

## 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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	80	101	-20.8%	267	307	-13%
New Listing Volume	\$20,927,789	\$24,664,801	-15.2%	\$71,470,101	\$74,445,549	-4%
Active Listing Count	184	306	-39.9%	N/A	N/A	
Active Listing Volume	\$51,147,486	\$75,246,241	-32%	N/A	N/A	
Average Listing Price	\$277,975	\$245,903	+13%	\$258,358	\$248,048	+4.2%
Median Listing Price	\$249,950	\$234,900	+6.4%	\$246,701	\$240,697	+2.5%
Median Days in RPR	100	114.5	-12.7%	139.6	156.58	-10.8%
Months of Inventory	5.1	8.1	-36.5%	6.6	7.9	-16.3%
Absorption Rate	19.57%	12.42%	+7.1%	15.11%	12.65%	+2.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	103	86	+19.8%	314	262	+19.8%
New Pending Sales Volume	\$24,545,955	\$20,196,148	+21.5%	\$75,494,732	\$61,612,996	+22.5%
Pending Sales Count	122	109	+11.9%	N/A	N/A	
Pending Sales Volume	\$29,765,470	\$27,736,962	+7.3%	N/A	N/A	
Closed Sales Count	44	51	-13.7%	178	165	+7.9%
Closed Sales Volume	\$10,744,437	\$11,148,164	-3.6%	\$41,994,491	\$36,162,557	+16.1%
Average Sales Price	\$244,192	\$218,591	+11.7%	\$235,924	\$219,167	+7.6%
Median Sales Price	\$250,250	\$228,000	+9.8%	\$231,599	\$212,188	+9.1%

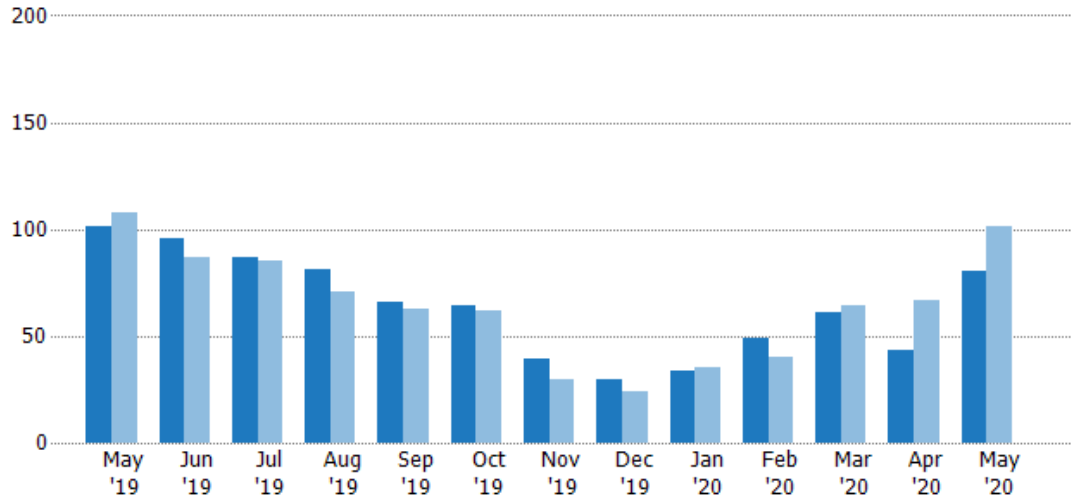
## New Listings

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.
May '20	80	-20.8%
May '19	101	-6.5%
May '18	108	4.6%



Current Year	101	96	87	81	66	64	39	30	34	49	61	43	80
Prior Year	108	87	85	71	63	62	30	24	35	40	64	67	101
Percent Change from Prior Year	-6%	10%	2%	14%	5%	3%	30%	25%	-3%	23%	-5%	-36%	-21%

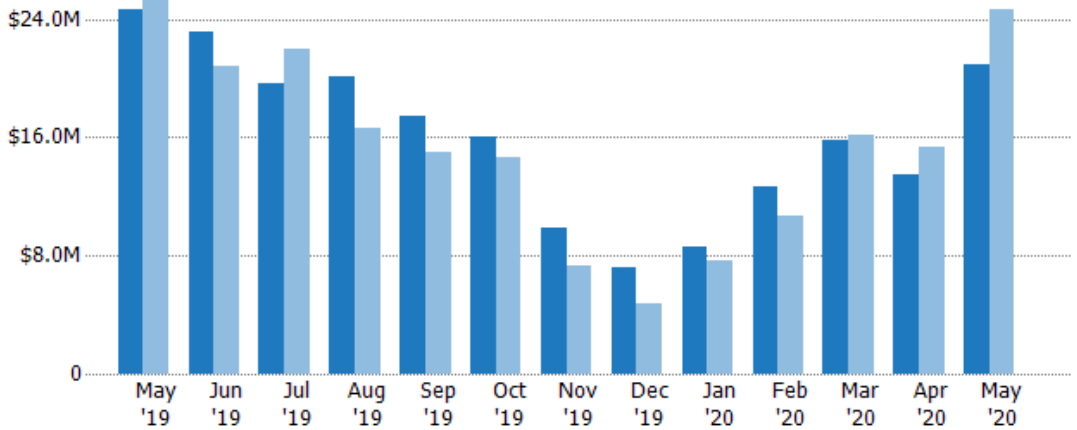
## New Listing Volume

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.
May '20	\$20.9M	-15.2%
May '19	\$24.7M	-7.4%
May '18	\$26.6M	1.8%



Current Year	\$24.7M	\$23.2M	\$19.7M	\$20.1M	\$17.4M	\$16M	\$9.82M	\$7.19M	\$8.58M	\$12.6M	\$15.8M	\$13.5M	\$20.9M
Prior Year	\$26.6M	\$20.8M	\$22M	\$16.6M	\$15M	\$14.7M	\$7.37M	\$4.79M	\$7.61M	\$10.7M	\$16.2M	\$15.4M	\$24.7M
Percent Change from Prior Year	-7%	11%	-10%	21%	16%	9%	33%	50%	13%	18%	-2%	-12%	-15%

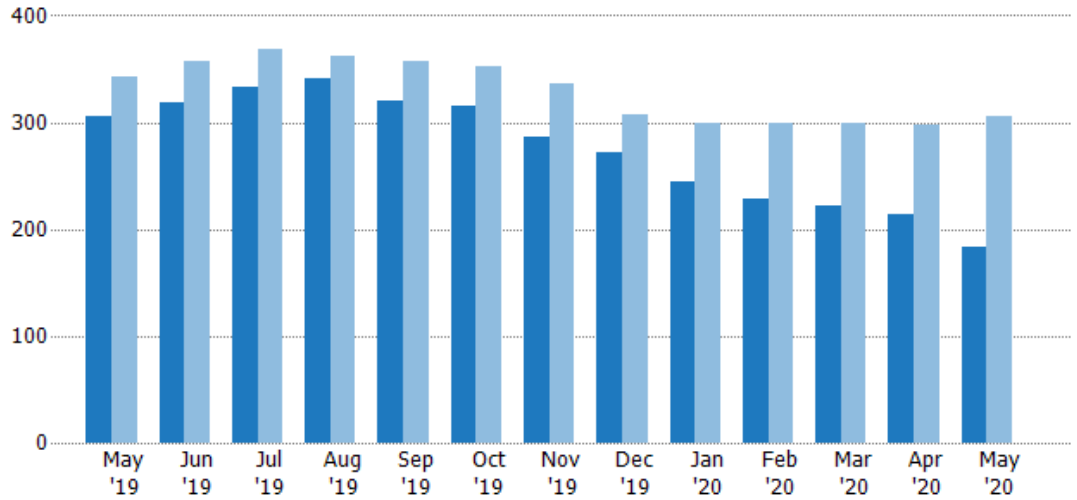
## Active Listings

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.
May '20	184	-39.9%
May '19	306	-10.5%
May '18	342	3.2%



