

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	3	13	-76.9%	37	45	-17.8%
New Listing Volume	\$813,500	\$3,274,300	-75.2%	\$8,369,400	\$11,356,300	-26.3%
Active Listing Count	22	28	-21.4%	N/A	N/A	
Active Listing Volume	\$7,400,400	\$8,073,400	-8.3%	N/A	N/A	
Average Listing Price	\$336,382	\$288,336	+16.7%	\$332,925	\$283,061	+17.6%
Median Listing Price	\$284,450	\$249,900	+13.8%	\$262,107	\$252,828	+3.7%
Median Days in RPR	74.5	76.5	-2.6%	97.22	88.7	+9.6%
Months of Inventory	2.4	9.3	-73.8%	4.6	5.3	-14.7%
Absorption Rate	40.91%	10.71%	+30.2%	21.98%	18.75%	+3.2%
Sales Activity Charts Metrics						
New Pending Sales Count	9	17	-47.1%	42	43	-2.3%
New Pending Sales Volume	\$2,057,900	\$4,229,400	-51.3%	\$9,874,400	\$9,920,200	-0.5%
Pending Sales Count	20	22	-9.1%	N/A	N/A	
Pending Sales Volume	\$4,717,900	\$5,058,100	-6.7%	N/A	N/A	
Closed Sales Count	6	12	-50%	29	20	+45%
Closed Sales Volume	\$1,787,900	\$2,837,930	-37%	\$6,501,900	\$4,475,700	+45.3%
Average Sales Price	\$297,983	\$236,494	+26%	\$224,203	\$223,785	+0.2%
Median Sales Price	\$229,950	\$210,500	+9.2%	\$193,766	\$185,763	+4.3%

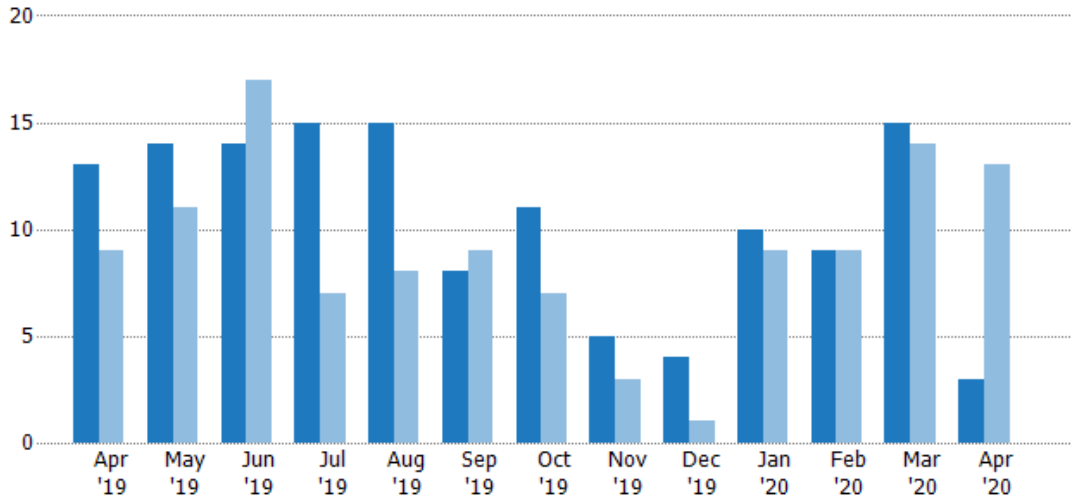
New Listings

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.
Apr '20	3	-76.9%
Apr '19	13	44.4%
Apr '18	9	88.9%



Current Year	13	14	14	15	15	8	11	5	4	10	9	15	3
Prior Year	9	11	17	7	8	9	7	3	1	9	9	14	13
Percent Change from Prior Year	44%	27%	-18%	114%	88%	-11%	57%	67%	300%	11%	0%	7%	-77%

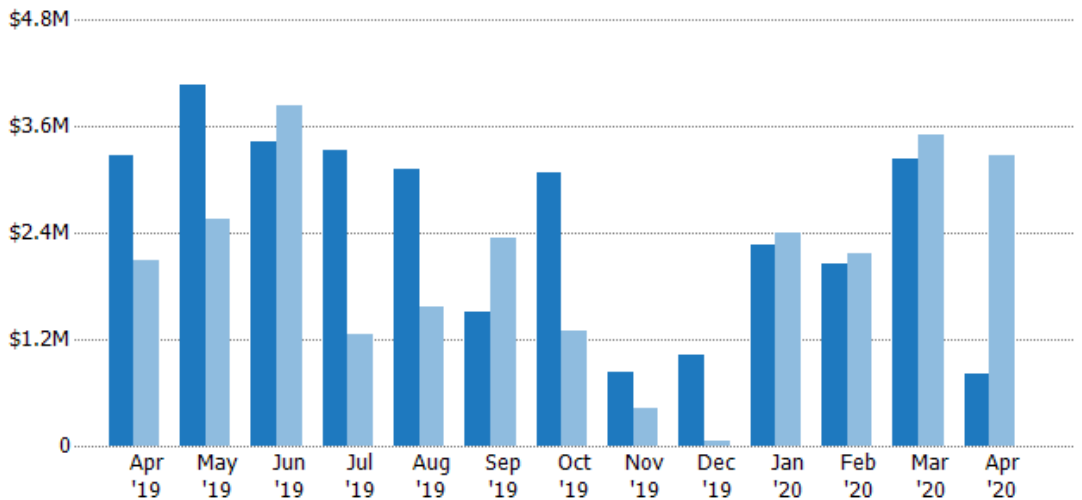
New Listing Volume

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.
Apr '20	\$814K	-75.2%
Apr '19	\$3.27M	56.3%
Apr '18	\$2.09M	72.3%



Current Year	\$3.27M	\$4.07M	\$3.42M	\$3.32M	\$3.11M	\$1.5M	\$3.09M	\$824K	\$1.02M	\$2.27M	\$2.05M	\$3.23M	\$814K
Prior Year	\$2.09M	\$2.55M	\$3.84M	\$1.26M	\$1.58M	\$2.34M	\$1.3M	\$428K	\$56.5K	\$2.41M	\$2.17M	\$3.51M	\$3.27M
Percent Change from Prior Year	56%	60%	-11%	164%	97%	-36%	137%	93%	1,702%	-6%	-5%	-8%	-75%

