

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	99	86	+15.1%	404	434	-6.9%
New Listing Volume	\$24,558,694	\$20,513,596	+19.7%	\$98,890,287	\$102,996,483	-4%
Active Listing Count	278	333	-16.5%	N/A	N/A	
Active Listing Volume	\$70,854,381	\$81,481,332	-13%	N/A	N/A	
Average Listing Price	\$254,872	\$244,689	+4.2%	\$251,973	\$236,877	+6.4%
Median Listing Price	\$239,900	\$239,000	+0.4%	\$243,318	\$230,905	+5.4%
Median Days in RPR	83	77	+7.8%	130.57	114.57	+14%
Months of Inventory	5.5	6.8	-19.8%	6.6	8.2	-19.7%
Absorption Rate	18.35%	14.71%	+3.6%	15.13%	12.15%	+3%
Sales Activity Charts Metrics						
New Pending Sales Count	85	62	+37.1%	355	307	+15.6%
New Pending Sales Volume	\$19,433,509	\$13,041,568	+49%	\$83,062,005	\$66,788,644	+24.4%
Pending Sales Count	135	89	+51.7%	N/A	N/A	
Pending Sales Volume	\$32,531,054	\$19,859,773	+63.8%	N/A	N/A	
Closed Sales Count	59	72	-18.1%	227	252	-9.9%
Closed Sales Volume	\$14,503,017	\$15,843,752	-8.5%	\$51,647,324	\$53,926,309	-4.2%
Average Sales Price	\$245,814	\$220,052	+11.7%	\$227,521	\$213,993	+6.3%
Median Sales Price	\$239,900	\$218,500	+9.8%	\$219,406	\$203,258	+7.9%

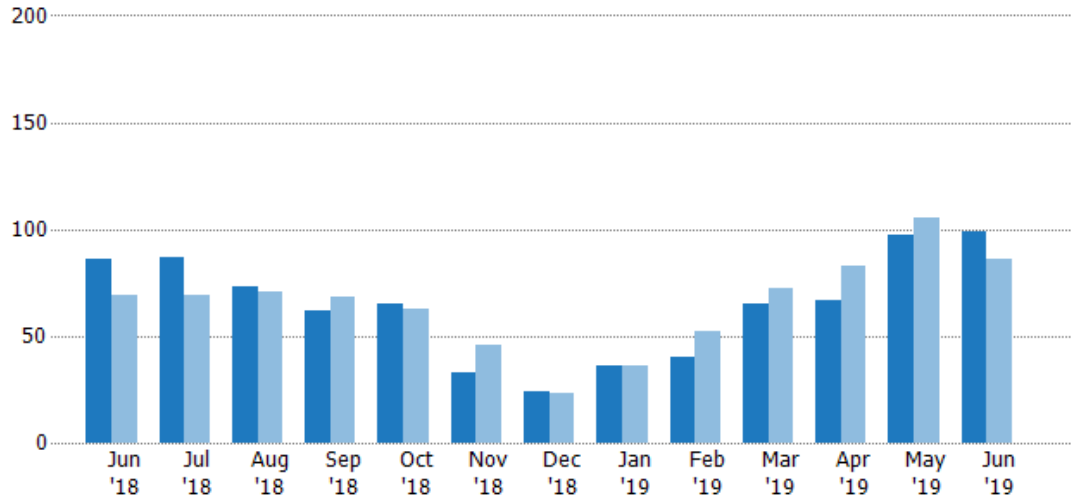
New Listings

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.
Jun '19	99	15.1%
Jun '18	86	24.6%
Jun '17	69	10.1%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	86	87	73	62	65	33	24	36	40	65	67	97	99
Prior Year	69	69	71	68	63	46	23	36	52	72	83	105	86
Percent Change from Prior Year	25%	26%	3%	-9%	3%	-28%	4%	0%	-23%	-10%	-19%	-8%	15%

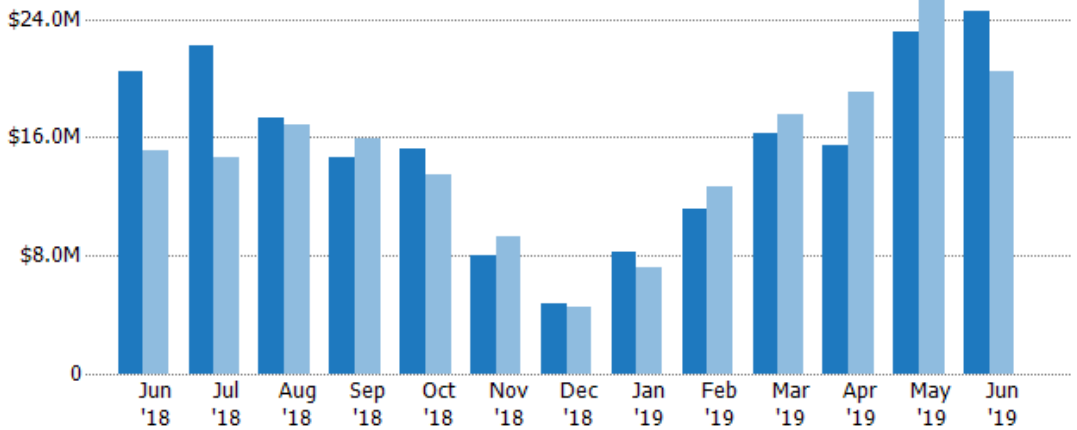
New Listing Volume

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.
Jun '19	\$24.6M	19.7%
Jun '18	\$20.5M	35.4%
Jun '17	\$15.2M	8.2%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$20.5M	\$22.2M	\$17.3M	\$14.7M	\$15.2M	\$7.96M	\$4.8M	\$8.21M	\$11.2M	\$16.3M	\$15.4M	\$23.2M	\$24.6M
Prior Year	\$15.2M	\$14.6M	\$16.9M	\$15.9M	\$13.5M	\$9.34M	\$4.54M	\$7.21M	\$12.7M	\$17.5M	\$19.1M	\$25.9M	\$20.5M
Percent Change from Prior Year	35%	52%	2%	-8%	12%	-15%	6%	14%	-12%	-7%	-19%	-11%	20%

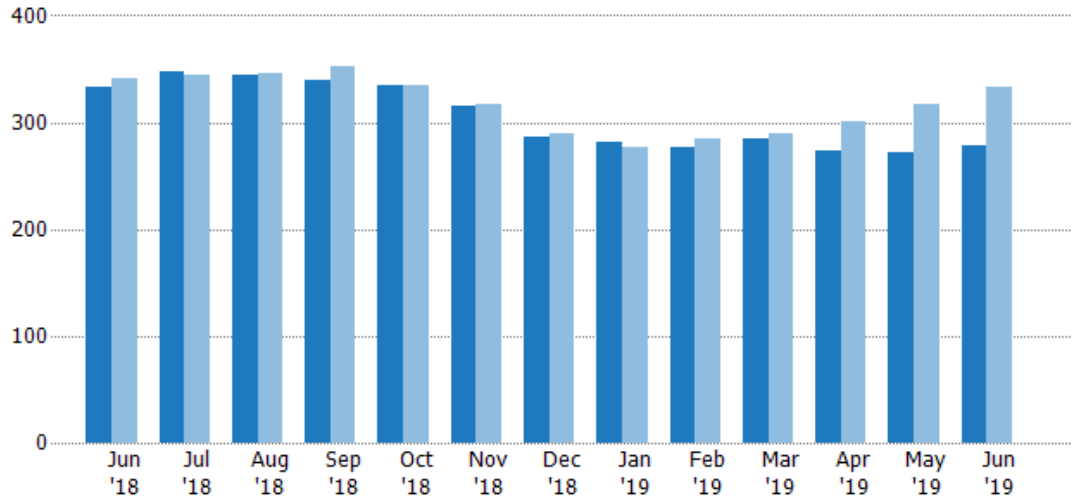
Active Listings

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.
Jun '19	278	-16.5%
Jun '18	333	-2.3%
Jun '17	341	5.3%