Current Year	306	318	333	341	320	315	287	272	244	228	222	214	184
Prior Year	342	358	369	362	357	353	336	307	300	300	299	297	306
Percent Change from Prior Year	-11%	-11%	-10%	-6%	-10%	-11%	-15%	-11%	-19%	-24%	-26%	-28%	-40%

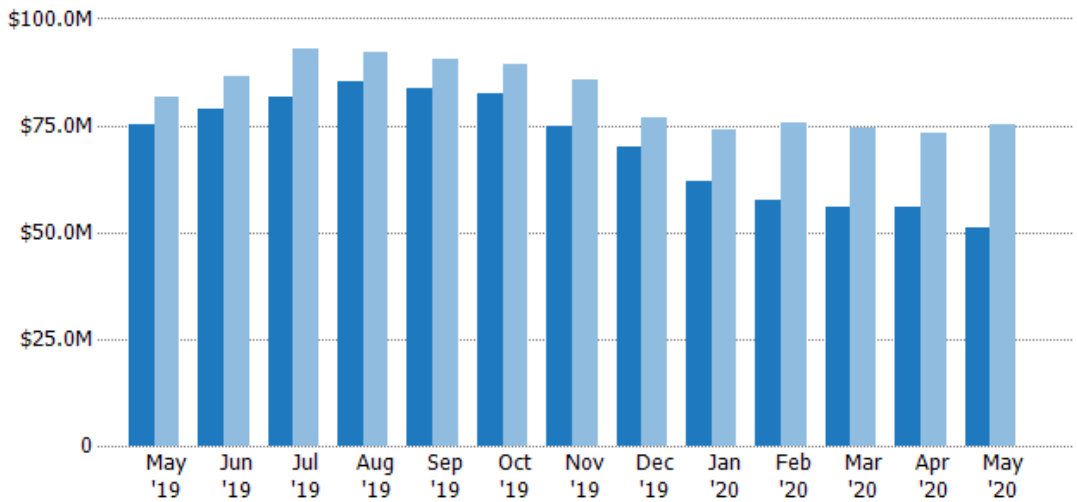
## Active Listing Volume

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.
May '20	\$51.1M	-32%
May '19	\$75.2M	-7.7%
May '18	\$81.6M	1.7%



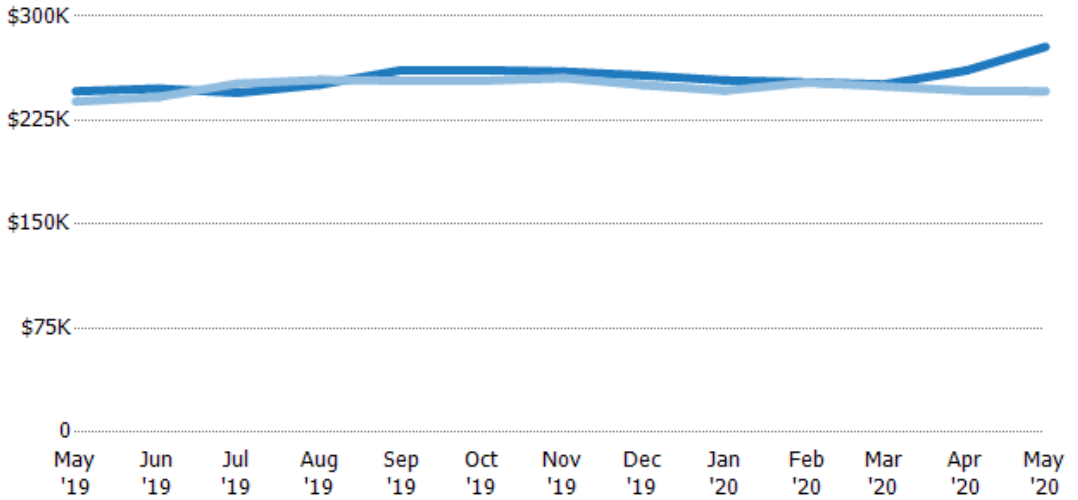
Current Year	\$75.2M	\$78.8M	\$81.5M	\$85.5M	\$83.6M	\$82.3M	\$74.6M	\$70M	\$61.9M	\$57.5M	\$55.7M	\$55.8M	\$51.1M
Prior Year	\$81.6M	\$86.6M	\$92.8M	\$92M	\$90.5M	\$89.5M	\$85.9M	\$76.9M	\$73.9M	\$75.6M	\$74.6M	\$73.2M	\$75.2M
Percent Change from Prior Year	-8%	-9%	-12%	-7%	-8%	-8%	-13%	-9%	-16%	-24%	-25%	-24%	-32%

## 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



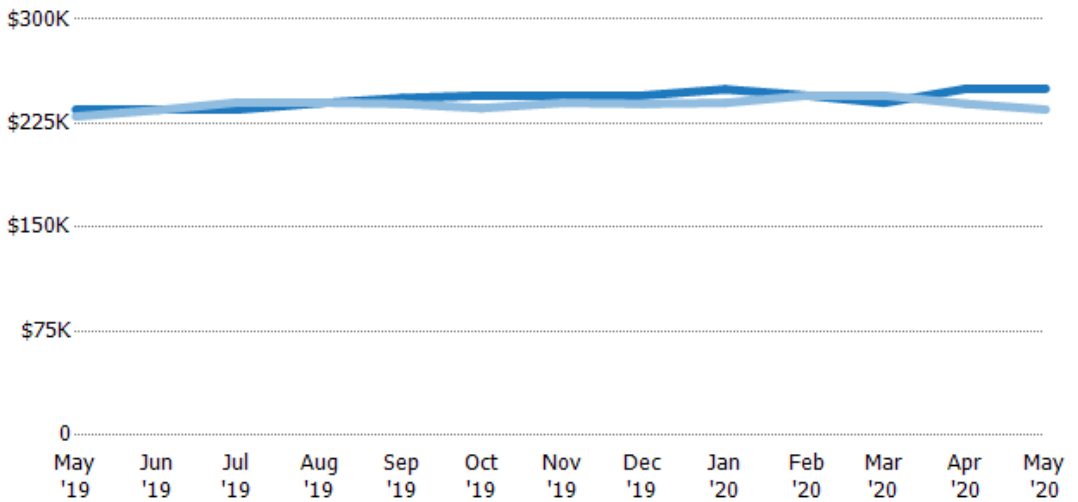
Current Year	\$246K	\$248K	\$245K	\$251K	\$261K	\$261K	\$260K	\$257K	\$254K	\$252K	\$251K	\$261K	\$278K
Prior Year	\$238K	\$242K	\$251K	\$254K	\$254K	\$253K	\$256K	\$250K	\$246K	\$252K	\$249K	\$246K	\$246K
Percent Change from Prior Year	3%	3%	-3%	-1%	3%	3%	2%	3%	3%	0%	1%	6%	13%

