

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+/-	YTD 2017	YTD 2018	+ / -	Dec 2017	Dec 2018	Key Metrics
						isting Activity Charts Metrics
-75%	4	1	-75%	4	1	New Listing Count
-92%	\$706,900	\$56,500	-92%	\$706,900	\$56,500	New Listing Volume
	N⁄A	NA	-20.4%	49	39	Active Listing Count
	N⁄A	NA	-11%	\$21,468,179	\$19,108,480	Active Listing Volume
+11.8%	\$438,126	\$489,961	+11.8%	\$438,126	\$489,961	Average Listing Price
+6.2%	\$328,500	\$349,000	+6.2%	\$328,500	\$349,000	Median Listing Price
-20.3%	182	145	-20.3%	182	145	Median Days in RPR
+125.5%	2.9	6.5	-	_	_	Months of Inventory
-19.3%	34.69%	15.38%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+50%	2	3	+50%	2	3	New Pending Sales Count
+8.7%	\$748,900	\$813,900	+8.7%	\$748,900	\$813,900	New Pending Sales Volume
	NA	N⁄A	+120%	5	11	Pending Sales Count
	N⁄A	N⁄A	+423.4%	\$1,644,800	\$8,608,800	Pending Sales Volume
-16.7%	6	5	-16.7%	6	5	Cloæd Sales Count
+2.3%	\$1,526,685	\$1,561,500	+2.3%	\$1,526,685	\$1,561,500	Closed Sales Volume
+22.7%	\$254,448	\$312,300	+22.7%	\$254,448	\$312,300	Average Sales Price
-2.9%	\$248,093	\$241,000	-2.9%	\$248,093	\$241,000	Median Sales Price





Norwich

#### New Listings

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

	4.80														
Filters Used															
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	3.60														
Property Type: Condo/Townhouœ/Apt, Single Family Residence	2.40														
	1.20														
	0	_	_			-		_		-	_				
		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	1	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-75%	

#### New Listing Volume

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

Filters Used	\$800K ······													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:	\$600K													
Condo/Townhouse/Apt, Single Family Residence	\$400K													
	\$200K													
	0													
	, i i i i i i i i i i i i i i i i i i i	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$56.5K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$707K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-92%

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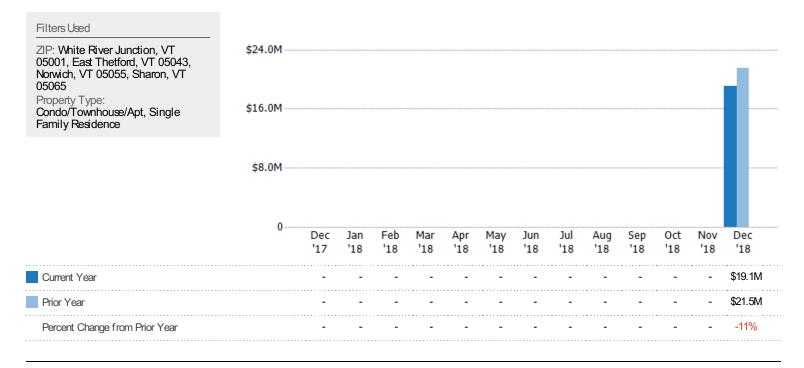
#### Active Listings

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

Filters Used ZIP: White River Junction, VT	54													
05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single	36													
Family Residence														
	18													
	0	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
		'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	39
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	49
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-20%

#### Active Listing Volume

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



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#### **Average Listing Price**

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

Filters Used	\$500K ······												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$490K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$438K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%

#### Median Listing Price

Percent Change from Prior Year

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

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	\$400K												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$349ł
Prior Year	-	-	-	_	_		_	_	_	_	_	_	\$329k

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## 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.

