

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	5	+/-	111	124	-10.5%
New Listing Volume	\$1,898,800	\$823,800	+130.5%	\$30,089,500	\$29,768,388	+1.1%
Active Listing Count	10	37	-73%	N/A	N/A	
Active Listing Volume	\$4,274,200	\$10,542,100	-59.5%	N/A	N/A	
Average Listing Price	\$427,420	\$284,922	+50%	\$315,385	\$295,114	+6.9%
Median Listing Price	\$342,400	\$237,000	+44.5%	\$256,284	\$251,307	+2%
Median Days in RPR	50.5	128	-60.5%	71.52	81.42	-12.2%
Months of Inventory	0.9	3.7	-75.4%	2.7	3.8	-29.4%
Absorption Rate	110%	27.03%	+83%	37.65%	26.57%	+11.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	7	-28.6%	131	112	+17%
New Pending Sales Volume	\$1,172,000	\$1,493,600	-21.5%	\$33,496,600	\$25,703,688	+30.3%
Pending Sales Count	17	7	+142.9%	N/A	N/A	
Pending Sales Volume	\$4,298,800	\$1,672,800	+157%	N/A	N/A	
Closed Sales Count	8	8	+/-	102	93	+9.7%
Closed Sales Volume	\$2,149,400	\$2,076,050	+3.5%	\$24,907,950	\$21,190,238	+17.5%
Average Sales Price	\$268,675	\$259,506	+3.5%	\$244,196	\$227,852	+7.2%
Median Sales Price	\$194,000	\$222,750	-12.9%	\$227,729	\$213,732	+6.5%

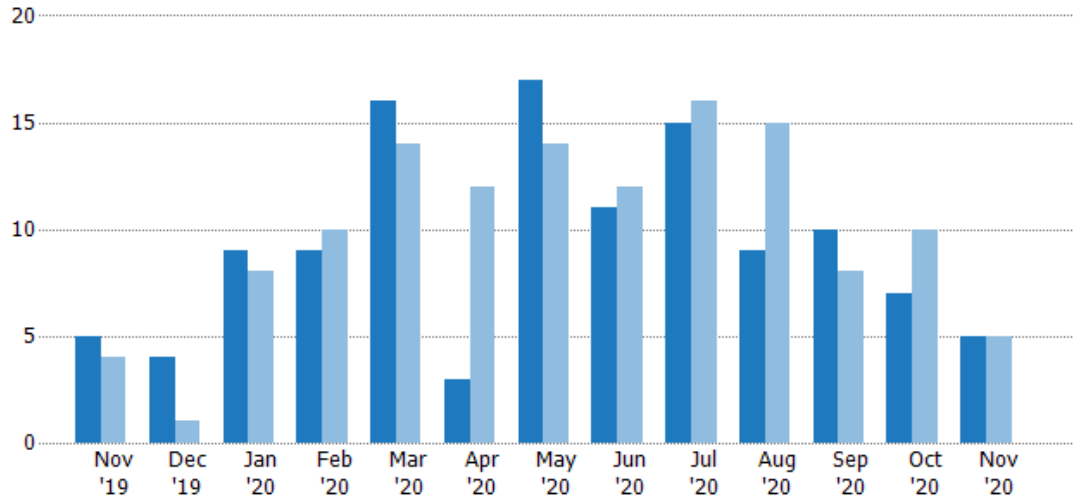
## New Listings

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.
Nov '20	5	0%
Nov '19	5	25%
Nov '18	4	-25%



Current Year	5	4	9	9	16	3	17	11	15	9	10	7	5
Prior Year	4	1	8	10	14	12	14	12	16	15	8	10	5
Percent Change from Prior Year	25%	300%	13%	-10%	14%	-75%	21%	-8%	-6%	-40%	25%	-30%	0%

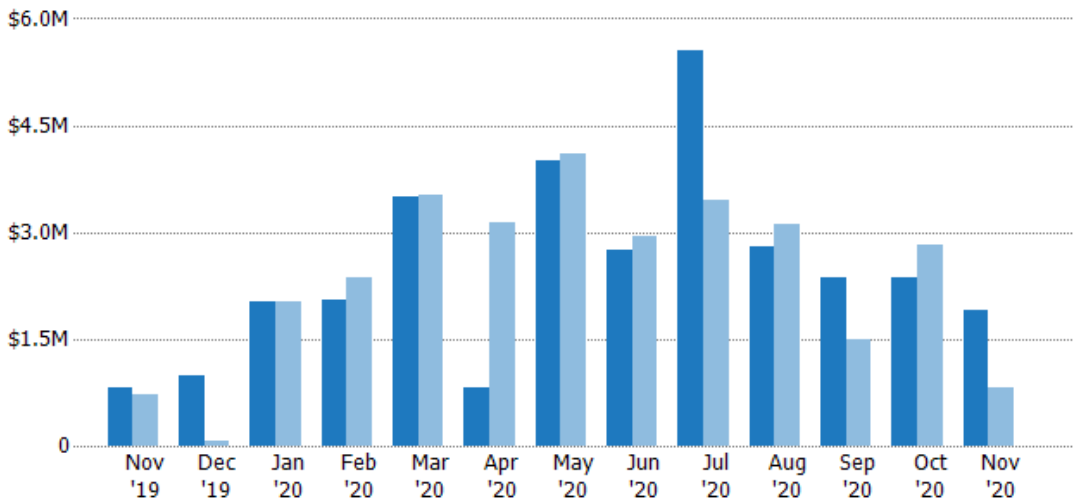
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

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

Month/Year	Volume	% Chg.
Nov '20	\$1.9M	130.5%
Nov '19	\$824K	13.2%
Nov '18	\$728K	-50.7%



Current Year	\$824K	\$994K	\$2.03M	\$2.05M	\$3.49M	\$814K	\$4M	\$2.74M	\$5.56M	\$2.79M	\$2.37M	\$2.35M	\$1.9M
Prior Year	\$728K	\$56.5K	\$2.03M	\$2.36M	\$3.51M	\$3.14M	\$4.09M	\$2.93M	\$3.44M	\$3.11M	\$1.5M	\$2.83M	\$824K
Percent Change from Prior Year	13%	1,659%	0	-13%	-1%	-74%	-2%	-6%	62%	-10%	57%	-17%	130%

