

Summary of Key Listing and Sales Metrics

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

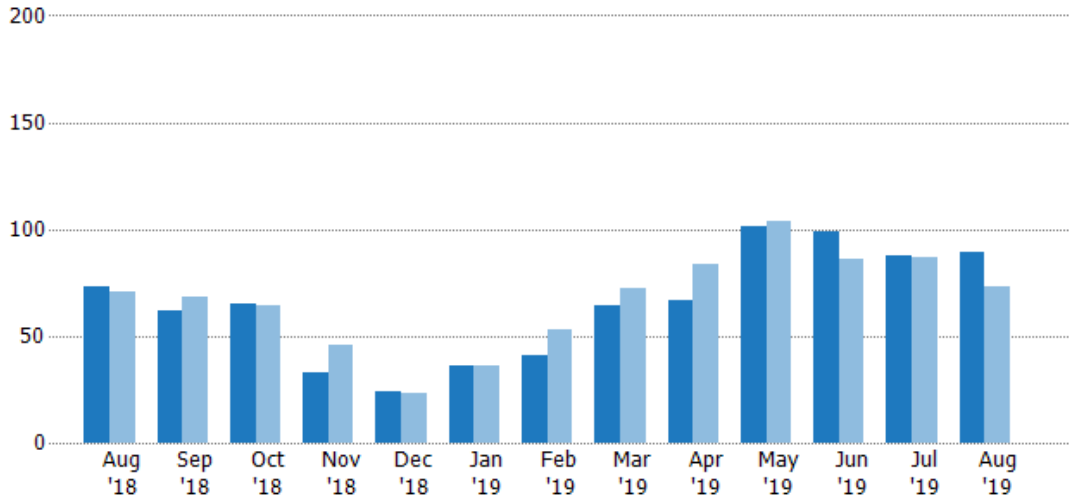
Key Metrics	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	89	73	+21.9%	585	595	-1.7%
New Listing Volume	\$21,894,287	\$17,149,900	+27.7%	\$141,658,614	\$142,561,978	-0.6%
Active Listing Count	310	340	-8.8%	N/A	N/A	
Active Listing Volume	\$78,727,259	\$85,003,193	-7.4%	N/A	N/A	
Average Listing Price	\$253,959	\$250,009	+1.6%	\$248,939	\$240,371	+3.6%
Median Listing Price	\$239,700	\$239,900	-0.1%	\$236,810	\$233,278	+1.5%
Median Days in RPR	86	101.5	-15.3%	113.07	105.09	+7.6%
Months of Inventory	4.2	8.3	-49.5%	6.3	7.2	-12.6%
Absorption Rate	23.87%	12.06%	+11.8%	15.97%	13.95%	+2%
Sales Activity Charts Metrics						
New Pending Sales Count	73	52	+40.4%	506	418	+21.1%
New Pending Sales Volume	\$16,640,495	\$10,455,754	+59.2%	\$116,621,015	\$90,143,179	+29.4%
Pending Sales Count	117	78	+50%	N/A	N/A	
Pending Sales Volume	\$26,465,431	\$16,388,305	+61.5%	N/A	N/A	
Closed Sales Count	65	71	-8.5%	367	367	+/-
Closed Sales Volume	\$14,528,025	\$15,967,034	-9%	\$84,023,857	\$78,443,230	+7.1%
Average Sales Price	\$223,508	\$224,888	-0.6%	\$228,948	\$213,742	+7.1%
Median Sales Price	\$229,500	\$210,000	+9.3%	\$226,915	\$205,111	+10.6%

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



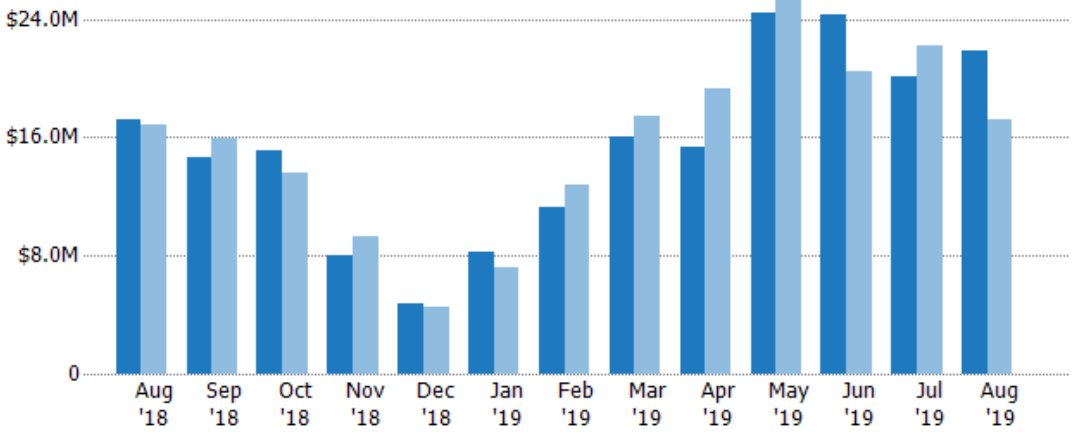
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	73	62	65	33	24	36	41	64	67	101	99	88	89
Prior Year	71	68	64	46	23	36	53	72	84	104	86	87	73
Percent Change from Prior Year	3%	-9%	2%	-28%	4%	0%	-23%	-11%	-20%	-3%	15%	1%	22%

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



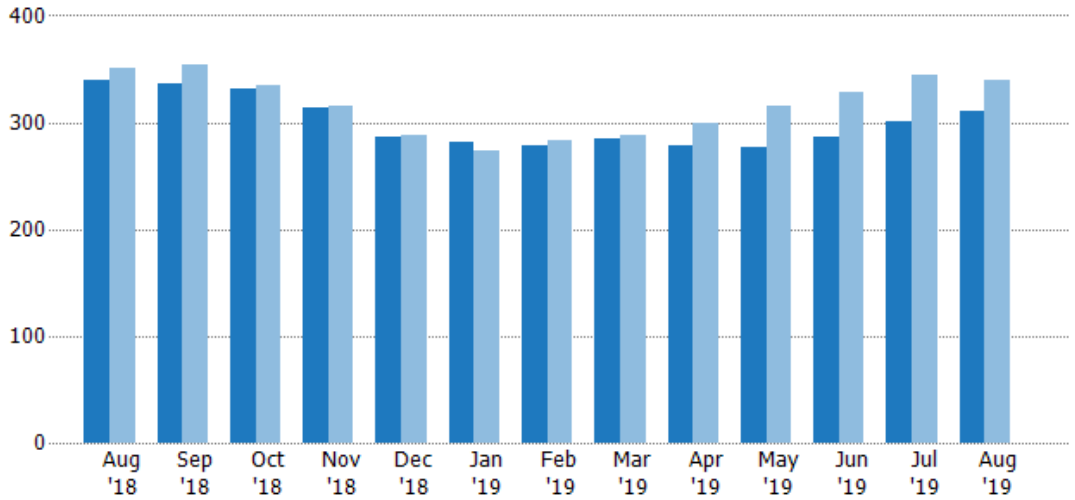
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$17.1M	\$14.7M	\$15.1M	\$7.96M	\$4.79M	\$8.2M	\$11.3M	\$16.1M	\$15.4M	\$24.4M	\$24.3M	\$20.1M	\$21.9M
Prior Year	\$16.9M	\$15.9M	\$13.6M	\$9.31M	\$4.54M	\$7.21M	\$12.8M	\$17.5M	\$19.3M	\$25.9M	\$20.5M	\$22.2M	\$17.1M
Percent Change from Prior Year	2%	-8%	11%	-14%	5%	14%	-12%	-8%	-20%	-6%	18%	-9%	28%

