

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+ / -	YTD 2019	YTD 2020	+ / -	Jul 2019	Jul 2020	Key Metrics
						Listing Activity Charts Metrics
-5%	139	132	-13%	23	20	New Listing Count
+18.1%	\$52,616,582	\$62,132,295	+49.5%	\$5,546,588	\$8,292,800	New Listing Volume
	N/A	N/A	-35.7%	70	45	Active Listing Count
	N/A	N/A	-43.7%	\$35,635,382	\$20,079,295	Active Listing Volume
+7.4%	\$542,313	\$582,334	-12.3%	\$509,077	\$446,207	Average Listing Price
-8.8%	\$348,515	\$317,780	-16.4%	\$329,000	\$275,000	Median Listing Price
+12.5%	83.95	94.48	-21.7%	92	72	Median Daysin RPR
-2.5%	5	4.8	-58.4%	6.4	2.6	Months of Inventory
+0.5%	20.15%	20.67%	+22.1%	15.71%	37.78%	Absorption Rate
						Sales Activity Charts Metrics
+14.2%	113	129	-12.5%	24	21	New Pending Sales Count
+45.2%	\$33,716,700	\$48,941,690	+90%	\$6,387,200	\$12,135,800	New Pending Sales Volume
	N/A	N/A	+12.9%	31	35	Pending Sales Count
	N/A	N/A	+98.9%	\$8,681,600	\$17,271,900	Pending Sales Volume
+21.6%	74	90	+25%	20	25	Closed Sales Count
+33%	\$22,409,500	\$29,807,100	+102.8%	\$4,917,000	\$9,972,000	Closed Sales Volume
+9.4%	\$302,831	\$331,190	+62.2%	\$245,850	\$398,880	Average Sales Price
+8.1%	\$244,250	\$264,100	+34.1%	\$223,000	\$299,000	Median Sales Price



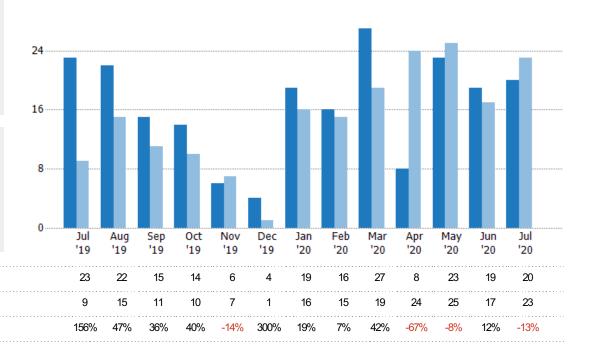


New Listings

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

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.
Jul '20	20	-13%
Jul '19	23	155.6%
Jul '18	9	55.6%



New Listing Volume

Percent Change from Prior Year

Current Year

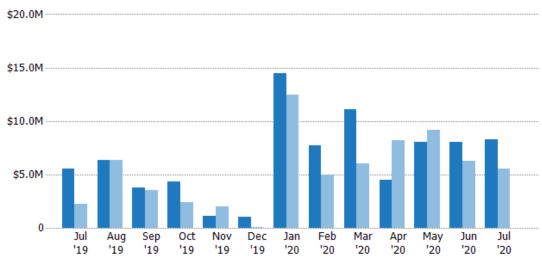
Prior Year

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

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

Condo/Townhouse/Apt, Single Family Residence

Volume	% Chg.
\$8.29M	49.5%
\$5.55M	143.8%
\$2.27M	74%
	\$8.29M \$5.55M



 Current Year
 \$5.55M \$6.39M \$3.79M \$4.33M \$1.11M \$994K \$14.5M \$7.72M \$11.1M \$4.53M \$8M \$8.07M \$8.29M

 Prior Year
 \$2.27M \$6.37M \$3.52M \$2.38M \$1.97M \$56.5K \$12.5M \$4.99M \$6.02M \$8.17M \$9.16M \$6.27M \$5.55M

