

## 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 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	13	-30.8%	18	19	-5.3%
New Listing Volume	\$2,316,900	\$3,771,500	-38.6%	\$4,642,700	\$6,128,300	-24.2%
Active Listing Count	24	24	+/-	N/A	N/A	
Active Listing Volume	\$8,040,480	\$7,303,780	+10.1%	N/A	N/A	
Average Listing Price	\$335,020	\$304,324	+10.1%	\$326,619	\$291,847	+11.9%
Median Listing Price	\$276,950	\$237,000	+16.9%	\$273,960	\$230,783	+18.7%
Median Days in RPR	128	69	+85.5%	127.4	118.67	+7.4%
Months of Inventory	12	12	+/-	16.7	4.2	+298.6%
Absorption Rate	8.33%	8.33%	+/-	6%	23.91%	-17.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	10	+/-	16	17	-5.9%
New Pending Sales Volume	\$2,116,900	\$2,305,000	-8.2%	\$4,257,780	\$3,668,200	+16.1%
Pending Sales Count	16	16	+/-	N/A	N/A	
Pending Sales Volume	\$3,887,800	\$3,594,200	+8.2%	N/A	N/A	
Closed Sales Count	3	1	+200%	5	3	+66.7%
Closed Sales Volume	\$823,520	\$310,000	+165.7%	\$1,097,770	\$492,000	+123.1%
Average Sales Price	\$274,507	\$310,000	-11.4%	\$219,554	\$164,000	+33.9%
Median Sales Price	\$180,000	\$310,000	-41.9%	\$162,850	\$164,000	-0.7%

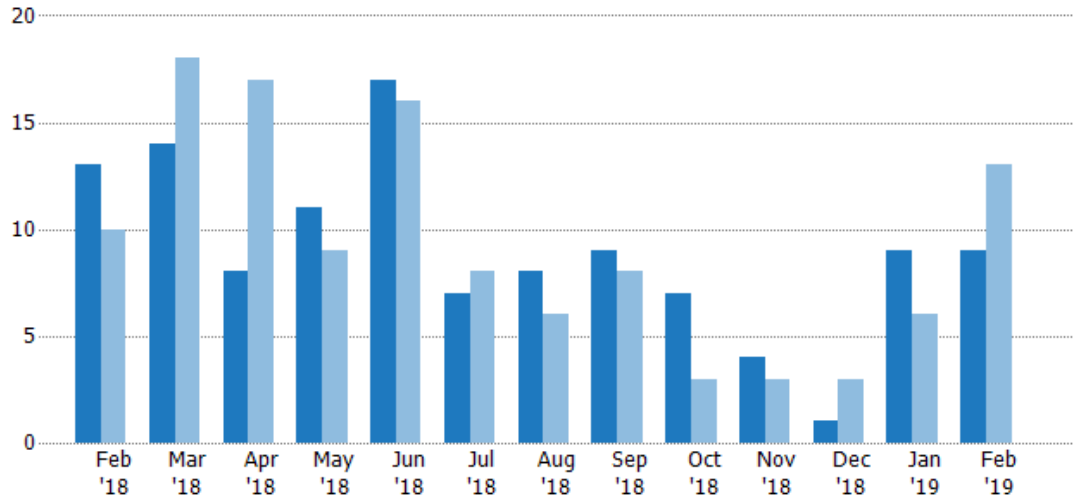
## New Listings

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.
Feb '19	9	-30.8%
Feb '18	13	30%
Feb '17	10	90%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	13	14	8	11	17	7	8	9	7	4	1	9	9
Prior Year	10	18	17	9	16	8	6	8	3	3	3	6	13
Percent Change from Prior Year	30%	-22%	-53%	22%	6%	-13%	33%	13%	133%	33%	-67%	50%	-31%

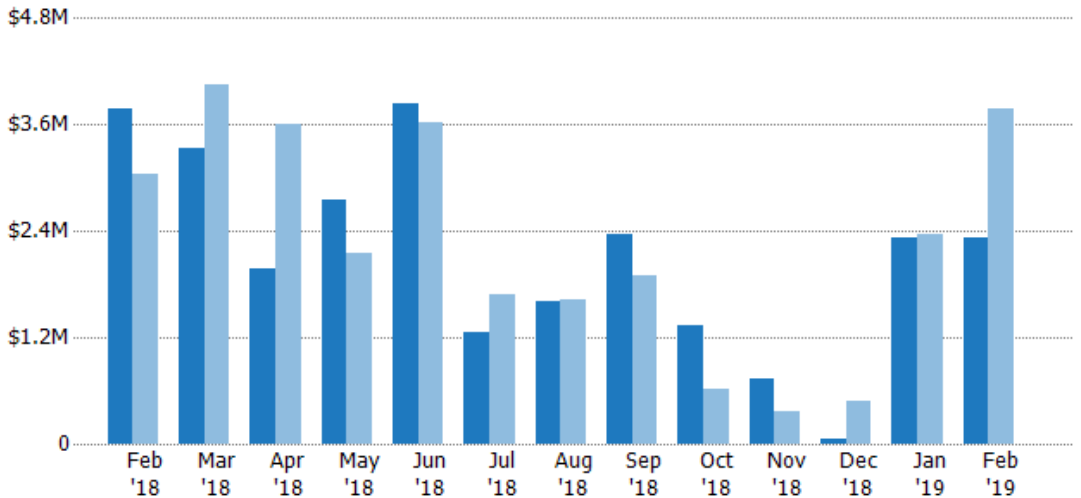
## New Listing Volume

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.
Feb '19	\$2.32M	-38.6%
Feb '18	\$3.77M	23.7%
Feb '17	\$3.05M	57.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$3.77M	\$3.34M	\$1.97M	\$2.75M	\$3.84M	\$1.26M	\$1.62M	\$2.36M	\$1.33M	\$728K	\$56.5K	\$2.33M	\$2.32M
Prior Year	\$3.05M	\$4.06M	\$3.61M	\$2.15M	\$3.62M	\$1.69M	\$1.63M	\$1.9M	\$617K	\$359K	\$488K	\$2.36M	\$3.77M
Percent Change from Prior Year	24%	-18%	-45%	28%	6%	-25%	-1%	24%	115%	103%	-88%	-1%	-39%

