

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	4	+25%	116	127	-8.7%
New Listing Volume	\$1,064,500	\$994,000	+7.1%	\$31,154,000	\$30,572,488	+1.9%
Active Listing Count	7	26	-73.1%	N/A	N/A	
Active Listing Volume	\$2,150,900	\$8,304,800	-74.1%	N/A	N/A	
Average Listing Price	\$307,271	\$319,415	-3.8%	\$313,692	\$297,079	+5.6%
Median Listing Price	\$265,000	\$239,450	+10.7%	\$256,823	\$250,811	+2.4%
Median Days in RPR	65	124	-47.6%	74.86	84.09	-11%
Months of Inventory	0.9	3.3	-73.1%	2.6	3.9	-32.9%
Absorption Rate	114.29%	30.77%	+83.5%	37.74%	25.33%	+12.4%
Sales Activity Charts Metrics						
New Pending Sales Count	6	11	-45.5%	137	122	+12.3%
New Pending Sales Volume	\$1,699,300	\$2,150,600	-21%	\$35,195,900	\$27,664,388	+27.2%
Pending Sales Count	10	11	-9.1%	N/A	N/A	
Pending Sales Volume	\$2,446,200	\$2,448,500	-0.1%	N/A	N/A	
Closed Sales Count	12	5	+140%	114	97	+17.5%
Closed Sales Volume	\$3,359,800	\$852,000	+294.3%	\$28,267,750	\$21,852,338	+29.4%
Average Sales Price	\$279,983	\$170,400	+64.3%	\$247,963	\$225,282	+10.1%
Median Sales Price	\$192,000	\$180,000	+6.7%	\$223,968	\$212,763	+5.3%

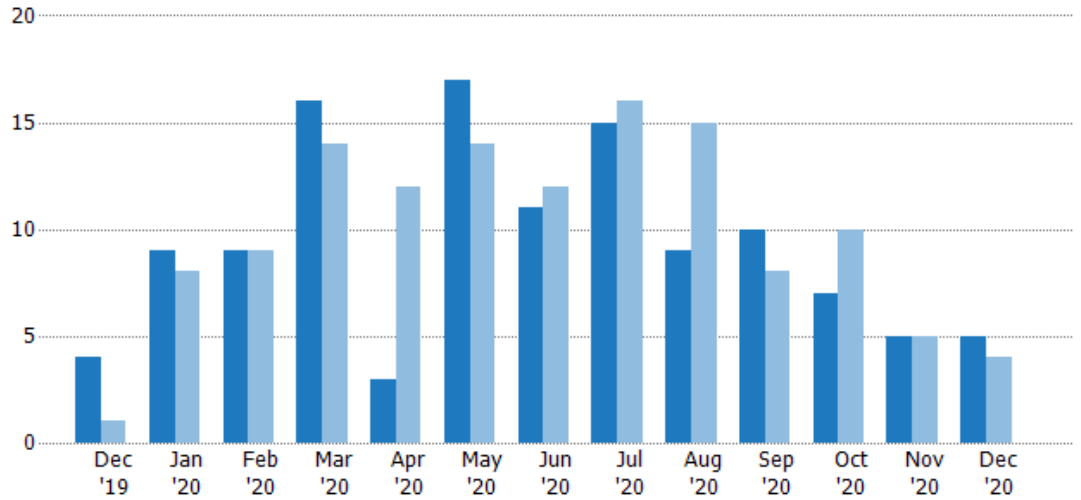
New Listings

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.
Dec '20	5	25%
Dec '19	4	300%
Dec '18	1	200%



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

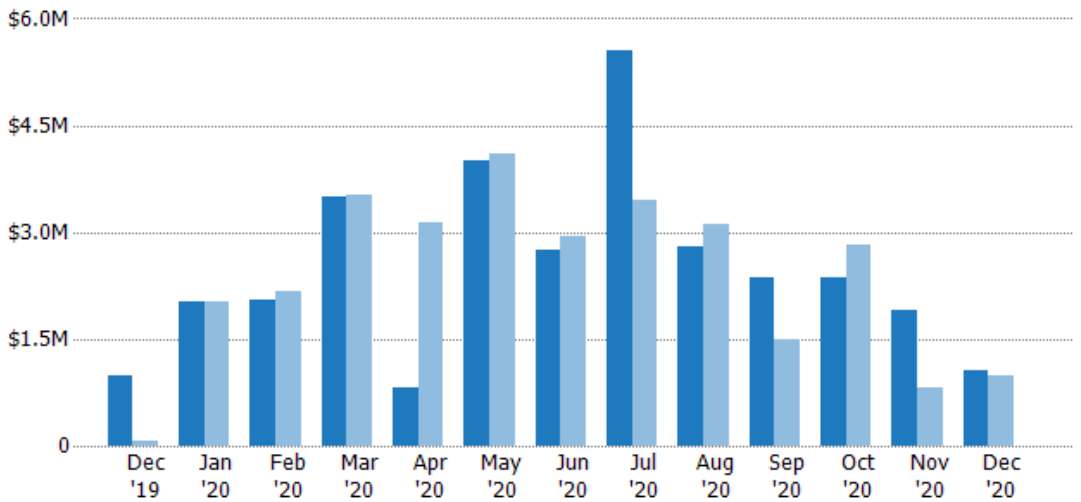
New Listing Volume

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.
Dec '20	\$1.06M	7.1%
Dec '19	\$994K	1,659.3%
Dec '18	\$56.5K	763.5%



Current Year	\$994K	\$2.03M	\$2.05M	\$3.49M	\$814K	\$4M	\$2.74M	\$5.56M	\$2.79M	\$2.37M	\$2.35M	\$1.9M	\$1.06M
Prior Year	\$56.5K	\$2.03M	\$2.17M	\$3.51M	\$3.14M	\$4.09M	\$2.93M	\$3.44M	\$3.11M	\$1.5M	\$2.83M	\$824K	\$994K
Percent Change from Prior Year	1,659%	0	-5%	-1%	-74%	-2%	-6%	62%	-10%	57%	-17%	130%	7%

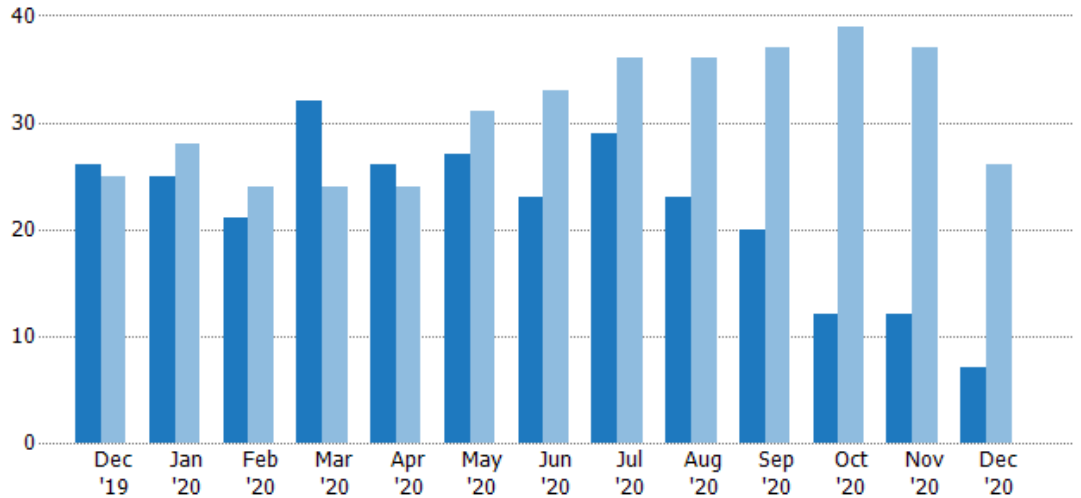
Active Listings

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.
Dec '20	7	-73.1%
Dec '19	26	4%
Dec '18	25	4%



