

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	88	87	+1.1%	496	522	-5%
New Listing Volume	\$20,120,337	\$22,179,595	-9.3%	\$119,768,327	\$125,412,078	-4.5%
Active Listing Count	301	344	-12.5%	N/A	N/A	
Active Listing Volume	\$74,548,903	\$86,935,947	-14.2%	N/A	N/A	
Average Listing Price	\$247,671	\$252,721	-2%	\$248,156	\$238,834	+3.9%
Median Listing Price	\$234,900	\$239,900	-2.1%	\$236,359	\$232,223	+1.8%
Median Days in RPR	83	85	-2.4%	118.9	105.95	+12.2%
Months of Inventory	5.1	4.7	+8.3%	6.7	7.5	-10.6%
Absorption Rate	19.6%	21.22%	-1.6%	14.89%	13.31%	+1.6%
Sales Activity Charts Metrics						
New Pending Sales Count	80	59	+35.6%	433	366	+18.3%
New Pending Sales Volume	\$17,588,315	\$12,898,781	+36.4%	\$99,980,520	\$79,687,425	+25.5%
Pending Sales Count	127	97	+30.9%	N/A	N/A	
Pending Sales Volume	\$29,185,559	\$22,215,154	+31.4%	N/A	N/A	
Closed Sales Count	74	41	+80.5%	302	296	+2%
Closed Sales Volume	\$17,809,550	\$7,849,575	+126.9%	\$69,495,832	\$62,476,196	+11.2%
Average Sales Price	\$240,670	\$191,453	+25.7%	\$230,119	\$211,068	+9%
Median Sales Price	\$248,000	\$212,000	+17%	\$226,358	\$203,939	+11%

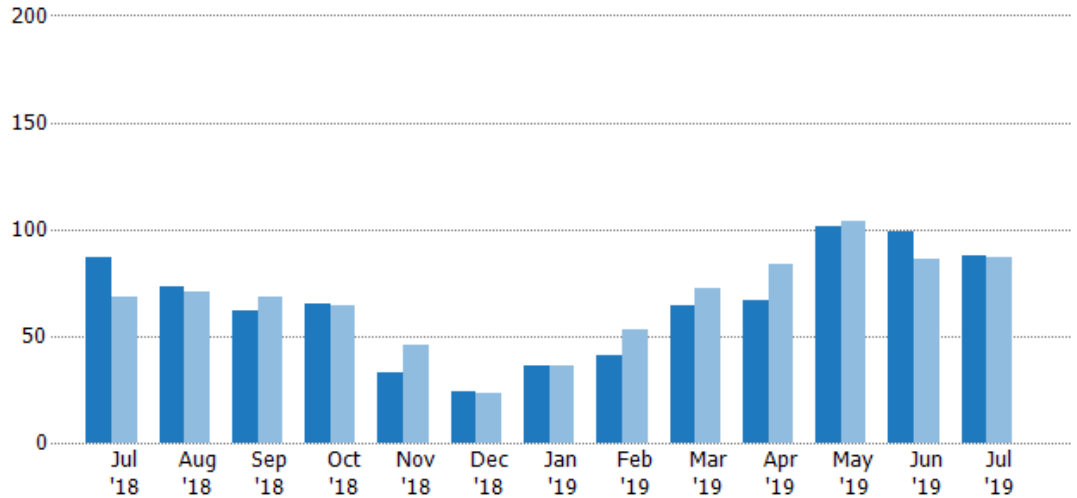
New Listings

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.
Jul '19	88	1.1%
Jul '18	87	27.9%
Jul '17	68	14.7%



Current Year	87	73	62	65	33	24	36	41	64	67	101	99	88
Prior Year	68	71	68	64	46	23	36	53	72	84	104	86	87
Percent Change from Prior Year	28%	3%	-9%	2%	-28%	4%	0%	-23%	-11%	-20%	-3%	15%	1%

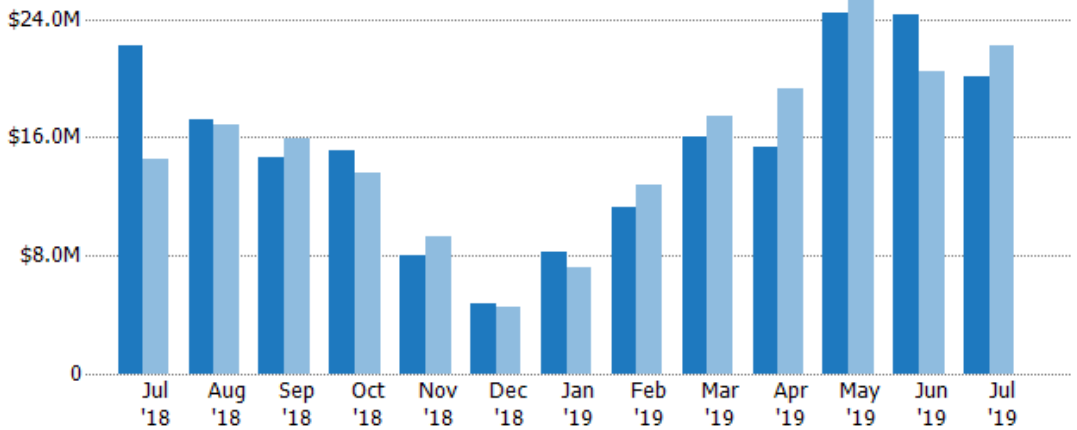
New Listing Volume

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.
Jul '19	\$20.1M	-9.3%
Jul '18	\$22.2M	53%
Jul '17	\$14.5M	19.2%



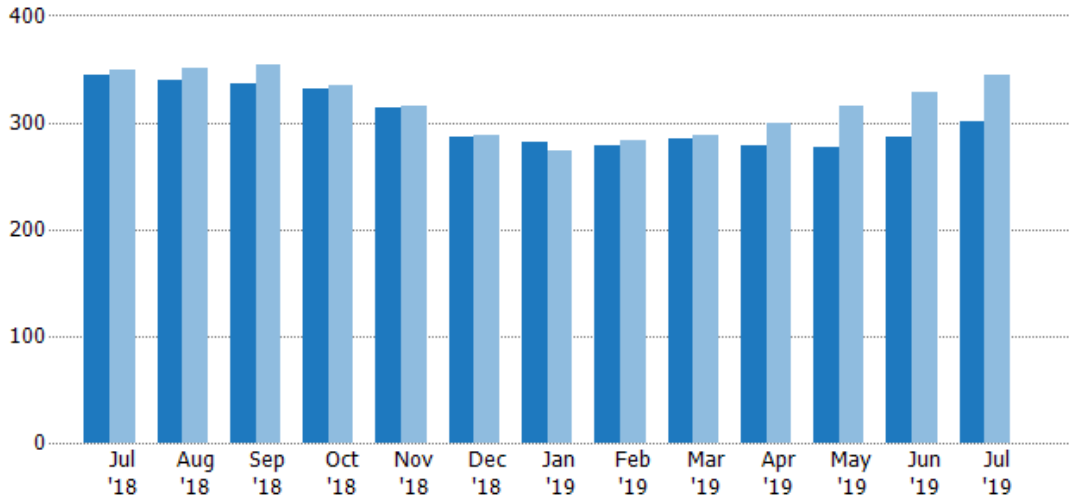
Current Year	\$22.2M	\$17.1M	\$14.7M	\$15.1M	\$7.96M	\$4.79M	\$8.2M	\$11.3M	\$16.1M	\$15.4M	\$24.4M	\$24.3M	\$20.1M
Prior Year	\$14.5M	\$16.9M	\$15.9M	\$13.6M	\$9.31M	\$4.54M	\$7.21M	\$12.8M	\$17.5M	\$19.3M	\$25.9M	\$20.5M	\$22.2M
Percent Change from Prior Year	53%	2%	-8%	11%	-14%	5%	14%	-12%	-8%	-20%	-6%	18%	-9%

