

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	15	7	+114.3%	89	73	+21.9%
New Listing Volume	\$3,343,788	\$1,260,900	+165.2%	\$22,615,488	\$17,605,299	+28.5%
Active Listing Count	35	23	+52.2%	N/A	N/A	
Active Listing Volume	\$11,263,088	\$6,907,500	+63.1%	N/A	N/A	
Average Listing Price	\$321,803	\$300,326	+7.2%	\$300,895	\$287,788	+4.6%
Median Listing Price	\$284,900	\$279,000	+2.1%	\$267,721	\$253,621	+5.6%
Median Days in RPR	77	75	+2.7%	71.27	62.69	+13.7%
Months of Inventory	5	1.5	+226.1%	4.2	2.8	+49%
Absorption Rate	20%	65.22%	-45.2%	23.67%	35.26%	-11.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	14	11	+27.3%	76	72	+5.6%
New Pending Sales Volume	\$2,969,300	\$2,385,800	+24.5%	\$17,034,100	\$15,663,599	+8.7%
Pending Sales Count	19	20	-5%	N/A	N/A	
Pending Sales Volume	\$4,119,700	\$4,598,699	-10.4%	N/A	N/A	
Closed Sales Count	19	6	+216.7%	55	49	+12.2%
Closed Sales Volume	\$4,063,335	\$1,425,400	+185.1%	\$12,543,505	\$10,042,950	+24.9%
Average Sales Price	\$213,860	\$237,567	-10%	\$228,064	\$204,958	+11.3%
Median Sales Price	\$207,000	\$198,750	+4.2%	\$216,532	\$188,464	+14.9%

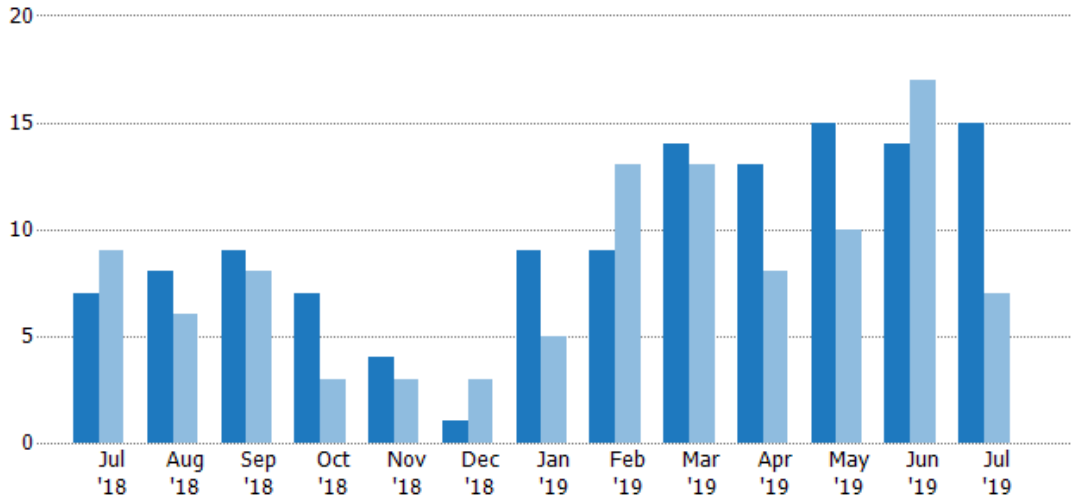
## New Listings

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.
Jul '19	15	114.3%
Jul '18	7	-22.2%
Jul '17	9	-11.1%



Current Year	7	8	9	7	4	1	9	9	14	13	15	14	15
Prior Year	9	6	8	3	3	3	5	13	13	8	10	17	7
Percent Change from Prior Year	-22%	33%	13%	133%	33%	-67%	80%	-31%	8%	63%	50%	-18%	114%

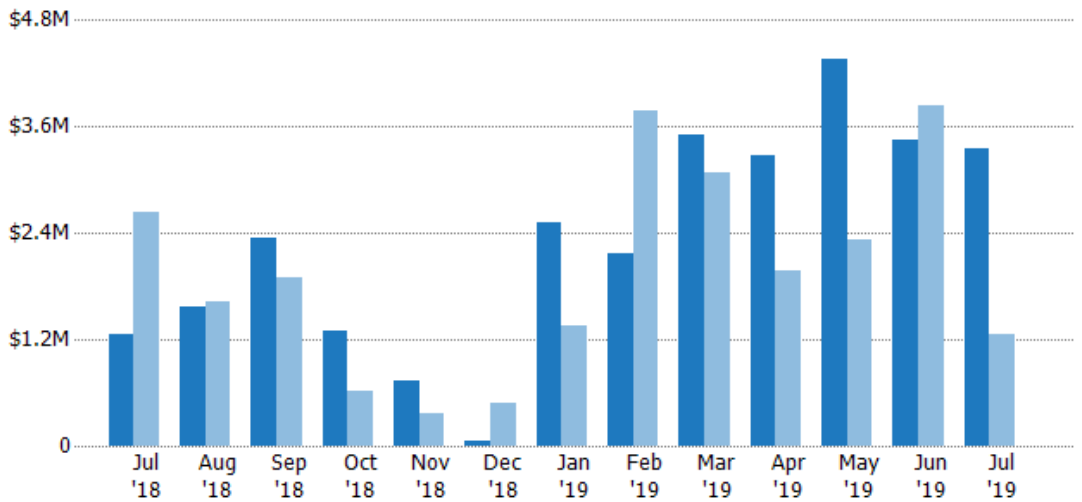
## New Listing Volume

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.
Jul '19	\$3.34M	165.2%
Jul '18	\$1.26M	-52%
Jul '17	\$2.63M	3.8%



Current Year	\$1.26M	\$1.58M	\$2.34M	\$1.3M	\$728K	\$56.5K	\$2.51M	\$2.17M	\$3.51M	\$3.27M	\$4.36M	\$3.45M	\$3.34M
Prior Year	\$2.63M	\$1.63M	\$1.9M	\$617K	\$359K	\$488K	\$1.36M	\$3.77M	\$3.09M	\$1.97M	\$2.32M	\$3.84M	\$1.26M
Percent Change from Prior Year	-52%	-3%	23%	111%	103%	-88%	84%	-43%	14%	66%	88%	-10%	165%