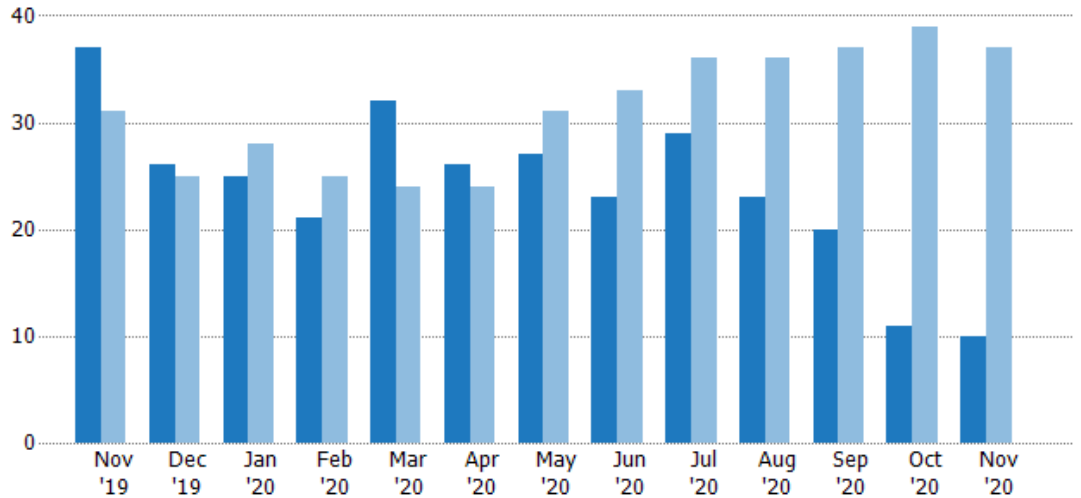
## Active Listings

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.
Nov '20	10	-73%
Nov '19	37	19.4%
Nov '18	31	-6.5%



	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	37	26	25	21	32	26	27	23	29	23	20	11	10
Prior Year	31	25	28	25	24	24	31	33	36	36	37	39	37
Percent Change from Prior Year	19%	4%	-11%	-16%	33%	8%	-13%	-30%	-19%	-36%	-46%	-72%	-73%

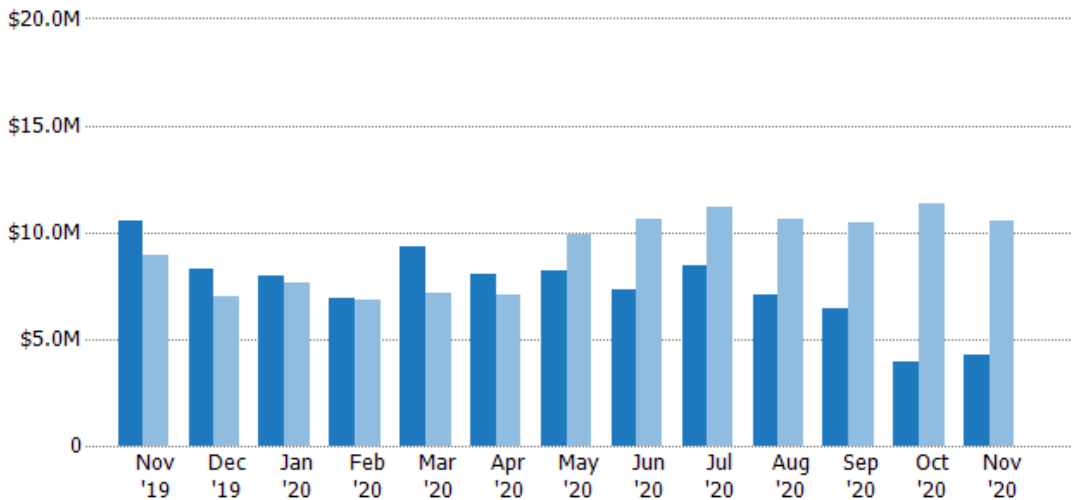
## Active Listing Volume

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.
Nov '20	\$4.27M	-59.5%
Nov '19	\$10.5M	18%
Nov '18	\$8.93M	-17.5%



	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	\$10.5M	\$8.3M	\$7.94M	\$6.94M	\$9.36M	\$8.04M	\$8.17M	\$7.35M	\$8.47M	\$7.04M	\$6.42M	\$3.9M	\$4.27M
Prior Year	\$8.93M	\$7.02M	\$7.64M	\$6.87M	\$7.11M	\$7.11M	\$9.92M	\$10.6M	\$11.1M	\$10.6M	\$10.5M	\$11.3M	\$10.5M
Percent Change from Prior Year	18%	18%	4%	1%	32%	13%	-18%	-31%	-24%	-33%	-39%	-66%	-59%

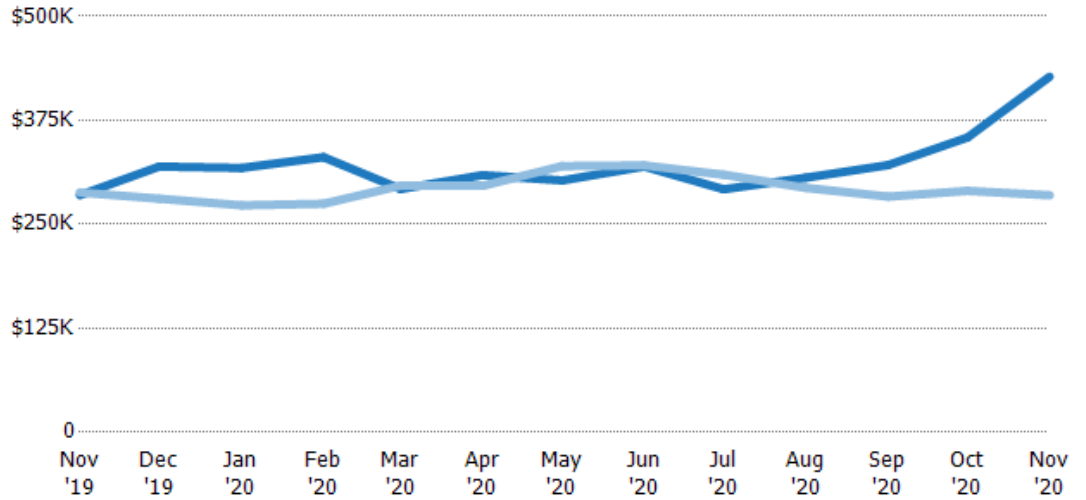
## Average Listing Price

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.
Nov '20	\$427K	50%
Nov '19	\$285K	-1.1%
Nov '18	\$288K	-11.8%



Current Year	\$285K	\$319K	\$318K	\$331K	\$292K	\$309K	\$303K	\$319K	\$292K	\$306K	\$321K	\$354K	\$427K
Prior Year	\$288K	\$281K	\$273K	\$275K	\$296K	\$296K	\$320K	\$321K	\$310K	\$294K	\$283K	\$290K	\$285K
Percent Change from Prior Year	-1%	14%	16%	20%	-1%	4%	-5%	0%	-6%	4%	13%	22%	50%

