

## 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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11	13	-15.4%	65	73	-11%
New Listing Volume	\$2,751,600	\$3,042,800	-9.6%	\$15,150,700	\$18,679,700	-18.9%
Active Listing Count	20	36	-44.4%	N/A	N/A	
Active Listing Volume	\$6,664,900	\$10,814,500	-38.4%	N/A	N/A	
Average Listing Price	\$333,245	\$300,403	+10.9%	\$321,501	\$287,214	+11.9%
Median Listing Price	\$267,000	\$274,500	-2.7%	\$259,811	\$256,304	+1.4%
Median Days in RPR	76	64	+18.8%	95.25	74.79	+27.3%
Months of Inventory	2.2	4.5	-50.6%	3.8	3.9	-3.7%
Absorption Rate	45%	22.22%	+22.8%	26.53%	25.56%	+1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	17	11	+54.5%	72	62	+16.1%
New Pending Sales Volume	\$4,120,900	\$2,464,400	+67.2%	\$17,060,200	\$14,086,600	+21.1%
Pending Sales Count	31	23	+34.8%	N/A	N/A	
Pending Sales Volume	\$8,105,000	\$4,831,500	+67.8%	N/A	N/A	
Closed Sales Count	11	7	+57.1%	46	39	+17.9%
Closed Sales Volume	\$2,587,300	\$1,805,500	+43.3%	\$9,936,150	\$9,124,500	+8.9%
Average Sales Price	\$235,209	\$257,929	-8.8%	\$216,003	\$233,962	-7.7%
Median Sales Price	\$238,000	\$230,000	+3.5%	\$198,059	\$216,335	-8.4%

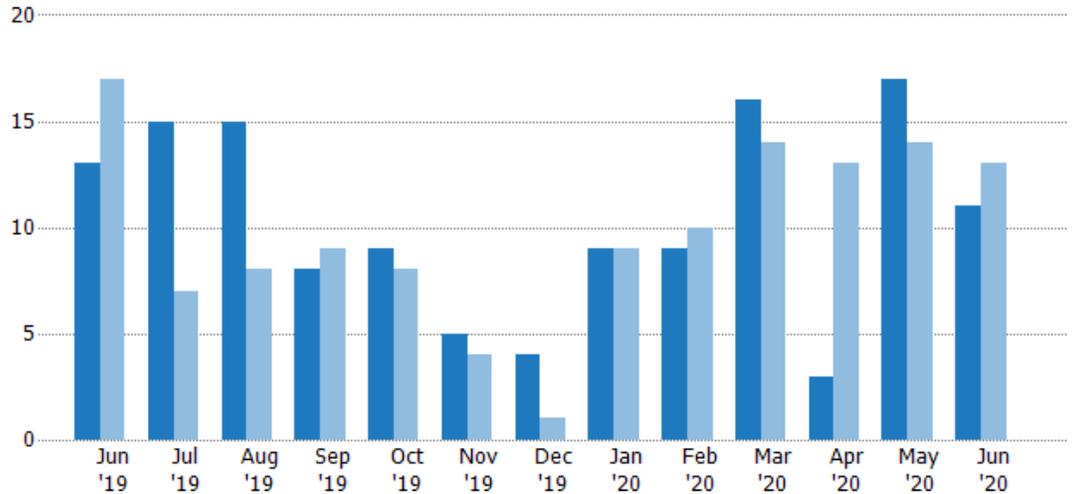
## New Listings

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.
Jun '20	11	-15.4%
Jun '19	13	-23.5%
Jun '18	17	-5.9%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	13	15	15	8	9	5	4	9	9	16	3	17	11
Prior Year	17	7	8	9	8	4	1	9	10	14	13	14	13
Percent Change from Prior Year	-24%	114%	88%	-11%	13%	25%	300%	0%	-10%	14%	-77%	21%	-15%

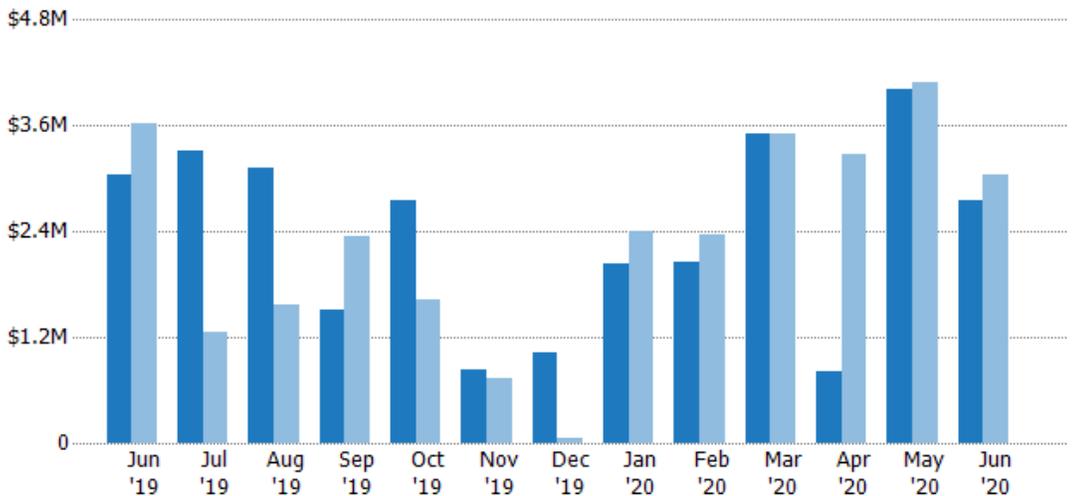
## New Listing Volume

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.
Jun '20	\$2.75M	-9.6%
Jun '19	\$3.04M	-16%
Jun '18	\$3.62M	0%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$3.04M	\$3.31M	\$3.11M	\$1.5M	\$2.75M	\$824K	\$1.02M	\$2.03M	\$2.05M	\$3.5M	\$814K	\$4.01M	\$2.75M
Prior Year	\$3.62M	\$1.26M	\$1.58M	\$2.34M	\$1.62M	\$728K	\$56.5K	\$2.41M	\$2.36M	\$3.51M	\$3.27M	\$4.09M	\$3.04M
Percent Change from Prior Year	-16%	163%	97%	-36%	70%	13%	1,702%	-16%	-13%	0%	-75%	-2%	-10%

