

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	8	+87.5%	104	81	+28.4%
New Listing Volume	\$3,211,800	\$1,575,200	+103.9%	\$25,827,288	\$19,180,499	+34.7%
Active Listing Count	33	24	+37.5%	N/A	N/A	
Active Listing Volume	\$10,164,000	\$6,878,500	+47.8%	N/A	N/A	
Average Listing Price	\$308,000	\$286,604	+7.5%	\$301,872	\$287,644	+4.9%
Median Listing Price	\$269,000	\$277,450	-3%	\$267,897	\$256,524	+4.4%
Median Days in RPR	68	78.5	-13.4%	70.86	66.77	+6.1%
Months of Inventory	1.7	4	-56.6%	3.6	2.7	+34.7%
Absorption Rate	57.58%	25%	+32.6%	27.5%	37.06%	-9.6%
Sales Activity Charts Metrics						
New Pending Sales Count	13	7	+85.7%	89	79	+12.7%
New Pending Sales Volume	\$3,422,488	\$1,259,200	+171.8%	\$20,456,588	\$16,922,799	+20.9%
Pending Sales Count	22	10	+120%	N/A	N/A	
Pending Sales Volume	\$5,344,888	\$2,013,100	+165.5%	N/A	N/A	
Closed Sales Count	8	17	-52.9%	63	66	-4.5%
Closed Sales Volume	\$1,681,000	\$3,700,499	-54.6%	\$14,224,505	\$13,743,449	+3.5%
Average Sales Price	\$210,125	\$217,676	-3.5%	\$225,786	\$208,234	+8.4%
Median Sales Price	\$229,500	\$212,000	+8.3%	\$218,179	\$194,527	+12.2%

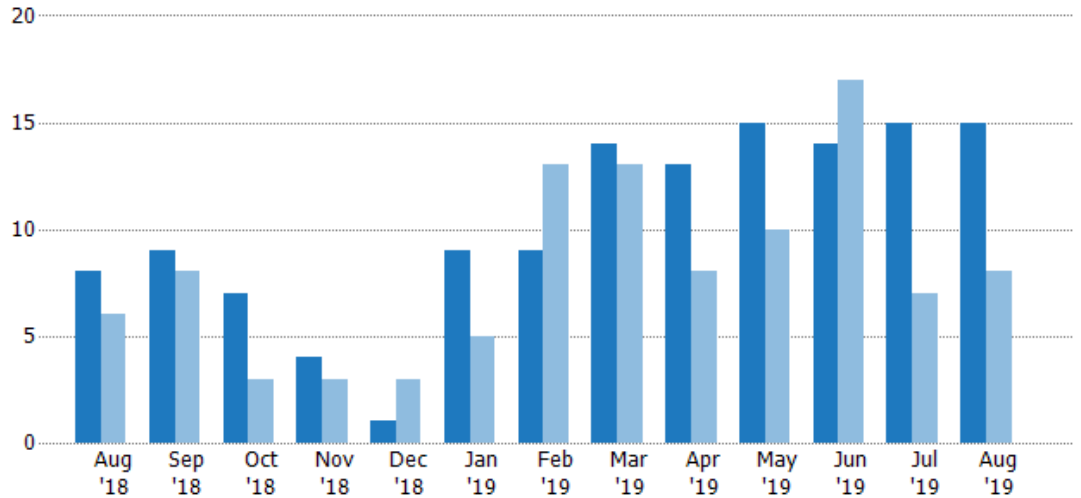
New Listings

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.
Aug '19	15	87.5%
Aug '18	8	33.3%
Aug '17	6	83.3%



Current Year	8	9	7	4	1	9	9	14	13	15	14	15	15
Prior Year	6	8	3	3	3	5	13	13	8	10	17	7	8
Percent Change from Prior Year	33%	13%	133%	33%	-67%	80%	-31%	8%	63%	50%	-18%	114%	88%

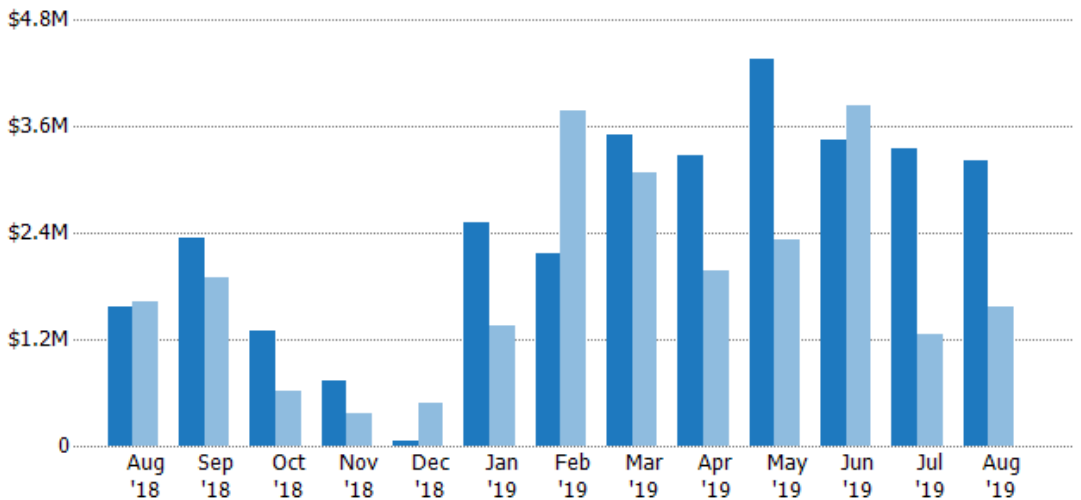
New Listing Volume

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.
Aug '19	\$3.21M	103.9%
Aug '18	\$1.58M	-3.4%
Aug '17	\$1.63M	19.9%



Current Year	\$1.58M	\$2.34M	\$1.3M	\$728K	\$56.5K	\$2.51M	\$2.17M	\$3.51M	\$3.27M	\$4.36M	\$3.45M	\$3.34M	\$3.21M
Prior Year	\$1.63M	\$1.9M	\$617K	\$359K	\$488K	\$1.36M	\$3.77M	\$3.09M	\$1.97M	\$2.32M	\$3.84M	\$1.26M	\$1.58M
Percent Change from Prior Year	-3%	23%	111%	103%	-88%	84%	-43%	14%	66%	88%	-10%	165%	104%

