

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	10	6	+66.7%	114	112	+1.8%
New Listing Volume	\$2,690,800	\$2,356,800	+14.2%	\$27,660,599	\$26,940,100	+2.7%
Active Listing Count	27	22	+22.7%	N/A	N/A	
Active Listing Volume	\$8,665,480	\$6,721,180	+28.9%	N/A	N/A	
Average Listing Price	\$320,944	\$305,508	+5.1%	\$322,140	\$266,936	+20.7%
Median Listing Price	\$274,900	\$224,000	+22.7%	\$263,307	\$232,888	+13.1%
Median Days in RPR	118	143.5	-17.8%	71.82	99.93	-28.1%
Months of Inventory	-	5.5	-	13.5	4.4	+206.8%
Absorption Rate	-	18.18%	-18.2%	7.41%	22.73%	-15.3%
Sales Activity Charts Metrics						
New Pending Sales Count	7	7	+/-	102	94	+8.5%
New Pending Sales Volume	\$2,197,380	\$1,363,200	+61.2%	\$22,629,779	\$20,230,500	+11.9%
Pending Sales Count	9	7	+28.6%	N/A	N/A	
Pending Sales Volume	\$2,526,800	\$1,608,200	+57.1%	N/A	N/A	
Closed Sales Count	2	2	+/-	85	95	-10.5%
Closed Sales Volume	\$274,250	\$182,000	+50.7%	\$17,040,199	\$19,205,744	-11.3%
Average Sales Price	\$137,125	\$91,000	+50.7%	\$200,473	\$202,166	-0.8%
Median Sales Price	\$137,125	\$91,000	+50.7%	\$185,129	\$200,358	-7.6%

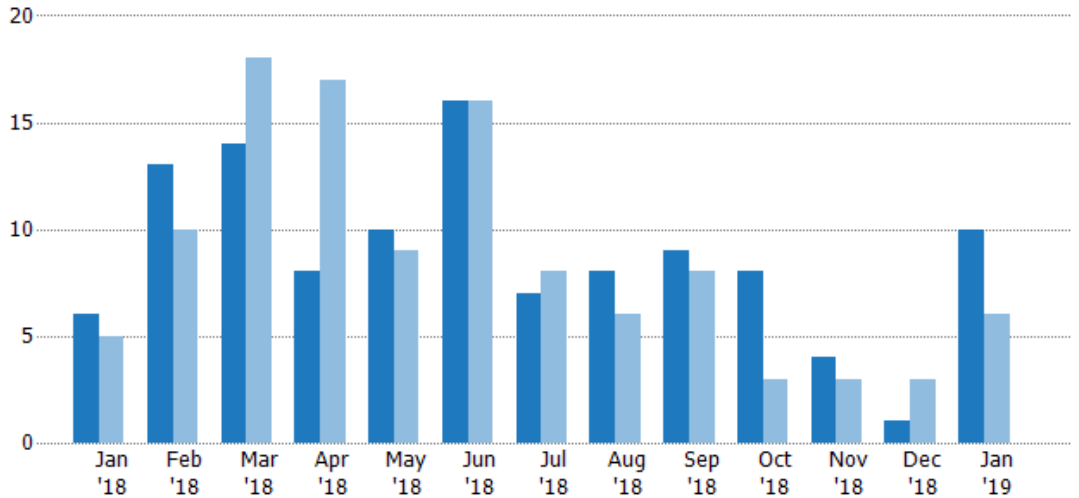
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	10	66.7%
Jan '18	6	20%
Jan '17	5	100%



Current Year	6	13	14	8	10	16	7	8	9	8	4	1	10
Prior Year	5	10	18	17	9	16	8	6	8	3	3	3	6
Percent Change from Prior Year	20%	30%	-22%	-53%	11%	0%	-13%	33%	13%	167%	33%	-67%	67%

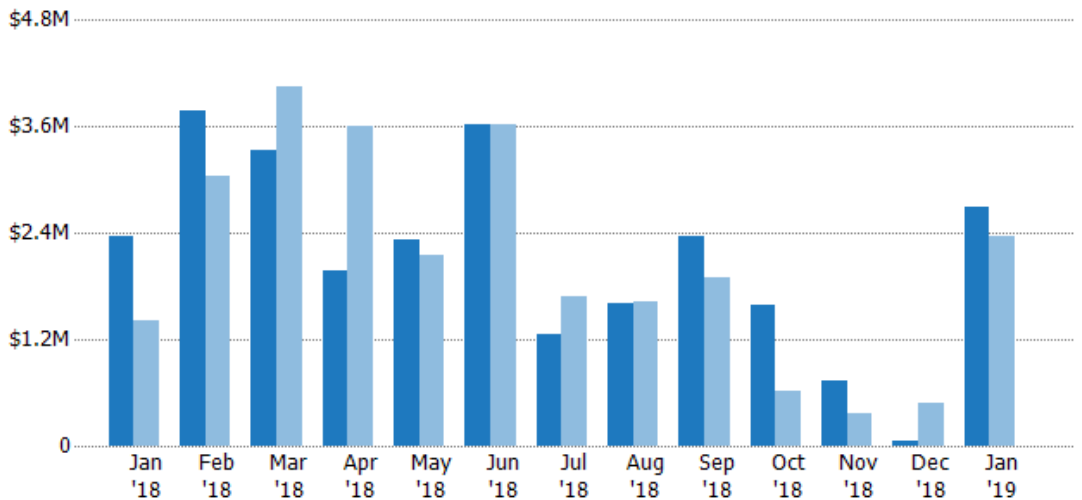
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$2.69M	14.2%
Jan '18	\$2.36M	66.5%
Jan '17	\$1.42M	54.4%



Current Year	\$2.36M	\$3.77M	\$3.34M	\$1.98M	\$2.32M	\$3.61M	\$1.26M	\$1.62M	\$2.36M	\$1.58M	\$728K	\$56.5K	\$2.69M
Prior Year	\$1.42M	\$3.05M	\$4.06M	\$3.61M	\$2.15M	\$3.62M	\$1.69M	\$1.63M	\$1.9M	\$617K	\$359K	\$488K	\$2.36M
Percent Change from Prior Year	66%	24%	-18%	-45%	8%	0%	-25%	-1%	24%	156%	103%	-88%	14%

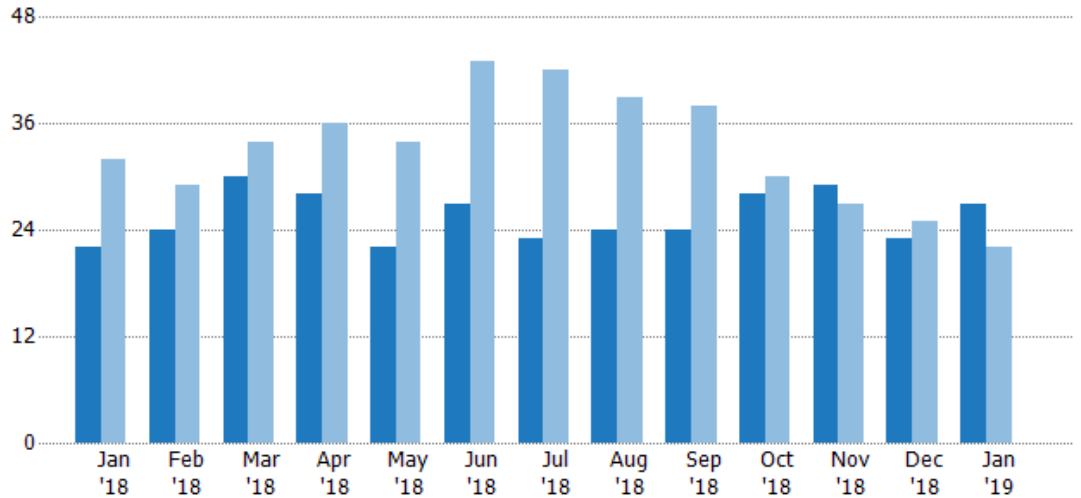
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	27	22.7%
Jan '18	22	-31.3%
Jan '17	32	28.1%



