

## 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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	14	11	+27.3%	60	49	+22.4%
New Listing Volume	\$4,364,300	\$2,746,200	+58.9%	\$16,105,700	\$13,445,200	+19.8%
Active Listing Count	28	23	+21.7%	N/A	N/A	
Active Listing Volume	\$10,359,900	\$8,306,500	+24.7%	N/A	N/A	
Average Listing Price	\$369,996	\$361,152	+2.4%	\$317,085	\$299,196	+6%
Median Listing Price	\$299,900	\$299,900	+/-	\$276,090	\$251,554	+9.8%
Median Days in RPR	34.5	59	-41.5%	62.29	70.04	-11.1%
Months of Inventory	2.2	1.9	+12.4%	4.5	3.3	+37.9%
Absorption Rate	46.43%	52.17%	-5.7%	22.05%	30.4%	-8.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	8	16	-50%	53	50	+6%
New Pending Sales Volume	\$1,736,200	\$3,191,500	-45.6%	\$12,186,200	\$10,705,000	+13.8%
Pending Sales Count	25	22	+13.6%	N/A	N/A	
Pending Sales Volume	\$5,533,700	\$4,491,300	+23.2%	N/A	N/A	
Closed Sales Count	8	8	+/-	31	28	+10.7%
Closed Sales Volume	\$1,818,500	\$1,963,700	-7.4%	\$7,219,200	\$5,771,550	+25.1%
Average Sales Price	\$227,313	\$245,463	-7.4%	\$232,877	\$206,127	+13%
Median Sales Price	\$234,500	\$212,750	+10.2%	\$216,073	\$182,759	+18.2%

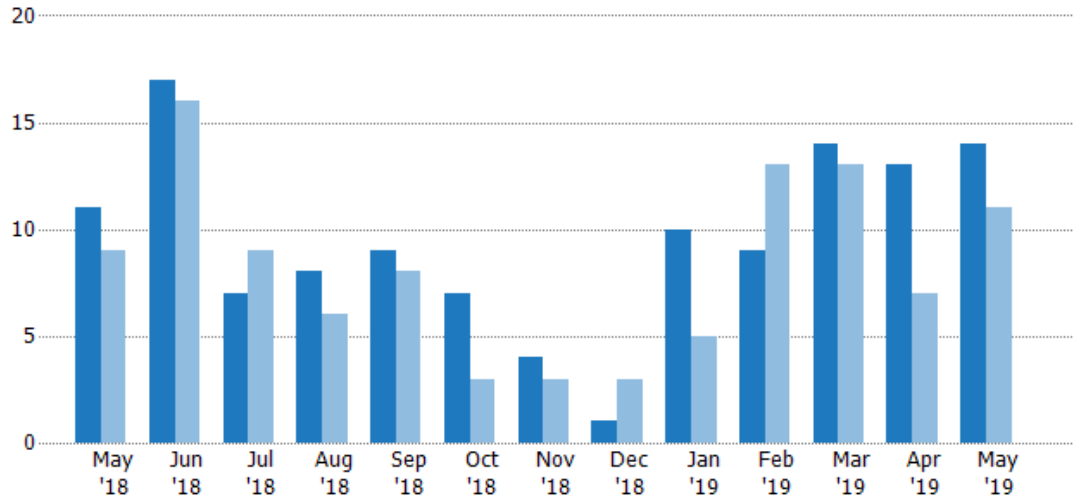
## New Listings

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.
May '19	14	27.3%
May '18	11	22.2%
May '17	9	55.6%



Current Year	11	17	7	8	9	7	4	1	10	9	14	13	14
Prior Year	9	16	9	6	8	3	3	3	5	13	13	7	11
Percent Change from Prior Year	22%	6%	-22%	33%	13%	133%	33%	-67%	100%	-31%	8%	86%	27%

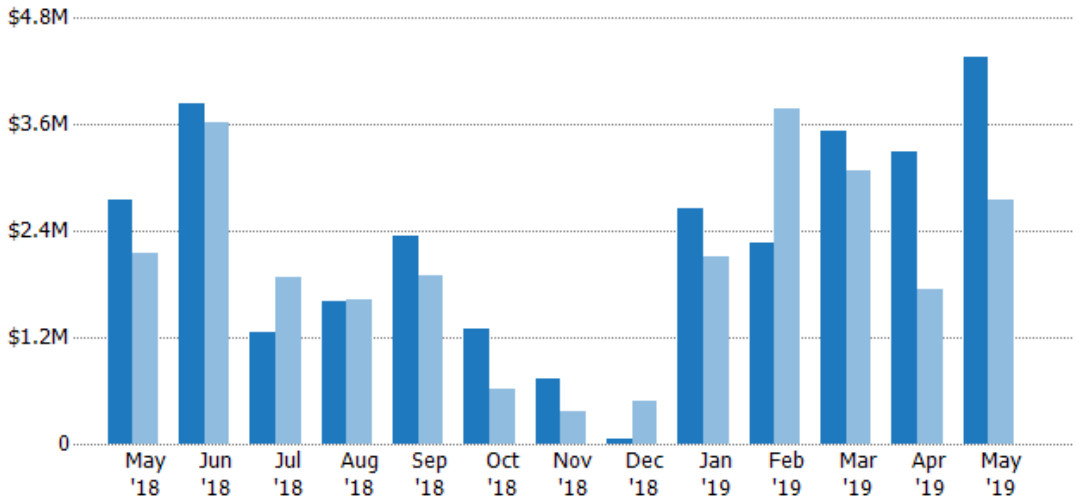
## New Listing Volume

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.
May '19	\$4.36M	58.9%
May '18	\$2.75M	28%
May '17	\$2.15M	57%



Current Year	\$2.75M	\$3.84M	\$1.26M	\$1.61M	\$2.34M	\$1.3M	\$728K	\$56.5K	\$2.66M	\$2.27M	\$3.52M	\$3.29M	\$4.36M
Prior Year	\$2.15M	\$3.62M	\$1.88M	\$1.63M	\$1.9M	\$617K	\$359K	\$488K	\$2.11M	\$3.77M	\$3.09M	\$1.73M	\$2.75M
Percent Change from Prior Year	28%	6%	-33%	-2%	23%	111%	103%	-88%	26%	-40%	14%	90%	59%

