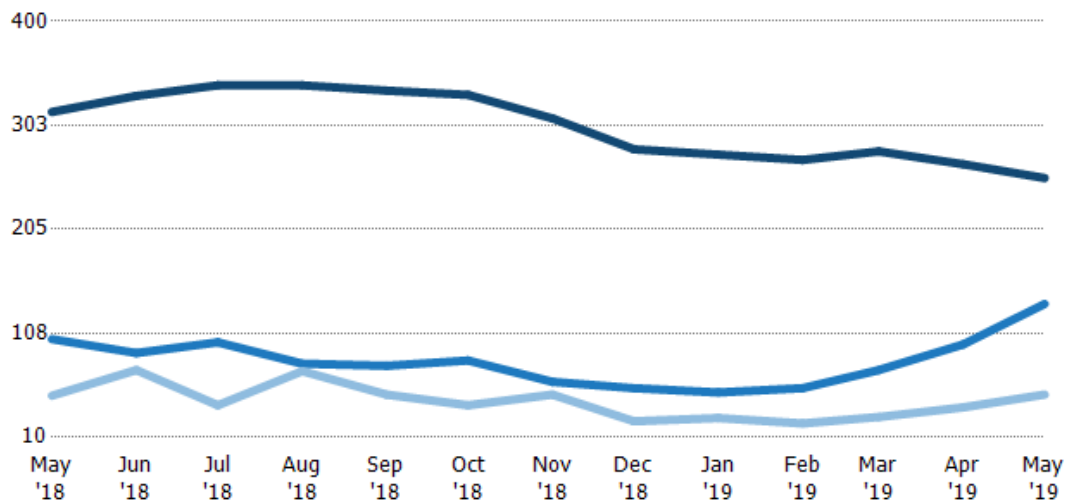
Current Year	12%	15%	21%	12%	21%	15%	13%	18%	9%	10%	8%	11%	15%
Prior Year	8%	12%	15%	17%	16%	15%	15%	14%	14%	11%	8%	13%	12%
Change from Prior Year	-4%	-3%	-6%	5%	-5%	0%	2%	-4%	5%	1%	-1%	2%	-3%

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	315	330	340	340	335	331	309	280	275	270	278	266	253
Pending	102	89	99	79	77	82	62	56	52	56	73	97	135
Sold	49	73	40	72	50	40	50	25	28	23	29	38	50

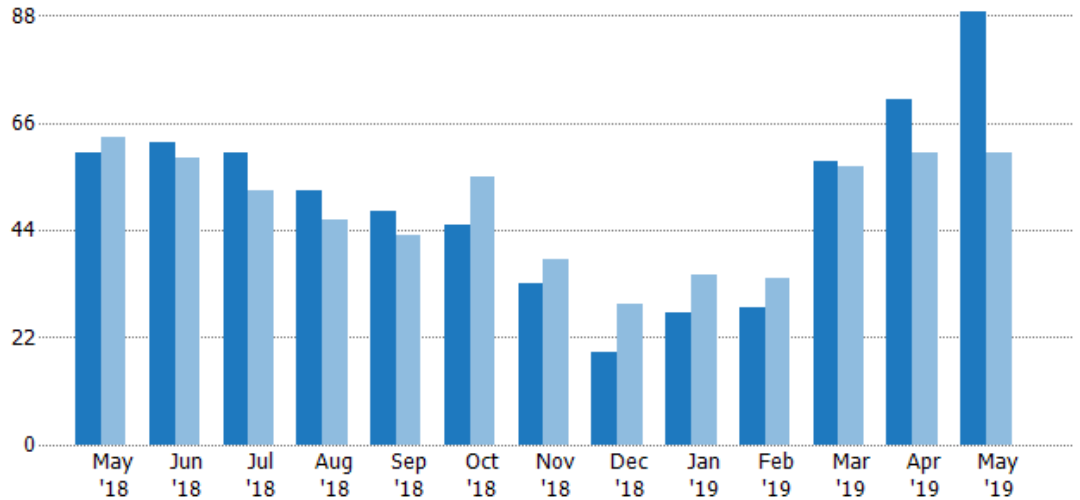
New Pending Sales

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.
May '19	89	48.3%
May '18	60	-4.8%
May '17	63	17.5%



