

## 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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	95	96	-1%	363	402	-9.7%
New Listing Volume	\$24,987,891	\$23,180,775	+7.8%	\$96,472,926	\$97,128,756	-0.7%
Active Listing Count	176	320	-45%	N/A	N/A	
Active Listing Volume	\$49,431,744	\$79,186,778	-37.6%	N/A	N/A	
Average Listing Price	\$280,862	\$247,459	+13.5%	\$258,897	\$247,603	+4.6%
Median Listing Price	\$249,900	\$234,900	+6.4%	\$245,869	\$238,211	+3.2%
Median Days in RPR	68	97	-29.9%	121.71	139.85	-13%
Months of Inventory	4	6	-33.8%	5.8	6.9	-16.3%
Absorption Rate	25%	16.56%	+8.4%	17.37%	14.54%	+2.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	111	84	+32.1%	426	348	+22.4%
New Pending Sales Volume	\$26,914,962	\$18,989,609	+41.7%	\$102,779,744	\$81,276,605	+26.5%
Pending Sales Count	155	119	+30.3%	N/A	N/A	
Pending Sales Volume	\$38,119,153	\$28,799,872	+32.4%	N/A	N/A	
Closed Sales Count	63	59	+6.8%	241	227	+6.2%
Closed Sales Volume	\$15,745,955	\$14,392,975	+9.4%	\$57,689,946	\$51,190,782	+12.7%
Average Sales Price	\$249,936	\$243,949	+2.5%	\$239,377	\$225,510	+6.1%
Median Sales Price	\$255,000	\$239,900	+6.3%	\$235,799	\$219,560	+7.4%

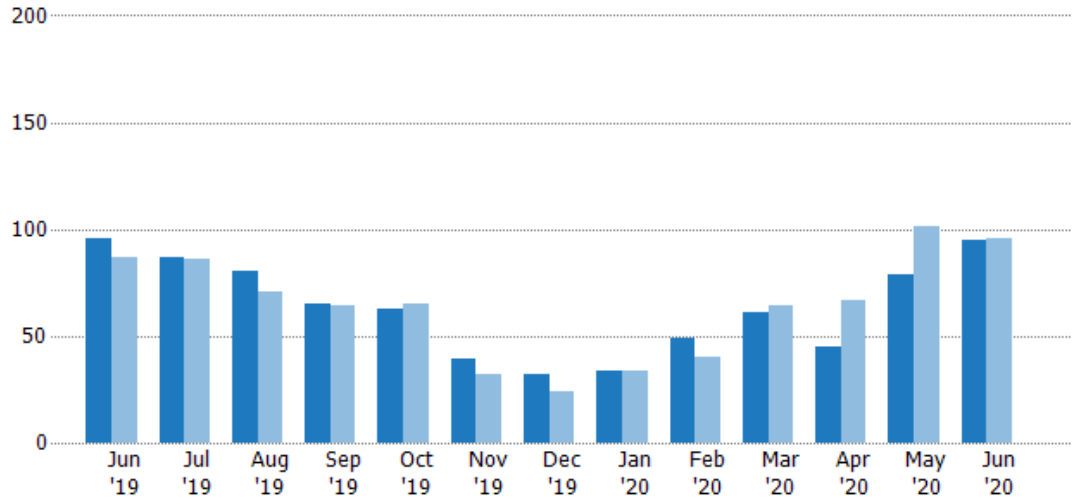
## New Listings

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.
Jun '20	95	-1%
Jun '19	96	10.3%
Jun '18	87	-11.5%



Current Year	96	87	80	65	63	39	32	34	49	61	45	79	95
Prior Year	87	86	71	64	65	32	24	34	40	64	67	101	96
Percent Change from Prior Year	10%	1%	13%	2%	-3%	22%	33%	0%	23%	-5%	-33%	-22%	-1%

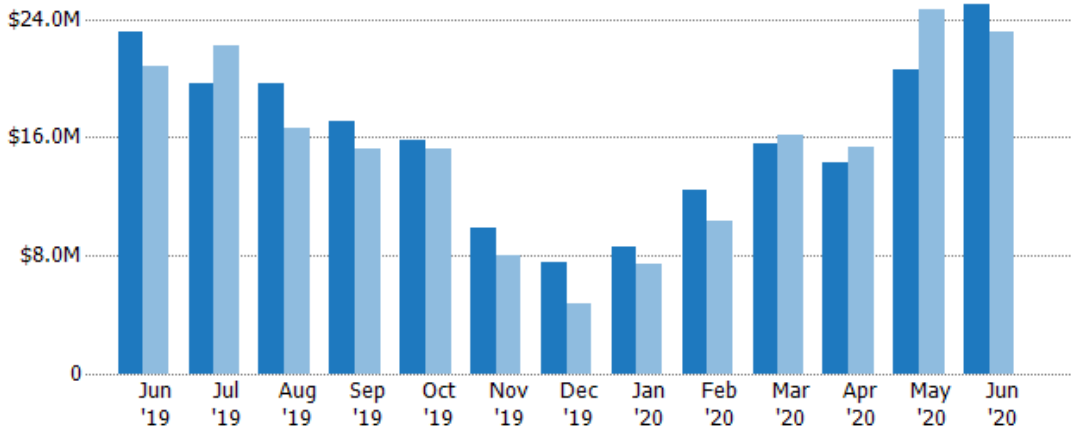
## New Listing Volume

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.
Jun '20	\$25M	7.8%
Jun '19	\$23.2M	11.3%
Jun '18	\$20.8M	-18.1%



Current Year	\$23.2M	\$19.6M	\$19.7M	\$17.1M	\$15.8M	\$9.82M	\$7.54M	\$8.58M	\$12.5M	\$15.6M	\$14.3M	\$20.6M	\$25M
Prior Year	\$20.8M	\$22.3M	\$16.6M	\$15.2M	\$15.2M	\$8.04M	\$4.79M	\$7.47M	\$10.3M	\$16.2M	\$15.4M	\$24.7M	\$23.2M
Percent Change from Prior Year	11%	-12%	19%	13%	4%	22%	57%	15%	21%	-3%	-7%	-16%	8%

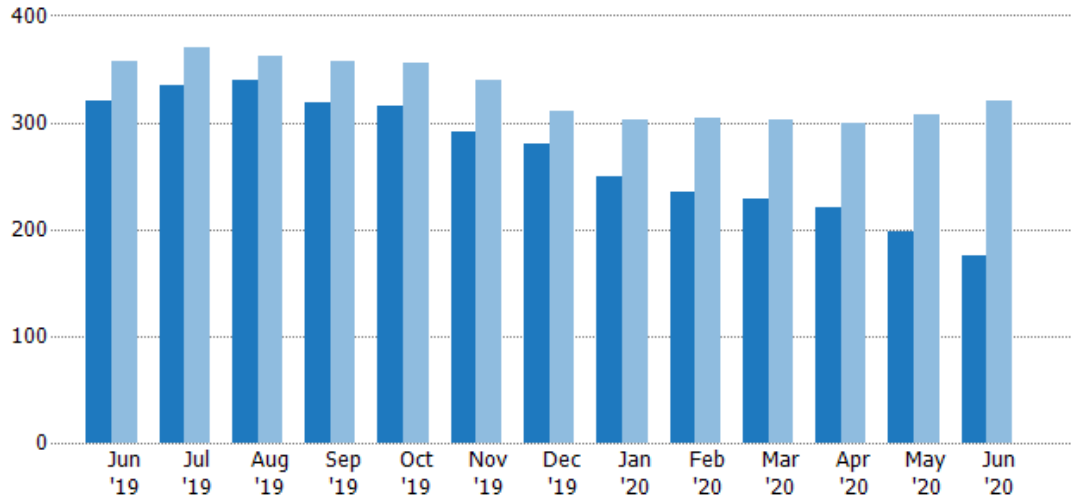
## Active Listings

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.
Jun '20	176	-45%
Jun '19	320	-10.6%
Jun '18	358	-0.6%



