

Summary of Key Listing and Sales Metrics

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

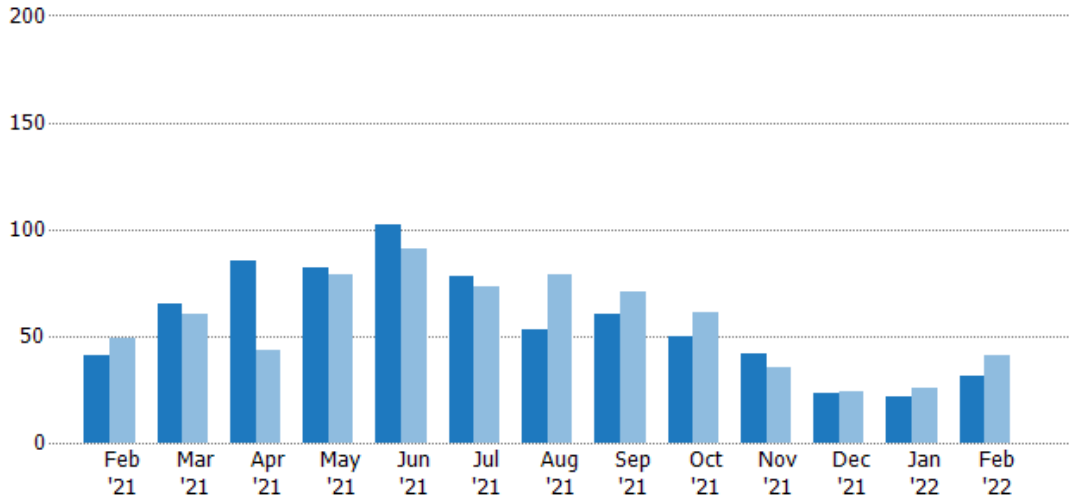
Key Metrics	Feb 2022	Feb 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	41	-24.4%	53	67	-20.9%
New Listing Volume	\$11,616,200	\$11,174,839	+3.9%	\$18,245,800	\$16,754,139	+8.9%
Active Listing Count	48	121	-60.3%	N/A	N/A	
Active Listing Volume	\$18,740,800	\$35,180,273	-46.7%	N/A	N/A	
Average Listing Price	\$390,433	\$290,746	+34.3%	\$370,922	\$290,295	+27.8%
Median Listing Price	\$348,950	\$259,900	+34.3%	\$312,132	\$262,016	+19.1%
Median Days in RPR	69	171	-59.6%	82.9	164.97	-49.8%
Months of Inventory	1.5	3.8	-59.1%	1.5	4.5	-67.2%
Absorption Rate	64.58%	26.45%	+38.1%	66.99%	22%	+45%
Sales Activity Charts Metrics						
New Pending Sales Count	4	49	-91.8%	34	89	-61.8%
New Pending Sales Volume	\$968,000	\$13,115,239	-92.6%	\$11,573,440	\$21,894,829	-47.1%
Pending Sales Count	23	69	-66.7%	N/A	N/A	
Pending Sales Volume	\$9,928,465	\$17,256,829	-42.5%	N/A	N/A	
Closed Sales Count	27	37	-27%	58	69	-15.9%
Closed Sales Volume	\$8,265,418	\$8,835,304	-6.5%	\$18,693,615	\$18,303,879	+2.1%
Average Sales Price	\$306,127	\$238,792	+28.2%	\$322,304	\$265,274	+21.5%
Median Sales Price	\$279,000	\$220,000	+26.8%	\$306,259	\$232,522	+31.7%

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



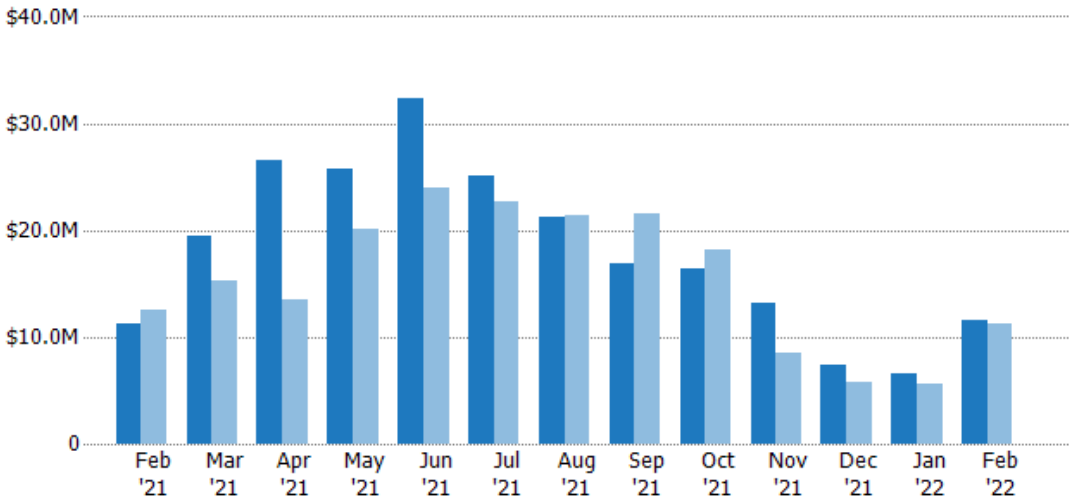
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	41	65	85	82	102	78	53	60	50	42	23	22	31
Prior Year	49	60	43	79	91	73	79	71	61	35	24	26	41
Percent Change from Prior Year	-16%	8%	98%	4%	12%	7%	-33%	-15%	-18%	20%	-4%	-15%	-24%

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



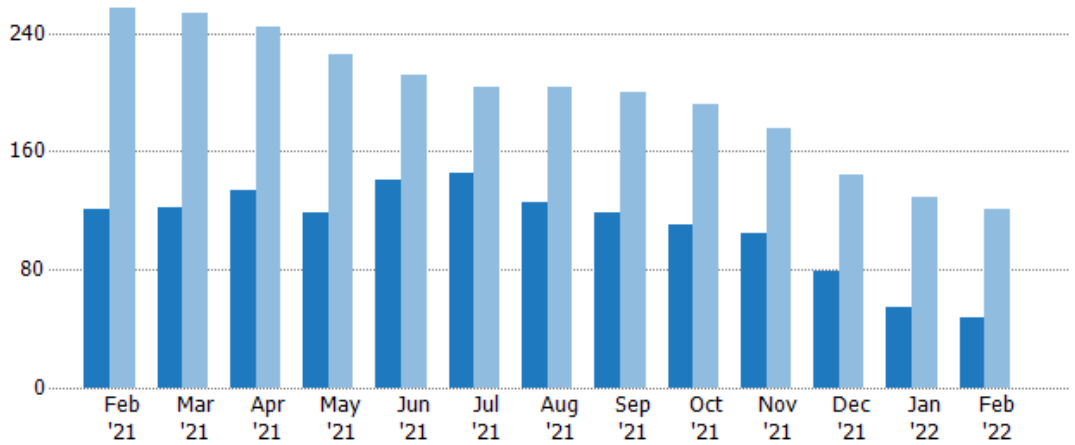
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$11.2M	\$19.5M	\$26.5M	\$25.8M	\$32.3M	\$25.1M	\$21.3M	\$16.9M	\$16.4M	\$13.2M	\$7.35M	\$6.63M	\$11.6M
Prior Year	\$12.5M	\$15.3M	\$13.4M	\$20.1M	\$24M	\$22.7M	\$21.3M	\$21.6M	\$18.2M	\$8.57M	\$5.82M	\$5.58M	\$11.2M
Percent Change from Prior Year	-11%	27%	97%	28%	34%	11%	0%	-22%	-10%	54%	26%	19%	4%

