

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	22	+4.5%	155	161	-3.7%
New Listing Volume	\$14,732,412	\$6,386,000	+130.7%	\$76,864,707	\$59,002,582	+30.3%
Active Listing Count	41	73	-43.8%	N/A	N/A	
Active Listing Volume	\$25,870,507	\$34,792,094	-25.6%	N/A	N/A	
Average Listing Price	\$630,988	\$476,604	+32.4%	\$587,334	\$532,422	+10.3%
Median Listing Price	\$332,000	\$319,000	+4.1%	\$319,241	\$344,072	-7.2%
Median Days in RPR	61	106	-42.5%	86.76	88.07	-1.5%
Months of Inventory	1.6	3.7	-55.1%	4.4	4.4	-1.5%
Absorption Rate	60.98%	27.4%	+33.6%	22.81%	22.47%	+0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	24	16	+50%	153	129	+18.6%
New Pending Sales Volume	\$8,137,200	\$5,150,388	+58%	\$57,078,890	\$38,867,088	+46.9%
Pending Sales Count	31	27	+14.8%	N/A	N/A	
Pending Sales Volume	\$11,815,100	\$7,691,688	+53.6%	N/A	N/A	
Closed Sales Count	27	17	+58.8%	117	91	+28.6%
Closed Sales Volume	\$13,325,100	\$5,494,508	+142.5%	\$43,132,200	\$27,904,008	+54.6%
Average Sales Price	\$493,522	\$323,206	+52.7%	\$368,651	\$306,637	+20.2%
Median Sales Price	\$373,000	\$258,000	+44.6%	\$289,231	\$246,819	+17.2%

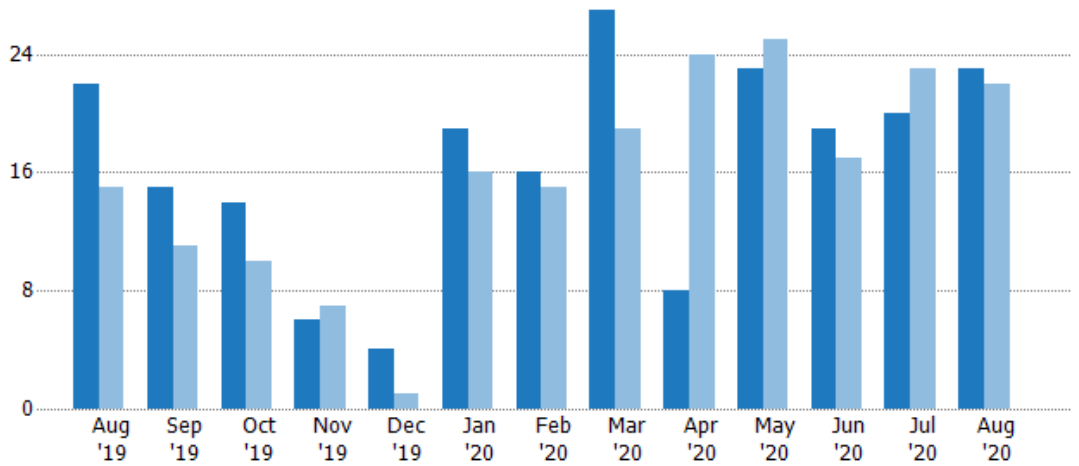
New Listings

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



Month/Year	Count	% Chg.
Aug '20	23	4.5%
Aug '19	22	46.7%
Aug '18	15	-20%

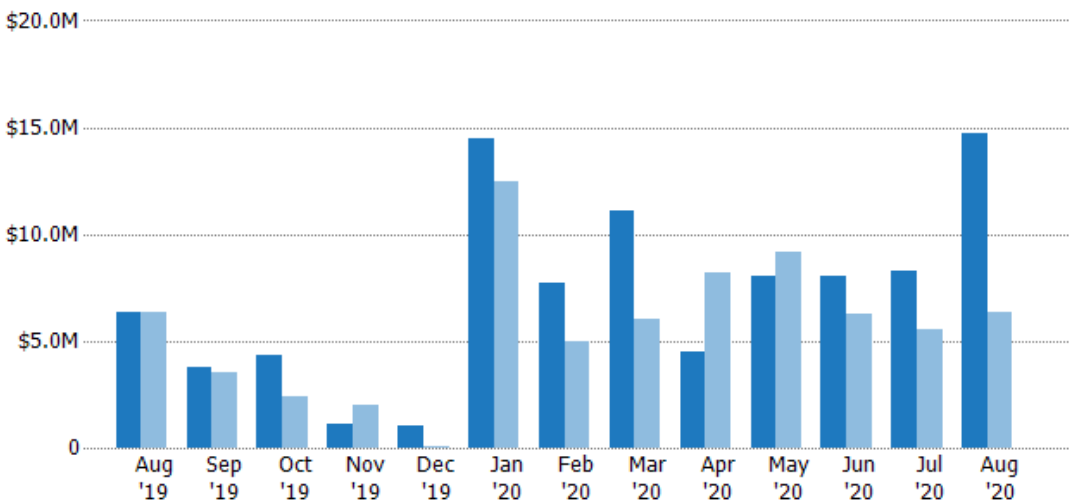
New Listing Volume

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



Month/Year	Volume	% Chg.
Aug '20	\$14.7M	130.7%
Aug '19	\$6.39M	0.3%
Aug '18	\$6.37M	-37.6%

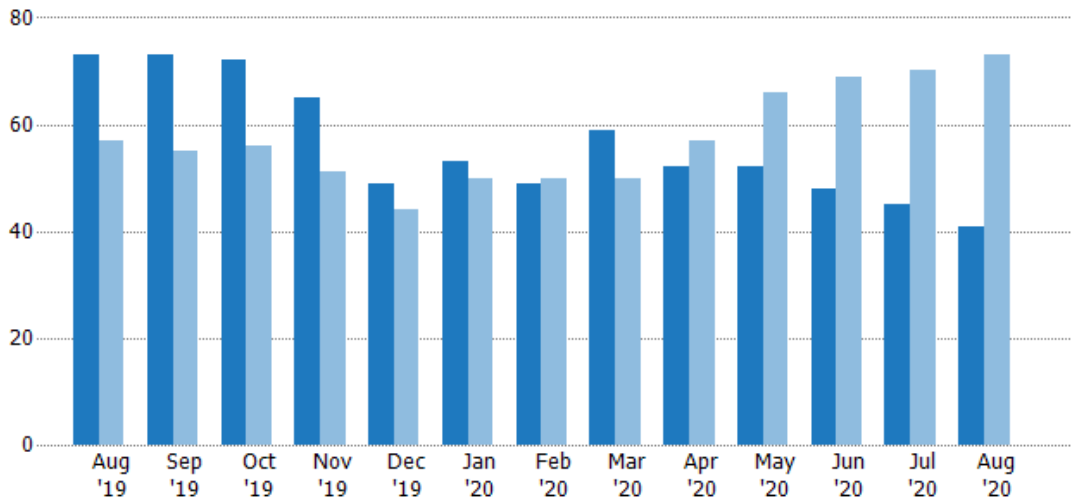
Active Listings

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	73	73	72	65	49	53	49	59	52	52	48	45	41
Prior Year	57	55	56	51	44	50	50	50	57	66	69	70	73
Percent Change from Prior Year	28%	33%	29%	27%	11%	6%	-2%	18%	-9%	-21%	-30%	-36%	-44%

