

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 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	10	+70%	193	196	-1.5%
New Listing Volume	\$13,827,800	\$4,870,800	+183.9%	\$81,803,749	\$70,574,899	+15.9%
Active Listing Count	47	45	+4.4%	N/A	N/A	
Active Listing Volume	\$30,742,480	\$22,155,379	+38.8%	N/A	N/A	
Average Listing Price	\$654,095	\$492,342	+32.9%	\$529,351	\$418,990	+26.3%
Median Listing Price	\$349,000	\$349,000	+/-	\$357,274	\$319,655	+11.8%
Median Days in RPR	135	162	-16.7%	83.26	109.7	-24.1%
Months of Inventory	9.4	7.5	+25.3%	9.4	5	+88%
Absorption Rate	10.64%	13.33%	-2.7%	10.64%	20%	-9.4%
Sales Activity Charts Metrics						
New Pending Sales Count	10	10	+/-	165	156	+5.8%
New Pending Sales Volume	\$3,476,280	\$2,261,700	+53.7%	\$61,119,128	\$47,780,100	+27.9%
Pending Sales Count	15	10	+50%	N/A	N/A	
Pending Sales Volume	\$9,800,700	\$2,506,700	+291%	N/A	N/A	
Closed Sales Count	3	5	-40%	140	158	-11.4%
Closed Sales Volume	\$944,250	\$1,339,500	-29.5%	\$45,708,799	\$47,013,184	-2.8%
Average Sales Price	\$314,750	\$267,900	+17.5%	\$326,491	\$297,552	+9.7%
Median Sales Price	\$150,000	\$327,500	-54.2%	\$256,919	\$234,342	+9.6%

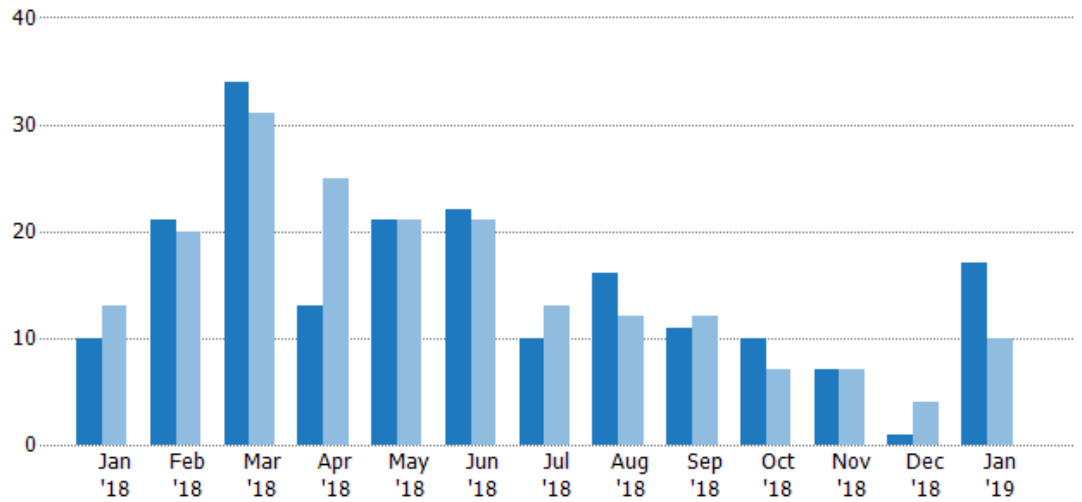
New Listings

The number of new residential listings 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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	10	21	34	13	21	22	10	16	11	10	7	1	17
Prior Year	13	20	31	25	21	21	13	12	12	7	7	4	10
Percent Change from Prior Year	-23%	5%	10%	-48%	0%	5%	-23%	33%	-8%	43%	0%	-75%	70%

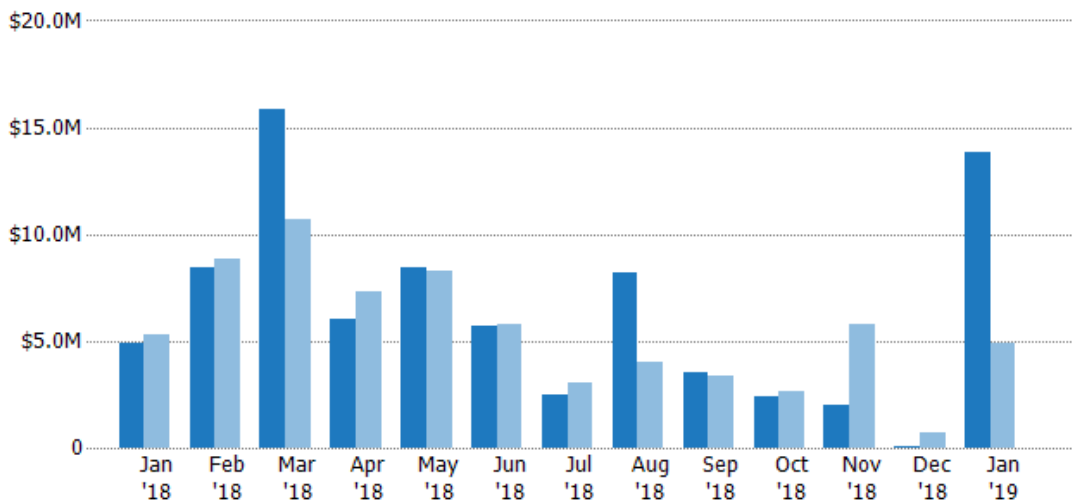
New Listing Volume

The sum of the listing price of residential listings 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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$4.87M	\$8.48M	\$15.8M	\$6.04M	\$8.46M	\$5.72M	\$2.44M	\$8.18M	\$3.53M	\$2.39M	\$1.97M	\$56.5K	\$13.8M
Prior Year	\$5.28M	\$8.87M	\$10.7M	\$7.31M	\$8.29M	\$5.78M	\$3.02M	\$3.98M	\$3.36M	\$2.67M	\$5.77M	\$707K	\$4.87M
Percent Change from Prior Year	-8%	-4%	48%	-17%	2%	-1%	-19%	106%	5%	-10%	-66%	-92%	184%

