

## 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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	18	13	+38.5%	69	78	-11.5%
New Listing Volume	\$6,019,700	\$6,034,800	-0.3%	\$31,095,199	\$35,209,850	-11.7%
Active Listing Count	–	60	–	N/A	N/A	
Active Listing Volume	–	\$31,544,579	–	N/A	N/A	
Average Listing Price	–	\$525,743	–	\$635,495	\$506,124	+25.6%
Median Listing Price	–	\$374,450	–	\$360,500	\$366,305	-1.6%
Median Days in RPR	–	67	–	76.13	79.1	-3.8%
Months of Inventory	–	7.5	-100%	4.1	5.5	-25.1%
Absorption Rate	–	13.33%	–	24.29%	18.18%	+6.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	12	17	-29.4%	47	58	-19%
New Pending Sales Volume	\$3,101,000	\$5,721,150	-45.8%	\$13,451,580	\$20,453,550	-34.2%
Pending Sales Count	–	26	–	N/A	N/A	
Pending Sales Volume	–	\$10,146,200	–	N/A	N/A	
Closed Sales Count	5	19	-73.7%	19	34	-44.1%
Closed Sales Volume	\$1,914,530	\$6,758,000	-71.7%	\$6,047,300	\$10,569,750	-42.8%
Average Sales Price	\$382,906	\$355,684	+7.7%	\$318,279	\$310,875	+2.4%
Median Sales Price	\$315,000	\$344,000	-8.4%	\$262,842	\$311,100	-15.5%

## New Listings

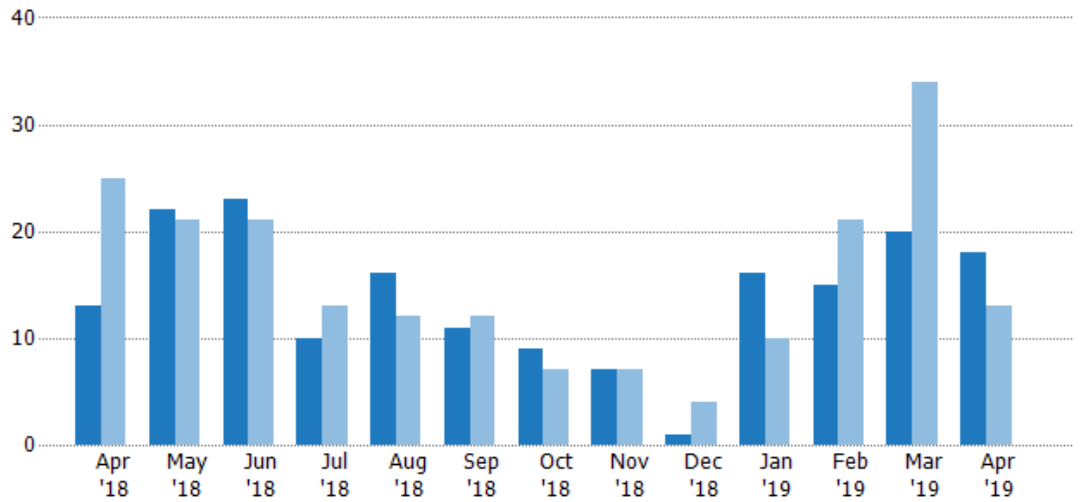
The number of new residential listings that were added each month.

### 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

Month/Year	Count	% Chg.
Apr '19	18	38.5%
Apr '18	13	-48%
Apr '17	25	4%



Current Year	13	22	23	10	16	11	9	7	1	16	15	20	18
Prior Year	25	21	21	13	12	12	7	7	4	10	21	34	13
Percent Change from Prior Year	-48%	5%	10%	-23%	33%	-8%	29%	0%	-75%	60%	-29%	-41%	38%

## New Listing Volume

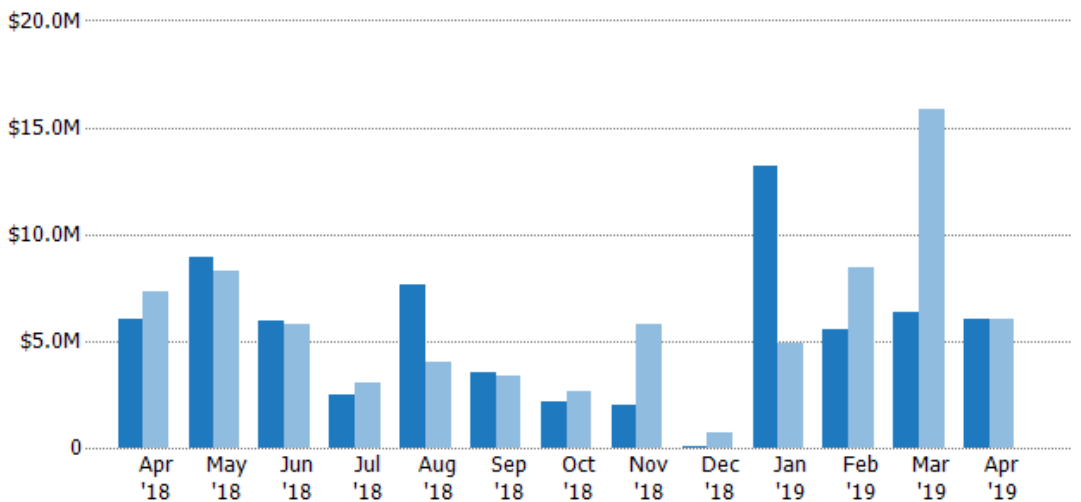
The sum of the listing price of residential listings that were added each month.

### 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

Month/Year	Volume	% Chg.
Apr '19	\$6.02M	-0.3%
Apr '18	\$6.03M	-17.4%
Apr '17	\$7.31M	4.9%



Current Year	\$6.03M	\$8.89M	\$5.94M	\$2.44M	\$7.62M	\$3.53M	\$2.14M	\$1.97M	\$56.5K	\$13.2M	\$5.53M	\$6.34M	\$6.02M
Prior Year	\$7.31M	\$8.29M	\$5.78M	\$3.02M	\$3.98M	\$3.36M	\$2.67M	\$5.77M	\$707K	\$4.87M	\$8.48M	\$15.8M	\$6.03M
Percent Change from Prior Year	-17%	7%	3%	-19%	92%	5%	-20%	-66%	-92%	171%	-35%	-60%	0%

