

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	19	+42.1%	63	50	+26%
New Listing Volume	\$10,900,300	\$6,016,300	+81.2%	\$33,459,800	\$23,755,594	+40.9%
Active Listing Count	48	53	-9.4%	N/A	N/A	
Active Listing Volume	\$31,701,990	\$29,830,194	+6.3%	N/A	N/A	
Average Listing Price	\$660,458	\$562,834	+17.3%	\$632,660	\$572,683	+10.5%
Median Listing Price	\$349,000	\$359,000	-2.8%	\$345,335	\$345,834	-0.1%
Median Days in RPR	63.5	88	-27.8%	110.86	120.58	-8.1%
Months of Inventory	4.4	13.3	-67.1%	11.3	11.2	+1.1%
Absorption Rate	22.92%	7.55%	+15.4%	8.82%	8.92%	-0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	14	13	+7.7%	50	33	+51.5%
New Pending Sales Volume	\$5,026,900	\$3,116,900	+61.3%	\$17,308,400	\$9,215,700	+87.8%
Pending Sales Count	37	25	+48%	N/A	N/A	
Pending Sales Volume	\$13,940,700	\$6,594,800	+111.4%	N/A	N/A	
Closed Sales Count	9	5	+80%	25	12	+108.3%
Closed Sales Volume	\$2,667,400	\$1,443,000	+84.9%	\$5,704,000	\$3,482,770	+63.8%
Average Sales Price	\$296,378	\$288,600	+2.7%	\$228,160	\$290,231	-21.4%
Median Sales Price	\$228,000	\$295,000	-22.7%	\$186,280	\$235,750	-21%

New Listings

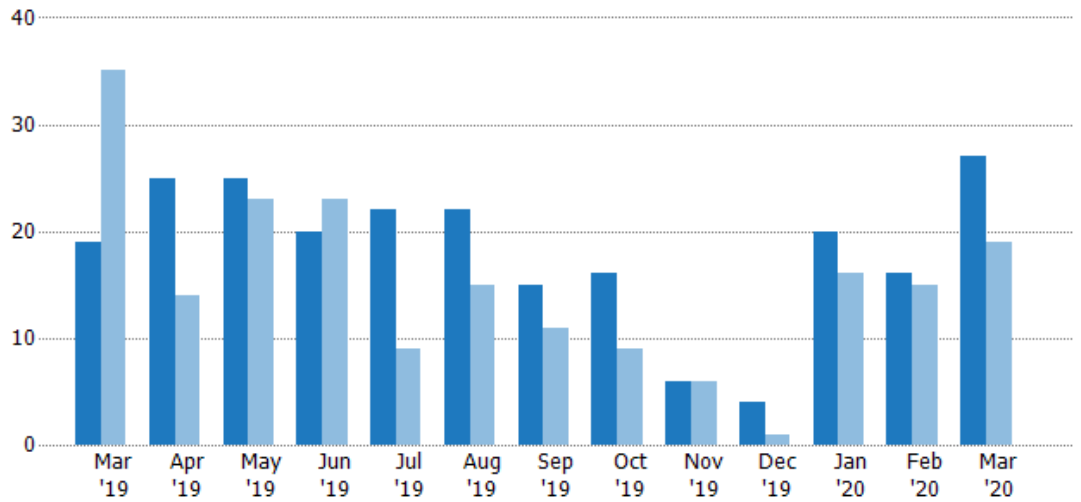
The number of new residential listings that were added each month.

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	Count	% Chg.
Mar '20	27	42.1%
Mar '19	19	-45.7%
Mar '18	35	-20%



Current Year	19	25	25	20	22	22	15	16	6	4	20	16	27
Prior Year	35	14	23	23	9	15	11	9	6	1	16	15	19
Percent Change from Prior Year	-46%	79%	9%	-13%	144%	47%	36%	78%	0%	300%	25%	7%	42%

New Listing Volume

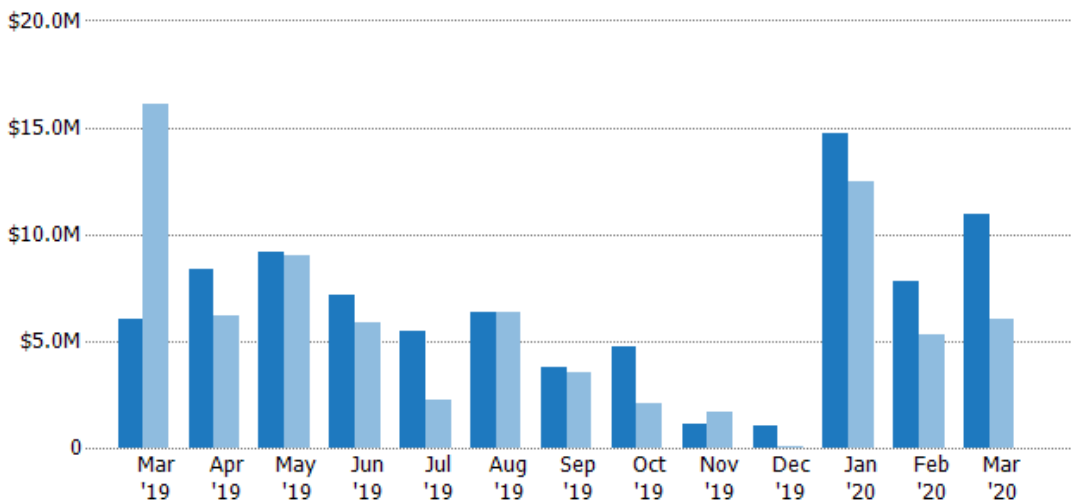
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Mar '20	\$10.9M	81.2%
Mar '19	\$6.02M	-62.5%
Mar '18	\$16.1M	-42.2%



Current Year	\$6.02M	\$8.37M	\$9.14M	\$7.14M	\$5.43M	\$6.39M	\$3.79M	\$4.73M	\$1.11M	\$1.02M	\$14.8M	\$7.8M	\$10.9M
Prior Year	\$16.1M	\$6.16M	\$8.99M	\$5.87M	\$2.27M	\$6.37M	\$3.52M	\$2.06M	\$1.67M	\$56.5K	\$12.5M	\$5.28M	\$6.02M
Percent Change from Prior Year	-63%	36%	2%	22%	139%	0%	8%	130%	-34%	1,702%	18%	48%	81%