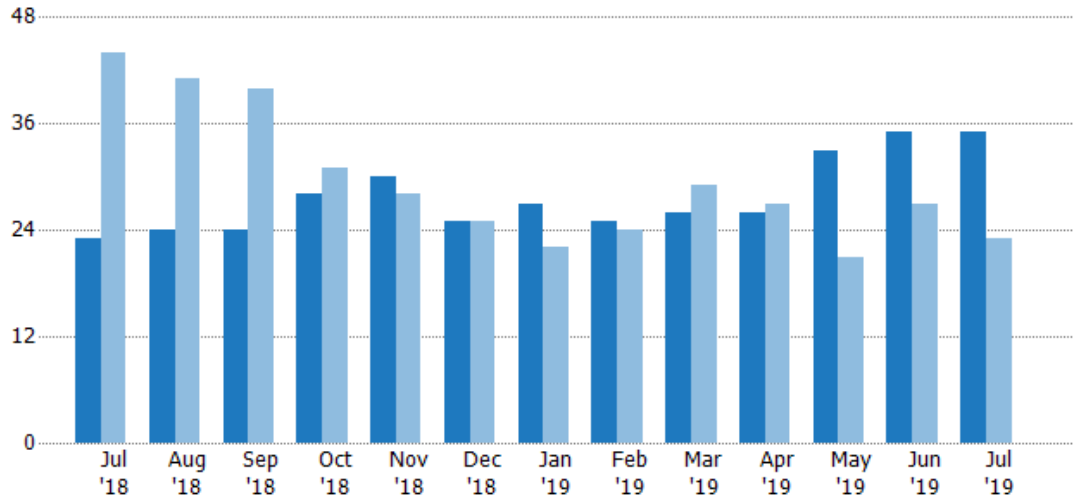
## Active Listings

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.
Jul '19	35	52.2%
Jul '18	23	-47.7%
Jul '17	44	0%



Current Year	23	24	24	28	30	25	27	25	26	26	33	35	35
Prior Year	44	41	40	31	28	25	22	24	29	27	21	27	23
Percent Change from Prior Year	-48%	-41%	-40%	-10%	7%	0%	23%	4%	-10%	-4%	57%	30%	52%

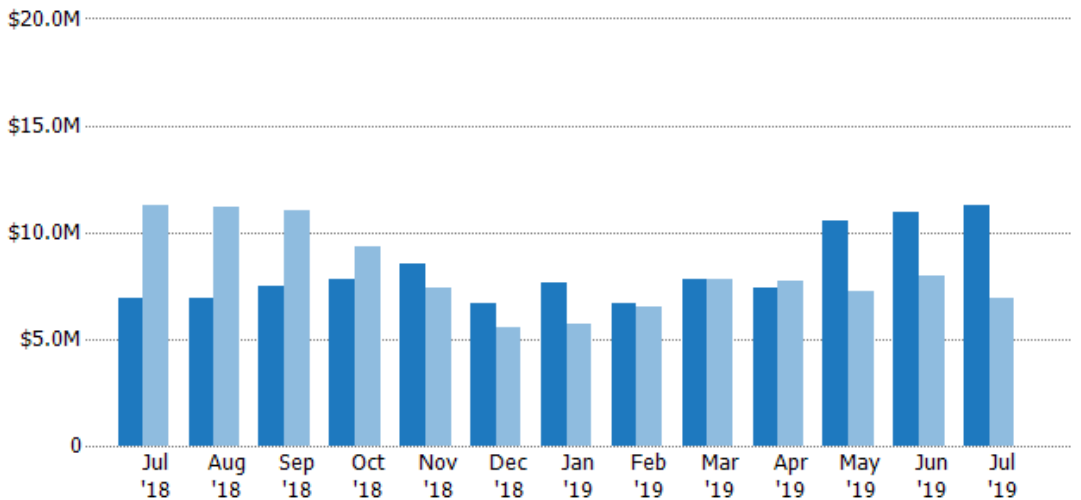
## Active Listing Volume

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.
Jul '19	\$11.3M	63.1%
Jul '18	\$6.91M	-38.5%
Jul '17	\$11.2M	6.2%



Current Year	\$6.91M	\$6.88M	\$7.48M	\$7.8M	\$8.55M	\$6.66M	\$7.62M	\$6.66M	\$7.82M	\$7.42M	\$10.5M	\$11M	\$11.3M
Prior Year	\$11.2M	\$11.1M	\$11.1M	\$9.35M	\$7.38M	\$5.58M	\$5.67M	\$6.51M	\$7.79M	\$7.75M	\$7.23M	\$7.94M	\$6.91M
Percent Change from Prior Year	-38%	-38%	-32%	-17%	16%	19%	34%	2%	0%	-4%	46%	38%	63%

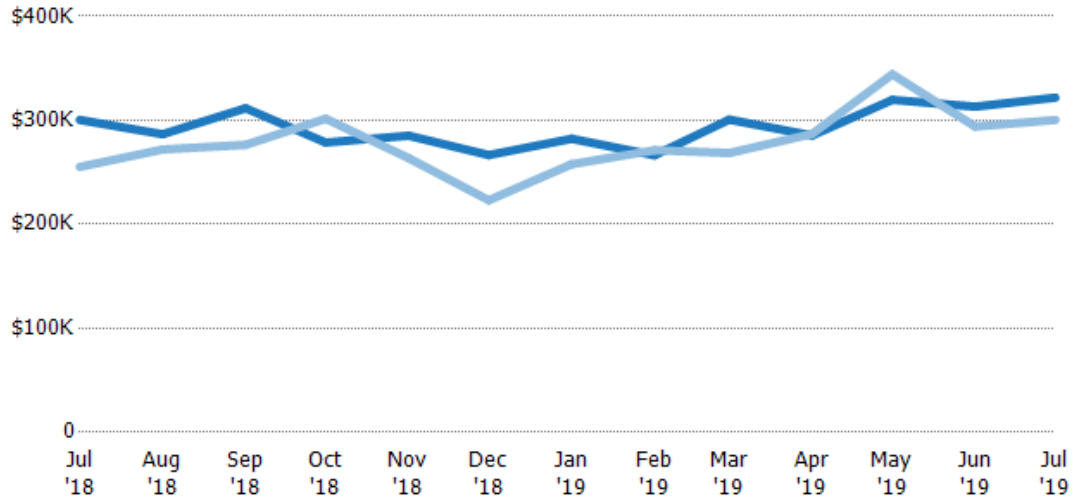
## Average Listing Price

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.
Jul '19	\$322K	7.2%
Jul '18	\$300K	17.7%
Jul '17	\$255K	6.2%



Current Year	\$300K	\$287K	\$312K	\$279K	\$285K	\$267K	\$282K	\$266K	\$301K	\$285K	\$320K	\$313K	\$322K
Prior Year	\$255K	\$272K	\$276K	\$301K	\$264K	\$223K	\$258K	\$271K	\$269K	\$287K	\$344K	\$294K	\$300K
Percent Change from Prior Year	18%	5%	13%	-8%	8%	19%	9%	-2%	12%	-1%	-7%	7%	7%

