

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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	15	-26.7%	24	34	-29.4%
New Listing Volume	\$5,037,800	\$3,188,900	+58%	\$8,539,299	\$7,494,400	+13.9%
Active Listing Count	4	36	-88.9%	N/A	N/A	
Active Listing Volume	\$3,027,900	\$10,165,400	-70.2%	N/A	N/A	
Average Listing Price	\$756,975	\$282,372	+168.1%	\$399,245	\$297,847	+34%
Median Listing Price	\$234,450	\$254,450	-7.9%	\$324,859	\$251,744	+29%
Median Days in RPR	12.5	76.5	-83.7%	90.78	134.59	-32.6%
Months of Inventory	1.3	4	-66.7%	1	9.1	-89.5%
Absorption Rate	75%	25%	+50%	104.55%	10.99%	+93.6%
Sales Activity Charts Metrics						
New Pending Sales Count	15	6	+150%	29	32	-9.4%
New Pending Sales Volume	\$4,393,699	\$1,350,900	+225.2%	\$8,366,399	\$7,516,600	+11.3%
Pending Sales Count	20	16	+25%	N/A	N/A	
Pending Sales Volume	\$6,146,699	\$4,012,900	+53.2%	N/A	N/A	
Closed Sales Count	8	9	-11.1%	18	23	-21.7%
Closed Sales Volume	\$2,156,400	\$2,312,400	-6.7%	\$4,353,300	\$4,714,000	-7.7%
Average Sales Price	\$269,550	\$256,933	+4.9%	\$241,850	\$204,957	+18%
Median Sales Price	\$204,750	\$210,500	-2.7%	\$216,222	\$184,326	+17.3%

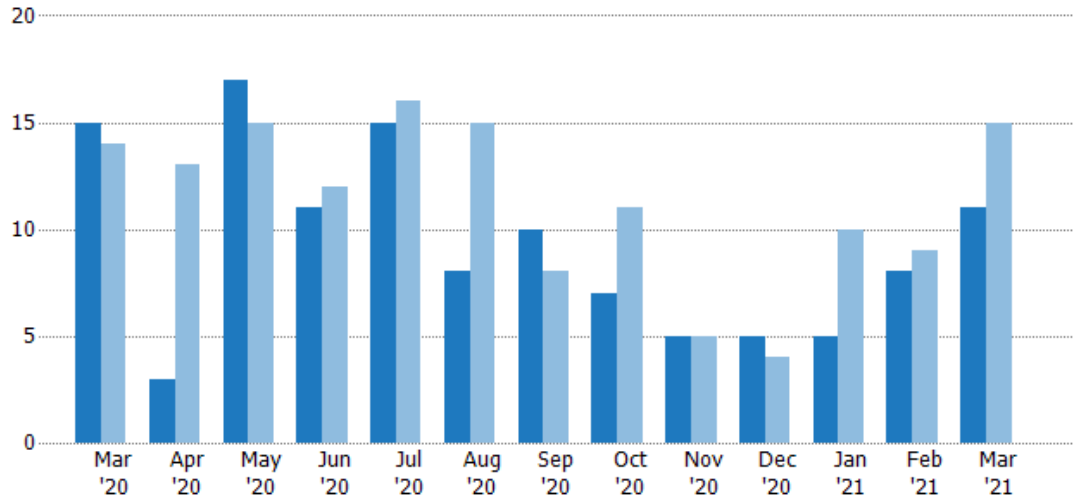
New Listings

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

Month/Year	Count	% Chg.
Mar '21	11	-26.7%
Mar '20	15	7.1%
Mar '19	14	0%



Current Year	15	3	17	11	15	8	10	7	5	5	5	8	11
Prior Year	14	13	15	12	16	15	8	11	5	4	10	9	15
Percent Change from Prior Year	7%	-77%	13%	-8%	-6%	-47%	25%	-36%	0%	25%	-50%	-11%	-27%

