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	Sep 2018	Sep 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	12	-8.3%	11	12	-8.3%
New Listing Volume	\$3,540,800	\$3,359,900	+5.4%	\$3,540,800	\$3,359,900	+5.4%
Active Listing Count	47	72	-34.7%	NA	N/A	
Active Listing Volume	\$28,995,275	\$29,532,079	-1.8%	NA	N/A	
Average Listing Price	\$616,921	\$410,168	+50.4%	\$616,921	\$410,168	+50.4%
Median Listing Price	\$355,000	\$322,450	+10.1%	\$355,000	\$322,450	+10.1%
Median Daysin RPR	78	122	-36.1%	78	122	-36.1%
Months of Inventory	_	_	-	5.9	10.3	-42.9%
Absorption Rate	_	_	+-	17.02%	9.72%	+7.3%
Sales Activity Charts Metrics						
New Pending Sales Count	12	11	+9.1%	12	11	+9.1%
New Pending Sales Volume	\$5,008,900	\$2,739,700	+82.8%	\$5,008,900	\$2,739,700	+82.8%
Pending Sales Count	18	16	+12.5%	N/A	N/A	
Pending Sales Volume	\$7,476,699	\$5,909,700	+26.5%	NA	N/A	
Closed Sales Count	10	8	+25%	10	8	+25%
Closed Sales Volume	\$2,110,000	\$1,540,800	+36.9%	\$2,110,000	\$1,540,800	+36.9%
Average Sales Price	\$211,000	\$192,600	+9.6%	\$211,000	\$192,600	+9.6%
Median Sales Price	\$168,500	\$187,450	-10.1%	\$168,500	\$187,450	-10.1%



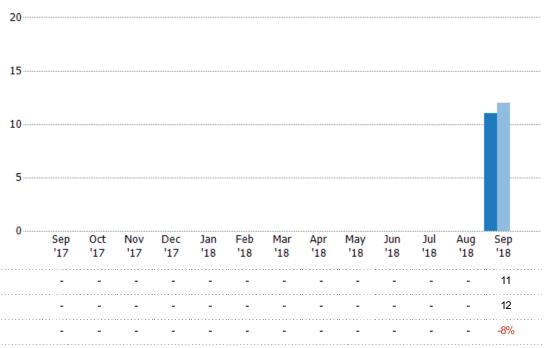




New Listings

The number of new residential listings that were added each month.





New Listing Volume

Percent Change from Prior Year

Current Year

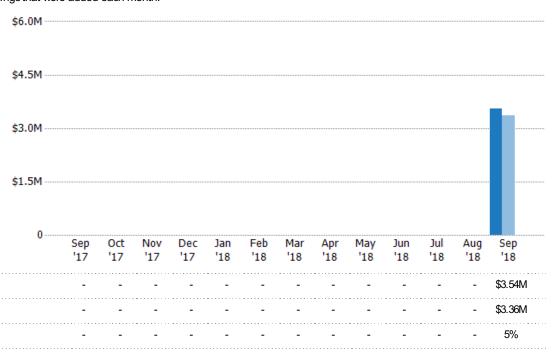
Prior Year

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

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:

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

Percent Change from Prior Year

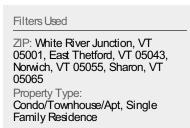


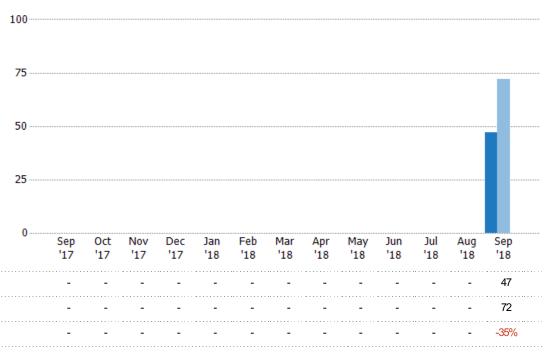
Current Year



Active Listings

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





Active Listing Volume

Percent Change from Prior Year

Current Year

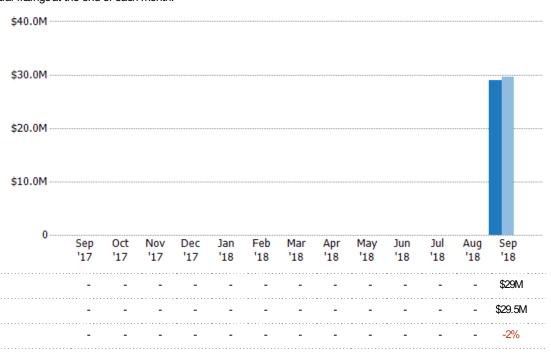
Prior Year

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

Filters Used

ZIP: White River Junction, VT
05001, East Thetford, VT 05043,
Norwich, VT 05055, Sharon, VT
05065

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.

