

Summary of Key Listing and Sales Metrics

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

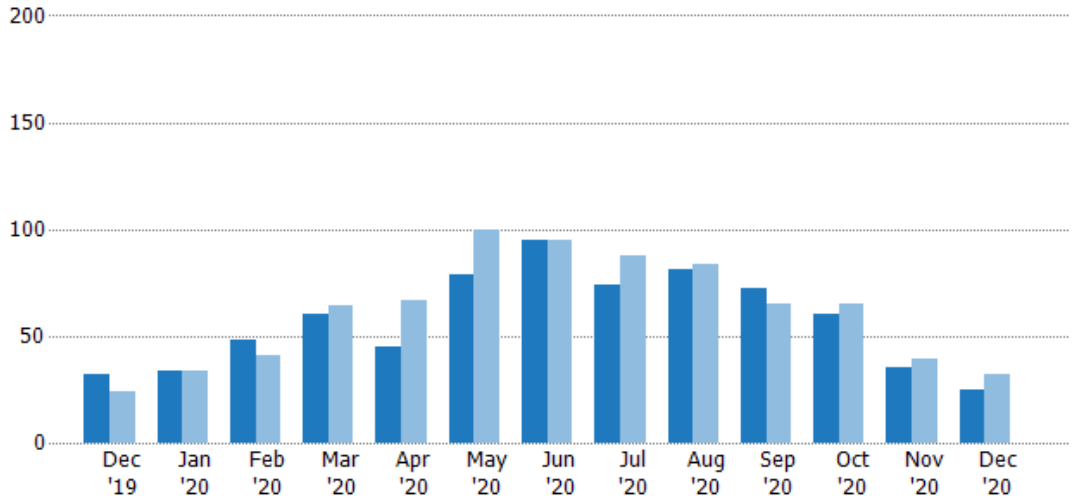
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	25	32	-21.9%	708	774	-8.5%
New Listing Volume	\$6,127,163	\$7,542,499	-18.8%	\$195,808,818	\$187,931,625	+4.2%
Active Listing Count	87	296	-70.6%	N/A	N/A	
Active Listing Volume	\$25,016,422	\$74,992,814	-66.6%	N/A	N/A	
Average Listing Price	\$287,545	\$253,354	+13.5%	\$273,107	\$251,360	+8.7%
Median Listing Price	\$259,900	\$239,900	+8.3%	\$249,702	\$239,290	+4.4%
Median Days in RPR	113	150	-24.7%	105.9	123.38	-14.2%
Months of Inventory	1.7	5.7	-70.6%	3.9	6.9	-43.3%
Absorption Rate	59.77%	17.57%	+42.2%	25.51%	14.47%	+11%
Sales Activity Charts Metrics						
New Pending Sales Count	43	27	+59.3%	820	706	+16.1%
New Pending Sales Volume	\$12,457,140	\$6,300,446	+97.7%	\$211,748,894	\$163,330,666	+29.6%
Pending Sales Count	75	40	+87.5%	N/A	N/A	
Pending Sales Volume	\$21,097,290	\$10,070,265	+109.5%	N/A	N/A	
Closed Sales Count	60	51	+17.6%	649	590	+10%
Closed Sales Volume	\$17,050,427	\$11,849,234	+43.9%	\$165,636,325	\$134,388,592	+23.3%
Average Sales Price	\$284,174	\$232,338	+22.3%	\$255,218	\$227,777	+12%
Median Sales Price	\$259,950	\$223,500	+16.3%	\$245,959	\$227,693	+8%

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



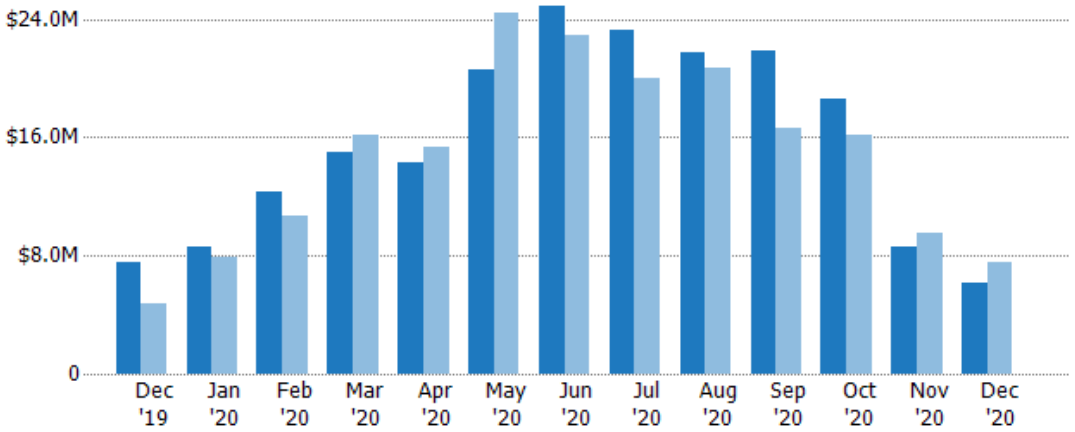
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	32	34	48	60	45	79	95	74	81	72	60	35	25
Prior Year	24	34	41	64	67	100	95	88	84	65	65	39	32
Percent Change from Prior Year	33%	0%	17%	-6%	-33%	-21%	0%	-16%	-4%	11%	-8%	-10%	-22%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$7.54M	\$8.58M	\$12.3M	\$15M	\$14.3M	\$20.6M	\$24.9M	\$23.2M	\$21.8M	\$21.9M	\$18.6M	\$8.58M	\$6.13M
Prior Year	\$4.79M	\$7.86M	\$10.7M	\$16.2M	\$15.4M	\$24.4M	\$22.9M	\$20M	\$20.7M	\$16.7M	\$16.1M	\$9.56M	\$7.54M
Percent Change from Prior Year	57%	9%	15%	-7%	-7%	-15%	9%	16%	5%	31%	16%	-10%	-19%

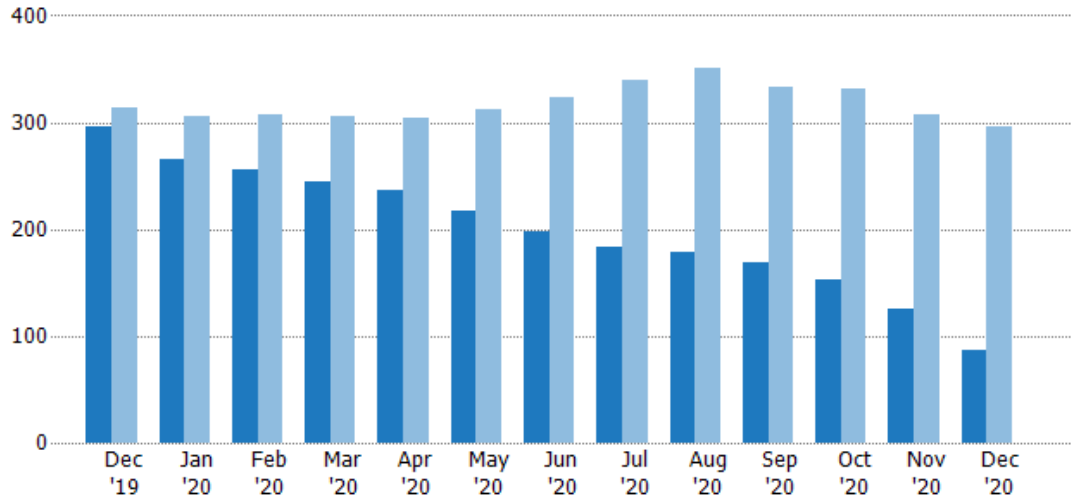
Active Listings

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.
Dec '20	87	-70.6%
Dec '19	296	-5.4%
Dec '18	313	-1.9%



