

## 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	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	63	86	-26.7%	164	219	-25.1%
New Listing Volume	\$20,177,850	\$26,899,257	-25%	\$54,570,680	\$63,489,872	-14%
Active Listing Count	127	130	-2.3%	N/A	N/A	
Active Listing Volume	\$43,442,680	\$40,391,657	+7.6%	N/A	N/A	
Average Listing Price	\$342,068	\$310,705	+10.1%	\$357,729	\$301,646	+18.6%
Median Listing Price	\$325,000	\$275,000	+18.2%	\$312,726	\$267,467	+16.9%
Median Days in RPR	38	59	-35.6%	67.37	126.34	-46.7%
Months of Inventory	3.7	3.8	-2.3%	2.2	3.8	-43.3%
Absorption Rate	26.77%	26.15%	+0.6%	46.34%	26.26%	+20.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	11	77	-85.7%	92	228	-59.6%
New Pending Sales Volume	\$2,579,600	\$23,495,415	-89%	\$29,479,614	\$62,169,978	-52.6%
Pending Sales Count	19	108	-82.4%	N/A	N/A	
Pending Sales Volume	\$5,614,400	\$31,735,749	-82.3%	N/A	N/A	
Closed Sales Count	30	49	-38.8%	123	152	-19.1%
Closed Sales Volume	\$9,763,049	\$12,887,421	-24.2%	\$41,551,864	\$39,617,200	+4.9%
Average Sales Price	\$325,435	\$263,009	+23.7%	\$337,820	\$260,639	+29.6%
Median Sales Price	\$320,500	\$251,000	+27.7%	\$298,764	\$241,829	+23.5%

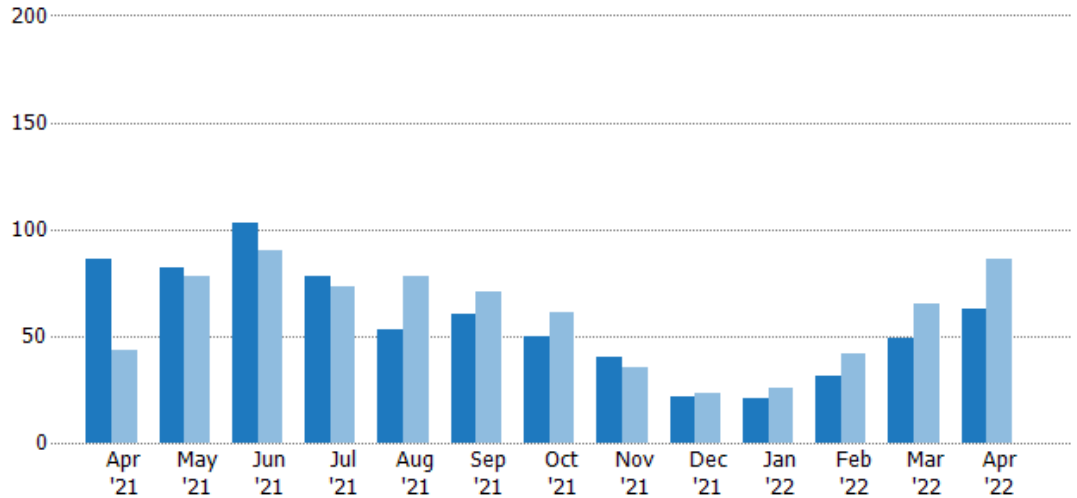
## New Listings

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.
Apr '22	63	-26.7%
Apr '21	86	100%
Apr '20	43	53.5%



Current Year	86	82	103	78	53	60	50	40	22	21	31	49	63
Prior Year	43	78	90	73	78	71	61	35	23	26	42	65	86
Percent Change from Prior Year	100%	5%	14%	7%	-32%	-15%	-18%	14%	-4%	-19%	-26%	-25%	-27%

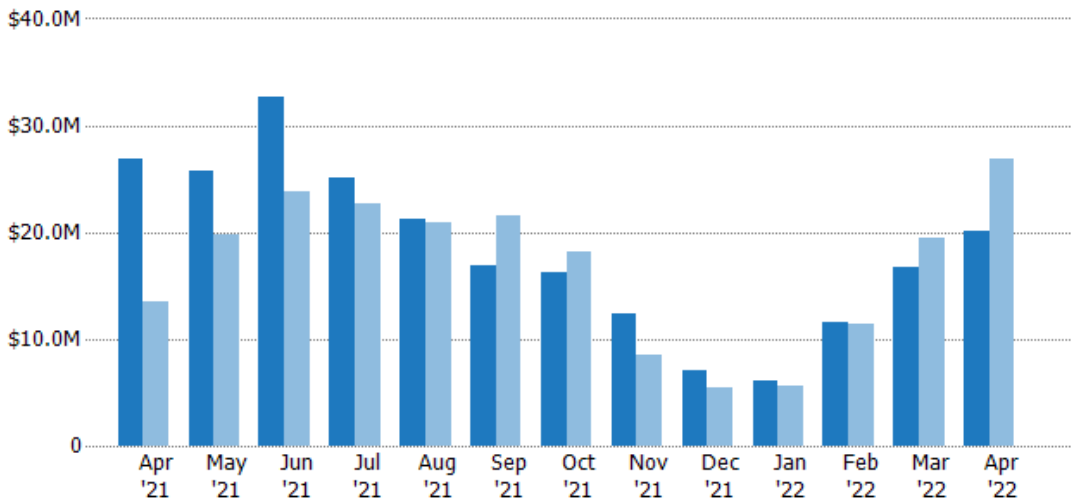
## New Listing Volume

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.
Apr '22	\$20.2M	-25%
Apr '21	\$26.9M	100.1%
Apr '20	\$13.4M	12.2%



Current Year	\$26.9M	\$25.8M	\$32.7M	\$25.1M	\$21.3M	\$16.9M	\$16.3M	\$12.4M	\$7M	\$6.17M	\$11.5M	\$16.7M	\$20.2M
Prior Year	\$13.4M	\$19.8M	\$23.8M	\$22.7M	\$21M	\$21.6M	\$18.2M	\$8.57M	\$5.41M	\$5.58M	\$11.5M	\$19.5M	\$26.9M
Percent Change from Prior Year	100%	31%	38%	11%	2%	-22%	-10%	45%	29%	11%	1%	-15%	-25%

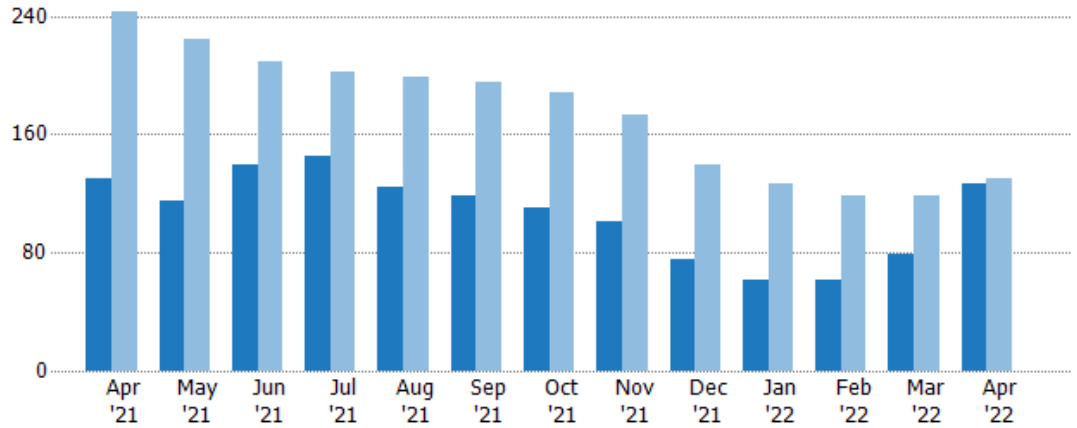
## Active Listings

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.
Apr '22	127	-2.3%
Apr '21	130	-46.5%
Apr '20	243	18.1%



