

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	Jul 2018	Jul 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	10	-30%	7	10	-30%
New Listing Volume	\$1,301,900	\$2,877,300	-54.8%	\$1,301,900	\$2,877,300	-54.8%
Active Listing Count	20	44	-54.5%	20	44	-54.5%
Active Listing Volume	\$6,469,690	\$11,437,890	-43.4%	\$6,469,690	\$11,437,890	-43.4%
Average Listing Price	\$323,485	\$259,952	+24.4%	\$323,485	\$259,952	+24.4%
Median Listing Price	\$284,450	\$213,500	+33.2%	\$284,450	\$213,500	+33.2%
Median Days in RPR	67.5	86.5	-22%	67.5	86.5	-22%
Months of Inventory	_	_	-	2	4	-50%
Absorption Rate	_	_	+-	50%	25%	+25%
Sales Activity Charts Metrics						
New Pending Sales Count	10	7	+42.9%	10	7	+42.9%
New Pending Sales Volume	\$2,255,900	\$1,803,700	+25.1%	\$2,255,900	\$1,803,700	+25.1%
Pending Sales Count	20	14	+42.9%	20	14	+42.9%
Pending Sales Volume	\$4,489,299	\$3,354,600	+33.8%	\$4,489,299	\$3,354,600	+33.8%
Closed Sales Count	6	10	-40%	6	10	-40%
Closed Sales Volume	\$1,425,400	\$2,058,650	-30.8%	\$1,425,400	\$2,058,650	-30.8%
Average Sales Price	\$237,567	\$205,865	+15.4%	\$237,567	\$205,865	+15.4%
Median Sales Price	\$198,750	\$201,500	-1.4%	\$198,750	\$201,500	-1.4%

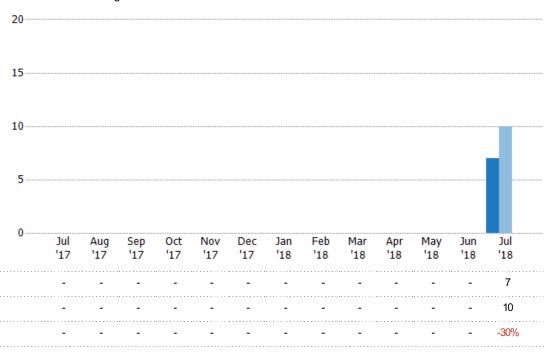




New Listings

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

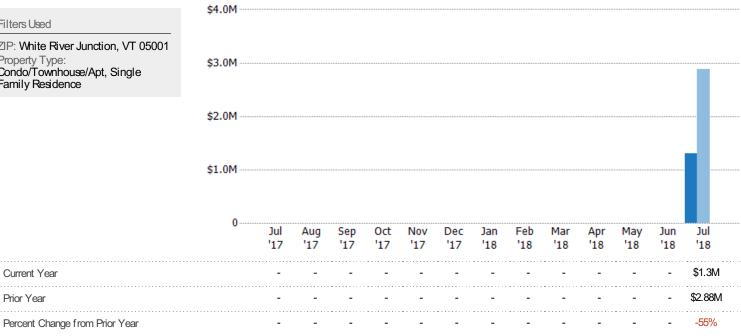
Percent Change from Prior Year

Current Year

Prior Year

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

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

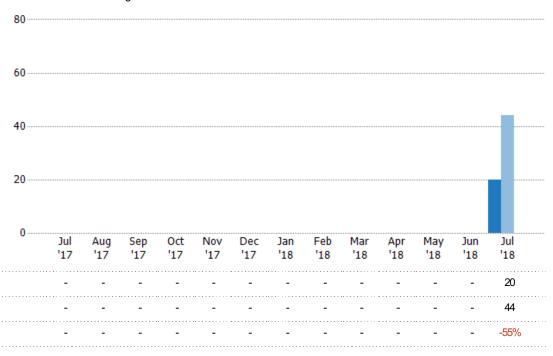




Active Listings

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 Family Residence



Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: White River Junction, VT 05001 Property Type:

Condo/Townhouse/Apt, Single Family Residence



\$323K

\$260K



Market Data Report

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

					Aug Sep Oct Nov Dec Jan Feb Mar Apr May	Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun

Median Listing Price

Family Residence

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.