Current Year	296	266	255	245	236	217	198	183	179	169	153	125	87
Prior Year	313	305	307	306	304	312	323	340	350	333	332	307	296
Percent Change from Prior Year	-5%	-13%	-17%	-20%	-22%	-30%	-30%	-46%	-49%	-49%	-54%	-59%	-71%

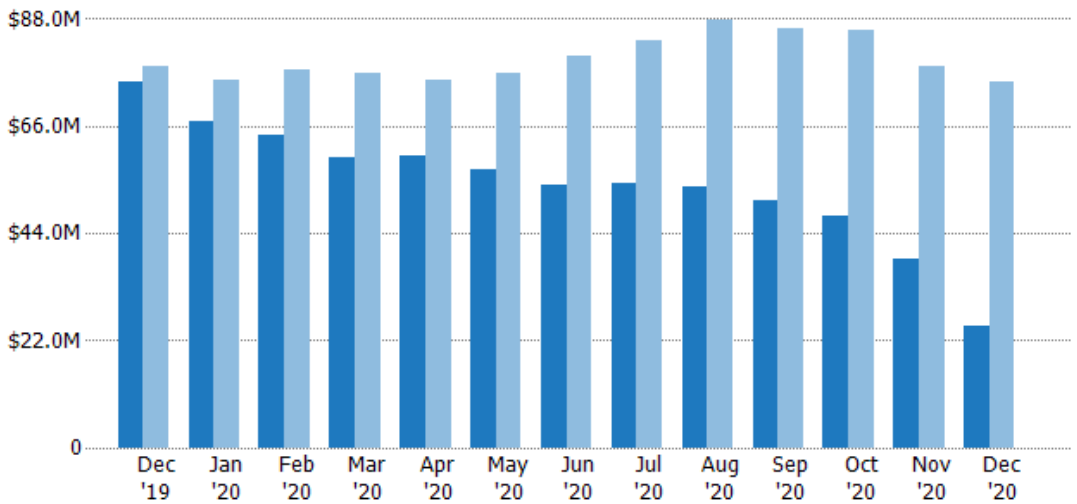
Active Listing Volume

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.
Dec '20	\$25M	-66.6%
Dec '19	\$75M	-4%
Dec '18	\$78.1M	-9.9%



Current Year	\$75M	\$67.1M	\$64.1M	\$59.6M	\$59.8M	\$57.2M	\$53.8M	\$54.3M	\$53.7M	\$50.8M	\$47.5M	\$38.6M	\$25M
Prior Year	\$78.1M	\$75.5M	\$77.4M	\$76.7M	\$75.3M	\$77M	\$80.4M	\$83.5M	\$87.8M	\$86.2M	\$85.8M	\$78.3M	\$75M
Percent Change from Prior Year	-4%	-11%	-17%	-22%	-21%	-26%	-33%	-35%	-39%	-41%	-45%	-51%	-67%

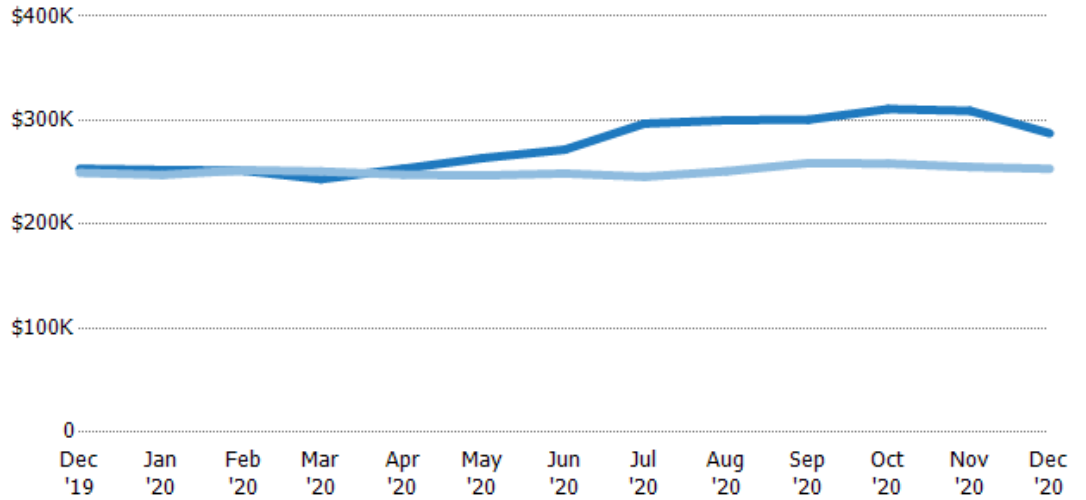
Average Listing Price

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.
Dec '20	\$288K	13.5%
Dec '19	\$253K	1.5%
Dec '18	\$250K	-8.1%



Current Year	\$253K	\$252K	\$252K	\$243K	\$253K	\$264K	\$272K	\$297K	\$300K	\$301K	\$311K	\$309K	\$288K
Prior Year	\$250K	\$247K	\$252K	\$251K	\$248K	\$247K	\$249K	\$246K	\$251K	\$259K	\$258K	\$255K	\$253K
Percent Change from Prior Year	2%	2%	0%	-3%	2%	7%	9%	21%	20%	16%	20%	21%	13%

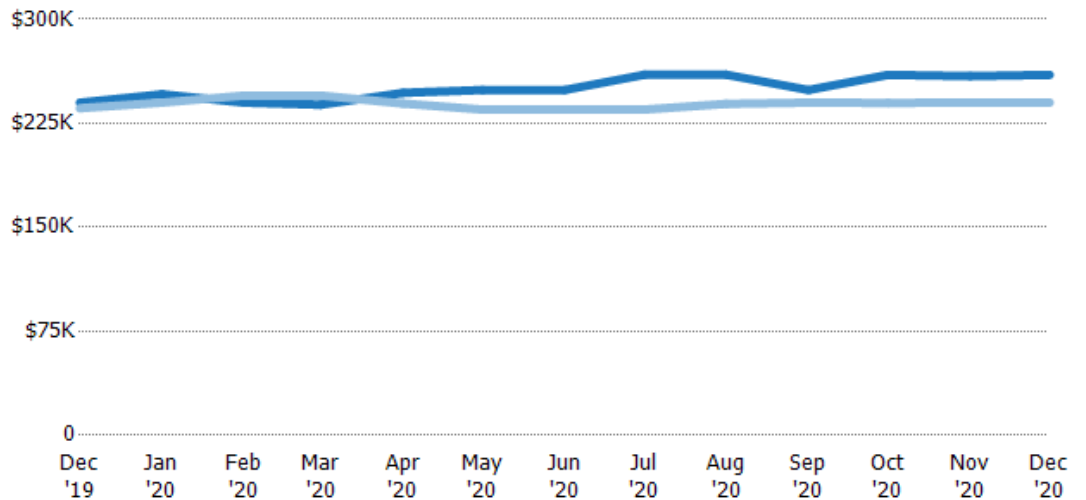
Median Listing Price

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.
Dec '20	\$260K	8.3%
Dec '19	\$240K	1.7%
Dec '18	\$236K	-4.6%



