

Summary of Key Listing and Sales Metrics

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

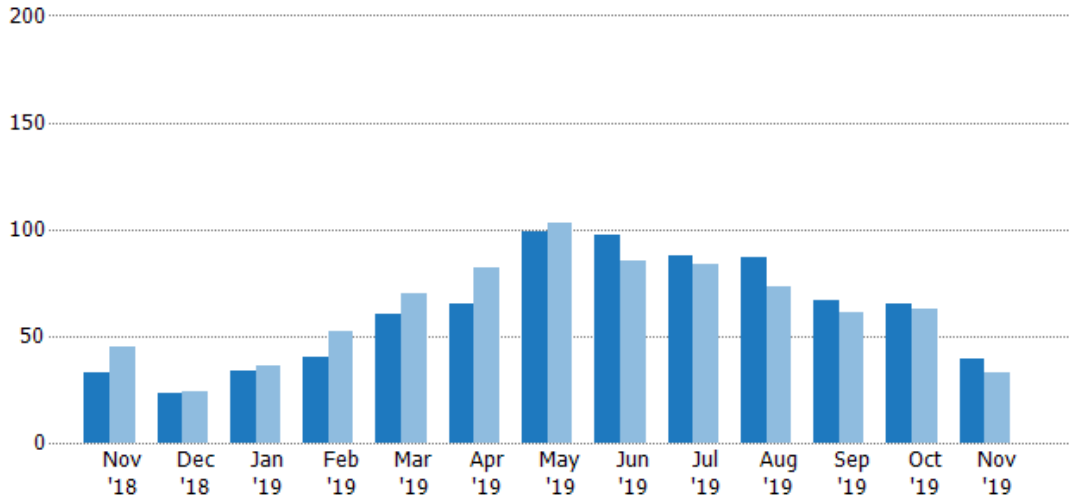
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	39	33	+18.2%	741	742	-0.1%
New Listing Volume	\$9,925,554	\$7,962,108	+24.7%	\$180,371,366	\$178,004,212	+1.3%
Active Listing Count	255	317	-19.6%	N/A	N/A	
Active Listing Volume	\$67,281,671	\$81,245,080	-17.2%	N/A	N/A	
Average Listing Price	\$263,850	\$256,294	+2.9%	\$253,594	\$245,624	+3.2%
Median Listing Price	\$249,000	\$240,000	+3.8%	\$240,845	\$236,610	+1.8%
Median Days in RPR	124	130	-4.6%	114.52	114.75	-0.2%
Months of Inventory	3.3	7.9	-58.2%	6.3	7.4	-15.4%
Absorption Rate	30.2%	12.62%	+17.6%	15.99%	13.53%	+2.5%
Sales Activity Charts Metrics						
New Pending Sales Count	52	32	+62.5%	694	543	+27.8%
New Pending Sales Volume	\$12,754,802	\$6,759,895	+88.7%	\$160,448,920	\$118,335,516	+35.6%
Pending Sales Count	93	62	+50%	N/A	N/A	
Pending Sales Volume	\$22,266,219	\$14,630,995	+52.2%	N/A	N/A	
Closed Sales Count	53	49	+8.2%	544	511	+6.5%
Closed Sales Volume	\$12,398,838	\$10,969,776	+13%	\$123,756,758	\$108,764,804	+13.8%
Average Sales Price	\$233,940	\$223,873	+4.5%	\$227,494	\$212,847	+6.9%
Median Sales Price	\$235,000	\$230,000	+2.2%	\$227,841	\$205,225	+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



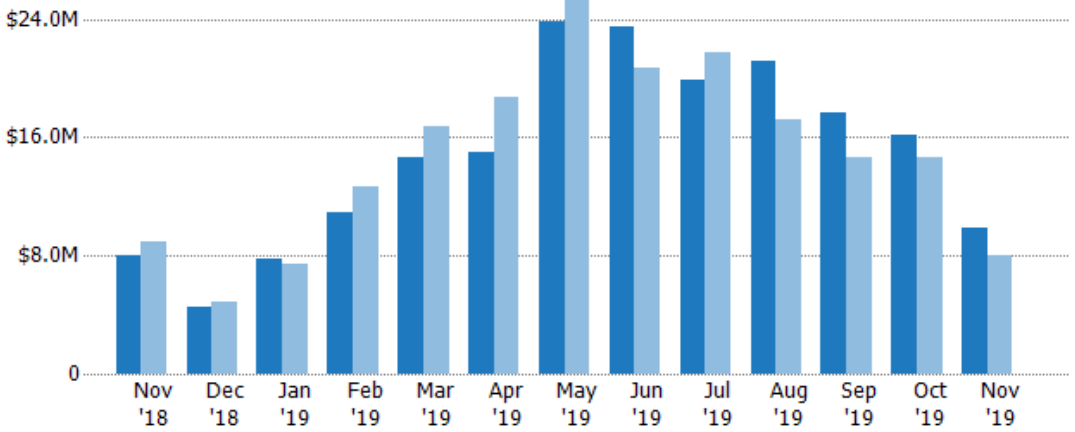
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	33	23	34	40	60	65	99	97	88	87	67	65	39
Prior Year	45	24	36	52	70	82	103	85	84	73	61	63	33
Percent Change from Prior Year	-27%	-4%	-6%	-23%	-14%	-21%	-4%	14%	5%	19%	10%	3%	18%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$7.96M	\$4.47M	\$7.75M	\$11M	\$14.6M	\$15M	\$23.9M	\$23.5M	\$19.9M	\$21.2M	\$17.6M	\$16.1M	\$9.93M
Prior Year	\$8.97M	\$4.84M	\$7.39M	\$12.7M	\$16.8M	\$18.7M	\$25.8M	\$20.7M	\$21.7M	\$17.1M	\$14.6M	\$14.6M	\$7.96M
Percent Change from Prior Year	-11%	-8%	5%	-14%	-13%	-20%	-7%	14%	-8%	23%	21%	10%	25%

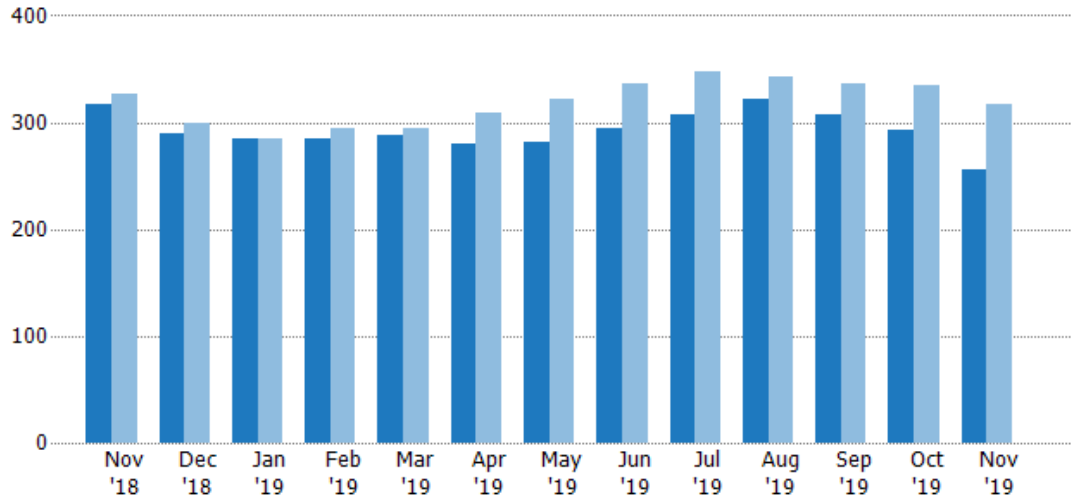
Active Listings

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.
Nov '19	255	-19.6%
Nov '18	317	-3.1%
Nov '17	327	-4.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	317	289	285	284	288	280	281	294	308	322	307	292	255
Prior Year	327	300	284	295	295	309	322	336	347	342	336	335	317
Percent Change from Prior Year	-3%	-4%	0%	-4%	-2%	-9%	-13%	-13%	-11%	-6%	-9%	-13%	-20%