Current Year	26	25	21	32	26	27	23	29	23	20	12	12	7
Prior Year	25	28	24	24	24	31	33	36	36	37	39	37	26
Percent Change from Prior Year	4%	-11%	-13%	33%	8%	-13%	-30%	-19%	-36%	-46%	-69%	-68%	-73%

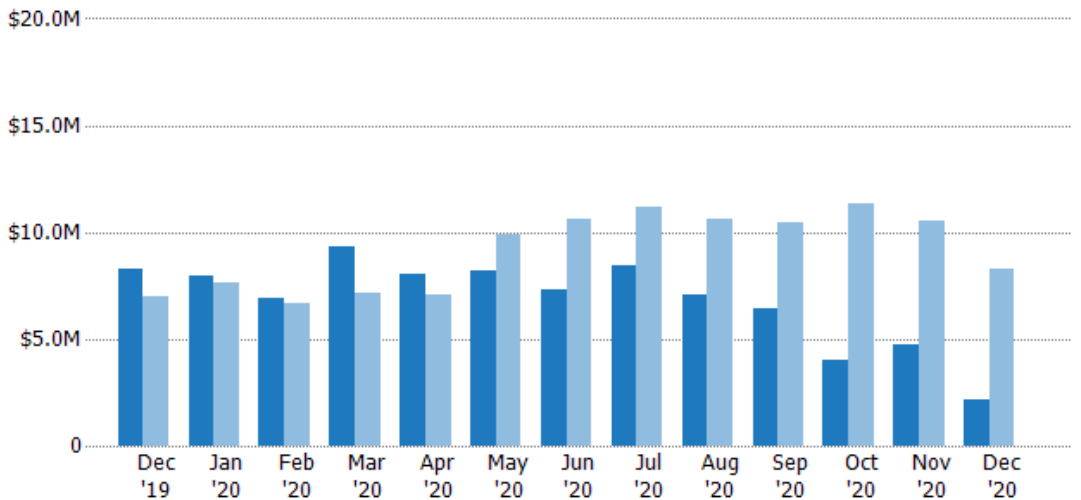
Active Listing Volume

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.
Dec '20	\$2.15M	-74.1%
Dec '19	\$8.3M	18.3%
Dec '18	\$7.02M	-20.7%



Current Year	\$8.3M	\$7.94M	\$6.94M	\$9.36M	\$8.04M	\$8.17M	\$7.35M	\$8.47M	\$7.04M	\$6.42M	\$4.01M	\$4.73M	\$2.15M
Prior Year	\$7.02M	\$7.64M	\$6.68M	\$7.11M	\$7.11M	\$9.92M	\$10.6M	\$11.1M	\$10.6M	\$10.5M	\$11.3M	\$10.5M	\$8.3M
Percent Change from Prior Year	18%	4%	4%	32%	13%	-18%	-31%	-24%	-33%	-39%	-65%	-55%	-74%

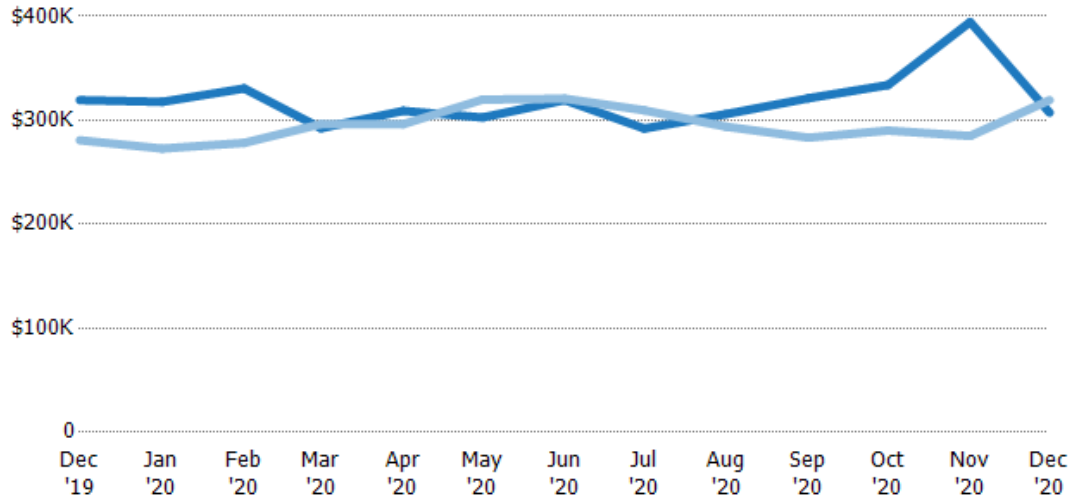
Average Listing Price

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.
Dec '20	\$307K	-3.8%
Dec '19	\$319K	13.8%
Dec '18	\$281K	-23.7%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$319K	\$318K	\$331K	\$292K	\$309K	\$303K	\$319K	\$292K	\$306K	\$321K	\$334K	\$394K	\$307K
Prior Year	\$281K	\$273K	\$278K	\$296K	\$296K	\$320K	\$321K	\$310K	\$294K	\$283K	\$290K	\$285K	\$319K
Percent Change from Prior Year	14%	16%	19%	-1%	4%	-5%	0%	-6%	4%	13%	15%	38%	-4%

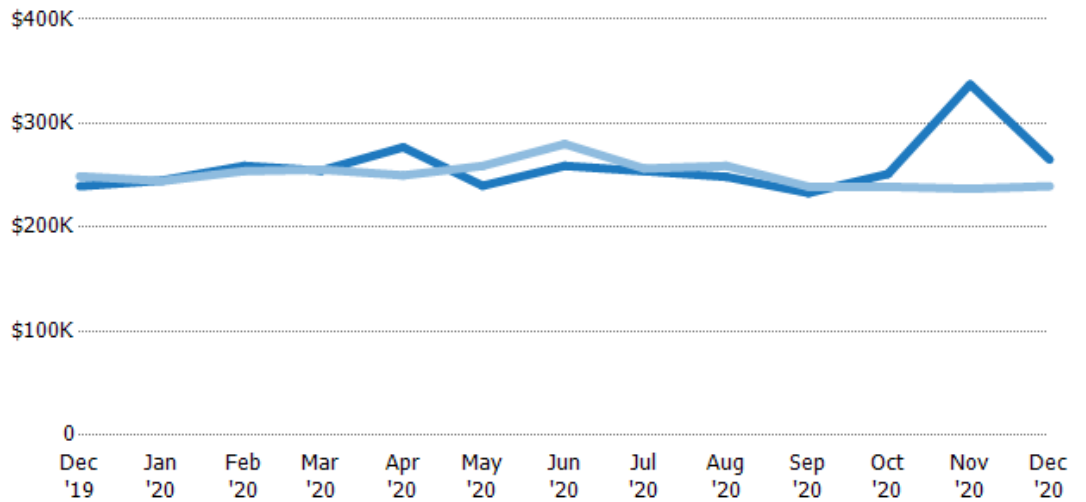
Median Listing Price

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.
Dec '20	\$265K	10.7%
Dec '19	\$239K	-3.8%
Dec '18	\$249K	-20.9%



