

## 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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	8	-12.5%	39	41	-4.9%
New Listing Volume	\$1,586,700	\$1,967,800	-19.4%	\$9,773,200	\$11,431,900	-14.5%
Active Listing Count	—	28	—	N/A	N/A	
Active Listing Volume	—	\$8,741,980	—	N/A	N/A	
Average Listing Price	—	\$312,214	—	\$336,245	\$294,745	+14.1%
Median Listing Price	—	\$282,000	—	\$275,640	\$238,721	+15.5%
Median Days in RPR	—	64	—	68.62	71.2	-3.6%
Months of Inventory	—	5.6	-100%	3.8	4.2	-9.9%
Absorption Rate	—	17.86%	—	26.67%	24.04%	+2.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	10	+—	38	35	+8.6%
New Pending Sales Volume	\$2,177,000	\$1,756,400	+23.9%	\$9,002,680	\$7,752,500	+16.1%
Pending Sales Count	—	15	—	N/A	N/A	
Pending Sales Volume	—	\$3,720,400	—	N/A	N/A	
Closed Sales Count	3	12	-75%	13	20	-35%
Closed Sales Volume	\$759,530	\$2,266,500	-66.5%	\$3,047,300	\$3,807,850	-20%
Average Sales Price	\$253,177	\$188,875	+34%	\$234,408	\$190,393	+23.1%
Median Sales Price	\$310,000	\$166,000	+86.7%	\$226,481	\$170,763	+32.6%

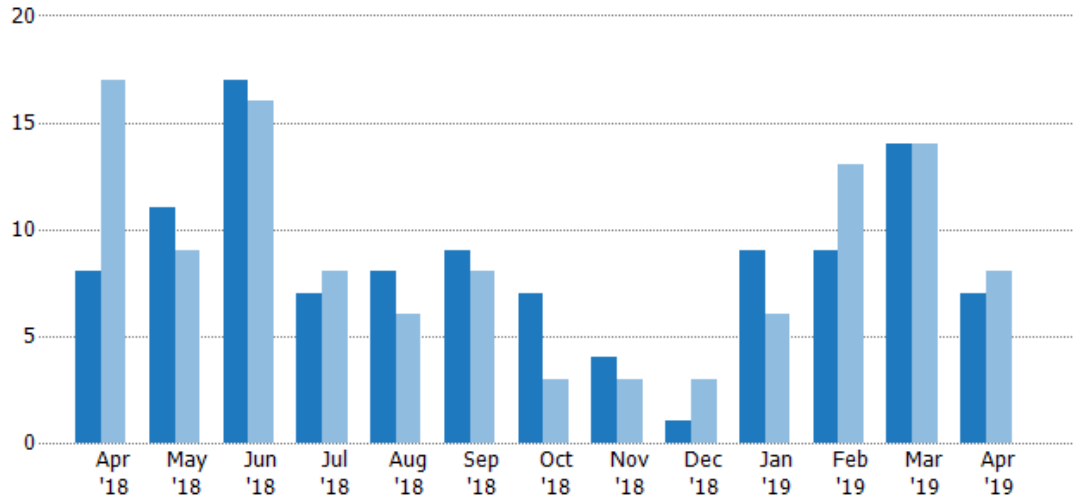
## New Listings

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.
Apr '19	7	-12.5%
Apr '18	8	-52.9%
Apr '17	17	0%



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

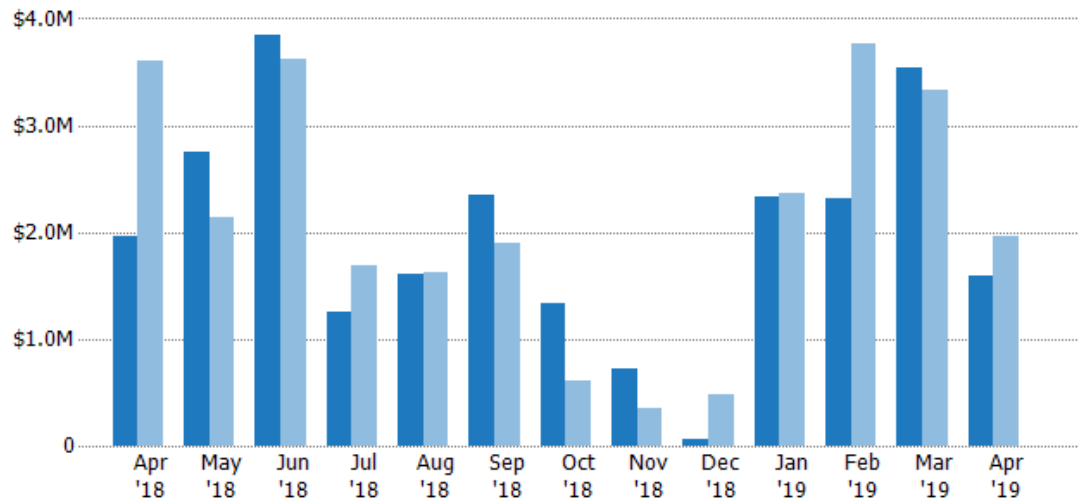
## New Listing Volume

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.
Apr '19	\$1.59M	-19.4%
Apr '18	\$1.97M	-45.5%
Apr '17	\$3.61M	1.8%



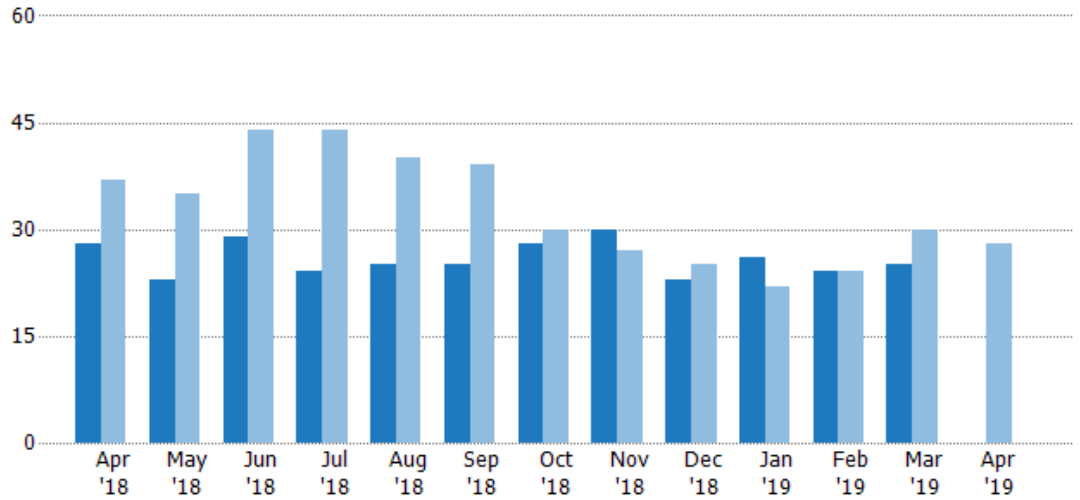
Current Year	\$1.97M	\$2.75M	\$3.84M	\$1.26M	\$1.62M	\$2.36M	\$1.33M	\$728K	\$56.5K	\$2.33M	\$2.32M	\$3.54M	\$1.59M
Prior Year	\$3.61M	\$2.15M	\$3.62M	\$1.69M	\$1.63M	\$1.9M	\$617K	\$359K	\$488K	\$2.36M	\$3.77M	\$3.34M	\$1.97M
Percent Change from Prior Year	-45%	28%	6%	-25%	-1%	24%	115%	103%	-88%	-1%	-39%	6%	-19%

