

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	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	42	34	+23.5%	694	672	+3.3%
New Listing Volume	\$13,294,600	\$8,429,155	+57.7%	\$217,661,753	\$186,926,101	+16.4%
Active Listing Count	165	178	-7.3%	N/A	N/A	
Active Listing Volume	\$58,725,944	\$53,649,594	+9.5%	N/A	N/A	
Average Listing Price	\$355,915	\$301,402	+18.1%	\$332,098	\$278,763	+19.1%
Median Listing Price	\$299,900	\$249,950	+20%	\$291,662	\$250,990	+16.2%
Median Days in RPR	61	122	-50%	76.8	113.71	-32.5%
Months of Inventory	2.8	2.6	+6.8%	2.5	4.7	-47.6%
Absorption Rate	35.76%	38.2%	-2.4%	40.65%	21.32%	+19.3%
Sales Activity Charts Metrics						
New Pending Sales Count	4	48	-91.7%	626	775	-19.2%
New Pending Sales Volume	\$1,111,500	\$12,663,450	-91.2%	\$187,706,141	\$198,575,954	-5.5%
Pending Sales Count	6	86	-93%	N/A	N/A	
Pending Sales Volume	\$1,590,900	\$24,071,044	-93.4%	N/A	N/A	
Closed Sales Count	58	50	+16%	593	591	+0.3%
Closed Sales Volume	\$18,163,930	\$14,501,453	+25.3%	\$179,620,230	\$149,696,345	+20%
Average Sales Price	\$313,171	\$290,029	+8%	\$302,901	\$253,293	+19.6%
Median Sales Price	\$303,500	\$276,000	+10%	\$284,836	\$244,654	+16.4%

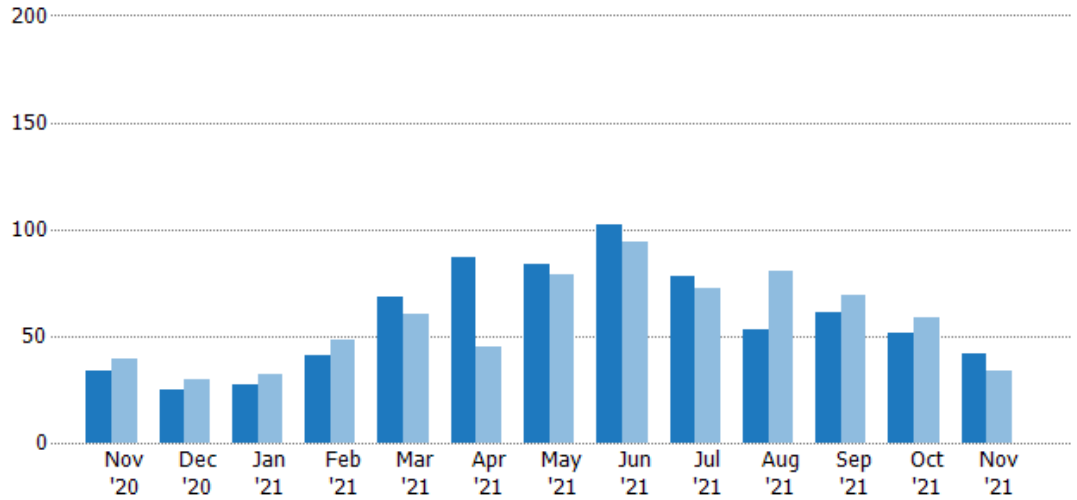
New Listings

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.
Nov '21	42	23.5%
Nov '20	34	-12.8%
Nov '19	39	-12.8%



Current Year	34	25	27	41	68	87	84	102	78	53	61	51	42
Prior Year	39	30	32	48	60	45	79	94	72	80	69	59	34
Percent Change from Prior Year	-13%	-17%	-16%	-15%	13%	93%	6%	9%	8%	-34%	-12%	-14%	24%

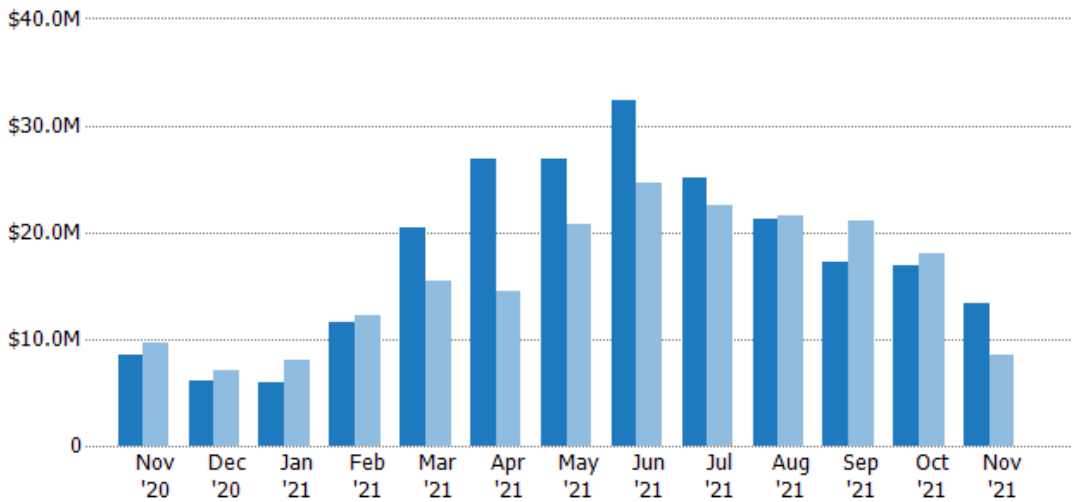
New Listing Volume

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.
Nov '21	\$13.3M	57.7%
Nov '20	\$8.43M	-11.9%
Nov '19	\$9.56M	-12.5%



Current Year	\$8.43M	\$6.14M	\$5.9M	\$11.5M	\$20.5M	\$26.9M	\$26.8M	\$32.3M	\$25M	\$21.3M	\$17.2M	\$16.9M	\$13.3M
Prior Year	\$9.56M	\$7.13M	\$8.02M	\$12.3M	\$15.4M	\$14.5M	\$20.7M	\$24.7M	\$22.6M	\$21.5M	\$21M	\$18M	\$8.43M
Percent Change from Prior Year	-12%	-14%	-26%	-6%	33%	86%	30%	31%	11%	-1%	-18%	-6%	58%

