

Summary of Key Listing and Sales Metrics

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

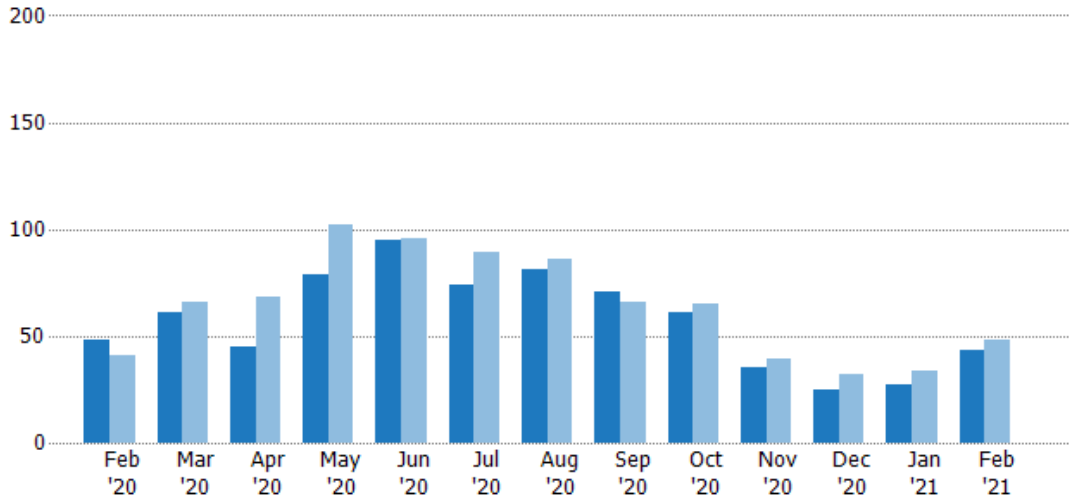
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	43	48	-10.4%	70	82	-14.6%
New Listing Volume	\$11,741,639	\$12,267,205	-4.3%	\$17,671,939	\$20,842,289	-15.2%
Active Listing Count	84	260	-67.7%	N/A	N/A	
Active Listing Volume	\$25,958,773	\$65,698,889	-60.5%	N/A	N/A	
Average Listing Price	\$309,033	\$252,688	+22.3%	\$306,528	\$253,068	+21.1%
Median Listing Price	\$274,000	\$239,900	+14.2%	\$282,000	\$242,981	+16.1%
Median Days in RPR	143.5	166	-13.6%	146.51	164.22	-10.8%
Months of Inventory	2.6	7.4	-64.7%	3.1	10.7	-71.4%
Absorption Rate	38.1%	13.46%	+24.6%	32.78%	9.36%	+23.4%
Sales Activity Charts Metrics						
New Pending Sales Count	49	53	-7.5%	91	110	-17.3%
New Pending Sales Volume	\$13,243,139	\$13,383,448	-1%	\$22,762,629	\$25,436,723	-10.5%
Pending Sales Count	79	72	+9.7%	N/A	N/A	
Pending Sales Volume	\$20,316,929	\$17,593,939	+15.5%	N/A	N/A	
Closed Sales Count	37	24	+54.2%	69	59	+16.9%
Closed Sales Volume	\$8,709,204	\$4,692,600	+85.6%	\$18,177,779	\$13,013,370	+39.7%
Average Sales Price	\$235,384	\$195,525	+20.4%	\$263,446	\$220,566	+19.4%
Median Sales Price	\$220,000	\$181,950	+20.9%	\$232,522	\$208,971	+11.3%

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



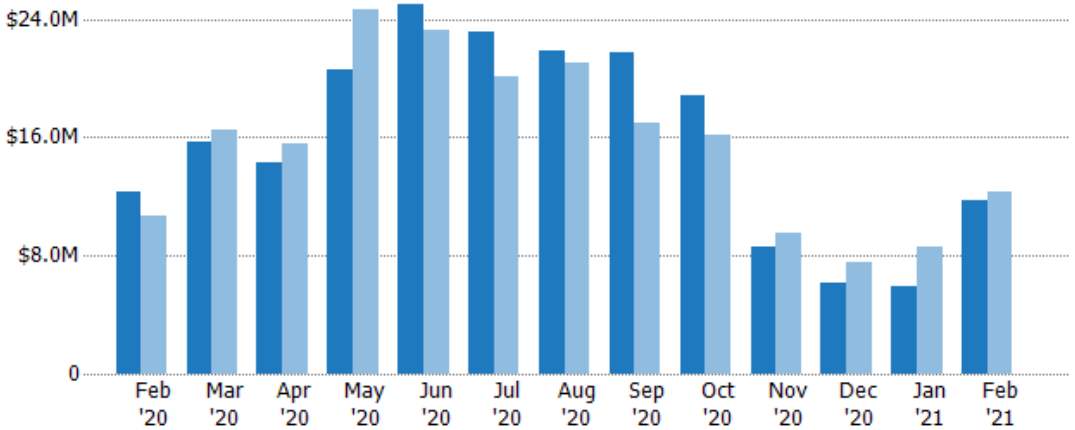
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	48	61	45	79	95	74	81	71	61	35	25	27	43
Prior Year	41	66	68	102	96	89	86	66	65	39	32	34	48
Percent Change from Prior Year	17%	-8%	-34%	-23%	-1%	-17%	-6%	8%	-6%	-10%	-22%	-21%	-10%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$12.3M	\$15.7M	\$14.3M	\$20.6M	\$25M	\$23.1M	\$21.8M	\$21.7M	\$18.8M	\$8.61M	\$6.14M	\$5.93M	\$11.7M
Prior Year	\$10.7M	\$16.5M	\$15.6M	\$24.7M	\$23.2M	\$20.1M	\$21.1M	\$16.9M	\$16.1M	\$9.56M	\$7.54M	\$8.58M	\$12.3M
Percent Change from Prior Year	15%	-4%	-9%	-17%	7%	15%	4%	28%	17%	-10%	-19%	-31%	-4%

