

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	67	64	+4.7%	576	628	-8.3%
New Listing Volume	\$19,833,389	\$17,044,216	+16.4%	\$158,779,701	\$153,558,196	+3.4%
Active Listing Count	150	321	-53.3%	N/A	N/A	
Active Listing Volume	\$46,212,789	\$84,506,929	-45.3%	N/A	N/A	
Average Listing Price	\$308,085	\$263,261	+17%	\$272,245	\$252,344	+7.9%
Median Listing Price	\$258,000	\$241,400	+6.9%	\$249,785	\$239,379	+4.3%
Median Days in RPR	72.5	109	-33.5%	103.57	119.97	-13.7%
Months of Inventory	1.8	5	-63.5%	4.6	6.6	-30.7%
Absorption Rate	54.67%	19.94%	+34.7%	21.89%	15.17%	+6.7%
Sales Activity Charts Metrics						
New Pending Sales Count	78	76	+2.6%	658	568	+15.8%
New Pending Sales Volume	\$23,706,094	\$16,558,204	+43.2%	\$167,754,210	\$130,828,319	+28.2%
Pending Sales Count	123	110	+11.8%	N/A	N/A	
Pending Sales Volume	\$34,224,127	\$24,636,521	+38.9%	N/A	N/A	
Closed Sales Count	74	48	+54.2%	474	405	+17%
Closed Sales Volume	\$21,071,328	\$10,618,175	+98.4%	\$117,874,893	\$93,213,932	+26.5%
Average Sales Price	\$284,748	\$221,212	+28.7%	\$248,681	\$230,158	+8%
Median Sales Price	\$254,000	\$232,000	+9.5%	\$240,300	\$228,424	+5.2%

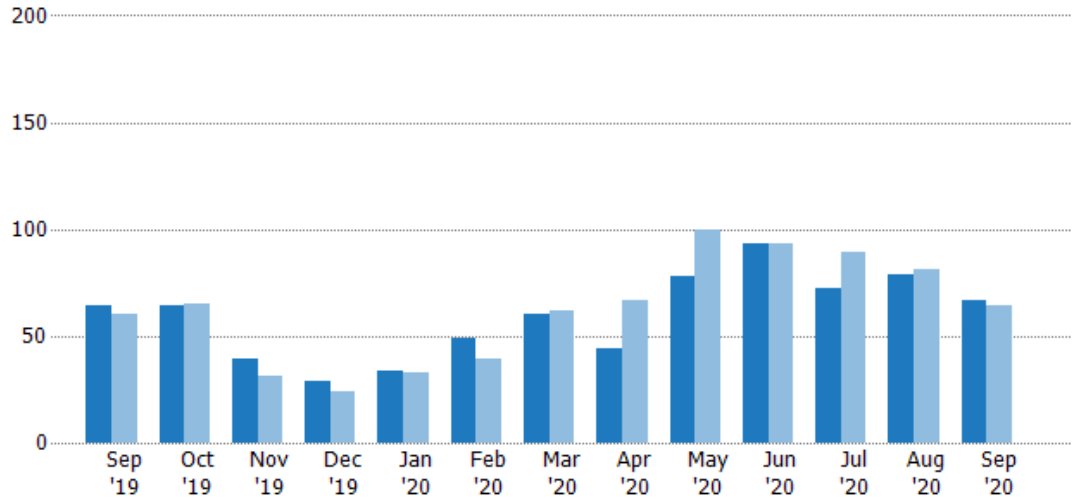
New Listings

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.
Sep '20	67	4.7%
Sep '19	64	6.7%
Sep '18	60	11.7%



Current Year	64	64	39	29	34	49	60	44	78	93	72	79	67
Prior Year	60	65	31	24	33	39	62	67	100	93	89	81	64
Percent Change from Prior Year	7%	-2%	26%	21%	3%	26%	-3%	-34%	-22%	0%	-19%	-2%	5%

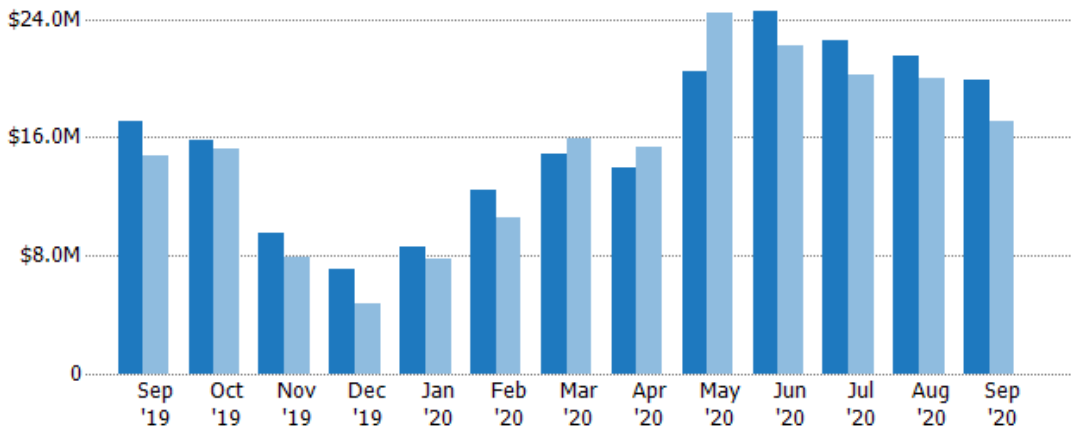
New Listing Volume

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.
Sep '20	\$19.8M	16.4%
Sep '19	\$17M	15.3%
Sep '18	\$14.8M	5.3%



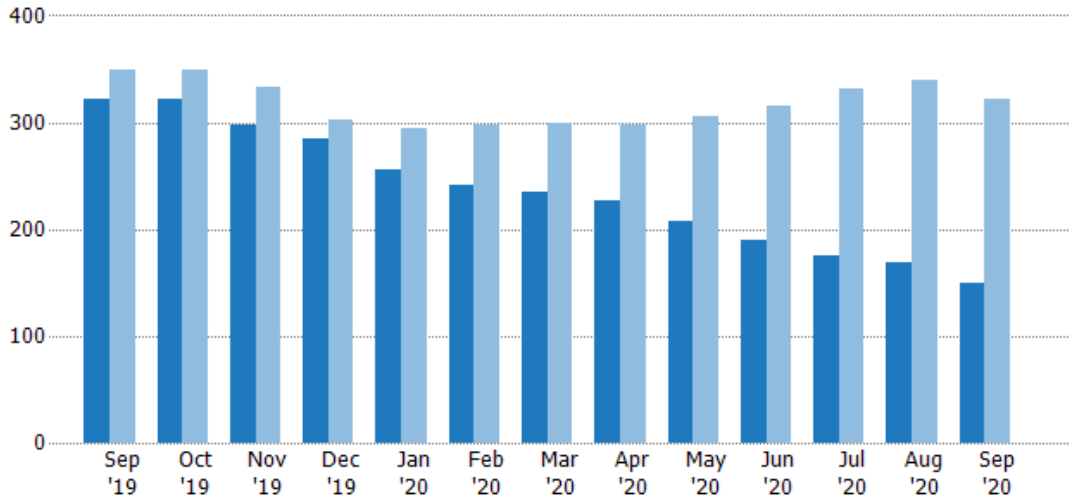
Current Year	\$17M	\$15.8M	\$9.56M	\$7.12M	\$8.58M	\$12.5M	\$14.9M	\$14M	\$20.5M	\$24.6M	\$22.5M	\$21.5M	\$19.8M
Prior Year	\$14.8M	\$15.2M	\$7.94M	\$4.79M	\$7.83M	\$10.5M	\$15.9M	\$15.4M	\$24.4M	\$22.2M	\$20.2M	\$20M	\$17M
Percent Change from Prior Year	15%	4%	20%	49%	10%	18%	-7%	-9%	-16%	11%	11%	7%	16%

