

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	16	-6.3%	80	87	-8%
New Listing Volume	\$5,569,800	\$3,440,688	+61.9%	\$20,695,500	\$21,632,388	-4.3%
Active Listing Count	28	36	-22.2%	N/A	N/A	
Active Listing Volume	\$7,970,900	\$10,552,088	-24.5%	N/A	N/A	
Average Listing Price	\$284,675	\$293,114	-2.9%	\$300,202	\$284,351	+5.6%
Median Listing Price	\$241,500	\$251,900	-4.1%	\$252,987	\$254,594	-0.6%
Median Days in RPR	45.5	79	-42.4%	80.51	69.32	+16.1%
Months of Inventory	2.5	5.1	-50.5%	3.2	3.8	-15.6%
Absorption Rate	39.29%	19.44%	+19.8%	30.94%	26.11%	+4.8%
Sales Activity Charts Metrics						
New Pending Sales Count	9	14	-35.7%	81	76	+6.6%
New Pending Sales Volume	\$2,555,800	\$2,969,300	-13.9%	\$19,616,000	\$17,055,900	+15%
Pending Sales Count	17	17	+/-	N/A	N/A	
Pending Sales Volume	\$4,471,900	\$3,538,700	+26.4%	N/A	N/A	
Closed Sales Count	17	18	-5.6%	63	56	+12.5%
Closed Sales Volume	\$4,193,000	\$3,862,000	+8.6%	\$14,129,150	\$12,746,500	+10.8%
Average Sales Price	\$246,647	\$214,556	+15%	\$224,272	\$227,616	-1.5%
Median Sales Price	\$279,000	\$212,500	+31.3%	\$219,900	\$212,626	+3.4%

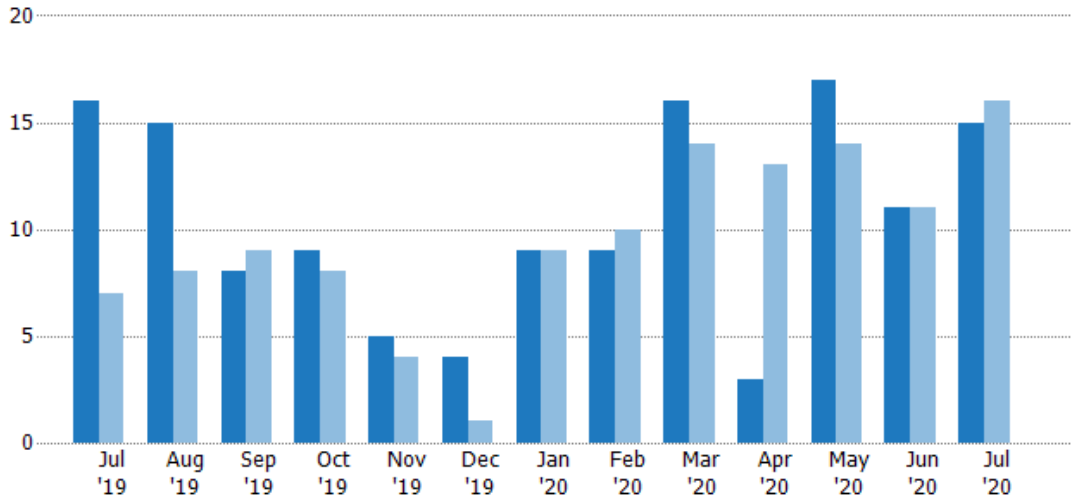
New Listings

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.
Jul '20	15	-6.3%
Jul '19	16	128.6%
Jul '18	7	28.6%



	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
Current Year	16	15	8	9	5	4	9	9	16	3	17	11	15
Prior Year	7	8	9	8	4	1	9	10	14	13	14	11	16
Percent Change from Prior Year	129%	88%	-11%	13%	25%	300%	0%	-10%	14%	-77%	21%	0%	-6%

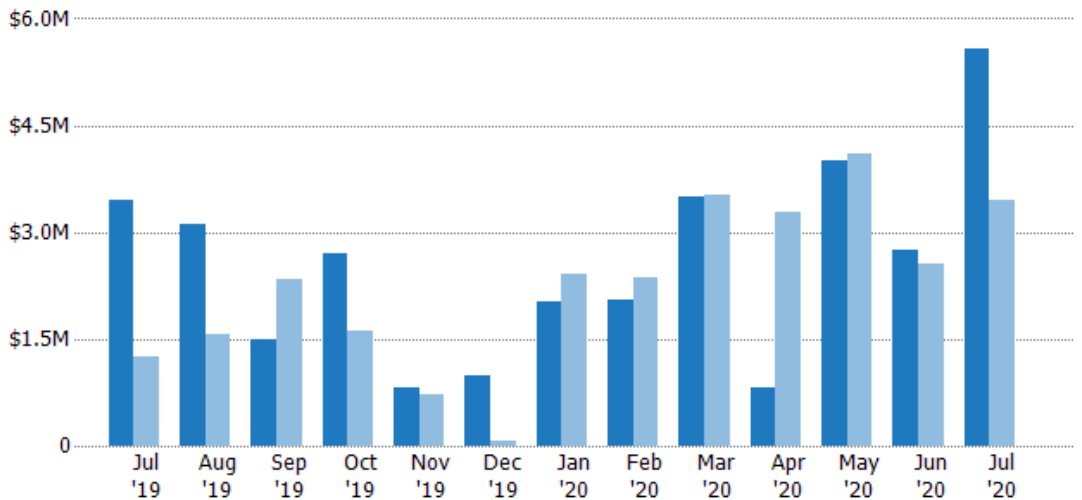
New Listing Volume

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.
Jul '20	\$5.57M	61.9%
Jul '19	\$3.44M	172.9%
Jul '18	\$1.26M	108.4%



	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
Current Year	\$3.44M	\$3.11M	\$1.5M	\$2.7M	\$824K	\$994K	\$2.03M	\$2.05M	\$3.49M	\$814K	\$4M	\$2.75M	\$5.57M
Prior Year	\$1.26M	\$1.58M	\$2.34M	\$1.62M	\$728K	\$56.5K	\$2.41M	\$2.36M	\$3.51M	\$3.27M	\$4.09M	\$2.55M	\$3.44M
Percent Change from Prior Year	173%	97%	-36%	67%	13%	1,659%	-16%	-13%	-1%	-75%	-2%	8%	62%

