

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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	6	+/-	193	195	-1%
New Listing Volume	\$2,093,800	\$1,108,800	+88.8%	\$90,308,707	\$67,879,872	+33%
Active Listing Count	22	65	-66.2%	N/A	N/A	
Active Listing Volume	\$8,348,100	\$29,510,684	-71.7%	N/A	N/A	
Average Listing Price	\$379,459	\$454,011	-16.4%	\$567,961	\$514,734	+10.3%
Median Listing Price	\$339,500	\$259,000	+31.1%	\$322,632	\$329,282	-2%
Median Days in RPR	64.5	130	-50.4%	81.41	96.94	-16%
Months of Inventory	1.1	5	-78%	3.8	5	-23.8%
Absorption Rate	90.91%	20%	+70.9%	26.49%	20.2%	+6.3%
Sales Activity Charts Metrics						
New Pending Sales Count	11	12	-8.3%	210	169	+24.3%
New Pending Sales Volume	\$8,530,000	\$3,186,500	+167.7%	\$84,776,197	\$51,810,188	+63.6%
Pending Sales Count	31	12	+158.3%	N/A	N/A	
Pending Sales Volume	\$15,874,795	\$4,135,700	+283.8%	N/A	N/A	
Closed Sales Count	16	12	+33.3%	163	133	+22.6%
Closed Sales Volume	\$8,159,502	\$4,497,050	+81.4%	\$62,985,224	\$39,983,646	+57.5%
Average Sales Price	\$509,969	\$374,754	+36.1%	\$386,412	\$300,629	+28.5%
Median Sales Price	\$372,000	\$272,625	+36.5%	\$296,086	\$242,632	+22%

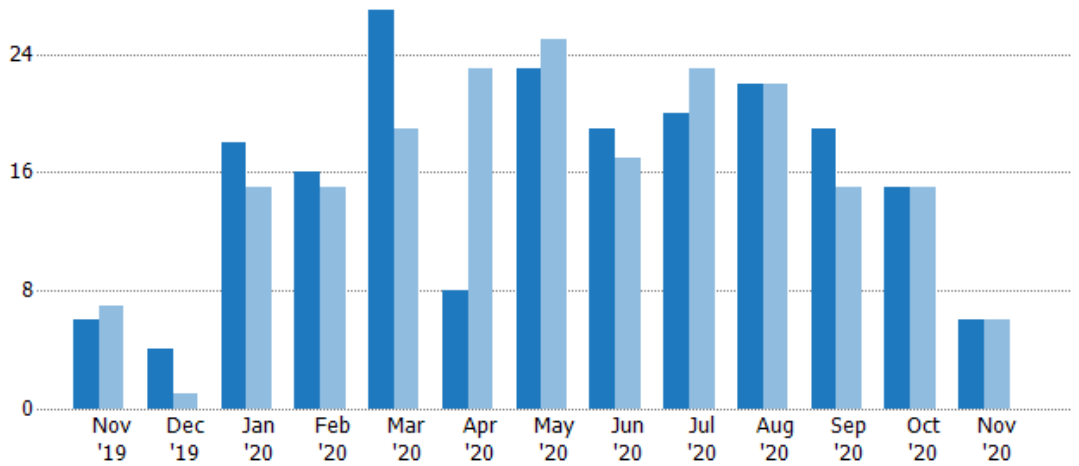
New Listings

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	6	4	18	16	27	8	23	19	20	22	19	15	6
Prior Year	7	1	15	15	19	23	25	17	23	22	15	15	6
Percent Change from Prior Year	-14%	300%	20%	7%	42%	-65%	-8%	12%	-13%	0%	27%	0%	0%

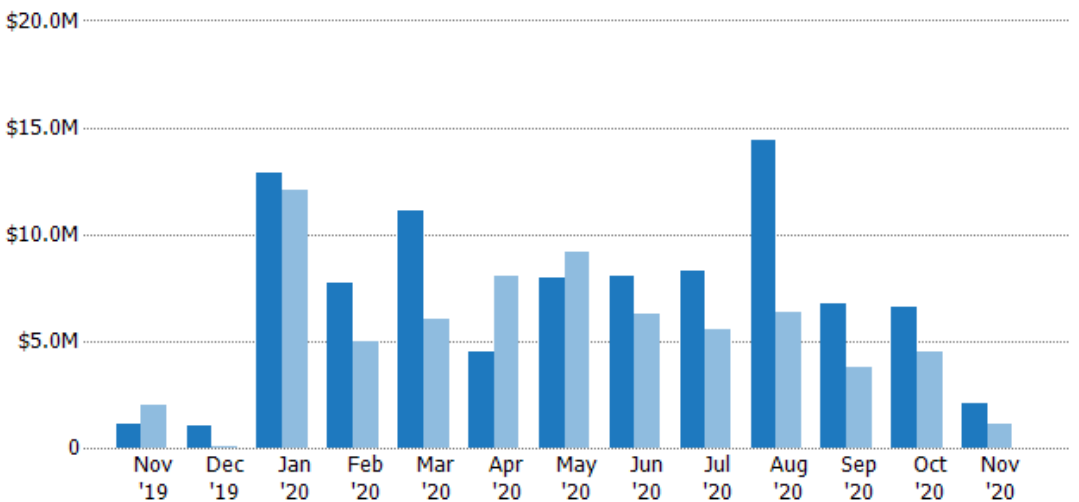
New Listing Volume

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$1.11M	\$994K	\$12.9M	\$7.72M	\$11.1M	\$4.53M	\$7.96M	\$8.01M	\$8.29M	\$14.4M	\$6.79M	\$6.62M	\$2.09M
Prior Year	\$1.97M	\$56.5K	\$12.1M	\$4.99M	\$6.02M	\$8.04M	\$9.16M	\$6.3M	\$5.55M	\$6.39M	\$3.79M	\$4.46M	\$1.11M
Percent Change from Prior Year	-44%	1,659%	6%	55%	84%	-44%	-13%	27%	50%	125%	79%	48%	89%

Active Listings

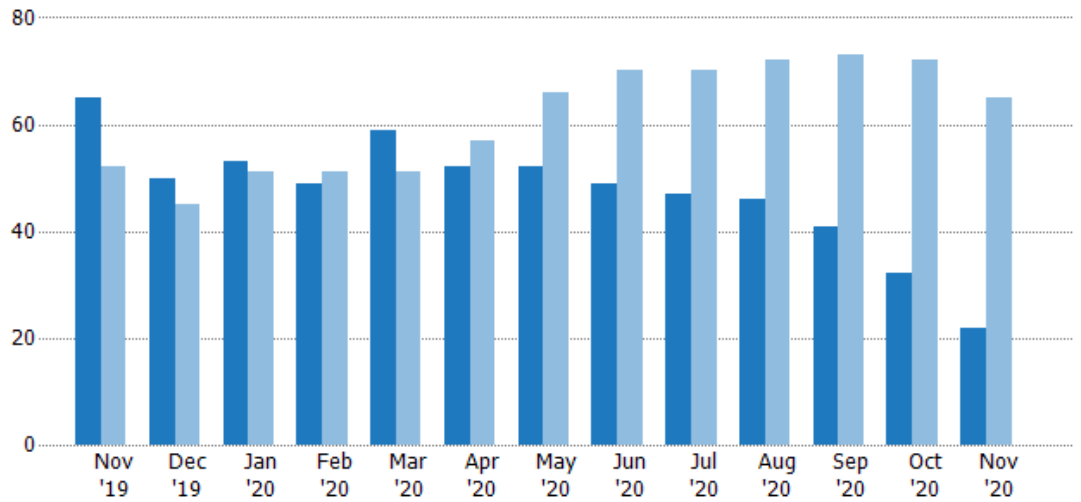
The number of active residential listings at the end of each month.