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.
Jul '19	301	-12.5%
Jul '18	344	-1.4%
Jul '17	349	4.9%

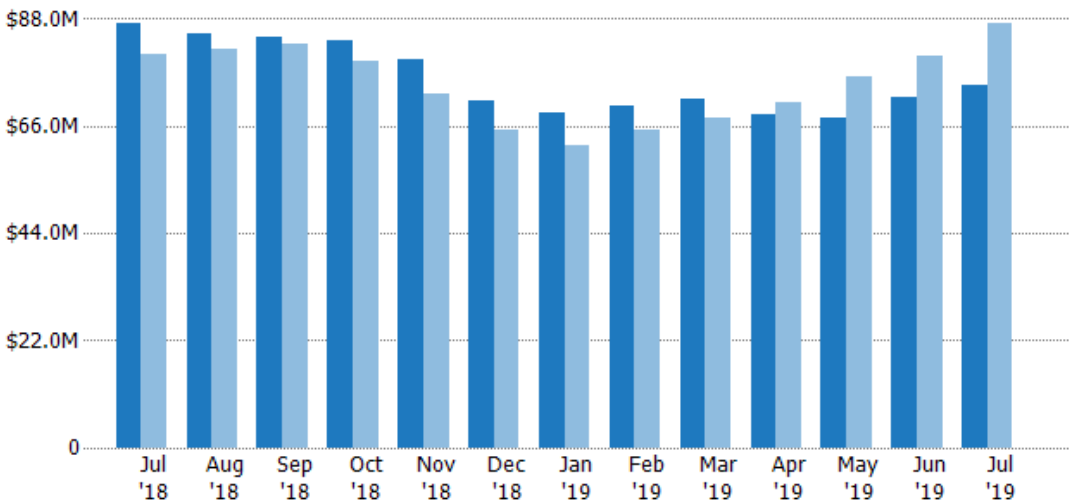
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	344	340	336	332	313	287	281	279	285	278	277	287	301
Prior Year	349	351	354	334	316	288	274	283	288	300	315	329	344
Percent Change from Prior Year	-1%	-3%	-5%	-1%	-1%	0%	3%	-1%	-1%	-7%	-12%	-13%	-13%

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.
Jul '19	\$74.5M	-14.2%
Jul '18	\$86.9M	7.6%
Jul '17	\$80.8M	2.2%

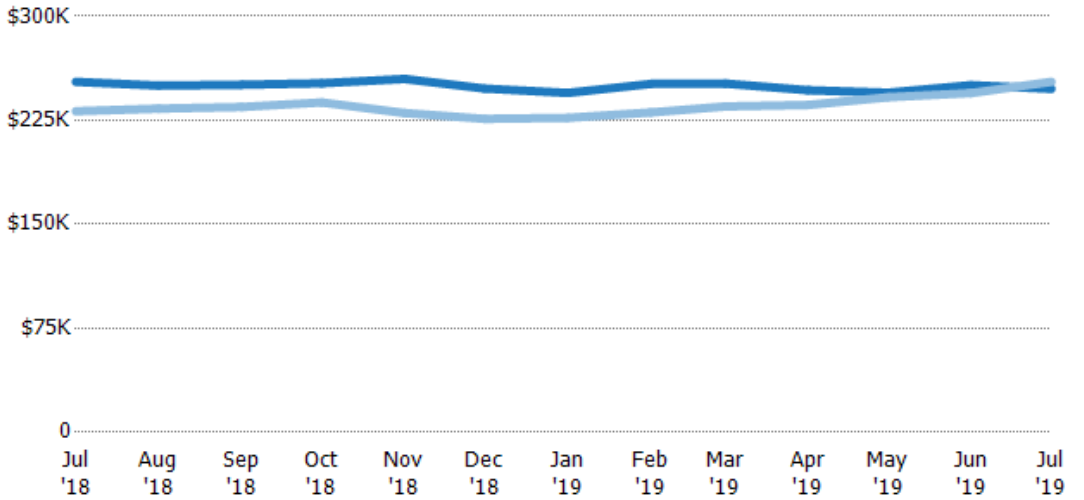
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$86.9M	\$85M	\$84.2M	\$83.6M	\$79.8M	\$71.1M	\$68.8M	\$70.1M	\$71.7M	\$68.6M	\$67.8M	\$71.8M	\$74.5M
Prior Year	\$80.8M	\$81.9M	\$83M	\$79.5M	\$72.8M	\$65.1M	\$62.1M	\$65.3M	\$67.7M	\$70.8M	\$76.1M	\$80.5M	\$86.9M
Percent Change from Prior Year	8%	4%	1%	5%	10%	9%	11%	7%	6%	-3%	-11%	-11%	-14%

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



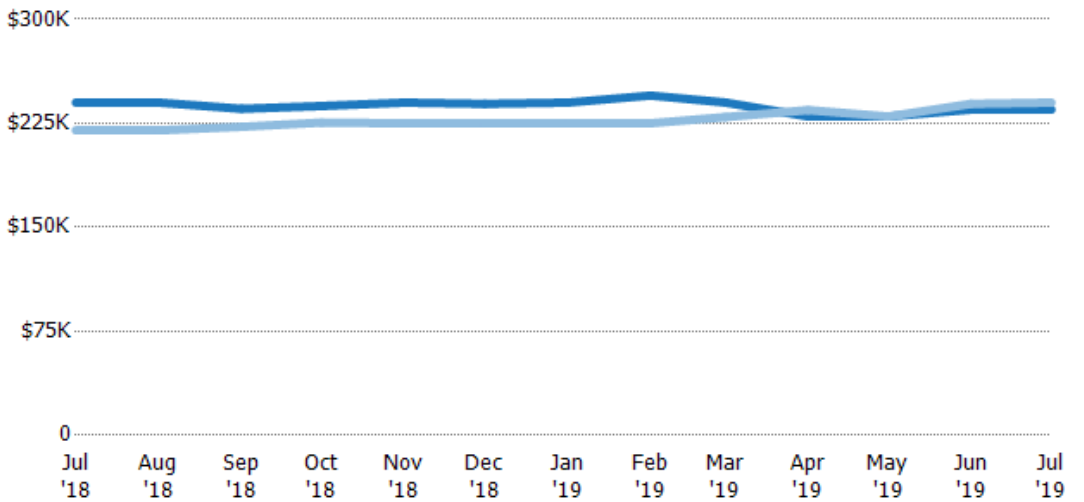
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$253K	\$250K	\$251K	\$252K	\$255K	\$248K	\$245K	\$251K	\$251K	\$247K	\$245K	\$250K	\$248K
Prior Year	\$232K	\$233K	\$235K	\$238K	\$230K	\$226K	\$227K	\$231K	\$235K	\$236K	\$242K	\$245K	\$253K
Percent Change from Prior Year	9%	7%	7%	6%	11%	10%	8%	9%	7%	4%	1%	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



