

Summary of Key Listing and Sales Metrics

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

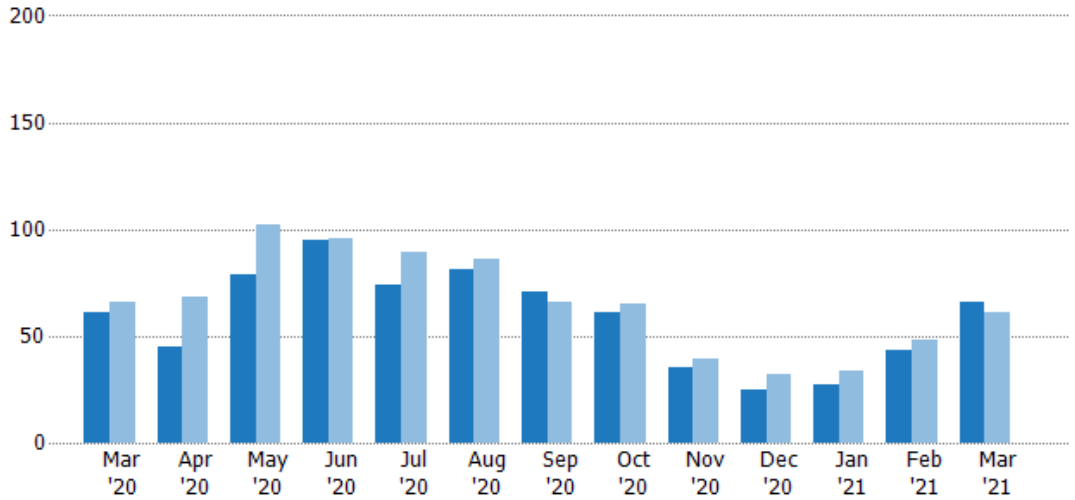
Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	66	61	+8.2%	136	143	-4.9%
New Listing Volume	\$20,034,876	\$15,726,040	+27.4%	\$37,706,815	\$36,568,329	+3.1%
Active Listing Count	75	254	-70.5%	N/A	N/A	
Active Listing Volume	\$24,967,415	\$62,676,771	-60.2%	N/A	N/A	
Average Listing Price	\$332,899	\$246,759	+34.9%	\$314,284	\$251,034	+25.2%
Median Listing Price	\$304,900	\$238,700	+27.7%	\$288,735	\$241,601	+19.5%
Median Days in RPR	35	162	-78.4%	106.25	163.32	-34.9%
Months of Inventory	2	10.6	-80.8%	2.6	10.1	-74.5%
Absorption Rate	49.33%	9.45%	+39.9%	38.82%	9.9%	+28.9%
Sales Activity Charts Metrics						
New Pending Sales Count	69	61	+13.1%	160	171	-6.4%
New Pending Sales Volume	\$19,349,634	\$15,080,229	+28.3%	\$42,112,263	\$40,516,952	+3.9%
Pending Sales Count	103	78	+32.1%	N/A	N/A	
Pending Sales Volume	\$27,709,768	\$20,020,410	+38.4%	N/A	N/A	
Closed Sales Count	39	40	-2.5%	108	99	+9.1%
Closed Sales Volume	\$10,226,900	\$9,503,506	+7.6%	\$28,404,679	\$22,516,876	+26.1%
Average Sales Price	\$262,228	\$237,588	+10.4%	\$263,006	\$227,443	+15.6%
Median Sales Price	\$265,500	\$211,950	+25.3%	\$244,431	\$210,175	+16.3%

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



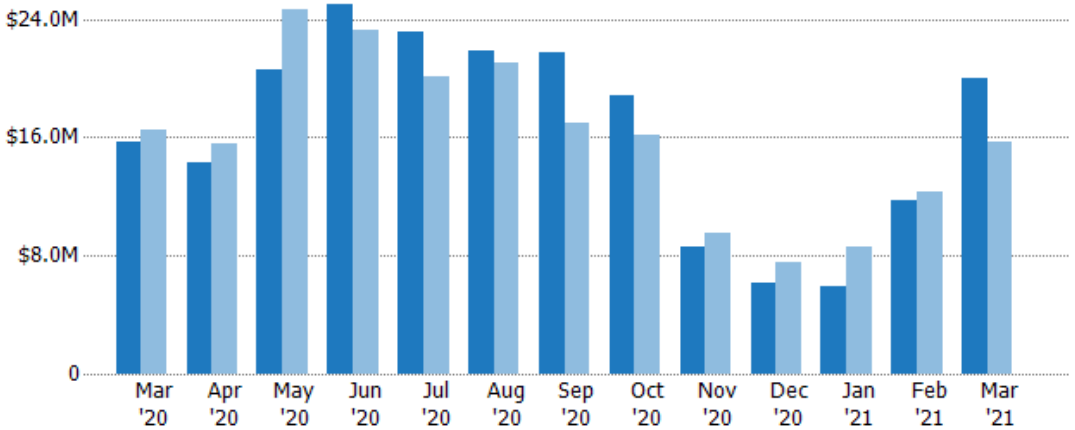
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	61	45	79	95	74	81	71	61	35	25	27	43	66
Prior Year	66	68	102	96	89	86	66	65	39	32	34	48	61
Percent Change from Prior Year	-8%	-34%	-23%	-1%	-17%	-6%	8%	-6%	-10%	-22%	-21%	-10%	8%

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



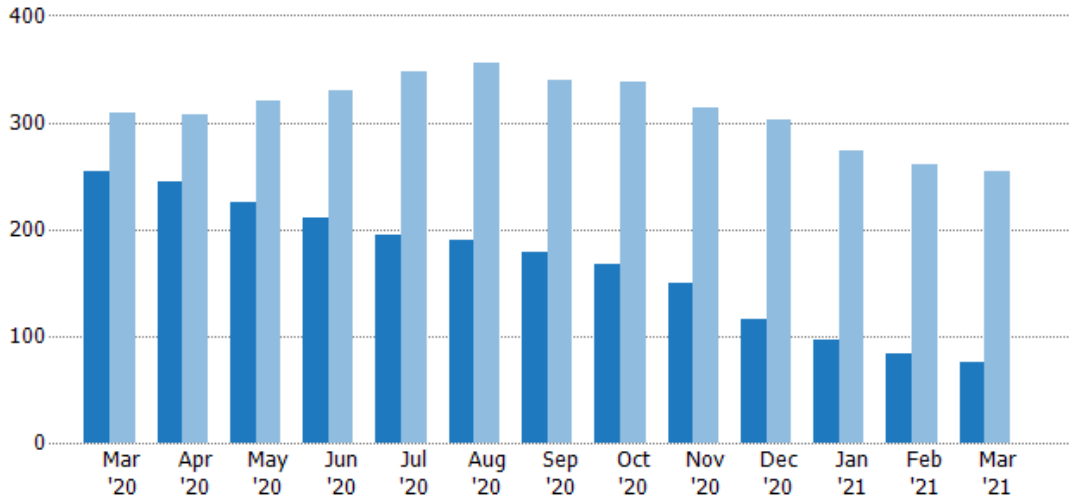
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$15.7M	\$14.3M	\$20.6M	\$25M	\$23.1M	\$21.8M	\$21.7M	\$18.8M	\$8.61M	\$6.14M	\$5.93M	\$11.7M	\$20M
Prior Year	\$16.5M	\$15.6M	\$24.7M	\$23.2M	\$20.1M	\$21.1M	\$16.9M	\$16.1M	\$9.56M	\$7.54M	\$8.58M	\$12.3M	\$15.7M
Percent Change from Prior Year	-4%	-9%	-17%	7%	15%	4%	28%	17%	-10%	-19%	-31%	-4%	27%

