

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	Mar 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	18	-16.7%	15	18	-16.7%
New Listing Volume	\$3,648,700	\$4,055,700	-10%	\$3,648,700	\$4,055,700	-10%
Active Listing Count	30	35	-14.3%	30	35	-14.3%
Active Listing Volume	\$8,252,990	\$9,700,390	-14.9%	\$8,252,990	\$9,700,390	-14.9%
Average Listing Price	\$275,100	\$277,154	-0.7%	\$275,100	\$277,154	-0.7%
Median Listing Price	\$215,500	\$225,000	-4.2%	\$215,500	\$225,000	-4.2%
Median Daysin RPR	36.5	114	-68%	36.5	114	-68%
Months of Inventory	_	_	-	7.5	5.8	+28.6%
Absorption Rate	_	_	+-	13.33%	17.14%	-3.8%
Sales Activity Charts Metrics			1			
New Pending Sales Count	8	10	-20%	8	10	-20%
New Pending Sales Volume	\$2,327,900	\$2,362,700	-1.5%	\$2,327,900	\$2,362,700	-1.5%
Pending Sales Count	21	21	+-	21	21	+-
Pending Sales Volume	\$5,263,700	\$5,024,900	+4.8%	\$5,263,700	\$5,024,900	+4.8%
Closed Sales Count	5	4	+25%	5	4	+25%
Cloæd Sales Volume	\$1,049,350	\$620,000	+69.3%	\$1,049,350	\$620,000	+69.3%
Average Sales Price	\$209,870	\$155,000	+35.4%	\$209,870	\$155,000	+35.4%
Median Sales Price	\$186,250	\$163,000	+14.3%	\$186,250	\$163,000	+14.3%







New Listings

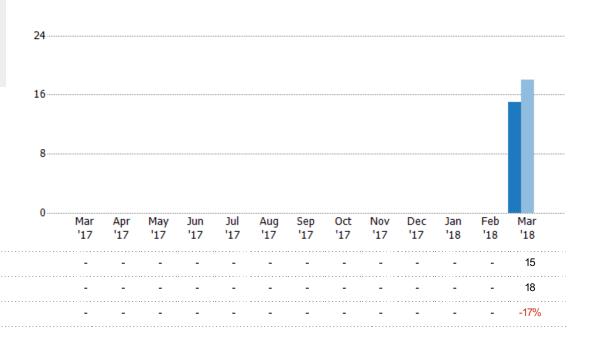
The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

Current Year

Prior Year

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



New Listing Volume

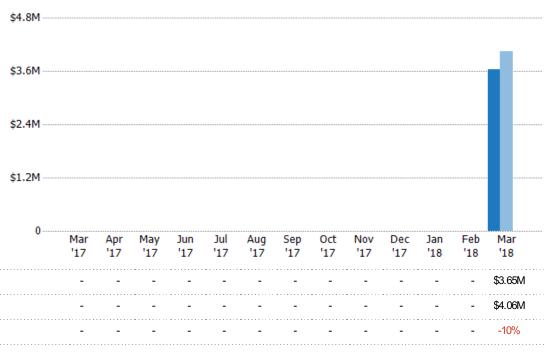
Percent Change from Prior Year

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





Current Year

Percent Change from Prior Year

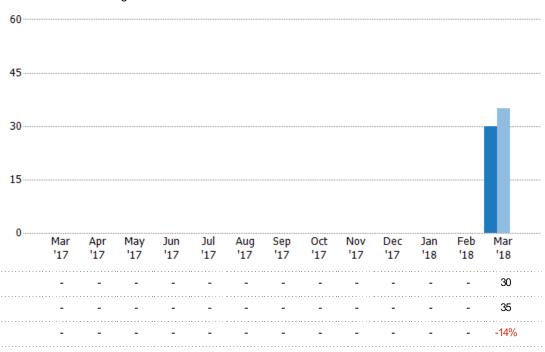




Active Listings

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

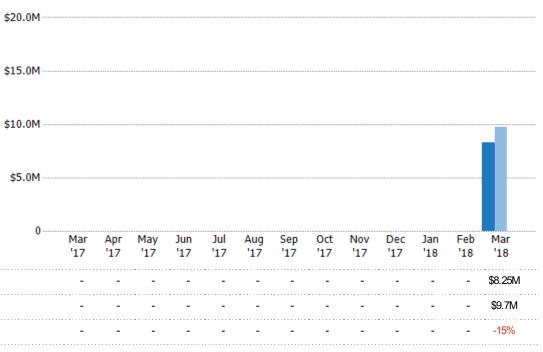
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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