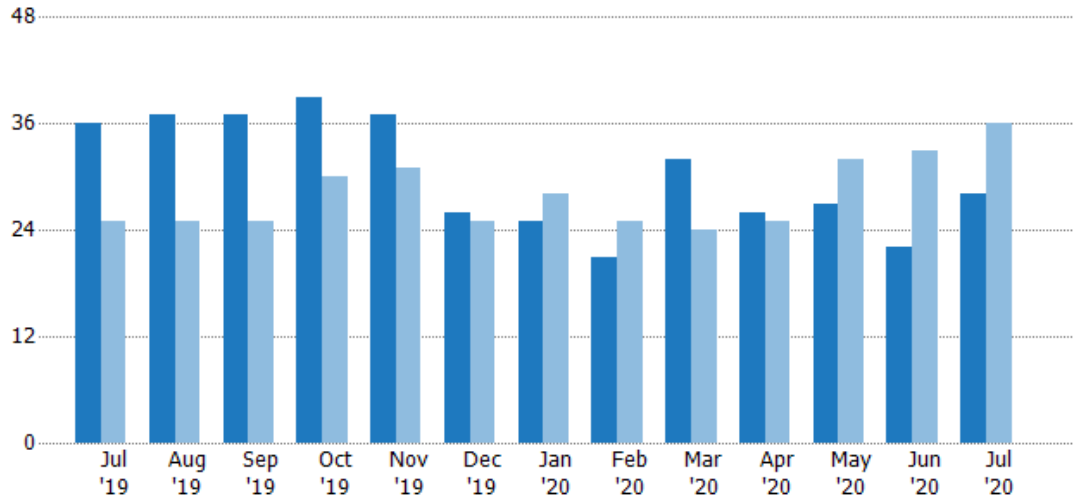
Active Listings

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.
Jul '20	28	-22.2%
Jul '19	36	44%
Jul '18	25	68%



	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
Current Year	36	37	37	39	37	26	25	21	32	26	27	22	28
Prior Year	25	25	25	30	31	25	28	25	24	25	32	33	36
Percent Change from Prior Year	44%	48%	48%	30%	19%	4%	-11%	-16%	33%	4%	-16%	-33%	-22%

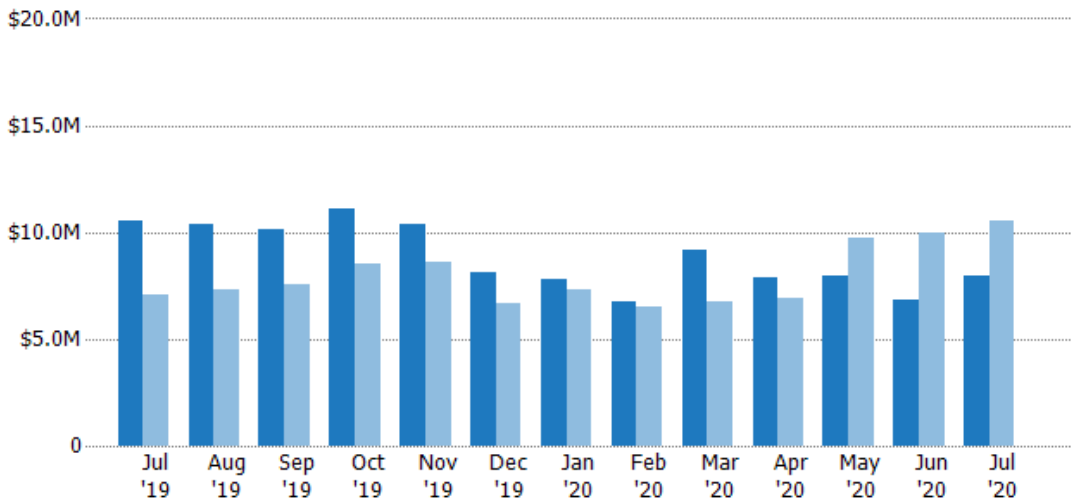
Active Listing Volume

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.
Jul '20	\$7.97M	-24.5%
Jul '19	\$10.6M	48.8%
Jul '18	\$7.09M	43%



	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
Current Year	\$10.6M	\$10.4M	\$10.1M	\$11.1M	\$10.4M	\$8.12M	\$7.76M	\$6.76M	\$9.17M	\$7.85M	\$7.99M	\$6.84M	\$7.97M
Prior Year	\$7.09M	\$7.28M	\$7.53M	\$8.52M	\$8.59M	\$6.67M	\$7.29M	\$6.52M	\$6.77M	\$6.89M	\$9.7M	\$9.99M	\$10.6M
Percent Change from Prior Year	49%	42%	35%	31%	21%	22%	6%	4%	36%	14%	-18%	-32%	-24%

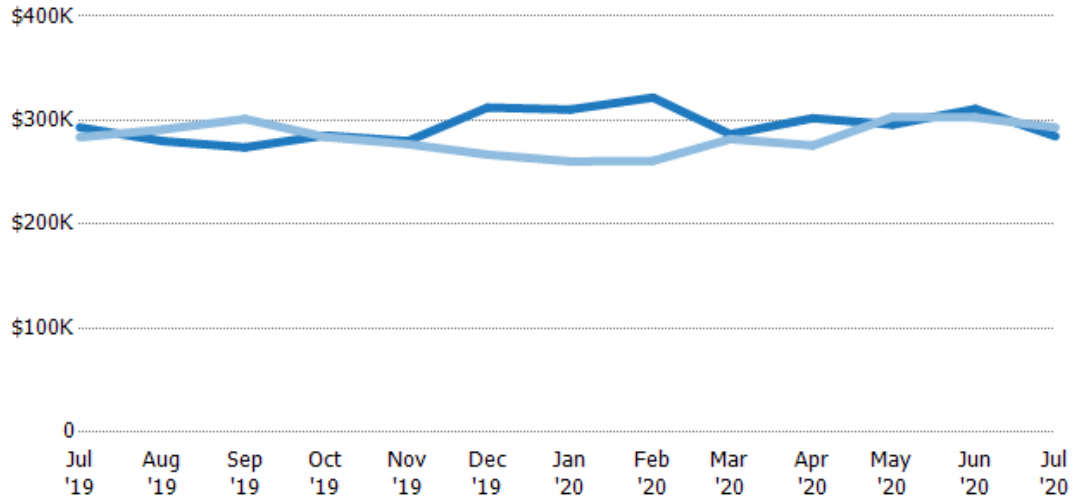
Average Listing Price

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.
Jul '20	\$285K	-2.9%
Jul '19	\$293K	3.3%
Jul '18	\$284K	-14.9%



Current Year	\$293K	\$280K	\$274K	\$285K	\$280K	\$312K	\$310K	\$322K	\$287K	\$302K	\$296K	\$311K	\$285K
Prior Year	\$284K	\$291K	\$301K	\$284K	\$277K	\$267K	\$260K	\$261K	\$282K	\$276K	\$303K	\$303K	\$293K
Percent Change from Prior Year	3%	-4%	-9%	1%	1%	17%	19%	23%	2%	9%	-2%	3%	-3%

