

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	65	62	+4.8%	701	700	+0.1%
New Listing Volume	\$15,951,030	\$14,431,939	+10.5%	\$170,015,150	\$168,373,704	+1%
Active Listing Count	290	334	-13.2%	N/A	N/A	
Active Listing Volume	\$76,544,057	\$84,701,588	-9.6%	N/A	N/A	
Average Listing Price	\$263,945	\$253,598	+4.1%	\$252,835	\$244,745	+3.3%
Median Listing Price	\$249,000	\$239,700	+3.9%	\$240,132	\$236,524	+1.5%
Median Days in RPR	100	110	-9.1%	113.42	113.43	0%
Months of Inventory	5.9	6.8	-13.2%	6.4	7.3	-12.8%
Absorption Rate	16.9%	14.67%	+2.2%	15.69%	13.68%	+2%
Sales Activity Charts Metrics						
New Pending Sales Count	58	44	+31.8%	642	511	+25.6%
New Pending Sales Volume	\$13,999,299	\$9,970,265	+40.4%	\$147,694,118	\$111,575,621	+32.4%
Pending Sales Count	101	80	+26.3%	N/A	N/A	
Pending Sales Volume	\$23,889,117	\$19,189,265	+24.5%	N/A	N/A	
Closed Sales Count	77	39	+97.4%	491	461	+6.5%
Closed Sales Volume	\$16,877,888	\$7,868,669	+114.5%	\$111,357,920	\$97,545,028	+14.2%
Average Sales Price	\$219,193	\$201,761	+8.6%	\$226,798	\$211,594	+7.2%
Median Sales Price	\$225,000	\$194,950	+15.4%	\$227,069	\$202,400	+12.2%

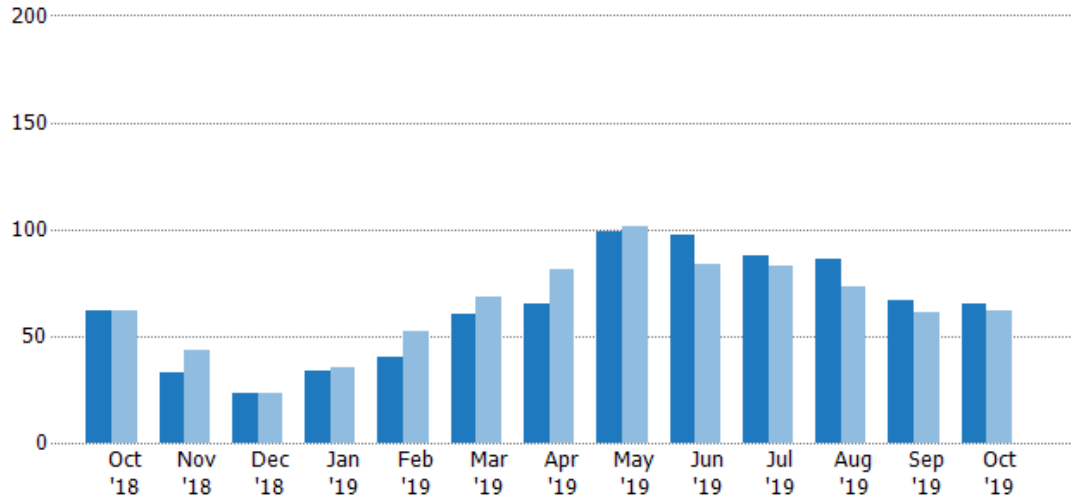
New Listings

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.
Oct '19	65	4.8%
Oct '18	62	0%
Oct '17	62	-40.3%



Current Year	62	33	23	34	40	60	65	99	97	88	86	67	65
Prior Year	62	43	23	35	52	68	81	101	84	83	73	61	62
Percent Change from Prior Year	0%	-23%	0%	-3%	-23%	-12%	-20%	-2%	15%	6%	18%	10%	5%

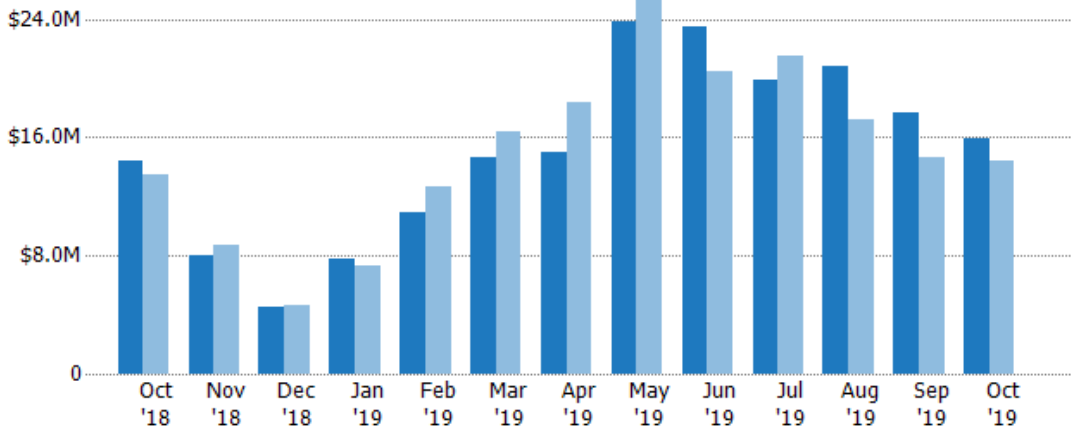
New Listing Volume

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.
Oct '19	\$16M	10.5%
Oct '18	\$14.4M	6.8%
Oct '17	\$13.5M	-42.5%



Current Year	\$14.4M	\$7.96M	\$4.47M	\$7.75M	\$11M	\$14.6M	\$15M	\$23.9M	\$23.5M	\$19.9M	\$20.9M	\$17.6M	\$16M
Prior Year	\$13.5M	\$8.7M	\$4.68M	\$7.29M	\$12.7M	\$16.4M	\$18.4M	\$25.4M	\$20.5M	\$21.5M	\$17.1M	\$14.6M	\$14.4M
Percent Change from Prior Year	7%	-8%	-4%	6%	-14%	-11%	-18%	-6%	15%	-7%	22%	21%	11%