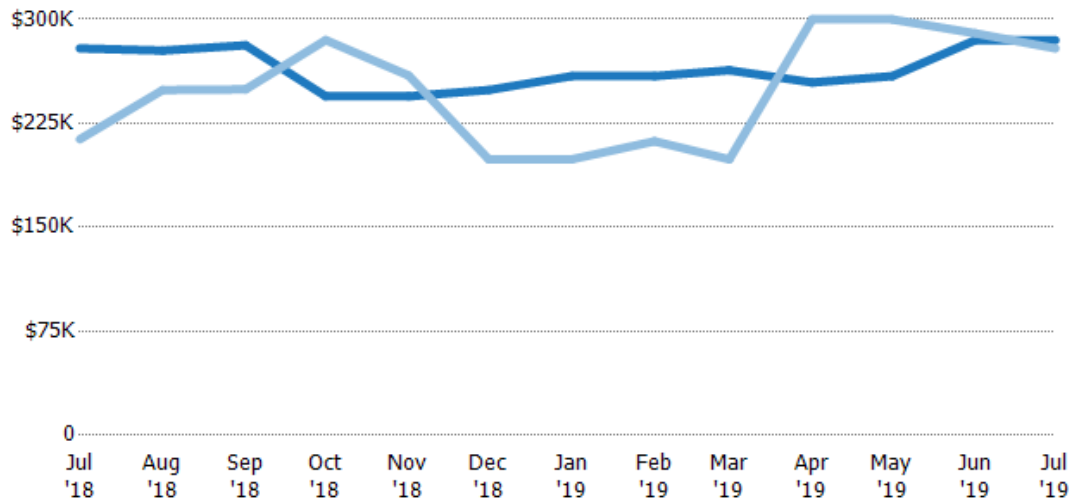
## Median Listing Price

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.
Jul '19	\$285K	2.1%
Jul '18	\$279K	30.7%
Jul '17	\$214K	6.7%



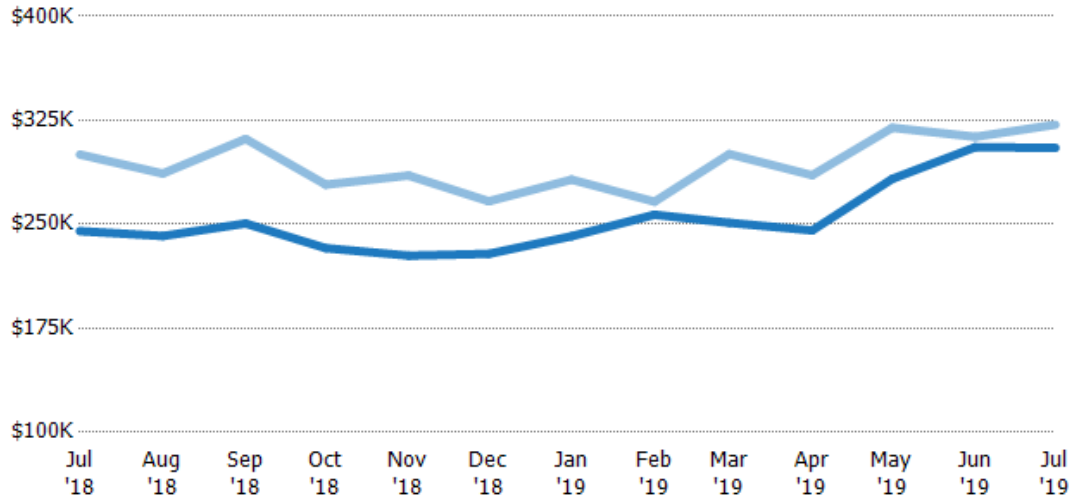
Current Year	\$279K	\$277K	\$281K	\$244K	\$244K	\$249K	\$259K	\$259K	\$263K	\$254K	\$259K	\$285K	\$285K
Prior Year	\$214K	\$249K	\$250K	\$285K	\$259K	\$199K	\$199K	\$212K	\$199K	\$300K	\$300K	\$290K	\$279K
Percent Change from Prior Year	31%	11%	13%	-14%	-6%	25%	30%	22%	32%	-15%	-14%	-2%	2%

## 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



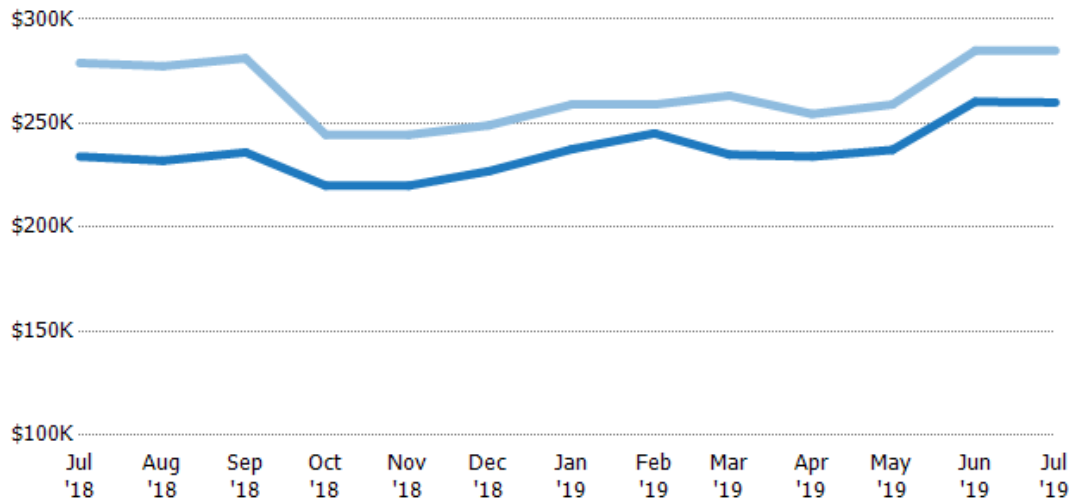
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$245K	\$242K	\$251K	\$233K	\$227K	\$229K	\$241K	\$257K	\$251K	\$246K	\$283K	\$306K	\$305K
Avg Listing Price	\$300K	\$287K	\$312K	\$279K	\$285K	\$267K	\$282K	\$266K	\$301K	\$285K	\$320K	\$313K	\$322K
Avg Listing Price as a % of Avg Est Value	123%	119%	124%	120%	125%	117%	117%	104%	120%	116%	113%	102%	105%

## 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



	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	\$234K	\$232K	\$236K	\$220K	\$220K	\$227K	\$238K	\$245K	\$235K	\$234K	\$237K	\$260K	\$260K
Median Listing Price	\$279K	\$277K	\$281K	\$244K	\$244K	\$249K	\$259K	\$259K	\$263K	\$254K	\$259K	\$285K	\$285K
Med Listing Price as a % of Med Est Value	119%	120%	119%	111%	111%	110%	109%	106%	112%	109%	109%	109%	110%