Current Year	60	62	60	52	48	45	33	19	27	28	58	71	89
Prior Year	63	59	52	46	43	55	38	29	35	34	57	60	60
Percent Change from Prior Year	-5%	5%	15%	13%	12%	-18%	-13%	-34%	-23%	-18%	2%	18%	48%

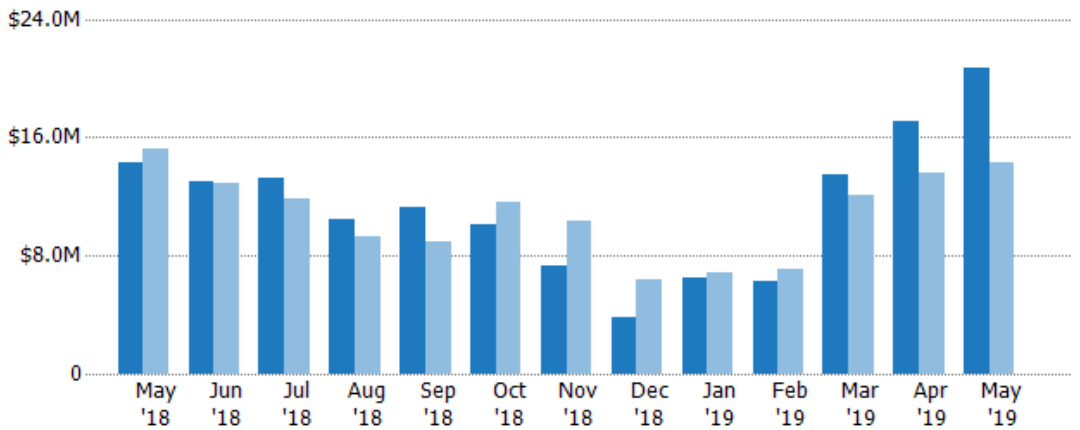
New Pending Sales Volume

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.
May '19	\$20.7M	44.4%
May '18	\$14.3M	-5.6%
May '17	\$15.2M	3.4%



Current Year	\$14.3M	\$13M	\$13.2M	\$10.5M	\$11.3M	\$10.1M	\$7.33M	\$3.87M	\$6.45M	\$6.25M	\$13.5M	\$17.1M	\$20.7M
Prior Year	\$15.2M	\$12.9M	\$11.9M	\$9.29M	\$8.97M	\$11.6M	\$10.3M	\$6.43M	\$6.8M	\$7.06M	\$12.1M	\$13.6M	\$14.3M
Percent Change from Prior Year	-6%	1%	12%	13%	26%	-13%	-29%	-40%	-5%	-12%	11%	26%	44%