\$700K

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

\$525K
\$350K

\$175K ______

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$617K
-	-	-	-	-	-	-	-	-	-	-	-	\$410K
-	-	-	-	-	-	-	-	-	-	-	-	50%

Median Listing Price

Percent Change from Prior Year

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

\$100K

Filters Used

Current Year
Prior Year

☑P: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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

Percent Change from Prior Year

\$400K	
\$300K	
\$200K	*****

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$355K
-	-	-	-	-	-	-	-	-	-	-	-	\$322K
-	-	-	-	-	-	-	-	-	-	-	-	10%

Current Year
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.

	\$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												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	- -	-	-	- -	-	-	-	-	-	-	-	-	\$623K
Avg Listing Price	-	-	-	-	-	-	-	_	-	-	-	-	\$617K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%

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, East Thetford, VT 05043,
Norwich, VT 05055, Sharon, VT
05065

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

\$400K
\$300K
\$200K
\$100K

	U			•••••									
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value		-	-	-	-	-	-	-	-	-	-	-	\$385K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$355K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	92%







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.

ne median number of days between wi		-		uispiaye	u as acii	ve namg	SIIIIVII	and whe	п ассери	eu oneis	nave bed	en noteu	IIIIV
Filters Used	200												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	150												
Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
	50												
	0												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Se
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'1
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year	_		- · · · · · · · · · · · · · · · · · · ·		-	_	_		- · · · · · · · · · · · · · · · · · · ·	_	_	_	1:

Months of Inventory

Percent Change from Prior Year

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

1.50

	6.00
Filters Used	
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Nowich, VT 05055, Sharon, VT 05065	4.50
Property Type: Condo/Townhouse/Apt, Single Family Residence	3.00

	0 Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	1.96
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.43
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-43%



29%



Market Data Report

Absorption Rate

The percentage of inventory sold per month.

Εil	tare	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

%	 		 	 	 	
%						
0						

Active/Pending/Sold Units

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

50

Filters Used

Current Year
Prior Year

Change from Prior Year

☑P: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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

88												
5												
3												
)												
Бер	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Se
Бер	0ct	Nov		Jan	Feb	Mar	Apr		Jun	Jul		Se '1
Бер	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	S
Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	S ':



Active Pending

Sold



Current Year

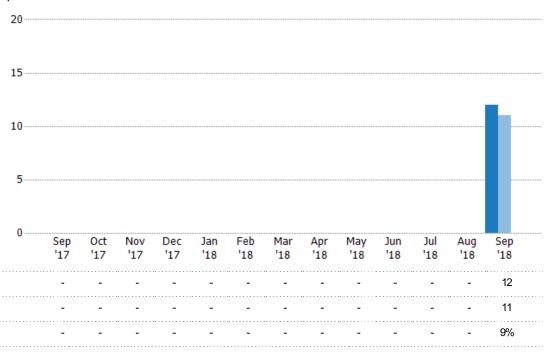
Prior Year

Market Data Report

New Pending Sales

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



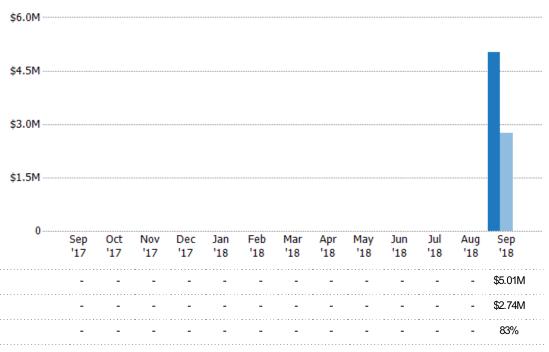


New Pending Sales Volume

Percent Change from Prior Year

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





Current Year

Percent Change from Prior Year

Prior Year

10/31/2018

8 of 14

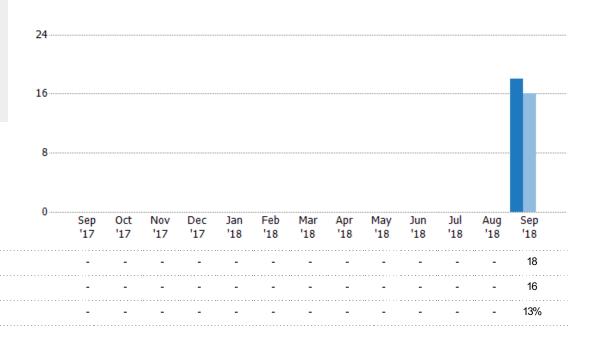
Pending Sales

Family Residence

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

Filters Used

ZIP: White River Junction, VT
05001, East Thetford, VT 05043,
Norwich, VT 05055, Sharon, VT
05065
Property Type:
Condo/Townhouse/Apt, Single



