

## 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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	101	96	+5.2%	412	366	+12.6%
New Listing Volume	\$32,259,390	\$25,180,191	+28.1%	\$124,916,561	\$97,511,610	+28.1%
Active Listing Count	112	221	-49.3%	N/A	N/A	
Active Listing Volume	\$39,458,180	\$61,810,093	-36.2%	N/A	N/A	
Average Listing Price	\$352,305	\$279,684	+26%	\$324,568	\$262,475	+23.7%
Median Listing Price	\$307,000	\$249,900	+22.8%	\$295,199	\$246,738	+19.6%
Median Days in RPR	24.5	106	-76.9%	90.13	140.27	-35.7%
Months of Inventory	2.6	5	-48.1%	2.8	6.7	-58.2%
Absorption Rate	38.39%	19.91%	+18.5%	35.93%	15.01%	+20.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	82	112	-26.8%	411	424	-3.1%
New Pending Sales Volume	\$26,323,509	\$27,244,862	-3.4%	\$119,546,244	\$102,459,844	+16.7%
Pending Sales Count	146	149	-2%	N/A	N/A	
Pending Sales Volume	\$46,226,681	\$36,691,053	+26%	N/A	N/A	
Closed Sales Count	73	67	+9%	279	249	+12%
Closed Sales Volume	\$21,906,717	\$16,982,315	+29%	\$77,629,817	\$59,844,206	+29.7%
Average Sales Price	\$300,092	\$253,467	+18.4%	\$278,243	\$240,338	+15.8%
Median Sales Price	\$285,000	\$259,900	+9.7%	\$262,742	\$239,259	+9.8%

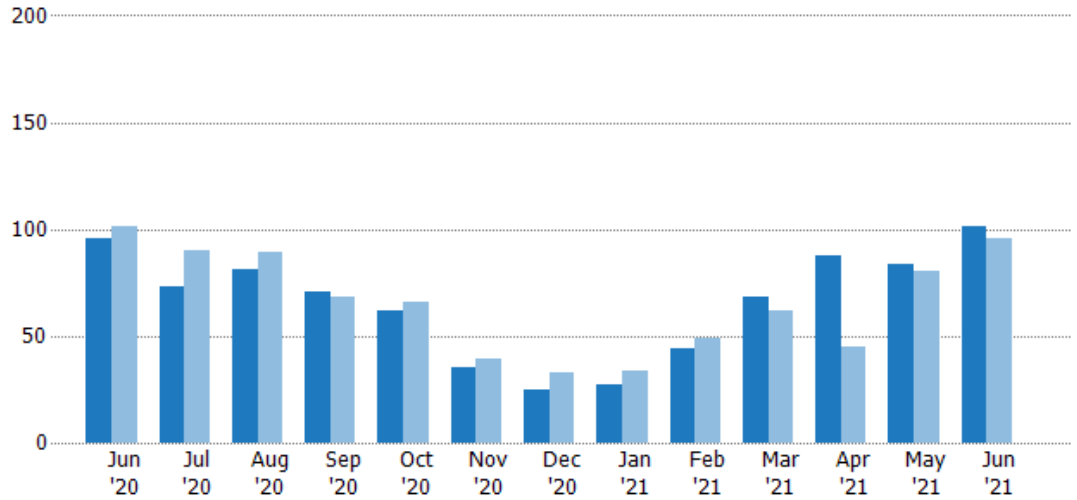
## New Listings

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.
Jun '21	101	5.2%
Jun '20	96	-5%
Jun '19	101	-12.9%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	96	73	81	71	62	35	25	27	44	68	88	84	101
Prior Year	101	90	89	68	66	39	33	34	49	62	45	80	96
Percent Change from Prior Year	-5%	-19%	-9%	4%	-6%	-10%	-24%	-21%	-10%	10%	96%	5%	5%

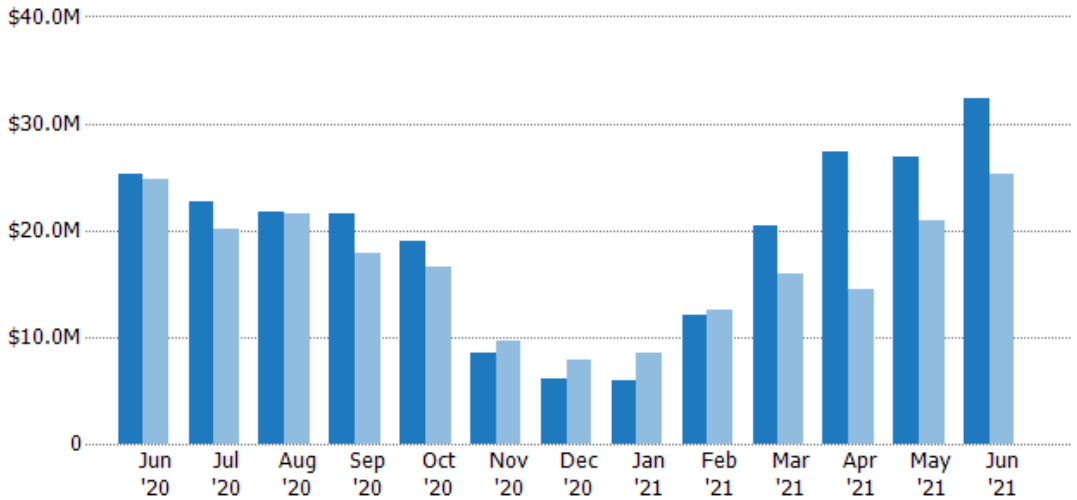
## New Listing Volume

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.
Jun '21	\$32.3M	28.1%
Jun '20	\$25.2M	1.9%
Jun '19	\$24.7M	-15%



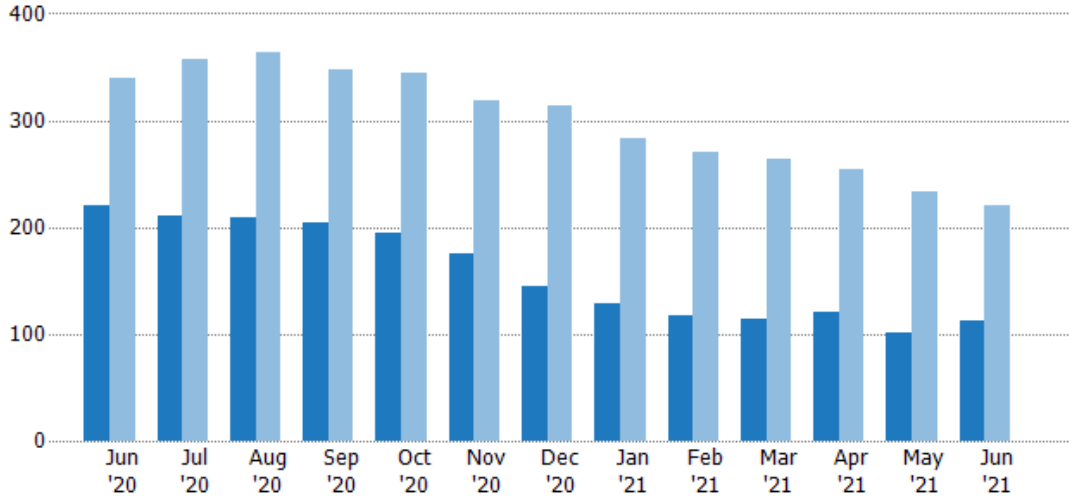
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$25.2M	\$22.7M	\$21.8M	\$21.6M	\$19M	\$8.57M	\$6.14M	\$5.92M	\$12M	\$20.5M	\$27.3M	\$26.9M	\$32.3M
Prior Year	\$24.7M	\$20.2M	\$21.5M	\$17.8M	\$16.5M	\$9.56M	\$7.79M	\$8.58M	\$12.5M	\$15.9M	\$14.5M	\$20.9M	\$25.2M
Percent Change from Prior Year	2%	13%	1%	21%	15%	-10%	-21%	-31%	-4%	29%	89%	28%	28%