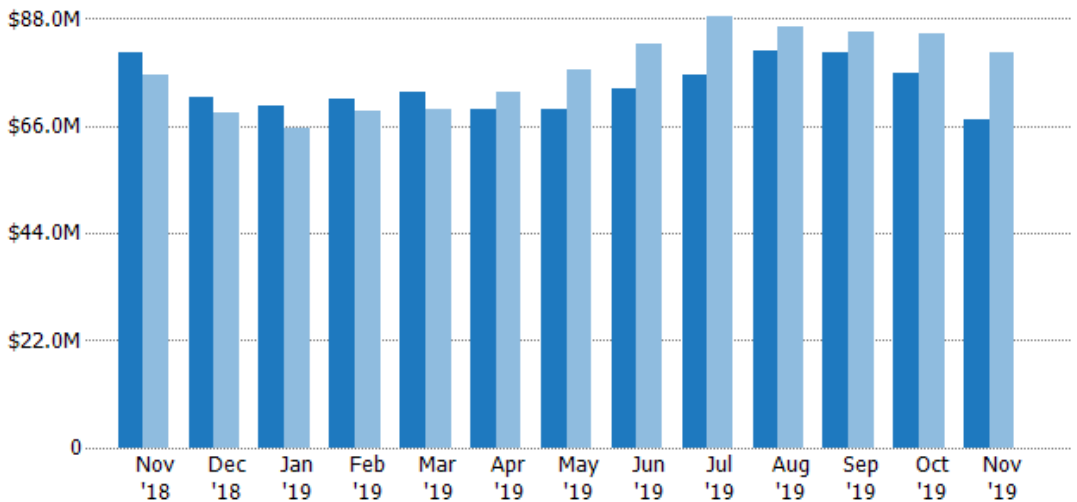
Active Listing Volume

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.
Nov '19	\$67.3M	-17.2%
Nov '18	\$81.2M	6%
Nov '17	\$76.6M	-7.8%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$81.2M	\$72M	\$70.2M	\$71.6M	\$72.9M	\$69.6M	\$69.4M	\$73.8M	\$76.5M	\$81.4M	\$81M	\$76.9M	\$67.3M
Prior Year	\$76.6M	\$68.7M	\$65.4M	\$69M	\$69.6M	\$72.9M	\$77.6M	\$83M	\$88.6M	\$86.5M	\$85.3M	\$84.9M	\$81.2M
Percent Change from Prior Year	6%	5%	7%	4%	5%	-5%	-11%	-11%	-14%	-6%	-5%	-9%	-17%

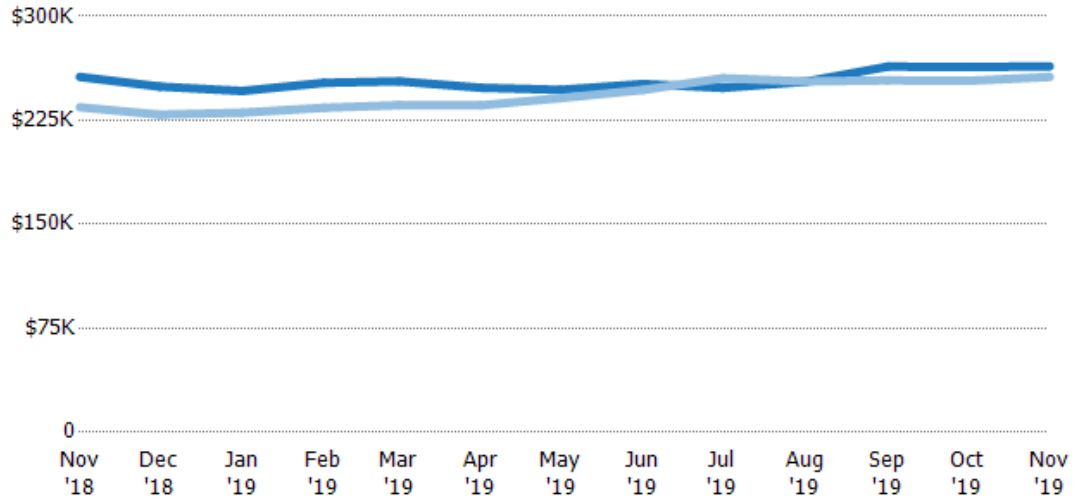
Average Listing Price

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.
Nov '19	\$264K	2.9%
Nov '18	\$256K	9.3%
Nov '17	\$234K	-3.7%



Current Year	\$256K	\$249K	\$246K	\$252K	\$253K	\$248K	\$247K	\$251K	\$248K	\$253K	\$264K	\$263K	\$264K
Prior Year	\$234K	\$229K	\$230K	\$234K	\$236K	\$236K	\$241K	\$247K	\$255K	\$253K	\$254K	\$253K	\$256K
Percent Change from Prior Year	9%	9%	7%	8%	7%	5%	2%	2%	-3%	0%	4%	4%	3%

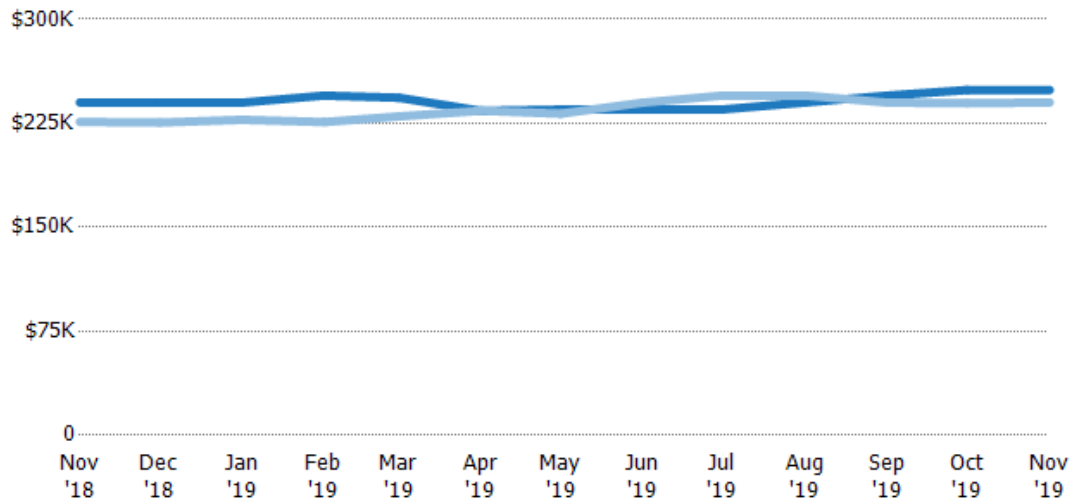
Median Listing Price

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.
Nov '19	\$249K	3.8%
Nov '18	\$240K	6.2%
Nov '17	\$226K	-0.5%



