

Summary of Key Listing and Sales Metrics

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

+/-	YTD 2018	YTD 2019	+ / -	Nov 2018	Nov 2019	Key Metrics		
						Listing Activity Charts Metrics		
+13.6%	176	200	-14.3%	7	6	New Listing Count		
+12.8%	\$65,062,849	\$73,362,572	-43.8%	\$1,974,700	\$1,108,800	New Listing Volume		
	NA	NA	+2%	50	51	Active Listing Count		
	NA	NA	-2.7%	\$25,483,500	\$24,795,790	Active Listing Volume		
+6.1%	\$519,263	\$550,823	-4.6%	\$509,670	\$486,192	Average Listing Price		
-2.4%	\$338,511	\$330,416	-20.1%	\$324,000	\$259,000	Median Listing Price		
+6.2%	82.55	87.69	-19.7%	114.5	92	Median Daysin RPR		
+11.7%	4.3	4.8	+10.5%	3.8	4.3	Months of Inventory		
-2.5%	23.42%	20.97%	-2.5%	26%	23.53%	Absorption Rate		
						Sales Activity Charts Metrics		
+11.8%	153	171	+100%	6	12	New Pending Sales Count		
-0.9%	\$52,890,648	\$52,401,188	+72.6%	\$1,845,900	\$3,186,500	New Pending Sales Volume		
	NA	NA	+80%	10	18	Pending Sales Count		
	NA	NA	+72.9%	\$3,281,800	\$5,674,600	Pending Sales Volume		
-4.3%	138	132	+85.7%	7	13	Closed Sales Count		
-12.9%	\$45,879,449	\$39,947,751	+176.5%	\$1,672,900	\$4,626,050	Closed Sales Volume		
-9%	\$332,460	\$302,634	+48.9%	\$238,986	\$355,850	Average Sales Price		
+0.2%	\$247,483	\$248,061	+29.3%	\$210,000	\$271,500	Median Sales Price		

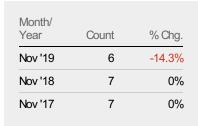




New Listings

The number of new residential listings that were added each month.







New Listing Volume

Percent Change from Prior Year

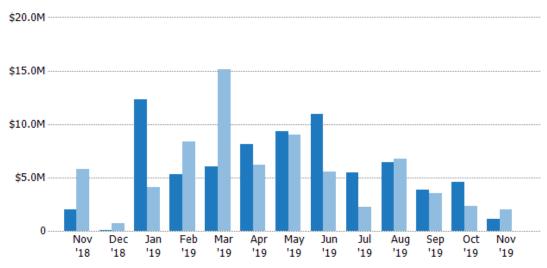
Current Year

Prior Year

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	Volume	% Chg.
Nov '19	\$1.11M	-43.8%
Nov '18	\$1.97M	-65.8%
Nov '17	\$5.77M	-69.5%





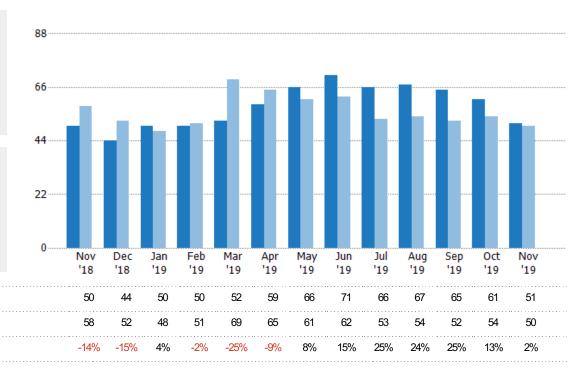


Active Listings

The number of active residential listings at the end of each month.

