

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	15	+/-	187	189	-1.1%
New Listing Volume	\$6,616,000	\$4,461,600	+48.3%	\$88,214,907	\$66,771,072	+32.1%
Active Listing Count	32	72	-55.6%	N/A	N/A	
Active Listing Volume	\$21,256,300	\$32,412,584	-34.4%	N/A	N/A	
Average Listing Price	\$664,259	\$450,175	+47.6%	\$576,601	\$520,970	+10.7%
Median Listing Price	\$339,500	\$284,000	+19.5%	\$321,859	\$336,499	-4.4%
Median Days in RPR	54	100.5	-46.3%	83.26	93.66	-11.1%
Months of Inventory	3.2	4	-20%	4	4.8	-16.7%
Absorption Rate	31.25%	25%	+6.3%	25.21%	21.01%	+4.2%
Sales Activity Charts Metrics						
New Pending Sales Count	22	13	+69.2%	199	157	+26.8%
New Pending Sales Volume	\$7,732,195	\$5,276,900	+46.5%	\$76,246,197	\$48,623,688	+56.8%
Pending Sales Count	34	16	+112.5%	N/A	N/A	
Pending Sales Volume	\$14,568,507	\$6,846,700	+112.8%	N/A	N/A	
Closed Sales Count	20	13	+53.8%	147	121	+21.5%
Closed Sales Volume	\$8,119,064	\$3,352,888	+142.2%	\$54,825,722	\$35,486,596	+54.5%
Average Sales Price	\$405,953	\$257,914	+57.4%	\$372,964	\$293,278	+27.2%
Median Sales Price	\$277,500	\$212,000	+30.9%	\$287,823	\$239,657	+20.1%

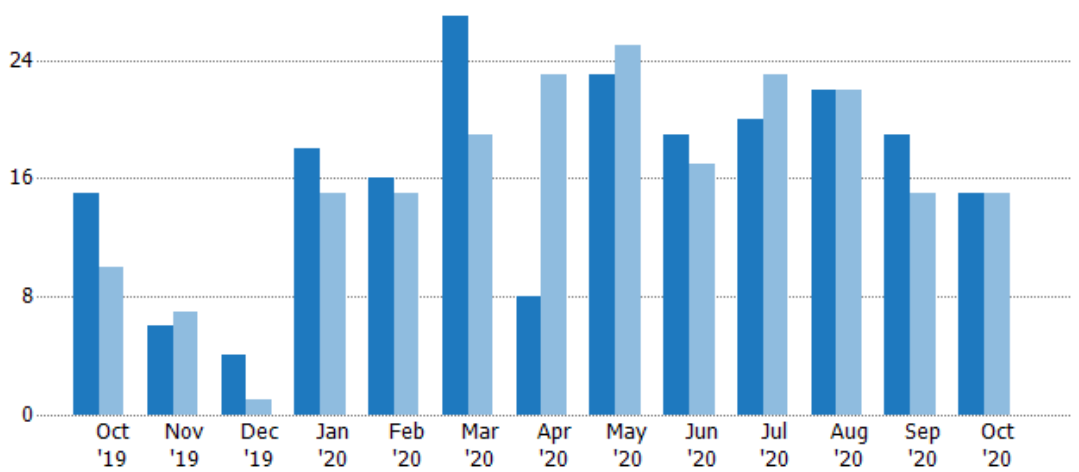
New Listings

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.
Oct '20	15	0%
Oct '19	15	50%
Oct '18	10	-10%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	15	6	4	18	16	27	8	23	19	20	22	19	15
Prior Year	10	7	1	15	15	19	23	25	17	23	22	15	15
Percent Change from Prior Year	50%	-14%	300%	20%	7%	42%	-65%	-8%	12%	-13%	0%	27%	0%

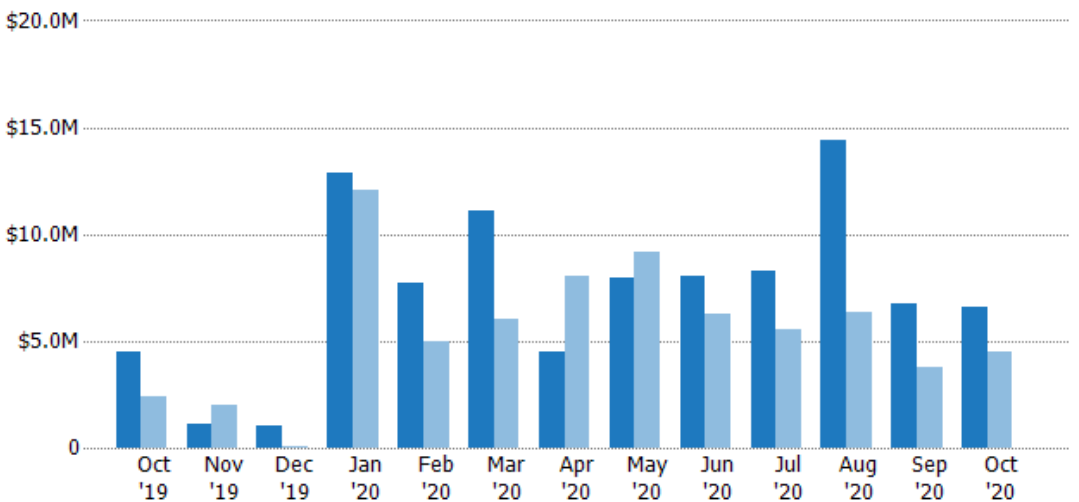
New Listing Volume

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



Month/Year	Volume	% Chg.
Oct '20	\$6.62M	48.3%
Oct '19	\$4.46M	87.5%
Oct '18	\$2.38M	80.8%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$4.46M	\$1.11M	\$994K	\$12.9M	\$7.72M	\$11.1M	\$4.53M	\$7.96M	\$8.01M	\$8.29M	\$14.4M	\$6.79M	\$6.62M
Prior Year	\$2.38M	\$1.97M	\$56.5K	\$12.1M	\$4.99M	\$6.02M	\$8.04M	\$9.16M	\$6.3M	\$5.55M	\$6.39M	\$3.79M	\$4.46M
Percent Change from Prior Year	87%	-44%	1,659%	6%	55%	84%	-44%	-13%	27%	50%	125%	79%	48%