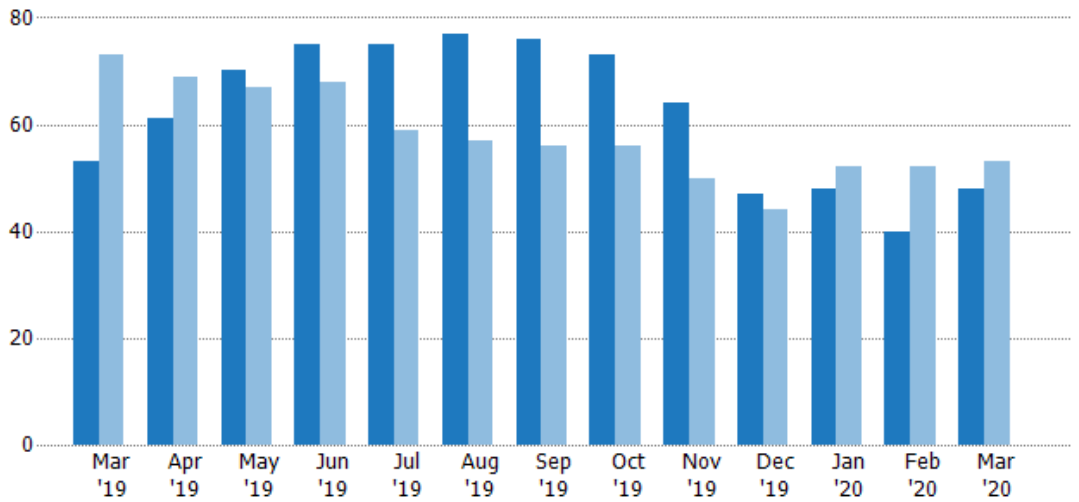
Active Listings

The number of active residential listings 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	Count	% Chg.
Mar '20	48	-9.4%
Mar '19	53	-27.4%
Mar '18	73	-4.1%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	53	61	70	75	75	77	76	73	64	47	48	40	48
Prior Year	73	69	67	68	59	57	56	56	50	44	52	52	53
Percent Change from Prior Year	-27%	-12%	4%	10%	27%	35%	36%	30%	28%	7%	-8%	-23%	-9%

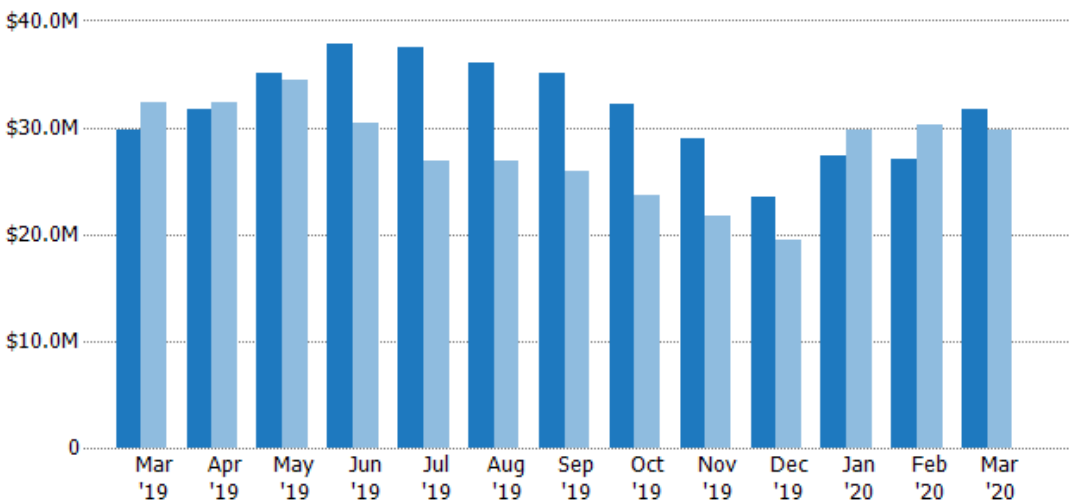
Active Listing Volume

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

Filters Used

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

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



Month/Year	Volume	% Chg.
Mar '20	\$31.7M	6.3%
Mar '19	\$29.8M	-7.9%
Mar '18	\$32.4M	-5.5%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$29.8M	\$31.7M	\$35.1M	\$37.8M	\$37.5M	\$36M	\$35.1M	\$32.2M	\$28.9M	\$23.5M	\$27.3M	\$27M	\$31.7M
Prior Year	\$32.4M	\$32.3M	\$34.4M	\$30.5M	\$26.9M	\$26.9M	\$26M	\$23.7M	\$21.7M	\$19.5M	\$29.8M	\$30.2M	\$29.8M
Percent Change from Prior Year	-8%	-2%	2%	24%	40%	34%	35%	36%	33%	20%	-8%	-11%	6%

Average Listing Price

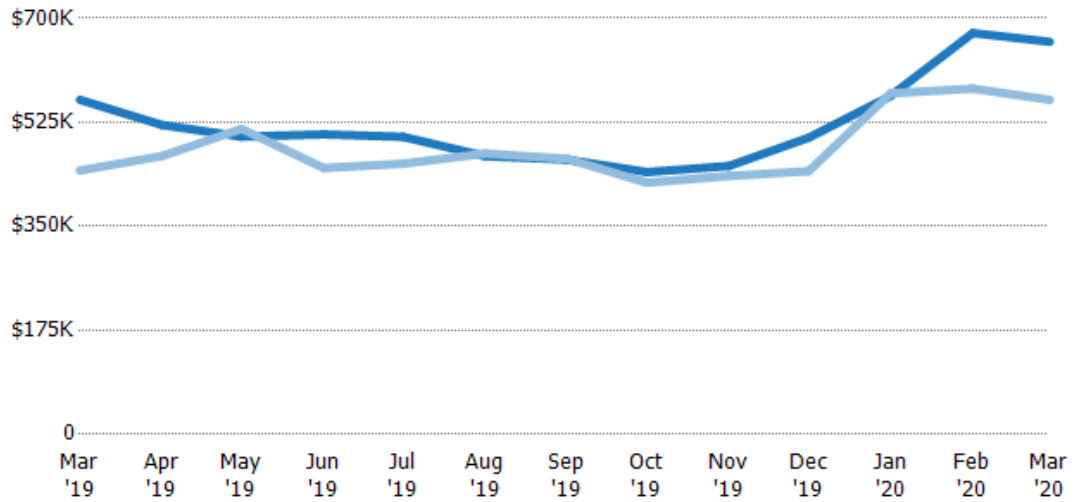
The average listing price of active residential listings at the end of each month.

Filters Used

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

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

Month/Year	Price	% Chg.
Mar '20	\$660K	17.3%
Mar '19	\$563K	26.8%
Mar '18	\$444K	-1.5%



Current Year	\$563K	\$520K	\$501K	\$505K	\$501K	\$468K	\$462K	\$441K	\$452K	\$499K	\$569K	\$675K	\$660K
Prior Year	\$444K	\$468K	\$514K	\$448K	\$455K	\$472K	\$463K	\$423K	\$435K	\$443K	\$574K	\$582K	\$563K
Percent Change from Prior Year	27%	11%	-3%	13%	10%	-1%	0%	4%	4%	13%	-1%	16%	17%

