

Summary of Key Listing and Sales Metrics

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

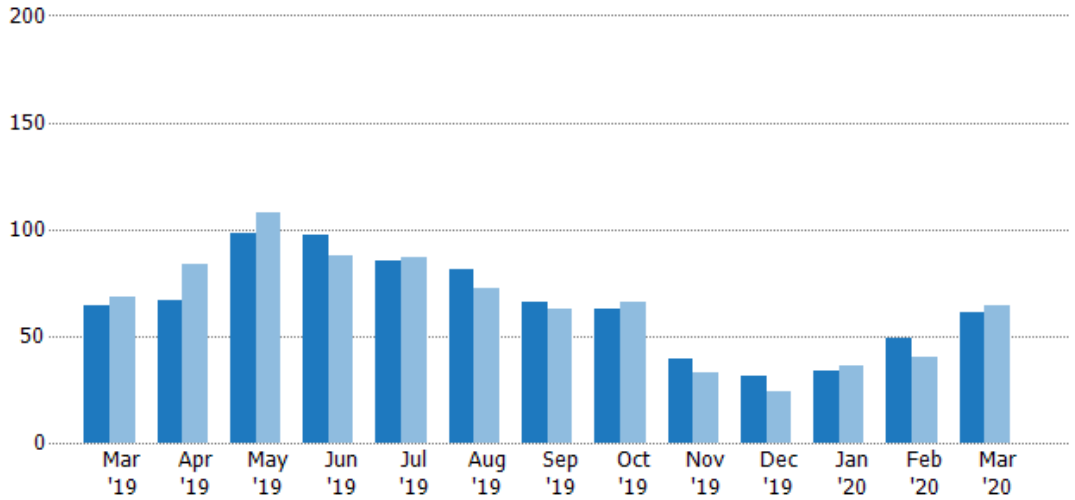
Key Metrics	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	61	64	-4.7%	144	140	+2.9%
New Listing Volume	\$15,923,430	\$16,126,944	-1.3%	\$37,222,301	\$34,975,358	+6.4%
Active Listing Count	189	304	-37.8%	N/A	N/A	
Active Listing Volume	\$48,055,847	\$76,446,954	-37.1%	N/A	N/A	
Average Listing Price	\$254,264	\$251,470	+1.1%	\$254,003	\$251,381	+1%
Median Listing Price	\$239,900	\$245,000	-2.1%	\$245,234	\$243,298	+0.8%
Median Days in RPR	134	174	-23%	144.85	165.46	-12.5%
Months of Inventory	7.9	13.2	-40.4%	8	9.6	-17.2%
Absorption Rate	12.7%	7.57%	+5.1%	12.56%	10.39%	+2.2%
Sales Activity Charts Metrics						
New Pending Sales Count	63	55	+14.5%	174	108	+61.1%
New Pending Sales Volume	\$15,606,089	\$12,570,501	+24.1%	\$41,270,812	\$25,046,775	+64.8%
Pending Sales Count	97	62	+56.5%	N/A	N/A	
Pending Sales Volume	\$24,121,220	\$15,003,406	+60.8%	N/A	N/A	
Closed Sales Count	41	28	+46.4%	99	79	+25.3%
Closed Sales Volume	\$9,735,506	\$6,137,156	+58.6%	\$22,478,976	\$16,803,042	+33.8%
Average Sales Price	\$237,451	\$219,184	+8.3%	\$227,060	\$212,697	+6.8%
Median Sales Price	\$214,000	\$209,650	+2.1%	\$210,420	\$194,901	+8%

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



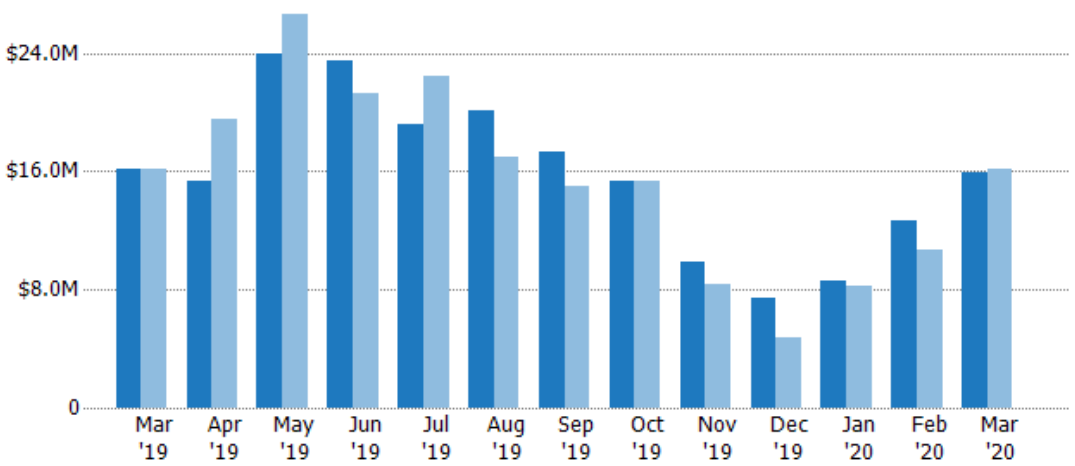
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	64	67	98	97	85	81	66	63	39	31	34	49	61
Prior Year	68	84	108	88	87	72	63	66	33	24	36	40	64
Percent Change from Prior Year	-6%	-20%	-9%	10%	-2%	13%	5%	-5%	18%	29%	-6%	23%	-5%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$16.1M	\$15.4M	\$24M	\$23.5M	\$19.2M	\$20.1M	\$17.3M	\$15.4M	\$9.84M	\$7.41M	\$8.59M	\$12.7M	\$15.9M
Prior Year	\$16.1M	\$19.5M	\$26.6M	\$21.3M	\$22.5M	\$17M	\$15M	\$15.3M	\$8.35M	\$4.79M	\$8.2M	\$10.7M	\$16.1M
Percent Change from Prior Year	0%	-21%	-10%	10%	-15%	18%	15%	1%	18%	55%	5%	19%	-1%

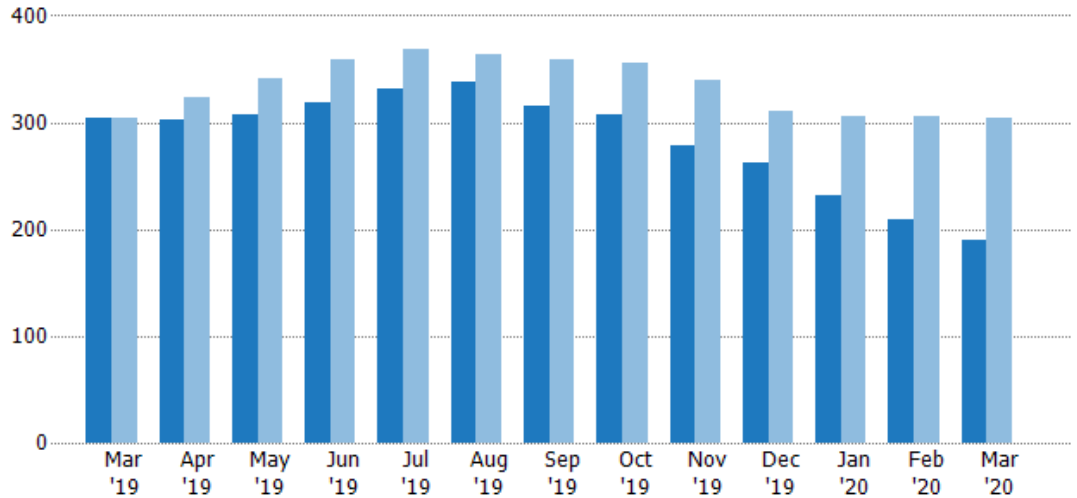
Active Listings

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.
Mar '20	189	-37.8%
Mar '19	304	0%
Mar '18	304	-2.6%