Current Year	333	347	344	340	334	315	287	281	277	284	274	272	278
Prior Year	341	345	346	352	334	317	290	277	285	290	301	317	333
Percent Change from Prior Year	-2%	1%	-1%	-3%	0%	-1%	-1%	1%	-3%	-2%	-9%	-14%	-17%

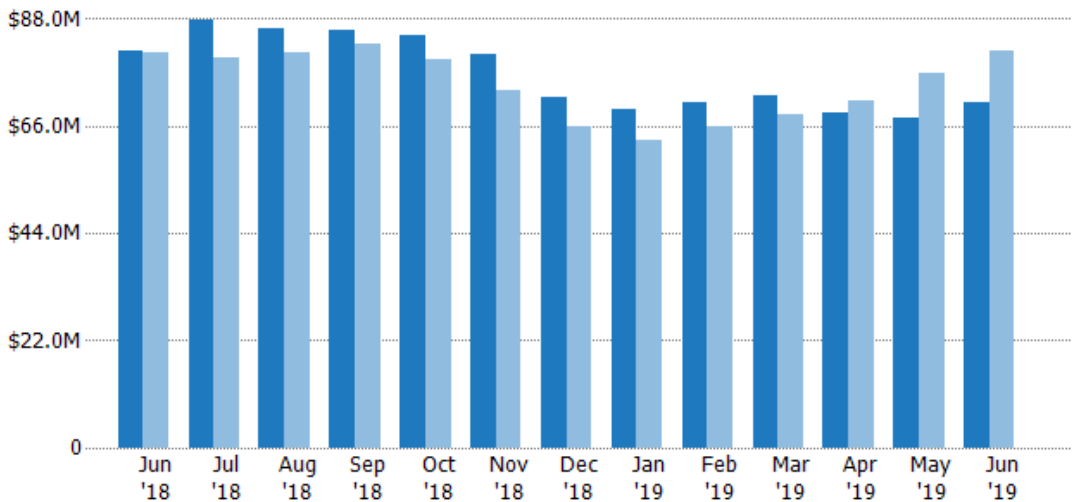
Active Listing Volume

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.
Jun '19	\$70.9M	-13%
Jun '18	\$81.5M	0.6%
Jun '17	\$81M	1.8%



Current Year	\$81.5M	\$87.8M	\$86.2M	\$85.6M	\$84.7M	\$80.9M	\$72M	\$69.6M	\$70.7M	\$72.3M	\$68.6M	\$67.7M	\$70.9M
Prior Year	\$81M	\$80.1M	\$81.3M	\$82.8M	\$79.8M	\$73.3M	\$65.9M	\$63M	\$66M	\$68.5M	\$71.4M	\$76.8M	\$81.5M
Percent Change from Prior Year	1%	10%	6%	3%	6%	10%	9%	11%	7%	6%	-4%	-12%	-13%

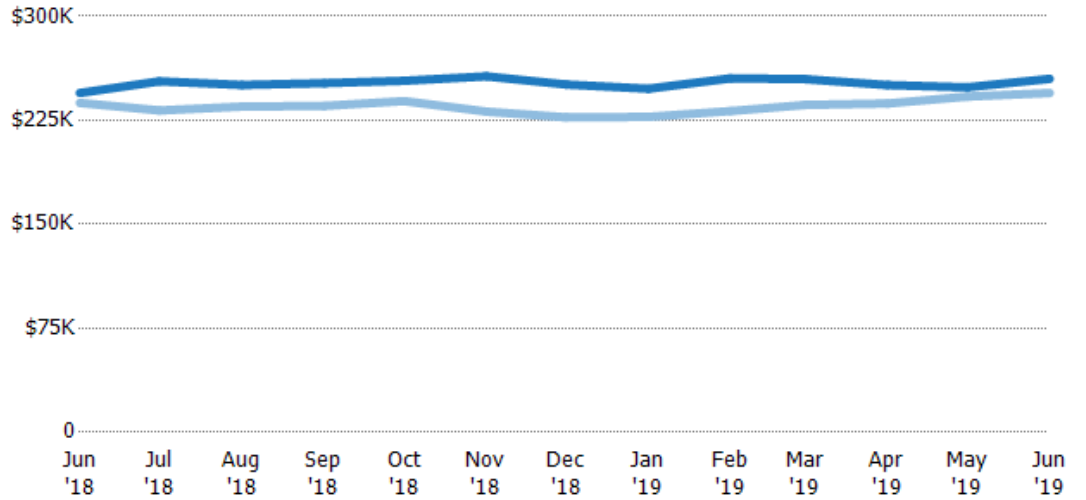
Average Listing Price

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.
Jun '19	\$255K	4.2%
Jun '18	\$245K	3%
Jun '17	\$238K	-3.3%



Current Year	\$245K	\$253K	\$250K	\$252K	\$254K	\$257K	\$251K	\$248K	\$255K	\$255K	\$250K	\$249K	\$255K
Prior Year	\$238K	\$232K	\$235K	\$235K	\$239K	\$231K	\$227K	\$227K	\$232K	\$236K	\$237K	\$242K	\$245K
Percent Change from Prior Year	3%	9%	7%	7%	6%	11%	10%	9%	10%	8%	6%	3%	4%

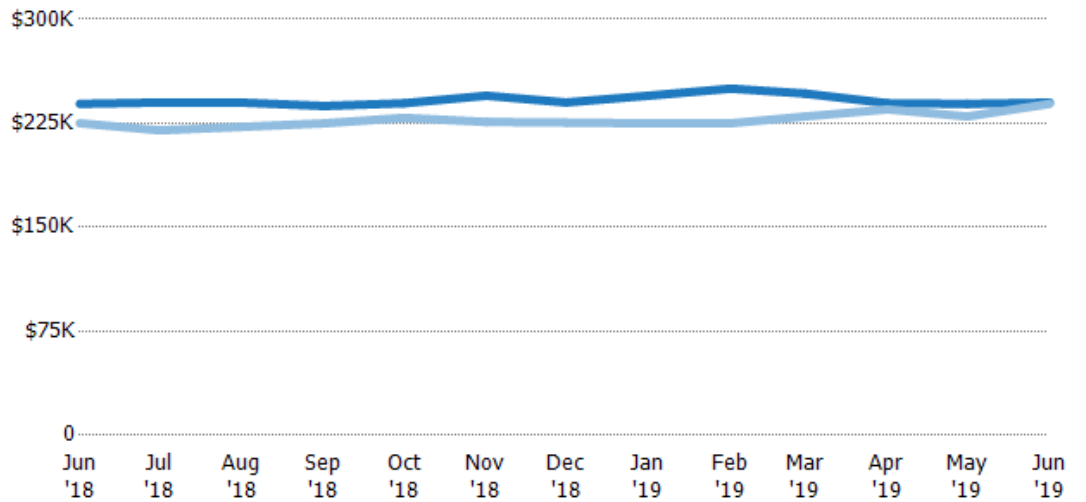
Median Listing Price

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.
Jun '19	\$240K	0.4%
Jun '18	\$239K	6.2%
Jun '17	\$225K	-2.4%