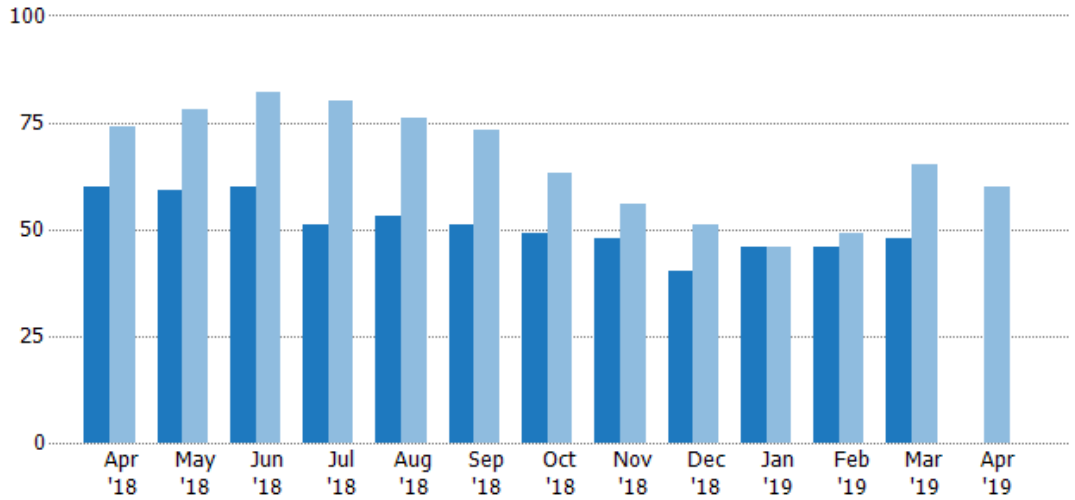
## Active Listings

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



Current Year	60	59	60	51	53	51	49	48	40	46	46	48	-
Prior Year	74	78	82	80	76	73	63	56	51	46	49	65	60
Percent Change from Prior Year	-19%	-24%	-27%	-36%	-30%	-30%	-22%	-14%	-22%	0%	-6%	-26%	-100%

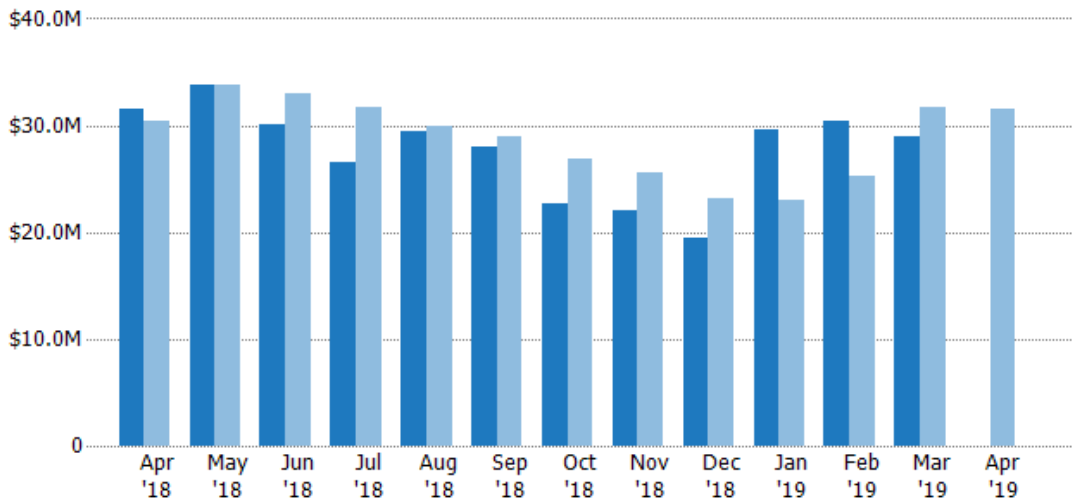
## Active Listing Volume

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



Current Year	\$31.5M	\$33.8M	\$30M	\$26.5M	\$29.5M	\$28M	\$22.7M	\$22M	\$19.5M	\$29.6M	\$30.4M	\$29M	-
Prior Year	\$30.4M	\$33.8M	\$33M	\$31.6M	\$30M	\$29M	\$26.9M	\$25.6M	\$23.1M	\$23M	\$25.2M	\$31.6M	\$31.5M
Percent Change from Prior Year	4%	0%	-9%	-16%	-2%	-4%	-15%	-14%	-16%	29%	21%	-8%	-100%

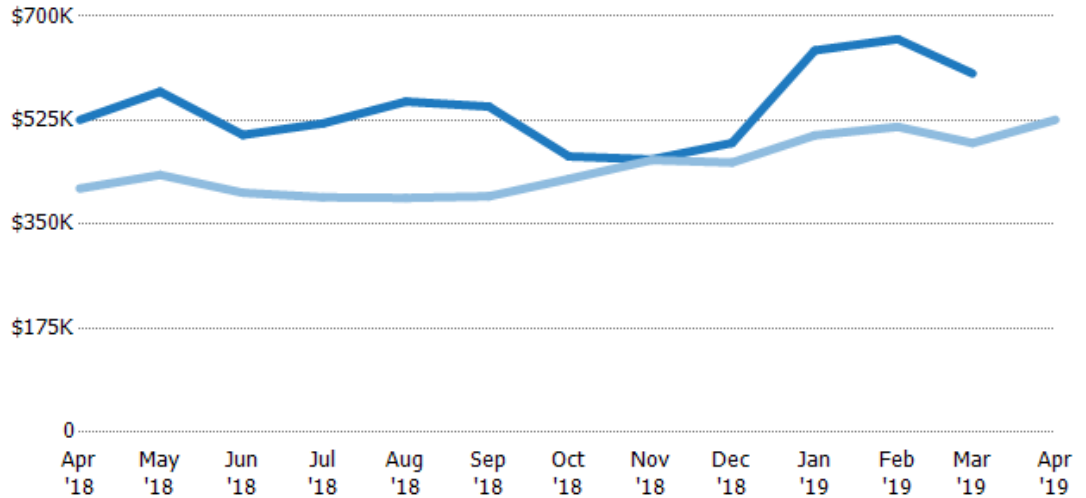
## Average Listing Price

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$526K	\$573K	\$500K	\$520K	\$556K	\$548K	\$464K	\$459K	\$487K	\$643K	\$662K	\$604K	-
Prior Year	\$410K	\$433K	\$403K	\$395K	\$394K	\$397K	\$426K	\$458K	\$454K	\$500K	\$514K	\$487K	\$526K
Percent Change from Prior Year	28%	32%	24%	31%	41%	38%	9%	0%	7%	29%	29%	24%	-100%

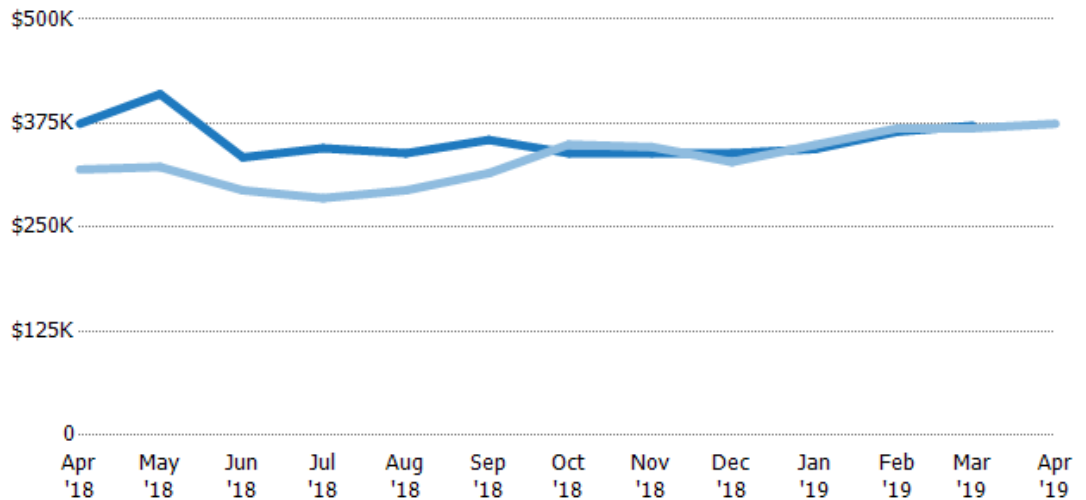
## Median Listing Price

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$374K	\$410K	\$334K	\$345K	\$339K	\$355K	\$339K	\$339K	\$339K	\$344K	\$365K	\$372K	-
Prior Year	\$319K	\$322K	\$294K	\$285K	\$294K	\$315K	\$350K	\$346K	\$329K	\$349K	\$369K	\$369K	\$374K
Percent Change from Prior Year	17%	27%	13%	21%	15%	13%	-3%	-2%	3%	-1%	-1%	1%	-100%

