

## 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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	19	15	+26.7%	174	174	+/-
New Listing Volume	\$6,788,700	\$3,788,590	+79.2%	\$83,506,907	\$62,489,472	+33.6%
Active Listing Count	40	72	-44.4%	N/A	N/A	
Active Listing Volume	\$22,047,495	\$33,080,884	-33.4%	N/A	N/A	
Average Listing Price	\$551,187	\$459,457	+20%	\$574,648	\$523,325	+9.8%
Median Listing Price	\$271,250	\$307,000	-11.6%	\$312,744	\$340,111	-8%
Median Days in RPR	67.5	108	-37.5%	85.23	89.69	-5%
Months of Inventory	1.5	4.2	-65%	4	4.6	-11.6%
Absorption Rate	67.5%	23.61%	+43.9%	24.71%	21.83%	+2.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	23	14	+64.3%	176	144	+22.2%
New Pending Sales Volume	\$11,225,612	\$4,101,700	+173.7%	\$68,304,502	\$43,346,788	+57.6%
Pending Sales Count	38	18	+111.1%	N/A	N/A	
Pending Sales Volume	\$16,550,512	\$5,629,488	+194%	N/A	N/A	
Closed Sales Count	10	18	-44.4%	127	108	+17.6%
Closed Sales Volume	\$3,574,458	\$4,594,700	-22.2%	\$46,706,658	\$32,298,708	+44.6%
Average Sales Price	\$357,446	\$255,261	+40%	\$367,769	\$299,062	+23%
Median Sales Price	\$292,000	\$227,000	+28.6%	\$289,449	\$244,616	+18.3%

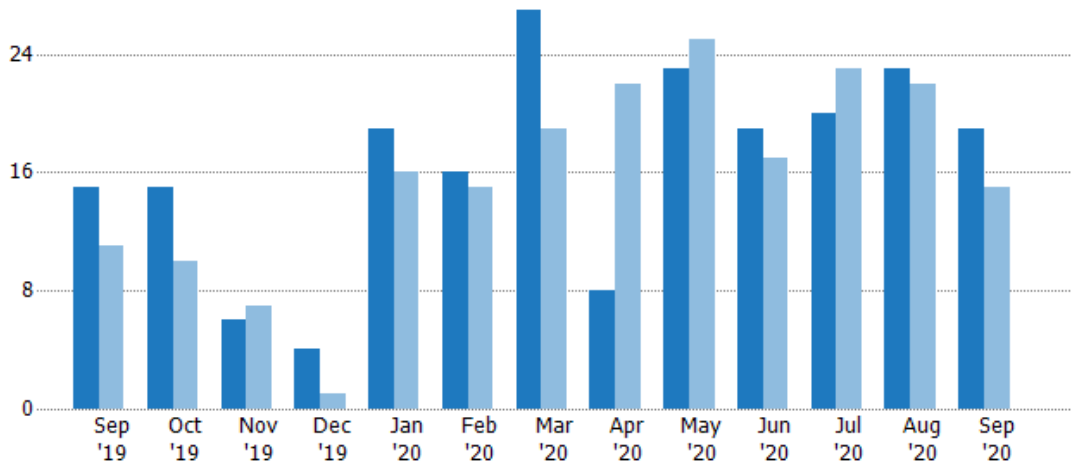
## New Listings

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.
Sep '20	19	26.7%
Sep '19	15	36.4%
Sep '18	11	9.1%

Current Year	15	15	6	4	19	16	27	8	23	19	20	23	19
Prior Year	11	10	7	1	16	15	19	22	25	17	23	22	15
Percent Change from Prior Year	36%	50%	-14%	300%	19%	7%	42%	-64%	-8%	12%	-13%	5%	27%

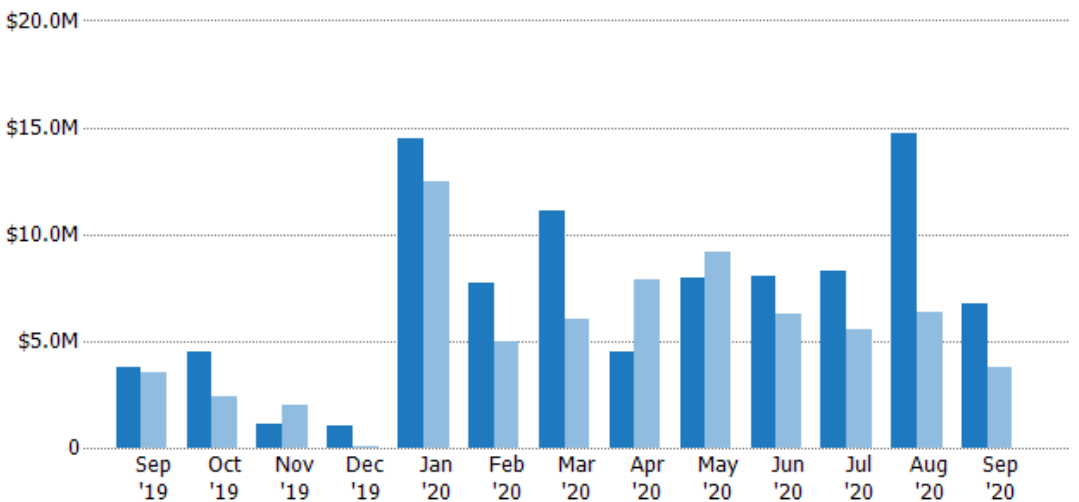
## New Listing Volume

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.
Sep '20	\$6.79M	79.2%
Sep '19	\$3.79M	7.7%
Sep '18	\$3.52M	30.9%

Current Year	\$3.79M	\$4.46M	\$1.11M	\$994K	\$14.5M	\$7.72M	\$11.1M	\$4.53M	\$7.96M	\$8.01M	\$8.29M	\$14.7M	\$6.79M
Prior Year	\$3.52M	\$2.38M	\$1.97M	\$56.5K	\$12.5M	\$4.99M	\$6.02M	\$7.84M	\$9.16M	\$6.3M	\$5.55M	\$6.39M	\$3.79M
Percent Change from Prior Year	8%	87%	-44%	1,659%	16%	55%	84%	-42%	-13%	27%	50%	130%	79%