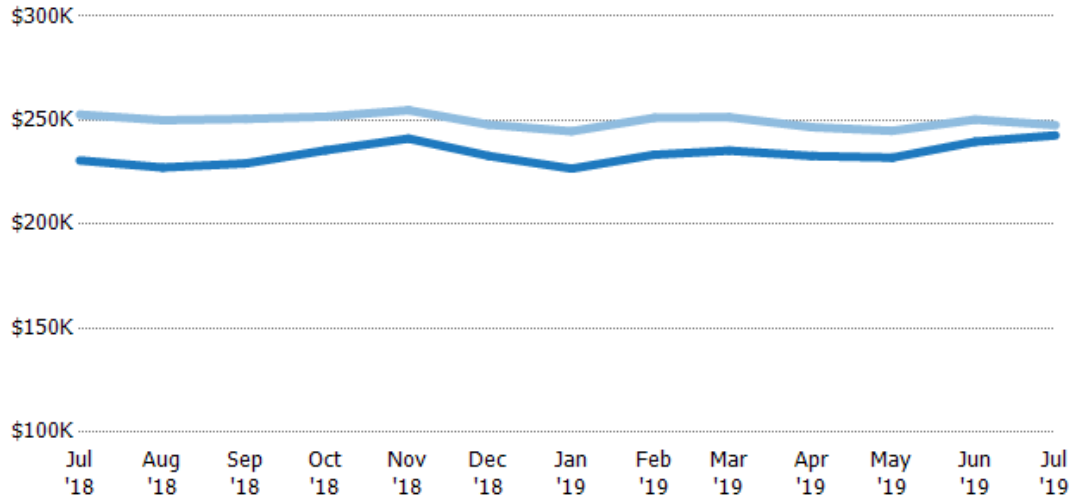
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$240K	\$240K	\$235K	\$237K	\$240K	\$239K	\$240K	\$245K	\$240K	\$230K	\$230K	\$235K	\$235K
Prior Year	\$220K	\$220K	\$222K	\$226K	\$225K	\$225K	\$225K	\$225K	\$229K	\$235K	\$230K	\$239K	\$240K
Percent Change from Prior Year	9%	9%	6%	5%	7%	6%	7%	9%	5%	-2%	0%	-2%	-2%

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



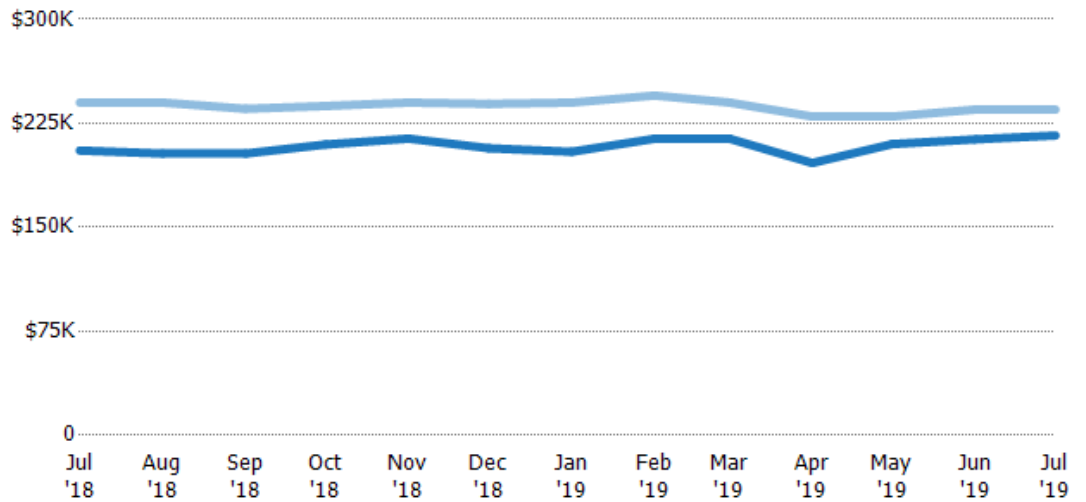
Avg Est Value	\$231K	\$227K	\$229K	\$236K	\$241K	\$233K	\$227K	\$233K	\$235K	\$233K	\$232K	\$240K	\$243K
Avg Listing Price	\$253K	\$250K	\$251K	\$252K	\$255K	\$248K	\$245K	\$251K	\$251K	\$247K	\$245K	\$250K	\$248K
Avg Listing Price as a % of Avg Est Value	110%	110%	109%	107%	106%	106%	108%	108%	107%	106%	106%	104%	102%

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	\$205K	\$203K	\$203K	\$210K	\$214K	\$207K	\$204K	\$214K	\$214K	\$196K	\$210K	\$213K	\$216K
Median Listing Price	\$240K	\$240K	\$235K	\$237K	\$240K	\$239K	\$240K	\$245K	\$240K	\$230K	\$230K	\$235K	\$235K
Med Listing Price as a % of Med Est Value	117%	118%	116%	113%	112%	115%	117%	115%	112%	117%	109%	110%	109%

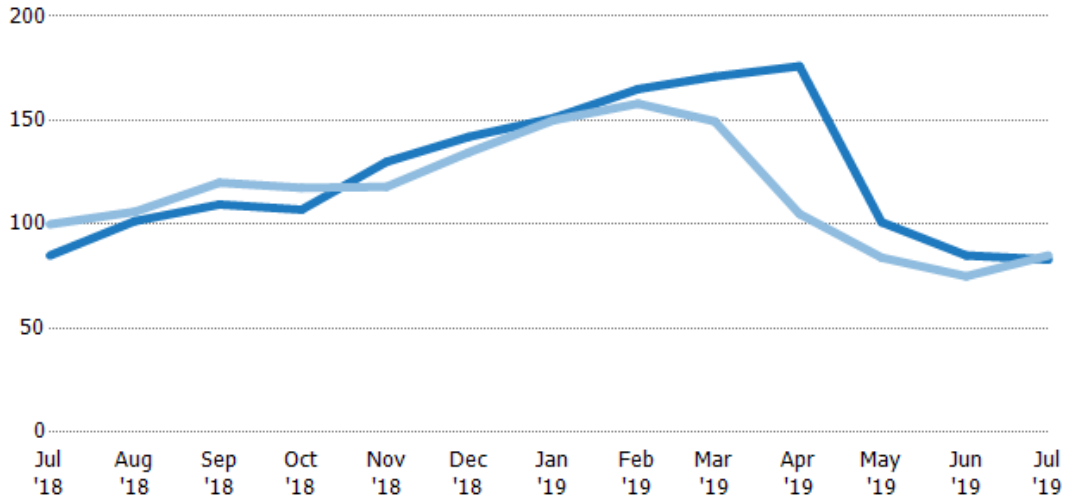
Median Days in RPR

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.
Jul '19	83	-2.4%
Jul '18	85	-15%
Jul '17	100	-5.5%