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



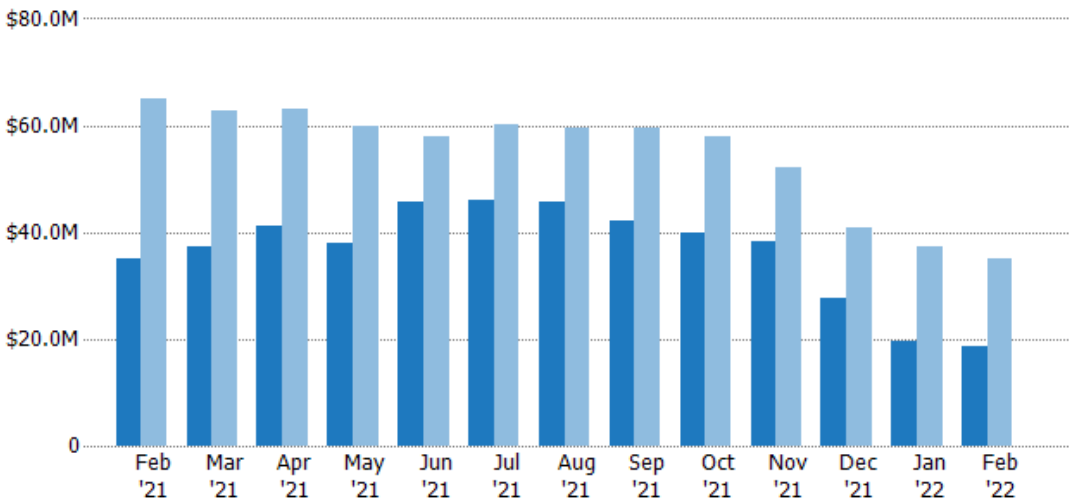
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	121	122	134	119	141	145	125	118	110	104	79	55	48
Prior Year	257	253	244	225	211	204	203	200	192	176	144	129	121
Percent Change from Prior Year	-53%	-52%	-45%	-47%	-33%	-29%	-38%	-41%	-43%	-41%	-45%	-57%	-60%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$35.2M	\$37.4M	\$41.3M	\$38.1M	\$45.8M	\$46.1M	\$45.7M	\$42.2M	\$39.9M	\$38.3M	\$27.6M	\$19.5M	\$18.7M
Prior Year	\$65.1M	\$62.8M	\$63.1M	\$59.9M	\$58M	\$60.3M	\$59.5M	\$59.5M	\$58M	\$52.1M	\$40.8M	\$37.4M	\$35.2M
Percent Change from Prior Year	-46%	-40%	-35%	-36%	-21%	-24%	-23%	-29%	-31%	-27%	-32%	-48%	-47%

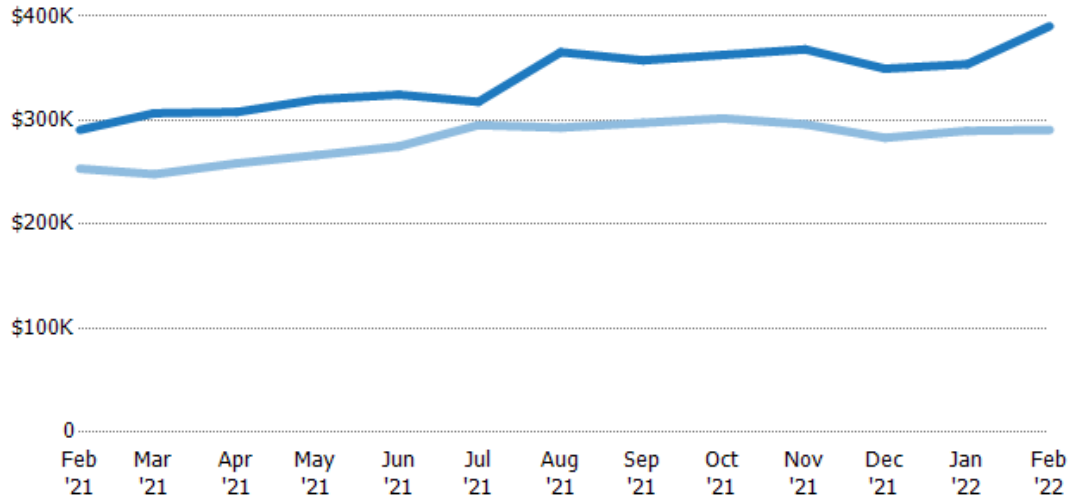
Average Listing Price

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.
Feb '22	\$390K	34.3%
Feb '21	\$291K	14.7%
Feb '20	\$253K	0.7%



Current Year	\$291K	\$307K	\$308K	\$320K	\$325K	\$318K	\$365K	\$358K	\$363K	\$368K	\$350K	\$354K	\$390K
Prior Year	\$253K	\$248K	\$259K	\$266K	\$275K	\$295K	\$293K	\$298K	\$302K	\$296K	\$283K	\$290K	\$291K
Percent Change from Prior Year	15%	24%	19%	20%	18%	8%	25%	20%	20%	24%	23%	22%	34%

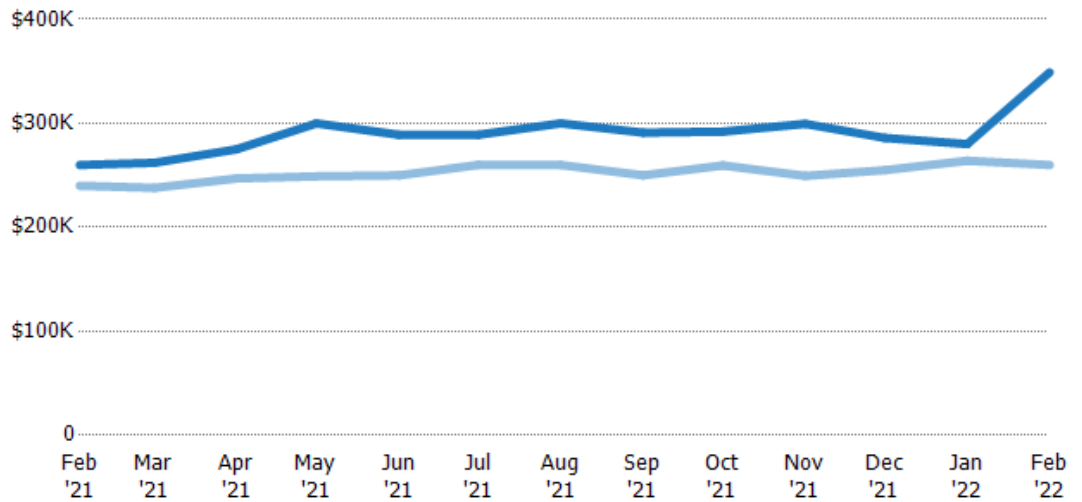
Median Listing Price

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.
Feb '22	\$349K	34.3%
Feb '21	\$260K	8.3%
Feb '20	\$240K	1.1%



