

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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	84	79	+6.3%	308	266	+15.8%
New Listing Volume	\$26,887,299	\$20,613,490	+30.4%	\$91,943,871	\$71,116,419	+29.3%
Active Listing Count	49	232	-78.9%	N/A	N/A	
Active Listing Volume	\$15,442,600	\$63,238,439	-75.6%	N/A	N/A	
Average Listing Price	\$315,155	\$272,579	+15.6%	\$308,560	\$259,926	+18.7%
Median Listing Price	\$309,900	\$249,000	+24.5%	\$277,078	\$245,110	+13%
Median Days in RPR	27	128.5	-79%	102.81	153.77	-33.1%
Months of Inventory	1	6.6	-85.5%	2.7	7.7	-64.4%
Absorption Rate	104.08%	15.09%	+89%	36.63%	13.04%	+23.6%
Sales Activity Charts Metrics						
New Pending Sales Count	88	103	-14.6%	328	311	+5.5%
New Pending Sales Volume	\$26,776,356	\$24,545,955	+9.1%	\$92,842,734	\$74,875,982	+24%
Pending Sales Count	34	116	-70.7%	N/A	N/A	
Pending Sales Volume	\$9,173,199	\$28,904,420	-68.3%	N/A	N/A	
Closed Sales Count	42	44	-4.5%	202	178	+13.5%
Closed Sales Volume	\$12,250,500	\$10,744,437	+14%	\$54,593,100	\$41,881,891	+30.4%
Average Sales Price	\$291,679	\$244,192	+19.4%	\$270,263	\$235,292	+14.9%
Median Sales Price	\$284,000	\$250,250	+13.5%	\$255,351	\$228,895	+11.6%

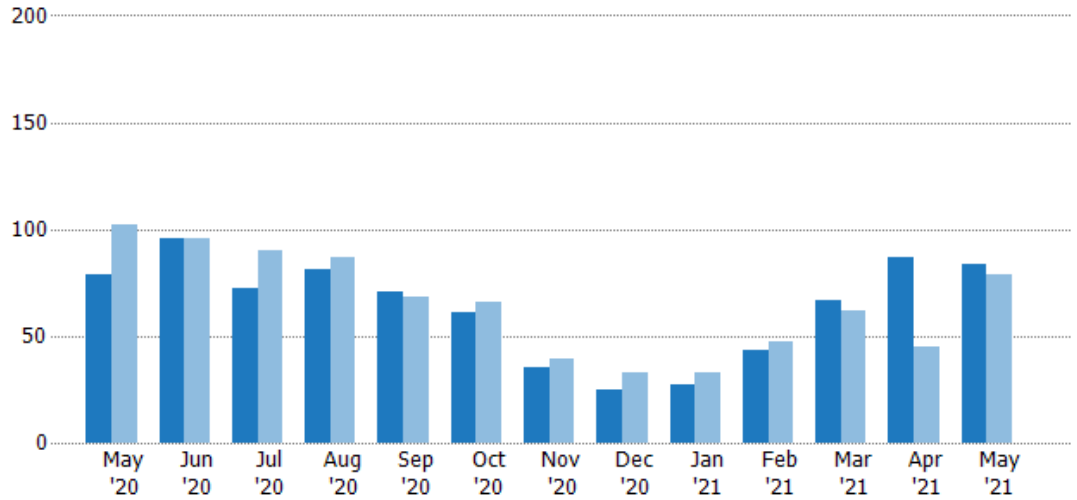
New Listings

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.
May '21	84	6.3%
May '20	79	-22.5%
May '19	102	6.9%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	79	96	72	81	71	61	35	25	27	43	67	87	84
Prior Year	102	96	90	87	68	66	39	33	33	47	62	45	79
Percent Change from Prior Year	-23%	0%	-20%	-7%	4%	-8%	-10%	-24%	-18%	-9%	8%	93%	6%

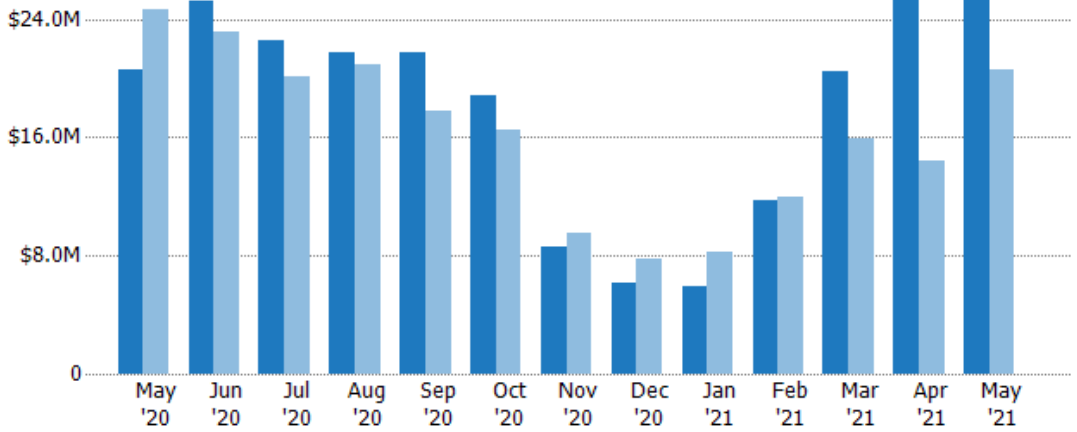
New Listing Volume

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.
May '21	\$26.9M	30.4%
May '20	\$20.6M	-16.5%
May '19	\$24.7M	8.6%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$20.6M	\$25.2M	\$22.6M	\$21.8M	\$21.7M	\$18.8M	\$8.59M	\$6.14M	\$5.92M	\$11.7M	\$20.5M	\$26.9M	\$26.9M
Prior Year	\$24.7M	\$23.1M	\$20.2M	\$21M	\$17.8M	\$16.5M	\$9.56M	\$7.79M	\$8.24M	\$11.9M	\$15.9M	\$14.5M	\$20.6M
Percent Change from Prior Year	-17%	9%	12%	4%	22%	14%	-10%	-21%	-28%	-2%	29%	86%	30%

