

## 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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	23	25	-8%	94	98	-4.1%
New Listing Volume	\$8,113,200	\$9,159,600	-11.4%	\$46,365,375	\$40,492,894	+14.5%
Active Listing Count	50	69	-27.5%	N/A	N/A	
Active Listing Volume	\$31,870,575	\$34,773,594	-8.3%	N/A	N/A	
Average Listing Price	\$637,412	\$503,965	+26.5%	\$602,568	\$555,178	+8.5%
Median Listing Price	\$344,000	\$339,000	+1.5%	\$323,867	\$346,682	-6.6%
Median Days in RPR	96	60	+60%	103.53	84.65	+22.3%
Months of Inventory	4.5	4.3	+5.4%	6.2	6.8	-8.7%
Absorption Rate	22%	23.19%	-1.2%	16.03%	14.64%	+1.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	16	+37.5%	83	70	+18.6%
New Pending Sales Volume	\$7,208,700	\$6,409,300	+12.5%	\$27,615,890	\$22,492,100	+22.8%
Pending Sales Count	39	25	+56%	N/A	N/A	
Pending Sales Volume	\$13,595,100	\$7,843,900	+73.3%	N/A	N/A	
Closed Sales Count	14	13	+7.7%	48	42	+14.3%
Closed Sales Volume	\$3,593,000	\$5,135,500	-30%	\$13,909,300	\$13,436,470	+3.5%
Average Sales Price	\$256,643	\$395,038	-35%	\$289,777	\$319,916	-9.4%
Median Sales Price	\$230,000	\$262,500	-12.4%	\$222,938	\$252,988	-11.9%

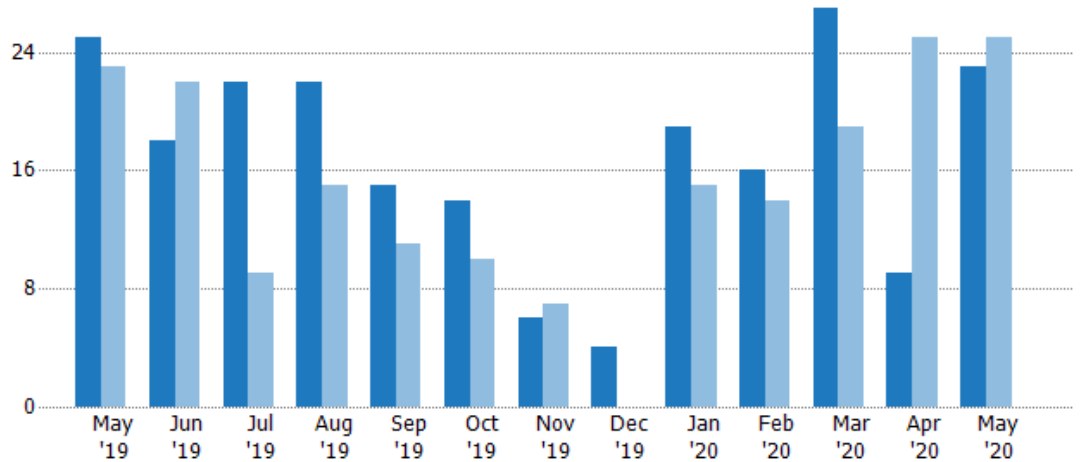
## New Listings

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



Current Year	25	18	22	22	15	14	6	4	19	16	27	9	23
Prior Year	23	22	9	15	11	10	7	-	15	14	19	25	25
Percent Change from Prior Year	9%	-18%	144%	47%	36%	40%	-14%	100%	27%	14%	42%	-64%	-8%

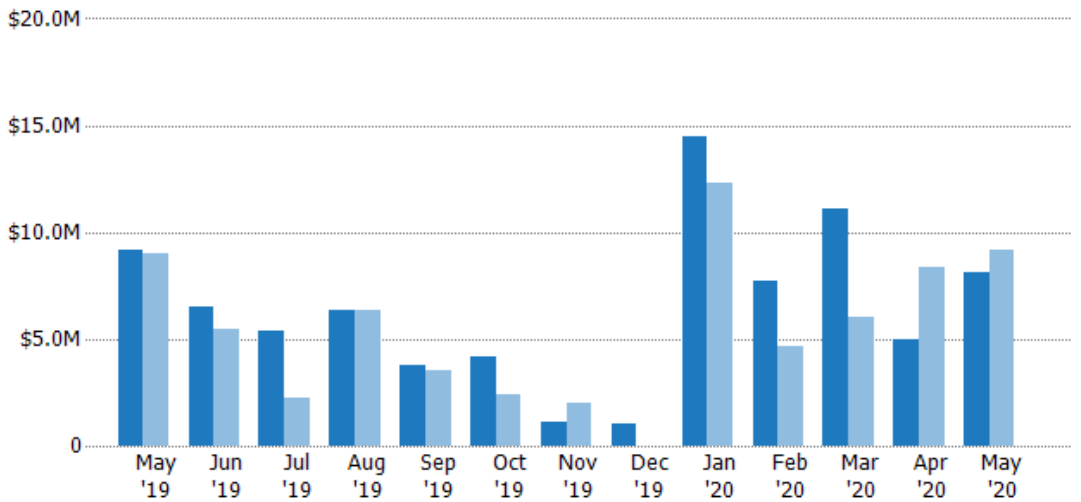
## New Listing Volume

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



Current Year	\$9.16M	\$6.47M	\$5.42M	\$6.39M	\$3.79M	\$4.18M	\$1.11M	\$1.02M	\$14.5M	\$7.72M	\$11.1M	\$4.97M	\$8.11M
Prior Year	\$8.99M	\$5.45M	\$2.27M	\$6.37M	\$3.52M	\$2.38M	\$1.97M	-	\$12.3M	\$4.64M	\$6.02M	\$8.37M	\$9.16M
Percent Change from Prior Year	2%	19%	138%	0%	8%	76%	-44%	100%	18%	66%	84%	-41%	-11%

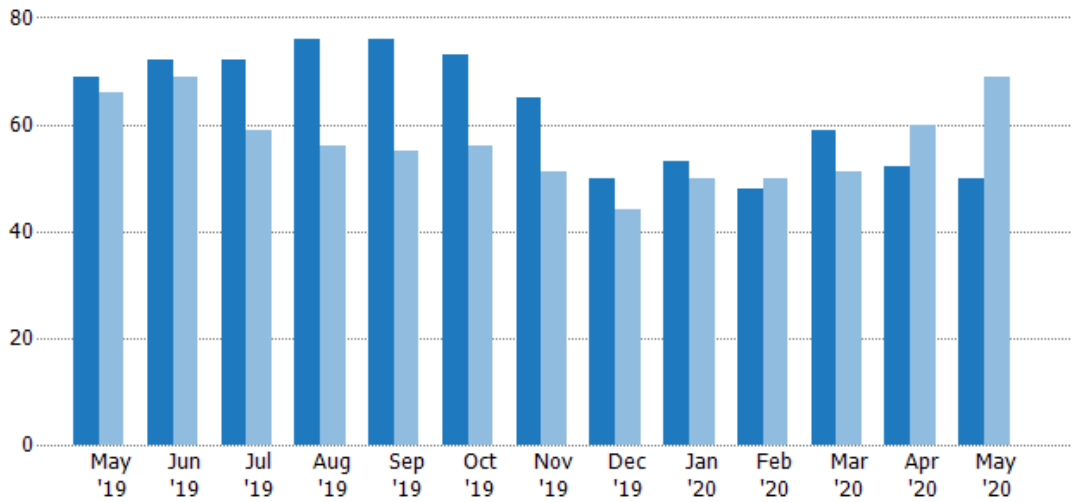
## Active Listings

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.
May '20	50	-27.5%
May '19	69	4.5%
May '18	66	13.6%

