

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	9	+144.4%	143	130	+10%
New Listing Volume	\$5,465,688	\$2,274,900	+140.3%	\$57,903,682	\$50,905,449	+13.7%
Active Listing Count	65	53	+22.6%	N/A	N/A	
Active Listing Volume	\$37,102,482	\$27,919,500	+32.9%	N/A	N/A	
Average Listing Price	\$570,807	\$526,783	+8.4%	\$597,229	\$526,084	+13.5%
Median Listing Price	\$339,000	\$329,000	+3%	\$348,643	\$355,627	-2%
Median Days in RPR	86	90	-4.4%	82.69	76.03	+8.8%
Months of Inventory	5.9	2	+189.9%	5.2	4	+28.1%
Absorption Rate	16.92%	49.06%	-32.1%	19.42%	24.87%	-5.5%
Sales Activity Charts Metrics						
New Pending Sales Count	24	16	+50%	113	113	+/-
New Pending Sales Volume	\$6,387,200	\$4,596,800	+38.9%	\$33,694,900	\$39,494,648	-14.7%
Pending Sales Count	33	28	+17.9%	N/A	N/A	
Pending Sales Volume	\$9,262,600	\$9,239,698	+0.2%	N/A	N/A	
Closed Sales Count	21	12	+75%	73	80	-8.8%
Closed Sales Volume	\$5,118,335	\$5,056,400	+1.2%	\$22,206,505	\$28,203,350	-21.3%
Average Sales Price	\$243,730	\$421,367	-42.2%	\$304,199	\$352,542	-13.7%
Median Sales Price	\$218,000	\$324,500	-32.8%	\$250,952	\$279,014	-10.1%

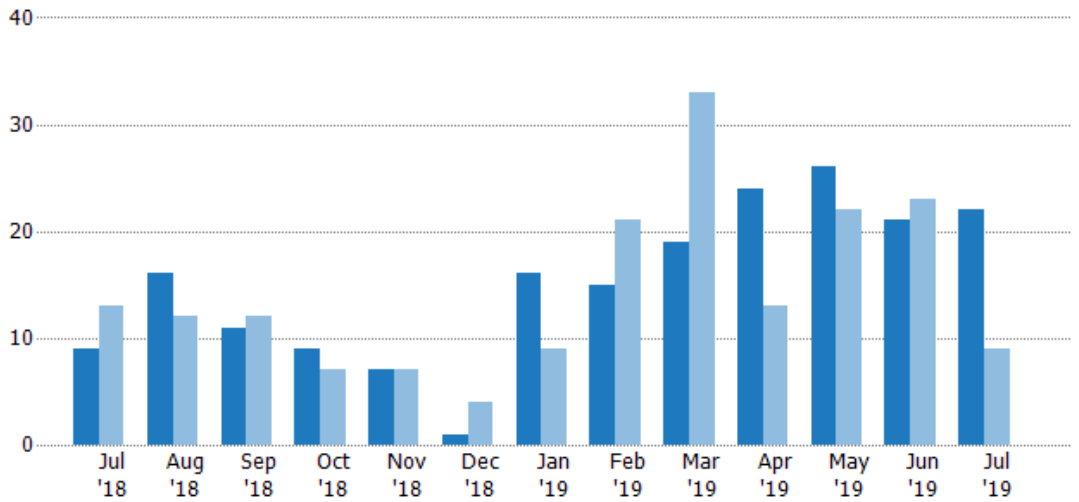
New Listings

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	9	16	11	9	7	1	16	15	19	24	26	21	22
Prior Year	13	12	12	7	7	4	9	21	33	13	22	23	9
Percent Change from Prior Year	-31%	33%	-8%	29%	0%	-75%	78%	-29%	-42%	85%	18%	-9%	144%

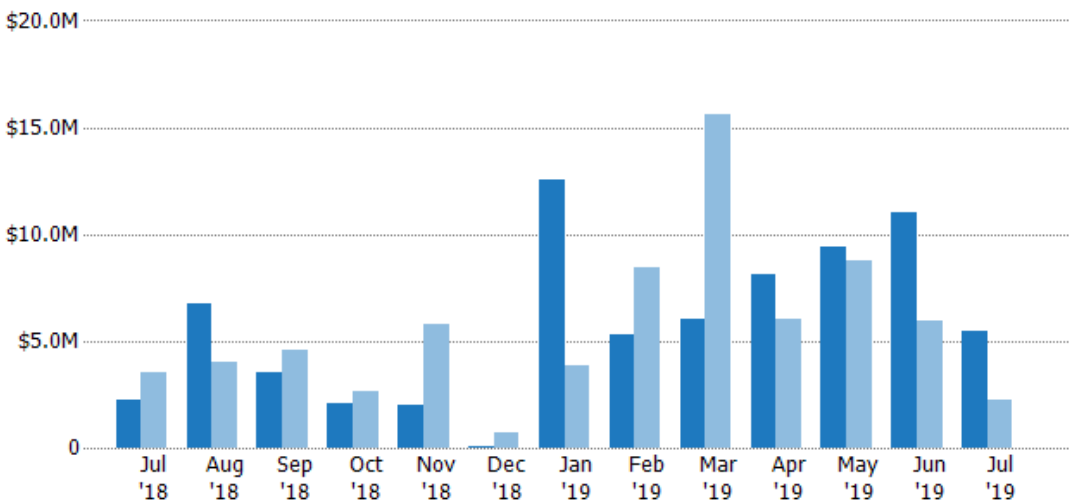
New Listing Volume

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$2.27M	\$6.72M	\$3.52M	\$2.06M	\$1.97M	\$56.5K	\$12.6M	\$5.3M	\$6.02M	\$8.12M	\$9.43M	\$11M	\$5.47M
Prior Year	\$3.56M	\$3.98M	\$4.6M	\$2.67M	\$5.77M	\$707K	\$3.88M	\$8.48M	\$15.6M	\$6.03M	\$8.76M	\$5.91M	\$2.27M
Percent Change from Prior Year	-36%	69%	-24%	-23%	-66%	-92%	224%	-37%	-61%	35%	8%	86%	140%