Current Year	130	115	140	145	124	119	110	101	75	61	61	79	127
Prior Year	243	224	209	202	199	195	188	173	140	127	119	119	130
Percent Change from Prior Year	-47%	-49%	-33%	-28%	-38%	-39%	-41%	-42%	-46%	-52%	-49%	-34%	-2%

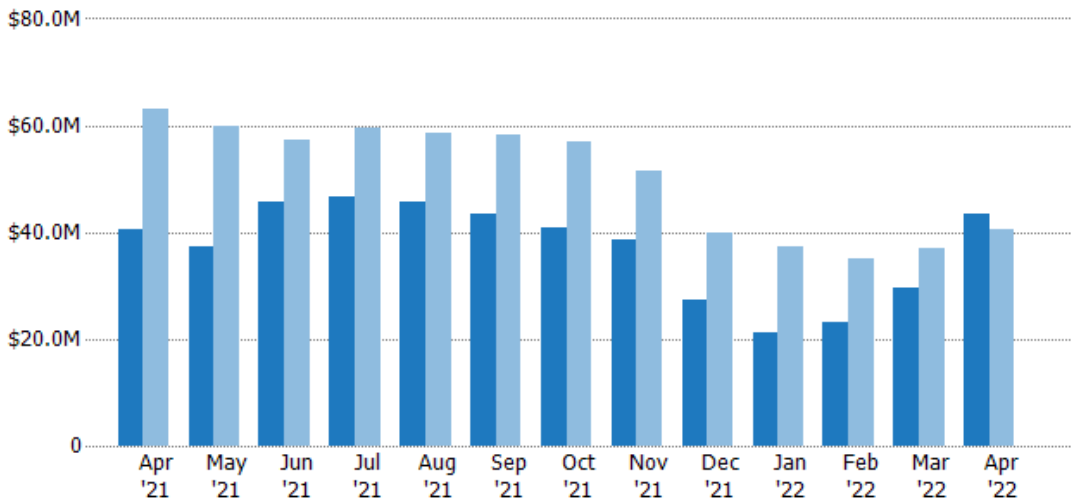
## Active Listing Volume

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.
Apr '22	\$43.4M	7.6%
Apr '21	\$40.4M	-35.8%
Apr '20	\$62.9M	14.1%



Current Year	\$40.4M	\$37.4M	\$45.6M	\$46.6M	\$45.8M	\$43.5M	\$41M	\$38.7M	\$27.4M	\$21.4M	\$23.1M	\$29.5M	\$43.4M
Prior Year	\$62.9M	\$59.8M	\$57.4M	\$59.6M	\$58.4M	\$58.1M	\$56.9M	\$51.5M	\$39.7M	\$37.1M	\$34.9M	\$36.8M	\$40.4M
Percent Change from Prior Year	-36%	-37%	-21%	-22%	-22%	-25%	-28%	-25%	-31%	-43%	-34%	-20%	8%

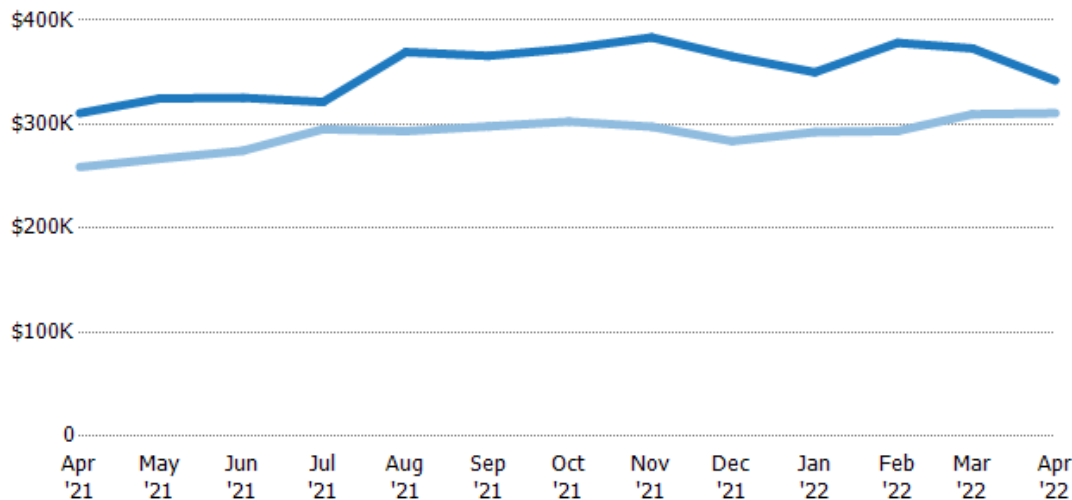
## Average Listing Price

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.
Apr '22	\$342K	10.1%
Apr '21	\$311K	20%
Apr '20	\$259K	-3.4%



Current Year	\$311K	\$325K	\$325K	\$321K	\$369K	\$366K	\$373K	\$384K	\$365K	\$350K	\$378K	\$373K	\$342K
Prior Year	\$259K	\$267K	\$275K	\$295K	\$293K	\$298K	\$303K	\$298K	\$284K	\$292K	\$294K	\$310K	\$311K
Percent Change from Prior Year	20%	22%	19%	9%	26%	23%	23%	29%	29%	20%	29%	20%	10%

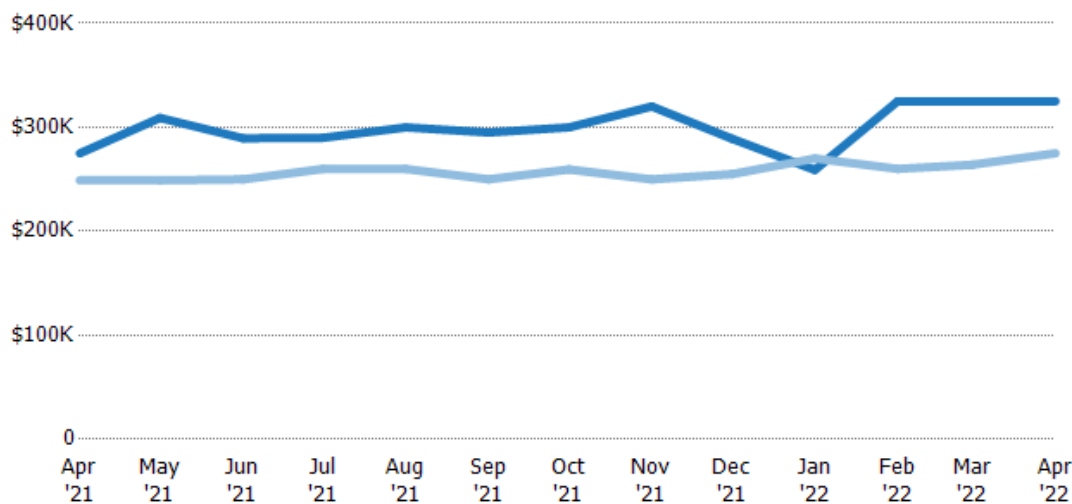
## Median Listing Price

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.
Apr '22	\$325K	18.2%
Apr '21	\$275K	10.4%
Apr '20	\$249K	-5.6%