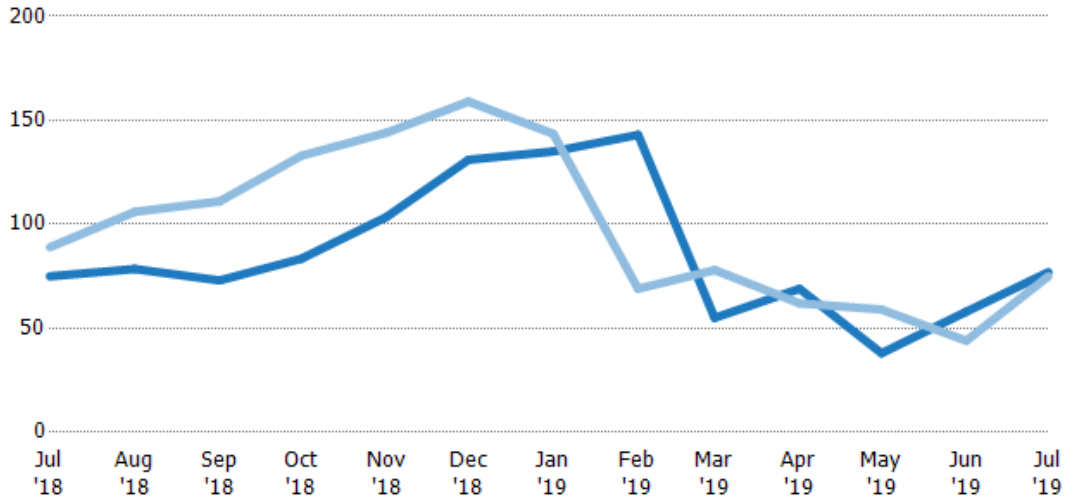
## Median Days in RPR

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.
Jul '19	77	2.7%
Jul '18	75	-15.7%
Jul '17	89	8.4%



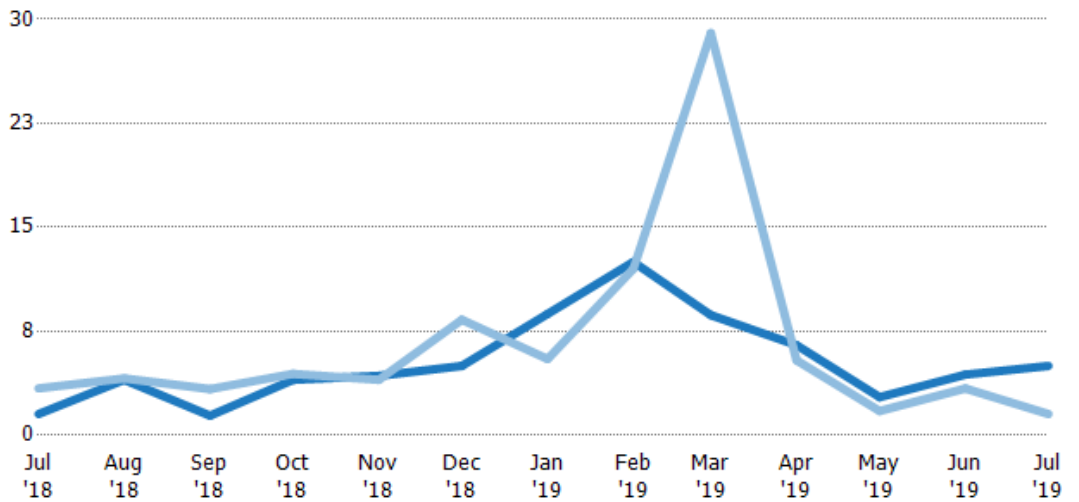
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	75	78.5	73	83.5	104	131	135	143	55	69	38	58	77
Prior Year	89	106	111	133	144	159	144	69	78	62	59	44	75
Percent Change from Prior Year	-16%	-26%	-34%	-37%	-28%	-18%	-6%	107%	-29%	11%	-36%	32%	3%

## 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



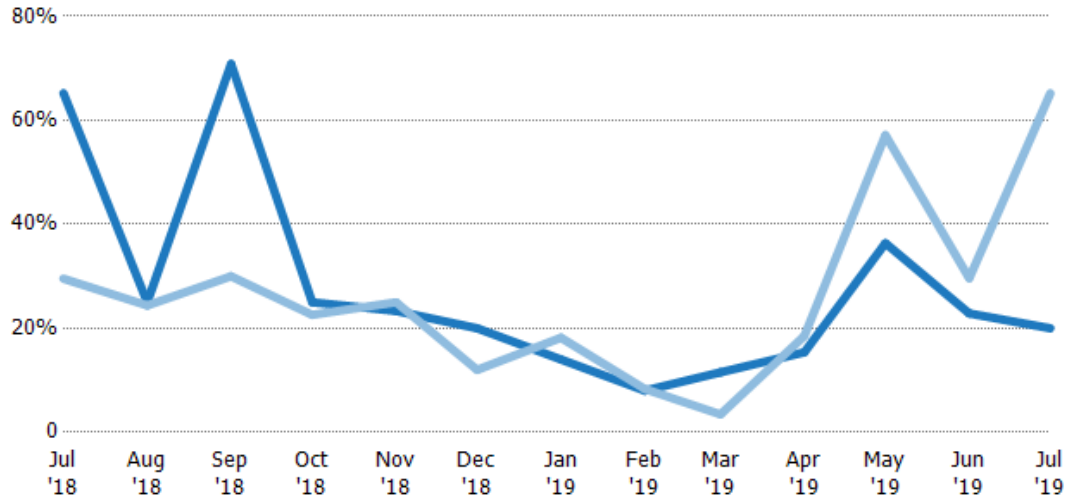
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	1.53	4	1.41	4	4.29	5	8.75	12.5	8.67	6.5	2.75	4.38	5
Prior Year	3.38	4.1	3.33	4.43	4	8.33	5.5	12	29	5.4	1.75	3.38	1.53
Percent Change from Prior Year	-55%	-2%	-58%	-10%	7%	-40%	-100%	4%	-70%	20%	57%	30%	226%

## 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



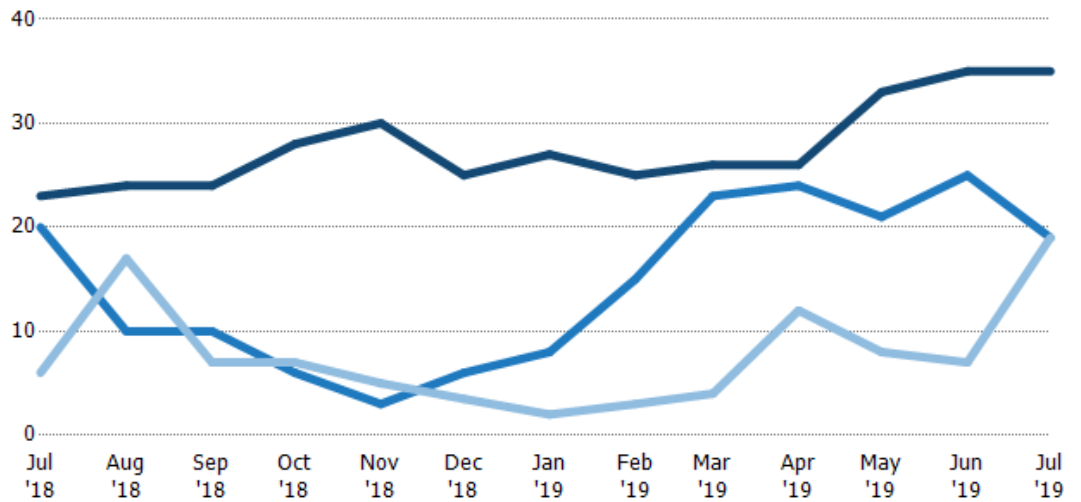
Current Year	65%	25%	71%	25%	23%	20%	14%	8%	12%	15%	36%	23%	20%
Prior Year	30%	24%	30%	23%	25%	12%	18%	8%	3%	19%	57%	30%	65%
Change from Prior Year	-36%	-1%	-41%	-2%	2%	-8%	18%	0%	-8%	3%	21%	7%	45%

