

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	25	-64%	71	74	-4.1%
New Listing Volume	\$4,980,775	\$8,365,300	-40.5%	\$38,266,575	\$31,641,894	+20.9%
Active Listing Count	48	61	-21.3%	N/A	N/A	
Active Listing Volume	\$32,373,175	\$32,090,894	+0.9%	N/A	N/A	
Average Listing Price	\$674,441	\$526,080	+28.2%	\$619,965	\$561,226	+10.5%
Median Listing Price	\$384,000	\$339,000	+13.3%	\$347,616	\$343,922	+1.1%
Median Days in RPR	89	75	+18.7%	101.3	95.26	+6.3%
Months of Inventory	4.8	12.2	-60.7%	7.4	6.4	+15%
Absorption Rate	20.83%	8.2%	+12.6%	13.57%	15.6%	-2%
Sales Activity Charts Metrics						
New Pending Sales Count	13	22	-40.9%	63	55	+14.5%
New Pending Sales Volume	\$3,572,690	\$6,811,400	-47.5%	\$20,881,090	\$16,027,100	+30.3%
Pending Sales Count	32	27	+18.5%	N/A	N/A	
Pending Sales Volume	\$10,335,700	\$8,066,100	+28.1%	N/A	N/A	
Closed Sales Count	11	15	-26.7%	37	27	+37%
Closed Sales Volume	\$5,149,900	\$4,167,930	+23.6%	\$11,052,900	\$7,650,700	+44.5%
Average Sales Price	\$468,173	\$277,862	+68.5%	\$298,727	\$283,359	+5.4%
Median Sales Price	\$333,000	\$216,000	+54.2%	\$228,662	\$224,778	+1.7%

New Listings

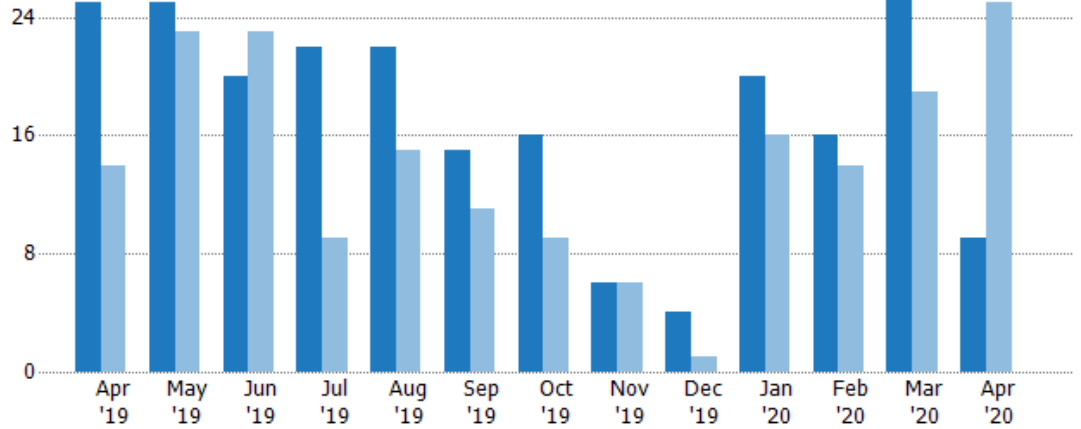
The number of new residential listings that were added each month.

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.
Apr '20	9	-64%
Apr '19	25	78.6%
Apr '18	14	64.3%



Current Year	25	25	20	22	22	15	16	6	4	20	16	26	9
Prior Year	14	23	23	9	15	11	9	6	1	16	14	19	25
Percent Change from Prior Year	79%	9%	-13%	144%	47%	36%	78%	0%	300%	25%	14%	37%	-64%

New Listing Volume

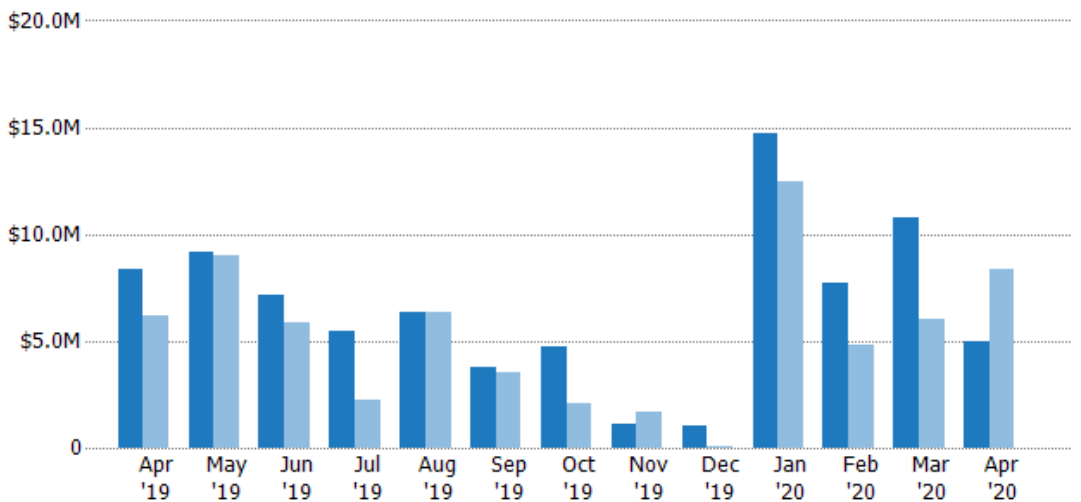
The sum of the listing price of residential listings that were added each month.

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.
Apr '20	\$4.98M	-40.5%
Apr '19	\$8.37M	35.8%
Apr '18	\$6.16M	-7.2%



Current Year	\$8.37M	\$9.14M	\$7.14M	\$5.43M	\$6.39M	\$3.79M	\$4.72M	\$1.11M	\$1.02M	\$14.8M	\$7.72M	\$10.8M	\$4.98M
Prior Year	\$6.16M	\$8.99M	\$5.87M	\$2.27M	\$6.37M	\$3.52M	\$2.06M	\$1.67M	\$56.5K	\$12.5M	\$4.8M	\$6.02M	\$8.37M
Percent Change from Prior Year	36%	2%	22%	139%	0%	8%	129%	-34%	1,702%	18%	61%	80%	-40%

Active Listings

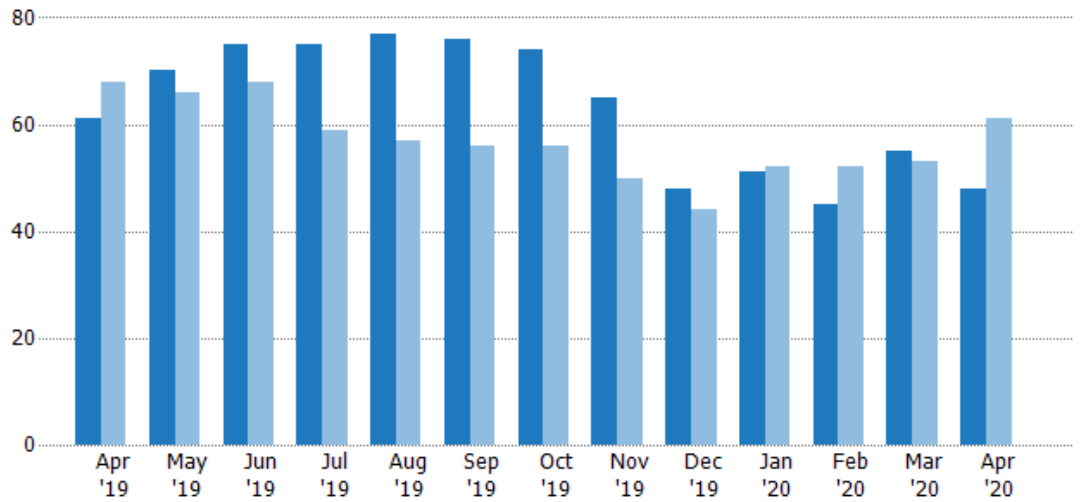
The number of active residential listings at the end of each month.