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

Month/Year	Count	% Chg.
Nov '20	22	-66.2%
Nov '19	65	25%
Nov '18	52	19.2%



Current Year	65	50	53	49	59	52	52	49	47	46	41	32	22
Prior Year	52	45	51	51	51	57	66	70	70	72	73	72	65
Percent Change from Prior Year	25%	11%	4%	-4%	16%	-9%	-21%	-30%	-33%	-36%	-44%	-56%	-66%

Active Listing Volume

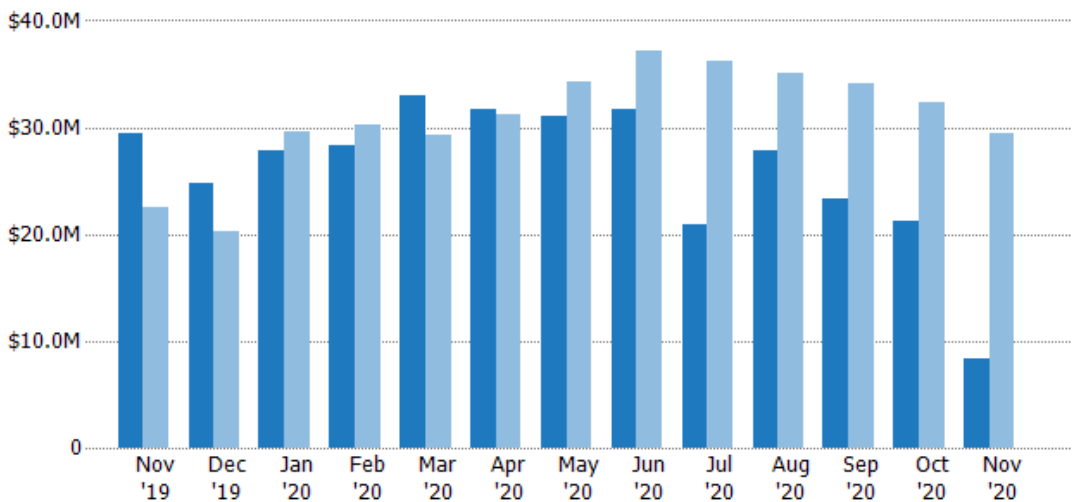
The sum of the listing price of active residential listings at the end of each month.

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

Month/Year	Volume	% Chg.
Nov '20	\$8.35M	-71.7%
Nov '19	\$29.5M	30.7%
Nov '18	\$22.6M	14.5%



Current Year	\$29.5M	\$24.8M	\$27.8M	\$28.3M	\$32.9M	\$31.6M	\$31.1M	\$31.7M	\$20.9M	\$27.9M	\$23.3M	\$21.3M	\$8.35M
Prior Year	\$22.6M	\$20.3M	\$29.6M	\$30.3M	\$29.3M	\$31.3M	\$34.3M	\$37.1M	\$36.2M	\$35M	\$34.2M	\$32.4M	\$29.5M
Percent Change from Prior Year	31%	23%	-6%	-7%	12%	1%	-9%	-15%	-42%	-20%	-32%	-34%	-72%

Average Listing Price

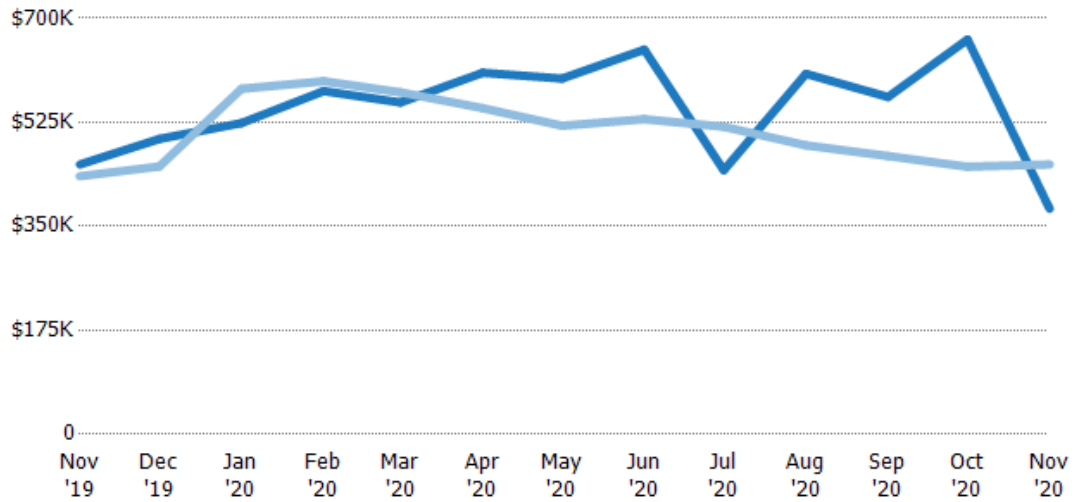
The average listing price of active residential listings at the end of each month.

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.
Nov '20	\$379K	-16.4%
Nov '19	\$454K	4.6%
Nov '18	\$434K	-3.9%



Current Year	\$454K	\$497K	\$524K	\$577K	\$558K	\$608K	\$599K	\$647K	\$444K	\$607K	\$568K	\$664K	\$379K
Prior Year	\$434K	\$451K	\$581K	\$594K	\$575K	\$549K	\$519K	\$530K	\$518K	\$486K	\$468K	\$450K	\$454K
Percent Change from Prior Year	5%	10%	-10%	-3%	-3%	11%	15%	22%	-14%	25%	21%	48%	-16%

