

Summary of Key Listing and Sales Metrics

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

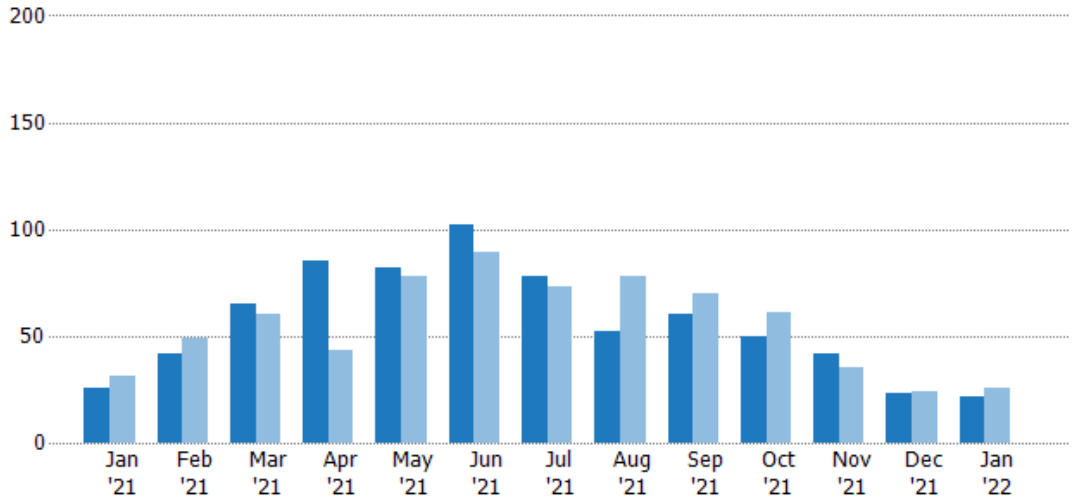
Key Metrics	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	26	-15.4%	729	717	+1.7%
New Listing Volume	\$6,605,600	\$5,579,300	+18.4%	\$227,795,723	\$195,096,264	+16.8%
Active Listing Count	52	127	-59.1%	N/A	N/A	
Active Listing Volume	\$18,675,774	\$36,358,373	-48.6%	N/A	N/A	
Average Listing Price	\$359,150	\$286,286	+25.5%	\$327,532	\$274,469	+19.3%
Median Listing Price	\$284,500	\$264,000	+7.8%	\$283,001	\$250,080	+13.2%
Median Days in RPR	95.5	158	-39.6%	82.74	114.9	-28%
Months of Inventory	1	2.2	-52.6%	1.6	3.8	-57.8%
Absorption Rate	98.08%	46.46%	+51.6%	61.54%	25.98%	+35.6%
Sales Activity Charts Metrics						
New Pending Sales Count	34	40	-15%	733	838	-12.5%
New Pending Sales Volume	\$11,884,340	\$8,779,590	+35.4%	\$223,912,281	\$213,907,784	+4.7%
Pending Sales Count	53	66	-19.7%	N/A	N/A	
Pending Sales Volume	\$19,085,440	\$15,615,104	+22.2%	N/A	N/A	
Closed Sales Count	31	32	-3.1%	660	669	-1.3%
Closed Sales Volume	\$10,428,197	\$9,468,575	+10.1%	\$200,927,567	\$171,820,435	+16.9%
Average Sales Price	\$336,393	\$295,893	+13.7%	\$304,436	\$256,832	+18.5%
Median Sales Price	\$330,000	\$247,000	+33.6%	\$286,895	\$246,590	+16.3%

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



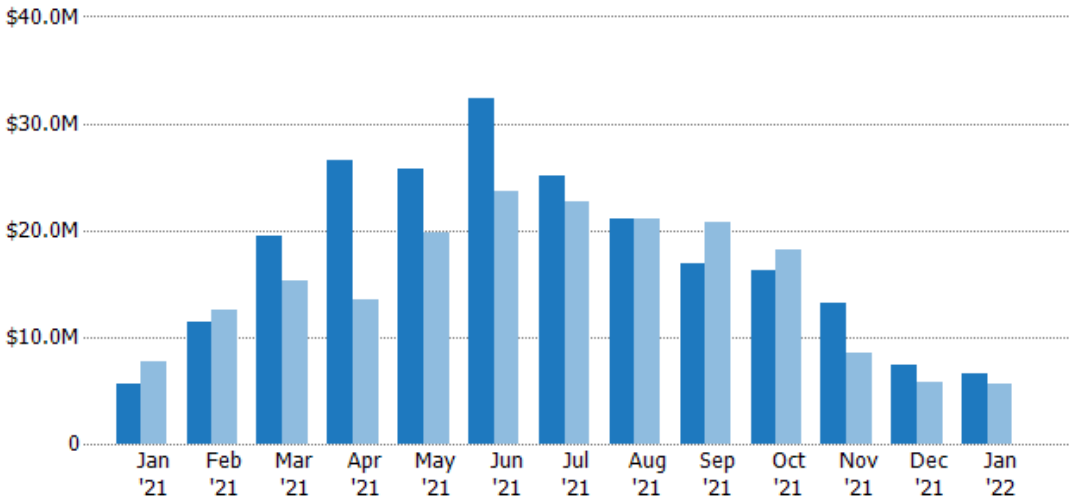
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	26	42	65	85	82	102	78	52	60	50	42	23	22
Prior Year	31	49	60	43	78	89	73	78	70	61	35	24	26
Percent Change from Prior Year	-16%	-14%	8%	98%	5%	15%	7%	-33%	-14%	-18%	20%	-4%	-15%

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



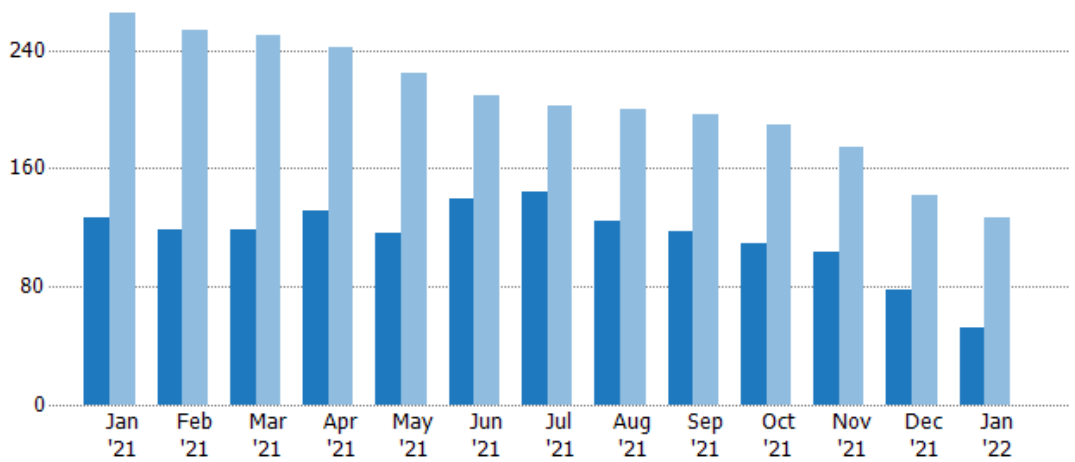
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$5.58M	\$11.5M	\$19.5M	\$26.5M	\$25.8M	\$32.3M	\$25.1M	\$21.1M	\$16.9M	\$16.3M	\$13.2M	\$7.35M	\$6.61M
Prior Year	\$7.76M	\$12.5M	\$15.3M	\$13.4M	\$19.8M	\$23.6M	\$22.7M	\$21M	\$20.7M	\$18.2M	\$8.57M	\$5.82M	\$5.58M
Percent Change from Prior Year	-28%	-8%	27%	97%	31%	37%	11%	1%	-19%	-10%	54%	26%	18%

