Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+ / -	YTD 2018	YTD 2019	+ / -	May 2018	May 2019	Key Metrics		
			; ; ;			Listing Activity Charts Metrics		
+4.1%	98	102	+8.7%	23	25	New Listing Count		
-2%	\$43,662,450	\$42,799,599	+3.8%	\$9,185,500	\$9,536,300	New Listing Volume		
	NA	N/A	-1.7%	59	58	Active Listing Count		
	NA	N/A	-1.2%	\$33,813,599	\$33,399,799	Active Listing Volume		
+22.9%	\$518,413	\$637,323	+0.5%	\$573,112	\$575,859	Average Listing Price		
+0.6%	\$352,623	\$354,602	-0.2%	\$369,900	\$369,000	Median Listing Price		
+4.8%	74.74	78.32	-18.1%	72	59	Median Days in RPR		
+42.5%	4.3	6.2	+16.7%	3.1	3.6	Months of Inventory		
-6.9%	23.1%	16.22%	-4.6%	32.2%	27.59%	Absorption Rate		
			: :			Sales Activity Charts Metrics		
-1.3%	78	77	-9.5%	21	19	New Pending Sales Count		
-7.2%	\$26,227,050	\$24,329,100	+21%	\$6,012,500	\$7,273,200	New Pending Sales Volume		
	N/A	NA	+2.8%	36	37	Pending Sales Count		
	N/A	NA	-18.6%	\$13,258,300	\$10,788,700	Pending Sales Volume		
+-	42	42	+33.3%	9	12	Closed Sales Count		
-1.4%	\$12,365,950	\$12,196,200	+70.5%	\$2,123,700	\$3,620,500	Closed Sales Volume		
-1.4%	\$294,427	\$290,386	+27.9%	\$235,967	\$301,708	Average Sales Price		
-12.4%	\$282,462	\$247,429	+23.5%	\$205,500	\$253,750	Median Sales Price		



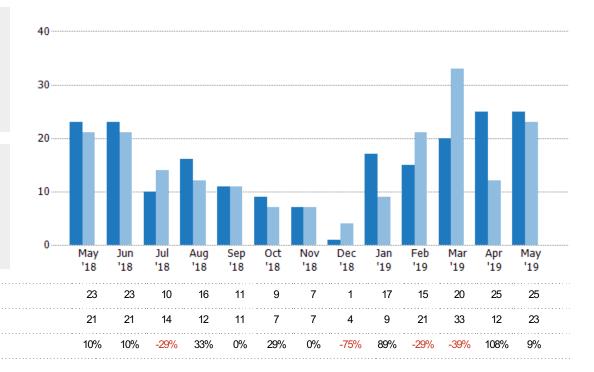


New Listings

The number of new 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: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Count	% Chg.
May '19	25	8.7%
May '18	23	9.5%
May '17	21	9.5%



New Listing Volume

Percent Change from Prior Year

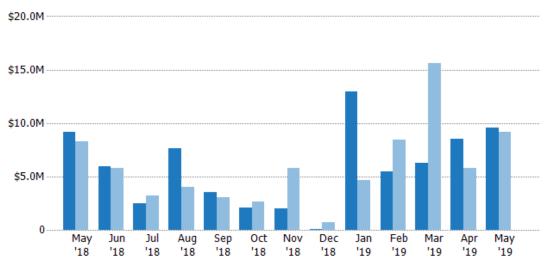
Current Year

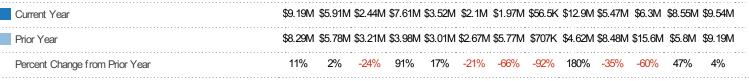
Prior Year

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: Condo/Townhouse/Apt, Single

Month/ Year	Volume	% Chg.
May '19	\$9.54M	3.8%
May '18	\$9.19M	10.8%
May '17	\$8.29M	-1.2%





