

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	59	65	-9.2%	638	695	-8.2%
New Listing Volume	\$18,064,650	\$16,097,220	+12.2%	\$178,258,646	\$169,933,816	+4.9%
Active Listing Count	146	327	-55.4%	N/A	N/A	
Active Listing Volume	\$45,093,940	\$85,077,966	-47%	N/A	N/A	
Average Listing Price	\$308,863	\$260,177	+18.7%	\$271,278	\$252,047	+7.6%
Median Listing Price	\$259,900	\$239,900	+8.3%	\$249,703	\$239,233	+4.4%
Median Days in RPR	76.5	111	-31.1%	105.65	119.06	-11.3%
Months of Inventory	2	6.8	-71%	4.3	6.6	-35.4%
Absorption Rate	50.68%	14.68%	+36%	23.4%	15.12%	+8.3%
Sales Activity Charts Metrics						
New Pending Sales Count	60	56	+7.1%	720	624	+15.4%
New Pending Sales Volume	\$16,650,194	\$13,461,299	+23.7%	\$185,034,204	\$144,289,618	+28.2%
Pending Sales Count	103	81	+27.2%	N/A	N/A	
Pending Sales Volume	\$29,423,123	\$19,295,217	+52.5%	N/A	N/A	
Closed Sales Count	61	74	-17.6%	534	480	+11.3%
Closed Sales Volume	\$15,700,102	\$16,322,988	-3.8%	\$133,356,995	\$109,607,020	+21.7%
Average Sales Price	\$257,379	\$220,581	+16.7%	\$249,732	\$228,348	+9.4%
Median Sales Price	\$250,000	\$231,450	+8%	\$241,772	\$228,832	+5.7%

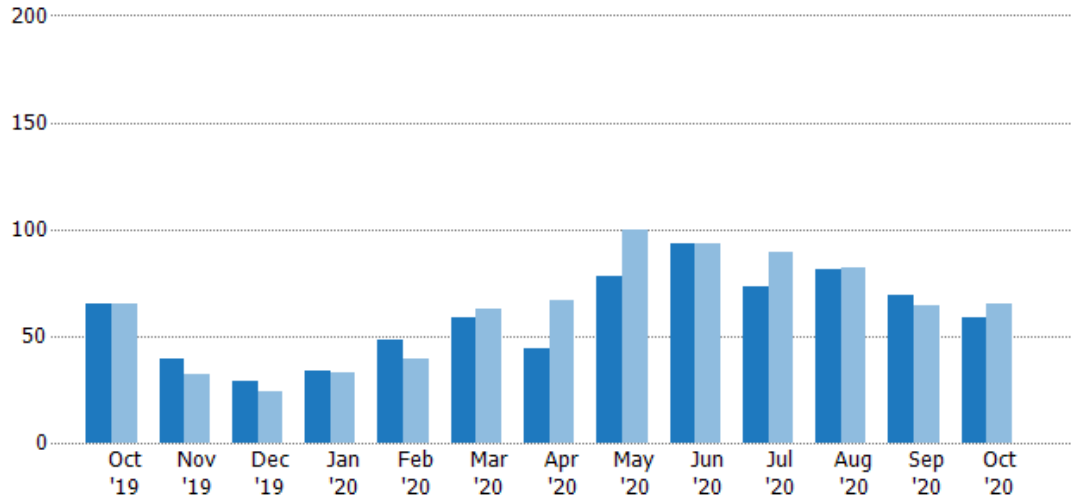
New Listings

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.
Oct '20	59	-9.2%
Oct '19	65	0%
Oct '18	65	-1.5%



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

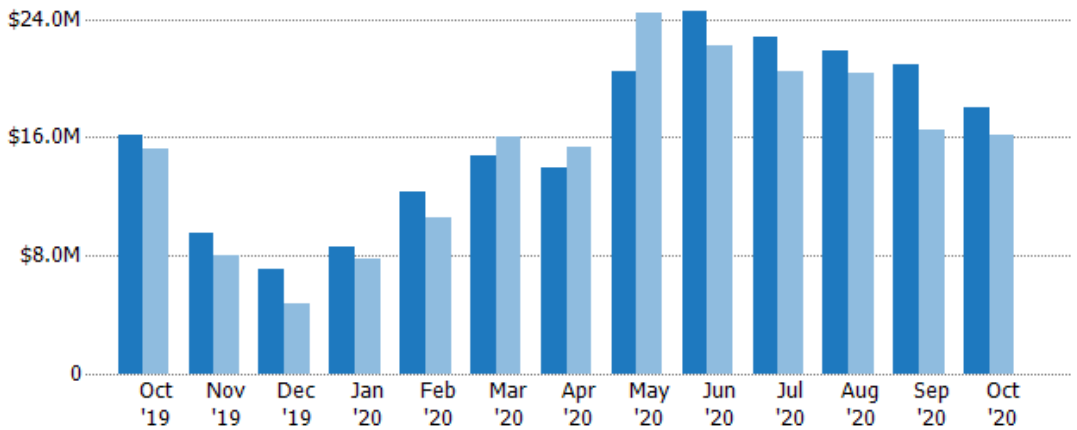
New Listing Volume

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.
Oct '20	\$18.1M	12.2%
Oct '19	\$16.1M	6%
Oct '18	\$15.2M	-10.4%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$16.1M	\$9.56M	\$7.12M	\$8.58M	\$12.3M	\$14.7M	\$14M	\$20.5M	\$24.6M	\$22.8M	\$21.8M	\$20.9M	\$18.1M
Prior Year	\$15.2M	\$7.96M	\$4.79M	\$7.83M	\$10.5M	\$16.1M	\$15.4M	\$24.4M	\$22.2M	\$20.5M	\$20.4M	\$16.5M	\$16.1M
Percent Change from Prior Year	6%	20%	49%	10%	16%	-8%	-9%	-16%	11%	11%	7%	27%	12%

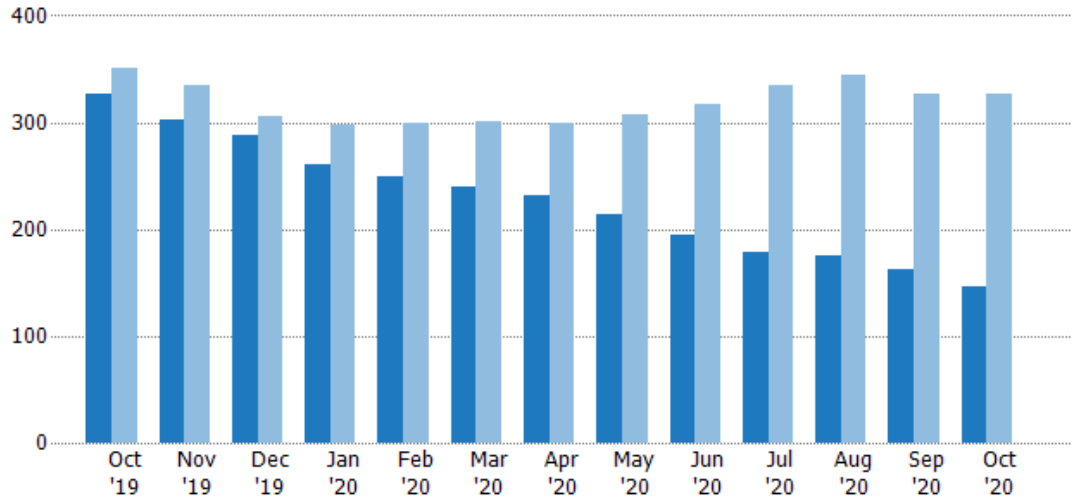
Active Listings

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.
Oct '20	146	-55.4%
Oct '19	327	-6.6%
Oct '18	350	2.3%