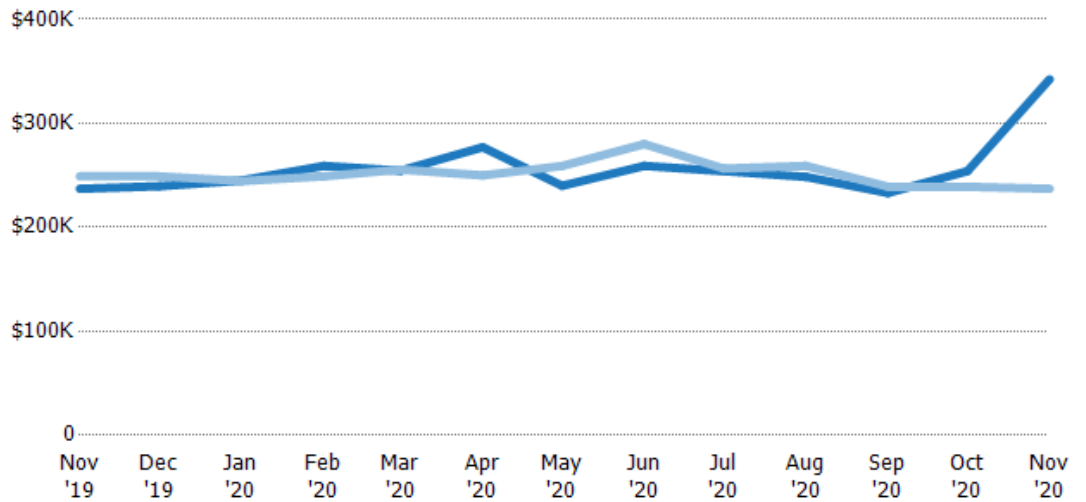
## Median Listing Price

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.
Nov '20	\$342K	44.5%
Nov '19	\$237K	-4.8%
Nov '18	\$249K	-8%



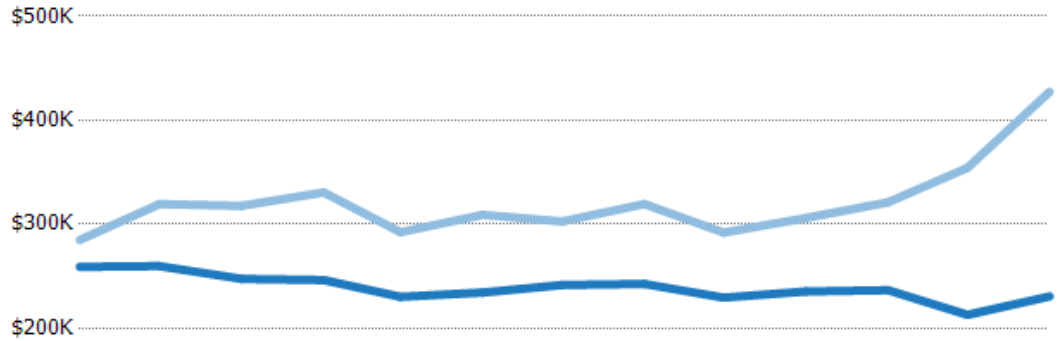
Current Year	\$237K	\$239K	\$245K	\$259K	\$254K	\$277K	\$240K	\$259K	\$254K	\$249K	\$233K	\$254K	\$342K
Prior Year	\$249K	\$249K	\$244K	\$249K	\$256K	\$250K	\$259K	\$280K	\$256K	\$259K	\$239K	\$239K	\$237K
Percent Change from Prior Year	-5%	-4%	0%	4%	0%	11%	-7%	-8%	-1%	-4%	-3%	6%	44%

## 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



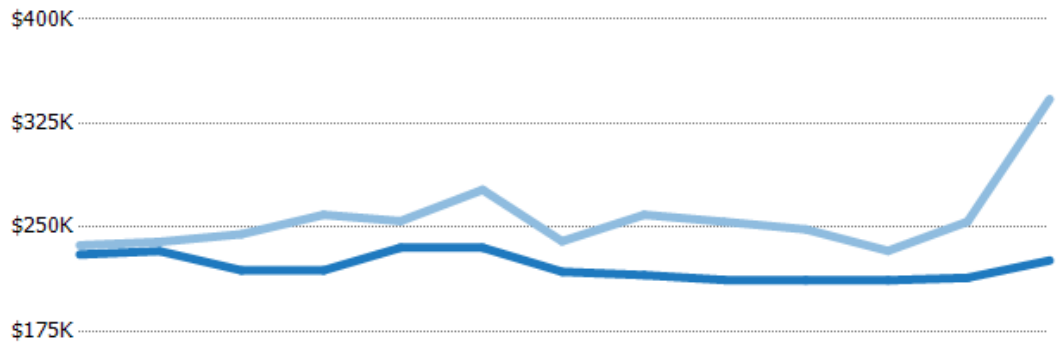
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$259K	\$260K	\$248K	\$246K	\$230K	\$234K	\$242K	\$243K	\$229K	\$235K	\$237K	\$213K	\$231K
Avg Listing Price	\$285K	\$319K	\$318K	\$331K	\$292K	\$309K	\$303K	\$319K	\$292K	\$306K	\$321K	\$354K	\$427K
Avg Listing Price as a % of Avg Est Value	110%	123%	128%	134%	127%	132%	125%	132%	127%	130%	136%	166%	185%

## 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



	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	\$230K	\$233K	\$219K	\$219K	\$235K	\$235K	\$218K	\$216K	\$212K	\$212K	\$212K	\$214K	\$226K
Median Listing Price	\$237K	\$239K	\$245K	\$259K	\$254K	\$277K	\$240K	\$259K	\$254K	\$249K	\$233K	\$254K	\$342K
Med Listing Price as a % of Med Est Value	103%	103%	112%	118%	108%	118%	110%	120%	120%	117%	110%	119%	151%

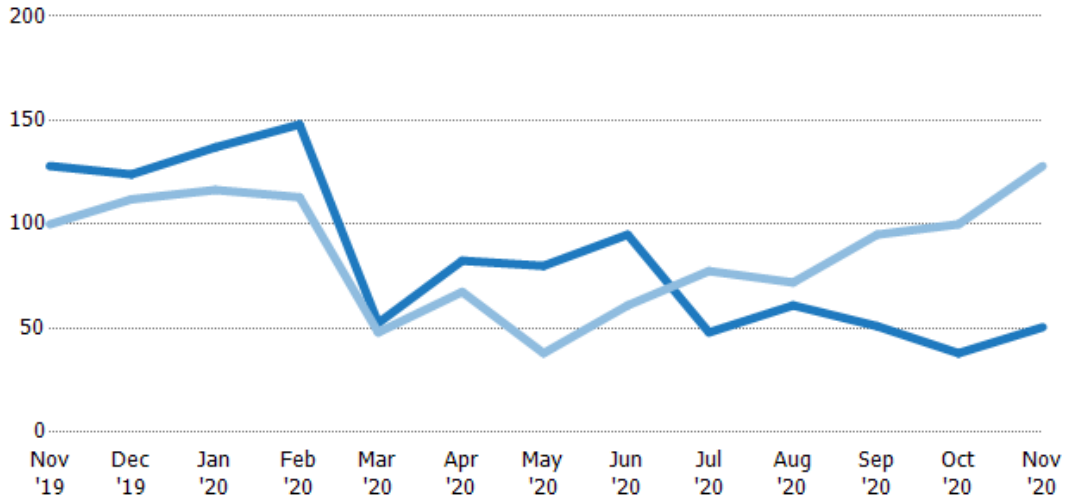
## Median Days in RPR

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.
Nov '20	50.5	-60.5%
Nov '19	128	28%
Nov '18	100	42%



