

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 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	14	+—	32	33	-3%
New Listing Volume	\$3,543,800	\$3,335,800	+6.2%	\$8,186,500	\$9,464,100	-13.5%
Active Listing Count	25	30	-16.7%	N/A	N/A	
Active Listing Volume	\$8,887,380	\$8,486,580	+4.7%	N/A	N/A	
Average Listing Price	\$355,495	\$282,886	+25.7%	\$336,245	\$288,310	+16.6%
Median Listing Price	\$279,000	\$210,500	+32.5%	\$275,640	\$222,776	+23.7%
Median Days in RPR	51	60	-15%	89.2	82	+8.8%
Months of Inventory	8.3	30	-72.2%	9.4	5.1	+85%
Absorption Rate	12%	3.33%	+8.7%	10.67%	19.74%	-9.1%
Sales Activity Charts Metrics						
New Pending Sales Count	12	8	+50%	28	25	+12%
New Pending Sales Volume	\$2,567,900	\$2,327,900	+10.3%	\$6,825,680	\$5,996,100	+13.8%
Pending Sales Count	23	18	+27.8%	N/A	N/A	
Pending Sales Volume	\$5,203,700	\$4,594,900	+13.2%	N/A	N/A	
Closed Sales Count	5	5	+—	10	8	+25%
Closed Sales Volume	\$1,190,000	\$1,049,350	+13.4%	\$2,287,770	\$1,541,350	+48.4%
Average Sales Price	\$238,000	\$209,870	+13.4%	\$228,777	\$192,669	+18.7%
Median Sales Price	\$240,000	\$186,250	+28.9%	\$201,425	\$177,906	+13.2%

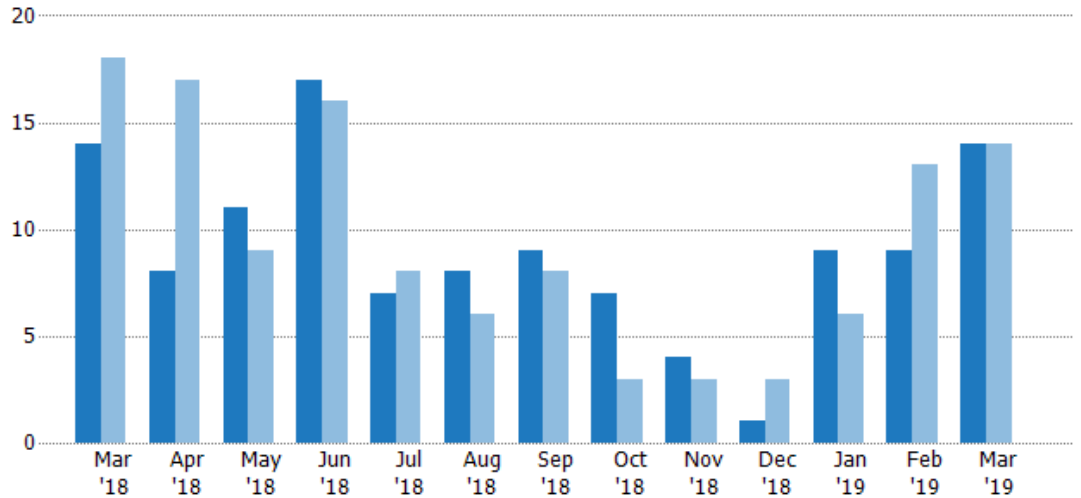
New Listings

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

Month/Year	Count	% Chg.
Mar '19	14	0%
Mar '18	14	-22.2%
Mar '17	18	5.6%



Current Year	14	8	11	17	7	8	9	7	4	1	9	9	14
Prior Year	18	17	9	16	8	6	8	3	3	3	6	13	14
Percent Change from Prior Year	-22%	-53%	22%	6%	-13%	33%	13%	133%	33%	-67%	50%	-31%	0%

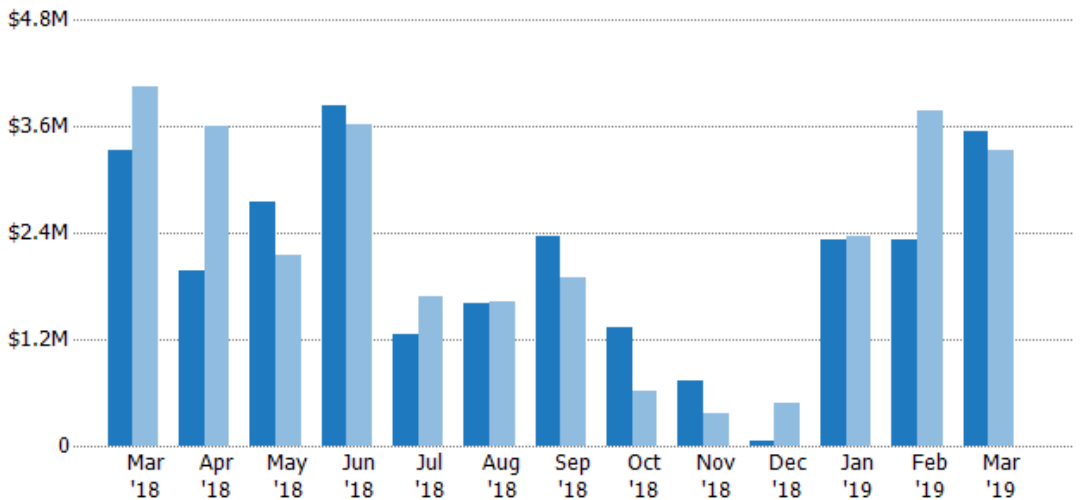
New Listing Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Mar '19	\$3.54M	6.2%
Mar '18	\$3.34M	-17.8%
Mar '17	\$4.06M	-11.6%



Current Year	\$3.34M	\$1.97M	\$2.75M	\$3.84M	\$1.26M	\$1.62M	\$2.36M	\$1.33M	\$728K	\$56.5K	\$2.33M	\$2.32M	\$3.54M
Prior Year	\$4.06M	\$3.61M	\$2.15M	\$3.62M	\$1.69M	\$1.63M	\$1.9M	\$617K	\$359K	\$488K	\$2.36M	\$3.77M	\$3.34M
Percent Change from Prior Year	-18%	-45%	28%	6%	-25%	-1%	24%	115%	103%	-88%	-1%	-39%	6%