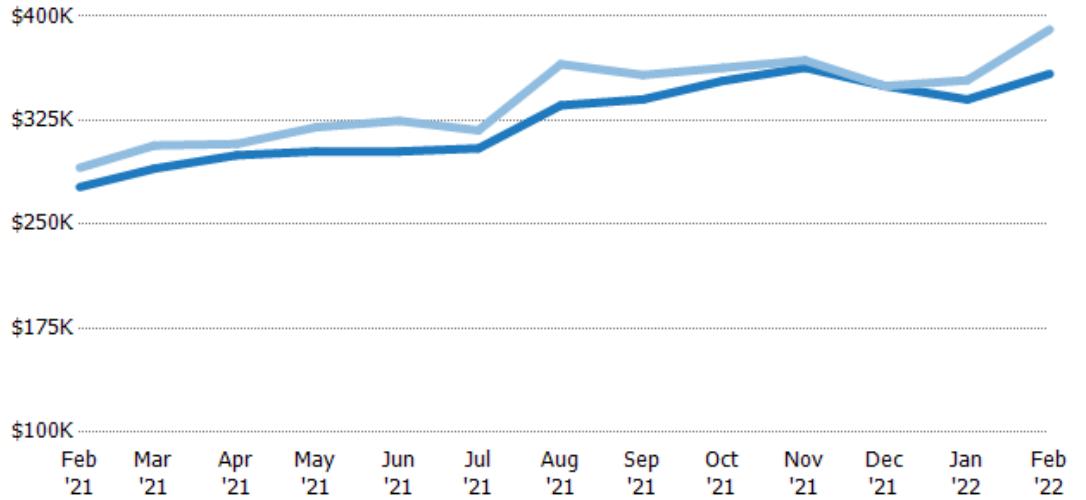
Current Year	\$260K	\$262K	\$275K	\$300K	\$289K	\$289K	\$300K	\$291K	\$292K	\$299K	\$286K	\$280K	\$349K
Prior Year	\$240K	\$238K	\$247K	\$249K	\$250K	\$260K	\$260K	\$250K	\$259K	\$249K	\$255K	\$264K	\$260K
Percent Change from Prior Year	8%	10%	11%	20%	16%	11%	15%	16%	13%	20%	12%	6%	34%

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

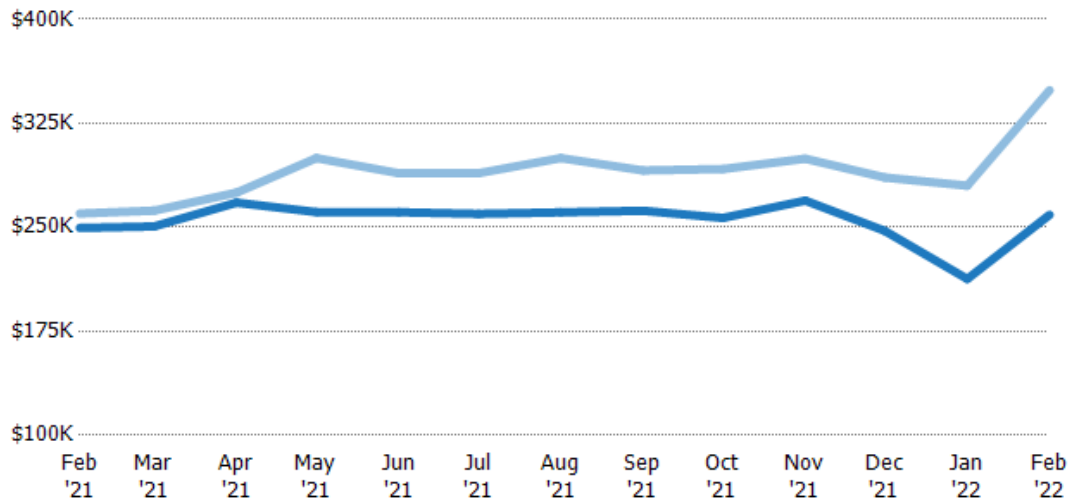


Median Listing Price vs Median Est Value

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

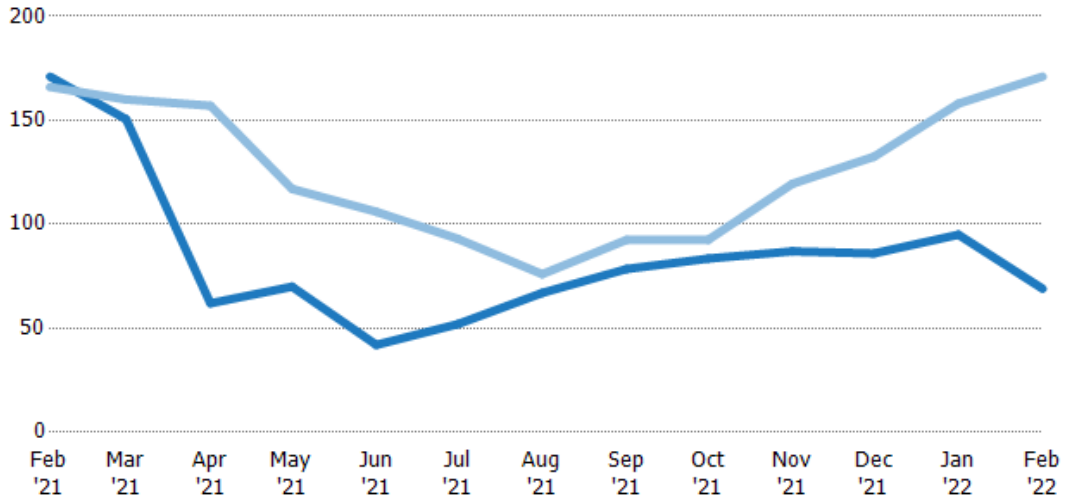


Median Days in RPR

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.
Feb '22	69	-59.6%
Feb '21	171	3%
Feb '20	166	-1.8%