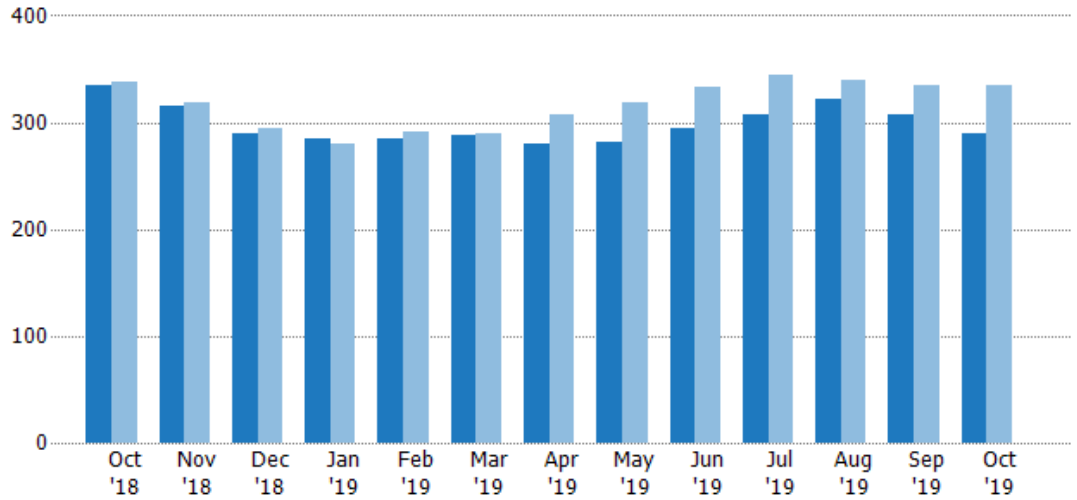
Active Listings

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.
Oct '19	290	-13.2%
Oct '18	334	-1.2%
Oct '17	338	-7.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	334	316	289	285	284	288	280	281	294	308	322	307	290
Prior Year	338	319	295	280	291	289	307	319	333	344	340	335	334
Percent Change from Prior Year	-1%	-1%	-2%	2%	-2%	0%	-9%	-12%	-12%	-10%	-5%	-8%	-13%

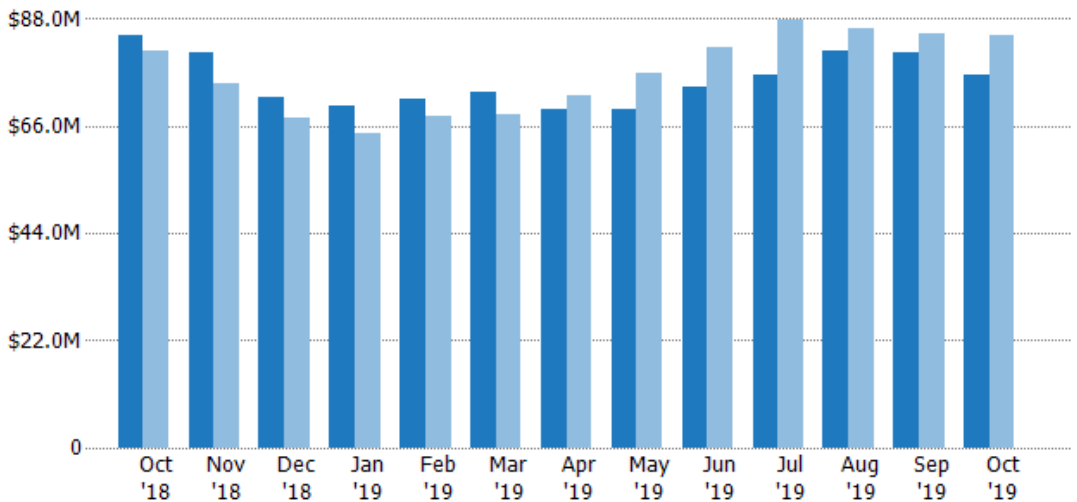
Active Listing Volume

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.
Oct '19	\$76.5M	-9.6%
Oct '18	\$84.7M	3.9%
Oct '17	\$81.5M	-14%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$84.7M	\$81M	\$72M	\$70.2M	\$71.6M	\$72.9M	\$69.6M	\$69.4M	\$73.9M	\$76.6M	\$81.5M	\$81M	\$76.5M
Prior Year	\$81.5M	\$74.8M	\$67.6M	\$64.5M	\$68.1M	\$68.3M	\$72.4M	\$77M	\$82.3M	\$87.9M	\$86M	\$85.1M	\$84.7M
Percent Change from Prior Year	4%	8%	7%	9%	5%	7%	-4%	-10%	-10%	-13%	-5%	-5%	-10%

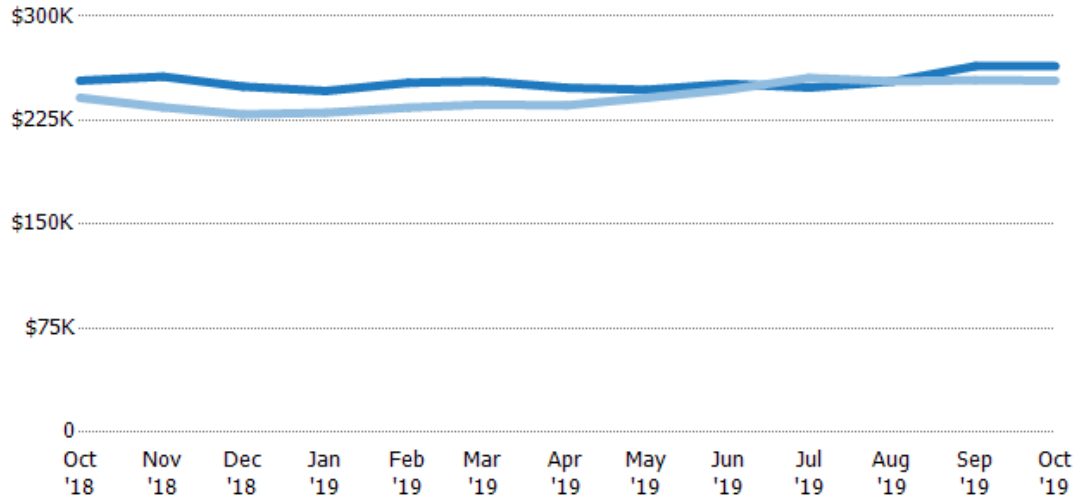
Average Listing Price

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.
Oct '19	\$264K	4.1%
Oct '18	\$254K	5.1%
Oct '17	\$241K	-7.5%



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

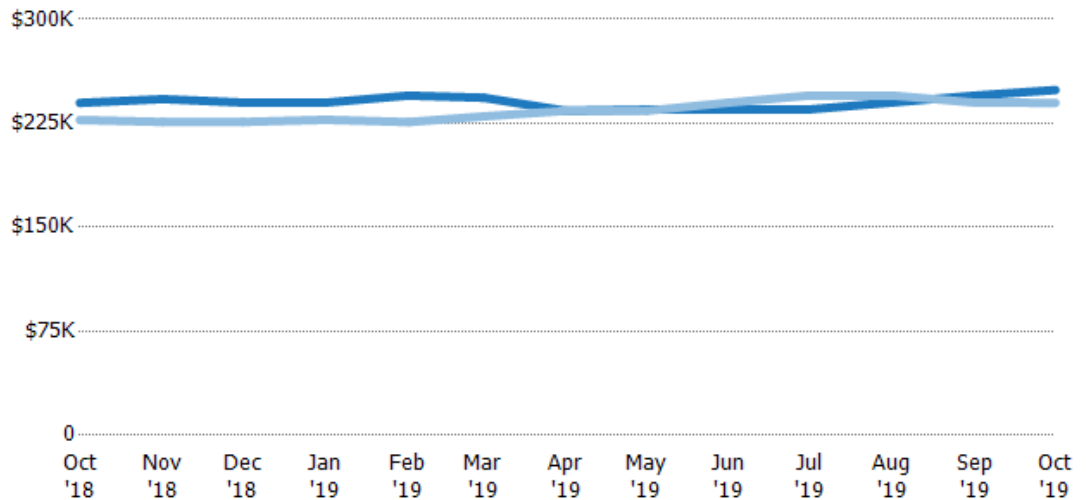
Median Listing Price

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.
Oct '19	\$249K	3.9%
Oct '18	\$240K	5.4%
Oct '17	\$227K	-5.5%



