

## Summary of Key Listing and Sales Metrics

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

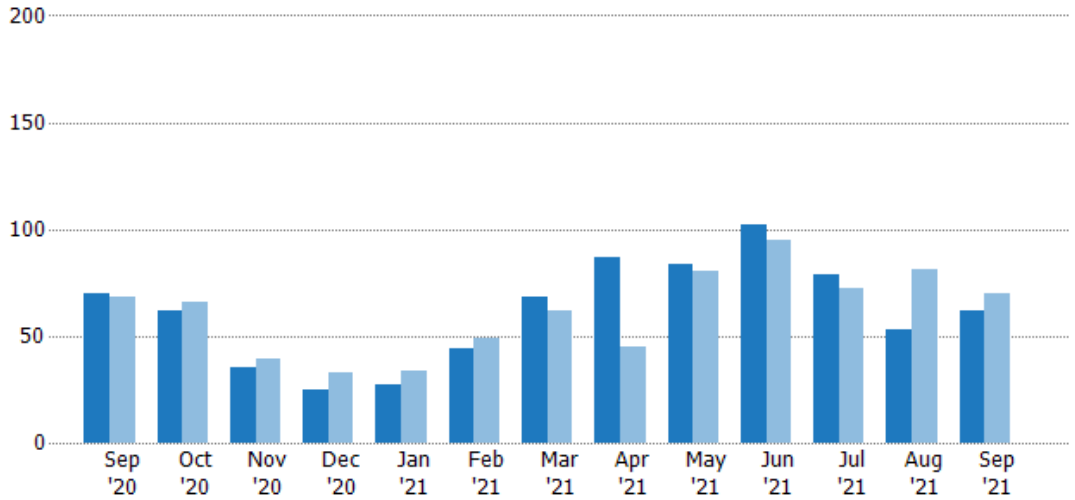
Key Metrics	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	62	70	-11.4%	606	588	+3.1%
New Listing Volume	\$17,623,601	\$21,328,289	-17.4%	\$188,784,053	\$163,025,496	+15.8%
Active Listing Count	162	204	-20.6%	N/A	N/A	
Active Listing Volume	\$56,366,670	\$61,780,033	-8.8%	N/A	N/A	
Average Listing Price	\$347,942	\$302,843	+14.9%	\$326,983	\$274,227	+19.2%
Median Listing Price	\$299,450	\$259,900	+15.2%	\$298,130	\$250,821	+18.9%
Median Days in RPR	53.5	96	-44.3%	77.83	114.38	-32%
Months of Inventory	2.4	2.5	-4.2%	2.5	5.2	-51.7%
Absorption Rate	41.98%	40.2%	+1.8%	39.93%	19.3%	+20.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	8	79	-89.9%	550	663	-17%
New Pending Sales Volume	\$2,389,700	\$24,131,094	-90.1%	\$164,178,765	\$168,754,310	-2.7%
Pending Sales Count	42	115	-63.5%	N/A	N/A	
Pending Sales Volume	\$13,887,100	\$32,118,127	-56.8%	N/A	N/A	
Closed Sales Count	62	75	-17.3%	478	480	-0.4%
Closed Sales Volume	\$19,592,408	\$21,320,328	-8.1%	\$142,526,445	\$118,814,578	+20%
Average Sales Price	\$316,007	\$284,271	+11.2%	\$298,172	\$247,530	+20.5%
Median Sales Price	\$279,950	\$249,000	+12.4%	\$281,943	\$239,966	+17.5%

## 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



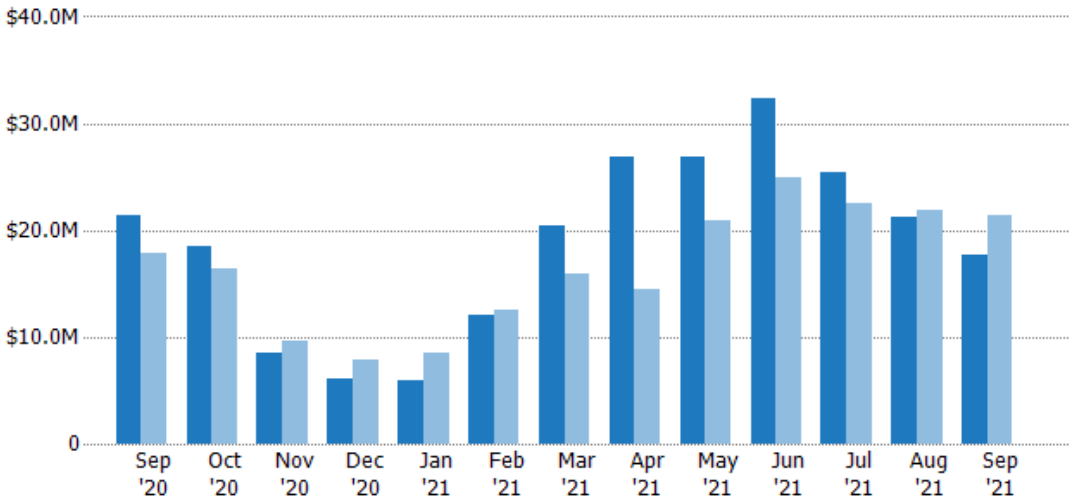
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	70	62	35	25	27	44	68	87	84	102	79	53	62
Prior Year	68	66	39	33	34	49	62	45	80	95	72	81	70
Percent Change from Prior Year	3%	-6%	-10%	-24%	-21%	-10%	10%	93%	5%	7%	10%	-35%	-11%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$21.3M	\$18.6M	\$8.57M	\$6.14M	\$5.9M	\$12.1M	\$20.5M	\$26.9M	\$26.8M	\$32.3M	\$25.3M	\$21.3M	\$17.6M
Prior Year	\$17.8M	\$16.5M	\$9.56M	\$7.79M	\$8.58M	\$12.5M	\$15.9M	\$14.5M	\$20.9M	\$25M	\$22.6M	\$21.8M	\$21.3M
Percent Change from Prior Year	20%	13%	-10%	-21%	-31%	-3%	29%	86%	28%	29%	12%	-2%	-17%

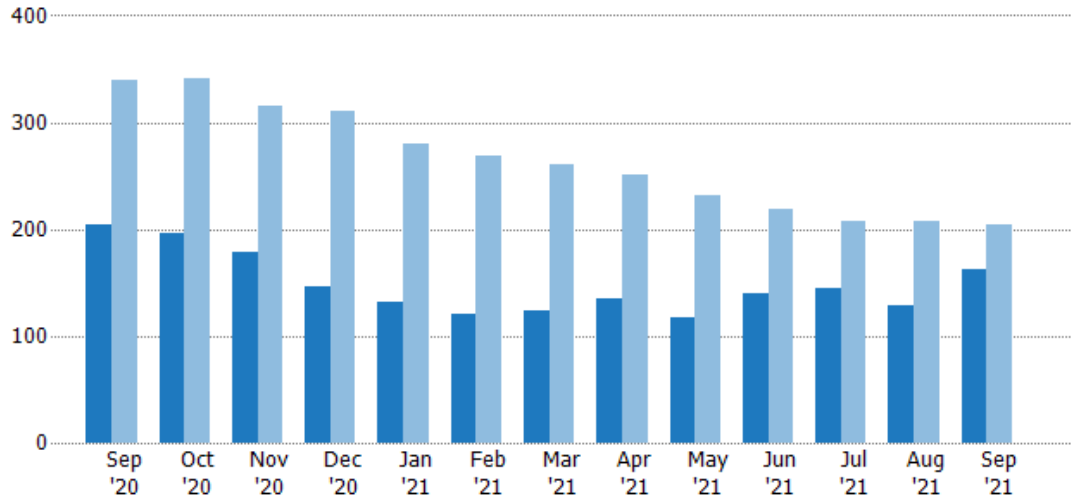
## Active Listings

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.
Sep '21	162	-20.6%
Sep '20	204	-40%
Sep '19	340	2.9%