Median Listing Price

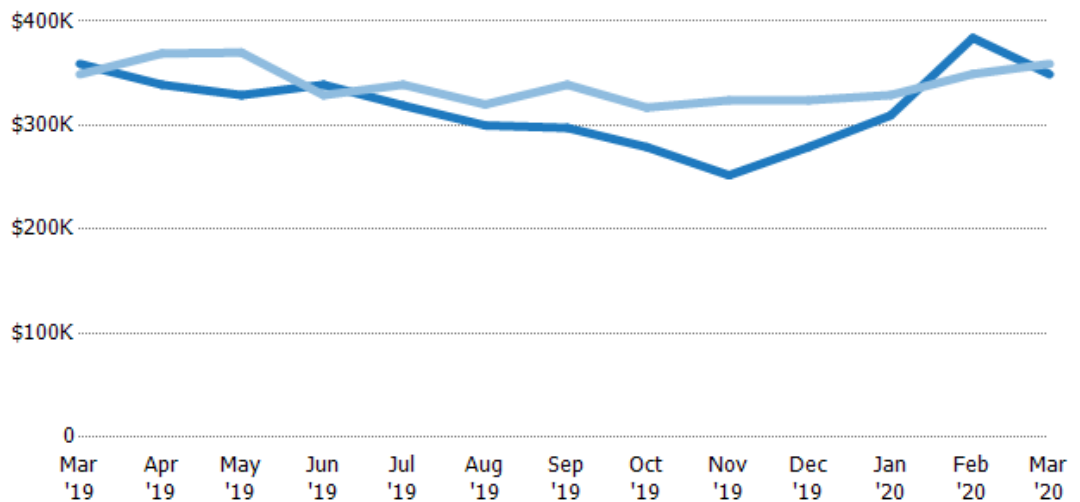
The median listing price of active residential listings at the end of each month.

Filters Used

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

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

Month/Year	Price	% Chg.
Mar '20	\$349K	-2.8%
Mar '19	\$359K	2.9%
Mar '18	\$349K	-7.6%



Current Year	\$359K	\$339K	\$329K	\$339K	\$319K	\$300K	\$297K	\$279K	\$252K	\$279K	\$309K	\$384K	\$349K
Prior Year	\$349K	\$369K	\$370K	\$329K	\$339K	\$320K	\$339K	\$317K	\$324K	\$324K	\$329K	\$349K	\$359K
Percent Change from Prior Year	3%	-8%	-11%	3%	-6%	-6%	-12%	-12%	-22%	-14%	-6%	10%	-3%

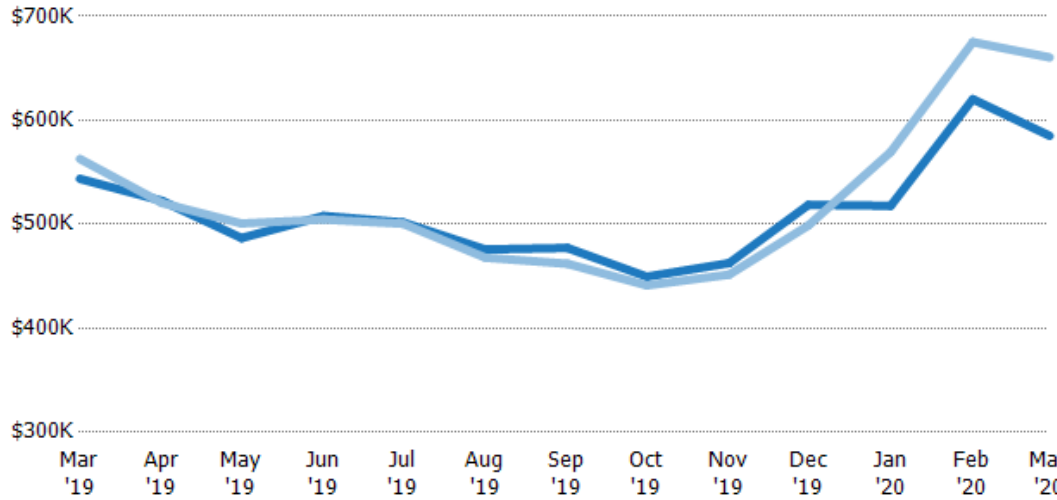
Average Listing Price vs Average Est Value

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$544K	\$523K	\$487K	\$508K	\$502K	\$476K	\$477K	\$450K	\$463K	\$519K	\$518K	\$620K	\$585K
Avg Listing Price	\$563K	\$520K	\$501K	\$505K	\$501K	\$468K	\$462K	\$441K	\$452K	\$499K	\$569K	\$675K	\$660K
Avg Listing Price as a % of Avg Est Value	104%	100%	103%	99%	100%	98%	97%	98%	98%	96%	110%	109%	113%

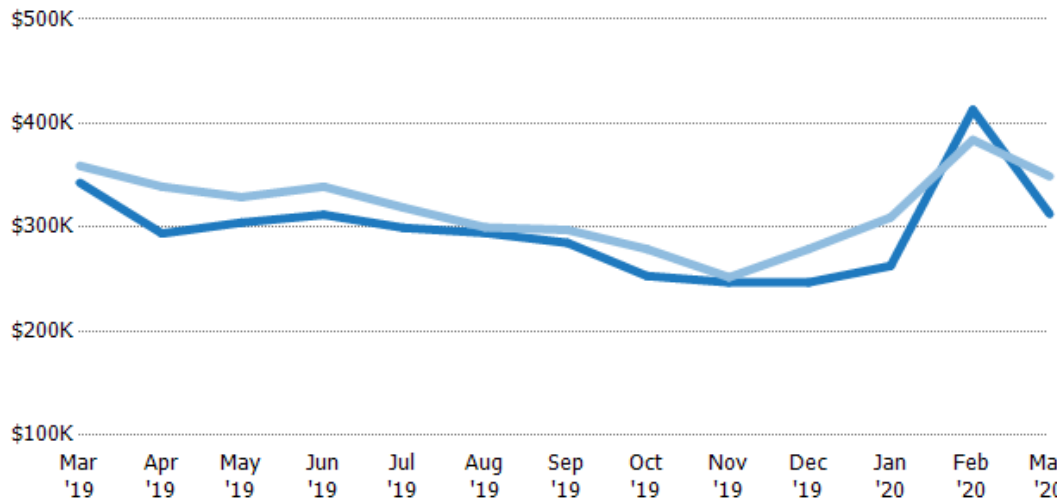
Median Listing Price vs Median Est Value

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

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$343K	\$294K	\$305K	\$312K	\$300K	\$295K	\$285K	\$253K	\$247K	\$247K	\$263K	\$413K	\$313K
Median Listing Price	\$359K	\$339K	\$329K	\$339K	\$319K	\$300K	\$297K	\$279K	\$252K	\$279K	\$309K	\$384K	\$349K
Med Listing Price as a % of Med Est Value	105%	115%	108%	109%	107%	102%	104%	110%	102%	113%	118%	93%	112%