 Percent Change from Prior Year
 144% 0% 8% 82% 44% 1,659% 16% 55% 84% 45% -13% 29% 50%



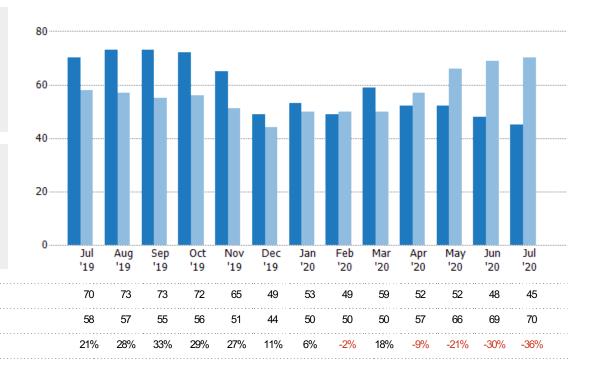


Active Listings

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

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.
Jul '20	45	-35.7%
Jul '19	70	20.7%
Jul '18	58	29.3%



Active Listing Volume

Percent Change from Prior Year

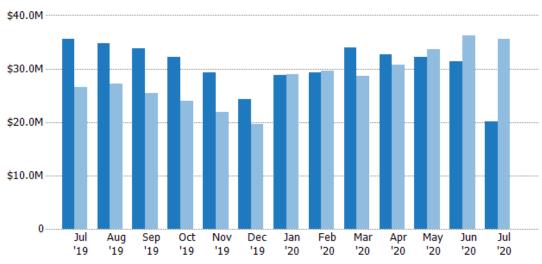
Current Year

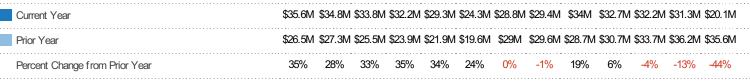
Prior Year

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

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Volume	% Chg.
\$20.1M	-43.7%
\$35.6M	34.5%
\$26.5M	25.1%
	\$20.1M \$35.6M







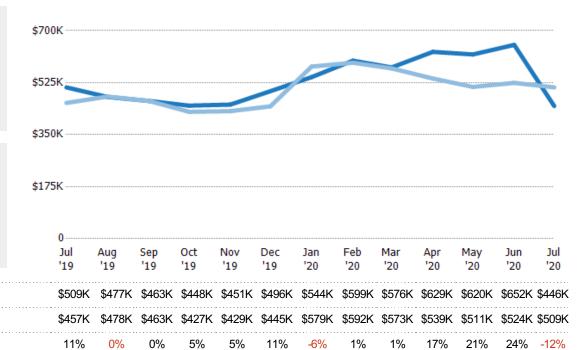
Average Listing Price

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

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Jul '20	\$446K	-12.3%
Jul '19	\$509K	11.5%
Jul '18	\$457K	-3.3%



Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

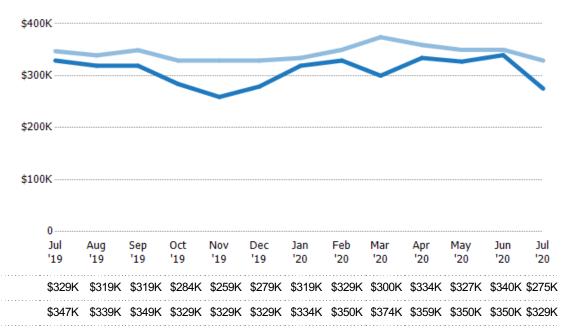
The median listing price of active residential listings at the end of each month.

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

Condo/Townhouse/Apt, Single Family Residence

Price	% Chg.
\$275K	-16.4%
\$329K	-5.2%
\$347K	-22.2%
	\$275K \$329K

Percent Change from Prior Year





Current Year

Prior Year



-4%

-6%

-20%

-7%

-6%

-3%

-16%

-14%

-21%

-15%

-5%

-6%

-9%

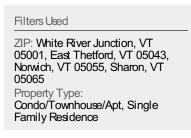
Avg Est Value

Avg Listing Price

Market Data Report

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.