Current Year	320	334	340	319	316	291	280	250	235	229	220	197	176
Prior Year	358	370	362	358	356	340	311	302	304	302	300	308	320
Percent Change from Prior Year	-11%	-10%	-6%	-11%	-11%	-14%	-10%	-17%	-23%	-24%	-27%	-36%	-45%

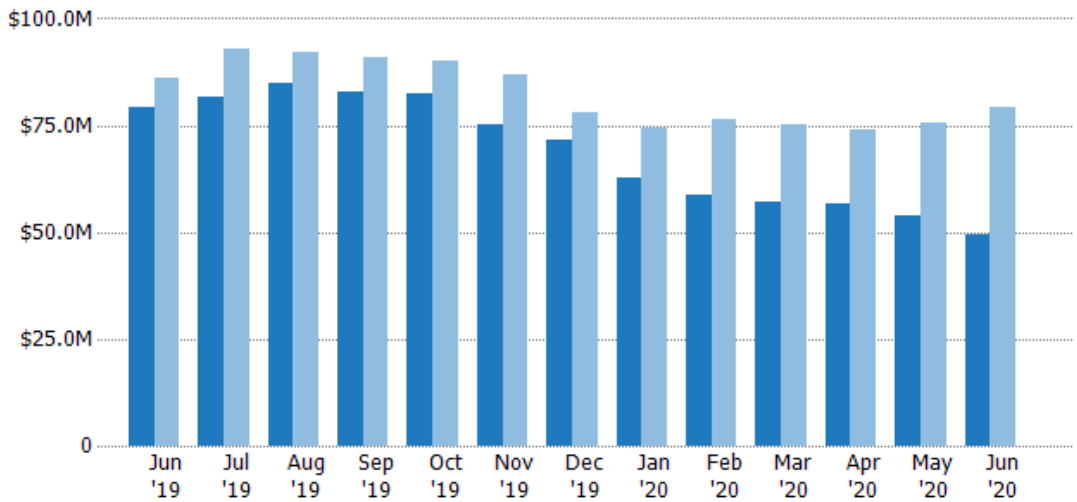
## Active Listing Volume

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.
Jun '20	\$49.4M	-37.6%
Jun '19	\$79.2M	-8.1%
Jun '18	\$86.2M	-4.8%



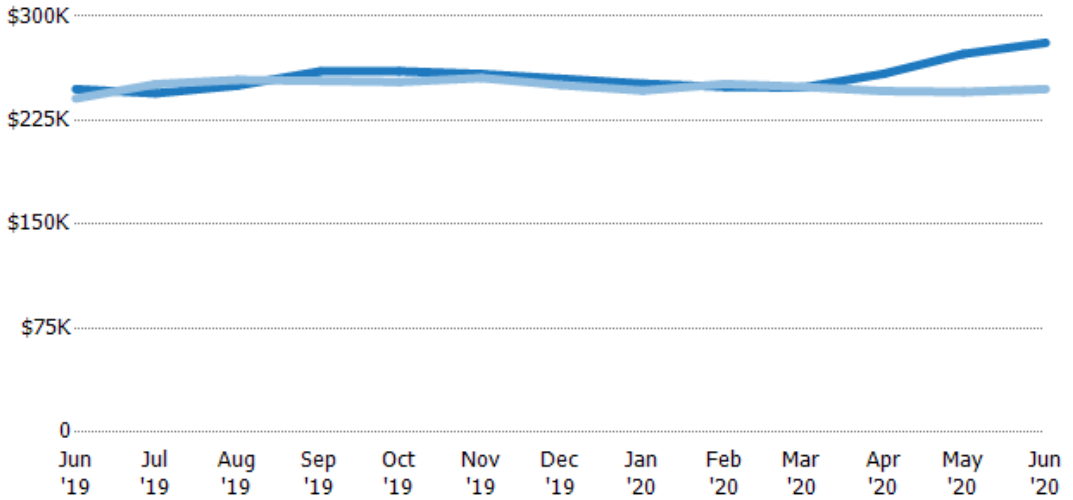
Current Year	\$79.2M	\$81.6M	\$85M	\$83M	\$82.3M	\$75.2M	\$71.4M	\$62.9M	\$58.5M	\$56.9M	\$56.9M	\$53.8M	\$49.4M
Prior Year	\$86.2M	\$92.9M	\$92M	\$90.7M	\$89.9M	\$86.9M	\$77.9M	\$74.4M	\$76.4M	\$75.2M	\$73.8M	\$75.6M	\$79.2M
Percent Change from Prior Year	-8%	-12%	-8%	-9%	-9%	-13%	-8%	-16%	-23%	-24%	-23%	-29%	-38%

## 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



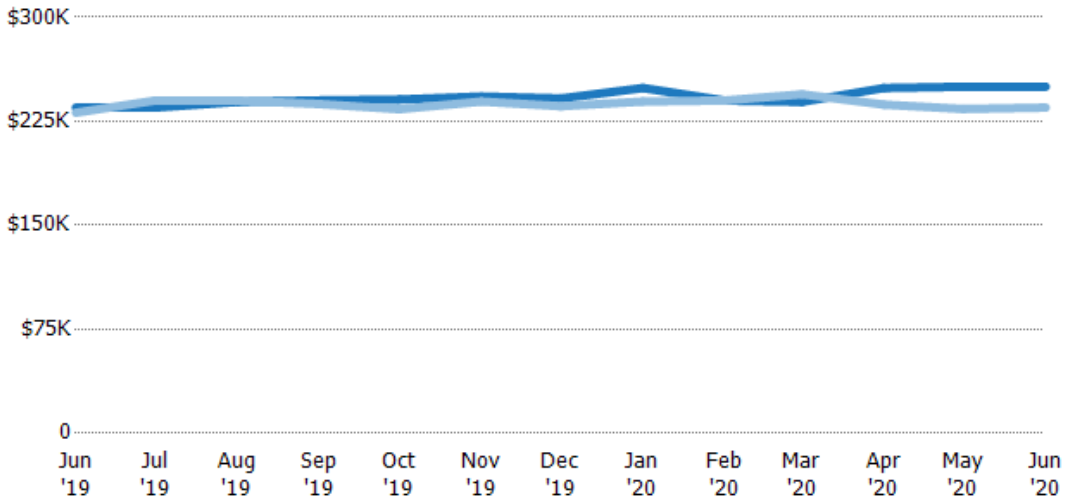
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$247K	\$244K	\$250K	\$260K	\$260K	\$258K	\$255K	\$251K	\$249K	\$249K	\$259K	\$273K	\$281K
Prior Year	\$241K	\$251K	\$254K	\$253K	\$253K	\$256K	\$250K	\$246K	\$251K	\$249K	\$246K	\$245K	\$247K
Percent Change from Prior Year	3%	-3%	-2%	3%	3%	1%	2%	2%	-1%	0%	5%	11%	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