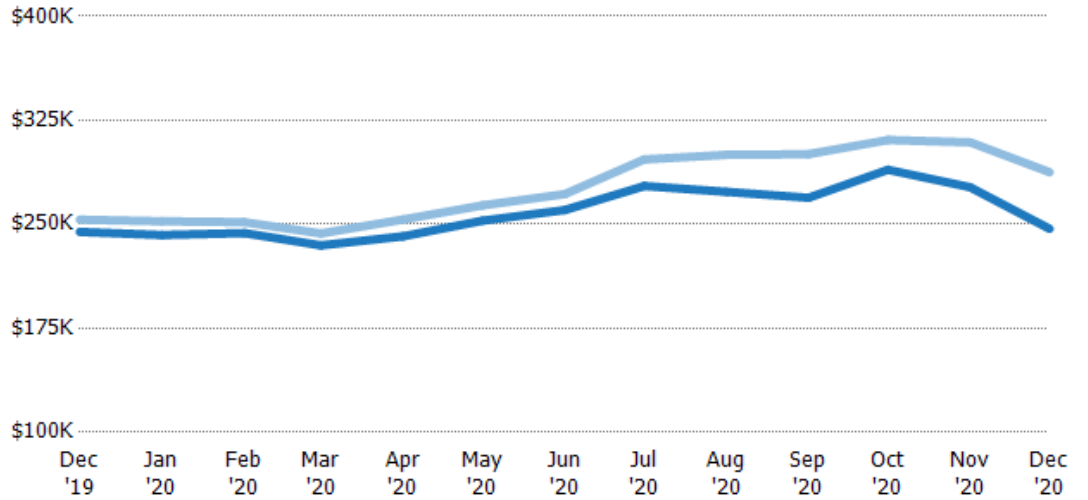
Current Year	\$240K	\$246K	\$240K	\$238K	\$247K	\$249K	\$249K	\$260K	\$260K	\$249K	\$260K	\$259K	\$260K
Prior Year	\$236K	\$240K	\$245K	\$245K	\$239K	\$235K	\$235K	\$235K	\$239K	\$240K	\$240K	\$240K	\$240K
Percent Change from Prior Year	2%	3%	-2%	-3%	3%	6%	6%	11%	9%	4%	8%	8%	8%

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

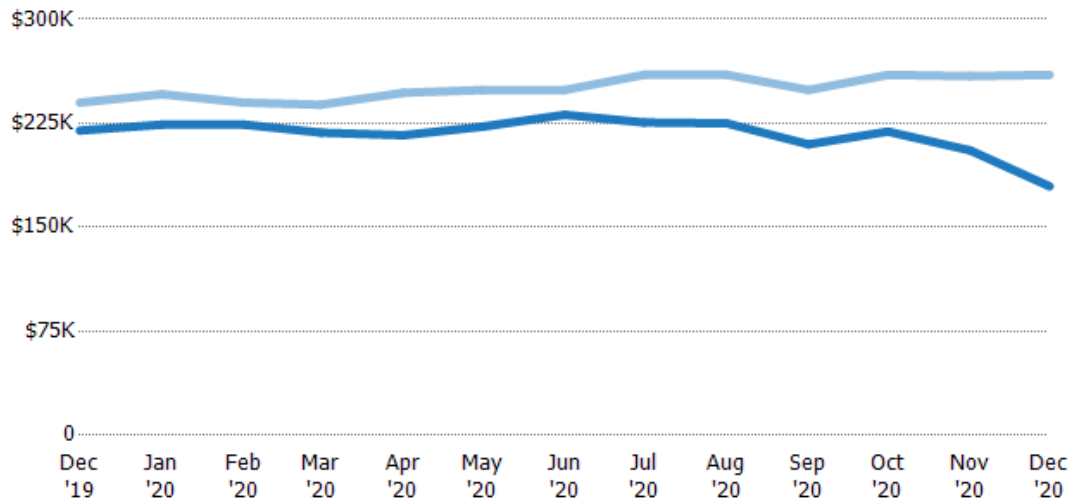


Median Listing Price vs Median Est Value

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

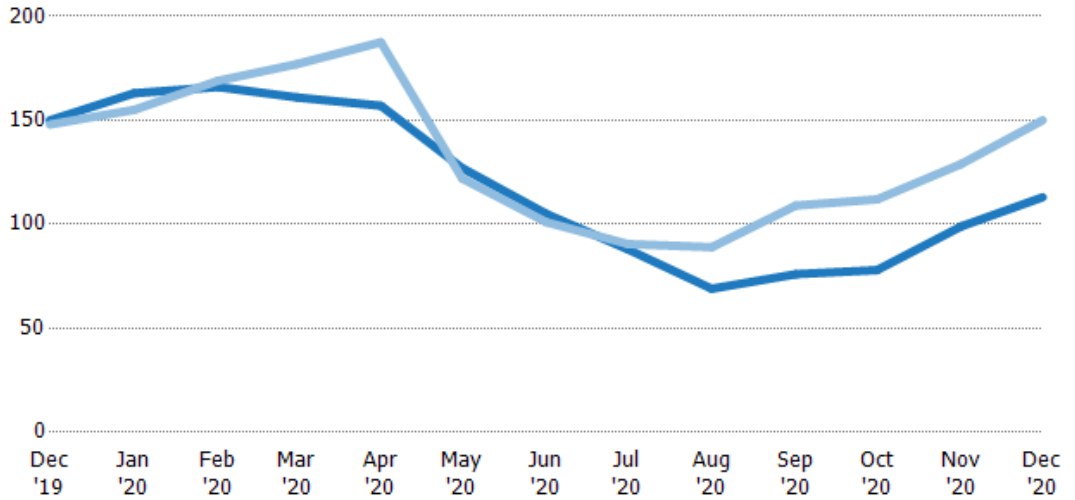


Median Days in RPR

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.
Dec '20	113	-24.7%
Dec '19	150	1.4%
Dec '18	148	-8.8%