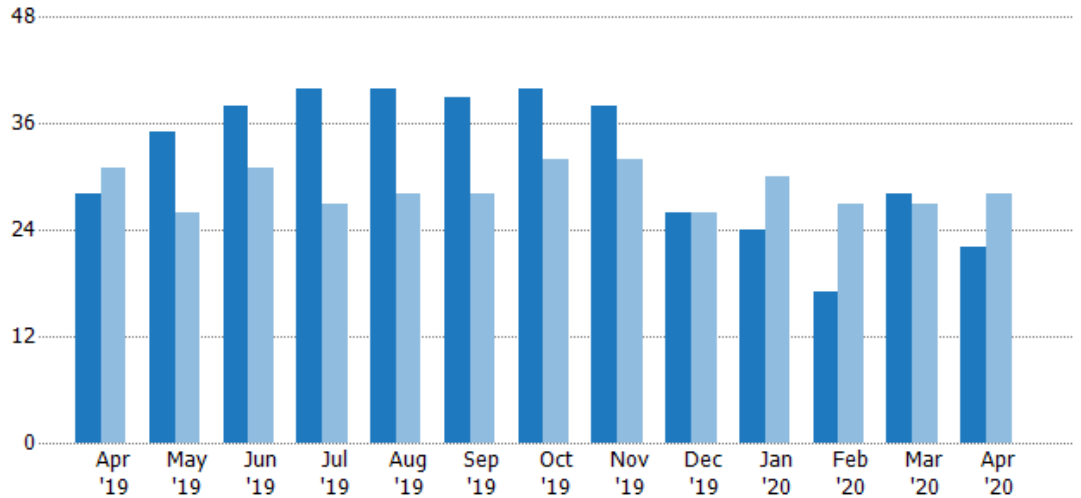
Active Listings

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.
Apr '20	22	-21.4%
Apr '19	28	-9.7%
Apr '18	31	12.9%



	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	28	35	38	40	40	39	40	38	26	24	17	28	22
Prior Year	31	26	31	27	28	28	32	32	26	30	27	27	28
Percent Change from Prior Year	-10%	35%	23%	48%	43%	39%	25%	19%	0%	-20%	-37%	4%	-21%

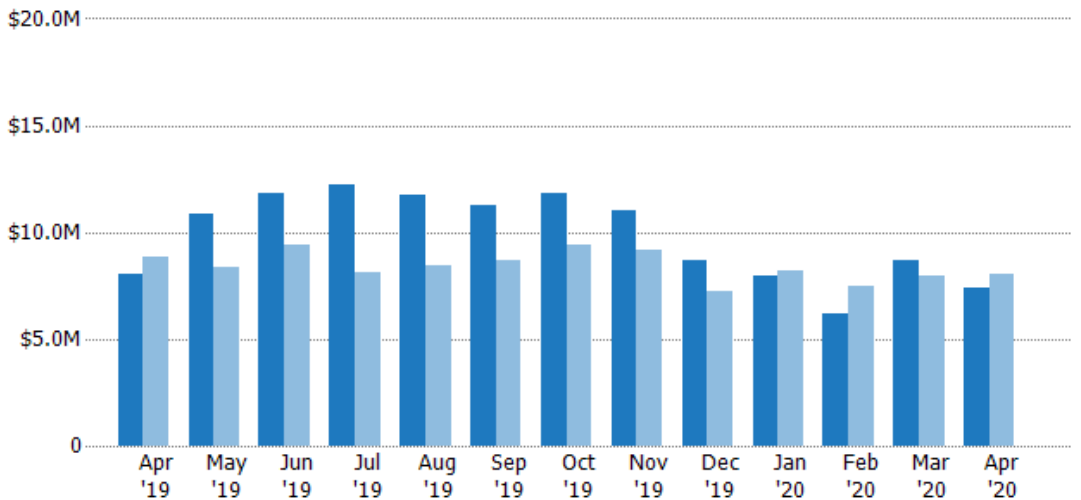
Active Listing Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Apr '20	\$7.4M	-8.3%
Apr '19	\$8.07M	-8.4%
Apr '18	\$8.81M	15.7%



	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	\$8.07M	\$10.9M	\$11.8M	\$12.3M	\$11.8M	\$11.2M	\$11.8M	\$11M	\$8.7M	\$7.97M	\$6.21M	\$8.72M	\$7.4M
Prior Year	\$8.81M	\$8.34M	\$9.39M	\$8.14M	\$8.46M	\$8.71M	\$9.38M	\$9.15M	\$7.23M	\$8.17M	\$7.51M	\$7.95M	\$8.07M
Percent Change from Prior Year	-8%	30%	26%	51%	39%	29%	26%	21%	20%	-2%	-17%	10%	-8%

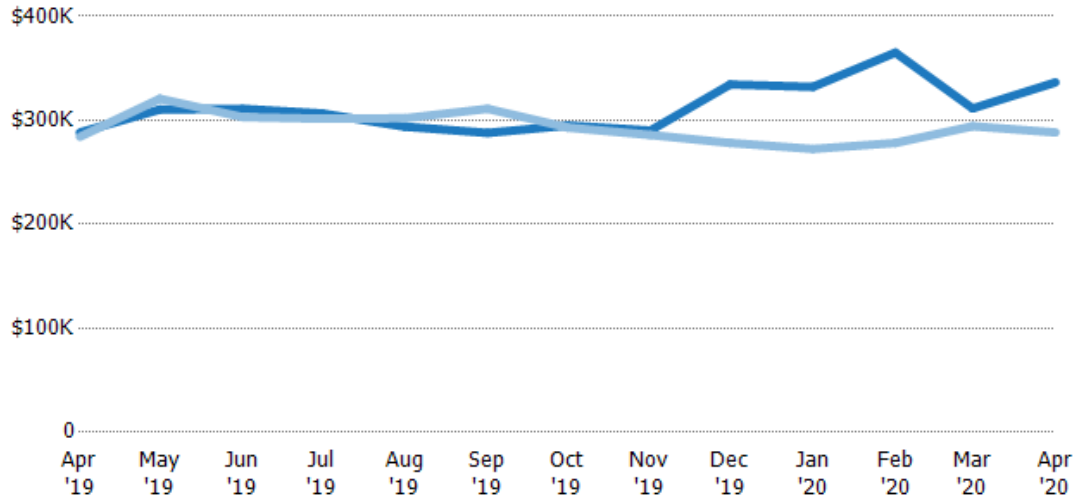
Average Listing Price

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.
Apr '20	\$336K	16.7%
Apr '19	\$288K	1.5%
Apr '18	\$284K	2.5%



Current Year	\$288K	\$310K	\$311K	\$307K	\$294K	\$288K	\$295K	\$290K	\$334K	\$332K	\$365K	\$311K	\$336K
Prior Year	\$284K	\$321K	\$303K	\$301K	\$302K	\$311K	\$293K	\$286K	\$278K	\$272K	\$278K	\$294K	\$288K
Percent Change from Prior Year	1%	-3%	3%	2%	-3%	-7%	1%	1%	20%	22%	31%	6%	17%