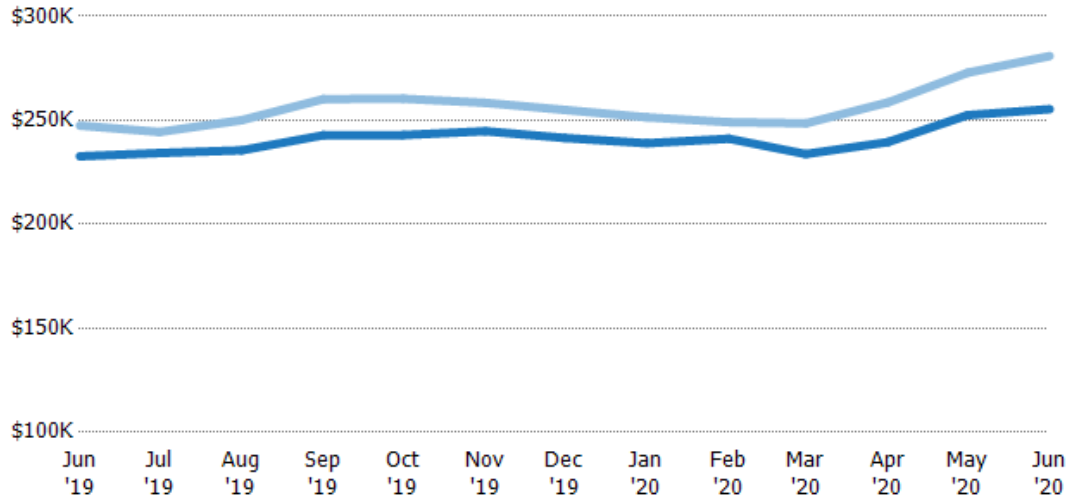
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$235K	\$235K	\$239K	\$240K	\$241K	\$243K	\$241K	\$249K	\$240K	\$239K	\$249K	\$250K	\$250K
Prior Year	\$231K	\$240K	\$240K	\$237K	\$234K	\$239K	\$236K	\$239K	\$240K	\$244K	\$237K	\$234K	\$235K
Percent Change from Prior Year	2%	-2%	0%	1%	3%	2%	2%	4%	0%	-2%	5%	7%	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



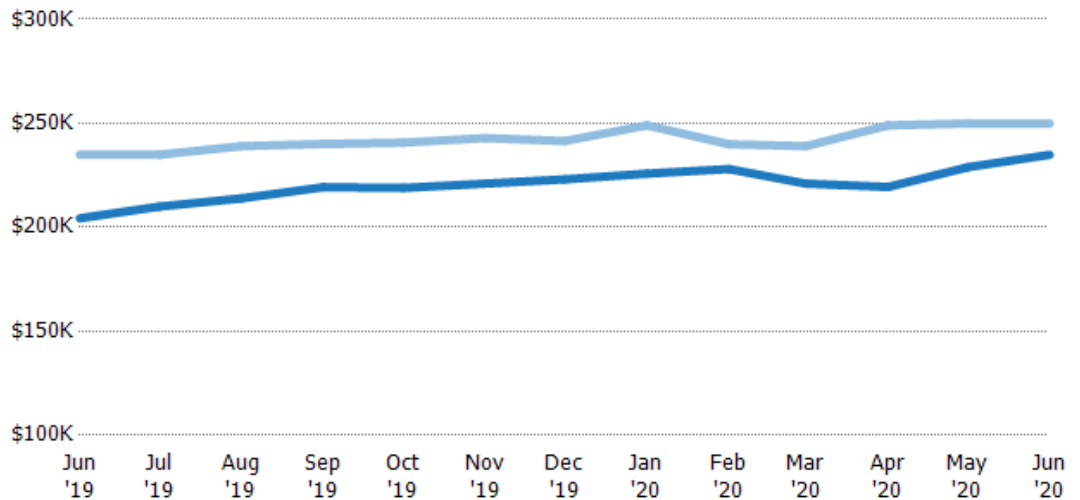
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$233K	\$234K	\$236K	\$243K	\$243K	\$245K	\$242K	\$239K	\$241K	\$234K	\$240K	\$252K	\$255K
Avg Listing Price	\$247K	\$244K	\$250K	\$260K	\$260K	\$258K	\$255K	\$251K	\$249K	\$249K	\$259K	\$273K	\$281K
Avg Listing Price as a % of Avg Est Value	106%	104%	106%	107%	107%	106%	106%	105%	103%	106%	108%	108%	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



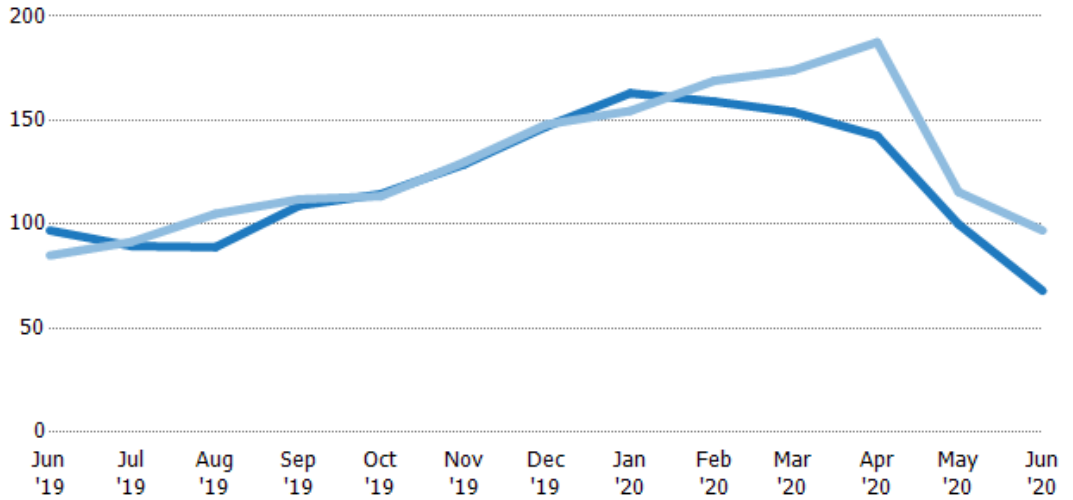
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$204K	\$210K	\$214K	\$219K	\$219K	\$221K	\$223K	\$226K	\$228K	\$221K	\$219K	\$229K	\$235K
Median Listing Price	\$235K	\$235K	\$239K	\$240K	\$241K	\$243K	\$241K	\$249K	\$240K	\$239K	\$249K	\$250K	\$250K
Med Listing Price as a % of Med Est Value	115%	112%	112%	109%	110%	110%	108%	110%	105%	108%	113%	109%	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