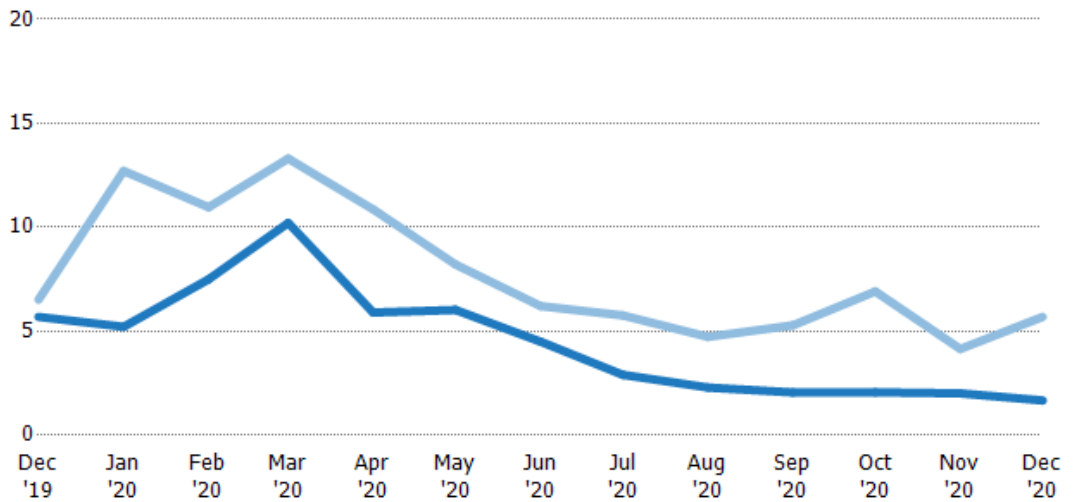
Current Year	150	163	166	161	157	127	105	88	69	76	78	99	113
Prior Year	148	155	169	177	188	122	101	90.5	89	109	112	129	150
Percent Change from Prior Year	1%	5%	-2%	-9%	-16%	4%	4%	-3%	-22%	-30%	-30%	-23%	-25%

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.
Dec '20	1.67	-70.6%
Dec '19	5.69	-12.7%
Dec '18	6.52	20.7%

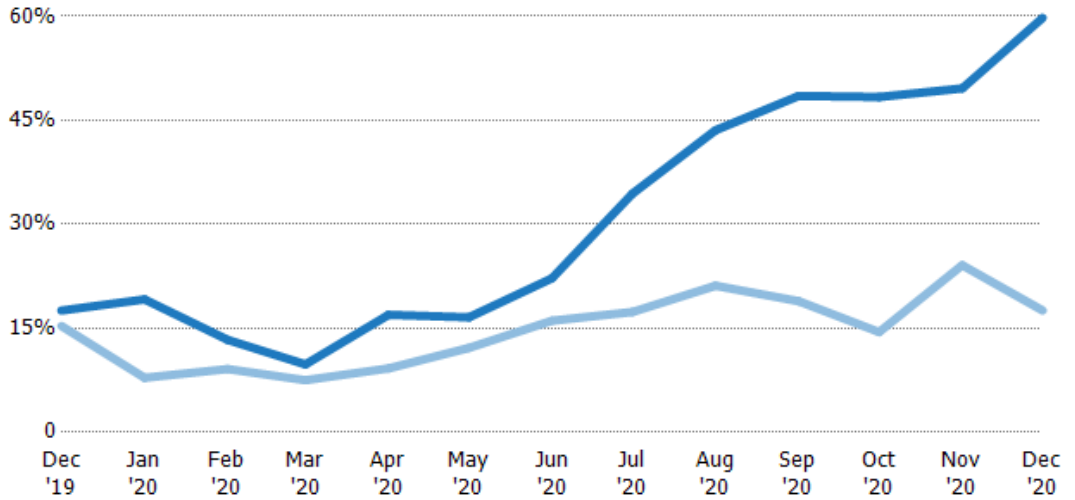
Current Year	5.69	5.22	7.5	10.2	5.9	6.03	4.5	2.9	2.29	2.06	2.07	2.02	1.67
Prior Year	6.52	12.7	11	13.3	10.9	8.21	6.21	5.76	4.73	5.29	6.92	4.15	5.69
Percent Change from Prior Year	-13%	-59%	-32%	-23%	-46%	-27%	-28%	-50%	-51%	-61%	-70%	-51%	-71%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
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 Condo/Townhouse/Apt, Single
 Family Residence



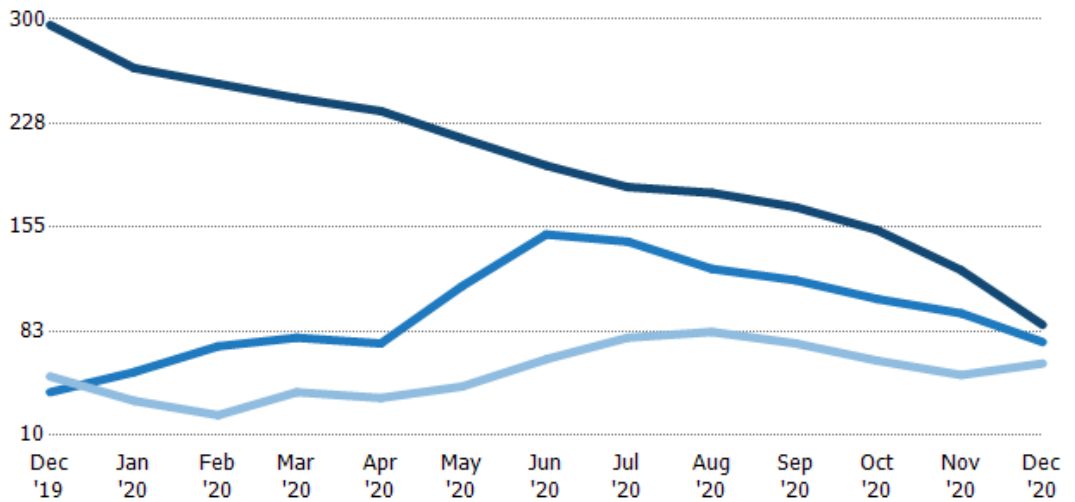
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	18%	19%	13%	10%	17%	17%	22%	34%	44%	49%	48%	50%	60%
Prior Year	15%	8%	9%	8%	9%	12%	16%	17%	21%	19%	14%	24%	18%
Change from Prior Year	-2%	-11%	-4%	-2%	-8%	-4%	-6%	-17%	-22%	-30%	-34%	-26%	-42%

