

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	45	67	-32.8%	189	207	-8.7%
New Listing Volume	\$14,301,200	\$15,370,890	-7%	\$51,385,653	\$50,346,248	+2.1%
Active Listing Count	202	303	-33.3%	N/A	N/A	
Active Listing Volume	\$54,077,693	\$75,448,088	-28.3%	N/A	N/A	
Average Listing Price	\$267,711	\$249,004	+7.5%	\$258,183	\$251,240	+2.8%
Median Listing Price	\$249,950	\$239,900	+4.2%	\$248,476	\$242,454	+2.5%
Median Days in RPR	134	187	-28.3%	147.06	172.57	-14.8%
Months of Inventory	4.9	10.8	-54.5%	7.5	9.2	-18.8%
Absorption Rate	20.3%	9.24%	+11.1%	13.33%	10.82%	+2.5%
Sales Activity Charts Metrics						
New Pending Sales Count	39	70	-44.3%	215	178	+20.8%
New Pending Sales Volume	\$10,391,975	\$17,044,073	-39%	\$52,295,677	\$42,090,848	+24.2%
Pending Sales Count	87	81	+7.4%	N/A	N/A	
Pending Sales Volume	\$22,316,686	\$20,317,614	+9.8%	N/A	N/A	
Closed Sales Count	36	38	-5.3%	135	117	+15.4%
Closed Sales Volume	\$8,952,578	\$9,113,101	-1.8%	\$31,431,554	\$25,916,143	+21.3%
Average Sales Price	\$248,683	\$239,818	+3.7%	\$232,826	\$221,505	+5.1%
Median Sales Price	\$256,000	\$225,656	+13.4%	\$222,575	\$204,890	+8.6%

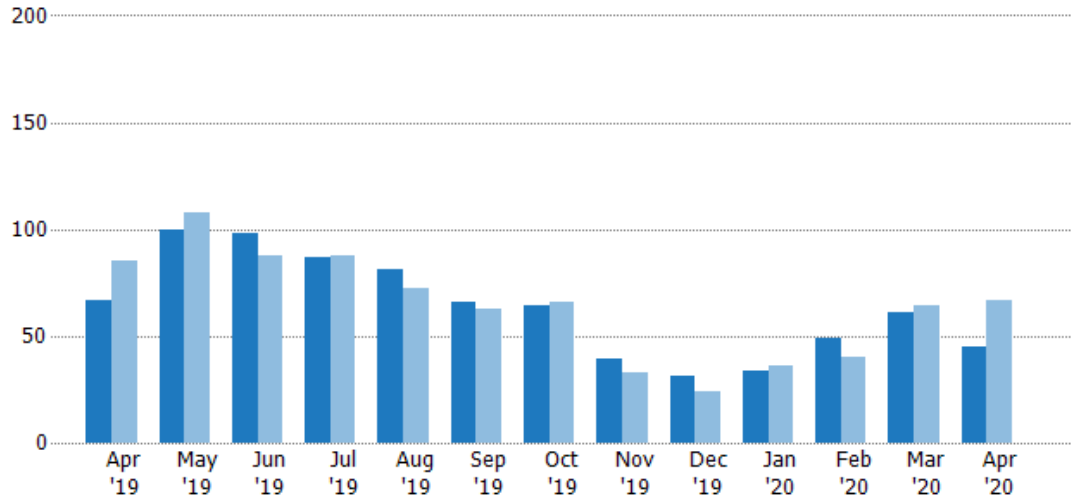
New Listings

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.
Apr '20	45	-32.8%
Apr '19	67	-21.2%
Apr '18	85	-16.5%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	67	100	98	87	81	66	64	39	31	34	49	61	45
Prior Year	85	108	88	88	72	63	66	33	24	36	40	64	67
Percent Change from Prior Year	-21%	-7%	11%	-1%	13%	5%	-3%	18%	29%	-6%	23%	-5%	-33%

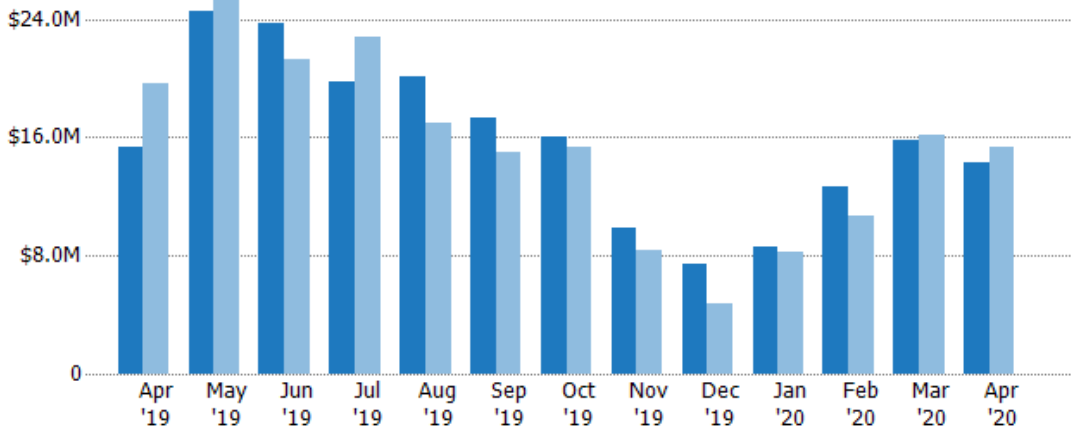
New Listing Volume

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.
Apr '20	\$14.3M	-7%
Apr '19	\$15.4M	-21.8%
Apr '18	\$19.7M	-15.7%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$15.4M	\$24.5M	\$23.7M	\$19.7M	\$20.1M	\$17.3M	\$16M	\$9.82M	\$7.39M	\$8.59M	\$12.6M	\$15.9M	\$14.3M
Prior Year	\$19.7M	\$26.6M	\$21.3M	\$22.8M	\$17M	\$15M	\$15.3M	\$8.35M	\$4.79M	\$8.2M	\$10.7M	\$16.1M	\$15.4M
Percent Change from Prior Year	-22%	-8%	11%	-14%	18%	15%	5%	18%	54%	5%	19%	-2%	-7%

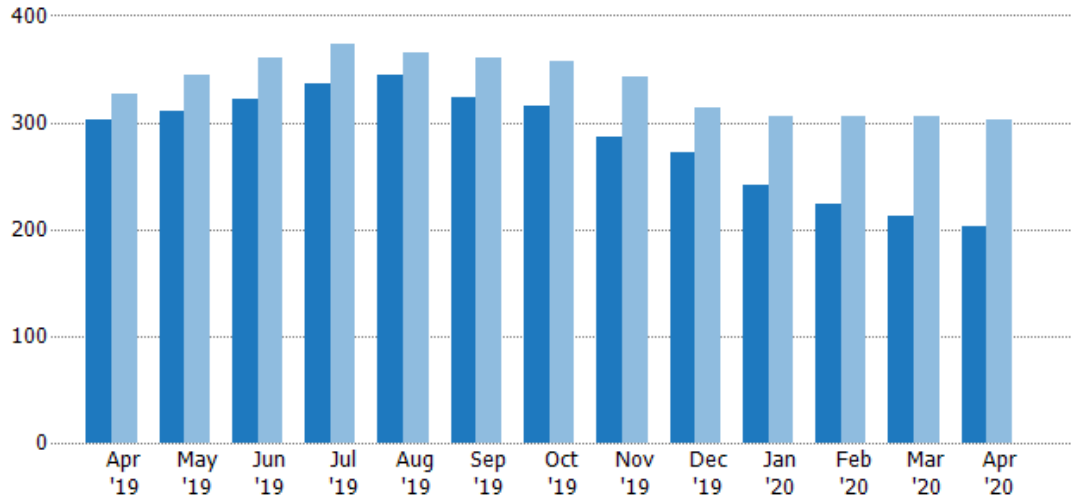
Active Listings

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.
Apr '20	202	-33.3%
Apr '19	303	-7.1%
Apr '18	326	-2.5%