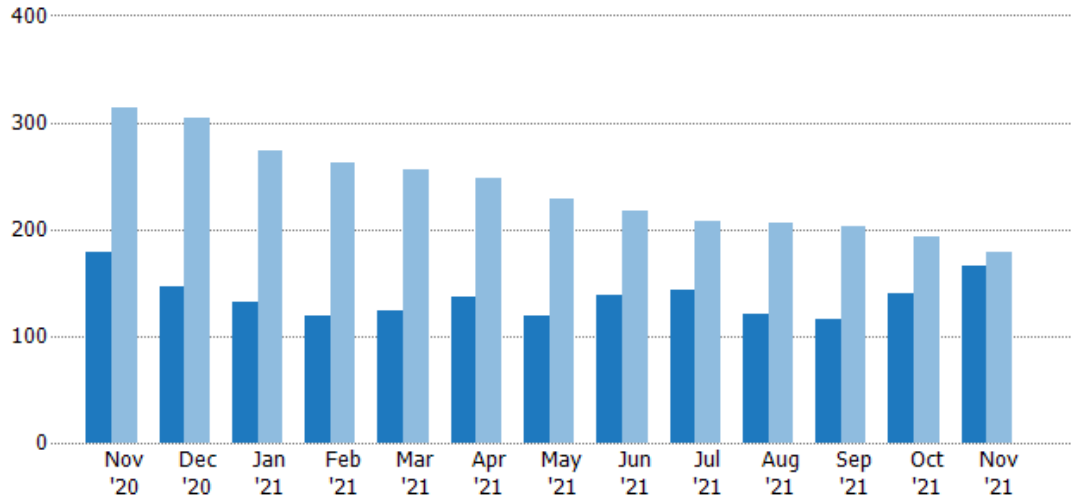
Active Listings

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.
Nov '21	165	-7.3%
Nov '20	178	-43.1%
Nov '19	313	5.1%



Current Year	178	146	132	119	124	136	119	139	143	121	116	140	165
Prior Year	313	304	274	262	256	247	229	217	207	206	203	193	178
Percent Change from Prior Year	-43%	-52%	-52%	-55%	-52%	-45%	-48%	-36%	-31%	-41%	-43%	-27%	-7%

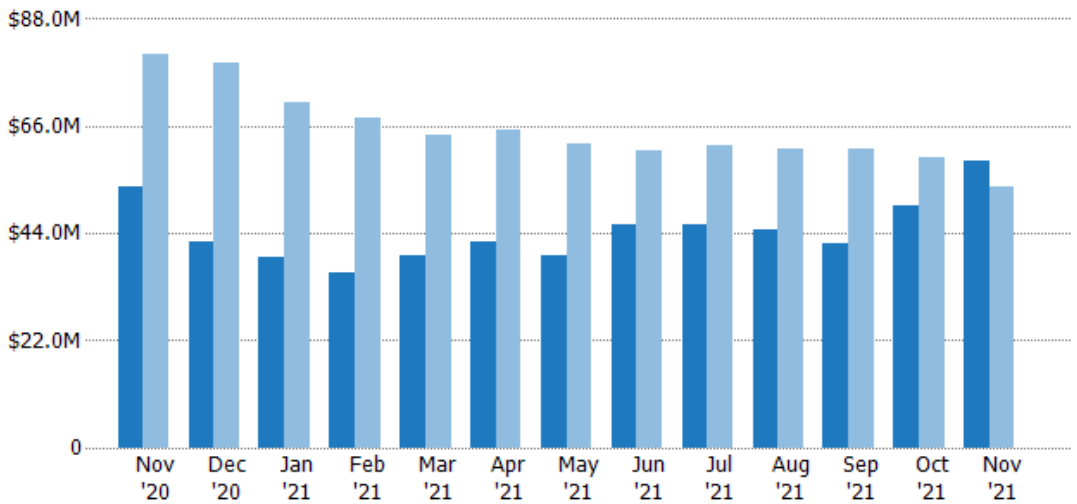
Active Listing Volume

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.
Nov '21	\$58.7M	9.5%
Nov '20	\$53.6M	-33.6%
Nov '19	\$80.8M	5.4%



Current Year	\$53.6M	\$42.3M	\$39M	\$35.9M	\$39.3M	\$42.4M	\$39.6M	\$45.8M	\$45.9M	\$44.8M	\$41.8M	\$49.7M	\$58.7M
Prior Year	\$80.8M	\$79M	\$70.7M	\$67.6M	\$64.3M	\$65.2M	\$62.4M	\$61M	\$62.1M	\$61.5M	\$61.3M	\$59.5M	\$53.6M
Percent Change from Prior Year	-34%	-46%	-45%	-47%	-39%	-35%	-37%	-25%	-26%	-27%	-32%	-17%	9%

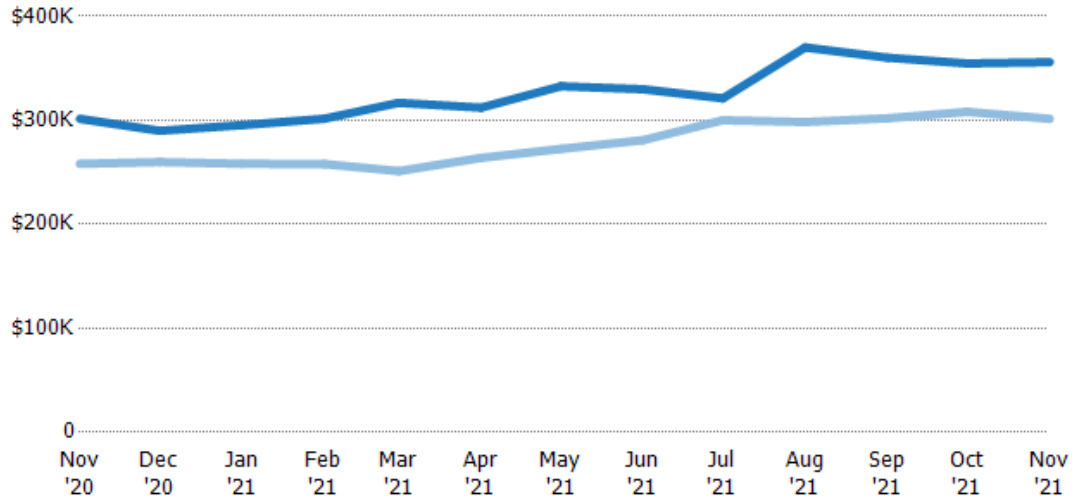
Average Listing Price

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.
Nov '21	\$356K	18.1%
Nov '20	\$301K	16.8%
Nov '19	\$258K	0.3%



Current Year	\$301K	\$290K	\$295K	\$301K	\$317K	\$312K	\$333K	\$330K	\$321K	\$370K	\$360K	\$355K	\$356K
Prior Year	\$258K	\$260K	\$258K	\$258K	\$251K	\$264K	\$272K	\$281K	\$300K	\$298K	\$302K	\$308K	\$301K
Percent Change from Prior Year	17%	12%	14%	17%	26%	18%	22%	17%	7%	24%	19%	15%	18%

