

## 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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	67	61	+9.8%	636	638	-0.3%
New Listing Volume	\$17,623,216	\$14,583,590	+20.8%	\$154,064,120	\$153,941,765	+0.1%
Active Listing Count	307	335	-8.4%	N/A	N/A	
Active Listing Volume	\$81,044,915	\$85,081,914	-4.7%	N/A	N/A	
Average Listing Price	\$263,990	\$253,976	+3.9%	\$251,619	\$243,704	+3.2%
Median Listing Price	\$245,000	\$239,900	+2.1%	\$239,161	\$236,151	+1.3%
Median Days in RPR	105	111	-5.4%	115.92	113.75	+1.9%
Months of Inventory	4.9	4.7	+3.3%	6.3	7.4	-14.6%
Absorption Rate	20.52%	21.19%	-0.7%	15.93%	13.6%	+2.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	80	48	+66.7%	584	467	+25.1%
New Pending Sales Volume	\$17,421,604	\$11,267,227	+54.6%	\$133,694,819	\$101,605,356	+31.6%
Pending Sales Count	127	76	+67.1%	N/A	N/A	
Pending Sales Volume	\$28,287,421	\$17,461,877	+62%	N/A	N/A	
Closed Sales Count	49	49	+/-	414	422	-1.9%
Closed Sales Volume	\$10,815,175	\$9,693,279	+11.6%	\$94,480,032	\$89,676,359	+5.4%
Average Sales Price	\$220,718	\$197,822	+11.6%	\$228,213	\$212,503	+7.4%
Median Sales Price	\$229,000	\$185,000	+23.8%	\$227,453	\$203,088	+12%

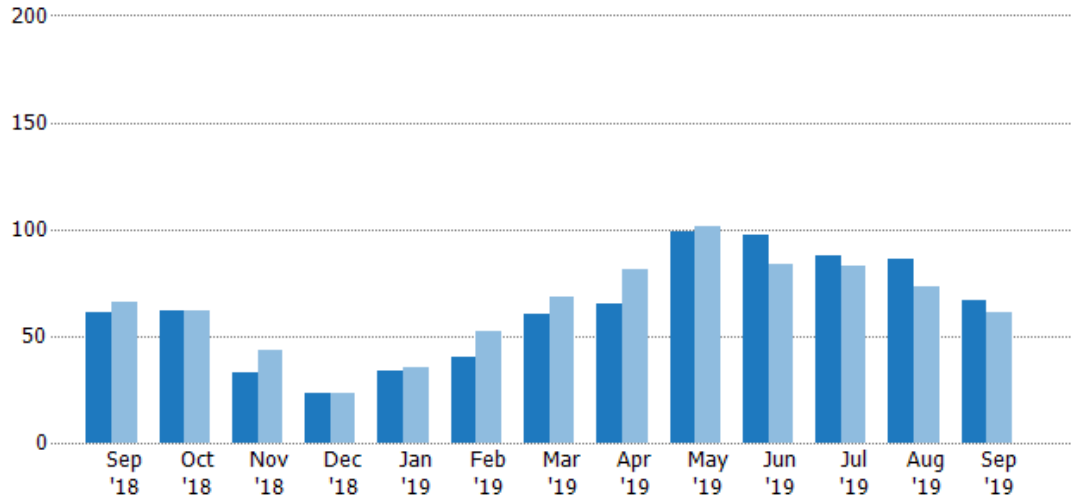
## New Listings

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.
Sep '19	67	9.8%
Sep '18	61	-7.6%
Sep '17	66	-30.3%



Current Year	61	62	33	23	34	40	60	65	99	97	88	86	67
Prior Year	66	62	43	23	35	52	68	81	101	84	83	73	61
Percent Change from Prior Year	-8%	0%	-23%	0%	-3%	-23%	-12%	-20%	-2%	15%	6%	18%	10%

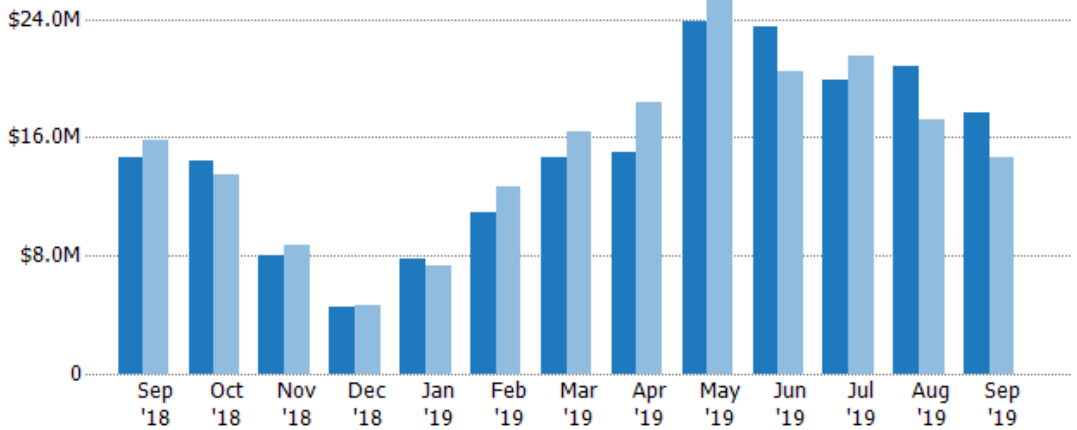
## New Listing Volume

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.
Sep '19	\$17.6M	20.8%
Sep '18	\$14.6M	-7.5%
Sep '17	\$15.8M	-37%



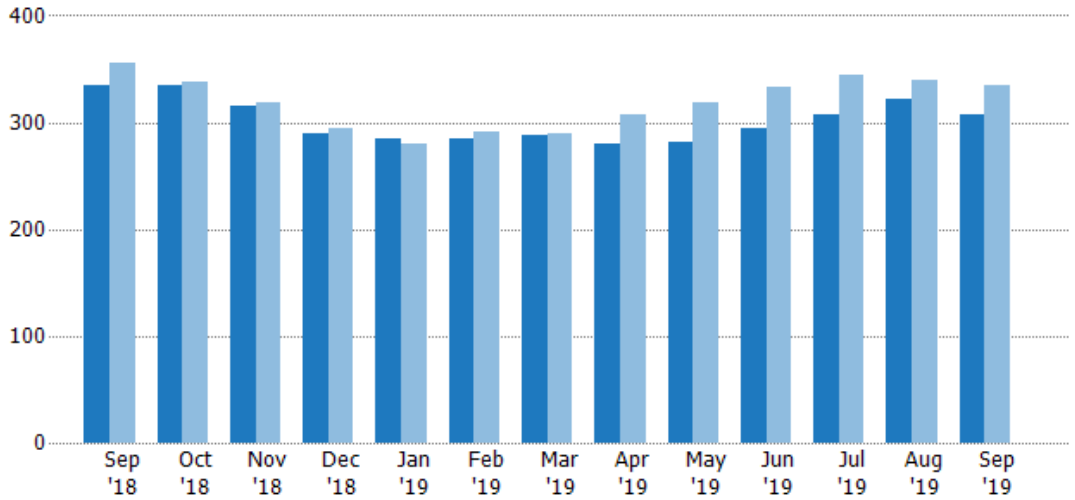
Current Year	\$14.6M	\$14.4M	\$7.96M	\$4.47M	\$7.75M	\$11M	\$14.6M	\$15M	\$23.9M	\$23.5M	\$19.9M	\$20.9M	\$17.6M
Prior Year	\$15.8M	\$13.5M	\$8.7M	\$4.68M	\$7.29M	\$12.7M	\$16.4M	\$18.4M	\$25.4M	\$20.5M	\$21.5M	\$17.1M	\$14.6M
Percent Change from Prior Year	-7%	7%	-8%	-4%	6%	-14%	-11%	-18%	-6%	15%	-7%	22%	21%

