

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

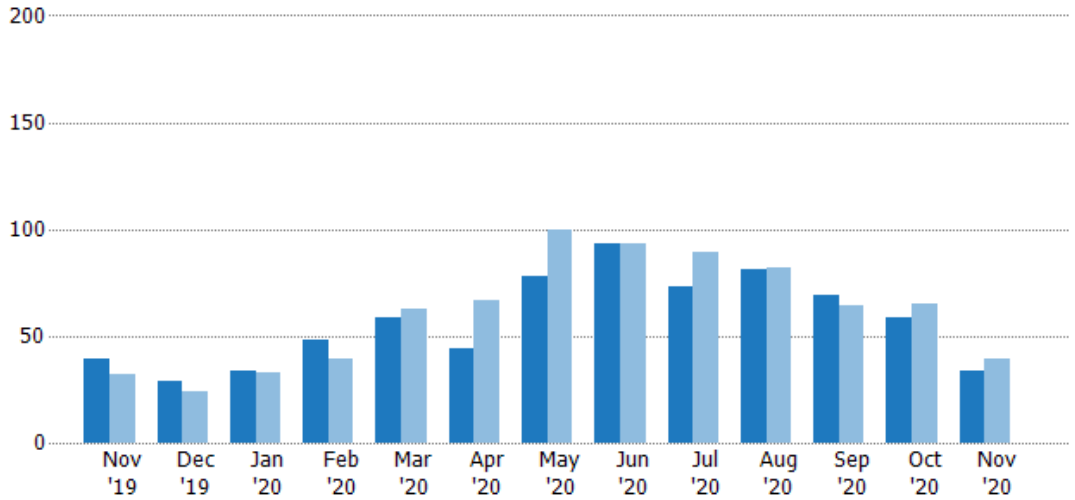
Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	34	39	-12.8%	672	734	-8.4%
New Listing Volume	\$8,534,599	\$9,563,100	-10.8%	\$186,793,245	\$179,496,916	+4.1%
Active Listing Count	115	302	-61.9%	N/A	N/A	
Active Listing Volume	\$35,652,289	\$77,593,834	-54.1%	N/A	N/A	
Average Listing Price	\$310,020	\$256,933	+20.7%	\$273,335	\$252,474	+8.3%
Median Listing Price	\$259,900	\$239,900	+8.3%	\$250,244	\$239,291	+4.6%
Median Days in RPR	99	129	-23.3%	105.06	120.02	-12.5%
Months of Inventory	1.9	4.1	-53.8%	4.1	6.6	-38.3%
Absorption Rate	53.04%	24.5%	+28.5%	24.52%	15.13%	+9.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	47	50	-6%	767	674	+13.8%
New Pending Sales Volume	\$12,263,950	\$12,276,902	-0.1%	\$197,298,154	\$156,566,520	+26%
Pending Sales Count	95	71	+33.8%	N/A	N/A	
Pending Sales Volume	\$26,076,944	\$17,395,519	+49.9%	N/A	N/A	
Closed Sales Count	52	51	+2%	586	531	+10.4%
Closed Sales Volume	\$15,043,003	\$11,861,838	+26.8%	\$148,399,998	\$121,468,858	+22.2%
Average Sales Price	\$289,289	\$232,585	+24.4%	\$253,242	\$228,755	+10.7%
Median Sales Price	\$276,000	\$235,000	+17.4%	\$244,809	\$229,424	+6.7%

## 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



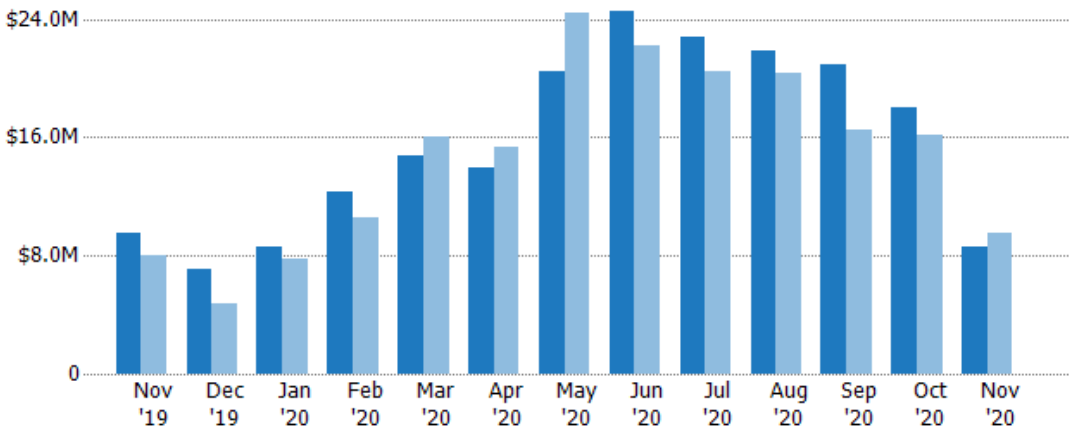
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	39	29	34	48	59	44	78	93	73	81	69	59	34
Prior Year	32	24	33	39	63	67	100	93	89	82	64	65	39
Percent Change from Prior Year	22%	21%	3%	23%	-6%	-34%	-22%	0%	-18%	-1%	8%	-9%	-13%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$9.56M	\$7.12M	\$8.58M	\$12.3M	\$14.7M	\$14M	\$20.5M	\$24.6M	\$22.8M	\$21.8M	\$20.9M	\$18.1M	\$8.53M
Prior Year	\$7.96M	\$4.79M	\$7.83M	\$10.5M	\$16.1M	\$15.4M	\$24.4M	\$22.2M	\$20.5M	\$20.4M	\$16.5M	\$16.1M	\$9.56M
Percent Change from Prior Year	20%	49%	10%	16%	-8%	-9%	-16%	11%	11%	7%	27%	12%	-11%

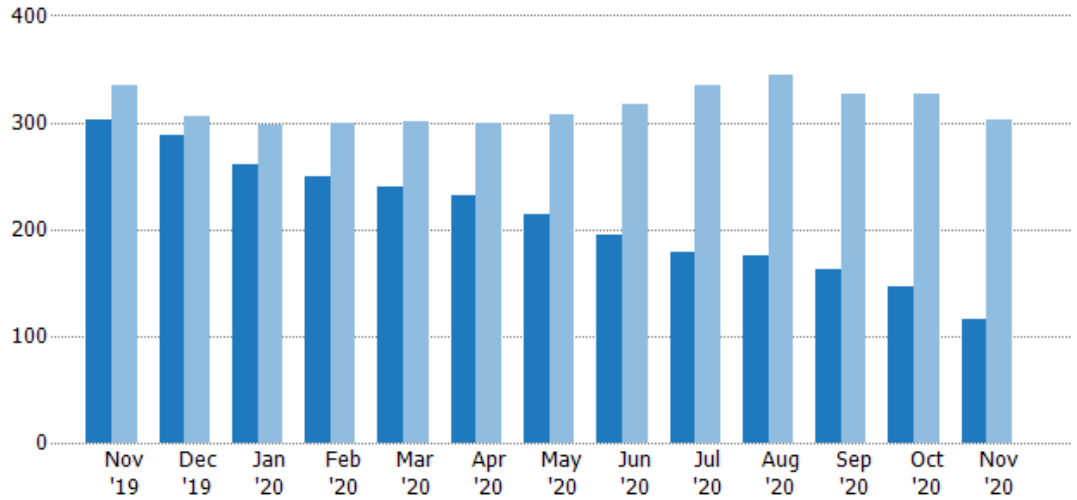
## Active Listings

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.
Nov '20	115	-61.9%
Nov '19	302	-9.9%
Nov '18	335	1.2%