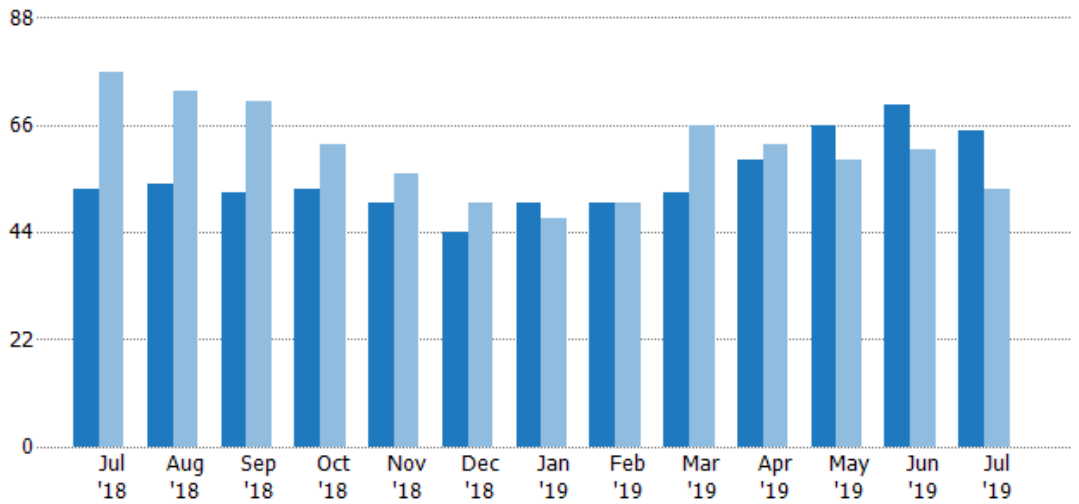
Active Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	65	53	22.6%
Jul '18	53	77	-31.2%
Jul '17	77	77	9.1%

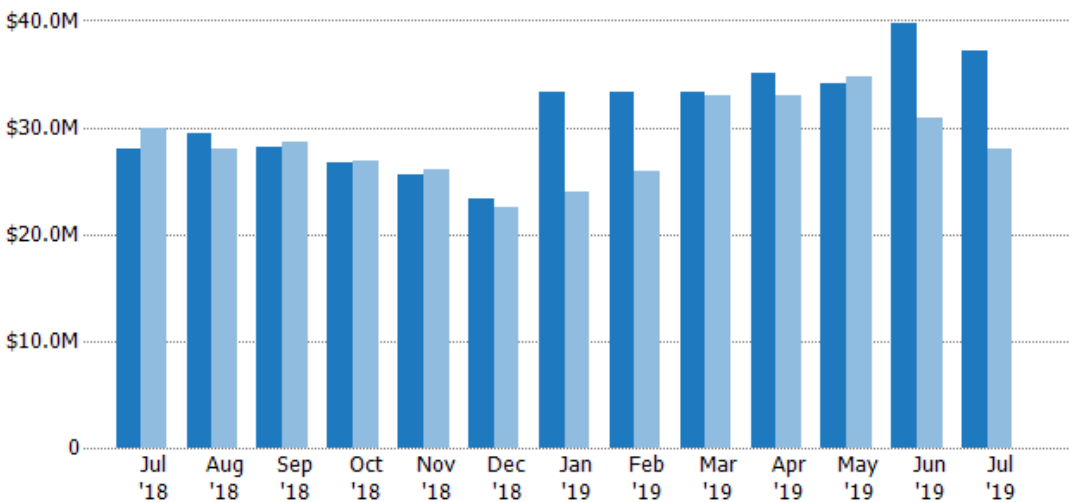
Active Listing Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	\$37.1M	\$27.9M	32.9%
Jul '18	\$27.9M	\$29.9M	-6.5%
Jul '17	\$29.9M	\$29.9M	15.3%

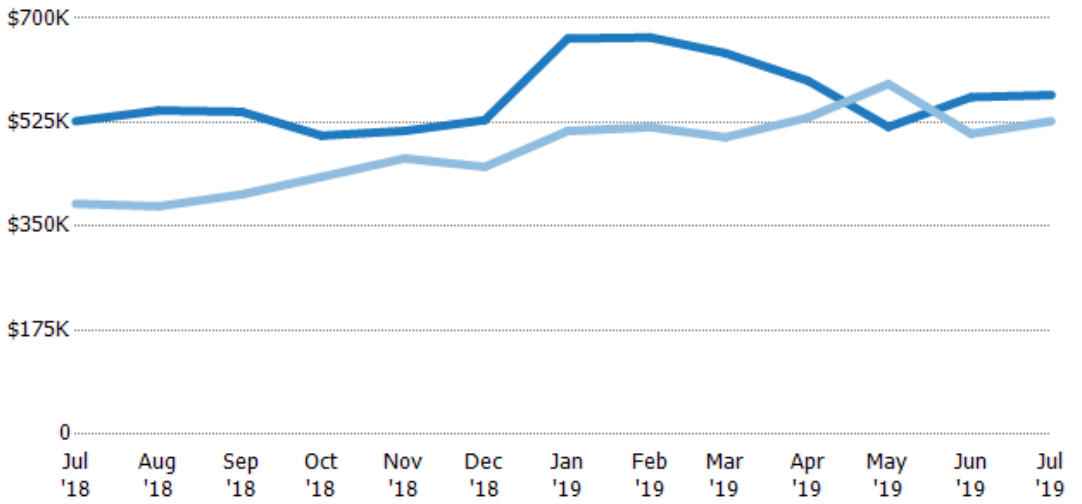
Average Listing Price

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$527K	\$545K	\$543K	\$502K	\$510K	\$529K	\$666K	\$668K	\$641K	\$595K	\$517K	\$567K	\$571K
Prior Year	\$388K	\$384K	\$404K	\$433K	\$464K	\$450K	\$510K	\$517K	\$500K	\$533K	\$589K	\$506K	\$527K
Percent Change from Prior Year	36%	42%	34%	16%	10%	17%	30%	29%	28%	12%	-12%	12%	8%

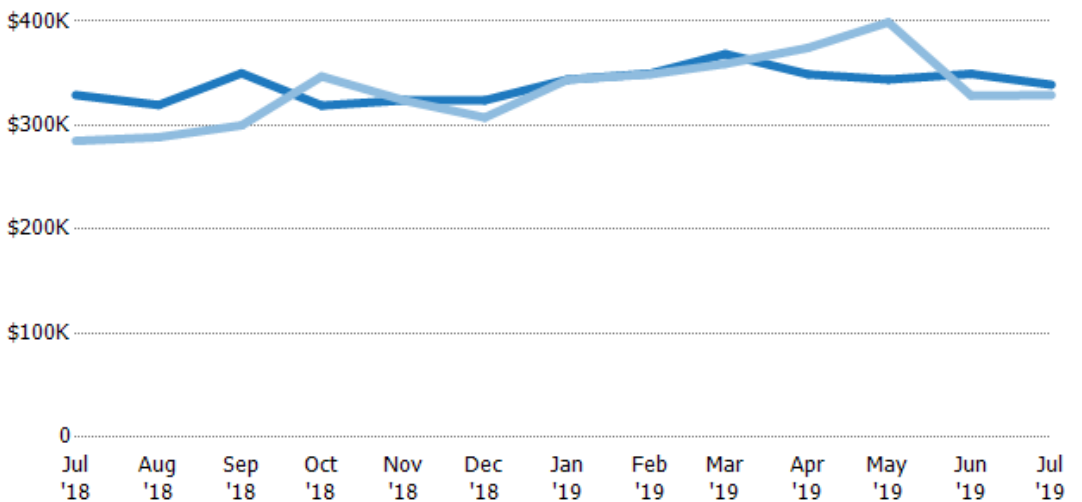
Median Listing Price

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$329K	\$320K	\$350K	\$319K	\$324K	\$324K	\$344K	\$350K	\$369K	\$349K	\$344K	\$349K	\$339K
Prior Year	\$285K	\$289K	\$300K	\$347K	\$324K	\$307K	\$344K	\$349K	\$359K	\$374K	\$399K	\$329K	\$329K
Percent Change from Prior Year	15%	11%	17%	-8%	0%	5%	0%	0%	3%	-7%	-14%	6%	3%

