

## 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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	71	89	-20.2%	430	488	-11.9%
New Listing Volume	\$22,300,297	\$20,224,437	+10.3%	\$117,382,712	\$116,742,193	+0.5%
Active Listing Count	170	334	-49.1%	N/A	N/A	
Active Listing Volume	\$51,821,402	\$81,898,077	-36.7%	N/A	N/A	
Average Listing Price	\$304,832	\$245,204	+24.3%	\$264,677	\$248,409	+6.5%
Median Listing Price	\$264,500	\$234,900	+12.6%	\$248,796	\$239,009	+4.1%
Median Days in RPR	74.5	89.5	-16.8%	114.29	128.65	-11.2%
Months of Inventory	2.7	5.7	-51.6%	5	6.9	-26.9%
Absorption Rate	36.47%	17.66%	+18.8%	19.85%	14.5%	+5.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	84	78	+7.7%	507	426	+19%
New Pending Sales Volume	\$22,303,855	\$17,210,415	+29.6%	\$124,946,599	\$98,487,020	+26.9%
Pending Sales Count	148	112	+32.1%	N/A	N/A	
Pending Sales Volume	\$37,562,848	\$25,490,959	+47.4%	N/A	N/A	
Closed Sales Count	77	74	+4.1%	318	299	+6.4%
Closed Sales Volume	\$18,478,750	\$17,976,550	+2.8%	\$76,792,271	\$68,883,332	+11.5%
Average Sales Price	\$239,984	\$242,926	-1.2%	\$241,485	\$230,379	+4.8%
Median Sales Price	\$240,000	\$248,000	-3.2%	\$237,189	\$226,543	+4.7%

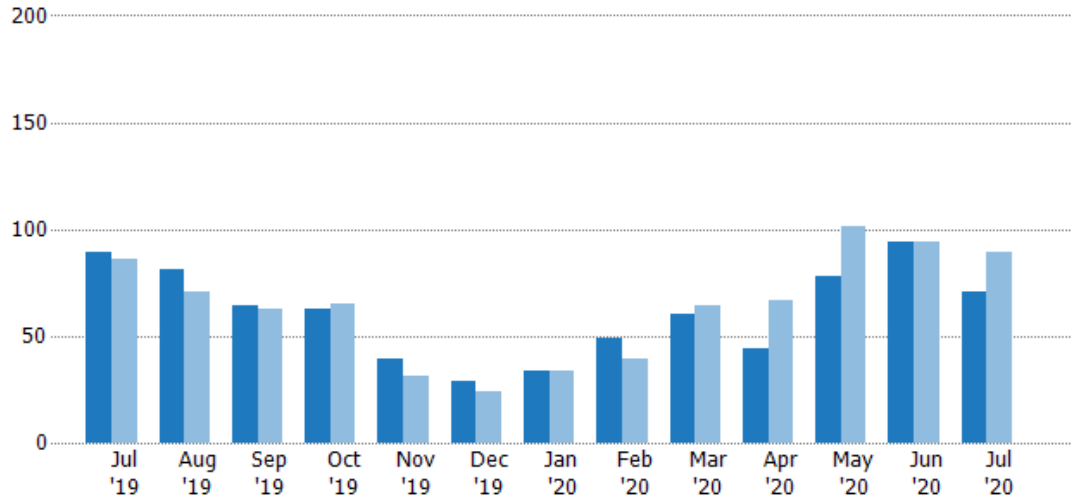
## New Listings

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.
Jul '20	71	-20.2%
Jul '19	89	3.5%
Jul '18	86	-12.8%



Current Year	89	81	64	63	39	29	34	49	60	44	78	94	71
Prior Year	86	71	63	65	31	24	34	39	64	67	101	94	89
Percent Change from Prior Year	3%	14%	2%	-3%	26%	21%	0%	26%	-6%	-34%	-23%	0%	-20%

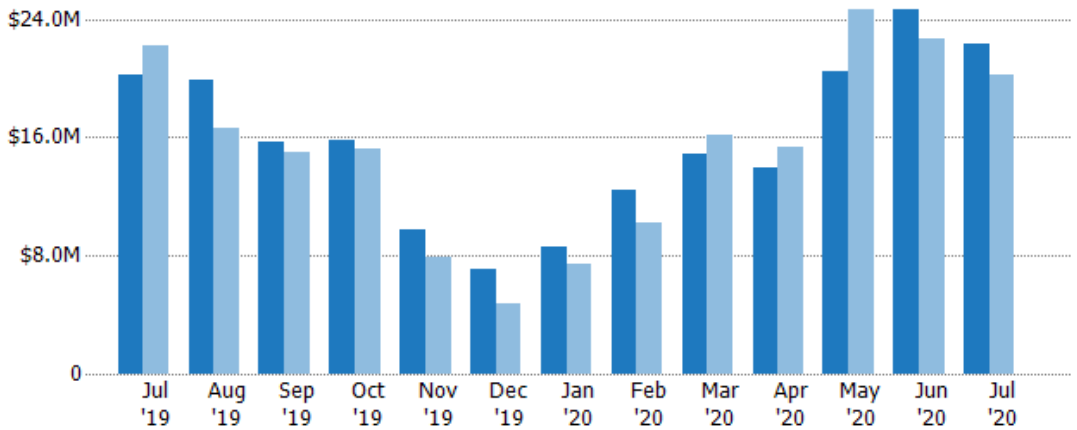
## New Listing Volume

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.
Jul '20	\$22.3M	10.3%
Jul '19	\$20.2M	-9.1%
Jul '18	\$22.3M	-27%



Current Year	\$20.2M	\$19.9M	\$15.7M	\$15.8M	\$9.81M	\$7.12M	\$8.58M	\$12.5M	\$14.9M	\$14M	\$20.5M	\$24.7M	\$22.3M
Prior Year	\$22.3M	\$16.6M	\$15M	\$15.2M	\$7.94M	\$4.79M	\$7.47M	\$10.2M	\$16.2M	\$15.4M	\$24.7M	\$22.6M	\$20.2M
Percent Change from Prior Year	-9%	20%	5%	4%	24%	49%	15%	22%	-8%	-9%	-17%	9%	10%

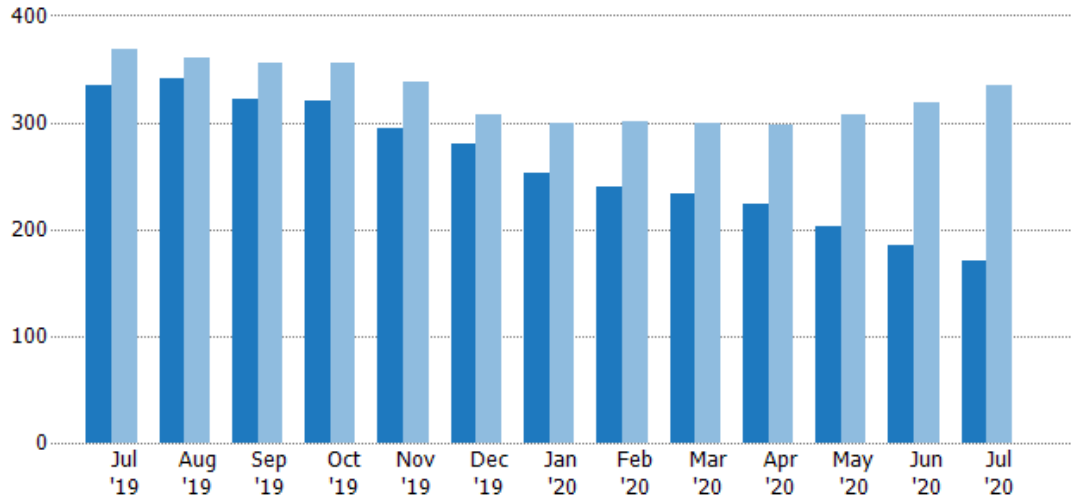
## Active Listings

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.
Jul '20	170	-49.1%
Jul '19	334	-9.2%
Jul '18	368	-1.4%