Current Year	303	310	322	336	344	323	316	287	272	241	223	212	202
Prior Year	326	344	361	373	366	361	358	342	313	306	306	305	303
Percent Change from Prior Year	-7%	-10%	-11%	-10%	-6%	-11%	-12%	-16%	-13%	-21%	-27%	-30%	-33%

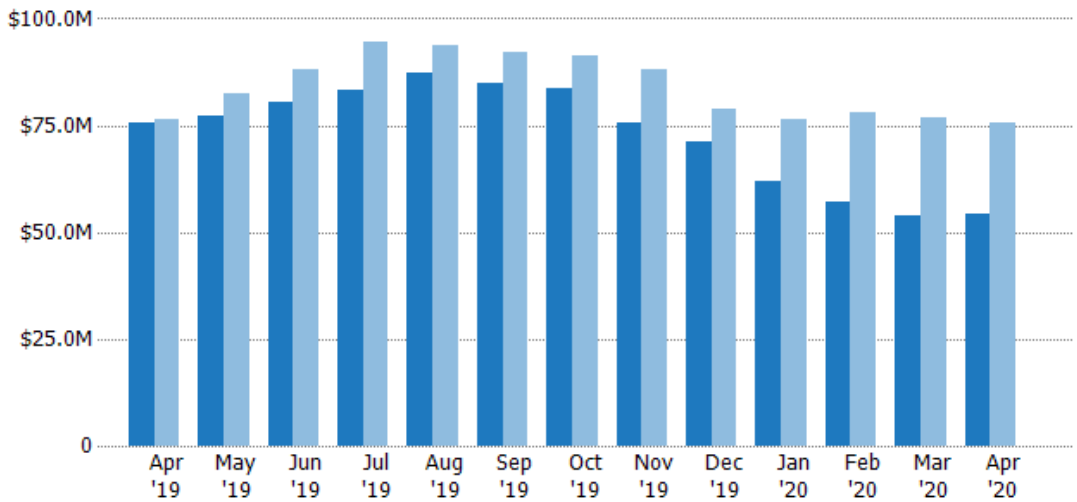
Active Listing Volume

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.
Apr '20	\$54.1M	-28.3%
Apr '19	\$75.4M	-1.2%
Apr '18	\$76.4M	-3.8%



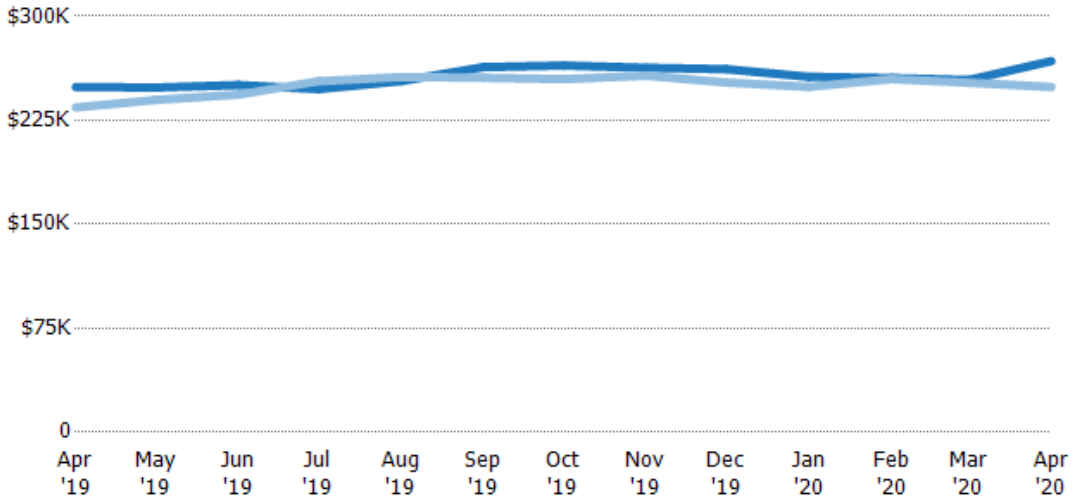
Current Year	\$75.4M	\$77.1M	\$80.6M	\$83.1M	\$87.1M	\$85.1M	\$83.6M	\$75.4M	\$71.2M	\$61.8M	\$57M	\$53.9M	\$54.1M
Prior Year	\$76.4M	\$82.4M	\$87.9M	\$94.4M	\$93.8M	\$92.3M	\$91.2M	\$88M	\$79M	\$76.2M	\$78M	\$76.9M	\$75.4M
Percent Change from Prior Year	-1%	-7%	-8%	-12%	-7%	-8%	-8%	-14%	-10%	-19%	-27%	-30%	-28%

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



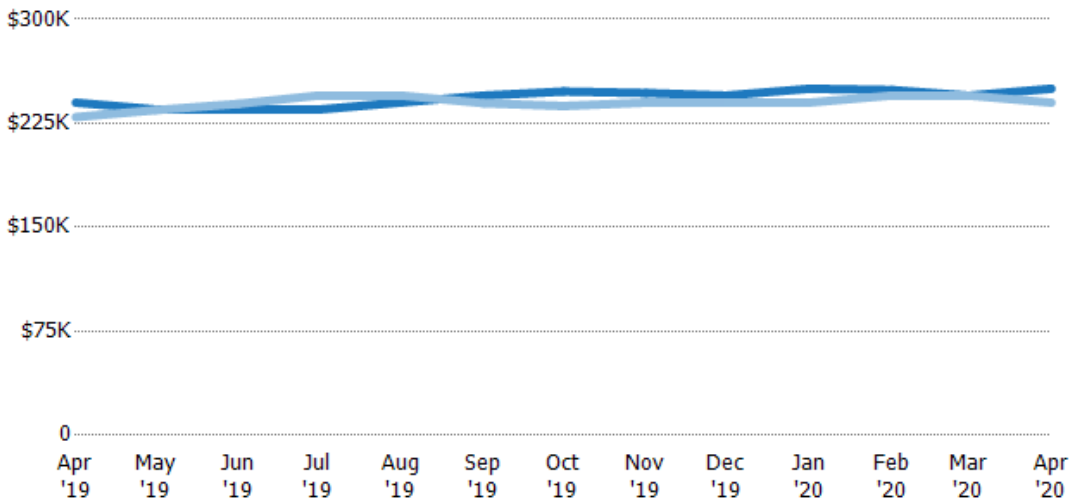
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$249K	\$249K	\$250K	\$247K	\$253K	\$263K	\$265K	\$263K	\$262K	\$256K	\$255K	\$254K	\$268K
Prior Year	\$234K	\$240K	\$243K	\$253K	\$256K	\$256K	\$255K	\$257K	\$252K	\$249K	\$255K	\$252K	\$249K
Percent Change from Prior Year	6%	4%	3%	-2%	-1%	3%	4%	2%	4%	3%	0%	1%	8%

