

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	4	+25%	126	106	+18.9%
New Listing Volume	\$823,800	\$727,700	+13.2%	\$30,618,188	\$24,395,699	+25.5%
Active Listing Count	30	30	+/-	N/A	N/A	
Active Listing Volume	\$9,214,700	\$8,554,700	+7.7%	N/A	N/A	
Average Listing Price	\$307,157	\$285,157	+7.7%	\$298,341	\$285,142	+4.6%
Median Listing Price	\$237,450	\$244,450	-2.9%	\$258,581	\$251,387	+2.9%
Median Days in RPR	90	103.5	-13%	75.16	70.28	+6.9%
Months of Inventory	3.3	4.3	-22.2%	3.8	3.3	+14.2%
Absorption Rate	30%	23.33%	+6.7%	26.47%	30.24%	-3.8%
Sales Activity Charts Metrics						
New Pending Sales Count	7	2	+250%	114	95	+20%
New Pending Sales Volume	\$1,493,600	\$318,900	+368.4%	\$26,294,688	\$20,204,199	+30.1%
Pending Sales Count	12	3	+300%	N/A	N/A	
Pending Sales Volume	\$3,017,700	\$760,900	+296.6%	N/A	N/A	
Closed Sales Count	9	5	+80%	92	90	+2.2%
Closed Sales Volume	\$2,205,050	\$951,200	+131.8%	\$21,154,343	\$18,211,349	+16.2%
Average Sales Price	\$245,006	\$190,240	+28.8%	\$229,939	\$202,348	+13.6%
Median Sales Price	\$174,000	\$142,000	+22.5%	\$213,709	\$191,725	+11.5%

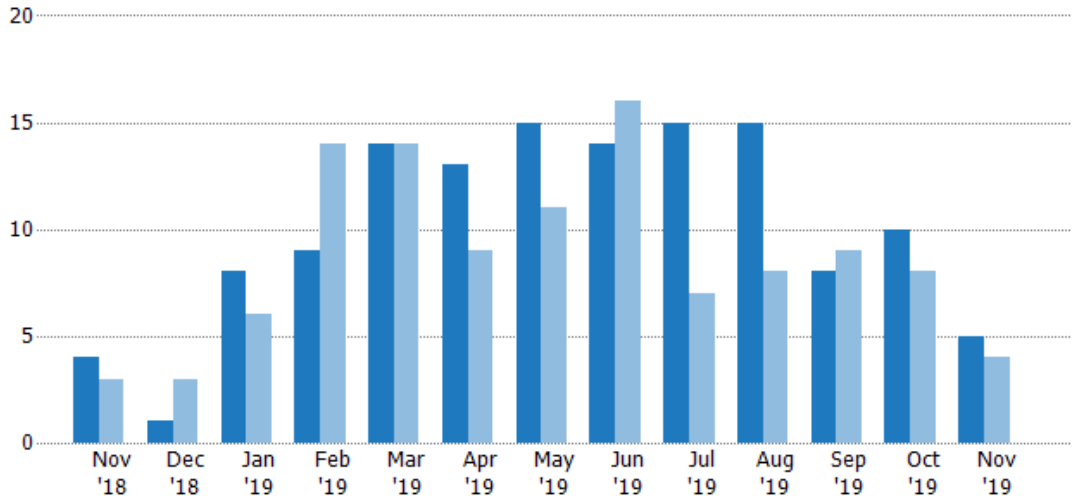
New Listings

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.
Nov '19	5	25%
Nov '18	4	33.3%
Nov '17	3	33.3%



Current Year	4	1	8	9	14	13	15	14	15	15	8	10	5
Prior Year	3	3	6	14	14	9	11	16	7	8	9	8	4
Percent Change from Prior Year	33%	-67%	33%	-36%	0%	44%	36%	-13%	114%	88%	-11%	25%	25%

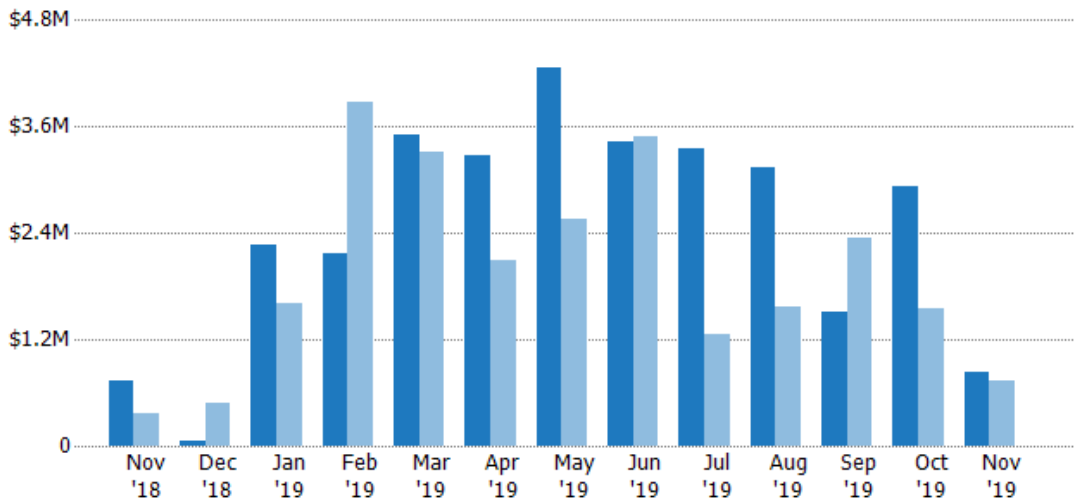
New Listing Volume

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.
Nov '19	\$824K	13.2%
Nov '18	\$728K	102.8%
Nov '17	\$359K	79.2%



Current Year	\$728K	\$56.5K	\$2.26M	\$2.17M	\$3.51M	\$3.27M	\$4.26M	\$3.42M	\$3.34M	\$3.13M	\$1.5M	\$2.93M	\$824K
Prior Year	\$359K	\$488K	\$1.61M	\$3.87M	\$3.32M	\$2.09M	\$2.55M	\$3.49M	\$1.26M	\$1.58M	\$2.34M	\$1.55M	\$728K
Percent Change from Prior Year	103%	-88%	40%	-44%	6%	56%	67%	-2%	165%	99%	-36%	88%	13%

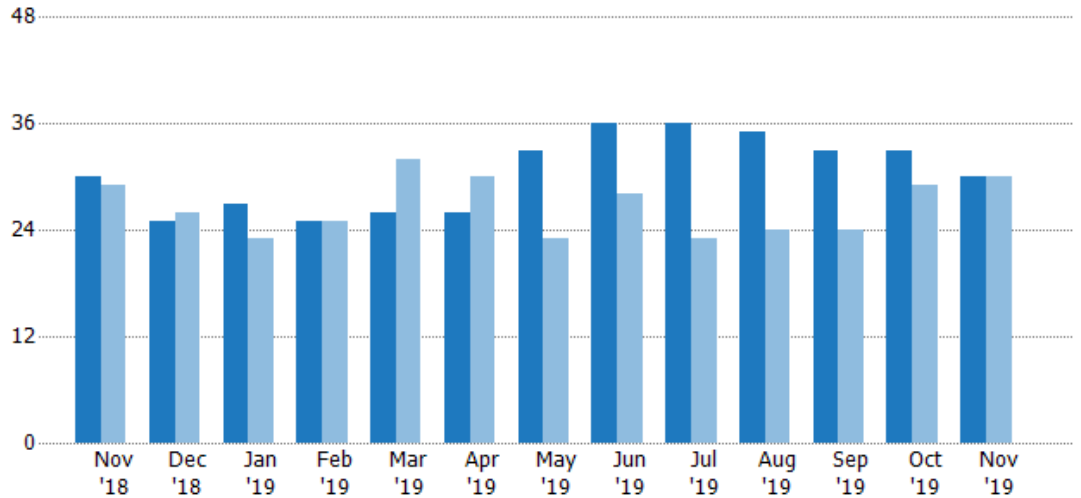
Active Listings

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.
Nov '19	30	0%
Nov '18	30	3.4%
Nov '17	29	37.9%



