

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	16	14	+14.3%	35	32	+9.4%
New Listing Volume	\$3,324,400	\$3,510,300	-5.3%	\$7,649,900	\$8,082,000	-5.3%
Active Listing Count	23	27	-14.8%	N/A	N/A	
Active Listing Volume	\$7,455,700	\$7,945,700	-6.2%	N/A	N/A	
Average Listing Price	\$324,161	\$294,285	+10.2%	\$337,174	\$277,195	+21.6%
Median Listing Price	\$259,000	\$259,000	±	\$262,005	\$253,804	+3.2%
Median Days in RPR	40	51	-21.6%	111.55	107	+4.2%
Months of Inventory	2.6	9	-71.6%	7.8	10.5	-26.2%
Absorption Rate	39.13%	11.11%	+28%	12.9%	9.52%	+3.4%
Sales Activity Charts Metrics						
New Pending Sales Count	6	12	-50%	33	26	+26.9%
New Pending Sales Volume	\$1,350,900	\$2,567,900	-47.4%	\$7,816,500	\$5,690,800	+37.4%
Pending Sales Count	22	21	+4.8%	N/A	N/A	
Pending Sales Volume	\$5,684,700	\$4,687,800	+21.3%	N/A	N/A	
Closed Sales Count	8	3	+166.7%	22	8	+175%
Closed Sales Volume	\$2,113,400	\$540,000	+291.4%	\$4,515,000	\$1,637,770	+175.7%
Average Sales Price	\$264,175	\$180,000	+46.8%	\$205,227	\$204,721	+0.2%
Median Sales Price	\$219,250	\$125,000	+75.4%	\$186,318	\$148,656	+25.3%

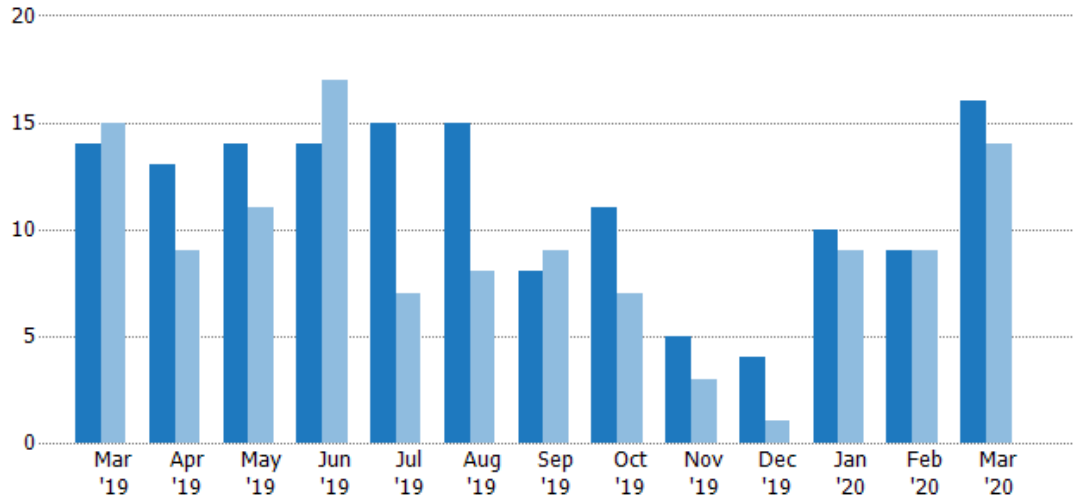
New Listings

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.
Mar '20	16	14.3%
Mar '19	14	-6.7%
Mar '18	15	20%



Current Year	14	13	14	14	15	15	8	11	5	4	10	9	16
Prior Year	15	9	11	17	7	8	9	7	3	1	9	9	14
Percent Change from Prior Year	-7%	44%	27%	-18%	114%	88%	-11%	57%	67%	300%	11%	0%	14%

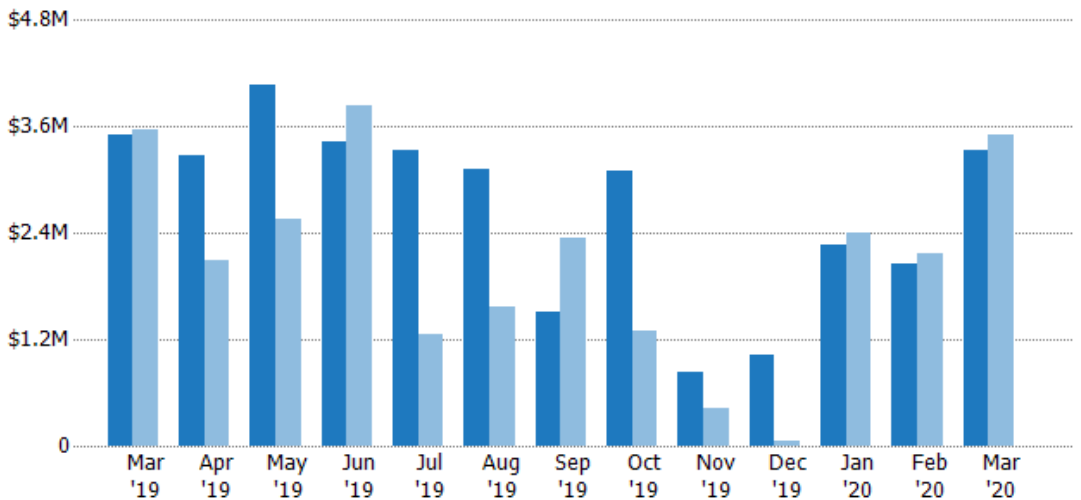
New Listing Volume

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.
Mar '20	\$3.32M	-5.3%
Mar '19	\$3.51M	-1.7%
Mar '18	\$3.57M	13.6%



Current Year	\$3.51M	\$3.27M	\$4.07M	\$3.42M	\$3.32M	\$3.11M	\$1.5M	\$3.09M	\$824K	\$1.02M	\$2.27M	\$2.05M	\$3.32M
Prior Year	\$3.57M	\$2.09M	\$2.55M	\$3.84M	\$1.26M	\$1.58M	\$2.34M	\$1.3M	\$428K	\$56.5K	\$2.41M	\$2.17M	\$3.51M
Percent Change from Prior Year	-2%	56%	60%	-11%	164%	97%	-36%	138%	93%	1,702%	-6%	-5%	-5%