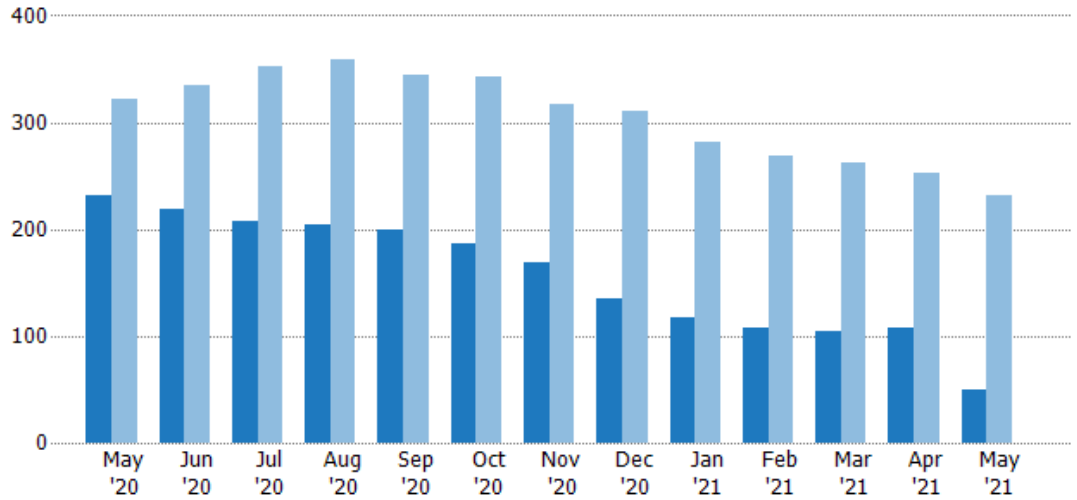
Active Listings

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

Month/Year	Count	% Chg.
May '21	49	-78.9%
May '20	232	-28%
May '19	322	5.6%



Current Year	232	219	207	205	199	187	169	135	118	107	104	108	49
Prior Year	322	334	352	359	344	342	317	311	281	269	262	252	232
Percent Change from Prior Year	-28%	-34%	-41%	-43%	-42%	-45%	-47%	-57%	-58%	-60%	-60%	-57%	-79%

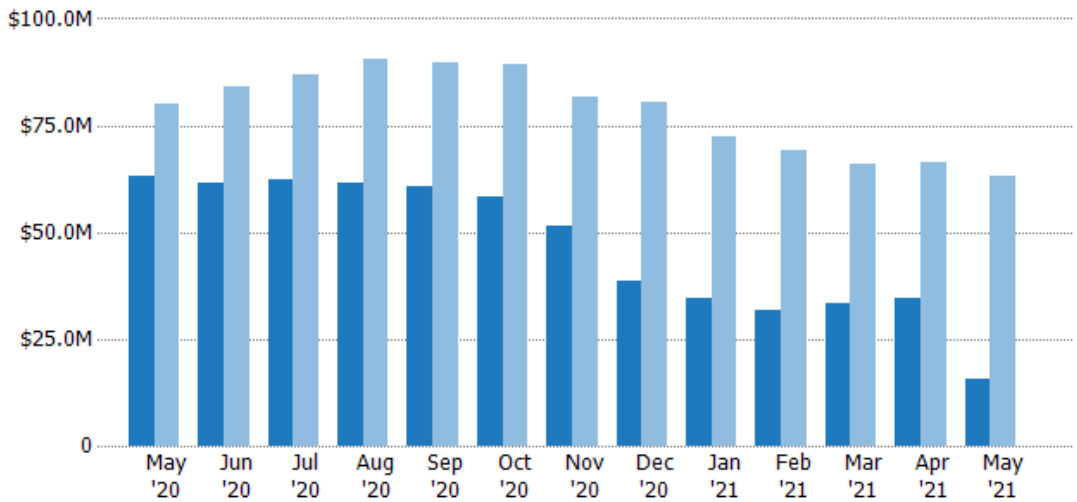
Active Listing Volume

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.
May '21	\$15.4M	-75.6%
May '20	\$63.2M	-21%
May '19	\$80M	1.7%



Current Year	\$63.2M	\$61.4M	\$62.3M	\$61.5M	\$60.6M	\$58.1M	\$51.7M	\$38.7M	\$34.7M	\$31.9M	\$33.5M	\$34.5M	\$15.4M
Prior Year	\$80M	\$83.9M	\$86.8M	\$90.3M	\$89.6M	\$89.3M	\$81.7M	\$80.3M	\$72.3M	\$69.1M	\$65.9M	\$66.3M	\$63.2M
Percent Change from Prior Year	-21%	-27%	-28%	-32%	-32%	-35%	-37%	-52%	-52%	-54%	-49%	-48%	-76%

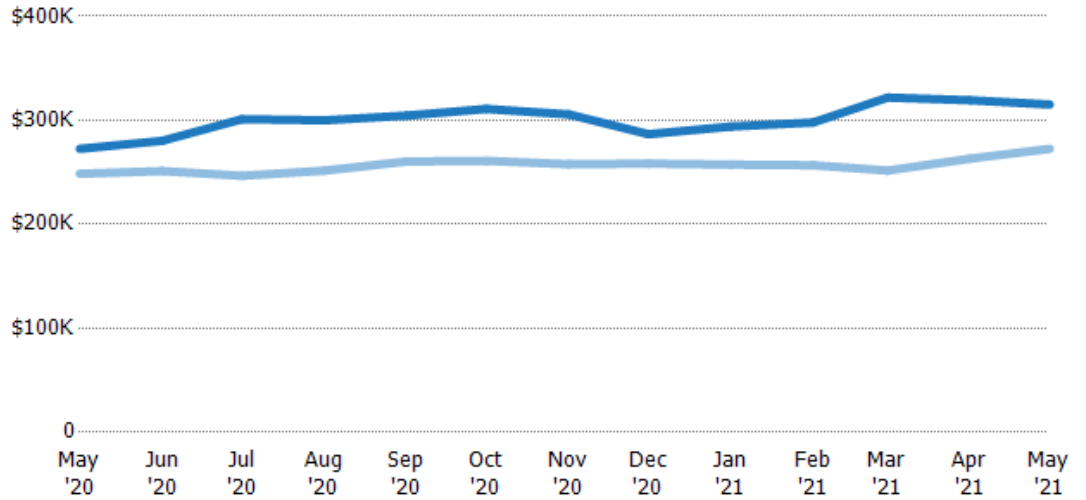
Average Listing Price

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.
May '21	\$315K	15.6%
May '20	\$273K	9.6%
May '19	\$249K	-3.6%



Current Year	\$273K	\$280K	\$301K	\$300K	\$305K	\$311K	\$306K	\$287K	\$294K	\$298K	\$322K	\$319K	\$315K
Prior Year	\$249K	\$251K	\$247K	\$252K	\$260K	\$261K	\$258K	\$258K	\$257K	\$257K	\$252K	\$263K	\$273K
Percent Change from Prior Year	10%	12%	22%	19%	17%	19%	19%	11%	14%	16%	28%	21%	16%