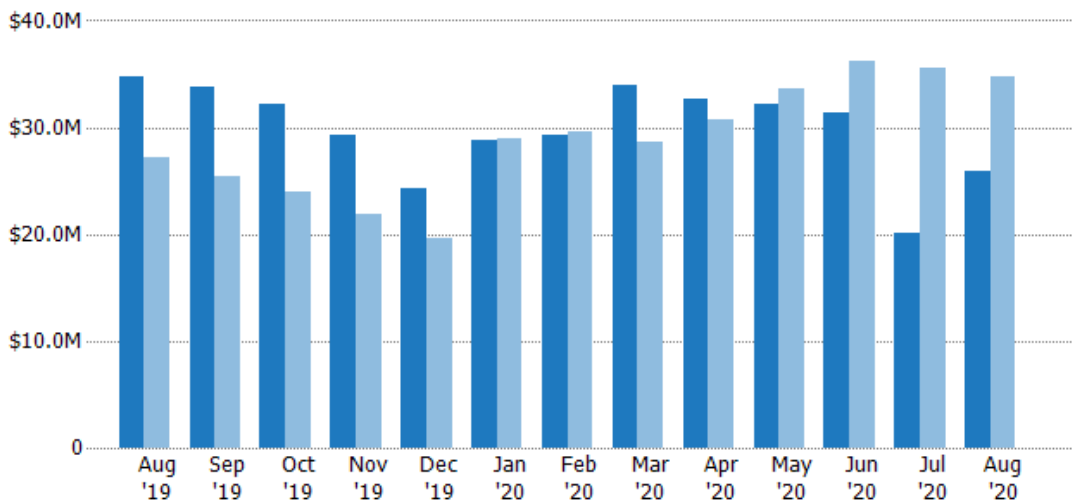
Active Listing Volume

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

Filters Used

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

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$34.8M	\$33.8M	\$32.2M	\$29.3M	\$24.3M	\$28.8M	\$29.4M	\$34M	\$32.7M	\$32.2M	\$31.3M	\$20.1M	\$25.9M
Prior Year	\$27.3M	\$25.5M	\$23.9M	\$21.9M	\$19.6M	\$29M	\$29.6M	\$28.7M	\$30.7M	\$33.7M	\$36.2M	\$35.6M	\$34.8M
Percent Change from Prior Year	28%	33%	35%	34%	24%	0%	-1%	19%	6%	-4%	-13%	-44%	-26%

Average Listing Price

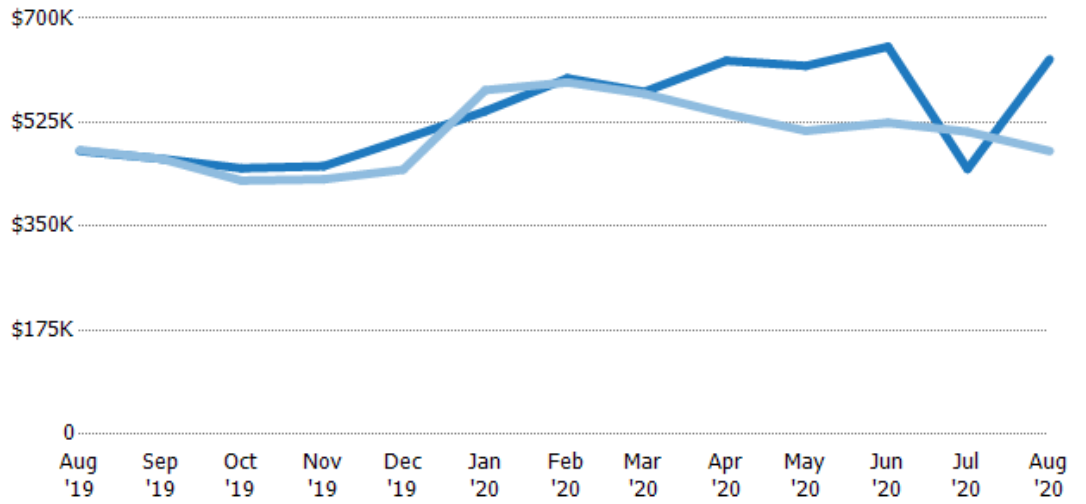
The average listing price of active residential listings at the end of each month.

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.
Aug '20	\$631K	32.4%
Aug '19	\$477K	-0.3%
Aug '18	\$478K	-8.6%



Current Year	\$477K	\$463K	\$448K	\$451K	\$496K	\$544K	\$599K	\$576K	\$629K	\$620K	\$652K	\$446K	\$631K
Prior Year	\$478K	\$463K	\$427K	\$429K	\$445K	\$579K	\$592K	\$573K	\$539K	\$511K	\$524K	\$509K	\$477K
Percent Change from Prior Year	0%	0%	5%	5%	11%	-6%	1%	1%	17%	21%	24%	-12%	32%

Median Listing Price

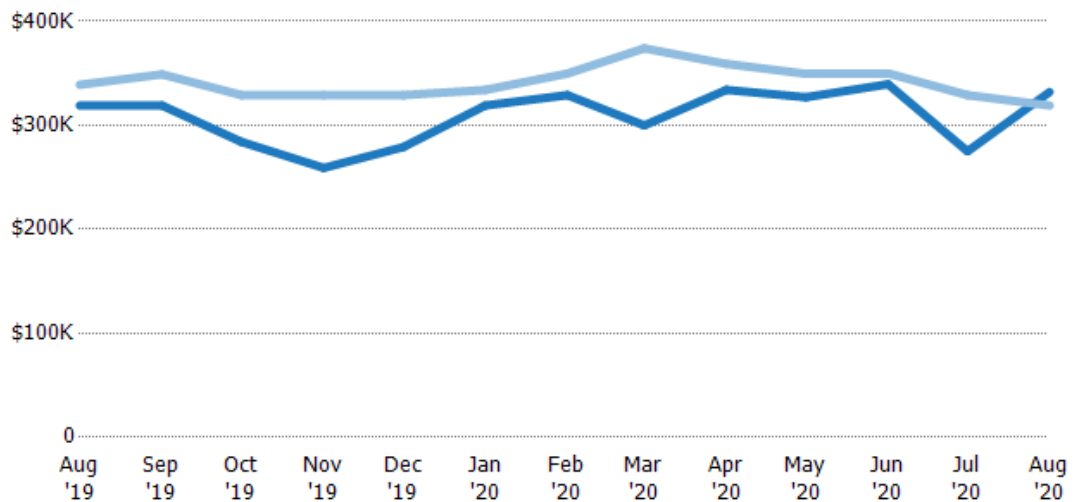
The median listing price of active residential listings at the end of each month.

