

## 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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	88	45	+95.6%	225	188	+19.7%
New Listing Volume	\$27,354,057	\$14,250,100	+92%	\$65,550,572	\$50,828,429	+29%
Active Listing Count	95	244	-61.1%	N/A	N/A	
Active Listing Volume	\$31,645,757	\$62,607,015	-49.5%	N/A	N/A	
Average Listing Price	\$333,113	\$256,586	+29.8%	\$319,504	\$252,351	+26.6%
Median Listing Price	\$285,000	\$249,000	+14.5%	\$290,541	\$243,351	+19.4%
Median Days in RPR	31	159	-80.5%	97.09	162.15	-40.1%
Months of Inventory	2.4	6	-59.1%	2.8	8.9	-68.5%
Absorption Rate	41.05%	16.8%	+24.2%	35.68%	11.24%	+24.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	80	39	+105.1%	241	210	+14.8%
New Pending Sales Volume	\$24,285,115	\$10,391,975	+133.7%	\$66,511,378	\$50,908,927	+30.6%
Pending Sales Count	121	76	+59.2%	N/A	N/A	
Pending Sales Volume	\$35,397,149	\$19,934,886	+77.6%	N/A	N/A	
Closed Sales Count	53	37	+43.2%	163	137	+19%
Closed Sales Volume	\$13,887,921	\$9,081,578	+52.9%	\$43,027,600	\$31,873,454	+35%
Average Sales Price	\$262,036	\$245,448	+6.8%	\$263,973	\$232,653	+13.5%
Median Sales Price	\$251,000	\$255,000	-1.6%	\$246,638	\$222,907	+10.6%

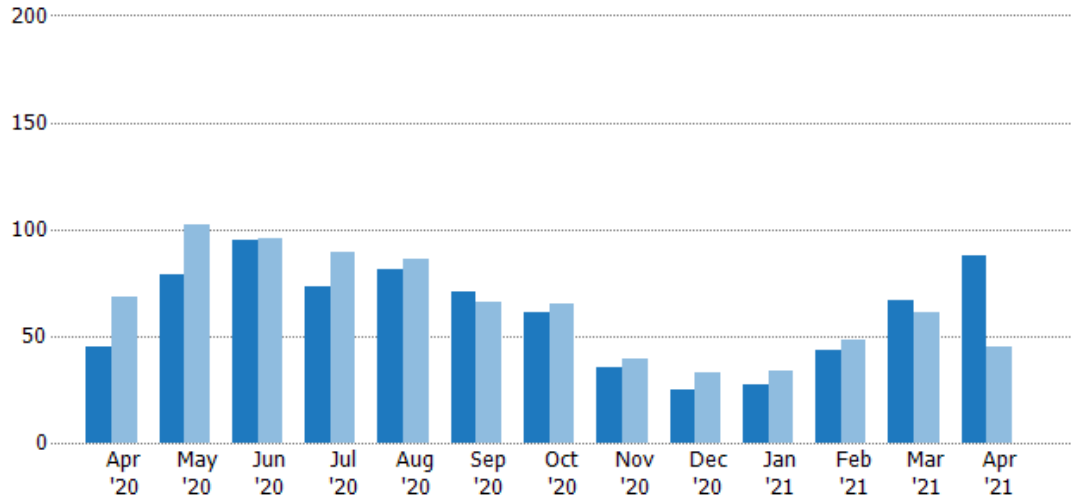
## New Listings

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

Month/Year	Count	% Chg.
Apr '21	88	95.6%
Apr '20	45	-33.8%
Apr '19	68	26.5%



Current Year	45	79	95	73	81	71	61	35	25	27	43	67	88
Prior Year	68	102	96	89	86	66	65	39	33	34	48	61	45
Percent Change from Prior Year	-34%	-23%	-1%	-18%	-6%	8%	-6%	-10%	-24%	-21%	-10%	10%	96%

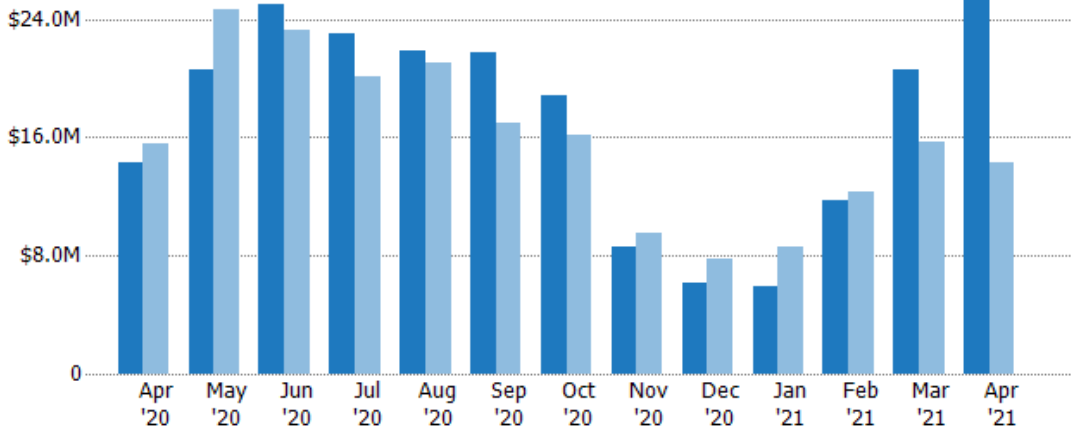
## New Listing Volume

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

Month/Year	Volume	% Chg.
Apr '21	\$27.4M	92%
Apr '20	\$14.3M	-8.6%
Apr '19	\$15.6M	25.9%



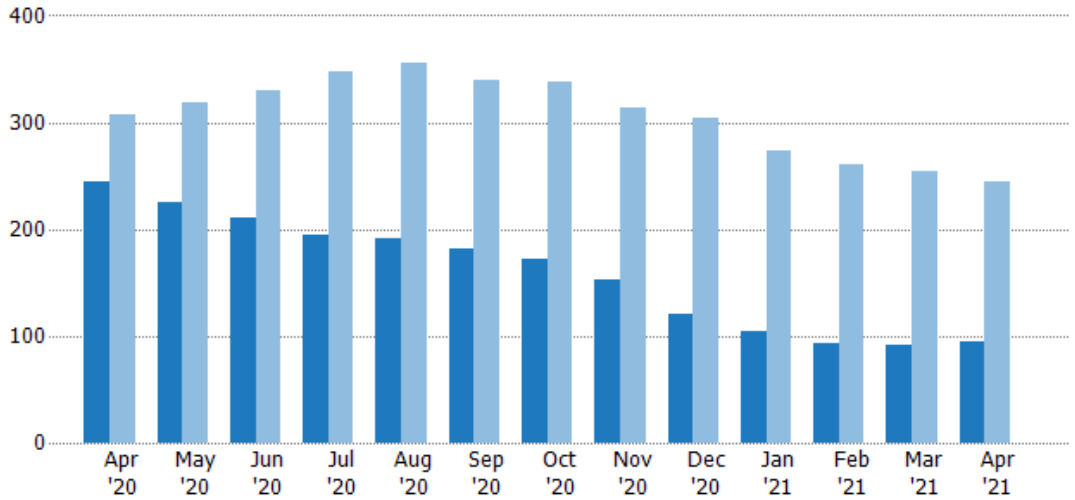
Current Year	\$14.3M	\$20.6M	\$25M	\$23M	\$21.8M	\$21.7M	\$18.8M	\$8.6M	\$6.14M	\$5.92M	\$11.7M	\$20.5M	\$27.4M
Prior Year	\$15.6M	\$24.7M	\$23.2M	\$20.1M	\$21.1M	\$16.9M	\$16.1M	\$9.56M	\$7.79M	\$8.58M	\$12.3M	\$15.7M	\$14.3M
Percent Change from Prior Year	-9%	-17%	7%	14%	4%	28%	17%	-10%	-21%	-31%	-4%	31%	92%