## 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



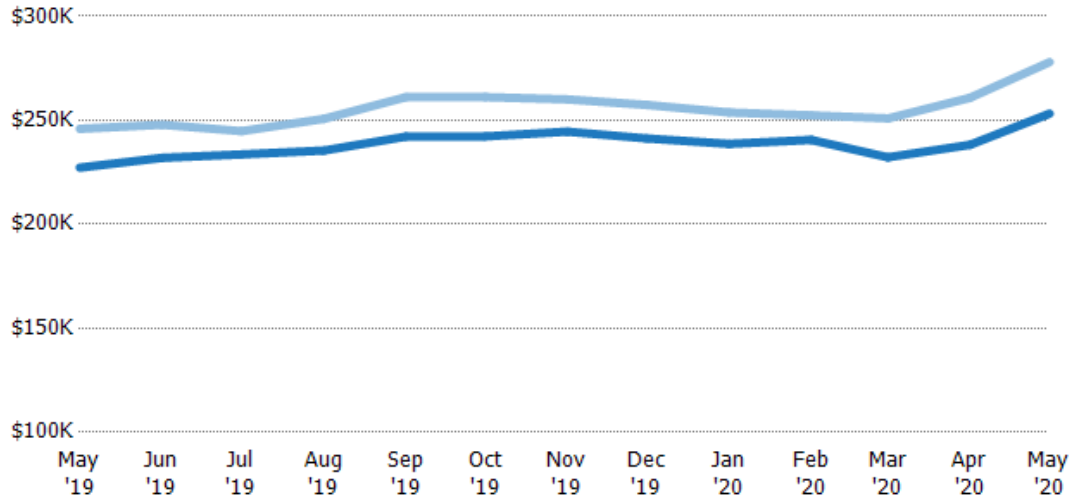
Current Year	\$235K	\$235K	\$235K	\$240K	\$243K	\$245K	\$245K	\$245K	\$249K	\$245K	\$240K	\$250K	\$250K
Prior Year	\$230K	\$235K	\$240K	\$240K	\$239K	\$236K	\$240K	\$239K	\$240K	\$245K	\$245K	\$239K	\$235K
Percent Change from Prior Year	2%	0%	-2%	0%	2%	4%	2%	3%	4%	0%	-2%	5%	6%

## 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



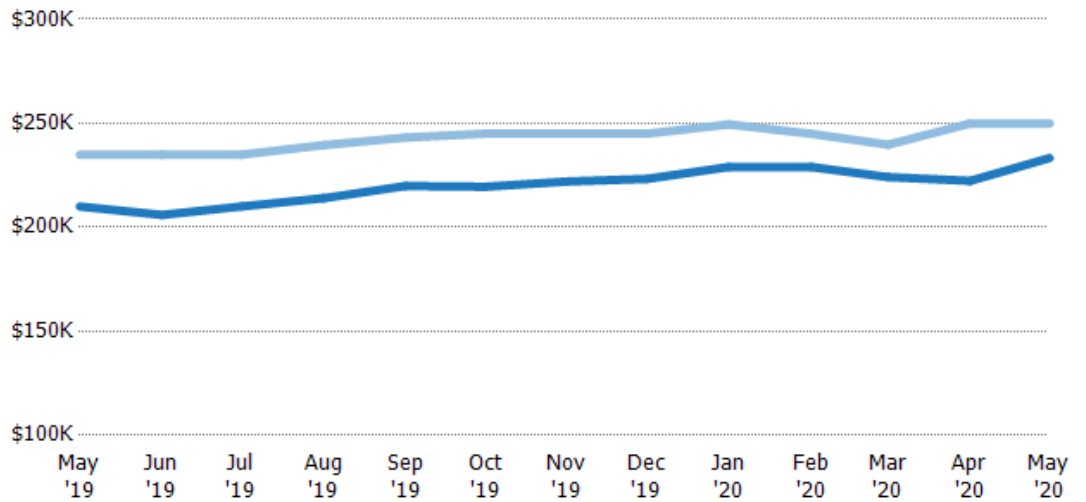
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$227K	\$232K	\$234K	\$235K	\$242K	\$242K	\$245K	\$241K	\$239K	\$241K	\$232K	\$238K	\$253K
Avg Listing Price	\$246K	\$248K	\$245K	\$251K	\$261K	\$261K	\$260K	\$257K	\$254K	\$252K	\$251K	\$261K	\$278K
Avg Listing Price as a % of Avg Est Value	108%	107%	105%	106%	108%	108%	106%	107%	106%	105%	108%	109%	110%

## 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



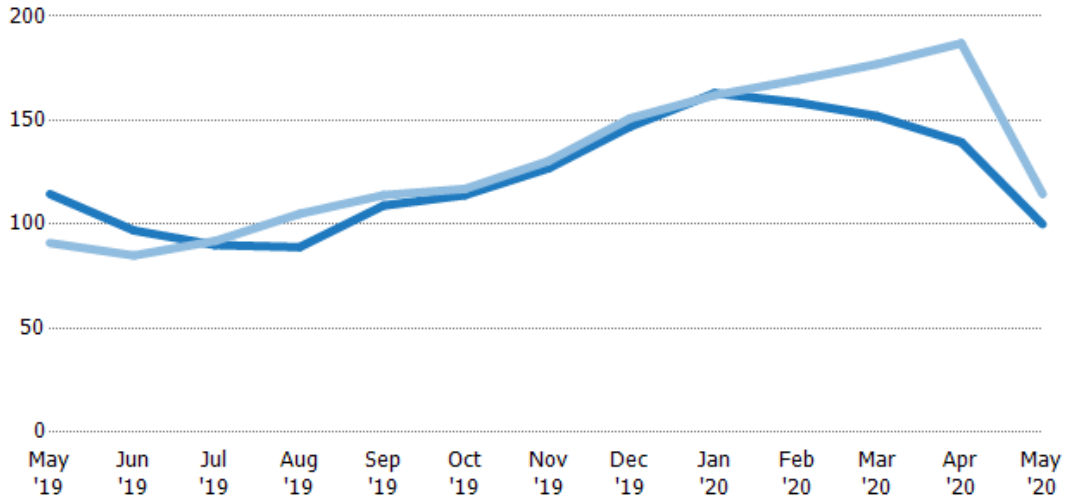
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$210K	\$206K	\$210K	\$214K	\$220K	\$220K	\$222K	\$223K	\$229K	\$229K	\$224K	\$222K	\$233K
Median Listing Price	\$235K	\$235K	\$235K	\$240K	\$243K	\$245K	\$245K	\$245K	\$249K	\$245K	\$240K	\$250K	\$250K
Med Listing Price as a % of Med Est Value	112%	114%	112%	112%	111%	112%	110%	110%	109%	107%	107%	112%	107%