Current Year	304	302	307	319	331	338	316	308	278	262	231	209	189
Prior Year	304	323	341	359	369	363	359	356	340	311	305	305	304
Percent Change from Prior Year	0%	-7%	-10%	-11%	-10%	-7%	-12%	-13%	-18%	-16%	-24%	-31%	-38%

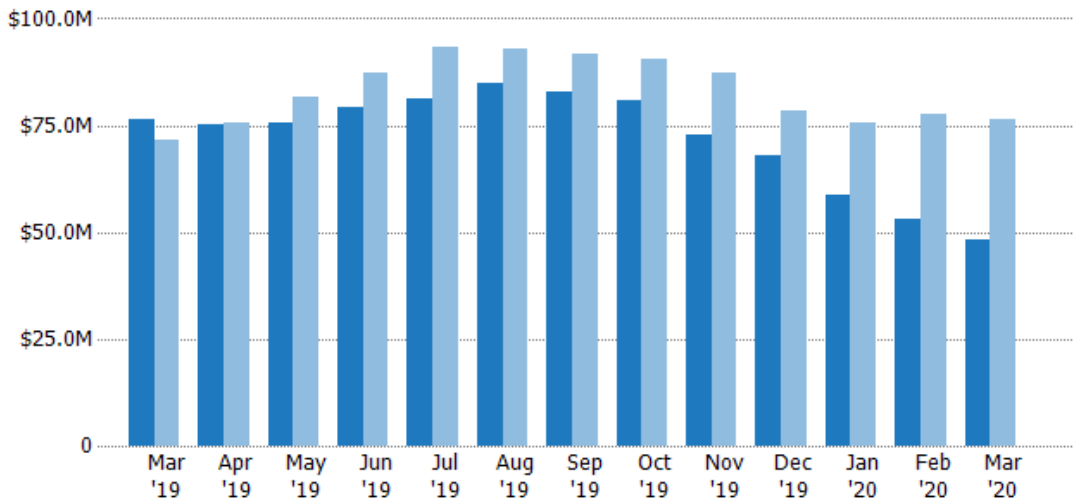
Active Listing Volume

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.
Mar '20	\$48.1M	-37.1%
Mar '19	\$76.4M	6.8%
Mar '18	\$71.6M	-5.8%



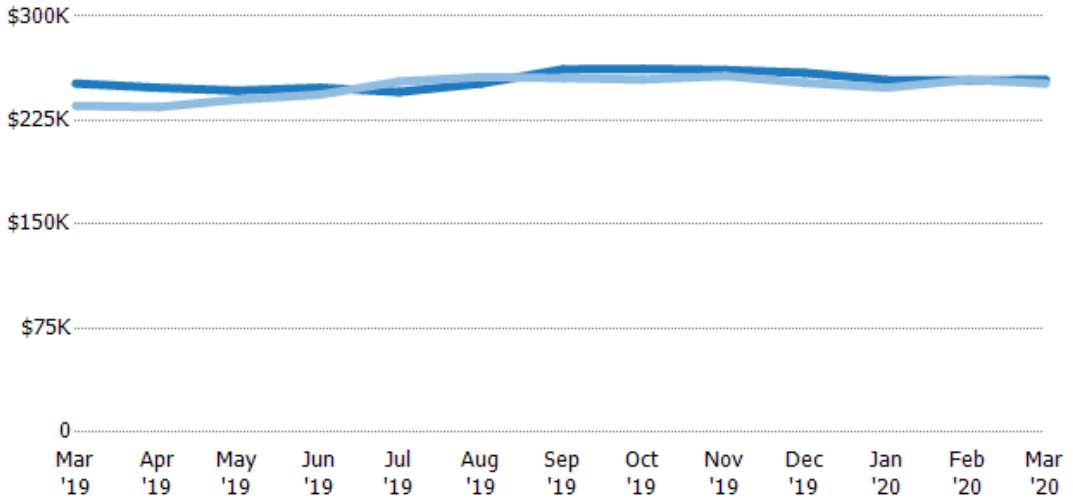
Current Year	\$76.4M	\$75M	\$75.6M	\$79.2M	\$81.2M	\$85M	\$82.7M	\$80.7M	\$72.6M	\$67.9M	\$58.7M	\$53M	\$48.1M
Prior Year	\$71.6M	\$75.7M	\$81.8M	\$87.4M	\$93.3M	\$93M	\$91.7M	\$90.6M	\$87.4M	\$78.4M	\$75.8M	\$77.5M	\$76.4M
Percent Change from Prior Year	7%	-1%	-8%	-9%	-13%	-9%	-10%	-11%	-17%	-13%	-23%	-32%	-37%

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



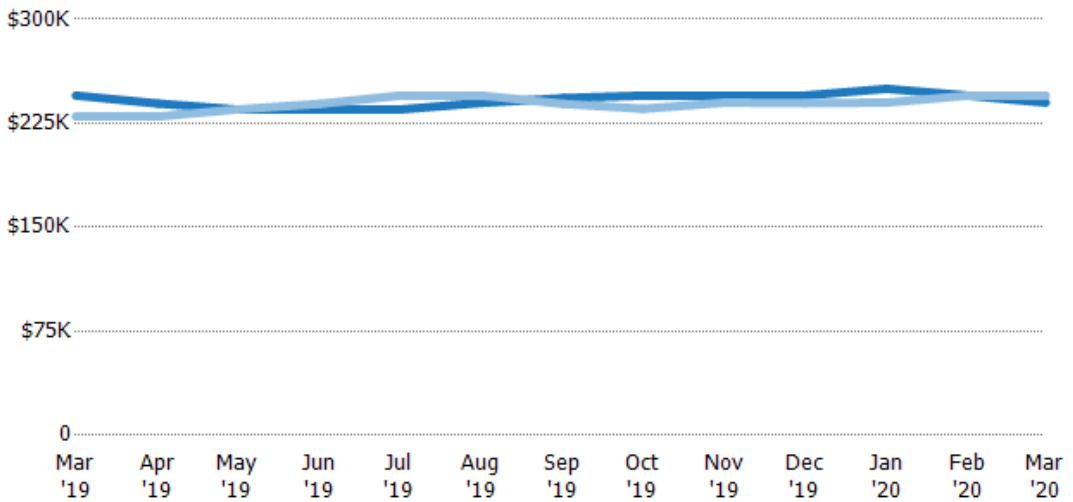
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$251K	\$248K	\$246K	\$248K	\$245K	\$252K	\$262K	\$262K	\$261K	\$259K	\$254K	\$254K	\$254K
Prior Year	\$235K	\$234K	\$240K	\$243K	\$253K	\$256K	\$255K	\$254K	\$257K	\$252K	\$249K	\$254K	\$251K
Percent Change from Prior Year	7%	6%	3%	2%	-3%	-2%	2%	3%	2%	3%	2%	0%	1%