## 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



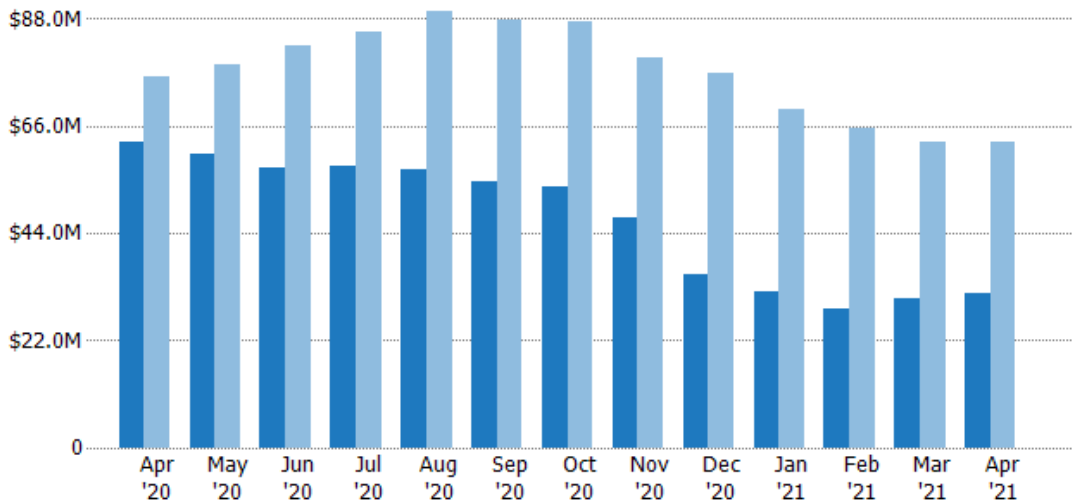
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	244	225	210	195	192	182	172	153	121	105	93	91	95
Prior Year	307	319	330	347	356	340	338	313	304	274	260	254	244
Percent Change from Prior Year	-21%	-29%	-36%	-44%	-46%	-46%	-49%	-51%	-60%	-62%	-64%	-64%	-61%

## 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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$62.6M	\$60.2M	\$57.3M	\$57.7M	\$57.2M	\$54.7M	\$53.4M	\$47.2M	\$35.7M	\$31.9M	\$28.7M	\$30.5M	\$31.6M
Prior Year	\$76.2M	\$78.6M	\$82.5M	\$85.4M	\$89.4M	\$87.7M	\$87.4M	\$80.2M	\$77M	\$69.4M	\$65.7M	\$62.7M	\$62.6M
Percent Change from Prior Year	-18%	-23%	-30%	-32%	-36%	-38%	-39%	-41%	-54%	-54%	-56%	-51%	-49%

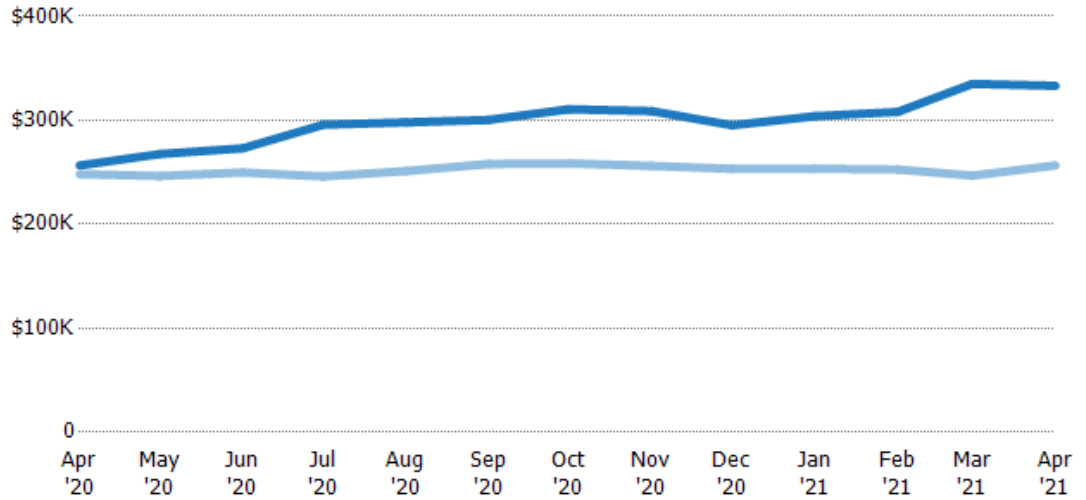
## Average Listing Price

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.
Apr '21	\$333K	29.8%
Apr '20	\$257K	3.4%
Apr '19	\$248K	-5.5%



Current Year	\$257K	\$268K	\$273K	\$296K	\$298K	\$300K	\$311K	\$309K	\$295K	\$304K	\$308K	\$335K	\$333K
Prior Year	\$248K	\$246K	\$250K	\$246K	\$251K	\$258K	\$258K	\$256K	\$253K	\$253K	\$253K	\$247K	\$257K
Percent Change from Prior Year	3%	9%	9%	20%	19%	16%	20%	21%	17%	20%	22%	36%	30%

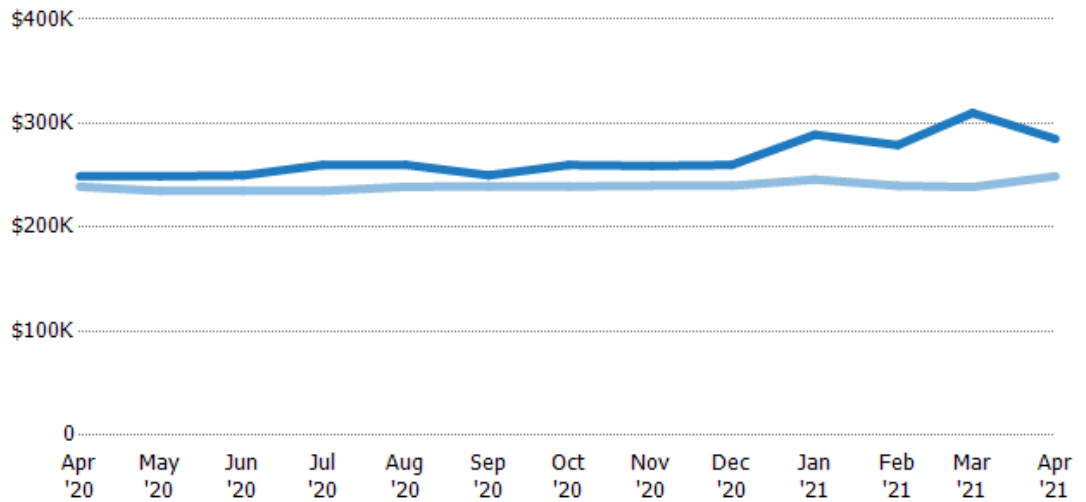
## Median Listing Price

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.
Apr '21	\$285K	14.5%
Apr '20	\$249K	4.2%
Apr '19	\$239K	-5.9%