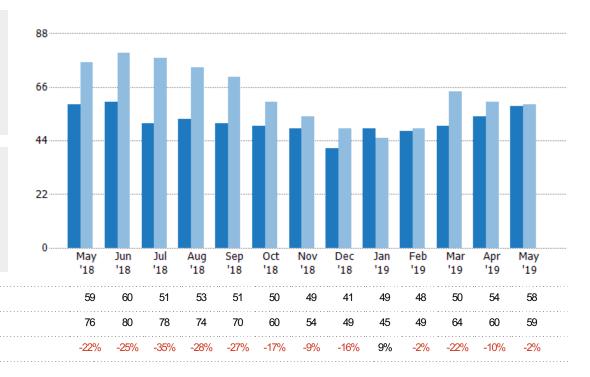


Active Listings

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

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

Month/ Year	Count	% Chg.
May '19	58	-1.7%
May '18	59	-22.4%
May '17	76	10.5%



Active Listing Volume

Percent Change from Prior Year

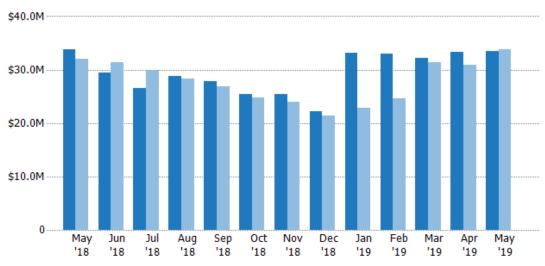
Current Year

Prior Year

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

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

Month/ Year	Volume	% Chg.
May '19	\$33.4M	-1.2%
May '18	\$33.8M	5.5%
May '17	\$32.1M	1.8%







Average Listing Price

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

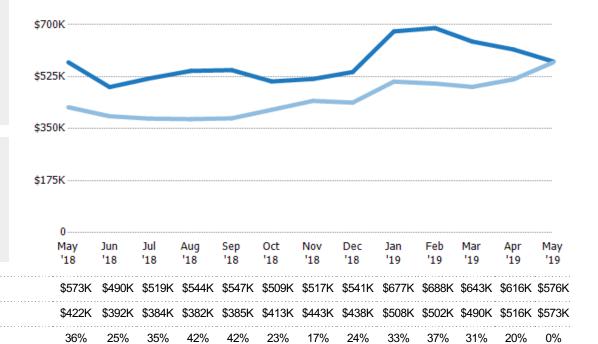
Filters Used

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

Property Type:
Condo/Townhouse/Apt. Single

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
May '19	\$576K	0.5%
May '18	\$573K	35.8%
May '17	\$422K	-7.9%



Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

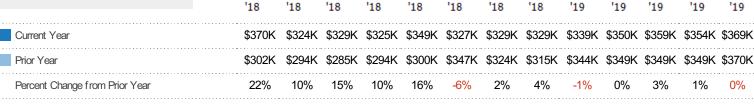
The median listing price of active residential listings at the end of each month.

\$400K

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

Month/ Year	Price	% Chg.
May '19	\$369K	-0.2%
May '18	\$370K	22.3%
May '17	\$302K	-5.9%

\$30	ok .				2								
\$20	0K												
	0K												
410	0												
	•			Aug '18									May '19
	\$370K	\$324K	\$329K	\$325K	\$349K	\$327K	\$329K	\$329K	\$339K	\$350K	\$359K	\$354K	\$369K





Avg Est Value

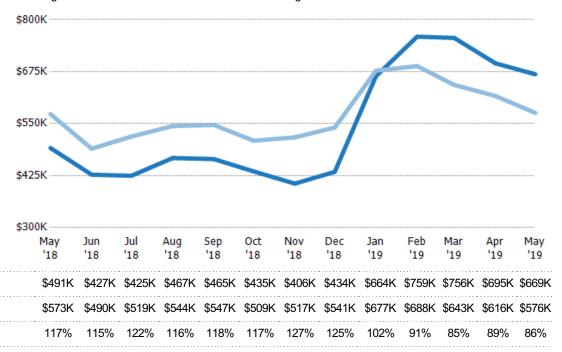
Avg Listing Price

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.



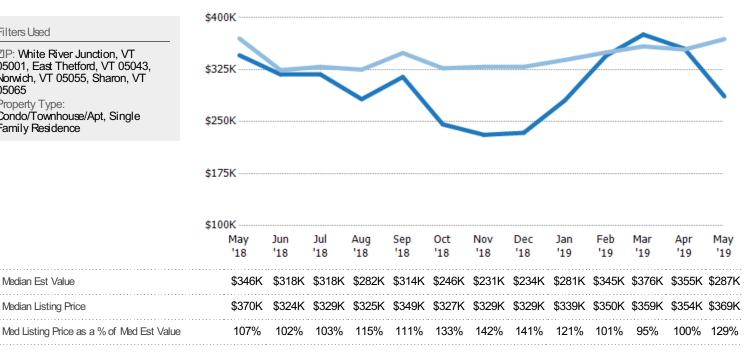


Median Listing Price vs Median Est Value

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

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price



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.