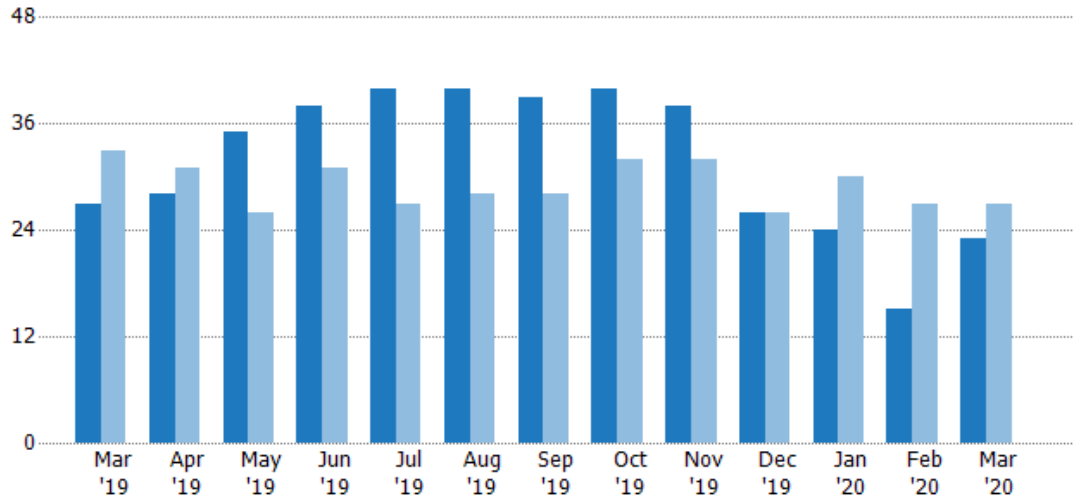
Active Listings

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.
Mar '20	23	-14.8%
Mar '19	27	-18.2%
Mar '18	33	3%



	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	27	28	35	38	40	40	39	40	38	26	24	15	23
Prior Year	33	31	26	31	27	28	28	32	32	26	30	27	27
Percent Change from Prior Year	-18%	-10%	35%	23%	48%	43%	39%	25%	19%	0%	-20%	-44%	-15%

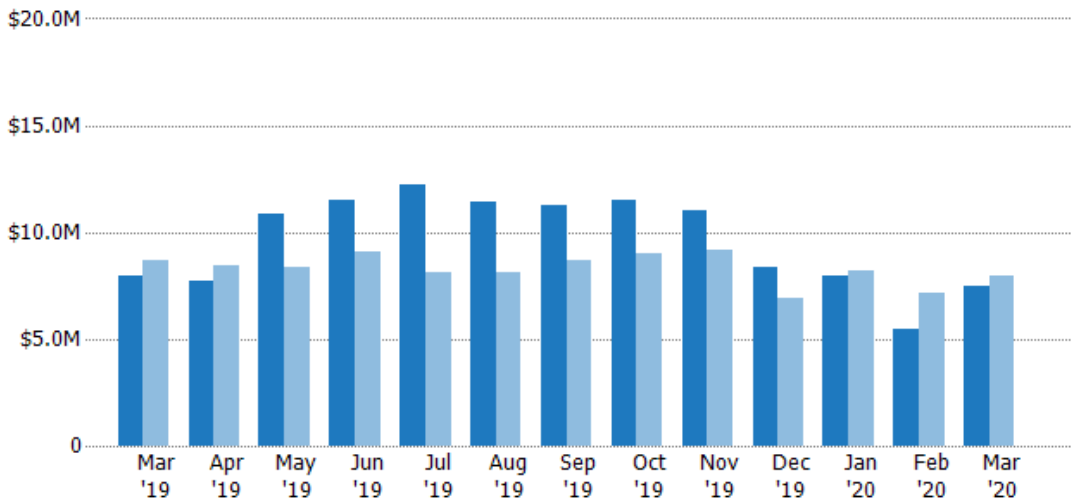
Active Listing Volume

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.
Mar '20	\$7.46M	-6.2%
Mar '19	\$7.95M	-8.3%
Mar '18	\$8.67M	1.1%



	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	\$7.95M	\$7.73M	\$10.9M	\$11.5M	\$12.3M	\$11.4M	\$11.2M	\$11.5M	\$11M	\$8.36M	\$7.98M	\$5.47M	\$7.46M
Prior Year	\$8.67M	\$8.46M	\$8.34M	\$9.05M	\$8.14M	\$8.11M	\$8.71M	\$9.03M	\$9.15M	\$6.89M	\$8.17M	\$7.17M	\$7.95M
Percent Change from Prior Year	-8%	-9%	30%	27%	51%	41%	29%	27%	21%	21%	-2%	-24%	-6%

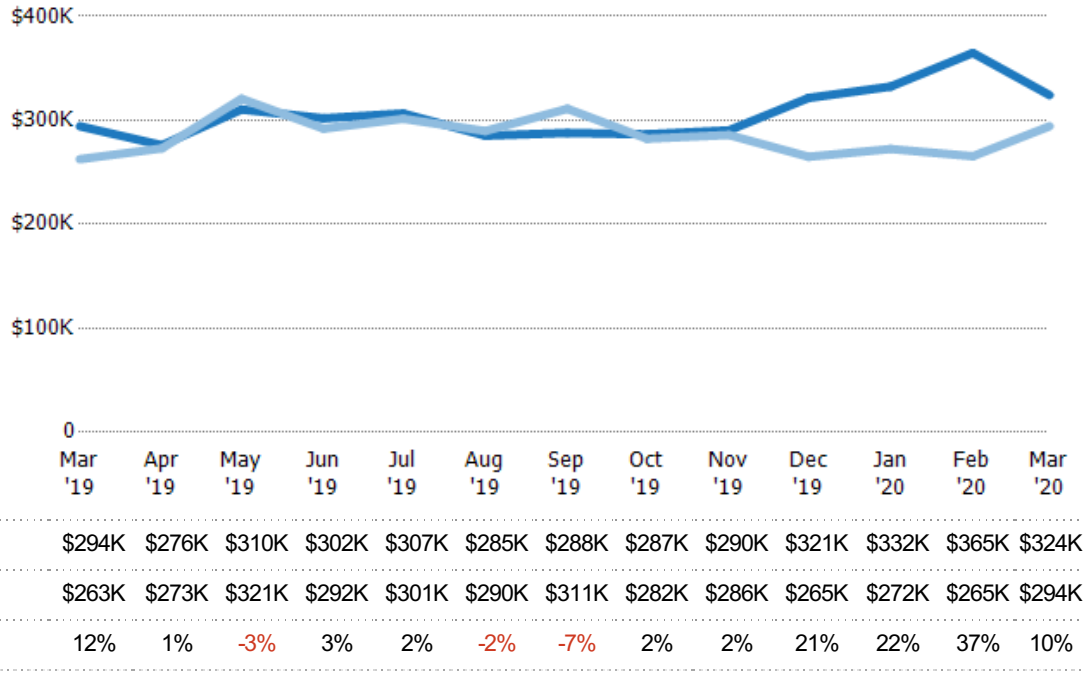
Average Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Mar '20	\$324K	10.2%
Mar '19	\$294K	12.1%
Mar '18	\$263K	-1.8%