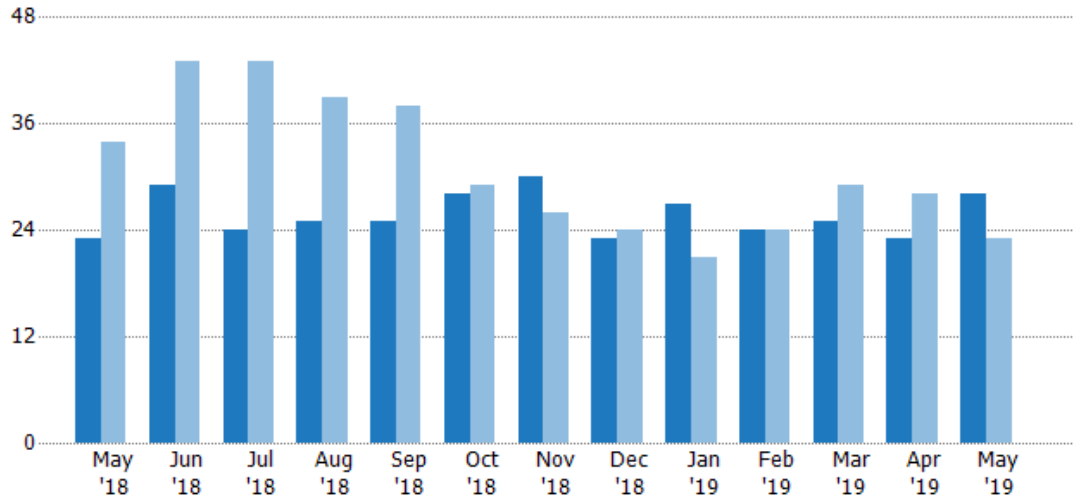
## Active Listings

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.
May '19	28	21.7%
May '18	23	-32.4%
May '17	34	26.5%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	23	29	24	25	25	28	30	23	27	24	25	23	28
Prior Year	34	43	43	39	38	29	26	24	21	24	29	28	23
Percent Change from Prior Year	-32%	-33%	-44%	-36%	-34%	-3%	15%	-4%	29%	0%	-14%	-18%	22%

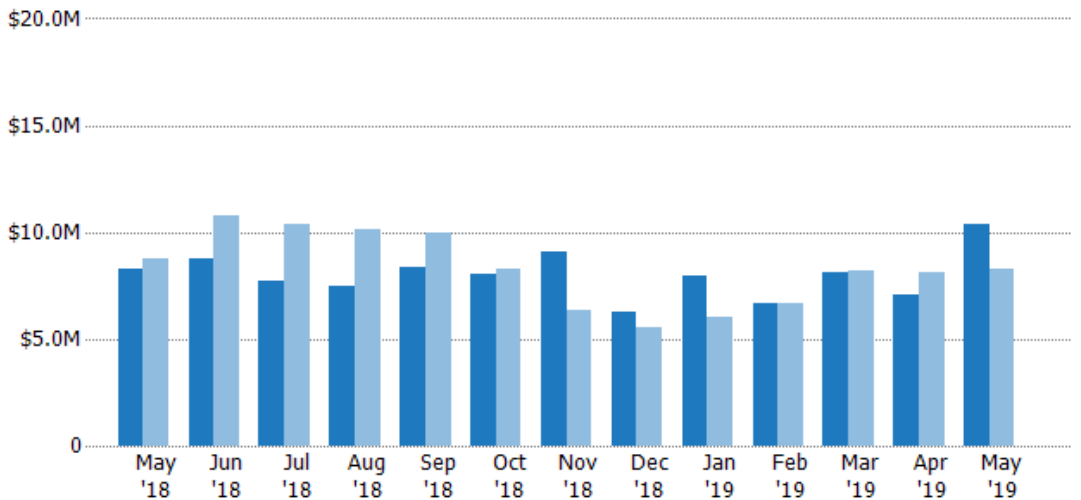
## Active Listing Volume

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.
May '19	\$10.4M	24.7%
May '18	\$8.31M	-5.1%
May '17	\$8.76M	20.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$8.31M	\$8.76M	\$7.74M	\$7.48M	\$8.34M	\$8.05M	\$9.06M	\$6.26M	\$7.97M	\$6.71M	\$8.13M	\$7.1M	\$10.4M
Prior Year	\$8.76M	\$10.7M	\$10.4M	\$10.1M	\$10M	\$8.29M	\$6.33M	\$5.52M	\$6.01M	\$6.7M	\$8.24M	\$8.14M	\$8.31M
Percent Change from Prior Year	-5%	-18%	-25%	-26%	-17%	-3%	43%	14%	33%	0%	-1%	-13%	25%

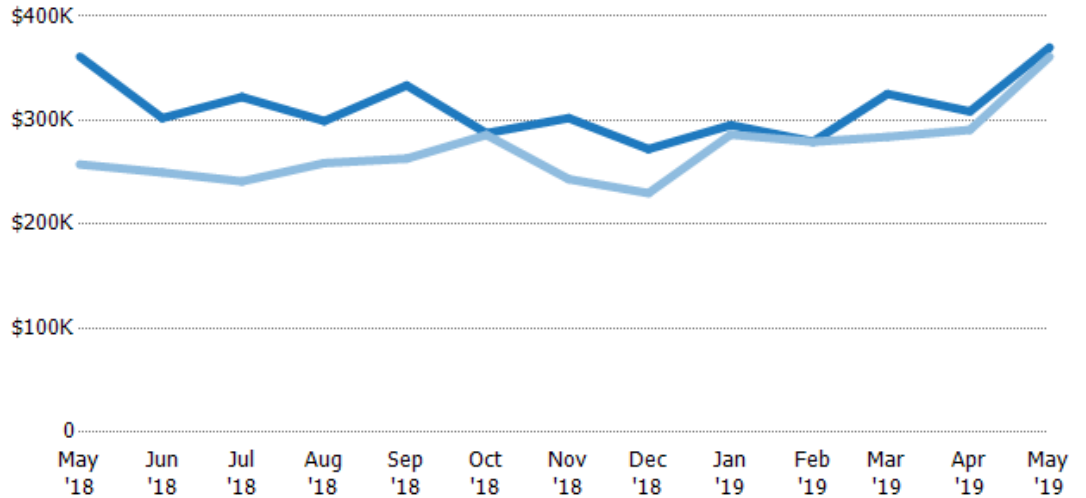
## Average Listing Price

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.
May '19	\$370K	2.4%
May '18	\$361K	40.3%
May '17	\$258K	-4.6%



Current Year	\$361K	\$302K	\$322K	\$299K	\$333K	\$288K	\$302K	\$272K	\$295K	\$280K	\$325K	\$309K	\$370K
Prior Year	\$258K	\$250K	\$241K	\$259K	\$263K	\$286K	\$243K	\$230K	\$286K	\$279K	\$284K	\$291K	\$361K
Percent Change from Prior Year	40%	21%	34%	16%	27%	1%	24%	18%	3%	0%	15%	6%	2%