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



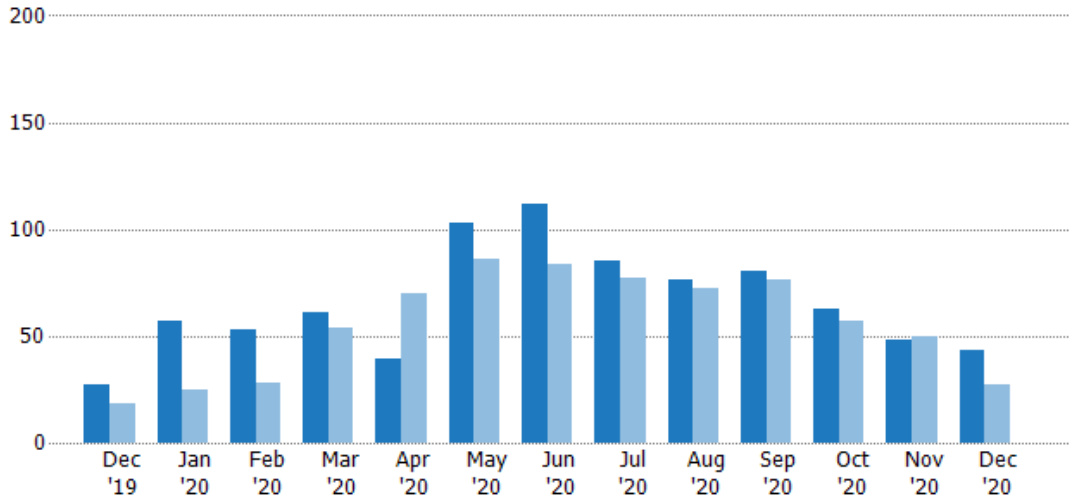
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	296	266	255	245	236	217	198	183	179	169	153	125	87
Pending	40	54	72	78	74	114	150	145	126	118	105	95	75
Sold	51	34	24	40	36	44	63	78	82	74	62	52	60

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



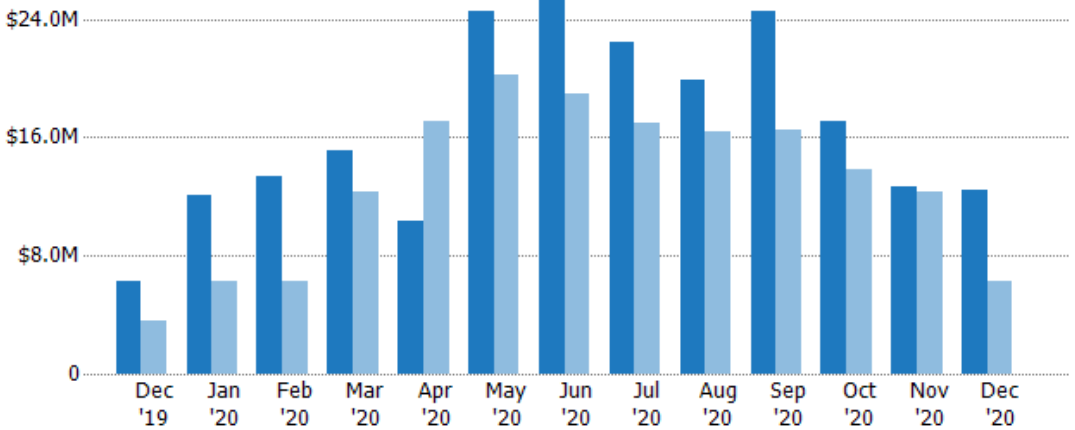
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	27	57	53	61	39	103	112	85	76	80	63	48	43
Prior Year	18	25	28	54	70	86	84	77	72	76	57	50	27
Percent Change from Prior Year	50%	128%	89%	13%	-44%	20%	33%	10%	6%	5%	11%	-4%	59%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$6.3M	\$12.1M	\$13.4M	\$15.1M	\$10.4M	\$24.5M	\$27.2M	\$22.5M	\$19.9M	\$24.5M	\$17.1M	\$12.7M	\$12.5M
Prior Year	\$3.6M	\$6.23M	\$6.25M	\$12.3M	\$17M	\$20.3M	\$19M	\$17M	\$16.4M	\$16.6M	\$13.8M	\$12.3M	\$6.3M
Percent Change from Prior Year	75%	94%	114%	23%	-39%	21%	43%	32%	21%	48%	24%	3%	98%

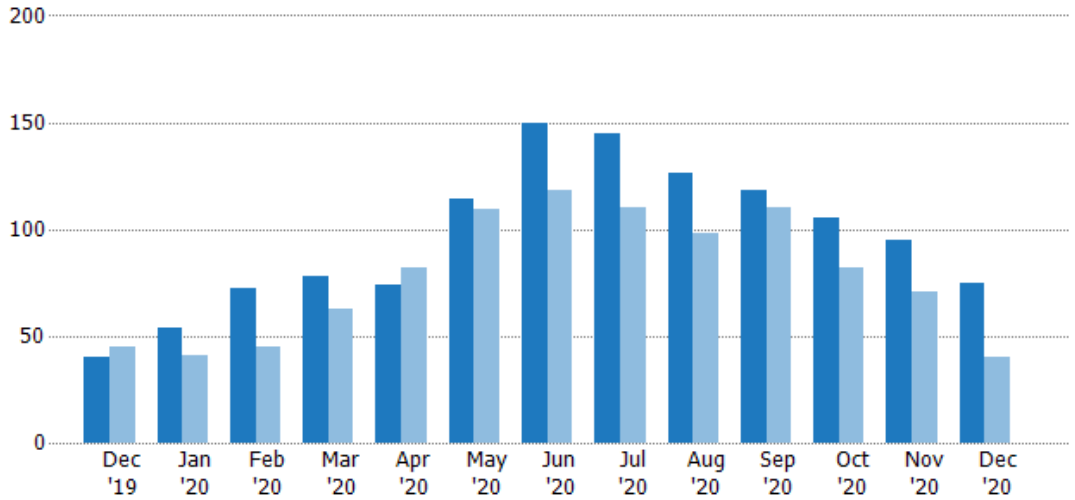
Pending Sales

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.
Dec '20	75	87.5%
Dec '19	40	-11.1%
Dec '18	45	24.4%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	40	54	72	78	74	114	150	145	126	118	105	95	75
Prior Year	45	41	45	63	82	109	118	110	98	110	82	71	40
Percent Change from Prior Year	-11%	32%	60%	24%	-10%	5%	27%	32%	29%	7%	28%	34%	88%