## 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



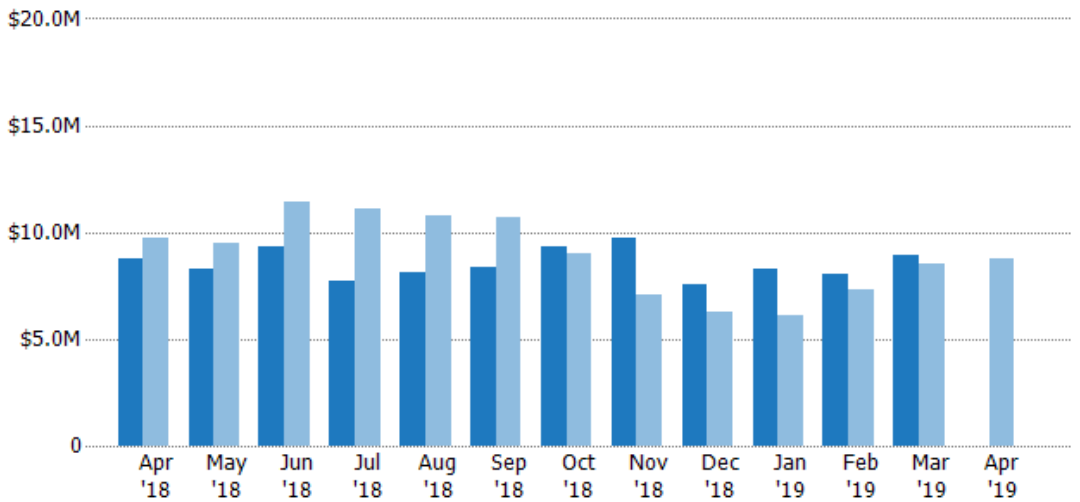
Current Year	28	23	29	24	25	25	28	30	23	26	24	25	-
Prior Year	37	35	44	44	40	39	30	27	25	22	24	30	28
Percent Change from Prior Year	-24%	-34%	-34%	-45%	-38%	-36%	-7%	11%	-8%	18%	0%	-17%	-100%

## 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



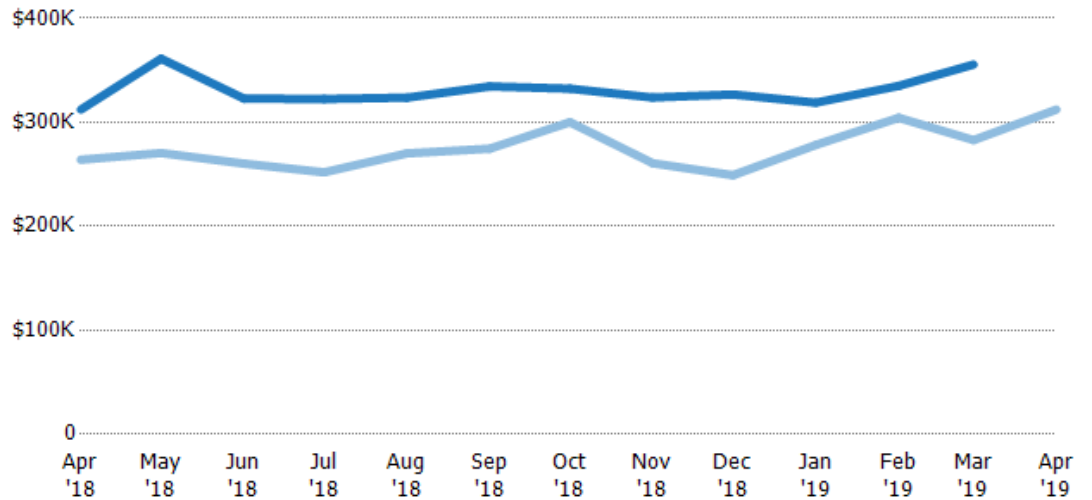
Current Year	\$8.74M	\$8.31M	\$9.36M	\$7.74M	\$8.09M	\$8.36M	\$9.31M	\$9.71M	\$7.51M	\$8.29M	\$8.04M	\$8.89M	-
Prior Year	\$9.77M	\$9.47M	\$11.5M	\$11.1M	\$10.8M	\$10.7M	\$9M	\$7.04M	\$6.23M	\$6.12M	\$7.3M	\$8.49M	\$8.74M
Percent Change from Prior Year	-10%	-12%	-18%	-30%	-25%	-22%	3%	38%	21%	35%	10%	5%	-100%

## 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



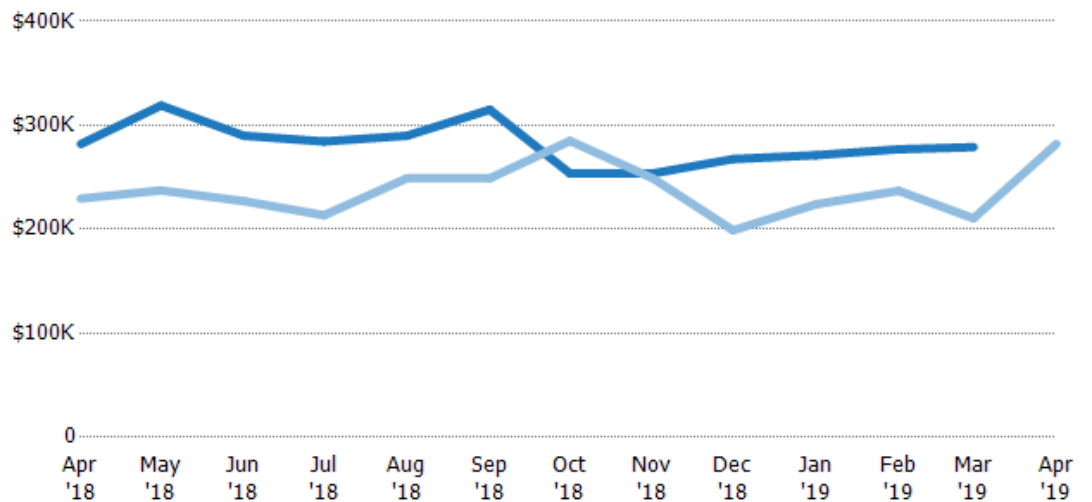
Current Year	\$312K	\$361K	\$323K	\$322K	\$324K	\$334K	\$332K	\$324K	\$327K	\$319K	\$335K	\$355K	-
Prior Year	\$264K	\$270K	\$260K	\$252K	\$270K	\$275K	\$300K	\$261K	\$249K	\$278K	\$304K	\$283K	\$312K
Percent Change from Prior Year	18%	34%	24%	28%	20%	22%	11%	24%	31%	15%	10%	26%	-100%

