

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	61	73	-16.4%	473	439	+7.7%
New Listing Volume	\$20,608,324	\$22,746,797	-9.4%	\$145,524,885	\$120,258,407	+21%
Active Listing Count	—	210	—	N/A	N/A	
Active Listing Volume	—	\$62,717,716	—	N/A	N/A	
Average Listing Price	—	\$298,656	—	\$324,568	\$266,751	+21.7%
Median Listing Price	—	\$260,000	—	\$295,199	\$247,999	+19%
Median Days in RPR	—	94	—	76.66	129.17	-40.6%
Months of Inventory	—	3.1	-100%	2.1	5.7	-62.8%
Absorption Rate	—	31.9%	—	47.19%	17.54%	+29.6%
Sales Activity Charts Metrics						
New Pending Sales Count	64	85	-24.7%	475	509	-6.7%
New Pending Sales Volume	\$20,167,649	\$22,472,855	-10.3%	\$139,713,893	\$124,932,699	+11.8%
Pending Sales Count	—	144	—	N/A	N/A	
Pending Sales Volume	—	\$36,504,848	—	N/A	N/A	
Closed Sales Count	49	78	-37.2%	328	327	+0.3%
Closed Sales Volume	\$17,001,715	\$18,576,750	-8.5%	\$94,631,532	\$78,420,956	+20.7%
Average Sales Price	\$346,974	\$238,163	+45.7%	\$288,511	\$239,819	+20.3%
Median Sales Price	\$340,000	\$240,000	+41.7%	\$274,283	\$239,436	+14.6%

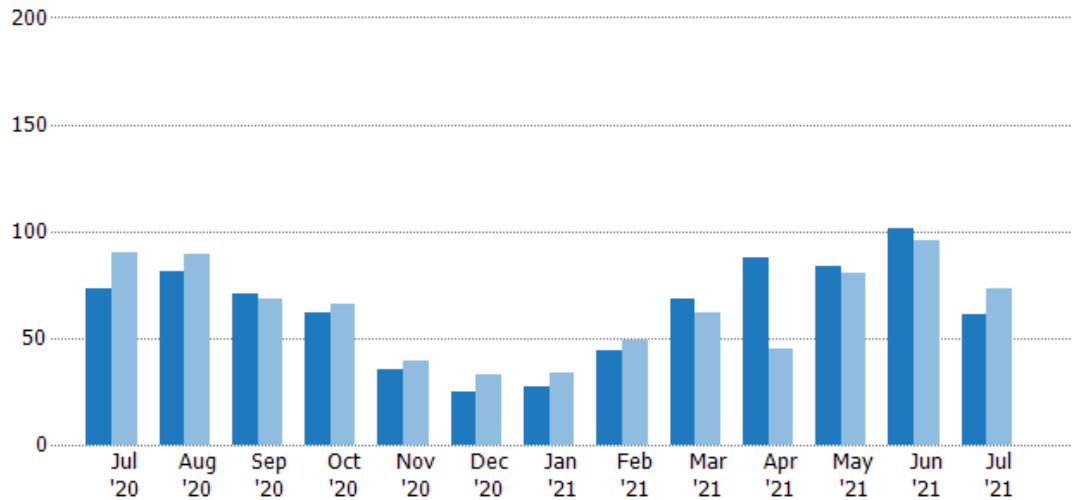
New Listings

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.
Jul '21	61	-16.4%
Jul '20	73	-18.9%
Jul '19	90	-1.1%



Current Year	73	81	71	62	35	25	27	44	68	88	84	101	61
Prior Year	90	89	68	66	39	33	34	49	62	45	80	96	73
Percent Change from Prior Year	-19%	-9%	4%	-6%	-10%	-24%	-21%	-10%	10%	96%	5%	5%	-16%

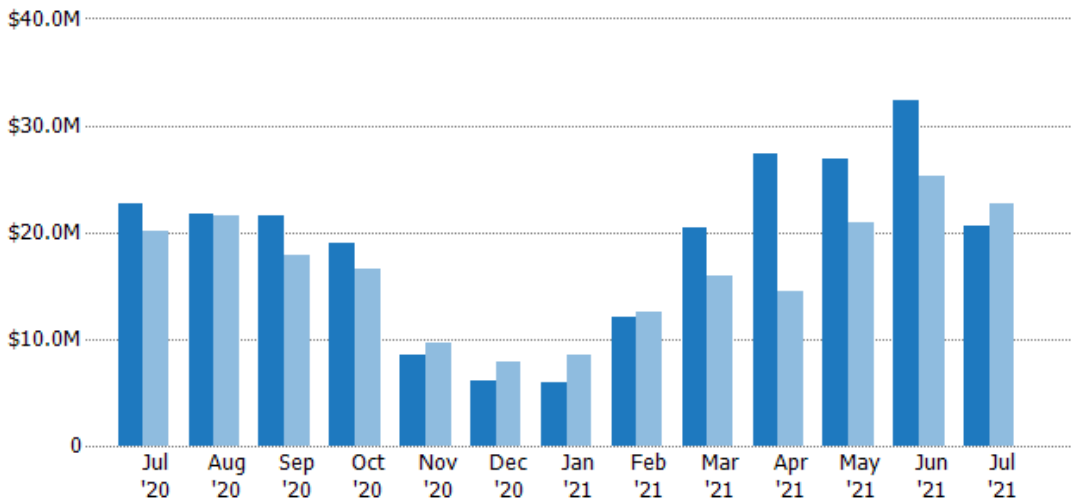
New Listing Volume

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.
Jul '21	\$20.6M	-9.4%
Jul '20	\$22.7M	12.8%
Jul '19	\$20.2M	13.8%



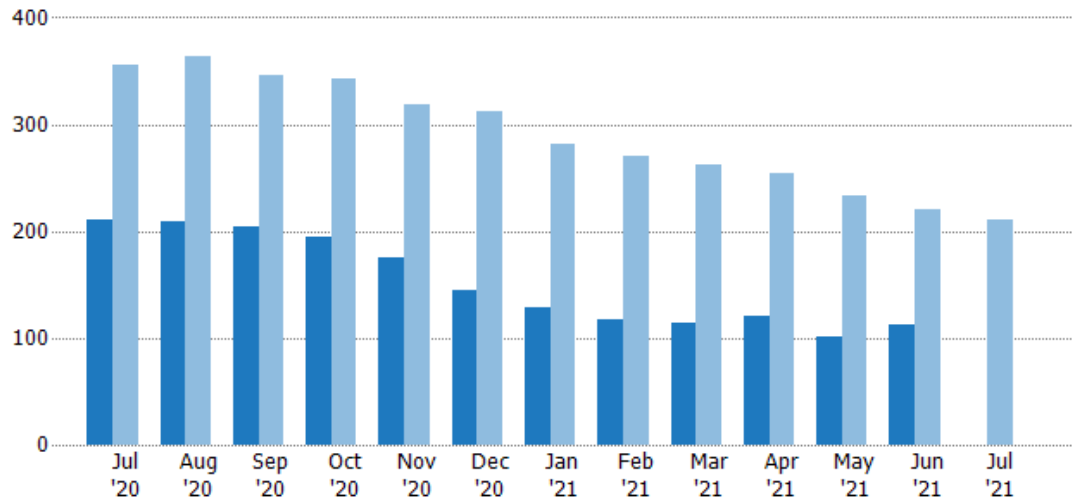
Current Year	\$22.7M	\$21.8M	\$21.6M	\$19M	\$8.57M	\$6.14M	\$5.92M	\$12M	\$20.5M	\$27.3M	\$26.9M	\$32.3M	\$20.6M
Prior Year	\$20.2M	\$21.5M	\$17.8M	\$16.5M	\$9.56M	\$7.79M	\$8.58M	\$12.5M	\$15.9M	\$14.5M	\$20.9M	\$25.2M	\$22.7M
Percent Change from Prior Year	13%	1%	21%	15%	-10%	-21%	-31%	-4%	29%	89%	28%	28%	-9%