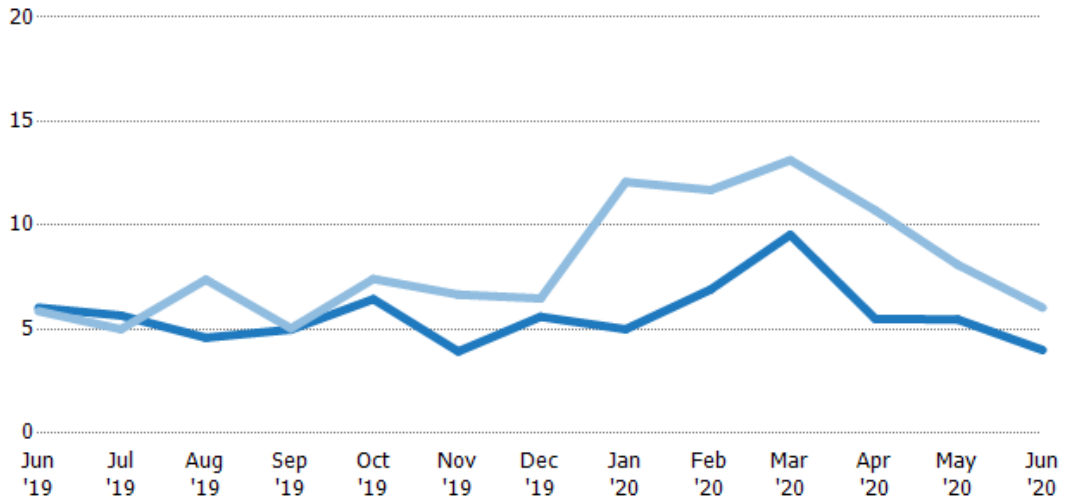
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	97	89.5	89	109	115	129	147	163	159	154	143	100	68
Prior Year	85	91.5	105	112	114	130	148	155	169	174	188	116	97
Percent Change from Prior Year	14%	-2%	-15%	-3%	1%	-1%	-1%	6%	-6%	-11%	-24%	-13%	-30%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	6.04	5.66	4.59	4.98	6.45	3.93	5.6	5	6.91	9.54	5.5	5.47	4
Prior Year	5.87	5	7.39	5.04	7.42	6.67	6.48	12.1	11.7	13.1	10.7	8.11	6.04
Percent Change from Prior Year	3%	13%	-38%	-1%	-13%	-41%	-14%	-59%	-41%	-27%	-49%	-32%	-34%

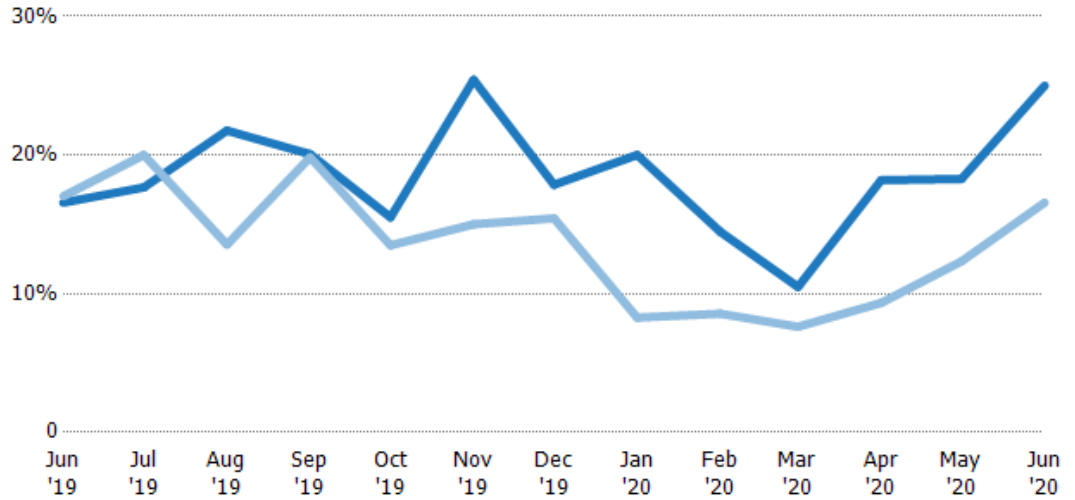
## Absorption Rate

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.
Jun '20	25%	-8.4%
Jun '19	17%	0.5%
Jun '18	17%	-40.6%



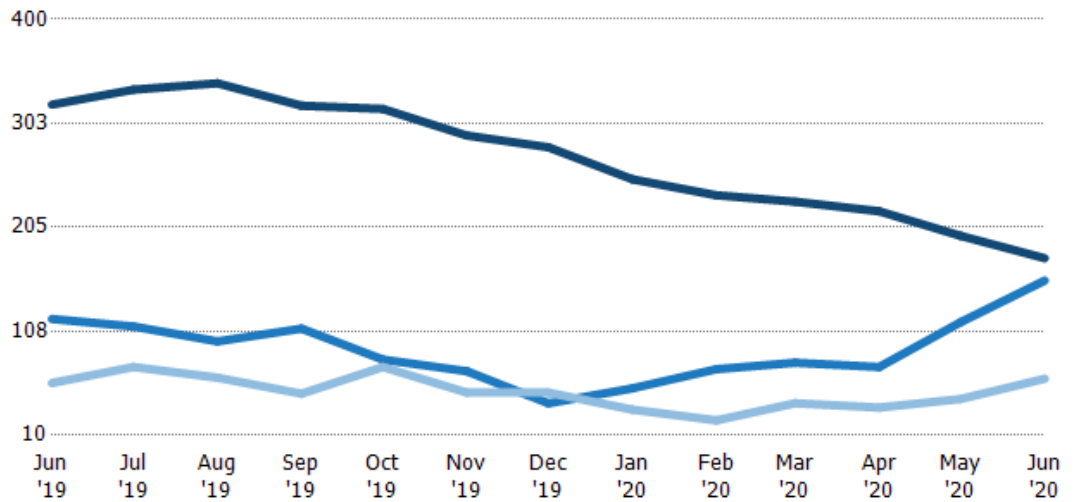
Current Year	17%	18%	22%	20%	16%	25%	18%	20%	14%	10%	18%	18%	25%
Prior Year	17%	20%	14%	20%	13%	15%	15%	8%	9%	8%	9%	12%	17%
Change from Prior Year	0%	2%	-8%	0%	-2%	-10%	-2%	-12%	-6%	-3%	-9%	-6%	-8%

## 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	320	334	340	319	316	291	280	250	235	229	220	197	176
Pending	119	112	98	110	81	70	40	54	72	78	74	116	155
Sold	59	74	64	49	74	50	50	34	24	40	36	44	63