	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	69	72	72	76	76	73	65	50	53	48	59	52	50
Prior Year	66	69	59	56	55	56	51	44	50	50	51	60	69
Percent Change from Prior Year	5%	4%	22%	36%	38%	30%	27%	14%	6%	-4%	16%	-13%	-28%

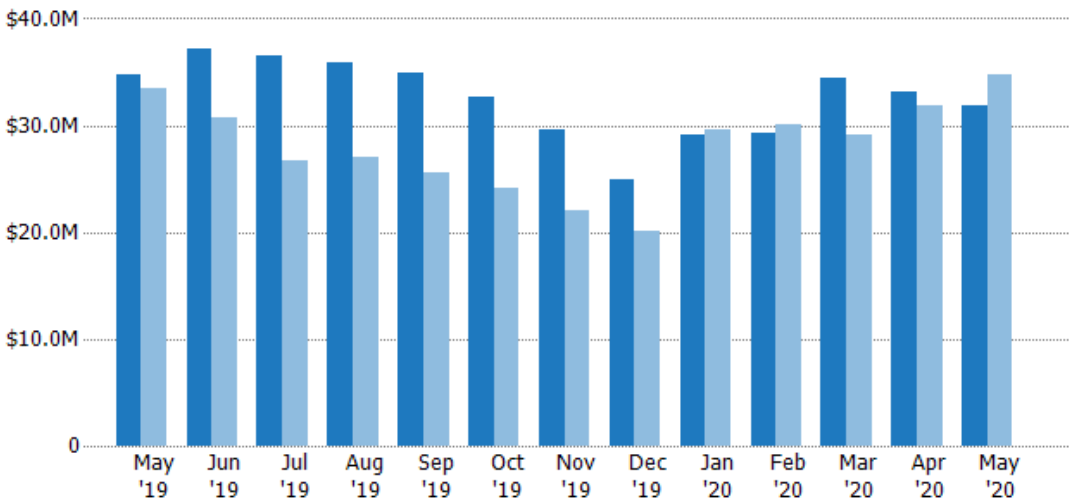
## Active Listing Volume

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.
May '20	\$31.9M	-8.3%
May '19	\$34.8M	4.1%
May '18	\$33.4M	-4.3%

	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$34.8M	\$37.2M	\$36.6M	\$35.9M	\$34.9M	\$32.6M	\$29.5M	\$25M	\$29.1M	\$29.4M	\$34.4M	\$33.1M	\$31.9M
Prior Year	\$33.4M	\$30.8M	\$26.7M	\$27M	\$25.7M	\$24.1M	\$22.1M	\$20.1M	\$29.6M	\$30.1M	\$29.2M	\$31.8M	\$34.8M
Percent Change from Prior Year	4%	21%	37%	33%	36%	36%	34%	24%	-2%	-2%	18%	4%	-8%

## Average Listing Price

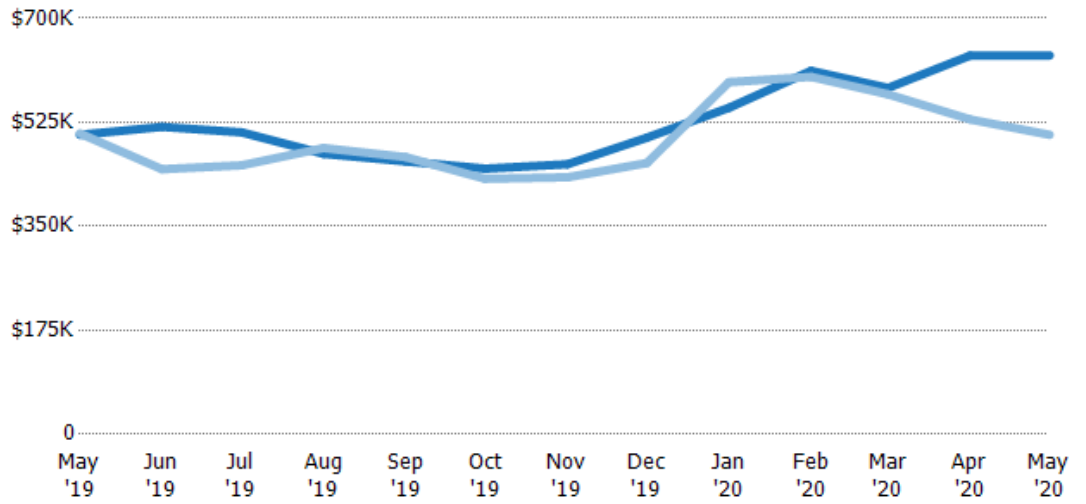
The average listing price of active residential listings at the end of each month.

### Filters Used

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

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

Month/Year	Price	% Chg.
May '20	\$637K	26.5%
May '19	\$504K	-0.5%
May '18	\$506K	-15.7%



Current Year	\$504K	\$517K	\$508K	\$472K	\$459K	\$447K	\$454K	\$499K	\$549K	\$612K	\$583K	\$637K	\$637K
Prior Year	\$506K	\$446K	\$453K	\$482K	\$466K	\$430K	\$432K	\$456K	\$593K	\$602K	\$572K	\$530K	\$504K
Percent Change from Prior Year	0%	16%	12%	-2%	-2%	4%	5%	9%	-7%	2%	2%	20%	26%

## Median Listing Price

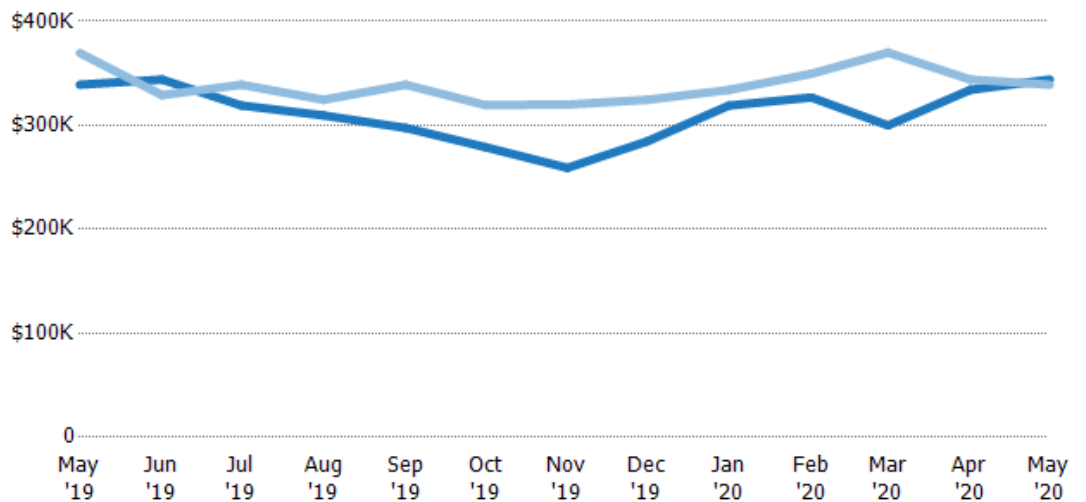
The median listing price of active residential listings at the end of each month.

