

Summary of Key Listing and Sales Metrics

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

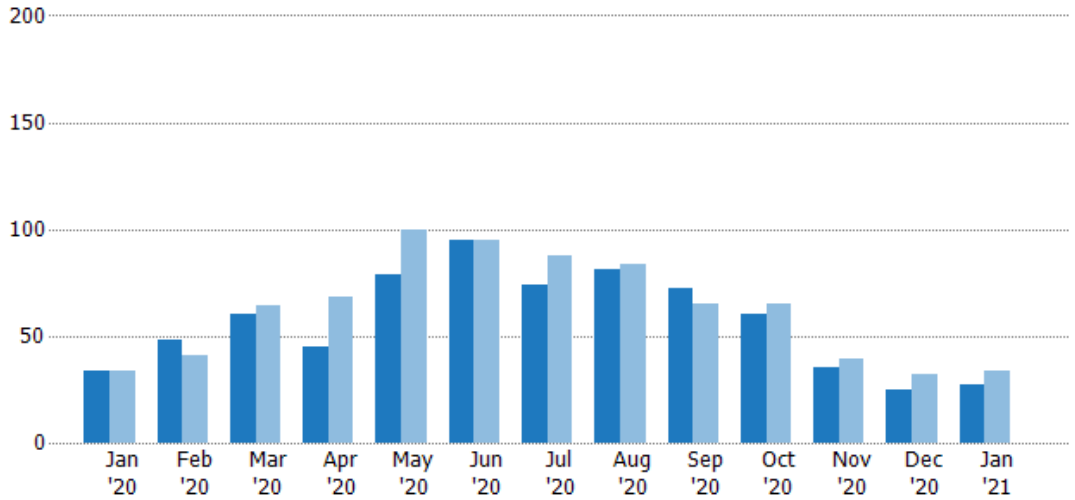
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	34	-20.6%	735	809	-9.1%
New Listing Volume	\$5,975,499	\$8,575,084	-30.3%	\$201,862,217	\$196,736,609	+2.6%
Active Listing Count	70	266	-73.7%	N/A	N/A	
Active Listing Volume	\$21,757,226	\$67,086,706	-67.6%	N/A	N/A	
Average Listing Price	\$310,818	\$252,206	+23.2%	\$274,481	\$251,450	+9.2%
Median Listing Price	\$289,450	\$245,905	+17.7%	\$250,381	\$239,721	+4.4%
Median Days in RPR	129.5	163	-20.6%	106.91	125.46	-14.8%
Months of Inventory	1.2	5.2	-77.6%	2.1	9.5	-78.3%
Absorption Rate	85.71%	19.17%	+66.5%	48.57%	10.53%	+38%
Sales Activity Charts Metrics						
New Pending Sales Count	42	57	-26.3%	862	763	+13%
New Pending Sales Volume	\$9,549,490	\$12,053,275	-20.8%	\$221,298,384	\$175,383,941	+26.2%
Pending Sales Count	78	54	+44.4%	N/A	N/A	
Pending Sales Volume	\$18,512,804	\$11,637,591	+59.1%	N/A	N/A	
Closed Sales Count	32	34	-5.9%	681	624	+9.1%
Closed Sales Volume	\$9,468,575	\$8,050,870	+17.6%	\$175,104,900	\$142,535,462	+22.9%
Average Sales Price	\$295,893	\$236,790	+25%	\$257,129	\$228,422	+12.6%
Median Sales Price	\$247,000	\$226,200	+9.2%	\$246,008	\$227,952	+7.9%

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



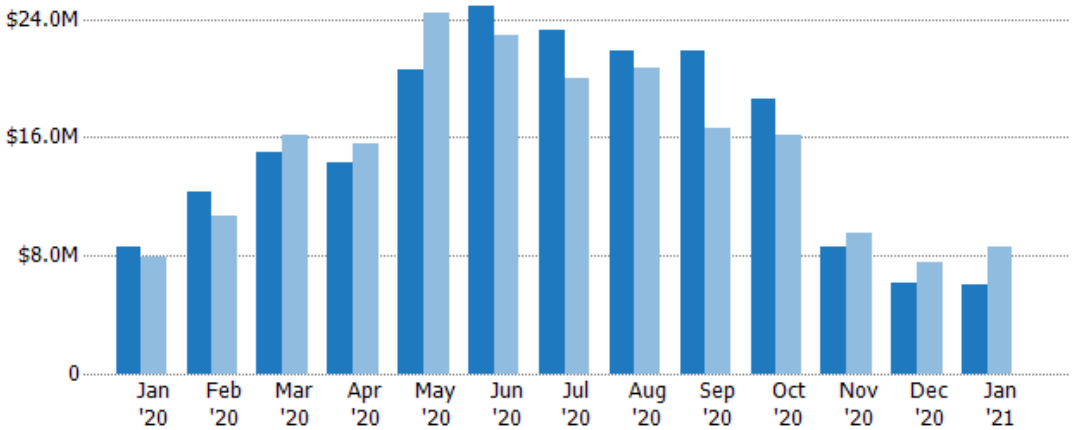
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	34	48	60	45	79	95	74	81	72	60	35	25	27
Prior Year	34	41	64	68	100	95	88	84	65	65	39	32	34
Percent Change from Prior Year	0%	17%	-6%	-34%	-21%	0%	-16%	-4%	11%	-8%	-10%	-22%	-21%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$8.58M	\$12.3M	\$15M	\$14.3M	\$20.6M	\$24.9M	\$23.2M	\$21.8M	\$21.9M	\$18.6M	\$8.58M	\$6.16M	\$5.98M
Prior Year	\$7.86M	\$10.7M	\$16.2M	\$15.6M	\$24.4M	\$22.9M	\$20M	\$20.7M	\$16.7M	\$16.1M	\$9.56M	\$7.54M	\$8.58M
Percent Change from Prior Year	9%	15%	-7%	-9%	-15%	9%	16%	6%	31%	16%	-10%	-18%	-30%

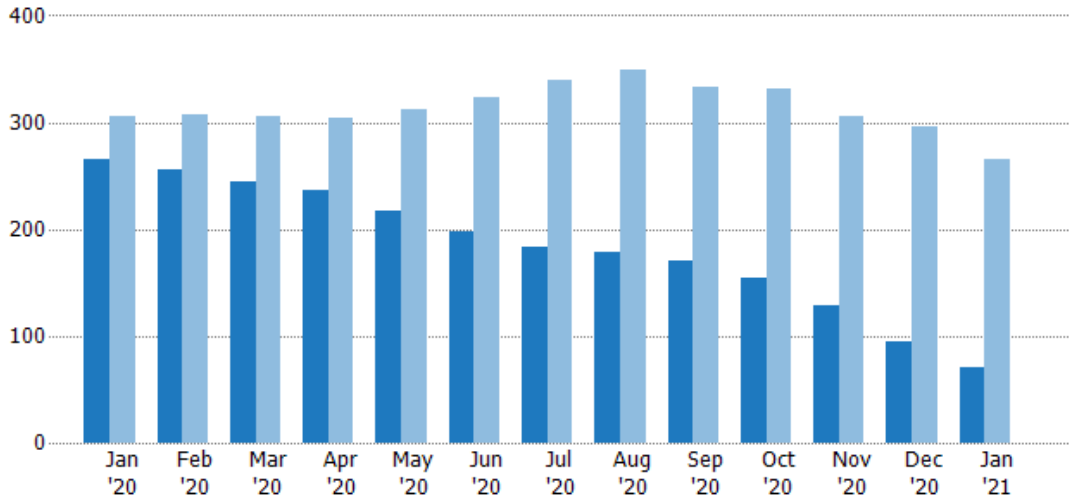
Active Listings

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.
Jan '21	70	-73.7%
Jan '20	266	-12.8%
Jan '19	305	-4.6%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	266	255	245	236	217	198	183	179	171	155	129	95	70
Prior Year	305	307	306	304	312	323	340	349	333	332	306	296	266
Percent Change from Prior Year	-13%	-17%	-20%	-22%	-30%	-39%	-46%	-49%	-49%	-53%	-58%	-68%	-74%

