

Summary of Key Listing and Sales Metrics

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

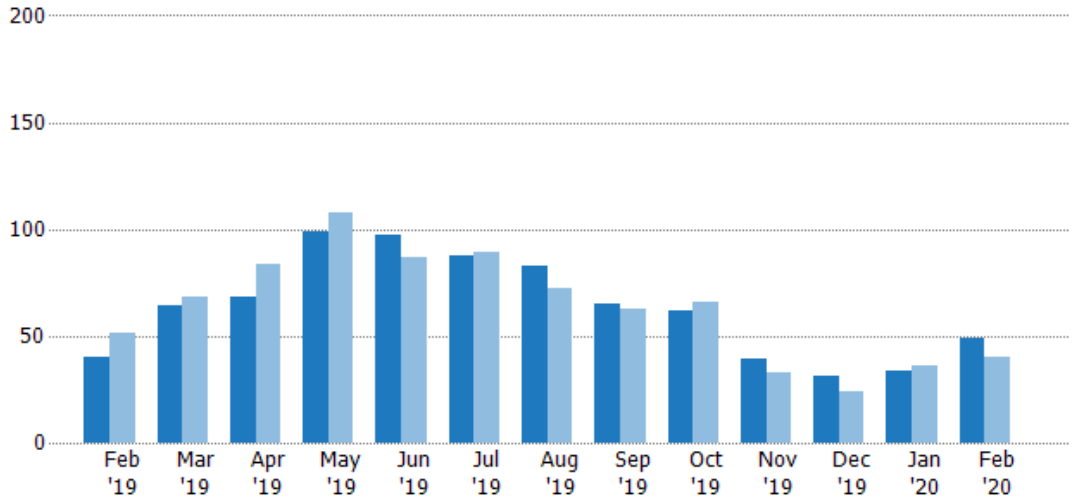
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	49	40	+22.5%	83	76	+9.2%
New Listing Volume	\$12,709,487	\$10,650,546	+19.3%	\$21,307,311	\$18,848,414	+13%
Active Listing Count	202	303	-33.3%	N/A	N/A	
Active Listing Volume	\$51,724,353	\$77,487,272	-33.2%	N/A	N/A	
Average Listing Price	\$256,061	\$255,734	+0.1%	\$255,952	\$252,951	+1.2%
Median Listing Price	\$249,000	\$245,000	+1.6%	\$249,472	\$242,446	+2.9%
Median Days in RPR	149.5	168	-11%	153.31	160.31	-4.4%
Months of Inventory	5.9	10.8	-45.1%	8.3	10.8	-23.1%
Absorption Rate	16.83%	9.24%	+7.6%	12%	9.23%	+2.8%
Sales Activity Charts Metrics						
New Pending Sales Count	53	28	+89.3%	111	53	+109.4%
New Pending Sales Volume	\$13,383,448	\$6,250,974	+114.1%	\$25,664,723	\$12,476,274	+105.7%
Pending Sales Count	80	45	+77.8%	N/A	N/A	
Pending Sales Volume	\$19,589,039	\$10,825,406	+81%	N/A	N/A	
Closed Sales Count	24	23	+4.3%	58	51	+13.7%
Closed Sales Volume	\$4,692,600	\$4,962,300	-5.4%	\$12,743,470	\$10,665,886	+19.5%
Average Sales Price	\$195,525	\$215,752	-9.4%	\$219,715	\$209,135	+5.1%
Median Sales Price	\$181,950	\$189,000	-3.7%	\$207,890	\$186,804	+11.3%

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



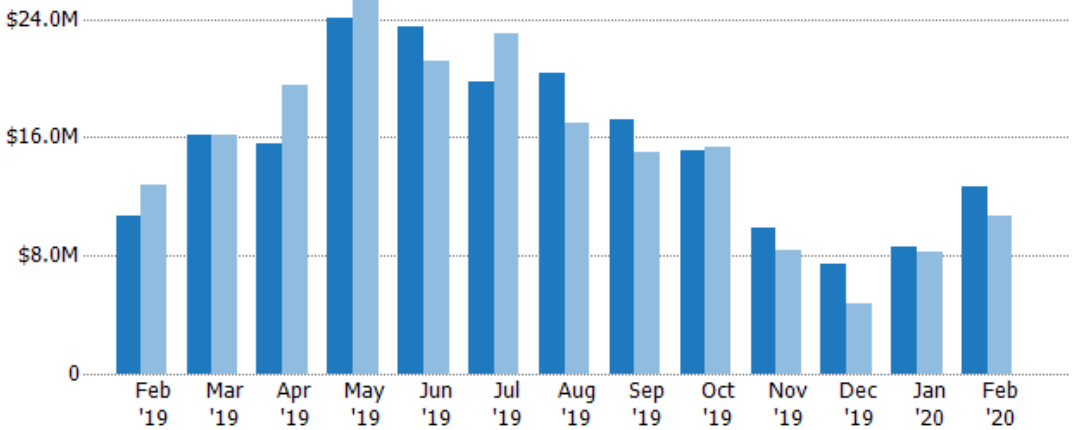
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	40	64	68	99	97	88	83	65	62	39	31	34	49
Prior Year	51	68	84	108	87	89	72	63	66	33	24	36	40
Percent Change from Prior Year	-22%	-6%	-19%	-8%	11%	-1%	15%	3%	-6%	18%	29%	-6%	23%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$10.7M	\$16.1M	\$15.6M	\$24.1M	\$23.5M	\$19.8M	\$20.4M	\$17.1M	\$15.1M	\$9.84M	\$7.41M	\$8.6M	\$12.7M
Prior Year	\$12.8M	\$16.1M	\$19.5M	\$26.6M	\$21.2M	\$23M	\$17M	\$15M	\$15.3M	\$8.35M	\$4.79M	\$8.2M	\$10.7M
Percent Change from Prior Year	-17%	0%	-20%	-9%	11%	-14%	20%	14%	-1%	18%	55%	5%	19%

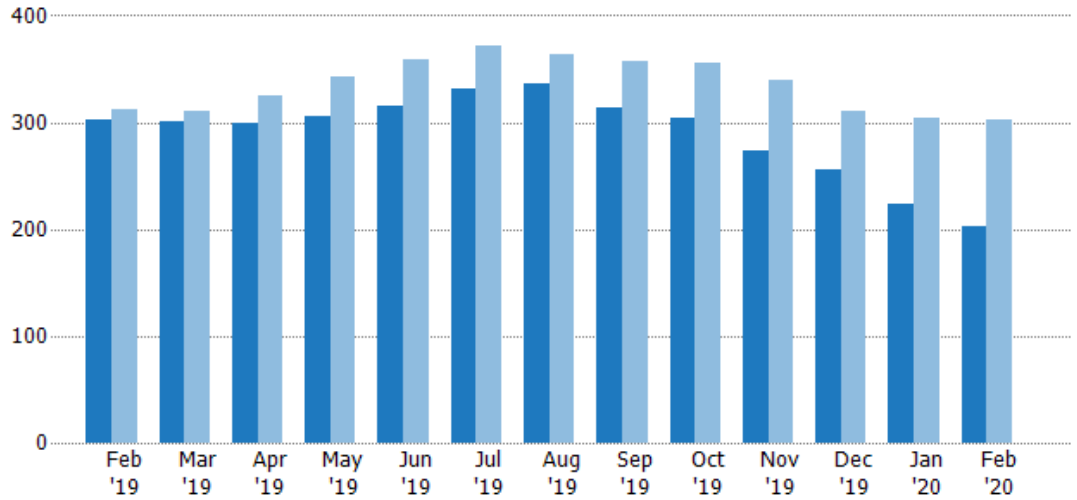
Active Listings

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.
Feb '20	202	-33.3%
Feb '19	303	-2.9%
Feb '18	312	-3.2%