Current Year	334	341	321	320	295	280	252	239	233	224	203	185	170
Prior Year	368	361	355	355	338	308	300	301	300	298	307	318	334
Percent Change from Prior Year	-9%	-6%	-10%	-10%	-13%	-9%	-16%	-21%	-22%	-25%	-34%	-42%	-49%

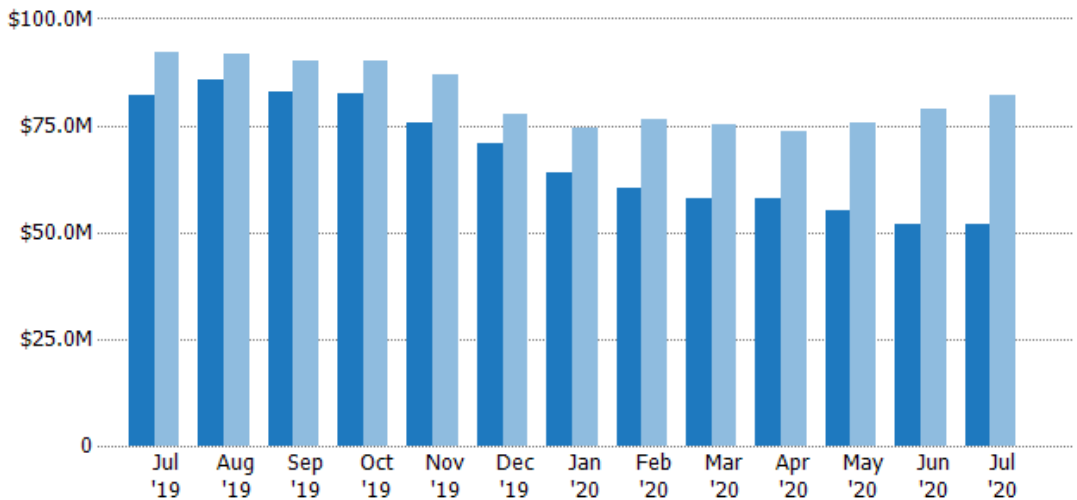
## Active Listing Volume

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.
Jul '20	\$51.8M	-36.7%
Jul '19	\$81.9M	-11.2%
Jul '18	\$92.2M	-11.2%



Current Year	\$81.9M	\$85.7M	\$82.8M	\$82.6M	\$75.5M	\$70.8M	\$63.8M	\$60.2M	\$57.9M	\$57.9M	\$55.2M	\$51.7M	\$51.8M
Prior Year	\$92.2M	\$91.6M	\$90.2M	\$90M	\$86.8M	\$77.4M	\$74.4M	\$76.3M	\$75.2M	\$73.8M	\$75.7M	\$78.9M	\$81.9M
Percent Change from Prior Year	-11%	-6%	-8%	-8%	-13%	-9%	-14%	-21%	-23%	-21%	-27%	-34%	-37%

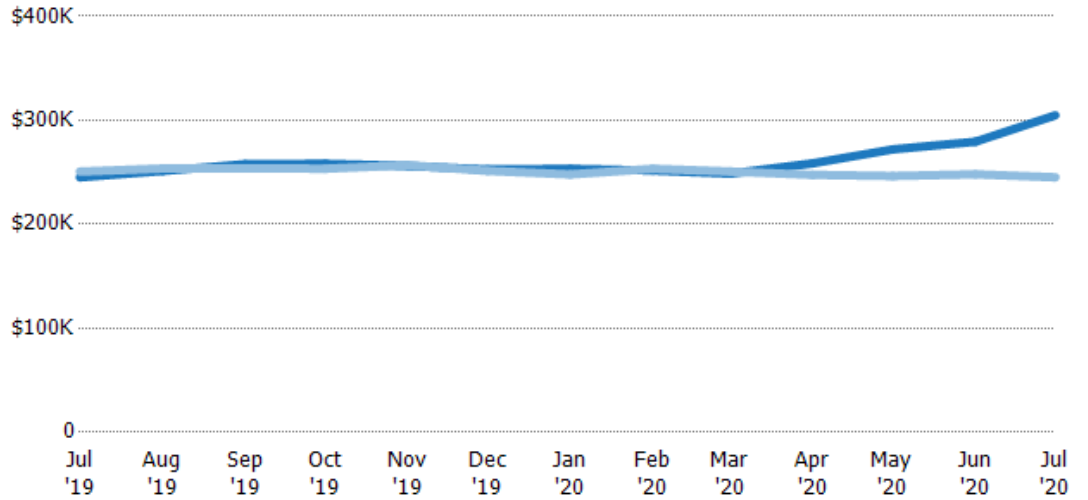
## Average Listing Price

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

Month/ Year	Price	% Chg.
Jul '20	\$305K	24.3%
Jul '19	\$245K	-2.2%
Jul '18	\$251K	-10%



Current Year	\$245K	\$251K	\$258K	\$258K	\$256K	\$253K	\$253K	\$252K	\$249K	\$259K	\$272K	\$279K	\$305K
Prior Year	\$251K	\$254K	\$254K	\$253K	\$257K	\$251K	\$248K	\$253K	\$251K	\$247K	\$246K	\$248K	\$245K
Percent Change from Prior Year	-2%	-1%	2%	2%	0%	1%	2%	-1%	-1%	4%	10%	13%	24%

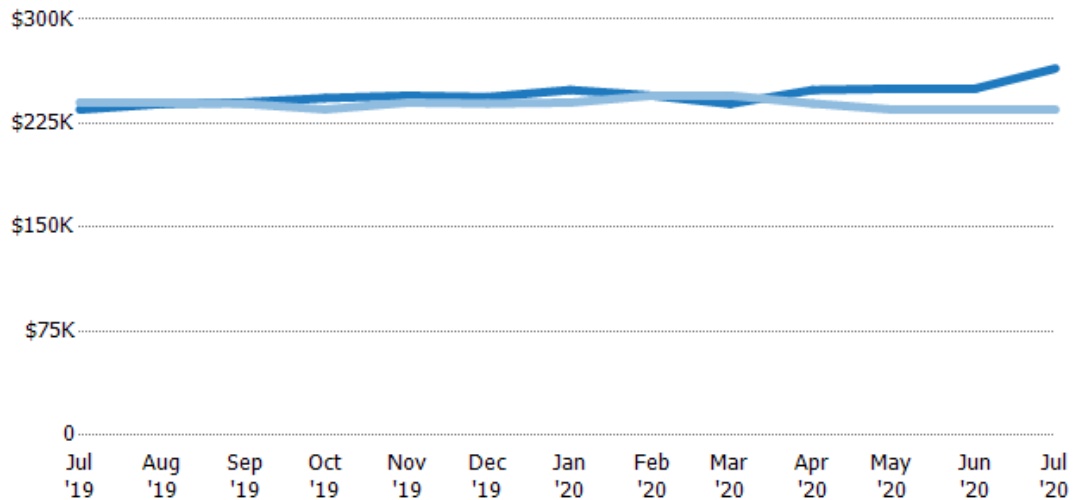
## Median Listing Price

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

Month/ Year	Price	% Chg.
Jul '20	\$265K	12.6%
Jul '19	\$235K	-2.1%
Jul '18	\$240K	-10.5%



