

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	9	+/-	19	19	+/-
New Listing Volume	\$2,054,800	\$2,165,900	-5.1%	\$4,325,500	\$4,826,700	-10.4%
Active Listing Count	15	27	-44.4%	N/A	N/A	
Active Listing Volume	\$5,471,100	\$7,166,300	-23.7%	N/A	N/A	
Average Listing Price	\$364,740	\$265,419	+37.4%	\$344,849	\$269,100	+28.1%
Median Listing Price	\$289,900	\$259,000	+11.9%	\$263,777	\$251,342	+4.9%
Median Days in RPR	166	143	+16.1%	152.43	140.6	+8.4%
Months of Inventory	3	13.5	-77.8%	7.8	19	-58.9%
Absorption Rate	33.33%	7.41%	+25.9%	12.82%	5.26%	+7.6%
Sales Activity Charts Metrics						
New Pending Sales Count	17	10	+70%	27	14	+92.9%
New Pending Sales Volume	\$4,077,700	\$2,182,000	+86.9%	\$6,465,600	\$3,122,900	+107%
Pending Sales Count	24	13	+84.6%	N/A	N/A	
Pending Sales Volume	\$6,550,400	\$2,942,900	+122.6%	N/A	N/A	
Closed Sales Count	9	3	+200%	14	5	+180%
Closed Sales Volume	\$1,329,000	\$823,520	+61.4%	\$2,401,600	\$1,097,770	+118.8%
Average Sales Price	\$147,667	\$274,507	-46.2%	\$171,543	\$219,554	-21.9%
Median Sales Price	\$130,000	\$180,000	-27.8%	\$167,500	\$162,850	+2.9%

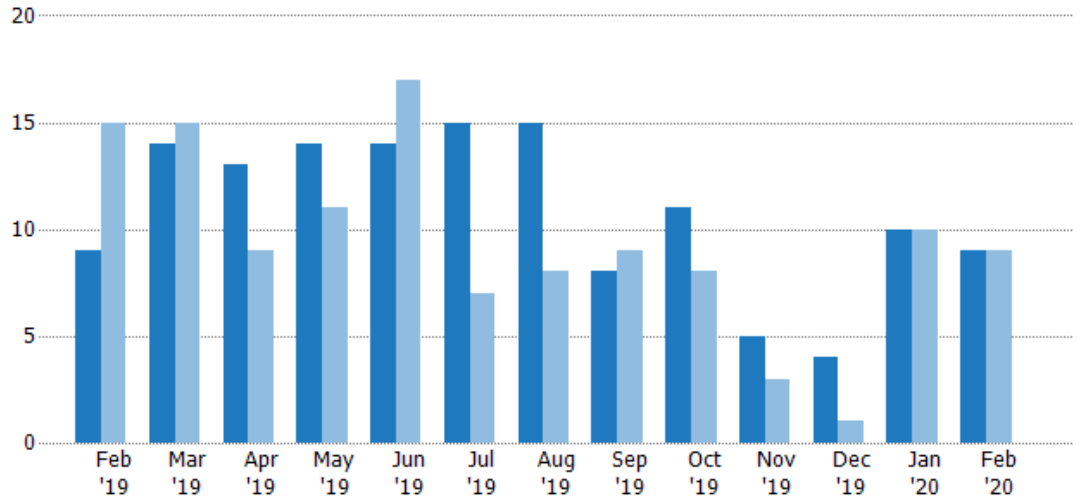
New Listings

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.
Feb '20	9	0%
Feb '19	9	-40%
Feb '18	15	-33.3%



Current Year	9	14	13	14	14	15	15	8	11	5	4	10	9
Prior Year	15	15	9	11	17	7	8	9	8	3	1	10	9
Percent Change from Prior Year	-40%	-7%	44%	27%	-18%	114%	88%	-11%	38%	67%	300%	0%	0%

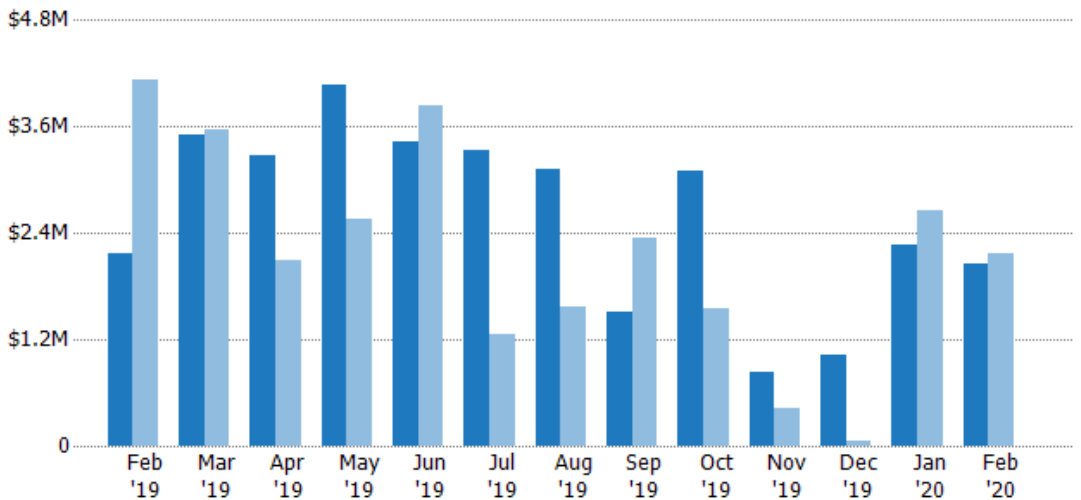
New Listing Volume

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.
Feb '20	\$2.05M	-5.1%
Feb '19	\$2.17M	-47.5%
Feb '18	\$4.13M	-26.1%



Current Year	\$2.17M	\$3.51M	\$3.27M	\$4.07M	\$3.42M	\$3.32M	\$3.11M	\$1.5M	\$3.09M	\$824K	\$1.02M	\$2.27M	\$2.05M
Prior Year	\$4.13M	\$3.57M	\$2.09M	\$2.55M	\$3.84M	\$1.26M	\$1.58M	\$2.34M	\$1.55M	\$428K	\$56.5K	\$2.66M	\$2.17M
Percent Change from Prior Year	-48%	-2%	56%	60%	-11%	164%	97%	-36%	99%	93%	1,702%	-15%	-5%