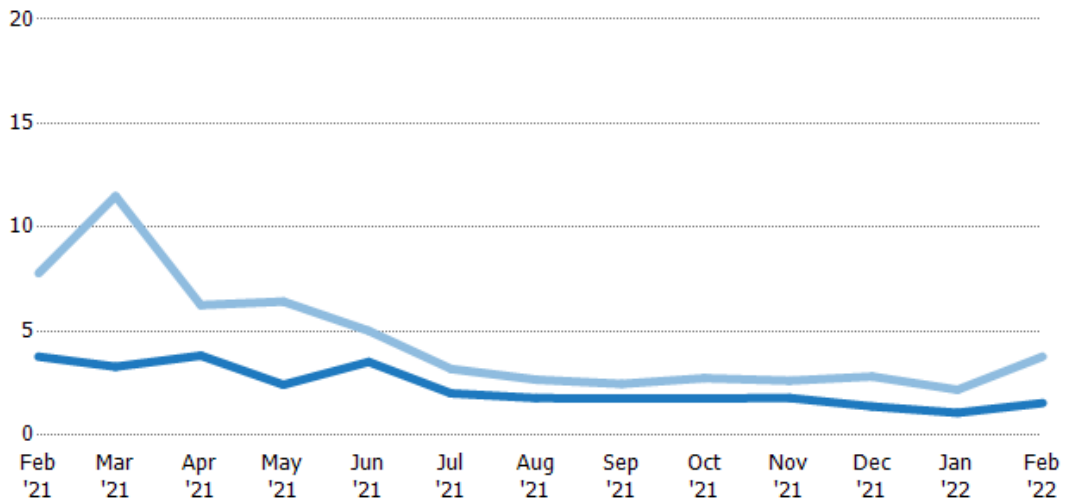
Current Year	171	151	62	70	42	52	67	78.5	83.5	87	86	95	69
Prior Year	166	160	157	117	106	93	76	92.5	92.5	120	133	158	171
Percent Change from Prior Year	3%	-6%	-61%	-40%	-60%	-44%	-12%	-15%	-10%	-27%	-35%	-40%	-60%

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.
Feb '22	1.55	-59.1%
Feb '21	3.78	-51.4%
Feb '20	7.79	36%

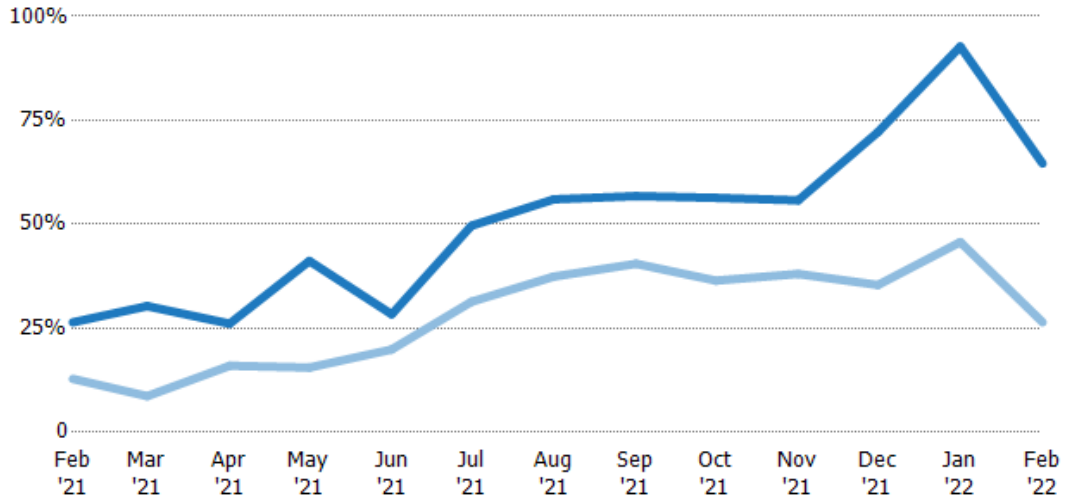
Current Year	3.78	3.3	3.83	2.43	3.53	2.01	1.79	1.76	1.77	1.79	1.39	1.08	1.55
Prior Year	7.79	11.5	6.26	6.43	5.02	3.19	2.67	2.47	2.74	2.63	2.82	2.19	3.78
Percent Change from Prior Year	-51%	-71%	-39%	-62%	-30%	-37%	-33%	-29%	-35%	-32%	-51%	-51%	-59%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



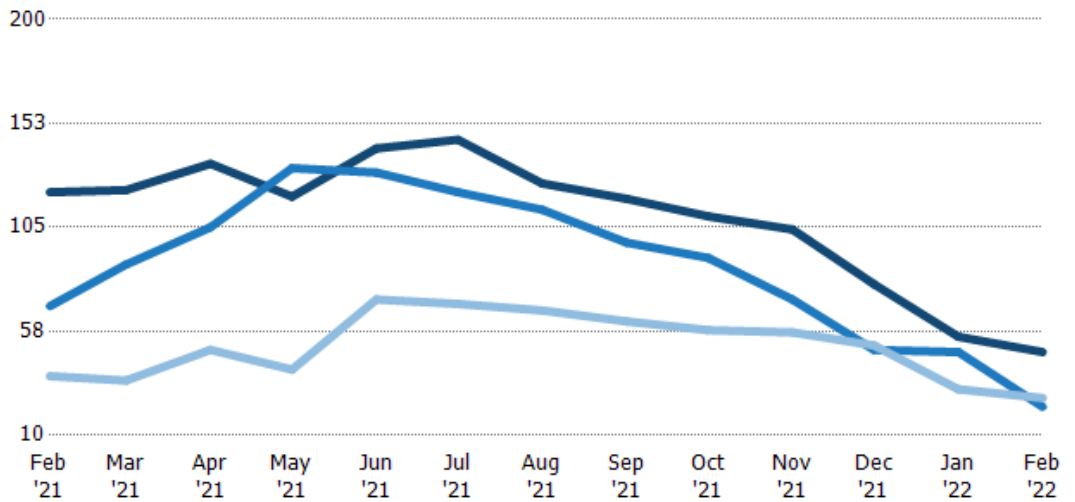
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	26%	30%	26%	41%	28%	50%	56%	57%	56%	56%	72%	93%	65%
Prior Year	13%	9%	16%	16%	20%	31%	37%	41%	36%	38%	35%	46%	26%
Change from Prior Year	-14%	-22%	-10%	-26%	-8%	-18%	-19%	-16%	-20%	-18%	-37%	-47%	-38%