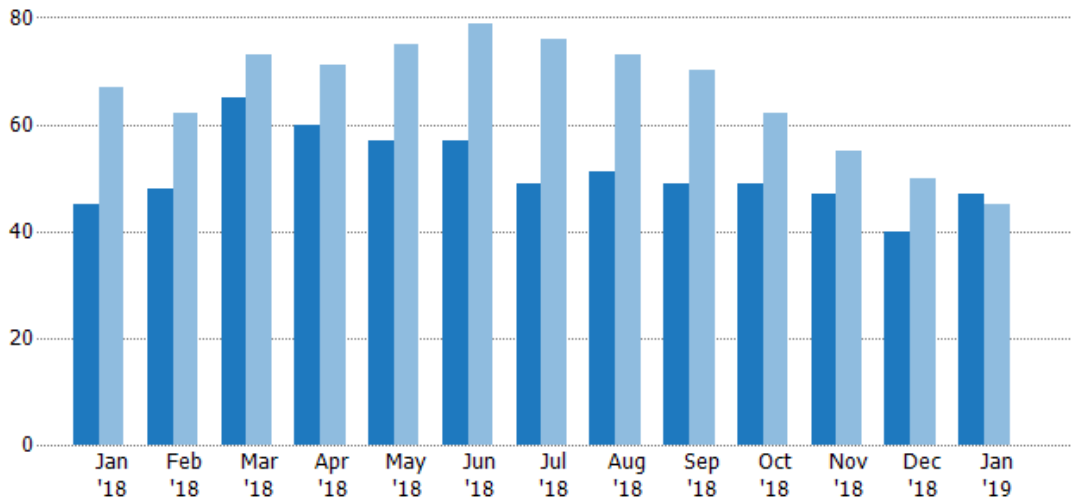
Active Listings

The number of active residential listings at the end of 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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	45	48	65	60	57	57	49	51	49	49	47	40	47
Prior Year	67	62	73	71	75	79	76	73	70	62	55	50	45
Percent Change from Prior Year	-33%	-23%	-11%	-15%	-24%	-28%	-36%	-30%	-30%	-21%	-15%	-20%	4%

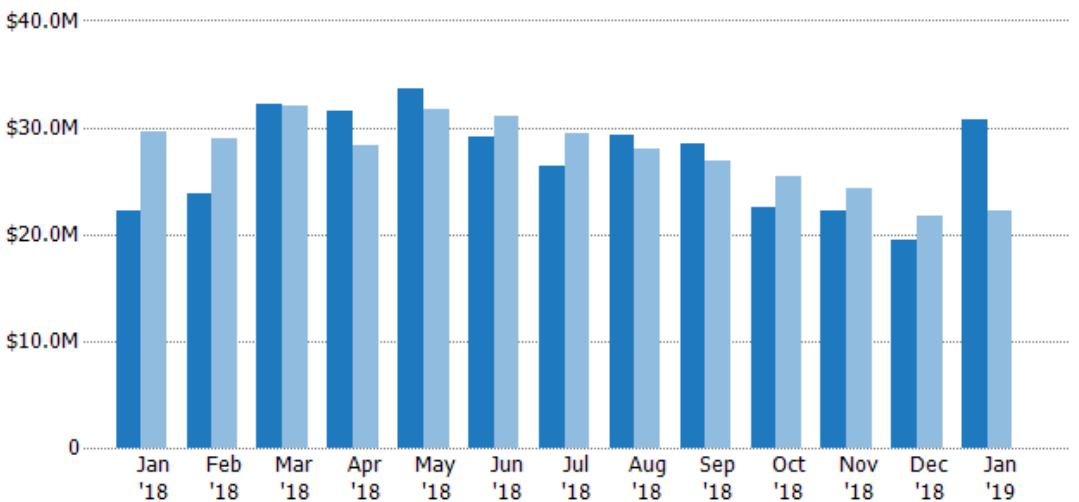
Active Listing Volume

The sum of the listing price of active residential listings at the end of 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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$22.2M	\$23.8M	\$32.2M	\$31.6M	\$33.7M	\$29.1M	\$26.4M	\$29.3M	\$28.4M	\$22.5M	\$22.2M	\$19.4M	\$30.7M
Prior Year	\$29.6M	\$29M	\$32.1M	\$28.3M	\$31.7M	\$31M	\$29.4M	\$27.9M	\$26.9M	\$25.4M	\$24.2M	\$21.7M	\$22.2M
Percent Change from Prior Year	-25%	-18%	1%	11%	6%	-6%	-10%	5%	5%	-11%	-8%	-10%	39%

Average Listing Price

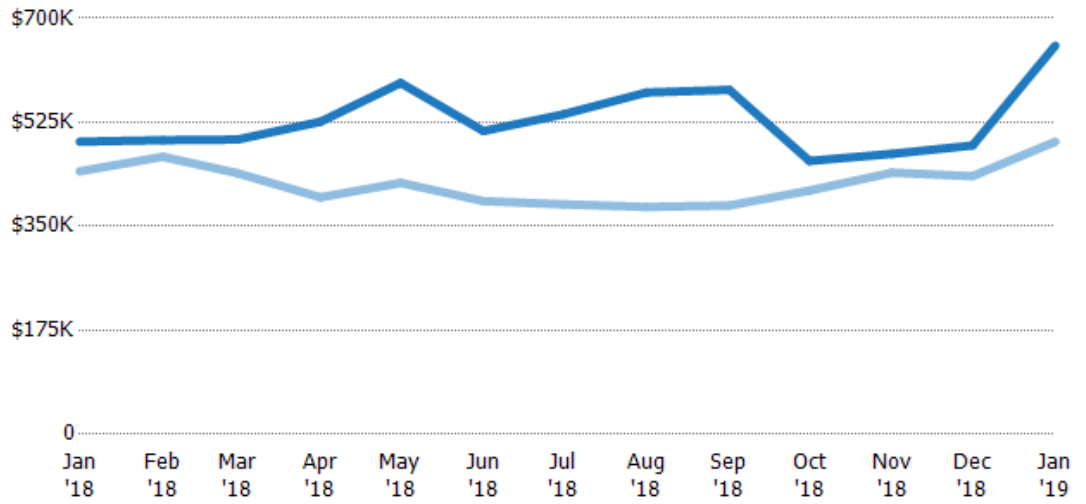
The average listing price of active residential listings at the end of each month.

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

Month/Year	Price	% Chg.
Jan '19	\$654K	32.9%
Jan '18	\$492K	11.3%
Jan '17	\$443K	-8.2%



Current Year	\$492K	\$495K	\$496K	\$526K	\$591K	\$510K	\$539K	\$575K	\$579K	\$460K	\$472K	\$486K	\$654K
Prior Year	\$443K	\$467K	\$439K	\$399K	\$423K	\$392K	\$387K	\$383K	\$385K	\$410K	\$440K	\$434K	\$492K
Percent Change from Prior Year	11%	6%	13%	32%	40%	30%	39%	50%	51%	12%	7%	12%	33%

Median Listing Price

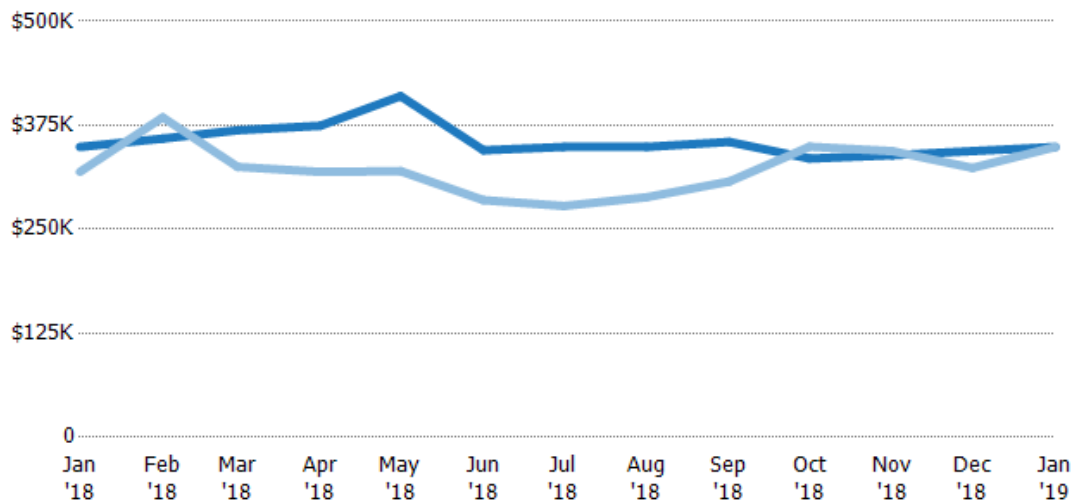
The median listing price of active residential listings at the end of each month.