Median Listing Price

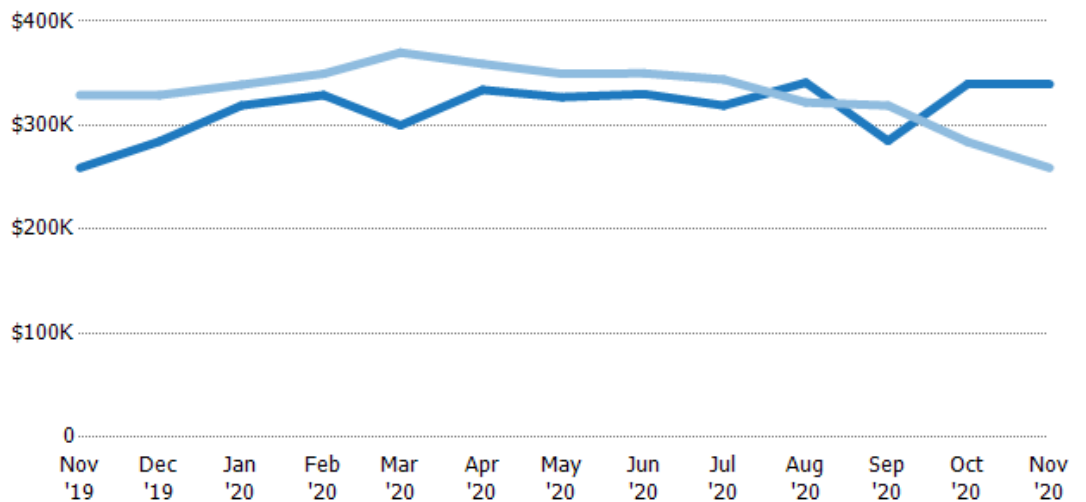
The median listing price of active residential listings at the end of each month.

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.
Nov '20	\$340K	31.1%
Nov '19	\$259K	-21.3%
Nov '18	\$329K	2.2%



Current Year	\$259K	\$284K	\$319K	\$329K	\$300K	\$334K	\$327K	\$330K	\$319K	\$341K	\$285K	\$340K	\$340K
Prior Year	\$329K	\$329K	\$339K	\$350K	\$370K	\$359K	\$350K	\$350K	\$344K	\$322K	\$319K	\$284K	\$259K
Percent Change from Prior Year	-21%	-14%	-6%	-6%	-19%	-7%	-6%	-6%	-7%	6%	-11%	20%	31%

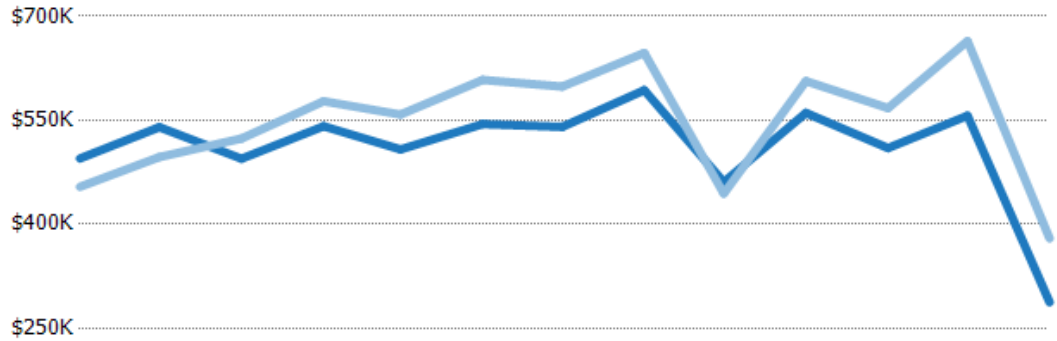
Average Listing Price vs Average Est Value

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$495K	\$540K	\$495K	\$541K	\$508K	\$545K	\$540K	\$593K	\$461K	\$561K	\$510K	\$557K	\$287K
Avg Listing Price	\$454K	\$497K	\$524K	\$577K	\$558K	\$608K	\$599K	\$647K	\$444K	\$607K	\$568K	\$664K	\$379K
Avg Listing Price as a % of Avg Est Value	92%	92%	106%	107%	110%	112%	111%	109%	96%	108%	111%	119%	132%

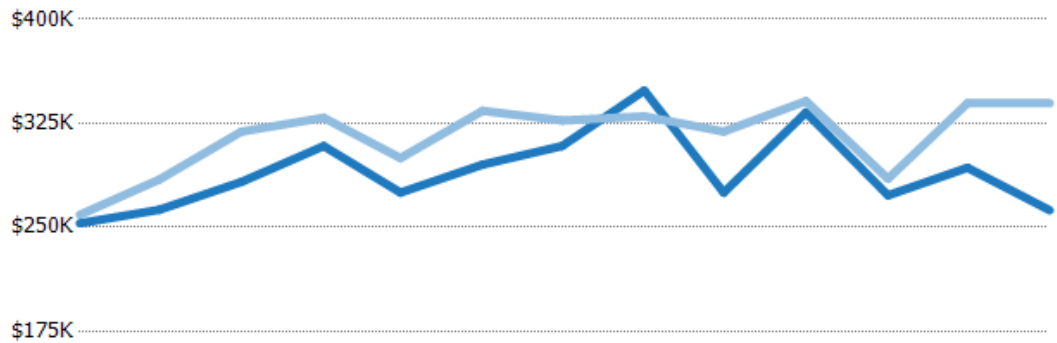
Median Listing Price vs Median Est Value

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$253K	\$263K	\$283K	\$309K	\$275K	\$295K	\$309K	\$349K	\$275K	\$333K	\$273K	\$293K	\$262K
Median Listing Price	\$259K	\$284K	\$319K	\$329K	\$300K	\$334K	\$327K	\$330K	\$319K	\$341K	\$285K	\$340K	\$340K
Med Listing Price as a % of Med Est Value	102%	108%	113%	107%	109%	113%	106%	95%	116%	102%	104%	116%	129%

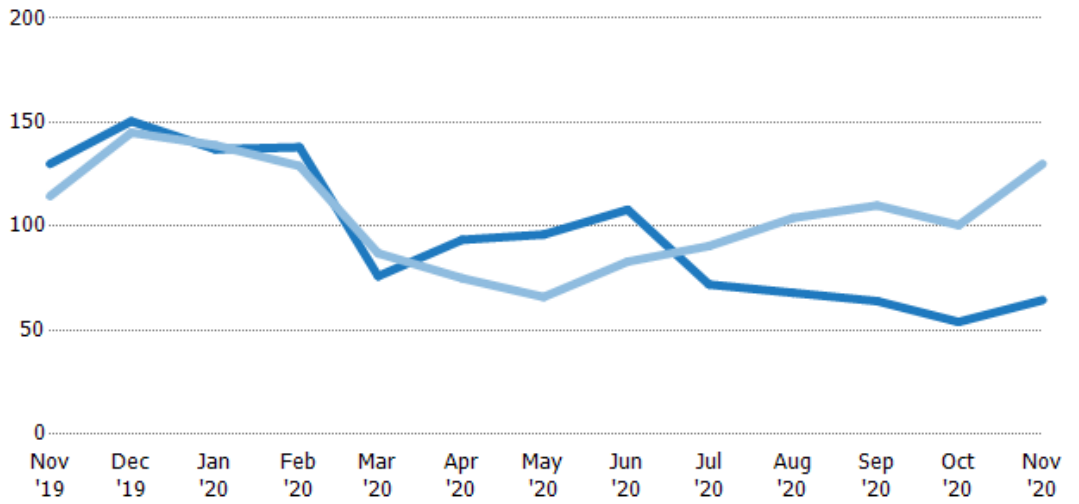
Median Days in RPR

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.
Nov '20	64.5	-50.4%
Nov '19	130	13.5%
Nov '18	115	25.8%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	130	151	137	138	76	93.5	96	108	72	68	64	54	64.5
Prior Year	115	145	139	129	87	75	66	83	90.5	104	110	101	130
Percent Change from Prior Year	14%	4%	-1%	7%	-13%	25%	45%	30%	-20%	-35%	-42%	-46%	-50%