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



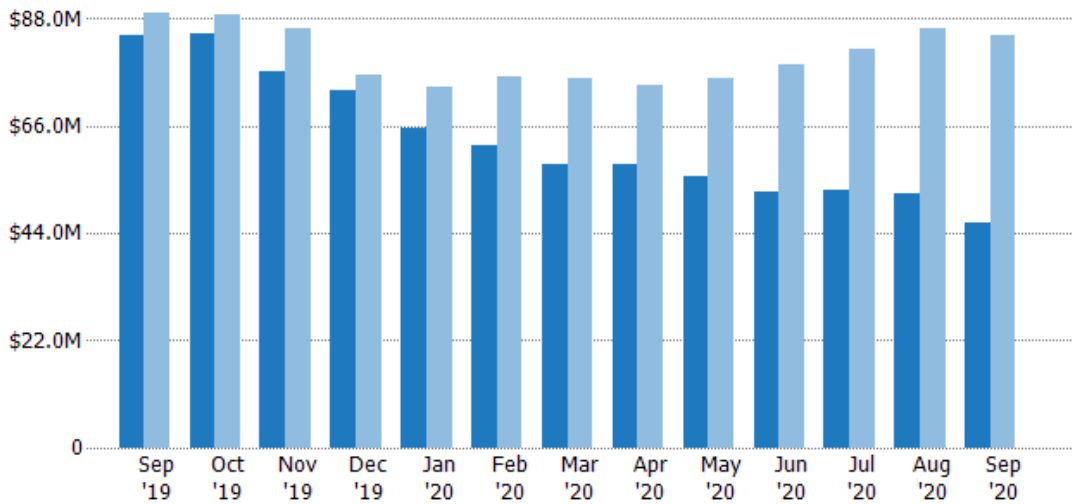
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	321	322	297	284	255	242	235	226	207	190	176	169	150
Prior Year	349	349	333	303	295	297	299	298	305	315	332	340	321
Percent Change from Prior Year	-8%	-8%	-11%	-6%	-14%	-19%	-21%	-24%	-32%	-40%	-47%	-50%	-53%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$84.5M	\$84.8M	\$77.3M	\$73.3M	\$65.6M	\$62.1M	\$58.2M	\$58.3M	\$55.6M	\$52.6M	\$53M	\$52M	\$46.2M
Prior Year	\$89M	\$89M	\$85.9M	\$76.5M	\$74.1M	\$76.2M	\$75.7M	\$74.3M	\$75.8M	\$78.6M	\$81.9M	\$85.9M	\$84.5M
Percent Change from Prior Year	-5%	-5%	-10%	-4%	-11%	-19%	-23%	-22%	-27%	-33%	-35%	-39%	-45%

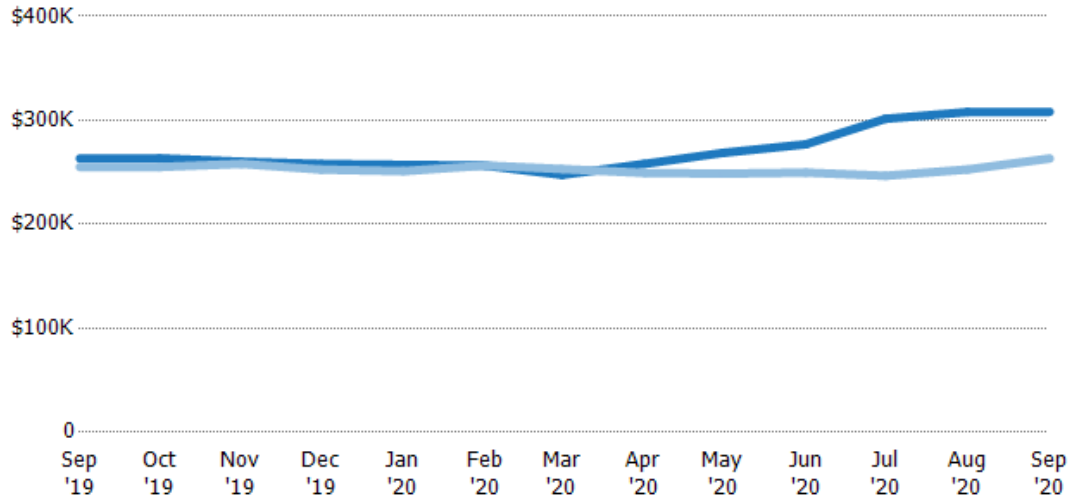
Average Listing Price

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.
Sep '20	\$308K	17%
Sep '19	\$263K	3.2%
Sep '18	\$255K	-8.8%



Current Year	\$263K	\$263K	\$260K	\$258K	\$257K	\$256K	\$247K	\$258K	\$269K	\$277K	\$301K	\$308K	\$308K
Prior Year	\$255K	\$255K	\$258K	\$253K	\$251K	\$257K	\$253K	\$249K	\$249K	\$250K	\$247K	\$253K	\$263K
Percent Change from Prior Year	3%	3%	1%	2%	2%	0%	-2%	3%	8%	11%	22%	22%	17%

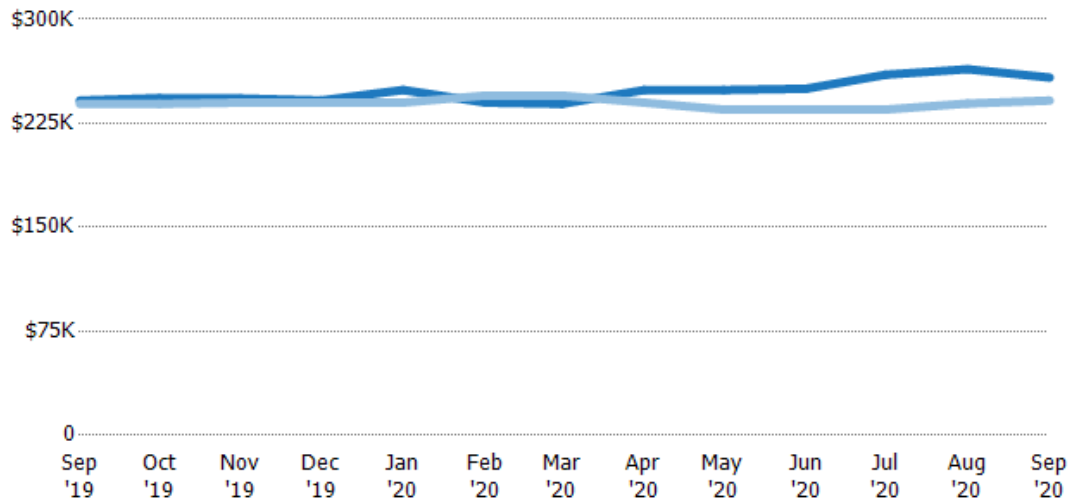
Median Listing Price

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.
Sep '20	\$258K	6.9%
Sep '19	\$241K	1%
Sep '18	\$239K	-8%