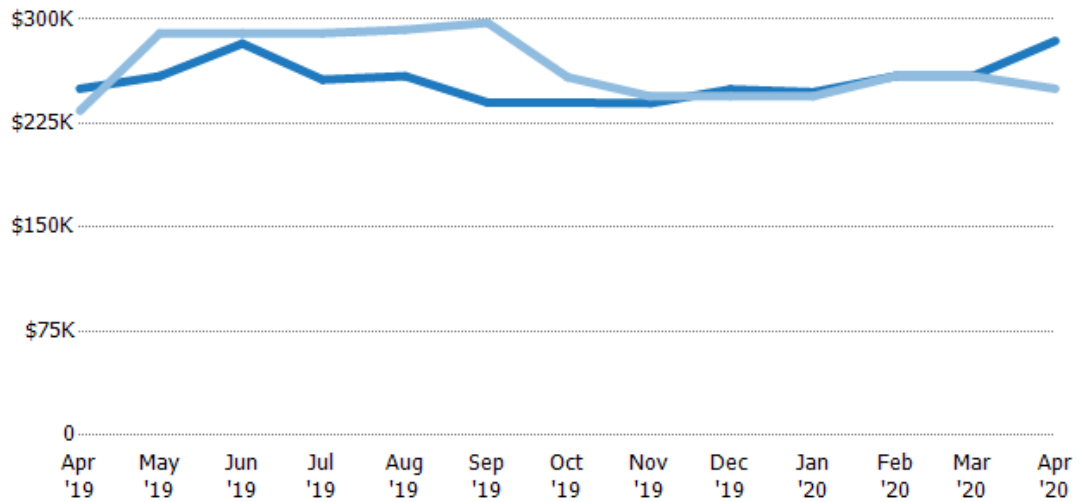
Median Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Apr '20	\$284K	13.8%
Apr '19	\$250K	6.8%
Apr '18	\$234K	1.5%



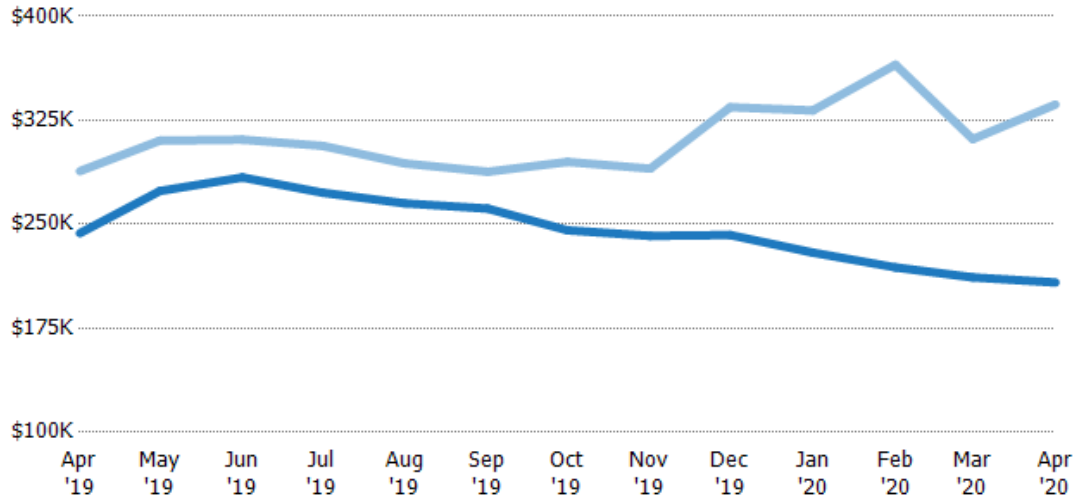
Current Year	\$250K	\$259K	\$282K	\$256K	\$259K	\$240K	\$240K	\$239K	\$249K	\$247K	\$259K	\$259K	\$284K
Prior Year	\$234K	\$290K	\$290K	\$290K	\$292K	\$297K	\$258K	\$244K	\$244K	\$244K	\$259K	\$259K	\$250K
Percent Change from Prior Year	7%	-11%	-3%	-12%	-11%	-19%	-7%	-2%	2%	1%	0%	0%	14%

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

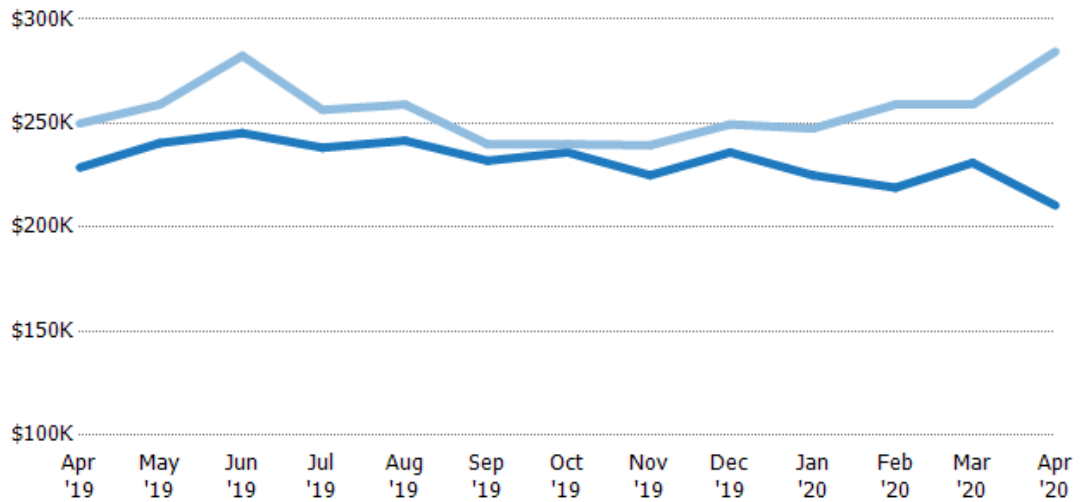


Median Listing Price vs Median Est Value

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

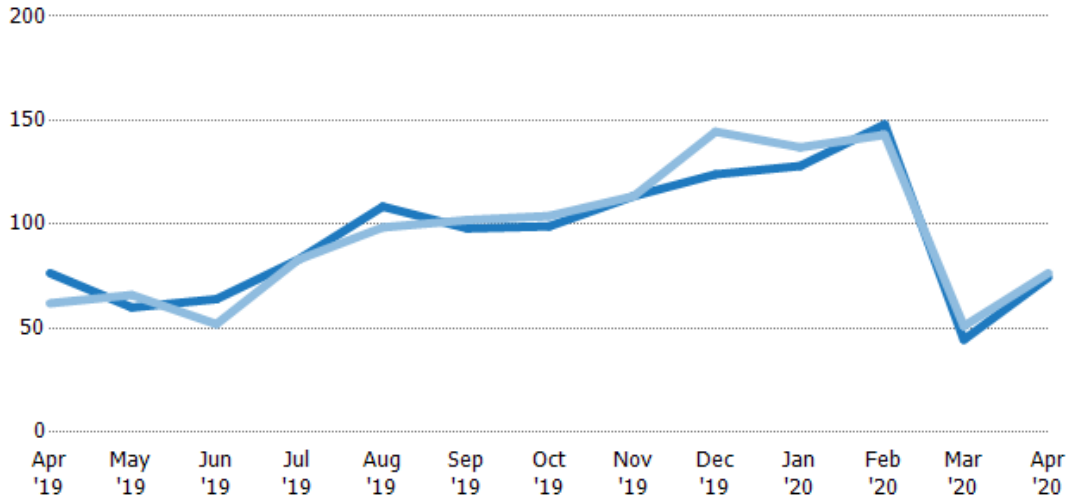


Median Days in RPR

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.
Apr '20	74.5	-2.6%
Apr '19	76.5	23.4%
Apr '18	62	45.2%

