

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	82	81	+1.2%	512	569	-10%
New Listing Volume	\$22,220,600	\$19,926,197	+11.5%	\$139,558,312	\$136,668,390	+2.1%
Active Listing Count	158	341	-53.7%	N/A	N/A	
Active Listing Volume	\$49,068,600	\$85,672,557	-42.7%	N/A	N/A	
Average Listing Price	\$310,561	\$251,239	+23.6%	\$269,535	\$248,795	+8.3%
Median Listing Price	\$269,250	\$239,000	+12.7%	\$250,819	\$239,007	+4.9%
Median Days in RPR	61.5	89	-30.9%	105.28	121.66	-13.5%
Months of Inventory	2.1	4.6	-55.5%	4.6	6.5	-29.3%
Absorption Rate	48.73%	21.7%	+27%	21.72%	15.37%	+6.4%
Sales Activity Charts Metrics						
New Pending Sales Count	76	72	+5.6%	583	498	+17.1%
New Pending Sales Volume	\$19,769,417	\$16,376,595	+20.7%	\$144,716,016	\$114,863,615	+26%
Pending Sales Count	136	99	+37.4%	N/A	N/A	
Pending Sales Volume	\$36,201,834	\$22,269,917	+62.6%	N/A	N/A	
Closed Sales Count	81	64	+26.6%	399	363	+9.9%
Closed Sales Volume	\$19,842,294	\$14,173,025	+40%	\$96,634,565	\$83,056,357	+16.3%
Average Sales Price	\$244,967	\$221,454	+10.6%	\$242,192	\$228,805	+5.9%
Median Sales Price	\$240,000	\$227,250	+5.6%	\$237,760	\$226,667	+4.9%

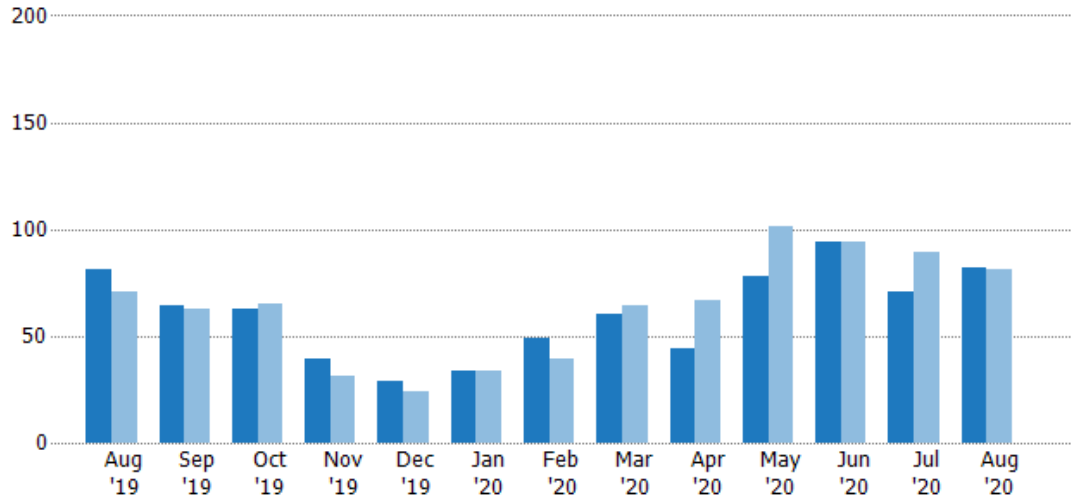
New Listings

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.
Aug '20	82	1.2%
Aug '19	81	14.1%
Aug '18	71	7%



Current Year	81	64	63	39	29	34	49	60	44	78	94	71	82
Prior Year	71	63	65	31	24	34	39	64	67	101	94	89	81
Percent Change from Prior Year	14%	2%	-3%	26%	21%	0%	26%	-6%	-34%	-23%	0%	-20%	1%

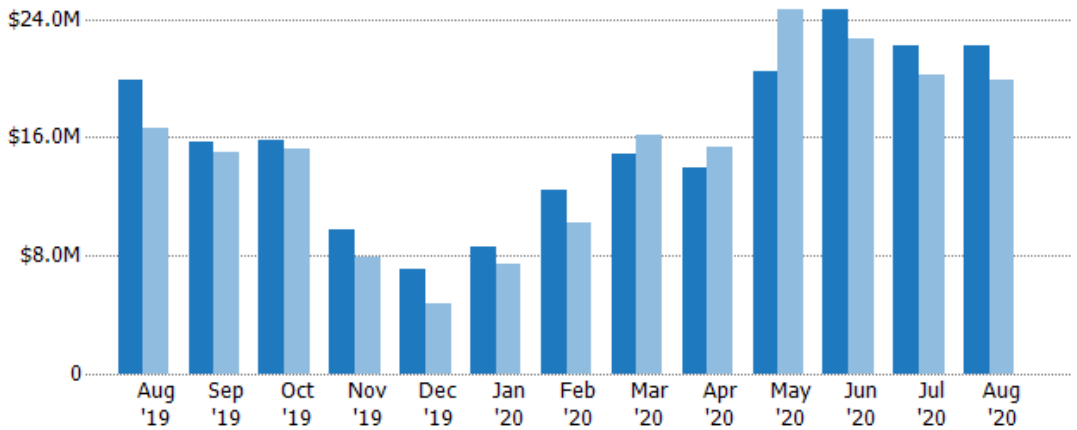
New Listing Volume

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.
Aug '20	\$22.2M	11.5%
Aug '19	\$19.9M	20%
Aug '18	\$16.6M	10%



Current Year	\$19.9M	\$15.7M	\$15.8M	\$9.81M	\$7.12M	\$8.58M	\$12.5M	\$14.9M	\$14M	\$20.5M	\$24.7M	\$22.3M	\$22.2M
Prior Year	\$16.6M	\$15M	\$15.2M	\$7.94M	\$4.79M	\$7.47M	\$10.2M	\$16.2M	\$15.4M	\$24.7M	\$22.6M	\$20.2M	\$19.9M
Percent Change from Prior Year	20%	5%	4%	24%	49%	15%	22%	-8%	-9%	-17%	9%	10%	12%

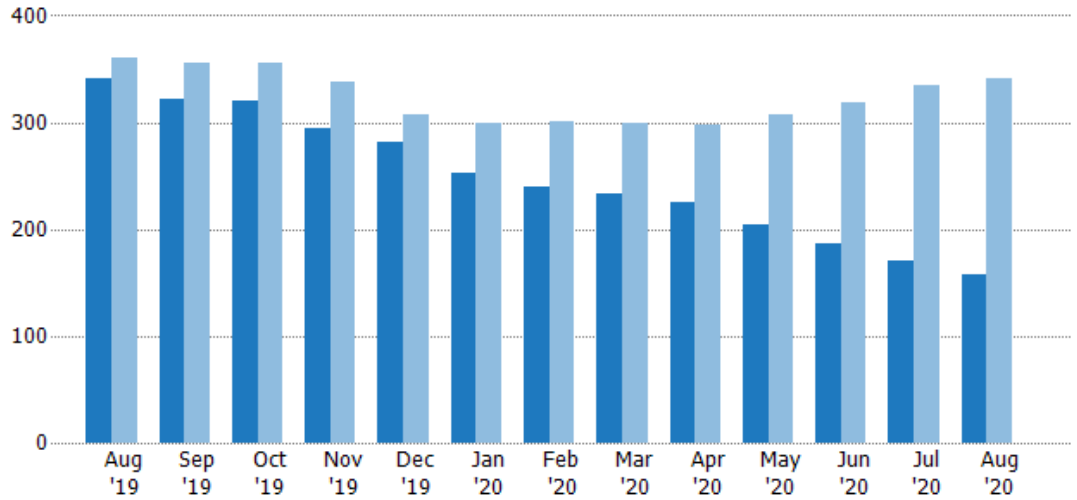
Active Listings

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.
Aug '20	158	-53.7%
Aug '19	341	-5.5%
Aug '18	361	3.9%



