

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	8	+25%	100	109	-8.3%
New Listing Volume	\$2,365,700	\$1,504,700	+57.2%	\$26,149,700	\$26,295,988	-0.6%
Active Listing Count	19	36	-47.2%	N/A	N/A	
Active Listing Volume	\$5,201,600	\$9,385,400	-44.6%	N/A	N/A	
Average Listing Price	\$273,768	\$260,706	+5%	\$274,939	\$270,367	+1.7%
Median Listing Price	\$209,500	\$239,000	-12.3%	\$244,372	\$252,831	-3.3%
Median Days in RPR	41	94.5	-56.6%	69.34	72.41	-4.2%
Months of Inventory	1.5	4.5	-67.5%	2.9	3.3	-14.2%
Absorption Rate	68.42%	22.22%	+46.2%	34.88%	29.92%	+5%
Sales Activity Charts Metrics						
New Pending Sales Count	12	8	+50%	109	98	+11.2%
New Pending Sales Volume	\$2,787,200	\$1,770,800	+57.4%	\$27,400,900	\$22,376,088	+22.5%
Pending Sales Count	20	13	+53.8%	N/A	N/A	
Pending Sales Volume	\$5,055,600	\$3,448,488	+46.6%	N/A	N/A	
Closed Sales Count	7	12	-41.7%	83	75	+10.7%
Closed Sales Volume	\$1,856,900	\$2,547,800	-27.1%	\$19,480,150	\$16,775,300	+16.1%
Average Sales Price	\$265,271	\$212,317	+24.9%	\$234,701	\$223,671	+4.9%
Median Sales Price	\$265,000	\$214,500	+23.5%	\$226,836	\$215,974	+5%

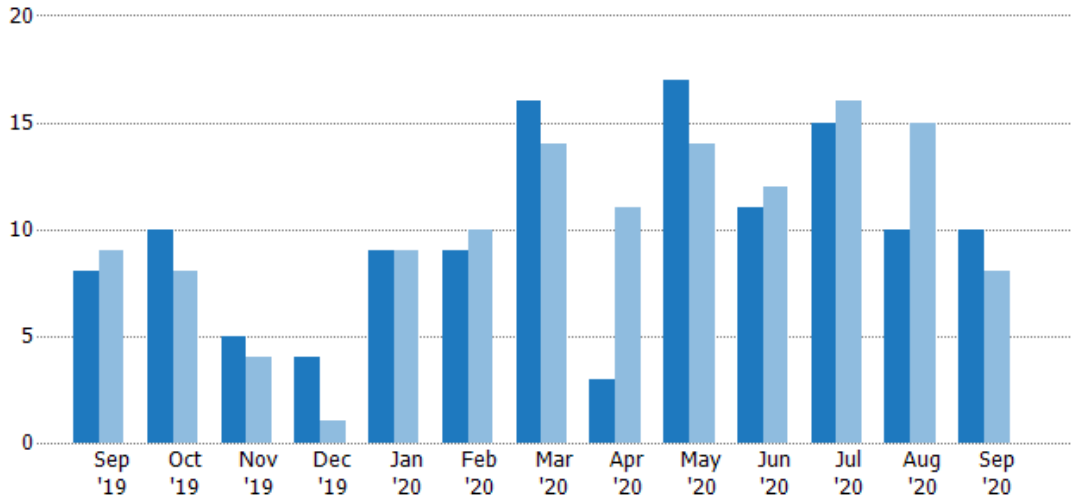
New Listings

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.
Sep '20	10	25%
Sep '19	8	-11.1%
Sep '18	9	-11.1%



	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	8	10	5	4	9	9	16	3	17	11	15	10	10
Prior Year	9	8	4	1	9	10	14	11	14	12	16	15	8
Percent Change from Prior Year	-11%	25%	25%	300%	0%	-10%	14%	-73%	21%	-8%	-6%	-33%	25%

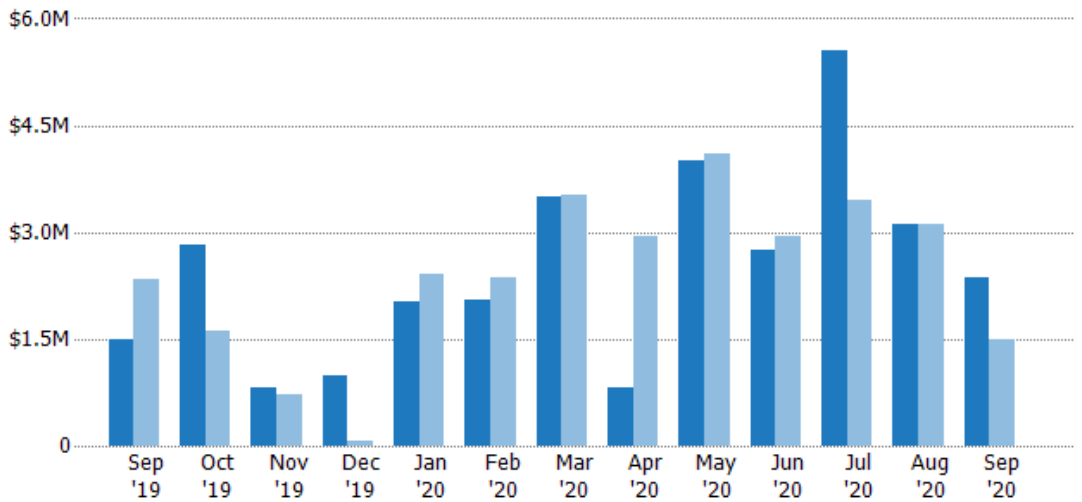
New Listing Volume

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.
Sep '20	\$2.37M	57.2%
Sep '19	\$1.5M	-35.7%
Sep '18	\$2.34M	-18.7%



	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	\$1.5M	\$2.83M	\$824K	\$994K	\$2.03M	\$2.05M	\$3.49M	\$814K	\$4M	\$2.74M	\$5.56M	\$3.1M	\$2.37M
Prior Year	\$2.34M	\$1.62M	\$728K	\$56.5K	\$2.41M	\$2.36M	\$3.51M	\$2.94M	\$4.09M	\$2.93M	\$3.44M	\$3.11M	\$1.5M
Percent Change from Prior Year	-36%	75%	13%	1,659%	-16%	-13%	-1%	-72%	-2%	-6%	62%	0%	57%