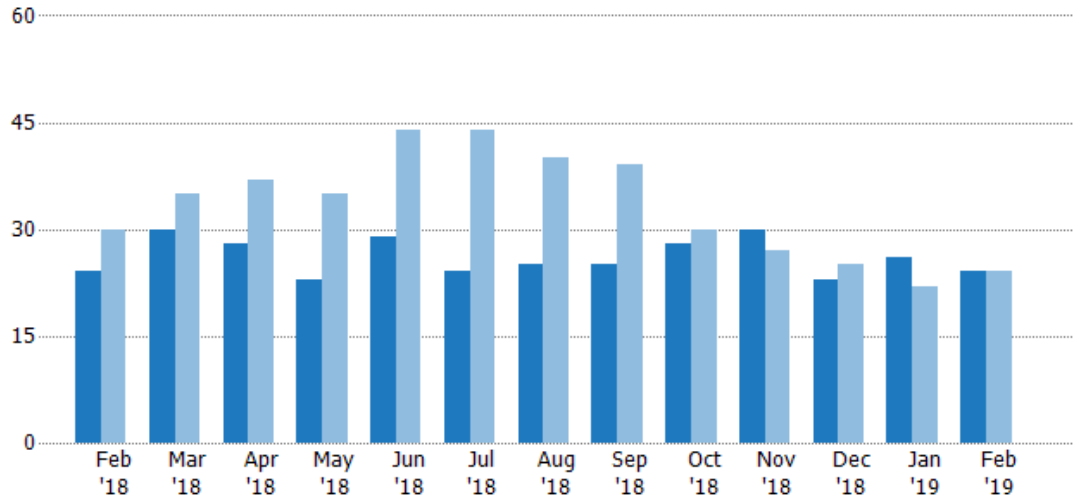
## Active Listings

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.
Feb '19	24	0%
Feb '18	24	-20%
Feb '17	30	73.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	24	30	28	23	29	24	25	25	28	30	23	26	24
Prior Year	30	35	37	35	44	44	40	39	30	27	25	22	24
Percent Change from Prior Year	-20%	-14%	-24%	-34%	-34%	-45%	-38%	-36%	-7%	11%	-8%	18%	0%

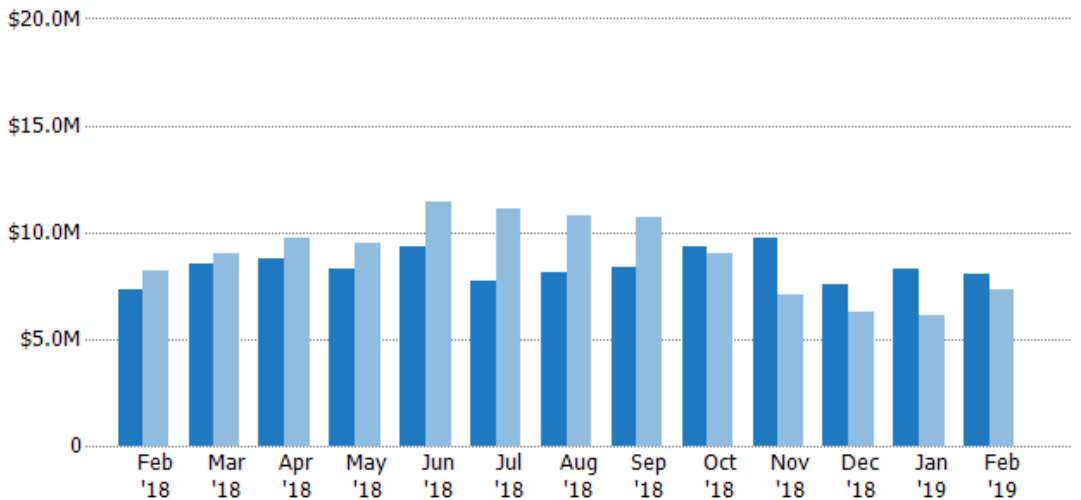
## Active Listing Volume

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.
Feb '19	\$8.04M	10.1%
Feb '18	\$7.3M	-11.1%
Feb '17	\$8.22M	46.4%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$7.3M	\$8.49M	\$8.74M	\$8.31M	\$9.36M	\$7.74M	\$8.09M	\$8.36M	\$9.31M	\$9.71M	\$7.51M	\$8.29M	\$8.04M
Prior Year	\$8.22M	\$8.98M	\$9.77M	\$9.47M	\$11.5M	\$11.1M	\$10.8M	\$10.7M	\$9M	\$7.04M	\$6.23M	\$6.12M	\$7.3M
Percent Change from Prior Year	-11%	-6%	-10%	-12%	-18%	-30%	-25%	-22%	3%	38%	21%	35%	10%

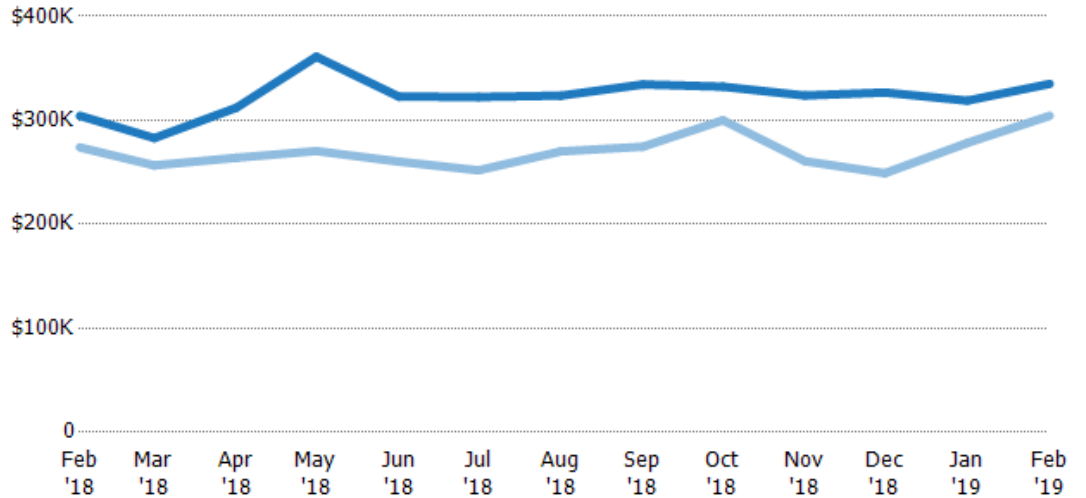
## Average Listing Price

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.
Feb '19	\$335K	10.1%
Feb '18	\$304K	11.1%
Feb '17	\$274K	-15.6%



Current Year	\$304K	\$283K	\$312K	\$361K	\$323K	\$322K	\$324K	\$334K	\$332K	\$324K	\$327K	\$319K	\$335K
Prior Year	\$274K	\$257K	\$264K	\$270K	\$260K	\$252K	\$270K	\$275K	\$300K	\$261K	\$249K	\$278K	\$304K
Percent Change from Prior Year	11%	10%	18%	34%	24%	28%	20%	22%	11%	24%	31%	15%	10%

