

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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	53	81	-34.6%	544	518	+5%
New Listing Volume	\$21,274,250	\$21,809,800	-2.5%	\$171,160,452	\$141,697,207	+20.8%
Active Listing Count	128	208	-38.5%	N/A	N/A	
Active Listing Volume	\$47,433,269	\$62,188,364	-23.7%	N/A	N/A	
Average Listing Price	\$370,572	\$298,983	+23.9%	\$323,719	\$271,196	+19.4%
Median Listing Price	\$319,900	\$260,000	+23%	\$297,924	\$249,860	+19.2%
Median Days in RPR	63.5	77.5	-18.1%	81.45	117.78	-30.8%
Months of Inventory	1.8	2.7	-34.2%	2.6	5.3	-51.6%
Absorption Rate	57.03%	37.5%	+19.5%	38.94%	18.85%	+20.1%
Sales Activity Charts Metrics						
New Pending Sales Count	52	76	-31.6%	542	584	-7.2%
New Pending Sales Volume	\$16,244,572	\$19,869,417	-18.2%	\$161,789,065	\$144,623,216	+11.9%
Pending Sales Count	96	126	-23.8%	N/A	N/A	
Pending Sales Volume	\$31,025,716	\$33,871,034	-8.4%	N/A	N/A	
Closed Sales Count	68	82	-17.1%	416	405	+2.7%
Closed Sales Volume	\$20,815,567	\$20,011,294	+4%	\$122,934,037	\$97,494,250	+26.1%
Average Sales Price	\$306,111	\$244,040	+25.4%	\$295,515	\$240,727	+22.8%
Median Sales Price	\$295,000	\$240,000	+22.9%	\$282,240	\$238,293	+18.4%

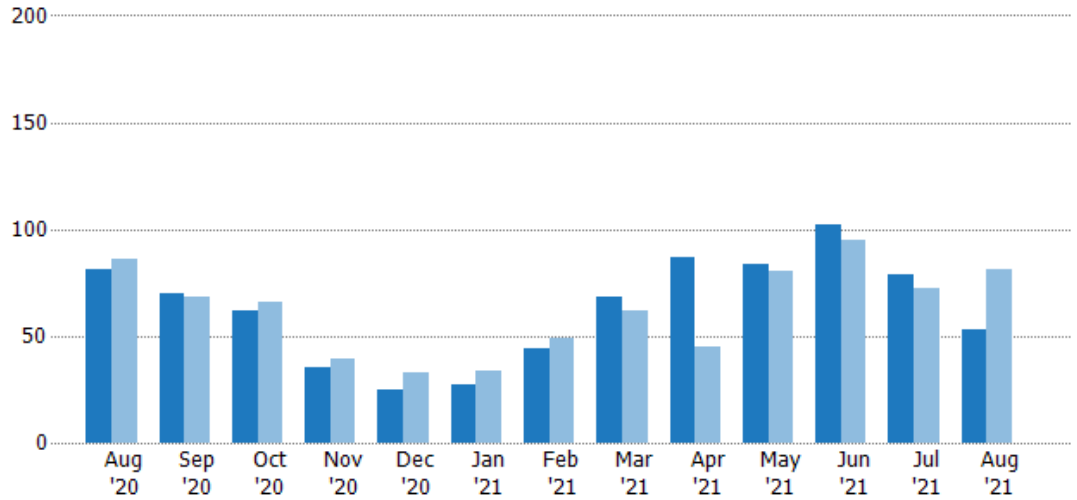
New Listings

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.
Aug '21	53	-34.6%
Aug '20	81	-5.8%
Aug '19	86	-14%



Current Year	81	70	62	35	25	27	44	68	87	84	102	79	53
Prior Year	86	68	66	39	33	34	49	62	45	80	95	72	81
Percent Change from Prior Year	-6%	3%	-6%	-10%	-24%	-21%	-10%	10%	93%	5%	7%	10%	-35%

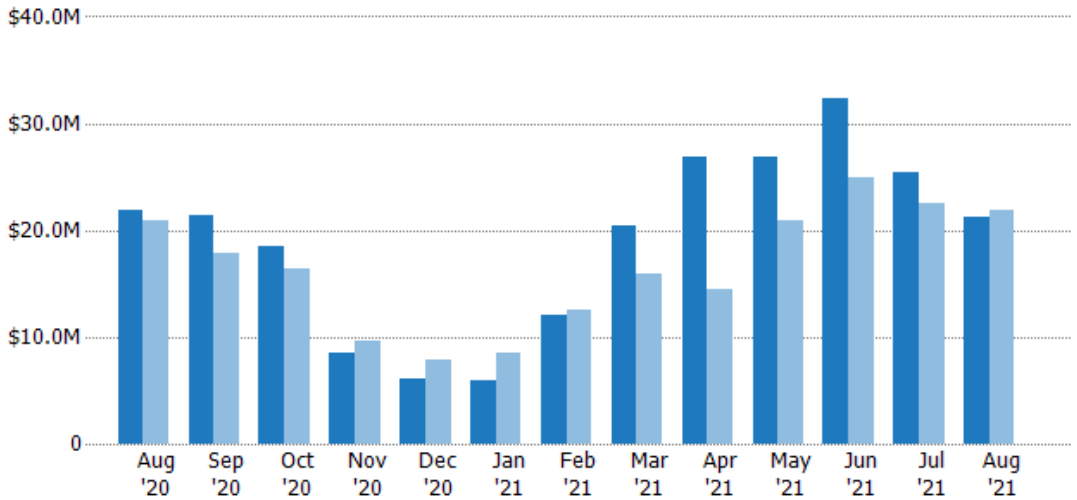
New Listing Volume

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.
Aug '21	\$21.3M	-2.5%
Aug '20	\$21.8M	4.7%
Aug '19	\$20.8M	-17.1%



Current Year	\$21.8M	\$21.3M	\$18.6M	\$8.57M	\$6.14M	\$5.9M	\$12.1M	\$20.5M	\$26.9M	\$26.8M	\$32.3M	\$25.3M	\$21.3M
Prior Year	\$20.8M	\$17.8M	\$16.5M	\$9.56M	\$7.79M	\$8.58M	\$12.5M	\$15.9M	\$14.5M	\$20.9M	\$25M	\$22.6M	\$21.8M
Percent Change from Prior Year	5%	20%	13%	-10%	-21%	-31%	-3%	29%	86%	28%	29%	12%	-2%