Current Year	303	301	299	305	316	331	337	314	304	274	256	223	202
Prior Year	312	310	325	343	359	371	363	358	355	339	310	304	303
Percent Change from Prior Year	-3%	-3%	-8%	-11%	-12%	-11%	-7%	-12%	-14%	-19%	-17%	-27%	-33%

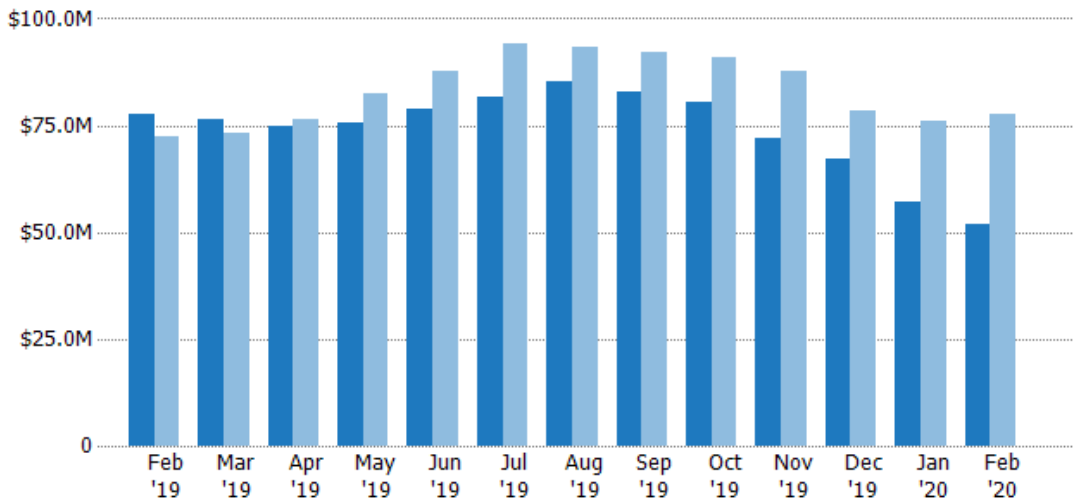
Active Listing Volume

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.
Feb '20	\$51.7M	-33.2%
Feb '19	\$77.5M	6.9%
Feb '18	\$72.5M	-7.1%



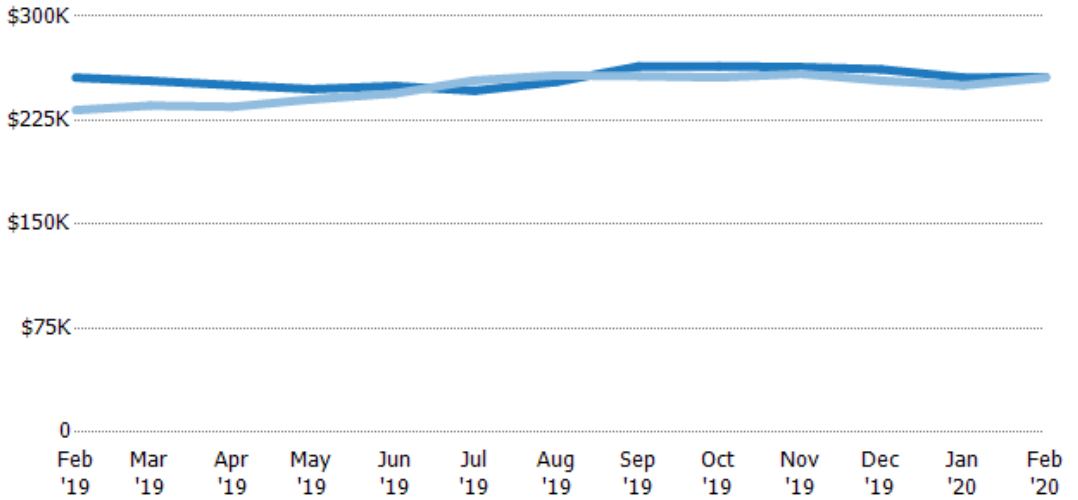
Current Year	\$77.5M	\$76.3M	\$74.9M	\$75.5M	\$78.9M	\$81.5M	\$85.2M	\$82.9M	\$80.2M	\$72.2M	\$67M	\$57.1M	\$51.7M
Prior Year	\$72.5M	\$73M	\$76.3M	\$82.4M	\$87.7M	\$94.1M	\$93.4M	\$92M	\$90.8M	\$87.6M	\$78.6M	\$76.1M	\$77.5M
Percent Change from Prior Year	7%	4%	-2%	-8%	-10%	-13%	-9%	-10%	-12%	-18%	-15%	-25%	-33%

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



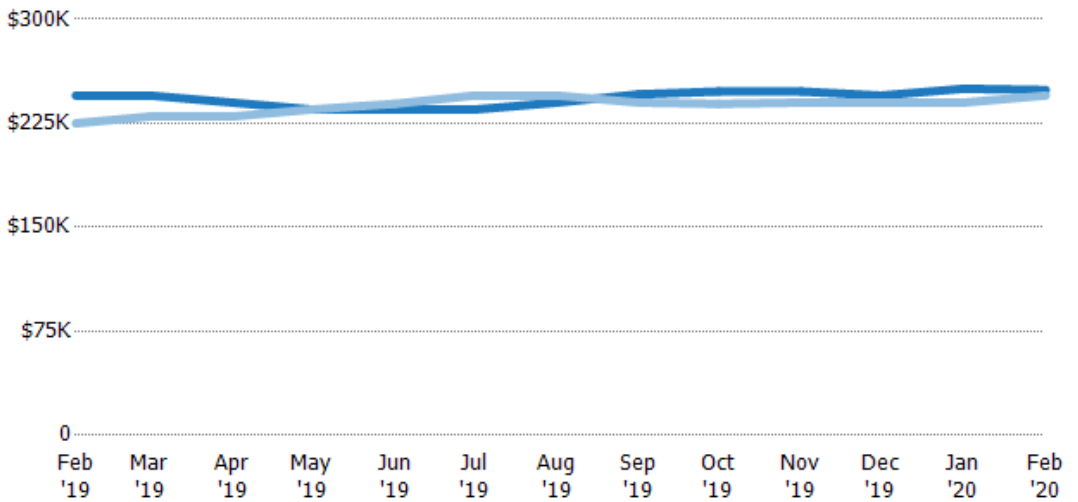
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$256K	\$253K	\$250K	\$247K	\$250K	\$246K	\$253K	\$264K	\$264K	\$263K	\$262K	\$256K	\$256K
Prior Year	\$232K	\$236K	\$235K	\$240K	\$244K	\$254K	\$257K	\$257K	\$256K	\$258K	\$254K	\$250K	\$256K
Percent Change from Prior Year	10%	8%	7%	3%	2%	-3%	-2%	3%	3%	2%	3%	2%	0%