Current Year	302	288	260	249	240	232	214	194	179	175	162	146	115
Prior Year	335	305	297	299	301	300	307	317	335	345	327	327	302
Percent Change from Prior Year	-10%	-6%	-12%	-17%	-20%	-23%	-30%	-39%	-47%	-49%	-50%	-55%	-62%

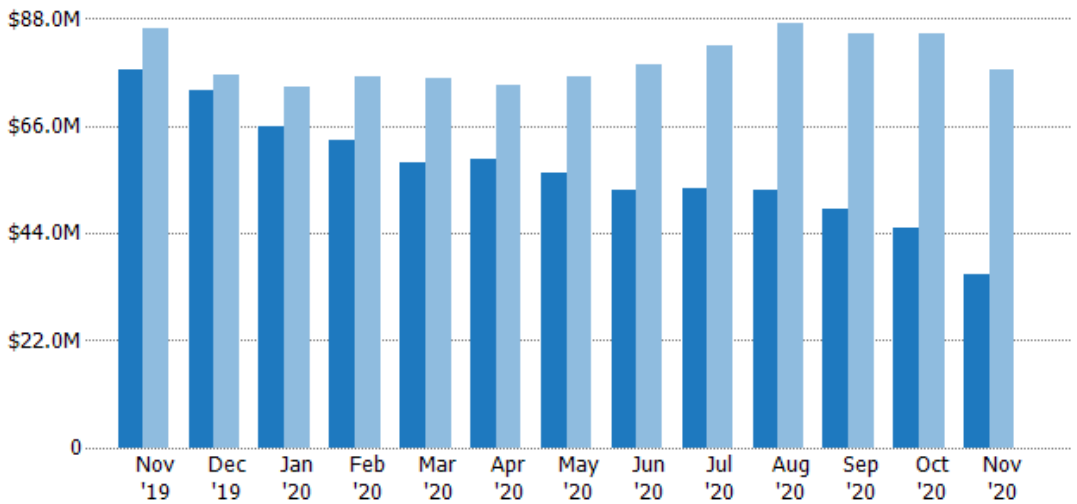
## Active Listing Volume

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.
Nov '20	\$35.7M	-54.1%
Nov '19	\$77.6M	-9.8%
Nov '18	\$86M	-8.5%



Current Year	\$77.6M	\$73.3M	\$65.9M	\$63M	\$58.7M	\$59.1M	\$56.5M	\$52.9M	\$53.1M	\$52.8M	\$49.1M	\$45.1M	\$35.7M
Prior Year	\$86M	\$76.6M	\$74.2M	\$76.3M	\$75.8M	\$74.5M	\$76M	\$78.8M	\$82.5M	\$87M	\$85.1M	\$85.1M	\$77.6M
Percent Change from Prior Year	-10%	-4%	-11%	-17%	-23%	-21%	-26%	-33%	-36%	-39%	-42%	-47%	-54%

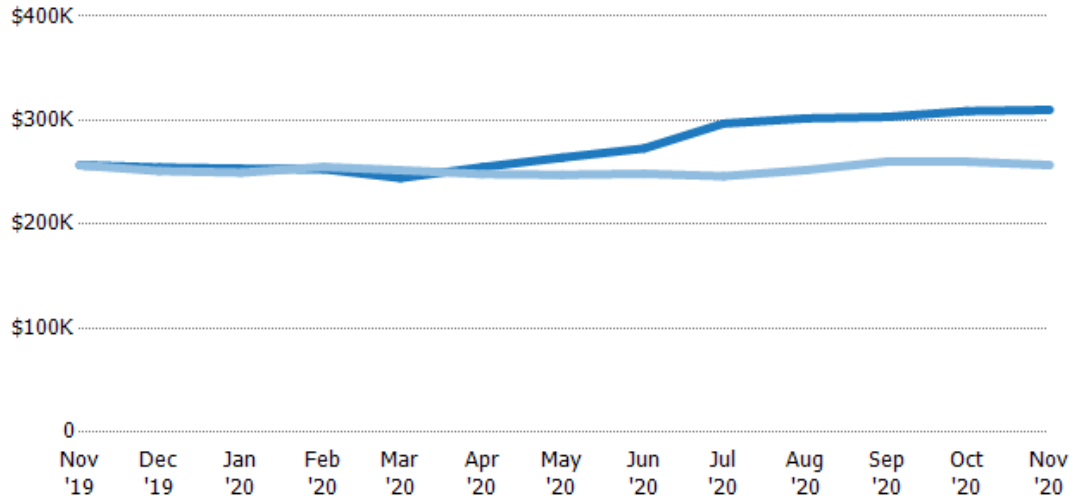
## Average Listing Price

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.
Nov '20	\$310K	20.7%
Nov '19	\$257K	0.1%
Nov '18	\$257K	-9.6%



Current Year	\$257K	\$255K	\$254K	\$253K	\$245K	\$255K	\$264K	\$273K	\$297K	\$302K	\$303K	\$309K	\$310K
Prior Year	\$257K	\$251K	\$250K	\$255K	\$252K	\$248K	\$248K	\$249K	\$246K	\$252K	\$260K	\$260K	\$257K
Percent Change from Prior Year	0%	1%	2%	-1%	-3%	3%	7%	10%	21%	20%	16%	19%	21%

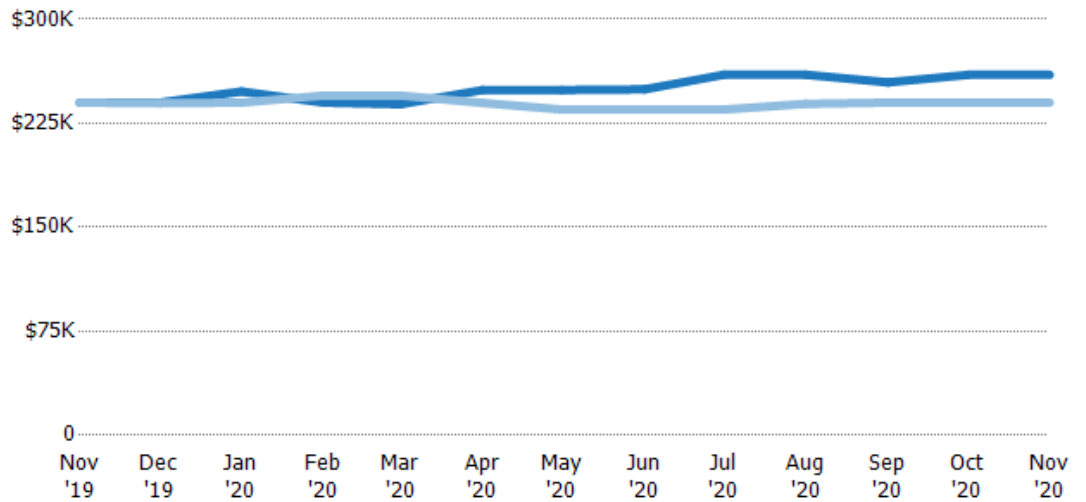
## Median Listing Price

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.
Nov '20	\$260K	8.3%
Nov '19	\$240K	0%
Nov '18	\$240K	-6.3%