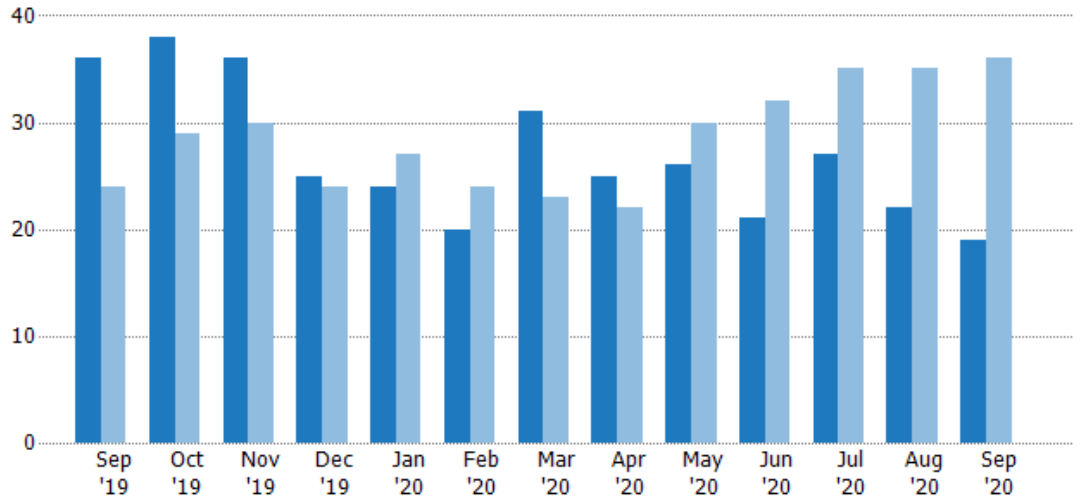
Active Listings

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.
Sep '20	19	-47.2%
Sep '19	36	50%
Sep '18	24	54.2%



	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	36	38	36	25	24	20	31	25	26	21	27	22	19
Prior Year	24	29	30	24	27	24	23	22	30	32	35	35	36
Percent Change from Prior Year	50%	31%	20%	4%	-11%	-17%	35%	14%	-13%	-34%	-23%	-37%	-47%

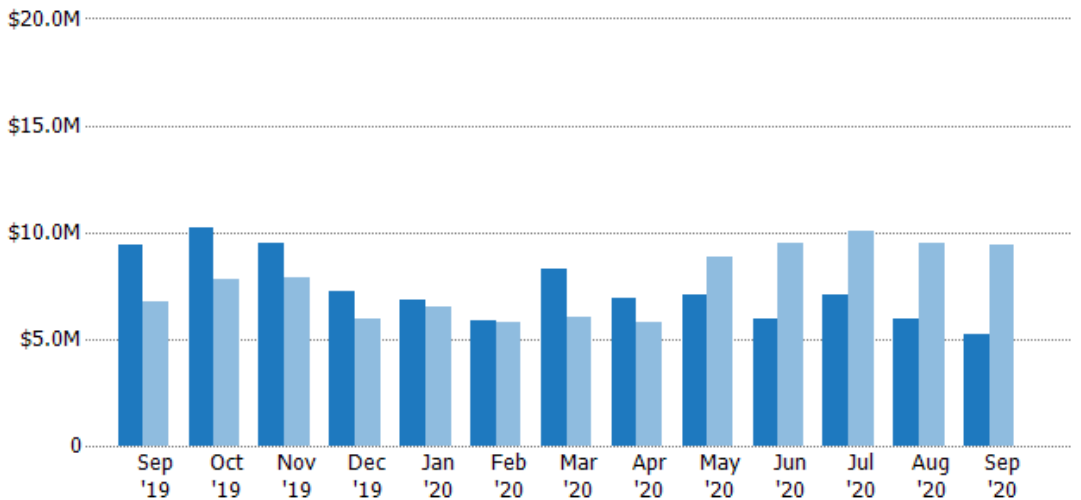
Active Listing Volume

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.
Sep '20	\$5.2M	-44.6%
Sep '19	\$9.39M	38.4%
Sep '18	\$6.78M	31.4%



	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	\$9.39M	\$10.2M	\$9.45M	\$7.21M	\$6.85M	\$5.85M	\$8.26M	\$6.94M	\$7.08M	\$5.93M	\$7.05M	\$5.96M	\$5.2M
Prior Year	\$6.78M	\$7.77M	\$7.84M	\$5.92M	\$6.54M	\$5.77M	\$6.02M	\$5.81M	\$8.82M	\$9.49M	\$10.1M	\$9.48M	\$9.39M
Percent Change from Prior Year	38%	32%	21%	22%	5%	1%	37%	19%	-20%	-38%	-30%	-37%	-45%

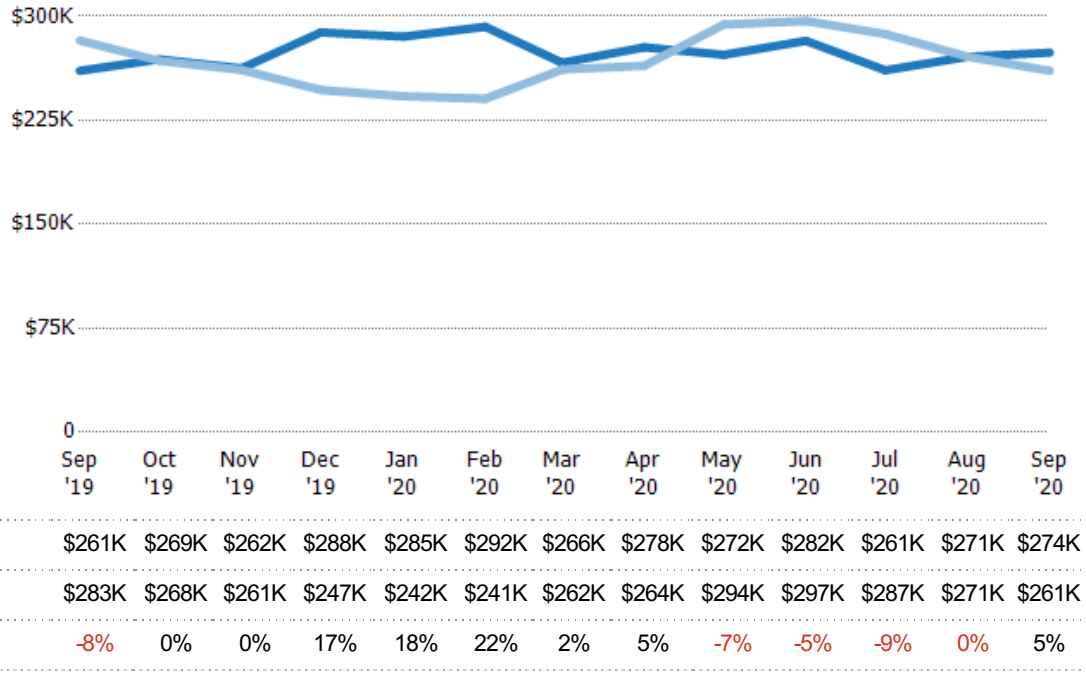
Average Listing Price

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.
Sep '20	\$274K	5%
Sep '19	\$261K	-7.7%
Sep '18	\$283K	-14.8%