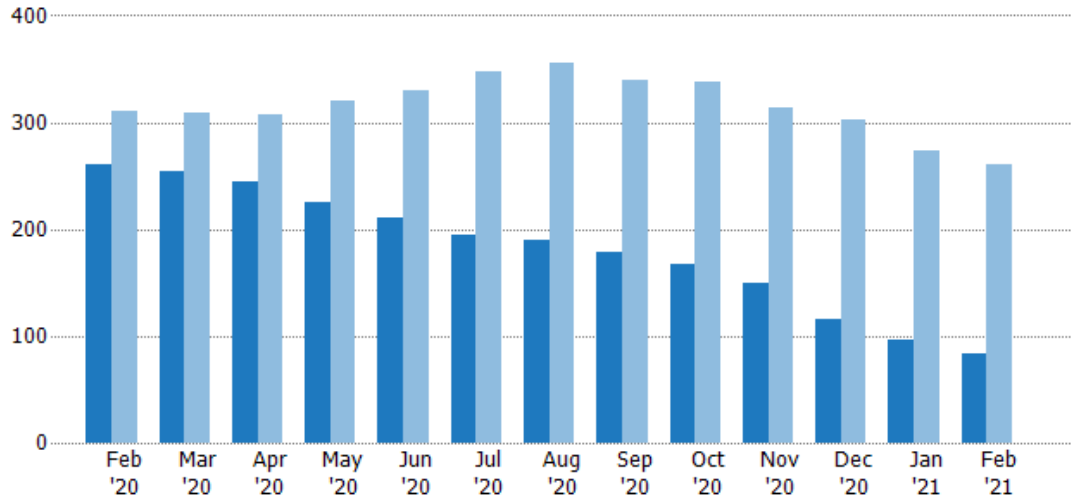
Active Listings

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

Month/Year	Count	% Chg.
Feb '21	84	-67.7%
Feb '20	260	-16.1%
Feb '19	310	-3.5%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	260	254	244	225	210	194	189	179	168	149	116	96	84
Prior Year	310	309	308	320	330	347	356	340	338	313	303	274	260
Percent Change from Prior Year	-16%	-18%	-21%	-30%	-36%	-44%	-47%	-47%	-50%	-52%	-62%	-65%	-68%

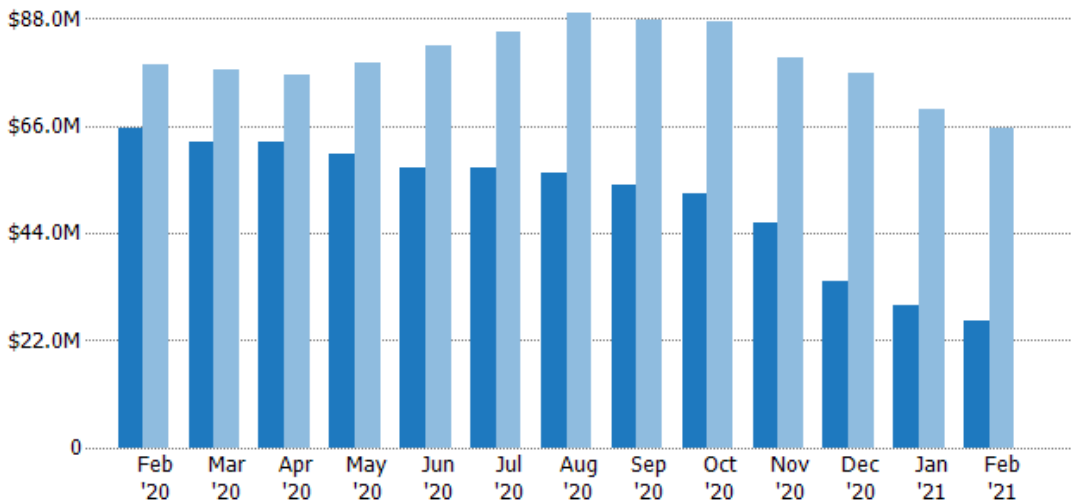
Active Listing Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$26M	-60.5%
Feb '20	\$65.7M	-16.4%
Feb '19	\$78.6M	-11.2%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$65.7M	\$62.7M	\$62.6M	\$60.2M	\$57.3M	\$57.3M	\$56.4M	\$53.8M	\$52.3M	\$46.2M	\$34.3M	\$29.2M	\$26M
Prior Year	\$78.6M	\$77.7M	\$76.6M	\$79.1M	\$82.4M	\$85.3M	\$89.4M	\$87.7M	\$87.4M	\$80.2M	\$76.8M	\$69.4M	\$65.7M
Percent Change from Prior Year	-16%	-19%	-18%	-24%	-30%	-33%	-37%	-39%	-40%	-42%	-55%	-58%	-60%

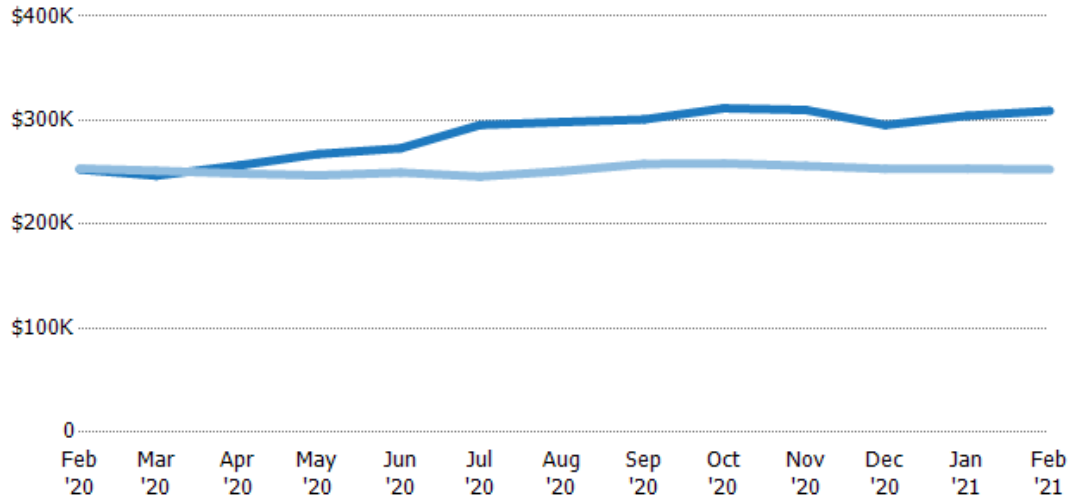
Average Listing Price

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.
Feb '21	\$309K	22.3%
Feb '20	\$253K	-0.4%
Feb '19	\$254K	-7.9%



Current Year	\$253K	\$247K	\$257K	\$268K	\$273K	\$295K	\$298K	\$301K	\$312K	\$310K	\$295K	\$304K	\$309K
Prior Year	\$254K	\$252K	\$249K	\$247K	\$250K	\$246K	\$251K	\$258K	\$258K	\$256K	\$253K	\$253K	\$253K
Percent Change from Prior Year	0%	-2%	3%	8%	9%	20%	19%	17%	21%	21%	17%	20%	22%

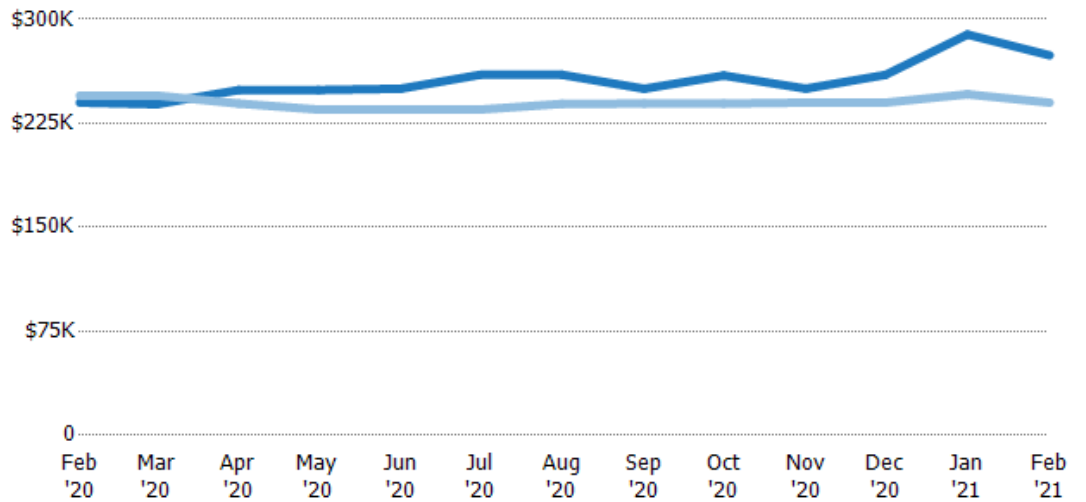
Median Listing Price

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.
Feb '21	\$274K	14.2%
Feb '20	\$240K	-2.1%
Feb '19	\$245K	-10.2%



