

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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
ing Activity Charts Metrics						
New Listing Count	9	17	-47.1%	9	17	-47.1%
New Listing Volume	\$2,158,800	\$3,608,900	-40.2%	\$2,158,800	\$3,608,900	-40.2%
Active Listing Count	26	37	-29.7%	26	37	-29.7%
Active Listing Volume	\$8,026,540	\$10,485,190	-23.4%	\$8,026,540	\$10,485,190	-23.4%
Average Listing Price	\$308,713	\$283,384	+8.9%	\$308,713	\$283,384	+8.9%
Median Listing Price	\$277,000	\$229,500	+20.7%	\$277,000	\$229,500	+20.7%
Median Daysin RPR	54	76	-28.9%	54	76	-28.9%
Months of Inventory	_	_	-	2.6	4.6	-43.8%
Absorption Rate	_	_	+-	38.46%	21.62%	+16.8%
es Activity Charts Metrics			: : : :			
New Pending Sales Count	12	14	-14.3%	12	14	-14.3%
New Pending Sales Volume	\$2,126,200	\$2,487,000	-14.5%	\$2,126,200	\$2,487,000	-14.5%
Pending Sales Count	19	25	-24%	19	25	-24%
Pending Sales Volume	\$4,617,700	\$5,059,200	-8.7%	\$4,617,700	\$5,059,200	-8.7%
Closed Sales Count	11	10	+10%	11	10	+10%
Closed Sales Volume	\$1,987,000	\$2,336,400	-15%	\$1,987,000	\$2,336,400	-15%
Average Sales Price	\$180,636	\$233,640	-22.7%	\$180,636	\$233,640	-22.7%
Median Sales Price	\$157,000	\$245,000	-35.9%	\$157,000	\$245,000	-35.9%







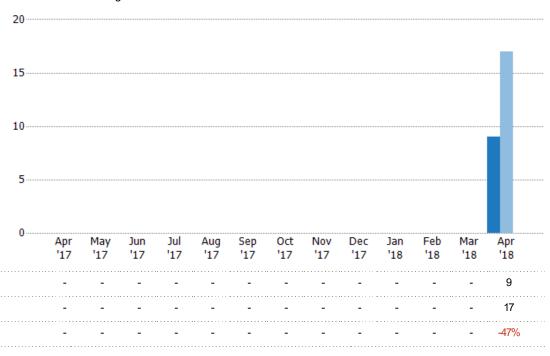
New Listings

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

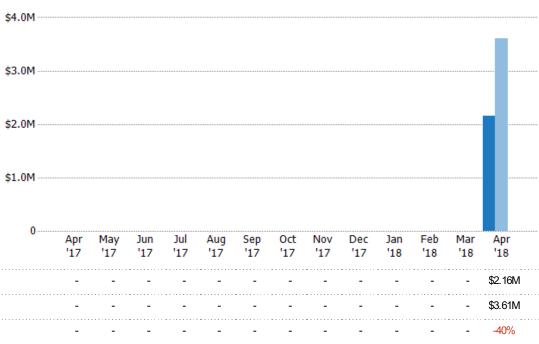
Prior Year

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





Current Year

Percent Change from Prior Year





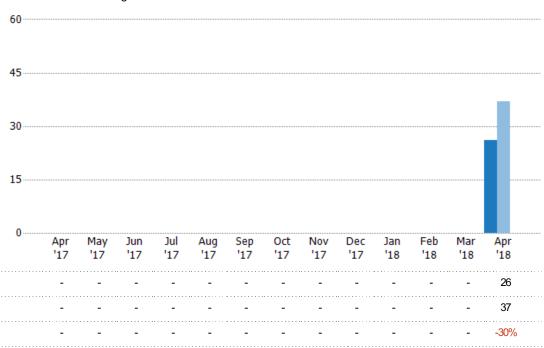
Active Listings

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

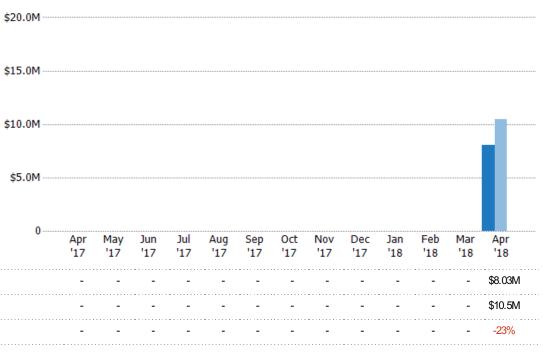
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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



\$283K

9%



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	\$400K												
ZIP: White River Junction, VT 05001 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												************
	\$100K												
	0	May	lus	1		Con	0.+	Nov	Dos		Eab	Mar	
	Apr '17	May '17	'17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$309K

Median Listing Price

Percent Change from 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
Family Residence

\$300K \$225K \$150K \$75K May Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr Apr Jun '17 '18 \$277K \$230K 21%



Current 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.