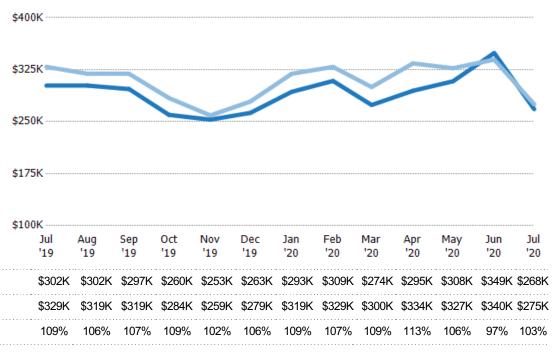


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

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 Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

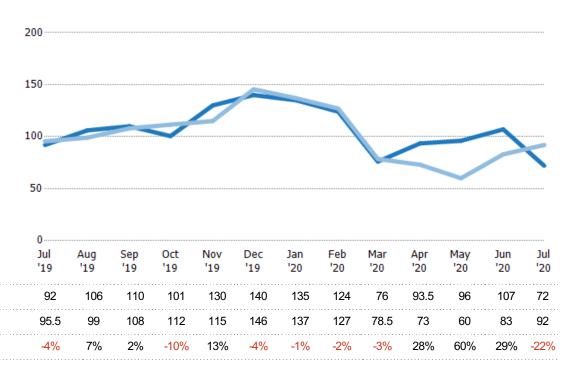


Median Days in RPR

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





Months of Inventory

Percent Change from Prior Year

Current Year Prior Year

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.
Jul '20	2.65	-58.4%
Jul '19	6.36	185.3%
Jul '18	2.23	52.8%

Percent Change from Prior Year

20												
15							\wedge					
10						//	\wedge	_	1			
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Jul '19		Sep '19		Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
6.36	3.65	4.29	4.24	5	4.08	5.89	12.3	5.36	6.5	4.73	3.43	2.65
2.23	3.8	2.12	5.6	3.64	5.5	10	16.7	10	11.4	3.88	5.31	6.36
185%	-4%	103%	-24%	37%	-26%	-41%	-26%	-46%	-43%	22%	-35%	-58%

Current Year

Prior Year

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:

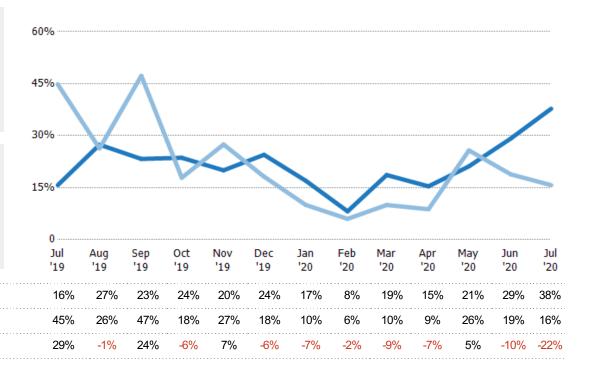
Current Year

Change from Prior Year

Prior Year

Condo/Townhouse/Apt, Single Family Residence

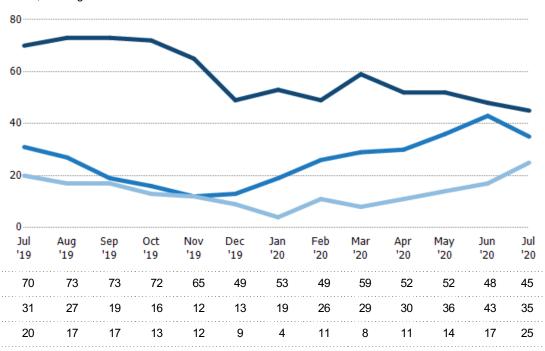
Month/ Year	Rate	Chg.
Jul '20	38%	-22.1%
Jul '19	16%	29.1%
Jul '18	45%	-34.6%



Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

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

Pending

Sold



New Pending Sales

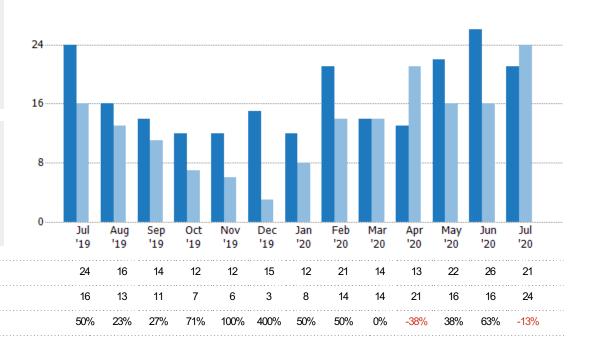
The number of residential properties with accepted offers that were added each month.

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.
Jul '20	21	-12.5%
Jul '19	24	50%
Jul '18	16	-37.5%

Current Year

Prior Year



New Pending Sales Volume

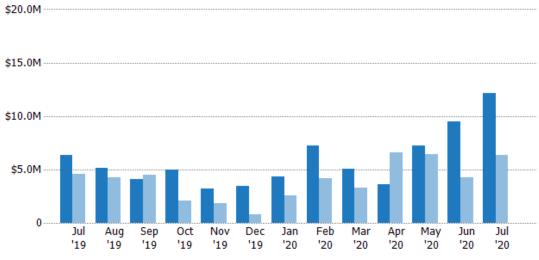
Percent Change from Prior Year

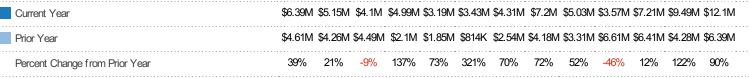
The sum of the sales price of residential properties with accepted offers that were added each month.

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

Condo/Townhouse/Apt, Single Family Residence

Volume	% Chg.
\$12.1M	90%
\$6.39M	38.6%
\$4.61M	-39.4%
	\$12.1M \$6.39M





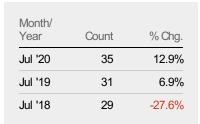


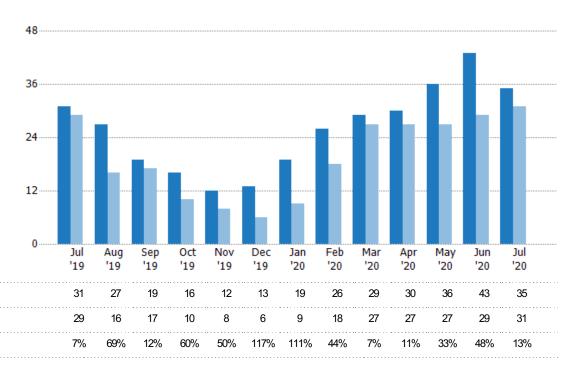


Pending Sales

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







Pending Sales Volume

Percent Change from Prior Year

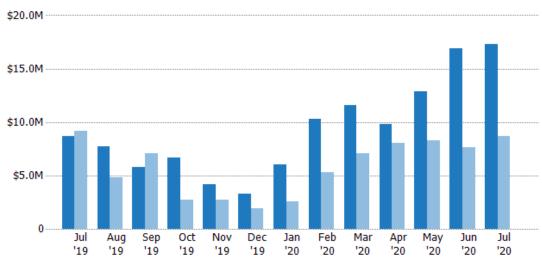
Current Year

Prior Year

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

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.
Jul '20	\$17.3M	98.9%
Jul '19	\$8.68M	-5.1%
Jul '18	\$9.15M	-42.4%





