

## Summary of Key Listing and Sales Metrics

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

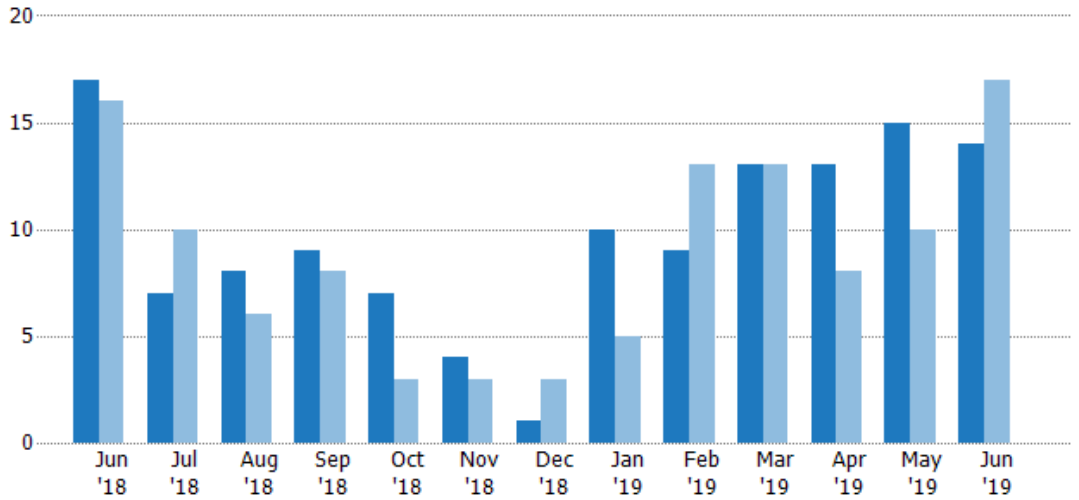
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	14	17	-17.6%	74	66	+12.1%
New Listing Volume	\$3,507,000	\$3,839,199	-8.7%	\$19,190,500	\$16,344,399	+17.4%
Active Listing Count	33	28	+17.9%	N/A	N/A	
Active Listing Volume	\$11,149,200	\$8,186,400	+36.2%	N/A	N/A	
Average Listing Price	\$337,855	\$292,371	+15.6%	\$300,809	\$284,447	+5.8%
Median Listing Price	\$289,000	\$284,450	+1.6%	\$266,867	\$246,853	+8.1%
Median Days in RPR	58	48	+20.8%	63.57	64.21	-1%
Months of Inventory	4.7	3.5	+34.7%	3.8	3.1	+23%
Absorption Rate	21.21%	28.57%	-7.4%	26.06%	32.05%	-6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	12	11	+9.1%	62	61	+1.6%
New Pending Sales Volume	\$2,753,400	\$2,572,799	+7%	\$14,064,800	\$13,277,799	+5.9%
Pending Sales Count	25	17	+47.1%	N/A	N/A	
Pending Sales Volume	\$5,412,500	\$4,019,999	+34.6%	N/A	N/A	
Closed Sales Count	7	15	-53.3%	36	43	-16.3%
Closed Sales Volume	\$1,805,500	\$2,846,000	-36.6%	\$8,269,700	\$8,617,550	-4%
Average Sales Price	\$257,929	\$189,733	+35.9%	\$229,714	\$200,408	+14.6%
Median Sales Price	\$230,000	\$195,000	+17.9%	\$210,924	\$187,029	+12.8%

## 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.
Jun '19	14	-17.6%
Jun '18	17	6.3%
Jun '17	16	-37.5%

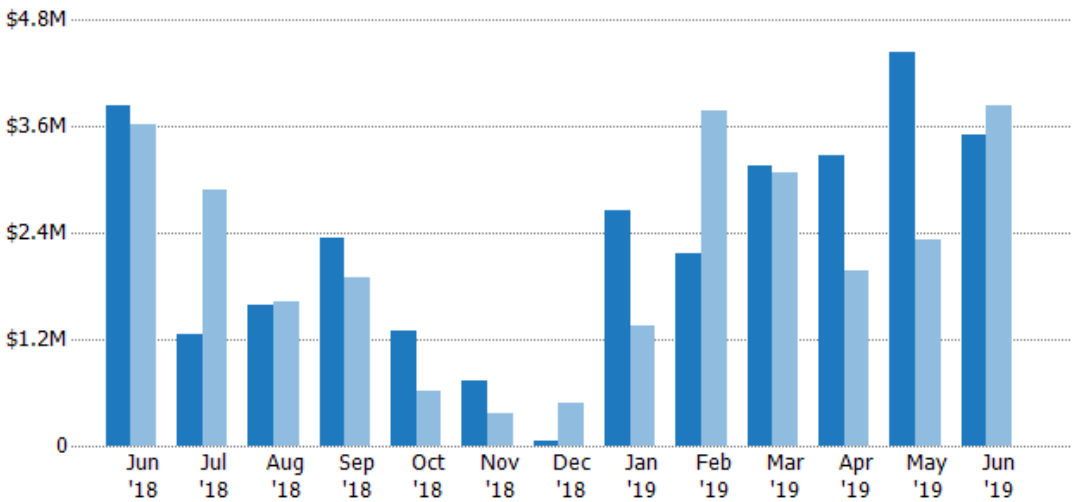
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	17	7	8	9	7	4	1	10	9	13	13	15	14
Prior Year	16	10	6	8	3	3	3	5	13	13	8	10	17
Percent Change from Prior Year	6%	-30%	33%	13%	133%	33%	-67%	100%	-31%	0%	63%	50%	-18%

## 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.
Jun '19	\$3.51M	-8.7%
Jun '18	\$3.84M	6%
Jun '17	\$3.62M	-42.8%

	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	\$3.84M	\$1.26M	\$1.58M	\$2.34M	\$1.3M	\$728K	\$56.5K	\$2.66M	\$2.17M	\$3.15M	\$3.27M	\$4.43M	\$3.51M
Prior Year	\$3.62M	\$2.88M	\$1.63M	\$1.9M	\$617K	\$359K	\$488K	\$1.36M	\$3.77M	\$3.09M	\$1.97M	\$2.32M	\$3.84M
Percent Change from Prior Year	6%	-56%	-3%	23%	111%	103%	-88%	95%	-43%	2%	66%	91%	-9%