Current Year	204	196	179	147	131	121	123	135	118	140	144	128	162
Prior Year	340	341	316	310	280	268	261	251	231	219	208	208	204
Percent Change from Prior Year	-40%	-43%	-43%	-53%	-53%	-55%	-53%	-46%	-49%	-36%	-31%	-38%	-21%

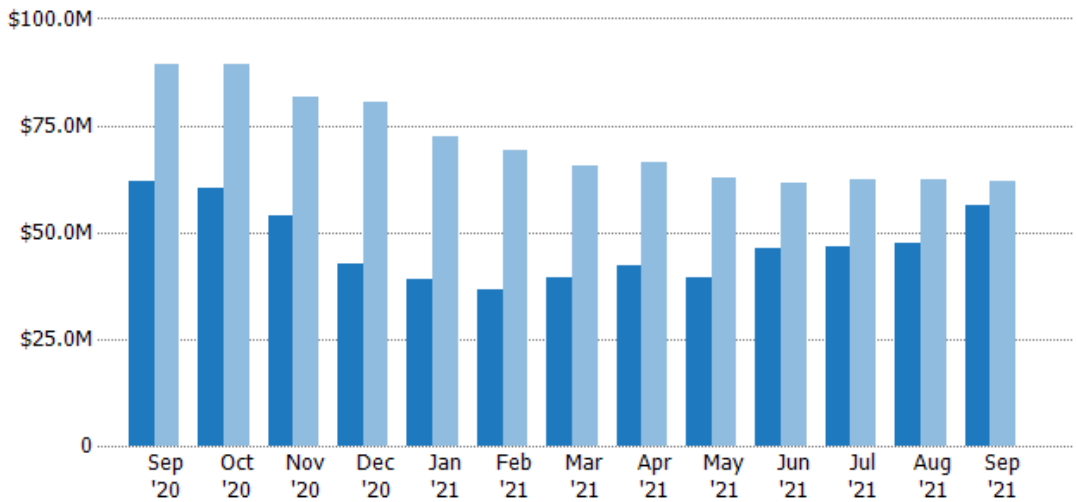
## Active Listing Volume

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.
Sep '21	\$56.4M	-8.8%
Sep '20	\$61.8M	-30.7%
Sep '19	\$89.1M	1%



Current Year	\$61.8M	\$60.2M	\$54M	\$42.7M	\$38.9M	\$36.4M	\$39.2M	\$42.4M	\$39.4M	\$46.4M	\$46.5M	\$47.4M	\$56.4M
Prior Year	\$89.1M	\$89.4M	\$81.7M	\$80.4M	\$72.2M	\$69.1M	\$65.6M	\$66.2M	\$62.9M	\$61.6M	\$62.5M	\$62.2M	\$61.8M
Percent Change from Prior Year	-31%	-33%	-34%	-47%	-46%	-47%	-40%	-36%	-37%	-25%	-26%	-24%	-9%

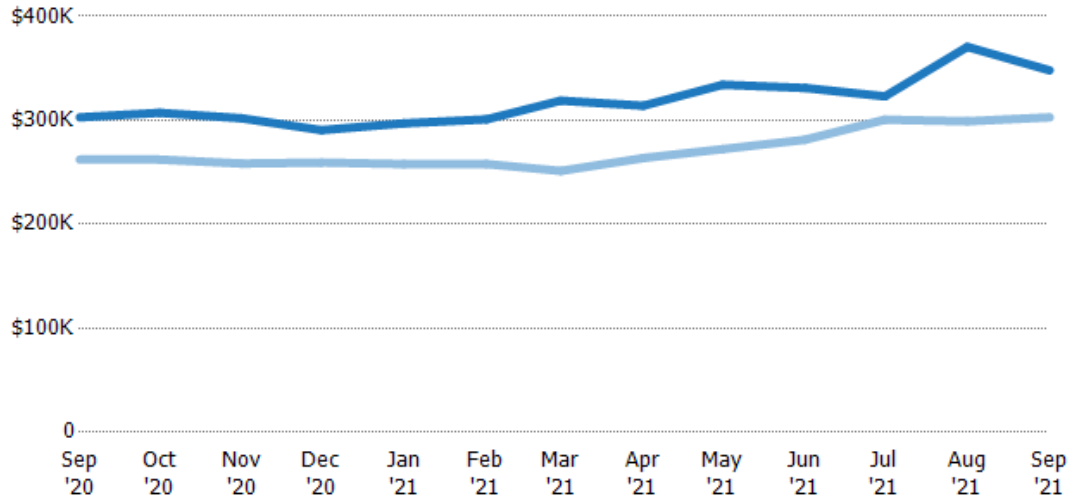
## Average Listing Price

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.
Sep '21	\$348K	14.9%
Sep '20	\$303K	15.5%
Sep '19	\$262K	-1.9%



Current Year	\$303K	\$307K	\$302K	\$291K	\$297K	\$301K	\$319K	\$314K	\$334K	\$331K	\$323K	\$371K	\$348K
Prior Year	\$262K	\$262K	\$258K	\$259K	\$258K	\$258K	\$251K	\$264K	\$272K	\$281K	\$301K	\$299K	\$303K
Percent Change from Prior Year	16%	17%	17%	12%	15%	17%	27%	19%	23%	18%	7%	24%	15%

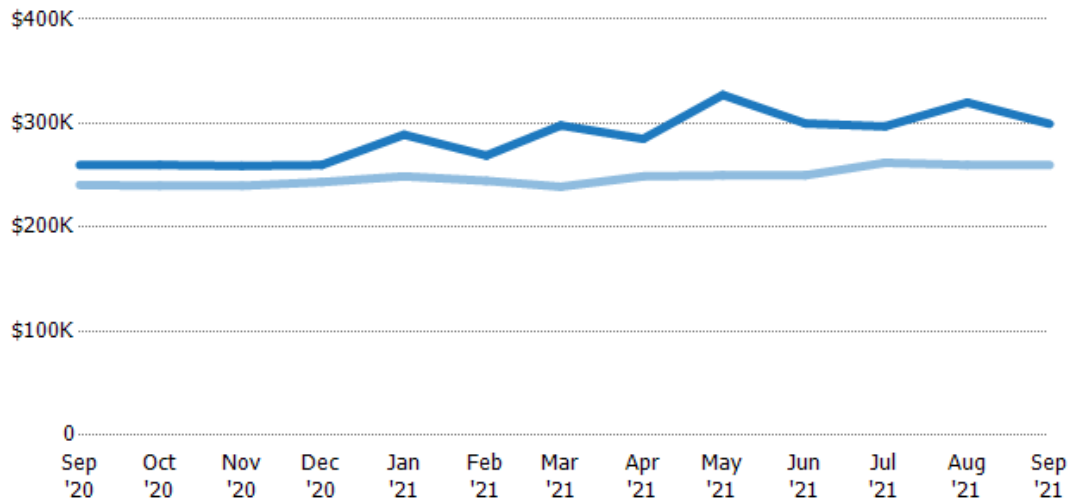
## Median Listing Price

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.
Sep '21	\$299K	15.2%
Sep '20	\$260K	8%
Sep '19	\$241K	-0.7%