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



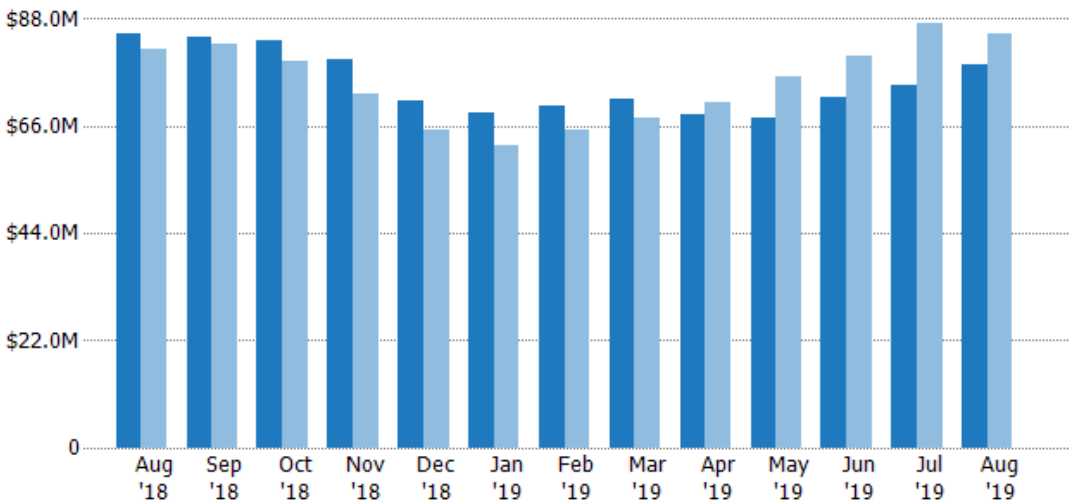
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	340	336	332	313	287	281	279	285	278	277	287	301	310
Prior Year	351	354	334	316	288	274	283	288	300	315	329	344	340
Percent Change from Prior Year	-3%	-5%	-1%	-1%	0%	3%	-1%	-1%	-7%	-12%	-13%	-13%	-9%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$85M	\$84.2M	\$83.6M	\$79.8M	\$71.1M	\$68.8M	\$70.1M	\$71.7M	\$68.6M	\$67.8M	\$71.8M	\$74.5M	\$78.7M
Prior Year	\$81.9M	\$83M	\$79.5M	\$72.8M	\$65.1M	\$62.1M	\$65.3M	\$67.7M	\$70.8M	\$76.1M	\$80.5M	\$86.9M	\$85M
Percent Change from Prior Year	4%	1%	5%	10%	9%	11%	7%	6%	-3%	-11%	-11%	-14%	-7%

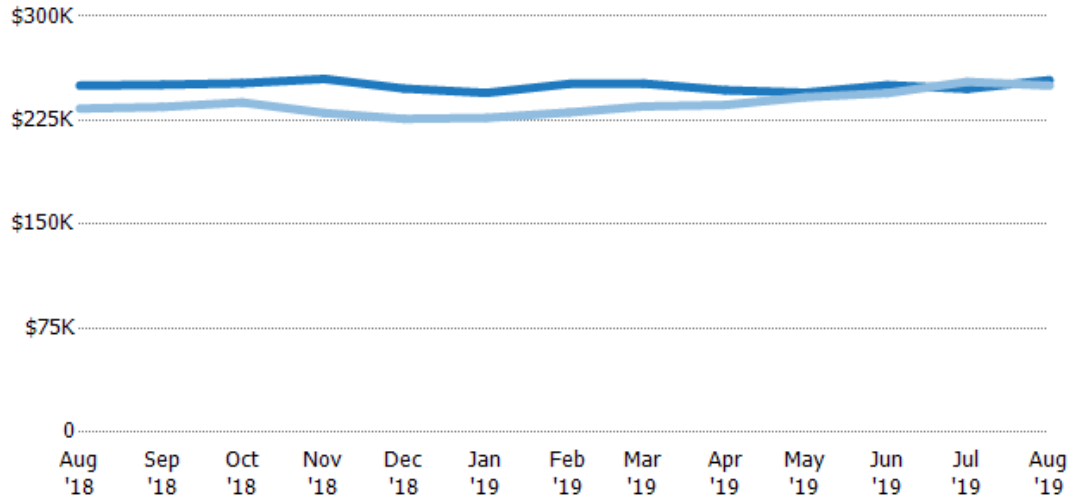
Average Listing Price

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.
Aug '19	\$254K	1.6%
Aug '18	\$250K	7.1%
Aug '17	\$233K	-3.8%



Current Year	\$250K	\$251K	\$252K	\$255K	\$248K	\$245K	\$251K	\$251K	\$247K	\$245K	\$250K	\$248K	\$254K
Prior Year	\$233K	\$235K	\$238K	\$230K	\$226K	\$227K	\$231K	\$235K	\$236K	\$242K	\$245K	\$253K	\$250K
Percent Change from Prior Year	7%	7%	6%	11%	10%	8%	9%	7%	4%	1%	2%	-2%	2%

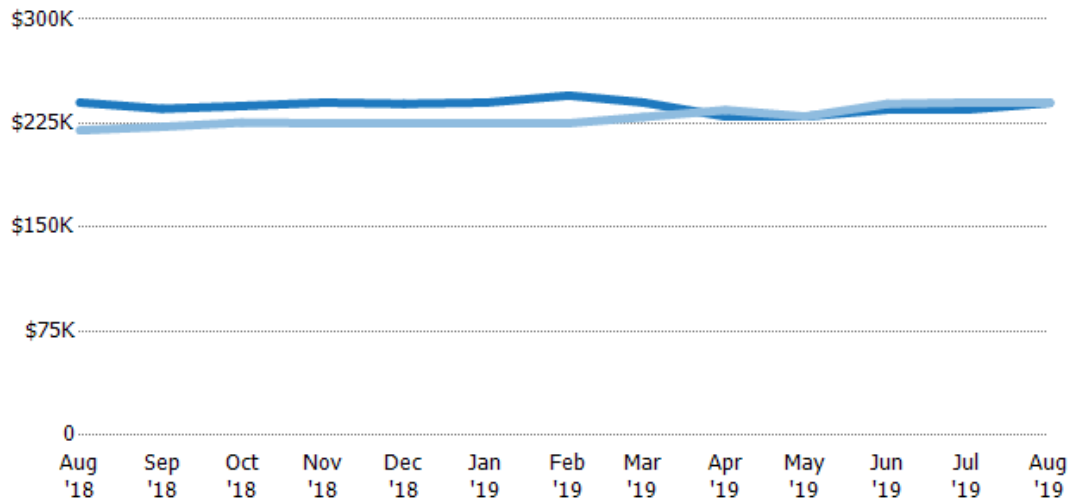
Median Listing Price

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.
Aug '19	\$240K	-0.1%
Aug '18	\$240K	9.1%
Aug '17	\$220K	-2.2%



