

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 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	10	+50%	15	10	+50%
New Listing Volume	\$4,144,500	\$3,047,800	+36%	\$4,144,500	\$3,047,800	+36%
Active Listing Count	21	30	-30%	21	30	-30%
Active Listing Volume	\$7,556,180	\$9,686,290	-22%	\$7,556,180	\$9,686,290	-22%
Average Listing Price	\$359,818	\$322,876	+11.4%	\$359,818	\$322,876	+11.4%
Median Listing Price	\$254,900	\$242,000	+5.3%	\$254,900	\$242,000	+5.3%
Median Daysin RPR	47	164	-71.3%	47	164	-71.3%
Months of Inventory	_	_	-	3.5	7.5	-53.3%
Absorption Rate	_	_	+-	28.57%	13.33%	+15.2%
Sales Activity Charts Metrics			1			
New Pending Sales Count	14	11	+27.3%	14	11	+27.3%
New Pending Sales Volume	\$2,923,700	\$2,822,100	+3.6%	\$2,923,700	\$2,822,100	+3.6%
Pending Sales Count	20	15	+33.3%	20	15	+33.3%
Pending Sales Volume	\$4,212,900	\$3,324,100	+26.7%	\$4,212,900	\$3,324,100	+26.7%
Closed Sales Count	1	6	-83.3%	1	6	-83.3%
Cloæd Sales Volume	\$310,000	\$1,115,000	-72.2%	\$310,000	\$1,115,000	-72.2%
Average Sales Price	\$310,000	\$185,833	+66.8%	\$310,000	\$185,833	+66.8%
Median Sales Price	\$310,000	\$173,000	+79.2%	\$310,000	\$173,000	+79.2%



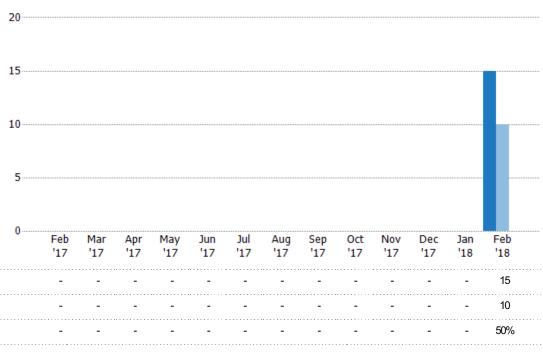




New Listings

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

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



New Listing Volume

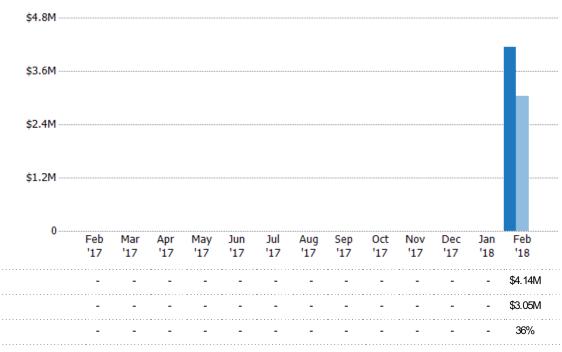
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





Active Listings

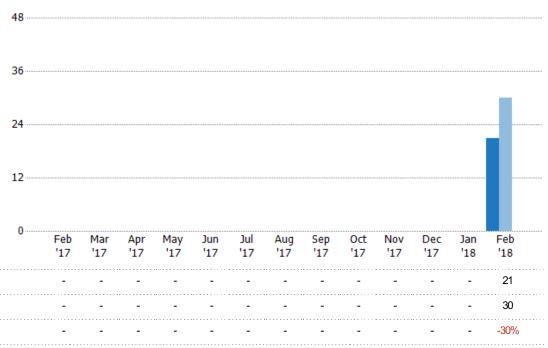
Family Residence

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

Filters Used

ZIP: White River Junction, VT 05001

Property Type:
Condo/Townhouse/Apt, Single



Active Listing Volume

Percent Change from Prior Year

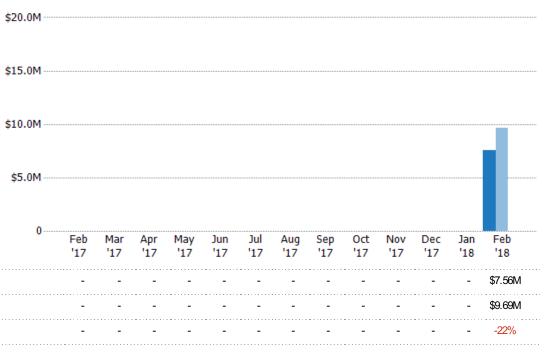
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year