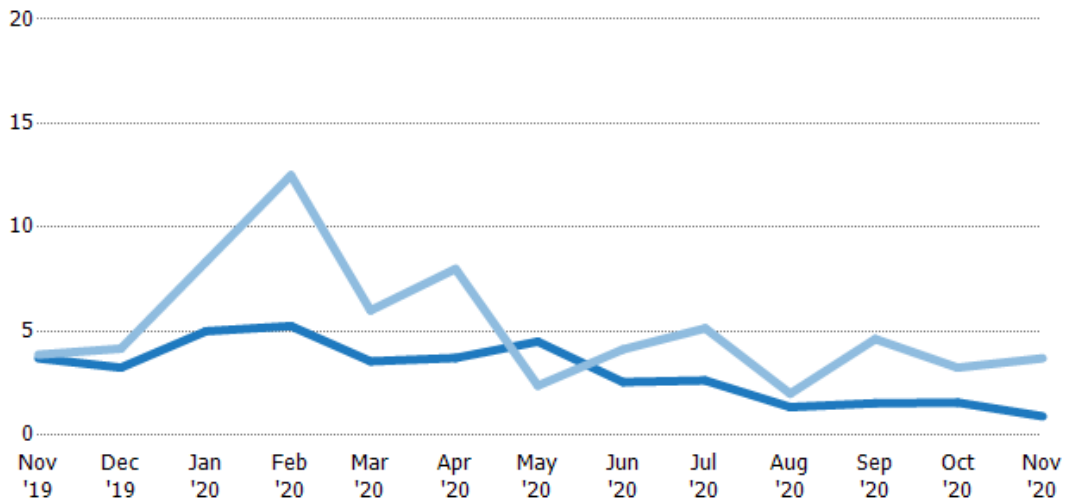
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	128	124	137	148	52.5	82.5	80	95	48	61	51	38	50.5
Prior Year	100	112	117	113	48	67.5	38	61	77.5	72	95	100	128
Percent Change from Prior Year	28%	11%	18%	31%	9%	22%	111%	56%	-38%	-15%	-46%	-62%	-61%

## 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



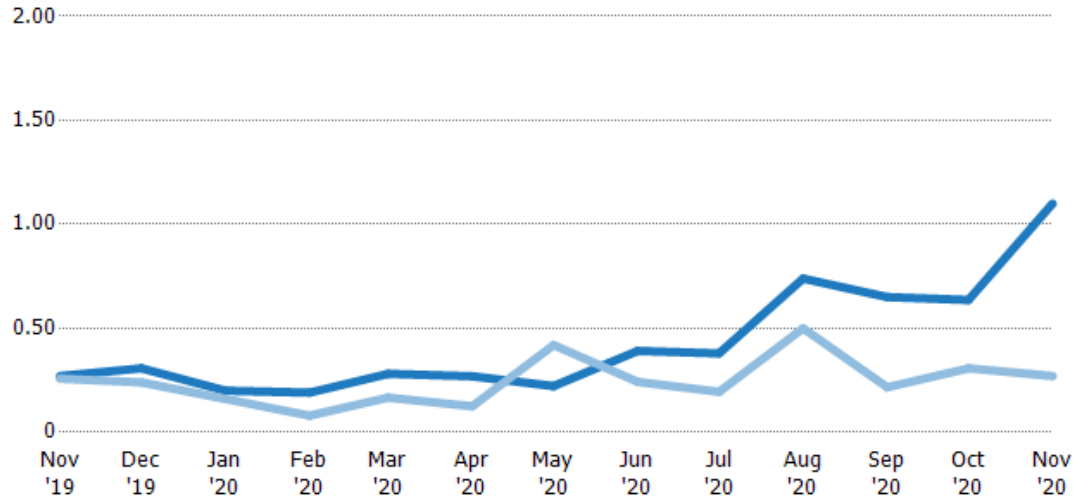
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	3.7	3.25	5	5.25	3.56	3.71	4.5	2.56	2.64	1.35	1.54	1.57	0.91
Prior Year	3.88	4.17	8.33	12.5	6	8	2.38	4.13	5.14	2	4.63	3.25	3.7
Percent Change from Prior Year	-5%	-22%	100%	-58%	-41%	-54%	89%	-38%	-49%	-32%	-67%	-52%	-75%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



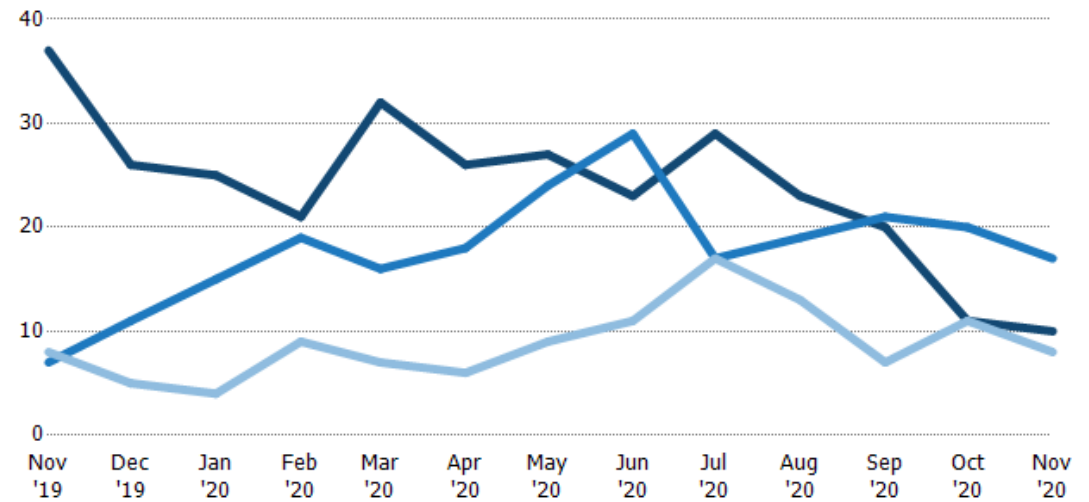
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	27%	31%	20%	19%	28%	27%	22%	39%	38%	74%	65%	64%	110%
Prior Year	26%	24%	16%	8%	17%	13%	42%	24%	19%	50%	22%	31%	27%
Change from Prior Year	-1%	-7%	-20%	-11%	-11%	-14%	20%	-15%	-18%	-24%	-43%	-33%	-83%