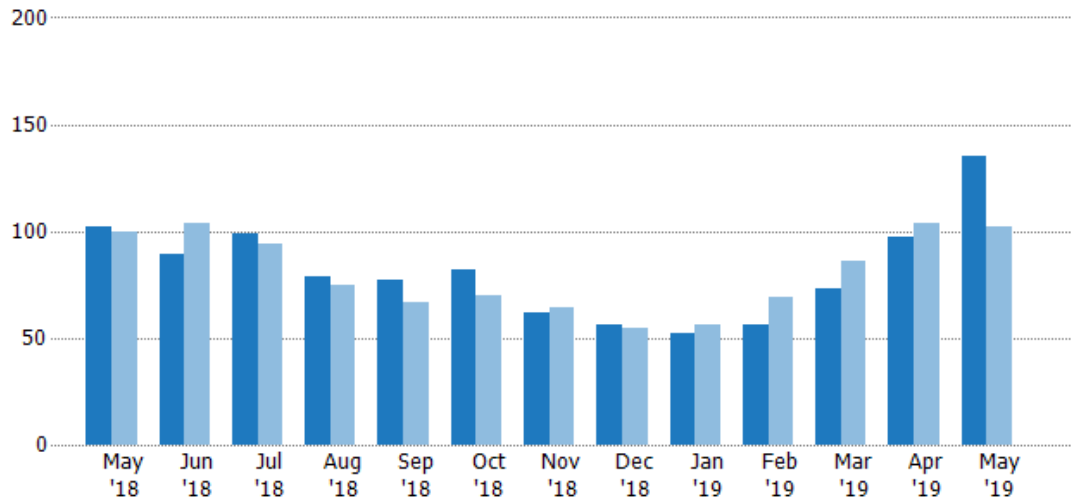
Pending Sales

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.
May '19	135	32.4%
May '18	102	2%
May '17	100	29%



Current Year	102	89	99	79	77	82	62	56	52	56	73	97	135
Prior Year	100	104	94	75	67	70	64	55	56	69	86	104	102
Percent Change from Prior Year	2%	-14%	5%	5%	15%	17%	-3%	2%	-7%	-19%	-15%	-7%	32%

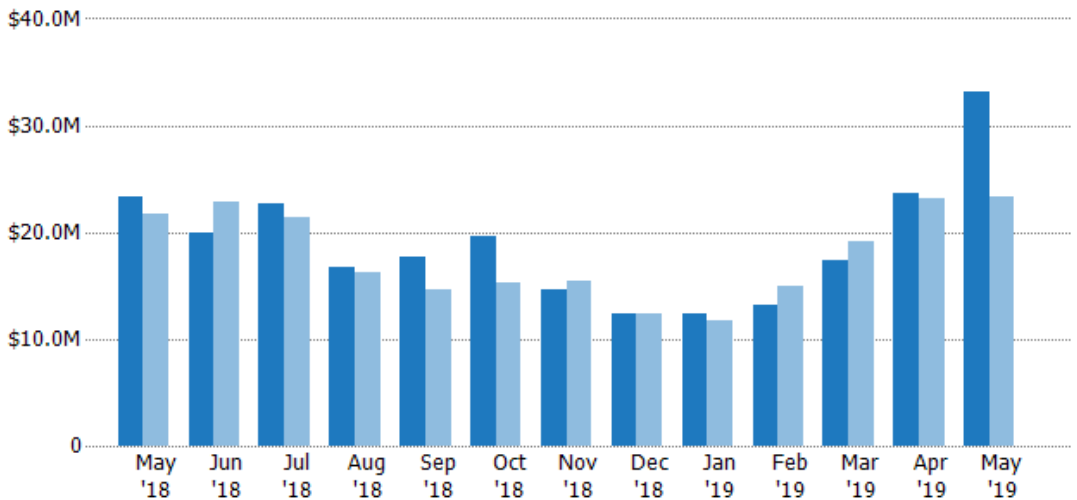
Pending Sales Volume

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.
May '19	\$33.1M	41.7%
May '18	\$23.4M	7.4%
May '17	\$21.8M	30%



Current Year	\$23.4M	\$19.9M	\$22.7M	\$16.7M	\$17.7M	\$19.6M	\$14.6M	\$12.3M	\$12.4M	\$13.2M	\$17.4M	\$23.6M	\$33.1M
Prior Year	\$21.8M	\$22.9M	\$21.4M	\$16.2M	\$14.6M	\$15.3M	\$15.5M	\$12.4M	\$11.8M	\$15M	\$19.1M	\$23.1M	\$23.4M
Percent Change from Prior Year	7%	-13%	7%	3%	21%	28%	-6%	-1%	5%	-12%	-9%	2%	42%

