

## 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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	8	+/-	111	93	+19.4%
New Listing Volume	\$1,504,700	\$2,125,300	-29.2%	\$26,863,788	\$21,898,099	+22.7%
Active Listing Count	33	24	+37.5%	N/A	N/A	
Active Listing Volume	\$9,886,800	\$7,477,900	+32.2%	N/A	N/A	
Average Listing Price	\$299,600	\$311,579	-3.8%	\$297,904	\$286,059	+4.1%
Median Listing Price	\$253,900	\$281,250	-9.7%	\$263,095	\$252,582	+4.2%
Median Days in RPR	95	73	+30.1%	74.72	67.1	+11.3%
Months of Inventory	4.1	1.3	+209.4%	3.6	3	+19.4%
Absorption Rate	24.24%	75%	-50.8%	28.16%	33.62%	-5.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	11	7	+57.1%	100	90	+11.1%
New Pending Sales Volume	\$2,510,500	\$1,505,900	+66.7%	\$22,967,088	\$19,253,399	+19.3%
Pending Sales Count	18	9	+100%	N/A	N/A	
Pending Sales Volume	\$4,634,288	\$2,132,200	+117.3%	N/A	N/A	
Closed Sales Count	11	7	+57.1%	74	78	-5.1%
Closed Sales Volume	\$2,420,900	\$1,105,000	+119.1%	\$16,645,405	\$15,786,349	+5.4%
Average Sales Price	\$220,082	\$157,857	+39.4%	\$224,938	\$202,389	+11.1%
Median Sales Price	\$222,000	\$130,000	+70.8%	\$218,747	\$190,401	+14.9%

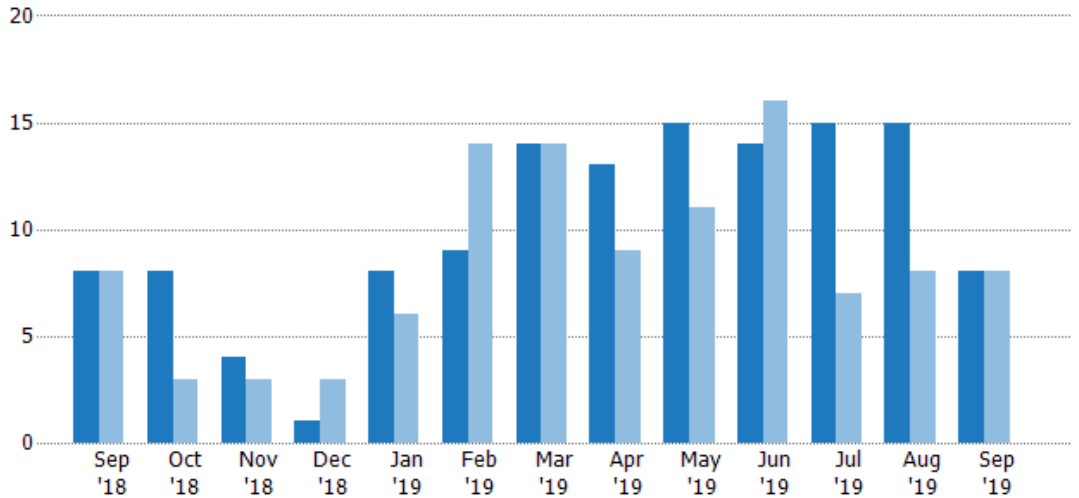
## New Listings

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.
Sep '19	8	0%
Sep '18	8	0%
Sep '17	8	62.5%



Current Year	8	8	4	1	8	9	14	13	15	14	15	15	8
Prior Year	8	3	3	3	6	14	14	9	11	16	7	8	8
Percent Change from Prior Year	0%	167%	33%	-67%	33%	-36%	0%	44%	36%	-13%	114%	88%	0%

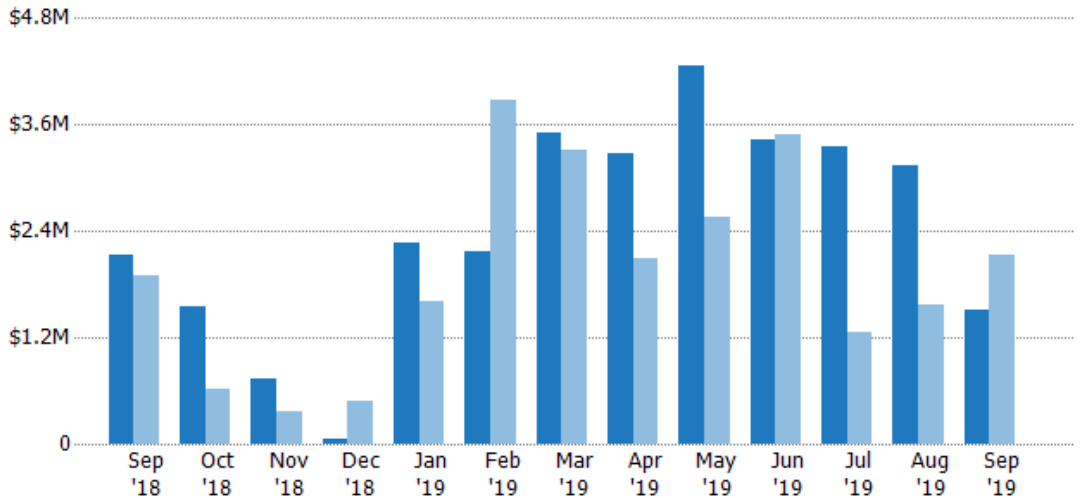
## New Listing Volume

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.
Sep '19	\$1.5M	-29.2%
Sep '18	\$2.13M	11.7%
Sep '17	\$1.9M	130.6%



Current Year	\$2.13M	\$1.55M	\$728K	\$56.5K	\$2.26M	\$2.17M	\$3.51M	\$3.27M	\$4.26M	\$3.42M	\$3.34M	\$3.13M	\$1.5M
Prior Year	\$1.9M	\$617K	\$359K	\$488K	\$1.61M	\$3.87M	\$3.32M	\$2.09M	\$2.55M	\$3.49M	\$1.26M	\$1.58M	\$2.13M
Percent Change from Prior Year	12%	152%	103%	-88%	40%	-44%	6%	56%	67%	-2%	165%	99%	-29%