	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	24	30	28	22	27	23	24	24	28	29	23	27
Prior Year	32	29	34	36	34	43	42	39	38	30	27	25	22
Percent Change from Prior Year	-31%	-17%	-12%	-22%	-35%	-37%	-45%	-38%	-37%	-7%	7%	-8%	23%

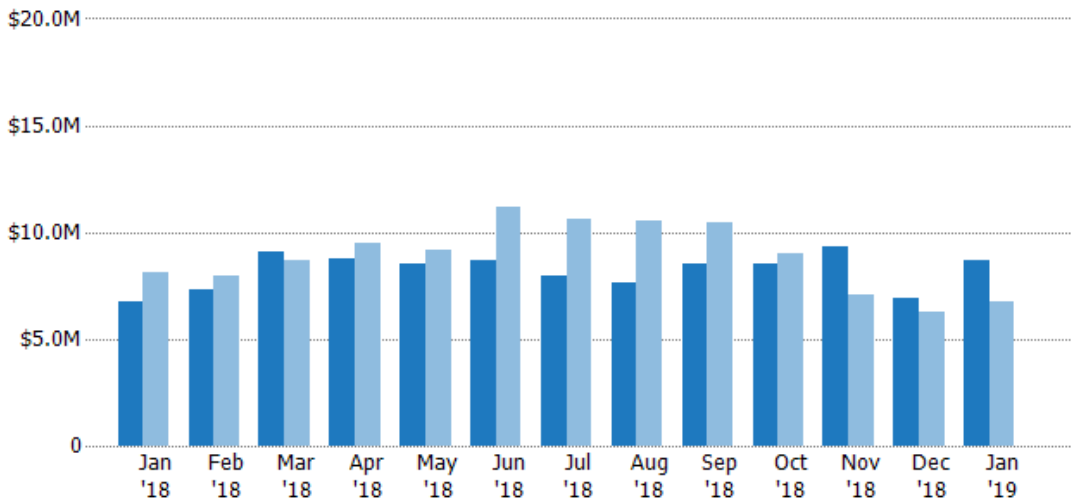
Active Listing Volume

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

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$8.67M	28.9%
Jan '18	\$6.72M	-16.9%
Jan '17	\$8.08M	9%



	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	\$6.72M	\$7.3M	\$9.09M	\$8.75M	\$8.49M	\$8.72M	\$7.92M	\$7.67M	\$8.54M	\$8.54M	\$9.29M	\$6.92M	\$8.67M
Prior Year	\$8.08M	\$7.93M	\$8.69M	\$9.48M	\$9.18M	\$11.2M	\$10.6M	\$10.5M	\$10.4M	\$9M	\$7.04M	\$6.23M	\$6.72M
Percent Change from Prior Year	-17%	-8%	5%	-8%	-8%	-22%	-25%	-27%	-18%	-5%	32%	11%	29%

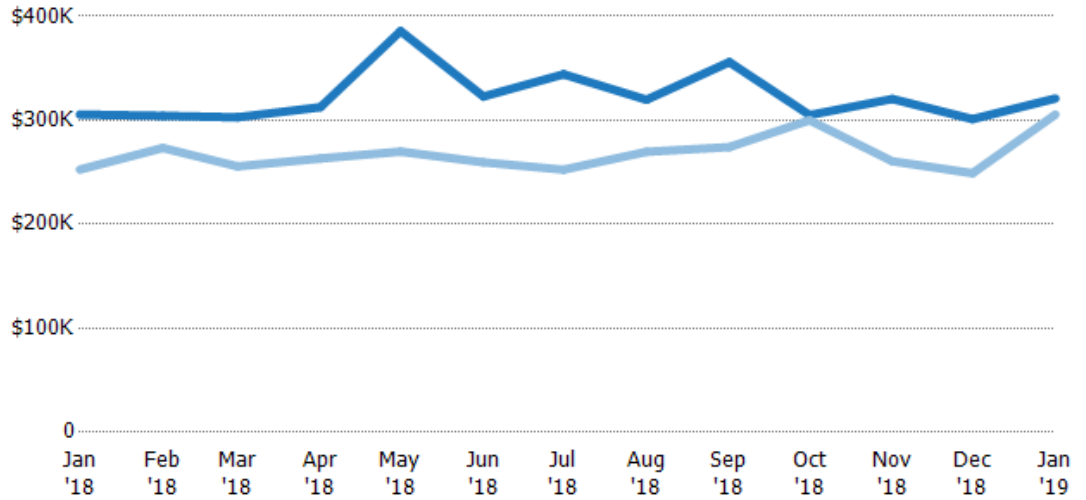
Average Listing Price

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

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$321K	5.1%
Jan '18	\$306K	20.9%
Jan '17	\$253K	-15%



Current Year	\$306K	\$304K	\$303K	\$313K	\$386K	\$323K	\$344K	\$320K	\$356K	\$305K	\$321K	\$301K	\$321K
Prior Year	\$253K	\$273K	\$256K	\$263K	\$270K	\$260K	\$252K	\$270K	\$274K	\$300K	\$261K	\$249K	\$306K
Percent Change from Prior Year	21%	11%	18%	19%	43%	24%	36%	19%	30%	2%	23%	21%	5%

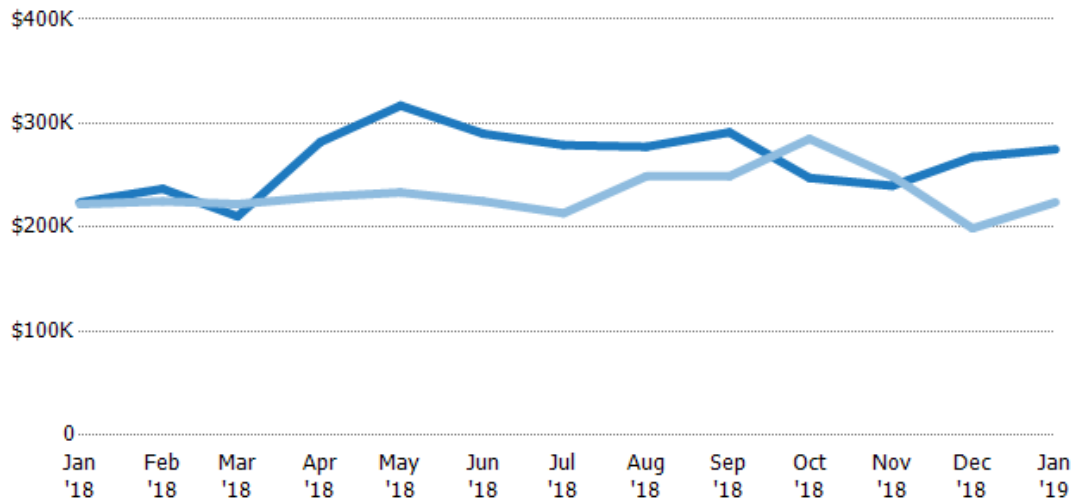
Median Listing Price

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

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$275K	22.7%
Jan '18	\$224K	0.8%
Jan '17	\$222K	-10.5%