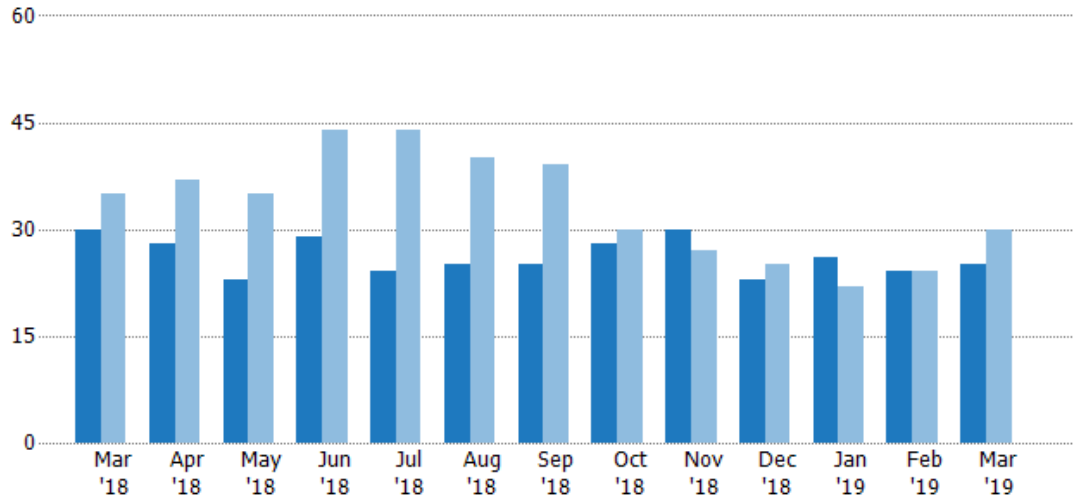
Active Listings

The number 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

Month/ Year	Count	% Chg.
Mar '19	25	-16.7%
Mar '18	30	-14.3%
Mar '17	35	45.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	30	28	23	29	24	25	25	28	30	23	26	24	25
Prior Year	35	37	35	44	44	40	39	30	27	25	22	24	30
Percent Change from Prior Year	-14%	-24%	-34%	-34%	-45%	-38%	-36%	-7%	11%	-8%	18%	0%	-17%

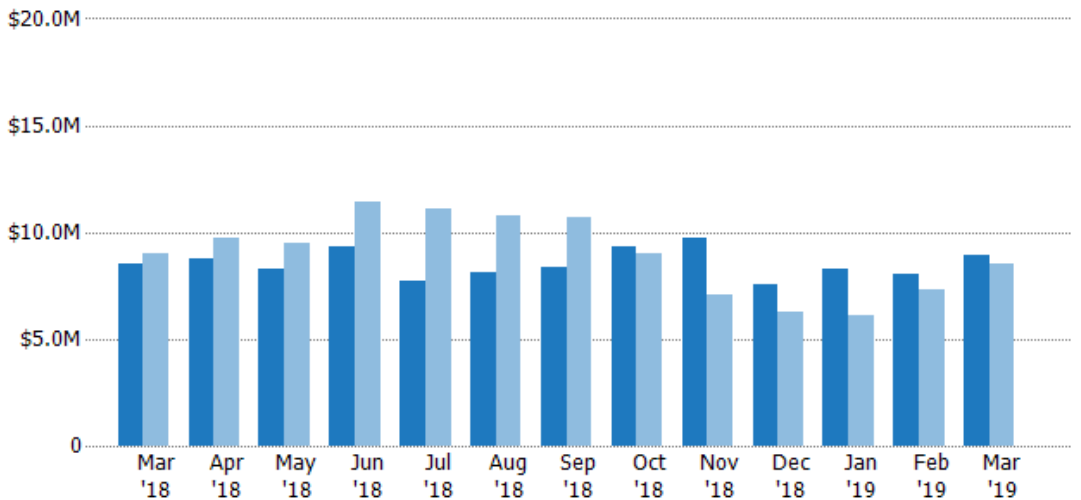
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$8.89M	4.7%
Mar '18	\$8.49M	-5.5%
Mar '17	\$8.98M	26.1%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$8.49M	\$8.74M	\$8.31M	\$9.36M	\$7.74M	\$8.09M	\$8.36M	\$9.31M	\$9.71M	\$7.51M	\$8.29M	\$8.04M	\$8.89M
Prior Year	\$8.98M	\$9.77M	\$9.47M	\$11.5M	\$11.1M	\$10.8M	\$10.7M	\$9M	\$7.04M	\$6.23M	\$6.12M	\$7.3M	\$8.49M
Percent Change from Prior Year	-6%	-10%	-12%	-18%	-30%	-25%	-22%	3%	38%	21%	35%	10%	5%

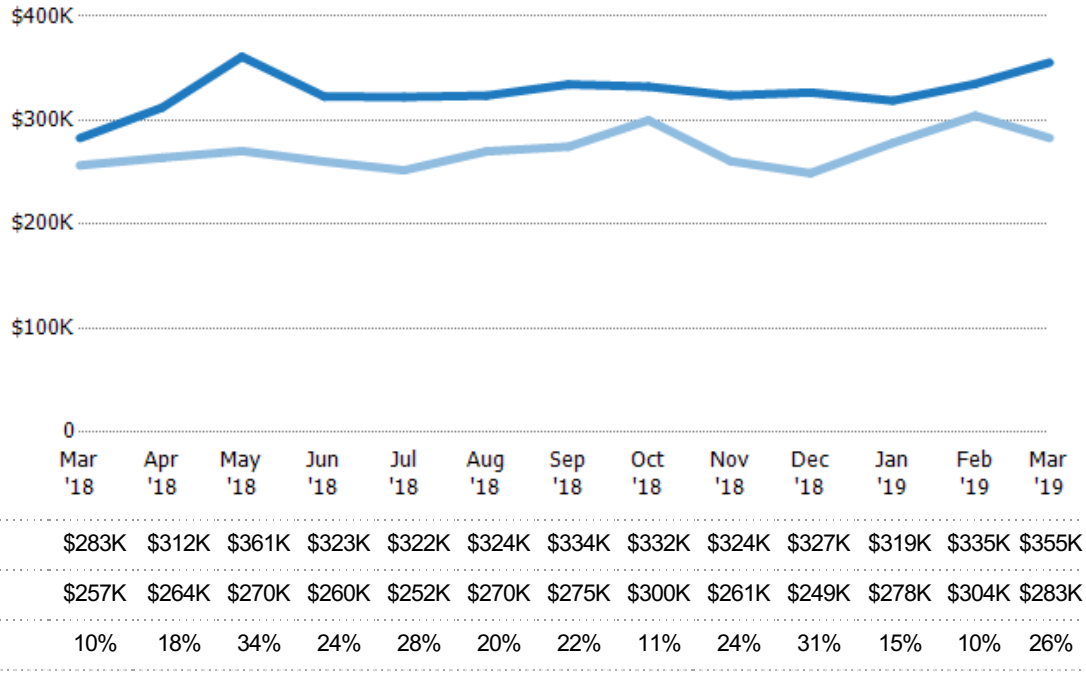
Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '19	\$355K	25.7%
Mar '18	\$283K	10.2%
Mar '17	\$257K	-13.5%