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



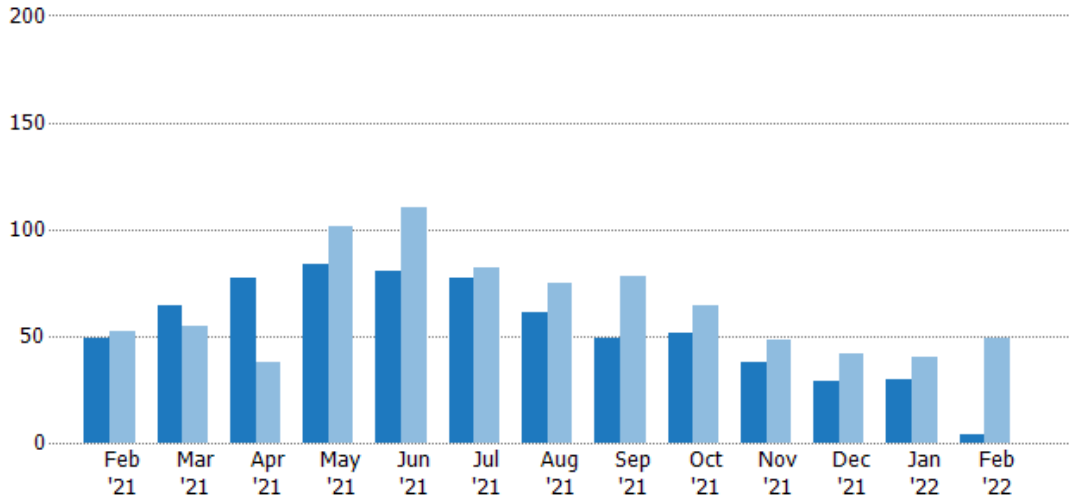
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Active	121	122	134	119	141	145	125	118	110	104	79	55	48
Pending	69	88	105	132	130	121	113	98	91	72	49	48	23
Sold	37	35	49	40	72	70	67	62	58	57	51	31	27

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



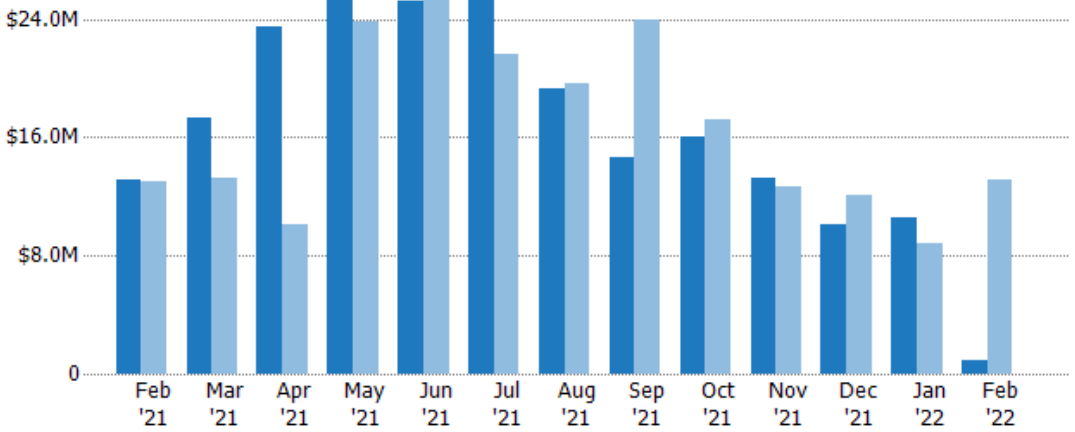
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	49	64	77	84	80	77	61	49	51	38	29	30	4
Prior Year	52	55	38	101	110	82	75	78	64	48	42	40	49
Percent Change from Prior Year	-6%	16%	103%	-17%	-27%	-6%	-19%	-37%	-20%	-21%	-31%	-25%	-92%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$13.1M	\$17.3M	\$23.5M	\$25.5M	\$25.2M	\$25.4M	\$19.3M	\$14.6M	\$16M	\$13.3M	\$10M	\$10.6M	\$968K
Prior Year	\$13M	\$13.2M	\$10.2M	\$23.8M	\$26.7M	\$21.6M	\$19.6M	\$23.9M	\$17.2M	\$12.7M	\$12.1M	\$8.78M	\$13.1M
Percent Change from Prior Year	1%	31%	131%	7%	-6%	18%	-2%	-39%	-7%	5%	-17%	21%	-93%

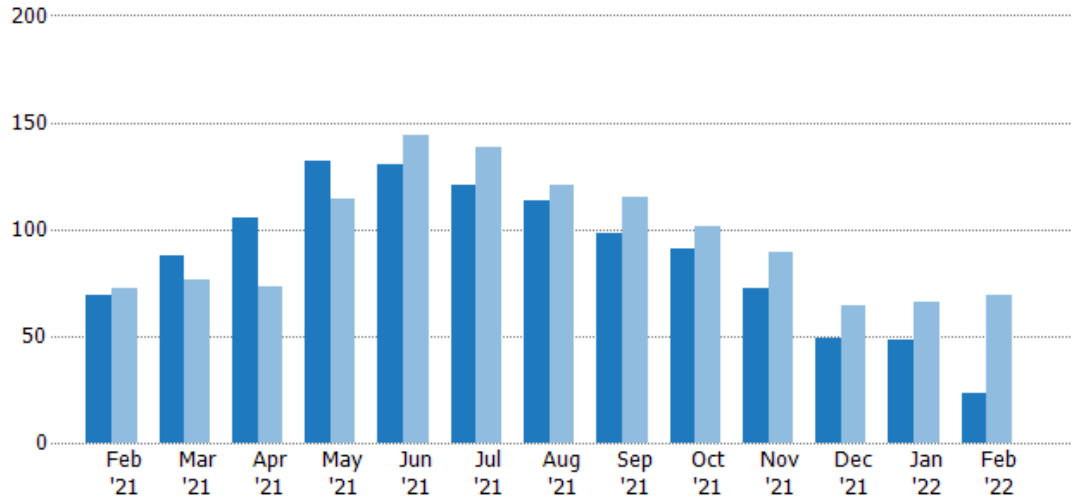
Pending Sales

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.
Feb '22	23	-66.7%
Feb '21	69	-4.2%
Feb '20	72	-38.9%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	69	88	105	132	130	121	113	98	91	72	49	48	23
Prior Year	72	76	73	114	144	138	121	115	101	89	64	66	69
Percent Change from Prior Year	-4%	16%	44%	16%	-10%	-12%	-7%	-15%	-10%	-19%	-23%	-27%	-67%