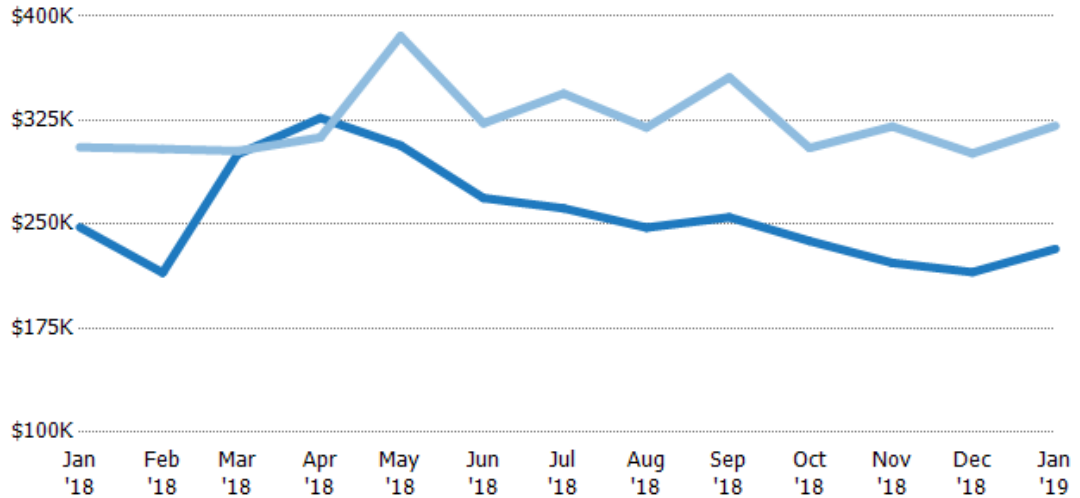
Current Year	\$224K	\$237K	\$211K	\$282K	\$317K	\$290K	\$279K	\$277K	\$291K	\$247K	\$240K	\$268K	\$275K
Prior Year	\$222K	\$225K	\$222K	\$229K	\$233K	\$225K	\$214K	\$249K	\$249K	\$285K	\$249K	\$199K	\$224K
Percent Change from Prior Year	1%	5%	-5%	23%	36%	29%	31%	11%	17%	-13%	-4%	34%	23%

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



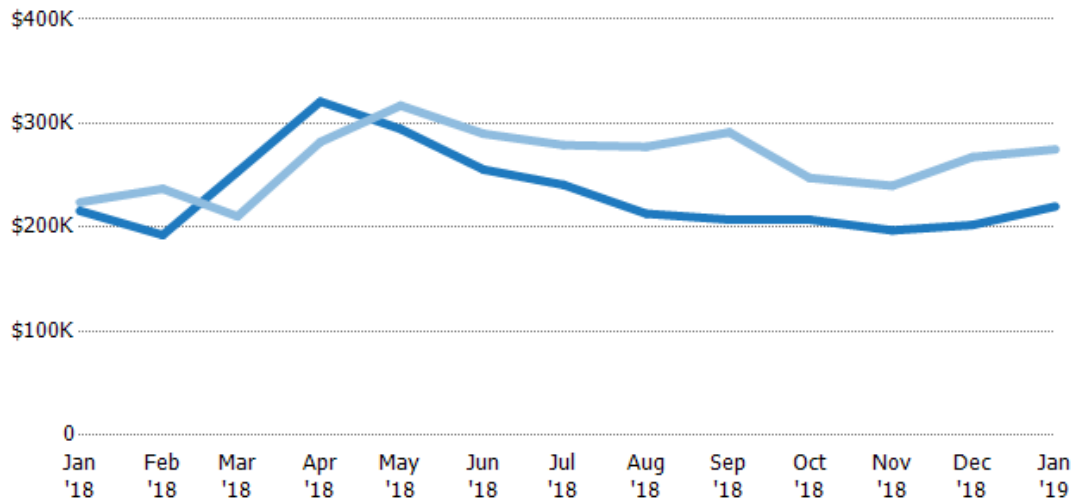
Avg Est Value	\$248K	\$215K	\$300K	\$327K	\$307K	\$269K	\$262K	\$248K	\$255K	\$238K	\$222K	\$215K	\$232K
Avg Listing Price	\$306K	\$304K	\$303K	\$313K	\$386K	\$323K	\$344K	\$320K	\$356K	\$305K	\$321K	\$301K	\$321K
Avg Listing Price as a % of Avg Est Value	123%	142%	101%	96%	126%	120%	132%	129%	140%	128%	144%	140%	138%

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



Median Est Value	\$216K	\$192K	\$253K	\$321K	\$294K	\$255K	\$241K	\$213K	\$207K	\$207K	\$197K	\$202K	\$220K
Median Listing Price	\$224K	\$237K	\$211K	\$282K	\$317K	\$290K	\$279K	\$277K	\$291K	\$247K	\$240K	\$268K	\$275K
Med Listing Price as a % of Med Est Value	104%	123%	83%	88%	108%	113%	116%	130%	140%	119%	122%	132%	125%

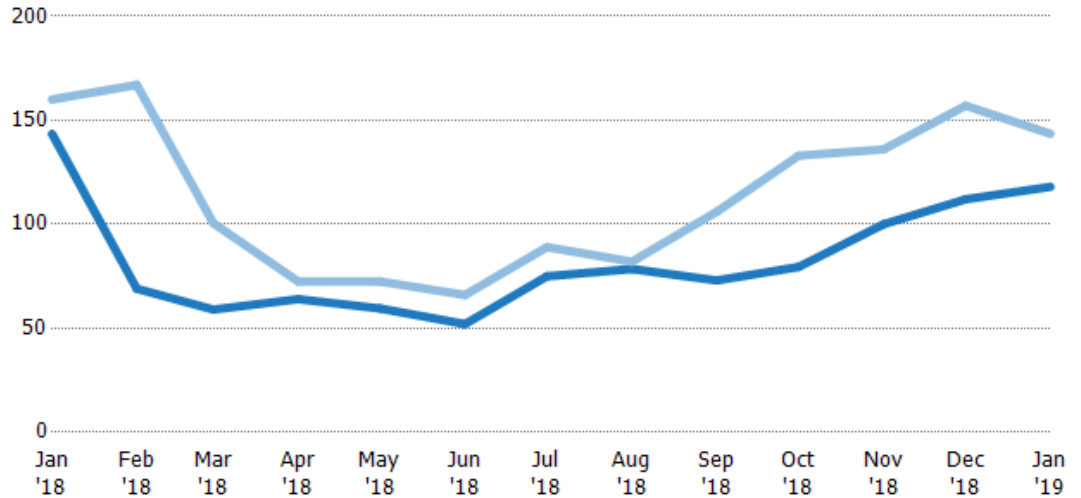
Median Days in RPR

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

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Days	% Chg.
Jan '19	118	-17.8%
Jan '18	144	-10.3%
Jan '17	160	-6.9%