## 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



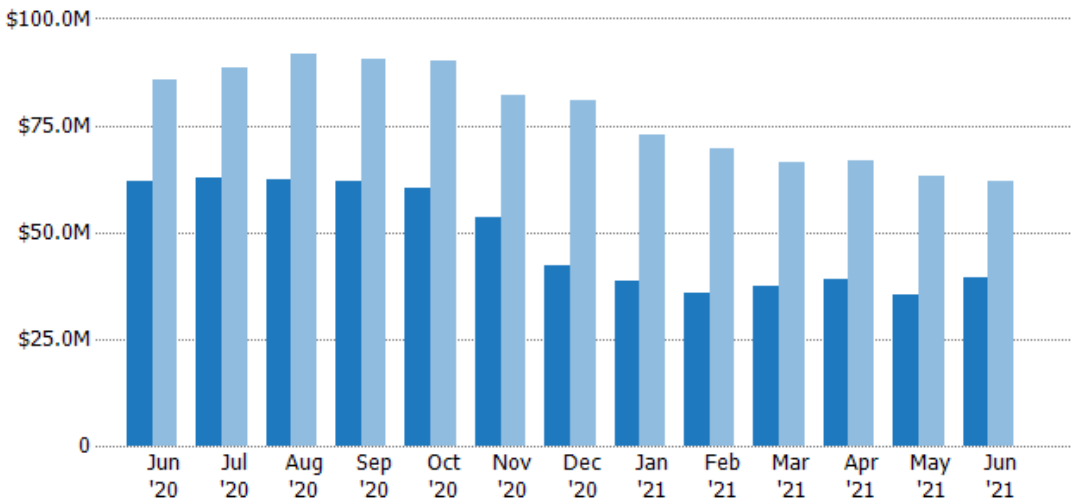
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	221	210	209	205	195	176	144	128	117	114	121	101	112
Prior Year	340	357	364	347	344	319	313	283	271	264	254	233	221
Percent Change from Prior Year	-35%	-41%	-43%	-41%	-43%	-45%	-54%	-55%	-57%	-57%	-52%	-57%	-49%

## 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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$61.8M	\$62.7M	\$62.3M	\$61.9M	\$60.2M	\$53.6M	\$42.2M	\$38.4M	\$35.6M	\$37.2M	\$39M	\$35.2M	\$39.5M
Prior Year	\$85.6M	\$88.3M	\$91.8M	\$90.5M	\$89.9M	\$82.2M	\$81M	\$72.8M	\$69.7M	\$66.2M	\$66.7M	\$63.3M	\$61.8M
Percent Change from Prior Year	-28%	-29%	-32%	-32%	-33%	-35%	-48%	-47%	-49%	-44%	-42%	-44%	-36%

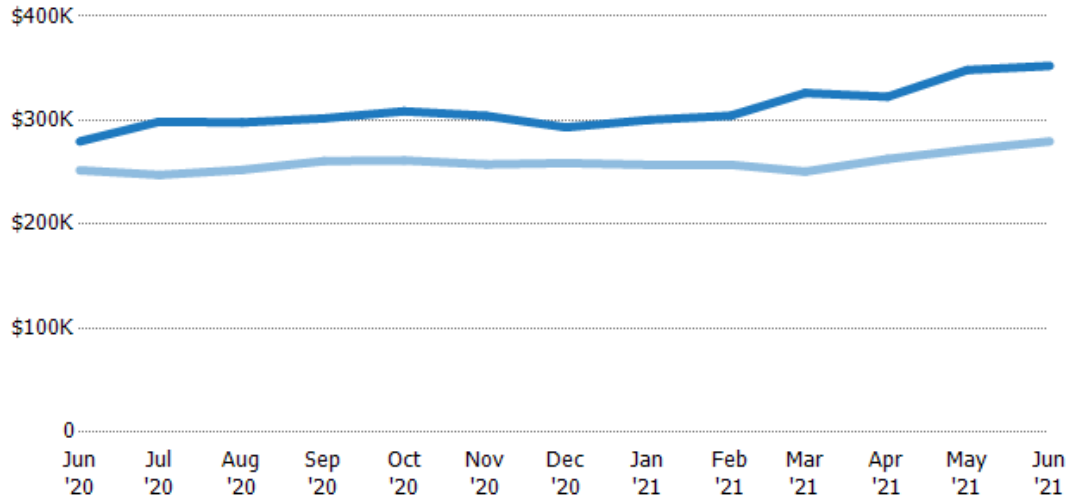
## Average Listing Price

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.
Jun '21	\$352K	26%
Jun '20	\$280K	11%
Jun '19	\$252K	-4.2%



Current Year	\$280K	\$299K	\$298K	\$302K	\$309K	\$304K	\$293K	\$300K	\$304K	\$326K	\$323K	\$348K	\$352K
Prior Year	\$252K	\$247K	\$252K	\$261K	\$261K	\$258K	\$259K	\$257K	\$257K	\$251K	\$263K	\$272K	\$280K
Percent Change from Prior Year	11%	21%	18%	16%	18%	18%	13%	17%	18%	30%	23%	28%	26%