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



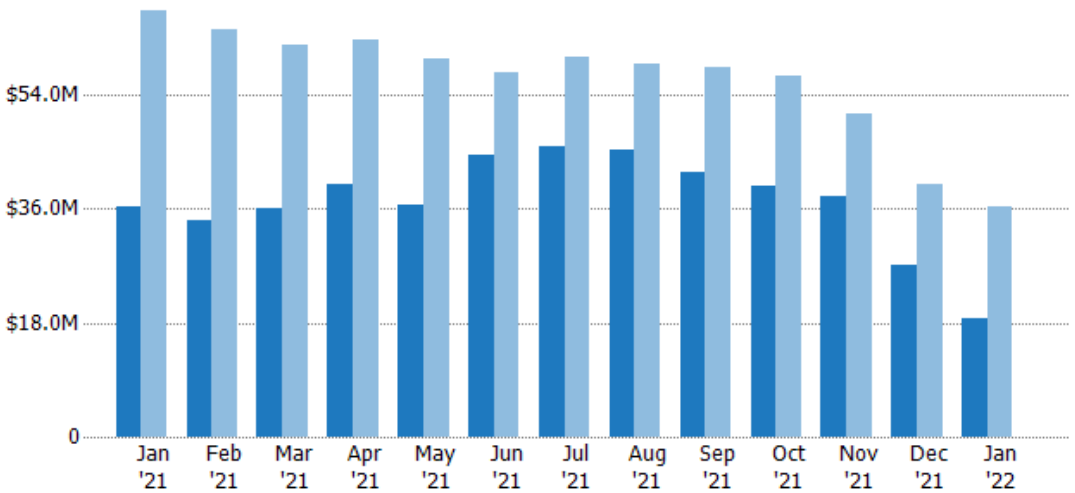
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	127	119	119	131	116	139	144	124	117	109	103	78	52
Prior Year	265	254	250	242	224	209	202	200	197	190	174	142	127
Percent Change from Prior Year	-52%	-53%	-52%	-46%	-48%	-33%	-29%	-38%	-41%	-43%	-41%	-45%	-59%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$36.4M	\$34.1M	\$36.1M	\$39.9M	\$36.7M	\$44.6M	\$45.7M	\$45.3M	\$41.9M	\$39.5M	\$37.9M	\$27.2M	\$18.7M
Prior Year	\$67.4M	\$64.4M	\$62M	\$62.6M	\$59.7M	\$57.6M	\$59.8M	\$58.7M	\$58.3M	\$56.9M	\$51.1M	\$39.7M	\$36.4M
Percent Change from Prior Year	-46%	-47%	-42%	-36%	-39%	-23%	-24%	-23%	-28%	-31%	-26%	-31%	-49%

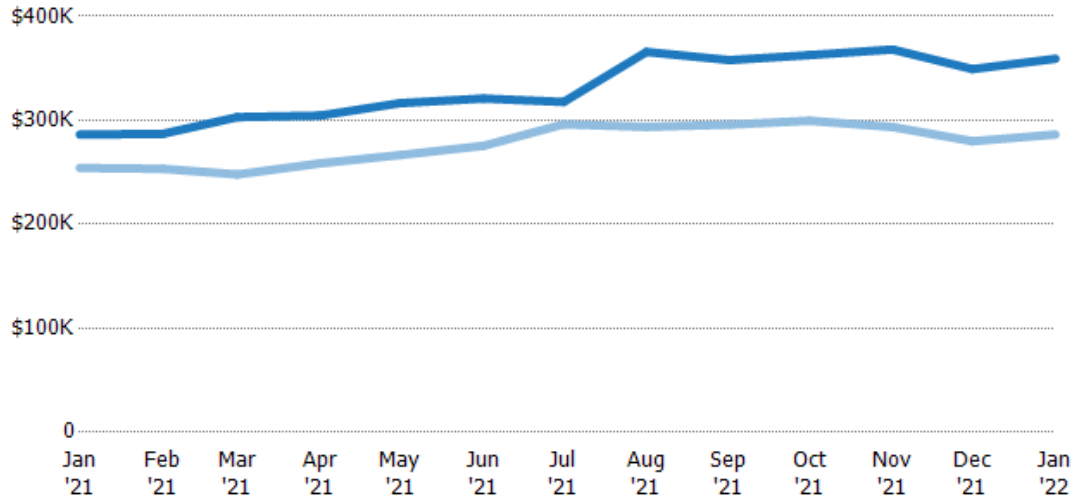
Average Listing Price

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.
Jan '22	\$359K	25.5%
Jan '21	\$286K	12.6%
Jan '20	\$254K	-1.7%



Current Year	\$286K	\$287K	\$303K	\$305K	\$316K	\$321K	\$318K	\$366K	\$358K	\$363K	\$368K	\$349K	\$359K
Prior Year	\$254K	\$253K	\$248K	\$259K	\$267K	\$275K	\$296K	\$294K	\$296K	\$300K	\$294K	\$280K	\$286K
Percent Change from Prior Year	13%	13%	22%	18%	19%	17%	7%	25%	21%	21%	25%	25%	25%

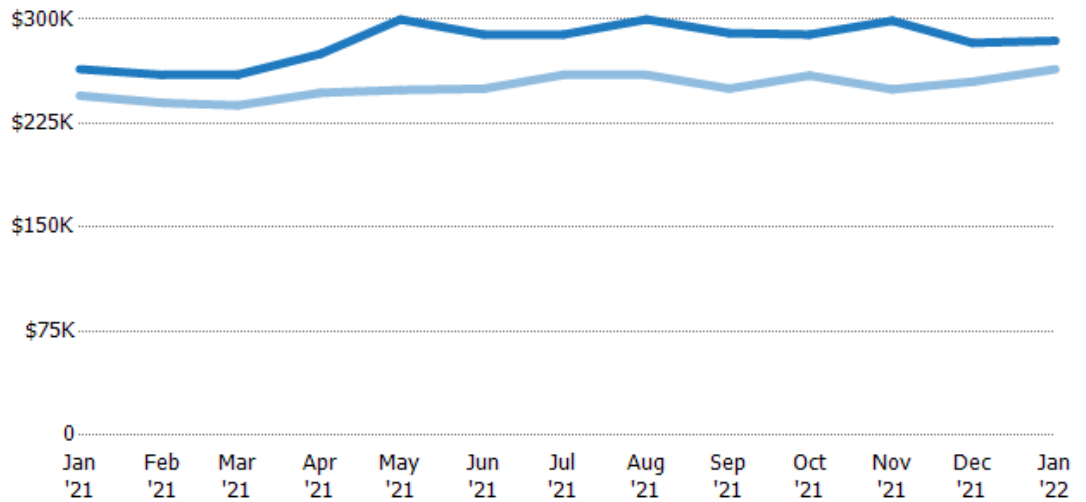
Median Listing Price

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.
Jan '22	\$285K	7.8%
Jan '21	\$264K	7.8%
Jan '20	\$245K	-2.3%