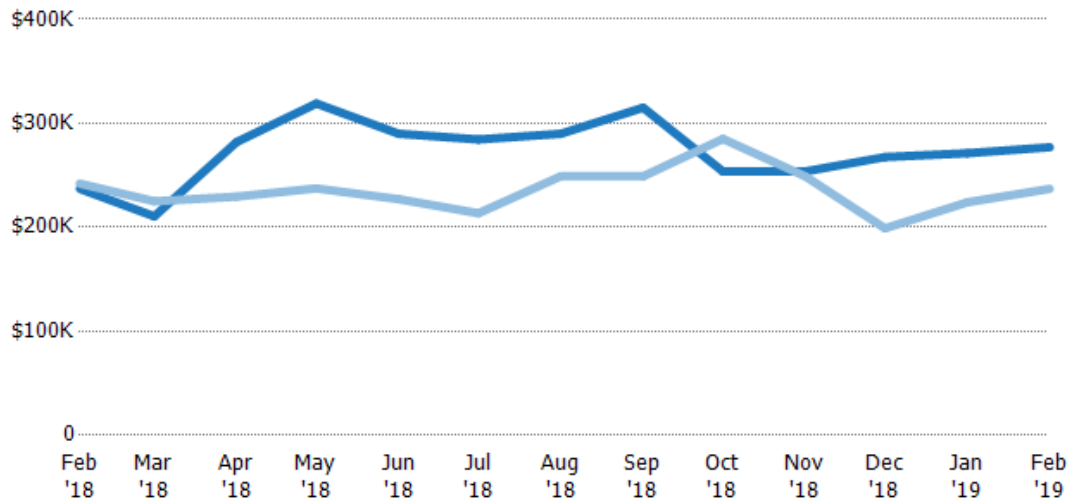
## Median Listing Price

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.
Feb '19	\$277K	16.9%
Feb '18	\$237K	-2.1%
Feb '17	\$242K	-16.4%



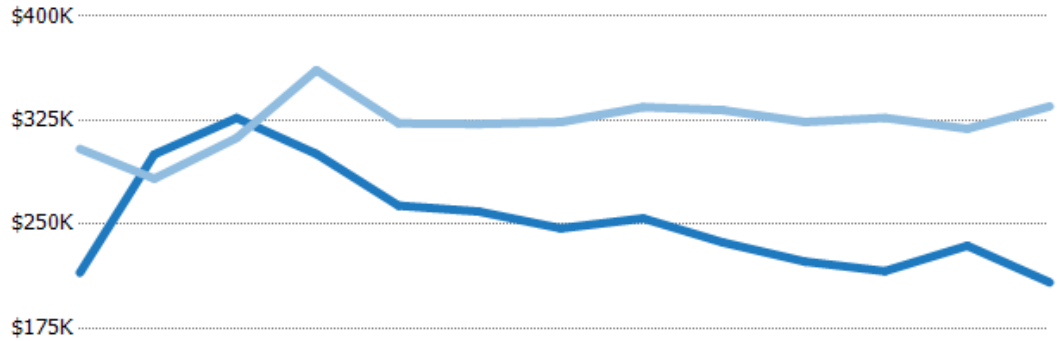
Current Year	\$237K	\$211K	\$282K	\$319K	\$290K	\$284K	\$290K	\$315K	\$254K	\$254K	\$268K	\$271K	\$277K
Prior Year	\$242K	\$225K	\$230K	\$237K	\$227K	\$214K	\$249K	\$249K	\$285K	\$249K	\$199K	\$224K	\$237K
Percent Change from Prior Year	-2%	-6%	23%	34%	28%	33%	16%	27%	-11%	2%	34%	21%	17%

## 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



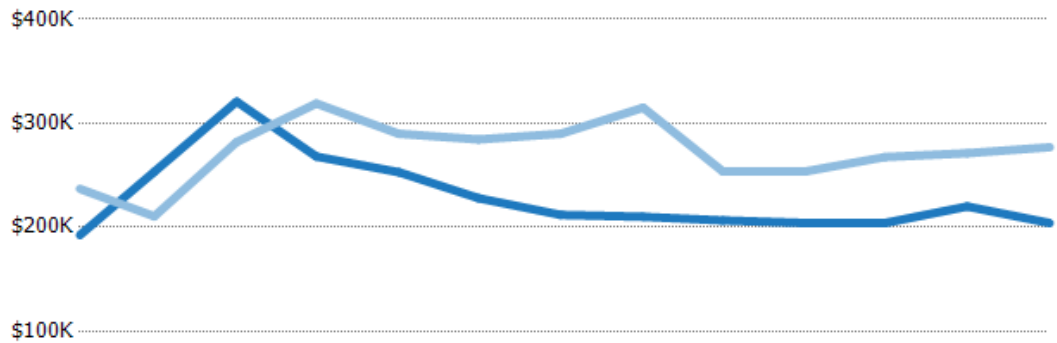
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$215K	\$300K	\$327K	\$301K	\$263K	\$259K	\$247K	\$254K	\$237K	\$223K	\$216K	\$234K	\$208K
Avg Listing Price	\$304K	\$283K	\$312K	\$361K	\$323K	\$322K	\$324K	\$334K	\$332K	\$324K	\$327K	\$319K	\$335K
Avg Listing Price as a % of Avg Est Value	142%	94%	96%	120%	123%	124%	131%	132%	140%	145%	151%	136%	161%

## 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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$192K	\$253K	\$321K	\$268K	\$253K	\$228K	\$212K	\$210K	\$207K	\$204K	\$204K	\$220K	\$204K
Median Listing Price	\$237K	\$211K	\$282K	\$319K	\$290K	\$284K	\$290K	\$315K	\$254K	\$254K	\$268K	\$271K	\$277K
Med Listing Price as a % of Med Est Value	123%	83%	88%	119%	115%	125%	137%	150%	123%	124%	131%	123%	136%

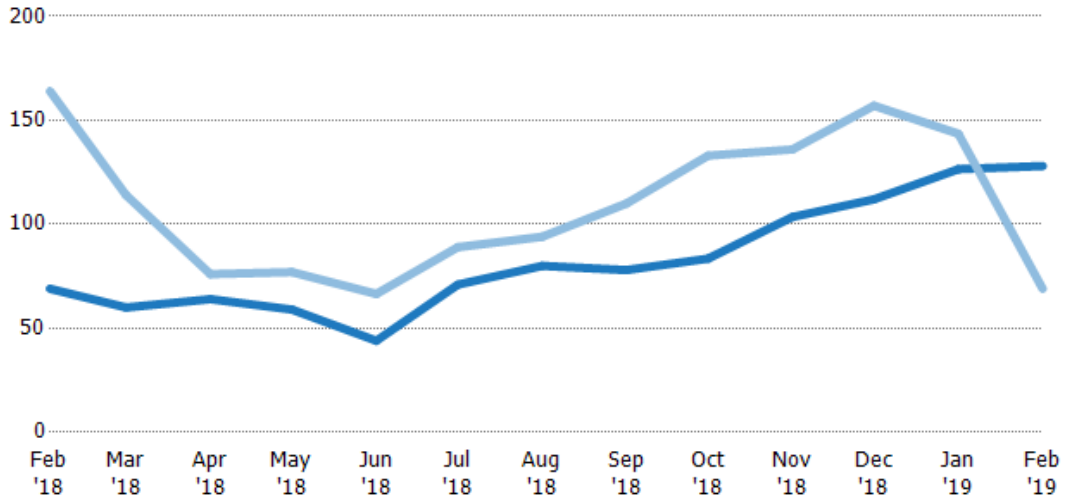
## Median Days in RPR

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.
Feb '19	128	85.5%
Feb '18	69	-57.9%
Feb '17	164	-26.5%