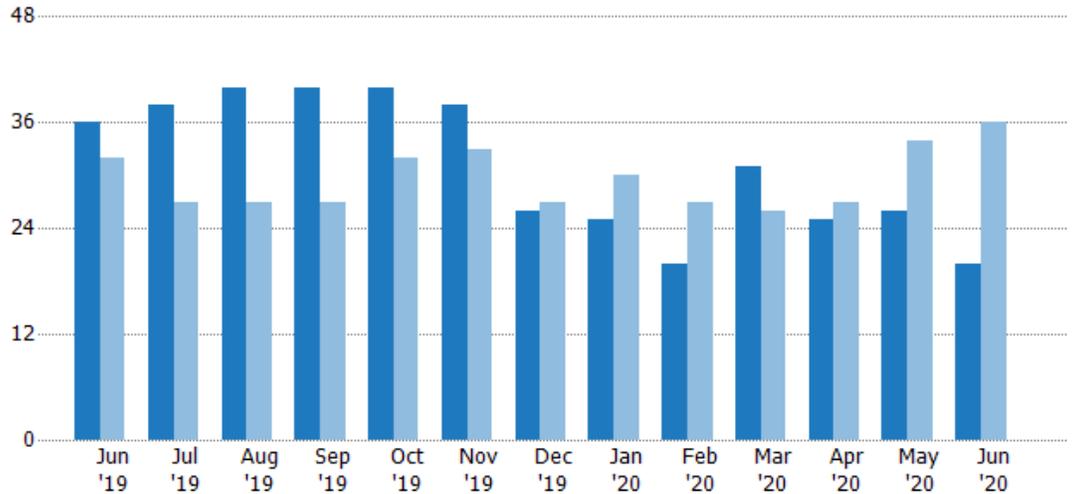
## Active Listings

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.
Jun '20	20	-44.4%
Jun '19	36	12.5%
Jun '18	32	31.3%



Current Year	36	38	40	40	40	38	26	25	20	31	25	26	20
Prior Year	32	27	27	27	32	33	27	30	27	26	27	34	36
Percent Change from Prior Year	13%	41%	48%	48%	25%	15%	-4%	-17%	-26%	19%	-7%	-24%	-44%

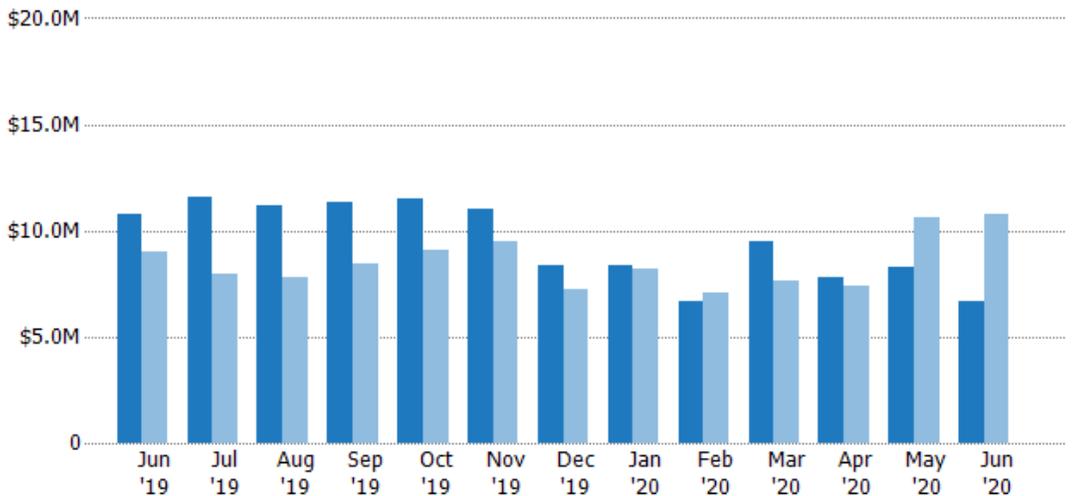
## Active Listing Volume

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.
Jun '20	\$6.66M	-38.4%
Jun '19	\$10.8M	20%
Jun '18	\$9.01M	9%



Current Year	\$10.8M	\$11.6M	\$11.2M	\$11.3M	\$11.5M	\$11.1M	\$8.36M	\$8.34M	\$6.7M	\$9.46M	\$7.8M	\$8.29M	\$6.66M
Prior Year	\$9.01M	\$7.97M	\$7.81M	\$8.41M	\$9.05M	\$9.47M	\$7.21M	\$8.17M	\$7.06M	\$7.65M	\$7.43M	\$10.6M	\$10.8M
Percent Change from Prior Year	20%	45%	43%	34%	27%	17%	16%	2%	-5%	24%	5%	-22%	-38%

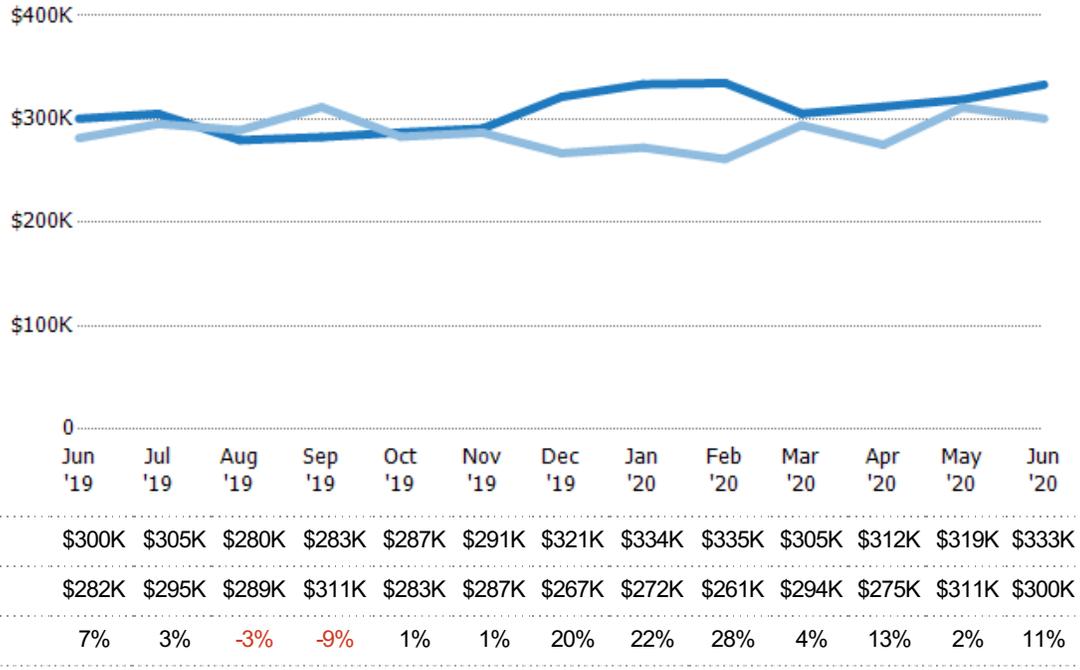
## Average Listing Price

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.
Jun '20	\$333K	10.9%
Jun '19	\$300K	6.7%
Jun '18	\$282K	-17%