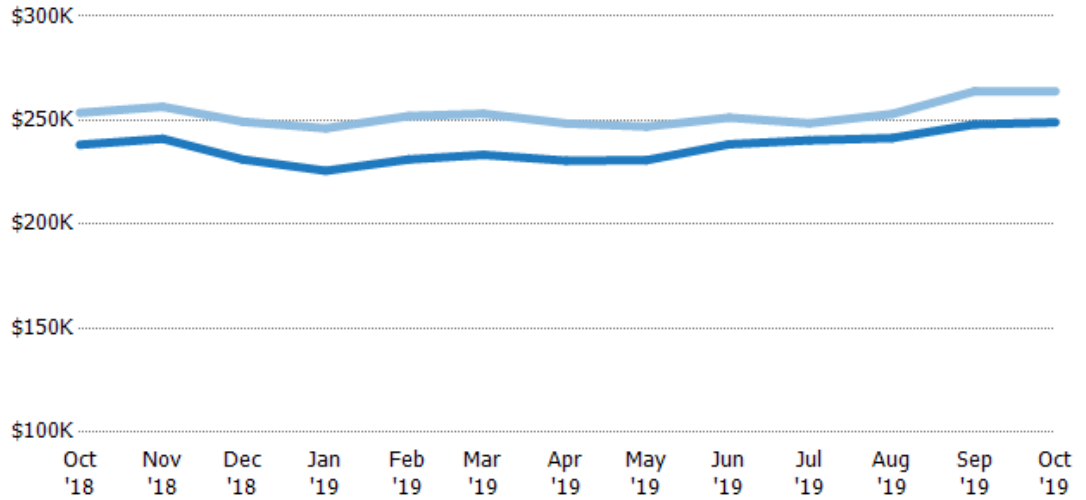
Current Year	\$240K	\$242K	\$240K	\$240K	\$245K	\$243K	\$234K	\$235K	\$235K	\$235K	\$240K	\$245K	\$249K
Prior Year	\$227K	\$226K	\$226K	\$228K	\$226K	\$230K	\$234K	\$234K	\$240K	\$245K	\$245K	\$240K	\$240K
Percent Change from Prior Year	5%	7%	6%	5%	8%	6%	0%	0%	-2%	-4%	-2%	2%	4%

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

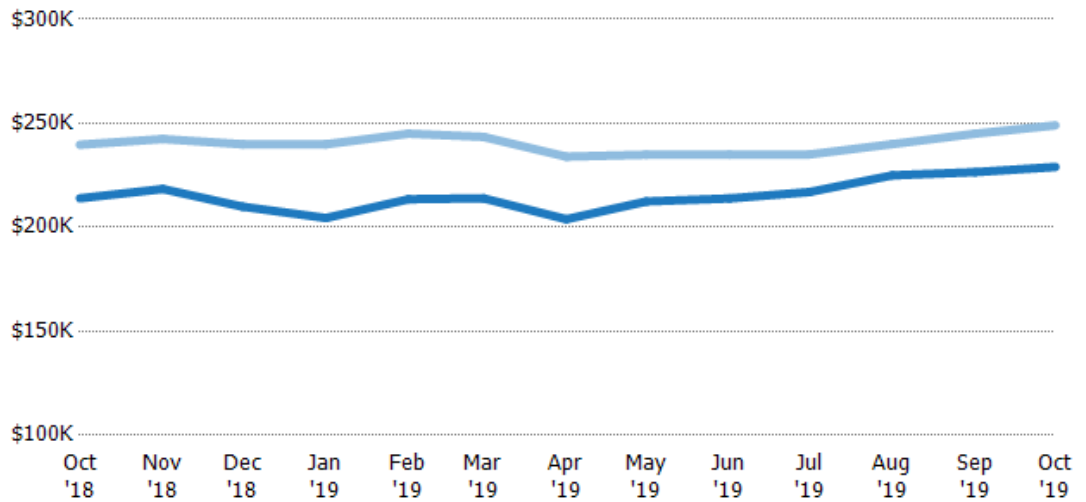


Median Listing Price vs Median Est Value

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

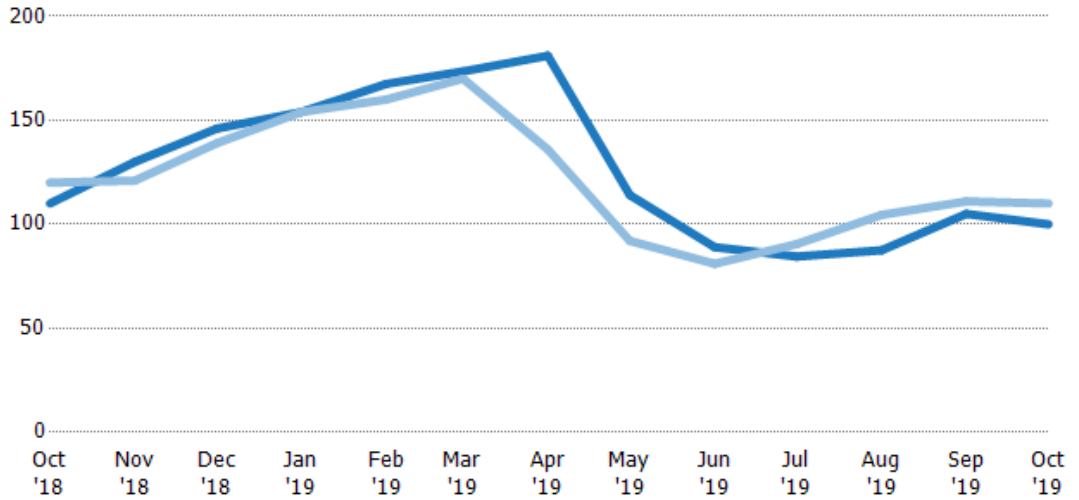


Median Days in RPR

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.
Oct '19	100	-9.1%
Oct '18	110	-8.3%
Oct '17	120	1.7%