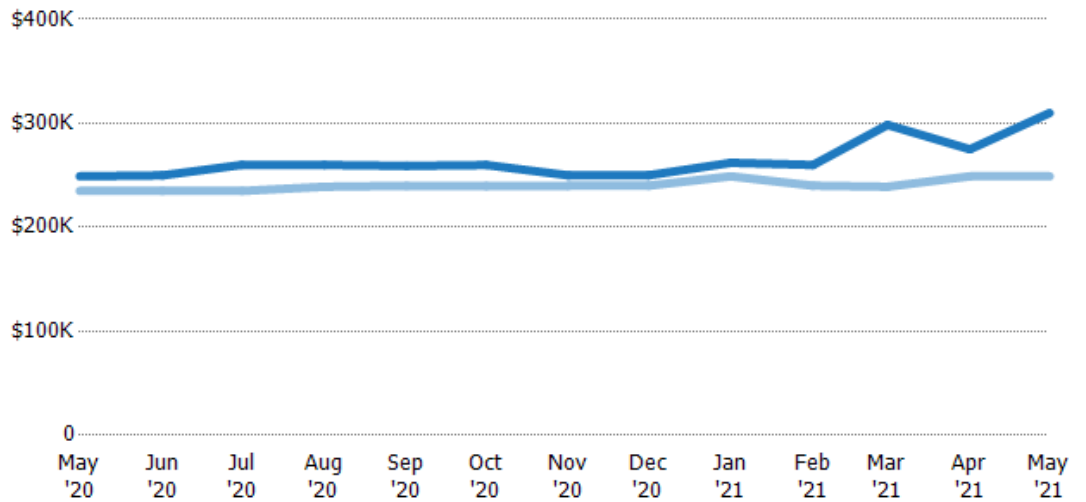
Median Listing Price

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.
May '21	\$310K	24.5%
May '20	\$249K	6%
May '19	\$235K	-4%



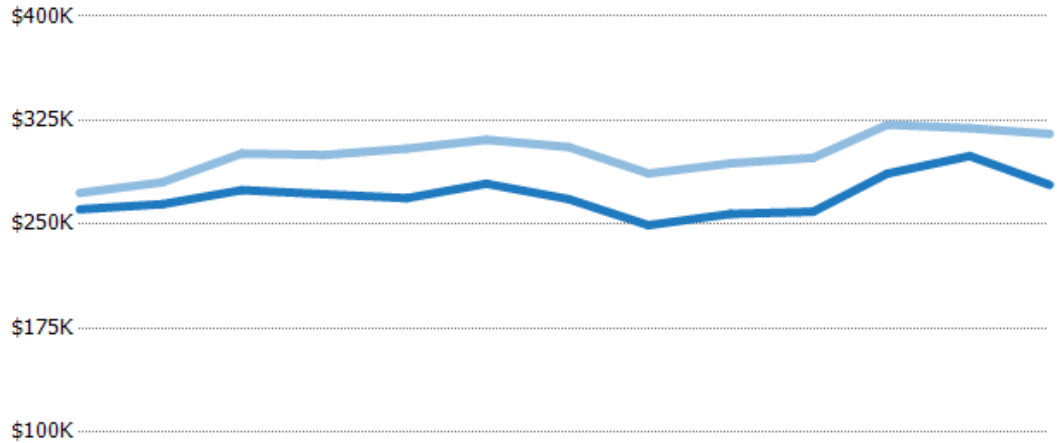
Current Year	\$249K	\$250K	\$260K	\$260K	\$259K	\$260K	\$250K	\$250K	\$262K	\$260K	\$298K	\$275K	\$310K
Prior Year	\$235K	\$235K	\$235K	\$239K	\$240K	\$240K	\$240K	\$240K	\$249K	\$240K	\$239K	\$249K	\$249K
Percent Change from Prior Year	6%	6%	11%	9%	8%	8%	4%	4%	5%	8%	25%	10%	24%

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



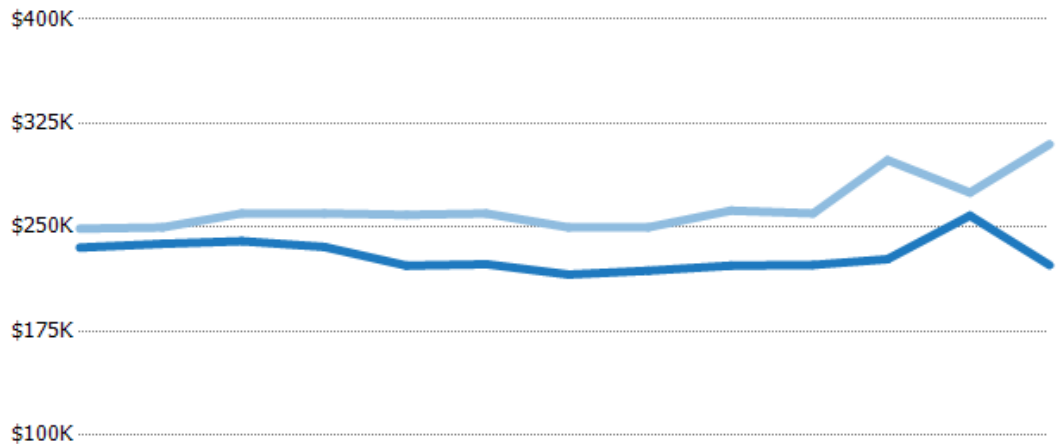
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$261K	\$264K	\$275K	\$272K	\$269K	\$279K	\$268K	\$249K	\$257K	\$259K	\$287K	\$299K	\$278K
Avg Listing Price	\$273K	\$280K	\$301K	\$300K	\$305K	\$311K	\$306K	\$287K	\$294K	\$298K	\$322K	\$319K	\$315K
Avg Listing Price as a % of Avg Est Value	105%	106%	110%	110%	113%	111%	114%	115%	114%	115%	112%	107%	113%

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



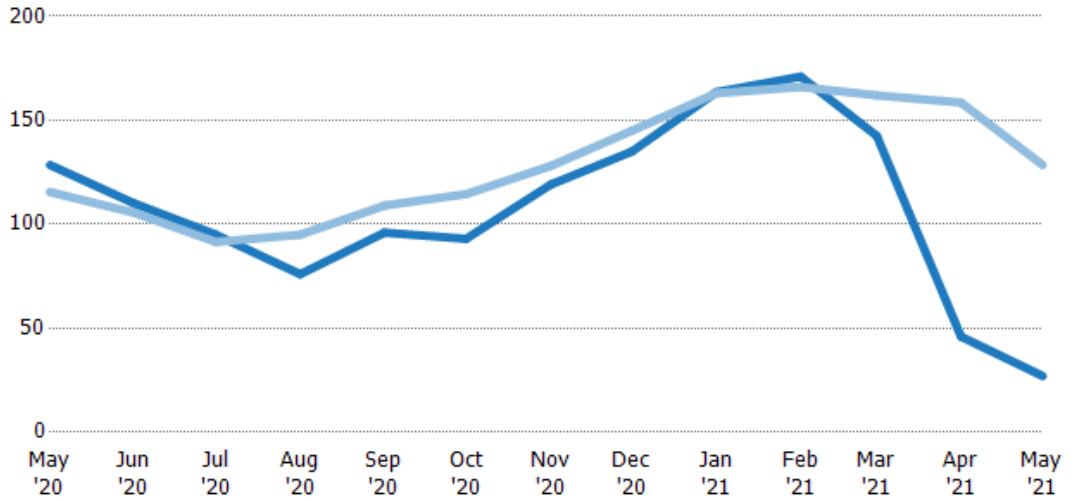
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$235K	\$238K	\$240K	\$236K	\$222K	\$223K	\$216K	\$219K	\$222K	\$223K	\$227K	\$258K	\$223K
Median Listing Price	\$249K	\$250K	\$260K	\$260K	\$259K	\$260K	\$250K	\$250K	\$262K	\$260K	\$298K	\$275K	\$310K
Med Listing Price as a % of Med Est Value	106%	105%	108%	110%	116%	116%	116%	114%	118%	117%	131%	106%	139%