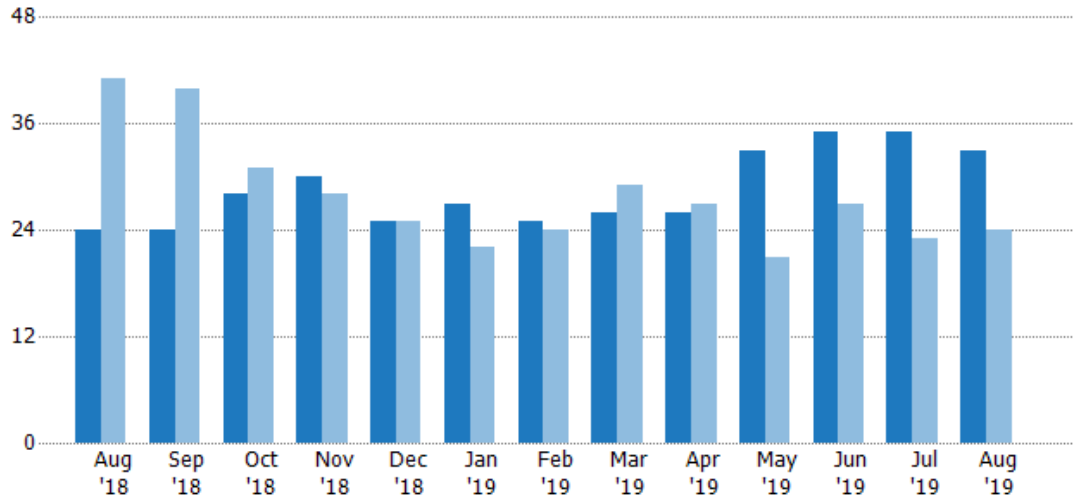
Active Listings

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.
Aug '19	33	37.5%
Aug '18	24	-41.5%
Aug '17	41	17.1%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	24	24	28	30	25	27	25	26	26	33	35	35	33
Prior Year	41	40	31	28	25	22	24	29	27	21	27	23	24
Percent Change from Prior Year	-41%	-40%	-10%	7%	0%	23%	4%	-10%	-4%	57%	30%	52%	38%

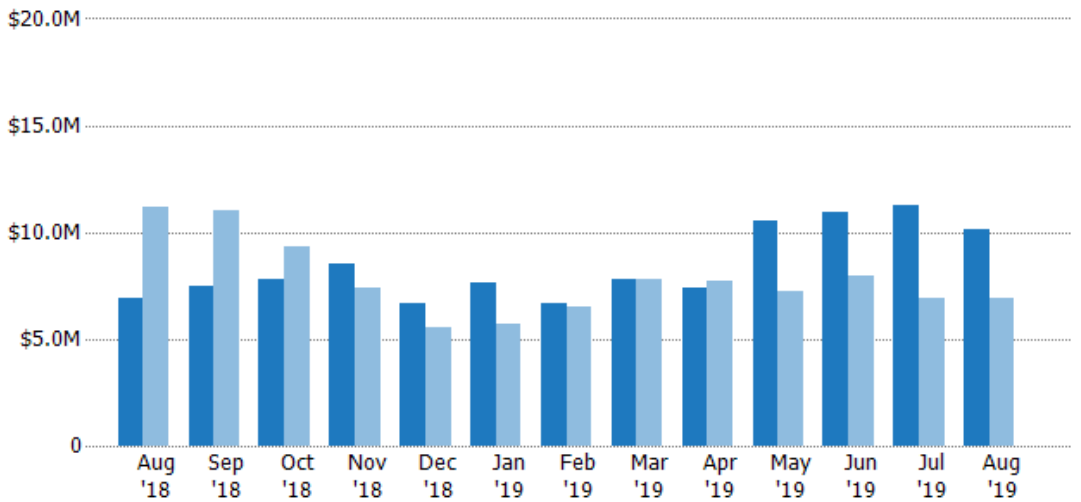
Active Listing Volume

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.
Aug '19	\$10.2M	47.8%
Aug '18	\$6.88M	-38.3%
Aug '17	\$11.1M	9.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$6.88M	\$7.48M	\$7.8M	\$8.55M	\$6.66M	\$7.62M	\$6.66M	\$7.82M	\$7.42M	\$10.5M	\$11M	\$11.3M	\$10.2M
Prior Year	\$11.1M	\$11.1M	\$9.35M	\$7.38M	\$5.58M	\$5.67M	\$6.51M	\$7.79M	\$7.75M	\$7.23M	\$7.94M	\$6.91M	\$6.88M
Percent Change from Prior Year	-38%	-32%	-17%	16%	19%	34%	2%	0%	-4%	46%	38%	63%	48%

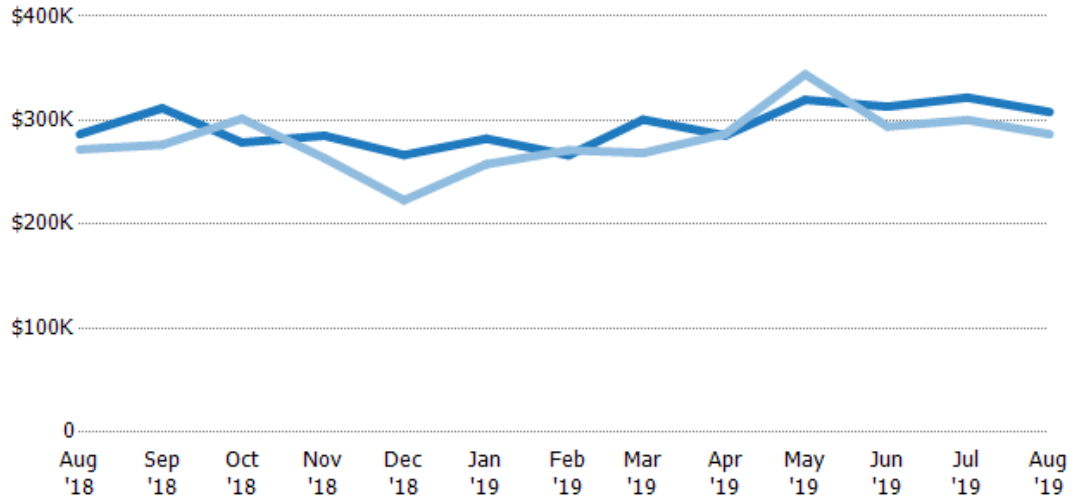
Average Listing Price

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.
Aug '19	\$308K	7.5%
Aug '18	\$287K	5.4%
Aug '17	\$272K	-6.7%



Current Year	\$287K	\$312K	\$279K	\$285K	\$267K	\$282K	\$266K	\$301K	\$285K	\$320K	\$313K	\$322K	\$308K
Prior Year	\$272K	\$276K	\$301K	\$264K	\$223K	\$258K	\$271K	\$269K	\$287K	\$344K	\$294K	\$300K	\$287K
Percent Change from Prior Year	5%	13%	-8%	8%	19%	9%	-2%	12%	-1%	-7%	7%	7%	7%