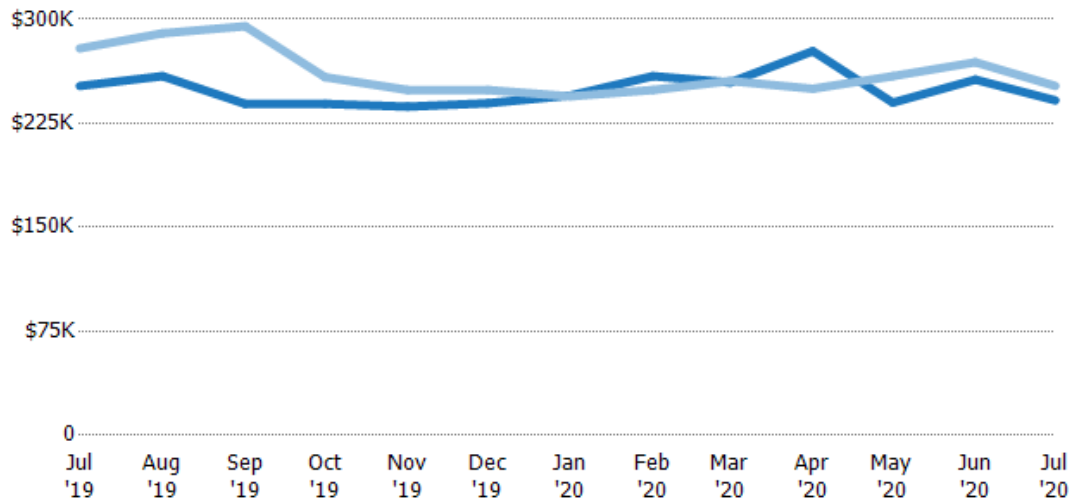
Median Listing Price

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.
Jul '20	\$242K	-4.1%
Jul '19	\$252K	-9.7%
Jul '18	\$279K	-25.6%



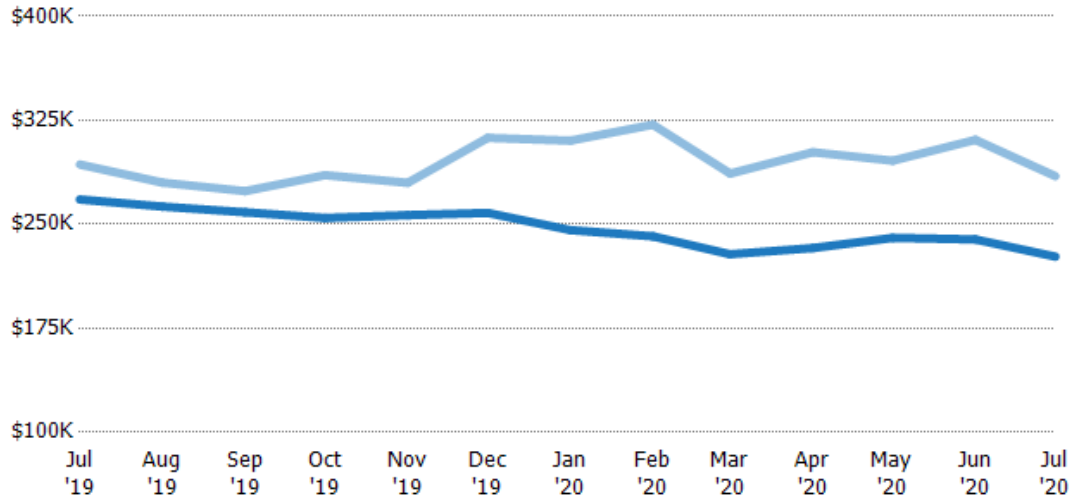
Current Year	\$252K	\$259K	\$239K	\$239K	\$237K	\$239K	\$245K	\$259K	\$254K	\$277K	\$240K	\$257K	\$242K
Prior Year	\$279K	\$290K	\$295K	\$258K	\$249K	\$249K	\$244K	\$249K	\$256K	\$250K	\$259K	\$269K	\$252K
Percent Change from Prior Year	-10%	-11%	-19%	-7%	-5%	-4%	0%	4%	0%	11%	-7%	-5%	-4%

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



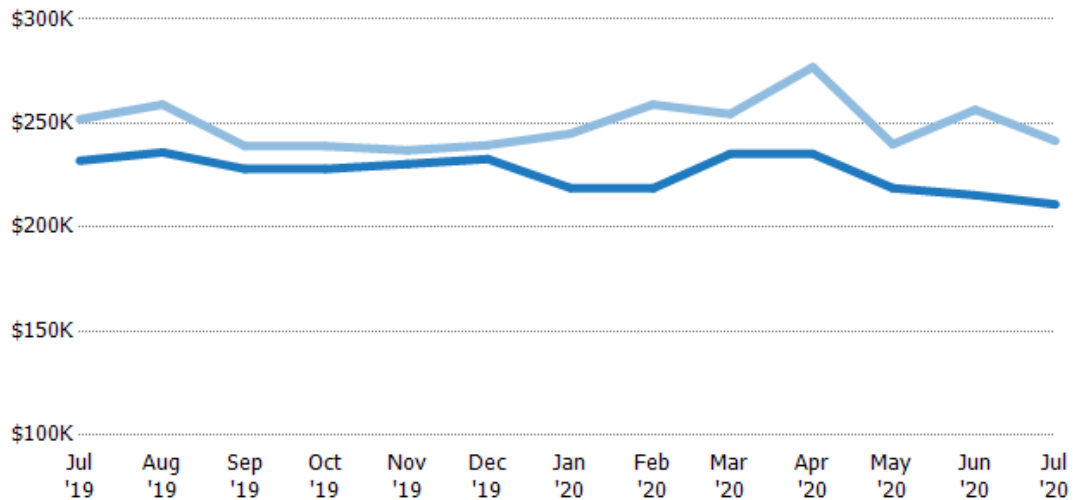
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$268K	\$263K	\$259K	\$255K	\$257K	\$258K	\$246K	\$241K	\$228K	\$233K	\$240K	\$239K	\$227K
Avg Listing Price	\$293K	\$280K	\$274K	\$285K	\$280K	\$312K	\$310K	\$322K	\$287K	\$302K	\$296K	\$311K	\$285K
Avg Listing Price as a % of Avg Est Value	109%	107%	106%	112%	109%	121%	126%	133%	125%	130%	123%	130%	126%

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



	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
Median Est Value	\$232K	\$236K	\$228K	\$228K	\$230K	\$233K	\$219K	\$219K	\$235K	\$235K	\$219K	\$215K	\$211K
Median Listing Price	\$252K	\$259K	\$239K	\$239K	\$237K	\$239K	\$245K	\$259K	\$254K	\$277K	\$240K	\$257K	\$242K
Med Listing Price as a % of Med Est Value	109%	110%	105%	105%	103%	103%	112%	118%	108%	118%	110%	119%	114%

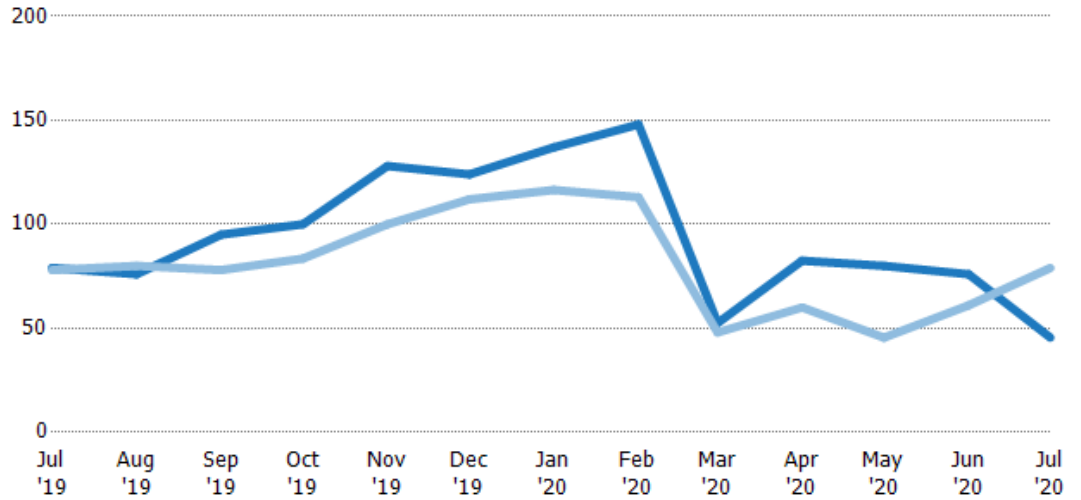
Median Days in RPR

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.
Jul '20	45.5	-42.4%
Jul '19	79	1.3%
Jul '18	78	2.6%