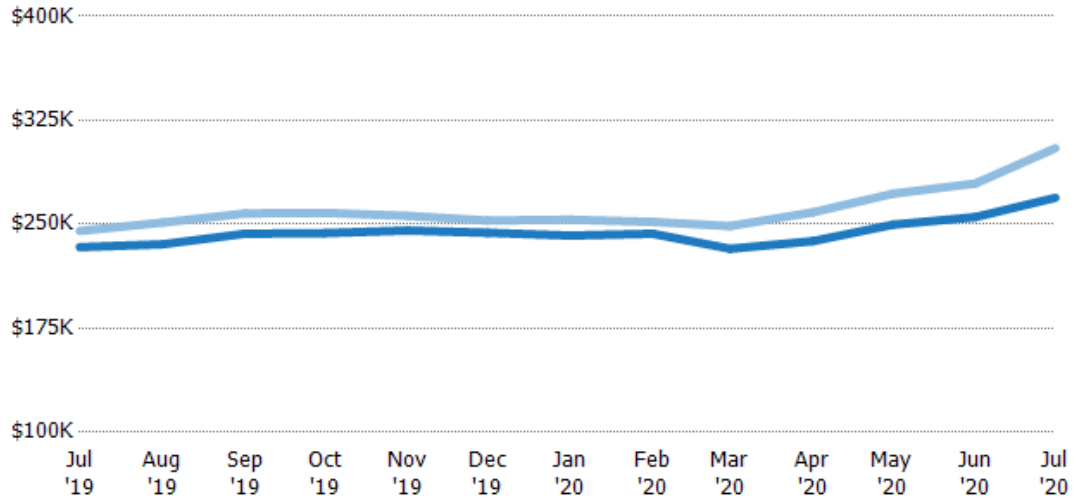
Current Year	\$235K	\$239K	\$240K	\$243K	\$245K	\$244K	\$249K	\$245K	\$239K	\$249K	\$250K	\$250K	\$265K
Prior Year	\$240K	\$240K	\$239K	\$235K	\$240K	\$239K	\$240K	\$245K	\$245K	\$239K	\$235K	\$235K	\$235K
Percent Change from Prior Year	-2%	0%	0%	3%	2%	2%	4%	0%	-2%	4%	6%	6%	13%

## 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



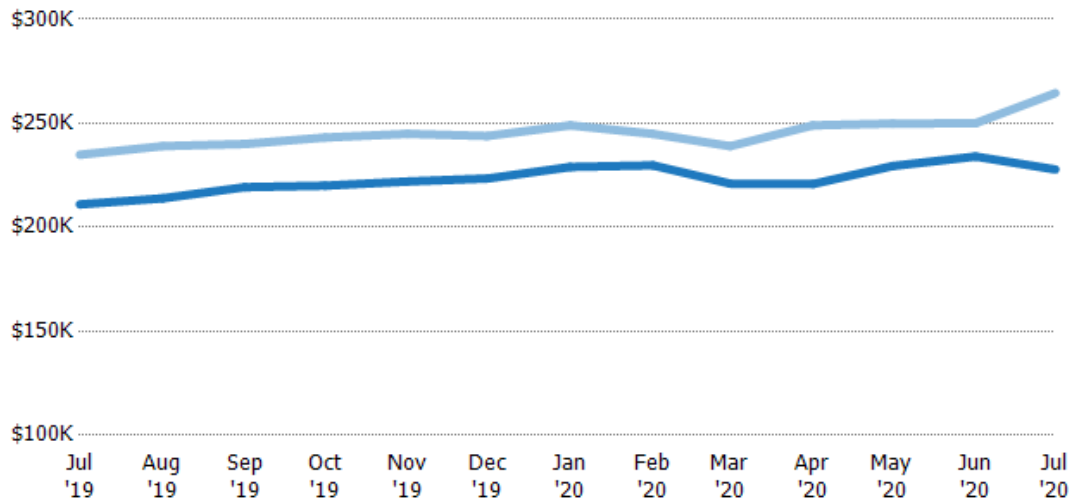
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$234K	\$236K	\$243K	\$244K	\$246K	\$244K	\$242K	\$243K	\$232K	\$238K	\$250K	\$255K	\$269K
Avg Listing Price	\$245K	\$251K	\$258K	\$258K	\$256K	\$253K	\$253K	\$252K	\$249K	\$259K	\$272K	\$279K	\$305K
Avg Listing Price as a % of Avg Est Value	105%	107%	106%	106%	104%	104%	105%	104%	107%	109%	109%	109%	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



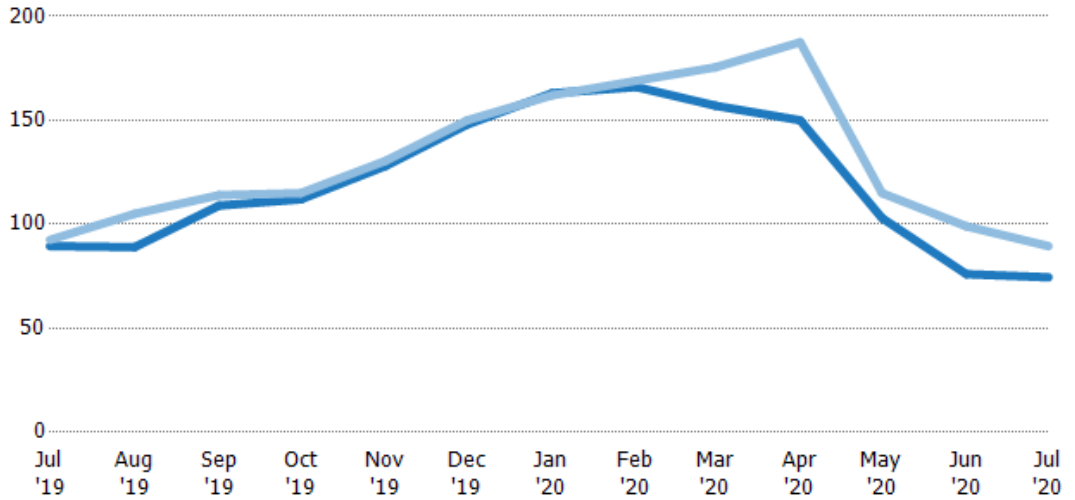
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$211K	\$214K	\$219K	\$220K	\$222K	\$223K	\$229K	\$230K	\$221K	\$221K	\$229K	\$234K	\$228K
Median Listing Price	\$235K	\$239K	\$240K	\$243K	\$245K	\$244K	\$249K	\$245K	\$239K	\$249K	\$250K	\$250K	\$265K
Med Listing Price as a % of Med Est Value	111%	112%	109%	111%	110%	109%	109%	107%	108%	113%	109%	107%	116%