## 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



	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	37	26	25	21	32	26	27	23	29	23	20	11	10
Pending	7	11	15	19	16	18	24	29	17	19	21	20	17
Sold	8	5	4	9	7	6	9	11	17	13	7	11	8

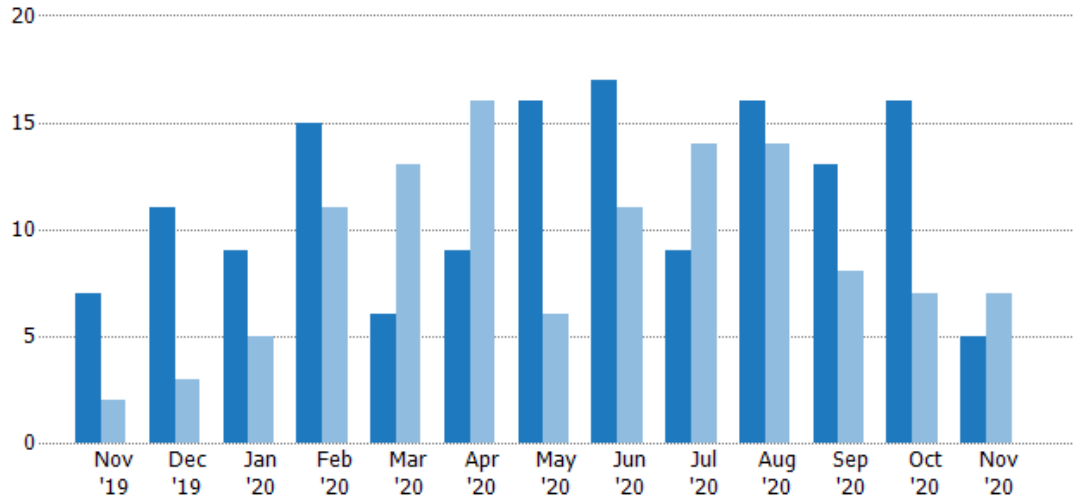
## New Pending Sales

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.
Nov '20	5	-28.6%
Nov '19	7	250%
Nov '18	2	-50%



Current Year	7	11	9	15	6	9	16	17	9	16	13	16	5
Prior Year	2	3	5	11	13	16	6	11	14	14	8	7	7
Percent Change from Prior Year	250%	267%	80%	36%	-54%	-44%	167%	55%	-36%	14%	63%	129%	-29%

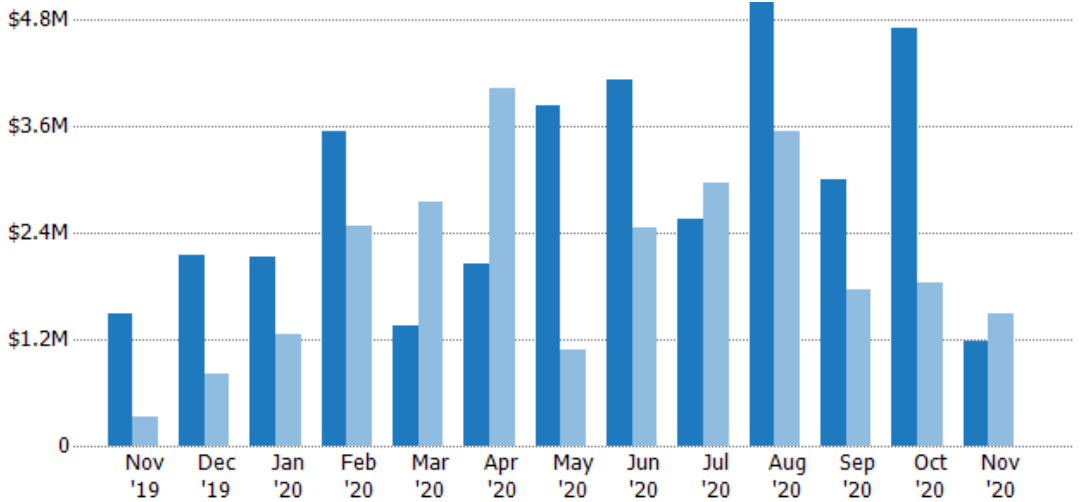
## New Pending Sales Volume

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.
Nov '20	\$1.17M	-21.5%
Nov '19	\$1.49M	368.4%
Nov '18	\$319K	-10.6%



Current Year	\$1.49M	\$2.15M	\$2.14M	\$3.55M	\$1.35M	\$2.06M	\$3.84M	\$4.12M	\$2.56M	\$5M	\$3M	\$4.71M	\$1.17M
Prior Year	\$319K	\$814K	\$1.26M	\$2.48M	\$2.76M	\$4.03M	\$1.09M	\$2.46M	\$2.97M	\$3.55M	\$1.77M	\$1.83M	\$1.49M
Percent Change from Prior Year	368%	164%	70%	43%	-51%	-49%	252%	67%	-14%	41%	69%	157%	-22%



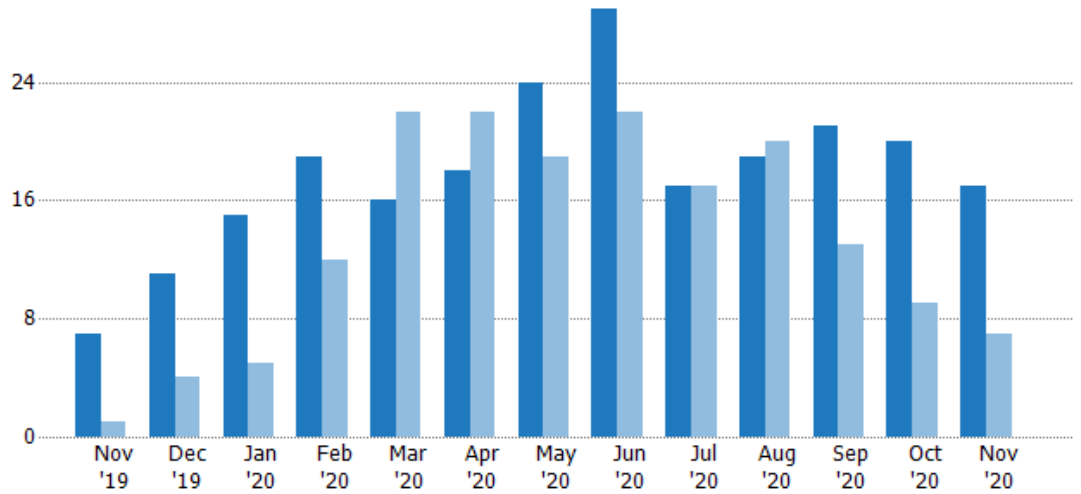
## Pending Sales

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.
Nov '20	17	142.9%
Nov '19	7	600%
Nov '18	1	400%