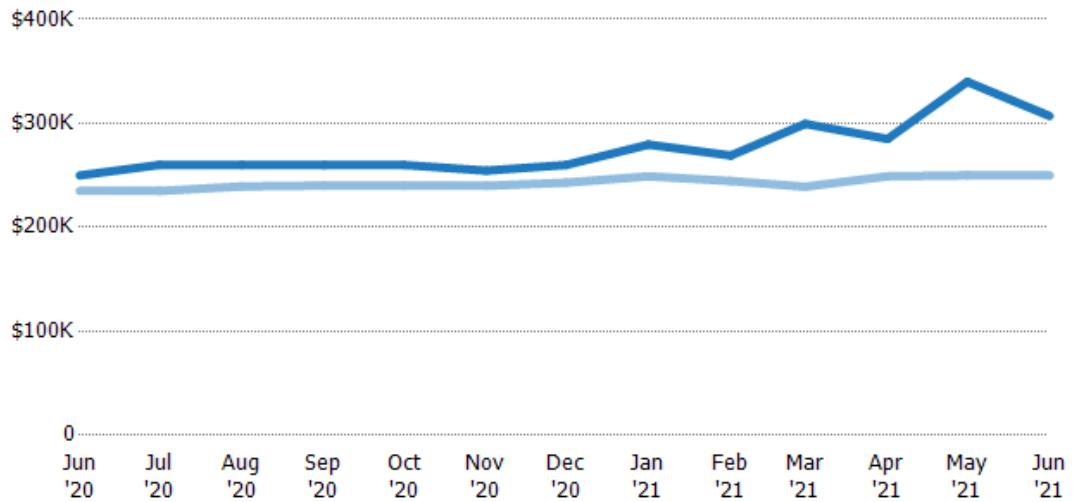
## Median Listing Price

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.
Jun '21	\$307K	22.8%
Jun '20	\$250K	6.4%
Jun '19	\$235K	-1%



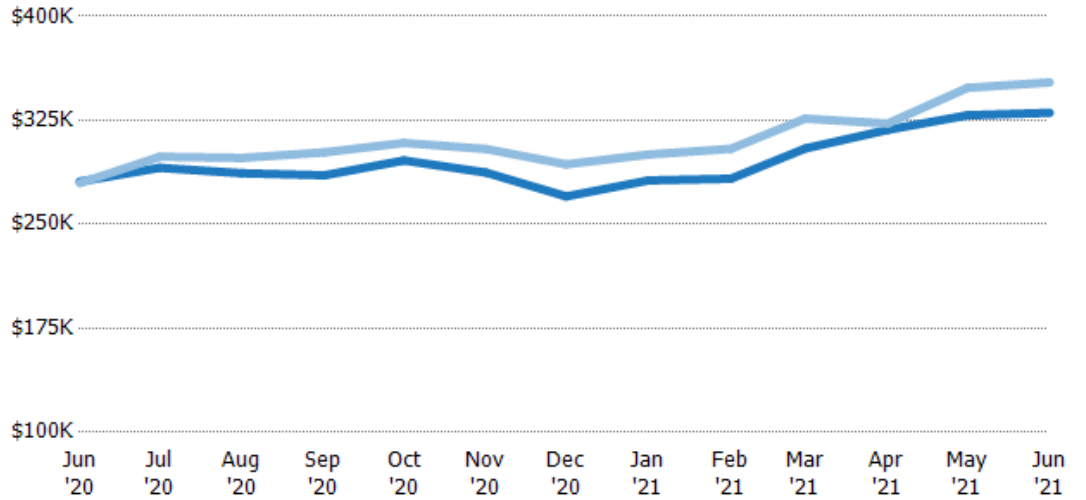
Current Year	\$250K	\$260K	\$260K	\$260K	\$260K	\$255K	\$260K	\$280K	\$269K	\$299K	\$285K	\$340K	\$307K
Prior Year	\$235K	\$235K	\$239K	\$240K	\$240K	\$240K	\$243K	\$249K	\$244K	\$239K	\$249K	\$250K	\$250K
Percent Change from Prior Year	6%	11%	9%	8%	8%	6%	7%	12%	10%	25%	14%	36%	23%

## 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



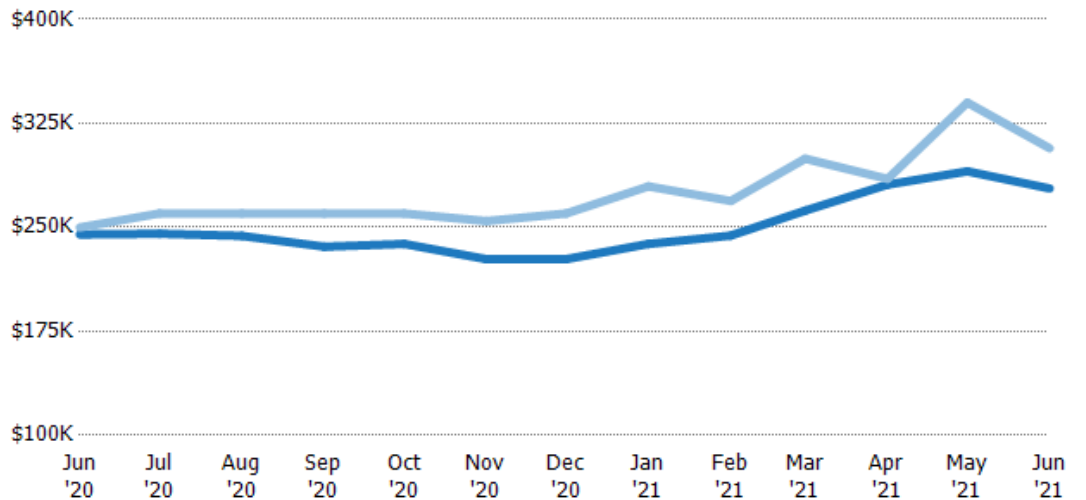
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$281K	\$291K	\$287K	\$285K	\$296K	\$287K	\$270K	\$282K	\$283K	\$305K	\$318K	\$329K	\$330K
Avg Listing Price	\$280K	\$299K	\$298K	\$302K	\$309K	\$304K	\$293K	\$300K	\$304K	\$326K	\$323K	\$348K	\$352K
Avg Listing Price as a % of Avg Est Value	100%	103%	104%	106%	104%	106%	109%	107%	108%	107%	101%	106%	107%

## 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



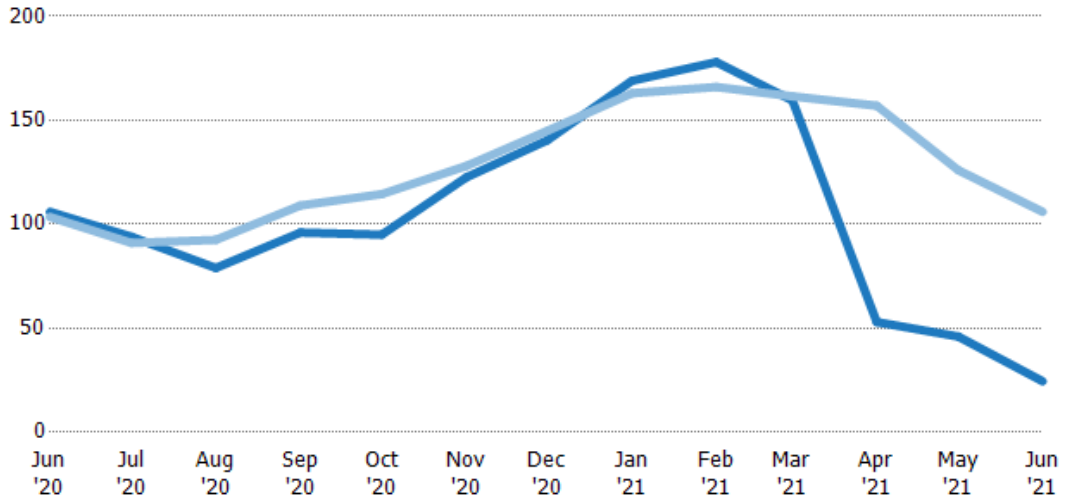
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$245K	\$245K	\$244K	\$236K	\$238K	\$227K	\$227K	\$238K	\$244K	\$262K	\$281K	\$290K	\$278K
Median Listing Price	\$250K	\$260K	\$260K	\$260K	\$260K	\$255K	\$260K	\$280K	\$269K	\$299K	\$285K	\$340K	\$307K
Med Listing Price as a % of Med Est Value	102%	106%	107%	110%	109%	112%	114%	117%	110%	114%	101%	117%	110%