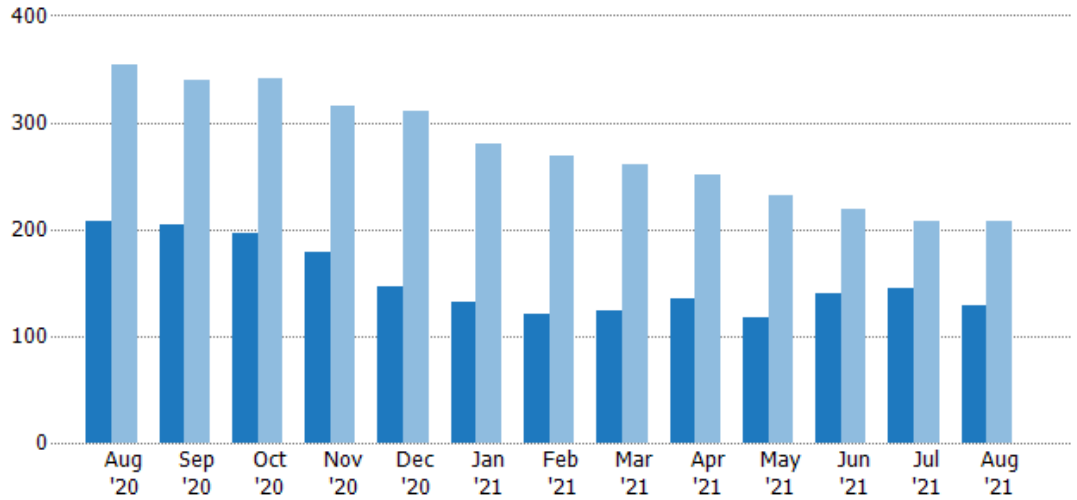
Active Listings

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.
Aug '21	128	-38.5%
Aug '20	208	-41.2%
Aug '19	354	-0.8%



Current Year	208	204	196	179	147	131	121	123	135	118	140	144	128
Prior Year	354	340	341	316	310	280	268	261	251	231	219	208	208
Percent Change from Prior Year	-41%	-40%	-43%	-43%	-53%	-53%	-55%	-53%	-46%	-49%	-36%	-31%	-38%

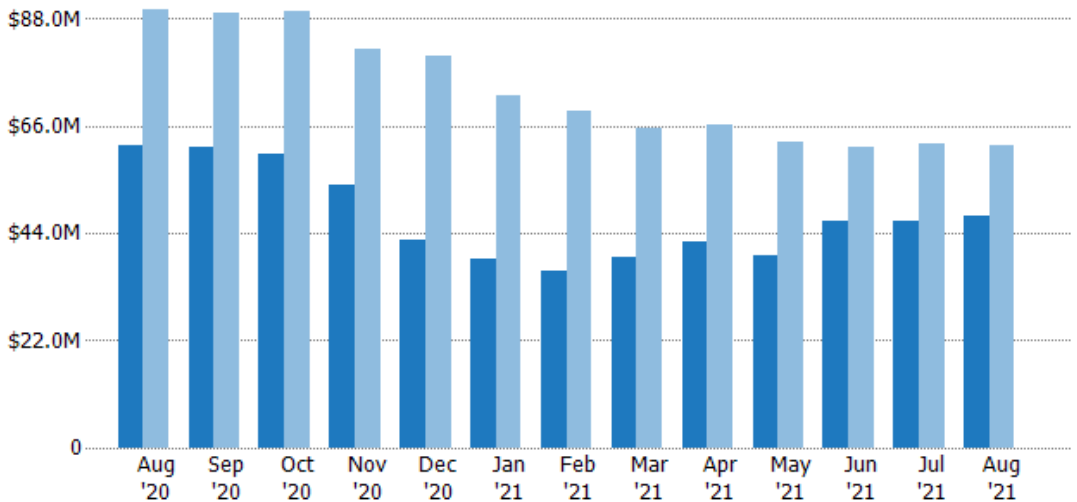
Active Listing Volume

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.
Aug '21	\$47.4M	-23.7%
Aug '20	\$62.2M	-30.7%
Aug '19	\$89.8M	0.1%



Current Year	\$62.2M	\$61.8M	\$60.2M	\$54M	\$42.7M	\$38.9M	\$36.4M	\$39.2M	\$42.4M	\$39.4M	\$46.4M	\$46.5M	\$47.4M
Prior Year	\$89.8M	\$89.1M	\$89.4M	\$81.7M	\$80.4M	\$72.2M	\$69.1M	\$65.6M	\$66.2M	\$62.9M	\$61.6M	\$62.5M	\$62.2M
Percent Change from Prior Year	-31%	-31%	-33%	-34%	-47%	-46%	-47%	-40%	-36%	-37%	-25%	-26%	-24%

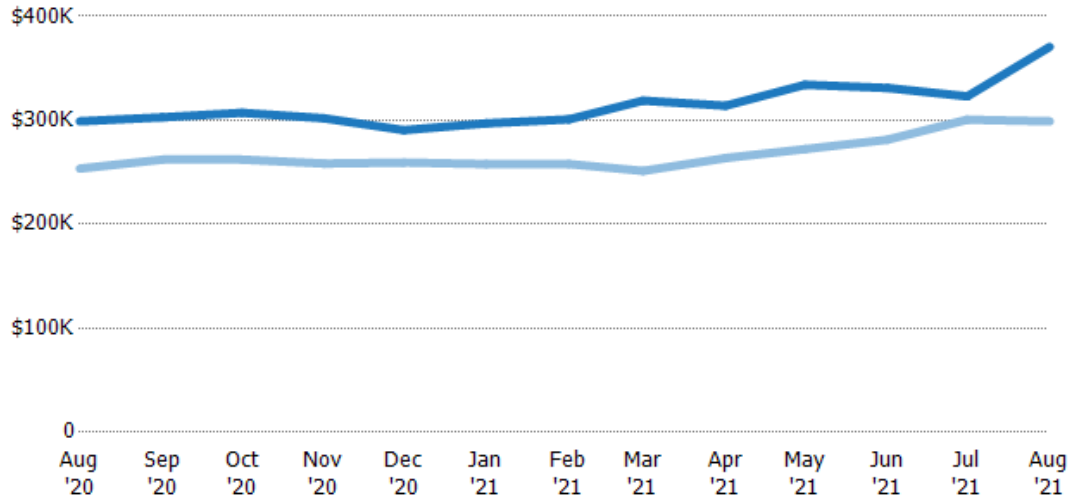
Average Listing Price

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.
Aug '21	\$371K	23.9%
Aug '20	\$299K	17.9%
Aug '19	\$254K	1%



Current Year	\$299K	\$303K	\$307K	\$302K	\$291K	\$297K	\$301K	\$319K	\$314K	\$334K	\$331K	\$323K	\$371K
Prior Year	\$254K	\$262K	\$262K	\$258K	\$259K	\$258K	\$258K	\$251K	\$264K	\$272K	\$281K	\$301K	\$299K
Percent Change from Prior Year	18%	16%	17%	17%	12%	15%	17%	27%	19%	23%	18%	7%	24%