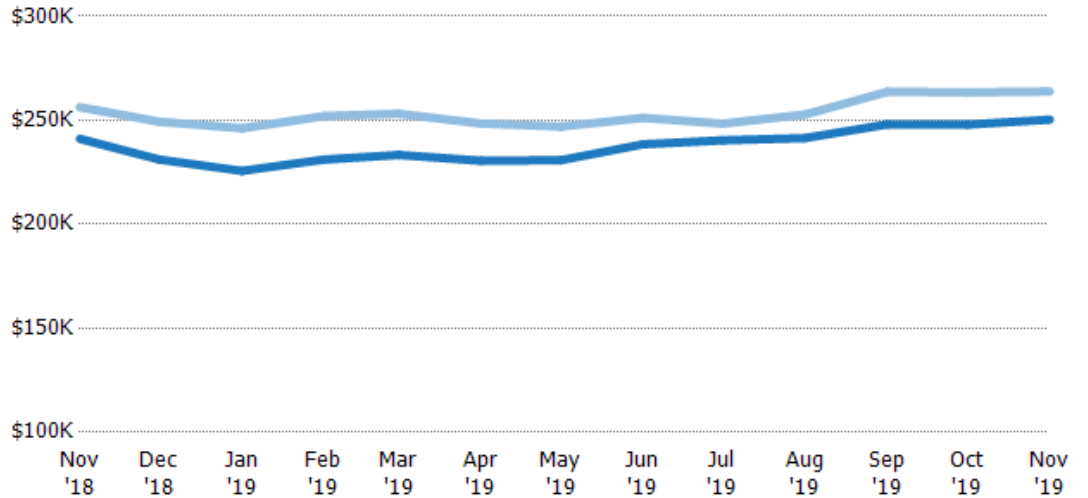
Current Year	\$240K	\$240K	\$240K	\$245K	\$243K	\$234K	\$235K	\$235K	\$235K	\$240K	\$245K	\$249K	\$249K
Prior Year	\$226K	\$226K	\$228K	\$226K	\$230K	\$234K	\$232K	\$240K	\$245K	\$245K	\$240K	\$240K	\$240K
Percent Change from Prior Year	6%	6%	5%	8%	6%	0%	1%	-2%	-4%	-2%	2%	4%	4%

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



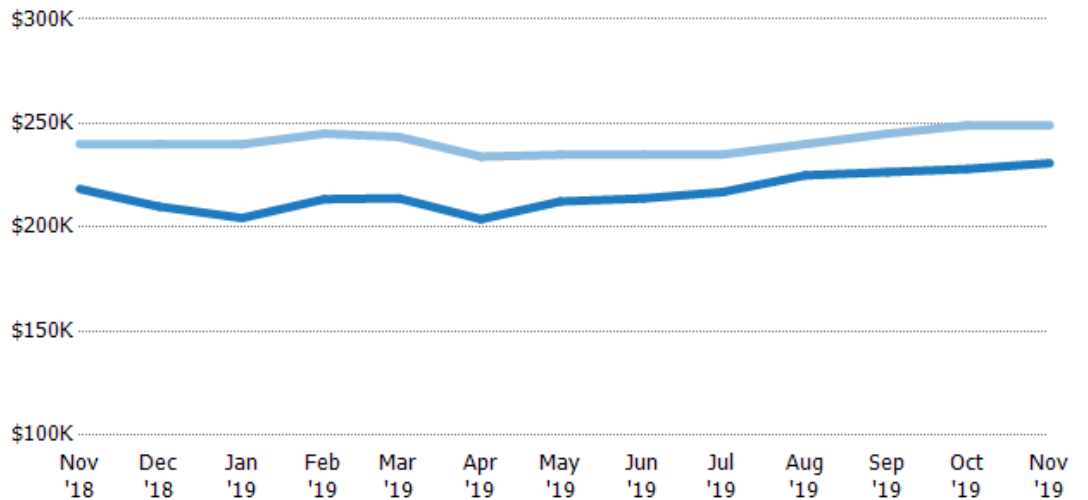
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$241K	\$231K	\$226K	\$231K	\$233K	\$231K	\$231K	\$238K	\$240K	\$241K	\$248K	\$248K	\$250K
Avg Listing Price	\$256K	\$249K	\$246K	\$252K	\$253K	\$248K	\$247K	\$251K	\$248K	\$253K	\$264K	\$263K	\$264K
Avg Listing Price as a % of Avg Est Value	106%	108%	109%	109%	108%	108%	107%	105%	103%	105%	106%	106%	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



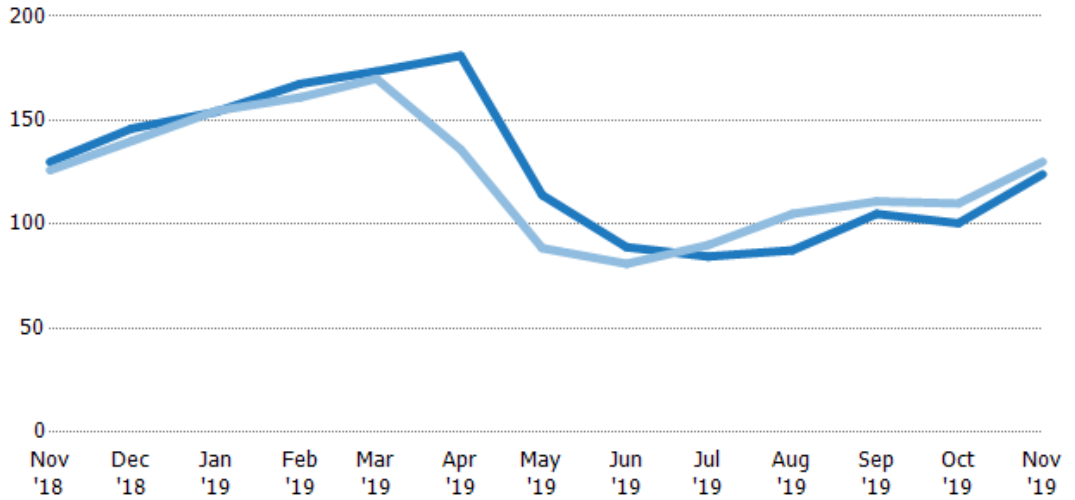
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$218K	\$210K	\$204K	\$213K	\$214K	\$204K	\$212K	\$214K	\$217K	\$225K	\$227K	\$228K	\$231K
Median Listing Price	\$240K	\$240K	\$240K	\$245K	\$243K	\$234K	\$235K	\$235K	\$235K	\$240K	\$245K	\$249K	\$249K
Med Listing Price as a % of Med Est Value	110%	114%	117%	115%	114%	115%	111%	110%	108%	107%	108%	109%	108%