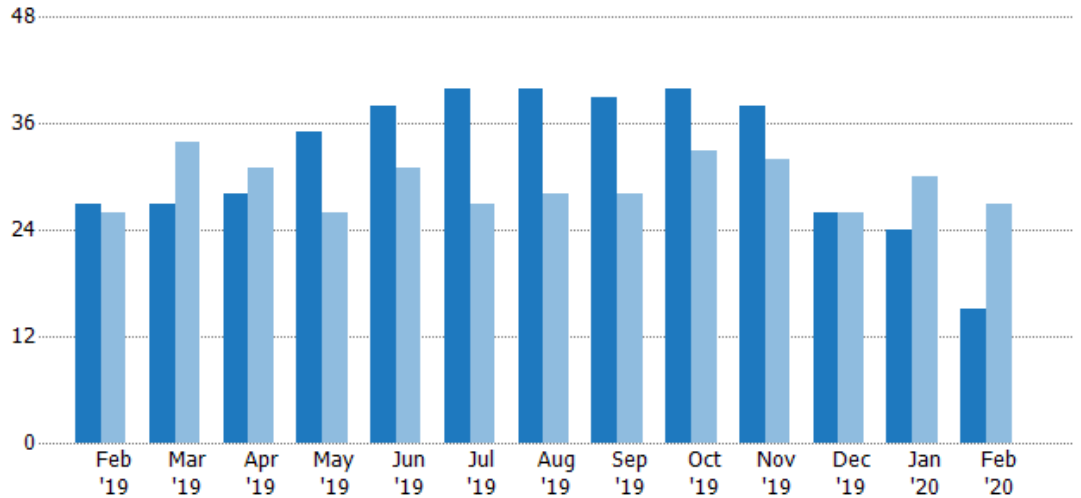
Active Listings

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.
Feb '20	15	-44.4%
Feb '19	27	3.8%
Feb '18	26	15.4%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	27	27	28	35	38	40	40	39	40	38	26	24	15
Prior Year	26	34	31	26	31	27	28	28	33	32	26	30	27
Percent Change from Prior Year	4%	-21%	-10%	35%	23%	48%	43%	39%	21%	19%	0%	-20%	-44%

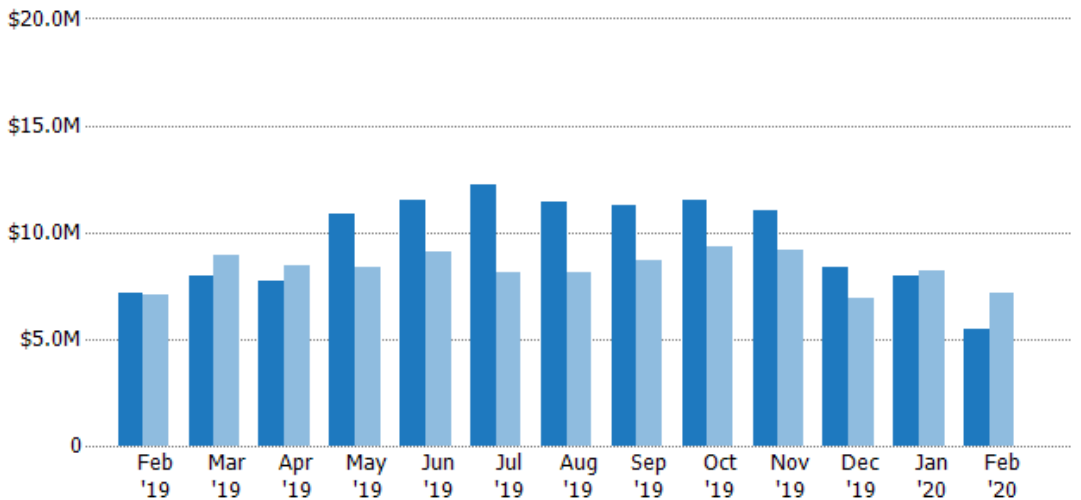
Active Listing Volume

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.
Feb '20	\$5.47M	-23.7%
Feb '19	\$7.17M	1.3%
Feb '18	\$7.08M	26.1%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$7.17M	\$7.95M	\$7.73M	\$10.9M	\$11.5M	\$12.3M	\$11.4M	\$11.2M	\$11.5M	\$11M	\$8.36M	\$7.98M	\$5.47M
Prior Year	\$7.08M	\$8.92M	\$8.46M	\$8.34M	\$9.05M	\$8.14M	\$8.11M	\$8.71M	\$9.29M	\$9.15M	\$6.89M	\$8.17M	\$7.17M
Percent Change from Prior Year	1%	-11%	-9%	30%	27%	51%	41%	29%	23%	21%	21%	-2%	-24%

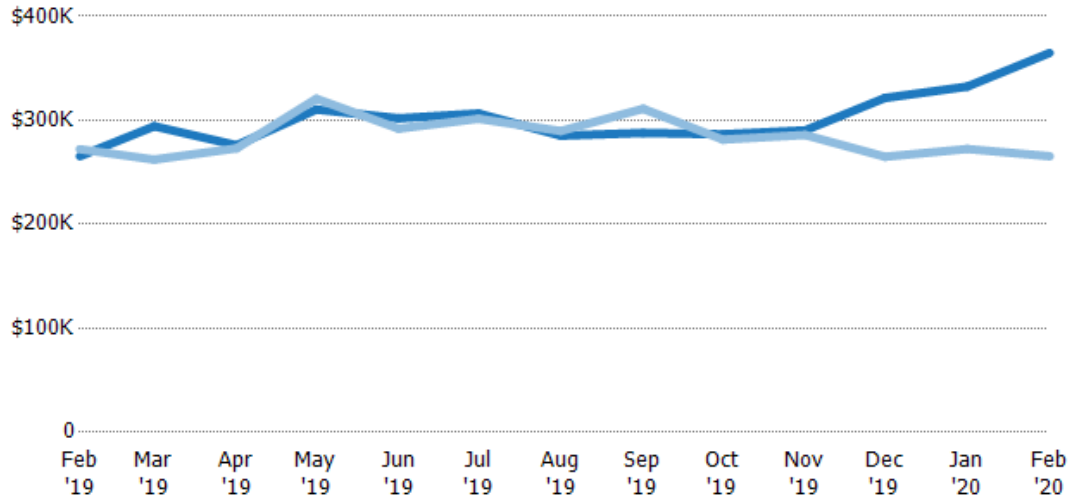
Average Listing Price

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.
Feb '20	\$365K	37.4%
Feb '19	\$265K	-2.5%
Feb '18	\$272K	9.3%



Current Year	\$265K	\$294K	\$276K	\$310K	\$302K	\$307K	\$285K	\$288K	\$287K	\$290K	\$321K	\$332K	\$365K
Prior Year	\$272K	\$262K	\$273K	\$321K	\$292K	\$301K	\$290K	\$311K	\$281K	\$286K	\$265K	\$272K	\$265K
Percent Change from Prior Year	-2%	12%	1%	-3%	3%	2%	-2%	-7%	2%	2%	21%	22%	37%

