

Summary of Key Listing and Sales Metrics

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

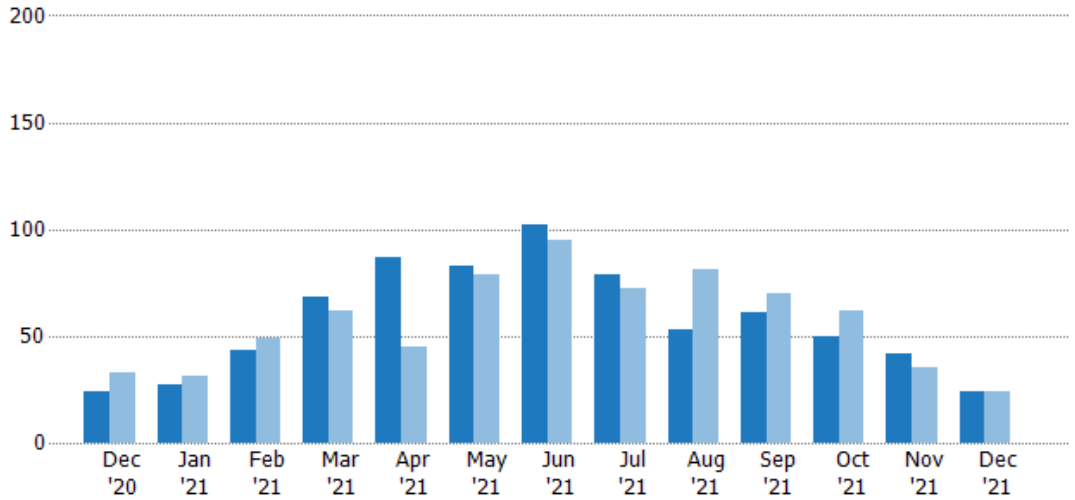
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	24	+/-	719	705	+2%
New Listing Volume	\$7,647,899	\$5,925,163	+29.1%	\$224,377,252	\$194,942,064	+15.1%
Active Listing Count	93	146	-36.3%	N/A	N/A	
Active Listing Volume	\$32,844,243	\$42,110,963	-22%	N/A	N/A	
Average Listing Price	\$353,164	\$288,431	+22.4%	\$331,258	\$278,199	+19.1%
Median Listing Price	\$285,900	\$259,900	+10%	\$286,514	\$251,261	+14%
Median Days in RPR	74	135.5	-45.4%	77.56	115.16	-32.7%
Months of Inventory	1.6	2.9	-44%	2.2	4.5	-52.1%
Absorption Rate	62.37%	34.93%	+27.4%	45.84%	21.98%	+23.9%
Sales Activity Charts Metrics						
New Pending Sales Count	15	43	-65.1%	692	816	-15.2%
New Pending Sales Volume	\$5,239,200	\$12,457,140	-57.9%	\$208,873,541	\$210,235,594	-0.6%
Pending Sales Count	30	64	-53.1%	N/A	N/A	
Pending Sales Volume	\$10,222,900	\$18,078,295	-43.5%	N/A	N/A	
Closed Sales Count	51	60	-15%	642	656	-2.1%
Closed Sales Volume	\$16,584,440	\$16,797,927	-1.3%	\$194,856,770	\$167,724,360	+16.2%
Average Sales Price	\$325,185	\$279,965	+16.2%	\$303,515	\$255,677	+18.7%
Median Sales Price	\$305,000	\$258,450	+18%	\$285,998	\$245,788	+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



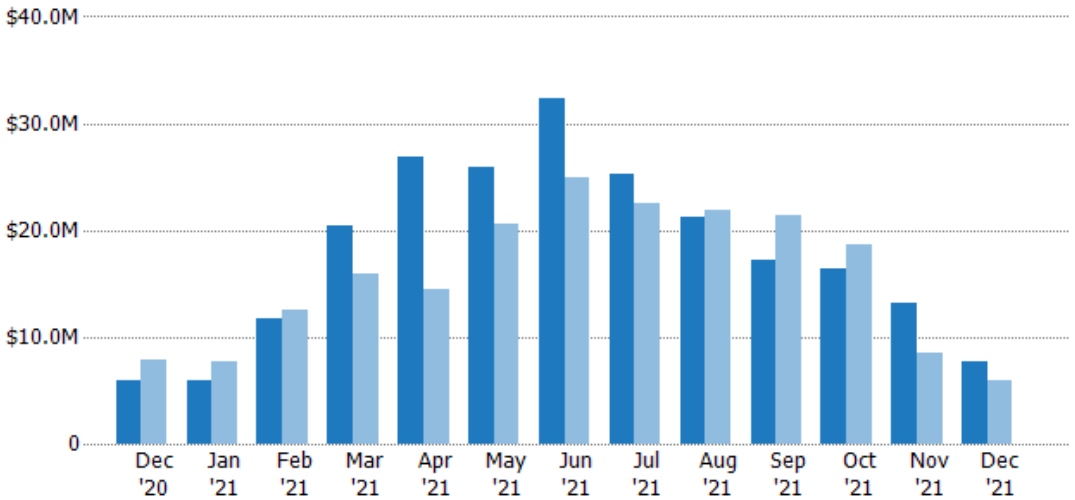
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	24	27	43	68	87	83	102	79	53	61	50	42	24
Prior Year	33	31	49	62	45	79	95	72	81	70	62	35	24
Percent Change from Prior Year	-27%	-13%	-12%	10%	93%	5%	7%	10%	-35%	-13%	-19%	20%	0%

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



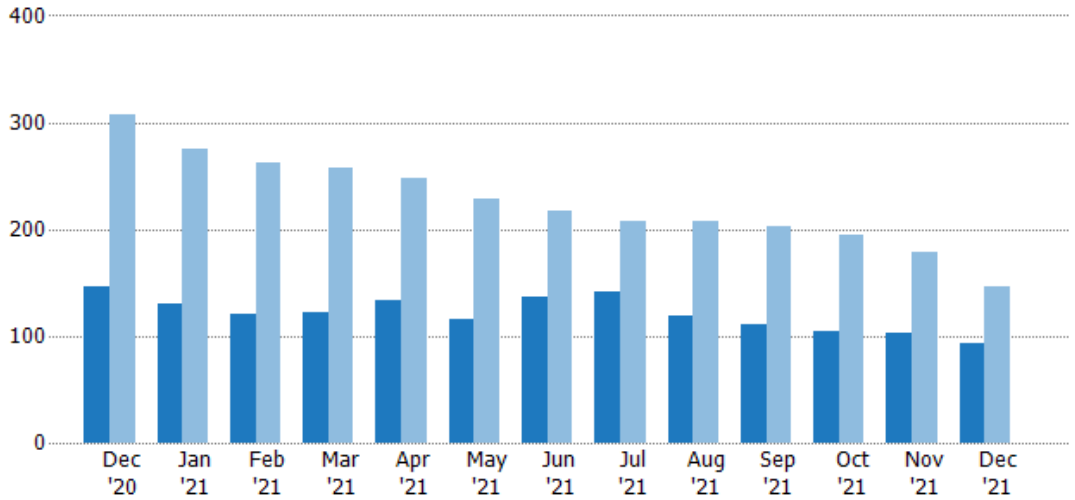
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$5.93M	\$5.9M	\$11.8M	\$20.5M	\$26.9M	\$26M	\$32.3M	\$25.3M	\$21.3M	\$17.2M	\$16.4M	\$13.2M	\$7.65M
Prior Year	\$7.79M	\$7.76M	\$12.5M	\$15.9M	\$14.5M	\$20.6M	\$24.9M	\$22.6M	\$21.8M	\$21.3M	\$18.6M	\$8.57M	\$5.93M
Percent Change from Prior Year	-24%	-24%	-5%	29%	86%	26%	30%	12%	-2%	-20%	-12%	54%	29%