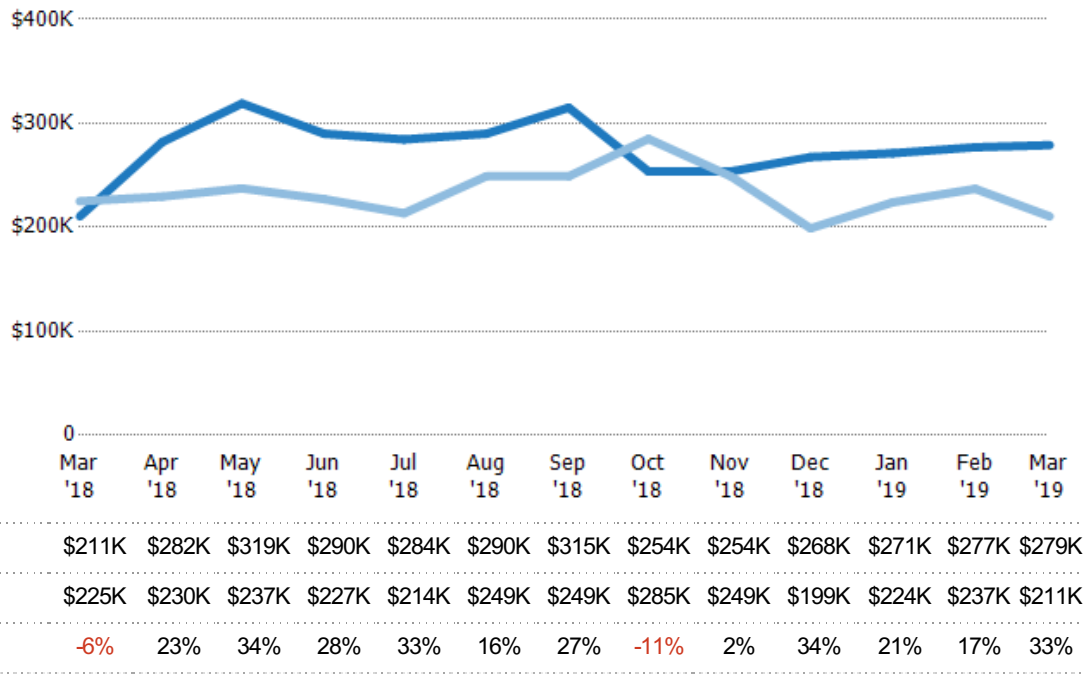
Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Mar '19	\$279K	32.5%
Mar '18	\$211K	-6.4%
Mar '17	\$225K	-8.9%

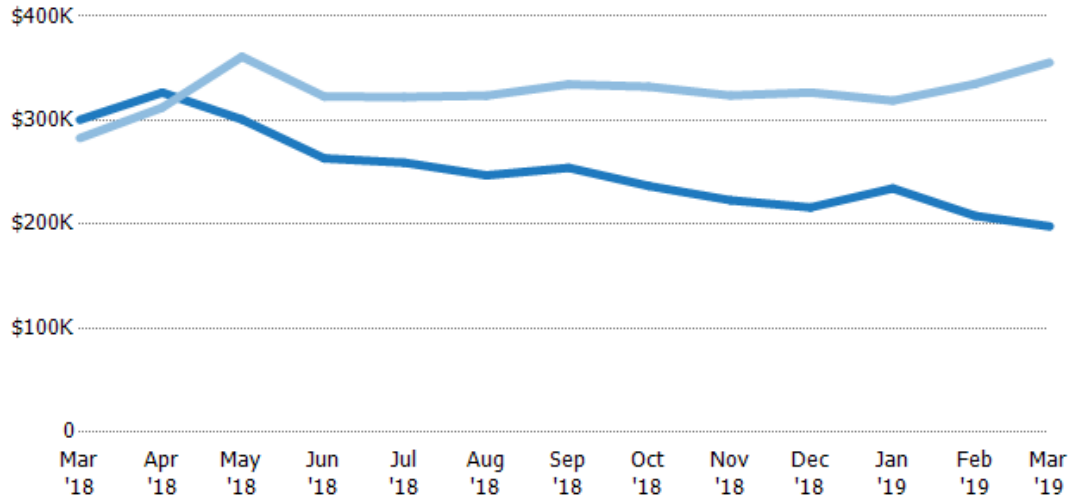


Average Listing Price vs Average Est Value

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



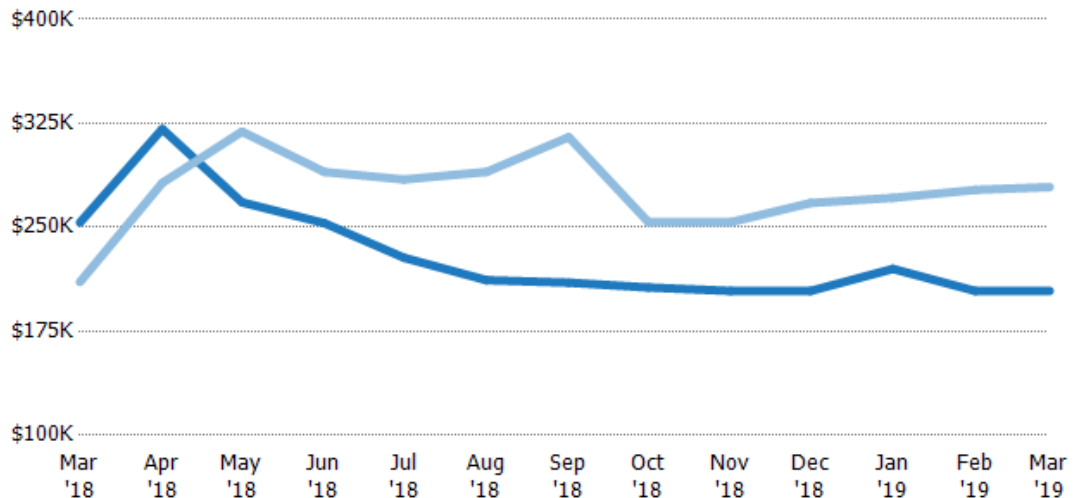
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$300K	\$327K	\$301K	\$263K	\$259K	\$247K	\$254K	\$237K	\$223K	\$216K	\$234K	\$208K	\$198K
Avg Listing Price	\$283K	\$312K	\$361K	\$323K	\$322K	\$324K	\$334K	\$332K	\$324K	\$327K	\$319K	\$335K	\$355K
Avg Listing Price as a % of Avg Est Value	94%	96%	120%	123%	124%	131%	132%	140%	145%	151%	136%	161%	180%

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
 Family Residence



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$253K	\$321K	\$268K	\$253K	\$228K	\$212K	\$210K	\$207K	\$204K	\$204K	\$220K	\$204K	\$204K
Median Listing Price	\$211K	\$282K	\$319K	\$290K	\$284K	\$290K	\$315K	\$254K	\$254K	\$268K	\$271K	\$277K	\$279K
Med Listing Price as a % of Med Est Value	83%	88%	119%	115%	125%	137%	150%	123%	124%	131%	123%	136%	137%

