

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	8	+25%	121	101	+19.8%
New Listing Volume	\$2,940,600	\$1,554,900	+89.1%	\$29,804,388	\$23,452,999	+27.1%
Active Listing Count	33	29	+13.8%	N/A	N/A	
Active Listing Volume	\$9,711,600	\$8,055,900	+20.6%	N/A	N/A	
Average Listing Price	\$294,291	\$277,790	+5.9%	\$297,520	\$285,140	+4.3%
Median Listing Price	\$239,900	\$249,000	-3.7%	\$260,626	\$252,184	+3.3%
Median Days in RPR	64	82	-22%	73.55	68.33	+7.6%
Months of Inventory	3	4.1	-27.6%	3.6	3.1	+18.8%
Absorption Rate	33.33%	24.14%	+9.2%	27.42%	32.57%	-5.1%
Sales Activity Charts Metrics						
New Pending Sales Count	7	3	+133.3%	107	93	+15.1%
New Pending Sales Volume	\$1,834,000	\$631,900	+190.2%	\$24,801,088	\$19,885,299	+24.7%
Pending Sales Count	15	5	+200%	N/A	N/A	
Pending Sales Volume	\$3,954,600	\$1,212,900	+226%	N/A	N/A	
Closed Sales Count	9	7	+28.6%	83	85	-2.4%
Closed Sales Volume	\$2,303,888	\$1,473,800	+56.3%	\$18,949,293	\$17,260,149	+9.8%
Average Sales Price	\$255,988	\$210,543	+21.6%	\$228,305	\$203,061	+12.4%
Median Sales Price	\$212,000	\$242,000	-12.4%	\$218,015	\$194,650	+12%

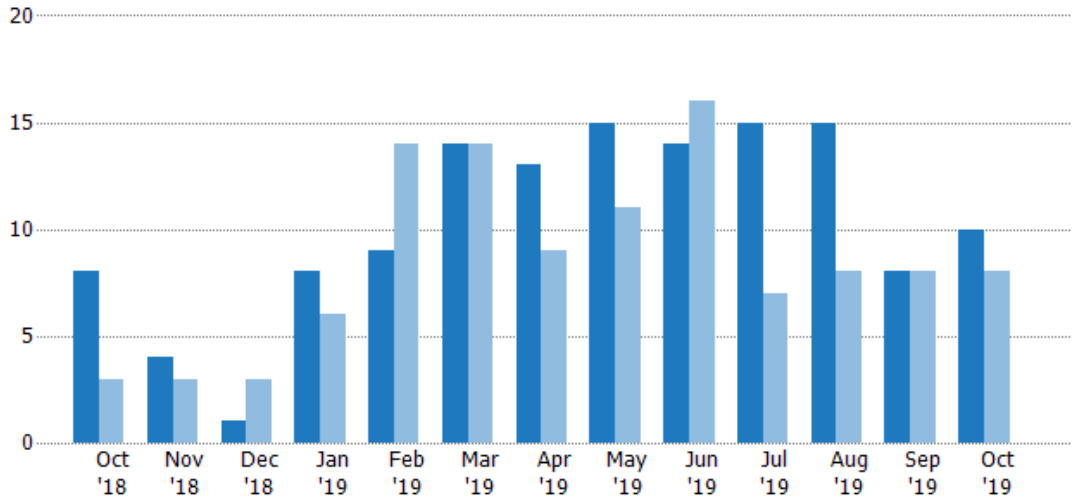
New Listings

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.
Oct '19	10	25%
Oct '18	8	166.7%
Oct '17	3	333.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	8	4	1	8	9	14	13	15	14	15	15	8	10
Prior Year	3	3	3	6	14	14	9	11	16	7	8	8	8
Percent Change from Prior Year	167%	33%	-67%	33%	-36%	0%	44%	36%	-13%	114%	88%	0%	25%

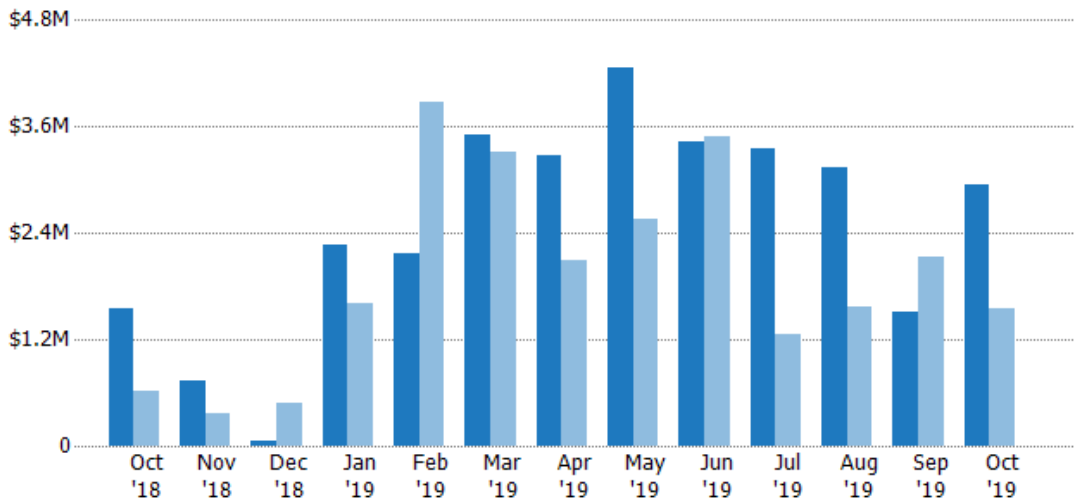
New Listing Volume

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.
Oct '19	\$2.94M	89.1%
Oct '18	\$1.55M	152.2%
Oct '17	\$617K	324.9%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$1.55M	\$728K	\$56.5K	\$2.26M	\$2.17M	\$3.51M	\$3.27M	\$4.26M	\$3.42M	\$3.34M	\$3.13M	\$1.5M	\$2.94M
Prior Year	\$617K	\$359K	\$488K	\$1.61M	\$3.87M	\$3.32M	\$2.09M	\$2.55M	\$3.49M	\$1.26M	\$1.58M	\$2.13M	\$1.55M
Percent Change from Prior Year	152%	103%	-88%	40%	-44%	6%	56%	67%	-2%	165%	99%	-29%	89%