## 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



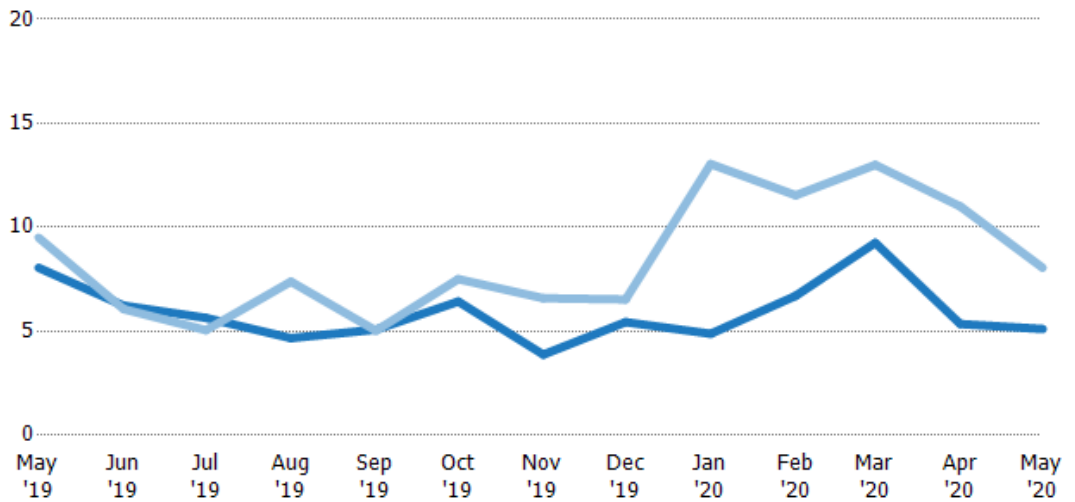
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	115	97	90	89	109	114	127	147	163	159	152	140	100
Prior Year	91	85	92	105	114	117	131	151	162	170	177	187	115
Percent Change from Prior Year	26%	14%	-2%	-15%	-4%	-3%	-3%	-3%	1%	-6%	-14%	-25%	-13%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	8.05	6.24	5.64	4.67	5.08	6.43	3.88	5.44	4.88	6.71	9.25	5.35	5.11
Prior Year	9.5	6.07	5.05	7.39	5.03	7.51	6.59	6.53	13	11.5	13	11	8.05
Percent Change from Prior Year	-15%	3%	12%	-37%	1%	-14%	-41%	-17%	-63%	-42%	-29%	-51%	-37%

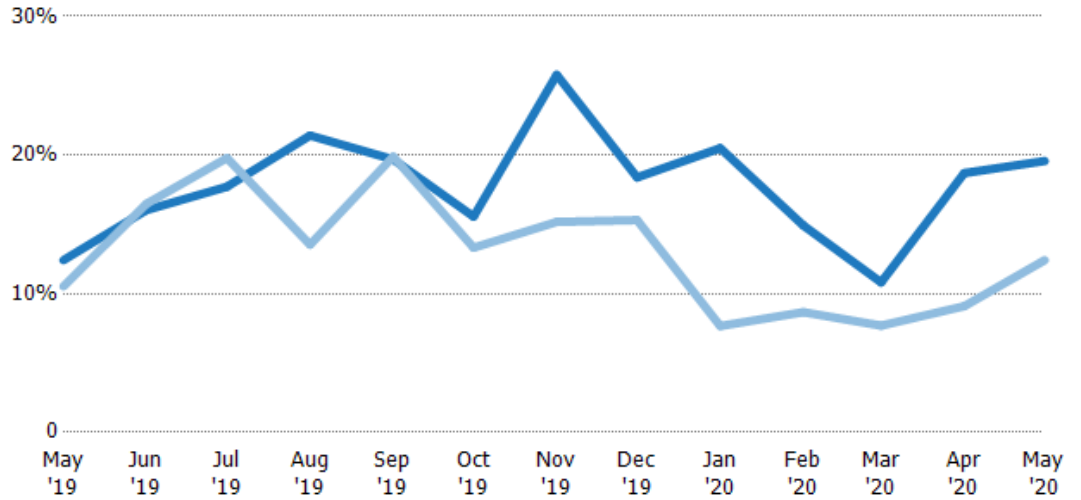
## Absorption Rate

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.
May '20	20%	-7.2%
May '19	12%	-1.9%
May '18	11%	-27.4%



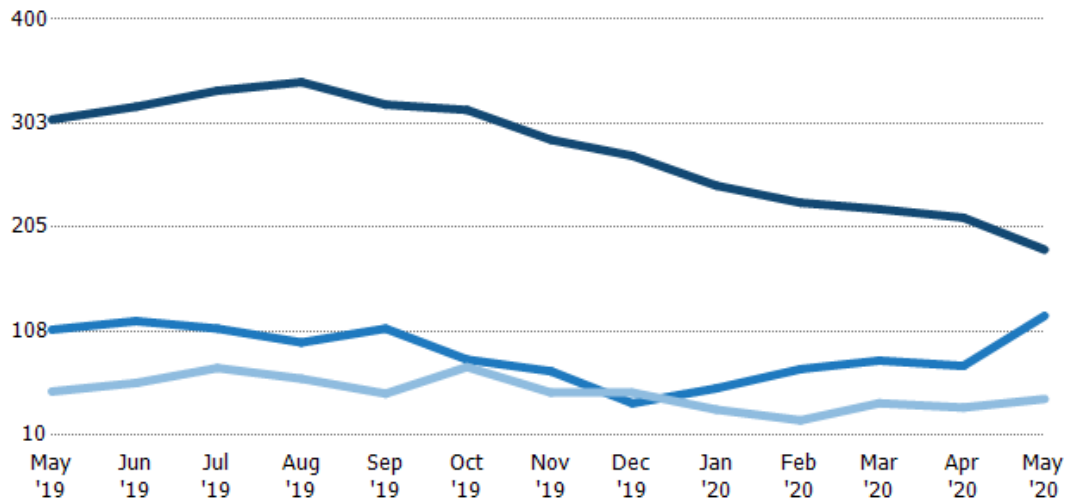
Current Year	12%	16%	18%	21%	20%	16%	26%	18%	20%	15%	11%	19%	20%
Prior Year	11%	16%	20%	14%	20%	13%	15%	15%	8%	9%	8%	9%	12%
Change from Prior Year	-2%	0%	2%	-8%	0%	-2%	-11%	-3%	-13%	-6%	-3%	-10%	-7%

## 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	306	318	333	341	320	315	287	272	244	228	222	214	184
Pending	109	117	110	97	110	81	70	40	54	72	80	75	122
Sold	51	59	73	63	49	74	50	50	34	24	40	36	44