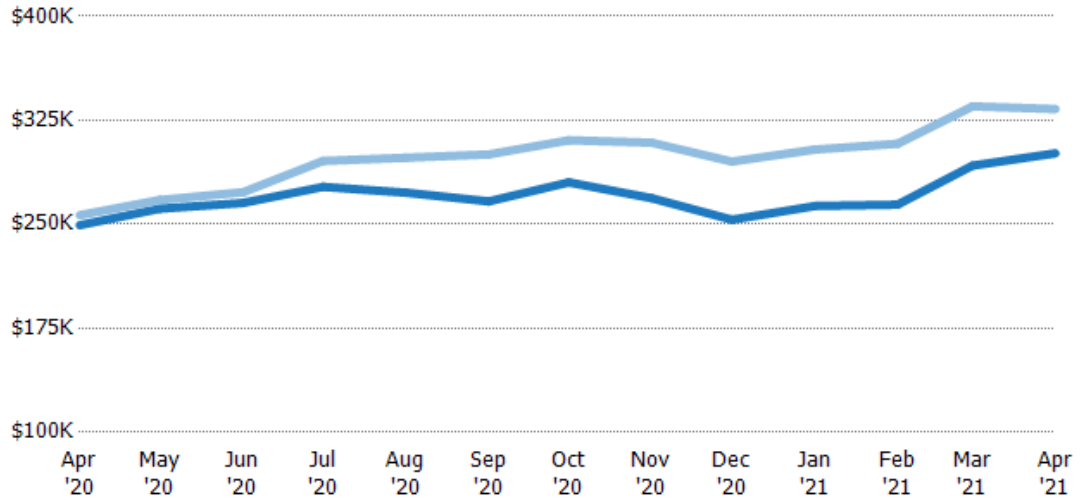
Current Year	\$249K	\$249K	\$250K	\$260K	\$260K	\$250K	\$260K	\$259K	\$260K	\$289K	\$279K	\$310K	\$285K
Prior Year	\$239K	\$235K	\$235K	\$235K	\$239K	\$239K	\$239K	\$240K	\$240K	\$246K	\$240K	\$239K	\$249K
Percent Change from Prior Year	4%	6%	6%	11%	9%	4%	9%	8%	8%	18%	16%	30%	14%

## 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

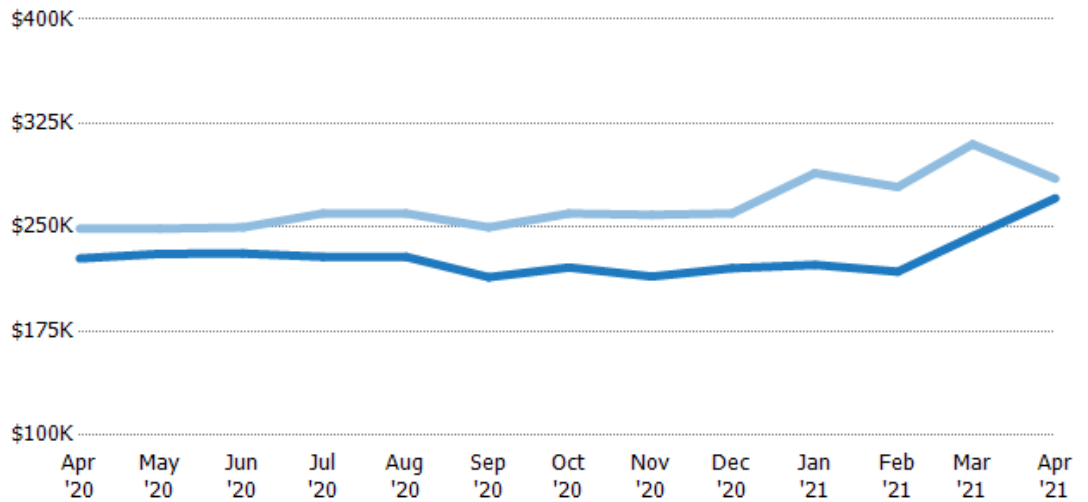


## Median Listing Price vs Median Est Value

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

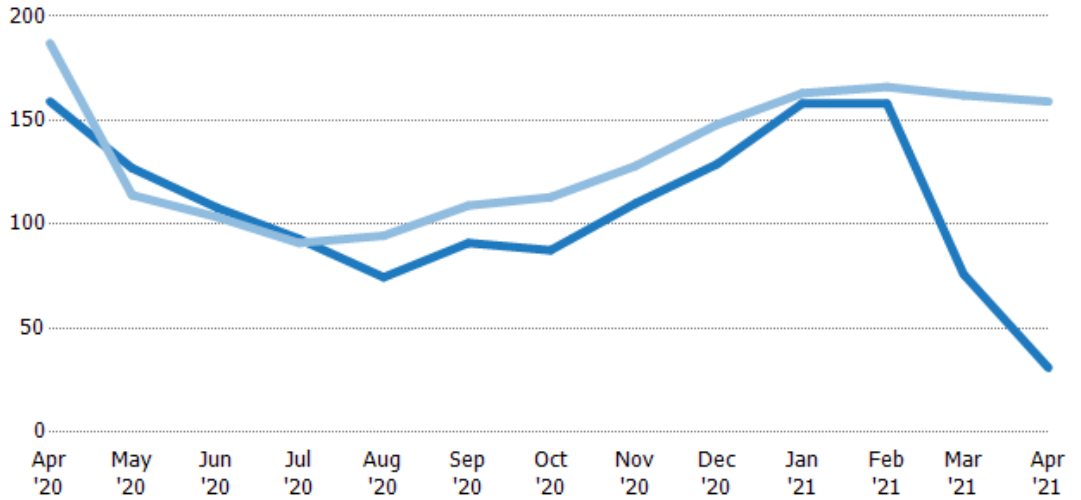


## Median Days in RPR

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.
Apr '21	31	-80.5%
Apr '20	159	-15%
Apr '19	187	-19.3%