Current Year	327	302	288	260	249	240	232	214	194	179	175	162	146
Prior Year	350	335	305	297	299	301	300	307	317	335	345	327	327
Percent Change from Prior Year	-7%	-10%	-6%	-12%	-17%	-20%	-23%	-30%	-39%	-47%	-49%	-50%	-55%

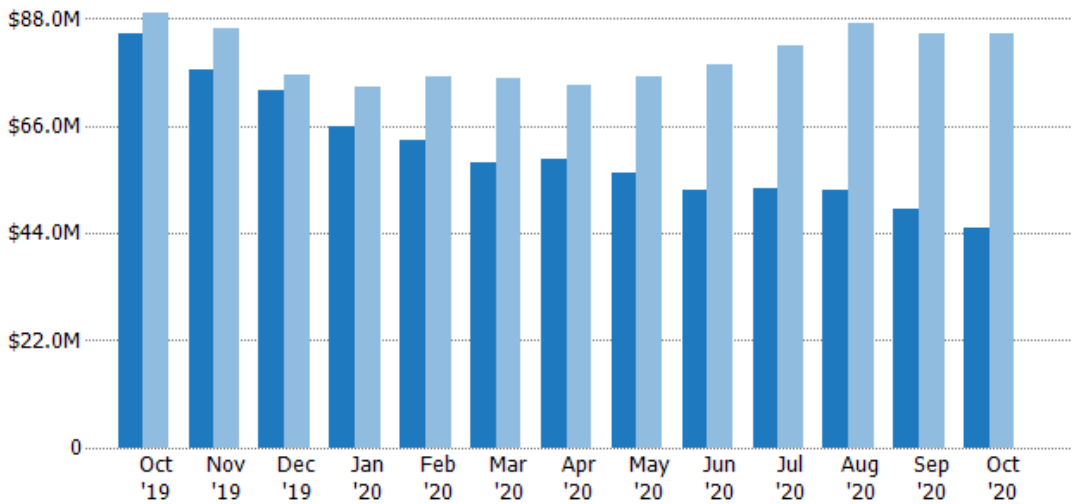
Active Listing Volume

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.
Oct '20	\$45.1M	-47%
Oct '19	\$85.1M	-4.5%
Oct '18	\$89.1M	-4.3%



Current Year	\$85.1M	\$77.6M	\$73.3M	\$65.9M	\$63M	\$58.7M	\$59.1M	\$56.5M	\$52.9M	\$53.1M	\$52.8M	\$49.1M	\$45.1M
Prior Year	\$89.1M	\$86M	\$76.6M	\$74.2M	\$76.3M	\$75.8M	\$74.5M	\$76M	\$78.8M	\$82.5M	\$87M	\$85.1M	\$85.1M
Percent Change from Prior Year	-4%	-10%	-4%	-11%	-17%	-23%	-21%	-26%	-33%	-36%	-39%	-42%	-47%

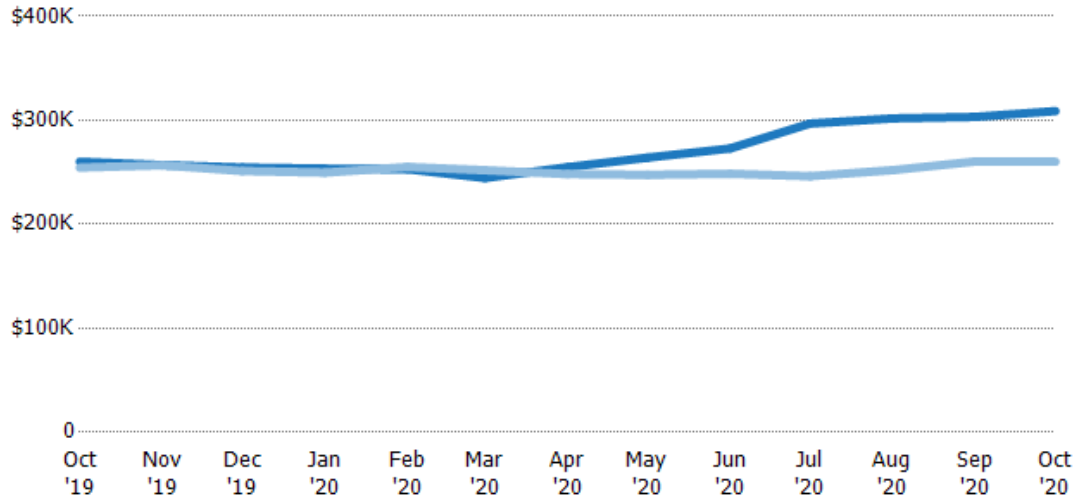
Average Listing Price

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.
Oct '20	\$309K	18.7%
Oct '19	\$260K	2.2%
Oct '18	\$255K	-6.4%



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

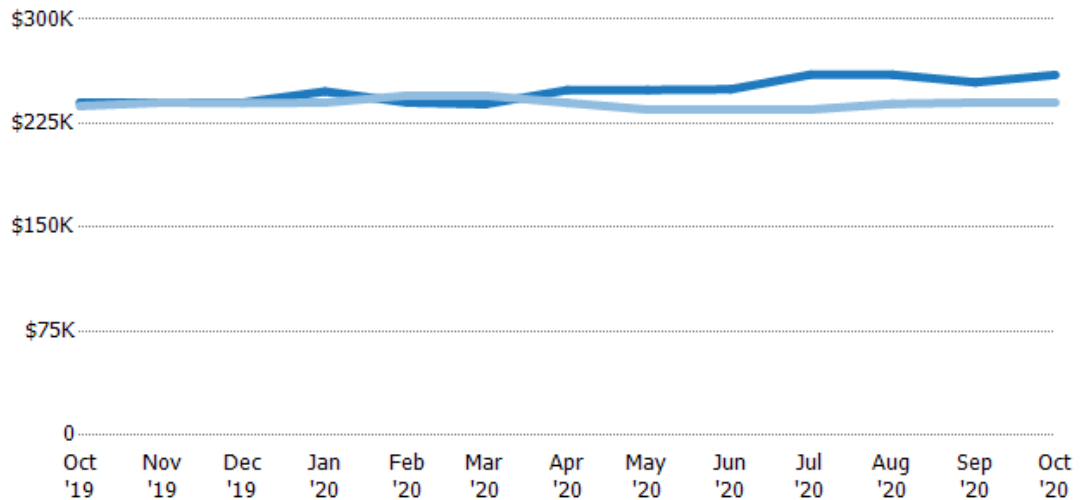
Median Listing Price

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.
Oct '20	\$260K	8.3%
Oct '19	\$240K	1%
Oct '18	\$237K	-5.9%