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.
Nov '19	51	2%
Nov '18	50	-13.8%
Nov '17	58	39.7%



Active Listing Volume

Percent Change from Prior Year

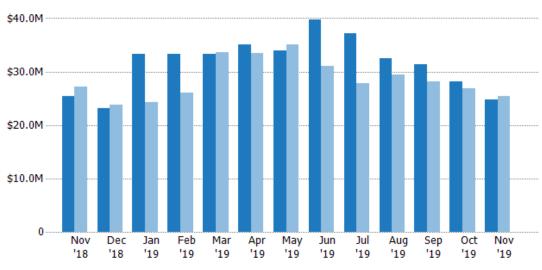
Current Year

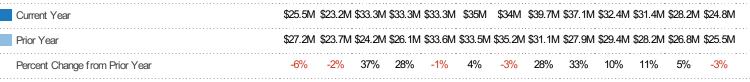
Prior Year

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

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.
Nov '19	\$24.8M	-2.7%
Nov '18	\$25.5M	-6.4%
Nov '17	\$27.2M	17.4%





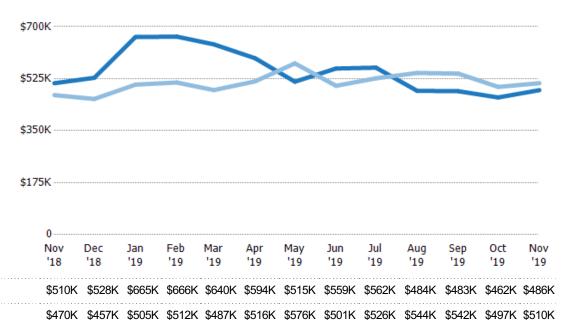


Average Listing Price

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







Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

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

\$400K

16%

32%

30%

32%

15%

-11%

12%

-11% -11%

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.
Nov '19	\$259K	-20.1%
Nov '18	\$324K	0.1%
Nov '17	\$324K	-19.7%

Percent Change from Prior Year

\$30	00K												
\$20)0K												
\$10)0K												
	0												
	Nov '18		Jan '19		Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19		Nov '19
	\$324K	\$324K	\$344K	\$349K	\$359K	\$349K	\$344K	\$349K	\$337K	\$325K	\$325K	\$290K	\$259K
	\$324K	\$307K	\$336K	\$349K	\$349K	\$349K	\$370K	\$324K	\$329K	\$320K	\$349K	\$317K	\$324K
	0%	5%	2%	0%	3%	0%	-7%	8%	2%	2%	-7%	-9%	-20%

Current Year

Prior Year



Avg Est Value

Avg Listing Price

Market Data Report

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.

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence



Median Listing Price vs Median Est Value

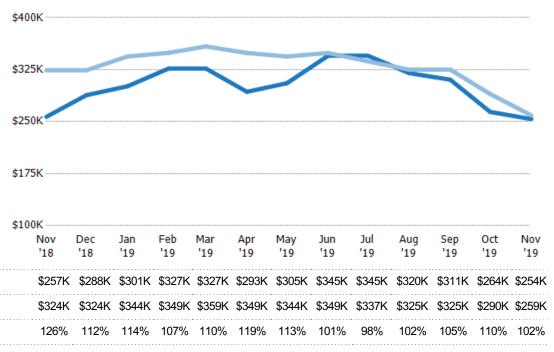
The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

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

Avg Listing Price as a % of Avg Est Value

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





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

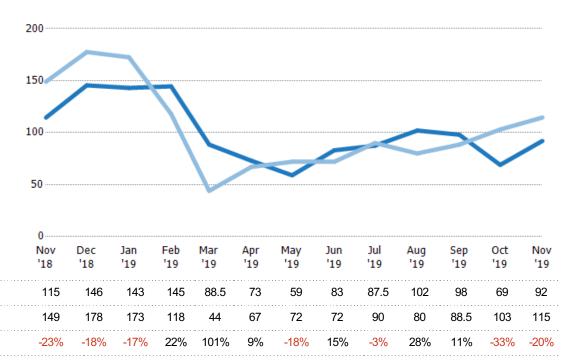


Median Days in RPR

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.