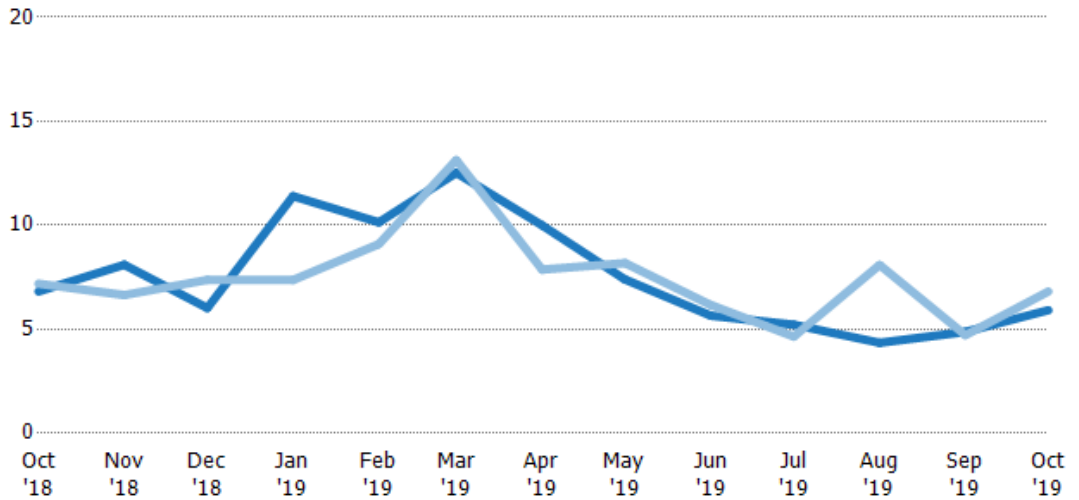
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	110	130	146	154	168	174	181	114	89	84.5	87.5	105	100
Prior Year	120	121	139	154	160	170	136	92	81	90.5	105	111	110
Percent Change from Prior Year	-8%	7%	5%	0%	5%	2%	33%	24%	10%	-7%	-16%	-5%	-9%

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.
Oct '19	5.92	-13.2%
Oct '18	6.82	-5.2%
Oct '17	7.19	-12.7%

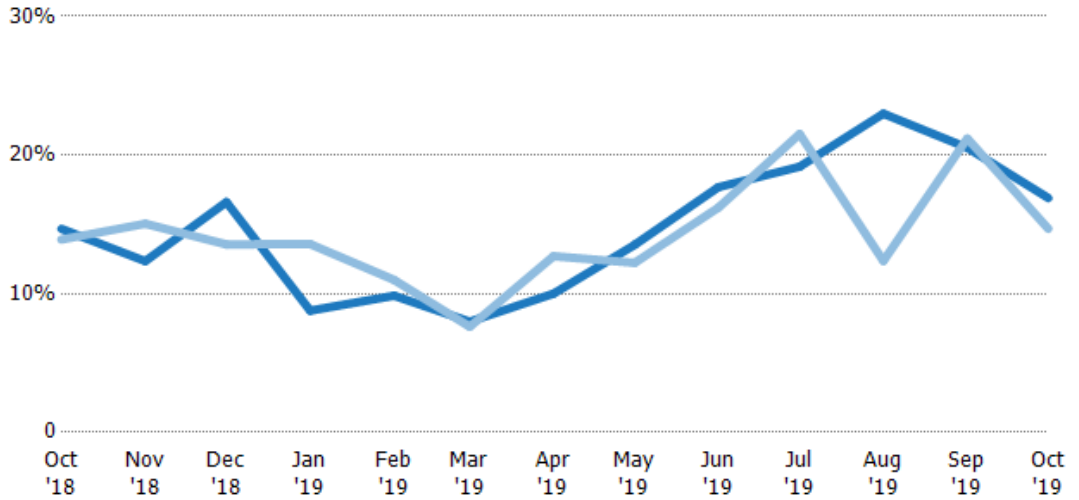
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	6.82	8.1	6.02	11.4	10.1	12.5	10	7.39	5.65	5.22	4.35	4.87	5.92
Prior Year	7.19	6.65	7.38	7.37	9.09	13.1	7.87	8.18	6.17	4.65	8.1	4.72	6.82
Percent Change from Prior Year	-5%	22%	-18%	55%	12%	-5%	27%	-10%	-8%	12%	-46%	3%	-13%

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



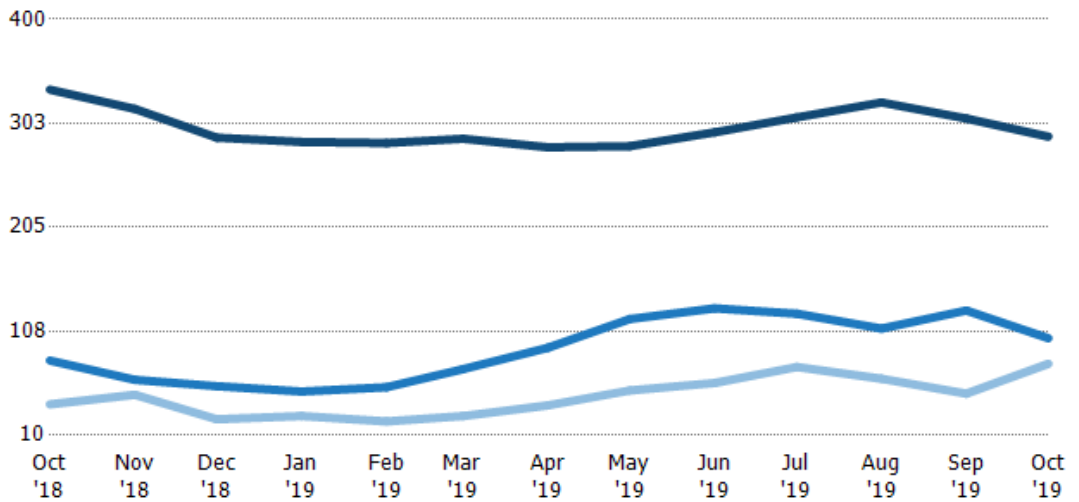
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	15%	12%	17%	9%	10%	8%	10%	14%	18%	19%	23%	21%	17%
Prior Year	14%	15%	14%	14%	11%	8%	13%	12%	16%	22%	12%	21%	15%
Change from Prior Year	-1%	3%	-3%	5%	1%	0%	3%	-1%	-1%	2%	-11%	1%	-2%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	334	316	289	285	284	288	280	281	294	308	322	307	290
Pending	80	62	56	51	55	72	92	119	129	124	110	127	101
Sold	39	48	25	28	23	28	38	52	59	74	63	49	77