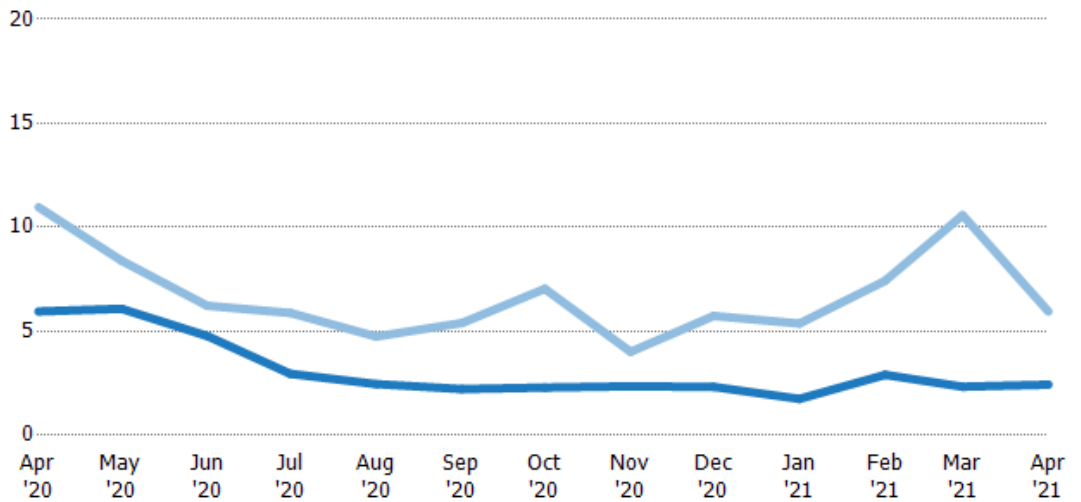
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	159	127	108	93	74.5	91	87.5	110	129	158	158	76	31
Prior Year	187	114	104	91	94.5	109	113	128	148	163	166	162	159
Percent Change from Prior Year	-15%	11%	4%	2%	-21%	-17%	-23%	-14%	-13%	-3%	-5%	-53%	-81%

## 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.
Apr '21	2.44	-59.1%
Apr '20	5.95	-45.7%
Apr '19	11	-16.4%

	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	5.95	6.08	4.77	2.95	2.46	2.22	2.29	2.35	2.33	1.75	2.91	2.33	2.44
Prior Year	11	8.39	6.23	5.88	4.75	5.4	7.04	4.01	5.74	5.37	7.43	10.6	5.95
Percent Change from Prior Year	-46%	-28%	-23%	-50%	-48%	-59%	-67%	-41%	-59%	-67%	-61%	-78%	-59%

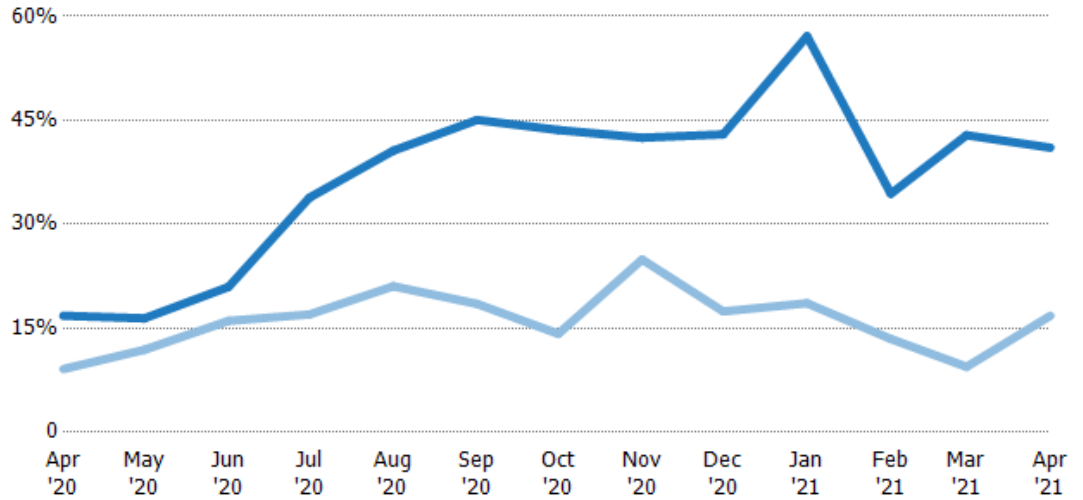
## Absorption Rate

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.
Apr '21	41%	-24.3%
Apr '20	17%	-7.7%
Apr '19	9%	19.5%



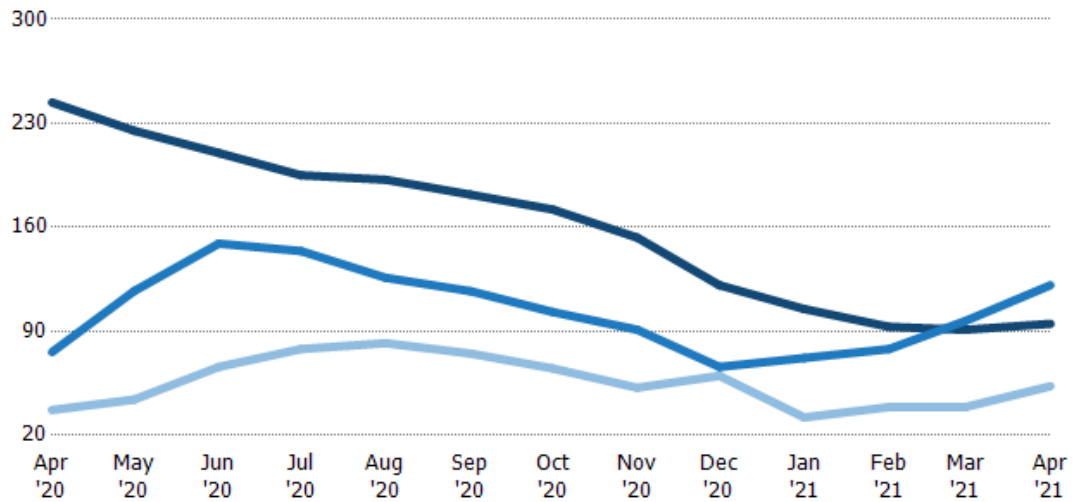
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	17%	16%	21%	34%	41%	45%	44%	42%	43%	57%	34%	43%	41%
Prior Year	9%	12%	16%	17%	21%	19%	14%	25%	17%	19%	13%	9%	17%
Change from Prior Year	-8%	-5%	-5%	-17%	-20%	-27%	-29%	-18%	-26%	-39%	-21%	-33%	-24%

## 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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	244	225	210	195	192	182	172	153	121	105	93	91	95
Pending	76	117	149	144	126	117	103	91	66	72	78	97	121
Sold	37	44	66	78	82	75	65	52	60	32	39	39	53