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



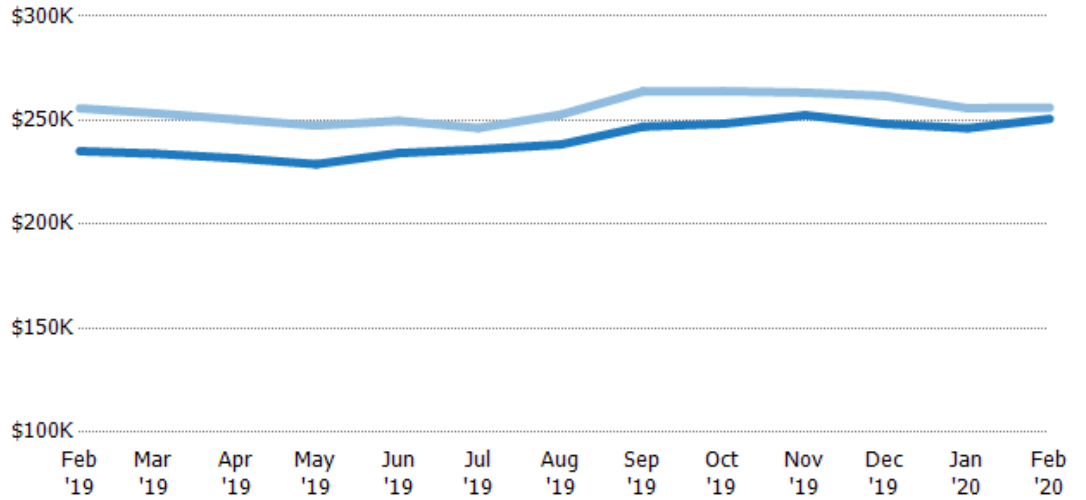
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$245K	\$245K	\$240K	\$235K	\$235K	\$235K	\$240K	\$246K	\$248K	\$248K	\$245K	\$250K	\$249K
Prior Year	\$225K	\$230K	\$230K	\$235K	\$239K	\$245K	\$245K	\$240K	\$239K	\$240K	\$240K	\$240K	\$245K
Percent Change from Prior Year	9%	7%	4%	0%	-2%	-4%	-2%	3%	4%	3%	2%	4%	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



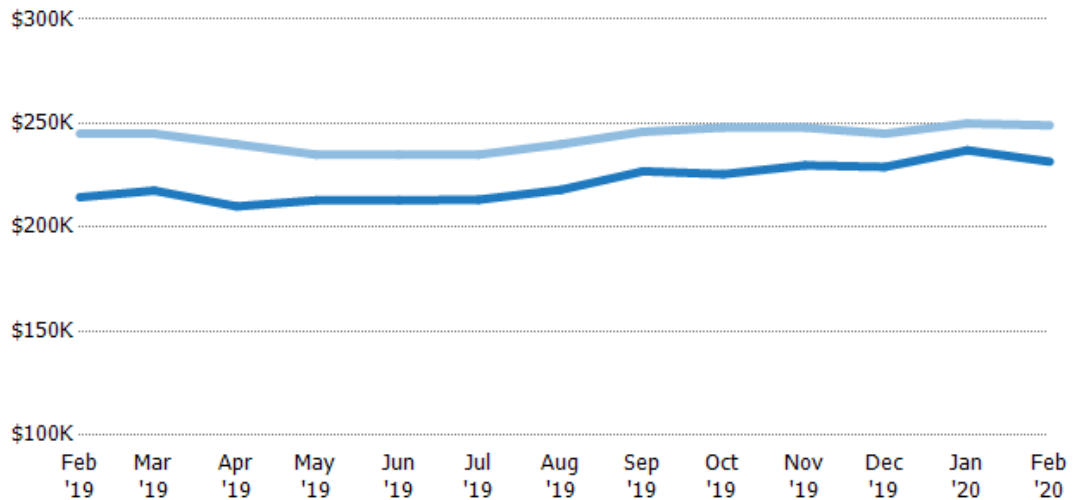
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$235K	\$234K	\$232K	\$229K	\$234K	\$236K	\$238K	\$247K	\$248K	\$252K	\$248K	\$246K	\$251K
Avg Listing Price	\$256K	\$253K	\$250K	\$247K	\$250K	\$246K	\$253K	\$264K	\$264K	\$263K	\$262K	\$256K	\$256K
Avg Listing Price as a % of Avg Est Value	109%	108%	108%	108%	107%	104%	106%	107%	106%	104%	105%	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



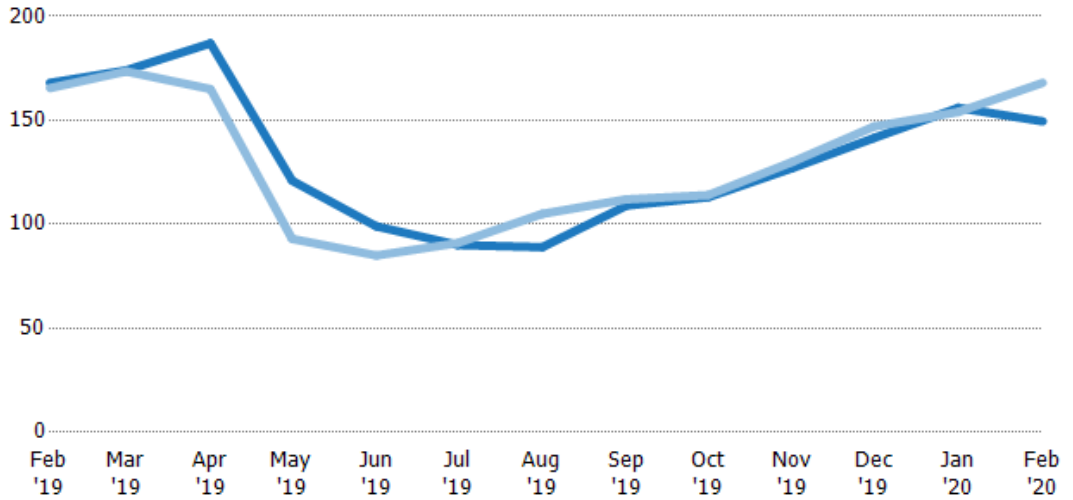
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$214K	\$218K	\$210K	\$213K	\$213K	\$213K	\$218K	\$227K	\$226K	\$230K	\$229K	\$237K	\$232K
Median Listing Price	\$245K	\$245K	\$240K	\$235K	\$235K	\$235K	\$240K	\$246K	\$248K	\$248K	\$245K	\$250K	\$249K
Med Listing Price as a % of Med Est Value	114%	113%	114%	110%	110%	110%	110%	108%	110%	108%	107%	105%	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.
Feb '20	150	-11%
Feb '19	168	1.5%
Feb '18	166	2.1%