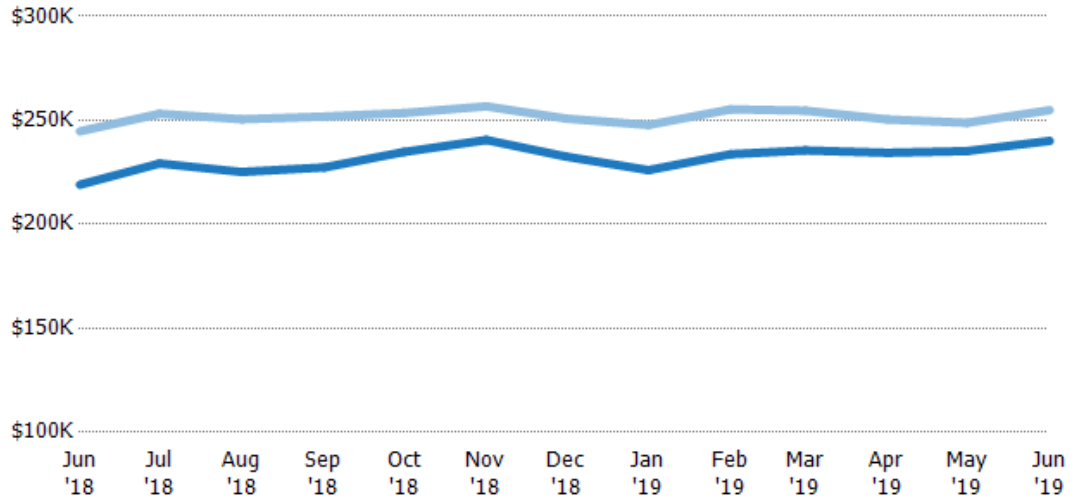
Current Year	\$239K	\$240K	\$240K	\$237K	\$239K	\$245K	\$240K	\$245K	\$250K	\$246K	\$239K	\$239K	\$240K
Prior Year	\$225K	\$220K	\$222K	\$225K	\$229K	\$226K	\$226K	\$225K	\$225K	\$230K	\$235K	\$230K	\$239K
Percent Change from Prior Year	6%	9%	8%	6%	5%	8%	6%	9%	11%	7%	2%	4%	0%

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



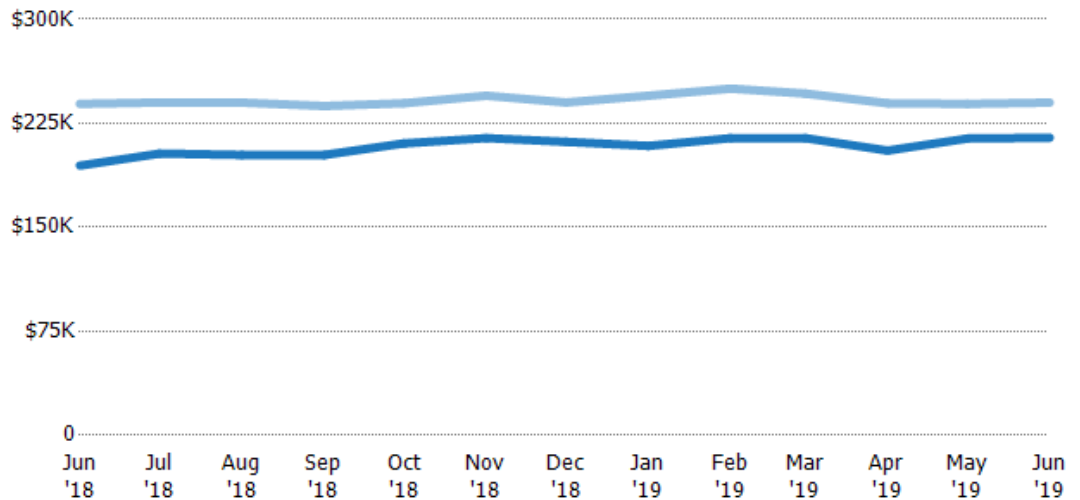
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$219K	\$229K	\$225K	\$227K	\$235K	\$241K	\$233K	\$226K	\$234K	\$235K	\$234K	\$235K	\$240K
Avg Listing Price	\$245K	\$253K	\$250K	\$252K	\$254K	\$257K	\$251K	\$248K	\$255K	\$255K	\$250K	\$249K	\$255K
Avg Listing Price as a % of Avg Est Value	112%	110%	111%	111%	108%	107%	108%	110%	109%	108%	107%	106%	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.

Filters Used

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



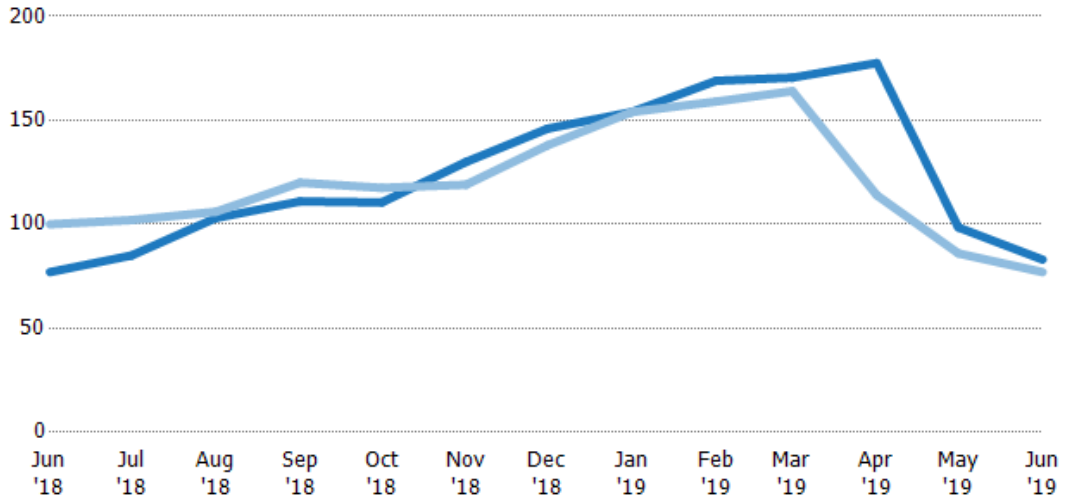
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$194K	\$203K	\$202K	\$202K	\$211K	\$214K	\$212K	\$209K	\$214K	\$214K	\$205K	\$214K	\$215K
Median Listing Price	\$239K	\$240K	\$240K	\$237K	\$239K	\$245K	\$240K	\$245K	\$250K	\$246K	\$239K	\$239K	\$240K
Med Listing Price as a % of Med Est Value	123%	118%	119%	117%	114%	114%	113%	117%	117%	115%	117%	112%	112%