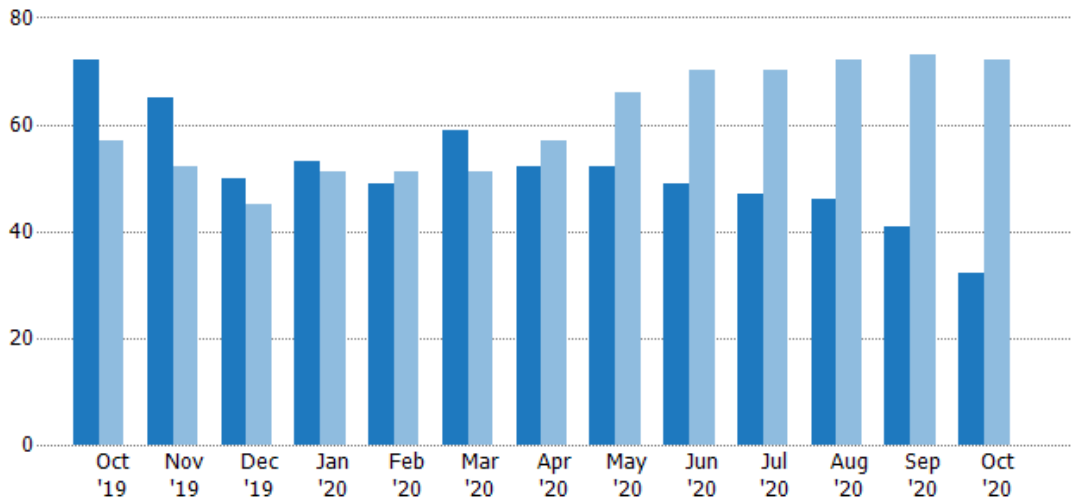
Active Listings

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.
Oct '20	32	-55.6%
Oct '19	72	26.3%
Oct '18	57	10.5%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	72	65	50	53	49	59	52	52	49	47	46	41	32
Prior Year	57	52	45	51	51	51	57	66	70	70	72	73	72
Percent Change from Prior Year	26%	25%	11%	4%	-4%	16%	-9%	-21%	-30%	-33%	-36%	-44%	-56%

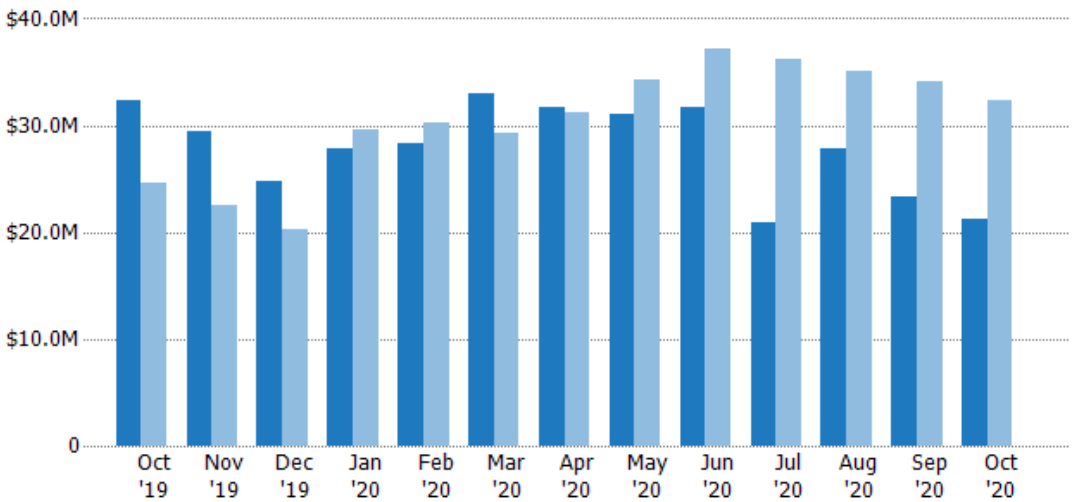
Active Listing Volume

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.
Oct '20	\$21.3M	-34.4%
Oct '19	\$32.4M	31.8%
Oct '18	\$24.6M	11.9%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$32.4M	\$29.5M	\$24.8M	\$27.8M	\$28.3M	\$32.9M	\$31.6M	\$31.1M	\$31.7M	\$20.9M	\$27.9M	\$23.3M	\$21.3M
Prior Year	\$24.6M	\$22.6M	\$20.3M	\$29.6M	\$30.3M	\$29.3M	\$31.3M	\$34.3M	\$37.1M	\$36.2M	\$35M	\$34.2M	\$32.4M
Percent Change from Prior Year	32%	31%	23%	-6%	-7%	12%	1%	-9%	-15%	-42%	-20%	-32%	-34%

Average Listing Price

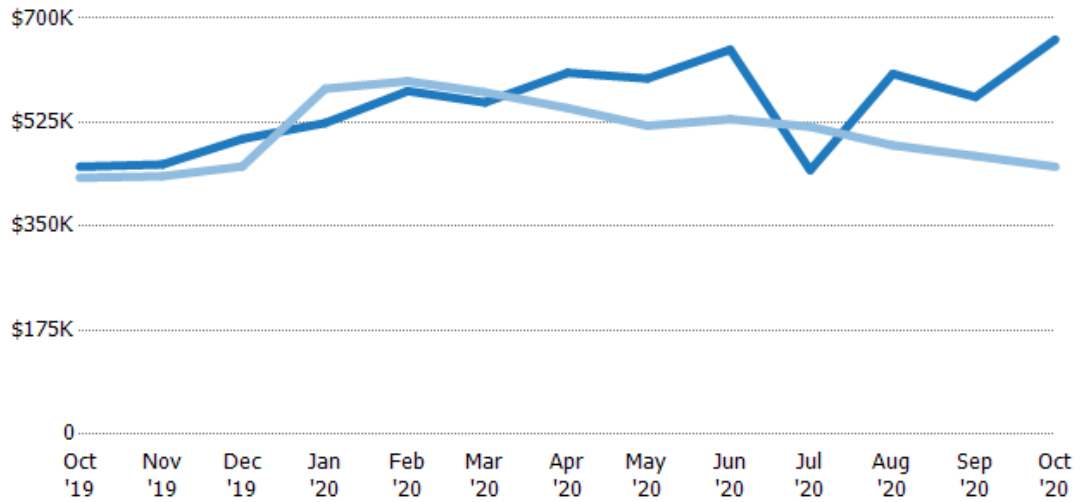
The average listing price of active residential listings at the end of each month.

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.
Oct '20	\$664K	47.6%
Oct '19	\$450K	4.3%
Oct '18	\$432K	1.2%



Current Year	\$450K	\$454K	\$497K	\$524K	\$577K	\$558K	\$608K	\$599K	\$647K	\$444K	\$607K	\$568K	\$664K
Prior Year	\$432K	\$434K	\$451K	\$581K	\$594K	\$575K	\$549K	\$519K	\$530K	\$518K	\$486K	\$468K	\$450K
Percent Change from Prior Year	4%	5%	10%	-10%	-3%	-3%	11%	15%	22%	-14%	25%	21%	48%