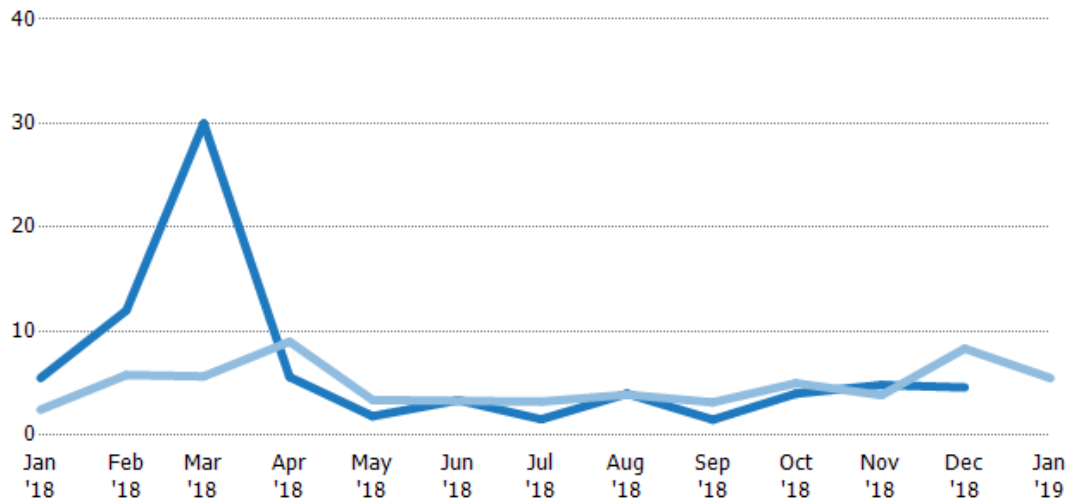
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	144	69	59	64	59.5	52	75	78.5	73	79.5	100	112	118
Prior Year	160	167	101	72.5	72.5	66	89	82	106	133	136	157	144
Percent Change from Prior Year	-10%	-59%	-41%	-12%	-18%	-21%	-16%	-4%	-31%	-40%	-26%	-29%	-18%

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



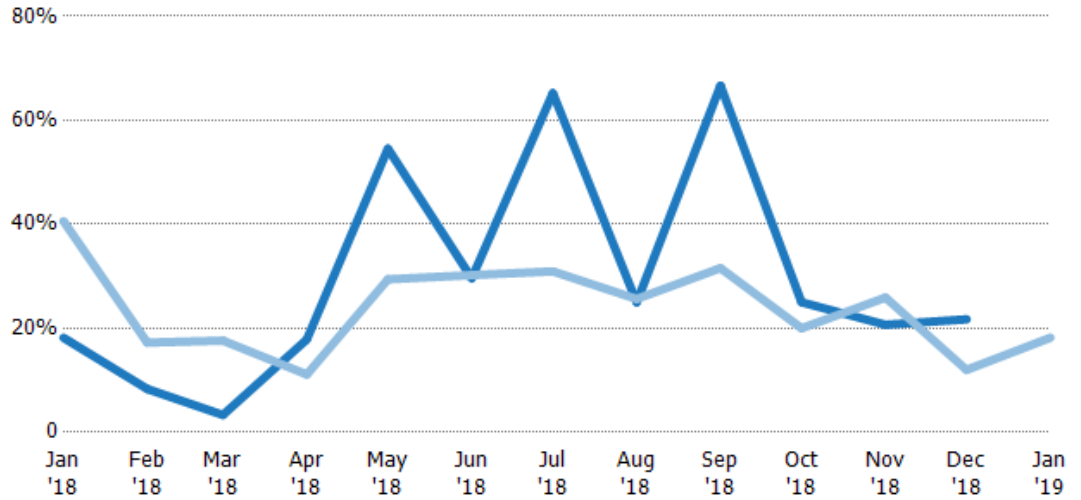
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	5.5	12	30	5.6	1.83	3.38	1.53	4	1.5	4	4.83	4.6	-
Prior Year	2.46	5.8	5.67	9	3.4	3.31	3.23	3.9	3.17	5	3.86	8.33	5.5
Percent Change from Prior Year	123%	107%	429%	-38%	-46%	2%	-53%	3%	-53%	-20%	25%	-45%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



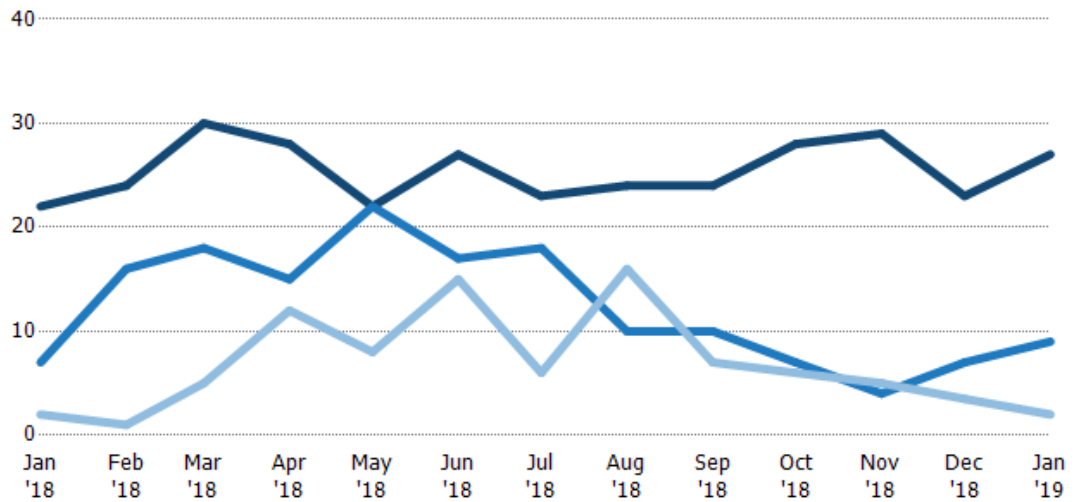
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	18%	8%	3%	18%	55%	30%	65%	25%	67%	25%	21%	22%	-
Prior Year	41%	17%	18%	11%	29%	30%	31%	26%	32%	20%	26%	12%	18%
Change from Prior Year	22%	9%	14%	-7%	-25%	1%	-34%	1%	-35%	-5%	5%	-10%	18%

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
 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
Active	22	24	30	28	22	27	23	24	24	28	29	23	27
Pending	7	16	18	15	22	17	18	10	10	7	4	7	9
Sold	2	1	5	12	8	15	6	16	7	6	5	3.5	2