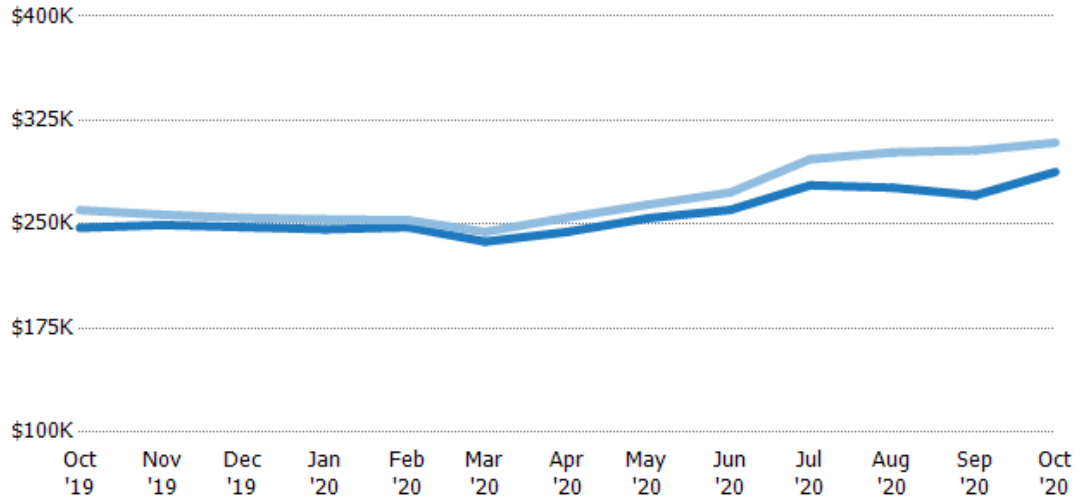
Current Year	\$240K	\$240K	\$240K	\$248K	\$240K	\$239K	\$249K	\$249K	\$249K	\$260K	\$260K	\$255K	\$260K
Prior Year	\$237K	\$240K	\$240K	\$240K	\$245K	\$245K	\$240K	\$235K	\$235K	\$235K	\$239K	\$240K	\$240K
Percent Change from Prior Year	1%	0%	0%	3%	-2%	-3%	4%	6%	6%	11%	9%	6%	8%