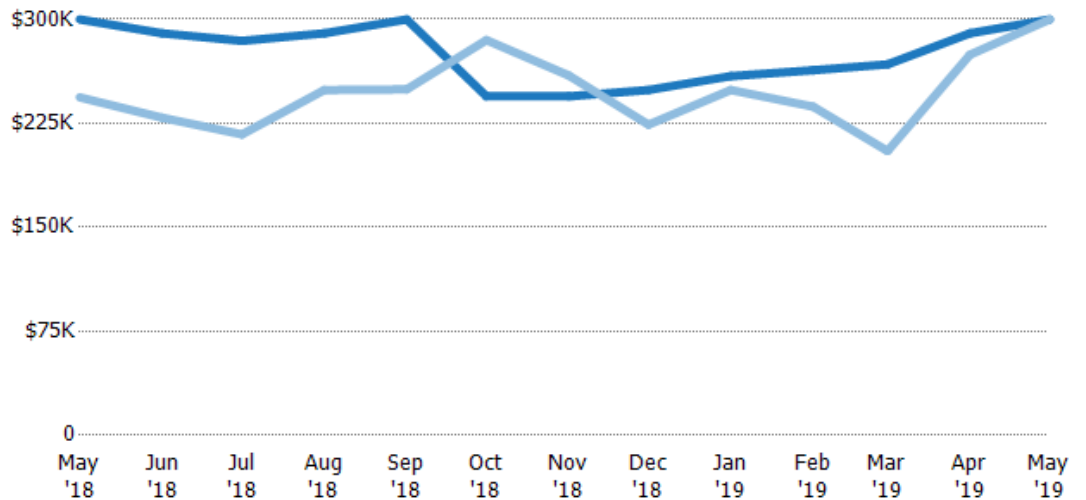
## Median Listing Price

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.
May '19	\$300K	0%
May '18	\$300K	23.1%
May '17	\$244K	-9.8%



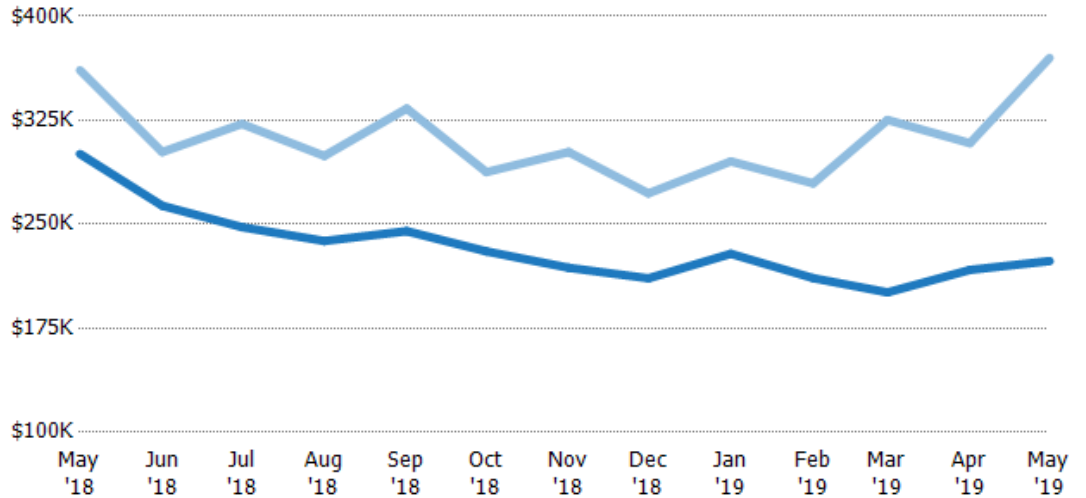
Current Year	\$300K	\$290K	\$284K	\$290K	\$300K	\$244K	\$244K	\$249K	\$259K	\$263K	\$268K	\$290K	\$300K
Prior Year	\$244K	\$229K	\$217K	\$249K	\$250K	\$285K	\$259K	\$224K	\$249K	\$237K	\$205K	\$274K	\$300K
Percent Change from Prior Year	23%	27%	31%	16%	20%	-14%	-6%	11%	4%	11%	30%	6%	0%

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



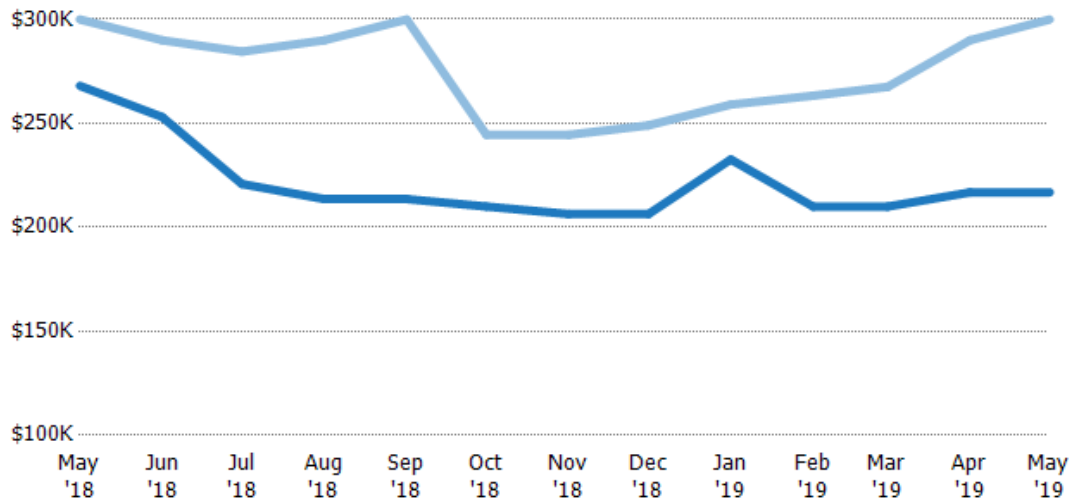
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$301K	\$263K	\$248K	\$238K	\$245K	\$230K	\$219K	\$211K	\$229K	\$211K	\$201K	\$217K	\$223K
Avg Listing Price	\$361K	\$302K	\$322K	\$299K	\$333K	\$288K	\$302K	\$272K	\$295K	\$280K	\$325K	\$309K	\$370K
Avg Listing Price as a % of Avg Est Value	120%	115%	130%	126%	136%	125%	138%	129%	129%	132%	162%	142%	166%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$268K	\$253K	\$221K	\$214K	\$214K	\$210K	\$206K	\$206K	\$233K	\$210K	\$210K	\$217K	\$217K
Median Listing Price	\$300K	\$290K	\$284K	\$290K	\$300K	\$244K	\$244K	\$249K	\$259K	\$263K	\$268K	\$290K	\$300K
Med Listing Price as a % of Med Est Value	112%	115%	129%	136%	140%	116%	118%	121%	111%	125%	127%	134%	138%