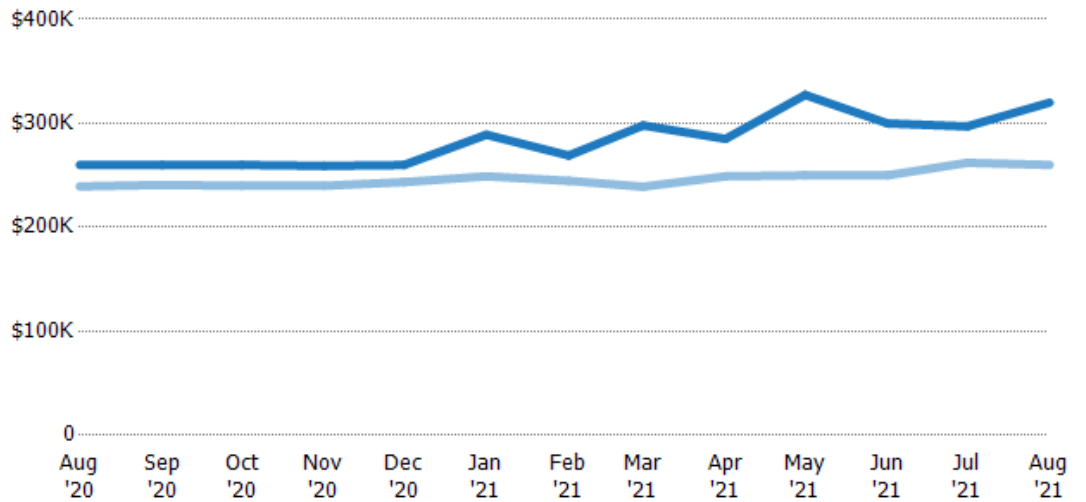
Median Listing Price

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.
Aug '21	\$320K	23%
Aug '20	\$260K	8.7%
Aug '19	\$239K	0.3%



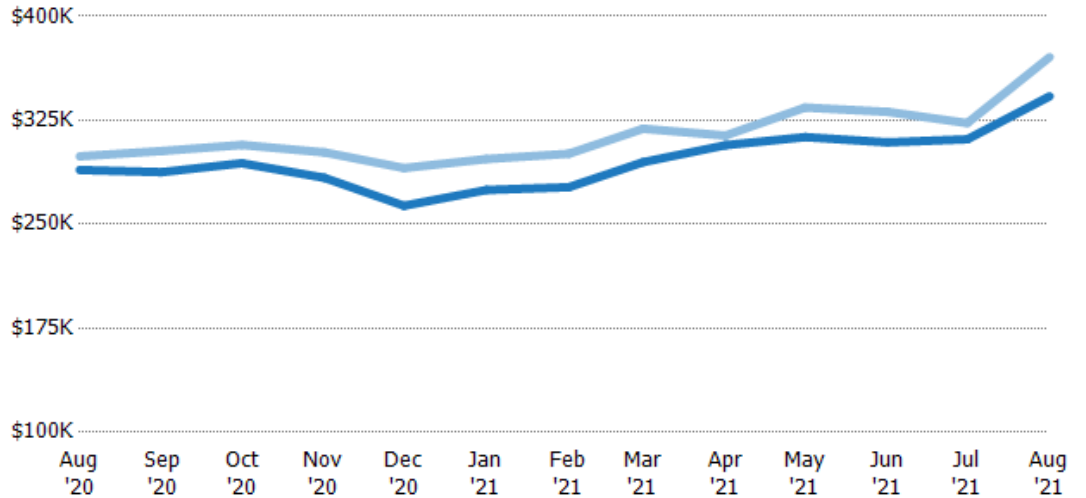
Current Year	\$260K	\$260K	\$260K	\$259K	\$260K	\$289K	\$269K	\$298K	\$285K	\$327K	\$300K	\$297K	\$320K
Prior Year	\$239K	\$241K	\$240K	\$240K	\$243K	\$249K	\$245K	\$239K	\$249K	\$250K	\$250K	\$262K	\$260K
Percent Change from Prior Year	9%	8%	8%	8%	7%	16%	10%	25%	14%	31%	20%	13%	23%

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

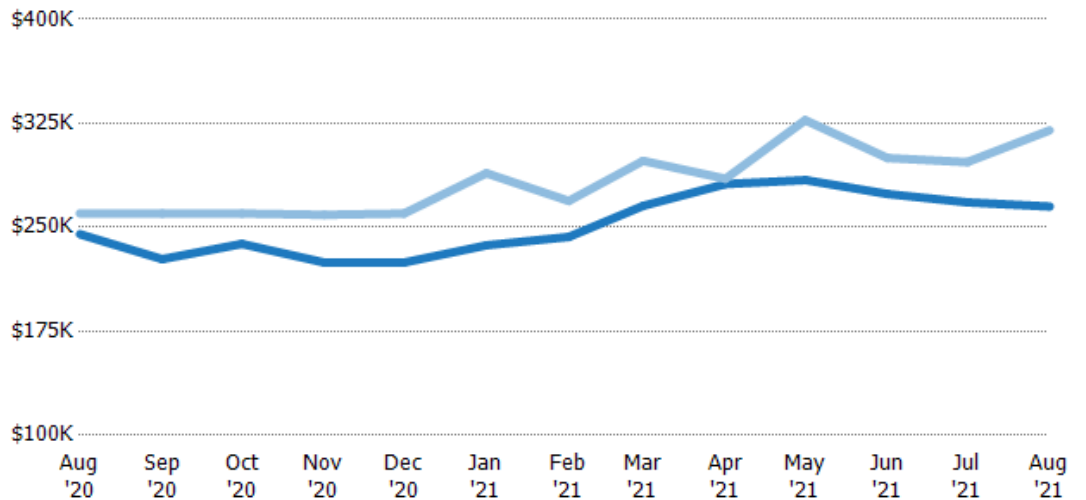


Median Listing Price vs Median Est Value

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

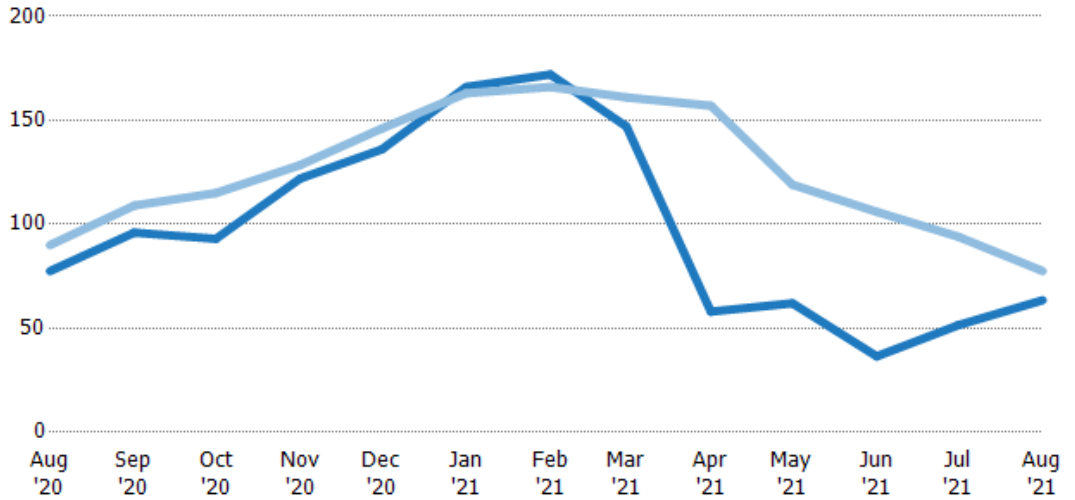


Median Days in RPR

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.
Aug '21	63.5	-18.1%
Aug '20	77.5	-13.9%
Aug '19	90	11.1%