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



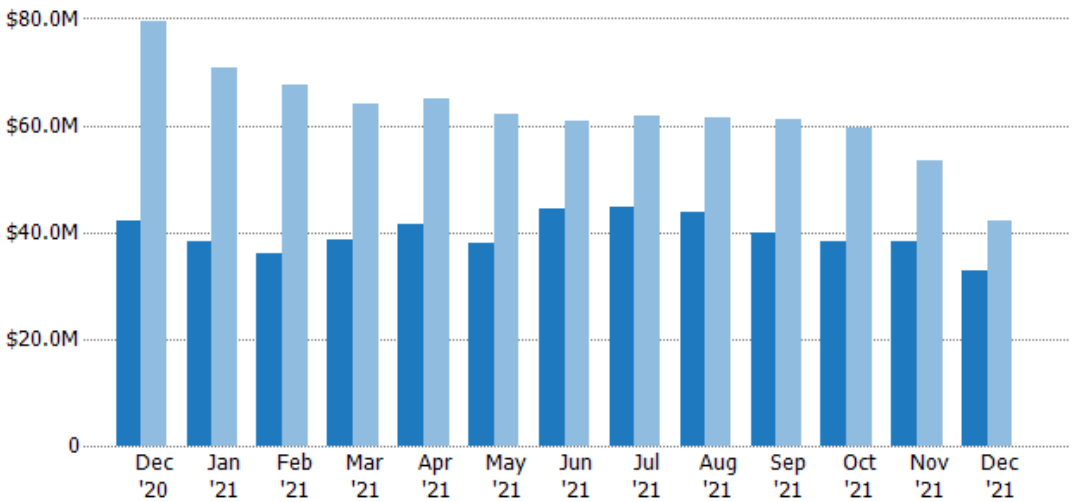
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	146	130	121	122	134	116	136	141	119	111	105	103	93
Prior Year	307	275	263	257	248	229	217	207	207	203	195	178	146
Percent Change from Prior Year	-52%	-53%	-54%	-53%	-46%	-49%	-37%	-32%	-43%	-45%	-46%	-42%	-36%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$42.1M	\$38.3M	\$36M	\$38.4M	\$41.6M	\$37.9M	\$44.3M	\$44.8M	\$43.6M	\$39.8M	\$38.2M	\$38.3M	\$32.8M
Prior Year	\$79.6M	\$70.8M	\$67.6M	\$64.2M	\$65.1M	\$62.1M	\$60.7M	\$61.9M	\$61.5M	\$61.1M	\$59.6M	\$53.4M	\$42.1M
Percent Change from Prior Year	-47%	-46%	-47%	-40%	-36%	-39%	-27%	-28%	-29%	-35%	-36%	-28%	-22%

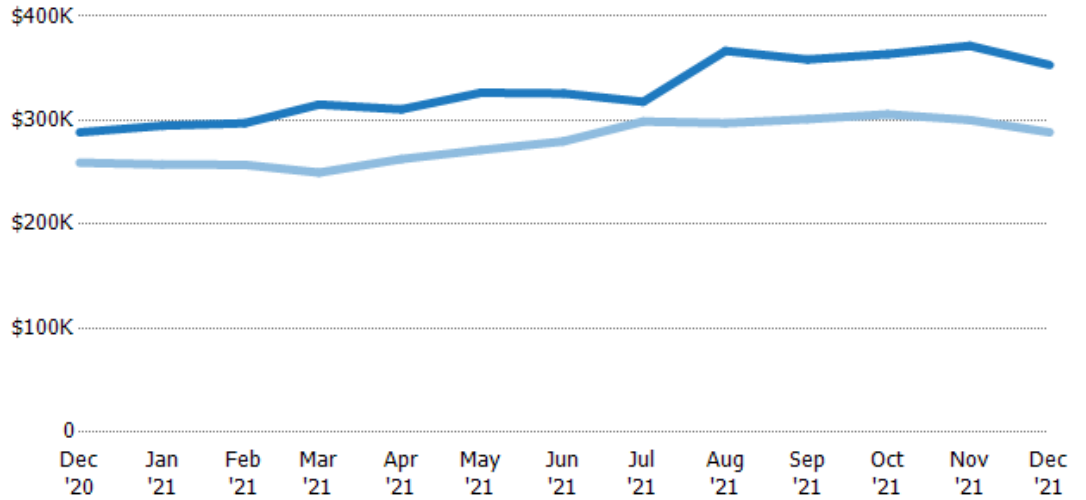
Average Listing Price

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.
Dec '21	\$353K	22.4%
Dec '20	\$288K	11.3%
Dec '19	\$259K	-1.2%



Current Year	\$288K	\$295K	\$297K	\$315K	\$310K	\$327K	\$326K	\$318K	\$367K	\$358K	\$364K	\$372K	\$353K
Prior Year	\$259K	\$257K	\$257K	\$250K	\$263K	\$271K	\$280K	\$299K	\$297K	\$301K	\$306K	\$300K	\$288K
Percent Change from Prior Year	11%	14%	16%	26%	18%	20%	16%	6%	23%	19%	19%	24%	22%

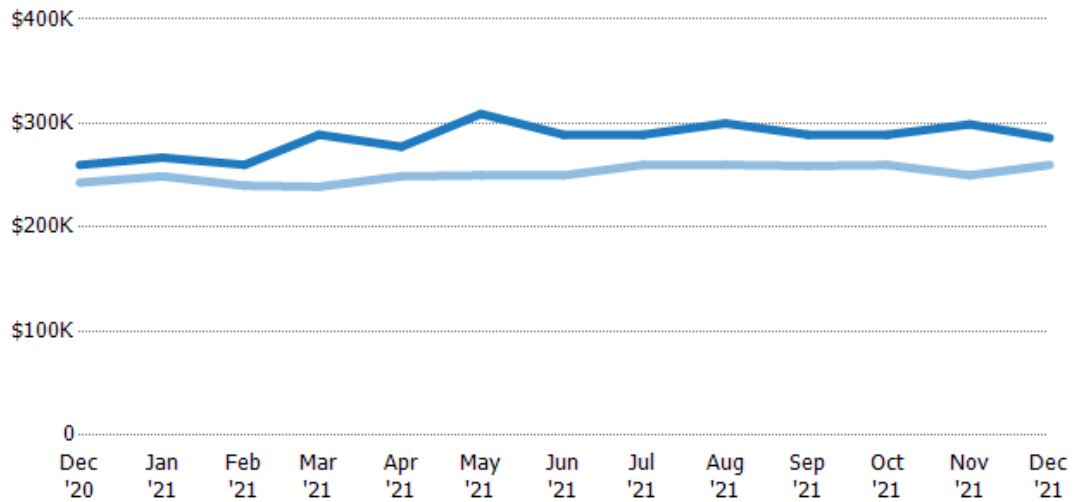
Median Listing Price

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.
Dec '21	\$286K	10%
Dec '20	\$260K	7%
Dec '19	\$243K	-1.3%