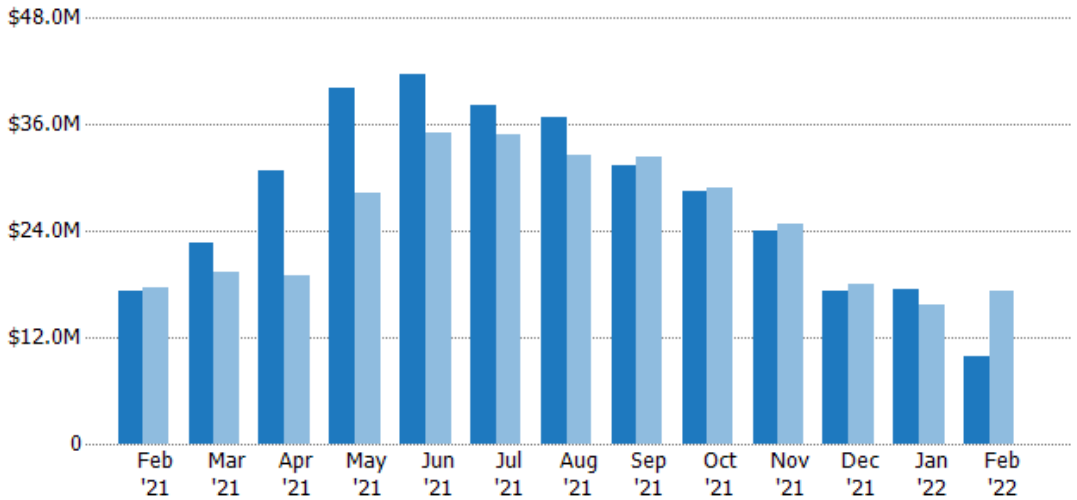
Pending Sales Volume

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.
Feb '22	\$9.93M	-42.5%
Feb '21	\$17.3M	-2.1%
Feb '20	\$17.6M	-40.7%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$17.3M	\$22.7M	\$30.8M	\$40.1M	\$41.7M	\$38.1M	\$36.8M	\$31.4M	\$28.4M	\$23.9M	\$17.2M	\$17.5M	\$9.93M
Prior Year	\$17.6M	\$19.4M	\$19.1M	\$28.2M	\$35.2M	\$34.8M	\$32.6M	\$32.3M	\$28.8M	\$24.9M	\$18M	\$15.6M	\$17.3M
Percent Change from Prior Year	-2%	17%	62%	42%	19%	9%	13%	-3%	-1%	-4%	-4%	12%	-42%

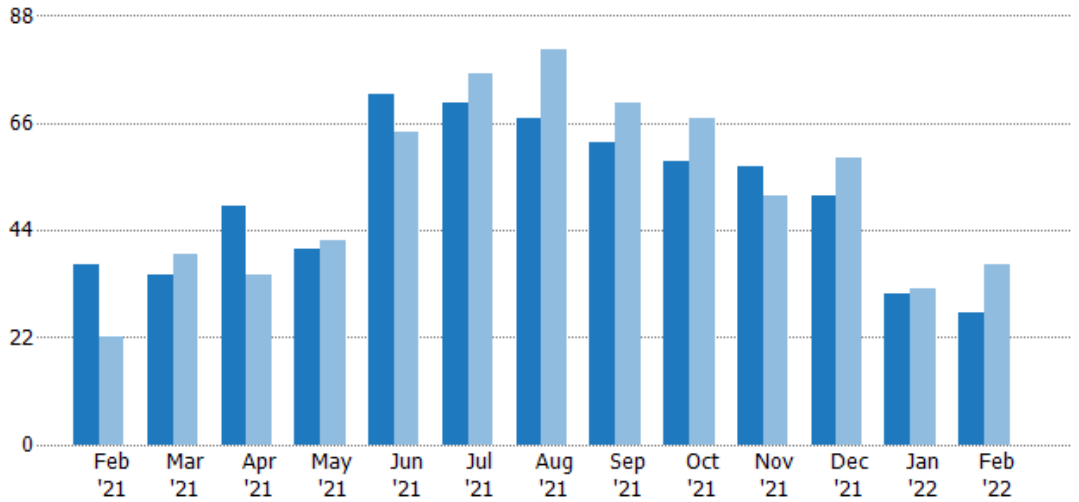
Closed Sales

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.
Feb '22	27	-27%
Feb '21	37	68.2%
Feb '20	22	0%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	37	35	49	40	72	70	67	62	58	57	51	31	27
Prior Year	22	39	35	42	64	76	81	70	67	51	59	32	37
Percent Change from Prior Year	68%	-10%	40%	-5%	13%	-8%	-17%	-11%	-13%	12%	-14%	-3%	-27%

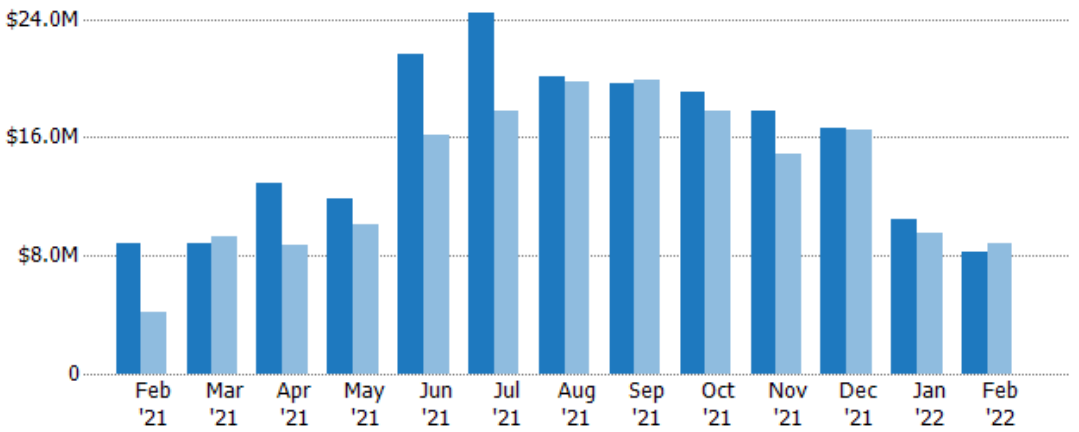
Closed Sales Volume

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.
Feb '22	\$8.27M	-6.5%
Feb '21	\$8.84M	109.5%
Feb '20	\$4.22M	12.2%