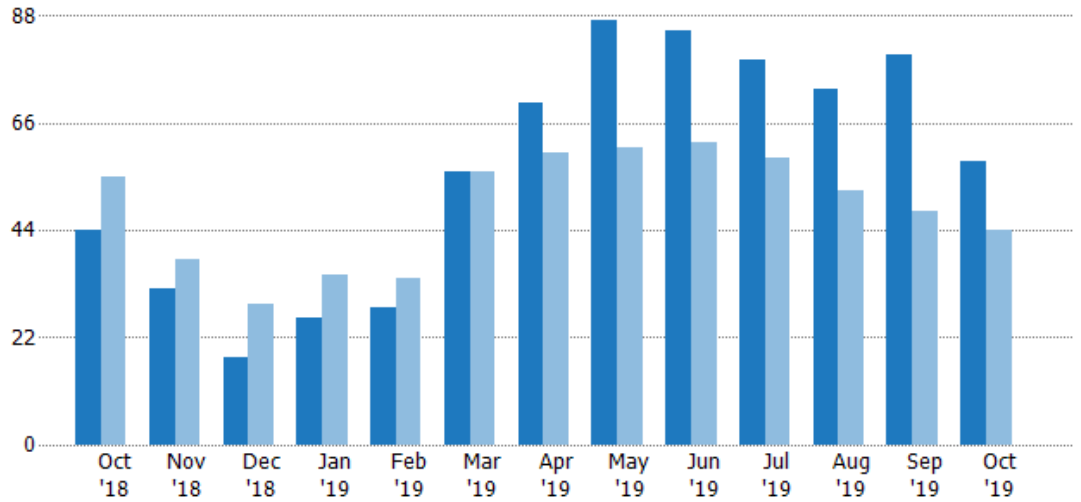
New Pending Sales

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.
Oct '19	58	31.8%
Oct '18	44	-20%
Oct '17	55	-41.8%



Current Year	44	32	18	26	28	56	70	87	85	79	73	80	58
Prior Year	55	38	29	35	34	56	60	61	62	59	52	48	44
Percent Change from Prior Year	-20%	-16%	-38%	-26%	-18%	0%	17%	43%	37%	34%	40%	67%	32%

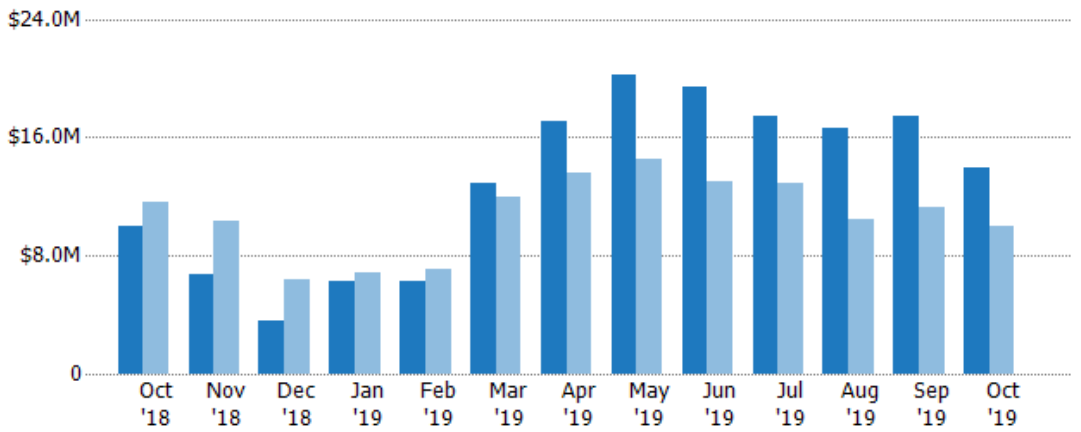
New Pending Sales Volume

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.
Oct '19	\$14M	40.4%
Oct '18	\$9.97M	-14.3%
Oct '17	\$11.6M	-46%



Current Year	\$9.97M	\$6.76M	\$3.6M	\$6.29M	\$6.25M	\$12.9M	\$17M	\$20.3M	\$19.4M	\$17.4M	\$16.6M	\$17.4M	\$14M
Prior Year	\$11.6M	\$10.3M	\$6.43M	\$6.8M	\$7.06M	\$12M	\$13.6M	\$14.5M	\$13M	\$12.9M	\$10.5M	\$11.3M	\$9.97M
Percent Change from Prior Year	-14%	-34%	-44%	-8%	-12%	8%	26%	40%	49%	35%	59%	55%	40%

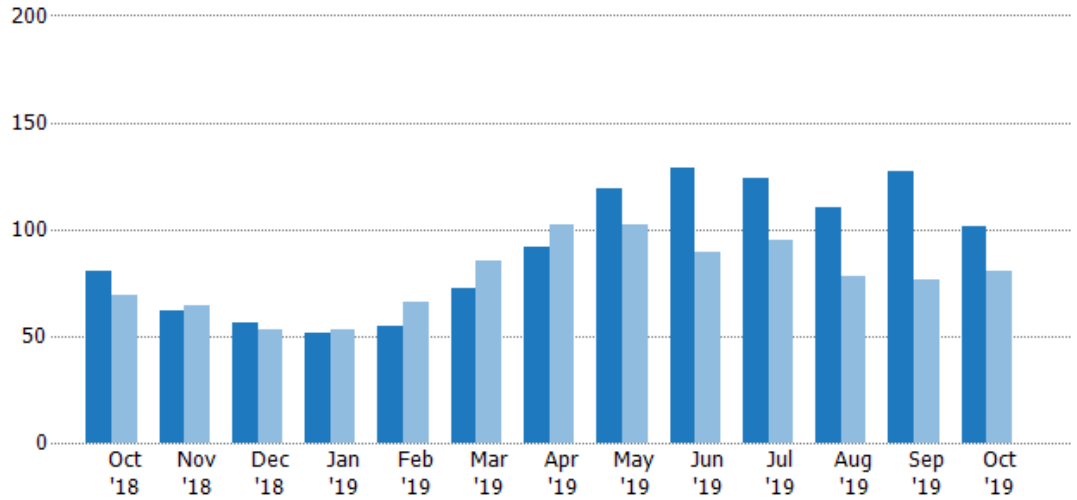
Pending Sales

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.
Oct '19	101	26.3%
Oct '18	80	15.9%
Oct '17	69	17.4%



Current Year	80	62	56	51	55	72	92	119	129	124	110	127	101
Prior Year	69	64	53	53	66	85	102	102	89	95	78	76	80
Percent Change from Prior Year	16%	-3%	6%	-4%	-17%	-15%	-10%	17%	45%	31%	41%	67%	26%

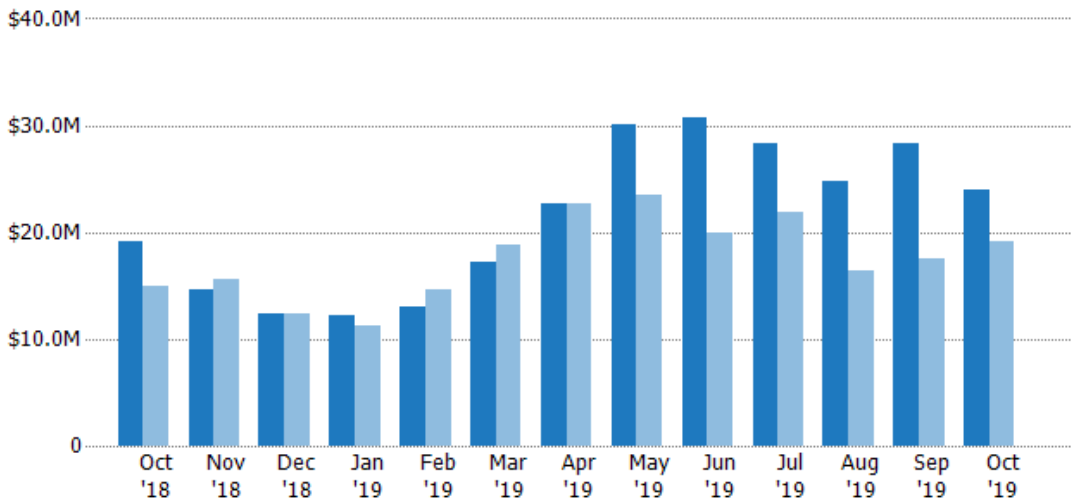
Pending Sales Volume

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.
Oct '19	\$23.9M	24.5%
Oct '18	\$19.2M	27.9%
Oct '17	\$15M	20.8%