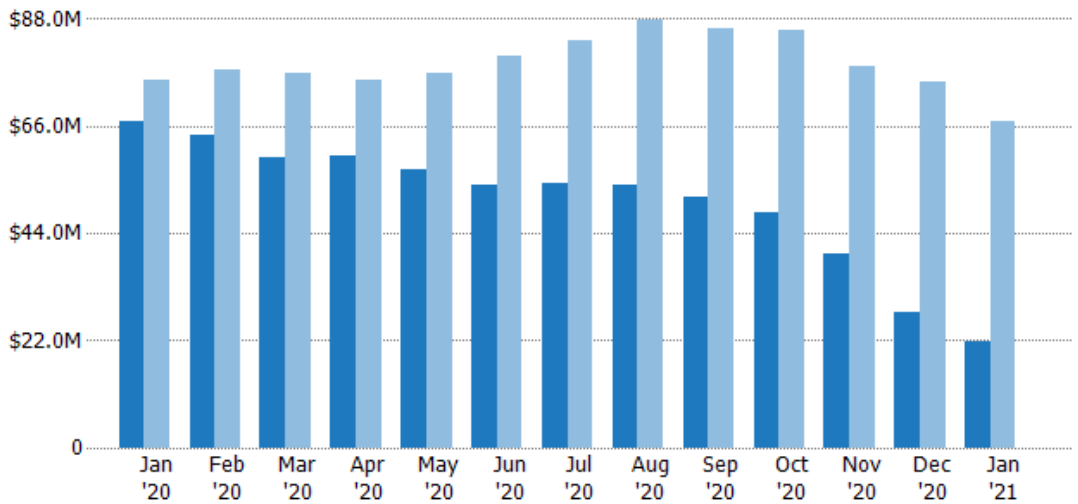
Active Listing Volume

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.
Jan '21	\$21.8M	-67.6%
Jan '20	\$67.1M	-11.1%
Jan '19	\$75.5M	-12.3%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$67.1M	\$64.1M	\$59.6M	\$59.8M	\$57.2M	\$53.8M	\$54.3M	\$53.8M	\$51.4M	\$48.1M	\$39.7M	\$27.7M	\$21.8M
Prior Year	\$75.5M	\$77.4M	\$76.7M	\$75.3M	\$77M	\$80.4M	\$83.5M	\$87.6M	\$86.2M	\$85.8M	\$78.1M	\$75M	\$67.1M
Percent Change from Prior Year	-11%	-17%	-22%	-21%	-26%	-33%	-35%	-39%	-40%	-44%	-49%	-63%	-68%

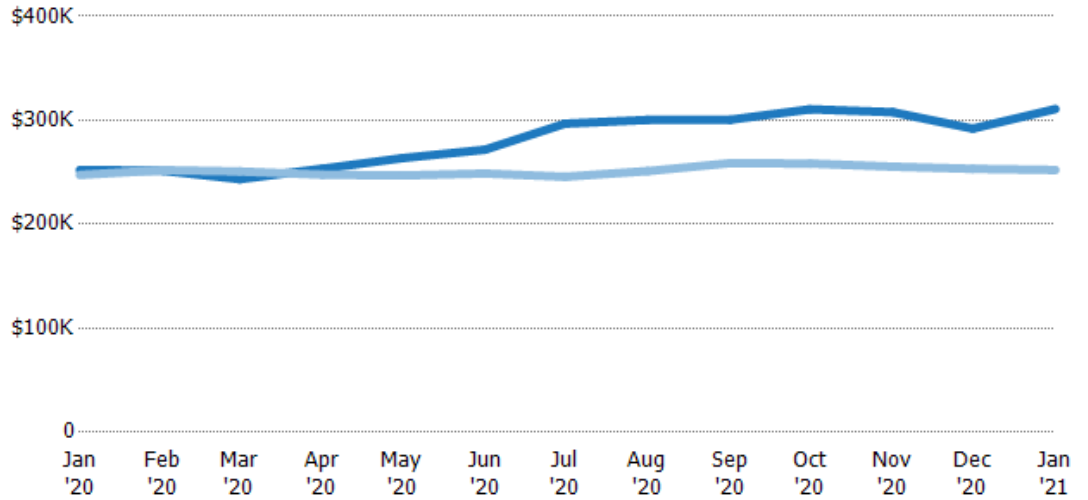
Average Listing Price

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.
Jan '21	\$311K	23.2%
Jan '20	\$252K	1.9%
Jan '19	\$247K	-8.1%



Current Year	\$252K	\$252K	\$243K	\$253K	\$264K	\$272K	\$297K	\$300K	\$301K	\$311K	\$308K	\$292K	\$311K
Prior Year	\$247K	\$252K	\$251K	\$248K	\$247K	\$249K	\$246K	\$251K	\$259K	\$258K	\$255K	\$253K	\$252K
Percent Change from Prior Year	2%	0%	-3%	2%	7%	9%	21%	20%	16%	20%	21%	15%	23%

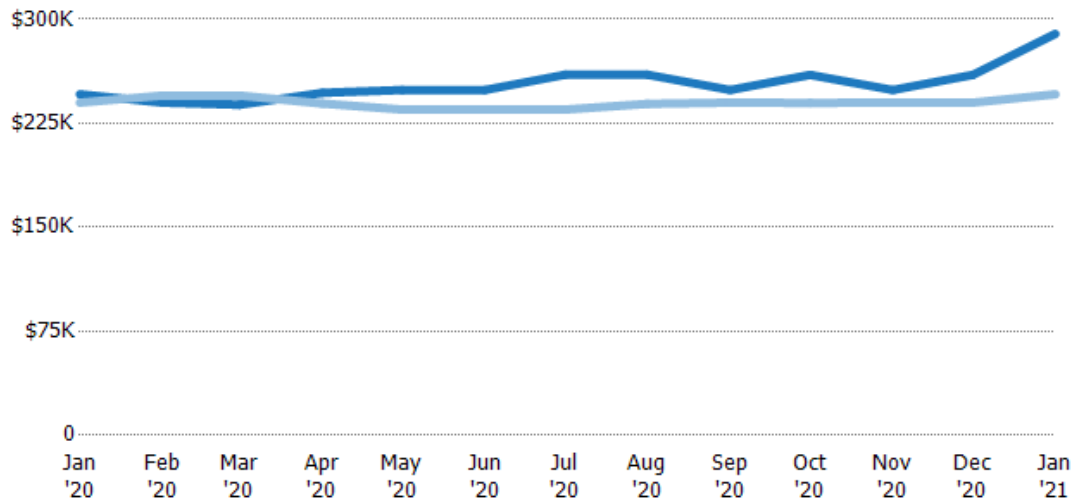
Median Listing Price

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.
Jan '21	\$289K	17.7%
Jan '20	\$246K	2.5%
Jan '19	\$240K	-7.5%