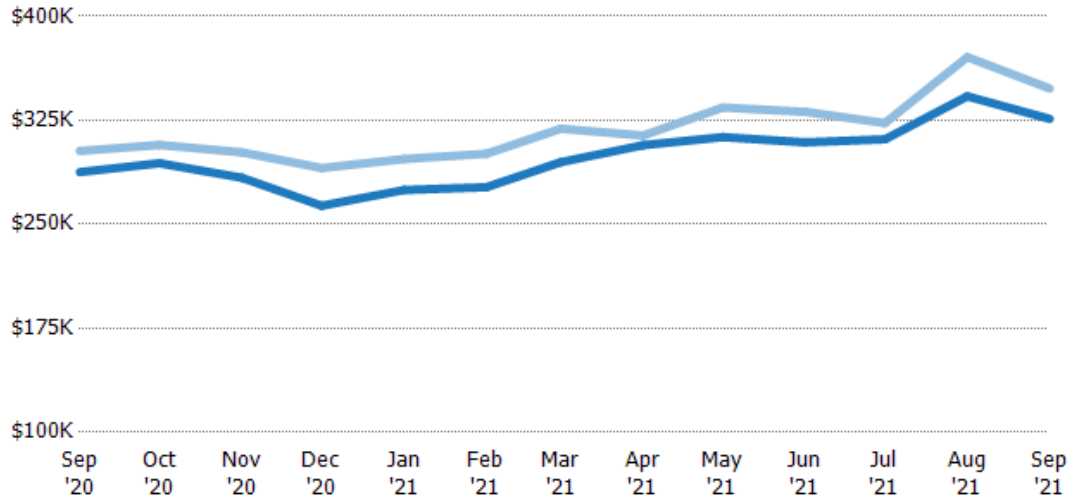
Current Year	\$260K	\$260K	\$259K	\$260K	\$289K	\$269K	\$298K	\$285K	\$327K	\$300K	\$297K	\$320K	\$299K
Prior Year	\$241K	\$240K	\$240K	\$243K	\$249K	\$245K	\$239K	\$249K	\$250K	\$250K	\$262K	\$260K	\$260K
Percent Change from Prior Year	8%	8%	8%	7%	16%	10%	25%	14%	31%	20%	13%	23%	15%

## 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



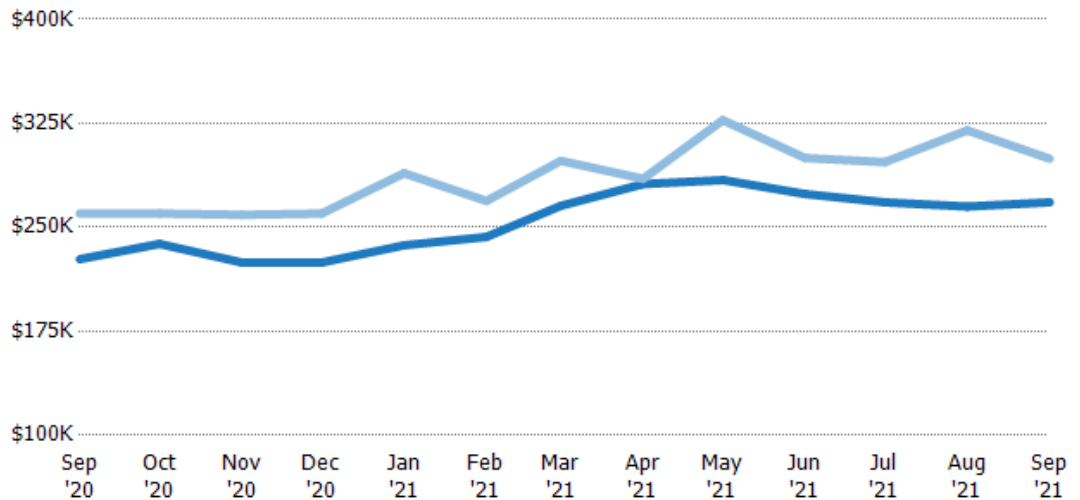
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$288K	\$294K	\$284K	\$263K	\$275K	\$277K	\$295K	\$307K	\$313K	\$309K	\$311K	\$342K	\$326K
Avg Listing Price	\$303K	\$307K	\$302K	\$291K	\$297K	\$301K	\$319K	\$314K	\$334K	\$331K	\$323K	\$371K	\$348K
Avg Listing Price as a % of Avg Est Value	105%	104%	106%	110%	108%	109%	108%	102%	107%	107%	104%	108%	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



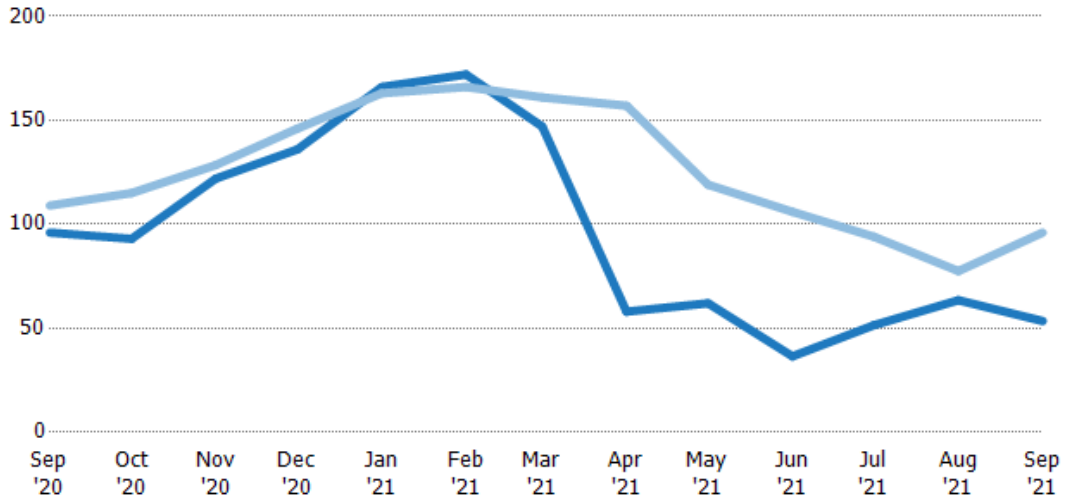
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$227K	\$238K	\$225K	\$225K	\$237K	\$243K	\$265K	\$281K	\$284K	\$274K	\$268K	\$265K	\$268K
Median Listing Price	\$260K	\$260K	\$259K	\$260K	\$289K	\$269K	\$298K	\$285K	\$327K	\$300K	\$297K	\$320K	\$299K
Med Listing Price as a % of Med Est Value	114%	109%	115%	116%	122%	111%	112%	101%	115%	109%	111%	121%	112%