## 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	23	24	24	28	30	25	27	25	26	26	33	35	35
Pending	20	10	10	6	3	6	8	15	23	24	21	25	19
Sold	6	17	7	7	5	3.5	2	3	4	12	8	7	19

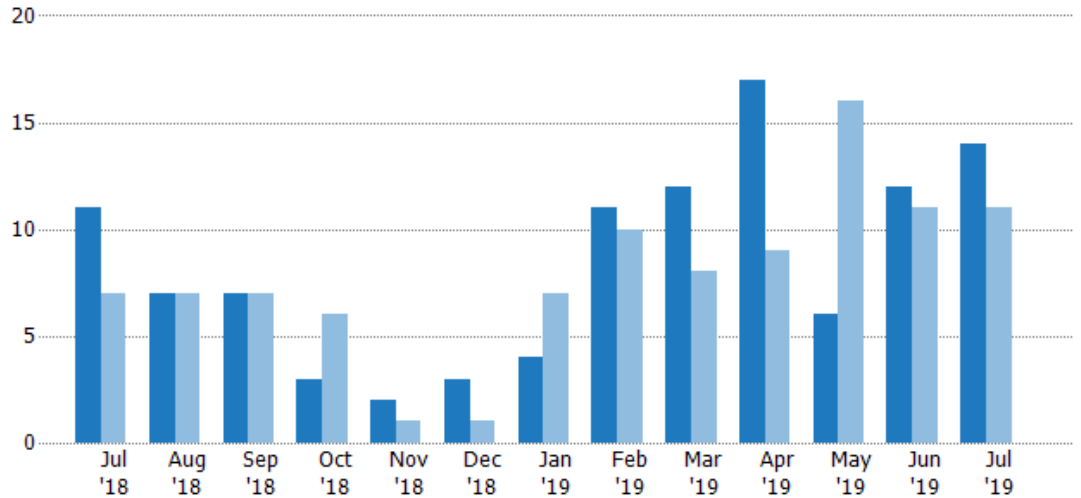
## New Pending Sales

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.
Jul '19	14	27.3%
Jul '18	11	57.1%
Jul '17	7	-42.9%



Current Year	11	7	7	3	2	3	4	11	12	17	6	12	14
Prior Year	7	7	7	6	1	1	7	10	8	9	16	11	11
Percent Change from Prior Year	57%	0%	0%	-50%	100%	200%	-43%	10%	50%	89%	-63%	9%	27%

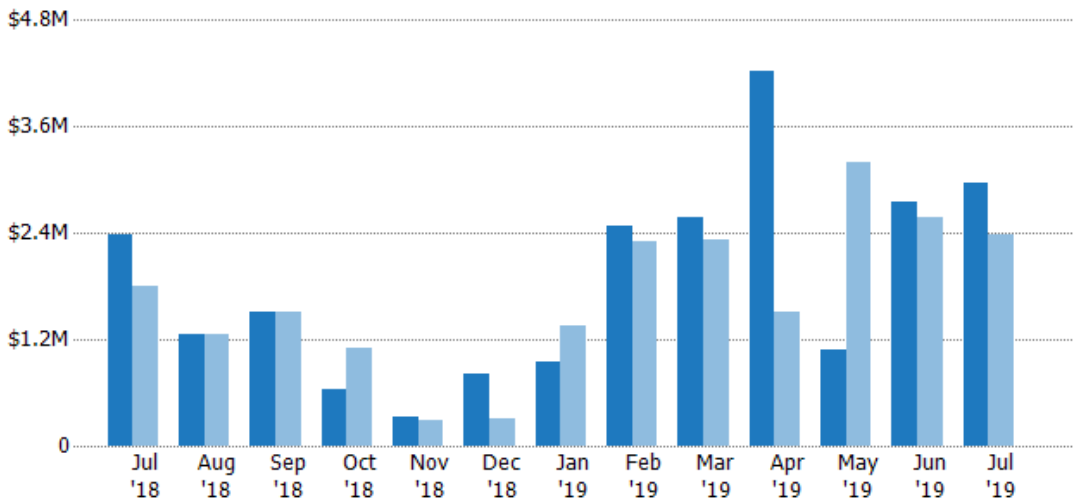
## New Pending Sales Volume

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.
Jul '19	\$2.97M	24.5%
Jul '18	\$2.39M	32.3%
Jul '17	\$1.8M	-62.3%



Current Year	\$2.39M	\$1.26M	\$1.51M	\$632K	\$319K	\$814K	\$941K	\$2.48M	\$2.57M	\$4.23M	\$1.09M	\$2.75M	\$2.97M
Prior Year	\$1.8M	\$1.26M	\$1.51M	\$1.1M	\$285K	\$300K	\$1.36M	\$2.31M	\$2.33M	\$1.52M	\$3.19M	\$2.57M	\$2.39M
Percent Change from Prior Year	32%	0%	-1%	-42%	12%	171%	-31%	8%	10%	179%	-66%	7%	24%



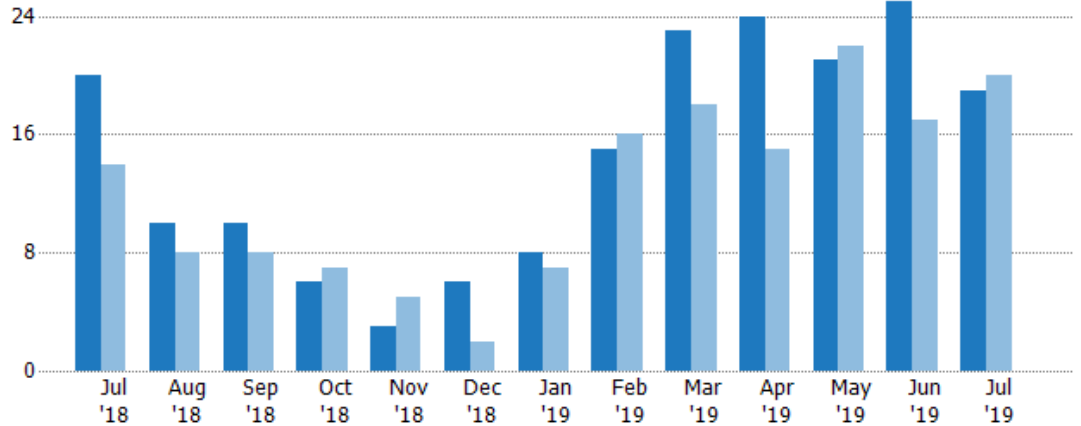
## Pending Sales

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.
Jul '19	19	-5%
Jul '18	20	42.9%
Jul '17	14	14.3%



Current Year	20	10	10	6	3	6	8	15	23	24	21	25	19
Prior Year	14	8	8	7	5	2	7	16	18	15	22	17	20
Percent Change from Prior Year	43%	25%	25%	-14%	-40%	200%	14%	-6%	28%	60%	-5%	47%	-5%