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.
Apr '20	48	-21.3%
Apr '19	61	-10.3%
Apr '18	68	4.4%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	61	70	75	75	77	76	74	65	48	51	45	55	48
Prior Year	68	66	68	59	57	56	56	50	44	52	52	53	61
Percent Change from Prior Year	-10%	6%	10%	27%	35%	36%	32%	30%	9%	-2%	-13%	4%	-21%

Active Listing Volume

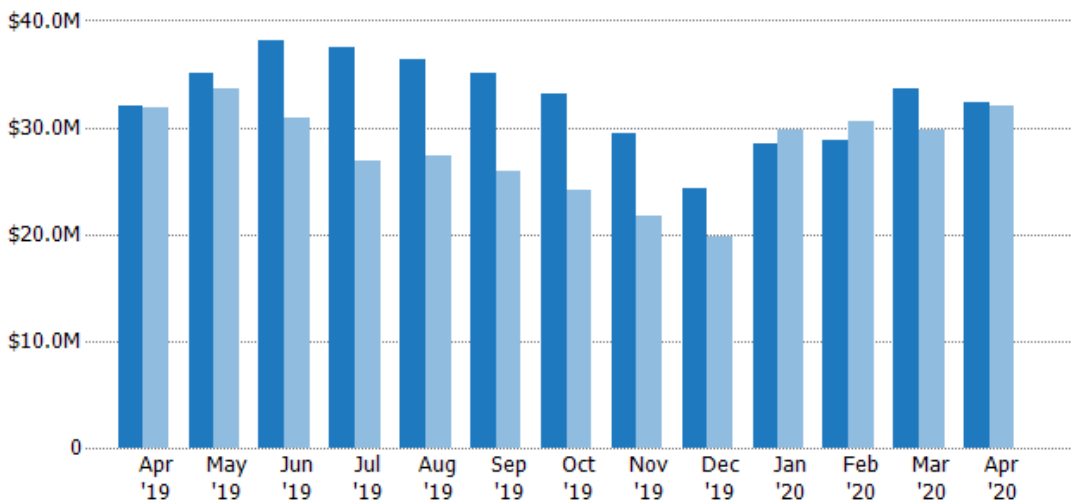
The sum of the listing price of active residential listings at the end of each month.

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.
Apr '20	\$32.4M	0.9%
Apr '19	\$32.1M	0.9%
Apr '18	\$31.8M	-4.5%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$32.1M	\$35.1M	\$38.2M	\$37.5M	\$36.4M	\$35.1M	\$33.1M	\$29.4M	\$24.3M	\$28.5M	\$28.9M	\$33.6M	\$32.4M
Prior Year	\$31.8M	\$33.6M	\$30.8M	\$26.9M	\$27.3M	\$26M	\$24.1M	\$21.7M	\$19.8M	\$29.8M	\$30.6M	\$29.8M	\$32.1M
Percent Change from Prior Year	1%	4%	24%	40%	33%	35%	38%	35%	23%	-4%	-6%	13%	1%

Average Listing Price

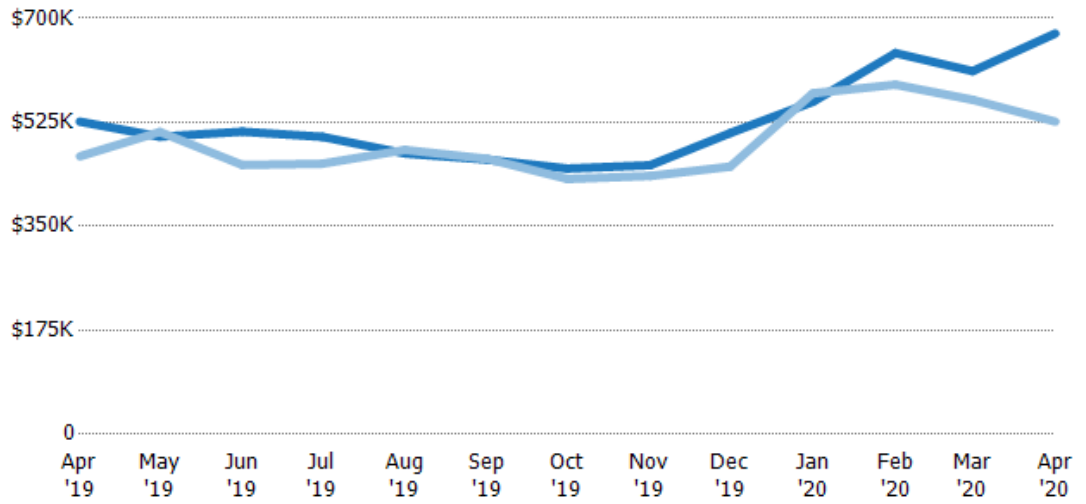
The average listing price of active residential listings at the end of each month.

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.
Apr '20	\$674K	28.2%
Apr '19	\$526K	12.5%
Apr '18	\$468K	-8.6%



Current Year	\$526K	\$501K	\$509K	\$501K	\$472K	\$462K	\$447K	\$453K	\$507K	\$559K	\$641K	\$611K	\$674K
Prior Year	\$468K	\$509K	\$453K	\$455K	\$479K	\$463K	\$430K	\$435K	\$450K	\$574K	\$588K	\$563K	\$526K
Percent Change from Prior Year	12%	-2%	12%	10%	-1%	0%	4%	4%	13%	-3%	9%	9%	28%