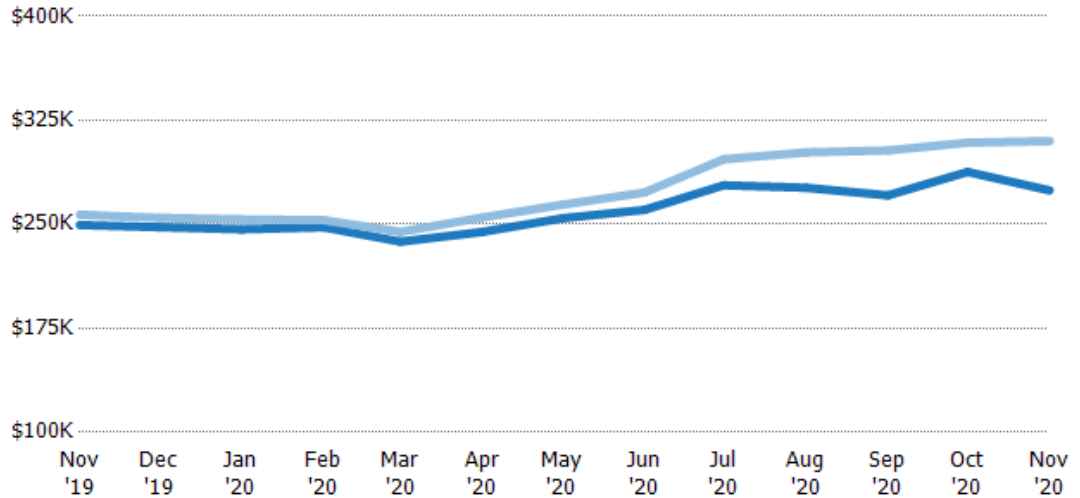
Current Year	\$240K	\$240K	\$248K	\$240K	\$239K	\$249K	\$249K	\$249K	\$260K	\$260K	\$255K	\$260K	\$260K
Prior Year	\$240K	\$240K	\$240K	\$245K	\$245K	\$240K	\$235K	\$235K	\$235K	\$239K	\$240K	\$240K	\$240K
Percent Change from Prior Year	0%	0%	3%	-2%	-3%	4%	6%	6%	11%	9%	6%	8%	8%

## 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



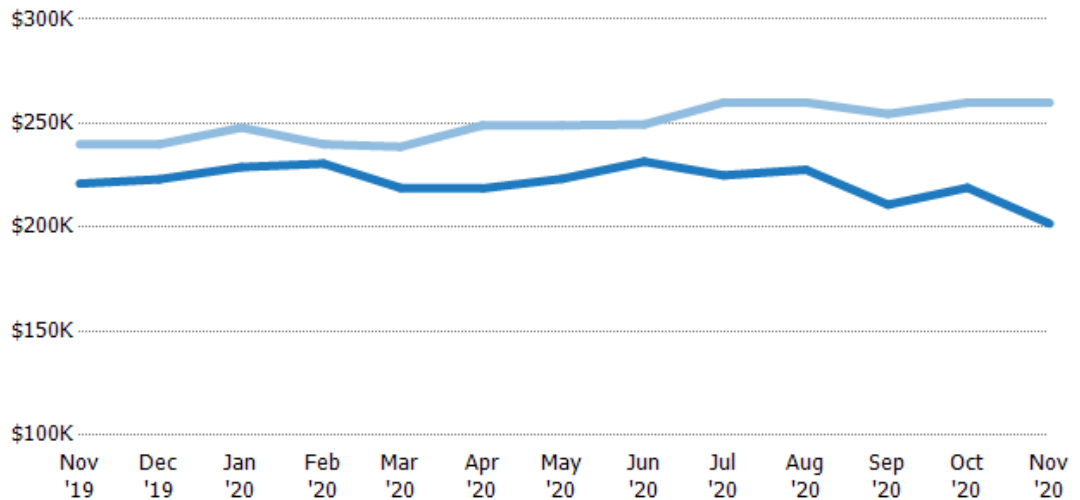
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$249K	\$248K	\$246K	\$248K	\$237K	\$245K	\$254K	\$260K	\$278K	\$276K	\$271K	\$288K	\$274K
Avg Listing Price	\$257K	\$255K	\$254K	\$253K	\$245K	\$255K	\$264K	\$273K	\$297K	\$302K	\$303K	\$309K	\$310K
Avg Listing Price as a % of Avg Est Value	103%	103%	103%	102%	103%	104%	104%	105%	107%	109%	112%	107%	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



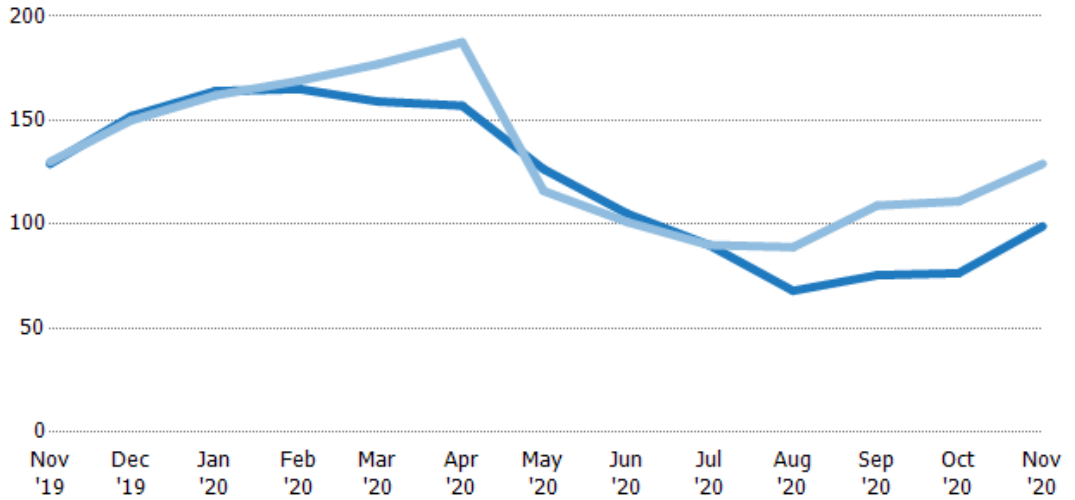
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$221K	\$223K	\$229K	\$231K	\$219K	\$219K	\$223K	\$232K	\$225K	\$228K	\$211K	\$219K	\$202K
Median Listing Price	\$240K	\$240K	\$248K	\$240K	\$239K	\$249K	\$249K	\$249K	\$260K	\$260K	\$255K	\$260K	\$260K
Med Listing Price as a % of Med Est Value	109%	108%	108%	104%	109%	114%	112%	108%	116%	114%	121%	119%	129%