	\$500K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$495K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	@40012
													\$490K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$490K 99%

#### 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.

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ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Median Est Value													
Median Est Value Median Listing Price	'17 - -		'18										'18





#### 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.

	200												
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	150												
	50												
	0												
	Dec			Mar		May		Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	145
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	182
Percent Change from Prior Year	_	_	_	_									
					-	-			-	-	-	-	-20%

#### Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-32%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8.17
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.57
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
	2.50												
Property Type: Condo/Townhouse/Apt, Single Family Residence	5.00												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	7.50												
Filters Used	10.00												





#### Absorption Rate

The percentage of inventory sold per month.

	20%												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	15%												
Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0												
	Dec	Jan		Mar					Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	18%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

#### Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

	40												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	30												
Property Type: Condo/Townhouse/Apt, Single Family Residence	20												
	10												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	39
Pending	-	-	-	-	-	-	-	-	-	-	-	-	11
Sold	-	-	-	-	-	-	-	-	-	-	-	-	5





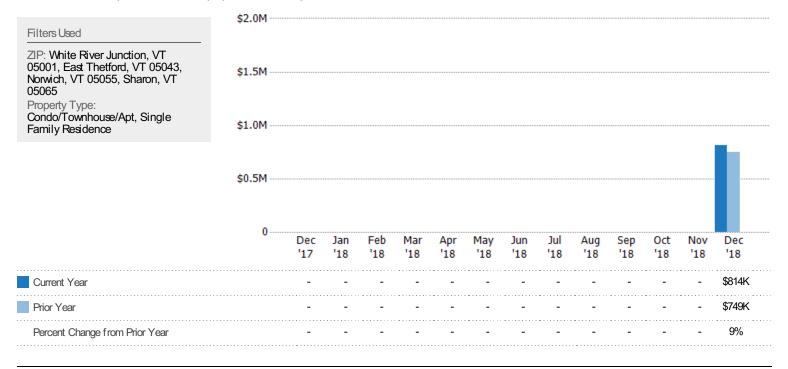
#### New Pending Sales

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

6.00													
4.50													
3.00													
1.50													
0	Dec '17	Jan '18					Jun '18	Jul '18	Aug '18	Sep	0ct '18	Nov '18	Dec '18
		10			10	10	10	10	10	10	10		
	-	-	-	-	-	-	-	-	-	-	-	-	3
	-	-	-	-	-	-	-	-	-	-	-	-	2
	-	-	-	-	-	-	-	-	-	-	-	-	50%
	4.50	4.50 3.00 1.50	4.50 3.00 1.50 0 Dec Jan	4.50 3.00 1.50 0 Dec Jan Feb	4.50 3.00 1.50 0 Dec Jan Feb Mar	4.50 3.00 1.50 0 Dec Jan Feb Mar Apr	4.50 3.00 1.50 0 Dec Jan Feb Mar Apr May	4.50 3.00 1.50 0 Dec Jan Feb Mar Apr May Jun	4.50 3.00 1.50 0 Dec Jan Feb Mar Apr May Jun Jul	4.50 3.00 1.50 0 Dec Jan Feb Mar Apr May Jun Jul Aug	4.50 3.00 1.50 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep	4.50 3.00 1.50 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct	4.50 3.00 1.50 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov