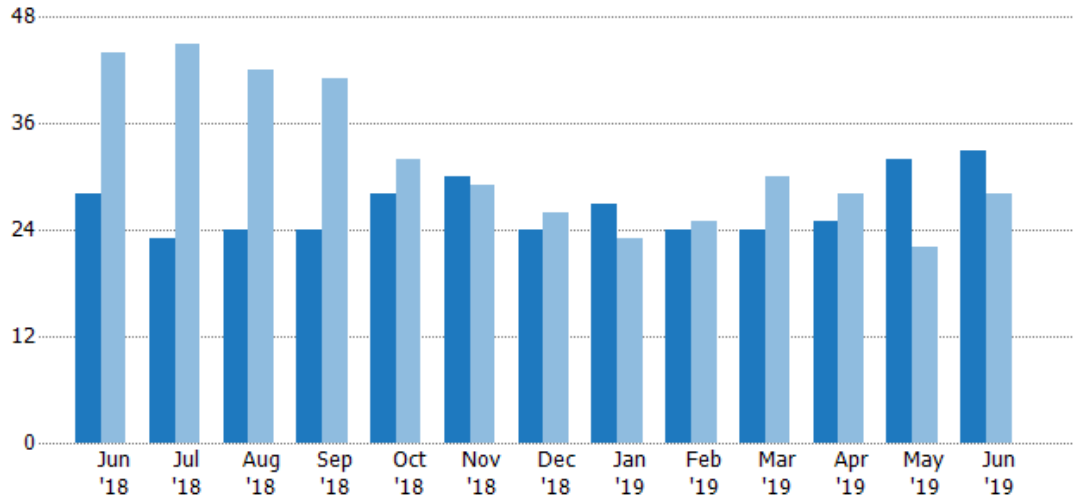
## Active Listings

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.
Jun '19	33	17.9%
Jun '18	28	-36.4%
Jun '17	44	-2.3%



	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	28	23	24	24	28	30	24	27	24	24	25	32	33
Prior Year	44	45	42	41	32	29	26	23	25	30	28	22	28
Percent Change from Prior Year	-36%	-49%	-43%	-41%	-13%	3%	-8%	17%	-4%	-20%	-11%	45%	18%

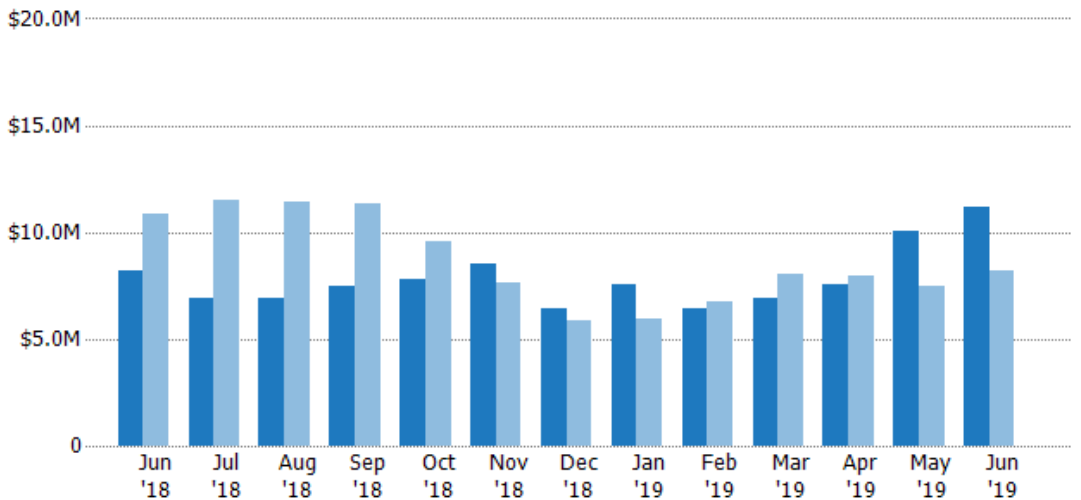
## Active Listing Volume

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.
Jun '19	\$11.1M	36.2%
Jun '18	\$8.19M	-24.6%
Jun '17	\$10.9M	-2.5%



	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	\$8.19M	\$6.91M	\$6.88M	\$7.48M	\$7.81M	\$8.56M	\$6.44M	\$7.55M	\$6.44M	\$6.89M	\$7.55M	\$10.1M	\$11.1M
Prior Year	\$10.9M	\$11.5M	\$11.4M	\$11.3M	\$9.6M	\$7.63M	\$5.83M	\$5.92M	\$6.76M	\$8.04M	\$8M	\$7.48M	\$8.19M
Percent Change from Prior Year	-25%	-40%	-40%	-34%	-19%	12%	11%	28%	-5%	-14%	-6%	35%	36%

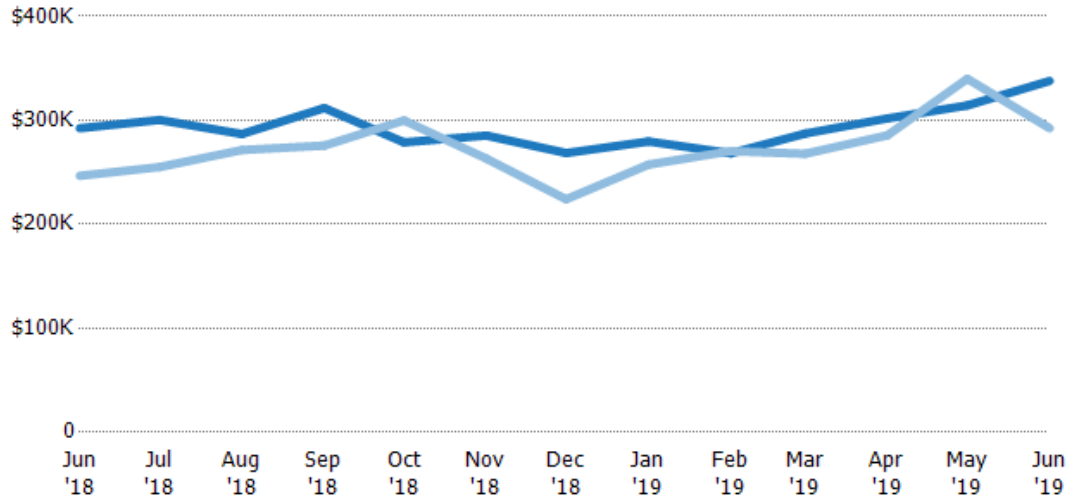
## Average Listing Price

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.
Jun '19	\$338K	15.6%
Jun '18	\$292K	18.5%
Jun '17	\$247K	-0.2%



Current Year	\$292K	\$300K	\$287K	\$312K	\$279K	\$285K	\$269K	\$280K	\$268K	\$287K	\$302K	\$314K	\$338K
Prior Year	\$247K	\$255K	\$271K	\$276K	\$300K	\$263K	\$224K	\$257K	\$270K	\$268K	\$286K	\$340K	\$292K
Percent Change from Prior Year	19%	18%	6%	13%	-7%	8%	20%	9%	-1%	7%	6%	-8%	16%