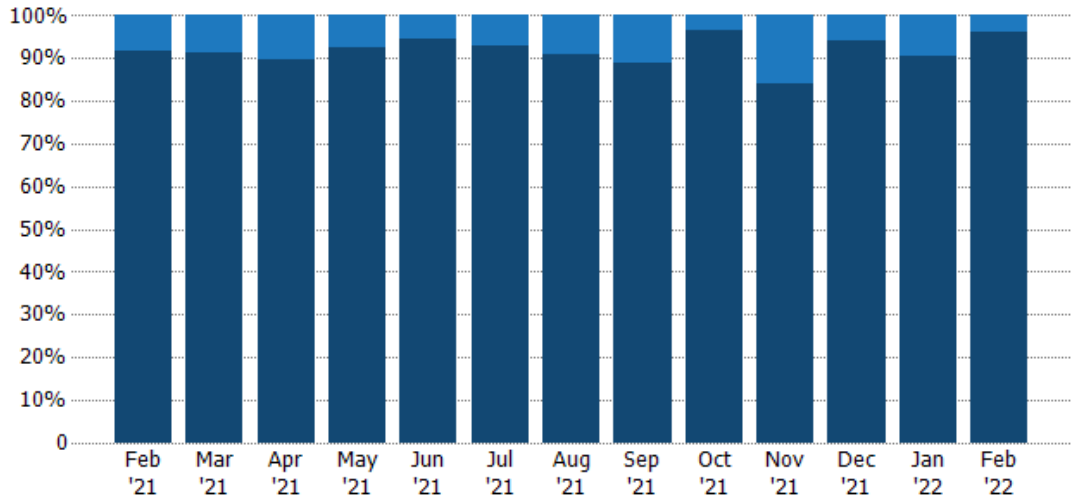
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$8.84M	\$8.8M	\$12.9M	\$11.8M	\$21.6M	\$24.4M	\$20.2M	\$19.6M	\$19.1M	\$17.8M	\$16.6M	\$10.4M	\$8.27M
Prior Year	\$4.22M	\$9.25M	\$8.68M	\$10.1M	\$16.2M	\$17.8M	\$19.8M	\$19.9M	\$17.8M	\$14.8M	\$16.5M	\$9.47M	\$8.84M
Percent Change from Prior Year	109%	-5%	49%	17%	34%	37%	2%	-2%	8%	20%	0%	10%	-6%

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



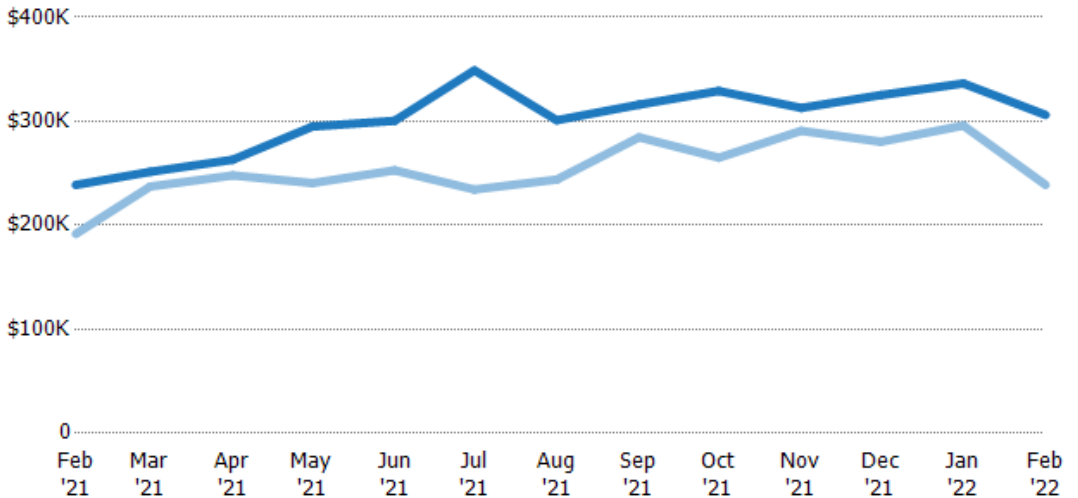
Condo/Townhouse	8%	9%	10%	8%	6%	7%	9%	11%	3%	16%	6%	10%	4%
Single Family Residence	92%	91%	90%	93%	94%	93%	91%	89%	97%	84%	94%	90%	96%

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	\$239K	\$251K	\$263K	\$295K	\$301K	\$349K	\$301K	\$316K	\$329K	\$313K	\$325K	\$336K	\$306K
Prior Year	\$192K	\$237K	\$248K	\$241K	\$253K	\$234K	\$244K	\$285K	\$265K	\$291K	\$280K	\$296K	\$239K
Percent Change from Prior Year	25%	6%	6%	23%	19%	49%	23%	11%	24%	8%	16%	14%	28%

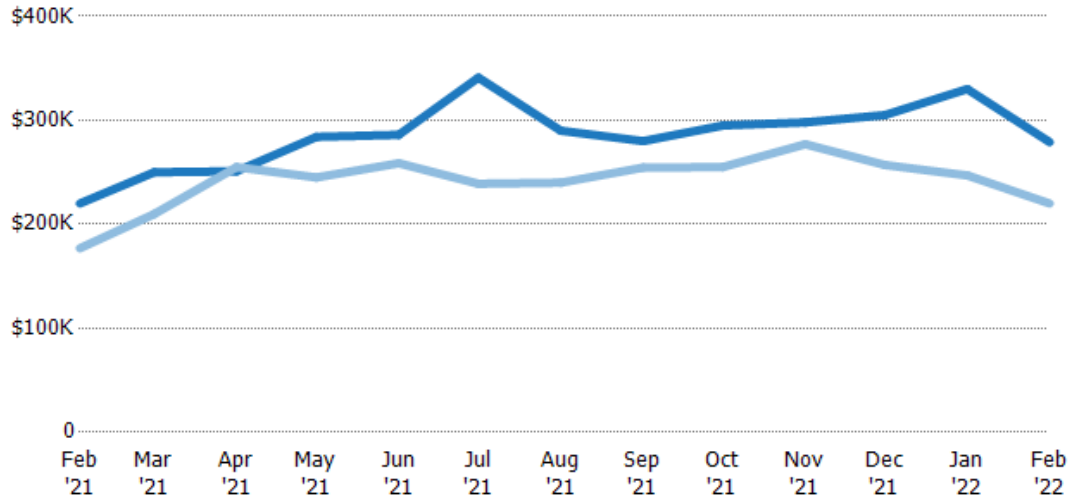
Median Sales Price

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.
Feb '22	\$279K	26.8%
Feb '21	\$220K	24.3%
Feb '20	\$177K	4.8%



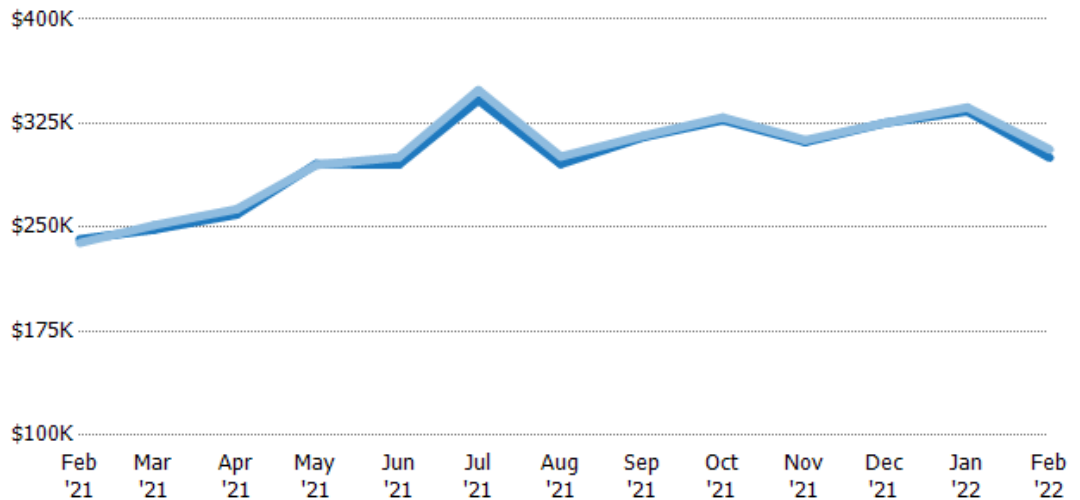
Current Year	\$220K	\$250K	\$251K	\$284K	\$286K	\$341K	\$290K	\$280K	\$295K	\$298K	\$305K	\$330K	\$279K
Prior Year	\$177K	\$210K	\$255K	\$245K	\$259K	\$239K	\$240K	\$255K	\$255K	\$277K	\$257K	\$247K	\$220K
Percent Change from Prior Year	24%	19%	-2%	16%	11%	43%	21%	10%	16%	8%	19%	34%	27%