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

Month/Year	Price	% Chg.
Jan '19	\$349K	0%
Jan '18	\$349K	9.4%
Jan '17	\$319K	-7.5%



Current Year	\$349K	\$359K	\$369K	\$374K	\$410K	\$345K	\$349K	\$349K	\$355K	\$335K	\$339K	\$344K	\$349K
Prior Year	\$319K	\$385K	\$325K	\$319K	\$320K	\$285K	\$278K	\$289K	\$307K	\$349K	\$344K	\$324K	\$349K
Percent Change from Prior Year	9%	-7%	14%	17%	28%	21%	26%	21%	15%	-4%	-1%	6%	0%

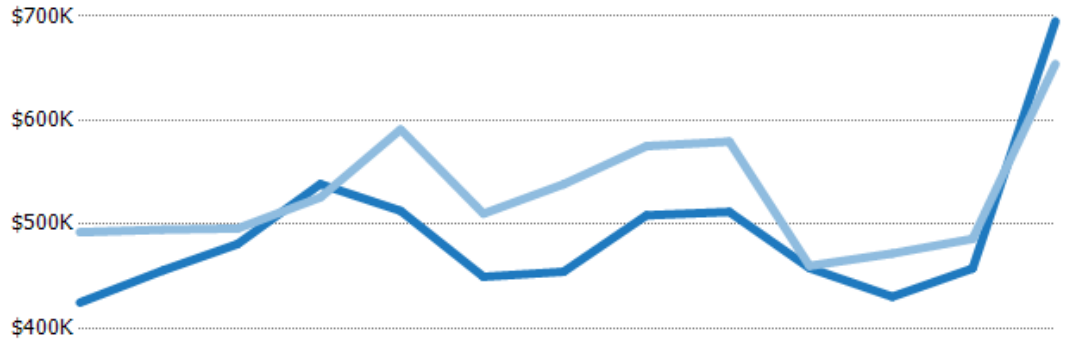
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type:
Condo/Townhouse/Apt, Single Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$425K	\$456K	\$481K	\$539K	\$513K	\$450K	\$454K	\$509K	\$512K	\$458K	\$430K	\$457K	\$695K
Avg Listing Price	\$492K	\$495K	\$496K	\$526K	\$591K	\$510K	\$539K	\$575K	\$579K	\$460K	\$472K	\$486K	\$654K
Avg Listing Price as a % of Avg Est Value	116%	109%	103%	98%	115%	114%	119%	113%	113%	100%	110%	106%	94%

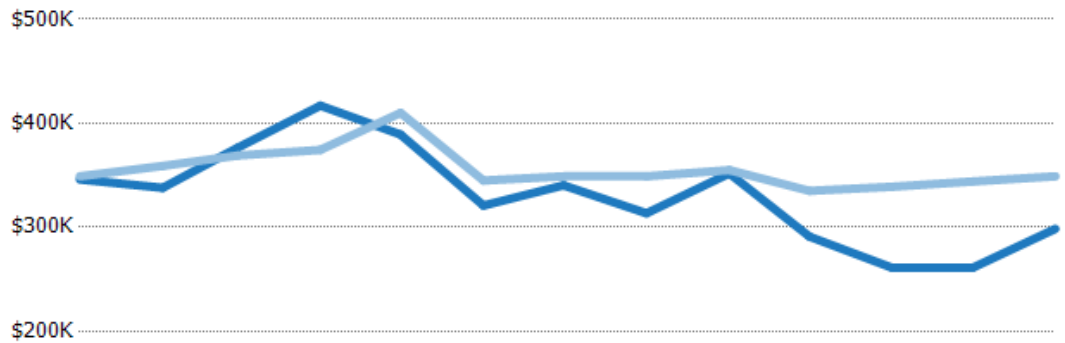
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type:
Condo/Townhouse/Apt, Single Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$346K	\$338K	\$376K	\$417K	\$389K	\$321K	\$340K	\$313K	\$352K	\$291K	\$261K	\$261K	\$299K
Median Listing Price	\$349K	\$359K	\$369K	\$374K	\$410K	\$345K	\$349K	\$349K	\$355K	\$335K	\$339K	\$344K	\$349K
Med Listing Price as a % of Med Est Value	101%	106%	98%	90%	105%	108%	103%	111%	101%	115%	130%	132%	117%

Median Days in RPR

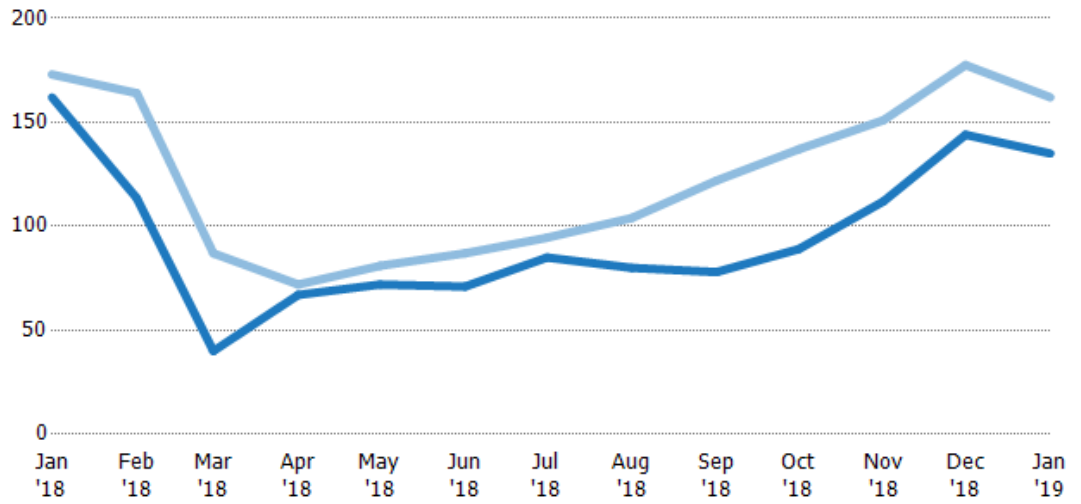
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Days	% Chg.
Jan '19	135	-16.7%
Jan '18	162	-6.4%
Jan '17	173	4.6%