## 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



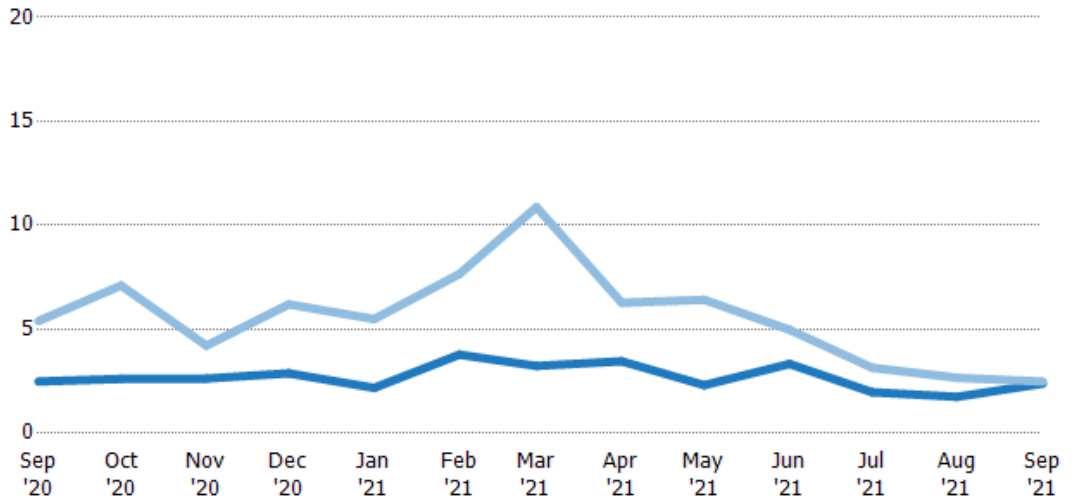
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	96	93	122	136	166	172	147	58	62	36.5	51.5	63.5	53.5
Prior Year	109	115	129	146	163	166	161	157	119	106	94	77.5	96
Percent Change from Prior Year	-12%	-19%	-5%	-7%	2%	4%	-9%	-63%	-48%	-66%	-45%	-18%	-44%

## 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



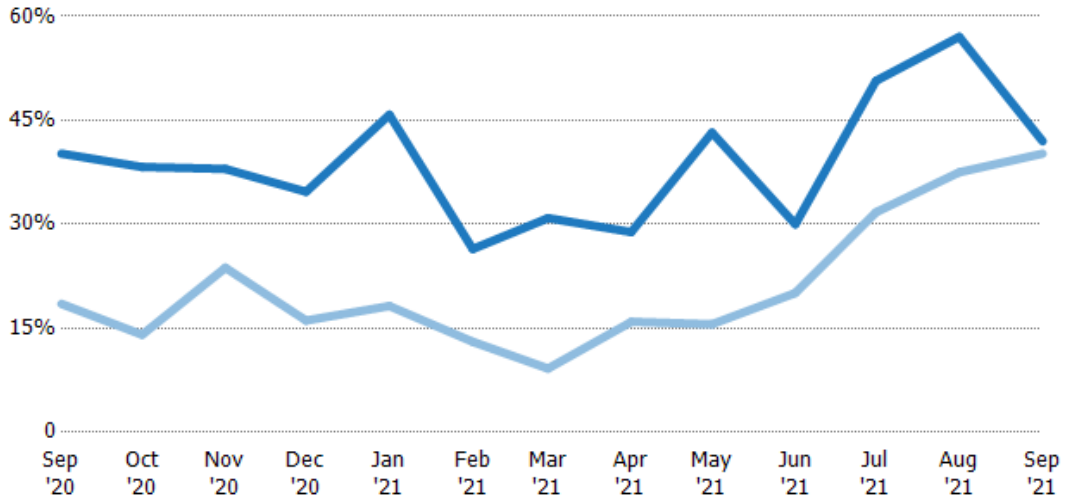
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	2.49	2.61	2.63	2.88	2.18	3.78	3.24	3.46	2.31	3.33	1.97	1.75	2.38
Prior Year	5.4	7.1	4.21	6.2	5.49	7.66	10.9	6.28	6.42	4.98	3.15	2.67	2.49
Percent Change from Prior Year	-54%	-63%	-38%	-54%	-60%	-51%	-70%	-45%	-64%	-33%	-37%	-34%	-4%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



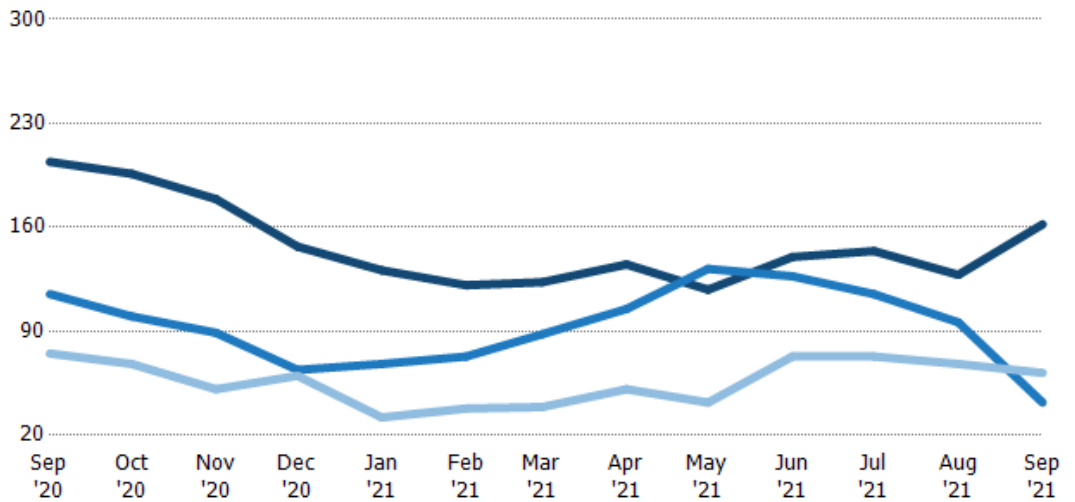
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	40%	38%	38%	35%	46%	26%	31%	29%	43%	30%	51%	57%	42%
Prior Year	19%	14%	24%	16%	18%	13%	9%	16%	16%	20%	32%	38%	40%
Change from Prior Year	-22%	-24%	-14%	-19%	-28%	-13%	-22%	-13%	-28%	-10%	-19%	-20%	-2%