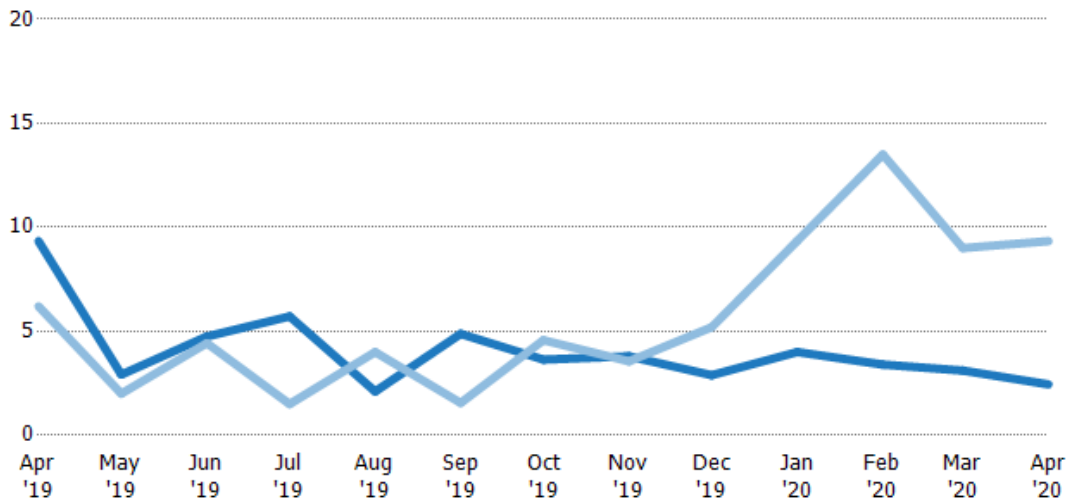
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	76.5	60	64	83	109	98	99	114	124	128	148	44.5	74.5
Prior Year	62	66	52	83	98.5	102	104	114	145	137	143	51	76.5
Percent Change from Prior Year	23%	-9%	23%	0%	10%	-4%	-5%	0%	-14%	-7%	3%	-13%	-3%

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



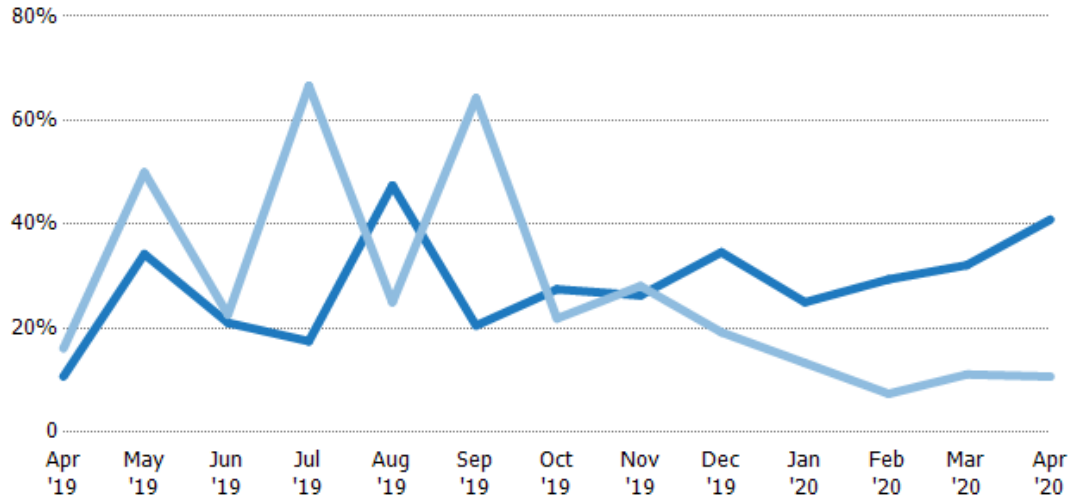
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	9.33	2.92	4.75	5.71	2.11	4.88	3.64	3.8	2.89	4	3.4	3.11	2.44
Prior Year	6.2	2	4.43	1.5	4	1.56	4.57	3.56	5.2	9.35	13.5	9	9.33
Percent Change from Prior Year	51%	46%	7%	281%	-47%	213%	-20%	7%	-44%	100%	-75%	-65%	-74%

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



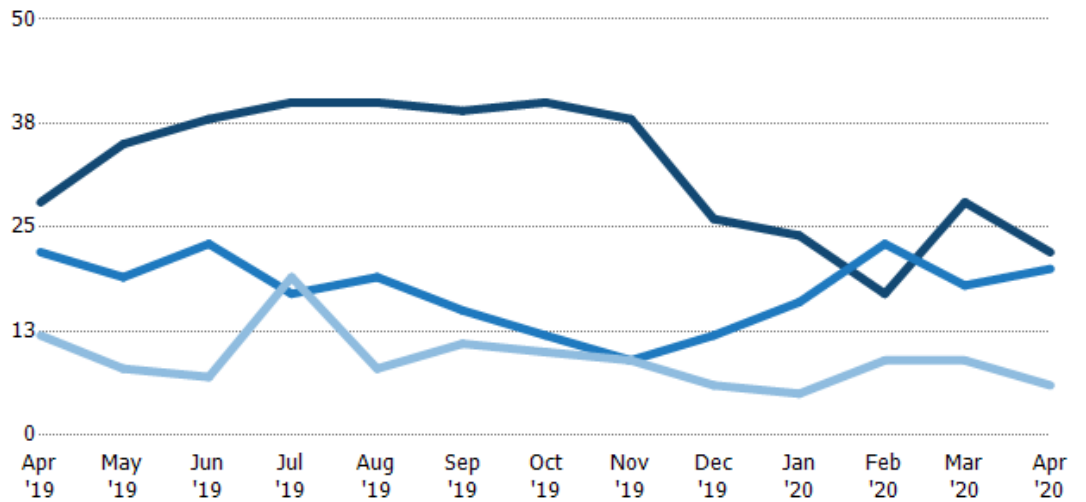
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	11%	34%	21%	18%	48%	21%	28%	26%	35%	25%	29%	32%	41%
Prior Year	16%	50%	23%	67%	25%	64%	22%	28%	19%	13%	7%	11%	11%
Change from Prior Year	5%	16%	2%	49%	-23%	44%	-6%	2%	-15%	-25%	-22%	-21%	-30%

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



	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	28	35	38	40	40	39	40	38	26	24	17	28	22
Pending	22	19	23	17	19	15	12	9	12	16	23	18	20
Sold	12	8	7	19	8	11	10	9	6	5	9	9	6