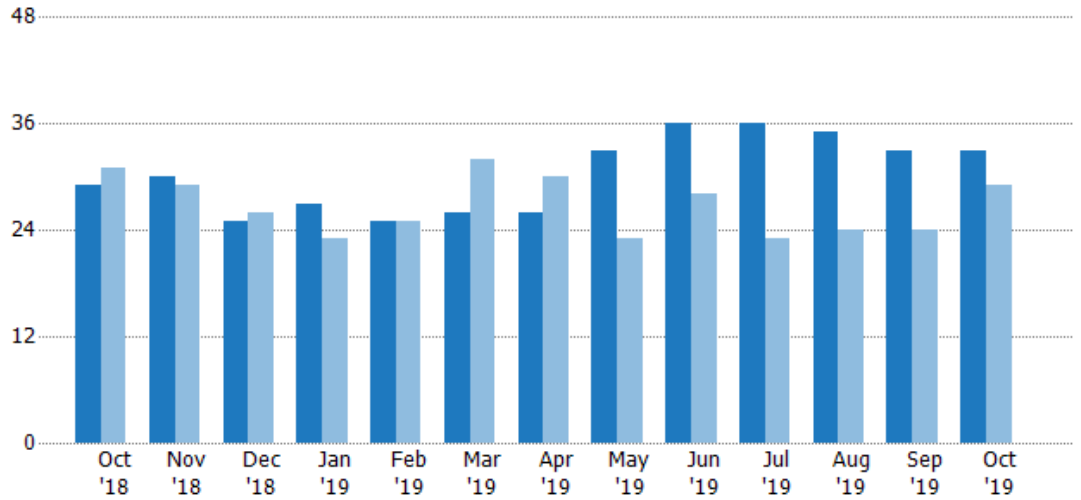
Active Listings

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.
Oct '19	33	13.8%
Oct '18	29	-6.5%
Oct '17	31	38.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	29	30	25	27	25	26	26	33	36	36	35	33	33
Prior Year	31	29	26	23	25	32	30	23	28	23	24	24	29
Percent Change from Prior Year	-6%	3%	-4%	17%	0%	-19%	-13%	43%	29%	57%	46%	38%	14%

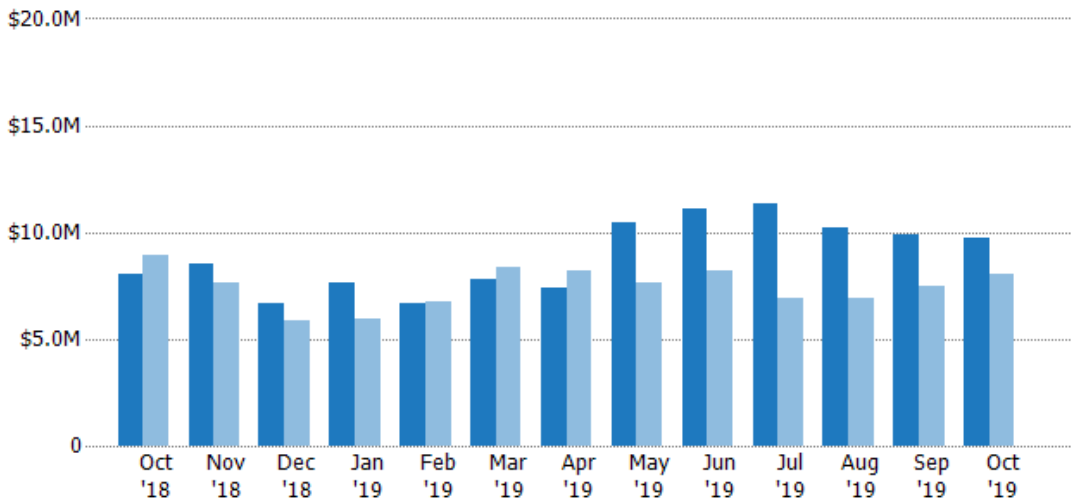
Active Listing Volume

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.
Oct '19	\$9.71M	20.6%
Oct '18	\$8.06M	-10%
Oct '17	\$8.95M	21.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$8.06M	\$8.55M	\$6.66M	\$7.62M	\$6.66M	\$7.82M	\$7.42M	\$10.4M	\$11.1M	\$11.4M	\$10.2M	\$9.89M	\$9.71M
Prior Year	\$8.95M	\$7.63M	\$5.83M	\$5.92M	\$6.79M	\$8.38M	\$8.23M	\$7.6M	\$8.19M	\$6.91M	\$6.88M	\$7.48M	\$8.06M
Percent Change from Prior Year	-10%	12%	14%	29%	-2%	-7%	-10%	37%	35%	65%	49%	32%	21%

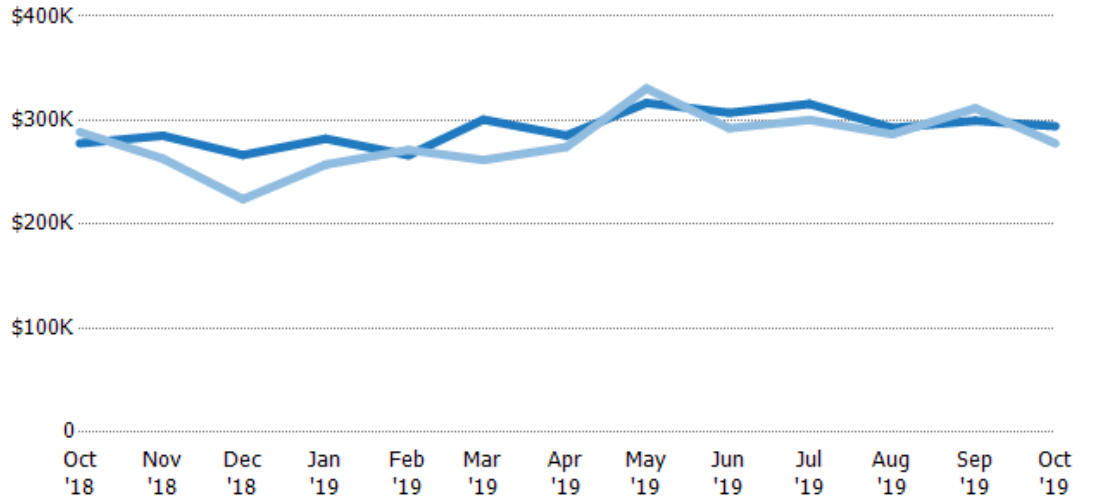
Average Listing Price

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.
Oct '19	\$294K	5.9%
Oct '18	\$278K	-3.7%
Oct '17	\$289K	-12.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$278K	\$285K	\$267K	\$282K	\$266K	\$301K	\$285K	\$317K	\$307K	\$316K	\$293K	\$300K	\$294K
Prior Year	\$289K	\$263K	\$224K	\$257K	\$272K	\$262K	\$274K	\$331K	\$292K	\$300K	\$287K	\$312K	\$278K
Percent Change from Prior Year	-4%	8%	19%	10%	-2%	15%	4%	-4%	5%	5%	2%	-4%	6%