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.
Aug '20	\$332K	4.1%
Aug '19	\$319K	-5.9%
Aug '18	\$339K	-15.9%



Current Year	\$319K	\$319K	\$284K	\$259K	\$279K	\$319K	\$329K	\$300K	\$334K	\$327K	\$340K	\$275K	\$332K
Prior Year	\$339K	\$349K	\$329K	\$329K	\$329K	\$334K	\$350K	\$374K	\$359K	\$350K	\$350K	\$329K	\$319K
Percent Change from Prior Year	-6%	-9%	-14%	-21%	-15%	-4%	-6%	-20%	-7%	-6%	-3%	-16%	4%

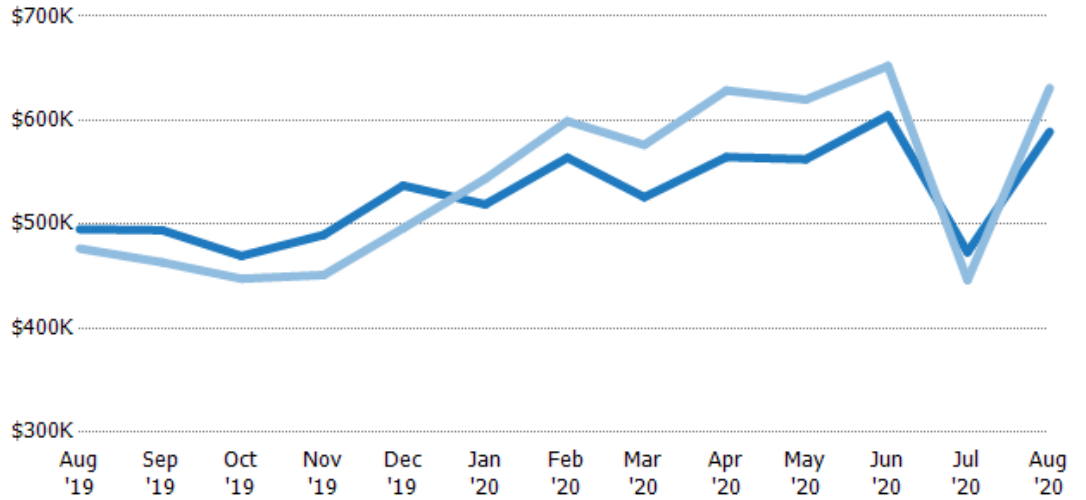
Average Listing Price vs Average Est Value

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

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$495K	\$494K	\$470K	\$490K	\$537K	\$519K	\$564K	\$526K	\$565K	\$563K	\$605K	\$473K	\$589K
Avg Listing Price	\$477K	\$463K	\$448K	\$451K	\$496K	\$544K	\$599K	\$576K	\$629K	\$620K	\$652K	\$446K	\$631K
Avg Listing Price as a % of Avg Est Value	96%	94%	95%	92%	92%	105%	106%	110%	111%	110%	108%	94%	107%

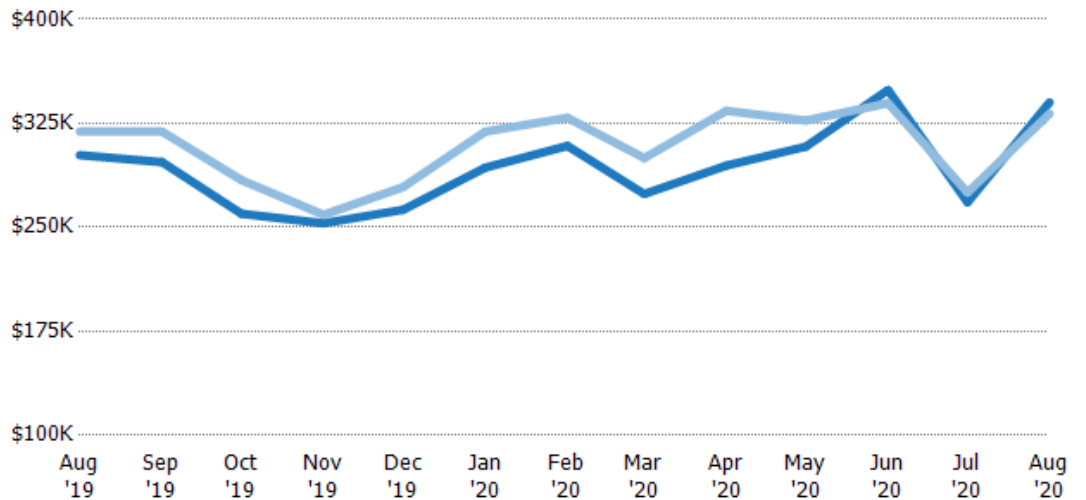
Median Listing Price vs Median Est Value

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$302K	\$297K	\$260K	\$253K	\$263K	\$293K	\$309K	\$274K	\$295K	\$308K	\$349K	\$268K	\$340K
Median Listing Price	\$319K	\$319K	\$284K	\$259K	\$279K	\$319K	\$329K	\$300K	\$334K	\$327K	\$340K	\$275K	\$332K
Med Listing Price as a % of Med Est Value	106%	107%	109%	102%	106%	109%	107%	109%	113%	106%	97%	103%	98%

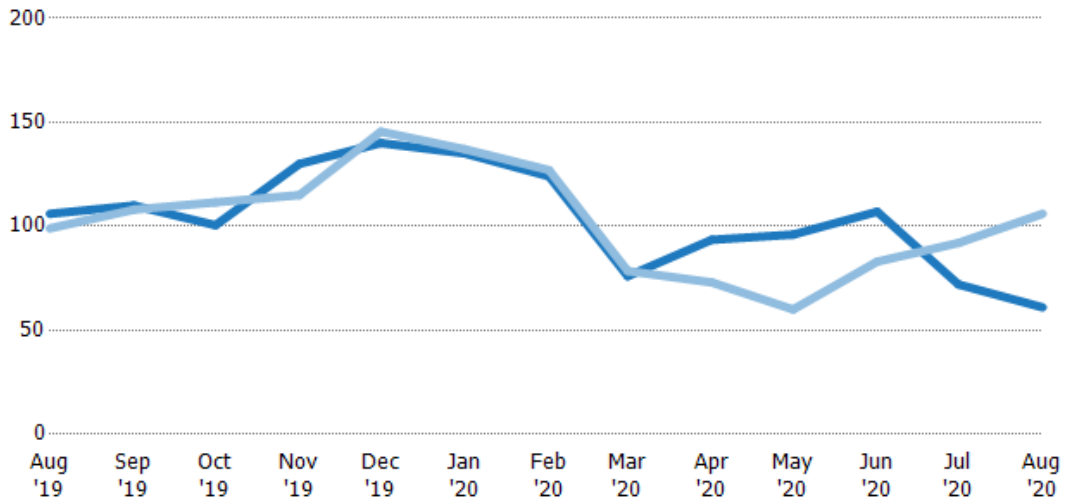
Median Days in RPR

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.
Aug '20	61	-42.5%
Aug '19	106	7.1%
Aug '18	99	-7.1%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	106	110	101	130	140	135	124	76	93.5	96	107	72	61
Prior Year	99	108	112	115	146	137	127	78.5	73	60	83	92	106
Percent Change from Prior Year	7%	2%	-10%	13%	-4%	-1%	-2%	-3%	28%	60%	29%	-22%	-42%

