

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	7	10	-30%	106	119	-10.9%
New Listing Volume	\$2,354,000	\$2,828,600	-16.8%	\$28,190,700	\$28,944,588	-2.6%
Active Listing Count	11	39	-71.8%	N/A	N/A	
Active Listing Volume	\$3,897,400	\$11,316,000	-65.6%	N/A	N/A	
Average Listing Price	\$354,309	\$290,154	+22.1%	\$310,657	\$296,318	+4.8%
Median Listing Price	\$254,000	\$239,000	+6.3%	\$252,651	\$252,998	-0.1%
Median Days in RPR	38	100	-62%	73.31	77.04	-4.8%
Months of Inventory	1.6	3.3	-51.6%	2.8	3.6	-22.5%
Absorption Rate	63.64%	30.77%	+32.9%	35.86%	27.8%	+8.1%
Sales Activity Charts Metrics						
New Pending Sales Count	16	7	+128.6%	126	105	+20%
New Pending Sales Volume	\$4,714,200	\$1,834,000	+157%	\$32,324,600	\$24,210,088	+33.5%
Pending Sales Count	20	9	+122.2%	N/A	N/A	
Pending Sales Volume	\$5,372,100	\$2,479,800	+116.6%	N/A	N/A	
Closed Sales Count	11	10	+10%	94	85	+10.6%
Closed Sales Volume	\$3,278,400	\$2,503,888	+30.9%	\$22,758,550	\$19,114,188	+19.1%
Average Sales Price	\$298,036	\$250,389	+19%	\$242,112	\$224,873	+7.7%
Median Sales Price	\$259,000	\$206,000	+25.7%	\$230,600	\$212,883	+8.3%

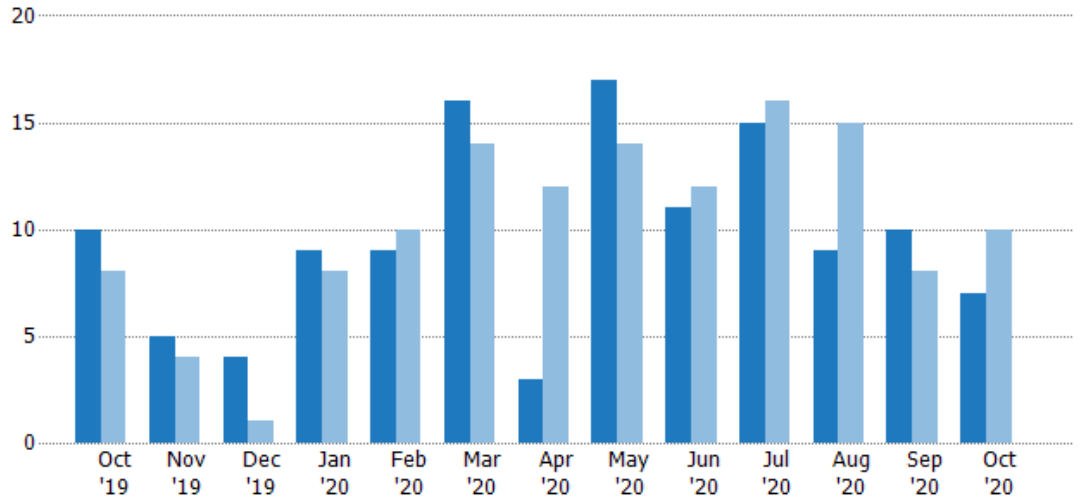
New Listings

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.
Oct '20	7	-30%
Oct '19	10	25%
Oct '18	8	-62.5%



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

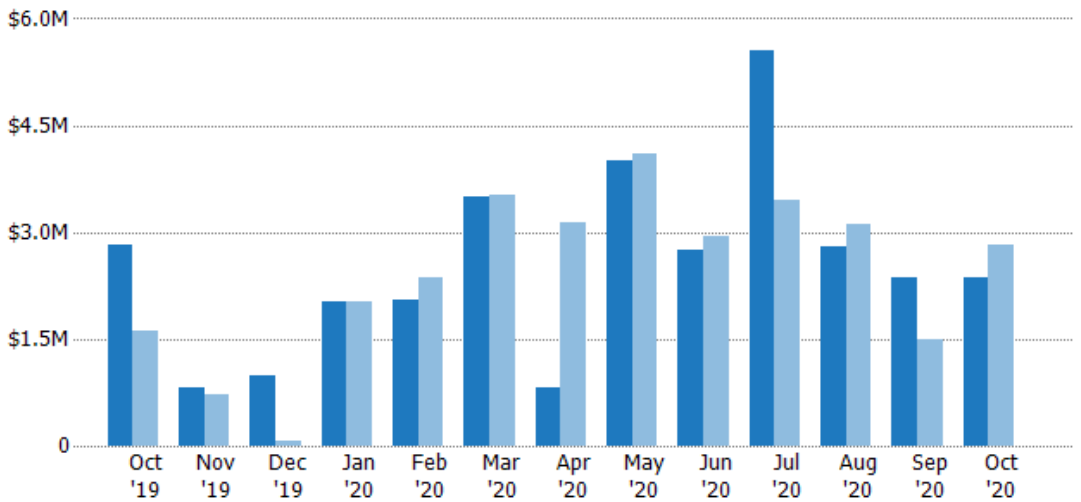
New Listing Volume

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.
Oct '20	\$2.35M	-16.8%
Oct '19	\$2.83M	74.6%
Oct '18	\$1.62M	-61.9%



	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	\$2.83M	\$824K	\$994K	\$2.03M	\$2.05M	\$3.49M	\$814K	\$4M	\$2.74M	\$5.56M	\$2.79M	\$2.37M	\$2.35M
Prior Year	\$1.62M	\$728K	\$56.5K	\$2.03M	\$2.36M	\$3.51M	\$3.14M	\$4.09M	\$2.93M	\$3.44M	\$3.11M	\$1.5M	\$2.83M
Percent Change from Prior Year	75%	13%	1,659%	0	-13%	-1%	-74%	-2%	-6%	62%	-10%	57%	-17%