## 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



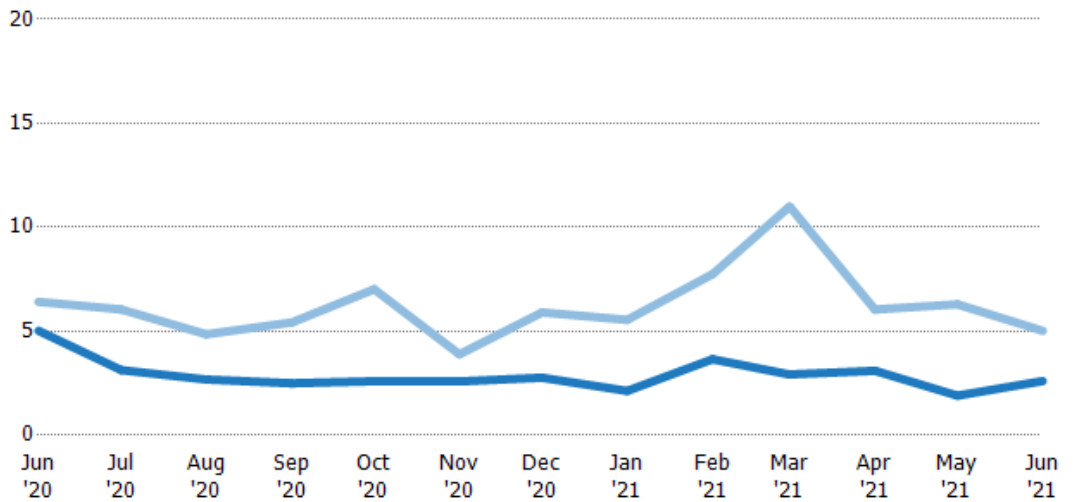
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	106	94	79	96	95	123	141	169	178	160	53	46	24.5
Prior Year	104	91	92.5	109	115	128	145	163	166	162	157	126	106
Percent Change from Prior Year	2%	3%	-15%	-12%	-17%	-4%	-3%	4%	7%	-1%	-66%	-63%	-77%

## 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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	5.02	3.13	2.68	2.5	2.6	2.59	2.77	2.13	3.66	2.92	3.1	1.91	2.6
Prior Year	6.42	6.05	4.85	5.42	7.02	3.89	5.91	5.55	7.74	11	6.05	6.3	5.02
Percent Change from Prior Year	-22%	-48%	-45%	-54%	-63%	-33%	-53%	-62%	-53%	-73%	-49%	-70%	-48%

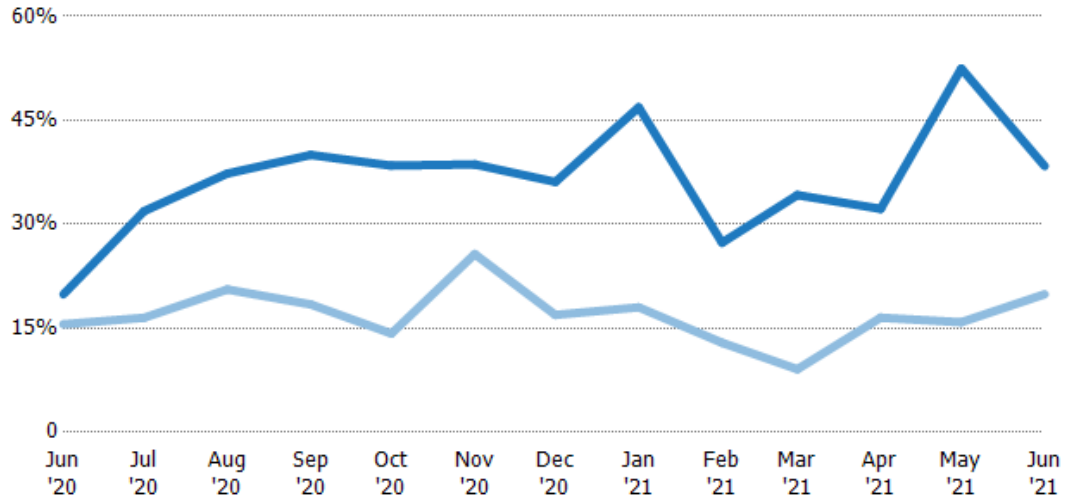
## Absorption Rate

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.
Jun '21	38%	-18.5%
Jun '20	20%	-4.3%
Jun '19	16%	4.4%



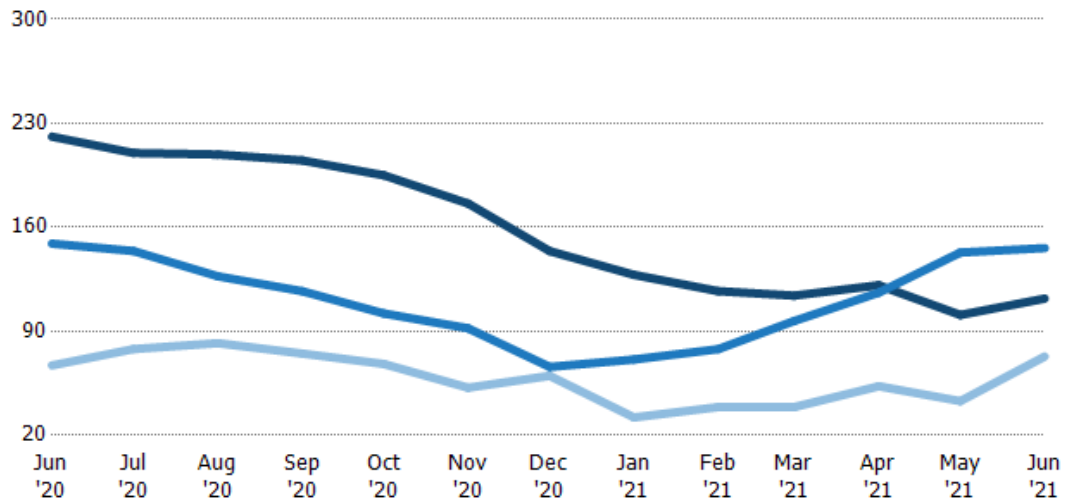
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	20%	32%	37%	40%	38%	39%	36%	47%	27%	34%	32%	52%	38%
Prior Year	16%	17%	21%	18%	14%	26%	17%	18%	13%	9%	17%	16%	20%
Change from Prior Year	-4%	-15%	-17%	-22%	-24%	-13%	-19%	-29%	-14%	-25%	-16%	-37%	-18%