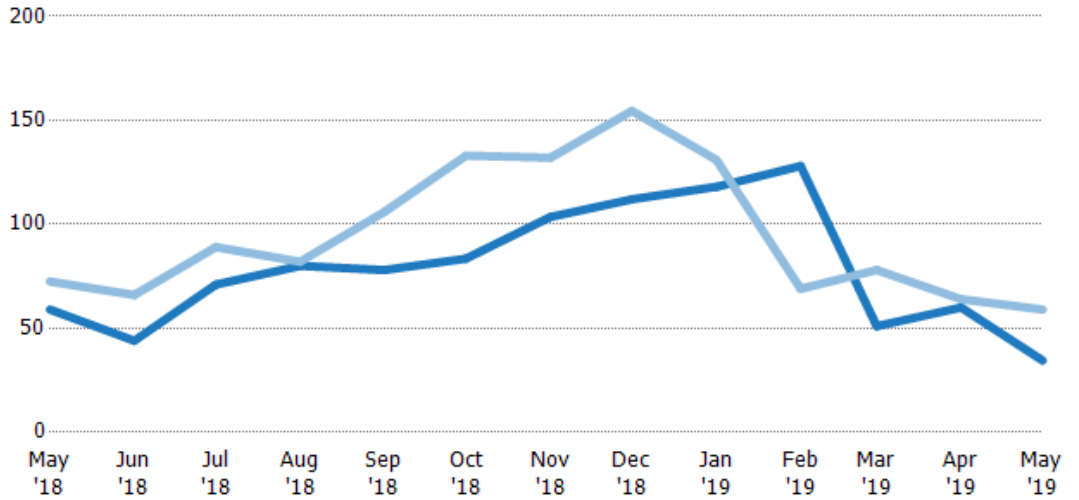
## Median Days in RPR

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.
May '19	34.5	-41.5%
May '18	59	-18.6%
May '17	72.5	7.6%



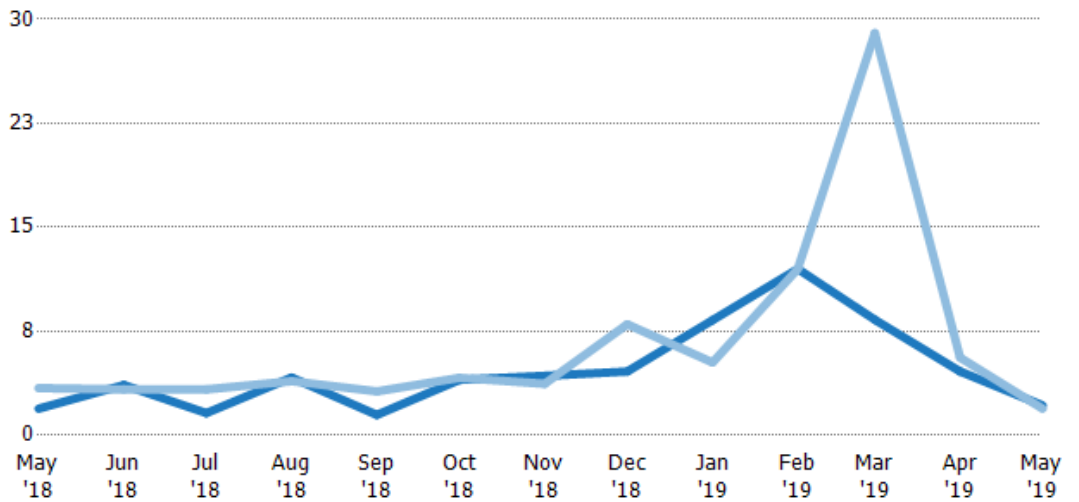
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	59	44	71	80	78	83.5	104	112	118	128	51	60	34.5
Prior Year	72.5	66	89	82	106	133	132	155	131	69	78	64	59
Percent Change from Prior Year	-19%	-33%	-20%	-2%	-26%	-37%	-22%	-28%	-10%	86%	-35%	-6%	-42%

## 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



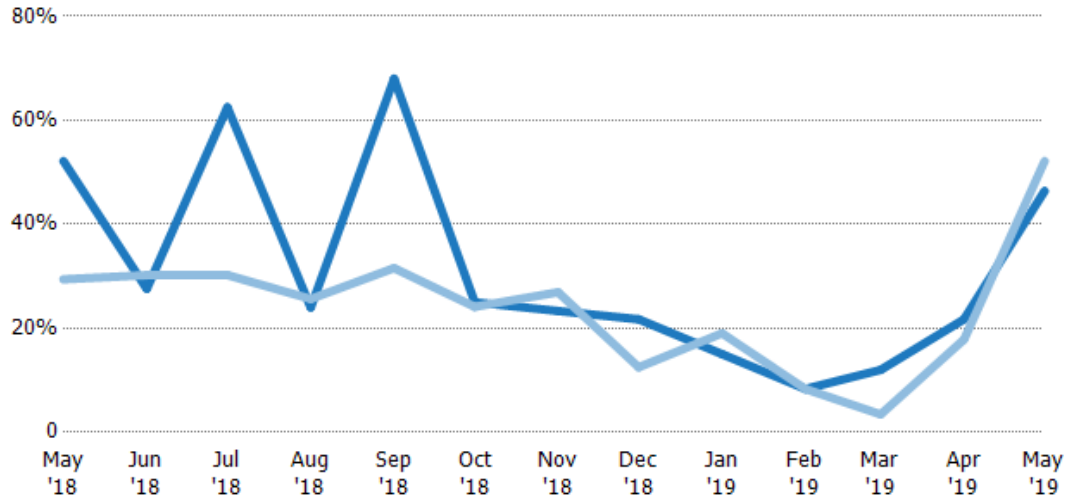
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	1.92	3.63	1.6	4.17	1.47	4	4.29	4.6	8.3	12	8.33	4.6	2.15
Prior Year	3.4	3.31	3.31	3.9	3.17	4.14	3.71	8	5.25	12	29	5.6	1.92
Percent Change from Prior Year	-44%	10%	-52%	7%	-54%	-3%	15%	-43%	-100%	0%	-71%	-18%	12%

## 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



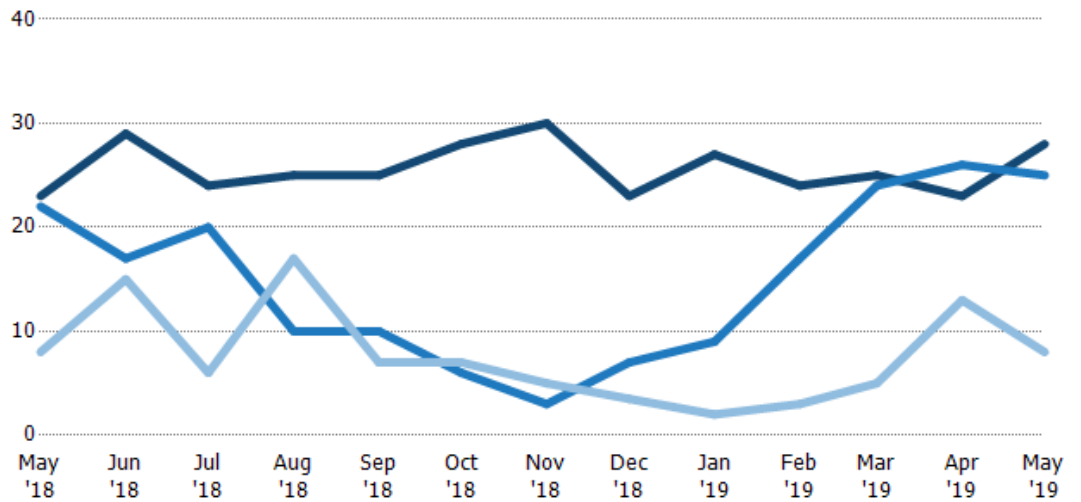
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	52%	28%	63%	24%	68%	25%	23%	22%	15%	8%	12%	22%	46%
Prior Year	29%	30%	30%	26%	32%	24%	27%	13%	19%	8%	3%	18%	52%
Change from Prior Year	-23%	3%	-32%	2%	-36%	-1%	4%	-9%	19%	0%	-9%	-4%	6%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	23	29	24	25	25	28	30	23	27	24	25	23	28
Pending	22	17	20	10	10	6	3	7	9	17	24	26	25
Sold	8	15	6	17	7	7	5	3.5	2	3	5	13	8