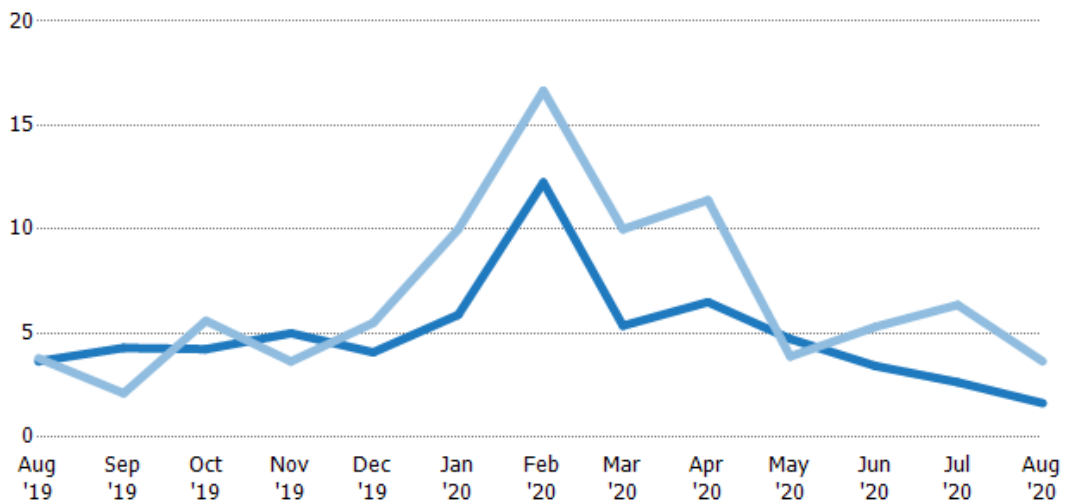
Months of Inventory

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

Filters Used

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

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



Month/Year	Months	% Chg.
Aug '20	1.64	-55.1%
Aug '19	3.65	-3.9%
Aug '18	3.8	62.3%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	3.65	4.29	4.24	5	4.08	5.89	12.3	5.36	6.5	4.73	3.43	2.65	1.64
Prior Year	3.8	2.12	5.6	3.64	5.5	10	16.7	10	11.4	3.88	5.31	6.36	3.65
Percent Change from Prior Year	-4%	103%	-24%	37%	-26%	-41%	-26%	-46%	-43%	22%	-35%	-58%	-55%

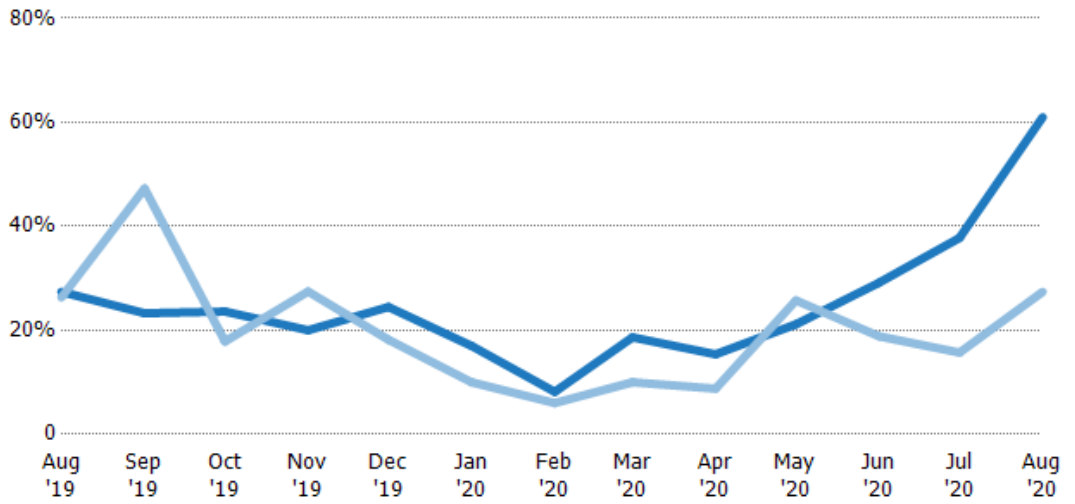
Absorption Rate

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	27%	23%	24%	20%	24%	17%	8%	19%	15%	21%	29%	38%	61%
Prior Year	26%	47%	18%	27%	18%	10%	6%	10%	9%	26%	19%	16%	27%
Change from Prior Year	-1%	24%	-6%	7%	-6%	-7%	-2%	-9%	-7%	5%	-10%	-22%	-34%

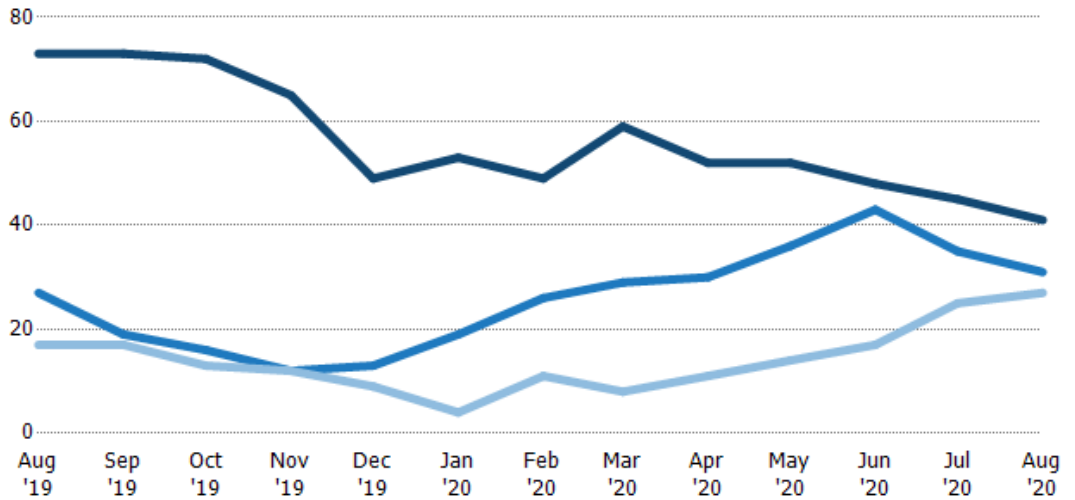
Active/Pending/Sold Units

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	73	73	72	65	49	53	49	59	52	52	48	45	41
Pending	27	19	16	12	13	19	26	29	30	36	43	35	31
Sold	17	17	13	12	9	4	11	8	11	14	17	25	27