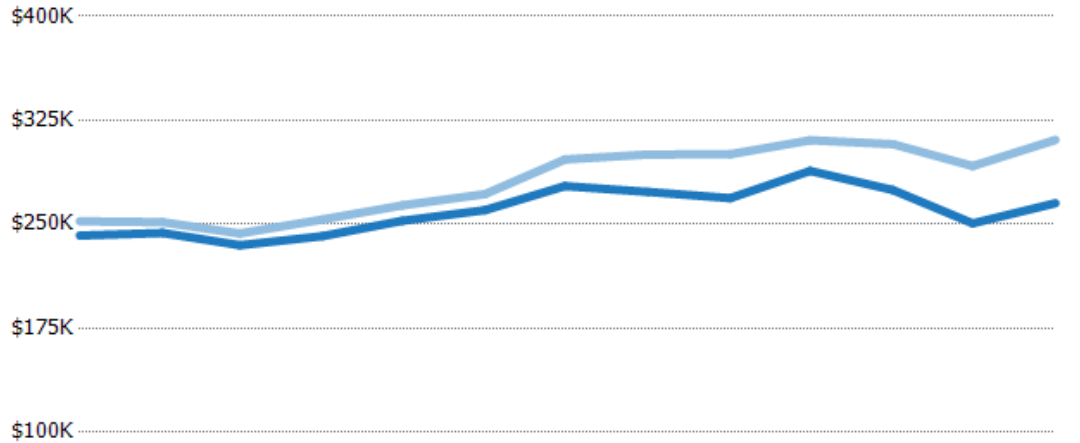
Current Year	\$246K	\$240K	\$238K	\$247K	\$249K	\$249K	\$260K	\$260K	\$249K	\$260K	\$249K	\$260K	\$289K
Prior Year	\$240K	\$245K	\$245K	\$239K	\$235K	\$235K	\$235K	\$239K	\$240K	\$240K	\$240K	\$240K	\$246K
Percent Change from Prior Year	3%	-2%	-3%	3%	6%	6%	11%	9%	4%	8%	4%	8%	18%

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



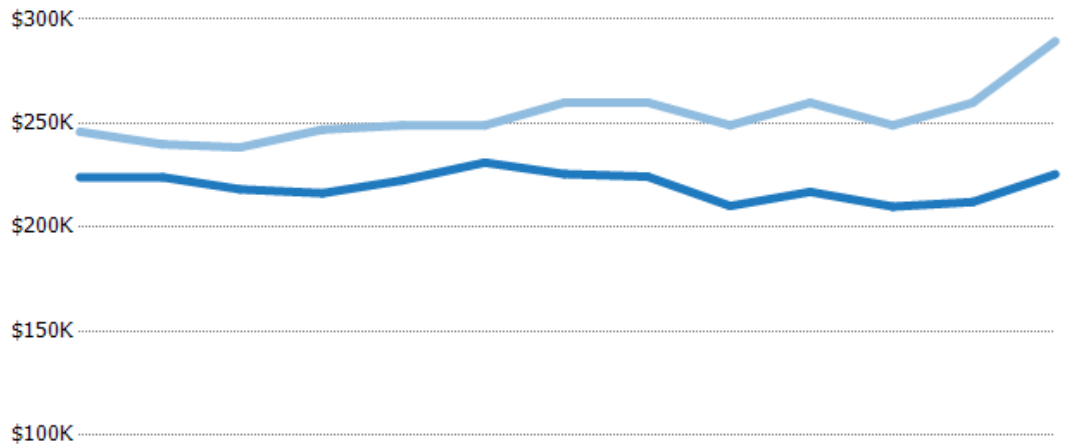
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$242K	\$244K	\$235K	\$241K	\$253K	\$260K	\$278K	\$273K	\$269K	\$288K	\$275K	\$251K	\$265K
Avg Listing Price	\$252K	\$252K	\$243K	\$253K	\$264K	\$272K	\$297K	\$300K	\$301K	\$311K	\$308K	\$292K	\$311K
Avg Listing Price as a % of Avg Est Value	104%	103%	104%	105%	104%	104%	107%	110%	112%	108%	112%	116%	117%

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



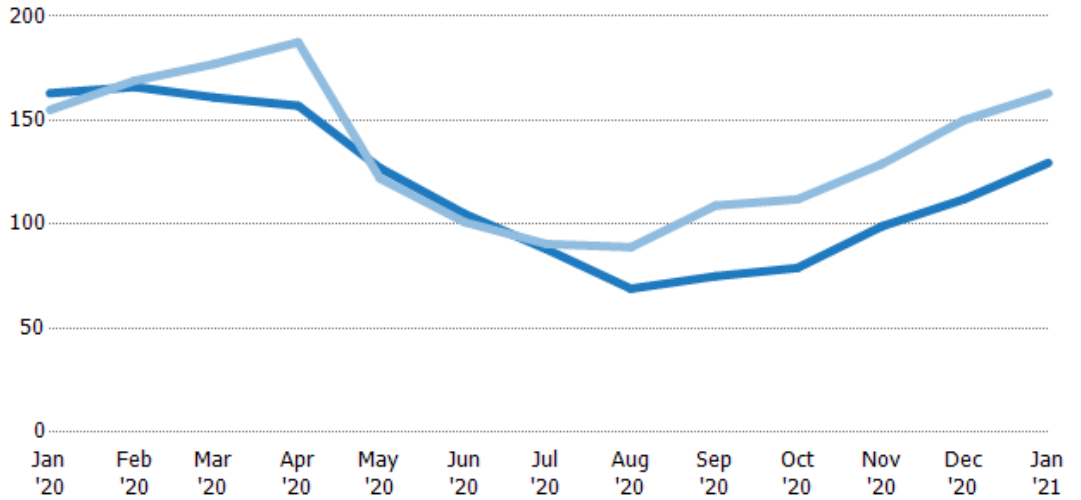
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$224K	\$224K	\$218K	\$216K	\$223K	\$231K	\$226K	\$224K	\$210K	\$217K	\$210K	\$212K	\$226K
Median Listing Price	\$246K	\$240K	\$238K	\$247K	\$249K	\$249K	\$260K	\$260K	\$249K	\$260K	\$249K	\$260K	\$289K
Med Listing Price as a % of Med Est Value	110%	107%	109%	114%	112%	108%	115%	116%	118%	120%	119%	123%	128%