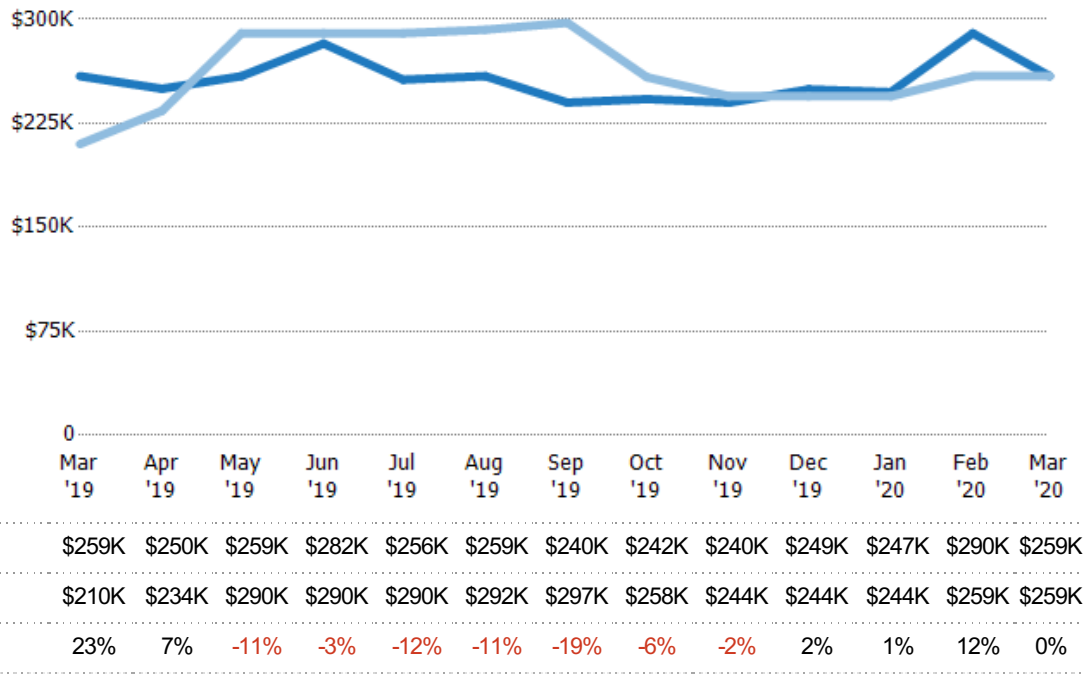
Median Listing Price

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.
Mar '20	\$259K	0%
Mar '19	\$259K	23.3%
Mar '18	\$210K	8.3%

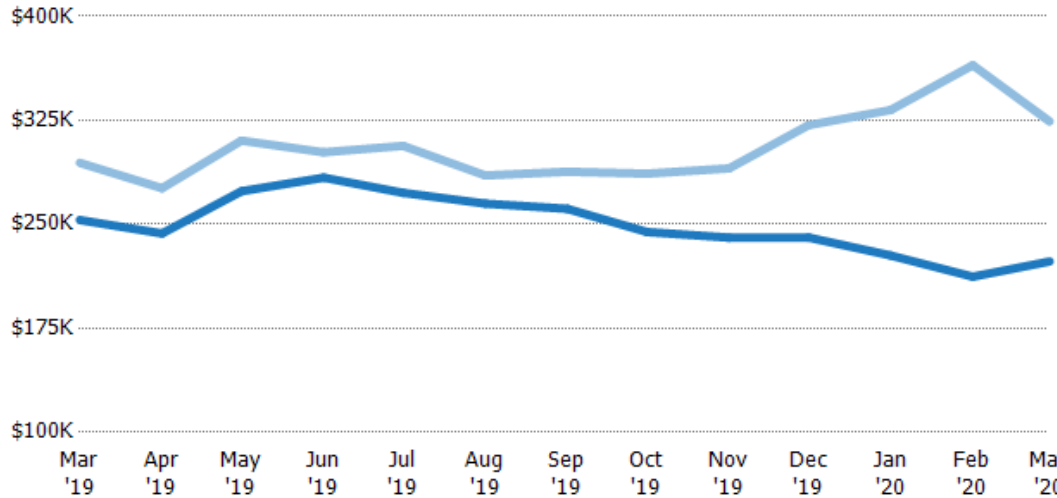


Average Listing Price vs Average Est Value

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



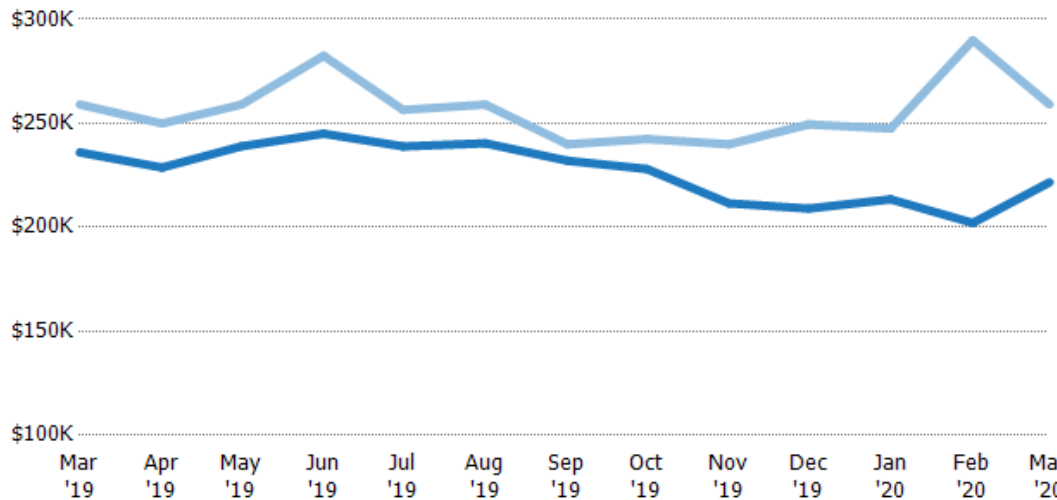
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$253K	\$243K	\$274K	\$284K	\$273K	\$265K	\$261K	\$244K	\$240K	\$240K	\$227K	\$212K	\$223K
Avg Listing Price	\$294K	\$276K	\$310K	\$302K	\$307K	\$285K	\$288K	\$287K	\$290K	\$321K	\$332K	\$365K	\$324K
Avg Listing Price as a % of Avg Est Value	116%	113%	113%	106%	112%	108%	110%	117%	121%	134%	146%	172%	145%

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



	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	\$236K	\$229K	\$239K	\$245K	\$239K	\$240K	\$232K	\$228K	\$212K	\$209K	\$213K	\$202K	\$222K
Median Listing Price	\$259K	\$250K	\$259K	\$282K	\$256K	\$259K	\$240K	\$242K	\$240K	\$249K	\$247K	\$290K	\$259K
Med Listing Price as a % of Med Est Value	110%	109%	108%	115%	107%	108%	103%	106%	113%	119%	116%	143%	117%