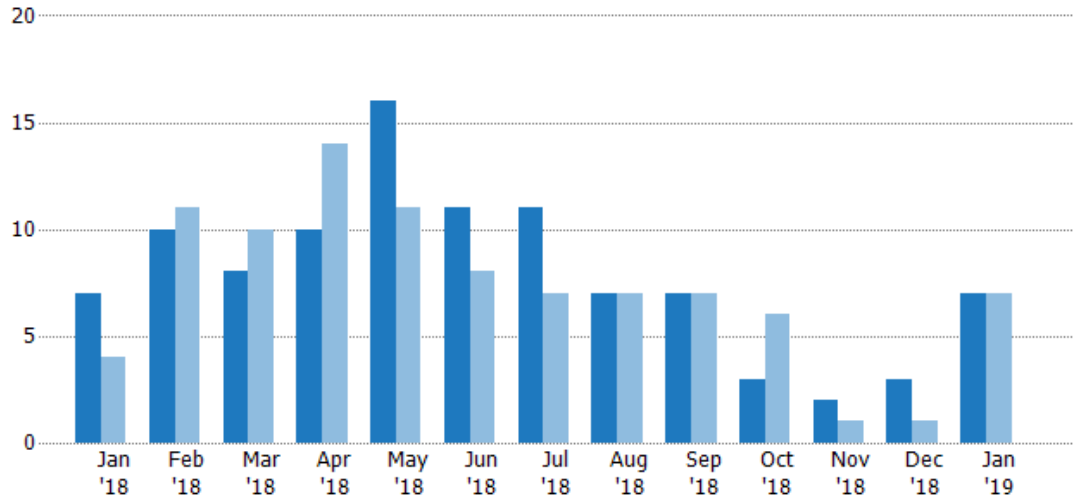
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	7	0%
Jan '18	7	75%
Jan '17	4	50%



	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	7	10	8	10	16	11	11	7	7	3	2	3	7
Prior Year	4	11	10	14	11	8	7	7	7	6	1	1	7
Percent Change from Prior Year	75%	-9%	-20%	-29%	45%	38%	57%	0%	0%	-50%	100%	200%	0%

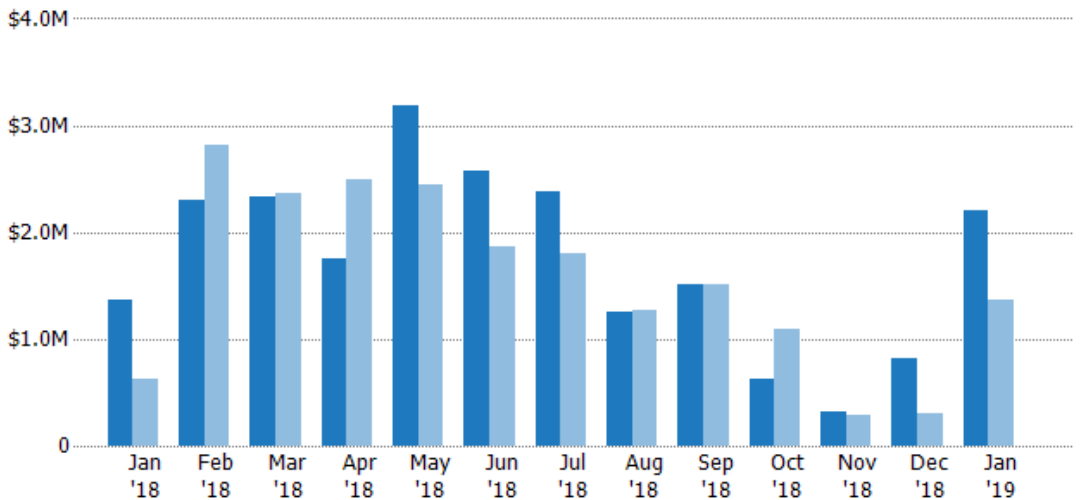
New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Jan '19	\$2.2M	61.2%
Jan '18	\$1.36M	119.2%
Jan '17	\$622K	55%



	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	\$1.36M	\$2.31M	\$2.33M	\$1.76M	\$3.19M	\$2.57M	\$2.39M	\$1.26M	\$1.51M	\$632K	\$319K	\$814K	\$2.2M
Prior Year	\$622K	\$2.82M	\$2.36M	\$2.49M	\$2.45M	\$1.86M	\$1.8M	\$1.26M	\$1.51M	\$1.1M	\$285K	\$300K	\$1.36M
Percent Change from Prior Year	119%	-18%	-1%	-29%	30%	38%	32%	0%	-1%	-42%	12%	171%	61%

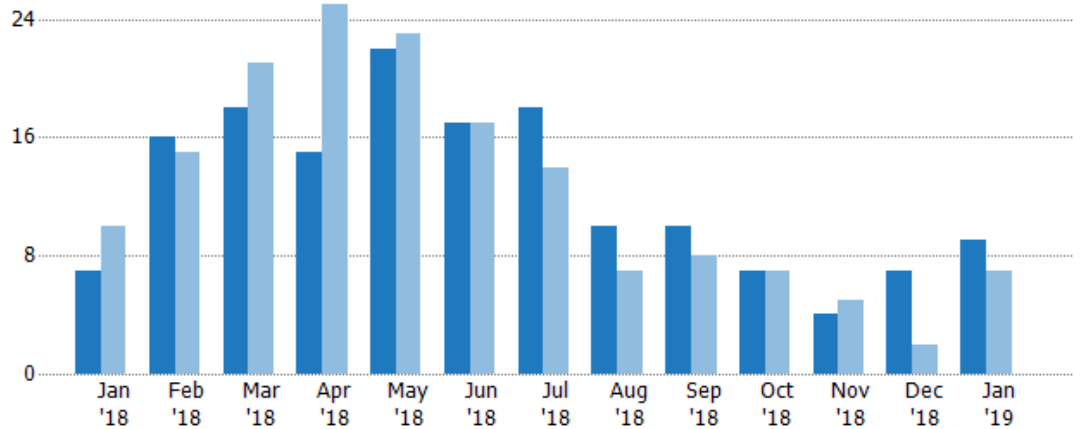
Pending Sales

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

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	9	28.6%
Jan '18	7	-30%
Jan '17	10	-10%



	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	7	16	18	15	22	17	18	10	10	7	4	7	9
Prior Year	10	15	21	25	23	17	14	7	8	7	5	2	7
Percent Change from Prior Year	-30%	7%	-14%	-40%	-4%	0%	29%	43%	25%	0%	-20%	250%	29%