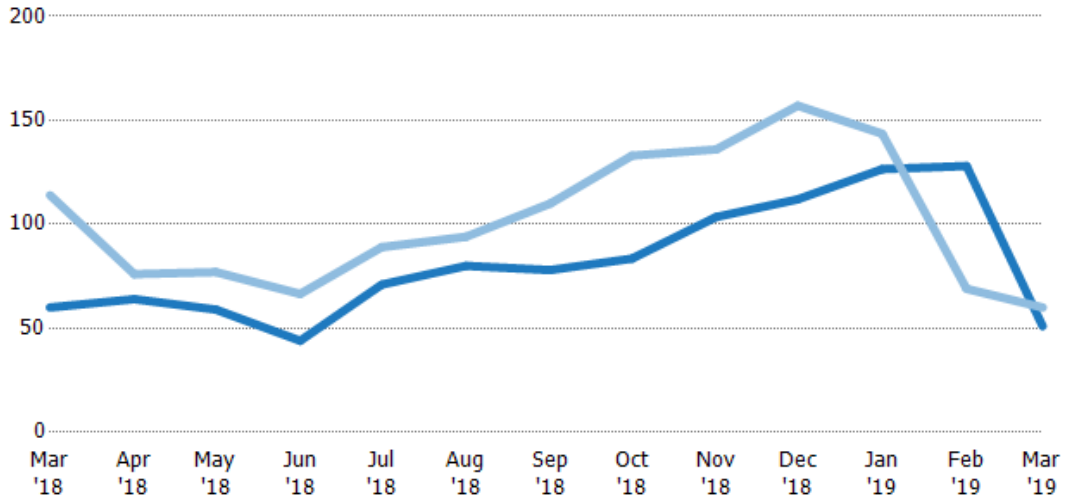
Median Days in RPR

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

Month/ Year	Days	% Chg.
Mar '19	51	-15%
Mar '18	60	-47.4%
Mar '17	114	-25.4%



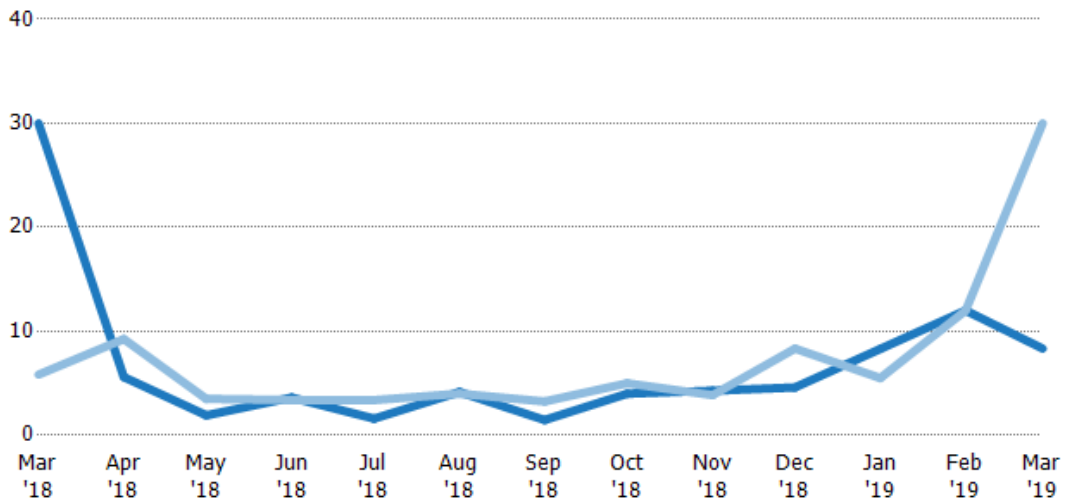
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	60	64	59	44	71	80	78	83.5	104	112	127	128	51
Prior Year	114	76	77	66.5	89	94	110	133	136	157	144	69	60
Percent Change from Prior Year	-47%	-16%	-23%	-34%	-20%	-15%	-29%	-37%	-24%	-29%	-12%	86%	-15%

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



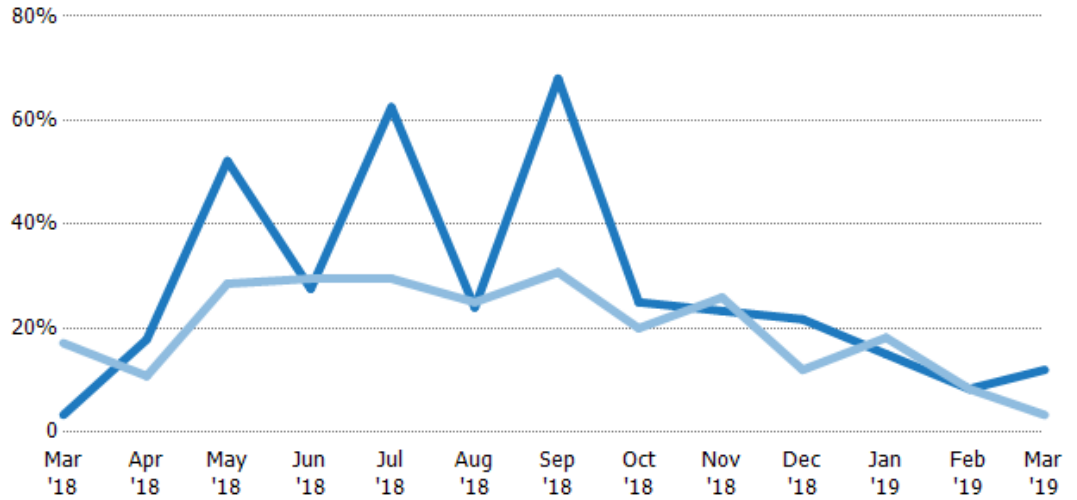
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	30	5.6	1.92	3.63	1.6	4.17	1.47	4	4.29	4.6	8.3	12	8.33
Prior Year	5.83	9.25	3.5	3.38	3.38	4	3.25	5	3.86	8.33	5.5	12	30
Percent Change from Prior Year	414%	-39%	-45%	7%	-53%	4%	-55%	-20%	11%	-45%	-100%	0%	-72%