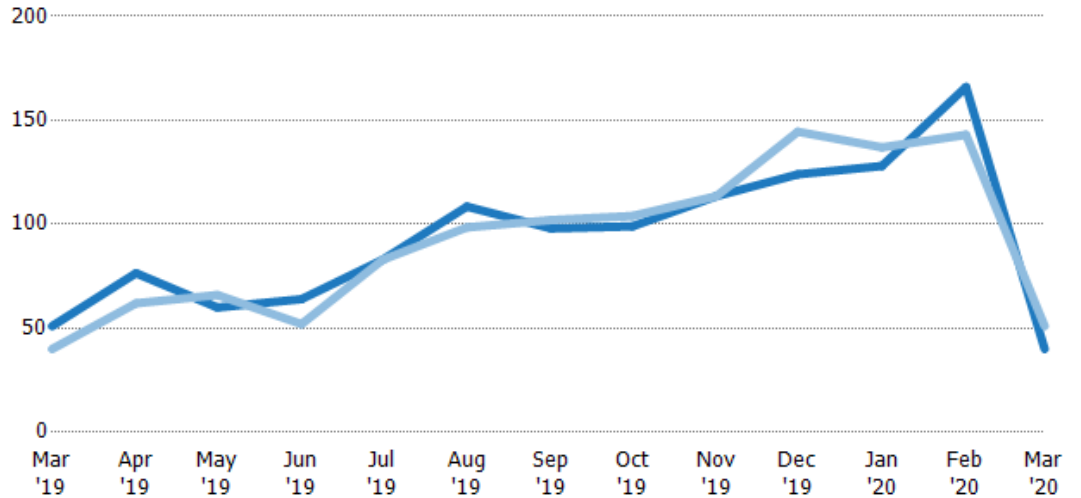
Median Days in RPR

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.
Mar '20	40	-21.6%
Mar '19	51	27.5%
Mar '18	40	253.8%



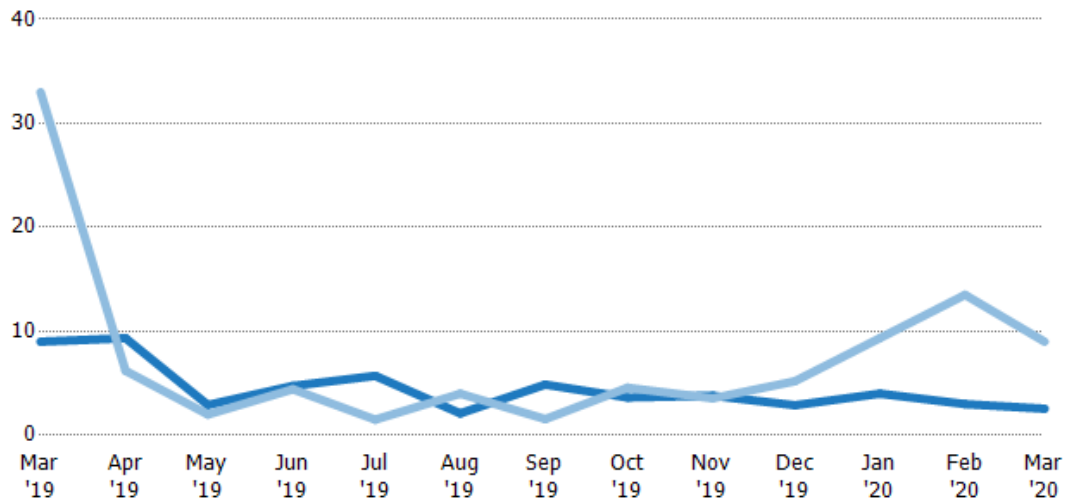
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	51	76.5	60	64	83	109	98	99	114	124	128	166	40
Prior Year	40	62	66	52	83	98.5	102	104	114	145	137	143	51
Percent Change from Prior Year	28%	23%	-9%	23%	0%	10%	-4%	-5%	0%	-14%	-7%	16%	-22%

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



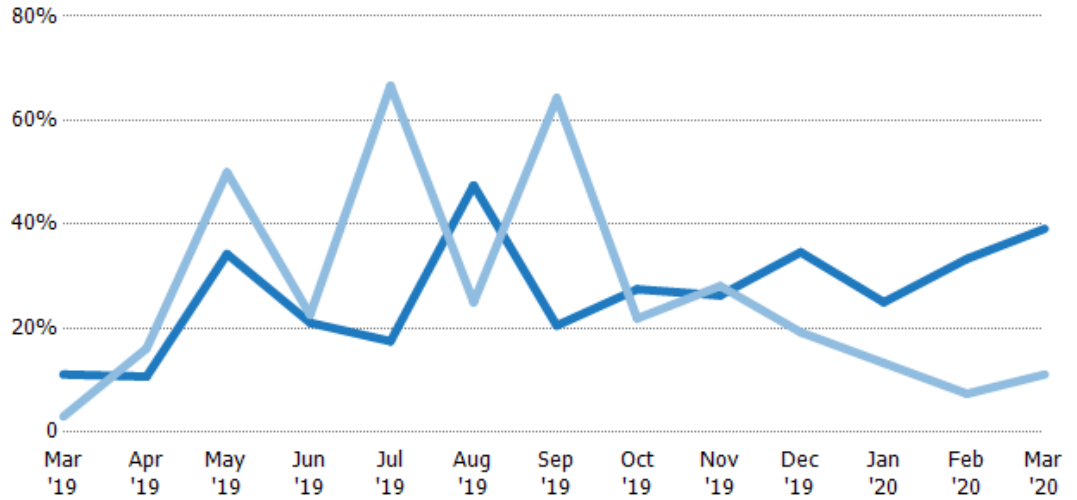
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	9	9.33	2.92	4.75	5.71	2.11	4.88	3.64	3.8	2.89	4	3	2.56
Prior Year	33	6.2	2	4.43	1.5	4	1.56	4.57	3.56	5.2	9.35	13.5	9
Percent Change from Prior Year	-73%	51%	46%	7%	281%	-47%	213%	-20%	7%	-44%	100%	-78%	-72%

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



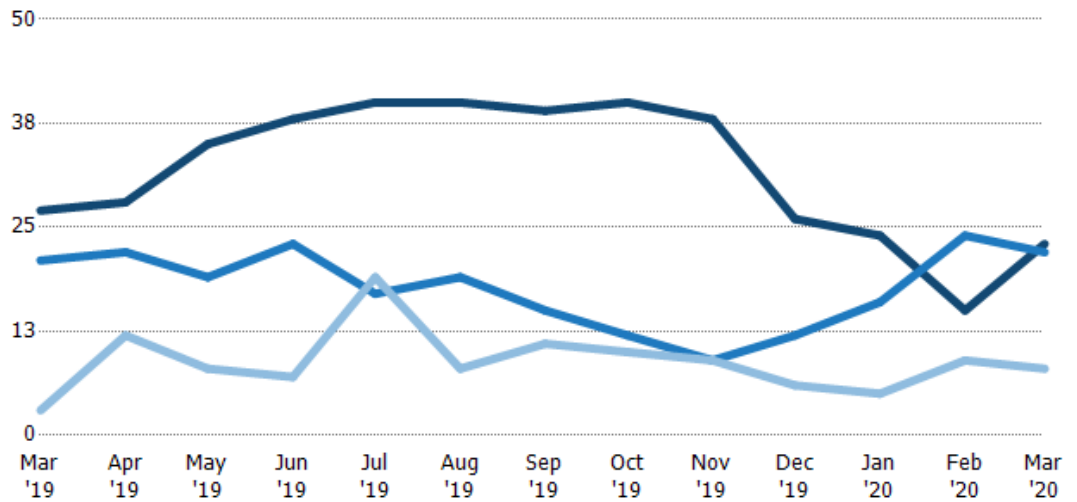
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	11%	11%	34%	21%	18%	48%	21%	28%	26%	35%	25%	33%	39%
Prior Year	3%	16%	50%	23%	67%	25%	64%	22%	28%	19%	13%	7%	11%
Change from Prior Year	-8%	5%	16%	2%	49%	-23%	44%	-6%	2%	-15%	-25%	-26%	-28%