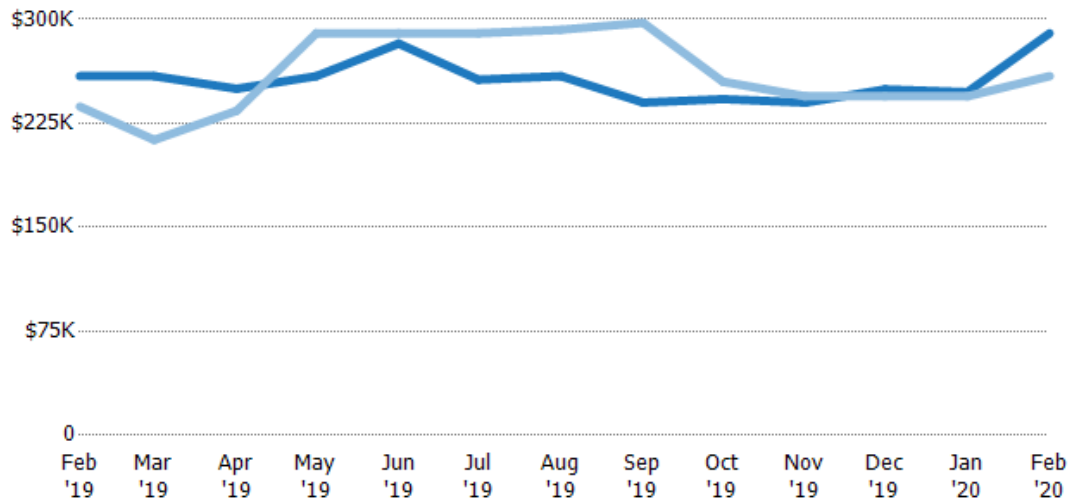
Median Listing Price

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.
Feb '20	\$290K	11.9%
Feb '19	\$259K	9.3%
Feb '18	\$237K	-6.2%



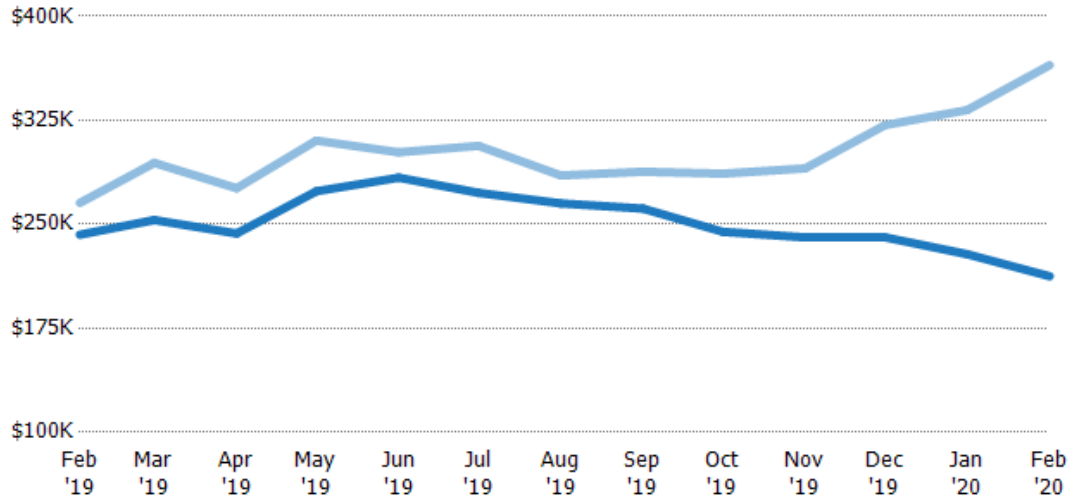
Current Year	\$259K	\$259K	\$250K	\$259K	\$282K	\$256K	\$259K	\$240K	\$242K	\$240K	\$249K	\$247K	\$290K
Prior Year	\$237K	\$213K	\$234K	\$290K	\$290K	\$290K	\$292K	\$297K	\$255K	\$244K	\$244K	\$244K	\$259K
Percent Change from Prior Year	9%	22%	7%	-11%	-3%	-12%	-11%	-19%	-5%	-2%	2%	1%	12%

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



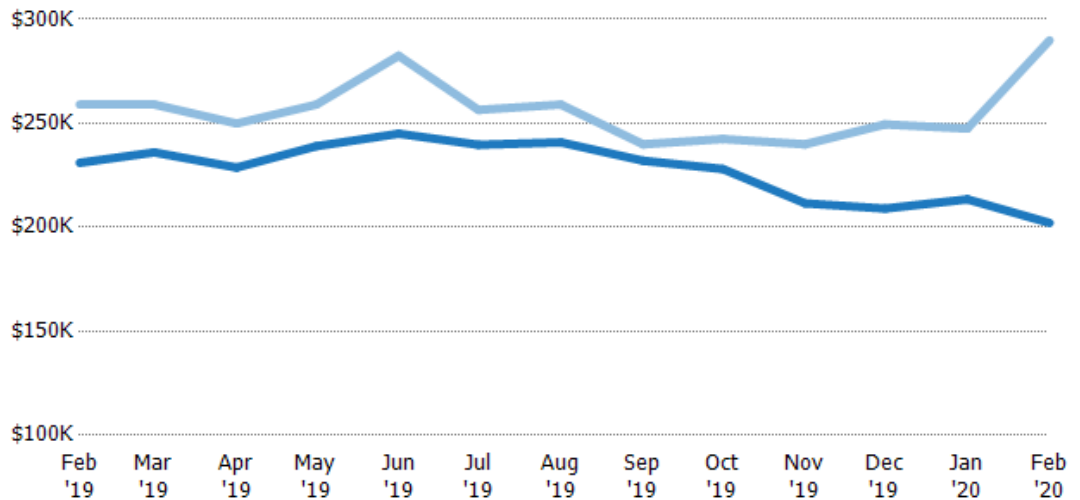
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$242K	\$253K	\$243K	\$274K	\$284K	\$273K	\$265K	\$261K	\$245K	\$241K	\$241K	\$228K	\$213K
Avg Listing Price	\$265K	\$294K	\$276K	\$310K	\$302K	\$307K	\$285K	\$288K	\$287K	\$290K	\$321K	\$332K	\$365K
Avg Listing Price as a % of Avg Est Value	109%	116%	113%	113%	106%	112%	108%	110%	117%	121%	134%	146%	172%

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



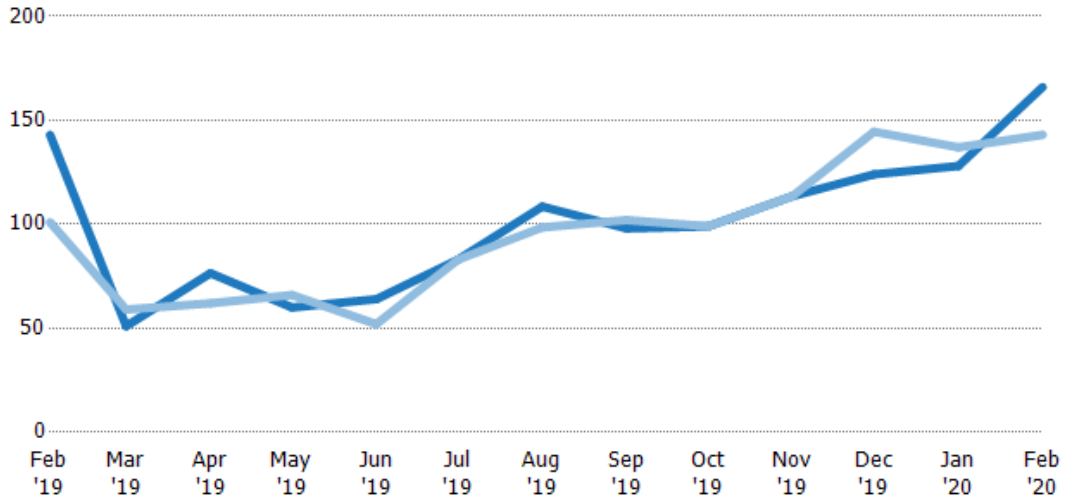
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$231K	\$236K	\$229K	\$239K	\$245K	\$240K	\$241K	\$232K	\$228K	\$212K	\$209K	\$213K	\$202K
Median Listing Price	\$259K	\$259K	\$250K	\$259K	\$282K	\$256K	\$259K	\$240K	\$242K	\$240K	\$249K	\$247K	\$290K
Med Listing Price as a % of Med Est Value	112%	110%	109%	108%	115%	107%	108%	103%	106%	113%	119%	116%	143%