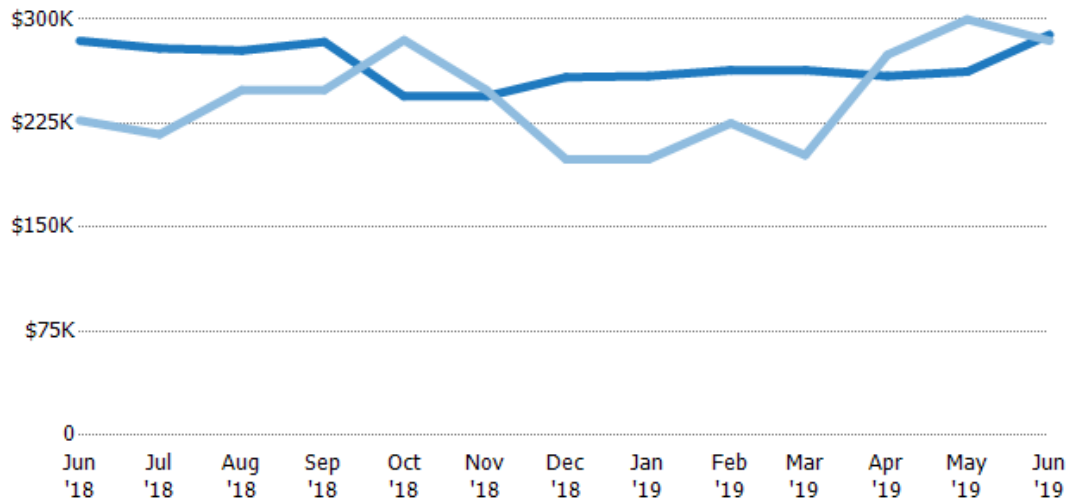
## Median Listing Price

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.
Jun '19	\$289K	1.6%
Jun '18	\$284K	25.3%
Jun '17	\$227K	-3.1%



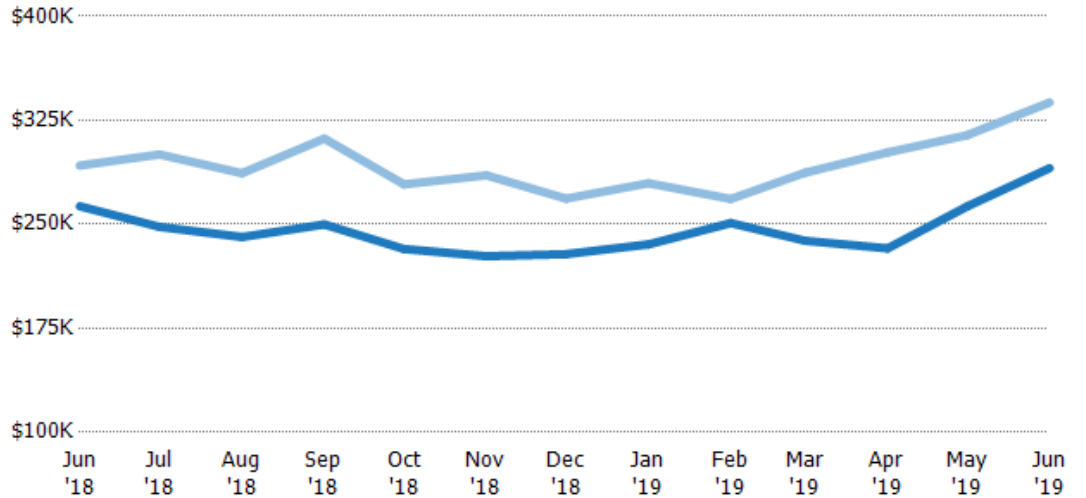
Current Year	\$284K	\$279K	\$277K	\$284K	\$244K	\$244K	\$258K	\$259K	\$263K	\$263K	\$259K	\$262K	\$289K
Prior Year	\$227K	\$217K	\$249K	\$249K	\$285K	\$249K	\$199K	\$199K	\$225K	\$202K	\$274K	\$300K	\$284K
Percent Change from Prior Year	25%	29%	11%	14%	-14%	-2%	30%	30%	17%	30%	-6%	-13%	2%

## 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



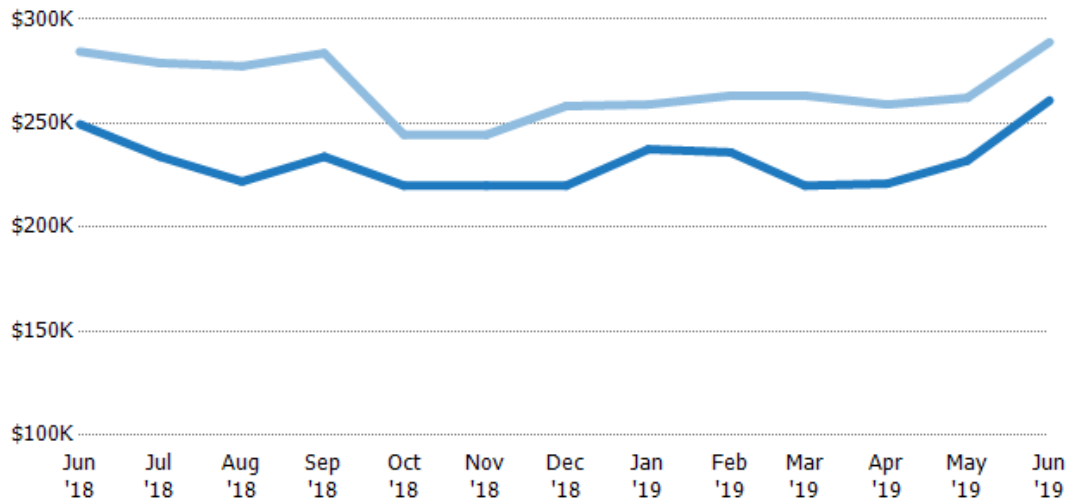
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$263K	\$248K	\$241K	\$250K	\$232K	\$227K	\$228K	\$236K	\$251K	\$238K	\$233K	\$263K	\$290K
Avg Listing Price	\$292K	\$300K	\$287K	\$312K	\$279K	\$285K	\$269K	\$280K	\$268K	\$287K	\$302K	\$314K	\$338K
Avg Listing Price as a % of Avg Est Value	111%	121%	119%	125%	120%	126%	118%	119%	107%	121%	130%	120%	116%

## 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



	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	\$250K	\$234K	\$222K	\$234K	\$220K	\$220K	\$220K	\$238K	\$236K	\$220K	\$221K	\$232K	\$261K
Median Listing Price	\$284K	\$279K	\$277K	\$284K	\$244K	\$244K	\$258K	\$259K	\$263K	\$263K	\$259K	\$262K	\$289K
Med Listing Price as a % of Med Est Value	114%	119%	125%	121%	111%	111%	117%	109%	112%	120%	117%	113%	111%

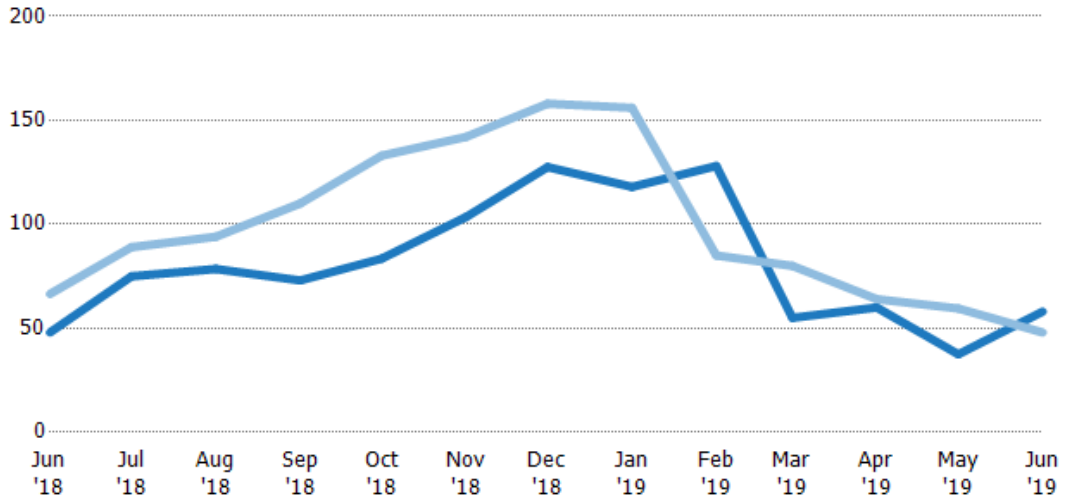
## Median Days in RPR

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.
Jun '19	58	20.8%
Jun '18	48	-27.8%
Jun '17	66.5	20.3%