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



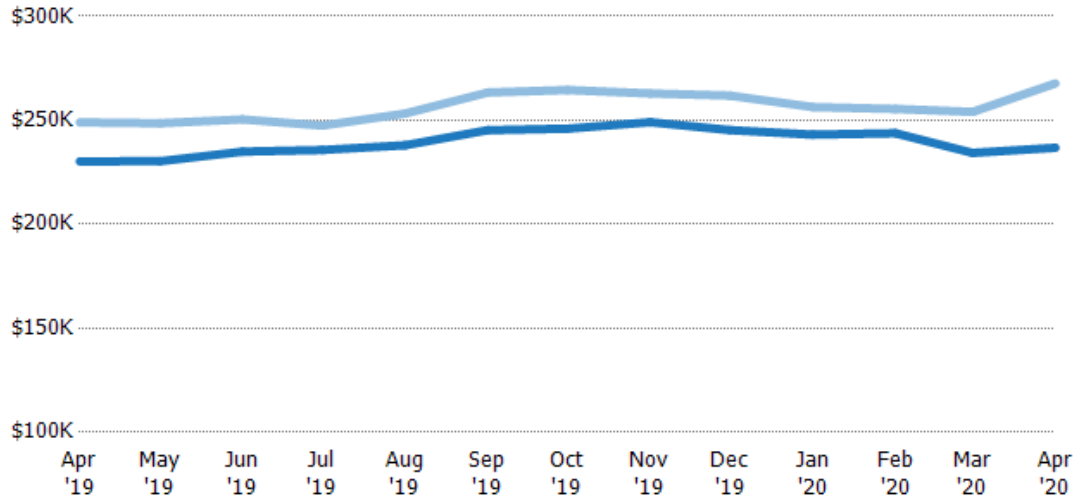
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$240K	\$235K	\$235K	\$235K	\$240K	\$245K	\$248K	\$247K	\$245K	\$250K	\$249K	\$245K	\$250K
Prior Year	\$229K	\$235K	\$239K	\$245K	\$245K	\$240K	\$237K	\$240K	\$240K	\$240K	\$245K	\$245K	\$240K
Percent Change from Prior Year	5%	0%	-2%	-4%	-2%	2%	4%	3%	2%	4%	2%	0%	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



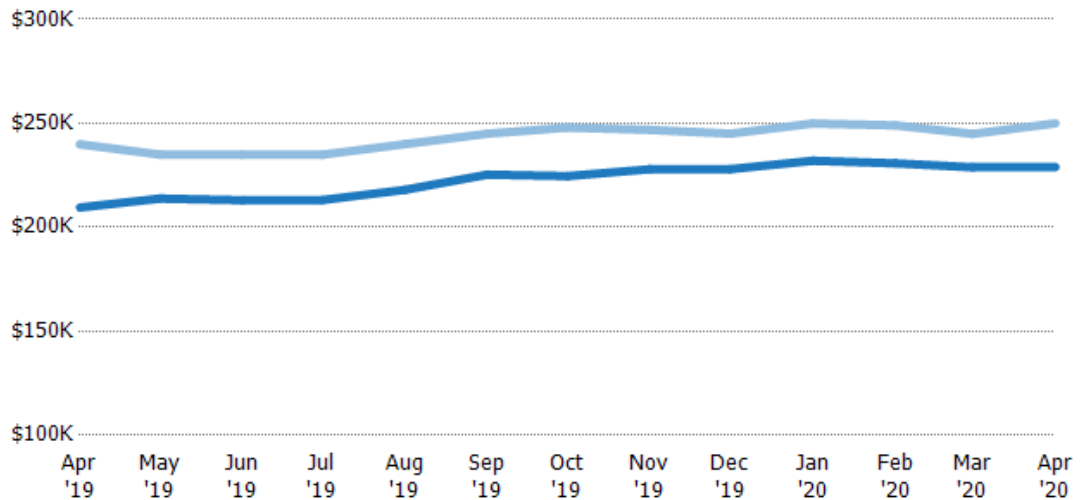
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$230K	\$230K	\$235K	\$236K	\$238K	\$245K	\$246K	\$249K	\$245K	\$243K	\$244K	\$234K	\$237K
Avg Listing Price	\$249K	\$249K	\$250K	\$247K	\$253K	\$263K	\$265K	\$263K	\$262K	\$256K	\$255K	\$254K	\$268K
Avg Listing Price as a % of Avg Est Value	108%	108%	107%	105%	106%	107%	108%	106%	107%	105%	105%	108%	113%

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



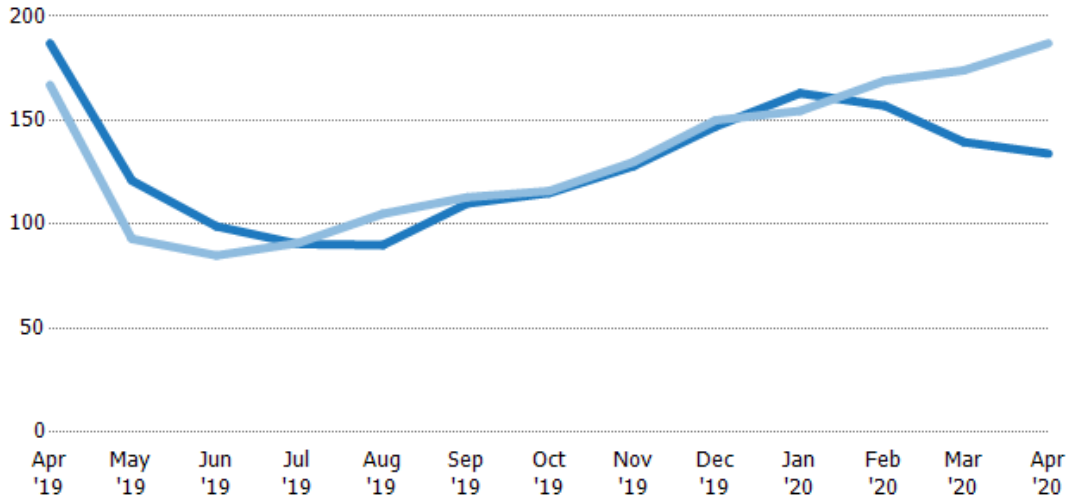
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$210K	\$214K	\$213K	\$213K	\$218K	\$225K	\$225K	\$228K	\$228K	\$232K	\$231K	\$229K	\$229K
Median Listing Price	\$240K	\$235K	\$235K	\$235K	\$240K	\$245K	\$248K	\$247K	\$245K	\$250K	\$249K	\$245K	\$250K
Med Listing Price as a % of Med Est Value	114%	110%	110%	110%	110%	109%	110%	108%	107%	108%	108%	107%	109%

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.
Apr '20	134	-28.3%
Apr '19	187	12%
Apr '18	167	-9.6%