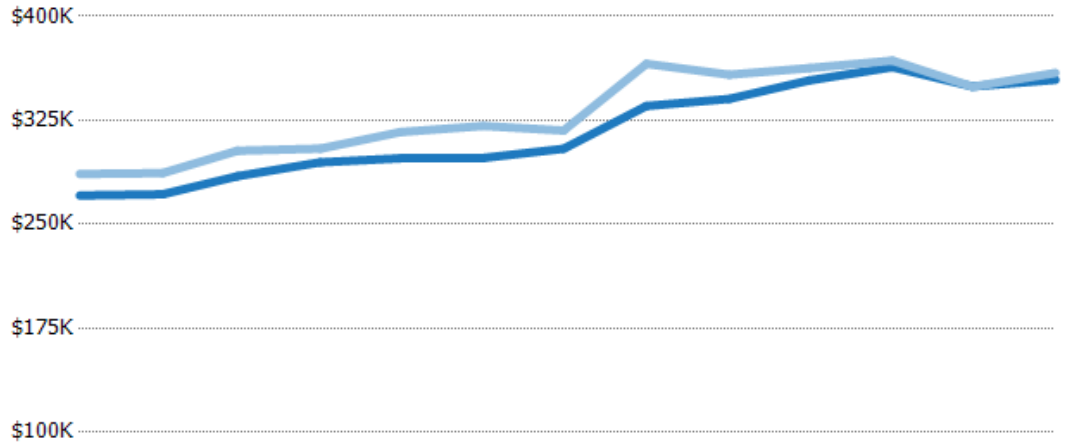
Current Year	\$264K	\$260K	\$260K	\$275K	\$300K	\$289K	\$289K	\$300K	\$290K	\$289K	\$299K	\$283K	\$285K
Prior Year	\$245K	\$240K	\$238K	\$247K	\$249K	\$250K	\$260K	\$260K	\$250K	\$259K	\$249K	\$255K	\$264K
Percent Change from Prior Year	8%	8%	9%	11%	20%	16%	11%	15%	16%	11%	20%	11%	8%

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



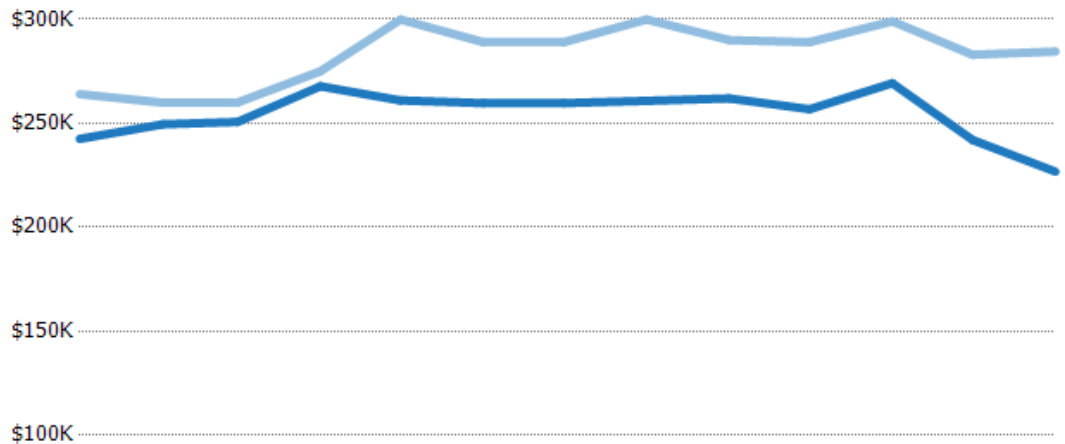
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$271K	\$272K	\$285K	\$295K	\$298K	\$298K	\$304K	\$335K	\$340K	\$354K	\$363K	\$349K	\$354K
Avg Listing Price	\$286K	\$287K	\$303K	\$305K	\$316K	\$321K	\$318K	\$366K	\$358K	\$363K	\$368K	\$349K	\$359K
Avg Listing Price as a % of Avg Est Value	106%	106%	106%	103%	106%	108%	104%	109%	105%	103%	101%	100%	101%

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



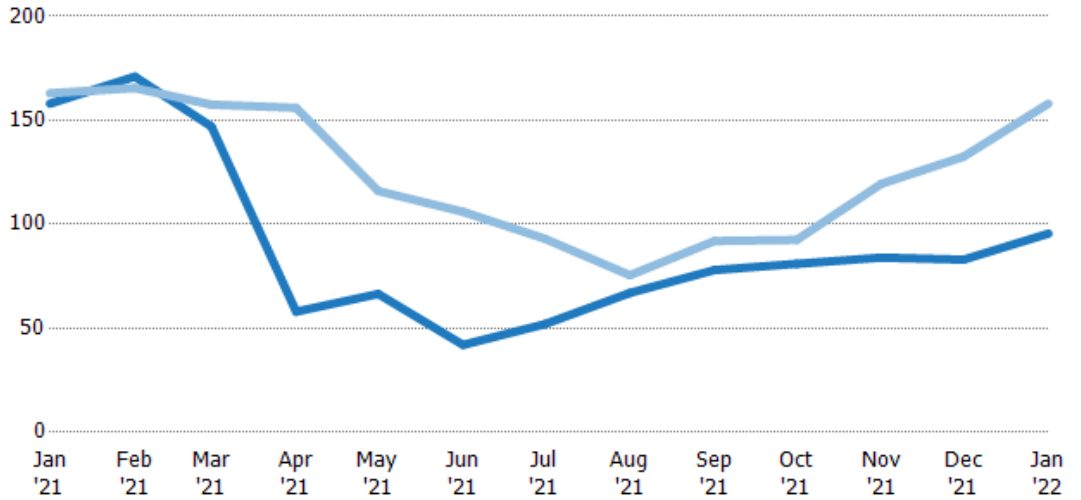
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$243K	\$250K	\$251K	\$268K	\$261K	\$260K	\$260K	\$261K	\$262K	\$257K	\$269K	\$242K	\$227K
Median Listing Price	\$264K	\$260K	\$260K	\$275K	\$300K	\$289K	\$289K	\$300K	\$290K	\$289K	\$299K	\$283K	\$285K
Med Listing Price as a % of Med Est Value	109%	104%	104%	103%	115%	111%	111%	115%	111%	113%	111%	117%	125%