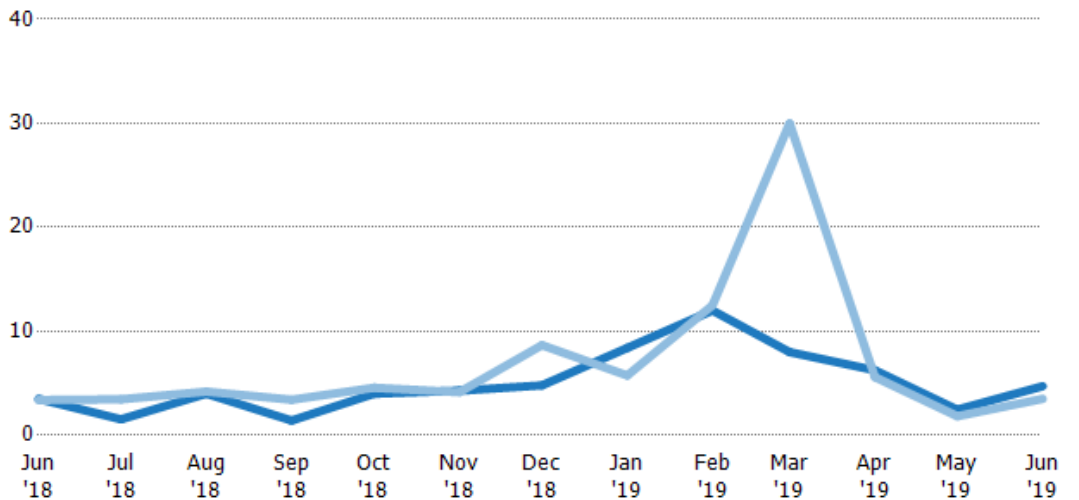
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	48	75	78.5	73	83.5	104	128	118	128	55	60	37.5	58
Prior Year	66.5	89	94	110	133	142	158	156	85	80	64	59.5	48
Percent Change from Prior Year	-28%	-16%	-16%	-34%	-37%	-27%	-19%	-24%	51%	-31%	-6%	-37%	21%

## 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



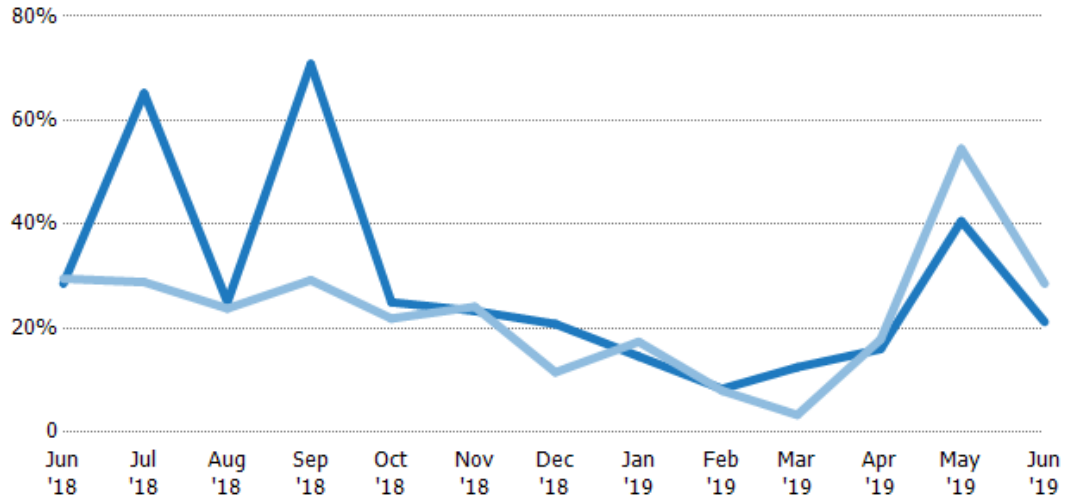
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	3.5	1.53	4	1.41	4	4.29	4.8	8.4	12	8	6.25	2.46	4.71
Prior Year	3.38	3.46	4.2	3.42	4.57	4.14	8.67	5.75	12.5	30	5.6	1.83	3.5
Percent Change from Prior Year	3%	-56%	-5%	-59%	-12%	3%	-45%	-100%	-4%	-73%	12%	34%	35%

## 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



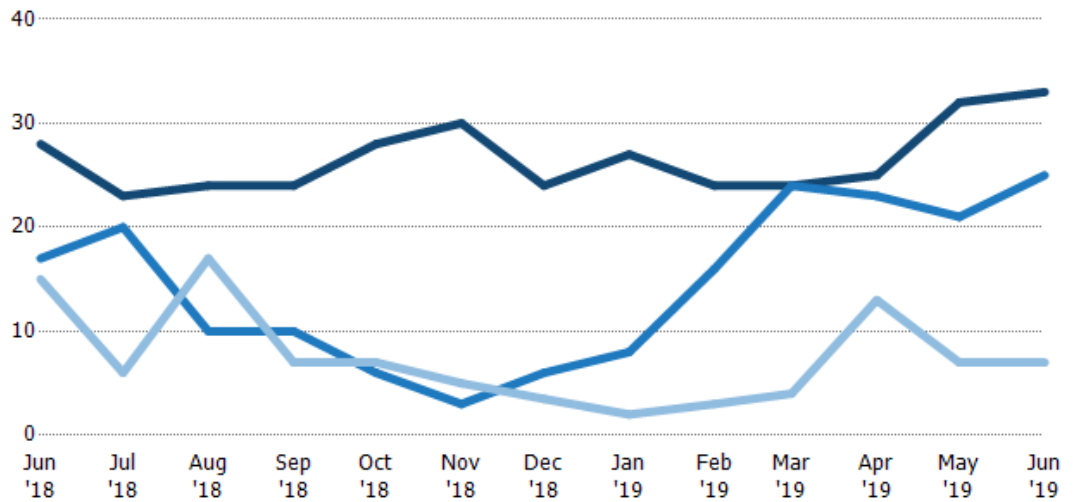
Current Year	29%	65%	25%	71%	25%	23%	21%	15%	8%	13%	16%	41%	21%
Prior Year	30%	29%	24%	29%	22%	24%	12%	17%	8%	3%	18%	55%	29%
Change from Prior Year	1%	-36%	-1%	-42%	-3%	1%	-9%	17%	0%	-9%	2%	14%	7%