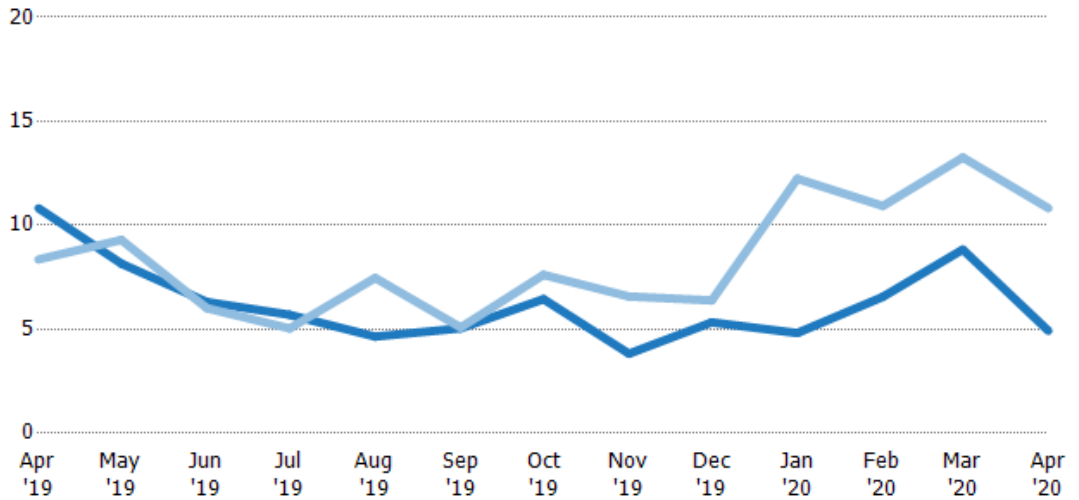
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	187	121	99	90.5	90	110	115	128	147	163	157	140	134
Prior Year	167	93	85	91	105	113	116	130	150	155	169	174	187
Percent Change from Prior Year	12%	30%	16%	-1%	-14%	-3%	-1%	-2%	-2%	6%	-7%	-20%	-28%

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.
Apr '20	4.93	-54.5%
Apr '19	10.8	29.5%
Apr '18	8.36	11.9%

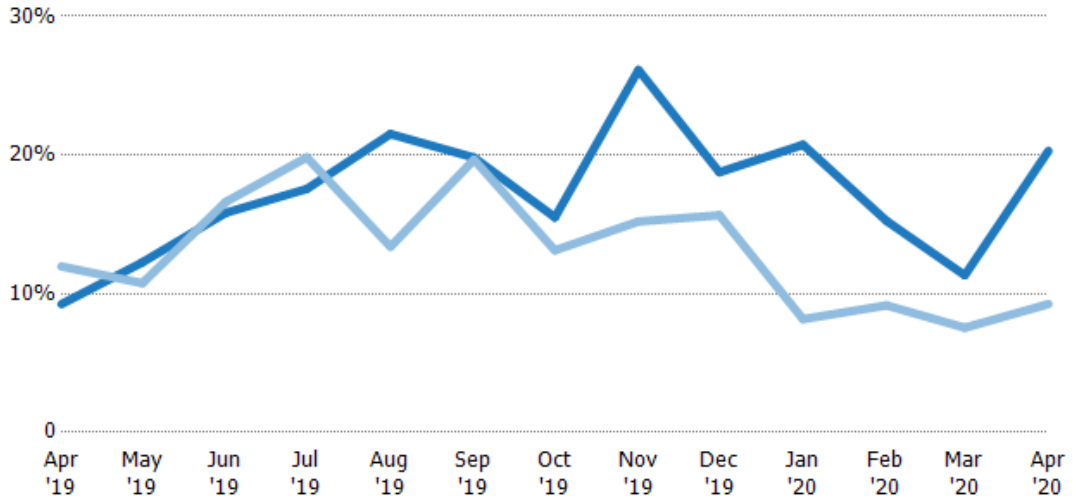
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	10.8	8.16	6.31	5.69	4.65	5.05	6.45	3.83	5.33	4.82	6.56	8.83	4.93
Prior Year	8.36	9.3	6.02	5.04	7.47	5.08	7.62	6.58	6.39	12.2	10.9	13.3	10.8
Percent Change from Prior Year	29%	-12%	5%	13%	-38%	-1%	-15%	-42%	-17%	-61%	-40%	-33%	-54%

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.
Apr '20	20%	-11.1%
Apr '19	9%	2.7%
Apr '18	12%	-10.6%

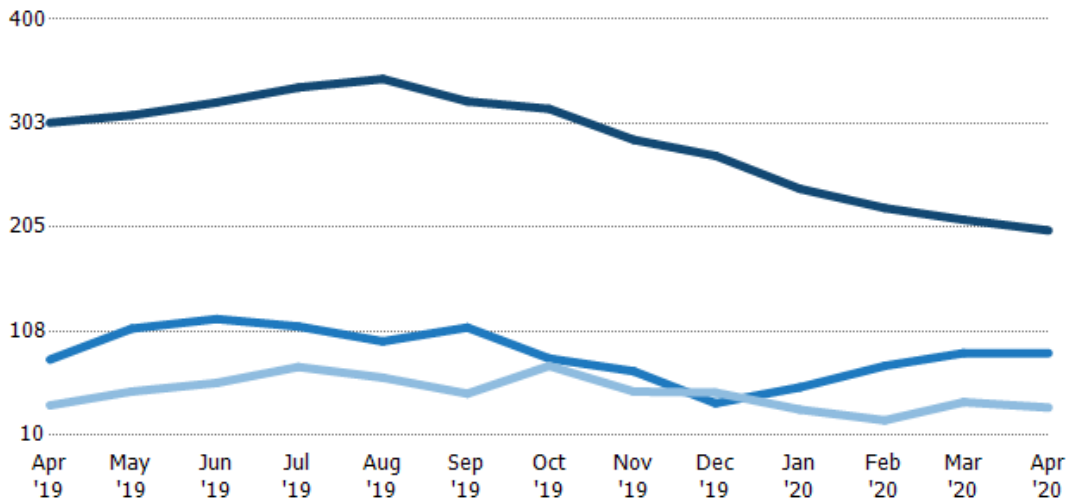
Current Year	9%	12%	16%	18%	22%	20%	16%	26%	19%	21%	15%	11%	20%
Prior Year	12%	11%	17%	20%	13%	20%	13%	15%	16%	8%	9%	8%	9%
Change from Prior Year	3%	-2%	1%	2%	-8%	0%	-2%	-11%	-3%	-13%	-6%	-4%	-11%

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	310	322	336	344	323	316	287	272	241	223	212	202
Pending	81	110	119	112	98	111	82	70	40	55	75	87	87
Sold	38	51	59	74	64	49	75	51	50	34	24	41	36