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



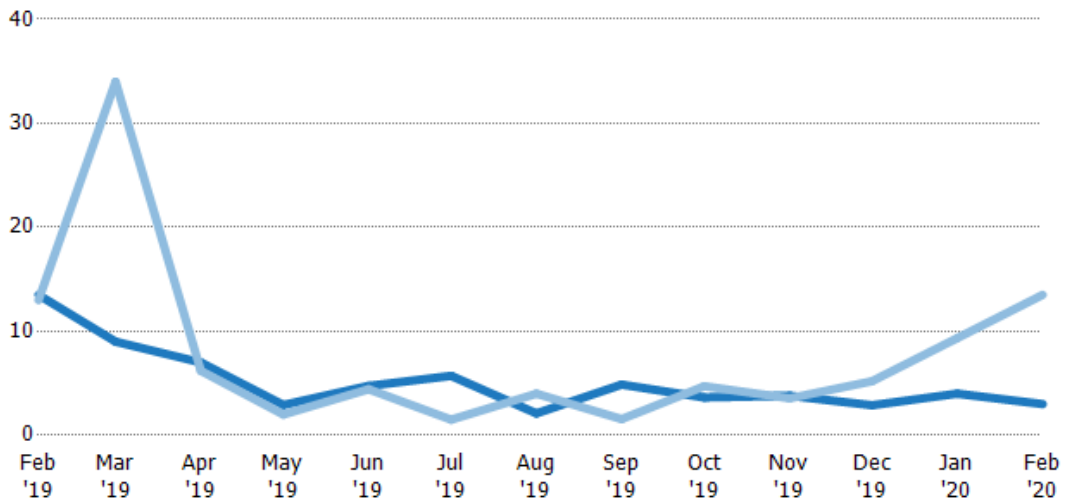
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	143	51	76.5	60	64	83	109	98	99	114	124	128	166
Prior Year	101	59	62	66	52	83	98.5	102	99	114	145	137	143
Percent Change from Prior Year	42%	-14%	23%	-9%	23%	0%	10%	-4%	0%	0%	-14%	-7%	16%

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



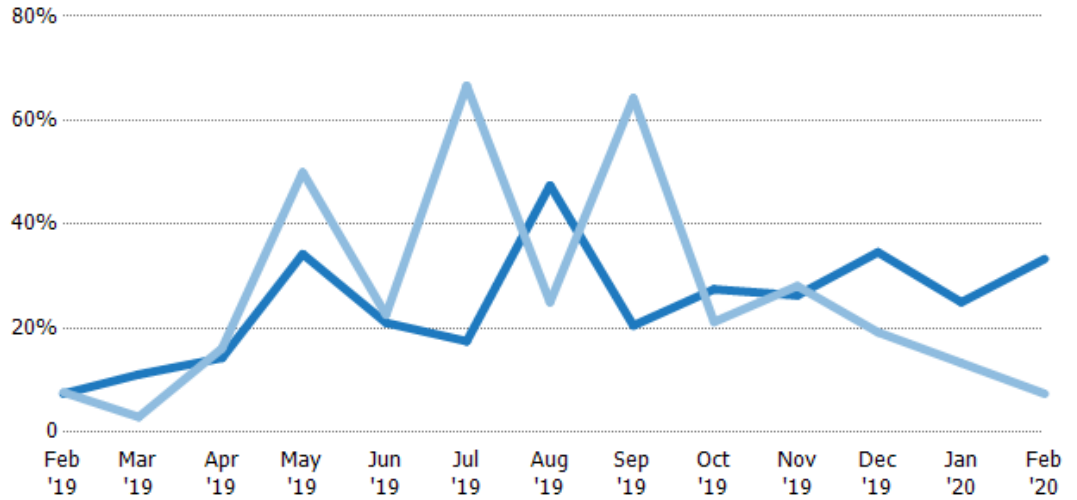
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	13.5	9	7	2.92	4.75	5.71	2.11	4.88	3.64	3.8	2.89	4	3
Prior Year	13	34	6.2	2	4.43	1.5	4	1.56	4.71	3.56	5.2	9.35	13.5
Percent Change from Prior Year	4%	-74%	13%	46%	7%	281%	-47%	213%	-23%	7%	-44%	100%	-78%

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



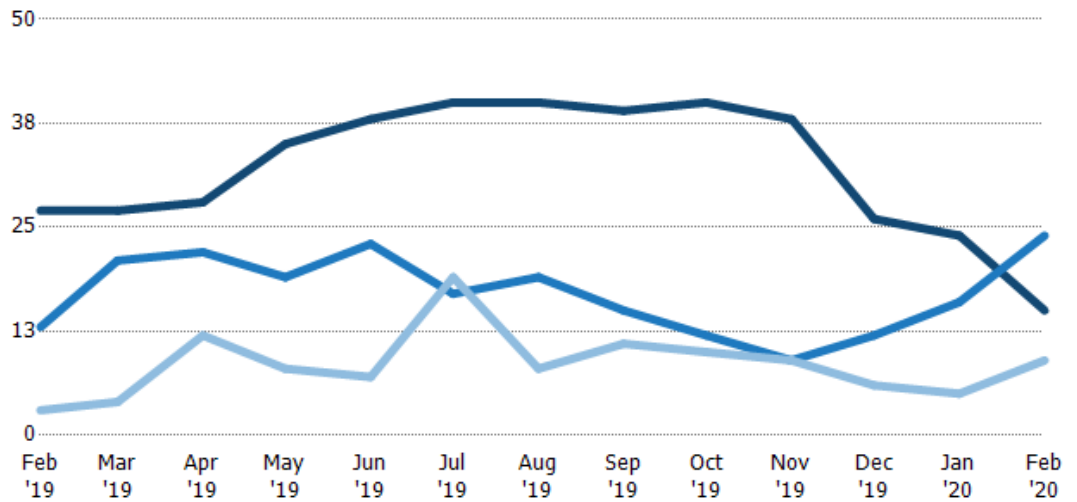
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	7%	11%	14%	34%	21%	18%	48%	21%	28%	26%	35%	25%	33%
Prior Year	8%	3%	16%	50%	23%	67%	25%	64%	21%	28%	19%	13%	7%
Change from Prior Year	0%	-8%	2%	16%	2%	49%	-23%	44%	-6%	2%	-15%	-25%	-26%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	27	27	28	35	38	40	40	39	40	38	26	24	15
Pending	13	21	22	19	23	17	19	15	12	9	12	16	24
Sold	3	4	12	8	7	19	8	11	10	9	6	5	9