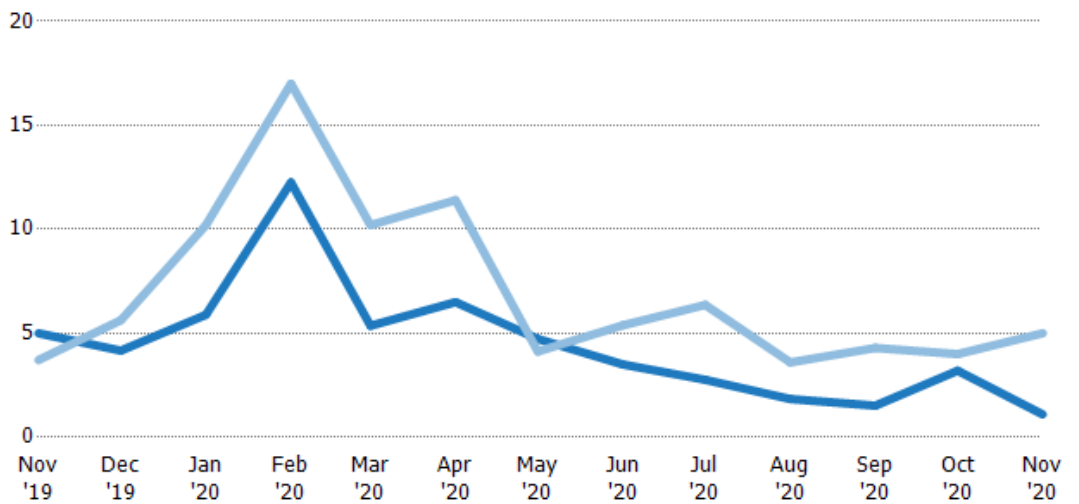
Months of Inventory

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.
Nov '20	1.1	-78%
Nov '19	5	34.6%
Nov '18	3.71	51.8%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	5	4.17	5.89	12.3	5.36	6.5	4.73	3.5	2.76	1.84	1.52	3.2	1.1
Prior Year	3.71	5.63	10.2	17	10.2	11.4	4.13	5.38	6.36	3.6	4.29	4	5
Percent Change from Prior Year	35%	-26%	-42%	-28%	-47%	-43%	15%	-35%	-57%	-49%	-65%	-20%	-78%

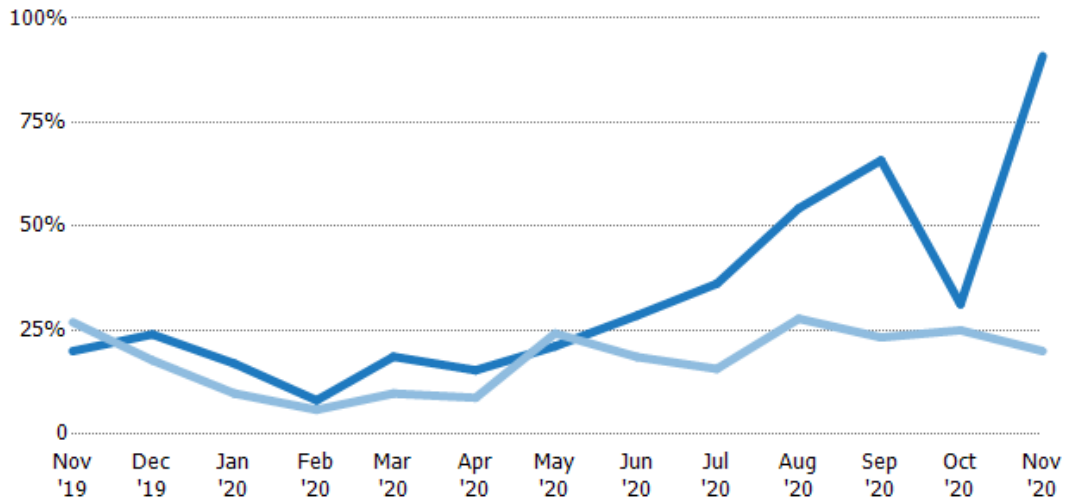
Absorption Rate

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	20%	24%	17%	8%	19%	15%	21%	29%	36%	54%	66%	31%	91%
Prior Year	27%	18%	10%	6%	10%	9%	24%	19%	16%	28%	23%	25%	20%
Change from Prior Year	7%	-6%	-7%	-2%	-9%	-7%	3%	-10%	-20%	-27%	-43%	-6%	-71%

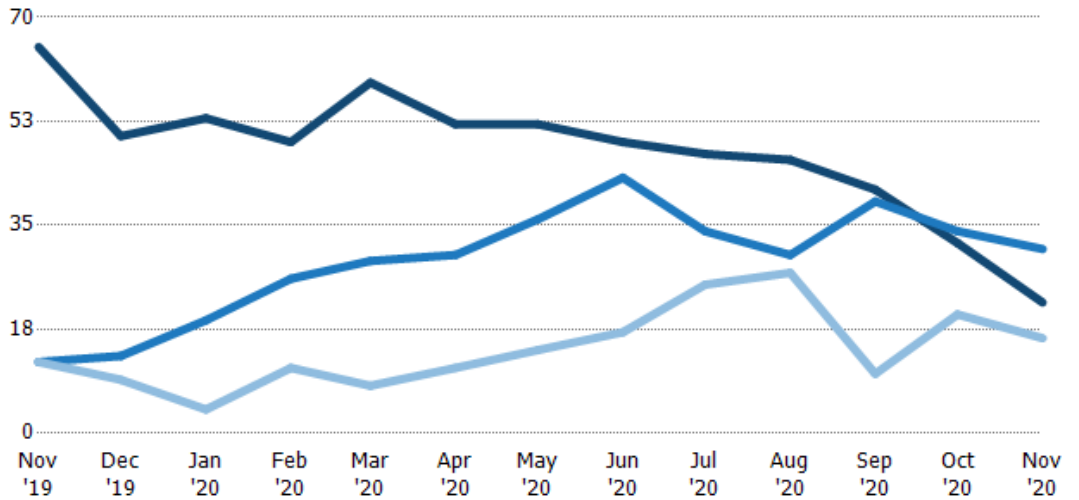
Active/Pending/Sold Units

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	65	50	53	49	59	52	52	49	47	46	41	32	22
Pending	12	13	19	26	29	30	36	43	34	30	39	34	31
Sold	12	9	4	11	8	11	14	17	25	27	10	20	16