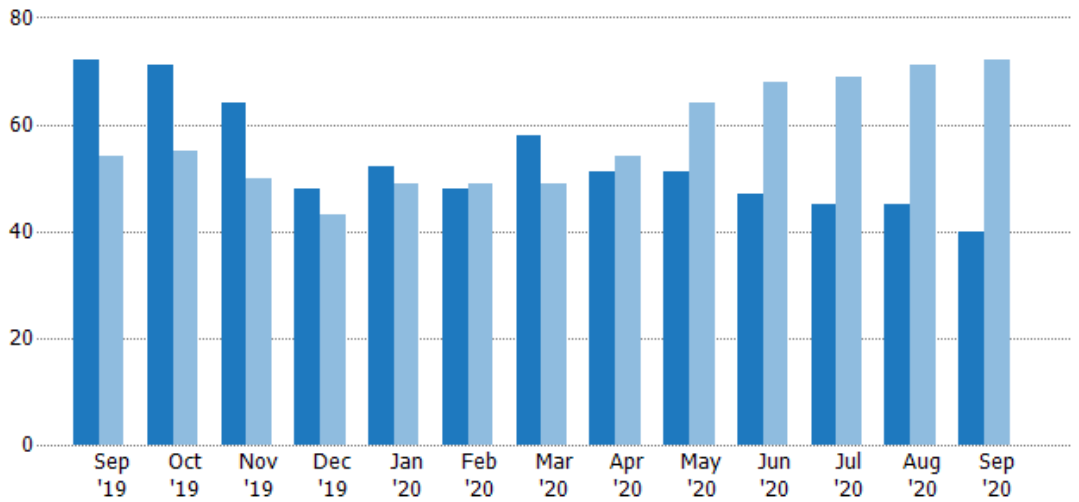
## Active Listings

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	72	71	64	48	52	48	58	51	51	47	45	45	40
Prior Year	54	55	50	43	49	49	49	54	64	68	69	71	72
Percent Change from Prior Year	33%	29%	28%	12%	6%	-2%	18%	-6%	-20%	-31%	-35%	-37%	-44%

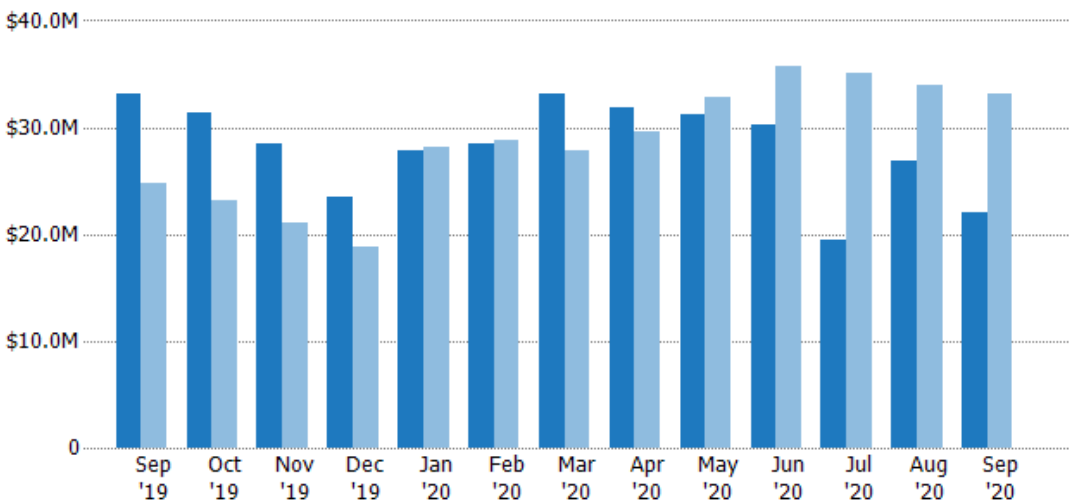
## Active Listing Volume

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$33.1M	\$31.3M	\$28.4M	\$23.4M	\$27.9M	\$28.4M	\$33.1M	\$31.8M	\$31.3M	\$30.3M	\$19.5M	\$26.8M	\$22M
Prior Year	\$24.7M	\$23.2M	\$21.1M	\$18.8M	\$28.2M	\$28.9M	\$27.9M	\$29.6M	\$32.8M	\$35.7M	\$35.1M	\$33.9M	\$33.1M
Percent Change from Prior Year	34%	35%	34%	24%	-1%	-1%	19%	7%	-5%	-15%	-45%	-21%	-33%

## Average Listing Price

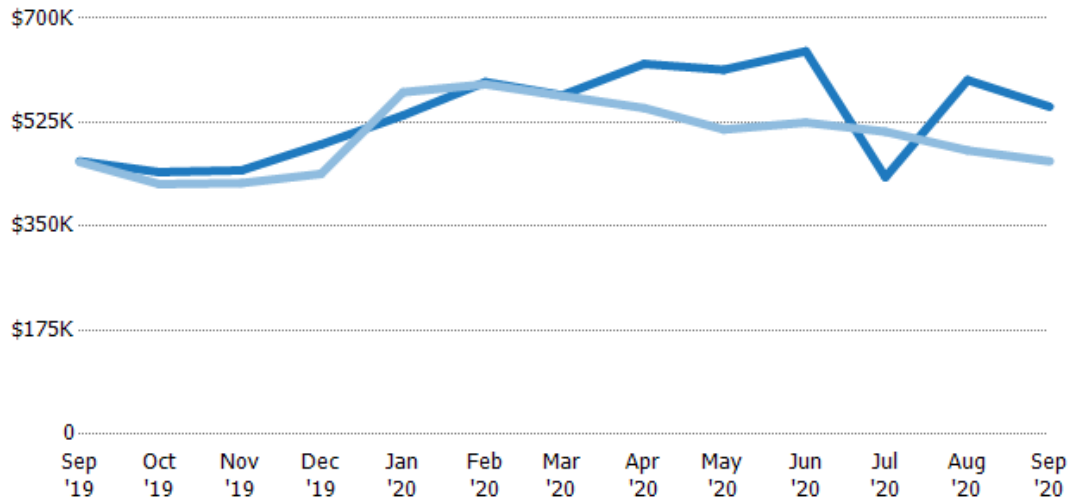
The average listing price of active residential listings at the end of each month.

### 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.
Sep '20	\$551K	20%
Sep '19	\$459K	0.3%
Sep '18	\$458K	-2.3%



Current Year	\$459K	\$441K	\$444K	\$488K	\$537K	\$593K	\$571K	\$623K	\$613K	\$645K	\$433K	\$596K	\$551K
Prior Year	\$458K	\$421K	\$423K	\$438K	\$576K	\$589K	\$569K	\$549K	\$513K	\$525K	\$509K	\$478K	\$459K
Percent Change from Prior Year	0%	5%	5%	11%	-7%	1%	0%	14%	20%	23%	-15%	25%	20%

## Median Listing Price

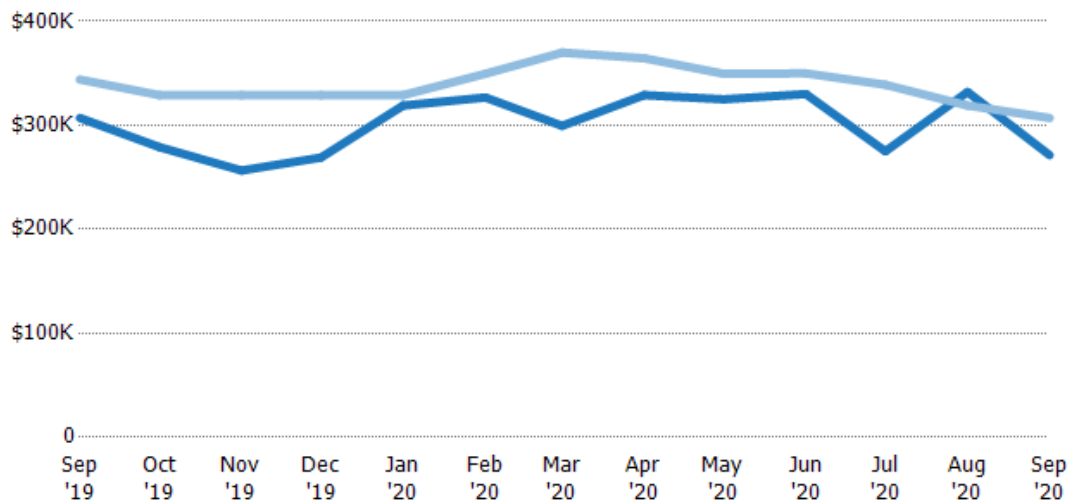
The median listing price of active residential listings at the end of each month.