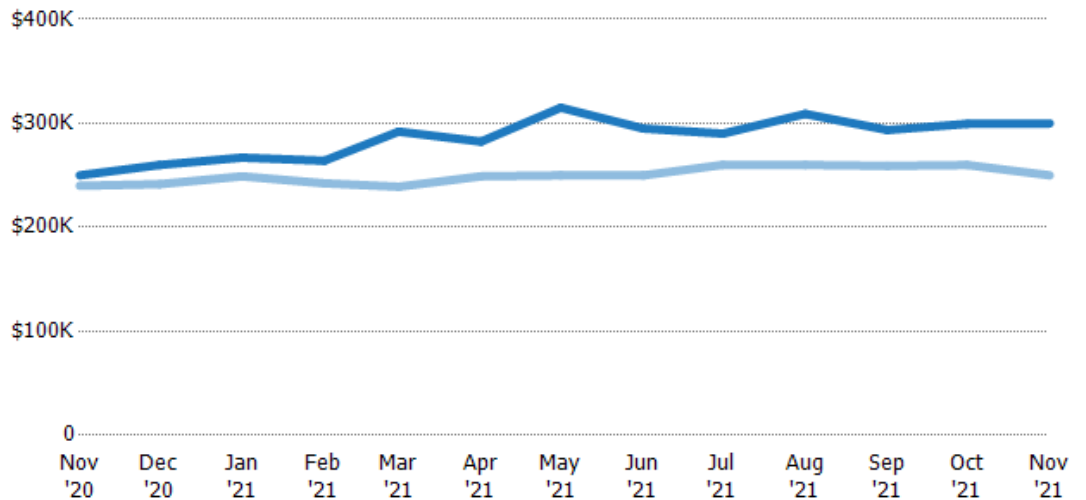
Median Listing Price

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.
Nov '21	\$300K	20%
Nov '20	\$250K	4.2%
Nov '19	\$240K	0%



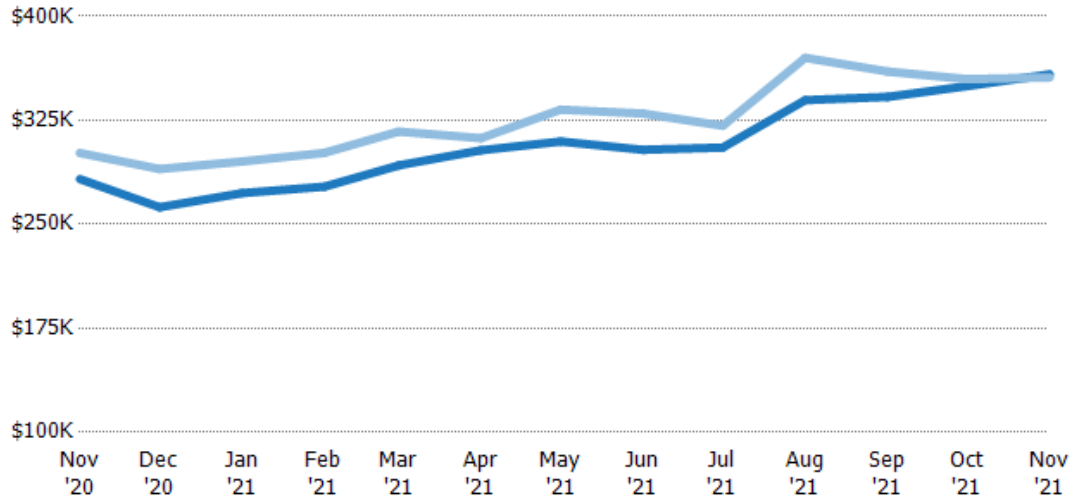
Current Year	\$250K	\$260K	\$267K	\$264K	\$292K	\$282K	\$315K	\$295K	\$290K	\$309K	\$294K	\$299K	\$300K
Prior Year	\$240K	\$241K	\$249K	\$242K	\$239K	\$249K	\$250K	\$250K	\$260K	\$260K	\$259K	\$260K	\$250K
Percent Change from Prior Year	4%	8%	7%	9%	22%	13%	26%	18%	12%	19%	13%	15%	20%

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



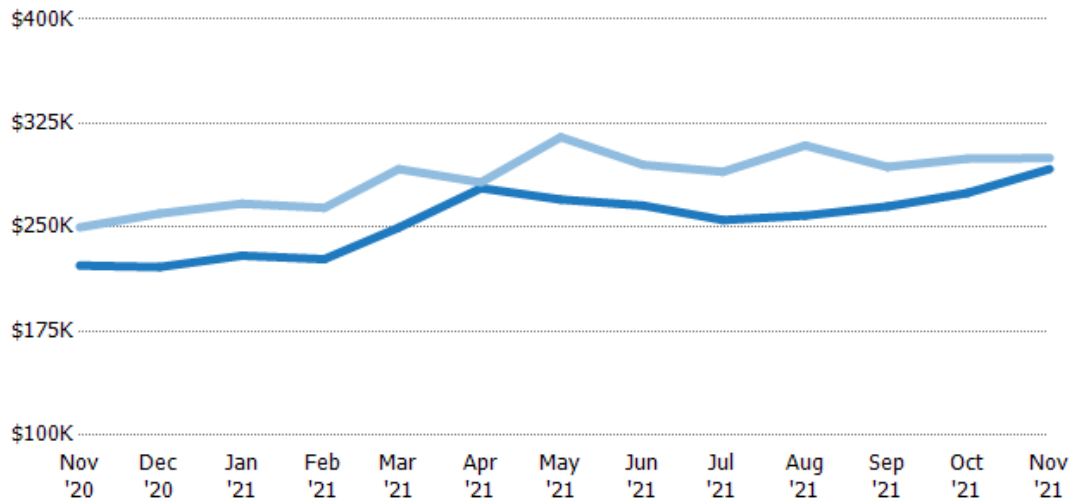
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$283K	\$262K	\$272K	\$277K	\$292K	\$303K	\$310K	\$304K	\$305K	\$340K	\$342K	\$350K	\$358K
Avg Listing Price	\$301K	\$290K	\$295K	\$301K	\$317K	\$312K	\$333K	\$330K	\$321K	\$370K	\$360K	\$355K	\$356K
Avg Listing Price as a % of Avg Est Value	107%	111%	108%	109%	108%	103%	107%	109%	105%	109%	105%	101%	99%

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



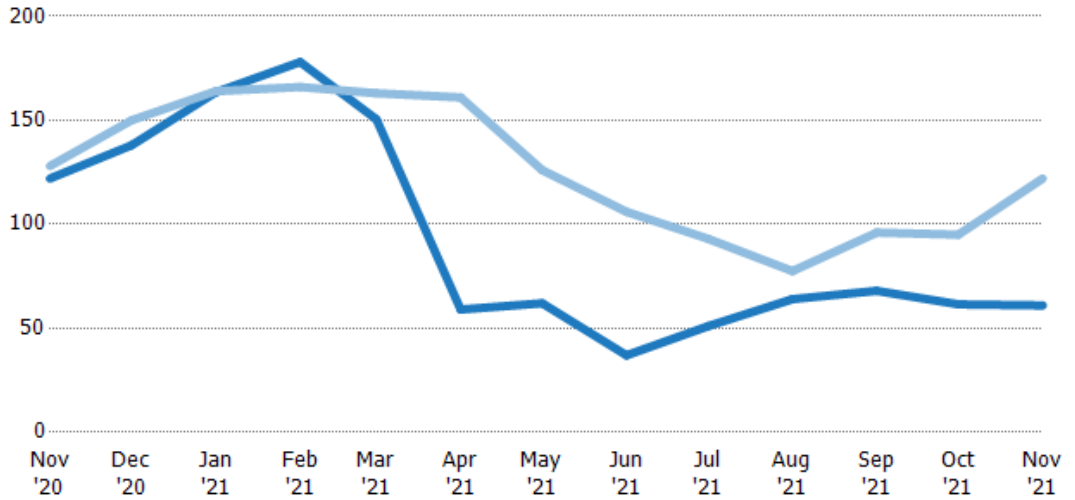
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$222K	\$221K	\$230K	\$227K	\$250K	\$278K	\$270K	\$266K	\$255K	\$258K	\$265K	\$275K	\$292K
Median Listing Price	\$250K	\$260K	\$267K	\$264K	\$292K	\$282K	\$315K	\$295K	\$290K	\$309K	\$294K	\$299K	\$300K
Med Listing Price as a % of Med Est Value	112%	117%	116%	116%	117%	102%	117%	111%	114%	120%	111%	109%	103%