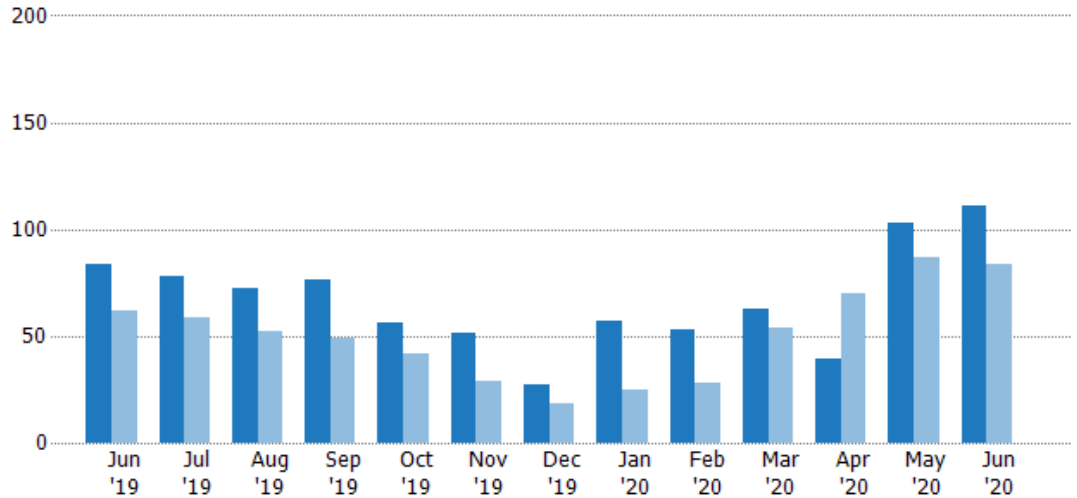
## New Pending Sales

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.
Jun '20	111	32.1%
Jun '19	84	35.5%
Jun '18	62	-11.3%



Current Year	84	78	72	76	56	51	27	57	53	63	39	103	111
Prior Year	62	59	52	49	42	29	18	25	28	54	70	87	84
Percent Change from Prior Year	35%	32%	38%	55%	33%	76%	50%	128%	89%	17%	-44%	18%	32%

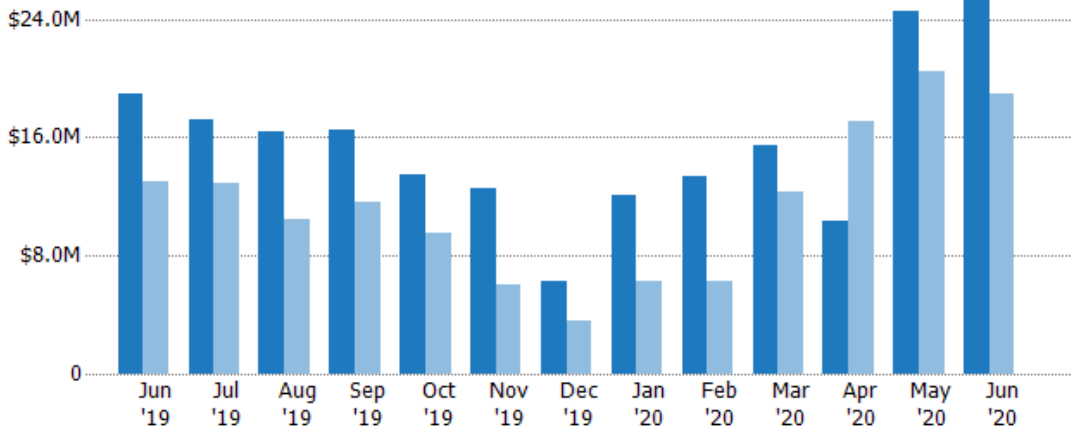
## New Pending Sales Volume

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.
Jun '20	\$26.9M	41.7%
Jun '19	\$19M	45.6%
Jun '18	\$13M	-6.2%



Current Year	\$19M	\$17.2M	\$16.4M	\$16.6M	\$13.5M	\$12.5M	\$6.3M	\$12.1M	\$13.4M	\$15.5M	\$10.4M	\$24.5M	\$26.9M
Prior Year	\$13M	\$12.9M	\$10.5M	\$11.6M	\$9.52M	\$6M	\$3.6M	\$6.23M	\$6.25M	\$12.3M	\$17M	\$20.5M	\$19M
Percent Change from Prior Year	46%	33%	57%	42%	41%	109%	75%	94%	114%	26%	-39%	20%	42%



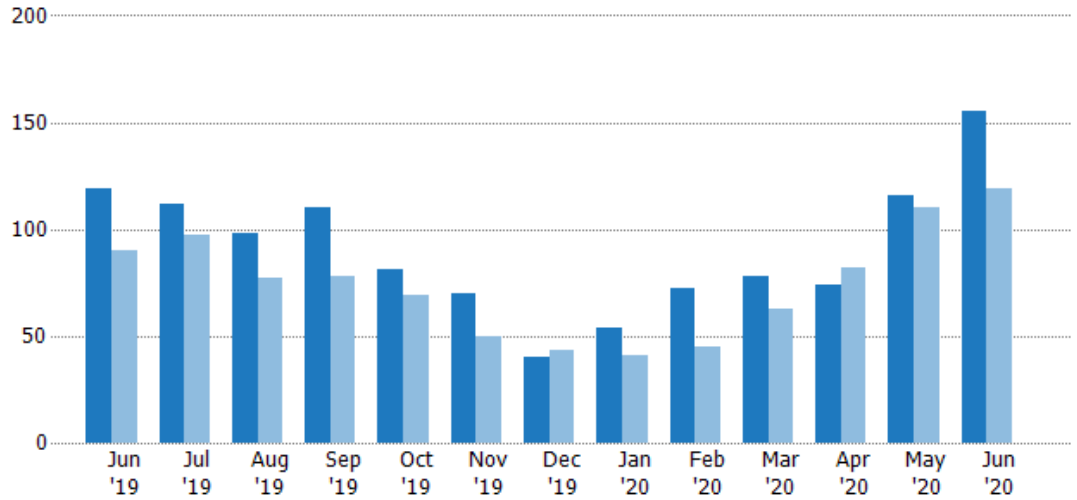
## Pending Sales

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.
Jun '20	155	30.3%
Jun '19	119	32.2%
Jun '18	90	7.8%



Current Year	119	112	98	110	81	70	40	54	72	78	74	116	155
Prior Year	90	97	77	78	69	50	43	41	45	63	82	110	119
Percent Change from Prior Year	32%	15%	27%	41%	17%	40%	-7%	32%	60%	24%	-10%	5%	30%

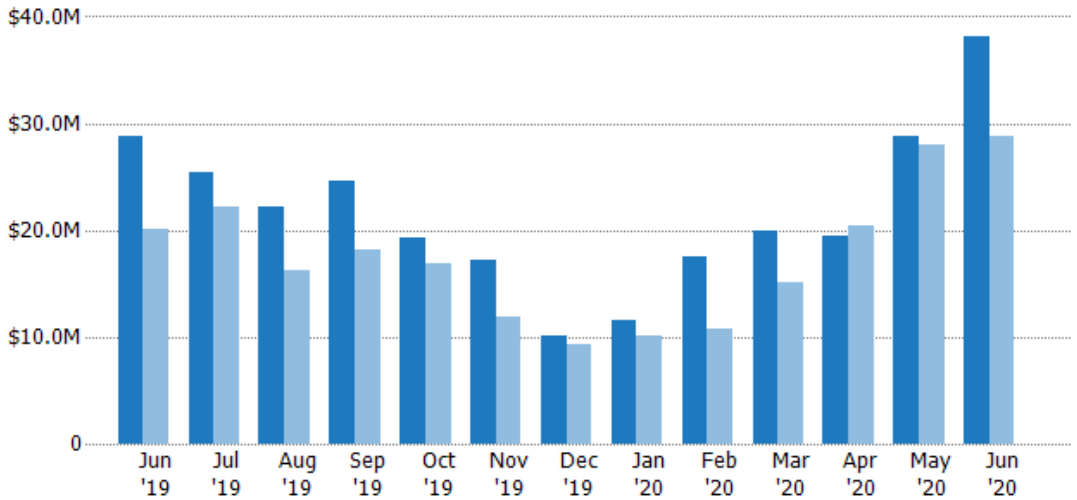
## Pending Sales Volume

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.
Jun '20	\$38.1M	32.4%
Jun '19	\$28.8M	43.3%
Jun '18	\$20.1M	7.5%