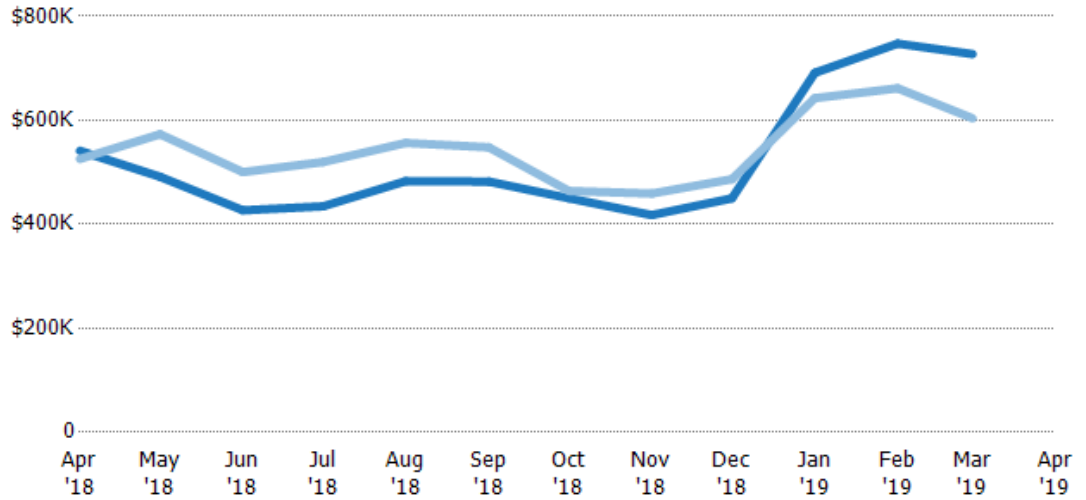
## Average Listing Price vs Average Est Value

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$541K	\$491K	\$427K	\$435K	\$483K	\$482K	\$450K	\$418K	\$450K	\$691K	\$747K	\$727K	-
Avg Listing Price	\$526K	\$573K	\$500K	\$520K	\$556K	\$548K	\$464K	\$459K	\$487K	\$643K	\$662K	\$604K	-
Avg Listing Price as a % of Avg Est Value	97%	117%	117%	120%	115%	114%	103%	110%	108%	93%	89%	83%	-

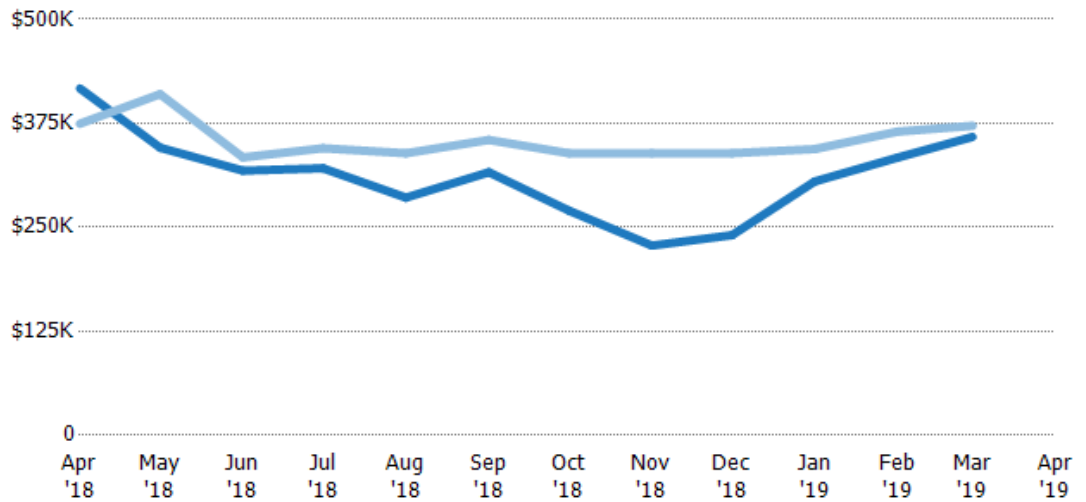
## Median Listing Price vs Median Est Value

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$417K	\$346K	\$318K	\$321K	\$286K	\$316K	\$270K	\$228K	\$241K	\$305K	\$334K	\$359K	-
Median Listing Price	\$374K	\$410K	\$334K	\$345K	\$339K	\$355K	\$339K	\$339K	\$339K	\$344K	\$365K	\$372K	-
Med Listing Price as a % of Med Est Value	90%	119%	105%	108%	119%	112%	126%	149%	141%	113%	109%	104%	-

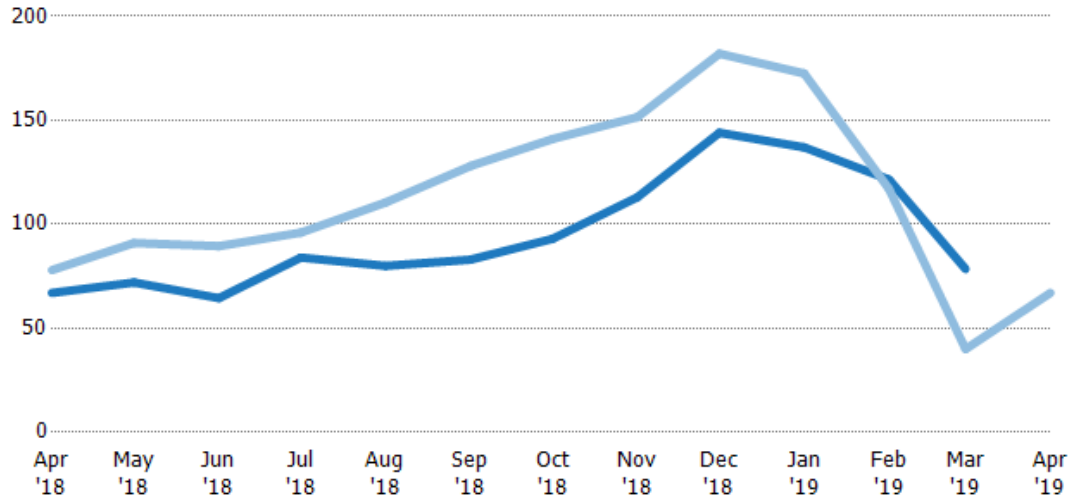
## Median Days in RPR

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



Current Year	67	72	64.5	84	80	83	93	113	144	137	122	78.5	-
Prior Year	78	91	89.5	96	111	128	141	152	182	173	117	40	67
Percent Change from Prior Year	-14%	-21%	-28%	-13%	-28%	-35%	-34%	-25%	-21%	-21%	4%	96%	-100%