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



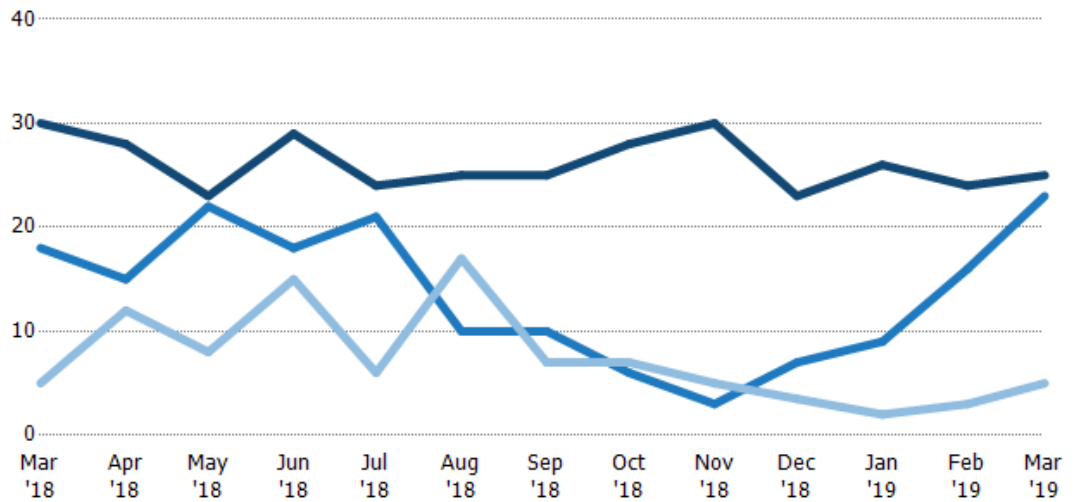
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	3%	18%	52%	28%	63%	24%	68%	25%	23%	22%	15%	8%	12%
Prior Year	17%	11%	29%	30%	30%	25%	31%	20%	26%	12%	18%	8%	3%
Change from Prior Year	14%	-7%	-24%	2%	-33%	1%	-37%	-5%	3%	-10%	18%	0%	-9%

Active/Pending/Sold Units

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

Filters Used

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	30	28	23	29	24	25	25	28	30	23	26	24	25
Pending	18	15	22	18	21	10	10	6	3	7	9	16	23
Sold	5	12	8	15	6	17	7	7	5	3.5	2	3	5

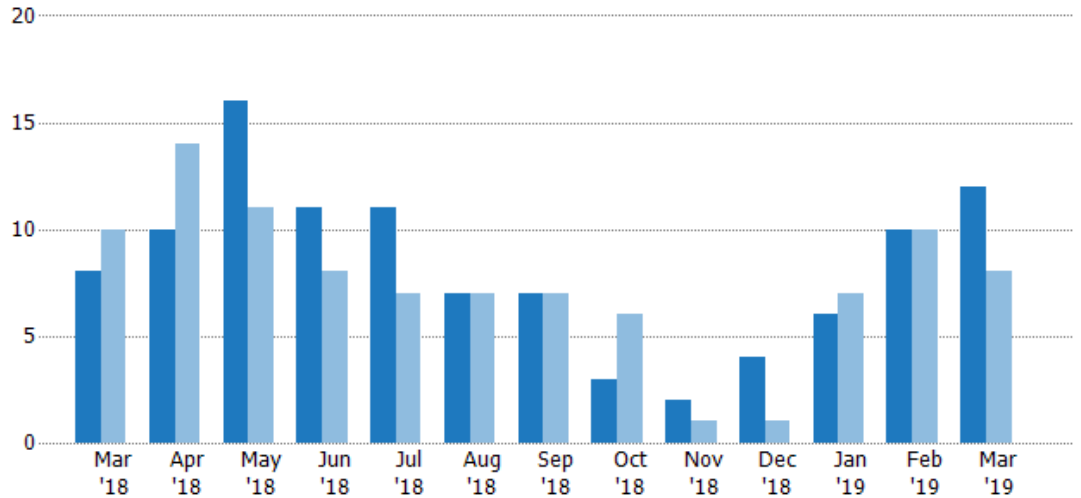
New Pending Sales

The number 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

Month/Year	Count	% Chg.
Mar '19	12	50%
Mar '18	8	-20%
Mar '17	10	80%



Current Year	8	10	16	11	11	7	7	3	2	4	6	10	12
Prior Year	10	14	11	8	7	7	7	6	1	1	7	10	8
Percent Change from Prior Year	-20%	-29%	45%	38%	57%	0%	0%	-50%	100%	300%	-14%	0%	50%

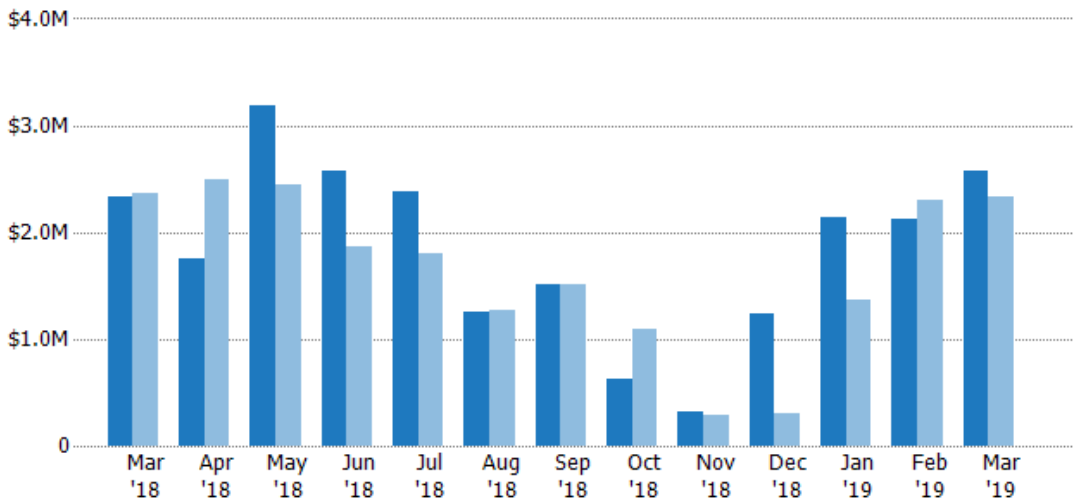
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '19	\$2.57M	10.3%
Mar '18	\$2.33M	-1.5%
Mar '17	\$2.36M	63.4%



Current Year	\$2.33M	\$1.76M	\$3.19M	\$2.57M	\$2.39M	\$1.26M	\$1.51M	\$632K	\$319K	\$1.24M	\$2.14M	\$2.12M	\$2.57M
Prior Year	\$2.36M	\$2.49M	\$2.45M	\$1.86M	\$1.8M	\$1.26M	\$1.51M	\$1.1M	\$285K	\$300K	\$1.36M	\$2.31M	\$2.33M
Percent Change from Prior Year	-1%	-29%	30%	38%	32%	0%	-1%	-42%	12%	314%	57%	-8%	10%