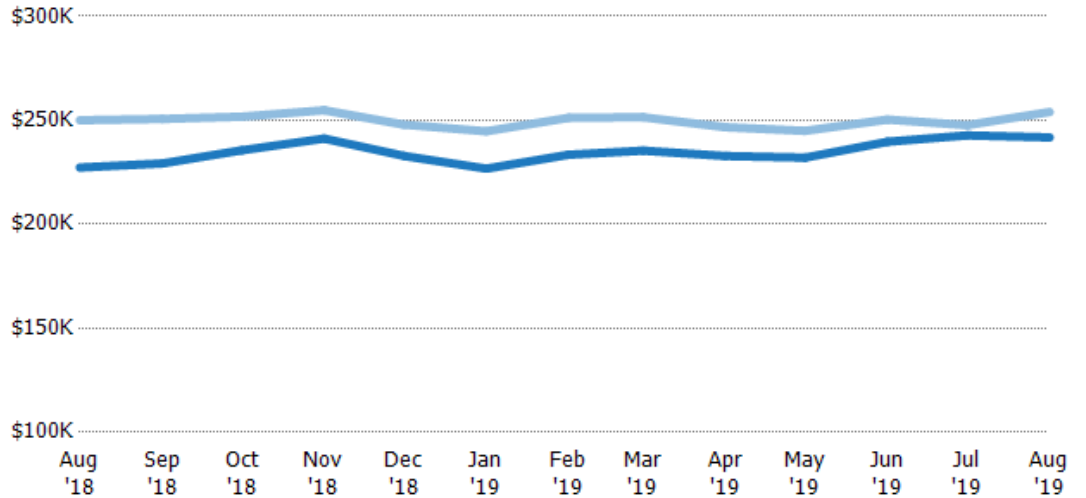
Current Year	\$240K	\$235K	\$237K	\$240K	\$239K	\$240K	\$245K	\$240K	\$230K	\$230K	\$235K	\$235K	\$240K
Prior Year	\$220K	\$222K	\$226K	\$225K	\$225K	\$225K	\$225K	\$229K	\$235K	\$230K	\$239K	\$240K	\$240K
Percent Change from Prior Year	9%	6%	5%	7%	6%	7%	9%	5%	-2%	0%	-2%	-2%	0%

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



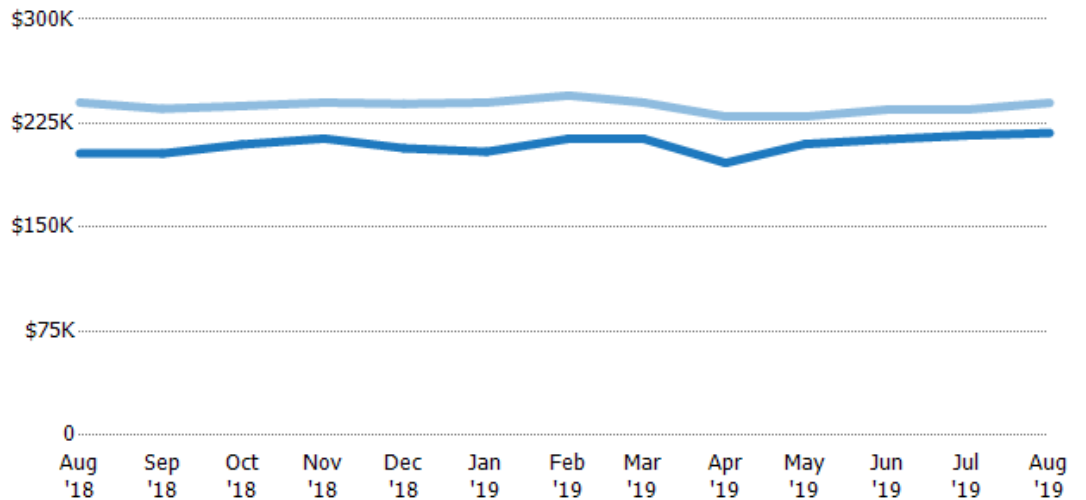
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$227K	\$229K	\$236K	\$241K	\$233K	\$227K	\$233K	\$235K	\$233K	\$232K	\$240K	\$243K	\$242K
Avg Listing Price	\$250K	\$251K	\$252K	\$255K	\$248K	\$245K	\$251K	\$251K	\$247K	\$245K	\$250K	\$248K	\$254K
Avg Listing Price as a % of Avg Est Value	110%	109%	107%	106%	106%	108%	108%	107%	106%	106%	104%	102%	105%

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



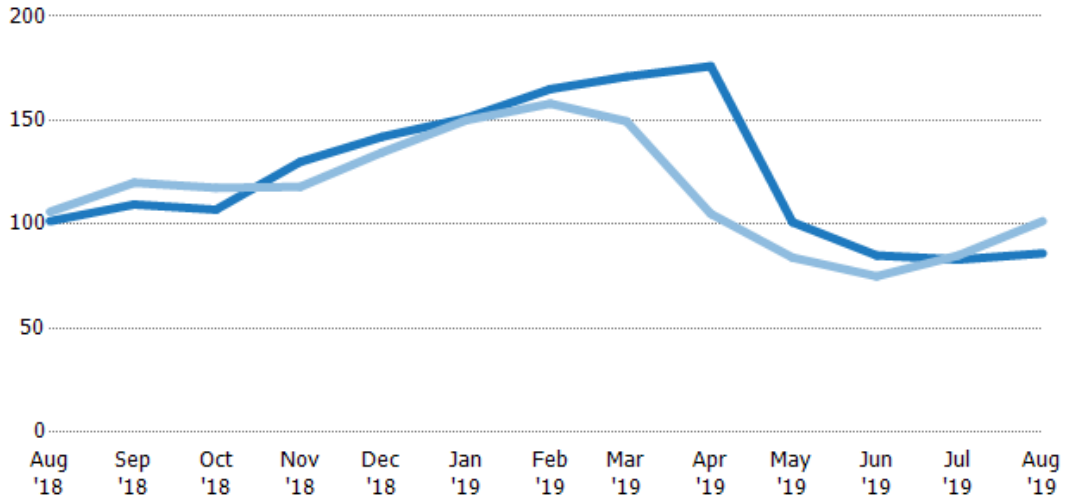
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$203K	\$203K	\$210K	\$214K	\$207K	\$204K	\$214K	\$214K	\$196K	\$210K	\$213K	\$216K	\$218K
Median Listing Price	\$240K	\$235K	\$237K	\$240K	\$239K	\$240K	\$245K	\$240K	\$230K	\$230K	\$235K	\$235K	\$240K
Med Listing Price as a % of Med Est Value	118%	116%	113%	112%	115%	117%	115%	112%	117%	109%	110%	109%	110%