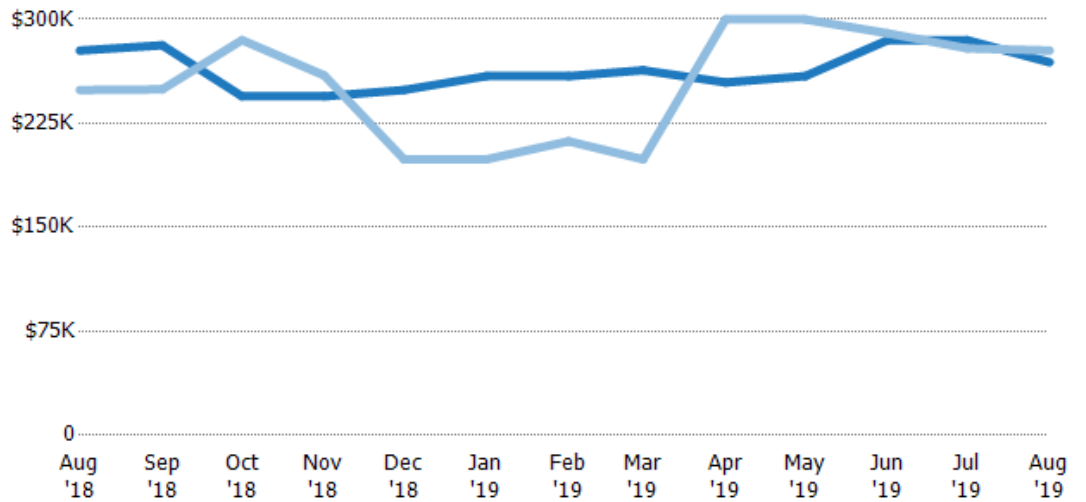
Median Listing Price

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.
Aug '19	\$269K	-3%
Aug '18	\$277K	11.4%
Aug '17	\$249K	-15.7%



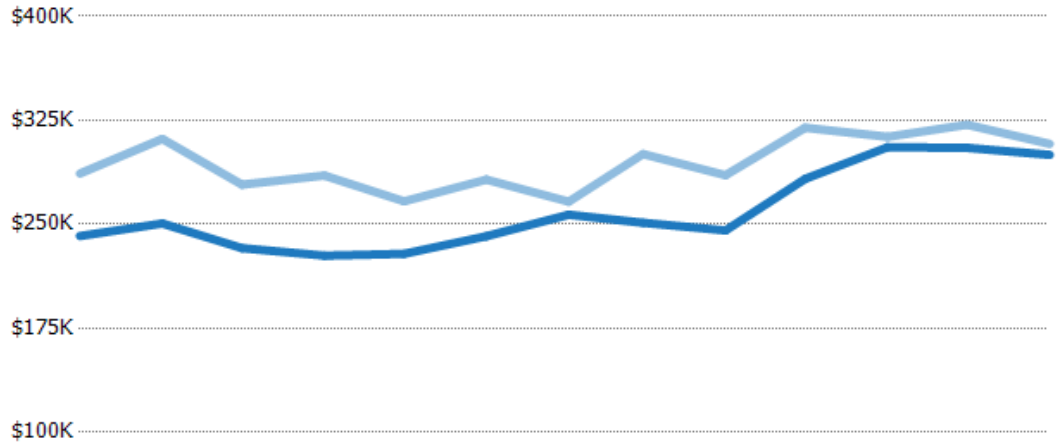
Current Year	\$277K	\$281K	\$244K	\$244K	\$249K	\$259K	\$259K	\$263K	\$254K	\$259K	\$285K	\$285K	\$269K
Prior Year	\$249K	\$250K	\$285K	\$259K	\$199K	\$199K	\$212K	\$199K	\$300K	\$300K	\$290K	\$279K	\$277K
Percent Change from Prior Year	11%	13%	-14%	-6%	25%	30%	22%	32%	-15%	-14%	-2%	2%	-3%

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



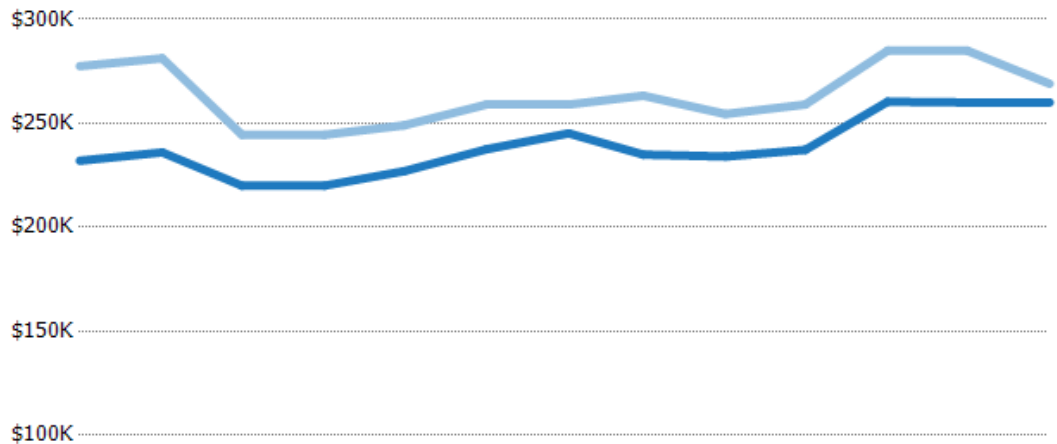
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$242K	\$251K	\$233K	\$227K	\$229K	\$241K	\$257K	\$251K	\$246K	\$283K	\$306K	\$305K	\$300K
Avg Listing Price	\$287K	\$312K	\$279K	\$285K	\$267K	\$282K	\$266K	\$301K	\$285K	\$320K	\$313K	\$322K	\$308K
Avg Listing Price as a % of Avg Est Value	119%	124%	120%	125%	117%	117%	104%	120%	116%	113%	102%	105%	103%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$232K	\$236K	\$220K	\$220K	\$227K	\$238K	\$245K	\$235K	\$234K	\$237K	\$260K	\$260K	\$260K
Median Listing Price	\$277K	\$281K	\$244K	\$244K	\$249K	\$259K	\$259K	\$263K	\$254K	\$259K	\$285K	\$285K	\$269K
Med Listing Price as a % of Med Est Value	120%	119%	111%	111%	110%	109%	106%	112%	109%	109%	109%	110%	103%

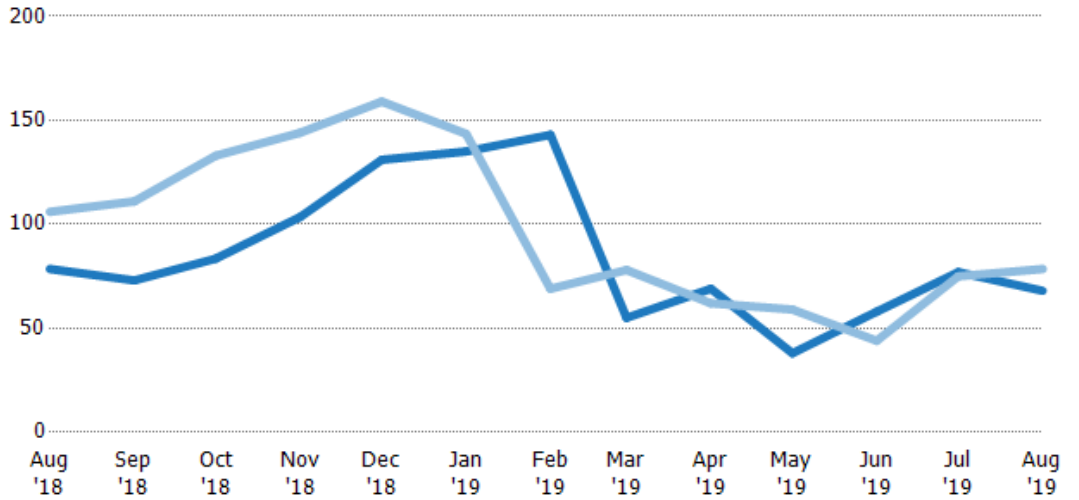
Median Days in RPR

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.
Aug '19	68	-13.4%
Aug '18	78.5	-25.9%
Aug '17	106	0.9%