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



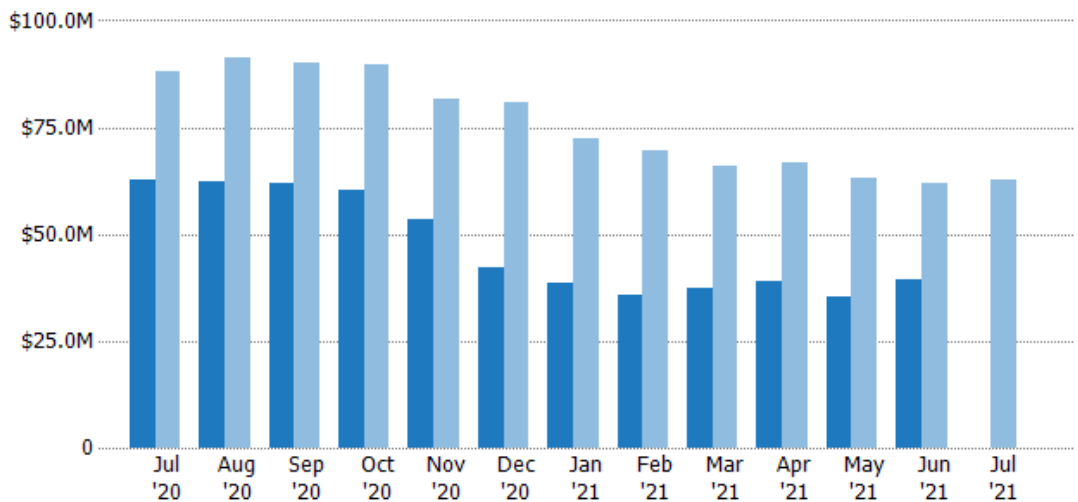
Current Year	210	209	205	195	176	144	128	117	114	121	101	112	-
Prior Year	356	363	346	343	318	312	282	270	263	254	233	221	210
Percent Change from Prior Year	-41%	-42%	-41%	-43%	-45%	-54%	-55%	-57%	-57%	-52%	-57%	-49%	-100%

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



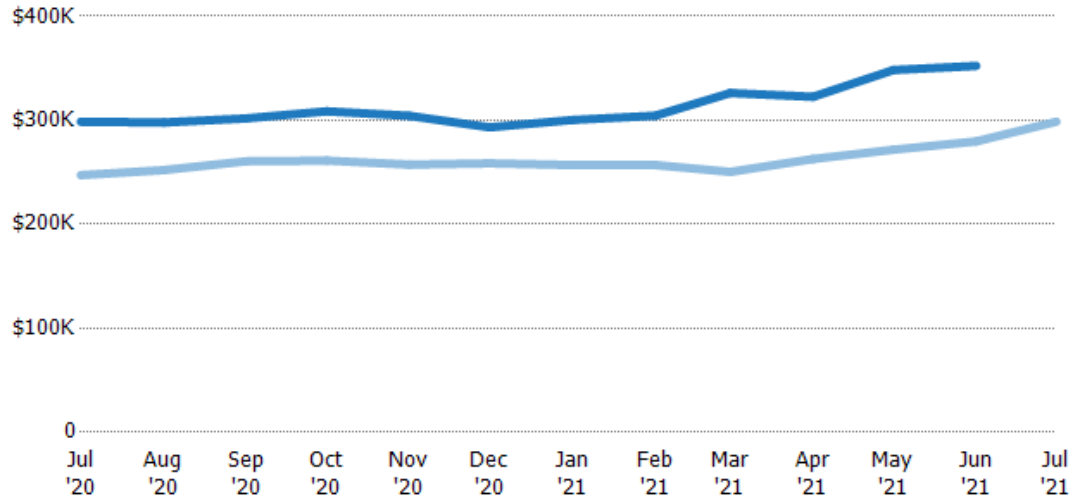
Current Year	\$62.7M	\$62.3M	\$61.9M	\$60.2M	\$53.6M	\$42.2M	\$38.4M	\$35.6M	\$37.2M	\$39M	\$35.2M	\$39.5M	-
Prior Year	\$88M	\$91.5M	\$90.2M	\$89.6M	\$81.8M	\$80.7M	\$72.5M	\$69.4M	\$65.9M	\$66.7M	\$63.3M	\$61.8M	\$62.7M
Percent Change from Prior Year	-29%	-32%	-31%	-33%	-35%	-48%	-47%	-49%	-44%	-42%	-44%	-36%	-100%

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



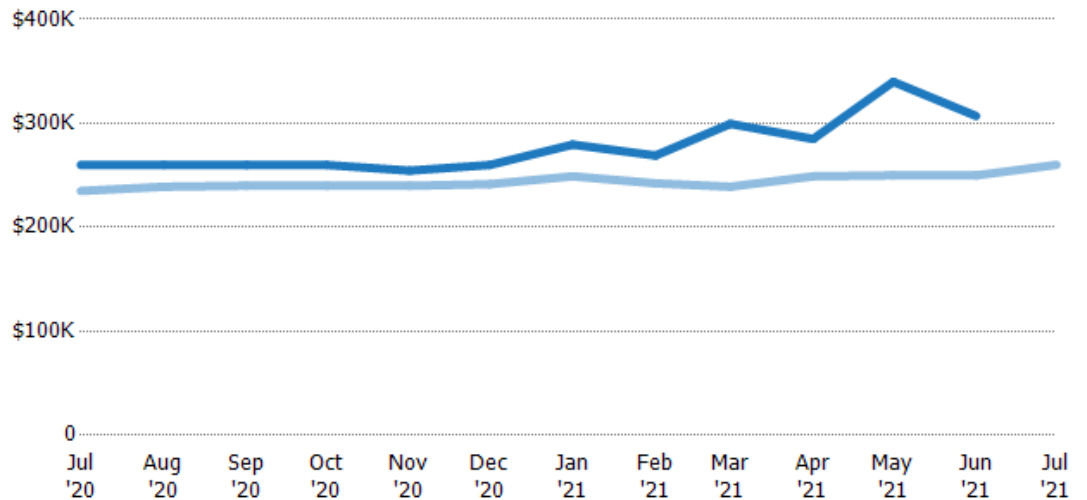
Current Year	\$299K	\$298K	\$302K	\$309K	\$304K	\$293K	\$300K	\$304K	\$326K	\$323K	\$348K	\$352K	-
Prior Year	\$247K	\$252K	\$261K	\$261K	\$257K	\$259K	\$257K	\$257K	\$250K	\$263K	\$272K	\$280K	\$299K
Percent Change from Prior Year	21%	18%	16%	18%	18%	13%	17%	18%	30%	23%	28%	26%	-100%