Current Year	\$19.2M	\$14.6M	\$12.3M	\$12.2M	\$13M	\$17.2M	\$22.7M	\$30M	\$30.8M	\$28.3M	\$24.8M	\$28.3M	\$23.9M
Prior Year	\$15M	\$15.6M	\$12.3M	\$11.3M	\$14.6M	\$18.8M	\$22.7M	\$23.4M	\$19.9M	\$21.9M	\$16.5M	\$17.5M	\$19.2M
Percent Change from Prior Year	28%	-6%	0%	9%	-11%	-9%	0%	28%	54%	29%	51%	62%	24%

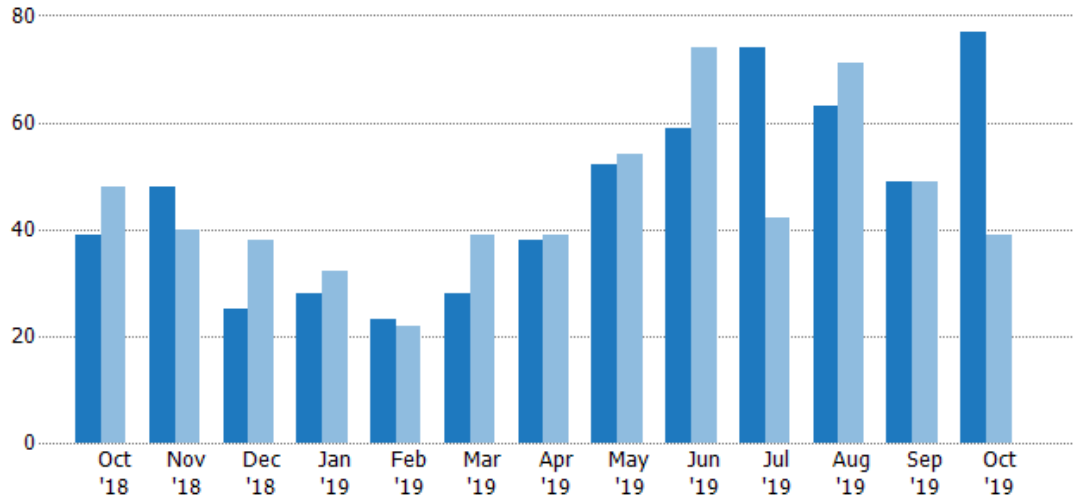
Closed Sales

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.
Oct '19	77	97.4%
Oct '18	39	-18.8%
Oct '17	48	10.4%



Current Year	39	48	25	28	23	28	38	52	59	74	63	49	77
Prior Year	48	40	38	32	22	39	39	54	74	42	71	49	39
Percent Change from Prior Year	-19%	20%	-34%	-13%	5%	-28%	-3%	-4%	-20%	76%	-11%	0%	97%

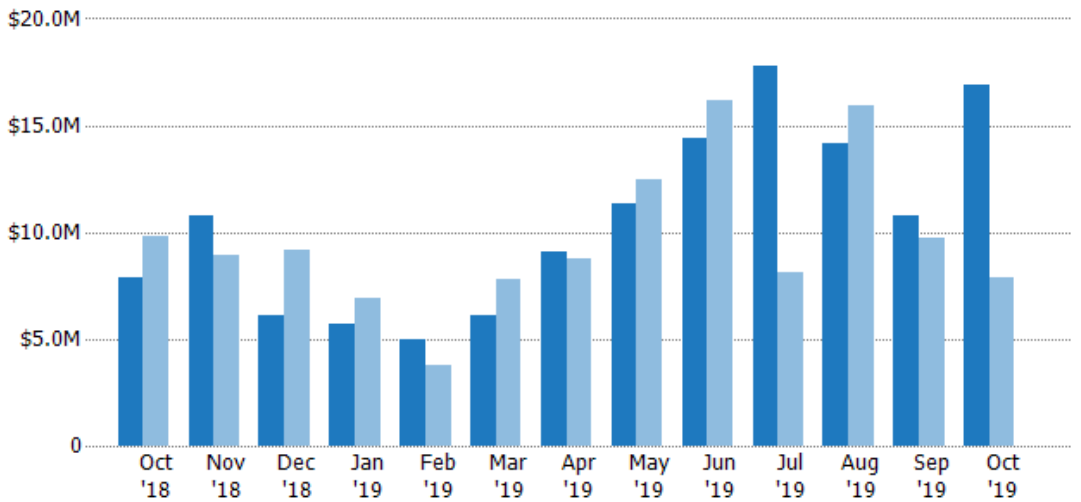
Closed Sales Volume

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.
Oct '19	\$16.9M	114.5%
Oct '18	\$7.87M	-19.5%
Oct '17	\$9.78M	9.7%



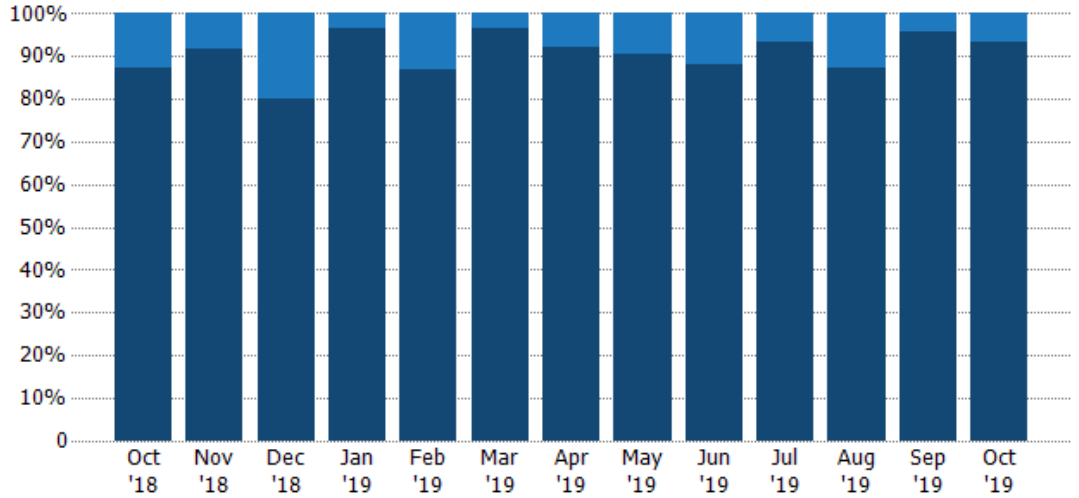
Current Year	\$7.87M	\$10.8M	\$6.07M	\$5.7M	\$4.96M	\$6.14M	\$9.11M	\$11.4M	\$14.4M	\$17.8M	\$14.2M	\$10.8M	\$16.9M
Prior Year	\$9.78M	\$8.9M	\$9.18M	\$6.93M	\$3.75M	\$7.79M	\$8.79M	\$12.4M	\$16.2M	\$8.11M	\$16M	\$9.69M	\$7.87M
Percent Change from Prior Year	-20%	21%	-34%	-18%	32%	-21%	4%	-9%	-11%	119%	-11%	12%	114%