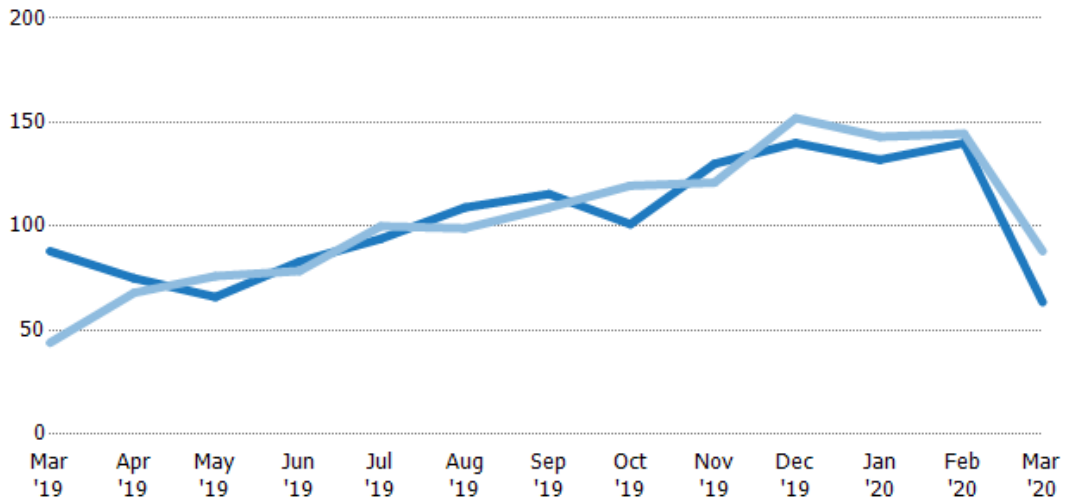
Median Days in RPR

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	88	75	66	83	94	109	116	101	130	140	132	140	63.5
Prior Year	44	68	76	78.5	100	99	109	120	121	152	143	145	88
Percent Change from Prior Year	100%	10%	-13%	6%	-6%	10%	6%	-15%	7%	-8%	-8%	-3%	-28%

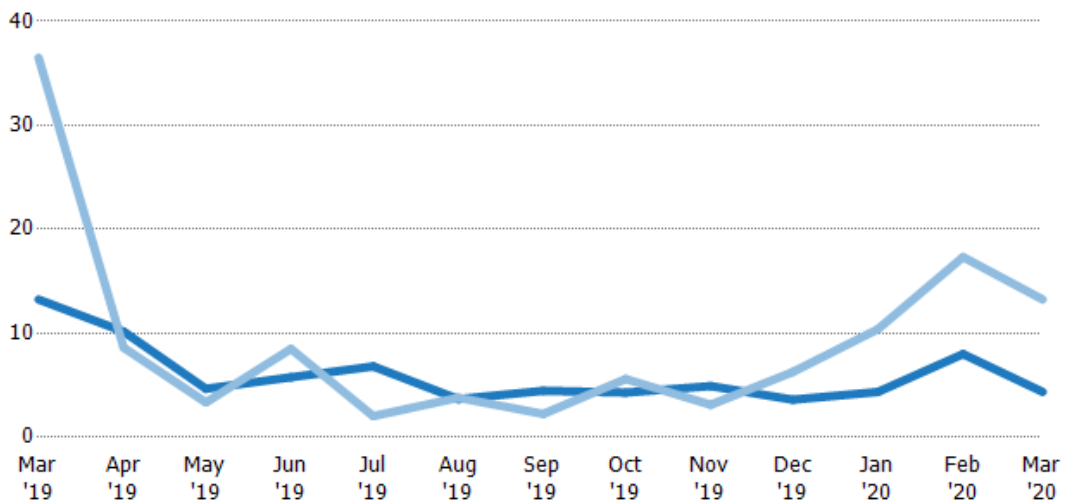
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	13.3	10.2	4.67	5.77	6.82	3.67	4.47	4.29	4.92	3.62	4.36	8	4.36
Prior Year	36.5	8.63	3.35	8.5	2.03	3.8	2.24	5.6	3.13	6.29	10.4	17.3	13.3
Percent Change from Prior Year	-64%	18%	39%	-32%	235%	-4%	100%	-23%	58%	-42%	-58%	-54%	-67%

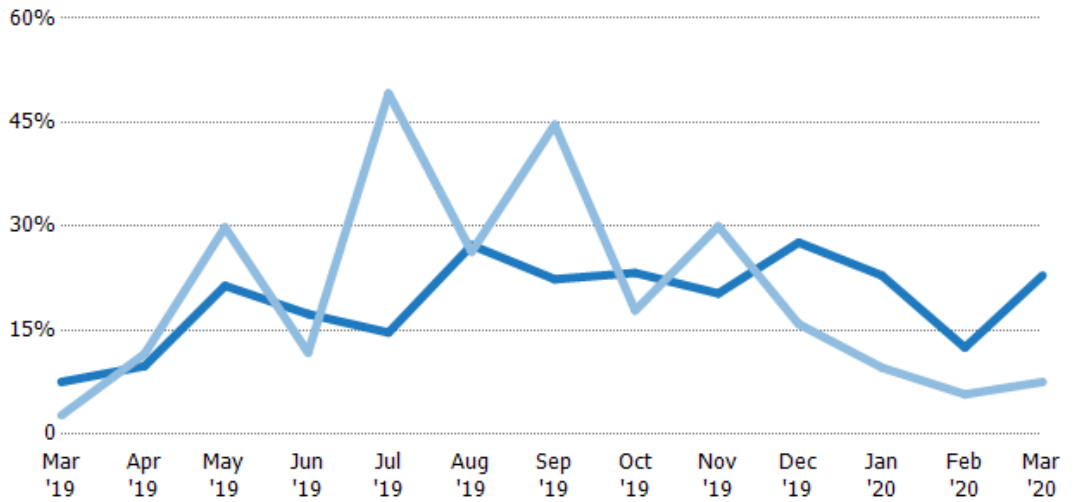
Absorption Rate

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	8%	10%	21%	17%	15%	27%	22%	23%	20%	28%	23%	13%	23%
Prior Year	3%	12%	30%	12%	49%	26%	45%	18%	30%	16%	10%	6%	8%
Change from Prior Year	-5%	2%	8%	-6%	34%	-1%	22%	-5%	10%	-12%	-13%	-7%	-15%

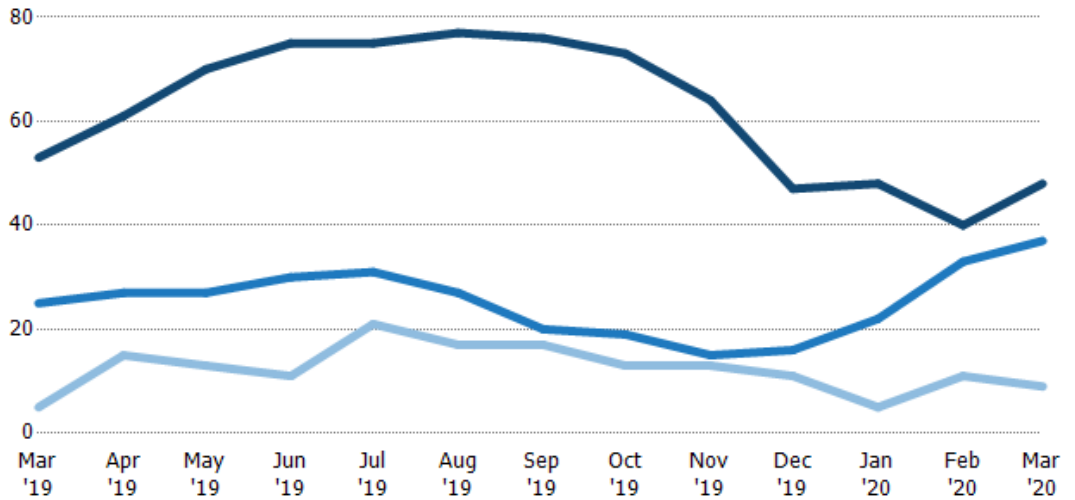
Active/Pending/Sold Units

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

Filters Used

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

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	53	61	70	75	75	77	76	73	64	47	48	40	48
Pending	25	27	27	30	31	27	20	19	15	16	22	33	37
Sold	5	15	13	11	21	17	17	13	13	11	5	11	9