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.
May '21	27	-79%
May '20	129	11.3%
May '19	116	-23.4%

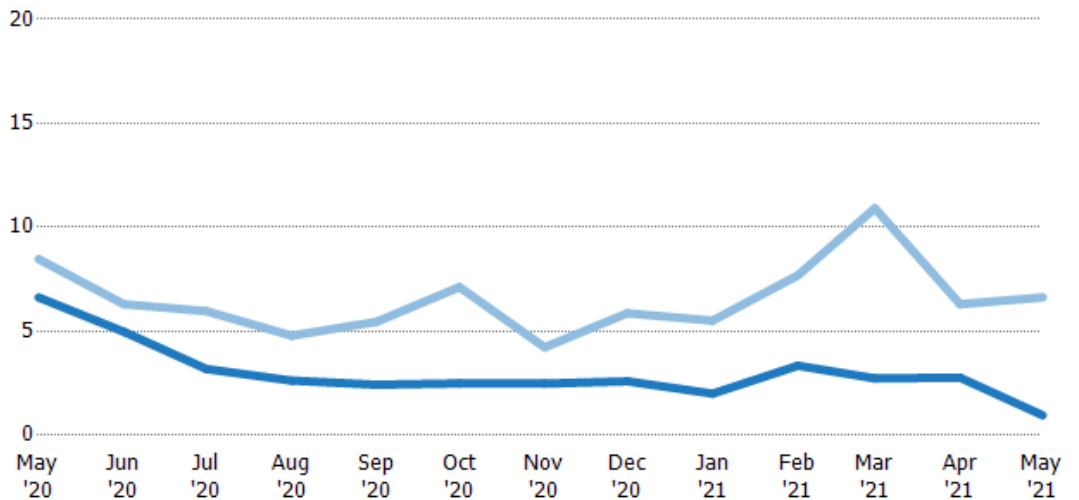
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	129	110	95	76	96	93	119	135	164	171	143	46	27
Prior Year	116	106	91.5	95	109	115	128	145	163	166	162	159	129
Percent Change from Prior Year	11%	4%	4%	-20%	-12%	-19%	-7%	-7%	0%	3%	-12%	-71%	-79%

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.
May '21	0	-85.5%
May '20	6.63	-21.8%
May '19	8.47	14.6%

	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	6.63	4.98	3.18	2.63	2.43	2.49	2.49	2.6	2	3.34	2.74	2.77	0
Prior Year	8.47	6.3	5.97	4.79	5.46	7.13	4.23	5.87	5.51	7.69	10.9	6.3	6.63
Percent Change from Prior Year	-22%	-21%	-47%	-45%	-56%	-65%	-41%	-56%	-64%	-56%	-75%	-56%	-86%

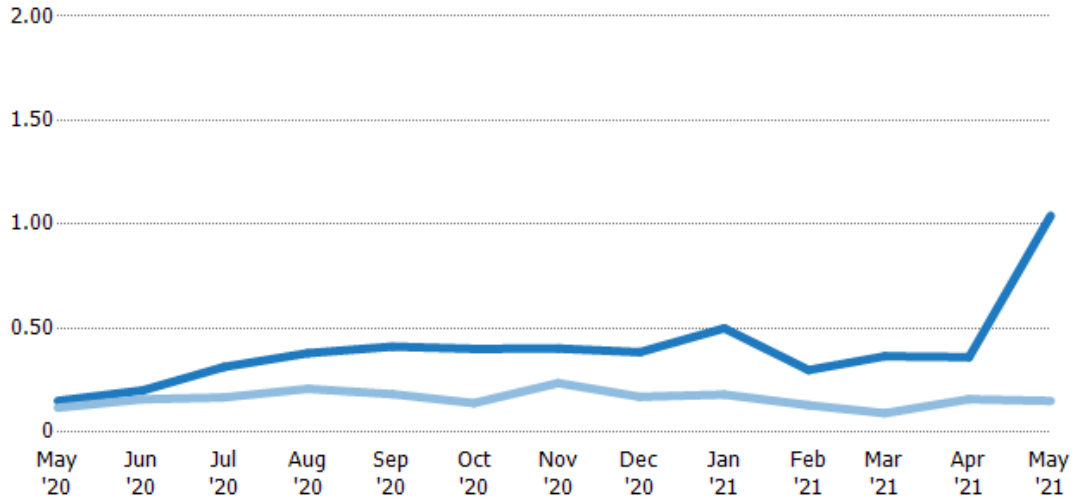
Absorption Rate

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.
May '21	104%	-89%
May '20	15%	-3.3%
May '19	12%	-12.8%



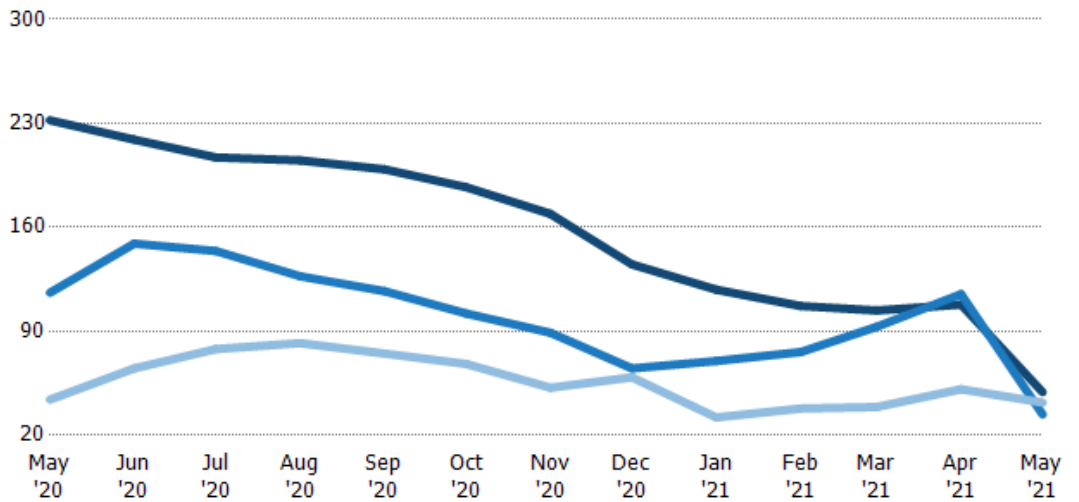
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	15%	20%	31%	38%	41%	40%	40%	39%	50%	30%	37%	36%	104%
Prior Year	12%	16%	17%	21%	18%	14%	24%	17%	18%	13%	9%	16%	15%
Change from Prior Year	-3%	-4%	-15%	-17%	-23%	-26%	-17%	-21%	-32%	-17%	-27%	-20%	-89%