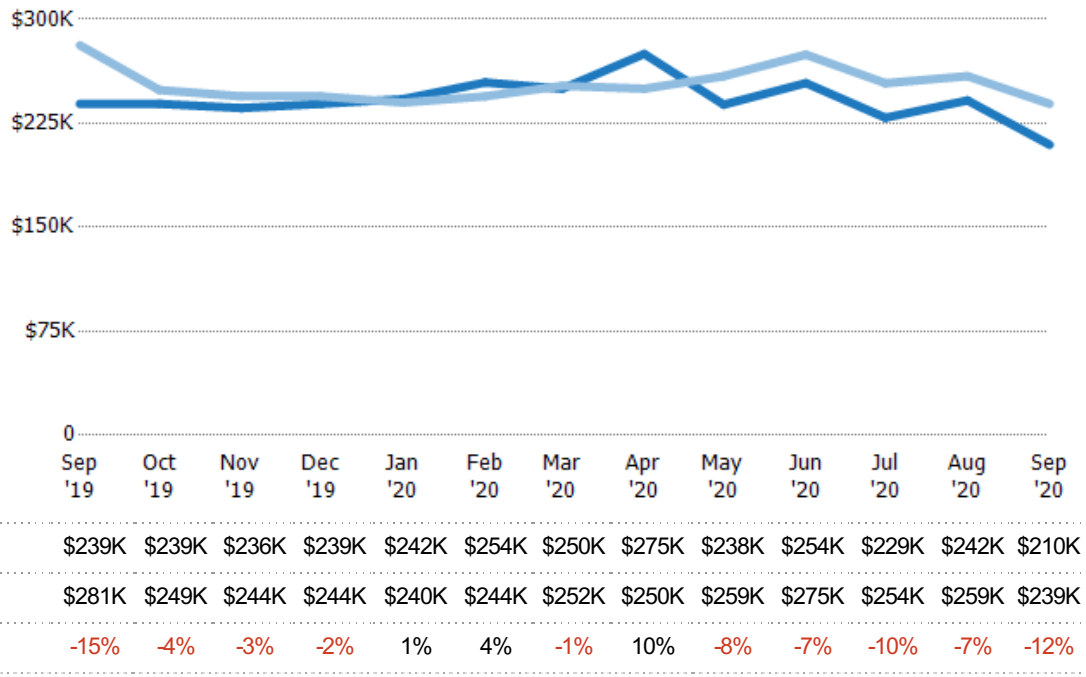
Median Listing Price

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.
Sep '20	\$210K	-12.3%
Sep '19	\$239K	-15%
Sep '18	\$281K	-18.6%

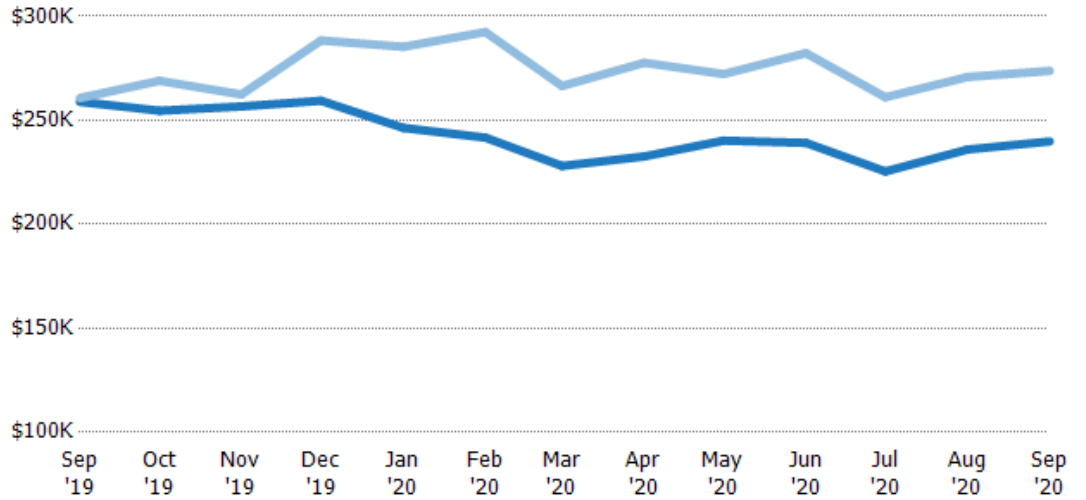


Average Listing Price vs Average Est Value

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



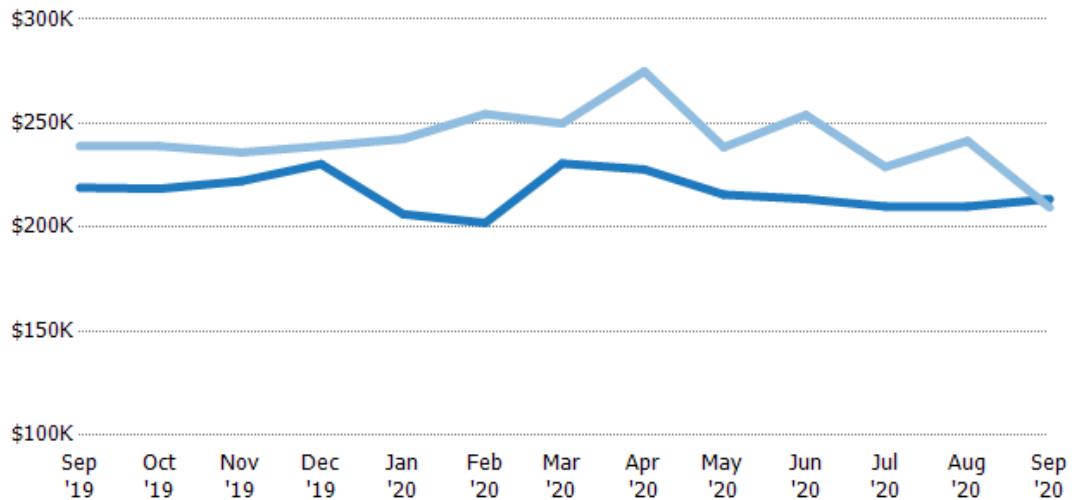
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$259K	\$255K	\$257K	\$259K	\$246K	\$242K	\$228K	\$233K	\$240K	\$239K	\$225K	\$236K	\$240K
Avg Listing Price	\$261K	\$269K	\$262K	\$288K	\$285K	\$292K	\$266K	\$278K	\$272K	\$282K	\$261K	\$271K	\$274K
Avg Listing Price as a % of Avg Est Value	101%	106%	102%	111%	116%	121%	117%	119%	113%	118%	116%	115%	114%

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



	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	\$219K	\$219K	\$222K	\$230K	\$206K	\$202K	\$231K	\$228K	\$216K	\$214K	\$210K	\$210K	\$214K
Median Listing Price	\$239K	\$239K	\$236K	\$239K	\$242K	\$254K	\$250K	\$275K	\$238K	\$254K	\$229K	\$242K	\$210K
Med Listing Price as a % of Med Est Value	109%	109%	106%	104%	118%	126%	108%	121%	111%	119%	109%	115%	98%