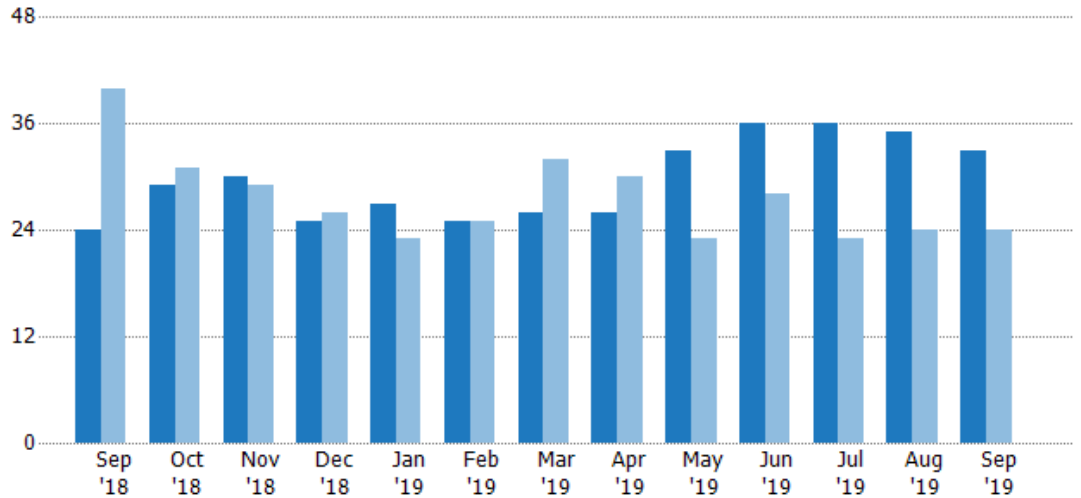
## Active Listings

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.
Sep '19	33	37.5%
Sep '18	24	-40%
Sep '17	40	10%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	24	29	30	25	27	25	26	26	33	36	36	35	33
Prior Year	40	31	29	26	23	25	32	30	23	28	23	24	24
Percent Change from Prior Year	-40%	-6%	3%	-4%	17%	0%	-19%	-13%	43%	29%	57%	46%	38%

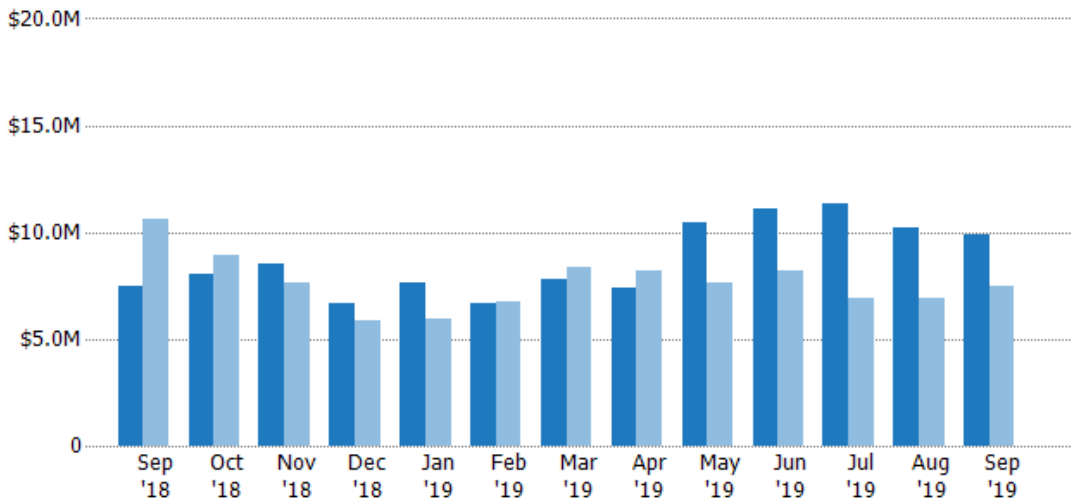
## Active Listing Volume

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.
Sep '19	\$9.89M	32.2%
Sep '18	\$7.48M	-29.8%
Sep '17	\$10.7M	3.7%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$7.48M	\$8.06M	\$8.55M	\$6.66M	\$7.62M	\$6.66M	\$7.82M	\$7.42M	\$10.4M	\$11.1M	\$11.4M	\$10.2M	\$9.89M
Prior Year	\$10.7M	\$8.95M	\$7.63M	\$5.83M	\$5.92M	\$6.79M	\$8.38M	\$8.23M	\$7.6M	\$8.19M	\$6.91M	\$6.88M	\$7.48M
Percent Change from Prior Year	-30%	-10%	12%	14%	29%	-2%	-7%	-10%	37%	35%	65%	49%	32%

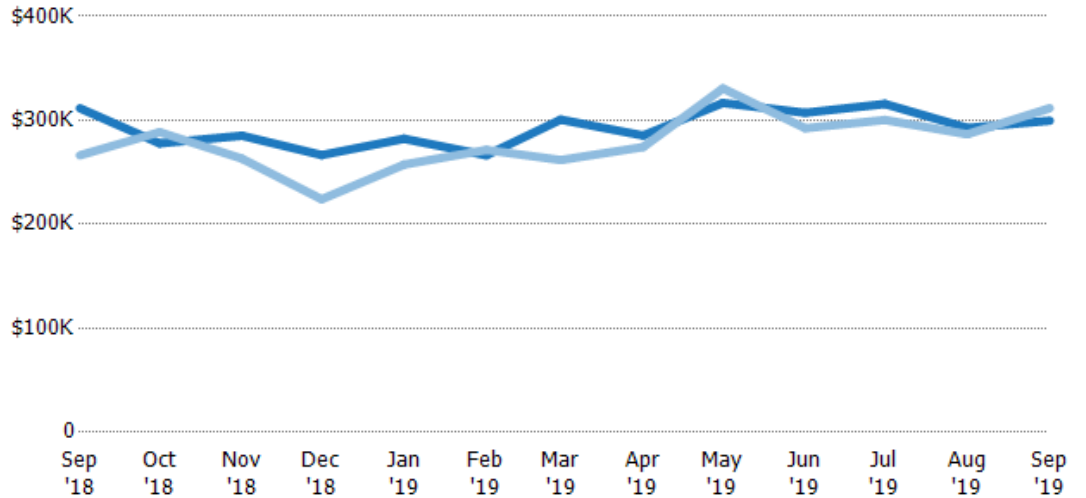
## Average Listing Price

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.
Sep '19	\$300K	-3.8%
Sep '18	\$312K	17%
Sep '17	\$266K	-5.7%



Current Year	\$312K	\$278K	\$285K	\$267K	\$282K	\$266K	\$301K	\$285K	\$317K	\$307K	\$316K	\$293K	\$300K
Prior Year	\$266K	\$289K	\$263K	\$224K	\$257K	\$272K	\$262K	\$274K	\$331K	\$292K	\$300K	\$287K	\$312K
Percent Change from Prior Year	17%	-4%	8%	19%	10%	-2%	15%	4%	-4%	5%	5%	2%	-4%