Median Listing Price

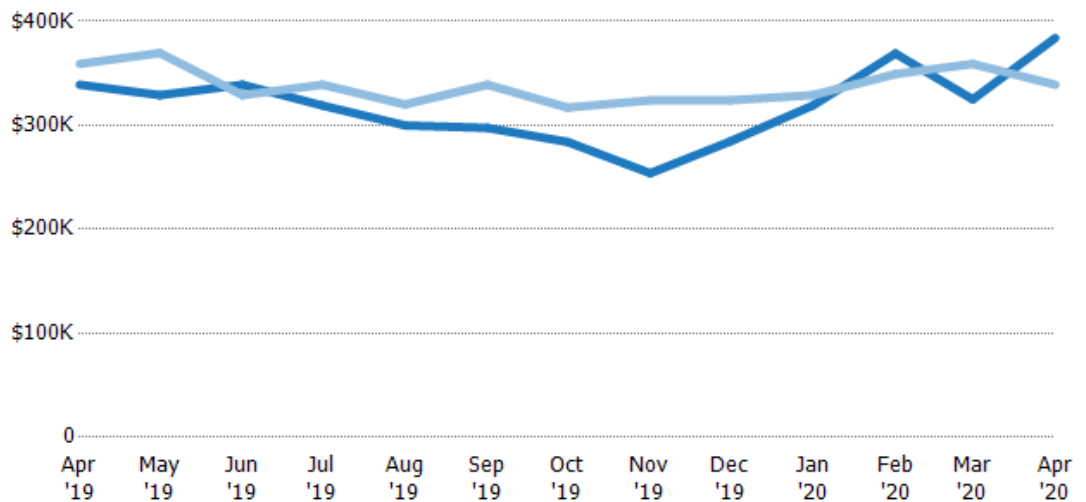
The median listing price of active residential listings at the end of each month.

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.
Apr '20	\$384K	13.3%
Apr '19	\$339K	-5.6%
Apr '18	\$359K	-15%



Current Year	\$339K	\$329K	\$339K	\$319K	\$300K	\$297K	\$284K	\$254K	\$284K	\$319K	\$369K	\$325K	\$384K
Prior Year	\$359K	\$369K	\$329K	\$339K	\$320K	\$339K	\$317K	\$324K	\$324K	\$329K	\$349K	\$359K	\$339K
Percent Change from Prior Year	-6%	-11%	3%	-6%	-6%	-12%	-10%	-22%	-12%	-3%	6%	-9%	13%

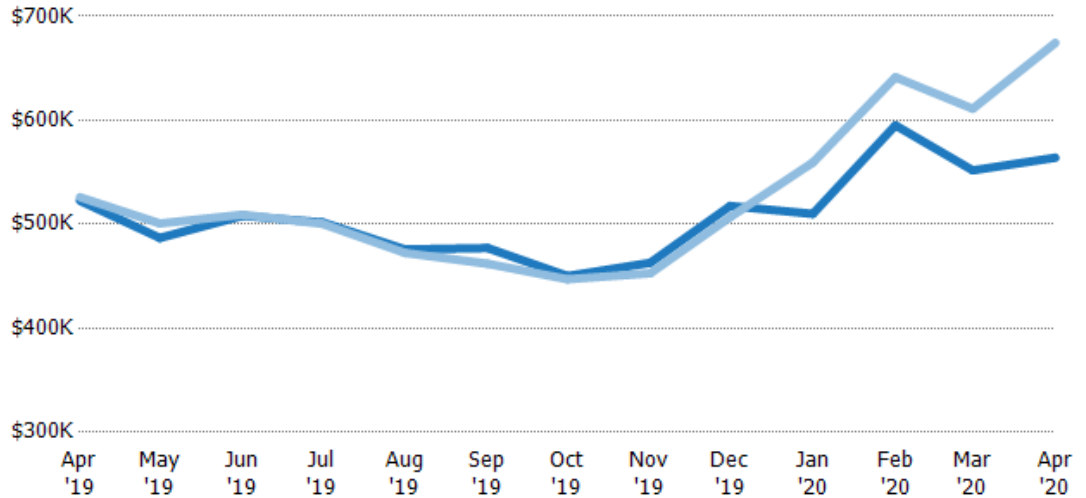
Average Listing Price vs Average Est Value

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



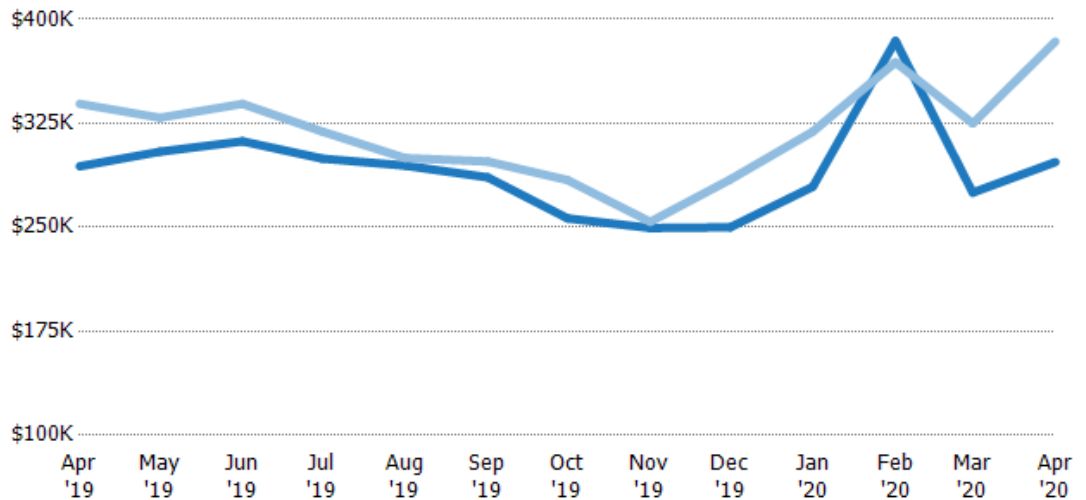
Median Listing Price vs Median Est Value

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



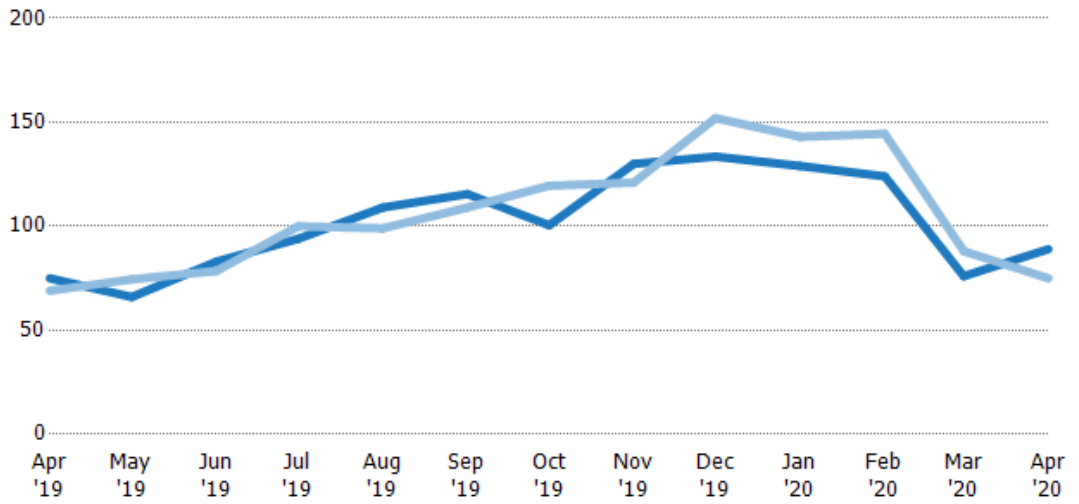
Median Days in RPR

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



Month/Year	Days	% Chg.
Apr '20	89	18.7%
Apr '19	75	8.7%
Apr '18	69	30.4%

	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	75	66	83	94	109	116	101	130	134	129	124	76	89
Prior Year	69	74.5	78.5	100	99	109	120	121	152	143	145	88	75
Percent Change from Prior Year	9%	-11%	6%	-6%	10%	6%	-16%	7%	-12%	-10%	-14%	-14%	19%