## 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



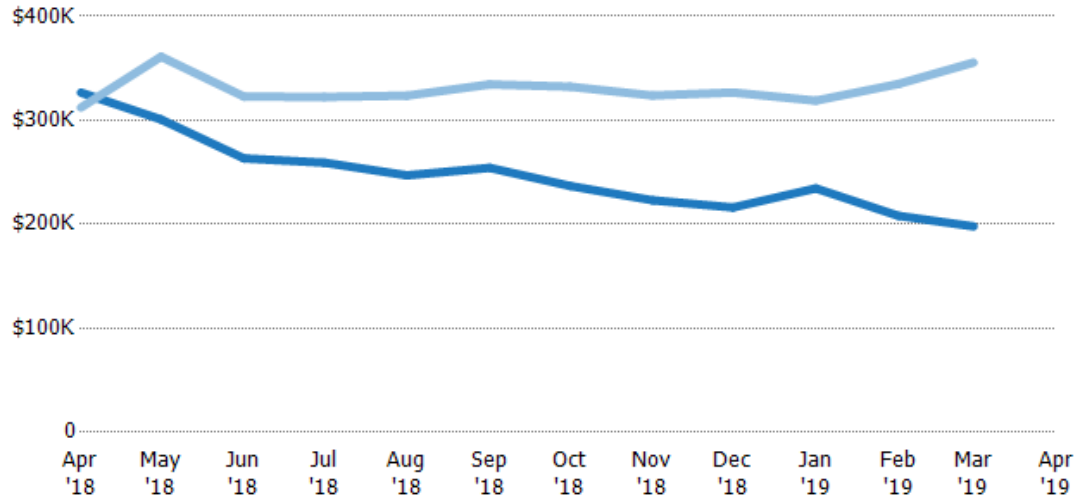
Current Year	\$282K	\$319K	\$290K	\$284K	\$290K	\$315K	\$254K	\$254K	\$268K	\$271K	\$277K	\$279K	-
Prior Year	\$230K	\$237K	\$227K	\$214K	\$249K	\$249K	\$285K	\$249K	\$199K	\$224K	\$237K	\$211K	\$282K
Percent Change from Prior Year	23%	34%	28%	33%	16%	27%	-11%	2%	34%	21%	17%	33%	-100%