Average Listing Price

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

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

-	 	-	-	-	- -	-	 -	-	 \$360K
Feb					Aug '17				Feb '18

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

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

\$300K

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

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5K											
JK											
_			Man				O.+	Nev			
0 Feb '17	Mar '17	Apr '17			Jul '17	Sep '17		Nov '17	Dec	Jan '18	Fe '1
Feb	Mar	Apr		Jun	Jul		0ct '17 -	Nov '17	Dec	Jan	F



Current Year
Prior Year

Percent Change from Prior Year





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

Avg Est Value

Avg Listing Price

\$400K												
\$300K												
\$200K												
\$100K												
Feb			May '17						Nov '17	Dec '17	Jan '18	Feb '18
-	-	-		-		-		-				\$225K
-	-	-	-	-	-	_	-	-	-	-	-	\$360K
-	-	-	-	- -	- -	_	-	-	-	-	-	160%

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

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value

Avg Listing Price as a % of Avg Est Value

\$300K												
\$225K						•••••						
\$150K												
\$75K					•••••	•••••						•••••
_			May '17									Feb '18
-	-	-	-	-	- -	-	-		-	-	-	\$202K
-	-	-	-	-	-	-	-	-	-	-	-	\$255K
-	-	-	-	-	-	-	-	-	-	-	-	126%



Median Est Value

Median Listing Price





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.

The median number of days between whe	ii leadeilliai	piopeille	sale ilis	uspiaye	u as acii	ve name	Jonnaria	and whe	ιι ασσρι	eu oneis	liave bee	iiiioteui	III V-IV.
	200												
Filters Used													
ZIP: White River Junction, VT 05001 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Feb	Mar	Apr	May	Jun	Jul '17	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	_	-	47
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	164

Months of Inventory

Percent Change from Prior Year

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	15												
	10												
	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
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

	Used

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

.5%	 	 		 			 	
.0%		 		 			 	
50/-								
J 70	 							
J 70 ······								
0 Feb				 			 	
0 Feb		 Jun '17 -	Jul '17 -	 Sep '17	0ct '17	Nov '17	 	
0 Feb		 Jun '17 -		 Sep '17 -		Nov '17	 	

Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

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

30	
23	
15	

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov	Dec '17	Jan '18	Feb '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	21
Pending	-	-	-	-	-	-	-	-	-	-	-	-	20
Sold	-	-	-	-	-	-	-	-	-	-	-	-	1



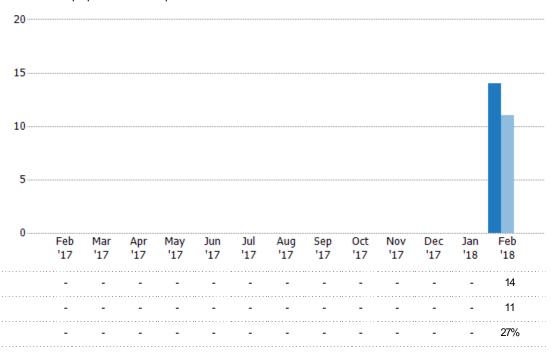




New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





New Pending Sales Volume

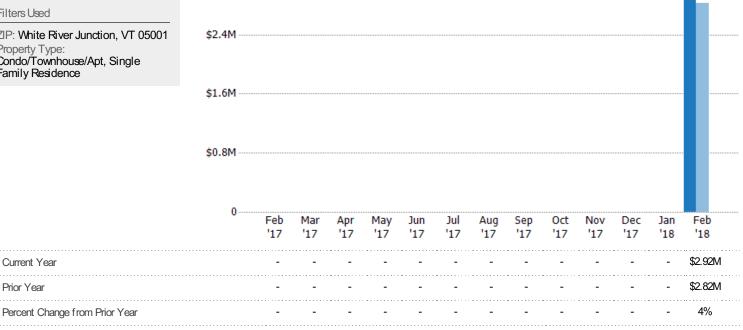
Percent Change from Prior Year

Current Year

Prior Year

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



Current Year





Pending Sales

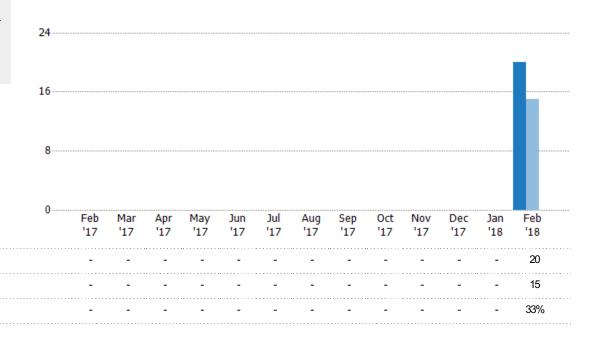
The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