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.
Nov '21	61	-50%
Nov '20	122	-4.7%
Nov '19	128	-0.8%

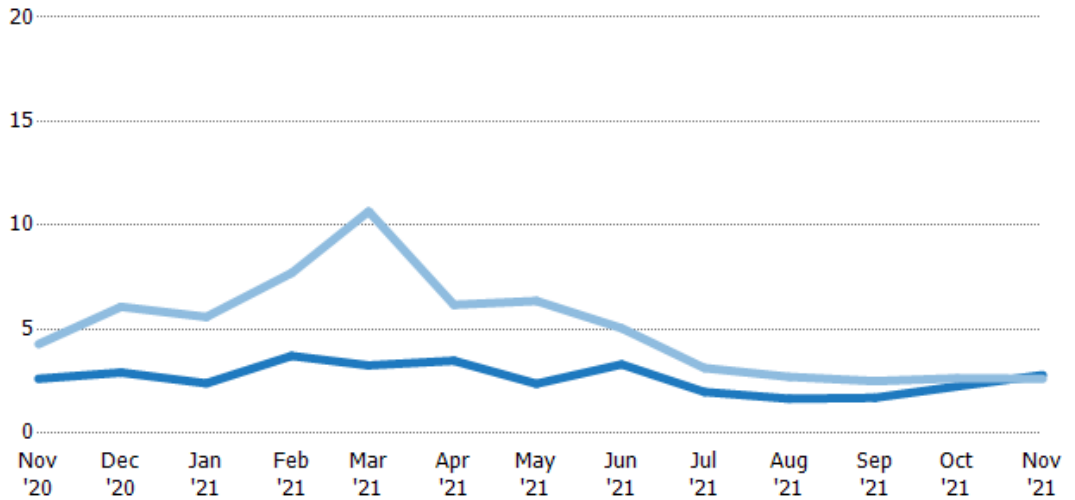
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	122	138	164	178	151	59	62	37	51	64	68	61.5	61
Prior Year	128	150	164	166	163	161	126	106	93	77.5	96	95	122
Percent Change from Prior Year	-5%	-8%	0%	7%	-8%	-63%	-51%	-65%	-45%	-17%	-29%	-35%	-50%

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.
Nov '21	2.8	6.8%
Nov '20	2.62	-38.9%
Nov '19	4.29	66.8%

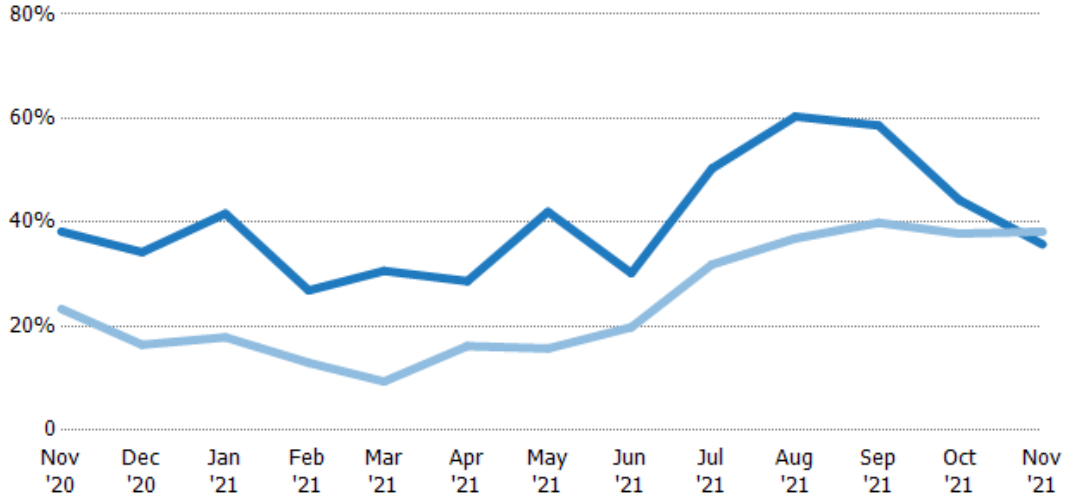
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	2.62	2.92	2.4	3.72	3.26	3.49	2.38	3.31	1.99	1.66	1.71	2.26	2.8
Prior Year	4.29	6.08	5.59	7.71	10.7	6.18	6.36	5.05	3.14	2.71	2.51	2.64	2.62
Percent Change from Prior Year	-39%	-52%	-57%	-52%	-69%	-44%	-63%	-34%	-37%	-39%	-32%	-15%	7%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



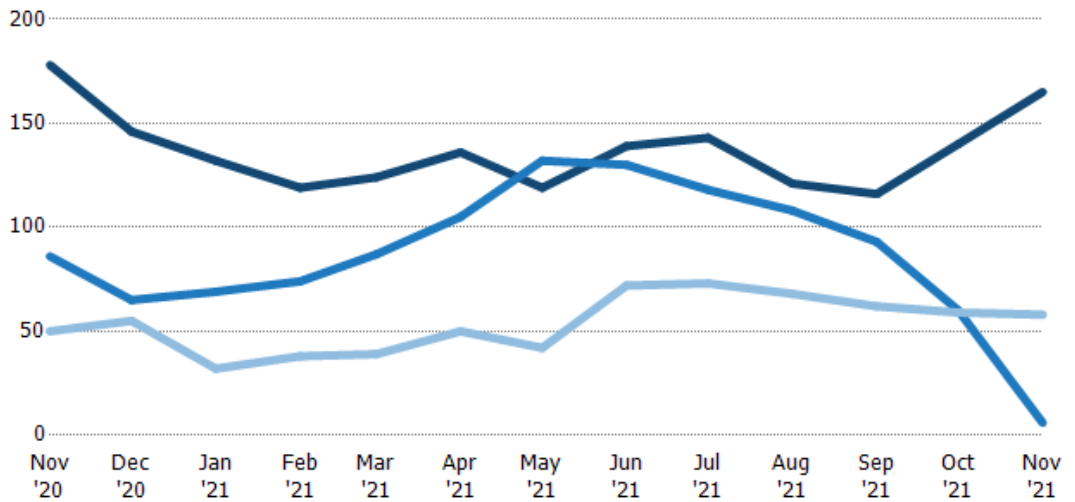
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	38%	34%	42%	27%	31%	29%	42%	30%	50%	60%	59%	44%	36%
Prior Year	23%	16%	18%	13%	9%	16%	16%	20%	32%	37%	40%	38%	38%
Change from Prior Year	-15%	-18%	-24%	-14%	-21%	-12%	-26%	-10%	-18%	-23%	-19%	-6%	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