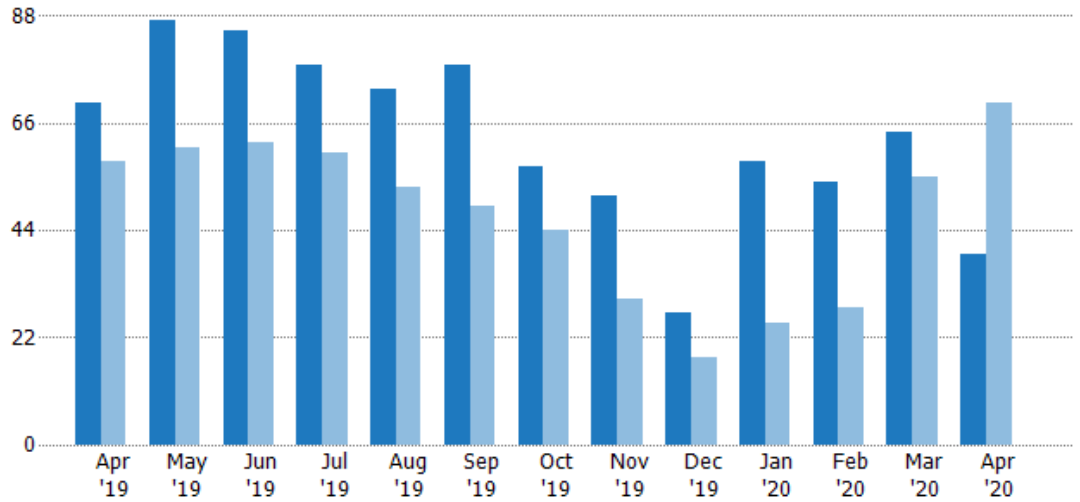
New Pending Sales

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.
Apr '20	39	-44.3%
Apr '19	70	20.7%
Apr '18	58	-32.8%



Current Year	70	87	85	78	73	78	57	51	27	58	54	64	39
Prior Year	58	61	62	60	53	49	44	30	18	25	28	55	70
Percent Change from Prior Year	21%	43%	37%	30%	38%	59%	30%	70%	50%	132%	93%	16%	-44%

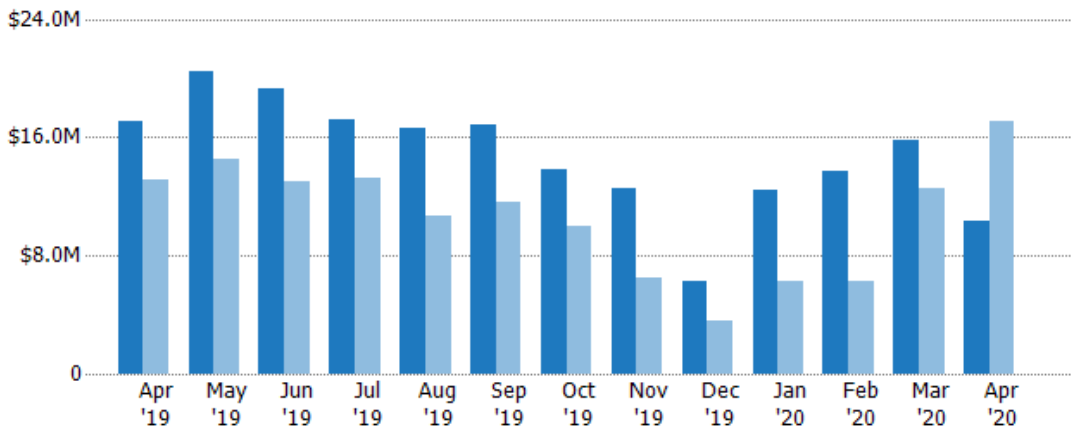
New Pending Sales Volume

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.
Apr '20	\$10.4M	-39%
Apr '19	\$17M	29.5%
Apr '18	\$13.2M	-36.6%



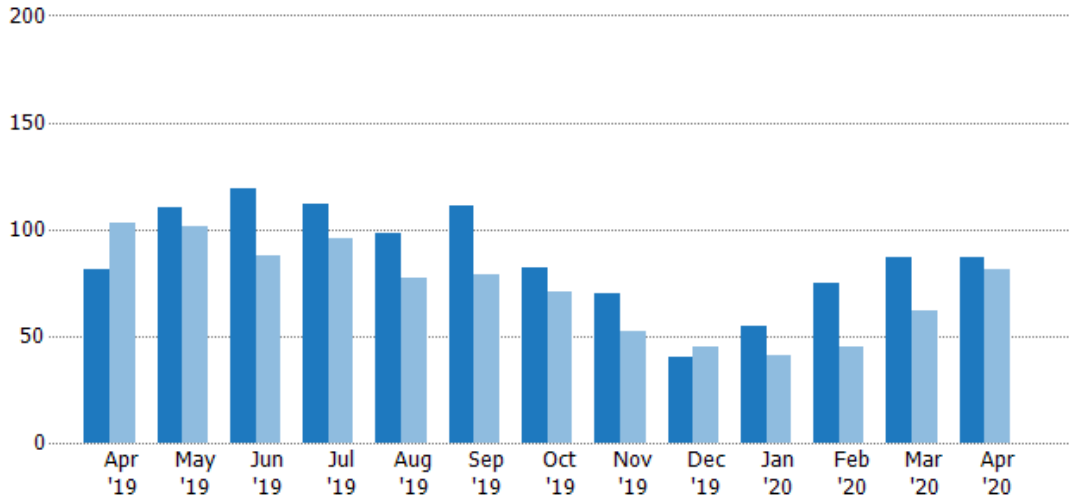
Current Year	\$17M	\$20.5M	\$19.3M	\$17.2M	\$16.6M	\$16.9M	\$13.8M	\$12.5M	\$6.3M	\$12.4M	\$13.7M	\$15.8M	\$10.4M
Prior Year	\$13.2M	\$14.5M	\$13M	\$13.2M	\$10.7M	\$11.6M	\$9.97M	\$6.45M	\$3.6M	\$6.23M	\$6.25M	\$12.6M	\$17M
Percent Change from Prior Year	30%	41%	48%	30%	55%	45%	38%	94%	75%	99%	120%	25%	-39%

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



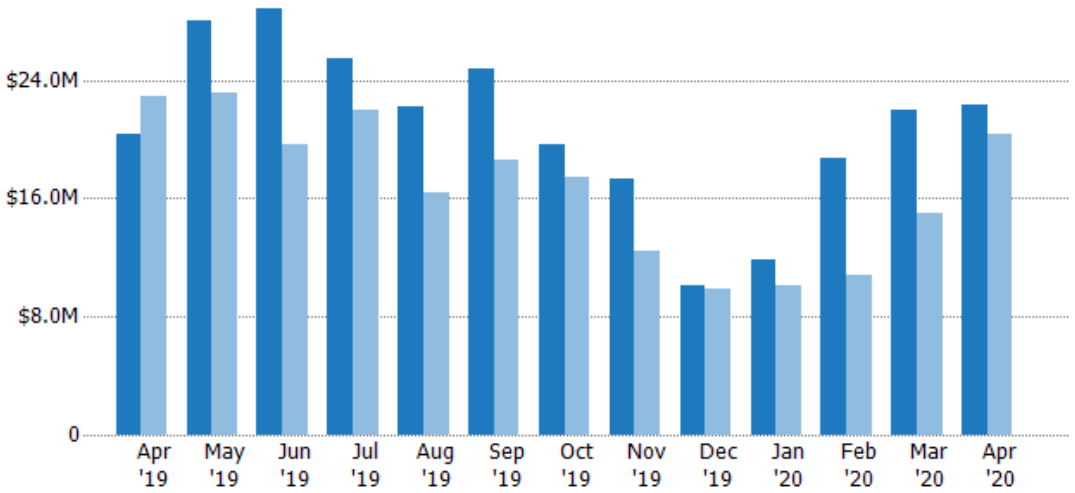
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	81	110	119	112	98	111	82	70	40	55	75	87	87
Prior Year	103	101	88	96	77	79	71	52	45	41	45	62	81
Percent Change from Prior Year	-21%	9%	35%	17%	27%	41%	15%	35%	-11%	34%	67%	40%	7%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$20.3M	\$28M	\$28.8M	\$25.5M	\$22.2M	\$24.8M	\$19.6M	\$17.3M	\$10.1M	\$11.9M	\$18.7M	\$22M	\$22.3M
Prior Year	\$22.9M	\$23.1M	\$19.7M	\$22M	\$16.4M	\$18.6M	\$17.5M	\$12.5M	\$9.92M	\$10.1M	\$10.8M	\$15M	\$20.3M
Percent Change from Prior Year	-11%	21%	46%	16%	36%	33%	12%	39%	2%	18%	72%	46%	10%

