

## 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	+ / -	
ng Activity Charts Metrics							
New Listing Count	9	8	+12.5%	9	8	+12.5%	
New Listing Volume	\$2,362,800	\$1,901,900	+24.2%	\$2,362,800	\$1,901,900	+24.2%	
Active Listing Count	23	39	-41%	NA	N/A		
Active Listing Volume	\$8,367,575	\$11,415,080	-26.7%	NA	N/A		
Average Listing Price	\$363,808	\$292,694	+24.3%	\$363,808	\$292,694	+24.3%	
Median Listing Price	\$315,000	\$249,000	+26.5%	\$315,000	\$249,000	+26.5%	
Median Days in RPR	68	110	-38.2%	68	110	-38.2%	
Months of Inventory	_	_	-	3.3	7.8	-57.9%	
Absorption Rate	_	_	+-	30.43%	12.82%	+17.6%	
es Activity Charts Metrics	•••••		1				
New Pending Sales Count	7	7	+	7	7	+-	
New Pending Sales Volume	\$1,505,900	\$1,513,700	-0.5%	\$1,505,900	\$1,513,700	-0.5%	
Pending Sales Count	10	8	+25%	NA	N/A		
Pending Sales Volume	\$2,347,200	\$1,576,700	+48.9%	NA	N/A		
Closed Sales Count	7	7	+-	7	7	+-	
Closed Sales Volume	\$1,105,000	\$1,425,800	-22.5%	\$1,105,000	\$1,425,800	-22.5%	
Average Sales Price	\$157,857	\$203,686	-22.5%	\$157,857	\$203,686	-22.5%	
Median Sales Price	\$130,000	\$189,900	-31.5%	\$130,000	\$189,900	-31.5%	

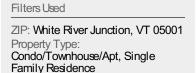


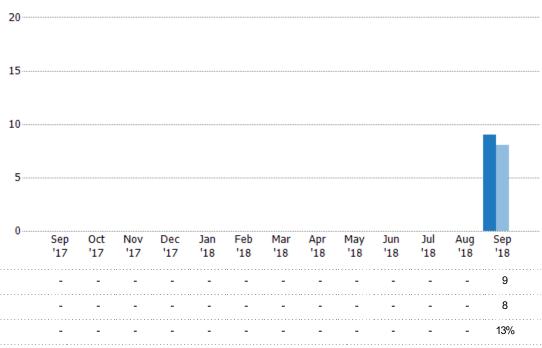




#### **New Listings**

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





### New Listing Volume

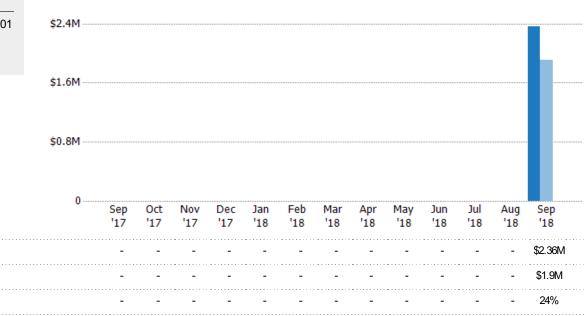
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

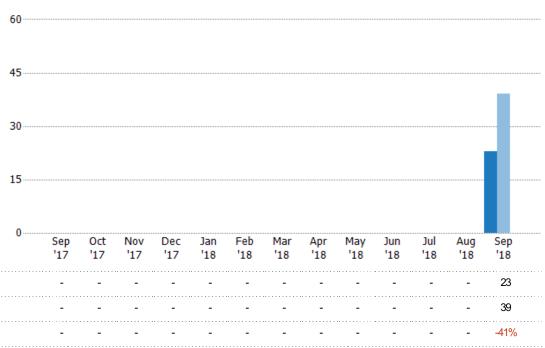
Percent Change from Prior Year



#### **Active Listings**

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

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



### **Active Listing Volume**

Percent Change from Prior Year

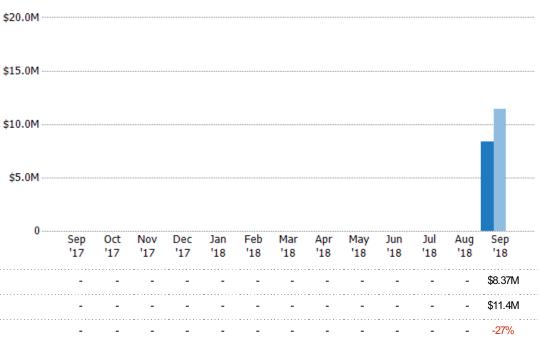
The sum of the listing price of active residential listings at the end of each month.

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 residential listings at the end of each month.