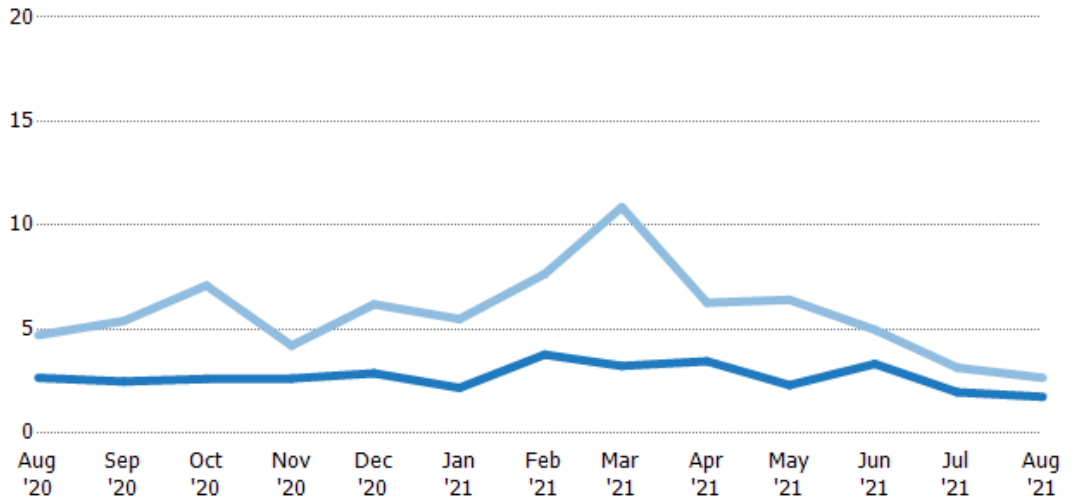
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	77.5	96	93	122	136	166	172	147	58	62	36.5	51.5	63.5
Prior Year	90	109	115	129	146	163	166	161	157	119	106	94	77.5
Percent Change from Prior Year	-14%	-12%	-19%	-5%	-7%	2%	4%	-9%	-63%	-48%	-66%	-45%	-18%

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.
Aug '21	1.75	-34.2%
Aug '20	2.67	-43.5%
Aug '19	4.72	65.3%

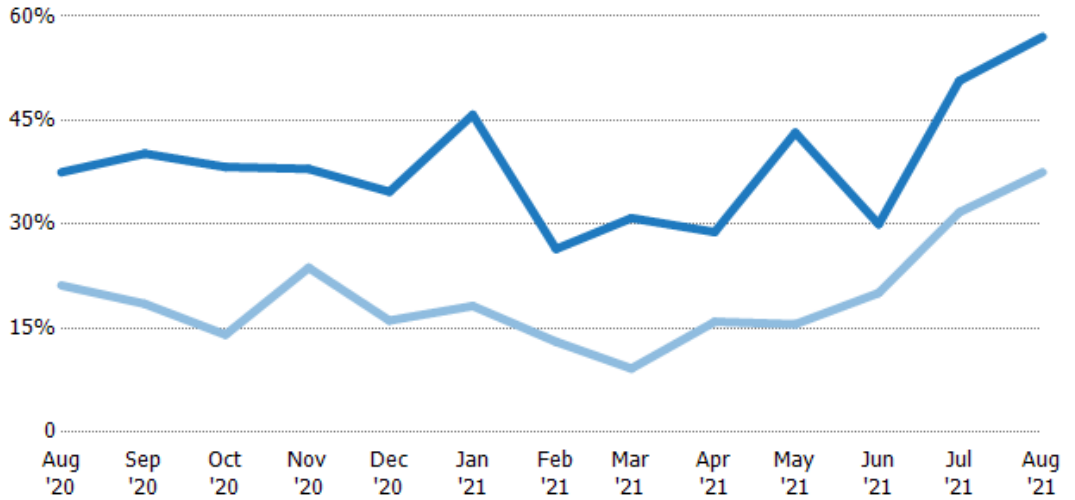
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	2.67	2.49	2.61	2.63	2.88	2.18	3.78	3.24	3.46	2.31	3.33	1.97	1.75
Prior Year	4.72	5.4	7.1	4.21	6.2	5.49	7.66	10.9	6.28	6.42	4.98	3.15	2.67
Percent Change from Prior Year	-44%	-54%	-63%	-38%	-54%	-60%	-51%	-70%	-45%	-64%	-33%	-37%	-34%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



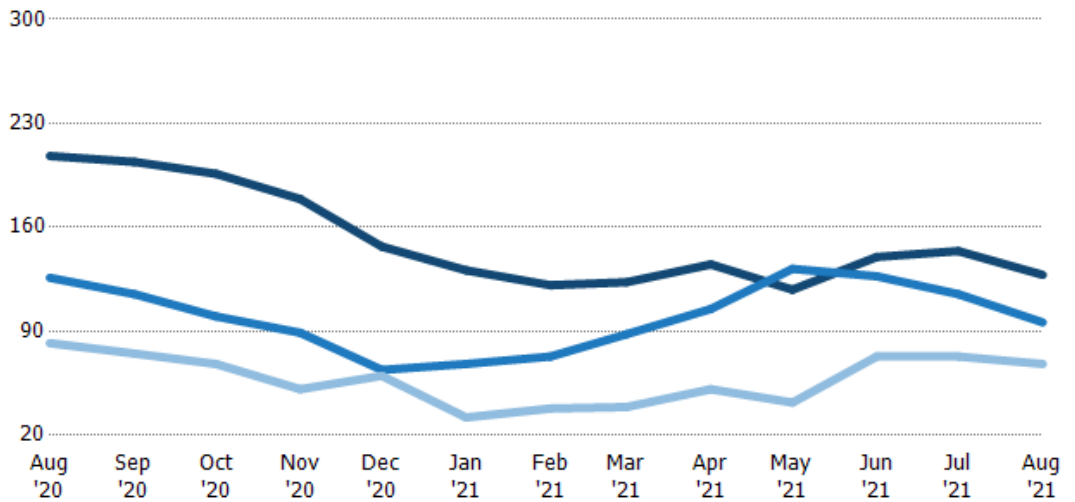
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	38%	40%	38%	38%	35%	46%	26%	31%	29%	43%	30%	51%	57%
Prior Year	21%	19%	14%	24%	16%	18%	13%	9%	16%	16%	20%	32%	38%
Change from Prior Year	-16%	-22%	-24%	-14%	-19%	-28%	-13%	-22%	-13%	-28%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