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



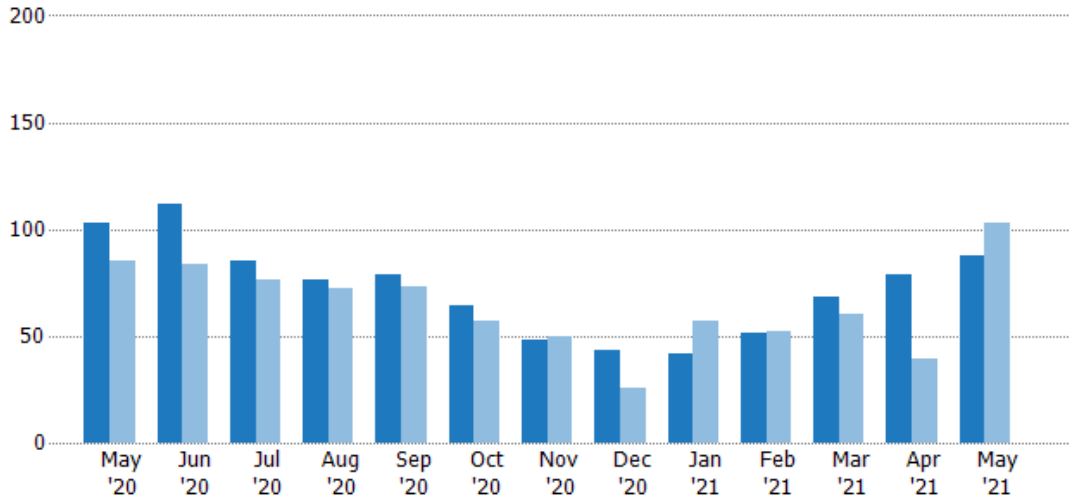
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	232	219	207	205	199	187	169	135	118	107	104	108	49
Pending	116	149	144	127	117	102	89	65	70	76	93	115	34
Sold	44	65	78	82	75	68	52	59	32	38	39	51	42

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



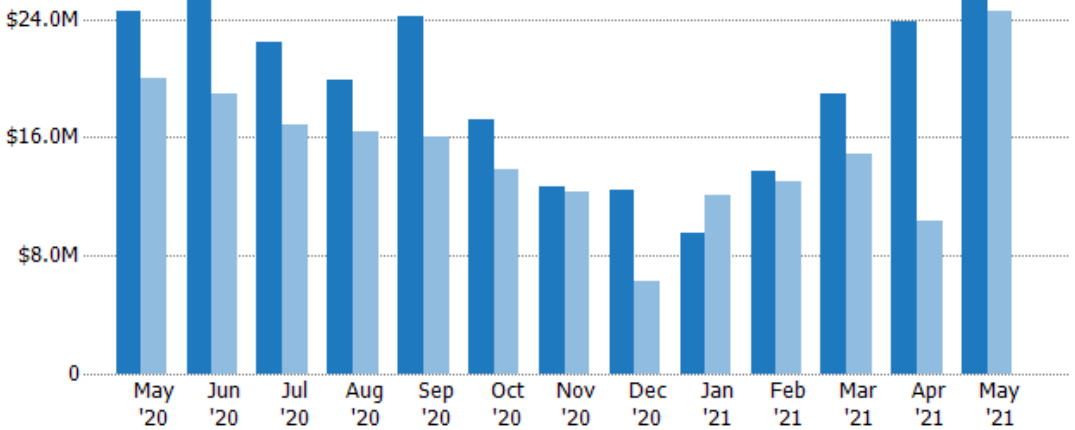
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	103	112	85	76	79	64	48	43	42	51	68	79	88
Prior Year	85	84	76	72	73	57	50	26	57	52	60	39	103
Percent Change from Prior Year	21%	33%	12%	6%	8%	12%	-4%	65%	-26%	-2%	13%	103%	-15%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$24.5M	\$27.2M	\$22.5M	\$19.9M	\$24.1M	\$17.2M	\$12.7M	\$12.5M	\$9.52M	\$13.8M	\$18.9M	\$23.8M	\$26.8M
Prior Year	\$20M	\$19M	\$16.9M	\$16.4M	\$16M	\$13.8M	\$12.3M	\$6.24M	\$12.1M	\$13M	\$14.8M	\$10.4M	\$24.5M
Percent Change from Prior Year	23%	43%	33%	21%	50%	25%	3%	100%	-21%	5%	28%	129%	9%

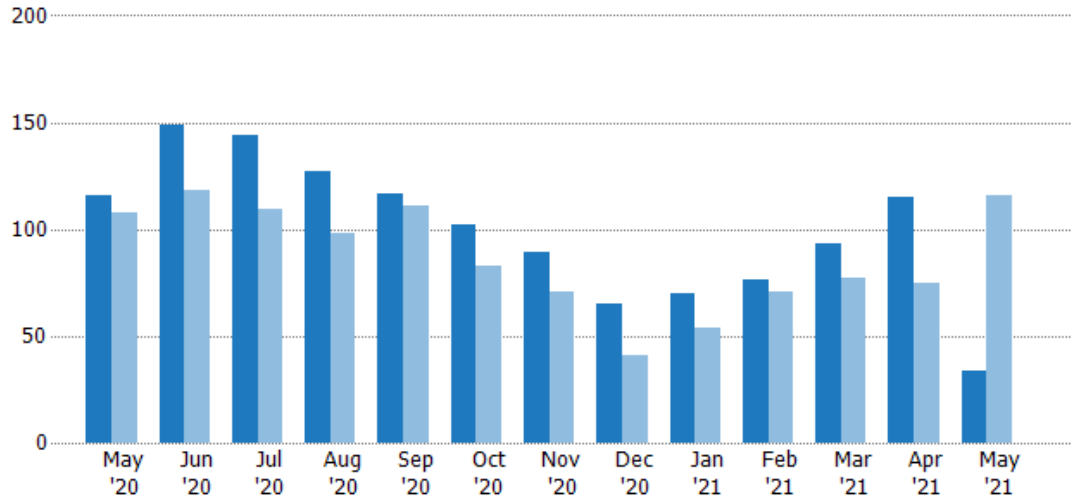
Pending Sales

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.
May '21	34	-70.7%
May '20	116	7.4%
May '19	108	-7.4%



Current Year	116	149	144	127	117	102	89	65	70	76	93	115	34
Prior Year	108	118	109	98	111	83	71	41	54	71	77	75	116
Percent Change from Prior Year	7%	26%	32%	30%	5%	23%	25%	59%	30%	7%	21%	53%	-71%