#### New Pending Sales Volume

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

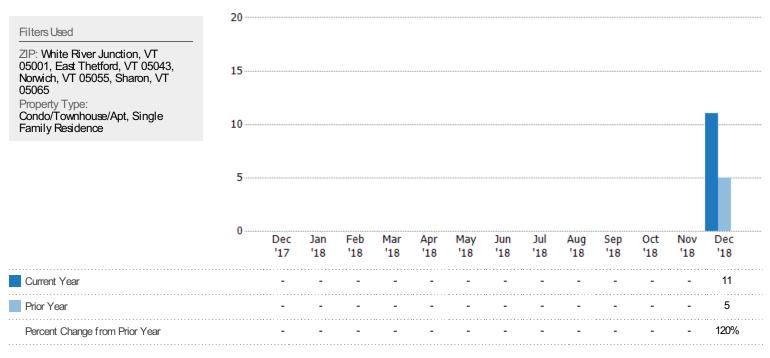


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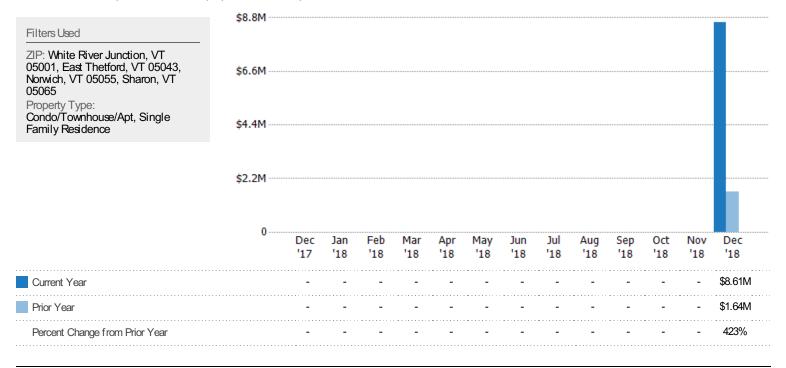
## **Pending Sales**

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



#### Pending Sales Volume

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



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Norwich

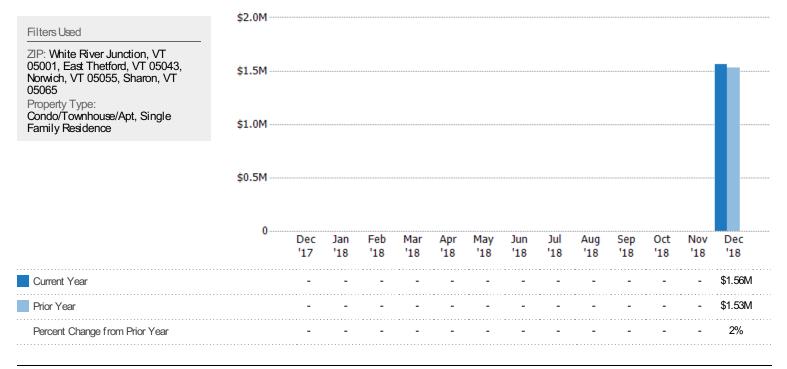
#### **Closed Sales**

The total number of residential properties sold each month.

	8.80													
Filters Used														
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	6.60													
Property Type: Condo/Townhouse/Apt, Single Family Residence	4.40													
	2.20													
	0					_		_		_				
		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%

#### **Closed Sales Volume**

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





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## Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: White River Junction, VT 05001, East Thetford, VT 05043,	80%														
Norwich, VT 05055, Sharon, VT 05065	70%														
Property Type:	60%														
Condo/Townhouse/Apt, Single Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	<b>D</b>												Dee	
		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	40%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	60%	

## Average Sales Price

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

Filters Used	\$400K												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$312K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$254K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%





#### Median Sales Price

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

	\$300K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep '18	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	18	18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$241K
Prior Year	-	-	-	_			_	-	-	-	_	_	
					-	-							\$248K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	\$248K - <mark>3%</mark>

#### Average Sales Price vs Average Listing Price

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

	0	 Feb			Aug		
	\$100K	 	 		 	 	 
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$200K	 	 	 	 	 	 
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$300K	 	 	 	 	 	 
Filters Used							





## Median Sales Price vs Median Listing Price

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

	\$300K												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price										-		-	
													\$235K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$235K \$241K
Median Sales Price Med Sales Price as a % of Med List Price	-	-	-	-	-		-	-	-	-	-	-	

#### 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.

ZIP: White River Junction, VT													
05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$450K												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$300K												
	\$150K												
	\$150K												
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Νον	Dec
	0	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	0 Dec	'18											
Avg Est Value Avg Sales Price	0 Dec '17 -	'18	'18									'18	'18





## 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.

	\$600K												
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	\$450K \$300K												
	\$150K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$521K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	45%