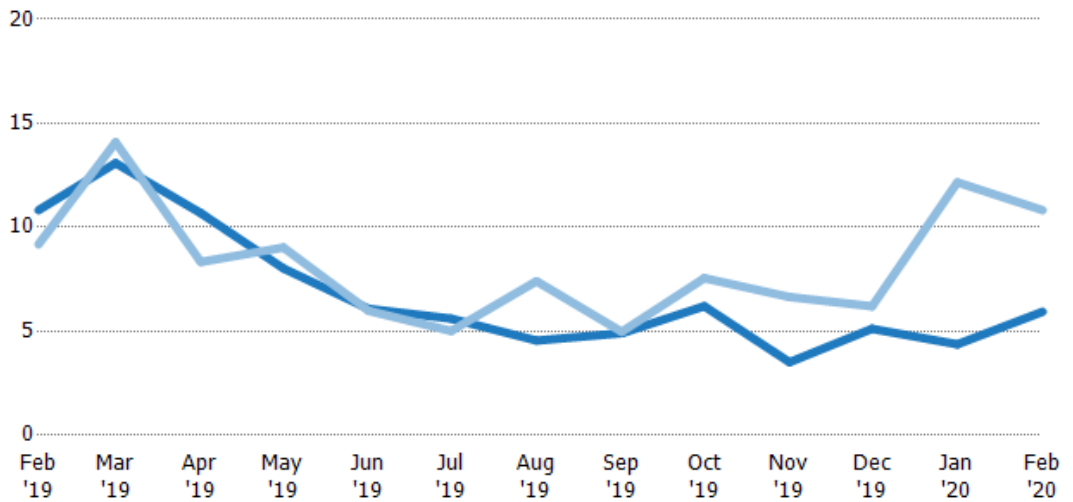
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	168	174	187	121	99	90	89	109	113	127	142	156	150
Prior Year	166	174	165	93	85	91	105	112	114	130	147	154	168
Percent Change from Prior Year	2%	0%	13%	30%	16%	-1%	-15%	-3%	-1%	-2%	-4%	1%	-11%

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.
Feb '20	5.94	-45.1%
Feb '19	10.8	17.9%
Feb '18	9.18	-11.1%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	10.8	13.1	10.7	8.03	6.08	5.61	4.55	4.91	6.2	3.51	5.12	4.37	5.94
Prior Year	9.18	14.1	8.33	9.03	5.98	5.01	7.41	4.97	7.55	6.65	6.2	12.2	10.8
Percent Change from Prior Year	18%	-7%	28%	-11%	2%	12%	-39%	-1%	-18%	-47%	-17%	-64%	-45%

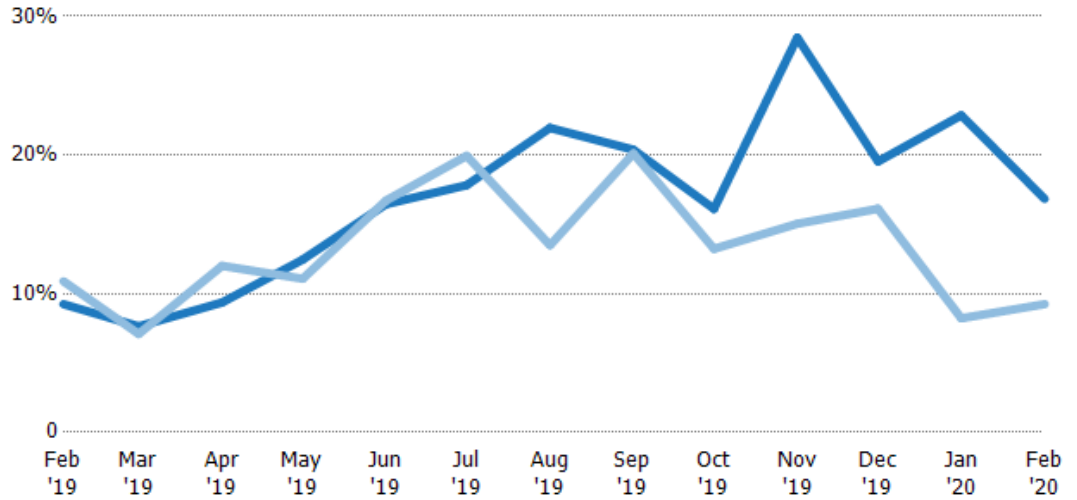
Absorption Rate

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.
Feb '20	17%	-7.6%
Feb '19	9%	1.7%
Feb '18	11%	12.5%



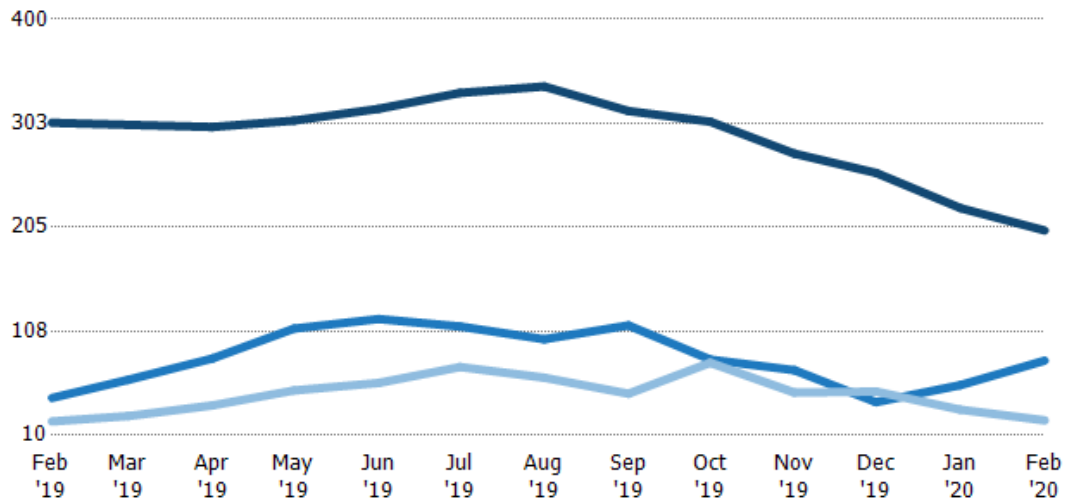
Current Year	9%	8%	9%	12%	16%	18%	22%	20%	16%	28%	20%	23%	17%
Prior Year	11%	7%	12%	11%	17%	20%	13%	20%	13%	15%	16%	8%	9%
Change from Prior Year	2%	-1%	3%	-1%	0%	2%	-8%	0%	-3%	-13%	-3%	-15%	-8%

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



Active	303	301	299	305	316	331	337	314	304	274	256	223	202
Pending	45	62	82	110	119	112	100	113	81	71	41	57	80
Sold	23	28	38	52	59	74	64	49	78	50	51	34	24