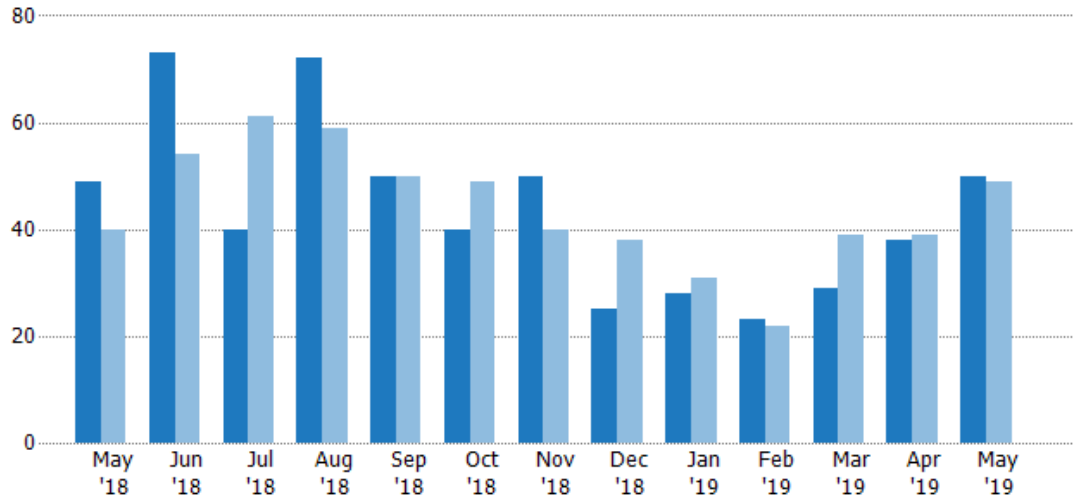
Closed Sales

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.
May '19	50	2%
May '18	49	22.5%
May '17	40	25%



Current Year	49	73	40	72	50	40	50	25	28	23	29	38	50
Prior Year	40	54	61	59	50	49	40	38	31	22	39	39	49
Percent Change from Prior Year	23%	35%	-34%	22%	0%	-18%	25%	-34%	-10%	5%	-26%	-3%	2%

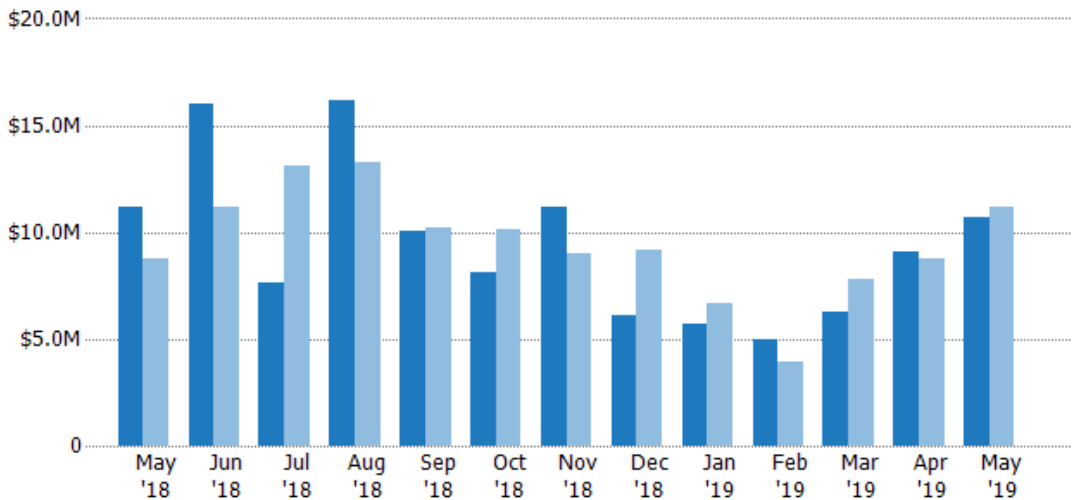
Closed Sales Volume

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.
May '19	\$10.7M	-3.9%
May '18	\$11.2M	27.3%
May '17	\$8.77M	11.1%