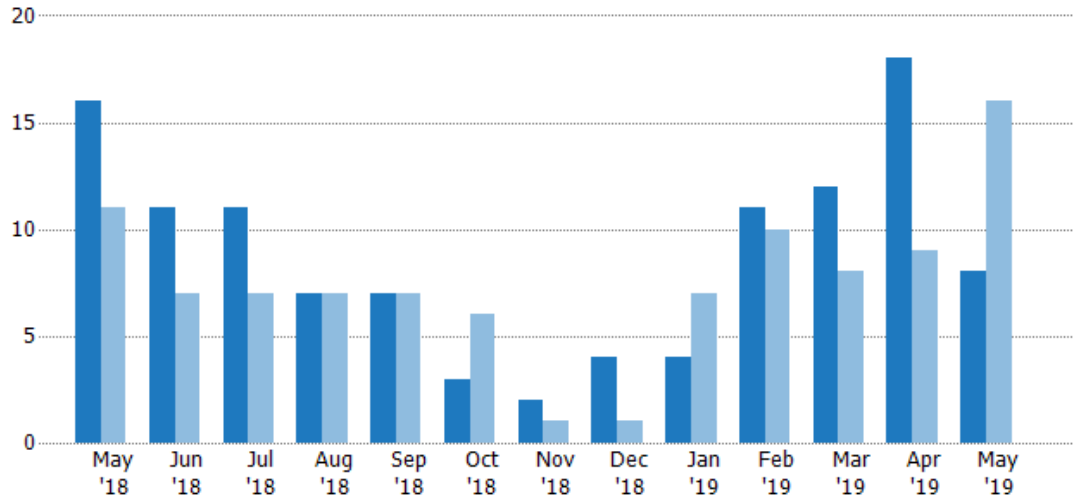
## New Pending Sales

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.
May '19	8	-50%
May '18	16	45.5%
May '17	11	27.3%



Current Year	16	11	11	7	7	3	2	4	4	11	12	18	8
Prior Year	11	7	7	7	7	6	1	1	7	10	8	9	16
Percent Change from Prior Year	45%	57%	57%	0%	0%	-50%	100%	300%	-43%	10%	50%	100%	-50%

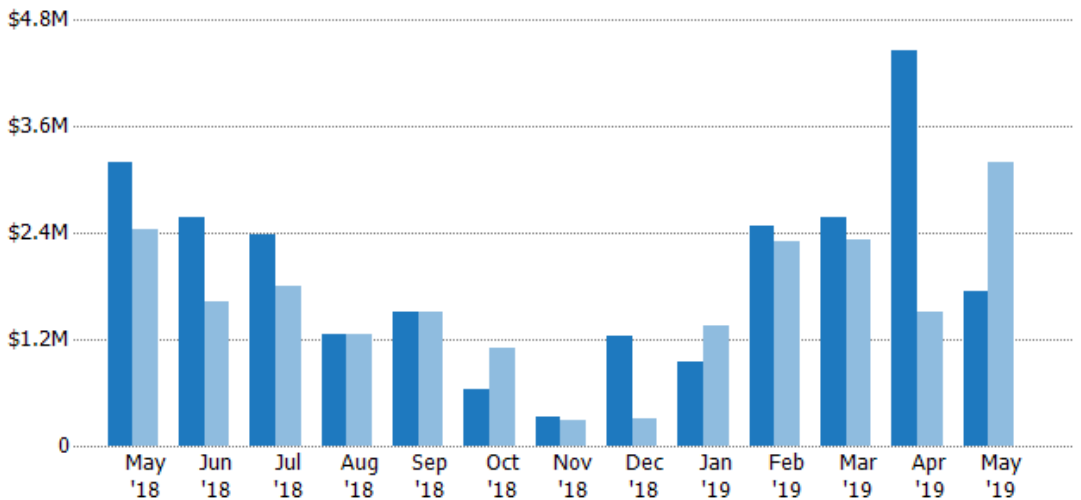
## New Pending Sales Volume

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.
May '19	\$1.74M	-45.6%
May '18	\$3.19M	30.4%
May '17	\$2.45M	15%



Current Year	\$3.19M	\$2.57M	\$2.39M	\$1.26M	\$1.51M	\$632K	\$319K	\$1.24M	\$941K	\$2.48M	\$2.57M	\$4.46M	\$1.74M
Prior Year	\$2.45M	\$1.64M	\$1.8M	\$1.26M	\$1.51M	\$1.1M	\$285K	\$300K	\$1.36M	\$2.31M	\$2.33M	\$1.52M	\$3.19M
Percent Change from Prior Year	30%	57%	32%	0%	-1%	-42%	12%	314%	-31%	8%	10%	194%	-46%



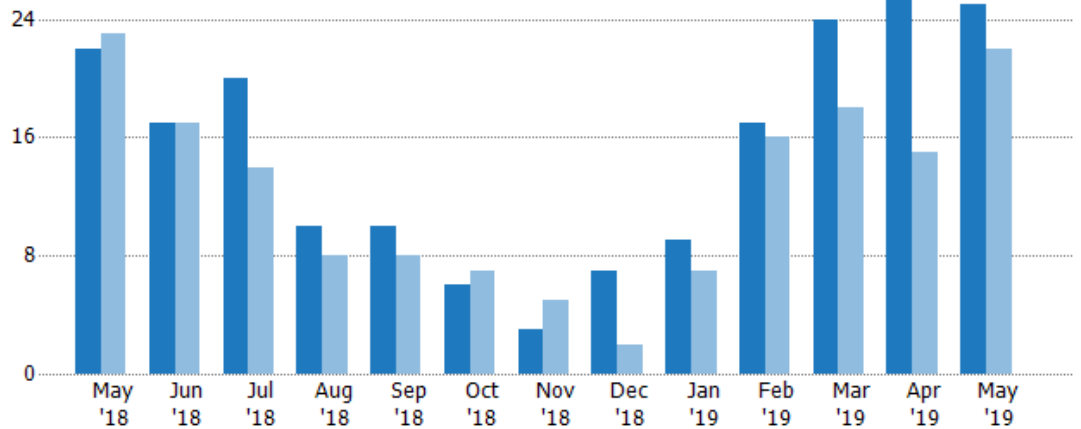
## Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
May '19	25	13.6%
May '18	22	-4.3%
May '17	23	17.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	22	17	20	10	10	6	3	7	9	17	24	26	25
Prior Year	23	17	14	8	8	7	5	2	7	16	18	15	22
Percent Change from Prior Year	-4%	0%	43%	25%	25%	-14%	-40%	250%	29%	6%	33%	73%	14%

