

# Summary of Key Listing and Sales Metrics

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

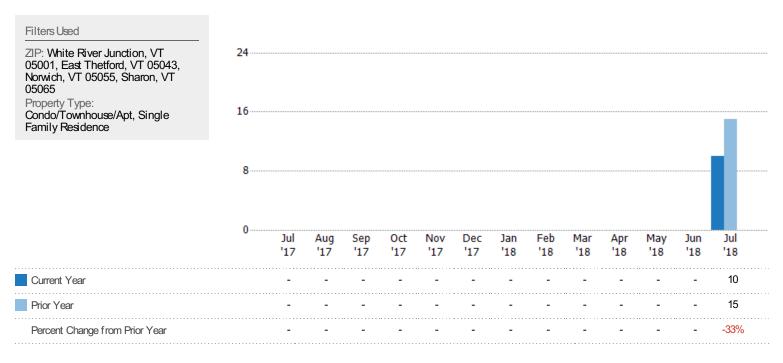
+/-	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						isting Activity Charts Metrics
-33.3%	15	10	-33.3%	15	10	New Listing Count
-38.4%	\$4,207,200	\$2,590,900	-38.4%	\$4,207,200	\$2,590,900	New Listing Volume
-43.9%	82	46	-43.9%	82	46	Active Listing Count
-30.3%	\$37,386,890	\$26,059,490	-30.3%	\$37,386,890	\$26,059,490	Active Listing Volume
+24.3%	\$455,938	\$566,511	+24.3%	\$455,938	\$566,511	Average Listing Price
+28.6%	\$285,000	\$366,500	+28.6%	\$285,000	\$366,500	Median Listing Price
-3.3%	90.5	87.5	-3.3%	90.5	87.5	Median Days in RPR
-23.9%	4.3	3.3	-	_	-	Months of Inventory
+7.3%	23.17%	30.43%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+50%	10	15	+50%	10	15	New Pending Sales Count
+59.9%	\$2,793,700	\$4,466,900	+59.9%	\$2,793,700	\$4,466,900	New Pending Sales Volume
+26.1%	23	29	+26.1%	23	29	Pending Sales Count
+55.9%	\$5,963,500	\$9,299,298	+55.9%	\$5,963,500	\$9,299,298	Pending Sales Volume
-21.4%	14	11	-21.4%	14	11	Cloæd Sales Count
-3%	\$4,365,650	\$4,235,900	-3%	\$4,365,650	\$4,235,900	Closed Sales Volume
+23.5%	\$311,832	\$385,082	+23.5%	\$311,832	\$385,082	Average Sales Price
+15.9%	\$266,500	\$309,000	+15.9%	\$266,500	\$309,000	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.

Filters Used	\$20.0M ······													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:	\$15.0M													
Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	Ŭ	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.59M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.21M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%



#### Active Listings

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

Filters Used	200													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	150													
Property Type: Condo/Townhouæ/Apt, Single Family Residence	100													
	50													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	46
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	82
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-44%

#### Active Listing Volume

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

Filters Used	\$60.0M													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$45.0M													
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$30.0M													
	\$15.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-		-	-	\$26.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$37.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-30%



#### Average Listing Price

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

	\$600K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$450K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$150K												
	0		<b>C</b>	0.+		<b>D</b>	•	E-F		•		•	<b>7</b> l
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	'18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$567K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$456K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	24%

# Median Listing Price

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

Prior Year Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$285k
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$367K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$100K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$300K												
Filters Used	\$400K ······												





### 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 Jul	Aug	Con	Oct	Nov	Dec	150	Feb	Mar	Apr	May	lun	Jul
	'17	Aug '17	Sep '17	0ct '17	Nov '17	'17	'18	'18	'18	Apr '18	May '18	Jun '18	'18
													\$C0014
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$620K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$567K
Avg Listing Price as a % of Avg Est Value													
0 0	-	-	-	-	-	-	-	-	-	-	-	-	91%

#### 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												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$401K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$367K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	91%





#### 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.

	100												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	75												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	50												
	25												
	0												
	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	87.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	90.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

#### Months of Inventory

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

	1.50												
	0												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year													
Current Year Prior Year													'18





#### Absorption Rate

The percentage of inventory sold per month.