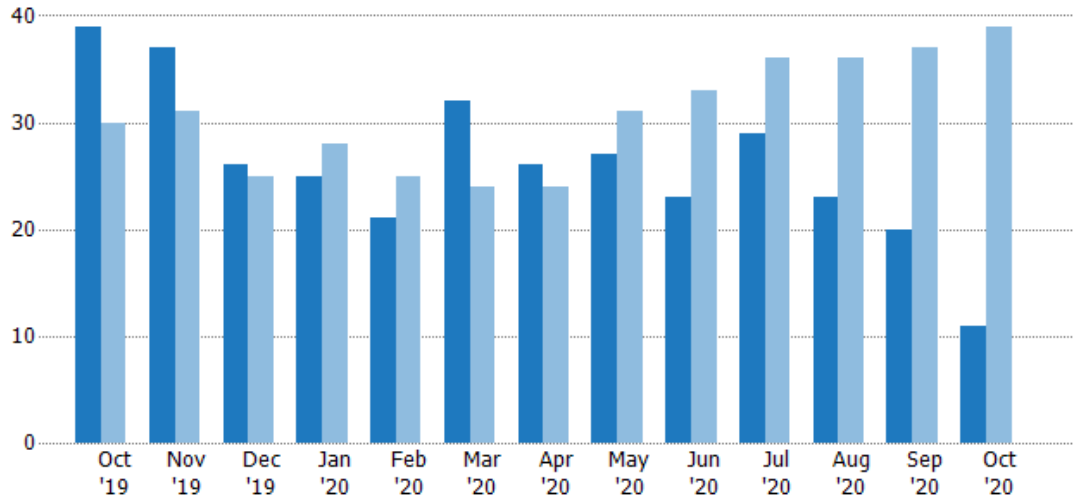
Active Listings

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.
Oct '20	11	-71.8%
Oct '19	39	30%
Oct '18	30	0%



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

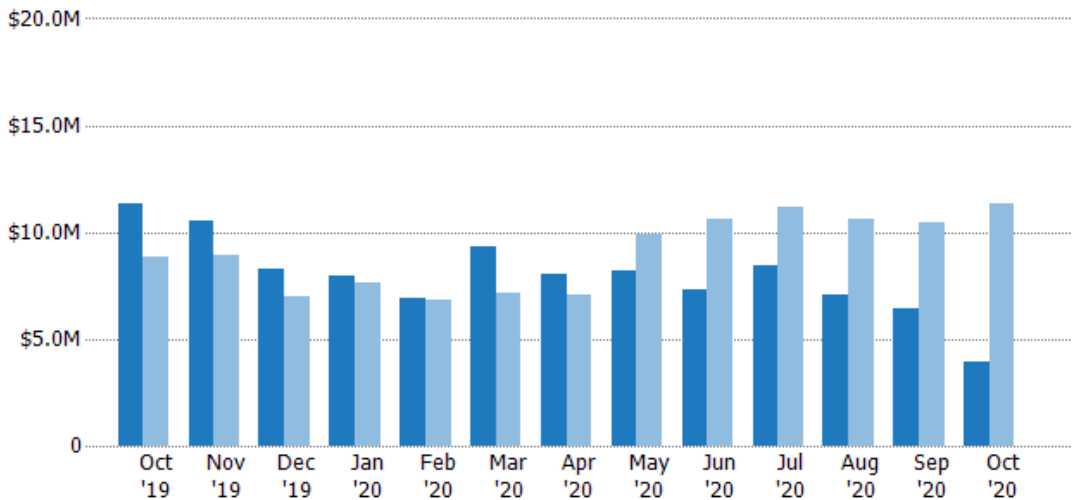
Active Listing Volume

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.
Oct '20	\$3.9M	-65.6%
Oct '19	\$11.3M	27.7%
Oct '18	\$8.86M	-4.3%



Current Year	\$11.3M	\$10.5M	\$8.3M	\$7.94M	\$6.94M	\$9.36M	\$8.04M	\$8.17M	\$7.35M	\$8.47M	\$7.04M	\$6.42M	\$3.9M
Prior Year	\$8.86M	\$8.93M	\$7.02M	\$7.64M	\$6.87M	\$7.11M	\$7.11M	\$9.92M	\$10.6M	\$11.1M	\$10.6M	\$10.5M	\$11.3M
Percent Change from Prior Year	28%	18%	18%	4%	1%	32%	13%	-18%	-31%	-24%	-33%	-39%	-66%

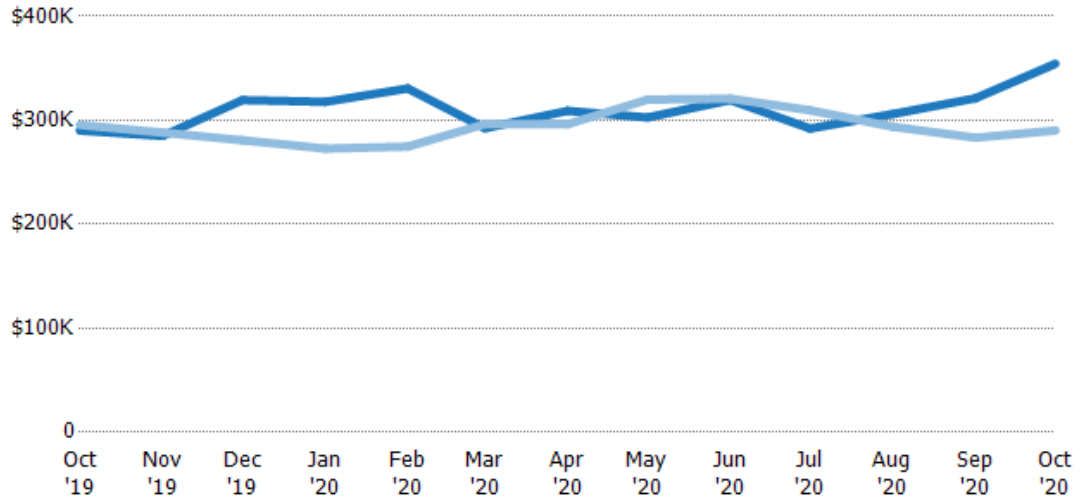
Average Listing Price

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.
Oct '20	\$354K	22.1%
Oct '19	\$290K	-1.8%
Oct '18	\$295K	-4.3%



Current Year	\$290K	\$285K	\$319K	\$318K	\$331K	\$292K	\$309K	\$303K	\$319K	\$292K	\$306K	\$321K	\$354K
Prior Year	\$295K	\$288K	\$281K	\$273K	\$275K	\$296K	\$296K	\$320K	\$321K	\$310K	\$294K	\$283K	\$290K
Percent Change from Prior Year	-2%	-1%	14%	16%	20%	-1%	4%	-5%	0%	-6%	4%	13%	22%

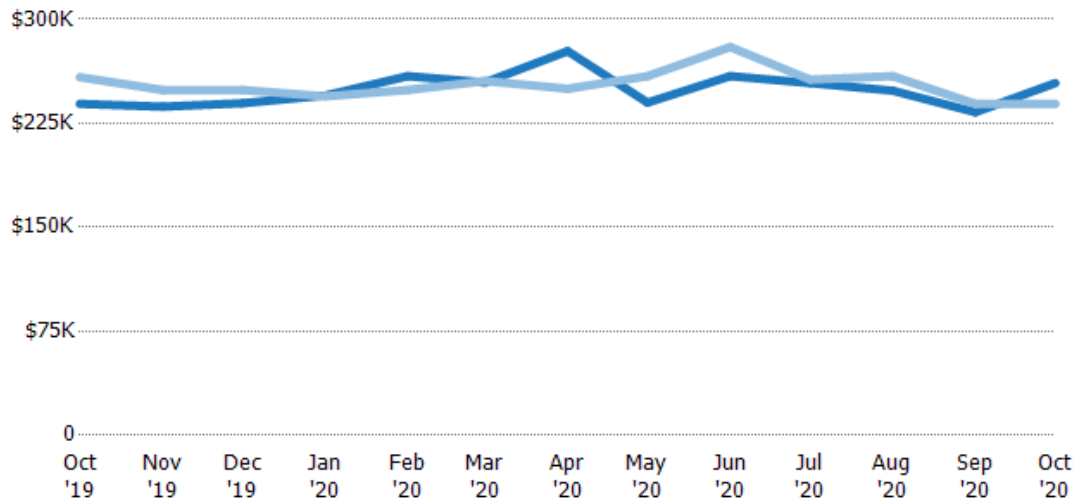
Median Listing Price

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.
Oct '20	\$254K	6.3%
Oct '19	\$239K	-7.5%
Oct '18	\$258K	6.4%