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



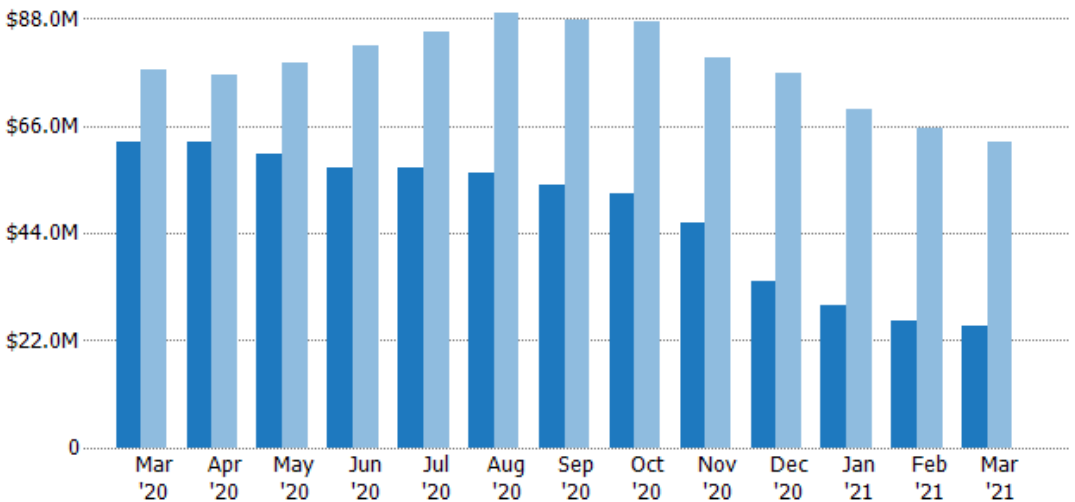
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	254	244	225	210	194	189	179	168	149	116	96	84	75
Prior Year	309	308	320	330	347	356	340	338	313	303	274	260	254
Percent Change from Prior Year	-18%	-21%	-30%	-36%	-44%	-47%	-47%	-50%	-52%	-62%	-65%	-68%	-70%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$62.7M	\$62.6M	\$60.2M	\$57.3M	\$57.3M	\$56.4M	\$53.8M	\$52.3M	\$46.2M	\$34.3M	\$29.2M	\$26M	\$25M
Prior Year	\$77.7M	\$76.6M	\$79.1M	\$82.4M	\$85.3M	\$89.4M	\$87.7M	\$87.4M	\$80.2M	\$76.8M	\$69.4M	\$65.7M	\$62.7M
Percent Change from Prior Year	-19%	-18%	-24%	-30%	-33%	-37%	-39%	-40%	-42%	-55%	-58%	-60%	-60%

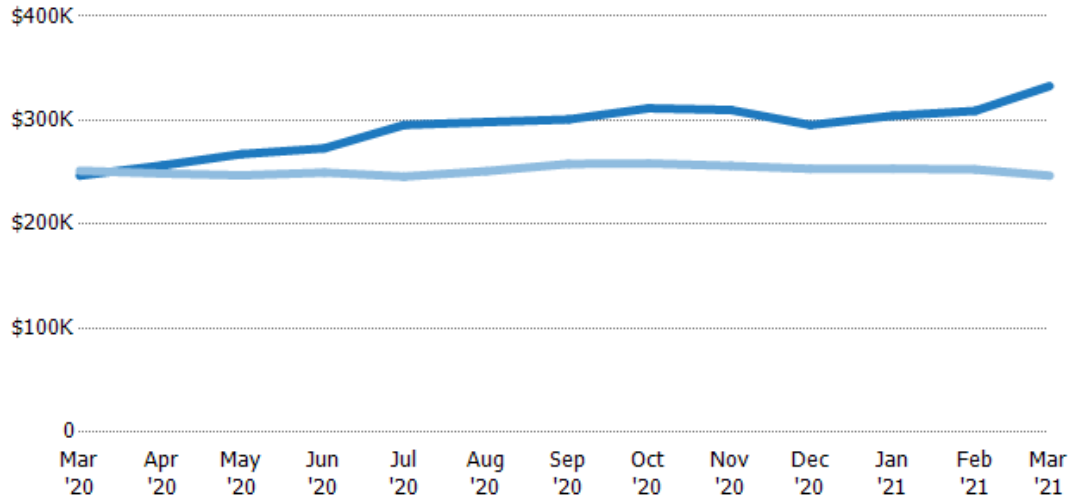
Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$333K	34.9%
Mar '20	\$247K	-1.9%
Mar '19	\$252K	-5.1%



Current Year	\$247K	\$257K	\$268K	\$273K	\$295K	\$298K	\$301K	\$312K	\$310K	\$295K	\$304K	\$309K	\$333K
Prior Year	\$252K	\$249K	\$247K	\$250K	\$246K	\$251K	\$258K	\$258K	\$256K	\$253K	\$253K	\$253K	\$247K
Percent Change from Prior Year	-2%	3%	8%	9%	20%	19%	17%	21%	21%	17%	20%	22%	35%

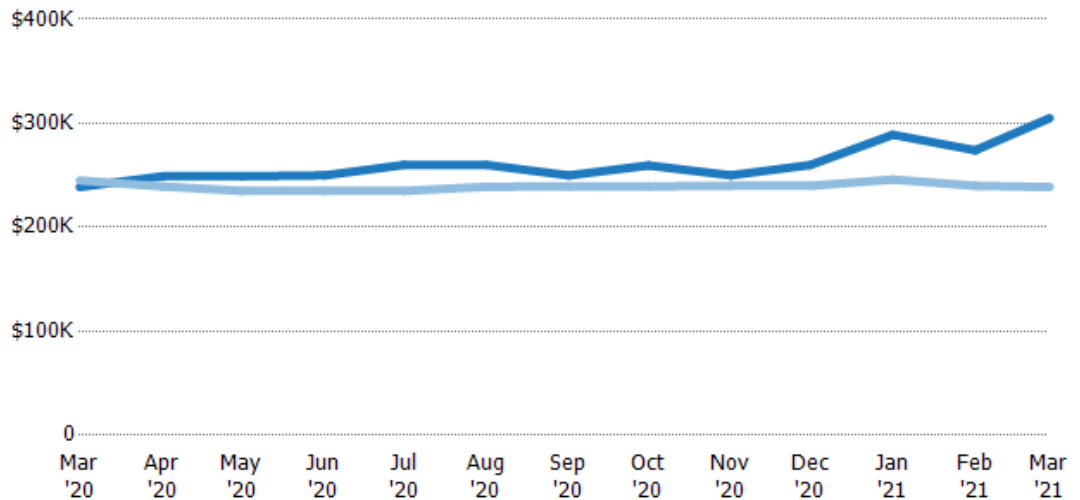
Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$305K	27.7%
Mar '20	\$239K	-2.6%
Mar '19	\$245K	-6.3%