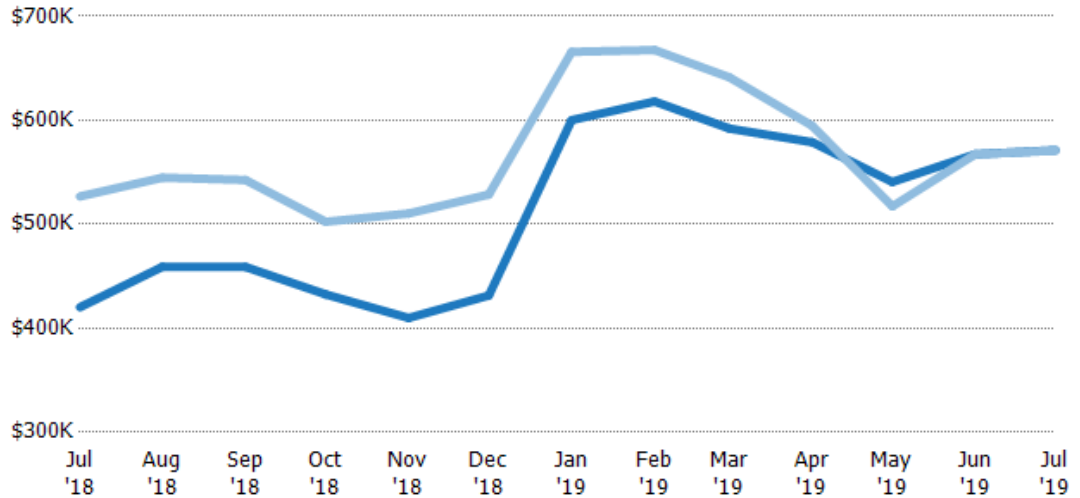
Average Listing Price vs Average Est Value

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$420K	\$459K	\$459K	\$433K	\$410K	\$431K	\$600K	\$618K	\$592K	\$579K	\$541K	\$567K	\$571K
Avg Listing Price	\$527K	\$545K	\$543K	\$502K	\$510K	\$529K	\$666K	\$668K	\$641K	\$595K	\$517K	\$567K	\$571K
Avg Listing Price as a % of Avg Est Value	125%	119%	118%	116%	125%	123%	111%	108%	108%	103%	96%	100%	100%

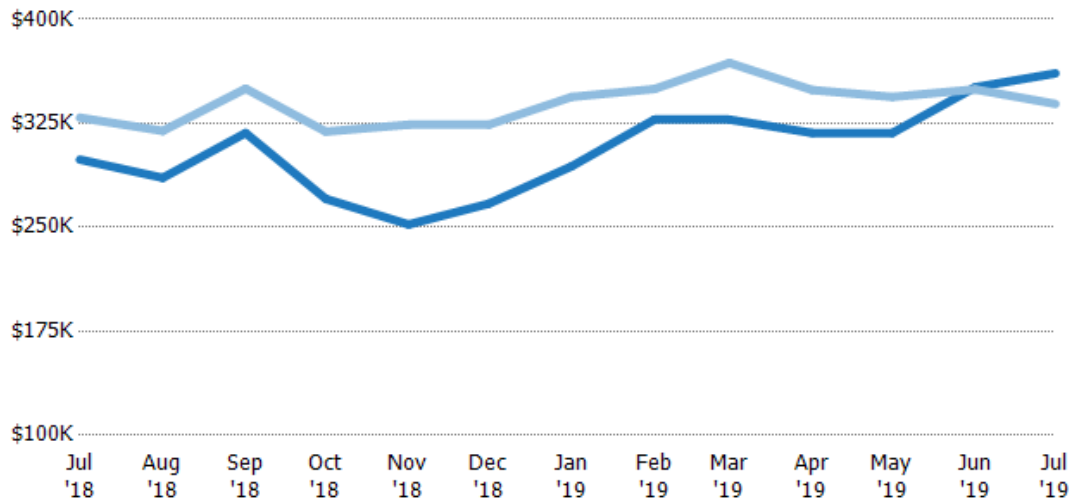
Median Listing Price vs Median Est Value

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$299K	\$286K	\$318K	\$271K	\$252K	\$267K	\$294K	\$328K	\$328K	\$318K	\$318K	\$351K	\$361K
Median Listing Price	\$329K	\$320K	\$350K	\$319K	\$324K	\$324K	\$344K	\$350K	\$369K	\$349K	\$344K	\$349K	\$339K
Med Listing Price as a % of Med Est Value	110%	112%	110%	118%	129%	121%	117%	107%	112%	110%	108%	100%	94%

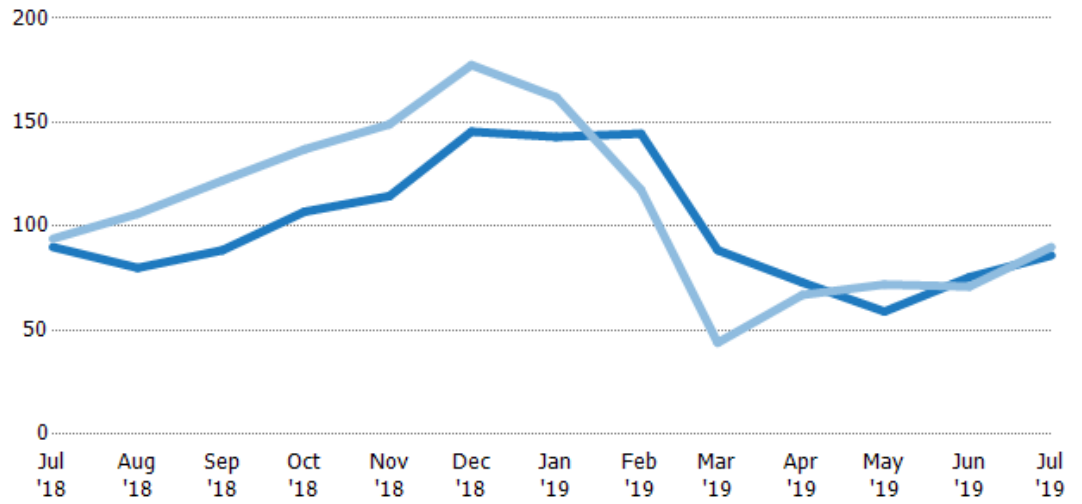
Median Days in RPR

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.
Jul '19	86	-4.4%
Jul '18	90	-4.3%
Jul '17	94	-2.7%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	90	80	88.5	107	115	146	143	145	88.5	73	59	75.5	86
Prior Year	94	106	122	137	149	178	162	118	44	67	72	71	90
Percent Change from Prior Year	-4%	-25%	-27%	-22%	-23%	-18%	-12%	23%	101%	9%	-18%	6%	-4%