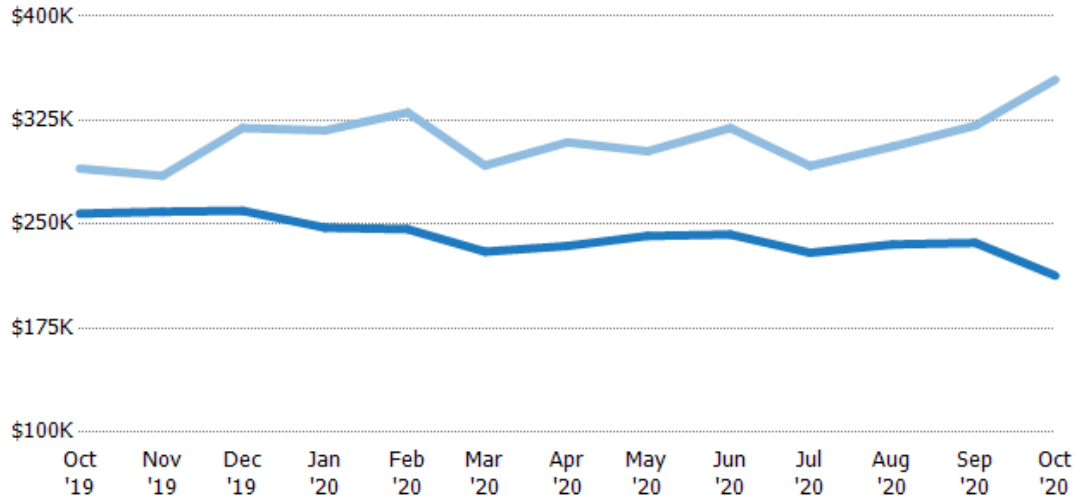
Current Year	\$239K	\$237K	\$239K	\$245K	\$259K	\$254K	\$277K	\$240K	\$259K	\$254K	\$249K	\$233K	\$254K
Prior Year	\$258K	\$249K	\$249K	\$244K	\$249K	\$256K	\$250K	\$259K	\$280K	\$256K	\$259K	\$239K	\$239K
Percent Change from Prior Year	-7%	-5%	-4%	0%	4%	0%	11%	-7%	-8%	-1%	-4%	-3%	6%

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

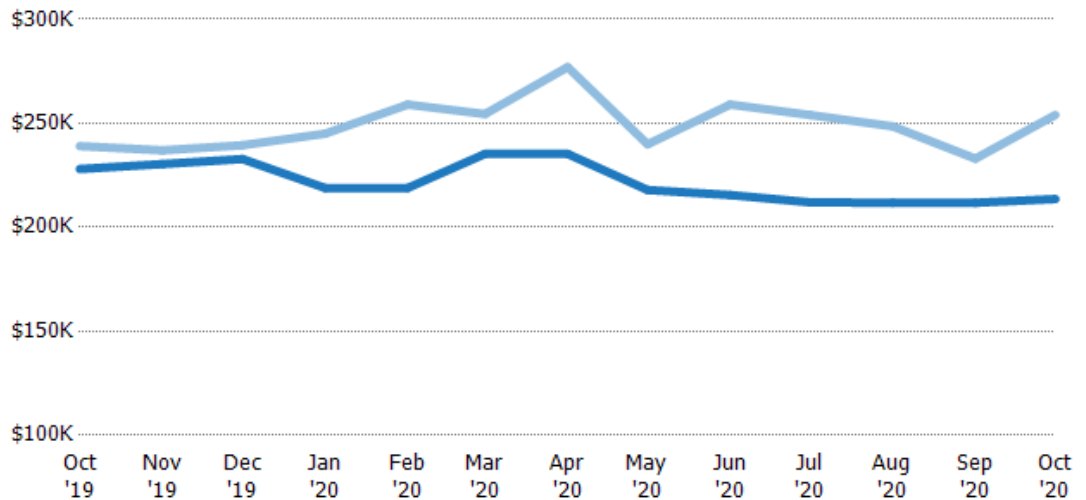


Median Listing Price vs Median Est Value

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



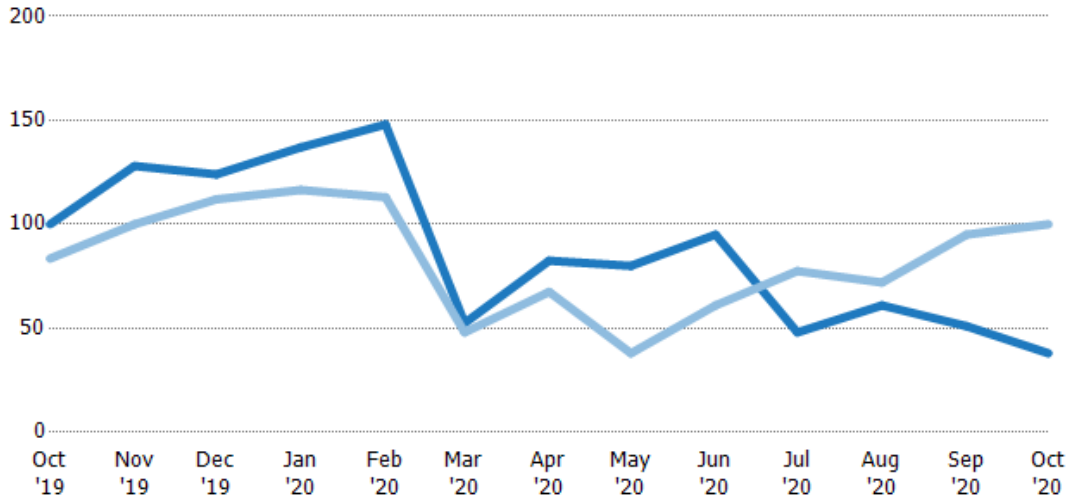
Median Days in RPR

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.
Oct '20	38	-62%
Oct '19	100	19.8%
Oct '18	83.5	54.5%