## 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



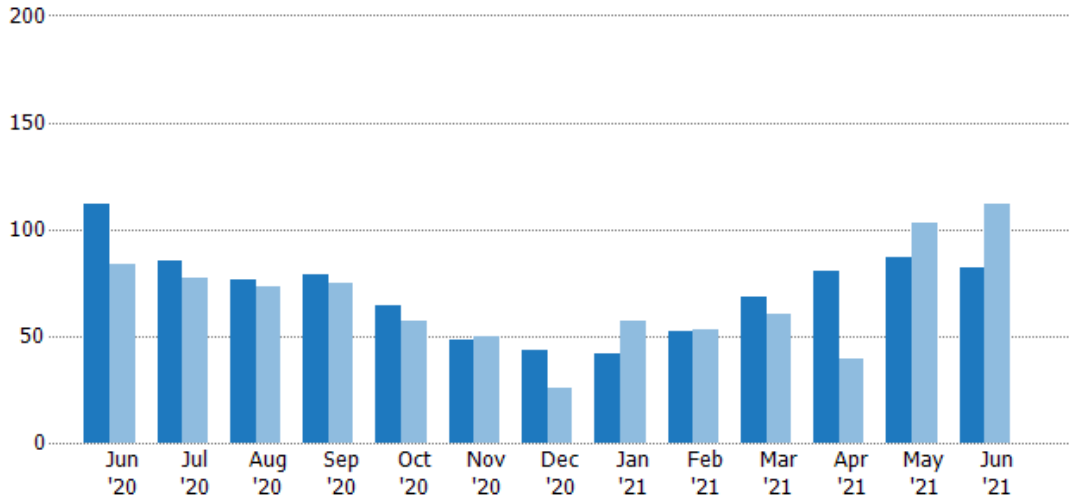
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	221	210	209	205	195	176	144	128	117	114	121	101	112
Pending	149	144	127	117	102	92	66	71	78	97	116	143	146
Sold	67	78	82	75	68	52	60	32	39	39	53	43	73

## 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



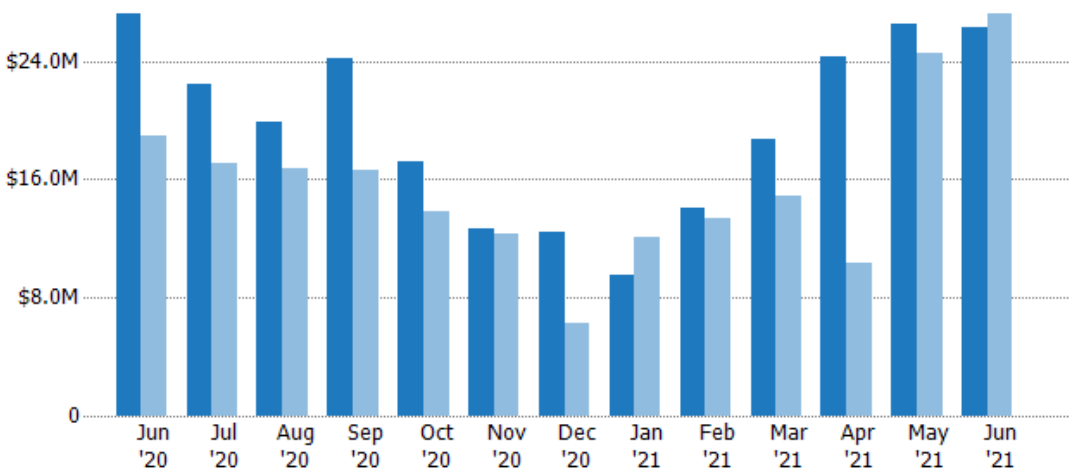
	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	112	85	76	79	64	48	43	42	52	68	80	87	82
Prior Year	84	77	73	75	57	50	26	57	53	60	39	103	112
Percent Change from Prior Year	33%	10%	4%	5%	12%	-4%	65%	-26%	-2%	13%	105%	-16%	-27%

## 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



	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$27.2M	\$22.5M	\$19.9M	\$24.1M	\$17.2M	\$12.7M	\$12.5M	\$9.52M	\$14.1M	\$18.8M	\$24.3M	\$26.6M	\$26.3M
Prior Year	\$19M	\$17.1M	\$16.8M	\$16.7M	\$13.8M	\$12.3M	\$6.24M	\$12.1M	\$13.4M	\$14.8M	\$10.4M	\$24.5M	\$27.2M
Percent Change from Prior Year	43%	31%	18%	45%	25%	3%	100%	-21%	5%	26%	134%	8%	-3%