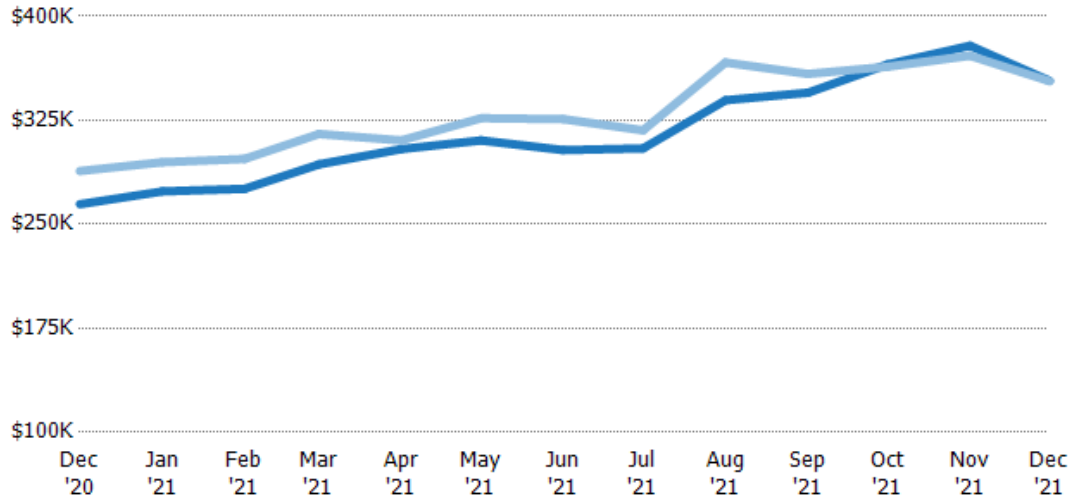
Current Year	\$260K	\$267K	\$260K	\$289K	\$277K	\$309K	\$289K	\$289K	\$300K	\$289K	\$289K	\$299K	\$286K
Prior Year	\$243K	\$249K	\$240K	\$239K	\$249K	\$250K	\$250K	\$260K	\$260K	\$259K	\$260K	\$250K	\$260K
Percent Change from Prior Year	7%	7%	8%	21%	11%	24%	16%	11%	15%	12%	11%	20%	10%

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

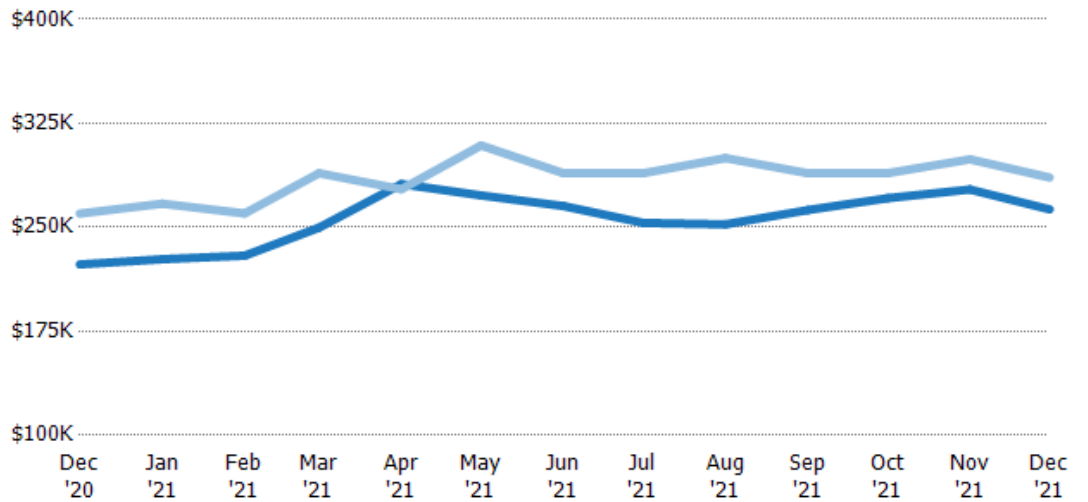


Median Listing Price vs Median Est Value

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

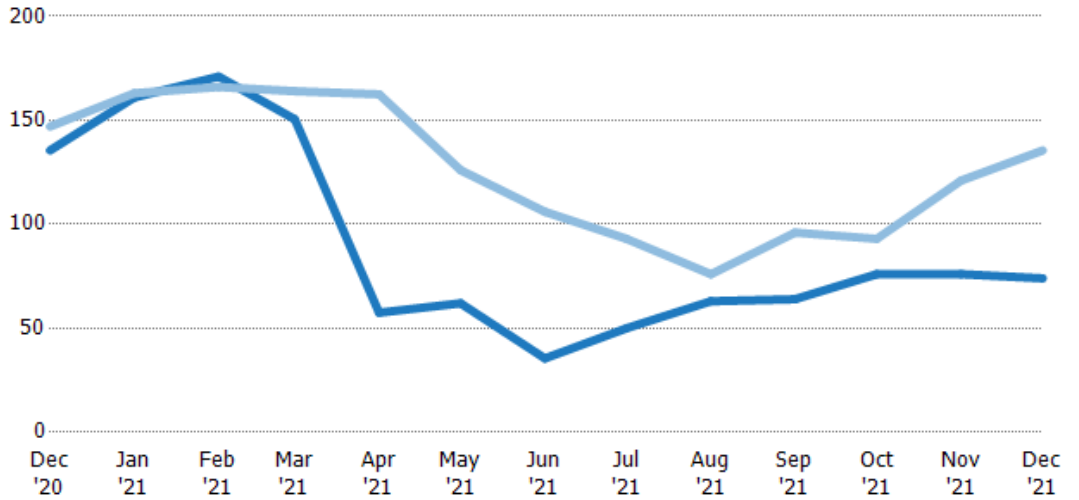


Median Days in RPR

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.
Dec '21	74	-45.4%
Dec '20	136	-7.8%
Dec '19	147	-5.4%