Filters Used

ZIP: White River Junction, VT 05001

Property Type:
Condo/Townhouse/Apt, Single

	0	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$284K	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$214K	
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	33%	





Avg Est Value

Avg Listing Price

Market Data Report

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

800K	 	 								
200K	 	 								
.00K	 	 								
•										
0	 	 								
0 Jul	 	 	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
0 Jul	 	 	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18

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.

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

Avg Listing Price as a % of Avg Est Value

\$400K \$300K \$200K \$100K 0 Jul Aug Sep 0ct Νον Dec Jan Feb Mar May Jul Apr Jun '17 '18 \$318K \$284K 90%



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



93%



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

Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
	23												
	23												
	23 0 Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	0 Jul		Sep '17										

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	5.00
ZIP: White River Junction, VT 05001 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.75
	2.50
	1,25
	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	-	-	-	-		-	-	-	-	-	-	-	1.33
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.38
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-61%





Absorption Rate

The percentage of inventory sold per month.

	ltom.	
\Box	11015	Used

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

0%	 					
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	-	-	-	-		-	-	-	-	-	-	-	75%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	30%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-45%

Active/Pending/Sold Units

The number of single-family, condominium and townhome 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

23												
15												
88												
0												
0 Jul '17	Aug	Sep	Oct	Nov	Dec '17	Jan	Feb	Mar	Apr	May '18		Jul '18
Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '18



Active Pending

Sold





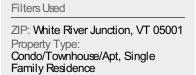
Current Year

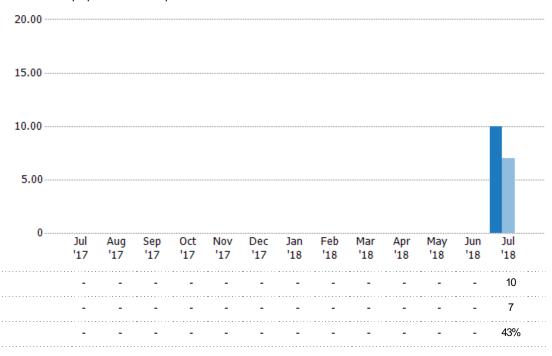
Prior Year

Market Data Report

New Pending Sales

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



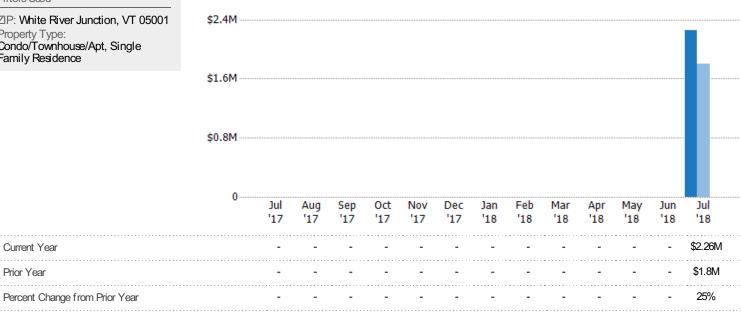


New Pending Sales Volume

Percent Change from Prior Year

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

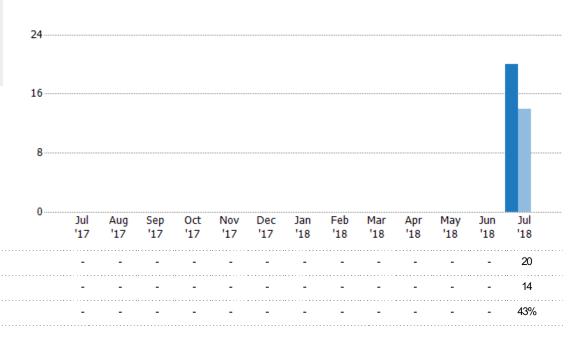




Pending Sales

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





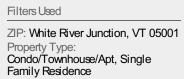
Pending Sales Volume

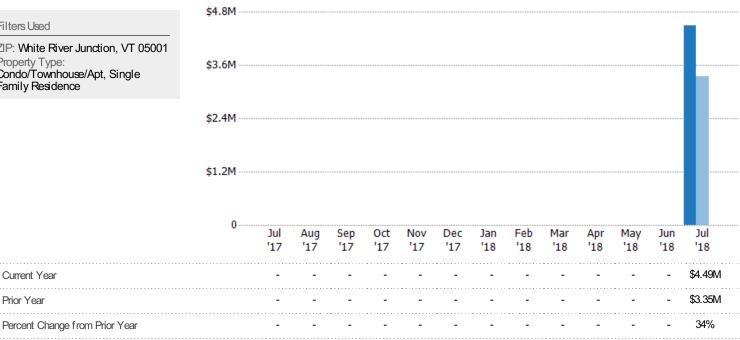
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