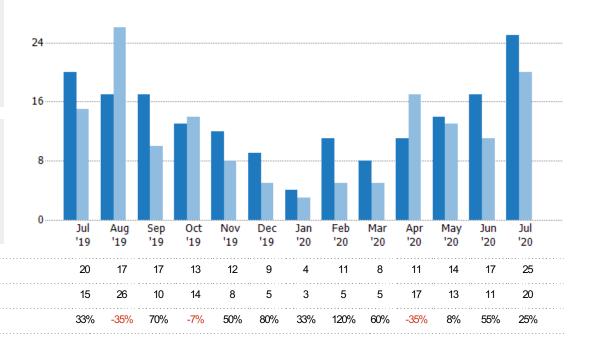


Closed Sales

The total number of residential properties sold each month.

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.
Jul '20	25	25%
Jul '19	20	33.3%
Jul '18	15	-20%



Closed Sales Volume

Percent Change from Prior Year

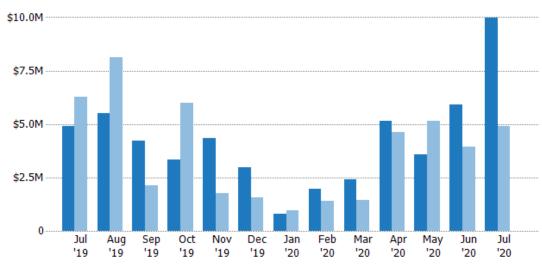
Current Year

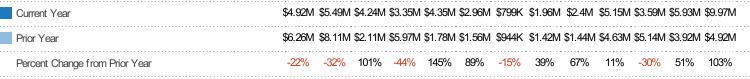
Prior Year

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

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.
Jul '20	\$9.97M	102.8%
Jul '19	\$4.92M	-21.5%
Jul '18	\$6.26M	-48.7%







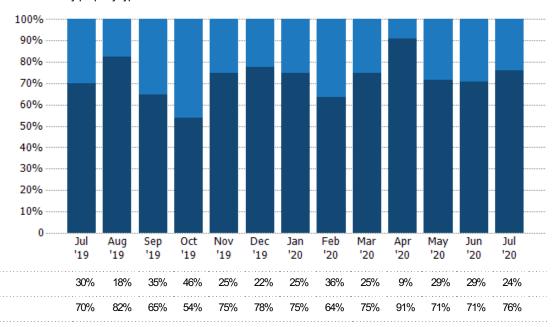
Closed Sales by Property Type

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



Average Sales Price

Single Family Residence

Condo/Townhouse

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

0

Jul

Aug

Filters Used

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

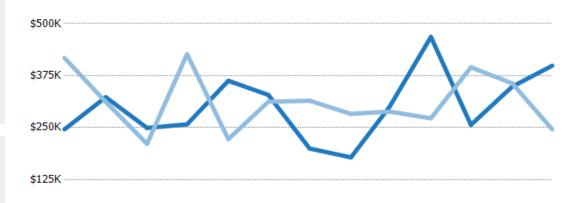
Property Type: Condo/Townhouse/Apt, Single Family Residence

 Month/Year
 Price
 % Chg.

 Jul '20
 \$399K
 62.2%

 Jul '19
 \$246K
 -41.1%

 Jul '18
 \$418K
 -35.9%



	'19	'19	'19	'19	'19	'19	'20	'20	'20	'20	'20	'20	'20
Current Year	\$246K	\$323K	\$249K	\$258K	\$363K	\$329K	\$200K	\$179K	\$300K	\$468K	\$257K	\$349K	\$399K
Prior Year	\$418K	\$312K	\$211K	\$427K	\$222K	\$312K	\$315K	\$283K	\$289K	\$273K	\$395K	\$357K	\$246K
Percent Change from Prior Year	-41%	4%	18%	-40%	63%	5%	-37%	-37%	4%	72%	-35%	-2%	62%