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.
Jan '22	95.5	-39.6%
Jan '21	158	-3.1%
Jan '20	163	-8.3%

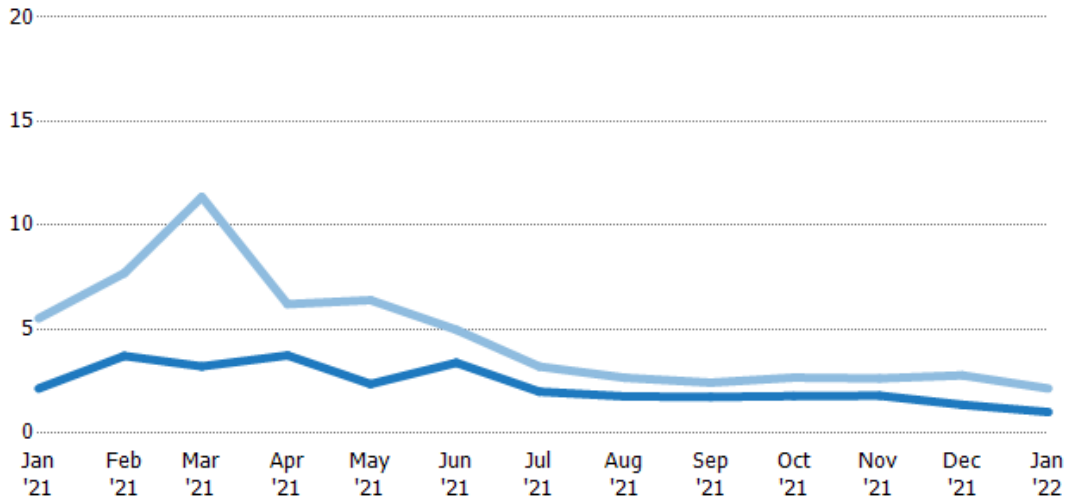
Current Year	158	171	147	58	66.5	42	52	67	78	81	84	83	95.5
Prior Year	163	166	158	156	116	106	93	75.5	92	92.5	120	133	158
Percent Change from Prior Year	-3%	3%	-7%	-63%	-43%	-60%	-44%	-11%	-15%	-12%	-30%	-37%	-40%

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.
Jan '22	1.02	-52.6%
Jan '21	2.15	-61%
Jan '20	5.52	139.8%

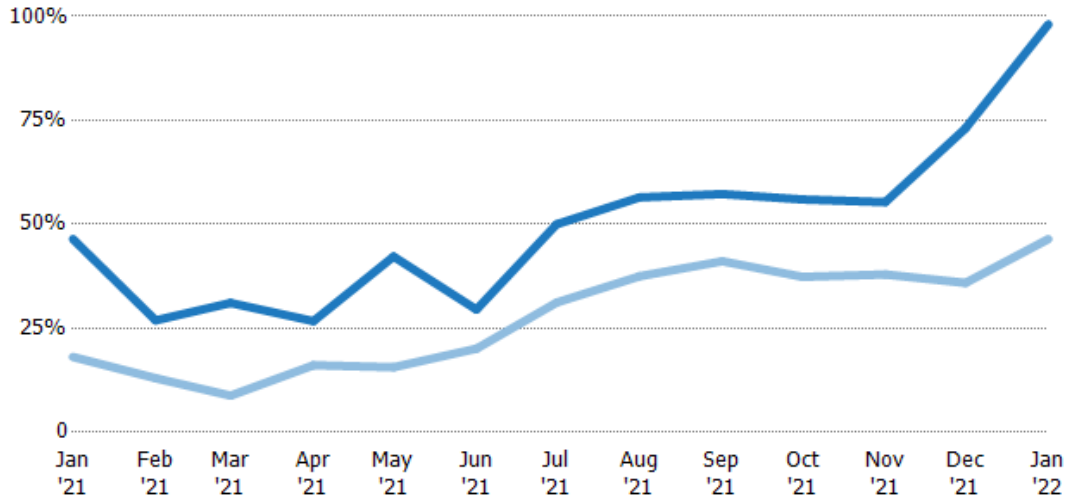
Current Year	2.15	3.72	3.22	3.74	2.37	3.39	2	1.77	1.75	1.79	1.81	1.37	1.02
Prior Year	5.52	7.7	11.4	6.21	6.4	4.98	3.21	2.67	2.43	2.68	2.64	2.78	2.15
Percent Change from Prior Year	-61%	-52%	-72%	-40%	-63%	-32%	-38%	-34%	-28%	-33%	-31%	-51%	-53%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



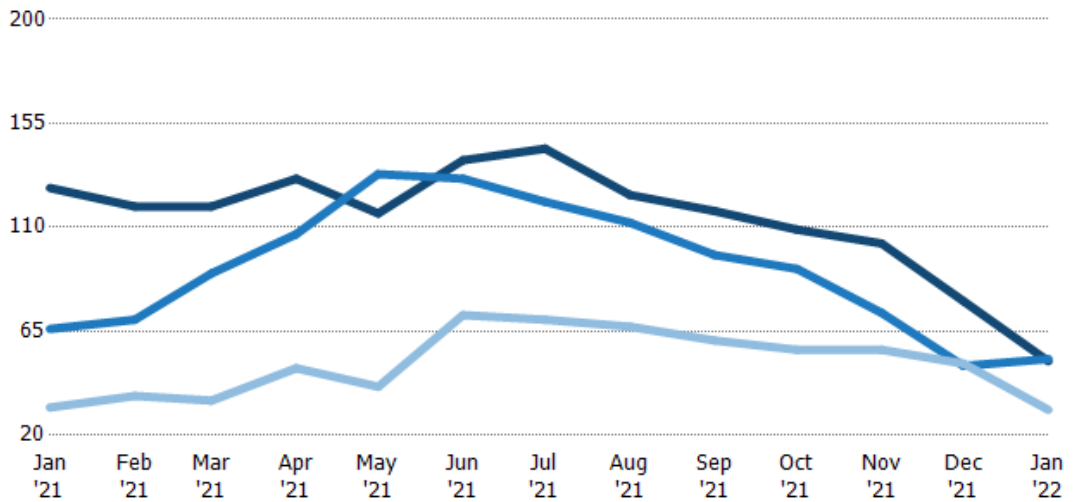
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	46%	27%	31%	27%	42%	29%	50%	56%	57%	56%	55%	73%	98%
Prior Year	18%	13%	9%	16%	16%	20%	31%	38%	41%	37%	38%	36%	46%
Change from Prior Year	-28%	-14%	-22%	-11%	-27%	-9%	-19%	-19%	-16%	-19%	-17%	-37%	-52%