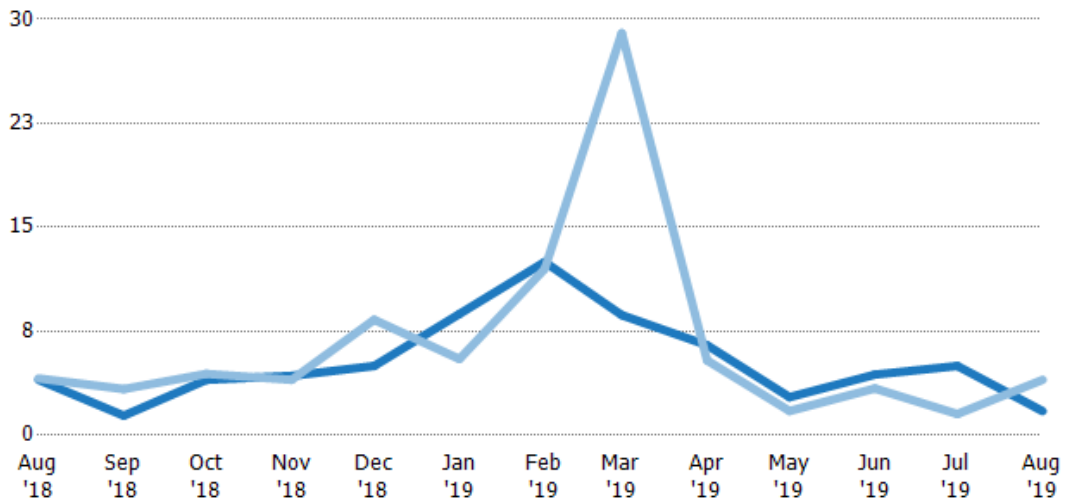
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	78.5	73	83.5	104	131	135	143	55	69	38	58	77	68
Prior Year	106	111	133	144	159	144	69	78	62	59	44	75	78.5
Percent Change from Prior Year	-26%	-34%	-37%	-28%	-18%	-6%	107%	-29%	11%	-36%	32%	3%	-13%

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



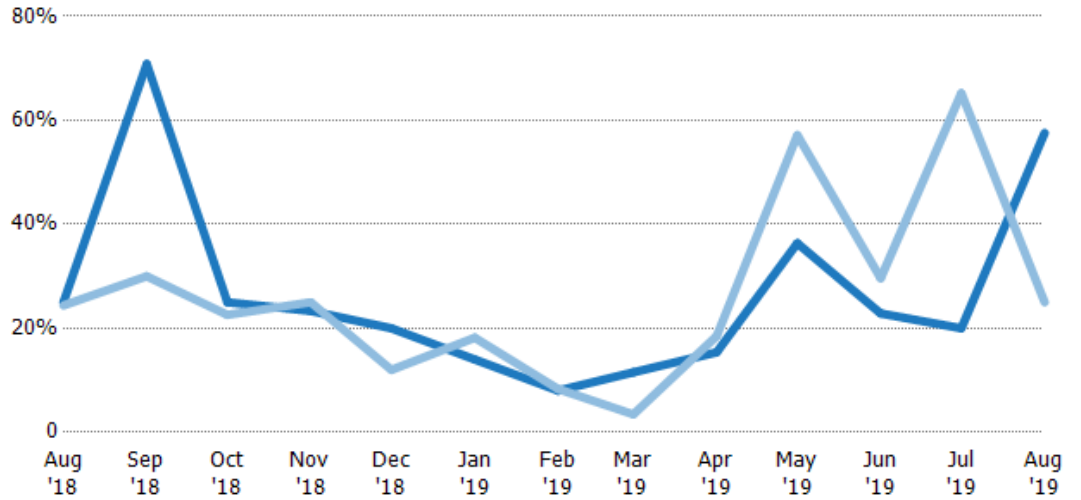
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	4	1.41	4	4.29	5	8.75	12.5	8.67	6.5	2.75	4.38	5	1.74
Prior Year	4.1	3.33	4.43	4	8.33	5.5	12	29	5.4	1.75	3.38	1.53	4
Percent Change from Prior Year	-2%	-58%	-10%	7%	-40%	-100%	4%	-70%	20%	57%	30%	226%	-57%

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



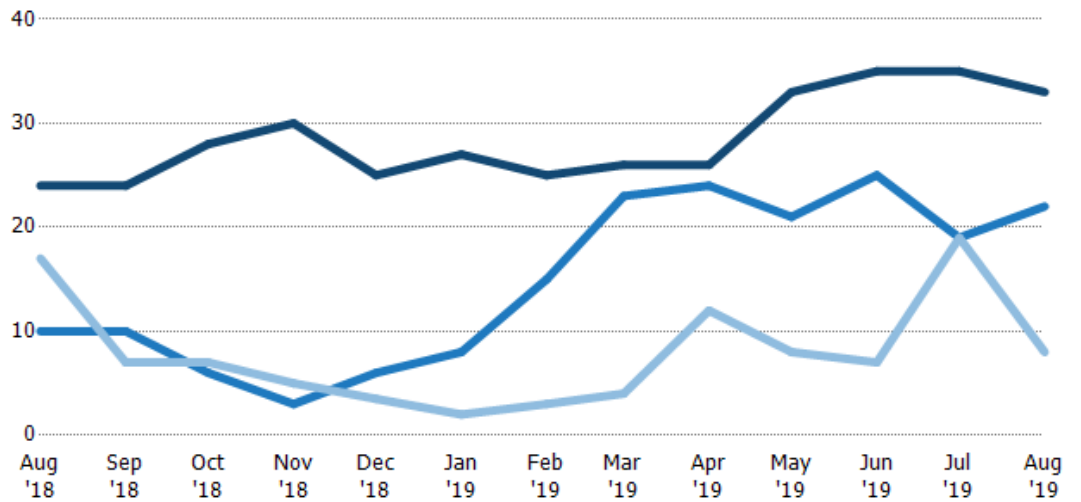
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	25%	71%	25%	23%	20%	14%	8%	12%	15%	36%	23%	20%	58%
Prior Year	24%	30%	23%	25%	12%	18%	8%	3%	19%	57%	30%	65%	25%
Change from Prior Year	-1%	-41%	-2%	2%	-8%	18%	0%	-8%	3%	21%	7%	45%	-33%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	24	24	28	30	25	27	25	26	26	33	35	35	33
Pending	10	10	6	3	6	8	15	23	24	21	25	19	22
Sold	17	7	7	5	3.5	2	3	4	12	8	7	19	8