Current Year	341	321	320	295	281	253	240	234	225	204	186	171	158
Prior Year	361	355	355	338	308	300	301	300	298	307	318	334	341
Percent Change from Prior Year	-6%	-10%	-10%	-13%	-9%	-16%	-20%	-22%	-24%	-34%	-42%	-49%	-54%

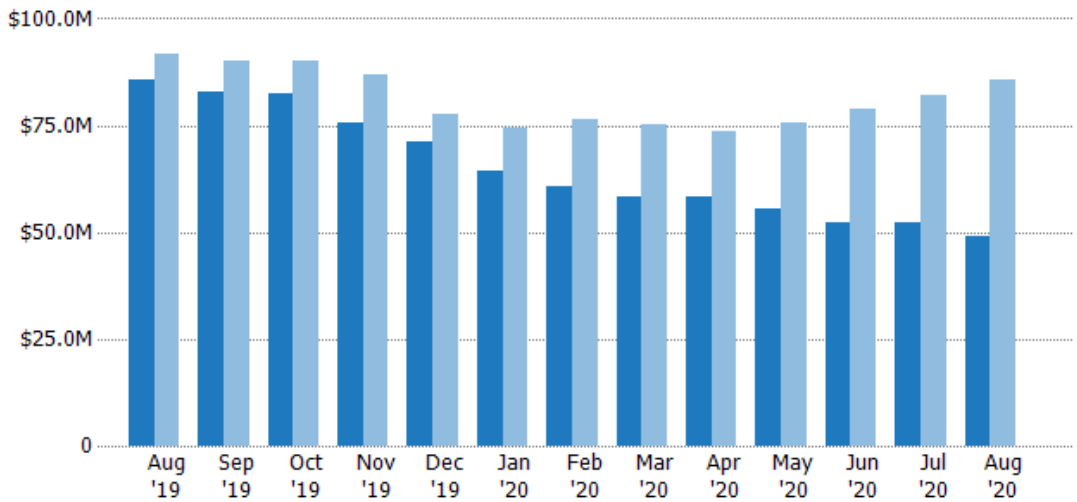
Active Listing Volume

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.
Aug '20	\$49.1M	-42.7%
Aug '19	\$85.7M	-6.4%
Aug '18	\$91.6M	-5.5%



Current Year	\$85.7M	\$82.8M	\$82.6M	\$75.5M	\$71.2M	\$64.2M	\$60.6M	\$58.3M	\$58.3M	\$55.6M	\$52.1M	\$52.2M	\$49.1M
Prior Year	\$91.6M	\$90.2M	\$90M	\$86.8M	\$77.4M	\$74.4M	\$76.3M	\$75.2M	\$73.8M	\$75.7M	\$78.9M	\$81.9M	\$85.7M
Percent Change from Prior Year	-6%	-8%	-8%	-13%	-8%	-14%	-21%	-22%	-21%	-26%	-34%	-36%	-43%

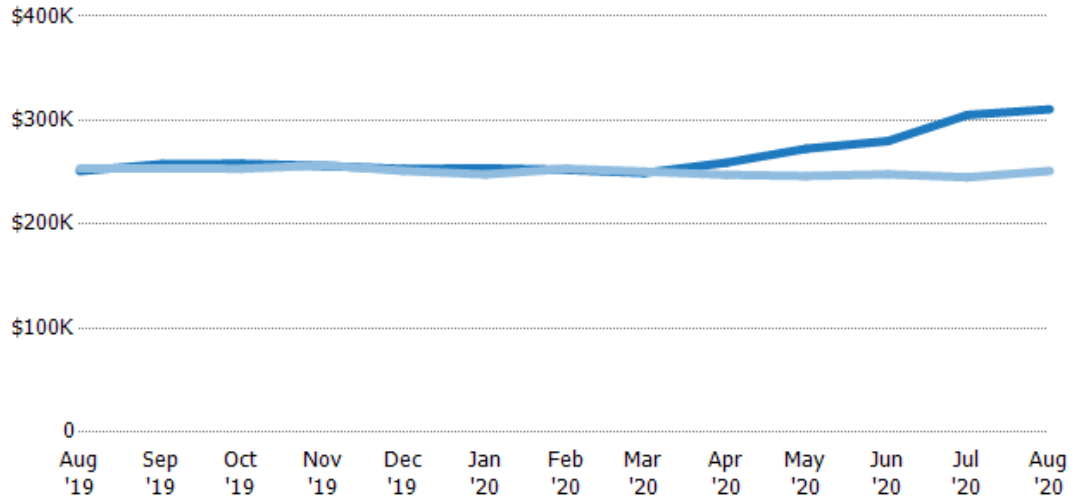
Average Listing Price

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.
Aug '20	\$311K	23.6%
Aug '19	\$251K	-0.9%
Aug '18	\$254K	-9%



Current Year	\$251K	\$258K	\$258K	\$256K	\$253K	\$254K	\$252K	\$249K	\$259K	\$273K	\$280K	\$305K	\$311K
Prior Year	\$254K	\$254K	\$253K	\$257K	\$251K	\$248K	\$253K	\$251K	\$247K	\$246K	\$248K	\$245K	\$251K
Percent Change from Prior Year	-1%	2%	2%	0%	1%	2%	0%	-1%	5%	11%	13%	24%	24%

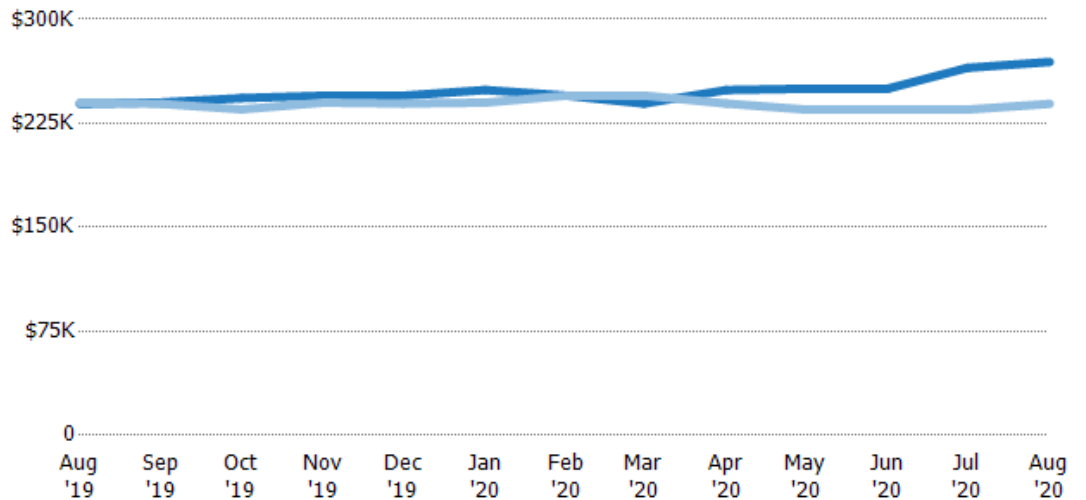
Median Listing Price

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.
Aug '20	\$269K	12.7%
Aug '19	\$239K	-0.4%
Aug '18	\$240K	-8.7%