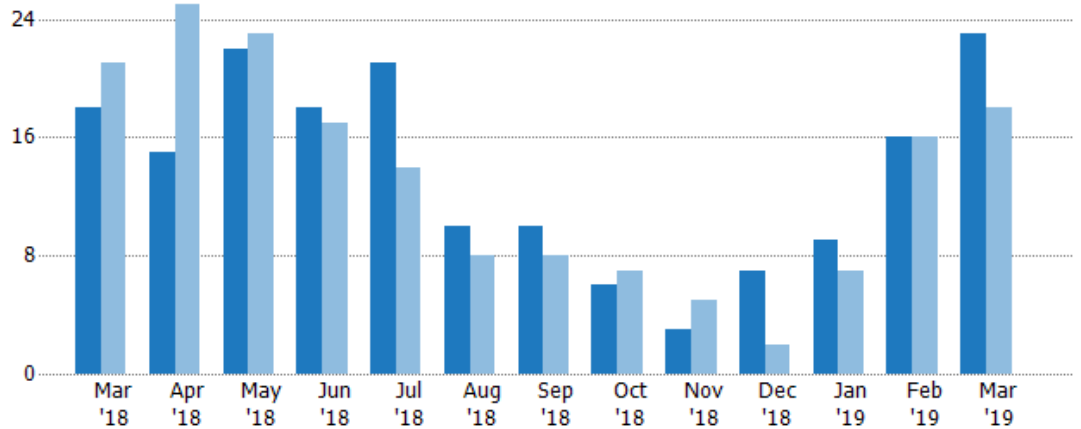
Pending Sales

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

Month/Year	Count	% Chg.
Mar '19	23	27.8%
Mar '18	18	-14.3%
Mar '17	21	38.1%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	18	15	22	18	21	10	10	6	3	7	9	16	23
Prior Year	21	25	23	17	14	8	8	7	5	2	7	16	18
Percent Change from Prior Year	-14%	-40%	-4%	6%	50%	25%	25%	-14%	-40%	250%	29%	0%	28%

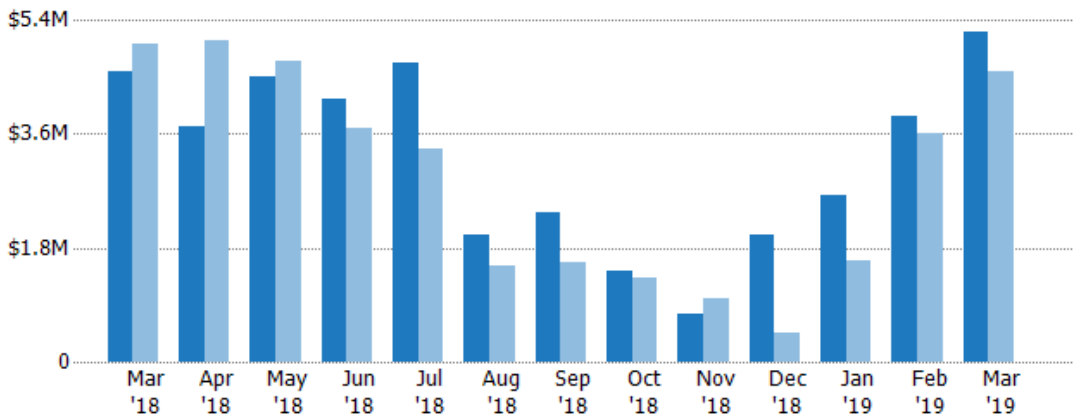
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '19	\$5.2M	13.2%
Mar '18	\$4.59M	-8.6%
Mar '17	\$5.02M	29.3%



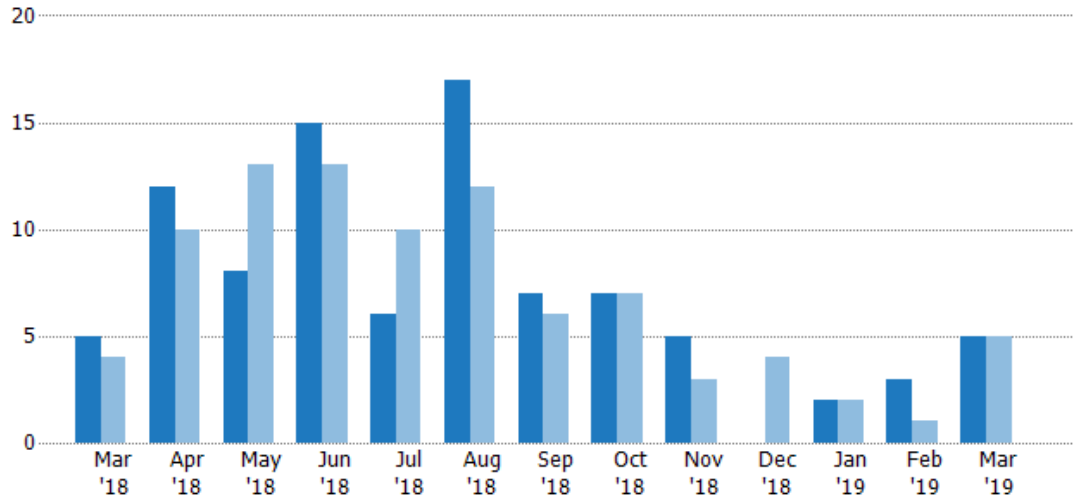
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$4.59M	\$3.72M	\$4.49M	\$4.15M	\$4.73M	\$2.01M	\$2.35M	\$1.43M	\$761K	\$2M	\$2.64M	\$3.89M	\$5.2M
Prior Year	\$5.02M	\$5.06M	\$4.74M	\$3.69M	\$3.35M	\$1.52M	\$1.58M	\$1.32M	\$999K	\$447K	\$1.61M	\$3.59M	\$4.59M
Percent Change from Prior Year	-9%	-26%	-5%	12%	41%	32%	49%	8%	-24%	348%	64%	8%	13%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



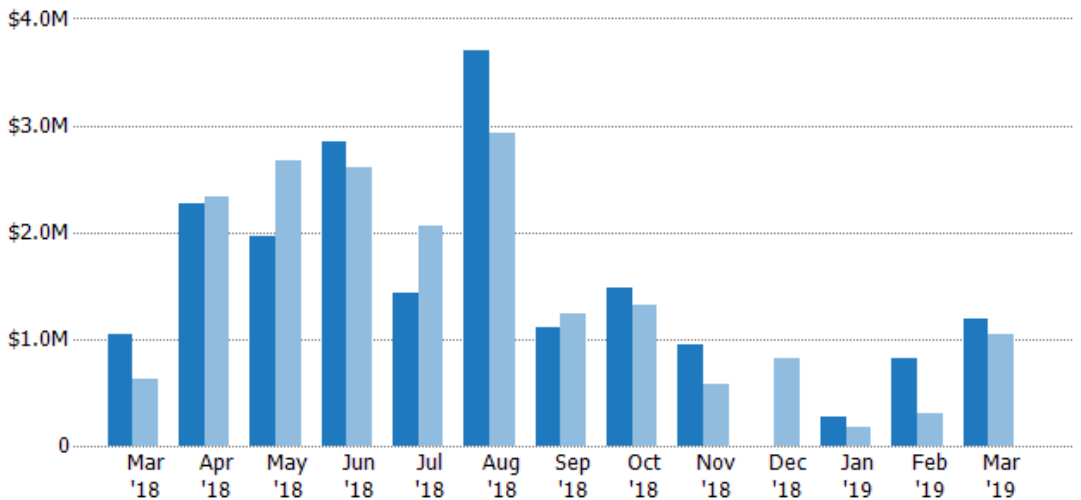
Current Year	5	12	8	15	6	17	7	7	5	-	2	3	5
Prior Year	4	10	13	13	10	12	6	7	3	4	2	1	5
Percent Change from Prior Year	25%	20%	-38%	15%	-40%	42%	17%	0%	67%	-100%	0%	200%	0%