Filters Used

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

\$400K	
\$300K	
4	
\$200K	

\$100K

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
_	-	-	-	-	-	-	-	-	-	-	-	\$364K
_	-	-	-	-	-	-	-	-	-	-	-	\$293K
-	-	-	-	-	-	-	-	-	-	-	-	24%

### **Median Listing Price**

Percent Change from Prior Year

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

\$200K

Filters Used

Current Year
Prior Year

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

400K	
300K	

\$100K

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
_	-	-	-	-	-	-	-		-	-	-	\$315K
-	-	-	-	-	-	-	-	-	-	-	-	\$249K
-	-	- -	-	-	-	-	-	-	-	-	-	27%



Current Year
Prior Year

Percent Change from Prior Year





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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

\$400K												
\$300K												
\$200K												
\$100K												
_			Dec									Sep
'17	'17	'17	Dec '17	'18	'18	'18	'18	'18	'18		'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$278K
-	-	-	-	-	-	-	-	-	-	-	-	\$364K
-	-	-	-	-	-	-	-	-	-	-	-	131%

### 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.

\$400K

Filters Used
ZIP: White River Junction, VT 05001
Property Type:

Avg Listing Price as a % of Avg Est Value

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

00K							
00K	 		 	 	 	 	
_		Dec					
•		Dec '17				Aug	Sep
Sep						Aug	Sep '18
Sep						Aug '18	Sep



Median Est Value

Median Listing Price

Med Listing Price as a  $\%\,\mathrm{of}\,$  Med Est Value





### 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.

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

200												
150												
100												
50												
•			Dec					May				
'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18		'18
-	-	-	-	-	-	-	-	-	-	-	-	68
-	-	-	_	-	-	-	-	-	-	-	_	110
-	-	-	_	-	-	-	-	-	-	-	_	-38%

### Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

Filters Used

ZIP: White River Junction, VT 05001

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

	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	-	-		-			-				-	-	1.35
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.25
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-58%





40%

#### **Absorption Rate**

The percentage of inventory sold per month.

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

0%	
0%	

20%

0												
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	74%
-	-	-	-	-	-	-	-	-	-	-	-	31%
	_	_										//30

### Active/Pending/Sold Units

The number of residential 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 23

15

8------

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
-	-	-	-	-	-	-	-	-	-	-	-	23
-	-	-	-	-	-	-	-	-	-	-	-	10
-	-	-	-	-	-	-	-	-	-	-	-	7



Active Pending

Sold



Current Year

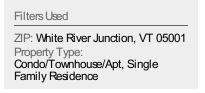
PriorExtra Year

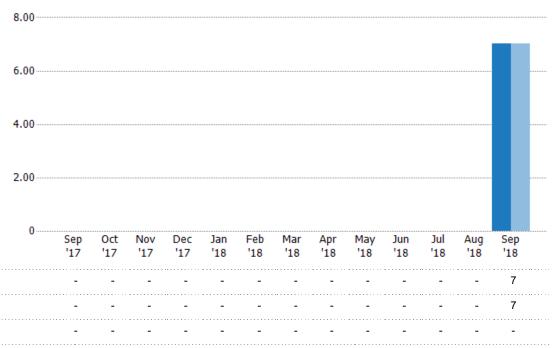
Prior Year

## Market Data Report

#### **New Pending Sales**

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

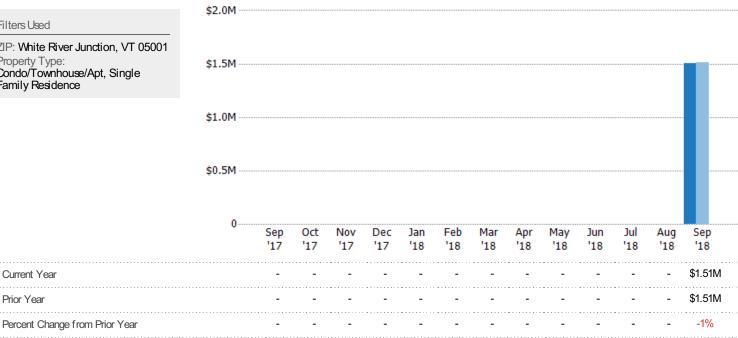




### New Pending Sales Volume

The sum of the sales price of residential 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