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



	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	27	28	35	38	40	40	39	40	38	26	24	15	23
Pending	21	22	19	23	17	19	15	12	9	12	16	24	22
Sold	3	12	8	7	19	8	11	10	9	6	5	9	8

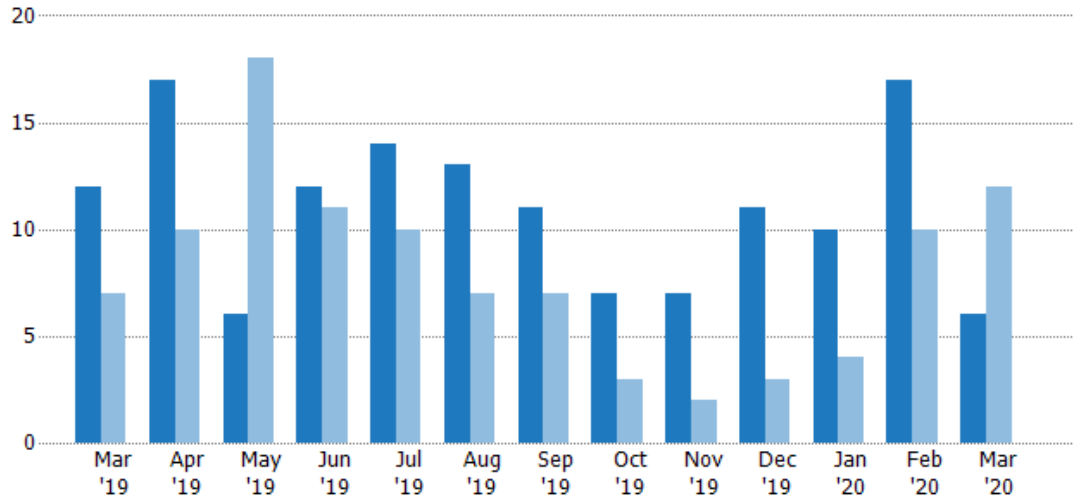
New Pending Sales

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.
Mar '20	6	-50%
Mar '19	12	71.4%
Mar '18	7	42.9%



Current Year	12	17	6	12	14	13	11	7	7	11	10	17	6
Prior Year	7	10	18	11	10	7	7	3	2	3	4	10	12
Percent Change from Prior Year	71%	70%	-67%	9%	40%	86%	57%	133%	250%	267%	150%	70%	-50%

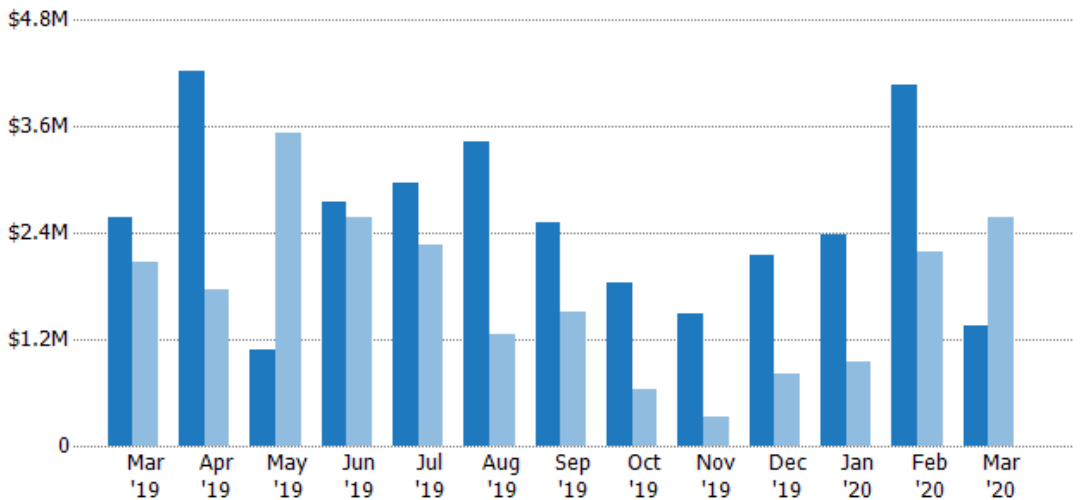
New Pending Sales Volume

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.
Mar '20	\$1.35M	-47.4%
Mar '19	\$2.57M	23.6%
Mar '18	\$2.08M	13.7%



Current Year	\$2.57M	\$4.23M	\$1.09M	\$2.75M	\$2.97M	\$3.42M	\$2.51M	\$1.83M	\$1.49M	\$2.15M	\$2.39M	\$4.08M	\$1.35M
Prior Year	\$2.08M	\$1.75M	\$3.53M	\$2.57M	\$2.27M	\$1.26M	\$1.51M	\$632K	\$319K	\$814K	\$941K	\$2.18M	\$2.57M
Percent Change from Prior Year	24%	141%	-69%	7%	31%	172%	67%	190%	368%	164%	154%	87%	-47%

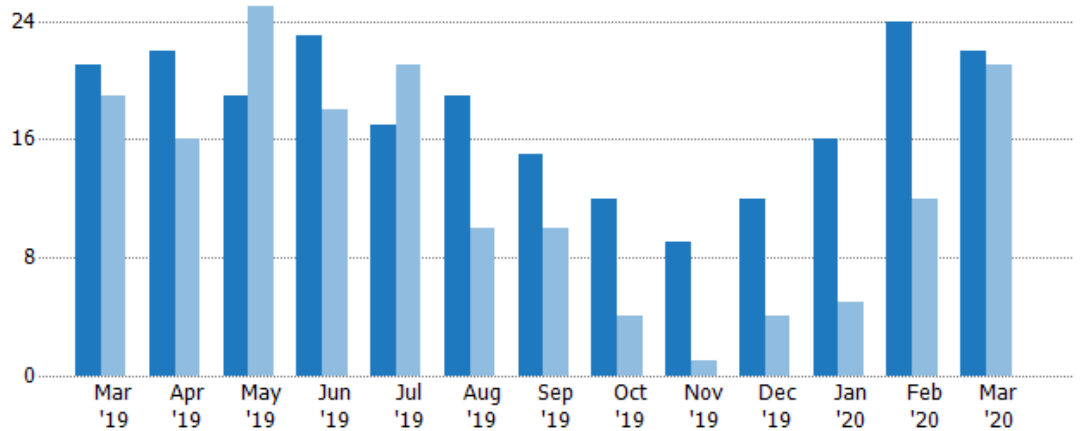
Pending Sales

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.
Mar '20	22	4.8%
Mar '19	21	10.5%
Mar '18	19	10.5%



Current Year	21	22	19	23	17	19	15	12	9	12	16	24	22
Prior Year	19	16	25	18	21	10	10	4	1	4	5	12	21
Percent Change from Prior Year	11%	38%	-24%	28%	-19%	90%	50%	200%	800%	200%	220%	100%	5%