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



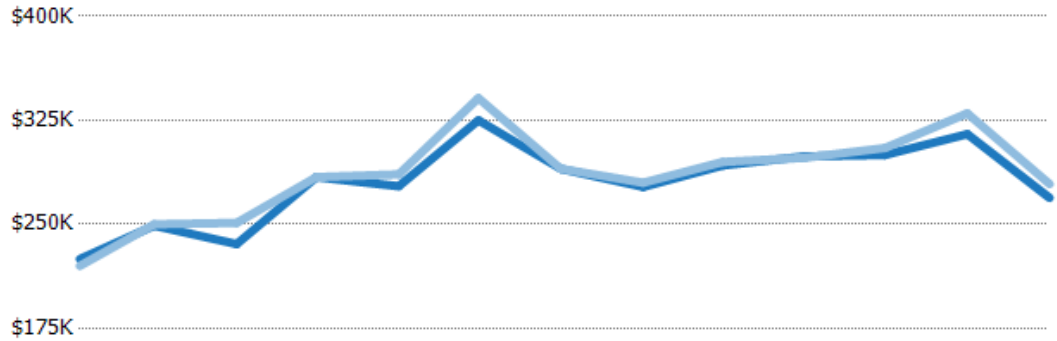
Avg List Price	\$241K	\$248K	\$259K	\$296K	\$295K	\$342K	\$296K	\$315K	\$327K	\$311K	\$325K	\$334K	\$300K
Avg Sales Price	\$239K	\$251K	\$263K	\$295K	\$301K	\$349K	\$301K	\$316K	\$329K	\$313K	\$325K	\$336K	\$306K
Avg Sales Price as a % of Avg List Price	99%	101%	101%	100%	102%	102%	102%	100%	101%	100%	100%	101%	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



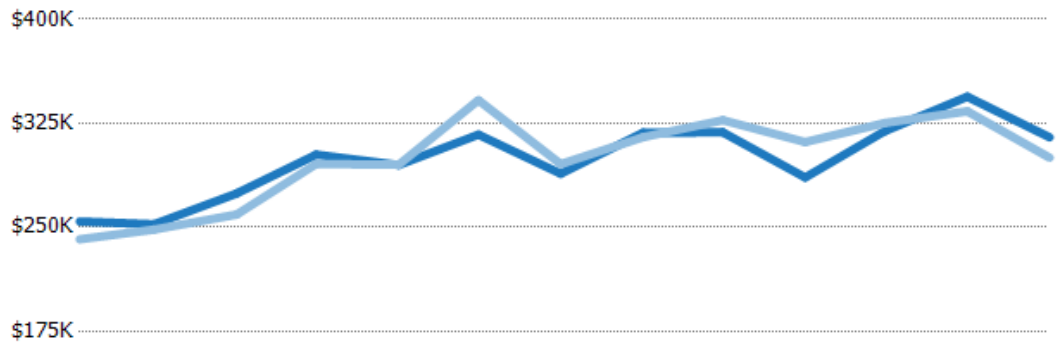
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median List Price	\$225K	\$249K	\$236K	\$284K	\$277K	\$325K	\$290K	\$277K	\$292K	\$299K	\$300K	\$315K	\$269K
Median Sales Price	\$220K	\$250K	\$251K	\$284K	\$286K	\$341K	\$290K	\$280K	\$295K	\$298K	\$305K	\$330K	\$279K
Med Sales Price as a % of Med List Price	98%	100%	106%	100%	103%	105%	100%	101%	101%	100%	102%	105%	104%

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



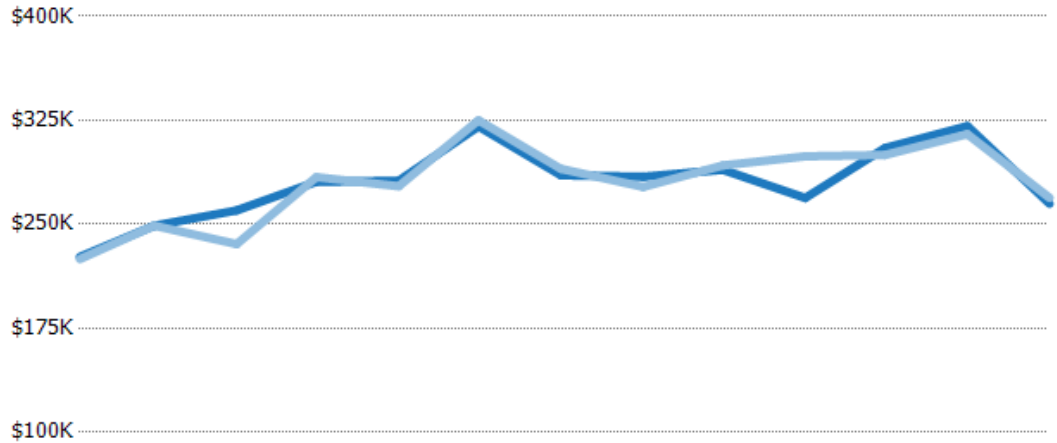
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$254K	\$252K	\$274K	\$302K	\$295K	\$317K	\$289K	\$318K	\$318K	\$286K	\$319K	\$344K	\$315K
Avg Sales Price	\$241K	\$248K	\$259K	\$296K	\$295K	\$342K	\$296K	\$315K	\$327K	\$311K	\$325K	\$334K	\$300K
Avg Sales Price as a % of Avg Est Value	95%	98%	94%	98%	100%	108%	102%	99%	103%	109%	102%	97%	95%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$227K	\$249K	\$260K	\$281K	\$281K	\$321K	\$285K	\$284K	\$289K	\$269K	\$305K	\$321K	\$265K
Median Sales Price	\$225K	\$249K	\$236K	\$284K	\$277K	\$325K	\$290K	\$277K	\$292K	\$299K	\$300K	\$315K	\$269K
Med Sales Price as a % of Med Est Value	99%	100%	91%	101%	99%	101%	102%	97%	101%	111%	98%	98%	102%