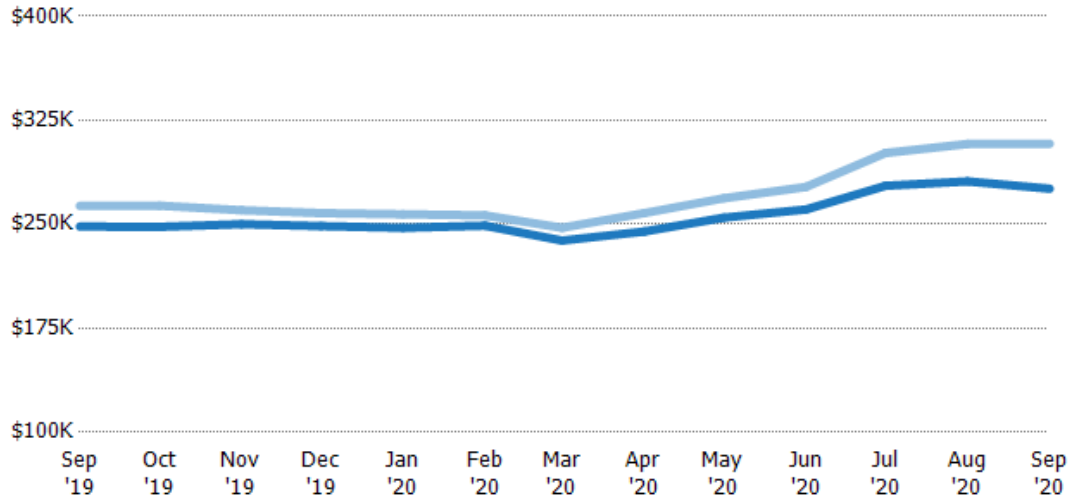
Current Year	\$241K	\$243K	\$243K	\$241K	\$249K	\$240K	\$239K	\$249K	\$249K	\$250K	\$260K	\$264K	\$258K
Prior Year	\$239K	\$239K	\$240K	\$240K	\$240K	\$245K	\$245K	\$240K	\$235K	\$235K	\$235K	\$239K	\$241K
Percent Change from Prior Year	1%	2%	1%	1%	4%	-2%	-2%	4%	6%	6%	11%	10%	7%

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



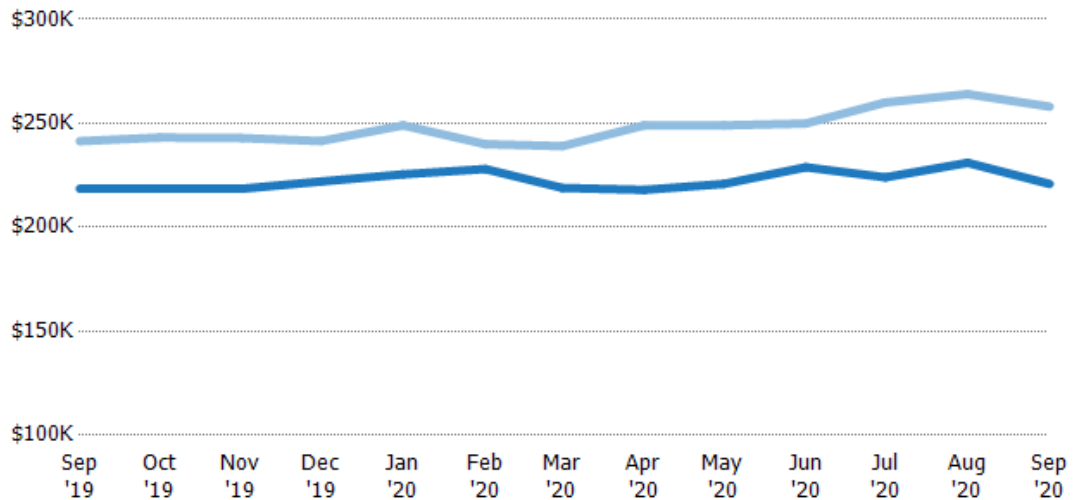
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$248K	\$248K	\$250K	\$249K	\$247K	\$249K	\$238K	\$245K	\$255K	\$261K	\$278K	\$281K	\$276K
Avg Listing Price	\$263K	\$263K	\$260K	\$258K	\$257K	\$256K	\$247K	\$258K	\$269K	\$277K	\$301K	\$308K	\$308K
Avg Listing Price as a % of Avg Est Value	106%	106%	104%	104%	104%	103%	104%	105%	105%	106%	109%	110%	112%

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



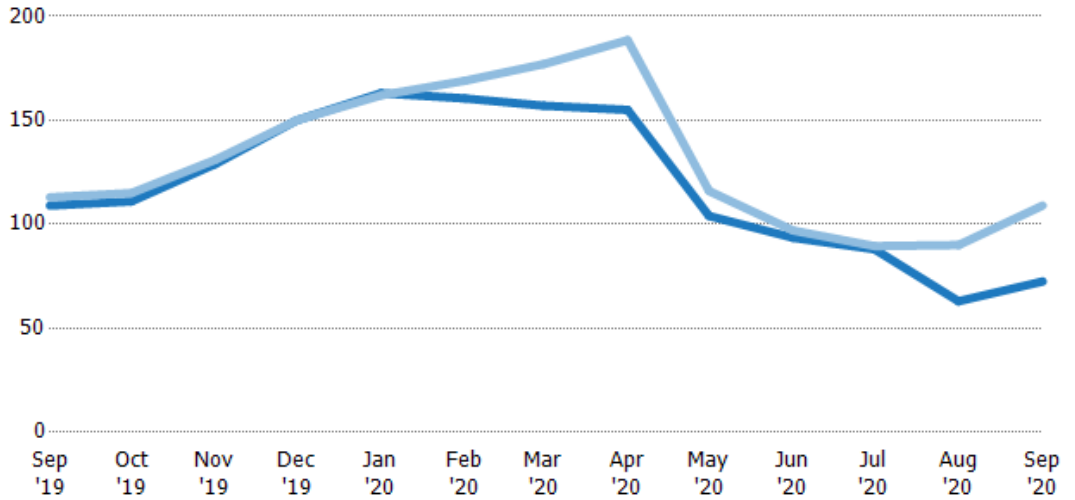
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$219K	\$219K	\$219K	\$222K	\$225K	\$228K	\$219K	\$218K	\$221K	\$229K	\$224K	\$231K	\$221K
Median Listing Price	\$241K	\$243K	\$243K	\$241K	\$249K	\$240K	\$239K	\$249K	\$249K	\$250K	\$260K	\$264K	\$258K
Med Listing Price as a % of Med Est Value	110%	111%	111%	109%	110%	105%	109%	114%	113%	109%	116%	114%	117%