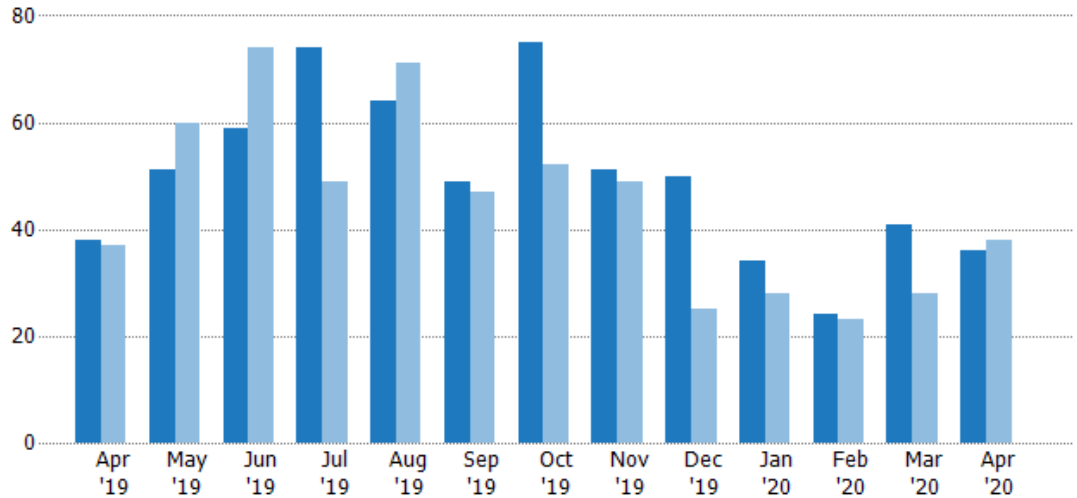
Closed Sales

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.
Apr '20	36	-5.3%
Apr '19	38	2.7%
Apr '18	37	-27%



Current Year	38	51	59	74	64	49	75	51	50	34	24	41	36
Prior Year	37	60	74	49	71	47	52	49	25	28	23	28	38
Percent Change from Prior Year	3%	-15%	-20%	51%	-10%	4%	44%	4%	100%	21%	4%	46%	-5%

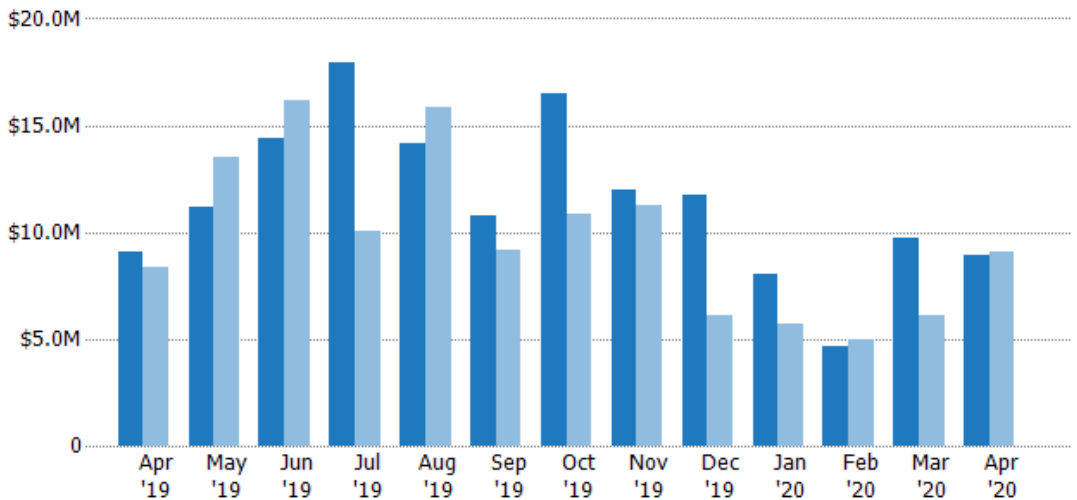
Closed Sales Volume

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.
Apr '20	\$8.95M	-1.8%
Apr '19	\$9.11M	9.1%
Apr '18	\$8.35M	-36.2%



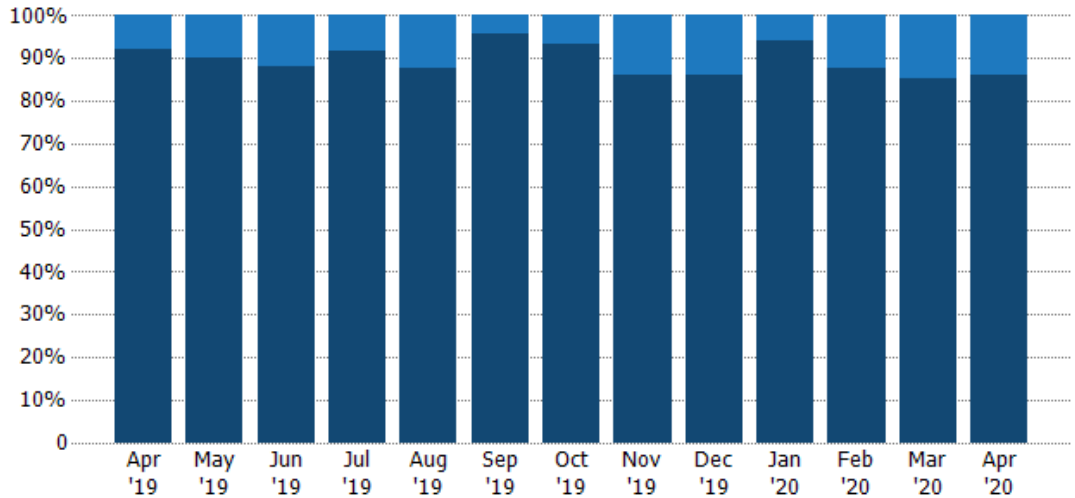
Current Year	\$9.11M	\$11.1M	\$14.4M	\$18M	\$14.2M	\$10.8M	\$16.5M	\$12M	\$11.7M	\$8.05M	\$4.69M	\$9.74M	\$8.95M
Prior Year	\$8.35M	\$13.6M	\$16.2M	\$10M	\$15.9M	\$9.18M	\$10.9M	\$11.3M	\$6.07M	\$5.7M	\$4.96M	\$6.14M	\$9.11M
Percent Change from Prior Year	9%	-18%	-11%	79%	-11%	18%	52%	6%	93%	41%	-5%	59%	-2%