## 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



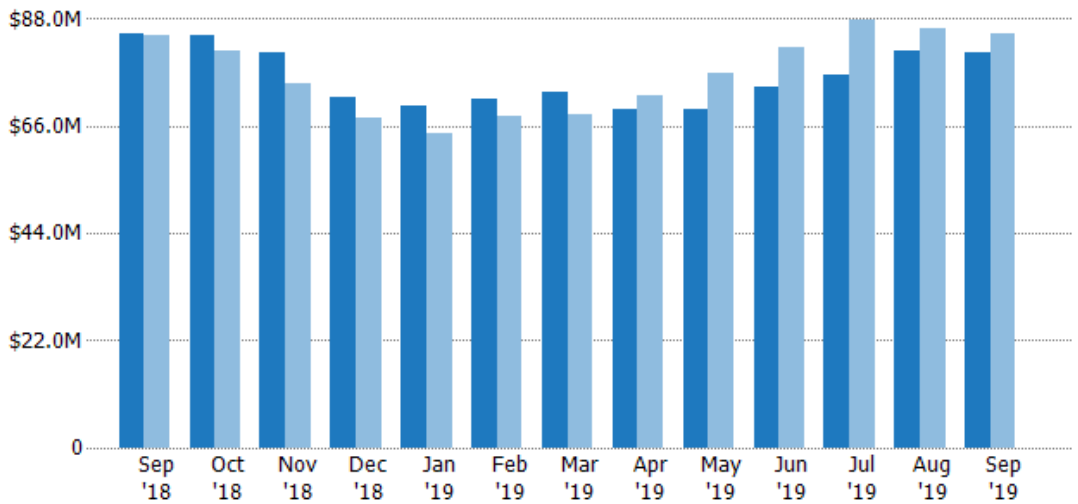
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	335	334	316	289	285	284	288	280	281	294	308	322	307
Prior Year	356	338	319	295	280	291	289	307	319	333	344	340	335
Percent Change from Prior Year	-6%	-1%	-1%	-2%	2%	-2%	0%	-9%	-12%	-12%	-10%	-5%	-8%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$85.1M	\$84.7M	\$81M	\$72M	\$70.2M	\$71.6M	\$72.9M	\$69.6M	\$69.4M	\$73.9M	\$76.6M	\$81.5M	\$81M
Prior Year	\$84.6M	\$81.5M	\$74.8M	\$67.6M	\$64.5M	\$68.1M	\$68.3M	\$72.4M	\$77M	\$82.3M	\$87.9M	\$86M	\$85.1M
Percent Change from Prior Year		1%	4%	8%	7%	9%	5%	7%	-4%	-10%	-10%	-13%	-5%

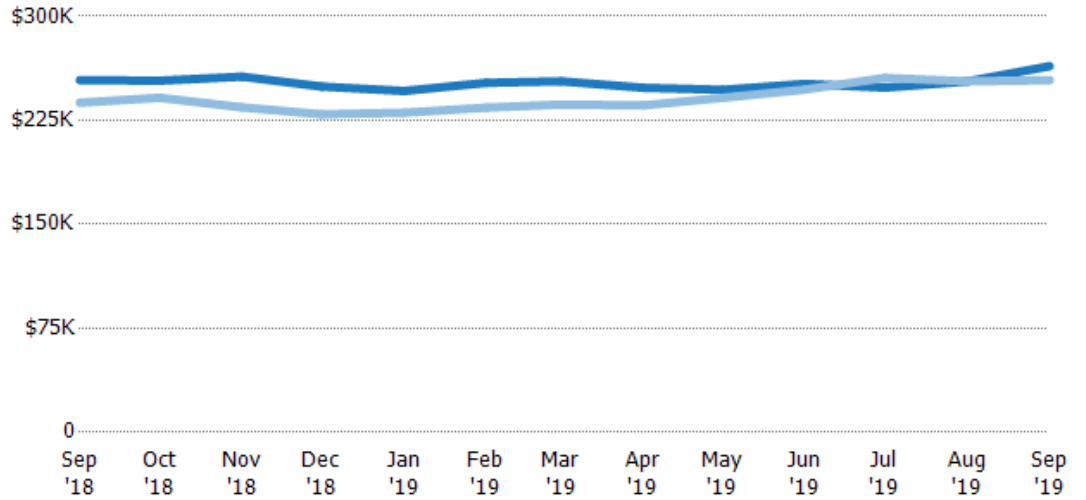
## Average Listing Price

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.
Sep '19	\$264K	3.9%
Sep '18	\$254K	6.8%
Sep '17	\$238K	-4.8%



Current Year	\$254K	\$254K	\$256K	\$249K	\$246K	\$252K	\$253K	\$248K	\$247K	\$251K	\$249K	\$253K	\$264K
Prior Year	\$238K	\$241K	\$234K	\$229K	\$230K	\$234K	\$236K	\$236K	\$241K	\$247K	\$256K	\$253K	\$254K
Percent Change from Prior Year	7%	5%	9%	9%	7%	8%	7%	5%	2%	2%	-3%	0%	4%

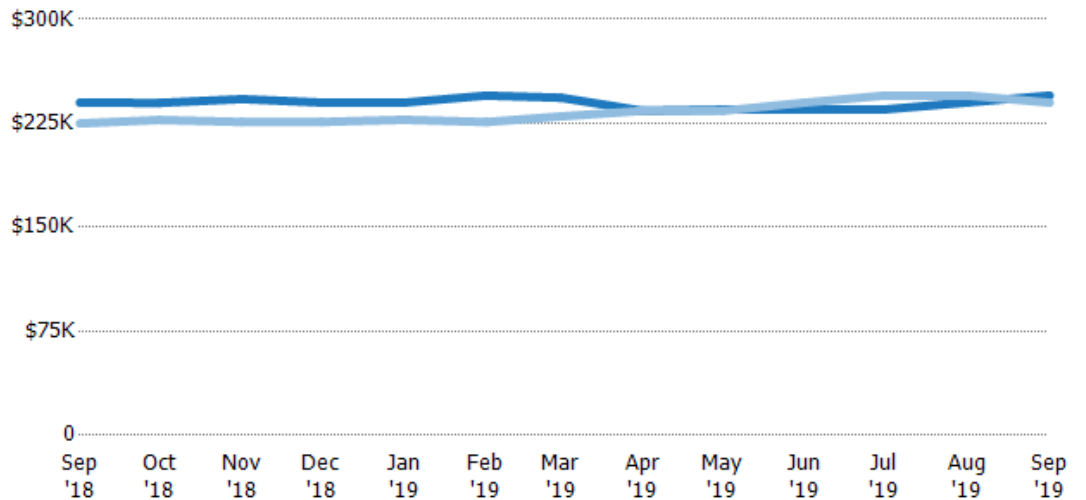
## Median Listing Price

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.
Sep '19	\$245K	2.1%
Sep '18	\$240K	6.7%
Sep '17	\$225K	-3.4%