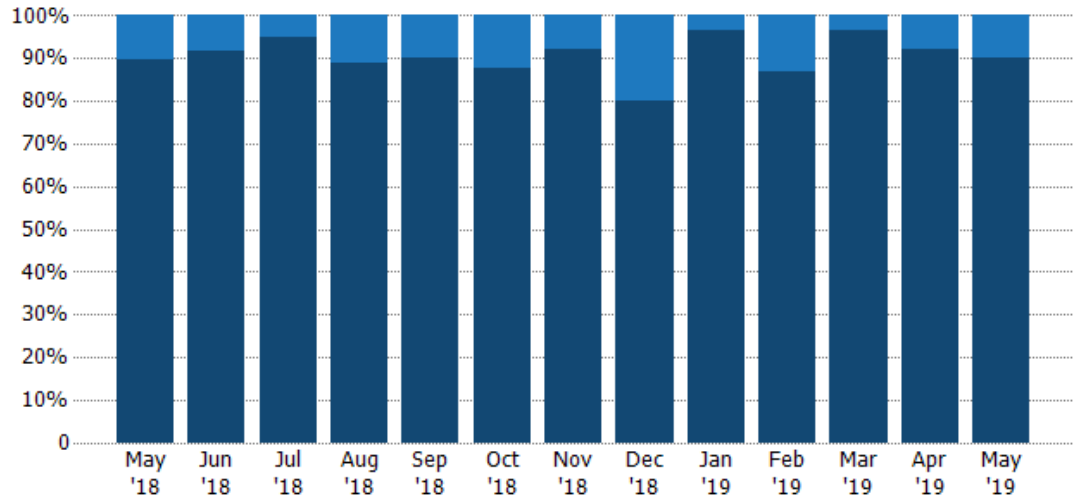
Current Year	\$11.2M	\$16M	\$7.62M	\$16.1M	\$10.1M	\$8.12M	\$11.2M	\$6.07M	\$5.7M	\$4.96M	\$6.29M	\$9.11M	\$10.7M
Prior Year	\$8.77M	\$11.1M	\$13.1M	\$13.3M	\$10.2M	\$10.1M	\$8.99M	\$9.18M	\$6.68M	\$3.9M	\$7.79M	\$8.79M	\$11.2M
Percent Change from Prior Year	27%	44%	-42%	21%	-1%	-20%	24%	-34%	-15%	27%	-19%	4%	-4%

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



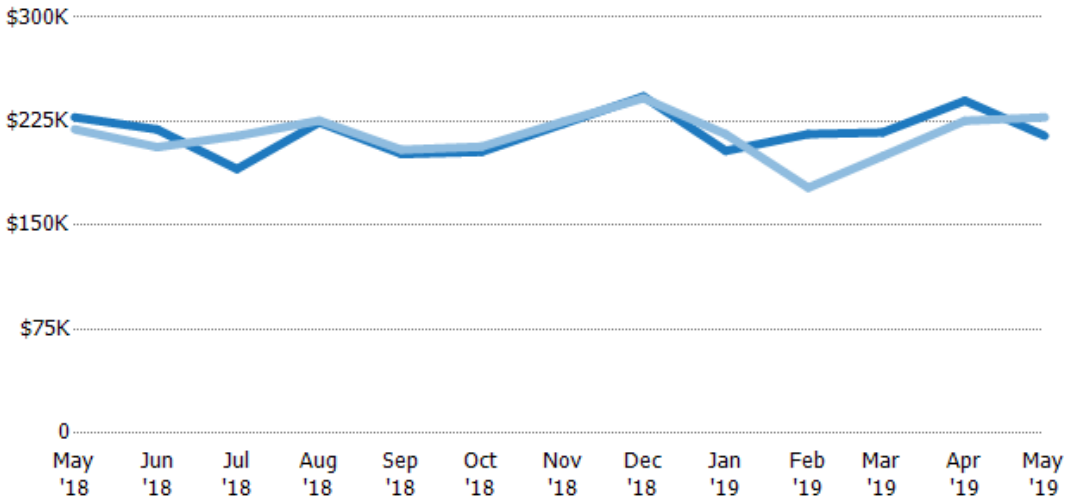
Condo/Townhouse	10%	8%	5%	11%	10%	13%	8%	20%	4%	13%	3%	8%	10%
Single Family Residence	90%	92%	95%	89%	90%	88%	92%	80%	96%	87%	97%	92%	90%