### 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.
Sep '20	\$271K	-11.6%
Sep '19	\$307K	-10.8%
Sep '18	\$344K	-17.2%



Current Year	\$307K	\$279K	\$256K	\$269K	\$319K	\$327K	\$299K	\$329K	\$325K	\$330K	\$275K	\$332K	\$271K
Prior Year	\$344K	\$329K	\$329K	\$329K	\$329K	\$350K	\$370K	\$364K	\$350K	\$350K	\$339K	\$319K	\$307K
Percent Change from Prior Year	-11%	-15%	-22%	-18%	-3%	-7%	-19%	-10%	-7%	-6%	-19%	4%	-12%

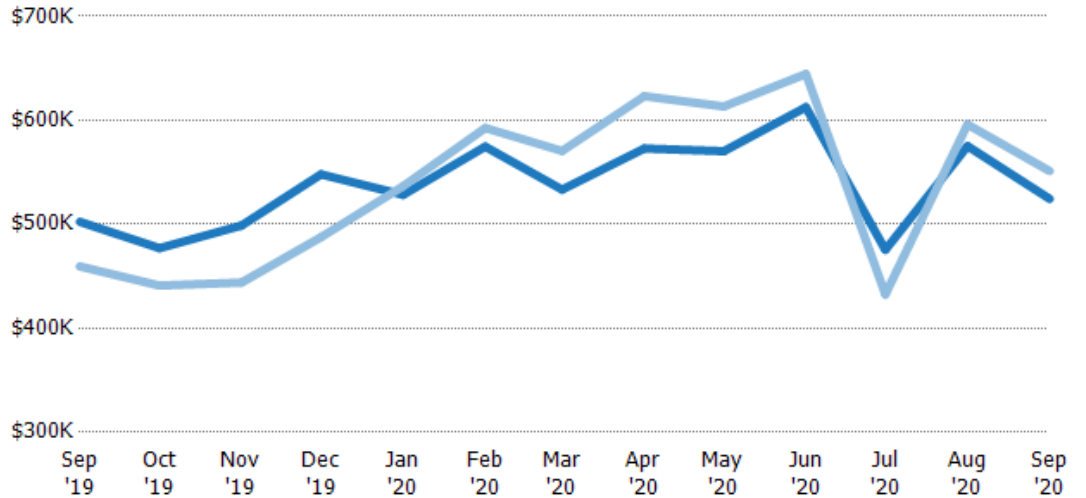
## Average Listing Price vs Average Est Value

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$502K	\$477K	\$499K	\$548K	\$528K	\$575K	\$533K	\$573K	\$570K	\$613K	\$475K	\$575K	\$524K
Avg Listing Price	\$459K	\$441K	\$444K	\$488K	\$537K	\$593K	\$571K	\$623K	\$613K	\$645K	\$433K	\$596K	\$551K
Avg Listing Price as a % of Avg Est Value	91%	92%	89%	89%	102%	103%	107%	109%	108%	105%	91%	104%	105%

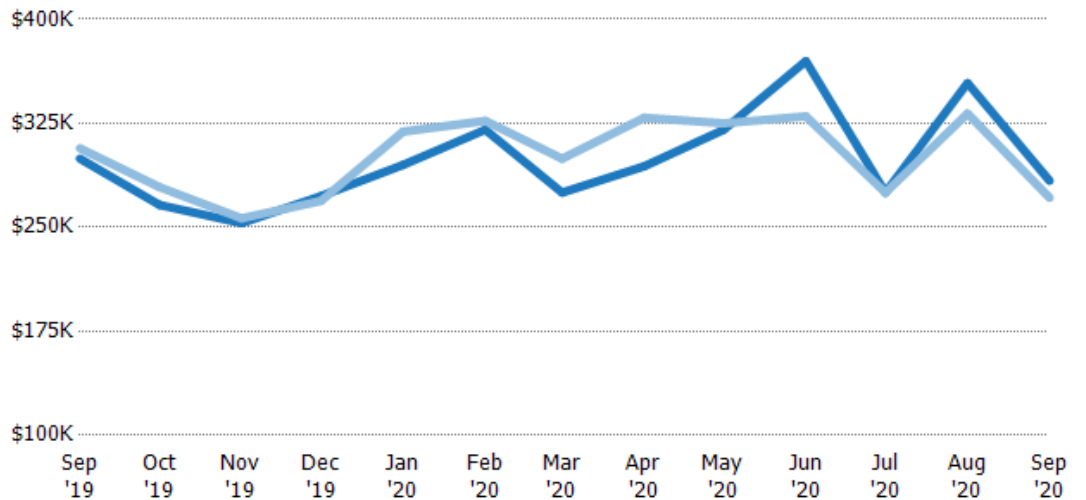
## Median Listing Price vs Median Est Value

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$300K	\$266K	\$253K	\$273K	\$295K	\$320K	\$275K	\$294K	\$320K	\$370K	\$275K	\$354K	\$284K
Median Listing Price	\$307K	\$279K	\$256K	\$269K	\$319K	\$327K	\$299K	\$329K	\$325K	\$330K	\$275K	\$332K	\$271K
Med Listing Price as a % of Med Est Value	103%	105%	101%	99%	108%	102%	109%	112%	101%	89%	100%	94%	96%

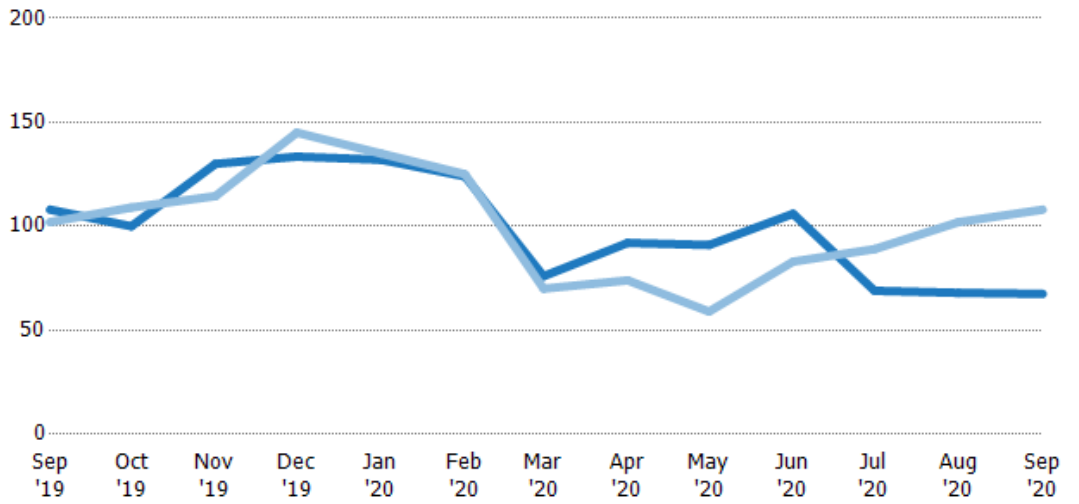
## Median Days in RPR

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.
Sep '20	67.5	-37.5%
Sep '19	108	5.9%
Sep '18	102	18.6%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	108	100	130	134	132	124	76	92	91	106	69	68	67.5
Prior Year	102	109	115	145	135	125	70	74	59	83	89	102	108
Percent Change from Prior Year	6%	-8%	14%	-8%	-2%	-1%	9%	24%	54%	28%	-22%	-33%	-38%