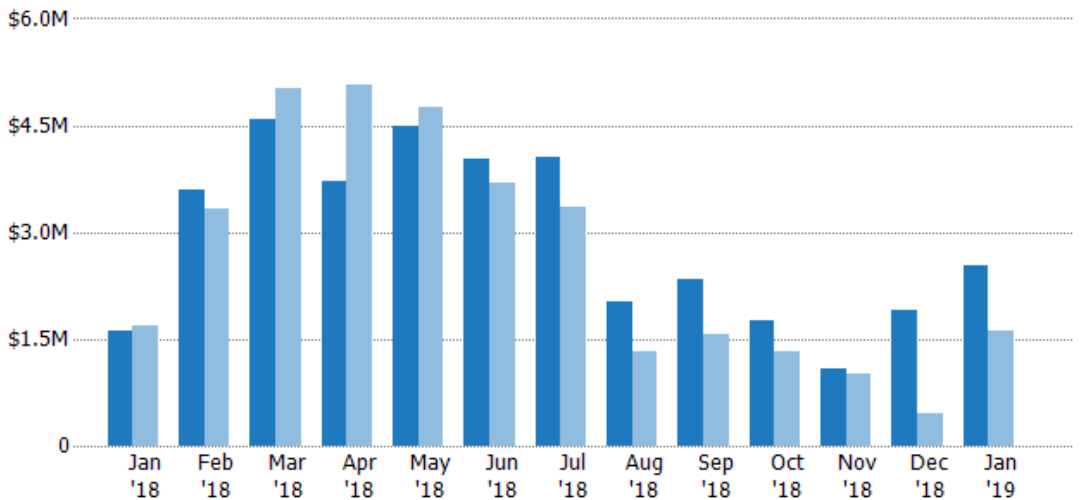
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Jan '19	\$2.53M	57.1%
Jan '18	\$1.61M	-4%
Jan '17	\$1.68M	-6.1%



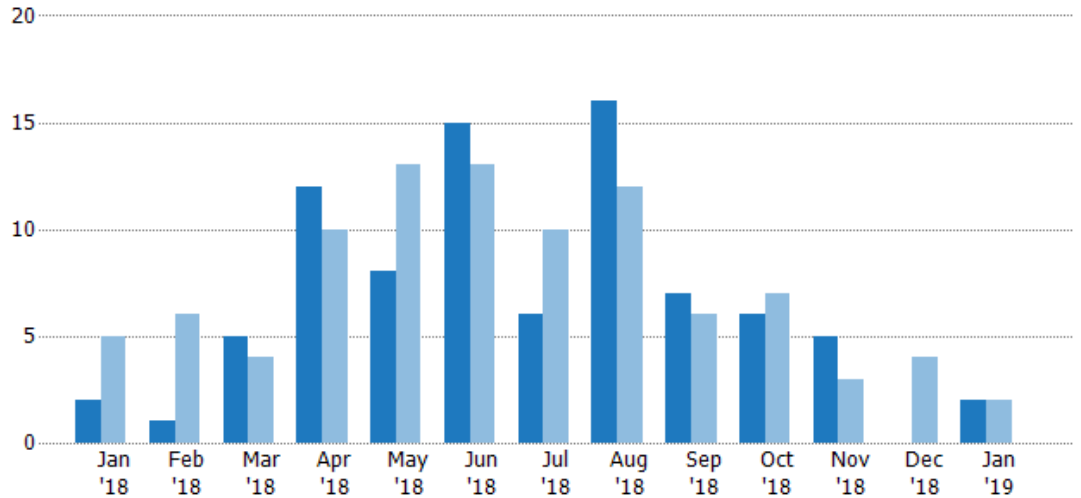
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.61M	\$3.59M	\$4.59M	\$3.72M	\$4.49M	\$4.02M	\$4.05M	\$2.01M	\$2.35M	\$1.75M	\$1.08M	\$1.89M	\$2.53M
Prior Year	\$1.68M	\$3.32M	\$5.02M	\$5.06M	\$4.74M	\$3.69M	\$3.35M	\$1.33M	\$1.58M	\$1.32M	\$999K	\$447K	\$1.61M
Percent Change from Prior Year	-4%	8%	-9%	-26%	-5%	9%	21%	51%	49%	33%	8%	324%	57%

Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



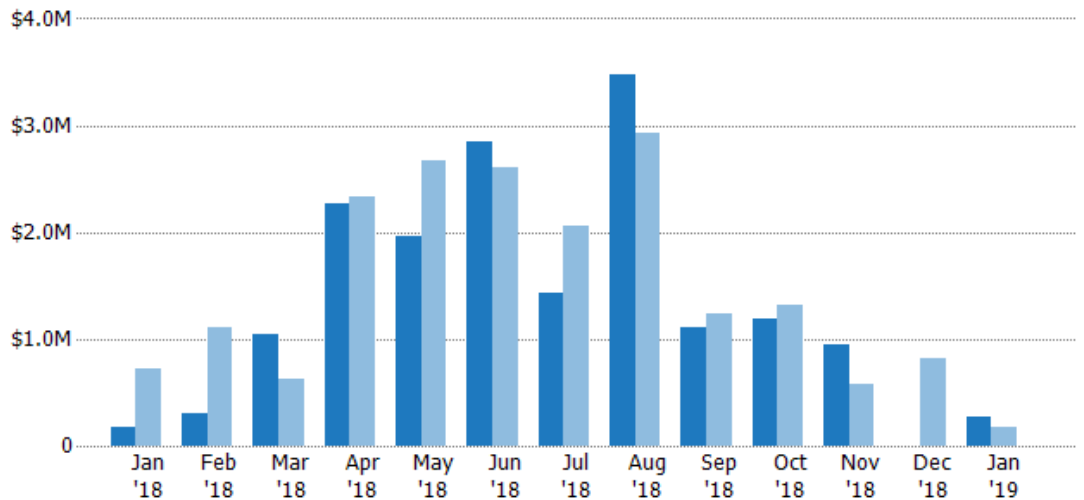
Current Year	2	1	5	12	8	15	6	16	7	6	5	-	2
Prior Year	5	6	4	10	13	13	10	12	6	7	3	4	2
Percent Change from Prior Year	-60%	-83%	25%	20%	-38%	15%	-40%	33%	17%	-14%	67%	-100%	0%

Closed Sales Volume

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

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



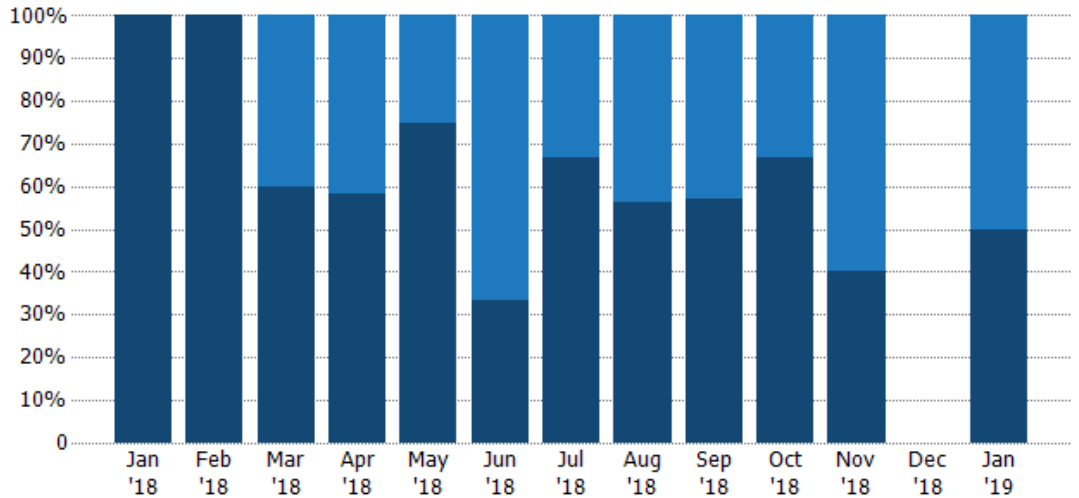
Current Year	\$182K	\$310K	\$1.05M	\$2.27M	\$1.96M	\$2.85M	\$1.43M	\$3.48M	\$1.11M	\$1.18M	\$951K	-	\$274K
Prior Year	\$727K	\$1.12M	\$620K	\$2.34M	\$2.67M	\$2.61M	\$2.06M	\$2.93M	\$1.24M	\$1.32M	\$574K	\$819K	\$182K
Percent Change from Prior Year	-75%	-72%	69%	-3%	-26%	9%	-31%	19%	-11%	-11%	66%	-100%	51%