Current Year	30	25	27	25	26	26	33	36	36	35	33	33	30
Prior Year	29	26	23	25	32	30	23	28	23	24	24	29	30
Percent Change from Prior Year	3%	-4%	17%	0%	-19%	-13%	43%	29%	57%	46%	38%	14%	0%

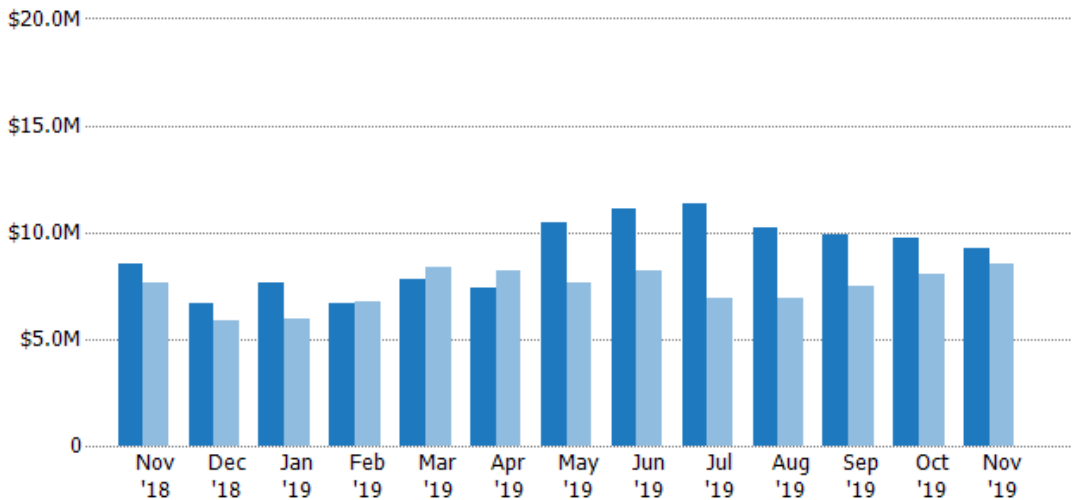
Active Listing Volume

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.
Nov '19	\$9.21M	7.7%
Nov '18	\$8.55M	12.1%
Nov '17	\$7.63M	27.4%



Current Year	\$8.55M	\$6.66M	\$7.62M	\$6.66M	\$7.82M	\$7.42M	\$10.4M	\$11.1M	\$11.4M	\$10.2M	\$9.89M	\$9.7M	\$9.21M
Prior Year	\$7.63M	\$5.83M	\$5.92M	\$6.79M	\$8.38M	\$8.23M	\$7.6M	\$8.19M	\$6.91M	\$6.88M	\$7.48M	\$8.06M	\$8.55M
Percent Change from Prior Year	12%	14%	29%	-2%	-7%	-10%	37%	35%	65%	49%	32%	20%	8%

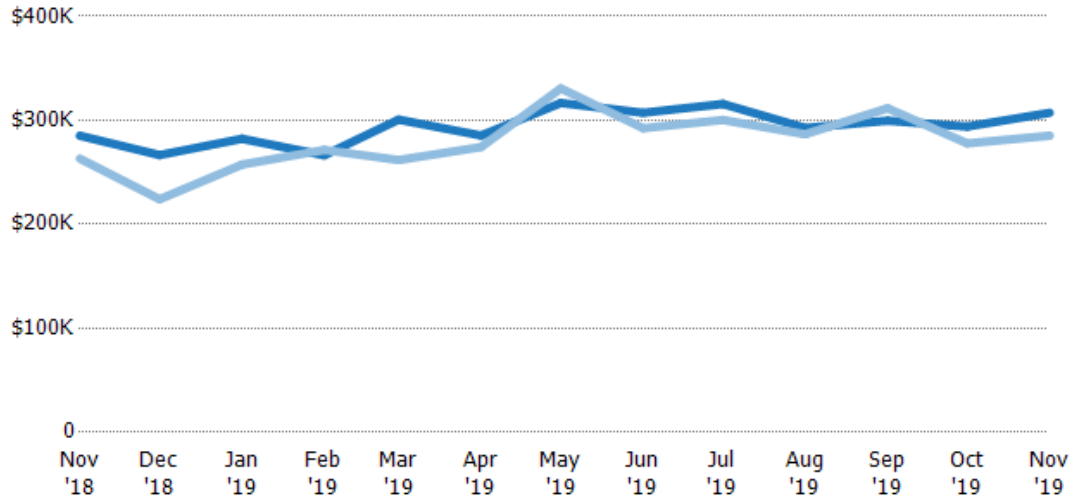
Average Listing Price

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.
Nov '19	\$307K	7.7%
Nov '18	\$285K	8.4%
Nov '17	\$263K	-7.6%



Current Year	\$285K	\$267K	\$282K	\$266K	\$301K	\$285K	\$317K	\$307K	\$316K	\$293K	\$300K	\$294K	\$307K
Prior Year	\$263K	\$224K	\$257K	\$272K	\$262K	\$274K	\$331K	\$292K	\$300K	\$287K	\$312K	\$278K	\$285K
Percent Change from Prior Year	8%	19%	10%	-2%	15%	4%	-4%	5%	5%	2%	-4%	6%	8%

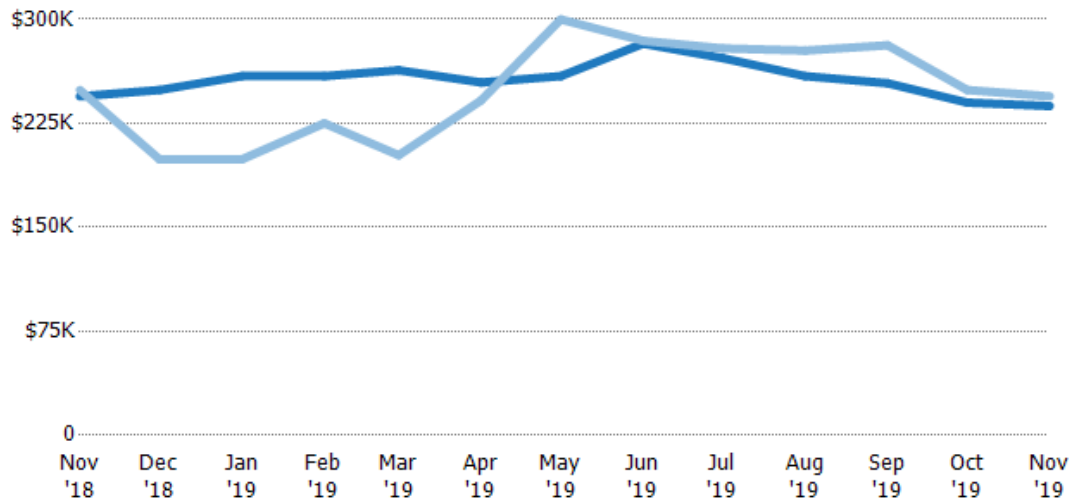
Median Listing Price

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

Filters Used

ZIP: White River Junction, VT 05001
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Nov '19	\$237K	-2.9%
Nov '18	\$244K	-1.8%
Nov '17	\$249K	-21.3%