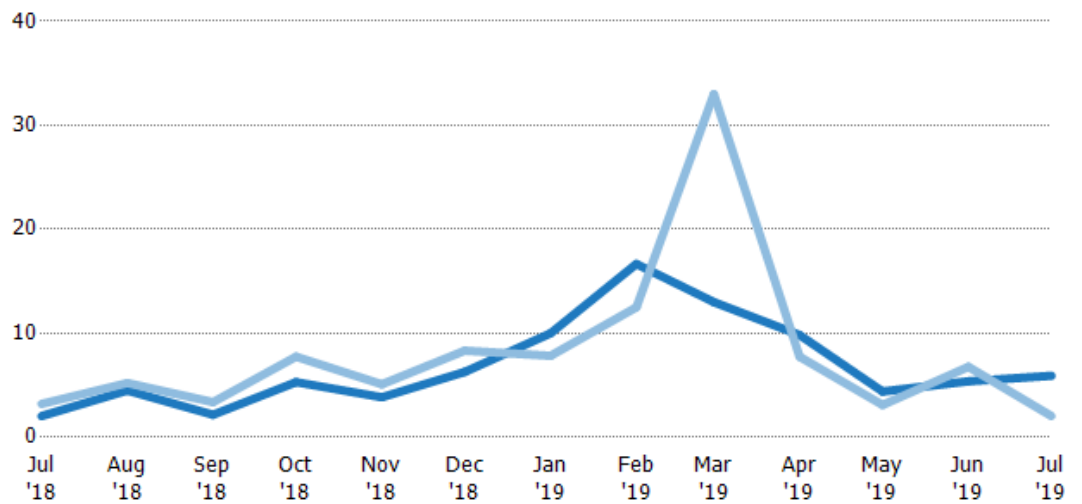
Months of Inventory

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.
Jul '19	5.91	189.9%
Jul '18	2.04	-36.5%
Jul '17	3.21	37.8%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	2.04	4.5	2.17	5.3	3.85	6.29	10	16.7	13	9.83	4.4	5.38	5.91
Prior Year	3.21	5.21	3.38	7.75	5.09	8.33	7.83	12.5	33	7.75	3.11	6.78	2.04
Percent Change from Prior Year	-36%	-14%	-36%	-32%	-24%	-25%	28%	33%	-61%	27%	42%	-21%	190%

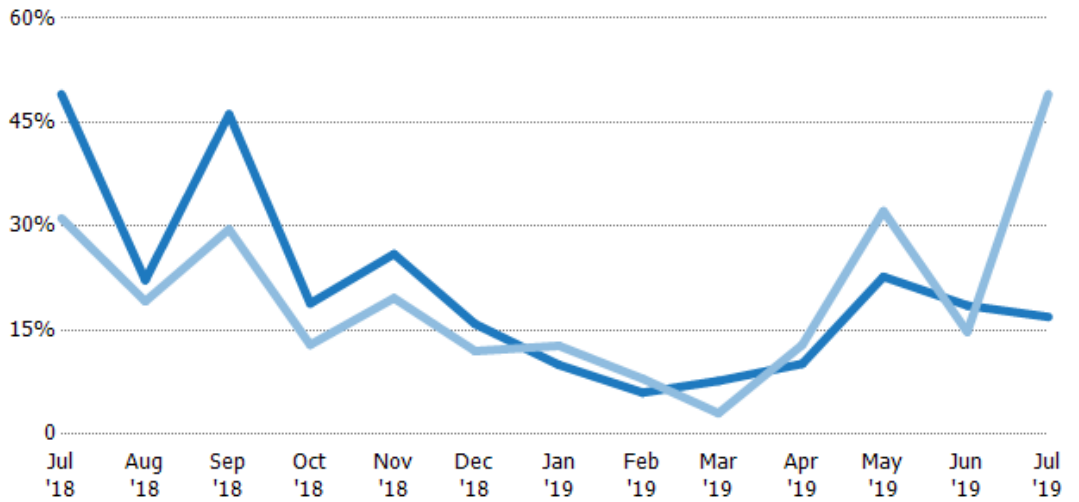
Absorption Rate

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.
Jul '19	17%	32.1%
Jul '18	49%	-17.9%
Jul '17	31%	-27.4%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	49%	22%	46%	19%	26%	16%	10%	6%	8%	10%	23%	19%	17%
Prior Year	31%	19%	30%	13%	20%	12%	13%	8%	3%	13%	32%	15%	49%
Change from Prior Year	-18%	-3%	-17%	-6%	-6%	-4%	3%	2%	-5%	3%	9%	-4%	32%

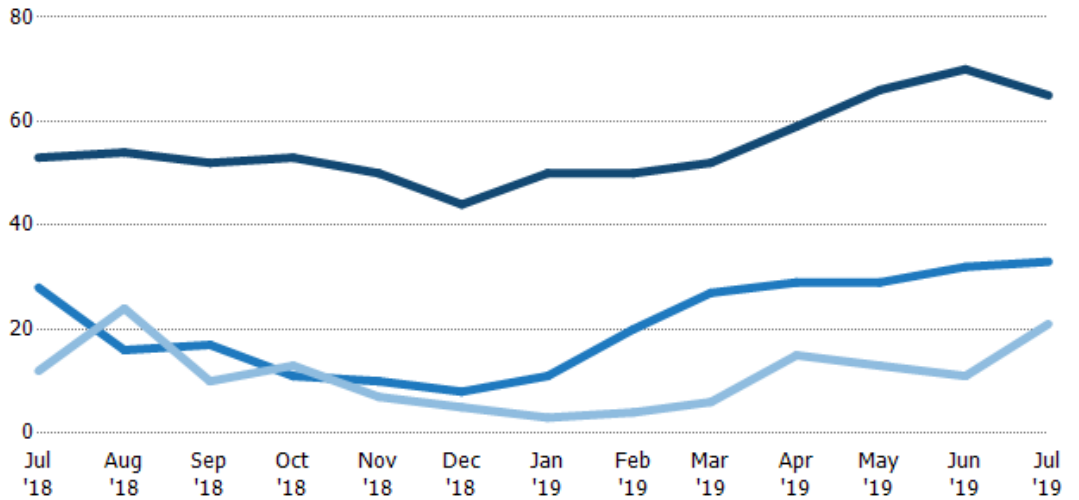
Active/Pending/Sold Units

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	53	54	52	53	50	44	50	50	52	59	66	70	65
Pending	28	16	17	11	10	8	11	20	27	29	29	32	33
Sold	12	24	10	13	7	5	3	4	6	15	13	11	21