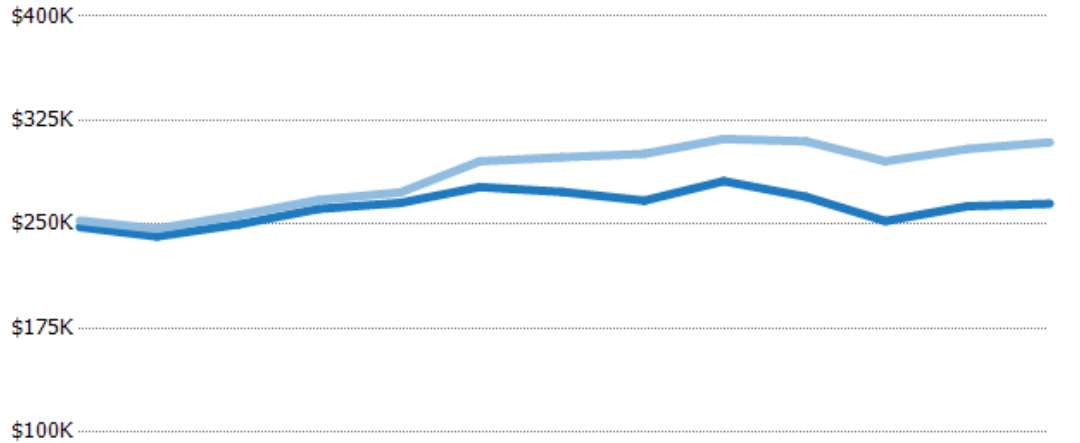
Current Year	\$240K	\$239K	\$249K	\$249K	\$250K	\$260K	\$260K	\$250K	\$259K	\$250K	\$260K	\$289K	\$274K
Prior Year	\$245K	\$245K	\$239K	\$235K	\$235K	\$235K	\$239K	\$239K	\$239K	\$240K	\$240K	\$246K	\$240K
Percent Change from Prior Year	-2%	-3%	4%	6%	6%	11%	9%	4%	8%	4%	8%	18%	14%

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



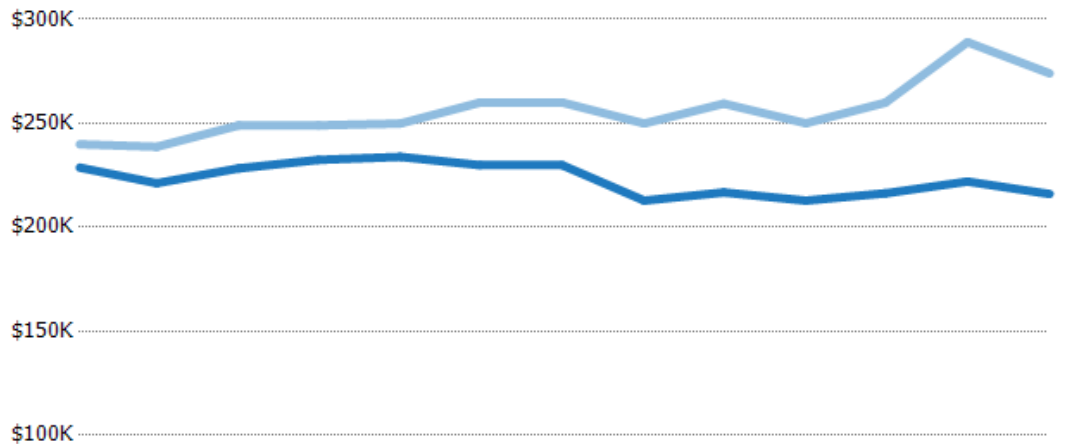
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$248K	\$241K	\$250K	\$261K	\$265K	\$277K	\$273K	\$267K	\$281K	\$270K	\$252K	\$263K	\$265K
Avg Listing Price	\$253K	\$247K	\$257K	\$268K	\$273K	\$295K	\$298K	\$301K	\$312K	\$310K	\$295K	\$304K	\$309K
Avg Listing Price as a % of Avg Est Value	102%	102%	103%	102%	103%	107%	109%	113%	111%	115%	117%	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



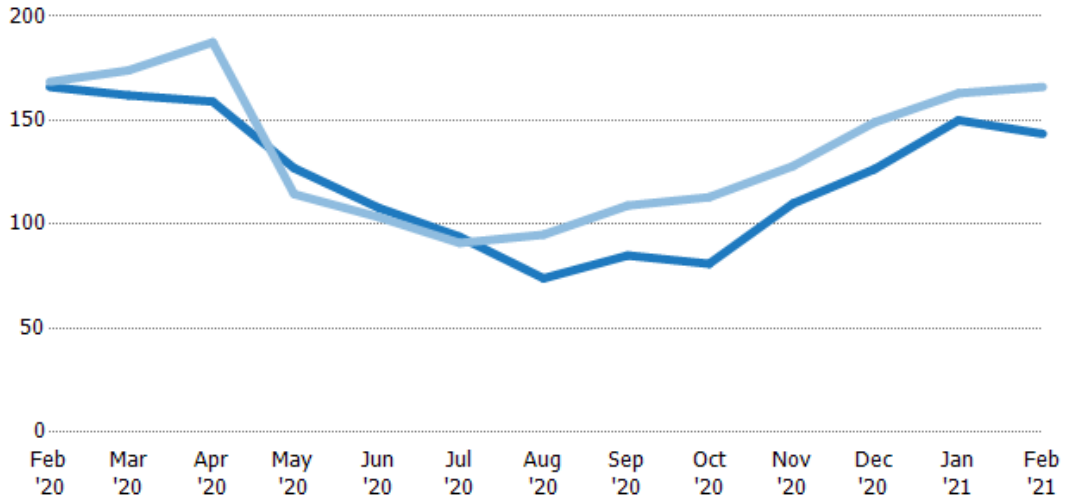
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$229K	\$221K	\$228K	\$232K	\$234K	\$230K	\$230K	\$213K	\$217K	\$213K	\$216K	\$222K	\$216K
Median Listing Price	\$240K	\$239K	\$249K	\$249K	\$250K	\$260K	\$260K	\$250K	\$259K	\$250K	\$260K	\$289K	\$274K
Med Listing Price as a % of Med Est Value	105%	108%	109%	107%	107%	113%	113%	117%	120%	117%	120%	130%	127%