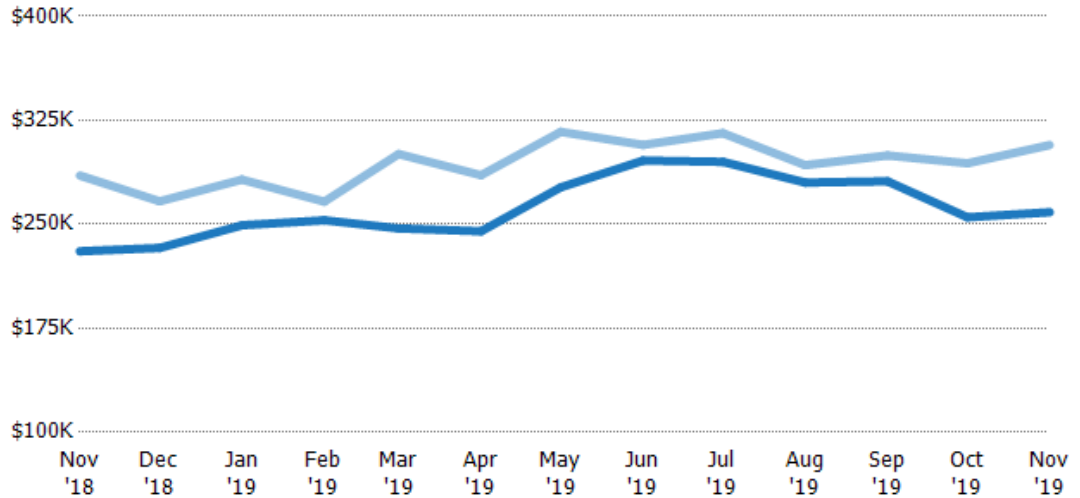
Current Year	\$244K	\$249K	\$259K	\$259K	\$263K	\$254K	\$259K	\$282K	\$272K	\$259K	\$254K	\$240K	\$237K
Prior Year	\$249K	\$199K	\$199K	\$225K	\$202K	\$242K	\$300K	\$284K	\$279K	\$277K	\$281K	\$249K	\$244K
Percent Change from Prior Year	-2%	25%	30%	15%	30%	5%	-14%	-1%	-3%	-7%	-10%	-4%	-3%

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



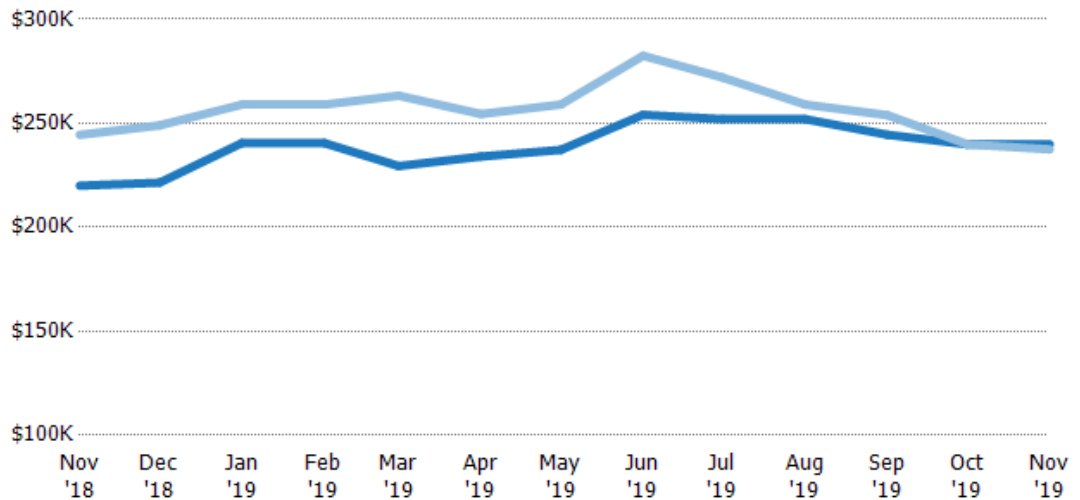
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$231K	\$233K	\$249K	\$253K	\$247K	\$245K	\$277K	\$296K	\$295K	\$280K	\$281K	\$255K	\$259K
Avg Listing Price	\$285K	\$267K	\$282K	\$266K	\$301K	\$285K	\$317K	\$307K	\$316K	\$293K	\$300K	\$294K	\$307K
Avg Listing Price as a % of Avg Est Value	124%	114%	113%	105%	122%	117%	114%	104%	107%	104%	107%	115%	119%

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



	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
Median Est Value	\$220K	\$221K	\$241K	\$241K	\$229K	\$234K	\$237K	\$254K	\$252K	\$252K	\$244K	\$240K	\$240K
Median Listing Price	\$244K	\$249K	\$259K	\$259K	\$263K	\$254K	\$259K	\$282K	\$272K	\$259K	\$254K	\$240K	\$237K
Med Listing Price as a % of Med Est Value	111%	112%	108%	108%	115%	109%	109%	111%	108%	103%	104%	100%	99%

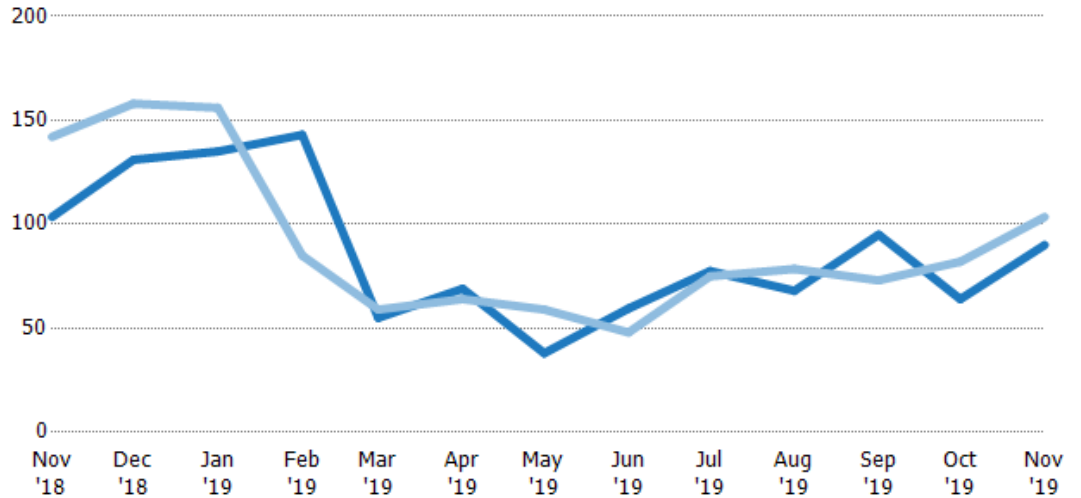
Median Days in RPR

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.
Nov '19	90	-13%
Nov '18	104	-27.1%
Nov '17	142	-37.3%