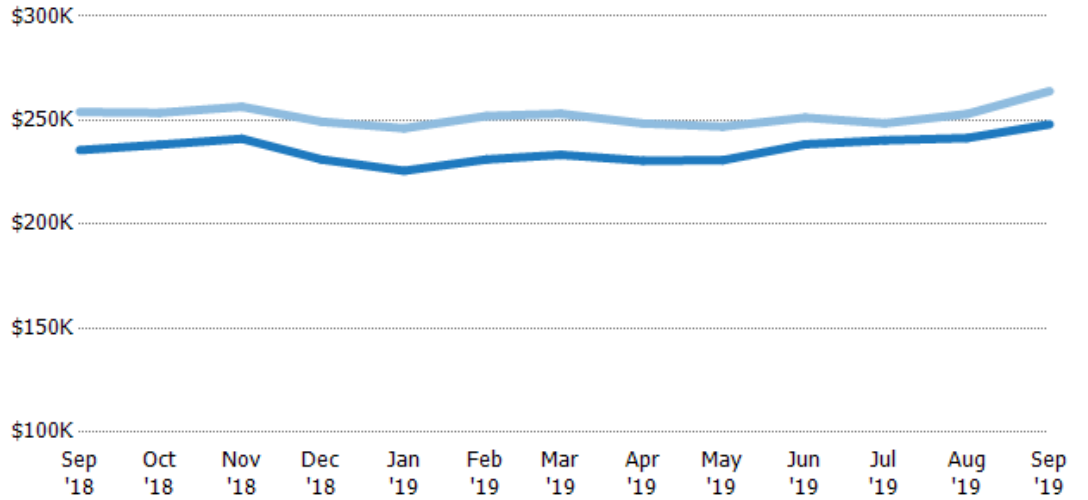
Current Year	\$240K	\$240K	\$242K	\$240K	\$240K	\$245K	\$243K	\$234K	\$235K	\$235K	\$235K	\$240K	\$245K
Prior Year	\$225K	\$227K	\$226K	\$226K	\$228K	\$226K	\$230K	\$234K	\$234K	\$240K	\$245K	\$245K	\$240K
Percent Change from Prior Year	7%	5%	7%	6%	5%	8%	6%	0%	0%	-2%	-4%	-2%	2%

## 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



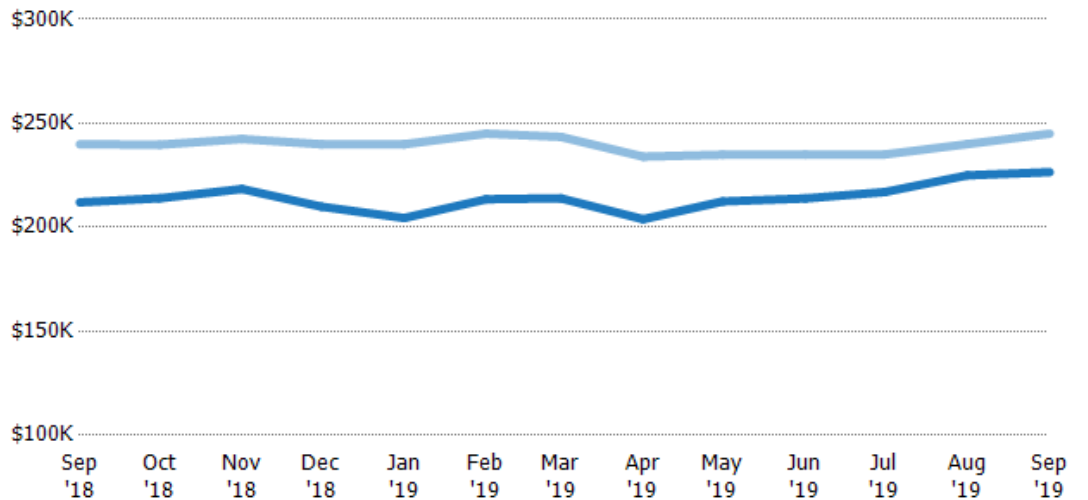
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$236K	\$238K	\$241K	\$231K	\$226K	\$231K	\$233K	\$231K	\$231K	\$238K	\$240K	\$241K	\$248K
Avg Listing Price	\$254K	\$254K	\$256K	\$249K	\$246K	\$252K	\$253K	\$248K	\$247K	\$251K	\$249K	\$253K	\$264K
Avg Listing Price as a % of Avg Est Value	108%	106%	106%	108%	109%	109%	108%	108%	107%	105%	103%	105%	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



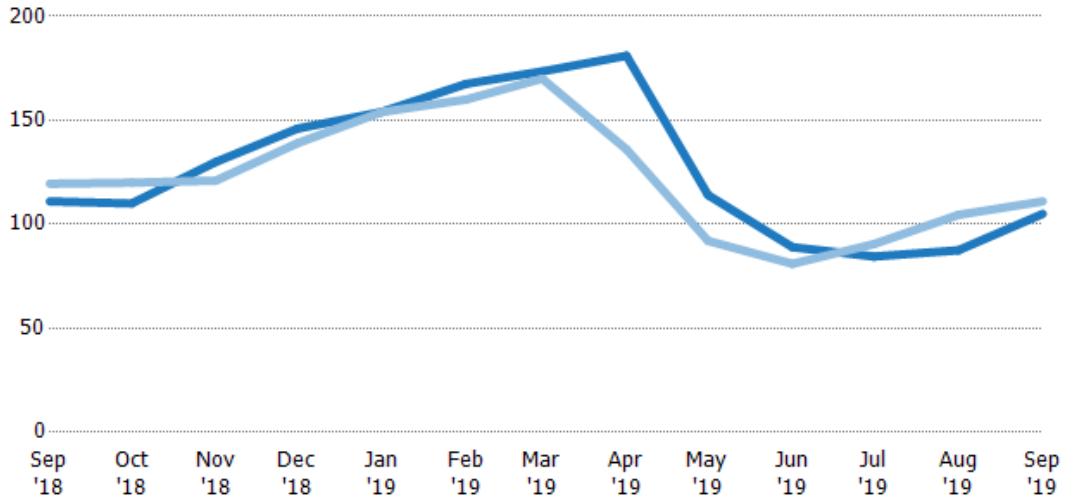
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$212K	\$214K	\$218K	\$210K	\$204K	\$213K	\$214K	\$204K	\$212K	\$214K	\$217K	\$225K	\$227K
Median Listing Price	\$240K	\$240K	\$242K	\$240K	\$240K	\$245K	\$243K	\$234K	\$235K	\$235K	\$235K	\$240K	\$245K
Med Listing Price as a % of Med Est Value	113%	112%	111%	114%	117%	115%	114%	115%	111%	110%	108%	107%	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.
Sep '19	105	-5.4%
Sep '18	111	-7.1%
Sep '17	120	-7.5%