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

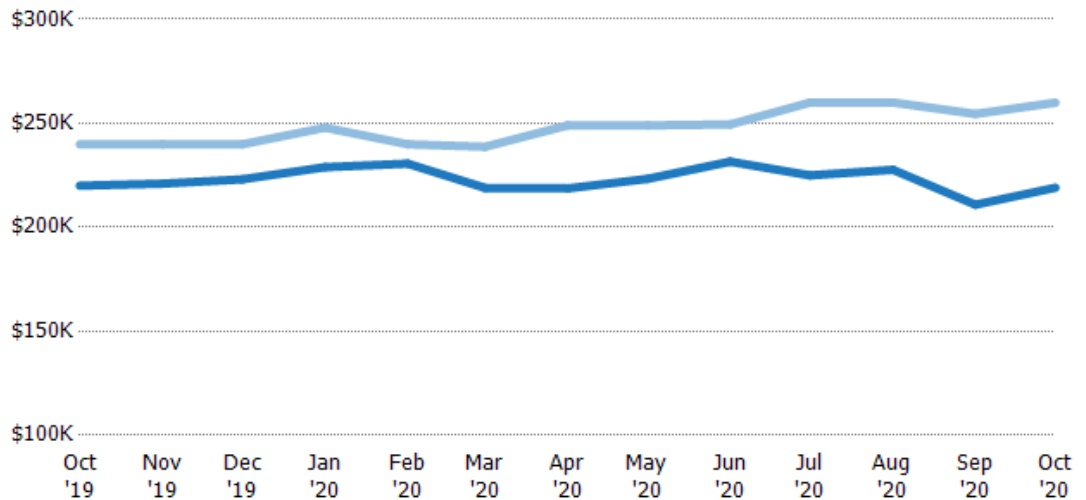


Median Listing Price vs Median Est Value

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

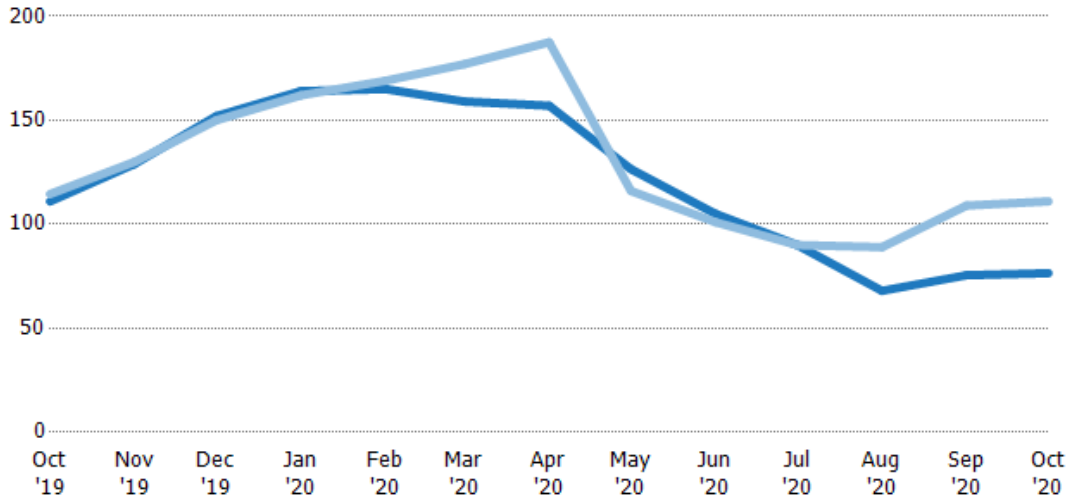


Median Days in RPR

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



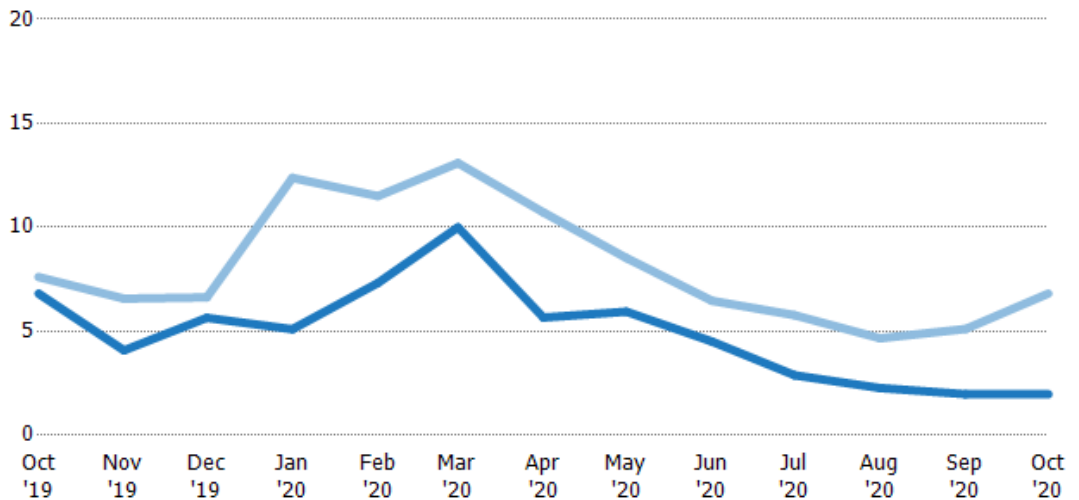
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	111	129	152	164	165	159	157	127	105	90	68	75.5	76.5
Prior Year	115	130	150	162	169	177	188	116	101	90	89	109	111
Percent Change from Prior Year	-3%	-1%	1%	1%	-2%	-10%	-16%	9%	4%	0%	-24%	-31%	-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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	6.81	4.08	5.65	5.1	7.32	10	5.66	5.94	4.51	2.89	2.27	1.98	1.97
Prior Year	7.61	6.57	6.63	12.4	11.5	13.1	10.7	8.53	6.47	5.78	4.66	5.11	6.81
Percent Change from Prior Year	-10%	-38%	-15%	-59%	-36%	-24%	-47%	-30%	-30%	-50%	-51%	-61%	-71%

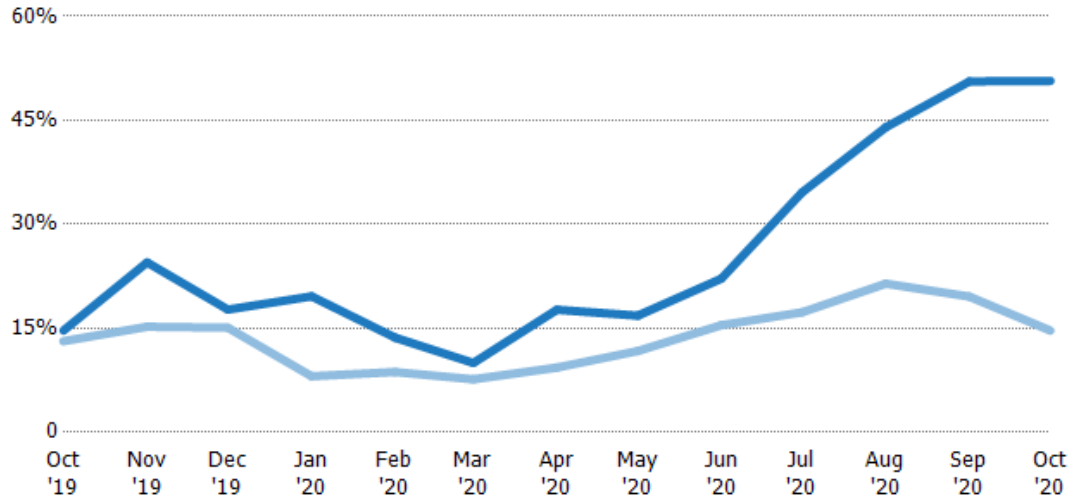
Absorption Rate

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.
Oct '20	51%	-36%
Oct '19	15%	-1.5%
Oct '18	13%	-8.6%



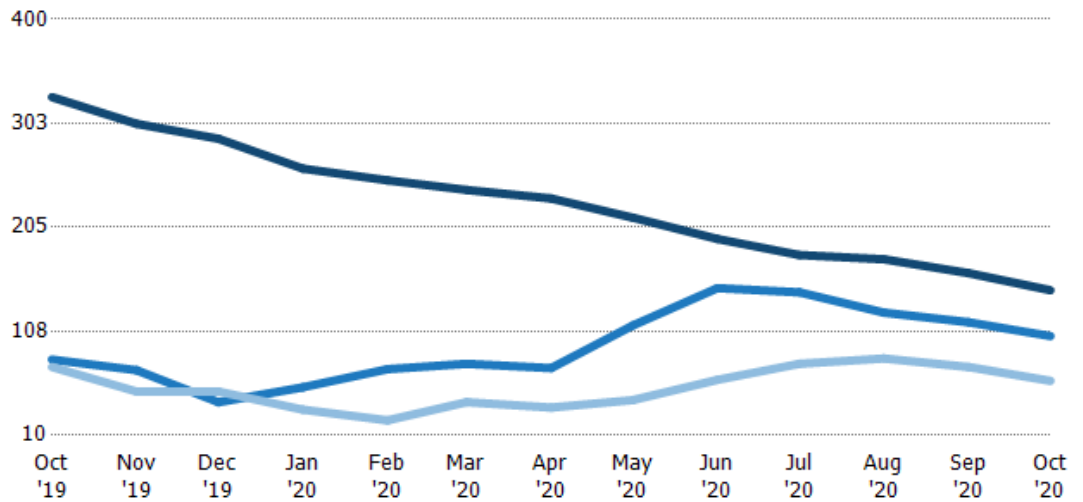
Current Year	15%	25%	18%	20%	14%	10%	18%	17%	22%	35%	44%	51%	51%
Prior Year	13%	15%	15%	8%	9%	8%	9%	12%	15%	17%	21%	20%	15%
Change from Prior Year	-2%	-9%	-3%	-12%	-5%	-2%	-8%	-5%	-7%	-17%	-23%	-31%	-36%

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	327	302	288	260	249	240	232	214	194	179	175	162	146
Pending	81	71	41	55	72	77	73	113	148	144	125	116	103
Sold	74	51	51	34	24	41	36	43	62	77	82	74	61

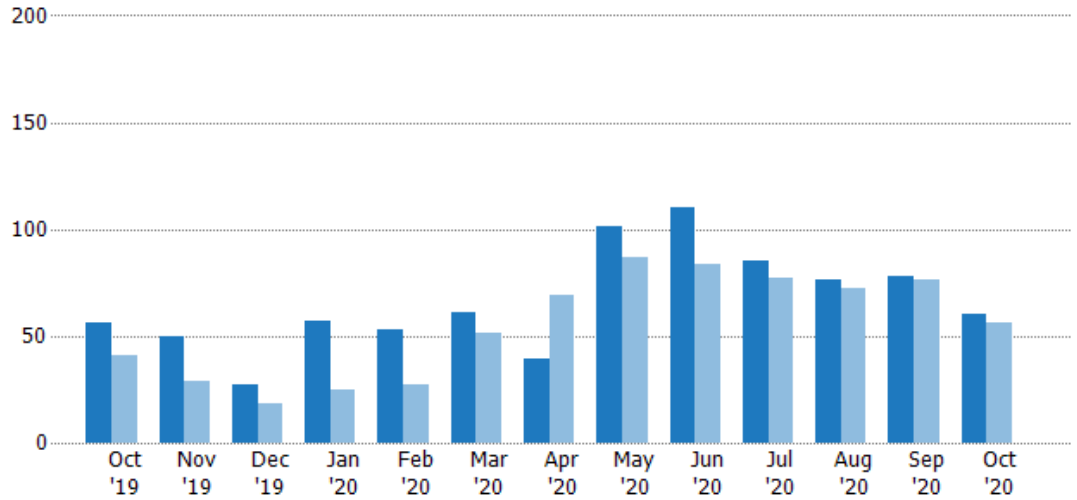
New Pending Sales

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.
Oct '20	60	7.1%
Oct '19	56	36.6%
Oct '18	41	29.3%



