

## 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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	21	23	-8.7%	121	120	+0.8%
New Listing Volume	\$11,159,900	\$5,908,099	+88.9%	\$52,628,400	\$48,365,549	+8.8%
Active Listing Count	66	59	+11.9%	N/A	N/A	
Active Listing Volume	\$38,392,100	\$28,809,400	+33.3%	N/A	N/A	
Average Listing Price	\$581,698	\$488,295	+19.1%	\$594,427	\$505,905	+17.5%
Median Listing Price	\$349,500	\$320,000	+9.2%	\$347,430	\$343,219	+1.2%
Median Days in RPR	67.5	71	-4.9%	76.67	74.51	+2.9%
Months of Inventory	6.6	6.6	+0.7%	4.8	3.9	+22%
Absorption Rate	15.15%	15.25%	-0.1%	20.8%	25.37%	-4.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	17	20	-15%	89	98	-9.2%
New Pending Sales Volume	\$4,571,400	\$9,199,798	-50.3%	\$27,307,700	\$35,426,848	-22.9%
Pending Sales Count	33	29	+13.8%	N/A	N/A	
Pending Sales Volume	\$8,771,500	\$11,362,998	-22.8%	N/A	N/A	
Closed Sales Count	11	26	-57.7%	50	68	-26.5%
Closed Sales Volume	\$3,921,500	\$10,781,000	-63.6%	\$14,977,700	\$23,146,950	-35.3%
Average Sales Price	\$356,500	\$414,654	-14%	\$299,554	\$340,396	-12%
Median Sales Price	\$295,000	\$252,450	+16.9%	\$250,740	\$270,987	-7.5%

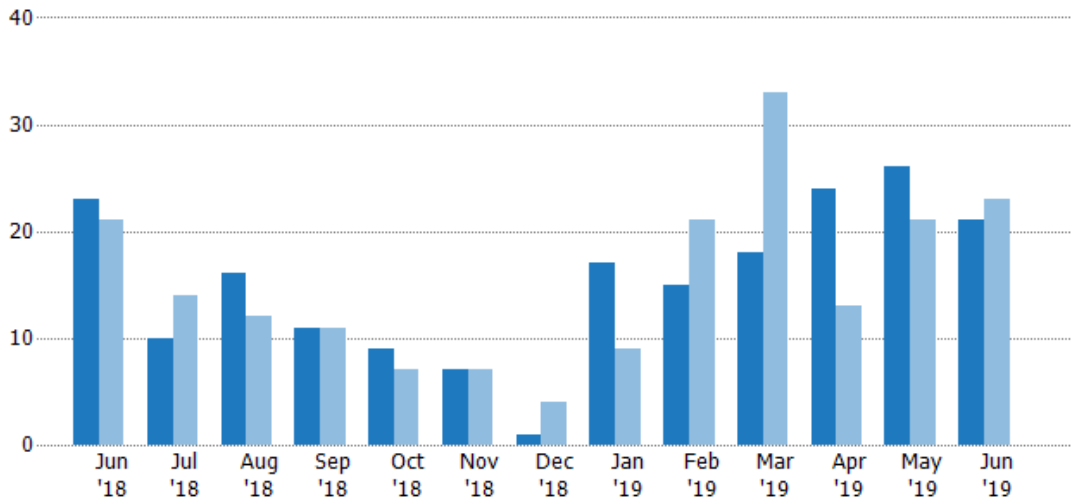
## New Listings

The number of new residential listings that were added 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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	21	23	-8.7%
Jun '18	23	21	9.5%
Jun '17	21	21	-19%

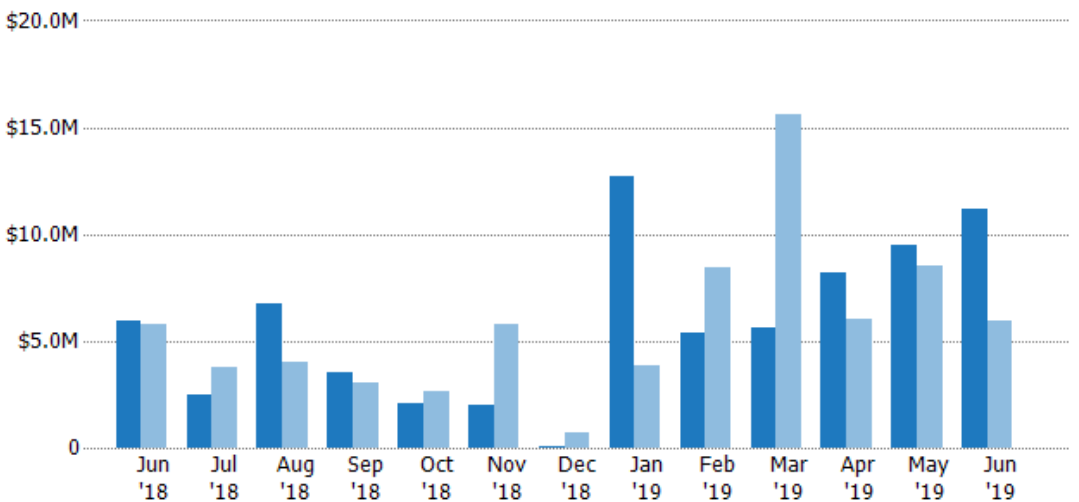
## New Listing Volume

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

### Filters Used

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

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$11.2M	\$5.91M	88.9%
Jun '18	\$5.91M	\$5.78M	2.2%
Jun '17	\$5.78M	\$5.78M	-20.6%

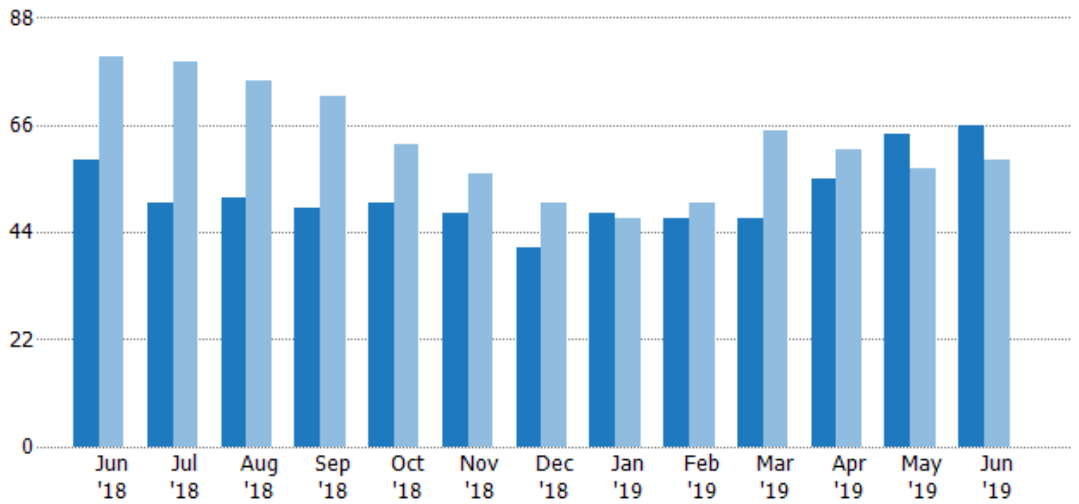
## Active Listings

The number 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 Family Residence