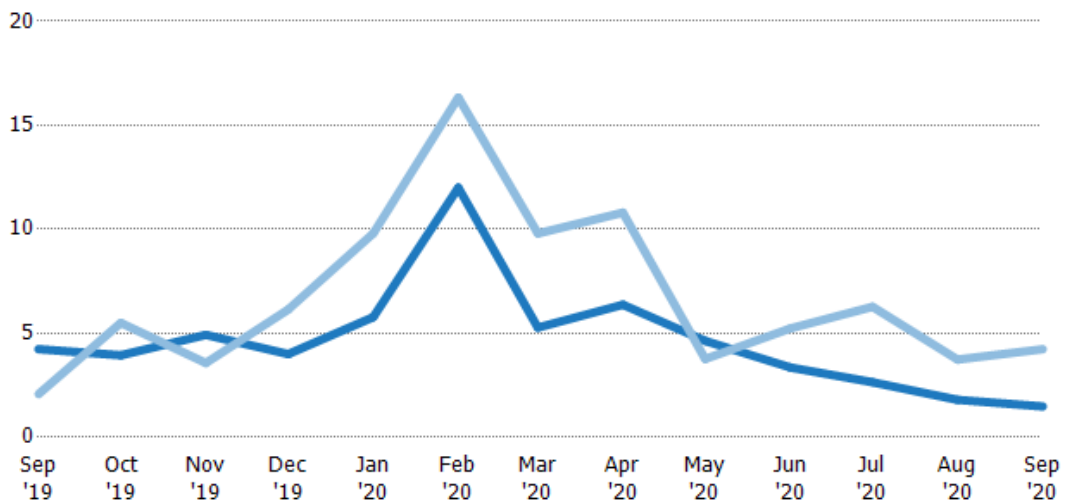
## Months of Inventory

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.
Sep '20	1.48	-65%
Sep '19	4.24	103.9%
Sep '18	2.08	61.3%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	4.24	3.94	4.92	4	5.78	12	5.27	6.38	4.64	3.36	2.65	1.8	1.48
Prior Year	2.08	5.5	3.57	6.14	9.8	16.3	9.8	10.8	3.76	5.23	6.27	3.74	4.24
Percent Change from Prior Year	104%	-28%	38%	-35%	-41%	-27%	-46%	-41%	23%	-36%	-58%	-52%	-65%

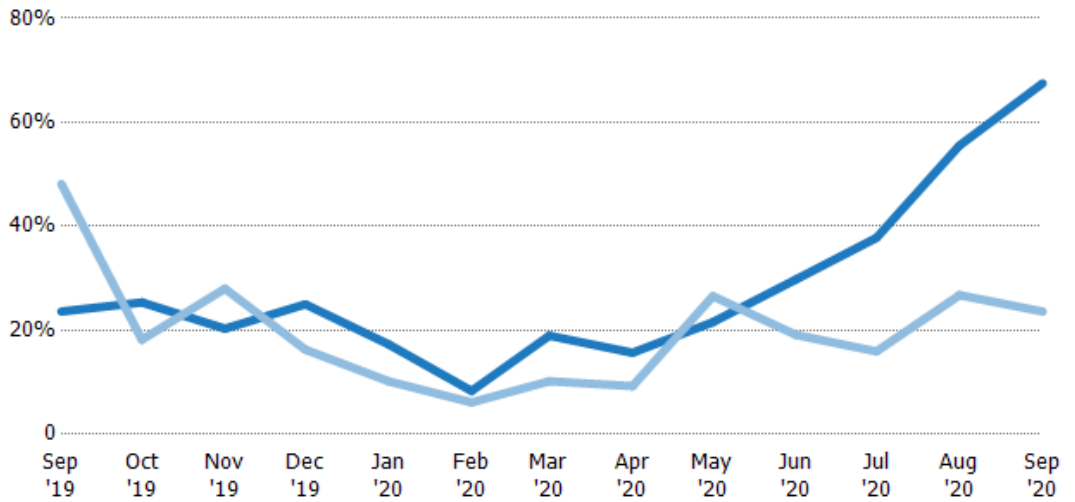
## Absorption Rate

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	24%	25%	20%	25%	17%	8%	19%	16%	22%	30%	38%	56%	68%
Prior Year	48%	18%	28%	16%	10%	6%	10%	9%	27%	19%	16%	27%	24%
Change from Prior Year	25%	-7%	8%	-9%	-7%	-2%	-9%	-6%	5%	-11%	-22%	-29%	-44%

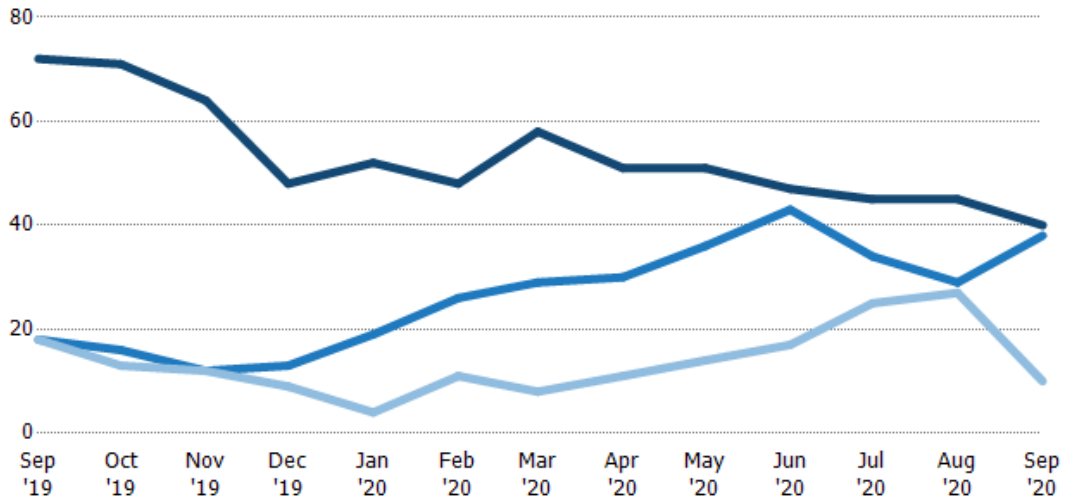
## Active/Pending/Sold Units

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	72	71	64	48	52	48	58	51	51	47	45	45	40
Pending	18	16	12	13	19	26	29	30	36	43	34	29	38
Sold	18	13	12	9	4	11	8	11	14	17	25	27	10