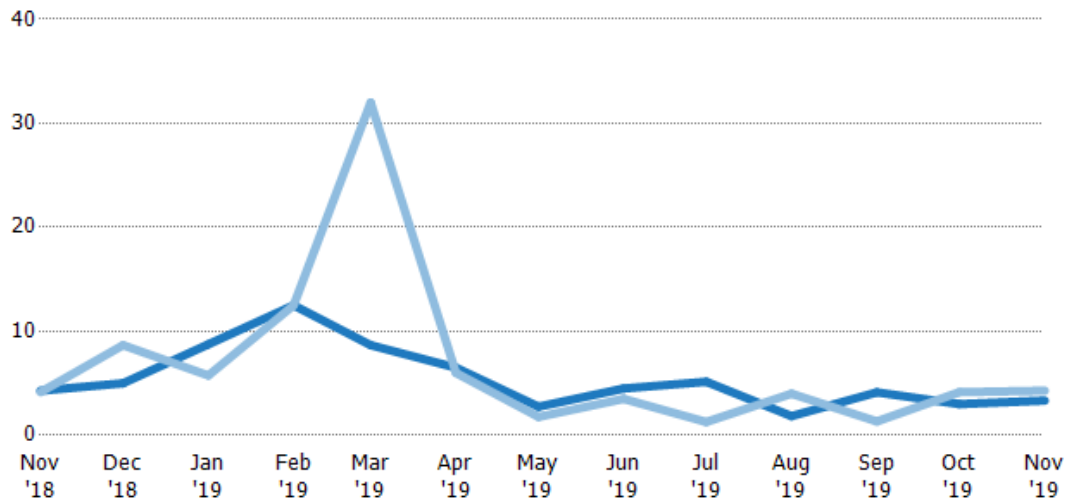
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	104	131	135	143	55	69	38	59.5	77.5	68	95	64	90
Prior Year	142	158	156	85	59	64	59	48	75	78.5	73	82	104
Percent Change from Prior Year	-27%	-17%	-13%	68%	-7%	8%	-36%	24%	3%	-13%	30%	-22%	-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



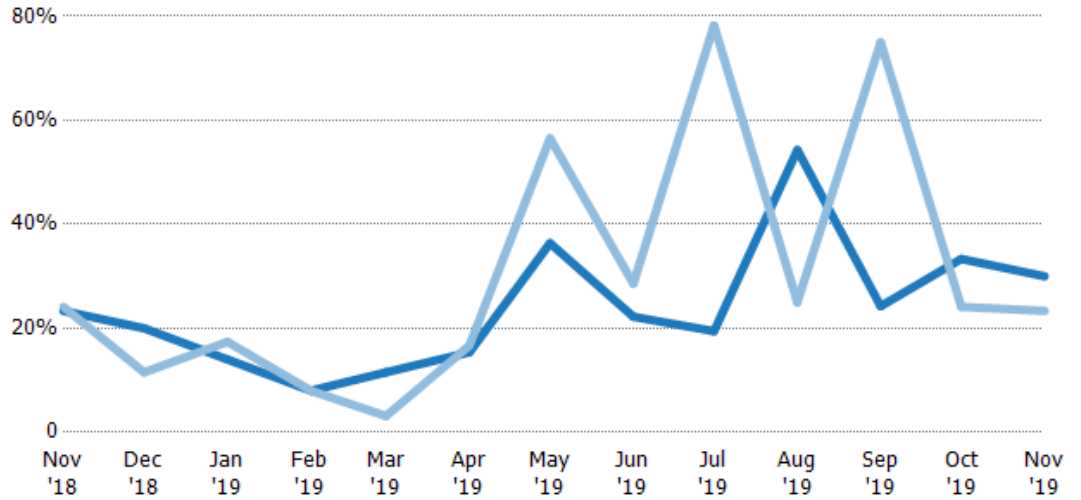
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	4.29	5	8.75	12.5	8.67	6.5	2.75	4.5	5.14	1.84	4.13	3	3.33
Prior Year	4.14	8.67	5.75	12.5	32	6	1.77	3.5	1.28	4	1.33	4.14	4.29
Percent Change from Prior Year	3%	-42%	-100%	0%	-73%	8%	55%	29%	303%	-54%	209%	-28%	-22%

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



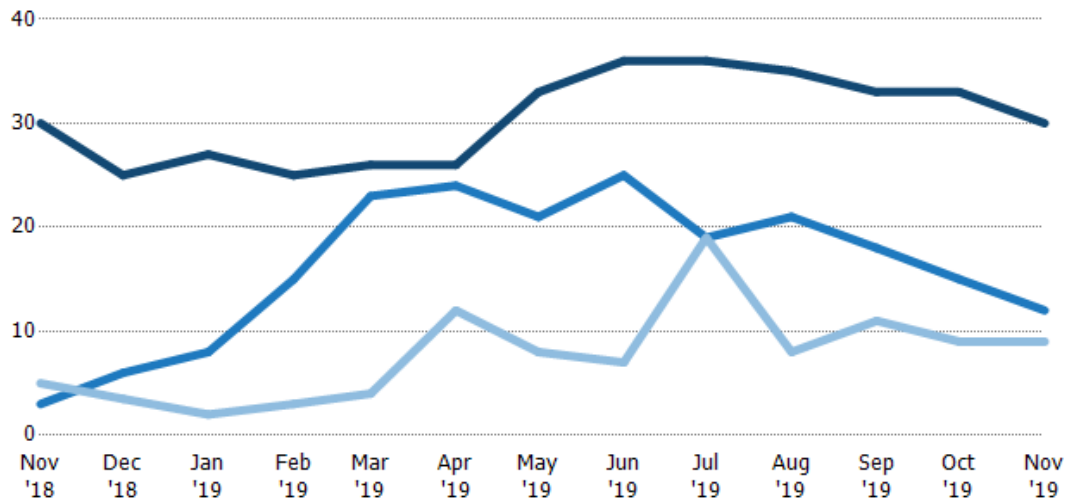
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	23%	20%	14%	8%	12%	15%	36%	22%	19%	54%	24%	33%	30%
Prior Year	24%	12%	17%	8%	3%	17%	57%	29%	78%	25%	75%	24%	23%
Change from Prior Year	1%	-8%	17%	0%	-8%	1%	20%	6%	59%	-29%	51%	-9%	-7%

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



	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
Active	30	25	27	25	26	26	33	36	36	35	33	33	30
Pending	3	6	8	15	23	24	21	25	19	21	18	15	12
Sold	5	3.5	2	3	4	12	8	7	19	8	11	9	9