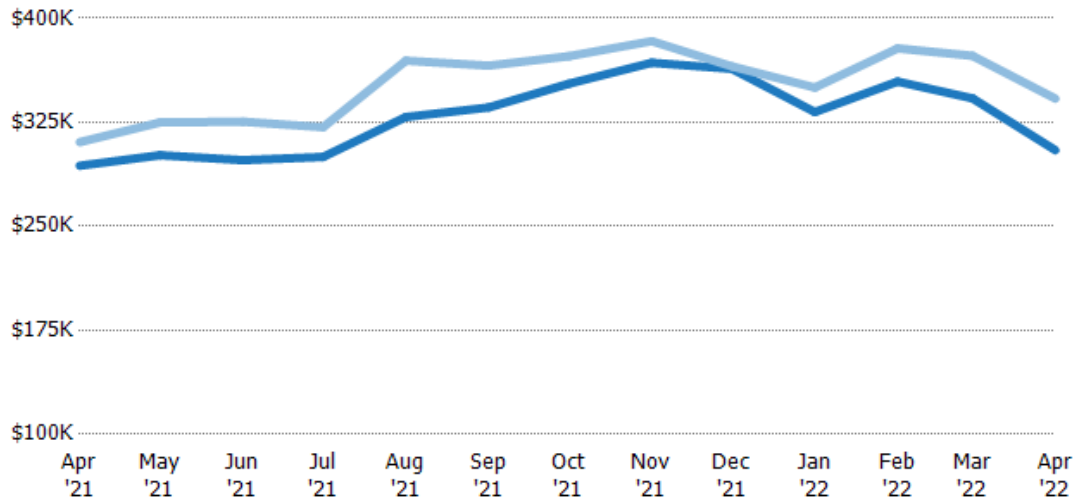
Current Year	\$275K	\$309K	\$289K	\$290K	\$300K	\$295K	\$300K	\$320K	\$289K	\$259K	\$325K	\$325K	\$325K
Prior Year	\$249K	\$249K	\$250K	\$260K	\$260K	\$250K	\$259K	\$250K	\$255K	\$270K	\$260K	\$264K	\$275K
Percent Change from Prior Year	10%	24%	16%	12%	15%	18%	16%	28%	13%	-4%	25%	23%	18%

## 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



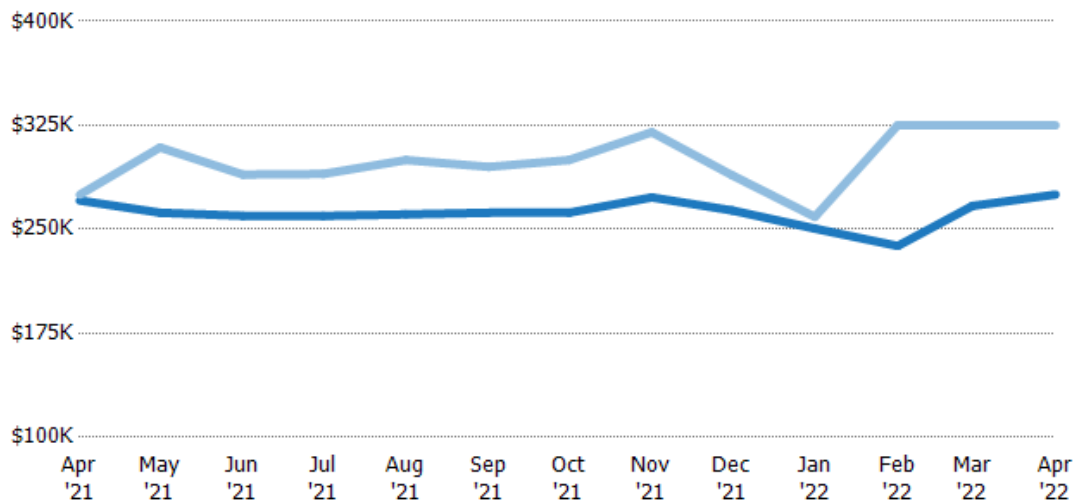
Avg Est Value	\$294K	\$301K	\$298K	\$300K	\$329K	\$336K	\$353K	\$368K	\$364K	\$332K	\$354K	\$342K	\$305K
Avg Listing Price	\$311K	\$325K	\$325K	\$321K	\$369K	\$366K	\$373K	\$384K	\$365K	\$350K	\$378K	\$373K	\$342K
Avg Listing Price as a % of Avg Est Value	106%	108%	109%	107%	112%	109%	106%	104%	100%	105%	107%	109%	112%

## 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 Est Value	\$271K	\$262K	\$260K	\$260K	\$261K	\$262K	\$262K	\$273K	\$264K	\$251K	\$238K	\$267K	\$275K
Median Listing Price	\$275K	\$309K	\$289K	\$290K	\$300K	\$295K	\$300K	\$320K	\$289K	\$259K	\$325K	\$325K	\$325K
Med Listing Price as a % of Med Est Value	102%	118%	111%	112%	115%	113%	114%	117%	110%	103%	137%	122%	118%

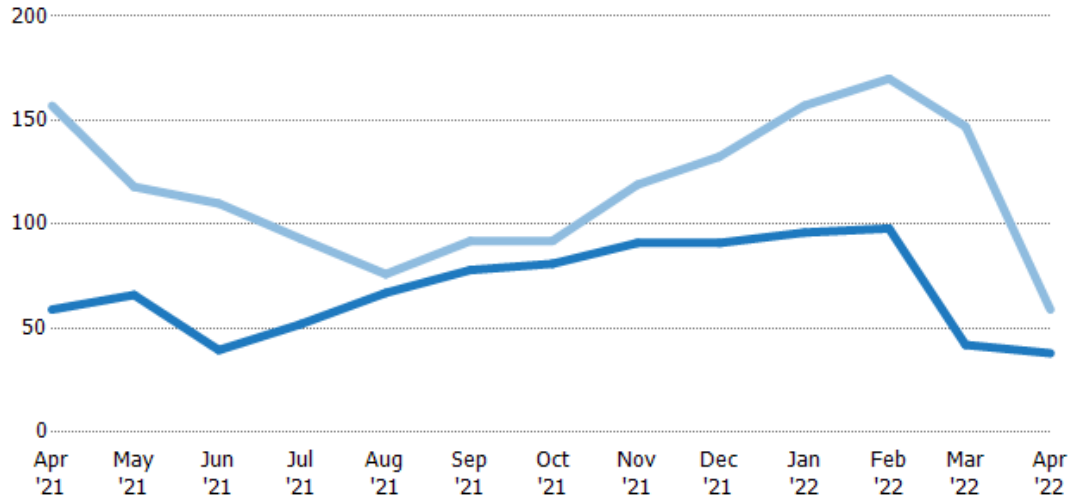
## Median Days in RPR

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.
Apr '22	38	-35.6%
Apr '21	59	-62.4%
Apr '20	157	14%