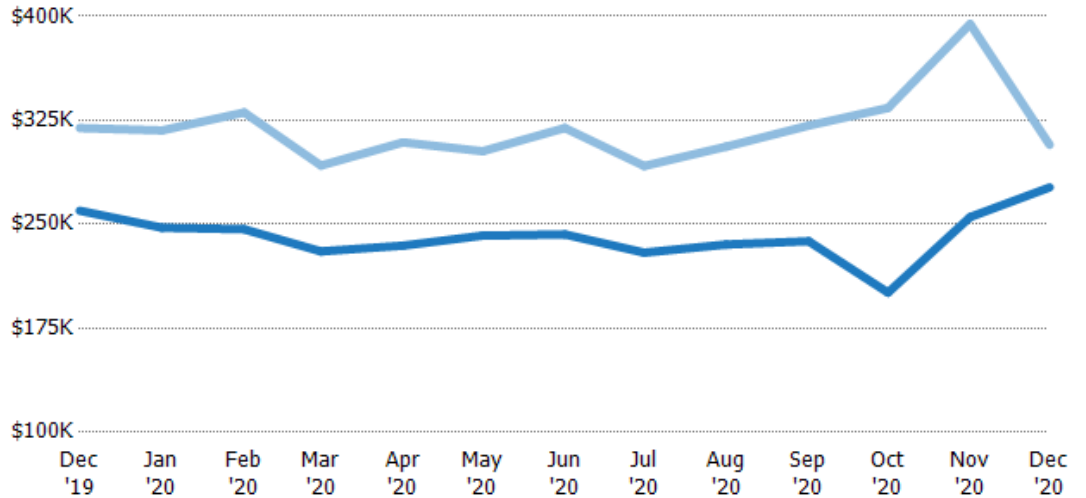
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$239K	\$245K	\$259K	\$254K	\$277K	\$240K	\$259K	\$254K	\$249K	\$233K	\$251K	\$337K	\$265K
Prior Year	\$249K	\$244K	\$254K	\$256K	\$250K	\$259K	\$280K	\$256K	\$259K	\$239K	\$239K	\$237K	\$239K
Percent Change from Prior Year	-4%	0%	2%	0%	11%	-7%	-8%	-1%	-4%	-3%	5%	42%	11%

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



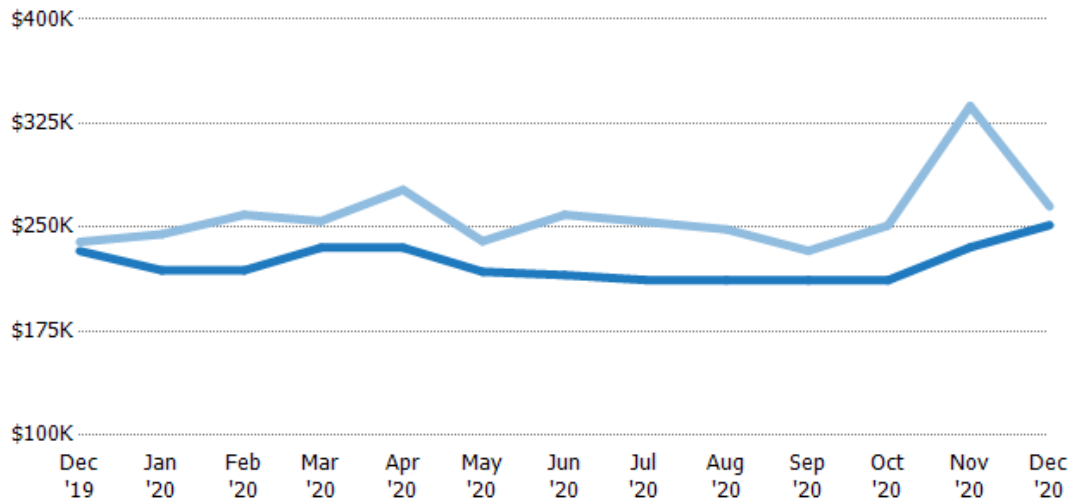
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$260K	\$248K	\$246K	\$230K	\$235K	\$242K	\$243K	\$230K	\$235K	\$238K	\$201K	\$255K	\$277K
Avg Listing Price	\$319K	\$318K	\$331K	\$292K	\$309K	\$303K	\$319K	\$292K	\$306K	\$321K	\$334K	\$394K	\$307K
Avg Listing Price as a % of Avg Est Value	123%	128%	134%	127%	132%	125%	132%	127%	130%	135%	166%	155%	111%

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



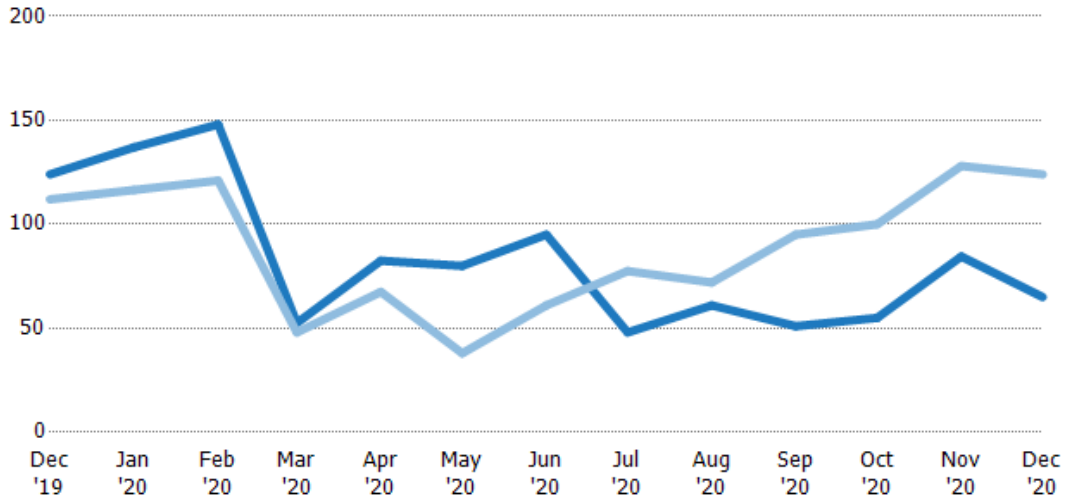
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$233K	\$219K	\$219K	\$235K	\$235K	\$218K	\$216K	\$212K	\$212K	\$212K	\$212K	\$236K	\$252K
Median Listing Price	\$239K	\$245K	\$259K	\$254K	\$277K	\$240K	\$259K	\$254K	\$249K	\$233K	\$251K	\$337K	\$265K
Med Listing Price as a % of Med Est Value	103%	112%	118%	108%	118%	110%	120%	120%	117%	110%	119%	143%	105%