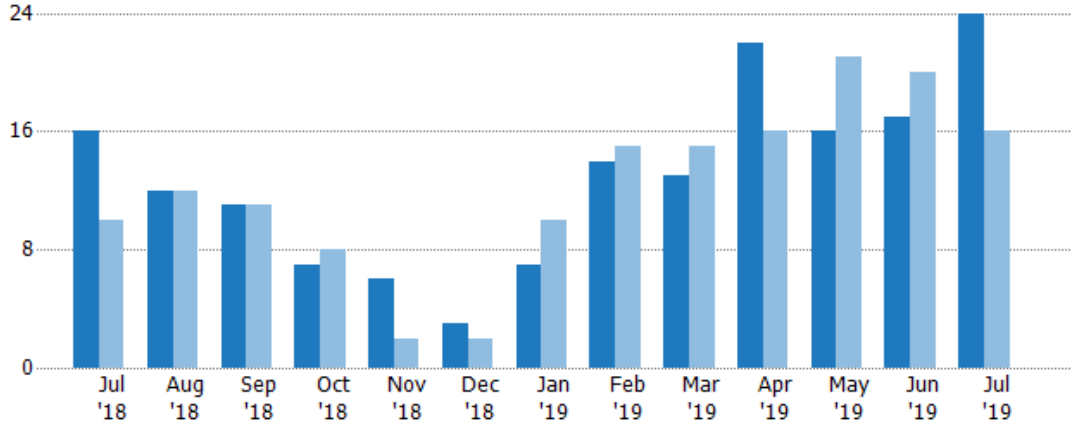
New Pending Sales

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	16	12	11	7	6	3	7	14	13	22	16	17	24
Prior Year	10	12	11	8	2	2	10	15	15	16	21	20	16
Percent Change from Prior Year	60%	0%	0%	-13%	200%	50%	-30%	-7%	-13%	38%	-24%	-15%	50%

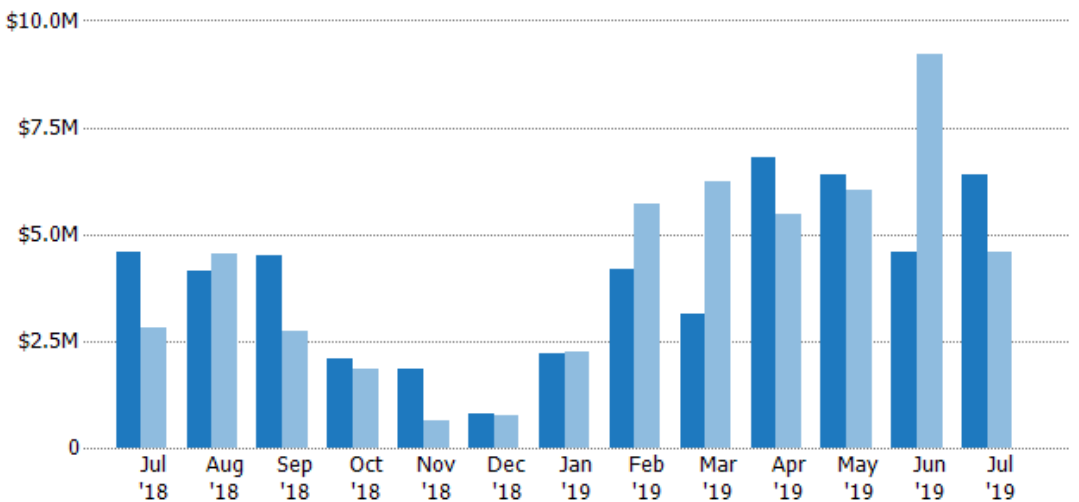
New Pending Sales Volume

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

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$4.6M	\$4.13M	\$4.49M	\$2.1M	\$1.85M	\$814K	\$2.22M	\$4.18M	\$3.12M	\$6.81M	\$6.41M	\$4.57M	\$6.39M
Prior Year	\$2.79M	\$4.54M	\$2.74M	\$1.83M	\$635K	\$749K	\$2.26M	\$5.7M	\$6.25M	\$5.48M	\$6.01M	\$9.2M	\$4.6M
Percent Change from Prior Year	65%	-9%	64%	15%	191%	9%	-2%	-27%	-50%	24%	7%	-50%	39%

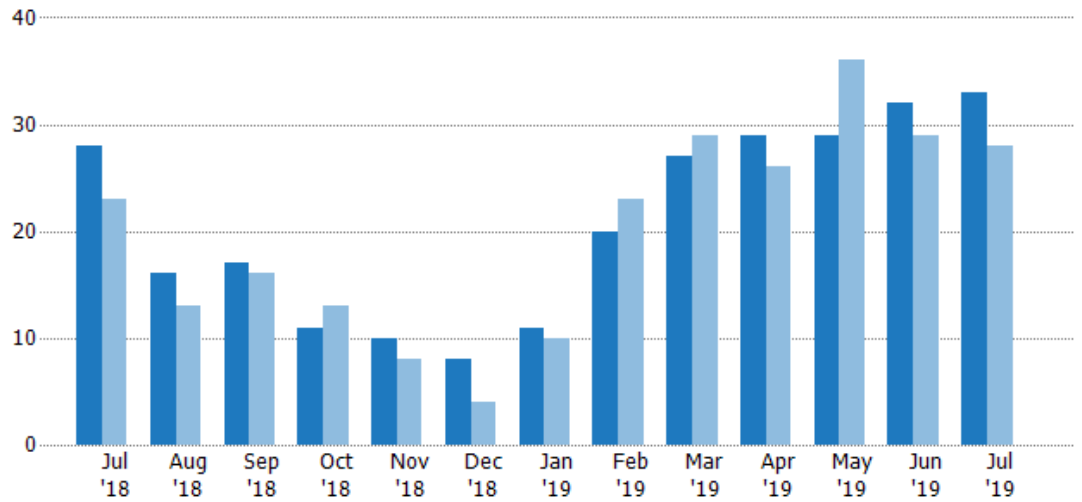
Pending Sales

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	28	16	17	11	10	8	11	20	27	29	29	32	33
Prior Year	23	13	16	13	8	4	10	23	29	26	36	29	28
Percent Change from Prior Year	22%	23%	6%	-15%	25%	100%	10%	-13%	-7%	12%	-19%	10%	18%