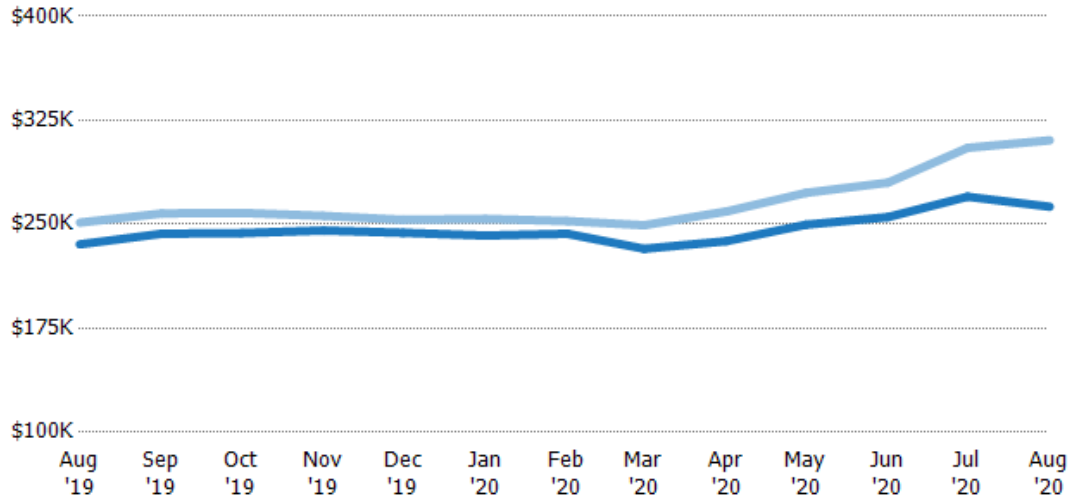
Current Year	\$239K	\$240K	\$243K	\$245K	\$245K	\$249K	\$245K	\$239K	\$249K	\$250K	\$250K	\$265K	\$269K
Prior Year	\$240K	\$239K	\$235K	\$240K	\$239K	\$240K	\$245K	\$245K	\$239K	\$235K	\$235K	\$235K	\$239K
Percent Change from Prior Year	0%	0%	3%	2%	2%	4%	0%	-2%	4%	6%	6%	13%	13%

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

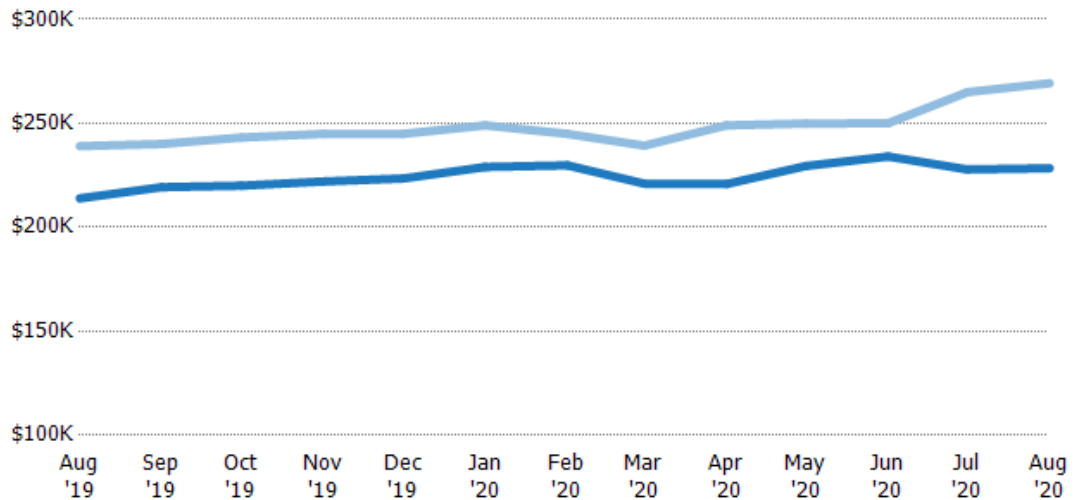


Median Listing Price vs Median Est Value

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



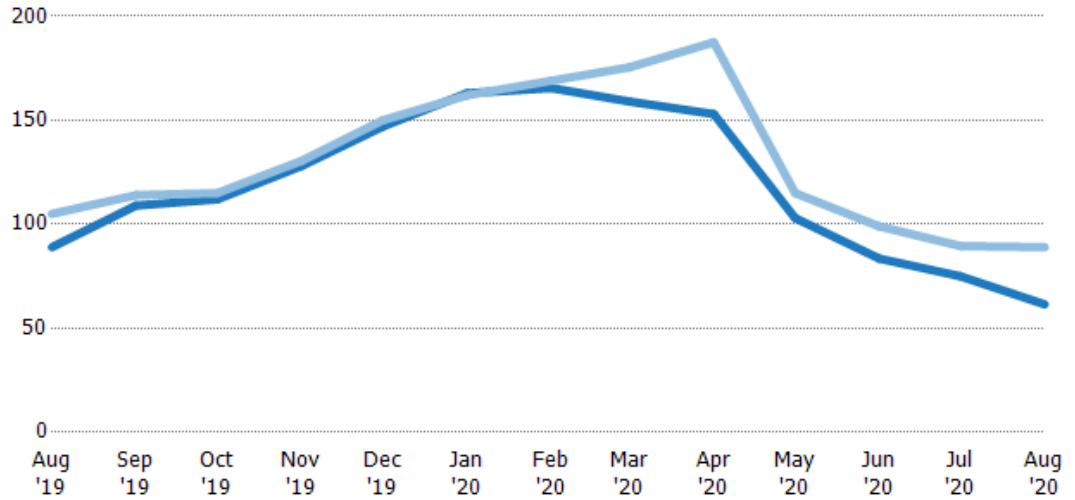
Median Days in RPR

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.
Aug '20	61.5	-30.9%
Aug '19	89	-15.2%
Aug '18	105	0%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	89	109	112	128	147	163	166	159	153	103	83.5	75	61.5
Prior Year	105	114	115	131	150	162	169	176	188	115	99	89.5	89
Percent Change from Prior Year	-15%	-4%	-3%	-2%	-2%	1%	-2%	-9%	-18%	-10%	-16%	-16%	-31%