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	\$228K	\$219K	\$191K	\$224K	\$201K	\$203K	\$223K	\$243K	\$204K	\$216K	\$217K	\$240K	\$215K
Prior Year	\$219K	\$206K	\$214K	\$225K	\$204K	\$207K	\$225K	\$242K	\$216K	\$177K	\$200K	\$225K	\$228K
Percent Change from Prior Year	4%	6%	-11%	-1%	-1%	-2%	-1%	1%	-6%	22%	9%	6%	-6%

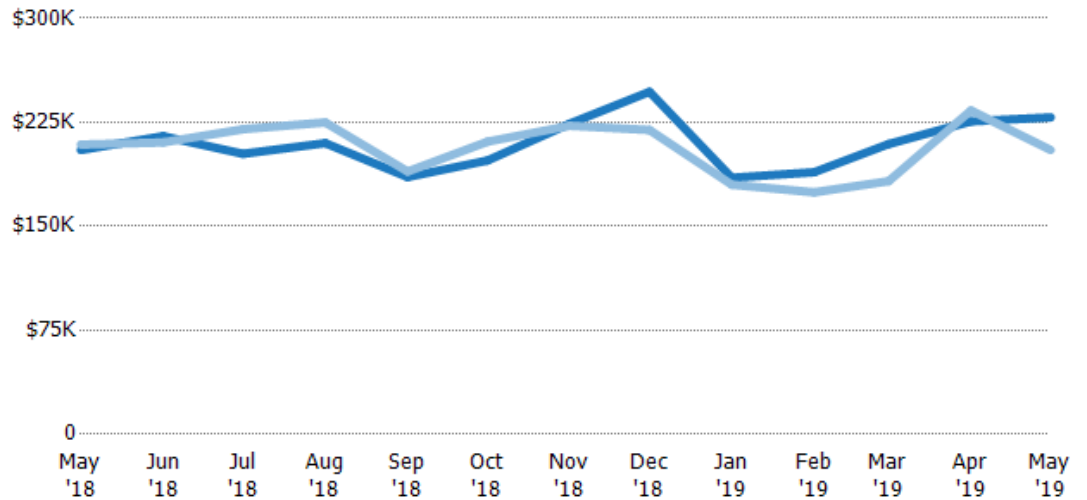
Median Sales Price

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.
May '19	\$229K	11.5%
May '18	\$205K	-1.9%
May '17	\$209K	-8.5%



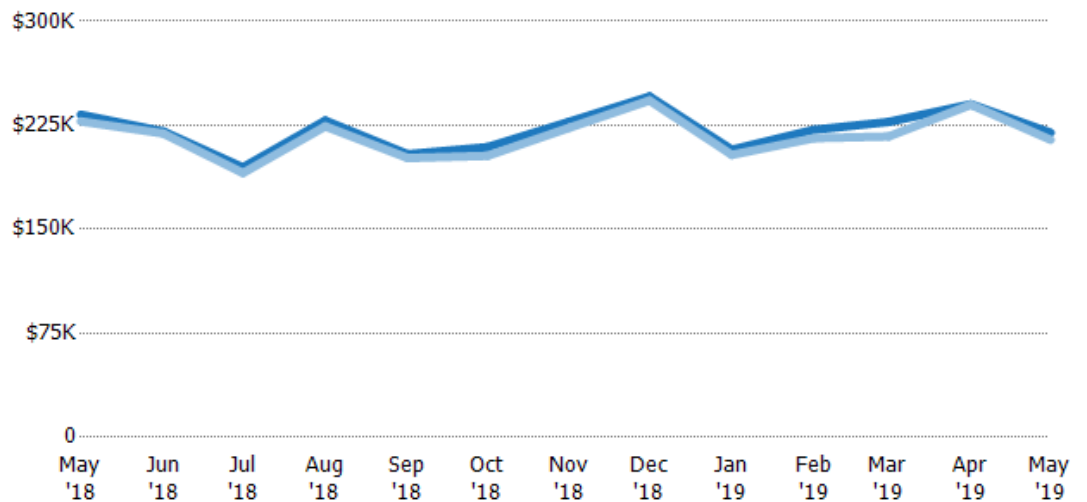
Current Year	\$205K	\$215K	\$202K	\$210K	\$186K	\$197K	\$224K	\$247K	\$185K	\$189K	\$209K	\$226K	\$229K
Prior Year	\$209K	\$211K	\$220K	\$225K	\$190K	\$211K	\$223K	\$219K	\$180K	\$175K	\$183K	\$234K	\$205K
Percent Change from Prior Year	-2%	2%	-8%	-7%	-2%	-6%	1%	13%	3%	8%	15%	-3%	11%