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.
Jan '21	130	-20.6%
Jan '20	163	5.2%
Jan '19	155	-4.5%

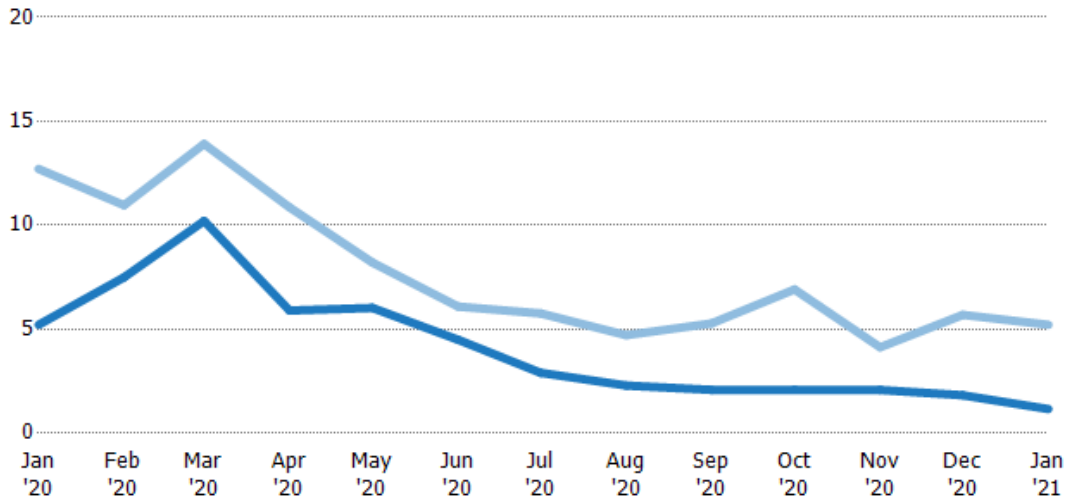
Current Year	163	166	161	157	127	105	88	69	75	79	99	112	130
Prior Year	155	169	177	188	122	101	90.5	89	109	112	129	150	163
Percent Change from Prior Year	5%	-2%	-9%	-16%	4%	4%	-3%	-22%	-31%	-29%	-23%	-25%	-21%

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.
Jan '21	1.17	-77.6%
Jan '20	5.22	-59%
Jan '19	12.7	-41.3%

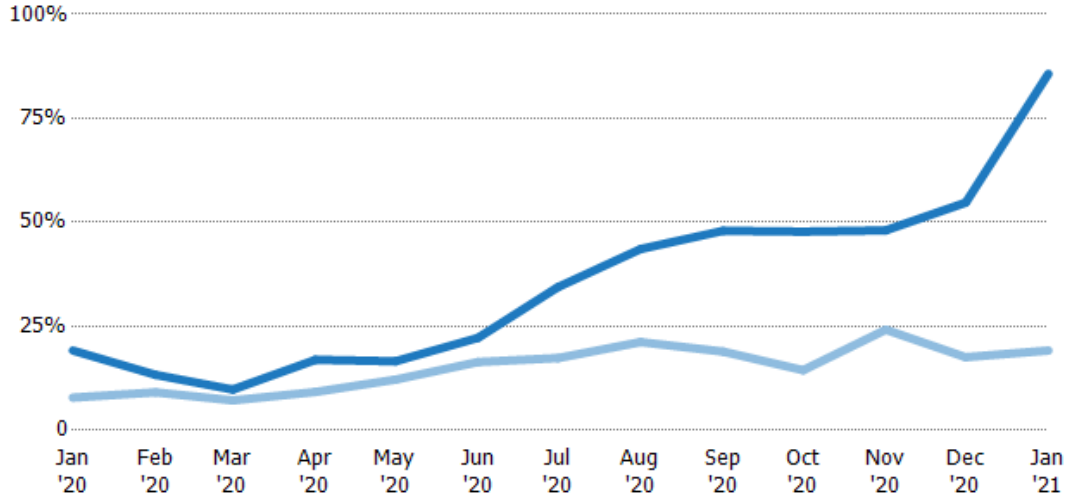
Current Year	5.22	7.5	10.2	5.9	6.03	4.5	2.9	2.29	2.09	2.09	2.08	1.83	1.17
Prior Year	12.7	11	13.9	10.9	8.21	6.09	5.76	4.72	5.29	6.92	4.14	5.69	5.22
Percent Change from Prior Year	-59%	-32%	-27%	-46%	-27%	-26%	-50%	-51%	-61%	-70%	-50%	-68%	-78%

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



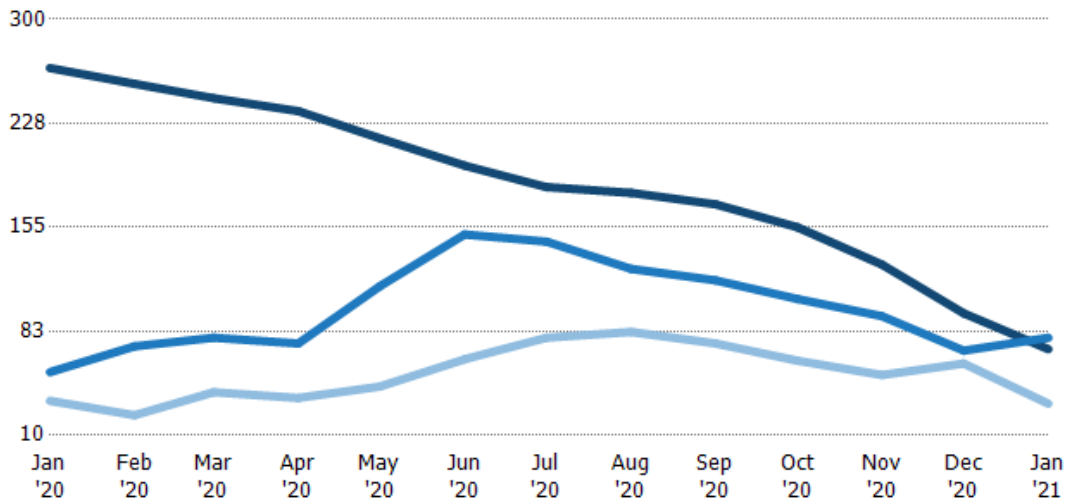
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	19%	13%	10%	17%	17%	22%	34%	44%	48%	48%	48%	55%	86%
Prior Year	8%	9%	7%	9%	12%	16%	17%	21%	19%	14%	24%	18%	19%
Change from Prior Year	-11%	-4%	-3%	-8%	-4%	-6%	-17%	-22%	-29%	-33%	-24%	-37%	-67%