## 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.
Jul '20	74.5	-16.8%
Jul '19	89.5	-3.2%
Jul '18	92.5	-1.6%

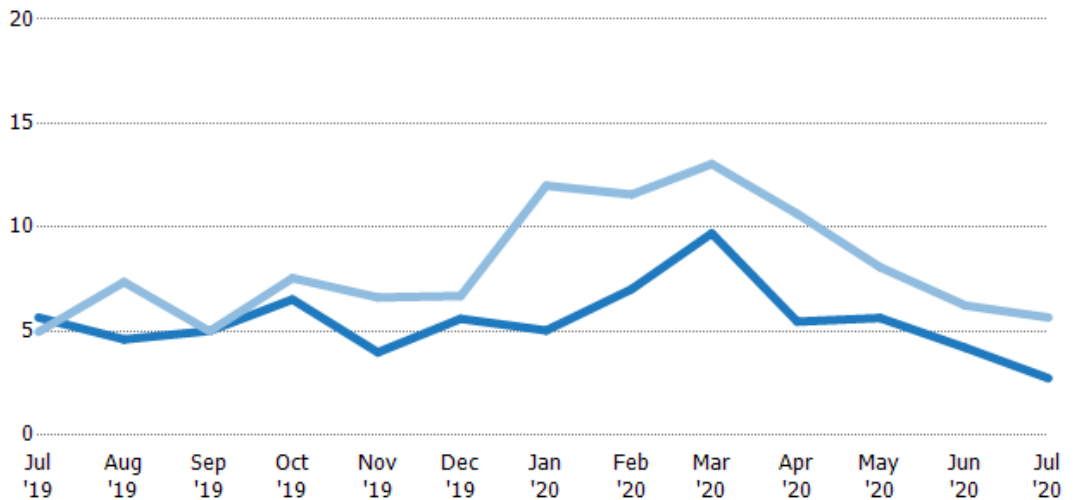
Current Year	89.5	89	109	112	128	148	163	166	157	150	103	76	74.5
Prior Year	92.5	105	114	115	131	150	162	169	176	188	115	99	89.5
Percent Change from Prior Year	-3%	-15%	-4%	-3%	-2%	-1%	1%	-2%	-11%	-20%	-10%	-23%	-17%

## 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.
Jul '20	2.74	-51.6%
Jul '19	5.66	13.8%
Jul '18	4.97	37.7%

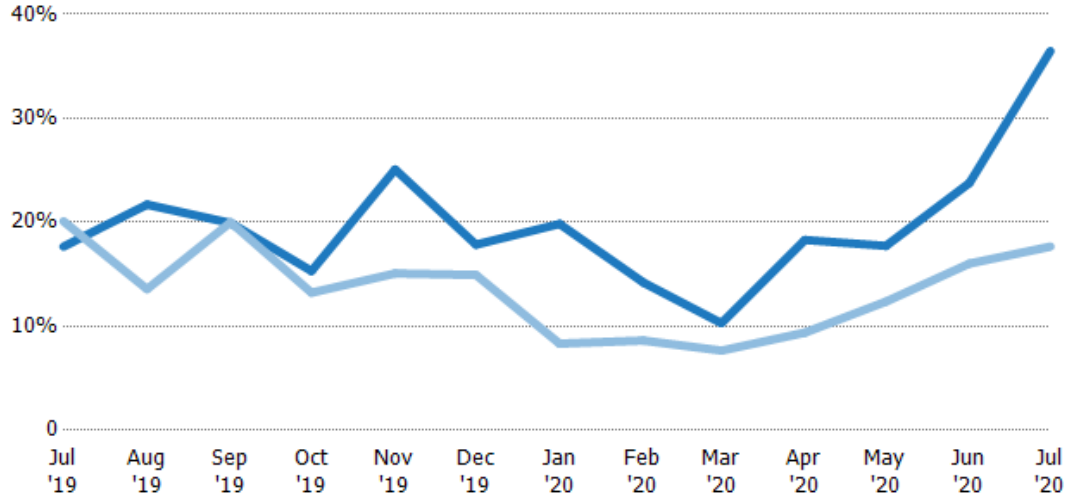
Current Year	5.66	4.61	5.02	6.53	3.99	5.6	5.04	7.03	9.71	5.46	5.64	4.2	2.74
Prior Year	4.97	7.37	5	7.55	6.63	6.7	12	11.6	13	10.6	8.08	6.24	5.66
Percent Change from Prior Year	14%	-37%	0%	-14%	-40%	-16%	-58%	-39%	-26%	-49%	-30%	-33%	-52%

## 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



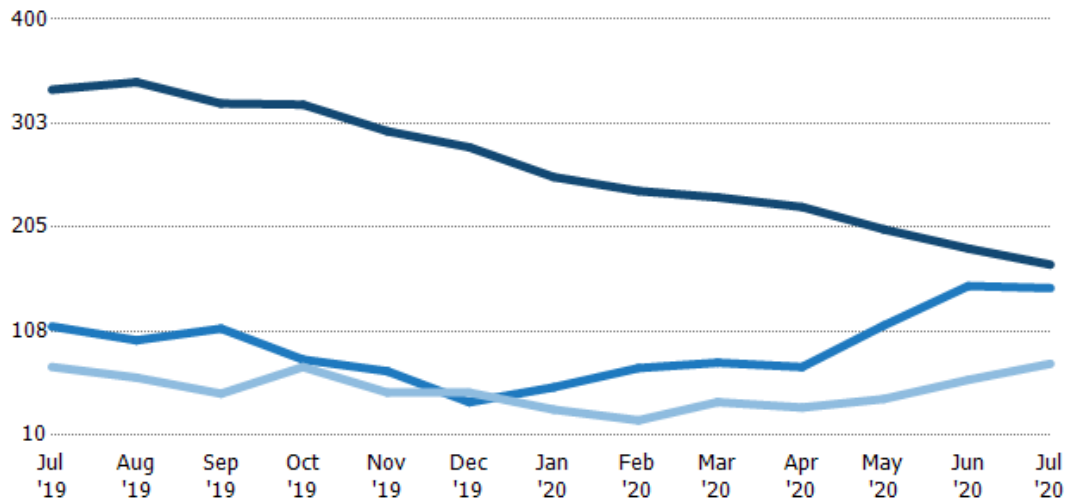
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	18%	22%	20%	15%	25%	18%	20%	14%	10%	18%	18%	24%	36%
Prior Year	20%	14%	20%	13%	15%	15%	8%	9%	8%	9%	12%	16%	18%
Change from Prior Year	2%	-8%	0%	-2%	-10%	-3%	-12%	-6%	-3%	-9%	-5%	-8%	-19%