## 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

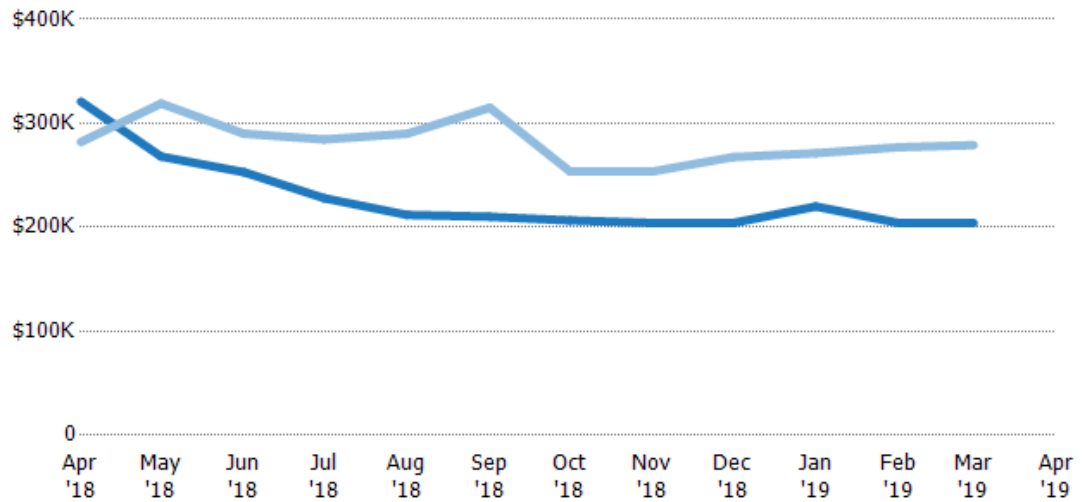


## Median Listing Price vs Median Est Value

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

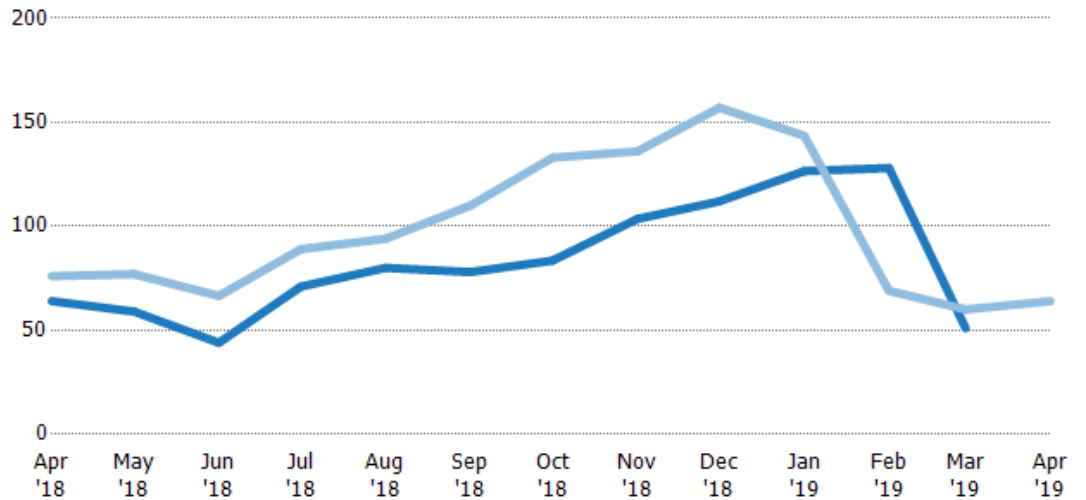


## Median Days in RPR

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



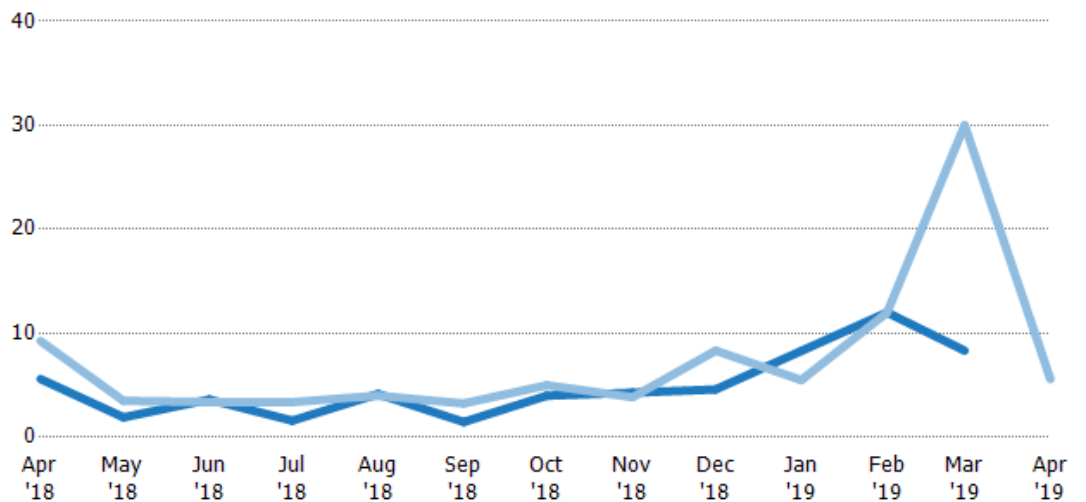
Current Year	64	59	44	71	80	78	83.5	104	112	127	128	51	-
Prior Year	76	77	66.5	89	94	110	133	136	157	144	69	60	64
Percent Change from Prior Year	-16%	-23%	-34%	-20%	-15%	-29%	-37%	-24%	-29%	-12%	86%	-15%	-100%

## 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



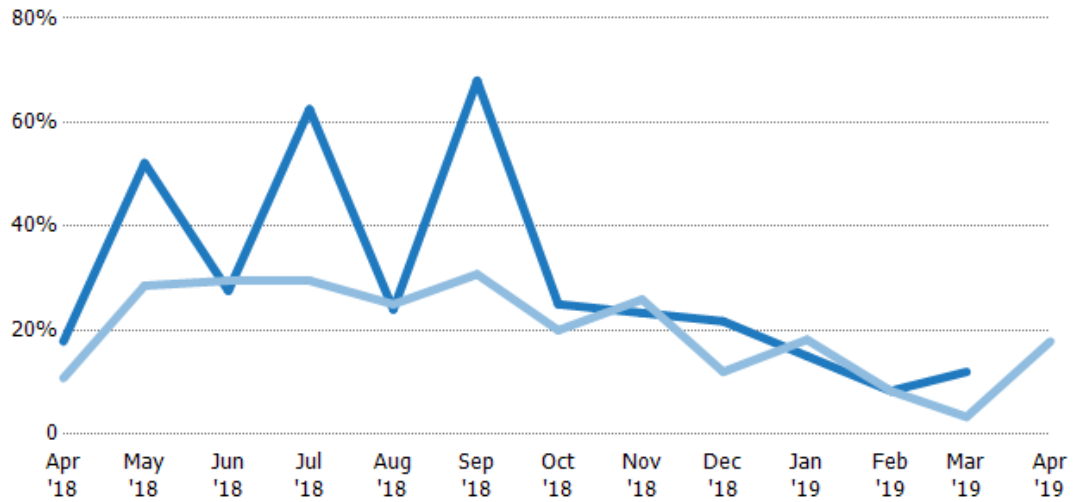
Current Year	5.6	1.92	3.63	1.6	4.17	1.47	4	4.29	4.6	8.3	12	8.33	-
Prior Year	9.25	3.5	3.38	3.38	4	3.25	5	3.86	8.33	5.5	12	30	5.6
Percent Change from Prior Year	-39%	-45%	7%	-53%	4%	-55%	-20%	11%	-45%	-100%	0%	-72%	-100%

## 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



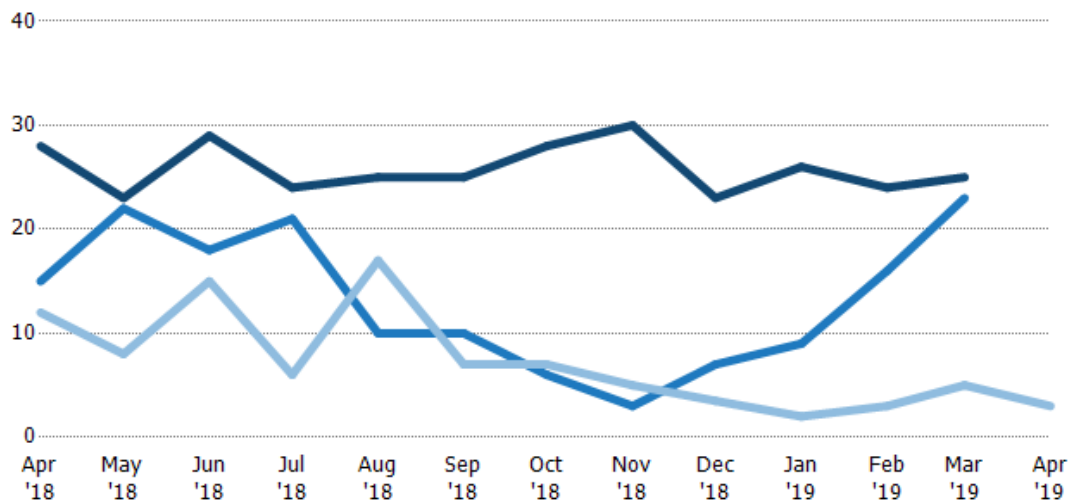
Current Year	18%	52%	28%	63%	24%	68%	25%	23%	22%	15%	8%	12%	-
Prior Year	11%	29%	30%	30%	25%	31%	20%	26%	12%	18%	8%	3%	18%
Change from Prior Year	-7%	-24%	2%	-33%	1%	-37%	-5%	3%	-10%	18%	0%	-9%	18%

## 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



Active	28	23	29	24	25	25	28	30	23	26	24	25	-
Pending	15	22	18	21	10	10	6	3	7	9	16	23	-
Sold	12	8	15	6	17	7	7	5	3.5	2	3	5	3