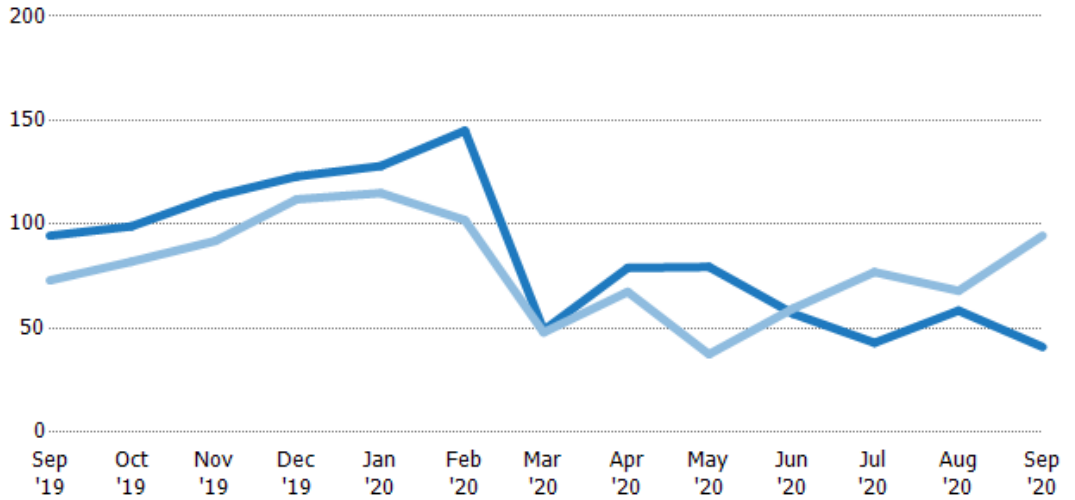
Median Days in RPR

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

Month/ Year	Days	% Chg.
Sep '20	41	-56.6%
Sep '19	94.5	29.5%
Sep '18	73	39.7%



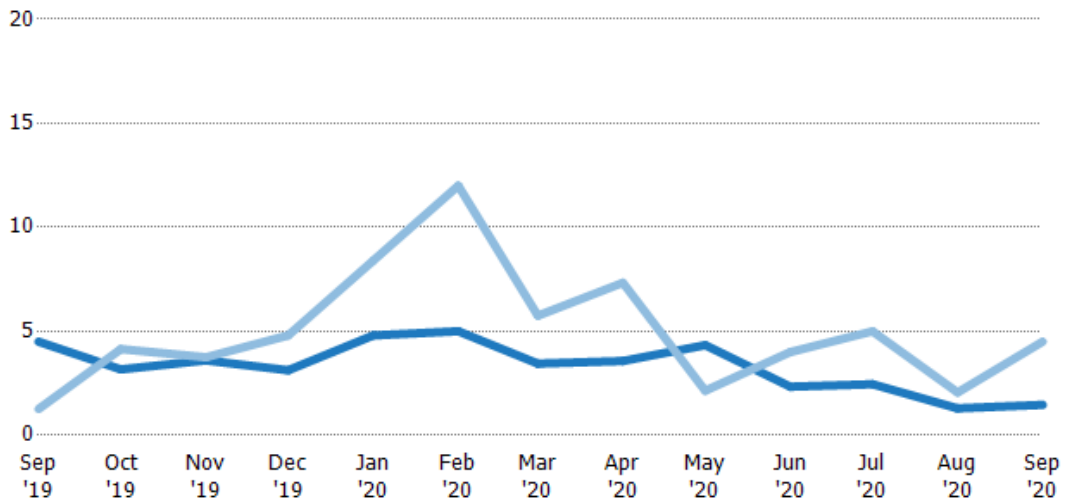
Current Year	94.5	99	114	123	128	145	49	79	79.5	57	43	58.5	41
Prior Year	73	82	92	112	115	102	48	67.5	37.5	59.5	77	68	94.5
Percent Change from Prior Year	29%	21%	23%	10%	11%	42%	2%	17%	112%	-4%	-44%	-14%	-57%

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



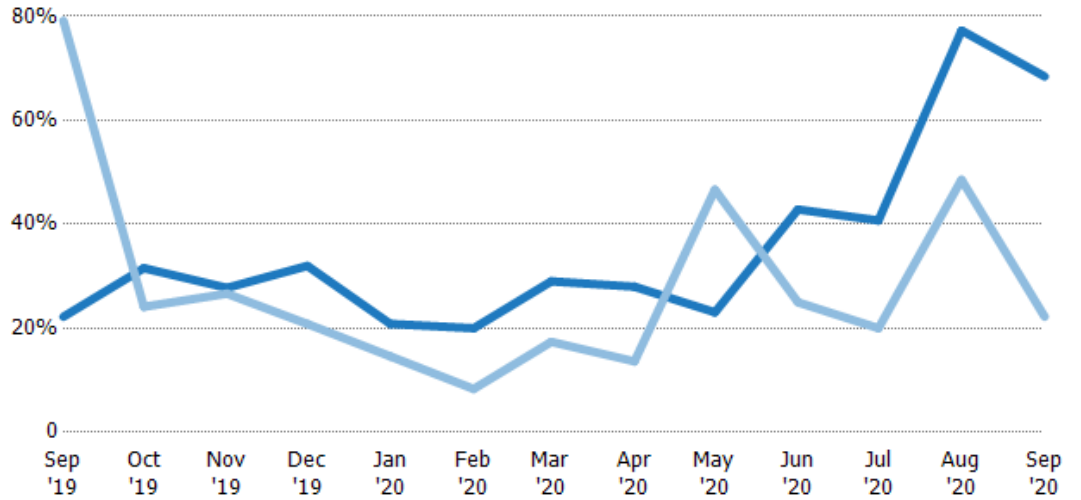
Current Year	4.5	3.17	3.6	3.13	4.8	5	3.44	3.57	4.33	2.33	2.45	1.29	1.46
Prior Year	1.26	4.14	3.75	4.8	8.4	12	5.75	7.33	2.14	4	5	2.06	4.5
Percent Change from Prior Year	256%	-24%	-4%	-35%	100%	-58%	-40%	-51%	102%	-42%	-51%	-37%	-68%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



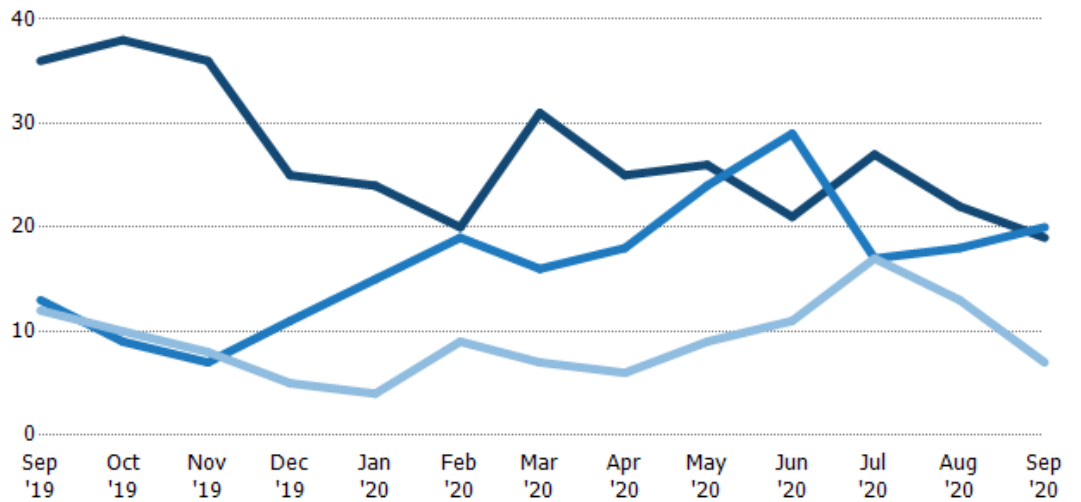
Current Year	22%	32%	28%	32%	21%	20%	29%	28%	23%	43%	41%	77%	68%
Prior Year	79%	24%	27%	21%	15%	8%	17%	14%	47%	25%	20%	49%	22%
Change from Prior Year	57%	-7%	-1%	-11%	-21%	-12%	-12%	-14%	24%	-18%	-21%	-29%	-46%