## 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	24	24	28	30	24	27	24	24	25	32	33
Pending	17	20	10	10	6	3	6	8	16	24	23	21	25
Sold	15	6	17	7	7	5	3.5	2	3	4	13	7	7

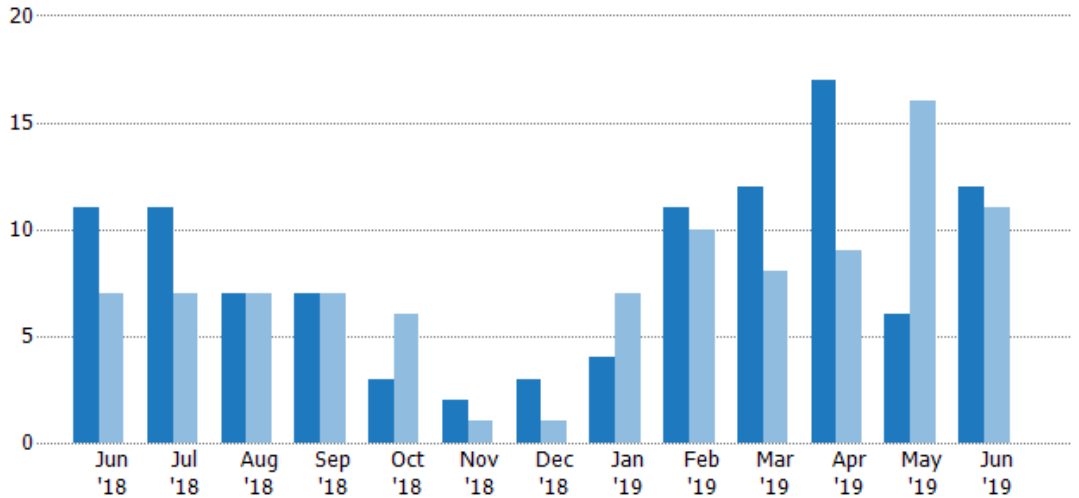
## New Pending Sales

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.
Jun '19	12	9.1%
Jun '18	11	57.1%
Jun '17	7	57.1%



Current Year	11	11	7	7	3	2	3	4	11	12	17	6	12
Prior Year	7	7	7	7	6	1	1	7	10	8	9	16	11
Percent Change from Prior Year	57%	57%	0%	0%	-50%	100%	200%	-43%	10%	50%	89%	-63%	9%

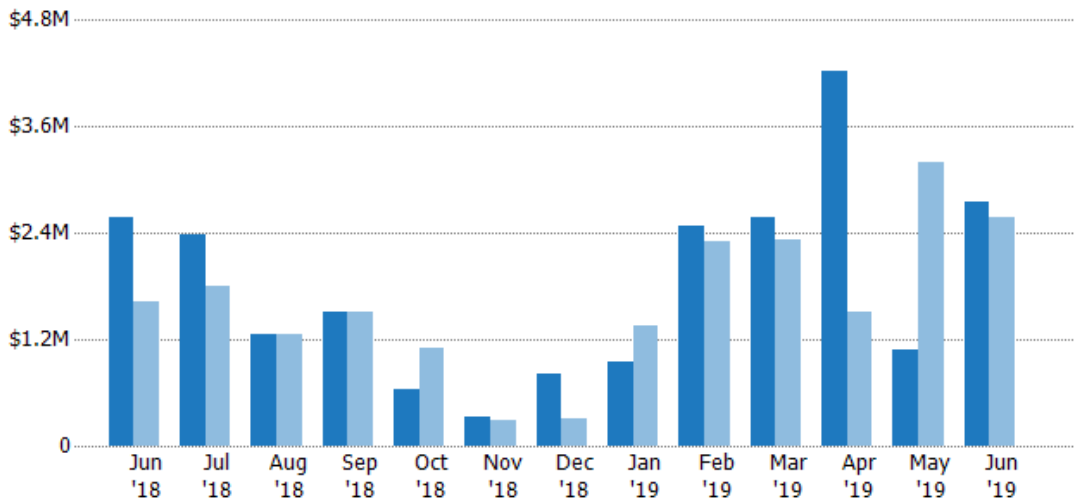
## New Pending Sales Volume

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.
Jun '19	\$2.75M	7%
Jun '18	\$2.57M	57.4%
Jun '17	\$1.64M	30.6%



Current Year	\$2.57M	\$2.39M	\$1.26M	\$1.51M	\$632K	\$319K	\$814K	\$941K	\$2.48M	\$2.57M	\$4.23M	\$1.09M	\$2.75M
Prior Year	\$1.64M	\$1.8M	\$1.26M	\$1.51M	\$1.1M	\$285K	\$300K	\$1.36M	\$2.31M	\$2.33M	\$1.52M	\$3.19M	\$2.57M
Percent Change from Prior Year	57%	32%	0%	-1%	-42%	12%	171%	-31%	8%	10%	179%	-66%	7%



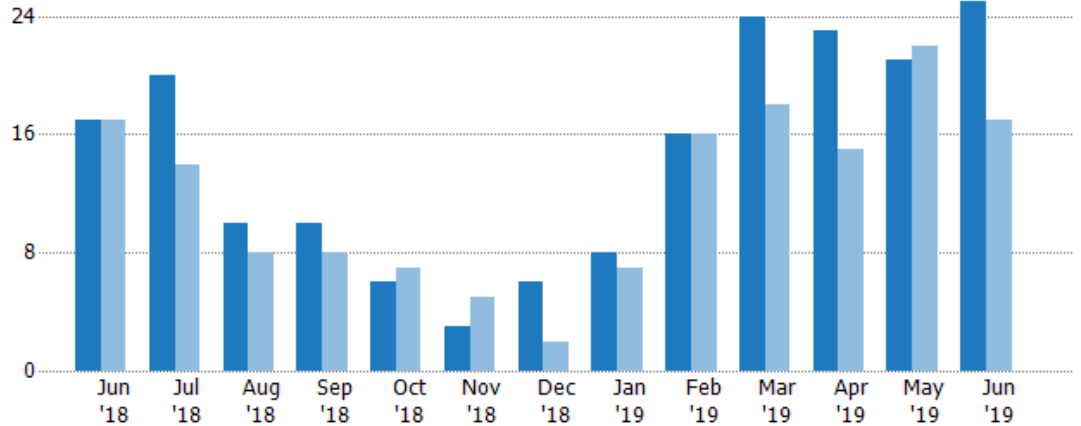
## Pending Sales

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.
Jun '19	25	47.1%
Jun '18	17	0%
Jun '17	17	29.4%



Current Year	17	20	10	10	6	3	6	8	16	24	23	21	25
Prior Year	17	14	8	8	7	5	2	7	16	18	15	22	17
Percent Change from Prior Year	0%	43%	25%	25%	-14%	-40%	200%	14%	0%	33%	53%	-5%	47%