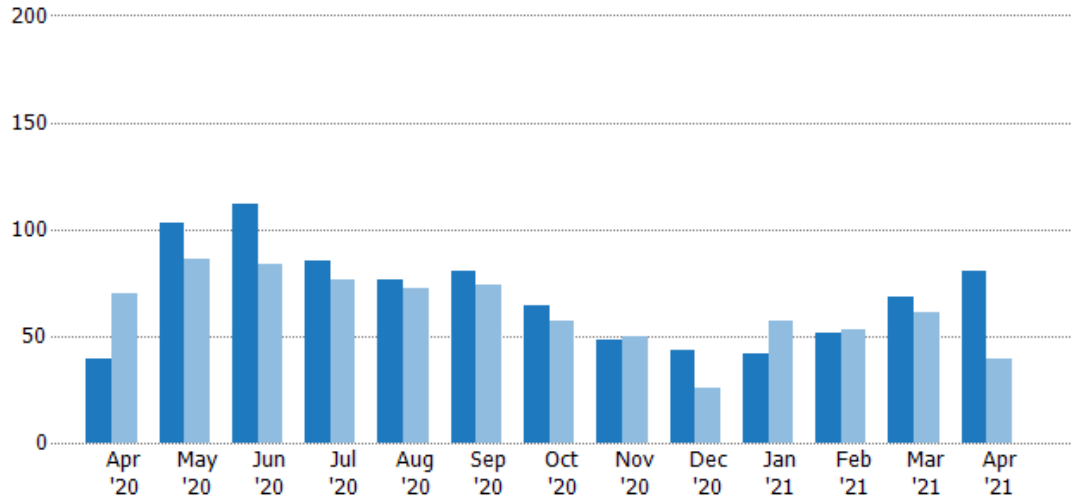
## New Pending Sales

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

Month/Year	Count	% Chg.
Apr '21	80	105.1%
Apr '20	39	-44.3%
Apr '19	70	-18.6%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	39	103	112	85	76	80	64	48	43	42	51	68	80
Prior Year	70	86	84	76	72	74	57	50	26	57	53	61	39
Percent Change from Prior Year	-44%	20%	33%	12%	6%	8%	12%	-4%	65%	-26%	-4%	11%	105%

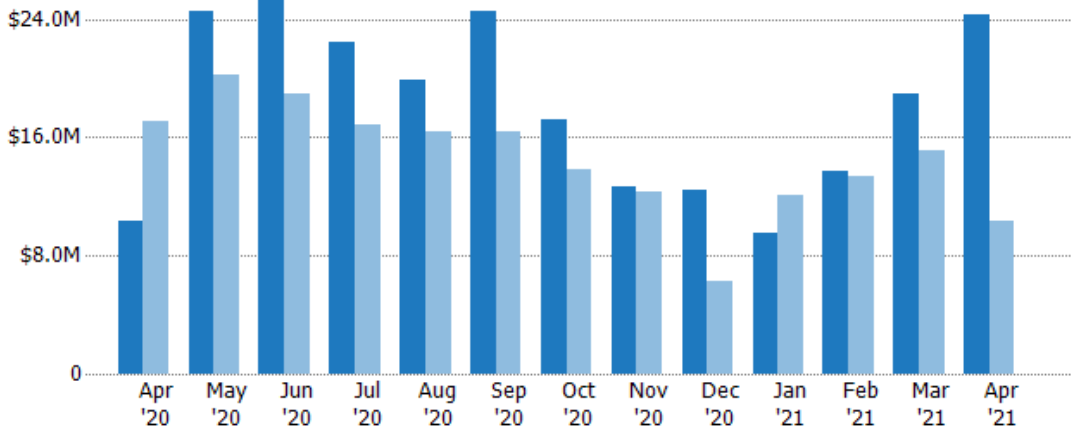
## New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Apr '21	\$24.3M	133.7%
Apr '20	\$10.4M	-39%
Apr '19	\$17M	-24%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$10.4M	\$24.5M	\$27.2M	\$22.5M	\$19.9M	\$24.5M	\$17.2M	\$12.7M	\$12.5M	\$9.52M	\$13.8M	\$18.9M	\$24.3M
Prior Year	\$17M	\$20.3M	\$19M	\$16.9M	\$16.4M	\$16.4M	\$13.8M	\$12.3M	\$6.24M	\$12.1M	\$13.4M	\$15.1M	\$10.4M
Percent Change from Prior Year	-39%	21%	43%	33%	21%	50%	25%	3%	100%	-21%	3%	26%	134%



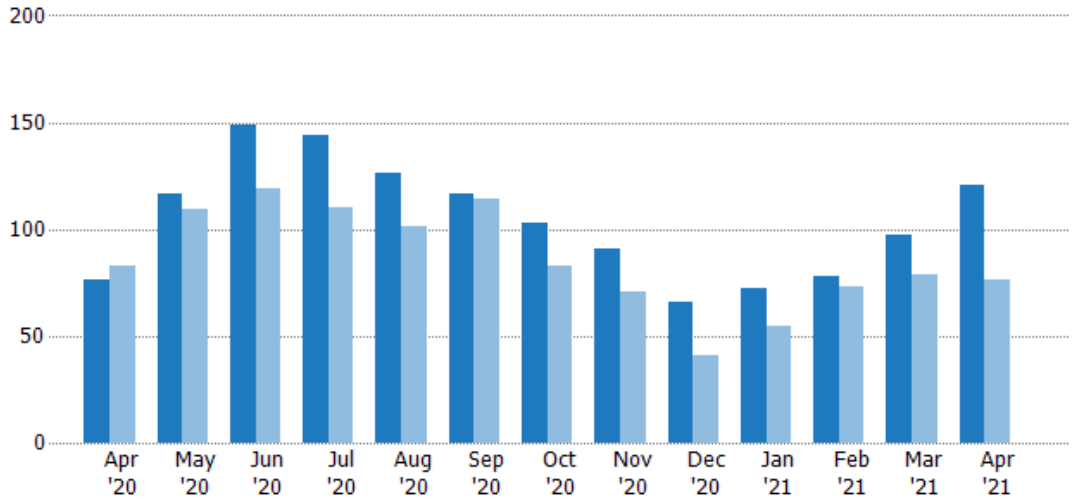
## Pending Sales

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.
Apr '21	121	59.2%
Apr '20	76	-8.4%
Apr '19	83	20.5%



Current Year	76	117	149	144	126	117	103	91	66	72	78	97	121
Prior Year	83	109	119	110	101	114	83	71	41	55	73	79	76
Percent Change from Prior Year	-8%	7%	25%	31%	25%	3%	24%	28%	61%	31%	7%	23%	59%

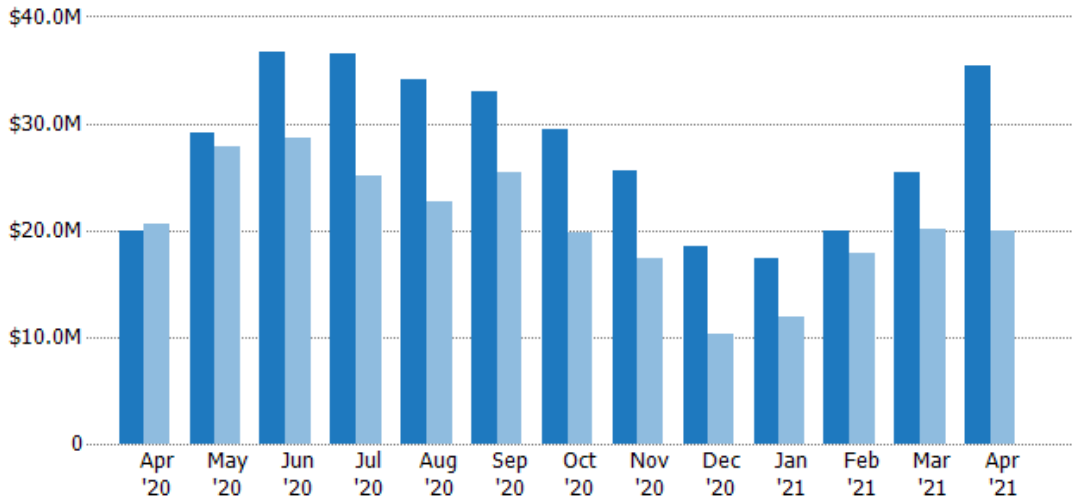
## Pending Sales Volume

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.
Apr '21	\$35.4M	77.6%
Apr '20	\$19.9M	-3.3%
Apr '19	\$20.6M	8.1%