## 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



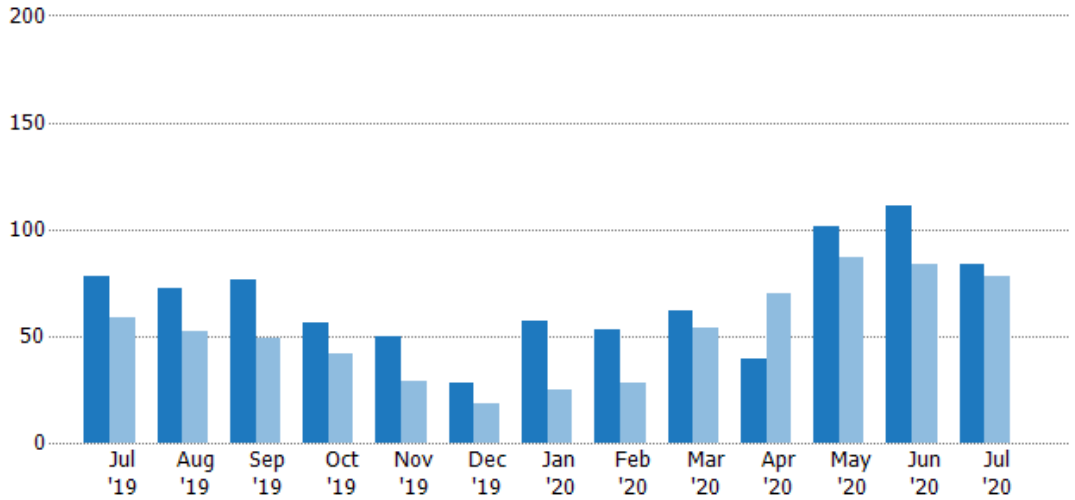
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	334	341	321	320	295	280	252	239	233	224	203	185	170
Pending	112	99	110	81	70	41	55	73	78	74	113	150	148
Sold	74	64	49	74	50	50	34	24	41	36	44	62	77

## 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



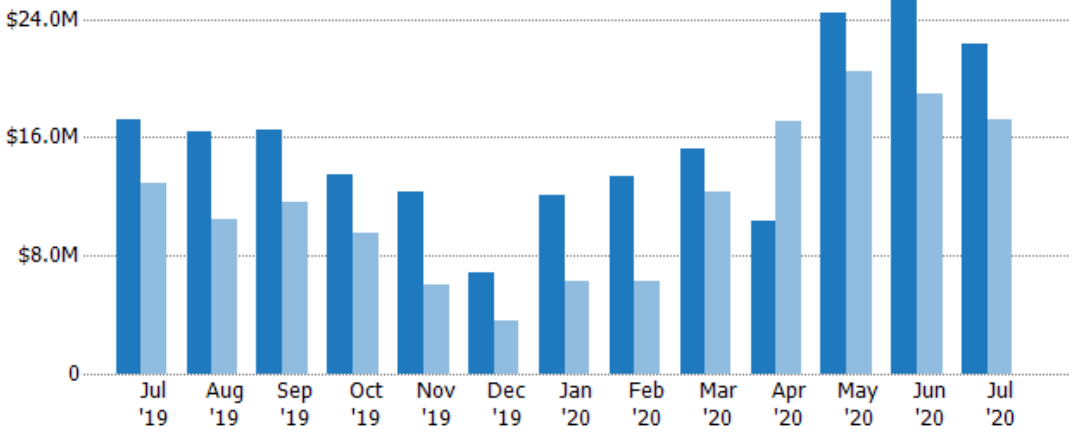
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	78	72	76	56	50	28	57	53	62	39	101	111	84
Prior Year	59	52	49	42	29	18	25	28	54	70	87	84	78
Percent Change from Prior Year	32%	38%	55%	33%	72%	56%	128%	89%	15%	-44%	16%	32%	8%

## 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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$17.2M	\$16.4M	\$16.6M	\$13.5M	\$12.3M	\$6.85M	\$12.1M	\$13.4M	\$15.2M	\$10.4M	\$24.4M	\$27.1M	\$22.3M
Prior Year	\$12.9M	\$10.5M	\$11.6M	\$9.52M	\$6M	\$3.6M	\$6.23M	\$6.25M	\$12.3M	\$17M	\$20.5M	\$19M	\$17.2M
Percent Change from Prior Year	33%	57%	42%	41%	105%	90%	94%	114%	24%	-39%	19%	43%	30%



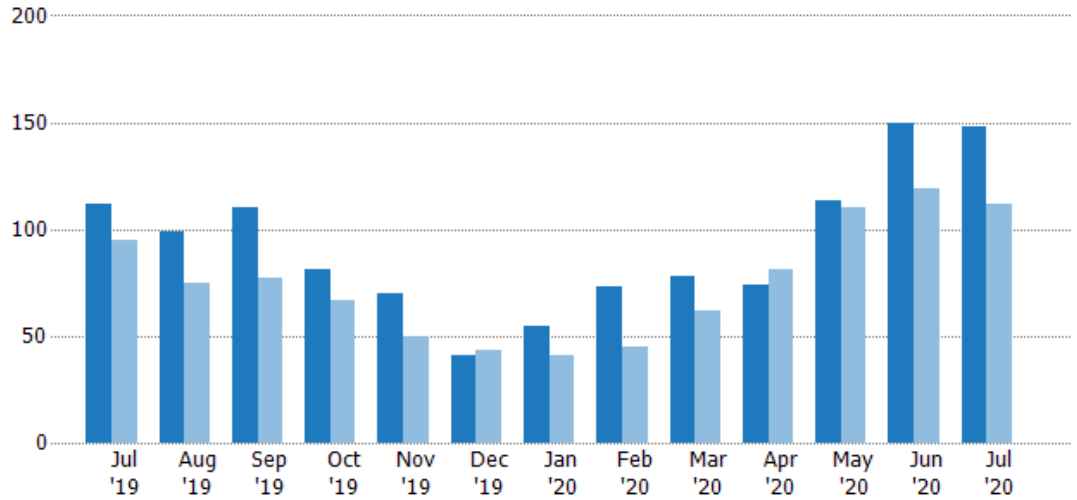
## Pending Sales

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.
Jul '20	148	32.1%
Jul '19	112	17.9%
Jul '18	95	-10.5%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	112	99	110	81	70	41	55	73	78	74	113	150	148
Prior Year	95	75	77	67	50	43	41	45	62	81	110	119	112
Percent Change from Prior Year	18%	32%	43%	21%	40%	-5%	34%	62%	26%	-9%	3%	26%	32%