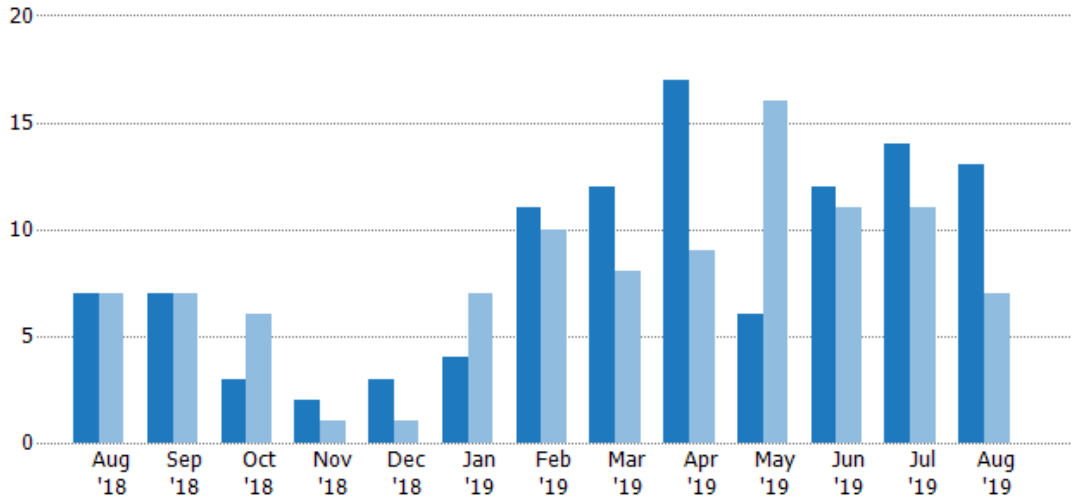
New Pending Sales

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.
Aug '19	13	85.7%
Aug '18	7	0%
Aug '17	7	-42.9%



Current Year	7	7	3	2	3	4	11	12	17	6	12	14	13
Prior Year	7	7	6	1	1	7	10	8	9	16	11	11	7
Percent Change from Prior Year	0%	0%	-50%	100%	200%	-43%	10%	50%	89%	-63%	9%	27%	86%

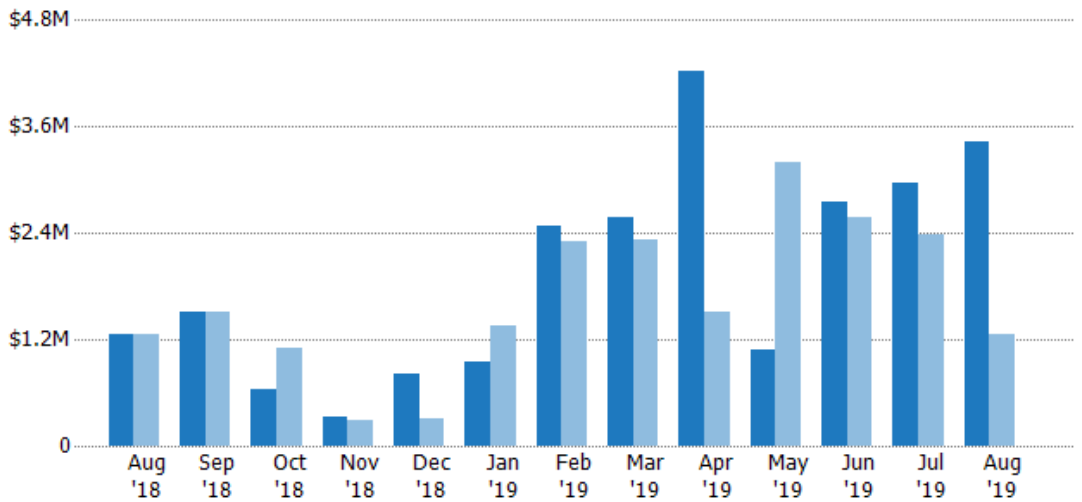
New Pending Sales Volume

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.
Aug '19	\$3.42M	171.8%
Aug '18	\$1.26M	-0.2%
Aug '17	\$1.26M	-29.9%



Current Year	\$1.26M	\$1.51M	\$632K	\$319K	\$814K	\$941K	\$2.48M	\$2.57M	\$4.23M	\$1.09M	\$2.75M	\$2.97M	\$3.42M
Prior Year	\$1.26M	\$1.51M	\$1.1M	\$285K	\$300K	\$1.36M	\$2.31M	\$2.33M	\$1.52M	\$3.19M	\$2.57M	\$2.39M	\$1.26M
Percent Change from Prior Year	0%	-1%	-42%	12%	171%	-31%	8%	10%	179%	-66%	7%	24%	172%

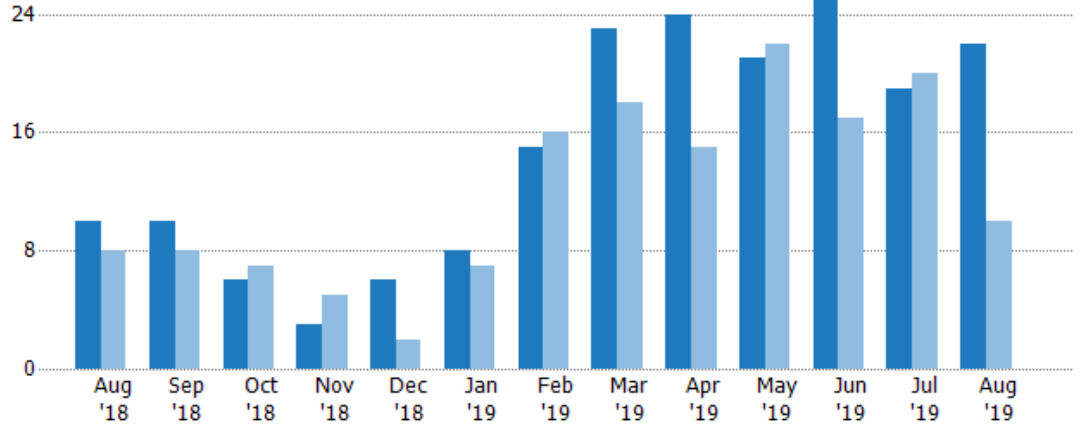
Pending Sales

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.
Aug '19	22	120%
Aug '18	10	25%
Aug '17	8	37.5%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10	10	6	3	6	8	15	23	24	21	25	19	22
Prior Year	8	8	7	5	2	7	16	18	15	22	17	20	10
Percent Change from Prior Year	25%	25%	-14%	-40%	200%	14%	-6%	28%	60%	-5%	47%	-5%	120%