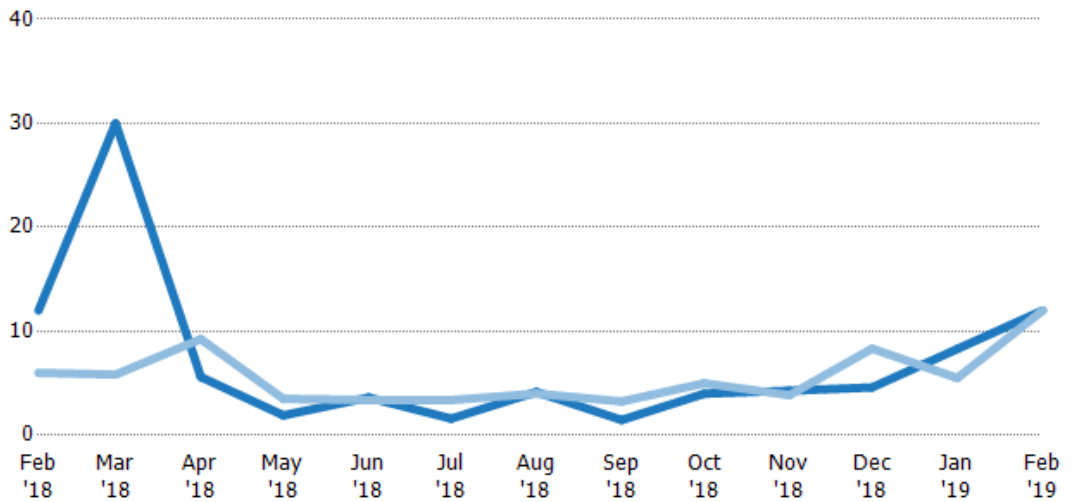
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	69	60	64	59	44	71	80	78	83.5	104	112	127	128
Prior Year	164	114	76	77	66.5	89	94	110	133	136	157	144	69
Percent Change from Prior Year	-58%	-47%	-16%	-23%	-34%	-20%	-15%	-29%	-37%	-24%	-29%	-12%	86%

## 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



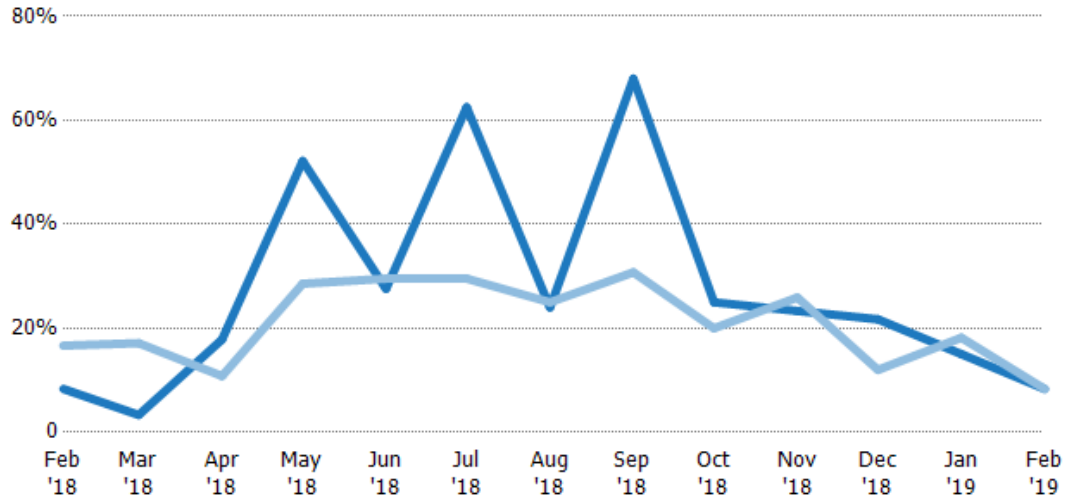
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	12	30	5.6	1.92	3.63	1.6	4.17	1.47	4	4.29	4.6	8.3	12
Prior Year	6	5.83	9.25	3.5	3.38	3.38	4	3.25	5	3.86	8.33	5.5	12
Percent Change from Prior Year	100%	414%	-39%	-45%	7%	-53%	4%	-55%	-20%	11%	-45%	-100%	0%

## 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



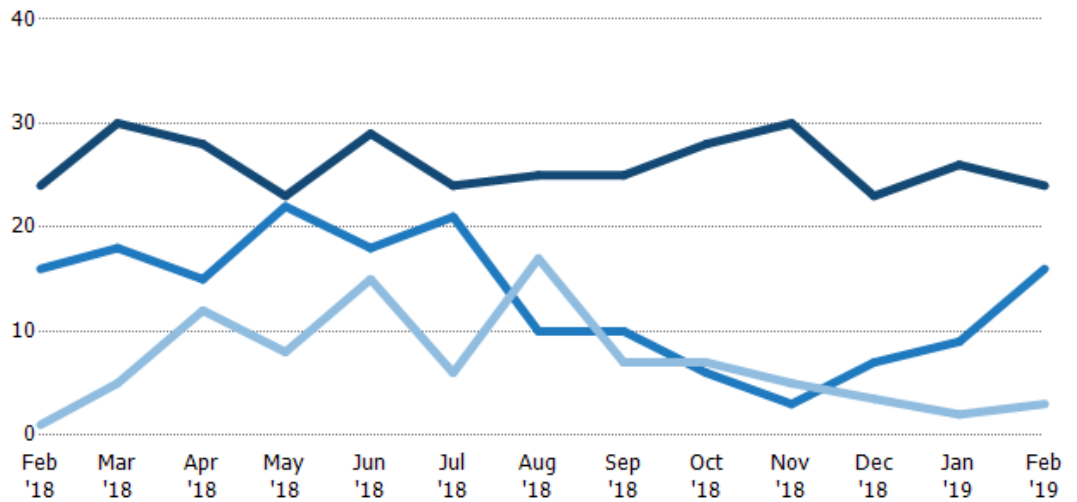
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	8%	3%	18%	52%	28%	63%	24%	68%	25%	23%	22%	15%	8%
Prior Year	17%	17%	11%	29%	30%	30%	25%	31%	20%	26%	12%	18%	8%
Change from Prior Year	8%	14%	-7%	-24%	2%	-33%	1%	-37%	-5%	3%	-10%	18%	0%

## 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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	24	30	28	23	29	24	25	25	28	30	23	26	24
Pending	16	18	15	22	18	21	10	10	6	3	7	9	16
Sold	1	5	12	8	15	6	17	7	7	5	3.5	2	3