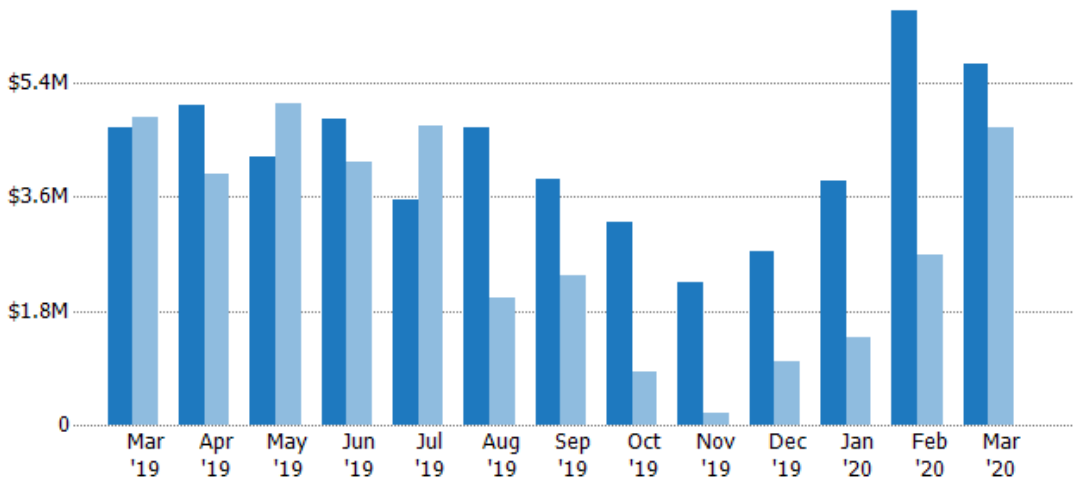
Pending Sales Volume

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.
Mar '20	\$5.68M	21.3%
Mar '19	\$4.69M	-3.2%
Mar '18	\$4.84M	3.7%



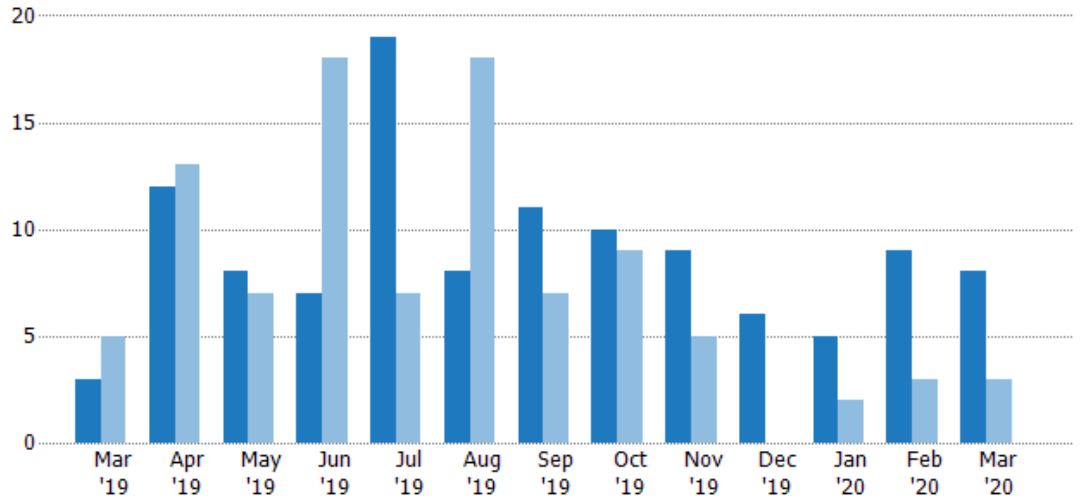
Current Year	\$4.69M	\$5.06M	\$4.24M	\$4.83M	\$3.54M	\$4.71M	\$3.88M	\$3.2M	\$2.26M	\$2.75M	\$3.84M	\$6.55M	\$5.68M
Prior Year	\$4.84M	\$3.96M	\$5.07M	\$4.15M	\$4.73M	\$2.01M	\$2.35M	\$847K	\$180K	\$994K	\$1.37M	\$2.69M	\$4.69M
Percent Change from Prior Year	-3%	28%	-16%	17%	-25%	134%	65%	278%	1,157%	177%	180%	144%	21%

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



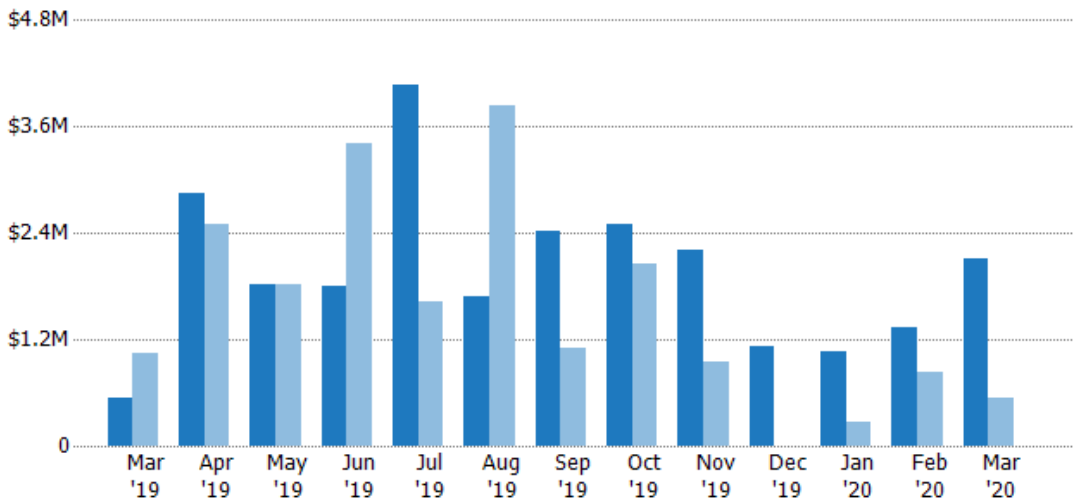
Current Year	3	12	8	7	19	8	11	10	9	6	5	9	8
Prior Year	5	13	7	18	7	18	7	9	5	-	2	3	3
Percent Change from Prior Year	-40%	-8%	14%	-61%	171%	-56%	57%	11%	80%	100%	150%	200%	167%