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.
Aug '19	86	-15.3%
Aug '18	102	-4.2%
Aug '17	106	-5.7%

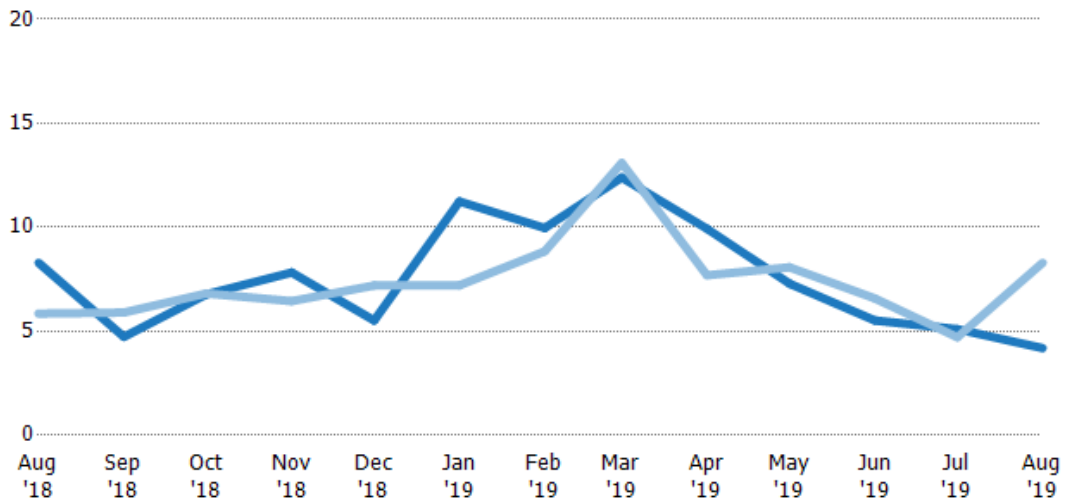
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	102	110	107	130	142	151	165	171	176	101	85	83	86
Prior Year	106	120	118	118	135	150	158	150	105	84	75	85	102
Percent Change from Prior Year	-4%	-9%	-9%	10%	6%	1%	4%	14%	68%	20%	13%	-2%	-15%

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.
Aug '19	4.19	-49.5%
Aug '18	8.29	41.8%
Aug '17	5.85	25.4%

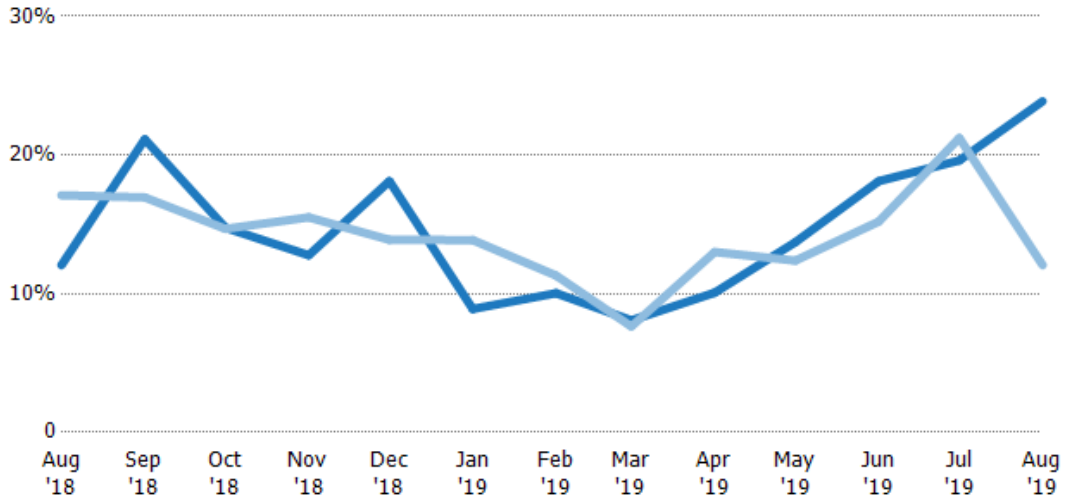
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	8.29	4.73	6.78	7.83	5.52	11.2	9.96	12.4	9.93	7.29	5.52	5.1	4.19
Prior Year	5.85	5.9	6.82	6.45	7.2	7.21	8.84	13.1	7.69	8.08	6.58	4.71	8.29
Percent Change from Prior Year	42%	-20%	-1%	21%	-23%	56%	13%	-5%	29%	-10%	-16%	8%	-49%

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.
Aug '19	24%	-11.8%
Aug '18	12%	5%
Aug '17	17%	-20.2%

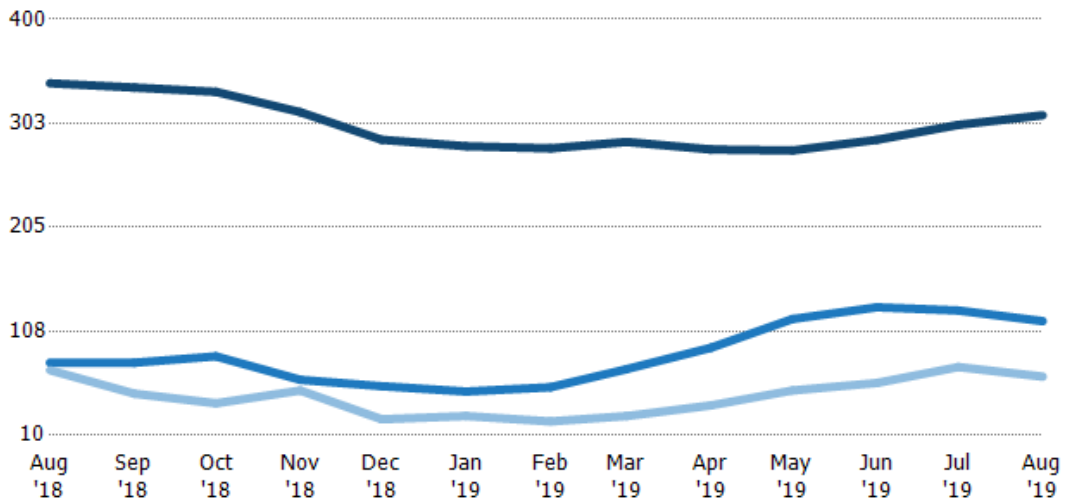
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	12%	21%	15%	13%	18%	9%	10%	8%	10%	14%	18%	20%	24%
Prior Year	17%	17%	15%	16%	14%	14%	11%	8%	13%	12%	15%	21%	12%
Change from Prior Year	5%	-4%	0%	3%	-4%	5%	1%	0%	3%	-1%	-3%	2%	-12%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	340	336	332	313	287	281	279	285	278	277	287	301	310
Pending	78	78	84	62	56	51	55	72	92	119	130	127	117
Sold	71	49	40	52	25	28	23	28	38	52	59	74	65