### 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.
May '20	\$344K	1.5%
May '19	\$339K	-8.2%
May '18	\$369K	-18.8%



Current Year	\$339K	\$344K	\$319K	\$309K	\$297K	\$279K	\$259K	\$284K	\$319K	\$327K	\$300K	\$334K	\$344K
Prior Year	\$369K	\$329K	\$339K	\$325K	\$339K	\$319K	\$320K	\$324K	\$334K	\$350K	\$370K	\$344K	\$339K
Percent Change from Prior Year	-8%	5%	-6%	-5%	-12%	-13%	-19%	-12%	-4%	-7%	-19%	-3%	1%

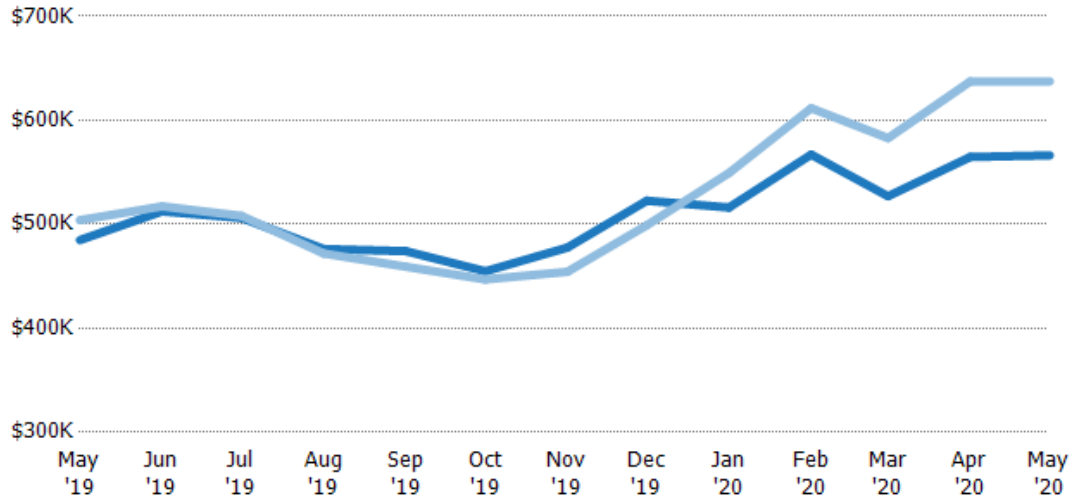
## Average Listing Price vs Average Est Value

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



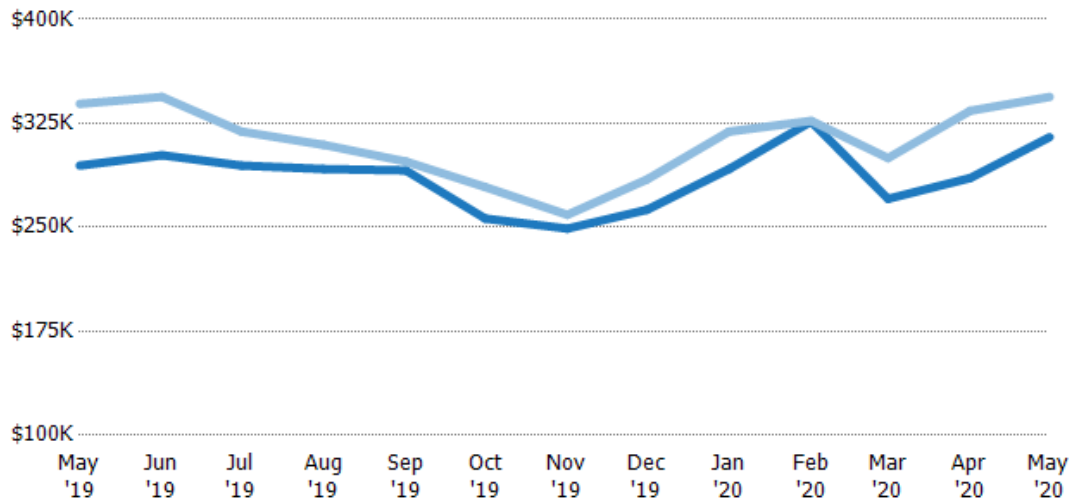
## Median Listing Price vs Median Est Value

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

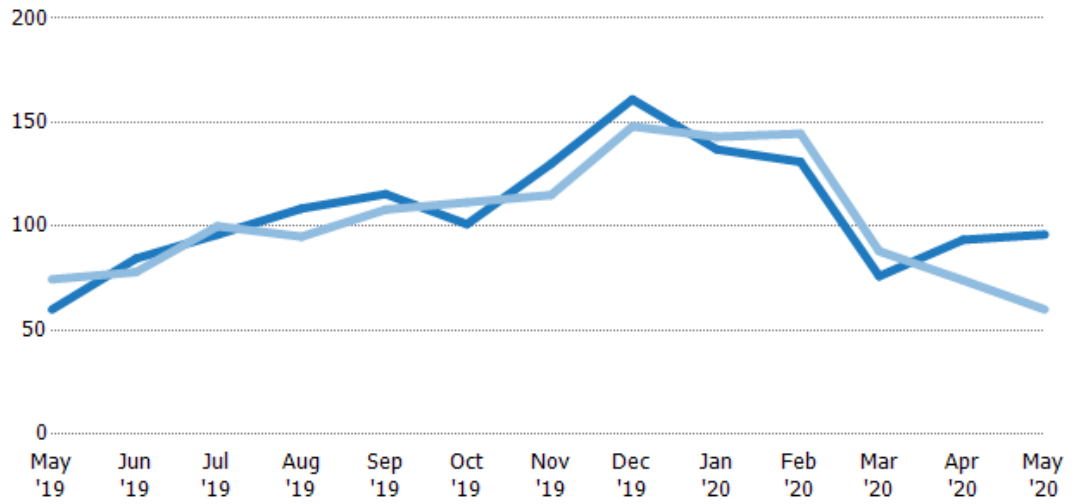
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### 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.
May '20	96	60%
May '19	60	-19.5%
May '18	74.5	22.1%