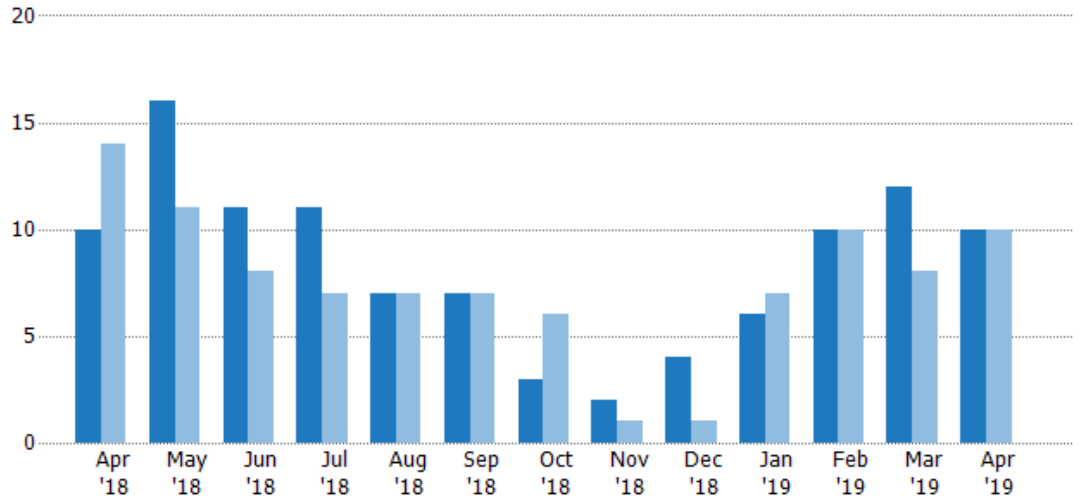
## New Pending Sales

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.
Apr '19	10	0%
Apr '18	10	-28.6%
Apr '17	14	7.1%



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

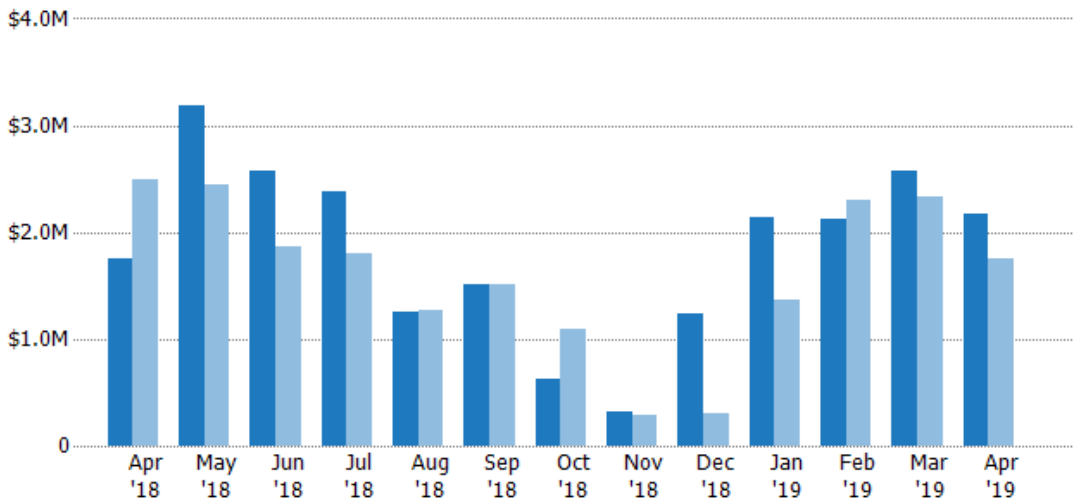
## New Pending Sales Volume

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.
Apr '19	\$2.18M	23.9%
Apr '18	\$1.76M	-29.4%
Apr '17	\$2.49M	22.3%



Current Year	\$1.76M	\$3.19M	\$2.57M	\$2.39M	\$1.26M	\$1.51M	\$632K	\$319K	\$1.24M	\$2.14M	\$2.12M	\$2.57M	\$2.18M
Prior Year	\$2.49M	\$2.45M	\$1.86M	\$1.8M	\$1.26M	\$1.51M	\$1.1M	\$285K	\$300K	\$1.36M	\$2.31M	\$2.33M	\$1.76M
Percent Change from Prior Year	-29%	30%	38%	32%	0%	-1%	-42%	12%	314%	57%	-8%	10%	24%