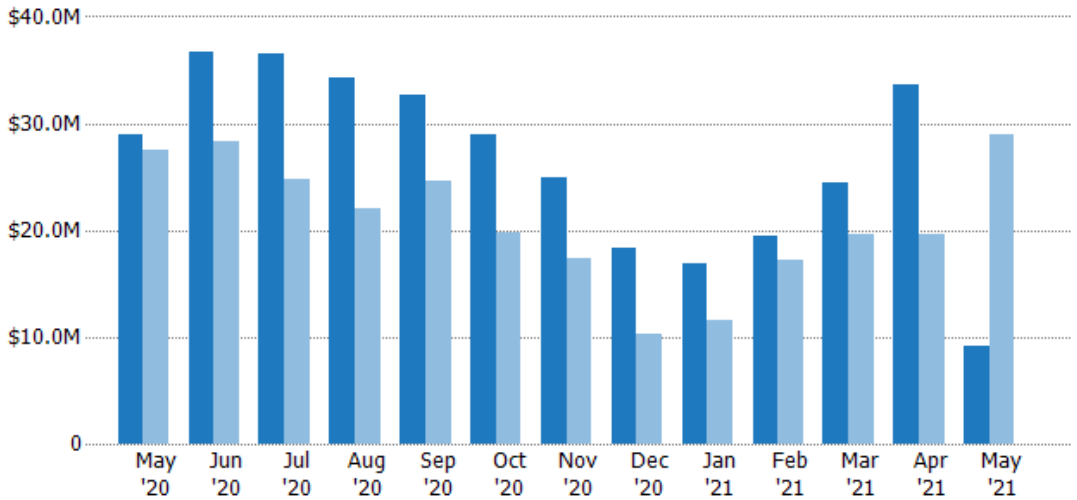
Pending Sales Volume

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.
May '21	\$9.17M	-68.3%
May '20	\$28.9M	4.9%
May '19	\$27.6M	-16.6%



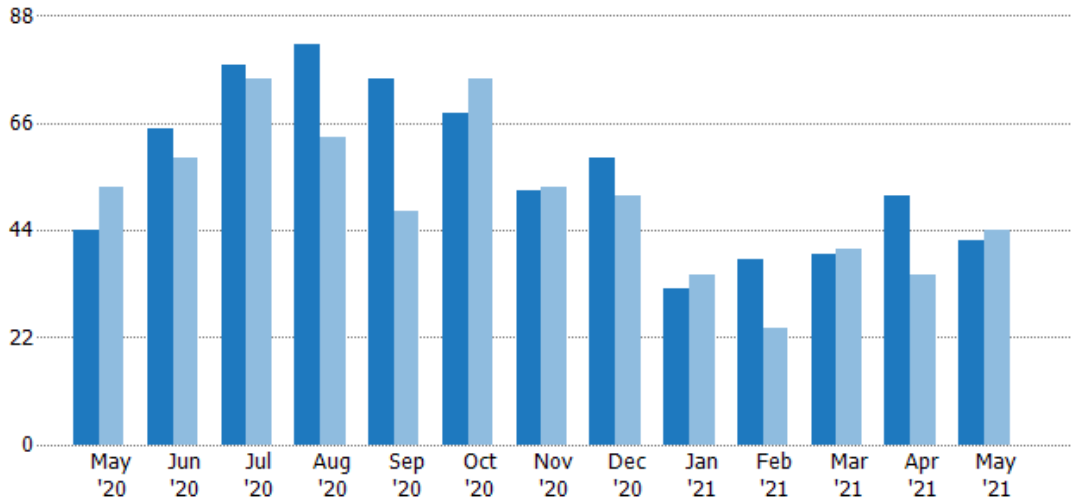
Current Year	\$28.9M	\$36.7M	\$36.5M	\$34.2M	\$32.7M	\$29M	\$25M	\$18.3M	\$16.9M	\$19.4M	\$24.4M	\$33.7M	\$9.17M
Prior Year	\$27.6M	\$28.3M	\$24.8M	\$22M	\$24.6M	\$19.8M	\$17.4M	\$10.3M	\$11.6M	\$17.3M	\$19.7M	\$19.7M	\$28.9M
Percent Change from Prior Year	5%	29%	47%	56%	33%	46%	44%	77%	45%	12%	24%	71%	-68%

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



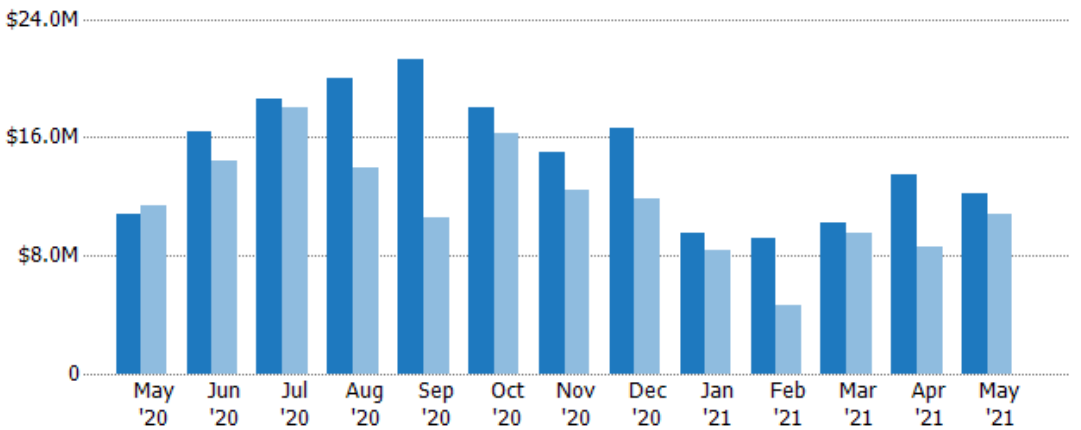
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	44	65	78	82	75	68	52	59	32	38	39	51	42
Prior Year	53	59	75	63	48	75	53	51	35	24	40	35	44
Percent Change from Prior Year	-17%	10%	4%	30%	56%	-9%	-2%	16%	-9%	58%	-3%	46%	-5%

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



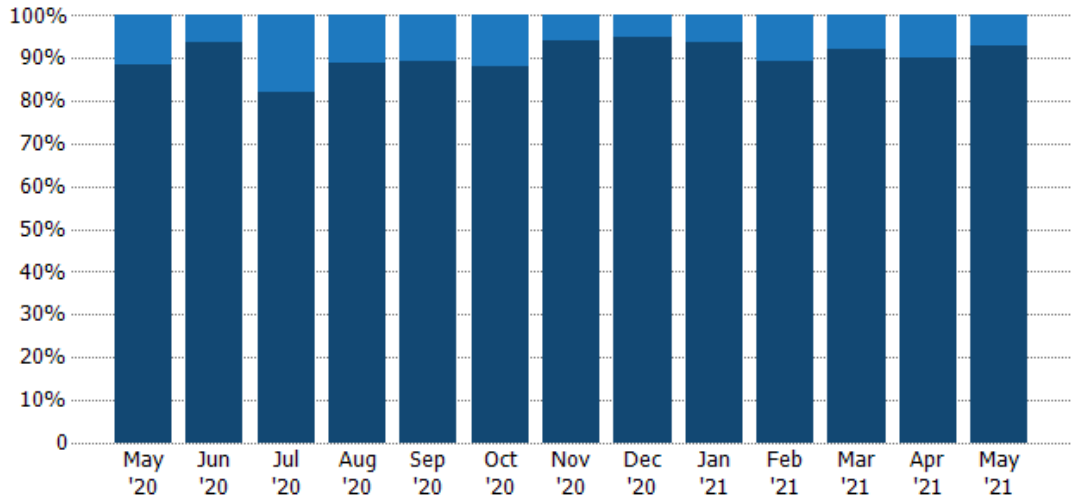
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$10.7M	\$16.4M	\$18.6M	\$20M	\$21.3M	\$18M	\$15M	\$16.7M	\$9.47M	\$9.15M	\$10.2M	\$13.5M	\$12.3M
Prior Year	\$11.4M	\$14.4M	\$18M	\$13.9M	\$10.6M	\$16.2M	\$12.4M	\$11.8M	\$8.32M	\$4.69M	\$9.5M	\$8.62M	\$10.7M
Percent Change from Prior Year	-6%	14%	3%	44%	101%	11%	21%	41%	14%	95%	8%	57%	14%