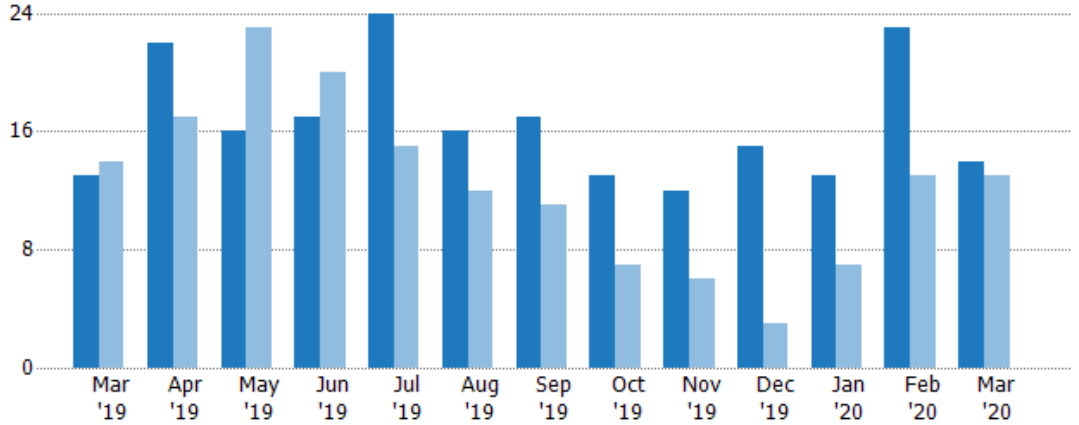
New Pending Sales

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

Filters Used

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

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



Month/Year	Count	% Chg.
Mar '20	14	7.7%
Mar '19	13	-7.1%
Mar '18	14	7.1%

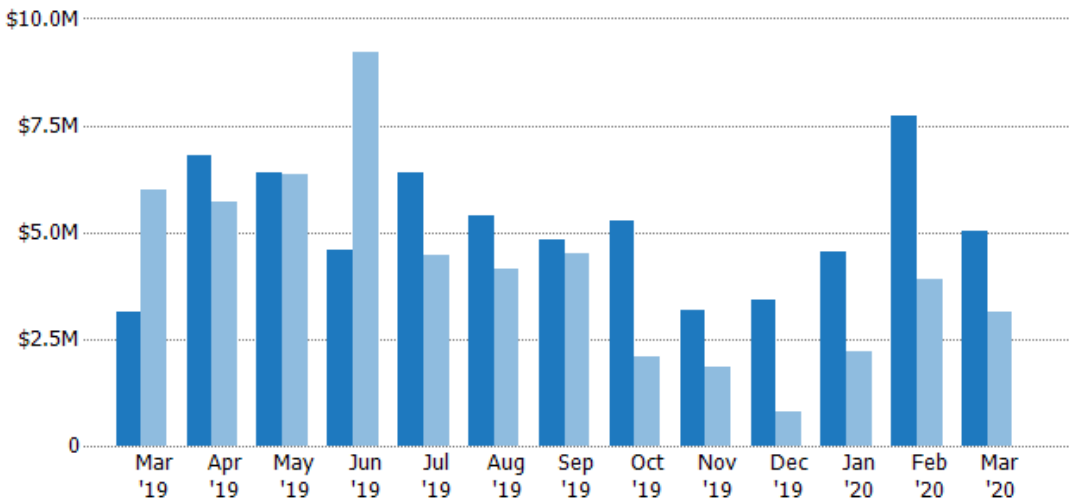
New Pending Sales Volume

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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



Month/Year	Volume	% Chg.
Mar '20	\$5.03M	61.3%
Mar '19	\$3.12M	-48%
Mar '18	\$6M	-6.2%

Pending Sales

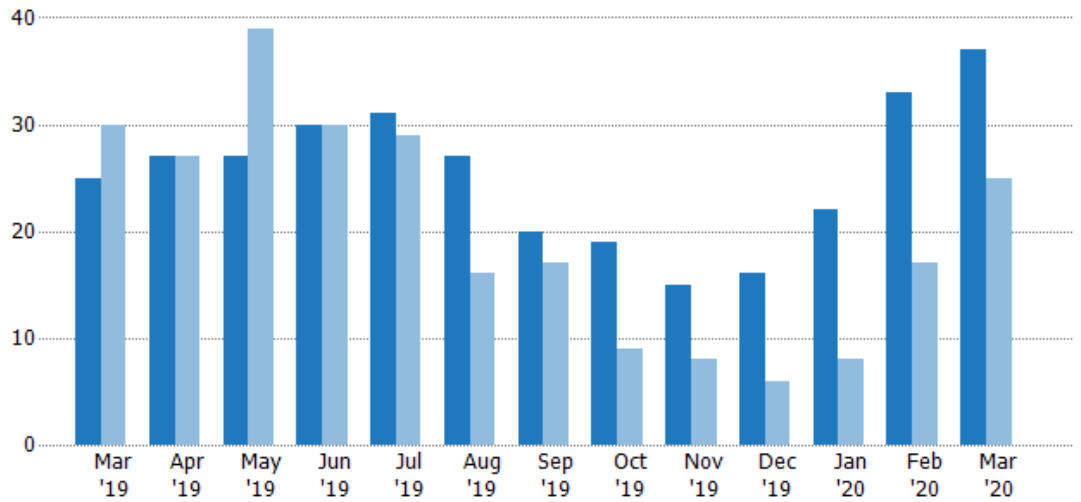
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Mar '20	37	48%
Mar '19	25	-16.7%
Mar '18	30	16.7%



Current Year	25	27	27	30	31	27	20	19	15	16	22	33	37
Prior Year	30	27	39	30	29	16	17	9	8	6	8	17	25
Percent Change from Prior Year	-17%	0%	-31%	0%	7%	69%	18%	111%	88%	167%	175%	94%	48%