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



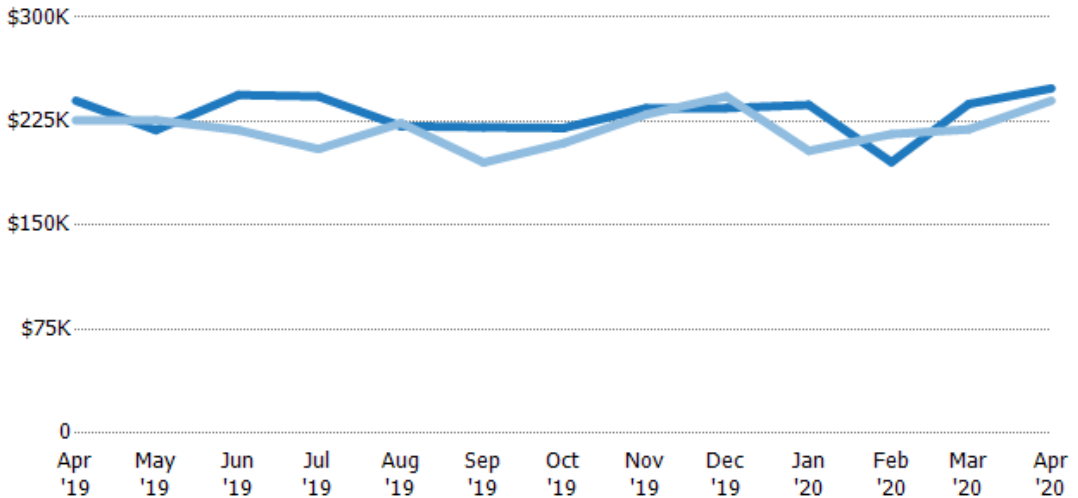
Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Condo/Townhouse	8%	10%	12%	8%	13%	4%	7%	14%	14%	6%	13%	15%	14%
Single Family Residence	92%	90%	88%	92%	88%	96%	93%	86%	86%	94%	88%	85%	86%

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.
Apr '20	\$249K	3.7%
Apr '19	\$240K	6.3%
Apr '18	\$226K	-12.6%

Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$240K	\$219K	\$244K	\$243K	\$221K	\$221K	\$220K	\$234K	\$234K	\$237K	\$196K	\$237K	\$249K
Prior Year	\$226K	\$226K	\$219K	\$205K	\$224K	\$195K	\$209K	\$230K	\$243K	\$204K	\$216K	\$219K	\$240K
Percent Change from Prior Year	6%	-3%	12%	19%	-1%	13%	5%	2%	-3%	16%	-9%	8%	4%

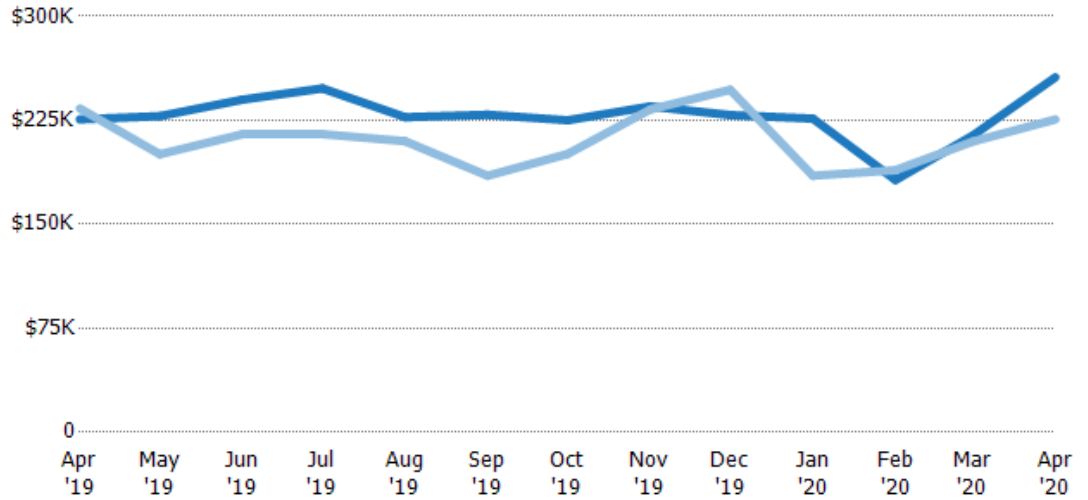
Median Sales Price

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.
Apr '20	\$256K	13.4%
Apr '19	\$226K	-3.4%
Apr '18	\$234K	-18.6%



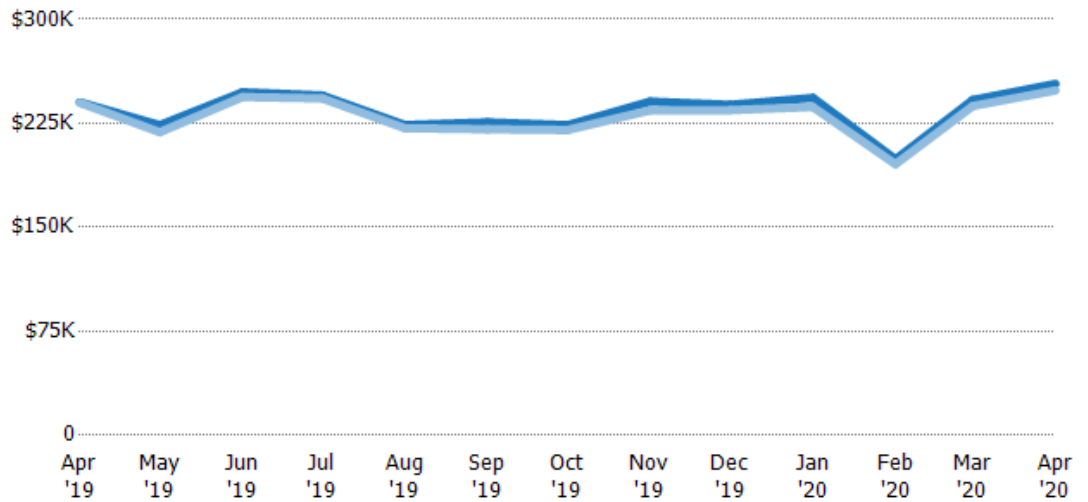
Current Year	\$226K	\$228K	\$240K	\$248K	\$227K	\$229K	\$225K	\$235K	\$229K	\$226K	\$182K	\$214K	\$256K
Prior Year	\$234K	\$201K	\$215K	\$215K	\$210K	\$185K	\$201K	\$233K	\$247K	\$185K	\$189K	\$210K	\$226K
Percent Change from Prior Year	-3%	14%	12%	15%	8%	24%	12%	1%	-7%	22%	-4%	2%	13%