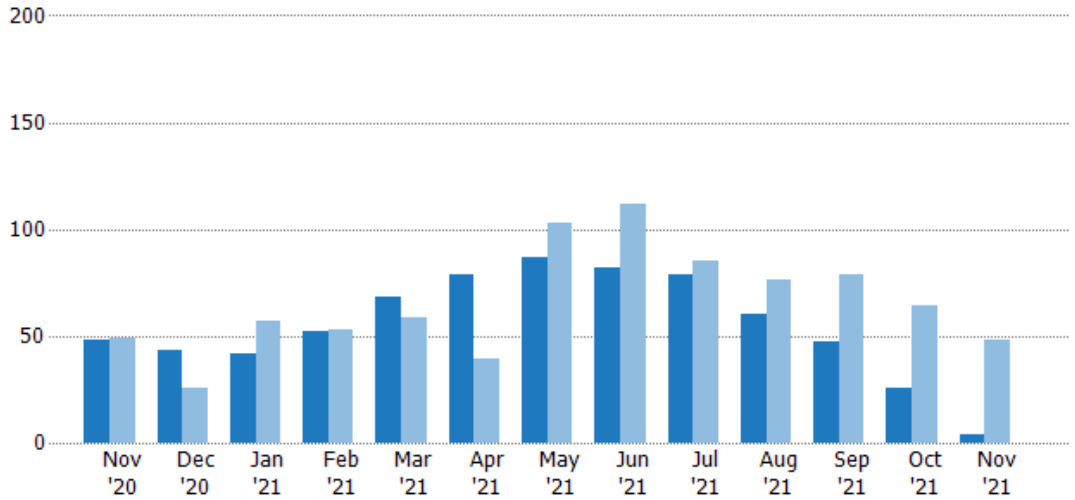
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	178	146	132	119	124	136	119	139	143	121	116	140	165
Pending	86	65	69	74	87	105	132	130	118	108	93	60	6
Sold	50	55	32	38	39	50	42	72	73	68	62	59	58

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



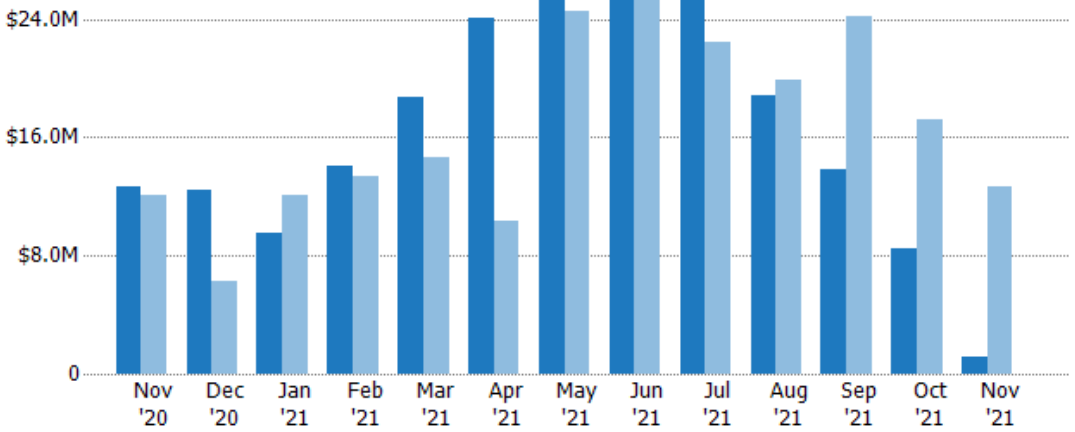
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	48	43	42	52	68	79	87	82	79	60	47	26	4
Prior Year	49	26	57	53	59	39	103	112	85	76	79	64	48
Percent Change from Prior Year	-2%	65%	-26%	-2%	15%	103%	-16%	-27%	-7%	-21%	-41%	-59%	-92%

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



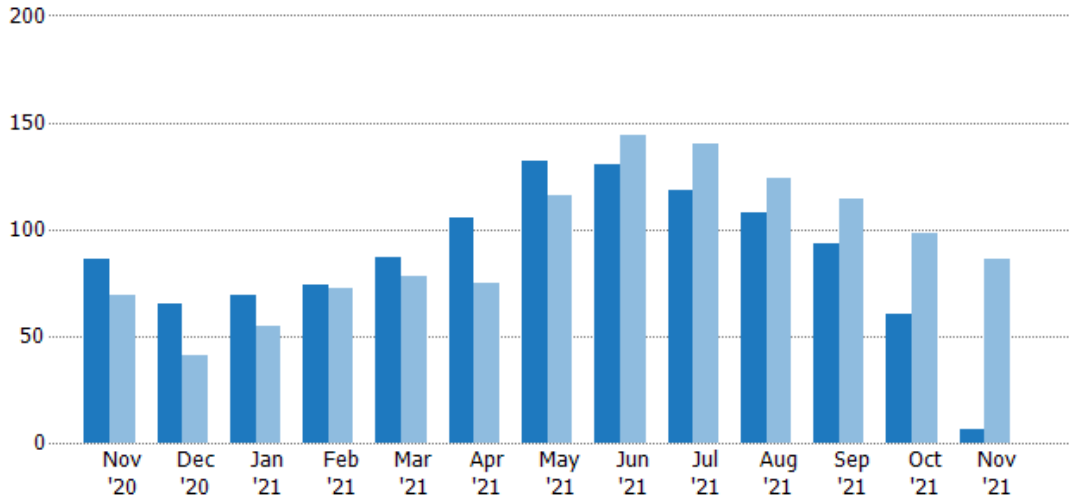
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$12.7M	\$12.5M	\$9.52M	\$14.1M	\$18.8M	\$24.1M	\$26.6M	\$26.3M	\$26.1M	\$18.9M	\$13.8M	\$8.48M	\$1.11M
Prior Year	\$12.1M	\$6.24M	\$12.1M	\$13.4M	\$14.7M	\$10.4M	\$24.5M	\$27.2M	\$22.5M	\$19.9M	\$24.1M	\$17.2M	\$12.7M
Percent Change from Prior Year	5%	100%	-21%	5%	28%	132%	8%	-3%	16%	-5%	-43%	-51%	-91%