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.
Dec '20	65	-47.6%
Dec '19	124	10.7%
Dec '18	112	41.1%

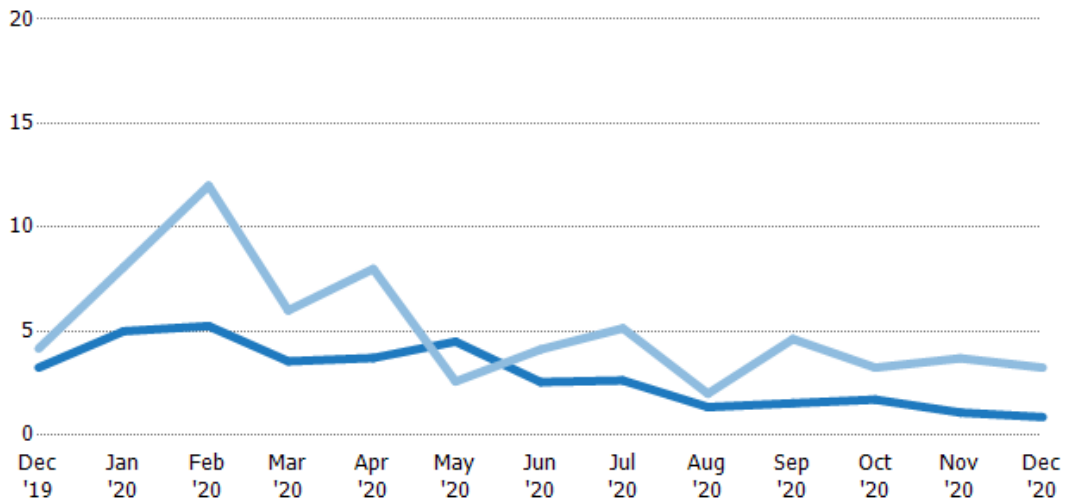
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	124	137	148	52.5	82.5	80	95	48	61	51	55	84.5	65
Prior Year	112	117	121	48	67.5	38	61	77.5	72	95	100	128	124
Percent Change from Prior Year	11%	18%	22%	9%	22%	111%	56%	-38%	-15%	-46%	-45%	-34%	-48%

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



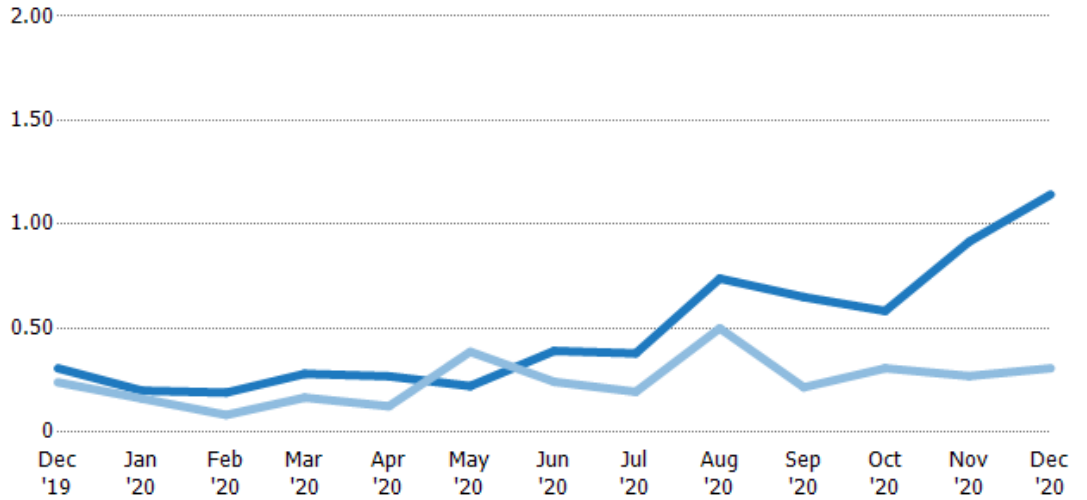
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	3.25	5	5.25	3.56	3.71	4.5	2.56	2.64	1.35	1.54	1.71	1.09	0.88
Prior Year	4.17	8.08	12	6	8	2.58	4.13	5.14	2	4.63	3.25	3.7	3.25
Percent Change from Prior Year	-22%	100%	-56%	-41%	-54%	74%	-38%	-49%	-32%	-67%	-47%	-71%	-73%

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



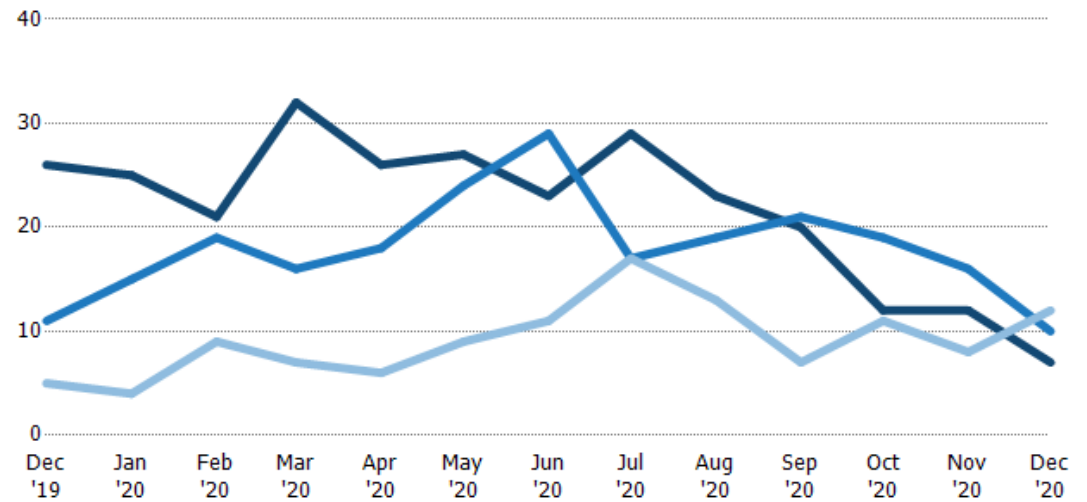
Current Year	31%	20%	19%	28%	27%	22%	39%	38%	74%	65%	58%	92%	114%
Prior Year	24%	16%	8%	17%	13%	39%	24%	19%	50%	22%	31%	27%	31%
Change from Prior Year	-7%	-20%	-11%	-11%	-14%	16%	-15%	-18%	-24%	-43%	-28%	-65%	-84%

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	26	25	21	32	26	27	23	29	23	20	12	12	7
Pending	11	15	19	16	18	24	29	17	19	21	19	16	10
Sold	5	4	9	7	6	9	11	17	13	7	11	8	12