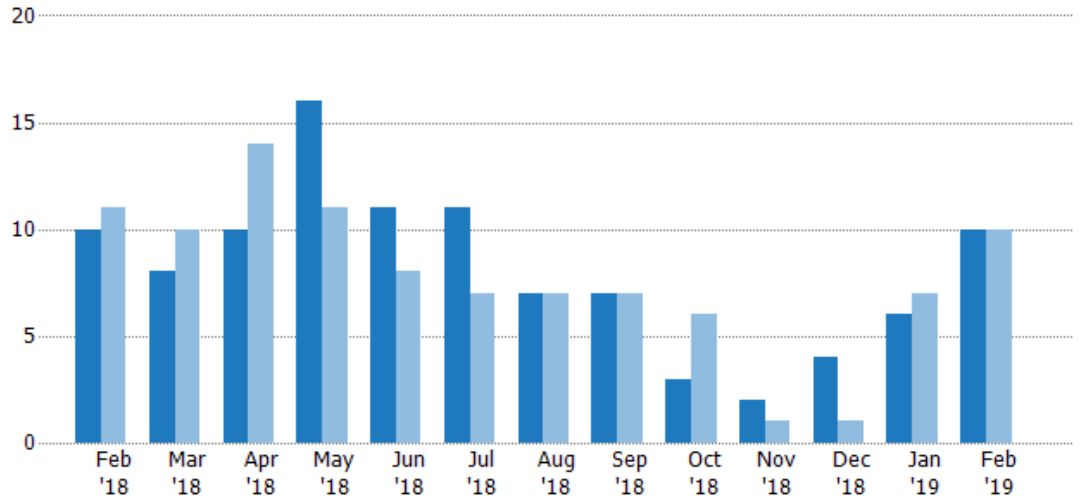
## New Pending Sales

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

### Filters Used

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

Month/Year	Count	% Chg.
Feb '19	10	0%
Feb '18	10	-9.1%
Feb '17	11	0%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	10	8	10	16	11	11	7	7	3	2	4	6	10
Prior Year	11	10	14	11	8	7	7	7	6	1	1	7	10
Percent Change from Prior Year	-9%	-20%	-29%	45%	38%	57%	0%	0%	-50%	100%	300%	-14%	0%

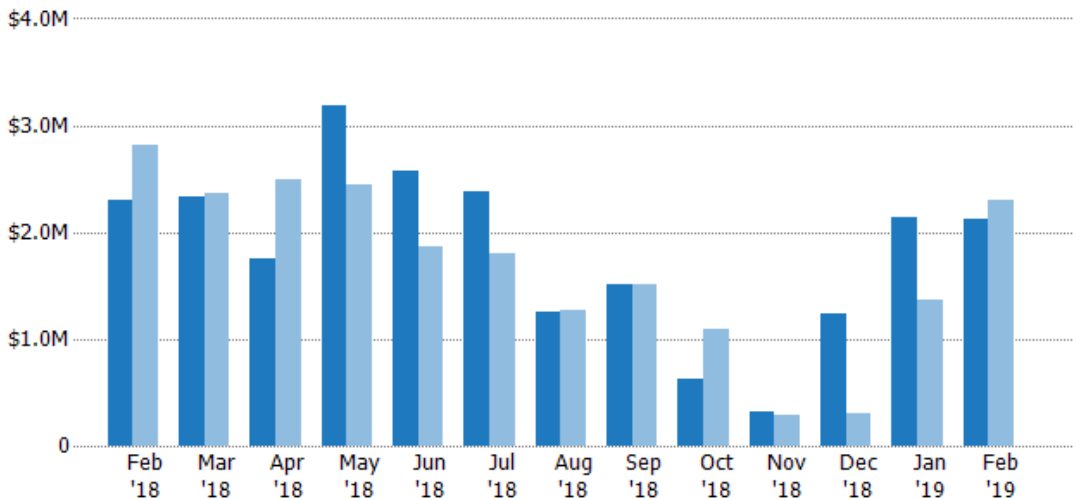
## New Pending Sales Volume

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.
Feb '19	\$2.12M	-8.2%
Feb '18	\$2.31M	-18.3%
Feb '17	\$2.82M	-26.8%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$2.31M	\$2.33M	\$1.76M	\$3.19M	\$2.57M	\$2.39M	\$1.26M	\$1.51M	\$632K	\$319K	\$1.24M	\$2.14M	\$2.12M
Prior Year	\$2.82M	\$2.36M	\$2.49M	\$2.45M	\$1.86M	\$1.8M	\$1.26M	\$1.51M	\$1.1M	\$285K	\$300K	\$1.36M	\$2.31M
Percent Change from Prior Year	-18%	-1%	-29%	30%	38%	32%	0%	-1%	-42%	12%	314%	57%	-8%



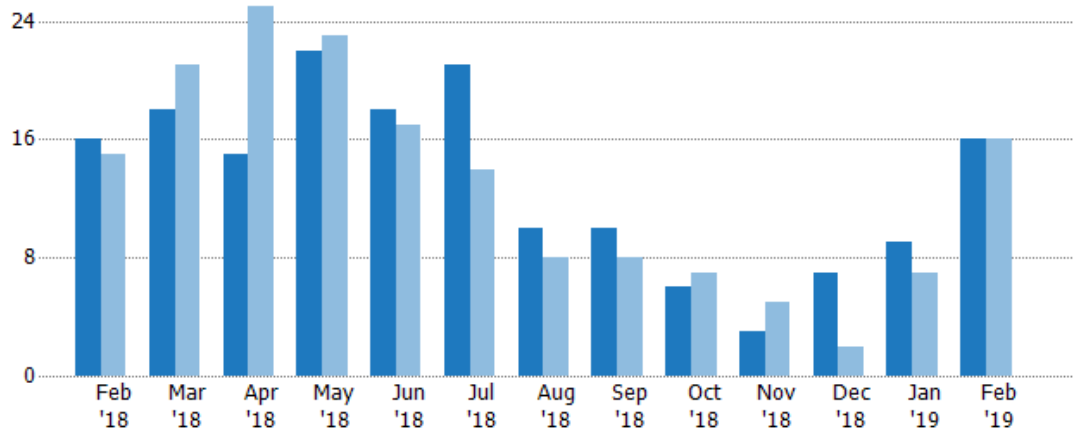
## Pending Sales

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.
Feb '19	16	0%
Feb '18	16	6.7%
Feb '17	15	13.3%



Current Year	16	18	15	22	18	21	10	10	6	3	7	9	16
Prior Year	15	21	25	23	17	14	8	8	7	5	2	7	16
Percent Change from Prior Year	7%	-14%	-40%	-4%	6%	50%	25%	25%	-14%	-40%	250%	29%	0%