Current Year	\$19.9M	\$29.2M	\$36.7M	\$36.5M	\$34.1M	\$33M	\$29.4M	\$25.5M	\$18.4M	\$17.3M	\$19.9M	\$25.3M	\$35.4M
Prior Year	\$20.6M	\$27.8M	\$28.6M	\$25.1M	\$22.7M	\$25.4M	\$19.8M	\$17.4M	\$10.3M	\$11.9M	\$17.9M	\$20.2M	\$19.9M
Percent Change from Prior Year	-3%	5%	28%	46%	50%	30%	48%	47%	78%	46%	11%	26%	78%

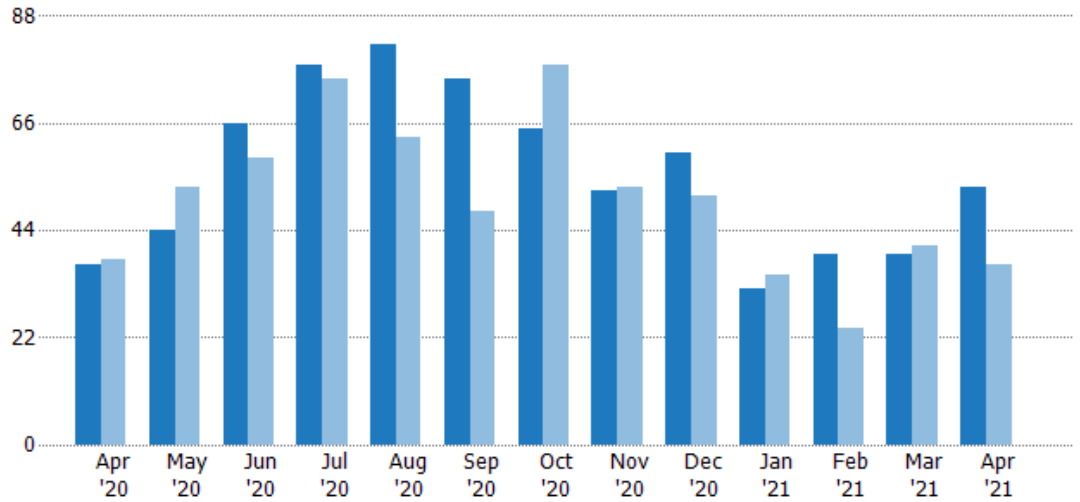
## Closed Sales

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.
Apr '21	53	43.2%
Apr '20	37	-2.6%
Apr '19	38	-5.3%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	37	44	66	78	82	75	65	52	60	32	39	39	53
Prior Year	38	53	59	75	63	48	78	53	51	35	24	41	37
Percent Change from Prior Year	-3%	-17%	12%	4%	30%	56%	-17%	-2%	18%	-9%	63%	-5%	43%

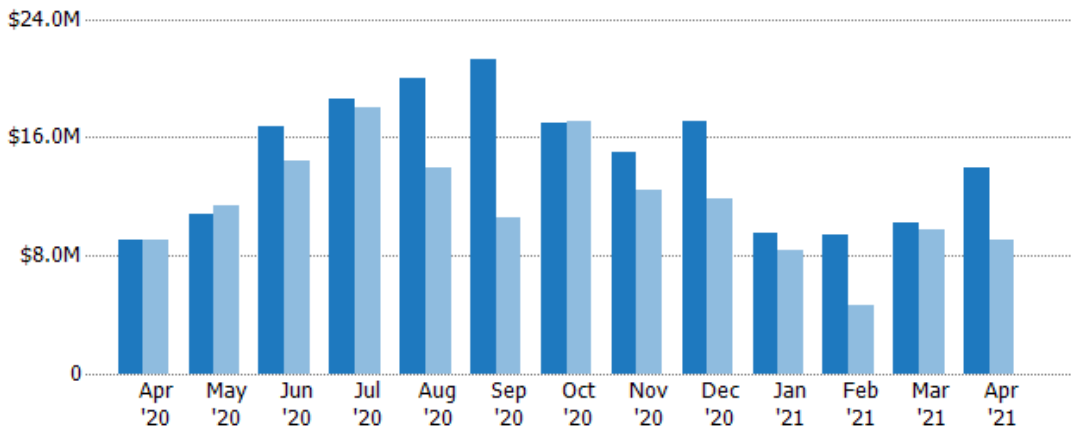
## Closed Sales Volume

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.
Apr '21	\$13.9M	52.9%
Apr '20	\$9.08M	-0.3%
Apr '19	\$9.11M	-11.3%



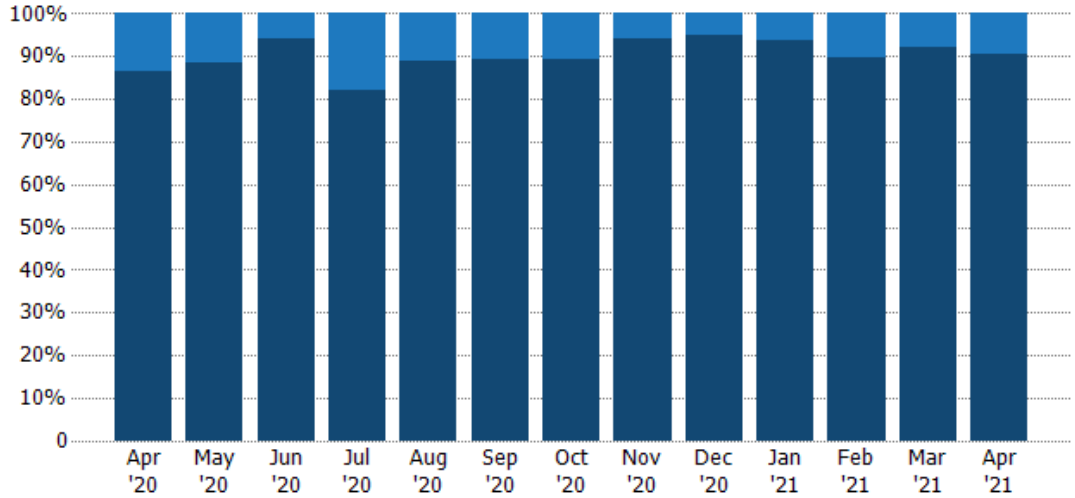
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$9.08M	\$10.7M	\$16.7M	\$18.6M	\$20M	\$21.3M	\$16.9M	\$15M	\$17.1M	\$9.47M	\$9.44M	\$10.2M	\$13.9M
Prior Year	\$9.11M	\$11.4M	\$14.4M	\$18M	\$13.9M	\$10.6M	\$17.1M	\$12.4M	\$11.8M	\$8.32M	\$4.69M	\$9.78M	\$9.08M
Percent Change from Prior Year	0%	-6%	16%	3%	44%	101%	-1%	21%	44%	14%	101%	5%	53%