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.
Nov '19	124	-4.6%
Nov '18	130	3.2%
Nov '17	126	4%

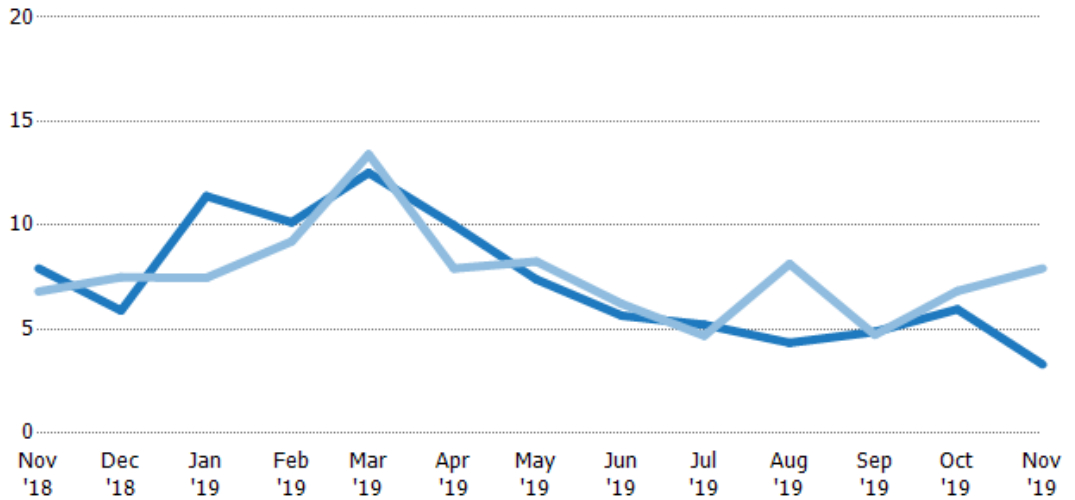
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	130	146	154	168	174	181	114	89	84.5	87.5	105	101	124
Prior Year	126	140	155	161	170	136	88.5	81	90	105	111	110	130
Percent Change from Prior Year	3%	4%	0%	4%	2%	33%	29%	10%	-6%	-17%	-5%	-9%	-5%

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.
Nov '19	3.31	-58.2%
Nov '18	7.93	16.3%
Nov '17	6.81	-13.3%

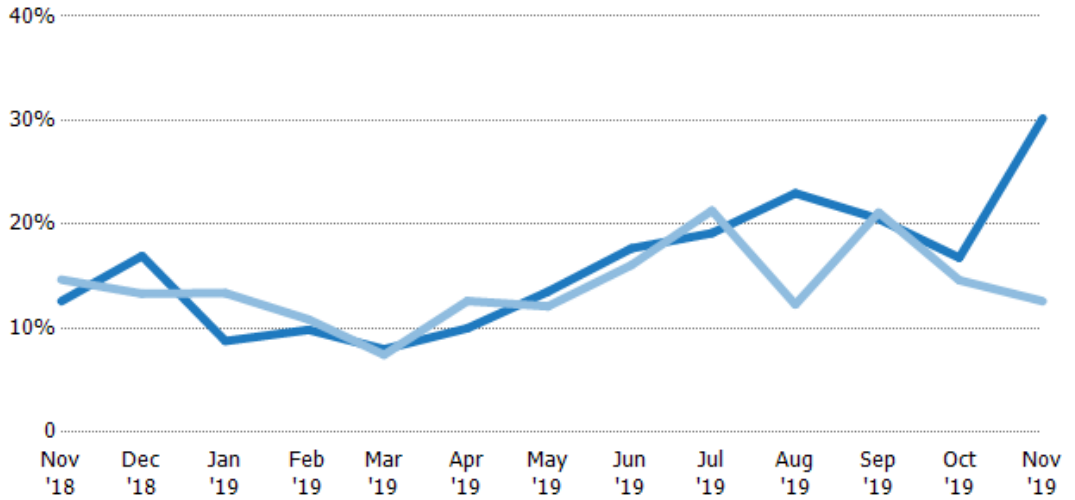
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	7.93	5.9	11.4	10.1	12.5	10	7.39	5.65	5.22	4.35	4.87	5.96	3.31
Prior Year	6.81	7.5	7.47	9.22	13.4	7.92	8.26	6.22	4.69	8.14	4.73	6.84	7.93
Percent Change from Prior Year	16%	-21%	53%	10%	-7%	26%	-10%	-9%	11%	-47%	3%	-13%	-58%

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



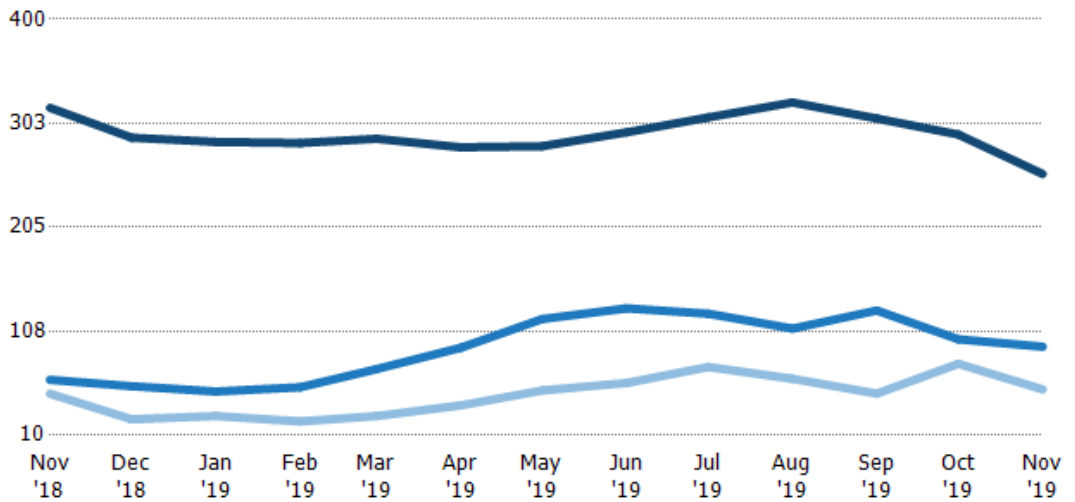
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	13%	17%	9%	10%	8%	10%	14%	18%	19%	23%	21%	17%	30%
Prior Year	15%	13%	13%	11%	7%	13%	12%	16%	21%	12%	21%	15%	13%
Change from Prior Year	2%	-4%	5%	1%	-1%	3%	-1%	-2%	2%	-11%	1%	-2%	-18%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	317	289	285	284	288	280	281	294	308	322	307	292	255
Pending	62	56	51	55	72	92	119	129	124	110	127	100	93
Sold	49	25	28	23	28	38	52	59	74	63	49	77	53