Current Year	\$28.8M	\$25.5M	\$22.2M	\$24.6M	\$19.3M	\$17.3M	\$10.1M	\$11.6M	\$17.6M	\$20M	\$19.4M	\$28.7M	\$38.1M
Prior Year	\$20.1M	\$22.2M	\$16.3M	\$18.2M	\$16.9M	\$11.9M	\$9.34M	\$10.1M	\$10.8M	\$15.1M	\$20.4M	\$28M	\$28.8M
Percent Change from Prior Year	43%	15%	37%	35%	14%	45%	8%	16%	63%	33%	-5%	2%	32%

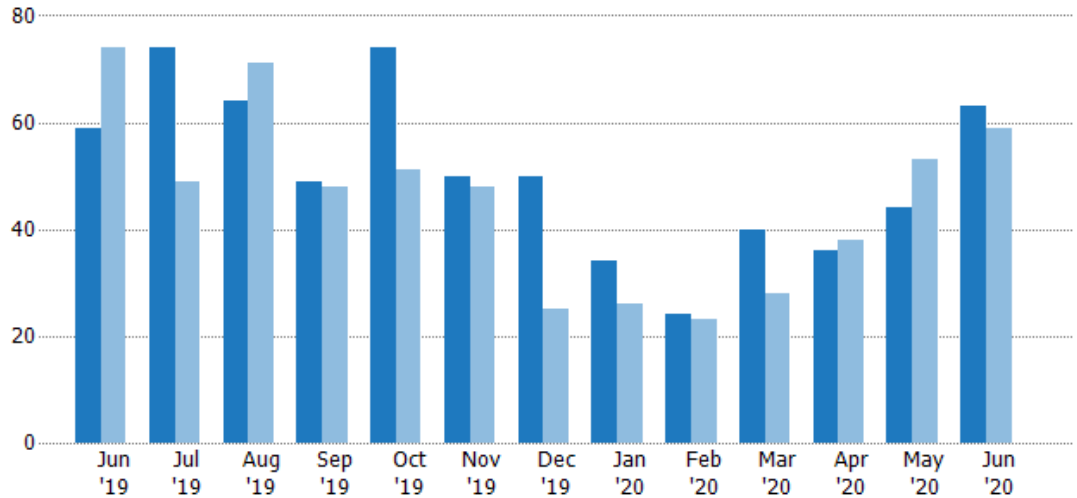
## Closed Sales

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.
Jun '20	63	6.8%
Jun '19	59	-20.3%
Jun '18	74	-25.7%



Current Year	59	74	64	49	74	50	50	34	24	40	36	44	63
Prior Year	74	49	71	48	51	48	25	26	23	28	38	53	59
Percent Change from Prior Year	-20%	51%	-10%	2%	45%	4%	100%	31%	4%	43%	-5%	-17%	7%

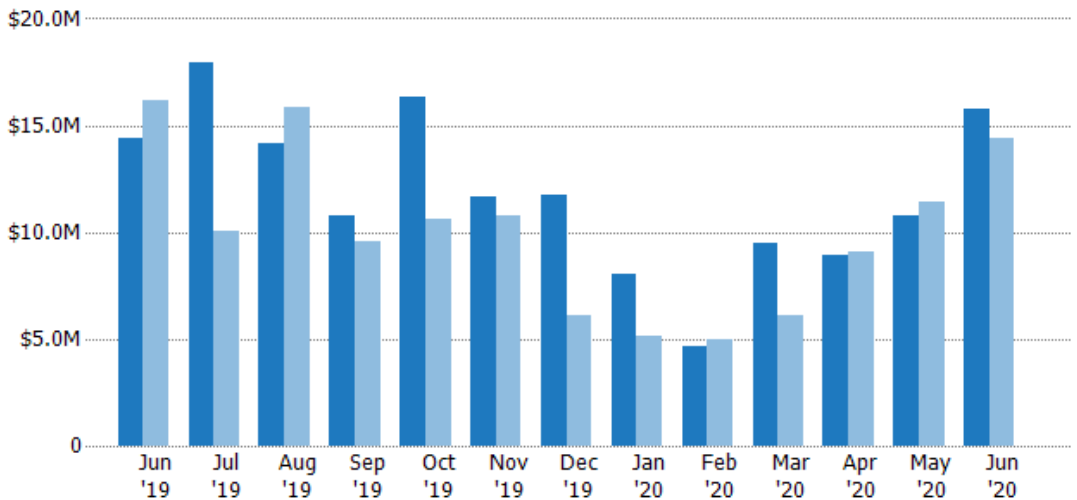
## Closed Sales Volume

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.
Jun '20	\$15.7M	9.4%
Jun '19	\$14.4M	-11%
Jun '18	\$16.2M	-28.5%



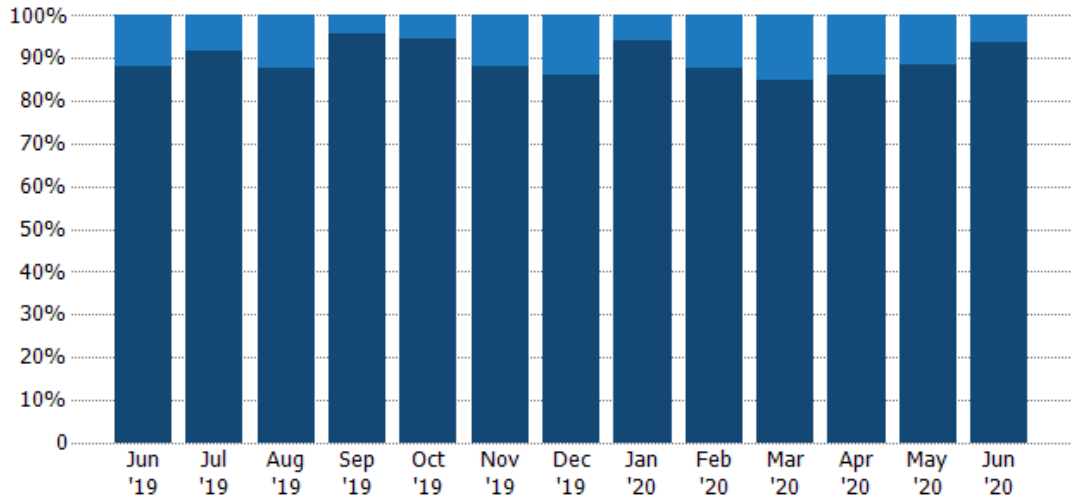
Current Year	\$14.4M	\$18M	\$14.2M	\$10.8M	\$16.3M	\$11.6M	\$11.7M	\$8.05M	\$4.69M	\$9.5M	\$8.95M	\$10.7M	\$15.7M
Prior Year	\$16.2M	\$10M	\$15.9M	\$9.55M	\$10.6M	\$10.8M	\$6.07M	\$5.15M	\$4.96M	\$6.14M	\$9.11M	\$11.4M	\$14.4M
Percent Change from Prior Year	-11%	79%	-11%	13%	54%	8%	93%	56%	-5%	55%	-2%	-6%	9%