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



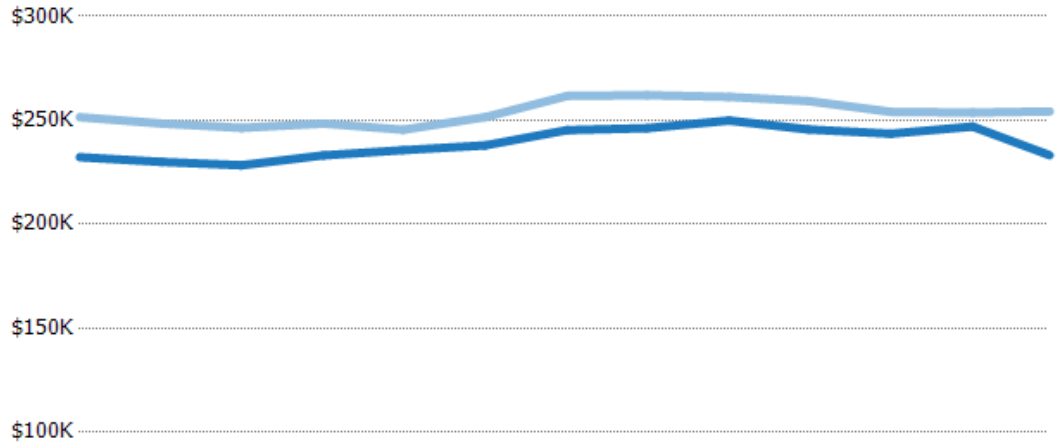
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$245K	\$239K	\$235K	\$235K	\$235K	\$240K	\$243K	\$245K	\$245K	\$245K	\$250K	\$245K	\$240K
Prior Year	\$230K	\$230K	\$235K	\$239K	\$245K	\$245K	\$239K	\$235K	\$240K	\$240K	\$240K	\$245K	\$245K
Percent Change from Prior Year	7%	4%	0%	-2%	-4%	-2%	2%	4%	2%	2%	4%	0%	-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



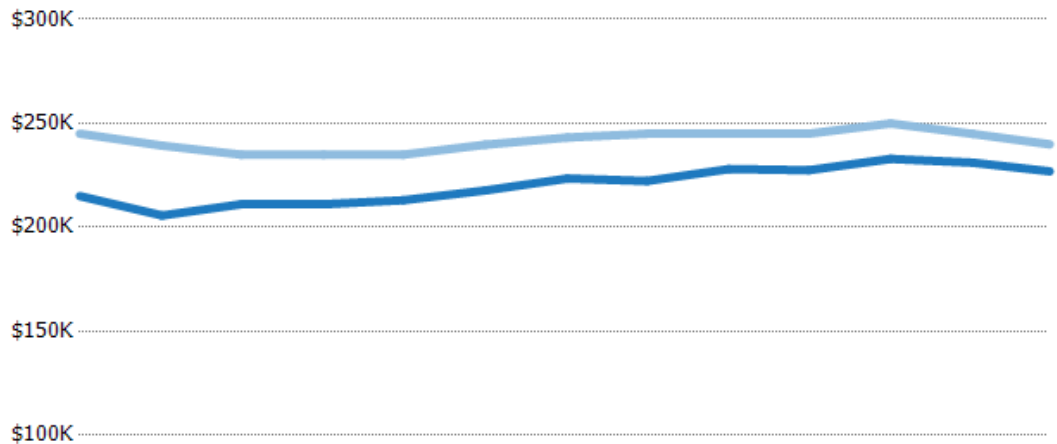
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$232K	\$230K	\$228K	\$233K	\$236K	\$238K	\$245K	\$246K	\$250K	\$246K	\$244K	\$247K	\$233K
Avg Listing Price	\$251K	\$248K	\$246K	\$248K	\$245K	\$252K	\$262K	\$262K	\$261K	\$259K	\$254K	\$254K	\$254K
Avg Listing Price as a % of Avg Est Value	108%	108%	108%	107%	104%	106%	107%	106%	105%	106%	104%	103%	109%

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



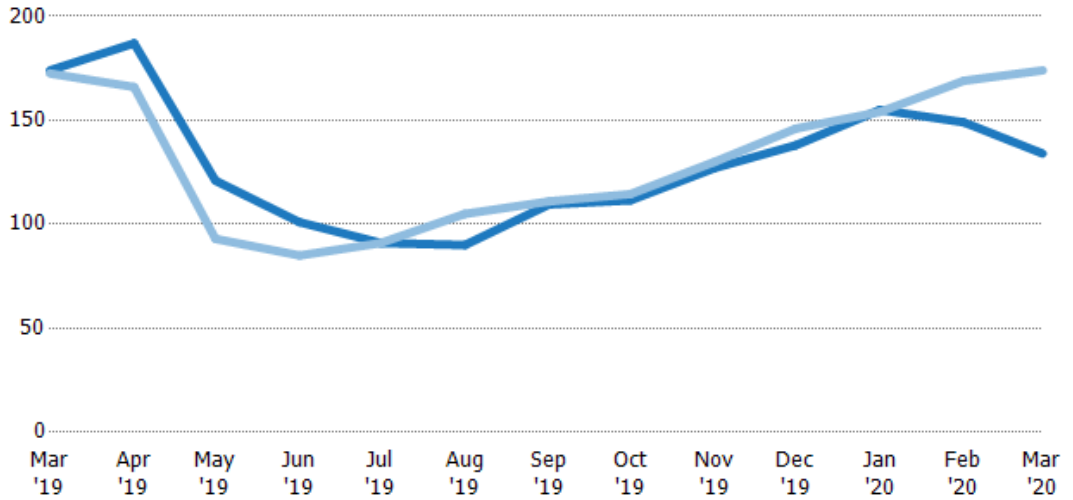
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$215K	\$206K	\$211K	\$211K	\$213K	\$218K	\$223K	\$222K	\$228K	\$227K	\$233K	\$231K	\$227K
Median Listing Price	\$245K	\$239K	\$235K	\$235K	\$235K	\$240K	\$243K	\$245K	\$245K	\$245K	\$250K	\$245K	\$240K
Med Listing Price as a % of Med Est Value	114%	116%	111%	111%	110%	110%	109%	110%	107%	108%	107%	106%	106%

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.
Mar '20	134	-23%
Mar '19	174	0.9%
Mar '18	173	2.3%