Current Year	162	114	40	67	72	71	85	80	78	89	112	144	135
Prior Year	173	164	87	72	81	87	94.5	104	122	137	151	178	162
Percent Change from Prior Year	-6%	-31%	-54%	-7%	-11%	-18%	-10%	-23%	-36%	-35%	-26%	-19%	-17%

Months of Inventory

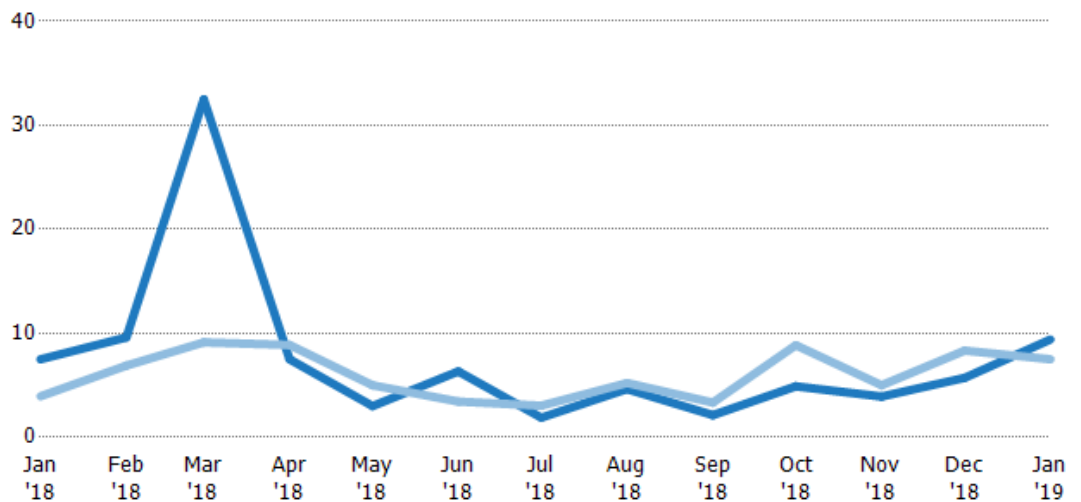
The number of months it would take to exhaust active listings at the current sales rate.

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

Month/Year	Months	% Chg.
Jan '19	9.4	25.3%
Jan '18	7.5	90.3%
Jan '17	3.94	125.2%



Current Year	7.5	9.6	32.5	7.5	3	6.33	1.88	4.64	2.13	4.9	3.92	5.71	9.4
Prior Year	3.94	6.89	9.13	8.88	5	3.43	3.04	5.21	3.33	8.86	5	8.33	7.5
Percent Change from Prior Year	90%	39%	256%	-15%	-40%	84%	-38%	-11%	-36%	-45%	-22%	-31%	25%

Absorption Rate

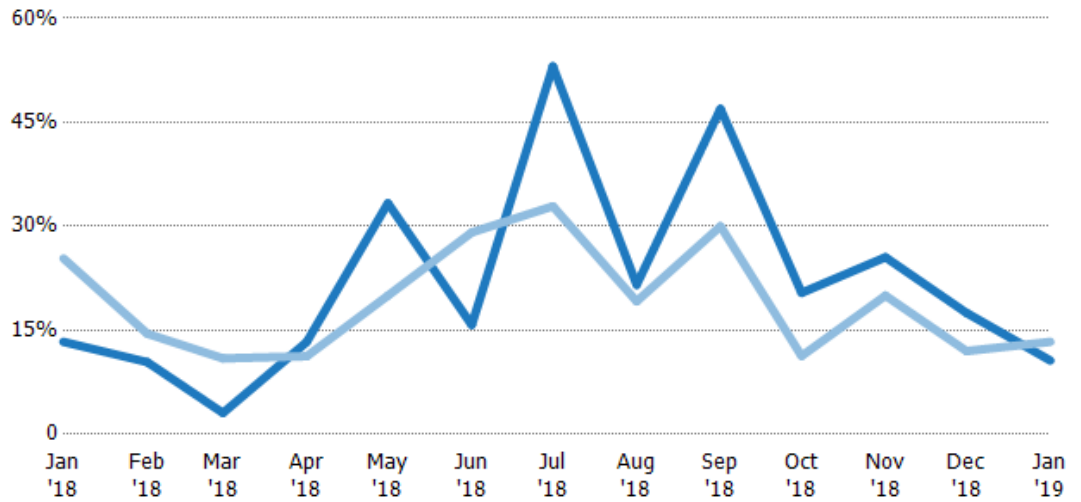
The percentage of inventory sold per month.

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

Month/Year	Rate	Chg.
Jan '19	11%	2.7%
Jan '18	13%	12%
Jan '17	25%	-55.6%



Current Year	13%	10%	3%	13%	33%	16%	53%	22%	47%	20%	26%	18%	11%
Prior Year	25%	15%	11%	11%	20%	29%	33%	19%	30%	11%	20%	12%	13%
Change from Prior Year	12%	4%	8%	-2%	-13%	13%	-20%	-2%	-17%	-9%	-6%	-6%	3%

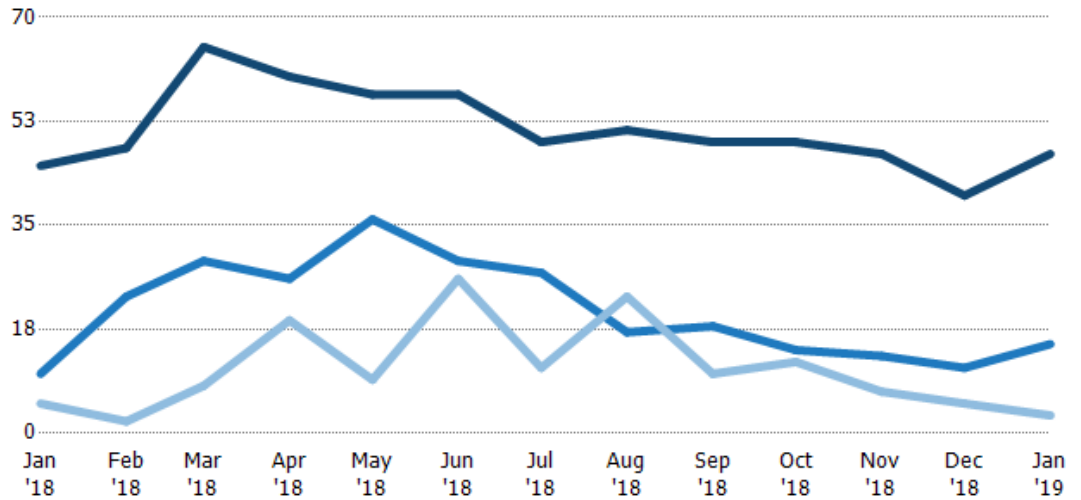
Active/Pending/Sold Units

The number of residential 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

Property Type: Condo/Townhouse/Apt, Single Family Residence



Active	45	48	65	60	57	57	49	51	49	49	47	40	47
Pending	10	23	29	26	36	29	27	17	18	14	13	11	15
Sold	5	2	8	19	9	26	11	23	10	12	7	5	3