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



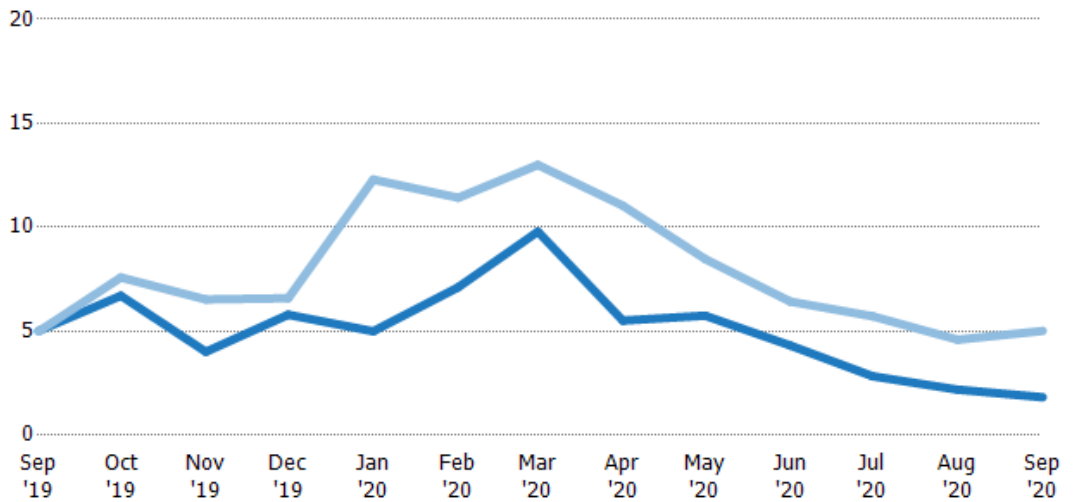
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	109	111	129	150	163	161	157	155	104	93.5	88	63	72.5
Prior Year	113	115	131	150	162	169	177	189	116	97	89.5	90	109
Percent Change from Prior Year	-4%	-3%	-2%	0%	1%	-5%	-11%	-18%	-10%	-4%	-2%	-30%	-33%

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



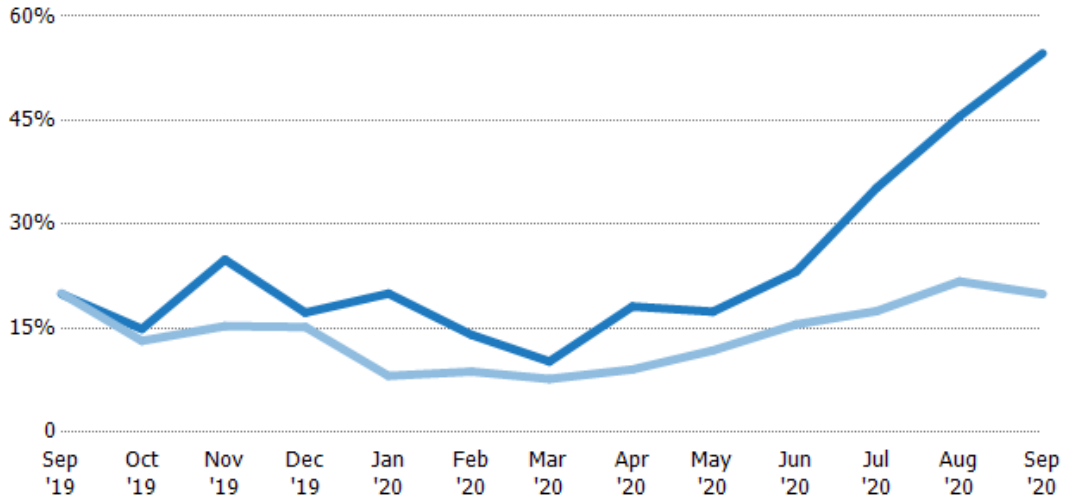
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	5.02	6.71	4.01	5.8	5	7.12	9.79	5.51	5.75	4.32	2.84	2.19	1.83
Prior Year	4.99	7.59	6.53	6.59	12.3	11.4	13	11	8.47	6.43	5.72	4.59	5.02
Percent Change from Prior Year	1%	-12%	-39%	-12%	-59%	-38%	-25%	-50%	-32%	-33%	-50%	-52%	-64%

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.
Sep '20	55%	-34.7%
Sep '19	20%	0.1%
Sep '18	20%	-29.4%

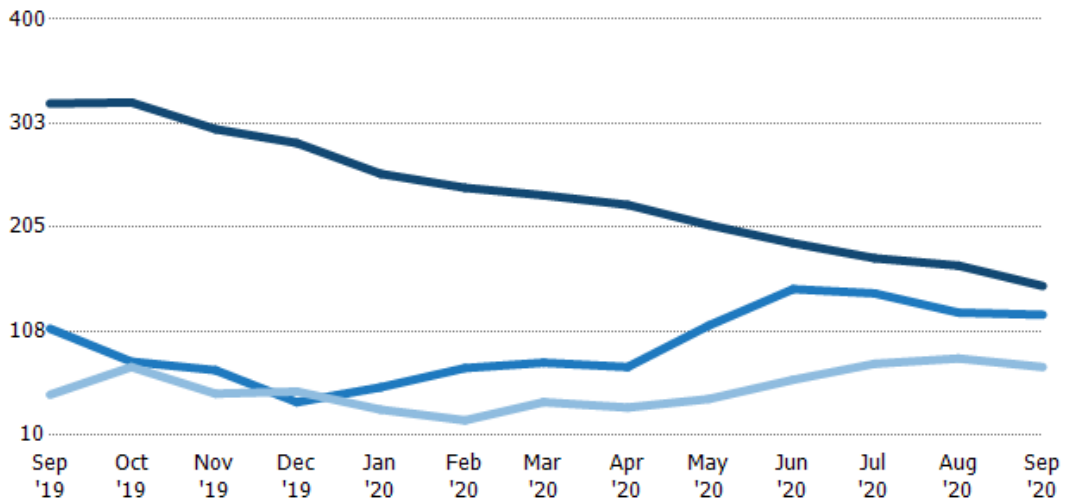
Current Year	20%	15%	25%	17%	20%	14%	10%	18%	17%	23%	35%	46%	55%
Prior Year	20%	13%	15%	15%	8%	9%	8%	9%	12%	16%	17%	22%	20%
Change from Prior Year	0%	-2%	-10%	-2%	-12%	-5%	-3%	-9%	-6%	-8%	-18%	-24%	-35%