Current Year	56	50	27	57	53	61	39	101	110	85	76	78	60
Prior Year	41	29	18	25	27	51	69	87	84	77	72	76	56
Percent Change from Prior Year	37%	72%	50%	128%	96%	20%	-43%	16%	31%	10%	6%	3%	7%

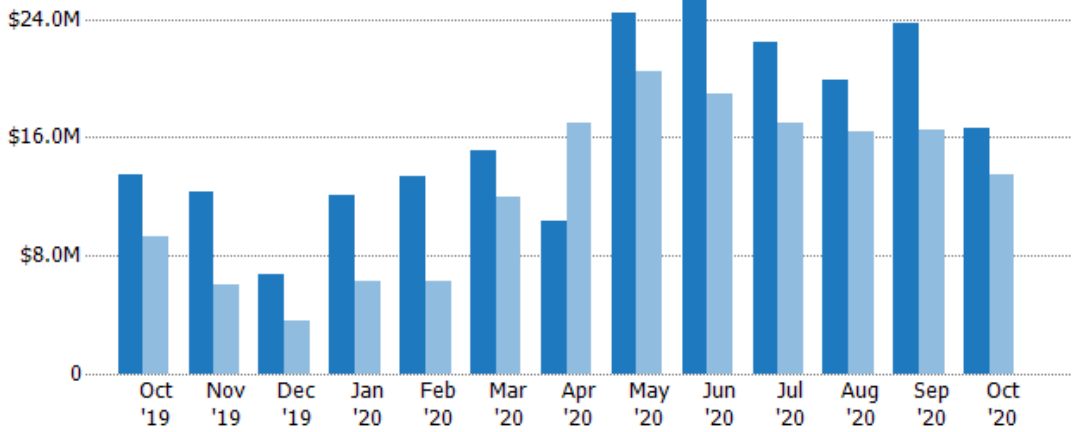
New Pending Sales Volume

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.
Oct '20	\$16.7M	23.7%
Oct '19	\$13.5M	45.3%
Oct '18	\$9.26M	20.5%



Current Year	\$13.5M	\$12.3M	\$6.7M	\$12.1M	\$13.4M	\$15.1M	\$10.4M	\$24.4M	\$27M	\$22.5M	\$19.9M	\$23.7M	\$16.7M
Prior Year	\$9.26M	\$6M	\$3.6M	\$6.23M	\$6.22M	\$12M	\$16.9M	\$20.5M	\$19M	\$17M	\$16.4M	\$16.6M	\$13.5M
Percent Change from Prior Year	45%	105%	86%	94%	115%	26%	-39%	19%	42%	32%	21%	43%	24%

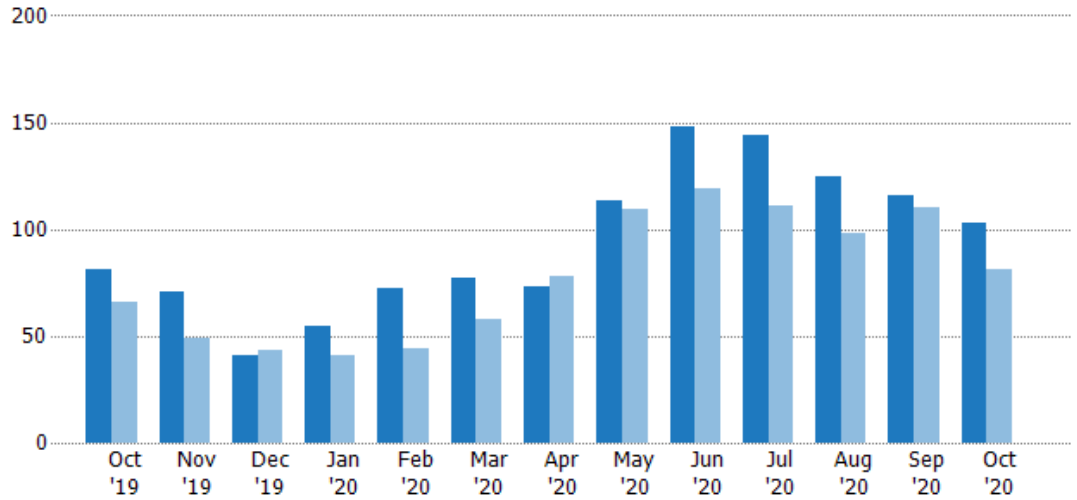
Pending Sales

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.
Oct '20	103	27.2%
Oct '19	81	22.7%
Oct '18	66	6.1%



Current Year	81	71	41	55	72	77	73	113	148	144	125	116	103
Prior Year	66	49	43	41	44	58	78	109	119	111	98	110	81
Percent Change from Prior Year	23%	45%	-5%	34%	64%	33%	-6%	4%	24%	30%	28%	5%	27%

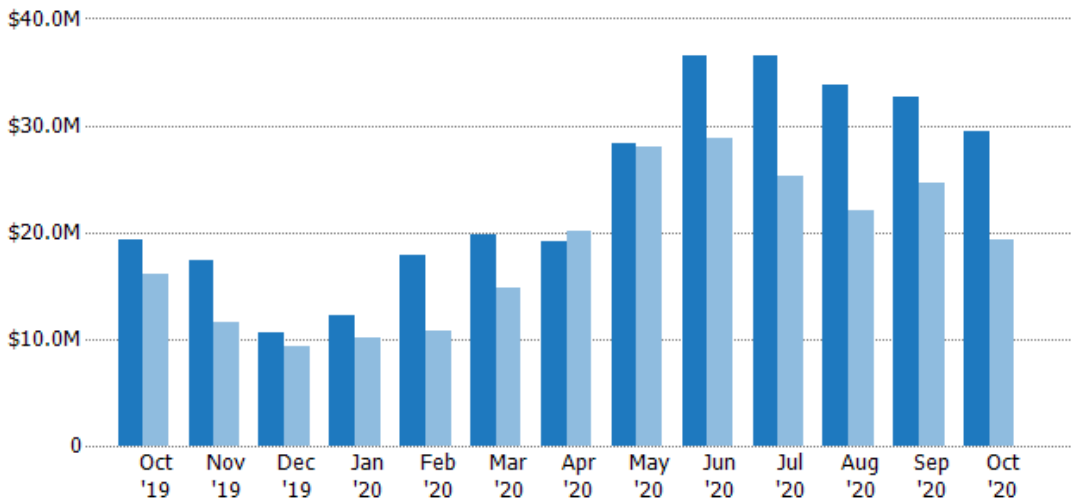
Pending Sales Volume

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.
Oct '20	\$29.4M	52.5%
Oct '19	\$19.3M	20.2%
Oct '18	\$16.1M	-6.1%