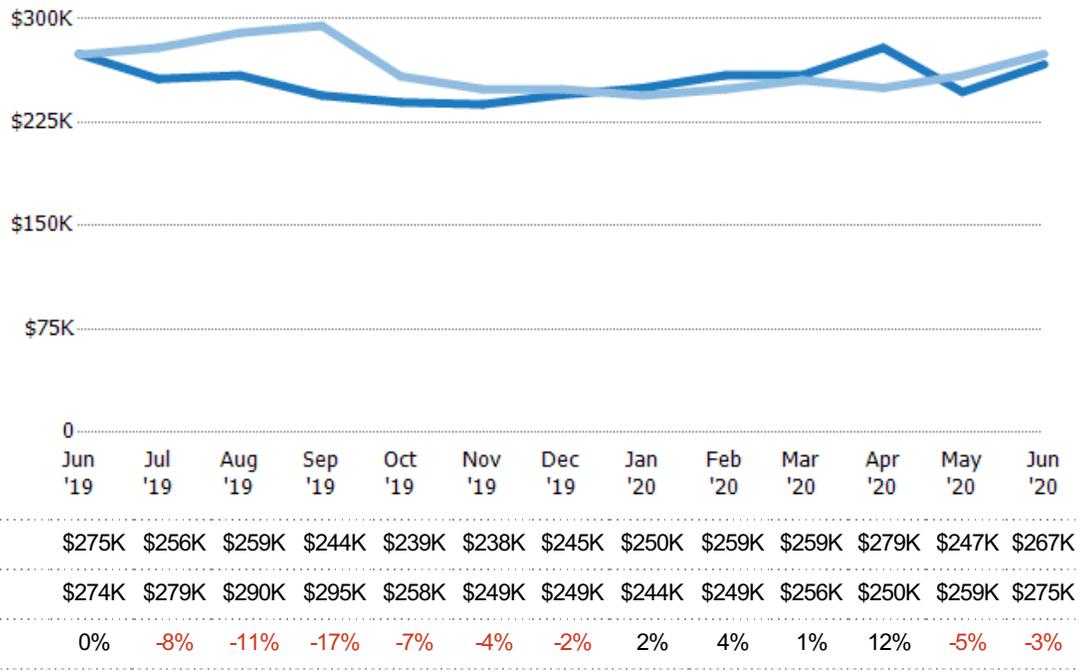
## Median Listing Price

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.
Jun '20	\$267K	-2.7%
Jun '19	\$275K	0.2%
Jun '18	\$274K	-20.6%

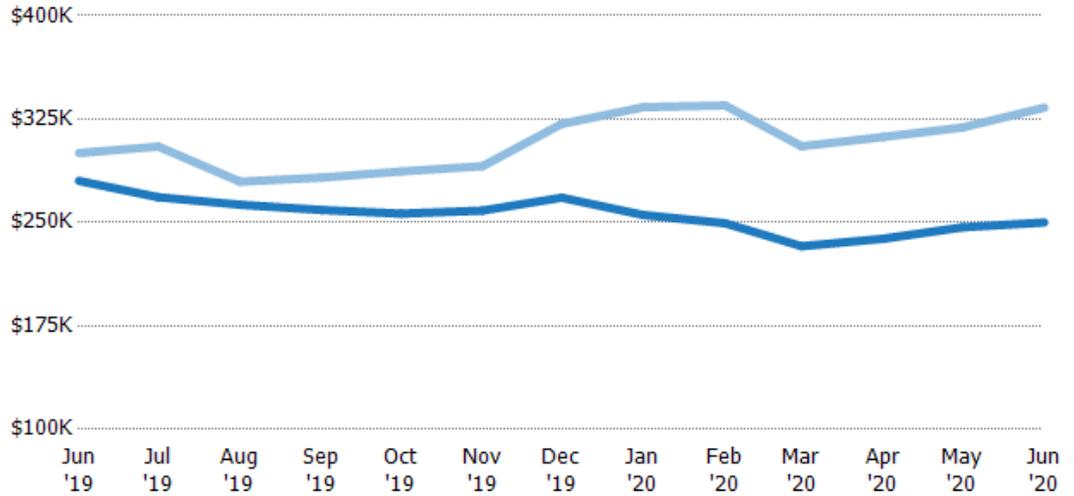


## Average Listing Price vs Average Est Value

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



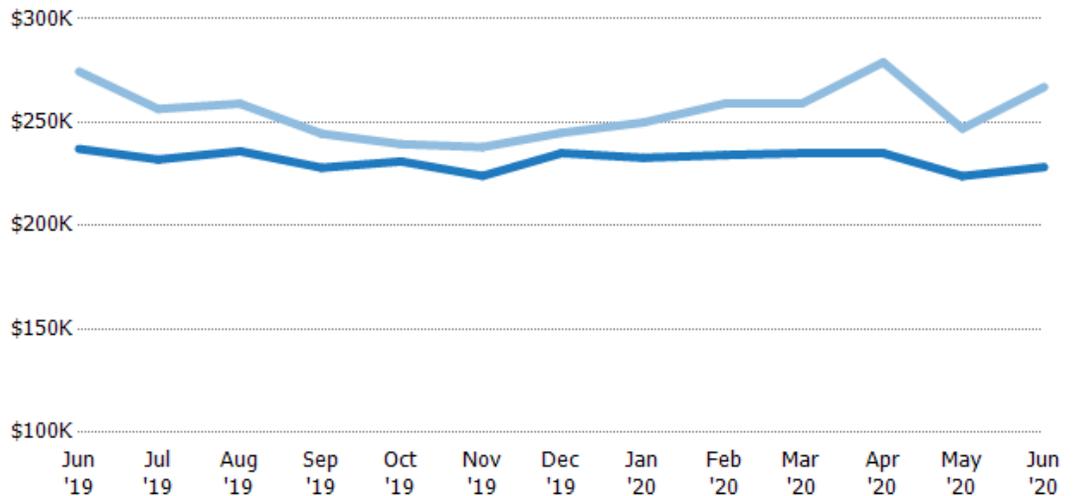
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$280K	\$268K	\$263K	\$259K	\$256K	\$259K	\$268K	\$255K	\$249K	\$233K	\$238K	\$246K	\$250K
Avg Listing Price	\$300K	\$305K	\$280K	\$283K	\$287K	\$291K	\$321K	\$334K	\$335K	\$305K	\$312K	\$319K	\$333K
Avg Listing Price as a % of Avg Est Value	107%	114%	106%	109%	112%	112%	120%	131%	134%	131%	131%	129%	133%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$237K	\$232K	\$236K	\$228K	\$231K	\$224K	\$235K	\$233K	\$234K	\$235K	\$235K	\$224K	\$228K
Median Listing Price	\$275K	\$256K	\$259K	\$244K	\$239K	\$238K	\$245K	\$250K	\$259K	\$259K	\$279K	\$247K	\$267K
Med Listing Price as a % of Med Est Value	116%	111%	110%	107%	104%	106%	104%	107%	111%	110%	119%	110%	117%