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



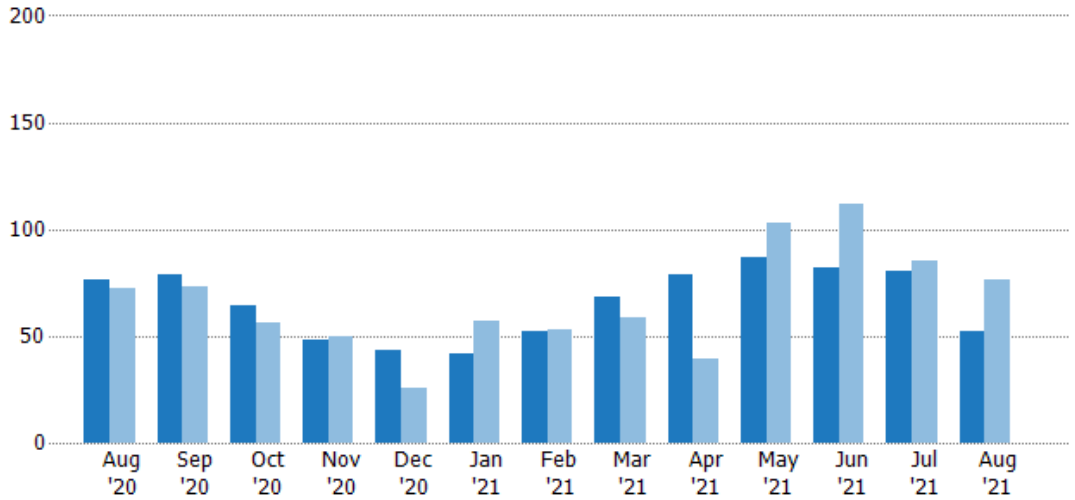
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	208	204	196	179	147	131	121	123	135	118	140	144	128
Pending	126	115	100	89	64	68	73	88	105	132	127	115	96
Sold	82	75	68	51	60	32	38	39	51	42	73	73	68

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



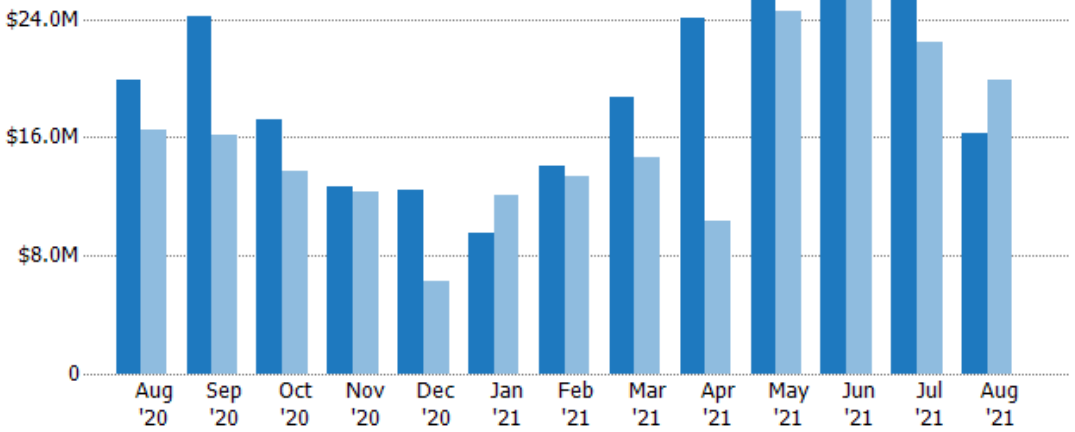
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	76	79	64	48	43	42	52	68	79	87	82	80	52
Prior Year	72	73	56	50	26	57	53	59	39	103	112	85	76
Percent Change from Prior Year	6%	8%	14%	-4%	65%	-26%	-2%	15%	103%	-16%	-27%	-6%	-32%

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



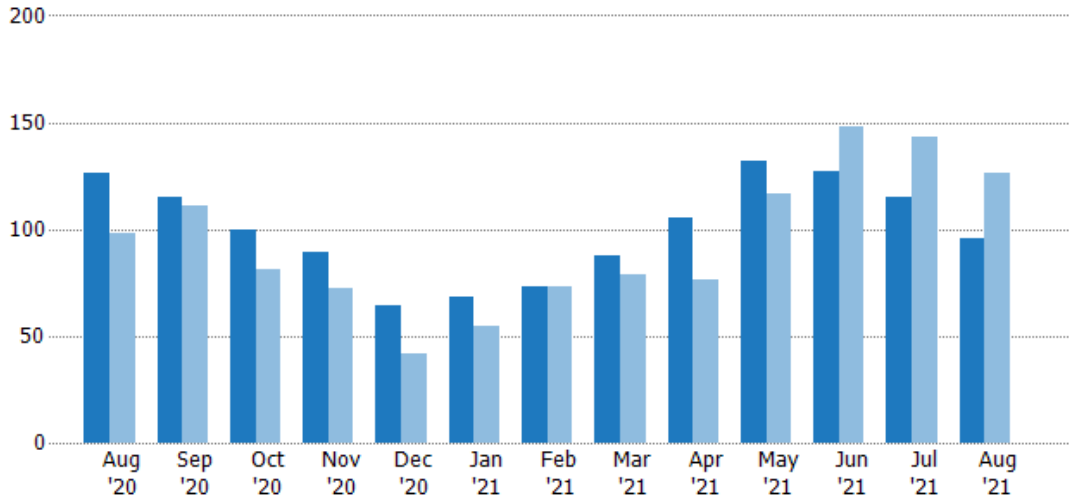
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$19.9M	\$24.1M	\$17.2M	\$12.7M	\$12.5M	\$9.52M	\$14.1M	\$18.8M	\$24.1M	\$26.6M	\$26.3M	\$26.2M	\$16.2M
Prior Year	\$16.5M	\$16.1M	\$13.7M	\$12.3M	\$6.24M	\$12.1M	\$13.4M	\$14.7M	\$10.4M	\$24.5M	\$27.2M	\$22.5M	\$19.9M
Percent Change from Prior Year	20%	50%	25%	3%	100%	-21%	5%	28%	132%	8%	-3%	17%	-18%