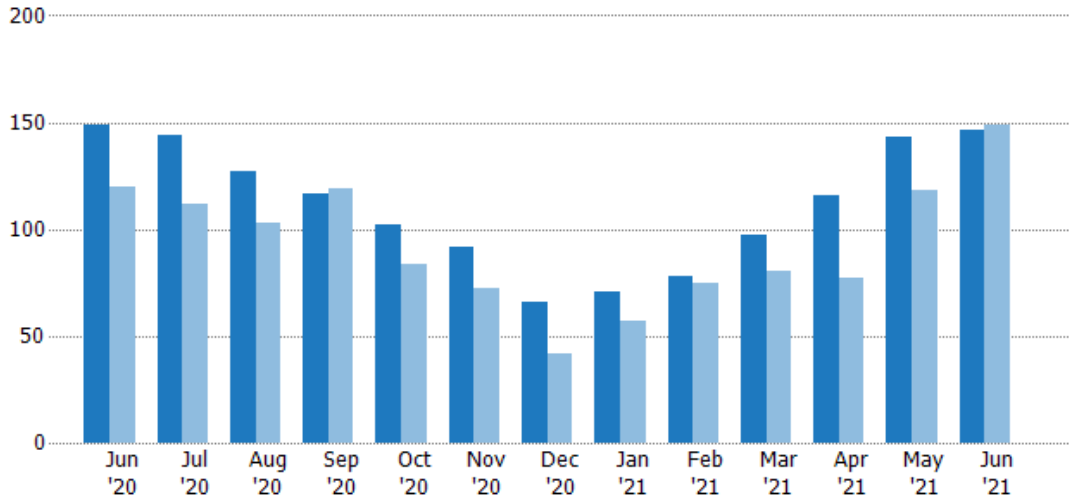


## Pending Sales

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



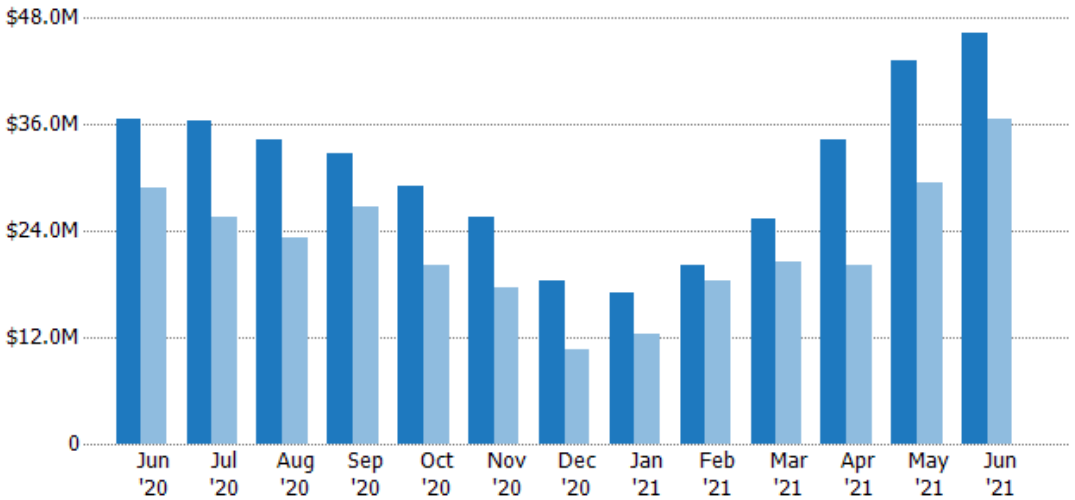
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	149	144	127	117	102	92	66	71	78	97	116	143	146
Prior Year	120	112	103	119	84	72	42	57	75	80	77	118	149
Percent Change from Prior Year	24%	29%	23%	-2%	21%	28%	57%	25%	4%	21%	51%	21%	-2%

## 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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$36.7M	\$36.5M	\$34.2M	\$32.7M	\$29M	\$25.5M	\$18.4M	\$17.1M	\$20M	\$25.3M	\$34.2M	\$43.2M	\$46.2M
Prior Year	\$28.8M	\$25.5M	\$23.3M	\$26.6M	\$20.1M	\$17.7M	\$10.6M	\$12.4M	\$18.4M	\$20.4M	\$20.2M	\$29.5M	\$36.7M
Percent Change from Prior Year	27%	43%	47%	23%	44%	44%	74%	38%	9%	24%	69%	47%	26%

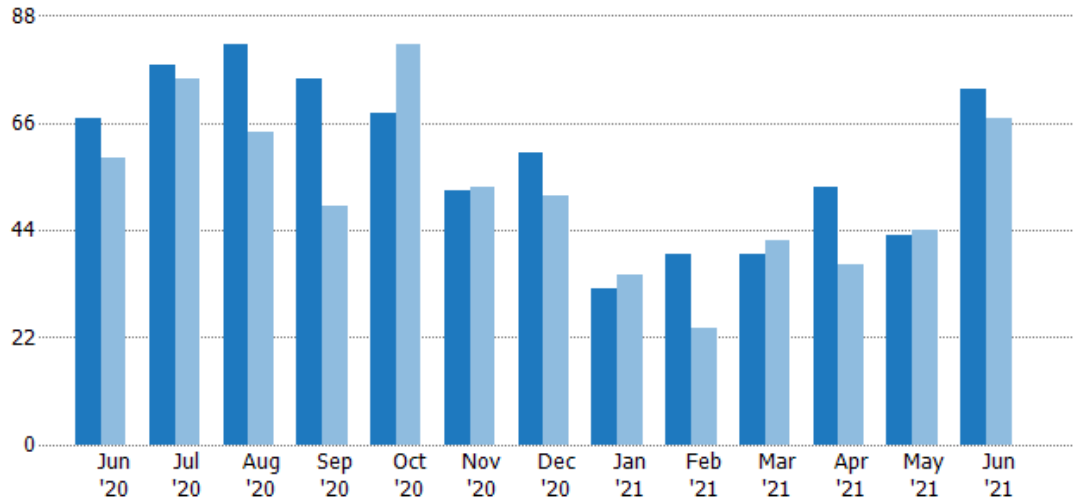
## Closed Sales

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.
Jun '21	73	9%
Jun '20	67	13.6%
Jun '19	59	25.4%



Current Year	67	78	82	75	68	52	60	32	39	39	53	43	73
Prior Year	59	75	64	49	82	53	51	35	24	42	37	44	67
Percent Change from Prior Year	14%	4%	28%	53%	-17%	-2%	18%	-9%	63%	-7%	43%	-2%	9%

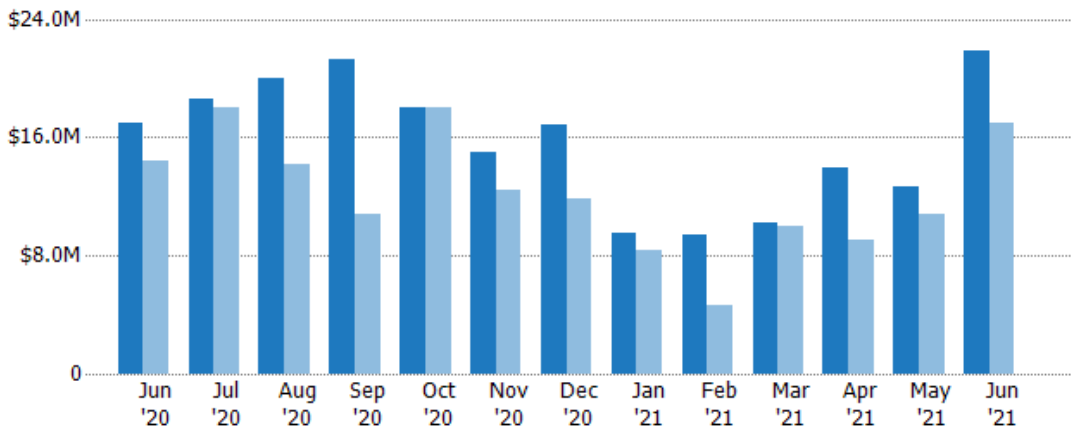
## Closed Sales Volume

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.
Jun '21	\$21.9M	29%
Jun '20	\$17M	18%
Jun '19	\$14.4M	12.4%