Median Listing Price

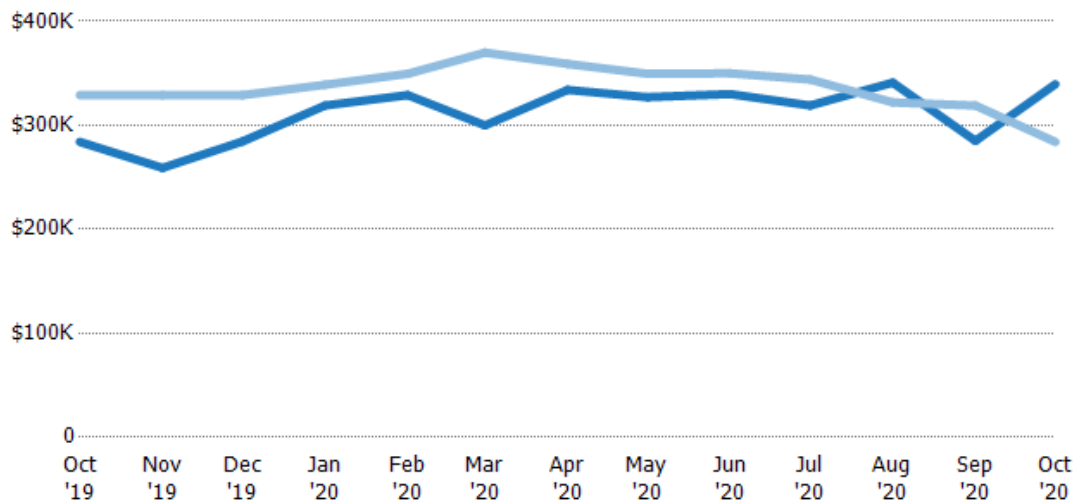
The median listing price of active residential listings at the end of each month.

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.
Oct '20	\$340K	19.5%
Oct '19	\$284K	-13.7%
Oct '18	\$329K	6.1%



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

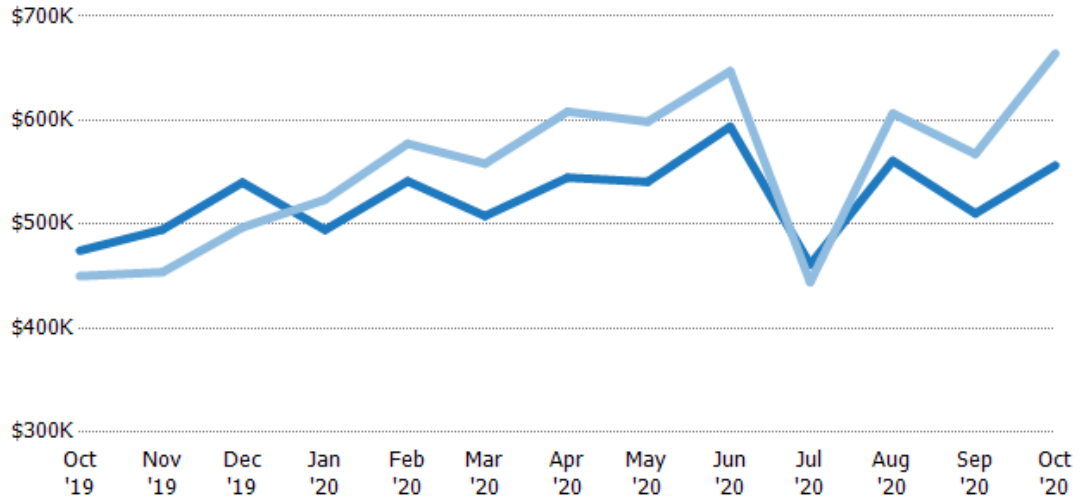
Average Listing Price vs Average Est Value

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



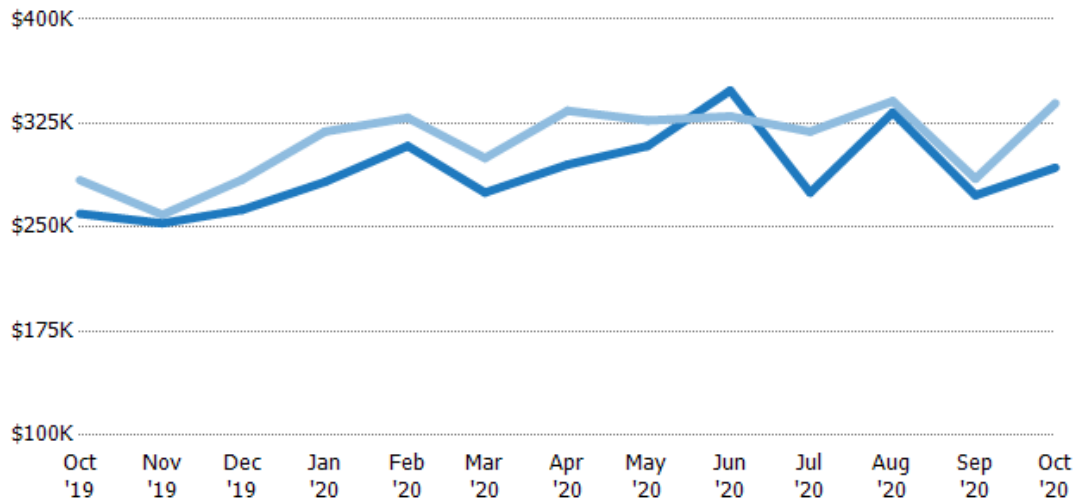
Median Listing Price vs Median Est Value

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



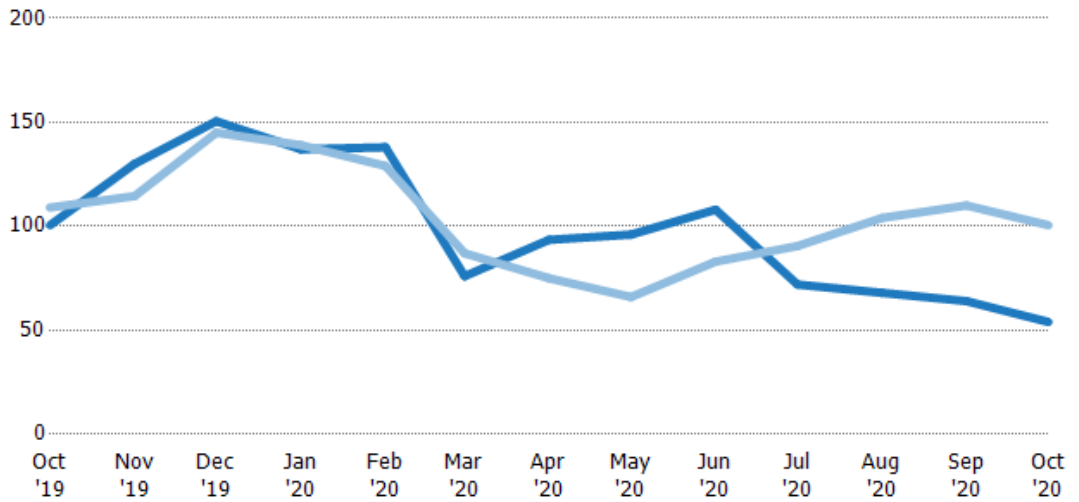
Median Days in RPR

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.
Oct '20	54	-46.3%
Oct '19	101	-7.8%
Oct '18	109	17.4%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	101	130	151	137	138	76	93.5	96	108	72	68	64	54
Prior Year	109	115	145	139	129	87	75	66	83	90.5	104	110	101
Percent Change from Prior Year	-8%	14%	4%	-1%	7%	-13%	25%	45%	30%	-20%	-35%	-42%	-46%