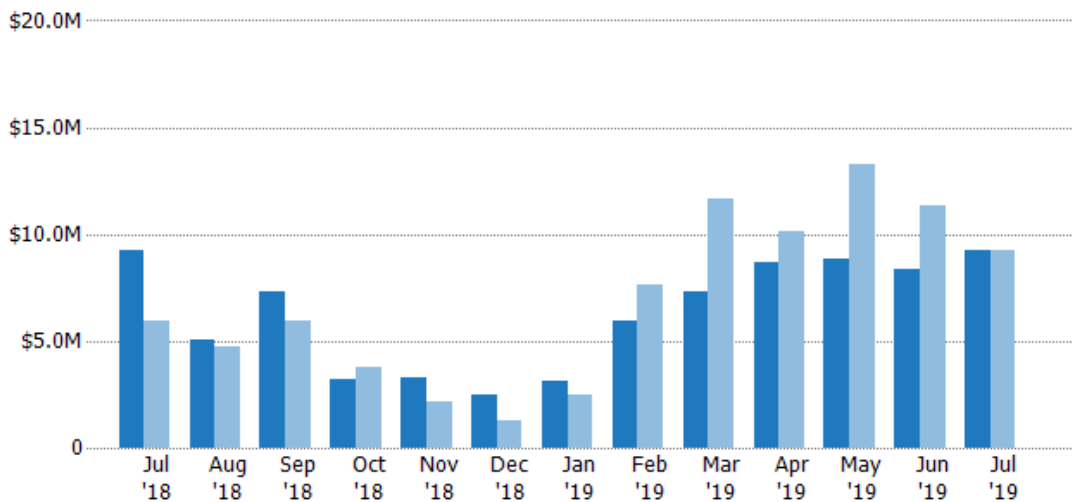
Pending Sales Volume

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$9.24M	\$5.07M	\$7.31M	\$3.18M	\$3.28M	\$2.5M	\$3.1M	\$5.96M	\$7.33M	\$8.65M	\$8.83M	\$8.39M	\$9.26M
Prior Year	\$5.96M	\$4.75M	\$5.91M	\$3.78M	\$2.13M	\$1.29M	\$2.51M	\$7.63M	\$11.7M	\$10.1M	\$13.3M	\$11.4M	\$9.24M
Percent Change from Prior Year	55%	7%	24%	-16%	54%	93%	24%	-22%	-37%	-15%	-33%	-26%	0%

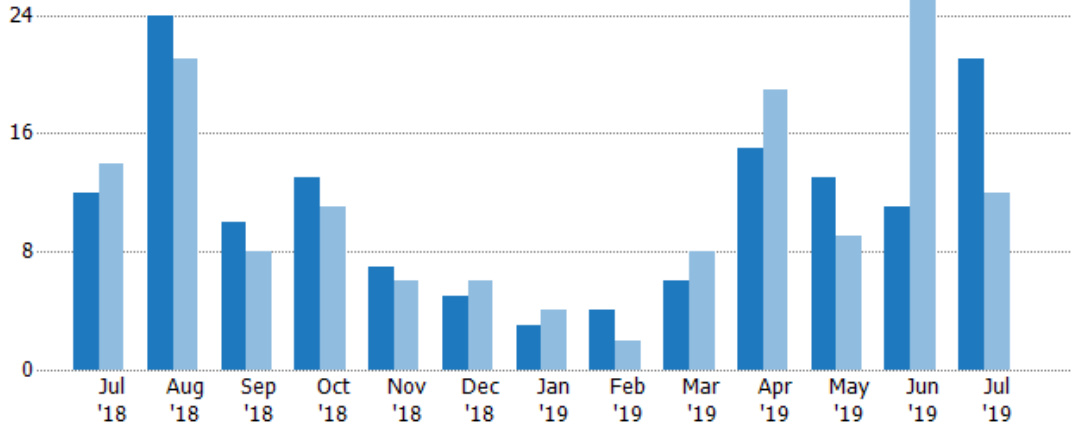
Closed Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	21	12	75%
Jul '18	12	14	-14.3%
Jul '17	14	14	21.4%

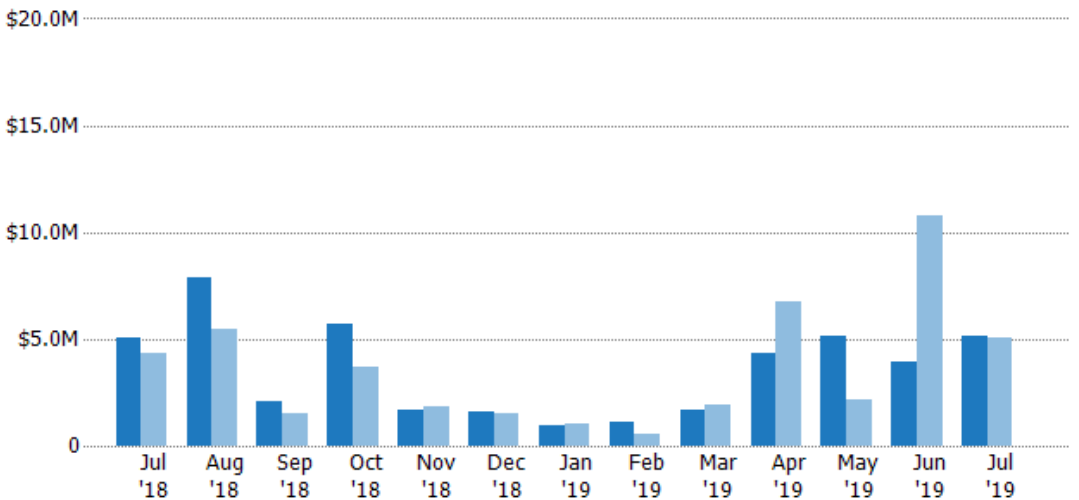
Closed Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Jul '19	\$5.12M	\$5.06M	1.2%
Jul '18	\$5.06M	\$4.37M	15.8%
Jul '17	\$4.37M	\$4.37M	1.9%

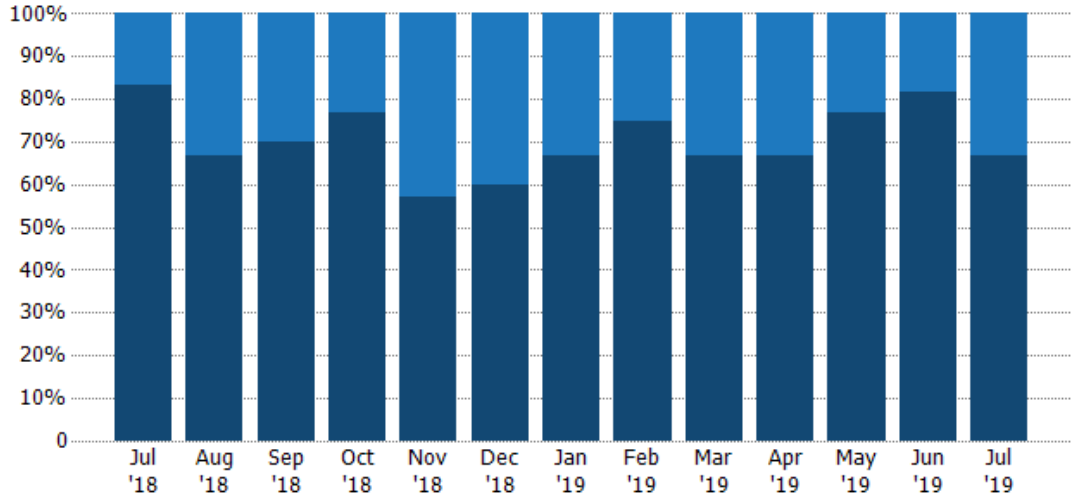
Closed Sales by Property Type

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	17%	33%	30%	23%	43%	40%	33%	25%	33%	33%	23%	18%	33%
Single Family Residence	83%	67%	70%	77%	57%	60%	67%	75%	67%	67%	77%	82%	67%