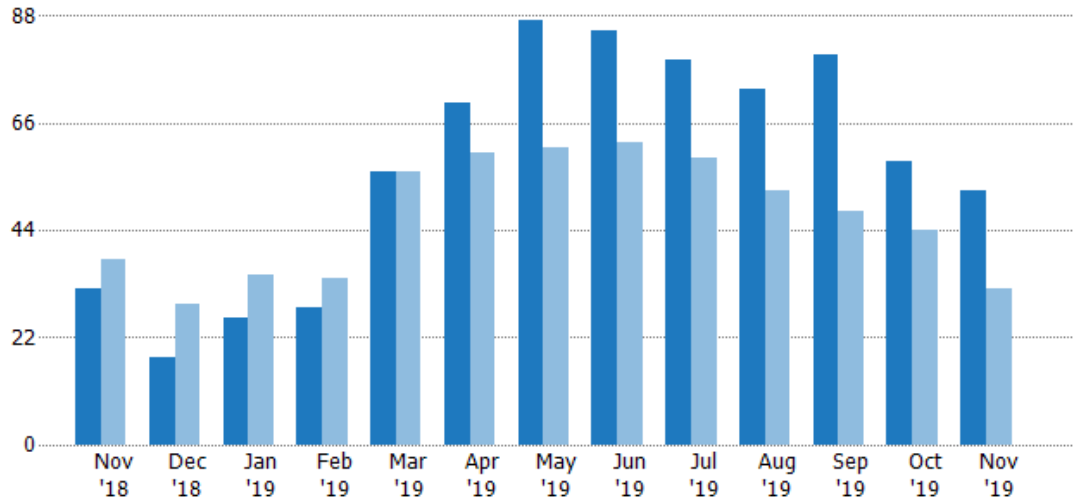
New Pending Sales

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.
Nov '19	52	62.5%
Nov '18	32	-15.8%
Nov '17	38	-7.9%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	32	18	26	28	56	70	87	85	79	73	80	58	52
Prior Year	38	29	35	34	56	60	61	62	59	52	48	44	32
Percent Change from Prior Year	-16%	-38%	-26%	-18%	0%	17%	43%	37%	34%	40%	67%	32%	63%

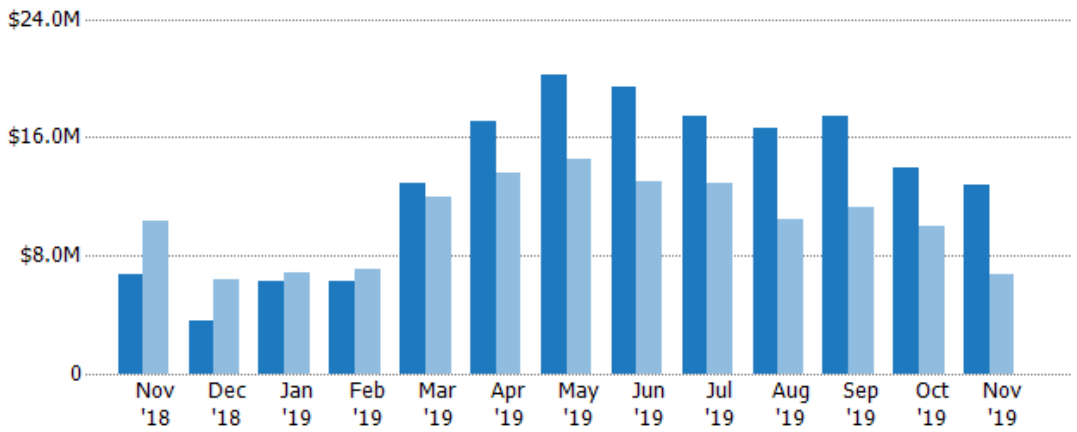
New Pending Sales Volume

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.
Nov '19	\$12.8M	88.7%
Nov '18	\$6.76M	-34.3%
Nov '17	\$10.3M	-28.1%



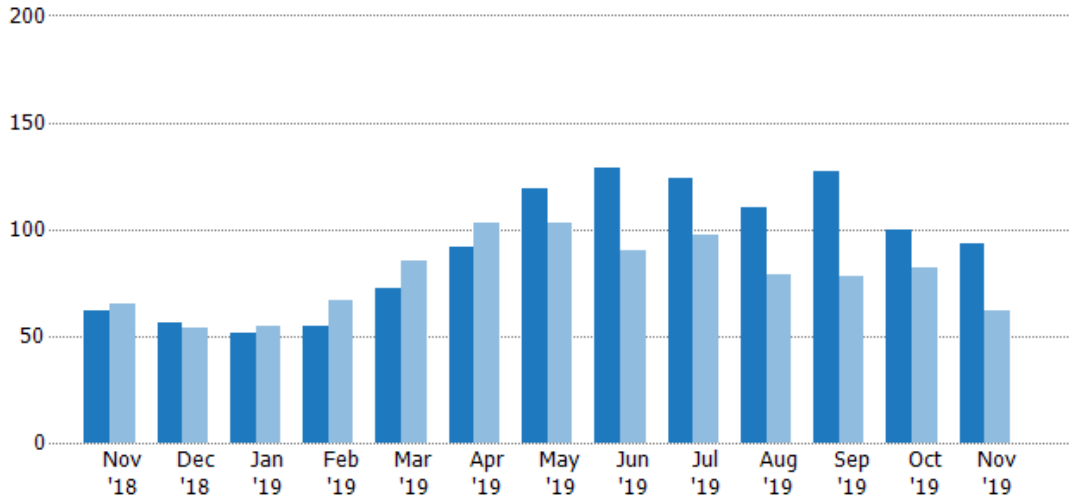
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$6.76M	\$3.6M	\$6.29M	\$6.25M	\$12.9M	\$17M	\$20.3M	\$19.4M	\$17.4M	\$16.6M	\$17.4M	\$14M	\$12.8M
Prior Year	\$10.3M	\$6.43M	\$6.8M	\$7.06M	\$12M	\$13.6M	\$14.5M	\$13M	\$12.9M	\$10.5M	\$11.3M	\$9.97M	\$6.76M
Percent Change from Prior Year	-34%	-44%	-8%	-12%	8%	26%	40%	49%	35%	59%	55%	40%	89%

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.
Nov '19	93	50%
Nov '18	62	-4.6%
Nov '17	65	23.1%

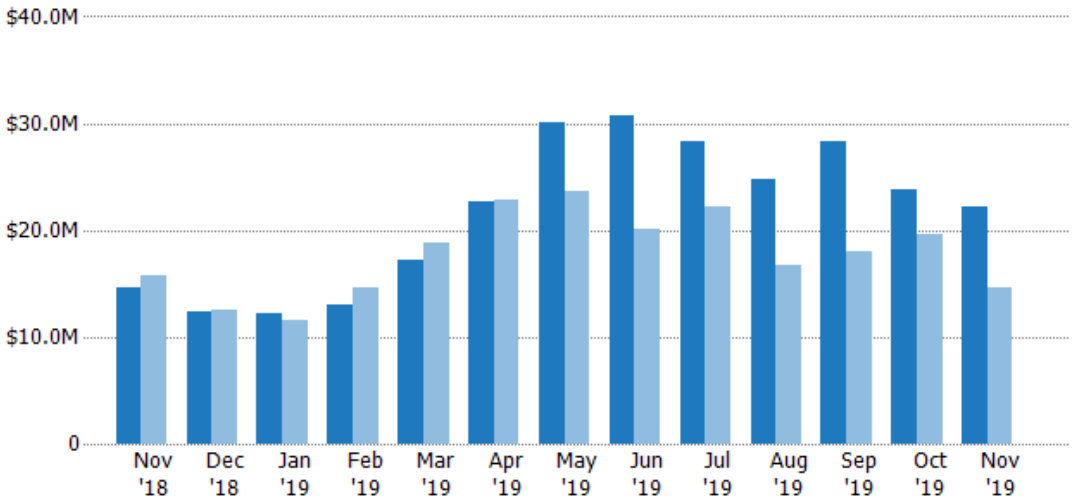
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	62	56	51	55	72	92	119	129	124	110	127	100	93
Prior Year	65	54	55	67	85	103	103	90	97	79	78	82	62
Percent Change from Prior Year	-5%	4%	-7%	-18%	-15%	-11%	16%	43%	28%	39%	63%	22%	50%