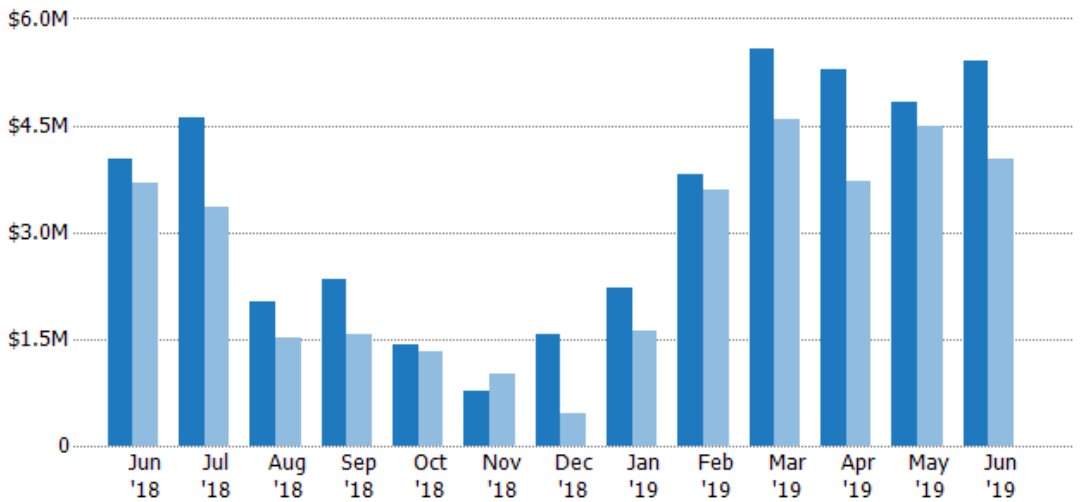
## Pending Sales Volume

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.
Jun '19	\$5.41M	34.6%
Jun '18	\$4.02M	8.9%
Jun '17	\$3.69M	17%



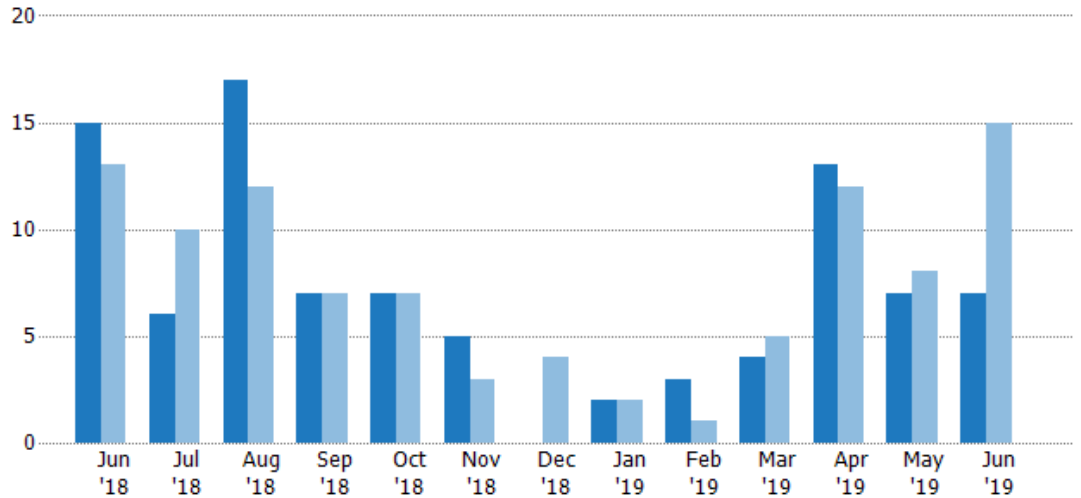
Current Year	\$4.02M	\$4.6M	\$2.01M	\$2.35M	\$1.43M	\$761K	\$1.57M	\$2.21M	\$3.82M	\$5.57M	\$5.28M	\$4.82M	\$5.41M
Prior Year	\$3.69M	\$3.35M	\$1.52M	\$1.58M	\$1.32M	\$999K	\$447K	\$1.61M	\$3.59M	\$4.59M	\$3.72M	\$4.49M	\$4.02M
Percent Change from Prior Year	9%	37%	32%	49%	8%	-24%	252%	37%	6%	21%	42%	7%	35%

## 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



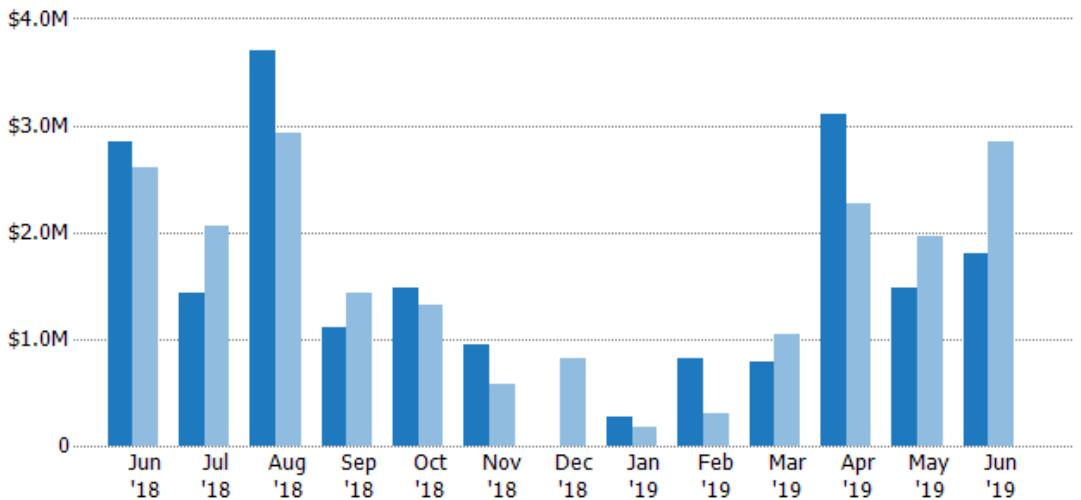
Current Year	15	6	17	7	7	5	-	2	3	4	13	7	7
Prior Year	13	10	12	7	7	3	4	2	1	5	12	8	15
Percent Change from Prior Year	15%	-40%	42%	0%	0%	67%	-100%	0%	200%	-20%	8%	-13%	-53%