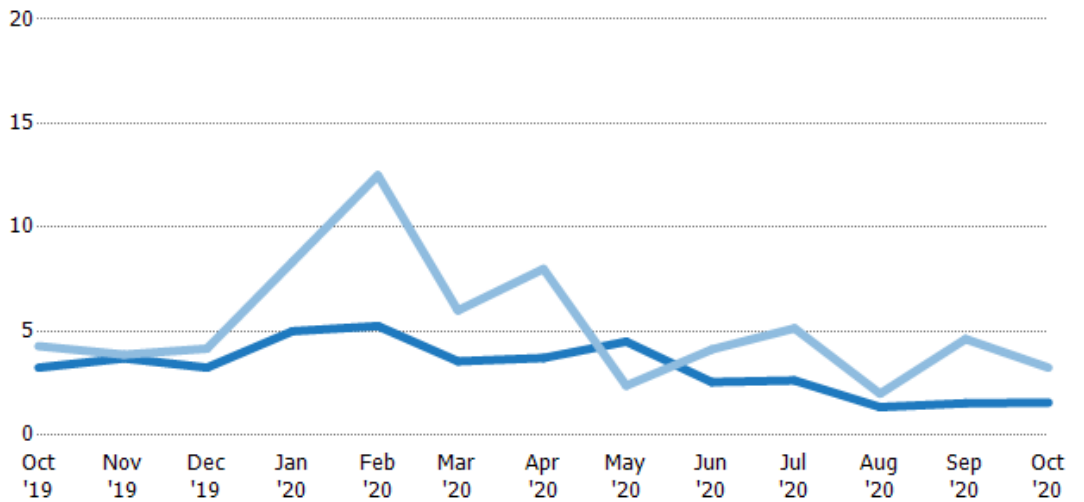
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	100	128	124	137	148	52.5	82.5	80	95	48	61	51	38
Prior Year	83.5	100	112	117	113	48	67.5	38	61	77.5	72	95	100
Percent Change from Prior Year	20%	28%	11%	18%	31%	9%	22%	111%	56%	-38%	-15%	-46%	-62%

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



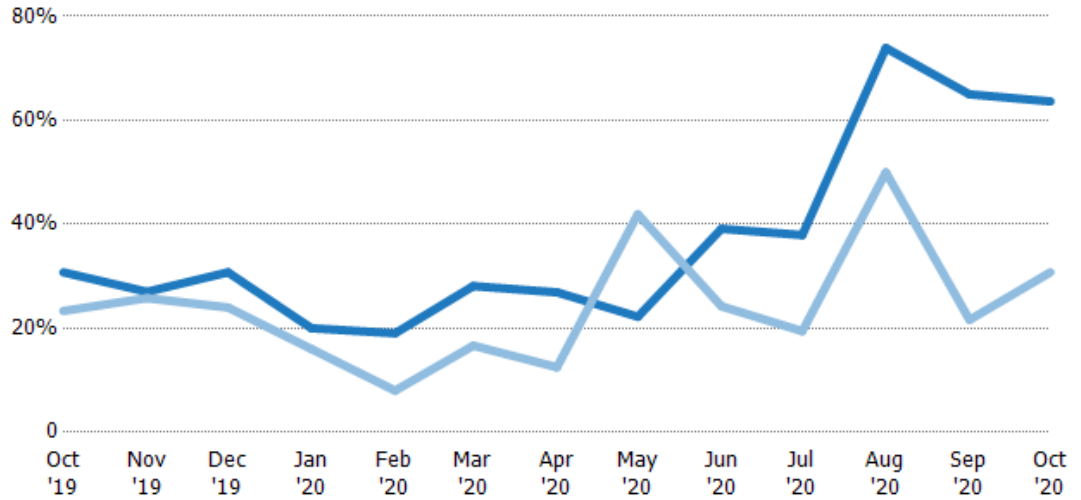
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	3.25	3.7	3.25	5	5.25	3.56	3.71	4.5	2.56	2.64	1.35	1.54	1.57
Prior Year	4.29	3.88	4.17	8.33	12.5	6	8	2.38	4.13	5.14	2	4.63	3.25
Percent Change from Prior Year	-24%	-5%	-22%	100%	-58%	-41%	-54%	89%	-38%	-49%	-32%	-67%	-52%

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



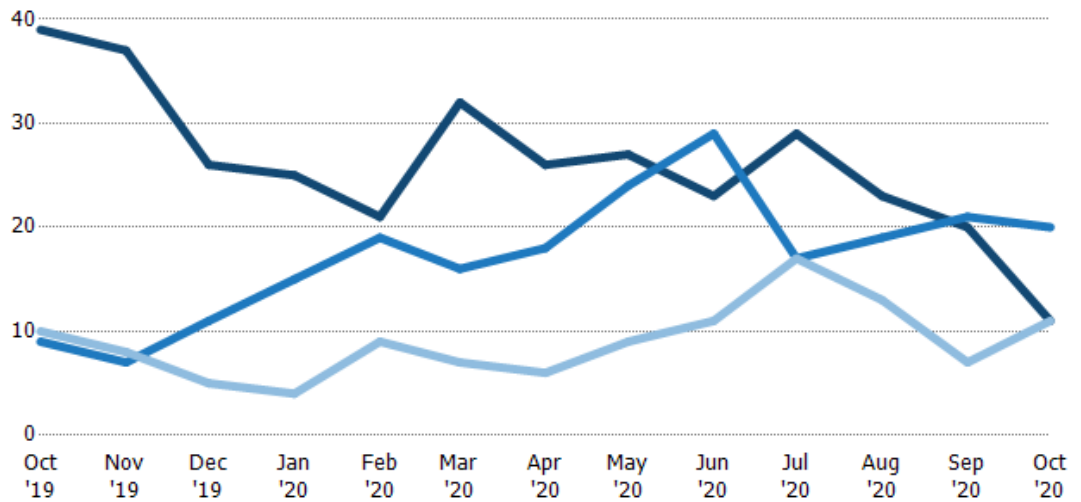
Current Year	31%	27%	31%	20%	19%	28%	27%	22%	39%	38%	74%	65%	64%
Prior Year	23%	26%	24%	16%	8%	17%	13%	42%	24%	19%	50%	22%	31%
Change from Prior Year	-7%	-1%	-7%	-20%	-11%	-11%	-14%	20%	-15%	-18%	-24%	-43%	-33%

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	39	37	26	25	21	32	26	27	23	29	23	20	11
Pending	9	7	11	15	19	16	18	24	29	17	19	21	20
Sold	10	8	5	4	9	7	6	9	11	17	13	7	11