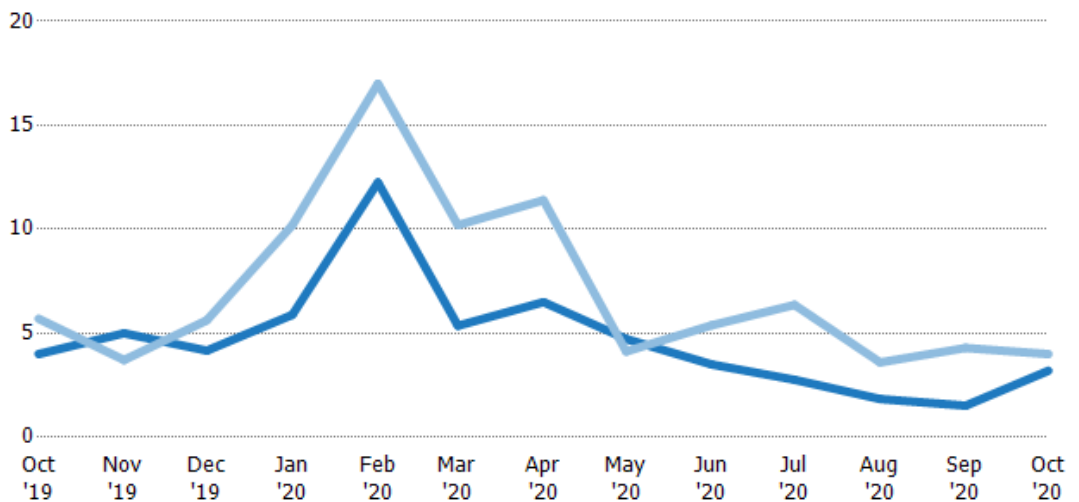
Months of Inventory

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.
Oct '20	3.2	-20%
Oct '19	4	-29.8%
Oct '18	5.7	38.2%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	4	5	4.17	5.89	12.3	5.36	6.5	4.73	3.5	2.76	1.84	1.52	3.2
Prior Year	5.7	3.71	5.63	10.2	17	10.2	11.4	4.13	5.38	6.36	3.6	4.29	4
Percent Change from Prior Year	-30%	35%	-26%	-42%	-28%	-47%	-43%	15%	-35%	-57%	-49%	-65%	-20%

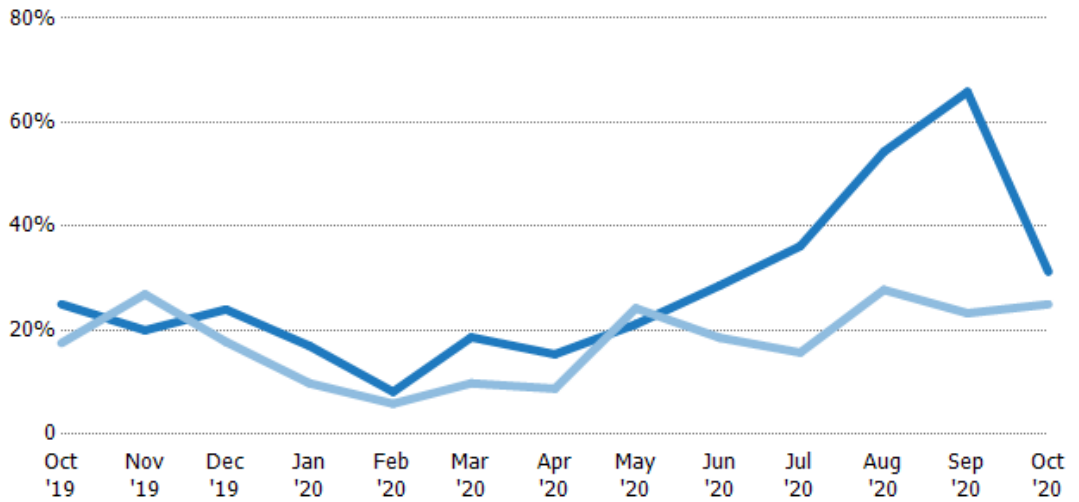
Absorption Rate

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



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

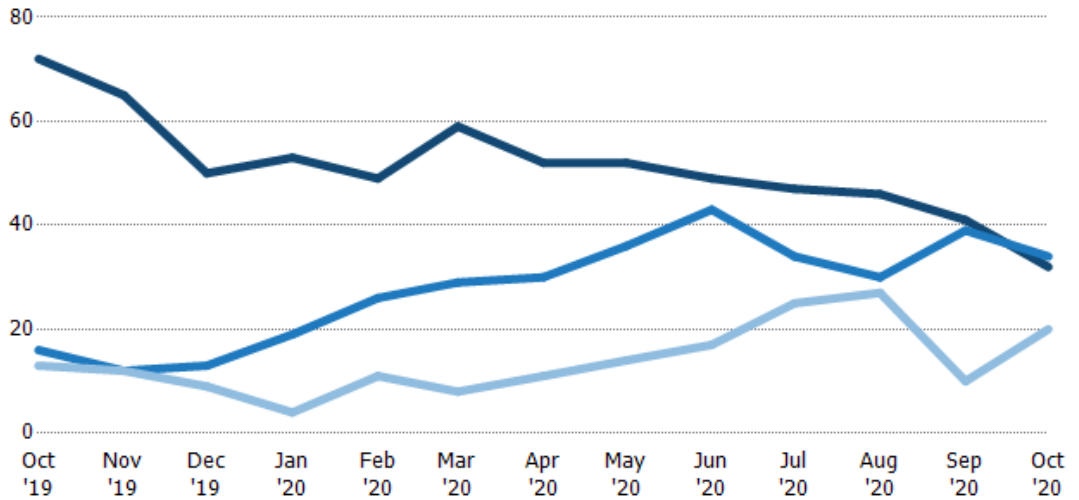
Active/Pending/Sold Units

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	72	65	50	53	49	59	52	52	49	47	46	41	32
Pending	16	12	13	19	26	29	30	36	43	34	30	39	34
Sold	13	12	9	4	11	8	11	14	17	25	27	10	20

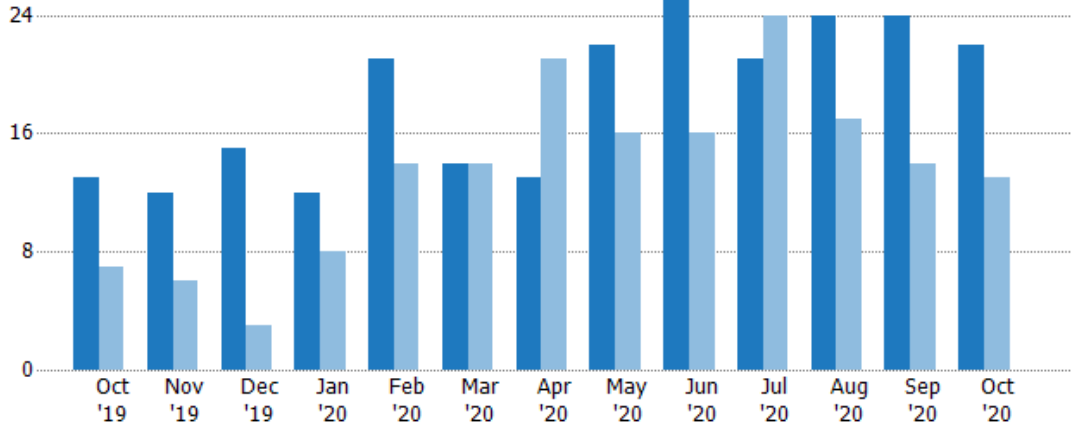
New Pending Sales

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	13	12	15	12	21	14	13	22	26	21	24	24	22
Prior Year	7	6	3	8	14	14	21	16	16	24	17	14	13
Percent Change from Prior Year	86%	100%	400%	50%	50%	0%	-38%	38%	63%	-13%	41%	71%	69%