## 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



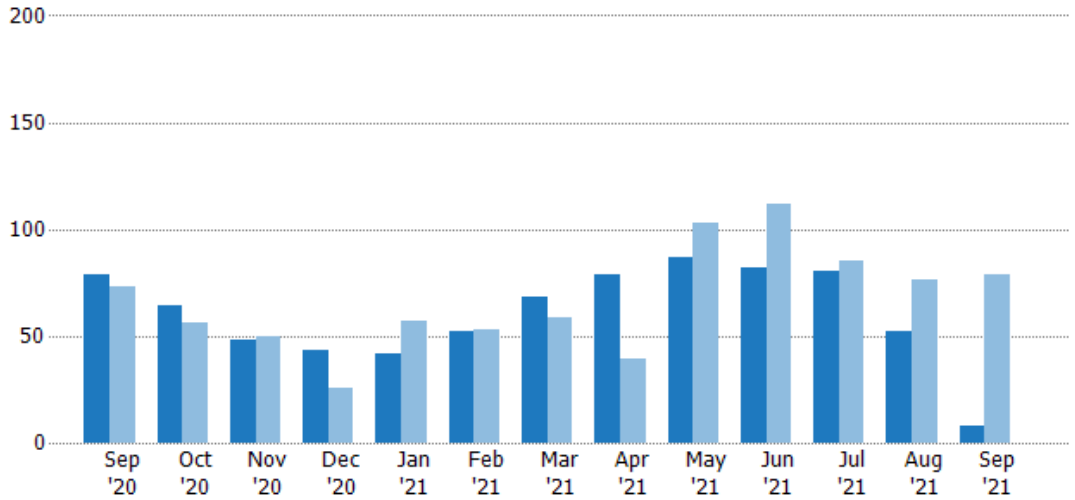
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	204	196	179	147	131	121	123	135	118	140	144	128	162
Pending	115	100	89	64	68	73	88	105	132	127	115	96	42
Sold	75	68	51	60	32	38	39	51	42	73	73	68	62

## 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



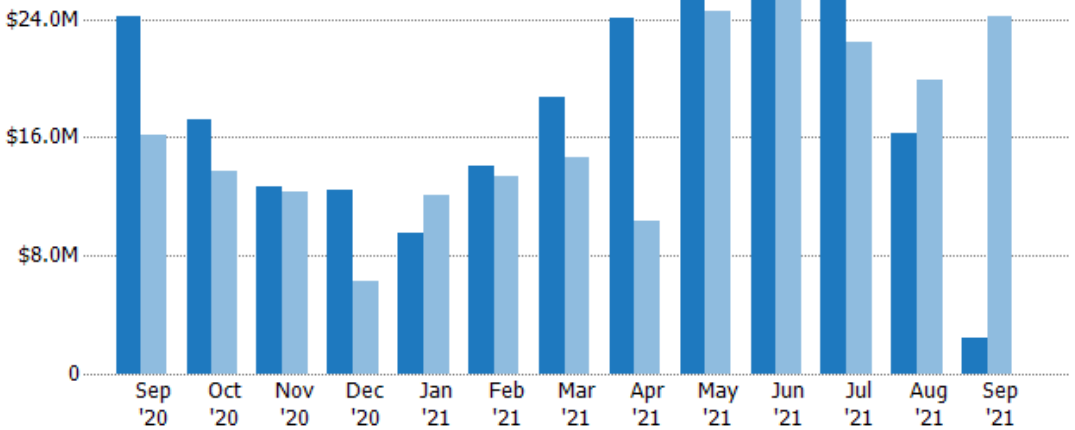
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	79	64	48	43	42	52	68	79	87	82	80	52	8
Prior Year	73	56	50	26	57	53	59	39	103	112	85	76	79
Percent Change from Prior Year	8%	14%	-4%	65%	-26%	-2%	15%	103%	-16%	-27%	-6%	-32%	-90%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$24.1M	\$17.2M	\$12.7M	\$12.5M	\$9.52M	\$14.1M	\$18.8M	\$24.1M	\$26.6M	\$26.3M	\$26.2M	\$16.2M	\$2.39M
Prior Year	\$16.1M	\$13.7M	\$12.3M	\$6.24M	\$12.1M	\$13.4M	\$14.7M	\$10.4M	\$24.5M	\$27.2M	\$22.5M	\$19.9M	\$24.1M
Percent Change from Prior Year	50%	25%	3%	100%	-21%	5%	28%	132%	8%	-3%	17%	-18%	-90%



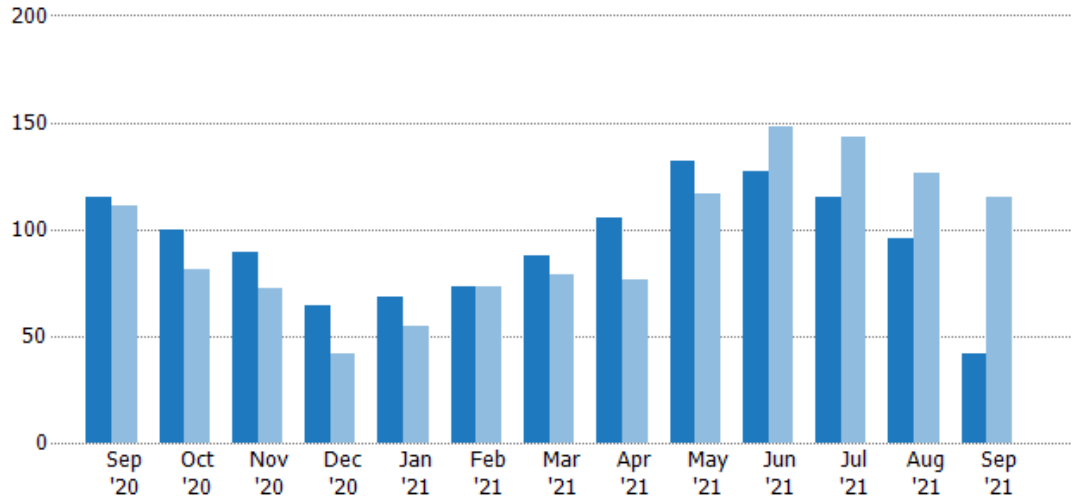
## Pending Sales

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.
Sep '21	42	-63.5%
Sep '20	115	3.6%
Sep '19	111	-30.6%



Current Year	115	100	89	64	68	73	88	105	132	127	115	96	42
Prior Year	111	81	72	42	55	73	79	76	117	148	143	126	115
Percent Change from Prior Year	4%	23%	24%	52%	24%	0%	11%	38%	13%	-14%	-20%	-24%	-63%