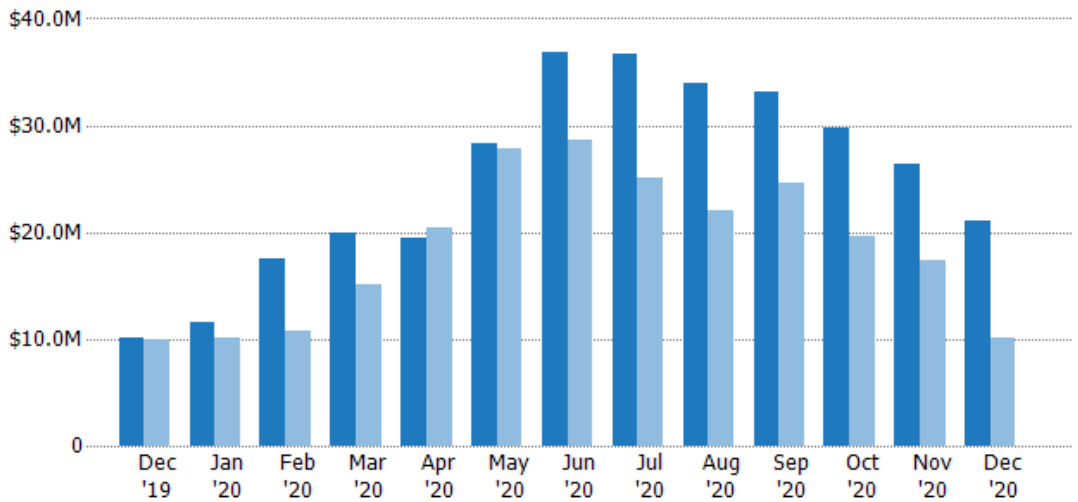
Pending Sales Volume

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.
Dec '20	\$21.1M	109.5%
Dec '19	\$10.1M	1.6%
Dec '18	\$9.92M	27.4%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$10.1M	\$11.6M	\$17.6M	\$20M	\$19.4M	\$28.3M	\$36.8M	\$36.7M	\$34M	\$33.1M	\$29.8M	\$26.4M	\$21.1M
Prior Year	\$9.92M	\$10.1M	\$10.8M	\$15.1M	\$20.4M	\$27.8M	\$28.6M	\$25.1M	\$22.1M	\$24.6M	\$19.6M	\$17.4M	\$10.1M
Percent Change from Prior Year	2%	16%	63%	33%	-5%	2%	29%	46%	54%	34%	52%	52%	110%

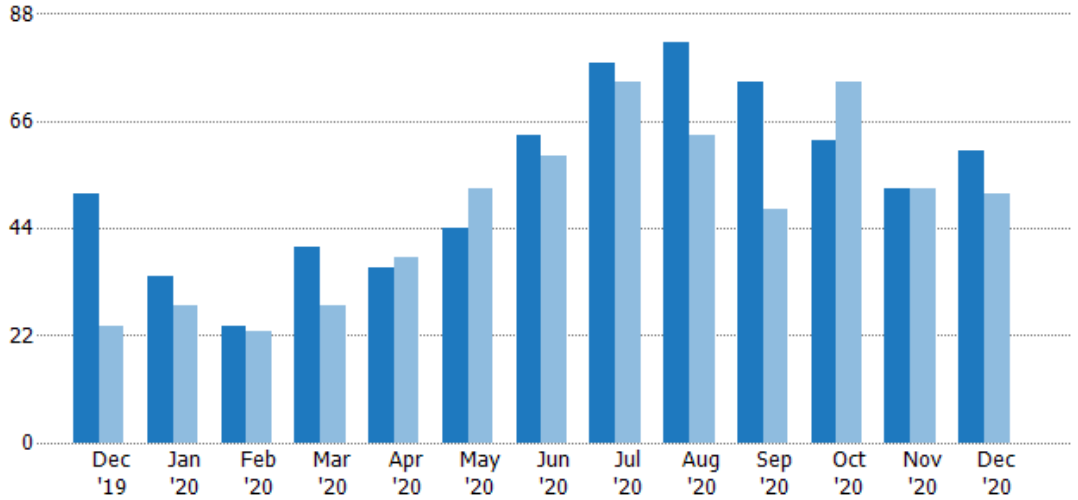
Closed Sales

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.
Dec '20	60	17.6%
Dec '19	51	112.5%
Dec '18	24	62.5%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	51	34	24	40	36	44	63	78	82	74	62	52	60
Prior Year	24	28	23	28	38	52	59	74	63	48	74	52	51
Percent Change from Prior Year	113%	21%	4%	43%	-5%	-15%	7%	5%	30%	54%	-16%	0%	18%

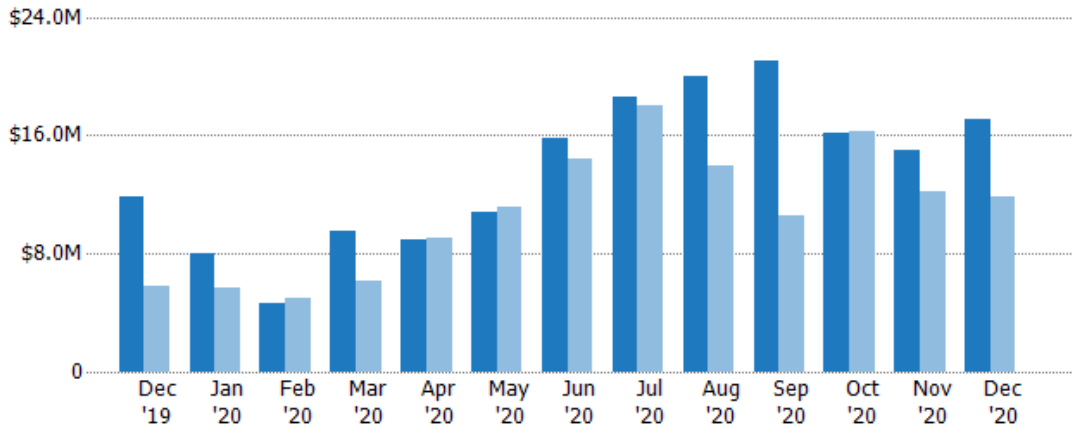
Closed Sales Volume

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.
Dec '20	\$17.1M	43.9%
Dec '19	\$11.8M	103.4%
Dec '18	\$5.83M	62.3%



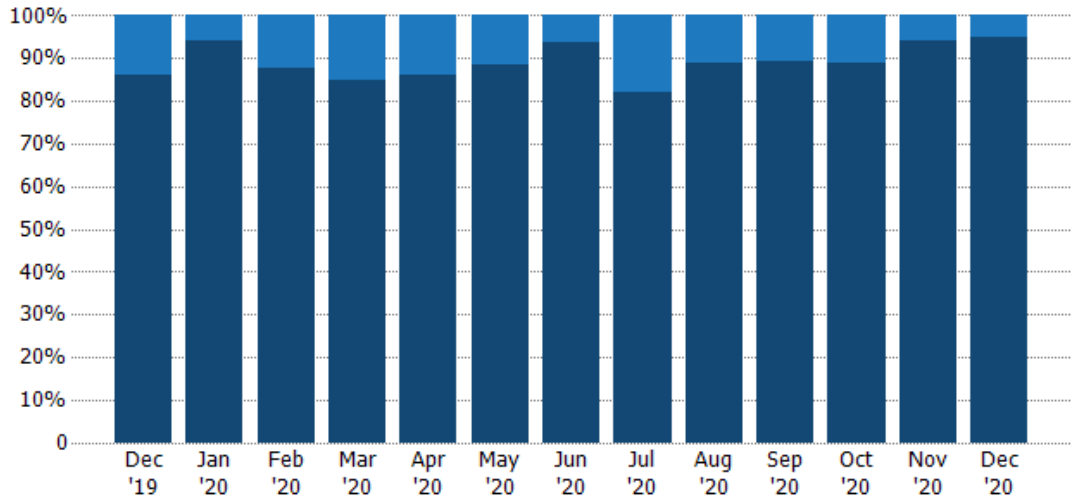
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$11.8M	\$8.05M	\$4.69M	\$9.5M	\$8.95M	\$10.7M	\$15.8M	\$18.6M	\$20M	\$21.1M	\$16.1M	\$15M	\$17.1M
Prior Year	\$5.83M	\$5.7M	\$4.96M	\$6.14M	\$9.11M	\$11.2M	\$14.4M	\$18M	\$13.9M	\$10.6M	\$16.3M	\$12.2M	\$11.8M
Percent Change from Prior Year	103%	41%	-5%	55%	-2%	-4%	10%	3%	44%	98%	-1%	24%	44%