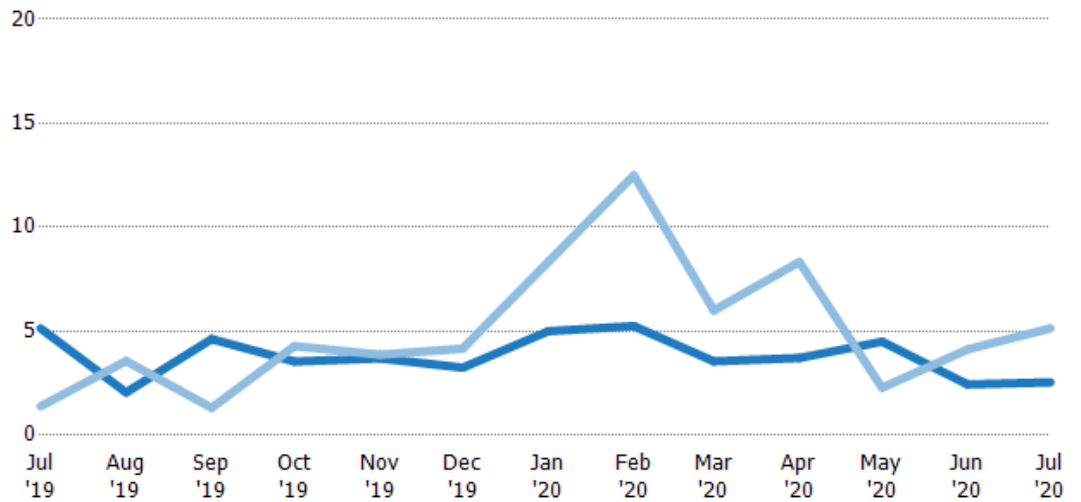
Current Year	79	76	95	100	128	124	137	148	52.5	82.5	80	76	45.5
Prior Year	78	80	78	83.5	100	112	117	113	48	60	45.5	61	79
Percent Change from Prior Year	1%	-5%	22%	20%	28%	11%	18%	31%	9%	38%	76%	25%	-42%

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



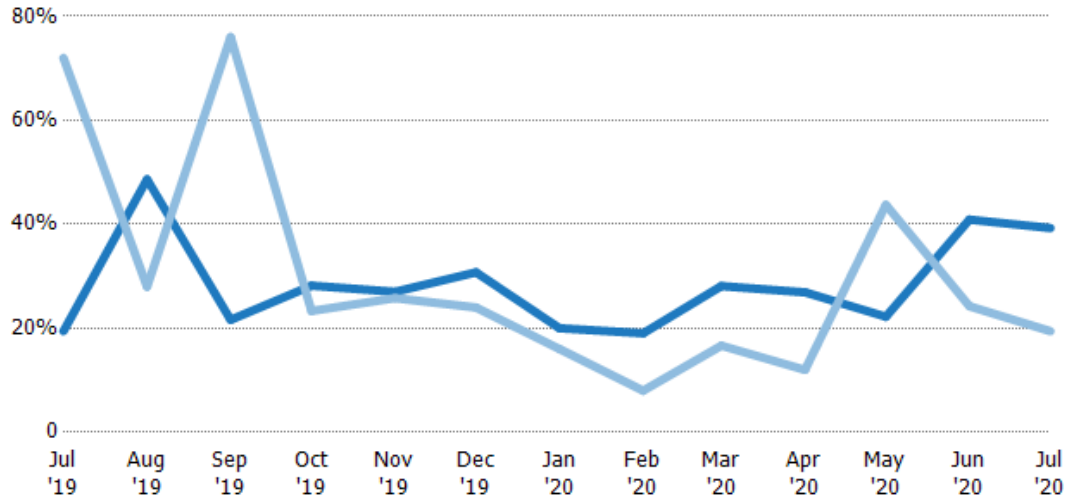
Current Year	5.14	2.06	4.63	3.55	3.7	3.25	5	5.25	3.56	3.71	4.5	2.44	2.55
Prior Year	1.39	3.57	1.32	4.29	3.88	4.17	8.33	12.5	6	8.33	2.29	4.13	5.14
Percent Change from Prior Year	270%	-42%	252%	-17%	-5%	-22%	100%	-58%	-41%	-55%	97%	-41%	-51%

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



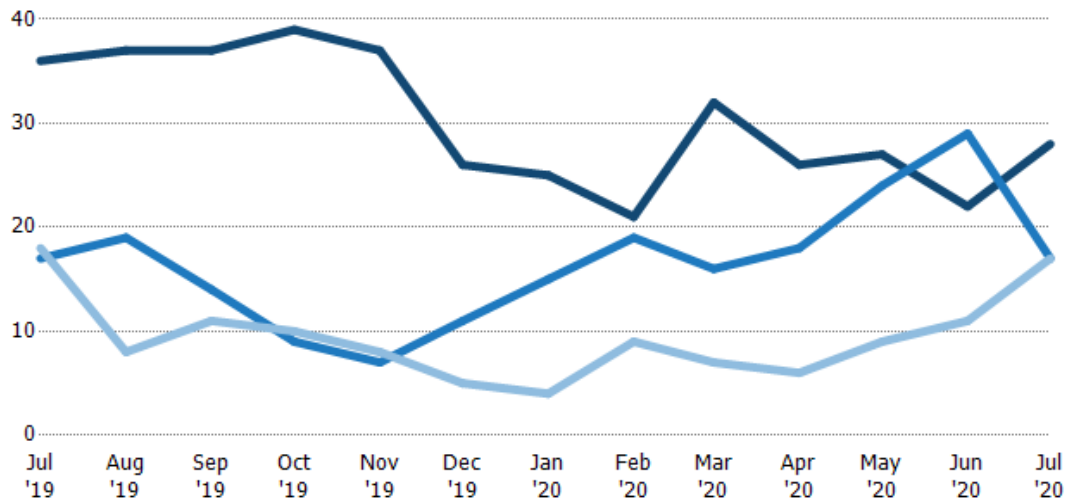
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	19%	49%	22%	28%	27%	31%	20%	19%	28%	27%	22%	41%	39%
Prior Year	72%	28%	76%	23%	26%	24%	16%	8%	17%	12%	44%	24%	19%
Change from Prior Year	53%	-21%	54%	-5%	-1%	-7%	-20%	-11%	-11%	-15%	22%	-17%	-20%