## 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.
Nov '20	99	-23.3%
Nov '19	129	-0.8%
Nov '18	130	-6.9%

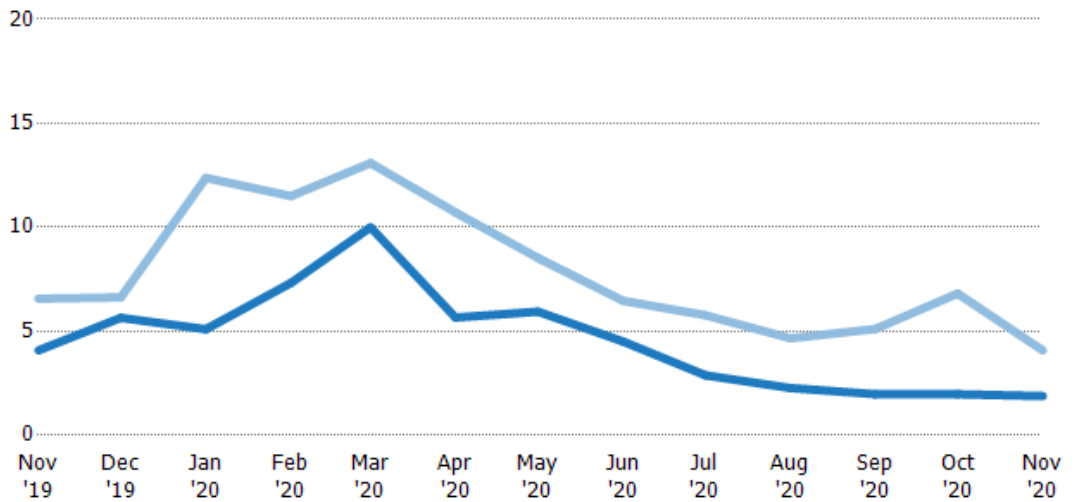
Current Year	129	152	164	165	159	157	127	105	90	68	75.5	76.5	99
Prior Year	130	150	162	169	177	188	116	101	90	89	109	111	129
Percent Change from Prior Year	-1%	1%	1%	-2%	-10%	-16%	9%	4%	0%	-24%	-31%	-31%	-23%

## 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.
Nov '20	1.89	-53.8%
Nov '19	4.08	-37.9%
Nov '18	6.57	14.7%

Current Year	4.08	5.65	5.1	7.32	10	5.66	5.94	4.51	2.89	2.27	1.98	1.97	1.89
Prior Year	6.57	6.63	12.4	11.5	13.1	10.7	8.53	6.47	5.78	4.66	5.11	6.81	4.08
Percent Change from Prior Year	-38%	-15%	-59%	-36%	-24%	-47%	-30%	-30%	-50%	-51%	-61%	-71%	-54%

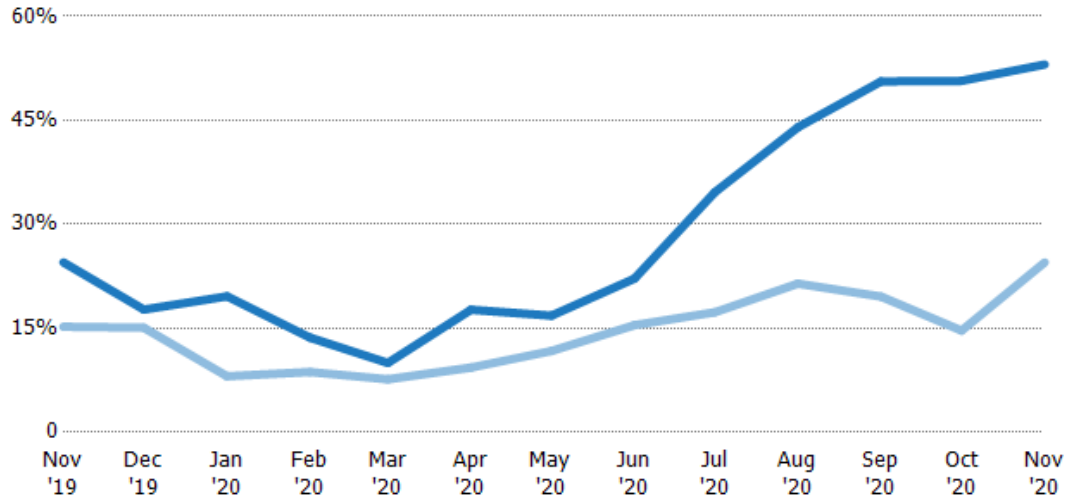
## Absorption Rate

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.
Nov '20	53%	-28.5%
Nov '19	25%	-9.3%
Nov '18	15%	-12.8%



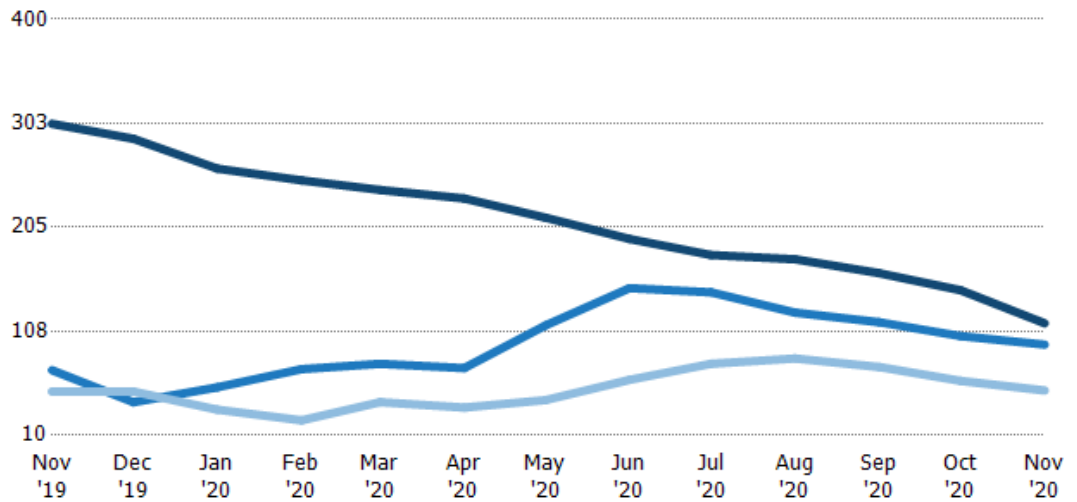
Current Year	25%	18%	20%	14%	10%	18%	17%	22%	35%	44%	51%	51%	53%
Prior Year	15%	15%	8%	9%	8%	9%	12%	15%	17%	21%	20%	15%	25%
Change from Prior Year	-9%	-3%	-12%	-5%	-2%	-8%	-5%	-7%	-17%	-23%	-31%	-36%	-29%