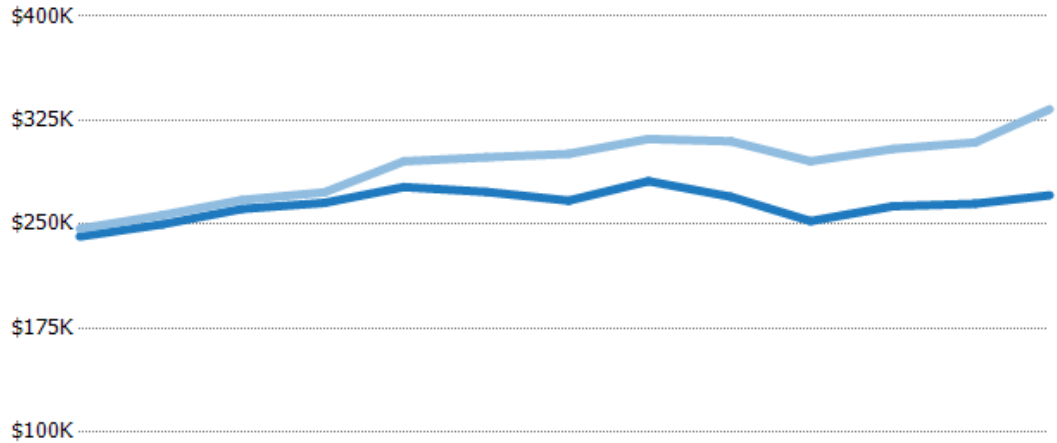
Current Year	\$239K	\$249K	\$249K	\$250K	\$260K	\$260K	\$250K	\$259K	\$250K	\$260K	\$289K	\$274K	\$305K
Prior Year	\$245K	\$239K	\$235K	\$235K	\$235K	\$239K	\$239K	\$239K	\$240K	\$240K	\$246K	\$240K	\$239K
Percent Change from Prior Year	-3%	4%	6%	6%	11%	9%	4%	8%	4%	8%	18%	14%	28%

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



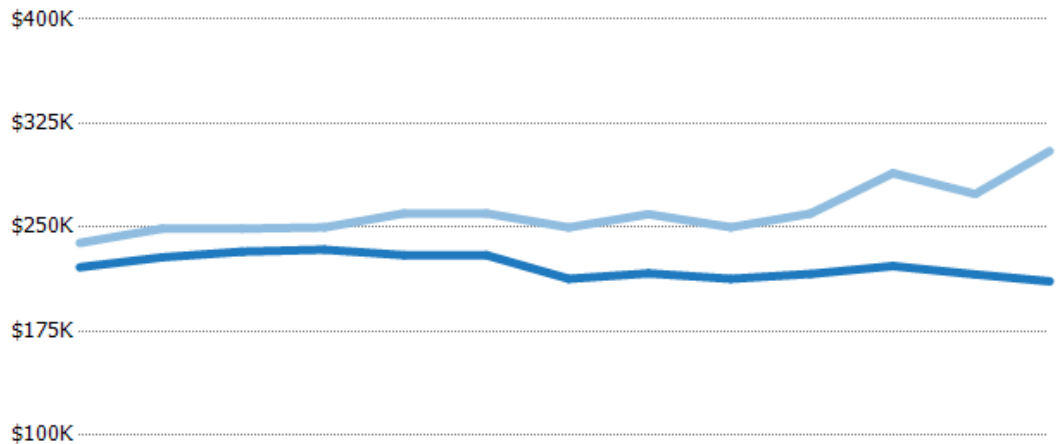
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$241K	\$250K	\$261K	\$265K	\$277K	\$273K	\$267K	\$281K	\$270K	\$252K	\$263K	\$265K	\$271K
Avg Listing Price	\$247K	\$257K	\$268K	\$273K	\$295K	\$298K	\$301K	\$312K	\$310K	\$295K	\$304K	\$309K	\$333K
Avg Listing Price as a % of Avg Est Value	102%	103%	102%	103%	107%	109%	113%	111%	115%	117%	116%	117%	123%

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



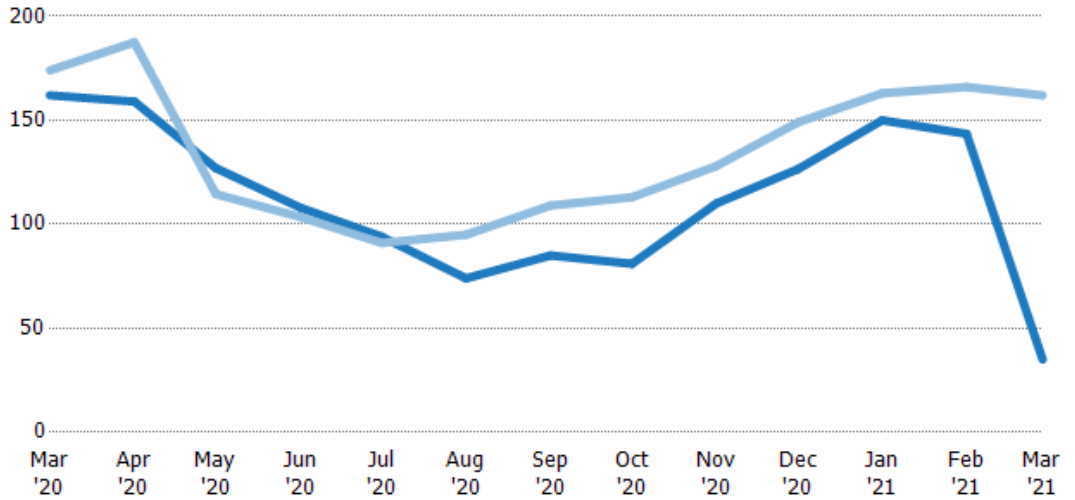
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$221K	\$228K	\$232K	\$234K	\$230K	\$230K	\$213K	\$217K	\$213K	\$216K	\$222K	\$216K	\$211K
Median Listing Price	\$239K	\$249K	\$249K	\$250K	\$260K	\$260K	\$250K	\$259K	\$250K	\$260K	\$289K	\$274K	\$305K
Med Listing Price as a % of Med Est Value	108%	109%	107%	107%	113%	113%	117%	120%	117%	120%	130%	127%	145%