Current Year	\$19.3M	\$17.4M	\$10.6M	\$12.2M	\$17.9M	\$19.8M	\$19.2M	\$28.3M	\$36.6M	\$36.5M	\$33.9M	\$32.6M	\$29.4M
Prior Year	\$16.1M	\$11.6M	\$9.34M	\$10.1M	\$10.8M	\$14.7M	\$20.1M	\$28M	\$28.8M	\$25.3M	\$22.1M	\$24.6M	\$19.3M
Percent Change from Prior Year	20%	50%	14%	21%	66%	35%	-5%	1%	27%	44%	53%	32%	52%

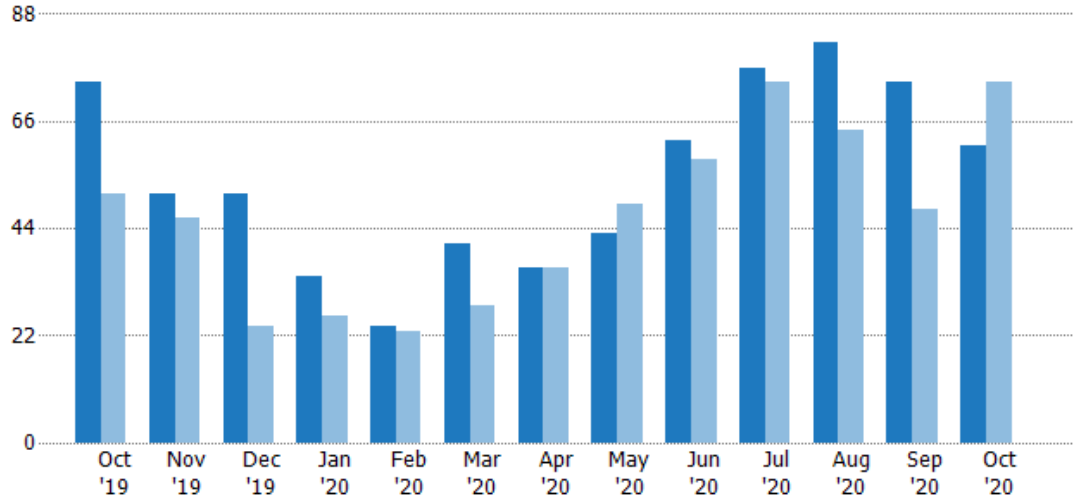
Closed Sales

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.
Oct '20	61	-17.6%
Oct '19	74	45.1%
Oct '18	51	-11.8%



Current Year	74	51	51	34	24	41	36	43	62	77	82	74	61
Prior Year	51	46	24	26	23	28	36	49	58	74	64	48	74
Percent Change from Prior Year	45%	11%	113%	31%	4%	46%	0%	-12%	7%	4%	28%	54%	-18%

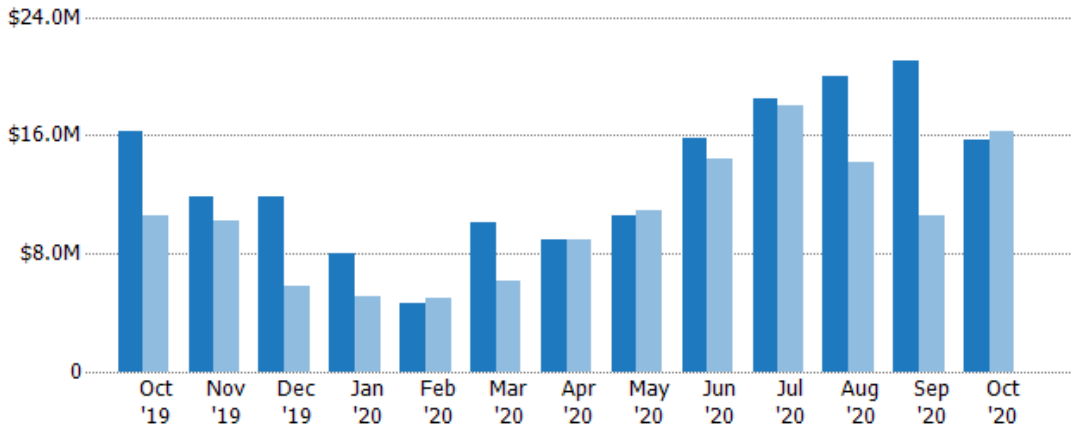
Closed Sales Volume

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.
Oct '20	\$15.7M	-3.8%
Oct '19	\$16.3M	54.2%
Oct '18	\$10.6M	-15%



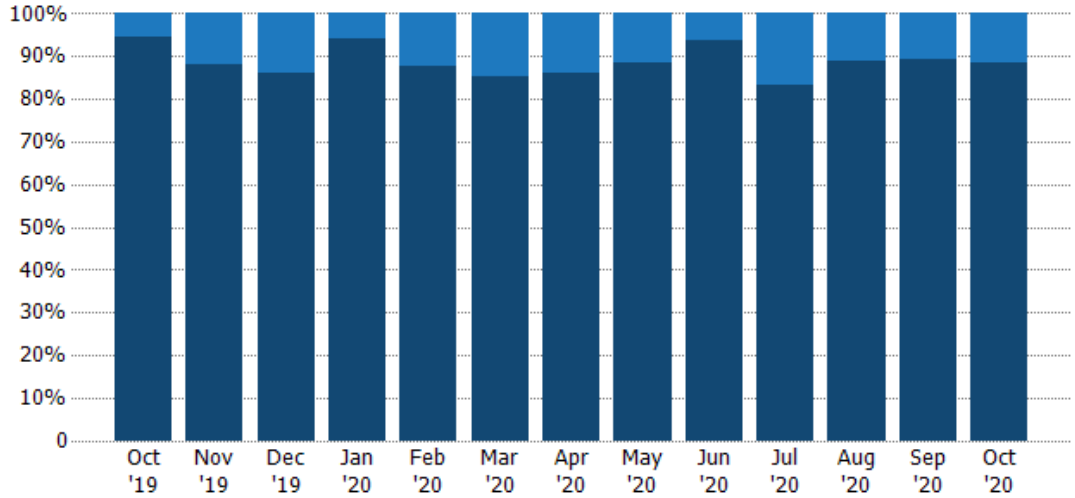
Current Year	\$16.3M	\$11.9M	\$11.8M	\$8.05M	\$4.69M	\$10.1M	\$8.95M	\$10.5M	\$15.8M	\$18.5M	\$20M	\$21.1M	\$15.7M
Prior Year	\$10.6M	\$10.2M	\$5.83M	\$5.15M	\$4.96M	\$6.14M	\$8.96M	\$10.9M	\$14.4M	\$18M	\$14.2M	\$10.6M	\$16.3M
Percent Change from Prior Year	54%	16%	103%	56%	-5%	64%	0%	-4%	10%	3%	41%	98%	-4%