Current Year	7	11	15	19	16	18	24	29	17	19	21	20	17
Prior Year	1	4	5	12	22	22	19	22	17	20	13	9	7
Percent Change from Prior Year	600%	175%	200%	58%	-27%	-18%	26%	32%	0%	-5%	62%	122%	143%

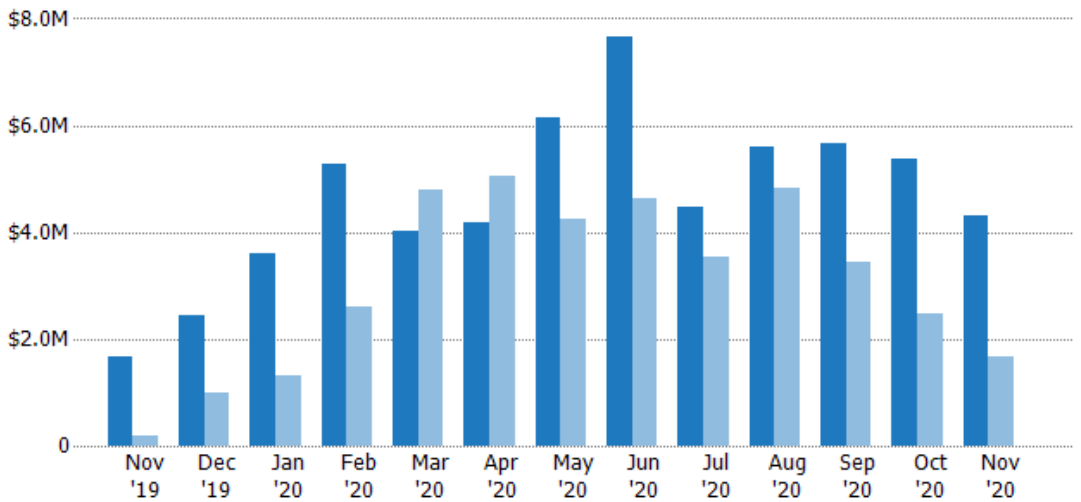
## Pending Sales Volume

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.
Nov '20	\$4.3M	157%
Nov '19	\$1.67M	829.8%
Nov '18	\$180K	455.3%



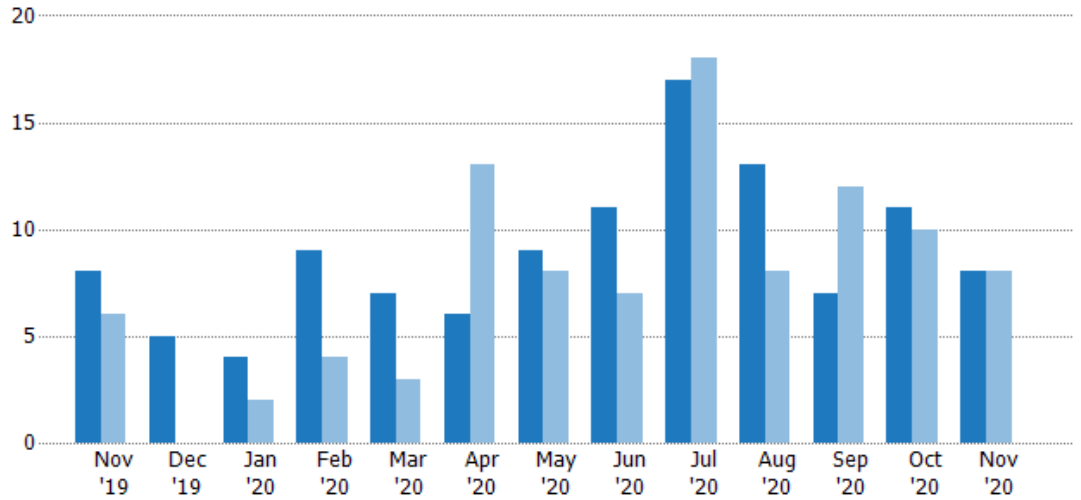
Current Year	\$1.67M	\$2.45M	\$3.59M	\$5.28M	\$4.01M	\$4.18M	\$6.14M	\$7.67M	\$4.47M	\$5.61M	\$5.67M	\$5.37M	\$4.3M
Prior Year	\$180K	\$994K	\$1.31M	\$2.61M	\$4.8M	\$5.06M	\$4.24M	\$4.63M	\$3.54M	\$4.83M	\$3.45M	\$2.48M	\$1.67M
Percent Change from Prior Year	830%	146%	174%	102%	-16%	-17%	45%	65%	26%	16%	64%	117%	157%

## 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	8	5	4	9	7	6	9	11	17	13	7	11	8
Prior Year	6	-	2	4	3	13	8	7	18	8	12	10	8
Percent Change from Prior Year	33%	100%	100%	125%	133%	-54%	13%	57%	-6%	63%	-42%	10%	0%

## 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



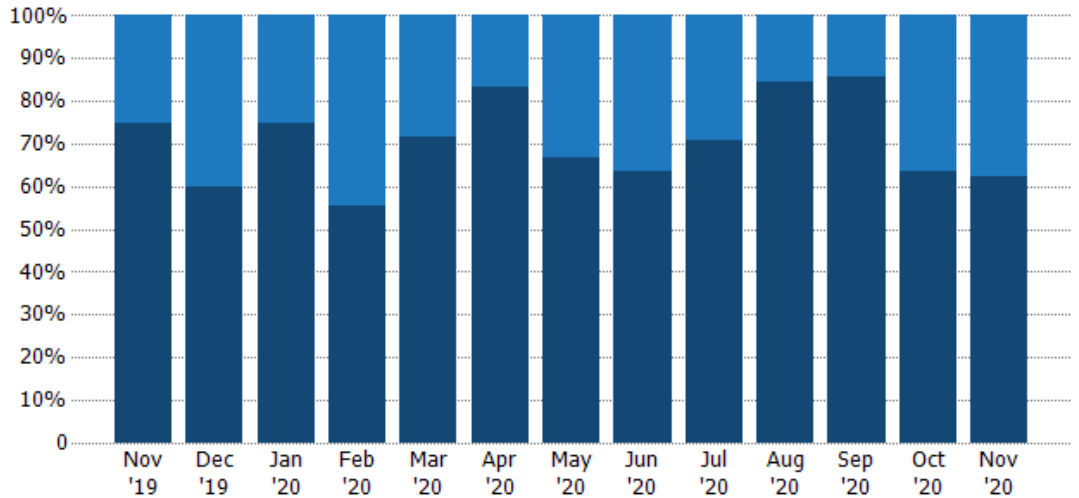
Current Year	\$2.08M	\$852K	\$799K	\$1.33M	\$1.85M	\$1.79M	\$1.58M	\$2.59M	\$4.19M	\$3.49M	\$1.86M	\$3.28M	\$2.15M
Prior Year	\$1.06M	-	\$274K	\$1.14M	\$540K	\$2.94M	\$1.82M	\$1.81M	\$3.86M	\$1.68M	\$2.55M	\$2.5M	\$2.08M
Percent Change from Prior Year	96%	100%	191%	16%	242%	-39%	-13%	43%	9%	108%	-27%	31%	4%