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.
Jun '19	83	7.8%
Jun '18	77	-23%
Jun '17	100	7%

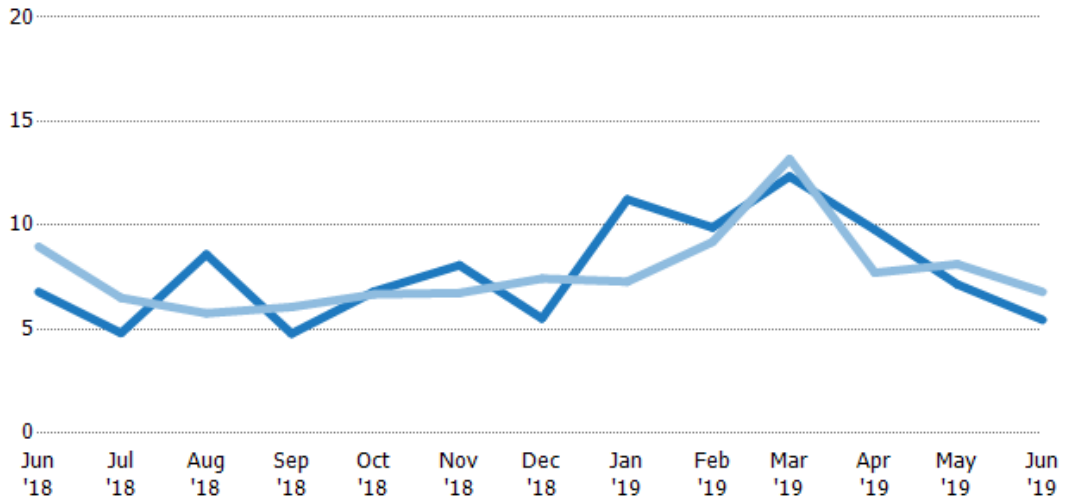
Current Year	77	85	103	111	111	130	146	154	169	171	178	98.5	83
Prior Year	100	102	106	120	118	119	138	154	159	164	114	86	77
Percent Change from Prior Year	-23%	-17%	-3%	-8%	-6%	9%	6%	0%	6%	4%	56%	15%	8%

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.
Jun '19	5.45	-19.8%
Jun '18	6.8	-24.3%
Jun '17	8.97	-20%

Current Year	6.8	4.82	8.6	4.79	6.82	8.08	5.52	11.2	9.89	12.3	9.79	7.16	5.45
Prior Year	8.97	6.51	5.77	6.07	6.68	6.74	7.44	7.29	9.19	13.2	7.72	8.13	6.8
Percent Change from Prior Year	-24%	-26%	49%	-21%	2%	20%	-26%	54%	8%	-6%	27%	-12%	-20%

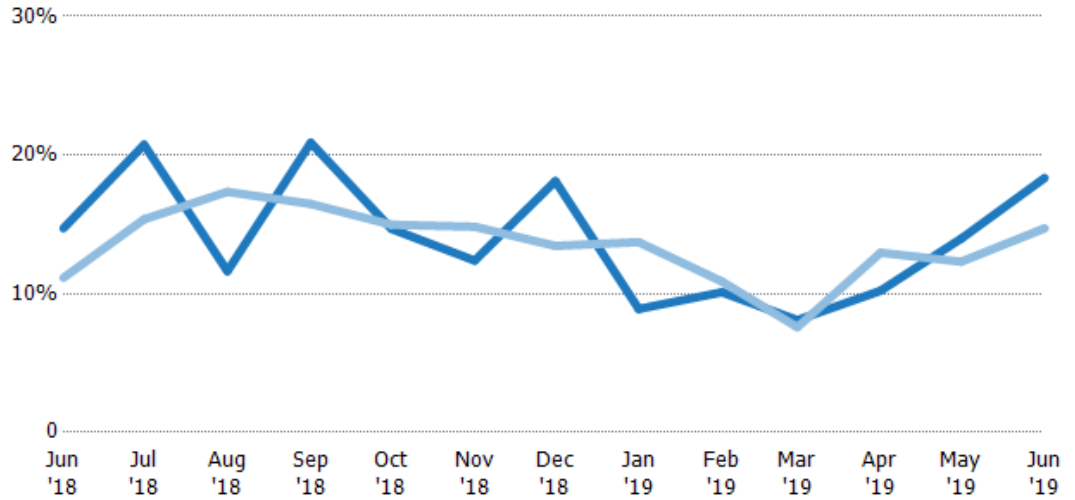
Absorption Rate

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.
Jun '19	18%	-3.6%
Jun '18	15%	-3.6%
Jun '17	11%	25%



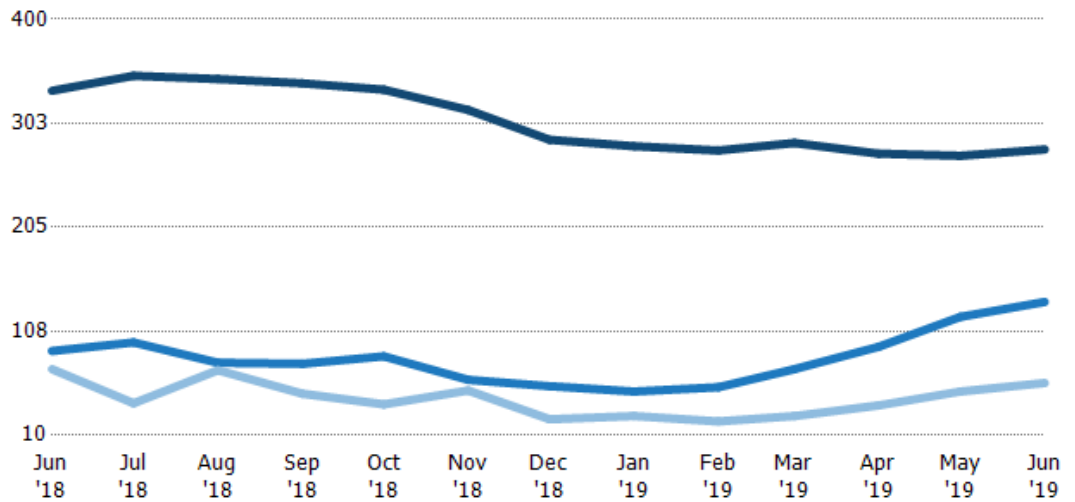
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	15%	21%	12%	21%	15%	12%	18%	9%	10%	8%	10%	14%	18%
Prior Year	11%	15%	17%	16%	15%	15%	13%	14%	11%	8%	13%	12%	15%
Change from Prior Year	-4%	-5%	6%	-4%	0%	2%	-5%	5%	1%	-1%	3%	-2%	-4%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	333	347	344	340	334	315	287	281	277	284	274	272	278
Pending	89	97	78	77	84	62	56	51	55	72	93	121	135
Sold	72	40	71	49	39	52	25	28	23	28	38	51	59