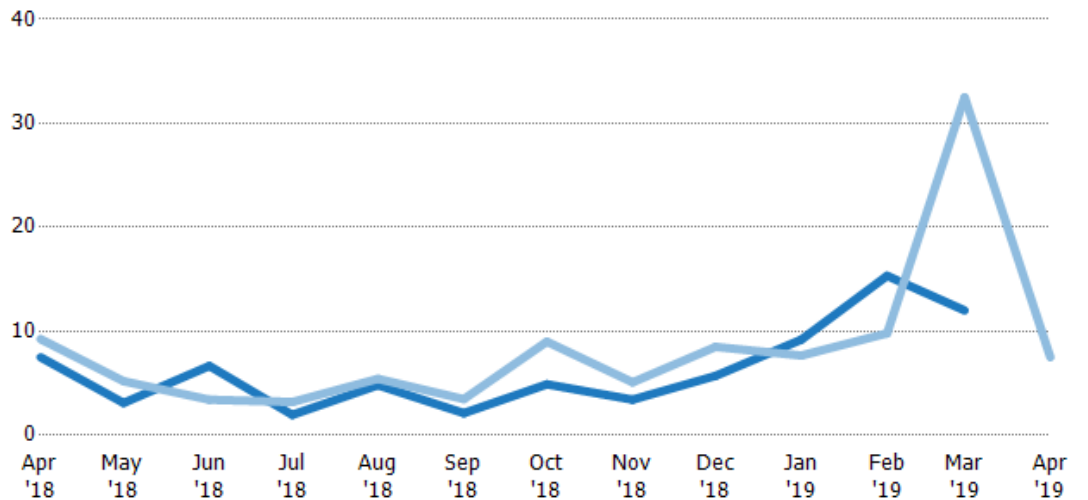
## Months of Inventory

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



Current Year	7.5	3.11	6.67	1.96	4.82	2.13	4.9	3.43	5.71	9.2	15.3	12	-
Prior Year	9.25	5.2	3.42	3.2	5.43	3.48	9	5.09	8.5	7.67	9.8	32.5	7.5
Percent Change from Prior Year	-19%	-40%	95%	-39%	-11%	-39%	-46%	-33%	-33%	20%	56%	-63%	-100%

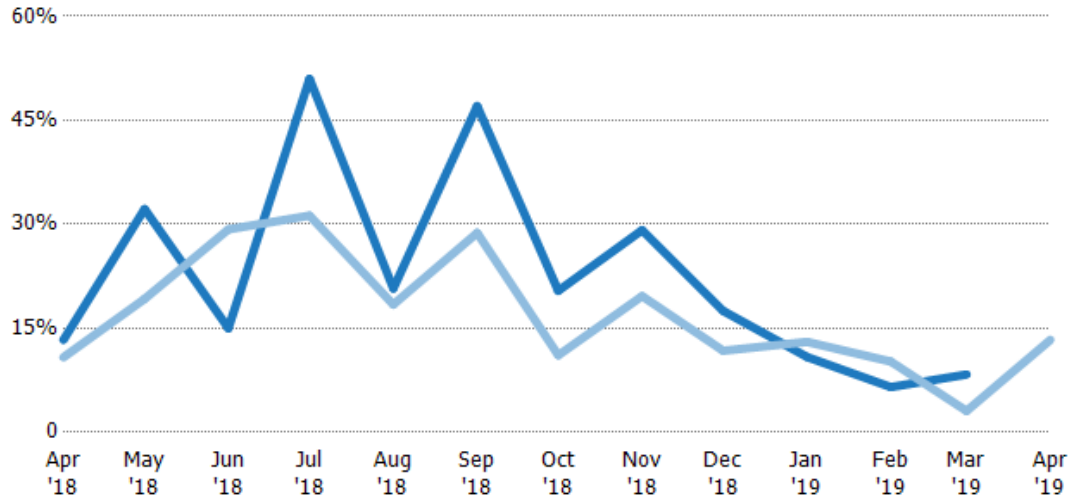
## Absorption Rate

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



Current Year	13%	32%	15%	51%	21%	47%	20%	29%	18%	11%	7%	8%	-
Prior Year	11%	19%	29%	31%	18%	29%	11%	20%	12%	13%	10%	3%	13%
Change from Prior Year	-3%	-13%	14%	-20%	-2%	-18%	-9%	-10%	-6%	2%	4%	-5%	13%

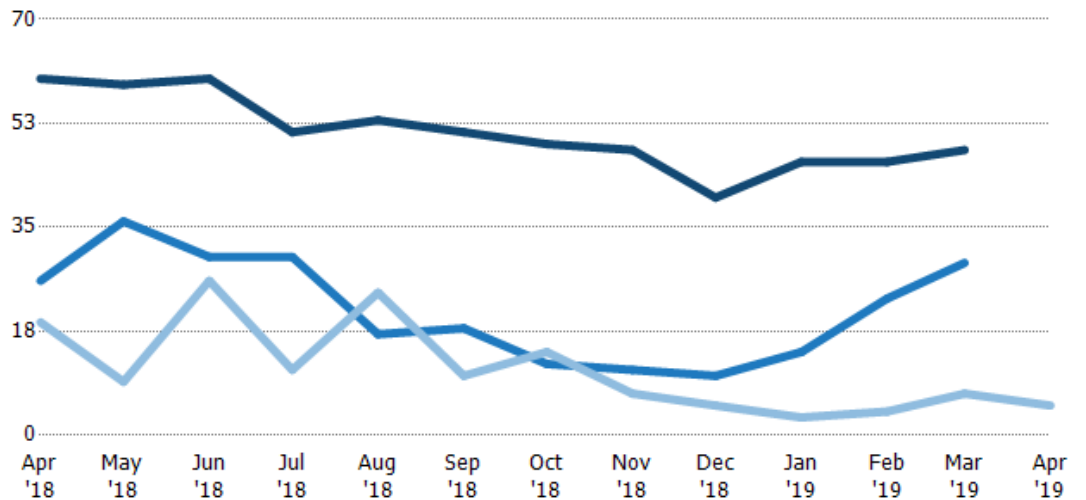
## Active/Pending/Sold Units

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	60	59	60	51	53	51	49	48	40	46	46	48	-
Pending	26	36	30	30	17	18	12	11	10	14	23	29	-
Sold	19	9	26	11	24	10	14	7	5	3	4	7	5