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



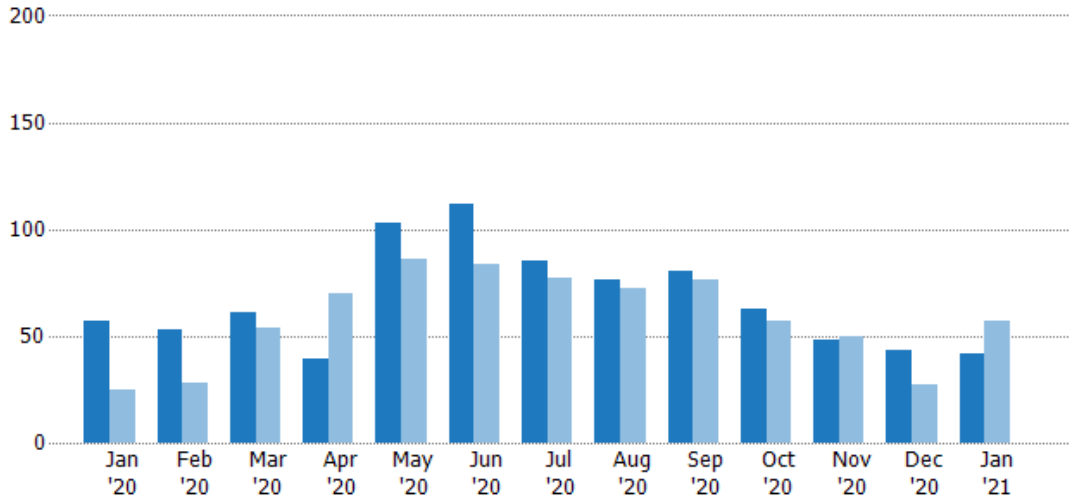
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	266	255	245	236	217	198	183	179	171	155	129	95	70
Pending	54	72	78	74	114	150	145	126	118	105	93	69	78
Sold	34	24	40	36	44	63	78	82	74	62	52	60	32

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



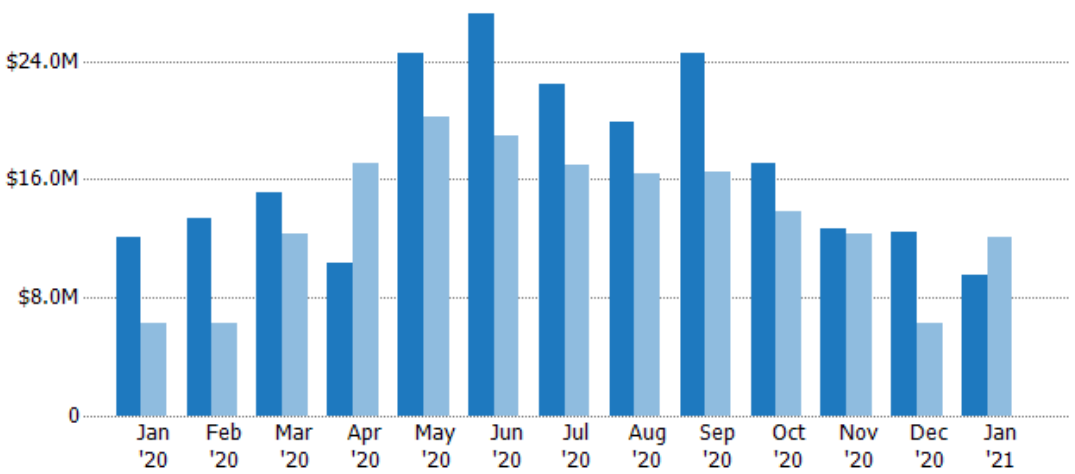
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	57	53	61	39	103	112	85	76	80	63	48	43	42
Prior Year	25	28	54	70	86	84	77	72	76	57	50	27	57
Percent Change from Prior Year	128%	89%	13%	-44%	20%	33%	10%	6%	5%	11%	-4%	59%	-26%

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



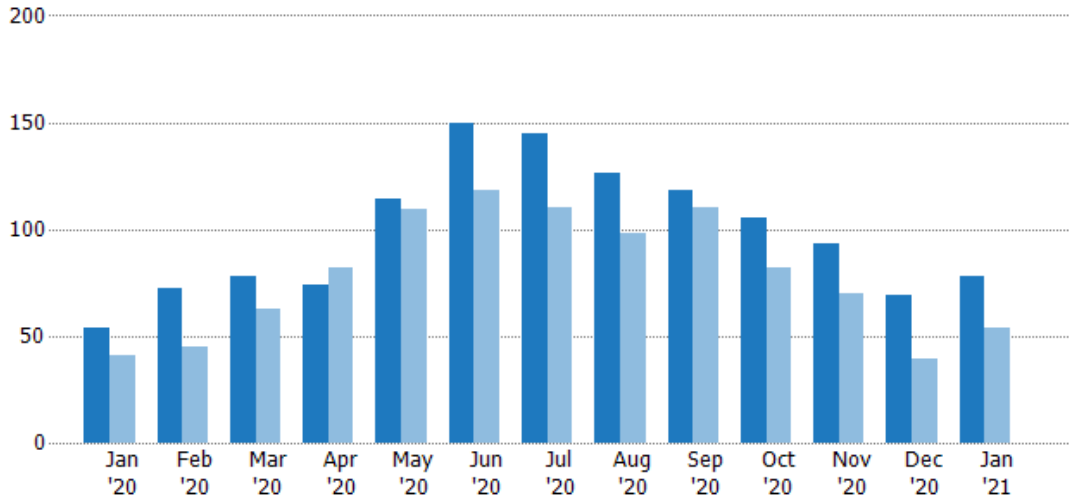
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$12.1M	\$13.4M	\$15.1M	\$10.4M	\$24.5M	\$27.2M	\$22.5M	\$19.9M	\$24.5M	\$17.1M	\$12.7M	\$12.5M	\$9.55M
Prior Year	\$6.23M	\$6.25M	\$12.3M	\$17M	\$20.3M	\$19M	\$17M	\$16.4M	\$16.6M	\$13.8M	\$12.3M	\$6.3M	\$12.1M
Percent Change from Prior Year	94%	114%	23%	-39%	21%	43%	32%	21%	48%	24%	3%	98%	-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