	\$400K ······												
ZIP: White River Junction, VT 05001 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$335k

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.

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

Avg Listing Price as a % of Avg Est Value

Avg Listing Price

\$400K												
\$300K												
\$200K												
\$100K												
_	May									Feb	Mar	
4pi	May '17	Juli	Jui	Aug	Sep	OCC	1404	Dec	Jan	reb	i'iai	Ann
17	17	17	'1/	'17	'17	'17	Nov '17	'17	'18	'18	'18	Apr '18
-	- 17 -	-17 	·1/ -	'17 -	'17 -	'17 -	'17 -	'17 -	'18 -	'18 -	'18 -	118 \$322K
-	-	-	-	'17	-	- - -	'17 - -	'17 - -	'18 - -	'18 - -	'18 - -	*322K



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



\$309K

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.

ZIP: White River Junction, VT 05001	
ZIP: White River Junction VT 05001	
Property Type: 60 Condo/Townhouse/Apt, Single Family Residence	
40	
20	
0	
Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Ma '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '1	
Current Year	- 54
Prior Year	- 76
Percent Change from Prior Year	29%

Months of Inventory

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

10.00												
7.50												
5.00												
2.50												
0												
_	May '17		Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	5.2
-	-	-	-	-	-	-	-	-	-	-	-	9.25
-	-	-	-	-	-	-	-	-	-	-	-	-44%

Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

%	 	 	 	 	 		
%		 	 	 	 		
%							
0		 	 	 	 		
0			 	 	 		A
0		 	 	 	 	Mar	A '1
0		 	 	 	 	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

23											***********
15	 										**********
Q											
0											
0	 										
0											
0	 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
0	 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18