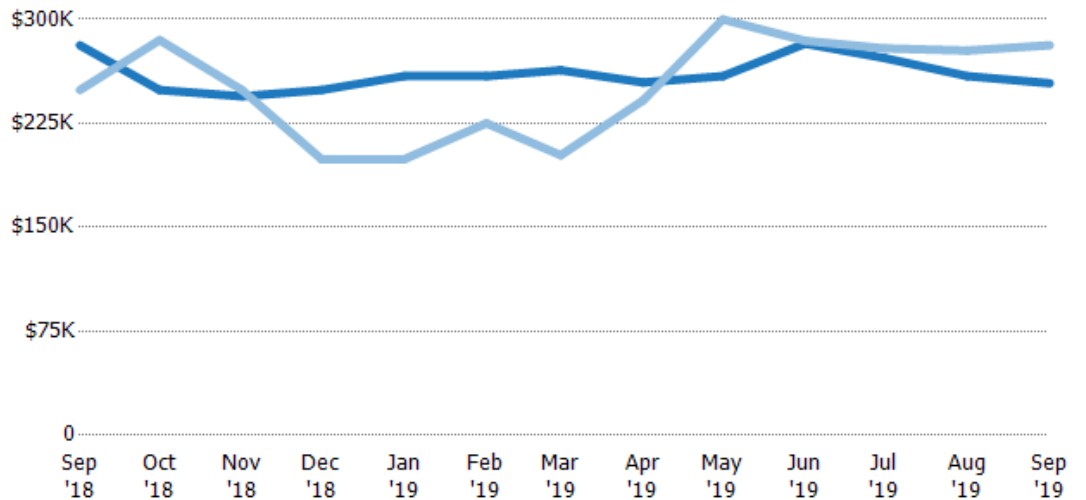
## Median Listing Price

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.
Sep '19	\$254K	-9.7%
Sep '18	\$281K	13%
Sep '17	\$249K	-21%



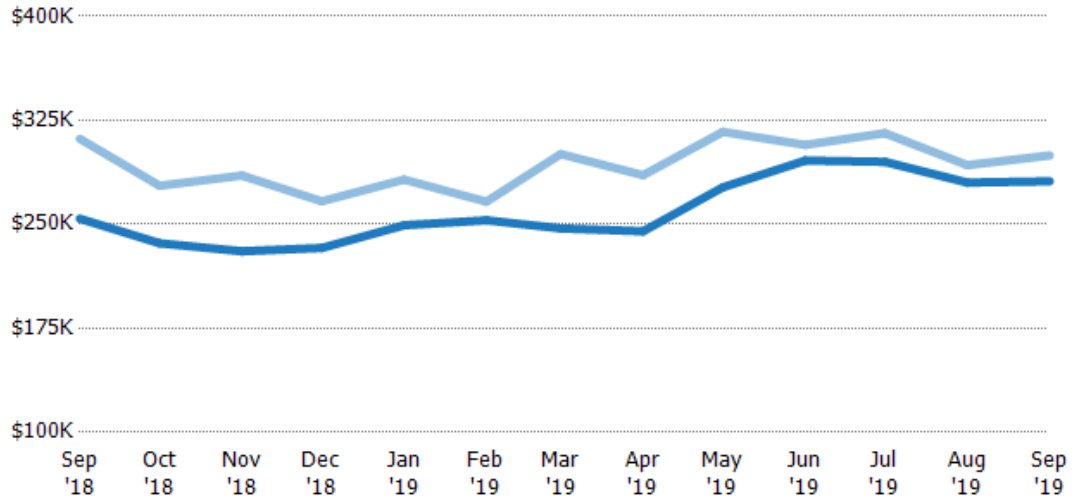
Current Year	\$281K	\$249K	\$244K	\$249K	\$259K	\$259K	\$263K	\$254K	\$259K	\$282K	\$272K	\$259K	\$254K
Prior Year	\$249K	\$285K	\$249K	\$199K	\$199K	\$225K	\$202K	\$242K	\$300K	\$284K	\$279K	\$277K	\$281K
Percent Change from Prior Year	13%	-13%	-2%	25%	30%	15%	30%	5%	-14%	-1%	-3%	-7%	-10%

## 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



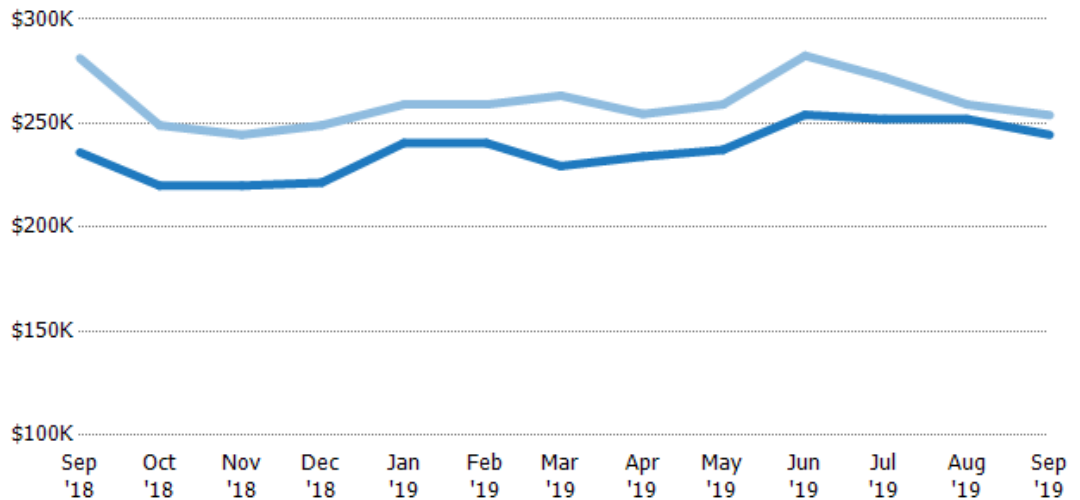
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$254K	\$236K	\$231K	\$233K	\$249K	\$253K	\$247K	\$245K	\$277K	\$296K	\$295K	\$280K	\$281K
Avg Listing Price	\$312K	\$278K	\$285K	\$267K	\$282K	\$266K	\$301K	\$285K	\$317K	\$307K	\$316K	\$293K	\$300K
Avg Listing Price as a % of Avg Est Value	123%	118%	124%	114%	113%	105%	122%	117%	114%	104%	107%	104%	107%

## 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



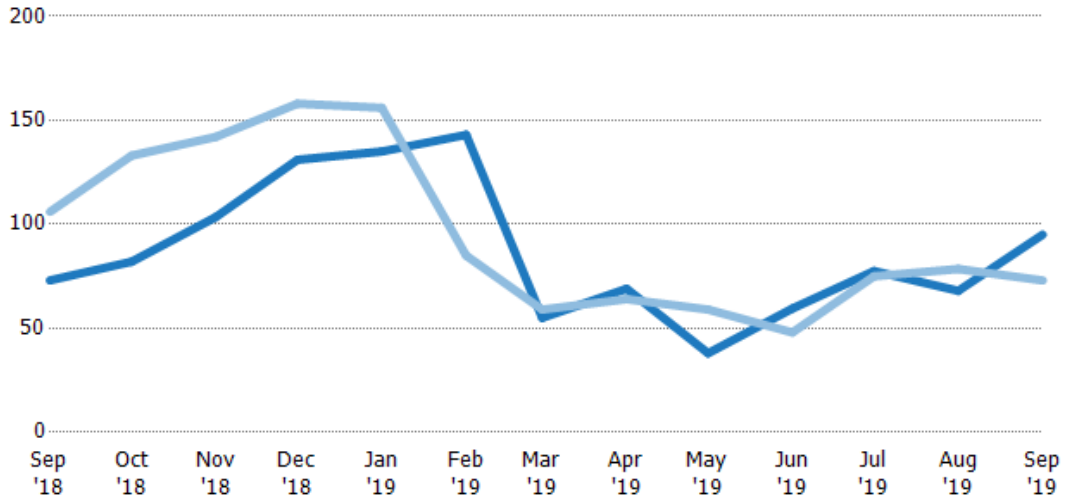
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$236K	\$220K	\$220K	\$221K	\$241K	\$241K	\$229K	\$234K	\$237K	\$254K	\$252K	\$252K	\$244K
Median Listing Price	\$281K	\$249K	\$244K	\$249K	\$259K	\$259K	\$263K	\$254K	\$259K	\$282K	\$272K	\$259K	\$254K
Med Listing Price as a % of Med Est Value	119%	113%	111%	112%	108%	108%	115%	109%	109%	111%	108%	103%	104%