## New Pending Sales

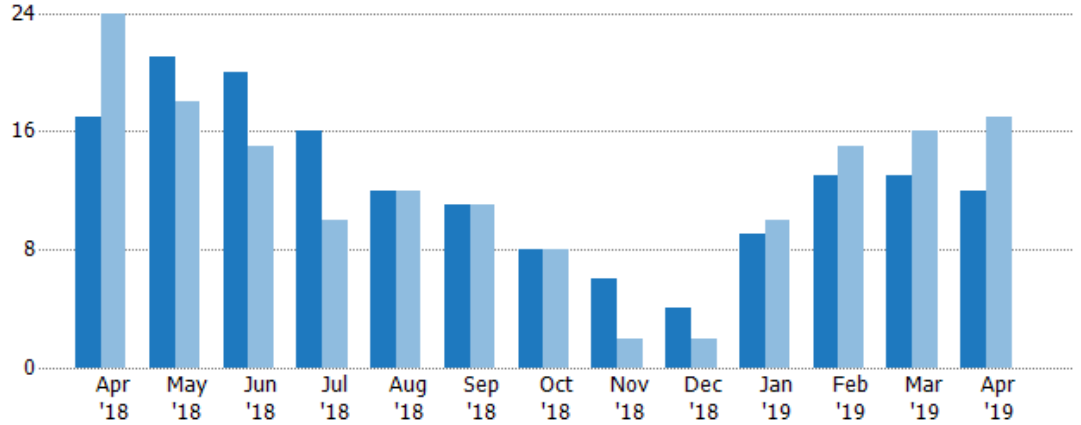
The number of residential properties with accepted offers that were added each month.

### 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

Month/Year	Count	% Chg.
Apr '19	12	-29.4%
Apr '18	17	-29.2%
Apr '17	24	-25%



Current Year	17	21	20	16	12	11	8	6	4	9	13	13	12
Prior Year	24	18	15	10	12	11	8	2	2	10	15	16	17
Percent Change from Prior Year	-29%	17%	33%	60%	0%	0%	0%	200%	100%	-10%	-13%	-19%	-29%

## New Pending Sales Volume

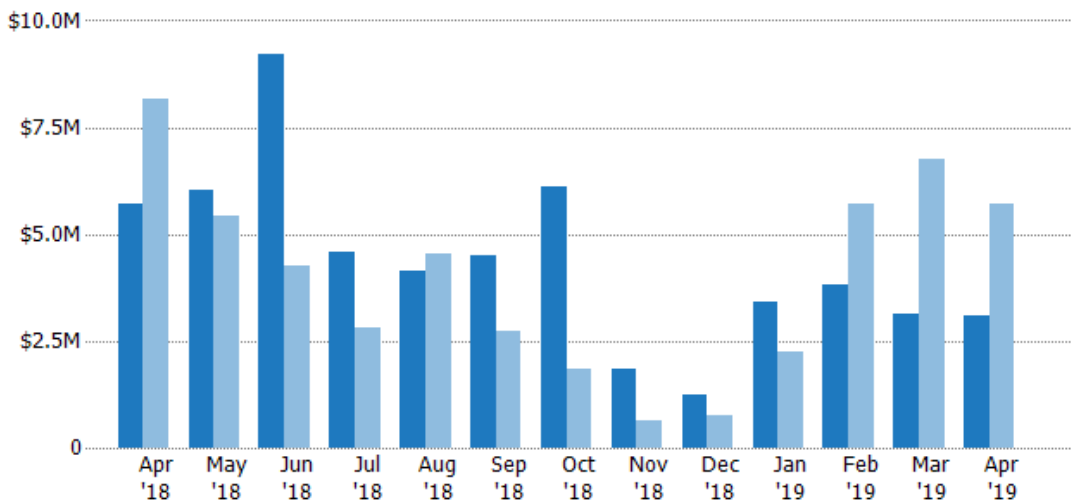
The sum of the sales price of residential properties with accepted offers that were added each month.

### 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

Month/Year	Volume	% Chg.
Apr '19	\$3.1M	-45.8%
Apr '18	\$5.72M	-30%
Apr '17	\$8.17M	-47.8%



Current Year	\$5.72M	\$6.01M	\$9.2M	\$4.6M	\$4.13M	\$4.49M	\$6.1M	\$1.85M	\$1.24M	\$3.42M	\$3.81M	\$3.12M	\$3.1M
Prior Year	\$8.17M	\$5.43M	\$4.28M	\$2.79M	\$4.54M	\$2.74M	\$1.83M	\$635K	\$749K	\$2.26M	\$5.7M	\$6.77M	\$5.72M
Percent Change from Prior Year	-30%	11%	115%	65%	-9%	64%	234%	191%	66%	51%	-33%	-54%	-46%



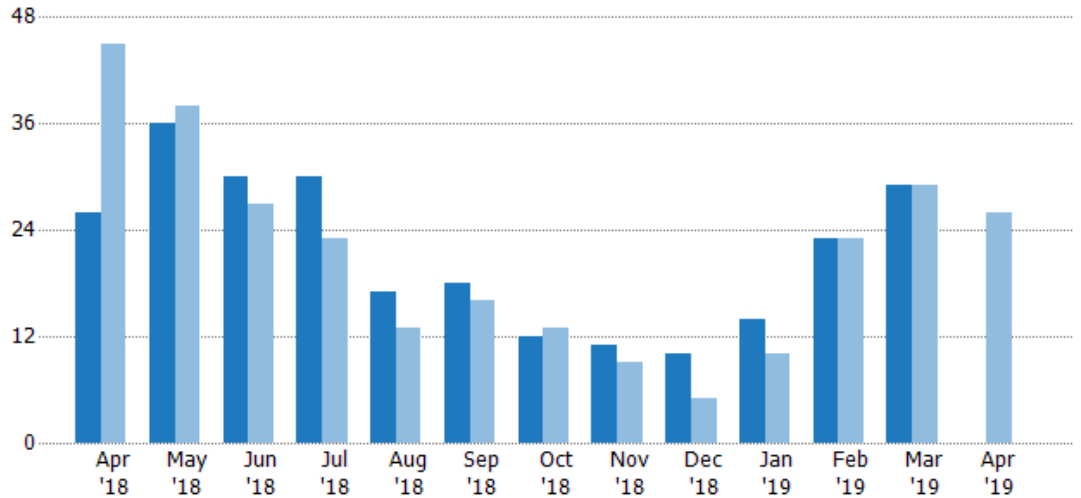
## Pending Sales

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



Current Year	26	36	30	30	17	18	12	11	10	14	23	29	-
Prior Year	45	38	27	23	13	16	13	9	5	10	23	29	26
Percent Change from Prior Year	-42%	-5%	11%	30%	31%	13%	-8%	22%	100%	40%	0%	0%	-100%