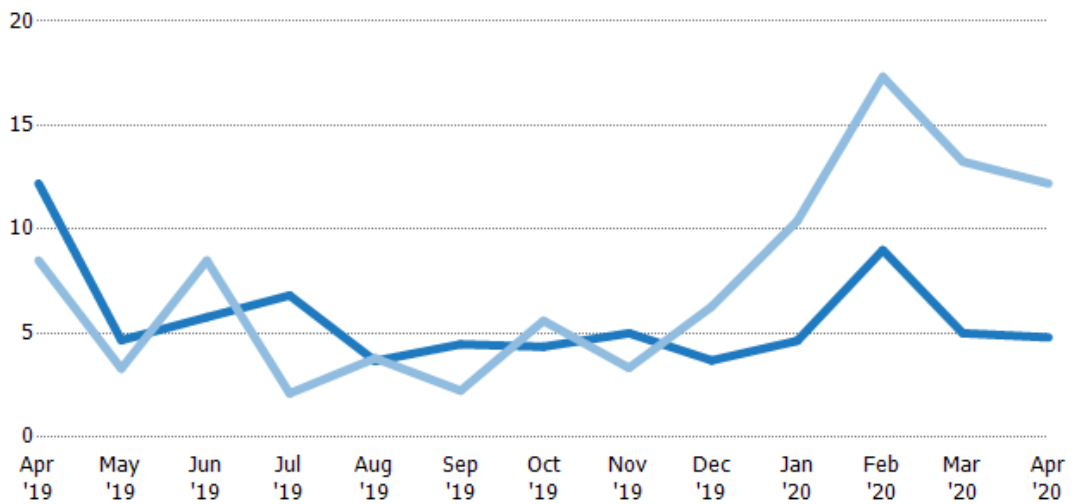
Months of Inventory

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



Month/Year	Months	% Chg.
Apr '20	4.8	-60.7%
Apr '19	12.2	43.5%
Apr '18	8.5	4.4%

	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	12.2	4.67	5.77	6.82	3.67	4.47	4.35	5	3.69	4.64	9	5	4.8
Prior Year	8.5	3.3	8.5	2.11	3.8	2.24	5.6	3.33	6.29	10.4	17.3	13.3	12.2
Percent Change from Prior Year	44%	41%	-32%	224%	-4%	100%	-22%	50%	-41%	-55%	-48%	-62%	-61%

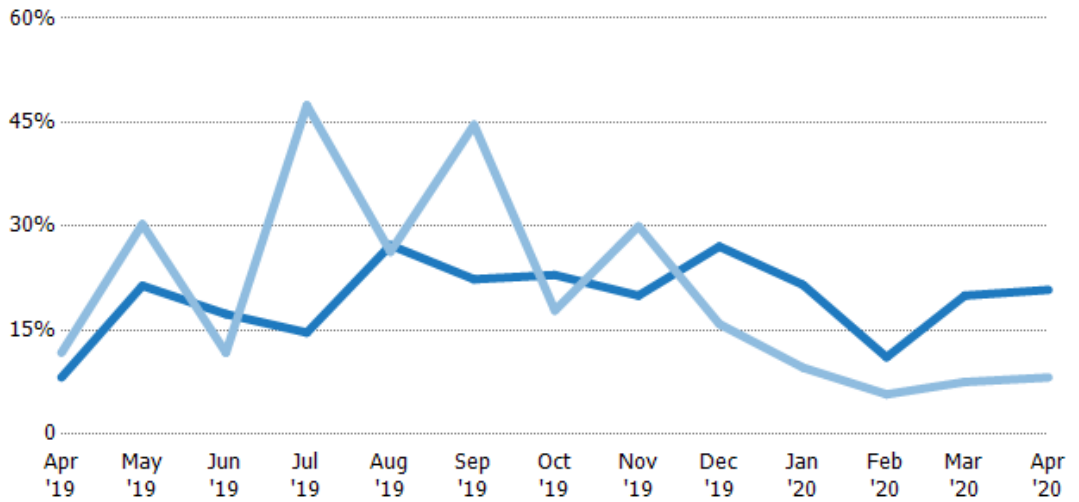
Absorption Rate

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	8%	21%	17%	15%	27%	22%	23%	20%	27%	22%	11%	20%	21%
Prior Year	12%	30%	12%	47%	26%	45%	18%	30%	16%	10%	6%	8%	8%
Change from Prior Year	4%	9%	-6%	33%	-1%	22%	-5%	10%	-11%	-12%	-5%	-12%	-13%

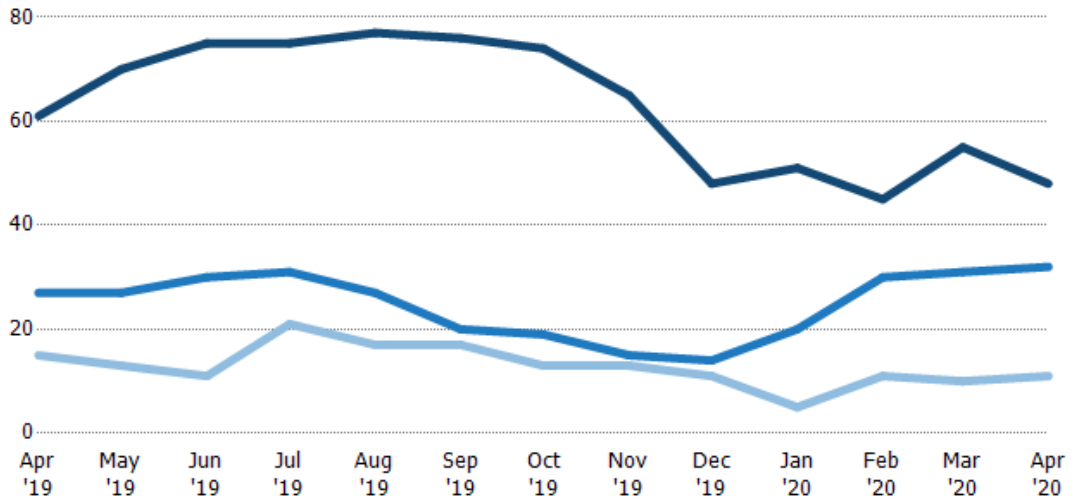
Active/Pending/Sold Units

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	61	70	75	75	77	76	74	65	48	51	45	55	48
Pending	27	27	30	31	27	20	19	15	14	20	30	31	32
Sold	15	13	11	21	17	17	13	13	11	5	11	10	11

