# 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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	3	+_	3	3	+_
New Listing Volume	\$589,700	\$358,800	+64.4%	\$589,700	\$358,800	+64.4%
Active Listing Count	26	_	-	N/A	NA	
Active Listing Volume	\$6,788,280	_	-	N/A	NA	
Average Listing Price	\$261,088	_	-	\$261,088	_	_
Median Listing Price	\$259,450	_	-	\$259,450	_	_
Median Daysin RPR	139	_	-	139	_	_
Months of Inventory	_	_	-	_	4.3	_
Absorption Rate	_	_	-	_	23.08%	_
Sales Activity Charts Metrics						
New Pending Sales Count	2	1	+100%	2	1	+100%
New Pending Sales Volume	\$318,900	\$285,000	+11.9%	\$318,900	\$285,000	+11.9%
Pending Sales Count	5	_	-	N/A	NA	
Pending Sales Volume	\$998,900	_	-	N/A	NA	
Closed Sales Count	5	3	+66.7%	5	3	+66.7%
Cloæd Sales Volume	\$951,200	\$574,000	+65.7%	\$951,200	\$574,000	+65.7%
Average Sales Price	\$190,240	\$191,333	-0.6%	\$190,240	\$191,333	-0.6%
Median Sales Price	\$142,000	\$197,000	-27.9%	\$142,000	\$197,000	-27.9%
			<del></del>			







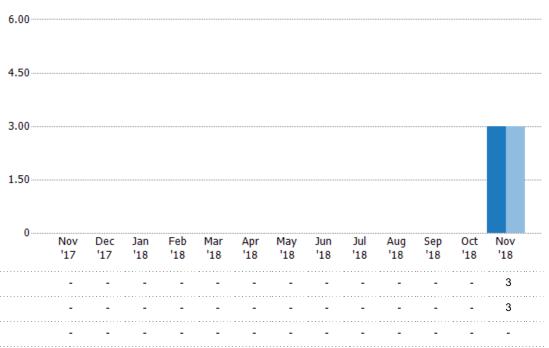
#### **New Listings**

The number of new residential 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

Current Year

PriorExtra Year

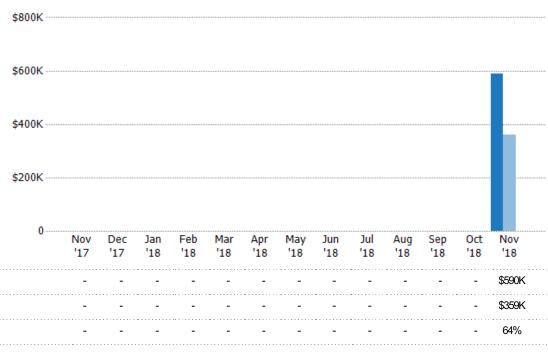
Prior Year

The sum of the listing price of residential listings that were added each month.

Eilters Used

ZIP: White River Junction, VT 05001

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





Current Year

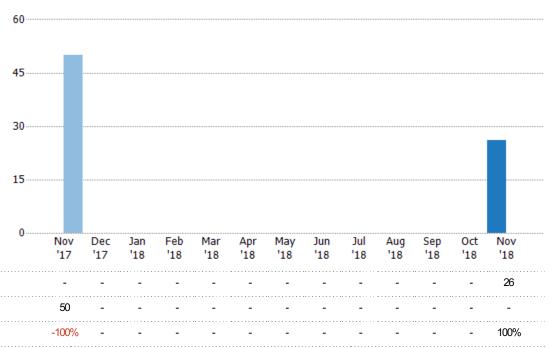
Percent Change from Prior Year



#### **Active Listings**

The number of active residential listings at the end of each month.





### **Active Listing Volume**

Percent Change from Prior Year

Current Year

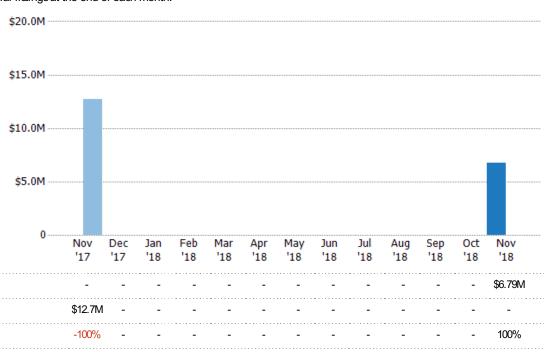
Prior Year

The sum of the listing price of active residential listings 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





#### **Average Listing Price**

The average listing price of active residential listings at the end of each month.