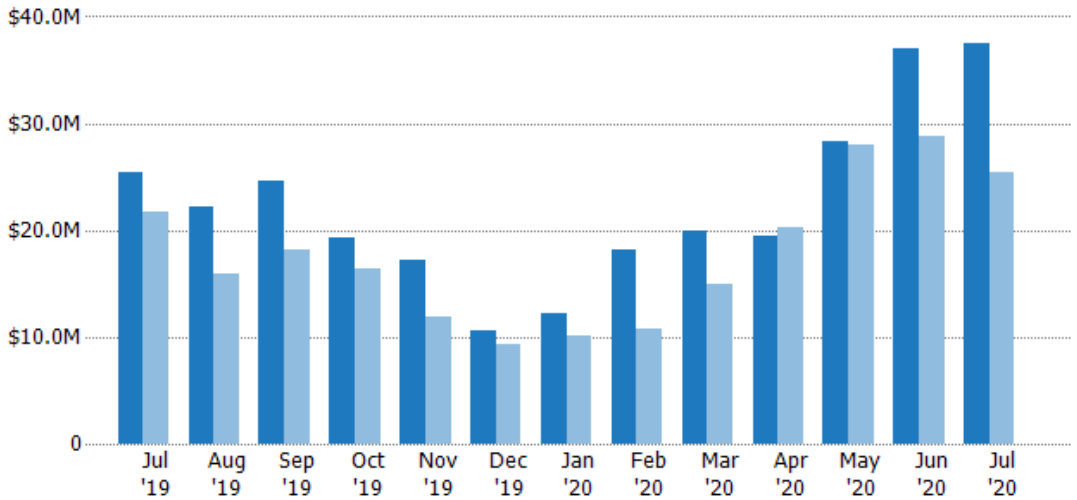
## Pending Sales Volume

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.
Jul '20	\$37.6M	47.4%
Jul '19	\$25.5M	17.2%
Jul '18	\$21.7M	-13.8%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$25.5M	\$22.3M	\$24.6M	\$19.3M	\$17.3M	\$10.6M	\$12.2M	\$18.1M	\$20M	\$19.4M	\$28.3M	\$36.9M	\$37.6M
Prior Year	\$21.7M	\$15.9M	\$18.1M	\$16.3M	\$11.9M	\$9.34M	\$10.1M	\$10.8M	\$15M	\$20.3M	\$28M	\$28.8M	\$25.5M
Percent Change from Prior Year	17%	40%	36%	18%	45%	14%	21%	68%	33%	-5%	1%	28%	47%

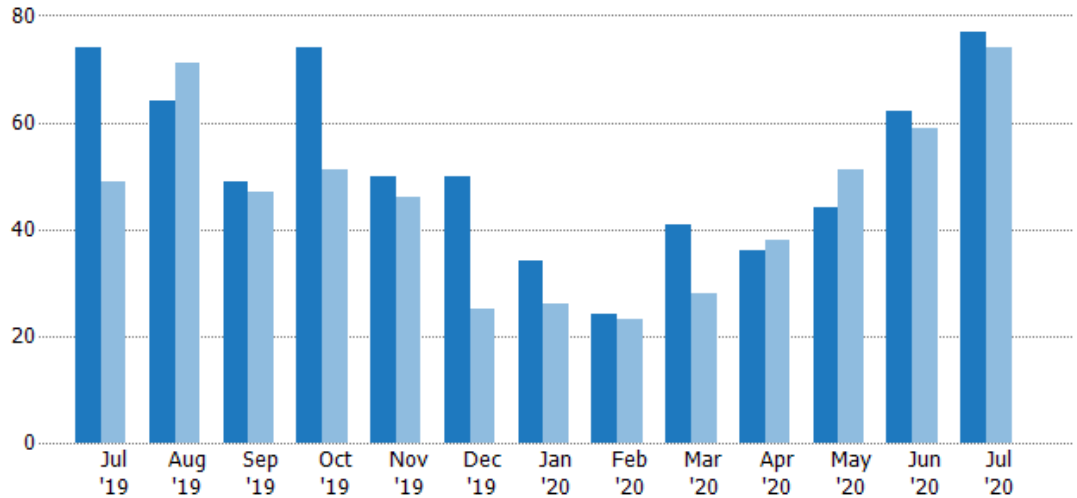
## Closed Sales

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.
Jul '20	77	4.1%
Jul '19	74	51%
Jul '18	49	16.3%



Current Year	74	64	49	74	50	50	34	24	41	36	44	62	77
Prior Year	49	71	47	51	46	25	26	23	28	38	51	59	74
Percent Change from Prior Year	51%	-10%	4%	45%	9%	100%	31%	4%	46%	-5%	-14%	5%	4%

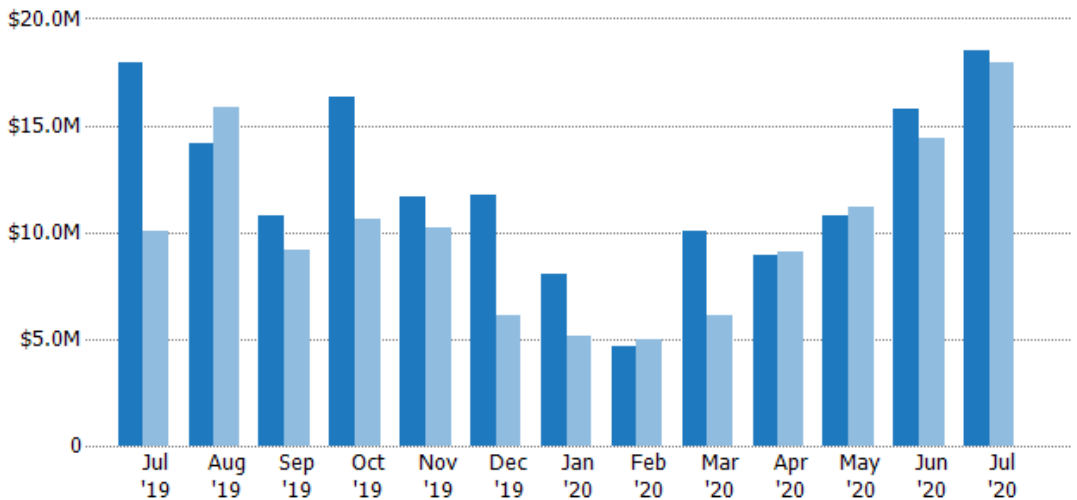
## Closed Sales Volume

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.
Jul '20	\$18.5M	2.8%
Jul '19	\$18M	79%
Jul '18	\$10M	19.7%



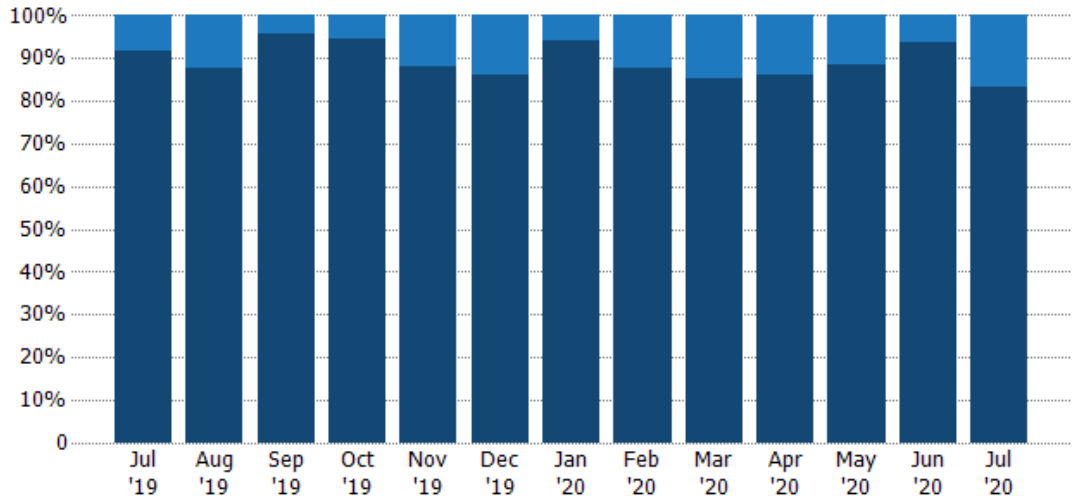
Current Year	\$18M	\$14.2M	\$10.8M	\$16.3M	\$11.6M	\$11.7M	\$8.05M	\$4.69M	\$10.1M	\$8.95M	\$10.7M	\$15.8M	\$18.5M
Prior Year	\$10M	\$15.9M	\$9.18M	\$10.6M	\$10.2M	\$6.07M	\$5.15M	\$4.96M	\$6.14M	\$9.11M	\$11.1M	\$14.4M	\$18M
Percent Change from Prior Year	79%	-11%	18%	54%	14%	93%	56%	-5%	64%	-2%	-4%	10%	3%