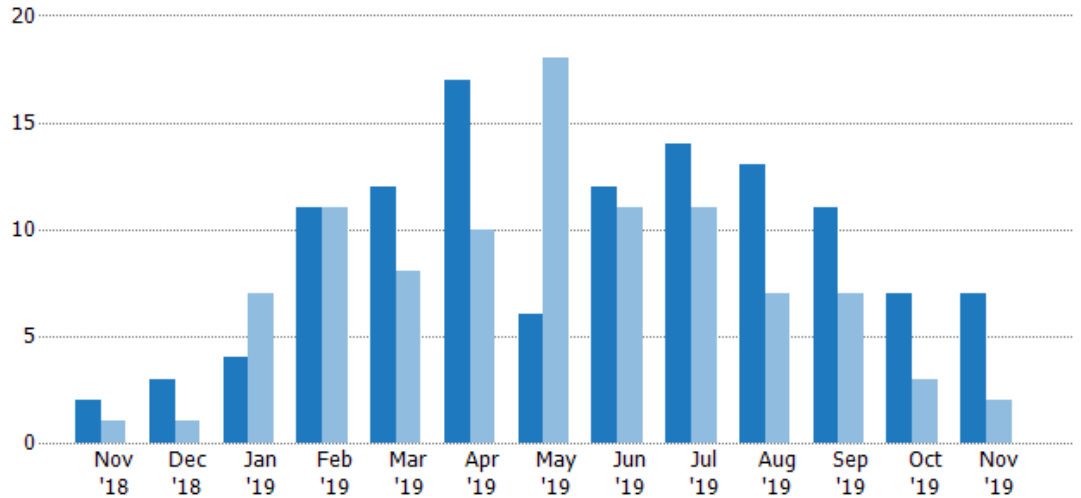
New Pending Sales

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.
Nov '19	7	250%
Nov '18	2	100%
Nov '17	1	400%



	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
Current Year	2	3	4	11	12	17	6	12	14	13	11	7	7
Prior Year	1	1	7	11	8	10	18	11	11	7	7	3	2
Percent Change from Prior Year	100%	200%	-43%	0%	50%	70%	-67%	9%	27%	86%	57%	133%	250%

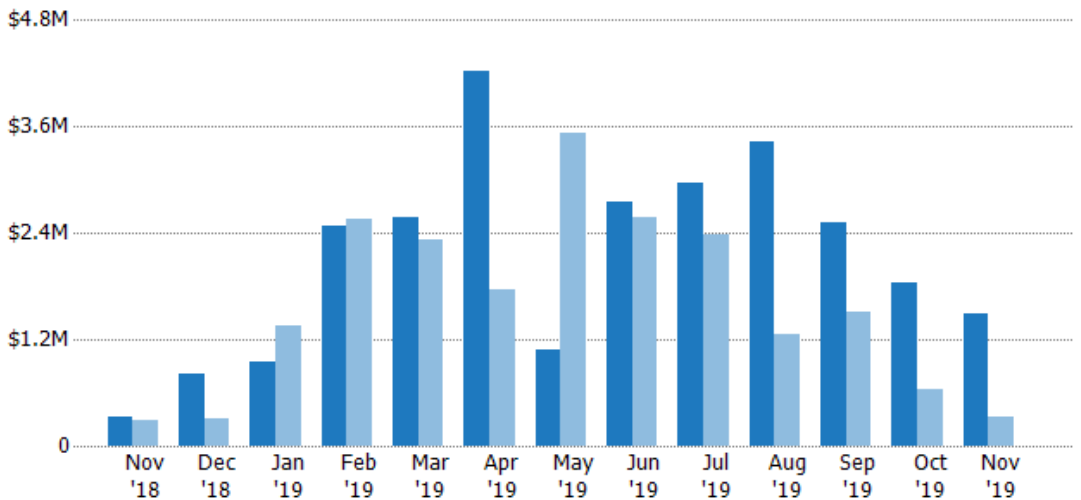
New Pending Sales Volume

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.
Nov '19	\$1.49M	368.4%
Nov '18	\$319K	11.9%
Nov '17	\$285K	225.5%



	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
Current Year	\$319K	\$814K	\$941K	\$2.48M	\$2.57M	\$4.23M	\$1.09M	\$2.75M	\$2.97M	\$3.42M	\$2.51M	\$1.83M	\$1.49M
Prior Year	\$285K	\$300K	\$1.36M	\$2.55M	\$2.33M	\$1.75M	\$3.53M	\$2.57M	\$2.39M	\$1.26M	\$1.51M	\$632K	\$319K
Percent Change from Prior Year	12%	171%	-31%	-3%	10%	141%	-69%	7%	24%	172%	67%	190%	368%

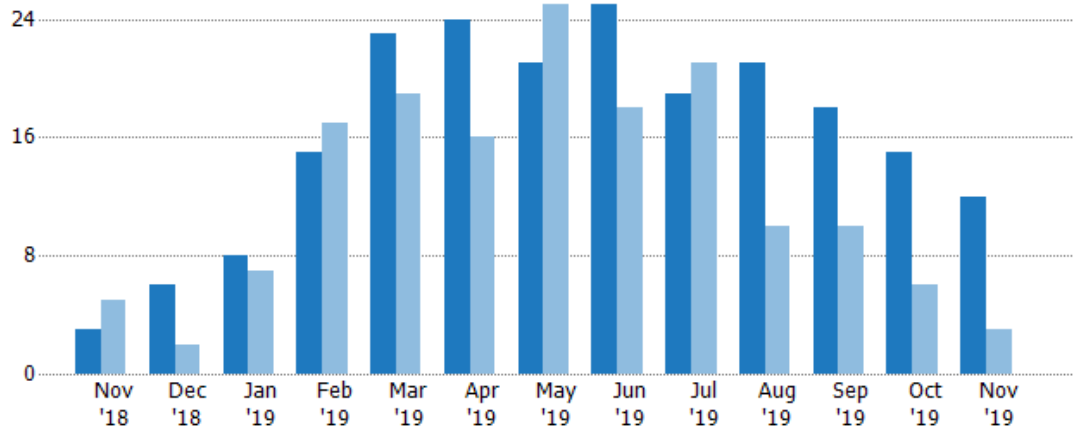
Pending Sales

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.
Nov '19	12	300%
Nov '18	3	-40%
Nov '17	5	220%



	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
Current Year	3	6	8	15	23	24	21	25	19	21	18	15	12
Prior Year	5	2	7	17	19	16	25	18	21	10	10	6	3
Percent Change from Prior Year	-40%	200%	14%	-12%	21%	50%	-16%	39%	-10%	110%	80%	150%	300%