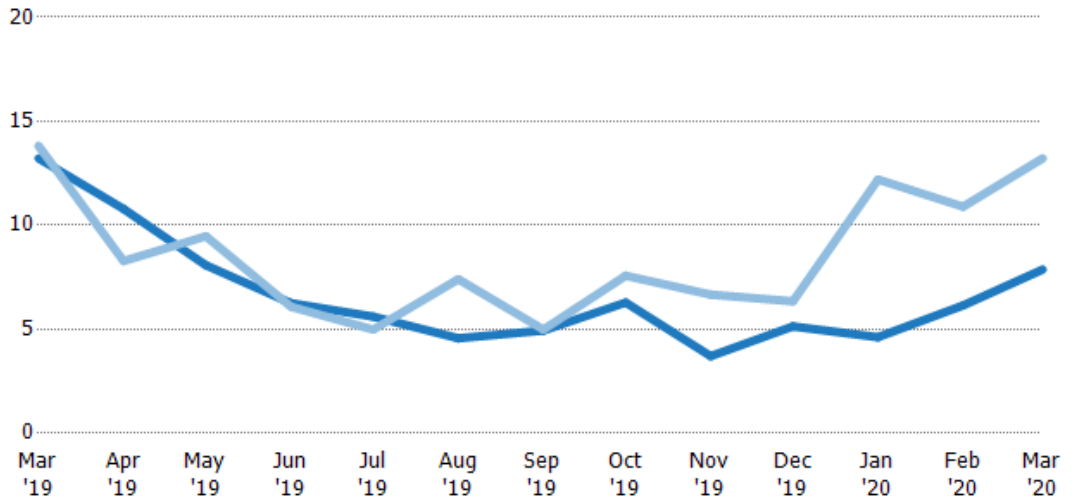
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	174	187	121	101	91	90	110	112	127	138	155	149	134
Prior Year	173	166	93	85	91	105	111	115	130	146	154	169	174
Percent Change from Prior Year	1%	13%	30%	19%	0%	-14%	-1%	-3%	-2%	-5%	1%	-12%	-23%

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.
Mar '20	7.88	-40.4%
Mar '19	13.2	-4.3%
Mar '18	13.8	-14.3%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	13.2	10.8	8.08	6.25	5.61	4.57	4.94	6.29	3.71	5.14	4.62	6.15	7.88
Prior Year	13.8	8.28	9.47	6.08	4.99	7.41	4.99	7.57	6.67	6.35	12.2	10.9	13.2
Percent Change from Prior Year	-4%	30%	-15%	3%	13%	-38%	-1%	-17%	-44%	-19%	-62%	-44%	-40%

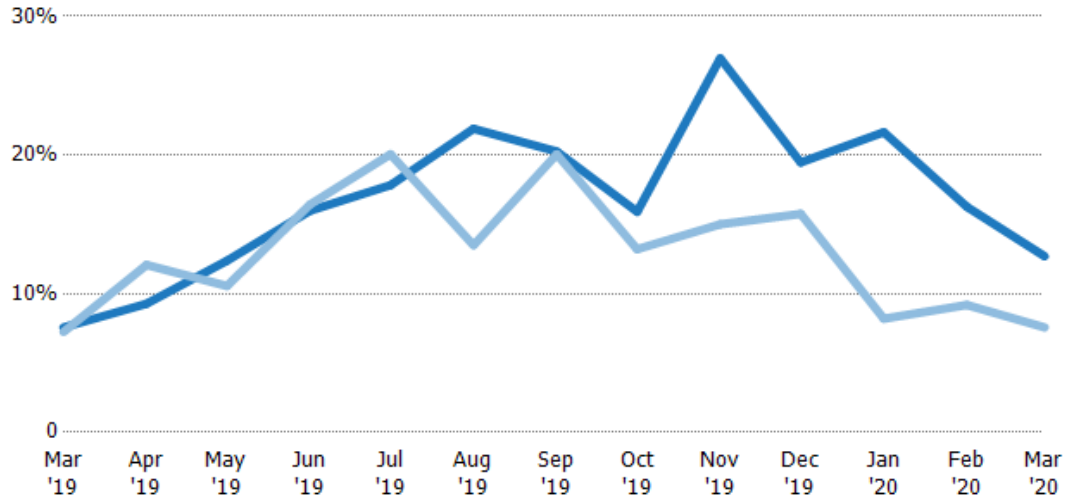
Absorption Rate

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.
Mar '20	13%	-5.1%
Mar '19	8%	-0.3%
Mar '18	7%	16.7%



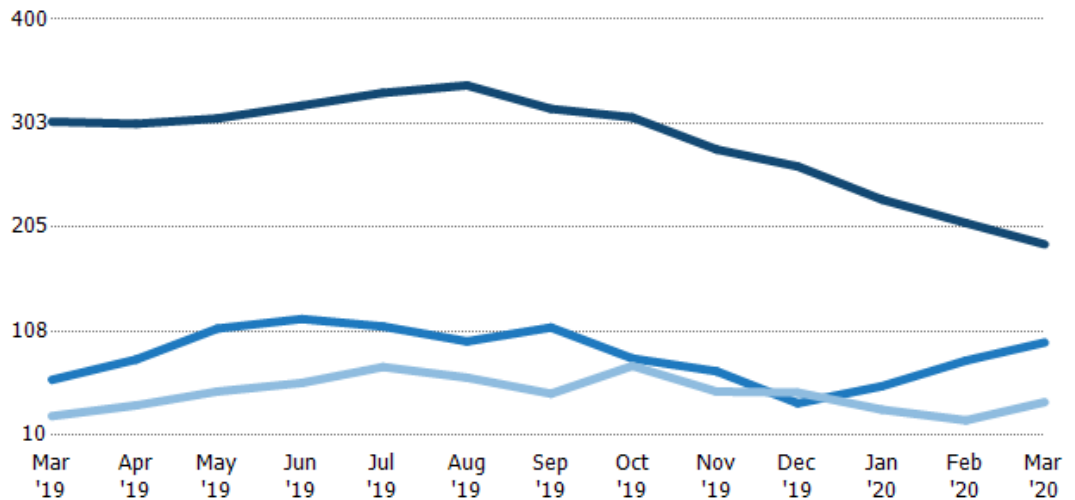
Current Year	8%	9%	12%	16%	18%	22%	20%	16%	27%	19%	22%	16%	13%
Prior Year	7%	12%	11%	16%	20%	13%	20%	13%	15%	16%	8%	9%	8%
Change from Prior Year	0%	3%	-2%	0%	2%	-8%	0%	-3%	-12%	-4%	-13%	-7%	-5%

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	304	302	307	319	331	338	316	308	278	262	231	209	189
Pending	62	81	110	119	112	98	111	82	70	40	56	80	97
Sold	28	38	51	59	74	64	49	75	51	50	34	24	41