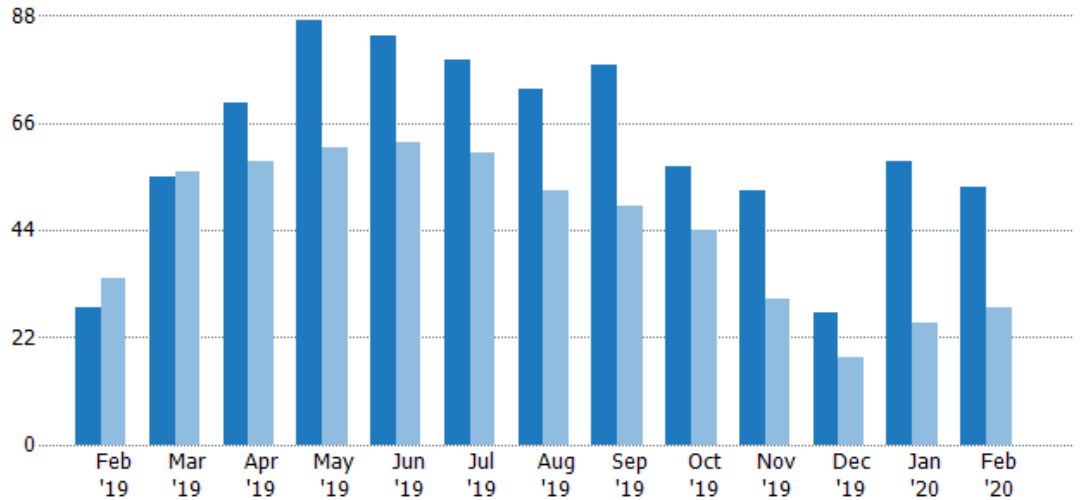
New Pending Sales

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.
Feb '20	53	89.3%
Feb '19	28	-17.6%
Feb '18	34	-5.9%



Current Year	28	55	70	87	84	79	73	78	57	52	27	58	53
Prior Year	34	56	58	61	62	60	52	49	44	30	18	25	28
Percent Change from Prior Year	-18%	-2%	21%	43%	35%	32%	40%	59%	30%	73%	50%	132%	89%

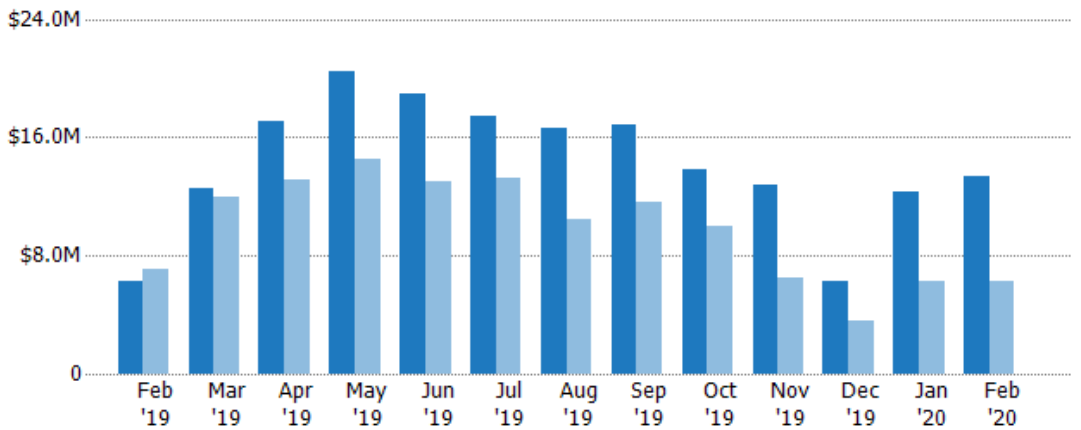
New Pending Sales Volume

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.
Feb '20	\$13.4M	114.1%
Feb '19	\$6.25M	-11.5%
Feb '18	\$7.06M	-9.8%



Current Year	\$6.25M	\$12.6M	\$17M	\$20.5M	\$19M	\$17.4M	\$16.6M	\$16.9M	\$13.8M	\$12.8M	\$6.3M	\$12.3M	\$13.4M
Prior Year	\$7.06M	\$12M	\$13.2M	\$14.5M	\$13M	\$13.2M	\$10.5M	\$11.6M	\$9.97M	\$6.45M	\$3.6M	\$6.23M	\$6.25M
Percent Change from Prior Year	-12%	5%	30%	41%	46%	32%	59%	45%	38%	98%	75%	97%	114%

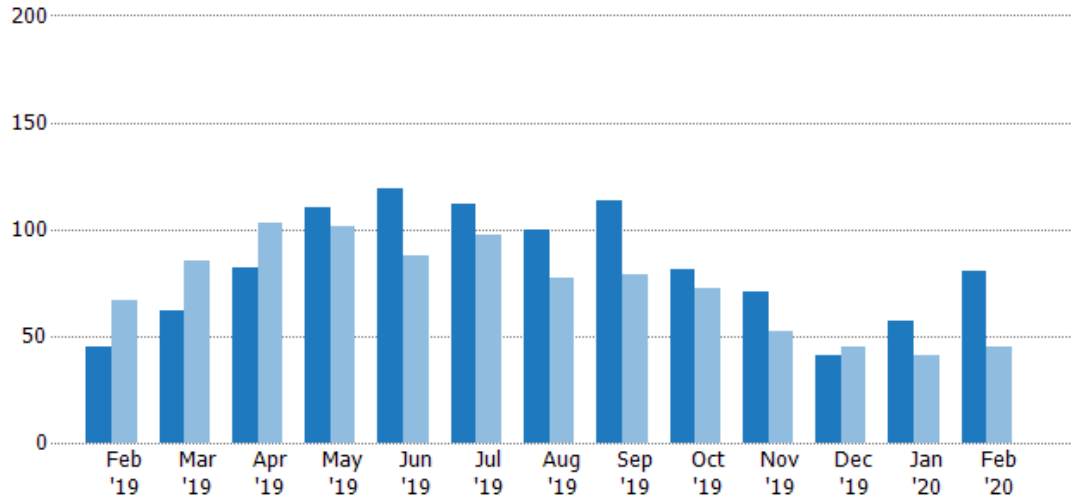
Pending Sales

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.
Feb '20	80	77.8%
Feb '19	45	-32.8%
Feb '18	67	-13.4%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	45	62	82	110	119	112	100	113	81	71	41	57	80
Prior Year	67	85	103	101	88	97	77	79	72	52	45	41	45
Percent Change from Prior Year	-33%	-27%	-20%	9%	35%	15%	30%	43%	13%	37%	-9%	39%	78%