Current Year	59	66	39.5	52	67	78	81	91	91	96	98	42	38
Prior Year	157	118	110	93	76	92	92	119	133	157	170	147	59
Percent Change from Prior Year	-62%	-44%	-64%	-44%	-12%	-15%	-12%	-24%	-31%	-39%	-42%	-71%	-36%

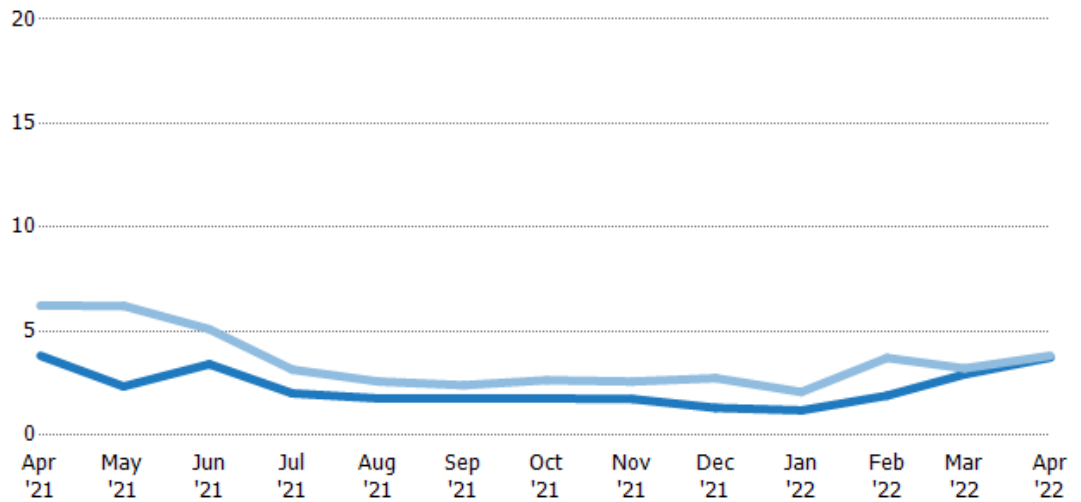
## Months of Inventory

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.
Apr '22	3.74	-2.3%
Apr '21	3.82	-38.6%
Apr '20	6.23	70.6%



Current Year	3.82	2.35	3.41	2.01	1.77	1.78	1.77	1.74	1.32	1.2	1.91	2.93	3.74
Prior Year	6.23	6.22	5.1	3.16	2.58	2.41	2.65	2.58	2.75	2.08	3.72	3.22	3.82
Percent Change from Prior Year	-39%	-62%	-33%	-36%	-31%	-26%	-33%	-33%	-52%	-43%	-49%	-9%	-2%

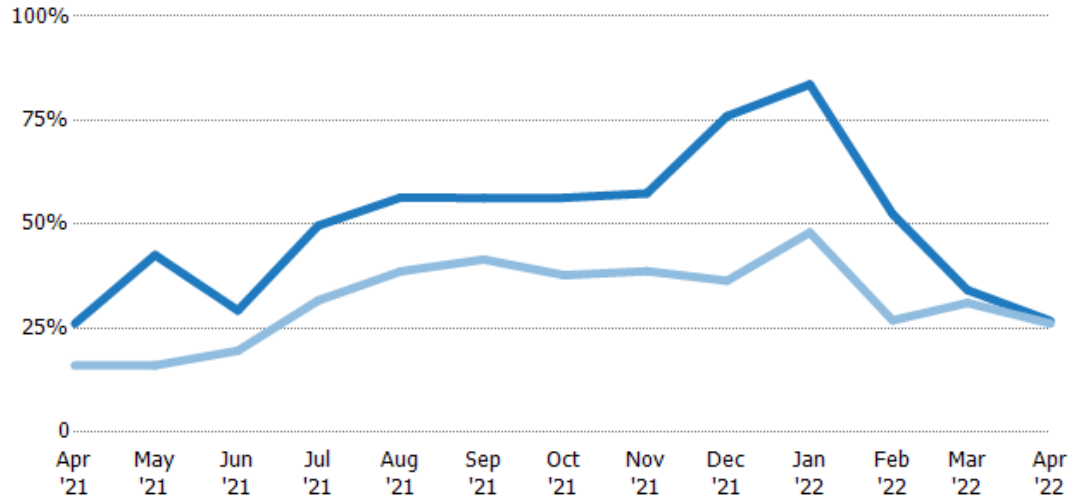
## Absorption Rate

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.
Apr '22	27%	-0.6%
Apr '21	26%	-10.1%
Apr '20	16%	-41.4%



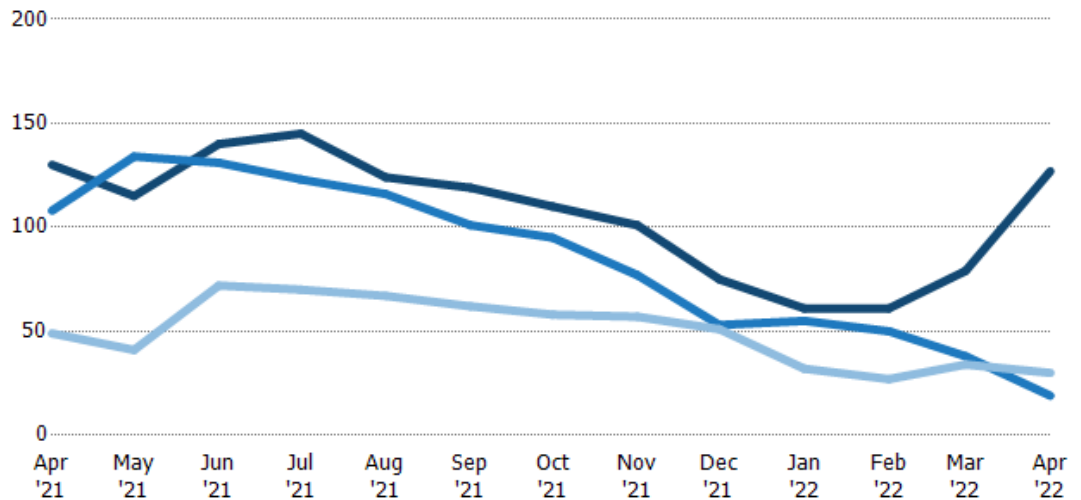
Current Year	26%	43%	29%	50%	56%	56%	56%	57%	76%	84%	52%	34%	27%
Prior Year	16%	16%	20%	32%	39%	42%	38%	39%	36%	48%	27%	31%	26%
Change from Prior Year	-10%	-27%	-10%	-18%	-18%	-15%	-19%	-19%	-40%	-36%	-26%	-3%	-1%