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



	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
Active	36	37	37	39	37	26	25	21	32	26	27	22	28
Pending	17	19	14	9	7	11	15	19	16	18	24	29	17
Sold	18	8	11	10	8	5	4	9	7	6	9	11	17

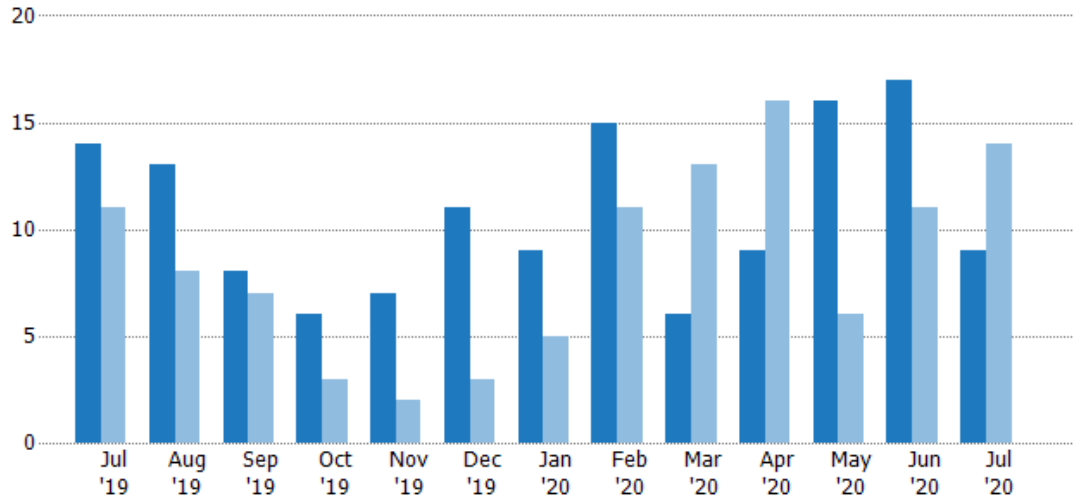
New Pending Sales

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.
Jul '20	9	-35.7%
Jul '19	14	27.3%
Jul '18	11	-36.4%



	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
Current Year	14	13	8	6	7	11	9	15	6	9	16	17	9
Prior Year	11	8	7	3	2	3	5	11	13	16	6	11	14
Percent Change from Prior Year	27%	63%	14%	100%	250%	267%	80%	36%	-54%	-44%	167%	55%	-36%

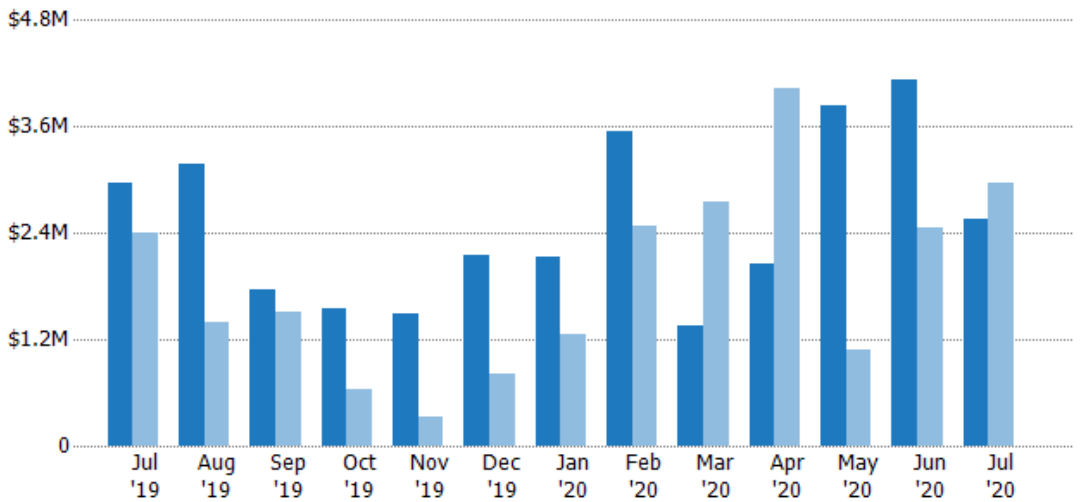
New Pending Sales Volume

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.
Jul '20	\$2.56M	-13.9%
Jul '19	\$2.97M	23.9%
Jul '18	\$2.4M	-24.7%



	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
Current Year	\$2.97M	\$3.17M	\$1.77M	\$1.55M	\$1.49M	\$2.15M	\$2.14M	\$3.55M	\$1.35M	\$2.06M	\$3.84M	\$4.12M	\$2.56M
Prior Year	\$2.4M	\$1.39M	\$1.51M	\$632K	\$319K	\$814K	\$1.26M	\$2.48M	\$2.76M	\$4.03M	\$1.09M	\$2.46M	\$2.97M
Percent Change from Prior Year	24%	128%	18%	145%	368%	164%	70%	43%	-51%	-49%	252%	67%	-14%

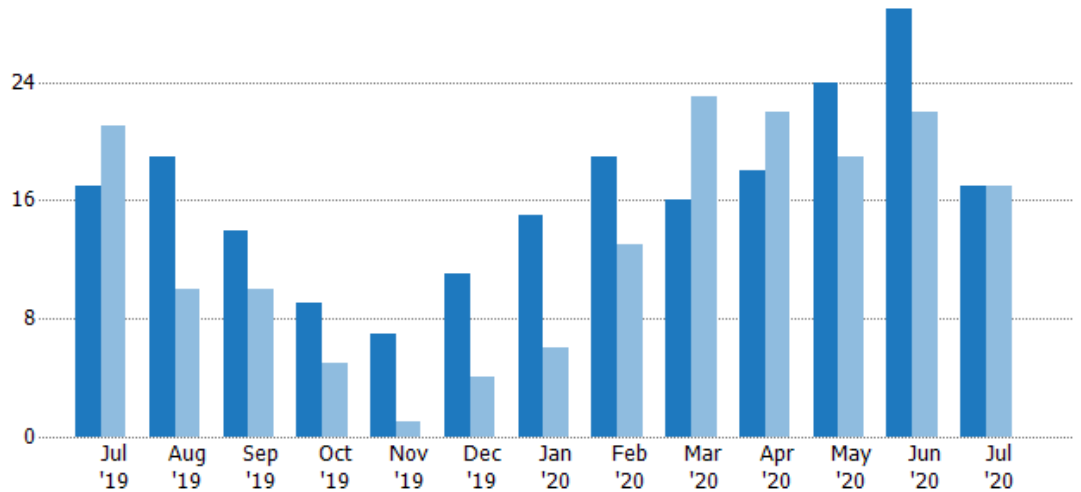
Pending Sales

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.
Jul '20	17	0%
Jul '19	17	-19%
Jul '18	21	-38.1%



	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
Current Year	17	19	14	9	7	11	15	19	16	18	24	29	17
Prior Year	21	10	10	5	1	4	6	13	23	22	19	22	17
Percent Change from Prior Year	-19%	90%	40%	80%	600%	175%	150%	46%	-30%	-18%	26%	32%	0%