Month/Year	Count	% Chg.
Jun '19	66	11.9%
Jun '18	59	-26.3%
Jun '17	80	1.3%

Current Year	59	50	51	49	50	48	41	48	47	47	55	64	66
Prior Year	80	79	75	72	62	56	50	47	50	65	61	57	59
Percent Change from Prior Year	-26%	-37%	-32%	-32%	-19%	-14%	-18%	2%	-6%	-28%	-10%	12%	12%

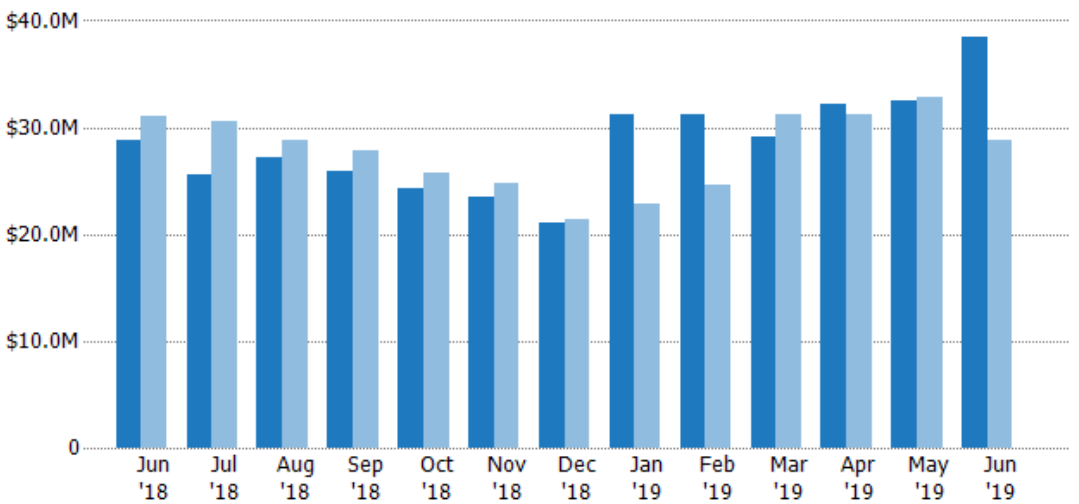
## Active Listing Volume

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

### Filters Used

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

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



Month/Year	Volume	% Chg.
Jun '19	\$38.4M	33.3%
Jun '18	\$28.8M	-7.1%
Jun '17	\$31M	-4.2%

Current Year	\$28.8M	\$25.6M	\$27.1M	\$25.9M	\$24.3M	\$23.5M	\$21M	\$31.2M	\$31.2M	\$29.1M	\$32.1M	\$32.4M	\$38.4M
Prior Year	\$31M	\$30.6M	\$28.7M	\$27.8M	\$25.7M	\$24.8M	\$21.3M	\$22.8M	\$24.7M	\$31.2M	\$31.3M	\$32.7M	\$28.8M
Percent Change from Prior Year	-7%	-16%	-6%	-7%	-5%	-5%	-1%	37%	26%	-7%	3%	-1%	33%

## Average Listing Price

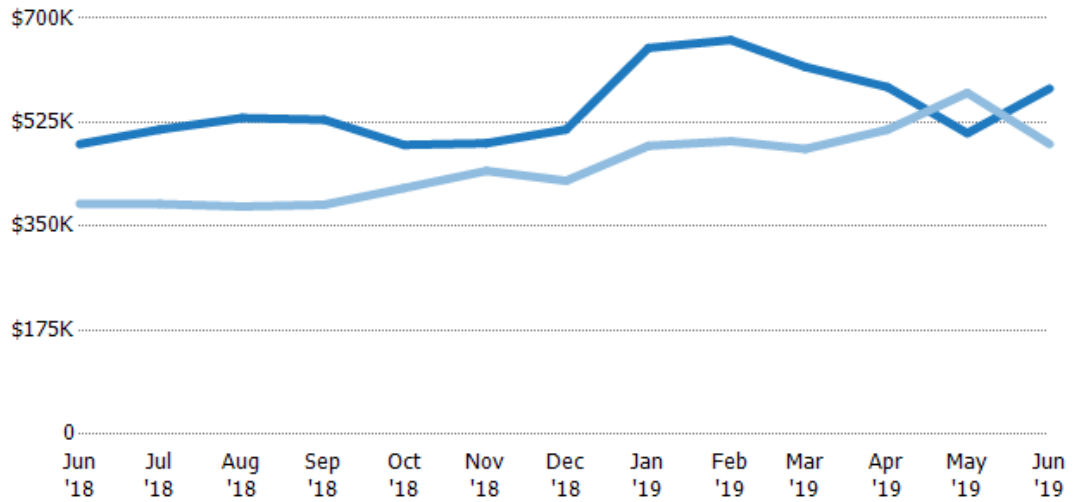
The average listing price of active residential listings at the end of each month.

### Filters Used

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

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

Month/Year	Price	% Chg.
Jun '19	\$582K	19.1%
Jun '18	\$488K	25.9%
Jun '17	\$388K	-5.3%



Current Year	\$488K	\$513K	\$532K	\$529K	\$487K	\$490K	\$513K	\$650K	\$663K	\$618K	\$584K	\$507K	\$582K
Prior Year	\$388K	\$387K	\$383K	\$386K	\$414K	\$443K	\$427K	\$485K	\$493K	\$480K	\$513K	\$574K	\$488K
Percent Change from Prior Year	26%	32%	39%	37%	18%	10%	20%	34%	35%	29%	14%	-12%	19%

## Median Listing Price

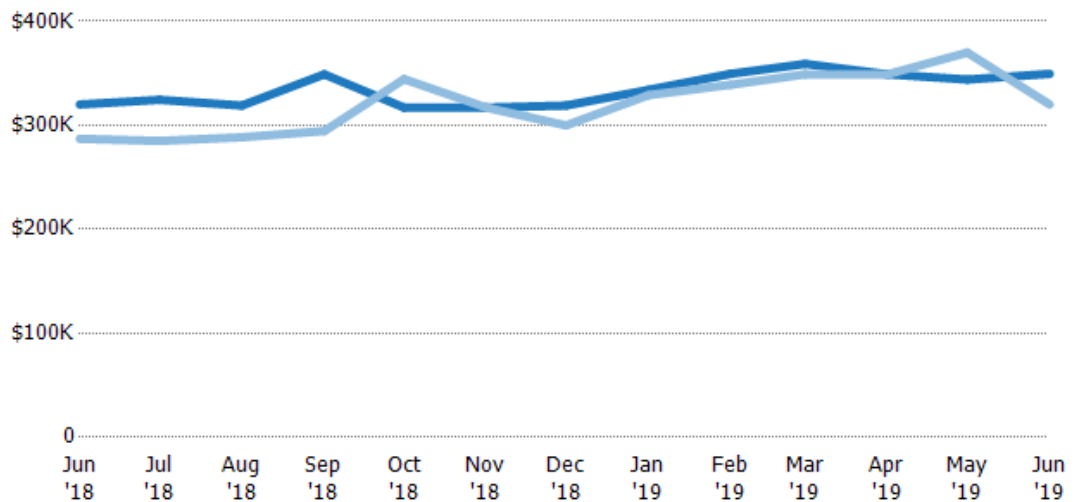
The median listing price of active residential listings at the end of each month.