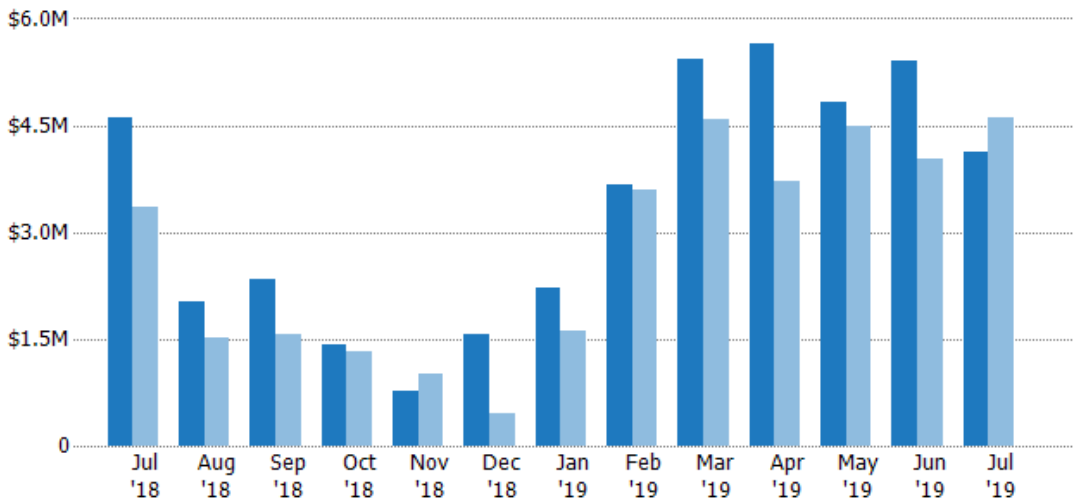
## Pending Sales Volume

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.
Jul '19	\$4.12M	-10.4%
Jul '18	\$4.6M	37.1%
Jul '17	\$3.35M	-9.9%



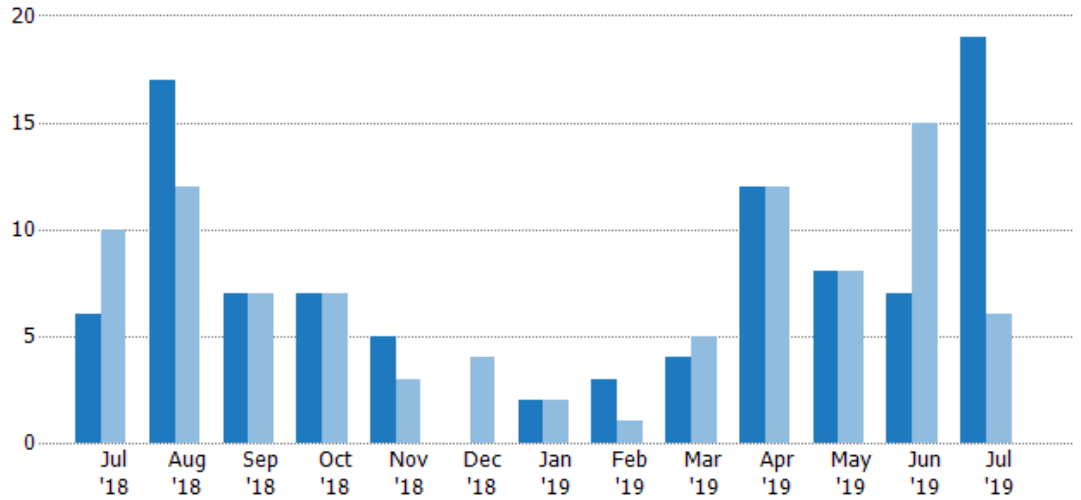
Current Year	\$4.6M	\$2.01M	\$2.35M	\$1.43M	\$761K	\$1.57M	\$2.21M	\$3.67M	\$5.42M	\$5.64M	\$4.82M	\$5.41M	\$4.12M
Prior Year	\$3.35M	\$1.52M	\$1.58M	\$1.32M	\$999K	\$447K	\$1.61M	\$3.59M	\$4.59M	\$3.72M	\$4.49M	\$4.02M	\$4.6M
Percent Change from Prior Year	37%	32%	49%	8%	-24%	252%	37%	2%	18%	52%	7%	35%	-10%

## 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



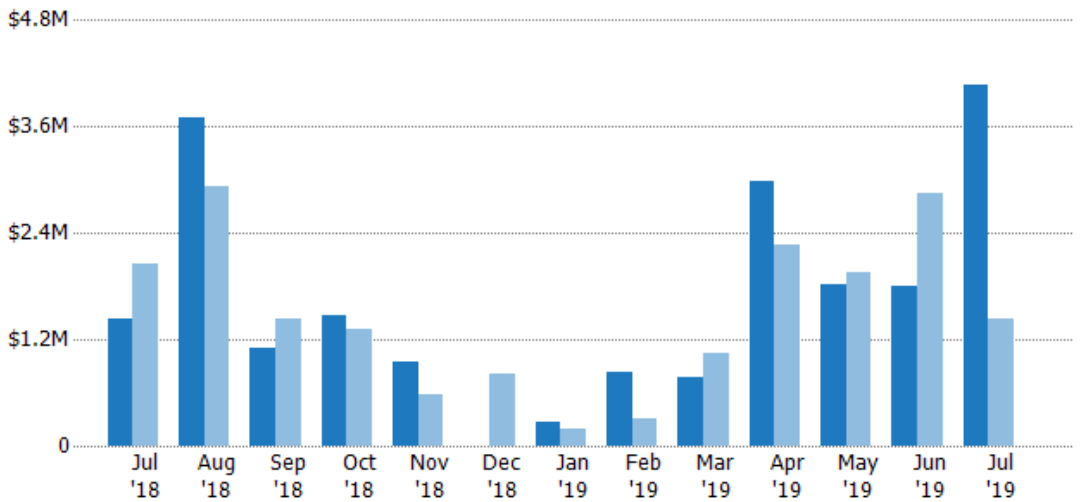
Current Year	6	17	7	7	5	-	2	3	4	12	8	7	19
Prior Year	10	12	7	7	3	4	2	1	5	12	8	15	6
Percent Change from Prior Year	-40%	42%	0%	0%	67%	-100%	0%	200%	-20%	0%	0%	-53%	217%