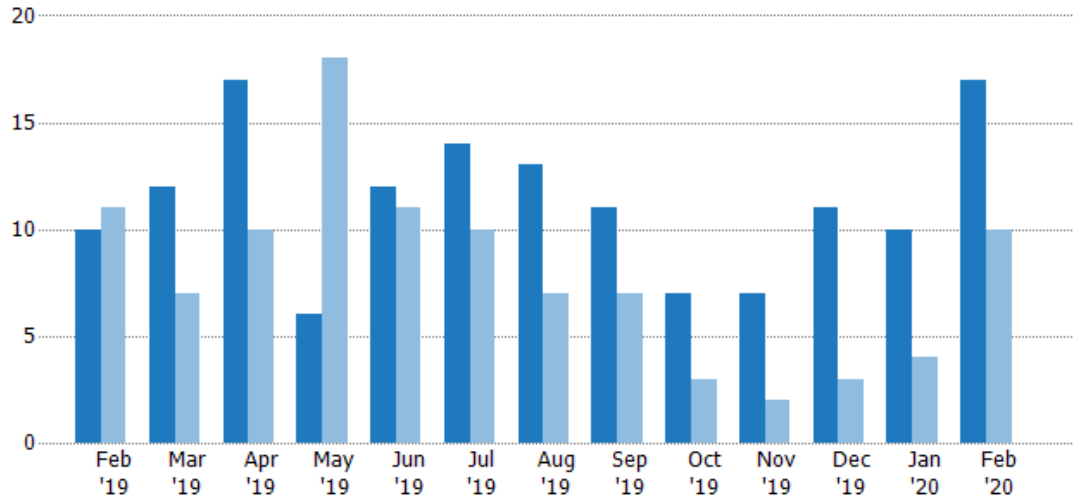
New Pending Sales

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.
Feb '20	17	70%
Feb '19	10	-9.1%
Feb '18	11	0%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	10	12	17	6	12	14	13	11	7	7	11	10	17
Prior Year	11	7	10	18	11	10	7	7	3	2	3	4	10
Percent Change from Prior Year	-9%	71%	70%	-67%	9%	40%	86%	57%	133%	250%	267%	150%	70%

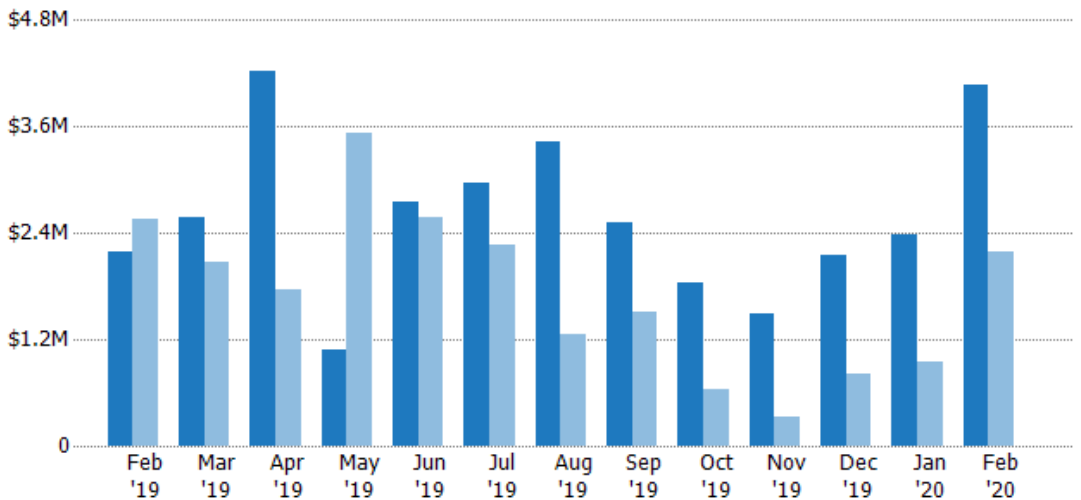
New Pending Sales Volume

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.
Feb '20	\$4.08M	86.9%
Feb '19	\$2.18M	-14.6%
Feb '18	\$2.55M	10.5%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$2.18M	\$2.57M	\$4.23M	\$1.09M	\$2.75M	\$2.97M	\$3.42M	\$2.51M	\$1.83M	\$1.49M	\$2.15M	\$2.39M	\$4.08M
Prior Year	\$2.55M	\$2.08M	\$1.75M	\$3.53M	\$2.57M	\$2.27M	\$1.26M	\$1.51M	\$632K	\$319K	\$814K	\$941K	\$2.18M
Percent Change from Prior Year	-15%	24%	141%	-69%	7%	31%	172%	67%	190%	368%	164%	154%	87%

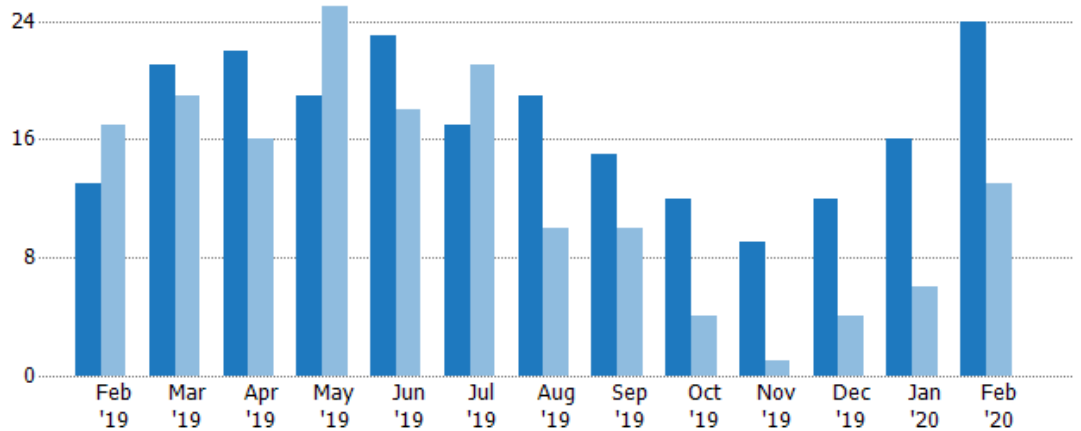
Pending Sales

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.
Feb '20	24	84.6%
Feb '19	13	-23.5%
Feb '18	17	-11.8%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	13	21	22	19	23	17	19	15	12	9	12	16	24
Prior Year	17	19	16	25	18	21	10	10	4	1	4	6	13
Percent Change from Prior Year	-24%	11%	38%	-24%	28%	-19%	90%	50%	200%	800%	200%	167%	85%