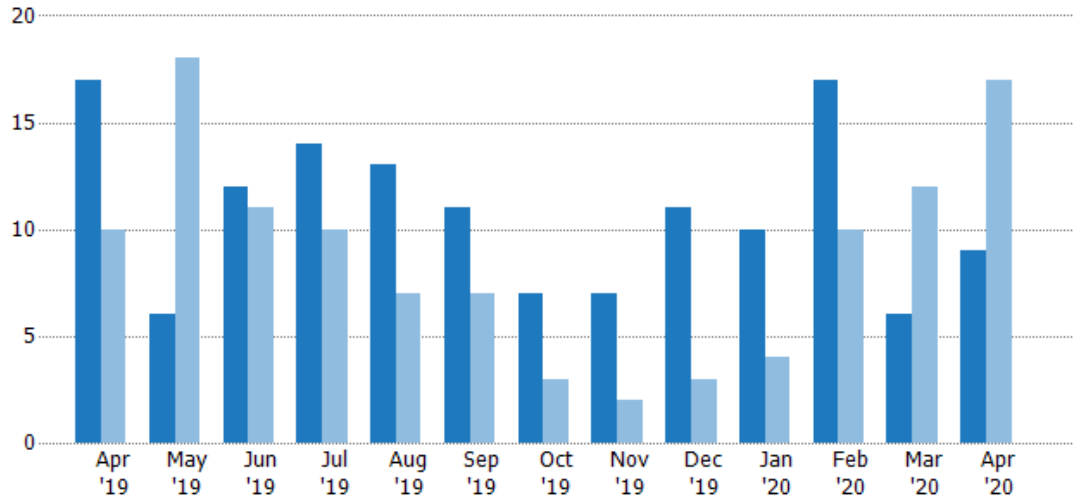
New Pending Sales

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.
Apr '20	9	-47.1%
Apr '19	17	70%
Apr '18	10	40%



Current Year	17	6	12	14	13	11	7	7	11	10	17	6	9
Prior Year	10	18	11	10	7	7	3	2	3	4	10	12	17
Percent Change from Prior Year	70%	-67%	9%	40%	86%	57%	133%	250%	267%	150%	70%	-50%	-47%

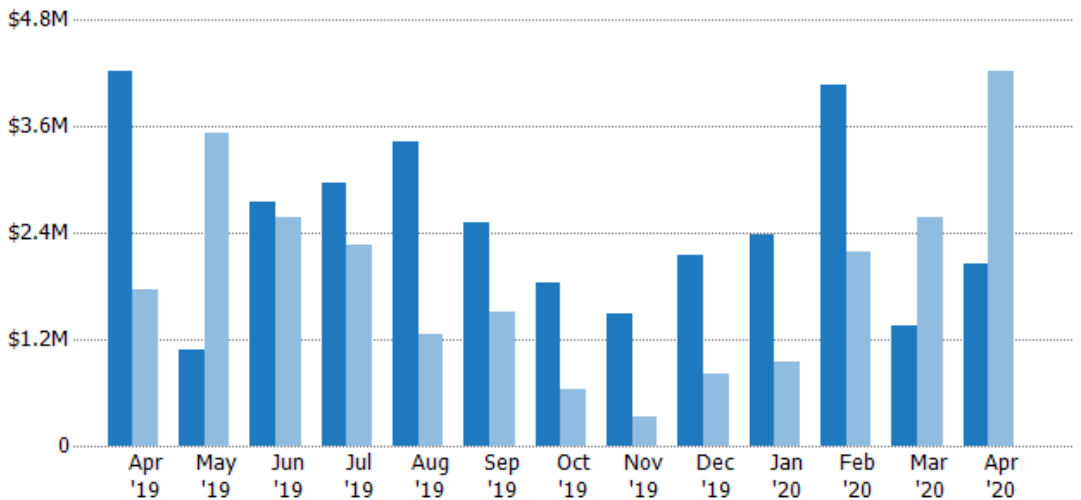
New Pending Sales Volume

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.
Apr '20	\$2.06M	-51.3%
Apr '19	\$4.23M	141.4%
Apr '18	\$1.75M	41.9%



Current Year	\$4.23M	\$1.09M	\$2.75M	\$2.97M	\$3.42M	\$2.51M	\$1.83M	\$1.49M	\$2.15M	\$2.39M	\$4.08M	\$1.35M	\$2.06M
Prior Year	\$1.75M	\$3.53M	\$2.57M	\$2.27M	\$1.26M	\$1.51M	\$632K	\$319K	\$814K	\$941K	\$2.18M	\$2.57M	\$4.23M
Percent Change from Prior Year	141%	-69%	7%	31%	172%	67%	190%	368%	164%	154%	87%	-47%	-51%

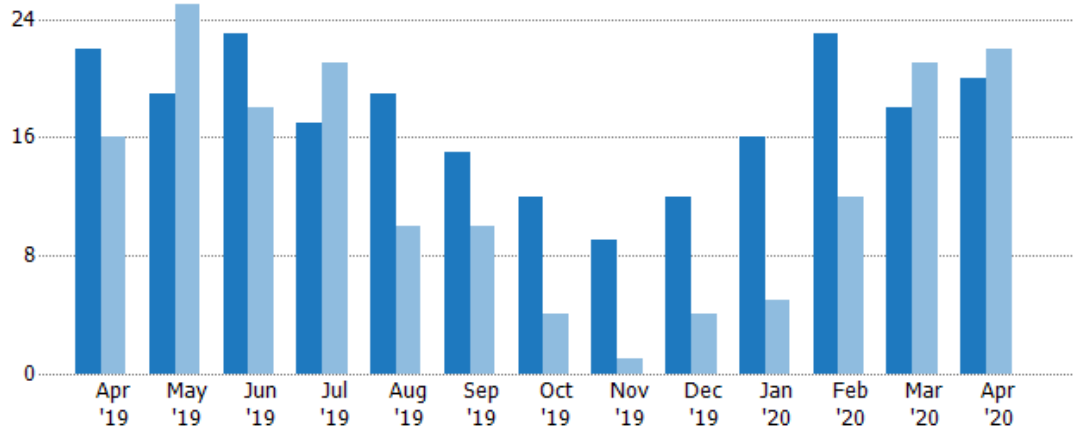
Pending Sales

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.
Apr '20	20	-9.1%
Apr '19	22	37.5%
Apr '18	16	56.3%



Current Year	22	19	23	17	19	15	12	9	12	16	23	18	20
Prior Year	16	25	18	21	10	10	4	1	4	5	12	21	22
Percent Change from Prior Year	38%	-24%	28%	-19%	90%	50%	200%	800%	200%	220%	92%	-14%	-9%

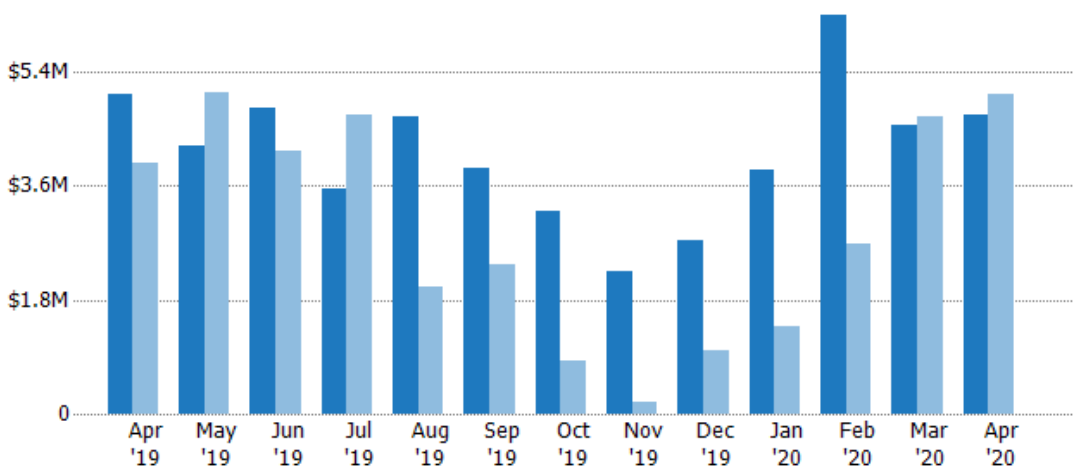
Pending Sales Volume

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.
Apr '20	\$4.72M	-6.7%
Apr '19	\$5.06M	27.9%
Apr '18	\$3.96M	27.9%