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



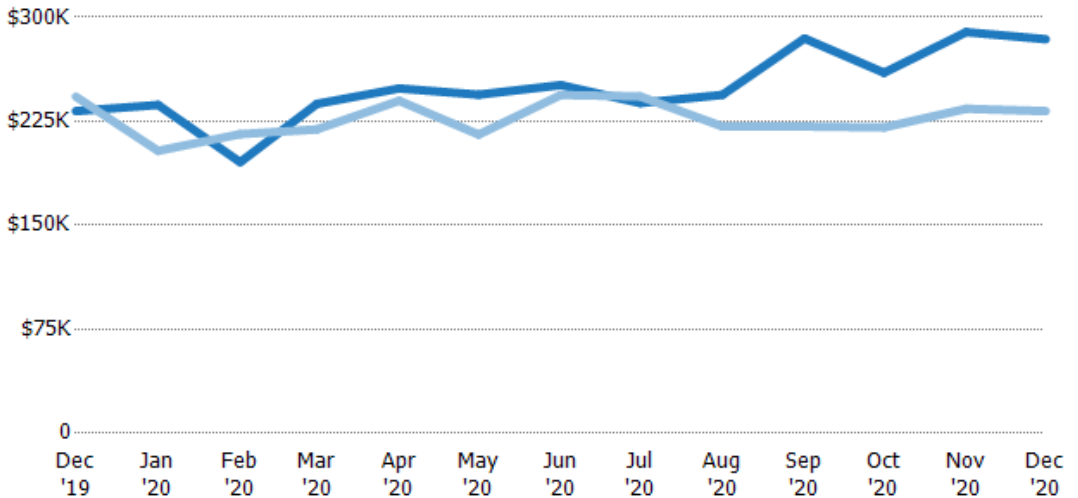
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	14%	6%	13%	15%	14%	11%	6%	18%	11%	11%	11%	6%	5%
Single Family Residence	86%	94%	88%	85%	86%	89%	94%	82%	89%	89%	89%	94%	95%

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.
Dec '20	\$284K	22.3%
Dec '19	\$232K	-4.3%
Dec '18	\$243K	-0.1%

Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$232K	\$237K	\$196K	\$238K	\$249K	\$244K	\$251K	\$238K	\$244K	\$285K	\$260K	\$289K	\$284K
Prior Year	\$243K	\$204K	\$216K	\$219K	\$240K	\$215K	\$244K	\$243K	\$221K	\$221K	\$221K	\$234K	\$232K
Percent Change from Prior Year	-4%	16%	-9%	8%	4%	13%	3%	-2%	10%	29%	18%	24%	22%

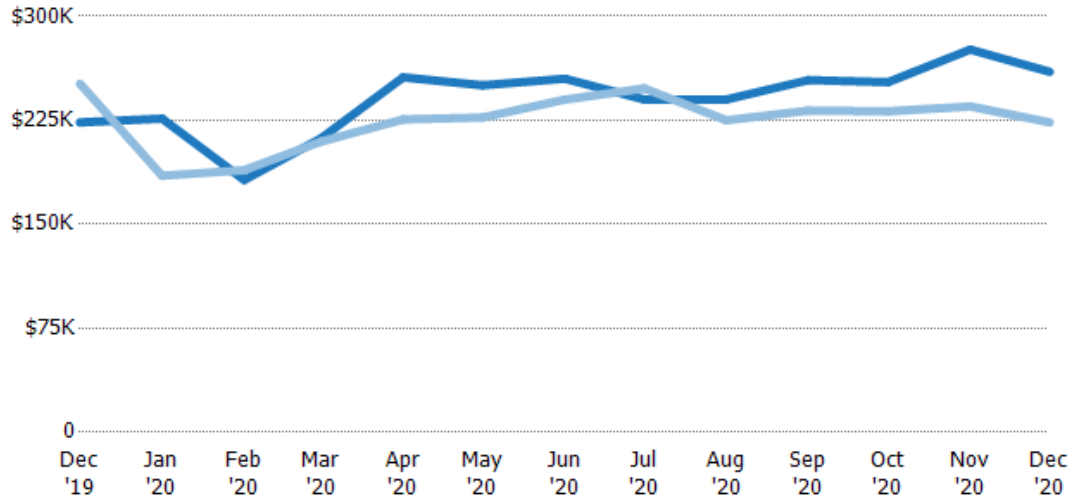
Median Sales Price

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.
Dec '20	\$260K	16.3%
Dec '19	\$224K	-11.1%
Dec '18	\$251K	-12.1%



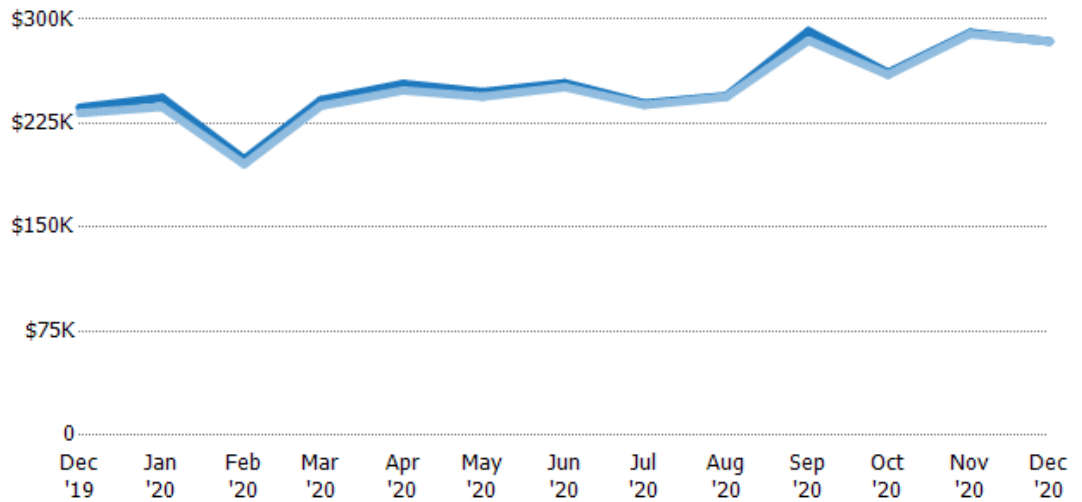
Current Year	\$224K	\$226K	\$182K	\$212K	\$256K	\$250K	\$255K	\$240K	\$240K	\$254K	\$253K	\$276K	\$260K
Prior Year	\$251K	\$185K	\$189K	\$210K	\$226K	\$227K	\$240K	\$248K	\$225K	\$232K	\$231K	\$235K	\$224K
Percent Change from Prior Year	-11%	22%	-4%	1%	13%	10%	6%	-3%	7%	9%	9%	17%	16%

