

# Summary of Key Listing and Sales Metrics

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

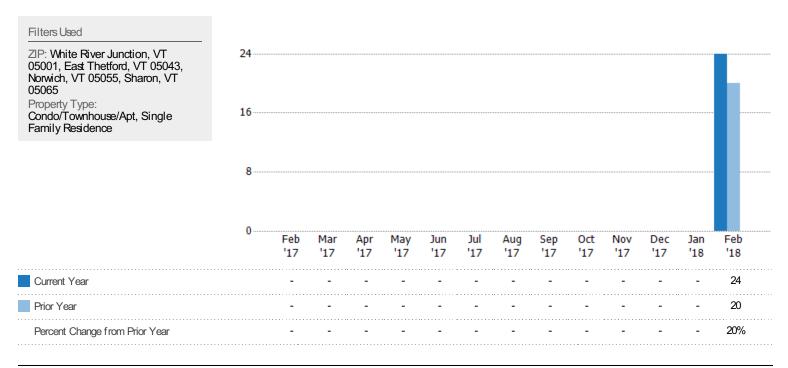
D 2017 + / ·	YTD 2017	YTD 2018	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
20 +20%	20	24	+20%	20	24	New Listing Count
71,300 +11.6%	\$8,871,300	\$9,902,999	+11.6%	\$8,871,300	\$9,902,999	New Listing Volume
67 -35.8%	67	43	-35.8%	67	43	Active Listing Count
13,790 - <mark>21.1%</mark>	\$32,813,790	\$25,884,379	-21.1%	\$32,813,790	\$25,884,379	Active Listing Volume
89,758 +22.9%	\$489,758	\$601,962	+22.9%	\$489,758	\$601,962	Average Listing Price
65,000 +16.4%	\$365,000	\$425,000	+16.4%	\$365,000	\$425,000	Median Listing Price
167 -49.1%	167	85	-49.1%	167	85	Median Daysin RPR
9.6 -43.8%	9.6	5.4	-	-	-	Months of Inventory
10.45% +8.2%	10.45%	18.6%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
20 -5%	20	19	-5%	20	19	New Pending Sales Count
88,100 +2%	\$6,188,100	\$6,314,700	+2%	\$6,188,100	\$6,314,700	New Pending Sales Volume
30 -10%	30	27	-10%	30	27	Pending Sales Count
66,000 -12.8%	\$9,466,000	\$8,253,400	-12.8%	\$9,466,000	\$8,253,400	Pending Sales Volume
8 -75%	8	2	-75%	8	2	Closed Sales Count
16,000 -72.2%	\$2,016,000	\$559,900	-72.2%	\$2,016,000	\$559,900	Closed Sales Volume
52,000 +11.1%	\$252,000	\$279,950	+11.1%	\$252,000	\$279,950	Average Sales Price
21,500 +26.4%	\$221,500	\$279,950	+26.4%	\$221,500	\$279,950	Median Sales Price





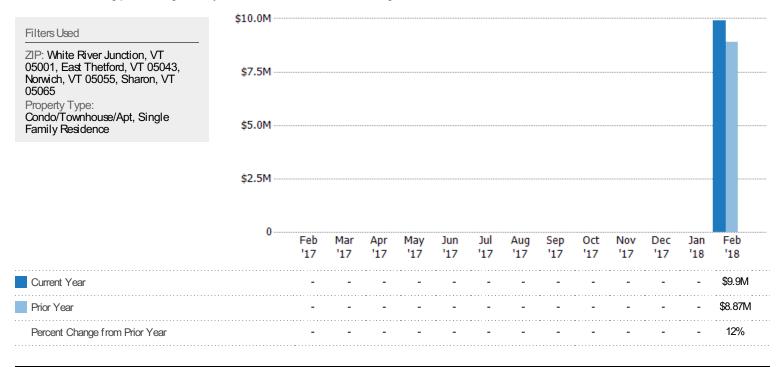
#### New Listings

The number of new single-family, condominium and townhome listings that were added each month.



#### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.



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### Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

	88														
Filters Used															
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	66														
Property Type: Condo/Townhouse/Apt, Single Family Residence	44														
	22														
	0									~ .		_	-		
		Feb '17	Mar '17	Арг '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	43	••••
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	67	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-36%	

# Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

	\$12.0M							
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M	 	 	 	 	 	 	
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$36.0M	 	 	 		 	 	
Filters Used	\$48.0M ······							



### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$700K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$525K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$350K												
	\$175K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
			17						17			10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$602K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$490K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%

#### Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$425K
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$125K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$375K												
Filters Used	\$500K ······												





# 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.

	\$700K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$525K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$350K												
	\$175K												
	0 Feb	Mar	Apr	Mav	Jun	Jul	Aua	Sep	0ct	Nov	Dec	Jan	Feb
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value							Aug '17	Sep '17 -					
Avg Est Value Avg Listing Price							Aug '17 -	Sep '17 -					'18
							Aug '17 - -	Sep '17 -					'18 \$571K

### 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.

	\$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												
	Feb	Mar	Apr '17		Jun			Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$380K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$425K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	112%





#### 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.

Current Year Prior Year	-	-	-	-	-	-	-	-	- -	-	- -		85 167
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	85
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	50												
05065 Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT	150												
Filters Used													

# Months of Inventory

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

Filters Used	20												
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			M	1	ابرو	A	C	0.+		<b>D</b>	1	<b>5-</b>
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8.6
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7.44
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%





#### 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	15%												
Family Residence	5%												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	13%
Change from Prior Year	-	-		-	-	-	-	-	-	-	-	-	2%

# Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Active Pending	0 Feb '17 -	Mar '17 -	Apr '17 -	May '17 -	Jun '17	Jul '17	Aug '17 -		0ct '17 -	Nov '17 -	Dec '17 -	Jan '18 -	Feb '18 43 27
Active			Apr '17		Jun '17 -	Jul	Aug	Sep	Oct	Nov	Dec	Jan	'18
			Apr '17		Jun '17	Jul	Aug	Sep	Oct	Nov	Dec	Jan	
	0												
	13												
05065 Property Type: Condo/Townhouse/Apt, Single Family Residence	25												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT	38												





#### New Pending Sales

The number of single-family, condominium and townhome 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	24													
	8													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	19
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	20
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-5%

# New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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	\$5.4M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
	\$1.8M ······													
	0													
	-	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.31M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.19M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%



# Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used	40													
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													
	10													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	Jul '17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	27
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	30
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%

# Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Uæd	\$20.0M													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$15.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-			-	-	-	\$8.25M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.47M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-13%



### **Closed Sales**

The total number of single-family, condominium and townhome 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			-											
		Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2	• • • • • • • •
Prior Year		-			-										
															••••
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-75%	•

# **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used														
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$2.4M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.6M ······													
	\$0.8M ······													
														6.
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$560K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.02M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-72%



# Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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														
	-	Feb	Mar	Apr	· · ·				Sep	Oct	Nov	Dec	Jan	Feb	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	

# Average Sales Price

The average sales price of the single-family, condominium and townhome 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												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%





#### Median Sales Price

The median sales price of the single-family, condominium and townhome 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				•	<b>7</b> . J		6	0-t		<b>D</b>	•	<b>E</b> -L
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb
													'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	'18 \$280K
Current Year Prior Year	-	-	-	-	-	-	-	- -	-		-	-	
	- -	- -	- -		- -	- -	- -	- - -	- - -			- -	

### 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	\$300K												
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 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$284K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%





# 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	\$300K ······												
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												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$284K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
													φ2001
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

#### 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.

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Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0 Feb '17	Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value													
Avg Est Value Avg Sales Price													'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.

	\$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												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
											±/	10	10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$284K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