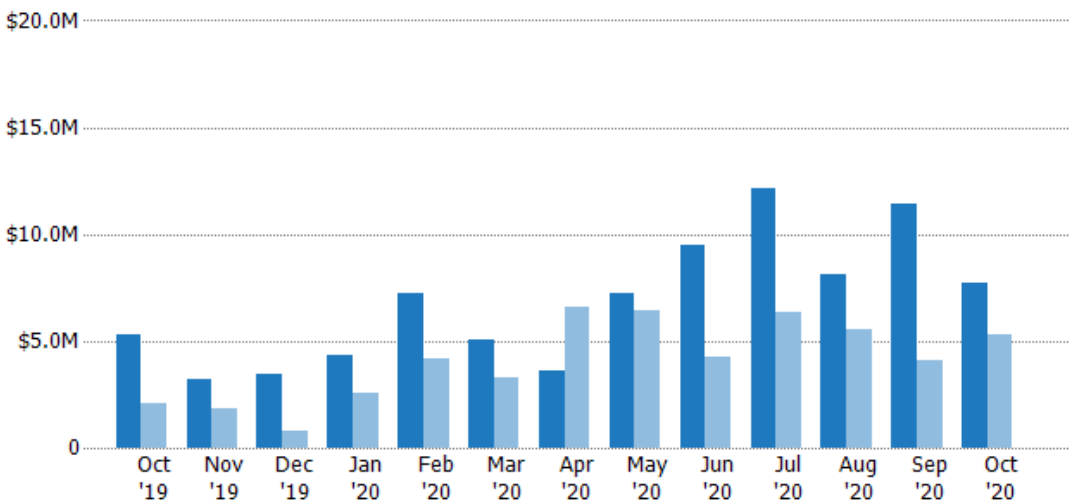
New Pending Sales Volume

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$5.28M	\$3.19M	\$3.43M	\$4.31M	\$7.2M	\$5.03M	\$3.57M	\$7.21M	\$9.49M	\$12.1M	\$8.14M	\$11.4M	\$7.73M
Prior Year	\$2.1M	\$1.85M	\$814K	\$2.54M	\$4.18M	\$3.31M	\$6.61M	\$6.41M	\$4.28M	\$6.39M	\$5.53M	\$4.1M	\$5.28M
Percent Change from Prior Year	151%	73%	321%	70%	72%	52%	-46%	12%	122%	90%	47%	179%	47%

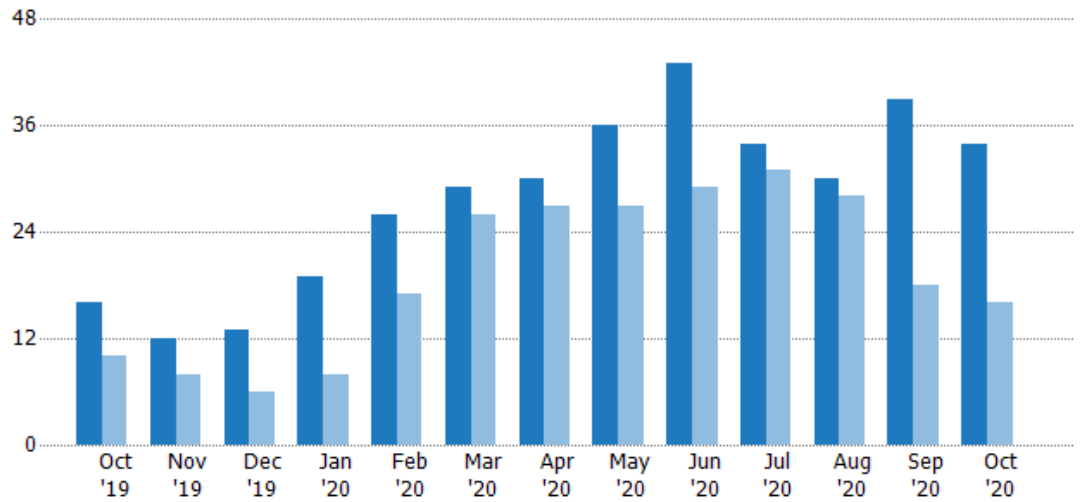
Pending Sales

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.
Oct '20	34	112.5%
Oct '19	16	60%
Oct '18	10	10%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	16	12	13	19	26	29	30	36	43	34	30	39	34
Prior Year	10	8	6	8	17	26	27	27	29	31	28	18	16
Percent Change from Prior Year	60%	50%	117%	138%	53%	12%	11%	33%	48%	10%	7%	117%	113%

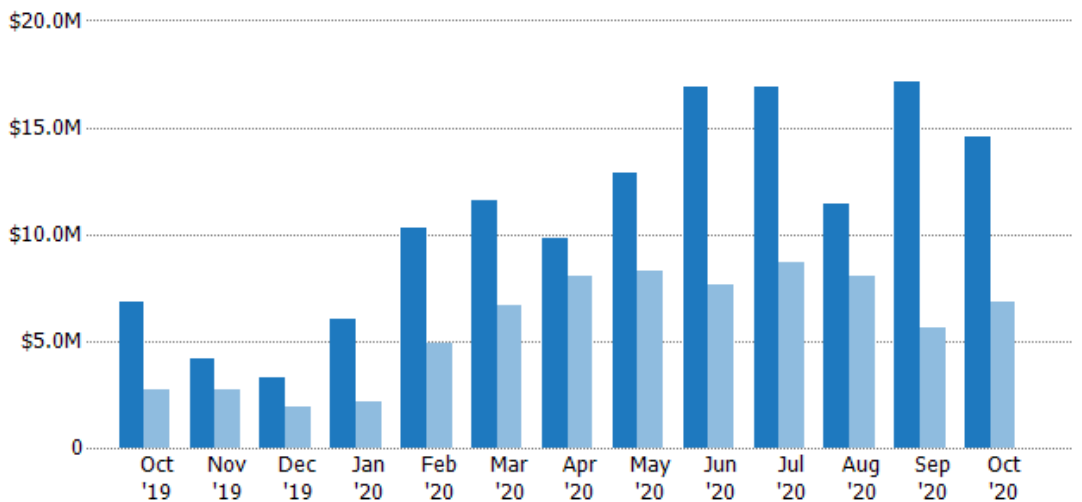
Pending Sales Volume

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.
Oct '20	\$14.6M	112.8%
Oct '19	\$6.85M	151%
Oct '18	\$2.73M	-1.6%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$6.85M	\$4.14M	\$3.31M	\$6.06M	\$10.3M	\$11.6M	\$9.8M	\$12.9M	\$16.9M	\$16.9M	\$11.4M	\$17.2M	\$14.6M
Prior Year	\$2.73M	\$2.7M	\$1.92M	\$2.2M	\$4.89M	\$6.7M	\$8.07M	\$8.25M	\$7.61M	\$8.68M	\$8.07M	\$5.63M	\$6.85M
Percent Change from Prior Year	151%	53%	72%	175%	111%	73%	21%	56%	122%	94%	42%	205%	113%