Months of Inventory

Percent Change from Prior Year

Current Year Prior Year

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.
Nov '19	4.25	10.5%
Nov '18	3.85	-27.1%
Nov '17	5.27	28%

Percent Change from Prior Year

40												
30				\wedge								
20			$ \downarrow $									
10					1							
0												
Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
3.85	6.29	10	16.7	13	9.83	4.4	5.46	6	3.19	3.82	3.59	4.25
5.27	8.67	8	12.8	34.5	8.13	3.21	6.89	1.83	4.5	2.08	5.4	3.85
-27%	-27%	25%	040/	000/	040/	37%	040/		-29%	84%	-34%	11%

Current Year

Prior Year

6 of 14

Absorption Rate

The percentage of inventory sold per month.

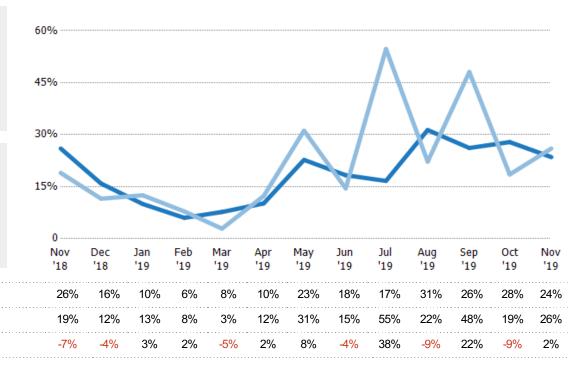
Filters Used

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.
Nov '19	24%	2.5%
Nov '18	26%	-7%
Nov '17	19%	-21.9%



Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Current Year Prior Year

Change from Prior Year

Filters Used	80												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence	60												
	20												
		Dec	Jan	Feb	NA	Ann	May	Jun	Jul	Aug	Sep	Oct	NIast
	Nov '18	'18	'19	'19	Mar '19	Apr '19	'19	'19	'19	'19	'19	'19	Nov '19
Active									'19 66				
Active Pending	'18	'18	'19	'19	'19	'19	'19	'19		'19	'19	'19	'19



New Pending Sales

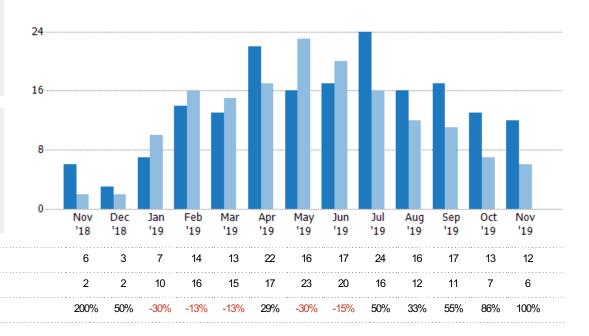
The number of residential properties with accepted offers that were added each month.

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.
Nov '19	12	100%
Nov '18	6	200%
Nov '17	2	250%

Current Year

Prior Year



New Pending Sales Volume

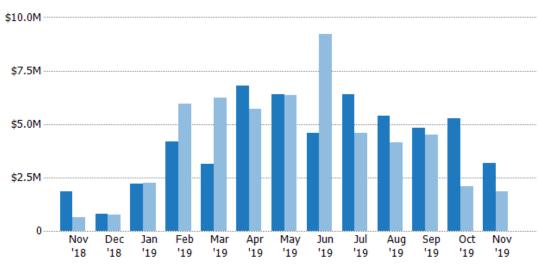
Percent Change from Prior Year

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

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Nov '19	\$3.19M	72.6%
Nov '18	\$1.85M	190.7%
Nov '17	\$635K	139.6%