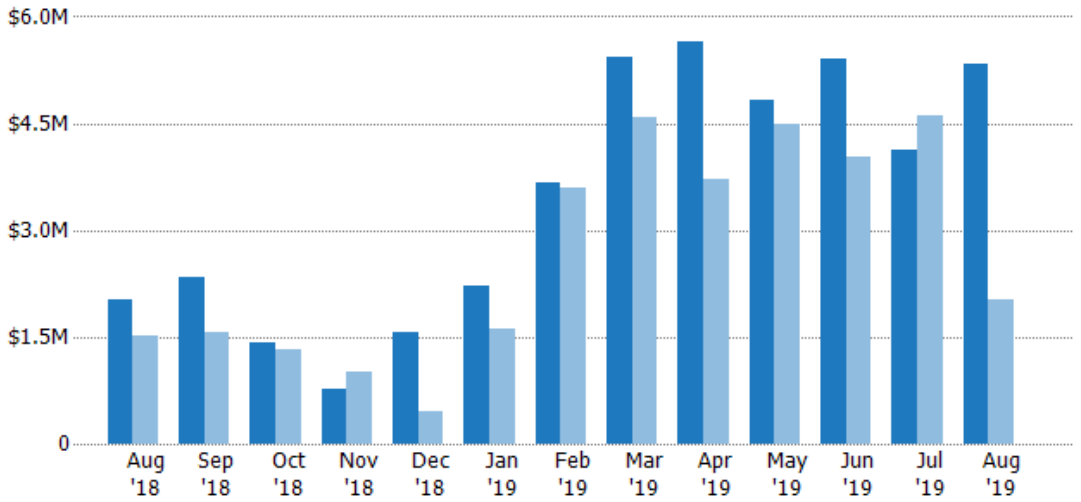
Pending Sales Volume

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.
Aug '19	\$5.34M	165.5%
Aug '18	\$2.01M	32%
Aug '17	\$1.52M	34.6%



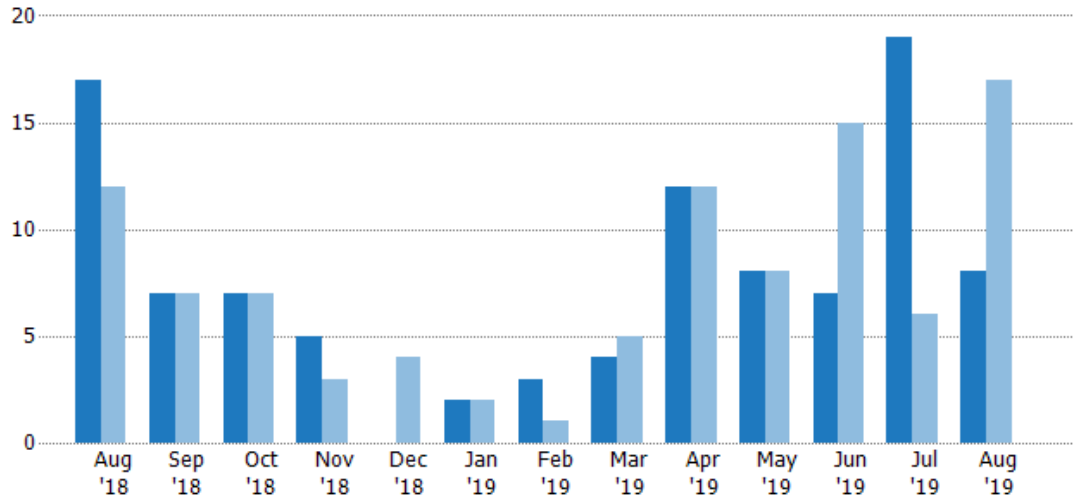
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$2.01M	\$2.35M	\$1.43M	\$761K	\$1.57M	\$2.21M	\$3.67M	\$5.42M	\$5.64M	\$4.82M	\$5.41M	\$4.12M	\$5.34M
Prior Year	\$1.52M	\$1.58M	\$1.32M	\$999K	\$447K	\$1.61M	\$3.59M	\$4.59M	\$3.72M	\$4.49M	\$4.02M	\$4.6M	\$2.01M
Percent Change from Prior Year	32%	49%	8%	-24%	252%	37%	2%	18%	52%	7%	35%	-10%	166%

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



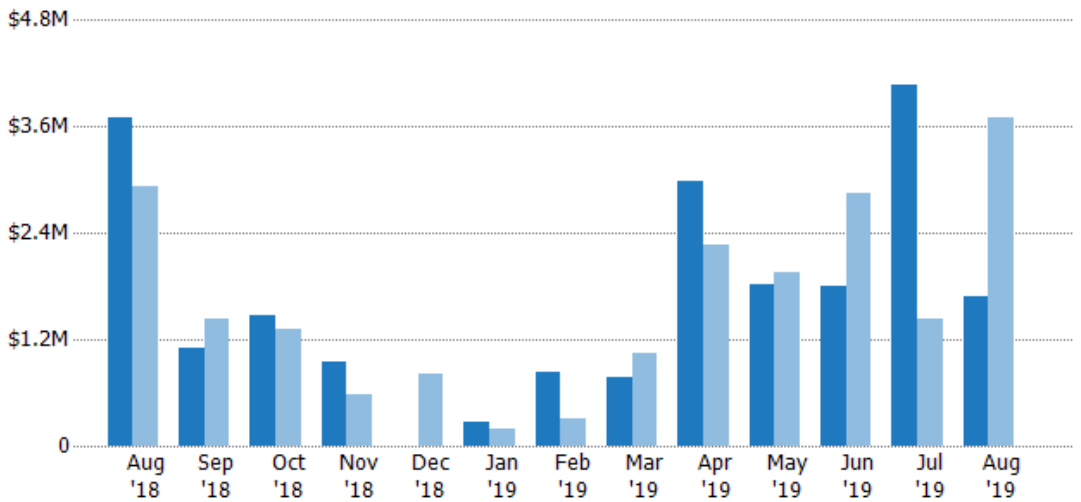
Current Year	17	7	7	5	-	2	3	4	12	8	7	19	8
Prior Year	12	7	7	3	4	2	1	5	12	8	15	6	17
Percent Change from Prior Year	42%	0%	0%	67%	-100%	0%	200%	-20%	0%	0%	-53%	217%	-53%

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



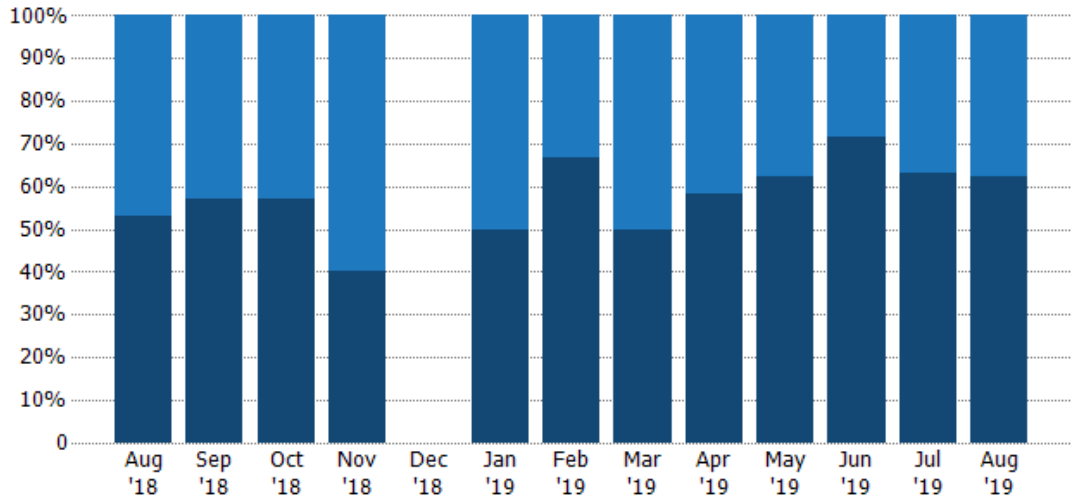
Current Year	\$3.7M	\$1.11M	\$1.47M	\$951K	-	\$274K	\$824K	\$780K	\$2.98M	\$1.82M	\$1.81M	\$4.06M	\$1.68M
Prior Year	\$2.93M	\$1.43M	\$1.32M	\$574K	\$819K	\$182K	\$310K	\$1.05M	\$2.27M	\$1.96M	\$2.85M	\$1.43M	\$3.7M
Percent Change from Prior Year	26%	-22%	11%	66%	-100%	51%	166%	-26%	31%	-7%	-37%	185%	-55%