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



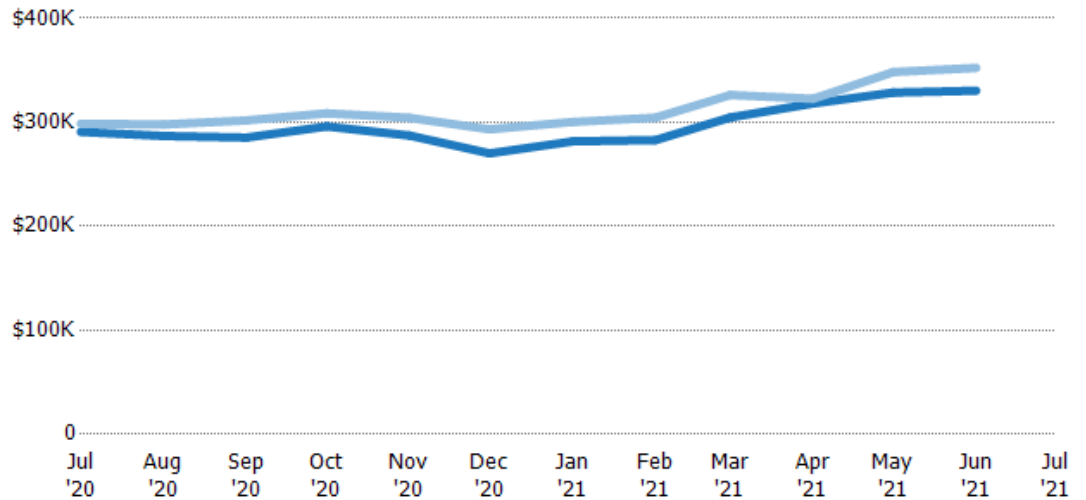
Current Year	\$260K	\$260K	\$260K	\$260K	\$255K	\$260K	\$280K	\$269K	\$299K	\$285K	\$340K	\$307K	-
Prior Year	\$235K	\$239K	\$240K	\$240K	\$240K	\$241K	\$249K	\$242K	\$239K	\$249K	\$250K	\$250K	\$260K
Percent Change from Prior Year	11%	9%	8%	8%	6%	8%	12%	11%	25%	14%	36%	23%	-100%