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



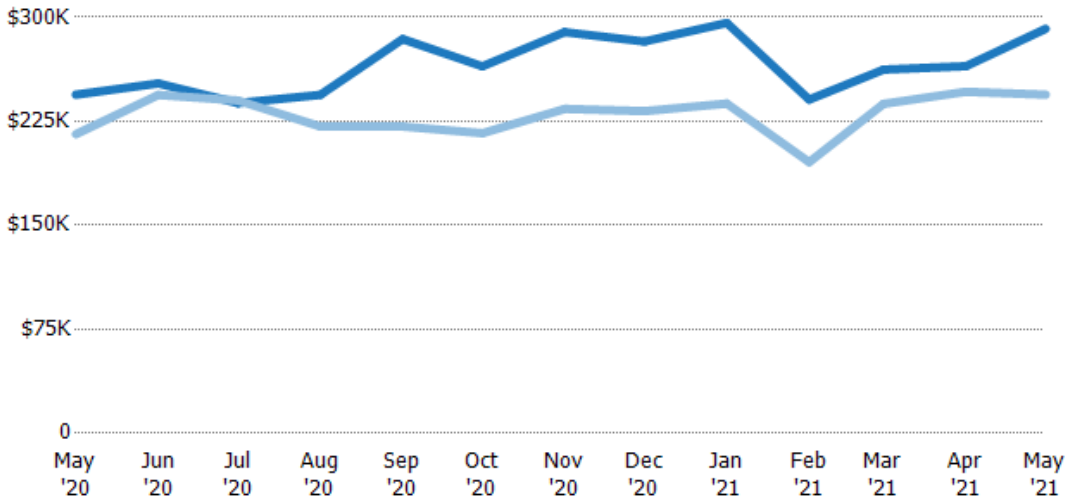
Condo/Townhouse	11%	6%	18%	11%	11%	12%	6%	5%	6%	11%	8%	10%	7%
Single Family Residence	89%	94%	82%	89%	89%	88%	94%	95%	94%	89%	92%	90%	93%

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



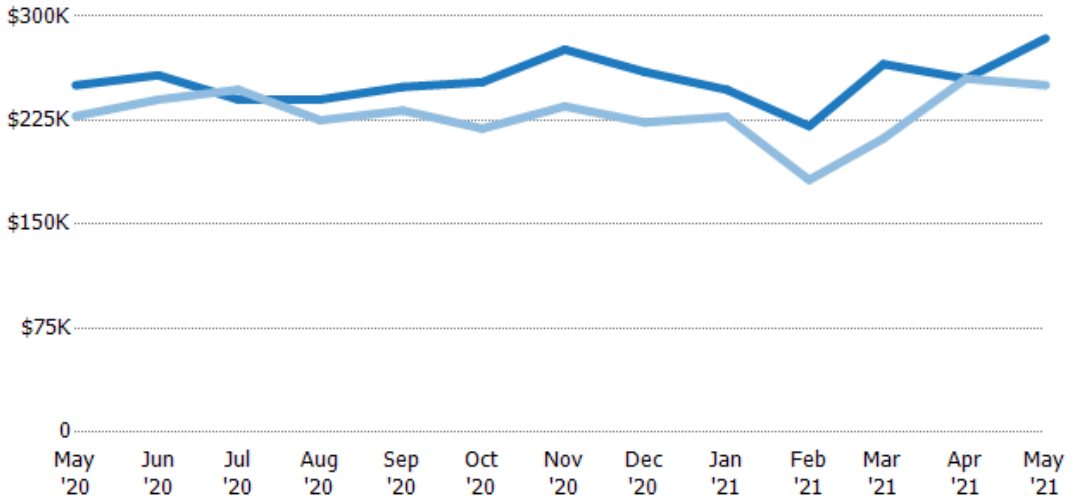
Current Year	\$244K	\$252K	\$238K	\$244K	\$284K	\$265K	\$289K	\$283K	\$296K	\$241K	\$262K	\$265K	\$292K
Prior Year	\$216K	\$244K	\$240K	\$221K	\$221K	\$216K	\$234K	\$232K	\$238K	\$196K	\$238K	\$246K	\$244K
Percent Change from Prior Year	13%	3%	-1%	10%	29%	22%	24%	22%	24%	23%	10%	7%	19%

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



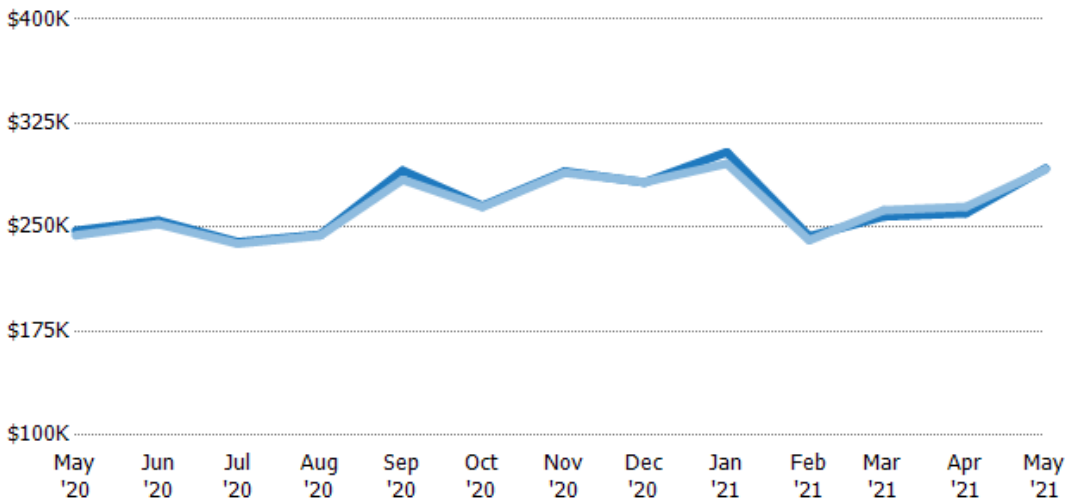
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$250K	\$258K	\$240K	\$240K	\$249K	\$253K	\$276K	\$260K	\$247K	\$221K	\$266K	\$255K	\$284K
Prior Year	\$228K	\$240K	\$247K	\$225K	\$232K	\$219K	\$235K	\$224K	\$228K	\$182K	\$212K	\$255K	\$250K
Percent Change from Prior Year	10%	7%	-3%	7%	7%	15%	17%	16%	9%	21%	25%	0%	13%