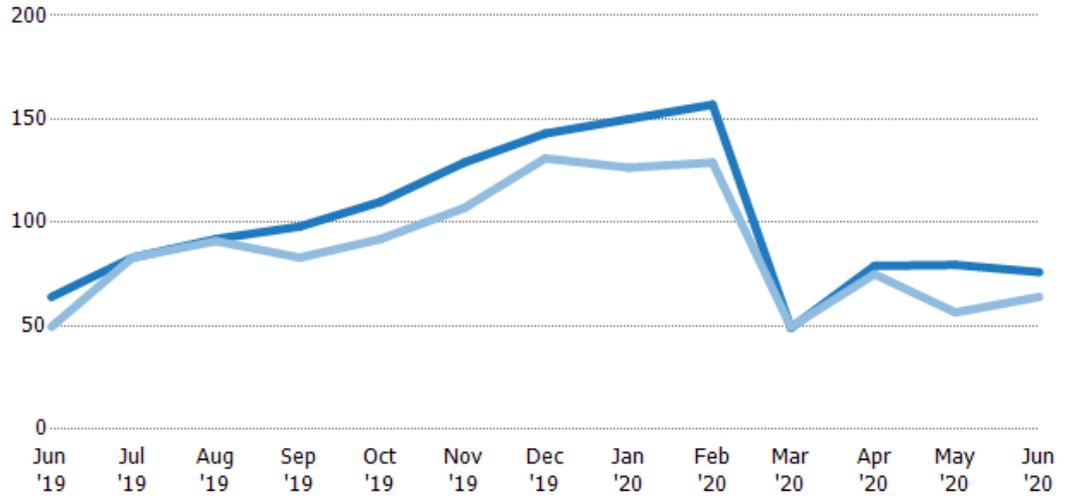
## Median Days in RPR

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.
Jun '20	76	18.8%
Jun '19	64	29.3%
Jun '18	49.5	31.3%



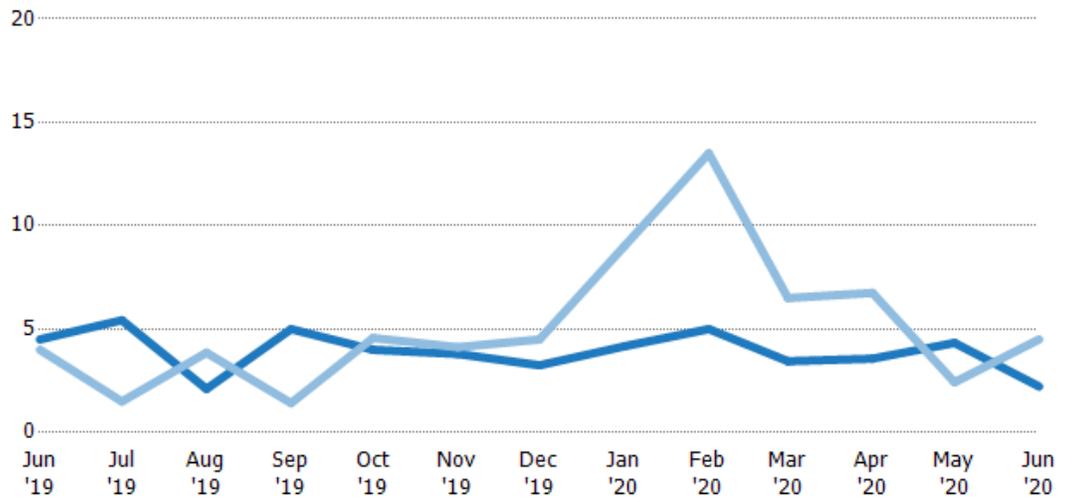
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	64	83	92	98	110	129	143	150	157	49	79	79.5	76
Prior Year	49.5	83	91	83	92	107	131	127	129	49.5	75	56.5	64
Percent Change from Prior Year	29%	0%	1%	18%	20%	21%	9%	19%	22%	-1%	5%	41%	19%

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



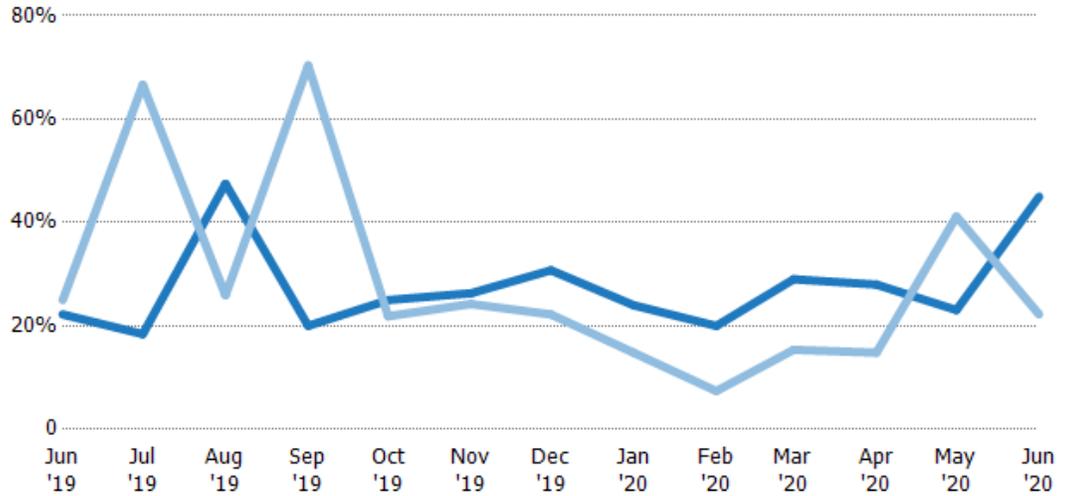
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	4.5	5.43	2.11	5	4	3.8	3.25	4.17	5	3.44	3.57	4.33	2.22
Prior Year	4	1.5	3.86	1.42	4.57	4.13	4.5	9	13.5	6.5	6.75	2.43	4.5
Percent Change from Prior Year	13%	262%	-45%	252%	-12%	-8%	-28%	100%	-63%	-47%	-47%	78%	-51%

## 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



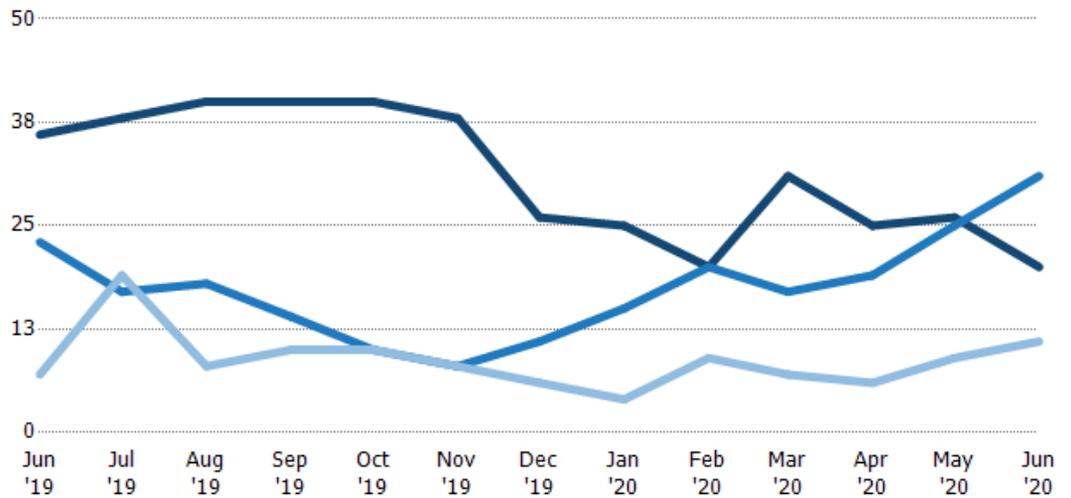
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	22%	18%	48%	20%	25%	26%	31%	24%	20%	29%	28%	23%	45%
Prior Year	25%	67%	26%	70%	22%	24%	22%	15%	7%	15%	15%	41%	22%
Change from Prior Year	3%	48%	-22%	50%	-3%	-2%	-9%	-24%	-13%	-14%	-13%	18%	-23%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	36	38	40	40	40	38	26	25	20	31	25	26	20
Pending	23	17	18	14	10	8	11	15	20	17	19	25	31
Sold	7	19	8	10	10	8	6	4	9	7	6	9	11