## 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



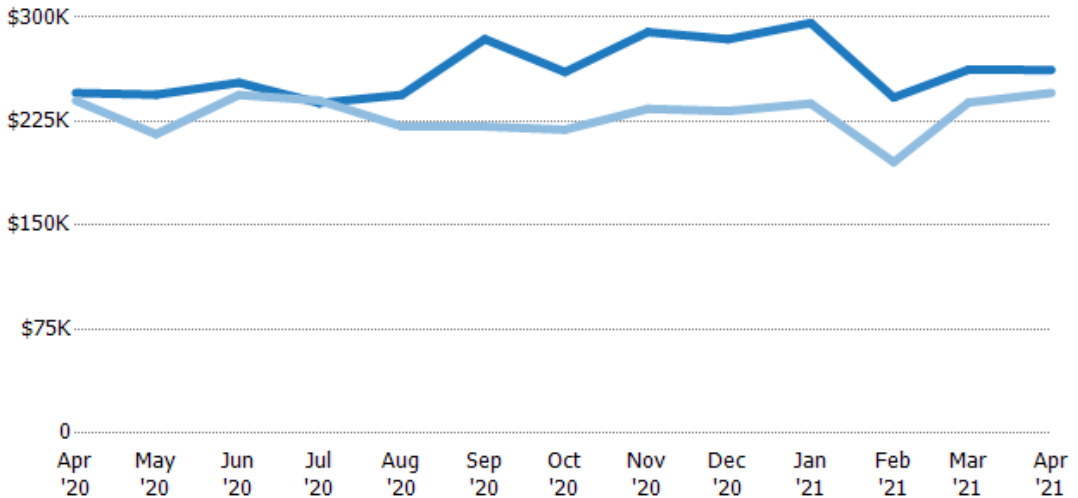
Condo/Townhouse	14%	11%	6%	18%	11%	11%	11%	6%	5%	6%	10%	8%	9%
Single Family Residence	86%	89%	94%	82%	89%	89%	89%	94%	95%	94%	90%	92%	91%

## 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	\$245K	\$244K	\$253K	\$238K	\$244K	\$284K	\$260K	\$289K	\$284K	\$296K	\$242K	\$262K	\$262K
Prior Year	\$240K	\$216K	\$244K	\$240K	\$221K	\$221K	\$219K	\$234K	\$232K	\$238K	\$196K	\$239K	\$245K
Percent Change from Prior Year	2%	13%	4%	-1%	10%	29%	19%	24%	22%	24%	24%	10%	7%

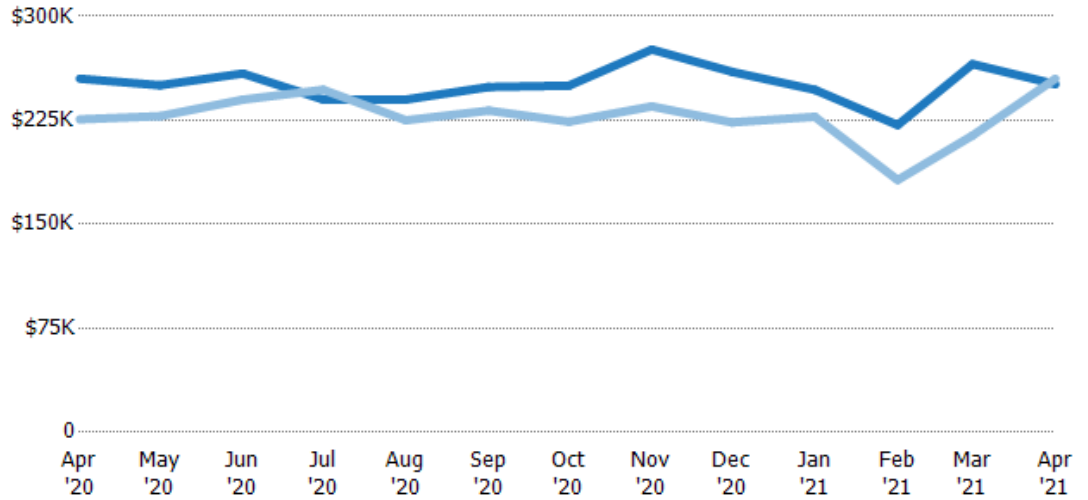
## Median Sales Price

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.
Apr '21	\$251K	-1.6%
Apr '20	\$255K	13%
Apr '19	\$226K	2.1%



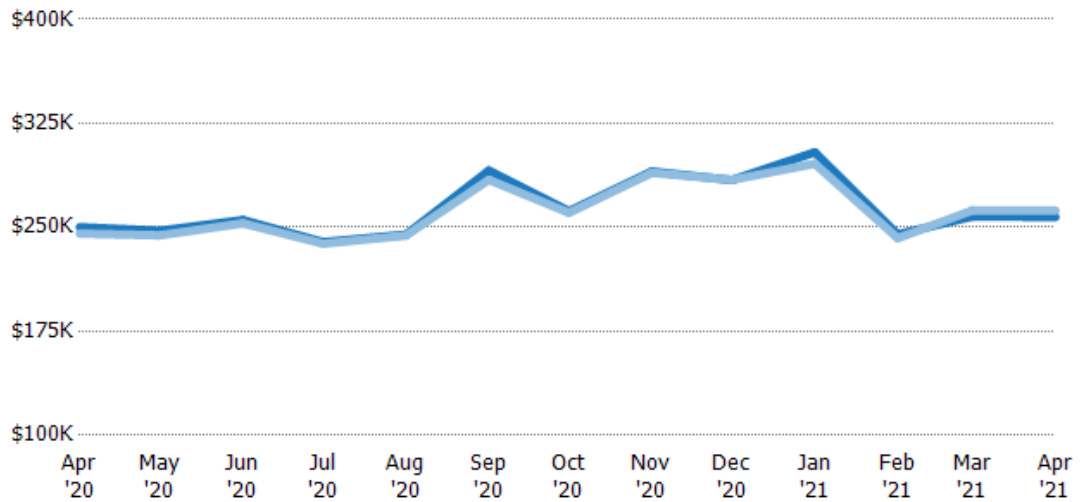
Current Year	\$255K	\$250K	\$259K	\$240K	\$240K	\$249K	\$250K	\$276K	\$260K	\$247K	\$222K	\$266K	\$251K
Prior Year	\$226K	\$228K	\$240K	\$247K	\$225K	\$232K	\$224K	\$235K	\$224K	\$228K	\$182K	\$214K	\$255K
Percent Change from Prior Year	13%	10%	8%	-3%	7%	7%	12%	17%	16%	9%	22%	24%	-2%