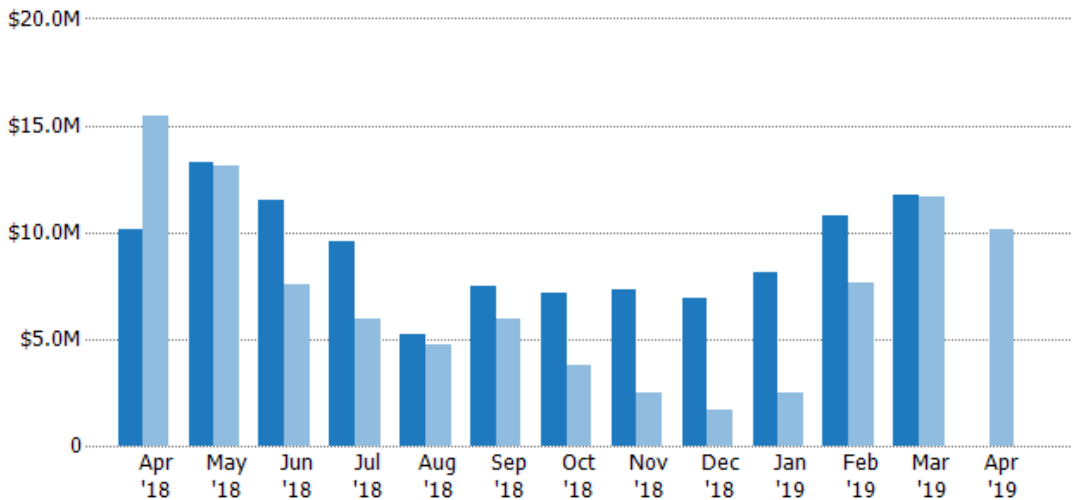
## Pending Sales Volume

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



Current Year	\$10.1M	\$13.3M	\$11.5M	\$9.54M	\$5.24M	\$7.48M	\$7.17M	\$7.28M	\$6.93M	\$8.12M	\$10.8M	\$11.7M	-
Prior Year	\$15.5M	\$13.1M	\$7.58M	\$5.96M	\$4.75M	\$5.91M	\$3.78M	\$2.48M	\$1.64M	\$2.51M	\$7.63M	\$11.7M	\$10.1M
Percent Change from Prior Year	-34%	1%	52%	60%	10%	27%	90%	194%	321%	224%	41%	0%	-100%

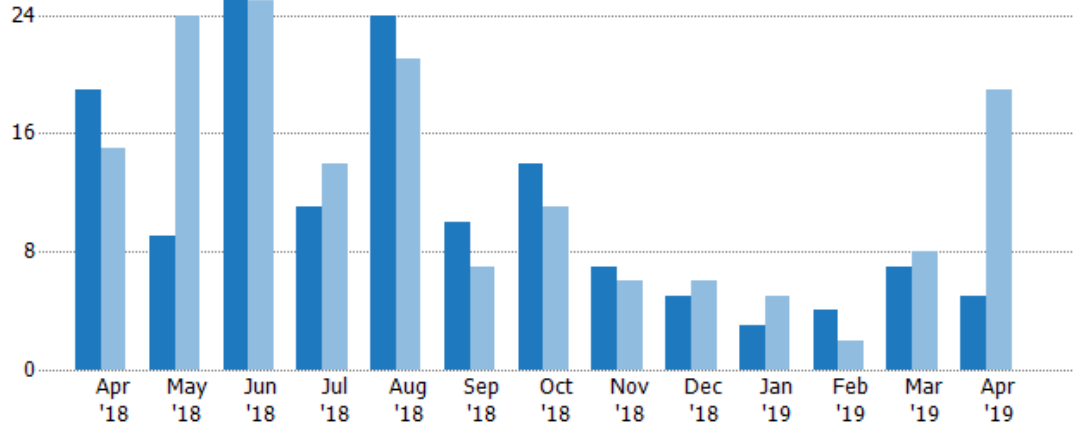
## Closed Sales

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



Month/Year	Count	% Chg.
Apr '19	5	-73.7%
Apr '18	19	26.7%
Apr '17	15	-20%

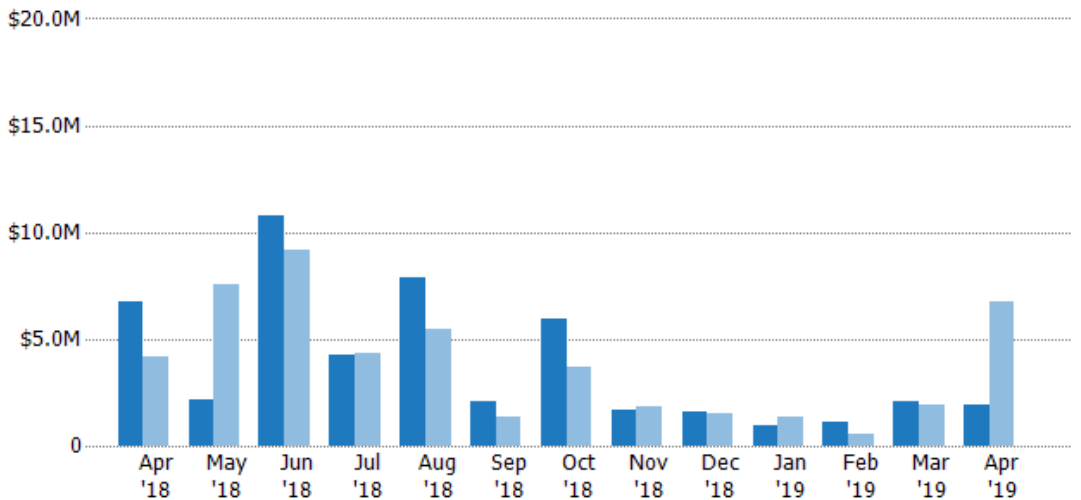
## Closed Sales Volume

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



Month/Year	Volume	% Chg.
Apr '19	\$1.91M	-71.7%
Apr '18	\$6.76M	61.7%
Apr '17	\$4.18M	-40.5%

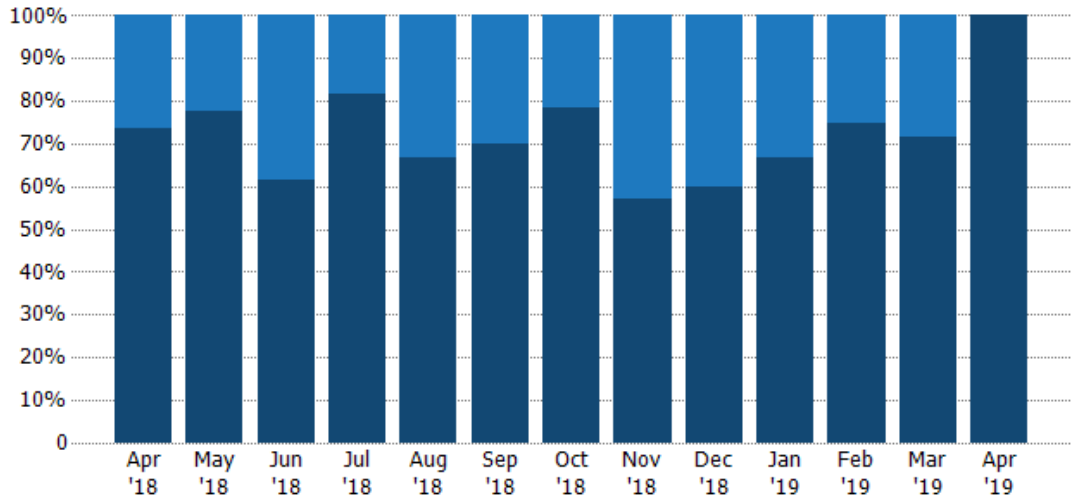
## Closed Sales by Property Type

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



Condo/Townhouse	26%	22%	38%	18%	33%	30%	21%	43%	40%	33%	25%	29%	-
Single Family Residence	74%	78%	62%	82%	67%	70%	79%	57%	60%	67%	75%	71%	100%