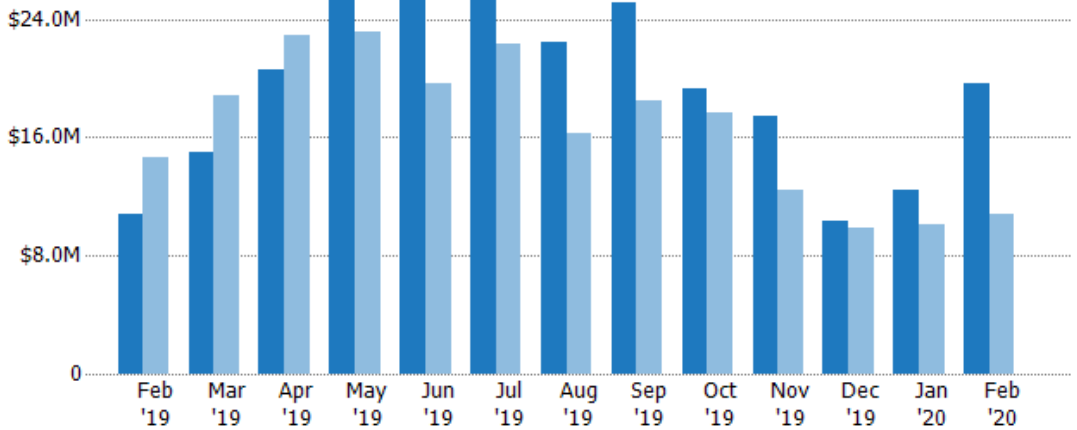
Pending Sales Volume

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.
Feb '20	\$19.6M	81%
Feb '19	\$10.8M	-26.2%
Feb '18	\$14.7M	-23.8%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$10.8M	\$15M	\$20.5M	\$28M	\$28.8M	\$25.5M	\$22.5M	\$25.1M	\$19.3M	\$17.4M	\$10.4M	\$12.4M	\$19.6M
Prior Year	\$14.7M	\$18.8M	\$22.9M	\$23.1M	\$19.7M	\$22.3M	\$16.3M	\$18.5M	\$17.7M	\$12.5M	\$9.92M	\$10.1M	\$10.8M
Percent Change from Prior Year	-26%	-20%	-10%	21%	46%	14%	38%	35%	9%	40%	5%	23%	81%

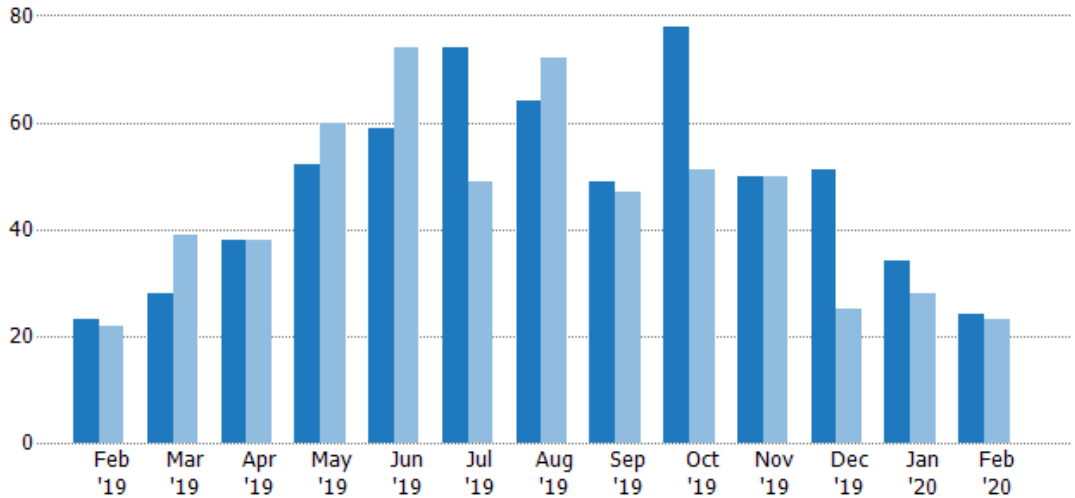
Closed Sales

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.
Feb '20	24	4.3%
Feb '19	23	4.5%
Feb '18	22	18.2%



Current Year	23	28	38	52	59	74	64	49	78	50	51	34	24
Prior Year	22	39	38	60	74	49	72	47	51	50	25	28	23
Percent Change from Prior Year	5%	-28%	0%	-13%	-20%	51%	-11%	4%	53%	0%	104%	21%	4%

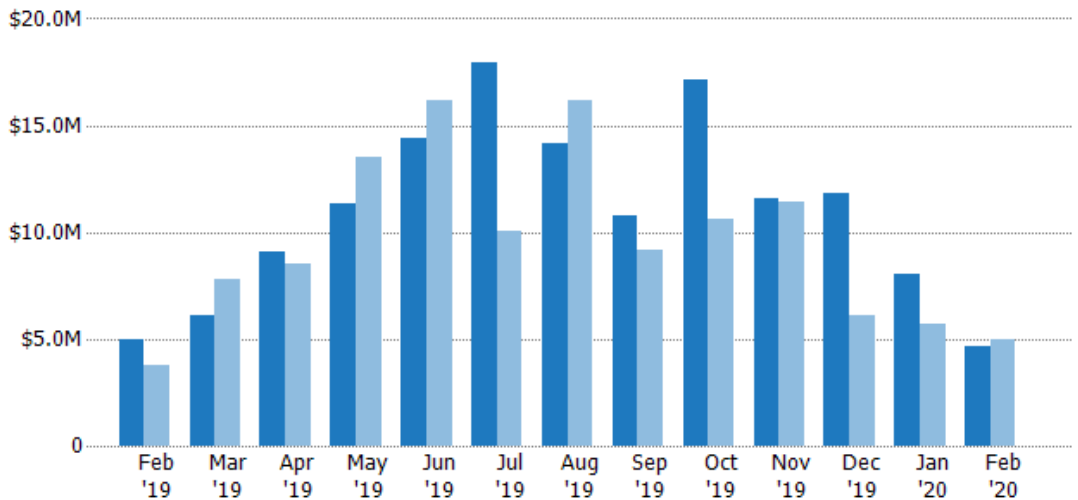
Closed Sales Volume

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.
Feb '20	\$4.69M	-5.4%
Feb '19	\$4.96M	32.2%
Feb '18	\$3.75M	60.8%



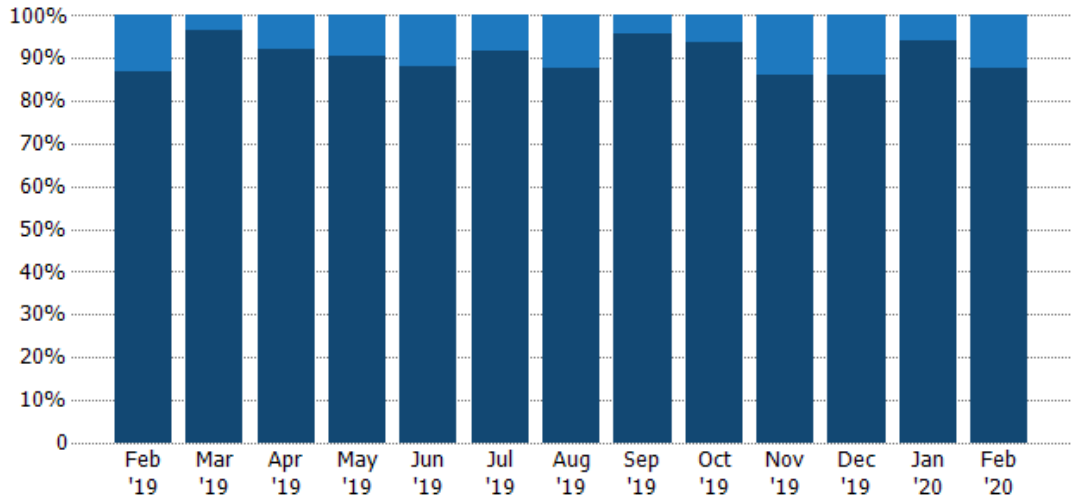
Current Year	\$4.96M	\$6.14M	\$9.11M	\$11.4M	\$14.4M	\$18M	\$14.2M	\$10.8M	\$17.1M	\$11.6M	\$11.8M	\$8.05M	\$4.69M
Prior Year	\$3.75M	\$7.79M	\$8.54M	\$13.6M	\$16.2M	\$10M	\$16.1M	\$9.18M	\$10.6M	\$11.4M	\$6.07M	\$5.7M	\$4.96M
Percent Change from Prior Year	32%	-21%	7%	-16%	-11%	79%	-12%	18%	62%	2%	95%	41%	-5%