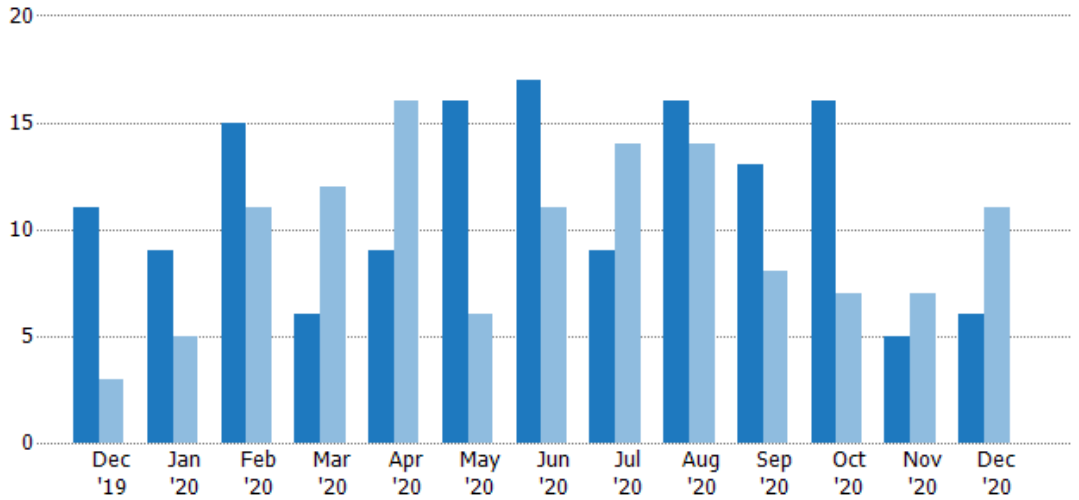
New Pending Sales

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.
Dec '20	6	-45.5%
Dec '19	11	266.7%
Dec '18	3	-66.7%



Current Year	11	9	15	6	9	16	17	9	16	13	16	5	6
Prior Year	3	5	11	12	16	6	11	14	14	8	7	7	11
Percent Change from Prior Year	267%	80%	36%	-50%	-44%	167%	55%	-36%	14%	63%	129%	-29%	-45%

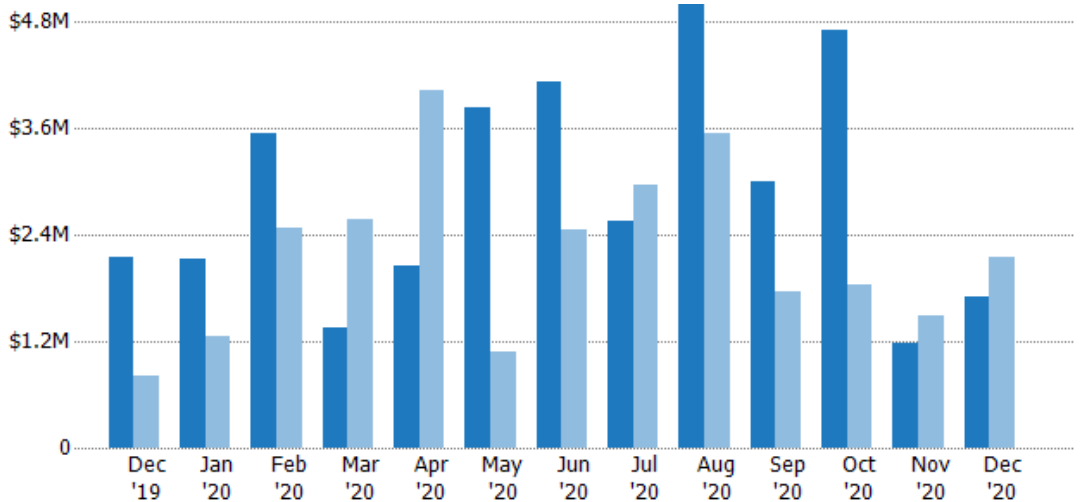
New Pending Sales Volume

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.
Dec '20	\$1.7M	-21%
Dec '19	\$2.15M	164.2%
Dec '18	\$814K	-63.2%



Current Year	\$2.15M	\$2.14M	\$3.55M	\$1.35M	\$2.06M	\$3.84M	\$4.12M	\$2.56M	\$5M	\$3M	\$4.71M	\$1.17M	\$1.7M
Prior Year	\$814K	\$1.26M	\$2.48M	\$2.57M	\$4.03M	\$1.09M	\$2.46M	\$2.97M	\$3.55M	\$1.77M	\$1.83M	\$1.49M	\$2.15M
Percent Change from Prior Year	164%	70%	43%	-47%	-49%	252%	67%	-14%	41%	69%	157%	-22%	-21%

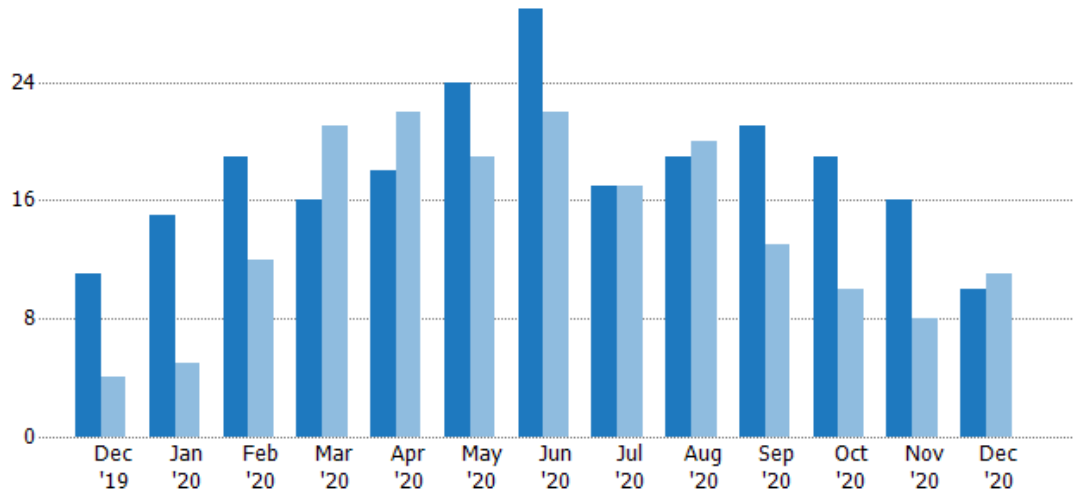
Pending Sales

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.
Dec '20	10	-9.1%
Dec '19	11	175%
Dec '18	4	-50%



Current Year	11	15	19	16	18	24	29	17	19	21	19	16	10
Prior Year	4	5	12	21	22	19	22	17	20	13	10	8	11
Percent Change from Prior Year	175%	200%	58%	-24%	-18%	26%	32%	0%	-5%	62%	90%	100%	-9%