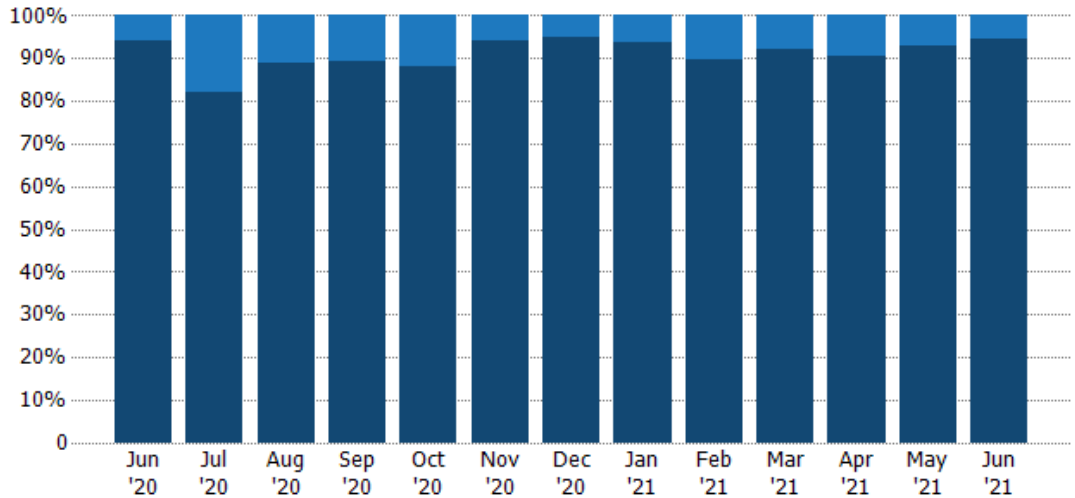
Current Year	\$17M	\$18.6M	\$20M	\$21.3M	\$18M	\$15M	\$16.8M	\$9.47M	\$9.44M	\$10.2M	\$13.9M	\$12.7M	\$21.9M
Prior Year	\$14.4M	\$18M	\$14.2M	\$10.8M	\$18M	\$12.4M	\$11.8M	\$8.32M	\$4.69M	\$10M	\$9.08M	\$10.7M	\$17M
Percent Change from Prior Year	18%	3%	41%	97%	0%	21%	42%	14%	101%	2%	53%	18%	29%

## 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



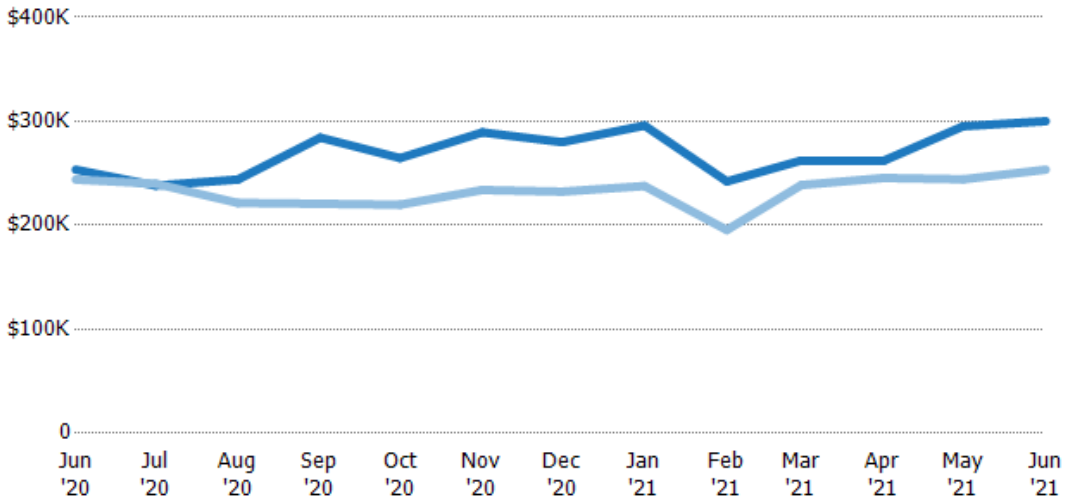
Condo/Townhouse	6%	18%	11%	11%	12%	6%	5%	6%	10%	8%	9%	7%	5%
Single Family Residence	94%	82%	89%	89%	88%	94%	95%	94%	90%	92%	91%	93%	95%

## 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



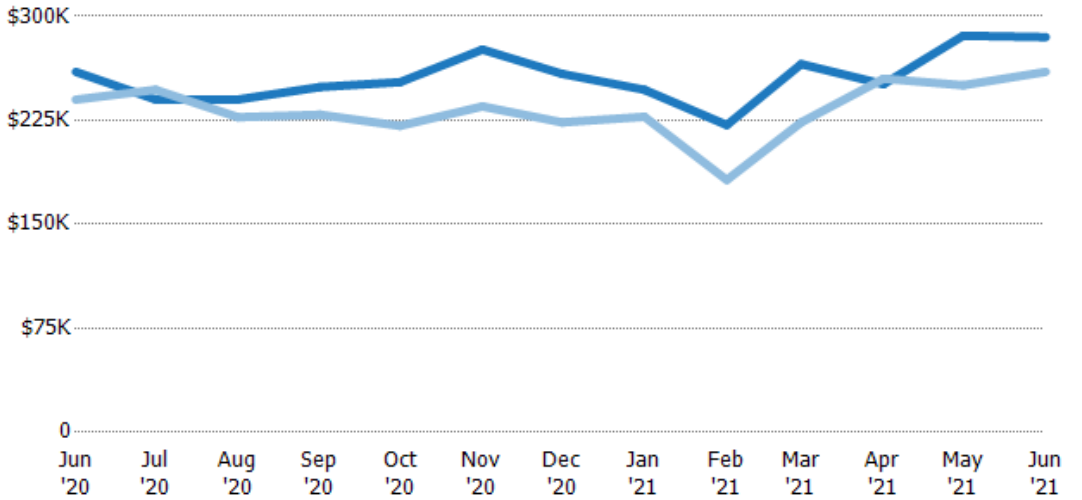
Current Year	\$253K	\$238K	\$244K	\$284K	\$265K	\$289K	\$280K	\$296K	\$242K	\$262K	\$262K	\$295K	\$300K
Prior Year	\$244K	\$240K	\$221K	\$221K	\$220K	\$234K	\$232K	\$238K	\$196K	\$239K	\$245K	\$244K	\$253K
Percent Change from Prior Year	4%	-1%	10%	29%	20%	24%	20%	24%	24%	10%	7%	21%	18%

## 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



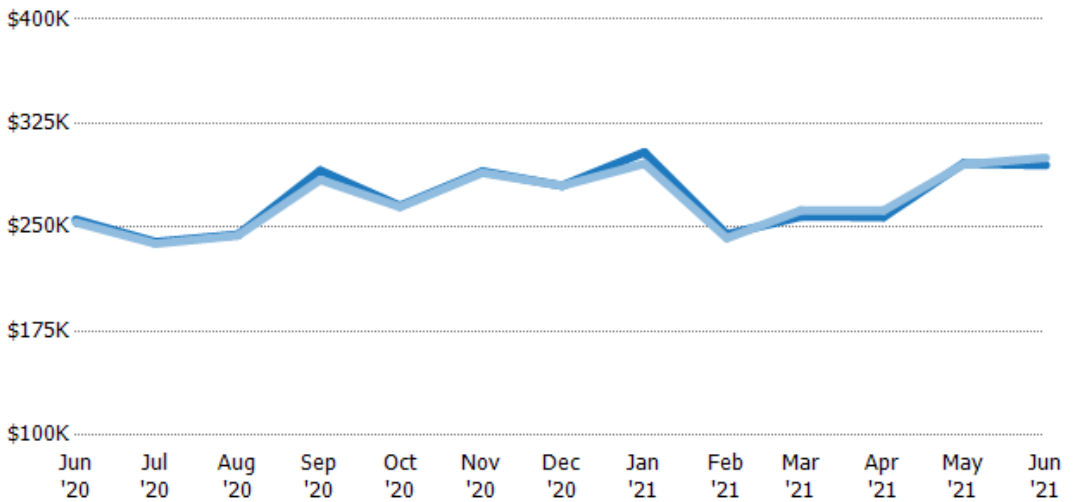
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$260K	\$240K	\$240K	\$249K	\$253K	\$276K	\$258K	\$247K	\$222K	\$266K	\$251K	\$286K	\$285K
Prior Year	\$240K	\$247K	\$227K	\$229K	\$221K	\$235K	\$224K	\$228K	\$182K	\$224K	\$255K	\$250K	\$260K
Percent Change from Prior Year	8%	-3%	6%	9%	14%	17%	16%	9%	22%	19%	-2%	14%	10%