## 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.
Sep '19	95	30.1%
Sep '18	73	-31.1%
Sep '17	106	-4.2%

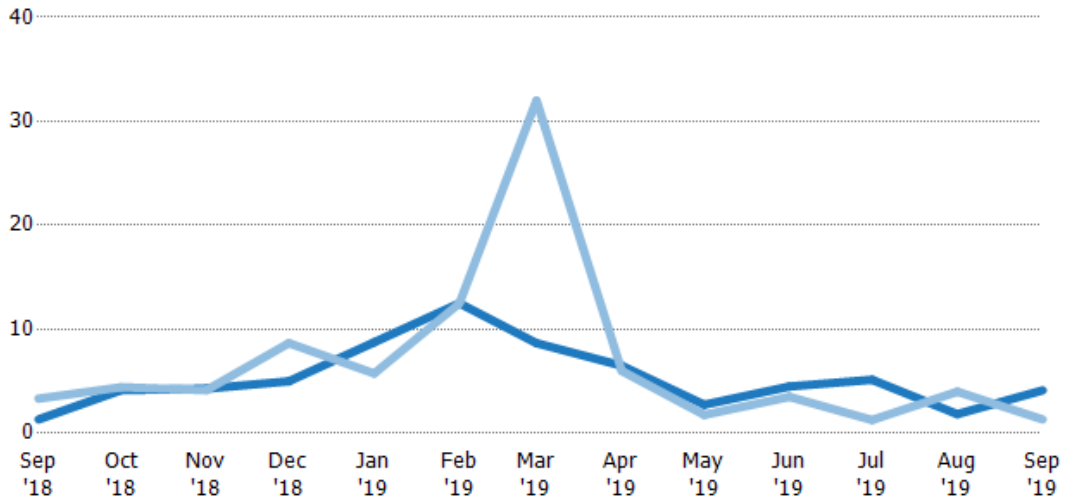
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	73	82	104	131	135	143	55	69	38	59.5	77.5	68	95
Prior Year	106	133	142	158	156	85	59	64	59	48	75	78.5	73
Percent Change from Prior Year	-31%	-38%	-27%	-17%	-13%	68%	-7%	8%	-36%	24%	3%	-13%	30%

## 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



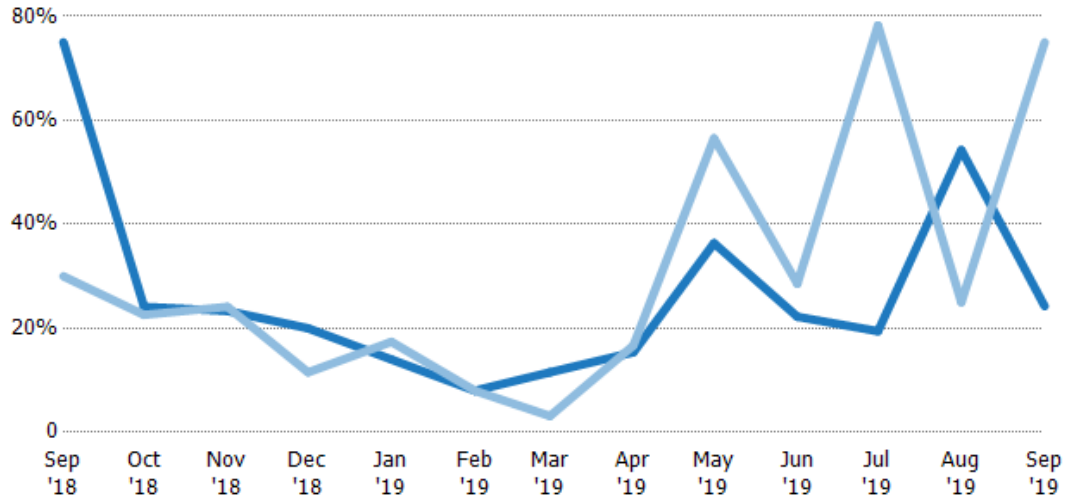
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	1.33	4.14	4.29	5	8.75	12.5	8.67	6.5	2.75	4.5	5.14	1.84	4.13
Prior Year	3.33	4.43	4.14	8.67	5.75	12.5	32	6	1.77	3.5	1.28	4	1.33
Percent Change from Prior Year	-60%	-6%	3%	-42%	-100%	0%	-73%	8%	55%	29%	303%	-54%	209%

## 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



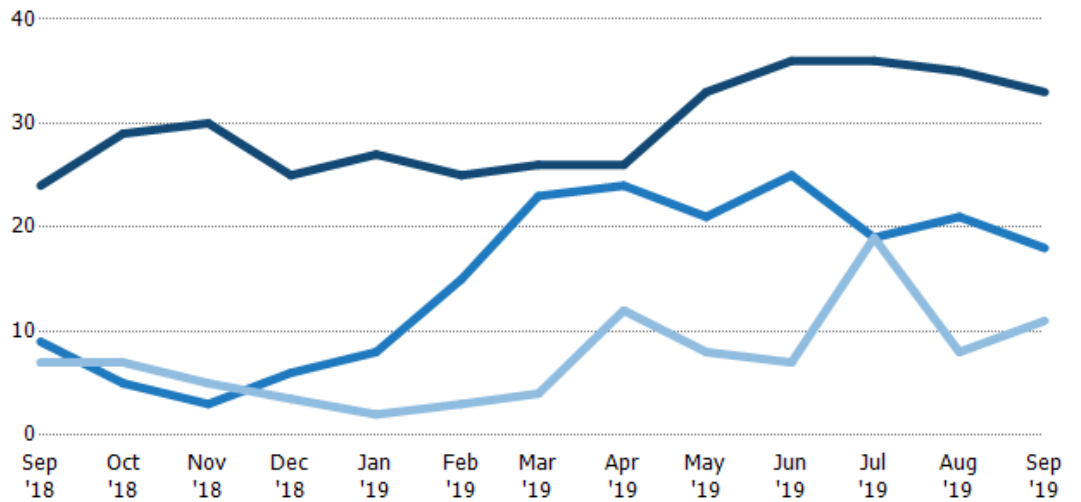
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	75%	24%	23%	20%	14%	8%	12%	15%	36%	22%	19%	54%	24%
Prior Year	30%	23%	24%	12%	17%	8%	3%	17%	57%	29%	78%	25%	75%
Change from Prior Year	-45%	-2%	1%	-8%	17%	0%	-8%	1%	20%	6%	59%	-29%	51%