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



Month/Year	Days	% Chg.
Mar '21	35	-78.4%
Mar '20	162	-6.9%
Mar '19	174	-2.3%

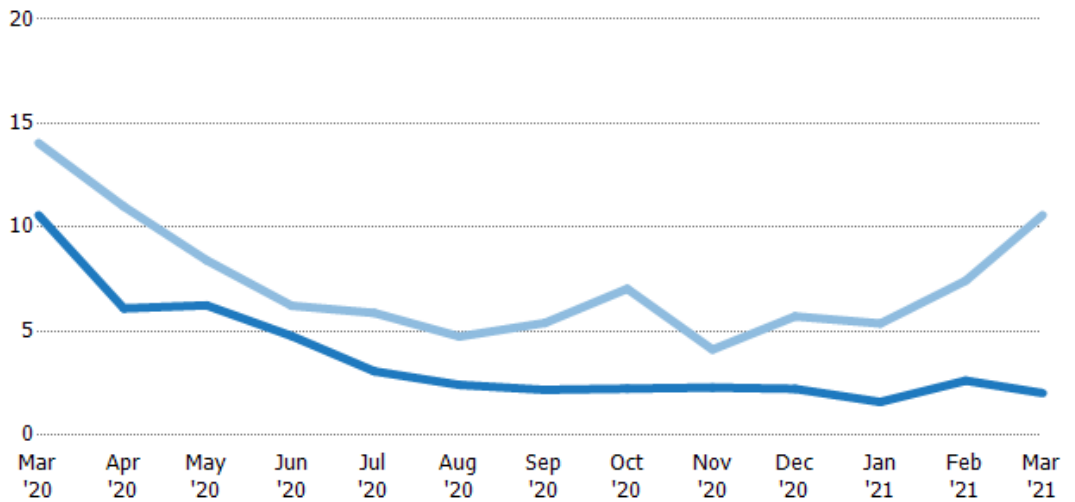
Current Year	162	159	127	108	94	74	85	81	110	127	150	144	35
Prior Year	174	188	115	104	91	95	109	113	128	149	163	166	162
Percent Change from Prior Year	-7%	-15%	11%	4%	3%	-22%	-22%	-28%	-14%	-15%	-8%	-14%	-78%

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



Month/Year	Months	% Chg.
Mar '21	2.03	-80.8%
Mar '20	10.6	-24.6%
Mar '19	14	-1.6%

Current Year	10.6	6.1	6.25	4.77	3.08	2.42	2.18	2.24	2.29	2.23	1.6	2.63	2.03
Prior Year	14	11	8.42	6.23	5.88	4.75	5.4	7.04	4.12	5.72	5.37	7.43	10.6
Percent Change from Prior Year	-25%	-45%	-26%	-23%	-48%	-49%	-60%	-68%	-44%	-61%	-70%	-65%	-81%

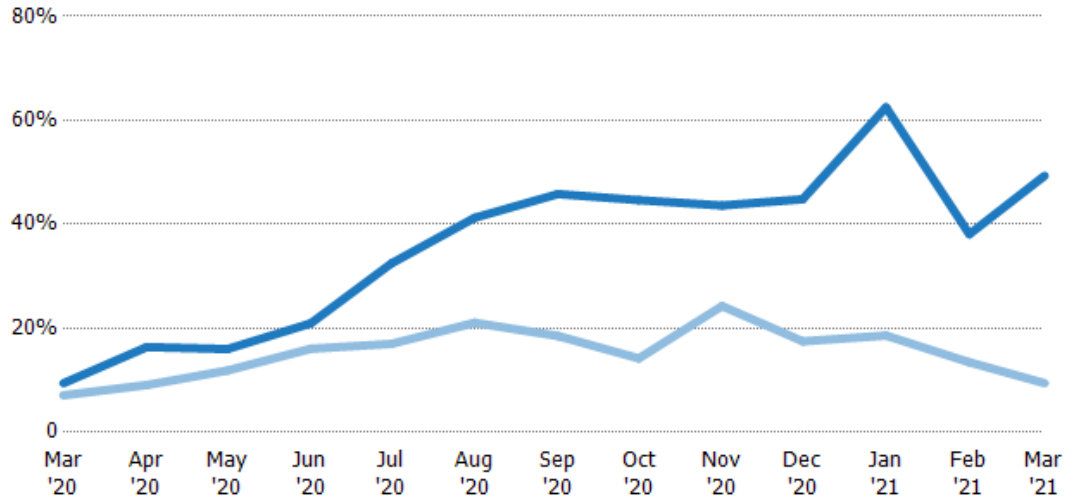
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Franklin County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Mar '21	49%	-39.9%
Mar '20	9%	-2.3%
Mar '19	7%	1.7%



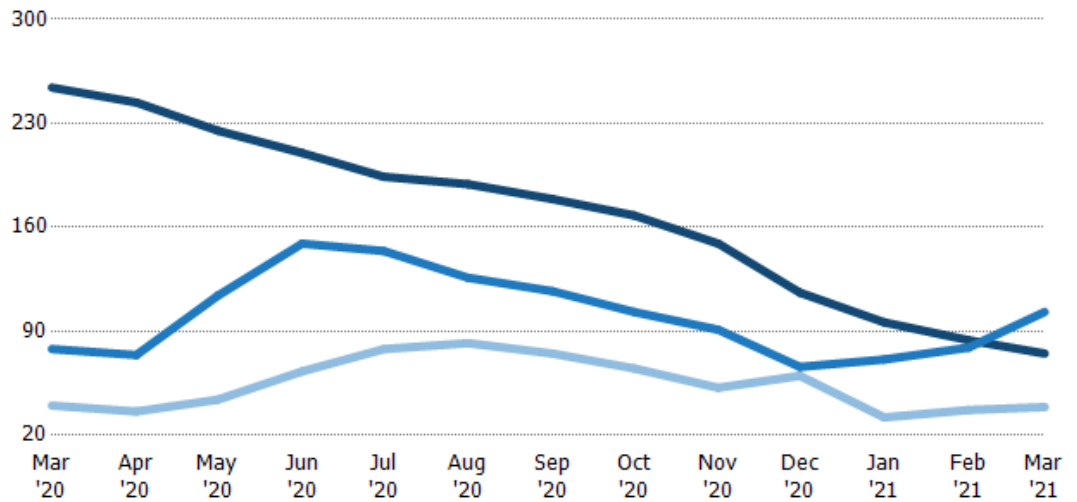
Current Year	9%	16%	16%	21%	32%	41%	46%	45%	44%	45%	63%	38%	49%
Prior Year	7%	9%	12%	16%	17%	21%	19%	14%	24%	17%	19%	13%	9%
Change from Prior Year	-2%	-7%	-4%	-5%	-15%	-20%	-27%	-30%	-19%	-27%	-44%	-25%	-40%