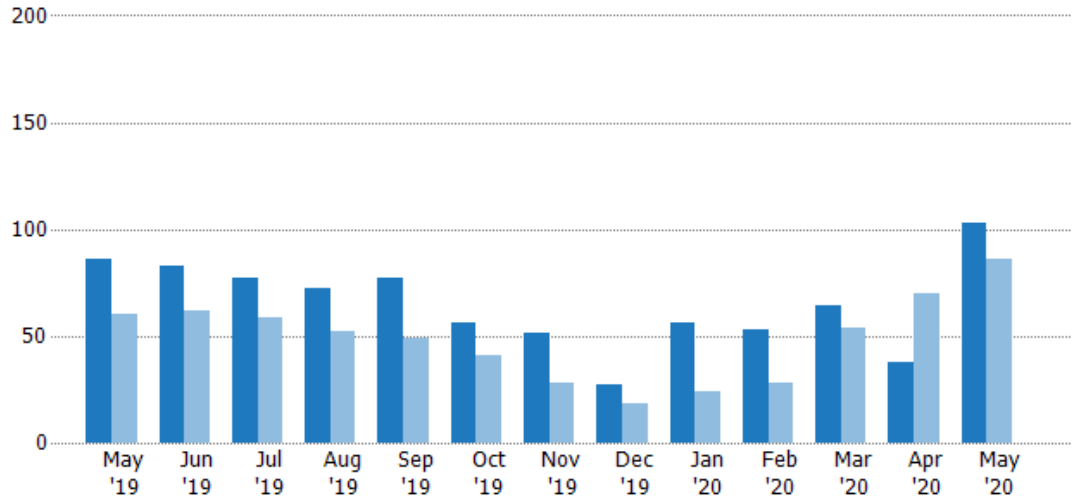
## New Pending Sales

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.
May '20	103	19.8%
May '19	86	43.3%
May '18	60	0%



Current Year	86	83	77	72	77	56	51	27	56	53	64	38	103
Prior Year	60	62	59	52	49	41	28	18	24	28	54	70	86
Percent Change from Prior Year	43%	34%	31%	38%	57%	37%	82%	50%	133%	89%	19%	-46%	20%

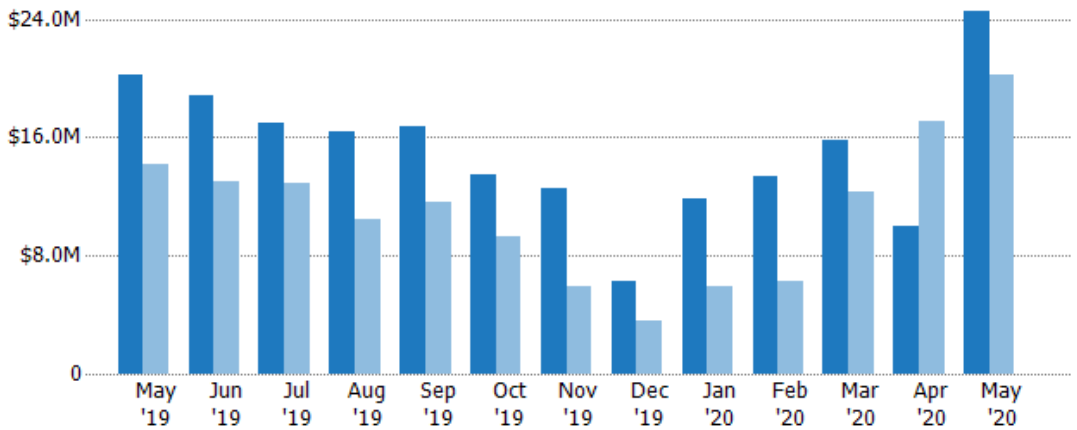
## New Pending Sales Volume

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.
May '20	\$24.5M	21.5%
May '19	\$20.2M	42.3%
May '18	\$14.2M	-1.4%



Current Year	\$20.2M	\$18.8M	\$17M	\$16.4M	\$16.7M	\$13.5M	\$12.5M	\$6.3M	\$11.9M	\$13.4M	\$15.8M	\$9.93M	\$24.5M
Prior Year	\$14.2M	\$13M	\$12.9M	\$10.5M	\$11.6M	\$9.26M	\$5.87M	\$3.6M	\$5.86M	\$6.25M	\$12.3M	\$17M	\$20.2M
Percent Change from Prior Year	42%	44%	32%	57%	43%	45%	113%	75%	102%	114%	29%	-42%	22%

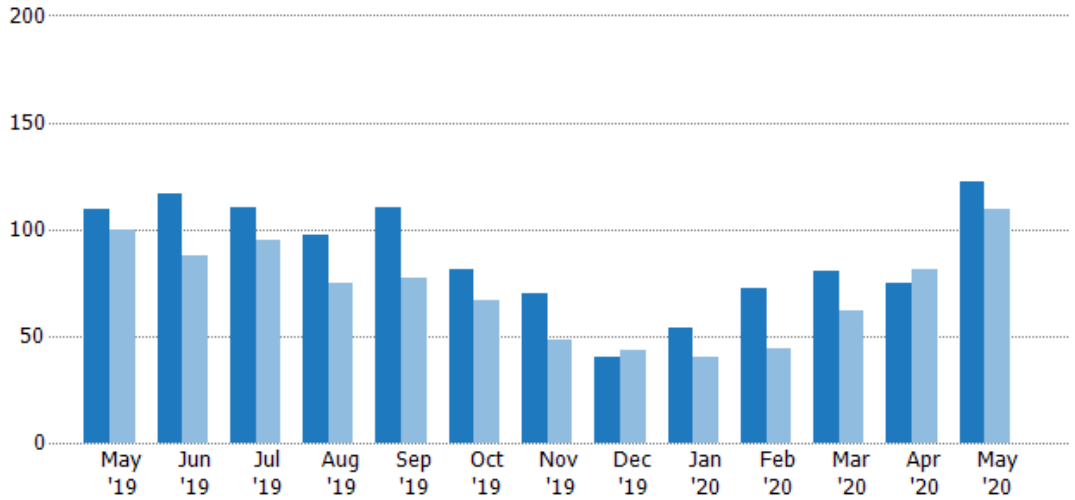


## Pending Sales

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



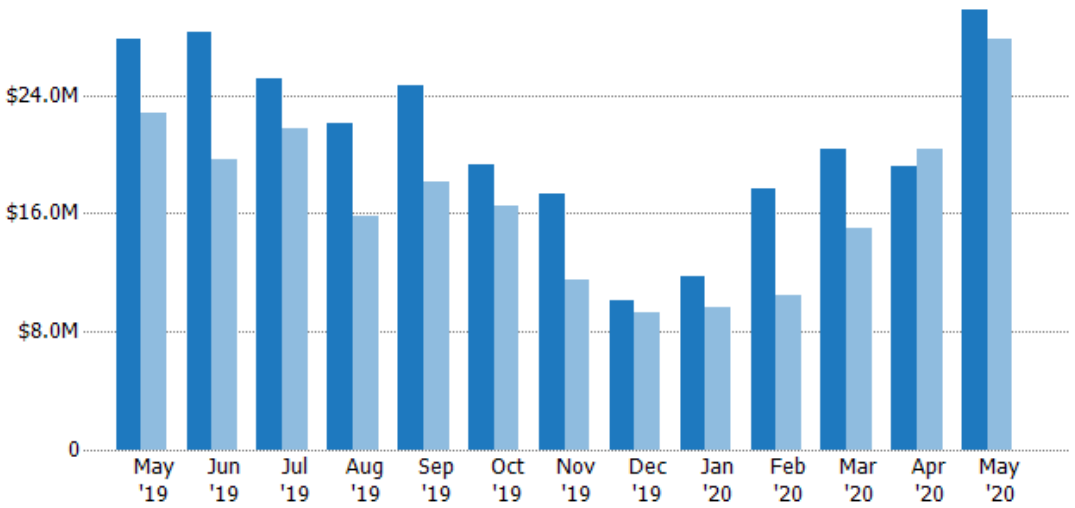
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	109	117	110	97	110	81	70	40	54	72	80	75	122
Prior Year	100	88	95	75	77	67	48	43	40	44	62	81	109
Percent Change from Prior Year	9%	33%	16%	29%	43%	21%	46%	-7%	35%	64%	29%	-7%	12%