Current Year	85	102	110	107	130	142	151	165	171	176	101	85	83
Prior Year	100	106	120	118	118	135	150	158	150	105	84	75	85
Percent Change from Prior Year	-15%	-4%	-9%	-9%	10%	6%	1%	4%	14%	68%	20%	13%	-2%

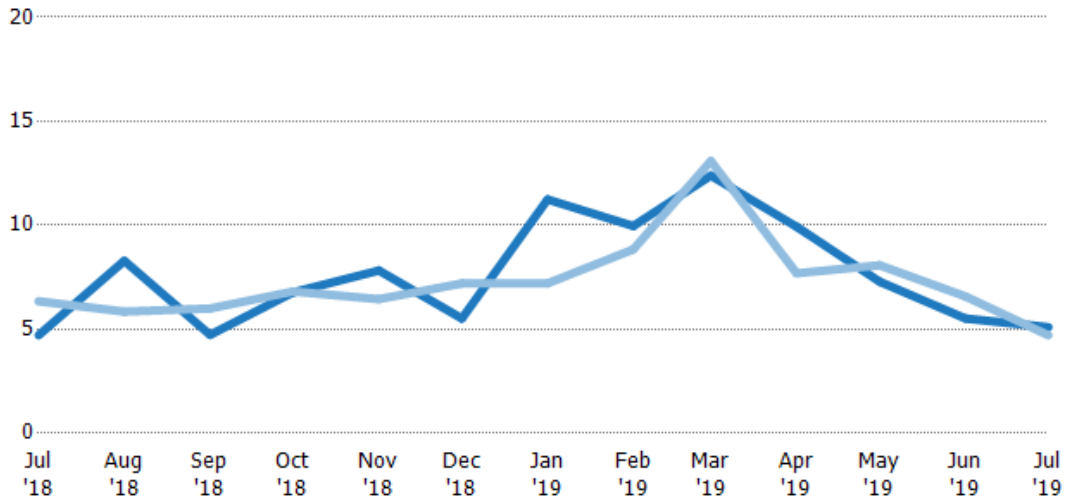
Months of Inventory

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.
Jul '19	5.1	8.3%
Jul '18	4.71	-25.7%
Jul '17	6.35	13.1%



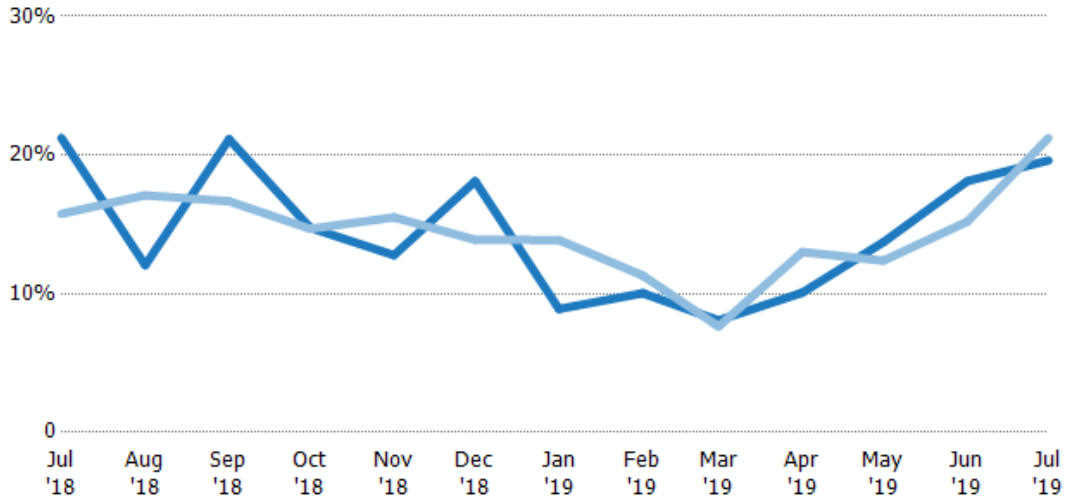
Current Year	4.71	8.29	4.73	6.78	7.83	5.52	11.2	9.96	12.4	9.93	7.29	5.52	5.1
Prior Year	6.35	5.85	6	6.82	6.45	7.2	7.21	8.84	13.1	7.69	8.08	6.58	4.71
Percent Change from Prior Year	-26%	42%	-21%	-1%	21%	-23%	56%	13%	-5%	29%	-10%	-16%	8%

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



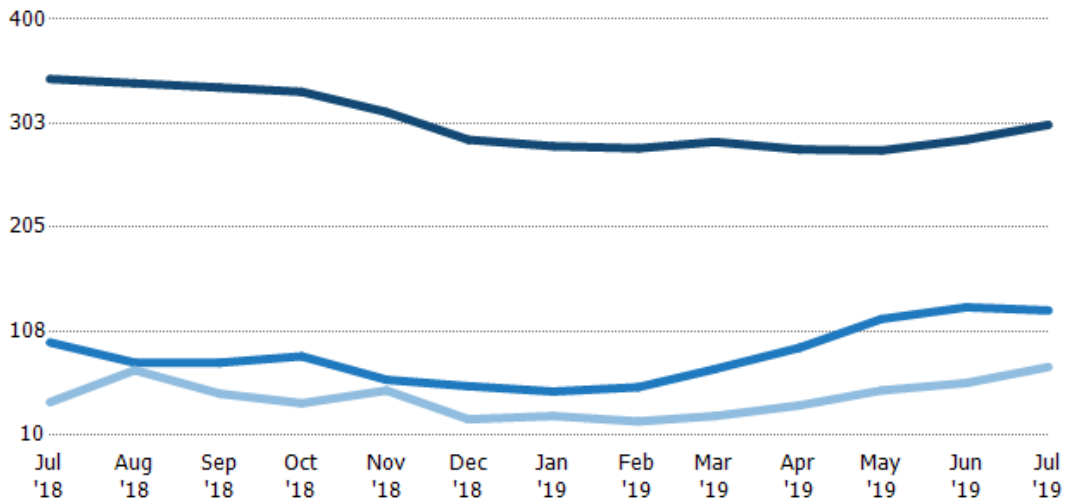
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	21%	12%	21%	15%	13%	18%	9%	10%	8%	10%	14%	18%	20%
Prior Year	16%	17%	17%	15%	16%	14%	14%	11%	8%	13%	12%	15%	21%
Change from Prior Year	-5%	5%	-4%	0%	3%	-4%	5%	1%	0%	3%	-1%	-3%	2%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	344	340	336	332	313	287	281	279	285	278	277	287	301
Pending	97	78	78	84	62	56	51	55	72	92	119	130	127
Sold	41	71	49	40	52	25	28	23	28	38	52	59	74