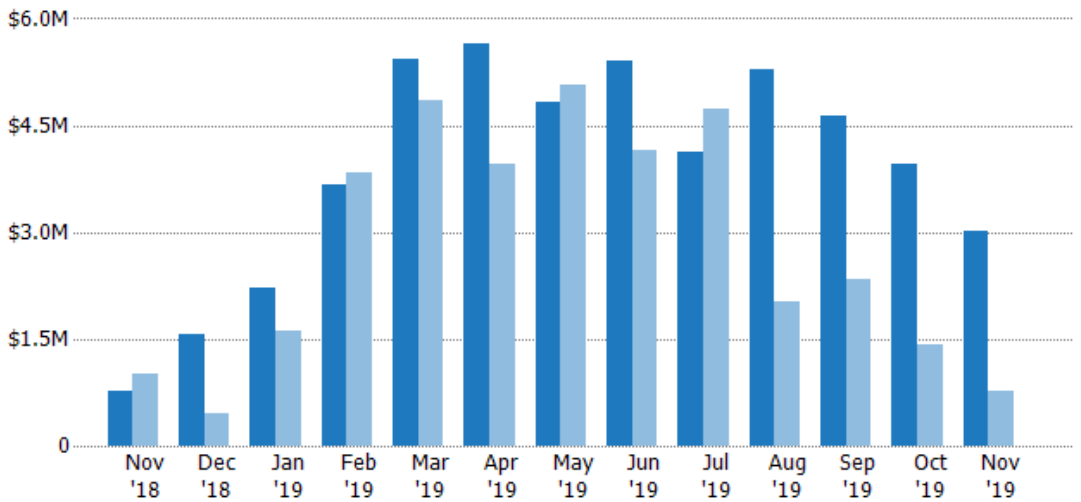
Pending Sales Volume

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.
Nov '19	\$3.02M	296.6%
Nov '18	\$761K	-23.8%
Nov '17	\$999K	205%



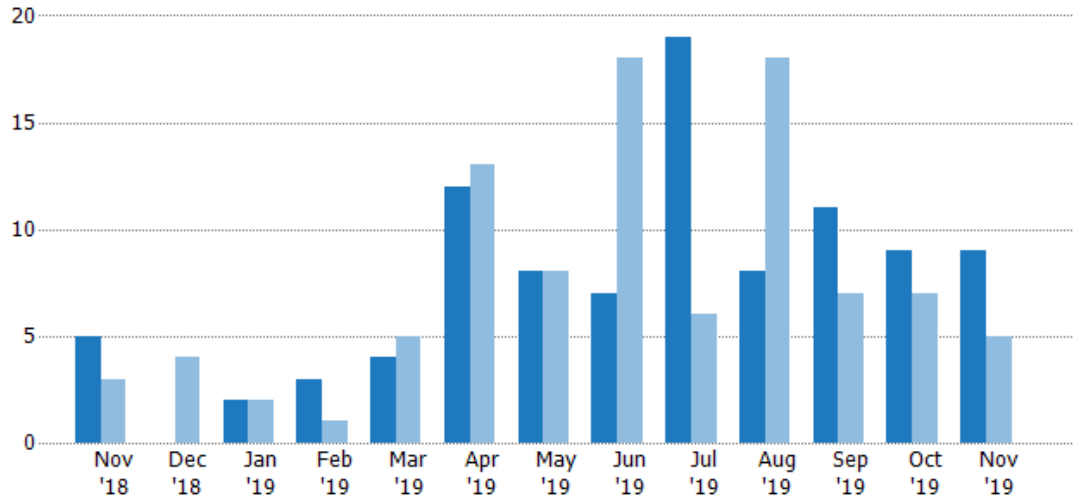
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$761K	\$1.57M	\$2.21M	\$3.67M	\$5.42M	\$5.64M	\$4.82M	\$5.41M	\$4.12M	\$5.29M	\$4.63M	\$3.95M	\$3.02M
Prior Year	\$999K	\$447K	\$1.61M	\$3.84M	\$4.84M	\$3.96M	\$5.07M	\$4.15M	\$4.73M	\$2.01M	\$2.35M	\$1.43M	\$761K
Percent Change from Prior Year	-24%	252%	37%	-4%	12%	43%	-5%	31%	-13%	163%	97%	177%	297%

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



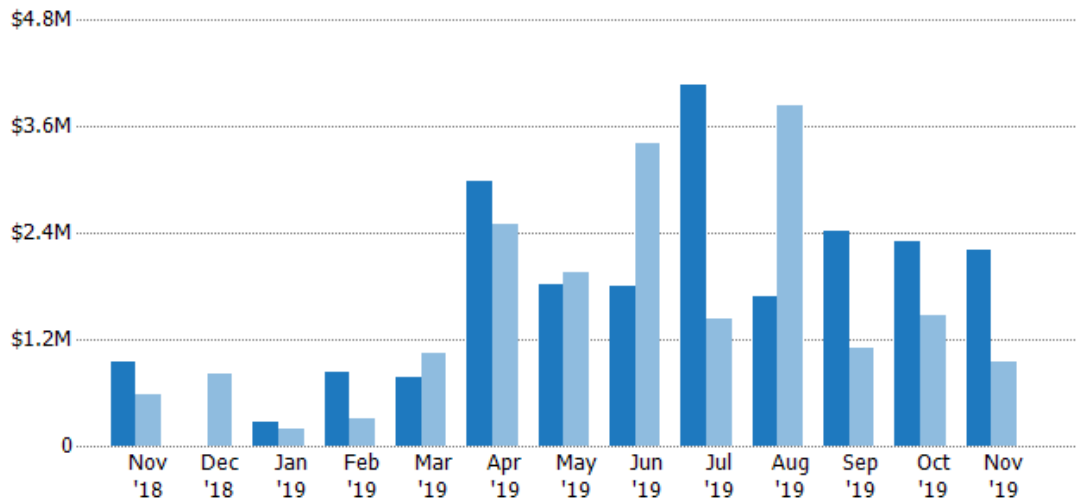
Current Year	5	-	2	3	4	12	8	7	19	8	11	9	9
Prior Year	3	4	2	1	5	13	8	18	6	18	7	7	5
Percent Change from Prior Year	67%	-100%	0%	200%	-20%	-8%	0%	-61%	217%	-56%	57%	29%	80%

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



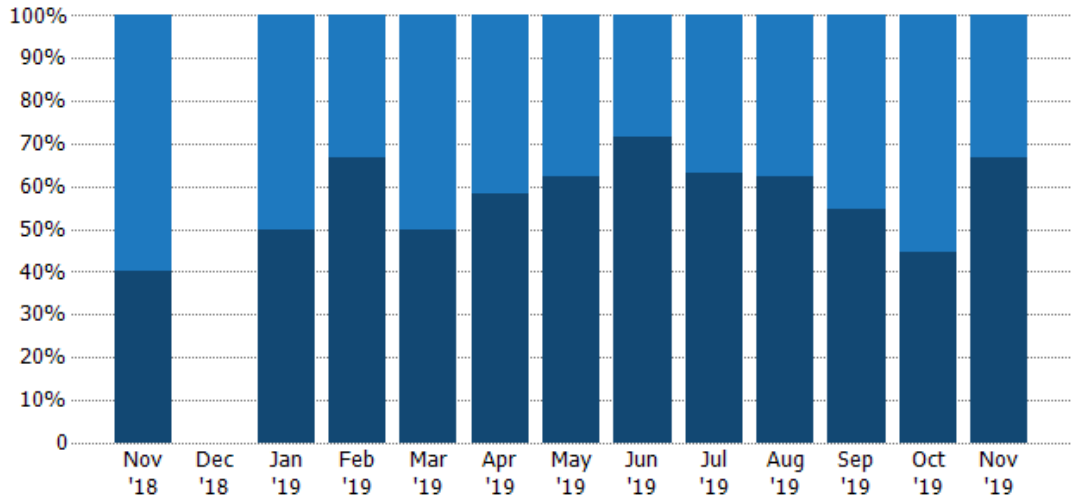
Current Year	\$951K	-	\$274K	\$824K	\$780K	\$2.98M	\$1.82M	\$1.81M	\$4.06M	\$1.68M	\$2.42M	\$2.3M	\$2.21M
Prior Year	\$574K	\$819K	\$182K	\$310K	\$1.05M	\$2.51M	\$1.96M	\$3.42M	\$1.43M	\$3.83M	\$1.11M	\$1.47M	\$951K
Percent Change from Prior Year	66%	-100%	51%	166%	-26%	19%	-7%	-47%	185%	-56%	119%	56%	132%