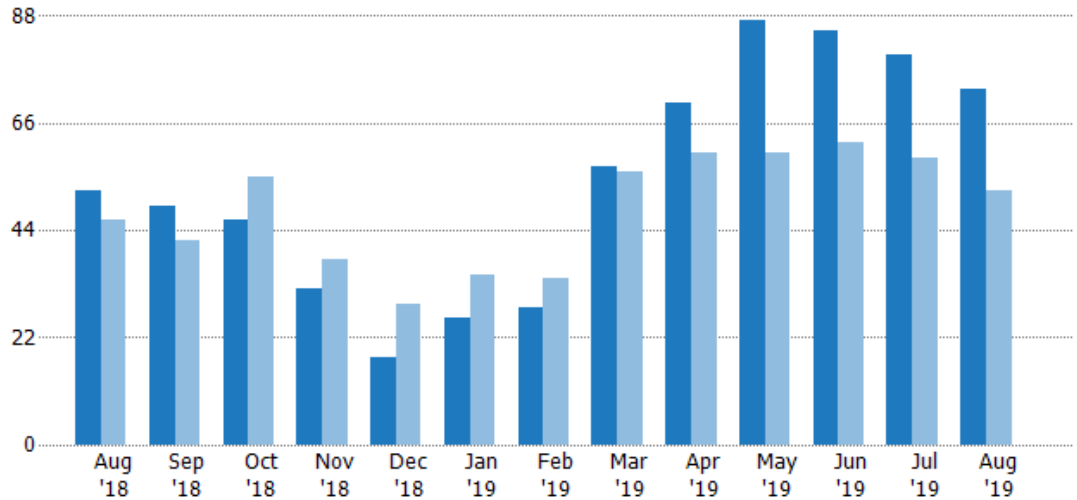
New Pending Sales

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.
Aug '19	73	40.4%
Aug '18	52	13%
Aug '17	46	10.9%



Current Year	52	49	46	32	18	26	28	57	70	87	85	80	73
Prior Year	46	42	55	38	29	35	34	56	60	60	62	59	52
Percent Change from Prior Year	13%	17%	-16%	-16%	-38%	-26%	-18%	2%	17%	45%	37%	36%	40%

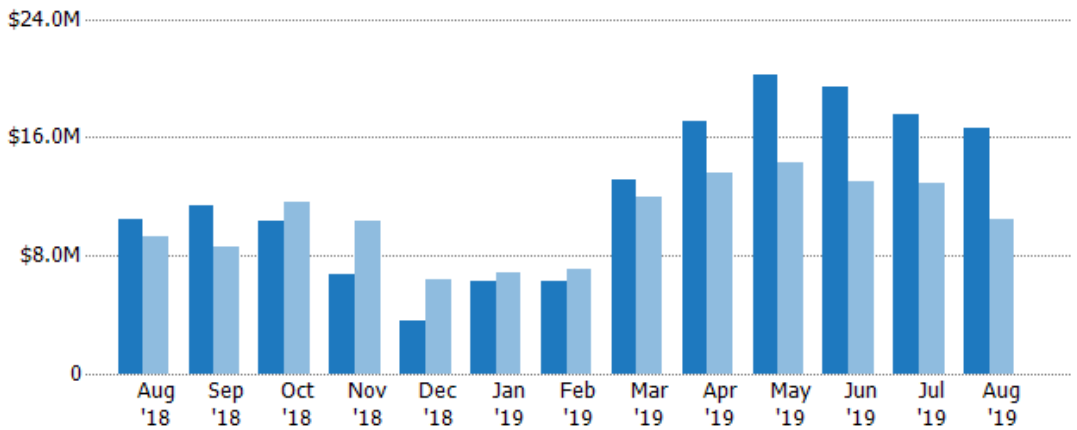
New Pending Sales Volume

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.
Aug '19	\$16.6M	59.2%
Aug '18	\$10.5M	12.6%
Aug '17	\$9.29M	18.1%



Current Year	\$10.5M	\$11.4M	\$10.3M	\$6.76M	\$3.6M	\$6.29M	\$6.25M	\$13.1M	\$17M	\$20.3M	\$19.4M	\$17.6M	\$16.6M
Prior Year	\$9.29M	\$8.6M	\$11.6M	\$10.3M	\$6.43M	\$6.8M	\$7.06M	\$12M	\$13.6M	\$14.3M	\$13M	\$12.9M	\$10.5M
Percent Change from Prior Year	13%	33%	-11%	-34%	-44%	-8%	-12%	9%	26%	41%	49%	36%	59%

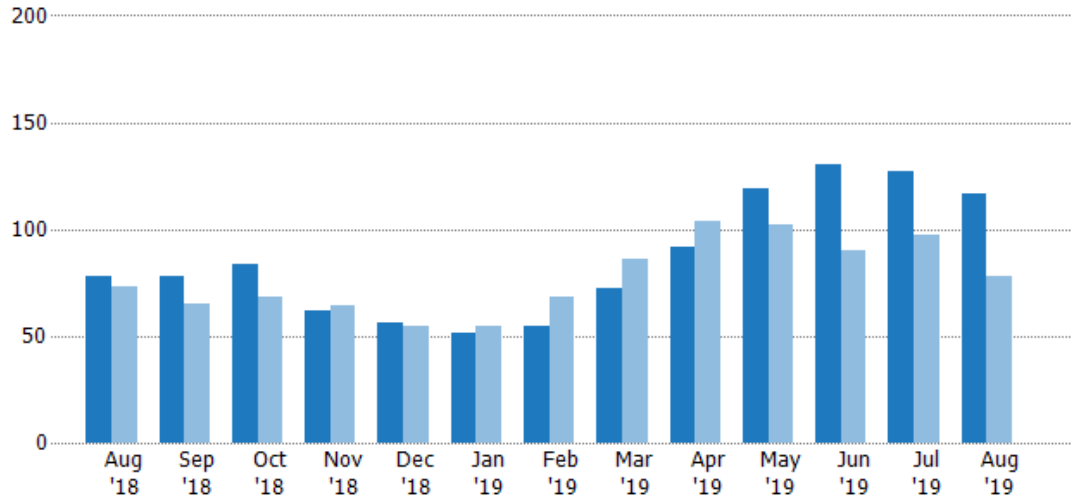
Pending Sales

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.
Aug '19	117	50%
Aug '18	78	6.8%
Aug '17	73	46.6%



Current Year	78	78	84	62	56	51	55	72	92	119	130	127	117
Prior Year	73	65	68	64	55	55	68	86	104	102	90	97	78
Percent Change from Prior Year	7%	20%	24%	-3%	2%	-7%	-19%	-16%	-12%	17%	44%	31%	50%