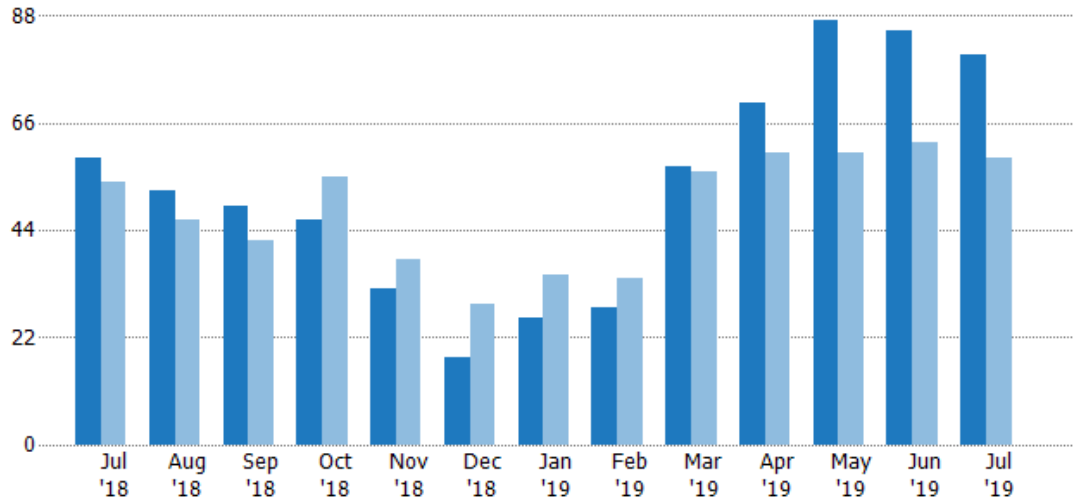
New Pending Sales

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.
Jul '19	80	35.6%
Jul '18	59	9.3%
Jul '17	54	-1.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	59	52	49	46	32	18	26	28	57	70	87	85	80
Prior Year	54	46	42	55	38	29	35	34	56	60	60	62	59
Percent Change from Prior Year	9%	13%	17%	-16%	-16%	-38%	-26%	-18%	2%	17%	45%	37%	36%

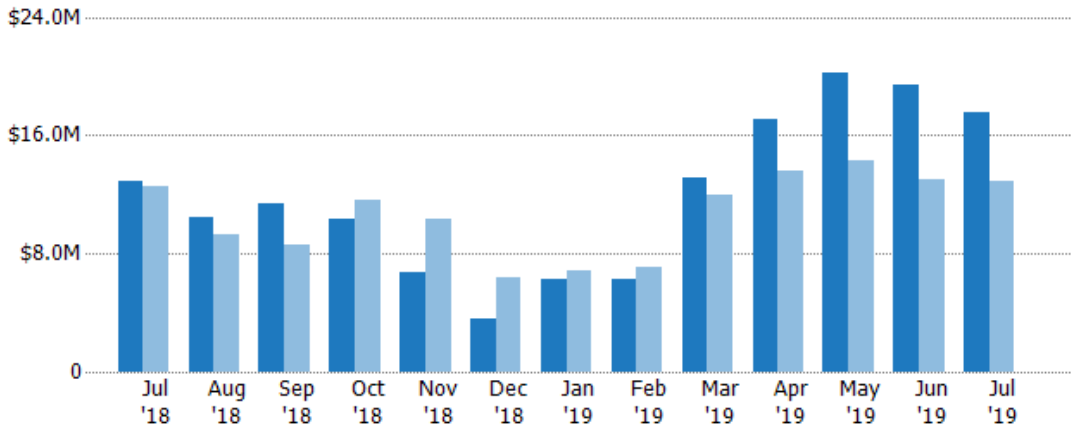
New Pending Sales Volume

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.
Jul '19	\$17.6M	36.4%
Jul '18	\$12.9M	2.5%
Jul '17	\$12.6M	-14.7%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$12.9M	\$10.5M	\$11.4M	\$10.3M	\$6.76M	\$3.6M	\$6.29M	\$6.25M	\$13.1M	\$17M	\$20.3M	\$19.4M	\$17.6M
Prior Year	\$12.6M	\$9.29M	\$8.6M	\$11.6M	\$10.3M	\$6.43M	\$6.8M	\$7.06M	\$12M	\$13.6M	\$14.3M	\$13M	\$12.9M
Percent Change from Prior Year	3%	13%	33%	-11%	-34%	-44%	-8%	-12%	9%	26%	41%	49%	36%

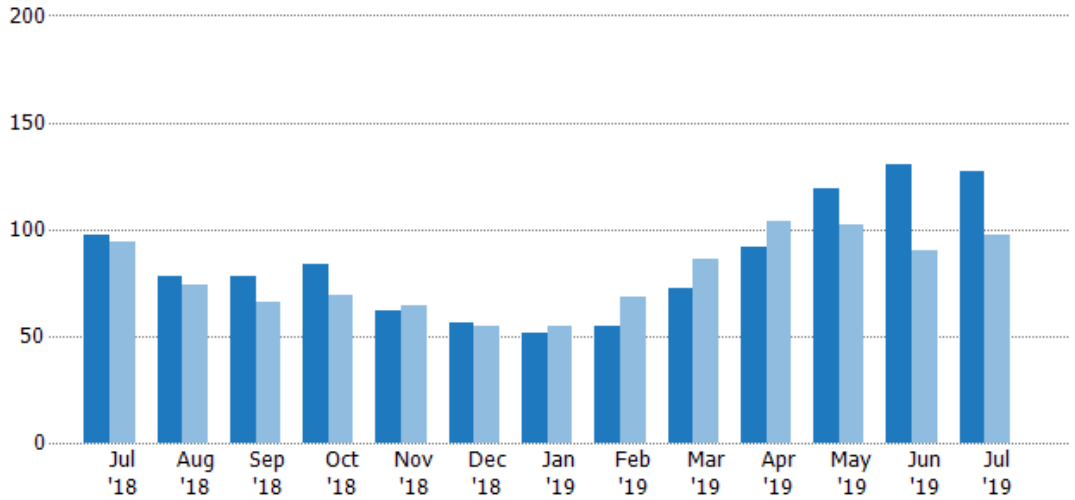
Pending Sales

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.
Jul '19	127	30.9%
Jul '18	97	3.2%
Jul '17	94	22.3%



Current Year	97	78	78	84	62	56	51	55	72	92	119	130	127
Prior Year	94	74	66	69	64	55	55	68	86	104	102	90	97
Percent Change from Prior Year	3%	5%	18%	22%	-3%	2%	-7%	-19%	-16%	-12%	17%	44%	31%