## 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



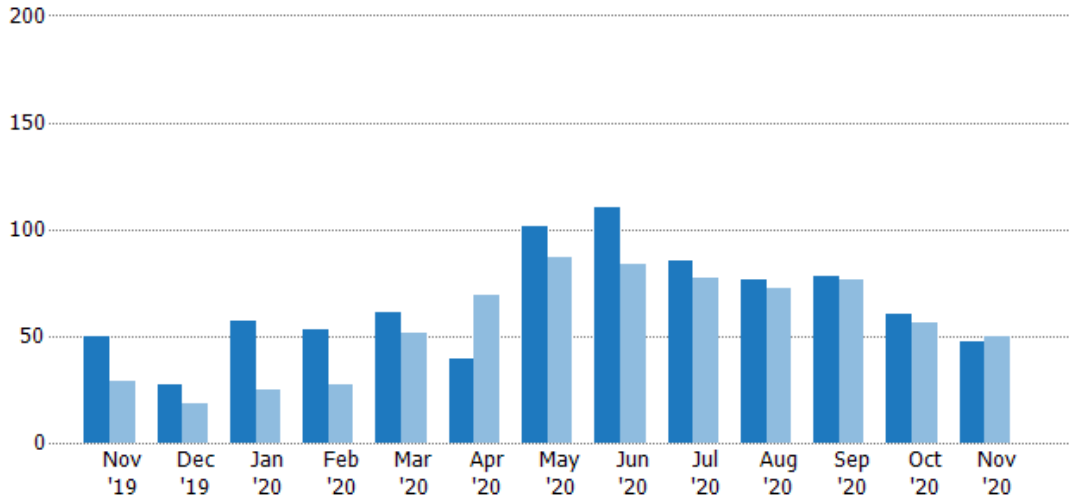
Active	302	288	260	249	240	232	214	194	179	175	162	146	115
Pending	71	41	55	72	77	73	113	148	144	125	116	103	95
Sold	51	51	34	24	41	36	43	62	77	82	74	61	52

## 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



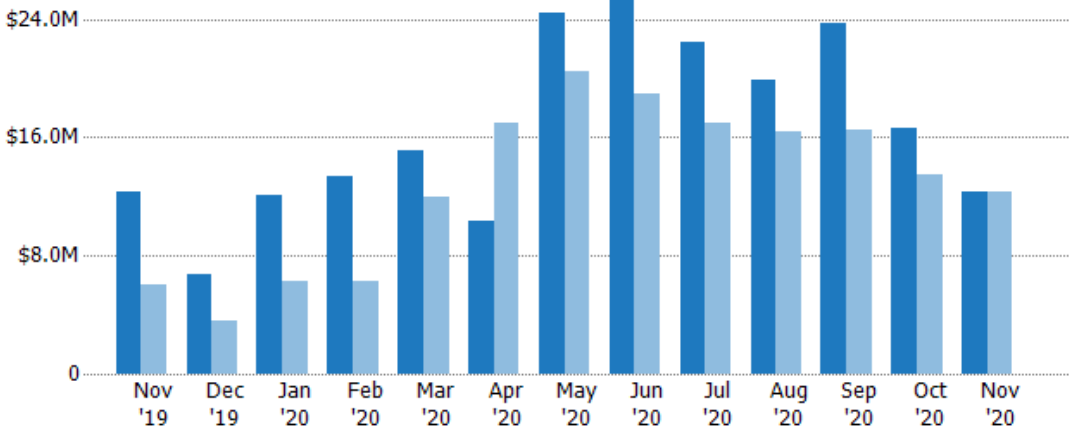
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	50	27	57	53	61	39	101	110	85	76	78	60	47
Prior Year	29	18	25	27	51	69	87	84	77	72	76	56	50
Percent Change from Prior Year	72%	50%	128%	96%	20%	-43%	16%	31%	10%	6%	3%	7%	-6%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$12.3M	\$6.7M	\$12.1M	\$13.4M	\$15.1M	\$10.4M	\$24.4M	\$27M	\$22.5M	\$19.9M	\$23.7M	\$16.7M	\$12.3M
Prior Year	\$6M	\$3.6M	\$6.23M	\$6.22M	\$12M	\$16.9M	\$20.5M	\$19M	\$17M	\$16.4M	\$16.6M	\$13.5M	\$12.3M
Percent Change from Prior Year	105%	86%	94%	115%	26%	-39%	19%	42%	32%	21%	43%	24%	0%



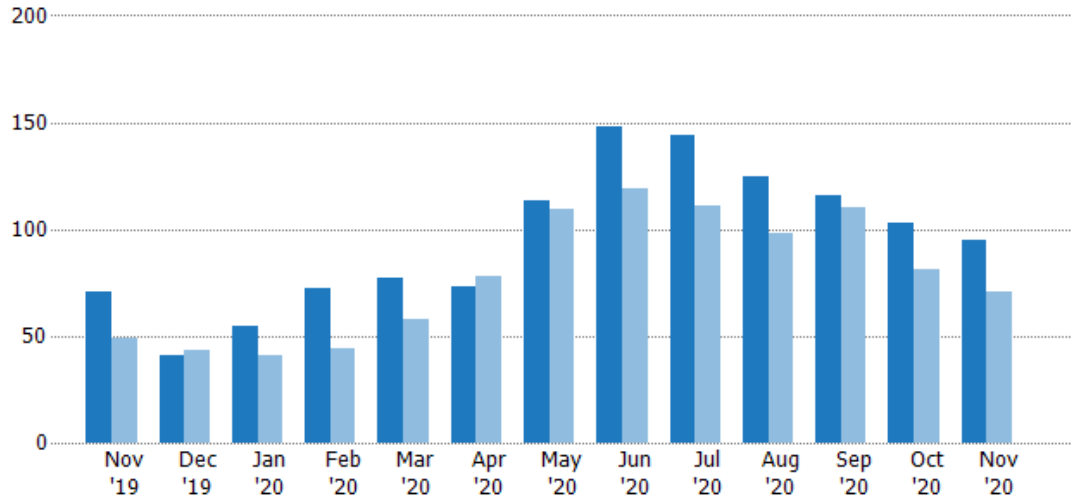
## Pending Sales

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.
Nov '20	95	33.8%
Nov '19	71	44.9%
Nov '18	49	34.7%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	71	41	55	72	77	73	113	148	144	125	116	103	95
Prior Year	49	43	41	44	58	78	109	119	111	98	110	81	71
Percent Change from Prior Year	45%	-5%	34%	64%	33%	-6%	4%	24%	30%	28%	5%	27%	34%