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



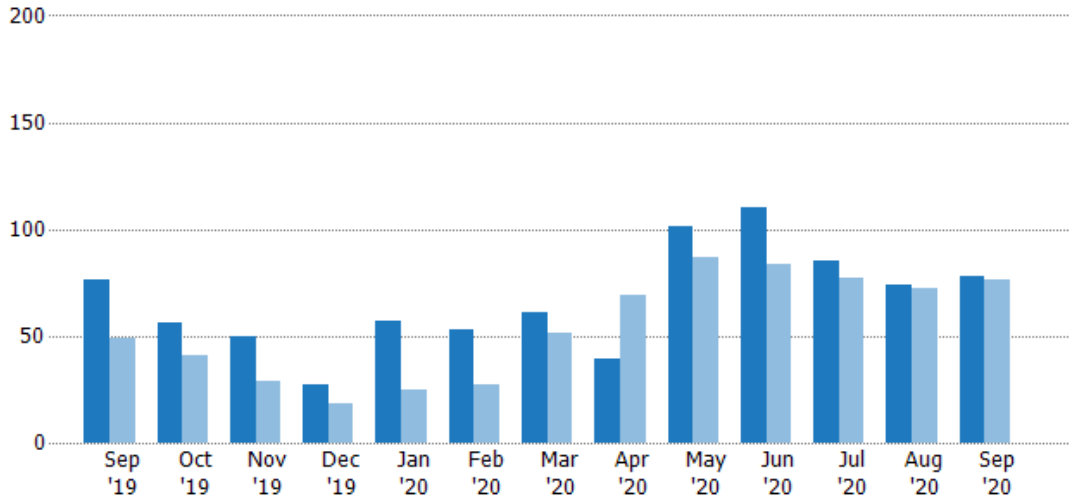
Active	321	322	297	284	255	242	235	226	207	190	176	169	150
Pending	110	79	71	41	55	73	78	74	113	147	143	125	123
Sold	48	74	49	51	34	24	41	36	44	62	77	82	74

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



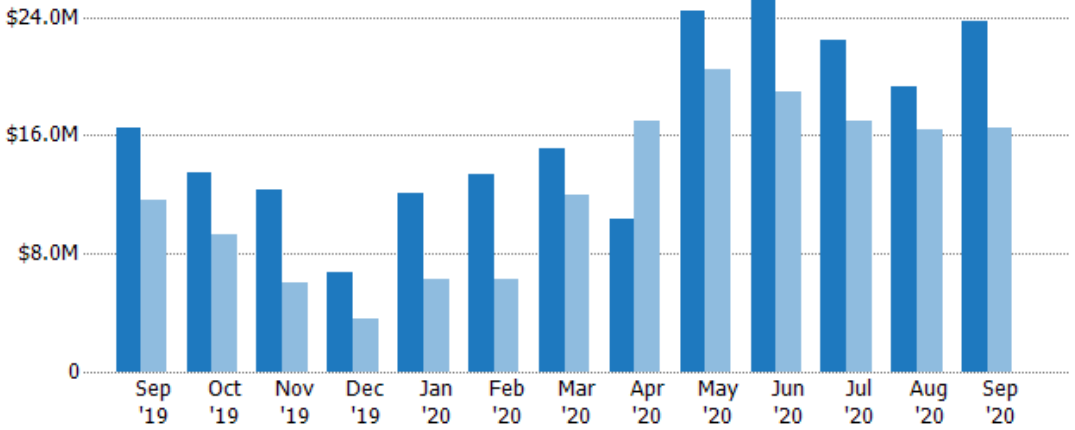
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	76	56	50	27	57	53	61	39	101	110	85	74	78
Prior Year	49	41	29	18	25	27	51	69	87	84	77	72	76
Percent Change from Prior Year	55%	37%	72%	50%	128%	96%	20%	-43%	16%	31%	10%	3%	3%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$16.6M	\$13.5M	\$12.3M	\$6.7M	\$12.1M	\$13.4M	\$15.1M	\$10.4M	\$24.4M	\$27M	\$22.5M	\$19.2M	\$23.7M
Prior Year	\$11.6M	\$9.26M	\$6M	\$3.6M	\$6.23M	\$6.22M	\$12M	\$16.9M	\$20.5M	\$19M	\$17M	\$16.4M	\$16.6M
Percent Change from Prior Year	42%	45%	105%	86%	94%	115%	26%	-39%	19%	42%	32%	17%	43%

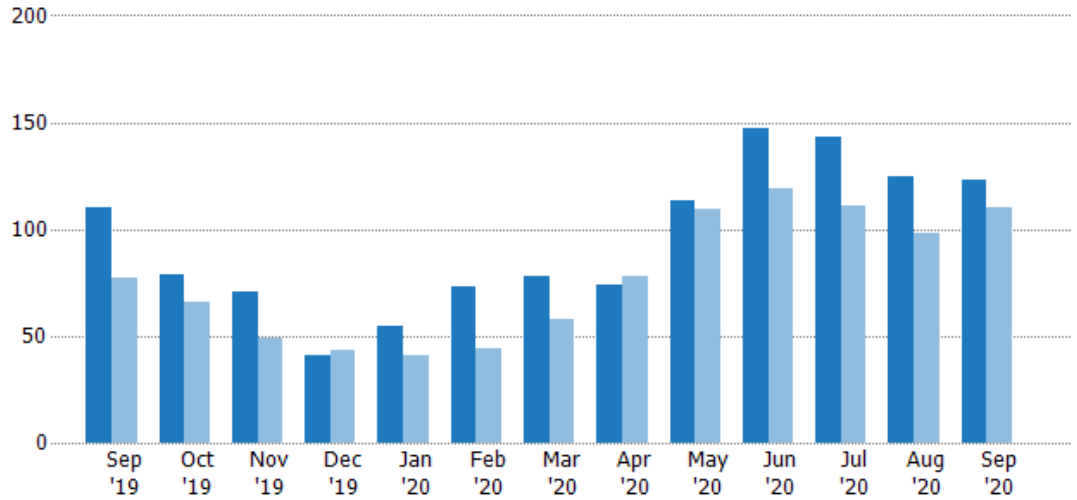
Pending Sales

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.
Sep '20	123	11.8%
Sep '19	110	42.9%
Sep '18	77	-20.8%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	110	79	71	41	55	73	78	74	113	147	143	125	123
Prior Year	77	66	49	43	41	44	58	78	109	119	111	98	110
Percent Change from Prior Year	43%	20%	45%	-5%	34%	66%	34%	-5%	4%	24%	29%	28%	12%