Pending Sales Volume

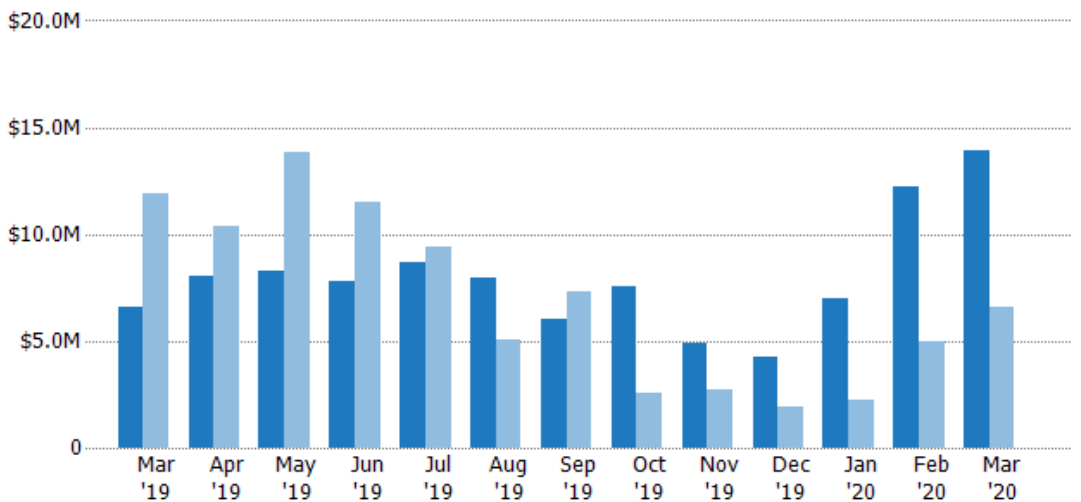
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Mar '20	\$13.9M	111.4%
Mar '19	\$6.59M	-44.6%
Mar '18	\$11.9M	-4.2%



Current Year	\$6.59M	\$8.07M	\$8.25M	\$7.81M	\$8.68M	\$7.94M	\$6.06M	\$7.57M	\$4.92M	\$4.27M	\$6.97M	\$12.2M	\$13.9M
Prior Year	\$11.9M	\$10.4M	\$13.8M	\$11.5M	\$9.37M	\$5.07M	\$7.31M	\$2.59M	\$2.7M	\$1.92M	\$2.26M	\$4.97M	\$6.59M
Percent Change from Prior Year	-45%	-22%	-40%	-32%	-7%	57%	-17%	192%	82%	122%	208%	146%	111%

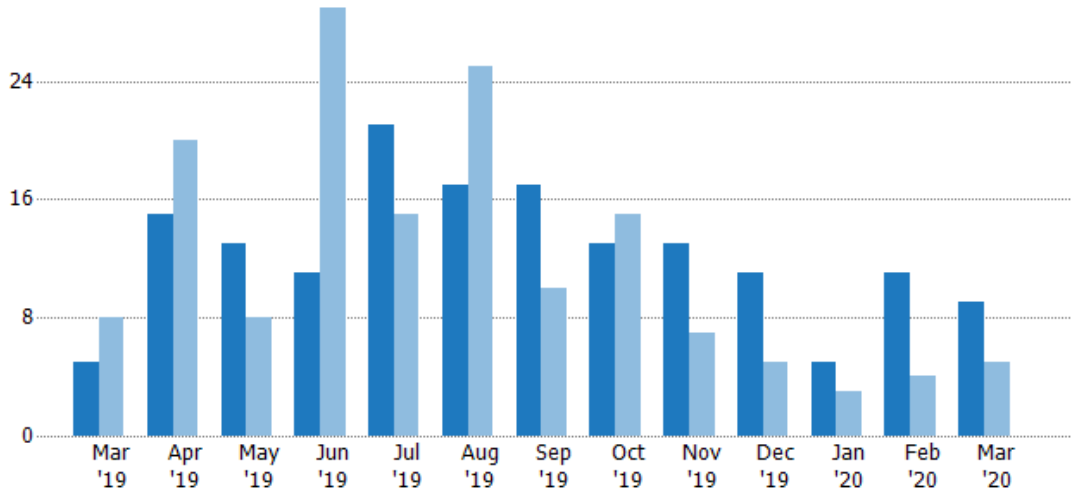
Closed Sales

The total number of residential 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



Month/Year	Count	% Chg.
Mar '20	9	80%
Mar '19	5	-37.5%
Mar '18	8	-12.5%

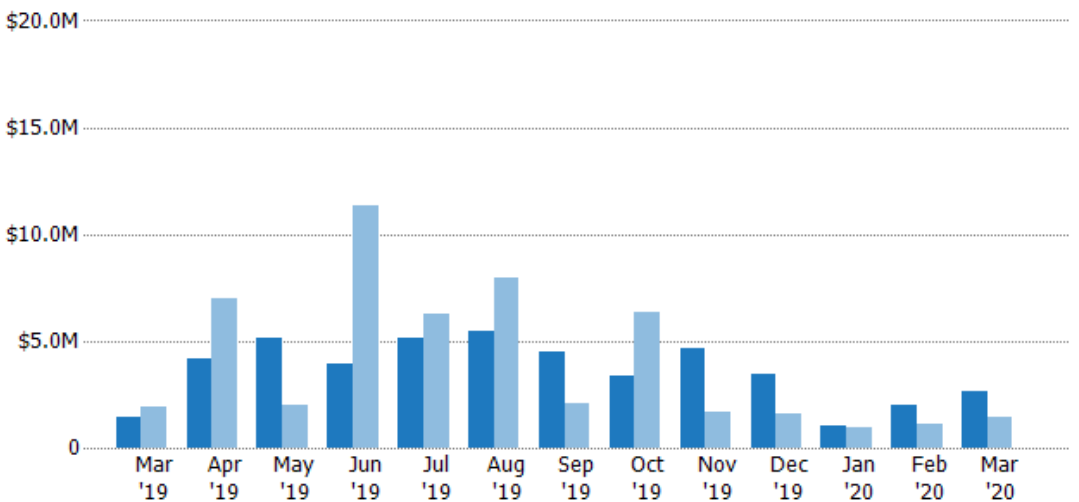
Closed Sales Volume

The sum of the sales price of residential 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



Month/Year	Volume	% Chg.
Mar '20	\$2.67M	84.9%
Mar '19	\$1.44M	-24.5%
Mar '18	\$1.91M	9.3%

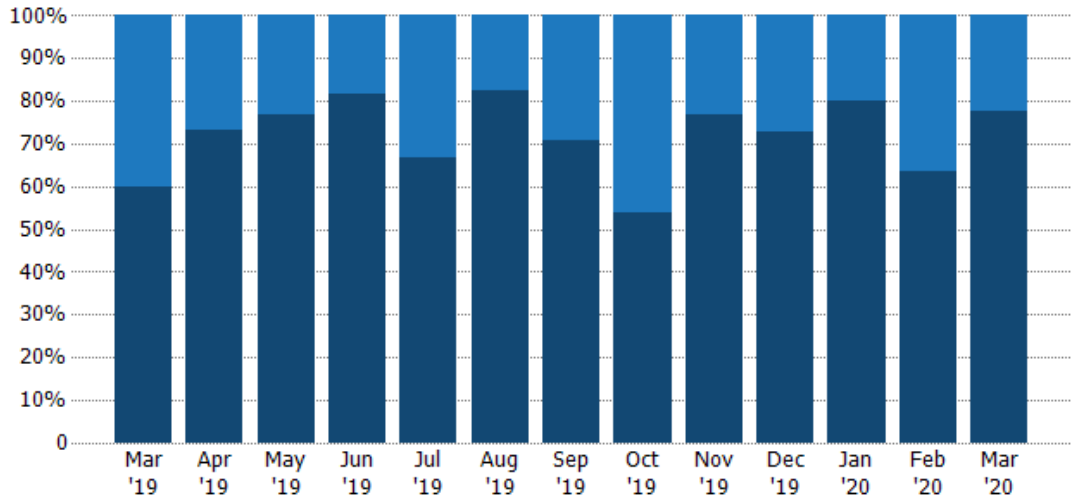
Closed Sales by Property Type

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

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



Condo/Townhouse	40%	27%	23%	18%	33%	18%	29%	46%	23%	27%	20%	36%	22%
Single Family Residence	60%	73%	77%	82%	67%	82%	71%	54%	77%	73%	80%	64%	78%