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.
Feb '21	144	-13.6%
Feb '20	166	-1.5%
Feb '19	169	-6.2%

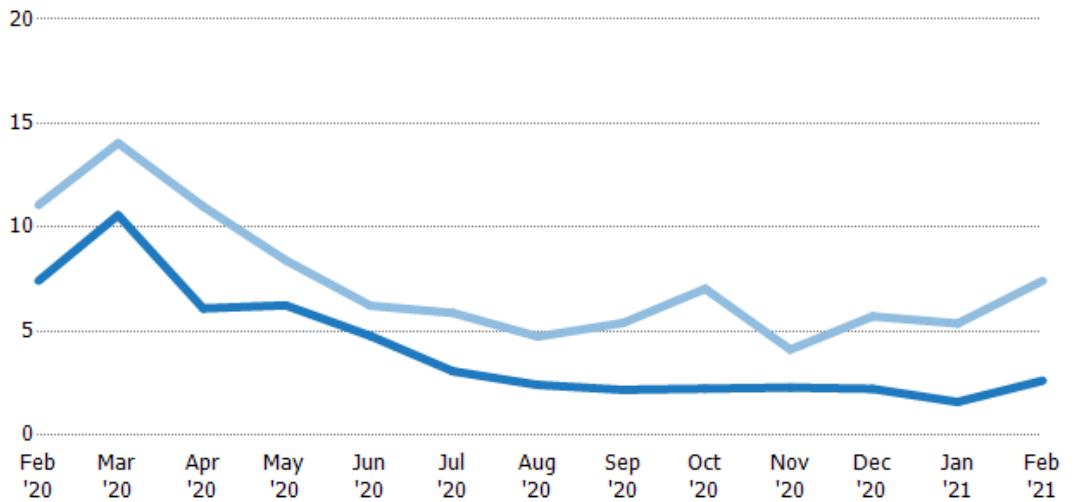
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	166	162	159	127	108	94	74	85	81	110	127	150	144
Prior Year	169	174	188	115	104	91	95	109	113	128	149	163	166
Percent Change from Prior Year	-1%	-7%	-15%	11%	4%	3%	-22%	-22%	-28%	-14%	-15%	-8%	-14%

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.
Feb '21	2.63	-64.7%
Feb '20	7.43	-32.9%
Feb '19	11.1	-18.2%

	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	7.43	10.6	6.1	6.25	4.77	3.08	2.42	2.18	2.24	2.29	2.23	1.6	2.63
Prior Year	11.1	14	11	8.42	6.23	5.88	4.75	5.4	7.04	4.12	5.72	5.37	7.43
Percent Change from Prior Year	-33%	-25%	-45%	-26%	-23%	-48%	-49%	-60%	-68%	-44%	-61%	-70%	-65%

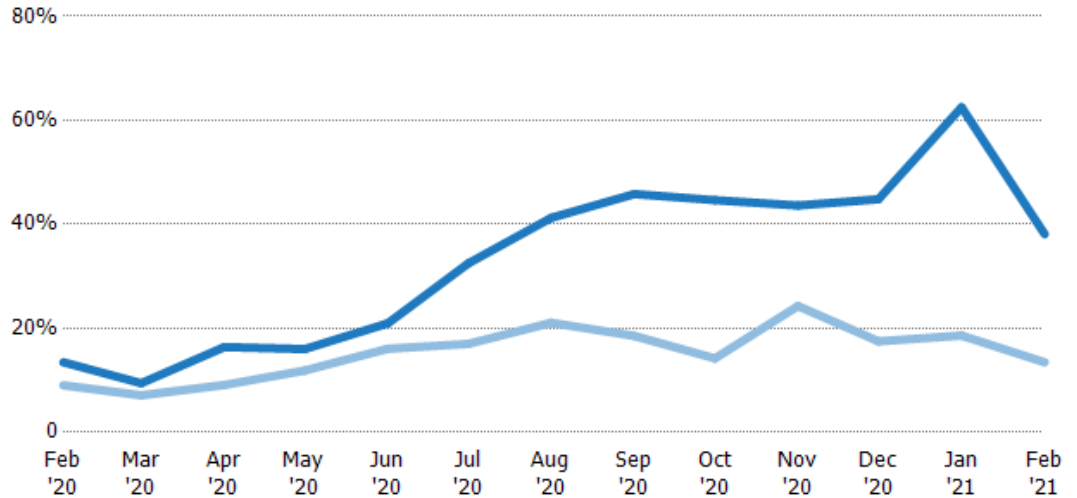
Absorption Rate

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.
Feb '21	38%	-24.6%
Feb '20	13%	-4.4%
Feb '19	9%	22.1%



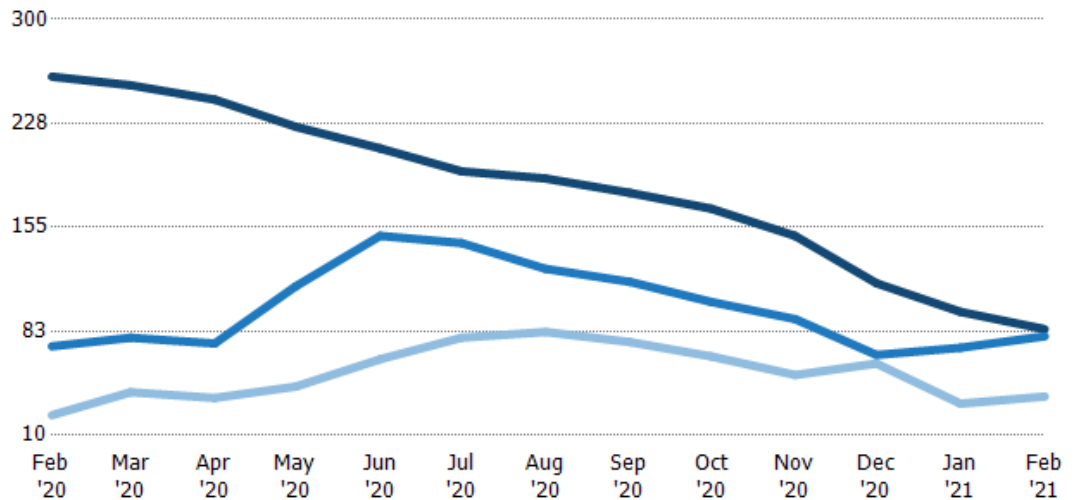
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	13%	9%	16%	16%	21%	32%	41%	46%	45%	44%	45%	63%	38%
Prior Year	9%	7%	9%	12%	16%	17%	21%	19%	14%	24%	17%	19%	13%
Change from Prior Year	-4%	-2%	-7%	-4%	-5%	-15%	-20%	-27%	-30%	-19%	-27%	-44%	-25%