## 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



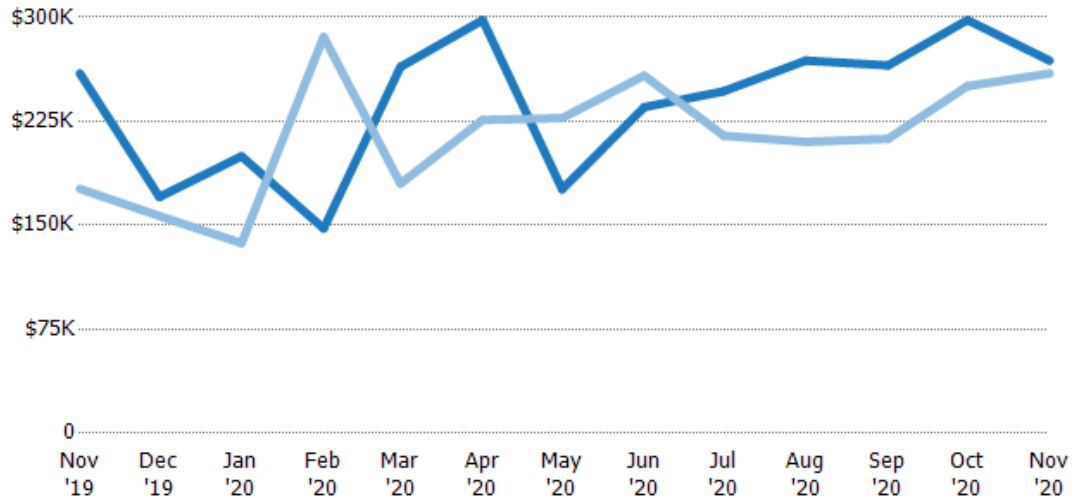
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	25%	40%	25%	44%	29%	17%	33%	36%	29%	15%	14%	36%	38%
Single Family Residence	75%	60%	75%	56%	71%	83%	67%	64%	71%	85%	86%	64%	63%

## 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



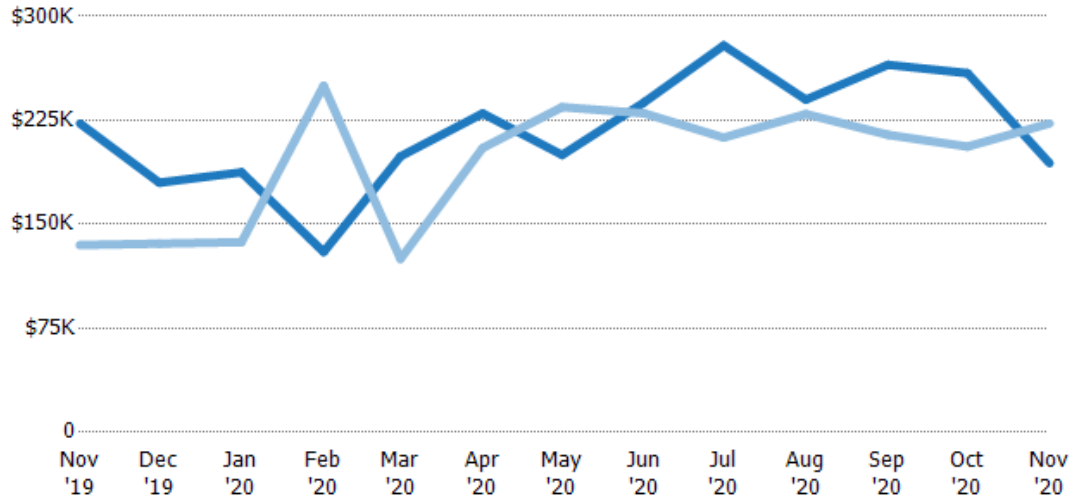
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$260K	\$170K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K	\$247K	\$269K	\$265K	\$298K	\$269K
Prior Year	\$176K	\$157K	\$137K	\$286K	\$180K	\$226K	\$227K	\$258K	\$215K	\$210K	\$212K	\$250K	\$260K
Percent Change from Prior Year	47%	100%	46%	-48%	47%	32%	-23%	-9%	15%	28%	25%	19%	4%

## 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



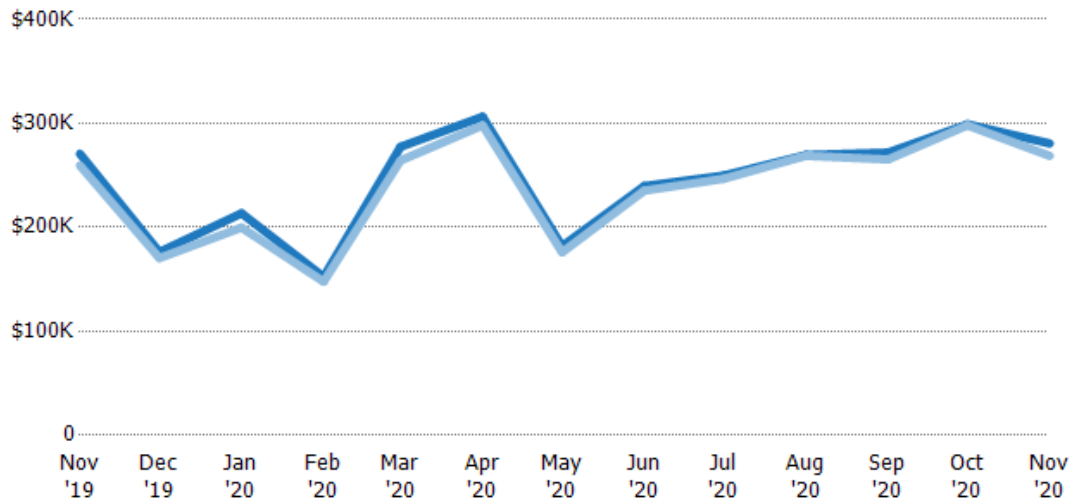
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$223K	\$180K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K	\$279K	\$240K	\$265K	\$259K	\$194K
Prior Year	\$135K	\$136K	\$137K	\$250K	\$125K	\$205K	\$235K	\$230K	\$213K	\$230K	\$215K	\$206K	\$223K
Percent Change from Prior Year	65%	100%	37%	-48%	59%	12%	-15%	3%	31%	5%	24%	26%	-13%