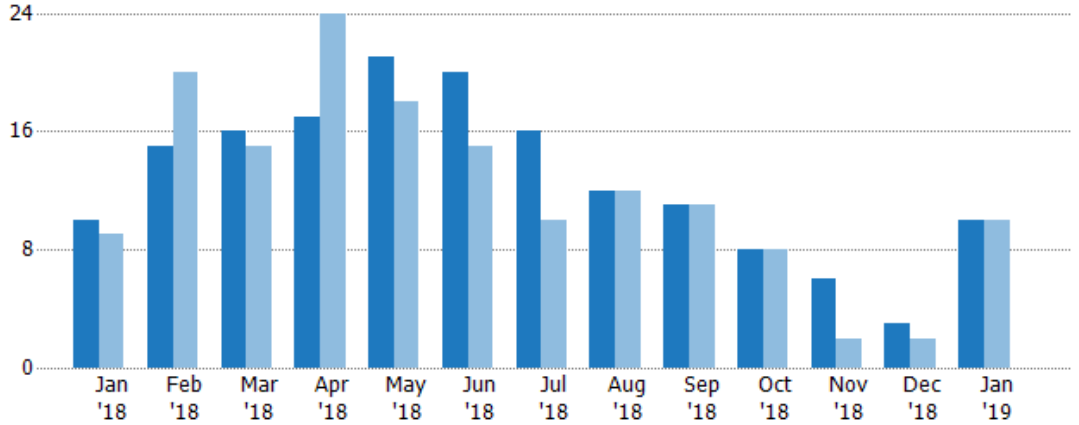
New Pending Sales

The number of residential 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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	10	15	16	17	21	20	16	12	11	8	6	3	10
Prior Year	9	20	15	24	18	15	10	12	11	8	2	2	10
Percent Change from Prior Year	11%	-25%	7%	-29%	17%	33%	60%	0%	0%	0%	200%	50%	0%

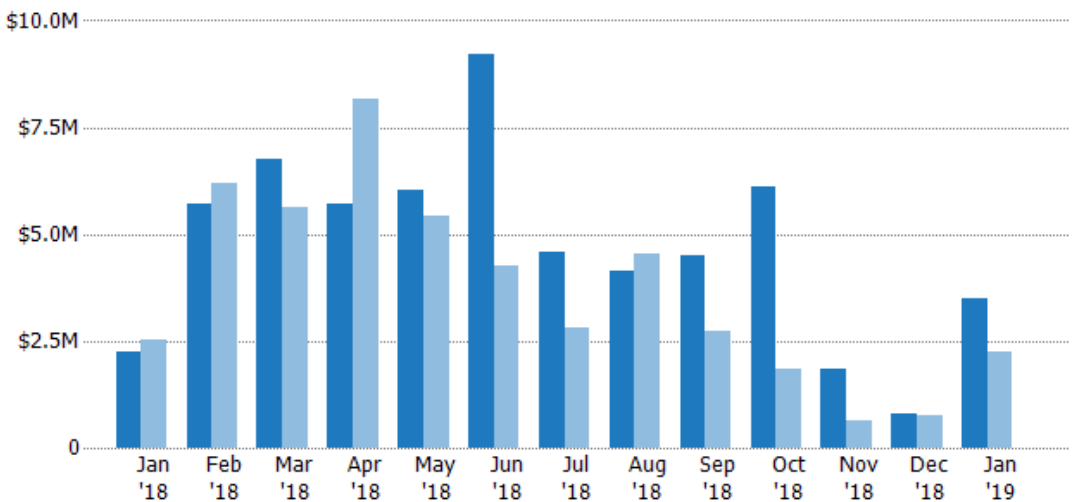
New Pending Sales Volume

The sum of the sales price of residential 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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$2.26M	\$5.7M	\$6.77M	\$5.72M	\$6.01M	\$9.2M	\$4.6M	\$4.13M	\$4.49M	\$6.1M	\$1.85M	\$814K	\$3.48M
Prior Year	\$2.54M	\$6.19M	\$5.62M	\$8.17M	\$5.43M	\$4.28M	\$2.79M	\$4.54M	\$2.74M	\$1.83M	\$635K	\$749K	\$2.26M
Percent Change from Prior Year	-11%	-8%	21%	-30%	11%	115%	65%	-9%	64%	234%	191%	9%	54%

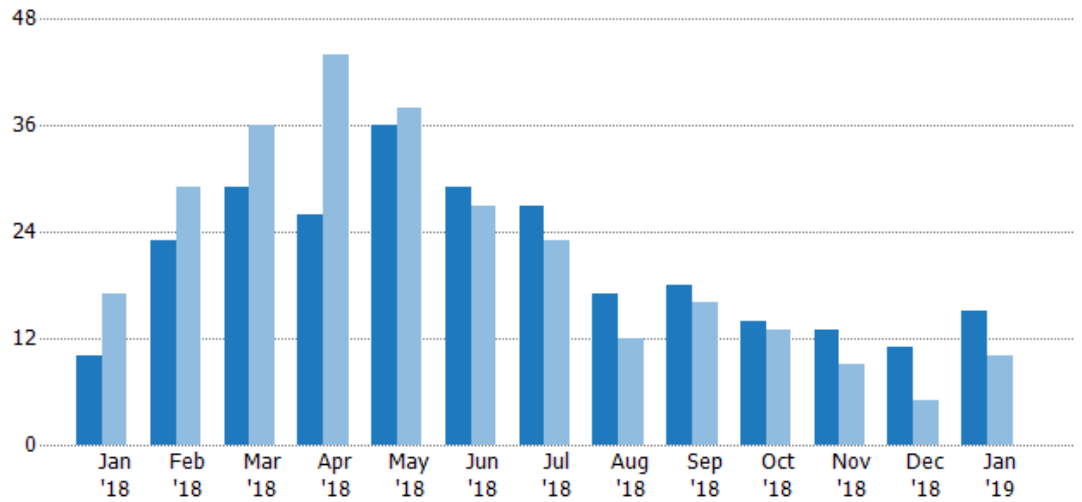
Pending Sales

The number of residential properties with accepted offers that were available at the end 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