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



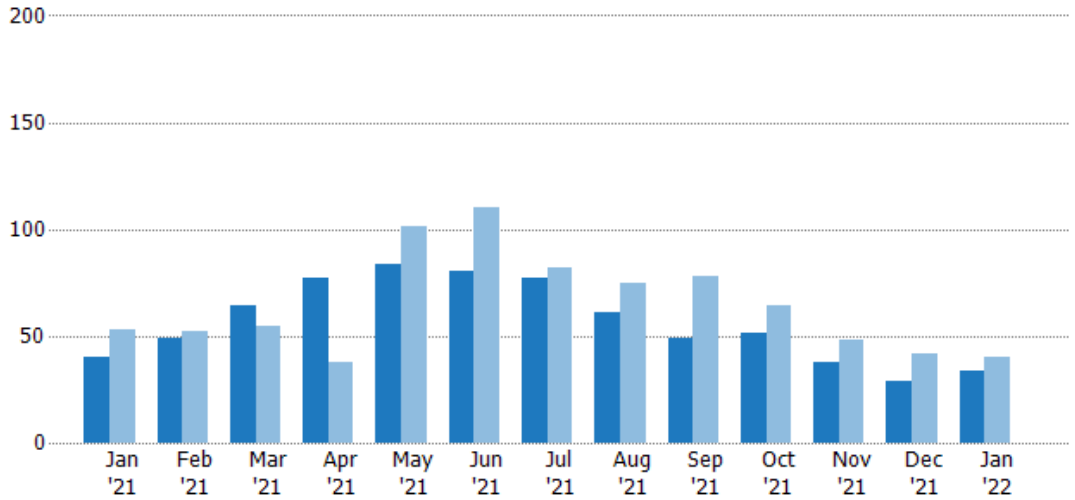
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Active	127	119	119	131	116	139	144	124	117	109	103	78	52
Pending	66	70	90	107	133	131	121	112	98	92	73	50	53
Sold	32	37	35	49	41	72	70	67	61	57	57	51	31

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



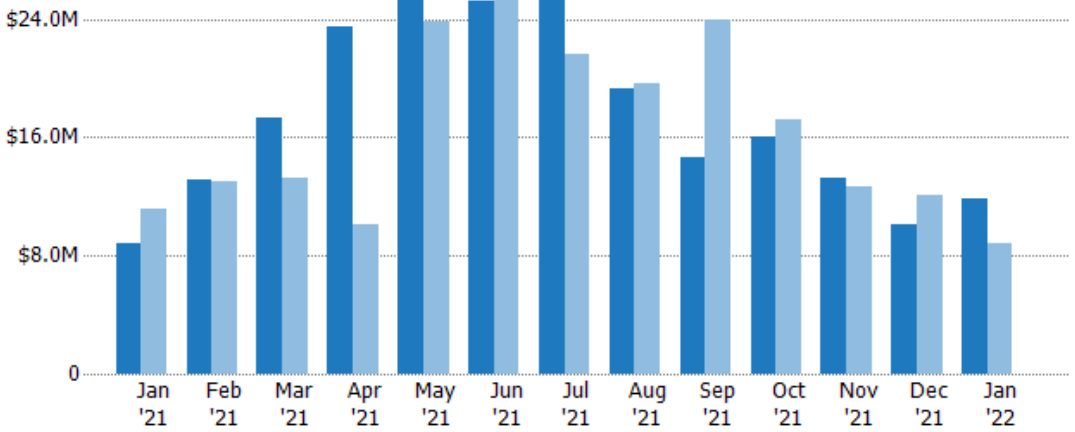
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	40	49	64	77	84	80	77	61	49	51	38	29	34
Prior Year	53	52	55	38	101	110	82	75	78	64	48	42	40
Percent Change from Prior Year	-25%	-6%	16%	103%	-17%	-27%	-6%	-19%	-37%	-20%	-21%	-31%	-15%

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



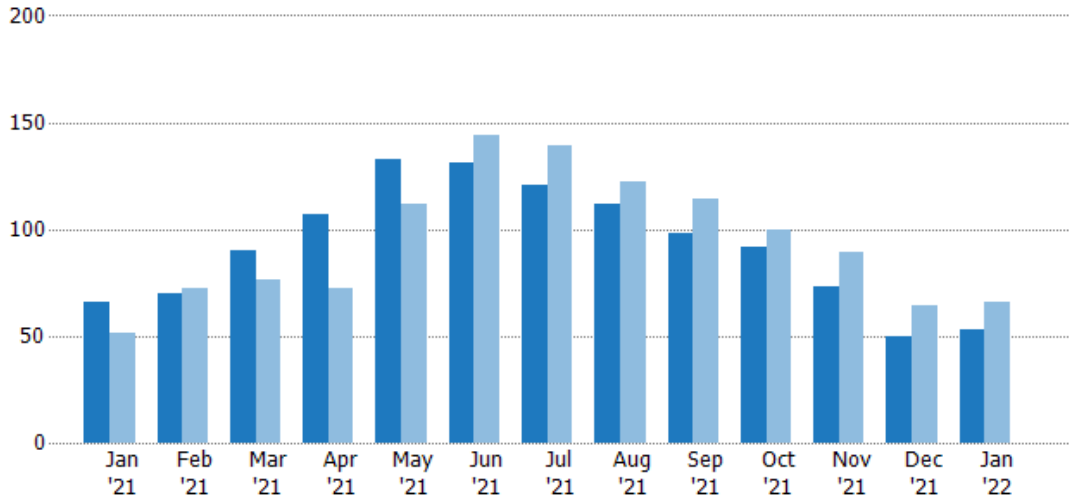
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$8.78M	\$13.1M	\$17.3M	\$23.5M	\$25.5M	\$25.2M	\$25.4M	\$19.3M	\$14.6M	\$16M	\$13.3M	\$10M	\$11.9M
Prior Year	\$11.1M	\$13M	\$13.2M	\$10.2M	\$23.8M	\$26.7M	\$21.6M	\$19.6M	\$23.9M	\$17.2M	\$12.7M	\$12.1M	\$8.78M
Percent Change from Prior Year	-21%	1%	31%	131%	7%	-6%	18%	-2%	-39%	-7%	5%	-17%	35%

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



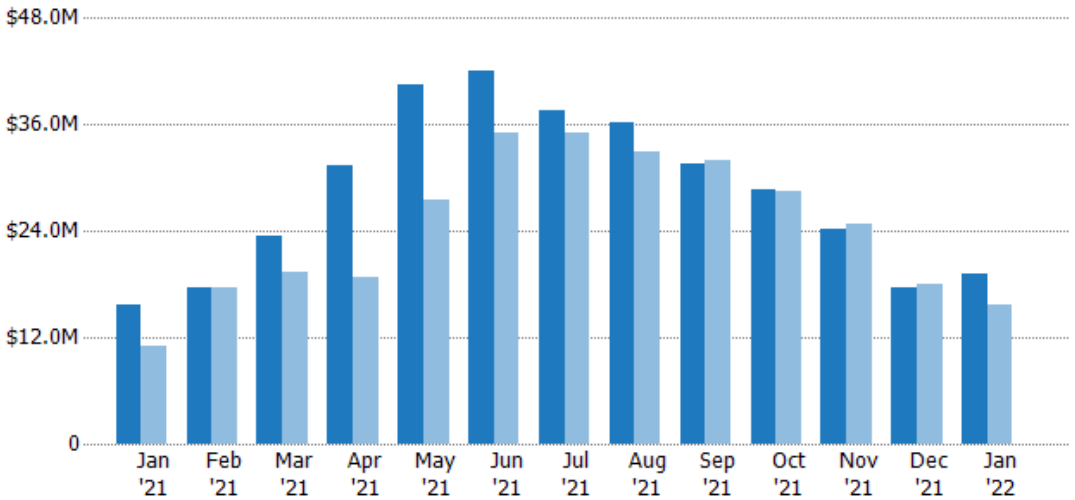
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	66	70	90	107	133	131	121	112	98	92	73	50	53
Prior Year	51	72	76	72	112	144	139	122	114	100	89	64	66
Percent Change from Prior Year	29%	-3%	18%	49%	19%	-9%	-13%	-8%	-14%	-8%	-18%	-22%	-20%