## 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



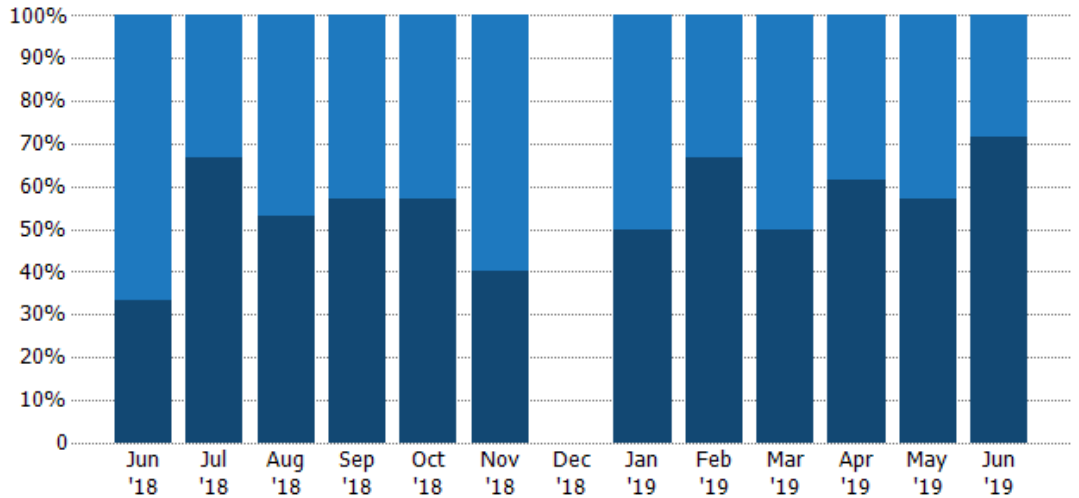
Current Year	\$2.85M	\$1.43M	\$3.7M	\$1.11M	\$1.47M	\$951K	-	\$274K	\$824K	\$780K	\$3.11M	\$1.47M	\$1.81M
Prior Year	\$2.61M	\$2.06M	\$2.93M	\$1.43M	\$1.32M	\$574K	\$819K	\$182K	\$310K	\$1.05M	\$2.27M	\$1.96M	\$2.85M
Percent Change from Prior Year	9%	-31%	26%	-22%	11%	66%	-100%	51%	166%	-26%	37%	-25%	-37%

## 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



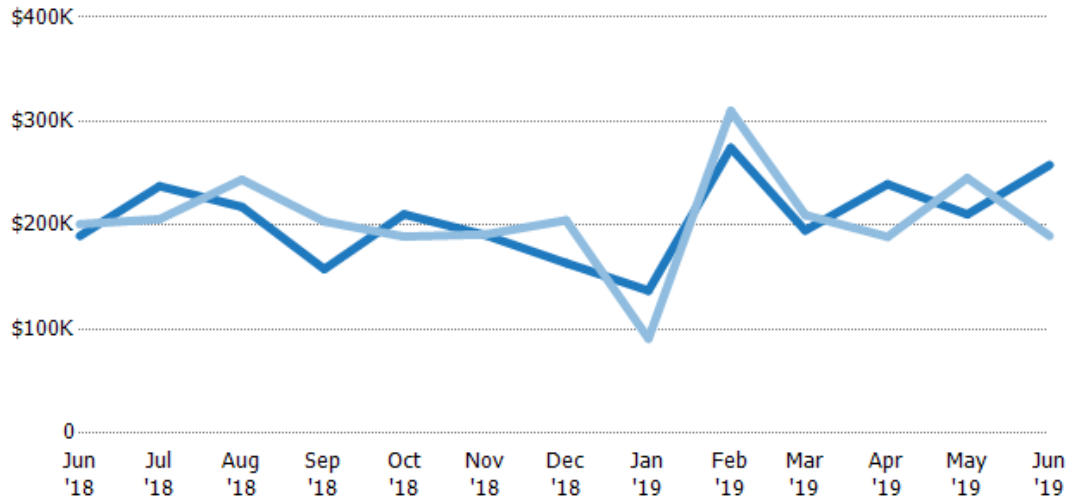
Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Condo/Townhouse	67%	33%	47%	43%	43%	60%	-	50%	33%	50%	38%	43%	29%
Single Family Residence	33%	67%	53%	57%	57%	40%	-	50%	67%	50%	62%	57%	71%

## 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



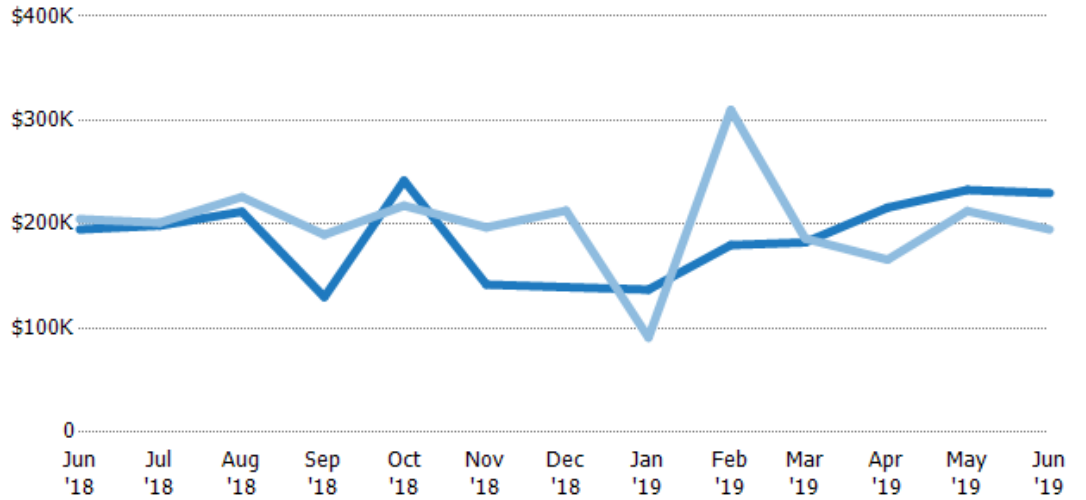
Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$190K	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$195K	\$239K	\$211K	\$258K
Prior Year	\$201K	\$206K	\$244K	\$204K	\$189K	\$191K	\$205K	\$91K	\$310K	\$210K	\$189K	\$245K	\$190K
Percent Change from Prior Year	-6%	15%	-11%	-22%	11%	-1%	-100%	51%	-11%	-7%	27%	-14%	36%

## 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



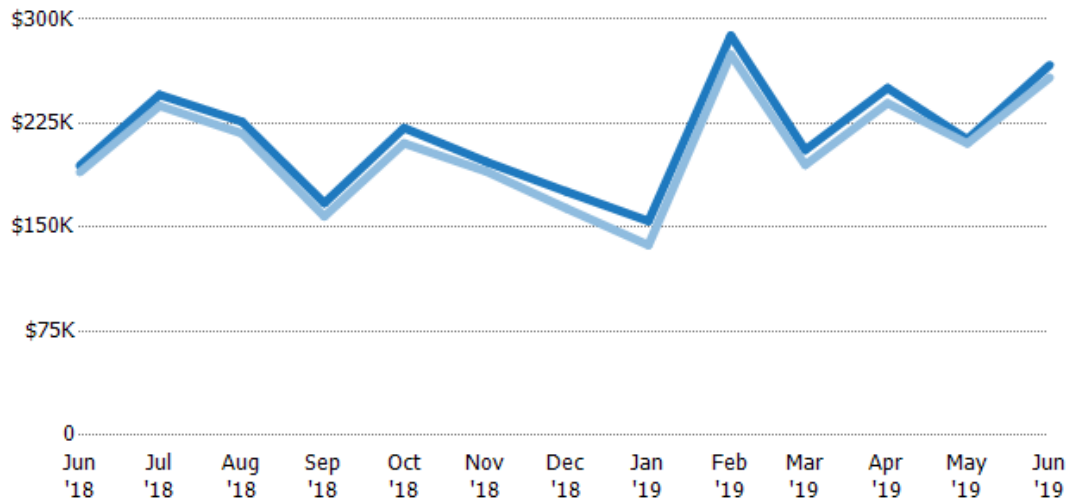
Current Year	\$195K	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$183K	\$216K	\$233K	\$230K
Prior Year	\$205K	\$202K	\$226K	\$190K	\$218K	\$197K	\$213K	\$91K	\$310K	\$186K	\$166K	\$213K	\$195K
Percent Change from Prior Year	-5%	-1%	-6%	-32%	11%	-28%	-100%	51%	-42%	-2%	30%	10%	18%