## 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



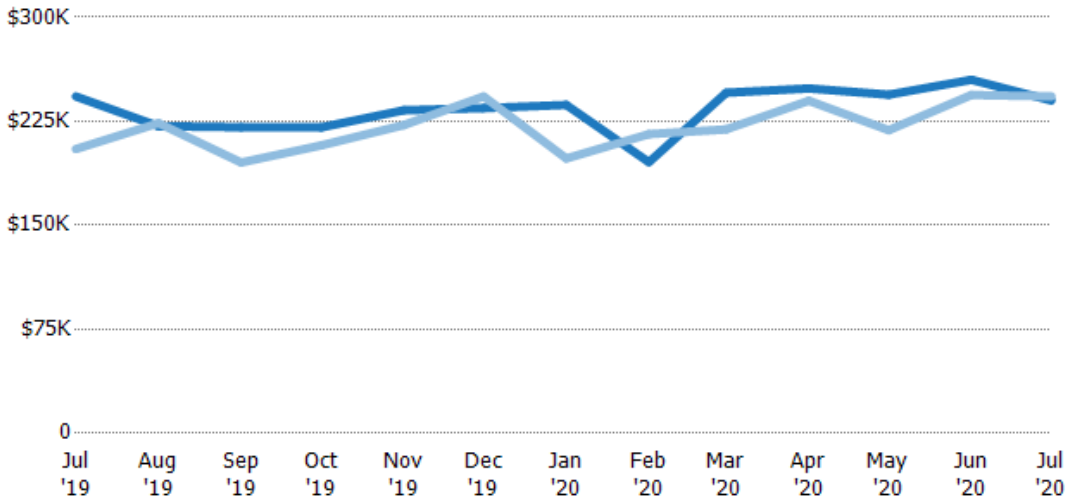
Condo/Townhouse	8%	13%	4%	5%	12%	14%	6%	13%	15%	14%	11%	6%	17%
Single Family Residence	92%	88%	96%	95%	88%	86%	94%	88%	85%	86%	89%	94%	83%

## 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	\$243K	\$221K	\$221K	\$221K	\$233K	\$234K	\$237K	\$196K	\$246K	\$249K	\$244K	\$255K	\$240K
Prior Year	\$205K	\$224K	\$195K	\$208K	\$222K	\$243K	\$198K	\$216K	\$219K	\$240K	\$219K	\$244K	\$243K
Percent Change from Prior Year	19%	-1%	13%	6%	5%	-3%	19%	-9%	12%	4%	12%	4%	-1%

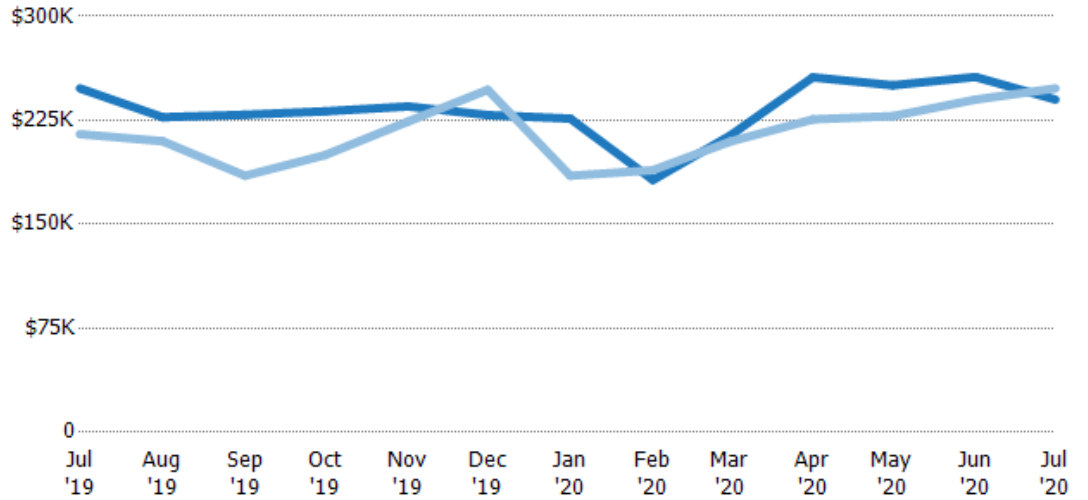
## Median Sales Price

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.
Jul '20	\$240K	-3.2%
Jul '19	\$248K	15.3%
Jul '18	\$215K	2.3%



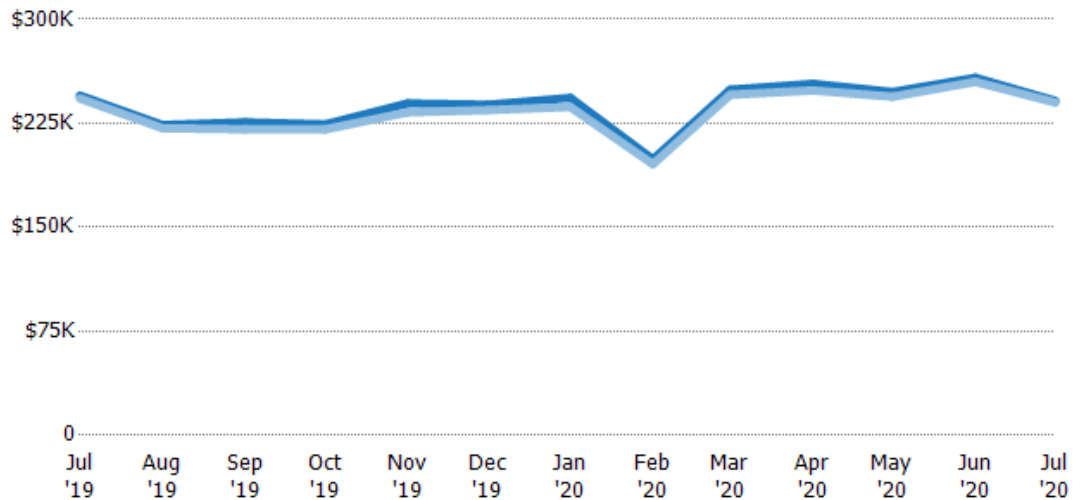
Current Year	\$248K	\$227K	\$229K	\$231K	\$235K	\$229K	\$226K	\$182K	\$214K	\$256K	\$250K	\$256K	\$240K
Prior Year	\$215K	\$210K	\$185K	\$200K	\$224K	\$247K	\$185K	\$189K	\$210K	\$226K	\$228K	\$240K	\$248K
Percent Change from Prior Year	15%	8%	24%	16%	5%	-7%	22%	-4%	2%	13%	10%	7%	-3%