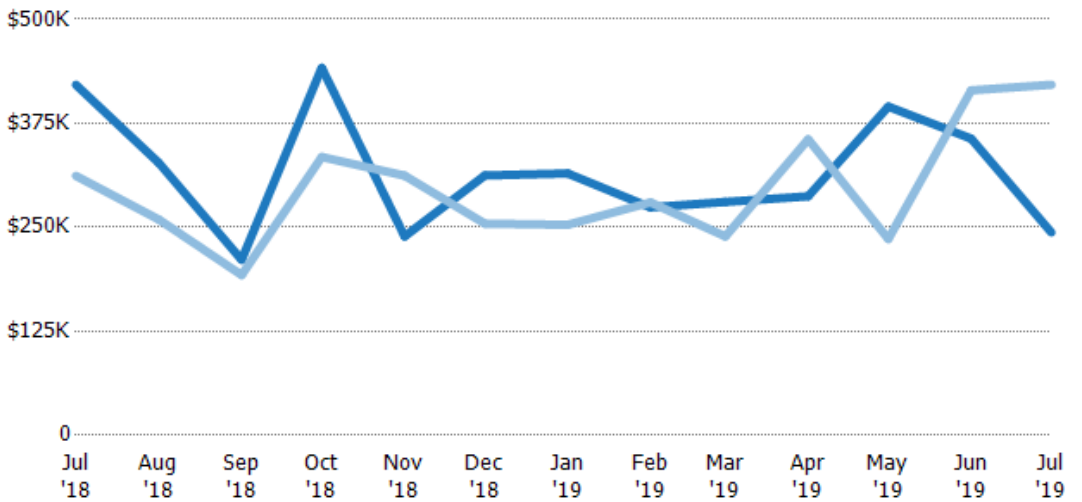
Average Sales Price

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.
Jul '19	\$244K	-42.2%
Jul '18	\$421K	35.1%
Jul '17	\$312K	-16.1%

Current Year	\$421K	\$327K	\$211K	\$442K	\$239K	\$312K	\$315K	\$274K	\$281K	\$287K	\$395K	\$357K	\$244K
Prior Year	\$312K	\$259K	\$193K	\$335K	\$312K	\$254K	\$253K	\$280K	\$239K	\$356K	\$236K	\$415K	\$421K
Percent Change from Prior Year	35%	26%	10%	32%	-23%	23%	24%	-2%	17%	-19%	67%	-14%	-42%

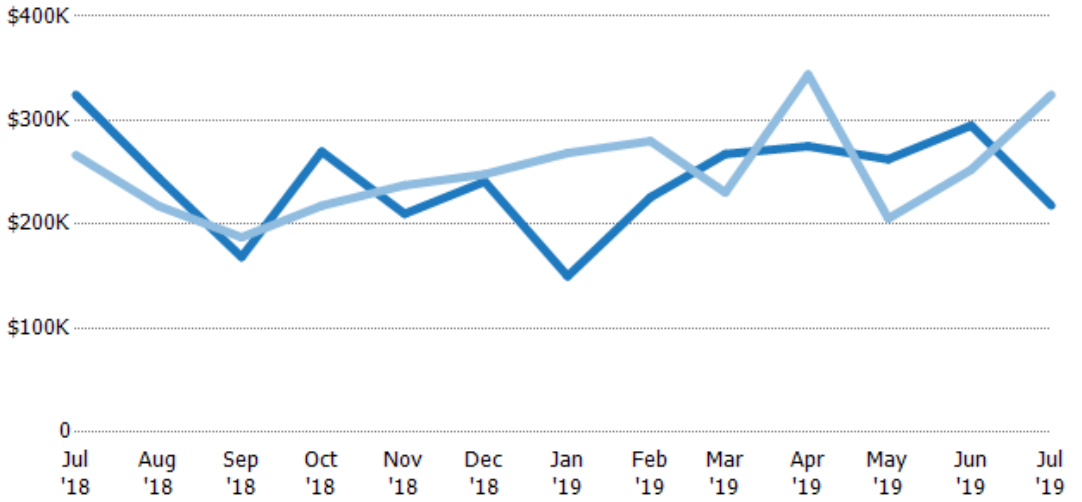
Median Sales Price

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.
Jul '19	\$218K	-32.8%
Jul '18	\$325K	21.8%
Jul '17	\$267K	-17.4%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$325K	\$245K	\$169K	\$270K	\$210K	\$241K	\$150K	\$226K	\$268K	\$275K	\$263K	\$295K	\$218K
Prior Year	\$267K	\$218K	\$187K	\$218K	\$238K	\$248K	\$269K	\$280K	\$231K	\$344K	\$206K	\$252K	\$325K
Percent Change from Prior Year	22%	12%	-10%	24%	-12%	-3%	-44%	-19%	16%	-20%	28%	17%	-33%

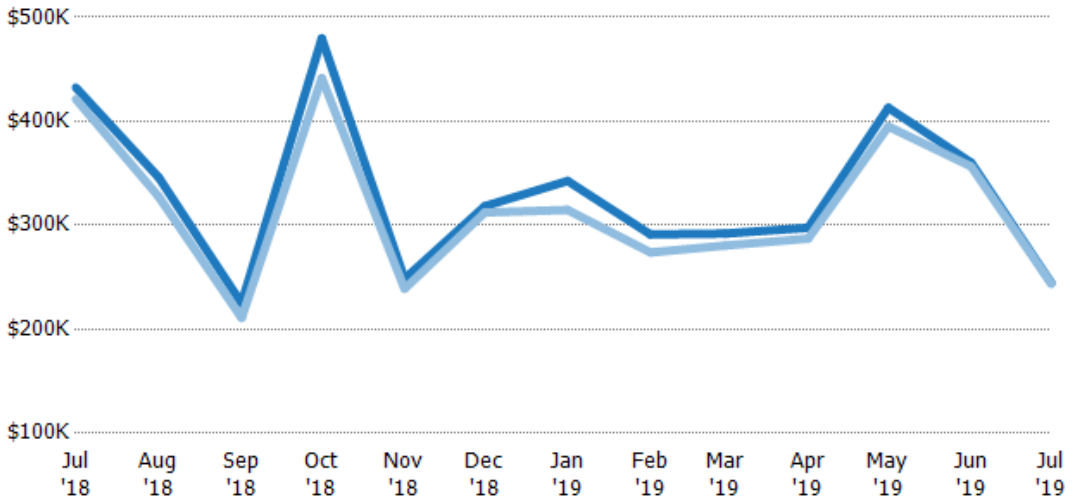
Average Sales Price vs Average Listing Price