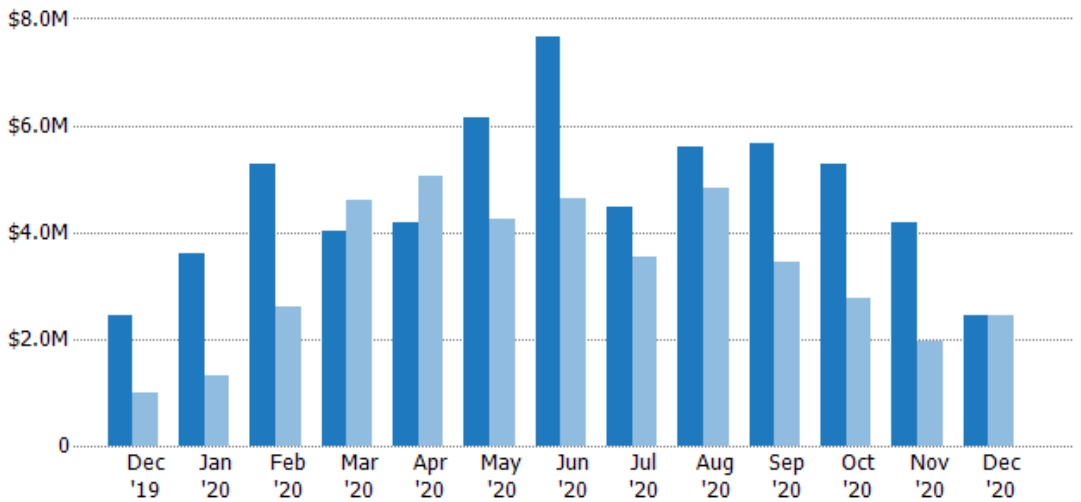
Pending Sales Volume

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.
Dec '20	\$2.45M	-0.1%
Dec '19	\$2.45M	146.4%
Dec '18	\$994K	-55%



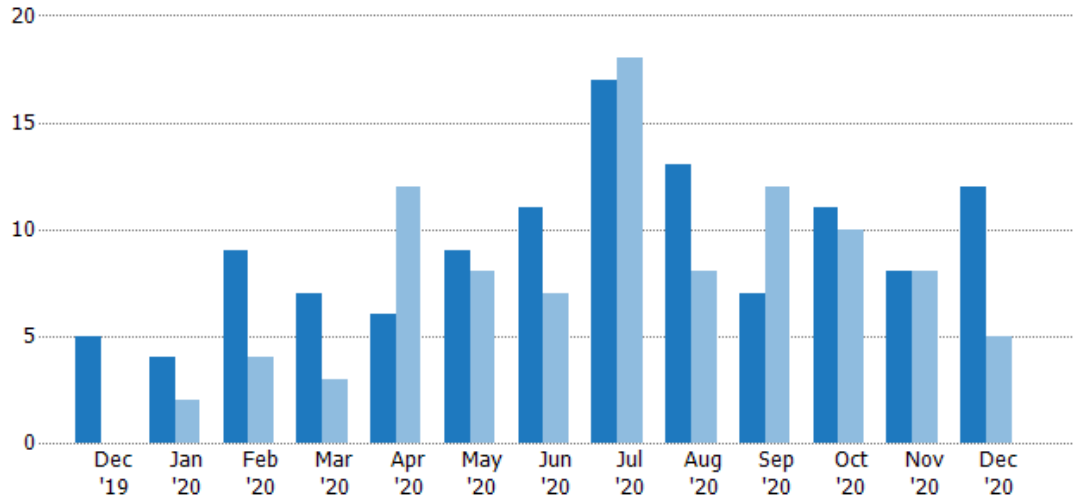
Current Year	\$2.45M	\$3.59M	\$5.28M	\$4.01M	\$4.18M	\$6.14M	\$7.67M	\$4.47M	\$5.61M	\$5.67M	\$5.26M	\$4.19M	\$2.45M
Prior Year	\$994K	\$1.31M	\$2.61M	\$4.61M	\$5.06M	\$4.24M	\$4.63M	\$3.54M	\$4.83M	\$3.45M	\$2.77M	\$1.96M	\$2.45M
Percent Change from Prior Year	146%	174%	102%	-13%	-17%	45%	65%	26%	16%	64%	90%	114%	0%

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



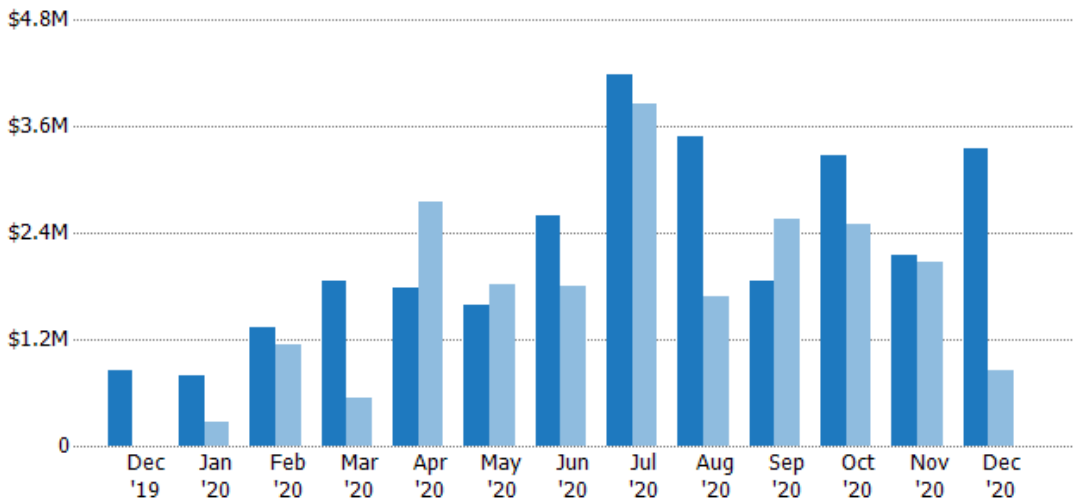
Current Year	5	4	9	7	6	9	11	17	13	7	11	8	12
Prior Year	-	2	4	3	12	8	7	18	8	12	10	8	5
Percent Change from Prior Year	100%	100%	125%	133%	-50%	13%	57%	-6%	63%	-42%	10%	0%	140%

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



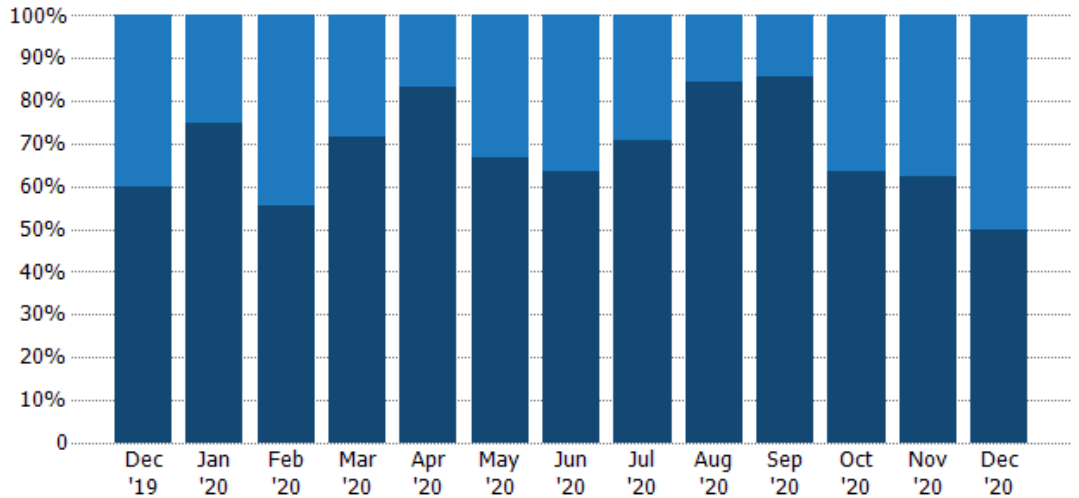
Current Year	\$852K	\$799K	\$1.33M	\$1.85M	\$1.79M	\$1.58M	\$2.59M	\$4.19M	\$3.49M	\$1.86M	\$3.28M	\$2.15M	\$3.36M
Prior Year	-	\$274K	\$1.14M	\$540K	\$2.75M	\$1.82M	\$1.81M	\$3.86M	\$1.68M	\$2.55M	\$2.5M	\$2.08M	\$852K
Percent Change from Prior Year	100%	191%	16%	242%	-35%	-13%	43%	9%	108%	-27%	31%	4%	294%