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



Active	36	38	36	25	24	20	31	25	26	21	27	22	19
Pending	13	9	7	11	15	19	16	18	24	29	17	18	20
Sold	12	10	8	5	4	9	7	6	9	11	17	13	7

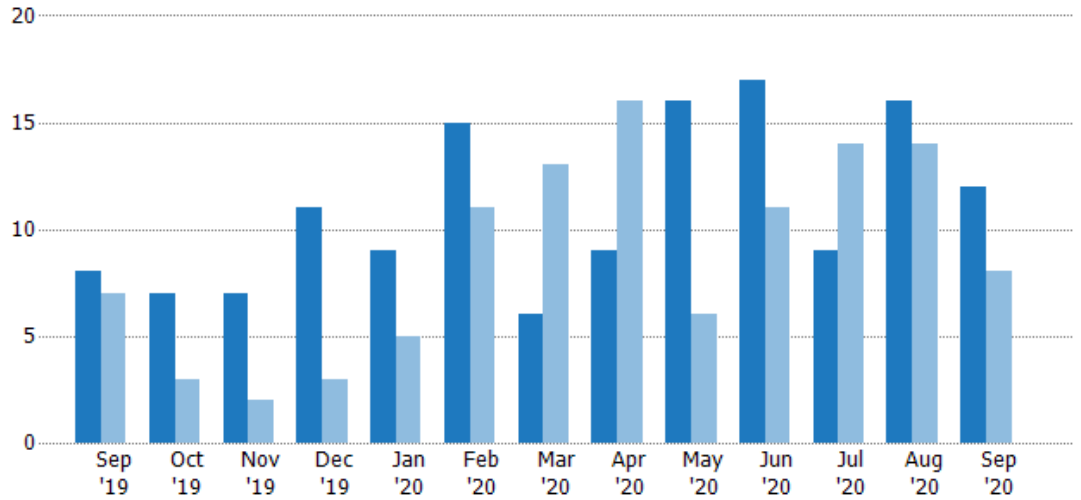
New Pending Sales

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.
Sep '20	12	50%
Sep '19	8	14.3%
Sep '18	7	0%



Current Year	8	7	7	11	9	15	6	9	16	17	9	16	12
Prior Year	7	3	2	3	5	11	13	16	6	11	14	14	8
Percent Change from Prior Year	14%	133%	250%	267%	80%	36%	-54%	-44%	167%	55%	-36%	14%	50%

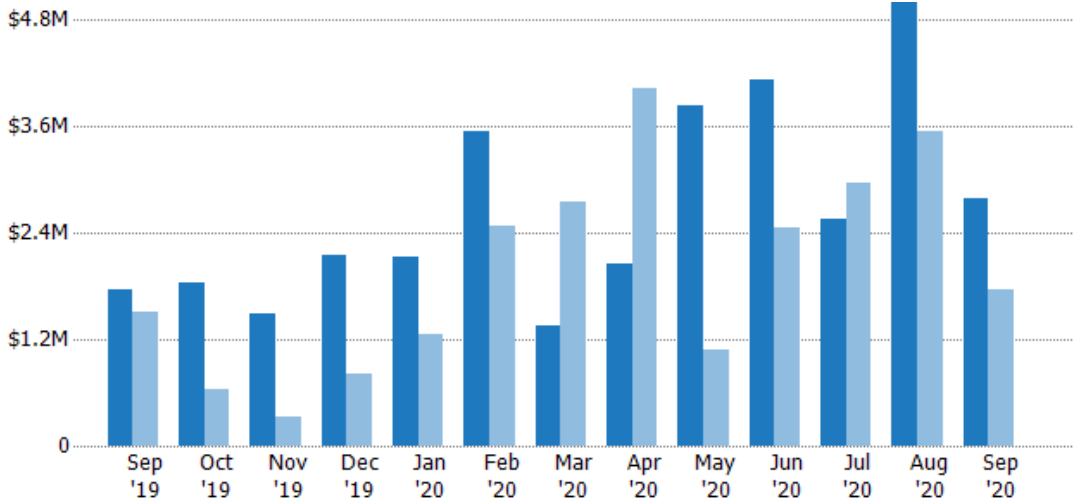
New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Sep '20	\$2.79M	57.4%
Sep '19	\$1.77M	17.6%
Sep '18	\$1.51M	0.5%



Current Year	\$1.77M	\$1.83M	\$1.49M	\$2.15M	\$2.14M	\$3.55M	\$1.35M	\$2.06M	\$3.84M	\$4.12M	\$2.56M	\$5M	\$2.79M
Prior Year	\$1.51M	\$632K	\$319K	\$814K	\$1.26M	\$2.48M	\$2.76M	\$4.03M	\$1.09M	\$2.46M	\$2.97M	\$3.55M	\$1.77M
Percent Change from Prior Year	18%	190%	368%	164%	70%	43%	-51%	-49%	252%	67%	-14%	41%	57%

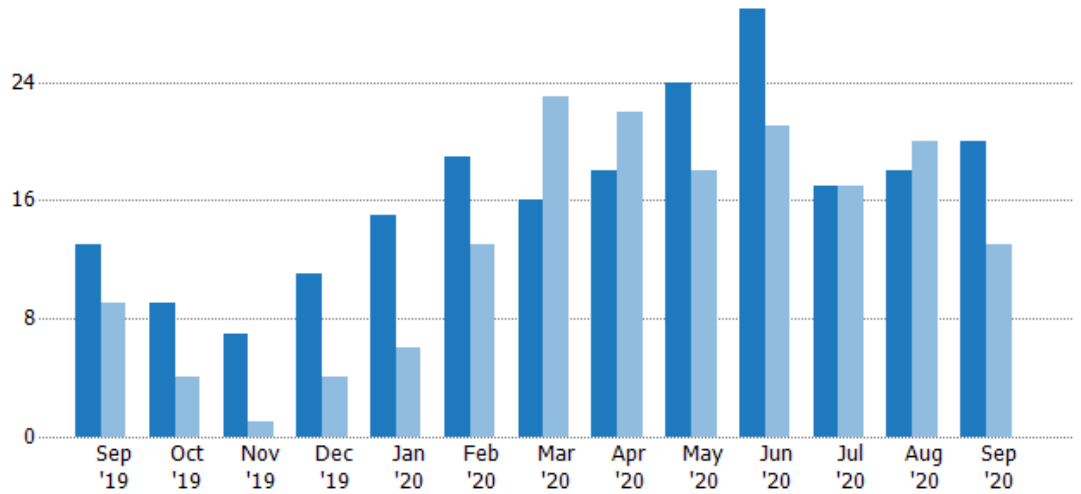
Pending Sales

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.
Sep '20	20	53.8%
Sep '19	13	44.4%
Sep '18	9	-11.1%



	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	13	9	7	11	15	19	16	18	24	29	17	18	20
Prior Year	9	4	1	4	6	13	23	22	18	21	17	20	13
Percent Change from Prior Year	44%	125%	600%	175%	150%	46%	-30%	-18%	33%	38%	0%	-10%	54%