Current Year	60	84.5	96	109	116	101	130	161	137	131	76	93.5	96
Prior Year	74.5	78	100	95	108	112	115	148	143	145	88	74	60
Percent Change from Prior Year	-19%	8%	-4%	14%	7%	-9%	13%	9%	-4%	-9%	-14%	26%	60%

## Months of Inventory

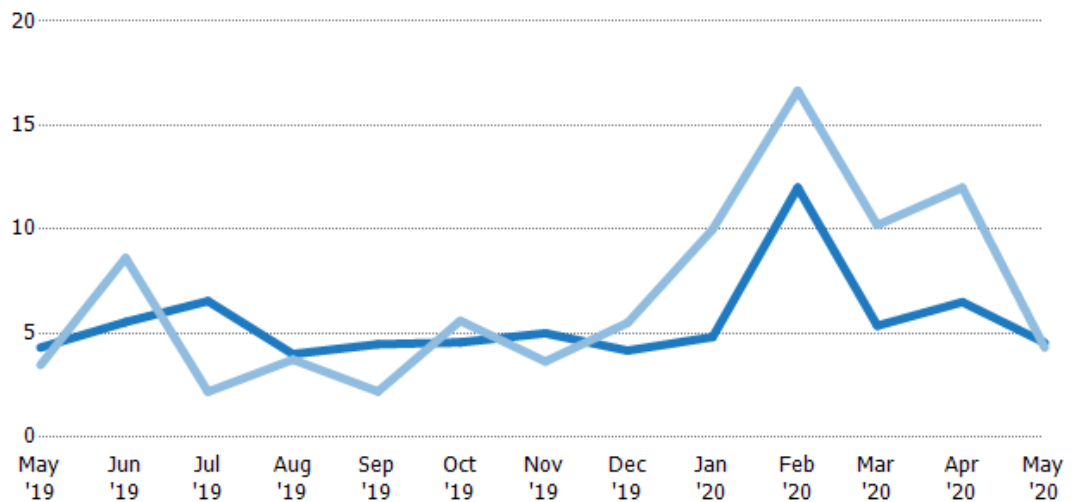
The number of months it would take to exhaust active listings at the current sales rate.

### 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.
May '20	4.55	5.4%
May '19	4.31	24.2%
May '18	3.47	34.9%



Current Year	4.31	5.54	6.55	4	4.47	4.56	5	4.17	4.82	12	5.36	6.5	4.55
Prior Year	3.47	8.63	2.19	3.73	2.2	5.6	3.64	5.5	10	16.7	10.2	12	4.31
Percent Change from Prior Year	24%	-36%	200%	7%	103%	-19%	37%	-24%	-52%	-28%	-47%	-46%	5%

## Absorption Rate

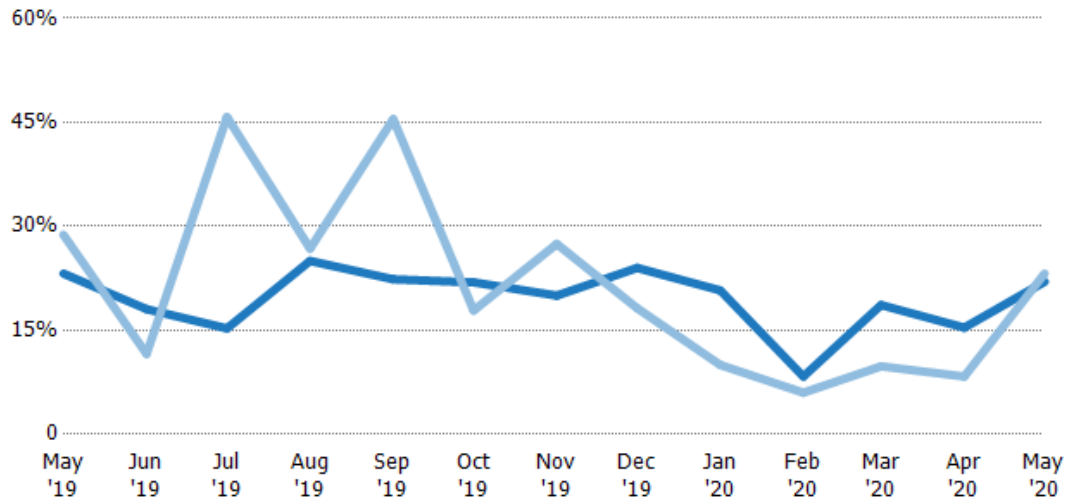
The percentage of inventory sold per month.

### 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

Month/Year	Rate	Chg.
May '20	22%	1.2%
May '19	23%	5.6%
May '18	29%	-25.9%



Current Year	23%	18%	15%	25%	22%	22%	20%	24%	21%	8%	19%	15%	22%
Prior Year	29%	12%	46%	27%	45%	18%	27%	18%	10%	6%	10%	8%	23%
Change from Prior Year	6%	-6%	30%	2%	23%	-4%	7%	-6%	-11%	-2%	-9%	-7%	1%

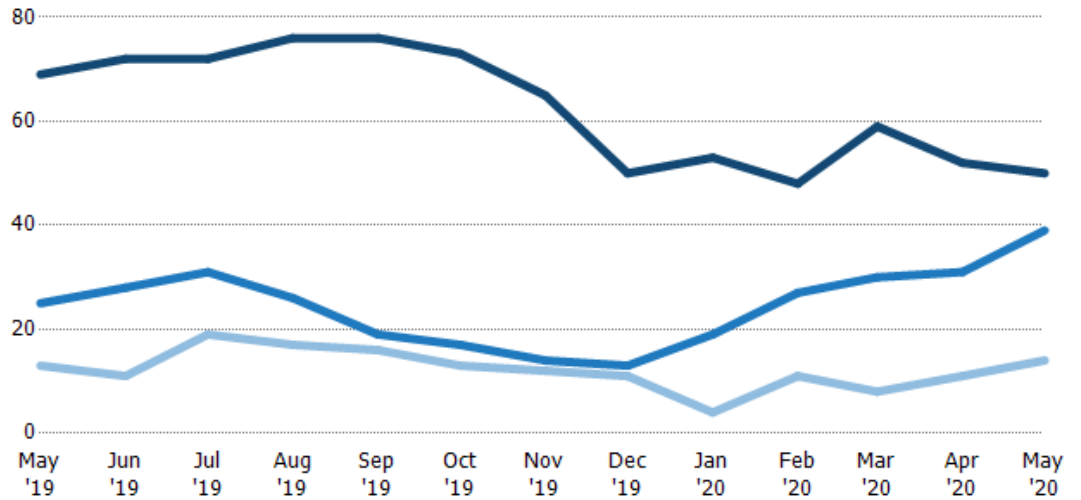
## Active/Pending/Sold Units

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



Active	69	72	72	76	76	73	65	50	53	48	59	52	50
Pending	25	28	31	26	19	17	14	13	19	27	30	31	39
Sold	13	11	19	17	16	13	12	11	4	11	8	11	14