## 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



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

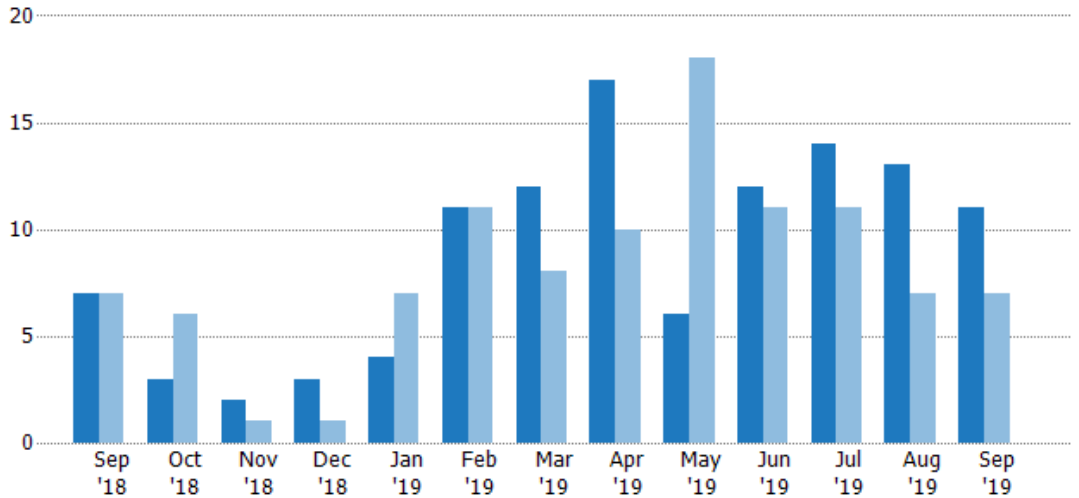
## New Pending Sales

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.
Sep '19	11	57.1%
Sep '18	7	0%
Sep '17	7	71.4%



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

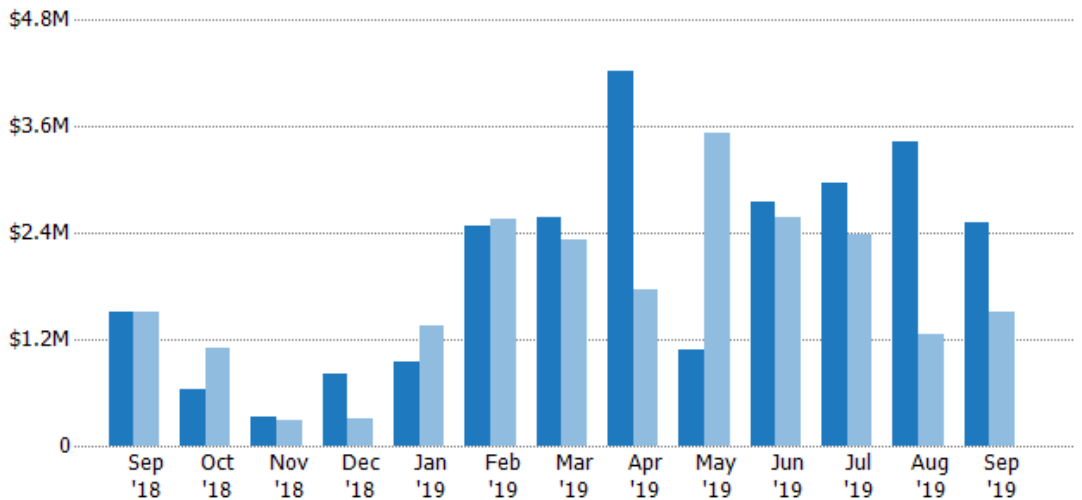
## New Pending Sales Volume

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.
Sep '19	\$2.51M	66.7%
Sep '18	\$1.51M	-0.5%
Sep '17	\$1.51M	41.7%



Current Year	\$1.51M	\$632K	\$319K	\$814K	\$941K	\$2.48M	\$2.57M	\$4.23M	\$1.09M	\$2.75M	\$2.97M	\$3.42M	\$2.51M
Prior Year	\$1.51M	\$1.1M	\$285K	\$300K	\$1.36M	\$2.55M	\$2.33M	\$1.75M	\$3.53M	\$2.57M	\$2.39M	\$1.26M	\$1.51M
Percent Change from Prior Year	-1%	-42%	12%	171%	-31%	-3%	10%	141%	-69%	7%	24%	172%	67%



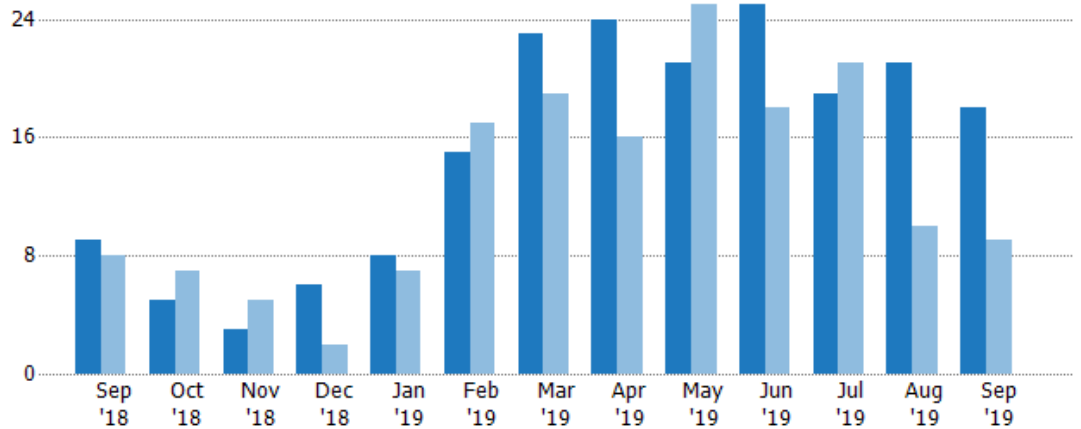
## Pending Sales

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.
Sep '19	18	100%
Sep '18	9	12.5%
Sep '17	8	125%



Current Year	9	5	3	6	8	15	23	24	21	25	19	21	18
Prior Year	8	7	5	2	7	17	19	16	25	18	21	10	9
Percent Change from Prior Year	13%	-29%	-40%	200%	14%	-12%	21%	50%	-16%	39%	-10%	110%	100%