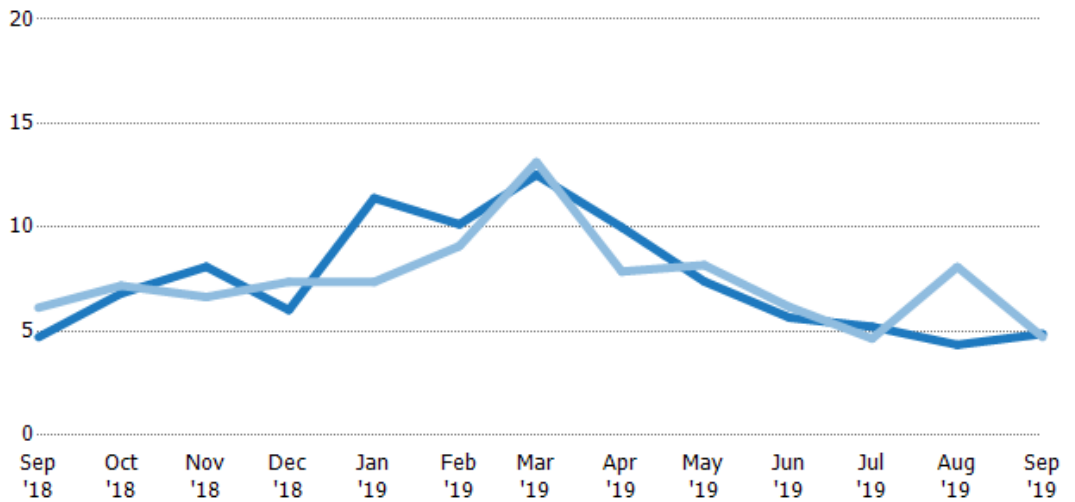
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	111	110	130	146	154	168	174	181	114	89	84.5	87.5	105
Prior Year	120	120	121	139	154	160	170	136	92	81	90.5	105	111
Percent Change from Prior Year	-7%	-8%	7%	5%	0%	5%	2%	33%	24%	10%	-7%	-16%	-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.
Sep '19	4.87	3.3%
Sep '18	4.72	-23.1%
Sep '17	6.14	5.4%

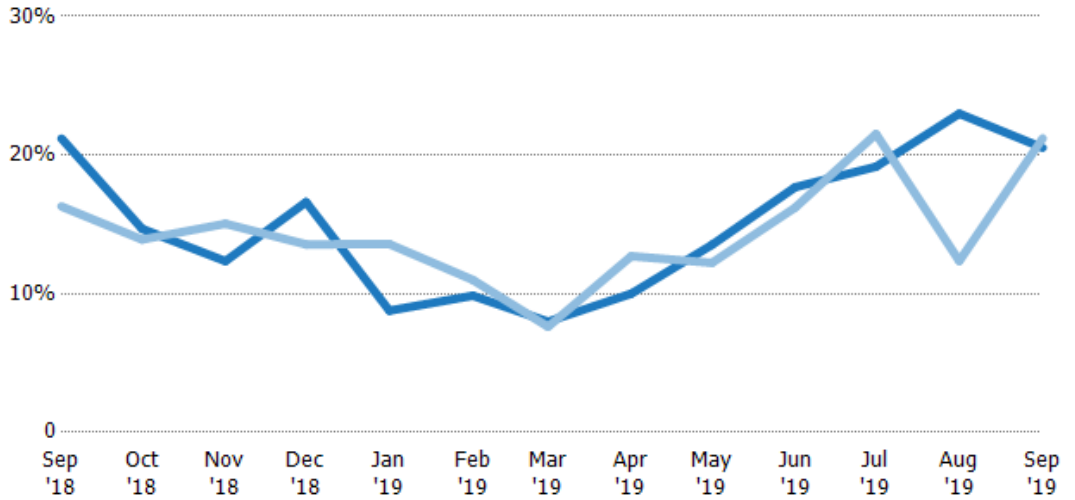
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	4.72	6.82	8.1	6.02	11.4	10.1	12.5	10	7.39	5.65	5.22	4.35	4.87
Prior Year	6.14	7.19	6.65	7.38	7.37	9.09	13.1	7.87	8.18	6.17	4.65	8.1	4.72
Percent Change from Prior Year	-23%	-5%	22%	-18%	55%	12%	-5%	27%	-10%	-8%	12%	-46%	3%

## 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.
Sep '19	21%	0.7%
Sep '18	21%	-4.9%
Sep '17	16%	-5.2%

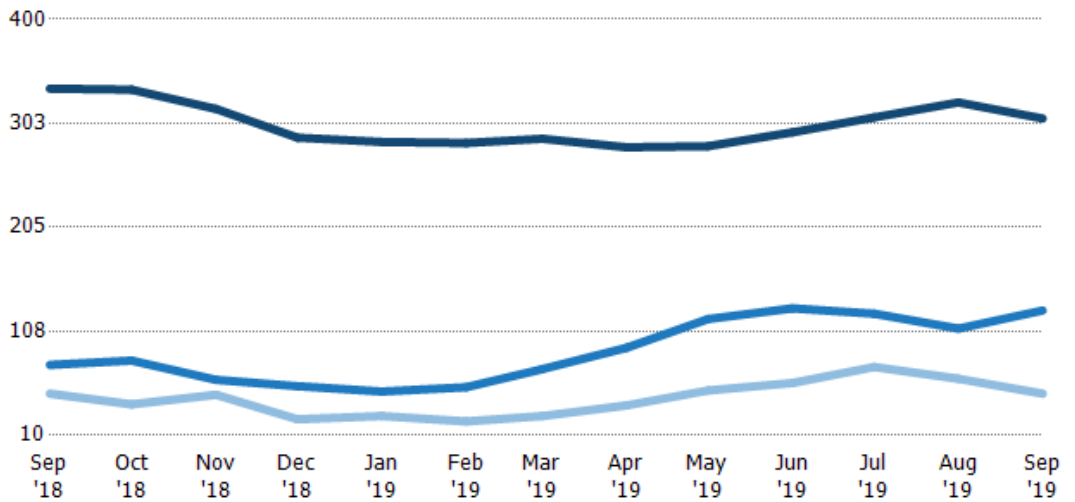
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	21%	15%	12%	17%	9%	10%	8%	10%	14%	18%	19%	23%	21%
Prior Year	16%	14%	15%	14%	14%	11%	8%	13%	12%	16%	22%	12%	21%
Change from Prior Year	-5%	-1%	3%	-3%	5%	1%	0%	3%	-1%	-1%	2%	-11%	1%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	335	334	316	289	285	284	288	280	281	294	308	322	307
Pending	76	80	62	56	51	55	72	92	119	129	124	110	127
Sold	49	39	48	25	28	23	28	38	52	59	74	63	49