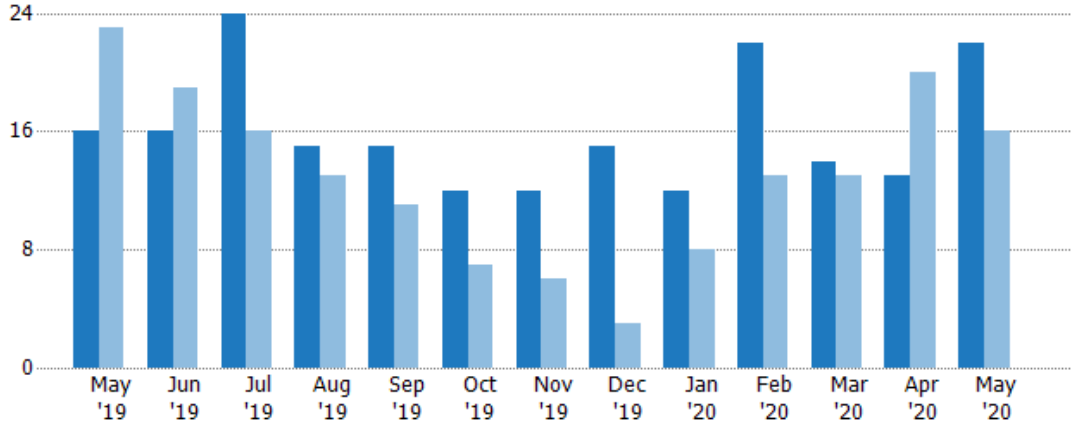
## New Pending Sales

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.
May '20	22	37.5%
May '19	16	-30.4%
May '18	23	-30.4%

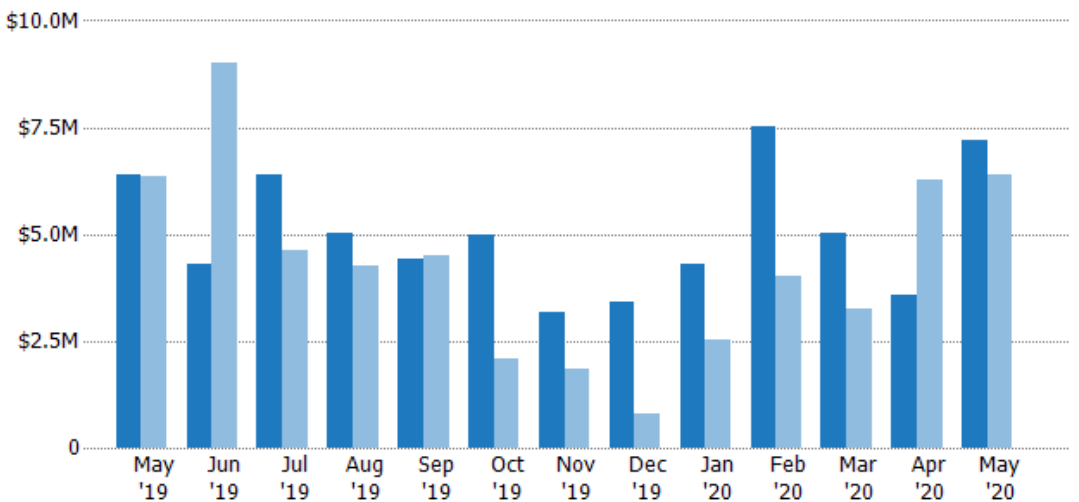
## New Pending Sales Volume

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.
May '20	\$7.21M	12.5%
May '19	\$6.41M	0.9%
May '18	\$6.35M	-19.4%



## Pending Sales

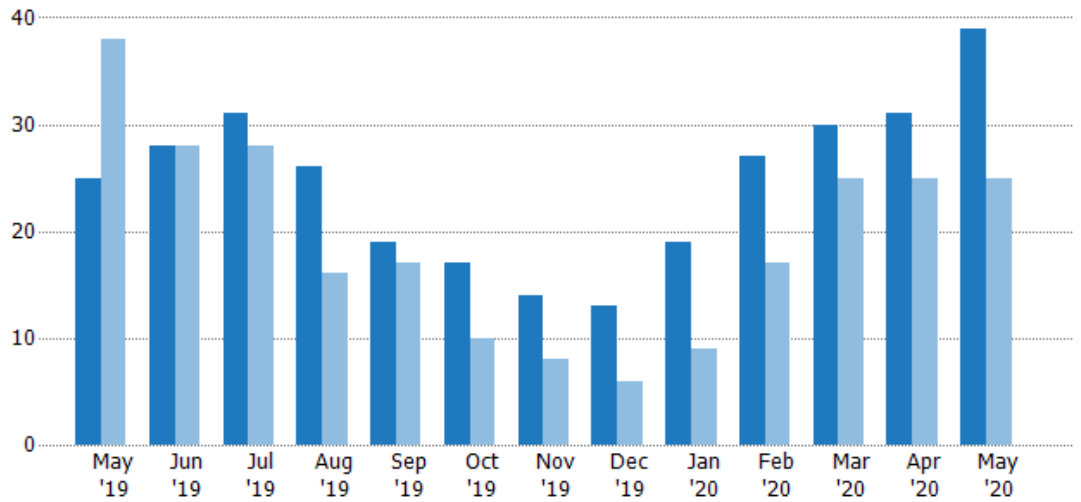
The number of residential properties with accepted offers that were available at the end each month.

### 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.
May '20	39	56%
May '19	25	-34.2%
May '18	38	-15.8%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	25	28	31	26	19	17	14	13	19	27	30	31	39
Prior Year	38	28	28	16	17	10	8	6	9	17	25	25	25
Percent Change from Prior Year	-34%	0%	11%	63%	12%	70%	75%	117%	111%	59%	20%	24%	56%