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



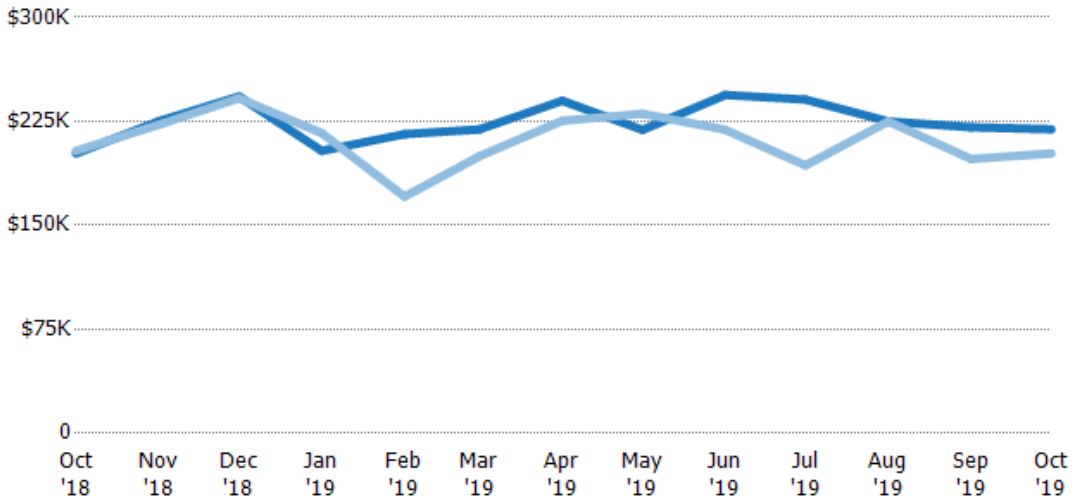
Condo/Townhouse	13%	8%	20%	4%	13%	4%	8%	10%	12%	7%	13%	4%	6%
Single Family Residence	87%	92%	80%	96%	87%	96%	92%	90%	88%	93%	87%	96%	94%

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	\$202K	\$225K	\$243K	\$204K	\$216K	\$219K	\$240K	\$219K	\$244K	\$241K	\$225K	\$221K	\$219K
Prior Year	\$204K	\$223K	\$242K	\$216K	\$171K	\$200K	\$225K	\$230K	\$219K	\$193K	\$225K	\$198K	\$202K
Percent Change from Prior Year	-1%	1%	1%	-6%	26%	10%	6%	-5%	11%	25%	0	12%	9%

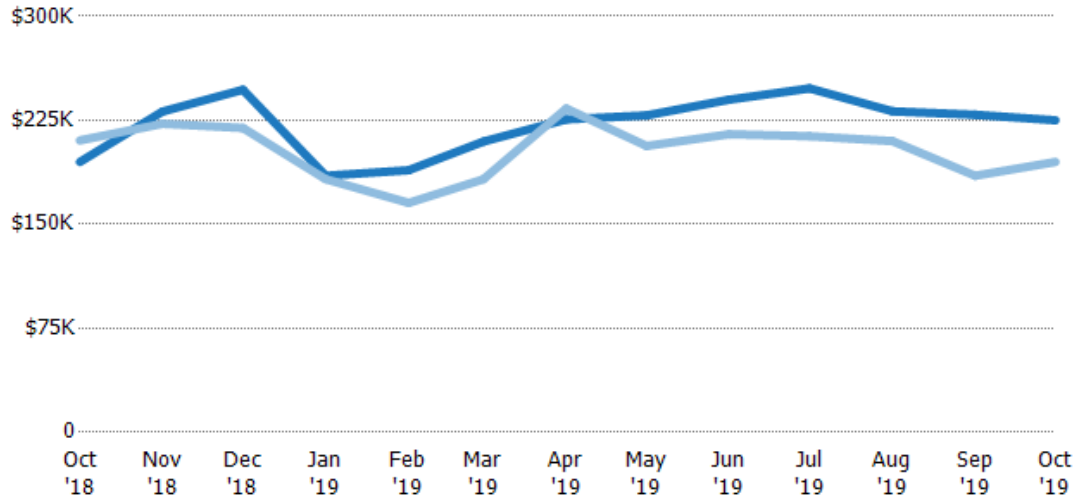
Median Sales Price

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.
Oct '19	\$225K	15.4%
Oct '18	\$195K	-7.4%
Oct '17	\$211K	-10.5%



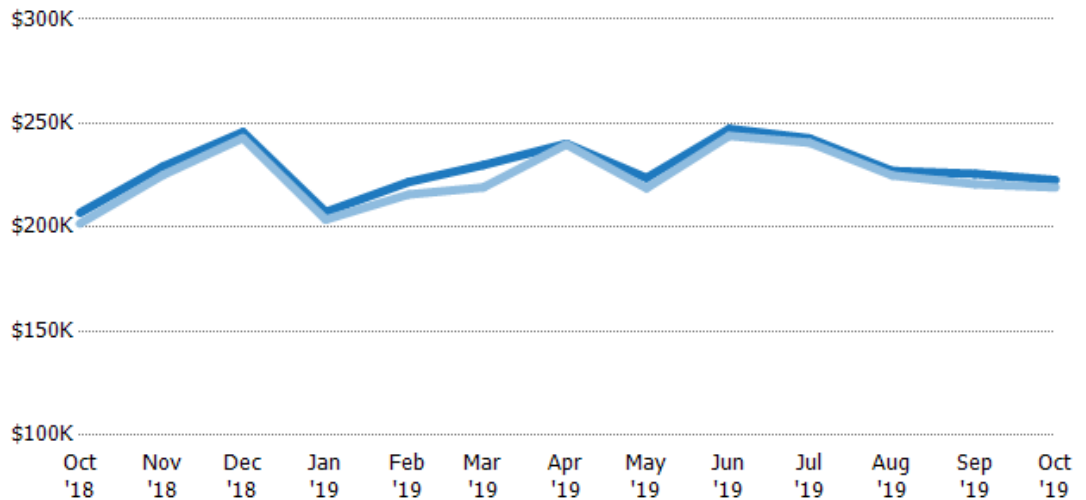
Current Year	\$195K	\$231K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K	\$232K	\$229K	\$225K
Prior Year	\$211K	\$223K	\$219K	\$183K	\$165K	\$183K	\$234K	\$207K	\$215K	\$214K	\$210K	\$185K	\$195K
Percent Change from Prior Year	-7%	4%	13%	1%	14%	15%	-3%	11%	12%	16%	10%	24%	15%