Closed Sales by Property Type

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

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



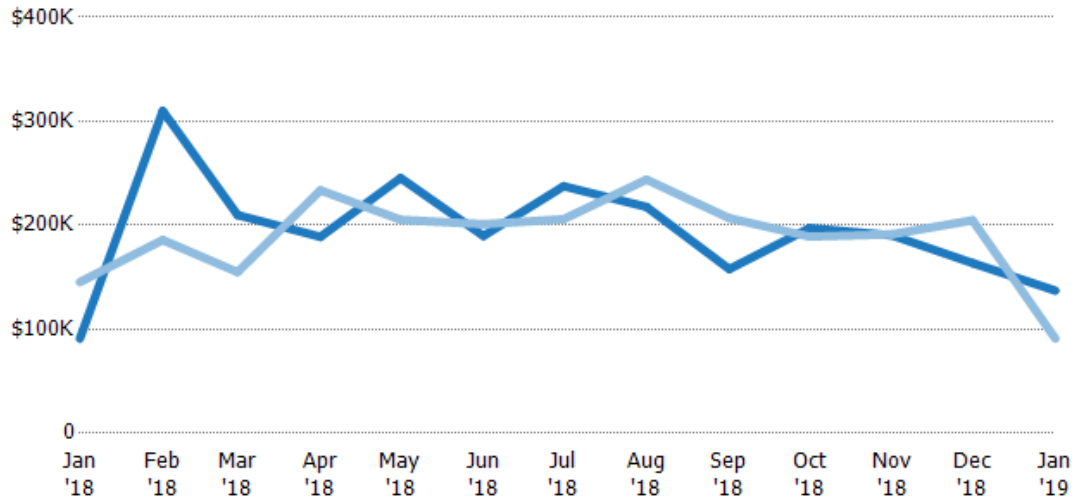
Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Condo/Townhouse	-	-	40%	42%	25%	67%	33%	44%	43%	33%	60%	-	50%
Single Family Residence	100%	100%	60%	58%	75%	33%	67%	56%	57%	67%	40%	-	50%

Average Sales Price

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

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



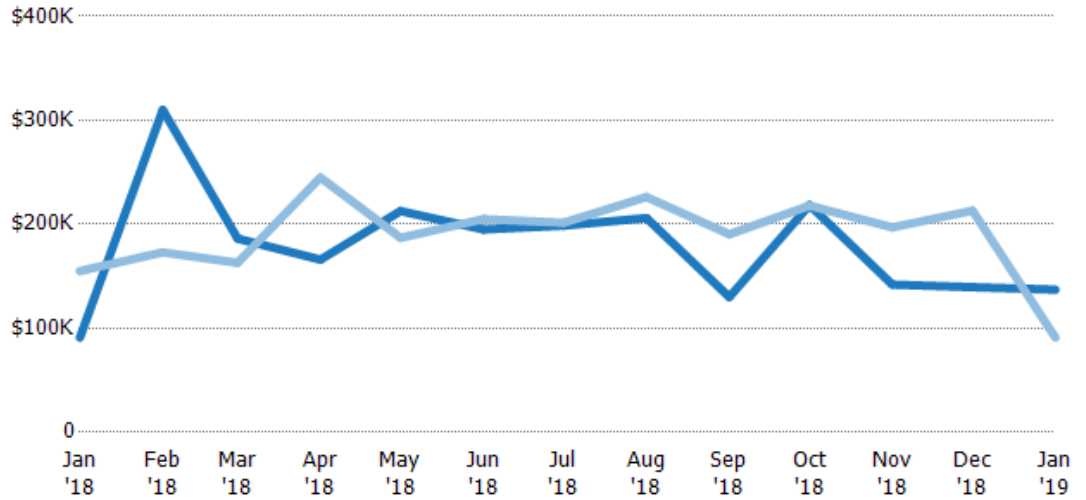
Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$91K	\$310K	\$210K	\$189K	\$245K	\$190K	\$238K	\$218K	\$158K	\$197K	\$190K	\$164K	\$137K
Prior Year	\$145K	\$186K	\$155K	\$234K	\$205K	\$201K	\$206K	\$244K	\$207K	\$189K	\$191K	\$205K	\$91K
Percent Change from Prior Year	-37%	67%	35%	-19%	20%	-6%	15%	-11%	-24%	4%	-1%	-100%	51%

Median Sales Price

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

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



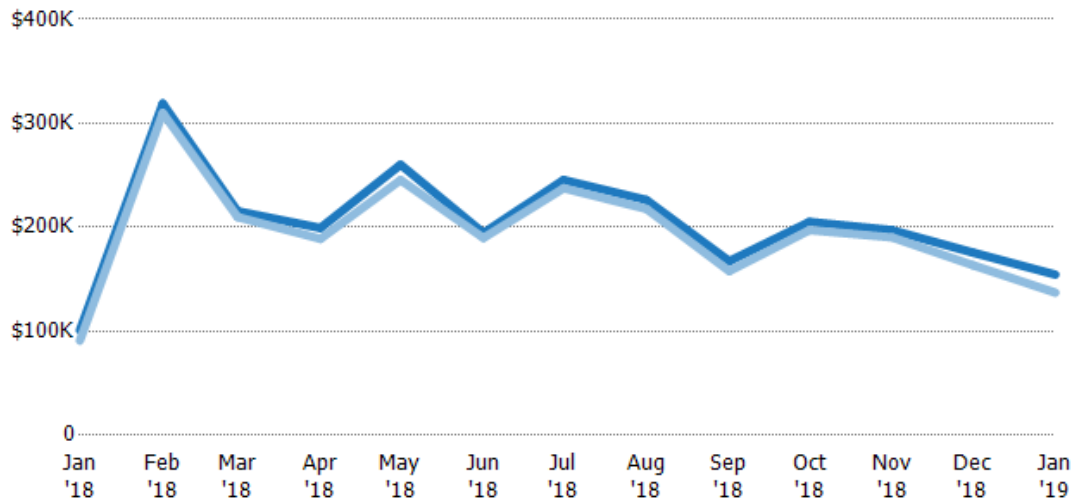
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$91K	\$310K	\$186K	\$166K	\$213K	\$195K	\$199K	\$206K	\$130K	\$219K	\$142K	\$140K	\$137K
Prior Year	\$155K	\$173K	\$163K	\$245K	\$187K	\$205K	\$202K	\$226K	\$190K	\$218K	\$197K	\$213K	\$91K
Percent Change from Prior Year	-41%	79%	14%	-32%	14%	-5%	-1%	-9%	-32%	0%	-28%	-100%	51%