Current Year

Prior Year

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

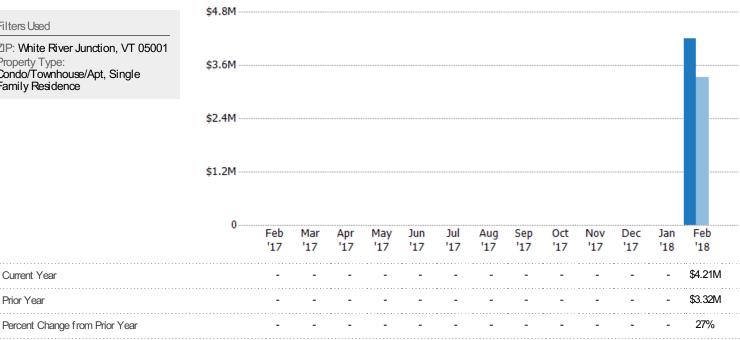


Pending Sales Volume

Percent Change from Prior Year

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



Current Year



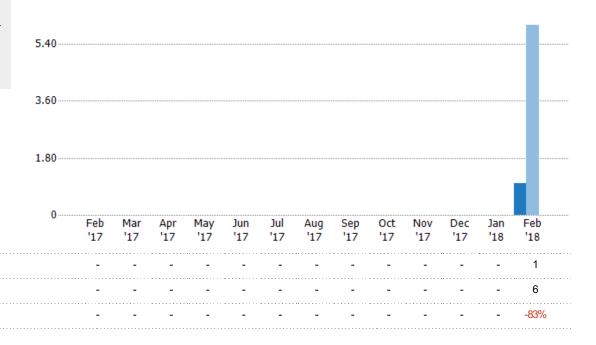


Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

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



Closed Sales Volume

Percent Change from Prior Year

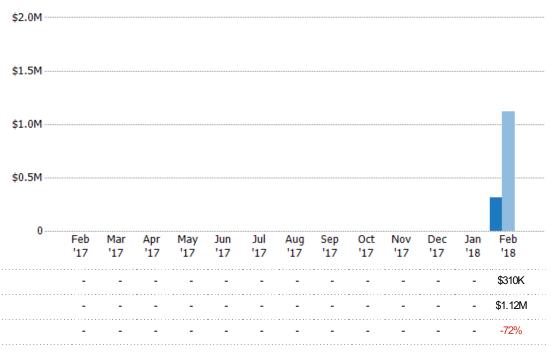
The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

Current Year

Prior Year

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



Current Year

Percent Change from Prior Year



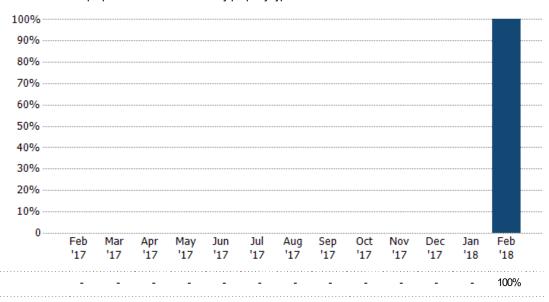


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



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



Average Sales Price

Single Family Residence

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

Filters Used

ZIP: White River Junction, VT 05001

Property Type:
Condo/Toughouse/Act. Single

Condo/Townhouse/Apt, Single Family Residence

0K	 		 	 					
0K	 		 	 					
-		May							
-		May '17						Jan	Fe '1
-				Sep '17	0ct '17		Dec '17	Jan '18	Fe '1
-				Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Fe '1' \$31



Current Year
Prior Year

Percent Change from Prior Year





Median Sales Price

Current Year
Prior Year

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

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

\$400K												
\$300K												
\$200K												
\$100K												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$310K
-	-	-	-	-	-	_	-	-	-	-	-	\$173K
-	-	-	-	-	-	-	-	-	-	-	-	79%

Average Sales Price vs Average Listing Price

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

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

00K	 							 		
00K	 							 		
00K	 							 		
0								 		
0		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	 		
0		May '17	Jun '17	Jul '17		Sep '17	0ct '17	 		Fel
0		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	 	Jan '18	Fel:



Avg List Price

Avg Sales Price





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

\$400K												
\$300K												
\$200K												
\$100K												
_			May '17									Feb '18
-	-	-	-	-	-	-		-	-			\$319K
-	-	- -	-	-	-	_	-	-	-	-	-	\$310K
-	-	-	-	-	-	-	-	-	-	-	-	97%

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

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

φ τ υυΚ												
\$300K												
\$200K												
\$100K												
0												
Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
Feb '17	Mar '17					Aug '17				Dec '17	Jan	
Feb '17 -	Mar '17 -		May '17							Dec '17	Jan	Feb
Feb '17 -	Mar '17					- - -				Dec '17 -	Jan	Feb '18



Avg Est Value

Avg Sales Price





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.

Eilters Used

ZIP: White River Junction, VT 05001

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

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

\$400K												
\$300K												
\$200K					•••••							
\$100K												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$0
=	-	-	-	-	-	-	-	-	-	-	-	\$319K
-	-	-	-	-	-	-	-	-	-	-	-	100%



