

# Summary of Key Listing and Sales Metrics

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

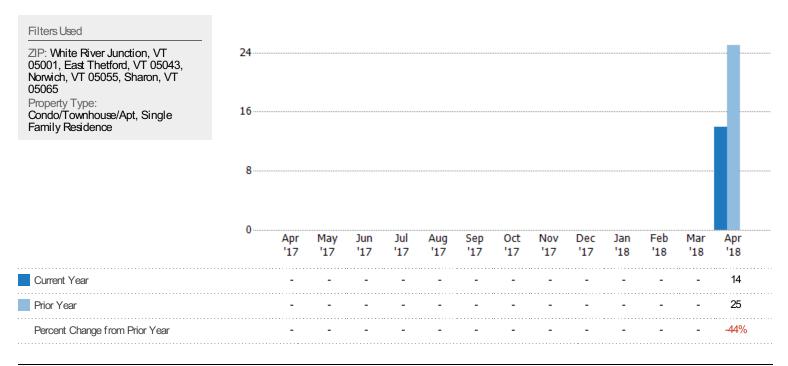
+/-	YTD 2017	YTD 2018	+/-	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
-44%	25	14	-44%	25	14	New Listing Count
-13.3%	\$7,307,300	\$6,334,300	-13.3%	\$7,307,300	\$6,334,300	New Listing Volume
-27%	74	54	-27%	74	54	Active Listing Count
+1.7%	\$30,927,890	\$31,454,240	+1.7%	\$30,927,890	\$31,454,240	Active Listing Volume
+39.4%	\$417,944	\$582,486	+39.4%	\$417,944	\$582,486	Average Listing Price
+18.8%	\$319,450	\$379,450	+18.8%	\$319,450	\$379,450	Median Listing Price
-30.5%	83.5	58	-30.5%	83.5	58	Median Daysin RPR
-45.3%	6.2	3.4	-	_	_	Months of Inventory
+13.4%	16.22%	29.63%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-4.2%	24	23	-4.2%	24	23	New Pending Sales Count
+2.1%	\$8,173,000	\$8,346,949	+2.1%	\$8,173,000	\$8,346,949	New Pending Sales Volume
-24.4%	45	34	-24.4%	45	34	Pending Sales Count
-13.9%	\$15,452,100	\$13,299,499	-13.9%	\$15,452,100	\$13,299,499	Pending Sales Volume
+12.5%	16	18	+12.5%	16	18	Closed Sales Count
+42.4%	\$4,550,900	\$6,478,500	+42.4%	\$4,550,900	\$6,478,500	Closed Sales Volume
+26.5%	\$284,431	\$359,917	+26.5%	\$284,431	\$359,917	Average Sales Price
+38.7%	\$252,000	\$349,500	+38.7%	\$252,000	\$349,500	Median Sales Price





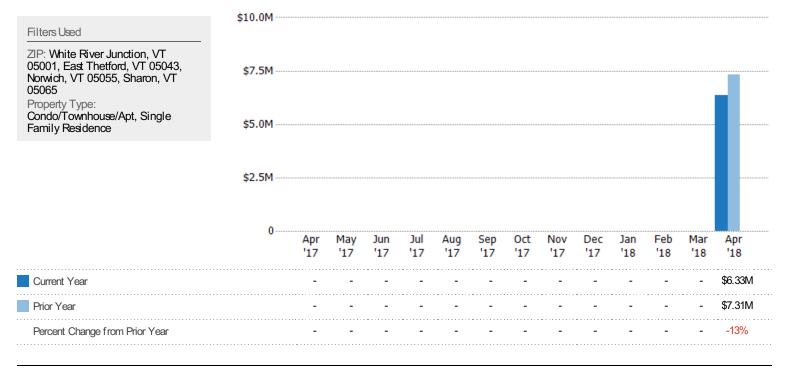
#### New Listings

The number of new single-family, condominium and townhome listings that were added each month.



#### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.





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# Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

	100													
Filters Used ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:	75													
Condo/Townhouse/Apt, Single Family Residence	50													
	25													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		.17	.17	.17	.17	.17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	54
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	74
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-27%

#### Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$48.0M													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:	\$36.0M													
Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
	\$12.0M													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
			17						17	17	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$31.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$30.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%





# Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$600K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$450K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$150K												
	0				_	-	~ .		_		- 1		
	0 Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year					Aug '17 -	Sep '17 -							
Current Year Prior Year					Aug '17 -	Sep '17 -							'18
					Aug '17 - -	Sep '17 - -							'18 \$582K

#### Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

	\$100K						
	\$100K	 					
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K	 	 	 	 	 	 
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$300K	 	 	 	 	 	 
Filters Used							