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



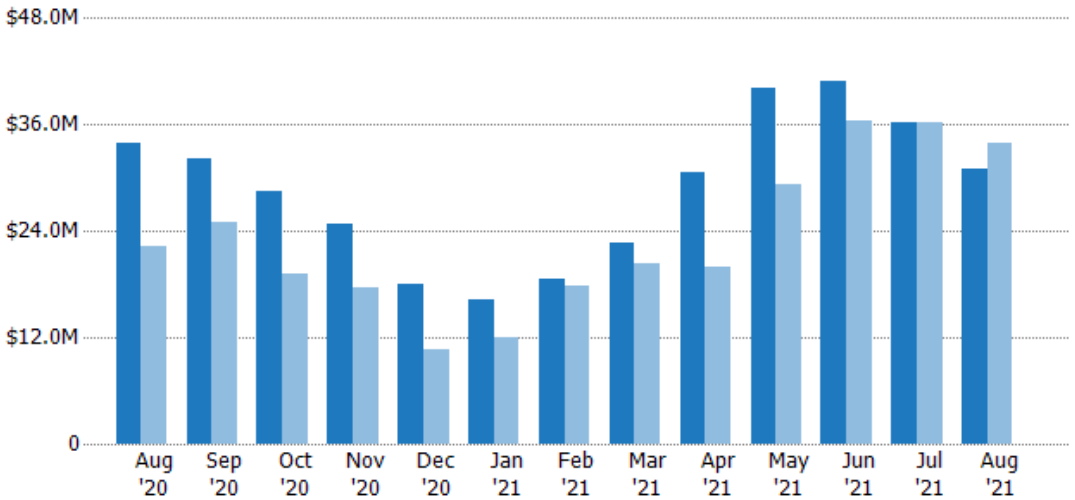
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	126	115	100	89	64	68	73	88	105	132	127	115	96
Prior Year	98	111	81	72	42	55	73	79	76	117	148	143	126
Percent Change from Prior Year	29%	4%	23%	24%	52%	24%	0%	11%	38%	13%	-14%	-20%	-24%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$33.9M	\$32.1M	\$28.4M	\$24.8M	\$17.9M	\$16.3M	\$18.6M	\$22.6M	\$30.7M	\$40M	\$40.8M	\$36.3M	\$31M
Prior Year	\$22.2M	\$24.9M	\$19.2M	\$17.7M	\$10.6M	\$11.9M	\$17.9M	\$20.3M	\$19.9M	\$29.2M	\$36.3M	\$36.1M	\$33.9M
Percent Change from Prior Year	52%	29%	48%	40%	69%	37%	4%	11%	54%	37%	12%	0%	-8%

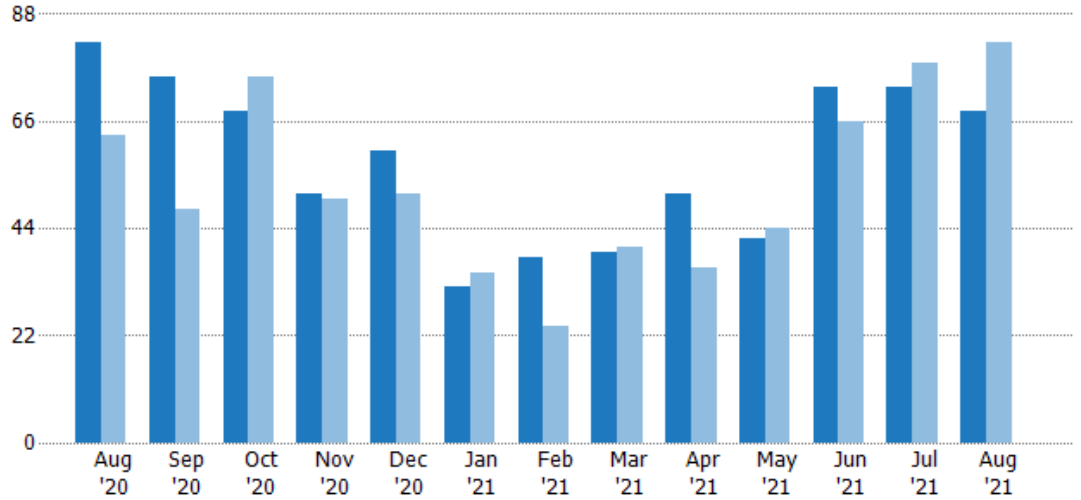
Closed Sales

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.
Aug '21	68	-17.1%
Aug '20	82	30.2%
Aug '19	63	7.9%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	82	75	68	51	60	32	38	39	51	42	73	73	68
Prior Year	63	48	75	50	51	35	24	40	36	44	66	78	82
Percent Change from Prior Year	30%	56%	-9%	2%	18%	-9%	58%	-3%	42%	-5%	11%	-6%	-17%

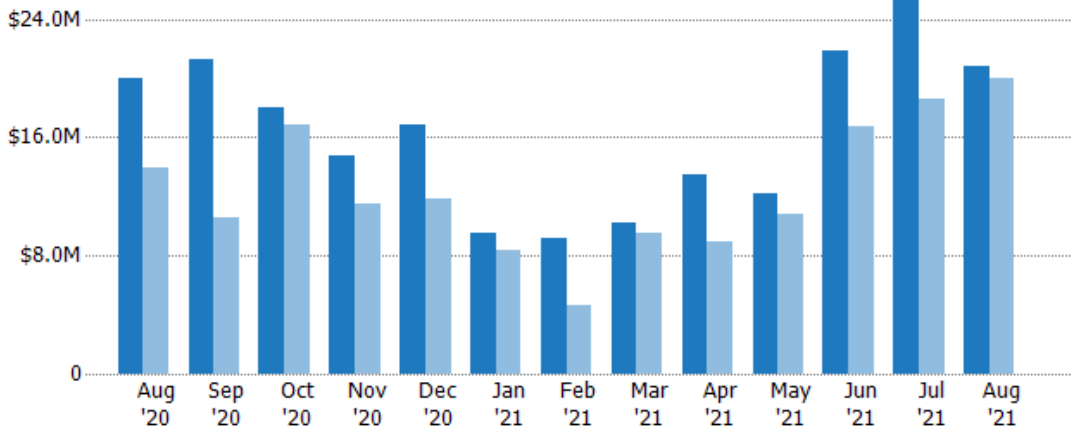
Closed Sales Volume

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.
Aug '21	\$20.8M	4%
Aug '20	\$20M	43.6%
Aug '19	\$13.9M	9.6%