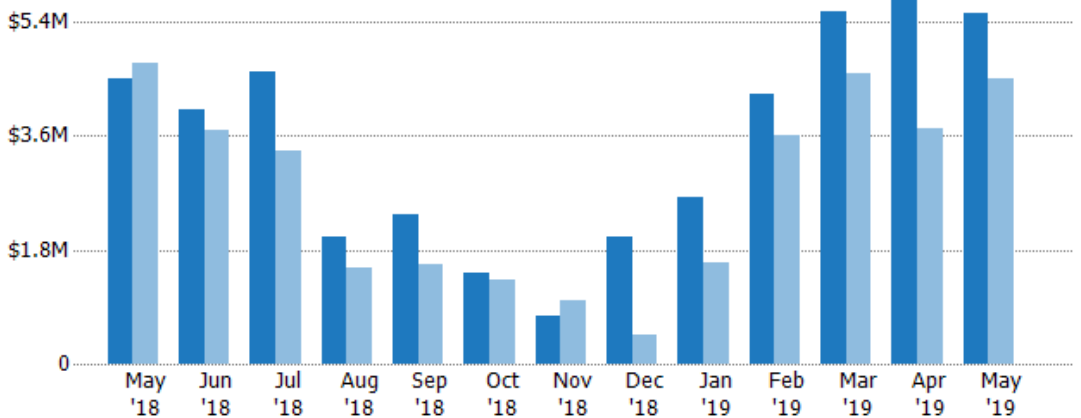
## Pending Sales Volume

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.
May '19	\$5.53M	23.2%
May '18	\$4.49M	-5.3%
May '17	\$4.74M	20.1%



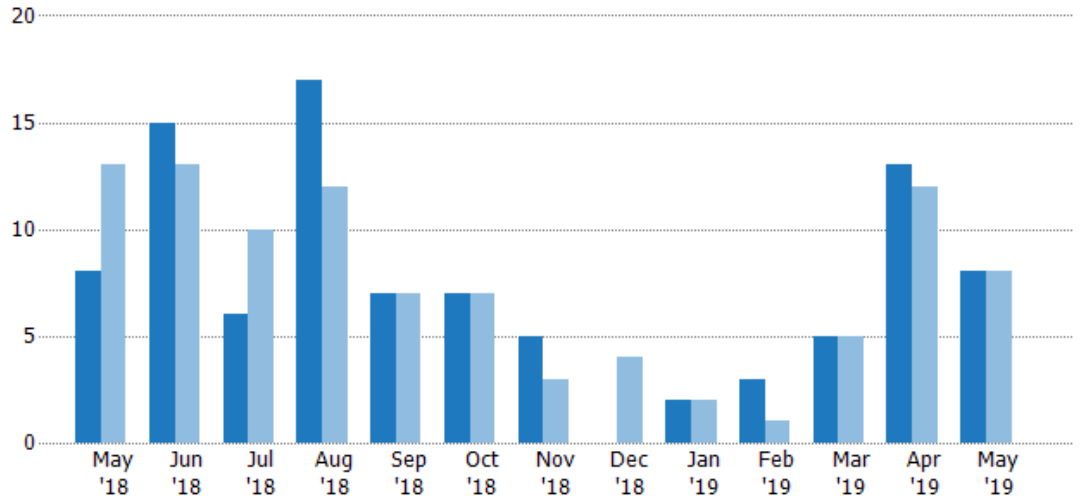
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$4.49M	\$4.02M	\$4.6M	\$2.01M	\$2.35M	\$1.43M	\$761K	\$2M	\$2.64M	\$4.25M	\$5.57M	\$6.04M	\$5.53M
Prior Year	\$4.74M	\$3.69M	\$3.35M	\$1.52M	\$1.58M	\$1.32M	\$999K	\$447K	\$1.61M	\$3.59M	\$4.59M	\$3.72M	\$4.49M
Percent Change from Prior Year	-5%	9%	37%	32%	49%	8%	-24%	348%	64%	18%	21%	62%	23%

## 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



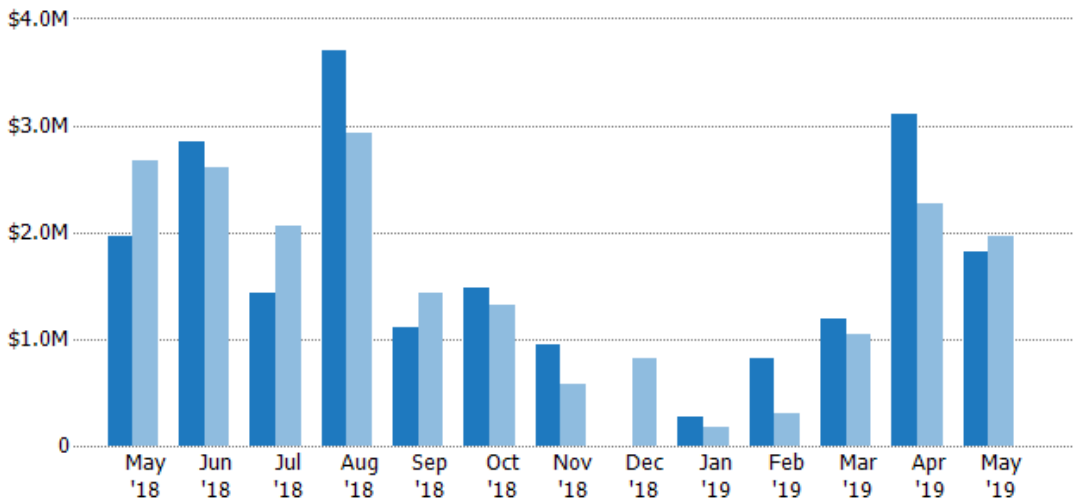
Current Year	8	15	6	17	7	7	5	-	2	3	5	13	8
Prior Year	13	13	10	12	7	7	3	4	2	1	5	12	8
Percent Change from Prior Year	-38%	15%	-40%	42%	0%	0%	67%	-100%	0%	200%	0%	8%	0%