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$432K	\$346K	\$225K	\$480K	\$249K	\$318K	\$343K	\$291K	\$292K	\$298K	\$413K	\$360K	\$244K
Avg Sales Price	\$421K	\$327K	\$211K	\$442K	\$239K	\$312K	\$315K	\$274K	\$281K	\$287K	\$395K	\$357K	\$244K
Avg Sales Price as a % of Avg List Price	97%	95%	94%	92%	96%	98%	92%	94%	96%	97%	96%	99%	100%

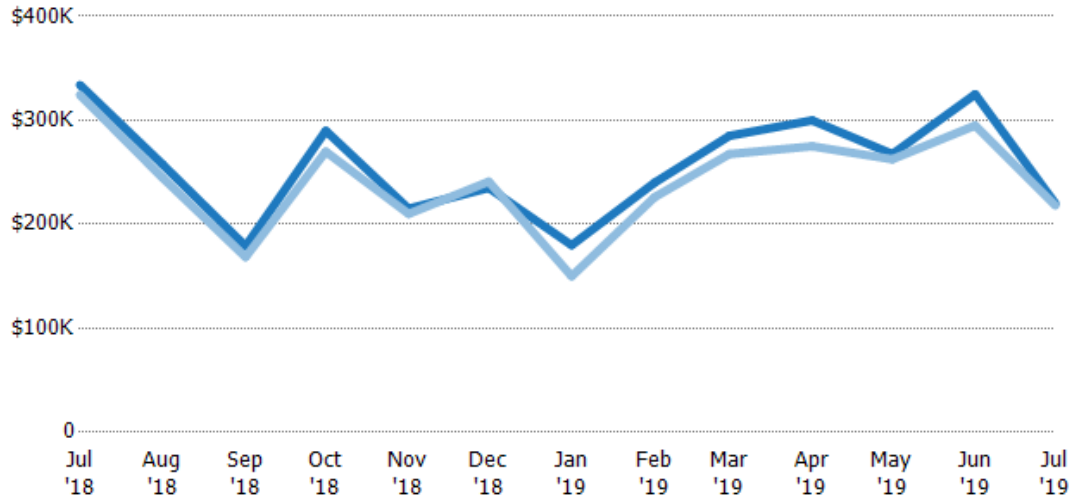
Median Sales Price vs Median Listing Price

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$334K	\$257K	\$179K	\$290K	\$215K	\$235K	\$180K	\$240K	\$285K	\$300K	\$268K	\$325K	\$220K
Median Sales Price	\$325K	\$245K	\$169K	\$270K	\$210K	\$241K	\$150K	\$226K	\$268K	\$275K	\$263K	\$295K	\$218K
Med Sales Price as a % of Med List Price	97%	95%	94%	93%	98%	103%	83%	94%	94%	92%	98%	91%	99%

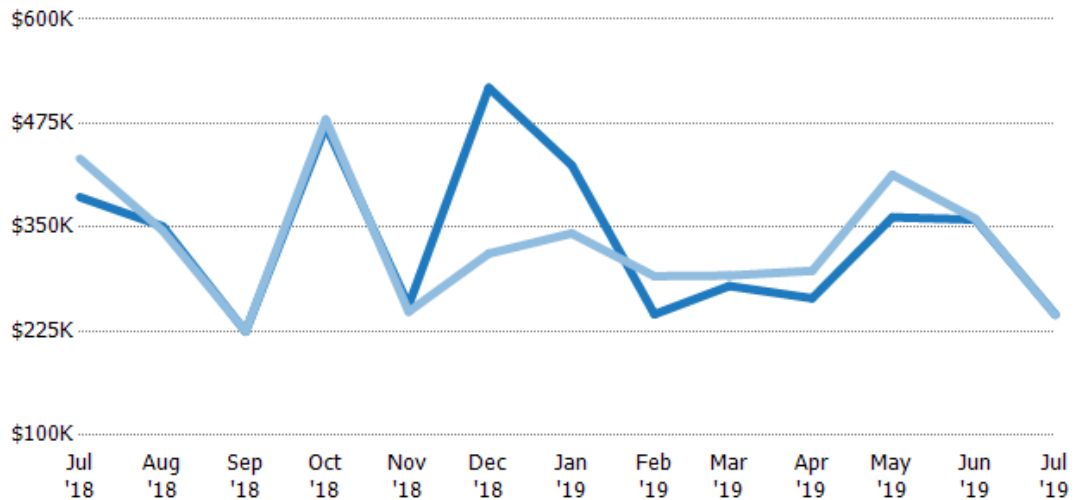
Average Sales Price vs Average Est Value

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$386K	\$351K	\$225K	\$472K	\$256K	\$518K	\$425K	\$245K	\$279K	\$265K	\$362K	\$359K	\$245K
Avg Sales Price	\$432K	\$346K	\$225K	\$480K	\$249K	\$318K	\$343K	\$291K	\$292K	\$298K	\$413K	\$360K	\$244K
Avg Sales Price as a % of Avg Est Value	112%	99%	100%	102%	97%	61%	81%	119%	105%	112%	114%	100%	100%

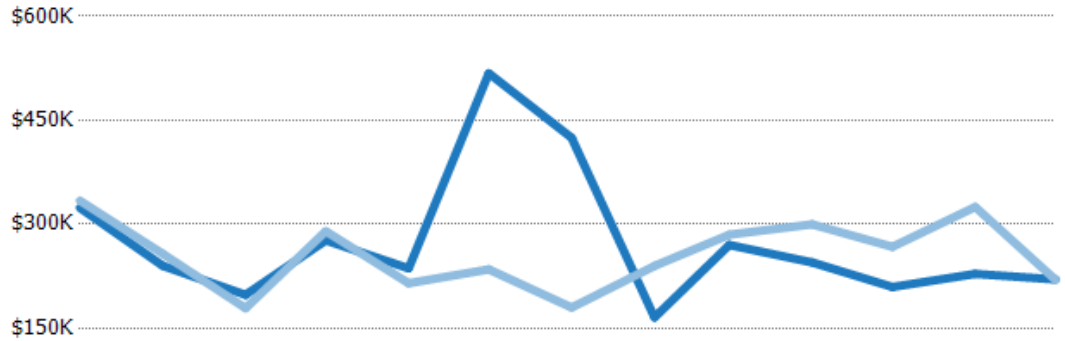
Median Sales Price vs Median Est Value

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$324K	\$240K	\$198K	\$277K	\$236K	\$518K	\$425K	\$166K	\$270K	\$245K	\$210K	\$228K	\$221K
Median Sales Price	\$334K	\$257K	\$179K	\$290K	\$215K	\$235K	\$180K	\$240K	\$285K	\$300K	\$268K	\$325K	\$220K
Med Sales Price as a % of Med Est Value	103%	107%	90%	105%	91%	45%	42%	145%	105%	122%	128%	142%	100%