# Average Listing Price vs Average Est Value

 $\label{eq:constraint} The average\ listing\ price\ as\ a\ percentage\ of\ the\ average\ AVM\ or\ RVM\ valuation\ estimate\ for\ active\ listings\ each\ month.$ 

	\$700K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$525K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$350K												
	\$175K												
	0												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value					Aug '17	Sep '17							
Avg Est Value Avg Listing Price					Aug '17 -	Sep '17 -							'18
					Aug '17 - -	Sep '17 - -							'18 \$636K

# 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.

	\$500K												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0 Apr	May	Jun	Jul	Δυσ	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18	18
Median Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$446K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	85%





# 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.

	90												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	68												
Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
	23												
	0												
	Apr	May		Jul	Aug	Sep	Oct		Dec	Jan	Feb	Mar	Apr
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year				Jul '17 -	Aug '17 -	Sep '17 -	0ct '17 -						
Current Year Prior Year				Jul '17 -	Aug '17 -	Sep '17	0ct '17 -						'18
				Jul '17 - -	Aug '17 - -	Sep '17 - -	Oct '17 - -						'18 58

#### Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used	10.00												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	7.50												
Property Type: Condo/Townhouse/Apt, Single Family Residence	5.00												
	2.50												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.75
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9.25
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-27%





## Absorption Rate

The percentage of inventory sold per month.

	20%												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	15%												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	10%												
	5%												
	0		•	21		<b>6</b>	0-1		<b>D</b>		E-F		
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
Prior Year													
	-	-	-	-	-	-	-	-	-	-	-	-	11%
Change from Prior Year	-		-	-	- -	-	-	-	-		-	-	11% -4%

## Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	45												
Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	15												
	15												
	0 Apr	Мау		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Active	0 Apr				Aug '17 -	Sep '17 -							
Active Pending	0 Apr				Aug '17 -	Sep '17 -							'18
<u> </u>	0 Apr				Aug '17 - -	Sep '17 - -							'18 54





# New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence	24													
	8													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	23
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	24
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-4%

#### New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Uæd	\$20.0M													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$15.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.35M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.17M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%

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# Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

	48														
Filters Used															
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	36														
Property Type: Condo/Townhouse/Apt, Single Family Residence	24														
	12														
	0	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	34	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	45	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-24%	

#### Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$20.0M ······													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$15.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.3M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$15.5M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-14%

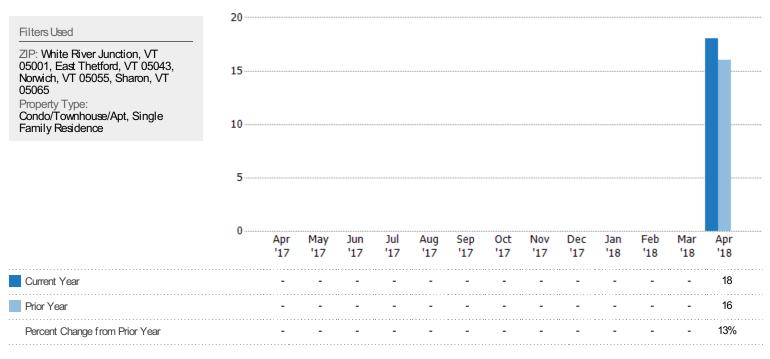
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#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.



#### **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$5.4M \$3.6M													
	\$1.8M													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.48M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.55M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	42%





# Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
ZIP: White River Junction, VT 05001, East Thetford, VT 05043,	80%														
Norwich, VT 05055, Sharon, VT 05065	70%														
Property Type:	60%														
Condo/Townhouse/Apt, Single Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	Apr	May	Jun	Jul	Aug	_	0ct	Nov	Dec	Jan	Feb	Mar	Apr	
		'17	'17	'17	'17	'17	Sep '17	'17	'17	'17	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	22%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	78%	

## Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$400K												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$300K												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$200K												
	\$100K												
	0 Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Current Year	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18 \$360K
	-		-		-	-			-		-	-	9300K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$284K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27%



#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$400K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
. <u></u>													
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$350K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	39%

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$360K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$372K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$100K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$300K												
Filters Used	\$400K												





# Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$400K ······												
Filters UsedZIP: White River Junction, VT05001, East Thetford, VT 05043,Norwich, VT 05055, Sharon, VT05065	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$359K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$350K
Med Sales Price as a % of Med List Price	-	-		-	-	-	-	-	-	-	-	-	97%

#### 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.

	\$500K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0												
	Apr	May	Jun			Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$490K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$372K
Avg Sales Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	76%





# 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.

	\$500K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$407K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$359K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	88%