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



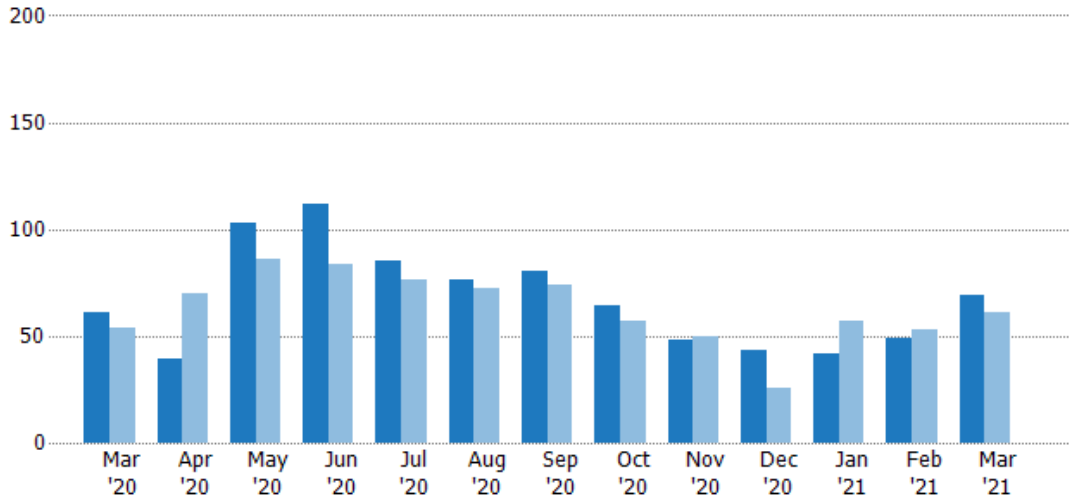
Active	254	244	225	210	194	189	179	168	149	116	96	84	75
Pending	78	74	114	149	144	126	117	103	91	66	71	79	103
Sold	40	36	44	63	78	82	75	65	52	60	32	37	39

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



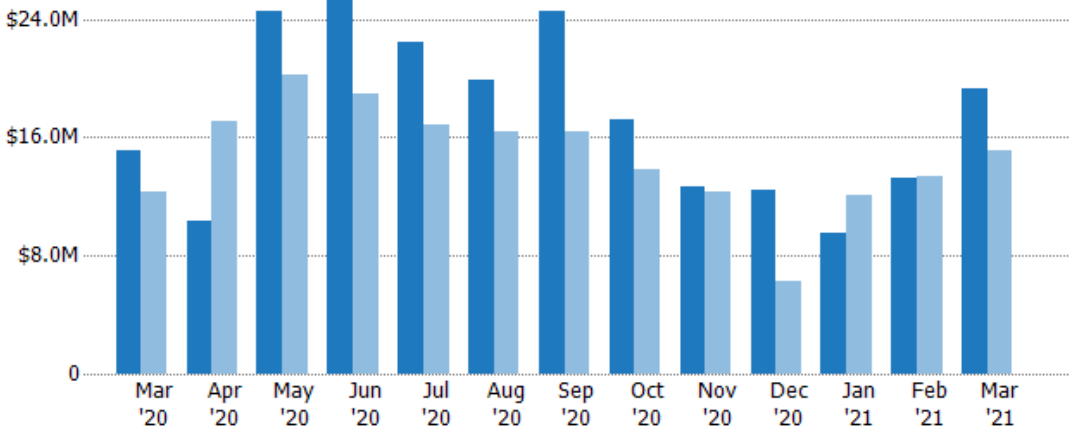
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	61	39	103	112	85	76	80	64	48	43	42	49	69
Prior Year	54	70	86	84	76	72	74	57	50	26	57	53	61
Percent Change from Prior Year	13%	-44%	20%	33%	12%	6%	8%	12%	-4%	65%	-26%	-8%	13%

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



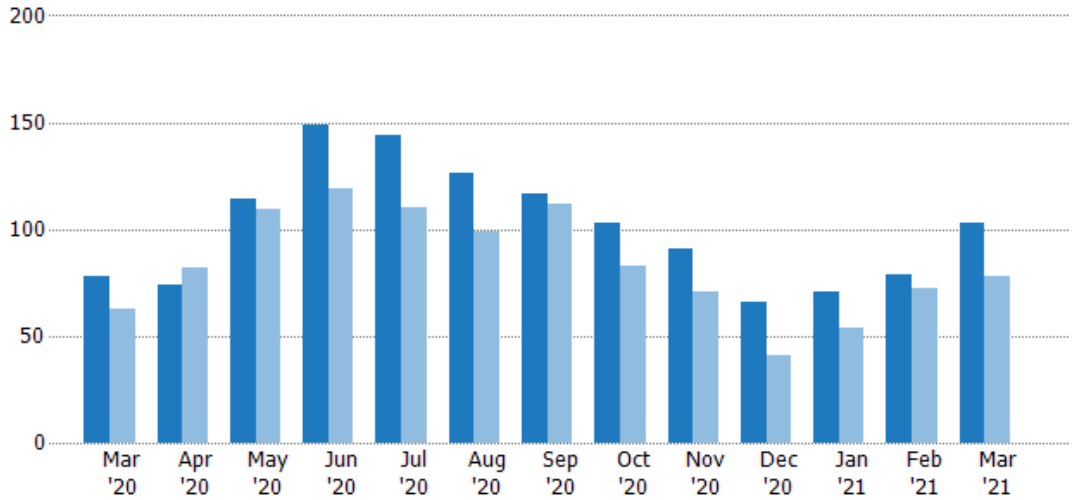
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$15.1M	\$10.4M	\$24.5M	\$27.2M	\$22.5M	\$19.9M	\$24.5M	\$17.2M	\$12.7M	\$12.5M	\$9.52M	\$13.2M	\$19.3M
Prior Year	\$12.3M	\$17M	\$20.3M	\$19M	\$16.9M	\$16.4M	\$16.4M	\$13.8M	\$12.3M	\$6.24M	\$12.1M	\$13.4M	\$15.1M
Percent Change from Prior Year	23%	-39%	21%	43%	33%	21%	50%	25%	3%	100%	-21%	-1%	28%