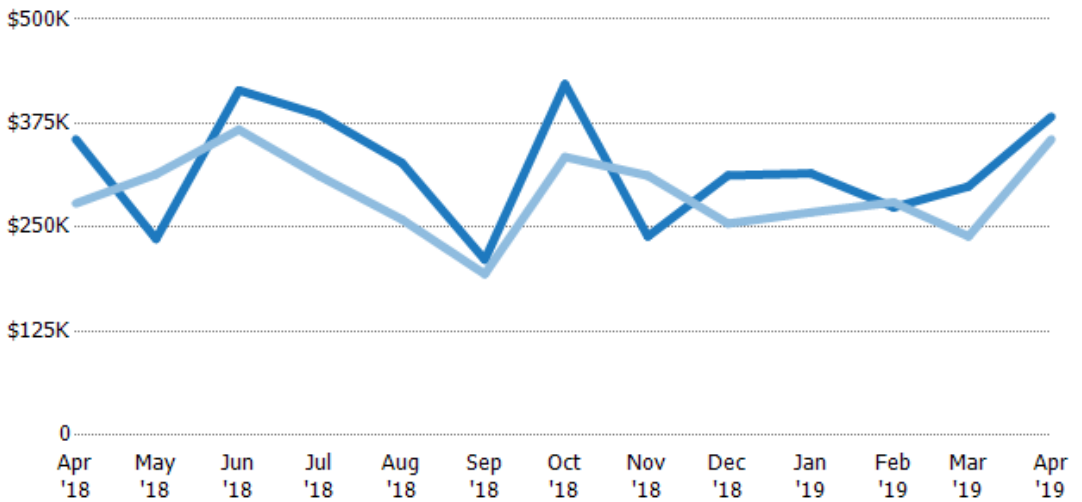
## Average Sales Price

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



Current Year	\$356K	\$236K	\$415K	\$385K	\$327K	\$211K	\$422K	\$239K	\$312K	\$315K	\$274K	\$299K	\$383K
Prior Year	\$279K	\$314K	\$367K	\$312K	\$259K	\$194K	\$335K	\$312K	\$254K	\$268K	\$280K	\$239K	\$356K
Percent Change from Prior Year	28%	-25%	13%	23%	26%	9%	26%	-23%	23%	17%	-2%	25%	8%

## Median Sales Price

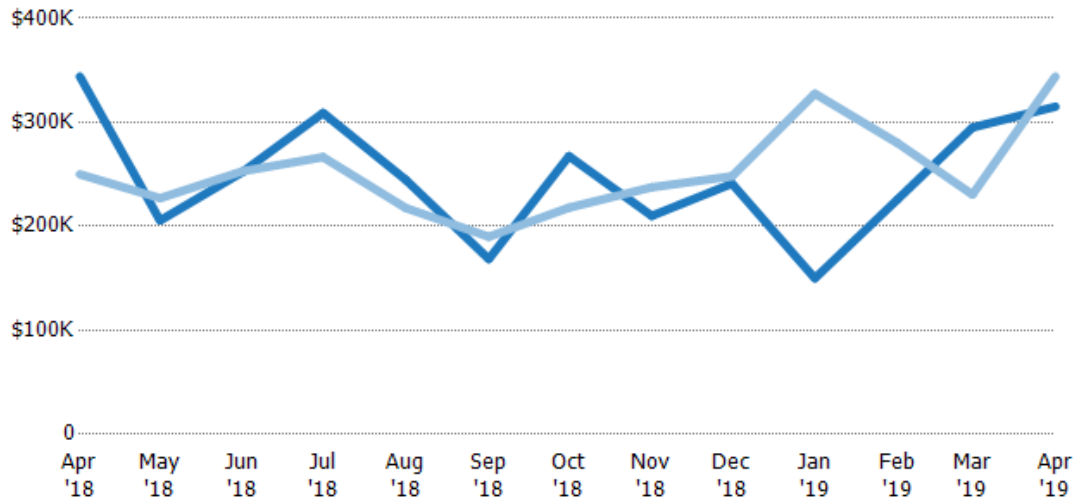
The median sales price of the residential properties sold each month.

### 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.
Apr '19	\$315K	-8.4%
Apr '18	\$344K	37.6%
Apr '17	\$250K	-23.8%



Current Year	\$344K	\$206K	\$252K	\$309K	\$245K	\$169K	\$267K	\$210K	\$241K	\$150K	\$226K	\$295K	\$315K
Prior Year	\$250K	\$227K	\$253K	\$267K	\$218K	\$190K	\$218K	\$238K	\$248K	\$328K	\$280K	\$231K	\$344K
Percent Change from Prior Year	38%	-9%	0%	16%	12%	-11%	23%	-12%	-3%	-54%	-19%	28%	-8%

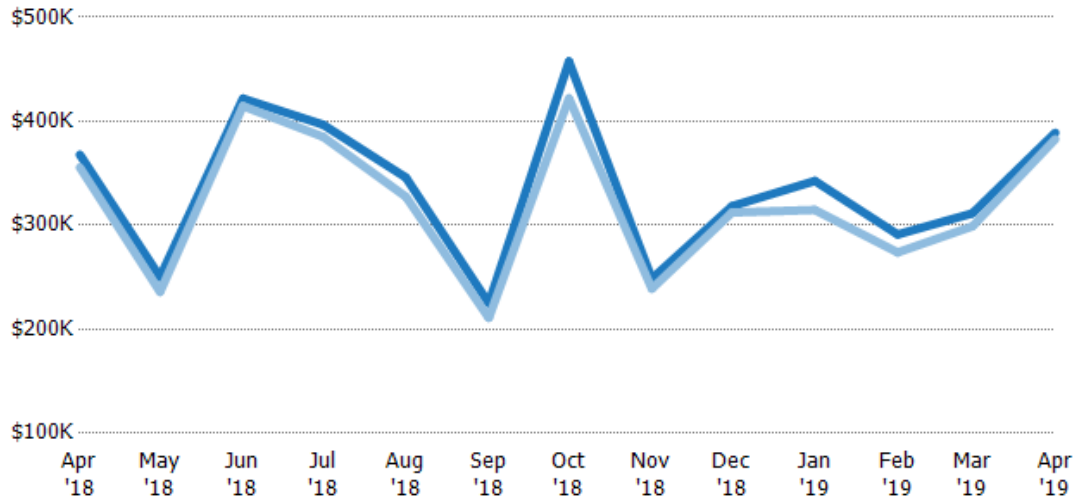
## Average Sales Price vs Average Listing Price