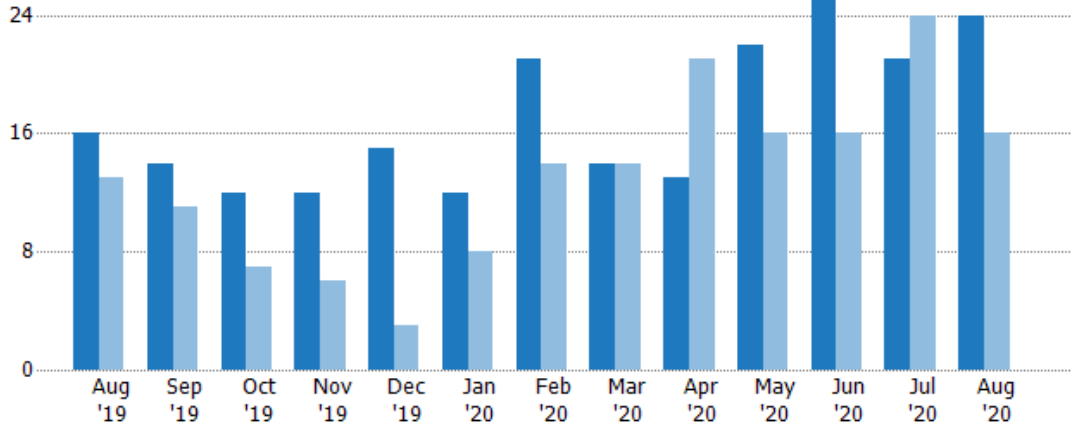
New Pending Sales

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.
Aug '20	24	50%
Aug '19	16	23.1%
Aug '18	13	-7.7%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	16	14	12	12	15	12	21	14	13	22	26	21	24
Prior Year	13	11	7	6	3	8	14	14	21	16	16	24	16
Percent Change from Prior Year	23%	27%	71%	100%	400%	50%	50%	0%	-38%	38%	63%	-13%	50%

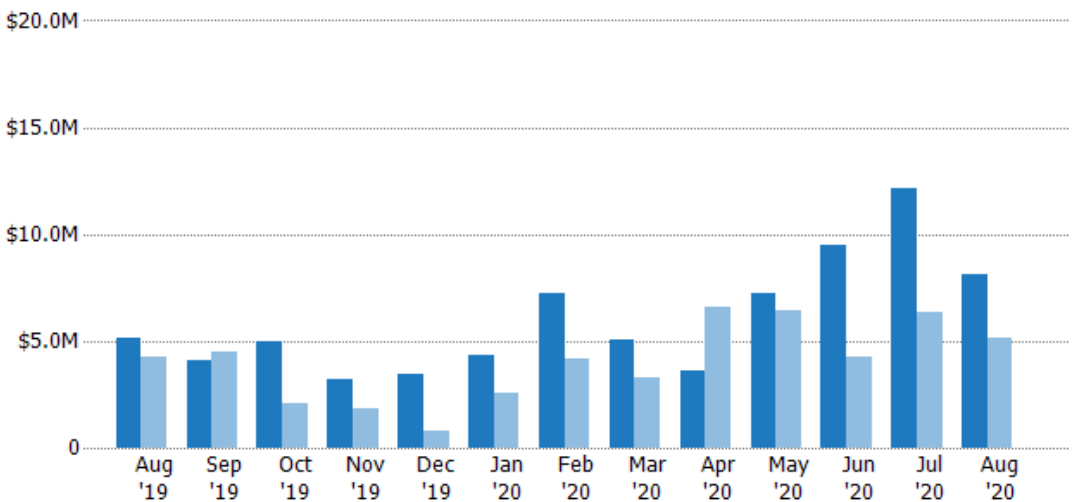
New Pending Sales Volume

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.
Aug '20	\$8.14M	58%
Aug '19	\$5.15M	20.8%
Aug '18	\$4.26M	6.4%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$5.15M	\$4.1M	\$4.99M	\$3.19M	\$3.43M	\$4.31M	\$7.2M	\$5.03M	\$3.57M	\$7.21M	\$9.49M	\$12.1M	\$8.14M
Prior Year	\$4.26M	\$4.49M	\$2.1M	\$1.85M	\$814K	\$2.54M	\$4.18M	\$3.31M	\$6.61M	\$6.41M	\$4.28M	\$6.39M	\$5.15M
Percent Change from Prior Year	21%	-9%	137%	73%	321%	70%	72%	52%	-46%	12%	122%	90%	58%

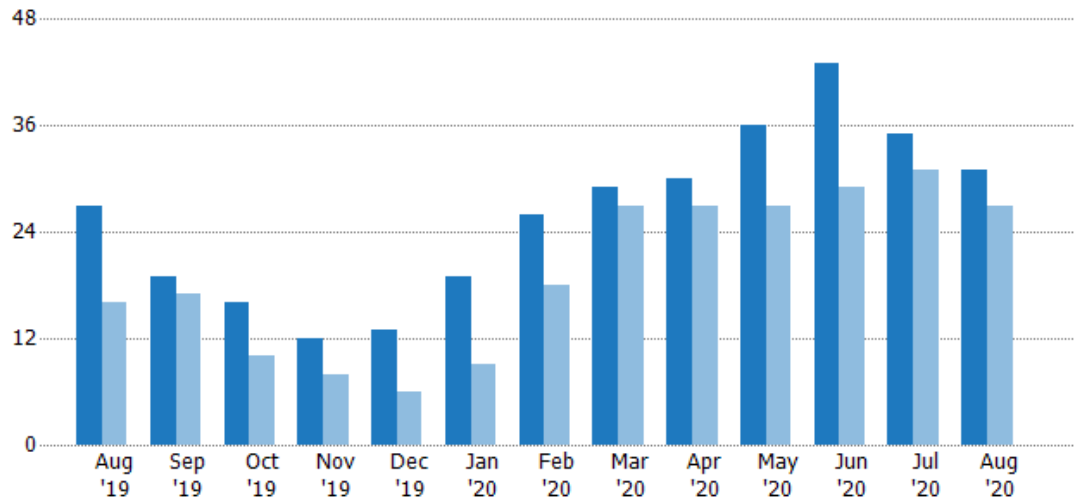
Pending Sales

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	27	19	16	12	13	19	26	29	30	36	43	35	31
Prior Year	16	17	10	8	6	9	18	27	27	27	29	31	27
Percent Change from Prior Year	69%	12%	60%	50%	117%	111%	44%	7%	11%	33%	48%	13%	15%