### Filters Used

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

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

Month/Year	Price	% Chg.
Jun '19	\$350K	9.2%
Jun '18	\$320K	11.5%
Jun '17	\$287K	-2.4%



Current Year	\$320K	\$325K	\$319K	\$349K	\$317K	\$317K	\$319K	\$334K	\$350K	\$359K	\$349K	\$344K	\$350K
Prior Year	\$287K	\$285K	\$289K	\$294K	\$344K	\$317K	\$300K	\$329K	\$339K	\$349K	\$349K	\$370K	\$320K
Percent Change from Prior Year	11%	14%	11%	19%	-8%	0%	6%	2%	3%	3%	0%	-7%	9%

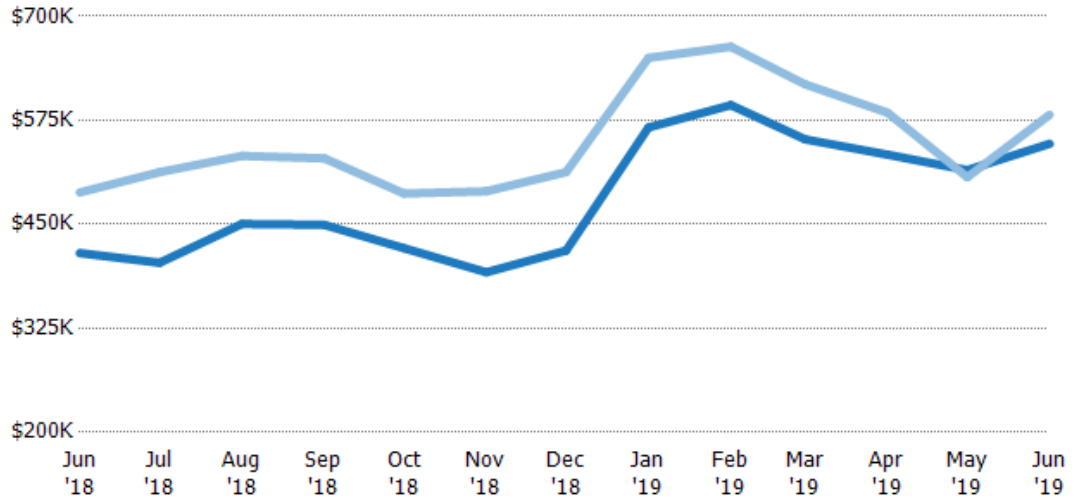
## Average Listing Price vs Average Est Value

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$415K	\$404K	\$450K	\$449K	\$421K	\$392K	\$418K	\$566K	\$593K	\$552K	\$534K	\$515K	\$547K
Avg Listing Price	\$488K	\$513K	\$532K	\$529K	\$487K	\$490K	\$513K	\$650K	\$663K	\$618K	\$584K	\$507K	\$582K
Avg Listing Price as a % of Avg Est Value	118%	127%	118%	118%	116%	125%	123%	115%	112%	112%	109%	98%	106%

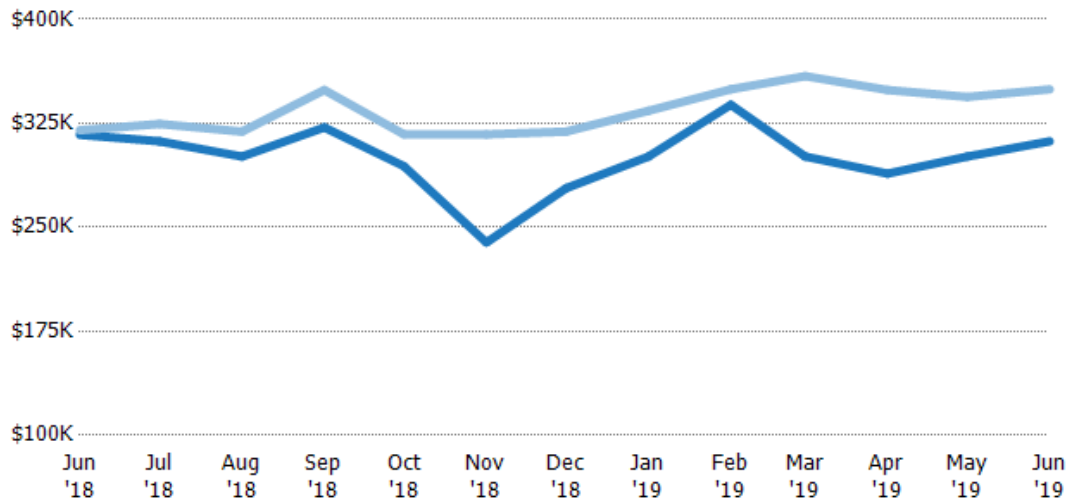
## Median Listing Price vs Median Est Value

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$317K	\$312K	\$301K	\$322K	\$294K	\$239K	\$278K	\$301K	\$338K	\$301K	\$289K	\$301K	\$312K
Median Listing Price	\$320K	\$325K	\$319K	\$349K	\$317K	\$317K	\$319K	\$334K	\$350K	\$359K	\$349K	\$344K	\$350K
Med Listing Price as a % of Med Est Value	101%	104%	106%	108%	108%	133%	115%	111%	103%	119%	121%	114%	112%

## Median Days in RPR

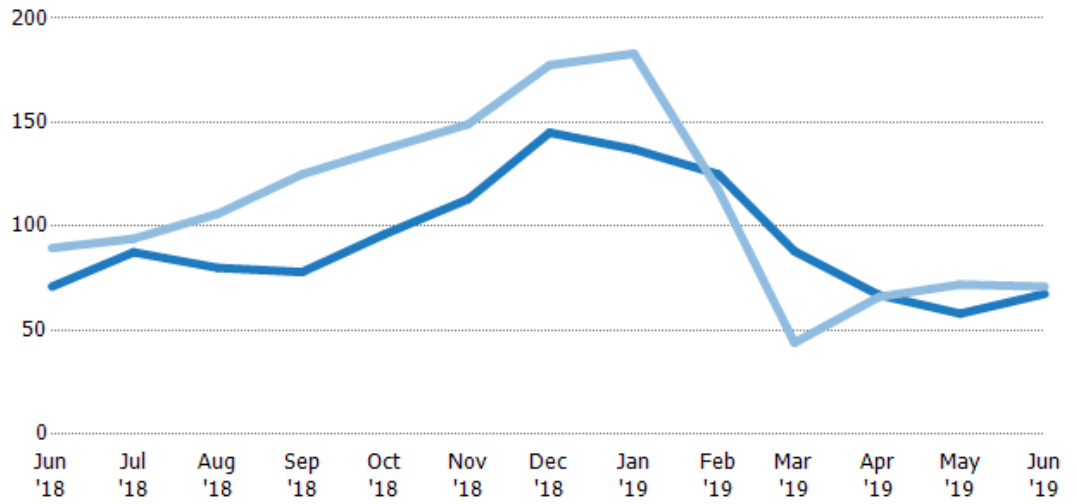
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