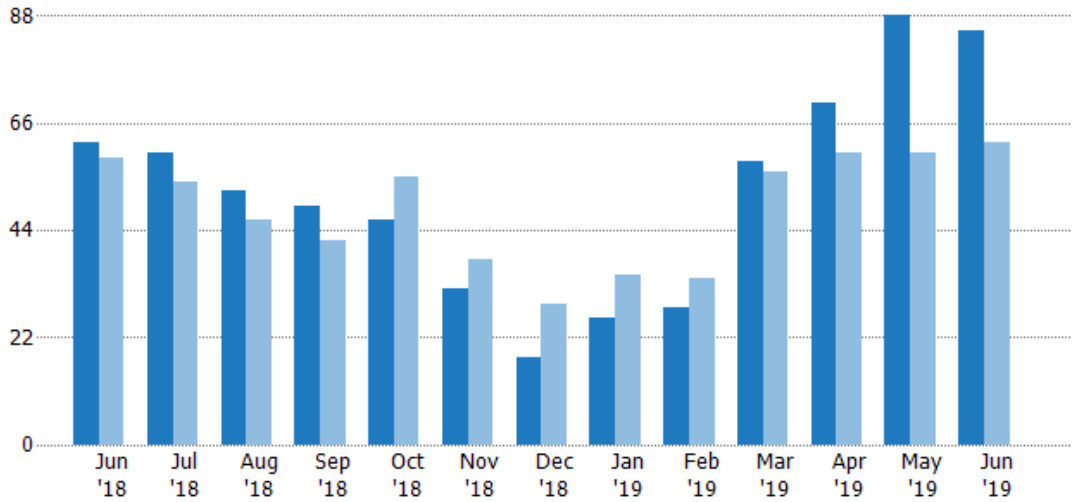
New Pending Sales

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.
Jun '19	85	37.1%
Jun '18	62	5.1%
Jun '17	59	-8.5%



Current Year	62	60	52	49	46	32	18	26	28	58	70	88	85
Prior Year	59	54	46	42	55	38	29	35	34	56	60	60	62
Percent Change from Prior Year	5%	11%	13%	17%	-16%	-16%	-38%	-26%	-18%	4%	17%	47%	37%

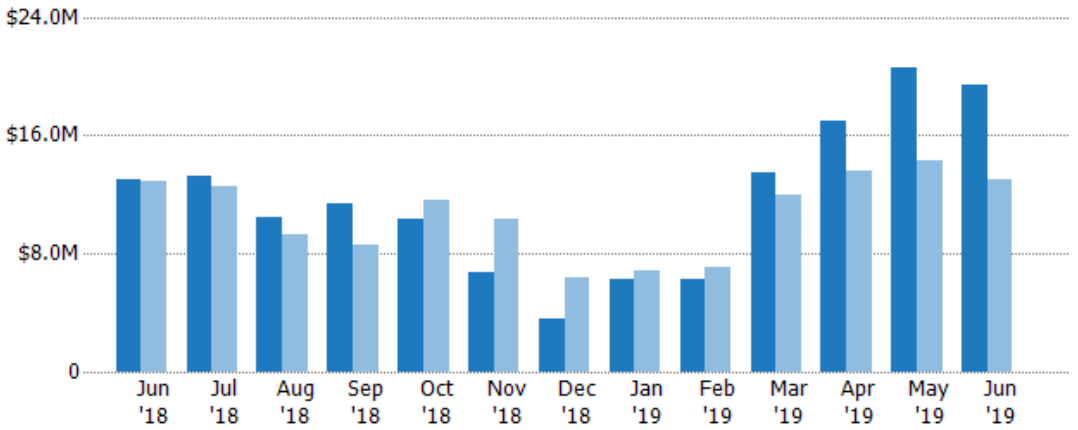
New Pending Sales Volume

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.
Jun '19	\$19.4M	49%
Jun '18	\$13M	1.2%
Jun '17	\$12.9M	-12.9%



Current Year	\$13M	\$13.2M	\$10.5M	\$11.4M	\$10.3M	\$6.76M	\$3.6M	\$6.29M	\$6.25M	\$13.5M	\$17M	\$20.6M	\$19.4M
Prior Year	\$12.9M	\$12.6M	\$9.29M	\$8.6M	\$11.6M	\$10.3M	\$6.43M	\$6.8M	\$7.06M	\$12M	\$13.6M	\$14.3M	\$13M
Percent Change from Prior Year	1%	5%	13%	33%	-11%	-34%	-44%	-8%	-12%	12%	25%	44%	49%

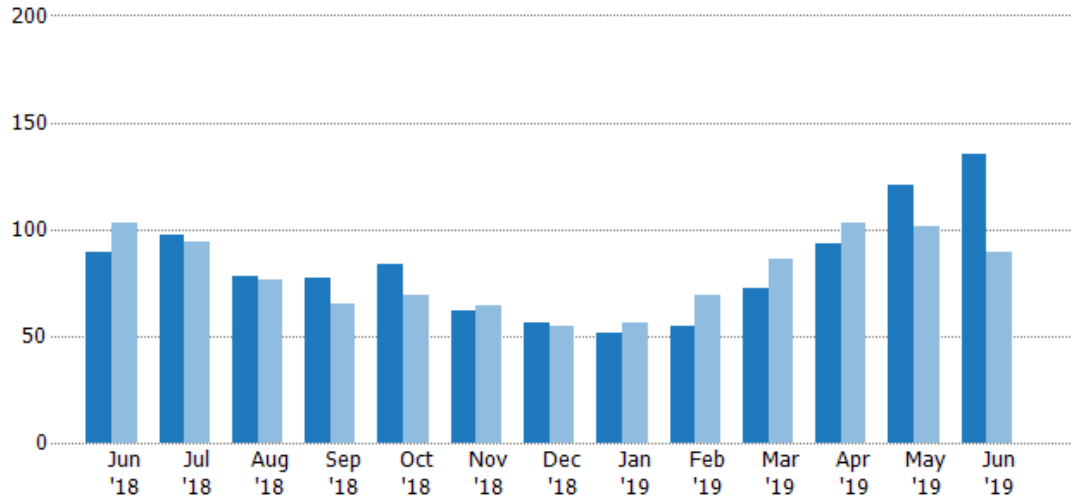
Pending Sales

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.
Jun '19	135	51.7%
Jun '18	89	-13.6%
Jun '17	103	18.4%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	89	97	78	77	84	62	56	51	55	72	93	121	135
Prior Year	103	94	76	65	69	64	55	56	69	86	103	101	89
Percent Change from Prior Year	-14%	3%	3%	18%	22%	-3%	2%	-9%	-20%	-16%	-10%	20%	52%