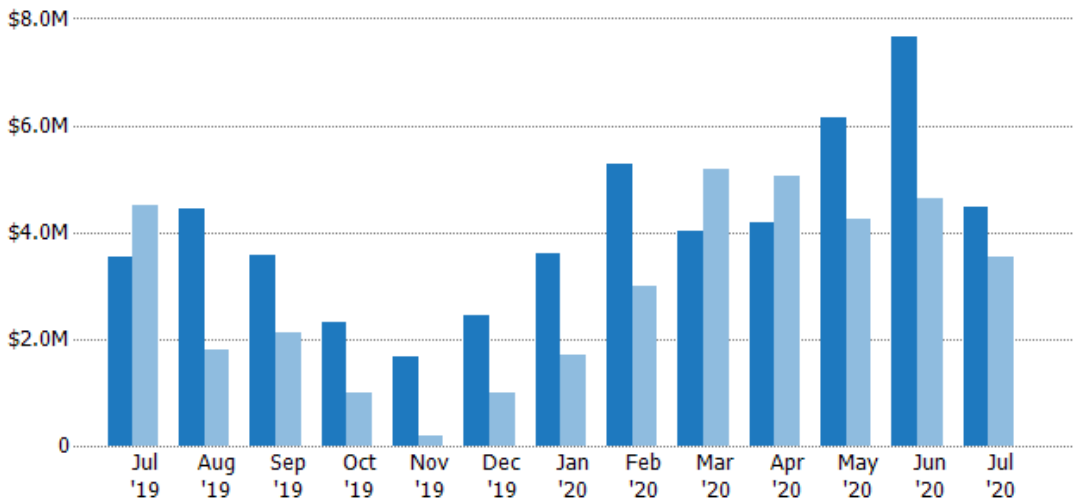
Pending Sales Volume

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.
Jul '20	\$4.47M	26.4%
Jul '19	\$3.54M	-21.5%
Jul '18	\$4.51M	-32.3%



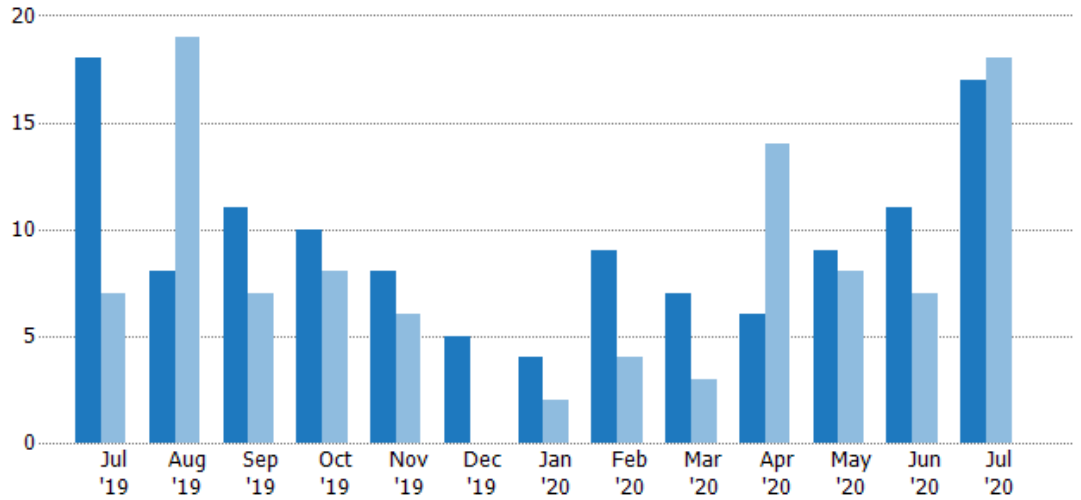
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$3.54M	\$4.45M	\$3.58M	\$2.32M	\$1.67M	\$2.45M	\$3.59M	\$5.28M	\$4.01M	\$4.18M	\$6.14M	\$7.67M	\$4.47M
Prior Year	\$4.51M	\$1.8M	\$2.13M	\$980K	\$180K	\$994K	\$1.69M	\$2.99M	\$5.18M	\$5.06M	\$4.24M	\$4.63M	\$3.54M
Percent Change from Prior Year	-21%	148%	68%	137%	830%	146%	113%	77%	-22%	-17%	45%	65%	26%

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



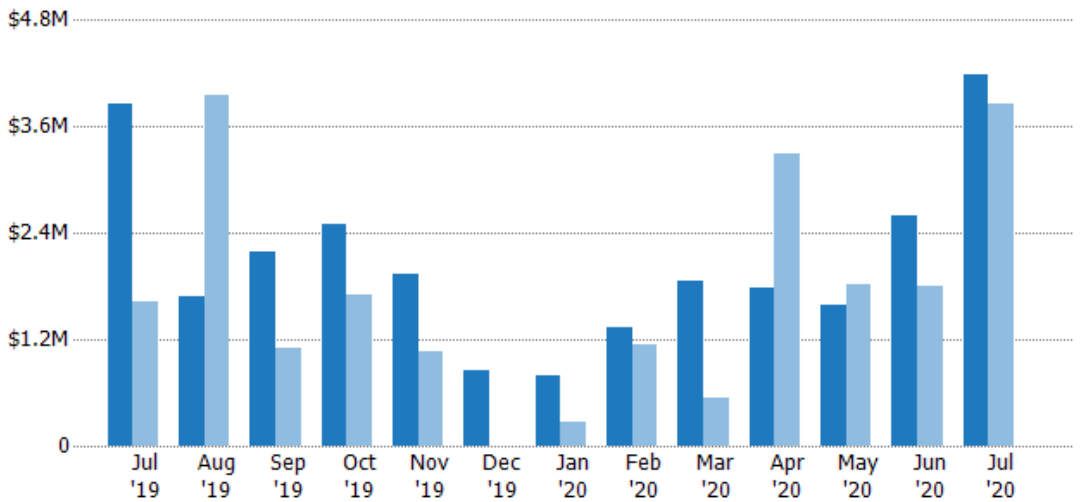
Current Year	18	8	11	10	8	5	4	9	7	6	9	11	17
Prior Year	7	19	7	8	6	-	2	4	3	14	8	7	18
Percent Change from Prior Year	157%	-58%	57%	25%	33%	100%	100%	125%	133%	-57%	13%	57%	-6%