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



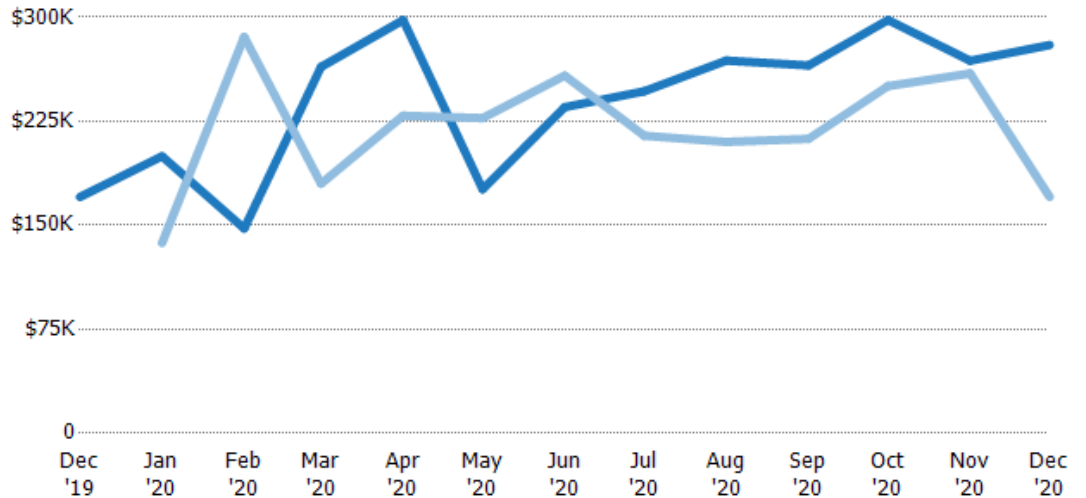
Condo/Townhouse	40%	25%	44%	29%	17%	33%	36%	29%	15%	14%	36%	38%	50%
Single Family Residence	60%	75%	56%	71%	83%	67%	64%	71%	85%	86%	64%	63%	50%

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



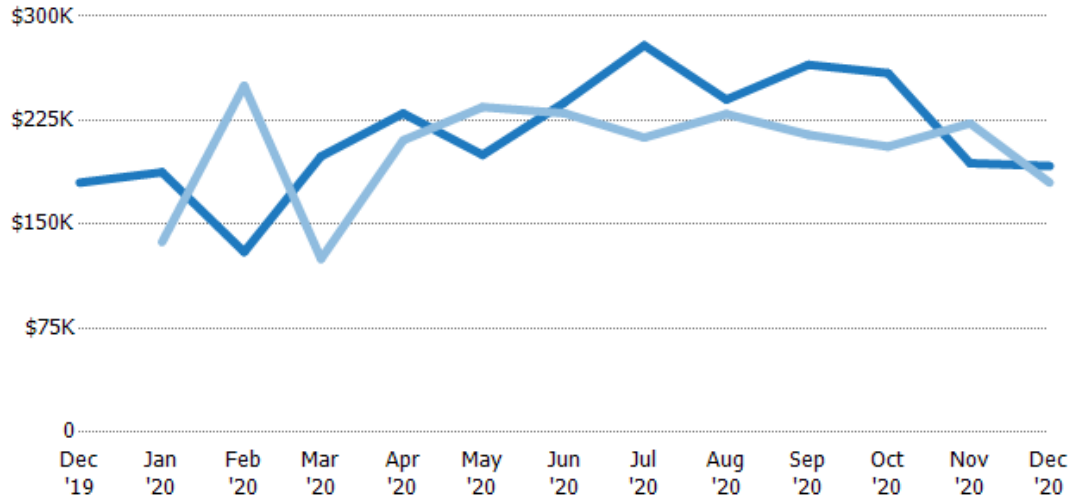
Current Year	\$170K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K	\$247K	\$269K	\$265K	\$298K	\$269K	\$280K
Prior Year	-	\$137K	\$286K	\$180K	\$229K	\$227K	\$258K	\$215K	\$210K	\$212K	\$250K	\$260K	\$170K
Percent Change from Prior Year	100%	46%	-48%	47%	30%	-23%	-9%	15%	28%	25%	19%	4%	64%

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



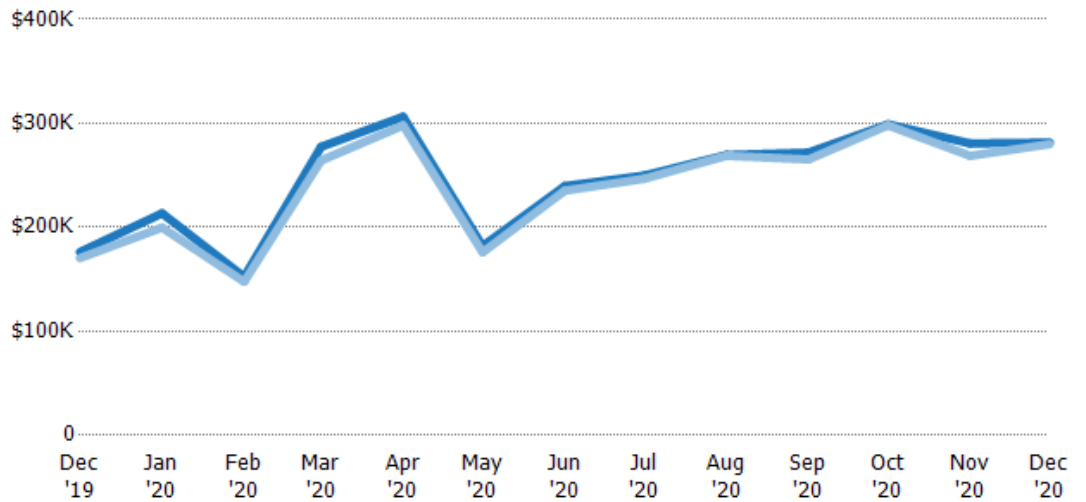
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$180K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K	\$279K	\$240K	\$265K	\$259K	\$194K	\$192K
Prior Year	-	\$137K	\$250K	\$125K	\$211K	\$235K	\$230K	\$213K	\$230K	\$215K	\$206K	\$223K	\$180K
Percent Change from Prior Year	100%	37%	-48%	59%	9%	-15%	3%	31%	5%	24%	26%	-13%	7%