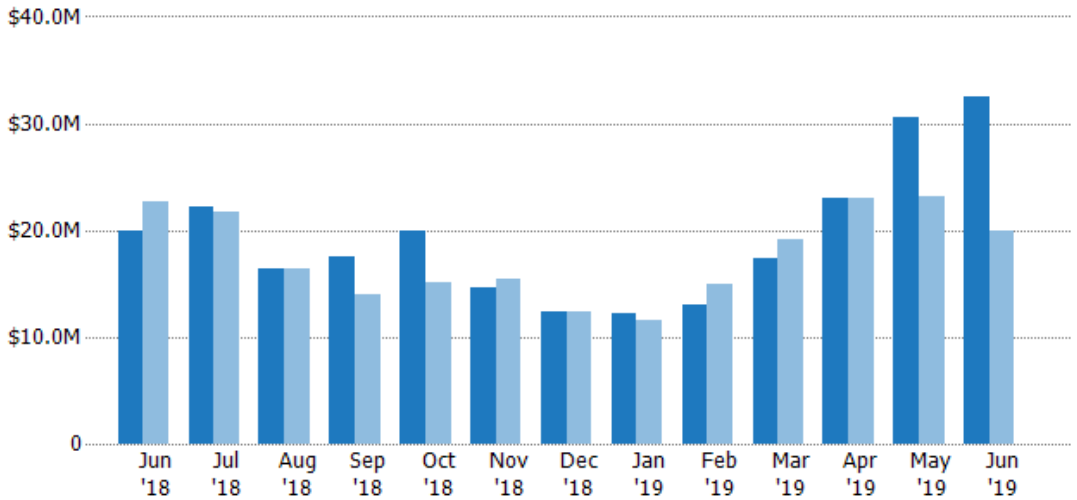
Pending Sales Volume

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.
Jun '19	\$32.5M	63.8%
Jun '18	\$19.9M	-12.4%
Jun '17	\$22.7M	12.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$19.9M	\$22.2M	\$16.4M	\$17.4M	\$19.9M	\$14.6M	\$12.3M	\$12.2M	\$13M	\$17.4M	\$23.1M	\$30.6M	\$32.5M
Prior Year	\$22.7M	\$21.6M	\$16.4M	\$14M	\$15M	\$15.5M	\$12.4M	\$11.6M	\$15M	\$19.1M	\$23M	\$23.2M	\$19.9M
Percent Change from Prior Year	-12%	3%	0%	25%	32%	-6%	-1%	5%	-13%	-9%	1%	32%	64%

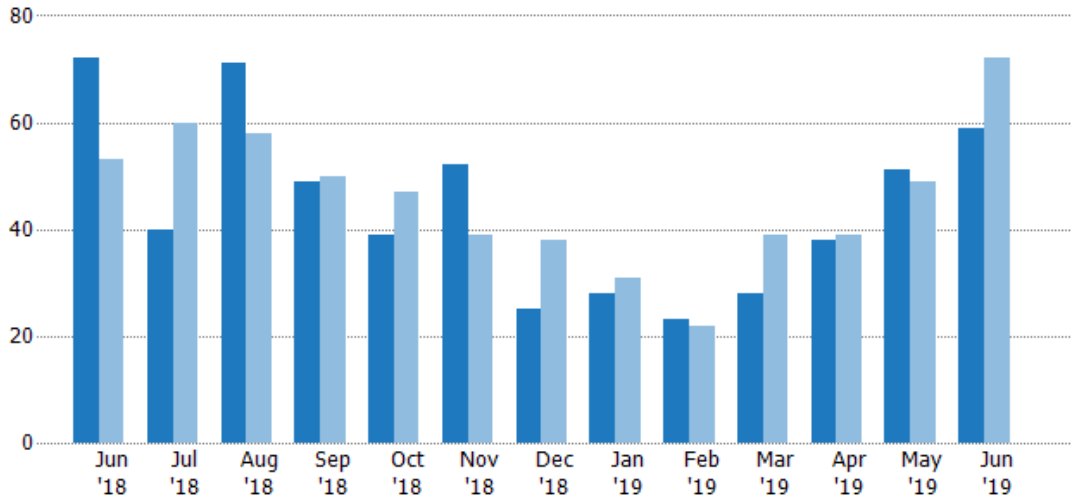
Closed Sales

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.
Jun '19	59	-18.1%
Jun '18	72	35.8%
Jun '17	53	-1.9%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	72	40	71	49	39	52	25	28	23	28	38	51	59
Prior Year	53	60	58	50	47	39	38	31	22	39	39	49	72
Percent Change from Prior Year	36%	-33%	22%	-2%	-17%	33%	-34%	-10%	5%	-28%	-3%	4%	-18%

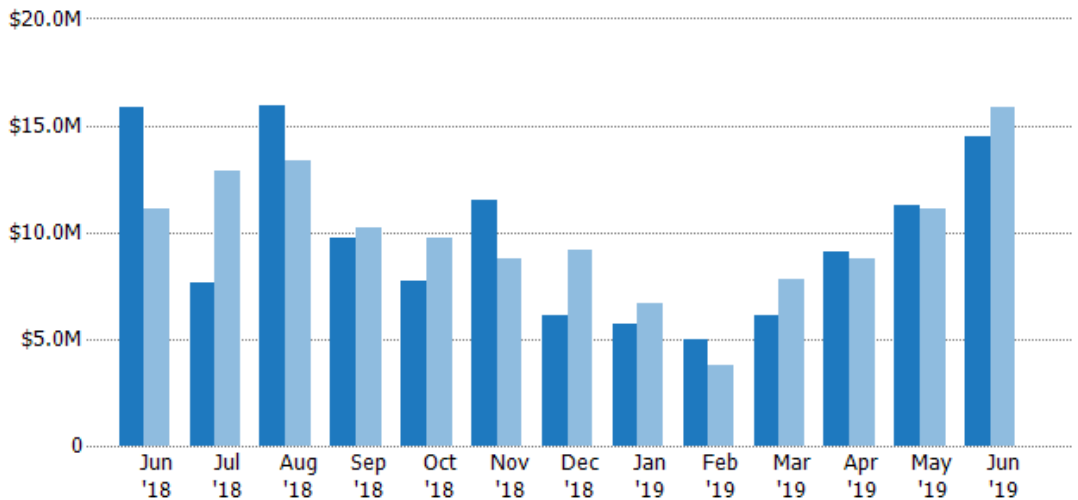
Closed Sales Volume

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.
Jun '19	\$14.5M	-8.5%
Jun '18	\$15.8M	42.7%
Jun '17	\$11.1M	6%