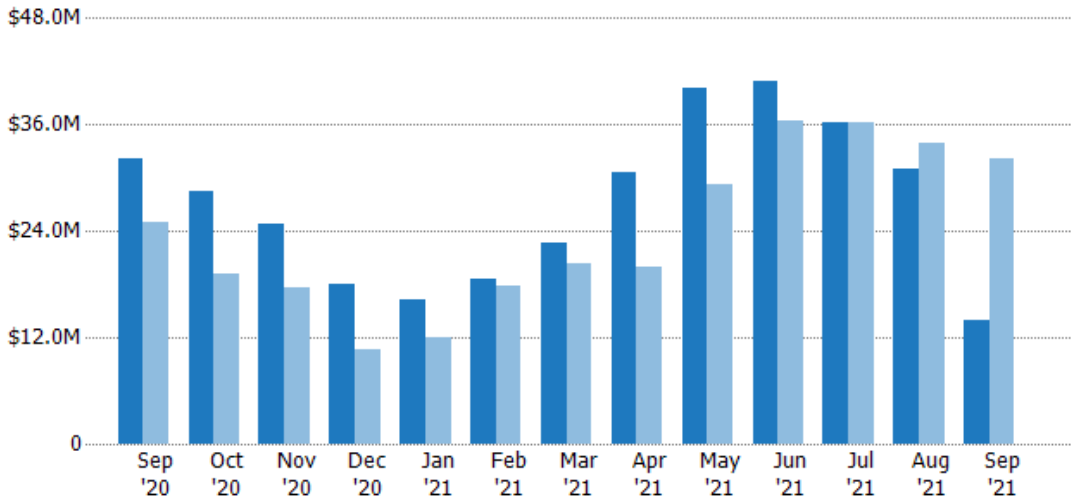
## Pending Sales Volume

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.
Sep '21	\$13.9M	-56.8%
Sep '20	\$32.1M	28.9%
Sep '19	\$24.9M	-29.2%



Current Year	\$32.1M	\$28.4M	\$24.8M	\$17.9M	\$16.3M	\$18.6M	\$22.6M	\$30.7M	\$40M	\$40.8M	\$36.3M	\$31M	\$13.9M
Prior Year	\$24.9M	\$19.2M	\$17.7M	\$10.6M	\$11.9M	\$17.9M	\$20.3M	\$19.9M	\$29.2M	\$36.3M	\$36.1M	\$33.9M	\$32.1M
Percent Change from Prior Year	29%	48%	40%	69%	37%	4%	11%	54%	37%	12%	0%	-8%	-57%

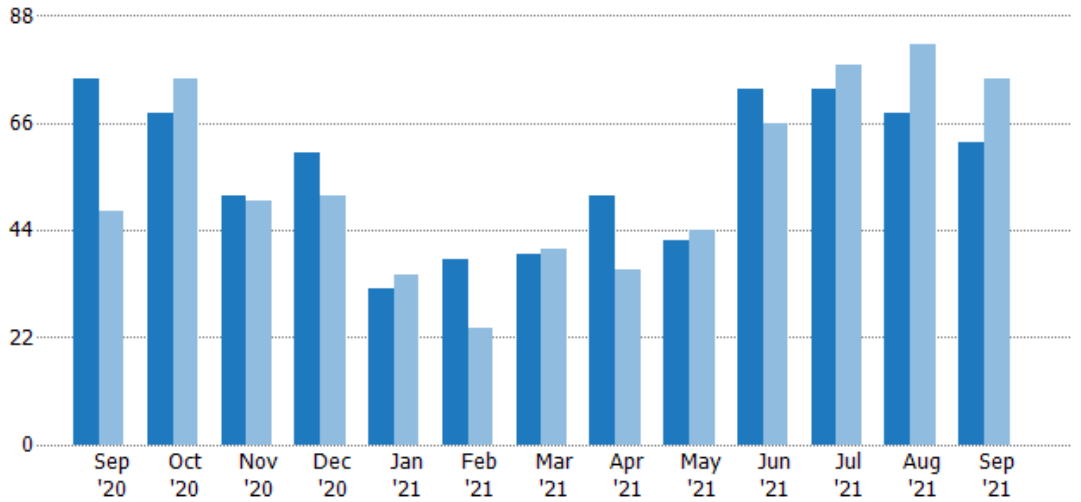
## Closed Sales

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.
Sep '21	62	-17.3%
Sep '20	75	56.3%
Sep '19	48	0%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	75	68	51	60	32	38	39	51	42	73	73	68	62
Prior Year	48	75	50	51	35	24	40	36	44	66	78	82	75
Percent Change from Prior Year	56%	-9%	2%	18%	-9%	58%	-3%	42%	-5%	11%	-6%	-17%	-17%

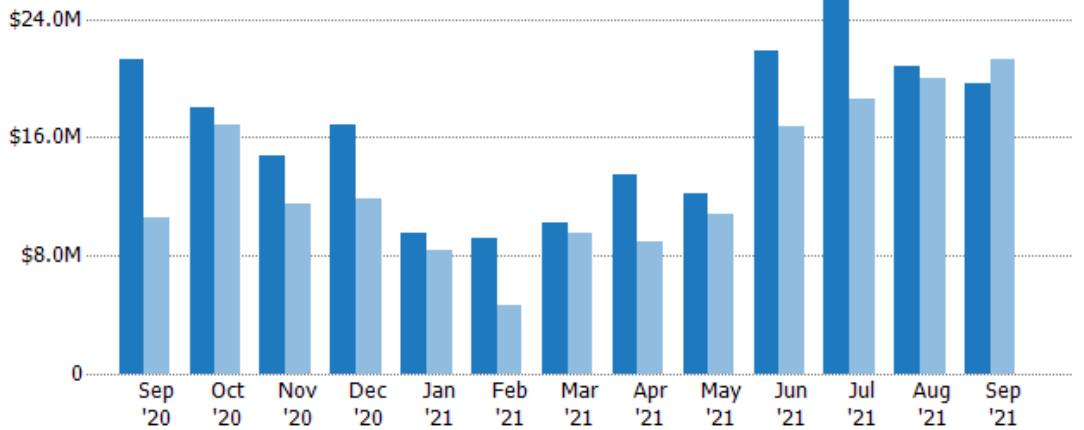
## Closed Sales Volume

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.
Sep '21	\$19.6M	-8.1%
Sep '20	\$21.3M	100.8%
Sep '19	\$10.6M	-10%



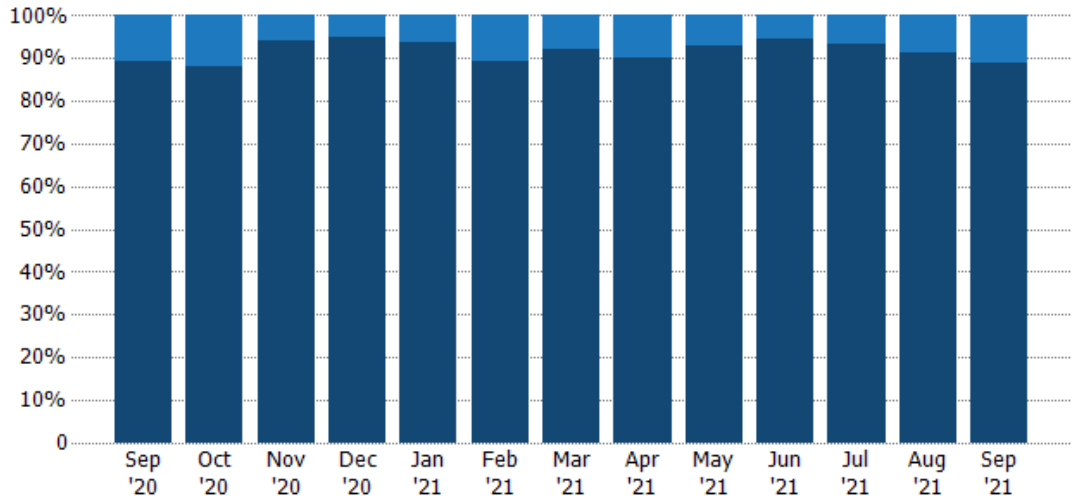
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$21.3M	\$18M	\$14.8M	\$16.8M	\$9.47M	\$9.15M	\$10.2M	\$13.5M	\$12.3M	\$21.9M	\$25.6M	\$20.8M	\$19.6M
Prior Year	\$10.6M	\$16.8M	\$11.6M	\$11.8M	\$8.32M	\$4.69M	\$9.5M	\$8.95M	\$10.7M	\$16.7M	\$18.6M	\$20M	\$21.3M
Percent Change from Prior Year	101%	7%	28%	42%	14%	95%	8%	51%	14%	31%	38%	4%	-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