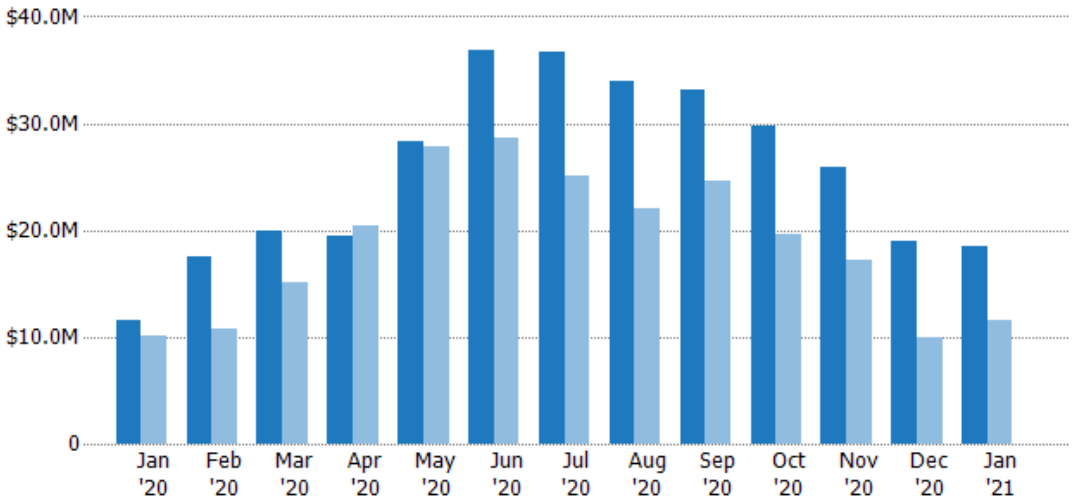
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	54	72	78	74	114	150	145	126	118	105	93	69	78
Prior Year	41	45	63	82	109	118	110	98	110	82	70	39	54
Percent Change from Prior Year	32%	60%	24%	-10%	5%	27%	32%	29%	7%	28%	33%	77%	44%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$11.6M	\$17.6M	\$20M	\$19.4M	\$28.3M	\$36.8M	\$36.7M	\$34M	\$33.1M	\$29.8M	\$25.9M	\$19M	\$18.5M
Prior Year	\$10.1M	\$10.8M	\$15.1M	\$20.4M	\$27.8M	\$28.6M	\$25.1M	\$22.1M	\$24.6M	\$19.6M	\$17.2M	\$9.91M	\$11.6M
Percent Change from Prior Year	16%	63%	33%	-5%	2%	29%	46%	54%	34%	52%	50%	92%	59%

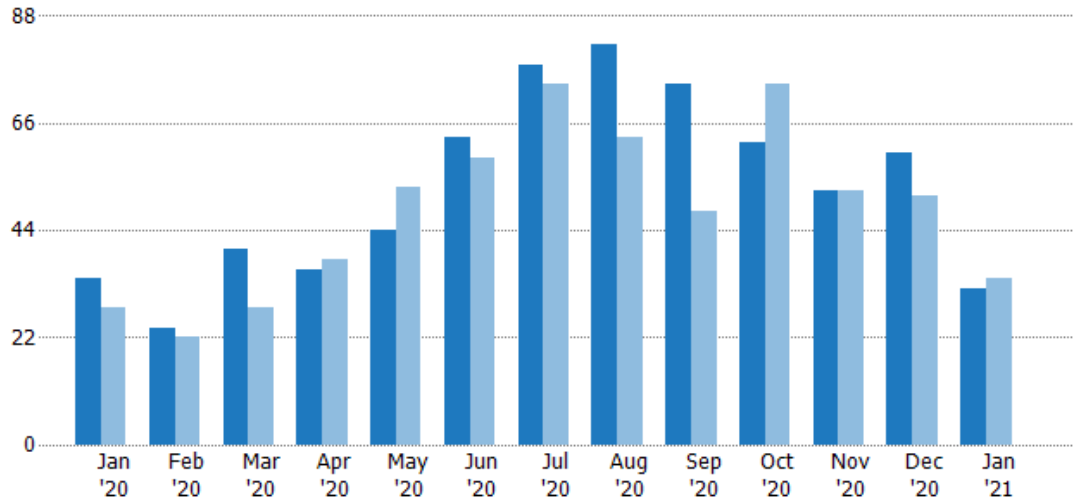
Closed Sales

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.
Jan '21	32	-5.9%
Jan '20	34	21.4%
Jan '19	28	21.4%



Current Year	34	24	40	36	44	63	78	82	74	62	52	60	32
Prior Year	28	22	28	38	53	59	74	63	48	74	52	51	34
Percent Change from Prior Year	21%	9%	43%	-5%	-17%	7%	5%	30%	54%	-16%	0%	18%	-6%

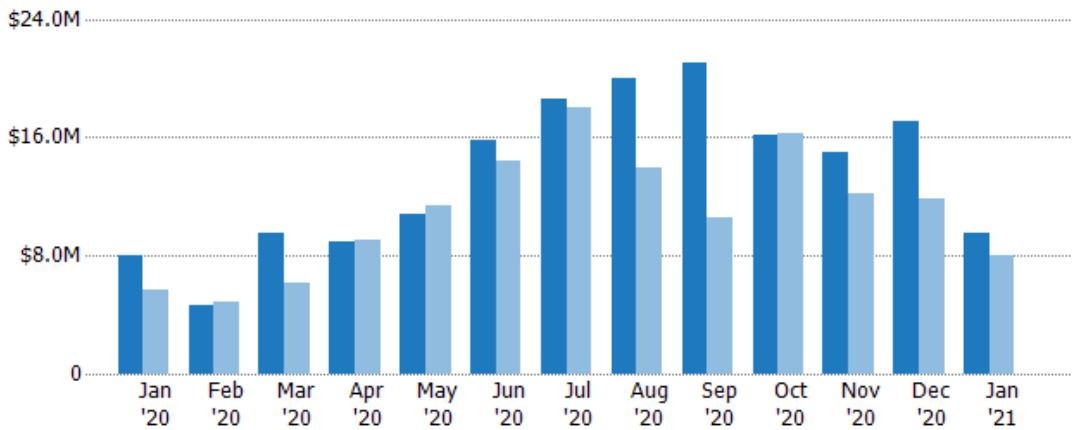
Closed Sales Volume

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.
Jan '21	\$9.47M	17.6%
Jan '20	\$8.05M	41.2%
Jan '19	\$5.7M	24.2%



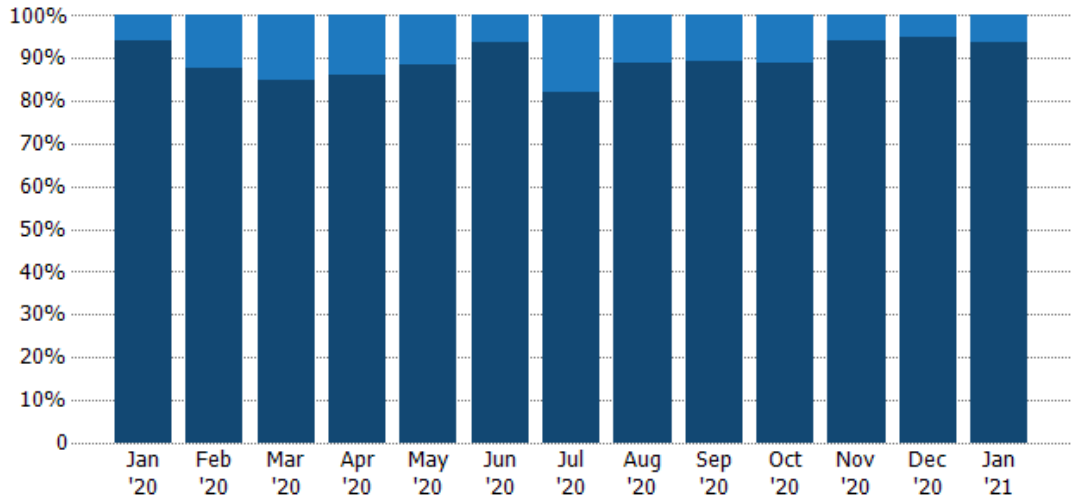
Current Year	\$8.05M	\$4.69M	\$9.5M	\$8.95M	\$10.7M	\$15.8M	\$18.6M	\$20M	\$21.1M	\$16.1M	\$15M	\$17.1M	\$9.47M
Prior Year	\$5.7M	\$4.83M	\$6.14M	\$9.11M	\$11.4M	\$14.4M	\$18M	\$13.9M	\$10.6M	\$16.3M	\$12.2M	\$11.8M	\$8.05M
Percent Change from Prior Year	41%	-3%	55%	-2%	-6%	10%	3%	44%	98%	-1%	24%	44%	18%