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



Month/Year	Count	% Chg.
Mar '21	103	32.1%
Mar '20	78	23.8%
Mar '19	63	28.6%

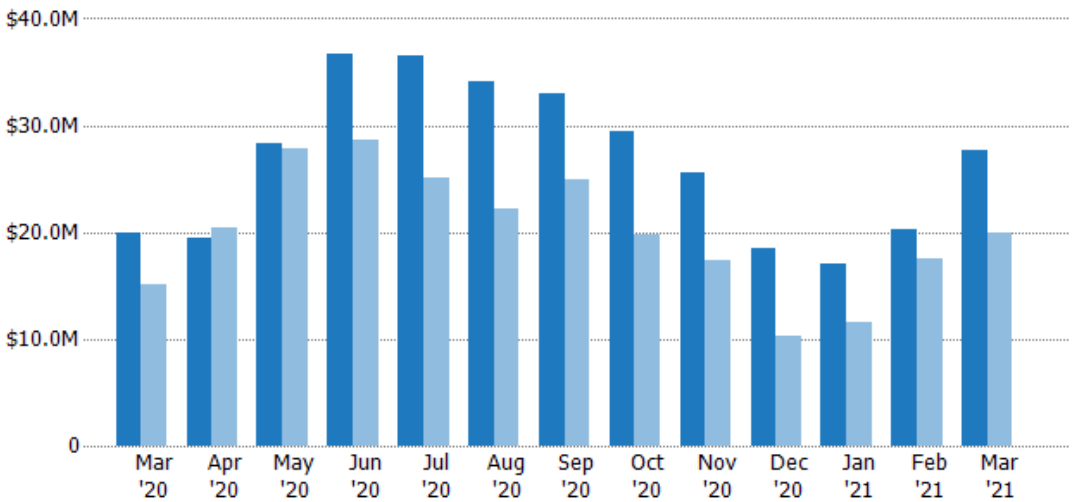
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	78	74	114	149	144	126	117	103	91	66	71	79	103
Prior Year	63	82	109	119	110	99	112	83	71	41	54	72	78
Percent Change from Prior Year	24%	-10%	5%	25%	31%	27%	4%	24%	28%	61%	31%	10%	32%

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



Month/Year	Volume	% Chg.
Mar '21	\$27.7M	38.4%
Mar '20	\$20M	32.9%
Mar '19	\$15.1M	19.4%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$20M	\$19.4M	\$28.3M	\$36.7M	\$36.5M	\$34.1M	\$33M	\$29.4M	\$25.5M	\$18.4M	\$17M	\$20.3M	\$27.7M
Prior Year	\$15.1M	\$20.4M	\$27.8M	\$28.6M	\$25.1M	\$22.2M	\$25M	\$19.8M	\$17.4M	\$10.3M	\$11.6M	\$17.6M	\$20M
Percent Change from Prior Year	33%	-5%	2%	28%	46%	53%	32%	48%	47%	78%	46%	15%	38%

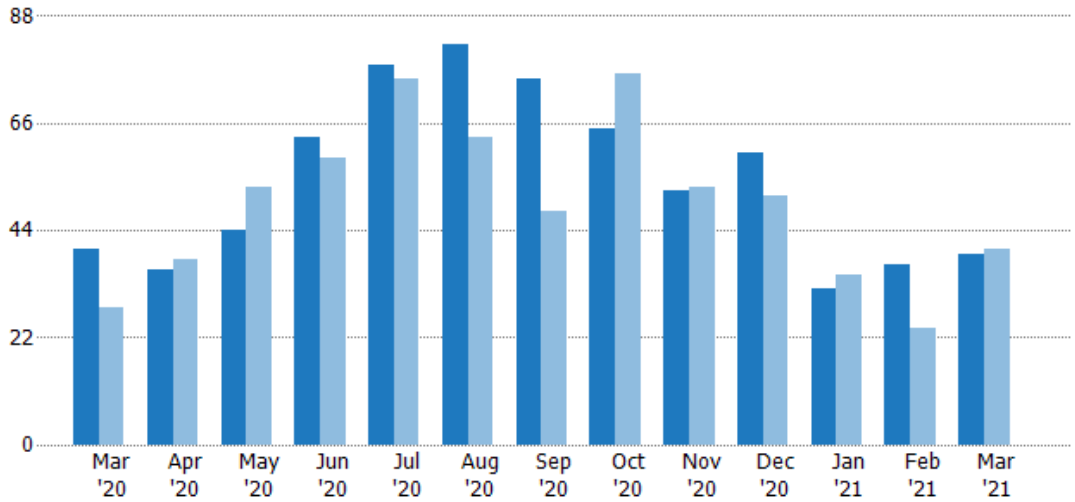
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Franklin County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Mar '21	39	-2.5%
Mar '20	40	42.9%
Mar '19	28	28.6%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	40	36	44	63	78	82	75	65	52	60	32	37	39
Prior Year	28	38	53	59	75	63	48	76	53	51	35	24	40
Percent Change from Prior Year	43%	-5%	-17%	7%	4%	30%	56%	-14%	-2%	18%	-9%	54%	-3%

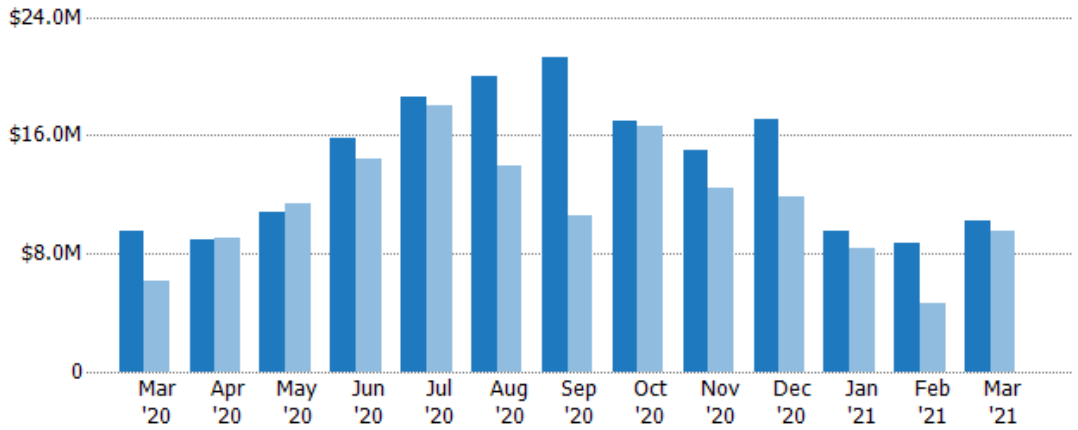
Closed Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$10.2M	7.6%
Mar '20	\$9.5M	54.9%
Mar '19	\$6.14M	12.8%



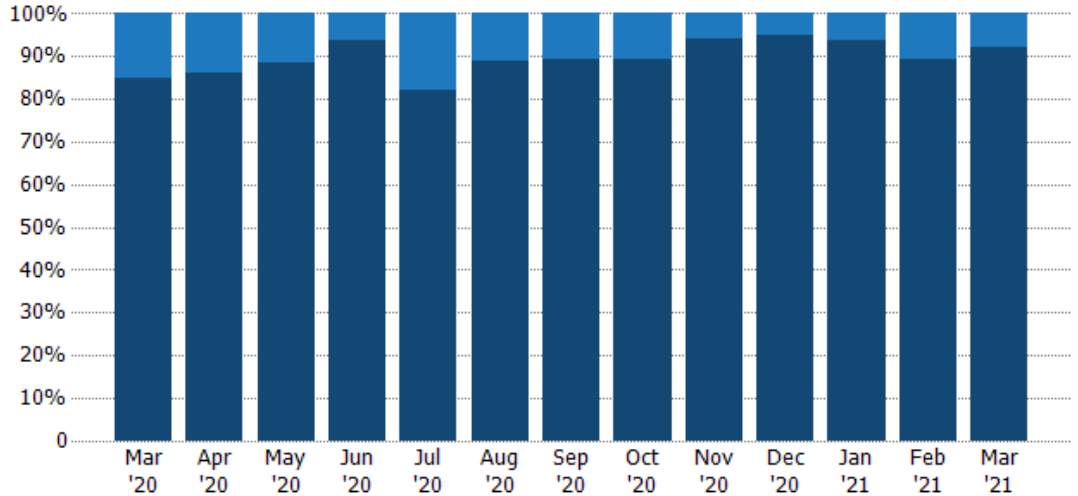
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$9.5M	\$8.95M	\$10.7M	\$15.8M	\$18.6M	\$20M	\$21.3M	\$16.9M	\$15M	\$17.1M	\$9.47M	\$8.71M	\$10.2M
Prior Year	\$6.14M	\$9.11M	\$11.4M	\$14.4M	\$18M	\$13.9M	\$10.6M	\$16.7M	\$12.4M	\$11.8M	\$8.32M	\$4.69M	\$9.5M
Percent Change from Prior Year	55%	-2%	-6%	10%	3%	44%	101%	2%	21%	44%	14%	86%	8%