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

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

Month/Year	Days	% Chg.
Jun '19	67.5	-4.9%
Jun '18	71	-20.7%
Jun '17	89.5	2.8%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	71	87.5	80	78	96	113	145	137	125	88	67	58	67.5
Prior Year	89.5	94	106	125	137	149	178	183	118	44	66	72	71
Percent Change from Prior Year	-21%	-7%	-25%	-38%	-30%	-24%	-18%	-25%	6%	100%	2%	-19%	-5%

## Months of Inventory

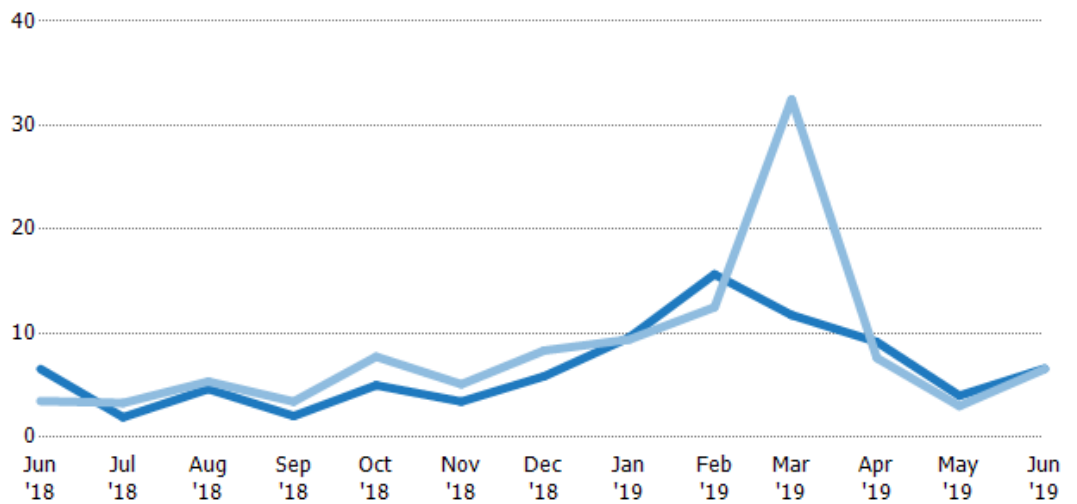
The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

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

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

Month/Year	Months	% Chg.
Jun '19	6.6	0.7%
Jun '18	6.56	88.5%
Jun '17	3.48	5.9%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	6.56	1.92	4.64	2.04	5	3.43	5.86	9.6	15.7	11.8	9.17	4	6.6
Prior Year	3.48	3.29	5.36	3.43	7.75	5.09	8.33	9.4	12.5	32.5	7.63	3	6.56
Percent Change from Prior Year	88%	-42%	-13%	-40%	-35%	-33%	-30%	2%	25%	-64%	20%	33%	1%

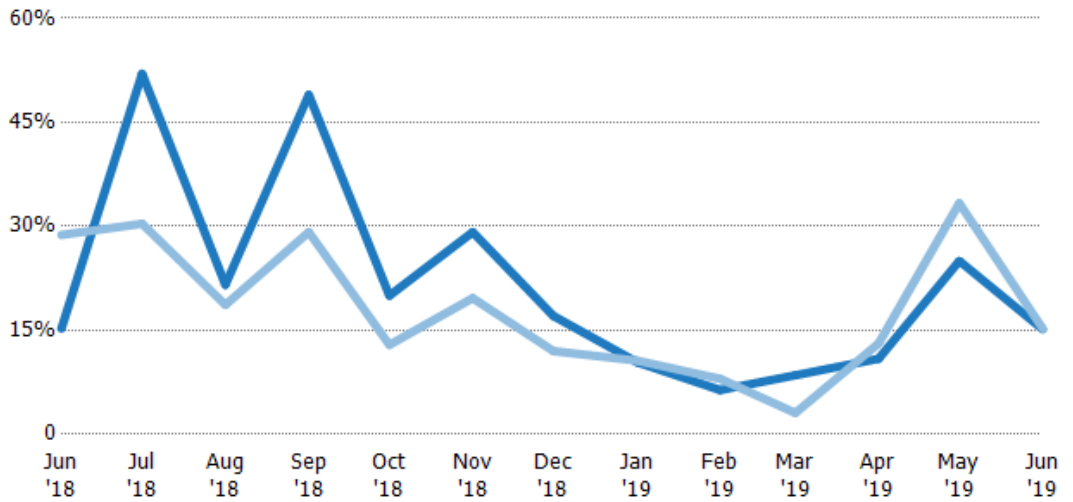
## Absorption Rate

The percentage of inventory sold per 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



Month/Year	Rate	Chg.
Jun '19	15%	0.1%
Jun '18	15%	13.5%
Jun '17	29%	-5.5%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	15%	52%	22%	49%	20%	29%	17%	10%	6%	9%	11%	25%	15%
Prior Year	29%	30%	19%	29%	13%	20%	12%	11%	8%	3%	13%	33%	15%
Change from Prior Year	14%	-22%	-3%	-20%	-7%	-10%	-5%	0%	2%	-5%	2%	8%	0%

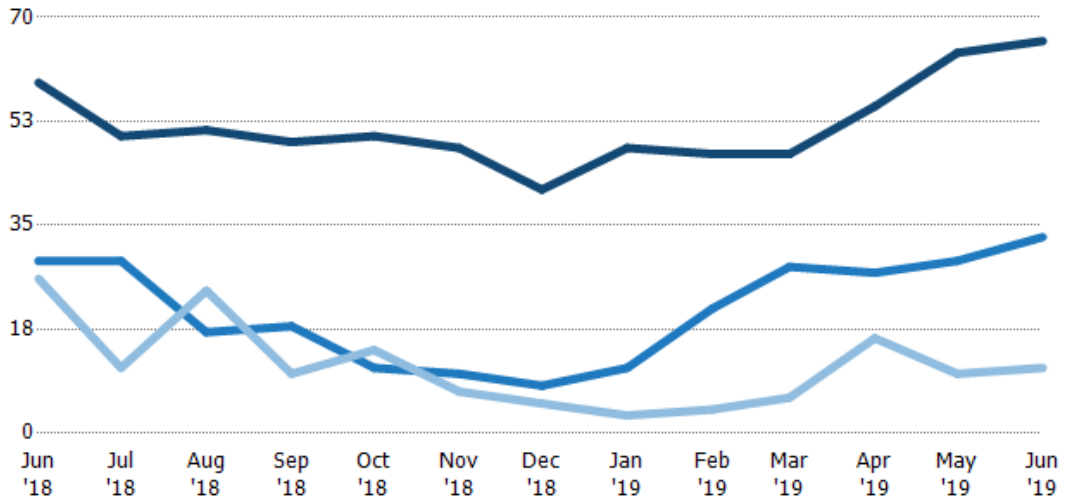
## Active/Pending/Sold Units

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	59	50	51	49	50	48	41	48	47	47	55	64	66
Pending	29	29	17	18	11	10	8	11	21	28	27	29	33
Sold	26	11	24	10	14	7	5	3	4	6	16	10	11