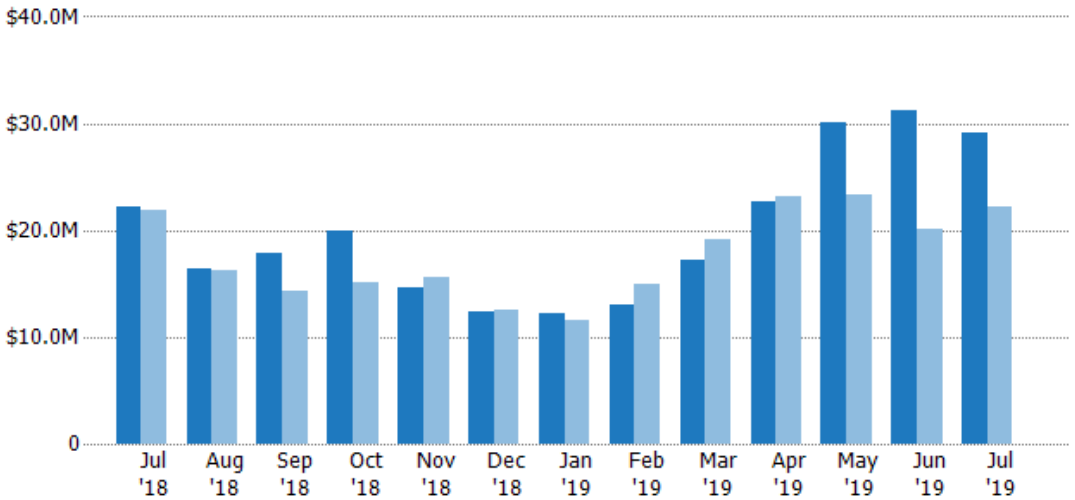
Pending Sales Volume

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.
Jul '19	\$29.2M	31.4%
Jul '18	\$22.2M	1.9%
Jul '17	\$21.8M	7.6%



Current Year	\$22.2M	\$16.4M	\$17.8M	\$19.9M	\$14.6M	\$12.3M	\$12.2M	\$13M	\$17.2M	\$22.7M	\$30M	\$31.3M	\$29.2M
Prior Year	\$21.8M	\$16.2M	\$14.3M	\$15.1M	\$15.6M	\$12.5M	\$11.5M	\$14.9M	\$19.1M	\$23.1M	\$23.4M	\$20.1M	\$22.2M
Percent Change from Prior Year	2%	1%	24%	32%	-6%	-2%	6%	-13%	-10%	-2%	28%	56%	31%

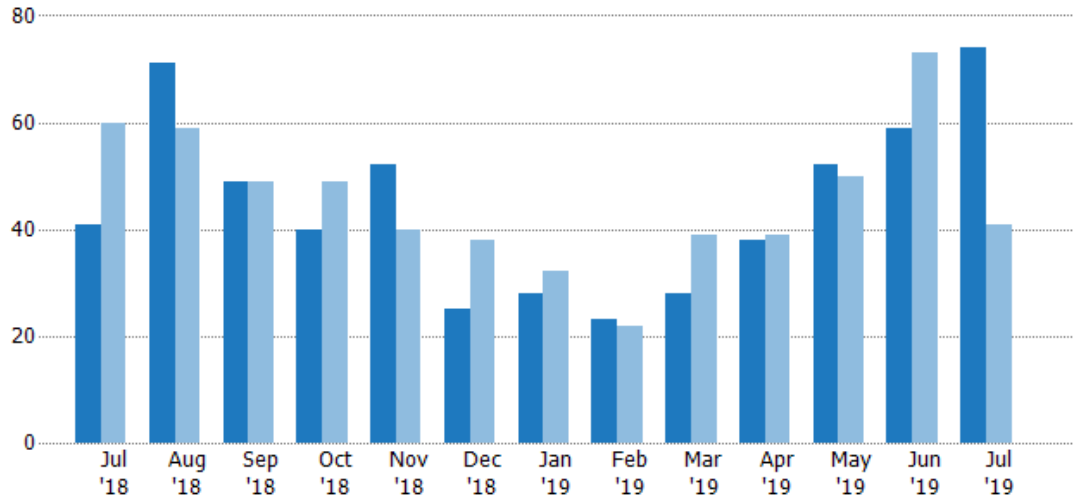
Closed Sales

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.
Jul '19	74	80.5%
Jul '18	41	-31.7%
Jul '17	60	-16.7%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	41	71	49	40	52	25	28	23	28	38	52	59	74
Prior Year	60	59	49	49	40	38	32	22	39	39	50	73	41
Percent Change from Prior Year	-32%	20%	0%	-18%	30%	-34%	-13%	5%	-28%	-3%	4%	-19%	80%

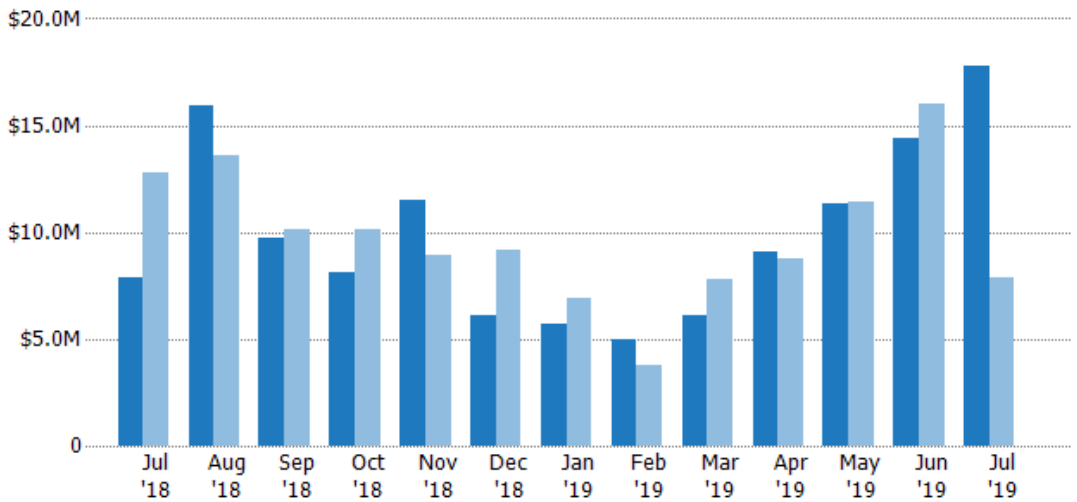
Closed Sales Volume

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.
Jul '19	\$17.8M	126.9%
Jul '18	\$7.85M	-38.6%
Jul '17	\$12.8M	-17.2%



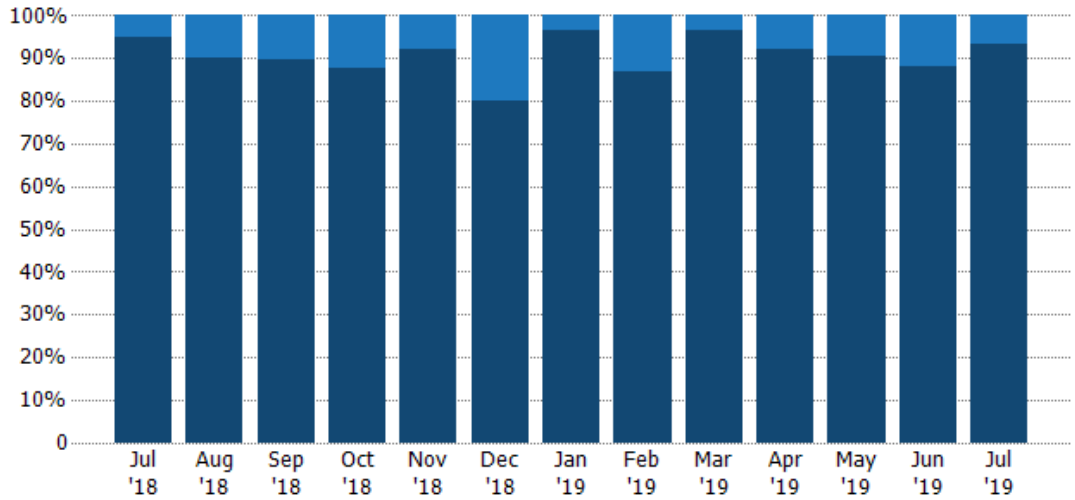
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$7.85M	\$16M	\$9.69M	\$8.12M	\$11.5M	\$6.07M	\$5.7M	\$4.96M	\$6.14M	\$9.11M	\$11.4M	\$14.4M	\$17.8M
Prior Year	\$12.8M	\$13.6M	\$10.1M	\$10.1M	\$8.9M	\$9.18M	\$6.9M	\$3.75M	\$7.79M	\$8.79M	\$11.4M	\$16M	\$7.85M
Percent Change from Prior Year	-39%	17%	-4%	-20%	29%	-34%	-17%	32%	-21%	4%	0%	-10%	127%