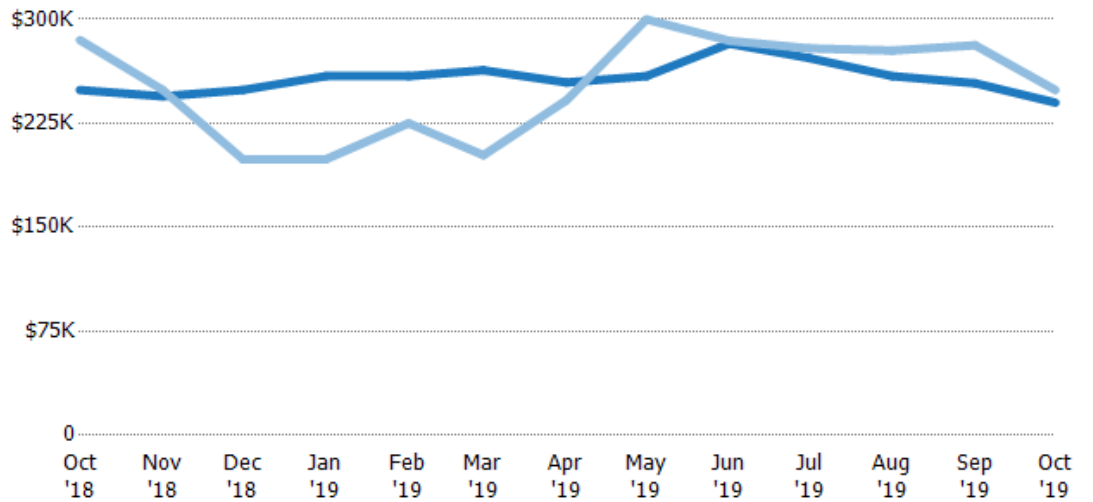
Median Listing Price

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.
Oct '19	\$240K	-3.7%
Oct '18	\$249K	-12.6%
Oct '17	\$285K	-26.4%



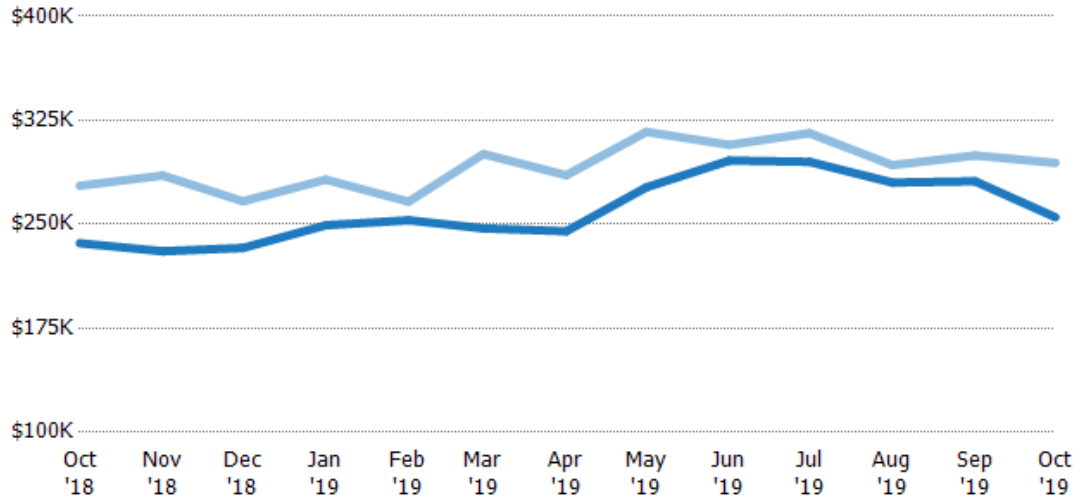
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$249K	\$244K	\$249K	\$259K	\$259K	\$263K	\$254K	\$259K	\$282K	\$272K	\$259K	\$254K	\$240K
Prior Year	\$285K	\$249K	\$199K	\$199K	\$225K	\$202K	\$242K	\$300K	\$284K	\$279K	\$277K	\$281K	\$249K
Percent Change from Prior Year	-13%	-2%	25%	30%	15%	30%	5%	-14%	-1%	-3%	-7%	-10%	-4%

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

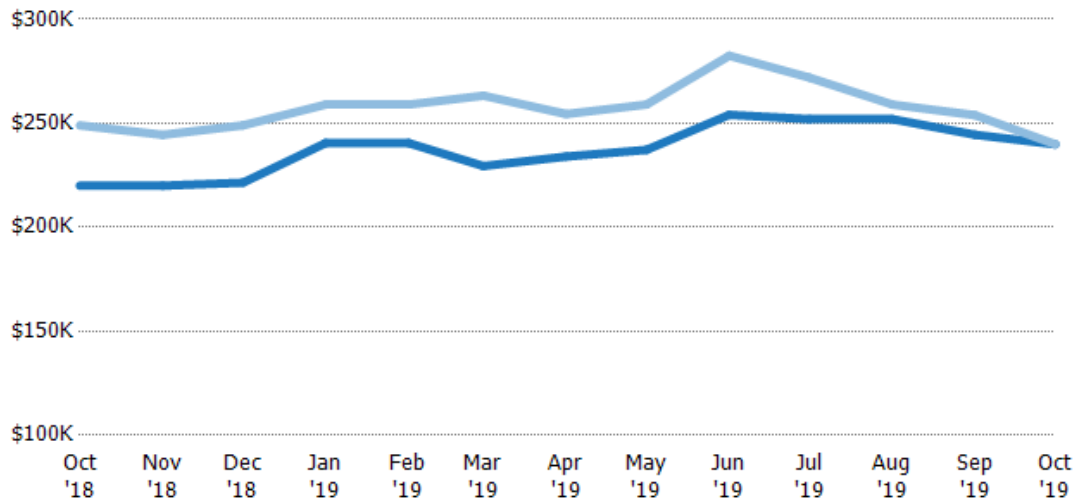


Median Listing Price vs Median Est Value

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



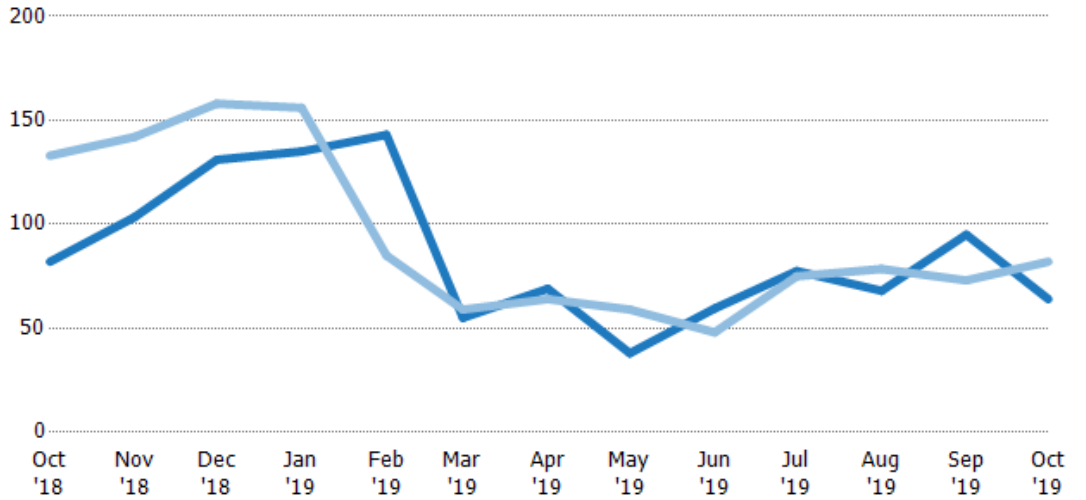
Median Days in RPR

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.
Oct '19	64	-22%
Oct '18	82	-38.3%
Oct '17	133	-36.8%