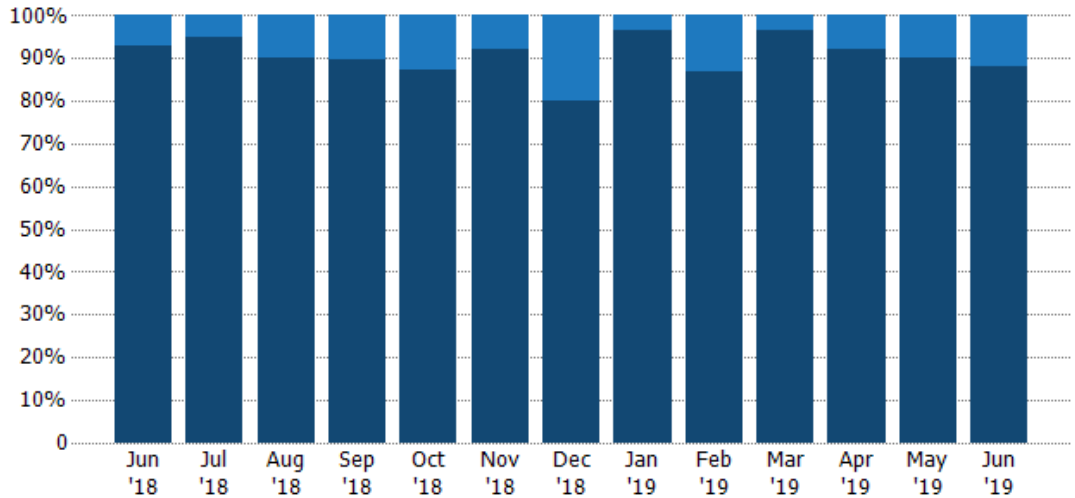
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$15.8M	\$7.62M	\$16M	\$9.69M	\$7.74M	\$11.5M	\$6.07M	\$5.7M	\$4.96M	\$6.14M	\$9.11M	\$11.2M	\$14.5M
Prior Year	\$11.1M	\$12.8M	\$13.4M	\$10.2M	\$9.7M	\$8.79M	\$9.18M	\$6.68M	\$3.75M	\$7.79M	\$8.79M	\$11.1M	\$15.8M
Percent Change from Prior Year	43%	-41%	19%	-5%	-20%	31%	-34%	-15%	32%	-21%	4%	2%	-8%

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



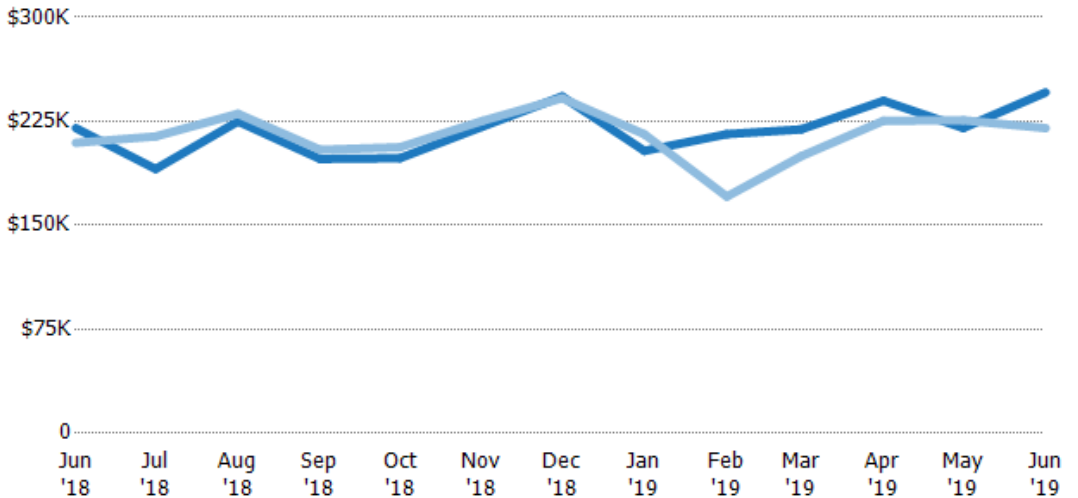
Condo/Townhouse	7%	5%	10%	10%	13%	8%	20%	4%	13%	4%	8%	10%	12%
Single Family Residence	93%	95%	90%	90%	87%	92%	80%	96%	87%	96%	92%	90%	88%

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	\$220K	\$191K	\$225K	\$198K	\$198K	\$221K	\$243K	\$204K	\$216K	\$219K	\$240K	\$220K	\$246K
Prior Year	\$209K	\$214K	\$230K	\$204K	\$206K	\$225K	\$242K	\$216K	\$171K	\$200K	\$225K	\$226K	\$220K
Percent Change from Prior Year	5%	-11%	-2%	-3%	-4%	-2%	1%	-6%	26%	10%	6%	-2%	12%

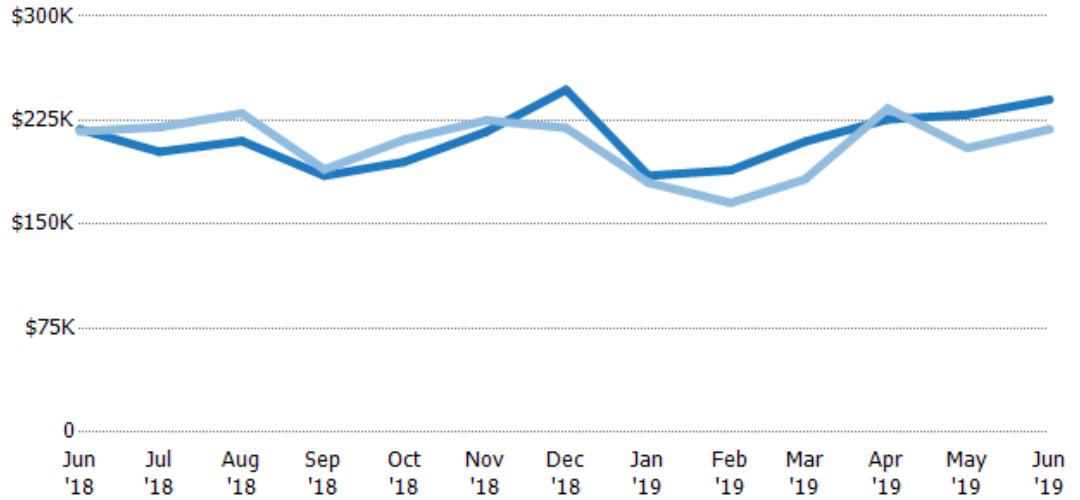
Median Sales Price

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.
Jun '19	\$240K	9.8%
Jun '18	\$219K	0.7%
Jun '17	\$217K	2.3%



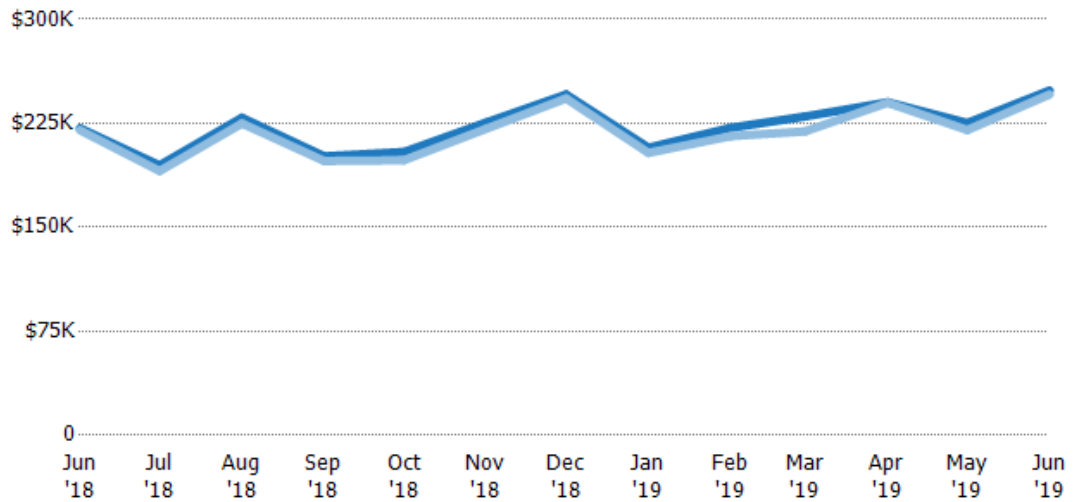
Current Year	\$219K	\$202K	\$210K	\$185K	\$195K	\$217K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K
Prior Year	\$217K	\$220K	\$230K	\$190K	\$211K	\$225K	\$219K	\$180K	\$165K	\$183K	\$234K	\$205K	\$219K
Percent Change from Prior Year	1%	-8%	-9%	-2%	-8%	-4%	13%	3%	14%	15%	-3%	12%	10%