## Pending Sales Volume

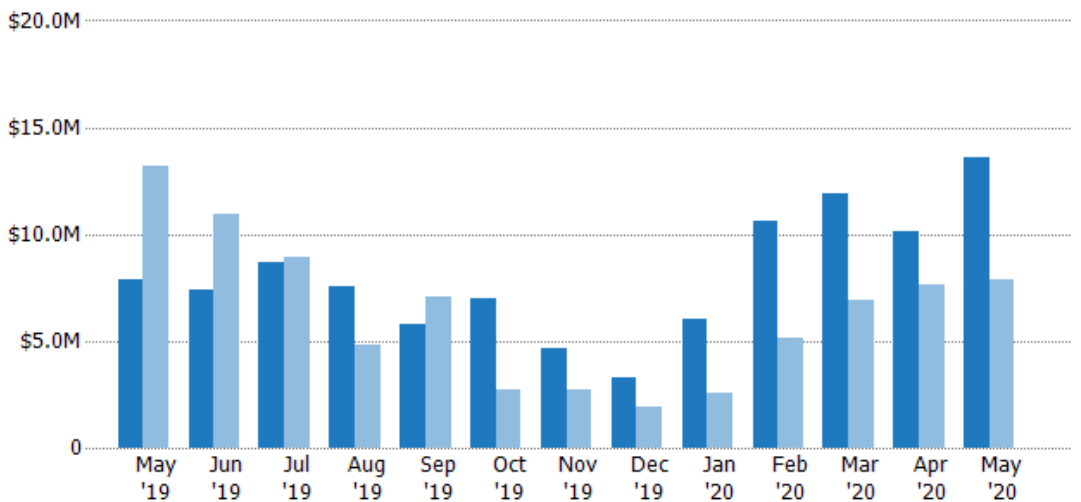
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### 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.
May '20	\$13.6M	73.3%
May '19	\$7.84M	-40.5%
May '18	\$13.2M	-18%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$7.84M	\$7.4M	\$8.68M	\$7.56M	\$5.76M	\$6.98M	\$4.62M	\$3.31M	\$6.06M	\$10.6M	\$11.9M	\$10.1M	\$13.6M
Prior Year	\$13.2M	\$10.9M	\$8.95M	\$4.85M	\$7.09M	\$2.73M	\$2.7M	\$1.92M	\$2.58M	\$5.13M	\$6.88M	\$7.66M	\$7.84M
Percent Change from Prior Year	-41%	-32%	-3%	56%	-19%	156%	71%	72%	135%	107%	73%	32%	73%

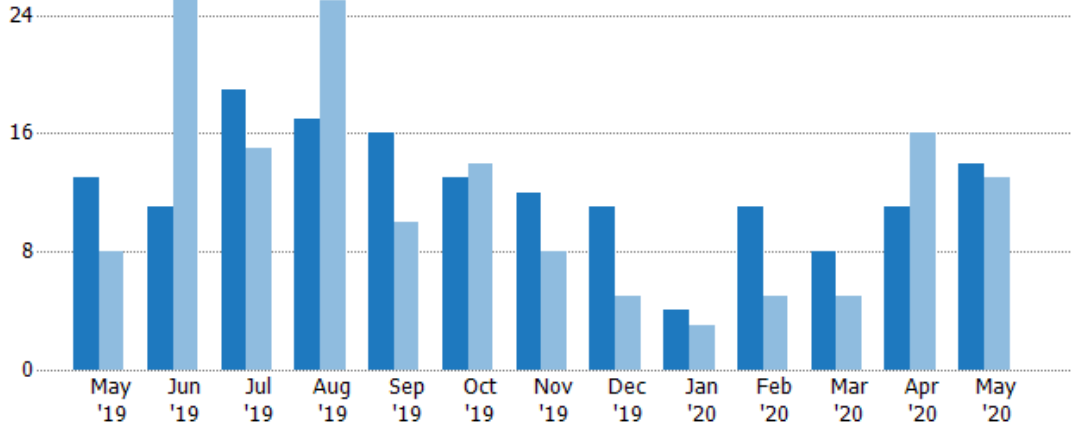
## Closed Sales

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	13	11	19	17	16	13	12	11	4	11	8	11	14
Prior Year	8	27	15	25	10	14	8	5	3	5	5	16	13
Percent Change from Prior Year	63%	-59%	27%	-32%	60%	-7%	50%	120%	33%	120%	60%	-31%	8%

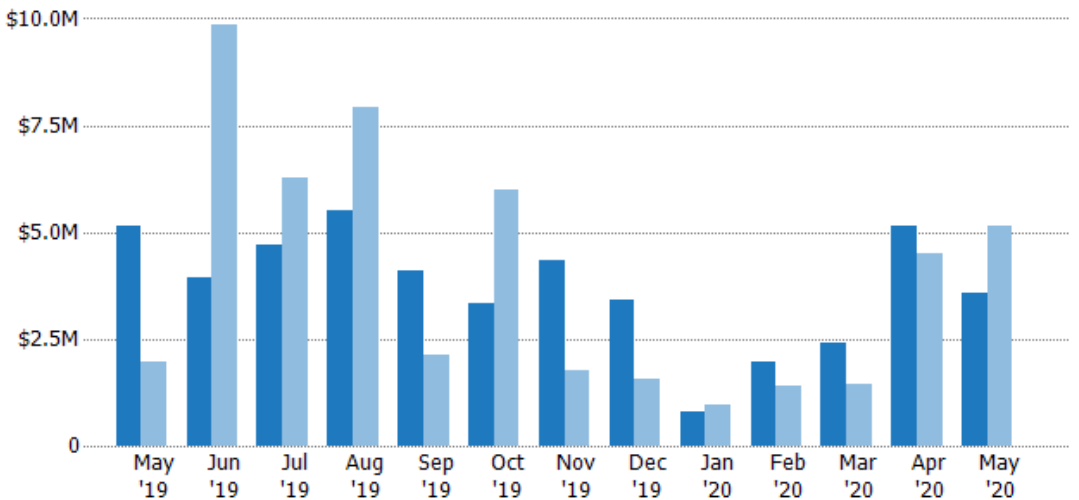
## Closed Sales Volume

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$5.14M	\$3.92M	\$4.72M	\$5.49M	\$4.11M	\$3.35M	\$4.35M	\$3.42M	\$799K	\$1.96M	\$2.4M	\$5.15M	\$3.59M
Prior Year	\$1.98M	\$9.84M	\$6.26M	\$7.91M	\$2.11M	\$5.97M	\$1.78M	\$1.56M	\$944K	\$1.42M	\$1.44M	\$4.5M	\$5.14M
Percent Change from Prior Year	159%	-60%	-25%	-31%	95%	-44%	145%	119%	-15%	39%	67%	14%	-30%

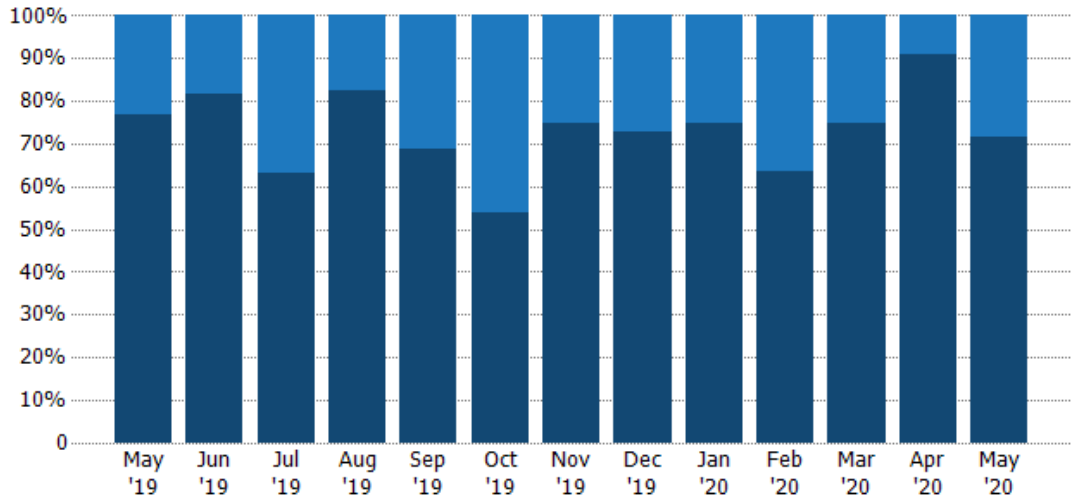
## Closed Sales by Property Type

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



Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	23%	18%	37%	18%	31%	46%	25%	27%	25%	36%	25%	9%	29%
Single Family Residence	77%	82%	63%	82%	69%	54%	75%	73%	75%	64%	75%	91%	71%