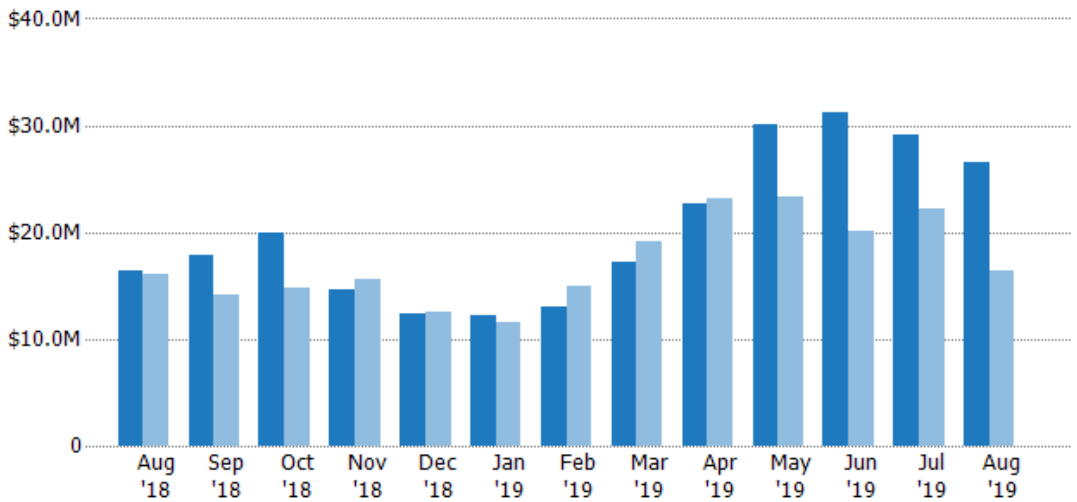
Pending Sales Volume

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.
Aug '19	\$26.5M	61.5%
Aug '18	\$16.4M	2.2%
Aug '17	\$16M	47.4%



Current Year	\$16.4M	\$17.8M	\$19.9M	\$14.6M	\$12.3M	\$12.2M	\$13M	\$17.2M	\$22.7M	\$30M	\$31.3M	\$29.2M	\$26.5M
Prior Year	\$16M	\$14.1M	\$14.9M	\$15.6M	\$12.5M	\$11.5M	\$14.9M	\$19.1M	\$23.1M	\$23.4M	\$20.1M	\$22.2M	\$16.4M
Percent Change from Prior Year	2%	26%	34%	-6%	-2%	6%	-13%	-10%	-2%	28%	56%	31%	61%

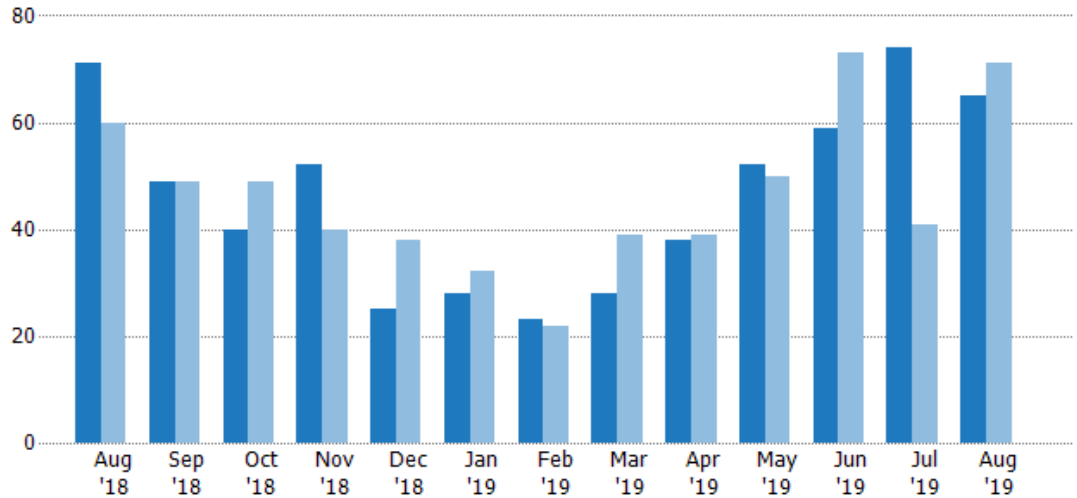
Closed Sales

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.
Aug '19	65	-8.5%
Aug '18	71	18.3%
Aug '17	60	-13.3%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	71	49	40	52	25	28	23	28	38	52	59	74	65
Prior Year	60	49	49	40	38	32	22	39	39	50	73	41	71
Percent Change from Prior Year	18%	0%	-18%	30%	-34%	-13%	5%	-28%	-3%	4%	-19%	80%	-8%

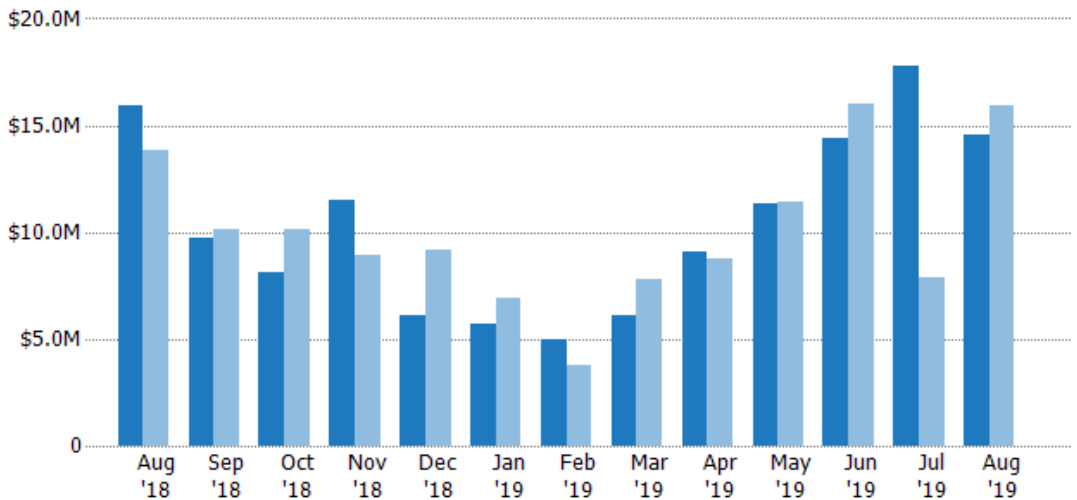
Closed Sales Volume

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.
Aug '19	\$14.5M	-9%
Aug '18	\$16M	15.7%
Aug '17	\$13.8M	-30.2%



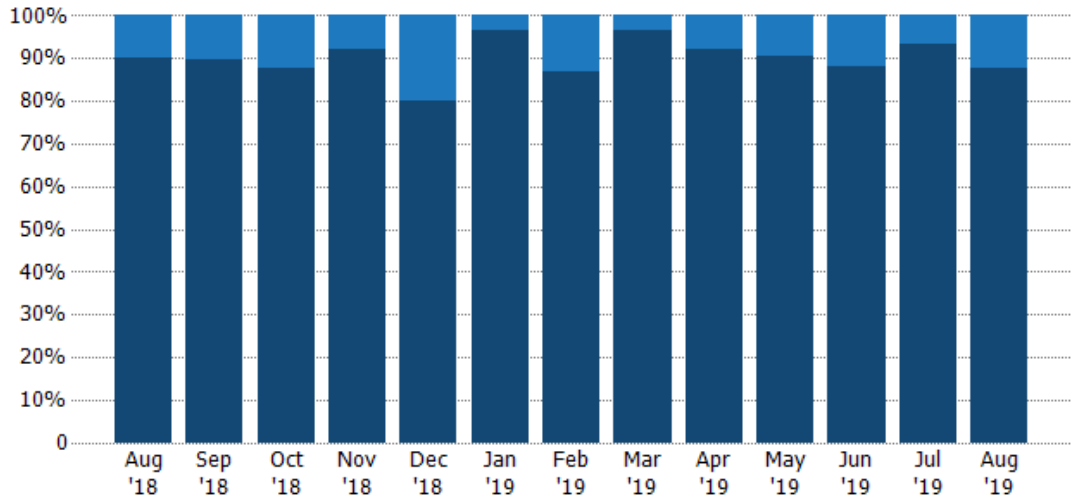
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$16M	\$9.69M	\$8.12M	\$11.5M	\$6.07M	\$5.7M	\$4.96M	\$6.14M	\$9.11M	\$11.4M	\$14.4M	\$17.8M	\$14.5M
Prior Year	\$13.8M	\$10.1M	\$10.1M	\$8.9M	\$9.18M	\$6.9M	\$3.75M	\$7.79M	\$8.79M	\$11.4M	\$16M	\$7.85M	\$16M
Percent Change from Prior Year	16%	-4%	-20%	29%	-34%	-17%	32%	-21%	4%	0%	-10%	127%	-9%