Month/Year	Count	% Chg.
Jan '19	15	50%
Jan '18	10	-41.2%
Jan '17	17	-5.9%

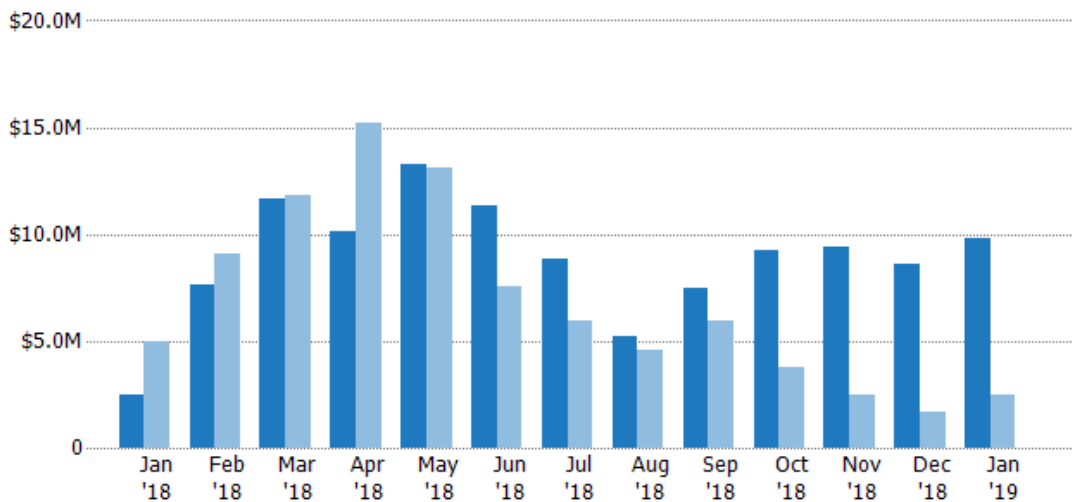
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Jan '19	\$9.8M	291%
Jan '18	\$2.51M	-49.7%
Jan '17	\$4.98M	-21.5%

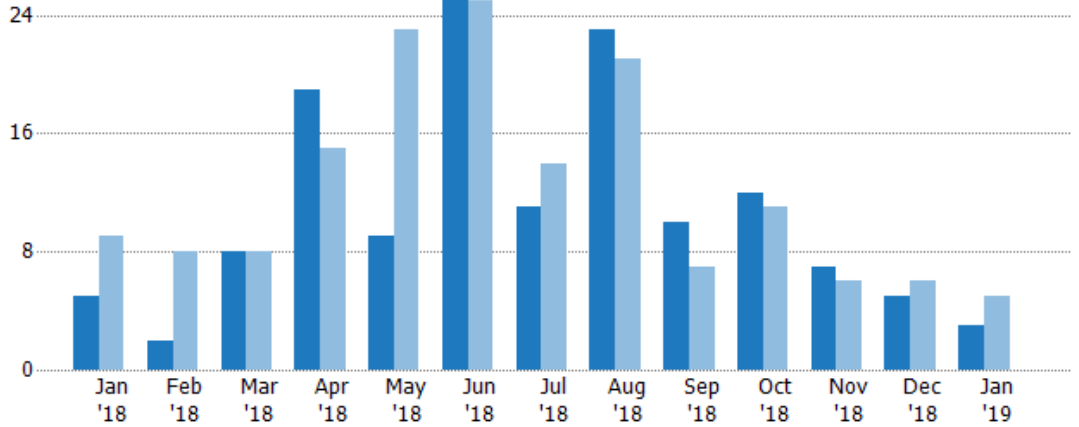
Closed Sales

The total number of residential 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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	5	2	8	19	9	26	11	23	10	12	7	5	3
Prior Year	9	8	8	15	23	25	14	21	7	11	6	6	5
Percent Change from Prior Year	-44%	-75%	0%	27%	-61%	4%	-21%	10%	43%	9%	17%	-17%	-40%

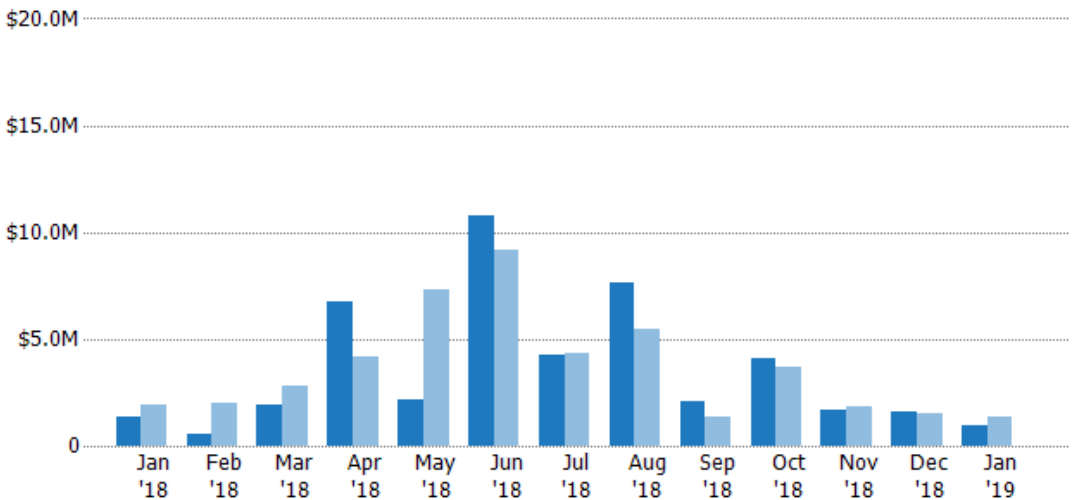
Closed Sales Volume

The sum of the sales price of residential 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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.34M	\$560K	\$1.91M	\$6.76M	\$2.12M	\$10.8M	\$4.24M	\$7.64M	\$2.11M	\$4.07M	\$1.67M	\$1.56M	\$944K
Prior Year	\$1.95M	\$2.02M	\$2.79M	\$4.18M	\$7.31M	\$9.18M	\$4.37M	\$5.45M	\$1.36M	\$3.68M	\$1.87M	\$1.53M	\$1.34M
Percent Change from Prior Year	-31%	-72%	-31%	62%	-71%	17%	-3%	40%	56%	11%	-11%	2%	-30%

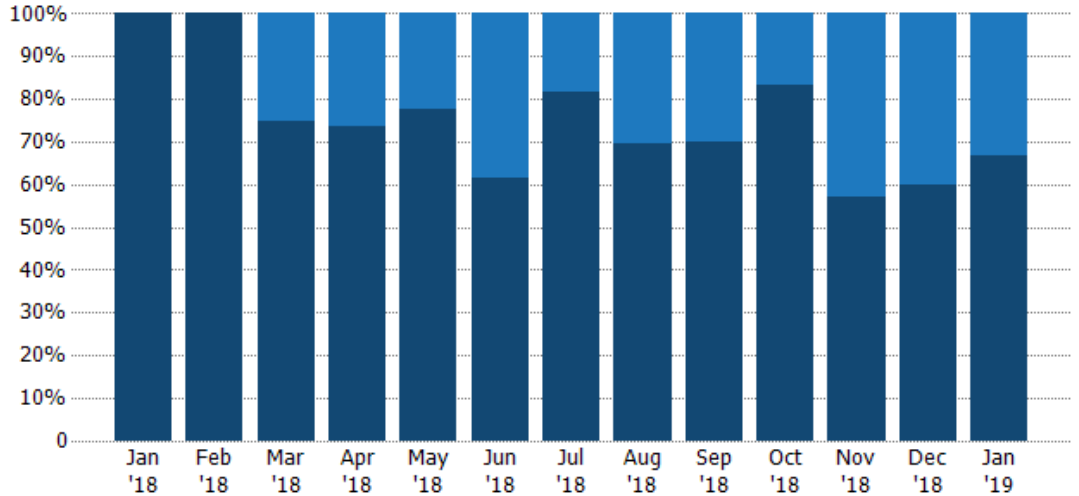
Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