## New Pending Sales

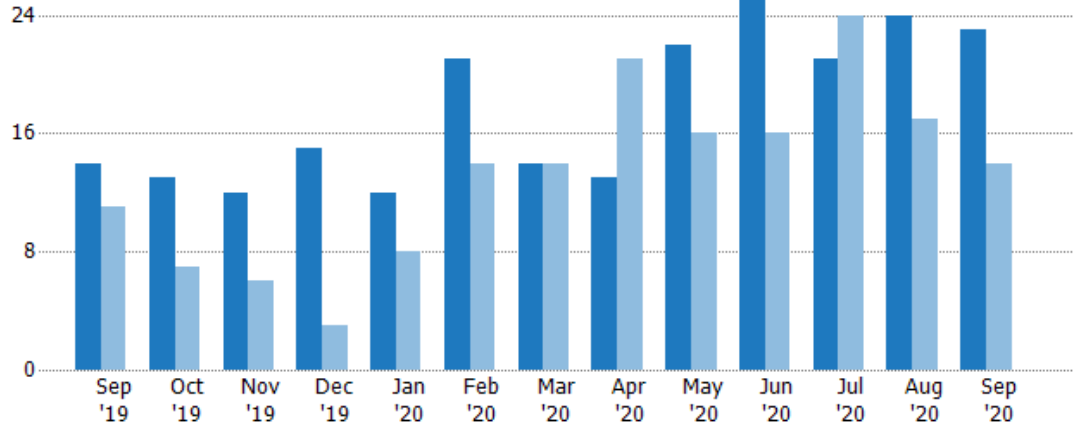
The number of residential properties with accepted offers that were added each month.

### 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.
Sep '20	23	64.3%
Sep '19	14	27.3%
Sep '18	11	0%



Current Year	14	13	12	15	12	21	14	13	22	26	21	24	23
Prior Year	11	7	6	3	8	14	14	21	16	16	24	17	14
Percent Change from Prior Year	27%	86%	100%	400%	50%	50%	0%	-38%	38%	63%	-13%	41%	64%

## New Pending Sales Volume

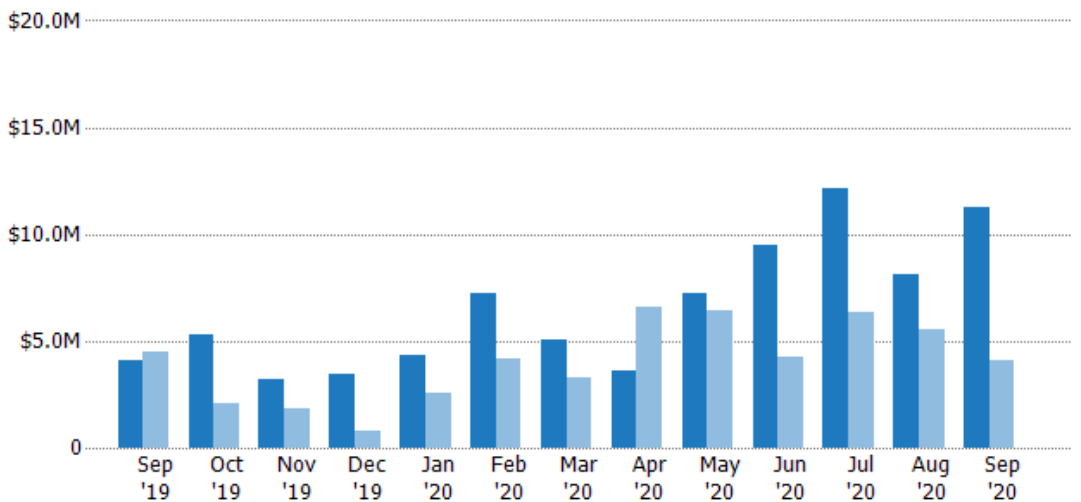
The sum of the sales price of residential properties with accepted offers that were added each month.

### 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.
Sep '20	\$11.2M	173.7%
Sep '19	\$4.1M	-8.6%
Sep '18	\$4.49M	-39%



Current Year	\$4.1M	\$5.28M	\$3.19M	\$3.43M	\$4.31M	\$7.2M	\$5.03M	\$3.57M	\$7.21M	\$9.49M	\$12.1M	\$8.14M	\$11.2M
Prior Year	\$4.49M	\$2.1M	\$1.85M	\$814K	\$2.54M	\$4.18M	\$3.31M	\$6.61M	\$6.41M	\$4.28M	\$6.39M	\$5.53M	\$4.1M
Percent Change from Prior Year	-9%	151%	73%	321%	70%	72%	52%	-46%	12%	122%	90%	47%	174%



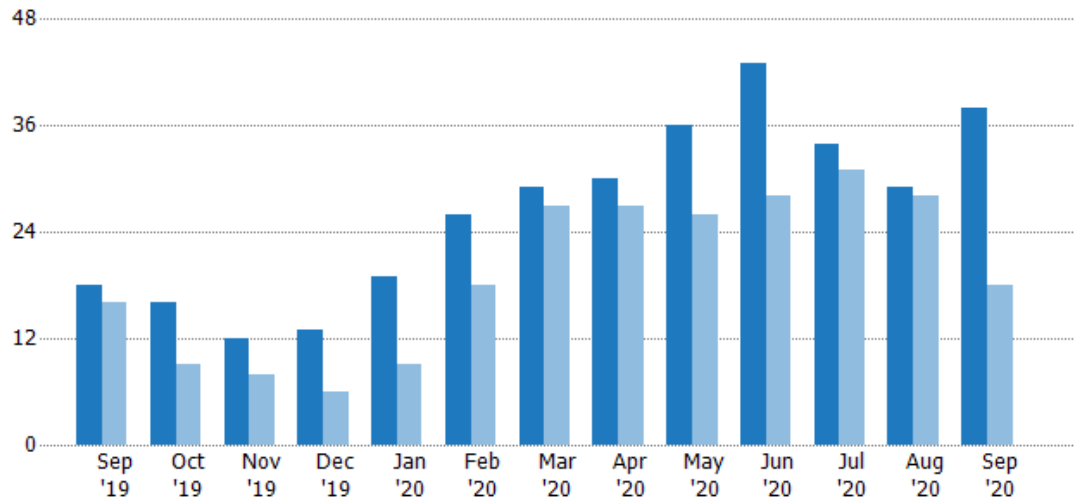
## Pending Sales

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.
Sep '20	38	111.1%
Sep '19	18	12.5%
Sep '18	16	-12.5%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	18	16	12	13	19	26	29	30	36	43	34	29	38
Prior Year	16	9	8	6	9	18	27	27	26	28	31	28	18
Percent Change from Prior Year	13%	78%	50%	117%	111%	44%	7%	11%	38%	54%	10%	4%	111%