## 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



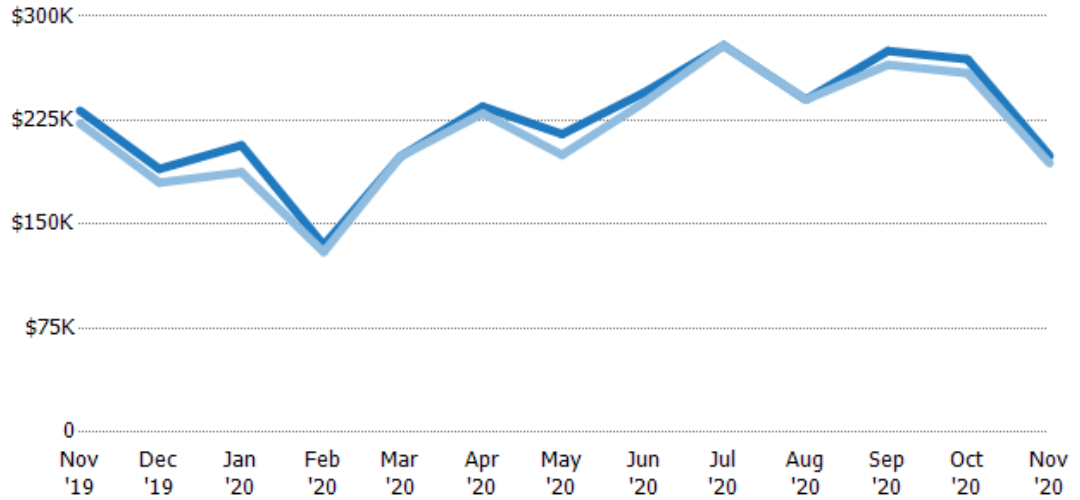
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg List Price	\$271K	\$176K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K	\$250K	\$269K	\$272K	\$299K	\$281K
Avg Sales Price	\$260K	\$170K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K	\$247K	\$269K	\$265K	\$298K	\$269K
Avg Sales Price as a % of Avg List Price	96%	97%	94%	97%	95%	97%	97%	98%	99%	100%	98%	100%	96%

## 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



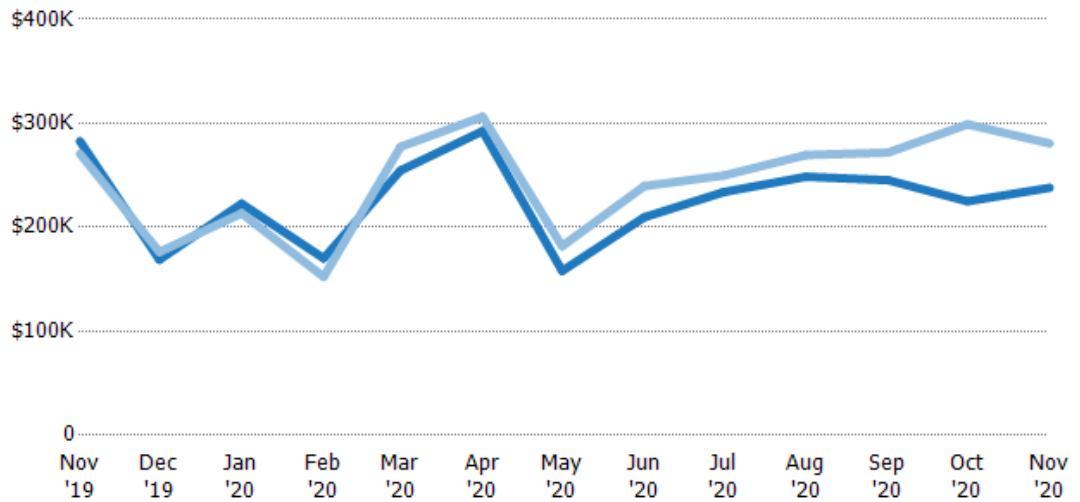
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$232K	\$190K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K	\$279K	\$240K	\$275K	\$269K	\$199K
Median Sales Price	\$223K	\$180K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K	\$279K	\$240K	\$265K	\$259K	\$194K
Med Sales Price as a % of Med List Price	96%	95%	91%	96%	100%	98%	93%	97%	100%	100%	96%	96%	97%

## 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



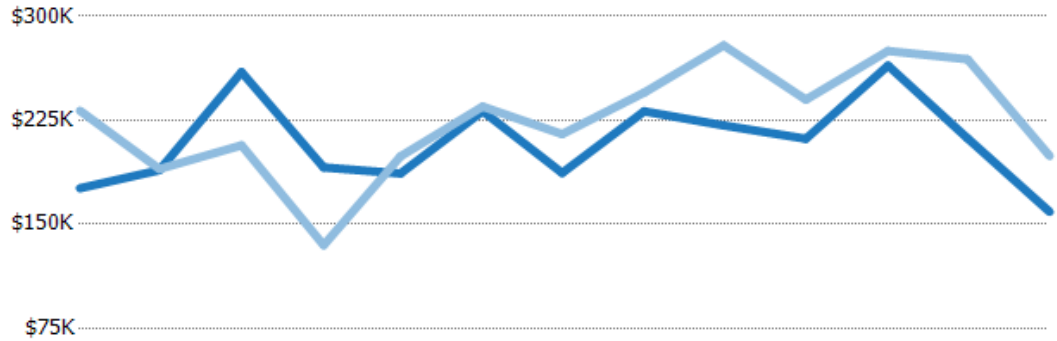
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$283K	\$169K	\$223K	\$170K	\$255K	\$293K	\$158K	\$210K	\$234K	\$249K	\$245K	\$225K	\$238K
Avg Sales Price	\$271K	\$176K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K	\$250K	\$269K	\$272K	\$299K	\$281K
Avg Sales Price as a % of Avg Est Value	96%	104%	96%	90%	109%	105%	115%	114%	107%	108%	111%	133%	118%

## 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



	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	\$176K	\$189K	\$260K	\$191K	\$187K	\$232K	\$187K	\$231K	\$221K	\$212K	\$264K	\$212K	\$159K
Median Sales Price	\$232K	\$190K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K	\$279K	\$240K	\$275K	\$269K	\$199K
Med Sales Price as a % of Med Est Value	132%	100%	80%	71%	107%	101%	115%	106%	126%	113%	104%	127%	125%