## 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	130	115	140	145	124	119	110	101	75	61	61	79	127
Pending	108	134	131	123	116	101	95	77	53	55	50	38	19
Sold	49	41	72	70	67	62	58	57	51	32	27	34	30

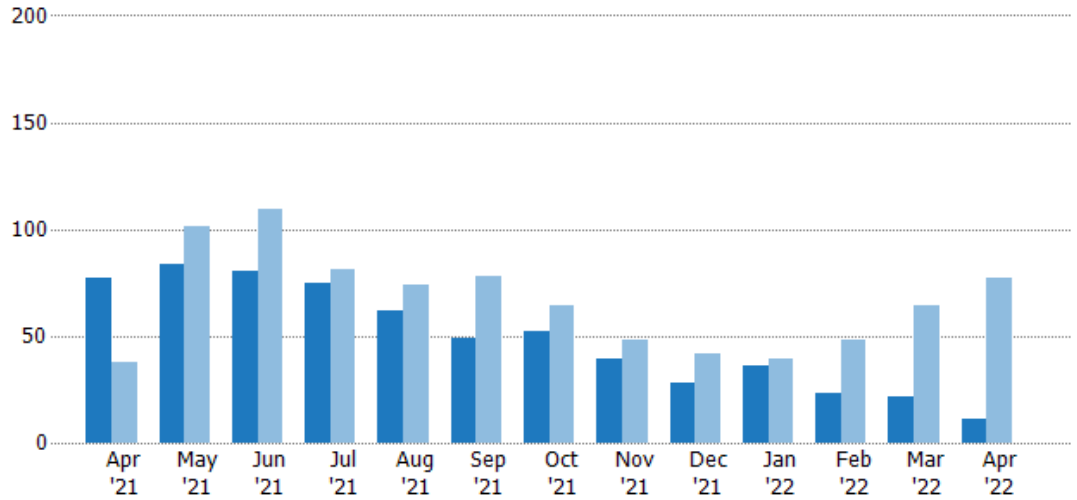
## New Pending Sales

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

Month/ Year	Count	% Chg.
Apr '22	11	-85.7%
Apr '21	77	102.6%
Apr '20	38	76.3%



Current Year	77	84	80	75	62	49	52	39	28	36	23	22	11
Prior Year	38	101	109	81	74	78	64	48	42	39	48	64	77
Percent Change from Prior Year	103%	-17%	-27%	-7%	-16%	-37%	-19%	-19%	-33%	-8%	-52%	-66%	-86%

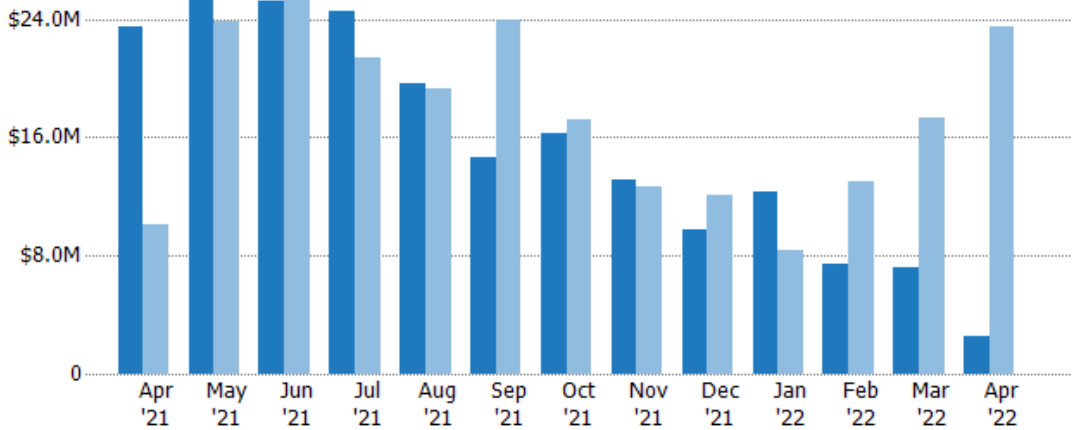
## New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Apr '22	\$2.58M	-89%
Apr '21	\$23.5M	131.3%
Apr '20	\$10.2M	63.3%



Current Year	\$23.5M	\$25.5M	\$25.2M	\$24.5M	\$19.7M	\$14.6M	\$16.2M	\$13.1M	\$9.71M	\$12.3M	\$7.43M	\$7.2M	\$2.58M
Prior Year	\$10.2M	\$23.8M	\$26.7M	\$21.4M	\$19.3M	\$23.9M	\$17.2M	\$12.7M	\$12.1M	\$8.4M	\$13M	\$17.3M	\$23.5M
Percent Change from Prior Year	131%	7%	-6%	14%	2%	-39%	-5%	4%	-20%	46%	-43%	-58%	-89%



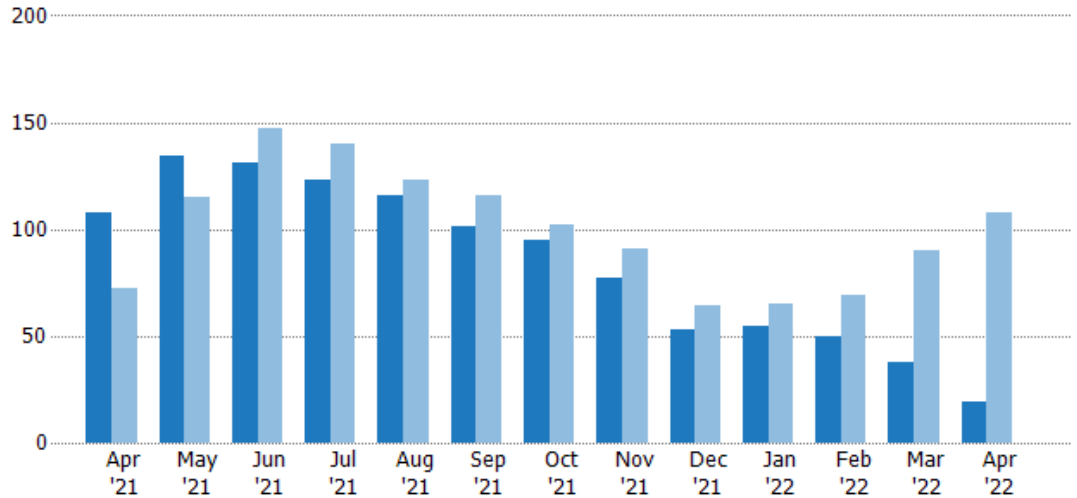
## Pending Sales

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.
Apr '22	19	-82.4%
Apr '21	108	50%
Apr '20	72	9.7%



Current Year	108	134	131	123	116	101	95	77	53	55	50	38	19
Prior Year	72	115	147	140	123	116	102	91	64	65	69	90	108
Percent Change from Prior Year	50%	17%	-11%	-12%	-6%	-13%	-7%	-15%	-17%	-15%	-28%	-58%	-82%