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



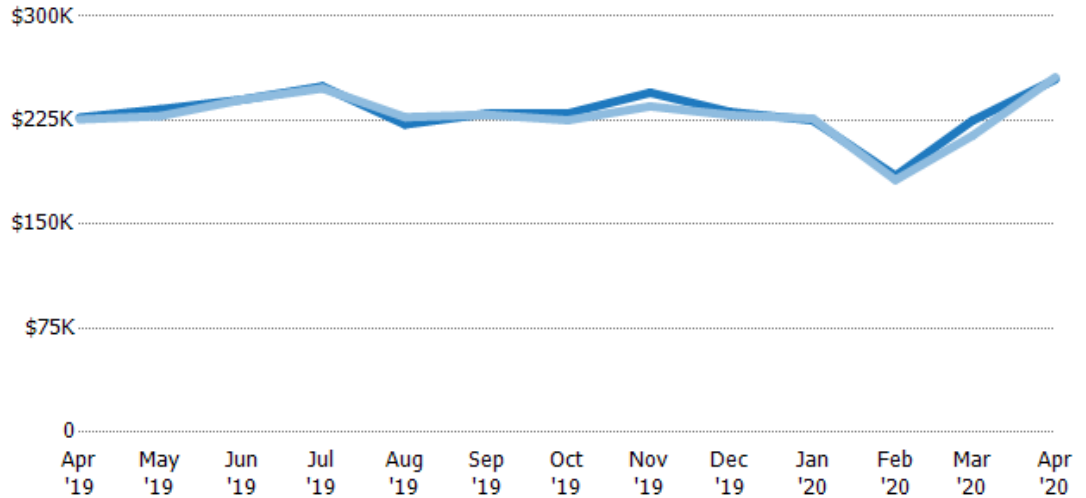
Avg List Price	\$240K	\$224K	\$247K	\$245K	\$224K	\$226K	\$224K	\$241K	\$238K	\$243K	\$199K	\$242K	\$253K
Avg Sales Price	\$240K	\$219K	\$244K	\$243K	\$221K	\$221K	\$220K	\$234K	\$234K	\$237K	\$196K	\$237K	\$249K
Avg Sales Price as a % of Avg List Price	100%	98%	99%	99%	99%	98%	98%	97%	98%	97%	98%	98%	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



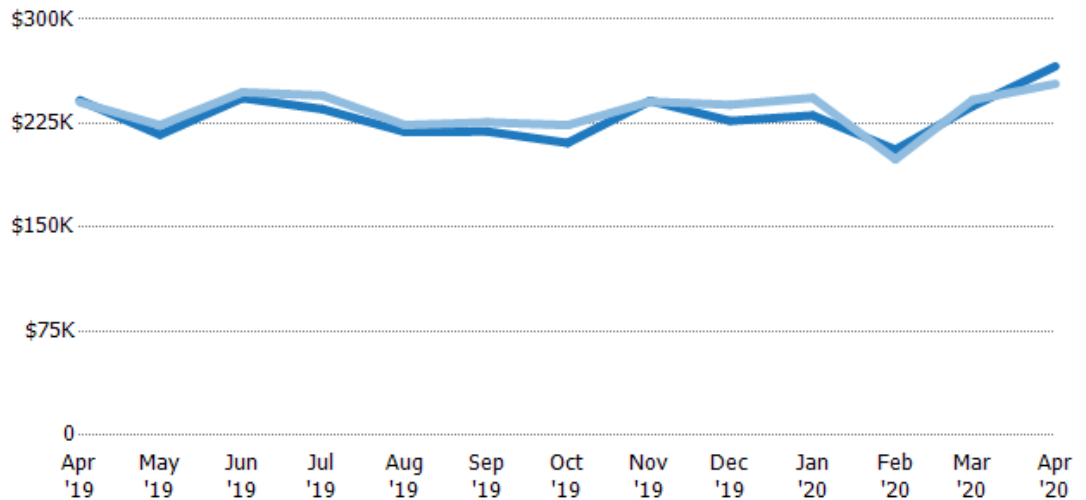
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$227K	\$233K	\$240K	\$249K	\$222K	\$230K	\$230K	\$245K	\$231K	\$225K	\$185K	\$225K	\$255K
Median Sales Price	\$226K	\$228K	\$240K	\$248K	\$227K	\$229K	\$225K	\$235K	\$229K	\$226K	\$182K	\$214K	\$256K
Med Sales Price as a % of Med List Price	99%	98%	100%	99%	102%	100%	98%	96%	99%	101%	98%	95%	101%

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



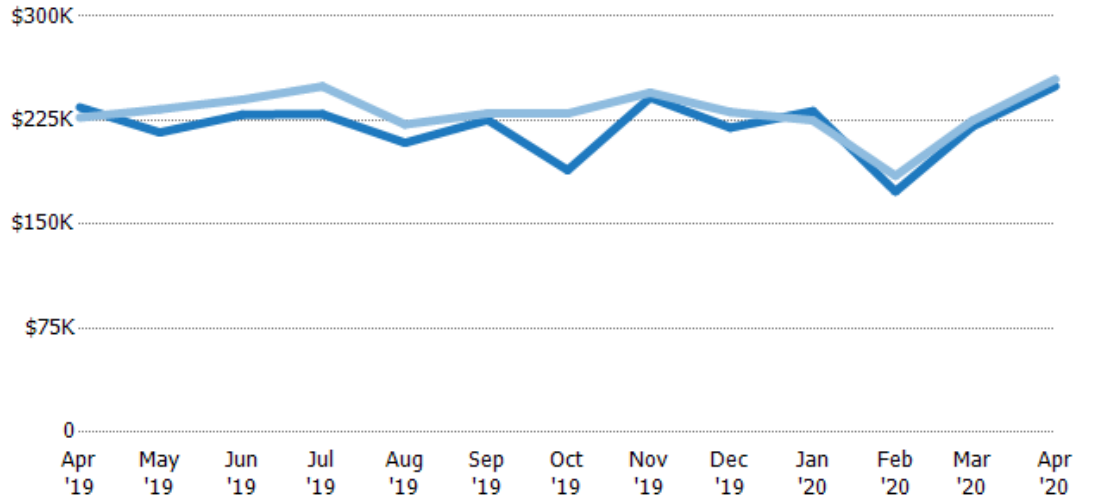
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$242K	\$217K	\$243K	\$235K	\$219K	\$219K	\$211K	\$241K	\$227K	\$231K	\$206K	\$237K	\$266K
Avg Sales Price	\$240K	\$224K	\$247K	\$245K	\$224K	\$226K	\$224K	\$241K	\$238K	\$243K	\$199K	\$242K	\$253K
Avg Sales Price as a % of Avg Est Value	99%	103%	102%	104%	102%	103%	106%	100%	105%	105%	97%	102%	95%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$234K	\$216K	\$229K	\$229K	\$209K	\$225K	\$189K	\$241K	\$220K	\$232K	\$174K	\$221K	\$250K
Median Sales Price	\$227K	\$233K	\$240K	\$249K	\$222K	\$230K	\$230K	\$245K	\$231K	\$225K	\$185K	\$225K	\$255K
Med Sales Price as a % of Med Est Value	97%	108%	105%	109%	106%	102%	122%	101%	105%	97%	107%	102%	102%