\$150K

Filters Used

ZIP: White River Junction, VT 05001

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

\$300K	
\$225K	

\$75K------

Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
 -	-	-	-	-	-	- -	-		-	-	-	\$261K
 \$255K		-	-			-	-	-	-	-	-	-
 -100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

## **Median Listing Price**

Percent Change from Prior Year

Current Year
Prior Year

The median listing price of active residential listings at the end of each month.

\$300K

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

′5K
0 Nov '17

-<del>100%</del> -<del>83%</del> -<del>67%</del> -<del>50%</del> -<del>33%</del> -<del>17%</del> 0 17% 33% 50% 67% 83% 100%



Current Year
Prior Year

Percent Change from Prior Year





### 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.

•	•	•		. ,		Ū			•				
Filters Used	200												
ZIP: White River Junction, VT 05001 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50		•••••						•••••				•••••
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	139
Prior Year	135	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year		-83%			-33%	-17%	0	17%	33%	50%	67%	83%	100%

### Months of Inventory

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

Filters Used	6.00												
ZIP: White River Junction, VT 05001 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50												
	3.00												•••••
	1.50												
	1.50												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-		-	-	-	-	-	-	-	-	-	3.71
Prior Year	5.56	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





## **Absorption Rate**

The percentage of inventory sold per month.

Εü	tare	Used
	LUIS	USCU

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

30%	

20%

10% ------

	Λ												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	27%
Prior Year	18%	-	-		-	-	-	-	-	-	-	-	-
Change from Prior Year	18%	14%	11%	7%	3%	-1%	-4%	-8%	-12%	-16%	-19%	-23%	-27%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

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

6.00	
4.50	
3.00	
1.50	
0	

Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '17 '18 '18 '18 5



Sold



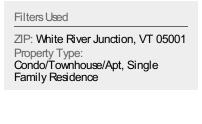
Current Year

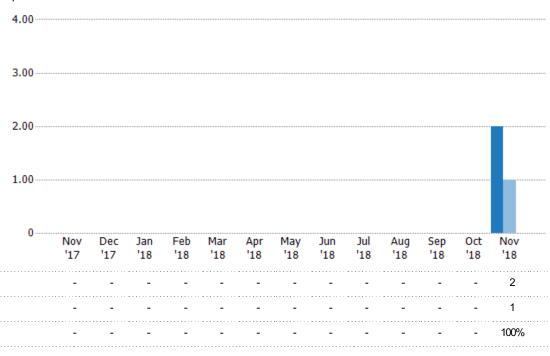
Prior Year

## Market Data Report

### **New Pending Sales**

The number of residential properties with accepted offers that were added each month.





## New Pending Sales Volume

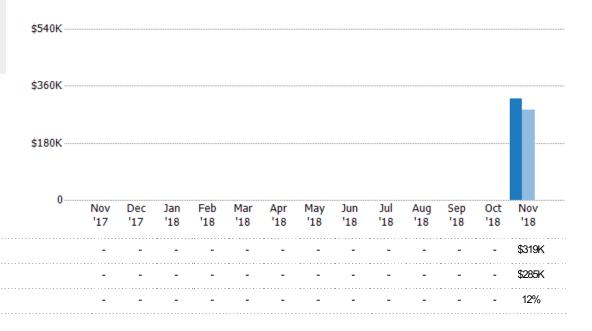
Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

Eilters Used

ZIP: White River Junction, VT 05001

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

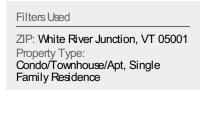


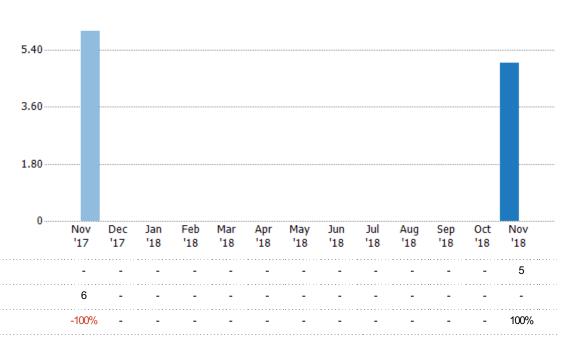
Current Year

Percent Change from Prior Year

#### **Pending Sales**

The number of residential properties with accepted offers that were available at the end each month.