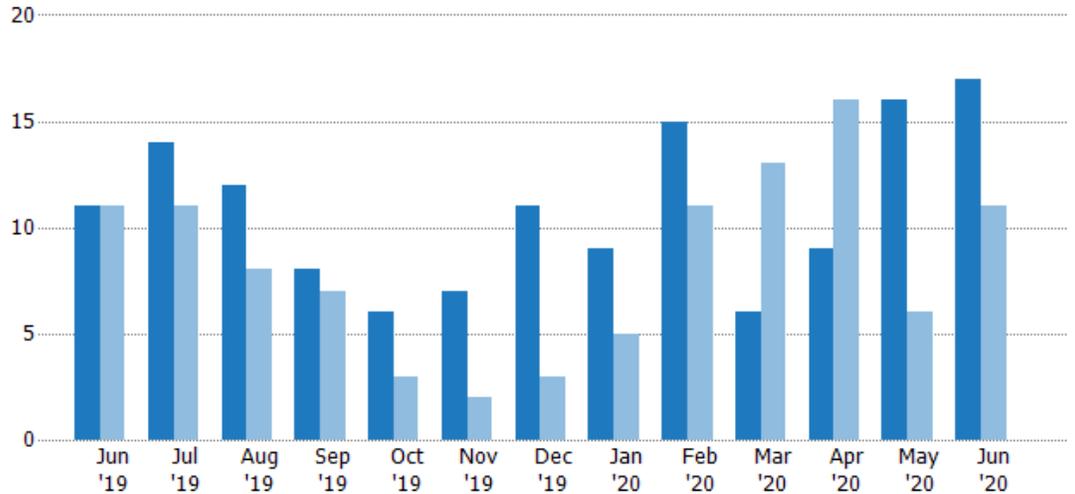
## New Pending Sales

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

### Filters Used

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

Month/Year	Count	% Chg.
Jun '20	17	54.5%
Jun '19	11	0%
Jun '18	11	-36.4%



Current Year	11	14	12	8	6	7	11	9	15	6	9	16	17
Prior Year	11	11	8	7	3	2	3	5	11	13	16	6	11
Percent Change from Prior Year	0%	27%	50%	14%	100%	250%	267%	80%	36%	-54%	-44%	167%	55%

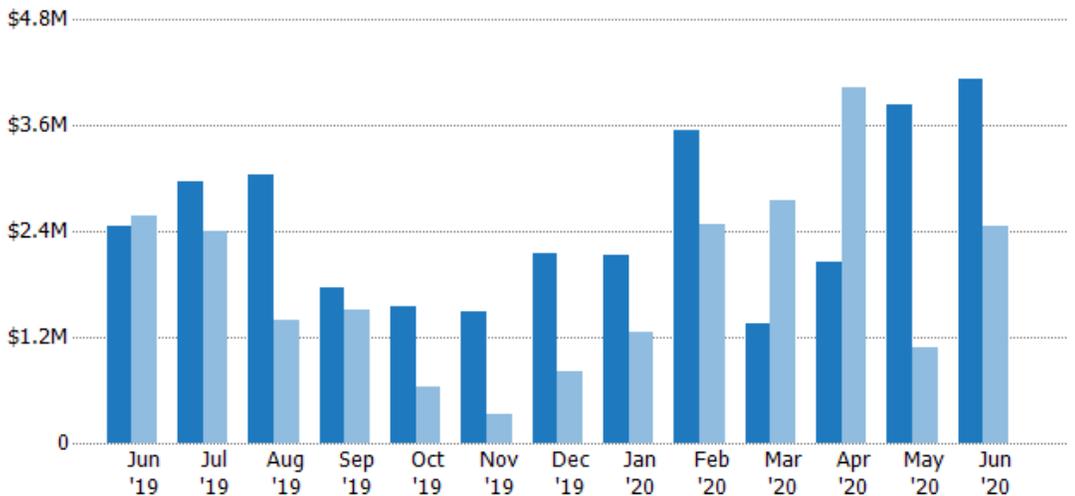
## New Pending Sales Volume

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.
Jun '20	\$4.12M	67.2%
Jun '19	\$2.46M	-4.2%
Jun '18	\$2.57M	-36.5%



Current Year	\$2.46M	\$2.97M	\$3.04M	\$1.77M	\$1.55M	\$1.49M	\$2.15M	\$2.14M	\$3.55M	\$1.35M	\$2.06M	\$3.84M	\$4.12M
Prior Year	\$2.57M	\$2.4M	\$1.39M	\$1.51M	\$632K	\$319K	\$814K	\$1.26M	\$2.48M	\$2.76M	\$4.03M	\$1.09M	\$2.46M
Percent Change from Prior Year	-4%	24%	119%	18%	145%	368%	164%	70%	43%	-51%	-49%	252%	67%

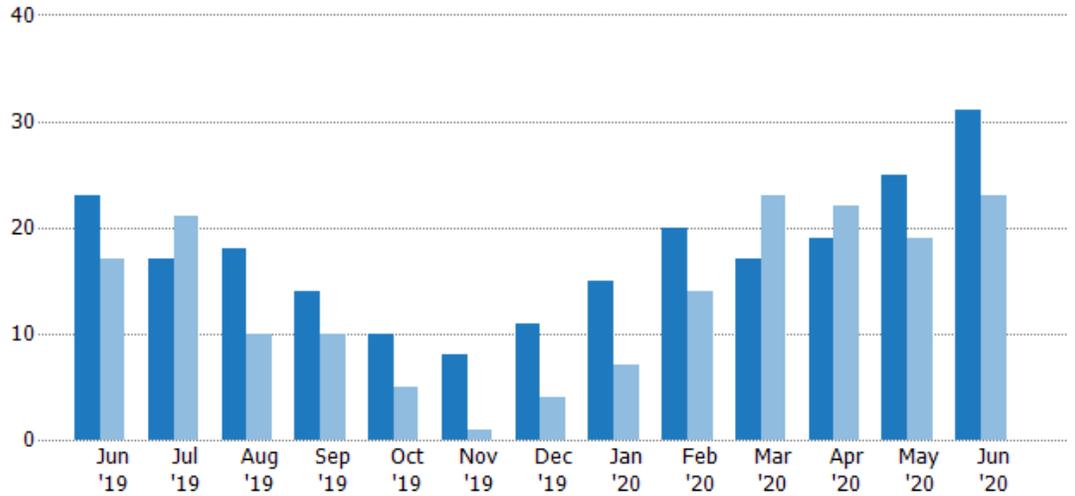
## Pending Sales

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.
Jun '20	31	34.8%
Jun '19	23	35.3%
Jun '18	17	0%