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

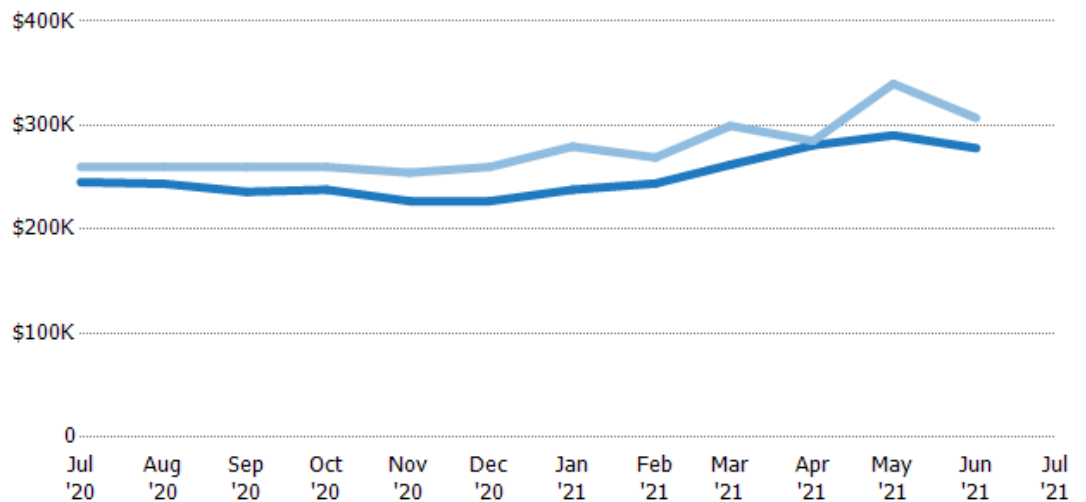


Median Listing Price vs Median Est Value

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

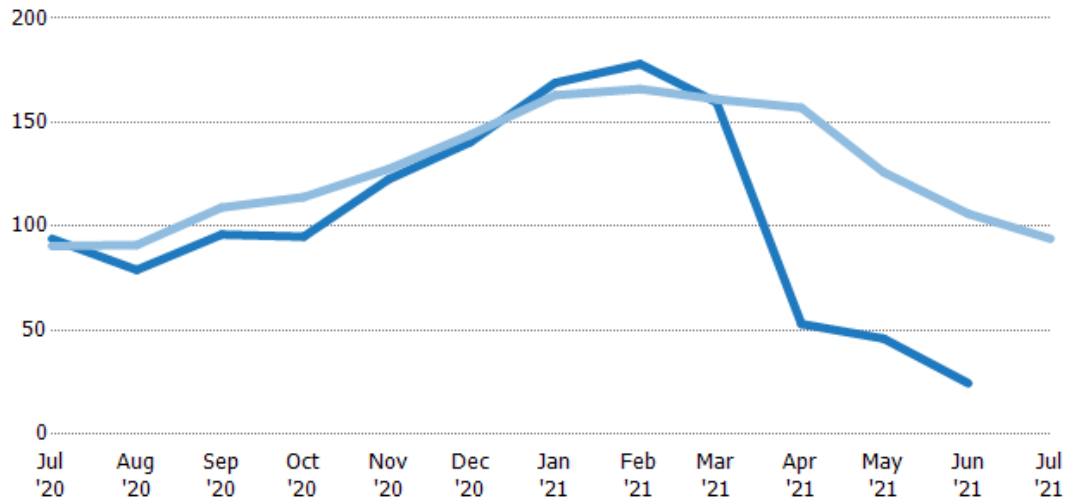


Median Days in RPR

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



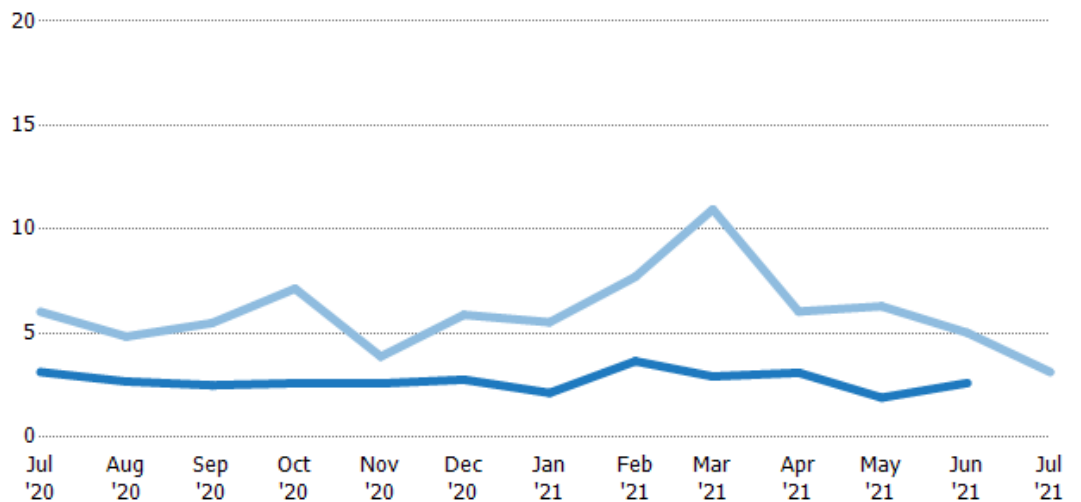
Current Year	94	79	96	95	123	141	169	178	160	53	46	24.5	-
Prior Year	90.5	91	109	114	128	144	163	166	161	157	126	106	94
Percent Change from Prior Year	4%	-13%	-12%	-17%	-4%	-2%	4%	7%	-1%	-66%	-63%	-77%	-100%

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



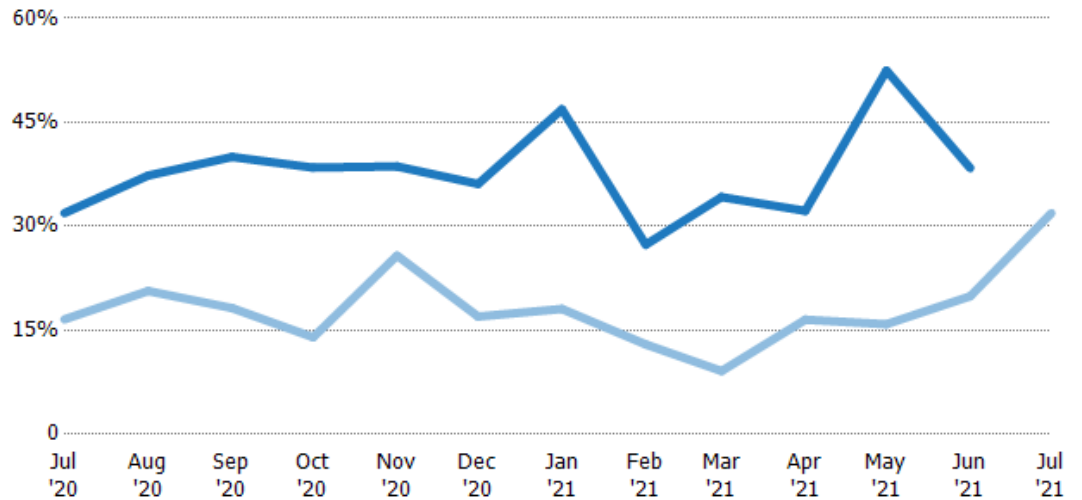
Current Year	3.13	2.68	2.5	2.6	2.59	2.77	2.13	3.66	2.92	3.1	1.91	2.6	-
Prior Year	6.03	4.84	5.49	7.15	3.88	5.89	5.53	7.71	11	6.05	6.3	5.02	3.13
Percent Change from Prior Year	-48%	-45%	-54%	-64%	-33%	-53%	-61%	-53%	-73%	-49%	-70%	-48%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



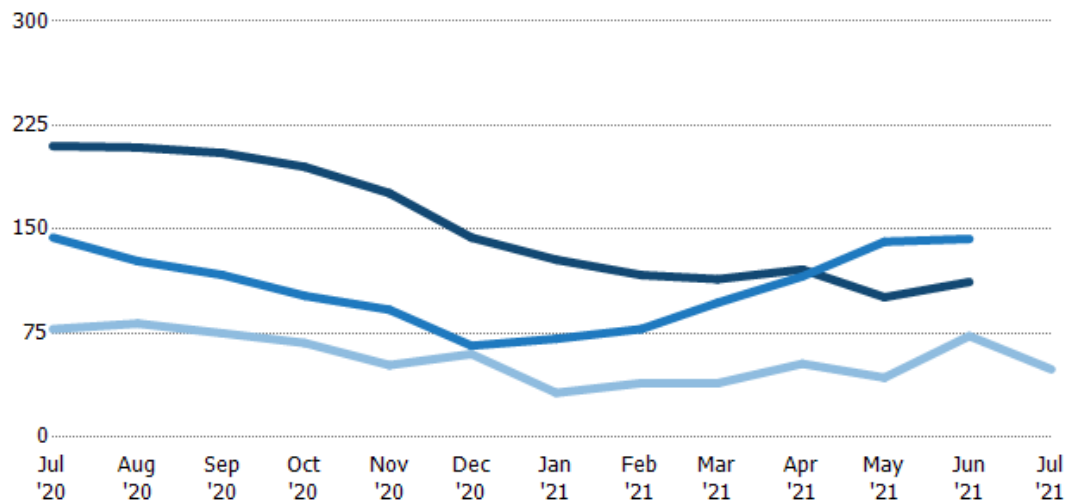
Current Year	32%	37%	40%	38%	39%	36%	47%	27%	34%	32%	52%	38%	-
Prior Year	17%	21%	18%	14%	26%	17%	18%	13%	9%	17%	16%	20%	32%
Change from Prior Year	-15%	-17%	-22%	-24%	-13%	-19%	-29%	-14%	-25%	-16%	-37%	-18%	32%

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	210	209	205	195	176	144	128	117	114	121	101	112	-
Pending	144	127	117	102	92	66	71	78	97	116	141	143	-
Sold	78	82	75	68	52	60	32	39	39	53	43	73	49