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



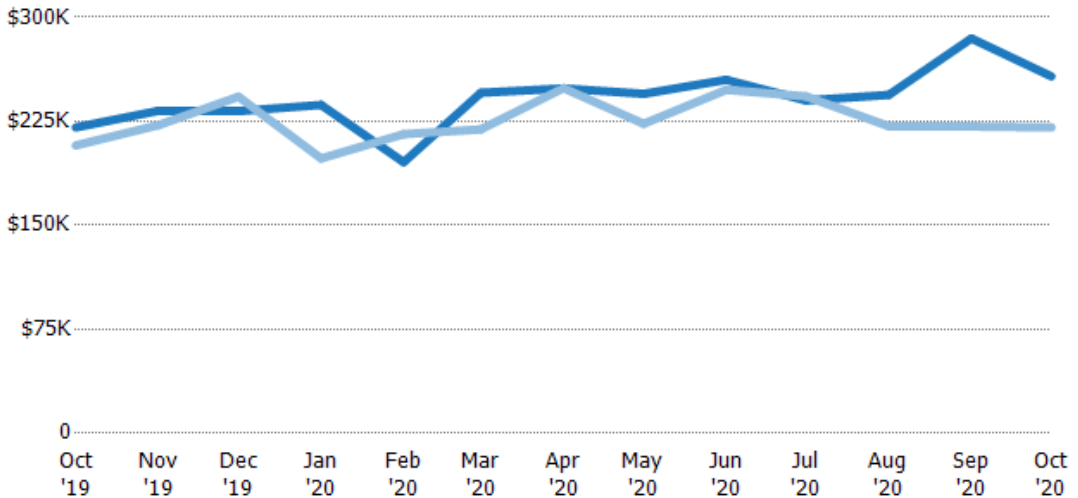
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Condo/Townhouse	5%	12%	14%	6%	13%	15%	14%	12%	6%	17%	11%	11%	11%
Single Family Residence	95%	88%	86%	94%	88%	85%	86%	88%	94%	83%	89%	89%	89%

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



Month/Year	Price	% Chg.
Oct '20	\$257K	16.7%
Oct '19	\$221K	6.3%
Oct '18	\$208K	-3.7%

Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$221K	\$233K	\$232K	\$237K	\$196K	\$246K	\$249K	\$245K	\$255K	\$240K	\$244K	\$285K	\$257K
Prior Year	\$208K	\$222K	\$243K	\$198K	\$216K	\$219K	\$249K	\$223K	\$248K	\$243K	\$221K	\$221K	\$221K
Percent Change from Prior Year	6%	5%	-4%	19%	-9%	12%	0%	10%	3%	-1%	10%	29%	17%

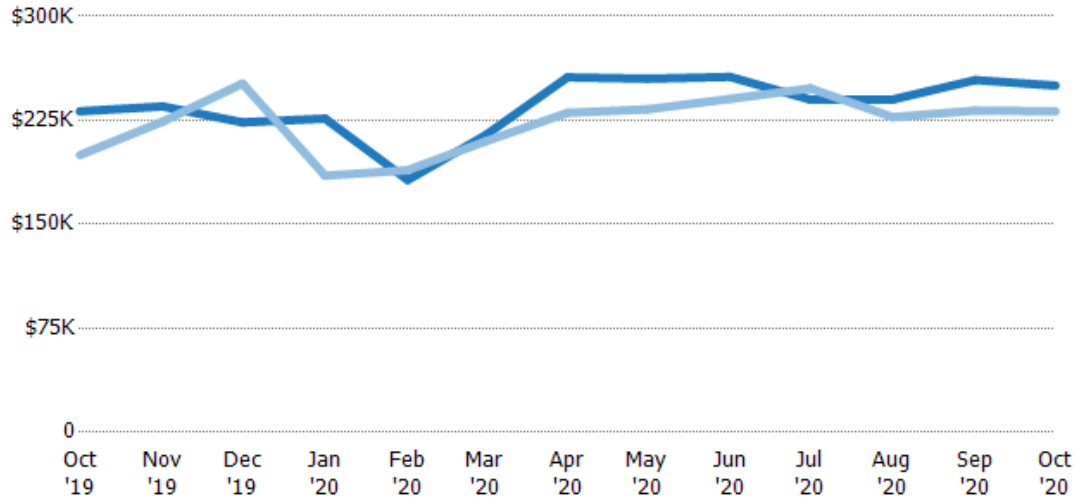
Median Sales Price

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.
Oct '20	\$250K	8%
Oct '19	\$231K	15.8%
Oct '18	\$200K	5.1%



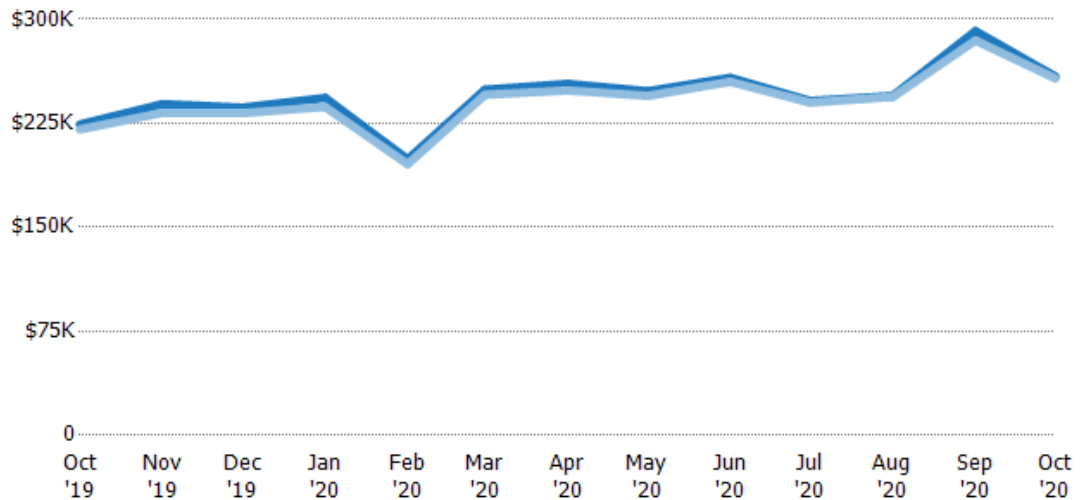
Current Year	\$231K	\$235K	\$224K	\$226K	\$182K	\$214K	\$256K	\$255K	\$256K	\$240K	\$240K	\$254K	\$250K
Prior Year	\$200K	\$224K	\$251K	\$185K	\$189K	\$210K	\$230K	\$233K	\$240K	\$248K	\$227K	\$232K	\$231K
Percent Change from Prior Year	16%	5%	-11%	22%	-4%	2%	11%	9%	7%	-3%	6%	9%	8%