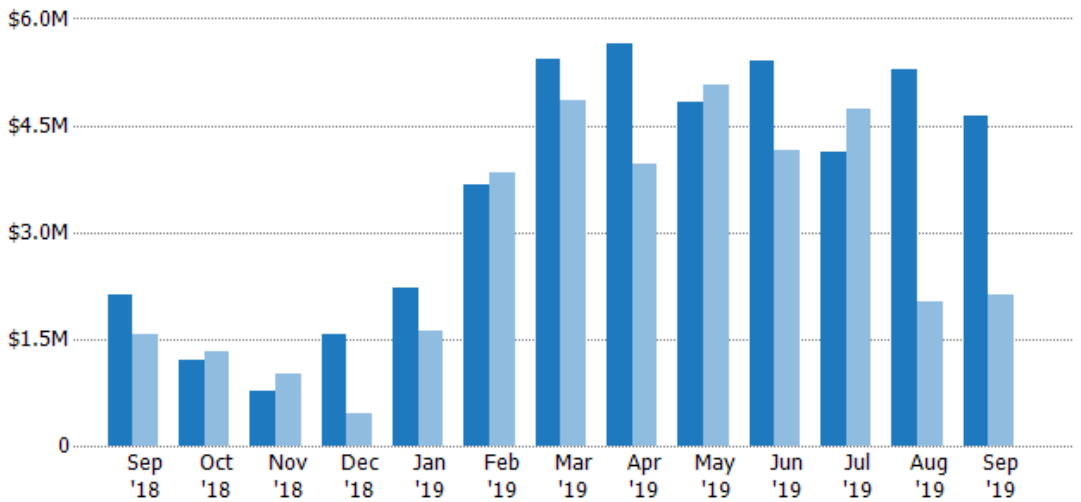
## Pending Sales Volume

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.
Sep '19	\$4.63M	117.3%
Sep '18	\$2.13M	35.2%
Sep '17	\$1.58M	121%



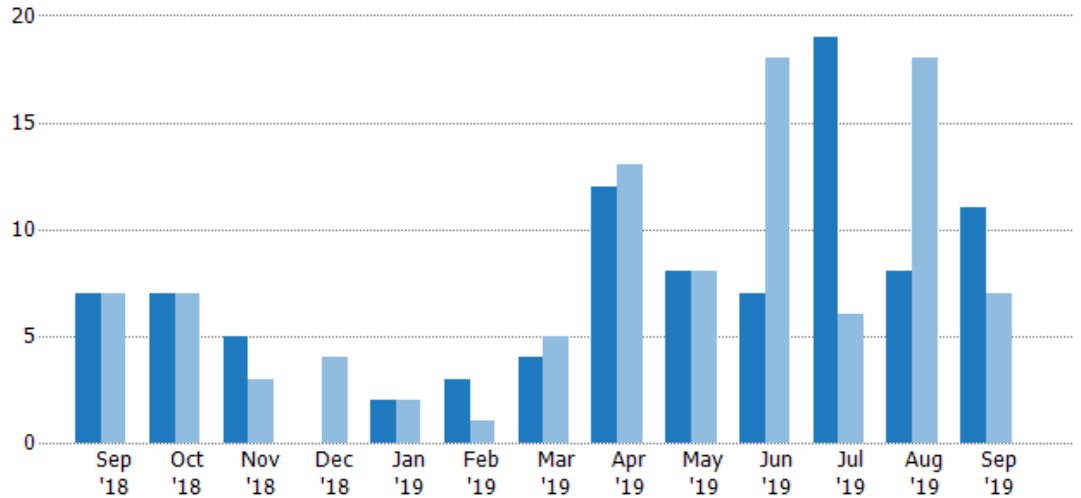
Current Year	\$2.13M	\$1.21M	\$761K	\$1.57M	\$2.21M	\$3.67M	\$5.42M	\$5.64M	\$4.82M	\$5.41M	\$4.12M	\$5.29M	\$4.63M
Prior Year	\$1.58M	\$1.32M	\$999K	\$447K	\$1.61M	\$3.84M	\$4.84M	\$3.96M	\$5.07M	\$4.15M	\$4.73M	\$2.01M	\$2.13M
Percent Change from Prior Year	35%	-8%	-24%	252%	37%	-4%	12%	43%	-5%	31%	-13%	163%	117%

## 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



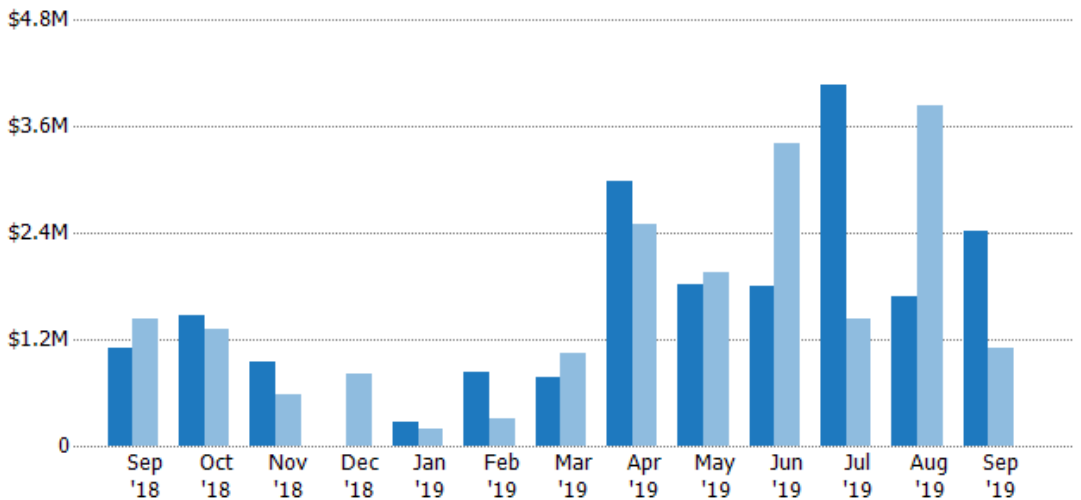
Current Year	7	7	5	-	2	3	4	12	8	7	19	8	11
Prior Year	7	7	3	4	2	1	5	13	8	18	6	18	7
Percent Change from Prior Year	0%	0%	67%	-100%	0%	200%	-20%	-8%	0%	-61%	217%	-56%	57%