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



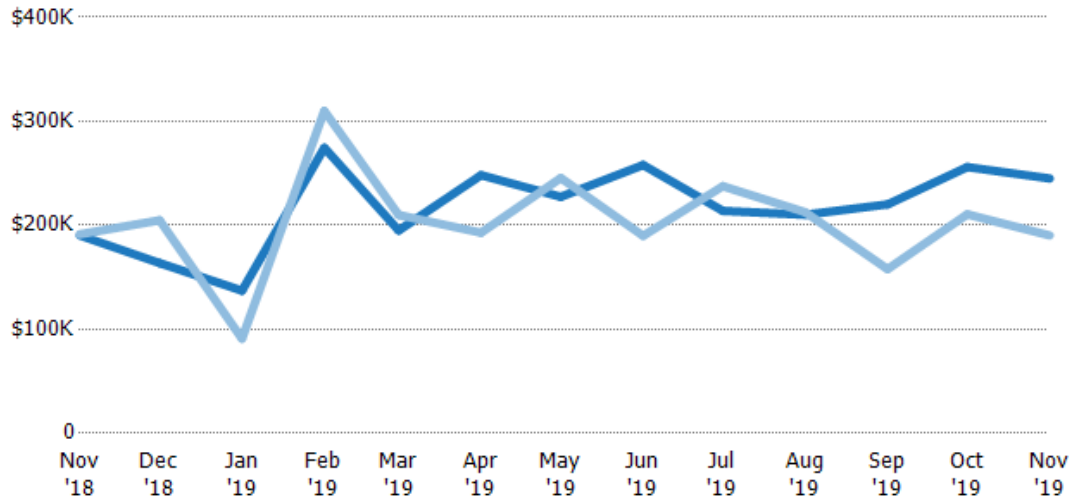
Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Condo/Townhouse	60%	-	50%	33%	50%	42%	38%	29%	37%	38%	45%	56%	33%
Single Family Residence	40%	-	50%	67%	50%	58%	63%	71%	63%	63%	55%	44%	67%

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



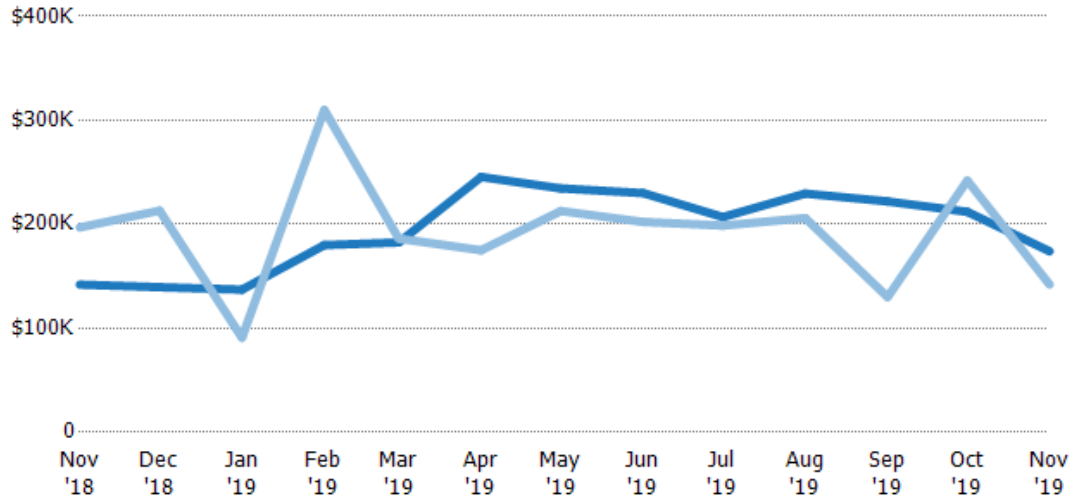
Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$190K	\$164K	\$137K	\$275K	\$195K	\$248K	\$227K	\$258K	\$214K	\$210K	\$220K	\$256K	\$245K
Prior Year	\$191K	\$205K	\$91K	\$310K	\$210K	\$193K	\$245K	\$190K	\$238K	\$213K	\$158K	\$211K	\$190K
Percent Change from Prior Year	-1%	-100%	51%	-11%	-7%	29%	-7%	36%	-10%	-1%	39%	22%	29%

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



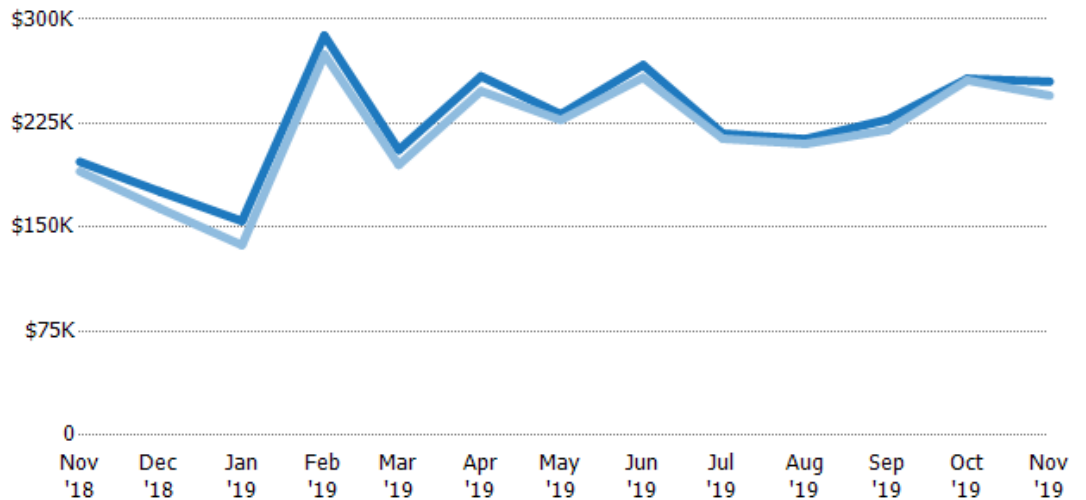
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$142K	\$140K	\$137K	\$180K	\$183K	\$246K	\$235K	\$230K	\$207K	\$230K	\$222K	\$212K	\$174K
Prior Year	\$197K	\$213K	\$91K	\$310K	\$186K	\$175K	\$213K	\$202K	\$199K	\$206K	\$130K	\$242K	\$142K
Percent Change from Prior Year	-28%	-100%	51%	-42%	-2%	40%	10%	14%	4%	11%	71%	-12%	23%