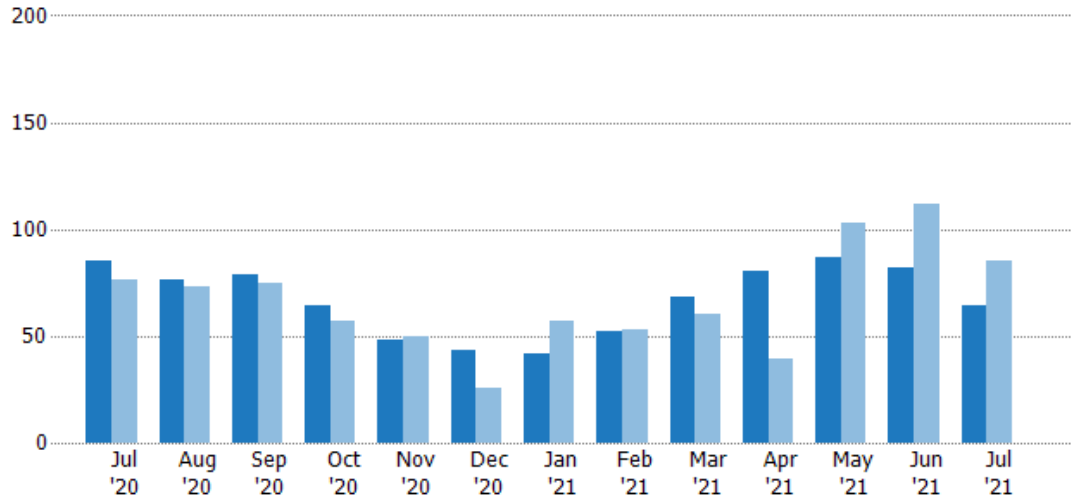
New Pending Sales

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.
Jul '21	64	-24.7%
Jul '20	85	11.8%
Jul '19	76	-23.7%



Current Year	85	76	79	64	48	43	42	52	68	80	87	82	64
Prior Year	76	73	75	57	50	26	57	53	60	39	103	112	85
Percent Change from Prior Year	12%	4%	5%	12%	-4%	65%	-26%	-2%	13%	105%	-16%	-27%	-25%

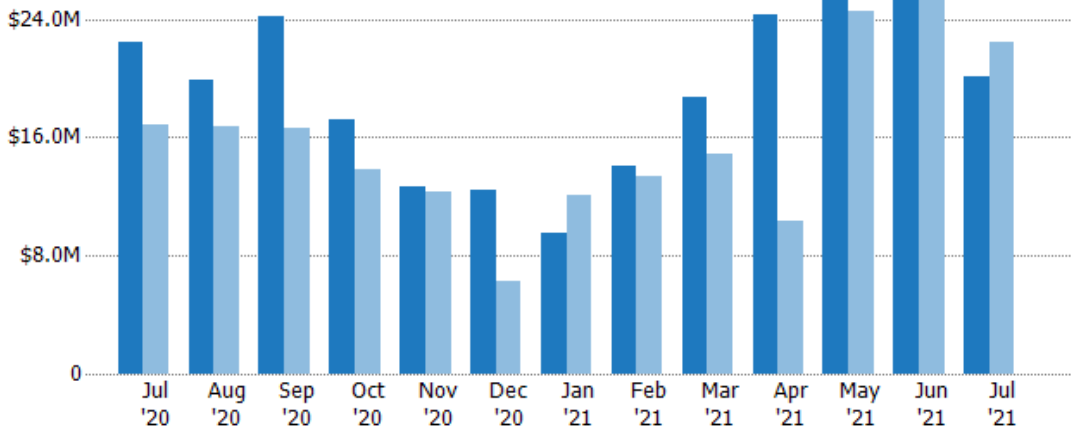
New Pending Sales Volume

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.
Jul '21	\$20.2M	-10.3%
Jul '20	\$22.5M	33%
Jul '19	\$16.9M	-23.9%



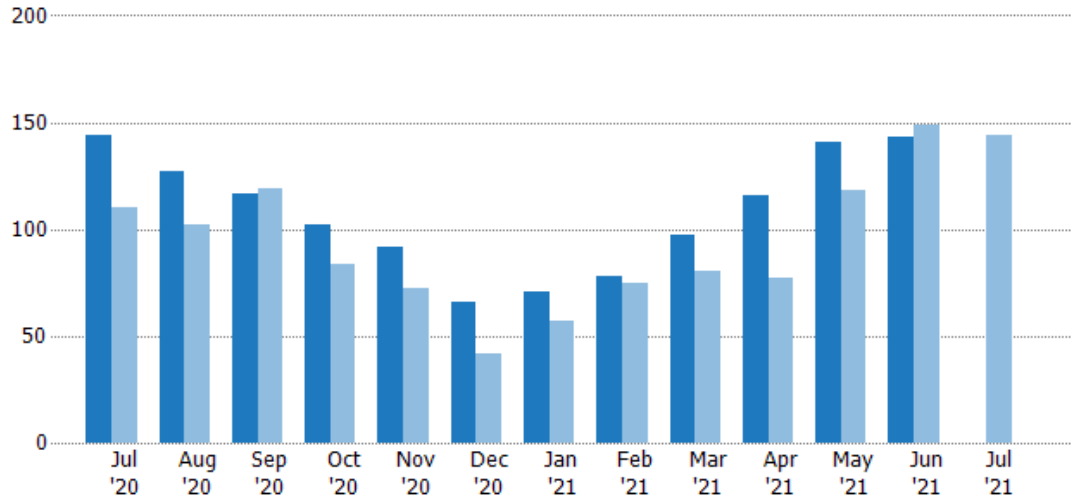
Current Year	\$22.5M	\$19.9M	\$24.1M	\$17.2M	\$12.7M	\$12.5M	\$9.52M	\$14.1M	\$18.8M	\$24.3M	\$26.6M	\$26.3M	\$20.2M
Prior Year	\$16.9M	\$16.8M	\$16.7M	\$13.8M	\$12.3M	\$6.24M	\$12.1M	\$13.4M	\$14.8M	\$10.4M	\$24.5M	\$27.2M	\$22.5M
Percent Change from Prior Year	33%	18%	45%	25%	3%	100%	-21%	5%	26%	134%	8%	-3%	-10%

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



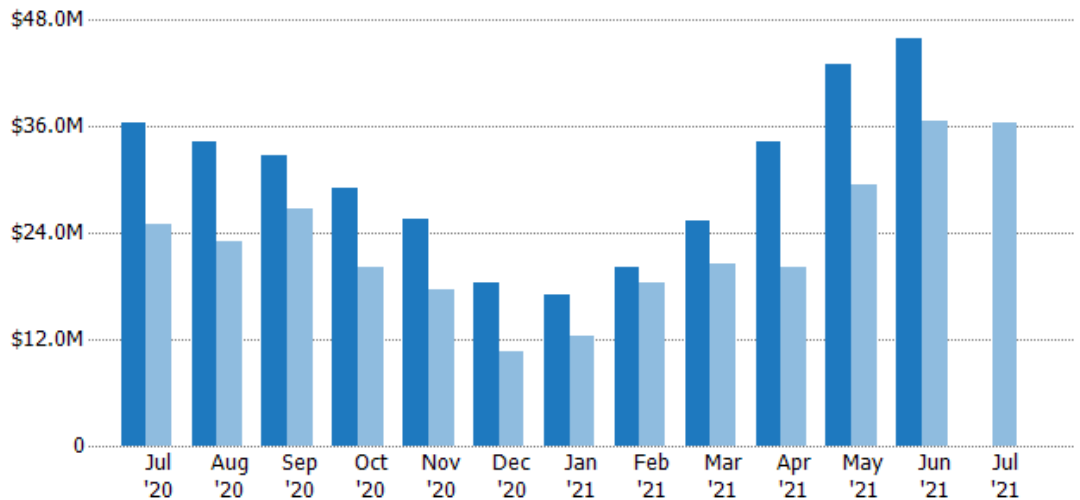
Current Year	144	127	117	102	92	66	71	78	97	116	141	143	-
Prior Year	110	102	119	84	72	42	57	75	80	77	118	149	144
Percent Change from Prior Year	31%	25%	-2%	21%	28%	57%	25%	4%	21%	51%	19%	-4%	-100%