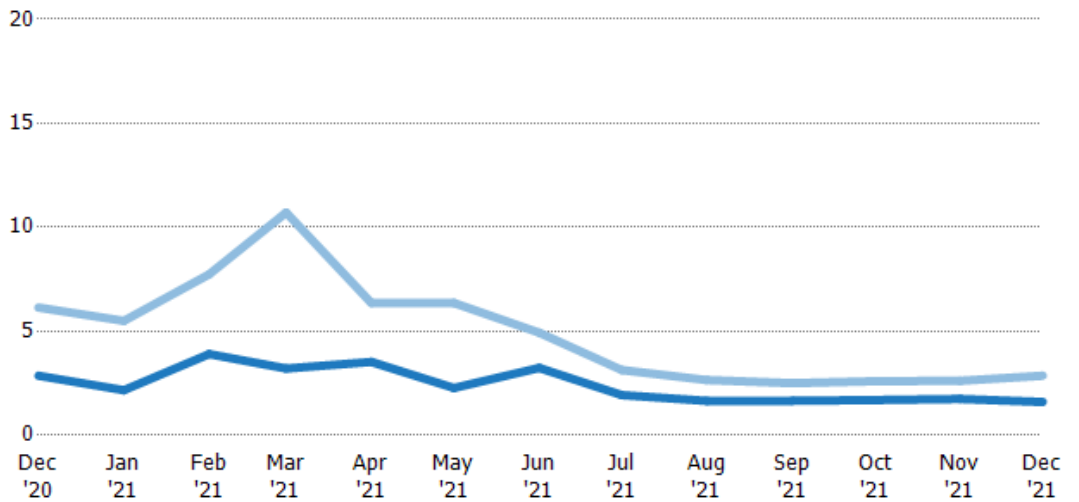
Current Year	136	161	171	151	57.5	62	35.5	50	63	64	76	76	74
Prior Year	147	163	166	164	163	126	106	93	76	96	93	121	136
Percent Change from Prior Year	-8%	-1%	3%	-8%	-65%	-51%	-67%	-46%	-17%	-33%	-18%	-37%	-45%

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.
Dec '21	1.6	-44%
Dec '20	2.86	-53.4%
Dec '19	6.14	1.1%

Current Year	2.86	2.17	3.9	3.21	3.53	2.27	3.24	1.93	1.65	1.66	1.69	1.75	1.6
Prior Year	6.14	5.5	7.74	10.7	6.36	6.36	4.93	3.14	2.65	2.51	2.6	2.62	2.86
Percent Change from Prior Year	-53%	-61%	-50%	-70%	-45%	-64%	-34%	-38%	-38%	-34%	-35%	-33%	-44%

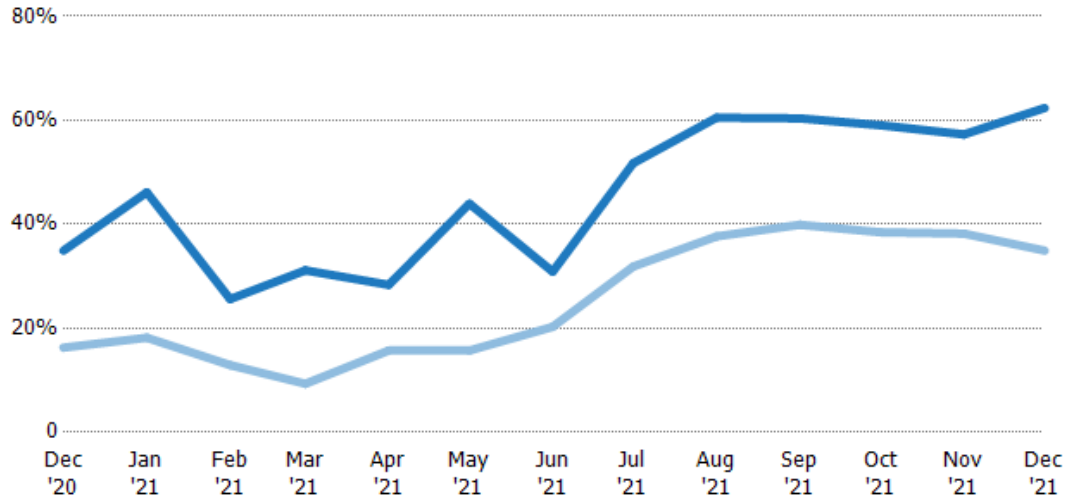
Absorption Rate

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.
Dec '21	62%	-27.4%
Dec '20	35%	-18.7%
Dec '19	16%	-1.1%



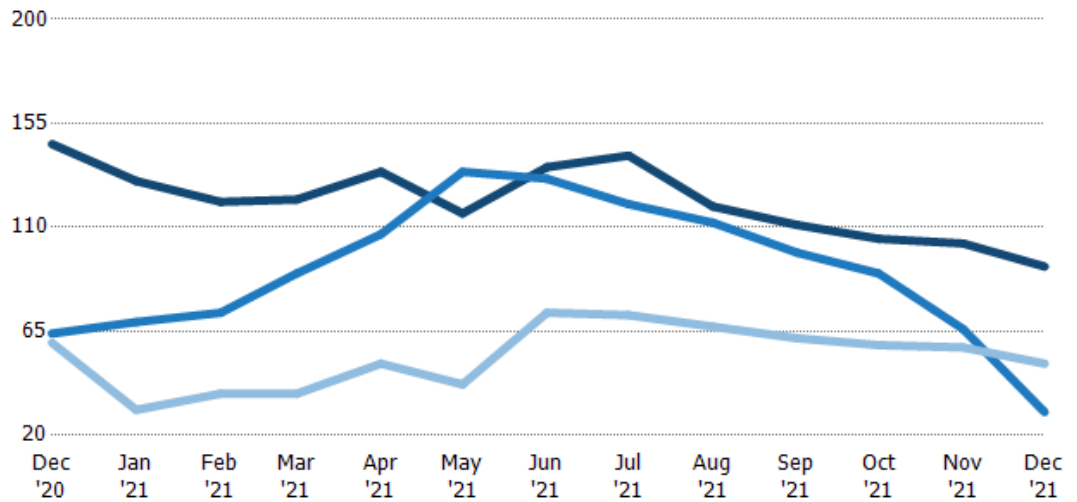
Current Year	35%	46%	26%	31%	28%	44%	31%	52%	61%	60%	59%	57%	62%
Prior Year	16%	18%	13%	9%	16%	16%	20%	32%	38%	40%	38%	38%	35%
Change from Prior Year	-19%	-28%	-13%	-22%	-13%	-28%	-11%	-20%	-23%	-20%	-21%	-19%	-27%