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



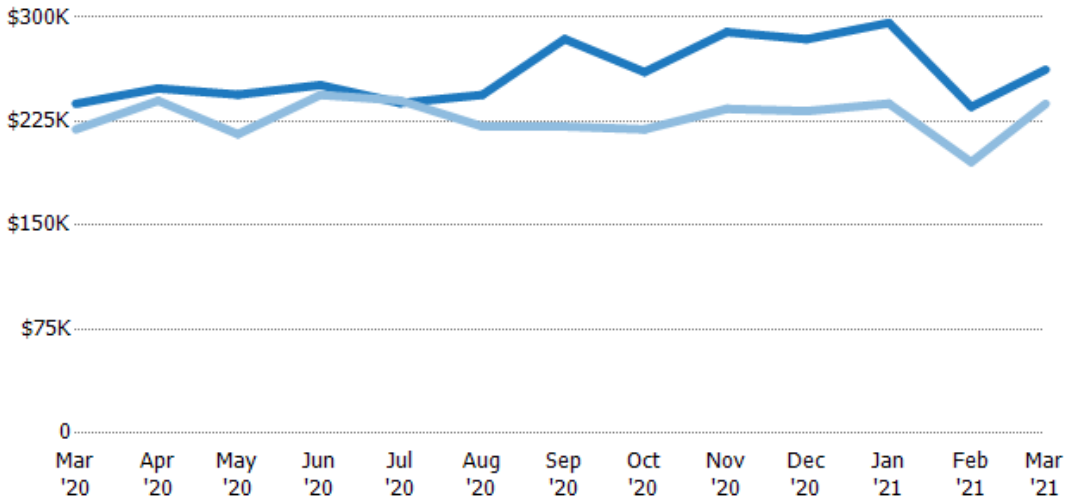
Condo/Townhouse	15%	14%	11%	6%	18%	11%	11%	11%	6%	5%	6%	11%	8%
Single Family Residence	85%	86%	89%	94%	82%	89%	89%	89%	94%	95%	94%	89%	92%

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



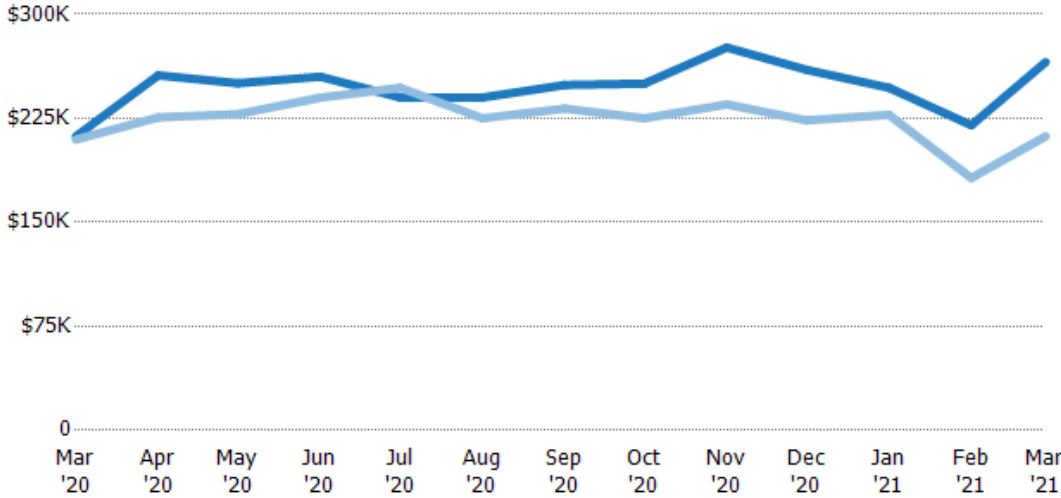
Current Year	\$238K	\$249K	\$244K	\$251K	\$238K	\$244K	\$284K	\$260K	\$289K	\$284K	\$296K	\$235K	\$262K
Prior Year	\$219K	\$240K	\$216K	\$244K	\$240K	\$221K	\$221K	\$219K	\$234K	\$232K	\$238K	\$196K	\$238K
Percent Change from Prior Year	8%	4%	13%	3%	-1%	10%	29%	19%	24%	22%	24%	20%	10%

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



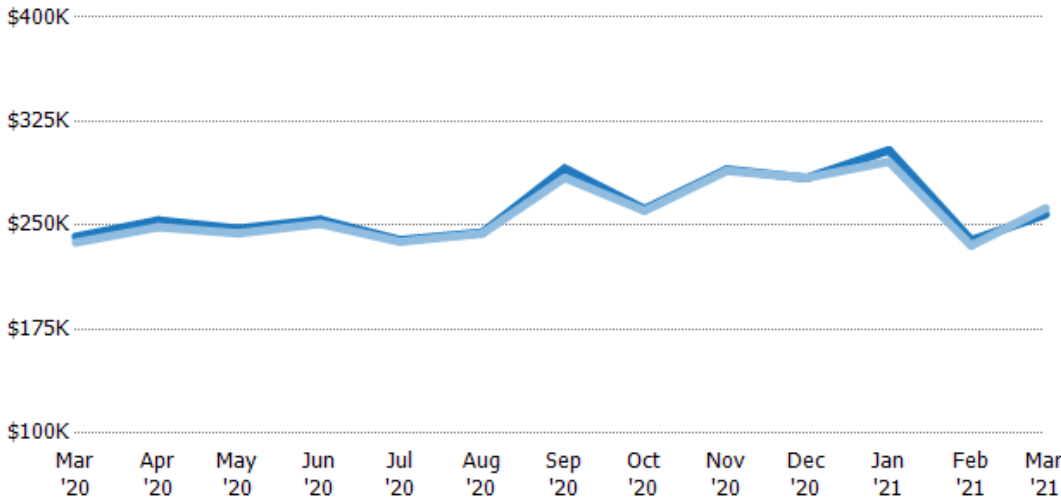
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$212K	\$256K	\$250K	\$255K	\$240K	\$240K	\$249K	\$250K	\$276K	\$260K	\$247K	\$220K	\$266K
Prior Year	\$210K	\$226K	\$228K	\$240K	\$247K	\$225K	\$232K	\$225K	\$235K	\$224K	\$228K	\$182K	\$212K
Percent Change from Prior Year	1%	13%	10%	6%	-3%	7%	7%	11%	17%	16%	9%	21%	25%