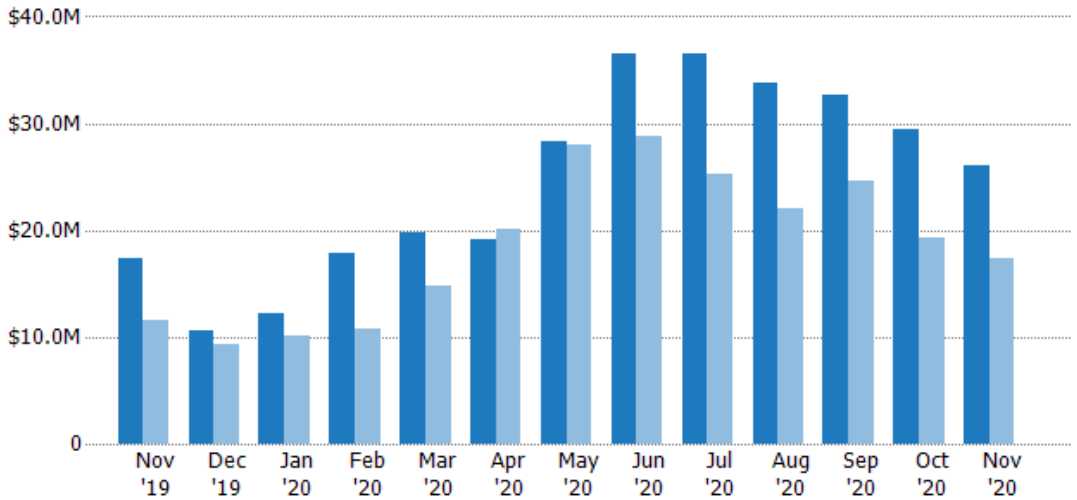
## Pending Sales Volume

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.
Nov '20	\$26.1M	49.9%
Nov '19	\$17.4M	49.7%
Nov '18	\$11.6M	29.1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$17.4M	\$10.6M	\$12.2M	\$17.9M	\$19.8M	\$19.2M	\$28.3M	\$36.6M	\$36.5M	\$33.9M	\$32.6M	\$29.4M	\$26.1M
Prior Year	\$11.6M	\$9.34M	\$10.1M	\$10.8M	\$14.7M	\$20.1M	\$28M	\$28.8M	\$25.3M	\$22.1M	\$24.6M	\$19.3M	\$17.4M
Percent Change from Prior Year	50%	14%	21%	66%	35%	-5%	1%	27%	44%	53%	32%	52%	50%

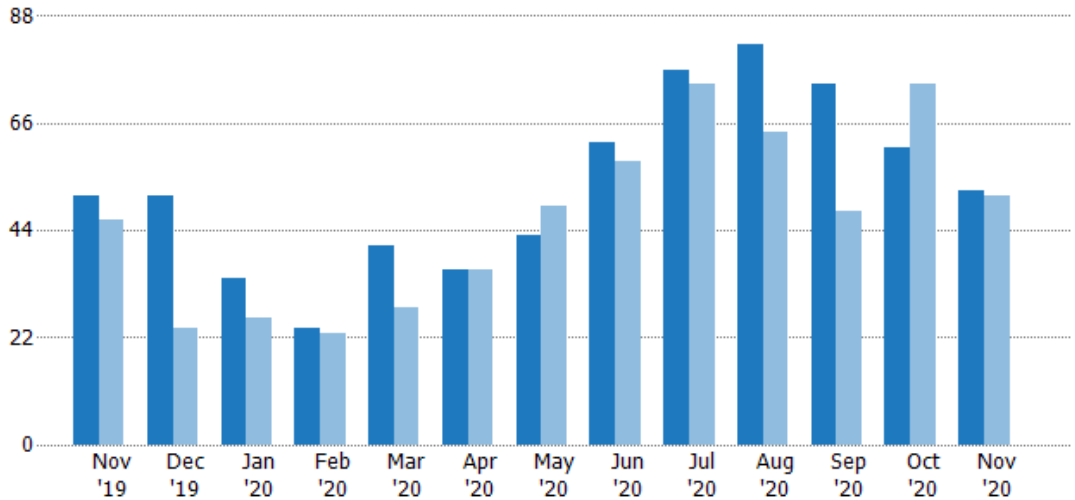
## Closed Sales

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.
Nov '20	52	2%
Nov '19	51	10.9%
Nov '18	46	-15.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	51	51	34	24	41	36	43	62	77	82	74	61	52
Prior Year	46	24	26	23	28	36	49	58	74	64	48	74	51
Percent Change from Prior Year	11%	113%	31%	4%	46%	0%	-12%	7%	4%	28%	54%	-18%	2%

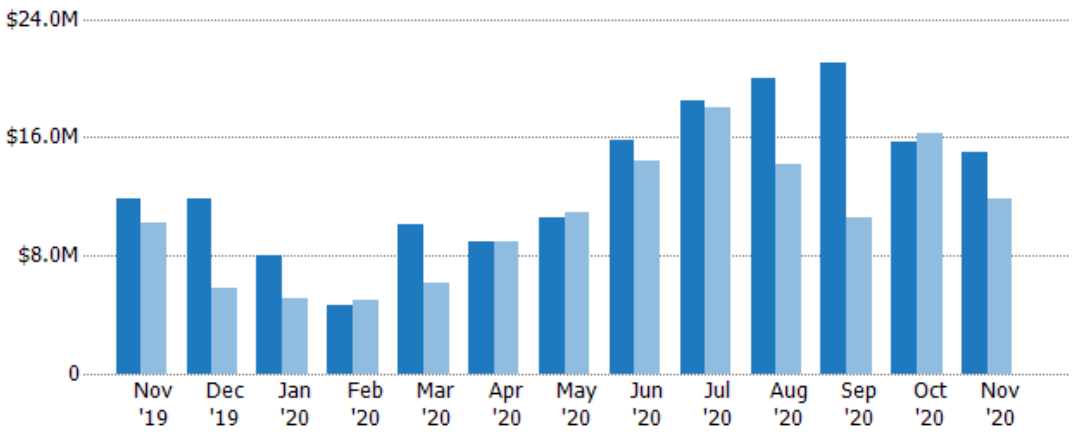
## Closed Sales Volume

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.
Nov '20	\$15M	26.8%
Nov '19	\$11.9M	16%
Nov '18	\$10.2M	-15%



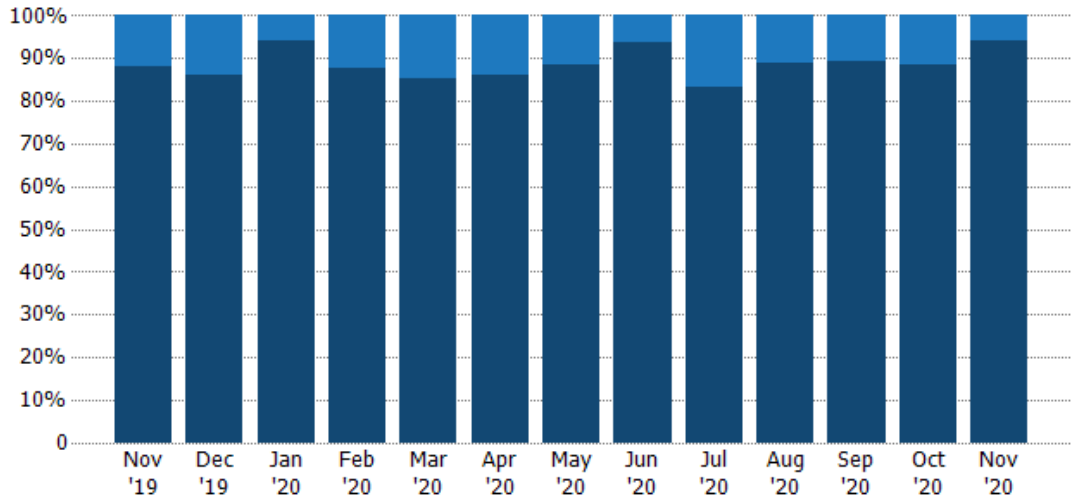
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$11.9M	\$11.8M	\$8.05M	\$4.69M	\$10.1M	\$8.95M	\$10.5M	\$15.8M	\$18.5M	\$20M	\$21.1M	\$15.7M	\$15M
Prior Year	\$10.2M	\$5.83M	\$5.15M	\$4.96M	\$6.14M	\$8.96M	\$10.9M	\$14.4M	\$18M	\$14.2M	\$10.6M	\$16.3M	\$11.9M
Percent Change from Prior Year	16%	103%	56%	-5%	64%	0%	-4%	10%	3%	41%	98%	-4%	27%