Current Year	23	17	18	14	10	8	11	15	20	17	19	25	31
Prior Year	17	21	10	10	5	1	4	7	14	23	22	19	23
Percent Change from Prior Year	35%	-19%	80%	40%	100%	700%	175%	114%	43%	-26%	-14%	32%	35%

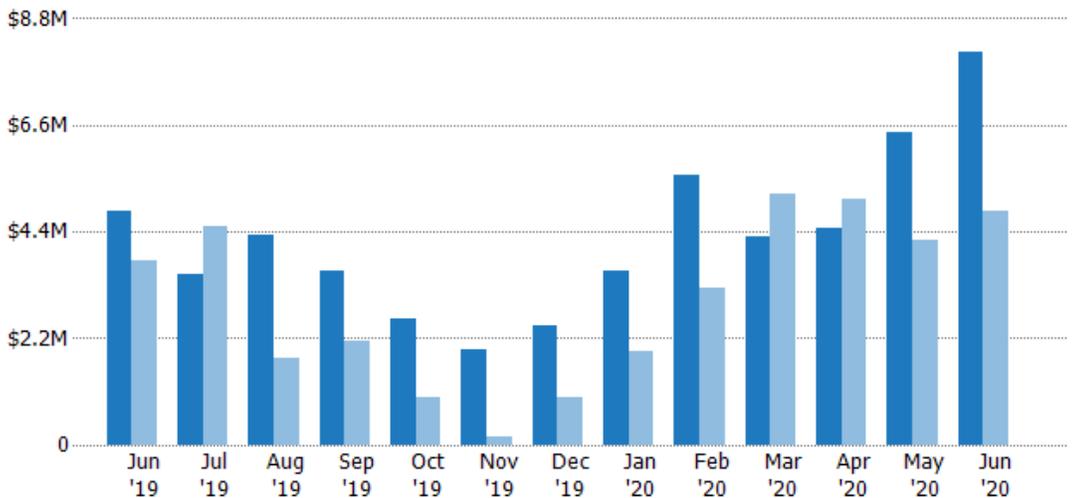
## Pending Sales Volume

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.
Jun '20	\$8.11M	67.8%
Jun '19	\$4.83M	27.2%
Jun '18	\$3.8M	-2.8%



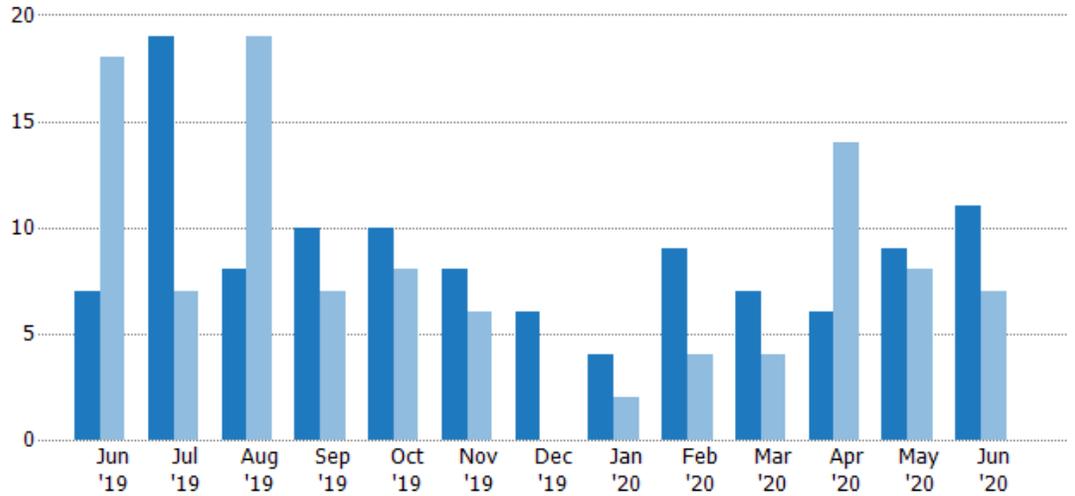
Current Year	\$4.83M	\$3.54M	\$4.33M	\$3.58M	\$2.61M	\$1.96M	\$2.45M	\$3.59M	\$5.58M	\$4.31M	\$4.48M	\$6.44M	\$8.11M
Prior Year	\$3.8M	\$4.51M	\$1.8M	\$2.13M	\$980K	\$180K	\$994K	\$1.95M	\$3.24M	\$5.18M	\$5.06M	\$4.24M	\$4.83M
Percent Change from Prior Year	27%	-21%	141%	68%	166%	990%	146%	85%	72%	-17%	-11%	52%	68%

## 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



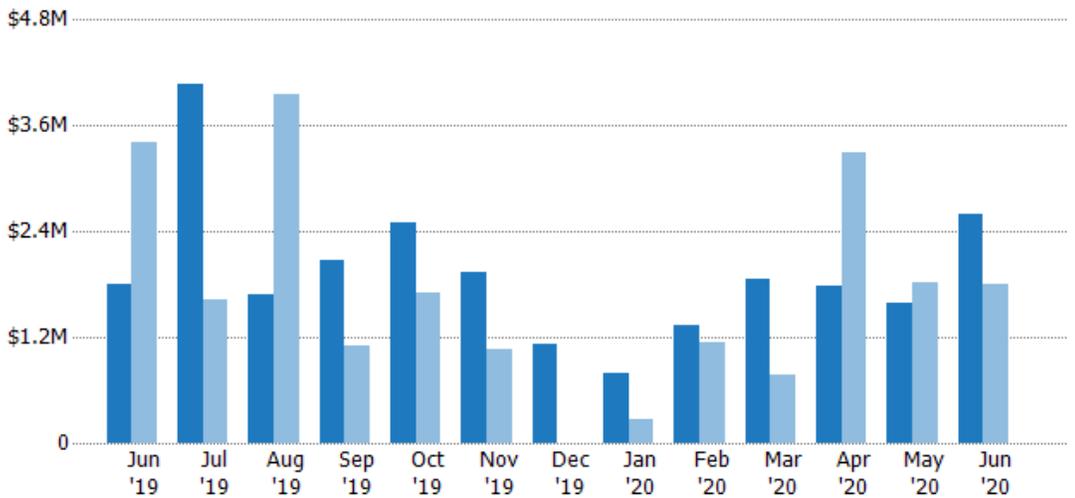
Current Year	7	19	8	10	10	8	6	4	9	7	6	9	11
Prior Year	18	7	19	7	8	6	-	2	4	4	14	8	7
Percent Change from Prior Year	-61%	171%	-58%	43%	25%	33%	100%	100%	125%	75%	-57%	13%	57%