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.
Nov '19	\$22.3M	52.2%
Nov '18	\$14.6M	-7.2%
Nov '17	\$15.8M	9.2%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$14.6M	\$12.3M	\$12.2M	\$13M	\$17.2M	\$22.7M	\$30M	\$30.8M	\$28.3M	\$24.8M	\$28.3M	\$23.7M	\$22.3M
Prior Year	\$15.8M	\$12.5M	\$11.5M	\$14.7M	\$18.8M	\$22.9M	\$23.6M	\$20.1M	\$22.2M	\$16.7M	\$18M	\$19.6M	\$14.6M
Percent Change from Prior Year	-7%	-1%	6%	-11%	-9%	-1%	27%	53%	27%	49%	58%	21%	52%

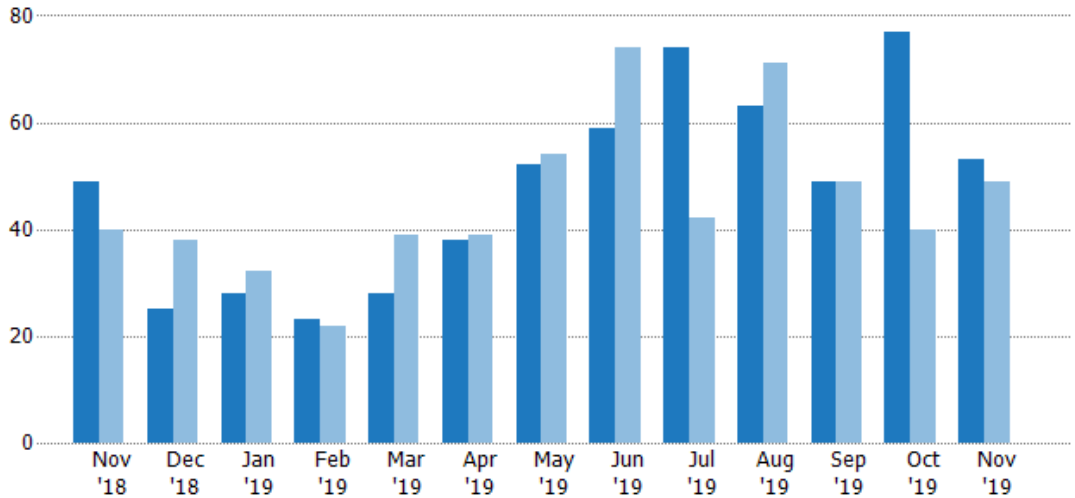
Closed Sales

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.
Nov '19	53	8.2%
Nov '18	49	22.5%
Nov '17	40	-2.5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	49	25	28	23	28	38	52	59	74	63	49	77	53
Prior Year	40	38	32	22	39	39	54	74	42	71	49	40	49
Percent Change from Prior Year	23%	-34%	-13%	5%	-28%	-3%	-4%	-20%	76%	-11%	0%	93%	8%

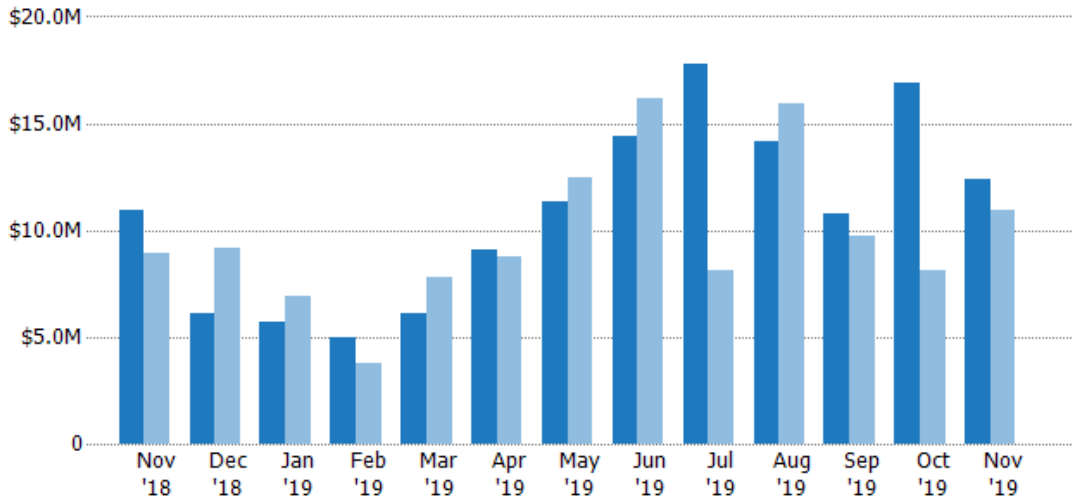
Closed Sales Volume

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.
Nov '19	\$12.4M	13%
Nov '18	\$11M	23.2%
Nov '17	\$8.9M	-6.1%



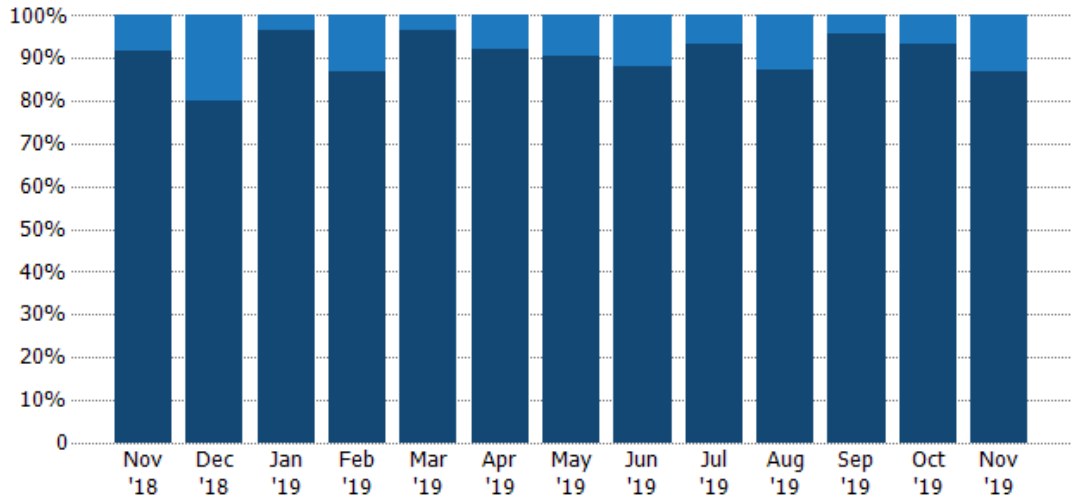
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$11M	\$6.07M	\$5.7M	\$4.96M	\$6.14M	\$9.11M	\$11.4M	\$14.4M	\$17.8M	\$14.2M	\$10.8M	\$16.9M	\$12.4M
Prior Year	\$8.9M	\$9.18M	\$6.93M	\$3.75M	\$7.79M	\$8.79M	\$12.4M	\$16.2M	\$8.11M	\$16M	\$9.69M	\$8.12M	\$11M
Percent Change from Prior Year	23%	-34%	-18%	32%	-21%	4%	-9%	-11%	119%	-11%	12%	108%	13%