Current Year

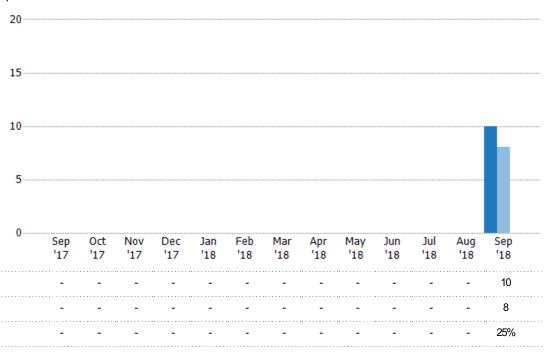
#### **Pending Sales**

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

Filters Used

ZIP: White River Junction, VT 05001

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



### Pending Sales Volume

Percent Change from Prior Year

Current Year

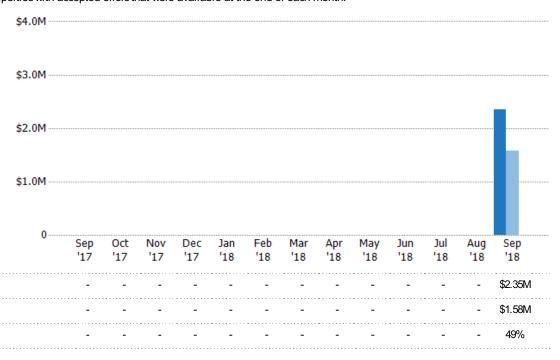
Prior Year

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

Eilters Used

ZIP: White River Junction, VT 05001

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



Current Year

Percent Change from Prior Year

Prior Year

10/31/2018

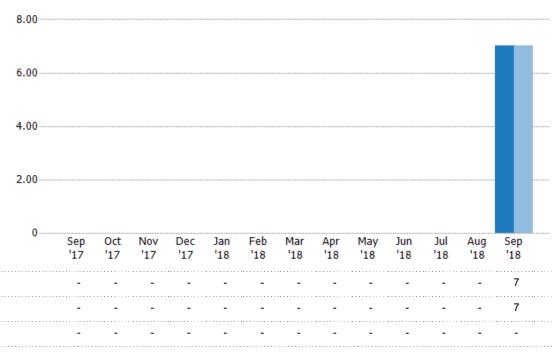
9 of 14



#### **Closed Sales**

The total number of residential properties sold each month.





#### **Closed Sales Volume**

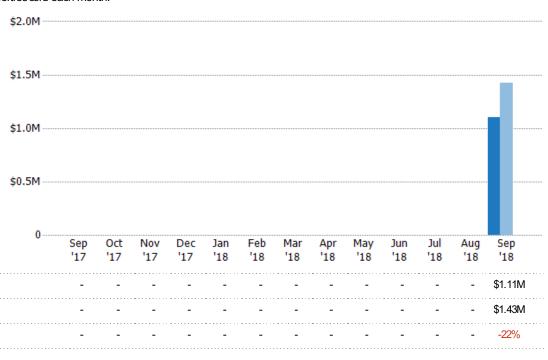
Current Year

PriorExtra Year

Prior Year

The sum of the sales price of residential properties sold 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

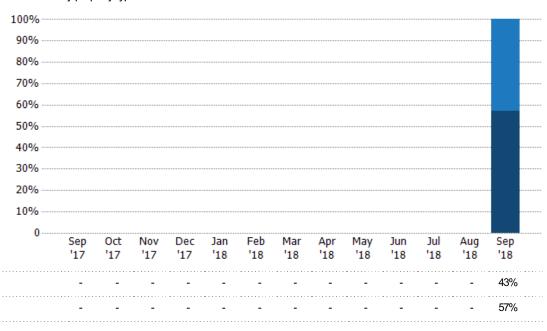


#### Closed Sales by Property Type

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

Condo/Townhouse

Family Residence

Current Year
Prior Year

Percent Change from Prior Year

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

\$75K

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

\$225K \$150K

Sep '17	0ct '17	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$158K
 -	-	-	-	-	-	-	-	-	-	-	-	\$204K
 -	-	-	-	-	-	- -	-	-	-	-	-	-22%





#### **Median Sales Price**

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

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

\$200K	
\$150K	
\$100K	
\$50K	

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18		Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-			\$130K

Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Percent Change from	Prior Year	=	_	_	_	_	_	_	_	_	_	-	_	-32%

### Average Sales Price vs Average Listing Price

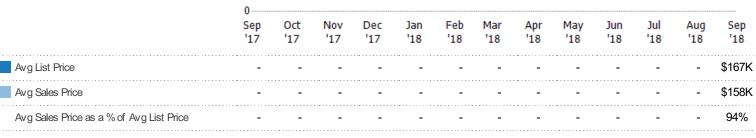
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used
ZIP: White River Junction, VT 05001

Current Year

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

\$200K												
\$150K												
\$100K												
\$50K												
•								May '18				
'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$167K







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## 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

150K	 	 								
100K	 	 								
\$50K	 	 								
0						May		Jul		
0		 Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18 \$138
0		 Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Jul '18	Aug '18	Sep '18 \$138

### 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

Avg Est Value

Avg Sales Price

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

φ200π											
\$150K	 										
\$100K	 										
\$50K											
0	 										
0 Sep	 	Dec '17		Feb '18	Mar '18	Apr '18		Jun '18			Sep
0 Sep	 	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18







# 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

Filters Used	\$200K												
ZIP: White River Junction, VT 05001 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	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
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$138K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	70%