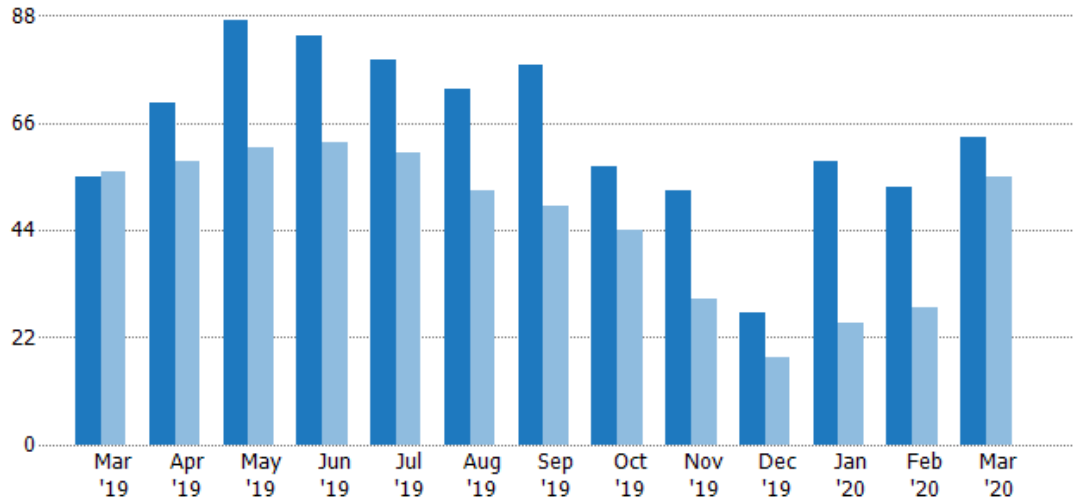
New Pending Sales

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.
Mar '20	63	14.5%
Mar '19	55	-1.8%
Mar '18	56	-12.5%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	55	70	87	84	79	73	78	57	52	27	58	53	63
Prior Year	56	58	61	62	60	52	49	44	30	18	25	28	55
Percent Change from Prior Year	-2%	21%	43%	35%	32%	40%	59%	30%	73%	50%	132%	89%	15%

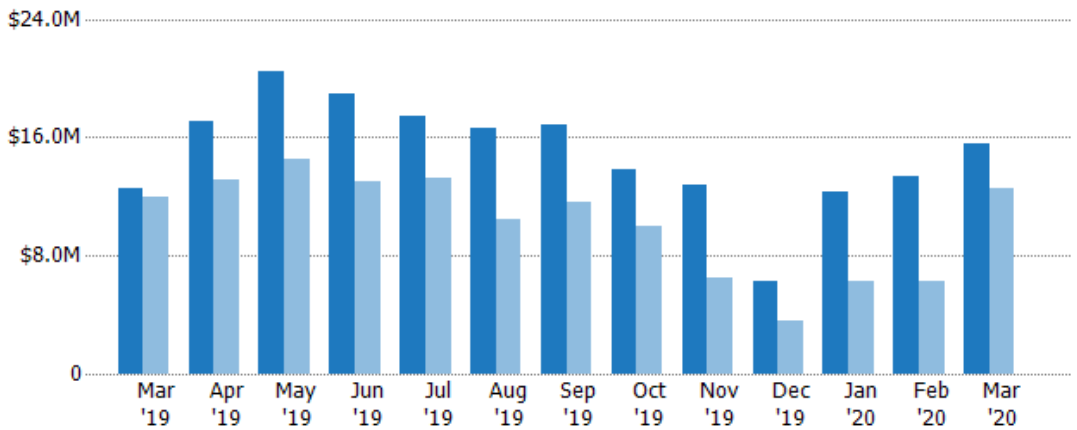
New Pending Sales Volume

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.
Mar '20	\$15.6M	24.1%
Mar '19	\$12.6M	4.9%
Mar '18	\$12M	-15.7%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$12.6M	\$17M	\$20.5M	\$19M	\$17.4M	\$16.6M	\$16.9M	\$13.8M	\$12.8M	\$6.3M	\$12.3M	\$13.4M	\$15.6M
Prior Year	\$12M	\$13.2M	\$14.5M	\$13M	\$13.2M	\$10.5M	\$11.6M	\$9.97M	\$6.45M	\$3.6M	\$6.23M	\$6.25M	\$12.6M
Percent Change from Prior Year	5%	30%	41%	46%	32%	59%	45%	38%	98%	75%	97%	114%	24%

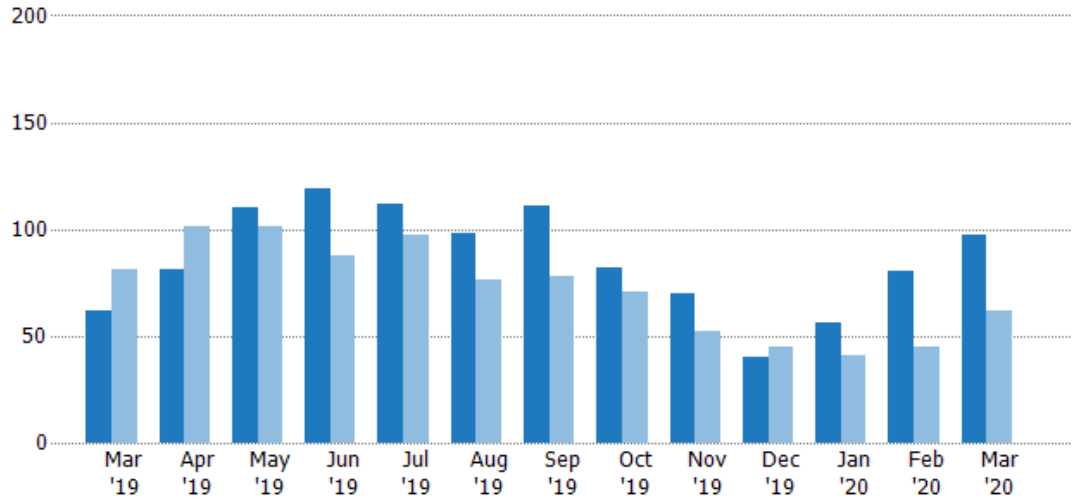
Pending Sales

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.
Mar '20	97	56.5%
Mar '19	62	-23.5%
Mar '18	81	-17.3%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	62	81	110	119	112	98	111	82	70	40	56	80	97
Prior Year	81	101	101	88	97	76	78	71	52	45	41	45	62
Percent Change from Prior Year	-23%	-20%	9%	35%	15%	29%	42%	15%	35%	-11%	37%	78%	56%