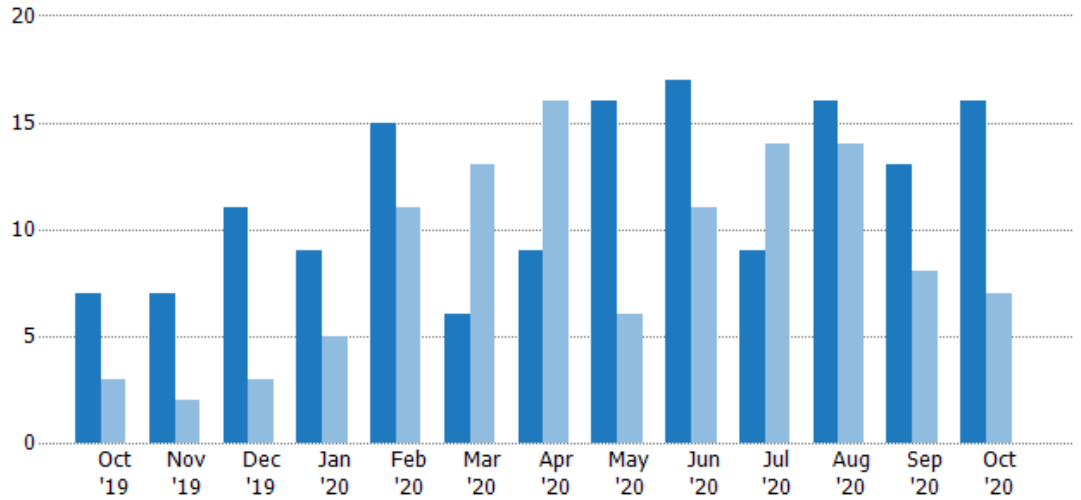
New Pending Sales

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.
Oct '20	16	128.6%
Oct '19	7	133.3%
Oct '18	3	100%



Current Year	7	7	11	9	15	6	9	16	17	9	16	13	16
Prior Year	3	2	3	5	11	13	16	6	11	14	14	8	7
Percent Change from Prior Year	133%	250%	267%	80%	36%	-54%	-44%	167%	55%	-36%	14%	63%	129%

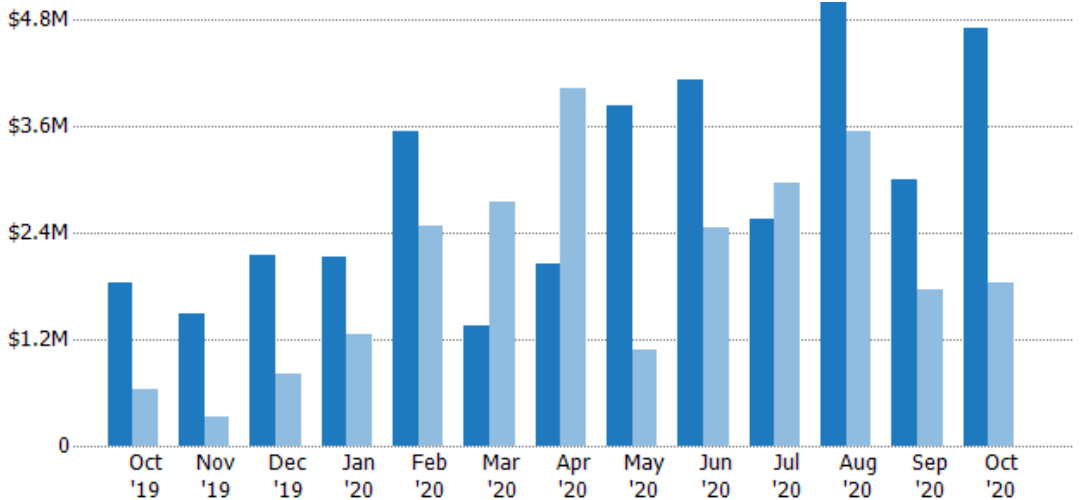
New Pending Sales Volume

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.
Oct '20	\$4.71M	157%
Oct '19	\$1.83M	190.2%
Oct '18	\$632K	73.8%



Current Year	\$1.83M	\$1.49M	\$2.15M	\$2.14M	\$3.55M	\$1.35M	\$2.06M	\$3.84M	\$4.12M	\$2.56M	\$5M	\$3M	\$4.71M
Prior Year	\$632K	\$319K	\$814K	\$1.26M	\$2.48M	\$2.76M	\$4.03M	\$1.09M	\$2.46M	\$2.97M	\$3.55M	\$1.77M	\$1.83M
Percent Change from Prior Year	190%	368%	164%	70%	43%	-51%	-49%	252%	67%	-14%	41%	69%	157%

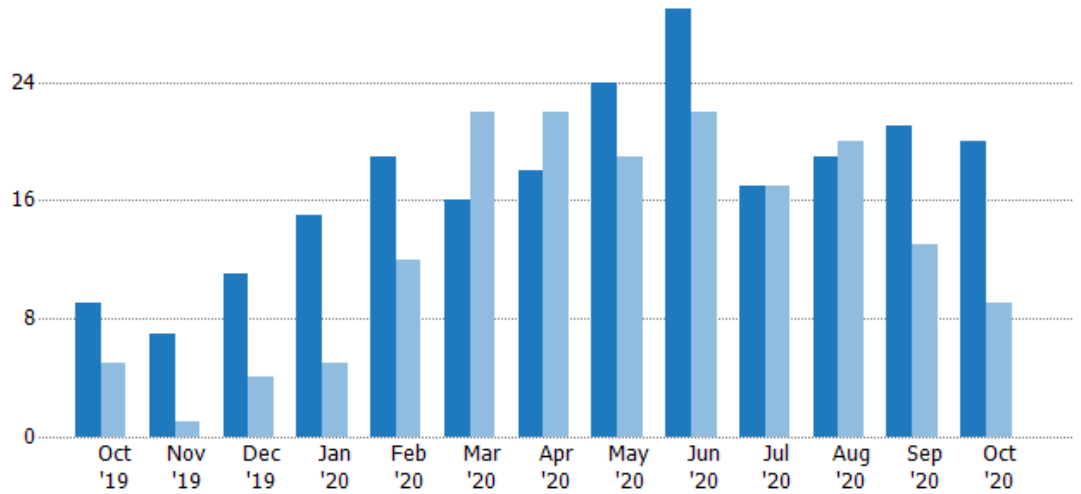
Pending Sales

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.
Oct '20	20	122.2%
Oct '19	9	80%
Oct '18	5	40%



Current Year	9	7	11	15	19	16	18	24	29	17	19	21	20
Prior Year	5	1	4	5	12	22	22	19	22	17	20	13	9
Percent Change from Prior Year	80%	600%	175%	200%	58%	-27%	-18%	26%	32%	0%	-5%	62%	122%