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



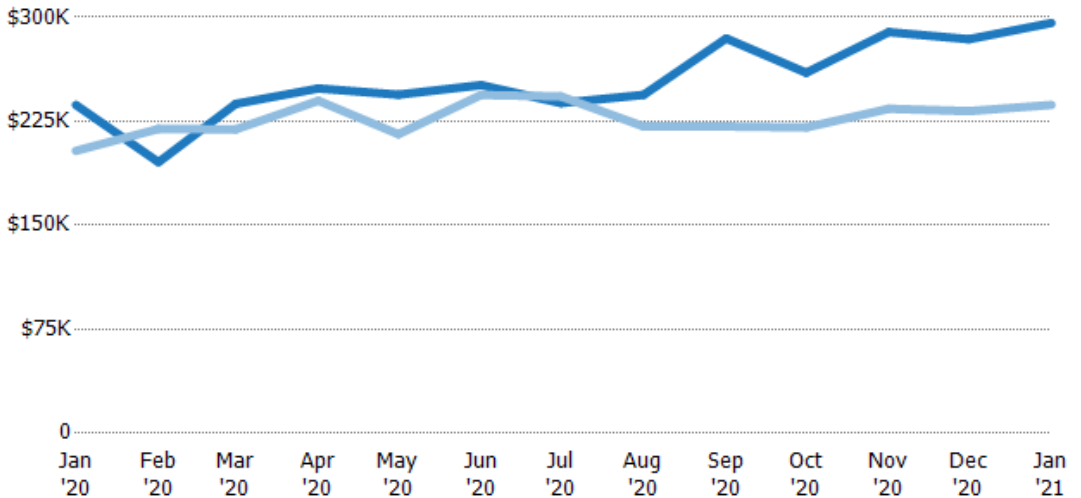
Condo/Townhouse	6%	13%	15%	14%	11%	6%	18%	11%	11%	11%	6%	5%	6%
Single Family Residence	94%	88%	85%	86%	89%	94%	82%	89%	89%	89%	94%	95%	94%

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	\$237K	\$196K	\$238K	\$249K	\$244K	\$251K	\$238K	\$244K	\$285K	\$260K	\$289K	\$284K	\$296K
Prior Year	\$204K	\$220K	\$219K	\$240K	\$216K	\$244K	\$243K	\$221K	\$221K	\$221K	\$234K	\$232K	\$237K
Percent Change from Prior Year	16%	-11%	8%	4%	13%	3%	-2%	10%	29%	18%	24%	22%	25%

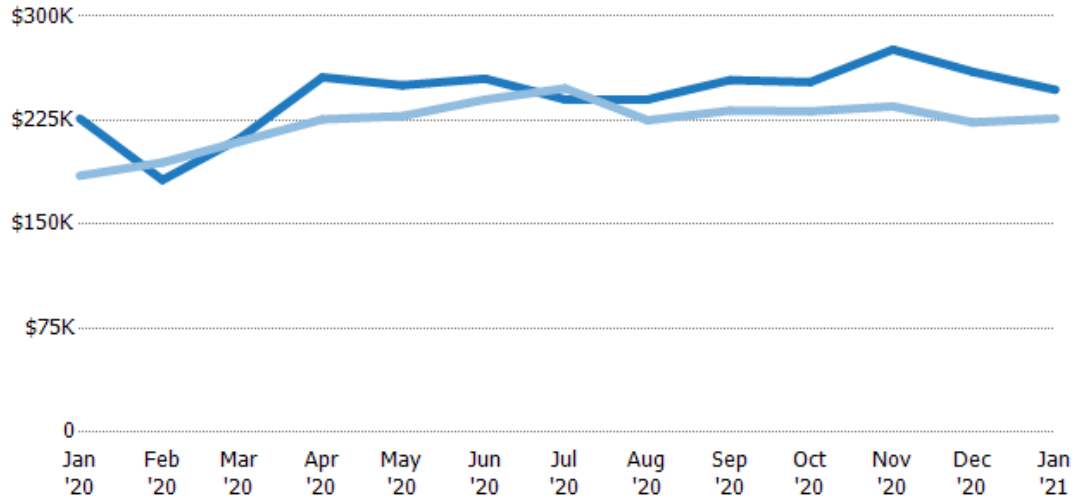
Median Sales Price

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.
Jan '21	\$247K	9.2%
Jan '20	\$226K	22.3%
Jan '19	\$185K	-2.7%



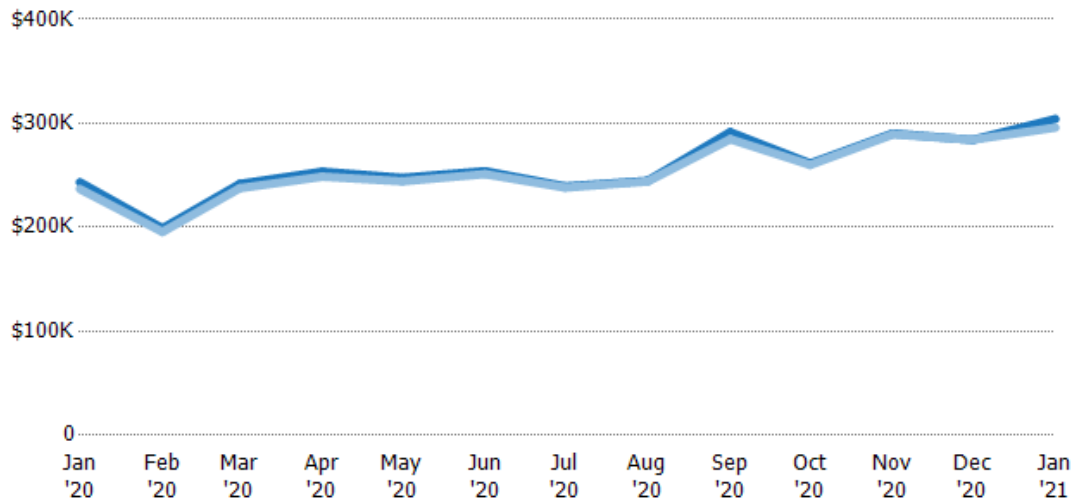
Current Year	\$226K	\$182K	\$212K	\$256K	\$250K	\$255K	\$240K	\$240K	\$254K	\$253K	\$276K	\$260K	\$247K
Prior Year	\$185K	\$195K	\$210K	\$226K	\$228K	\$240K	\$248K	\$225K	\$232K	\$231K	\$235K	\$224K	\$226K
Percent Change from Prior Year	22%	-6%	1%	13%	10%	6%	-3%	7%	9%	9%	17%	16%	9%