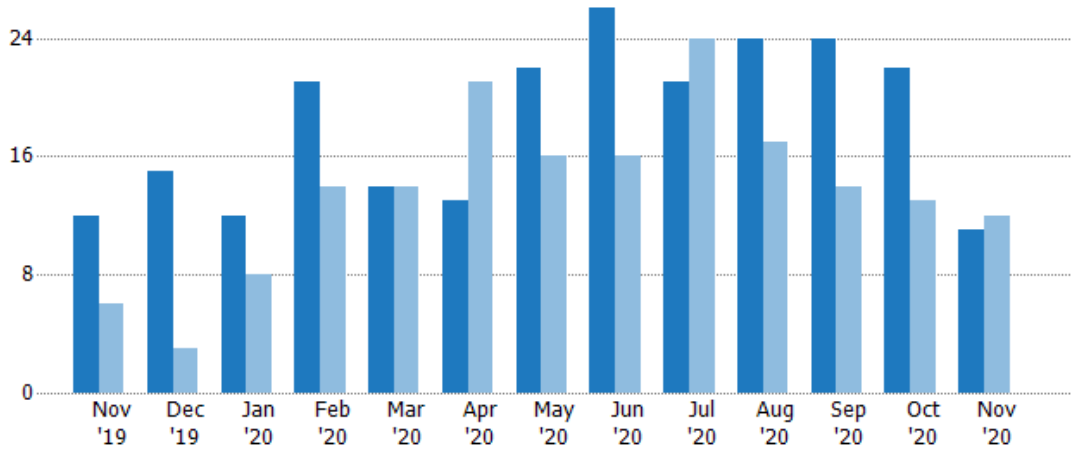
New Pending Sales

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.
Nov '20	11	-8.3%
Nov '19	12	100%
Nov '18	6	-66.7%

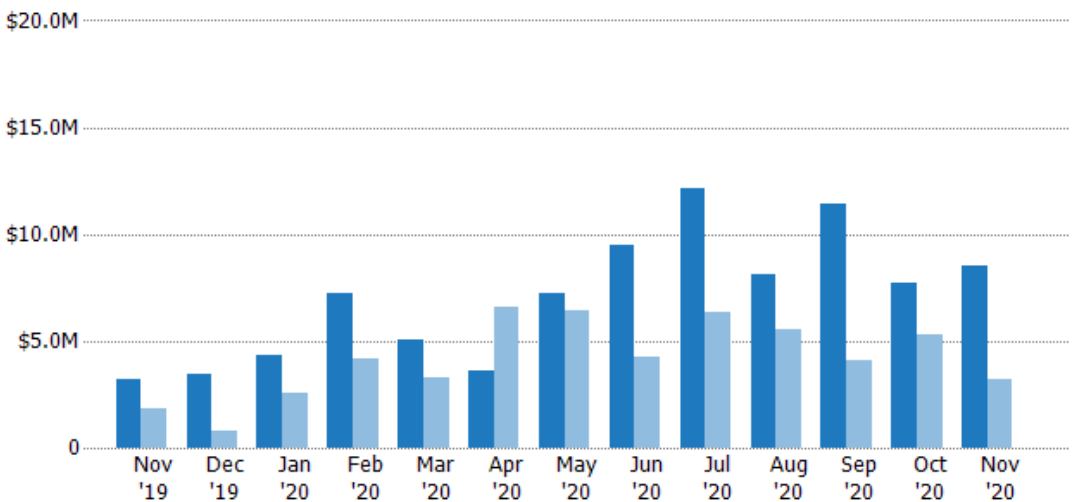
New Pending Sales Volume

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.
Nov '20	\$8.53M	167.7%
Nov '19	\$3.19M	72.6%
Nov '18	\$1.85M	-65.6%

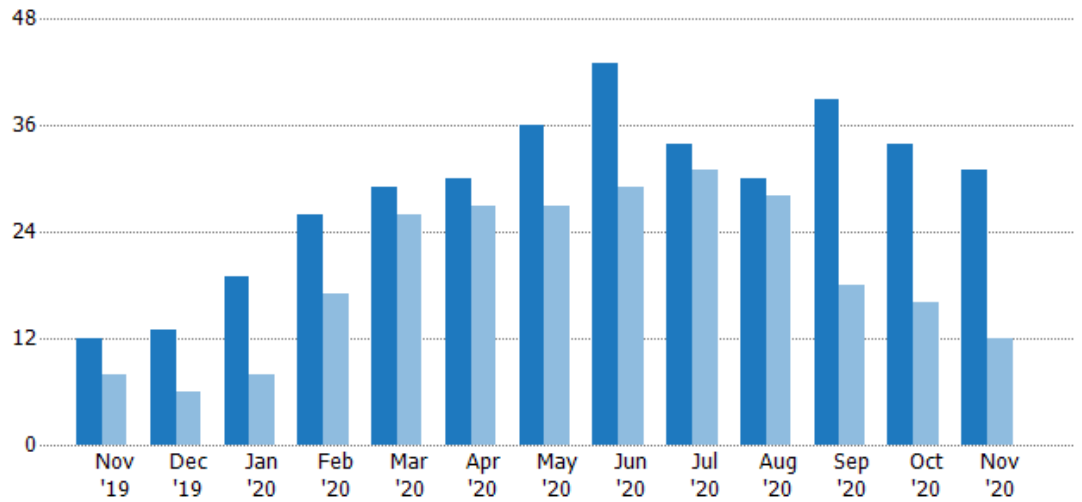
Pending Sales

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	12	13	19	26	29	30	36	43	34	30	39	34	31
Prior Year	8	6	8	17	26	27	27	29	31	28	18	16	12
Percent Change from Prior Year	50%	117%	138%	53%	12%	11%	33%	48%	10%	7%	117%	113%	158%