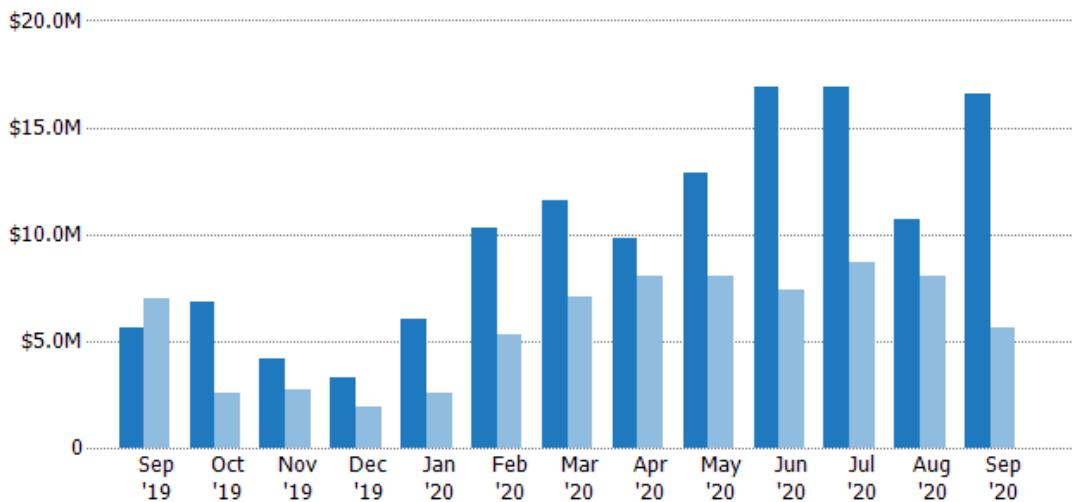
## Pending Sales Volume

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.
Sep '20	\$16.6M	194%
Sep '19	\$5.63M	-19.1%
Sep '18	\$6.96M	-30.9%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$5.63M	\$6.85M	\$4.14M	\$3.31M	\$6.06M	\$10.3M	\$11.6M	\$9.8M	\$12.9M	\$16.9M	\$16.9M	\$10.7M	\$16.6M
Prior Year	\$6.96M	\$2.59M	\$2.7M	\$1.92M	\$2.58M	\$5.27M	\$7.08M	\$8.07M	\$8.05M	\$7.41M	\$8.68M	\$8.07M	\$5.63M
Percent Change from Prior Year	-19%	164%	53%	72%	135%	96%	64%	21%	60%	128%	94%	32%	194%

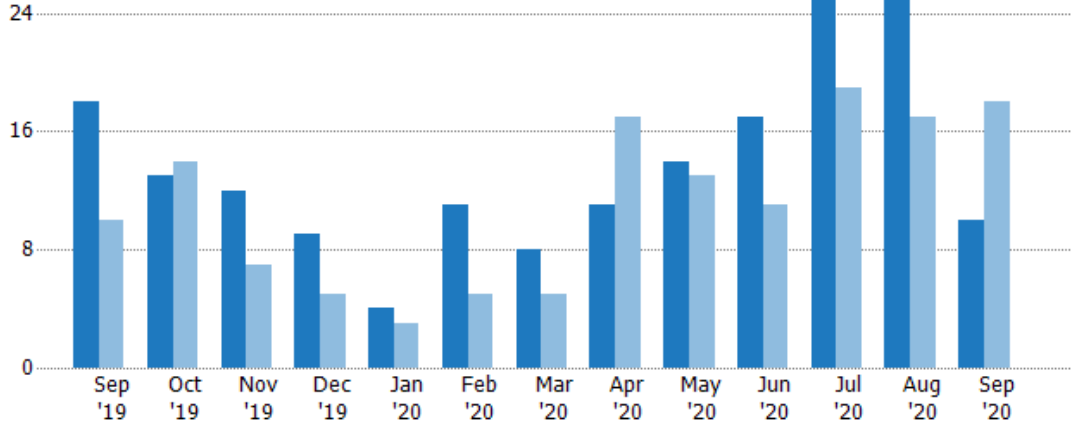
## Closed Sales

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.
Sep '20	10	-44.4%
Sep '19	18	80%
Sep '18	10	-20%

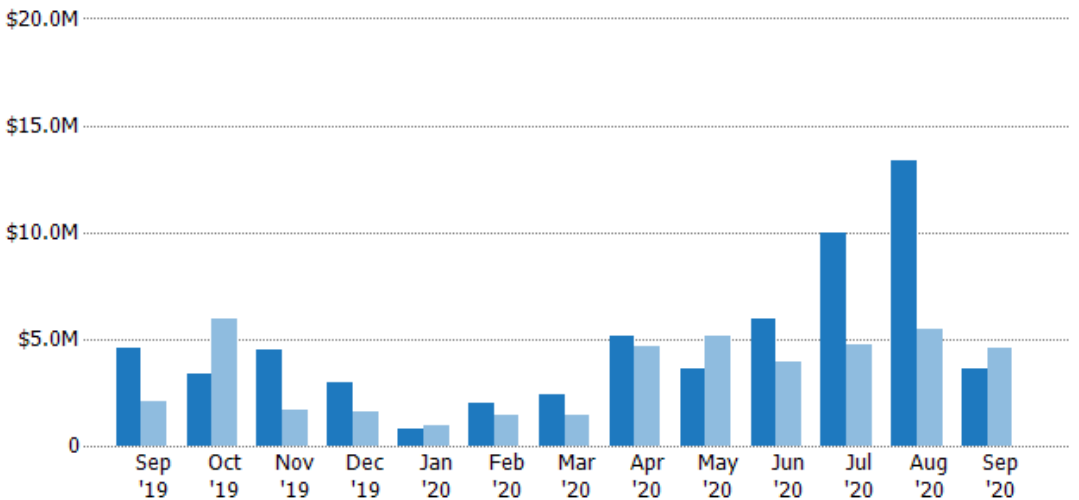
## Closed Sales Volume

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.
Sep '20	\$3.57M	-22.2%
Sep '19	\$4.59M	117.8%
Sep '18	\$2.11M	-27%

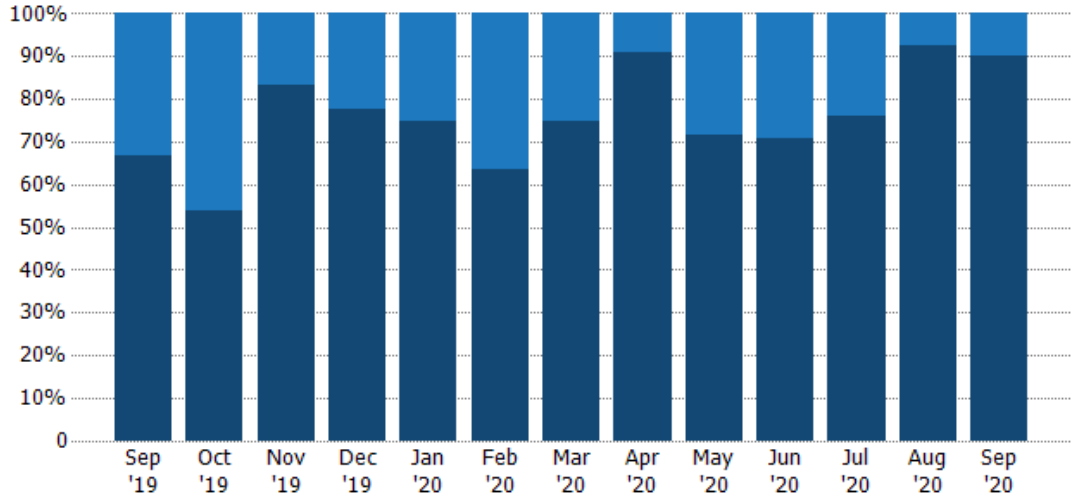
## Closed Sales by Property Type

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	33%	46%	17%	22%	25%	36%	25%	9%	29%	29%	24%	7%	10%
Single Family Residence	67%	54%	83%	78%	75%	64%	75%	91%	71%	71%	76%	93%	90%