## 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



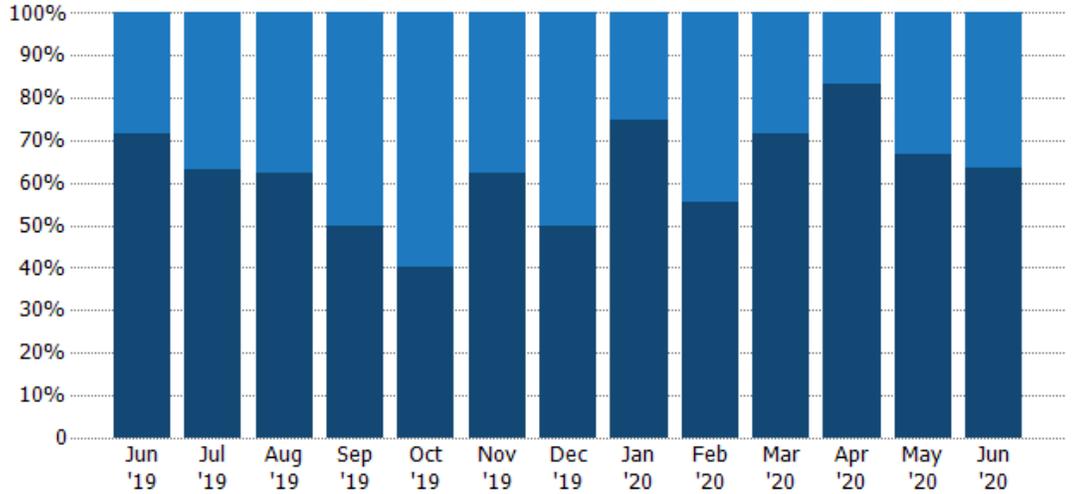
Current Year	\$1.81M	\$4.06M	\$1.68M	\$2.07M	\$2.5M	\$1.93M	\$1.13M	\$799K	\$1.33M	\$1.85M	\$1.79M	\$1.58M	\$2.59M
Prior Year	\$3.42M	\$1.63M	\$3.95M	\$1.11M	\$1.71M	\$1.06M	-	\$274K	\$1.14M	\$780K	\$3.3M	\$1.82M	\$1.81M
Percent Change from Prior Year	-47%	149%	-57%	87%	47%	83%	100%	191%	16%	137%	-46%	-13%	43%

## 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



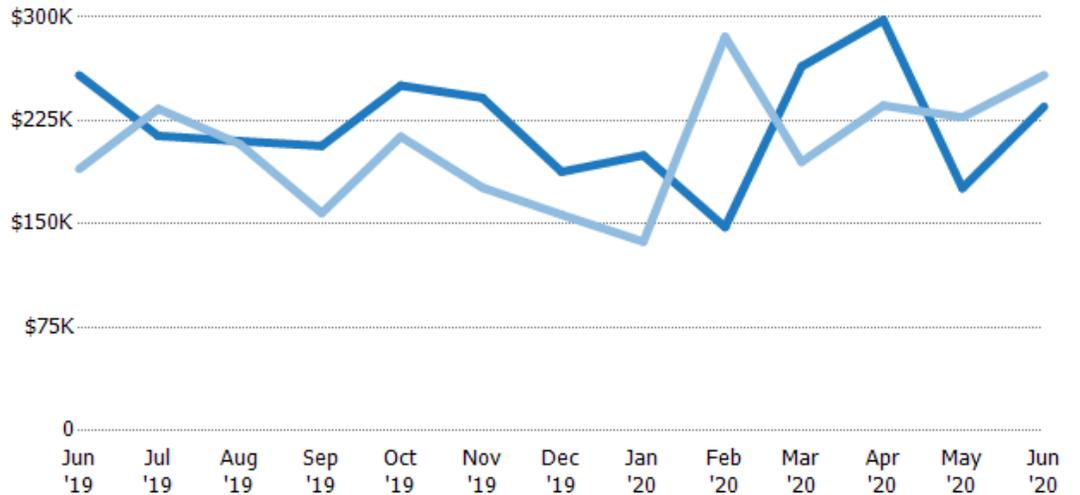
Condo/Townhouse	29%	37%	38%	50%	60%	38%	50%	25%	44%	29%	17%	33%	36%
Single Family Residence	71%	63%	63%	50%	40%	63%	50%	75%	56%	71%	83%	67%	64%

## 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



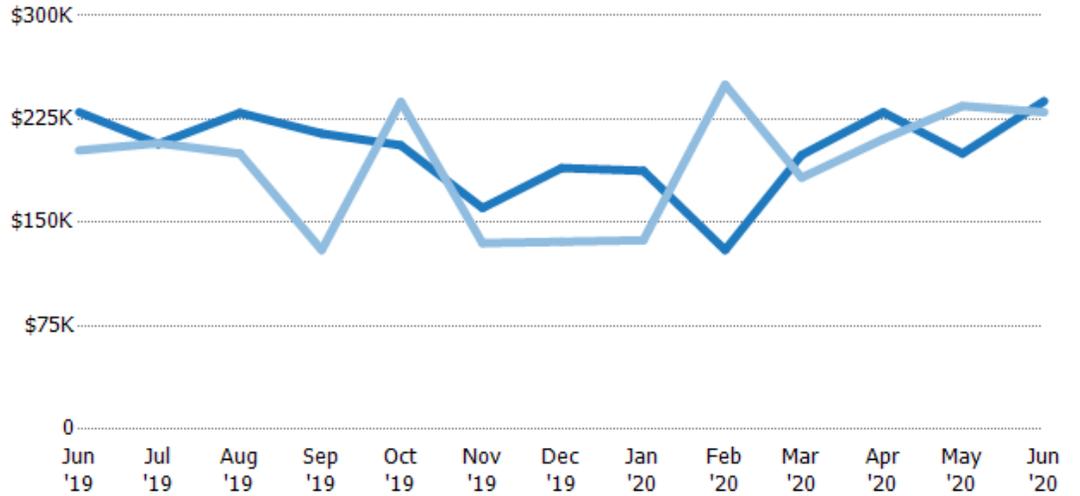
Current Year	\$258K	\$214K	\$210K	\$207K	\$250K	\$241K	\$188K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K
Prior Year	\$190K	\$233K	\$208K	\$158K	\$213K	\$176K	\$157K	\$137K	\$286K	\$195K	\$236K	\$227K	\$258K
Percent Change from Prior Year	36%	-8%	1%	31%	17%	37%	100%	46%	-48%	35%	26%	-23%	-9%

## 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



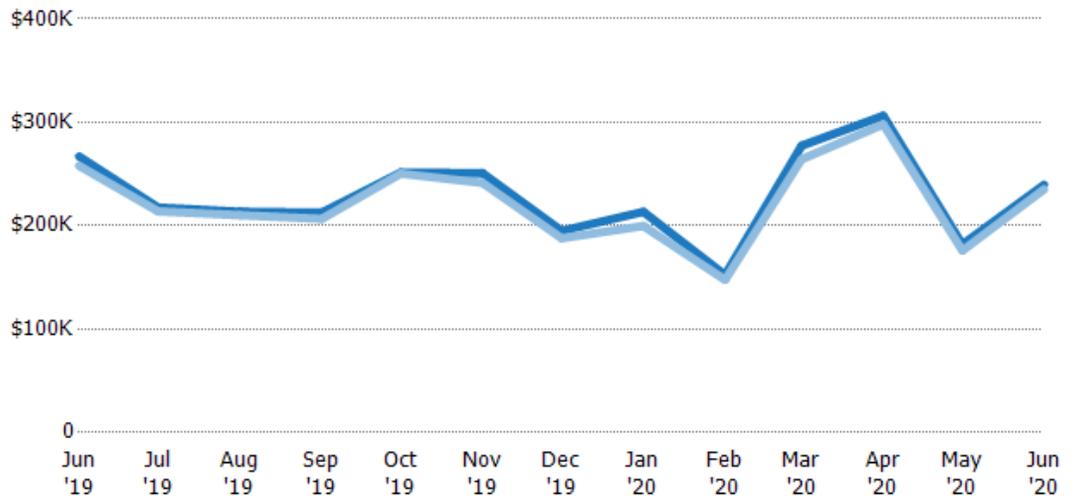
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$230K	\$207K	\$230K	\$215K	\$206K	\$161K	\$190K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K
Prior Year	\$202K	\$208K	\$200K	\$130K	\$238K	\$135K	\$136K	\$137K	\$250K	\$183K	\$211K	\$235K	\$230K
Percent Change from Prior Year	14%	0%	15%	65%	-13%	19%	100%	37%	-48%	9%	9%	-15%	3%