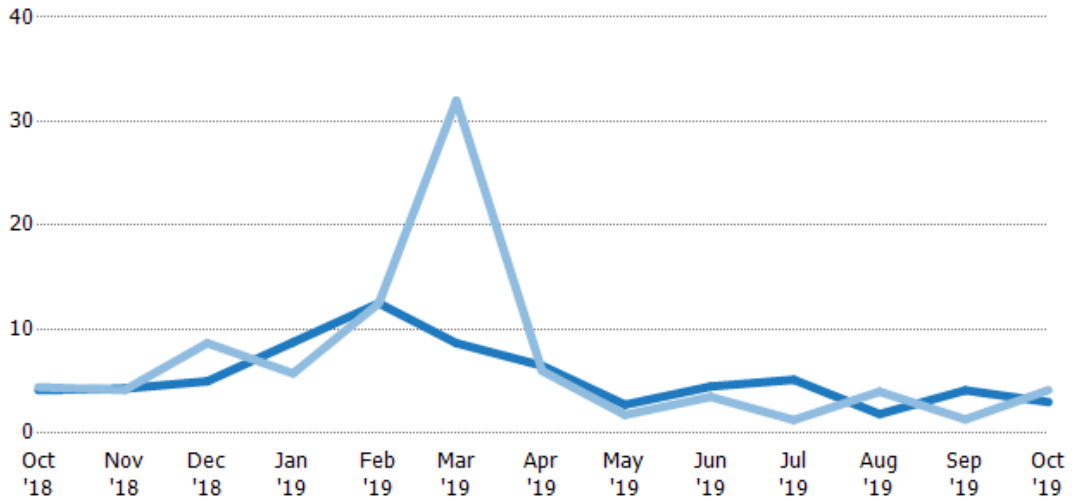
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	82	104	131	135	143	55	69	38	59.5	77.5	68	95	64
Prior Year	133	142	158	156	85	59	64	59	48	75	78.5	73	82
Percent Change from Prior Year	-38%	-27%	-17%	-13%	68%	-7%	8%	-36%	24%	3%	-13%	30%	-22%

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



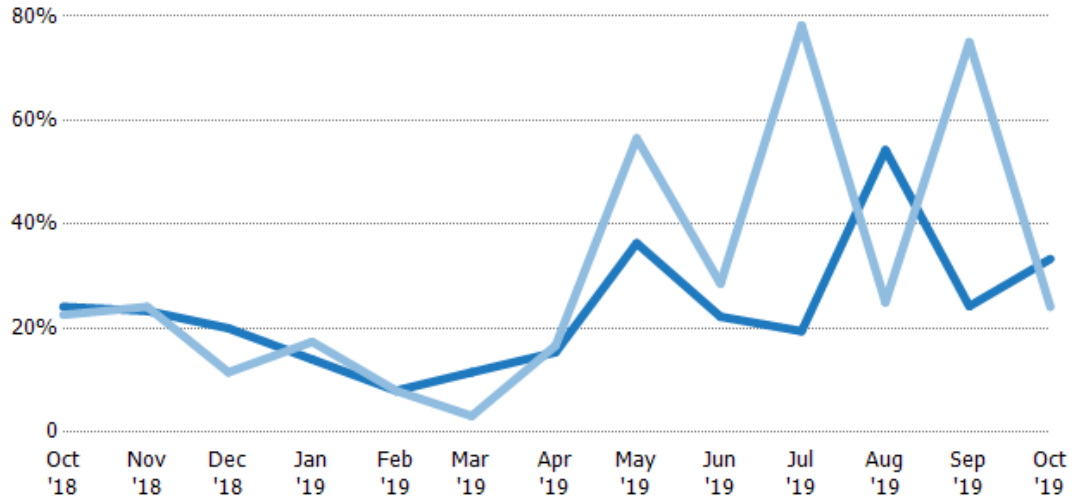
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	4.14	4.29	5	8.75	12.5	8.67	6.5	2.75	4.5	5.14	1.84	4.13	3
Prior Year	4.43	4.14	8.67	5.75	12.5	32	6	1.77	3.5	1.28	4	1.33	4.14
Percent Change from Prior Year	-6%	3%	-42%	-100%	0%	-73%	8%	55%	29%	303%	-54%	209%	-28%

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



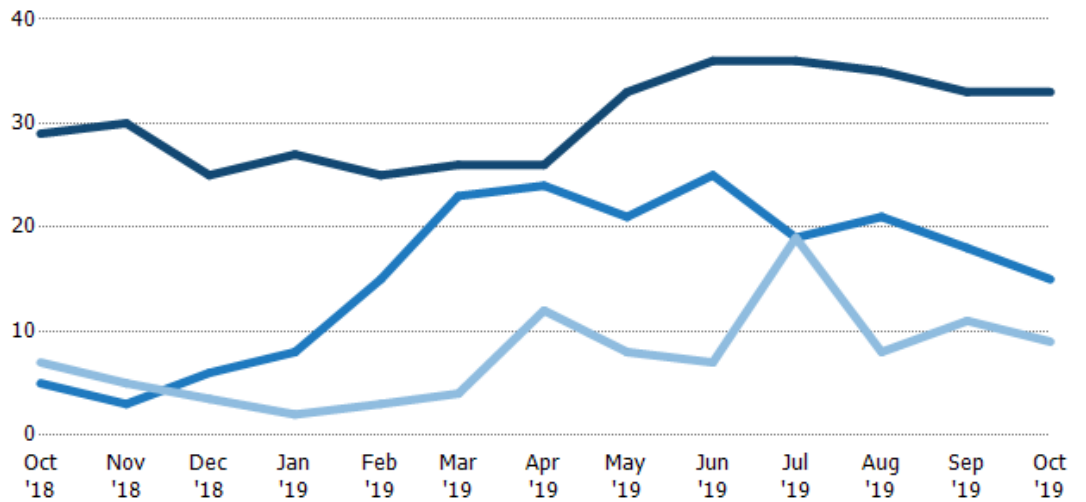
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	24%	23%	20%	14%	8%	12%	15%	36%	22%	19%	54%	24%	33%
Prior Year	23%	24%	12%	17%	8%	3%	17%	57%	29%	78%	25%	75%	24%
Change from Prior Year	-2%	1%	-8%	17%	0%	-8%	1%	20%	6%	59%	-29%	51%	-9%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	29	30	25	27	25	26	26	33	36	36	35	33	33
Pending	5	3	6	8	15	23	24	21	25	19	21	18	15
Sold	7	5	3.5	2	3	4	12	8	7	19	8	11	9