Pending Sales Volume

Percent Change from 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

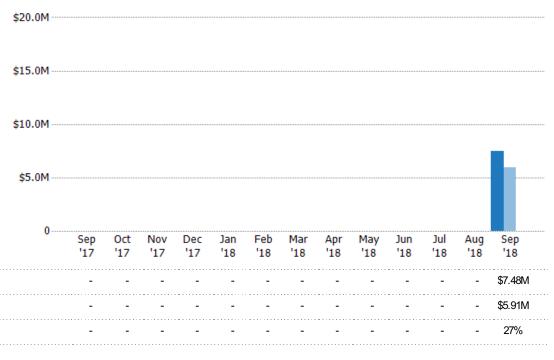
Current Year

Prior Year

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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

Percent Change from Prior Year



Current Year

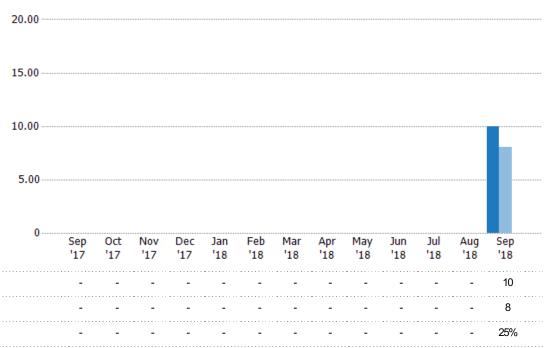




Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

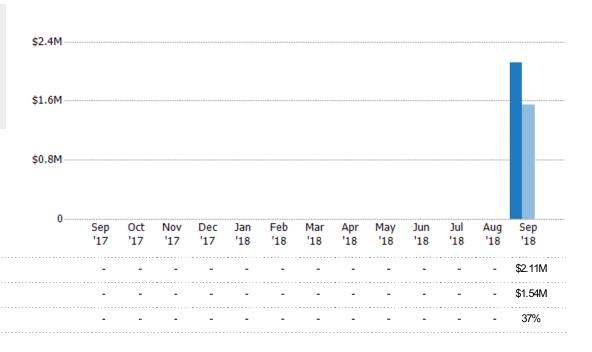
Current Year

Prior Year

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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

Percent Change from Prior Year



Current Year





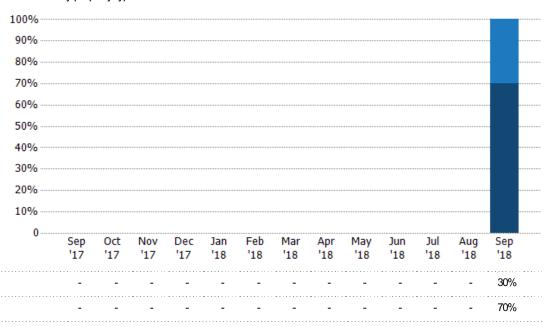
Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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



Average Sales Price

Single Family Residence

Condo/Townhouse

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

\$75K

Filters Used

Current Year

Prior Year

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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

Percent Change from Prior Year

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

Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Sep '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$211K \$193K 10%







\$200K

\$50K-

Median Sales Price

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

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

\$150K	
\$100K	

Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
'17			'17		'18	'18	'18			'18	'18	'18
	-	-	-	-	-	-		-	-	-	-	\$169K
	-	-	-	-	-	-	-	-	-	-	-	\$187K

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

Current Year
Prior Year

☑P: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Percent Change from Prior Year

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

\$300K	(
\$225K	(
\$150K	(
\$75k	(
() Sep		Dec '17			May '18		Aug	Sep

	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	-	-	-		-	-	-	-	-	-	-	-	\$225K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$211K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%





Median Sales Price vs Median Listing Price

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

\$200K

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

\$150K	
\$100K	
\$50K	

	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$179K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$169K
Med Sales Price as a % of Med List Price	-	-	-		_	-	-	_	-	-	-	- -	94%

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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

Avg Sales Price as a % of Avg Est Value

\$300K												
\$225K												
\$150K												
\$75K												
-			Doc		Feb	Mar						
Sep '17	'17	'17	Dec '17	'18	'18		Apr '18	May '18	Jun '18		Aug '18	Sep '18
-	-	- -	-	-	-	-	-	-	-	-	-	\$237K
-	-	-	-	-	-	-	-	-	-	-	-	\$225K
-	-	-	-	-	-	-	-	-	-	-	-	95%



Avg Est Value

Avg 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.

\$300K

0

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

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

	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$206K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$179K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	87%