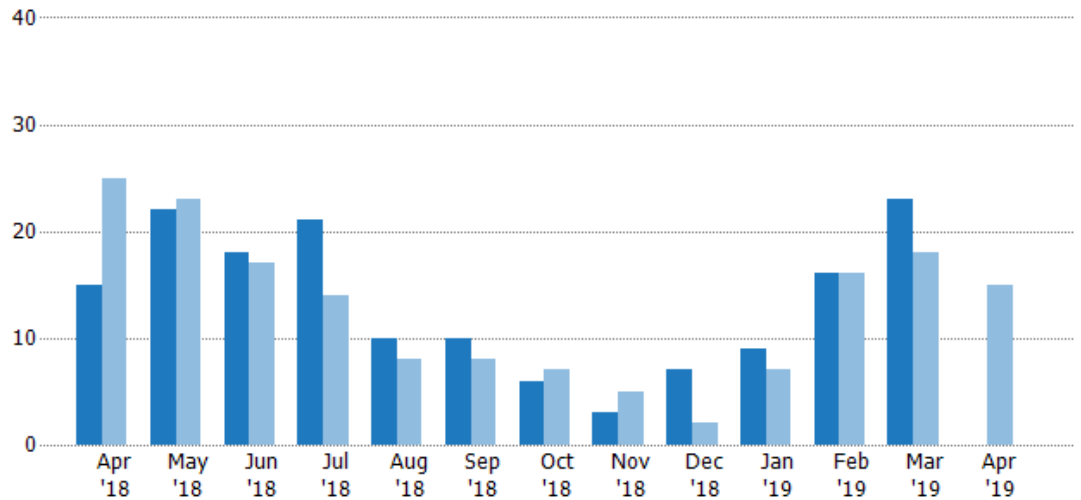


## Pending Sales

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



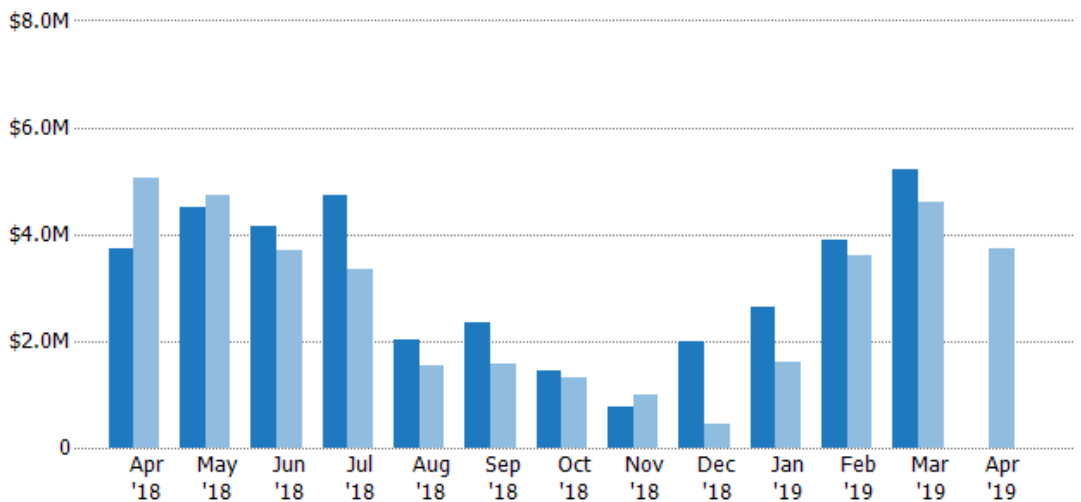
Current Year	15	22	18	21	10	10	6	3	7	9	16	23	-
Prior Year	25	23	17	14	8	8	7	5	2	7	16	18	15
Percent Change from Prior Year	-40%	-4%	6%	50%	25%	25%	-14%	-40%	250%	29%	0%	28%	-100%

## 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



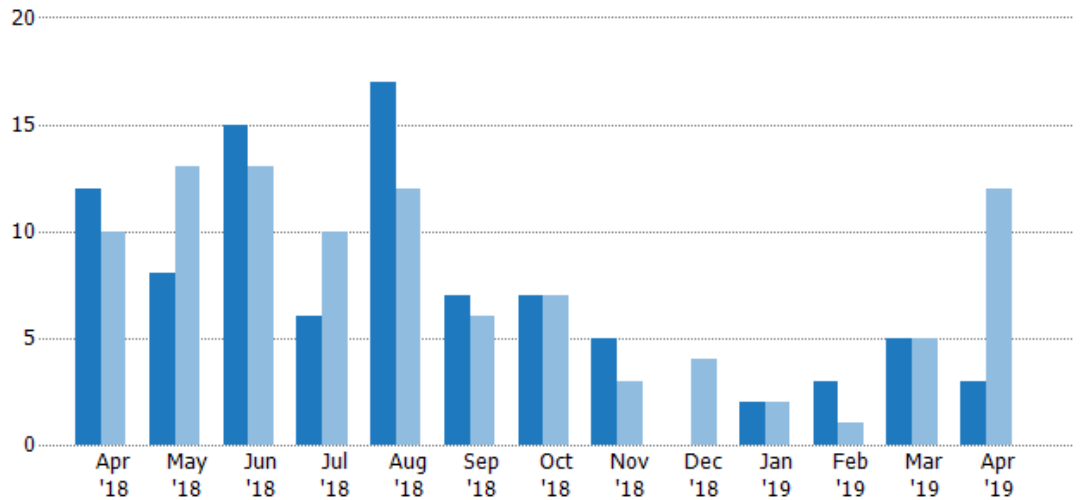
Current Year	\$3.72M	\$4.49M	\$4.15M	\$4.73M	\$2.01M	\$2.35M	\$1.43M	\$761K	\$2M	\$2.64M	\$3.89M	\$5.2M	-
Prior Year	\$5.06M	\$4.74M	\$3.69M	\$3.35M	\$1.52M	\$1.58M	\$1.32M	\$999K	\$447K	\$1.61M	\$3.59M	\$4.59M	\$3.72M
Percent Change from Prior Year	-26%	-5%	12%	41%	32%	49%	8%	-24%	348%	64%	8%	13%	-100%

## 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



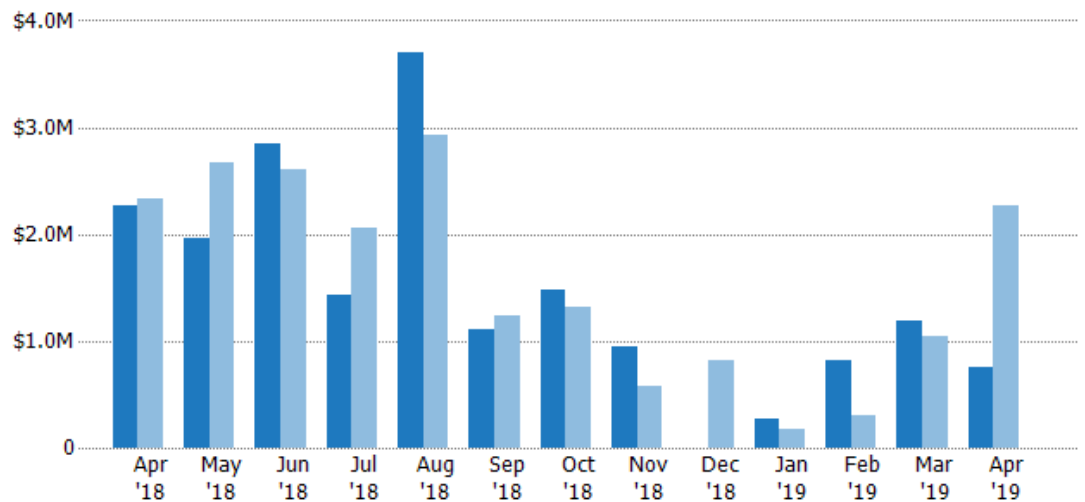
Current Year	12	8	15	6	17	7	7	5	-	2	3	5	3
Prior Year	10	13	13	10	12	6	7	3	4	2	1	5	12
Percent Change from Prior Year	20%	-38%	15%	-40%	42%	17%	0%	67%	-100%	0%	200%	0%	-75%