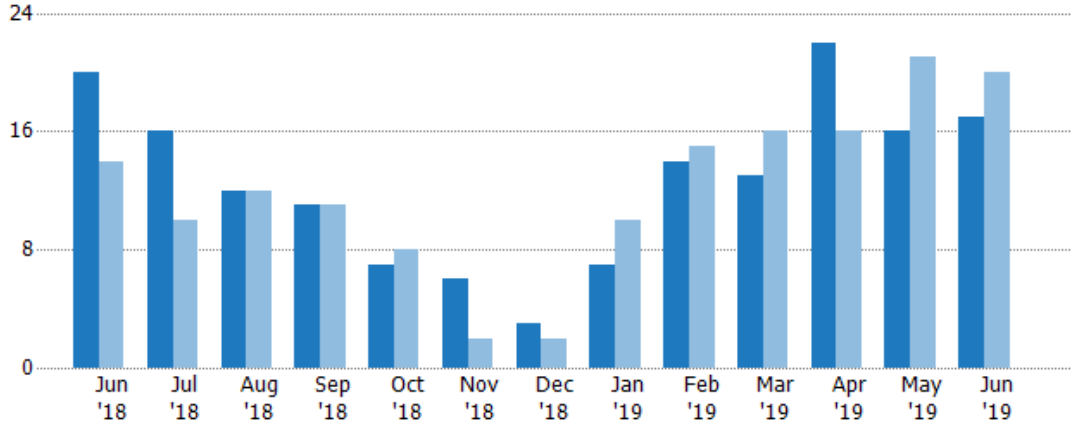
## New Pending Sales

The number of residential properties with accepted offers that were added 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



Month/Year	Count	% Chg.
Jun '19	17	-15%
Jun '18	20	42.9%
Jun '17	14	28.6%

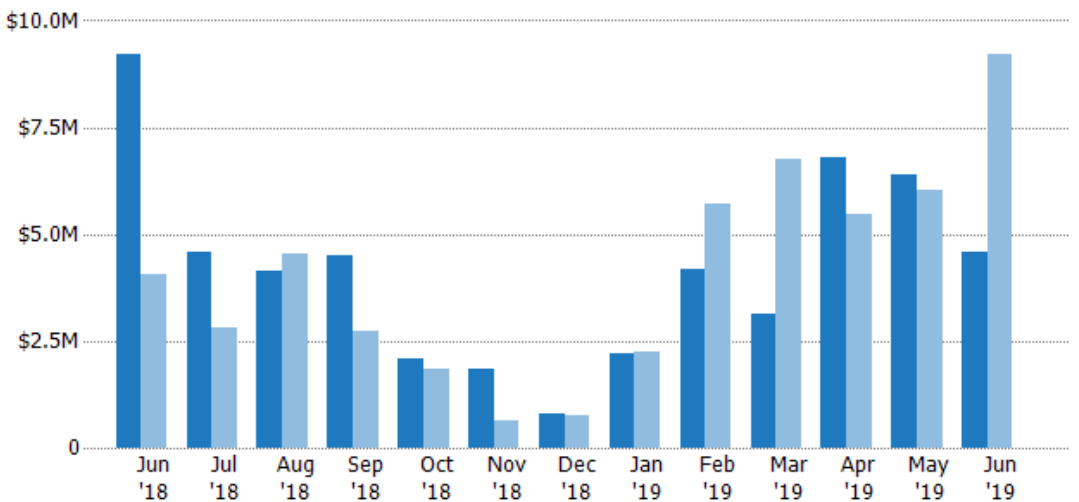
## New Pending Sales Volume

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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



Month/Year	Volume	% Chg.
Jun '19	\$4.57M	-50.3%
Jun '18	\$9.2M	127.2%
Jun '17	\$4.05M	12.5%



## Pending Sales

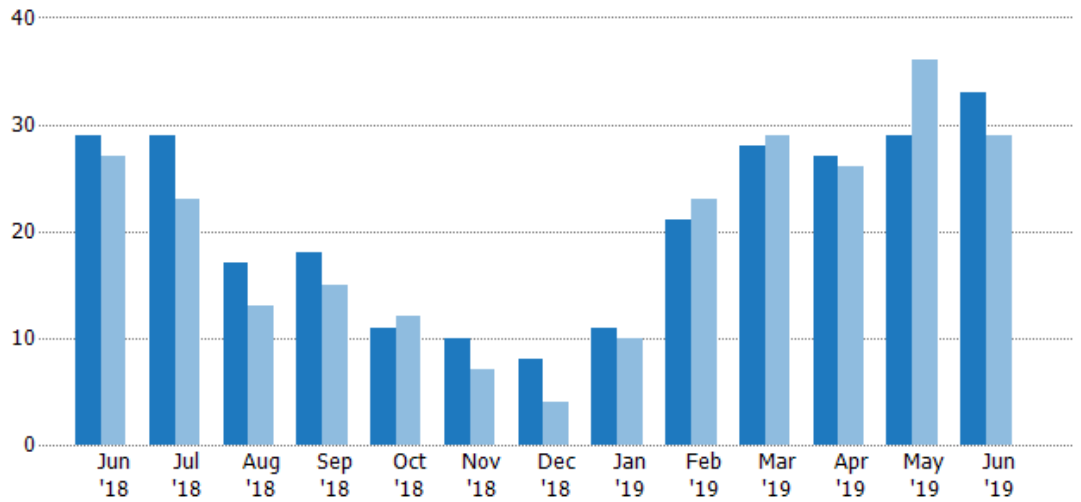
The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

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

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

Month/Year	Count	% Chg.
Jun '19	33	13.8%
Jun '18	29	7.4%
Jun '17	27	29.6%



Current Year	29	29	17	18	11	10	8	11	21	28	27	29	33
Prior Year	27	23	13	15	12	7	4	10	23	29	26	36	29
Percent Change from Prior Year	7%	26%	31%	20%	-8%	43%	100%	10%	-9%	-3%	4%	-19%	14%

## Pending Sales Volume

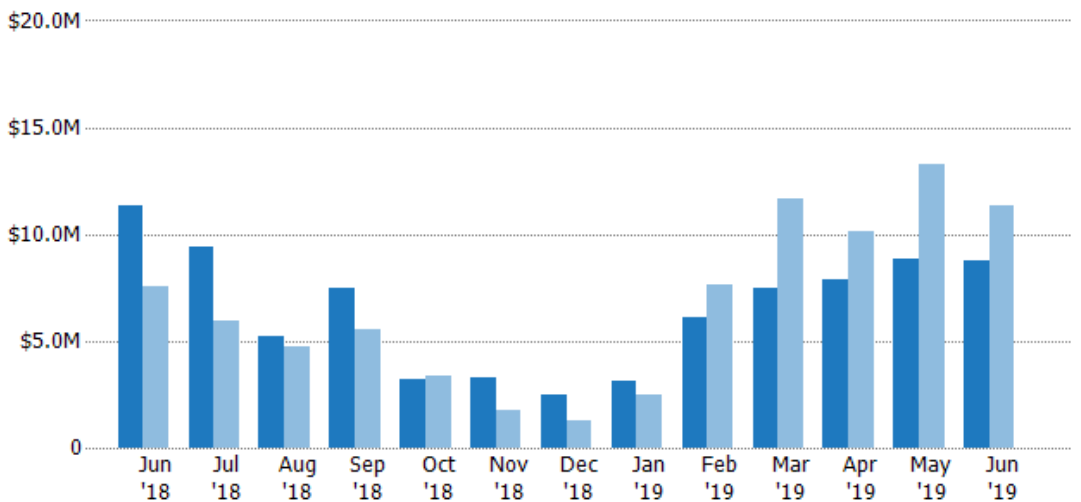
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