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



Current Year	\$36.5M	\$34.2M	\$32.7M	\$29M	\$25.5M	\$18.4M	\$17.1M	\$20M	\$25.3M	\$34.2M	\$43M	\$45.9M	-
Prior Year	\$25.1M	\$23.1M	\$26.6M	\$20.1M	\$17.7M	\$10.6M	\$12.4M	\$18.4M	\$20.4M	\$20.2M	\$29.5M	\$36.7M	\$36.5M
Percent Change from Prior Year	46%	48%	23%	44%	44%	74%	38%	9%	24%	69%	46%	25%	-100%

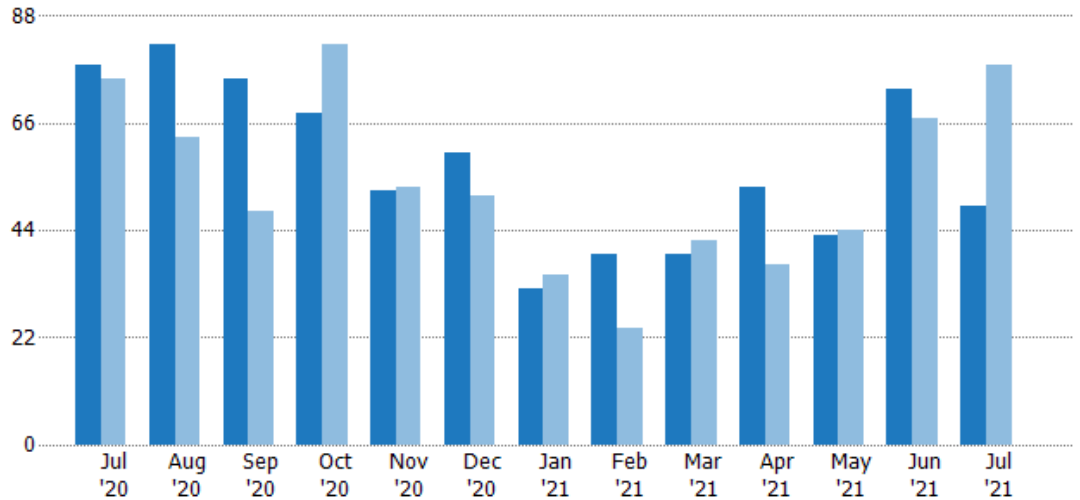
Closed Sales

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.
Jul '21	49	-37.2%
Jul '20	78	4%
Jul '19	75	-38.7%



Current Year	78	82	75	68	52	60	32	39	39	53	43	73	49
Prior Year	75	63	48	82	53	51	35	24	42	37	44	67	78
Percent Change from Prior Year	4%	30%	56%	-17%	-2%	18%	-9%	63%	-7%	43%	-2%	9%	-37%

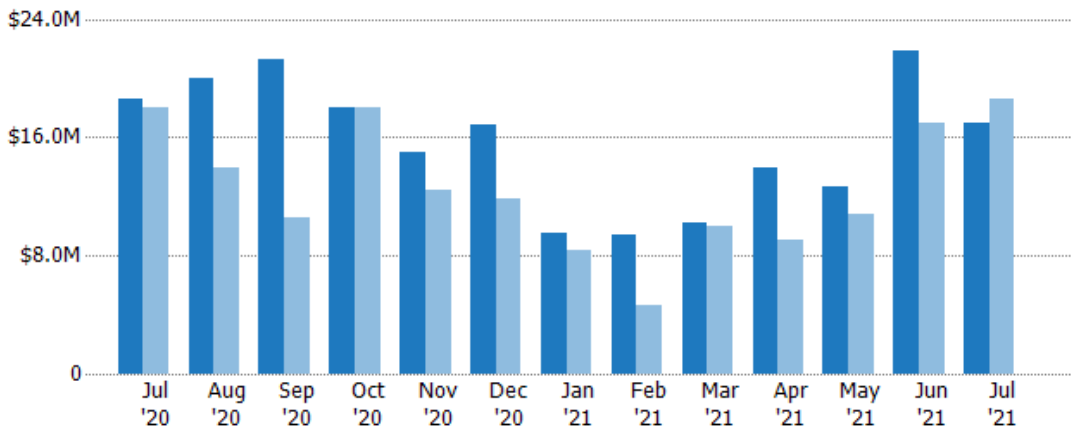
Closed Sales Volume

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.
Jul '21	\$17M	-8.5%
Jul '20	\$18.6M	3.2%
Jul '19	\$18M	-49.9%



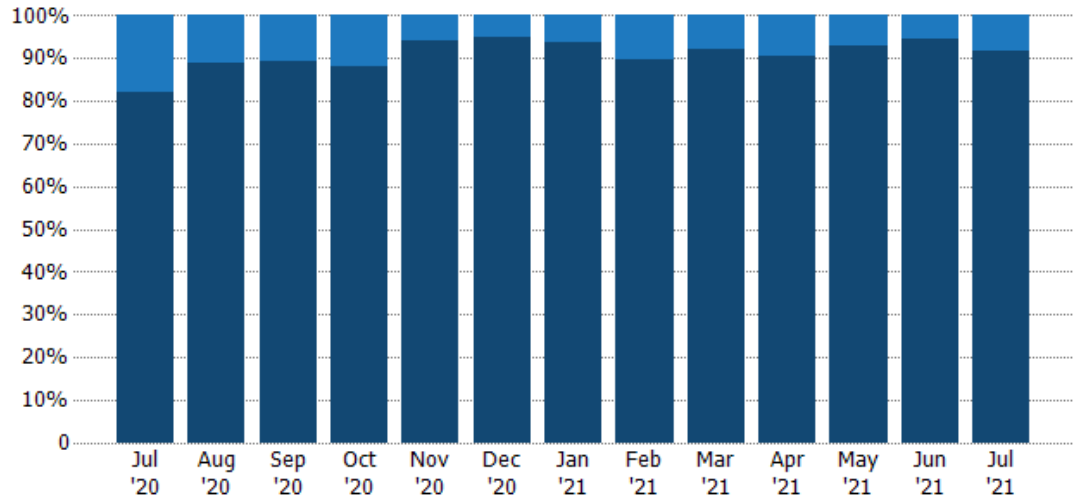
Current Year	\$18.6M	\$20M	\$21.3M	\$18M	\$15M	\$16.8M	\$9.47M	\$9.44M	\$10.2M	\$13.9M	\$12.7M	\$21.9M	\$17M
Prior Year	\$18M	\$13.9M	\$10.6M	\$18M	\$12.4M	\$11.8M	\$8.32M	\$4.69M	\$10M	\$9.08M	\$10.7M	\$17M	\$18.6M
Percent Change from Prior Year	3%	44%	101%	0%	21%	42%	14%	101%	2%	53%	18%	29%	-8%