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



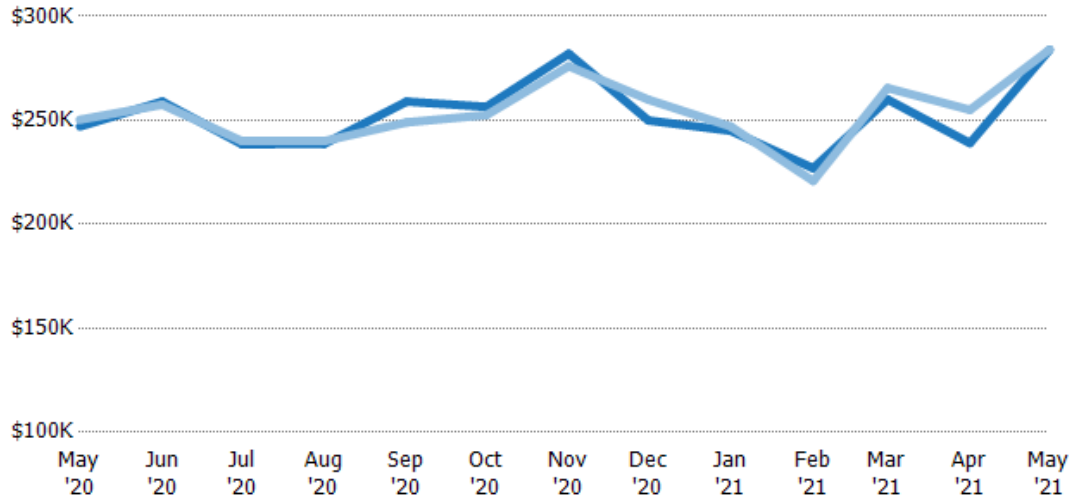
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg List Price	\$248K	\$255K	\$239K	\$245K	\$291K	\$265K	\$290K	\$282K	\$304K	\$243K	\$258K	\$260K	\$292K
Avg Sales Price	\$244K	\$252K	\$238K	\$244K	\$284K	\$265K	\$289K	\$283K	\$296K	\$241K	\$262K	\$265K	\$292K
Avg Sales Price as a % of Avg List Price	99%	99%	100%	100%	98%	100%	100%	100%	97%	99%	102%	102%	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



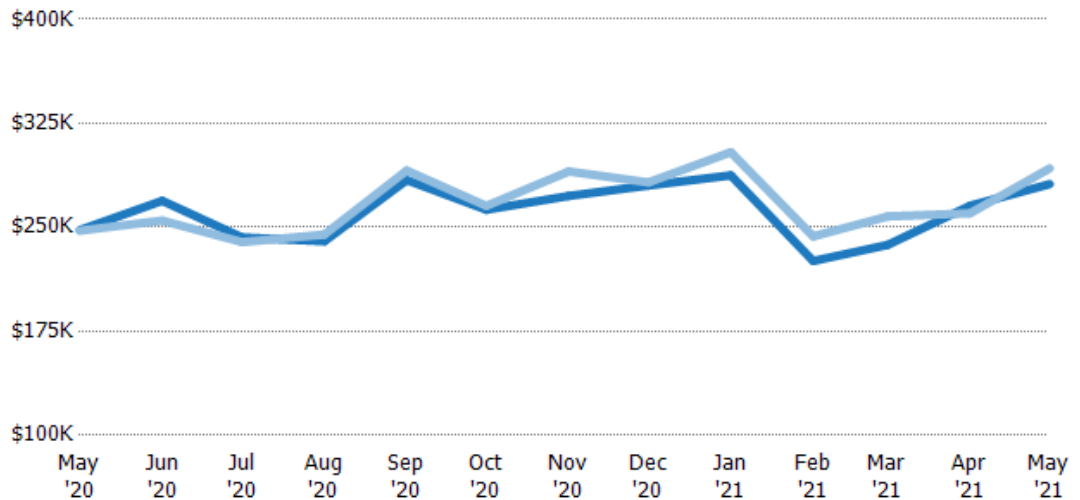
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$247K	\$259K	\$238K	\$239K	\$259K	\$257K	\$282K	\$250K	\$245K	\$227K	\$260K	\$239K	\$284K
Median Sales Price	\$250K	\$258K	\$240K	\$240K	\$249K	\$253K	\$276K	\$260K	\$247K	\$221K	\$266K	\$255K	\$284K
Med Sales Price as a % of Med List Price	101%	99%	101%	101%	96%	98%	98%	104%	101%	97%	102%	107%	100%

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



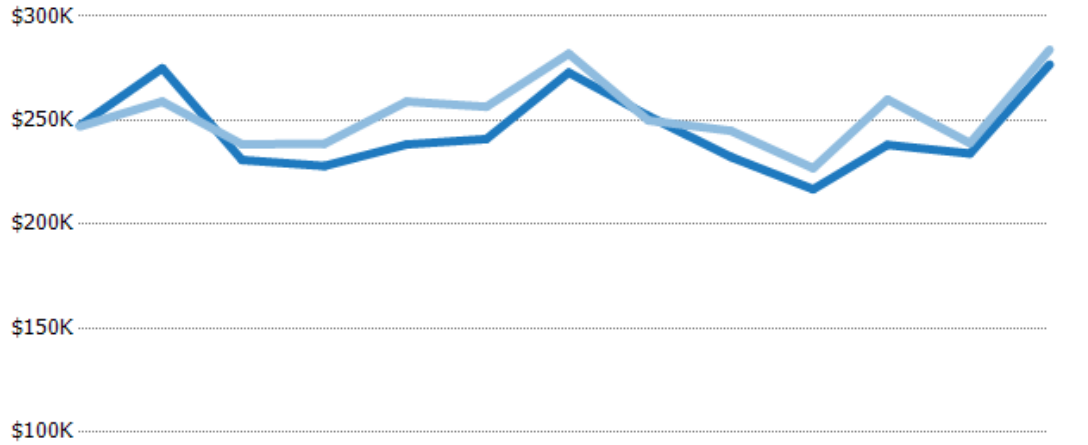
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$248K	\$269K	\$243K	\$240K	\$284K	\$263K	\$273K	\$280K	\$287K	\$226K	\$237K	\$266K	\$281K
Avg Sales Price	\$248K	\$255K	\$239K	\$245K	\$291K	\$265K	\$290K	\$282K	\$304K	\$243K	\$258K	\$260K	\$292K
Avg Sales Price as a % of Avg Est Value	100%	95%	99%	102%	102%	101%	106%	101%	106%	108%	109%	98%	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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$247K	\$275K	\$231K	\$228K	\$238K	\$241K	\$273K	\$252K	\$232K	\$217K	\$238K	\$234K	\$277K
Median Sales Price	\$247K	\$259K	\$238K	\$239K	\$259K	\$257K	\$282K	\$250K	\$245K	\$227K	\$260K	\$239K	\$284K
Med Sales Price as a % of Med Est Value	100%	94%	103%	105%	109%	106%	103%	99%	105%	105%	109%	102%	103%