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



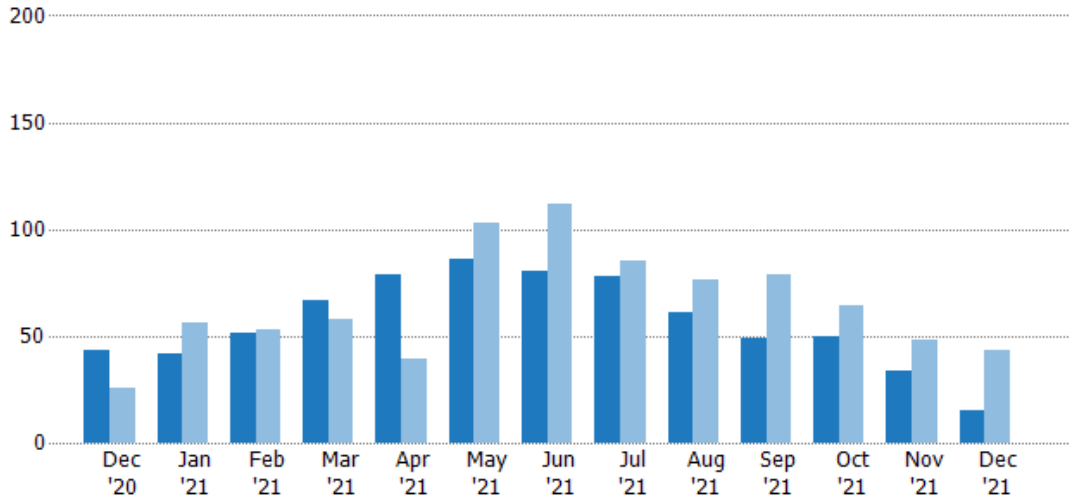
Active	146	130	121	122	134	116	136	141	119	111	105	103	93
Pending	64	69	73	90	107	134	131	120	112	99	90	66	30
Sold	60	31	38	38	51	42	73	72	67	62	59	58	51

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



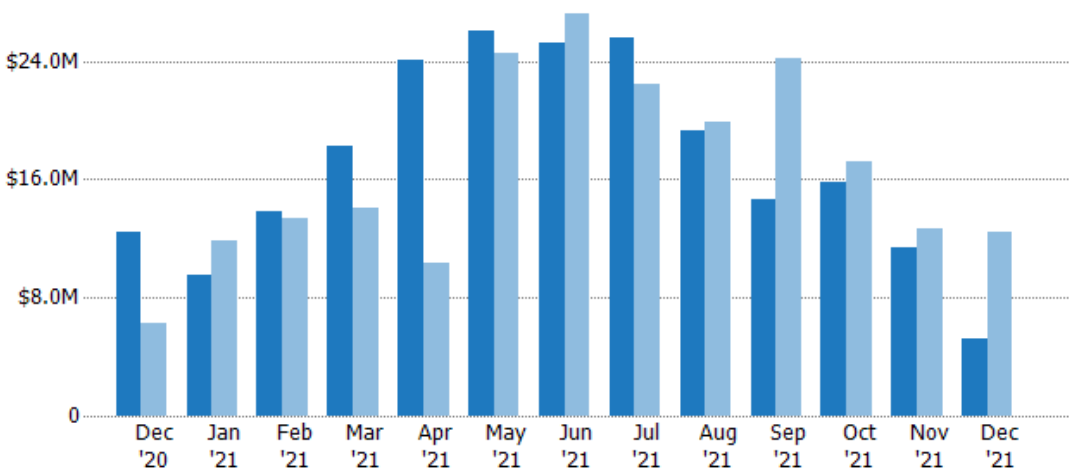
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	43	42	51	67	79	86	80	78	61	49	50	34	15
Prior Year	26	56	53	58	39	103	112	85	76	79	64	48	43
Percent Change from Prior Year	65%	-25%	-4%	16%	103%	-17%	-29%	-8%	-20%	-38%	-22%	-29%	-65%

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



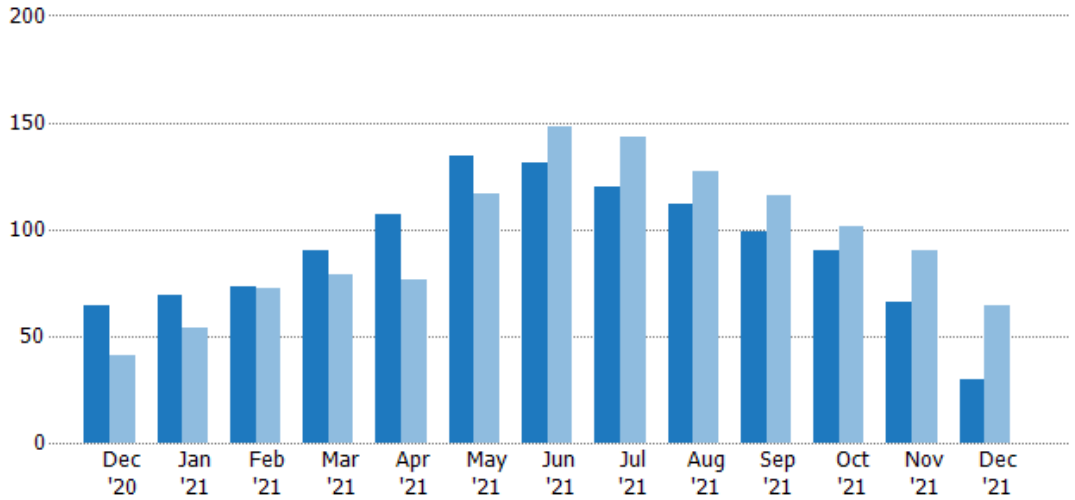
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$12.5M	\$9.52M	\$13.8M	\$18.3M	\$24.1M	\$26.1M	\$25.2M	\$25.6M	\$19.3M	\$14.6M	\$15.9M	\$11.4M	\$5.24M
Prior Year	\$6.24M	\$11.8M	\$13.4M	\$14.1M	\$10.4M	\$24.5M	\$27.2M	\$22.5M	\$19.9M	\$24.1M	\$17.2M	\$12.7M	\$12.5M
Percent Change from Prior Year	100%	-19%	3%	29%	132%	6%	-8%	14%	-3%	-40%	-8%	-10%	-58%