## 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



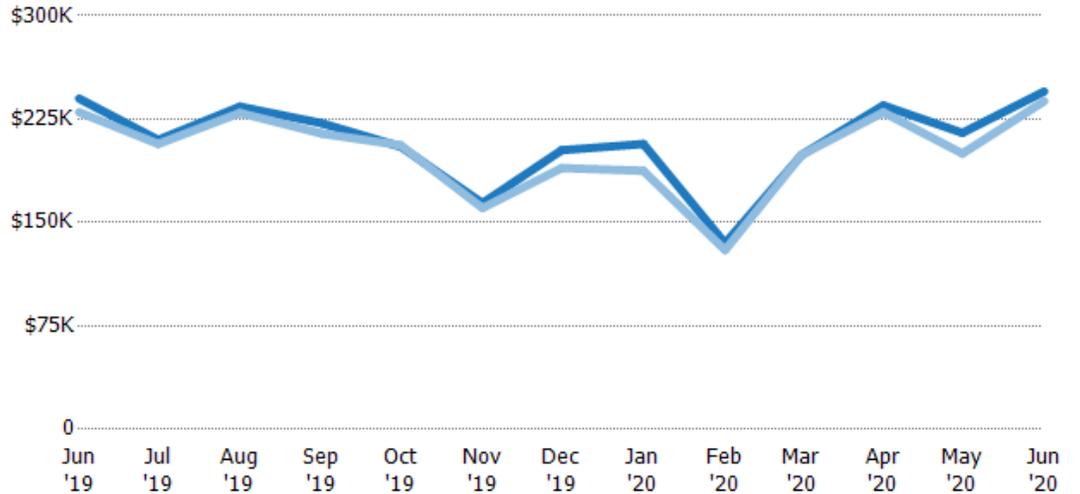
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$267K	\$218K	\$214K	\$213K	\$251K	\$251K	\$195K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K
Avg Sales Price	\$258K	\$214K	\$210K	\$207K	\$250K	\$241K	\$188K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	97%	100%	96%	96%	94%	97%	95%	97%	97%	98%

## 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



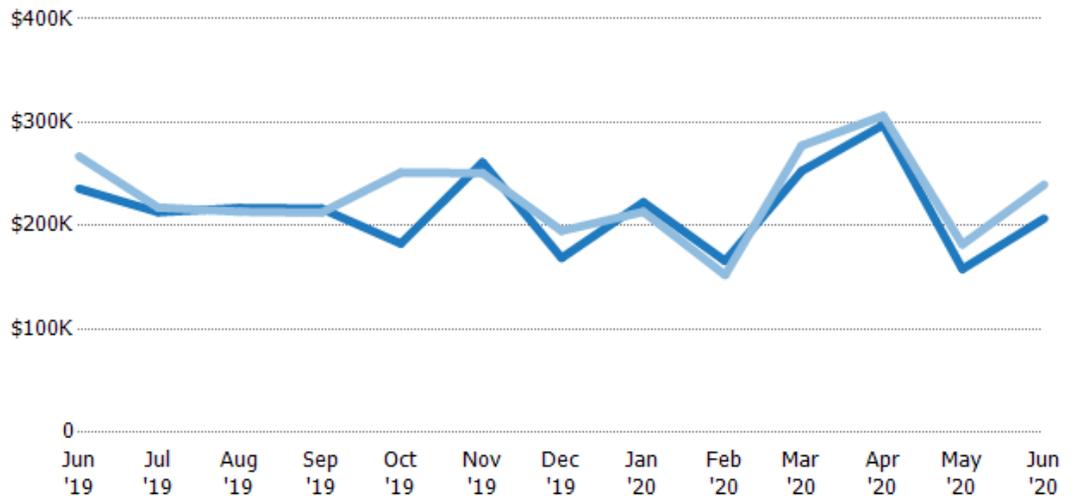
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$240K	\$210K	\$234K	\$222K	\$205K	\$164K	\$202K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K
Median Sales Price	\$230K	\$207K	\$230K	\$215K	\$206K	\$161K	\$190K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K
Med Sales Price as a % of Med List Price	96%	99%	98%	97%	100%	98%	94%	91%	96%	100%	98%	93%	97%

## 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



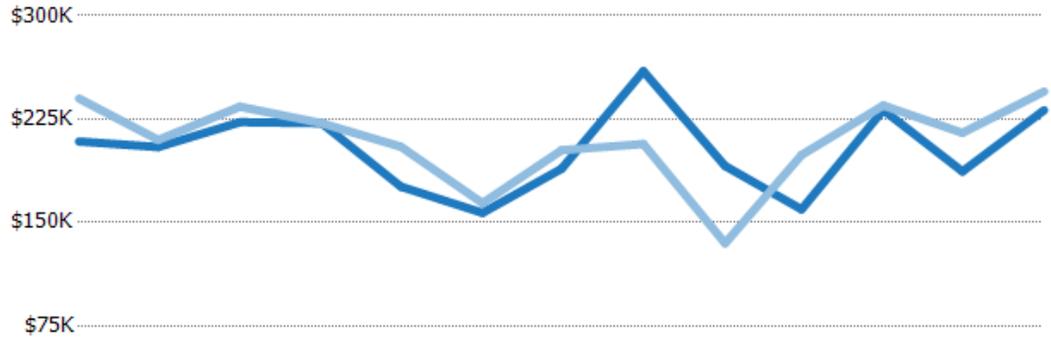
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$236K	\$213K	\$217K	\$216K	\$183K	\$261K	\$169K	\$223K	\$166K	\$253K	\$297K	\$158K	\$207K
Avg Sales Price	\$267K	\$218K	\$214K	\$213K	\$251K	\$251K	\$195K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K
Avg Sales Price as a % of Avg Est Value	113%	102%	98%	98%	138%	96%	116%	96%	92%	110%	103%	115%	116%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$209K	\$205K	\$223K	\$222K	\$176K	\$157K	\$189K	\$260K	\$191K	\$160K	\$232K	\$187K	\$231K
Median Sales Price	\$240K	\$210K	\$234K	\$222K	\$205K	\$164K	\$202K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K
Med Sales Price as a % of Med Est Value	115%	103%	105%	100%	116%	104%	107%	80%	71%	125%	101%	115%	106%