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



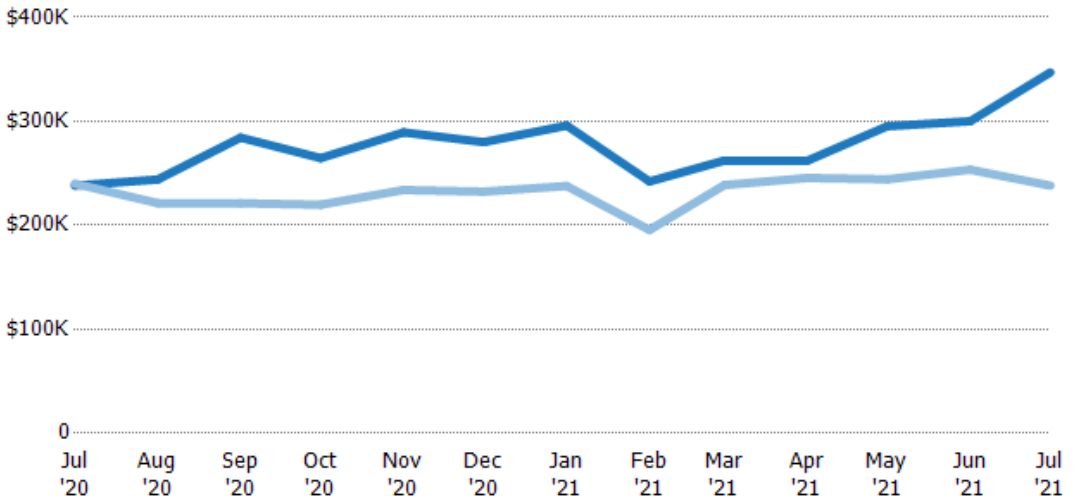
Condo/Townhouse	18%	11%	11%	12%	6%	5%	6%	10%	8%	9%	7%	5%	8%
Single Family Residence	82%	89%	89%	88%	94%	95%	94%	90%	92%	91%	93%	95%	92%

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	\$244K	\$284K	\$265K	\$289K	\$280K	\$296K	\$242K	\$262K	\$262K	\$295K	\$300K	\$347K
Prior Year	\$240K	\$221K	\$221K	\$220K	\$234K	\$232K	\$238K	\$196K	\$239K	\$245K	\$244K	\$253K	\$238K
Percent Change from Prior Year	-1%	10%	29%	20%	24%	20%	24%	24%	10%	7%	21%	18%	46%

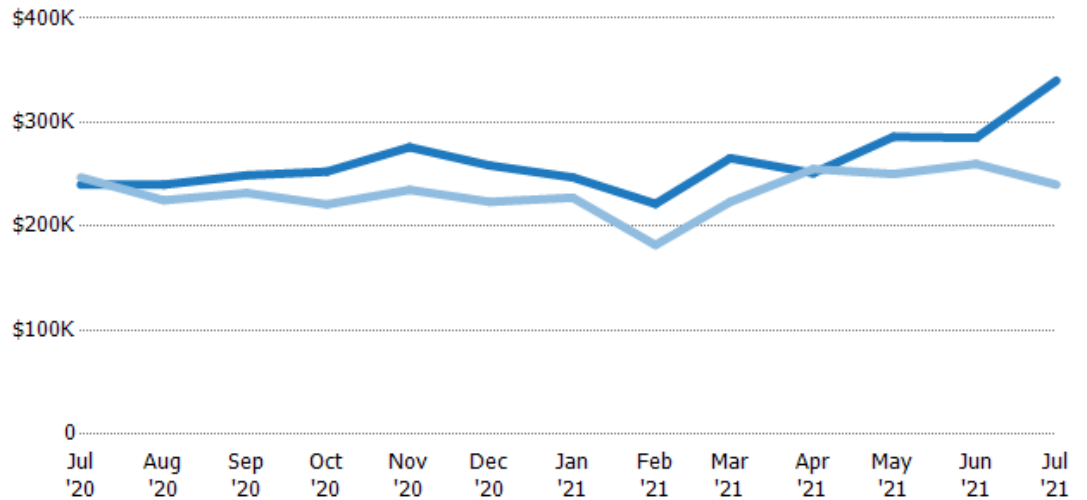
Median Sales Price

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.
Jul '21	\$340K	41.7%
Jul '20	\$240K	-2.8%
Jul '19	\$247K	-13.6%



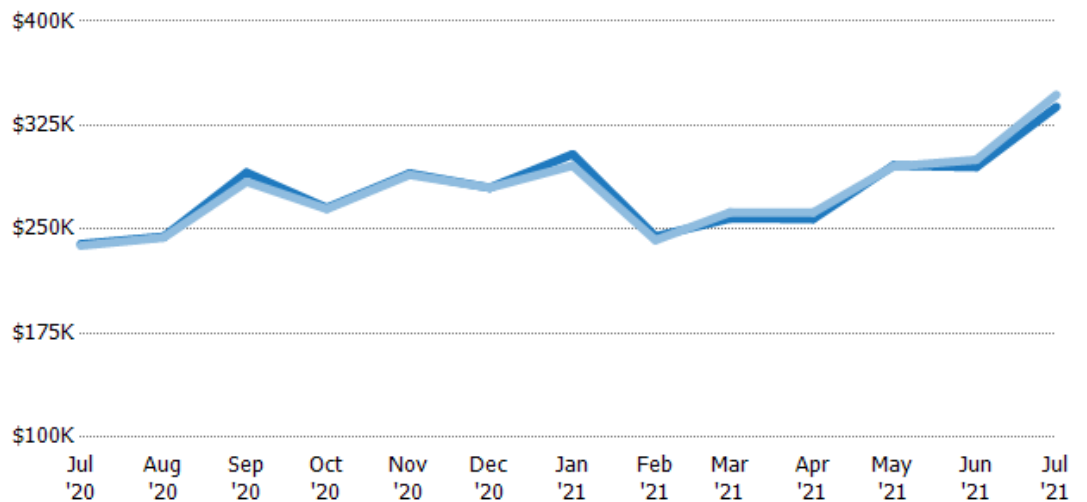
Current Year	\$240K	\$240K	\$249K	\$253K	\$276K	\$258K	\$247K	\$222K	\$266K	\$251K	\$286K	\$285K	\$340K
Prior Year	\$247K	\$225K	\$232K	\$221K	\$235K	\$224K	\$228K	\$182K	\$224K	\$255K	\$250K	\$260K	\$240K
Percent Change from Prior Year	-3%	7%	7%	14%	17%	16%	9%	22%	19%	-2%	14%	10%	42%