## 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



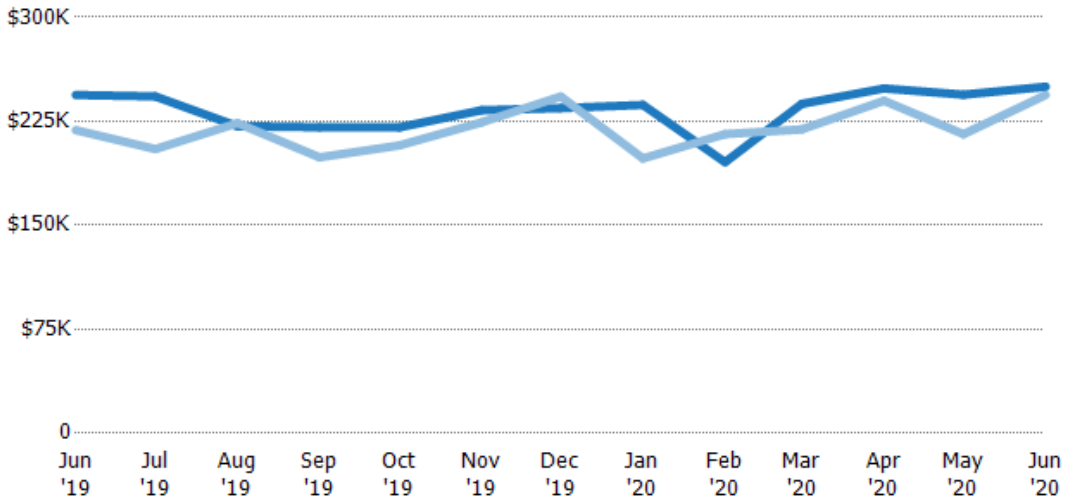
Condo/Townhouse	12%	8%	13%	4%	5%	12%	14%	6%	13%	15%	14%	11%	6%
Single Family Residence	88%	92%	88%	96%	95%	88%	86%	94%	88%	85%	86%	89%	94%

## 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



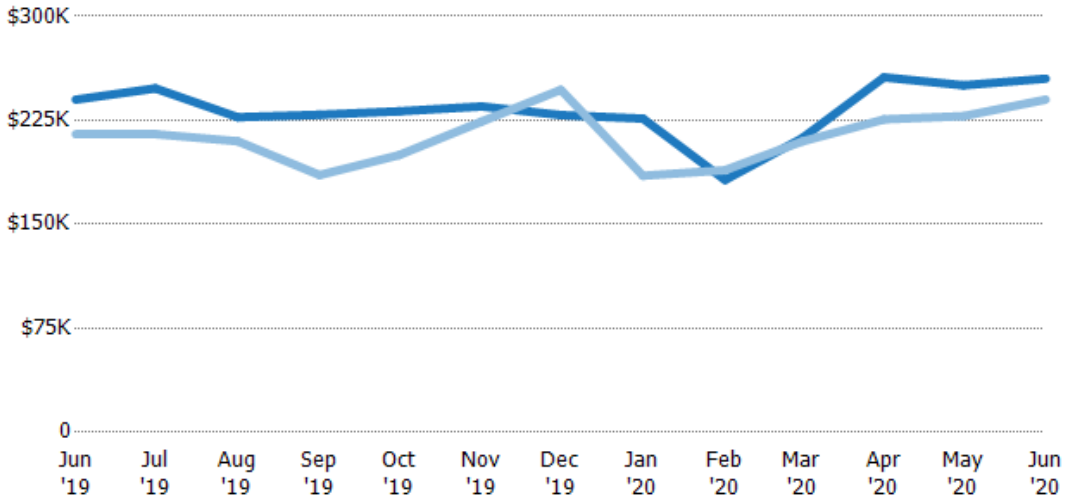
Current Year	\$244K	\$243K	\$221K	\$221K	\$221K	\$233K	\$234K	\$237K	\$196K	\$238K	\$249K	\$244K	\$250K
Prior Year	\$219K	\$205K	\$224K	\$199K	\$208K	\$224K	\$243K	\$198K	\$216K	\$219K	\$240K	\$216K	\$244K
Percent Change from Prior Year	12%	19%	-1%	11%	6%	4%	-3%	19%	-9%	8%	4%	13%	2%

## 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



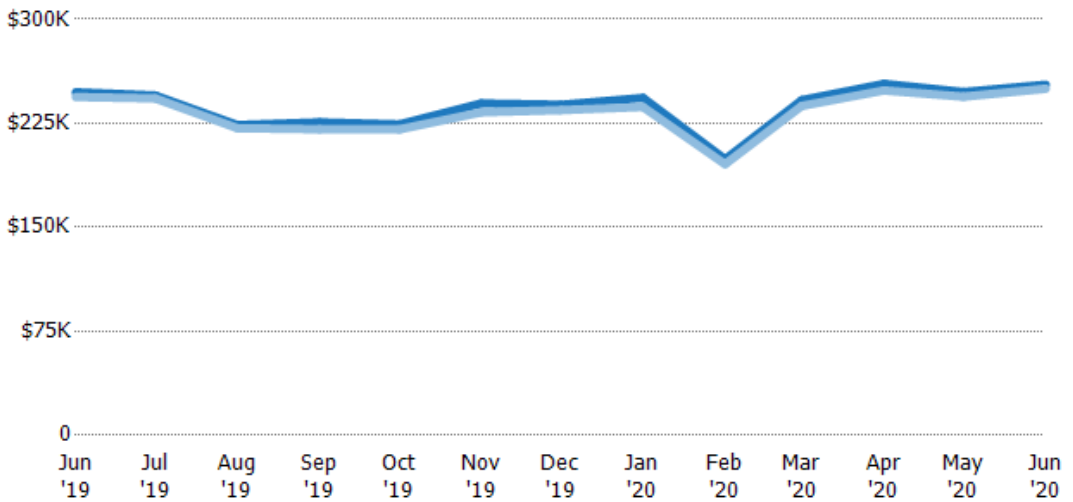
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$240K	\$248K	\$227K	\$229K	\$231K	\$235K	\$229K	\$226K	\$182K	\$212K	\$256K	\$250K	\$255K
Prior Year	\$215K	\$215K	\$210K	\$186K	\$200K	\$224K	\$247K	\$185K	\$189K	\$210K	\$226K	\$228K	\$240K
Percent Change from Prior Year	12%	15%	8%	23%	16%	5%	-7%	22%	-4%	1%	13%	10%	6%