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



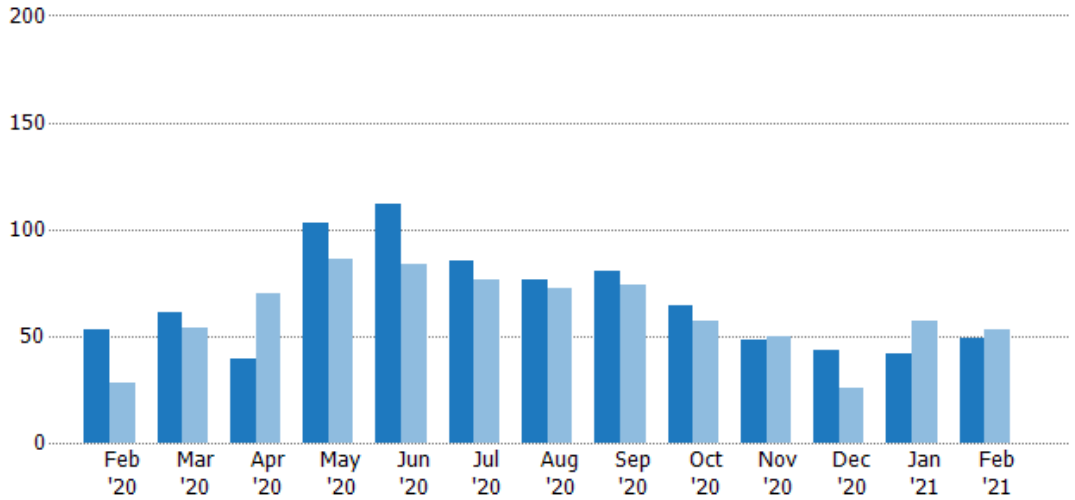
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	260	254	244	225	210	194	189	179	168	149	116	96	84
Pending	72	78	74	114	149	144	126	117	103	91	66	71	79
Sold	24	40	36	44	63	78	82	75	65	52	60	32	37

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



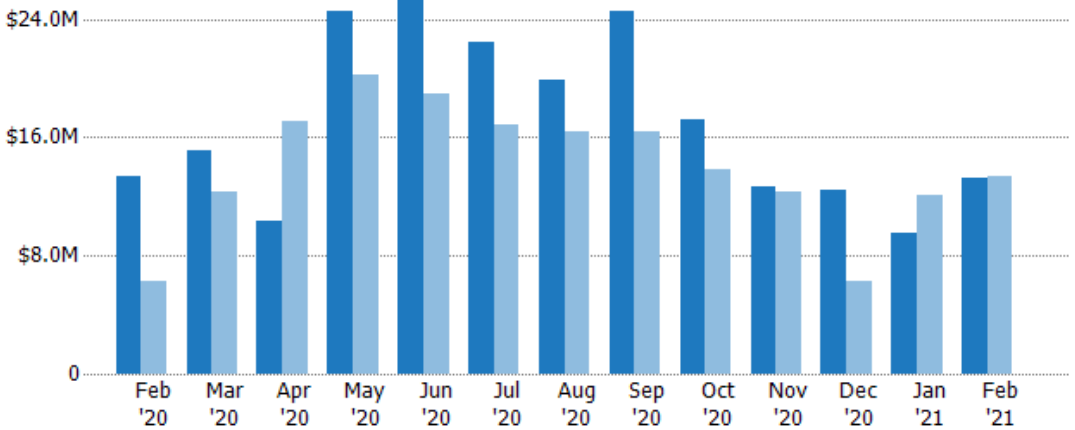
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	53	61	39	103	112	85	76	80	64	48	43	42	49
Prior Year	28	54	70	86	84	76	72	74	57	50	26	57	53
Percent Change from Prior Year	89%	13%	-44%	20%	33%	12%	6%	8%	12%	-4%	65%	-26%	-8%

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



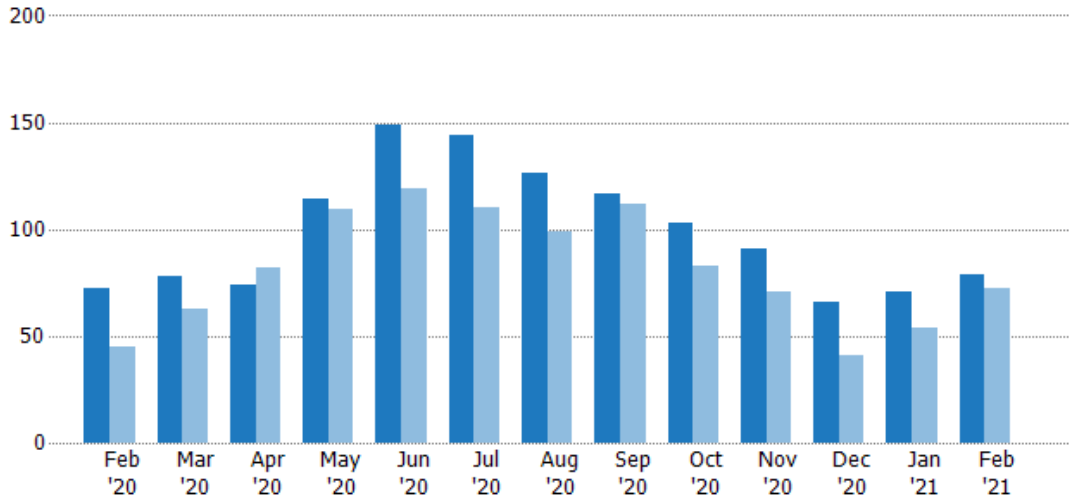
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$13.4M	\$15.1M	\$10.4M	\$24.5M	\$27.2M	\$22.5M	\$19.9M	\$24.5M	\$17.2M	\$12.7M	\$12.5M	\$9.52M	\$13.2M
Prior Year	\$6.25M	\$12.3M	\$17M	\$20.3M	\$19M	\$16.9M	\$16.4M	\$16.4M	\$13.8M	\$12.3M	\$6.24M	\$12.1M	\$13.4M
Percent Change from Prior Year	114%	23%	-39%	21%	43%	33%	21%	50%	25%	3%	100%	-21%	-1%

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.
Feb '21	79	9.7%
Feb '20	72	60%
Feb '19	45	33.3%