New Pending Sales

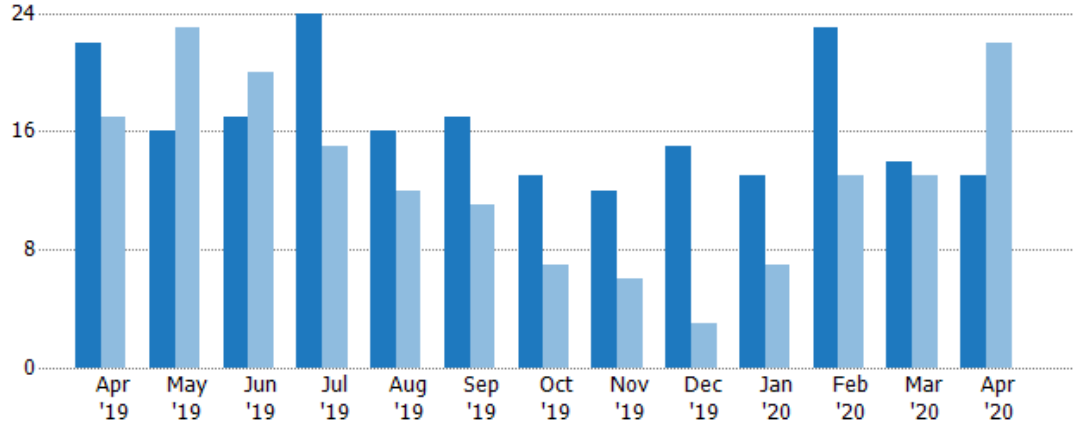
The number of residential properties with accepted offers that were added each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Apr '20	13	-40.9%
Apr '19	22	29.4%
Apr '18	17	35.3%



Current Year	22	16	17	24	16	17	13	12	15	13	23	14	13
Prior Year	17	23	20	15	12	11	7	6	3	7	13	13	22
Percent Change from Prior Year	29%	-30%	-15%	60%	33%	55%	86%	100%	400%	86%	77%	8%	-41%

New Pending Sales Volume

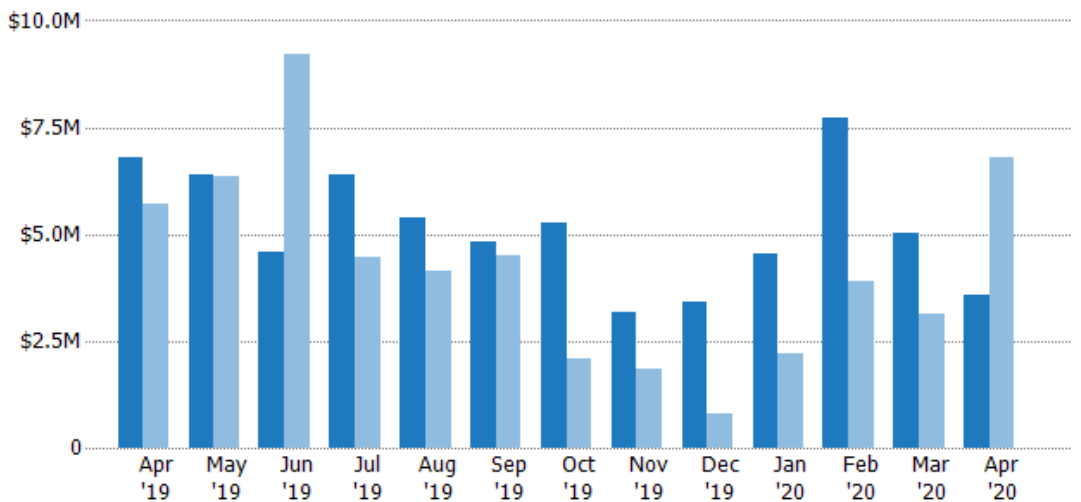
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Apr '20	\$3.57M	-47.5%
Apr '19	\$6.81M	19.1%
Apr '18	\$5.72M	38.8%



Current Year	\$6.81M	\$6.41M	\$4.57M	\$6.39M	\$5.4M	\$4.84M	\$5.28M	\$3.19M	\$3.43M	\$4.55M	\$7.73M	\$5.03M	\$3.57M
Prior Year	\$5.72M	\$6.35M	\$9.2M	\$4.48M	\$4.13M	\$4.49M	\$2.1M	\$1.85M	\$814K	\$2.22M	\$3.88M	\$3.12M	\$6.81M
Percent Change from Prior Year	19%	1%	-50%	43%	31%	8%	151%	73%	321%	105%	99%	61%	-48%

Pending Sales

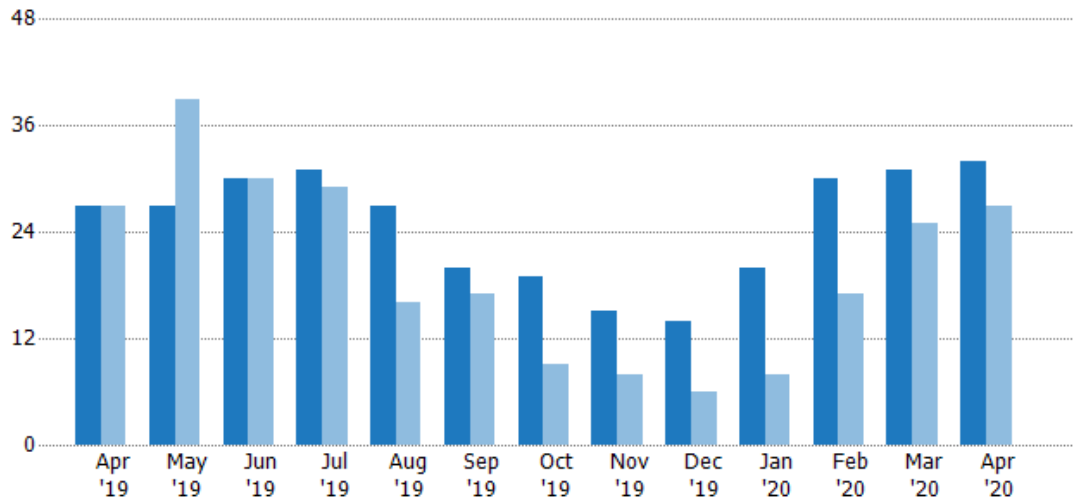
The number of residential properties with accepted offers that were available at the end each month.