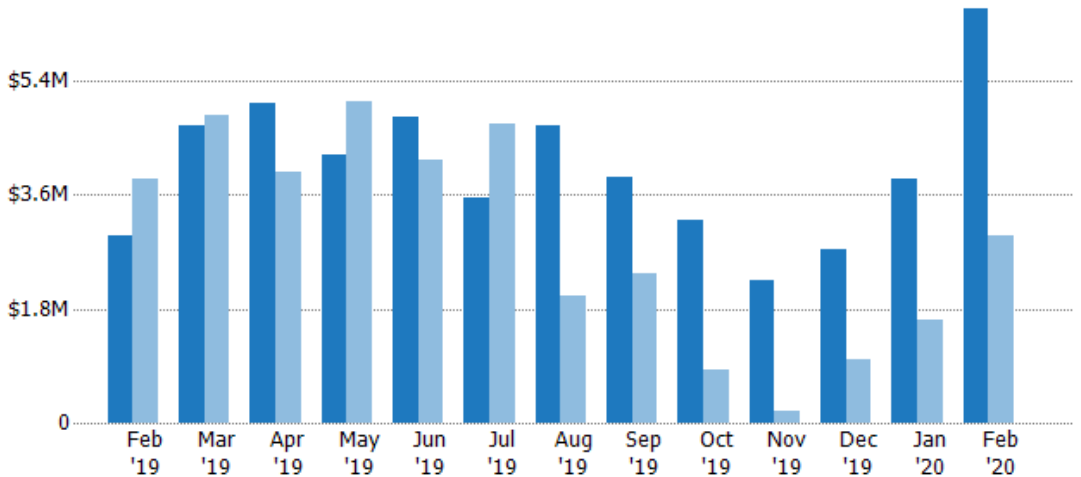
Pending Sales Volume

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.
Feb '20	\$6.55M	122.6%
Feb '19	\$2.94M	-23.4%
Feb '18	\$3.84M	-13.5%



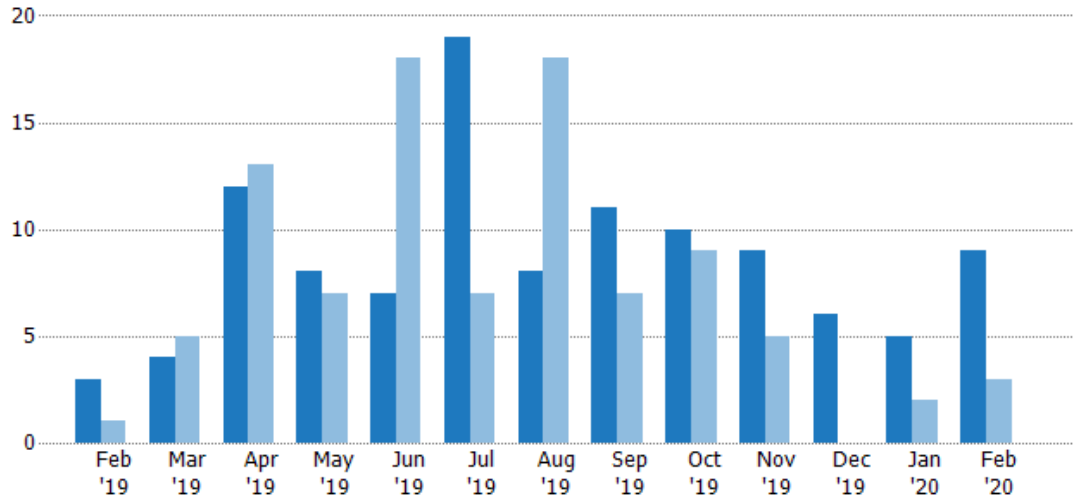
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$2.94M	\$4.69M	\$5.06M	\$4.24M	\$4.83M	\$3.54M	\$4.71M	\$3.88M	\$3.2M	\$2.26M	\$2.75M	\$3.84M	\$6.55M
Prior Year	\$3.84M	\$4.84M	\$3.96M	\$5.07M	\$4.15M	\$4.73M	\$2.01M	\$2.35M	\$847K	\$180K	\$994K	\$1.63M	\$2.94M
Percent Change from Prior Year	-23%	-3%	28%	-16%	17%	-25%	134%	65%	278%	1,157%	177%	136%	123%

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



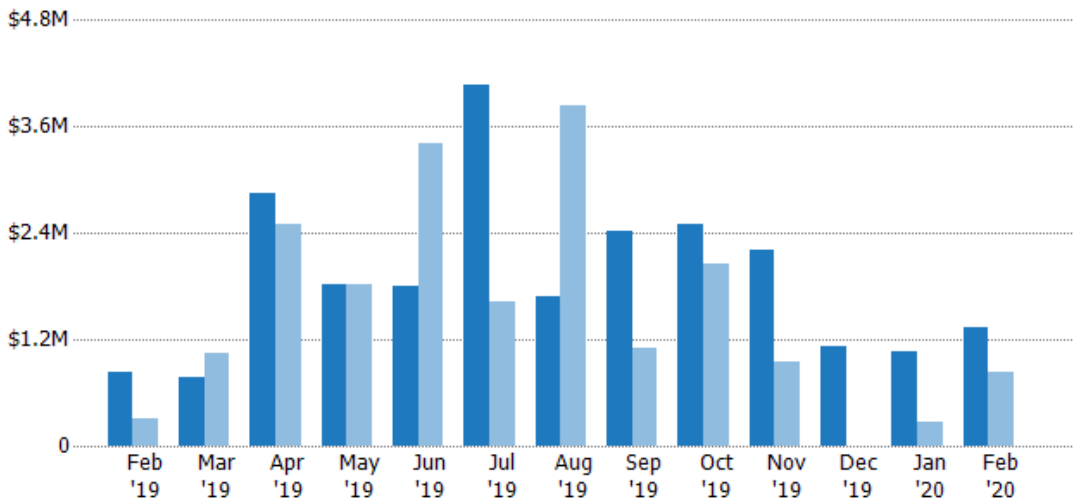
Current Year	3	4	12	8	7	19	8	11	10	9	6	5	9
Prior Year	1	5	13	7	18	7	18	7	9	5	-	2	3
Percent Change from Prior Year	200%	-20%	-8%	14%	-61%	171%	-56%	57%	11%	80%	100%	150%	200%

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



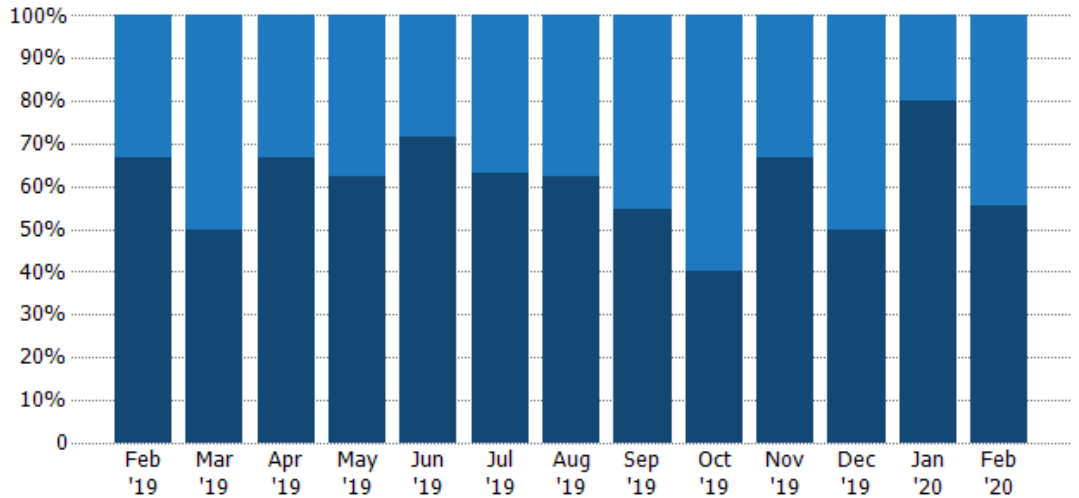
Current Year	\$824K	\$780K	\$2.84M	\$1.82M	\$1.81M	\$4.06M	\$1.68M	\$2.42M	\$2.5M	\$2.21M	\$1.13M	\$1.07M	\$1.33M
Prior Year	\$310K	\$1.05M	\$2.51M	\$1.82M	\$3.42M	\$1.63M	\$3.83M	\$1.11M	\$2.04M	\$951K	-	\$274K	\$824K
Percent Change from Prior Year	166%	-26%	13%	0%	-47%	149%	-56%	119%	23%	132%	100%	291%	61%