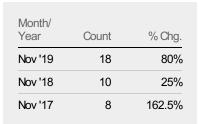


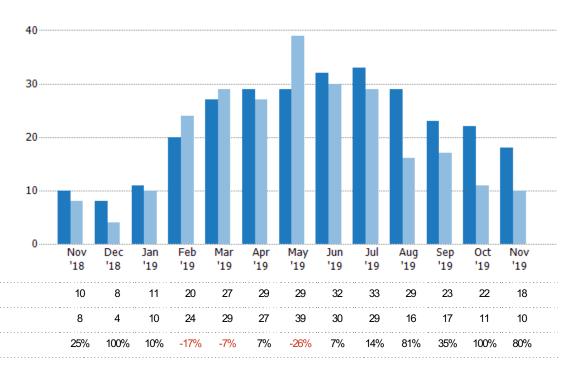


Pending Sales

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







Pending Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

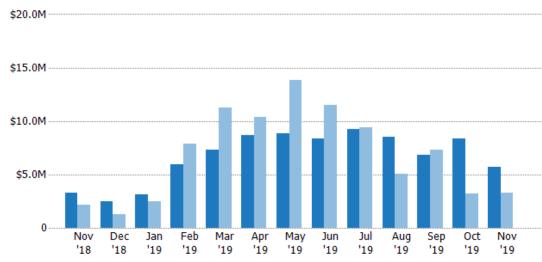
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

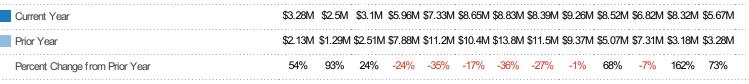
Filters Used

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.
Nov '19	\$5.67M	72.9%
Nov '18	\$3.28M	54.3%
Nov '17	\$2.13M	154.4%









Closed Sales

The total number of residential properties sold each month.

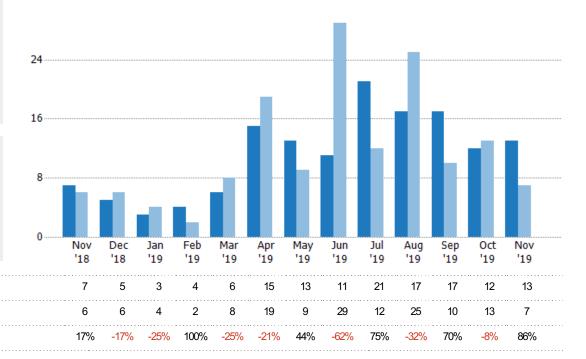
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/
Year Count % Chg.

 Nov '19
 13
 85.7%

 Nov '18
 7
 16.7%

 Nov '17
 6
 33.3%



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

Current Year

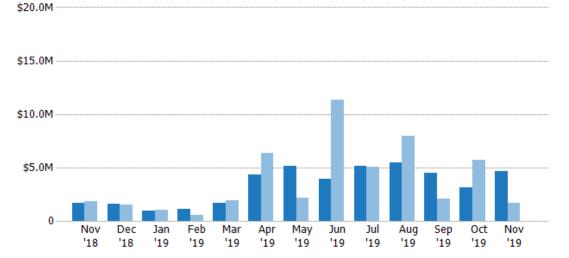
Prior Year

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.
Nov '19	\$4.63M	176.5%
Nov '18	\$1.67M	-10.7%
Nov '17	\$1.87M	-22.2%



Current Year

\$1.67M \$1.56M \$944K \$1.1M \$1.68M \$4.31M \$5.14M \$3.92M \$5.12M \$5.49M \$4.47M \$3.15M \$4.63M

Prior Year

\$1.87M \$1.53M \$1.01M \$560K \$1.91M \$6.35M \$2.12M \$11.4M \$5.06M \$7.99M \$2.11M \$5.74M \$1.67M

Percent Change from Prior Year

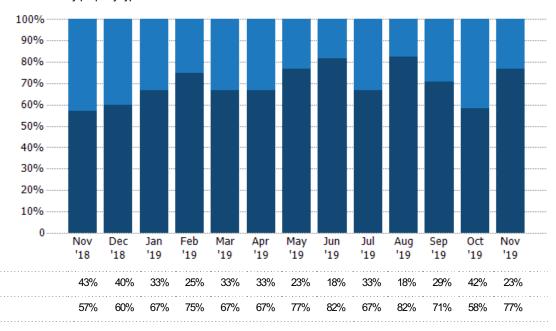
-11% 2% -7% 96% -12% -32% 142% -65% 1% -31% 112% -45% 177%