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

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

Month/Year	Volume	% Chg.
Jun '19	\$8.77M	-22.8%
Jun '18	\$11.4M	49.9%
Jun '17	\$7.58M	30.4%



Current Year	\$11.4M	\$9.41M	\$5.24M	\$7.48M	\$3.18M	\$3.28M	\$2.5M	\$3.1M	\$6.11M	\$7.48M	\$7.86M	\$8.83M	\$8.77M
Prior Year	\$7.58M	\$5.96M	\$4.75M	\$5.51M	\$3.38M	\$1.73M	\$1.29M	\$2.51M	\$7.63M	\$11.7M	\$10.1M	\$13.3M	\$11.4M
Percent Change from Prior Year	50%	58%	10%	36%	-6%	90%	93%	24%	-20%	-36%	-22%	-33%	-23%

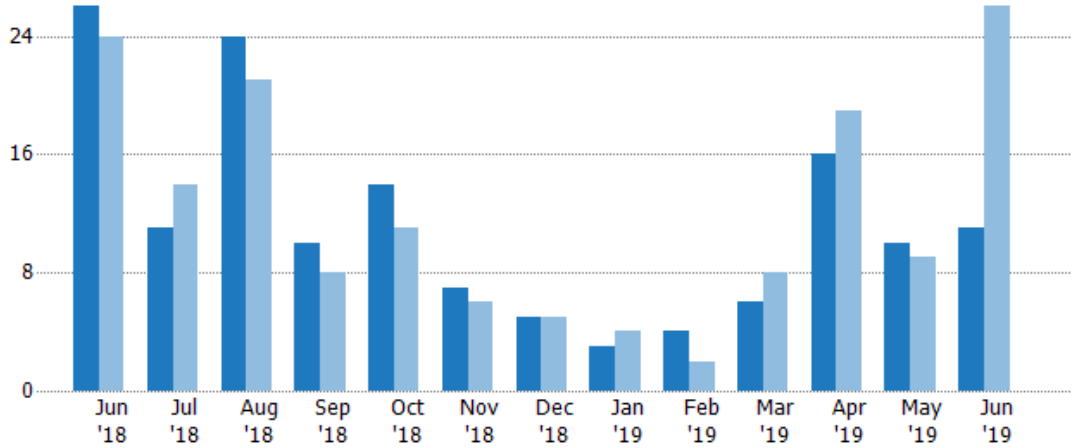
## Closed Sales

The total number of residential 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



Month/Year	Count	% Chg.
Jun '19	11	-57.7%
Jun '18	26	8.3%
Jun '17	24	-12.5%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	26	11	24	10	14	7	5	3	4	6	16	10	11
Prior Year	24	14	21	8	11	6	5	4	2	8	19	9	26
Percent Change from Prior Year	8%	-21%	14%	25%	27%	17%	0%	-25%	100%	-25%	-16%	11%	-58%

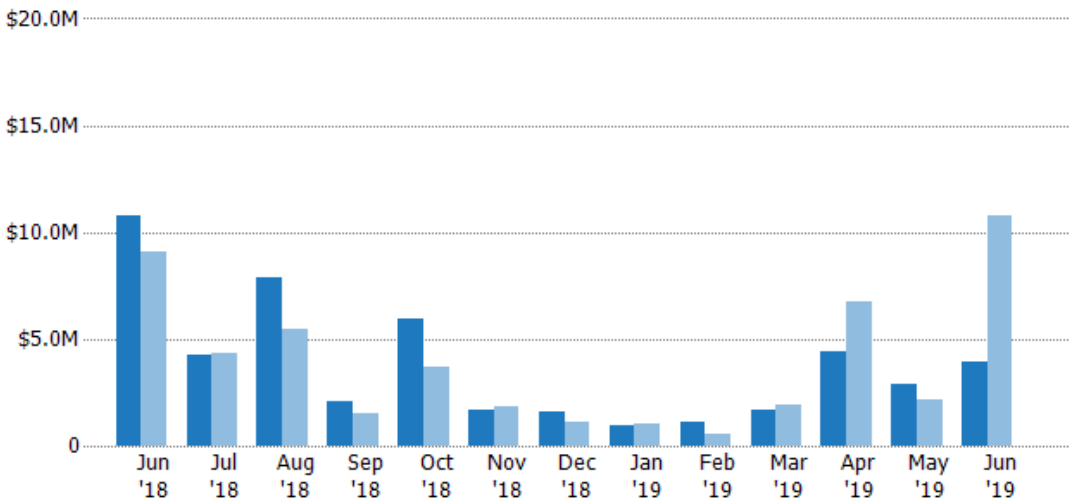
## Closed Sales Volume

The sum of the sales price of residential 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



Month/Year	Volume	% Chg.
Jun '19	\$3.92M	-63.6%
Jun '18	\$10.8M	18.9%
Jun '17	\$9.07M	-25.6%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$10.8M	\$4.24M	\$7.86M	\$2.11M	\$5.91M	\$1.67M	\$1.56M	\$944K	\$1.1M	\$1.68M	\$4.44M	\$2.89M	\$3.92M
Prior Year	\$9.07M	\$4.37M	\$5.45M	\$1.54M	\$3.68M	\$1.87M	\$1.14M	\$1.01M	\$560K	\$1.91M	\$6.76M	\$2.12M	\$10.8M
Percent Change from Prior Year	19%	-3%	44%	37%	61%	-11%	37%	-7%	96%	-12%	-34%	36%	-64%

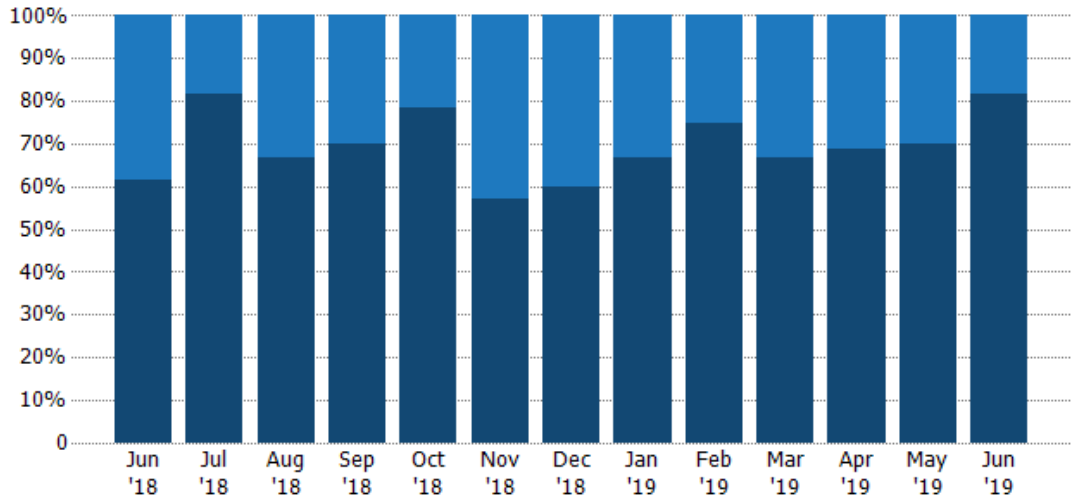
## Closed Sales by Property Type

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

### 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



Condo/Townhouse	38%	18%	33%	30%	21%	43%	40%	33%	25%	33%	31%	30%	18%
Single Family Residence	62%	82%	67%	70%	79%	57%	60%	67%	75%	67%	69%	70%	82%