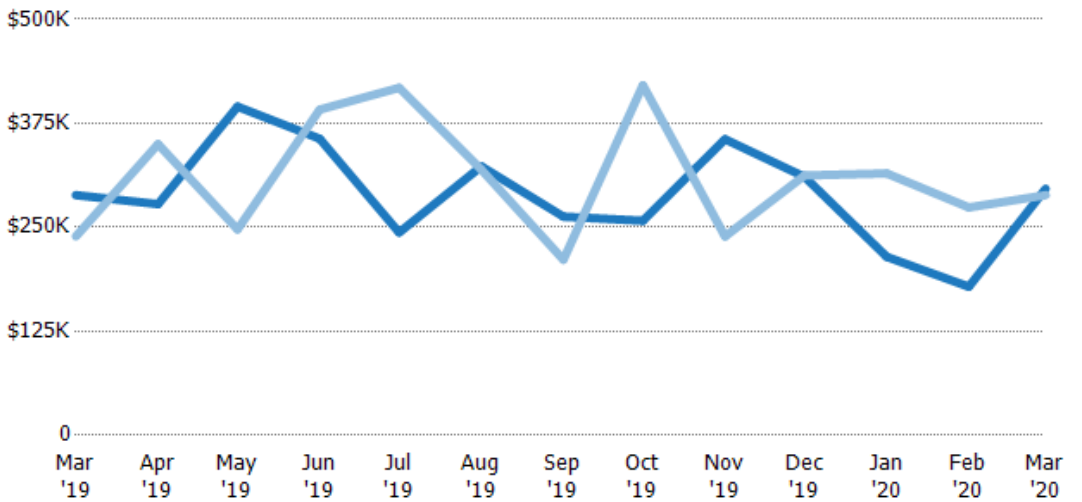
Average Sales Price

The average sales price of the residential 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



Month/Year	Price	% Chg.
Mar '20	\$296K	2.7%
Mar '19	\$289K	20.7%
Mar '18	\$239K	24.9%

Current Year	\$289K	\$278K	\$395K	\$357K	\$244K	\$323K	\$263K	\$258K	\$356K	\$311K	\$215K	\$179K	\$296K
Prior Year	\$239K	\$350K	\$247K	\$391K	\$418K	\$319K	\$211K	\$421K	\$239K	\$312K	\$315K	\$274K	\$289K
Percent Change from Prior Year	21%	-21%	60%	-9%	-42%	1%	25%	-39%	49%	-1%	-32%	-35%	3%

Median Sales Price

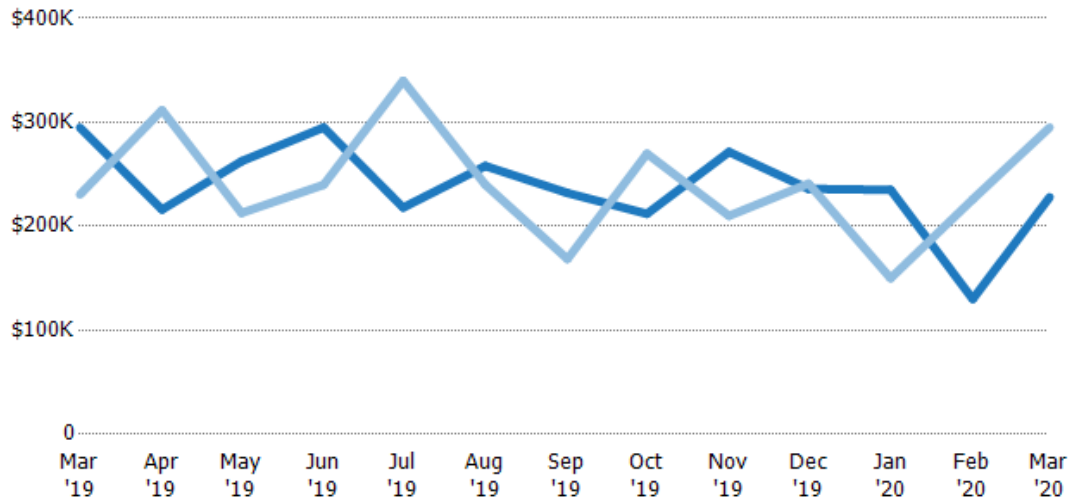
The median sales price of the residential properties sold each month.

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

Month/Year	Price	% Chg.
Mar '20	\$228K	-22.7%
Mar '19	\$295K	28%
Mar '18	\$231K	-13.2%



Current Year	\$295K	\$216K	\$263K	\$295K	\$218K	\$258K	\$232K	\$212K	\$272K	\$236K	\$235K	\$130K	\$228K
Prior Year	\$231K	\$312K	\$213K	\$240K	\$340K	\$240K	\$169K	\$270K	\$210K	\$241K	\$150K	\$226K	\$295K
Percent Change from Prior Year	28%	-31%	23%	23%	-36%	8%	38%	-21%	29%	-2%	57%	-42%	-23%

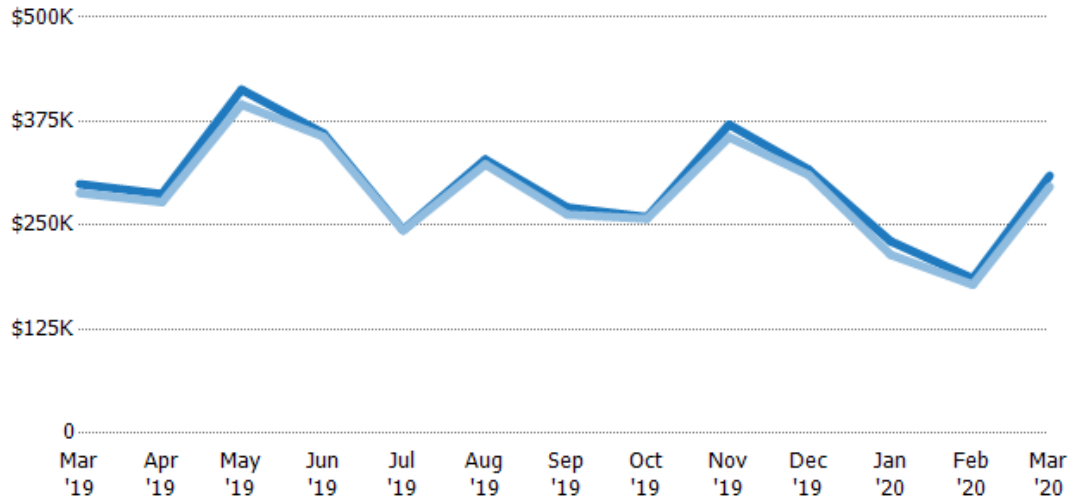
Average Sales Price vs Average Listing Price