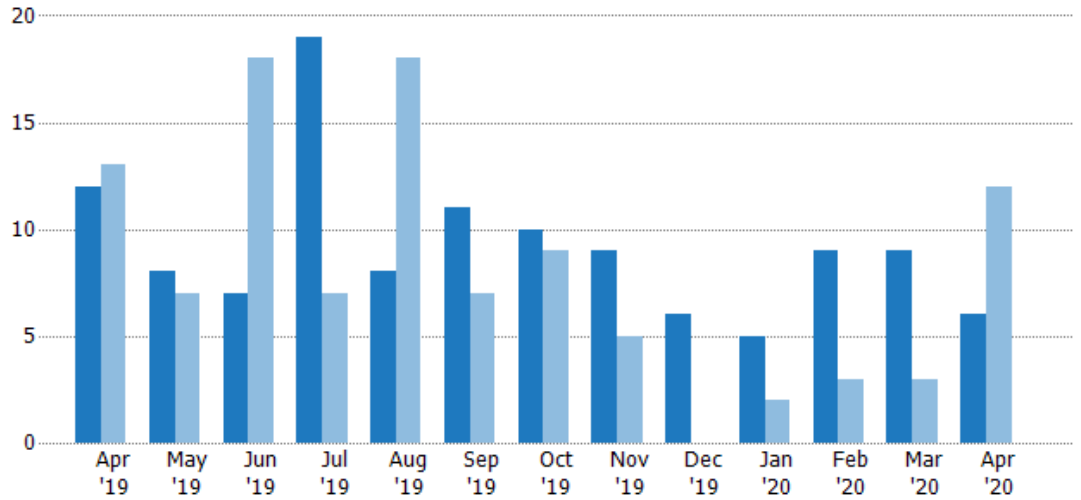
Current Year	\$5.06M	\$4.24M	\$4.83M	\$3.54M	\$4.71M	\$3.88M	\$3.2M	\$2.26M	\$2.75M	\$3.84M	\$6.29M	\$4.55M	\$4.72M
Prior Year	\$3.96M	\$5.07M	\$4.15M	\$4.73M	\$2.01M	\$2.35M	\$847K	\$180K	\$994K	\$1.37M	\$2.69M	\$4.69M	\$5.06M
Percent Change from Prior Year	28%	-16%	17%	-25%	134%	65%	278%	1,157%	177%	180%	134%	-3%	-7%

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



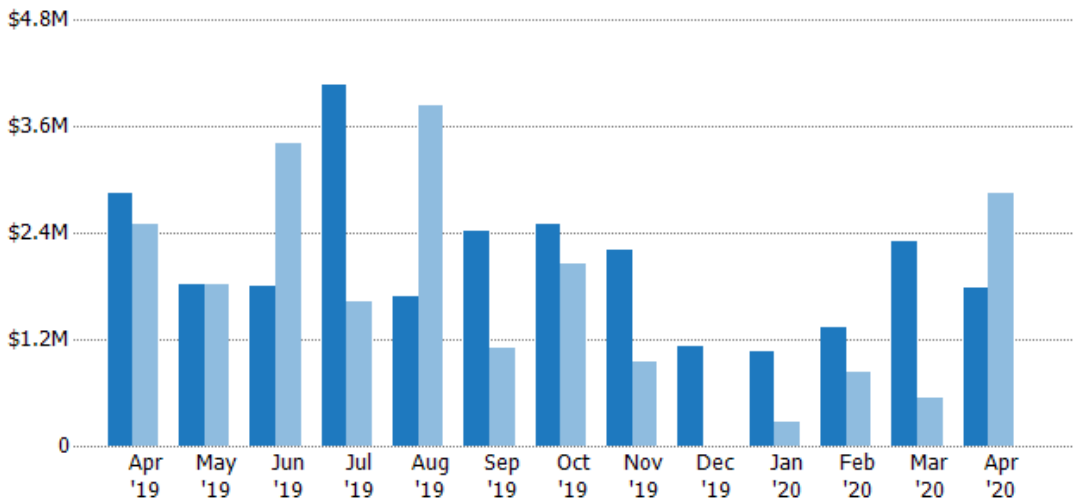
Current Year	12	8	7	19	8	11	10	9	6	5	9	9	6
Prior Year	13	7	18	7	18	7	9	5	-	2	3	3	12
Percent Change from Prior Year	-8%	14%	-61%	171%	-56%	57%	11%	80%	100%	150%	200%	200%	-50%

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



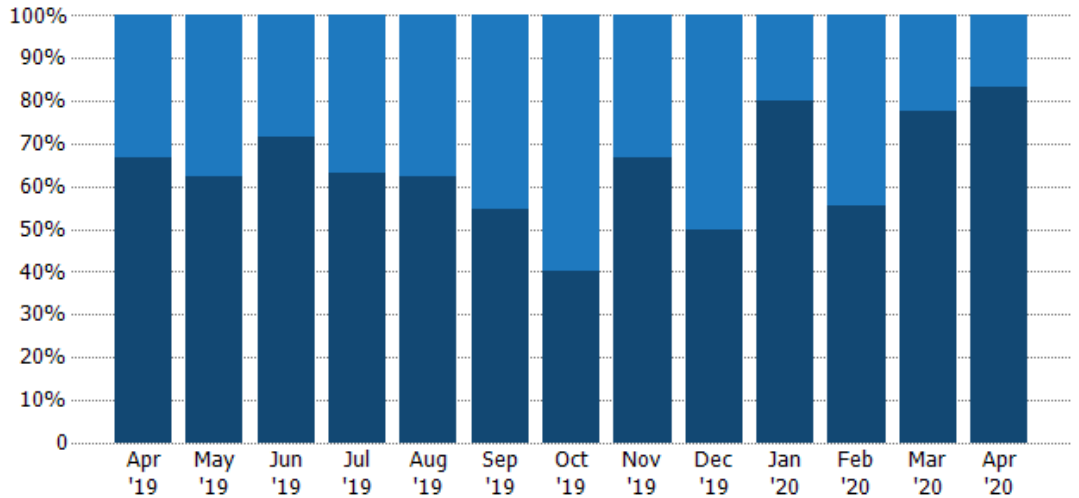
Current Year	\$2.84M	\$1.82M	\$1.81M	\$4.06M	\$1.68M	\$2.42M	\$2.5M	\$2.21M	\$1.13M	\$1.07M	\$1.33M	\$2.31M	\$1.79M
Prior Year	\$2.51M	\$1.82M	\$3.42M	\$1.63M	\$3.83M	\$1.11M	\$2.04M	\$951K	-	\$274K	\$824K	\$540K	\$2.84M
Percent Change from Prior Year	13%	0%	-47%	149%	-56%	119%	23%	132%	100%	291%	61%	328%	-37%