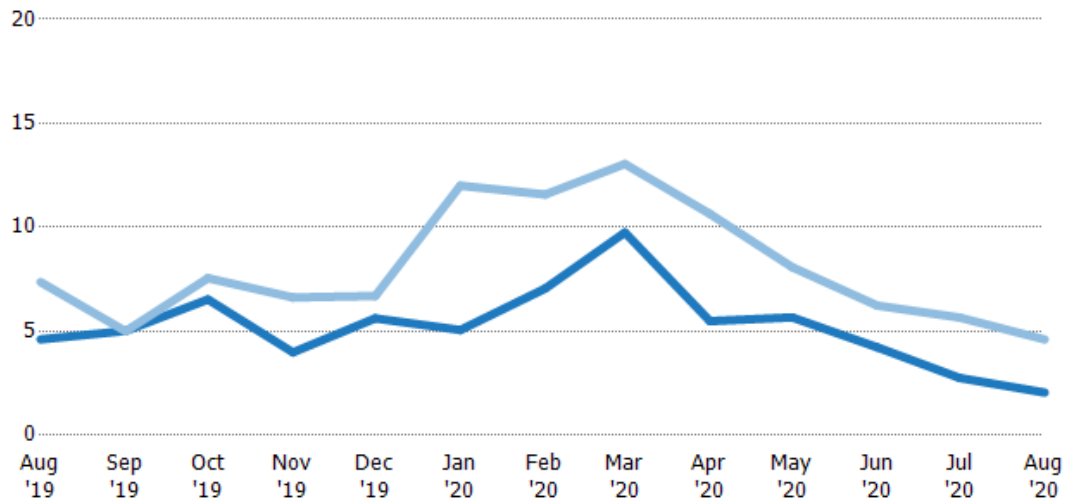
Months of Inventory

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.
Aug '20	2.05	-55.5%
Aug '19	4.61	-37.5%
Aug '18	7.37	-10.7%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	4.61	5.02	6.53	3.99	5.62	5.06	7.06	9.75	5.49	5.67	4.23	2.76	2.05
Prior Year	7.37	5	7.55	6.63	6.7	12	11.6	13	10.6	8.08	6.24	5.66	4.61
Percent Change from Prior Year	-37%	0%	-14%	-40%	-16%	-58%	-39%	-25%	-48%	-30%	-32%	-51%	-55%

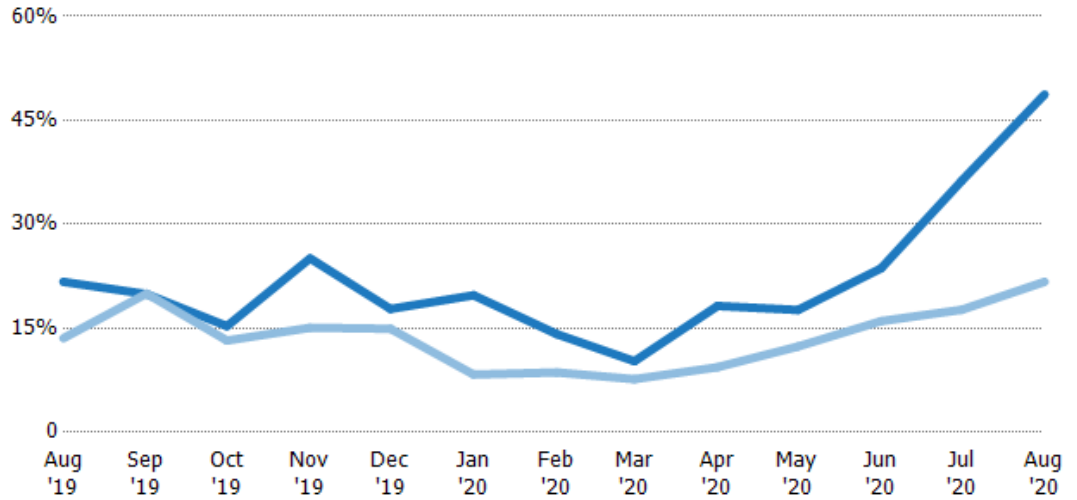
Absorption Rate

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.
Aug '20	49%	-27%
Aug '19	22%	-8.1%
Aug '18	14%	12%



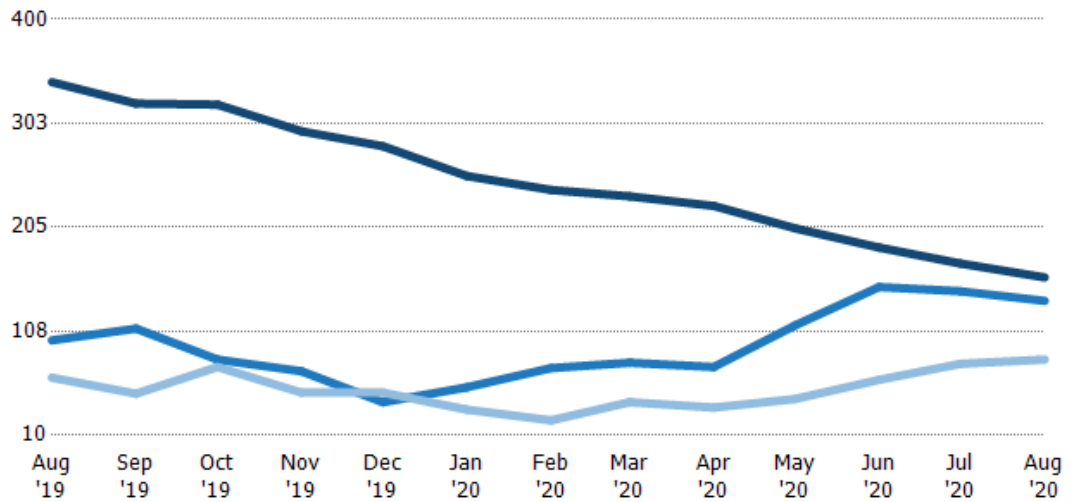
Current Year	22%	20%	15%	25%	18%	20%	14%	10%	18%	18%	24%	36%	49%
Prior Year	14%	20%	13%	15%	15%	8%	9%	8%	9%	12%	16%	18%	22%
Change from Prior Year	-8%	0%	-2%	-10%	-3%	-11%	-6%	-3%	-9%	-5%	-8%	-19%	-27%