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



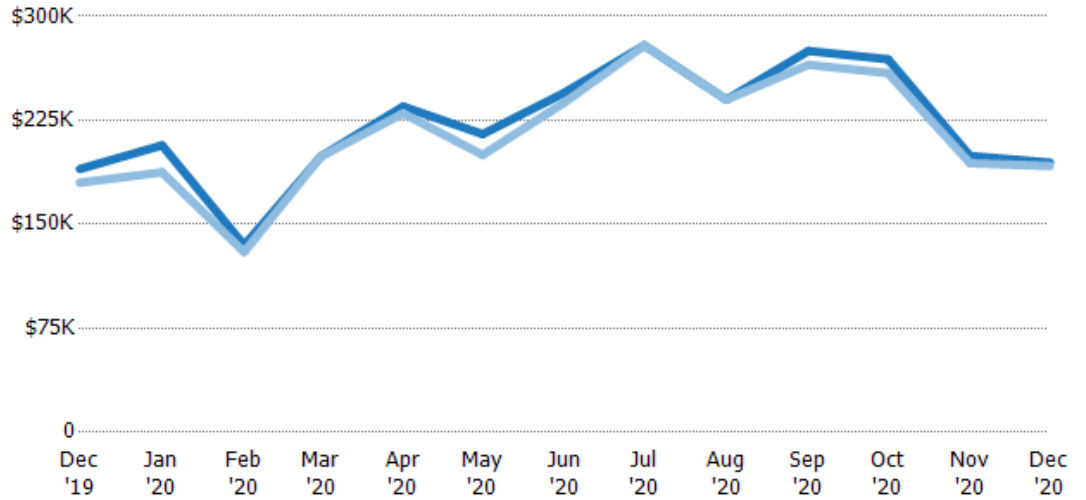
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg List Price	\$176K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K	\$250K	\$269K	\$272K	\$299K	\$281K	\$281K
Avg Sales Price	\$170K	\$200K	\$148K	\$264K	\$298K	\$176K	\$235K	\$247K	\$269K	\$265K	\$298K	\$269K	\$280K
Avg Sales Price as a % of Avg List Price	97%	94%	97%	95%	97%	97%	98%	99%	100%	98%	100%	96%	99%

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



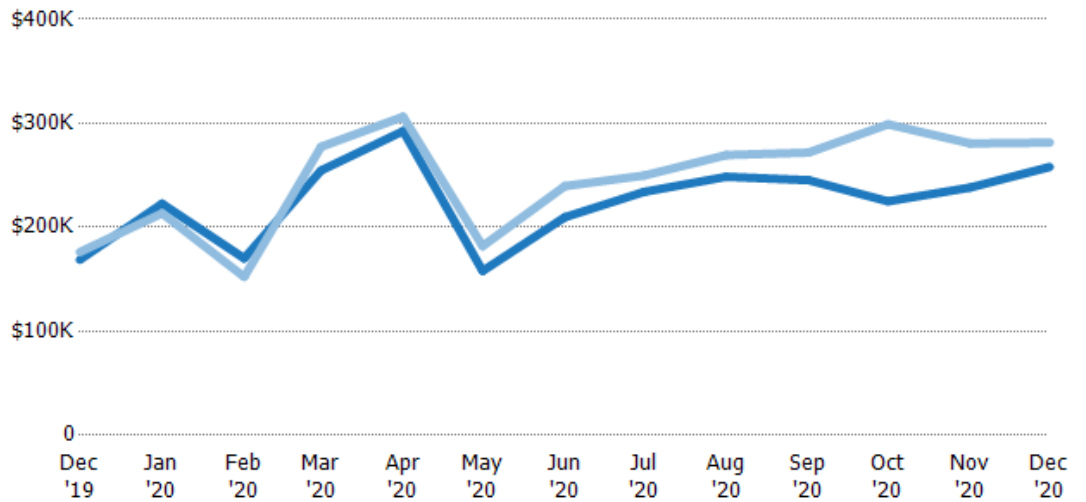
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$190K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K	\$279K	\$240K	\$275K	\$269K	\$199K	\$195K
Median Sales Price	\$180K	\$188K	\$130K	\$199K	\$230K	\$200K	\$238K	\$279K	\$240K	\$265K	\$259K	\$194K	\$192K
Med Sales Price as a % of Med List Price	95%	91%	96%	100%	98%	93%	97%	100%	100%	96%	96%	97%	99%

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



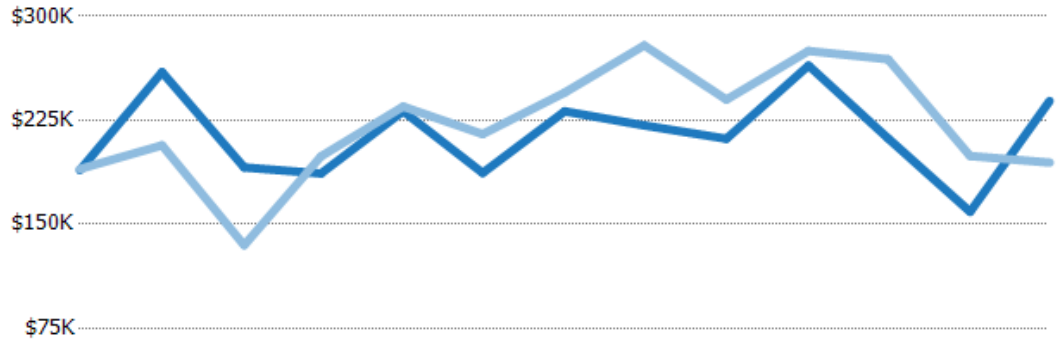
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$169K	\$223K	\$170K	\$255K	\$293K	\$158K	\$210K	\$234K	\$249K	\$245K	\$225K	\$238K	\$258K
Avg Sales Price	\$176K	\$213K	\$152K	\$277K	\$306K	\$182K	\$240K	\$250K	\$269K	\$272K	\$299K	\$281K	\$281K
Avg Sales Price as a % of Avg Est Value	104%	96%	90%	109%	105%	115%	114%	107%	108%	111%	133%	118%	109%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$189K	\$260K	\$191K	\$187K	\$232K	\$187K	\$231K	\$221K	\$212K	\$264K	\$212K	\$159K	\$239K
Median Sales Price	\$190K	\$207K	\$135K	\$199K	\$235K	\$215K	\$245K	\$279K	\$240K	\$275K	\$269K	\$199K	\$195K
Med Sales Price as a % of Med Est Value	100%	80%	71%	107%	101%	115%	106%	126%	113%	104%	127%	125%	81%

Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05001	10	\$2,446,200	12	\$3,359,800	\$279,983	\$192,000	\$160	\$151	34

Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Claremont-Lebanon, NH-VT	10	\$2,446,200	12	\$3,359,800	\$279,983	\$192,000	\$160	\$151	34