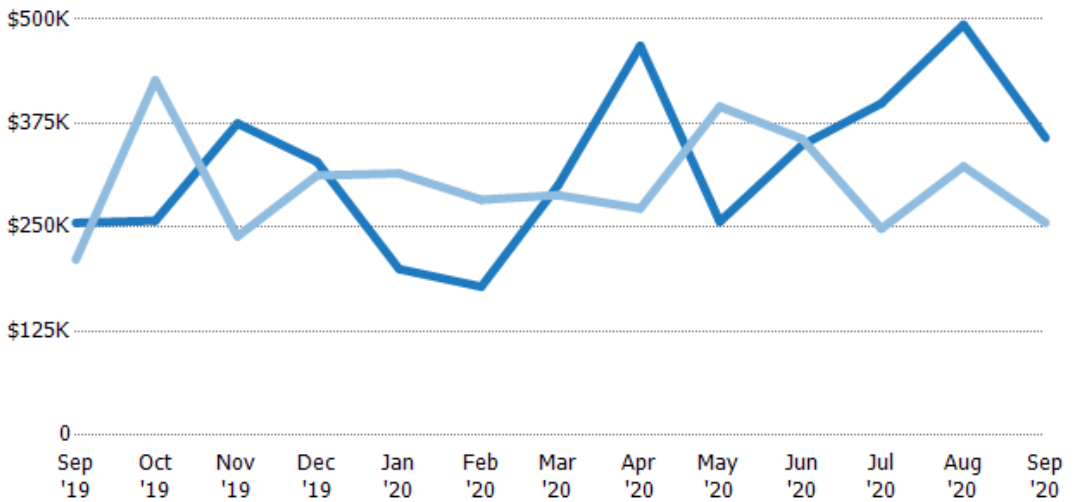
## Average Sales Price

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



Current Year	\$255K	\$258K	\$375K	\$329K	\$200K	\$179K	\$300K	\$468K	\$257K	\$349K	\$399K	\$494K	\$357K
Prior Year	\$211K	\$427K	\$239K	\$312K	\$315K	\$283K	\$289K	\$273K	\$395K	\$357K	\$248K	\$323K	\$255K
Percent Change from Prior Year	21%	-40%	57%	5%	-37%	-37%	4%	72%	-35%	-2%	61%	53%	40%

## Median Sales Price

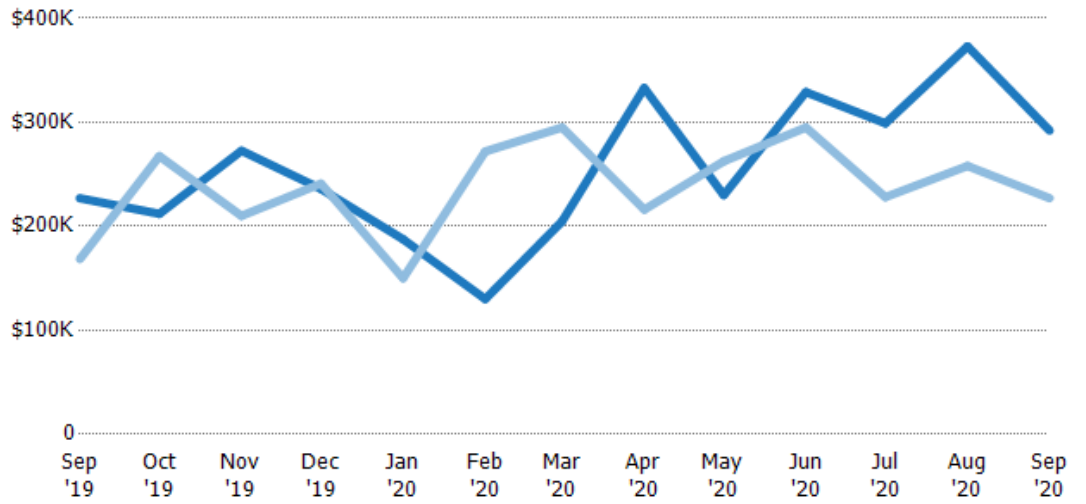
The median sales price of the residential properties sold each month.

### 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.
Sep '20	\$292K	28.6%
Sep '19	\$227K	34.7%
Sep '18	\$169K	11.2%



Current Year	\$227K	\$212K	\$273K	\$236K	\$188K	\$130K	\$205K	\$333K	\$230K	\$329K	\$299K	\$373K	\$292K
Prior Year	\$169K	\$267K	\$210K	\$241K	\$150K	\$272K	\$295K	\$216K	\$263K	\$295K	\$228K	\$258K	\$227K
Percent Change from Prior Year	35%	-21%	30%	-2%	25%	-52%	-31%	54%	-12%	12%	31%	45%	29%

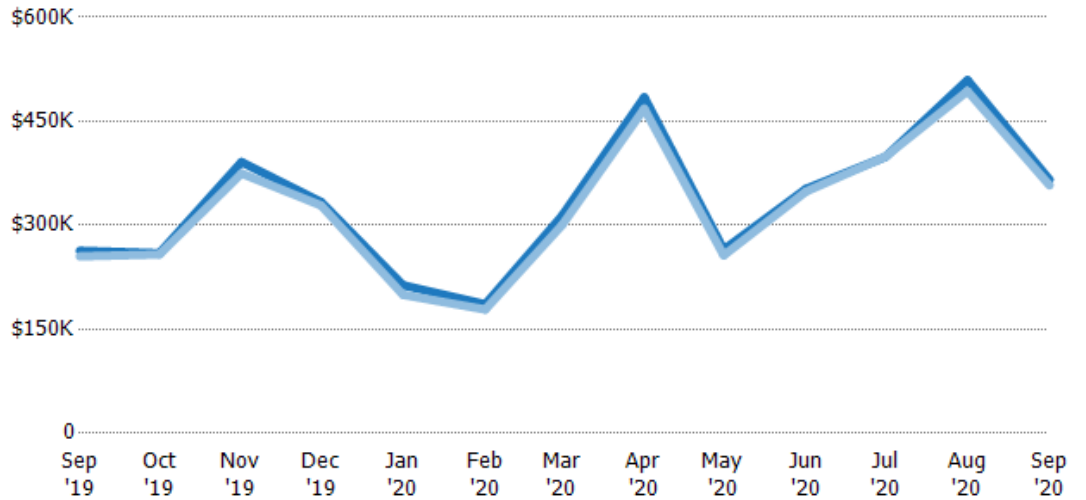
## Average Sales Price vs Average Listing Price