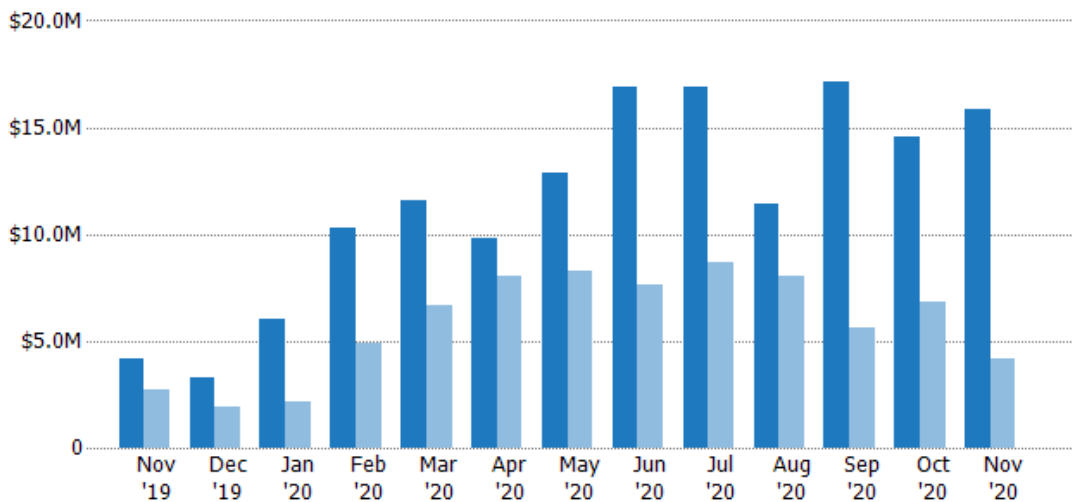
Pending Sales Volume

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$4.14M	\$3.31M	\$6.06M	\$10.3M	\$11.6M	\$9.8M	\$12.9M	\$16.9M	\$16.9M	\$11.4M	\$17.2M	\$14.6M	\$15.9M
Prior Year	\$2.7M	\$1.92M	\$2.2M	\$4.89M	\$6.7M	\$8.07M	\$8.25M	\$7.61M	\$8.68M	\$8.07M	\$5.63M	\$6.85M	\$4.14M
Percent Change from Prior Year	53%	72%	175%	111%	73%	21%	56%	122%	94%	42%	205%	113%	284%

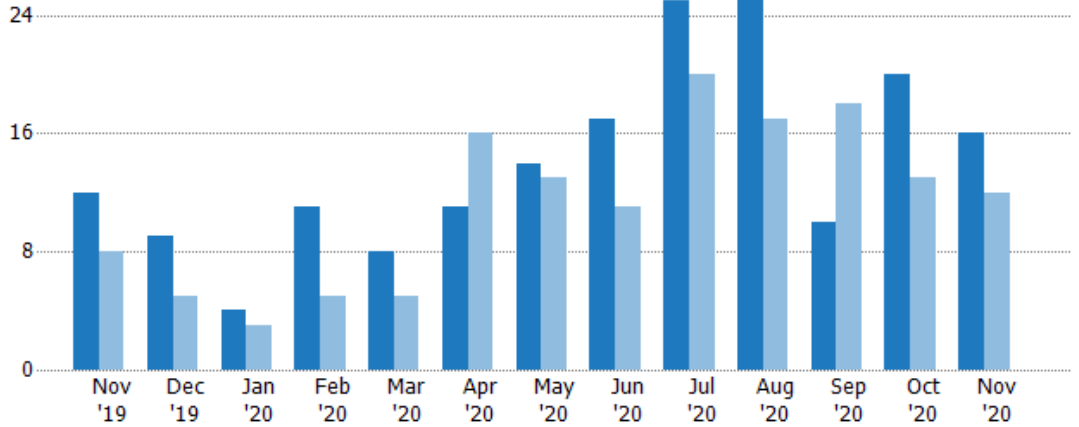
Closed Sales

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	12	9	4	11	8	11	14	17	25	27	10	20	16
Prior Year	8	5	3	5	5	16	13	11	20	17	18	13	12
Percent Change from Prior Year	50%	80%	33%	120%	60%	-31%	8%	55%	25%	59%	-44%	54%	33%

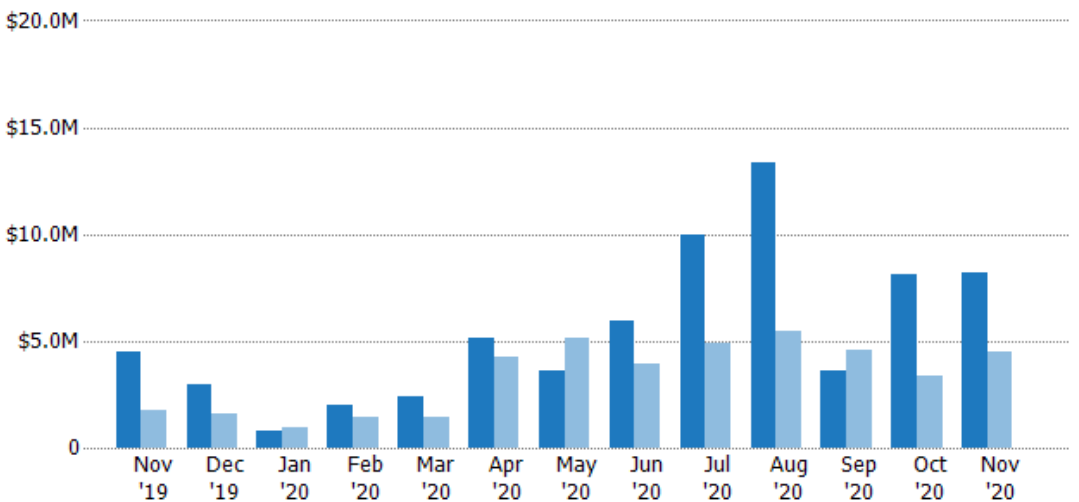
Closed Sales Volume

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$4.5M	\$2.96M	\$799K	\$1.96M	\$2.4M	\$5.15M	\$3.59M	\$5.93M	\$9.97M	\$13.3M	\$3.57M	\$8.12M	\$8.16M
Prior Year	\$1.78M	\$1.56M	\$944K	\$1.42M	\$1.44M	\$4.27M	\$5.14M	\$3.92M	\$4.92M	\$5.49M	\$4.59M	\$3.35M	\$4.5M
Percent Change from Prior Year	153%	89%	-15%	39%	67%	21%	-30%	51%	103%	143%	-22%	142%	81%

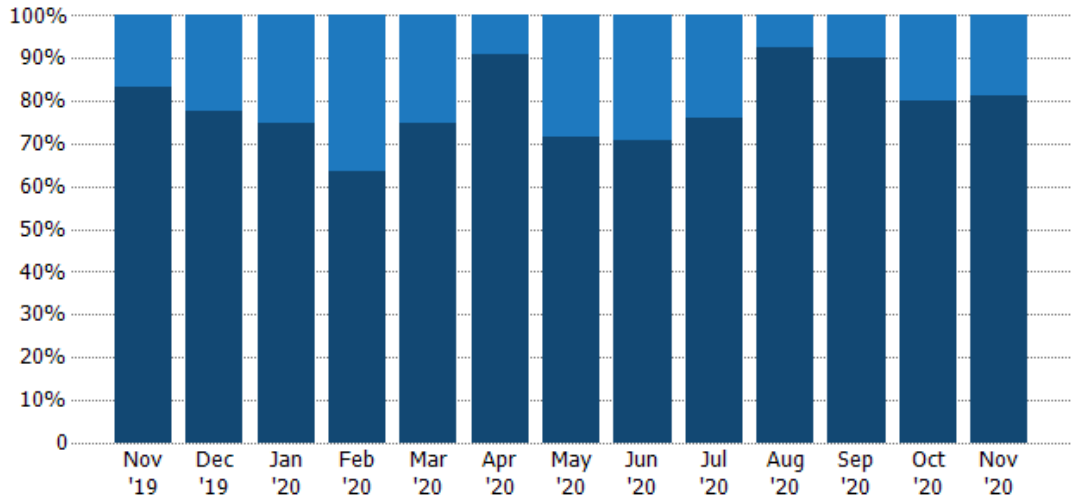
Closed Sales by Property Type

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	17%	22%	25%	36%	25%	9%	29%	29%	24%	7%	10%	20%	19%
Single Family Residence	83%	78%	75%	64%	75%	91%	71%	71%	76%	93%	90%	80%	81%