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



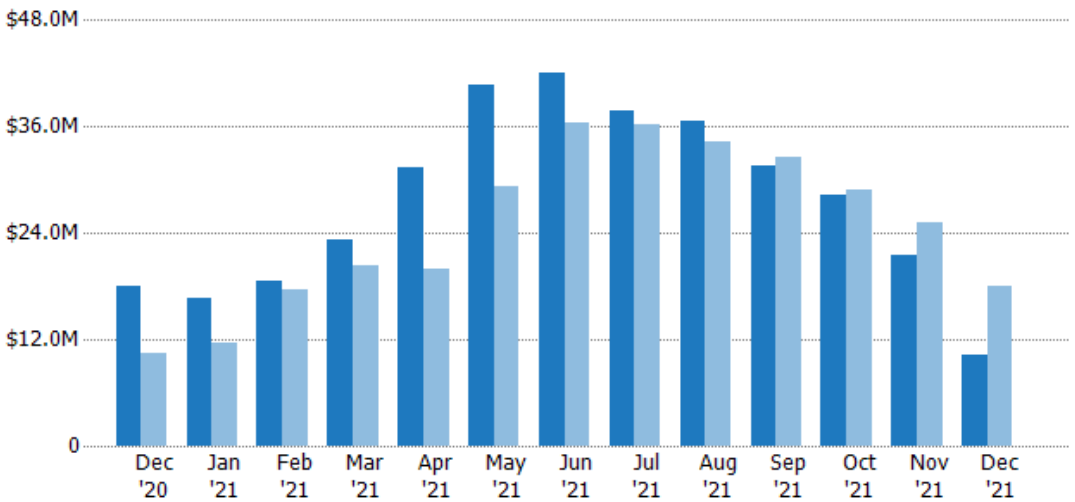
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	64	69	73	90	107	134	131	120	112	99	90	66	30
Prior Year	41	54	72	79	76	117	148	143	127	116	101	90	64
Percent Change from Prior Year	56%	28%	1%	14%	41%	15%	-11%	-16%	-12%	-15%	-11%	-27%	-53%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$18.1M	\$16.7M	\$18.6M	\$23.3M	\$31.4M	\$40.7M	\$42M	\$37.8M	\$36.5M	\$31.6M	\$28.3M	\$21.6M	\$10.2M
Prior Year	\$10.4M	\$11.7M	\$17.6M	\$20.3M	\$19.9M	\$29.2M	\$36.4M	\$36.2M	\$34.2M	\$32.5M	\$28.8M	\$25.1M	\$18.1M
Percent Change from Prior Year	73%	43%	6%	15%	57%	40%	15%	4%	7%	-3%	-2%	-14%	-43%

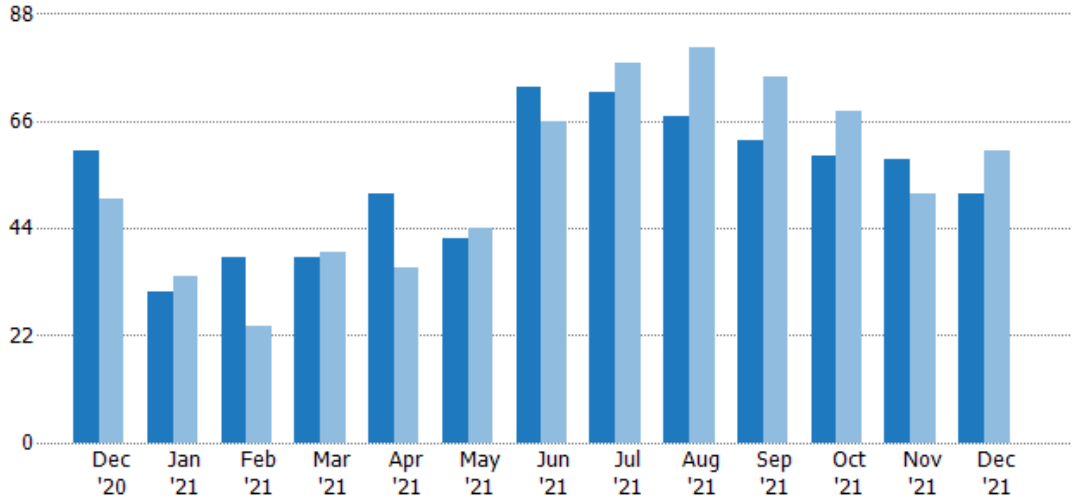
Closed Sales

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.
Dec '21	51	-15%
Dec '20	60	20%
Dec '19	50	-54%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	60	31	38	38	51	42	73	72	67	62	59	58	51
Prior Year	50	34	24	39	36	44	66	78	81	75	68	51	60
Percent Change from Prior Year	20%	-9%	58%	-3%	42%	-5%	11%	-8%	-17%	-17%	-13%	14%	-15%

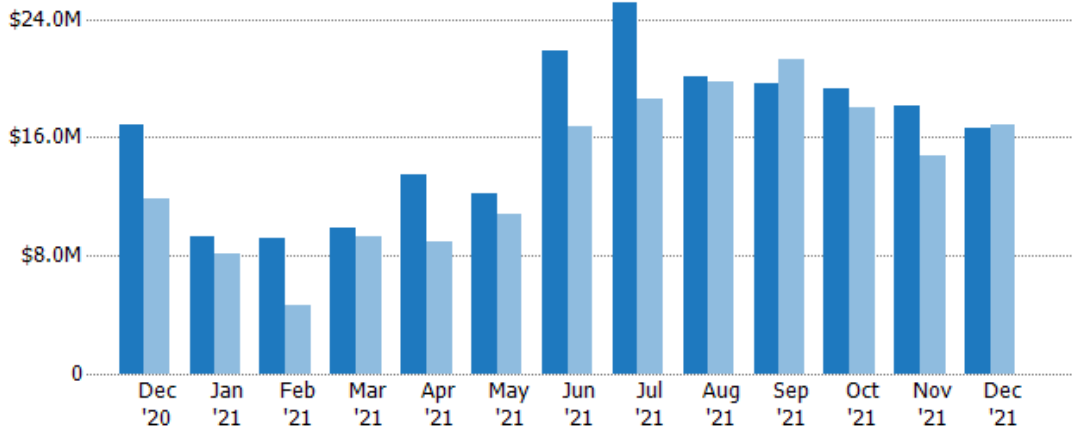
Closed Sales Volume

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.
Dec '21	\$16.6M	-1.3%
Dec '20	\$16.8M	41.8%
Dec '19	\$11.8M	-53.3%



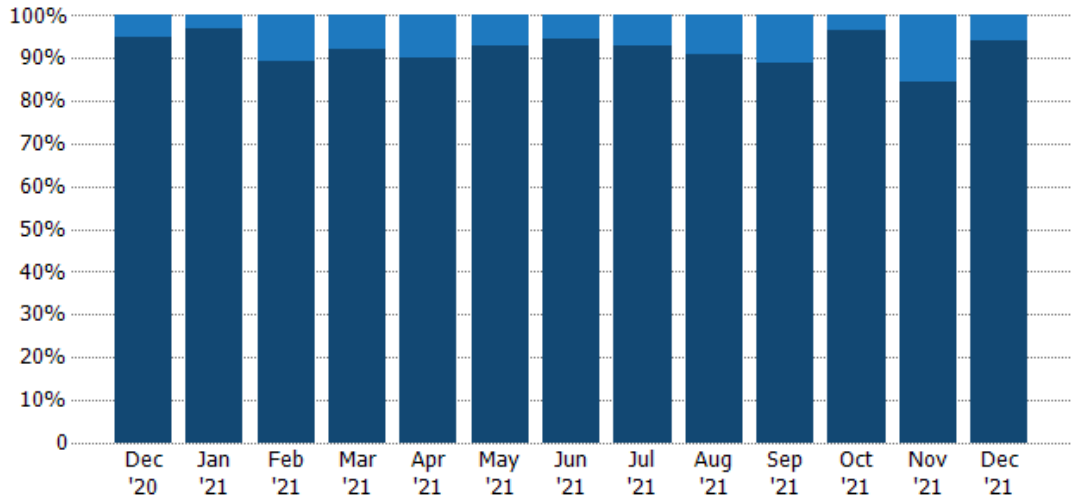
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$16.8M	\$9.26M	\$9.15M	\$9.88M	\$13.5M	\$12.3M	\$21.9M	\$25.1M	\$20.2M	\$19.6M	\$19.3M	\$18.2M	\$16.6M
Prior Year	\$11.8M	\$8.14M	\$4.69M	\$9.25M	\$8.95M	\$10.7M	\$16.7M	\$18.6M	\$19.8M	\$21.3M	\$18M	\$14.8M	\$16.8M
Percent Change from Prior Year	42%	14%	95%	7%	51%	14%	31%	35%	2%	-8%	7%	23%	-1%