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



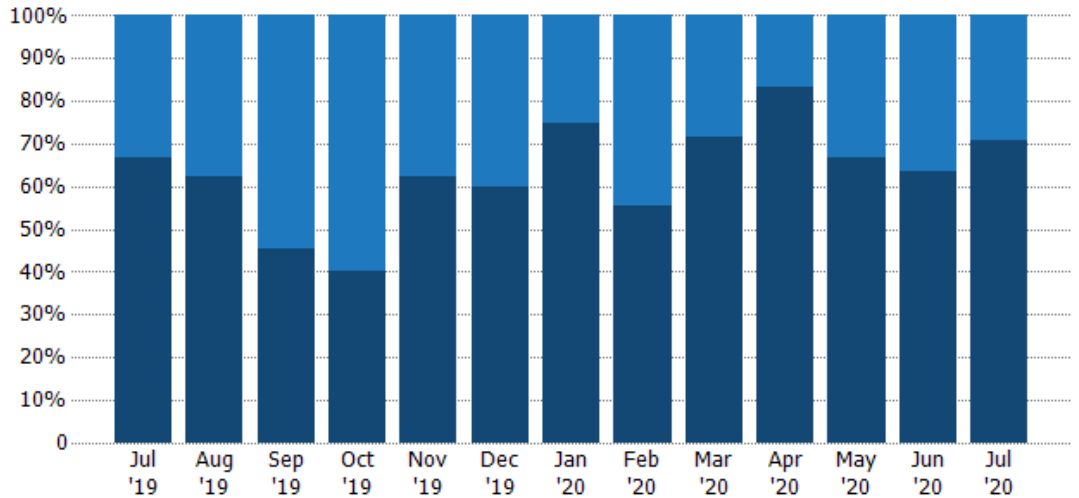
Current Year	\$3.86M	\$1.68M	\$2.19M	\$2.5M	\$1.93M	\$852K	\$799K	\$1.33M	\$1.85M	\$1.79M	\$1.58M	\$2.59M	\$4.19M
Prior Year	\$1.63M	\$3.95M	\$1.11M	\$1.71M	\$1.06M	-	\$274K	\$1.14M	\$540K	\$3.3M	\$1.82M	\$1.81M	\$3.86M
Percent Change from Prior Year	136%	-57%	98%	47%	83%	100%	191%	16%	242%	-46%	-13%	43%	9%

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



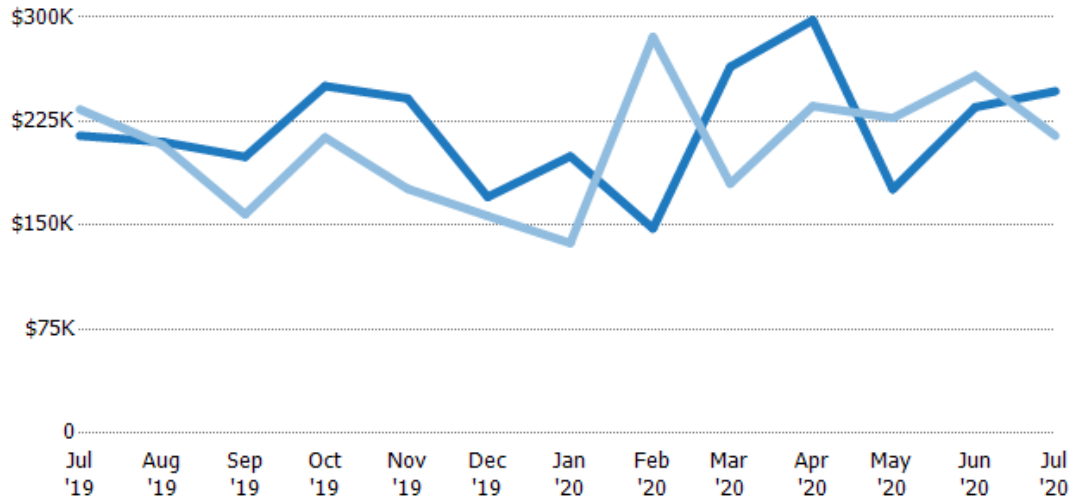
Condo/Townhouse	33%	38%	55%	60%	38%	40%	25%	44%	29%	17%	33%	36%	29%
Single Family Residence	67%	63%	45%	40%	63%	60%	75%	56%	71%	83%	67%	64%	71%

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



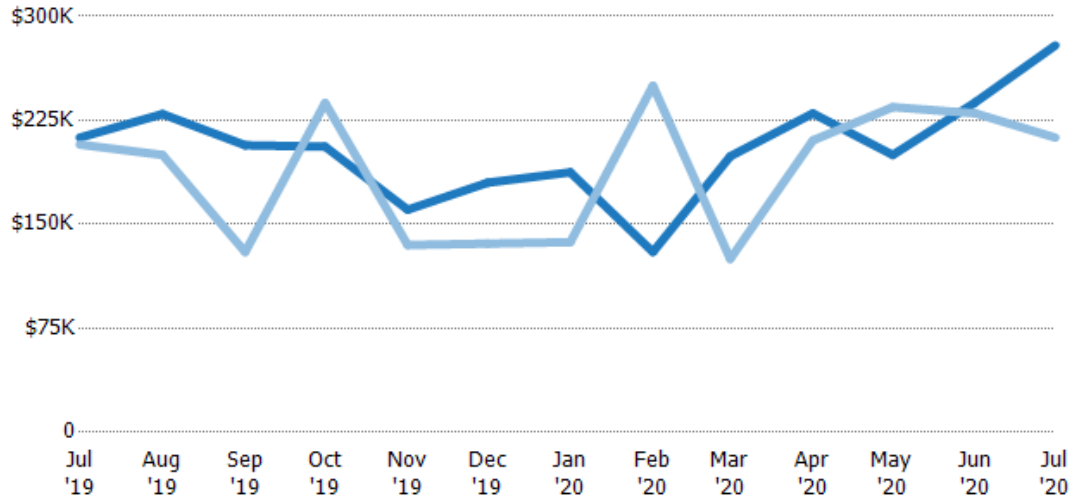
Current Year	\$215K	\$210K	\$199K	\$250K	\$241K	\$170K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K	\$247K
Prior Year	\$233K	\$208K	\$158K	\$213K	\$176K	\$157K	\$137K	\$286K	\$180K	\$236K	\$227K	\$258K	\$215K
Percent Change from Prior Year	-8%	1%	26%	17%	37%	100%	46%	-48%	47%	26%	-23%	-9%	15%

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



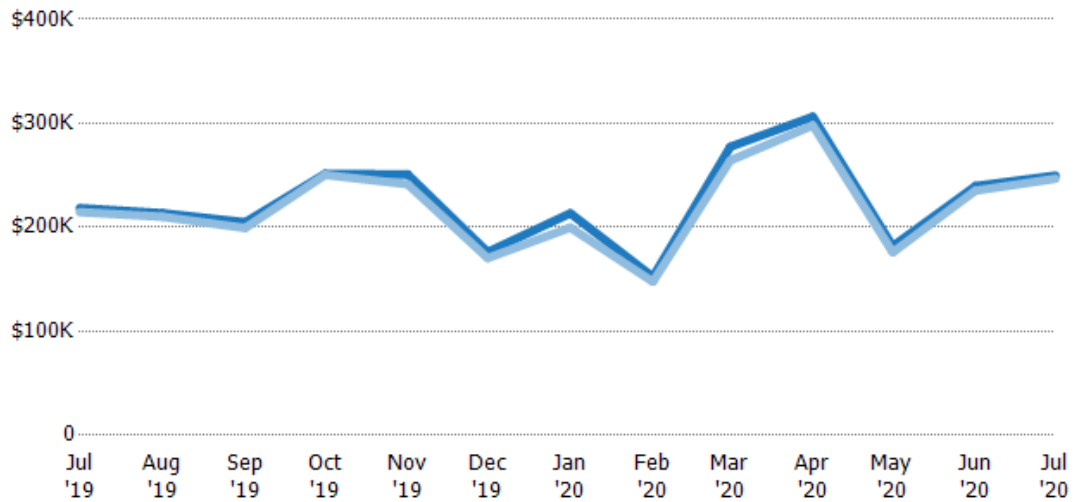
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$213K	\$230K	\$207K	\$206K	\$161K	\$180K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K	\$279K
Prior Year	\$208K	\$200K	\$130K	\$238K	\$135K	\$136K	\$137K	\$250K	\$125K	\$211K	\$235K	\$230K	\$213K
Percent Change from Prior Year	2%	15%	59%	-13%	19%	100%	37%	-48%	59%	9%	-15%	3%	31%