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



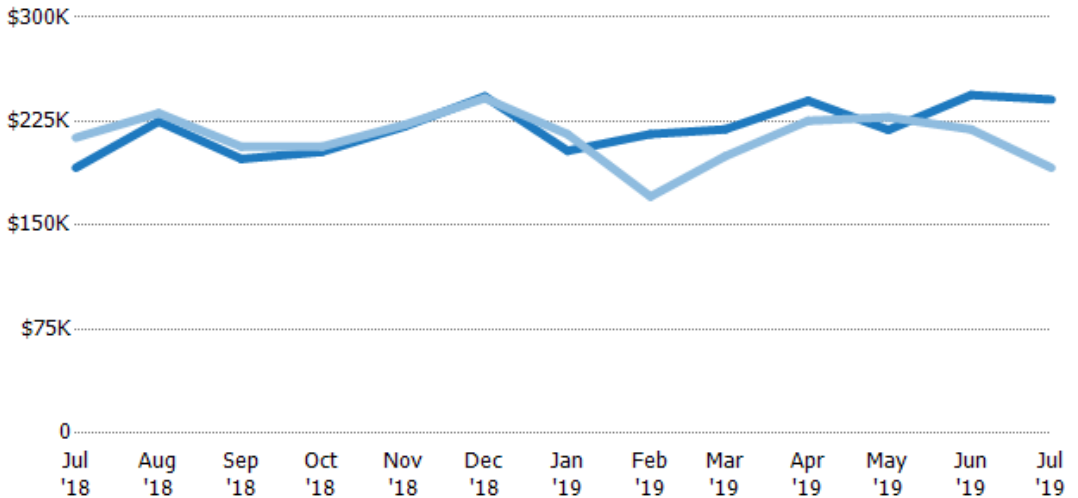
Condo/Townhouse	5%	10%	10%	13%	8%	20%	4%	13%	4%	8%	10%	12%	7%
Single Family Residence	95%	90%	90%	88%	92%	80%	96%	87%	96%	92%	90%	88%	93%

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



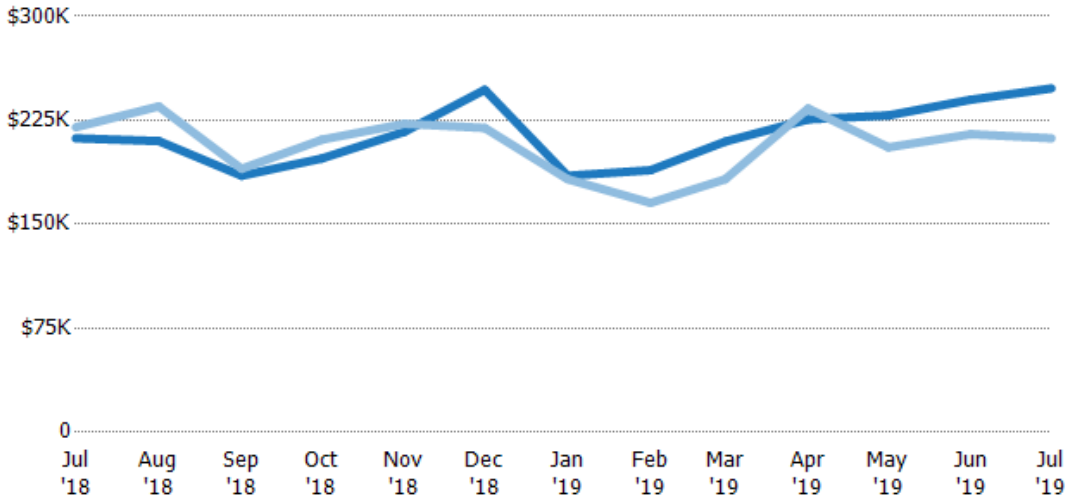
Current Year	\$191K	\$225K	\$198K	\$203K	\$221K	\$243K	\$204K	\$216K	\$219K	\$240K	\$219K	\$244K	\$241K
Prior Year	\$213K	\$231K	\$207K	\$207K	\$223K	\$242K	\$216K	\$171K	\$200K	\$225K	\$228K	\$219K	\$191K
Percent Change from Prior Year	-10%	-3%	-4%	-2%	-1%	1%	-6%	26%	10%	6%	-4%	11%	26%

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



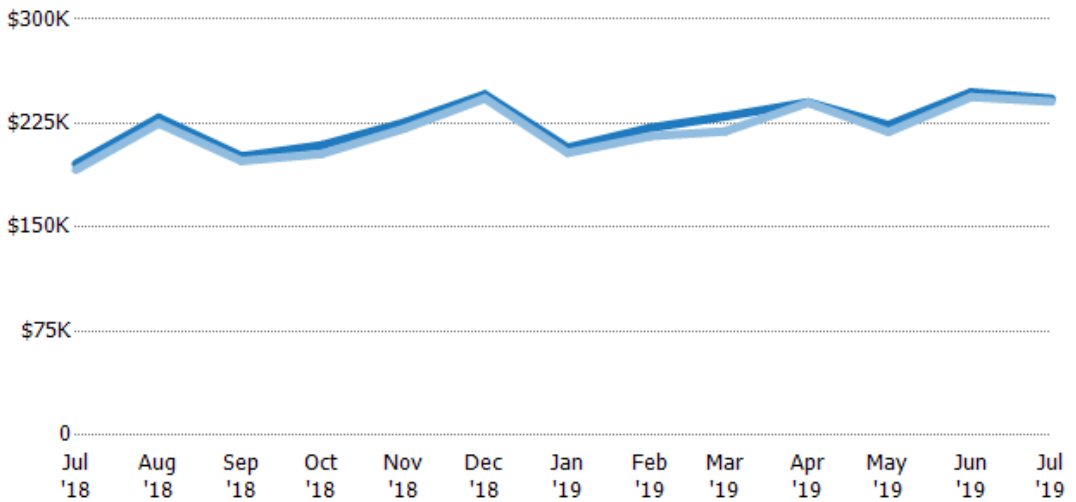
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$212K	\$210K	\$185K	\$197K	\$217K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K
Prior Year	\$220K	\$235K	\$190K	\$211K	\$223K	\$219K	\$183K	\$165K	\$183K	\$234K	\$206K	\$215K	\$212K
Percent Change from Prior Year	-4%	-11%	-3%	-6%	-3%	13%	1%	14%	15%	-3%	11%	12%	17%