## 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



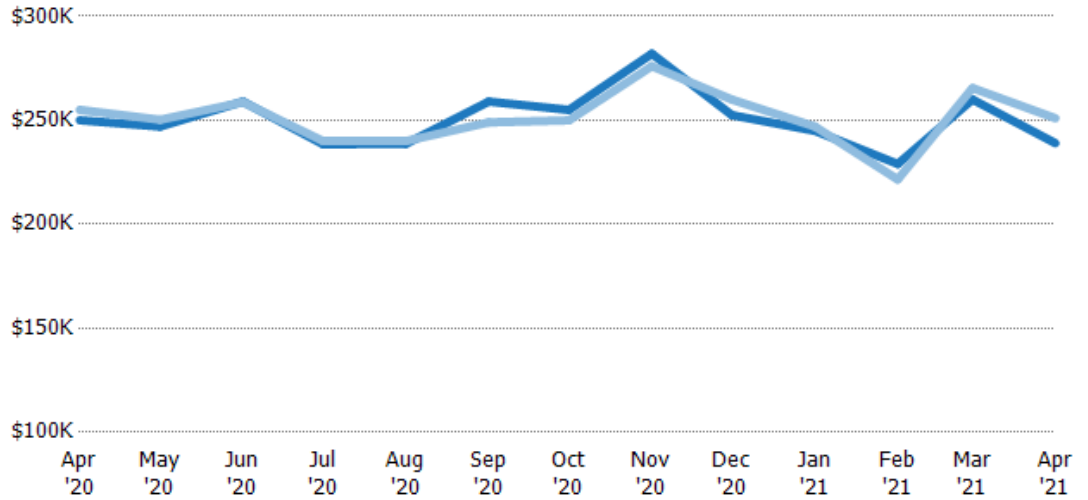
Avg List Price	\$250K	\$248K	\$255K	\$239K	\$245K	\$291K	\$262K	\$290K	\$284K	\$304K	\$245K	\$258K	\$257K
Avg Sales Price	\$245K	\$244K	\$253K	\$238K	\$244K	\$284K	\$260K	\$289K	\$284K	\$296K	\$242K	\$262K	\$262K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	100%	100%	98%	100%	100%	100%	97%	99%	102%	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



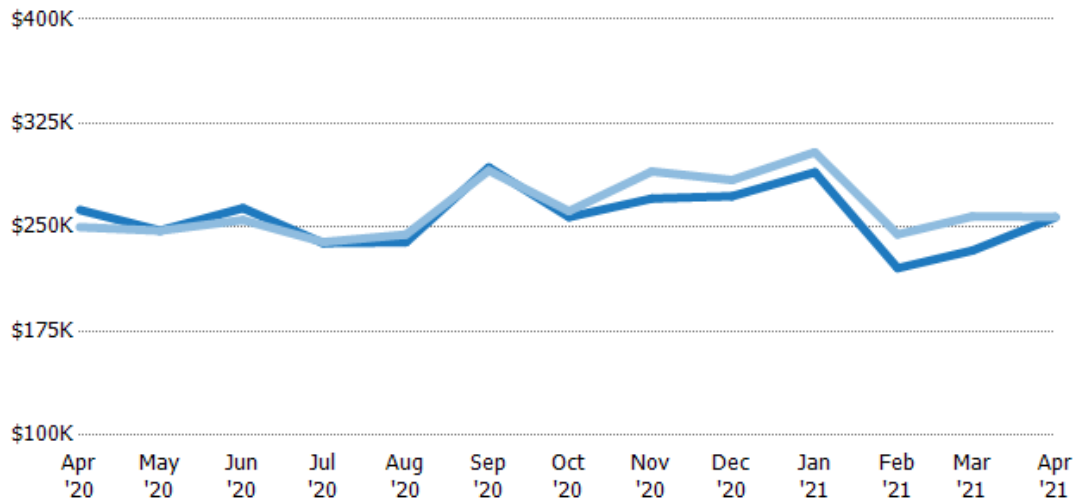
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$250K	\$247K	\$259K	\$238K	\$239K	\$259K	\$255K	\$282K	\$252K	\$245K	\$229K	\$260K	\$239K
Median Sales Price	\$255K	\$250K	\$259K	\$240K	\$240K	\$249K	\$250K	\$276K	\$260K	\$247K	\$222K	\$266K	\$251K
Med Sales Price as a % of Med List Price	102%	101%	100%	101%	101%	96%	98%	98%	103%	101%	97%	102%	105%

## 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



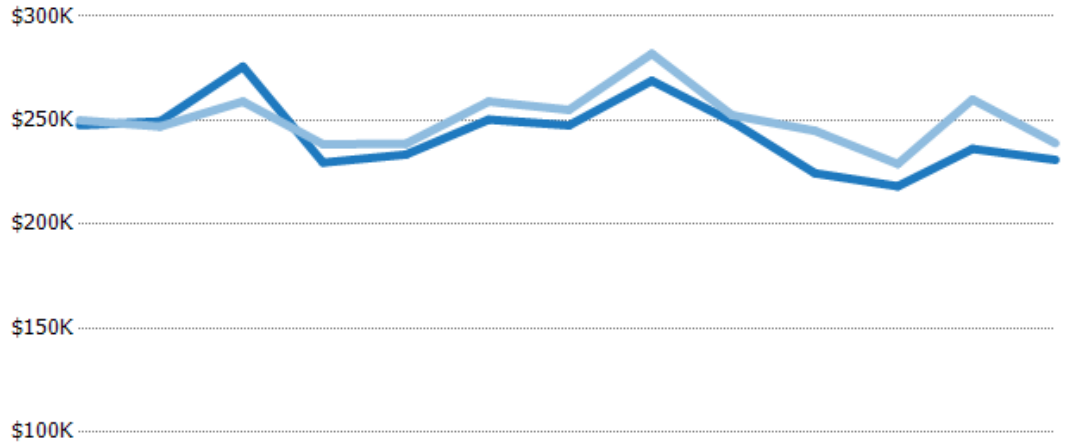
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$262K	\$248K	\$264K	\$239K	\$239K	\$293K	\$257K	\$271K	\$272K	\$290K	\$221K	\$233K	\$257K
Avg Sales Price	\$250K	\$248K	\$255K	\$239K	\$245K	\$291K	\$262K	\$290K	\$284K	\$304K	\$245K	\$258K	\$257K
Avg Sales Price as a % of Avg Est Value	95%	100%	97%	100%	102%	99%	102%	107%	104%	105%	111%	111%	100%

## 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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$248K	\$249K	\$276K	\$230K	\$234K	\$250K	\$248K	\$269K	\$249K	\$225K	\$218K	\$236K	\$231K
Median Sales Price	\$250K	\$247K	\$259K	\$238K	\$239K	\$259K	\$255K	\$282K	\$252K	\$245K	\$229K	\$260K	\$239K
Med Sales Price as a % of Med Est Value	101%	99%	94%	104%	102%	103%	103%	105%	101%	109%	105%	110%	103%