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



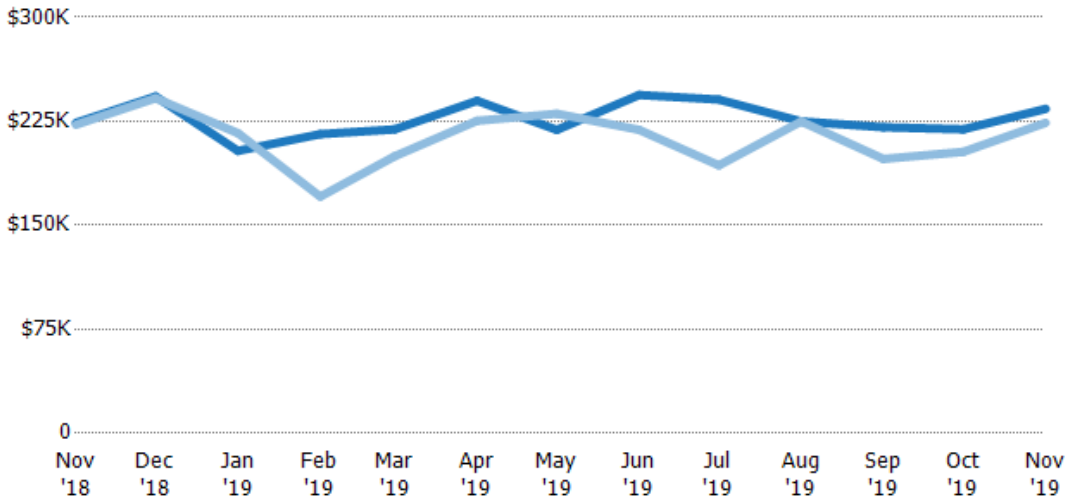
Condo/Townhouse	8%	20%	4%	13%	4%	8%	10%	12%	7%	13%	4%	6%	13%
Single Family Residence	92%	80%	96%	87%	96%	92%	90%	88%	93%	87%	96%	94%	87%

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	\$224K	\$243K	\$204K	\$216K	\$219K	\$240K	\$219K	\$244K	\$241K	\$225K	\$221K	\$219K	\$234K
Prior Year	\$223K	\$242K	\$216K	\$171K	\$200K	\$225K	\$230K	\$219K	\$193K	\$225K	\$198K	\$203K	\$224K
Percent Change from Prior Year	1%	1%	-6%	26%	10%	6%	-5%	11%	25%	0	12%	8%	4%

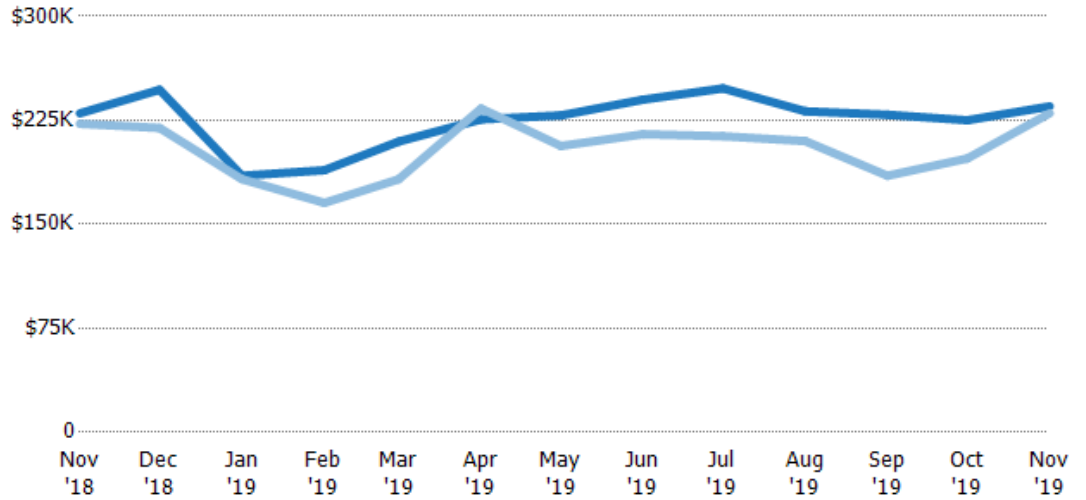
Median Sales Price

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.
Nov '19	\$235K	2.2%
Nov '18	\$230K	3.4%
Nov '17	\$223K	-10.2%



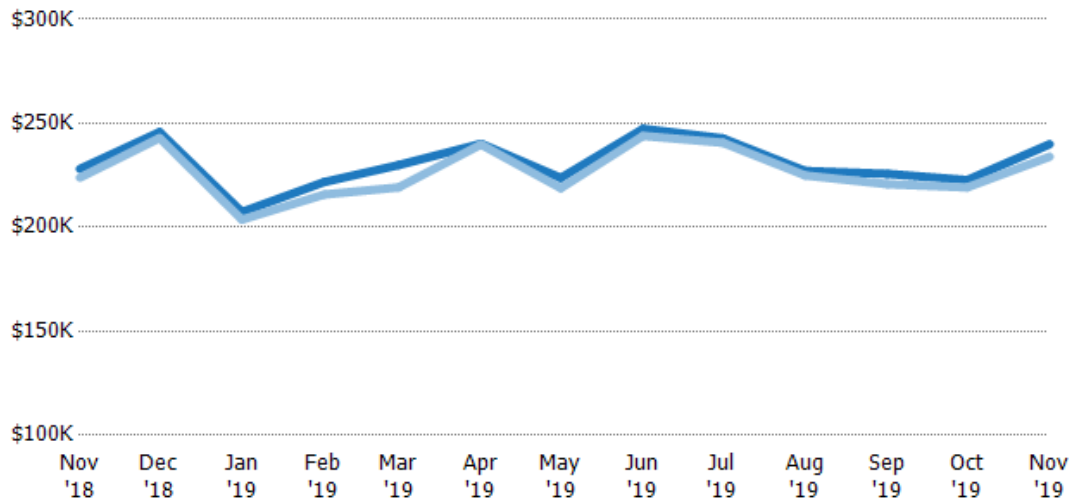
Current Year	\$230K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K	\$232K	\$229K	\$225K	\$235K
Prior Year	\$223K	\$219K	\$183K	\$165K	\$183K	\$234K	\$207K	\$215K	\$214K	\$210K	\$185K	\$197K	\$230K
Percent Change from Prior Year	3%	13%	1%	14%	15%	-3%	11%	12%	16%	10%	24%	14%	2%