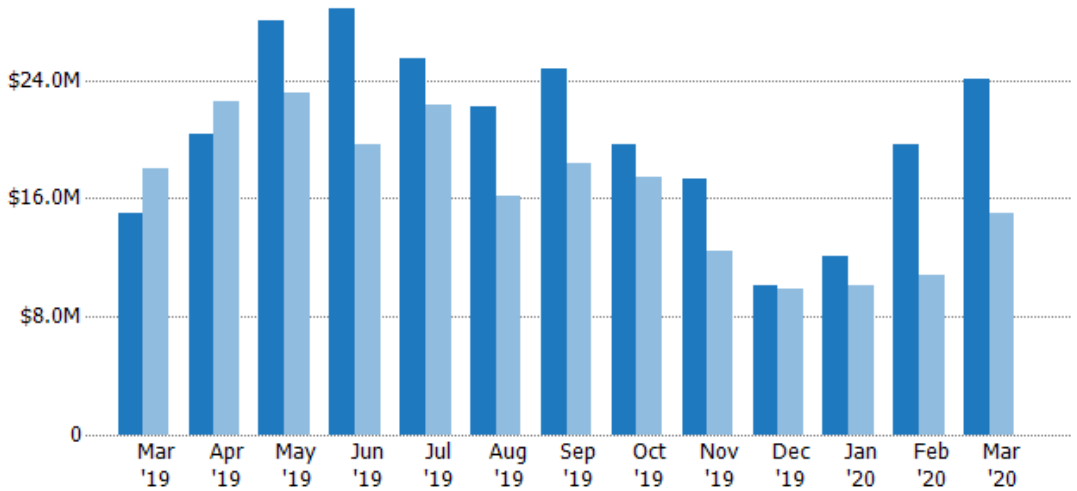
Pending Sales Volume

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.
Mar '20	\$24.1M	60.8%
Mar '19	\$15M	-16.8%
Mar '18	\$18M	-25.7%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$15M	\$20.3M	\$28M	\$28.8M	\$25.5M	\$22.2M	\$24.8M	\$19.6M	\$17.3M	\$10.1M	\$12.1M	\$19.6M	\$24.1M
Prior Year	\$18M	\$22.6M	\$23.1M	\$19.7M	\$22.3M	\$16.1M	\$18.4M	\$17.5M	\$12.5M	\$9.92M	\$10.1M	\$10.8M	\$15M
Percent Change from Prior Year	-17%	-10%	21%	46%	14%	38%	35%	12%	39%	2%	20%	81%	61%

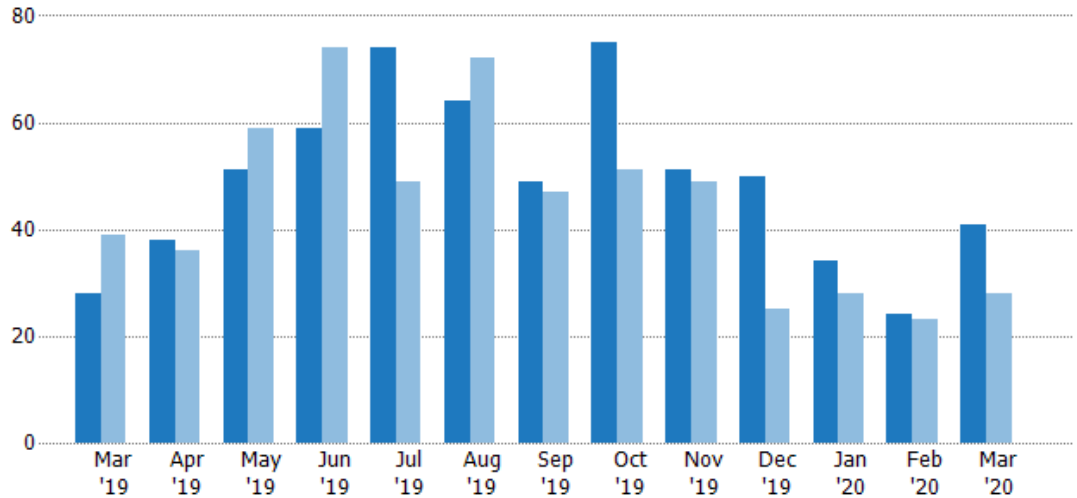
Closed Sales

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.
Mar '20	41	46.4%
Mar '19	28	-28.2%
Mar '18	39	-15.4%



Current Year	28	38	51	59	74	64	49	75	51	50	34	24	41
Prior Year	39	36	59	74	49	72	47	51	49	25	28	23	28
Percent Change from Prior Year	-28%	6%	-14%	-20%	51%	-11%	4%	47%	4%	100%	21%	4%	46%

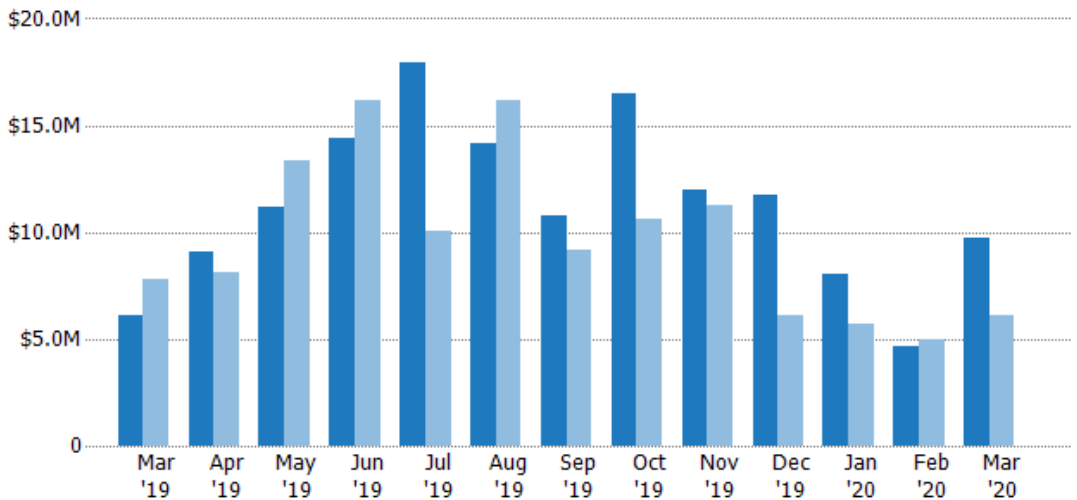
Closed Sales Volume

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.
Mar '20	\$9.74M	58.6%
Mar '19	\$6.14M	-21.2%
Mar '18	\$7.79M	-16.2%



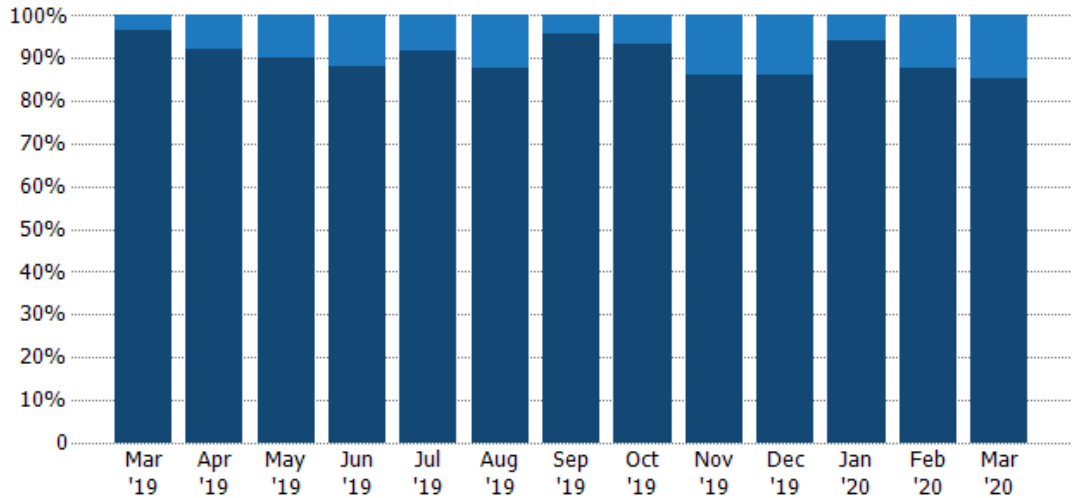
Current Year	\$6.14M	\$9.11M	\$11.1M	\$14.4M	\$18M	\$14.2M	\$10.8M	\$16.5M	\$12M	\$11.7M	\$8.05M	\$4.69M	\$9.74M
Prior Year	\$7.79M	\$8.1M	\$13.3M	\$16.2M	\$10M	\$16.1M	\$9.18M	\$10.6M	\$11.3M	\$6.07M	\$5.7M	\$4.96M	\$6.14M
Percent Change from Prior Year	-21%	13%	-16%	-11%	79%	-12%	18%	56%	6%	93%	41%	-5%	59%