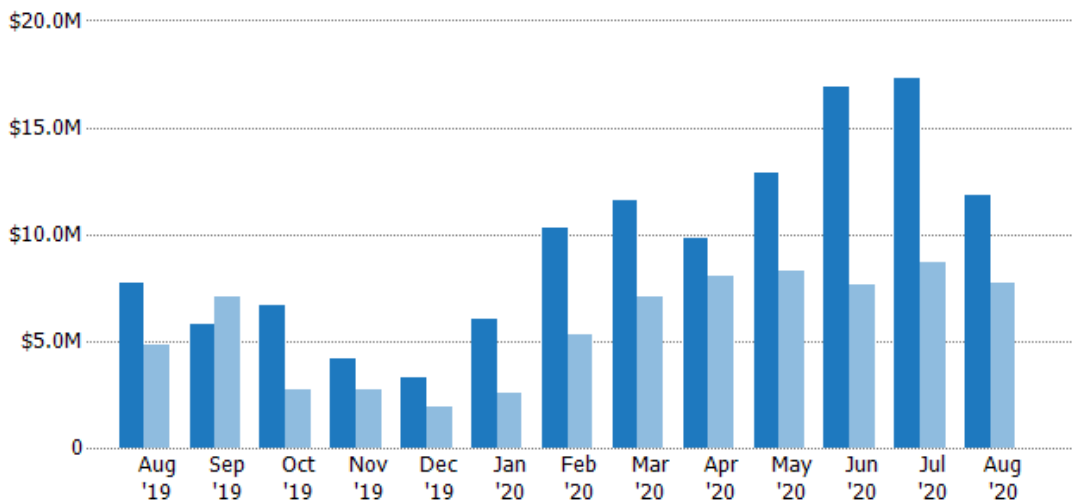
Pending Sales Volume

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$7.69M	\$5.76M	\$6.69M	\$4.14M	\$3.31M	\$6.06M	\$10.3M	\$11.6M	\$9.8M	\$12.9M	\$16.9M	\$17.3M	\$11.8M
Prior Year	\$4.85M	\$7.09M	\$2.73M	\$2.7M	\$1.92M	\$2.58M	\$5.27M	\$7.08M	\$8.07M	\$8.25M	\$7.61M	\$8.68M	\$7.69M
Percent Change from Prior Year	59%	-19%	145%	53%	72%	135%	96%	64%	21%	56%	122%	99%	54%

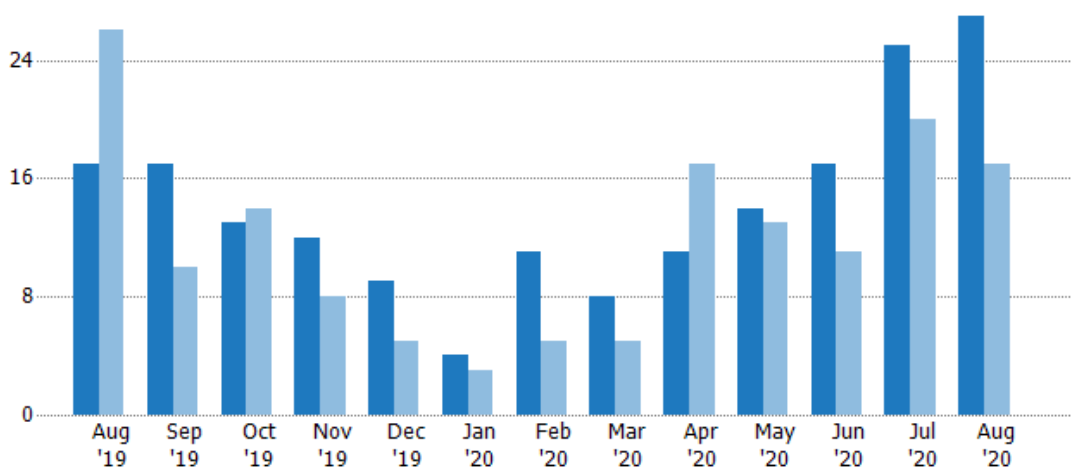
Closed Sales

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



Month/Year	Count	% Chg.
Aug '20	27	58.8%
Aug '19	17	-34.6%
Aug '18	26	-23.1%

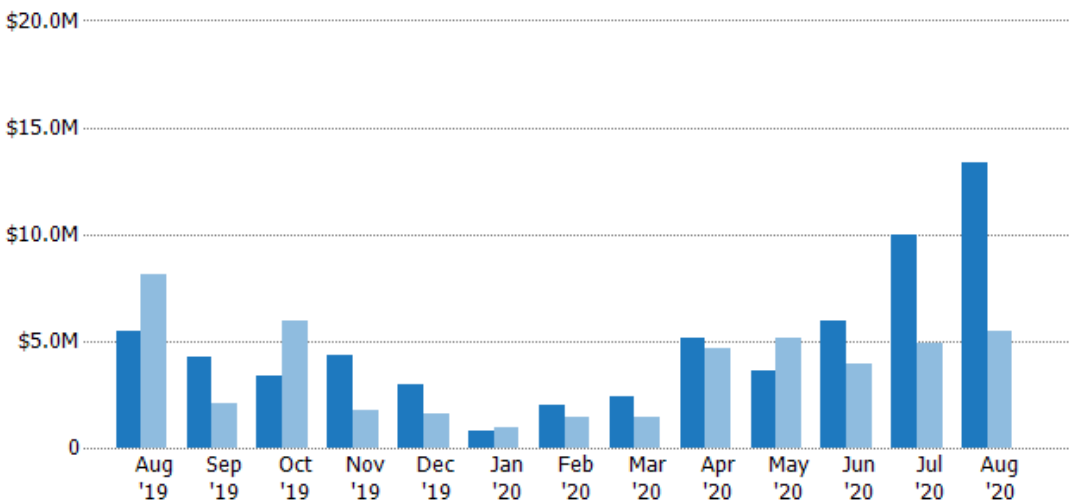
Closed Sales Volume

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



Month/Year	Volume	% Chg.
Aug '20	\$13.3M	142.5%
Aug '19	\$5.49M	-32.2%
Aug '18	\$8.11M	-37.7%

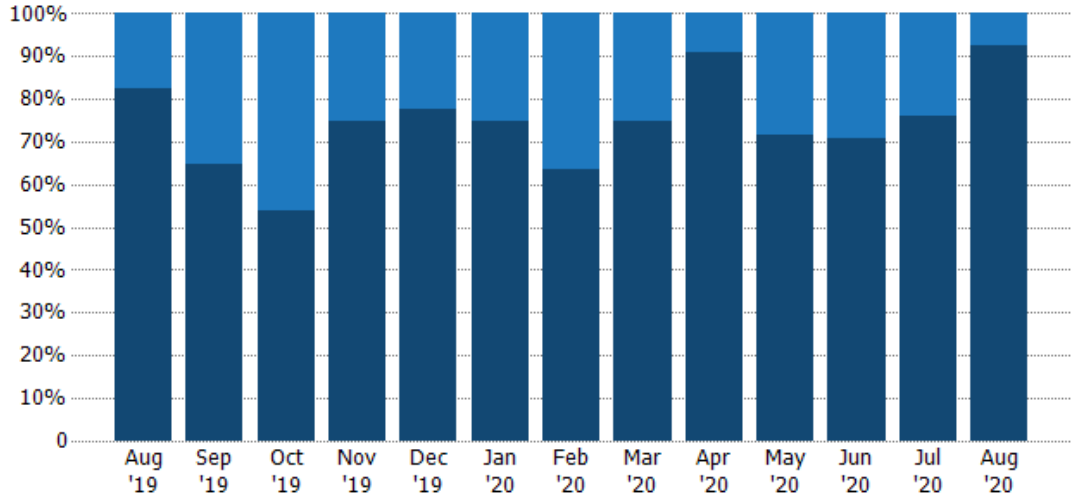
Closed Sales by Property Type

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



Condo/Townhouse	18%	35%	46%	25%	22%	25%	36%	25%	9%	29%	29%	24%	7%
Single Family Residence	82%	65%	54%	75%	78%	75%	64%	75%	91%	71%	71%	76%	93%