## 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



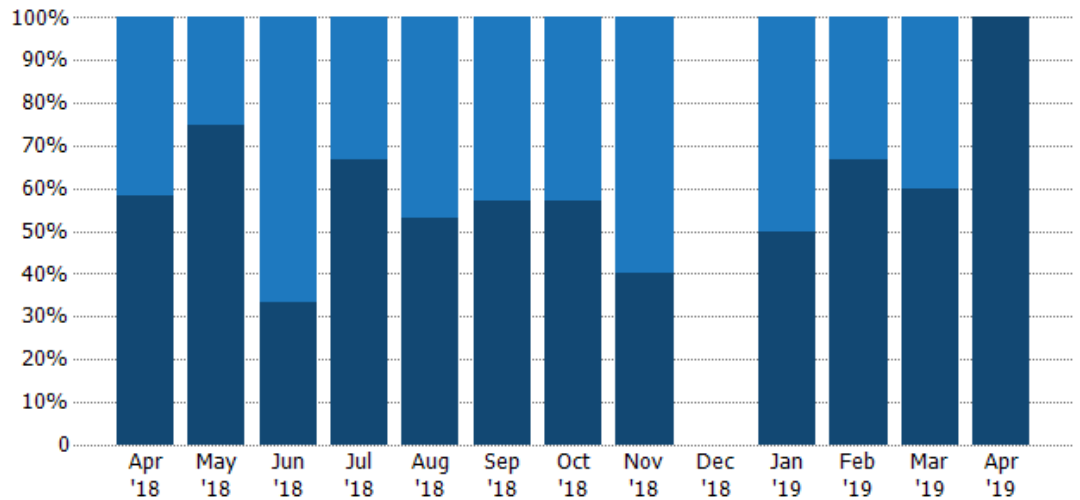
Current Year	\$2.27M	\$1.96M	\$2.85M	\$1.43M	\$3.7M	\$1.11M	\$1.47M	\$951K	-	\$274K	\$824K	\$1.19M	\$760K
Prior Year	\$2.34M	\$2.67M	\$2.61M	\$2.06M	\$2.93M	\$1.24M	\$1.32M	\$574K	\$819K	\$182K	\$310K	\$1.05M	\$2.27M
Percent Change from Prior Year	-3%	-26%	9%	-31%	26%	-11%	11%	66%	-100%	51%	166%	13%	-66%

## 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

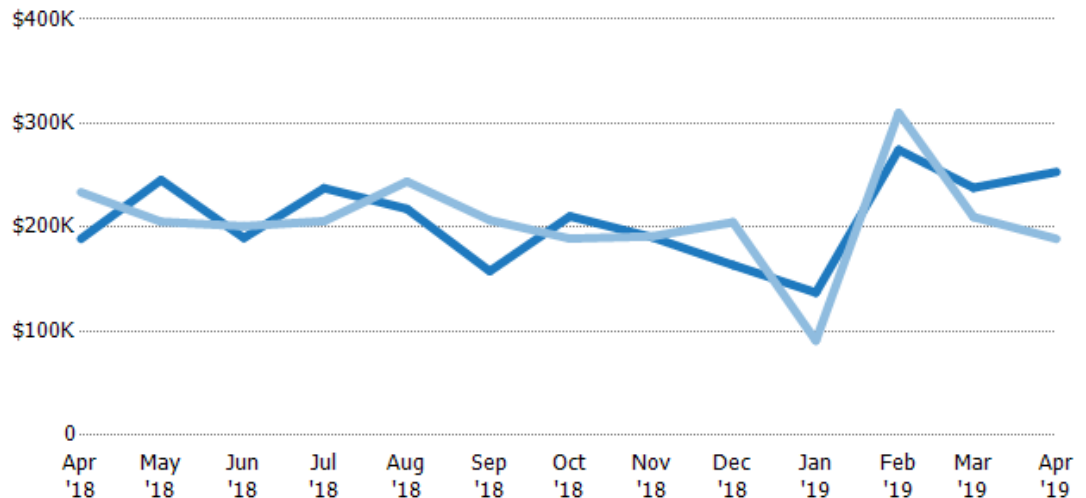
Single Family Residence

## 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

Prior Year

Percent Change from Prior Year

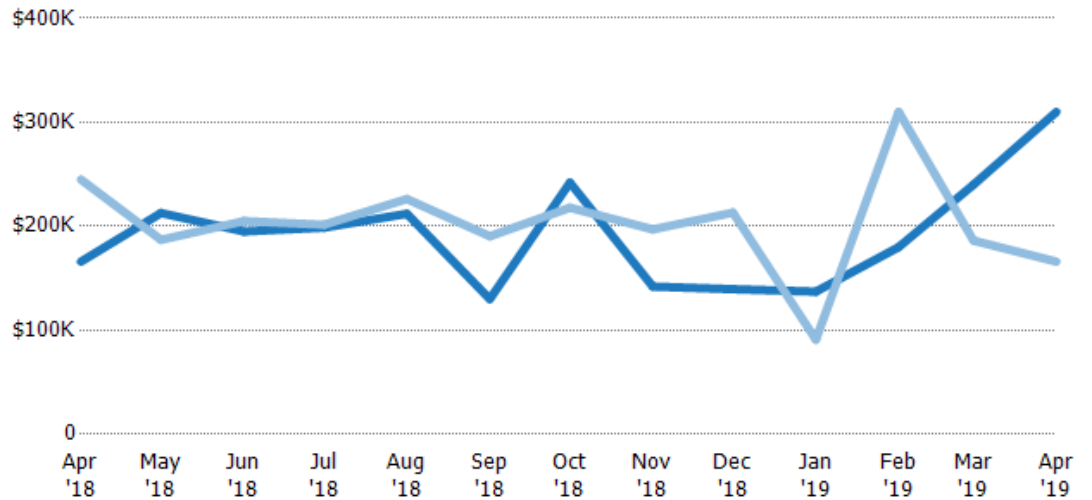
-19% 20% -6% 15% -11% -24% 11% -1% -100% 51% -11% 13% 34%

## 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



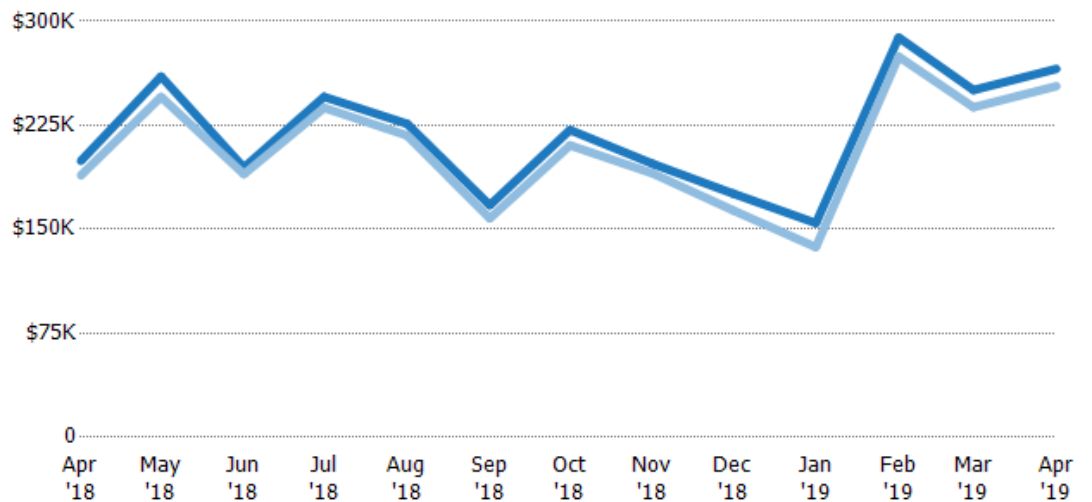
Current Year	\$166K	\$213K	\$195K	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$240K	\$310K
Prior Year	\$245K	\$187K	\$205K	\$202K	\$226K	\$190K	\$218K	\$197K	\$213K	\$91K	\$310K	\$186K	\$166K
Percent Change from Prior Year	-32%	14%	-5%	-1%	-6%	-32%	11%	-28%	-100%	51%	-42%	29%	87%