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



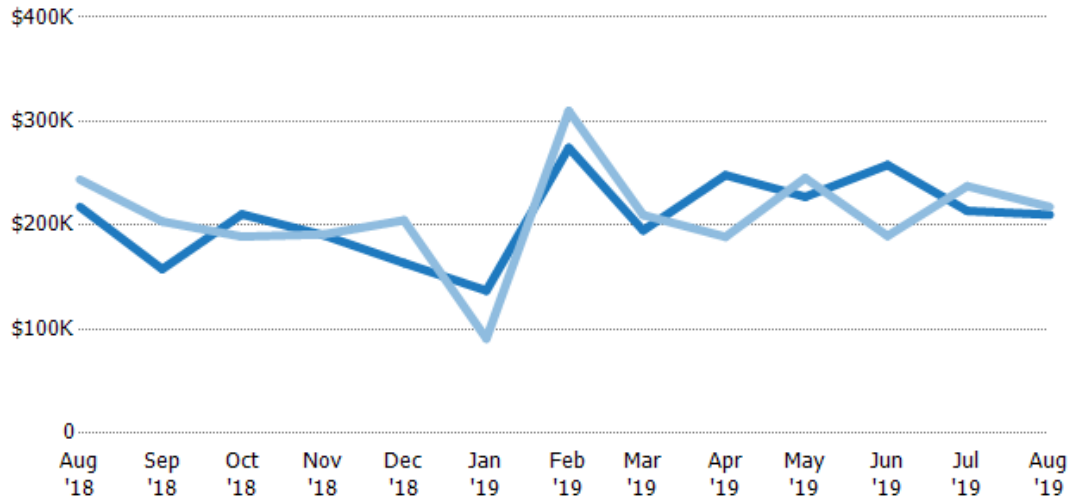
Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Condo/Townhouse	47%	43%	43%	60%	-	50%	33%	50%	42%	38%	29%	37%	38%
Single Family Residence	53%	57%	57%	40%	-	50%	67%	50%	58%	63%	71%	63%	63%

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



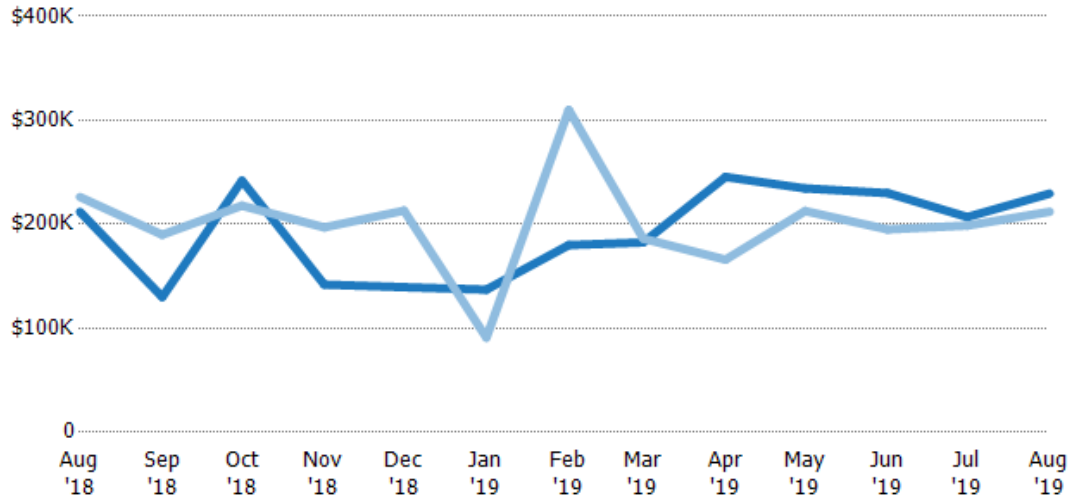
Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$195K	\$248K	\$227K	\$258K	\$214K	\$210K
Prior Year	\$244K	\$204K	\$189K	\$191K	\$205K	\$91K	\$310K	\$210K	\$189K	\$245K	\$190K	\$238K	\$218K
Percent Change from Prior Year	-11%	-22%	11%	-1%	-100%	51%	-11%	-7%	31%	-7%	36%	-10%	-3%

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



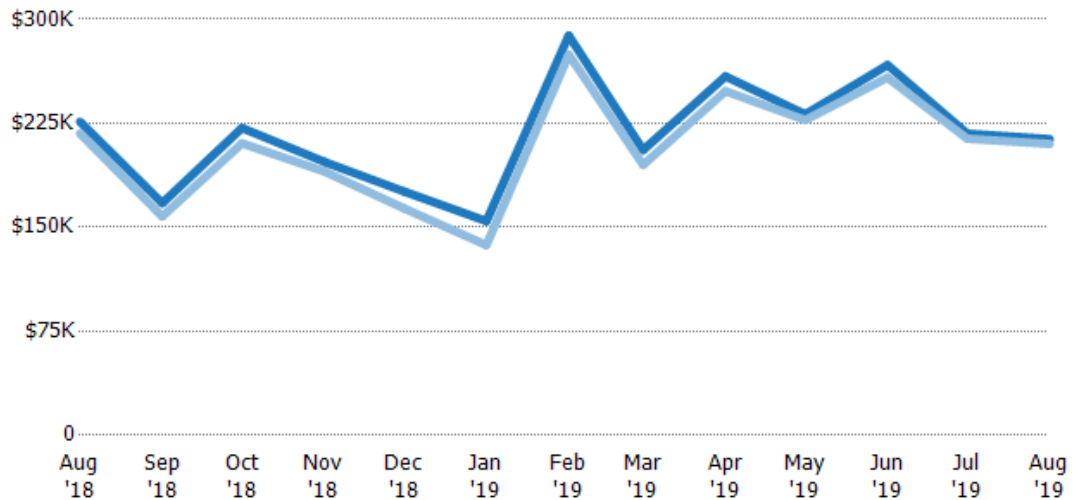
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$183K	\$246K	\$235K	\$230K	\$207K	\$230K
Prior Year	\$226K	\$190K	\$218K	\$197K	\$213K	\$91K	\$310K	\$186K	\$166K	\$213K	\$195K	\$199K	\$212K
Percent Change from Prior Year	-6%	-32%	11%	-28%	-100%	51%	-42%	-2%	48%	10%	18%	4%	8%