0ct

Nov

Dec

Jan



Feb

Mar

Jun

Jul

Median Sales Price

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

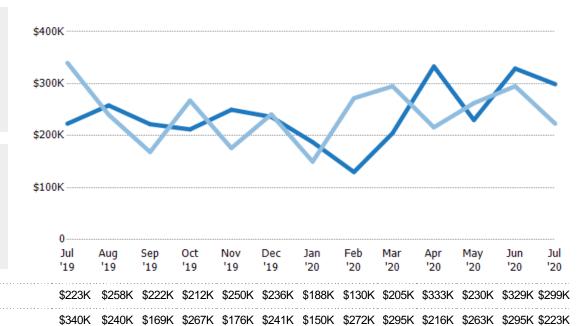
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Jul '20	\$299K	34.1%
Jul '19	\$223K	-34.4%
Jul '18	\$340K	-31.4%

Percent Change from Prior Year

Current Year
Prior Year



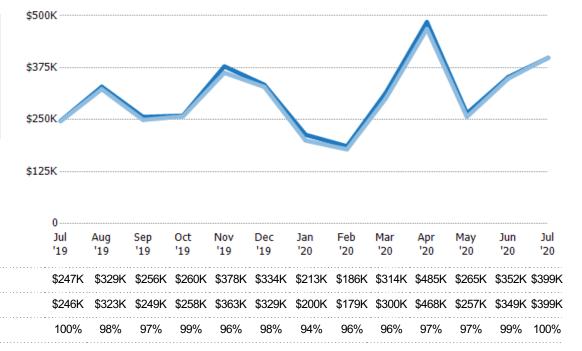
Average Sales Price vs Average Listing Price

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 Sales Price as a % of Avg List Price



Avg List Price

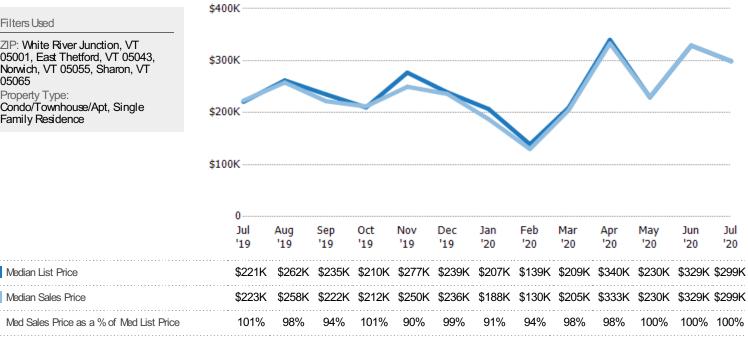
Avg Sales Price



Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.





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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$247K	\$335K	\$277K	\$224K	\$380K	\$329K	\$223K	\$170K	\$289K	\$495K	\$258K	\$334K	\$377K
Avg Sales Price	\$247K	\$329K	\$256K	\$260K	\$378K	\$334K	\$213K	\$186K	\$314K	\$485K	\$265K	\$352K	\$399K
Avg Sales Price as a % of Avg Est Value	100%	98%	92%	116%	99%	101%	96%	109%	109%	98%	103%	106%	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.

\$221K

102%

\$262K

102%

97%

\$235K \$210K \$277K \$239K

107% 117% 114%

Filters Used ZIP: White River Junction, VT

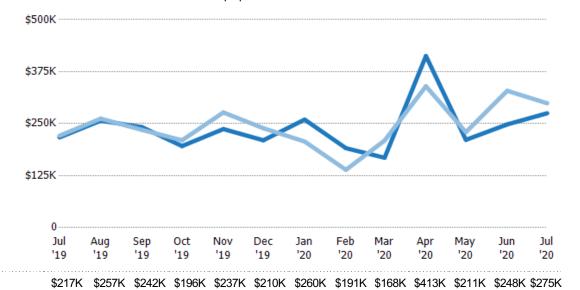
Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

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



\$207K

80%

73%

125%

\$139K \$209K \$340K \$230K \$329K \$299K

109%

82%



♪RPR



14 of 14