## 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



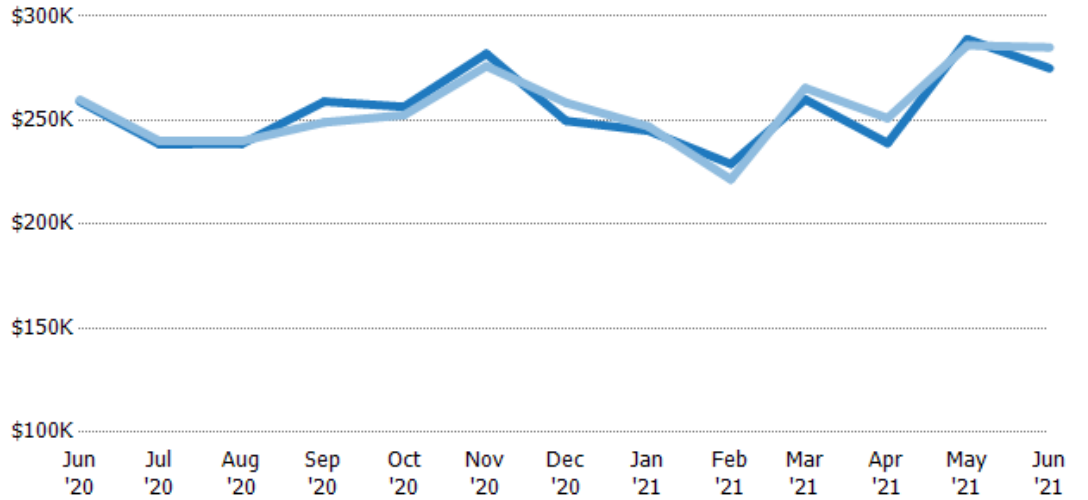
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg List Price	\$256K	\$239K	\$245K	\$291K	\$265K	\$290K	\$280K	\$304K	\$245K	\$258K	\$257K	\$296K	\$295K
Avg Sales Price	\$253K	\$238K	\$244K	\$284K	\$265K	\$289K	\$280K	\$296K	\$242K	\$262K	\$262K	\$295K	\$300K
Avg Sales Price as a % of Avg List Price	99%	100%	100%	98%	100%	100%	100%	97%	99%	102%	102%	100%	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

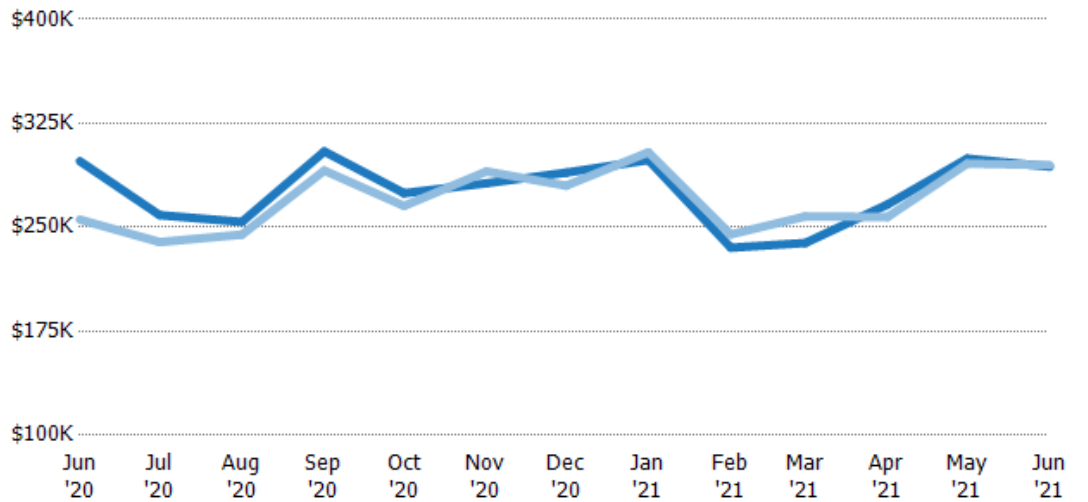


## Average Sales Price vs Average Est Value

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

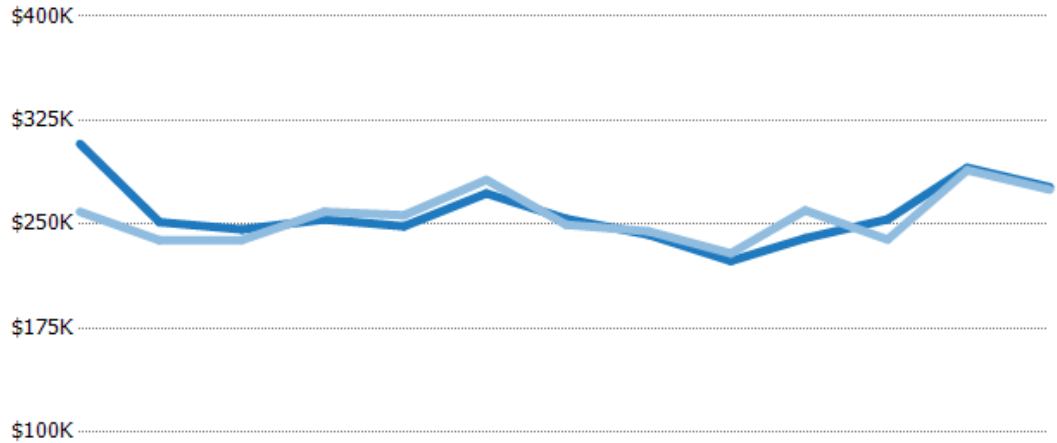


## Median Sales Price vs Median Est Value

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$308K	\$252K	\$246K	\$254K	\$249K	\$272K	\$254K	\$242K	\$224K	\$240K	\$254K	\$291K	\$277K
Median Sales Price	\$259K	\$238K	\$239K	\$259K	\$257K	\$282K	\$250K	\$245K	\$229K	\$260K	\$239K	\$289K	\$275K
Med Sales Price as a % of Med Est Value	84%	95%	97%	102%	103%	104%	98%	101%	102%	108%	94%	99%	99%