## Pending Sales Volume

Percent Change from Prior Year

Current Year

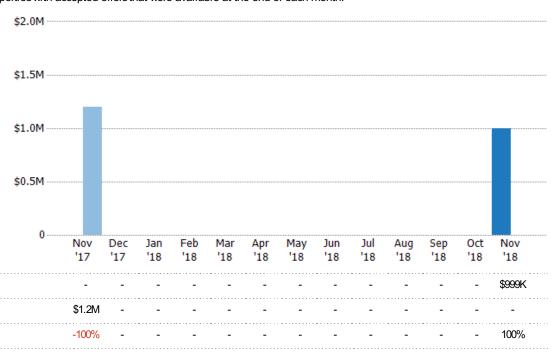
Prior Year

The sum of the sales price of residential 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



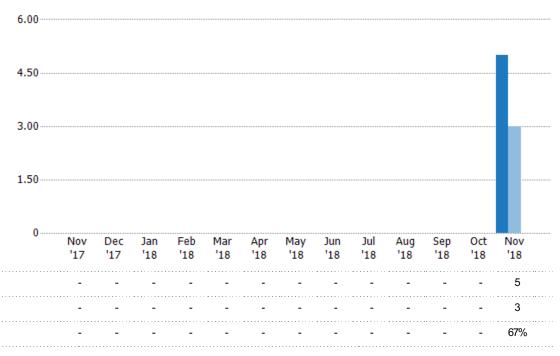
Current Year

Percent Change from Prior Year

#### **Closed Sales**

The total number of residential properties sold each month.





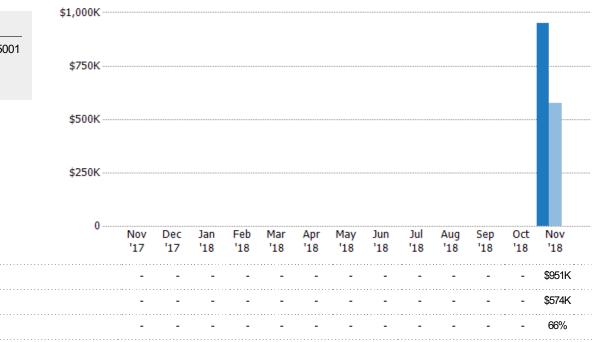
#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year
Prior Year

The sum of the sales price of residential properties sold each month.

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



Current Year

Percent Change from Prior Year



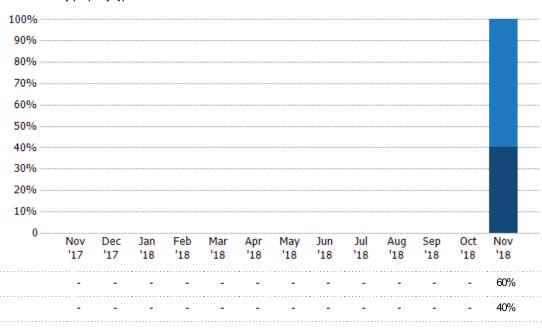


### Closed Sales by Property Type

The percentage of residential 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

The average sales price of the residential properties sold each month.

Filters Used

Current Year
Prior Year

Percent Change from Prior Year

Condo/Townhouse

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

\$200K												
\$150K												
\$100K												
\$50K												
Nov		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18		0ct	Nov
-	-	-	-	-	-	-	-		-	-	-	\$190K
-	-	-	-	-	-	-	-	-	-	-	-	\$191K
_	-	-	-	-	-	-	-	-	-	-	-	-1%





'18

'18

'18



Elford Library

# Market Data Report

#### **Median Sales Price**

The median sales price of the residential properties sold each month.

Fliters Used	
ZIP: White River Ju	nction, VT 05001
Property Type:	
Condo/Townhouse/	Apt, Single
Family Poddonco	

0 Nov	Dec	Jan	Feb	Apr	May	Jun	Aug	Sep	Oct	Nov
\$50K				 			 		•••••	•••••
\$100K							 			
\$150K				 			 			

'18

'18

'18

Current Year	=	-	-	-	-	-	-	-	-	-	-	-	\$142K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$197K

'18

'17

'17

'18

'18

### 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

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	_	-	-	-	-	-	-	-	-	-	-	-	\$197K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Avg Sales Price as a % of Avg List Price	_	-	-	-	-	-	-	-	-	-	-	-	96%





### 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

00K												
00K												
50K												
30K												
•	Doc											
Nov	Dec					May '18			Aug '18	Sep	Oct	No
Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	Oct '18	No '18
Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18 -	Jul '18 -	Aug '18	Sep '18	Oct '18	No:

### 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

50K	 	 			 		
00K	 	 	 	 	 		
:50K							
0	 				 		
0					 	0ct	
0	 				 	0ct	 Nov
0	 		May '18 -	Jul '18 -	 	Oct '18	Nov '18



Avg Est Value

Avg Sales Price





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

45016											
150K											
100K		 									
<b>ゆちハ</b> レ											
\$50K		 									
_											
0 Nov	Dec	 								0ct	
0 Nov	Dec	 	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18 \$196
0 Nov	Dec	 	Mar '18		May '18	Jun '18	Jul '18		Sep '18	0ct '18	Nov '18 \$196