## 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



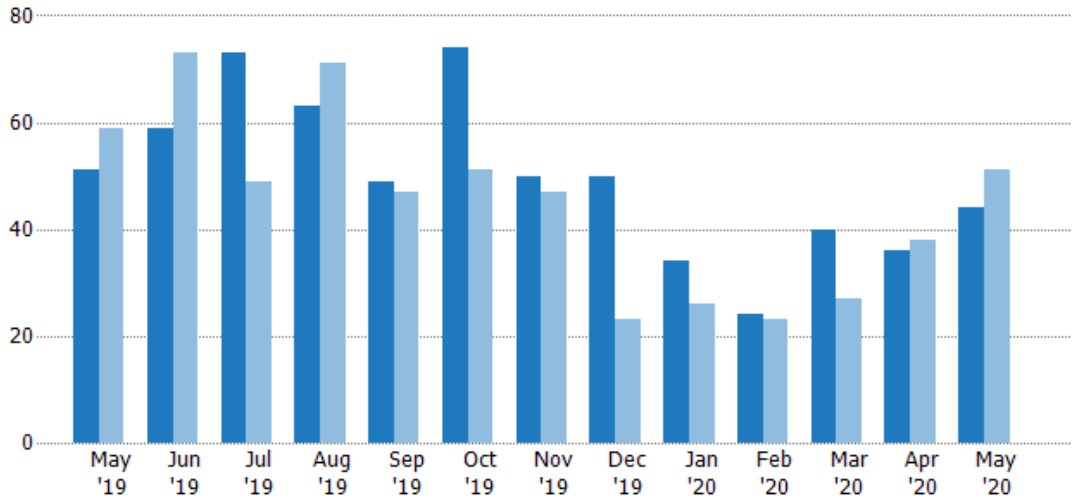
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$27.7M	\$28.3M	\$25.1M	\$22M	\$24.6M	\$19.3M	\$17.3M	\$10.1M	\$11.7M	\$17.6M	\$20.3M	\$19.2M	\$29.8M
Prior Year	\$22.8M	\$19.7M	\$21.7M	\$15.9M	\$18.1M	\$16.5M	\$11.5M	\$9.34M	\$9.69M	\$10.5M	\$15M	\$20.3M	\$27.7M
Percent Change from Prior Year	22%	44%	15%	39%	36%	17%	50%	8%	21%	69%	35%	-5%	7%

## 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



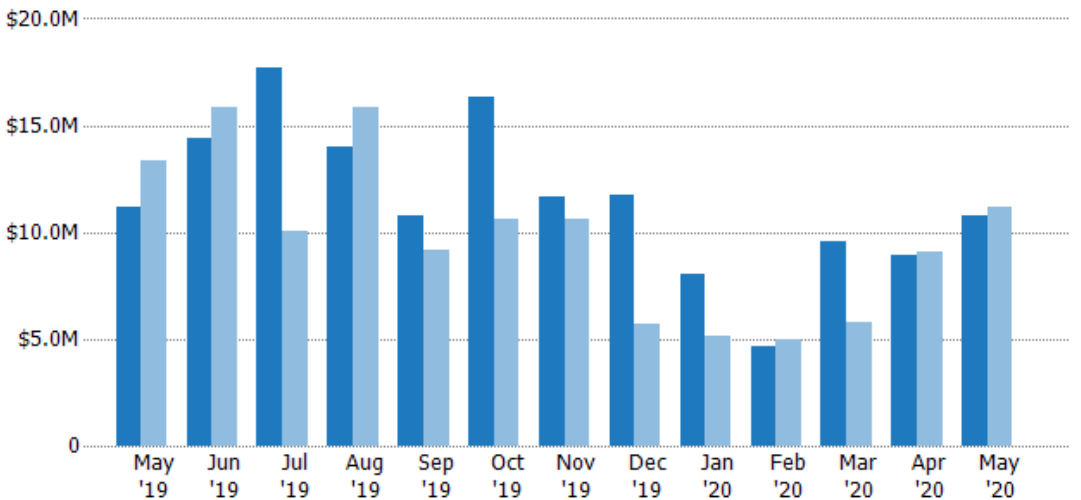
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	51	59	73	63	49	74	50	50	34	24	40	36	44
Prior Year	59	73	49	71	47	51	47	23	26	23	27	38	51
Percent Change from Prior Year	-14%	-19%	49%	-11%	4%	45%	6%	117%	31%	4%	48%	-5%	-14%

## 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



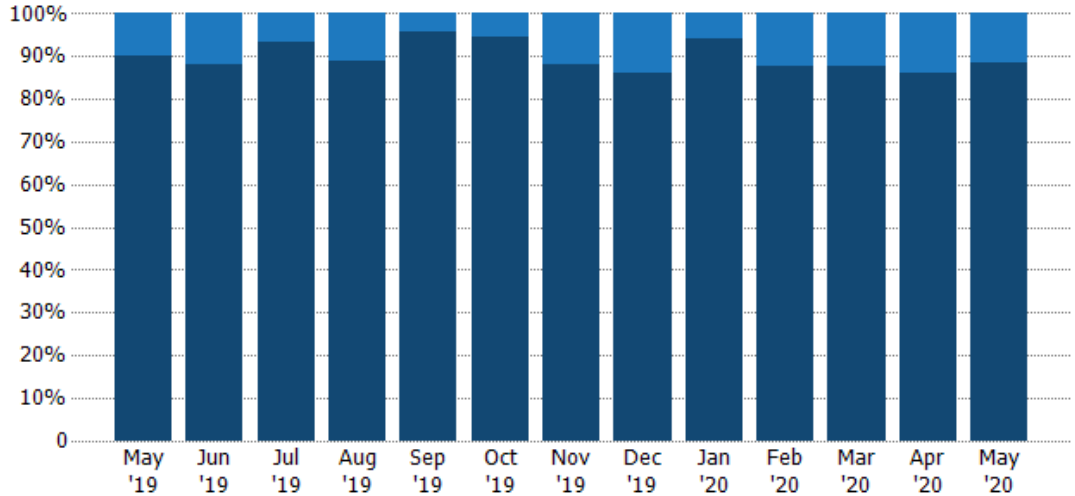
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$11.1M	\$14.4M	\$17.7M	\$14M	\$10.8M	\$16.3M	\$11.6M	\$11.7M	\$8.05M	\$4.69M	\$9.55M	\$8.95M	\$10.7M
Prior Year	\$13.3M	\$15.8M	\$10M	\$15.9M	\$9.18M	\$10.6M	\$10.7M	\$5.68M	\$5.15M	\$4.96M	\$5.79M	\$9.11M	\$11.1M
Percent Change from Prior Year	-16%	-9%	76%	-12%	18%	54%	9%	106%	56%	-5%	65%	-2%	-4%