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



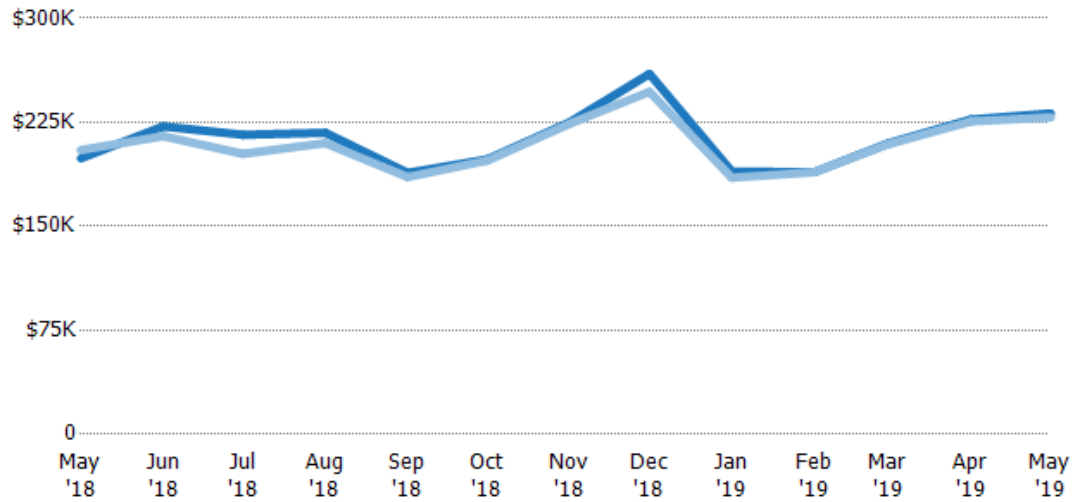
Avg List Price	\$233K	\$221K	\$195K	\$228K	\$204K	\$209K	\$228K	\$246K	\$207K	\$222K	\$227K	\$240K	\$220K
Avg Sales Price	\$228K	\$219K	\$191K	\$224K	\$201K	\$203K	\$223K	\$243K	\$204K	\$216K	\$217K	\$240K	\$215K
Avg Sales Price as a % of Avg List Price	98%	99%	98%	98%	99%	97%	98%	99%	98%	97%	95%	100%	98%