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



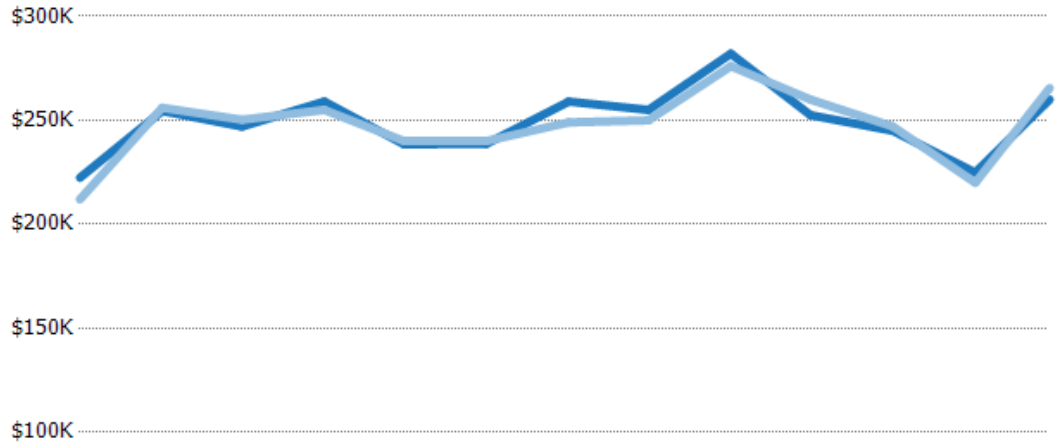
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg List Price	\$242K	\$253K	\$248K	\$254K	\$239K	\$245K	\$291K	\$262K	\$290K	\$284K	\$304K	\$239K	\$258K
Avg Sales Price	\$238K	\$249K	\$244K	\$251K	\$238K	\$244K	\$284K	\$260K	\$289K	\$284K	\$296K	\$235K	\$262K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	99%	100%	100%	98%	100%	100%	100%	97%	98%	102%

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



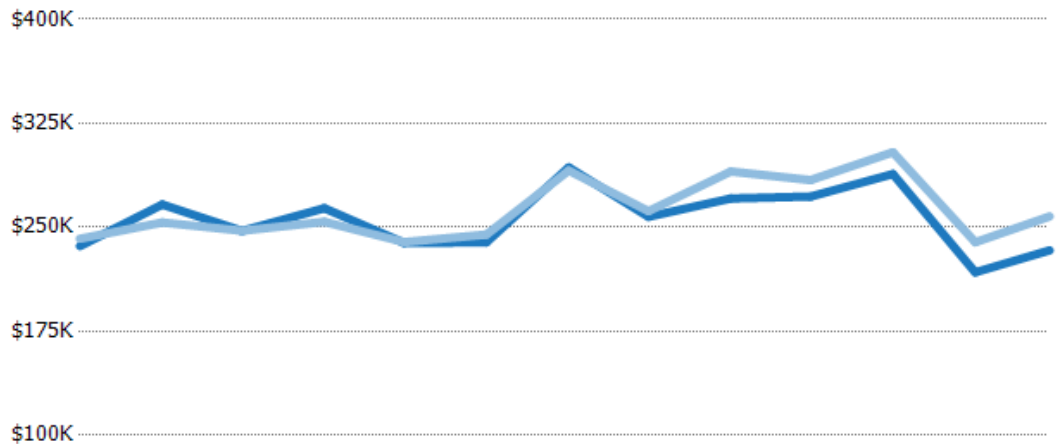
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$222K	\$255K	\$247K	\$259K	\$238K	\$239K	\$259K	\$255K	\$282K	\$252K	\$245K	\$225K	\$260K
Median Sales Price	\$212K	\$256K	\$250K	\$255K	\$240K	\$240K	\$249K	\$250K	\$276K	\$260K	\$247K	\$220K	\$266K
Med Sales Price as a % of Med List Price	95%	101%	101%	98%	101%	101%	96%	98%	98%	103%	101%	98%	102%

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



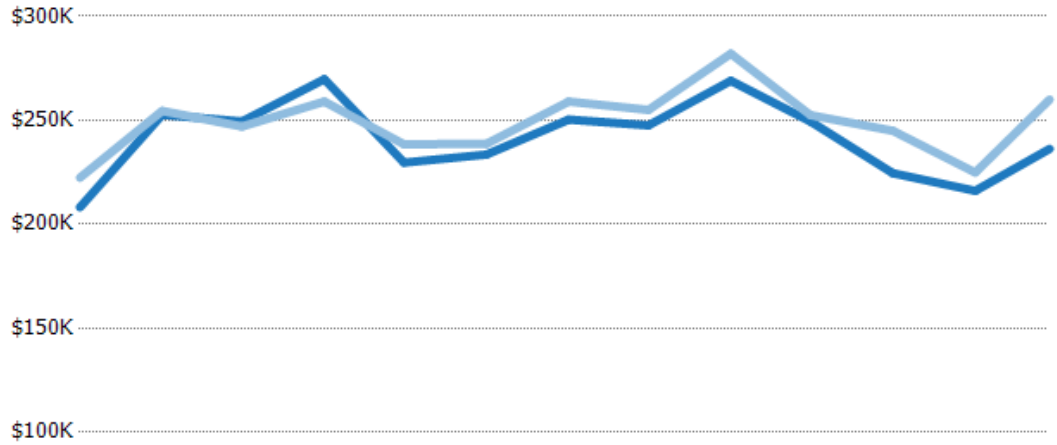
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$236K	\$266K	\$247K	\$264K	\$239K	\$239K	\$293K	\$258K	\$271K	\$272K	\$288K	\$218K	\$233K
Avg Sales Price	\$242K	\$253K	\$248K	\$254K	\$239K	\$245K	\$291K	\$262K	\$290K	\$284K	\$304K	\$239K	\$258K
Avg Sales Price as a % of Avg Est Value	102%	95%	100%	96%	100%	102%	99%	102%	107%	104%	105%	110%	110%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$208K	\$253K	\$249K	\$270K	\$230K	\$234K	\$250K	\$248K	\$269K	\$249K	\$225K	\$216K	\$236K
Median Sales Price	\$222K	\$255K	\$247K	\$259K	\$238K	\$239K	\$259K	\$255K	\$282K	\$252K	\$245K	\$225K	\$260K
Med Sales Price as a % of Med Est Value	107%	101%	99%	96%	104%	102%	103%	103%	105%	101%	109%	104%	110%