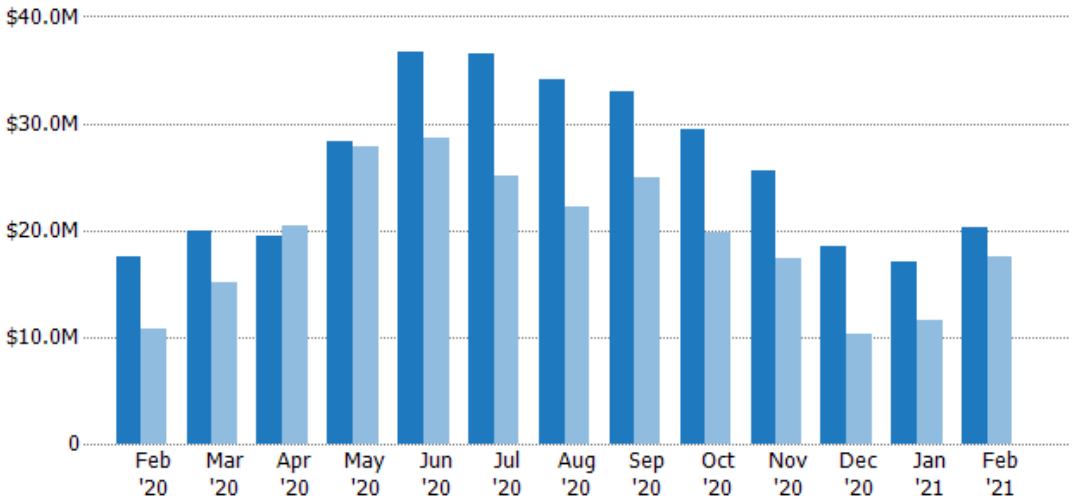
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	72	78	74	114	149	144	126	117	103	91	66	71	79
Prior Year	45	63	82	109	119	110	99	112	83	71	41	54	72
Percent Change from Prior Year	60%	24%	-10%	5%	25%	31%	27%	4%	24%	28%	61%	31%	10%

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.
Feb '21	\$20.3M	15.5%
Feb '20	\$17.6M	62.5%
Feb '19	\$10.8M	18.6%

	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$17.6M	\$20M	\$19.4M	\$28.3M	\$36.7M	\$36.5M	\$34.1M	\$33M	\$29.4M	\$25.5M	\$18.4M	\$17M	\$20.3M
Prior Year	\$10.8M	\$15.1M	\$20.4M	\$27.8M	\$28.6M	\$25.1M	\$22.2M	\$25M	\$19.8M	\$17.4M	\$10.3M	\$11.6M	\$17.6M
Percent Change from Prior Year	63%	33%	-5%	2%	28%	46%	53%	32%	48%	47%	78%	46%	15%

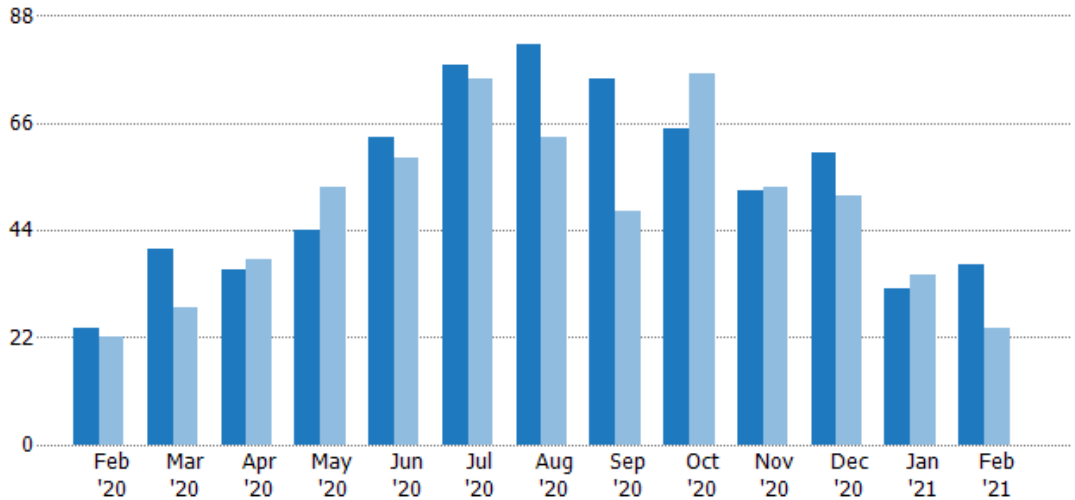
Closed Sales

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.
Feb '21	37	54.2%
Feb '20	24	9.1%
Feb '19	22	0%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	24	40	36	44	63	78	82	75	65	52	60	32	37
Prior Year	22	28	38	53	59	75	63	48	76	53	51	35	24
Percent Change from Prior Year	9%	43%	-5%	-17%	7%	4%	30%	56%	-14%	-2%	18%	-9%	54%

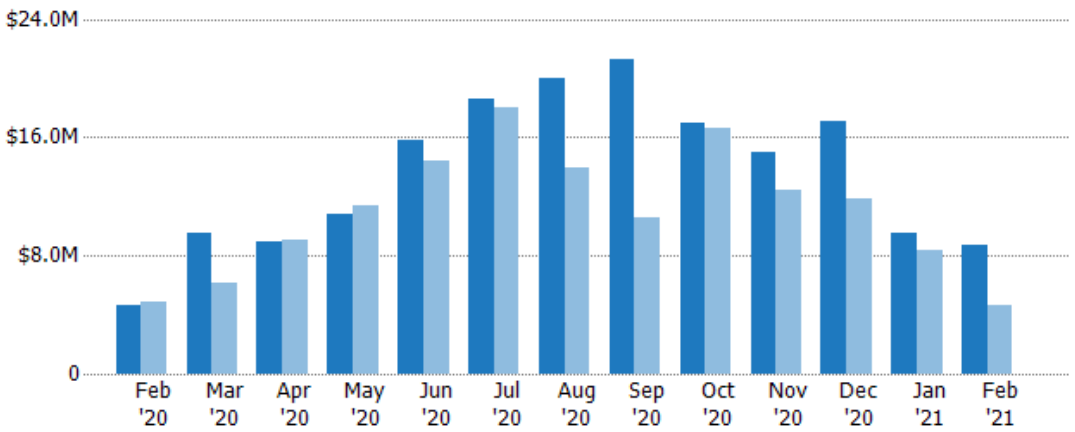
Closed Sales Volume

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.
Feb '21	\$8.71M	85.6%
Feb '20	\$4.69M	-2.8%
Feb '19	\$4.83M	-22.2%



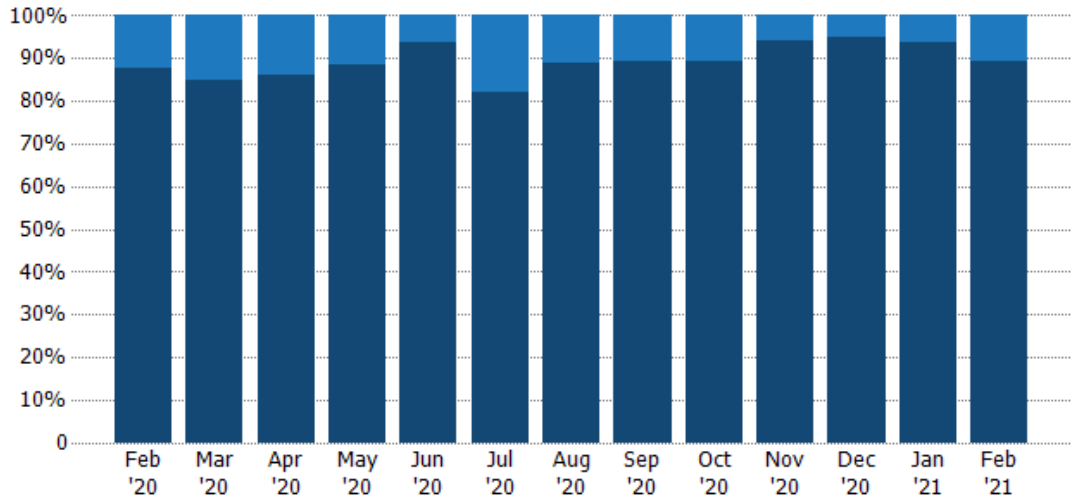
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$4.69M	\$9.5M	\$8.95M	\$10.7M	\$15.8M	\$18.6M	\$20M	\$21.3M	\$16.9M	\$15M	\$17.1M	\$9.47M	\$8.71M
Prior Year	\$4.83M	\$6.14M	\$9.11M	\$11.4M	\$14.4M	\$18M	\$13.9M	\$10.6M	\$16.7M	\$12.4M	\$11.8M	\$8.32M	\$4.69M
Percent Change from Prior Year	-3%	55%	-2%	-6%	10%	3%	44%	101%	2%	21%	44%	14%	86%