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	\$368K	\$250K	\$422K	\$397K	\$346K	\$225K	\$458K	\$249K	\$318K	\$343K	\$291K	\$312K	\$389K
Avg Sales Price	\$356K	\$236K	\$415K	\$385K	\$327K	\$211K	\$422K	\$239K	\$312K	\$315K	\$274K	\$299K	\$383K
Avg Sales Price as a % of Avg List Price	97%	94%	98%	97%	95%	94%	92%	96%	98%	92%	94%	96%	98%

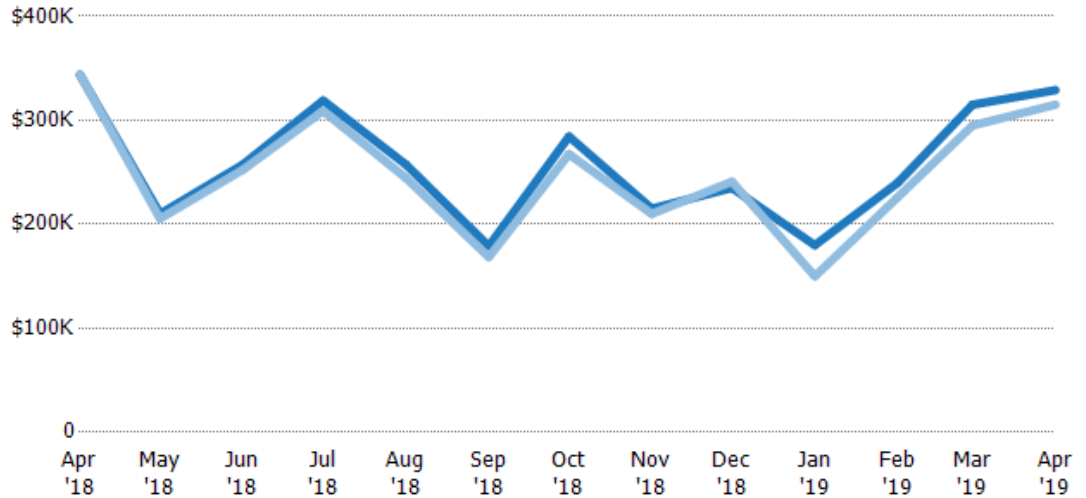
## Median Sales Price vs Median Listing Price

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$344K	\$210K	\$257K	\$319K	\$257K	\$179K	\$284K	\$215K	\$235K	\$180K	\$240K	\$315K	\$329K
Median Sales Price	\$344K	\$206K	\$252K	\$309K	\$245K	\$169K	\$267K	\$210K	\$241K	\$150K	\$226K	\$295K	\$315K
Med Sales Price as a % of Med List Price	100%	98%	98%	97%	95%	94%	94%	98%	103%	83%	94%	94%	96%

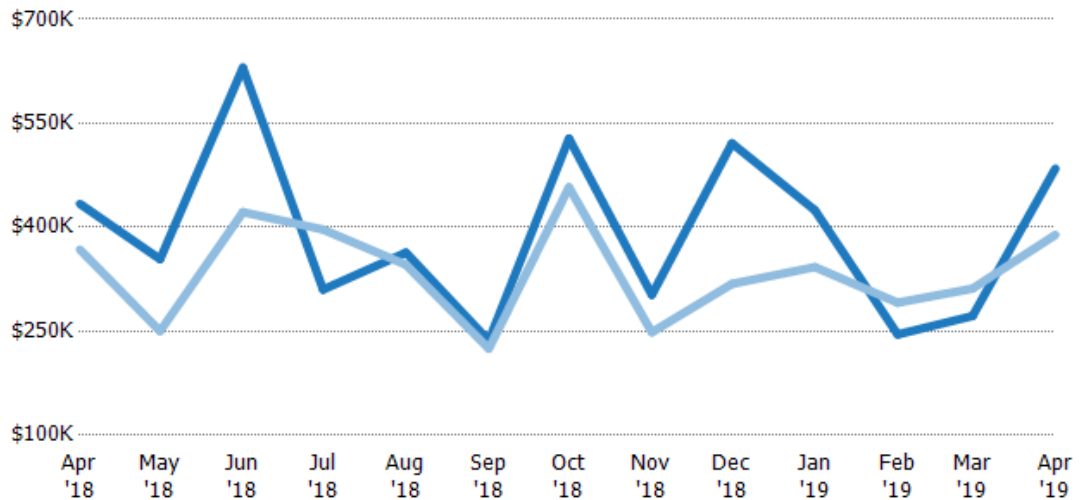
## Average Sales Price vs Average Est Value

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$434K	\$354K	\$630K	\$310K	\$364K	\$237K	\$528K	\$303K	\$521K	\$425K	\$245K	\$272K	\$485K
Avg Sales Price	\$368K	\$250K	\$422K	\$397K	\$346K	\$225K	\$458K	\$249K	\$318K	\$343K	\$291K	\$312K	\$389K
Avg Sales Price as a % of Avg Est Value	85%	71%	67%	128%	95%	95%	87%	82%	61%	81%	119%	115%	80%

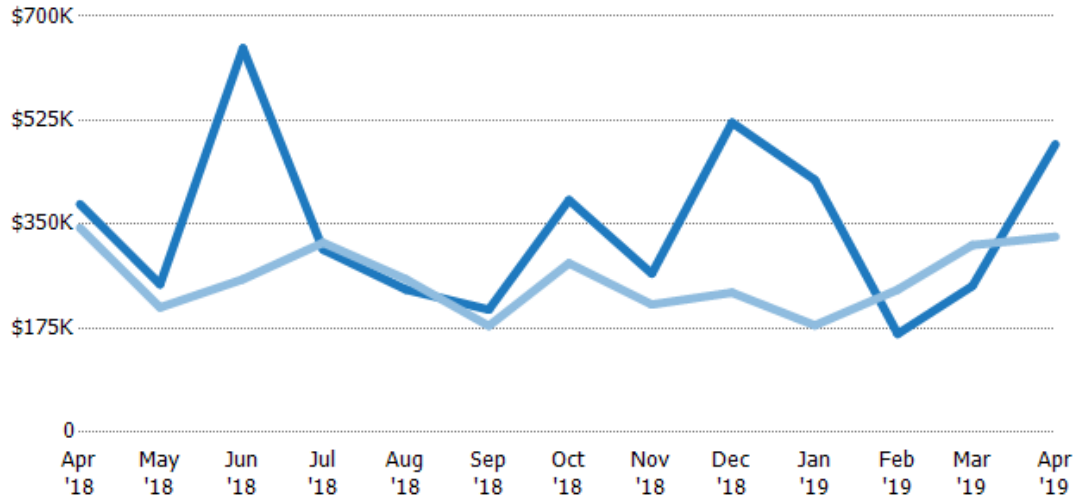
## Median Sales Price vs Median Est Value

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$384K	\$249K	\$646K	\$307K	\$240K	\$206K	\$391K	\$267K	\$521K	\$425K	\$166K	\$246K	\$485K
Median Sales Price	\$344K	\$210K	\$257K	\$319K	\$257K	\$179K	\$284K	\$215K	\$235K	\$180K	\$240K	\$315K	\$329K
Med Sales Price as a % of Med Est Value	90%	84%	40%	104%	107%	87%	73%	81%	45%	42%	145%	128%	68%