## 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



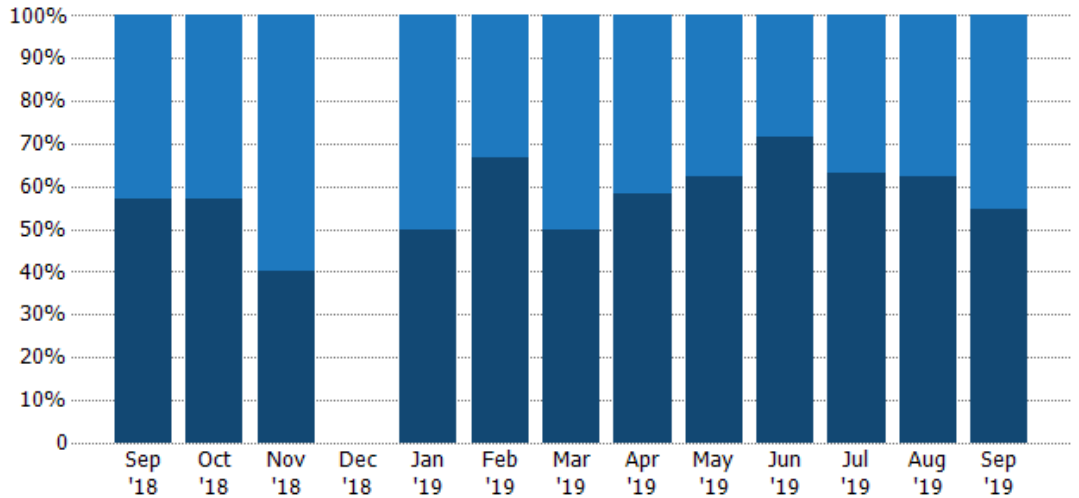
Current Year	\$1.11M	\$1.47M	\$951K	-	\$274K	\$824K	\$780K	\$2.98M	\$1.82M	\$1.81M	\$4.06M	\$1.68M	\$2.42M
Prior Year	\$1.43M	\$1.32M	\$574K	\$819K	\$182K	\$310K	\$1.05M	\$2.51M	\$1.96M	\$3.42M	\$1.43M	\$3.83M	\$1.11M
Percent Change from Prior Year	-22%	11%	66%	-100%	51%	166%	-26%	19%	-7%	-47%	185%	-56%	119%

## 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



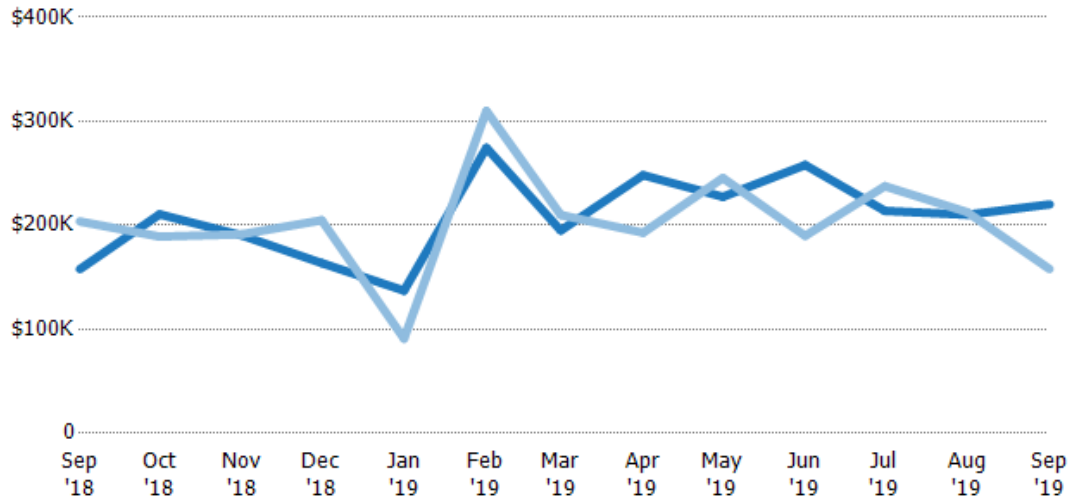
Condo/Townhouse	43%	43%	60%	-	50%	33%	50%	42%	38%	29%	37%	38%	45%
Single Family Residence	57%	57%	40%	-	50%	67%	50%	58%	63%	71%	63%	63%	55%

## 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



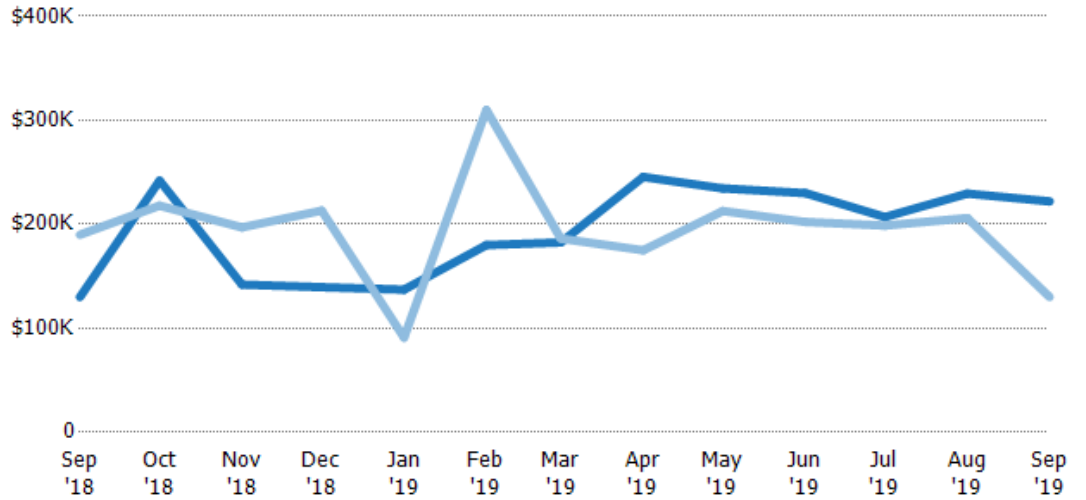
Current Year	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$195K	\$248K	\$227K	\$258K	\$214K	\$210K	\$220K
Prior Year	\$204K	\$189K	\$191K	\$205K	\$91K	\$310K	\$210K	\$193K	\$245K	\$190K	\$238K	\$213K	\$158K
Percent Change from Prior Year	-22%	11%	-1%	-100%	51%	-11%	-7%	29%	-7%	36%	-10%	-1%	39%

## 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



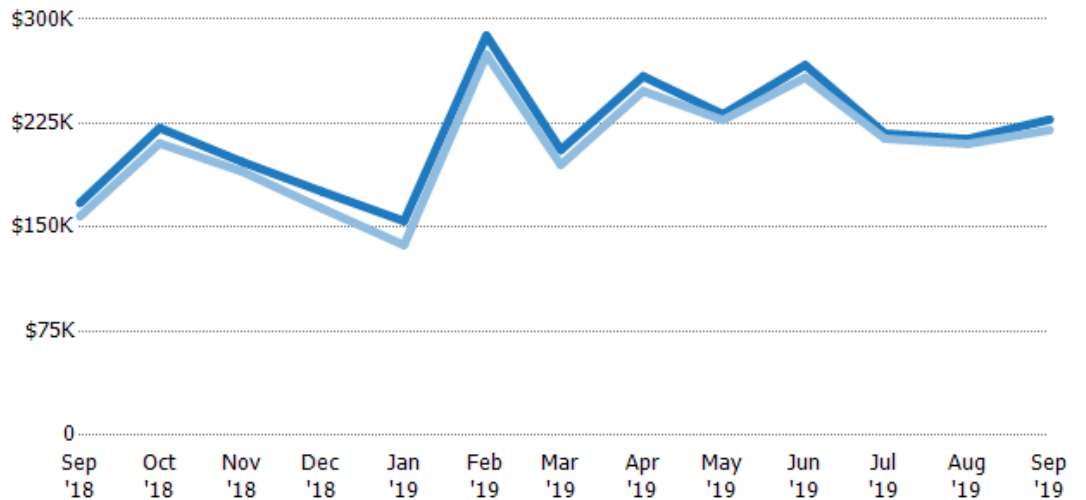
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$183K	\$246K	\$235K	\$230K	\$207K	\$230K	\$222K
Prior Year	\$190K	\$218K	\$197K	\$213K	\$91K	\$310K	\$186K	\$175K	\$213K	\$202K	\$199K	\$206K	\$130K
Percent Change from Prior Year	-32%	11%	-28%	-100%	51%	-42%	-2%	40%	10%	14%	4%	11%	71%