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



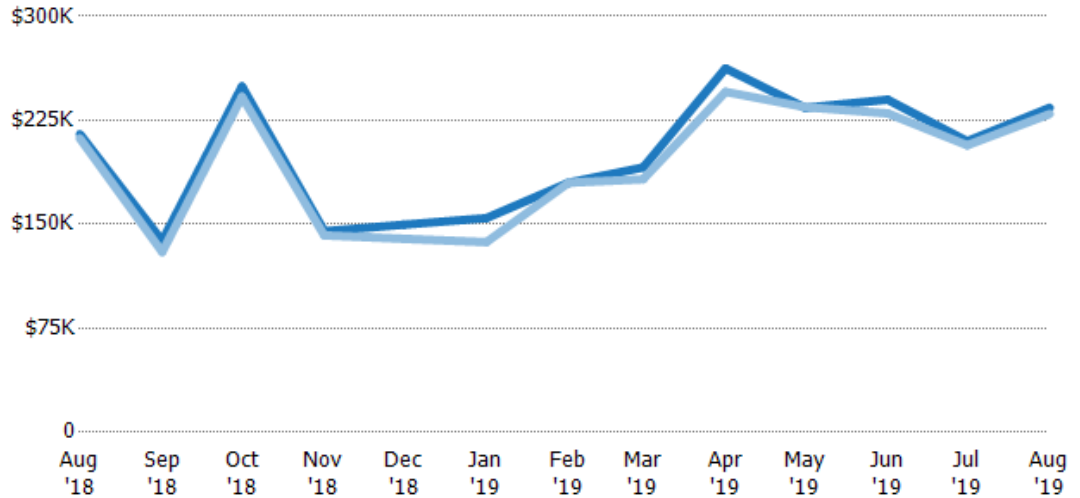
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$206K	\$259K	\$231K	\$267K	\$218K	\$214K
Avg Sales Price	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$195K	\$248K	\$227K	\$258K	\$214K	\$210K
Avg Sales Price as a % of Avg List Price	96%	94%	95%	96%	93%	89%	95%	95%	96%	98%	97%	98%	98%

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



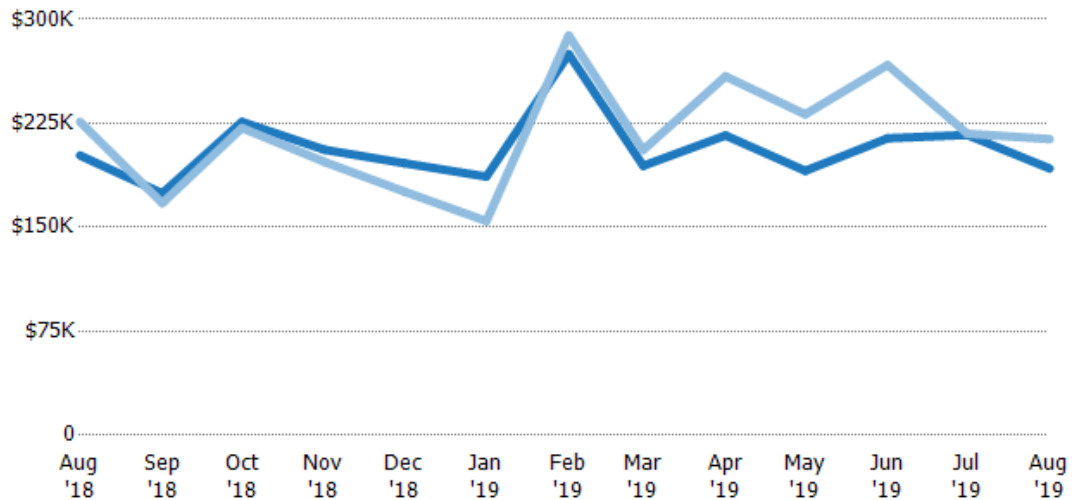
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$191K	\$262K	\$234K	\$240K	\$210K	\$234K
Median Sales Price	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$183K	\$246K	\$235K	\$230K	\$207K	\$230K
Med Sales Price as a % of Med List Price	99%	94%	97%	98%	93%	89%	100%	96%	94%	100%	96%	99%	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
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



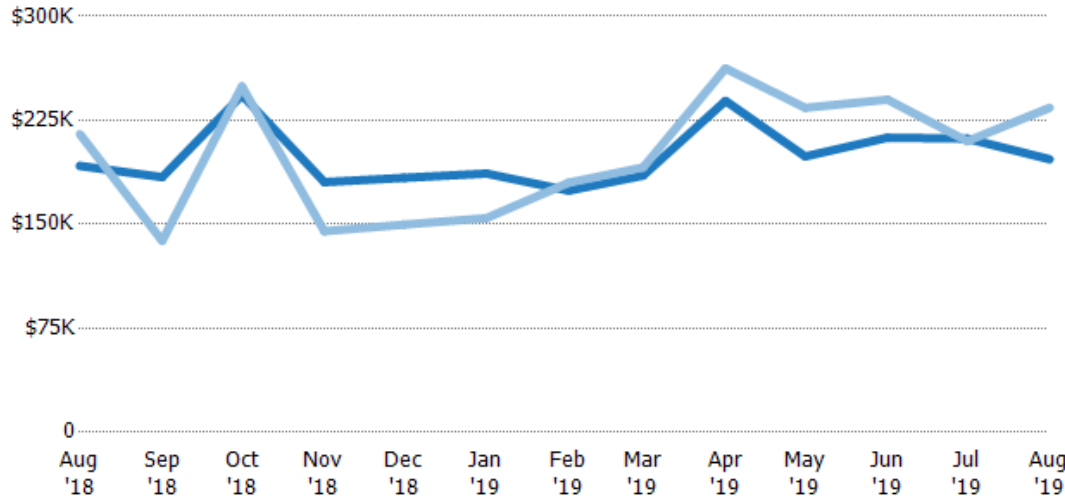
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$202K	\$174K	\$226K	\$206K	\$196K	\$187K	\$275K	\$194K	\$216K	\$191K	\$214K	\$217K	\$192K
Avg Sales Price	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$206K	\$259K	\$231K	\$267K	\$218K	\$214K
Avg Sales Price as a % of Avg Est Value	112%	96%	98%	96%	89%	83%	105%	106%	120%	121%	125%	100%	111%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$192K	\$184K	\$243K	\$180K	\$184K	\$187K	\$174K	\$185K	\$239K	\$199K	\$213K	\$212K	\$197K
Median Sales Price	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$191K	\$262K	\$234K	\$240K	\$210K	\$234K
Med Sales Price as a % of Med Est Value	112%	75%	103%	80%	82%	83%	103%	103%	110%	118%	113%	99%	119%