\$75K	 	 	 	 	 	
150K	 	 	 	 	 	
225K	 	 	 			

	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Prior Year	-	-	-	-		_	=	-	-	-	_	-	\$277K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Median Listing Price

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
Family Residence

\$300K												
\$225K												
\$150K												
\$75K												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	- -	-	-	-	\$216K
-	-	-	-	-	-	-	-	-	-	-	-	\$225K
_	- -	-	-	_	-	_	-	-	_	_	_	-4%



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

Family Residence

)K												

)K												
0												
0 Mar '17	Apr '17				Aug '17						Feb	Ma '1
Mar		May '17	Jun '17 -	Jul '17 -		Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	M: '1

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

Avg Listing Price as a % of Avg Est Value

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

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$288K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$216K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	75%





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 named of days someon who		лоронао	oulo illa	aiqoiayo	a ao aon	vo namge		a	, accepte			· · · · · · · · ·	
Filters Used	200												
ZIP: White River Junction, VT 05001 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	36.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	114

Months of Inventory

Percent Change from Prior Year

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

	0 Mar	Apr	Mav	Jun	Jul	Aua	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	10												
	20												
ZIP: White River Junction, VT 05001 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
Filters Used	40												

	'17	'17	'17	'17	17	'17	'17	'17	'17	'17	'18	'18	'18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	30	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5.83	
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	414%	







Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: White River Junction, VT 0500° Property Type: Condo/Townhouse/Apt, Single Family Residence

	20%											
11	15%	 										
	10%	 										
	5%	 										
	0	 										
		 		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	0 Mar	 May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17		Jan '18	Feb '18	Mar '18
	0 Mar	 May '17		Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18

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	 										
20	 										
10											
Mar	 									Feb	Mar
		Jun '17	Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Mar	 	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18



Active Pending

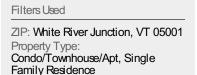
Sold

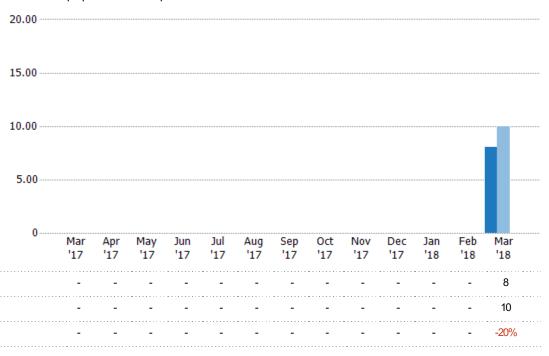




New Pending Sales

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





New Pending Sales Volume

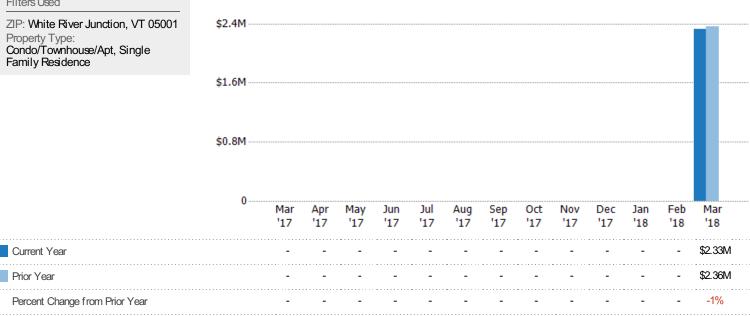
Percent Change from Prior Year

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.