## 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



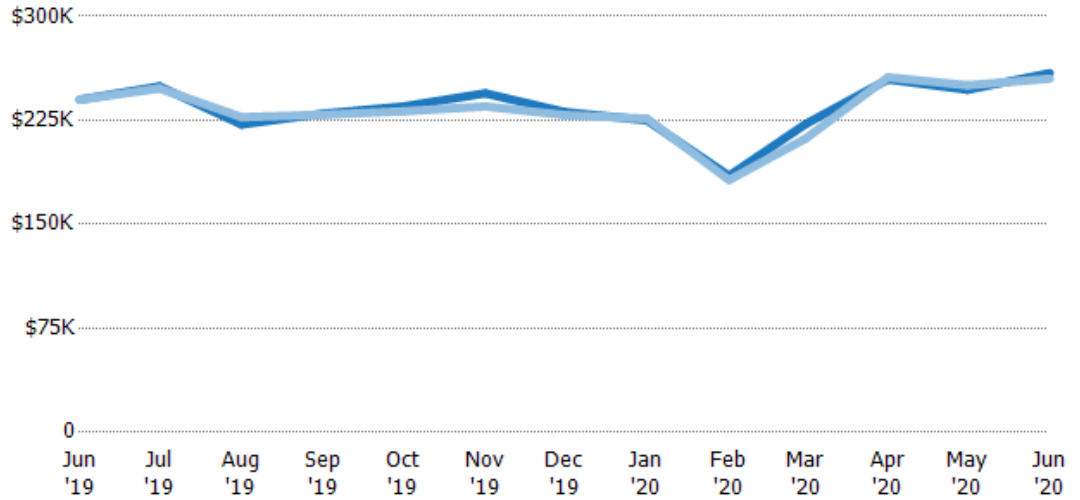
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$247K	\$245K	\$224K	\$226K	\$224K	\$239K	\$238K	\$243K	\$199K	\$242K	\$253K	\$248K	\$253K
Avg Sales Price	\$244K	\$243K	\$221K	\$221K	\$221K	\$233K	\$234K	\$237K	\$196K	\$238K	\$249K	\$244K	\$250K
Avg Sales Price as a % of Avg List Price	99%	99%	99%	98%	98%	97%	98%	97%	98%	98%	98%	99%	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



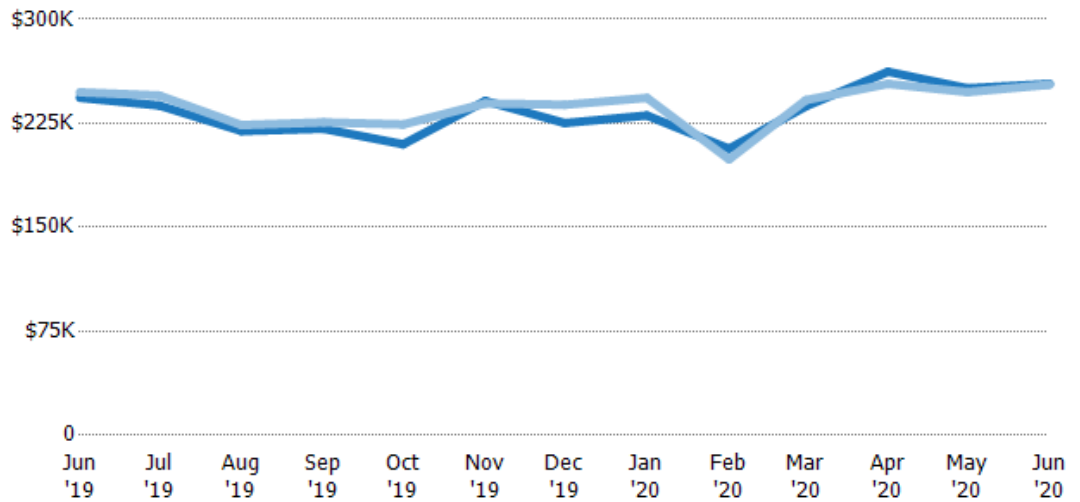
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$240K	\$249K	\$222K	\$230K	\$235K	\$244K	\$231K	\$225K	\$185K	\$222K	\$255K	\$247K	\$259K
Median Sales Price	\$240K	\$248K	\$227K	\$229K	\$231K	\$235K	\$229K	\$226K	\$182K	\$212K	\$256K	\$250K	\$255K
Med Sales Price as a % of Med List Price	100%	99%	102%	100%	99%	96%	99%	101%	98%	95%	101%	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



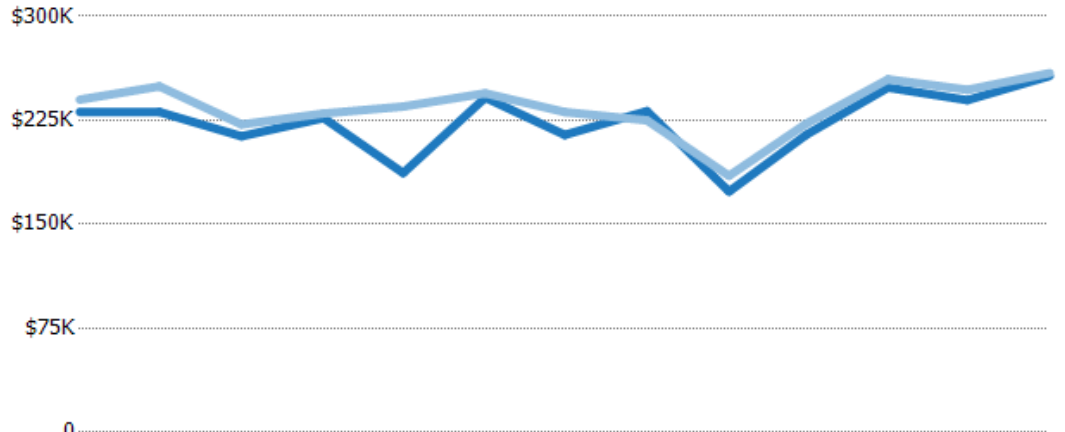
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$243K	\$238K	\$219K	\$221K	\$210K	\$241K	\$225K	\$231K	\$207K	\$237K	\$262K	\$250K	\$253K
Avg Sales Price	\$247K	\$245K	\$224K	\$226K	\$224K	\$239K	\$238K	\$243K	\$199K	\$242K	\$253K	\$248K	\$253K
Avg Sales Price as a % of Avg Est Value	102%	103%	102%	102%	107%	99%	106%	105%	96%	102%	97%	99%	100%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$231K	\$231K	\$213K	\$227K	\$187K	\$241K	\$214K	\$232K	\$174K	\$214K	\$249K	\$240K	\$257K
Median Sales Price	\$240K	\$249K	\$222K	\$230K	\$235K	\$244K	\$231K	\$225K	\$185K	\$222K	\$255K	\$247K	\$259K
Med Sales Price as a % of Med Est Value	104%	108%	104%	101%	126%	101%	108%	97%	107%	104%	102%	103%	101%