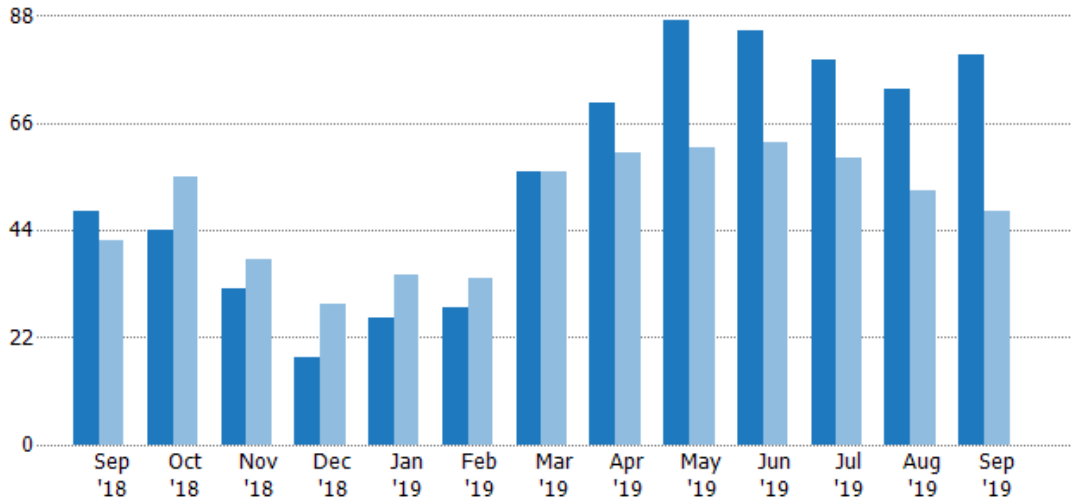
## New Pending Sales

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.
Sep '19	80	66.7%
Sep '18	48	14.3%
Sep '17	42	35.7%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	48	44	32	18	26	28	56	70	87	85	79	73	80
Prior Year	42	55	38	29	35	34	56	60	61	62	59	52	48
Percent Change from Prior Year	14%	-20%	-16%	-38%	-26%	-18%	0%	17%	43%	37%	34%	40%	67%

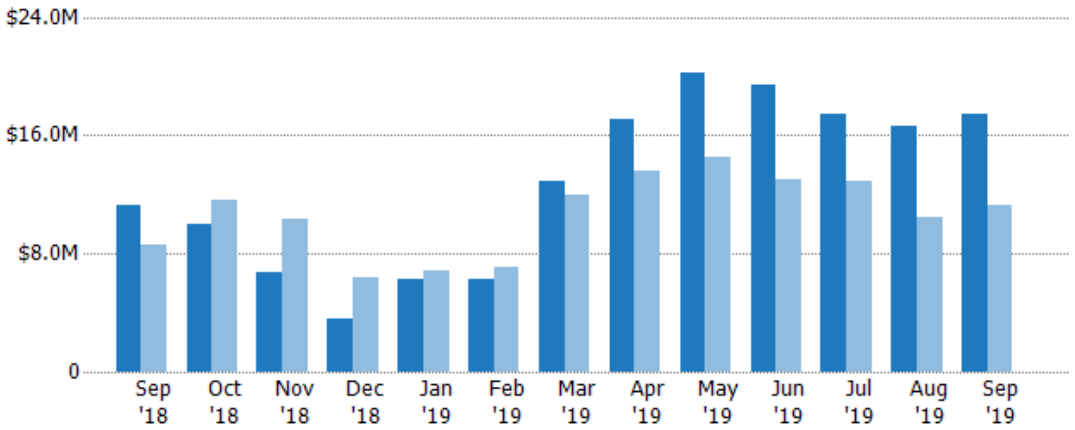
## New Pending Sales Volume

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.
Sep '19	\$17.4M	54.6%
Sep '18	\$11.3M	31%
Sep '17	\$8.6M	49.9%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$11.3M	\$9.97M	\$6.76M	\$3.6M	\$6.29M	\$6.25M	\$12.9M	\$17M	\$20.3M	\$19.4M	\$17.4M	\$16.6M	\$17.4M
Prior Year	\$8.6M	\$11.6M	\$10.3M	\$6.43M	\$6.8M	\$7.06M	\$12M	\$13.6M	\$14.5M	\$13M	\$12.9M	\$10.5M	\$11.3M
Percent Change from Prior Year	31%	-14%	-34%	-44%	-8%	-12%	8%	26%	40%	49%	35%	59%	55%



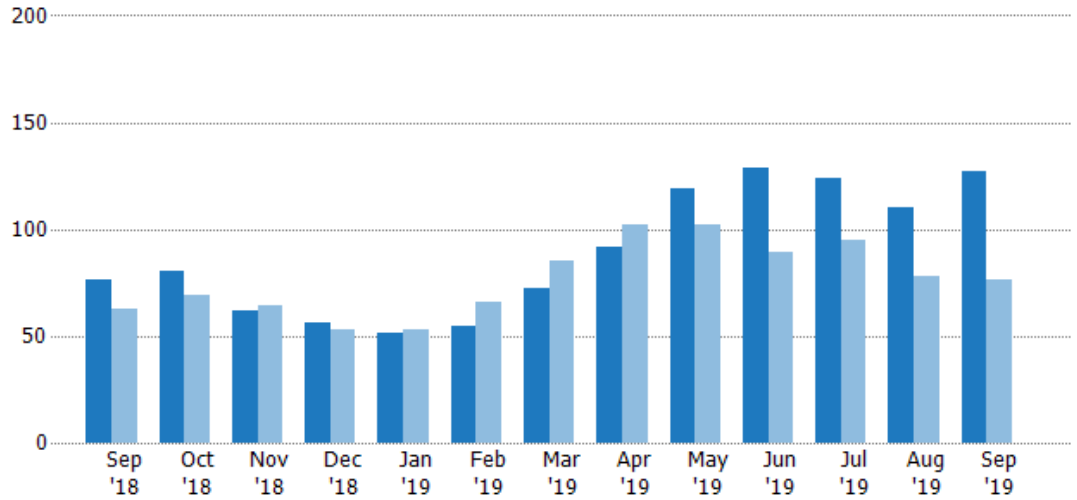
## Pending Sales

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.
Sep '19	127	67.1%
Sep '18	76	20.6%
Sep '17	63	61.9%



Current Year	76	80	62	56	51	55	72	92	119	129	124	110	127
Prior Year	63	69	64	53	53	66	85	102	102	89	95	78	76
Percent Change from Prior Year	21%	16%	-3%	6%	-4%	-17%	-15%	-10%	17%	45%	31%	41%	67%