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



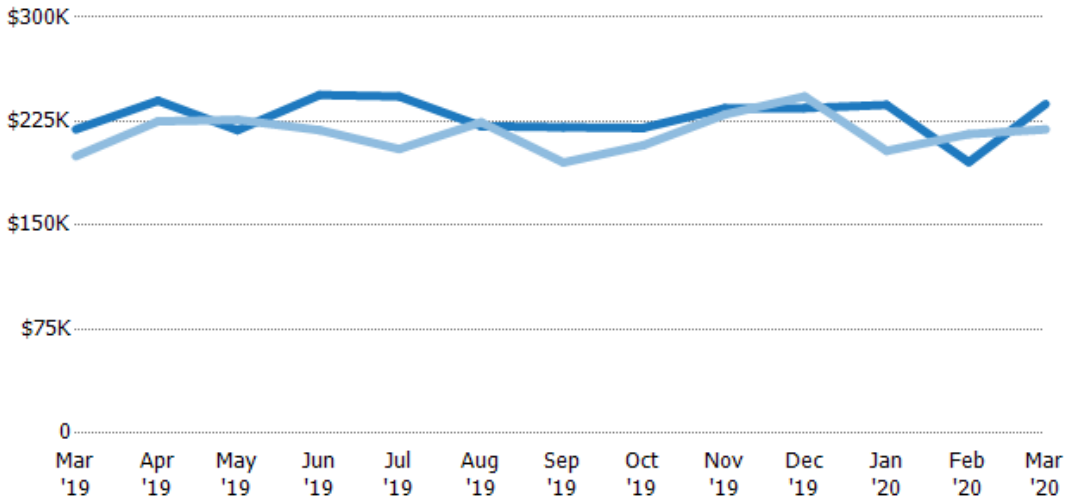
Condo/Townhouse	4%	8%	10%	12%	8%	13%	4%	7%	14%	14%	6%	13%	15%
Single Family Residence	96%	92%	90%	88%	92%	88%	96%	93%	86%	86%	94%	88%	85%

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	\$219K	\$240K	\$219K	\$244K	\$243K	\$221K	\$221K	\$220K	\$234K	\$234K	\$237K	\$196K	\$237K
Prior Year	\$200K	\$225K	\$226K	\$219K	\$205K	\$224K	\$195K	\$208K	\$230K	\$243K	\$204K	\$216K	\$219K
Percent Change from Prior Year	10%	7%	-3%	12%	19%	-1%	13%	6%	2%	-3%	16%	-9%	8%

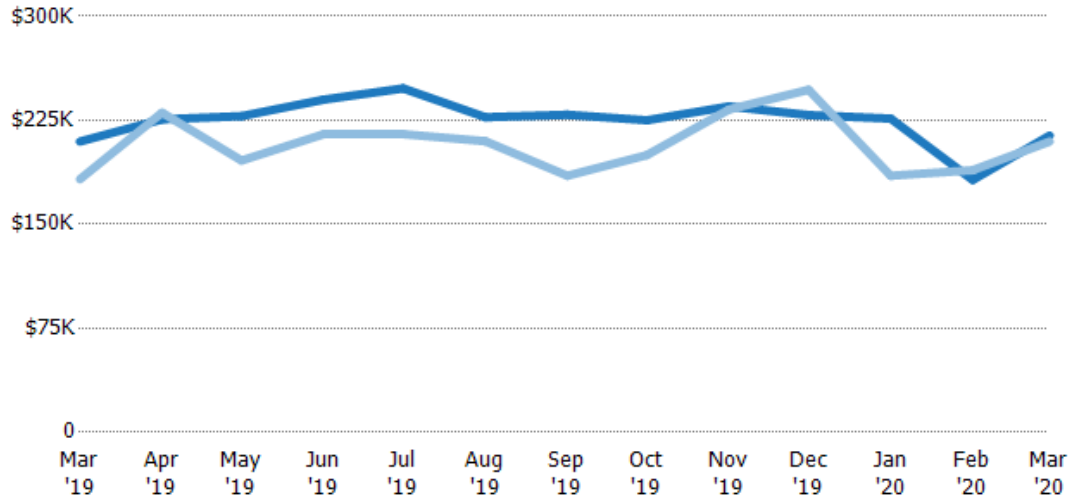
Median Sales Price

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.
Mar '20	\$214K	2.1%
Mar '19	\$210K	14.9%
Mar '18	\$183K	3%



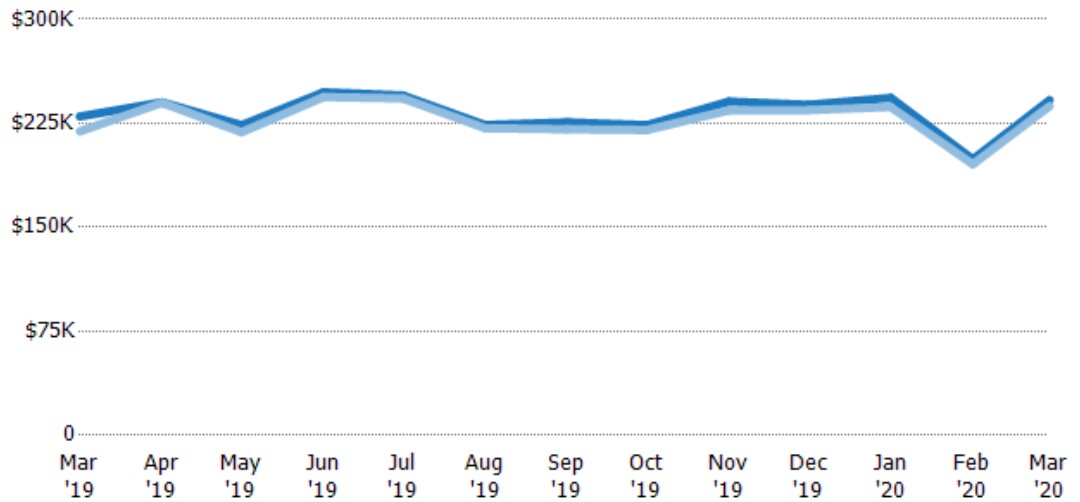
Current Year	\$210K	\$226K	\$228K	\$240K	\$248K	\$227K	\$229K	\$225K	\$235K	\$229K	\$226K	\$182K	\$214K
Prior Year	\$183K	\$231K	\$196K	\$215K	\$215K	\$210K	\$185K	\$200K	\$233K	\$247K	\$185K	\$189K	\$210K
Percent Change from Prior Year	15%	-2%	16%	12%	15%	8%	24%	13%	1%	-7%	22%	-4%	2%