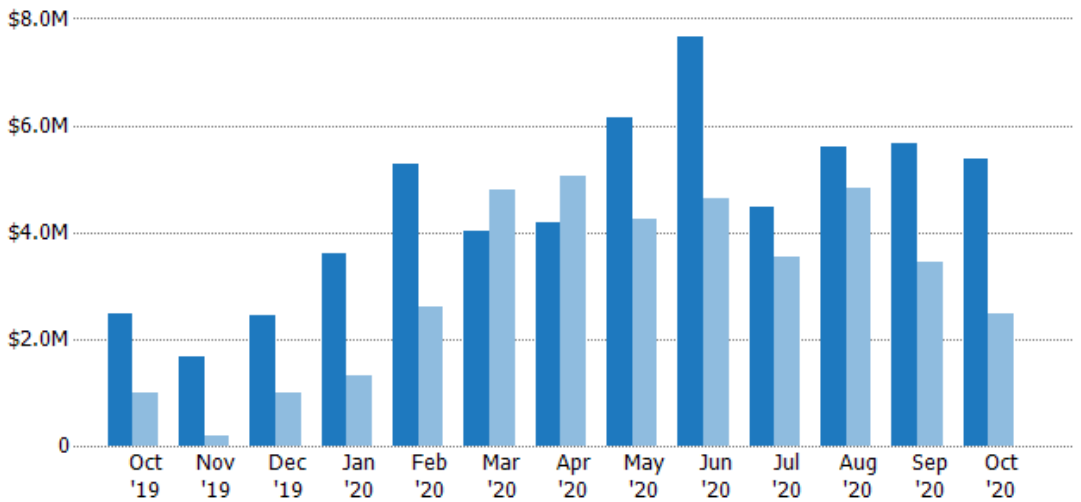
Pending Sales Volume

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.
Oct '20	\$5.37M	116.6%
Oct '19	\$2.48M	153.1%
Oct '18	\$980K	34.4%



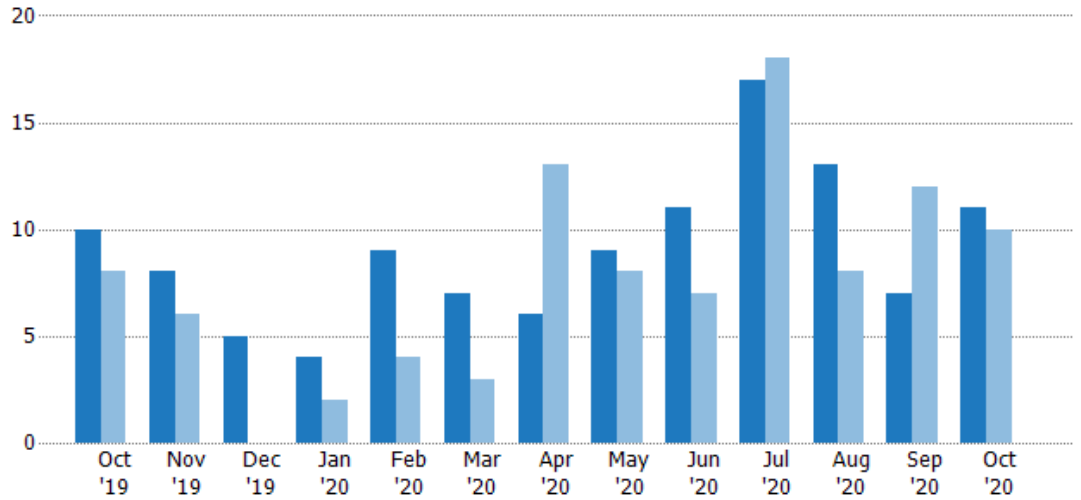
Current Year	\$2.48M	\$1.67M	\$2.45M	\$3.59M	\$5.28M	\$4.01M	\$4.18M	\$6.14M	\$7.67M	\$4.47M	\$5.61M	\$5.67M	\$5.37M
Prior Year	\$980K	\$180K	\$994K	\$1.31M	\$2.61M	\$4.8M	\$5.06M	\$4.24M	\$4.63M	\$3.54M	\$4.83M	\$3.45M	\$2.48M
Percent Change from Prior Year	153%	830%	146%	174%	102%	-16%	-17%	45%	65%	26%	16%	64%	117%

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



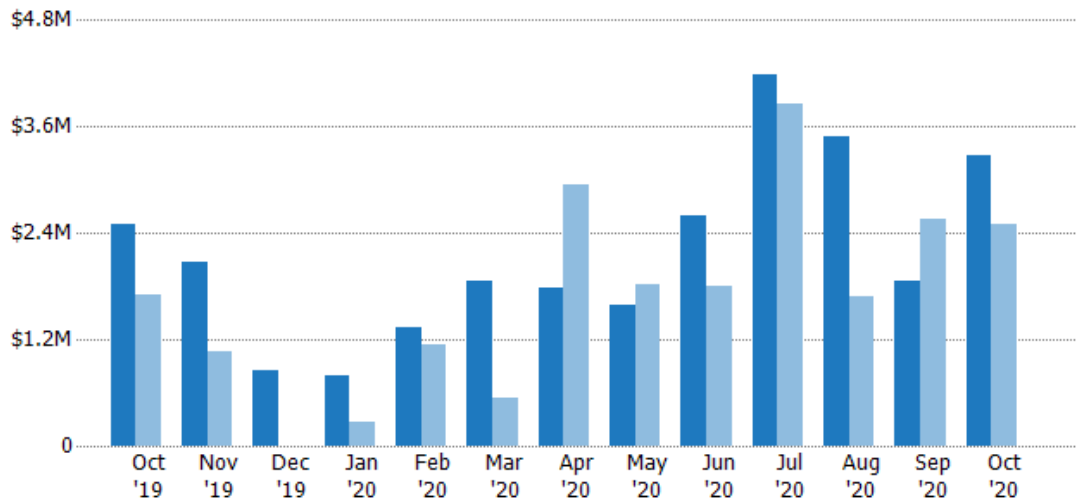
Current Year	10	8	5	4	9	7	6	9	11	17	13	7	11
Prior Year	8	6	-	2	4	3	13	8	7	18	8	12	10
Percent Change from Prior Year	25%	33%	100%	100%	125%	133%	-54%	13%	57%	-6%	63%	-42%	10%

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



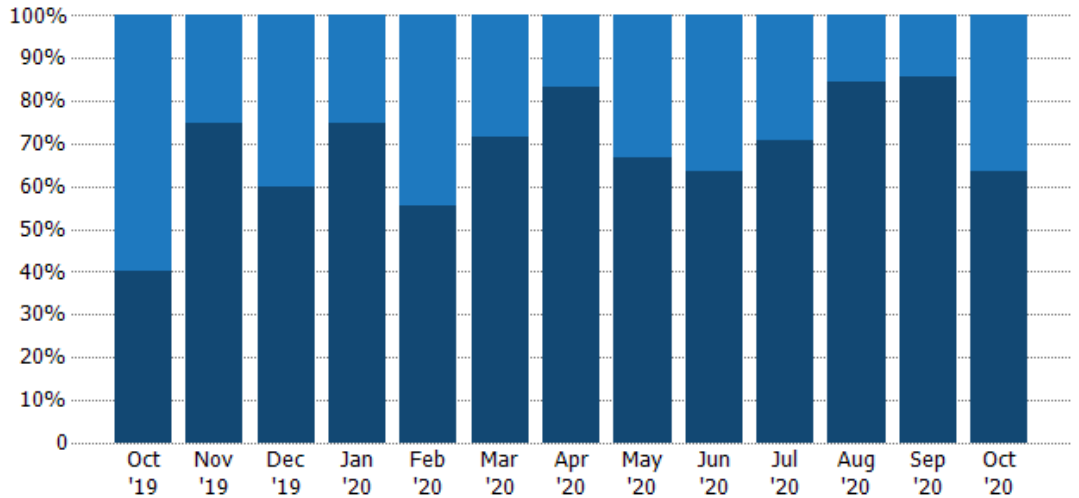
Current Year	\$2.5M	\$2.08M	\$852K	\$799K	\$1.33M	\$1.85M	\$1.79M	\$1.58M	\$2.59M	\$4.19M	\$3.49M	\$1.86M	\$3.28M
Prior Year	\$1.71M	\$1.06M	-	\$274K	\$1.14M	\$540K	\$2.94M	\$1.82M	\$1.81M	\$3.86M	\$1.68M	\$2.55M	\$2.5M
Percent Change from Prior Year	47%	96%	100%	191%	16%	242%	-39%	-13%	43%	9%	108%	-27%	31%