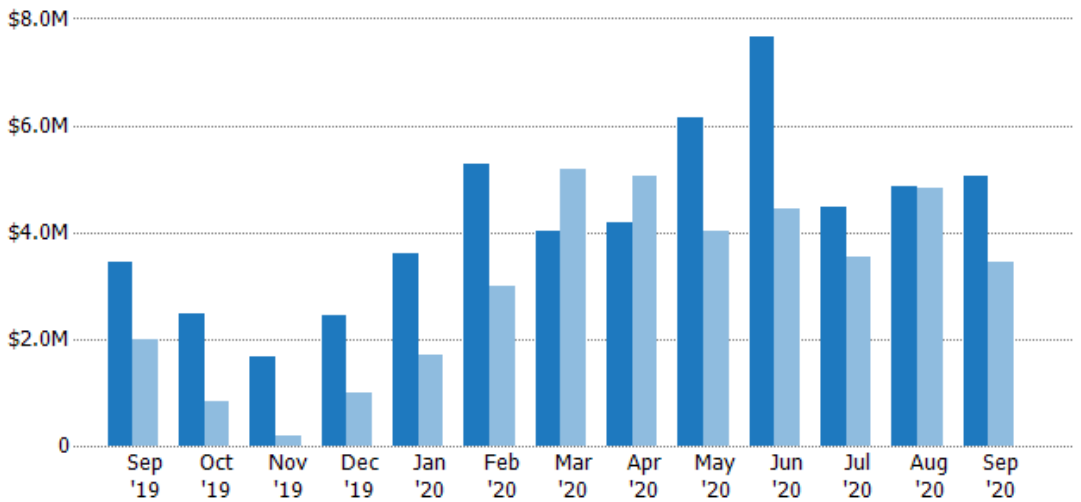
Pending Sales Volume

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.
Sep '20	\$5.06M	46.6%
Sep '19	\$3.45M	72.5%
Sep '18	\$2M	-21.1%



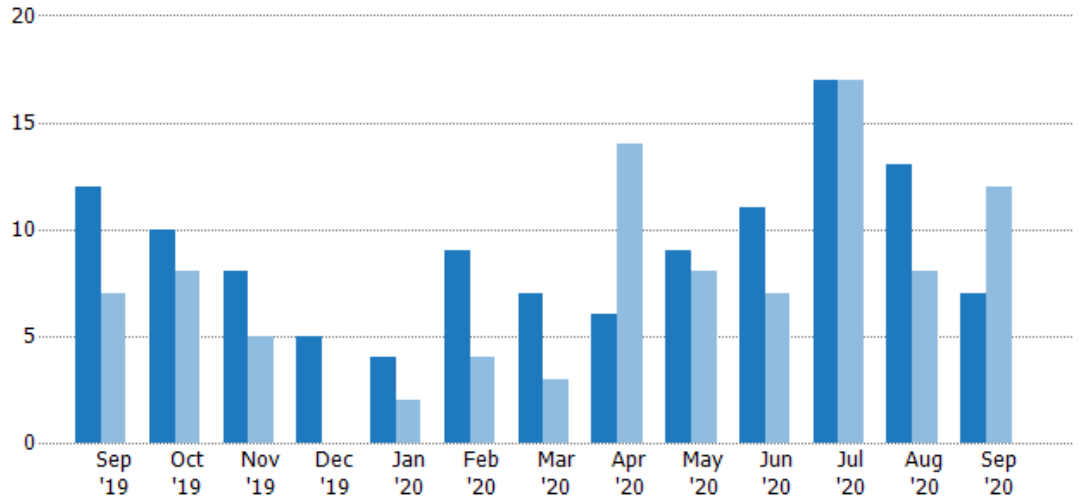
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$3.45M	\$2.48M	\$1.67M	\$2.45M	\$3.59M	\$5.28M	\$4.01M	\$4.18M	\$6.14M	\$7.67M	\$4.47M	\$4.86M	\$5.06M
Prior Year	\$2M	\$847K	\$180K	\$994K	\$1.69M	\$2.99M	\$5.18M	\$5.06M	\$4.04M	\$4.43M	\$3.54M	\$4.83M	\$3.45M
Percent Change from Prior Year	72%	193%	830%	146%	113%	77%	-22%	-17%	52%	73%	26%	1%	47%

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



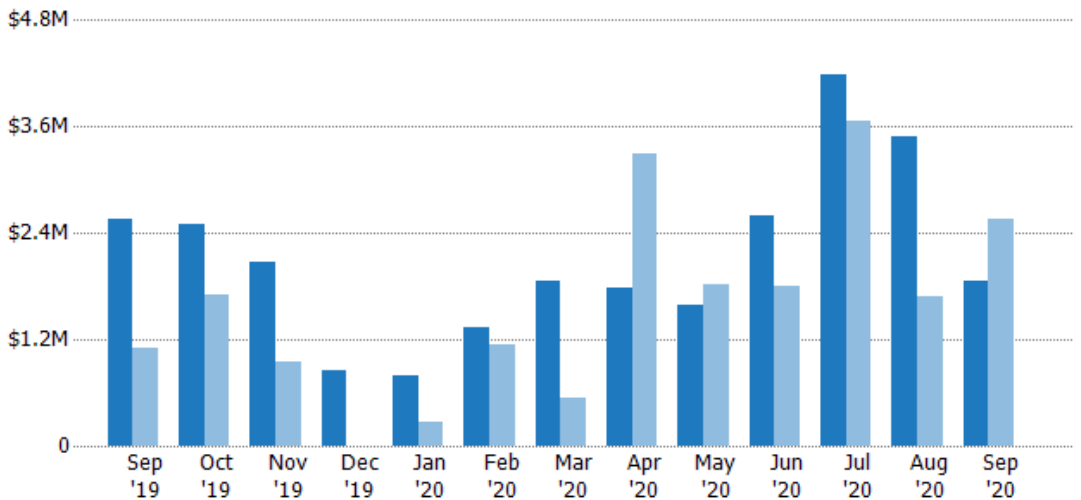
Current Year	12	10	8	5	4	9	7	6	9	11	17	13	7
Prior Year	7	8	5	-	2	4	3	14	8	7	17	8	12
Percent Change from Prior Year	71%	25%	60%	100%	100%	125%	133%	-57%	13%	57%	0%	63%	-42%