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



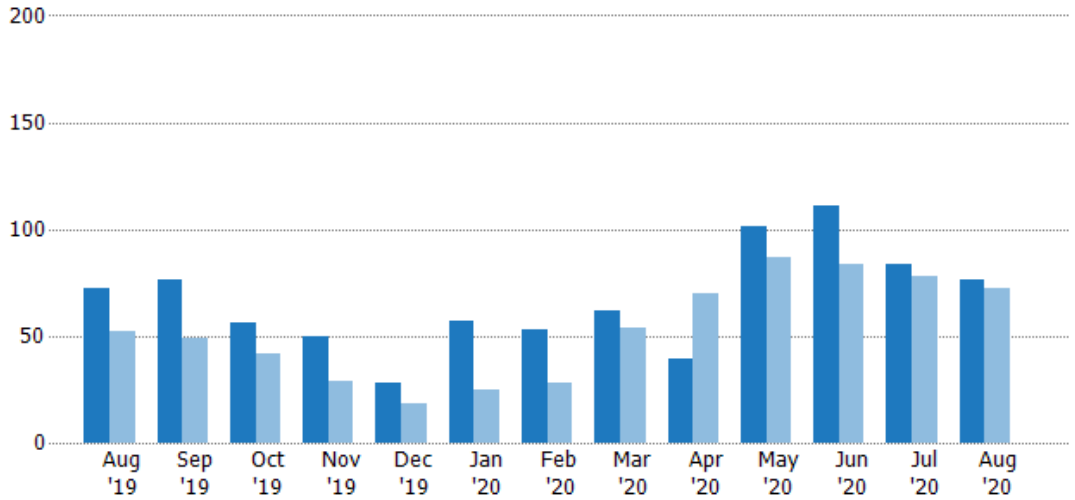
Active	341	321	320	295	281	253	240	234	225	204	186	171	158
Pending	99	110	81	70	41	55	73	78	74	113	149	145	136
Sold	64	49	74	50	50	34	24	41	36	44	62	77	81

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



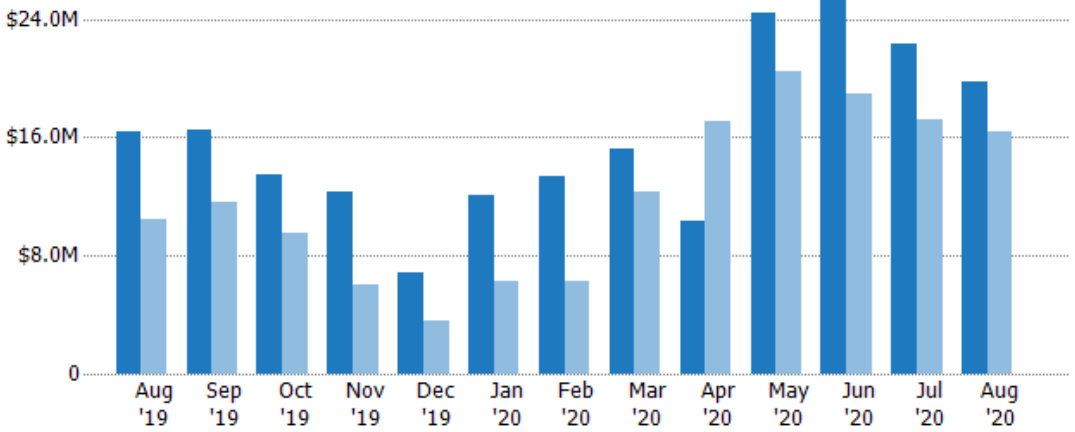
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	72	76	56	50	28	57	53	62	39	101	111	84	76
Prior Year	52	49	42	29	18	25	28	54	70	87	84	78	72
Percent Change from Prior Year	38%	55%	33%	72%	56%	128%	89%	15%	-44%	16%	32%	8%	6%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$16.4M	\$16.6M	\$13.5M	\$12.3M	\$6.85M	\$12.1M	\$13.4M	\$15.2M	\$10.4M	\$24.4M	\$27.1M	\$22.3M	\$19.8M
Prior Year	\$10.5M	\$11.6M	\$9.52M	\$6M	\$3.6M	\$6.23M	\$6.25M	\$12.3M	\$17M	\$20.5M	\$19M	\$17.2M	\$16.4M
Percent Change from Prior Year	57%	42%	41%	105%	90%	94%	114%	24%	-39%	19%	43%	30%	21%

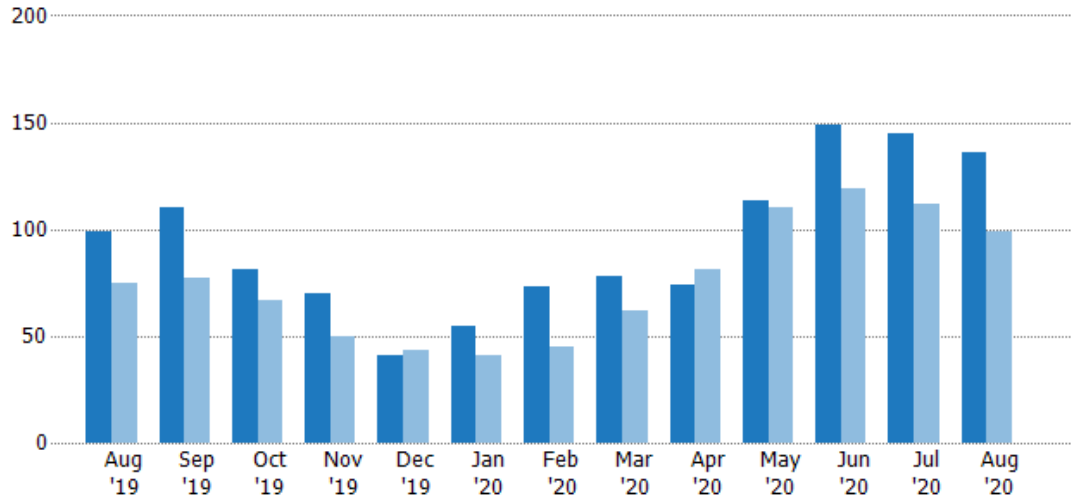
Pending Sales

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.
Aug '20	136	37.4%
Aug '19	99	32%
Aug '18	75	-9.3%



Current Year	99	110	81	70	41	55	73	78	74	113	149	145	136
Prior Year	75	77	67	50	43	41	45	62	81	110	119	112	99
Percent Change from Prior Year	32%	43%	21%	40%	-5%	34%	62%	26%	-9%	3%	25%	29%	37%

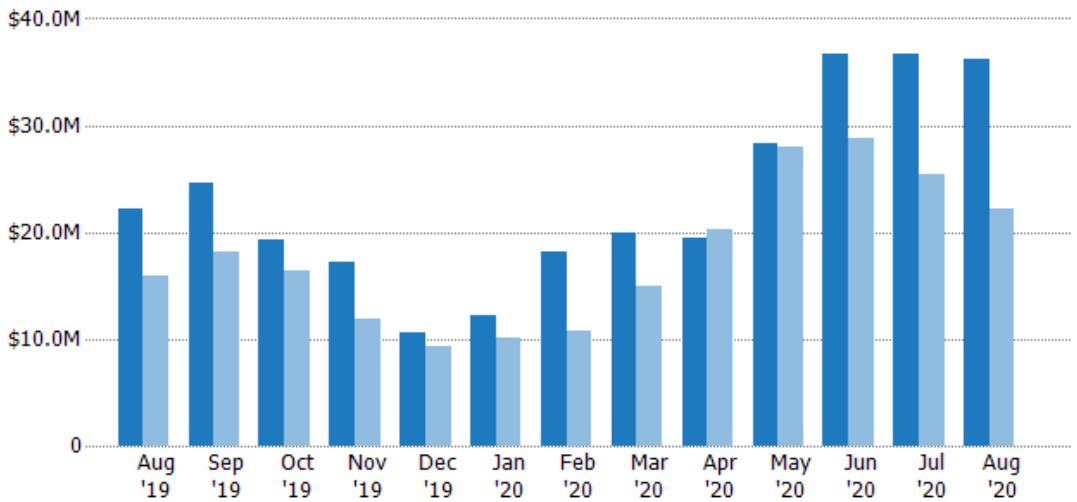
Pending Sales Volume

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.
Aug '20	\$36.2M	62.6%
Aug '19	\$22.3M	40.5%
Aug '18	\$15.9M	-6.5%