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



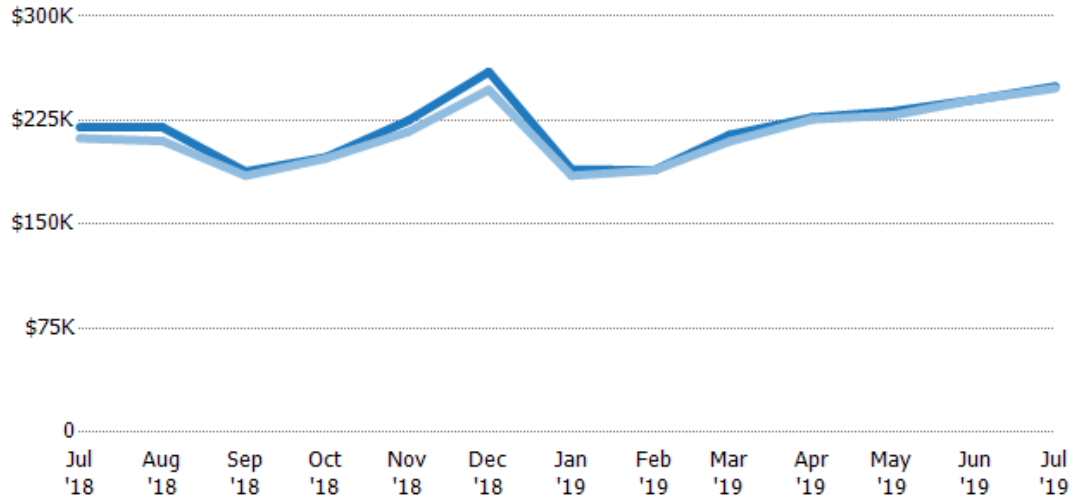
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$196K	\$229K	\$201K	\$209K	\$226K	\$246K	\$207K	\$222K	\$230K	\$240K	\$224K	\$247K	\$243K
Avg Sales Price	\$191K	\$225K	\$198K	\$203K	\$221K	\$243K	\$204K	\$216K	\$219K	\$240K	\$219K	\$244K	\$241K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	97%	98%	99%	98%	97%	95%	100%	98%	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



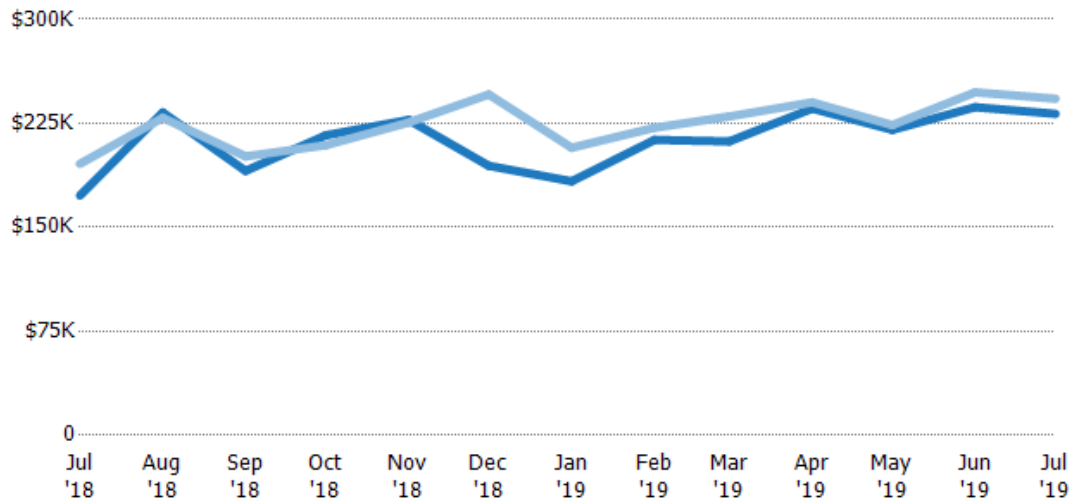
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$220K	\$220K	\$188K	\$198K	\$225K	\$260K	\$189K	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K
Median Sales Price	\$212K	\$210K	\$185K	\$197K	\$217K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K
Med Sales Price as a % of Med List Price	96%	95%	98%	100%	96%	95%	98%	100%	98%	99%	99%	100%	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



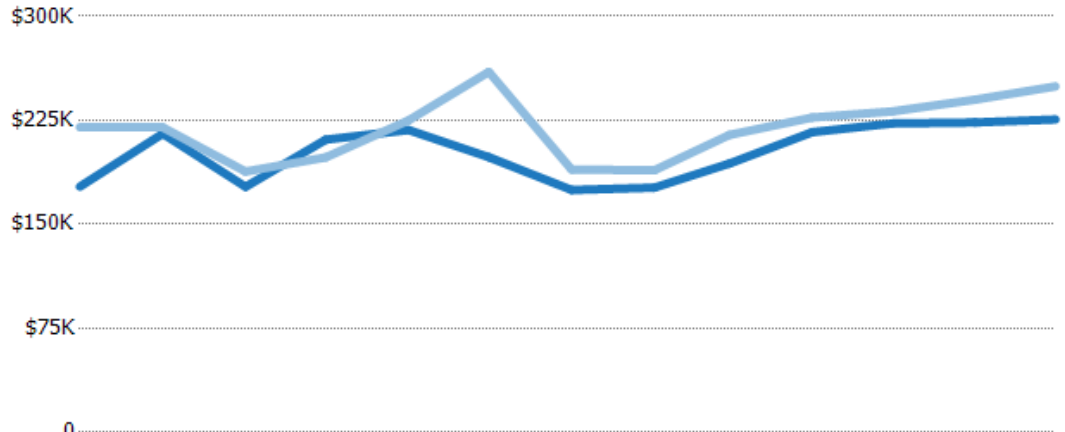
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$173K	\$233K	\$191K	\$216K	\$227K	\$194K	\$183K	\$213K	\$212K	\$236K	\$220K	\$237K	\$232K
Avg Sales Price	\$196K	\$229K	\$201K	\$209K	\$226K	\$246K	\$207K	\$222K	\$230K	\$240K	\$224K	\$247K	\$243K
Avg Sales Price as a % of Avg Est Value	113%	98%	106%	97%	99%	126%	113%	104%	108%	102%	102%	105%	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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$177K	\$215K	\$177K	\$211K	\$218K	\$198K	\$175K	\$176K	\$194K	\$216K	\$223K	\$223K	\$226K
Median Sales Price	\$220K	\$220K	\$188K	\$198K	\$225K	\$260K	\$189K	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K
Med Sales Price as a % of Med Est Value	124%	102%	106%	94%	103%	131%	108%	107%	111%	105%	104%	107%	111%