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	\$263K	\$260K	\$391K	\$334K	\$213K	\$186K	\$314K	\$485K	\$265K	\$352K	\$399K	\$509K	\$366K
Avg Sales Price	\$255K	\$258K	\$375K	\$329K	\$200K	\$179K	\$300K	\$468K	\$257K	\$349K	\$399K	\$494K	\$357K
Avg Sales Price as a % of Avg List Price	97%	99%	96%	98%	94%	96%	96%	97%	97%	99%	100%	97%	98%

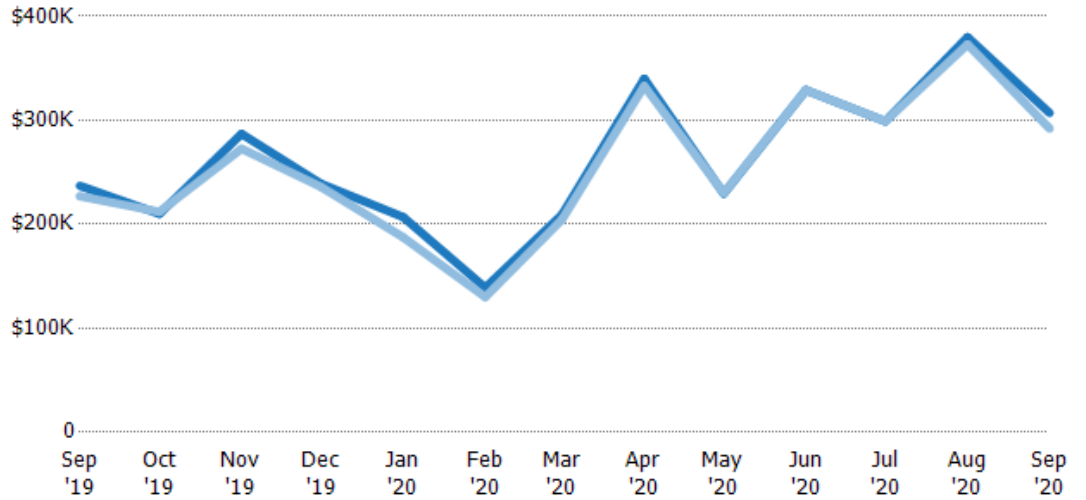
## Median Sales Price vs Median Listing Price

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

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



Month	Median List Price	Median Sales Price	Med Sales Price as a % of Med List Price
Sep '19	\$237K	\$227K	96%
Oct '19	\$210K	\$212K	101%
Nov '19	\$287K	\$273K	95%
Dec '19	\$239K	\$236K	99%
Jan '20	\$207K	\$188K	91%
Feb '20	\$139K	\$130K	94%
Mar '20	\$209K	\$205K	98%
Apr '20	\$340K	\$333K	98%
May '20	\$230K	\$230K	100%
Jun '20	\$329K	\$329K	100%
Jul '20	\$299K	\$299K	100%
Aug '20	\$380K	\$373K	98%
Sep '20	\$307K	\$292K	95%

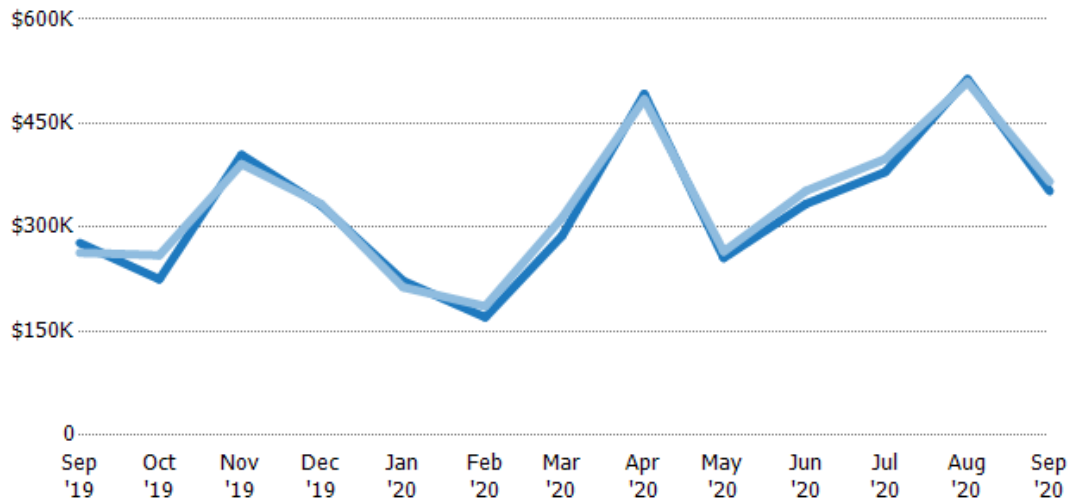
## Average Sales Price vs Average Est Value

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



Month	Avg Est Value	Avg Sales Price	Avg Sales Price as a % of Avg Est Value
Sep '19	\$277K	\$263K	95%
Oct '19	\$225K	\$260K	115%
Nov '19	\$404K	\$391K	97%
Dec '19	\$332K	\$334K	101%
Jan '20	\$223K	\$213K	96%
Feb '20	\$170K	\$186K	109%
Mar '20	\$288K	\$314K	109%
Apr '20	\$492K	\$485K	98%
May '20	\$256K	\$265K	104%
Jun '20	\$334K	\$352K	106%
Jul '20	\$380K	\$399K	105%
Aug '20	\$514K	\$509K	99%
Sep '20	\$352K	\$366K	104%

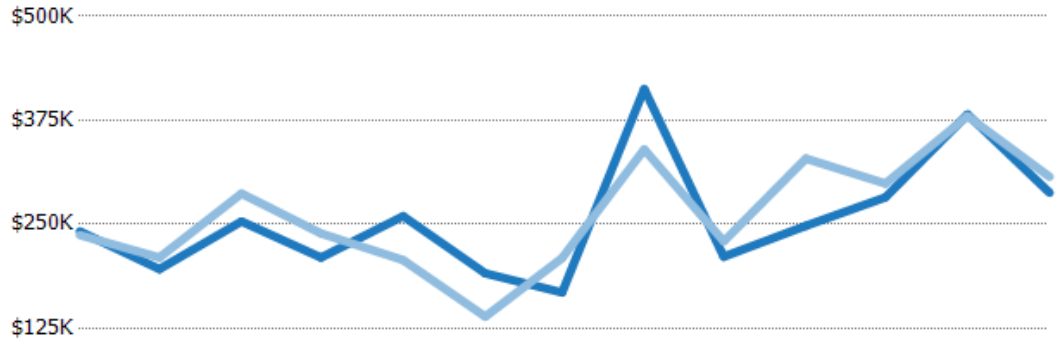
## Median Sales Price vs Median Est Value

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$242K	\$196K	\$253K	\$210K	\$260K	\$191K	\$168K	\$413K	\$211K	\$248K	\$282K	\$382K	\$288K
Median Sales Price	\$237K	\$210K	\$287K	\$239K	\$207K	\$139K	\$209K	\$340K	\$230K	\$329K	\$299K	\$380K	\$307K
Med Sales Price as a % of Med Est Value	98%	107%	113%	114%	80%	73%	125%	82%	109%	133%	106%	99%	107%