Current Year	\$22.3M	\$24.6M	\$19.3M	\$17.3M	\$10.6M	\$12.2M	\$18.1M	\$20M	\$19.4M	\$28.3M	\$36.7M	\$36.8M	\$36.2M
Prior Year	\$15.9M	\$18.1M	\$16.3M	\$11.9M	\$9.34M	\$10.1M	\$10.8M	\$15M	\$20.3M	\$28M	\$28.8M	\$25.5M	\$22.3M
Percent Change from Prior Year	40%	36%	18%	45%	14%	21%	68%	33%	-5%	1%	28%	44%	63%

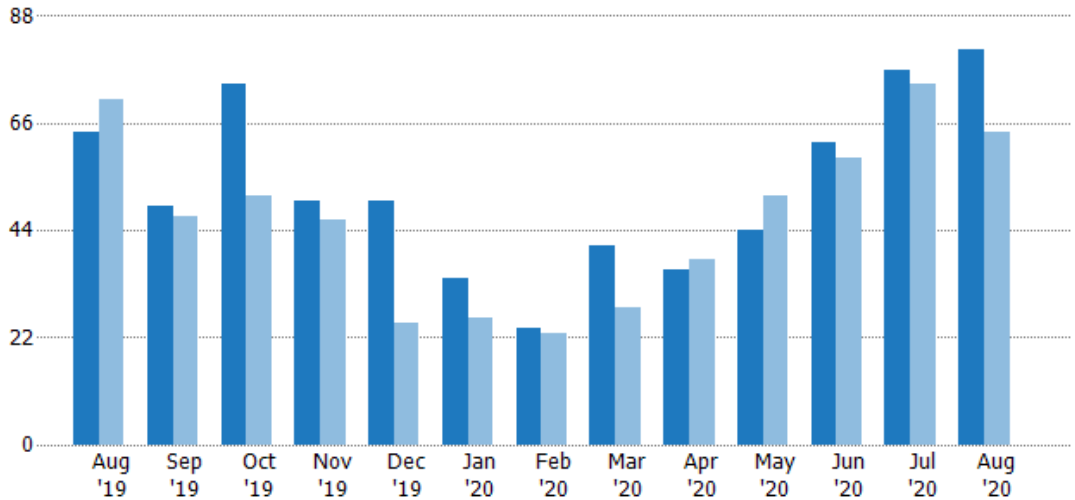
Closed Sales

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.
Aug '20	81	26.6%
Aug '19	64	-9.9%
Aug '18	71	-23.9%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	64	49	74	50	50	34	24	41	36	44	62	77	81
Prior Year	71	47	51	46	25	26	23	28	38	51	59	74	64
Percent Change from Prior Year	-10%	4%	45%	9%	100%	31%	4%	46%	-5%	-14%	5%	4%	27%

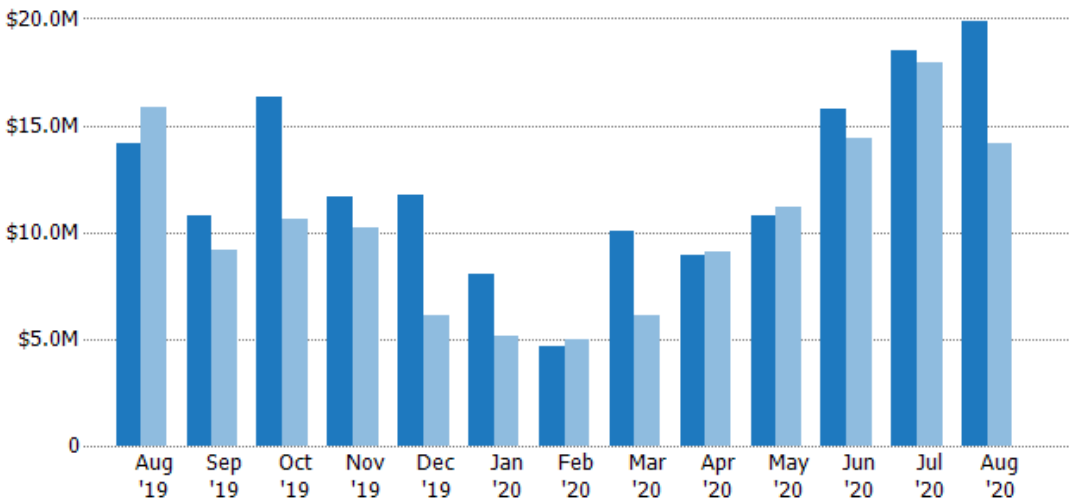
Closed Sales Volume

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.
Aug '20	\$19.8M	40%
Aug '19	\$14.2M	-10.7%
Aug '18	\$15.9M	-26.3%



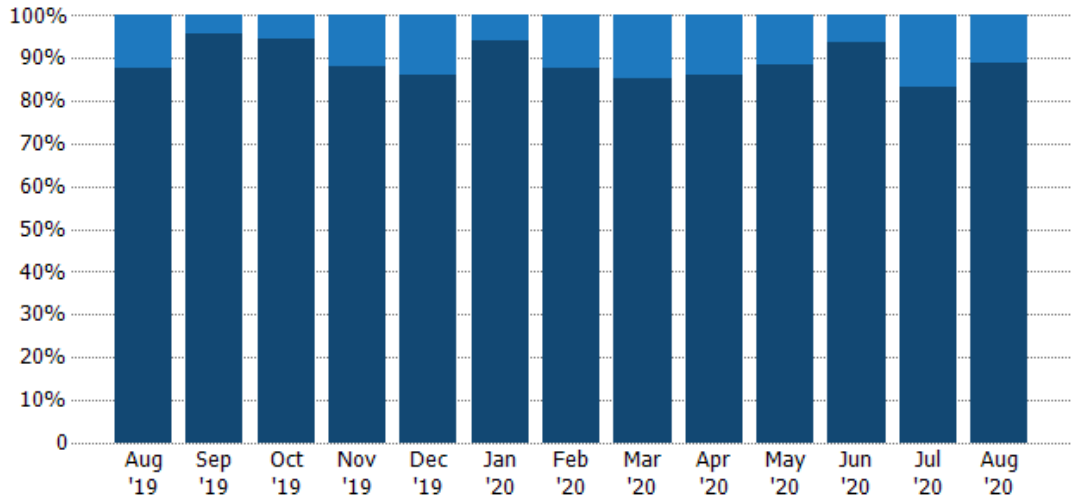
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$14.2M	\$10.8M	\$16.3M	\$11.6M	\$11.7M	\$8.05M	\$4.69M	\$10.1M	\$8.95M	\$10.7M	\$15.8M	\$18.5M	\$19.8M
Prior Year	\$15.9M	\$9.18M	\$10.6M	\$10.2M	\$6.07M	\$5.15M	\$4.96M	\$6.14M	\$9.11M	\$11.1M	\$14.4M	\$18M	\$14.2M
Percent Change from Prior Year	-11%	18%	54%	14%	93%	56%	-5%	64%	-2%	-4%	10%	3%	40%