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



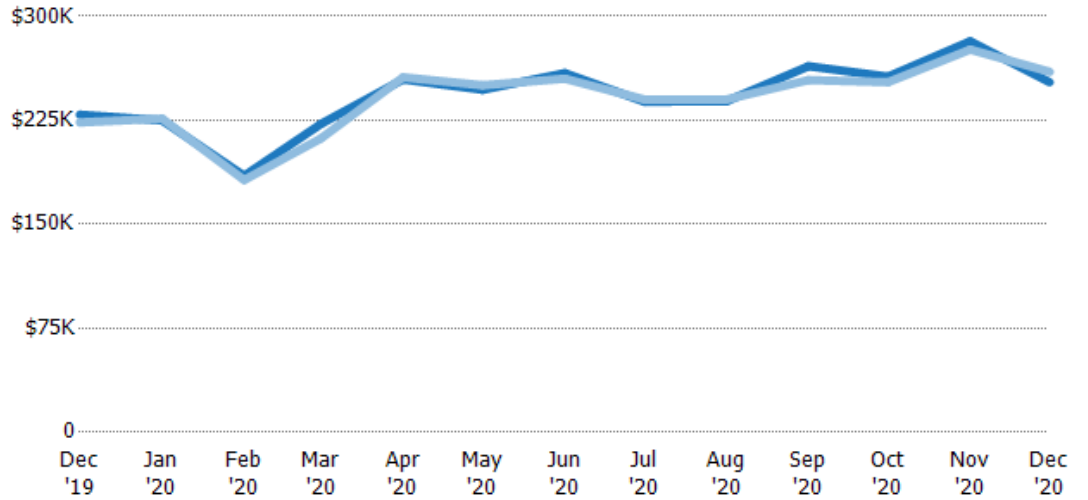
Avg List Price	\$236K	\$243K	\$199K	\$242K	\$253K	\$248K	\$254K	\$239K	\$245K	\$291K	\$261K	\$290K	\$284K
Avg Sales Price	\$232K	\$237K	\$196K	\$238K	\$249K	\$244K	\$251K	\$238K	\$244K	\$285K	\$260K	\$289K	\$284K
Avg Sales Price as a % of Avg List Price	98%	97%	98%	98%	98%	99%	99%	100%	100%	98%	99%	100%	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



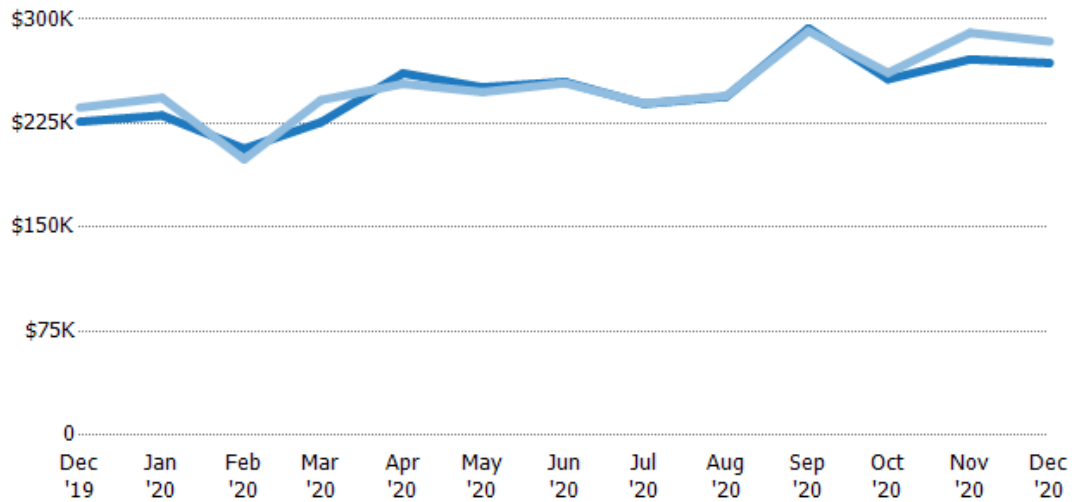
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$229K	\$225K	\$185K	\$222K	\$255K	\$247K	\$259K	\$238K	\$239K	\$264K	\$257K	\$282K	\$252K
Median Sales Price	\$224K	\$226K	\$182K	\$212K	\$256K	\$250K	\$255K	\$240K	\$240K	\$254K	\$253K	\$276K	\$260K
Med Sales Price as a % of Med List Price	98%	101%	98%	95%	101%	101%	98%	101%	101%	96%	98%	98%	103%

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



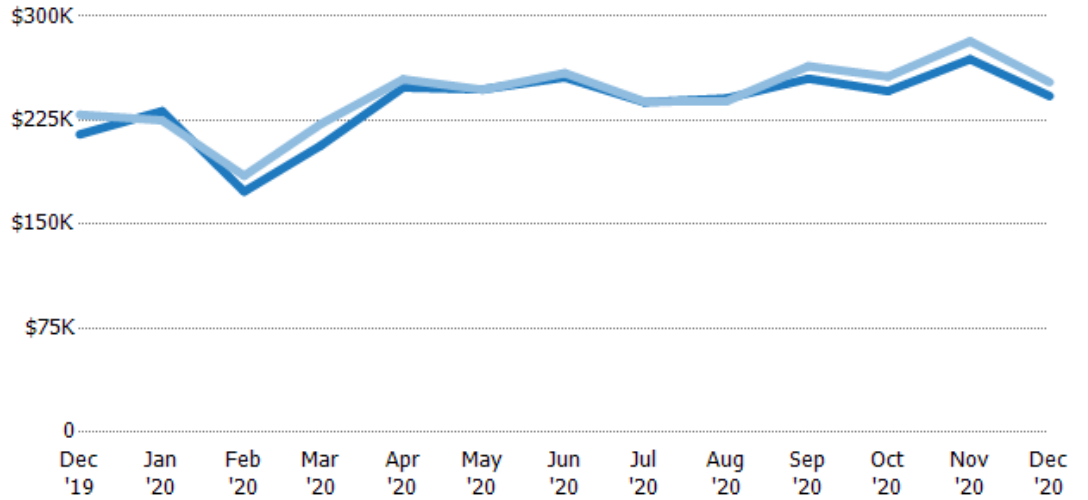
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$226K	\$231K	\$207K	\$226K	\$261K	\$251K	\$255K	\$239K	\$244K	\$293K	\$257K	\$271K	\$268K
Avg Sales Price	\$236K	\$243K	\$199K	\$242K	\$253K	\$248K	\$254K	\$239K	\$245K	\$291K	\$261K	\$290K	\$284K
Avg Sales Price as a % of Avg Est Value	104%	105%	96%	107%	97%	99%	100%	100%	100%	99%	102%	107%	106%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$215K	\$232K	\$174K	\$207K	\$249K	\$247K	\$256K	\$238K	\$241K	\$255K	\$246K	\$269K	\$242K
Median Sales Price	\$229K	\$225K	\$185K	\$222K	\$255K	\$247K	\$259K	\$238K	\$239K	\$264K	\$257K	\$282K	\$252K
Med Sales Price as a % of Med Est Value	107%	97%	107%	108%	102%	100%	101%	100%	99%	104%	104%	105%	104%