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



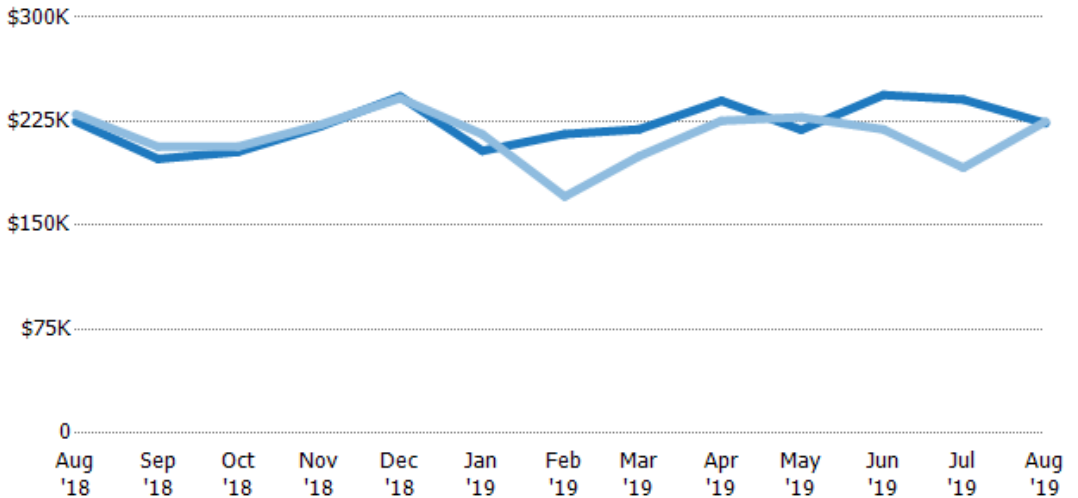
Condo/Townhouse	10%	10%	13%	8%	20%	4%	13%	4%	8%	10%	12%	7%	12%
Single Family Residence	90%	90%	88%	92%	80%	96%	87%	96%	92%	90%	88%	93%	88%

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	\$225K	\$198K	\$203K	\$221K	\$243K	\$204K	\$216K	\$219K	\$240K	\$219K	\$244K	\$241K	\$224K
Prior Year	\$230K	\$207K	\$207K	\$223K	\$242K	\$216K	\$171K	\$200K	\$225K	\$228K	\$219K	\$191K	\$225K
Percent Change from Prior Year	-2%	-4%	-2%	-1%	1%	-6%	26%	10%	6%	-4%	11%	26%	-1%

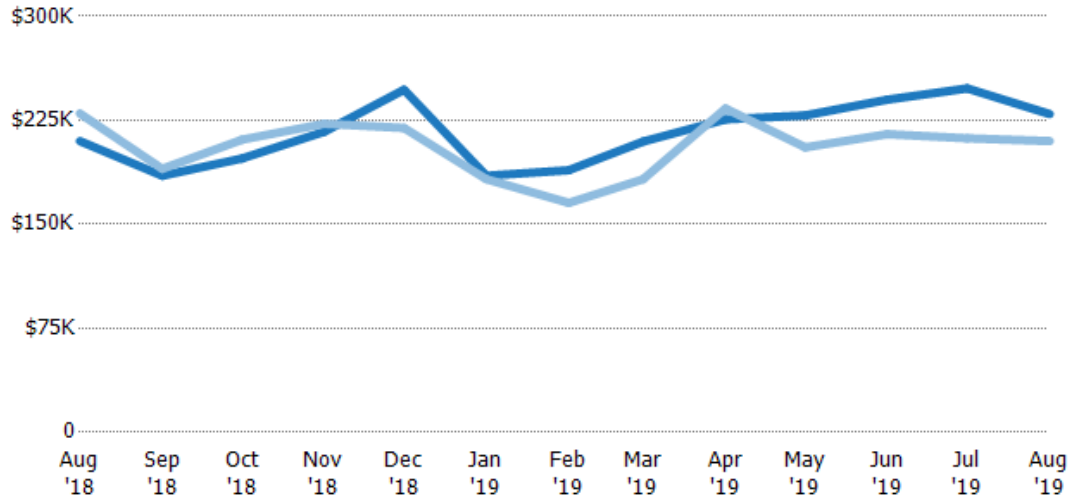
Median Sales Price

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.
Aug '19	\$230K	9.3%
Aug '18	\$210K	-8.7%
Aug '17	\$230K	-21.3%



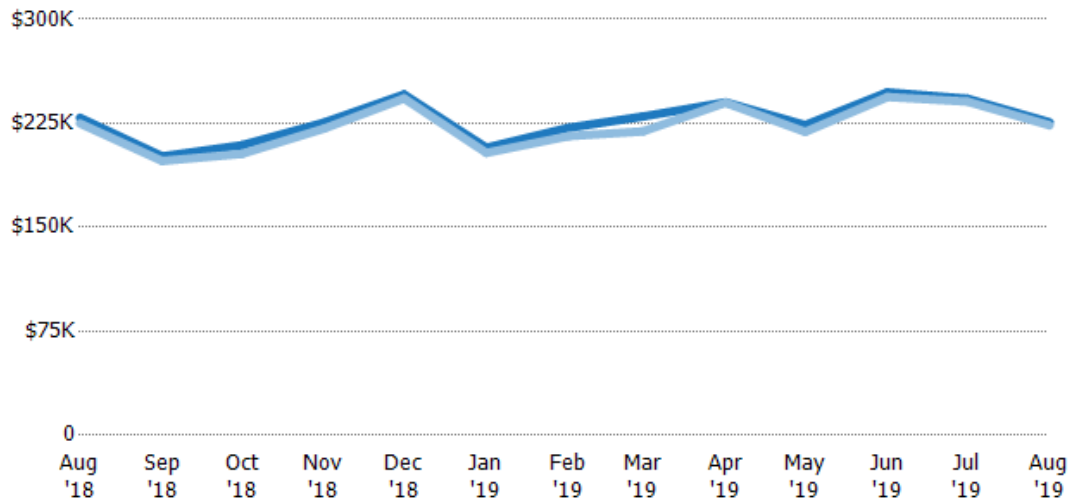
Current Year	\$210K	\$185K	\$197K	\$217K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K	\$230K
Prior Year	\$230K	\$190K	\$211K	\$223K	\$219K	\$183K	\$165K	\$183K	\$234K	\$206K	\$215K	\$212K	\$210K
Percent Change from Prior Year	-9%	-3%	-6%	-3%	13%	1%	14%	15%	-3%	11%	12%	17%	9%