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.
Apr '20	32	18.5%
Apr '19	27	0%
Apr '18	27	48.1%



Current Year	27	27	30	31	27	20	19	15	14	20	30	31	32
Prior Year	27	39	30	29	16	17	9	8	6	8	17	25	27
Percent Change from Prior Year	0%	-31%	0%	7%	69%	18%	111%	88%	133%	150%	76%	24%	19%

Pending Sales Volume

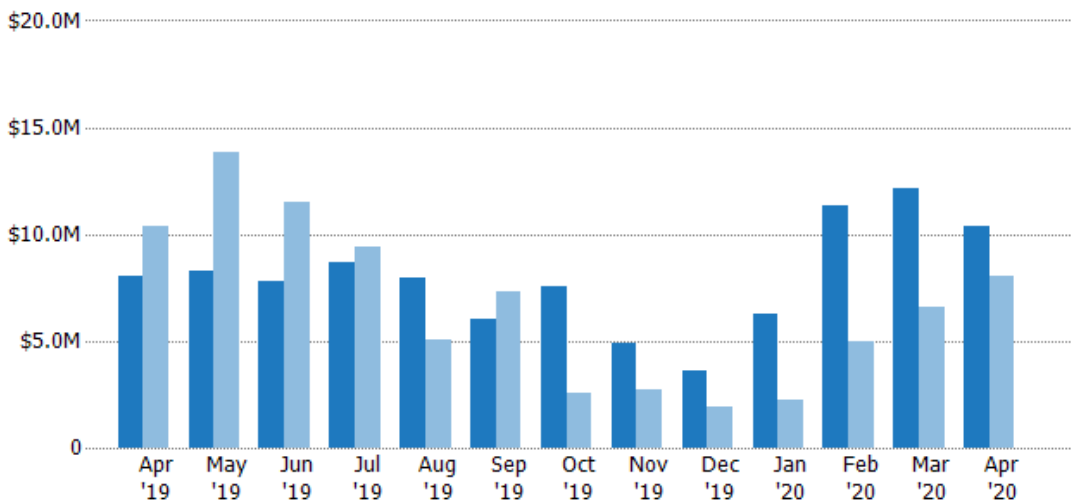
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Apr '20	\$10.3M	28.1%
Apr '19	\$8.07M	-22.3%
Apr '18	\$10.4M	30.6%



Current Year	\$8.07M	\$8.25M	\$7.81M	\$8.68M	\$7.94M	\$6.06M	\$7.57M	\$4.92M	\$3.61M	\$6.31M	\$11.3M	\$12.1M	\$10.3M
Prior Year	\$10.4M	\$13.8M	\$11.5M	\$9.37M	\$5.07M	\$7.31M	\$2.59M	\$2.7M	\$1.92M	\$2.26M	\$4.97M	\$6.59M	\$8.07M
Percent Change from Prior Year	-22%	-40%	-32%	-7%	57%	-17%	192%	82%	88%	179%	128%	84%	28%

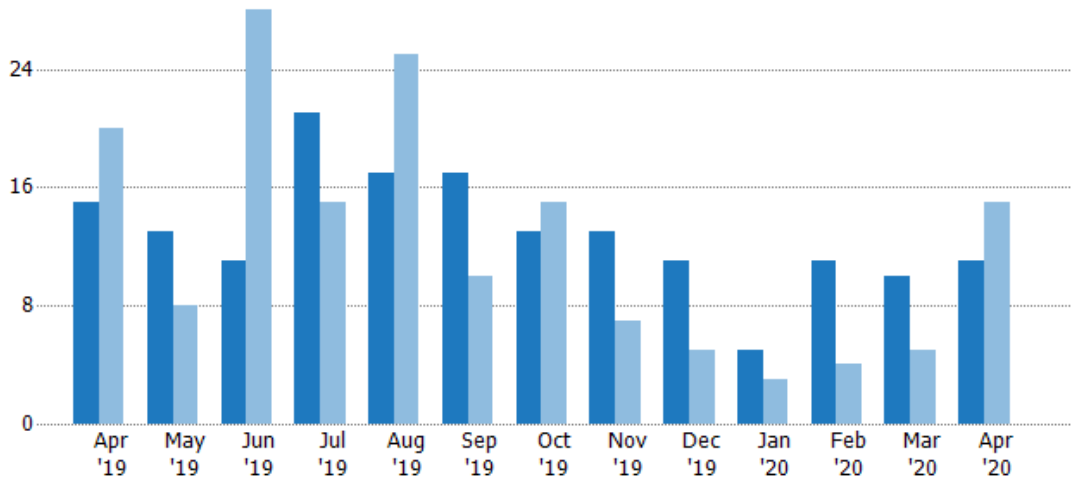
Closed Sales

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.
Apr '20	11	-26.7%
Apr '19	15	-25%
Apr '18	20	-20%

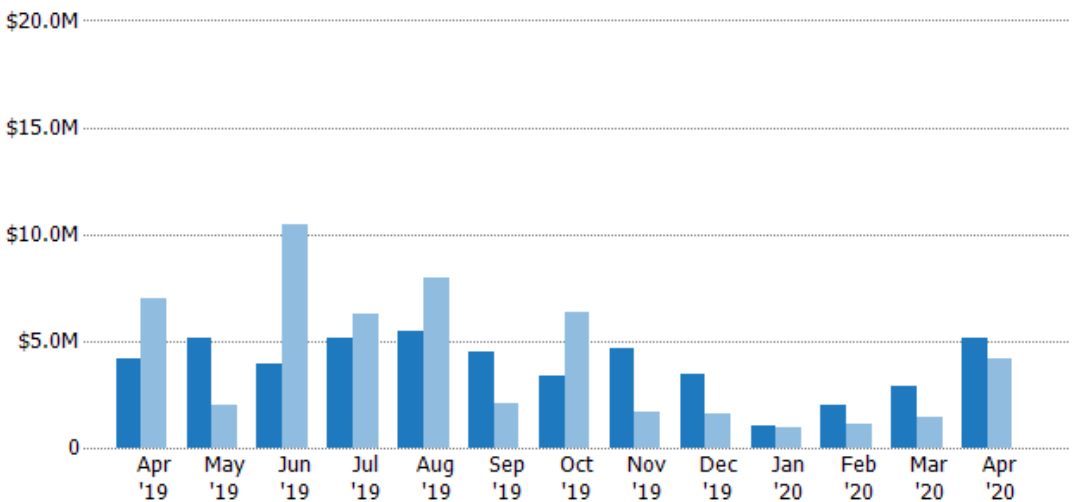
Closed Sales Volume

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.
Apr '20	\$5.15M	23.6%
Apr '19	\$4.17M	-40.4%
Apr '18	\$7M	-35%

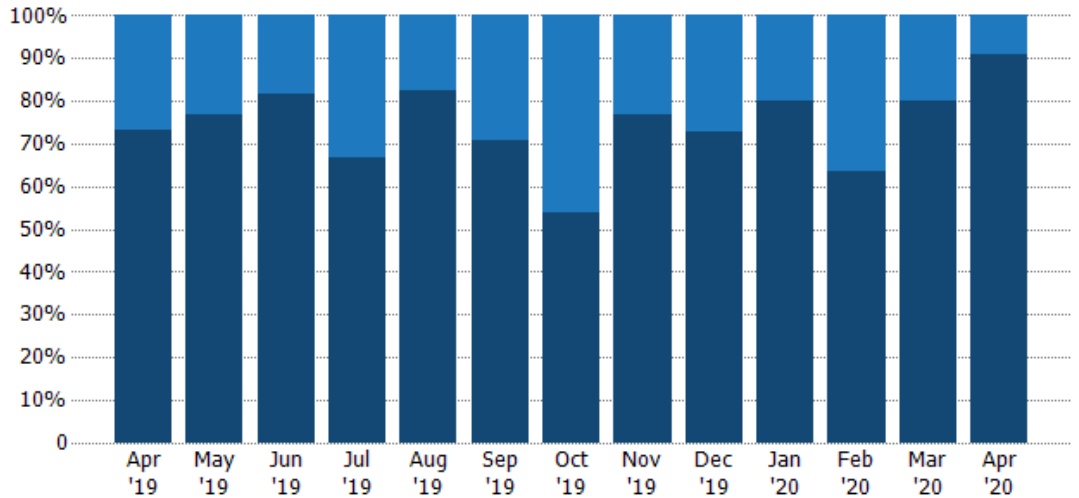
Closed Sales by Property Type

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	27%	23%	18%	33%	18%	29%	46%	23%	27%	20%	36%	20%	9%
Single Family Residence	73%	77%	82%	67%	82%	71%	54%	77%	73%	80%	64%	80%	91%