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



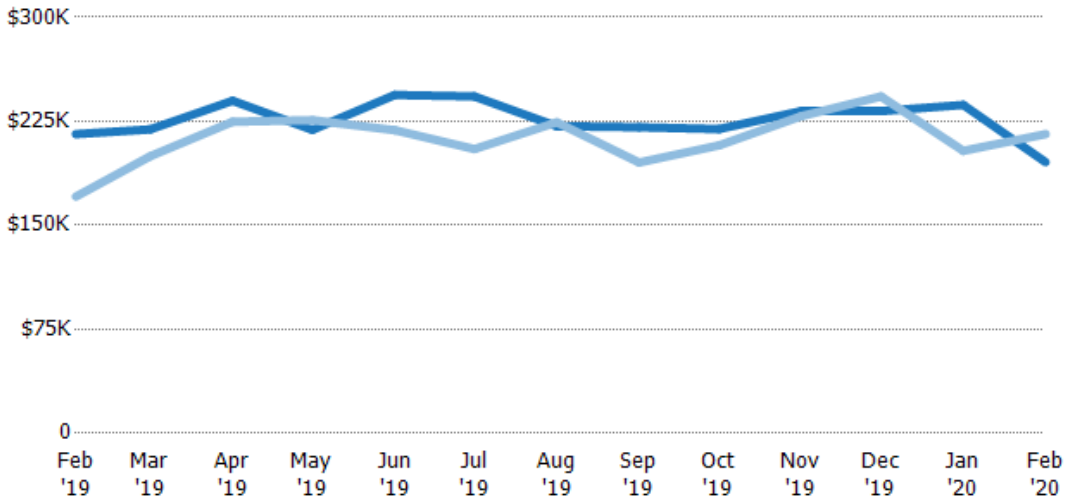
Condo/Townhouse	13%	4%	8%	10%	12%	8%	13%	4%	6%	14%	14%	6%	13%
Single Family Residence	87%	96%	92%	90%	88%	92%	88%	96%	94%	86%	86%	94%	88%

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	\$216K	\$219K	\$240K	\$219K	\$244K	\$243K	\$221K	\$221K	\$219K	\$232K	\$232K	\$237K	\$196K
Prior Year	\$171K	\$200K	\$225K	\$226K	\$219K	\$205K	\$224K	\$195K	\$208K	\$229K	\$243K	\$204K	\$216K
Percent Change from Prior Year	26%	10%	7%	-3%	12%	19%	-1%	13%	6%	2%	-4%	16%	-9%

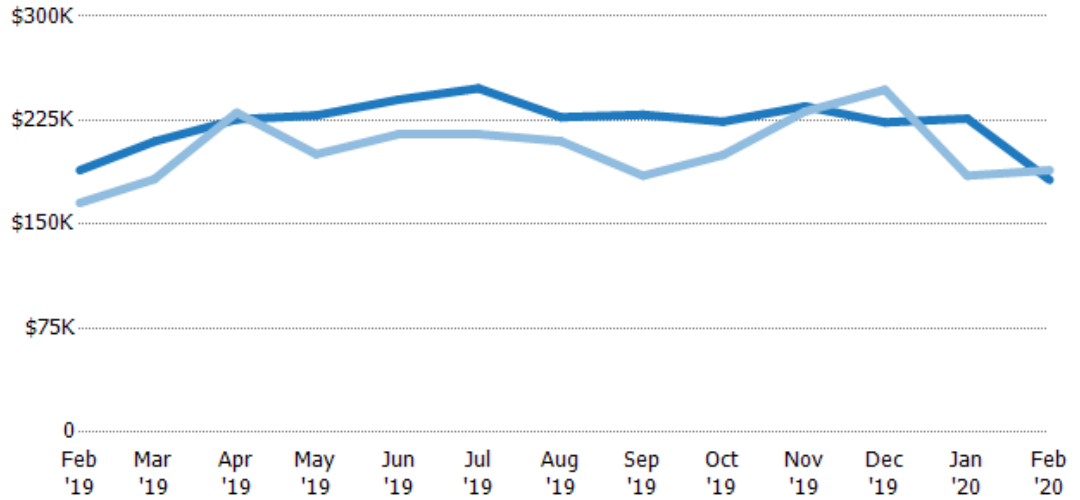
Median Sales Price

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.
Feb '20	\$182K	-3.7%
Feb '19	\$189K	14.2%
Feb '18	\$165K	34.3%



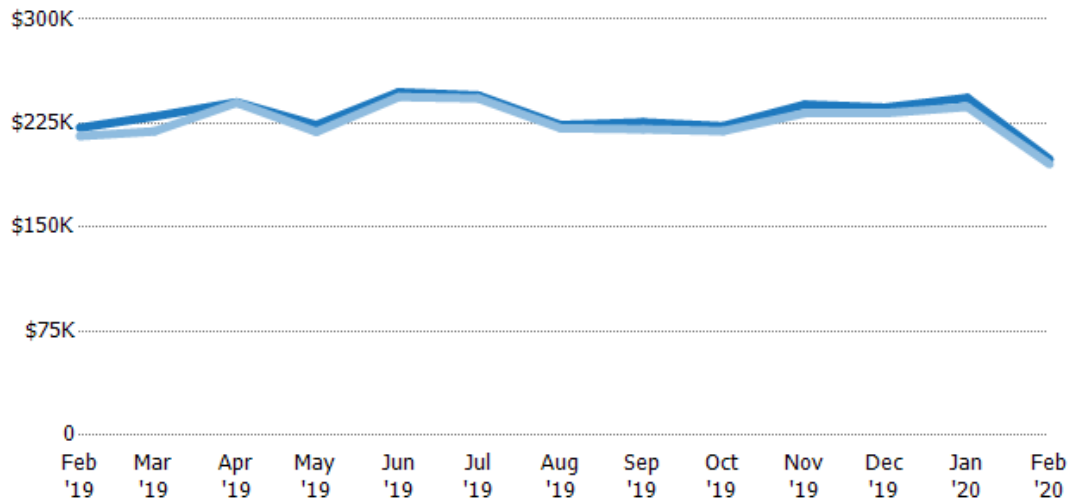
Current Year	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K	\$227K	\$229K	\$224K	\$235K	\$224K	\$226K	\$182K
Prior Year	\$165K	\$183K	\$231K	\$201K	\$215K	\$215K	\$210K	\$185K	\$200K	\$231K	\$247K	\$185K	\$189K
Percent Change from Prior Year	14%	15%	-2%	14%	12%	15%	8%	24%	12%	2%	-10%	22%	-4%