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



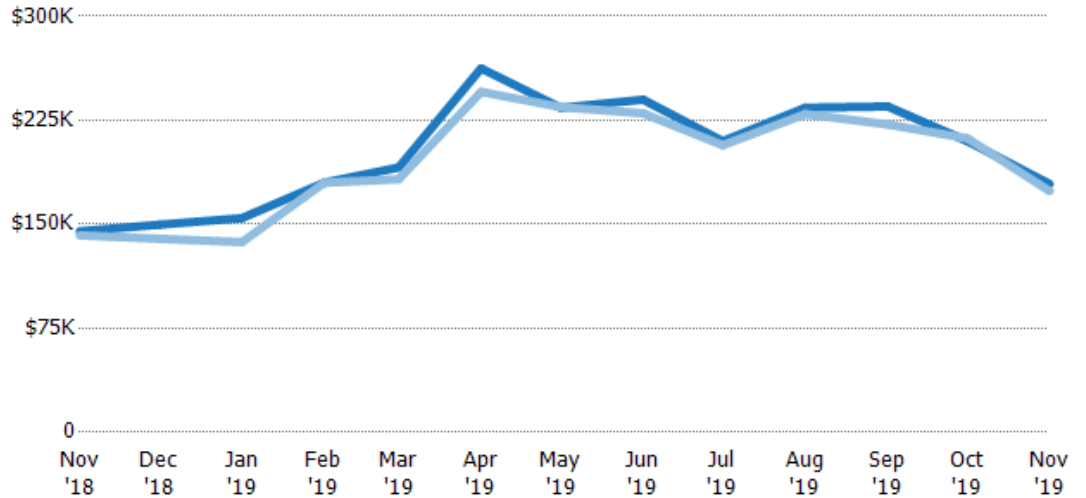
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg List Price	\$197K	\$176K	\$154K	\$288K	\$206K	\$259K	\$231K	\$267K	\$218K	\$214K	\$228K	\$257K	\$255K
Avg Sales Price	\$190K	\$164K	\$137K	\$275K	\$195K	\$248K	\$227K	\$258K	\$214K	\$210K	\$220K	\$256K	\$245K
Avg Sales Price as a % of Avg List Price	96%	93%	89%	95%	95%	96%	98%	97%	98%	98%	97%	100%	96%

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



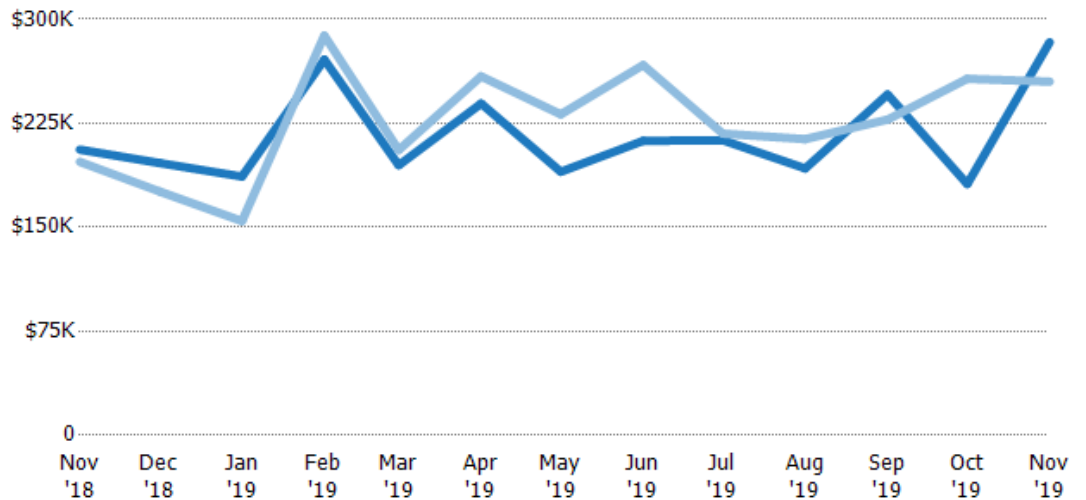
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$145K	\$150K	\$154K	\$180K	\$191K	\$262K	\$234K	\$240K	\$210K	\$234K	\$235K	\$210K	\$179K
Median Sales Price	\$142K	\$140K	\$137K	\$180K	\$183K	\$246K	\$235K	\$230K	\$207K	\$230K	\$222K	\$212K	\$174K
Med Sales Price as a % of Med List Price	98%	93%	89%	100%	96%	94%	100%	96%	99%	98%	94%	101%	97%

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



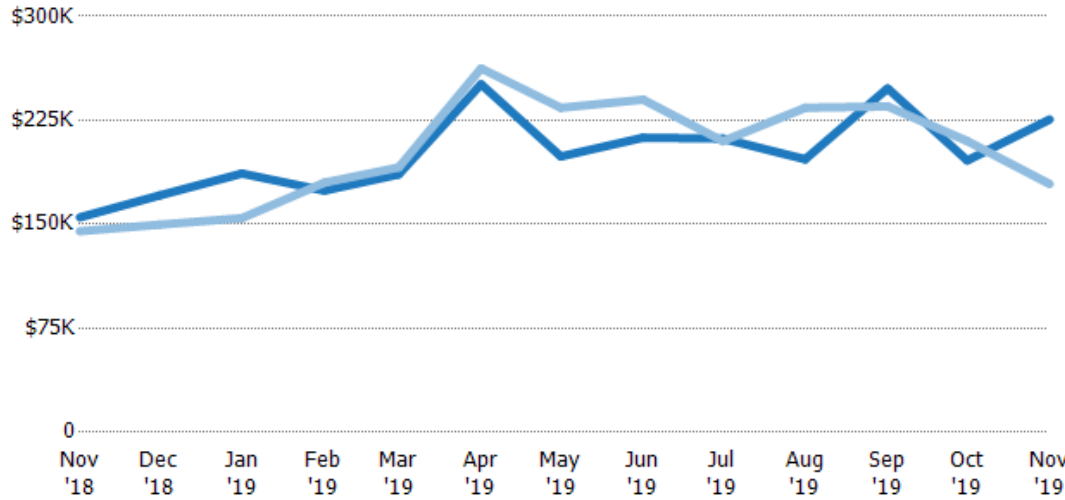
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$206K	\$196K	\$187K	\$271K	\$195K	\$239K	\$190K	\$212K	\$213K	\$192K	\$246K	\$181K	\$284K
Avg Sales Price	\$197K	\$176K	\$154K	\$288K	\$206K	\$259K	\$231K	\$267K	\$218K	\$214K	\$228K	\$257K	\$255K
Avg Sales Price as a % of Avg Est Value	96%	89%	83%	106%	106%	108%	122%	126%	102%	111%	93%	142%	90%

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



	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
Median Est Value	\$155K	\$171K	\$187K	\$174K	\$186K	\$251K	\$199K	\$213K	\$212K	\$197K	\$248K	\$196K	\$226K
Median Sales Price	\$145K	\$150K	\$154K	\$180K	\$191K	\$262K	\$234K	\$240K	\$210K	\$234K	\$235K	\$210K	\$179K
Med Sales Price as a % of Med Est Value	94%	88%	83%	103%	103%	105%	118%	113%	99%	119%	95%	107%	79%