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



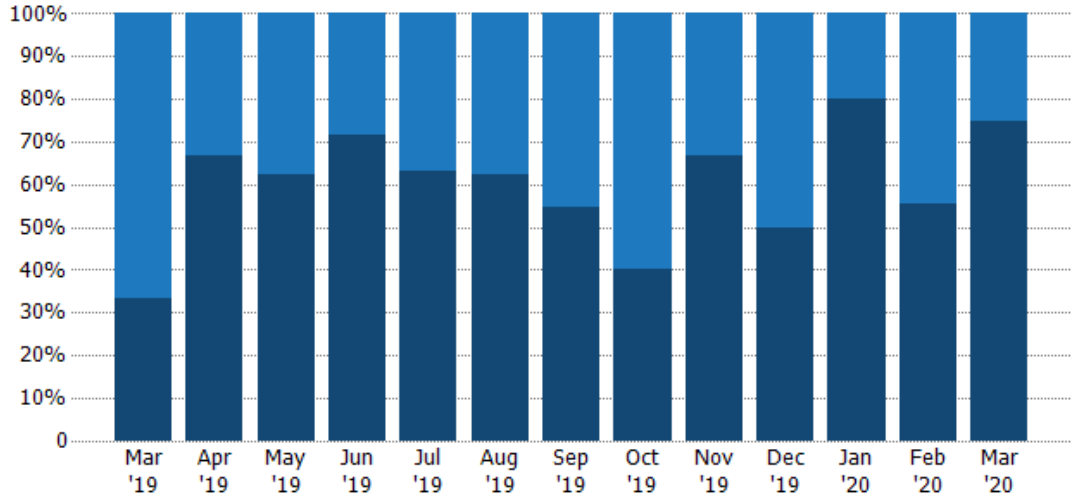
Current Year	\$540K	\$2.84M	\$1.82M	\$1.81M	\$4.06M	\$1.68M	\$2.42M	\$2.5M	\$2.21M	\$1.13M	\$1.07M	\$1.33M	\$2.11M
Prior Year	\$1.05M	\$2.51M	\$1.82M	\$3.42M	\$1.63M	\$3.83M	\$1.11M	\$2.04M	\$951K	-	\$274K	\$824K	\$540K
Percent Change from Prior Year	-49%	13%	0%	-47%	149%	-56%	119%	23%	132%	100%	291%	61%	291%

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



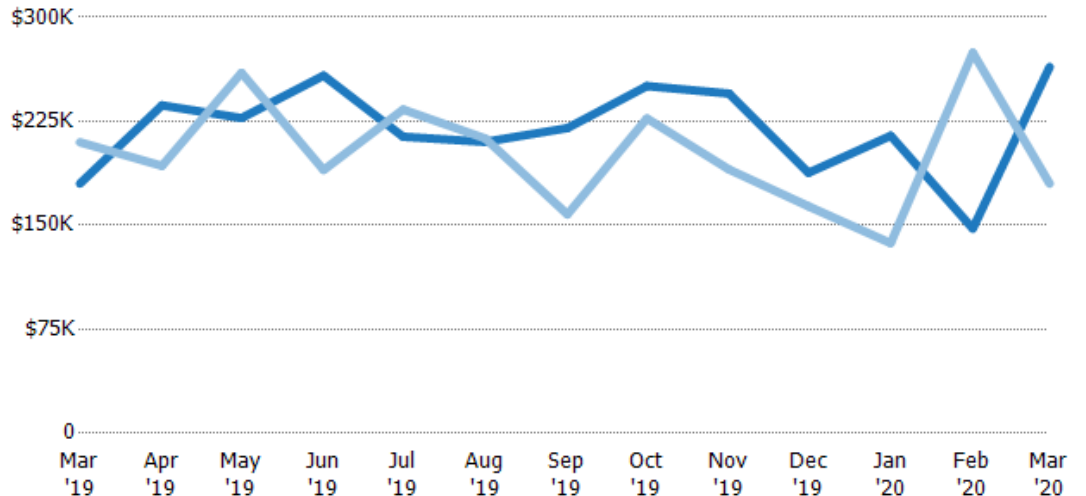
Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Condo/Townhouse	67%	33%	38%	29%	37%	38%	45%	60%	33%	50%	20%	44%	25%
Single Family Residence	33%	67%	63%	71%	63%	63%	55%	40%	67%	50%	80%	56%	75%

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



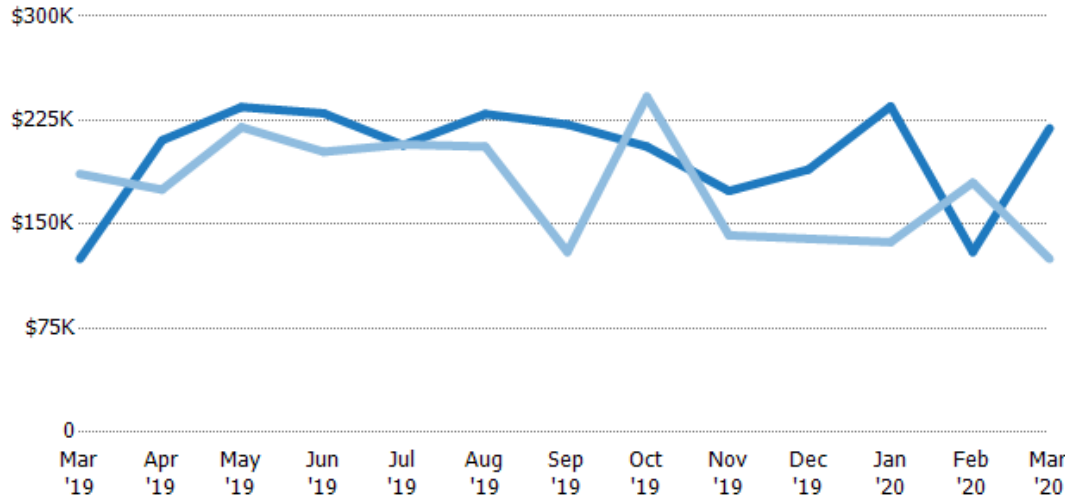
Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$180K	\$236K	\$227K	\$258K	\$214K	\$210K	\$220K	\$250K	\$245K	\$188K	\$215K	\$148K	\$264K
Prior Year	\$210K	\$193K	\$260K	\$190K	\$233K	\$213K	\$158K	\$227K	\$190K	\$164K	\$137K	\$275K	\$180K
Percent Change from Prior Year	-14%	23%	-13%	36%	-8%	-1%	39%	10%	29%	100%	56%	-46%	47%

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



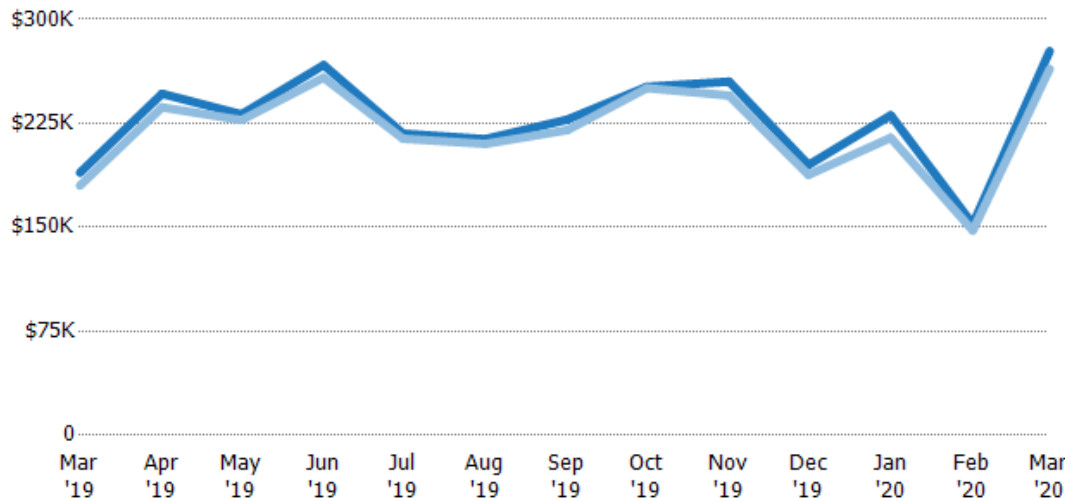
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$125K	\$211K	\$235K	\$230K	\$207K	\$230K	\$222K	\$206K	\$174K	\$190K	\$235K	\$130K	\$219K
Prior Year	\$186K	\$175K	\$220K	\$202K	\$208K	\$206K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$125K
Percent Change from Prior Year	-33%	20%	7%	14%	0%	11%	71%	-15%	23%	100%	71%	-28%	75%