## 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



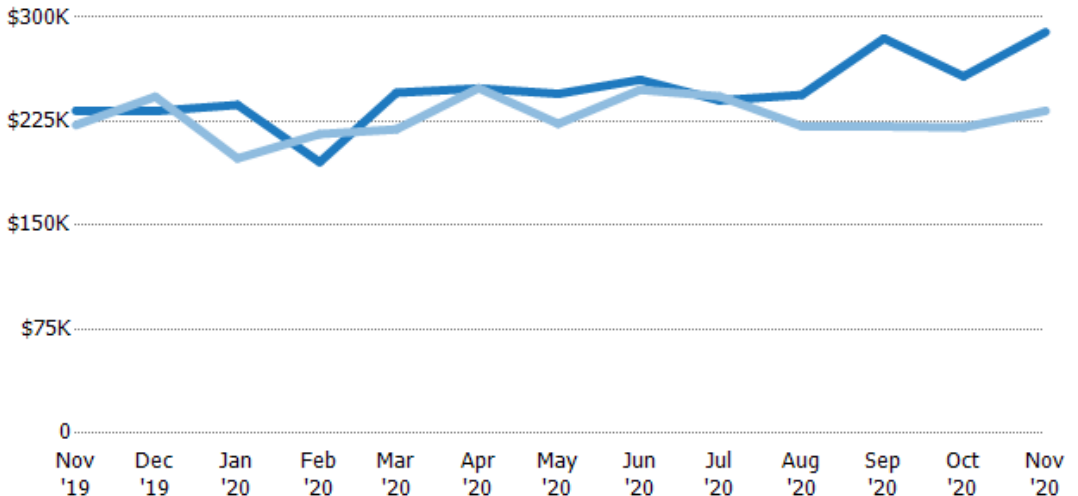
Condo/Townhouse	12%	14%	6%	13%	15%	14%	12%	6%	17%	11%	11%	11%	6%
Single Family Residence	88%	86%	94%	88%	85%	86%	88%	94%	83%	89%	89%	89%	94%

## 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	\$233K	\$232K	\$237K	\$196K	\$246K	\$249K	\$245K	\$255K	\$240K	\$244K	\$285K	\$257K	\$289K
Prior Year	\$222K	\$243K	\$198K	\$216K	\$219K	\$249K	\$223K	\$248K	\$243K	\$221K	\$221K	\$221K	\$233K
Percent Change from Prior Year	5%	-4%	19%	-9%	12%	0%	10%	3%	-1%	10%	29%	17%	24%

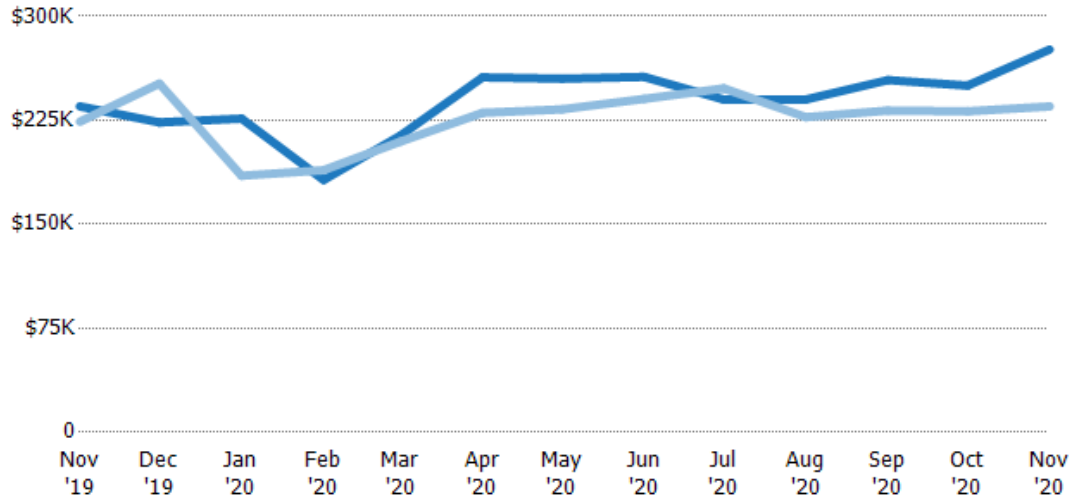
## Median Sales Price

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.
Nov '20	\$276K	17.4%
Nov '19	\$235K	4.9%
Nov '18	\$224K	0.4%



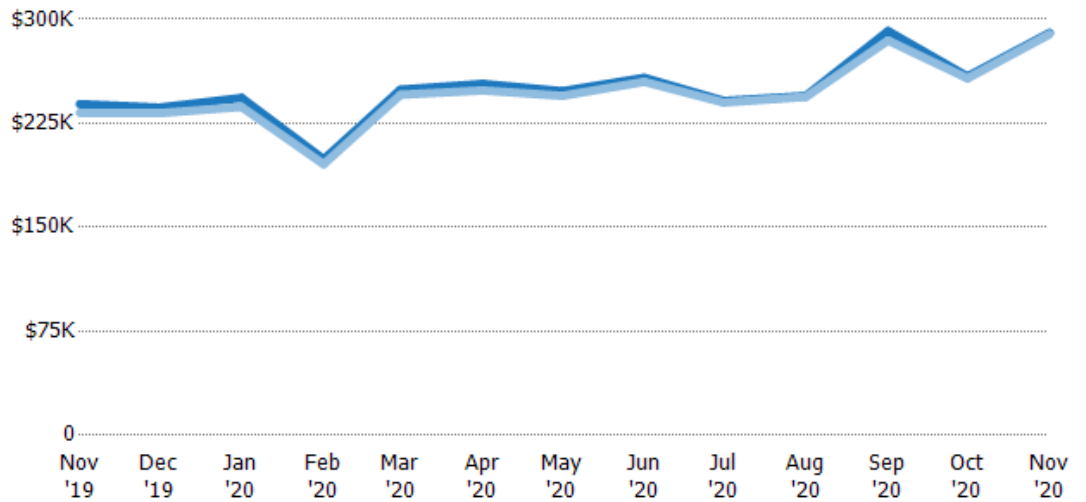
Current Year	\$235K	\$224K	\$226K	\$182K	\$214K	\$256K	\$255K	\$256K	\$240K	\$240K	\$254K	\$250K	\$276K
Prior Year	\$224K	\$251K	\$185K	\$189K	\$210K	\$230K	\$233K	\$240K	\$248K	\$227K	\$232K	\$231K	\$235K
Percent Change from Prior Year	5%	-11%	22%	-4%	2%	11%	9%	7%	-3%	6%	9%	8%	17%