## 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



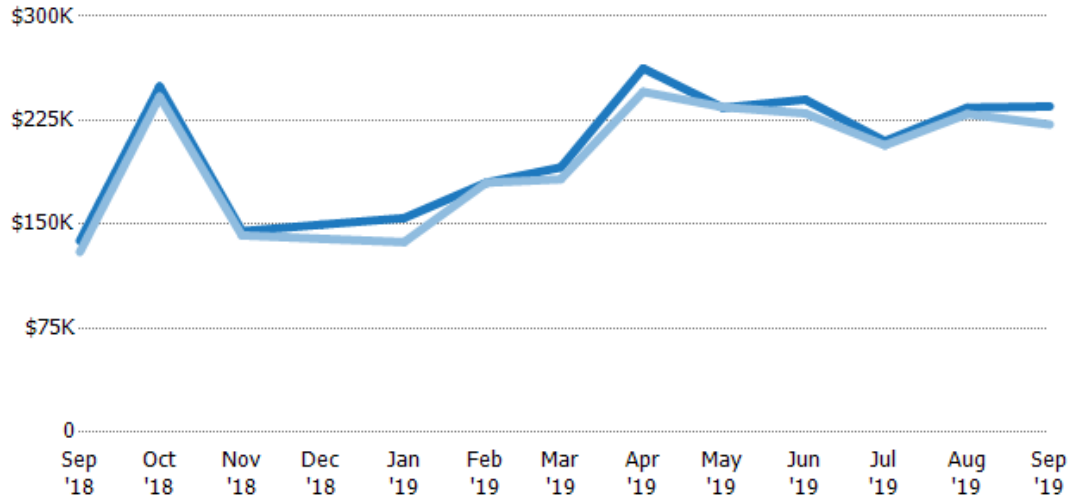
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$206K	\$259K	\$231K	\$267K	\$218K	\$214K	\$228K
Avg Sales Price	\$158K	\$211K	\$190K	\$164K	\$137K	\$275K	\$195K	\$248K	\$227K	\$258K	\$214K	\$210K	\$220K
Avg Sales Price as a % of Avg List Price	94%	95%	96%	93%	89%	95%	95%	96%	98%	97%	98%	98%	97%

## 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



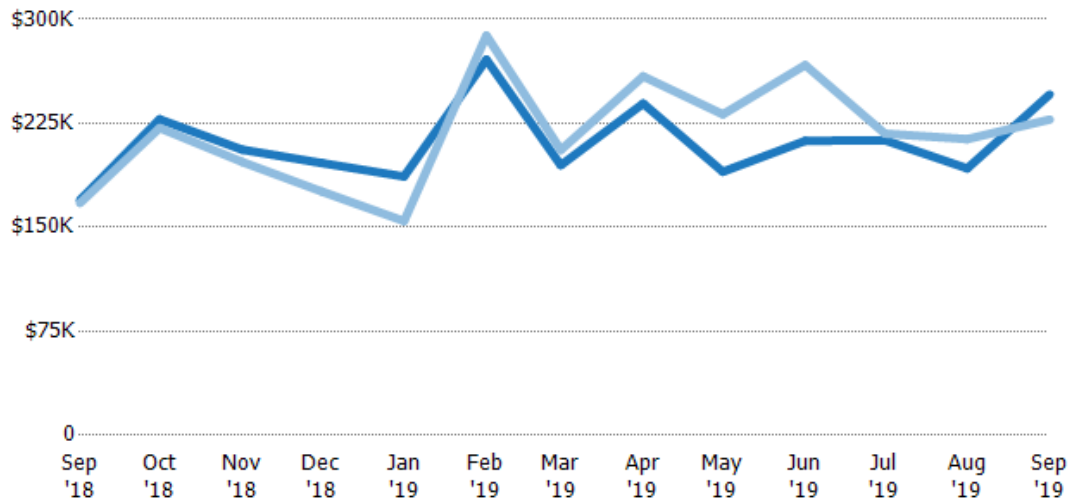
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$191K	\$262K	\$234K	\$240K	\$210K	\$234K	\$235K
Median Sales Price	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$183K	\$246K	\$235K	\$230K	\$207K	\$230K	\$222K
Med Sales Price as a % of Med List Price	94%	97%	98%	93%	89%	100%	96%	94%	100%	96%	99%	98%	94%

## 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



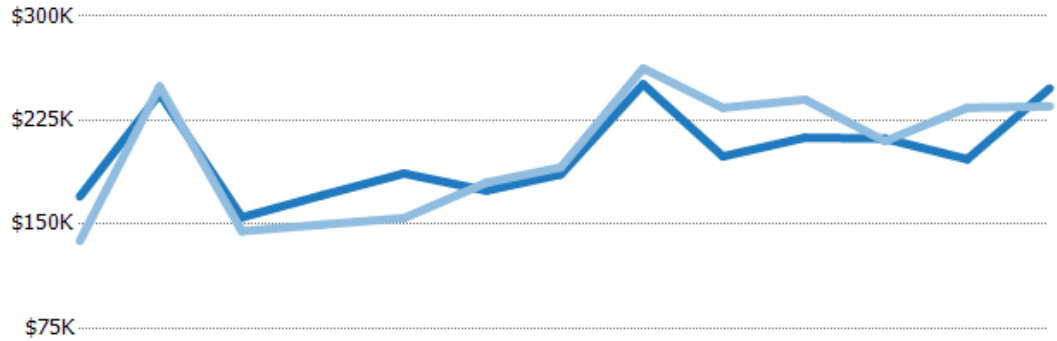
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$170K	\$228K	\$206K	\$196K	\$187K	\$271K	\$195K	\$239K	\$190K	\$212K	\$213K	\$192K	\$246K
Avg Sales Price	\$167K	\$222K	\$197K	\$176K	\$154K	\$288K	\$206K	\$259K	\$231K	\$267K	\$218K	\$214K	\$228K
Avg Sales Price as a % of Avg Est Value	99%	97%	96%	89%	83%	106%	106%	108%	122%	126%	102%	111%	93%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$170K	\$244K	\$155K	\$171K	\$187K	\$174K	\$186K	\$251K	\$199K	\$213K	\$212K	\$197K	\$248K
Median Sales Price	\$138K	\$249K	\$145K	\$150K	\$154K	\$180K	\$191K	\$262K	\$234K	\$240K	\$210K	\$234K	\$235K
Med Sales Price as a % of Med Est Value	81%	102%	94%	88%	83%	103%	103%	105%	118%	113%	99%	119%	95%