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



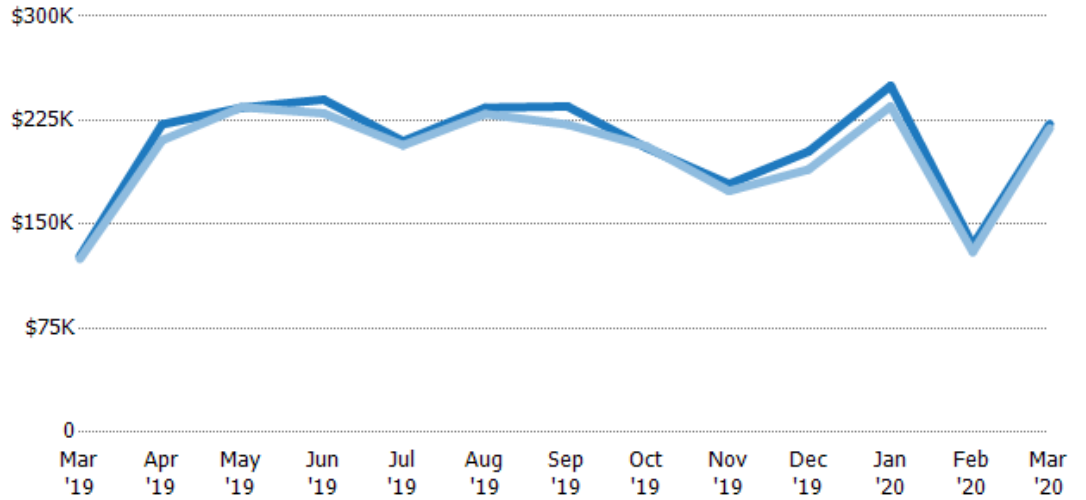
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg List Price	\$189K	\$246K	\$231K	\$267K	\$218K	\$214K	\$228K	\$251K	\$255K	\$195K	\$231K	\$152K	\$277K
Avg Sales Price	\$180K	\$236K	\$227K	\$258K	\$214K	\$210K	\$220K	\$250K	\$245K	\$188K	\$215K	\$148K	\$264K
Avg Sales Price as a % of Avg List Price	95%	96%	98%	97%	98%	98%	97%	100%	96%	96%	93%	97%	95%

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



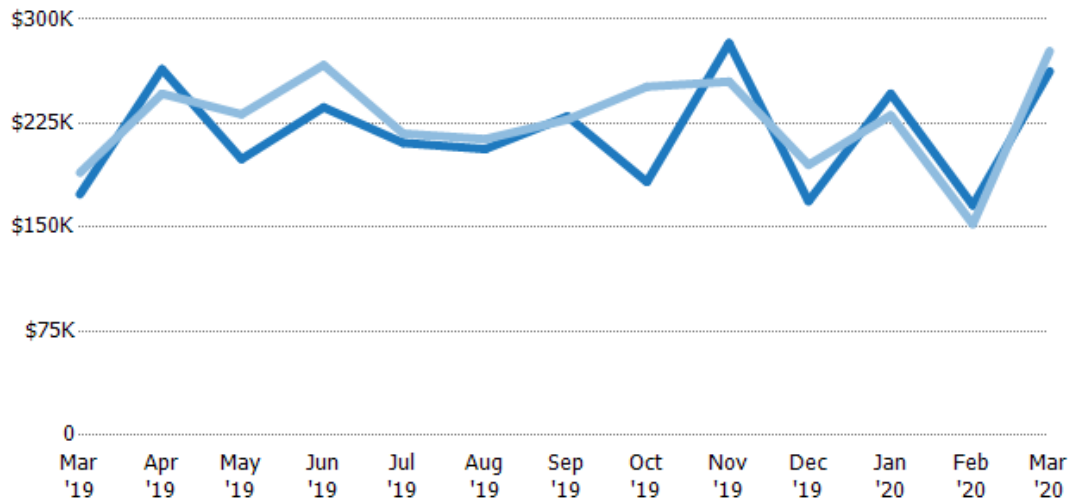
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$127K	\$222K	\$234K	\$240K	\$210K	\$234K	\$235K	\$205K	\$179K	\$202K	\$250K	\$135K	\$222K
Median Sales Price	\$125K	\$211K	\$235K	\$230K	\$207K	\$230K	\$222K	\$206K	\$174K	\$190K	\$235K	\$130K	\$219K
Med Sales Price as a % of Med List Price	98%	95%	100%	96%	99%	98%	94%	100%	97%	94%	94%	96%	99%

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



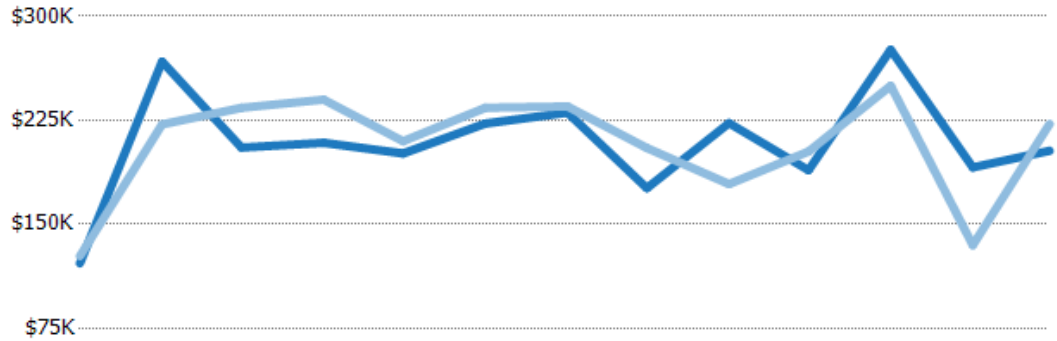
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$174K	\$264K	\$199K	\$236K	\$211K	\$206K	\$230K	\$183K	\$283K	\$169K	\$246K	\$166K	\$263K
Avg Sales Price	\$189K	\$246K	\$231K	\$267K	\$218K	\$214K	\$228K	\$251K	\$255K	\$195K	\$231K	\$152K	\$277K
Avg Sales Price as a % of Avg Est Value	109%	93%	116%	113%	103%	103%	99%	138%	90%	116%	94%	92%	106%

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



	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	\$122K	\$267K	\$205K	\$209K	\$201K	\$223K	\$231K	\$176K	\$223K	\$189K	\$276K	\$191K	\$203K
Median Sales Price	\$127K	\$222K	\$234K	\$240K	\$210K	\$234K	\$235K	\$205K	\$179K	\$202K	\$250K	\$135K	\$222K
Med Sales Price as a % of Med Est Value	104%	83%	114%	115%	104%	105%	102%	116%	80%	107%	91%	71%	110%