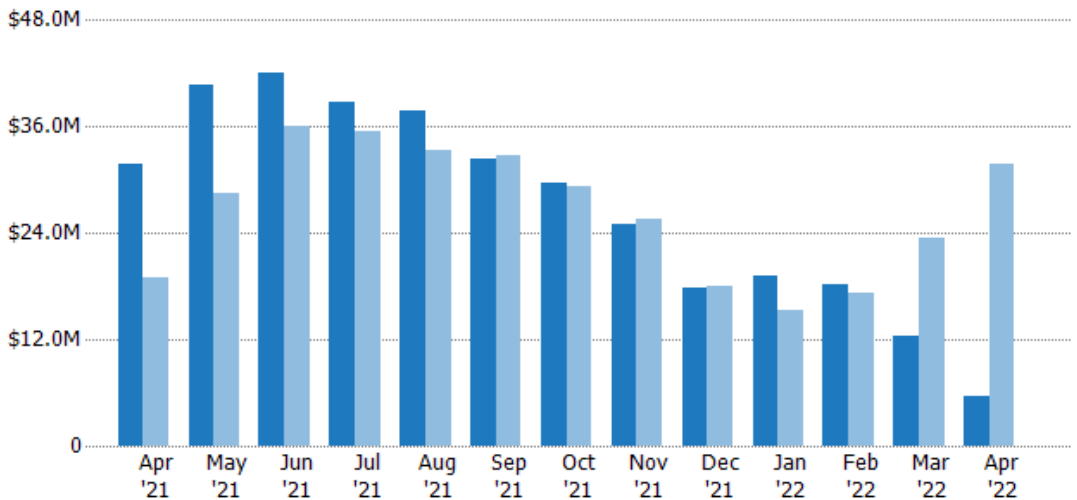
## Pending Sales Volume

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.
Apr '22	\$5.61M	-82.3%
Apr '21	\$31.7M	67.9%
Apr '20	\$18.9M	3.8%



Current Year	\$31.7M	\$40.7M	\$42M	\$38.7M	\$37.8M	\$32.4M	\$29.6M	\$25M	\$17.9M	\$19.1M	\$18.3M	\$12.4M	\$5.61M
Prior Year	\$18.9M	\$28.5M	\$36.1M	\$35.5M	\$33.2M	\$32.7M	\$29.2M	\$25.5M	\$18M	\$15.2M	\$17.2M	\$23.4M	\$31.7M
Percent Change from Prior Year	68%	43%	16%	9%	14%	-1%	1%	-2%	0%	25%	6%	-47%	-82%

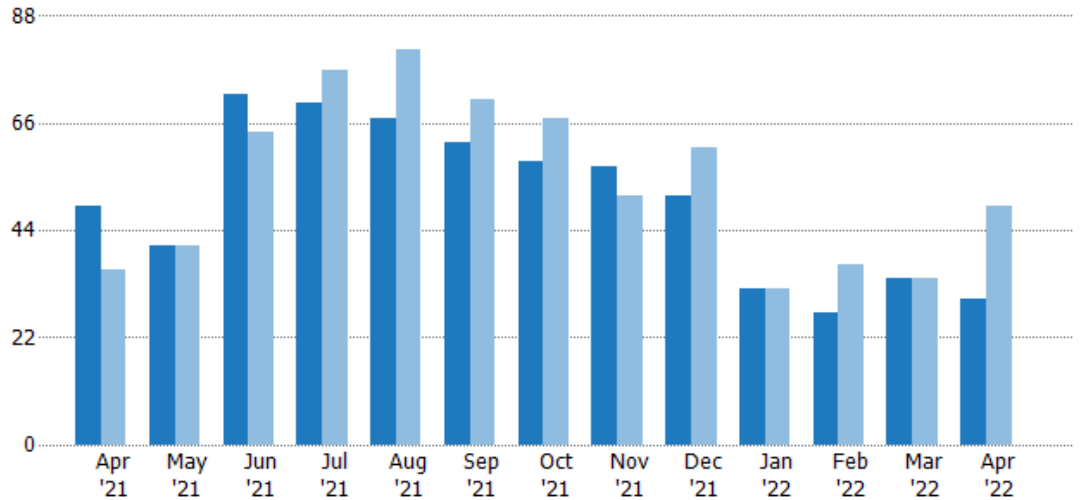
## Closed Sales

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.
Apr '22	30	-38.8%
Apr '21	49	36.1%
Apr '20	36	-2.8%



Current Year	49	41	72	70	67	62	58	57	51	32	27	34	30
Prior Year	36	41	64	77	81	71	67	51	61	32	37	34	49
Percent Change from Prior Year	36%	0%	13%	-9%	-17%	-13%	-13%	12%	-16%	0%	-27%	0%	-39%

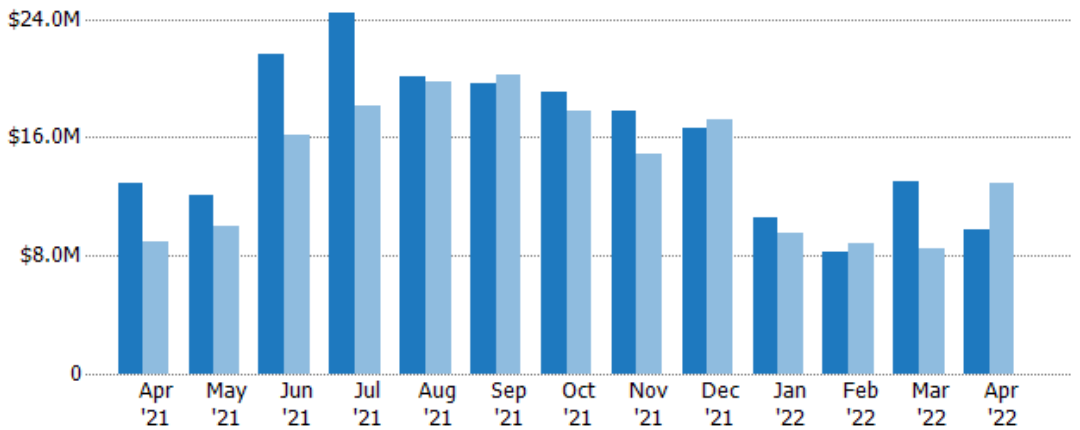
## Closed Sales Volume

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.
Apr '22	\$9.76M	-24.2%
Apr '21	\$12.9M	44.5%
Apr '20	\$8.92M	-6.5%