	60%												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	45%												
Property Type: Condo/Townhouse/Apt, Single Family Residence	30%												
	15%												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	17	17	17	17	17	17	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	57%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	30%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-26%

#### Active/Pending/Sold Units

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

Active Pending	0 Jul '17 -	Aug '17 -	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17	Jan '18 -	Feb '18 -	Mar '18 -	Apr '18 -	May '18	Jun '18 -	Jul '18 46 29
Active													'18
	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.

Eller de la d	20													
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													
	5													
	0	Jul			Oct	Nov	Dec	Jan	Feb		Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	15
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50%

#### 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	\$4.8M ······													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$3.6M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
	\$1.2M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year					-									\$4.47M
														•
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.79M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	60%



## 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 Property Type:	30													
Condo/Townhouse/Apt, Single Family Residence	20													
	10													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
			17				17	10	10	10	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	29
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	23
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	26%

#### Pending Sales Volume

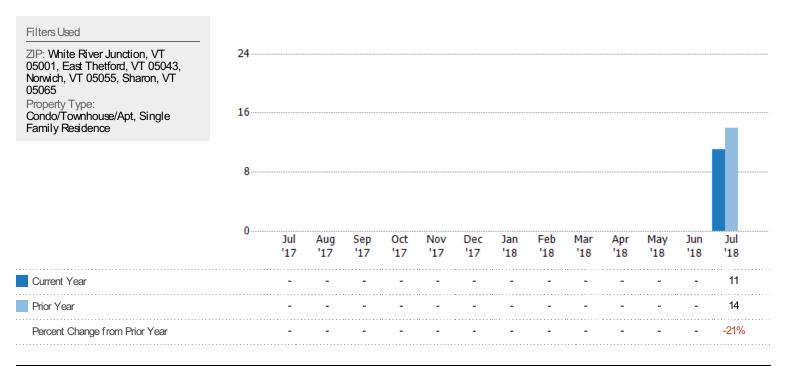
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$20.0M													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$15.0M													
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
			17					10	10	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.3M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.96M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	56%



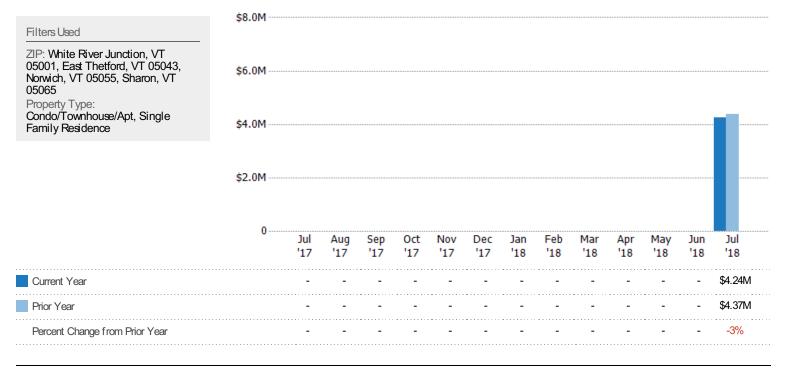
### Closed Sales

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



### **Closed Sales Volume**

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



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# 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	Jul	-				Dec			Mar	-		lun	Jul	
		'17	Aug '17	Sep '17	0ct '17	'17	'17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	18	
Condo/Townhouse														18%	
			-	-	-	-	-	-	-	-	-	-		1070	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	82%	

# Average Sales Price

Percent Change from Prior Year

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

	\$400K ······												
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	\$300K \$200K												
	\$100K												
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$385K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$312K

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23%

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#### Median Sales Price

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

	\$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 Jul	Aug	Sep	0ct	Nov	Dec	lan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$309K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	
Percent Change from Prior Year													\$267K
e e e e e e e e e e e e e e e e e e e	-	-	-	-	-	-	-	-	-	-	-	-	16%

#### 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 Jul '17	Aug	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$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.

	\$400K												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$300K												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$200K												
	\$100K												
	0							-					
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$319K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$309K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

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Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	130%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$397K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$100K												
05065 Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$200K												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT	\$300K												
Filters Used	\$400K ······												





## 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.

	\$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												
	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$319K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	121%