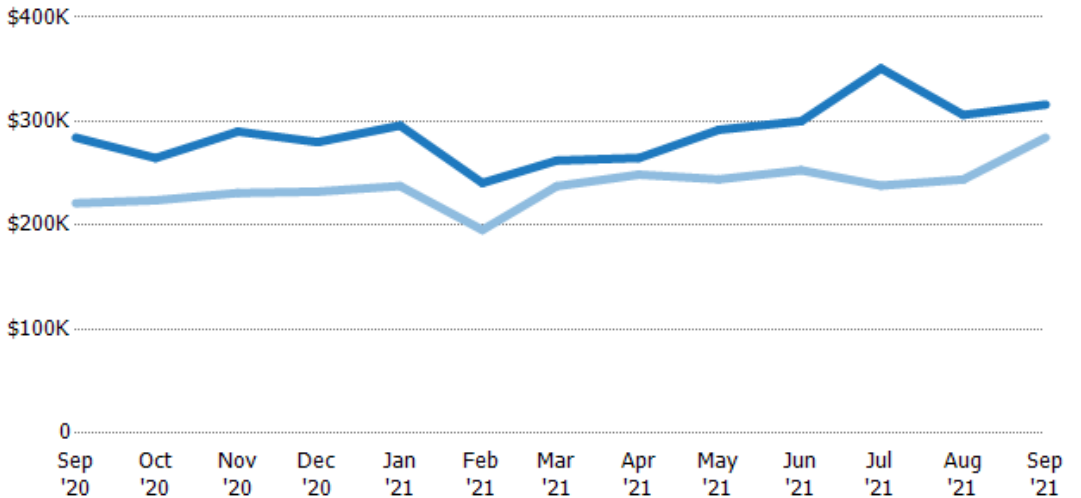
Condo/Townhouse	11%	12%	6%	5%	6%	11%	8%	10%	7%	5%	7%	9%	11%
Single Family Residence	89%	88%	94%	95%	94%	89%	92%	90%	93%	95%	93%	91%	89%

## 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



Current Year	\$284K	\$265K	\$290K	\$280K	\$296K	\$241K	\$262K	\$265K	\$292K	\$300K	\$351K	\$306K	\$316K
Prior Year	\$221K	\$224K	\$231K	\$232K	\$238K	\$196K	\$238K	\$249K	\$244K	\$253K	\$238K	\$244K	\$284K
Percent Change from Prior Year	29%	18%	26%	20%	24%	23%	10%	6%	19%	19%	47%	25%	11%

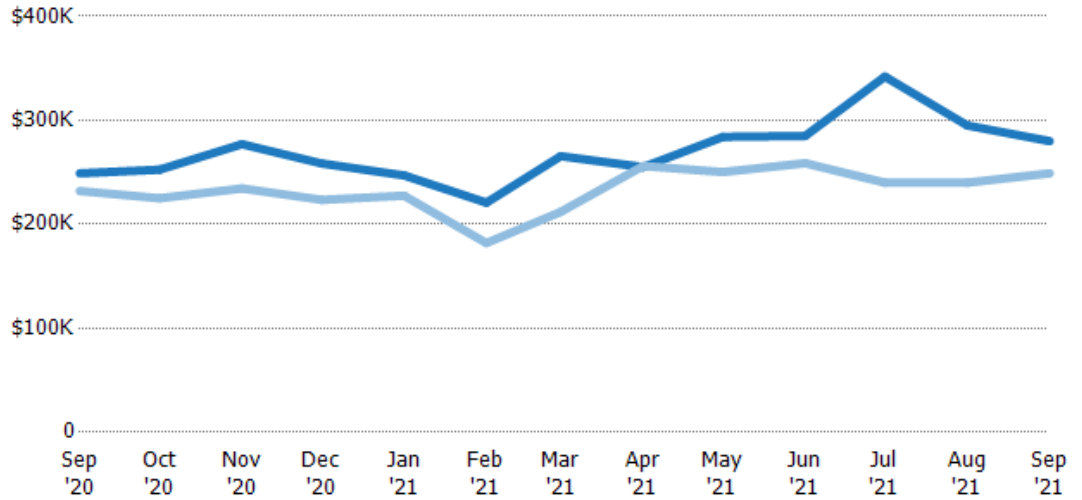
## Median Sales Price

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.
Sep '21	\$280K	12.4%
Sep '20	\$249K	7.3%
Sep '19	\$232K	-20%



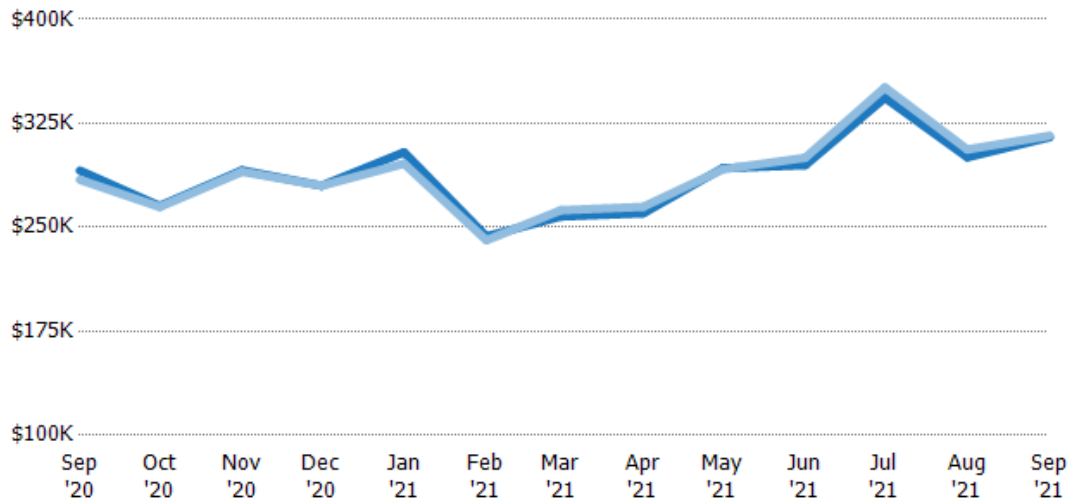
Current Year	\$249K	\$253K	\$277K	\$258K	\$247K	\$221K	\$266K	\$255K	\$284K	\$285K	\$342K	\$295K	\$280K
Prior Year	\$232K	\$225K	\$234K	\$224K	\$228K	\$182K	\$212K	\$256K	\$250K	\$259K	\$240K	\$240K	\$249K
Percent Change from Prior Year	7%	12%	18%	16%	9%	21%	25%	0%	13%	10%	43%	23%	12%