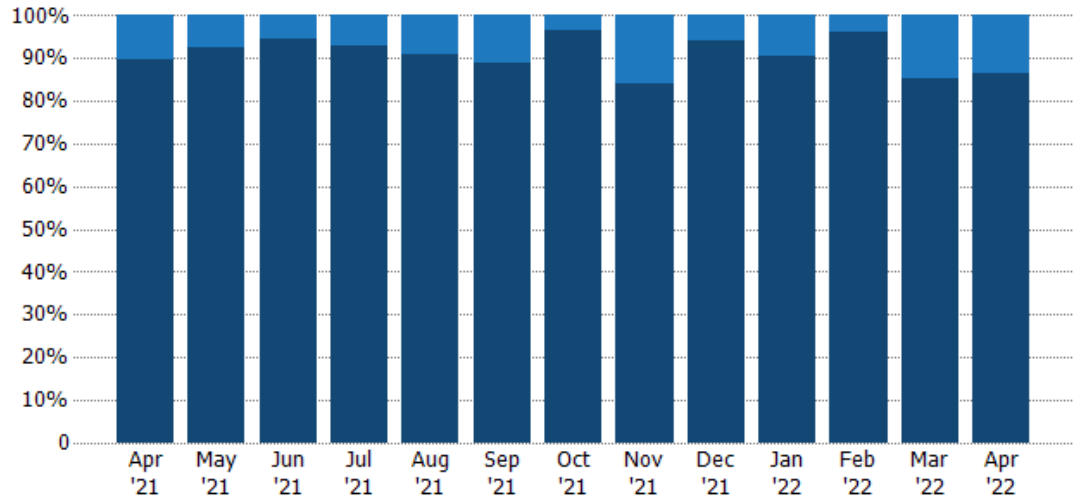
Current Year	\$12.9M	\$12.1M	\$21.6M	\$24.4M	\$20.2M	\$19.6M	\$19.1M	\$17.8M	\$16.6M	\$10.6M	\$8.27M	\$13M	\$9.76M
Prior Year	\$8.92M	\$9.94M	\$16.2M	\$18.1M	\$19.8M	\$20.2M	\$17.8M	\$14.8M	\$17.2M	\$9.47M	\$8.84M	\$8.43M	\$12.9M
Percent Change from Prior Year	45%	22%	34%	35%	2%	-3%	8%	20%	-3%	12%	-6%	54%	-24%

## 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



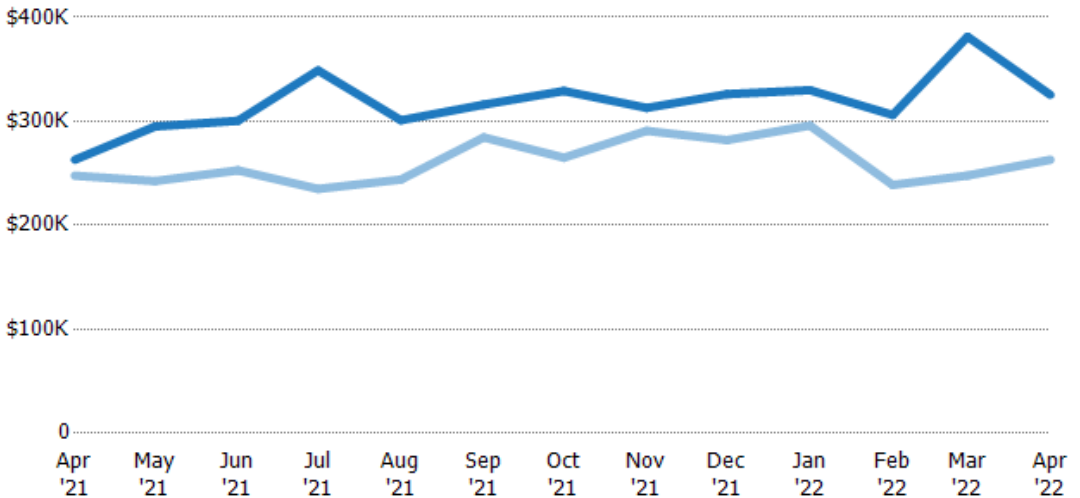
Condo/Townhouse	10%	7%	6%	7%	9%	11%	3%	16%	6%	9%	4%	15%	13%
Single Family Residence	90%	93%	94%	93%	91%	89%	97%	84%	94%	91%	96%	85%	87%

## 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	\$263K	\$295K	\$301K	\$349K	\$301K	\$316K	\$329K	\$313K	\$326K	\$330K	\$306K	\$381K	\$325K
Prior Year	\$248K	\$243K	\$253K	\$235K	\$244K	\$285K	\$265K	\$291K	\$282K	\$296K	\$239K	\$248K	\$263K
Percent Change from Prior Year	6%	22%	19%	49%	23%	11%	24%	8%	16%	12%	28%	54%	24%

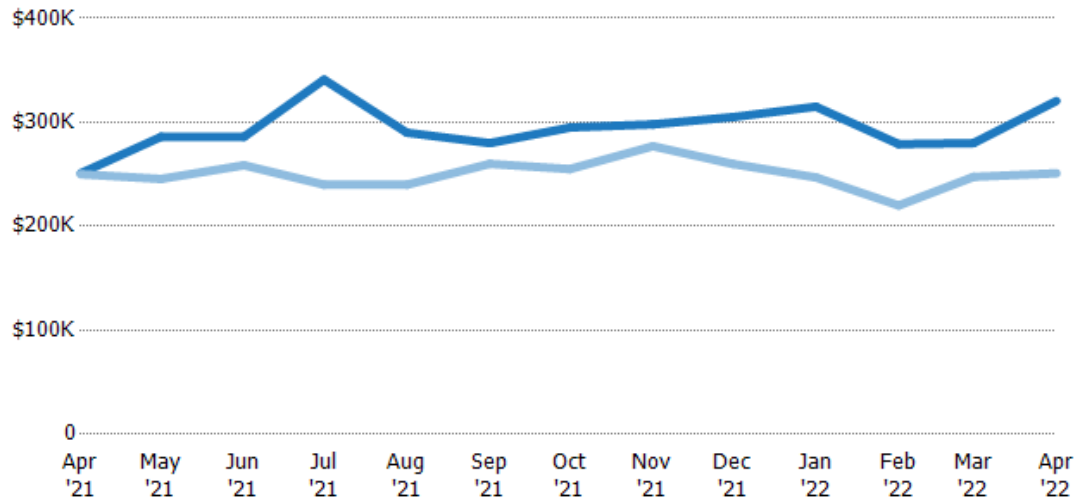
## Median Sales Price

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.
Apr '22	\$321K	27.7%
Apr '21	\$251K	0.4%
Apr '20	\$250K	-8.7%



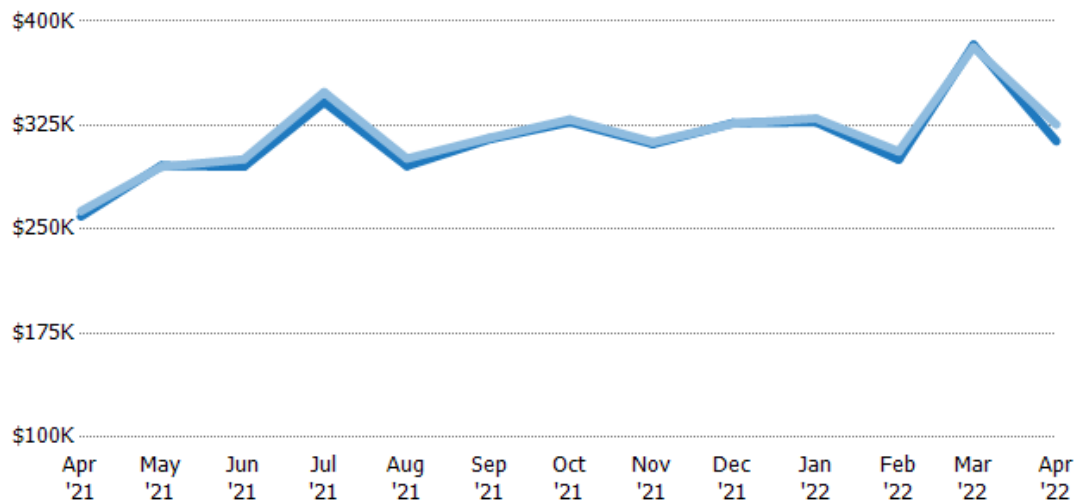
Current Year	\$251K	\$286K	\$286K	\$341K	\$290K	\$280K	\$295K	\$298K	\$305K	\$315K	\$279K	\$280K	\$321K
Prior Year	\$250K	\$246K	\$259K	\$240K	\$240K	\$260K	\$255K	\$277K	\$260K	\$247K	\$220K	\$248K	\$251K
Percent Change from Prior Year	0%	16%	11%	42%	21%	8%	16%	8%	17%	28%	27%	13%	28%