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



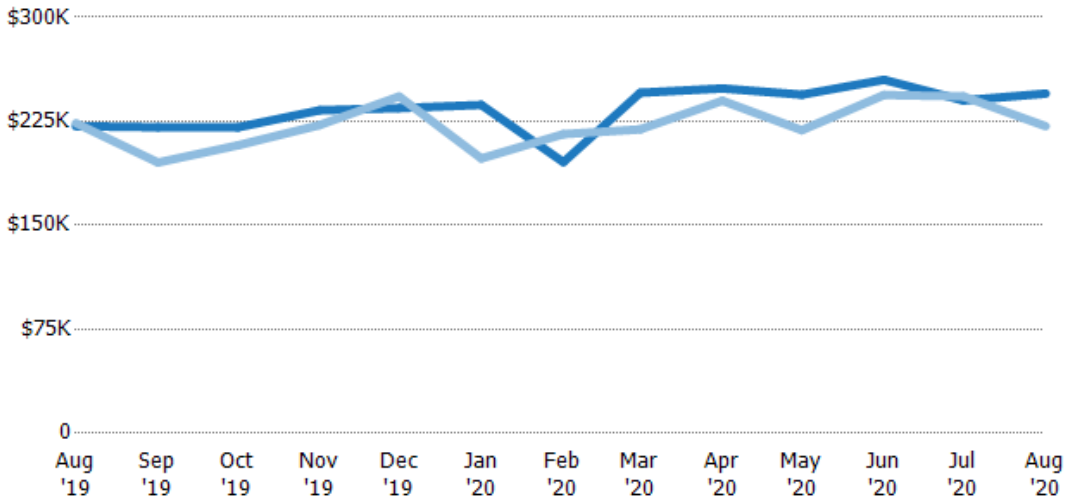
Condo/Townhouse	13%	4%	5%	12%	14%	6%	13%	15%	14%	11%	6%	17%	11%
Single Family Residence	88%	96%	95%	88%	86%	94%	88%	85%	86%	89%	94%	83%	89%

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.
Aug '20	\$245K	10.6%
Aug '19	\$221K	-1%
Aug '18	\$224K	-3.1%

Current Year	\$221K	\$221K	\$221K	\$233K	\$234K	\$237K	\$196K	\$246K	\$249K	\$244K	\$255K	\$240K	\$245K
Prior Year	\$224K	\$195K	\$208K	\$222K	\$243K	\$198K	\$216K	\$219K	\$240K	\$219K	\$244K	\$243K	\$221K
Percent Change from Prior Year	-1%	13%	6%	5%	-3%	19%	-9%	12%	4%	12%	4%	-1%	11%

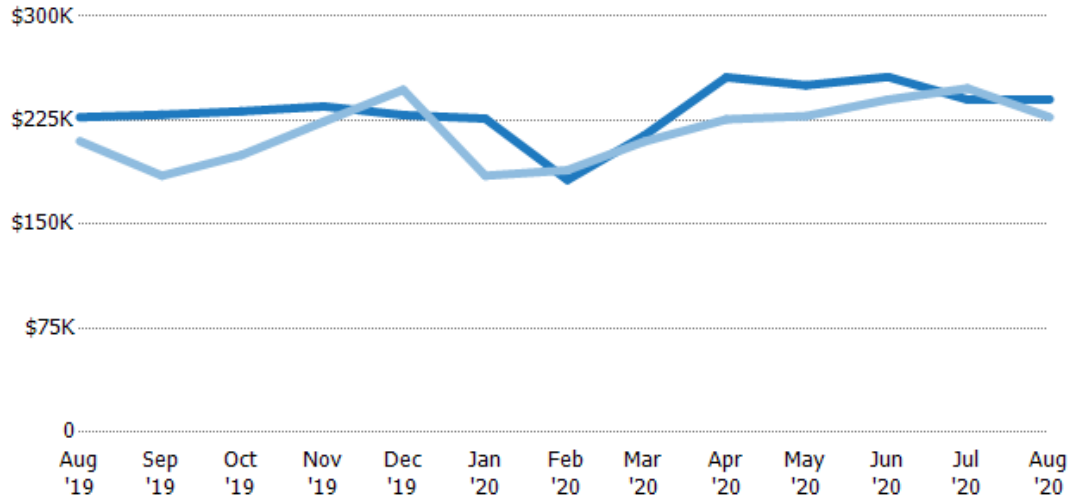
Median Sales Price

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.
Aug '20	\$240K	5.6%
Aug '19	\$227K	8.3%
Aug '18	\$210K	5.4%



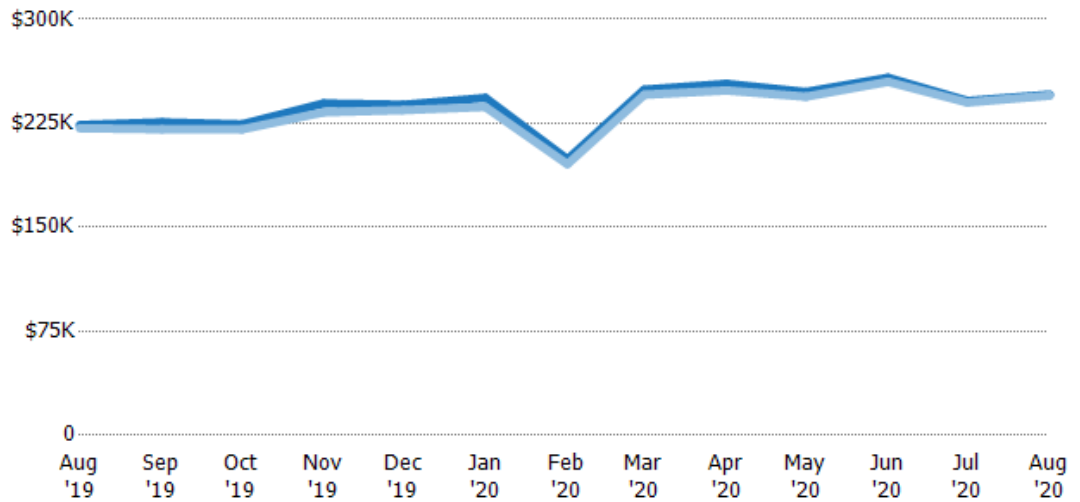
Current Year	\$227K	\$229K	\$231K	\$235K	\$229K	\$226K	\$182K	\$214K	\$256K	\$250K	\$256K	\$240K	\$240K
Prior Year	\$210K	\$185K	\$200K	\$224K	\$247K	\$185K	\$189K	\$210K	\$226K	\$228K	\$240K	\$248K	\$227K
Percent Change from Prior Year	8%	24%	16%	5%	-7%	22%	-4%	2%	13%	10%	7%	-3%	6%