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



Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Condo/Townhouse	-	-	25%	26%	22%	38%	18%	30%	30%	17%	43%	40%	33%
Single Family Residence	100%	100%	75%	74%	78%	62%	82%	70%	70%	83%	57%	60%	67%

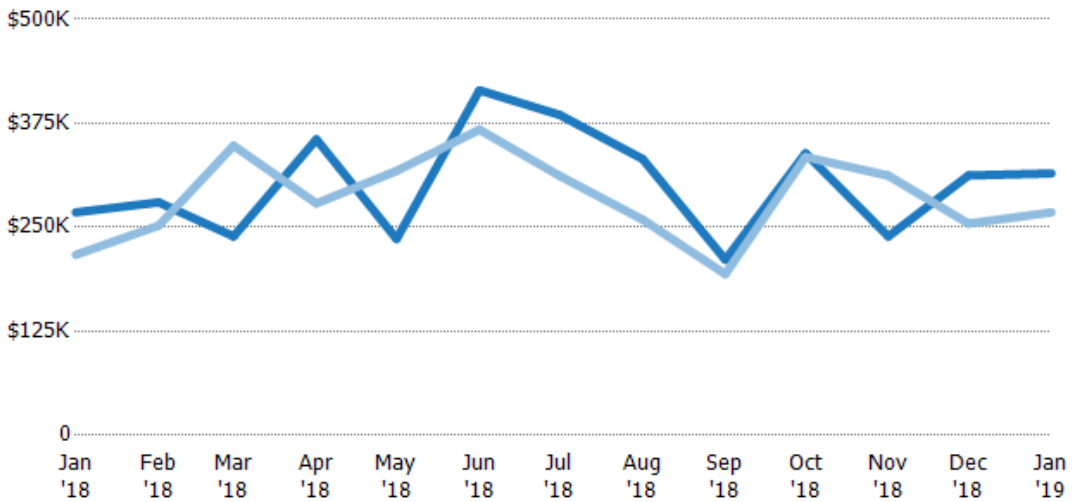
Average Sales Price

The average sales price of the residential 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



Month/Year	Price	% Chg.
Jan '19	\$315K	17.5%
Jan '18	\$268K	23.5%
Jan '17	\$217K	3.8%

Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$268K	\$280K	\$239K	\$356K	\$236K	\$415K	\$385K	\$332K	\$211K	\$339K	\$239K	\$312K	\$315K
Prior Year	\$217K	\$252K	\$348K	\$279K	\$318K	\$367K	\$312K	\$259K	\$194K	\$335K	\$312K	\$254K	\$268K
Percent Change from Prior Year	23%	11%	-31%	28%	-26%	13%	23%	28%	9%	1%	-23%	23%	17%

Median Sales Price

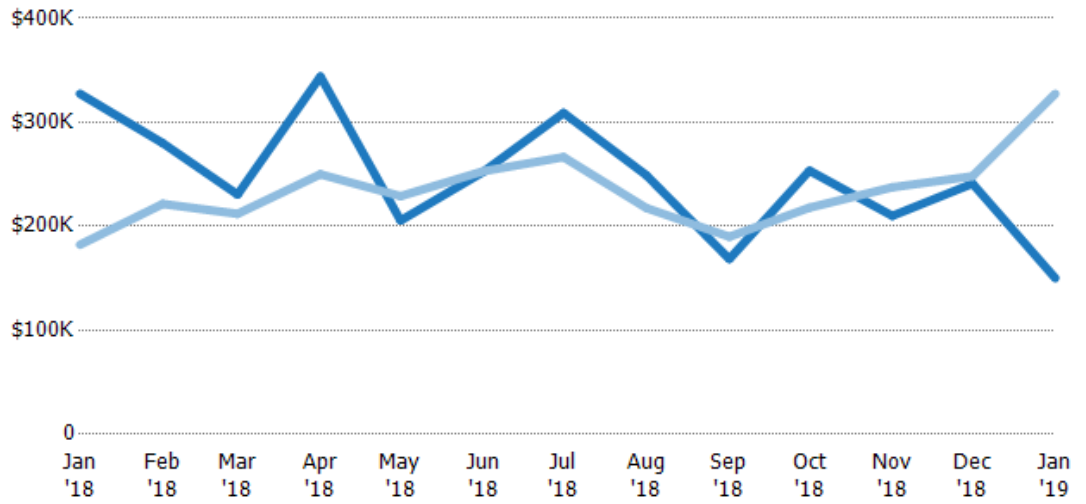
The median sales price of the residential properties sold each month.

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

Month/Year	Price	% Chg.
Jan '19	\$150K	-54.2%
Jan '18	\$328K	79.7%
Jan '17	\$182K	28.9%



Current Year	\$328K	\$280K	\$231K	\$344K	\$206K	\$252K	\$309K	\$249K	\$169K	\$254K	\$210K	\$241K	\$150K
Prior Year	\$182K	\$222K	\$212K	\$250K	\$229K	\$253K	\$267K	\$218K	\$190K	\$218K	\$238K	\$248K	\$328K
Percent Change from Prior Year	80%	26%	9%	38%	-10%	0%	16%	14%	-11%	16%	-12%	-3%	-54%

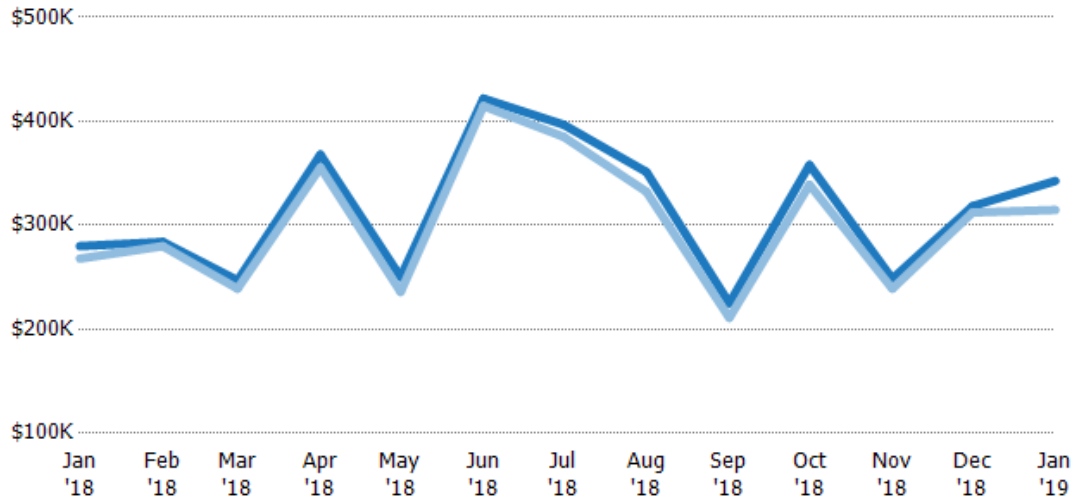
Average Sales Price vs Average Listing Price