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



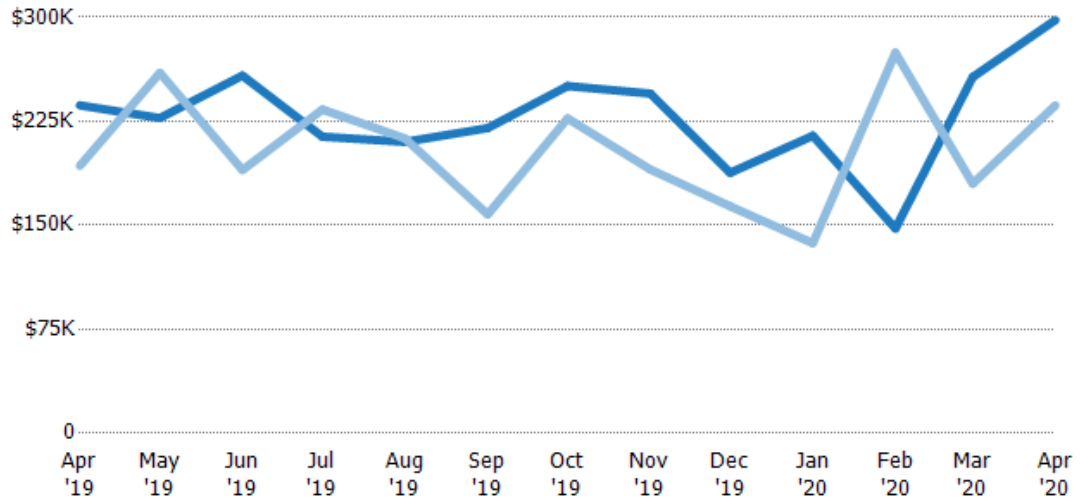
Condo/Townhouse	33%	38%	29%	37%	38%	45%	60%	33%	50%	20%	44%	22%	17%
Single Family Residence	67%	63%	71%	63%	63%	55%	40%	67%	50%	80%	56%	78%	83%

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



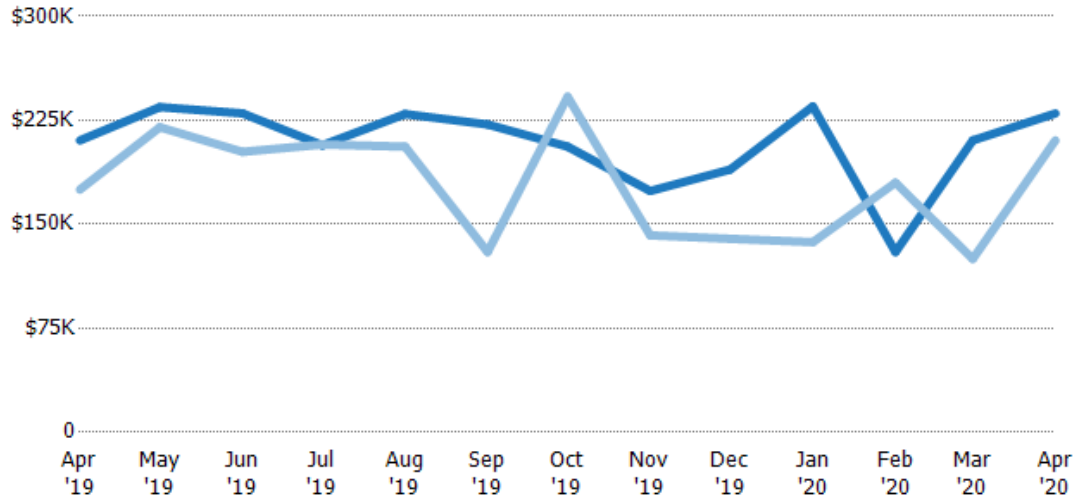
Current Year	\$236K	\$227K	\$258K	\$214K	\$210K	\$220K	\$250K	\$245K	\$188K	\$215K	\$148K	\$257K	\$298K
Prior Year	\$193K	\$260K	\$190K	\$233K	\$213K	\$158K	\$227K	\$190K	\$164K	\$137K	\$275K	\$180K	\$236K
Percent Change from Prior Year	23%	-13%	36%	-8%	-1%	39%	10%	29%	100%	56%	-46%	43%	26%

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



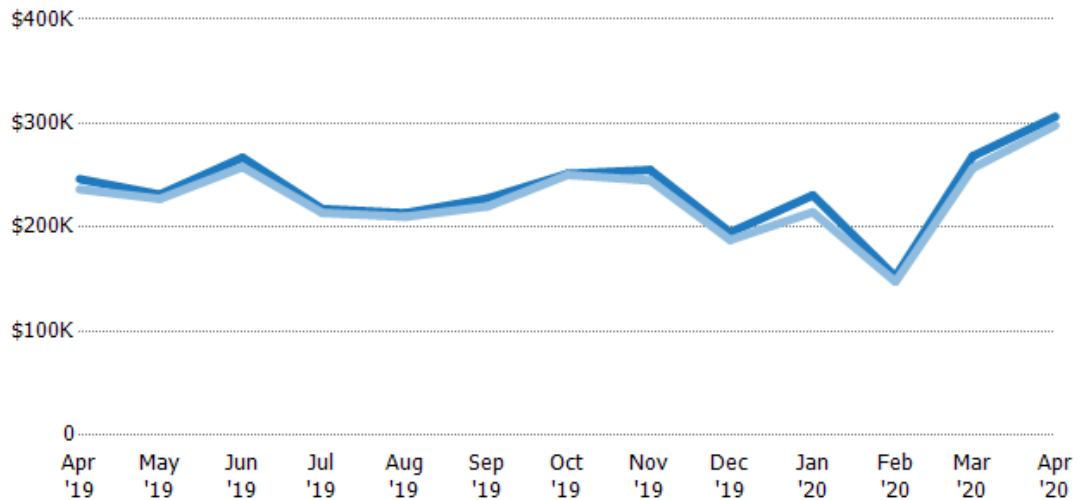
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$211K	\$235K	\$230K	\$207K	\$230K	\$222K	\$206K	\$174K	\$190K	\$235K	\$130K	\$211K	\$230K
Prior Year	\$175K	\$220K	\$202K	\$208K	\$206K	\$130K	\$242K	\$142K	\$140K	\$137K	\$180K	\$125K	\$211K
Percent Change from Prior Year	20%	7%	14%	0%	11%	71%	-15%	23%	100%	71%	-28%	68%	9%