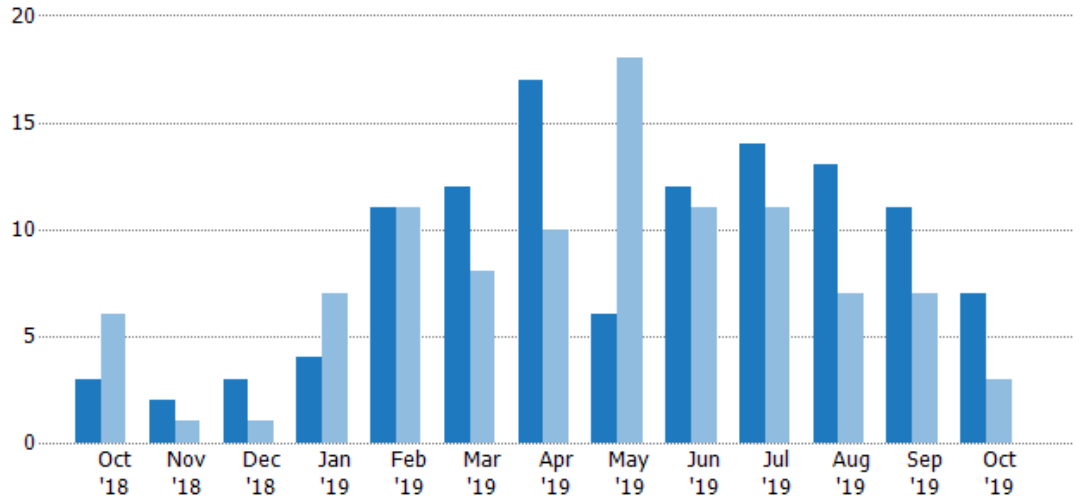
New Pending Sales

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.
Oct '19	7	133.3%
Oct '18	3	-50%
Oct '17	6	83.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	3	2	3	4	11	12	17	6	12	14	13	11	7
Prior Year	6	1	1	7	11	8	10	18	11	11	7	7	3
Percent Change from Prior Year	-50%	100%	200%	-43%	0%	50%	70%	-67%	9%	27%	86%	57%	133%

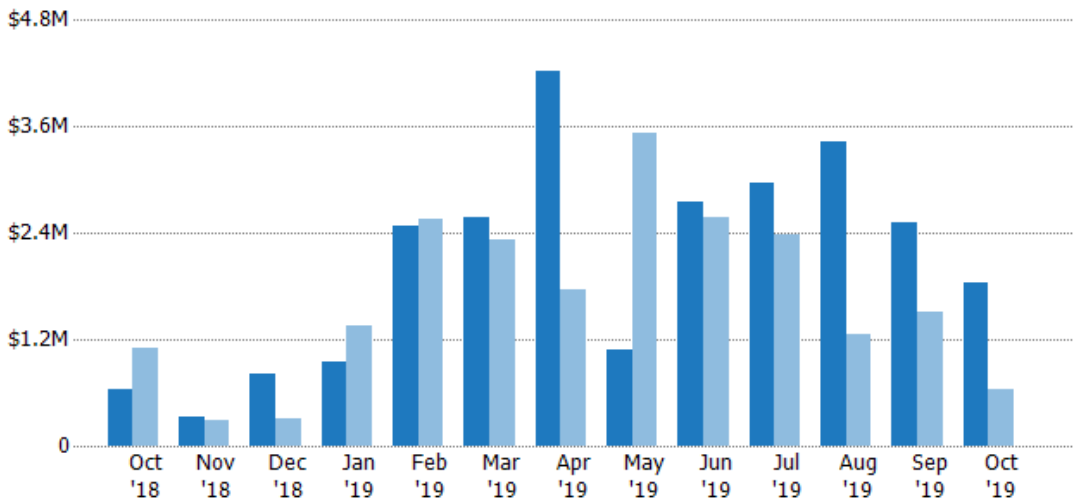
New Pending Sales Volume

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.
Oct '19	\$1.83M	190.2%
Oct '18	\$632K	-42.5%
Oct '17	\$1.1M	77.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$632K	\$319K	\$814K	\$941K	\$2.48M	\$2.57M	\$4.23M	\$1.09M	\$2.75M	\$2.97M	\$3.42M	\$2.51M	\$1.83M
Prior Year	\$1.1M	\$285K	\$300K	\$1.36M	\$2.55M	\$2.33M	\$1.75M	\$3.53M	\$2.57M	\$2.39M	\$1.26M	\$1.51M	\$632K
Percent Change from Prior Year	-42%	12%	171%	-31%	-3%	10%	141%	-69%	7%	24%	172%	67%	190%

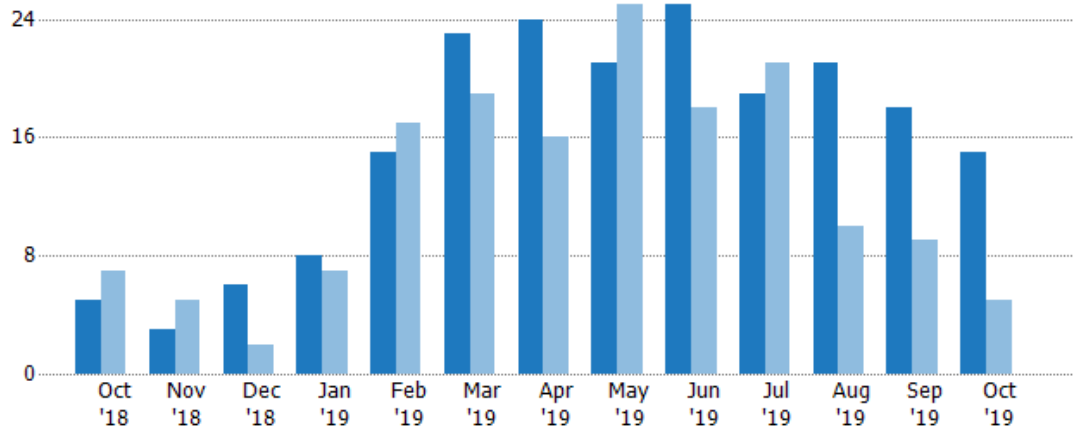
Pending Sales

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.
Oct '19	15	200%
Oct '18	5	-28.6%
Oct '17	7	171.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	5	3	6	8	15	23	24	21	25	19	21	18	15
Prior Year	7	5	2	7	17	19	16	25	18	21	10	9	5
Percent Change from Prior Year	-29%	-40%	200%	14%	-12%	21%	50%	-16%	39%	-10%	110%	100%	200%

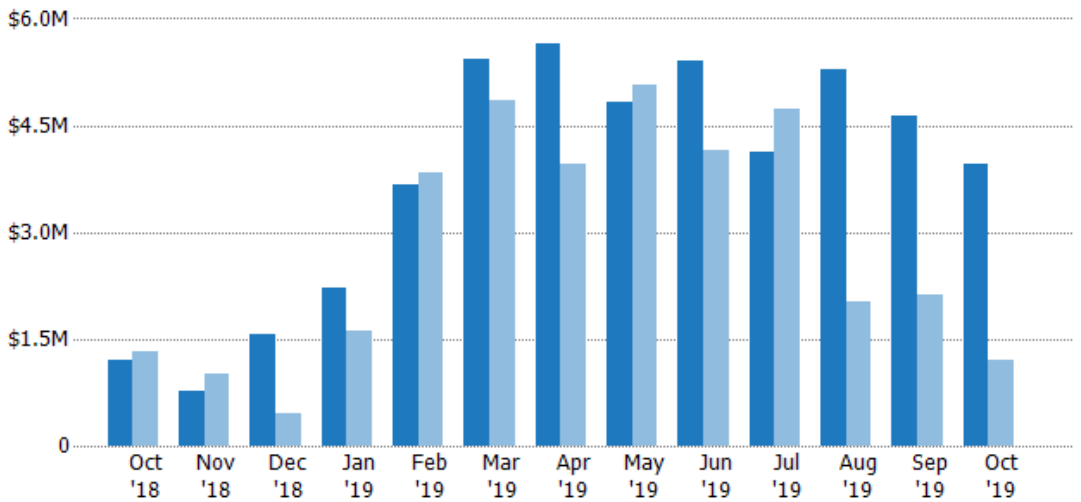
Pending Sales Volume

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.
Oct '19	\$3.95M	226%
Oct '18	\$1.21M	-7.9%
Oct '17	\$1.32M	173.1%