Closed Sales by Property Type

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

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

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

0

Nov

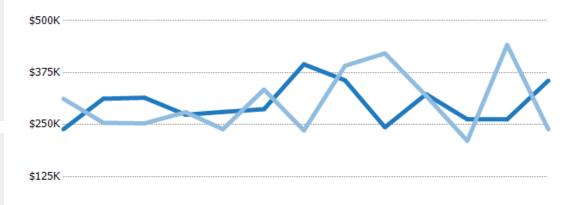
Dec

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.
Nov '19	\$356K	48.9%
Nov '18	\$239K	-23.4%
Nov '17	\$312K	-41.6%



	'18	'18	'19	'19	'19	'19	'19	'19	'19	'19	'19	'19	'19
Current Year	\$239K	\$312K	\$315K	\$274K	\$281K	\$287K	\$395K	\$357K	\$244K	\$323K	\$263K	\$263K	\$356K
Prior Year	\$312K	\$254K	\$253K	\$280K	\$239K	\$334K	\$236K	\$391K	\$421K	\$319K	\$211K	\$442K	\$239K
Percent Change from Prior Year	-23%	23%	24%	-2%	17%	-14%	67%	-9%	-42%	1%	25%	-41%	49%

Feb

Mar

Apr

May

Jun

Jul

Aug

Jan



0ct

Nov

Sep

Median Sales Price

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

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.
Nov '19	\$272K	29.3%
Nov '18	\$210K	-11.6%
Nov '17	\$238K	-24.5%

Percent Change from Prior Year

Current Year
Prior Year



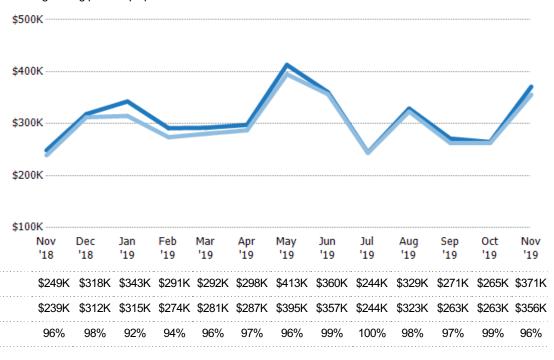
Average Sales Price vs Average Listing Price

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 Sales Price as a % of Avg List Price





Avg List Price

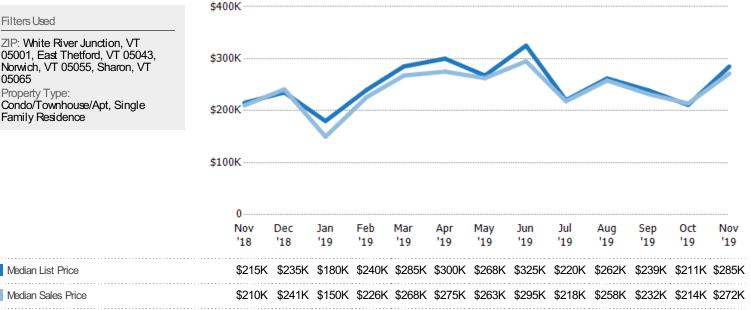
Avg Sales Price



Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.





94%

92%

98%

91%

99%

98%

97%

101%

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.

103%

83%

98%

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

Med Sales Price as a % of Med List Price





Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value

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