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



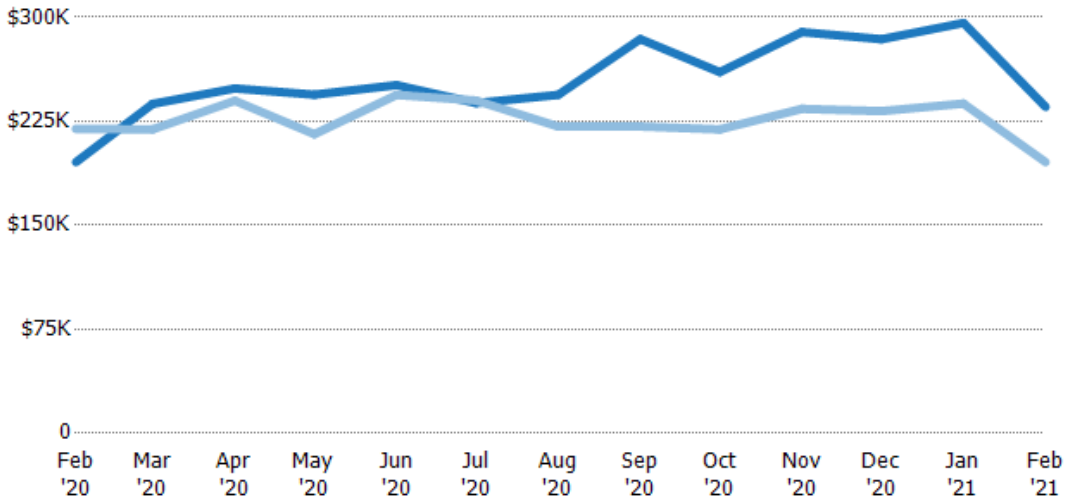
Condo/Townhouse	13%	15%	14%	11%	6%	18%	11%	11%	11%	6%	5%	6%	11%
Single Family Residence	88%	85%	86%	89%	94%	82%	89%	89%	89%	94%	95%	94%	89%

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



Month/Year	Price	% Chg.
Feb '21	\$235K	20.4%
Feb '20	\$196K	-10.9%
Feb '19	\$220K	-22.2%

Current Year	\$196K	\$238K	\$249K	\$244K	\$251K	\$238K	\$244K	\$284K	\$260K	\$289K	\$284K	\$296K	\$235K
Prior Year	\$220K	\$219K	\$240K	\$216K	\$244K	\$240K	\$221K	\$221K	\$219K	\$234K	\$232K	\$238K	\$196K
Percent Change from Prior Year	-11%	8%	4%	13%	3%	-1%	10%	29%	19%	24%	22%	24%	20%

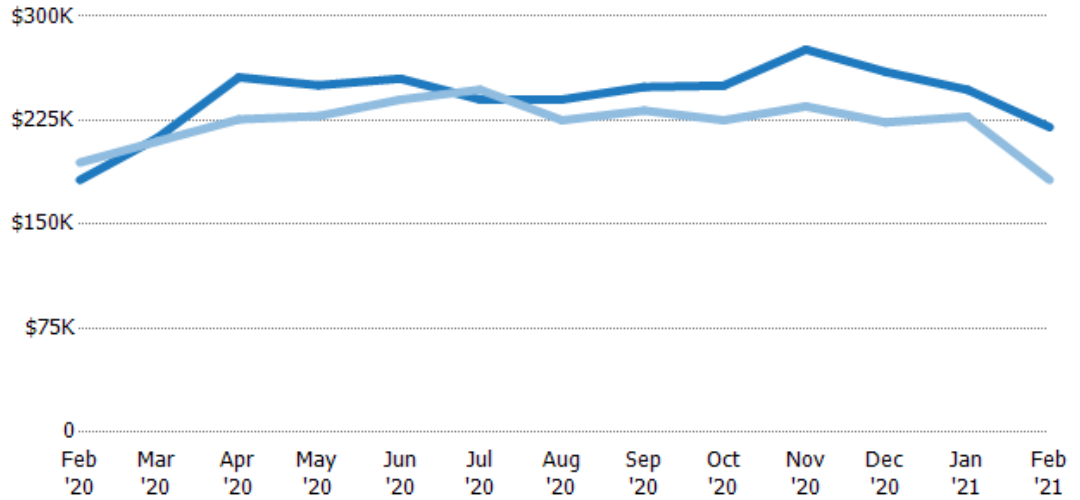
Median Sales Price

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

Month/Year	Price	% Chg.
Feb '21	\$220K	20.9%
Feb '20	\$182K	-6.5%
Feb '19	\$195K	-14.9%



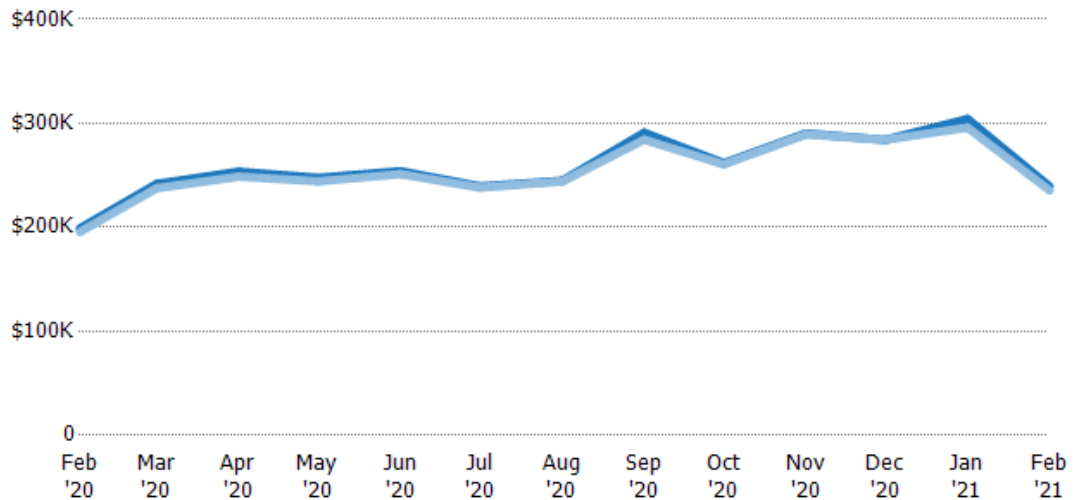
Current Year	\$182K	\$212K	\$256K	\$250K	\$255K	\$240K	\$240K	\$249K	\$250K	\$276K	\$260K	\$247K	\$220K
Prior Year	\$195K	\$210K	\$226K	\$228K	\$240K	\$247K	\$225K	\$232K	\$225K	\$235K	\$224K	\$228K	\$182K
Percent Change from Prior Year	-6%	1%	13%	10%	6%	-3%	7%	7%	11%	17%	16%	9%	21%