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



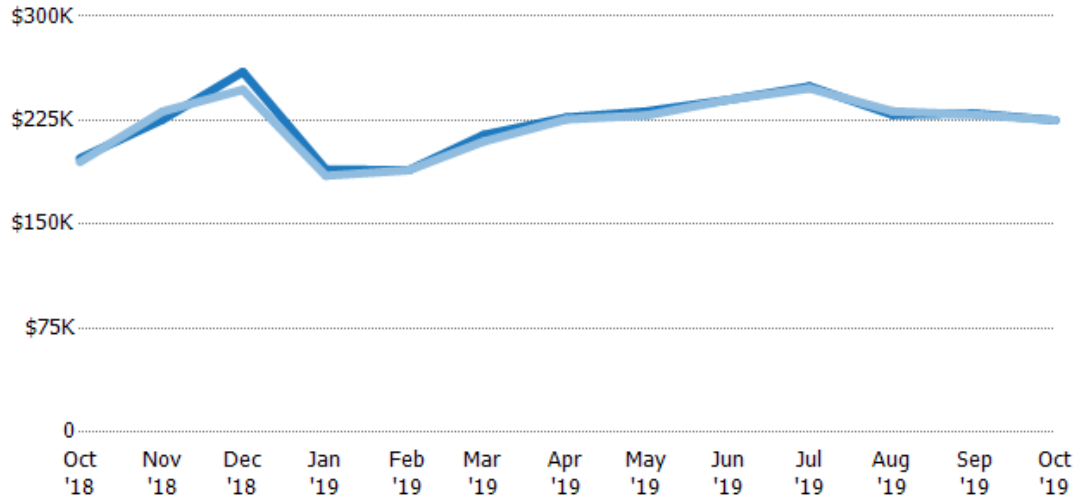
Avg List Price	\$207K	\$229K	\$246K	\$207K	\$222K	\$230K	\$240K	\$224K	\$247K	\$243K	\$227K	\$226K	\$223K
Avg Sales Price	\$202K	\$225K	\$243K	\$204K	\$216K	\$219K	\$240K	\$219K	\$244K	\$241K	\$225K	\$221K	\$219K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	98%	97%	95%	100%	98%	99%	99%	99%	98%	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



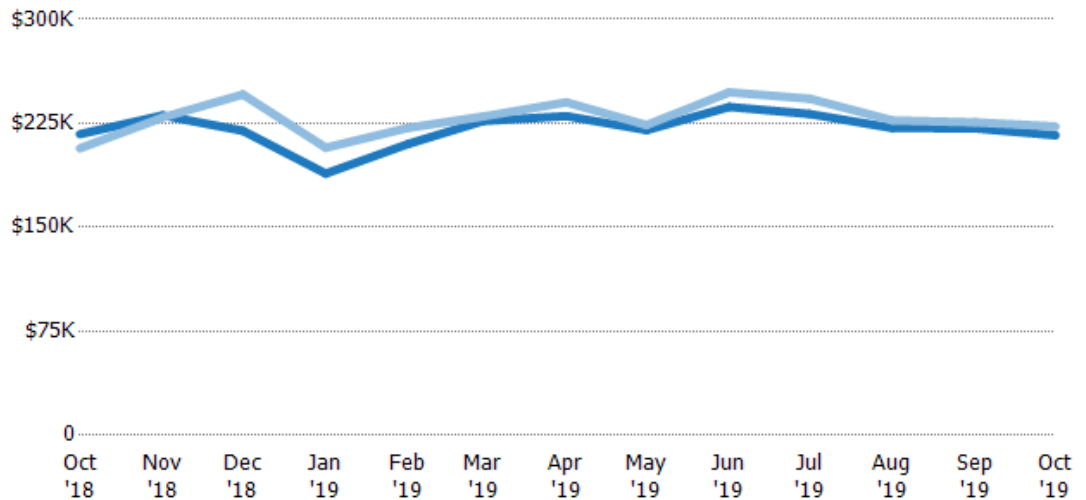
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$198K	\$226K	\$260K	\$189K	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K	\$229K	\$230K	\$225K
Median Sales Price	\$195K	\$231K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K	\$232K	\$229K	\$225K
Med Sales Price as a % of Med List Price	99%	103%	95%	98%	100%	98%	99%	99%	100%	99%	101%	100%	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



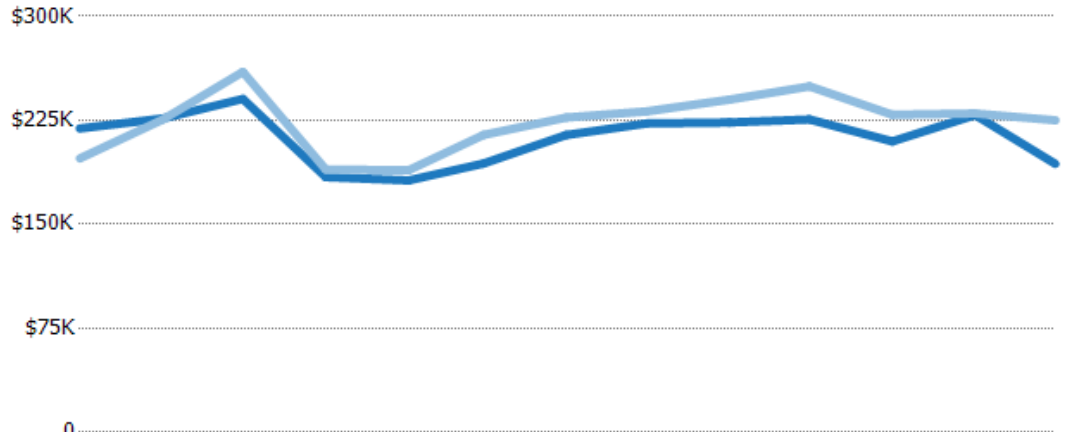
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$217K	\$231K	\$220K	\$189K	\$210K	\$227K	\$230K	\$220K	\$237K	\$232K	\$222K	\$221K	\$216K
Avg Sales Price	\$207K	\$229K	\$246K	\$207K	\$222K	\$230K	\$240K	\$224K	\$247K	\$243K	\$227K	\$226K	\$223K
Avg Sales Price as a % of Avg Est Value	95%	99%	112%	110%	106%	101%	104%	102%	104%	105%	102%	102%	103%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$219K	\$226K	\$240K	\$184K	\$182K	\$194K	\$214K	\$223K	\$223K	\$226K	\$210K	\$229K	\$194K
Median Sales Price	\$198K	\$226K	\$260K	\$189K	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K	\$229K	\$230K	\$225K
Med Sales Price as a % of Med Est Value	90%	100%	108%	103%	104%	111%	106%	104%	107%	111%	109%	101%	116%