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



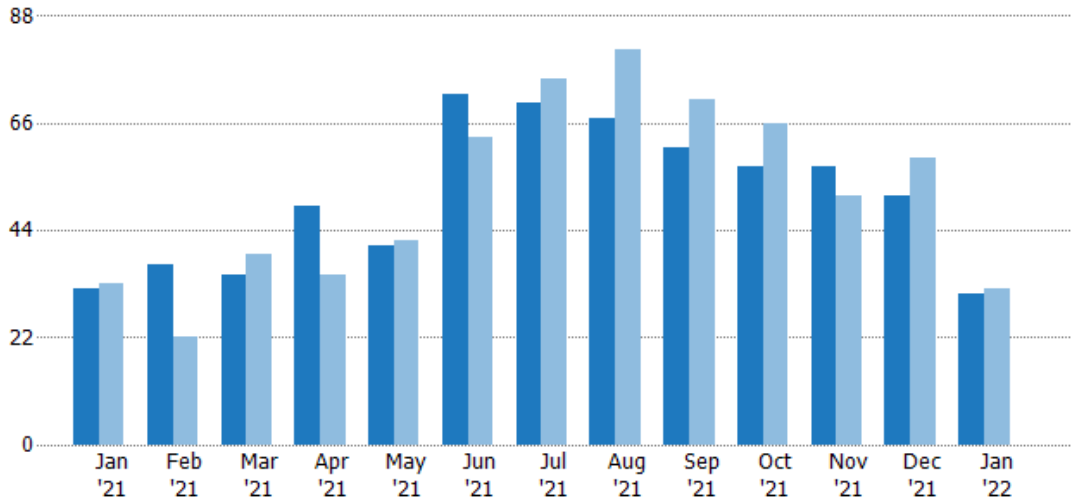
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$15.6M	\$17.6M	\$23.4M	\$31.4M	\$40.4M	\$42M	\$37.6M	\$36.2M	\$31.5M	\$28.7M	\$24.3M	\$17.5M	\$19.1M
Prior Year	\$11M	\$17.6M	\$19.4M	\$18.8M	\$27.6M	\$35.1M	\$35.1M	\$32.9M	\$32M	\$28.5M	\$24.8M	\$18M	\$15.6M
Percent Change from Prior Year	42%	0%	20%	67%	47%	20%	7%	10%	-1%	1%	-2%	-2%	22%

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



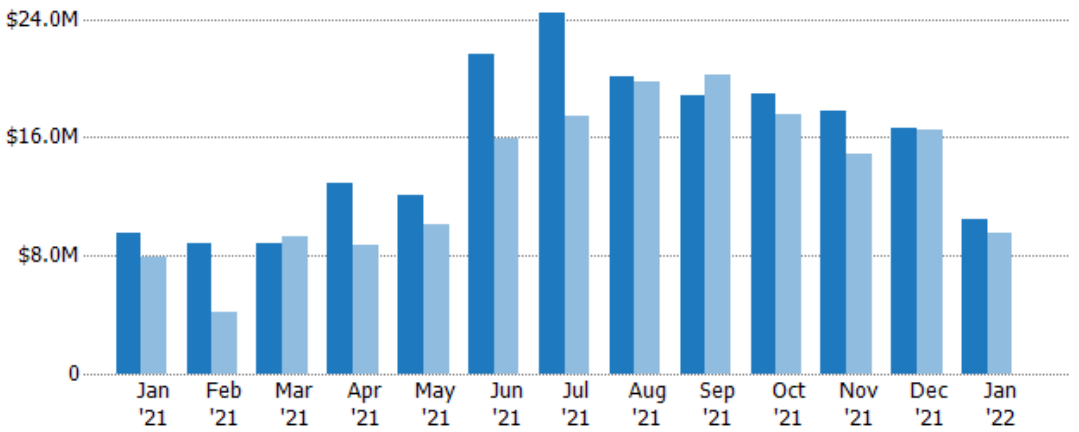
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	32	37	35	49	41	72	70	67	61	57	57	51	31
Prior Year	33	22	39	35	42	63	75	81	71	66	51	59	32
Percent Change from Prior Year	-3%	68%	-10%	40%	-2%	14%	-7%	-17%	-14%	-14%	12%	-14%	-3%

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



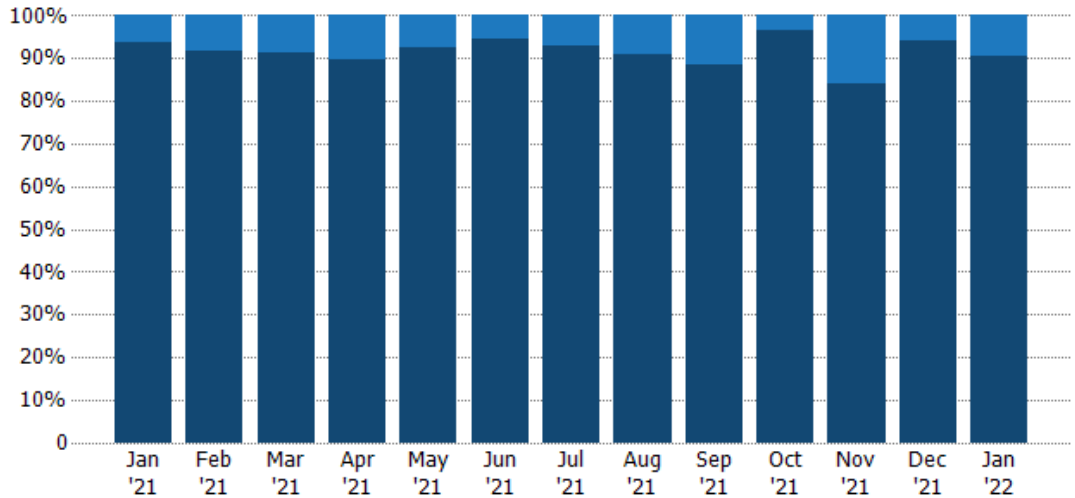
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$9.47M	\$8.84M	\$8.8M	\$12.9M	\$12.1M	\$21.6M	\$24.4M	\$20.2M	\$18.8M	\$18.9M	\$17.8M	\$16.6M	\$10.4M
Prior Year	\$7.92M	\$4.22M	\$9.25M	\$8.68M	\$10.1M	\$15.9M	\$17.5M	\$19.8M	\$20.2M	\$17.6M	\$14.8M	\$16.5M	\$9.47M
Percent Change from Prior Year	20%	109%	-5%	49%	20%	36%	40%	2%	-7%	8%	20%	1%	10%