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.

30

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

			20									/			
Month/ Year	Months	% Chg.	10									ク			
May '19	3.63	16.7%	10					<u> </u>						1	
May '18	3.11	-34.6%													
May '17	4.75	47.4%	0 May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Yea	ar	• • • • • • • • • • • • • • • • • • • •	3.11	6.67	1.96	4.82	2.13	5	3.5	5.86	9.8	16	12.5	7.71	3.63
Prior Year		•••••	4.75	3.33	3.12	5.29	3.33	7.5	4.91	8.17	7.5	12.3	32	7.5	3.11
Percent Cha	ange from Prior	Year	-35%	100%	-37%	-9%	-36%	-33%	-29%	-28%	31%	31%	-61%	3%	17%



Absorption Rate

The percentage of inventory sold per month.

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

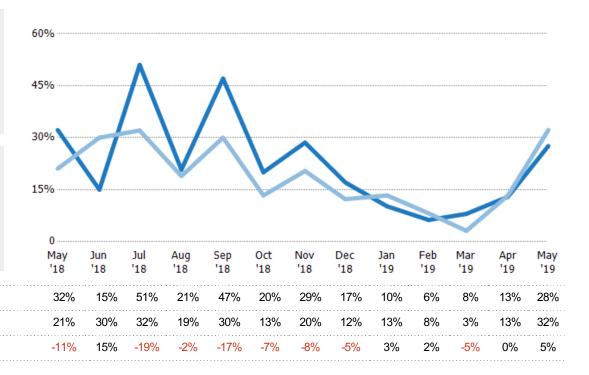
Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Rate	Chg.
May '19	28%	4.6%
May '18	32%	-11.2%
May '17	21%	-32.2%

Current Year

Change from Prior Year

Prior Year



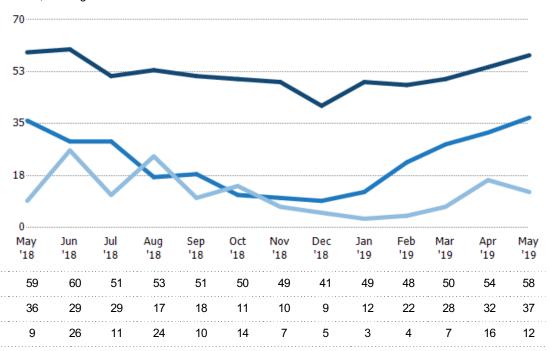
Active/Pending/Sold Units

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

Filters Used

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

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



Active

Pending

Sold



New Pending Sales

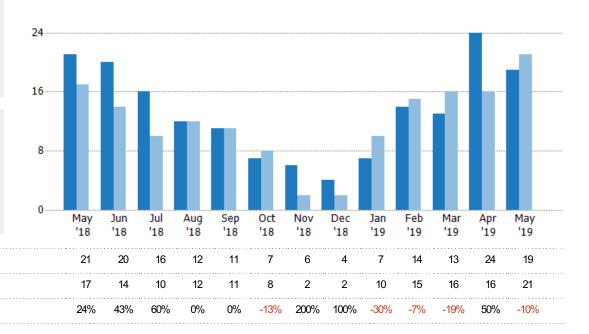
The number of residential properties with accepted offers that were added each month.

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

Month/ Year	Count	% Chg.
May '19	19	-9.5%
May '18	21	23.5%
May '17	17	29.4%

Current Year

Prior Year



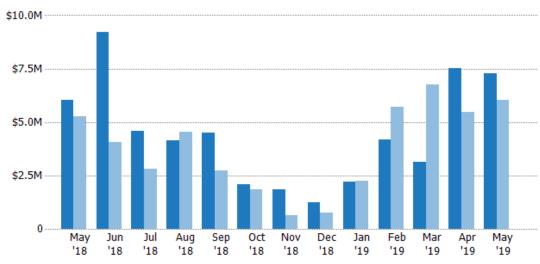
New Pending Sales Volume

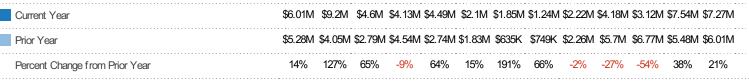
Percent Change from Prior Year

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

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

Month/ Year	Volume	% Chg.
May '19	\$7.27M	21%
May '18	\$6.01M	13.8%
May '17	\$5.28M	51.4%