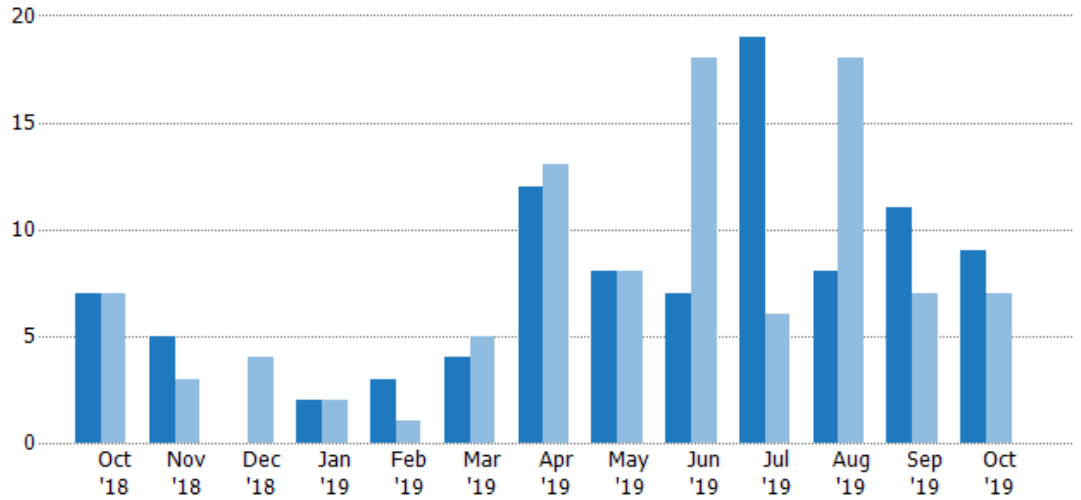
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$1.21M	\$761K	\$1.57M	\$2.21M	\$3.67M	\$5.42M	\$5.64M	\$4.82M	\$5.41M	\$4.12M	\$5.29M	\$4.63M	\$3.95M
Prior Year	\$1.32M	\$999K	\$447K	\$1.61M	\$3.84M	\$4.84M	\$3.96M	\$5.07M	\$4.15M	\$4.73M	\$2.01M	\$2.13M	\$1.21M
Percent Change from Prior Year	-8%	-24%	252%	37%	-4%	12%	43%	-5%	31%	-13%	163%	117%	226%

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



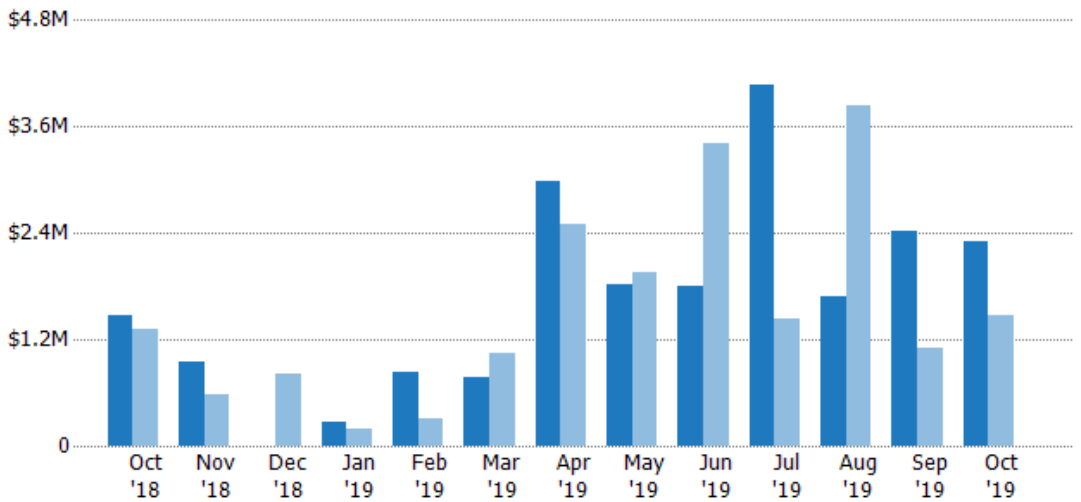
Current Year	7	5	-	2	3	4	12	8	7	19	8	11	9
Prior Year	7	3	4	2	1	5	13	8	18	6	18	7	7
Percent Change from Prior Year	0%	67%	-100%	0%	200%	-20%	-8%	0%	-61%	217%	-56%	57%	29%

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



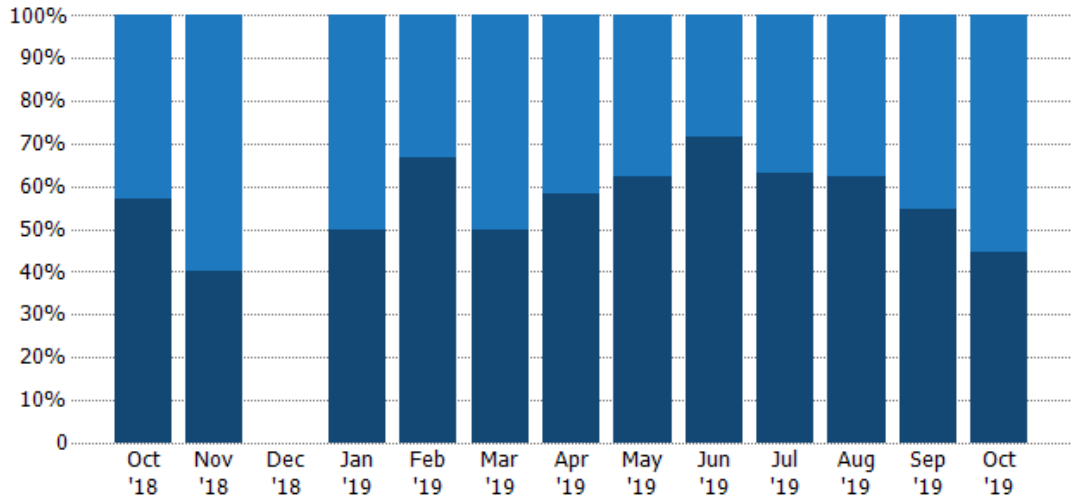
Current Year	\$1.47M	\$951K	-	\$274K	\$824K	\$780K	\$2.98M	\$1.82M	\$1.81M	\$4.06M	\$1.68M	\$2.42M	\$2.3M
Prior Year	\$1.32M	\$574K	\$819K	\$182K	\$310K	\$1.05M	\$2.51M	\$1.96M	\$3.42M	\$1.43M	\$3.83M	\$1.11M	\$1.47M
Percent Change from Prior Year	11%	66%	-100%	51%	166%	-26%	19%	-7%	-47%	185%	-56%	119%	56%