## 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



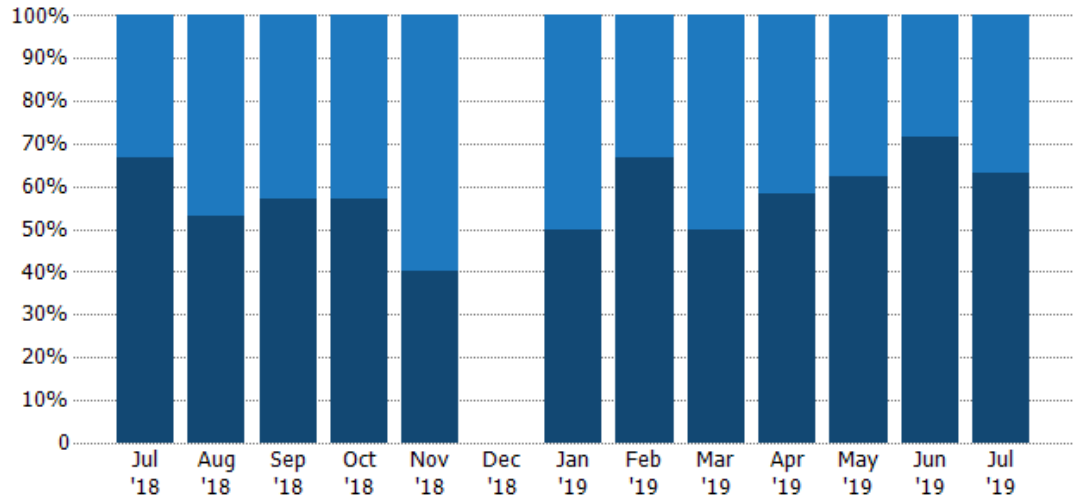
Current Year	\$1.43M	\$3.7M	\$1.11M	\$1.47M	\$951K	-	\$274K	\$824K	\$780K	\$2.98M	\$1.82M	\$1.81M	\$4.06M
Prior Year	\$2.06M	\$2.93M	\$1.43M	\$1.32M	\$574K	\$819K	\$182K	\$310K	\$1.05M	\$2.27M	\$1.96M	\$2.85M	\$1.43M
Percent Change from Prior Year	-31%	26%	-22%	11%	66%	-100%	51%	166%	-26%	31%	-7%	-37%	185%

## 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



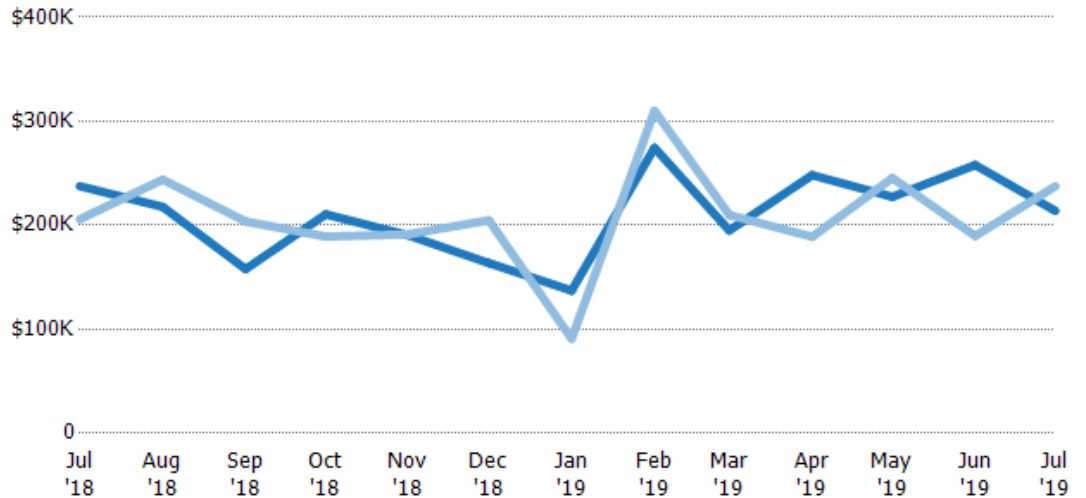
Condo/Townhouse	33%	47%	43%	43%	60%	-	50%	33%	50%	42%	38%	29%	37%
Single Family Residence	67%	53%	57%	57%	40%	-	50%	67%	50%	58%	63%	71%	63%

## 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



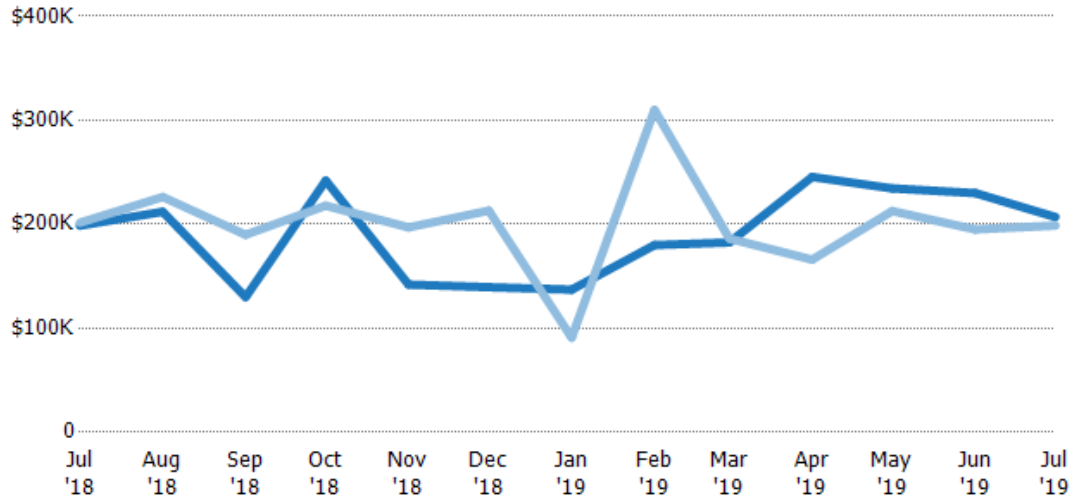
Current Year	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$195K	\$248K	\$227K	\$258K	\$214K
Prior Year	\$206K	\$244K	\$204K	\$189K	\$191K	\$205K	\$91K	\$310K	\$210K	\$189K	\$245K	\$190K	\$238K
Percent Change from Prior Year	15%	-11%	-22%	11%	-1%	-100%	51%	-11%	-7%	31%	-7%	36%	-10%

## 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



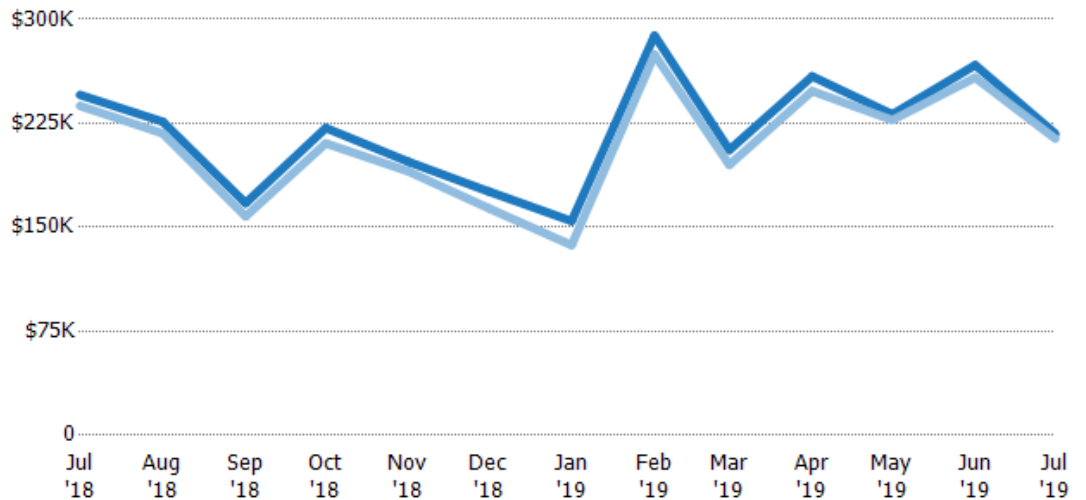
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$183K	\$246K	\$235K	\$230K	\$207K
Prior Year	\$202K	\$226K	\$190K	\$218K	\$197K	\$213K	\$91K	\$310K	\$186K	\$166K	\$213K	\$195K	\$199K
Percent Change from Prior Year	-1%	-6%	-32%	11%	-28%	-100%	51%	-42%	-2%	48%	10%	18%	4%