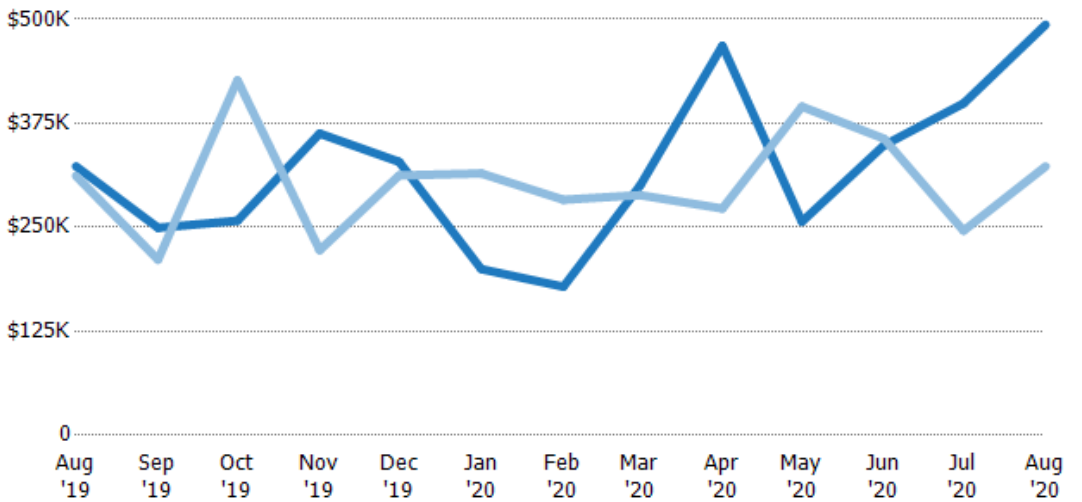
Average Sales Price

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.
Aug '20	\$494K	52.7%
Aug '19	\$323K	3.6%
Aug '18	\$312K	-18.9%

Current Year	\$323K	\$249K	\$258K	\$363K	\$329K	\$200K	\$179K	\$300K	\$468K	\$257K	\$349K	\$399K	\$494K
Prior Year	\$312K	\$211K	\$427K	\$222K	\$312K	\$315K	\$283K	\$289K	\$273K	\$395K	\$357K	\$246K	\$323K
Percent Change from Prior Year	4%	18%	-40%	63%	5%	-37%	-37%	4%	72%	-35%	-2%	62%	53%

Median Sales Price

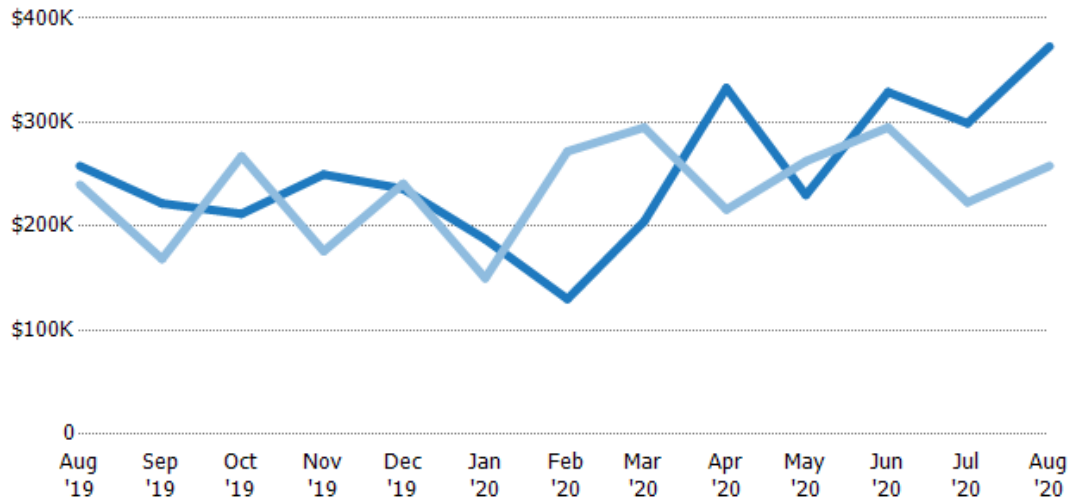
The median sales price of the residential properties sold each month.

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.
Aug '20	\$373K	44.6%
Aug '19	\$258K	7.5%
Aug '18	\$240K	-9.9%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$258K	\$222K	\$212K	\$250K	\$236K	\$188K	\$130K	\$205K	\$333K	\$230K	\$329K	\$299K	\$373K
Prior Year	\$240K	\$169K	\$267K	\$176K	\$241K	\$150K	\$272K	\$295K	\$216K	\$263K	\$295K	\$223K	\$258K
Percent Change from Prior Year	8%	32%	-21%	42%	-2%	25%	-52%	-31%	54%	-12%	12%	34%	45%

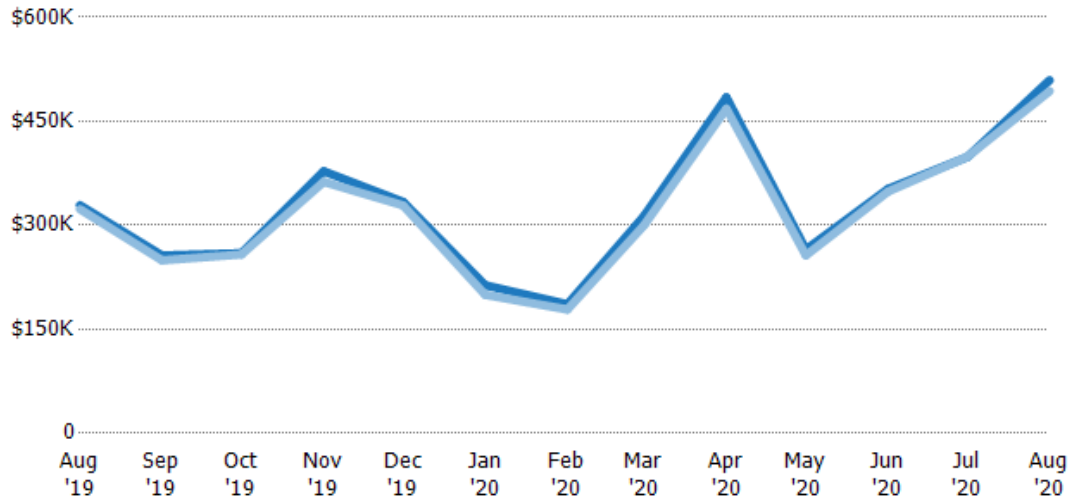
Average Sales Price vs Average Listing Price

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$329K	\$256K	\$260K	\$378K	\$334K	\$213K	\$186K	\$314K	\$485K	\$265K	\$352K	\$399K	\$509K
Avg Sales Price	\$323K	\$249K	\$258K	\$363K	\$329K	\$200K	\$179K	\$300K	\$468K	\$257K	\$349K	\$399K	\$494K
Avg Sales Price as a % of Avg List Price	98%	97%	99%	96%	98%	94%	96%	96%	97%	97%	99%	100%	97%