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



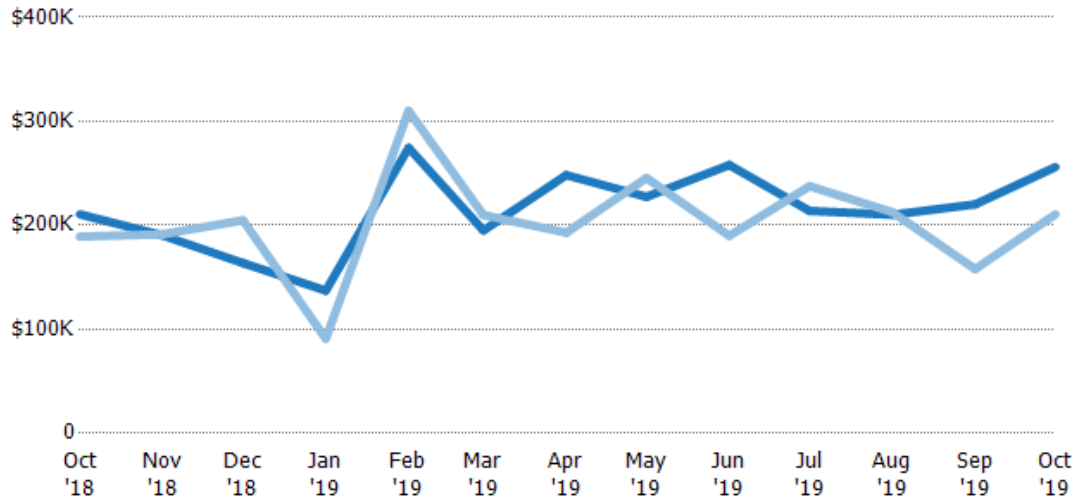
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Condo/Townhouse	43%	60%	-	50%	33%	50%	42%	38%	29%	37%	38%	45%	56%
Single Family Residence	57%	40%	-	50%	67%	50%	58%	63%	71%	63%	63%	55%	44%

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



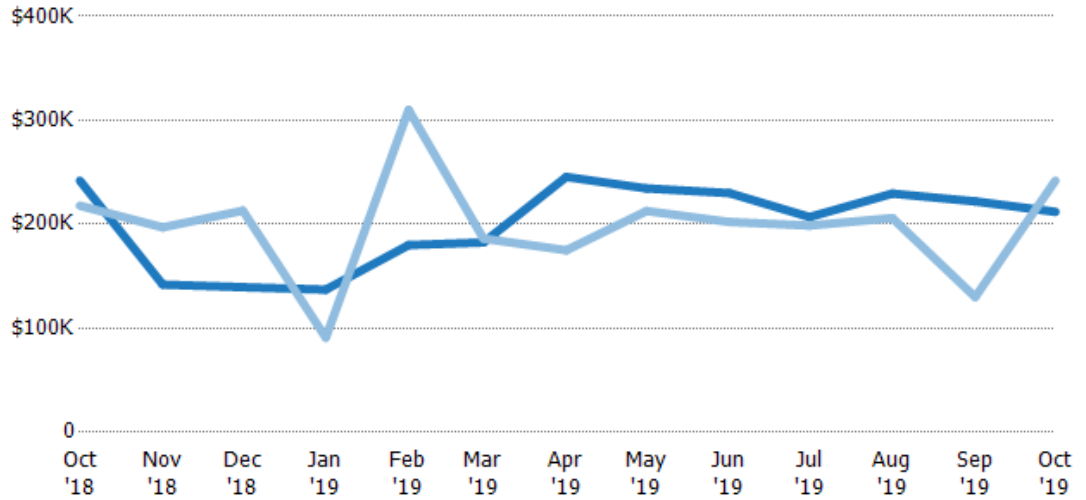
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$211K	\$190K	\$164K	\$137K	\$275K	\$195K	\$248K	\$227K	\$258K	\$214K	\$210K	\$220K	\$256K
Prior Year	\$189K	\$191K	\$205K	\$91K	\$310K	\$210K	\$193K	\$245K	\$190K	\$238K	\$213K	\$158K	\$211K
Percent Change from Prior Year	11%	-1%	-100%	51%	-11%	-7%	29%	-7%	36%	-10%	-1%	39%	22%

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



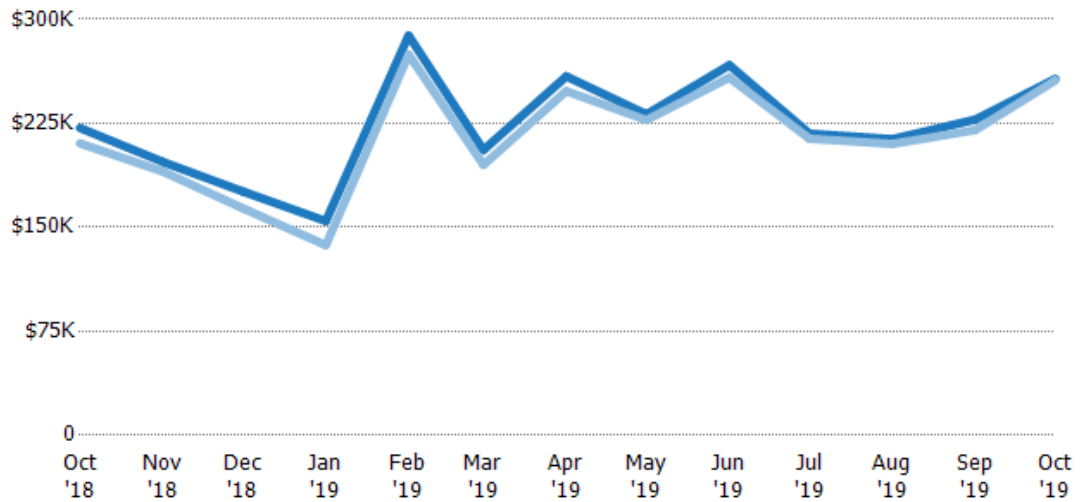
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$242K	\$142K	\$140K	\$137K	\$180K	\$183K	\$246K	\$235K	\$230K	\$207K	\$230K	\$222K	\$212K
Prior Year	\$218K	\$197K	\$213K	\$91K	\$310K	\$186K	\$175K	\$213K	\$202K	\$199K	\$206K	\$130K	\$242K
Percent Change from Prior Year	11%	-28%	-100%	51%	-42%	-2%	40%	10%	14%	4%	11%	71%	-12%