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



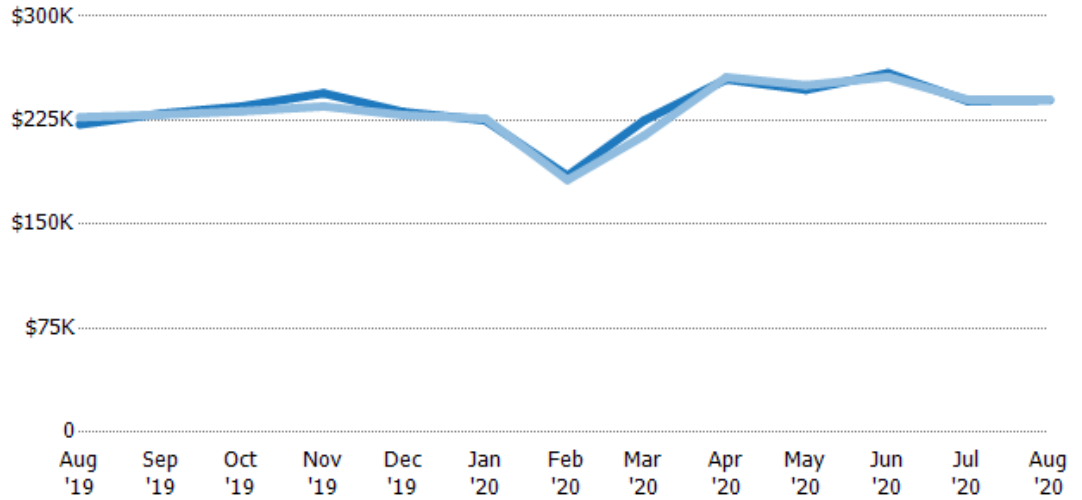
Avg List Price	\$224K	\$226K	\$224K	\$239K	\$238K	\$243K	\$199K	\$249K	\$253K	\$248K	\$258K	\$241K	\$246K
Avg Sales Price	\$221K	\$221K	\$221K	\$233K	\$234K	\$237K	\$196K	\$246K	\$249K	\$244K	\$255K	\$240K	\$245K
Avg Sales Price as a % of Avg List Price	99%	98%	98%	97%	98%	97%	98%	99%	98%	99%	99%	100%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



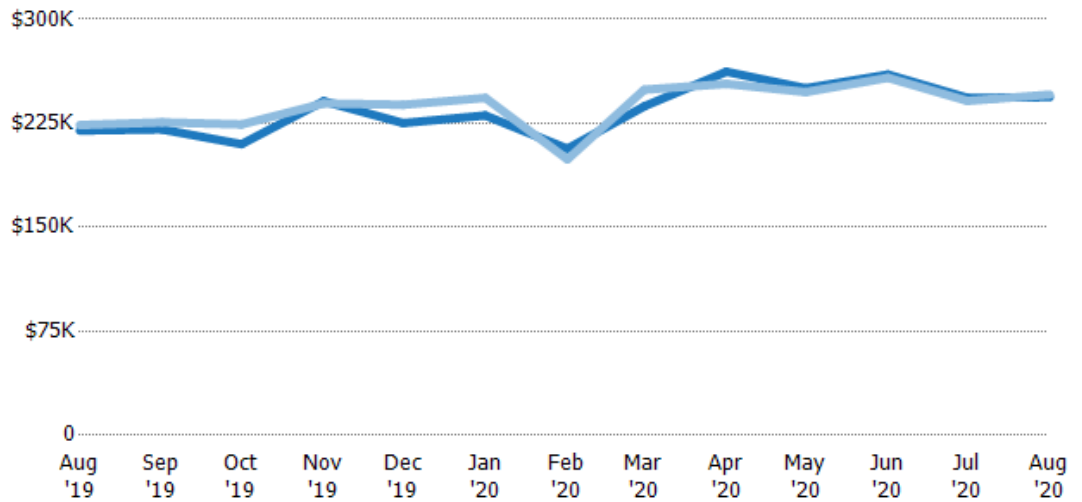
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$222K	\$230K	\$235K	\$244K	\$231K	\$225K	\$185K	\$225K	\$255K	\$247K	\$259K	\$239K	\$240K
Median Sales Price	\$227K	\$229K	\$231K	\$235K	\$229K	\$226K	\$182K	\$214K	\$256K	\$250K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



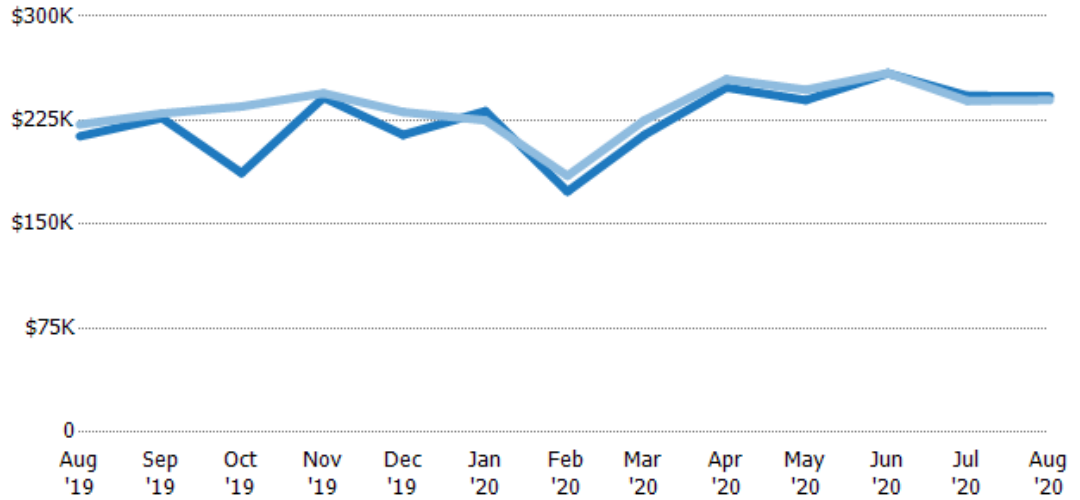
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$220K	\$221K	\$210K	\$241K	\$225K	\$231K	\$207K	\$237K	\$262K	\$250K	\$260K	\$243K	\$244K
Avg Sales Price	\$224K	\$226K	\$224K	\$239K	\$238K	\$243K	\$199K	\$249K	\$253K	\$248K	\$258K	\$241K	\$246K
Avg Sales Price as a % of Avg Est Value	102%	102%	107%	99%	106%	105%	96%	105%	97%	99%	99%	99%	101%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$213K	\$227K	\$187K	\$241K	\$214K	\$232K	\$174K	\$214K	\$249K	\$240K	\$259K	\$243K	\$242K
Median Sales Price	\$222K	\$230K	\$235K	\$244K	\$231K	\$225K	\$185K	\$225K	\$255K	\$247K	\$259K	\$239K	\$240K
Med Sales Price as a % of Med Est Value	104%	101%	126%	101%	108%	97%	107%	105%	102%	103%	100%	99%	99%