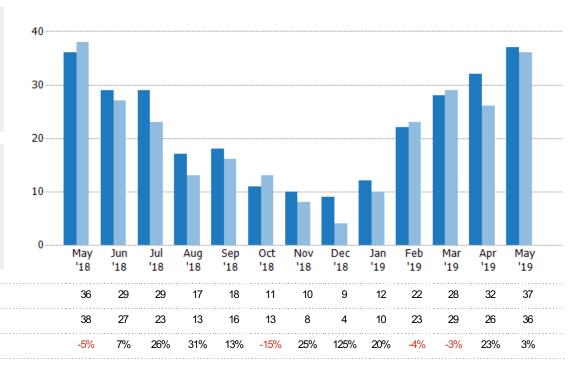


Pending Sales

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



Month/ Year	Count	% Chg.
May '19	37	2.8%
May '18	36	-5.3%
May '17	38	2.6%



Pending Sales Volume

Percent Change from Prior Year

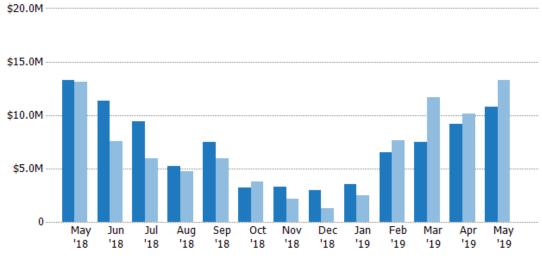
Current Year

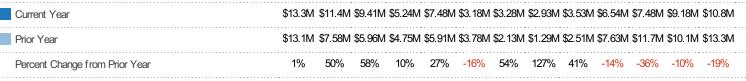
Prior Year

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

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

Month/ Year	Volume	% Chg.
May '19	\$10.8M	-18.6%
May '18	\$13.3M	1%
May '17	\$13.1M	-4.1%







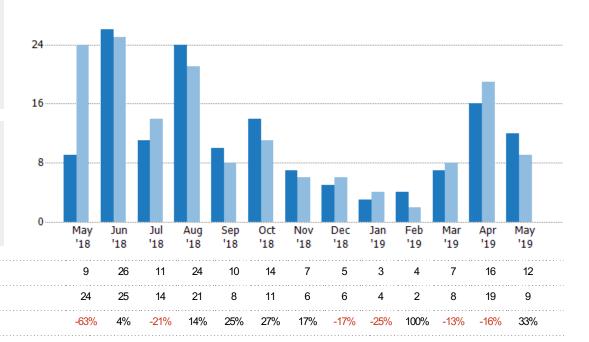


Closed Sales

The total number of residential properties sold each month.

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

Month/ Year	Count	% Chg.
May '19	12	33.3%
May '18	9	-62.5%
May '17	24	-4.2%



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

Current Year

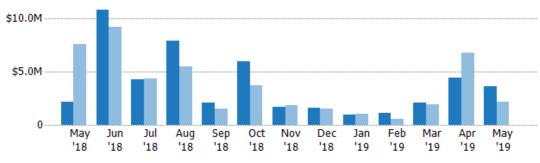
Prior Year

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

Property Type:

Month/ Year	Volume	% Chg.
May '19	\$3.62M	70.5%
May '18	\$2.12M	-71.8%
May '17	\$7.53M	-21.3%





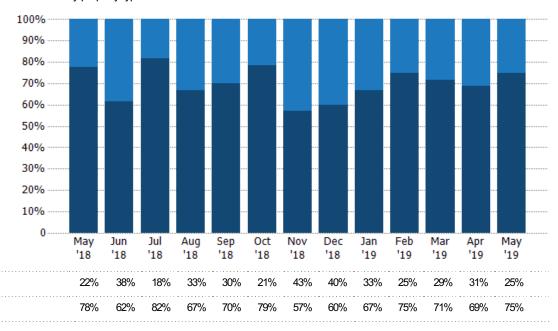




Closed Sales by Property Type

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

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.