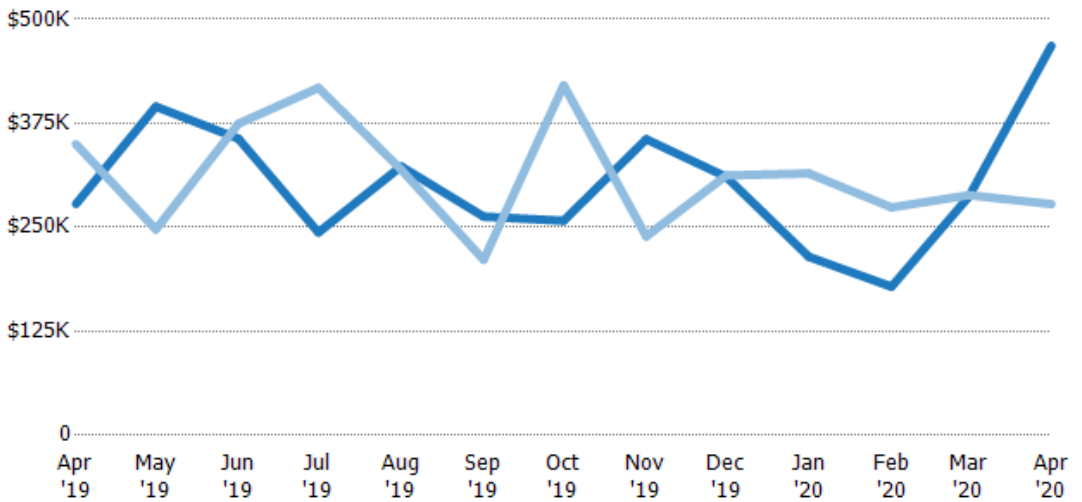
Average Sales Price

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.
Apr '20	\$468K	68.5%
Apr '19	\$278K	-20.6%
Apr '18	\$350K	-18.7%

Current Year	\$278K	\$395K	\$357K	\$244K	\$323K	\$263K	\$258K	\$356K	\$311K	\$215K	\$179K	\$287K	\$468K
Prior Year	\$350K	\$247K	\$375K	\$418K	\$319K	\$211K	\$421K	\$239K	\$312K	\$315K	\$274K	\$289K	\$278K
Percent Change from Prior Year	-21%	60%	-5%	-42%	1%	25%	-39%	49%	-1%	-32%	-35%	-1%	68%

Median Sales Price

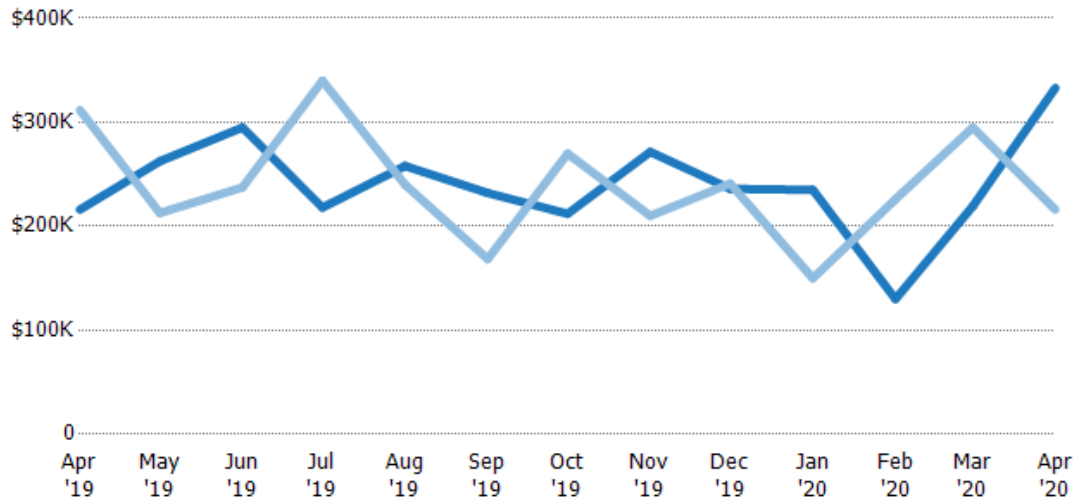
The median sales price of the residential properties sold each month.

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.
Apr '20	\$333K	54.2%
Apr '19	\$216K	-30.7%
Apr '18	\$312K	-19.2%



Current Year	\$216K	\$263K	\$295K	\$218K	\$258K	\$232K	\$212K	\$272K	\$236K	\$235K	\$130K	\$219K	\$333K
Prior Year	\$312K	\$213K	\$237K	\$340K	\$240K	\$169K	\$270K	\$210K	\$241K	\$150K	\$226K	\$295K	\$216K
Percent Change from Prior Year	-31%	23%	24%	-36%	8%	38%	-21%	29%	-2%	57%	-42%	-26%	54%

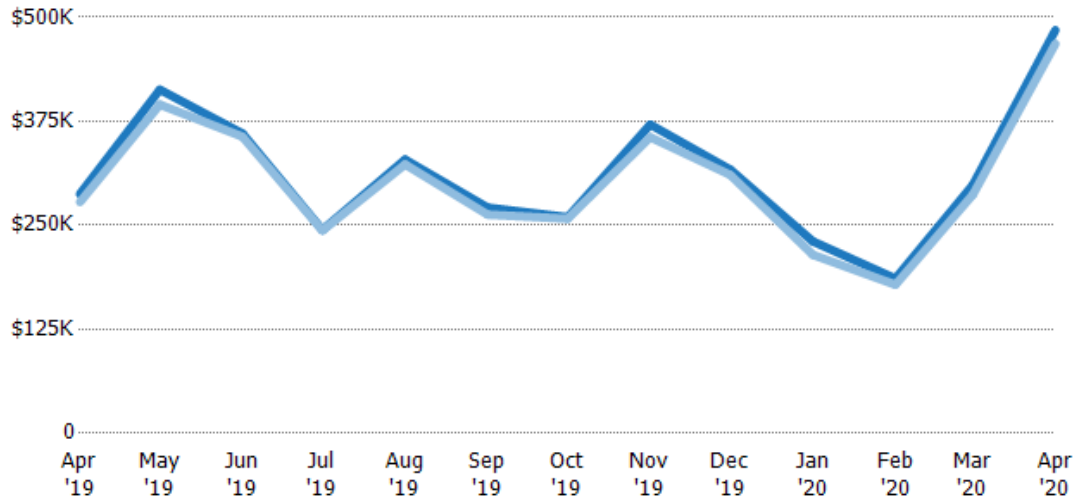
Average Sales Price vs Average Listing Price