## 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



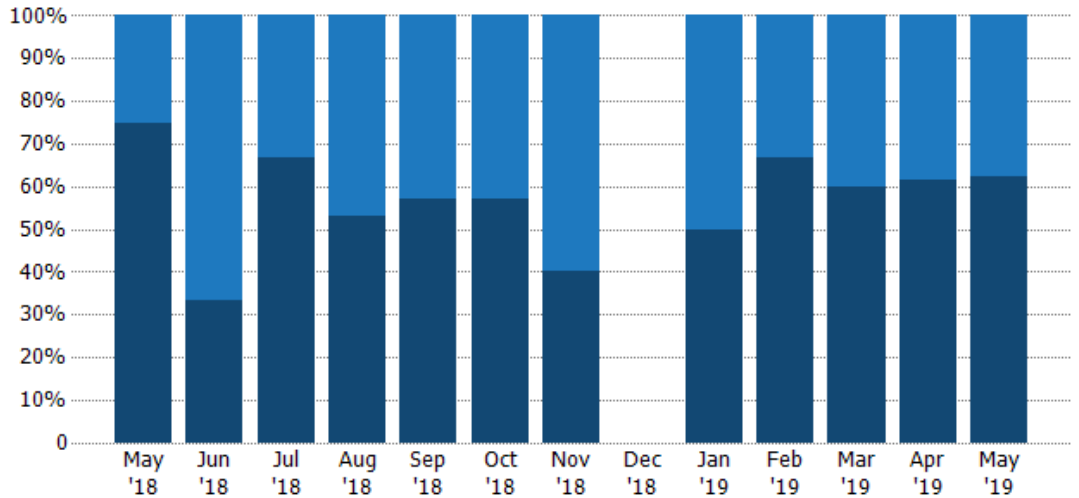
Current Year	\$1.96M	\$2.85M	\$1.43M	\$3.7M	\$1.11M	\$1.47M	\$951K	-	\$274K	\$824K	\$1.19M	\$3.11M	\$1.82M
Prior Year	\$2.67M	\$2.61M	\$2.06M	\$2.93M	\$1.43M	\$1.32M	\$574K	\$819K	\$182K	\$310K	\$1.05M	\$2.27M	\$1.96M
Percent Change from Prior Year	-26%	9%	-31%	26%	-22%	11%	66%	-100%	51%	166%	13%	37%	-7%

## 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



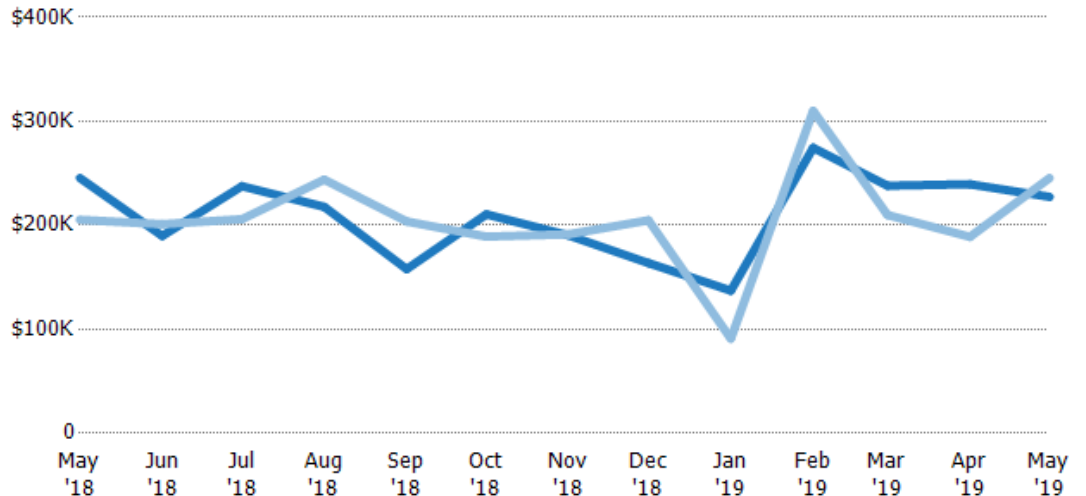
Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Condo/Townhouse	25%	67%	33%	47%	43%	43%	60%	-	50%	33%	40%	38%	38%
Single Family Residence	75%	33%	67%	53%	57%	57%	40%	-	50%	67%	60%	62%	63%

## 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



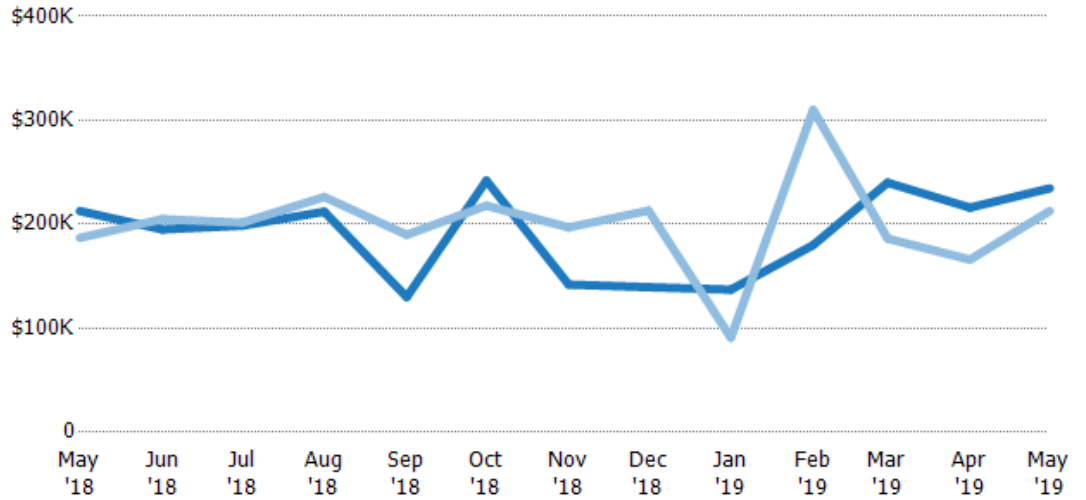
Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$245K	\$190K	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$238K	\$239K	\$227K
Prior Year	\$205K	\$201K	\$206K	\$244K	\$204K	\$189K	\$191K	\$205K	\$91K	\$310K	\$210K	\$189K	\$245K
Percent Change from Prior Year	20%	-6%	15%	-11%	-22%	11%	-1%	-100%	51%	-11%	13%	27%	-7%

## 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



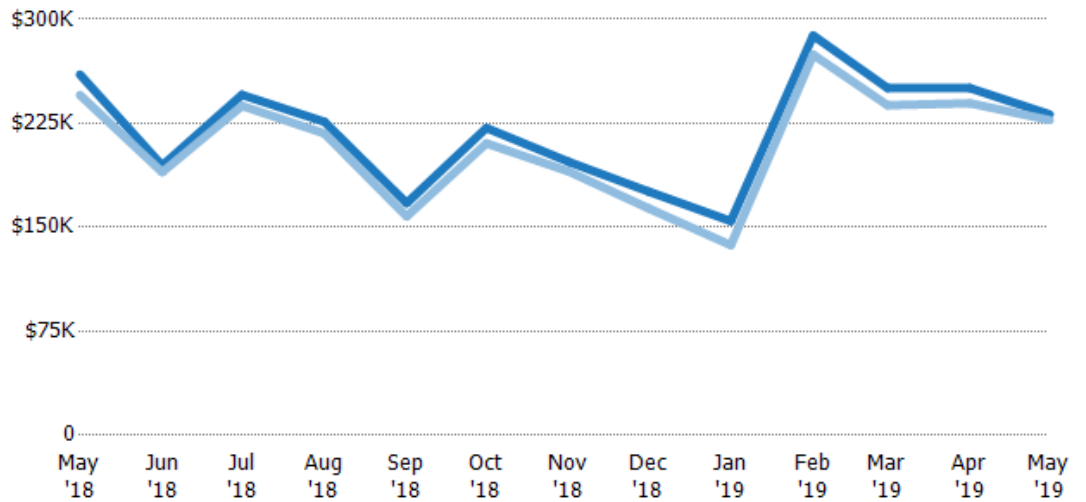
Current Year	\$213K	\$195K	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$240K	\$216K	\$235K
Prior Year	\$187K	\$205K	\$202K	\$226K	\$190K	\$218K	\$197K	\$213K	\$91K	\$310K	\$186K	\$166K	\$213K
Percent Change from Prior Year	14%	-5%	-1%	-6%	-32%	11%	-28%	-100%	51%	-42%	29%	30%	10%