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



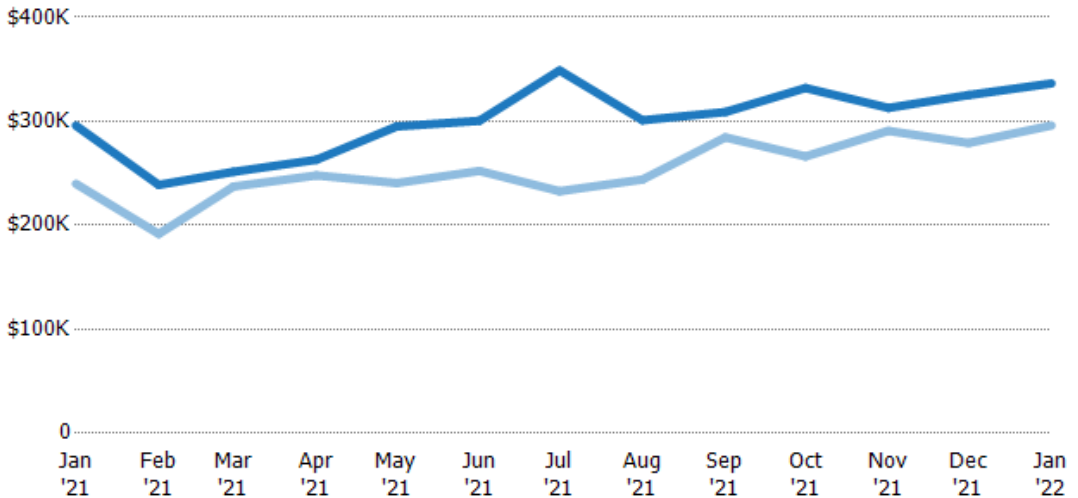
Condo/Townhouse	6%	8%	9%	10%	7%	6%	7%	9%	11%	4%	16%	6%	10%
Single Family Residence	94%	92%	91%	90%	93%	94%	93%	91%	89%	96%	84%	94%	90%

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



Month/Year	Price	% Chg.
Jan '22	\$336K	13.7%
Jan '21	\$296K	23.3%
Jan '20	\$240K	-15.3%

Current Year	\$296K	\$239K	\$251K	\$263K	\$295K	\$301K	\$349K	\$301K	\$309K	\$332K	\$313K	\$325K	\$336K
Prior Year	\$240K	\$192K	\$237K	\$248K	\$241K	\$252K	\$233K	\$244K	\$285K	\$266K	\$291K	\$279K	\$296K
Percent Change from Prior Year	23%	25%	6%	6%	23%	19%	50%	23%	9%	25%	8%	16%	14%

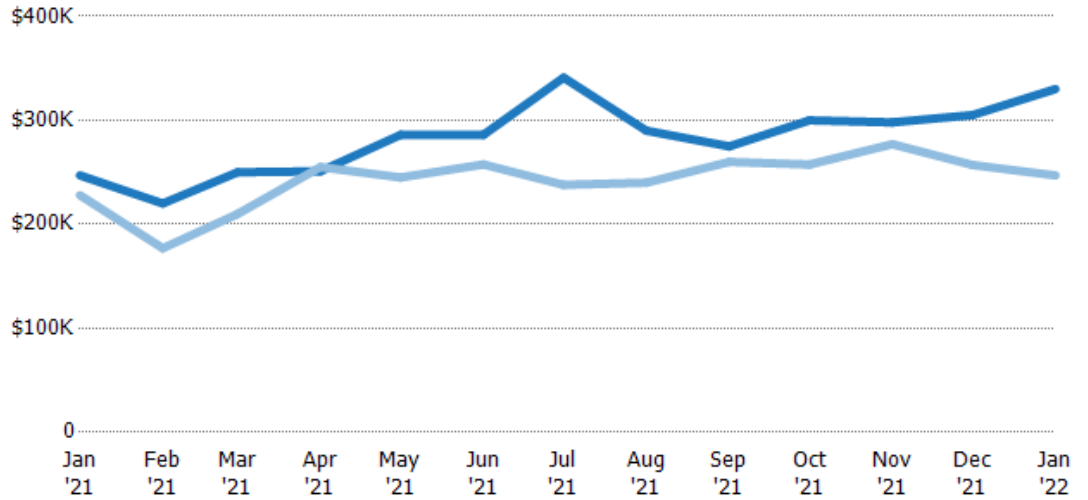
Median Sales Price

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.
Jan '22	\$330K	33.6%
Jan '21	\$247K	8.3%
Jan '20	\$228K	-19.7%



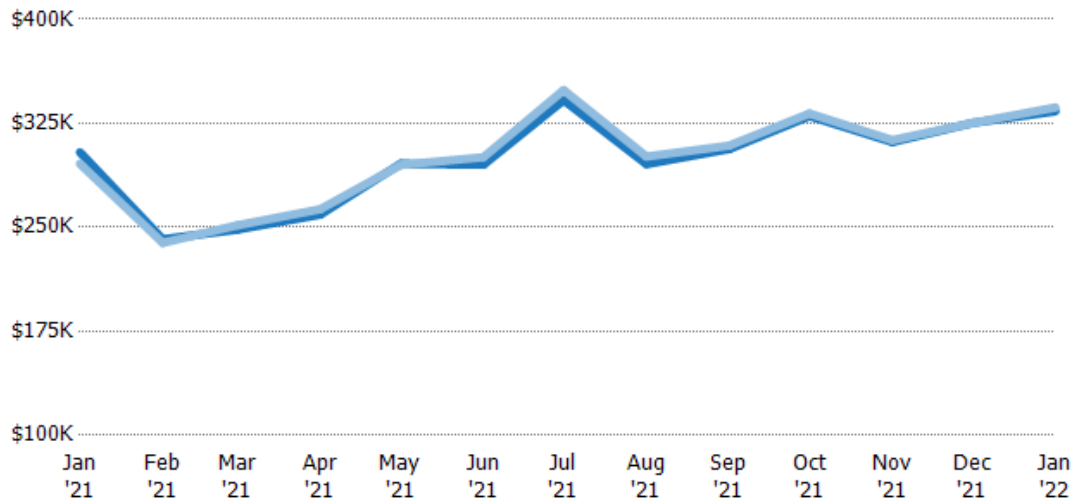
Current Year	\$247K	\$220K	\$250K	\$251K	\$286K	\$286K	\$341K	\$290K	\$275K	\$300K	\$298K	\$305K	\$330K
Prior Year	\$228K	\$177K	\$210K	\$255K	\$245K	\$258K	\$238K	\$240K	\$260K	\$257K	\$277K	\$257K	\$247K
Percent Change from Prior Year	8%	24%	19%	-2%	17%	11%	43%	21%	6%	17%	8%	19%	34%