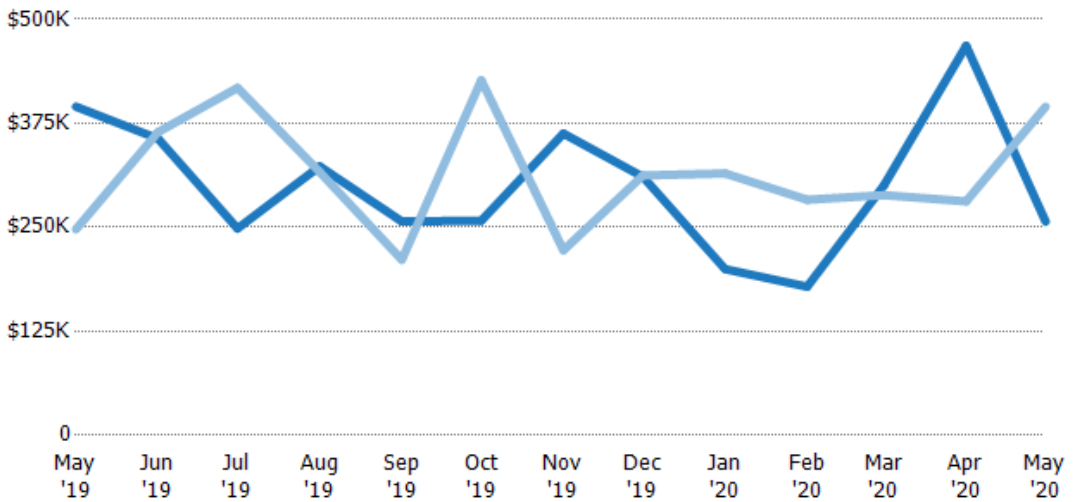
## Average Sales Price

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.
May '20	\$257K	-35%
May '19	\$395K	59.7%
May '18	\$247K	28.1%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$395K	\$357K	\$249K	\$323K	\$257K	\$258K	\$363K	\$311K	\$200K	\$179K	\$300K	\$468K	\$257K
Prior Year	\$247K	\$364K	\$418K	\$317K	\$211K	\$427K	\$222K	\$312K	\$315K	\$283K	\$289K	\$281K	\$395K
Percent Change from Prior Year	60%	-2%	-40%	2%	22%	-40%	63%	-1%	-37%	-37%	4%	67%	-35%

## Median Sales Price

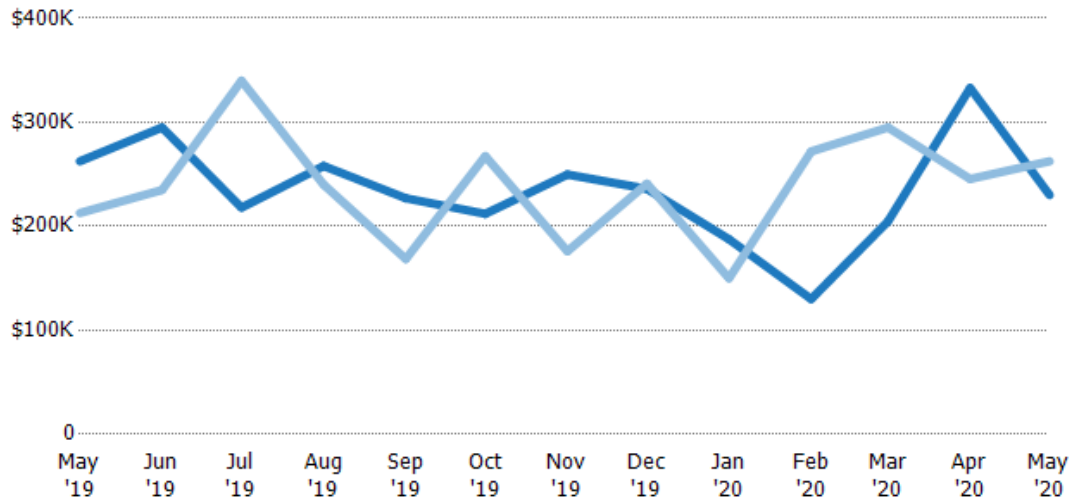
The median sales price of the residential properties sold each month.

### 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.
May '20	\$230K	-12.4%
May '19	\$263K	23.4%
May '18	\$213K	7.6%



Current Year	\$263K	\$295K	\$218K	\$258K	\$227K	\$212K	\$250K	\$236K	\$188K	\$130K	\$205K	\$333K	\$230K
Prior Year	\$213K	\$235K	\$340K	\$240K	\$169K	\$267K	\$176K	\$241K	\$150K	\$272K	\$295K	\$246K	\$263K
Percent Change from Prior Year	23%	26%	-36%	8%	35%	-21%	42%	-2%	25%	-52%	-31%	36%	-12%

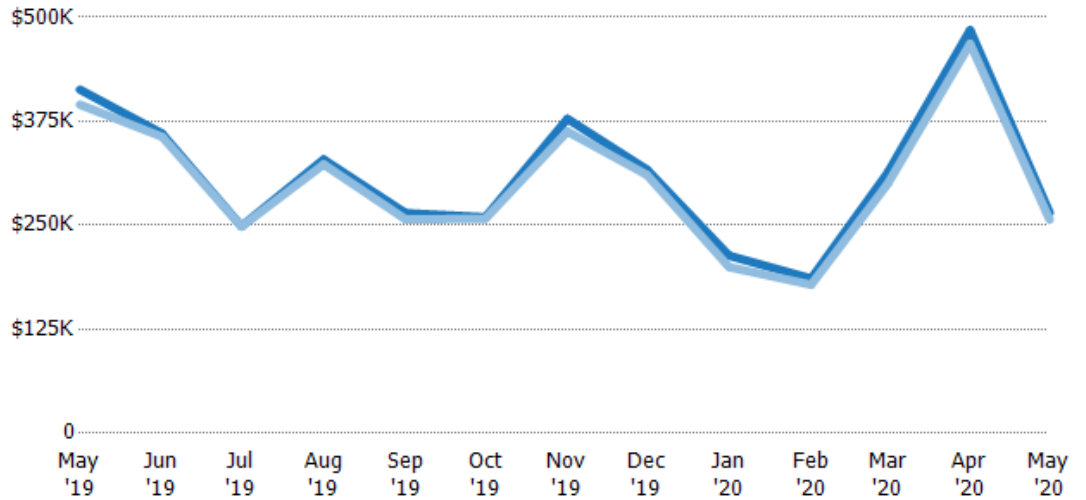
## Average Sales Price vs Average Listing Price