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



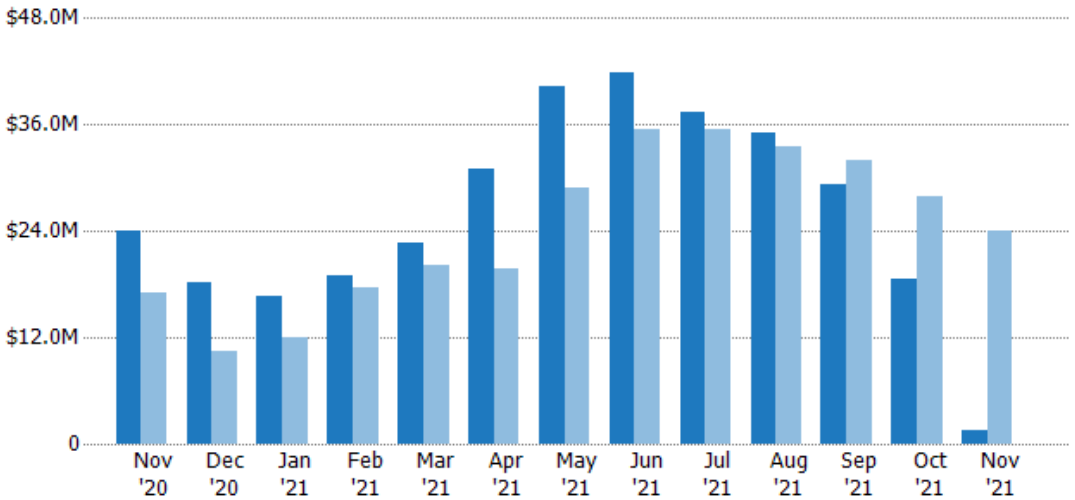
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	86	65	69	74	87	105	132	130	118	108	93	60	6
Prior Year	69	41	55	72	78	75	116	144	140	124	114	98	86
Percent Change from Prior Year	25%	59%	25%	3%	12%	40%	14%	-10%	-16%	-13%	-18%	-39%	-93%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$24.1M	\$18.3M	\$16.7M	\$18.9M	\$22.6M	\$31M	\$40.3M	\$41.9M	\$37.3M	\$35M	\$29.3M	\$18.6M	\$1.59M
Prior Year	\$17M	\$10.4M	\$11.9M	\$17.7M	\$20.1M	\$19.7M	\$28.9M	\$35.4M	\$35.5M	\$33.5M	\$31.9M	\$27.9M	\$24.1M
Percent Change from Prior Year	42%	75%	40%	7%	13%	57%	39%	18%	5%	4%	-8%	-33%	-93%

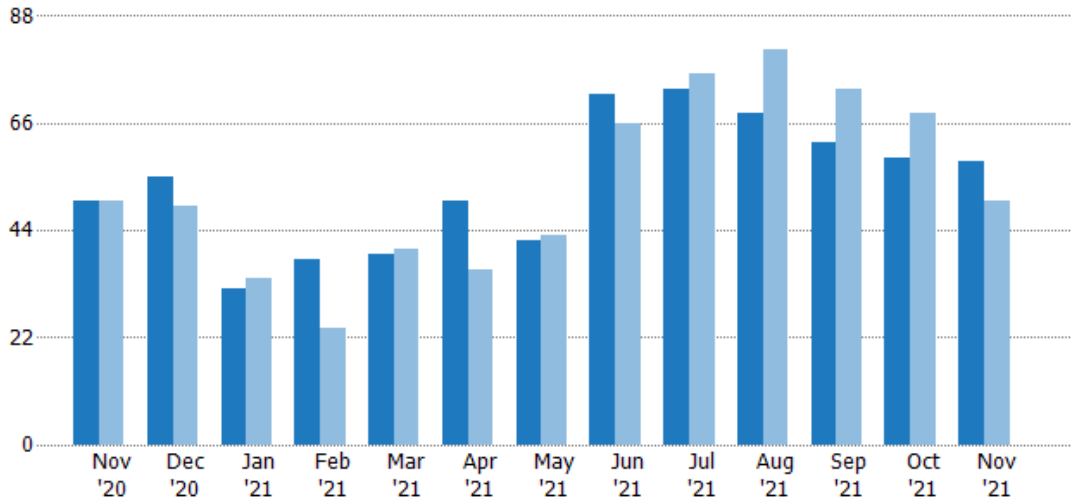
Closed Sales

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.
Nov '21	58	16%
Nov '20	50	0%
Nov '19	50	-4%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	50	55	32	38	39	50	42	72	73	68	62	59	58
Prior Year	50	49	34	24	40	36	43	66	76	81	73	68	50
Percent Change from Prior Year	0%	12%	-6%	58%	-3%	39%	-2%	9%	-4%	-16%	-15%	-13%	16%

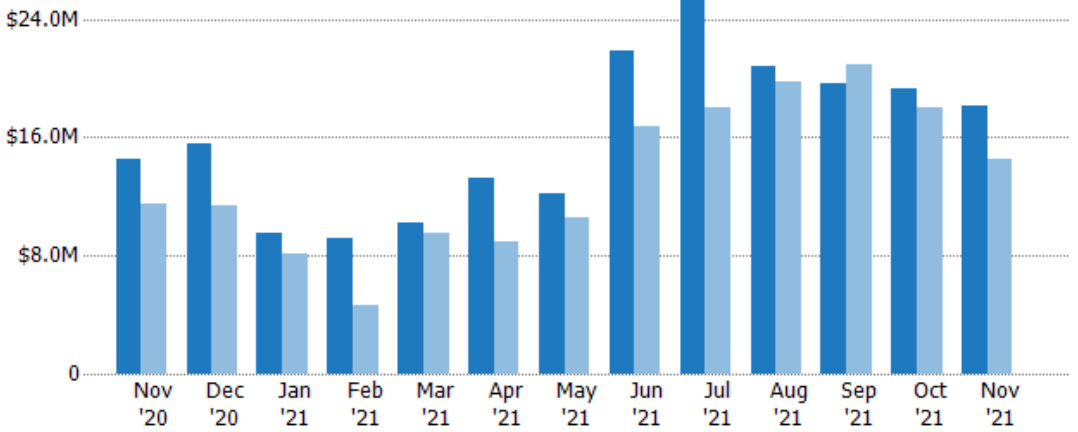
Closed Sales Volume

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.
Nov '21	\$18.2M	25.3%
Nov '20	\$14.5M	25.5%
Nov '19	\$11.6M	-8.4%