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



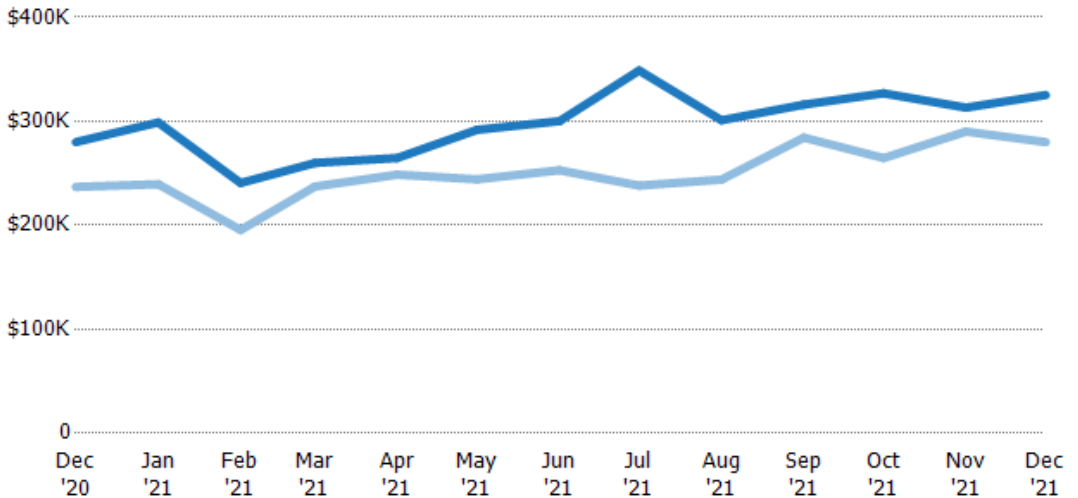
Condo/Townhouse	5%	3%	11%	8%	10%	7%	5%	7%	9%	11%	3%	16%	6%
Single Family Residence	95%	97%	89%	92%	90%	93%	95%	93%	91%	89%	97%	84%	94%

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	\$280K	\$299K	\$241K	\$260K	\$265K	\$292K	\$300K	\$349K	\$301K	\$316K	\$327K	\$313K	\$325K
Prior Year	\$237K	\$240K	\$196K	\$237K	\$249K	\$244K	\$253K	\$238K	\$244K	\$284K	\$265K	\$290K	\$280K
Percent Change from Prior Year	18%	25%	23%	10%	6%	19%	19%	46%	23%	11%	24%	8%	16%

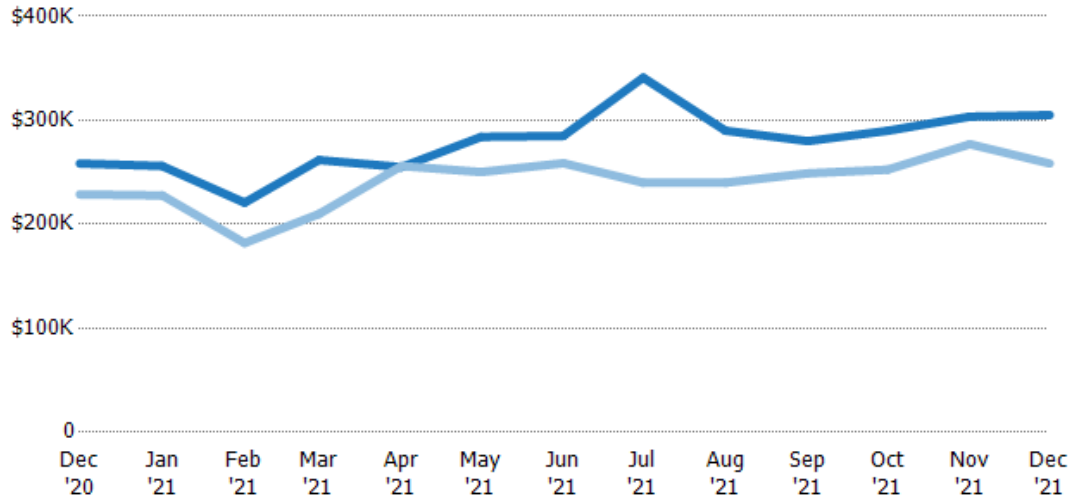
Median Sales Price

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.
Dec '21	\$305K	18%
Dec '20	\$258K	13%
Dec '19	\$229K	6.2%



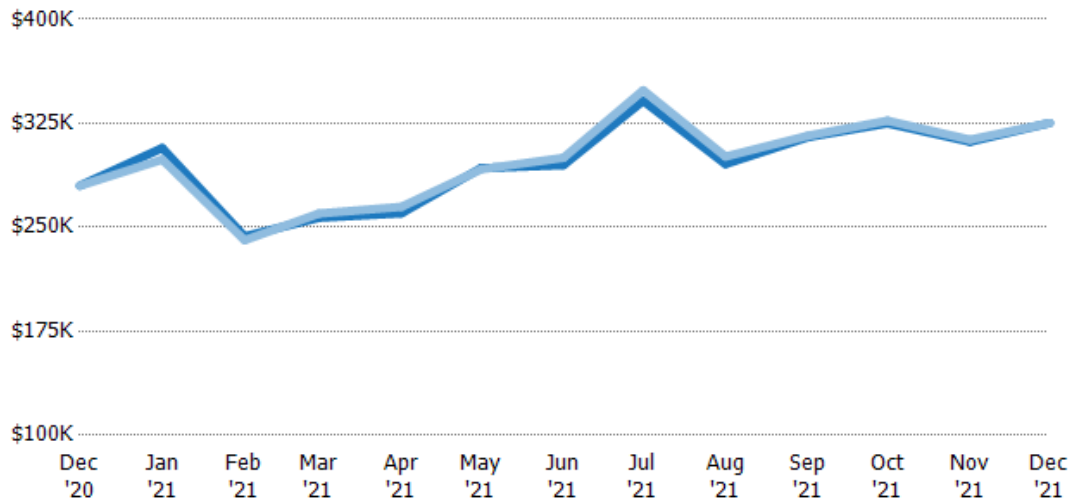
Current Year	\$258K	\$256K	\$221K	\$262K	\$255K	\$284K	\$285K	\$341K	\$290K	\$280K	\$290K	\$304K	\$305K
Prior Year	\$229K	\$228K	\$182K	\$210K	\$256K	\$250K	\$259K	\$240K	\$240K	\$249K	\$253K	\$277K	\$258K
Percent Change from Prior Year	13%	12%	21%	25%	0%	13%	10%	42%	21%	12%	15%	10%	18%