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



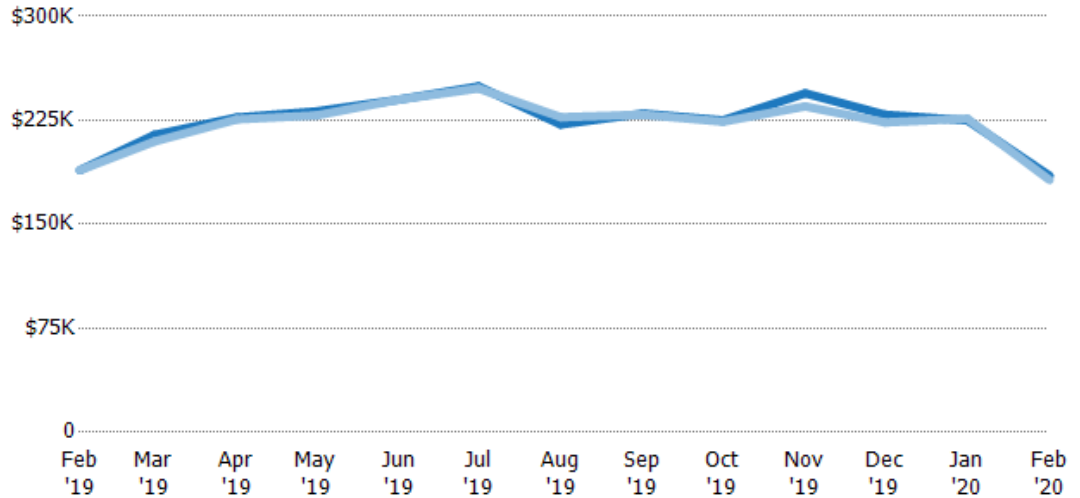
Avg List Price	\$222K	\$230K	\$240K	\$224K	\$247K	\$245K	\$224K	\$226K	\$223K	\$239K	\$236K	\$243K	\$199K
Avg Sales Price	\$216K	\$219K	\$240K	\$219K	\$244K	\$243K	\$221K	\$221K	\$219K	\$232K	\$232K	\$237K	\$196K
Avg Sales Price as a % of Avg List Price	97%	95%	100%	98%	99%	99%	99%	98%	98%	97%	98%	97%	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



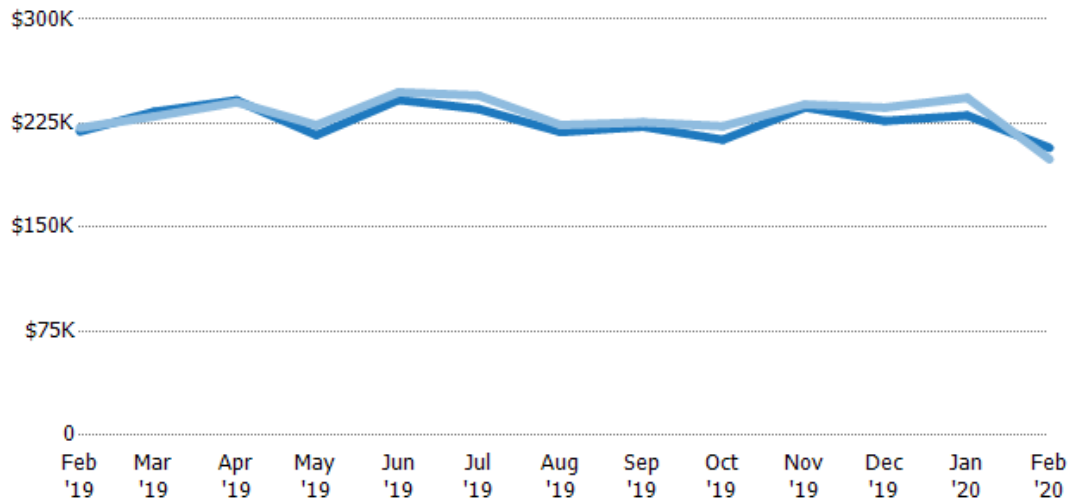
Month	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K	\$222K	\$230K	\$225K	\$244K	\$229K	\$225K	\$185K
Median Sales Price	\$189K	\$210K	\$226K	\$229K	\$240K	\$248K	\$227K	\$229K	\$224K	\$235K	\$224K	\$226K	\$182K
Med Sales Price as a % of Med List Price	100%	98%	99%	99%	100%	99%	102%	100%	100%	96%	98%	101%	98%

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



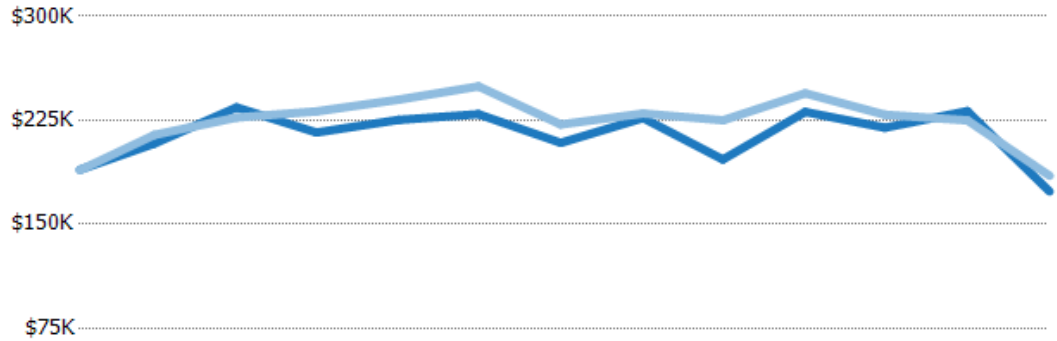
Month	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$219K	\$233K	\$242K	\$216K	\$242K	\$235K	\$219K	\$223K	\$213K	\$236K	\$227K	\$231K	\$207K
Avg Sales Price	\$222K	\$230K	\$240K	\$224K	\$247K	\$245K	\$224K	\$226K	\$223K	\$239K	\$236K	\$243K	\$199K
Avg Sales Price as a % of Avg Est Value	101%	99%	99%	103%	102%	104%	102%	101%	105%	101%	104%	105%	96%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$189K	\$208K	\$234K	\$216K	\$225K	\$229K	\$209K	\$227K	\$197K	\$231K	\$220K	\$232K	\$174K
Median Sales Price	\$189K	\$214K	\$227K	\$231K	\$240K	\$249K	\$222K	\$230K	\$225K	\$244K	\$229K	\$225K	\$185K
Med Sales Price as a % of Med Est Value	100%	103%	97%	107%	106%	109%	106%	101%	114%	106%	104%	97%	107%