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



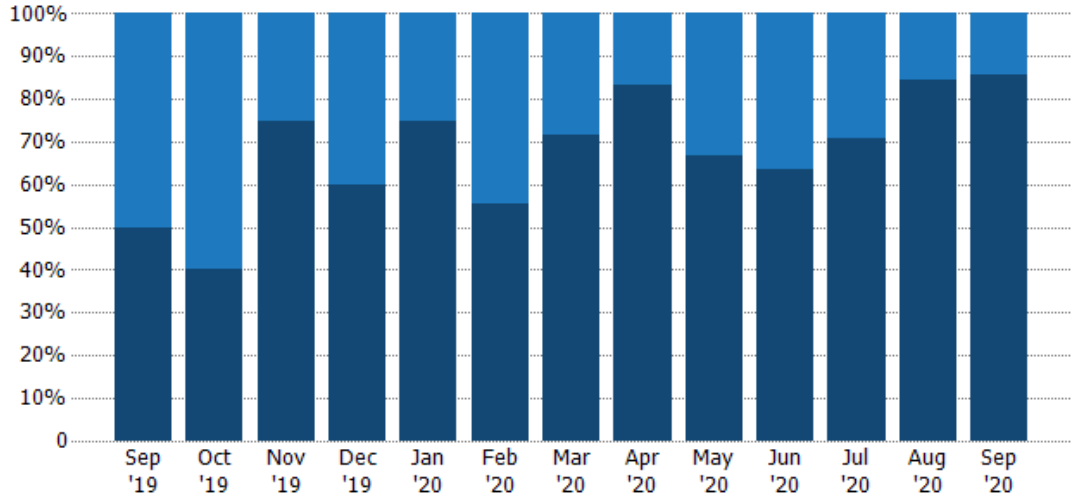
Current Year	\$2.55M	\$2.5M	\$2.08M	\$852K	\$799K	\$1.33M	\$1.85M	\$1.79M	\$1.58M	\$2.59M	\$4.19M	\$3.49M	\$1.86M
Prior Year	\$1.11M	\$1.71M	\$951K	-	\$274K	\$1.14M	\$540K	\$3.3M	\$1.82M	\$1.81M	\$3.66M	\$1.68M	\$2.55M
Percent Change from Prior Year	131%	47%	118%	100%	191%	16%	242%	-46%	-13%	43%	15%	108%	-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
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



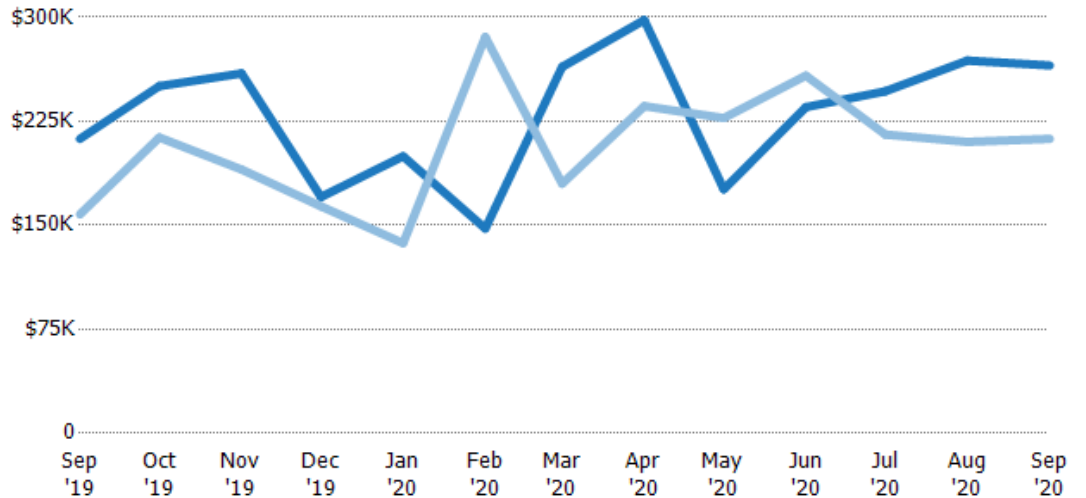
Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Condo/Townhouse	50%	60%	25%	40%	25%	44%	29%	17%	33%	36%	29%	15%	14%
Single Family Residence	50%	40%	75%	60%	75%	56%	71%	83%	67%	64%	71%	85%	86%

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



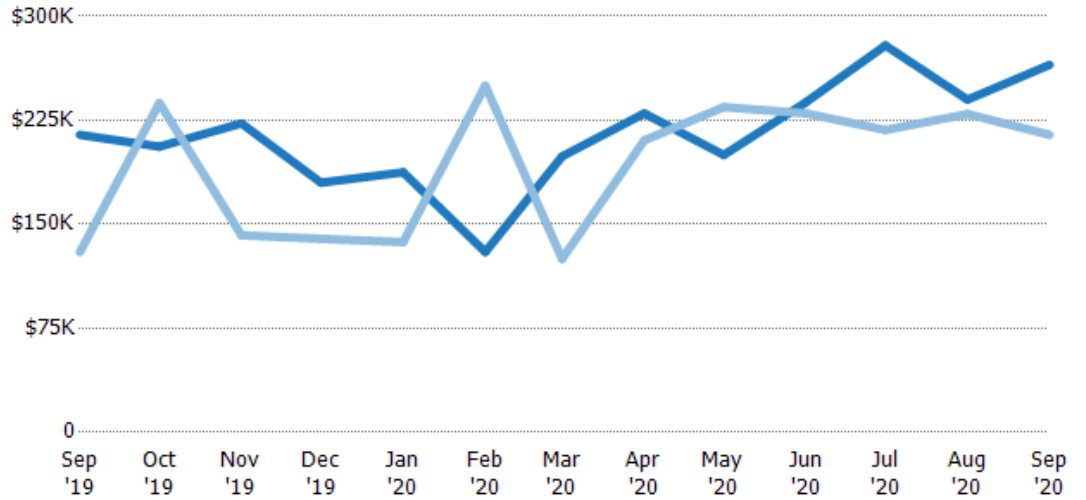
Current Year	\$212K	\$250K	\$260K	\$170K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K	\$247K	\$269K	\$265K
Prior Year	\$158K	\$213K	\$190K	\$164K	\$137K	\$286K	\$180K	\$236K	\$227K	\$258K	\$215K	\$210K	\$212K
Percent Change from Prior Year	34%	17%	36%	100%	46%	-48%	47%	26%	-23%	-9%	15%	28%	25%

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



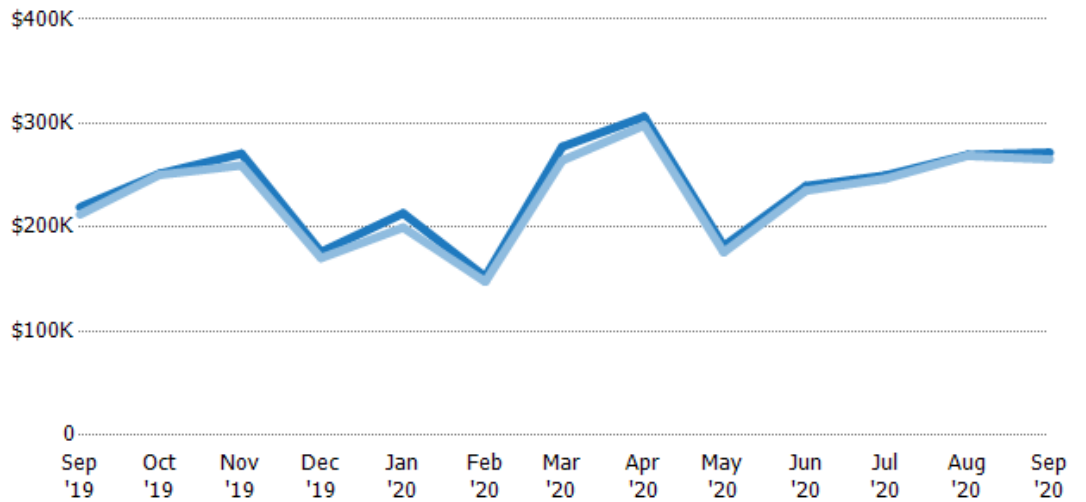
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$215K	\$206K	\$223K	\$180K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K	\$279K	\$240K	\$265K
Prior Year	\$130K	\$238K	\$142K	\$140K	\$137K	\$250K	\$125K	\$211K	\$235K	\$230K	\$218K	\$230K	\$215K
Percent Change from Prior Year	65%	-13%	57%	100%	37%	-48%	59%	9%	-15%	3%	28%	5%	24%