Closed Sales Volume

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

Filters Used

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



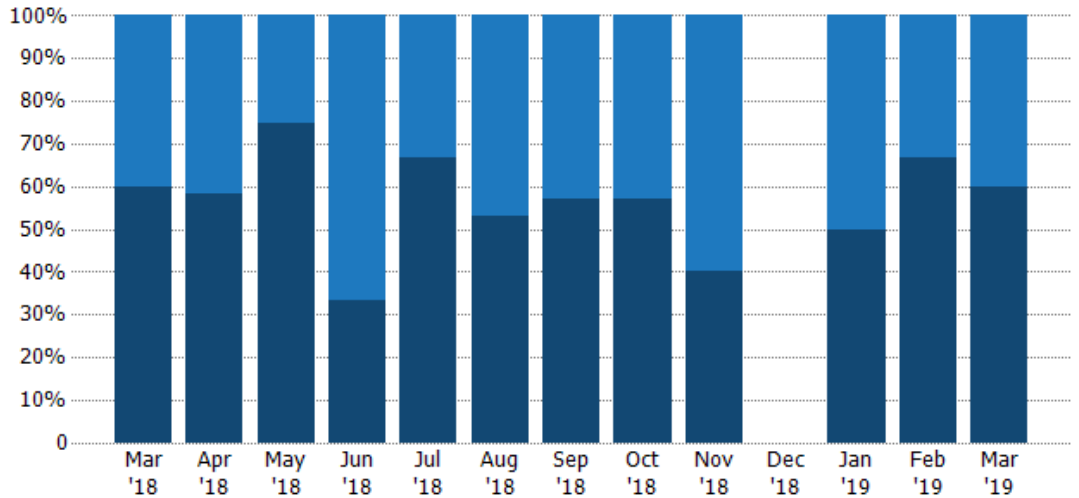
Current Year	\$1.05M	\$2.27M	\$1.96M	\$2.85M	\$1.43M	\$3.7M	\$1.11M	\$1.47M	\$951K	-	\$274K	\$824K	\$1.19M
Prior Year	\$620K	\$2.34M	\$2.67M	\$2.61M	\$2.06M	\$2.93M	\$1.24M	\$1.32M	\$574K	\$819K	\$182K	\$310K	\$1.05M
Percent Change from Prior Year	69%	-3%	-26%	9%	-31%	26%	-11%	11%	66%	-100%	51%	166%	13%

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



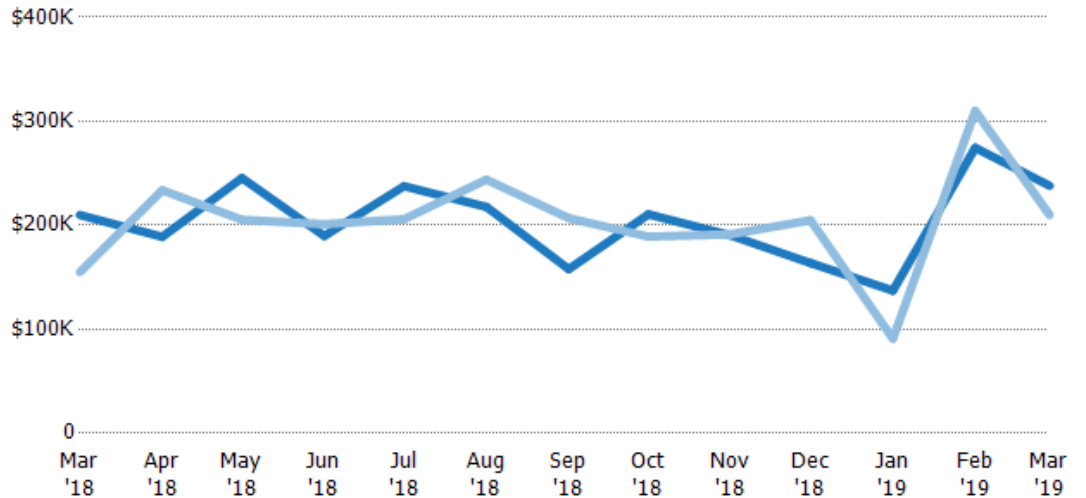
Condo/Townhouse	40%	42%	25%	67%	33%	47%	43%	43%	60%	-	50%	33%	40%
Single Family Residence	60%	58%	75%	33%	67%	53%	57%	57%	40%	-	50%	67%	60%

Average Sales Price

The average 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



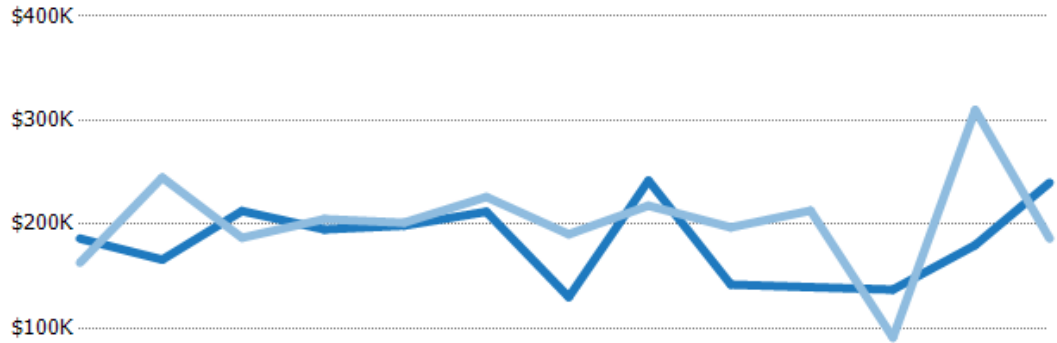
Current Year	\$210K	\$189K	\$245K	\$190K	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$238K
Prior Year	\$155K	\$234K	\$205K	\$201K	\$206K	\$244K	\$207K	\$189K	\$191K	\$205K	\$91K	\$310K	\$210K
Percent Change from Prior Year	35%	-19%	20%	-6%	15%	-11%	-24%	11%	-1%	-100%	51%	-11%	13%