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

Filters Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type: Condo/Townhouse/Apt, Single Family Residence



Avg List Price	\$280K	\$284K	\$247K	\$368K	\$250K	\$422K	\$397K	\$351K	\$225K	\$358K	\$249K	\$318K	\$343K
Avg Sales Price	\$268K	\$280K	\$239K	\$356K	\$236K	\$415K	\$385K	\$332K	\$211K	\$339K	\$239K	\$312K	\$315K
Avg Sales Price as a % of Avg List Price	96%	99%	97%	97%	94%	98%	97%	95%	94%	95%	96%	98%	92%

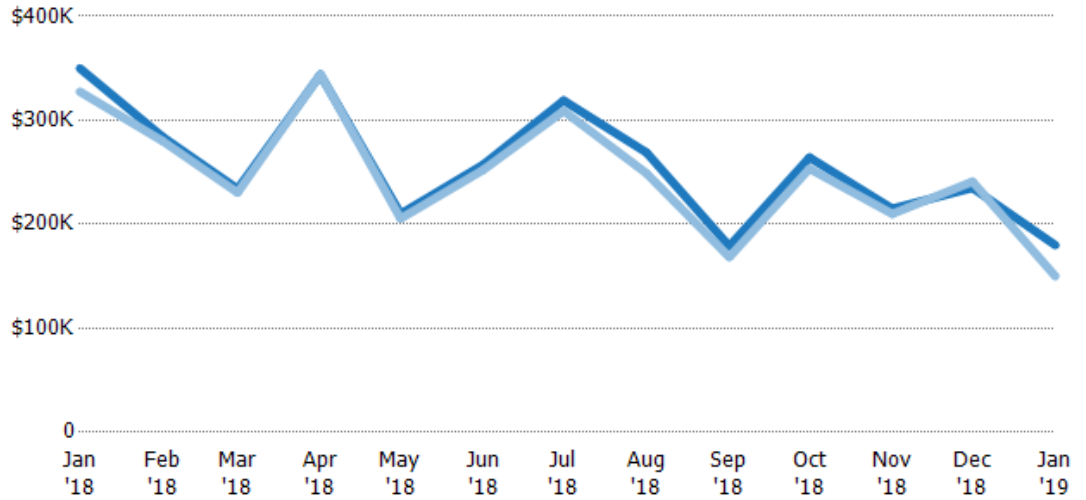
Median Sales Price vs Median Listing Price

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

Filters Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type: Condo/Townhouse/Apt, Single Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median List Price	\$350K	\$284K	\$234K	\$344K	\$210K	\$257K	\$319K	\$269K	\$179K	\$264K	\$215K	\$235K	\$180K
Median Sales Price	\$328K	\$280K	\$231K	\$344K	\$206K	\$252K	\$309K	\$249K	\$169K	\$254K	\$210K	\$241K	\$150K
Med Sales Price as a % of Med List Price	94%	99%	99%	100%	98%	98%	97%	93%	94%	96%	98%	103%	83%

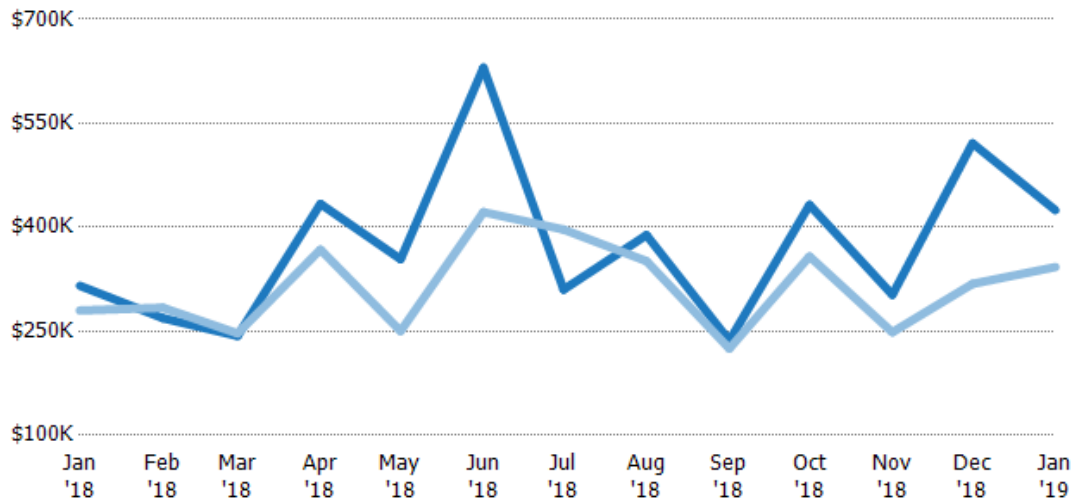
Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type: Condo/Townhouse/Apt, Single Family Residence



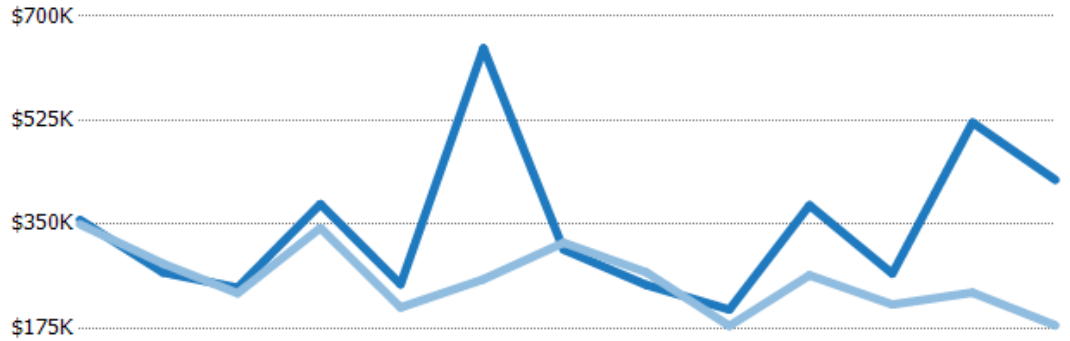
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$316K	\$269K	\$243K	\$434K	\$354K	\$630K	\$310K	\$389K	\$237K	\$432K	\$303K	\$521K	\$425K
Avg Sales Price	\$280K	\$284K	\$247K	\$368K	\$250K	\$422K	\$397K	\$351K	\$225K	\$358K	\$249K	\$318K	\$343K
Avg Sales Price as a % of Avg Est Value	89%	106%	102%	85%	71%	67%	128%	90%	95%	83%	82%	61%	81%

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

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065
 Property Type: Condo/Townhouse/Apt, Single Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$358K	\$269K	\$243K	\$384K	\$249K	\$646K	\$307K	\$248K	\$206K	\$382K	\$267K	\$521K	\$425K
Median Sales Price	\$350K	\$284K	\$234K	\$344K	\$210K	\$257K	\$319K	\$269K	\$179K	\$264K	\$215K	\$235K	\$180K
Med Sales Price as a % of Med Est Value	98%	106%	96%	90%	84%	40%	104%	109%	87%	69%	81%	45%	42%