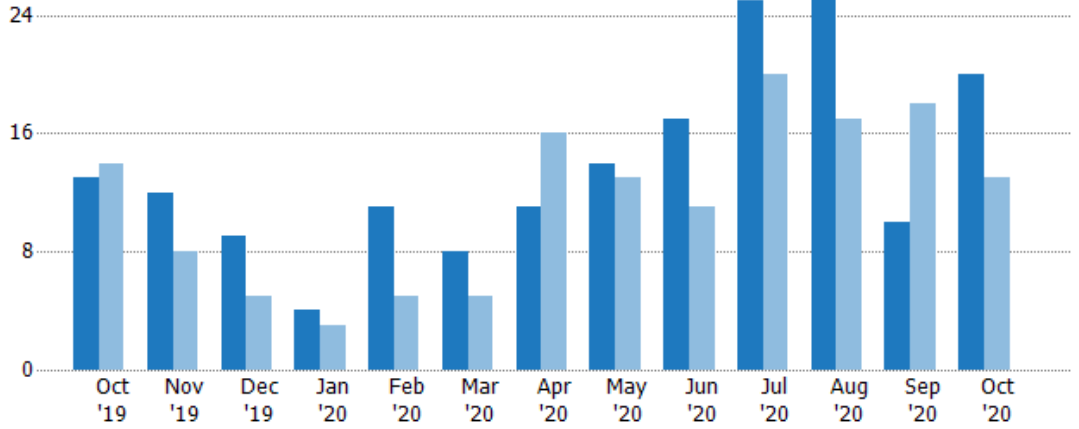
Closed Sales

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	13	12	9	4	11	8	11	14	17	25	27	10	20
Prior Year	14	8	5	3	5	5	16	13	11	20	17	18	13
Percent Change from Prior Year	-7%	50%	80%	33%	120%	60%	-31%	8%	55%	25%	59%	-44%	54%

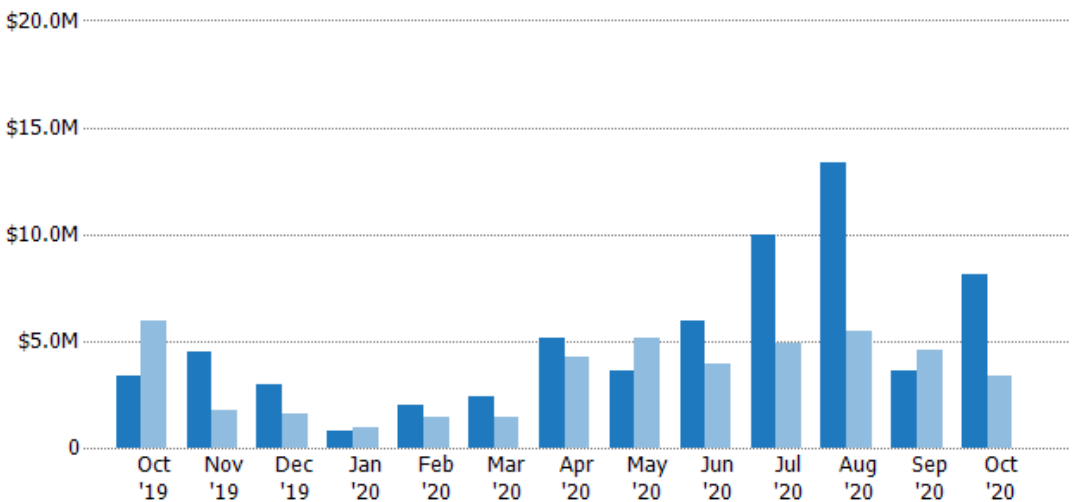
Closed Sales Volume

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$3.35M	\$4.5M	\$2.96M	\$799K	\$1.96M	\$2.4M	\$5.15M	\$3.59M	\$5.93M	\$9.97M	\$13.3M	\$3.57M	\$8.12M
Prior Year	\$5.97M	\$1.78M	\$1.56M	\$944K	\$1.42M	\$1.44M	\$4.27M	\$5.14M	\$3.92M	\$4.92M	\$5.49M	\$4.59M	\$3.35M
Percent Change from Prior Year	-44%	153%	89%	-15%	39%	67%	21%	-30%	51%	103%	143%	-22%	142%

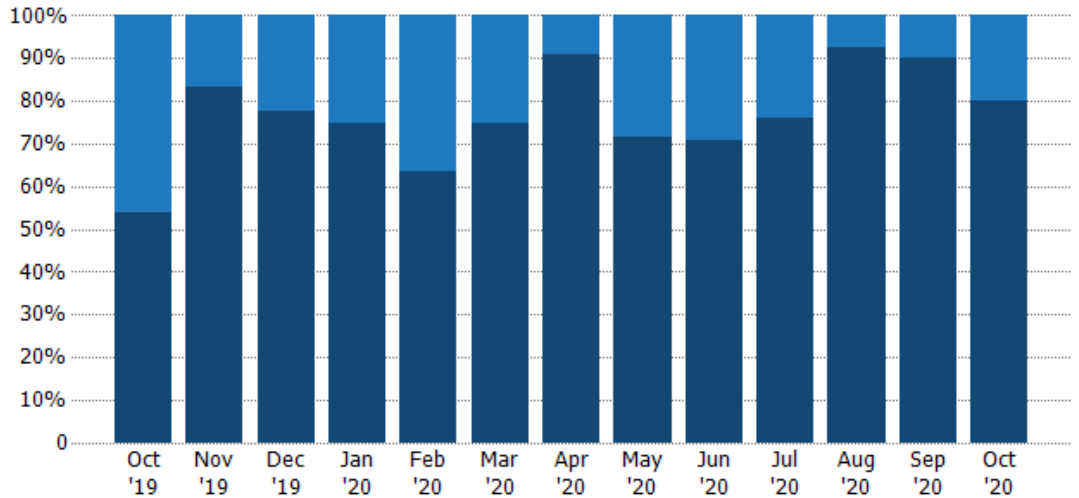
Closed Sales by Property Type

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	46%	17%	22%	25%	36%	25%	9%	29%	29%	24%	7%	10%	20%
Single Family Residence	54%	83%	78%	75%	64%	75%	91%	71%	71%	76%	93%	90%	80%