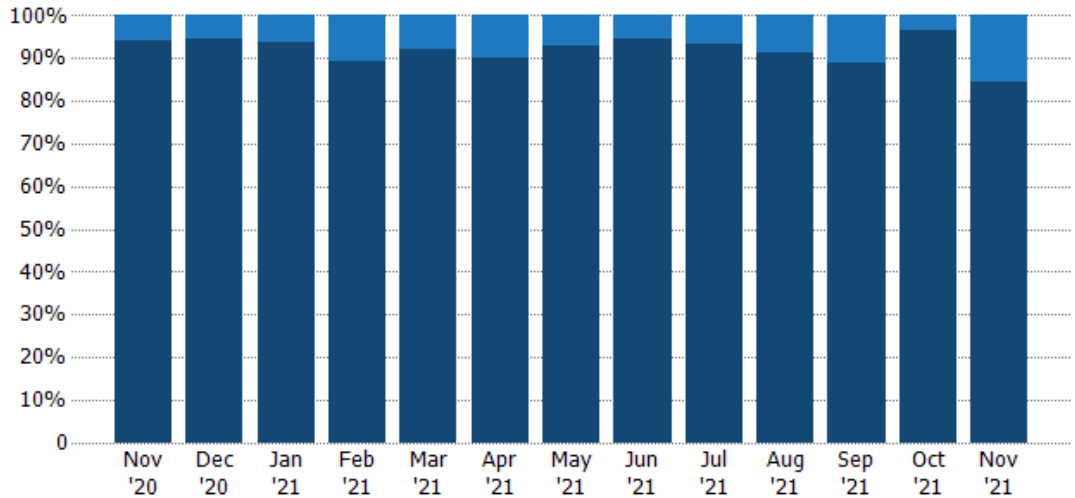
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$14.5M	\$15.5M	\$9.47M	\$9.15M	\$10.2M	\$13.2M	\$12.3M	\$21.8M	\$25.6M	\$20.8M	\$19.6M	\$19.3M	\$18.2M
Prior Year	\$11.6M	\$11.3M	\$8.14M	\$4.69M	\$9.5M	\$8.95M	\$10.5M	\$16.7M	\$18.1M	\$19.8M	\$20.9M	\$18M	\$14.5M
Percent Change from Prior Year	26%	37%	16%	95%	8%	48%	16%	31%	42%	5%	-6%	7%	25%

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



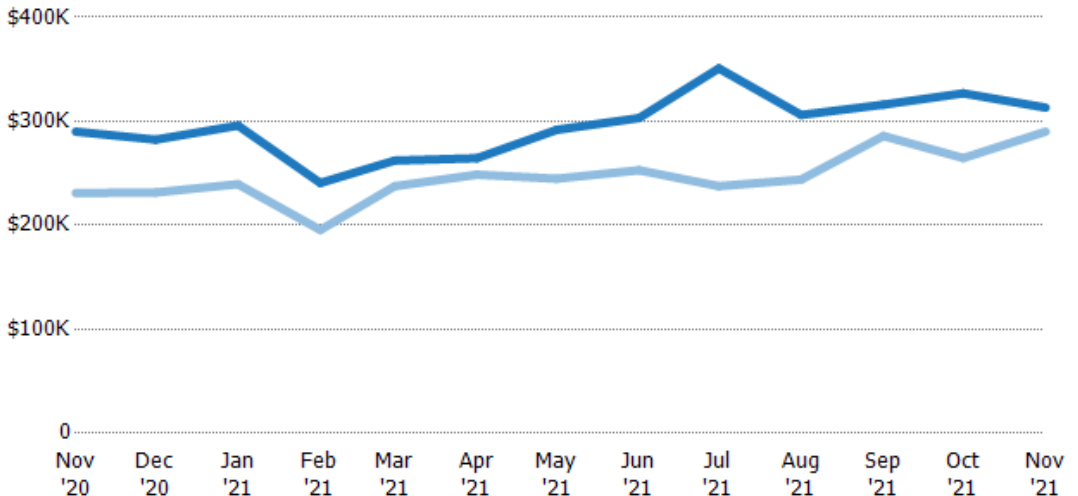
Condo/Townhouse	6%	5%	6%	11%	8%	10%	7%	6%	7%	9%	11%	3%	16%
Single Family Residence	94%	95%	94%	89%	92%	90%	93%	94%	93%	91%	89%	97%	84%

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	\$290K	\$282K	\$296K	\$241K	\$262K	\$265K	\$292K	\$303K	\$351K	\$306K	\$316K	\$327K	\$313K
Prior Year	\$231K	\$232K	\$240K	\$196K	\$238K	\$249K	\$245K	\$253K	\$238K	\$244K	\$286K	\$265K	\$290K
Percent Change from Prior Year	26%	22%	24%	23%	10%	6%	19%	20%	48%	25%	11%	24%	8%

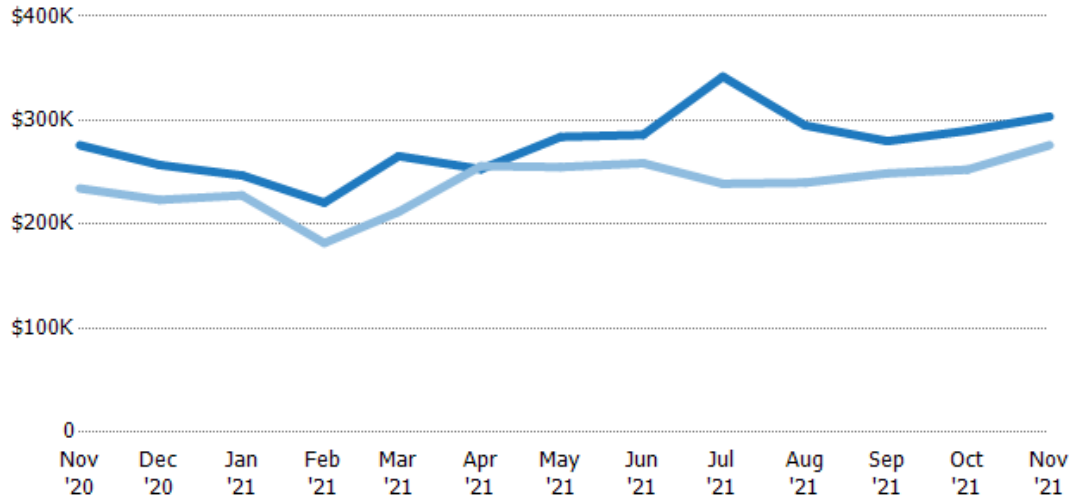
Median Sales Price

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.
Nov '21	\$304K	10%
Nov '20	\$276K	17.7%
Nov '19	\$234K	-7.5%



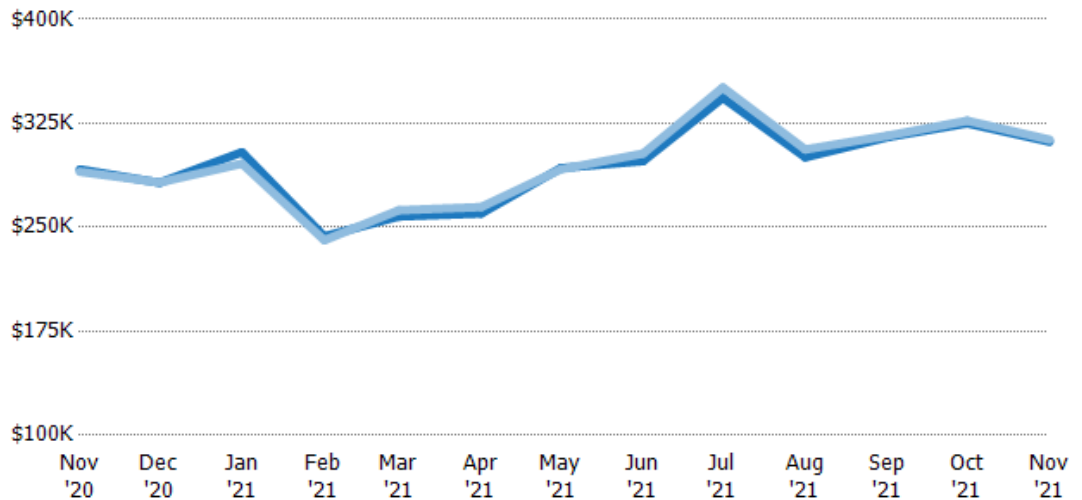
Current Year	\$276K	\$257K	\$247K	\$221K	\$266K	\$253K	\$284K	\$286K	\$342K	\$295K	\$280K	\$290K	\$304K
Prior Year	\$234K	\$224K	\$228K	\$182K	\$212K	\$256K	\$255K	\$259K	\$239K	\$240K	\$249K	\$253K	\$276K
Percent Change from Prior Year	18%	15%	8%	21%	25%	-1%	11%	11%	43%	23%	12%	15%	10%