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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



Avg List Price	\$299K	\$288K	\$413K	\$360K	\$244K	\$329K	\$271K	\$260K	\$371K	\$317K	\$231K	\$186K	\$310K
Avg Sales Price	\$289K	\$278K	\$395K	\$357K	\$244K	\$323K	\$263K	\$258K	\$356K	\$311K	\$215K	\$179K	\$296K
Avg Sales Price as a % of Avg List Price	96%	97%	96%	99%	100%	98%	97%	99%	96%	98%	93%	96%	96%

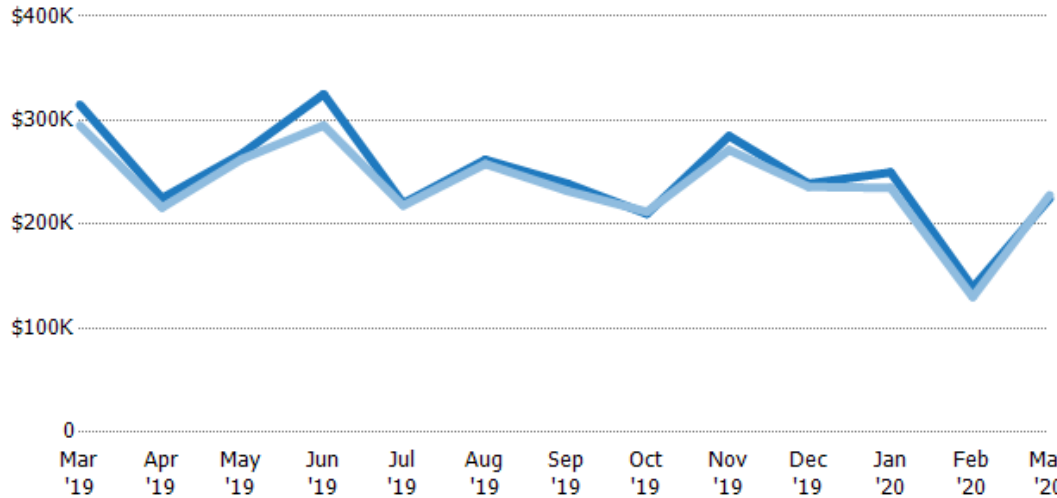
Median Sales Price vs Median Listing Price

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$315K	\$225K	\$268K	\$325K	\$220K	\$262K	\$239K	\$210K	\$285K	\$239K	\$250K	\$139K	\$225K
Median Sales Price	\$295K	\$216K	\$263K	\$295K	\$218K	\$258K	\$232K	\$212K	\$272K	\$236K	\$235K	\$130K	\$228K
Med Sales Price as a % of Med List Price	94%	96%	98%	91%	99%	98%	97%	101%	95%	99%	94%	94%	101%

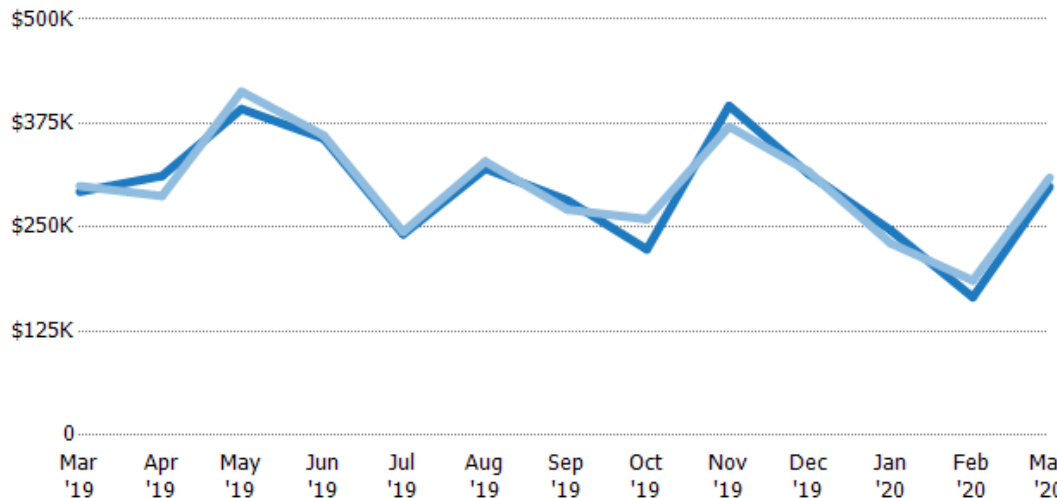
Average Sales Price vs Average Est Value

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$293K	\$312K	\$392K	\$357K	\$242K	\$320K	\$282K	\$223K	\$396K	\$314K	\$246K	\$166K	\$299K
Avg Sales Price	\$299K	\$288K	\$413K	\$360K	\$244K	\$329K	\$271K	\$260K	\$371K	\$317K	\$231K	\$186K	\$310K
Avg Sales Price as a % of Avg Est Value	102%	92%	105%	101%	101%	103%	96%	116%	94%	101%	94%	112%	104%

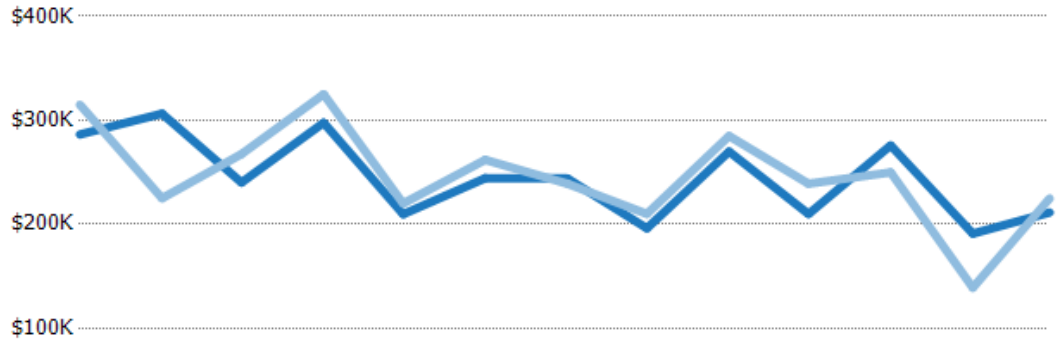
Median Sales Price vs Median Est Value

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$286K	\$306K	\$240K	\$298K	\$210K	\$244K	\$244K	\$196K	\$270K	\$210K	\$276K	\$191K	\$211K
Median Sales Price	\$315K	\$225K	\$268K	\$325K	\$220K	\$262K	\$239K	\$210K	\$285K	\$239K	\$250K	\$139K	\$225K
Med Sales Price as a % of Med Est Value	110%	73%	111%	109%	105%	107%	98%	107%	106%	114%	91%	73%	106%