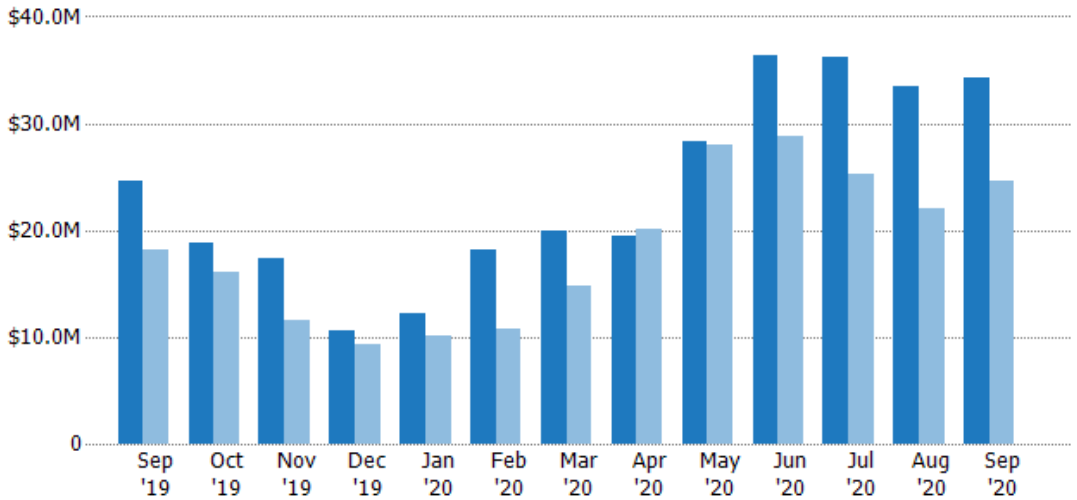
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Sep '20	\$34.2M	38.9%
Sep '19	\$24.6M	36.1%
Sep '18	\$18.1M	-28.3%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$24.6M	\$18.7M	\$17.4M	\$10.6M	\$12.2M	\$18.1M	\$20M	\$19.4M	\$28.3M	\$36.3M	\$36.2M	\$33.5M	\$34.2M
Prior Year	\$18.1M	\$16.1M	\$11.6M	\$9.34M	\$10.1M	\$10.8M	\$14.7M	\$20.1M	\$28M	\$28.8M	\$25.3M	\$22.1M	\$24.6M
Percent Change from Prior Year	36%	17%	50%	14%	21%	68%	36%	-3%	1%	26%	43%	52%	39%

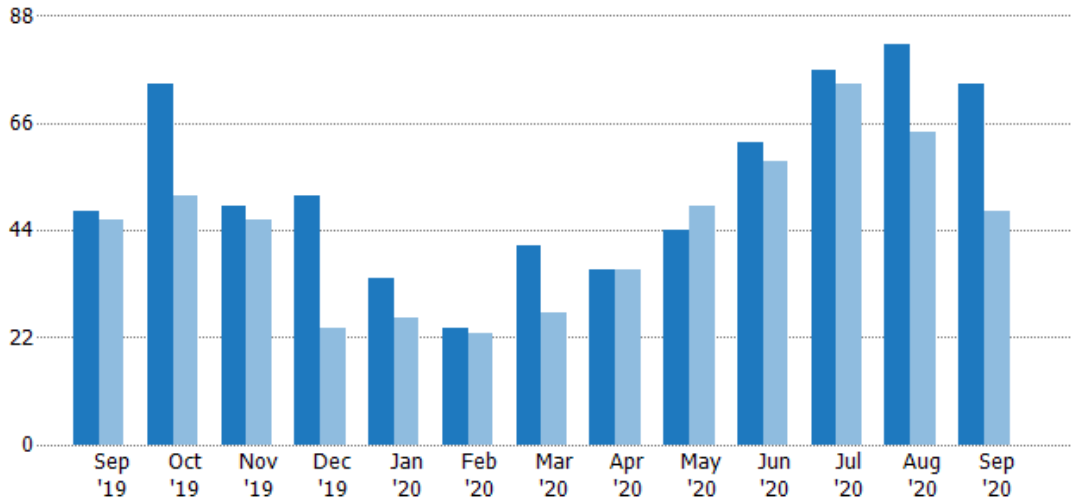
Closed Sales

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.
Sep '20	74	54.2%
Sep '19	48	4.3%
Sep '18	46	-4.3%



Current Year	48	74	49	51	34	24	41	36	44	62	77	82	74
Prior Year	46	51	46	24	26	23	27	36	49	58	74	64	48
Percent Change from Prior Year	4%	45%	7%	113%	31%	4%	52%	0%	-10%	7%	4%	28%	54%

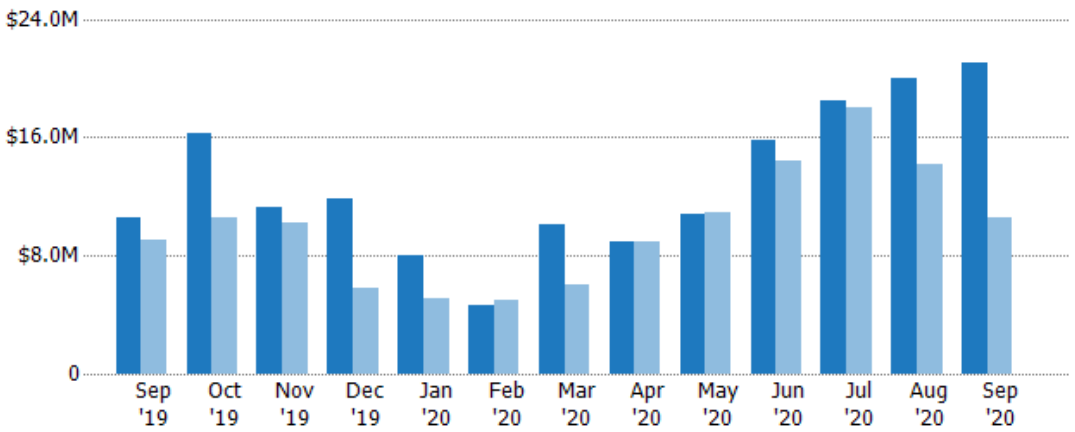
Closed Sales Volume

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.
Sep '20	\$21.1M	98.4%
Sep '19	\$10.6M	17.8%
Sep '18	\$9.02M	-0.4%



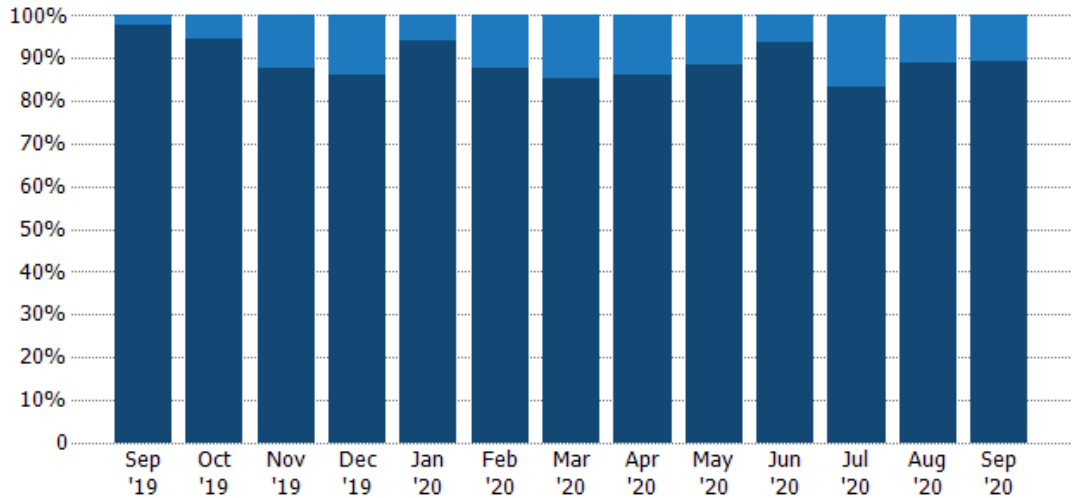
Current Year	\$10.6M	\$16.3M	\$11.3M	\$11.8M	\$8.05M	\$4.69M	\$10.1M	\$8.95M	\$10.7M	\$15.8M	\$18.5M	\$20M	\$21.1M
Prior Year	\$9.02M	\$10.6M	\$10.2M	\$5.83M	\$5.15M	\$4.96M	\$6.07M	\$8.96M	\$10.9M	\$14.4M	\$18M	\$14.2M	\$10.6M
Percent Change from Prior Year	18%	54%	11%	103%	56%	-5%	66%	0%	-2%	10%	3%	41%	98%