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



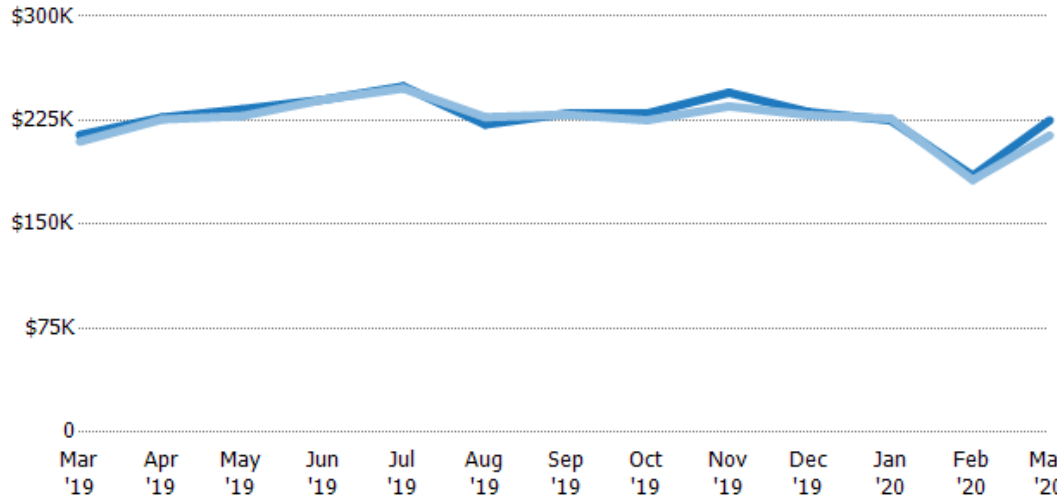
Avg List Price	\$230K	\$240K	\$224K	\$247K	\$245K	\$224K	\$226K	\$224K	\$241K	\$238K	\$243K	\$199K	\$242K
Avg Sales Price	\$219K	\$240K	\$219K	\$244K	\$243K	\$221K	\$221K	\$220K	\$234K	\$234K	\$237K	\$196K	\$237K
Avg Sales Price as a % of Avg List Price	95%	100%	98%	99%	99%	99%	98%	98%	97%	98%	97%	98%	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



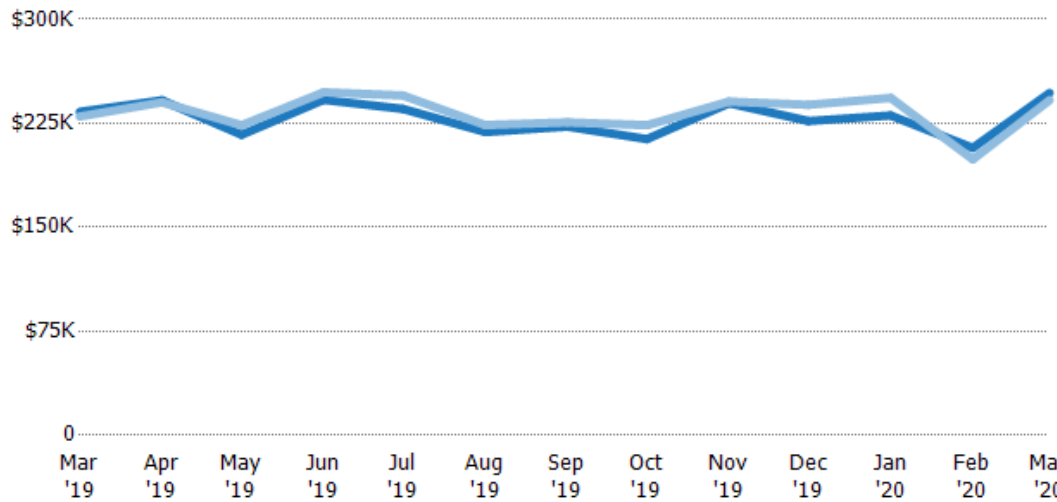
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$214K	\$227K	\$233K	\$240K	\$249K	\$222K	\$230K	\$230K	\$245K	\$231K	\$225K	\$185K	\$225K
Median Sales Price	\$210K	\$226K	\$228K	\$240K	\$248K	\$227K	\$229K	\$225K	\$235K	\$229K	\$226K	\$182K	\$214K
Med Sales Price as a % of Med List Price	98%	99%	98%	100%	99%	102%	100%	98%	96%	99%	101%	98%	95%

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



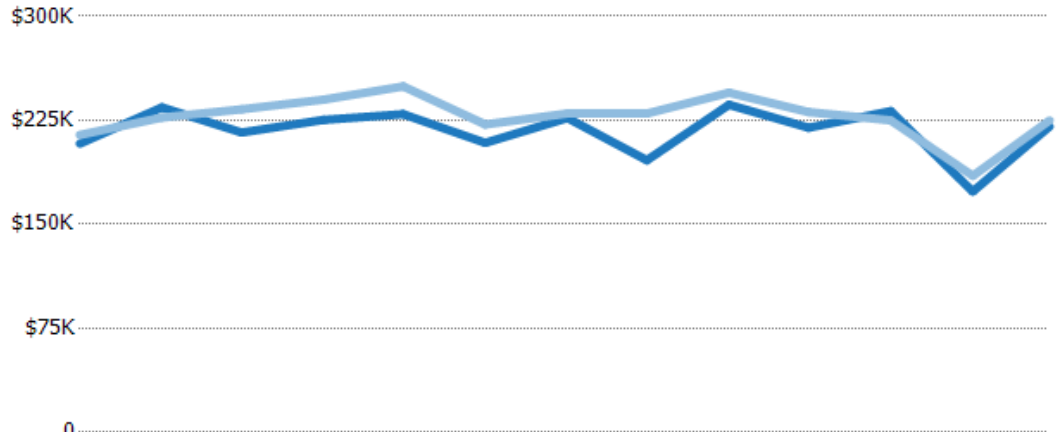
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$233K	\$242K	\$217K	\$242K	\$235K	\$219K	\$223K	\$214K	\$239K	\$227K	\$231K	\$207K	\$247K
Avg Sales Price	\$230K	\$240K	\$224K	\$247K	\$245K	\$224K	\$226K	\$224K	\$241K	\$238K	\$243K	\$199K	\$242K
Avg Sales Price as a % of Avg Est Value	99%	99%	103%	102%	104%	102%	101%	105%	100%	105%	105%	96%	98%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$208K	\$234K	\$216K	\$225K	\$229K	\$209K	\$227K	\$196K	\$236K	\$220K	\$232K	\$174K	\$221K
Median Sales Price	\$214K	\$227K	\$233K	\$240K	\$249K	\$222K	\$230K	\$230K	\$245K	\$231K	\$225K	\$185K	\$225K
Med Sales Price as a % of Med Est Value	103%	97%	108%	106%	109%	106%	101%	117%	104%	105%	97%	107%	102%