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



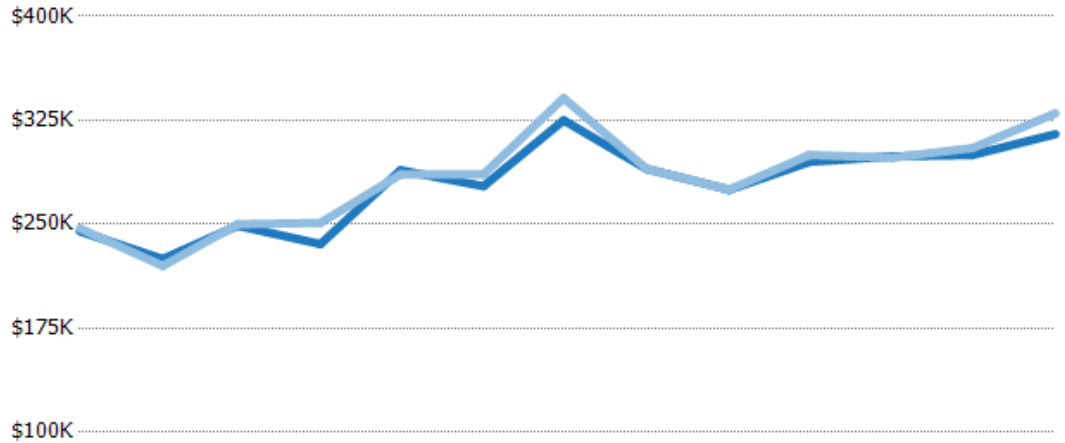
Avg List Price	\$304K	\$241K	\$248K	\$259K	\$296K	\$295K	\$342K	\$296K	\$306K	\$330K	\$311K	\$325K	\$334K
Avg Sales Price	\$296K	\$239K	\$251K	\$263K	\$295K	\$301K	\$349K	\$301K	\$309K	\$332K	\$313K	\$325K	\$336K
Avg Sales Price as a % of Avg List Price	97%	99%	101%	101%	100%	102%	102%	102%	101%	101%	100%	100%	101%

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



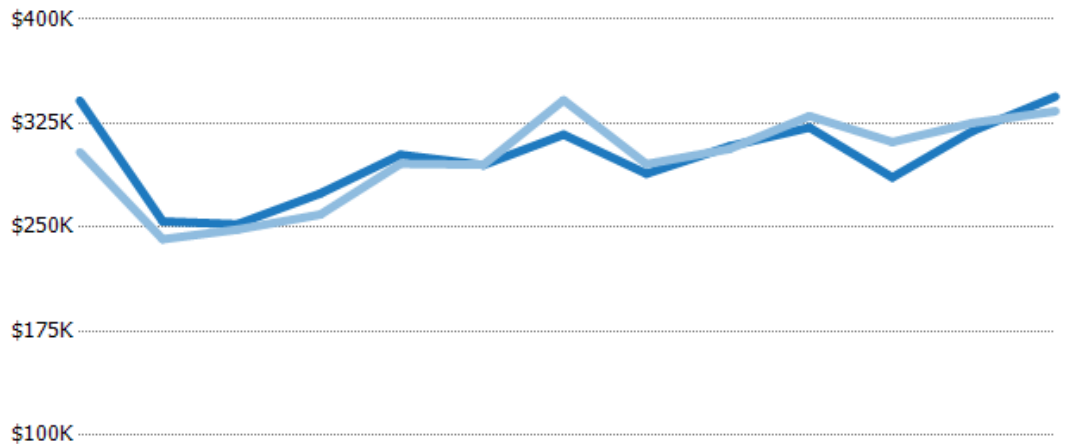
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$245K	\$225K	\$249K	\$236K	\$289K	\$277K	\$325K	\$290K	\$275K	\$295K	\$299K	\$300K	\$315K
Median Sales Price	\$247K	\$220K	\$250K	\$251K	\$286K	\$286K	\$341K	\$290K	\$275K	\$300K	\$298K	\$305K	\$330K
Med Sales Price as a % of Med List Price	101%	98%	100%	106%	99%	103%	105%	100%	100%	102%	100%	102%	105%

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



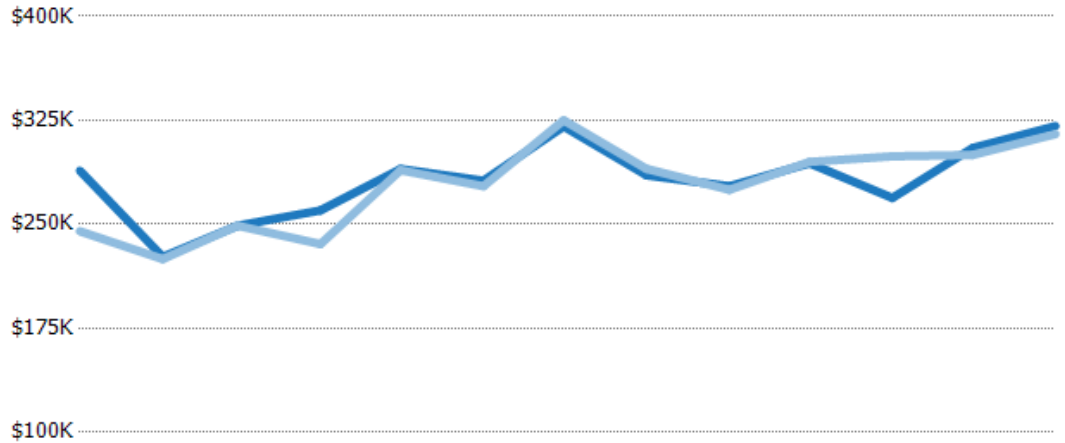
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$341K	\$254K	\$252K	\$274K	\$302K	\$295K	\$317K	\$289K	\$308K	\$322K	\$286K	\$319K	\$344K
Avg Sales Price	\$304K	\$241K	\$248K	\$259K	\$296K	\$295K	\$342K	\$296K	\$306K	\$330K	\$311K	\$325K	\$334K
Avg Sales Price as a % of Avg Est Value	89%	95%	98%	94%	98%	100%	108%	102%	99%	103%	109%	102%	97%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$289K	\$227K	\$249K	\$260K	\$290K	\$281K	\$321K	\$285K	\$277K	\$294K	\$269K	\$305K	\$321K
Median Sales Price	\$245K	\$225K	\$249K	\$236K	\$289K	\$277K	\$325K	\$290K	\$275K	\$295K	\$299K	\$300K	\$315K
Med Sales Price as a % of Med Est Value	85%	99%	100%	91%	100%	99%	101%	102%	99%	100%	111%	98%	98%