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	\$413K	\$360K	\$249K	\$329K	\$265K	\$260K	\$378K	\$317K	\$213K	\$186K	\$314K	\$485K	\$265K
Avg Sales Price	\$395K	\$357K	\$249K	\$323K	\$257K	\$258K	\$363K	\$311K	\$200K	\$179K	\$300K	\$468K	\$257K
Avg Sales Price as a % of Avg List Price	96%	99%	100%	98%	97%	99%	96%	98%	94%	96%	96%	97%	97%

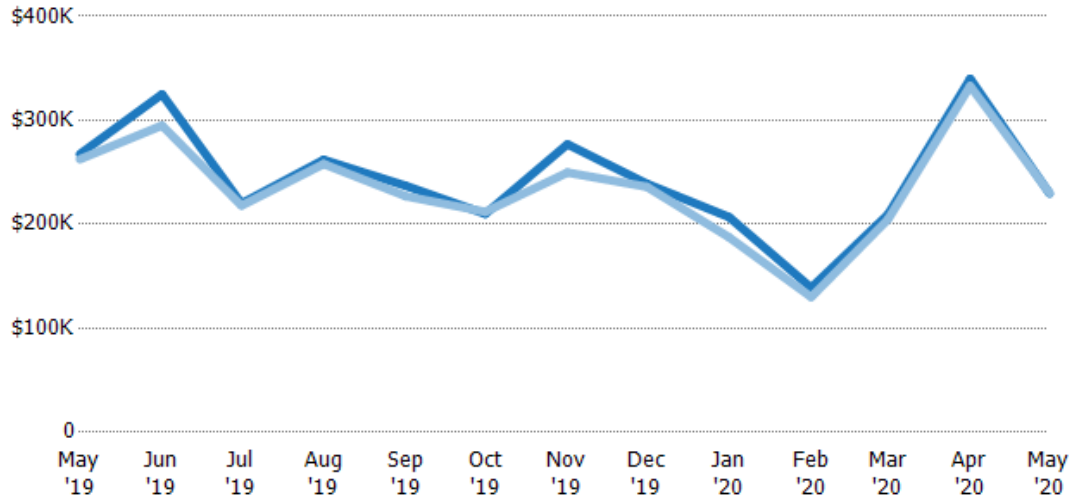
## Median Sales Price vs Median Listing Price

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$268K	\$325K	\$220K	\$262K	\$237K	\$210K	\$277K	\$239K	\$207K	\$139K	\$209K	\$340K	\$230K
Median Sales Price	\$263K	\$295K	\$218K	\$258K	\$227K	\$212K	\$250K	\$236K	\$188K	\$130K	\$205K	\$333K	\$230K
Med Sales Price as a % of Med List Price	98%	91%	99%	98%	96%	101%	90%	99%	91%	94%	98%	98%	100%

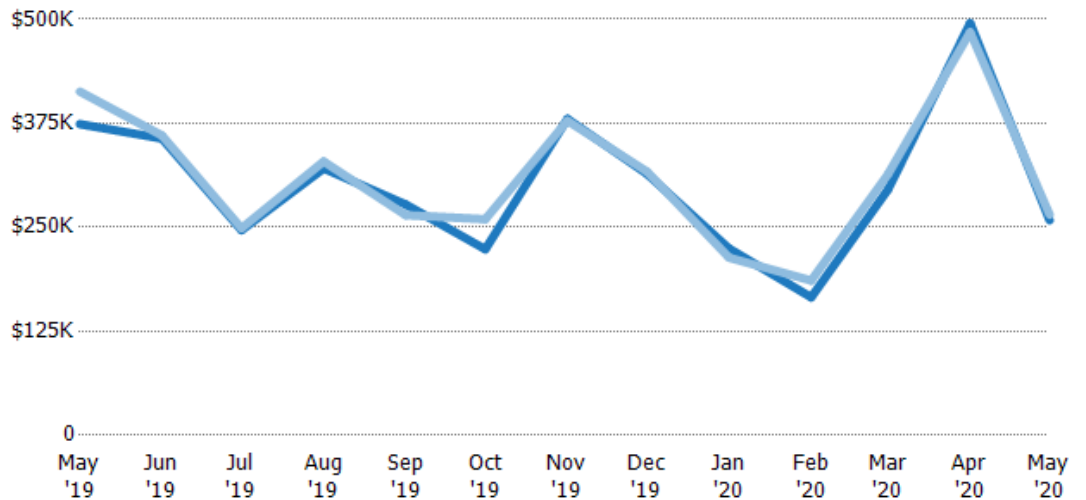
## Average Sales Price vs Average Est Value

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$374K	\$357K	\$247K	\$321K	\$277K	\$224K	\$380K	\$314K	\$224K	\$166K	\$295K	\$495K	\$258K
Avg Sales Price	\$413K	\$360K	\$249K	\$329K	\$265K	\$260K	\$378K	\$317K	\$213K	\$186K	\$314K	\$485K	\$265K
Avg Sales Price as a % of Avg Est Value	110%	101%	101%	103%	95%	116%	99%	101%	95%	112%	106%	98%	103%

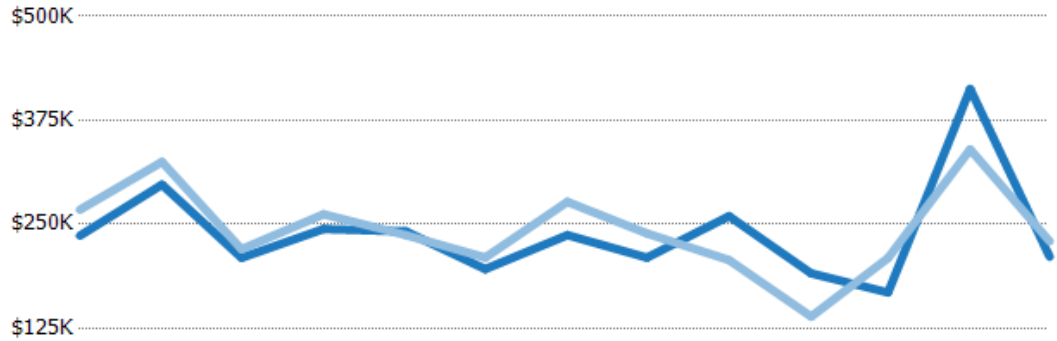
## Median Sales Price vs Median Est Value

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

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$236K	\$298K	\$210K	\$244K	\$242K	\$196K	\$237K	\$210K	\$260K	\$191K	\$168K	\$413K	\$211K
Median Sales Price	\$268K	\$325K	\$220K	\$262K	\$237K	\$210K	\$277K	\$239K	\$207K	\$139K	\$209K	\$340K	\$230K
Med Sales Price as a % of Med Est Value	113%	109%	105%	107%	98%	107%	117%	114%	80%	73%	125%	82%	109%