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



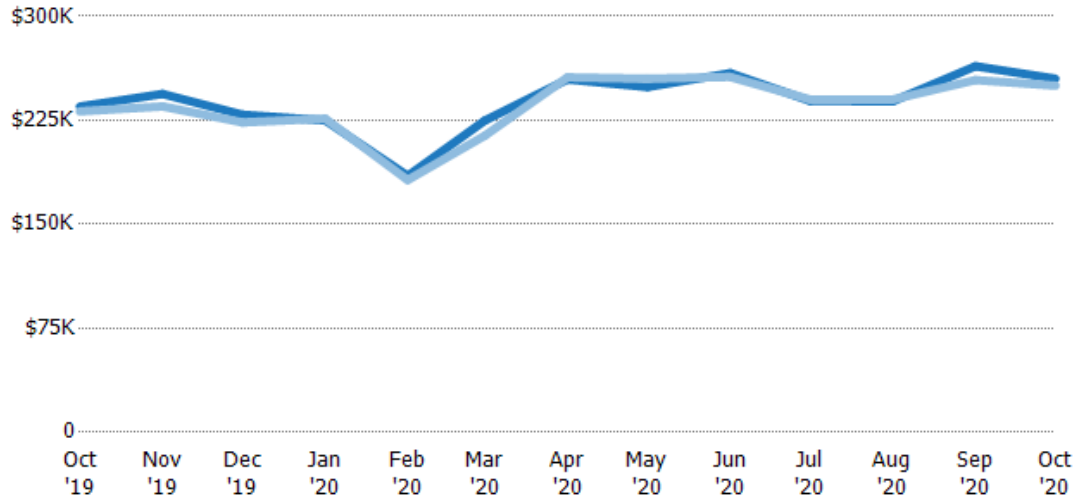
Avg List Price	\$224K	\$239K	\$236K	\$243K	\$199K	\$249K	\$253K	\$248K	\$258K	\$241K	\$245K	\$291K	\$259K
Avg Sales Price	\$221K	\$233K	\$232K	\$237K	\$196K	\$246K	\$249K	\$245K	\$255K	\$240K	\$244K	\$285K	\$257K
Avg Sales Price as a % of Avg List Price	98%	97%	98%	97%	98%	99%	98%	99%	99%	100%	100%	98%	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



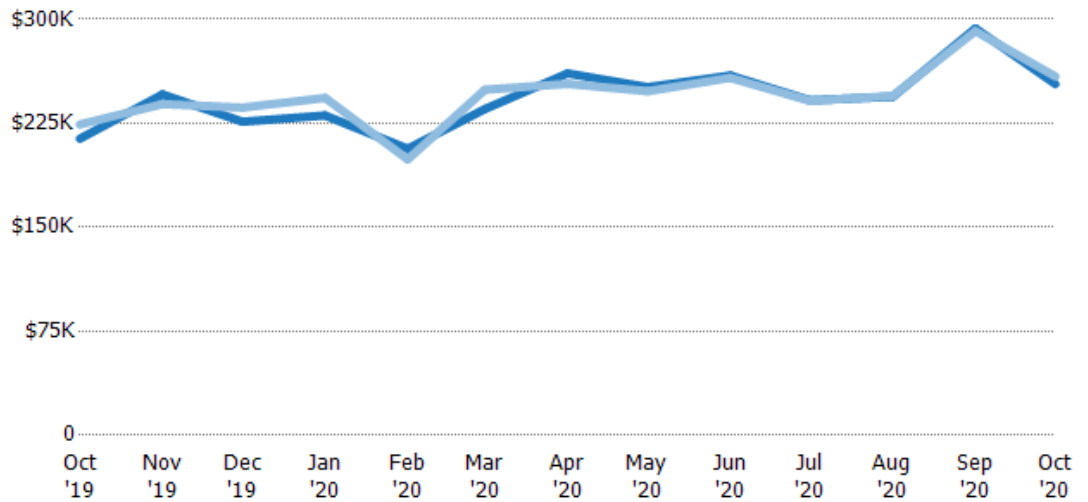
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$235K	\$244K	\$229K	\$225K	\$185K	\$225K	\$255K	\$249K	\$259K	\$239K	\$239K	\$264K	\$255K
Median Sales Price	\$231K	\$235K	\$224K	\$226K	\$182K	\$214K	\$256K	\$255K	\$256K	\$240K	\$240K	\$254K	\$250K
Med Sales Price as a % of Med List Price	99%	96%	98%	101%	98%	95%	101%	102%	99%	100%	101%	96%	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



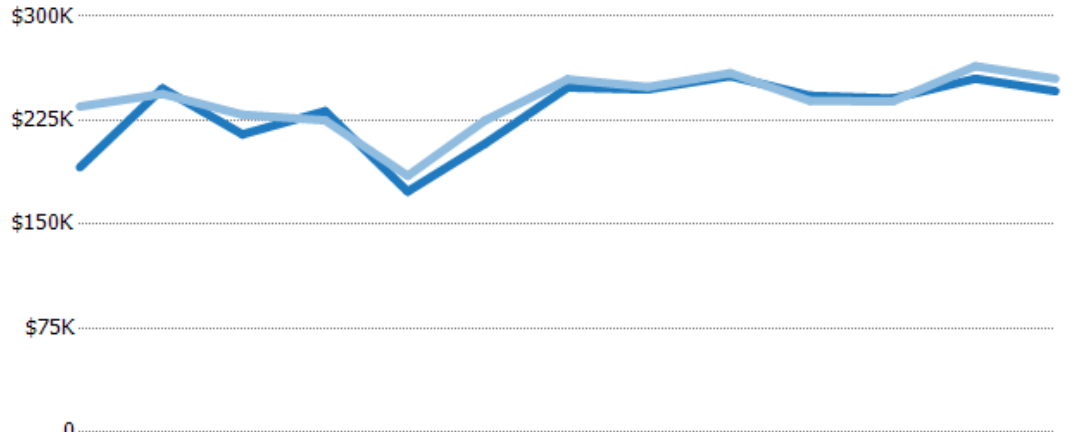
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$214K	\$246K	\$226K	\$231K	\$207K	\$235K	\$261K	\$251K	\$259K	\$242K	\$244K	\$293K	\$253K
Avg Sales Price	\$224K	\$239K	\$236K	\$243K	\$199K	\$249K	\$253K	\$248K	\$258K	\$241K	\$245K	\$291K	\$259K
Avg Sales Price as a % of Avg Est Value	105%	97%	104%	105%	96%	106%	97%	99%	99%	100%	100%	99%	102%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$191K	\$248K	\$215K	\$232K	\$174K	\$208K	\$249K	\$247K	\$257K	\$243K	\$241K	\$255K	\$246K
Median Sales Price	\$235K	\$244K	\$229K	\$225K	\$185K	\$225K	\$255K	\$249K	\$259K	\$239K	\$239K	\$264K	\$255K
Med Sales Price as a % of Med Est Value	123%	98%	107%	97%	107%	108%	102%	101%	101%	99%	99%	104%	104%