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



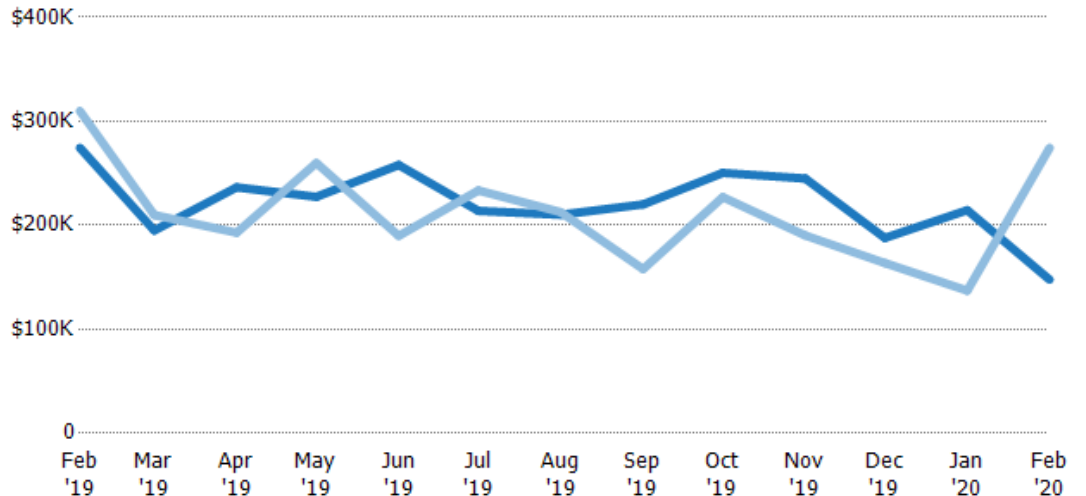
Condo/Townhouse	33%	50%	33%	38%	29%	37%	38%	45%	60%	33%	50%	20%	44%
Single Family Residence	67%	50%	67%	63%	71%	63%	63%	55%	40%	67%	50%	80%	56%

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



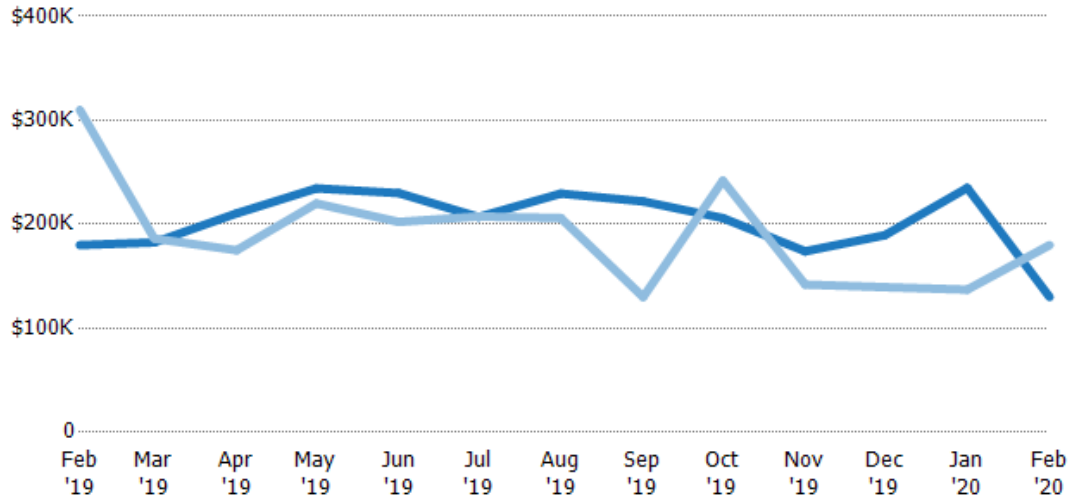
Current Year	\$275K	\$195K	\$236K	\$227K	\$258K	\$214K	\$210K	\$220K	\$250K	\$245K	\$188K	\$215K	\$148K
Prior Year	\$310K	\$210K	\$193K	\$260K	\$190K	\$233K	\$213K	\$158K	\$227K	\$190K	\$164K	\$137K	\$275K
Percent Change from Prior Year	-11%	-7%	23%	-13%	36%	-8%	-1%	39%	10%	29%	100%	56%	-46%

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



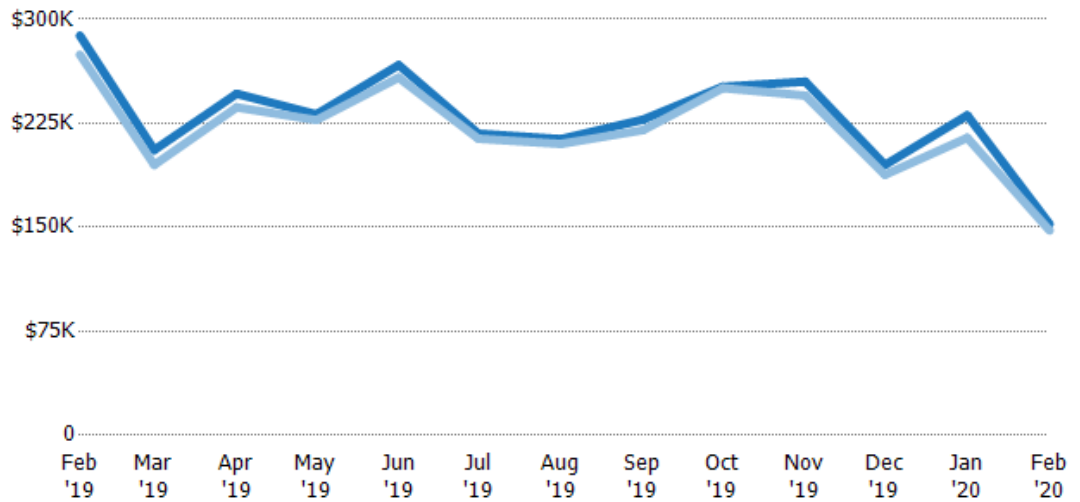
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$180K	\$183K	\$211K	\$235K	\$230K	\$207K	\$230K	\$222K	\$206K	\$174K	\$190K	\$235K	\$130K
Prior Year	\$310K	\$186K	\$175K	\$220K	\$202K	\$208K	\$206K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K
Percent Change from Prior Year	-42%	-2%	20%	7%	14%	0%	11%	71%	-15%	23%	100%	71%	-28%