## 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



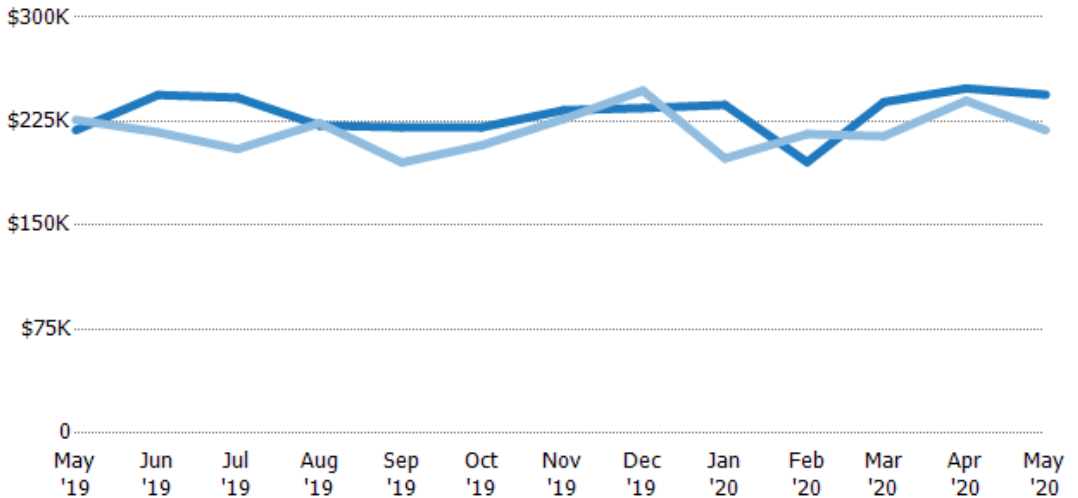
Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	10%	12%	7%	11%	4%	5%	12%	14%	6%	13%	13%	14%	11%
Single Family Residence	90%	88%	93%	89%	96%	95%	88%	86%	94%	88%	88%	86%	89%

## 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.
May '20	\$244K	11.7%
May '19	\$219K	-3.3%
May '18	\$226K	-4.6%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$219K	\$244K	\$242K	\$222K	\$221K	\$221K	\$233K	\$234K	\$237K	\$196K	\$239K	\$249K	\$244K
Prior Year	\$226K	\$217K	\$205K	\$224K	\$195K	\$208K	\$227K	\$247K	\$198K	\$216K	\$214K	\$240K	\$219K
Percent Change from Prior Year	-3%	12%	18%	-1%	13%	6%	3%	-5%	19%	-9%	11%	4%	12%

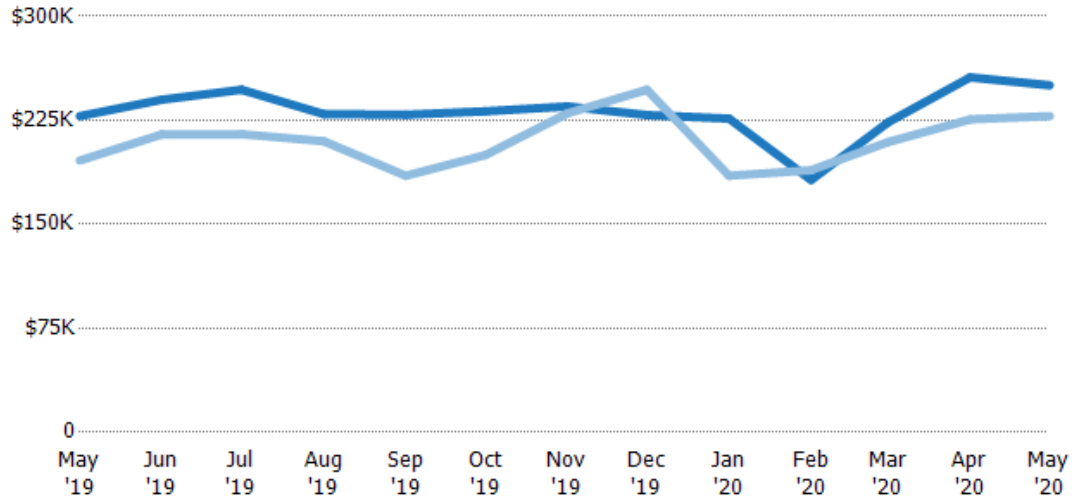
## Median Sales Price

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.
May '20	\$250K	9.8%
May '19	\$228K	16.3%
May '18	\$196K	4.6%



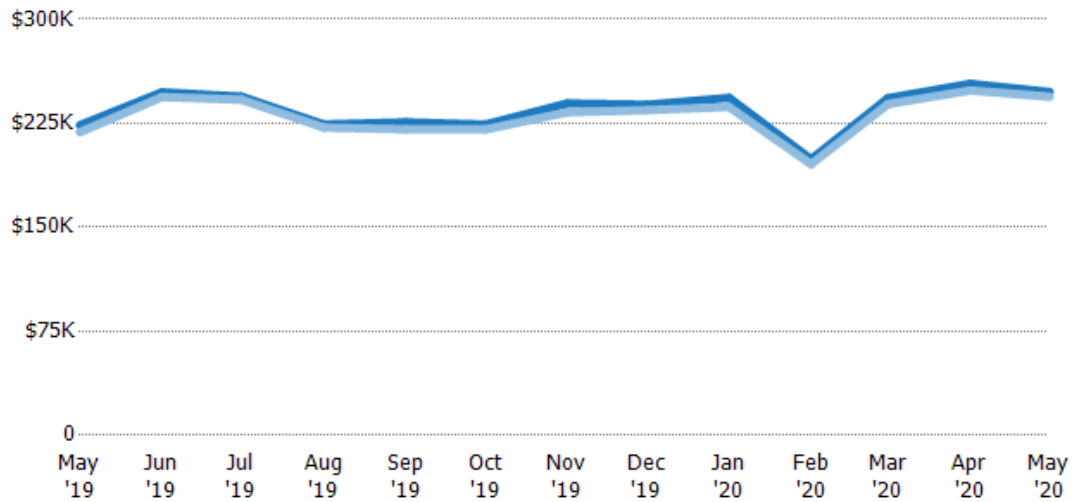
Current Year	\$228K	\$240K	\$247K	\$230K	\$229K	\$231K	\$235K	\$229K	\$226K	\$182K	\$224K	\$256K	\$250K
Prior Year	\$196K	\$215K	\$215K	\$210K	\$185K	\$200K	\$230K	\$247K	\$185K	\$189K	\$209K	\$226K	\$228K
Percent Change from Prior Year	16%	12%	15%	9%	24%	16%	2%	-7%	22%	-4%	7%	13%	10%