## 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



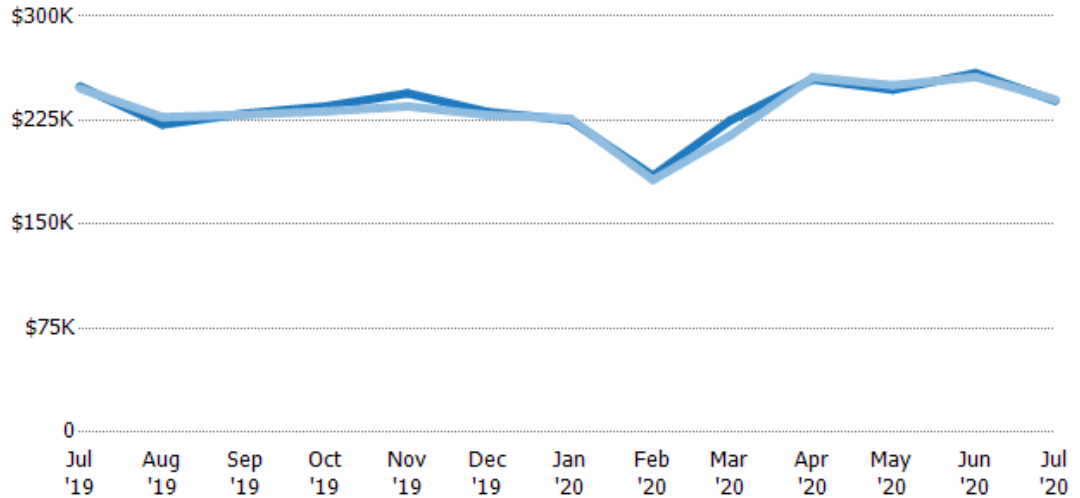
Avg List Price	\$245K	\$224K	\$226K	\$224K	\$239K	\$238K	\$243K	\$199K	\$249K	\$253K	\$248K	\$258K	\$241K
Avg Sales Price	\$243K	\$221K	\$221K	\$221K	\$233K	\$234K	\$237K	\$196K	\$246K	\$249K	\$244K	\$255K	\$240K
Avg Sales Price as a % of Avg List Price	99%	99%	98%	98%	97%	98%	97%	98%	99%	98%	99%	99%	100%

## 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



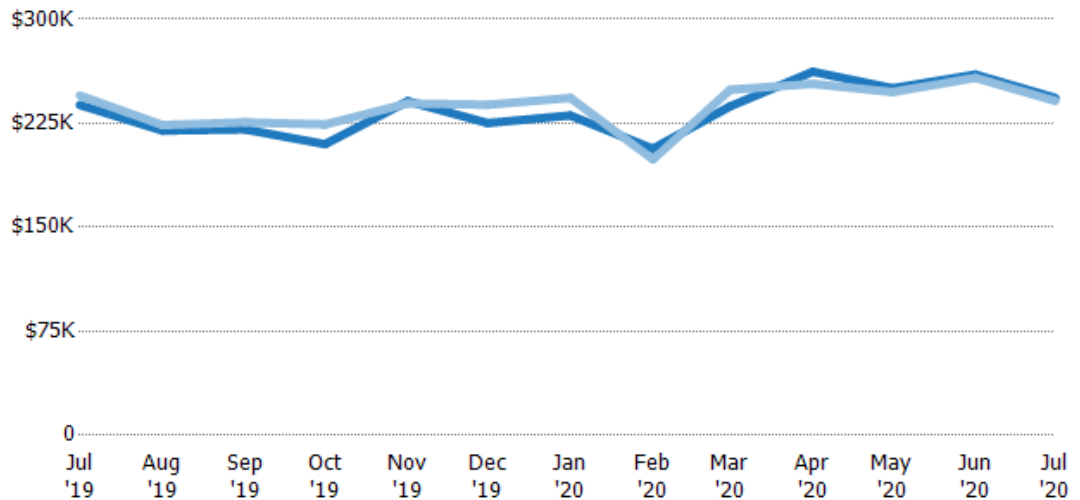
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$249K	\$222K	\$230K	\$235K	\$244K	\$231K	\$225K	\$185K	\$225K	\$255K	\$247K	\$259K	\$239K
Median Sales Price	\$248K	\$227K	\$229K	\$231K	\$235K	\$229K	\$226K	\$182K	\$214K	\$256K	\$250K	\$256K	\$240K
Med Sales Price as a % of Med List Price	99%	102%	100%	99%	96%	99%	101%	98%	95%	101%	101%	99%	100%

## 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



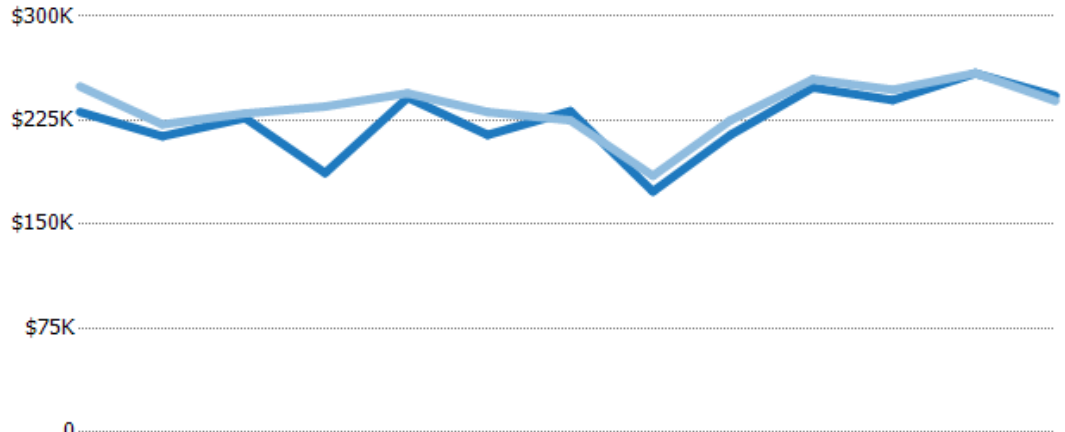
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$238K	\$220K	\$221K	\$210K	\$241K	\$225K	\$231K	\$207K	\$237K	\$262K	\$250K	\$260K	\$243K
Avg Sales Price	\$245K	\$224K	\$226K	\$224K	\$239K	\$238K	\$243K	\$199K	\$249K	\$253K	\$248K	\$258K	\$241K
Avg Sales Price as a % of Avg Est Value	103%	102%	102%	107%	99%	106%	105%	96%	105%	97%	99%	99%	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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$231K	\$213K	\$227K	\$187K	\$241K	\$214K	\$232K	\$174K	\$214K	\$249K	\$240K	\$259K	\$243K
Median Sales Price	\$249K	\$222K	\$230K	\$235K	\$244K	\$231K	\$225K	\$185K	\$225K	\$255K	\$247K	\$259K	\$239K
Med Sales Price as a % of Med Est Value	108%	104%	101%	126%	101%	108%	97%	107%	105%	102%	103%	100%	99%