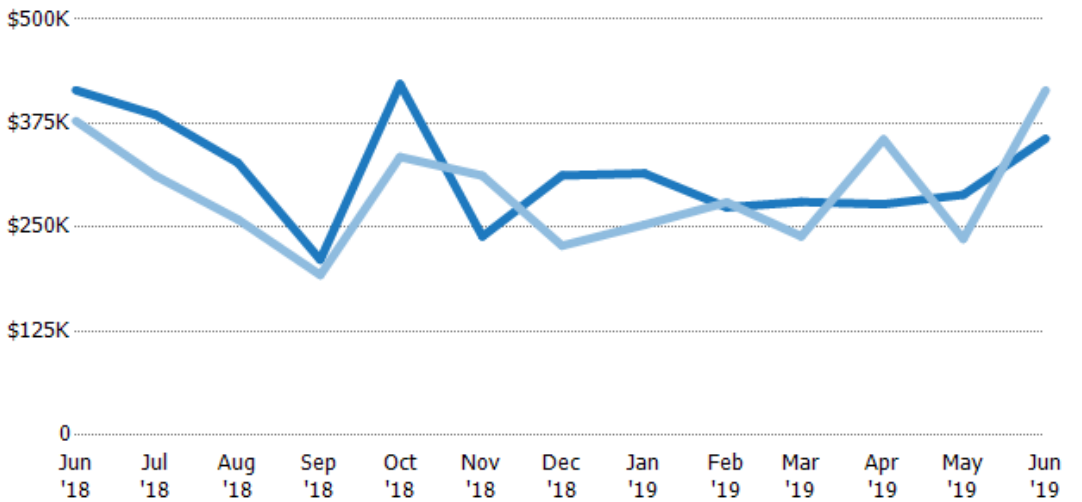
## Average Sales Price

The average sales price of the residential 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



Month/Year	Price	% Chg.
Jun '19	\$357K	-14%
Jun '18	\$415K	9.8%
Jun '17	\$378K	-14.9%

Current Year	\$415K	\$385K	\$327K	\$211K	\$422K	\$239K	\$312K	\$315K	\$274K	\$281K	\$278K	\$289K	\$357K
Prior Year	\$378K	\$312K	\$259K	\$193K	\$335K	\$312K	\$228K	\$253K	\$280K	\$239K	\$356K	\$236K	\$415K
Percent Change from Prior Year	10%	23%	26%	10%	26%	-23%	37%	24%	-2%	17%	-22%	22%	-14%

## Median Sales Price

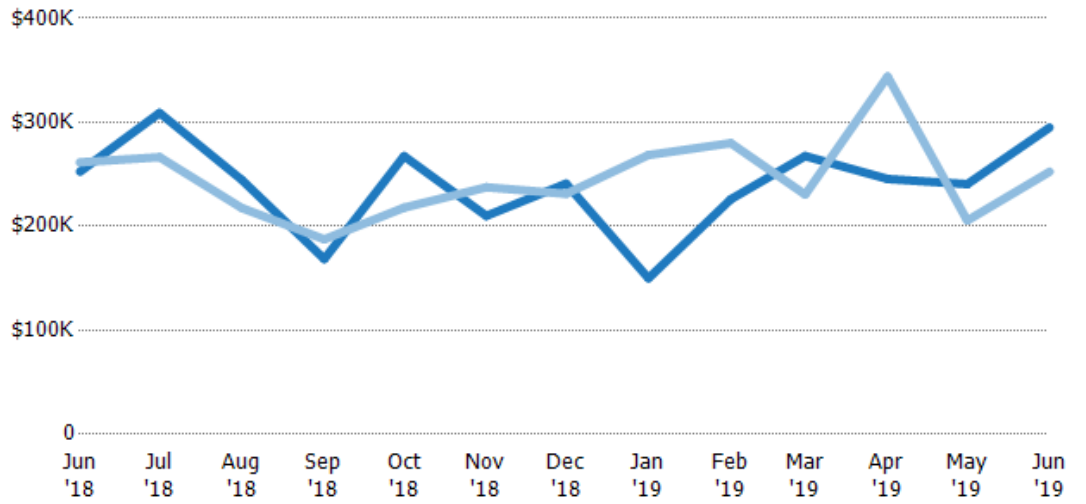
The median sales price of the residential properties sold each month.

### 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

Month/Year	Price	% Chg.
Jun '19	\$295K	16.9%
Jun '18	\$252K	-3.5%
Jun '17	\$262K	7.1%



Current Year	\$252K	\$309K	\$245K	\$169K	\$267K	\$210K	\$241K	\$150K	\$226K	\$268K	\$246K	\$241K	\$295K
Prior Year	\$262K	\$267K	\$218K	\$187K	\$218K	\$238K	\$231K	\$269K	\$280K	\$231K	\$344K	\$206K	\$252K
Percent Change from Prior Year	-3%	16%	12%	-10%	23%	-12%	4%	-44%	-19%	16%	-29%	17%	17%

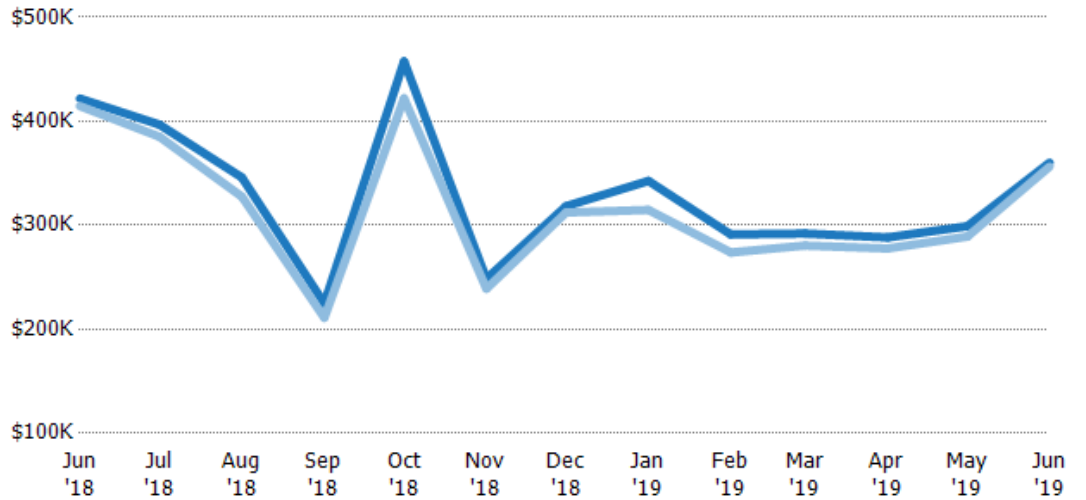
## Average Sales Price vs Average Listing Price