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



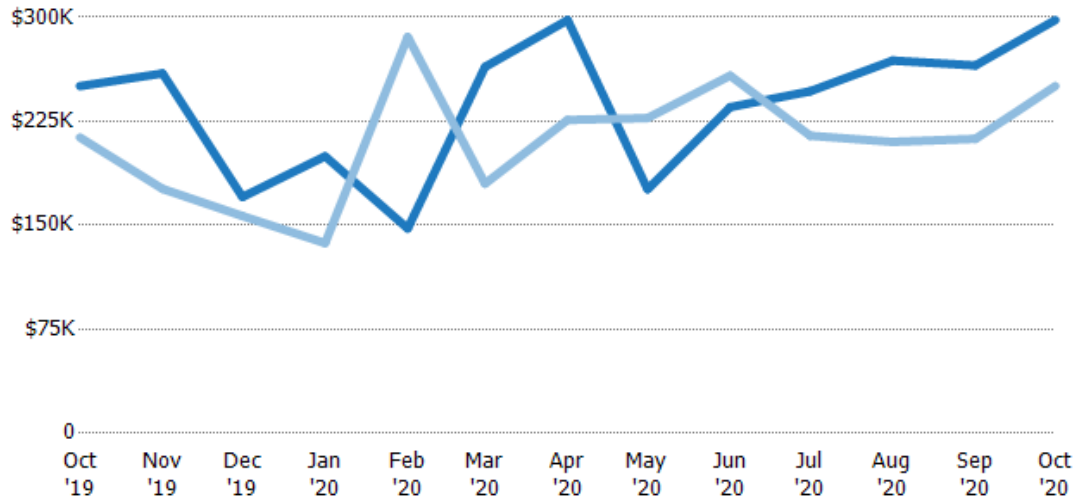
Condo/Townhouse	60%	25%	40%	25%	44%	29%	17%	33%	36%	29%	15%	14%	36%
Single Family Residence	40%	75%	60%	75%	56%	71%	83%	67%	64%	71%	85%	86%	64%

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



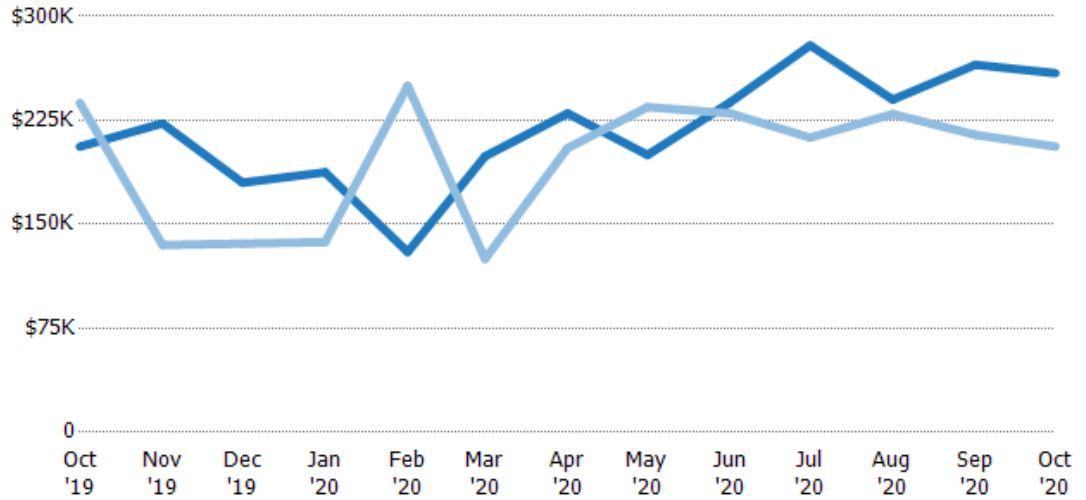
Current Year	\$250K	\$260K	\$170K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K	\$247K	\$269K	\$265K	\$298K
Prior Year	\$213K	\$176K	\$157K	\$137K	\$286K	\$180K	\$226K	\$227K	\$258K	\$215K	\$210K	\$212K	\$250K
Percent Change from Prior Year	17%	47%	100%	46%	-48%	47%	32%	-23%	-9%	15%	28%	25%	19%

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



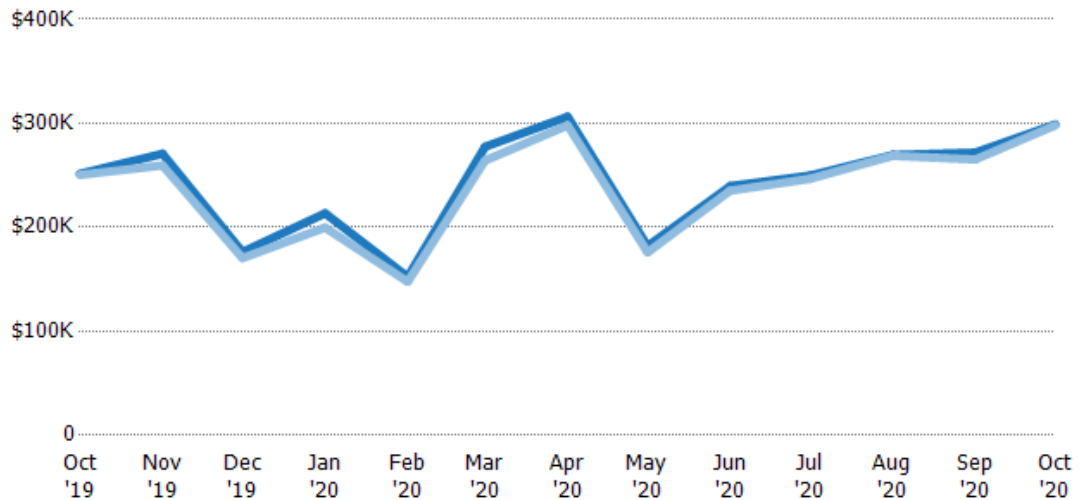
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$206K	\$223K	\$180K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K	\$279K	\$240K	\$265K	\$259K
Prior Year	\$238K	\$135K	\$136K	\$137K	\$250K	\$125K	\$205K	\$235K	\$230K	\$213K	\$230K	\$215K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