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



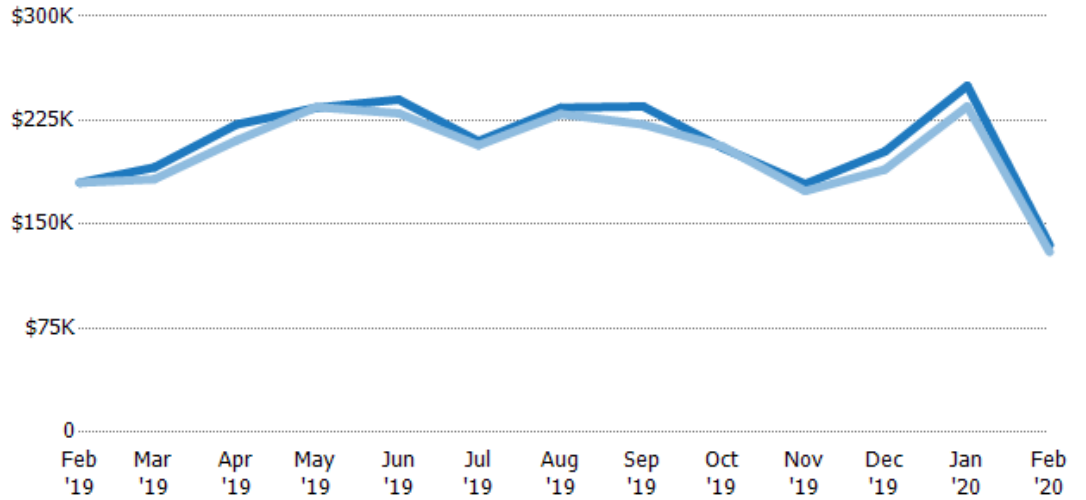
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg List Price	\$288K	\$206K	\$246K	\$231K	\$267K	\$218K	\$214K	\$228K	\$251K	\$255K	\$195K	\$231K	\$152K
Avg Sales Price	\$275K	\$195K	\$236K	\$227K	\$258K	\$214K	\$210K	\$220K	\$250K	\$245K	\$188K	\$215K	\$148K
Avg Sales Price as a % of Avg List Price	95%	95%	96%	98%	97%	98%	98%	97%	100%	96%	96%	93%	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



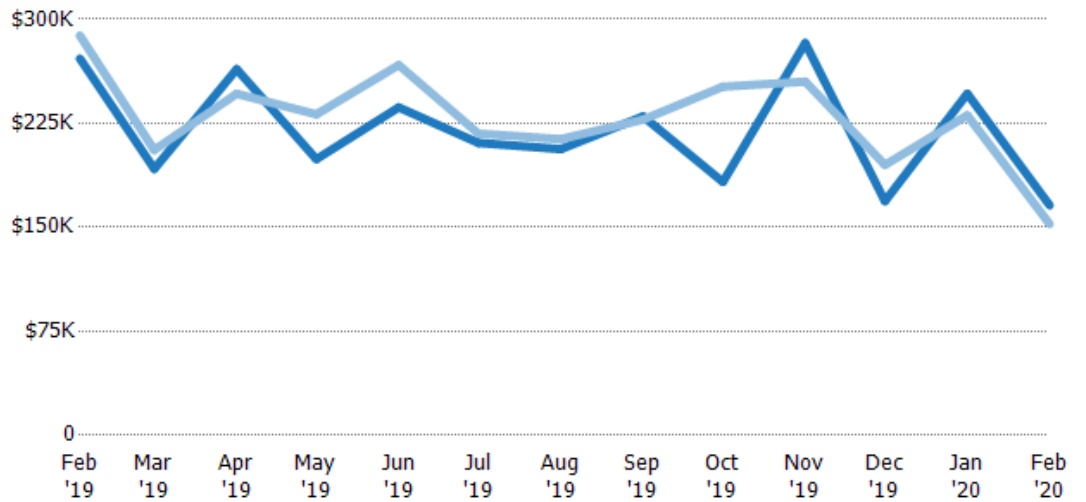
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$180K	\$191K	\$222K	\$234K	\$240K	\$210K	\$234K	\$235K	\$205K	\$179K	\$202K	\$250K	\$135K
Median Sales Price	\$180K	\$183K	\$211K	\$235K	\$230K	\$207K	\$230K	\$222K	\$206K	\$174K	\$190K	\$235K	\$130K
Med Sales Price as a % of Med List Price	100%	96%	95%	100%	96%	99%	98%	94%	100%	97%	94%	94%	96%

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



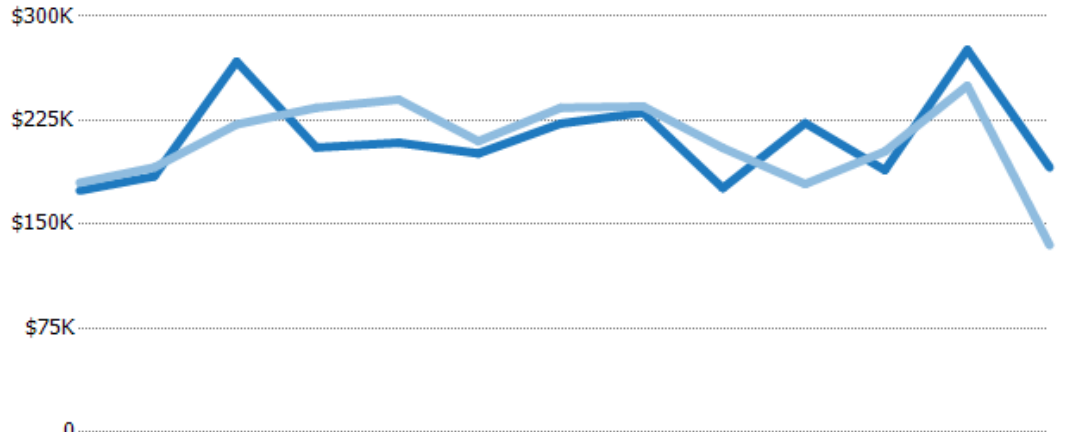
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$272K	\$192K	\$264K	\$199K	\$236K	\$211K	\$206K	\$230K	\$183K	\$283K	\$169K	\$246K	\$166K
Avg Sales Price	\$288K	\$206K	\$246K	\$231K	\$267K	\$218K	\$214K	\$228K	\$251K	\$255K	\$195K	\$231K	\$152K
Avg Sales Price as a % of Avg Est Value	106%	107%	93%	116%	113%	103%	103%	99%	138%	90%	116%	94%	92%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$174K	\$185K	\$267K	\$205K	\$209K	\$201K	\$223K	\$231K	\$176K	\$223K	\$189K	\$276K	\$191K
Median Sales Price	\$180K	\$191K	\$222K	\$234K	\$240K	\$210K	\$234K	\$235K	\$205K	\$179K	\$202K	\$250K	\$135K
Med Sales Price as a % of Med Est Value	103%	104%	83%	114%	115%	104%	105%	102%	116%	80%	107%	91%	71%