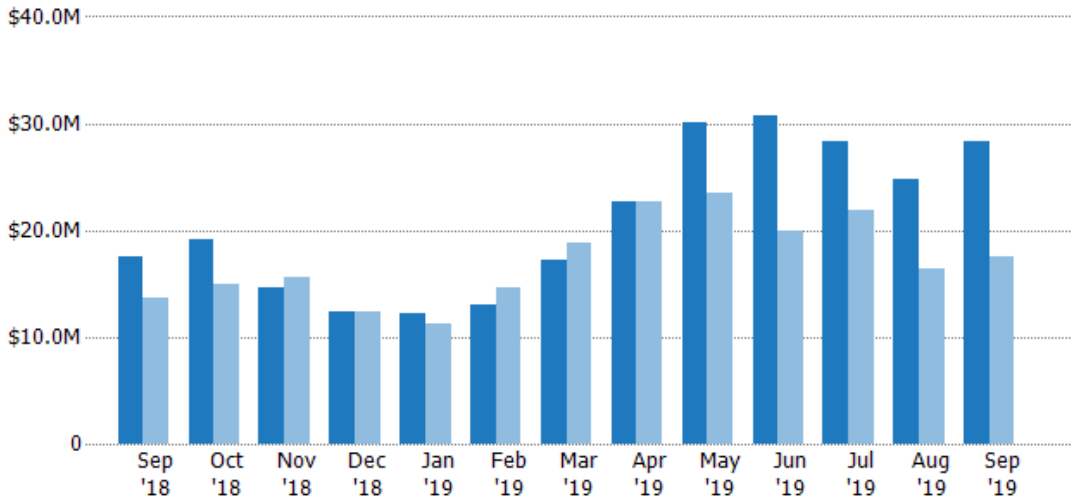
## Pending Sales Volume

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.
Sep '19	\$28.3M	62%
Sep '18	\$17.5M	27.4%
Sep '17	\$13.7M	68.3%



Current Year	\$17.5M	\$19.2M	\$14.6M	\$12.3M	\$12.2M	\$13M	\$17.2M	\$22.7M	\$30M	\$30.8M	\$28.3M	\$24.8M	\$28.3M
Prior Year	\$13.7M	\$15M	\$15.6M	\$12.3M	\$11.3M	\$14.6M	\$18.8M	\$22.7M	\$23.4M	\$19.9M	\$21.9M	\$16.5M	\$17.5M
Percent Change from Prior Year	27%	28%	-6%	0%	9%	-11%	-9%	0%	28%	54%	29%	51%	62%

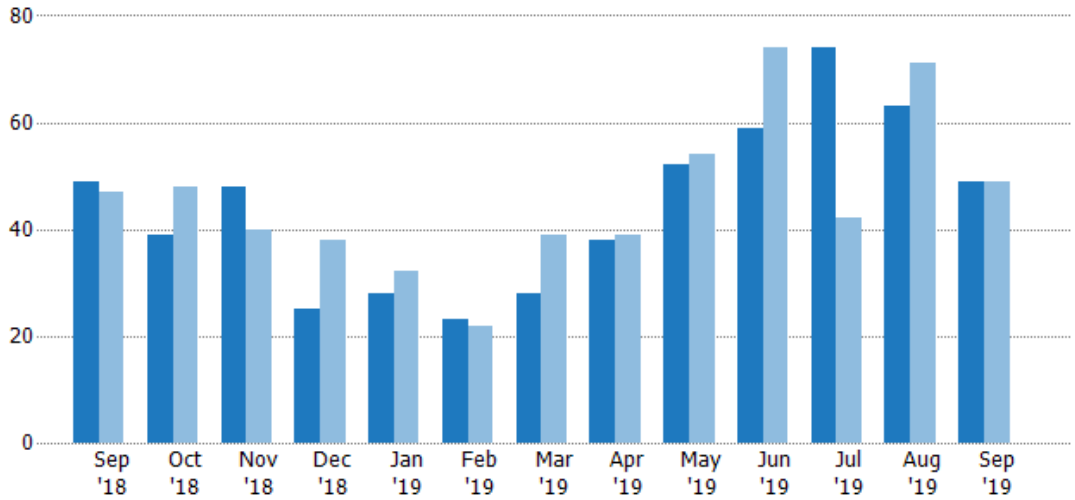
## Closed Sales

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.
Sep '19	49	0%
Sep '18	49	4.3%
Sep '17	47	6.4%



Current Year	49	39	48	25	28	23	28	38	52	59	74	63	49
Prior Year	47	48	40	38	32	22	39	39	54	74	42	71	49
Percent Change from Prior Year	4%	-19%	20%	-34%	-13%	5%	-28%	-3%	-4%	-20%	76%	-11%	0%

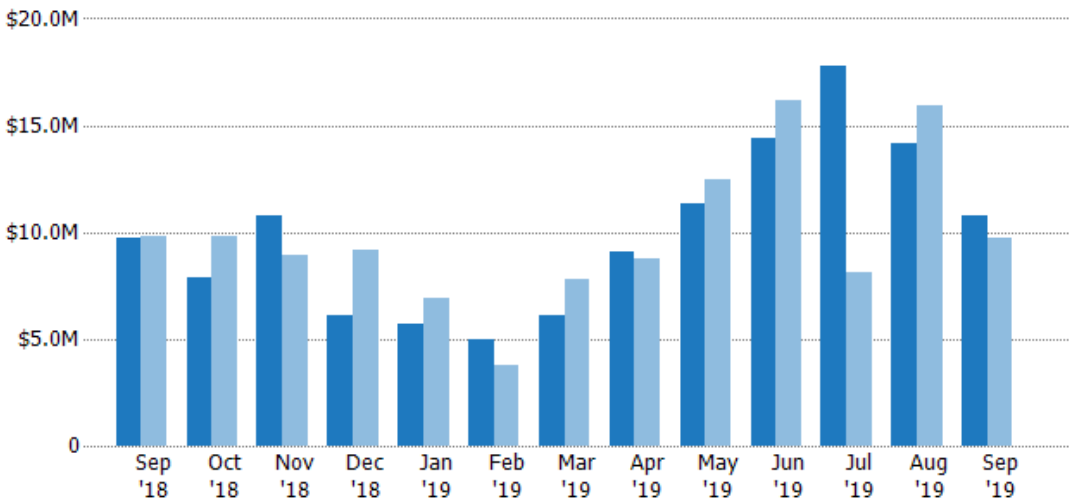
## Closed Sales Volume

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.
Sep '19	\$10.8M	11.6%
Sep '18	\$9.69M	-1.4%
Sep '17	\$9.84M	12%



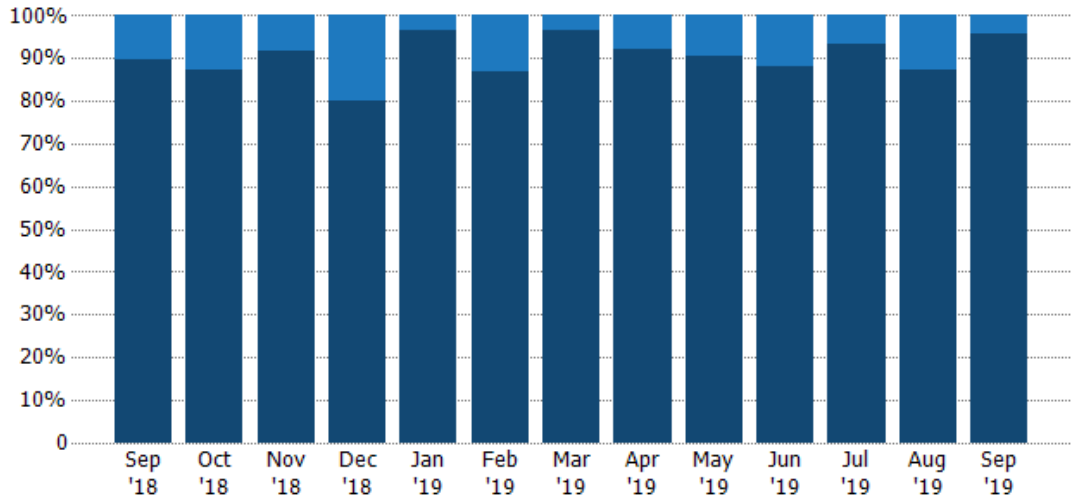
Current Year	\$9.69M	\$7.87M	\$10.8M	\$6.07M	\$5.7M	\$4.96M	\$6.14M	\$9.11M	\$11.4M	\$14.4M	\$17.8M	\$14.2M	\$10.8M
Prior Year	\$9.84M	\$9.78M	\$8.9M	\$9.18M	\$6.93M	\$3.75M	\$7.79M	\$8.79M	\$12.4M	\$16.2M	\$8.11M	\$16M	\$9.69M
Percent Change from Prior Year	-1%	-20%	21%	-34%	-18%	32%	-21%	4%	-9%	-11%	119%	-11%	12%