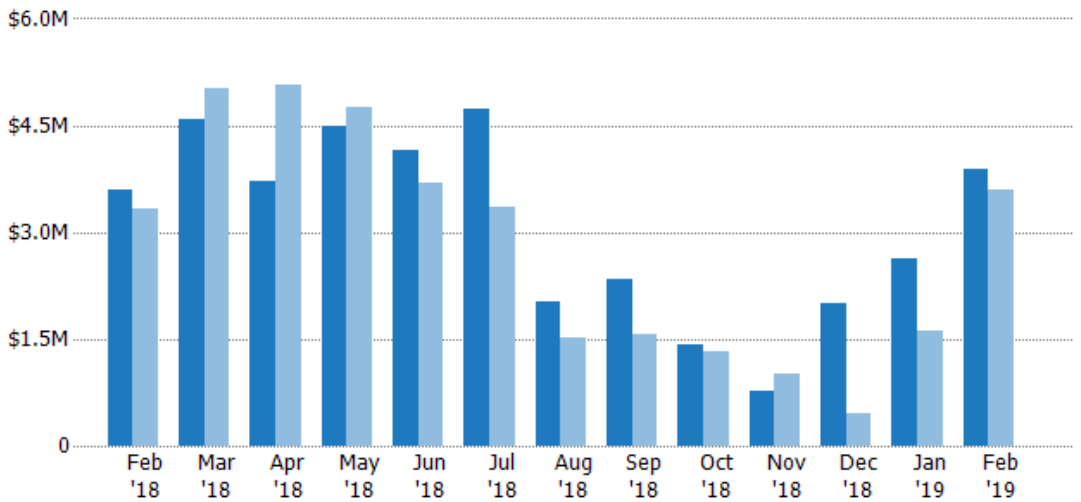
## Pending Sales Volume

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.
Feb '19	\$3.89M	8.2%
Feb '18	\$3.59M	8.1%
Feb '17	\$3.32M	5.9%



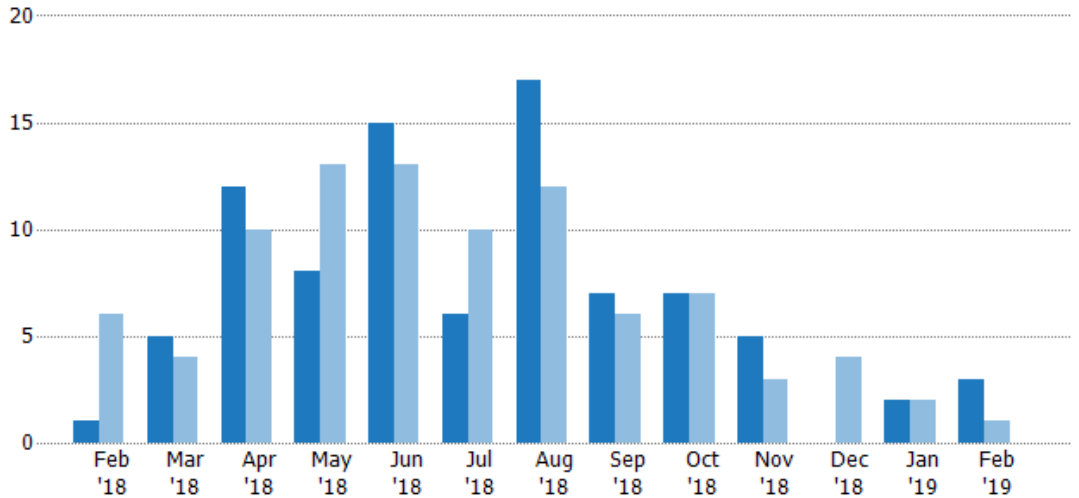
Current Year	\$3.59M	\$4.59M	\$3.72M	\$4.49M	\$4.15M	\$4.73M	\$2.01M	\$2.35M	\$1.43M	\$761K	\$2M	\$2.64M	\$3.89M
Prior Year	\$3.32M	\$5.02M	\$5.06M	\$4.74M	\$3.69M	\$3.35M	\$1.52M	\$1.58M	\$1.32M	\$999K	\$447K	\$1.61M	\$3.59M
Percent Change from Prior Year	8%	-9%	-26%	-5%	12%	41%	32%	49%	8%	-24%	348%	64%	8%

## 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



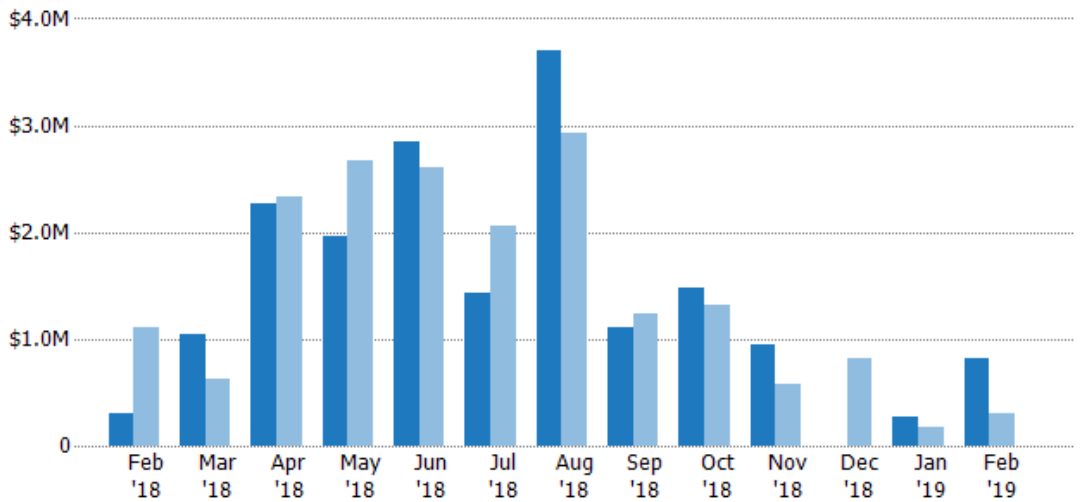
Current Year	1	5	12	8	15	6	17	7	7	5	-	2	3
Prior Year	6	4	10	13	13	10	12	6	7	3	4	2	1
Percent Change from Prior Year	-83%	25%	20%	-38%	15%	-40%	42%	17%	0%	67%	-100%	0%	200%

## 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



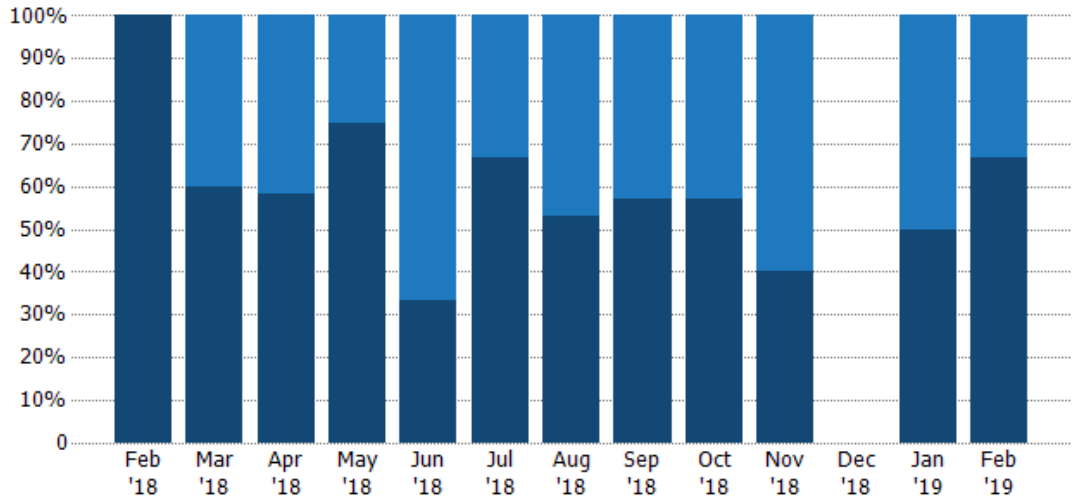
Current Year	\$310K	\$1.05M	\$2.27M	\$1.96M	\$2.85M	\$1.43M	\$3.7M	\$1.11M	\$1.47M	\$951K	-	\$274K	\$824K
Prior Year	\$1.12M	\$620K	\$2.34M	\$2.67M	\$2.61M	\$2.06M	\$2.93M	\$1.24M	\$1.32M	\$574K	\$819K	\$182K	\$310K
Percent Change from Prior Year	-72%	69%	-3%	-26%	9%	-31%	26%	-11%	11%	66%	-100%	51%	166%