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



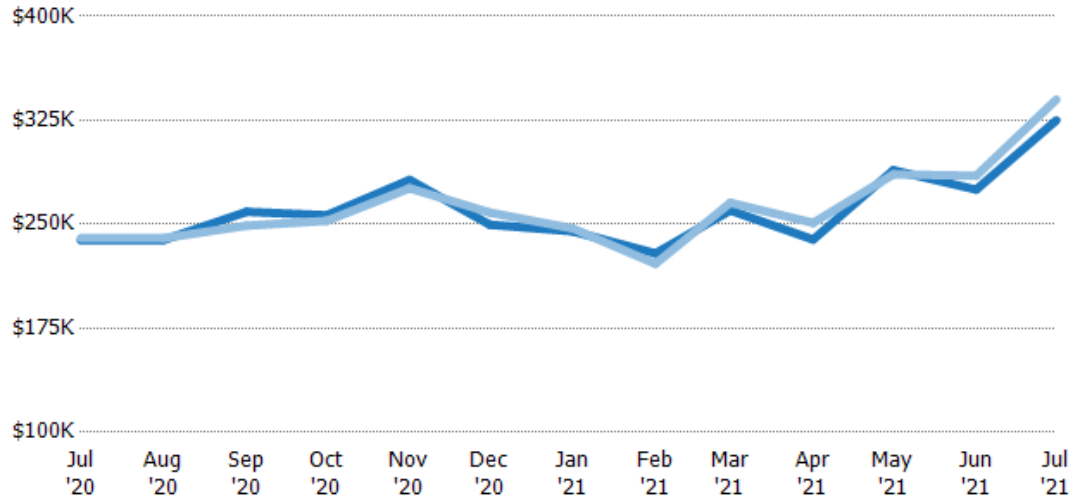
Avg List Price	\$239K	\$245K	\$291K	\$265K	\$290K	\$280K	\$304K	\$245K	\$258K	\$257K	\$296K	\$295K	\$338K
Avg Sales Price	\$238K	\$244K	\$284K	\$265K	\$289K	\$280K	\$296K	\$242K	\$262K	\$262K	\$295K	\$300K	\$347K
Avg Sales Price as a % of Avg List Price	100%	100%	98%	100%	100%	100%	97%	99%	102%	102%	100%	102%	103%

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

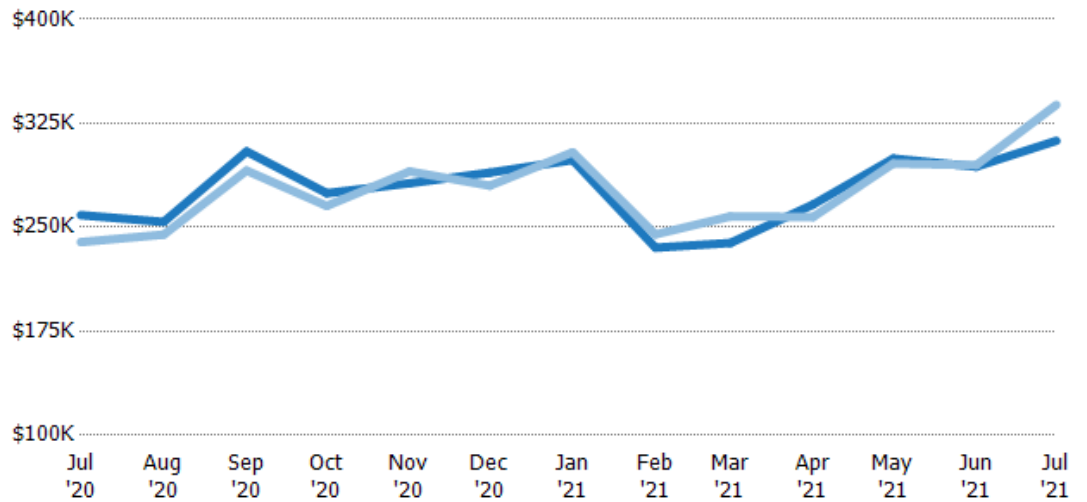


Average Sales Price vs Average Est Value

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

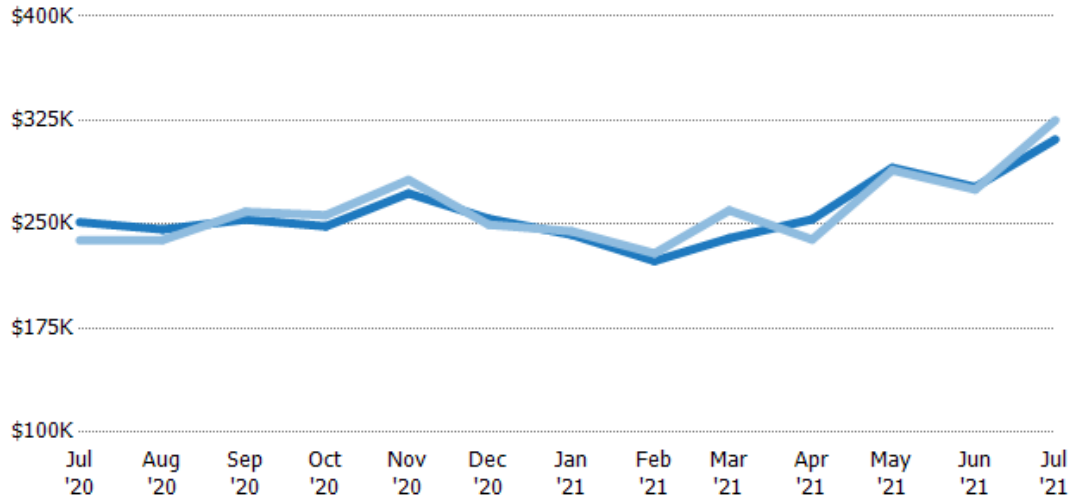


Median Sales Price vs Median Est Value

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



Median Est Value	\$252K	\$246K	\$254K	\$249K	\$272K	\$254K	\$242K	\$224K	\$240K	\$254K	\$291K	\$277K	\$311K
Median Sales Price	\$238K	\$239K	\$259K	\$257K	\$282K	\$250K	\$245K	\$229K	\$260K	\$239K	\$289K	\$275K	\$325K
Med Sales Price as a % of Med Est Value	95%	97%	102%	103%	104%	98%	101%	102%	108%	94%	99%	99%	104%