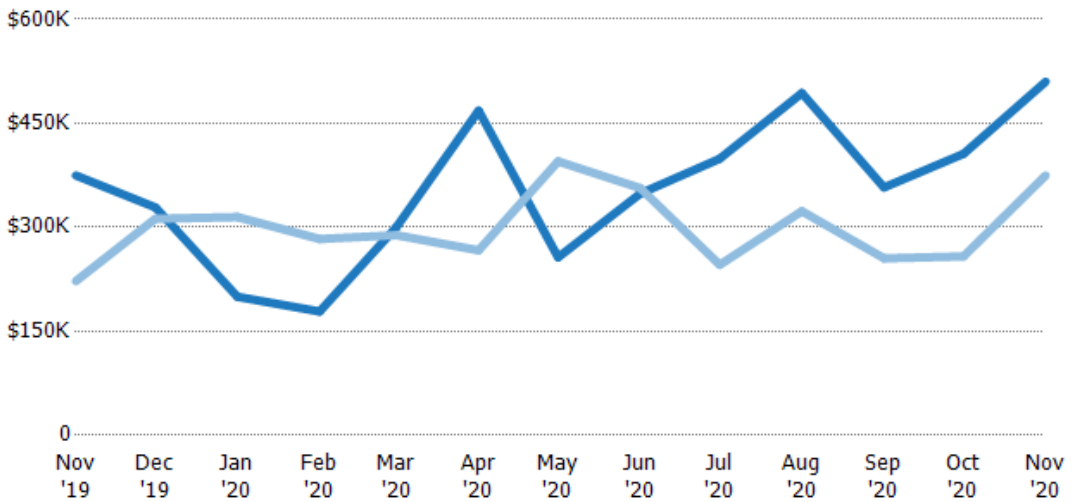
Average Sales Price

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.
Nov '20	\$510K	36.1%
Nov '19	\$375K	68.5%
Nov '18	\$222K	8.2%

Current Year	\$375K	\$329K	\$200K	\$179K	\$300K	\$468K	\$257K	\$349K	\$399K	\$494K	\$357K	\$406K	\$510K
Prior Year	\$222K	\$312K	\$315K	\$283K	\$289K	\$267K	\$395K	\$357K	\$246K	\$323K	\$255K	\$258K	\$375K
Percent Change from Prior Year	68%	5%	-37%	-37%	4%	76%	-35%	-2%	62%	53%	40%	57%	36%

Median Sales Price

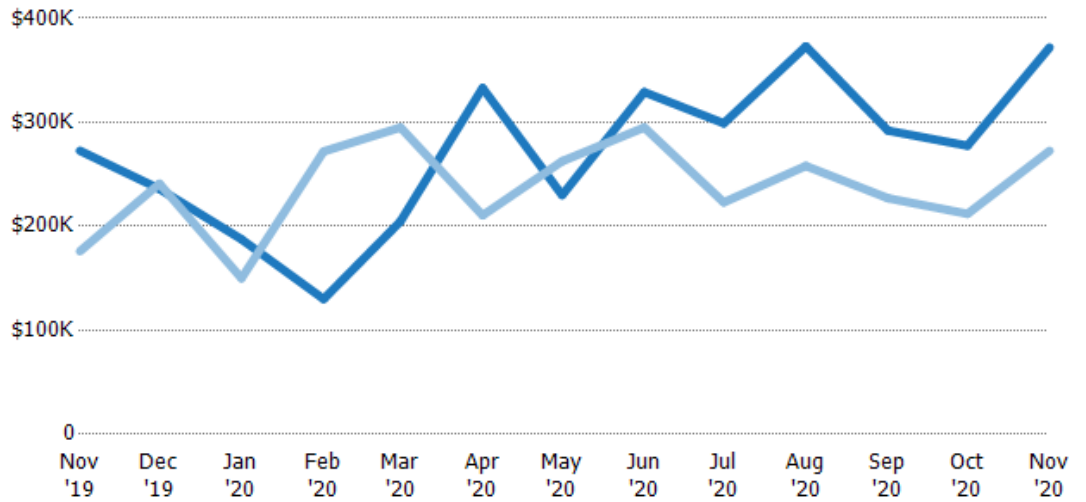
The median sales price of the residential properties sold each month.

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.
Nov '20	\$372K	36.5%
Nov '19	\$273K	54.9%
Nov '18	\$176K	22.2%



Current Year	\$273K	\$236K	\$188K	\$130K	\$205K	\$333K	\$230K	\$329K	\$299K	\$373K	\$292K	\$278K	\$372K
Prior Year	\$176K	\$241K	\$150K	\$272K	\$295K	\$211K	\$263K	\$295K	\$223K	\$258K	\$227K	\$212K	\$273K
Percent Change from Prior Year	55%	-2%	25%	-52%	-31%	58%	-12%	12%	34%	45%	29%	31%	36%

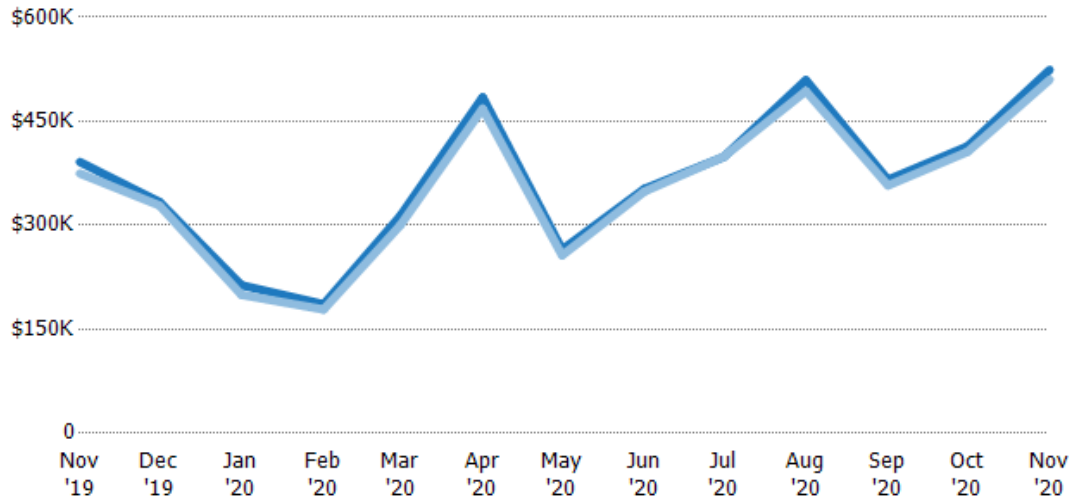
Average Sales Price vs Average Listing Price