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



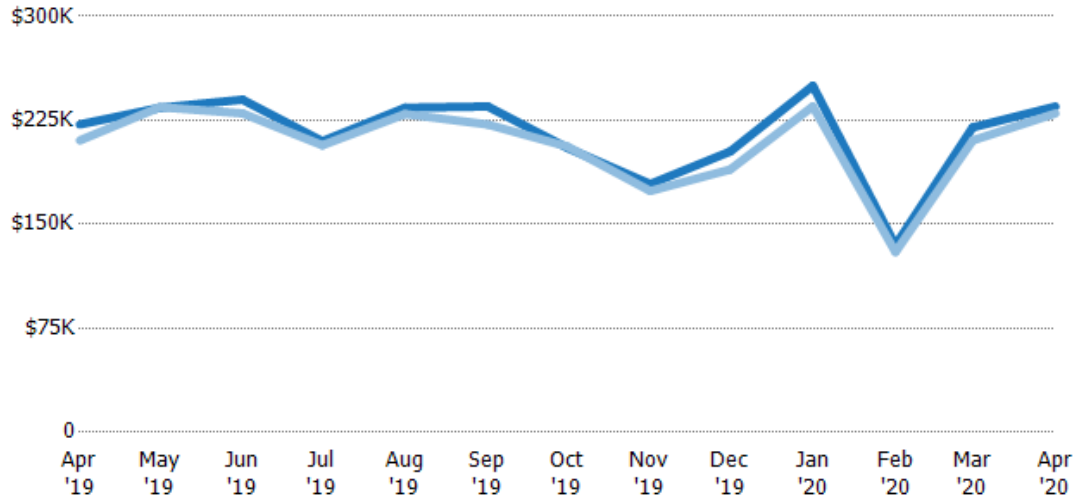
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg List Price	\$246K	\$231K	\$267K	\$218K	\$214K	\$228K	\$251K	\$255K	\$195K	\$231K	\$152K	\$268K	\$306K
Avg Sales Price	\$236K	\$227K	\$258K	\$214K	\$210K	\$220K	\$250K	\$245K	\$188K	\$215K	\$148K	\$257K	\$298K
Avg Sales Price as a % of Avg List Price	96%	98%	97%	98%	98%	97%	100%	96%	96%	93%	97%	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
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



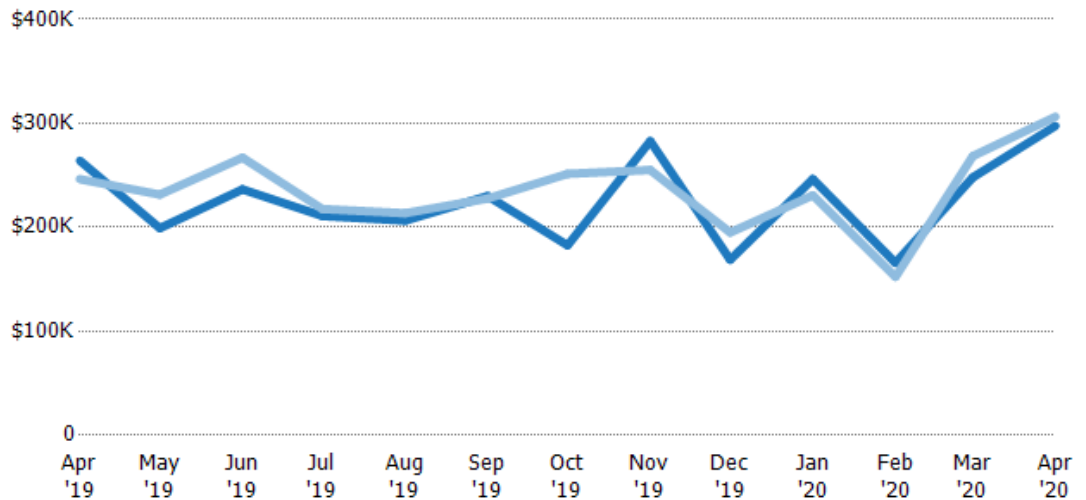
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$222K	\$234K	\$240K	\$210K	\$234K	\$235K	\$205K	\$179K	\$202K	\$250K	\$135K	\$220K	\$235K
Median Sales Price	\$211K	\$235K	\$230K	\$207K	\$230K	\$222K	\$206K	\$174K	\$190K	\$235K	\$130K	\$211K	\$230K
Med Sales Price as a % of Med List Price	95%	100%	96%	99%	98%	94%	100%	97%	94%	94%	96%	96%	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
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



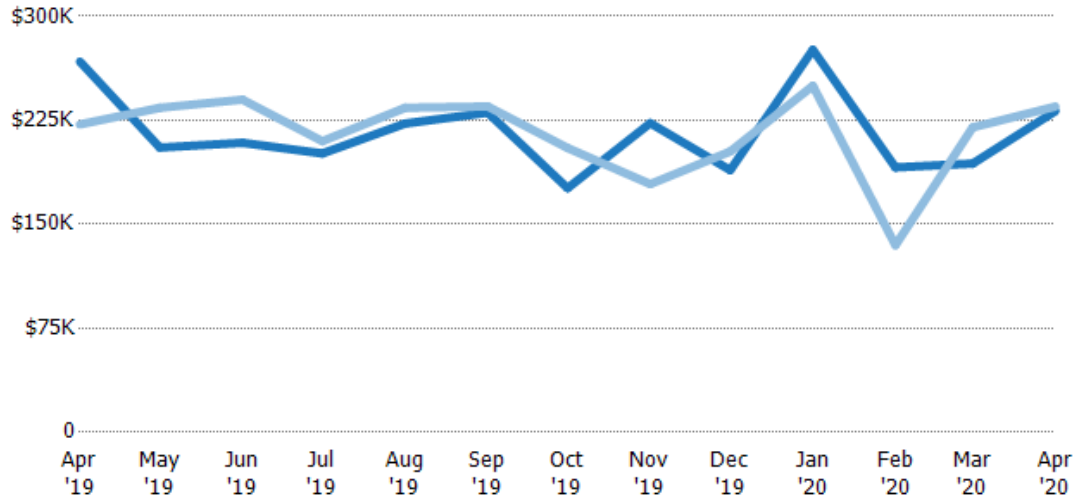
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$264K	\$199K	\$236K	\$211K	\$206K	\$230K	\$183K	\$283K	\$169K	\$246K	\$166K	\$248K	\$297K
Avg Sales Price	\$246K	\$231K	\$267K	\$218K	\$214K	\$228K	\$251K	\$255K	\$195K	\$231K	\$152K	\$268K	\$306K
Avg Sales Price as a % of Avg Est Value	93%	116%	113%	103%	103%	99%	138%	90%	116%	94%	92%	108%	103%

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



	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	\$267K	\$205K	\$209K	\$201K	\$223K	\$231K	\$176K	\$223K	\$189K	\$276K	\$191K	\$194K	\$232K
Median Sales Price	\$222K	\$234K	\$240K	\$210K	\$234K	\$235K	\$205K	\$179K	\$202K	\$250K	\$135K	\$220K	\$235K
Med Sales Price as a % of Med Est Value	83%	114%	115%	104%	105%	102%	116%	80%	107%	91%	71%	113%	101%