## 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



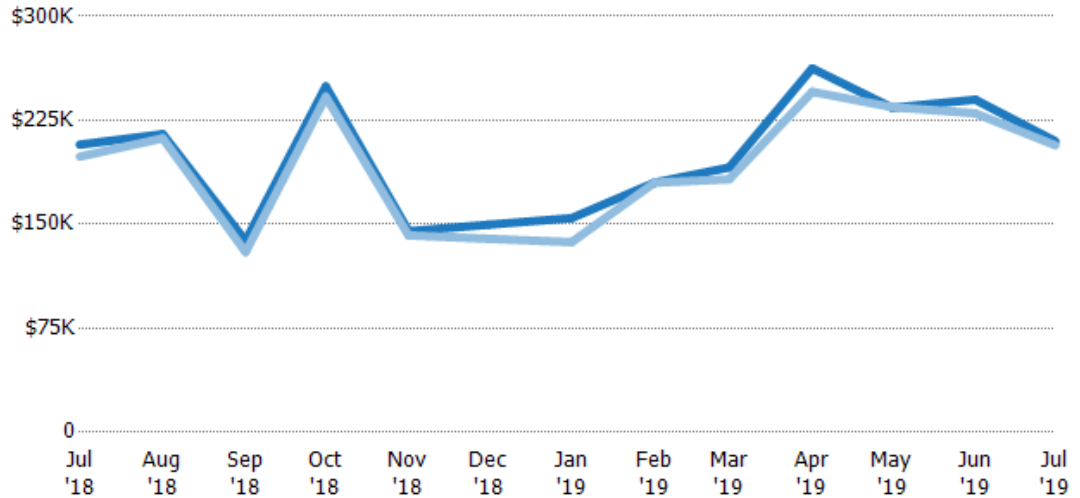
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$206K	\$259K	\$231K	\$267K	\$218K
Avg Sales Price	\$238K	\$218K	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$195K	\$248K	\$227K	\$258K	\$214K
Avg Sales Price as a % of Avg List Price	97%	96%	94%	95%	96%	93%	89%	95%	95%	96%	98%	97%	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



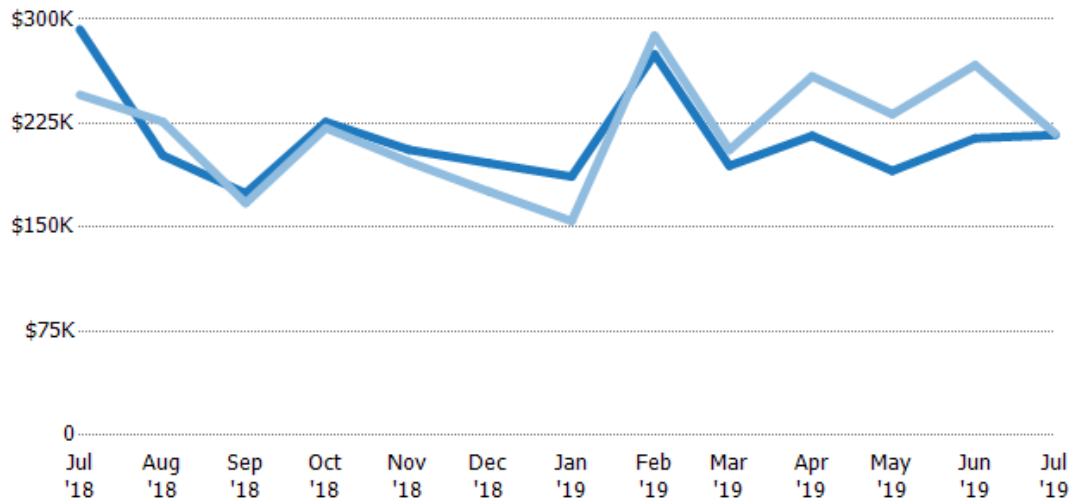
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$191K	\$262K	\$234K	\$240K	\$210K
Median Sales Price	\$199K	\$212K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$183K	\$246K	\$235K	\$230K	\$207K
Med Sales Price as a % of Med List Price	96%	99%	94%	97%	98%	93%	89%	100%	96%	94%	100%	96%	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  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



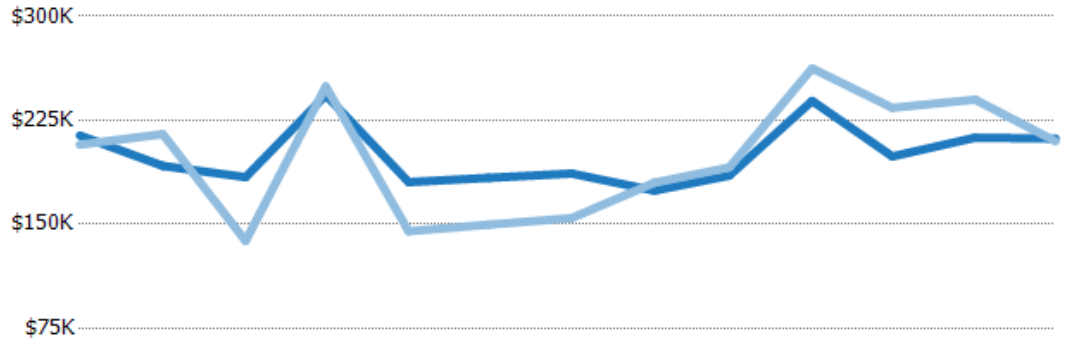
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$293K	\$202K	\$174K	\$226K	\$206K	\$196K	\$187K	\$275K	\$194K	\$216K	\$191K	\$214K	\$217K
Avg Sales Price	\$246K	\$226K	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$206K	\$259K	\$231K	\$267K	\$218K
Avg Sales Price as a % of Avg Est Value	84%	112%	96%	98%	96%	89%	83%	105%	106%	120%	121%	125%	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  
 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	\$214K	\$192K	\$184K	\$243K	\$180K	\$184K	\$187K	\$174K	\$185K	\$239K	\$199K	\$213K	\$212K
Median Sales Price	\$207K	\$215K	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$191K	\$262K	\$234K	\$240K	\$210K
Med Sales Price as a % of Med Est Value	97%	112%	75%	103%	80%	82%	83%	103%	103%	110%	118%	113%	99%