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



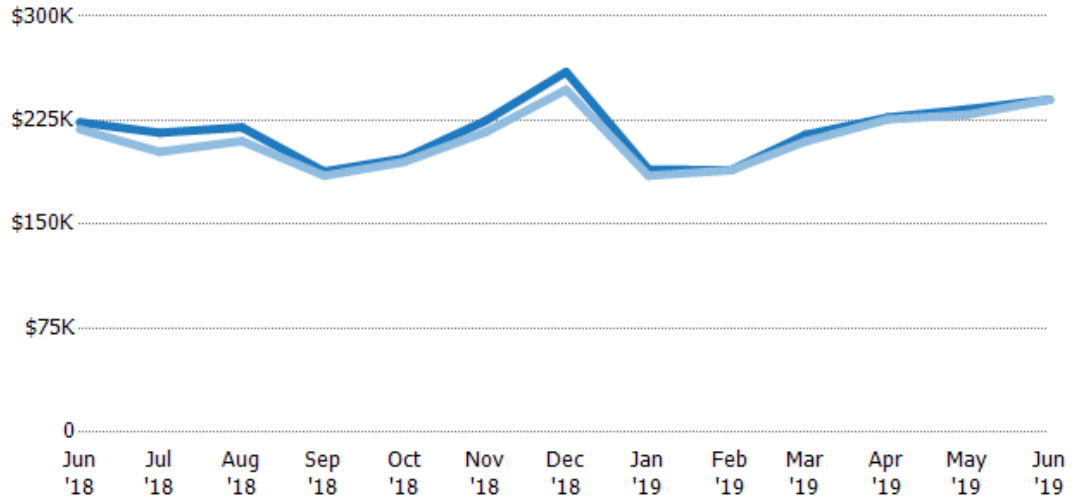
Avg List Price	\$221K	\$195K	\$229K	\$201K	\$204K	\$226K	\$246K	\$207K	\$222K	\$230K	\$240K	\$225K	\$249K
Avg Sales Price	\$220K	\$191K	\$225K	\$198K	\$198K	\$221K	\$243K	\$204K	\$216K	\$219K	\$240K	\$220K	\$246K
Avg Sales Price as a % of Avg List Price	99%	98%	98%	98%	97%	98%	99%	98%	97%	95%	100%	98%	99%

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



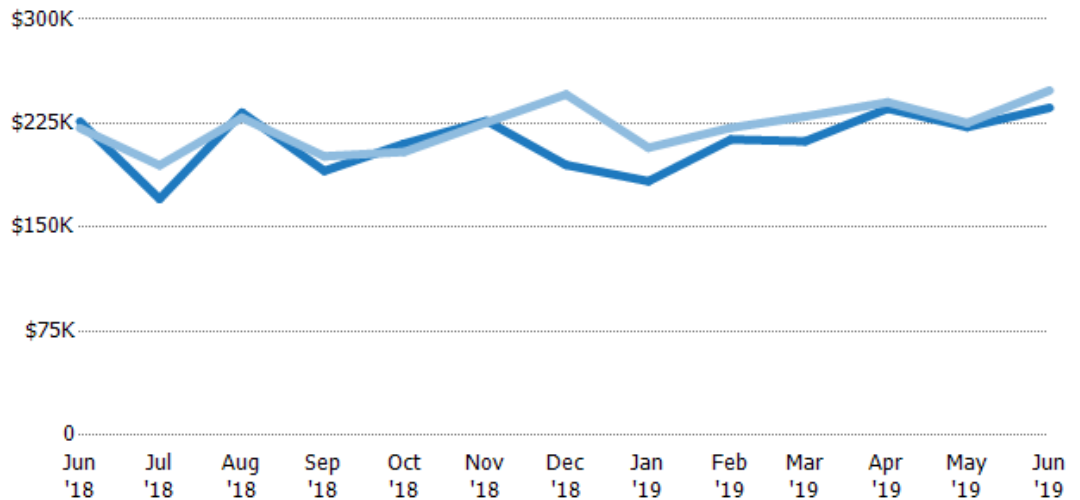
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$224K	\$216K	\$220K	\$188K	\$198K	\$225K	\$260K	\$189K	\$189K	\$214K	\$227K	\$233K	\$240K
Median Sales Price	\$219K	\$202K	\$210K	\$185K	\$195K	\$217K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K
Med Sales Price as a % of Med List Price	98%	94%	95%	98%	99%	96%	95%	98%	100%	98%	99%	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



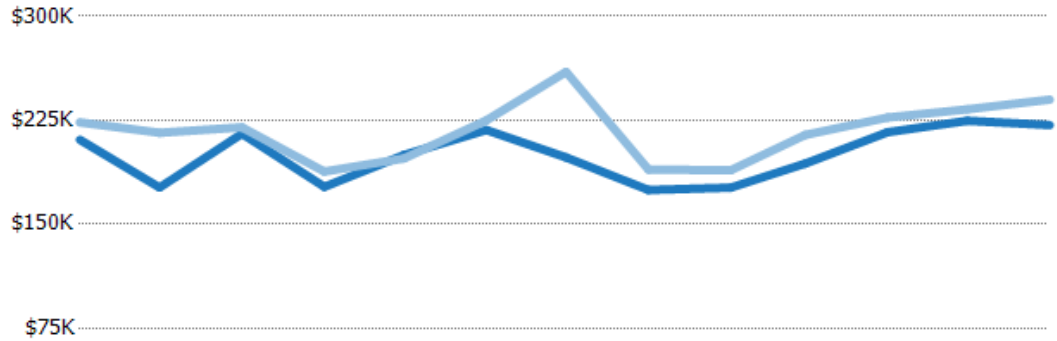
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$226K	\$170K	\$233K	\$191K	\$210K	\$227K	\$195K	\$183K	\$213K	\$212K	\$236K	\$222K	\$236K
Avg Sales Price	\$221K	\$195K	\$229K	\$201K	\$204K	\$226K	\$246K	\$207K	\$222K	\$230K	\$240K	\$225K	\$249K
Avg Sales Price as a % of Avg Est Value	98%	114%	98%	106%	97%	99%	126%	113%	104%	108%	102%	101%	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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$211K	\$177K	\$215K	\$177K	\$200K	\$218K	\$198K	\$175K	\$176K	\$194K	\$216K	\$225K	\$222K
Median Sales Price	\$224K	\$216K	\$220K	\$188K	\$198K	\$225K	\$260K	\$189K	\$189K	\$214K	\$227K	\$233K	\$240K
Med Sales Price as a % of Med Est Value	106%	122%	102%	106%	99%	103%	131%	108%	107%	111%	105%	104%	108%