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



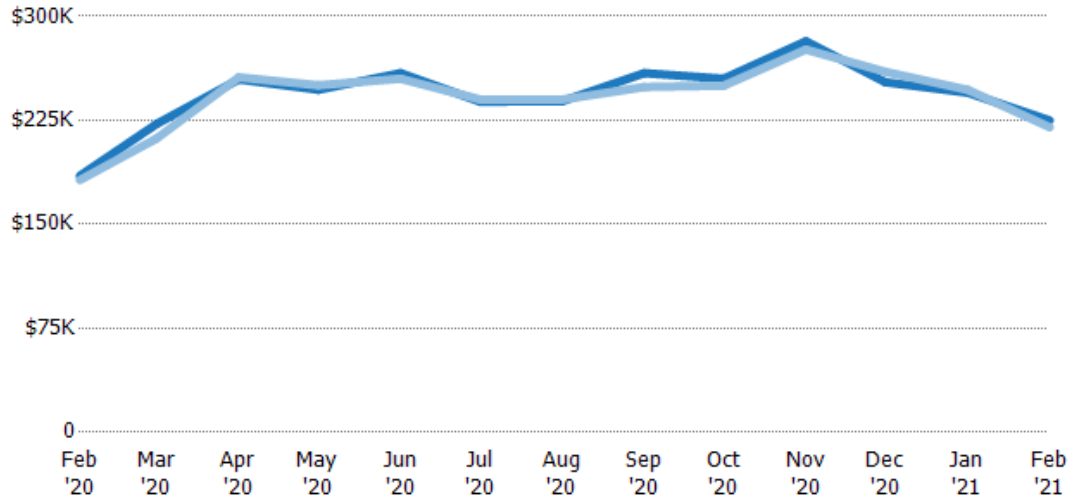
Avg List Price	\$199K	\$242K	\$253K	\$248K	\$254K	\$239K	\$245K	\$291K	\$262K	\$290K	\$284K	\$304K	\$239K
Avg Sales Price	\$196K	\$238K	\$249K	\$244K	\$251K	\$238K	\$244K	\$284K	\$260K	\$289K	\$284K	\$296K	\$235K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	99%	99%	100%	100%	98%	100%	100%	100%	97%	98%

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

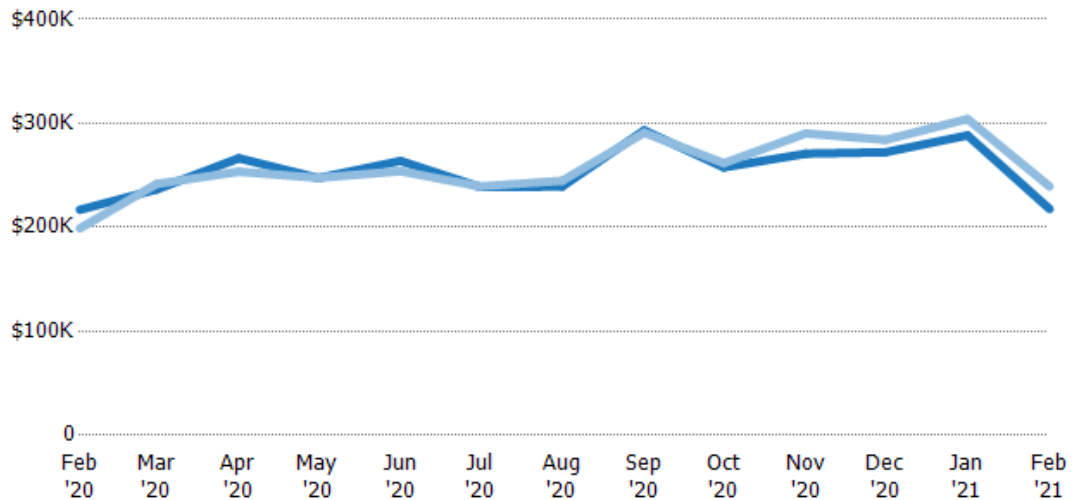


Average Sales Price vs Average Est Value

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

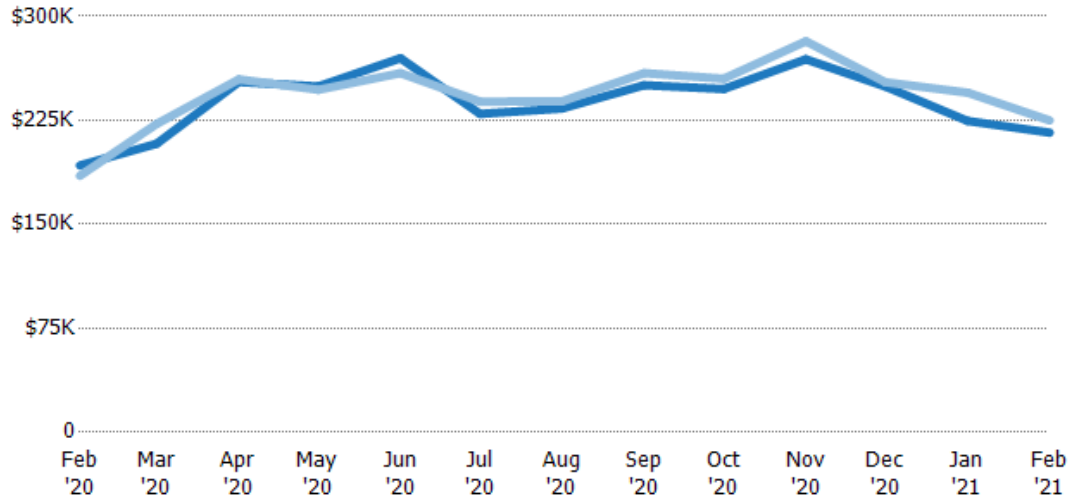


Median Sales Price vs Median Est Value

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$192K	\$208K	\$253K	\$249K	\$270K	\$230K	\$234K	\$250K	\$248K	\$269K	\$249K	\$225K	\$216K
Median Sales Price	\$185K	\$222K	\$255K	\$247K	\$259K	\$238K	\$239K	\$259K	\$255K	\$282K	\$252K	\$245K	\$225K
Med Sales Price as a % of Med Est Value	96%	107%	101%	99%	96%	104%	102%	103%	103%	105%	101%	109%	104%