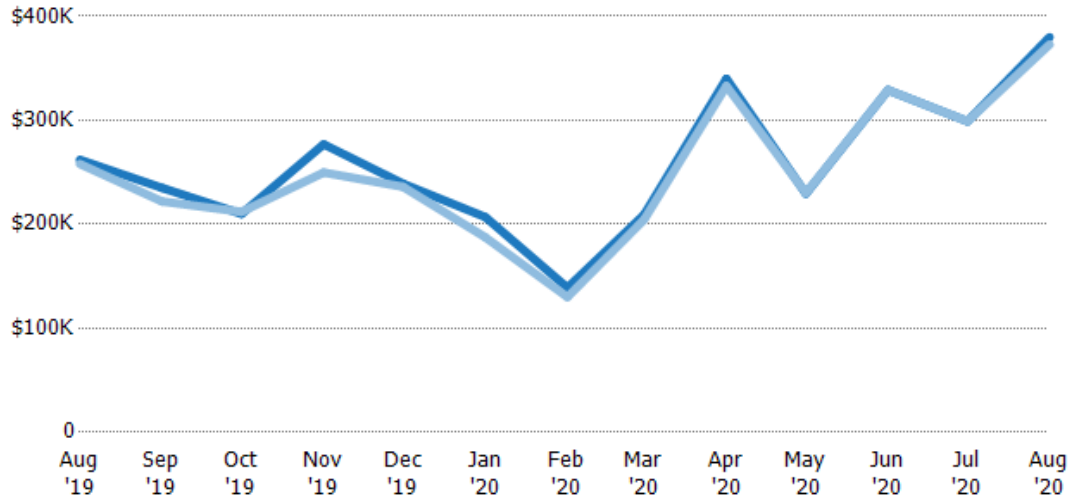
Median Sales Price vs Median Listing Price

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$262K	\$235K	\$210K	\$277K	\$239K	\$207K	\$139K	\$209K	\$340K	\$230K	\$329K	\$299K	\$380K
Median Sales Price	\$258K	\$222K	\$212K	\$250K	\$236K	\$188K	\$130K	\$205K	\$333K	\$230K	\$329K	\$299K	\$373K
Med Sales Price as a % of Med List Price	98%	94%	101%	90%	99%	91%	94%	98%	98%	100%	100%	100%	98%

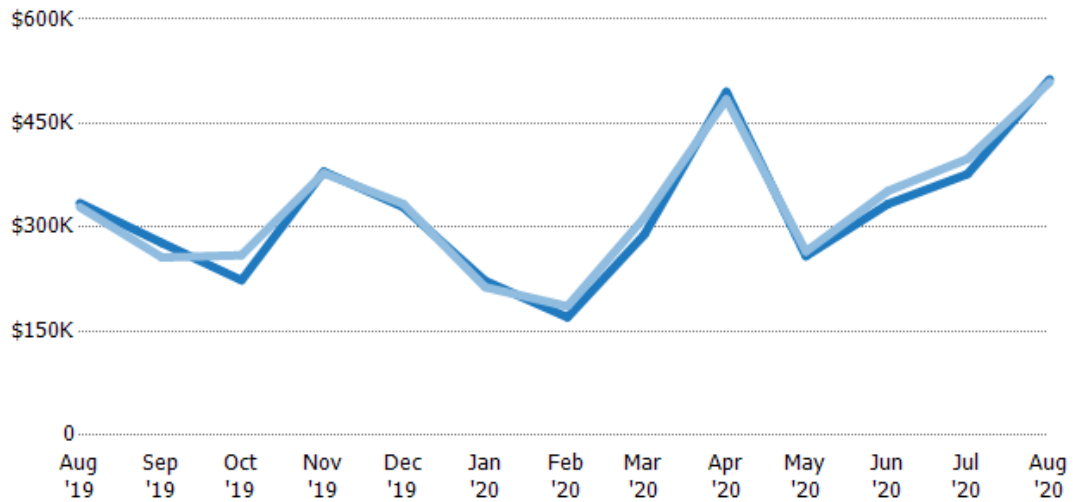
Average Sales Price vs Average Est Value

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

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$335K	\$277K	\$224K	\$380K	\$329K	\$223K	\$170K	\$289K	\$495K	\$258K	\$334K	\$377K	\$514K
Avg Sales Price	\$329K	\$256K	\$260K	\$378K	\$334K	\$213K	\$186K	\$314K	\$485K	\$265K	\$352K	\$399K	\$509K
Avg Sales Price as a % of Avg Est Value	98%	92%	116%	99%	101%	96%	109%	109%	98%	103%	106%	106%	99%

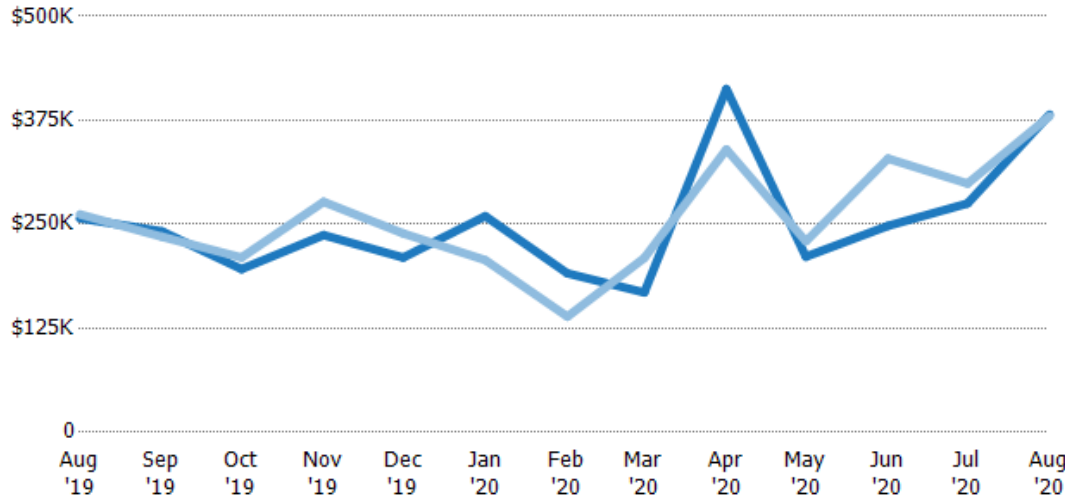
Median Sales Price vs Median Est Value

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$257K	\$242K	\$196K	\$237K	\$210K	\$260K	\$191K	\$168K	\$413K	\$211K	\$248K	\$275K	\$382K
Median Sales Price	\$262K	\$235K	\$210K	\$277K	\$239K	\$207K	\$139K	\$209K	\$340K	\$230K	\$329K	\$299K	\$380K
Med Sales Price as a % of Med Est Value	102%	97%	107%	117%	114%	80%	73%	125%	82%	109%	133%	109%	99%