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



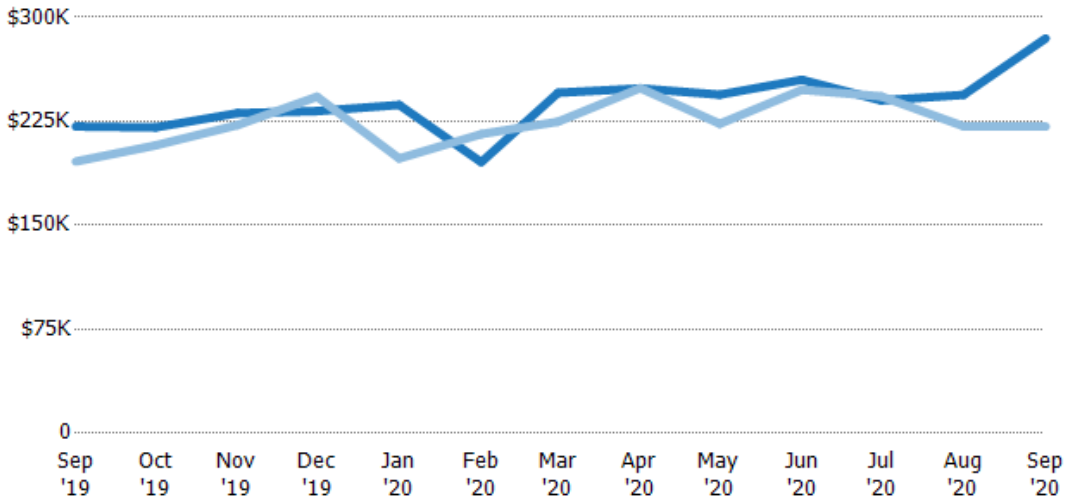
Condo/Townhouse	2%	5%	12%	14%	6%	13%	15%	14%	11%	6%	17%	11%	11%
Single Family Residence	98%	95%	88%	86%	94%	88%	85%	86%	89%	94%	83%	89%	89%

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



Current Year	\$221K	\$221K	\$231K	\$232K	\$237K	\$196K	\$246K	\$249K	\$244K	\$255K	\$240K	\$244K	\$285K
Prior Year	\$196K	\$208K	\$222K	\$243K	\$198K	\$216K	\$225K	\$249K	\$223K	\$248K	\$243K	\$221K	\$221K
Percent Change from Prior Year	13%	6%	4%	-4%	19%	-9%	9%	0%	9%	3%	-1%	10%	29%

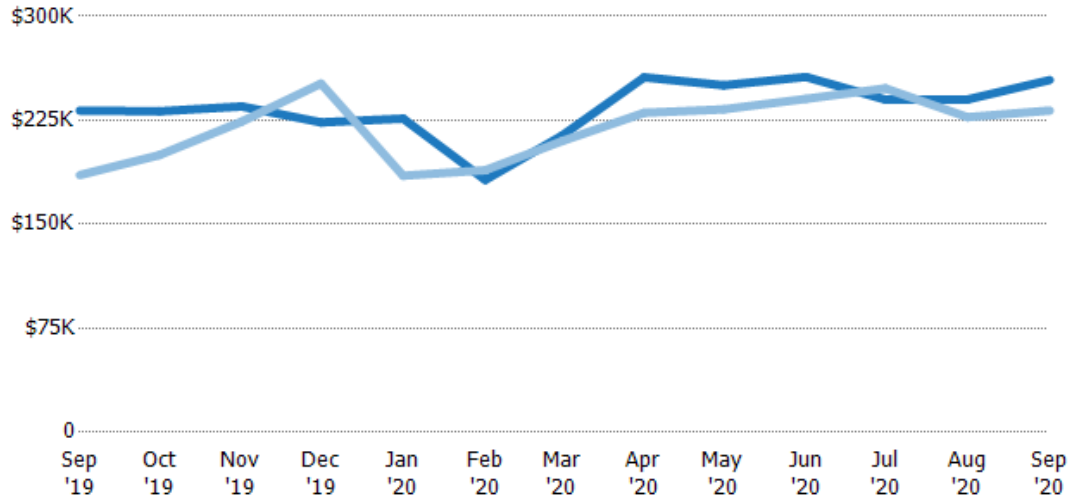
Median Sales Price

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.
Sep '20	\$254K	9.5%
Sep '19	\$232K	25.1%
Sep '18	\$186K	3.7%



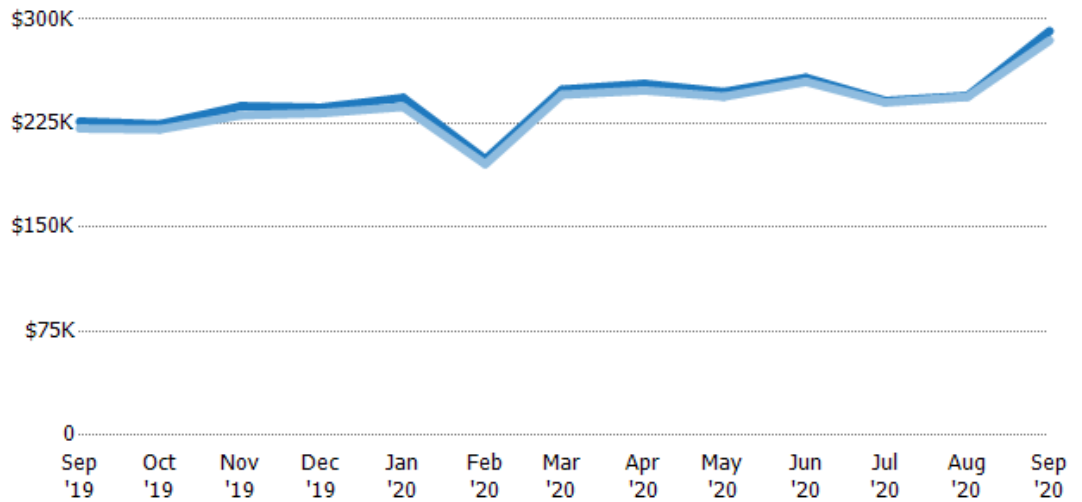
Current Year	\$232K	\$231K	\$235K	\$224K	\$226K	\$182K	\$214K	\$256K	\$250K	\$256K	\$240K	\$240K	\$254K
Prior Year	\$186K	\$200K	\$224K	\$251K	\$185K	\$189K	\$210K	\$230K	\$233K	\$240K	\$248K	\$227K	\$232K
Percent Change from Prior Year	25%	16%	5%	-11%	22%	-4%	2%	11%	7%	7%	-3%	6%	9%