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



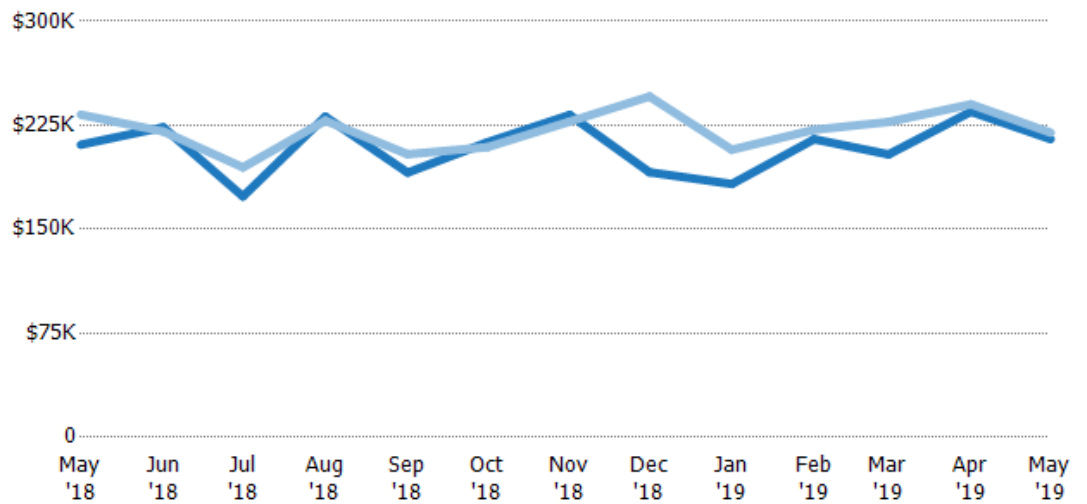
Median List Price	\$199K	\$222K	\$216K	\$217K	\$189K	\$198K	\$225K	\$260K	\$189K	\$189K	\$210K	\$227K	\$231K
Median Sales Price	\$205K	\$215K	\$202K	\$210K	\$186K	\$197K	\$224K	\$247K	\$185K	\$189K	\$209K	\$226K	\$229K
Med Sales Price as a % of Med List Price	103%	97%	94%	97%	98%	100%	100%	95%	98%	100%	100%	99%	99%

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



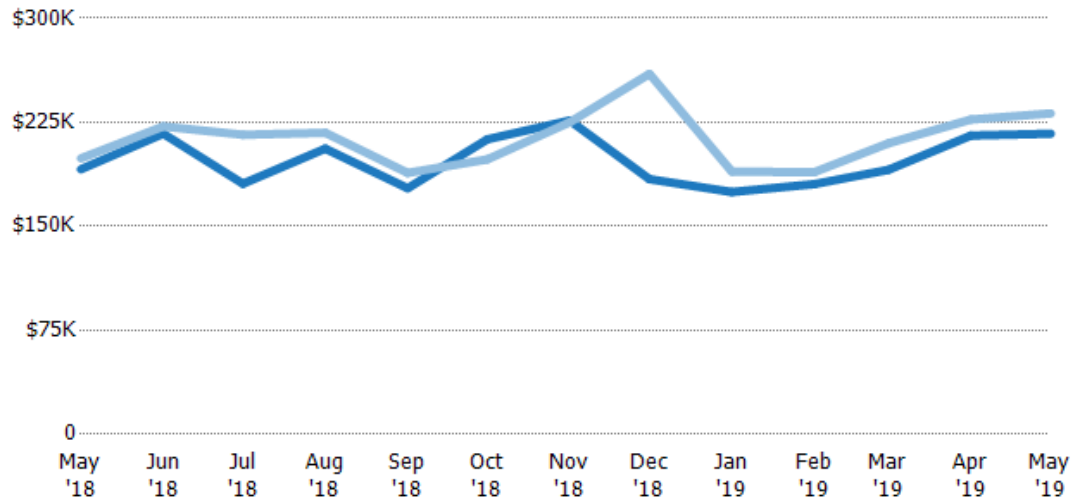
Avg Est Value	\$211K	\$224K	\$174K	\$231K	\$191K	\$213K	\$232K	\$191K	\$183K	\$215K	\$204K	\$235K	\$215K
Avg Sales Price	\$233K	\$221K	\$195K	\$228K	\$204K	\$209K	\$228K	\$246K	\$207K	\$222K	\$227K	\$240K	\$220K
Avg Sales Price as a % of Avg Est Value	110%	99%	112%	99%	107%	98%	98%	129%	114%	103%	111%	102%	102%

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	\$191K	\$217K	\$181K	\$206K	\$177K	\$213K	\$226K	\$184K	\$175K	\$180K	\$191K	\$215K	\$217K
Median Sales Price	\$199K	\$222K	\$216K	\$217K	\$189K	\$198K	\$225K	\$260K	\$189K	\$189K	\$210K	\$227K	\$231K
Med Sales Price as a % of Med Est Value	104%	102%	120%	106%	106%	93%	99%	141%	108%	105%	110%	105%	107%