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



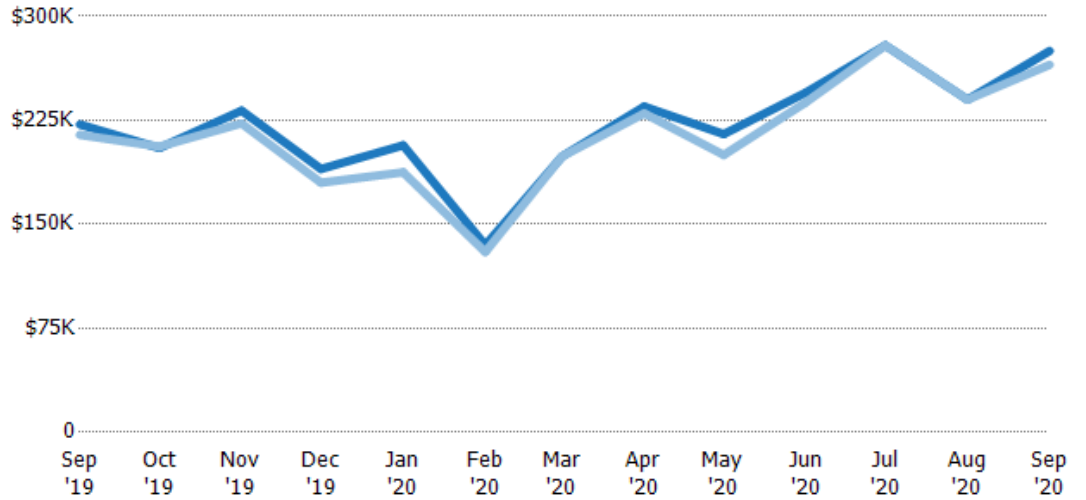
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg List Price	\$219K	\$251K	\$271K	\$176K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K	\$250K	\$269K	\$272K
Avg Sales Price	\$212K	\$250K	\$260K	\$170K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K	\$247K	\$269K	\$265K
Avg Sales Price as a % of Avg List Price	97%	100%	96%	97%	94%	97%	95%	97%	97%	98%	99%	100%	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



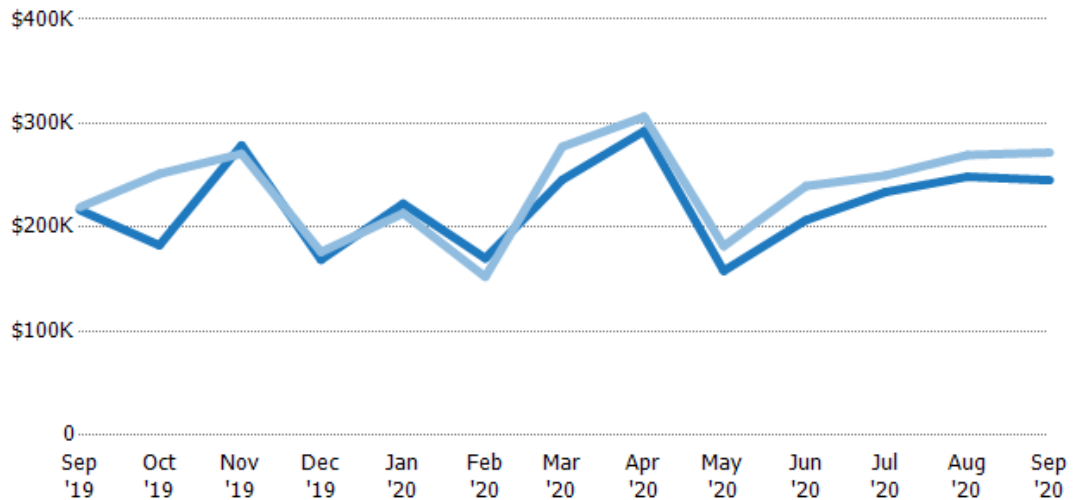
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$222K	\$205K	\$232K	\$190K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K	\$279K	\$240K	\$275K
Median Sales Price	\$215K	\$206K	\$223K	\$180K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K	\$279K	\$240K	\$265K
Med Sales Price as a % of Med List Price	97%	100%	96%	95%	91%	96%	100%	98%	93%	97%	100%	100%	96%

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



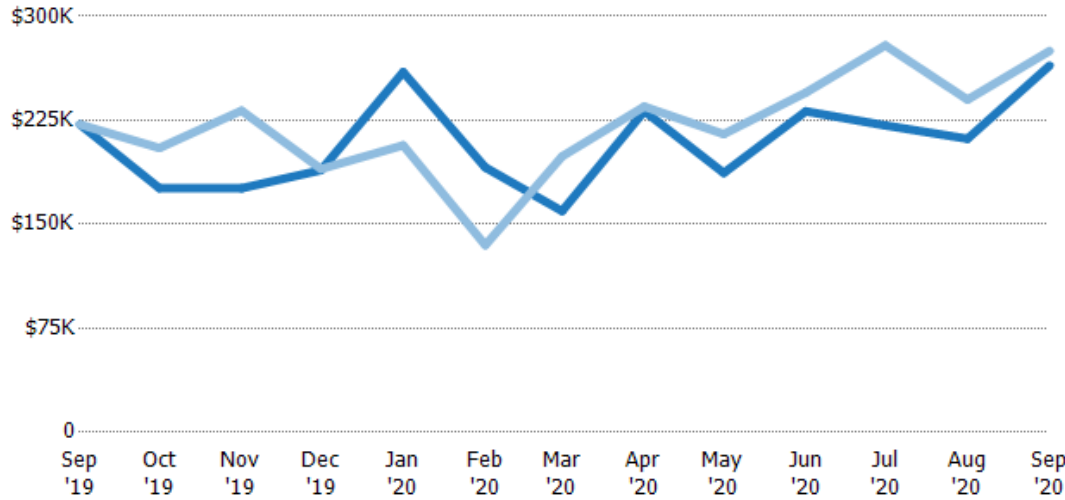
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$216K	\$183K	\$279K	\$169K	\$223K	\$170K	\$246K	\$293K	\$158K	\$207K	\$234K	\$249K	\$245K
Avg Sales Price	\$219K	\$251K	\$271K	\$176K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K	\$250K	\$269K	\$272K
Avg Sales Price as a % of Avg Est Value	101%	138%	97%	104%	96%	90%	113%	105%	115%	116%	107%	108%	111%

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



	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	\$222K	\$176K	\$176K	\$189K	\$260K	\$191K	\$160K	\$232K	\$187K	\$231K	\$221K	\$212K	\$264K
Median Sales Price	\$222K	\$205K	\$232K	\$190K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K	\$279K	\$240K	\$275K
Med Sales Price as a % of Med Est Value	100%	116%	132%	100%	80%	71%	125%	101%	115%	106%	126%	113%	104%