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



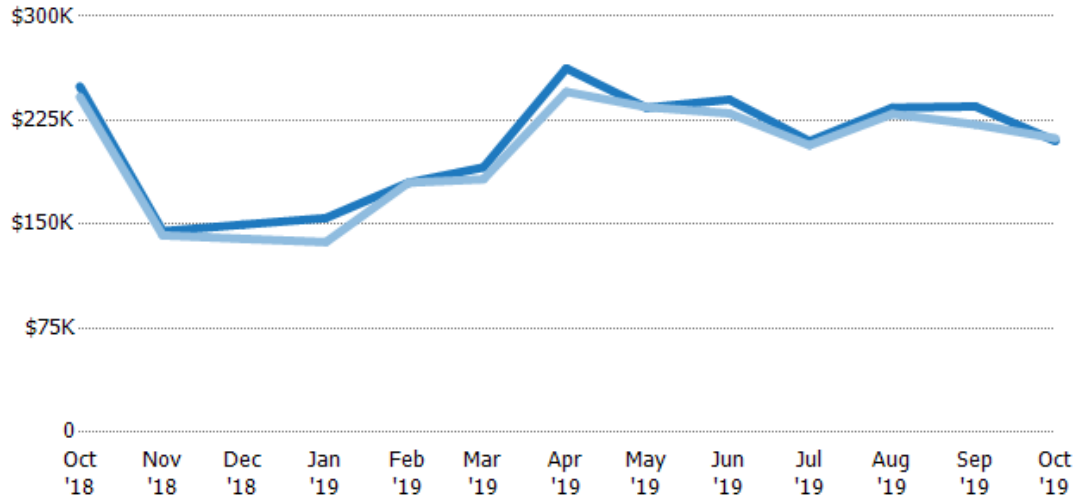
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg List Price	\$222K	\$197K	\$176K	\$154K	\$288K	\$206K	\$259K	\$231K	\$267K	\$218K	\$214K	\$228K	\$257K
Avg Sales Price	\$211K	\$190K	\$164K	\$137K	\$275K	\$195K	\$248K	\$227K	\$258K	\$214K	\$210K	\$220K	\$256K
Avg Sales Price as a % of Avg List Price	95%	96%	93%	89%	95%	95%	96%	98%	97%	98%	98%	97%	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
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



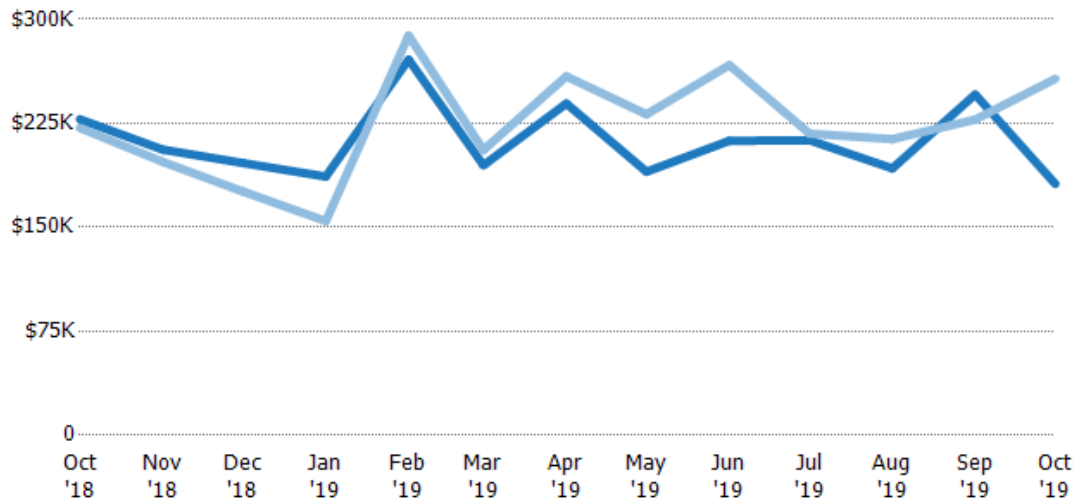
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$249K	\$145K	\$150K	\$154K	\$180K	\$191K	\$262K	\$234K	\$240K	\$210K	\$234K	\$235K	\$210K
Median Sales Price	\$242K	\$142K	\$140K	\$137K	\$180K	\$183K	\$246K	\$235K	\$230K	\$207K	\$230K	\$222K	\$212K
Med Sales Price as a % of Med List Price	97%	98%	93%	89%	100%	96%	94%	100%	96%	99%	98%	94%	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.

Filters Used

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



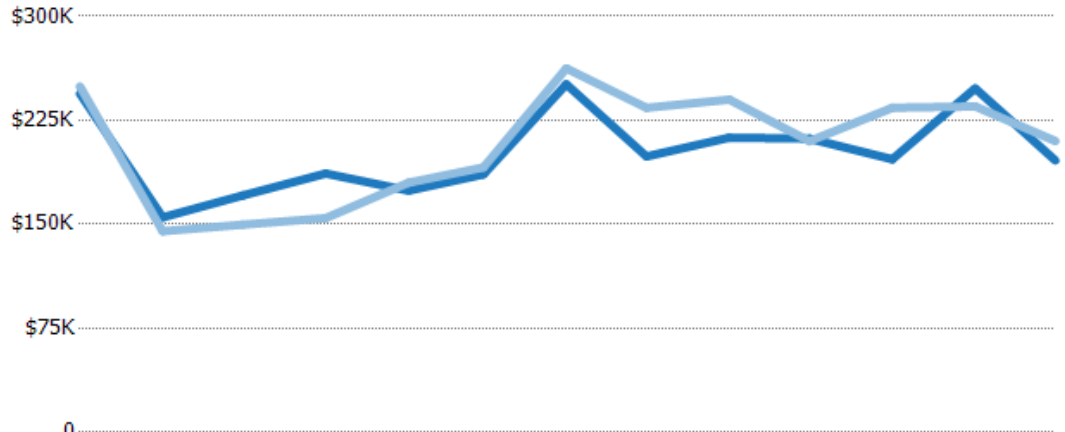
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$228K	\$206K	\$196K	\$187K	\$271K	\$195K	\$239K	\$190K	\$212K	\$213K	\$192K	\$246K	\$181K
Avg Sales Price	\$222K	\$197K	\$176K	\$154K	\$288K	\$206K	\$259K	\$231K	\$267K	\$218K	\$214K	\$228K	\$257K
Avg Sales Price as a % of Avg Est Value	97%	96%	89%	83%	106%	106%	108%	122%	126%	102%	111%	93%	142%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$244K	\$155K	\$171K	\$187K	\$174K	\$186K	\$251K	\$199K	\$213K	\$212K	\$197K	\$248K	\$196K
Median Sales Price	\$249K	\$145K	\$150K	\$154K	\$180K	\$191K	\$262K	\$234K	\$240K	\$210K	\$234K	\$235K	\$210K
Med Sales Price as a % of Med Est Value	102%	94%	88%	83%	103%	103%	105%	118%	113%	99%	119%	95%	107%