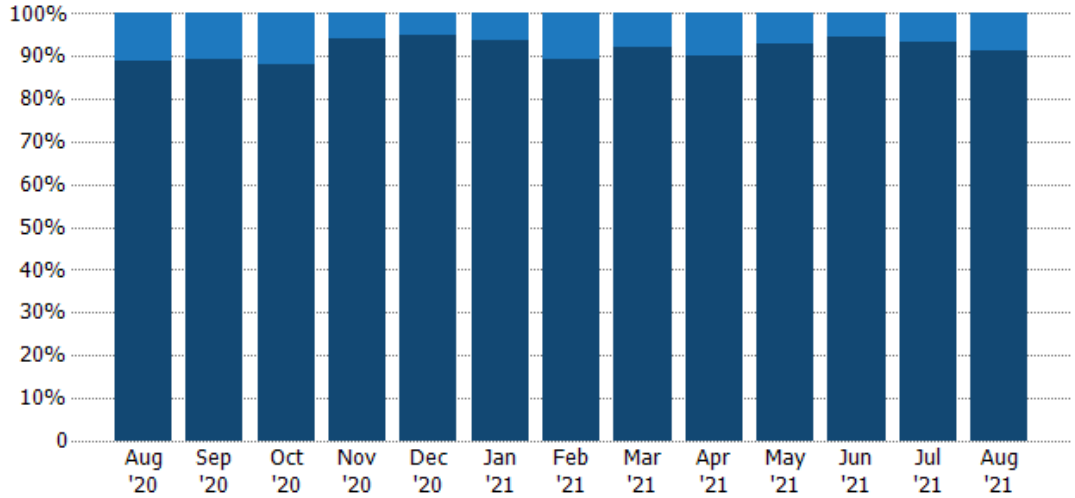
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$20M	\$21.3M	\$18M	\$14.8M	\$16.8M	\$9.47M	\$9.15M	\$10.2M	\$13.5M	\$12.3M	\$21.9M	\$25.6M	\$20.8M
Prior Year	\$13.9M	\$10.6M	\$16.8M	\$11.6M	\$11.8M	\$8.32M	\$4.69M	\$9.5M	\$8.95M	\$10.7M	\$16.7M	\$18.6M	\$20M
Percent Change from Prior Year	44%	101%	7%	28%	42%	14%	95%	8%	51%	14%	31%	38%	4%

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



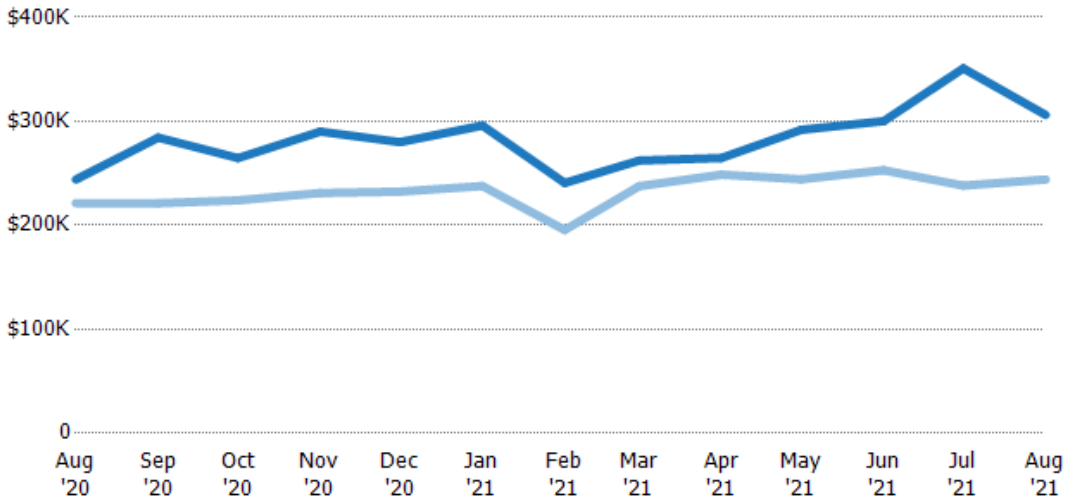
Condo/Townhouse	11%	11%	12%	6%	5%	6%	11%	8%	10%	7%	5%	7%	9%
Single Family Residence	89%	89%	88%	94%	95%	94%	89%	92%	90%	93%	95%	93%	91%

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

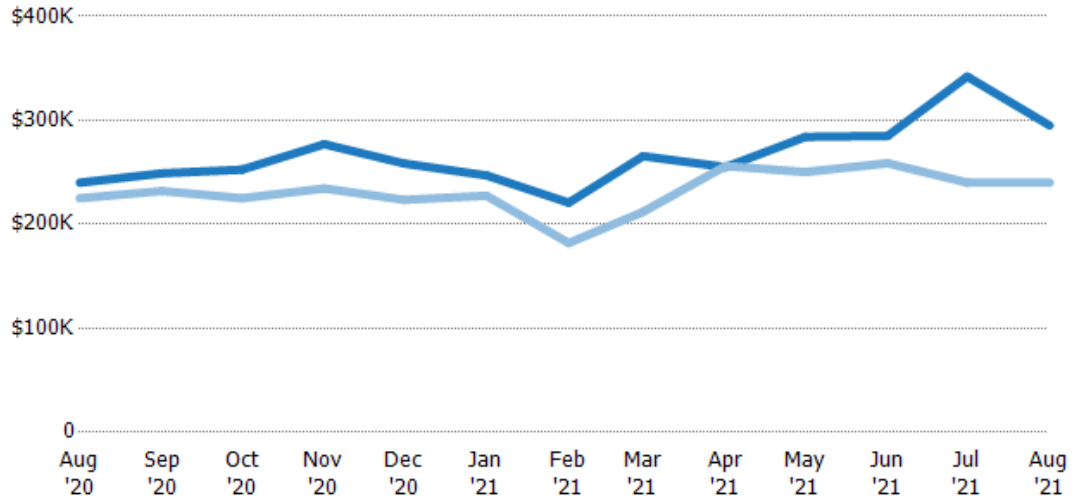
Median Sales Price

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.
Aug '21	\$295K	22.9%
Aug '20	\$240K	6.7%
Aug '19	\$225K	-6.7%



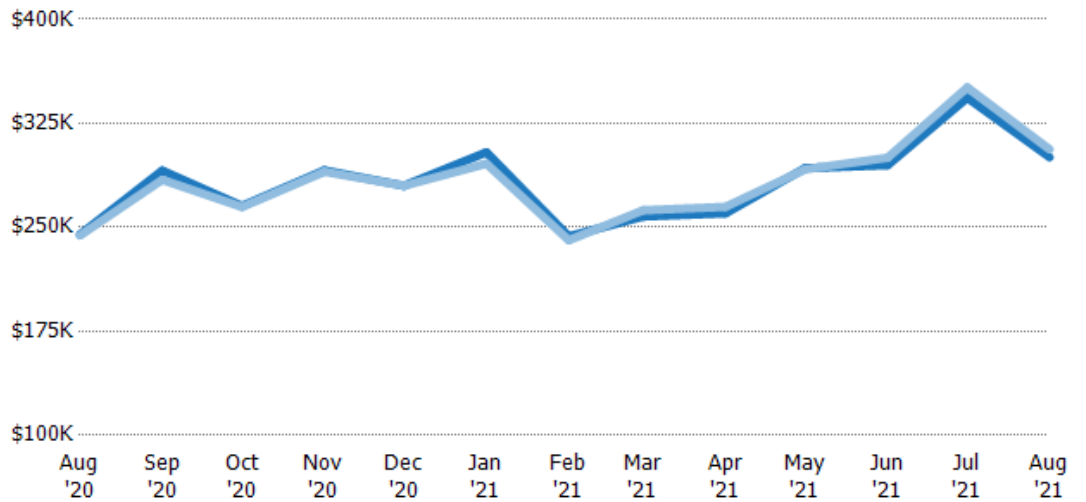
Current Year	\$240K	\$249K	\$253K	\$277K	\$258K	\$247K	\$221K	\$266K	\$255K	\$284K	\$285K	\$342K	\$295K
Prior Year	\$225K	\$232K	\$225K	\$234K	\$224K	\$228K	\$182K	\$212K	\$256K	\$250K	\$259K	\$240K	\$240K
Percent Change from Prior Year	7%	7%	12%	18%	16%	9%	21%	25%	0%	13%	10%	43%	23%