## 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



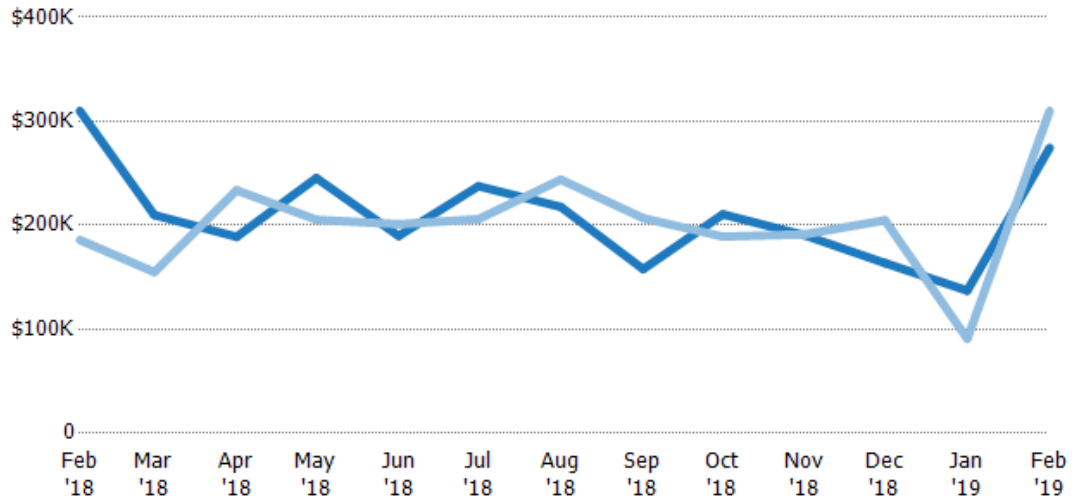
Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Condo/Townhouse	-	40%	42%	25%	67%	33%	47%	43%	43%	60%	-	50%	33%
Single Family Residence	100%	60%	58%	75%	33%	67%	53%	57%	57%	40%	-	50%	67%

## 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



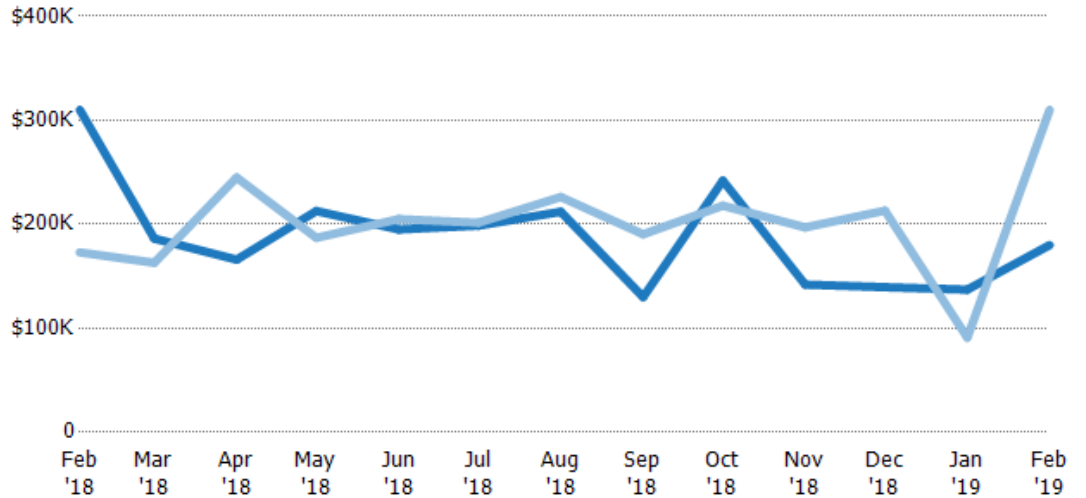
Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$310K	\$210K	\$189K	\$245K	\$190K	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K
Prior Year	\$186K	\$155K	\$234K	\$205K	\$201K	\$206K	\$244K	\$207K	\$189K	\$191K	\$205K	\$91K	\$310K
Percent Change from Prior Year	67%	35%	-19%	20%	-6%	15%	-11%	-24%	11%	-1%	-100%	51%	-11%

## 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



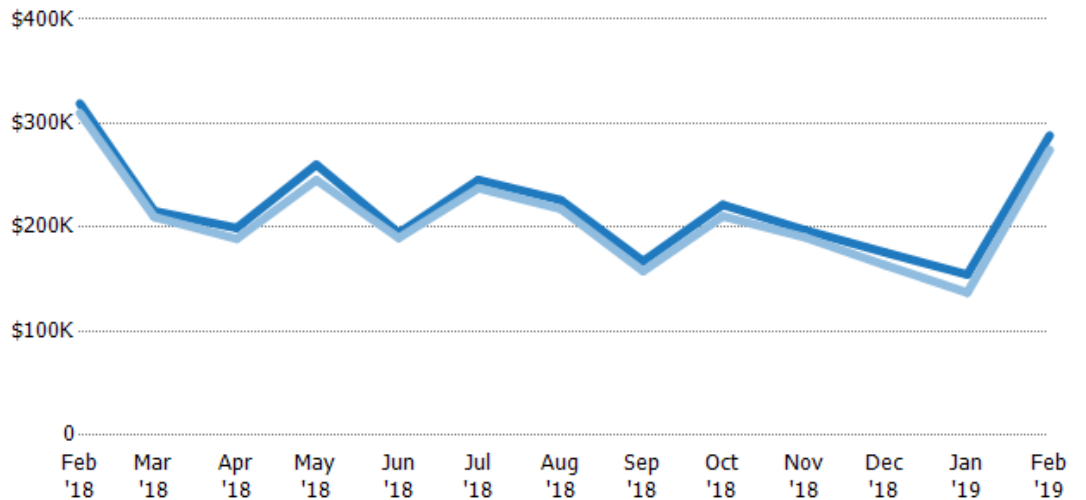
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$310K	\$186K	\$166K	\$213K	\$195K	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K
Prior Year	\$173K	\$163K	\$245K	\$187K	\$205K	\$202K	\$226K	\$190K	\$218K	\$197K	\$213K	\$91K	\$310K
Percent Change from Prior Year	79%	14%	-32%	14%	-5%	-1%	-6%	-32%	11%	-28%	-100%	51%	-42%