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



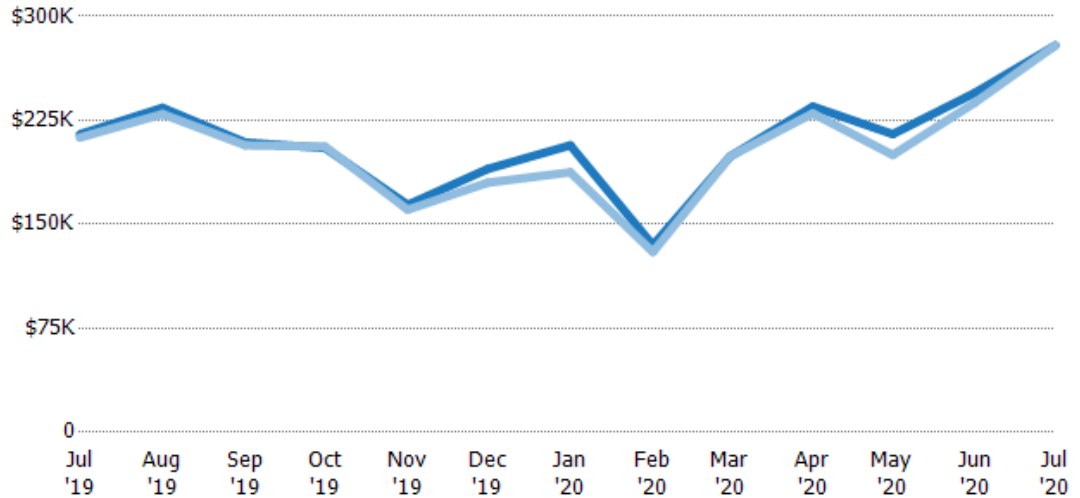
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$219K	\$214K	\$205K	\$251K	\$251K	\$176K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K	\$250K
Avg Sales Price	\$215K	\$210K	\$199K	\$250K	\$241K	\$170K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K	\$247K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	100%	96%	97%	94%	97%	95%	97%	97%	98%	99%

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



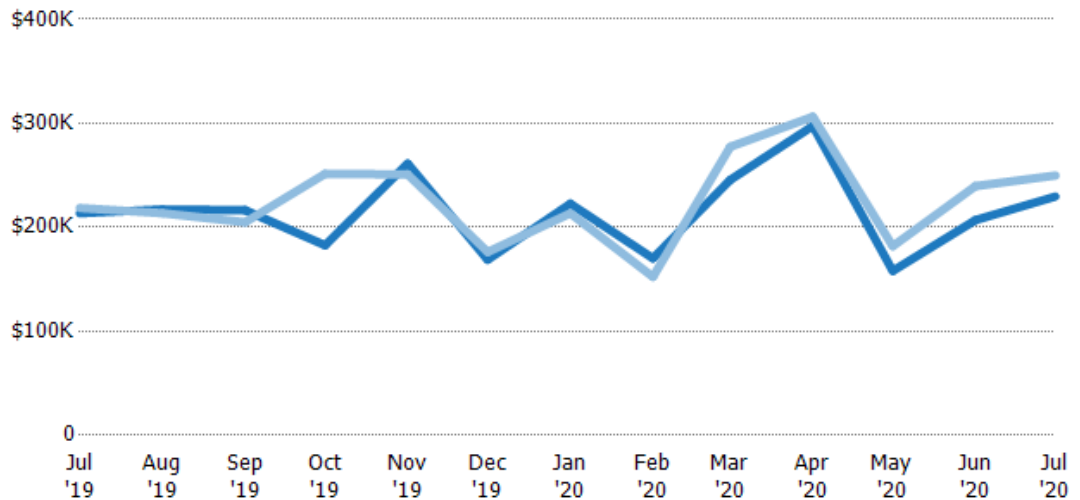
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$215K	\$234K	\$209K	\$205K	\$164K	\$190K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K	\$279K
Median Sales Price	\$213K	\$230K	\$207K	\$206K	\$161K	\$180K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K	\$279K
Med Sales Price as a % of Med List Price	99%	98%	99%	100%	98%	95%	91%	96%	100%	98%	93%	97%	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
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



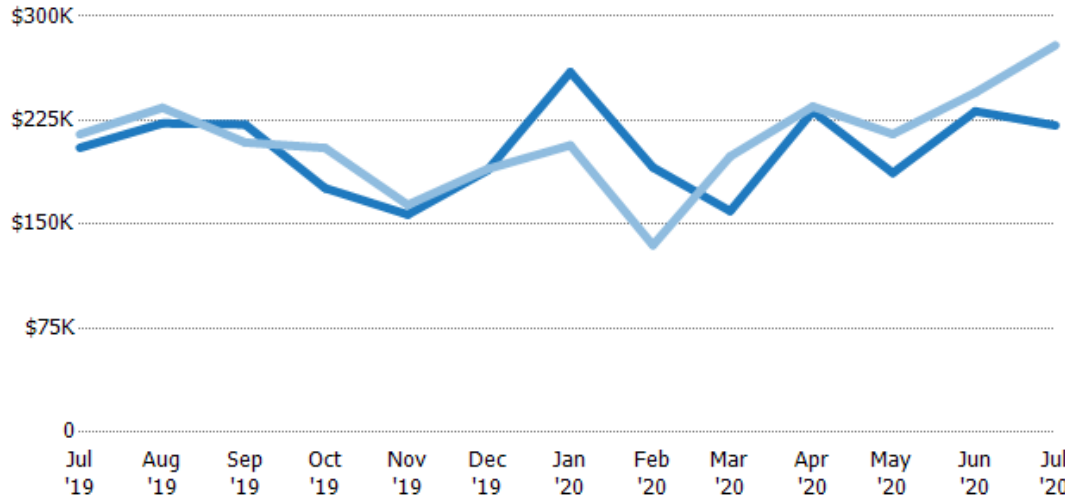
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$214K	\$217K	\$216K	\$183K	\$261K	\$169K	\$223K	\$170K	\$246K	\$297K	\$158K	\$207K	\$230K
Avg Sales Price	\$219K	\$214K	\$205K	\$251K	\$251K	\$176K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K	\$250K
Avg Sales Price as a % of Avg Est Value	102%	98%	95%	138%	96%	104%	96%	90%	113%	103%	115%	116%	109%

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



	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
Median Est Value	\$205K	\$223K	\$222K	\$176K	\$157K	\$189K	\$260K	\$191K	\$160K	\$232K	\$187K	\$231K	\$221K
Median Sales Price	\$215K	\$234K	\$209K	\$205K	\$164K	\$190K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K	\$279K
Med Sales Price as a % of Med Est Value	105%	105%	94%	116%	104%	100%	80%	71%	125%	101%	115%	106%	126%