Pending Sales

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

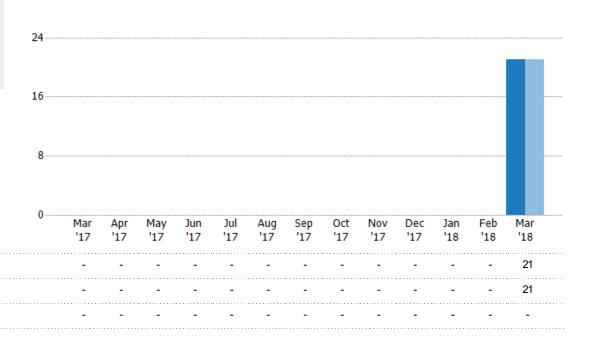
Filters Used

Current Year

PriorExtra Year

Prior Year

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



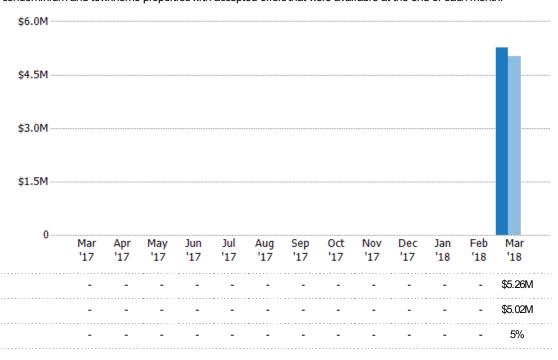
Pending Sales Volume

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

ZIP: White River Junction, VT 05001

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



Current Year

Percent Change from Prior Year





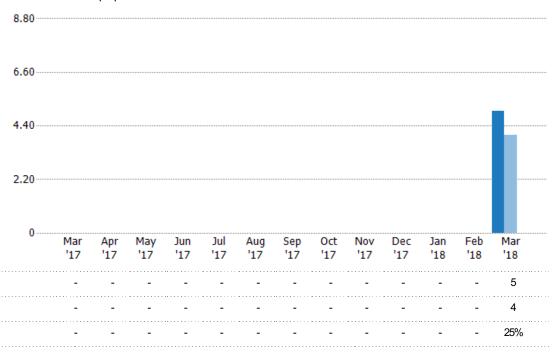
Closed Sales

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

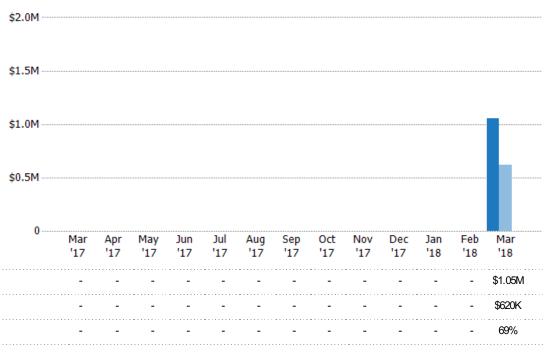
The sum of the sales price of single-family, condominium and townhome properties sold each month.

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

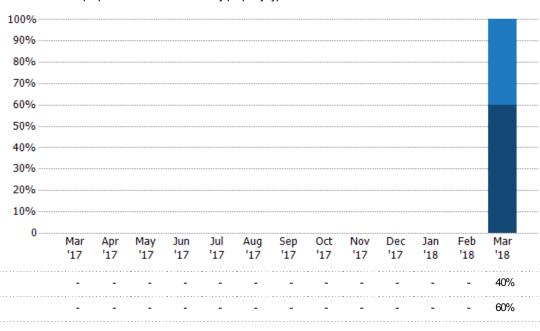


Closed Sales by Property Type

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

Filters Used

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.

Eilters Used

ZIP: White River Junction, VT 05001

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

\$300K \$225K \$150K \$75K 0 Mar Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 \$210K \$155K 35%



Current 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

\$200K												
\$150K												
\$100K												
\$50K												
_					Aug '17						Feb	Mar
-	-	- -	- -	- -	- -	-		- -		-	-	\$186K
-	-	-	-	-	-	-	-	-	-	-	-	\$163K
-	-	- -	-	-	-	-	-	-	-	-	-	14%

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

Family Residence

Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$300K \$225K \$150K \$75K Mar Apr May Jun Jul Aug Sep 0ct Νον Dec Mar Jan '17 '17 \$215K \$210K 97%







Median Sales Price vs Median Listing Price

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

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

Filters I lead

\$150K	 										
\$100K	 										
\$50K	 										
0	 May '17										
0 Mar	 	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18 \$199k
0 Mar	 	Jun '17 -	Jul '17	Aug '17	Sep '17	Oct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18 \$199k

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

Median List Price

Median Sales Price

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

\$15	-014												
	5UK												
\$	75K												
	()												
		Apr	Mav	Jun	Jul	Aua	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	Mar	Apr '17	May '17	Jun '17	Jul '17	'17	'17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	Mar	Apr '17	May '17	- -	- -	-	-	- -	- -	-	Jan '18		
	Mar	Apr '17 -	May '17	- - - -	- - -		- - -	- - -	- - -	- - -	- - -	'18	'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.

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

Median Est Value

Median Sales Price

130K							
100K							
\$50K	 	 	 	 	 		
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,							
0	 	 	 	 	 		
Mar						Feb	M
•	May '17					Feb	М
Mar					Jan '18 -	Feb '18	M '1
Mar					Jan '18 -	Feb	M. '1