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



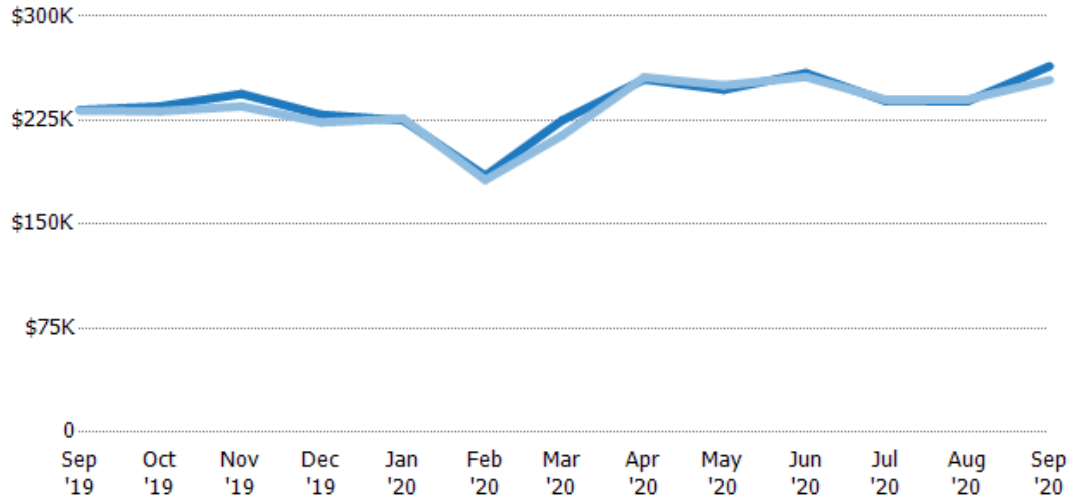
Avg List Price	\$226K	\$224K	\$237K	\$236K	\$243K	\$199K	\$249K	\$253K	\$248K	\$258K	\$241K	\$245K	\$291K
Avg Sales Price	\$221K	\$221K	\$231K	\$232K	\$237K	\$196K	\$246K	\$249K	\$244K	\$255K	\$240K	\$244K	\$285K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	98%	97%	98%	99%	98%	99%	99%	100%	100%	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



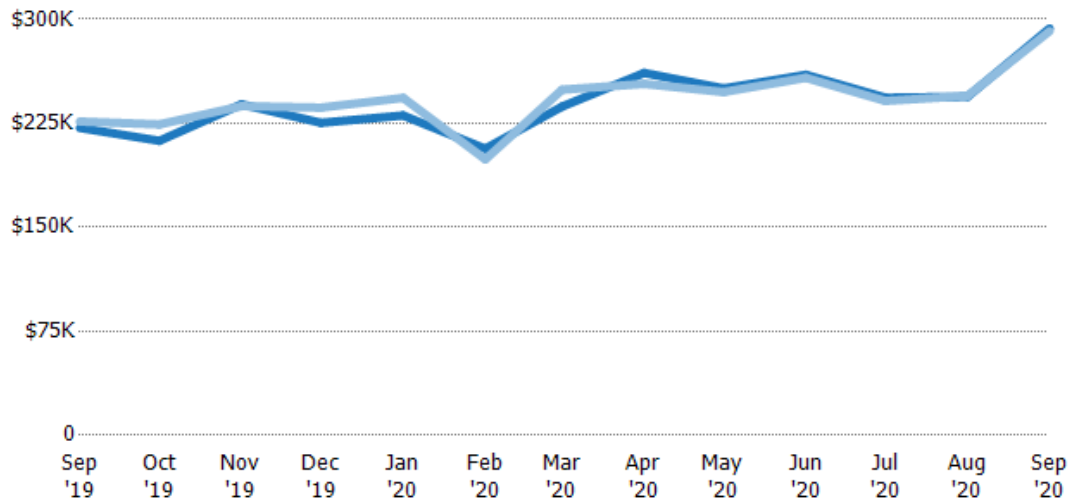
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$232K	\$235K	\$244K	\$229K	\$225K	\$185K	\$225K	\$255K	\$247K	\$259K	\$239K	\$239K	\$264K
Median Sales Price	\$232K	\$231K	\$235K	\$224K	\$226K	\$182K	\$214K	\$256K	\$250K	\$256K	\$240K	\$240K	\$254K
Med Sales Price as a % of Med List Price	100%	99%	96%	98%	101%	98%	95%	101%	101%	99%	100%	101%	96%

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



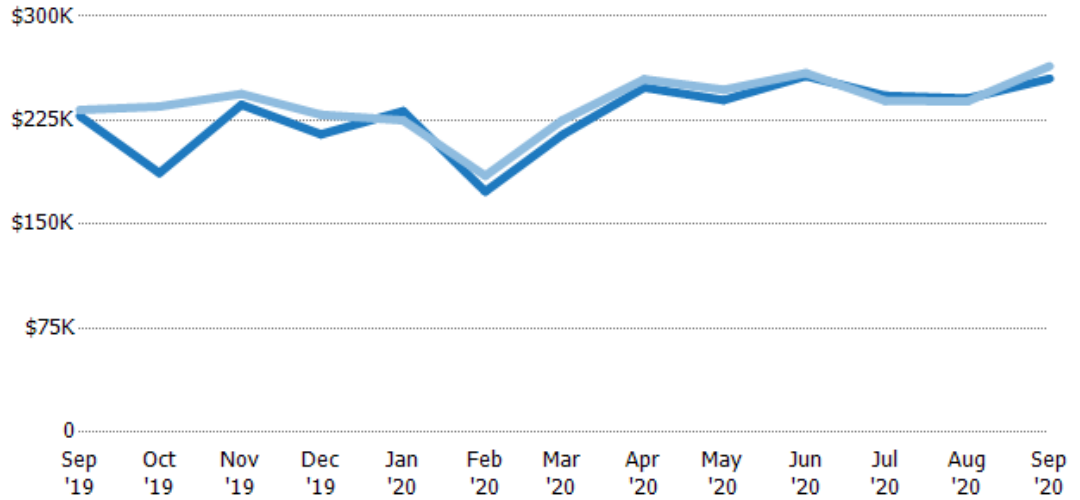
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$222K	\$212K	\$239K	\$225K	\$231K	\$207K	\$237K	\$261K	\$250K	\$260K	\$243K	\$244K	\$293K
Avg Sales Price	\$226K	\$224K	\$237K	\$236K	\$243K	\$199K	\$249K	\$253K	\$248K	\$258K	\$241K	\$245K	\$291K
Avg Sales Price as a % of Avg Est Value	102%	106%	99%	105%	105%	96%	105%	97%	99%	99%	99%	100%	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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$228K	\$187K	\$236K	\$215K	\$232K	\$174K	\$214K	\$249K	\$240K	\$257K	\$243K	\$241K	\$255K
Median Sales Price	\$232K	\$235K	\$244K	\$229K	\$225K	\$185K	\$225K	\$255K	\$247K	\$259K	\$239K	\$239K	\$264K
Med Sales Price as a % of Med Est Value	102%	126%	103%	107%	97%	107%	105%	102%	103%	101%	99%	99%	104%