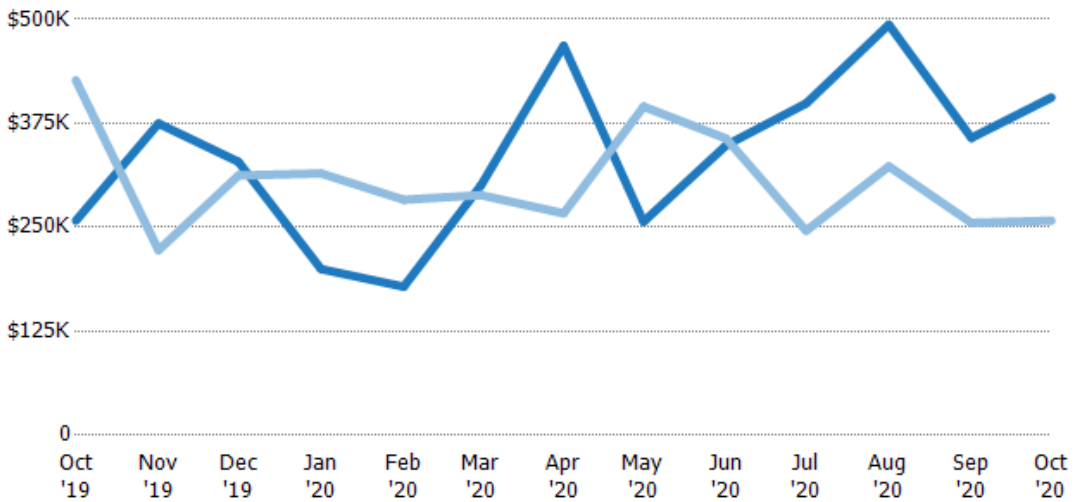
Average Sales Price

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.
Oct '20	\$406K	57.4%
Oct '19	\$258K	-39.6%
Oct '18	\$427K	-21.6%

Current Year	\$258K	\$375K	\$329K	\$200K	\$179K	\$300K	\$468K	\$257K	\$349K	\$399K	\$494K	\$357K	\$406K
Prior Year	\$427K	\$222K	\$312K	\$315K	\$283K	\$289K	\$267K	\$395K	\$357K	\$246K	\$323K	\$255K	\$258K
Percent Change from Prior Year	-40%	68%	5%	-37%	-37%	4%	76%	-35%	-2%	62%	53%	40%	57%

Median Sales Price

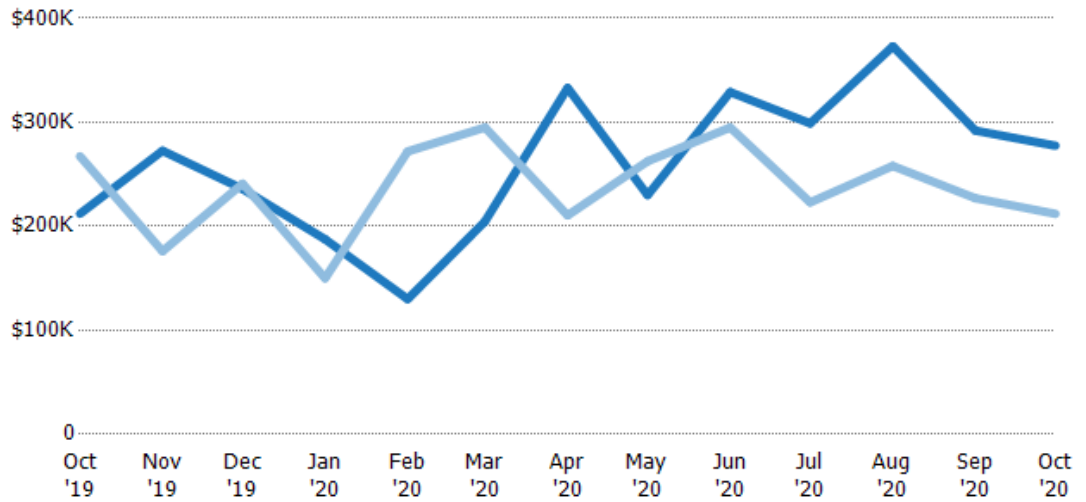
The median sales price of the residential properties sold each month.

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.
Oct '20	\$278K	30.9%
Oct '19	\$212K	-20.7%
Oct '18	\$267K	-18.5%



Current Year	\$212K	\$273K	\$236K	\$188K	\$130K	\$205K	\$333K	\$230K	\$329K	\$299K	\$373K	\$292K	\$278K
Prior Year	\$267K	\$176K	\$241K	\$150K	\$272K	\$295K	\$211K	\$263K	\$295K	\$223K	\$258K	\$227K	\$212K
Percent Change from Prior Year	-21%	55%	-2%	25%	-52%	-31%	58%	-12%	12%	34%	45%	29%	31%

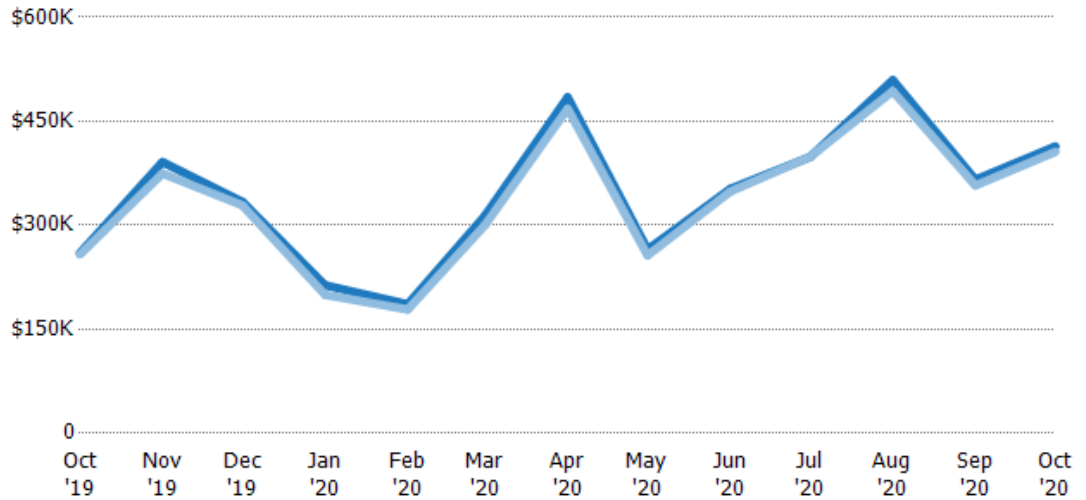
Average Sales Price vs Average Listing Price

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

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



Avg List Price	\$260K	\$391K	\$334K	\$213K	\$186K	\$314K	\$485K	\$265K	\$352K	\$399K	\$509K	\$366K	\$414K
Avg Sales Price	\$258K	\$375K	\$329K	\$200K	\$179K	\$300K	\$468K	\$257K	\$349K	\$399K	\$494K	\$357K	\$406K
Avg Sales Price as a % of Avg List Price	99%	96%	98%	94%	96%	96%	97%	97%	99%	100%	97%	98%	98%