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



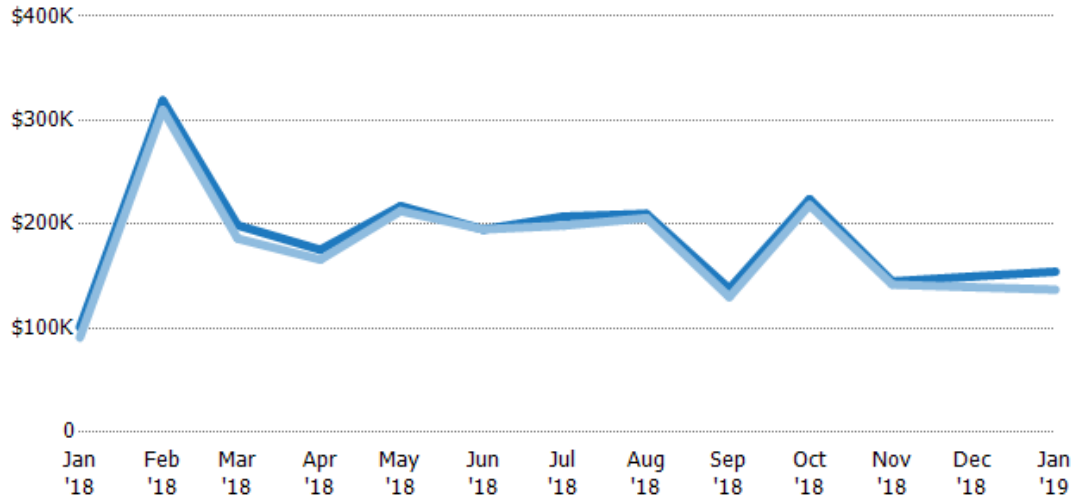
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg List Price	\$101K	\$319K	\$215K	\$199K	\$260K	\$195K	\$246K	\$226K	\$167K	\$205K	\$197K	\$176K	\$154K
Avg Sales Price	\$91K	\$310K	\$210K	\$189K	\$245K	\$190K	\$238K	\$218K	\$158K	\$197K	\$190K	\$164K	\$137K
Avg Sales Price as a % of Avg List Price	90%	97%	97%	95%	94%	98%	97%	96%	94%	96%	96%	93%	89%

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



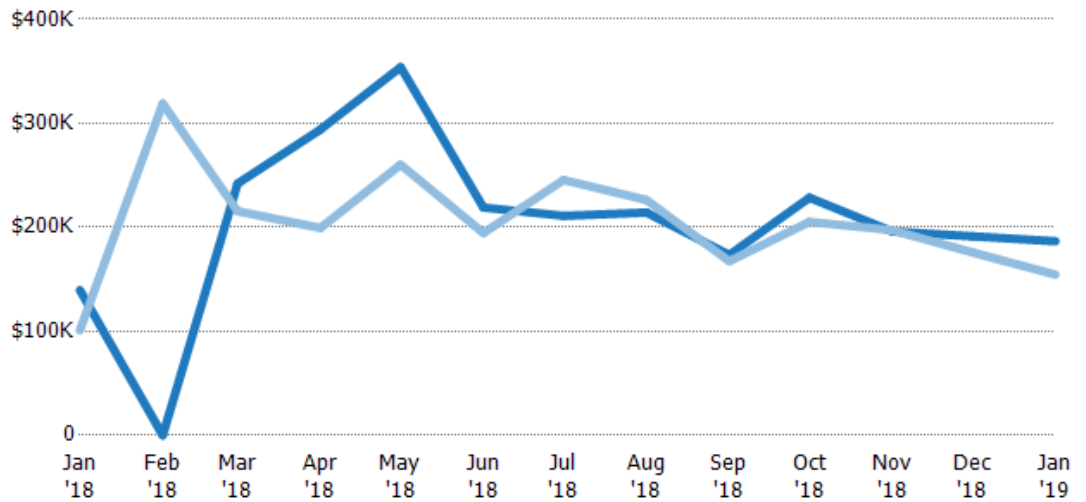
Median List Price	\$101K	\$319K	\$199K	\$175K	\$218K	\$195K	\$207K	\$210K	\$138K	\$224K	\$145K	\$150K	\$154K
Median Sales Price	\$91K	\$310K	\$186K	\$166K	\$213K	\$195K	\$199K	\$206K	\$130K	\$219K	\$142K	\$140K	\$137K
Med Sales Price as a % of Med List Price	90%	97%	94%	95%	98%	100%	96%	98%	94%	97%	98%	93%	89%

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



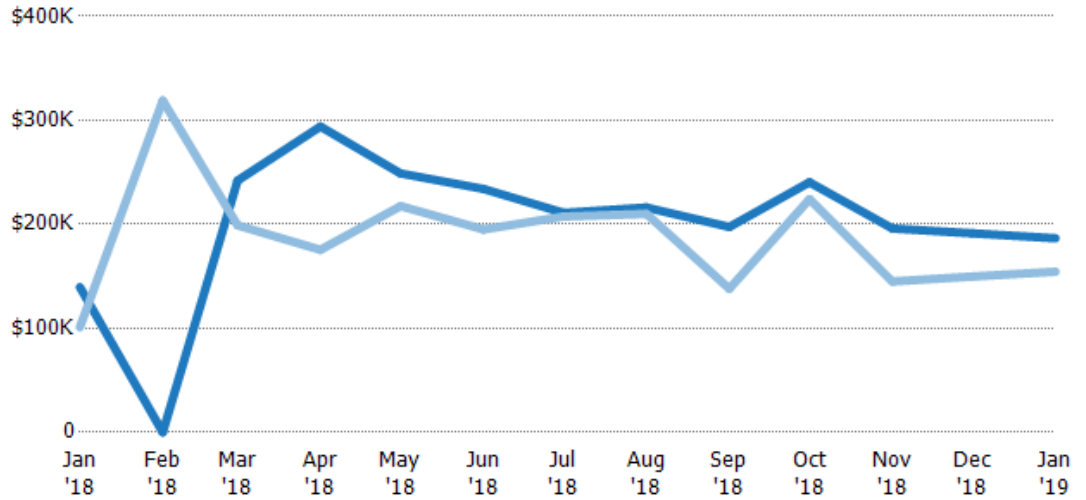
Avg Est Value	\$140K	\$0	\$242K	\$294K	\$354K	\$219K	\$211K	\$214K	\$173K	\$228K	\$196K	\$191K	\$187K
Avg Sales Price	\$101K	\$319K	\$215K	\$199K	\$260K	\$195K	\$246K	\$226K	\$167K	\$205K	\$197K	\$176K	\$154K
Avg Sales Price as a % of Avg Est Value	72%	100%	89%	68%	74%	89%	116%	106%	96%	90%	101%	92%	83%

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



Median Est Value	\$140K	\$0	\$242K	\$294K	\$249K	\$234K	\$211K	\$216K	\$197K	\$240K	\$196K	\$191K	\$187K
Median Sales Price	\$101K	\$319K	\$199K	\$175K	\$218K	\$195K	\$207K	\$210K	\$138K	\$224K	\$145K	\$150K	\$154K
Med Sales Price as a % of Med Est Value	72%	100%	82%	60%	87%	83%	98%	97%	70%	93%	74%	78%	83%