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



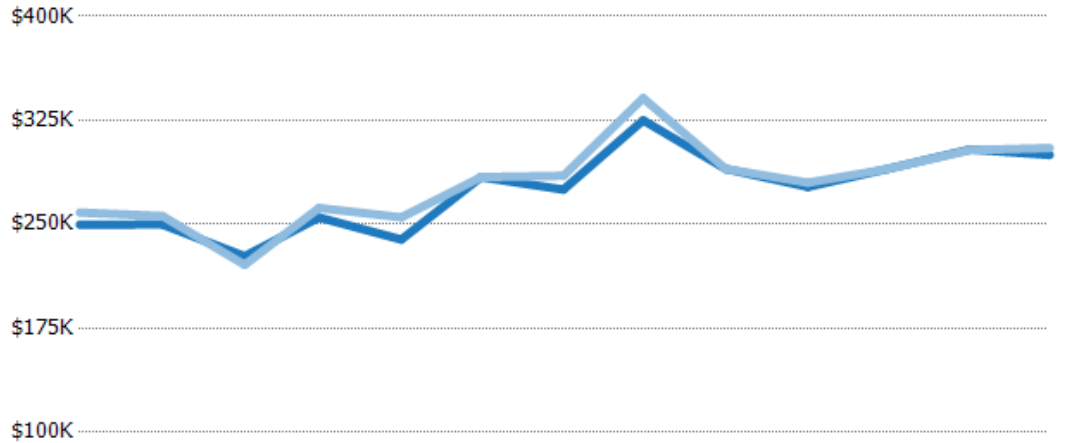
Avg List Price	\$280K	\$307K	\$243K	\$257K	\$260K	\$293K	\$295K	\$341K	\$296K	\$315K	\$325K	\$312K	\$325K
Avg Sales Price	\$280K	\$299K	\$241K	\$260K	\$265K	\$292K	\$300K	\$349K	\$301K	\$316K	\$327K	\$313K	\$325K
Avg Sales Price as a % of Avg List Price	100%	97%	99%	101%	102%	100%	102%	102%	102%	100%	101%	100%	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



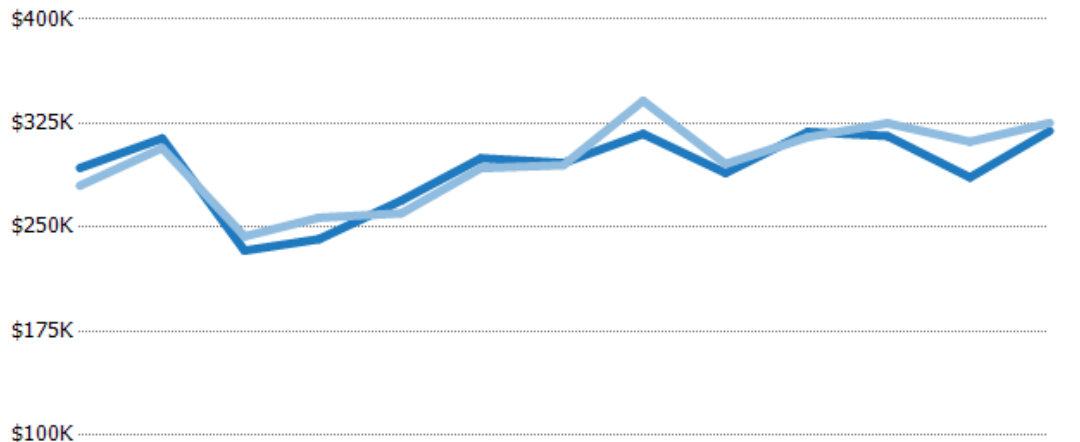
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$250K	\$250K	\$227K	\$255K	\$239K	\$284K	\$275K	\$325K	\$290K	\$277K	\$290K	\$304K	\$300K
Median Sales Price	\$258K	\$256K	\$221K	\$262K	\$255K	\$284K	\$285K	\$341K	\$290K	\$280K	\$290K	\$304K	\$305K
Med Sales Price as a % of Med List Price	104%	102%	97%	103%	107%	100%	104%	105%	100%	101%	100%	100%	102%

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



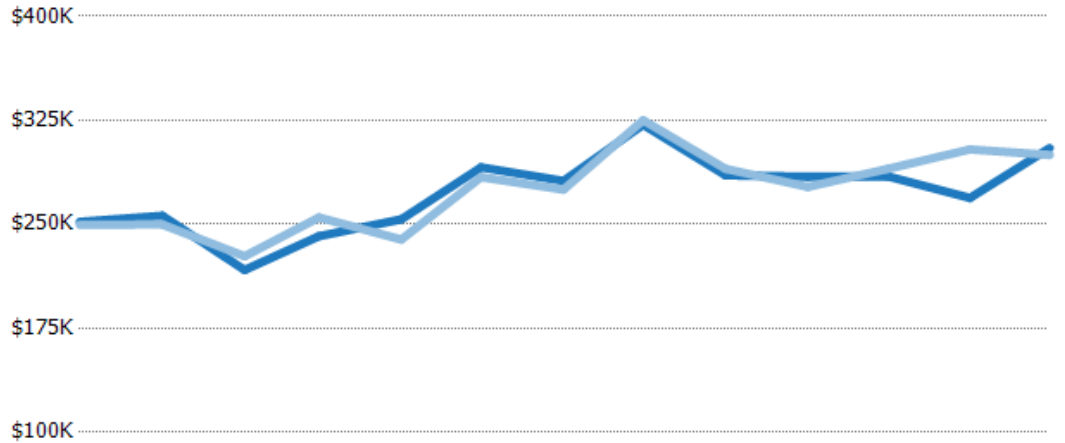
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$293K	\$314K	\$233K	\$241K	\$269K	\$300K	\$296K	\$317K	\$289K	\$319K	\$316K	\$286K	\$319K
Avg Sales Price	\$280K	\$307K	\$243K	\$257K	\$260K	\$293K	\$295K	\$341K	\$296K	\$315K	\$325K	\$312K	\$325K
Avg Sales Price as a % of Avg Est Value	96%	98%	104%	106%	97%	98%	99%	108%	102%	99%	103%	109%	102%

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$252K	\$256K	\$217K	\$241K	\$254K	\$291K	\$281K	\$322K	\$285K	\$284K	\$285K	\$269K	\$305K
Median Sales Price	\$250K	\$250K	\$227K	\$255K	\$239K	\$284K	\$275K	\$325K	\$290K	\$277K	\$290K	\$304K	\$300K
Med Sales Price as a % of Med Est Value	99%	98%	105%	106%	94%	98%	98%	101%	102%	97%	102%	113%	98%