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	\$288K	\$413K	\$360K	\$244K	\$329K	\$271K	\$260K	\$371K	\$317K	\$231K	\$186K	\$298K	\$485K
Avg Sales Price	\$278K	\$395K	\$357K	\$244K	\$323K	\$263K	\$258K	\$356K	\$311K	\$215K	\$179K	\$287K	\$468K
Avg Sales Price as a % of Avg List Price	97%	96%	99%	100%	98%	97%	99%	96%	98%	93%	96%	96%	97%

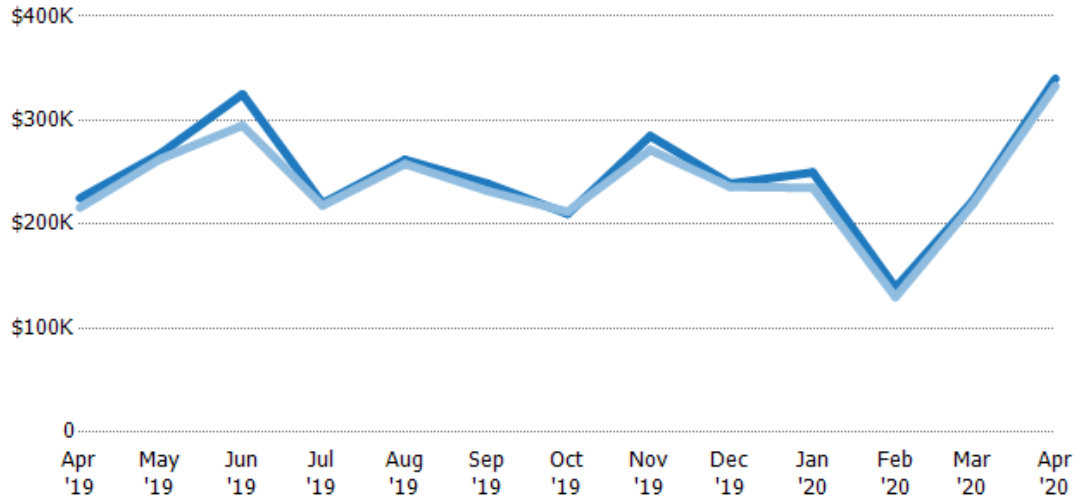
Median Sales Price vs Median Listing Price

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

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$225K	\$268K	\$325K	\$220K	\$262K	\$239K	\$210K	\$285K	\$239K	\$250K	\$139K	\$222K	\$340K
Median Sales Price	\$216K	\$263K	\$295K	\$218K	\$258K	\$232K	\$212K	\$272K	\$236K	\$235K	\$130K	\$219K	\$333K
Med Sales Price as a % of Med List Price	96%	98%	91%	99%	98%	97%	101%	95%	99%	94%	94%	99%	98%

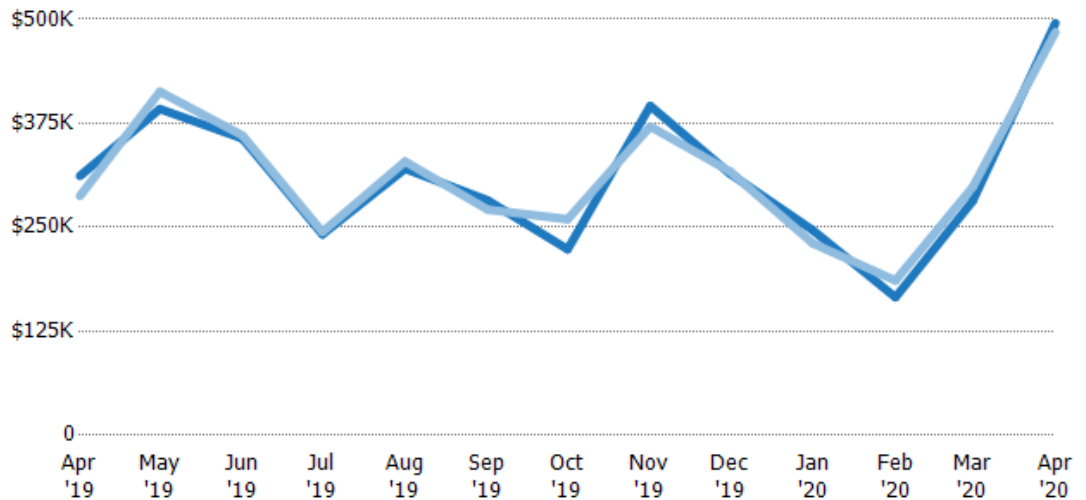
Average Sales Price vs Average Est Value

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$312K	\$392K	\$357K	\$242K	\$320K	\$282K	\$224K	\$396K	\$314K	\$246K	\$166K	\$282K	\$495K
Avg Sales Price	\$288K	\$413K	\$360K	\$244K	\$329K	\$271K	\$260K	\$371K	\$317K	\$231K	\$186K	\$298K	\$485K
Avg Sales Price as a % of Avg Est Value	92%	105%	101%	101%	103%	96%	116%	94%	101%	94%	112%	106%	98%

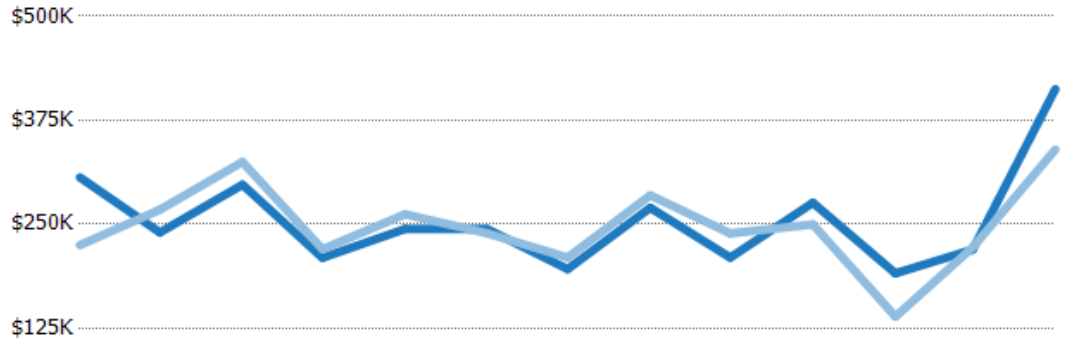
Median Sales Price vs Median Est Value

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$306K	\$240K	\$298K	\$210K	\$244K	\$244K	\$196K	\$270K	\$210K	\$276K	\$191K	\$220K	\$413K
Median Sales Price	\$225K	\$268K	\$325K	\$220K	\$262K	\$239K	\$210K	\$285K	\$239K	\$250K	\$139K	\$222K	\$340K
Med Sales Price as a % of Med Est Value	73%	111%	109%	105%	107%	98%	107%	106%	114%	91%	73%	101%	82%