## 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



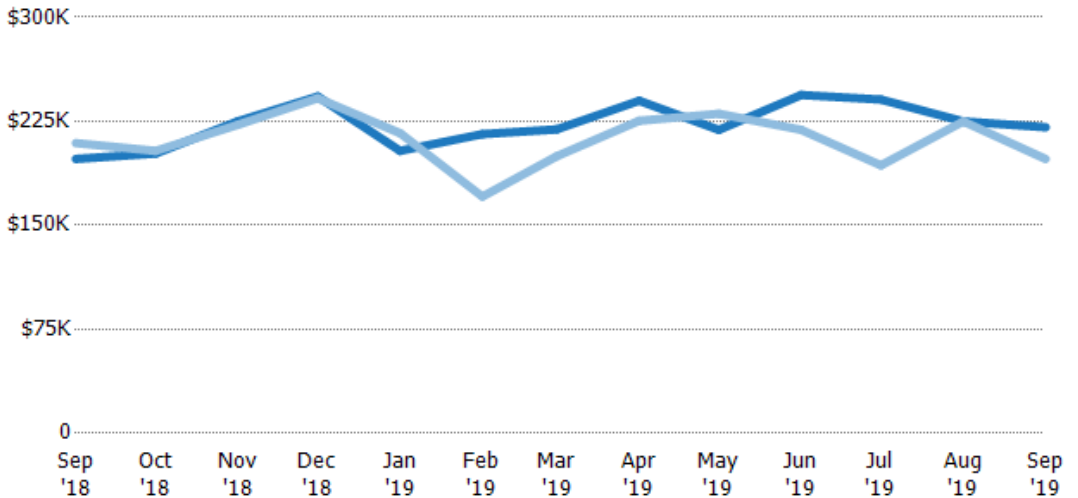
Condo/Townhouse	10%	13%	8%	20%	4%	13%	4%	8%	10%	12%	7%	13%	4%
Single Family Residence	90%	87%	92%	80%	96%	87%	96%	92%	90%	88%	93%	87%	96%

## 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



Month/Year	Price	% Chg.
Sep '19	\$221K	11.6%
Sep '18	\$198K	-5.5%
Sep '17	\$209K	5.3%

Current Year	\$198K	\$202K	\$225K	\$243K	\$204K	\$216K	\$219K	\$240K	\$219K	\$244K	\$241K	\$225K	\$221K
Prior Year	\$209K	\$204K	\$223K	\$242K	\$216K	\$171K	\$200K	\$225K	\$230K	\$219K	\$193K	\$225K	\$198K
Percent Change from Prior Year	-5%	-1%	1%	1%	-6%	26%	10%	6%	-5%	11%	25%	0	12%

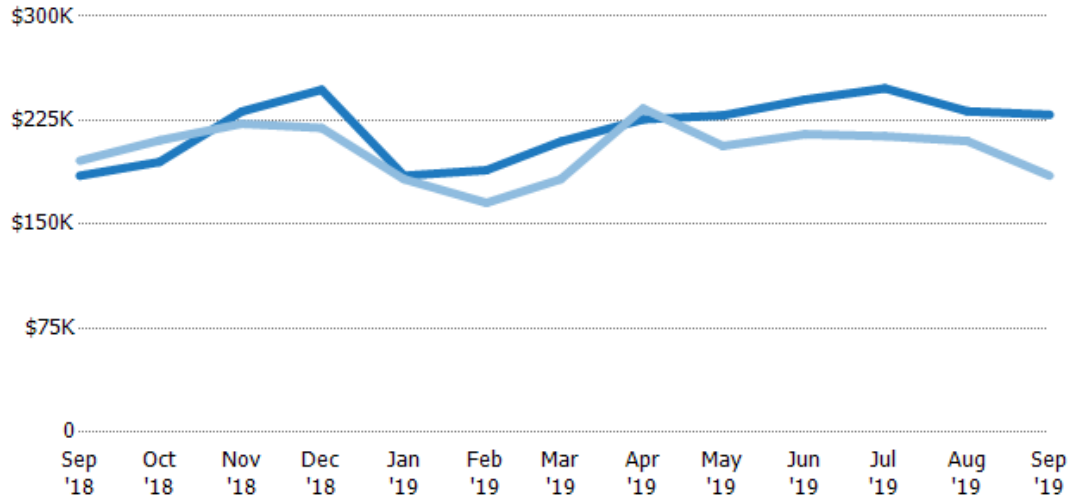
## Median Sales Price

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.
Sep '19	\$229K	23.8%
Sep '18	\$185K	-5.6%
Sep '17	\$196K	10.5%



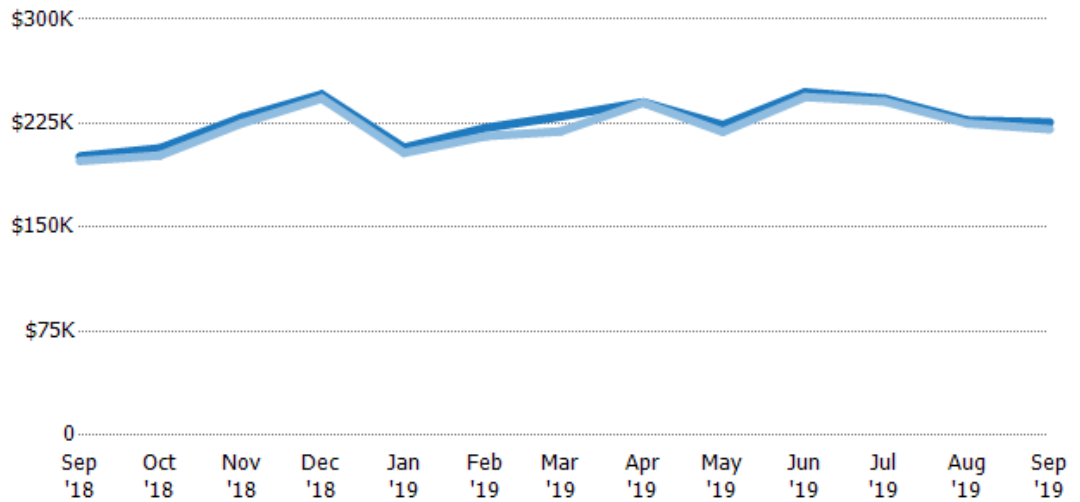
Current Year	\$185K	\$195K	\$231K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K	\$232K	\$229K
Prior Year	\$196K	\$211K	\$223K	\$219K	\$183K	\$165K	\$183K	\$234K	\$207K	\$215K	\$214K	\$210K	\$185K
Percent Change from Prior Year	-6%	-7%	4%	13%	1%	14%	15%	-3%	11%	12%	16%	10%	24%