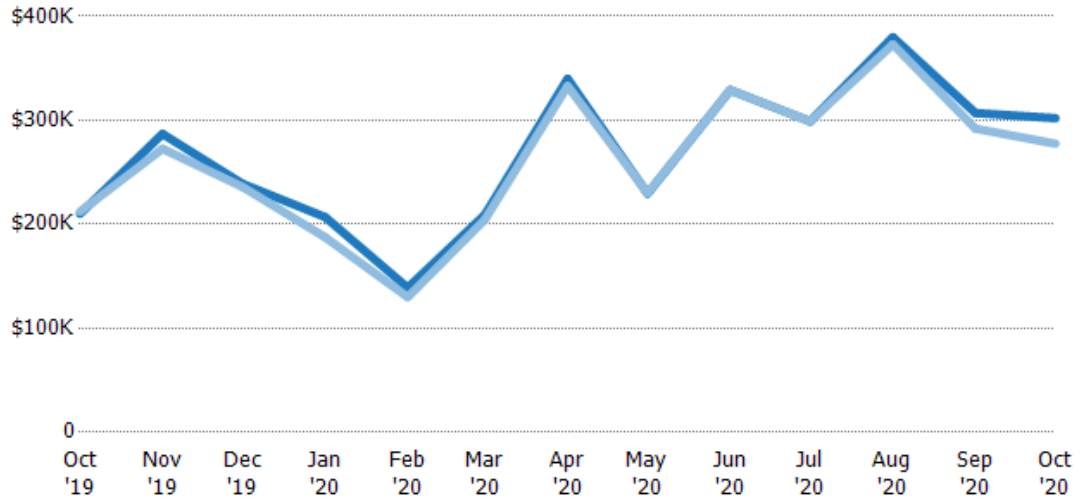
Median Sales Price vs Median Listing Price

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$210K	\$287K	\$239K	\$207K	\$139K	\$209K	\$340K	\$230K	\$329K	\$299K	\$380K	\$307K	\$302K
Median Sales Price	\$212K	\$273K	\$236K	\$188K	\$130K	\$205K	\$333K	\$230K	\$329K	\$299K	\$373K	\$292K	\$278K
Med Sales Price as a % of Med List Price	101%	95%	99%	91%	94%	98%	98%	100%	100%	100%	98%	95%	92%

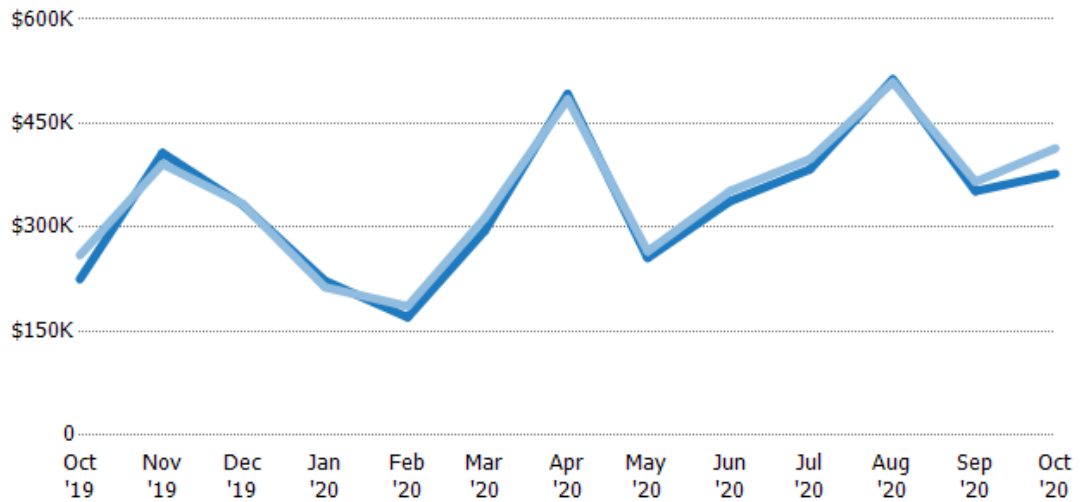
Average Sales Price vs Average Est Value

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$225K	\$407K	\$333K	\$223K	\$170K	\$295K	\$492K	\$256K	\$338K	\$384K	\$514K	\$352K	\$377K
Avg Sales Price	\$260K	\$391K	\$334K	\$213K	\$186K	\$314K	\$485K	\$265K	\$352K	\$399K	\$509K	\$366K	\$414K
Avg Sales Price as a % of Avg Est Value	115%	96%	100%	96%	109%	106%	98%	104%	104%	104%	99%	104%	110%

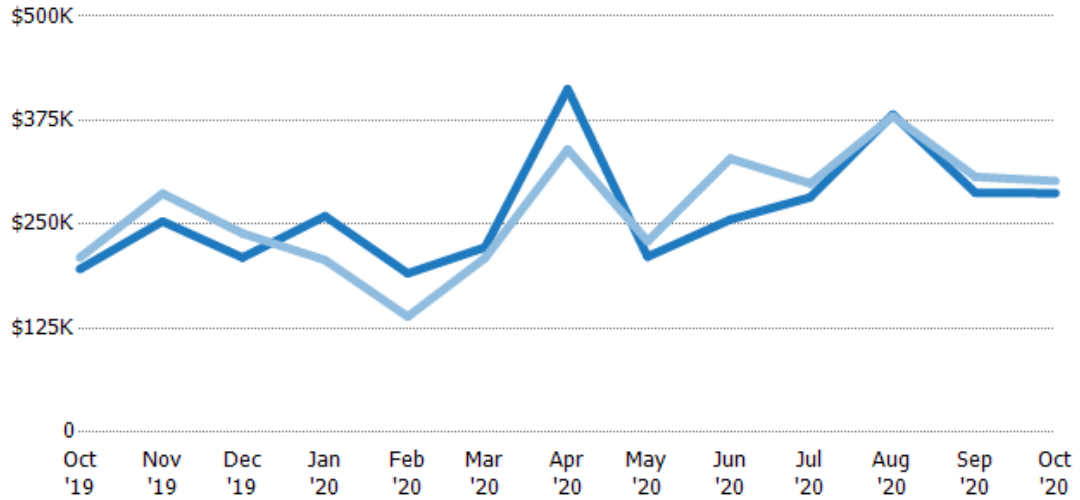
Median Sales Price vs Median Est Value

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$196K	\$253K	\$210K	\$260K	\$191K	\$222K	\$413K	\$211K	\$256K	\$282K	\$382K	\$288K	\$287K
Median Sales Price	\$210K	\$287K	\$239K	\$207K	\$139K	\$209K	\$340K	\$230K	\$329K	\$299K	\$380K	\$307K	\$302K
Med Sales Price as a % of Med Est Value	107%	113%	114%	80%	73%	94%	82%	109%	129%	106%	99%	107%	105%