## 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



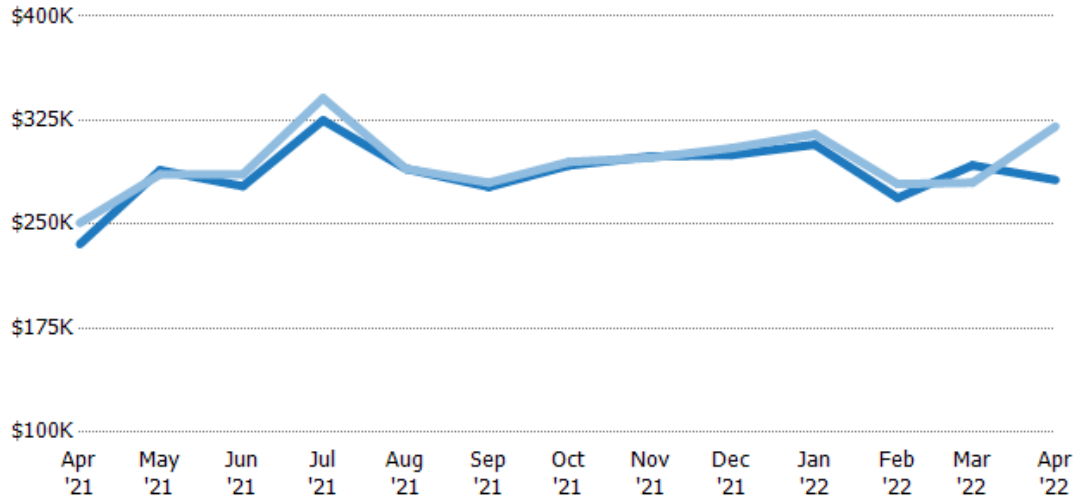
Avg List Price	\$259K	\$296K	\$295K	\$342K	\$296K	\$315K	\$327K	\$311K	\$327K	\$327K	\$300K	\$383K	\$313K
Avg Sales Price	\$263K	\$295K	\$301K	\$349K	\$301K	\$316K	\$329K	\$313K	\$326K	\$330K	\$306K	\$381K	\$325K
Avg Sales Price as a % of Avg List Price	101%	100%	102%	102%	102%	100%	101%	100%	100%	101%	102%	100%	104%

## 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

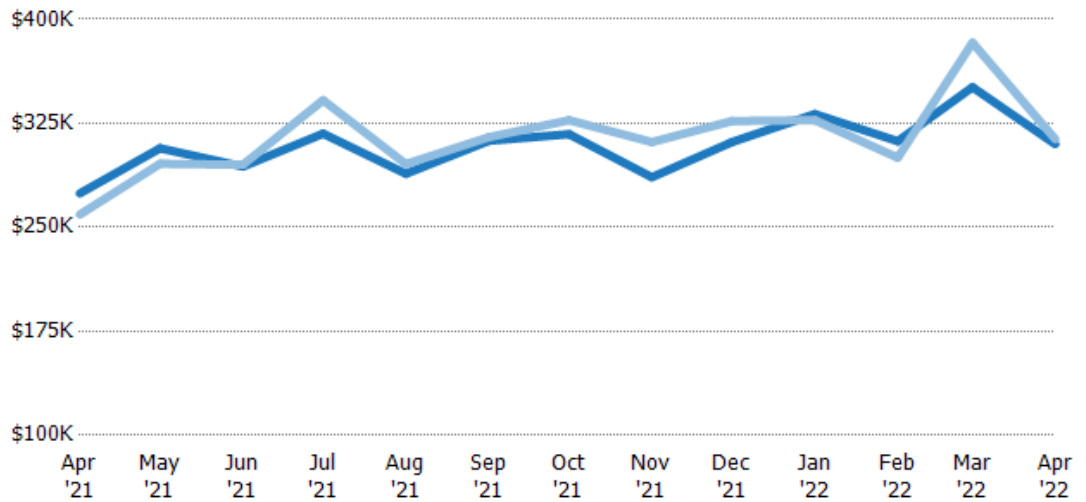


## Average Sales Price vs Average Est Value

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

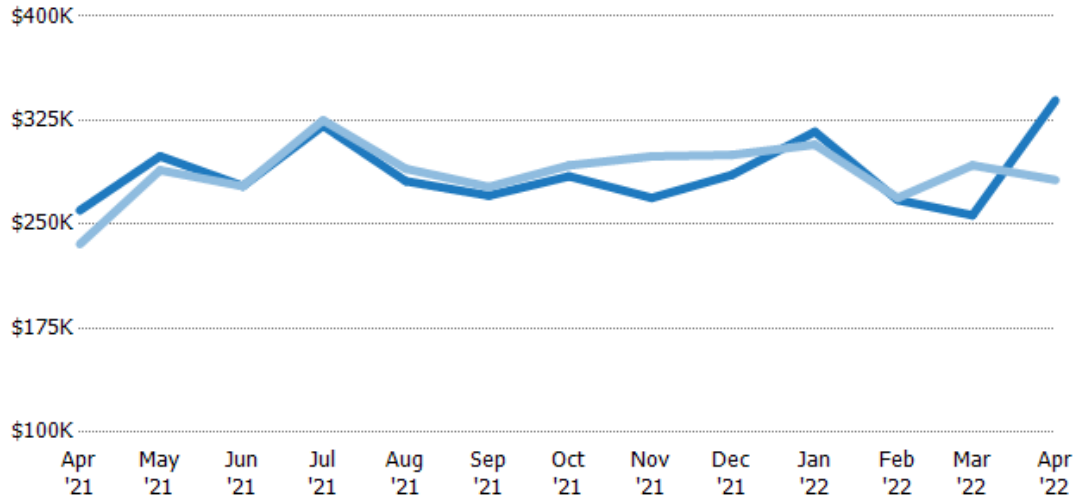


## Median Sales Price vs Median Est Value

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



Median Est Value	\$260K	\$299K	\$278K	\$321K	\$281K	\$271K	\$285K	\$269K	\$286K	\$317K	\$267K	\$256K	\$339K
Median Sales Price	\$236K	\$289K	\$277K	\$325K	\$290K	\$277K	\$292K	\$299K	\$300K	\$307K	\$269K	\$293K	\$282K
Med Sales Price as a % of Med Est Value	91%	97%	100%	101%	103%	102%	103%	111%	105%	97%	101%	114%	83%