## 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



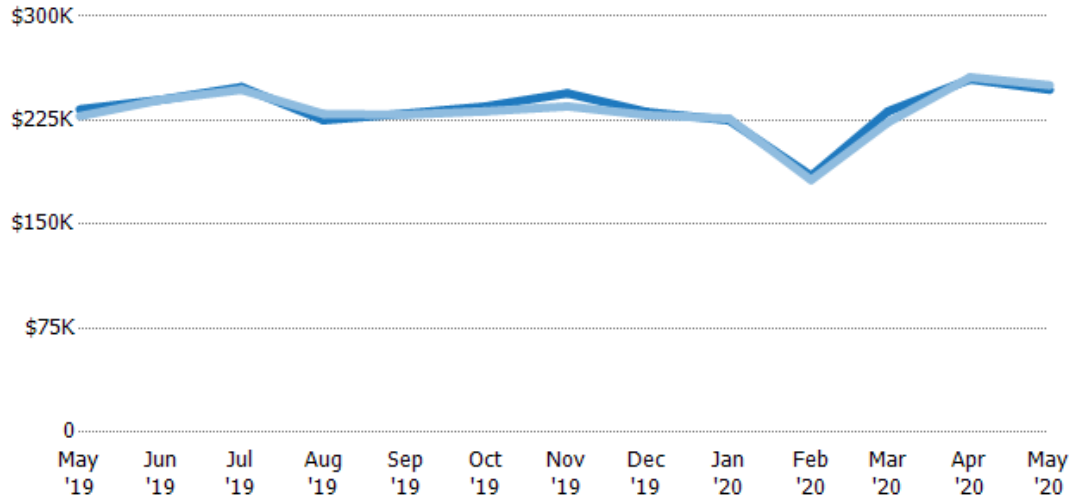
Avg List Price	\$224K	\$247K	\$244K	\$224K	\$226K	\$224K	\$239K	\$238K	\$243K	\$199K	\$243K	\$253K	\$248K
Avg Sales Price	\$219K	\$244K	\$242K	\$222K	\$221K	\$221K	\$233K	\$234K	\$237K	\$196K	\$239K	\$249K	\$244K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	99%	98%	98%	97%	98%	97%	98%	98%	98%	99%

## 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



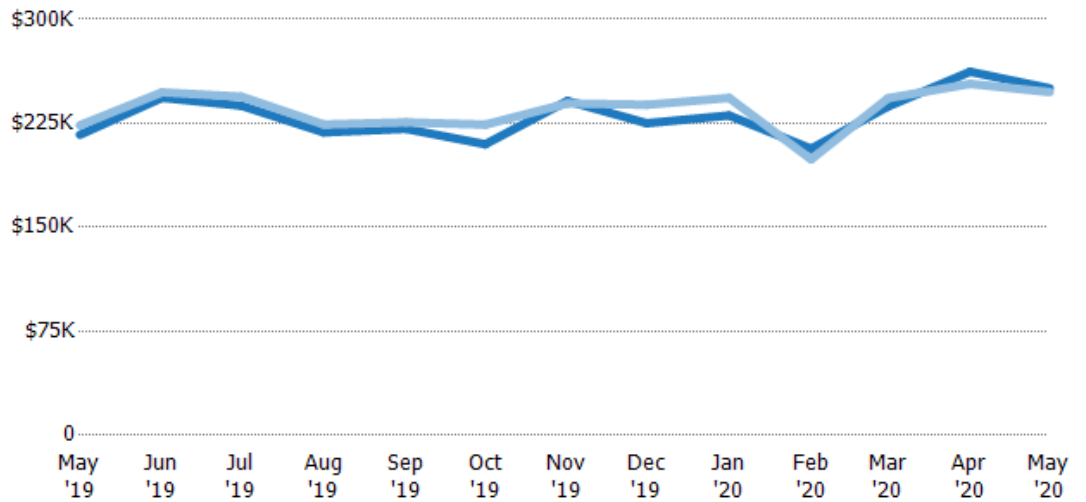
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$233K	\$240K	\$249K	\$225K	\$230K	\$235K	\$244K	\$231K	\$225K	\$185K	\$231K	\$255K	\$247K
Median Sales Price	\$228K	\$240K	\$247K	\$230K	\$229K	\$231K	\$235K	\$229K	\$226K	\$182K	\$224K	\$256K	\$250K
Med Sales Price as a % of Med List Price	98%	100%	99%	102%	100%	99%	96%	99%	101%	98%	97%	101%	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



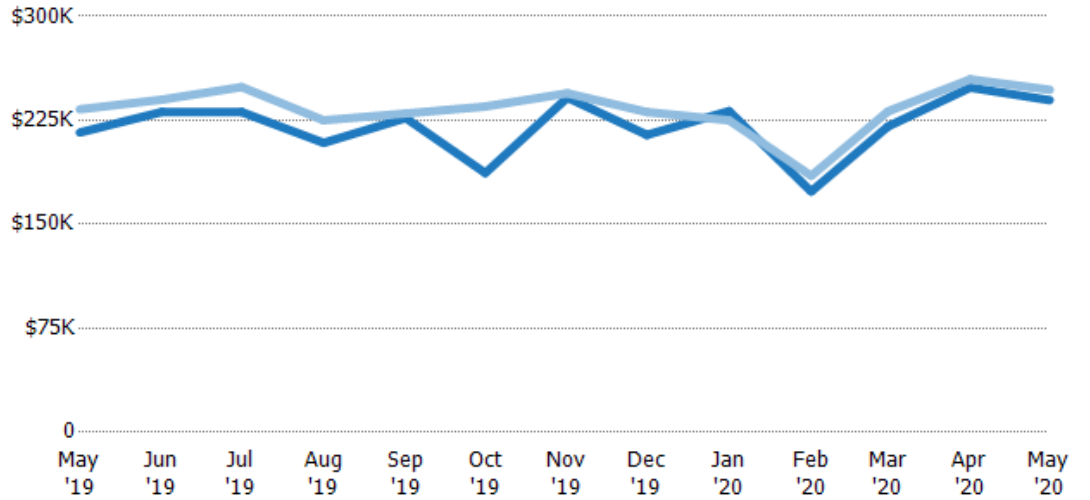
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$217K	\$243K	\$238K	\$218K	\$221K	\$210K	\$241K	\$225K	\$231K	\$207K	\$237K	\$262K	\$250K
Avg Sales Price	\$224K	\$247K	\$244K	\$224K	\$226K	\$224K	\$239K	\$238K	\$243K	\$199K	\$243K	\$253K	\$248K
Avg Sales Price as a % of Avg Est Value	103%	102%	103%	103%	102%	107%	99%	106%	105%	96%	102%	97%	99%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$216K	\$231K	\$231K	\$209K	\$227K	\$187K	\$241K	\$214K	\$232K	\$174K	\$221K	\$249K	\$240K
Median Sales Price	\$233K	\$240K	\$249K	\$225K	\$230K	\$235K	\$244K	\$231K	\$225K	\$185K	\$231K	\$255K	\$247K
Med Sales Price as a % of Med Est Value	108%	104%	108%	108%	101%	126%	101%	108%	97%	107%	105%	102%	103%