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	\$391K	\$334K	\$213K	\$186K	\$314K	\$485K	\$265K	\$352K	\$399K	\$509K	\$366K	\$414K	\$524K
Avg Sales Price	\$375K	\$329K	\$200K	\$179K	\$300K	\$468K	\$257K	\$349K	\$399K	\$494K	\$357K	\$406K	\$510K
Avg Sales Price as a % of Avg List Price	96%	98%	94%	96%	96%	97%	97%	99%	100%	97%	98%	98%	97%

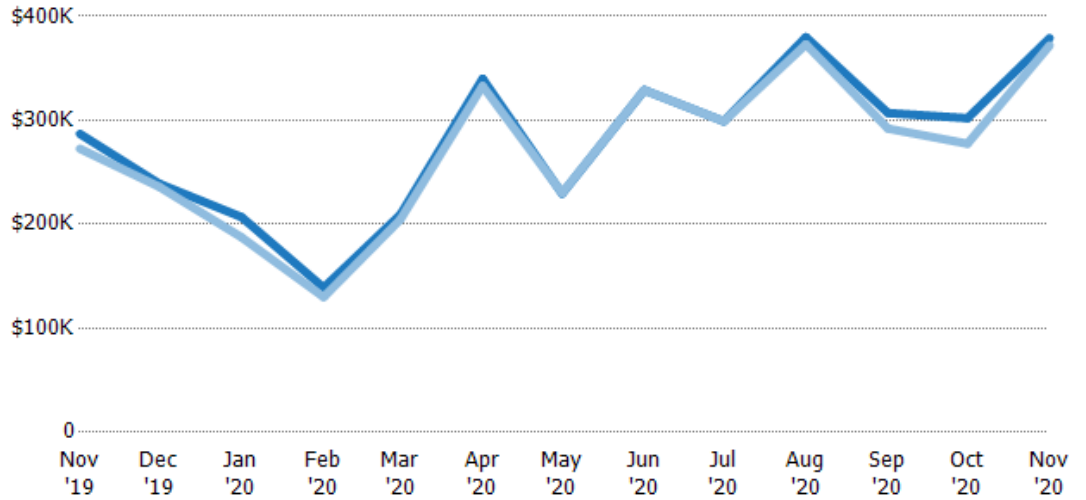
Median Sales Price vs Median Listing Price

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$287K	\$239K	\$207K	\$139K	\$209K	\$340K	\$230K	\$329K	\$299K	\$380K	\$307K	\$302K	\$379K
Median Sales Price	\$273K	\$236K	\$188K	\$130K	\$205K	\$333K	\$230K	\$329K	\$299K	\$373K	\$292K	\$278K	\$372K
Med Sales Price as a % of Med List Price	95%	99%	91%	94%	98%	98%	100%	100%	100%	98%	95%	92%	98%

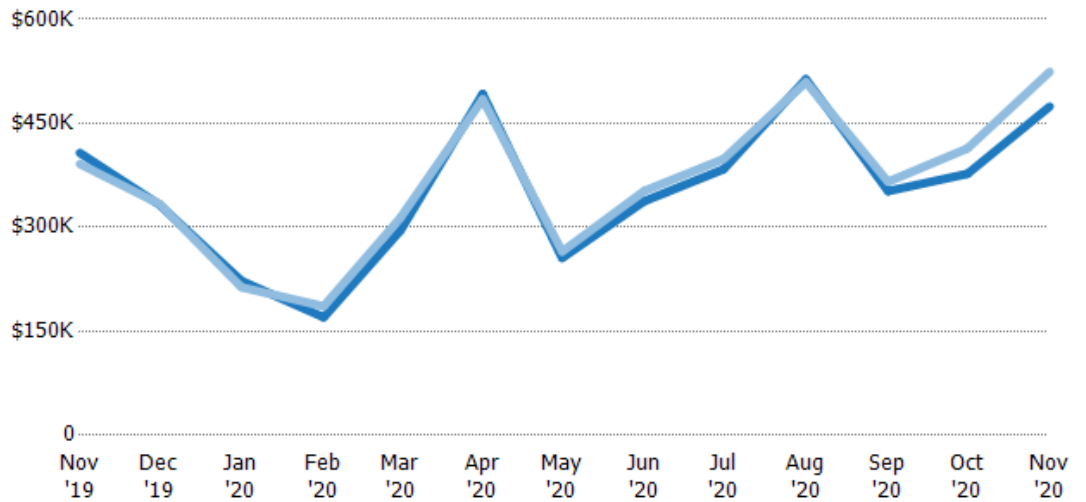
Average Sales Price vs Average Est Value

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$407K	\$333K	\$223K	\$170K	\$295K	\$492K	\$256K	\$338K	\$384K	\$514K	\$352K	\$377K	\$474K
Avg Sales Price	\$391K	\$334K	\$213K	\$186K	\$314K	\$485K	\$265K	\$352K	\$399K	\$509K	\$366K	\$414K	\$524K
Avg Sales Price as a % of Avg Est Value	96%	100%	96%	109%	106%	98%	104%	104%	104%	99%	104%	110%	111%

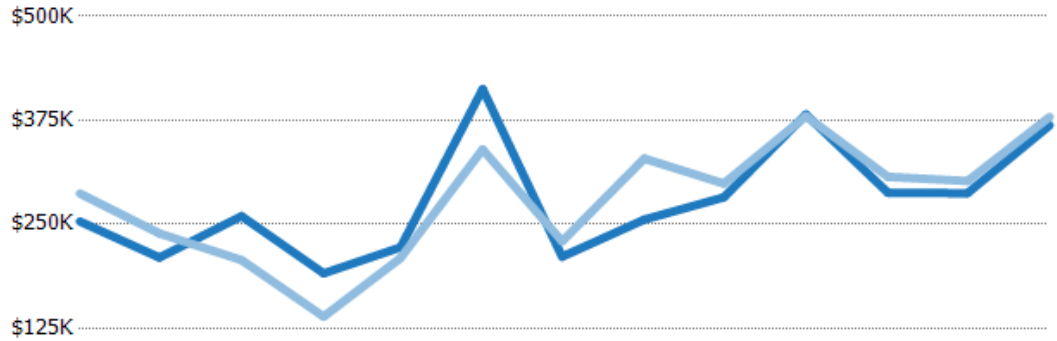
Median Sales Price vs Median Est Value

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

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$253K	\$210K	\$260K	\$191K	\$222K	\$413K	\$211K	\$256K	\$282K	\$382K	\$288K	\$287K	\$369K
Median Sales Price	\$287K	\$239K	\$207K	\$139K	\$209K	\$340K	\$230K	\$329K	\$299K	\$380K	\$307K	\$302K	\$379K
Med Sales Price as a % of Med Est Value	113%	114%	80%	73%	94%	82%	109%	129%	106%	99%	107%	105%	103%