## 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



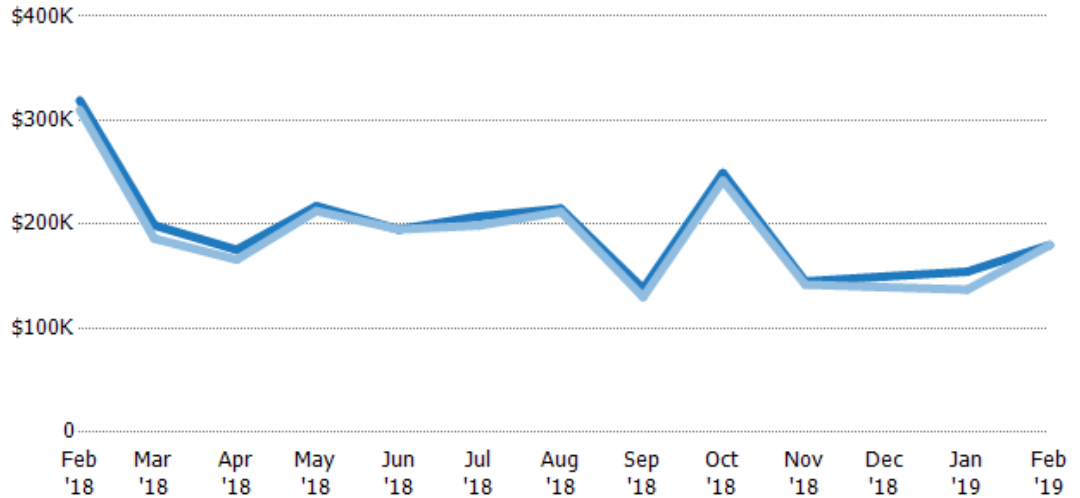
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg List Price	\$319K	\$215K	\$199K	\$260K	\$195K	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K
Avg Sales Price	\$310K	\$210K	\$189K	\$245K	\$190K	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K
Avg Sales Price as a % of Avg List Price	97%	97%	95%	94%	98%	97%	96%	94%	95%	96%	93%	89%	95%

## 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



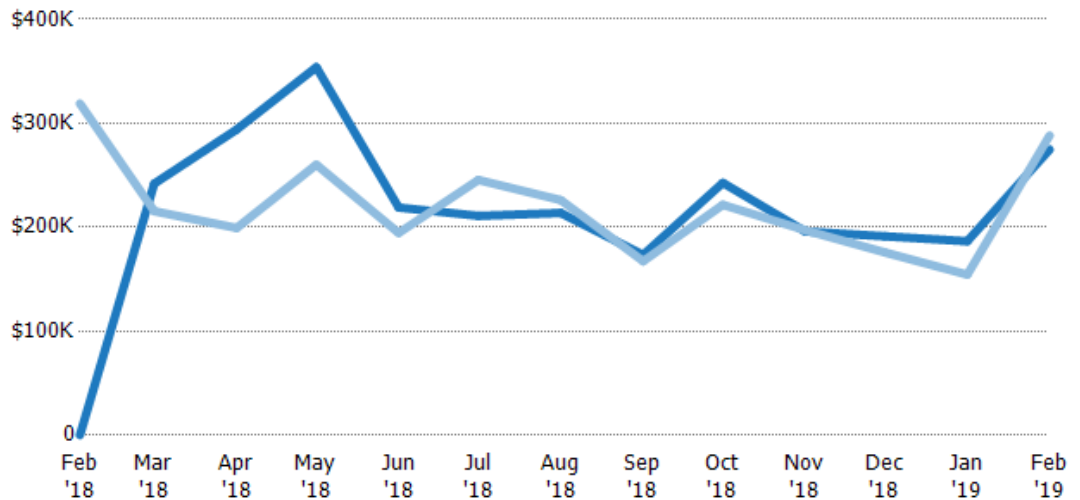
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$319K	\$199K	\$175K	\$218K	\$195K	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K
Median Sales Price	\$310K	\$186K	\$166K	\$213K	\$195K	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K
Med Sales Price as a % of Med List Price	97%	94%	95%	98%	100%	96%	99%	94%	97%	98%	93%	89%	100%

## 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



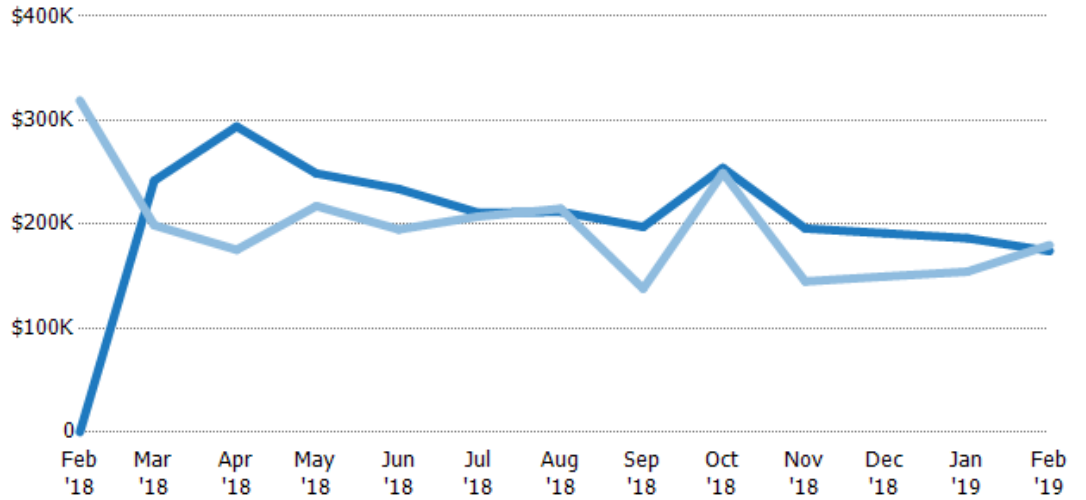
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$0	\$242K	\$294K	\$354K	\$219K	\$211K	\$214K	\$173K	\$243K	\$196K	\$191K	\$187K	\$275K
Avg Sales Price	\$319K	\$215K	\$199K	\$260K	\$195K	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K
Avg Sales Price as a % of Avg Est Value	100%	89%	68%	74%	89%	116%	106%	96%	91%	101%	92%	83%	105%

## 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	\$0	\$242K	\$294K	\$249K	\$234K	\$211K	\$212K	\$197K	\$254K	\$196K	\$191K	\$187K	\$174K
Median Sales Price	\$319K	\$199K	\$175K	\$218K	\$195K	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K
Med Sales Price as a % of Med Est Value	100%	82%	60%	87%	83%	98%	101%	70%	98%	74%	78%	83%	103%