## 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



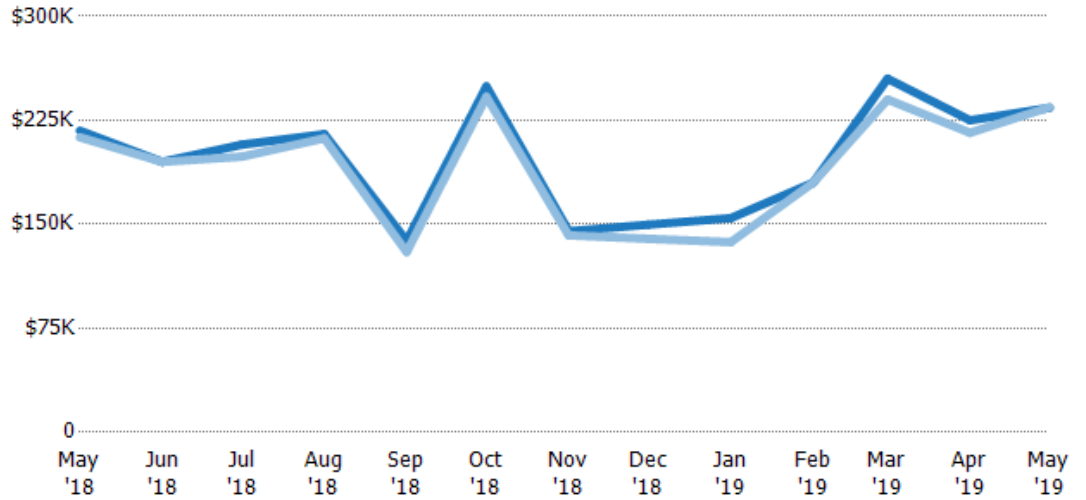
Avg List Price	\$260K	\$195K	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$250K	\$250K	\$231K
Avg Sales Price	\$245K	\$190K	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$238K	\$239K	\$227K
Avg Sales Price as a % of Avg List Price	94%	98%	97%	96%	94%	95%	96%	93%	89%	95%	95%	96%	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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



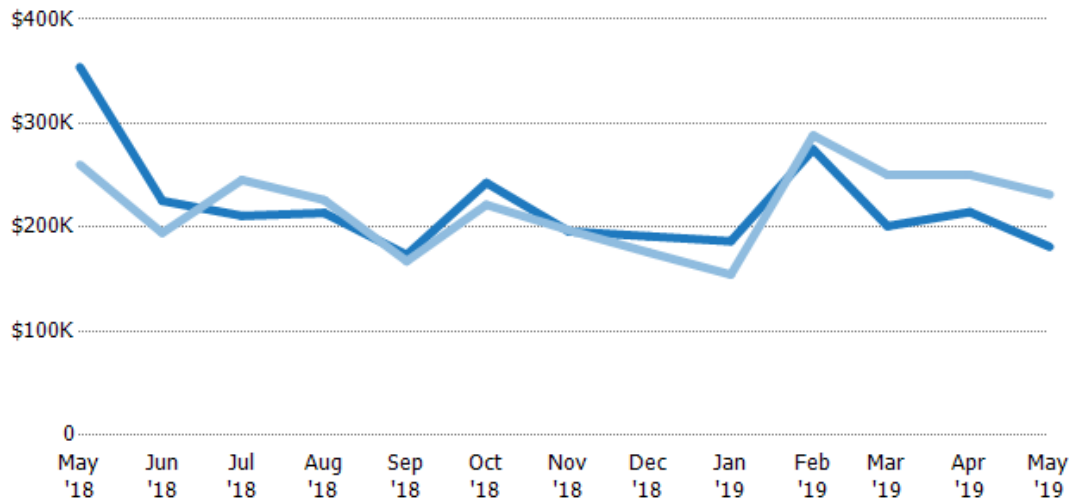
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$218K	\$195K	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$255K	\$225K	\$234K
Median Sales Price	\$213K	\$195K	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$240K	\$216K	\$235K
Med Sales Price as a % of Med List Price	98%	100%	96%	99%	94%	97%	98%	93%	89%	100%	94%	96%	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



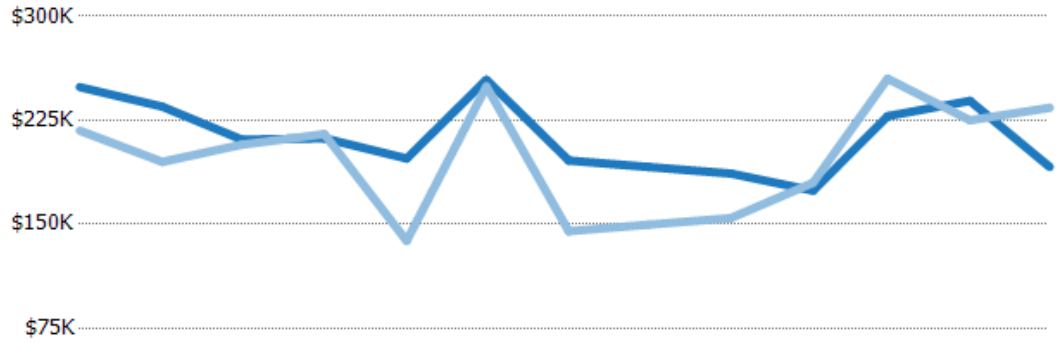
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$354K	\$225K	\$211K	\$214K	\$173K	\$243K	\$196K	\$191K	\$187K	\$275K	\$201K	\$215K	\$181K
Avg Sales Price	\$260K	\$195K	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$250K	\$250K	\$231K
Avg Sales Price as a % of Avg Est Value	74%	86%	116%	106%	96%	91%	101%	92%	83%	105%	125%	117%	128%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$249K	\$235K	\$211K	\$212K	\$197K	\$254K	\$196K	\$191K	\$187K	\$174K	\$228K	\$239K	\$191K
Median Sales Price	\$218K	\$195K	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$255K	\$225K	\$234K
Med Sales Price as a % of Med Est Value	87%	83%	98%	101%	70%	98%	74%	78%	83%	103%	112%	94%	122%