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



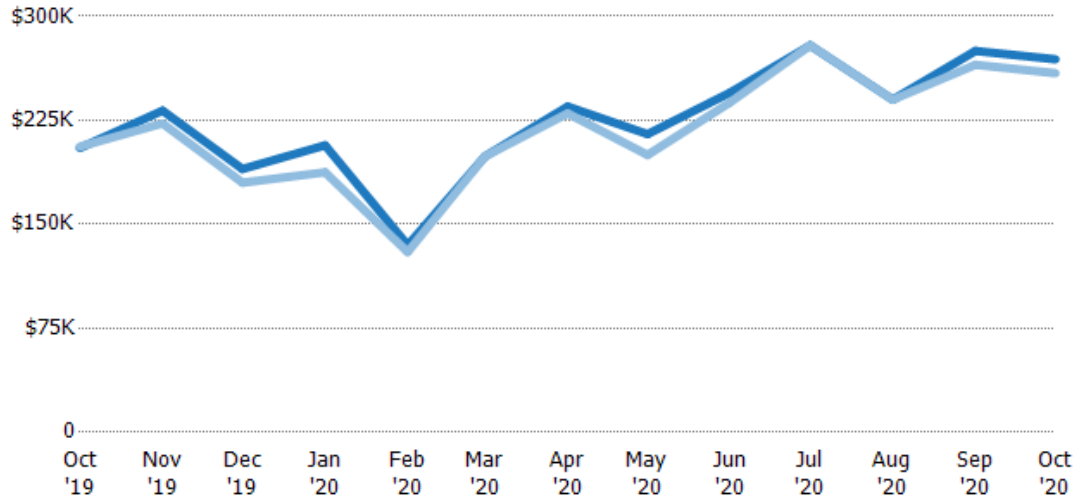
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg List Price	\$251K	\$271K	\$176K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K	\$250K	\$269K	\$272K	\$299K
Avg Sales Price	\$250K	\$260K	\$170K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K	\$247K	\$269K	\$265K	\$298K
Avg Sales Price as a % of Avg List Price	100%	96%	97%	94%	97%	95%	97%	97%	98%	99%	100%	98%	100%

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



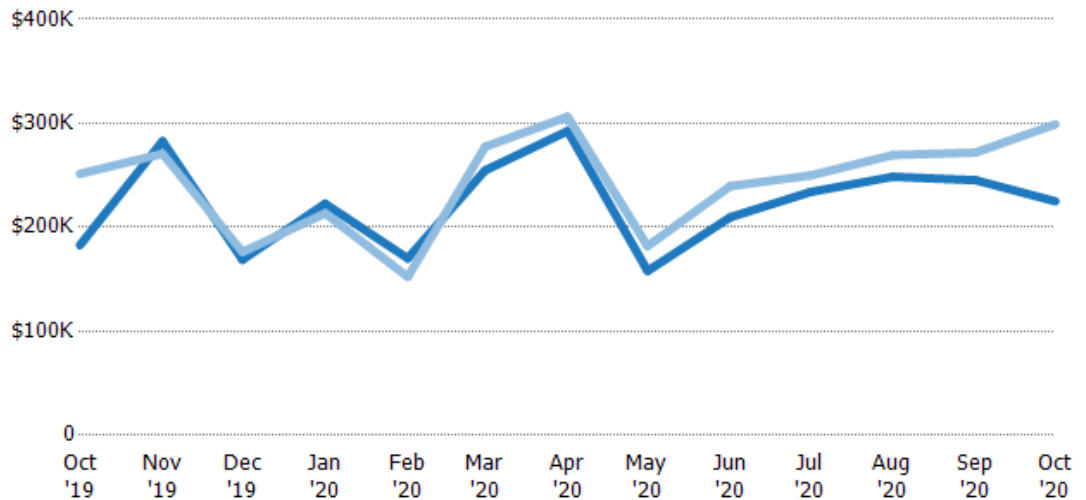
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$205K	\$232K	\$190K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K	\$279K	\$240K	\$275K	\$269K
Median Sales Price	\$206K	\$223K	\$180K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K	\$279K	\$240K	\$265K	\$259K
Med Sales Price as a % of Med List Price	100%	96%	95%	91%	96%	100%	98%	93%	97%	100%	100%	96%	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



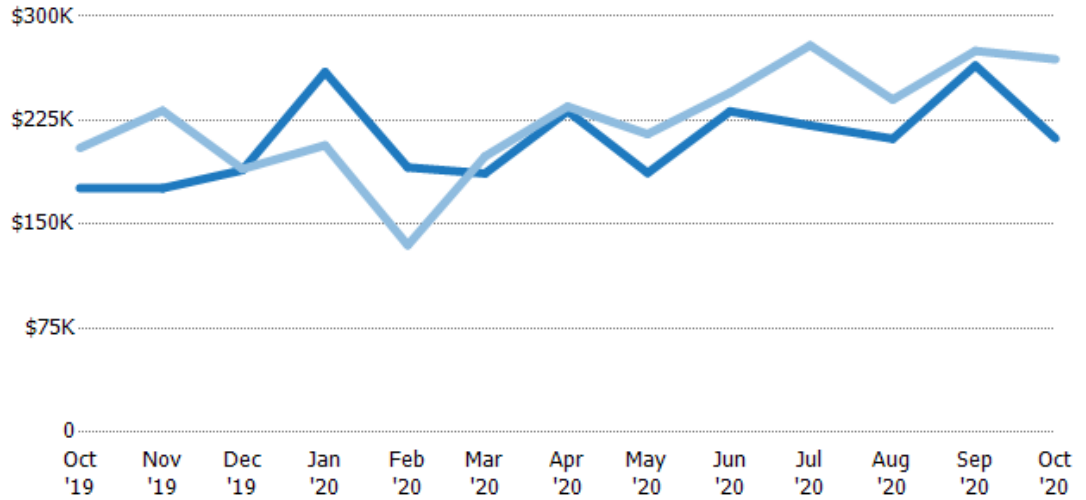
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$183K	\$283K	\$169K	\$223K	\$170K	\$255K	\$293K	\$158K	\$210K	\$234K	\$249K	\$245K	\$225K
Avg Sales Price	\$251K	\$271K	\$176K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K	\$250K	\$269K	\$272K	\$299K
Avg Sales Price as a % of Avg Est Value	138%	96%	104%	96%	90%	109%	105%	115%	114%	107%	108%	111%	133%

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



	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	\$176K	\$176K	\$189K	\$260K	\$191K	\$187K	\$232K	\$187K	\$231K	\$221K	\$212K	\$264K	\$212K
Median Sales Price	\$205K	\$232K	\$190K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K	\$279K	\$240K	\$275K	\$269K
Med Sales Price as a % of Med Est Value	116%	132%	100%	80%	71%	107%	101%	115%	106%	126%	113%	104%	127%