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



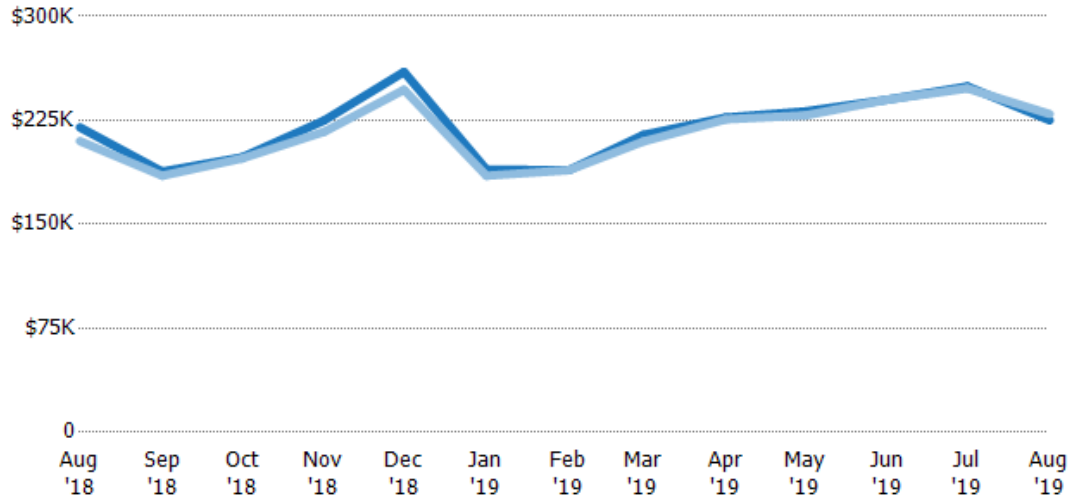
Avg List Price	\$229K	\$201K	\$209K	\$226K	\$246K	\$207K	\$222K	\$230K	\$240K	\$224K	\$247K	\$243K	\$226K
Avg Sales Price	\$225K	\$198K	\$203K	\$221K	\$243K	\$204K	\$216K	\$219K	\$240K	\$219K	\$244K	\$241K	\$224K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	98%	99%	98%	97%	95%	100%	98%	99%	99%	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



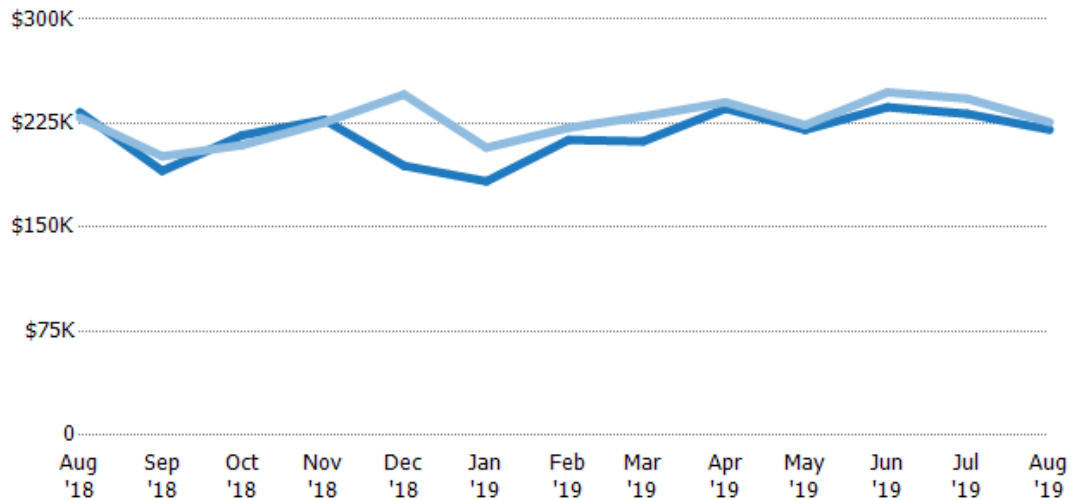
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$220K	\$188K	\$198K	\$225K	\$260K	\$189K	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K	\$225K
Median Sales Price	\$210K	\$185K	\$197K	\$217K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K	\$230K
Med Sales Price as a % of Med List Price	95%	98%	100%	96%	95%	98%	100%	98%	99%	99%	100%	99%	102%

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



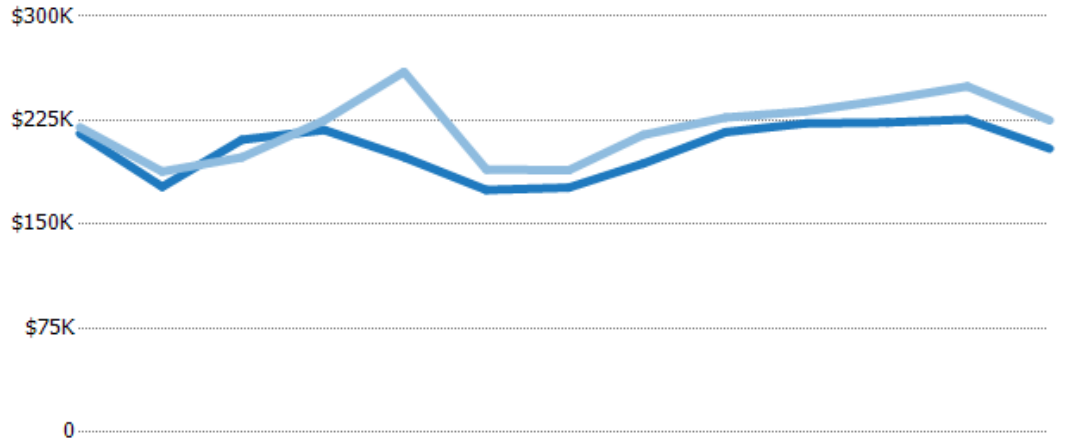
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$233K	\$191K	\$216K	\$228K	\$194K	\$183K	\$213K	\$212K	\$236K	\$220K	\$237K	\$232K	\$220K
Avg Sales Price	\$229K	\$201K	\$209K	\$226K	\$246K	\$207K	\$222K	\$230K	\$240K	\$224K	\$247K	\$243K	\$226K
Avg Sales Price as a % of Avg Est Value	98%	106%	97%	99%	126%	113%	104%	108%	102%	102%	105%	105%	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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$215K	\$177K	\$211K	\$218K	\$198K	\$175K	\$176K	\$194K	\$216K	\$223K	\$223K	\$226K	\$205K
Median Sales Price	\$220K	\$188K	\$198K	\$225K	\$260K	\$189K	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K	\$225K
Med Sales Price as a % of Med Est Value	102%	106%	94%	103%	131%	108%	107%	111%	105%	104%	107%	111%	110%