0

May

'18

Jun

'18

Jul

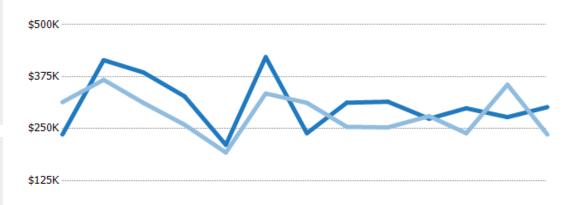
'18

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

Month/ Year	Price	% Chg.
May '19	\$302K	27.9%
May '18	\$236K	-24.8%
May '17	\$314K	-17.9%



0ct

'18

Sep

'18

Nov

'18

Dec

'18

Jan

'19

Feb

'19

Mar

'19

Apr

'19

May

'19

	Current Year	\$236K	\$415K	\$385K	\$327K	\$211K	\$422K	\$239K	\$312K	\$315K	\$274K	\$299K	\$278K	\$302K
F	Prior Year	\$314K	\$367K	\$312K	\$259K	\$193K	\$335K	\$312K	\$254K	\$253K	\$280K	\$239K	\$356K	\$236K
F	Percent Change from Prior Year	-25%	13%	23%	26%	10%	26%	-23%	23%	24%	-2%	25%	-22%	28%

Aug

'18



Median Sales Price

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

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

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
May '19	\$254K	23.5%
May '18	\$206K	-9.5%
May '17	\$227K	3.5%

Percent Change from Prior Year

Current Year

Prior Year



Average Sales Price vs Average Listing Price

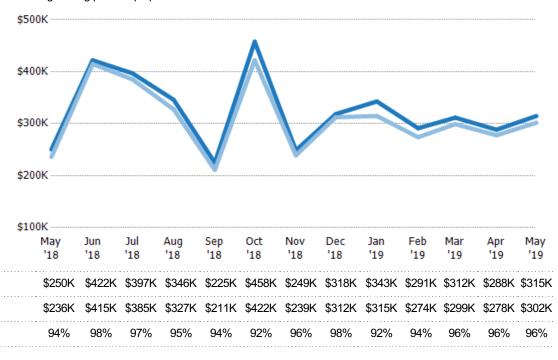
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: White River Junction, VT
05001, 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 List Price



Avg List Price

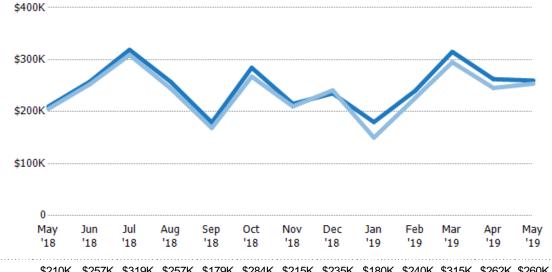
Avg Sales Price



Median Sales Price vs Median Listing Price

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

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

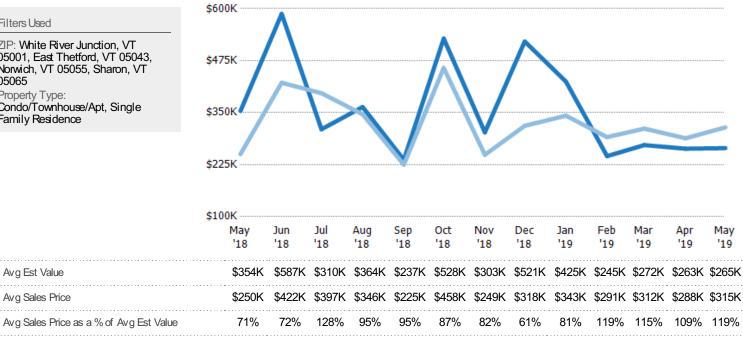


	'18	'18	'18	'18	'18	'18	'18	'18	'19	'19	'19	'19	'19
Median List Price	\$210K	\$257K	\$319K	\$257K	\$179K	\$284K	\$215K	\$235K	\$180K	\$240K	\$315K	\$262K	\$260K
Median Sales Price	\$206K	\$252K	\$309K	\$245K	\$169K	\$267K	\$210K	\$241K	\$150K	\$226K	\$295K	\$246K	\$254K
Med Sales Price as a % of Med List Price	98%	98%	97%	95%	94%	94%	98%	103%	83%	94%	94%	94%	98%

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 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.

Filters Used

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

Property Type: Condo/Townhouse/Apt, Single