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



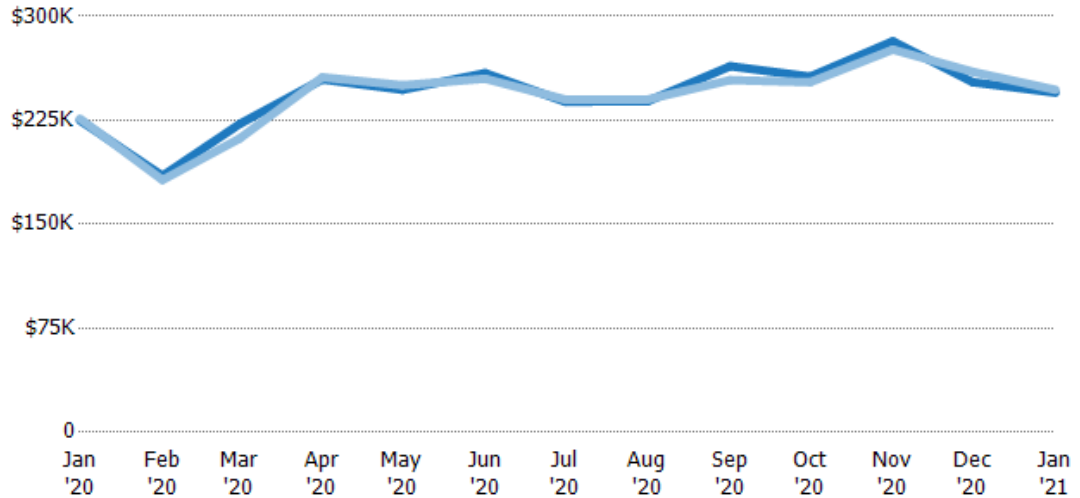
Avg List Price	\$243K	\$199K	\$242K	\$253K	\$248K	\$254K	\$239K	\$245K	\$291K	\$261K	\$290K	\$284K	\$304K
Avg Sales Price	\$237K	\$196K	\$238K	\$249K	\$244K	\$251K	\$238K	\$244K	\$285K	\$260K	\$289K	\$284K	\$296K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	98%	99%	99%	100%	100%	98%	99%	100%	100%	97%

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



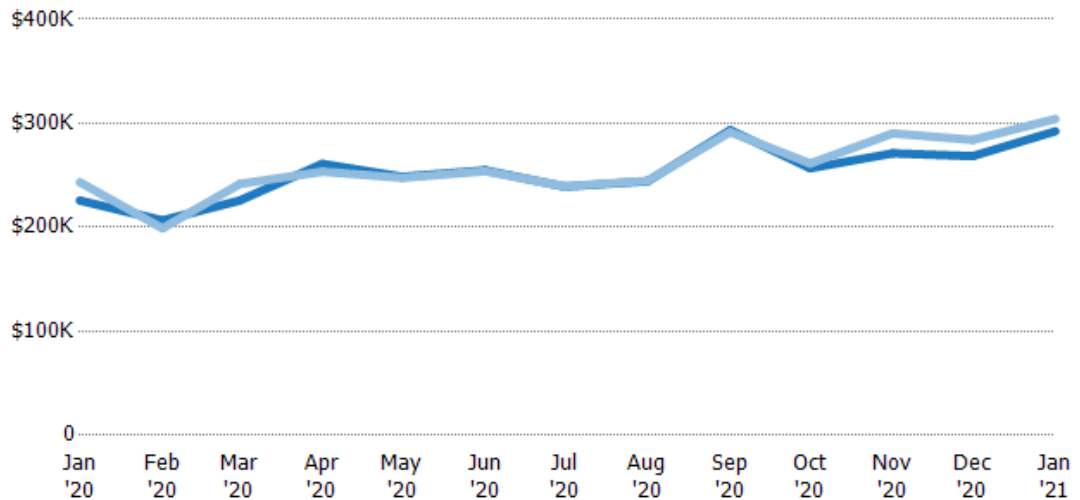
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$225K	\$185K	\$222K	\$255K	\$247K	\$259K	\$238K	\$239K	\$264K	\$257K	\$282K	\$252K	\$245K
Median Sales Price	\$226K	\$182K	\$212K	\$256K	\$250K	\$255K	\$240K	\$240K	\$254K	\$253K	\$276K	\$260K	\$247K
Med Sales Price as a % of Med List Price	101%	98%	95%	101%	101%	98%	101%	101%	96%	98%	98%	103%	101%

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



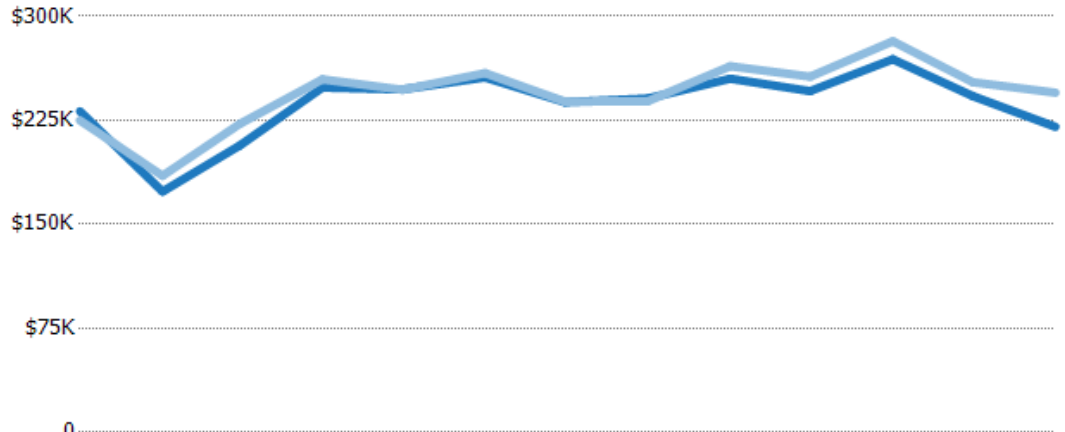
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$226K	\$207K	\$226K	\$261K	\$249K	\$255K	\$239K	\$244K	\$293K	\$257K	\$271K	\$268K	\$292K
Avg Sales Price	\$243K	\$199K	\$242K	\$253K	\$248K	\$254K	\$239K	\$245K	\$291K	\$261K	\$290K	\$284K	\$304K
Avg Sales Price as a % of Avg Est Value	108%	96%	107%	97%	100%	100%	100%	100%	99%	102%	107%	106%	104%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$232K	\$174K	\$207K	\$249K	\$247K	\$256K	\$238K	\$241K	\$255K	\$246K	\$269K	\$242K	\$220K
Median Sales Price	\$225K	\$185K	\$222K	\$255K	\$247K	\$259K	\$238K	\$239K	\$264K	\$257K	\$282K	\$252K	\$245K
Med Sales Price as a % of Med Est Value	97%	107%	108%	102%	100%	101%	100%	99%	104%	104%	105%	104%	111%