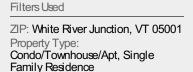
Prior Year

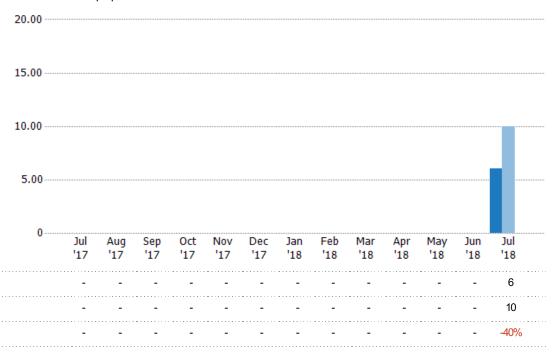




Closed Sales

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





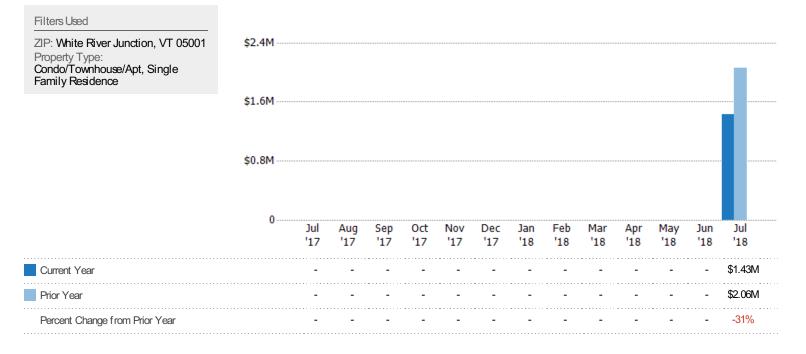
Closed Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

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





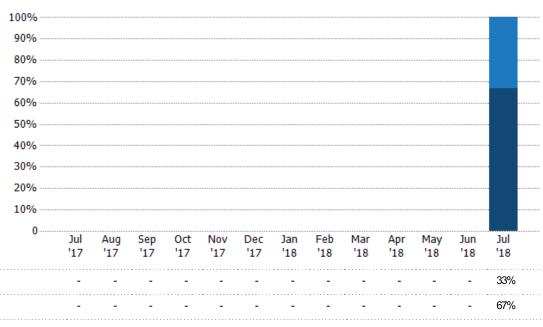


Closed Sales by Property Type

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

Condo/Townhouse

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/Townhouse/Apt, Single
Family Residence

\$300K \$225K \$150K \$75K 0 Aug Jul Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 \$238K \$206K 15%



Current Year

Percent Change from Prior Year

Prior Year





Current Year

Prior Year

Market Data Report

Median Sales Price

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

\$75K

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

\$300K
\$225K
\$150K

Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
- -	-		-	-				-		-	-	\$199k

Average Sales Price vs Average Listing Price

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

Eilters Used
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

5K	 	 	 	 	 		
5K							
0 Jul	 	 	 	 	 		
0 Jul	 	 		 	 	Jun	 Jul
0 Jul	 	 	 	 Mar '18	 	Jun	Jul '18



Avg List Price

Avg Sales Price





Median List Price

Median Sales Price

Family Residence

Market Data Report

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

225K	 						
L50K	 	 	 	 	 		
\$75K	 	 	 	 	 		
\$75K							
0 Jul	 				 		
0	 				 May '18	Jun '18	
0 Jul	 				 May '18]

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

Med Sales Price as a % of Med List Price

\$225K \$150K \$75K

	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$246K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%



96%



Median Est Value

Median Sales Price

Market Data Report

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

Med Sales Price as a % of Med Est Value

\$225K	 										
\$150K	 										
¢751/											
3/ JR											
\$731											
0	 										
	 									Jun	 Jul
0 Jul	 	0ct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18
0 Jul	 	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18