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



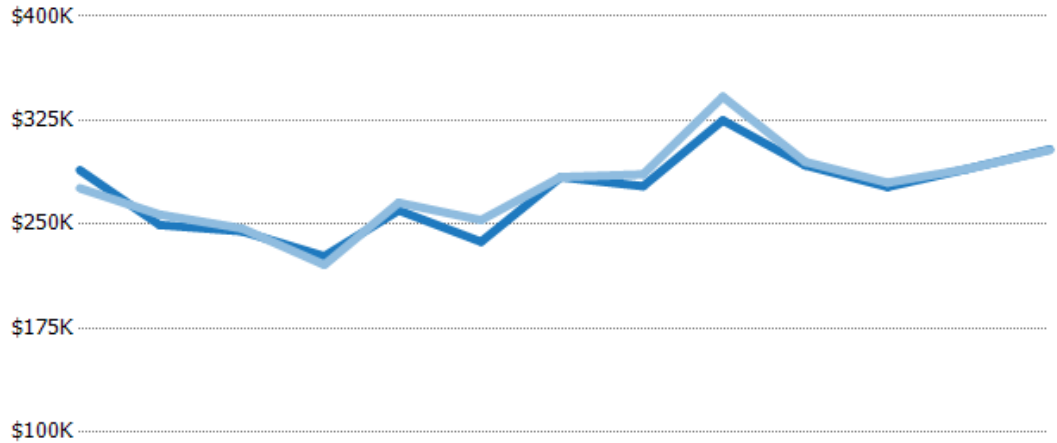
Avg List Price	\$292K	\$282K	\$304K	\$243K	\$258K	\$260K	\$293K	\$298K	\$343K	\$300K	\$315K	\$325K	\$312K
Avg Sales Price	\$290K	\$282K	\$296K	\$241K	\$262K	\$265K	\$292K	\$303K	\$351K	\$306K	\$316K	\$327K	\$313K
Avg Sales Price as a % of Avg List Price	99%	100%	97%	99%	102%	102%	100%	102%	102%	102%	100%	101%	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



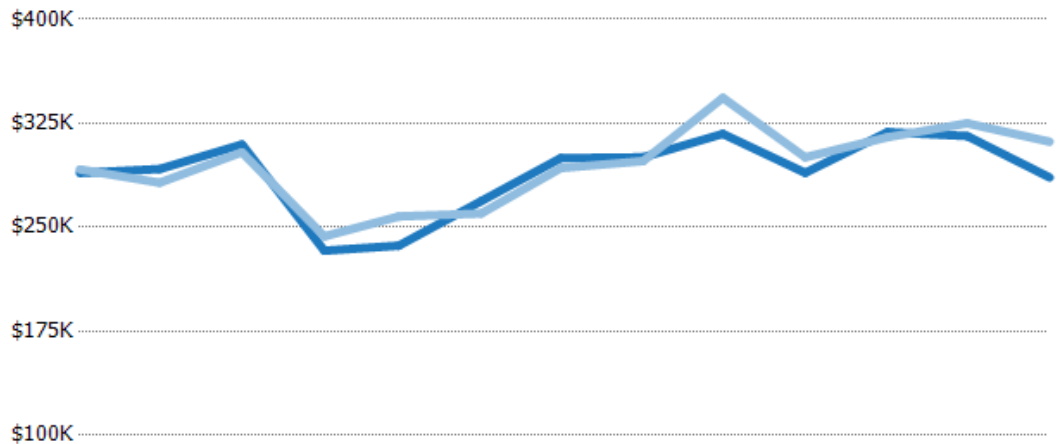
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$289K	\$250K	\$245K	\$227K	\$260K	\$237K	\$284K	\$277K	\$325K	\$293K	\$277K	\$290K	\$304K
Median Sales Price	\$276K	\$257K	\$247K	\$221K	\$266K	\$253K	\$284K	\$286K	\$342K	\$295K	\$280K	\$290K	\$304K
Med Sales Price as a % of Med List Price	96%	103%	101%	97%	102%	107%	100%	103%	105%	101%	101%	100%	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



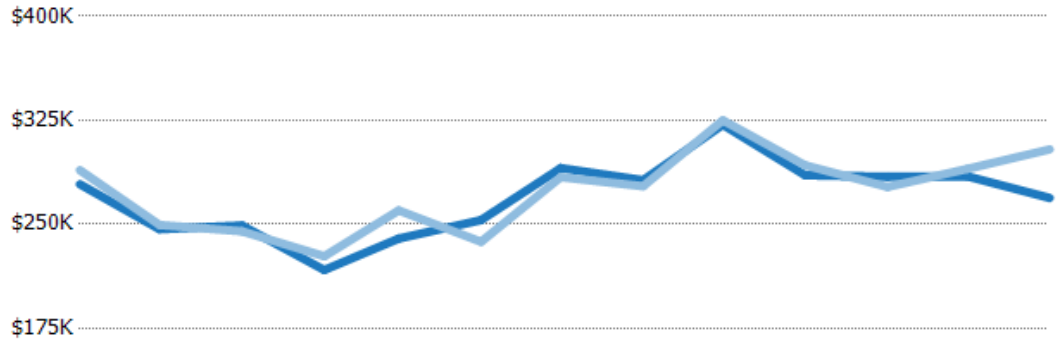
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$289K	\$292K	\$310K	\$233K	\$237K	\$269K	\$300K	\$300K	\$317K	\$289K	\$319K	\$316K	\$286K
Avg Sales Price	\$292K	\$282K	\$304K	\$243K	\$258K	\$260K	\$293K	\$298K	\$343K	\$300K	\$315K	\$325K	\$312K
Avg Sales Price as a % of Avg Est Value	101%	97%	98%	104%	109%	97%	98%	99%	108%	104%	99%	103%	109%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$279K	\$246K	\$249K	\$217K	\$240K	\$253K	\$291K	\$282K	\$322K	\$285K	\$284K	\$285K	\$269K
Median Sales Price	\$289K	\$250K	\$245K	\$227K	\$260K	\$237K	\$284K	\$277K	\$325K	\$293K	\$277K	\$290K	\$304K
Med Sales Price as a % of Med Est Value	104%	101%	98%	105%	108%	94%	98%	98%	101%	103%	97%	102%	113%