Active Pending

Sold





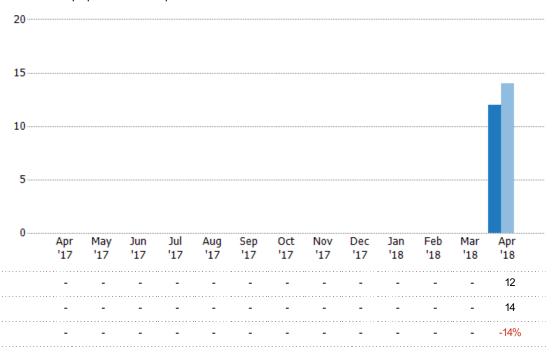
New Pending Sales

The number 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



New Pending Sales Volume

Percent Change from Prior Year

Current Year

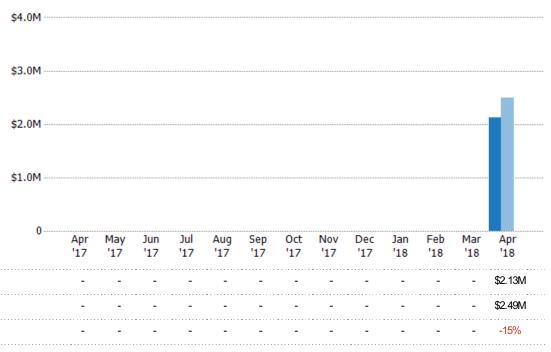
Prior Year

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

Filters Used

ZIP: White River Junction, VT 05001

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





Current Year

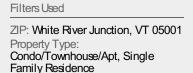
Percent Change from Prior Year

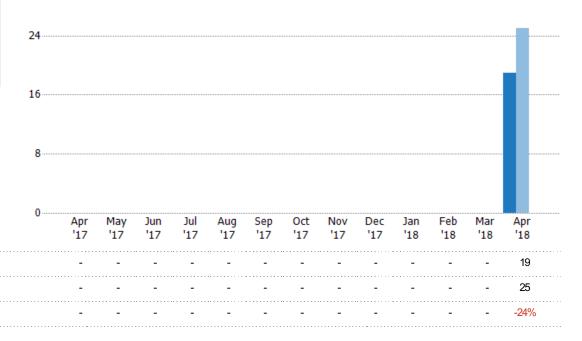




Pending Sales

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





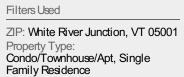
Pending Sales Volume

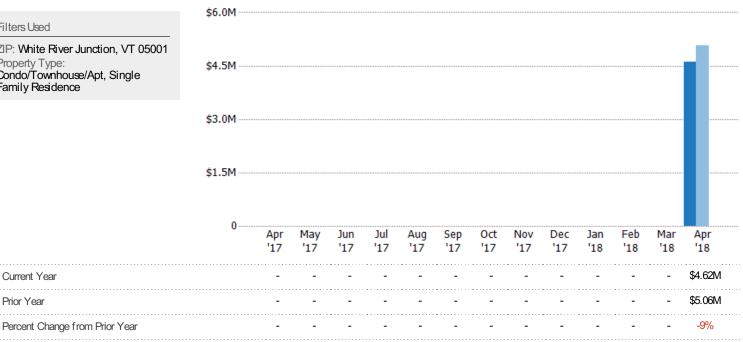
Percent Change from Prior Year

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

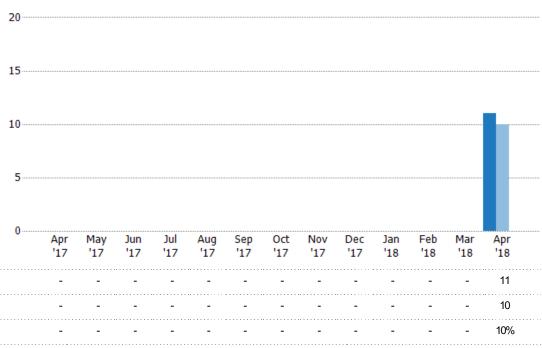




Closed Sales

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

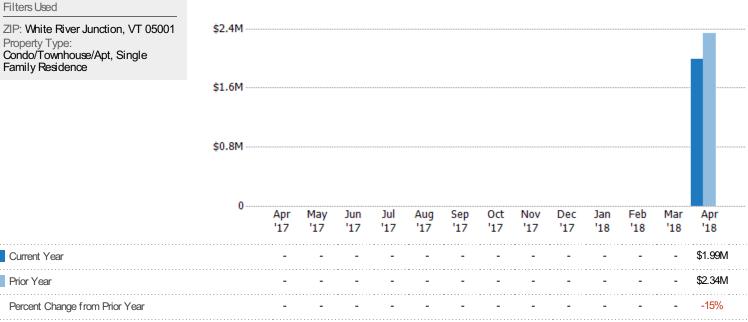
Percent Change from Prior Year

Current Year

Prior Year

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

Condo/Townhouse/Apt, Single





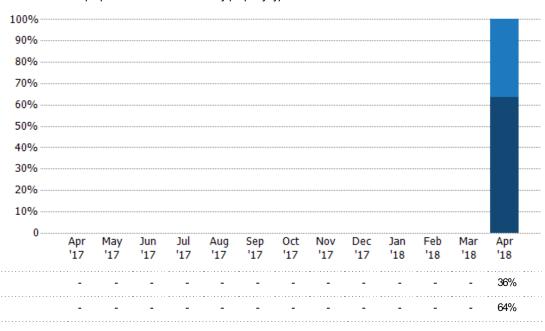


Closed Sales by Property Type

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.

Filters Used

ZIP: White River Junction, VT 05001

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

\$300K \$225K \$150K \$75K Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$181K \$234K



Current Year

Percent Change from Prior Year





Median Sales Price

E16 1 le

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

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

0K	 	 	 	 	 	 	
75K	 	 	 	 	 	 	
75K	 	 	 	 	 		
•							
0			 	 	 		

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

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

200K	 										
150K	 										
100K											
\$50K	 										
0	 									Mar	Apr
0	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18 \$191K
0	 Jun '17 -	Jul '17	Aug '17 -	Sep '17 -	Oct '17 -	Nov '17 -	Dec '17	Jan '18 -	Feb '18 -	Mar '18 -	Apr '18 \$191K \$181K



Avg List Price

Avg Sales Price





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

\$200K												
\$150K												
\$100K												
\$50K												
	May '17							Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$162K
-	-	-	-	-	-	-	-	-	-	-	-	\$157K
_	-	_	-	-	-	-	-	-	-	-	-	97%

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

0K		 		 	 	 		
0K		 		 	 	 		
0K		 		 	 	 		
0 Apr '17	May '17		Aug '17				Mar '18	
Apr							Mar	
Apr							Mar	



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.

Median Est Value Median Sales Price	Apr '17 -	'17 -	'17 - -	'17 - -	'17 - -	'17 - -	'17	'17 - -	'17 - -	'18 - -	'18 - -	'18 - -	*380K
Median Est Value			'17 -	'17 -	'17 -	'17 -	'17 -	'17 -	- 17	'18	'18 -	'18	'18
			'17	'17	'17	'17	'17	'17	17	'18	'18	'18	
	Apr	May	Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	\$100K												
	\$200K												
ZIP: White River Junction, VT 05001 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												