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



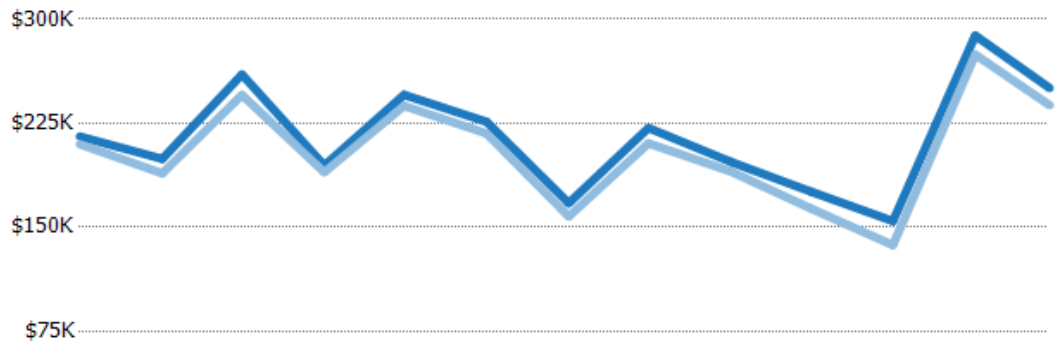
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$186K	\$166K	\$213K	\$195K	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$240K
Prior Year	\$163K	\$245K	\$187K	\$205K	\$202K	\$226K	\$190K	\$218K	\$197K	\$213K	\$91K	\$310K	\$186K
Percent Change from Prior Year	14%	-32%	14%	-5%	-1%	-6%	-32%	11%	-28%	-100%	51%	-42%	29%

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



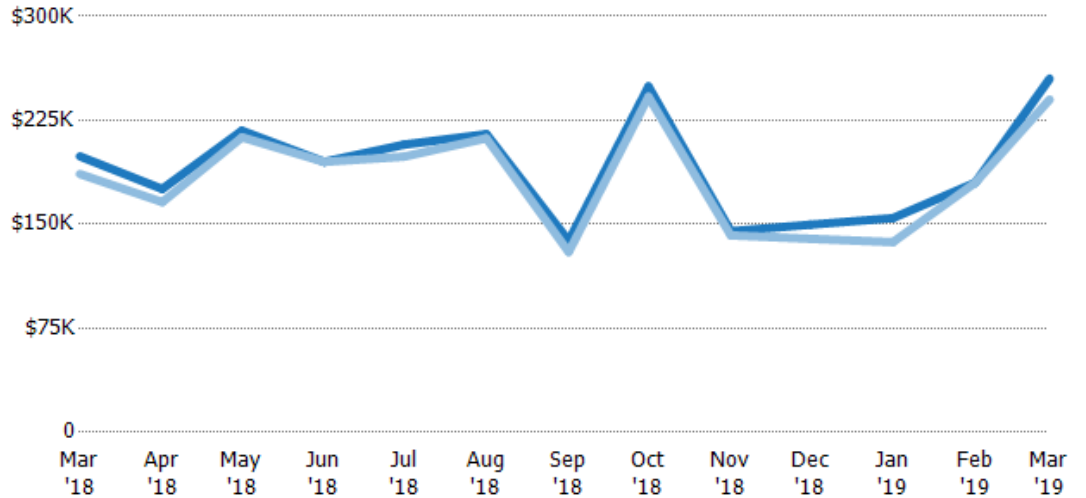
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg List Price	\$215K	\$199K	\$260K	\$195K	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$250K
Avg Sales Price	\$210K	\$189K	\$245K	\$190K	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$238K
Avg Sales Price as a % of Avg List Price	97%	95%	94%	98%	97%	96%	94%	95%	96%	93%	89%	95%	95%

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



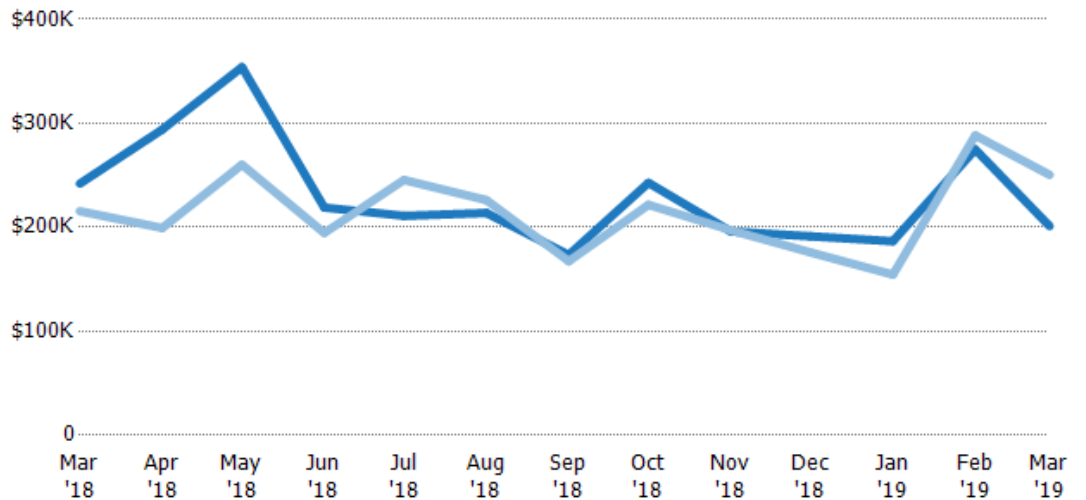
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$199K	\$175K	\$218K	\$195K	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$255K
Median Sales Price	\$186K	\$166K	\$213K	\$195K	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$240K
Med Sales Price as a % of Med List Price	94%	95%	98%	100%	96%	99%	94%	97%	98%	93%	89%	100%	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
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



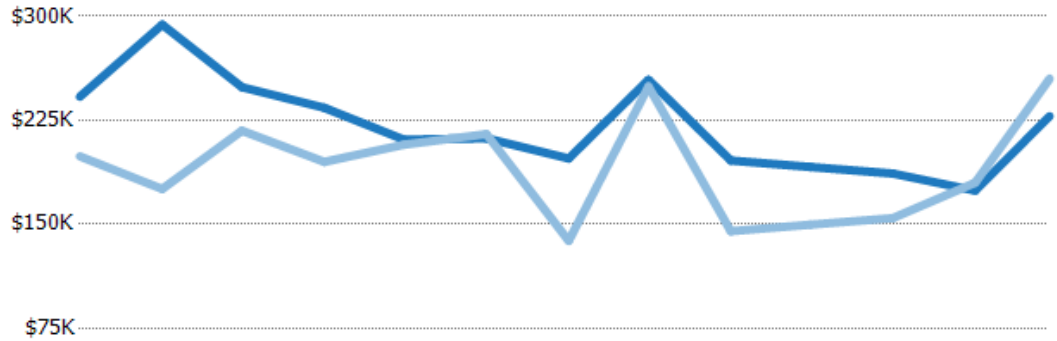
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$242K	\$294K	\$354K	\$219K	\$211K	\$214K	\$173K	\$243K	\$196K	\$191K	\$187K	\$275K	\$201K
Avg Sales Price	\$215K	\$199K	\$260K	\$195K	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$250K
Avg Sales Price as a % of Avg Est Value	89%	68%	74%	89%	116%	106%	96%	91%	101%	92%	83%	105%	125%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$242K	\$294K	\$249K	\$234K	\$211K	\$212K	\$197K	\$254K	\$196K	\$191K	\$187K	\$174K	\$228K
Median Sales Price	\$199K	\$175K	\$218K	\$195K	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$255K
Med Sales Price as a % of Med Est Value	82%	60%	87%	83%	98%	101%	70%	98%	74%	78%	83%	103%	112%