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



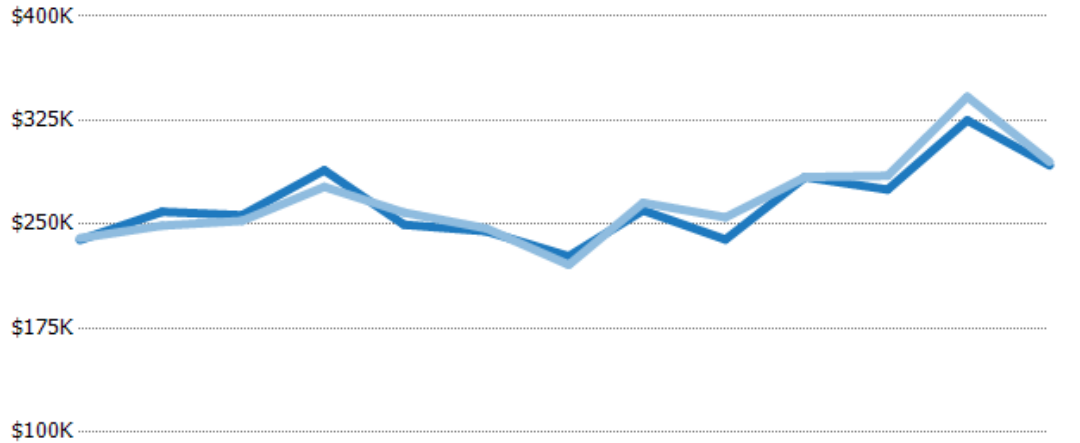
Avg List Price	\$245K	\$291K	\$265K	\$291K	\$280K	\$304K	\$243K	\$258K	\$260K	\$293K	\$295K	\$343K	\$300K
Avg Sales Price	\$244K	\$284K	\$265K	\$290K	\$280K	\$296K	\$241K	\$262K	\$265K	\$292K	\$300K	\$351K	\$306K
Avg Sales Price as a % of Avg List Price	100%	98%	100%	100%	100%	97%	99%	102%	102%	100%	102%	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



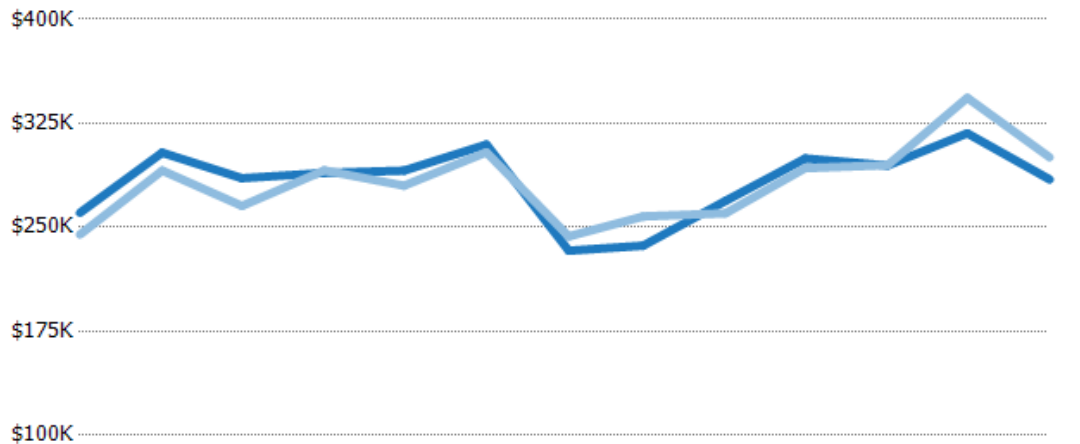
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$239K	\$259K	\$257K	\$289K	\$250K	\$245K	\$227K	\$260K	\$239K	\$284K	\$275K	\$325K	\$293K
Median Sales Price	\$240K	\$249K	\$253K	\$277K	\$258K	\$247K	\$221K	\$266K	\$255K	\$284K	\$285K	\$342K	\$295K
Med Sales Price as a % of Med List Price	101%	96%	98%	96%	104%	101%	97%	102%	107%	100%	104%	105%	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



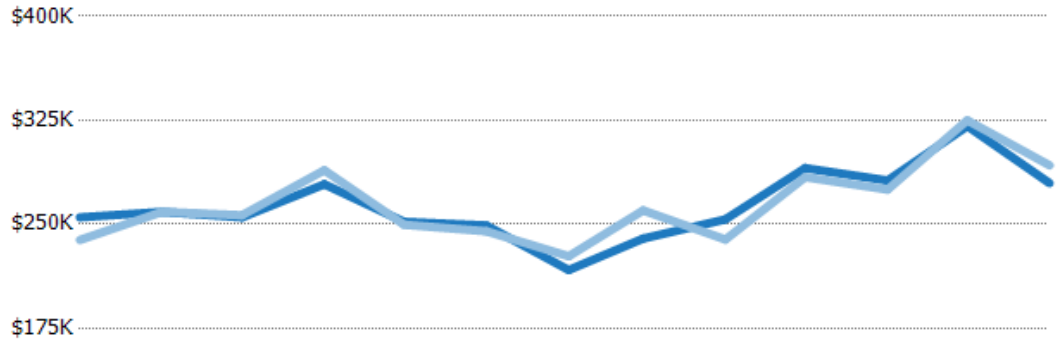
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$260K	\$304K	\$285K	\$289K	\$291K	\$310K	\$233K	\$237K	\$269K	\$300K	\$295K	\$318K	\$284K
Avg Sales Price	\$245K	\$291K	\$265K	\$291K	\$280K	\$304K	\$243K	\$258K	\$260K	\$293K	\$295K	\$343K	\$300K
Avg Sales Price as a % of Avg Est Value	94%	96%	93%	101%	96%	98%	104%	109%	97%	98%	100%	108%	106%

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



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