## 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



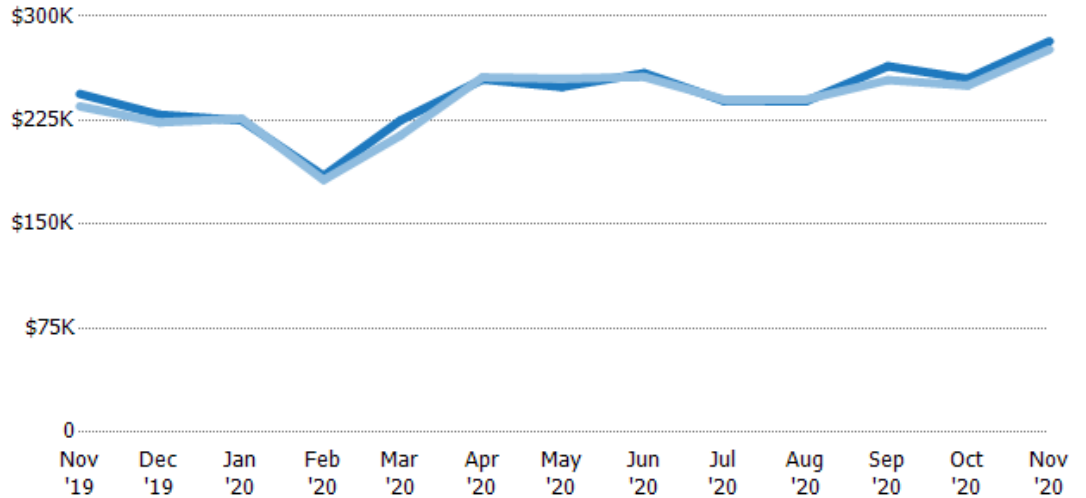
Avg List Price	\$239K	\$236K	\$243K	\$199K	\$249K	\$253K	\$248K	\$258K	\$241K	\$245K	\$291K	\$259K	\$290K
Avg Sales Price	\$233K	\$232K	\$237K	\$196K	\$246K	\$249K	\$245K	\$255K	\$240K	\$244K	\$285K	\$257K	\$289K
Avg Sales Price as a % of Avg List Price	97%	98%	97%	98%	99%	98%	99%	99%	100%	100%	98%	99%	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



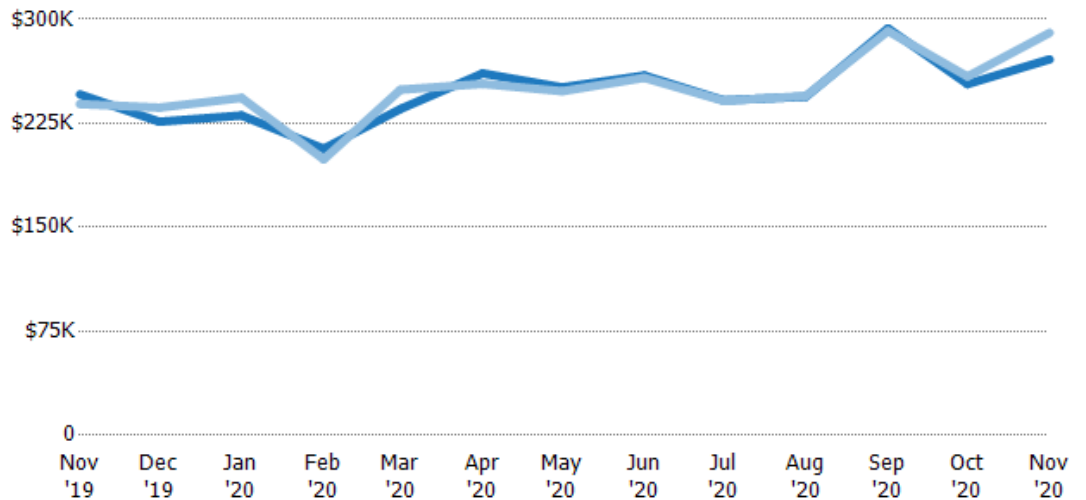
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$244K	\$229K	\$225K	\$185K	\$225K	\$255K	\$249K	\$259K	\$239K	\$239K	\$264K	\$255K	\$282K
Median Sales Price	\$235K	\$224K	\$226K	\$182K	\$214K	\$256K	\$255K	\$256K	\$240K	\$240K	\$254K	\$250K	\$276K
Med Sales Price as a % of Med List Price	96%	98%	101%	98%	95%	101%	102%	99%	100%	101%	96%	98%	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



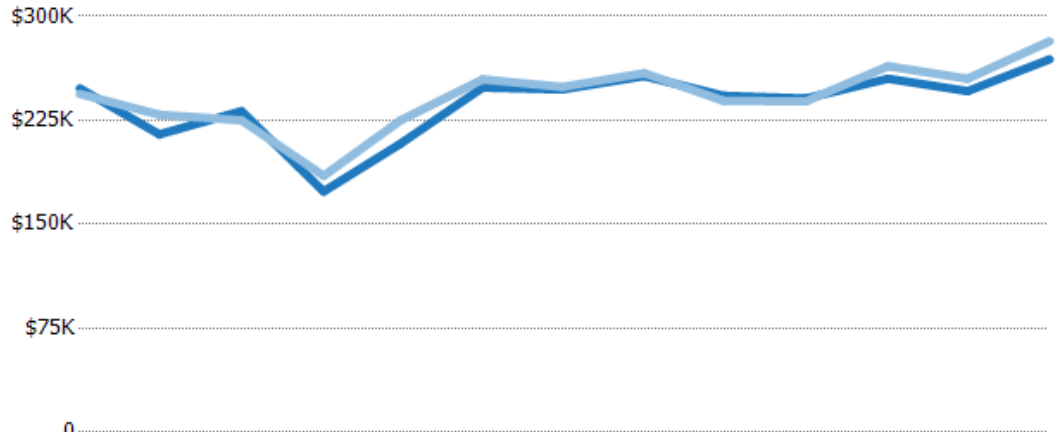
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$246K	\$226K	\$231K	\$207K	\$235K	\$261K	\$251K	\$259K	\$242K	\$244K	\$293K	\$253K	\$271K
Avg Sales Price	\$239K	\$236K	\$243K	\$199K	\$249K	\$253K	\$248K	\$258K	\$241K	\$245K	\$291K	\$259K	\$290K
Avg Sales Price as a % of Avg Est Value	97%	104%	105%	96%	106%	97%	99%	99%	100%	100%	99%	102%	107%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$248K	\$215K	\$232K	\$174K	\$208K	\$249K	\$247K	\$257K	\$243K	\$241K	\$255K	\$246K	\$269K
Median Sales Price	\$244K	\$229K	\$225K	\$185K	\$225K	\$255K	\$249K	\$259K	\$239K	\$239K	\$264K	\$255K	\$282K
Med Sales Price as a % of Med Est Value	98%	107%	97%	107%	108%	102%	101%	101%	99%	99%	104%	104%	105%