## 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



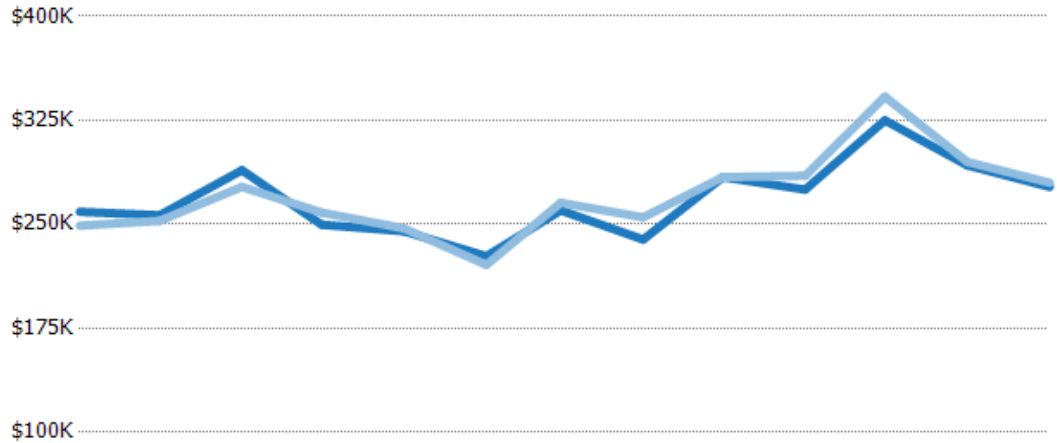
Avg List Price	\$291K	\$265K	\$291K	\$280K	\$304K	\$243K	\$258K	\$260K	\$293K	\$295K	\$343K	\$300K	\$315K
Avg Sales Price	\$284K	\$265K	\$290K	\$280K	\$296K	\$241K	\$262K	\$265K	\$292K	\$300K	\$351K	\$306K	\$316K
Avg Sales Price as a % of Avg List Price	98%	100%	100%	100%	97%	99%	102%	102%	100%	102%	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



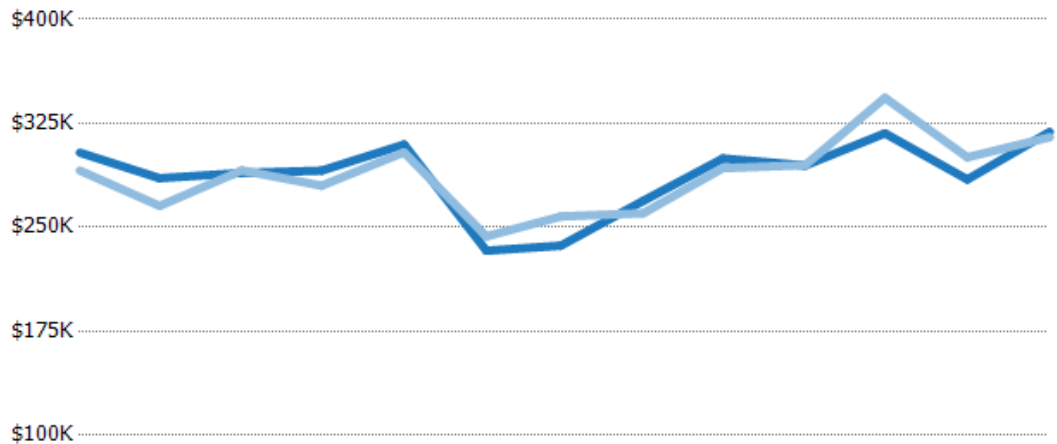
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$259K	\$257K	\$289K	\$250K	\$245K	\$227K	\$260K	\$239K	\$284K	\$275K	\$325K	\$293K	\$277K
Median Sales Price	\$249K	\$253K	\$277K	\$258K	\$247K	\$221K	\$266K	\$255K	\$284K	\$285K	\$342K	\$295K	\$280K
Med Sales Price as a % of Med List Price	96%	98%	96%	104%	101%	97%	102%	107%	100%	104%	105%	101%	101%

## 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



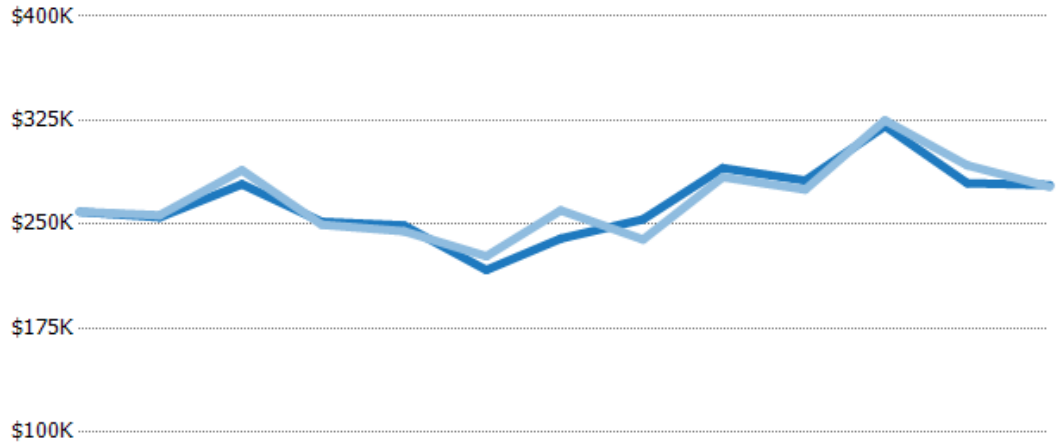
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$304K	\$285K	\$289K	\$291K	\$310K	\$233K	\$237K	\$269K	\$300K	\$295K	\$318K	\$284K	\$319K
Avg Sales Price	\$291K	\$265K	\$291K	\$280K	\$304K	\$243K	\$258K	\$260K	\$293K	\$295K	\$343K	\$300K	\$315K
Avg Sales Price as a % of Avg Est Value	96%	93%	101%	96%	98%	104%	109%	97%	98%	100%	108%	106%	99%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$259K	\$255K	\$279K	\$252K	\$249K	\$217K	\$240K	\$254K	\$291K	\$282K	\$321K	\$280K	\$278K
Median Sales Price	\$259K	\$257K	\$289K	\$250K	\$245K	\$227K	\$260K	\$239K	\$284K	\$275K	\$325K	\$293K	\$277K
Med Sales Price as a % of Med Est Value	100%	101%	104%	99%	98%	105%	108%	94%	98%	98%	101%	105%	100%