## 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



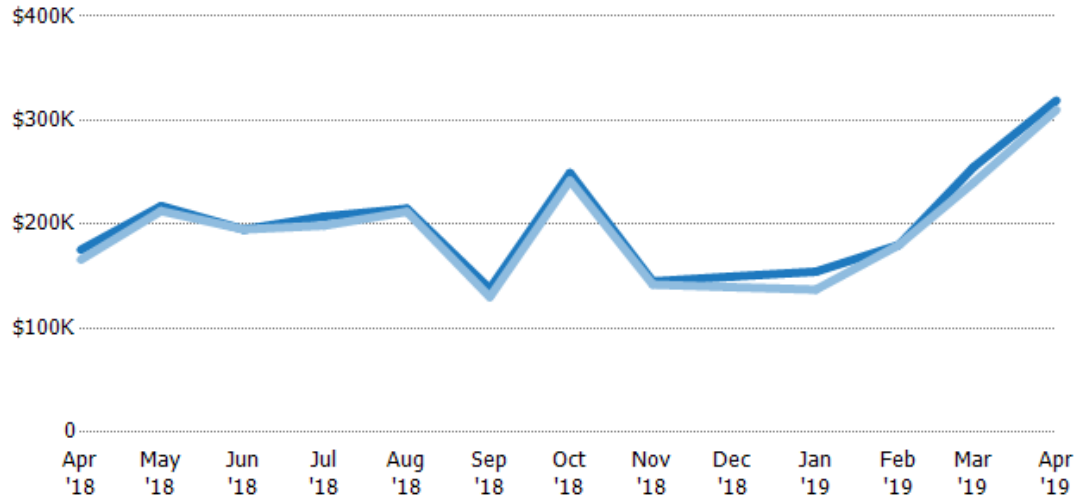
Avg List Price	\$199K	\$260K	\$195K	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$250K	\$266K
Avg Sales Price	\$189K	\$245K	\$190K	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$238K	\$253K
Avg Sales Price as a % of Avg List Price	95%	94%	98%	97%	96%	94%	95%	96%	93%	89%	95%	95%	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

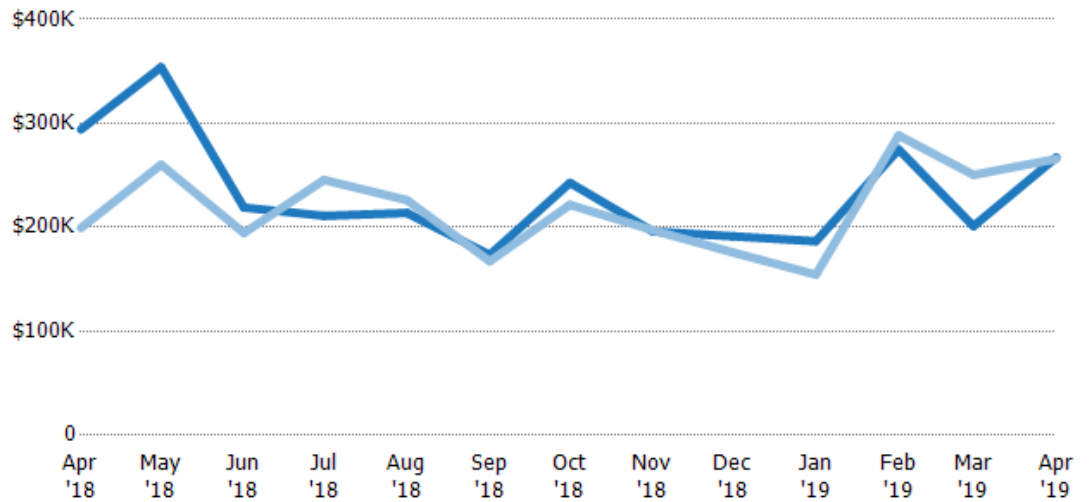


## Average Sales Price vs Average Est Value

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

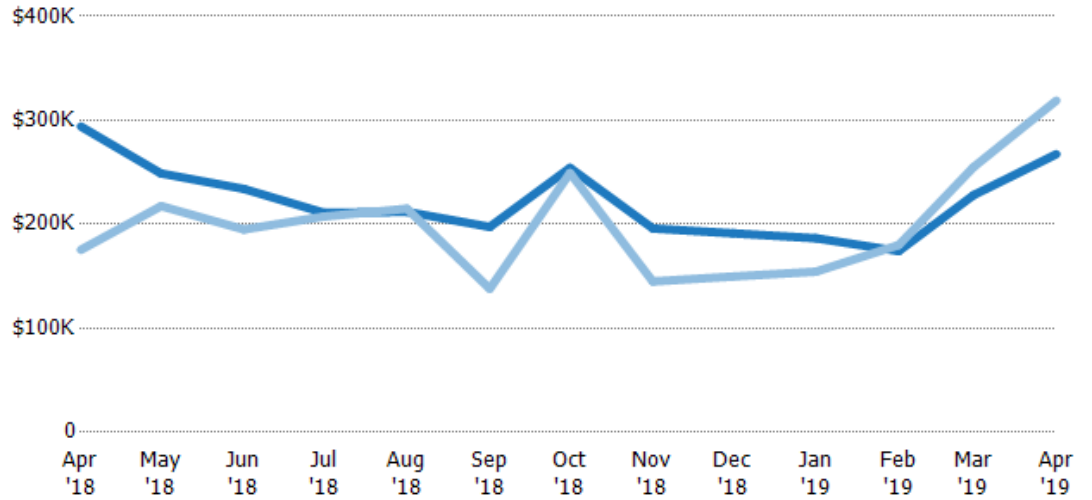


## Median Sales Price vs Median Est Value

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



Median Est Value	\$294K	\$249K	\$234K	\$211K	\$212K	\$197K	\$254K	\$196K	\$191K	\$187K	\$174K	\$228K	\$267K
Median Sales Price	\$175K	\$218K	\$195K	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$255K	\$319K
Med Sales Price as a % of Med Est Value	60%	87%	83%	98%	101%	70%	98%	74%	78%	83%	103%	112%	119%