## 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



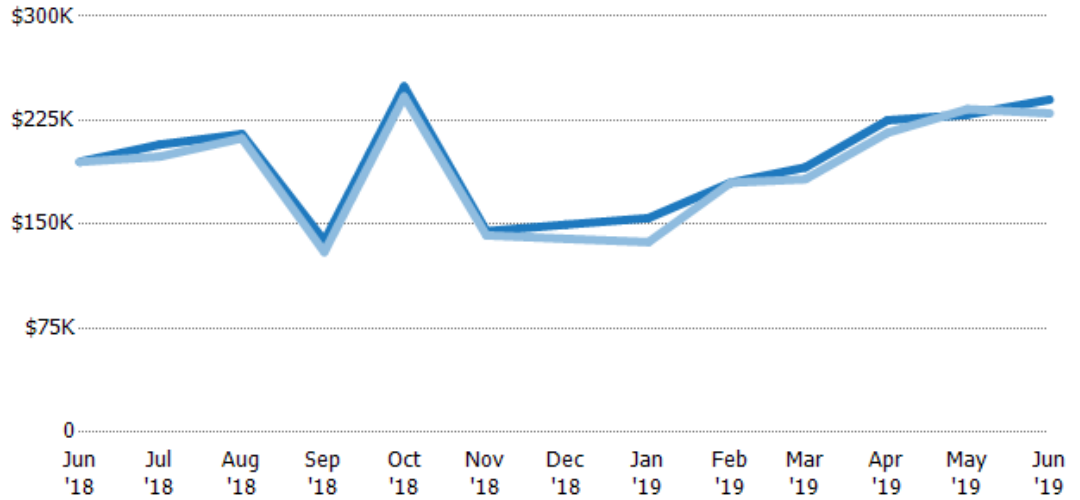
Avg List Price	\$195K	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$206K	\$250K	\$213K	\$267K
Avg Sales Price	\$190K	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$195K	\$239K	\$211K	\$258K
Avg Sales Price as a % of Avg List Price	98%	97%	96%	94%	95%	96%	93%	89%	95%	95%	96%	99%	97%

## 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



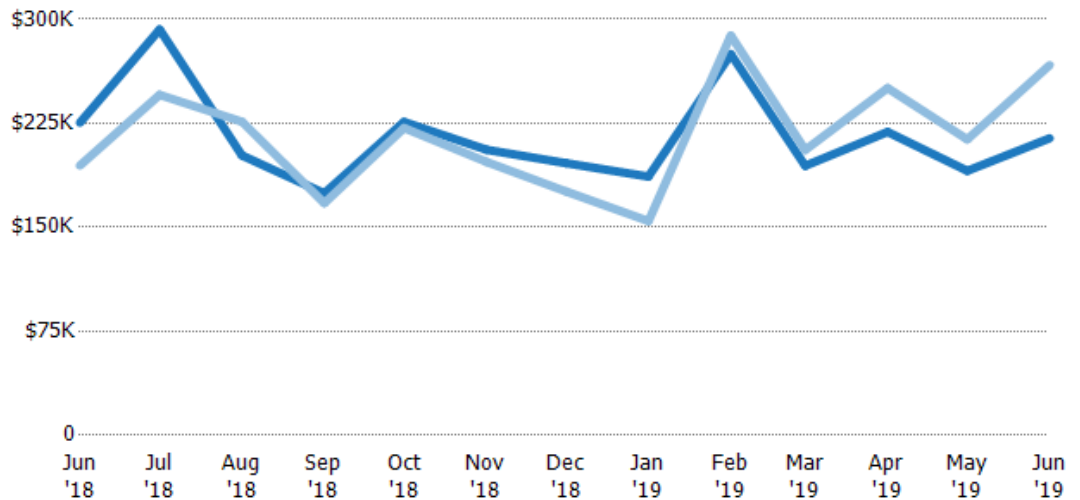
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$195K	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$191K	\$225K	\$229K	\$240K
Median Sales Price	\$195K	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$183K	\$216K	\$233K	\$230K
Med Sales Price as a % of Med List Price	100%	96%	99%	94%	97%	98%	93%	89%	100%	96%	96%	102%	96%

## 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



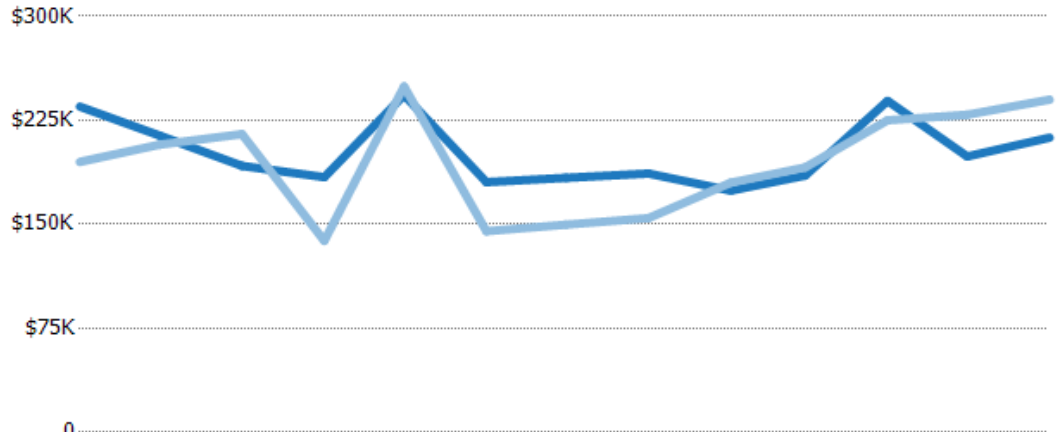
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$225K	\$293K	\$202K	\$174K	\$226K	\$206K	\$196K	\$187K	\$275K	\$194K	\$219K	\$191K	\$214K
Avg Sales Price	\$195K	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$206K	\$250K	\$213K	\$267K
Avg Sales Price as a % of Avg Est Value	86%	84%	112%	96%	98%	96%	89%	83%	105%	106%	114%	112%	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



	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	\$235K	\$214K	\$192K	\$184K	\$243K	\$180K	\$184K	\$187K	\$174K	\$185K	\$239K	\$199K	\$213K
Median Sales Price	\$195K	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$191K	\$225K	\$229K	\$240K
Med Sales Price as a % of Med Est Value	83%	97%	112%	75%	103%	80%	82%	83%	103%	103%	94%	115%	113%