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



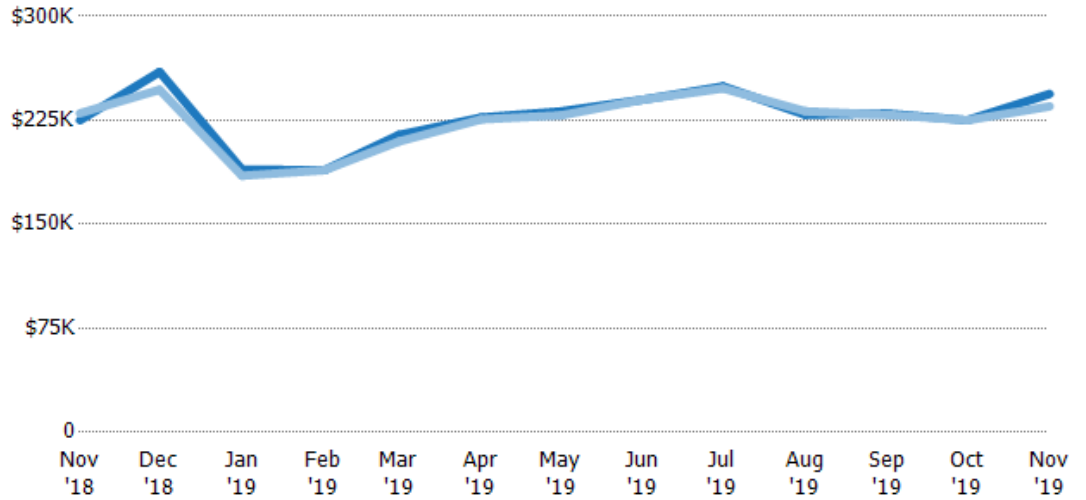
Avg List Price	\$228K	\$246K	\$207K	\$222K	\$230K	\$240K	\$224K	\$247K	\$243K	\$227K	\$226K	\$223K	\$240K
Avg Sales Price	\$224K	\$243K	\$204K	\$216K	\$219K	\$240K	\$219K	\$244K	\$241K	\$225K	\$221K	\$219K	\$234K
Avg Sales Price as a % of Avg List Price	98%	99%	98%	97%	95%	100%	98%	99%	99%	99%	98%	98%	97%

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



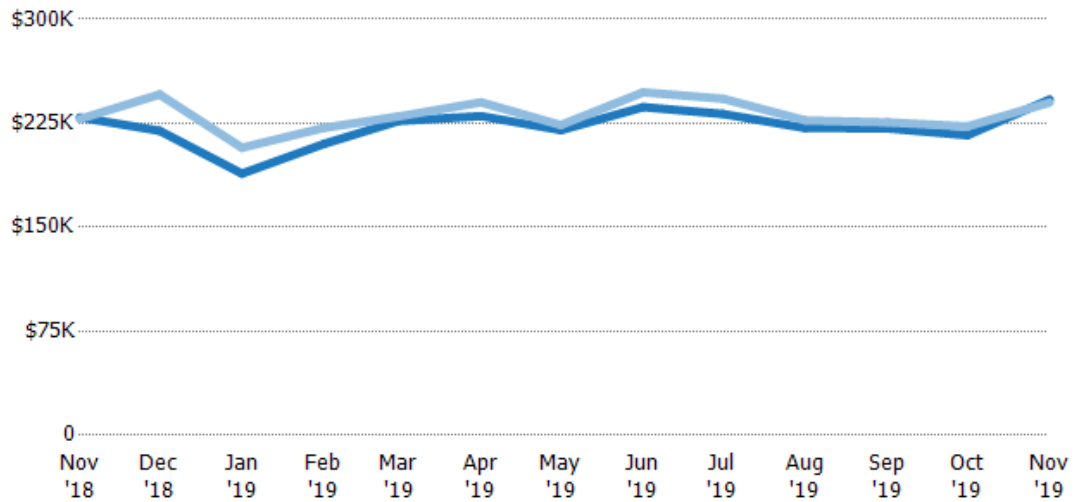
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$225K	\$260K	\$189K	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K	\$229K	\$230K	\$225K	\$244K
Median Sales Price	\$230K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K	\$232K	\$229K	\$225K	\$235K
Med Sales Price as a % of Med List Price	102%	95%	98%	100%	98%	99%	99%	100%	99%	101%	100%	100%	96%

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



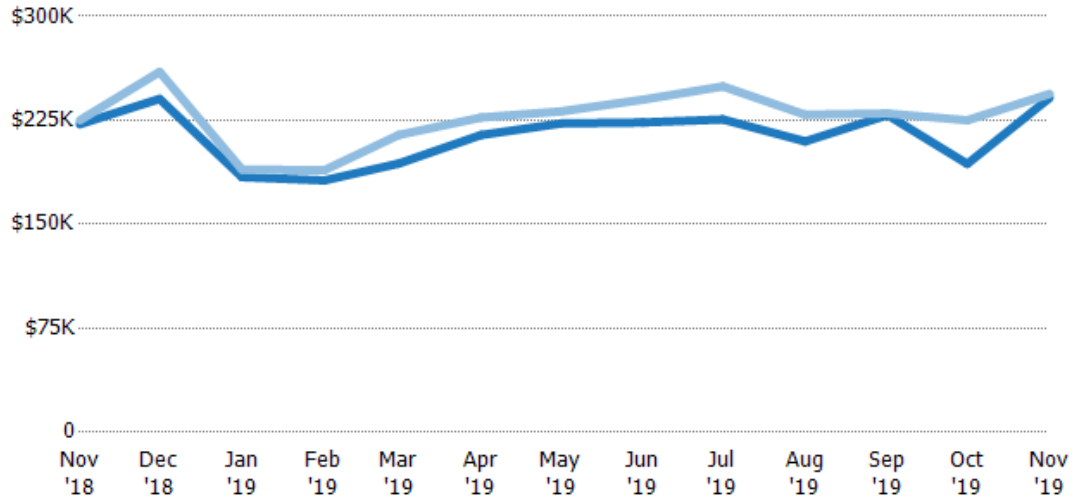
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$229K	\$220K	\$189K	\$210K	\$227K	\$230K	\$220K	\$237K	\$232K	\$222K	\$221K	\$216K	\$242K
Avg Sales Price	\$228K	\$246K	\$207K	\$222K	\$230K	\$240K	\$224K	\$247K	\$243K	\$227K	\$226K	\$223K	\$240K
Avg Sales Price as a % of Avg Est Value	99%	112%	110%	106%	101%	104%	102%	105%	105%	102%	102%	103%	99%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$222K	\$240K	\$184K	\$182K	\$194K	\$214K	\$223K	\$223K	\$226K	\$210K	\$229K	\$194K	\$241K
Median Sales Price	\$225K	\$260K	\$189K	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K	\$229K	\$230K	\$225K	\$244K
Med Sales Price as a % of Med Est Value	101%	108%	103%	104%	111%	106%	104%	107%	111%	109%	101%	116%	101%