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



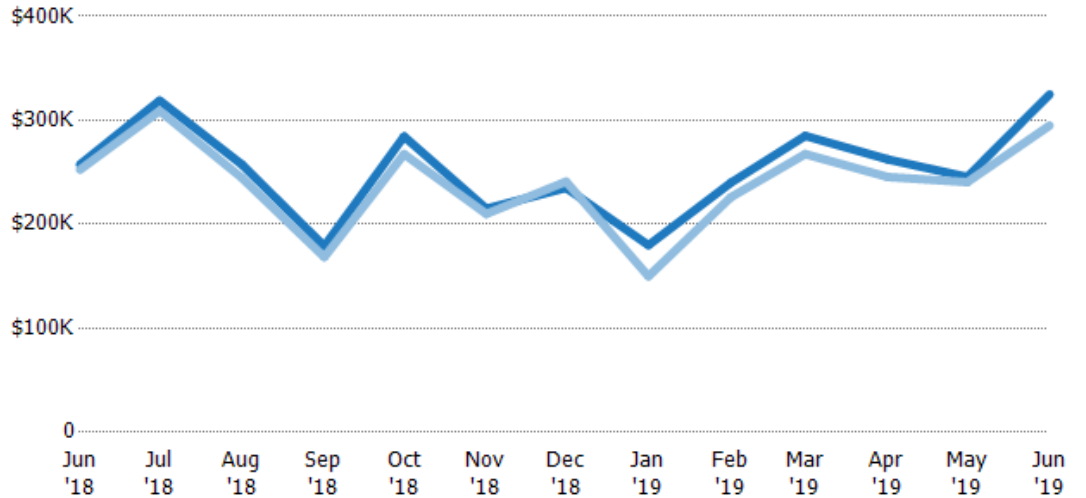
Avg List Price	\$422K	\$397K	\$346K	\$225K	\$458K	\$249K	\$318K	\$343K	\$291K	\$292K	\$288K	\$299K	\$360K
Avg Sales Price	\$415K	\$385K	\$327K	\$211K	\$422K	\$239K	\$312K	\$315K	\$274K	\$281K	\$278K	\$289K	\$357K
Avg Sales Price as a % of Avg List Price	98%	97%	95%	94%	92%	96%	98%	92%	94%	96%	96%	97%	99%

## 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



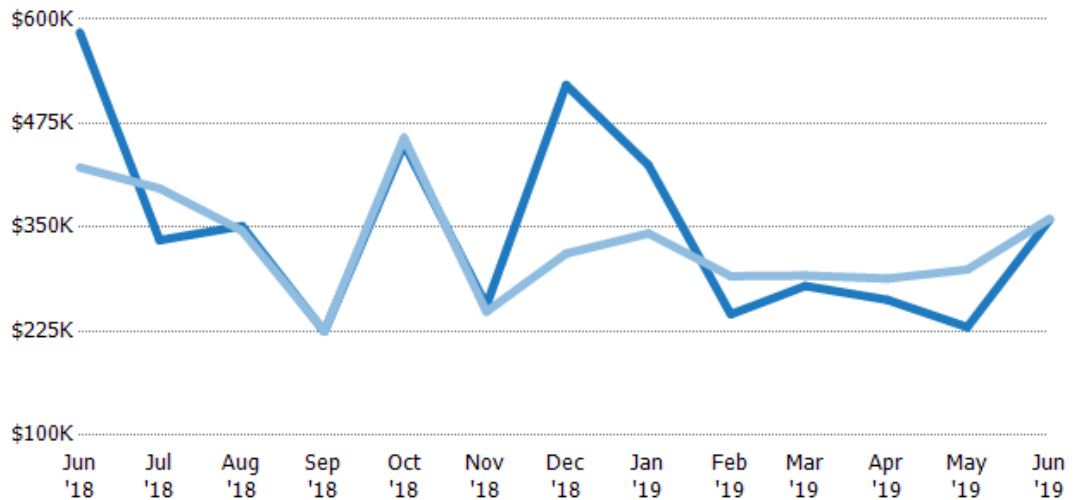
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$257K	\$319K	\$257K	\$179K	\$284K	\$215K	\$235K	\$180K	\$240K	\$285K	\$262K	\$246K	\$325K
Median Sales Price	\$252K	\$309K	\$245K	\$169K	\$267K	\$210K	\$241K	\$150K	\$226K	\$268K	\$246K	\$241K	\$295K
Med Sales Price as a % of Med List Price	98%	97%	95%	94%	94%	98%	103%	83%	94%	94%	94%	98%	91%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$584K	\$334K	\$351K	\$225K	\$450K	\$256K	\$521K	\$425K	\$245K	\$279K	\$263K	\$230K	\$359K
Avg Sales Price	\$422K	\$397K	\$346K	\$225K	\$458K	\$249K	\$318K	\$343K	\$291K	\$292K	\$288K	\$299K	\$360K
Avg Sales Price as a % of Avg Est Value	72%	119%	98%	100%	102%	97%	61%	81%	119%	105%	110%	130%	100%

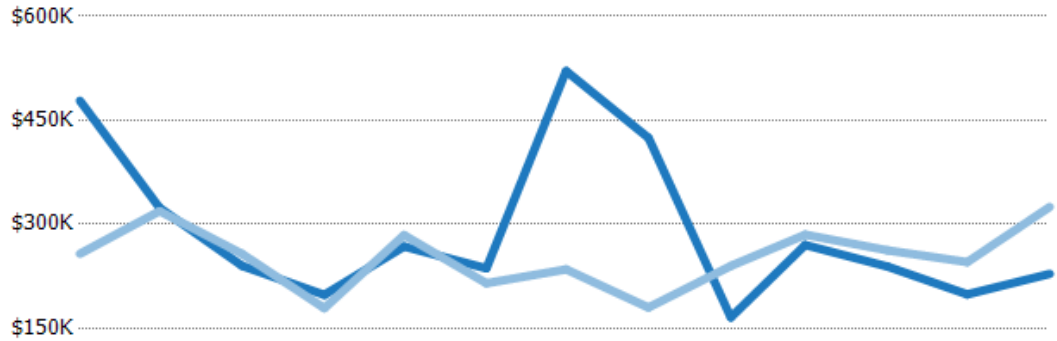
## Median Sales Price vs Median Est Value

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 Family Residence



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$478K	\$324K	\$240K	\$198K	\$268K	\$236K	\$521K	\$425K	\$166K	\$270K	\$239K	\$199K	\$228K
Median Sales Price	\$257K	\$319K	\$257K	\$179K	\$284K	\$215K	\$235K	\$180K	\$240K	\$285K	\$262K	\$246K	\$325K
Med Sales Price as a % of Med Est Value	54%	99%	107%	90%	106%	91%	45%	42%	145%	105%	110%	123%	142%