## 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



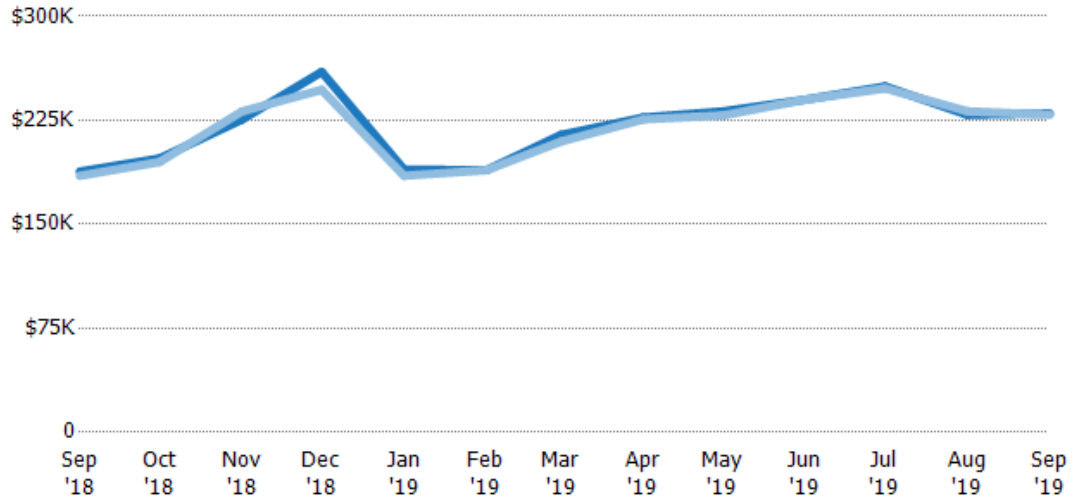
Avg List Price	\$201K	\$207K	\$229K	\$246K	\$207K	\$222K	\$230K	\$240K	\$224K	\$247K	\$243K	\$227K	\$226K
Avg Sales Price	\$198K	\$202K	\$225K	\$243K	\$204K	\$216K	\$219K	\$240K	\$219K	\$244K	\$241K	\$225K	\$221K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	99%	98%	97%	95%	100%	98%	99%	99%	99%	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



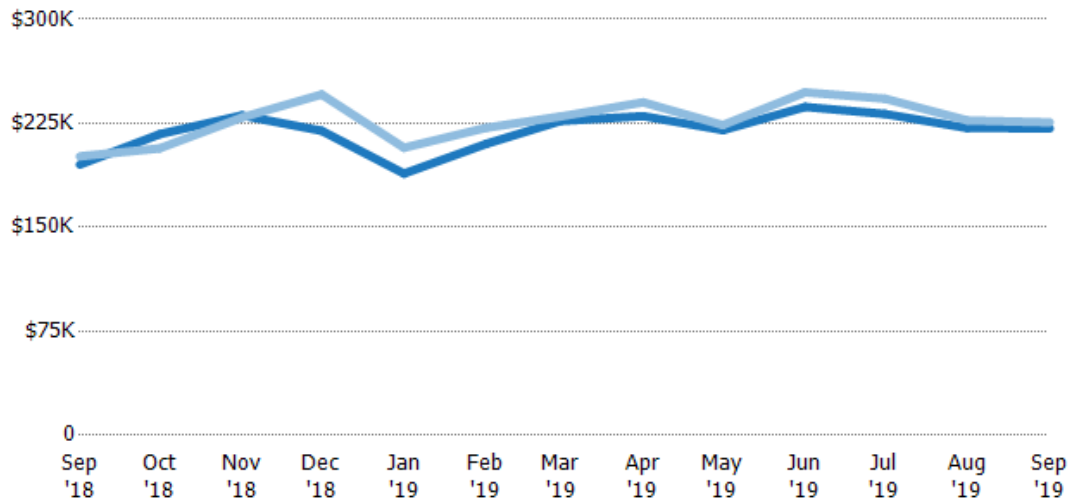
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$188K	\$198K	\$226K	\$260K	\$189K	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K	\$229K	\$230K
Median Sales Price	\$185K	\$195K	\$231K	\$247K	\$185K	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K	\$232K	\$229K
Med Sales Price as a % of Med List Price	98%	99%	103%	95%	98%	100%	98%	99%	99%	100%	99%	101%	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



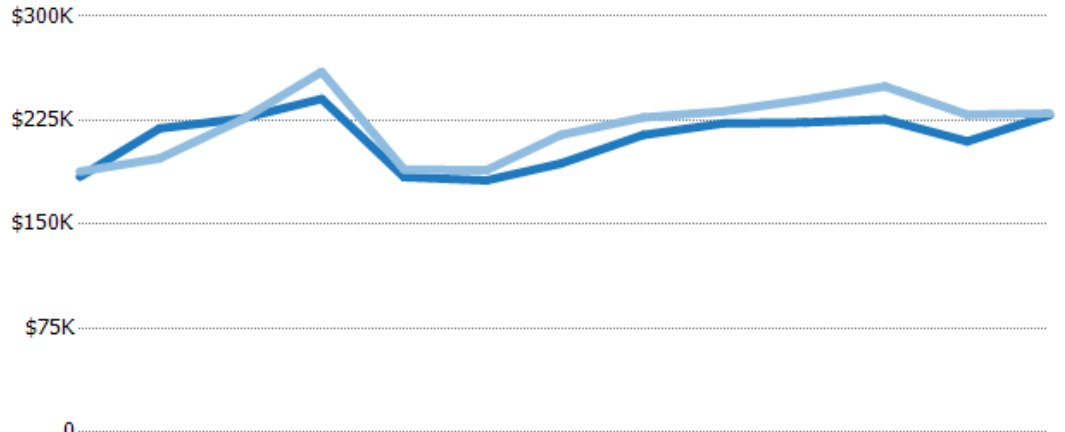
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$195K	\$217K	\$231K	\$220K	\$189K	\$210K	\$227K	\$230K	\$220K	\$237K	\$232K	\$222K	\$221K
Avg Sales Price	\$201K	\$207K	\$229K	\$246K	\$207K	\$222K	\$230K	\$240K	\$224K	\$247K	\$243K	\$227K	\$226K
Avg Sales Price as a % of Avg Est Value	103%	95%	99%	112%	110%	106%	101%	104%	102%	104%	105%	102%	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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$184K	\$219K	\$226K	\$240K	\$184K	\$182K	\$194K	\$214K	\$223K	\$223K	\$226K	\$210K	\$229K
Median Sales Price	\$188K	\$198K	\$226K	\$260K	\$189K	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K	\$229K	\$230K
Med Sales Price as a % of Med Est Value	102%	90%	100%	108%	103%	104%	111%	106%	104%	107%	111%	109%	101%