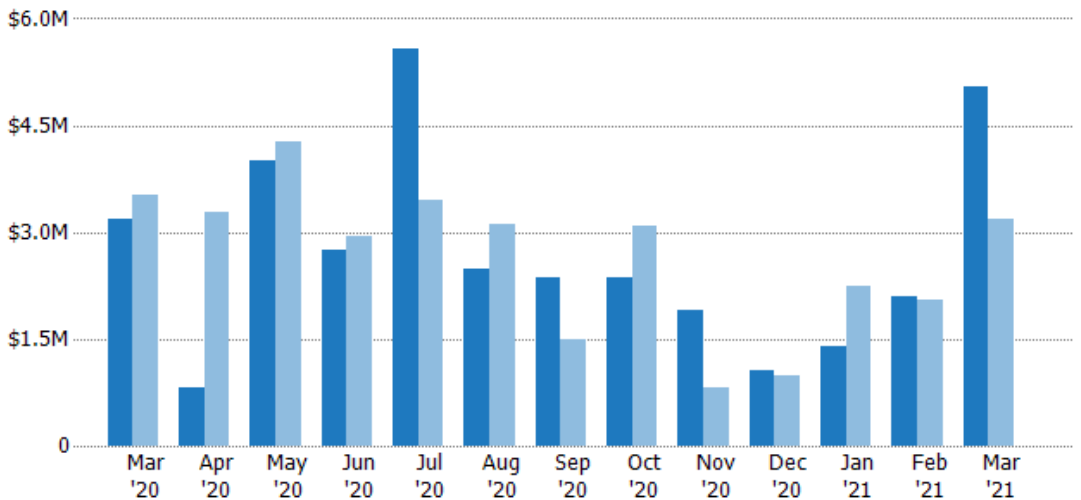
New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$5.04M	58%
Mar '20	\$3.19M	-9.2%
Mar '19	\$3.51M	-5.4%



Current Year	\$3.19M	\$814K	\$4M	\$2.74M	\$5.56M	\$2.48M	\$2.37M	\$2.35M	\$1.9M	\$1.06M	\$1.41M	\$2.1M	\$5.04M
Prior Year	\$3.51M	\$3.27M	\$4.28M	\$2.93M	\$3.44M	\$3.11M	\$1.5M	\$3.08M	\$824K	\$994K	\$2.25M	\$2.05M	\$3.19M
Percent Change from Prior Year	-9%	-75%	-7%	-6%	62%	-20%	57%	-24%	130%	7%	-38%	2%	58%

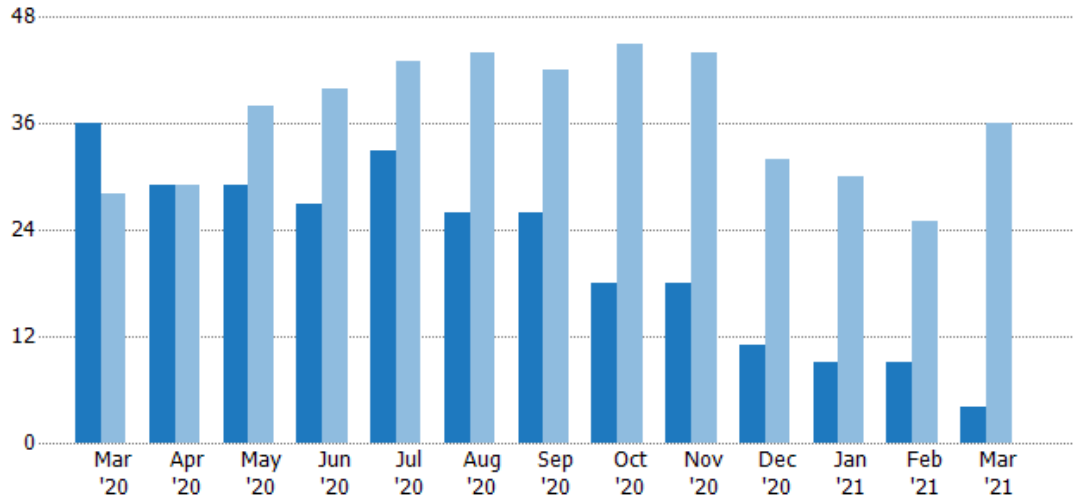
Active Listings

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

Month/Year	Count	% Chg.
Mar '21	4	-88.9%
Mar '20	36	28.6%
Mar '19	28	21.4%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	36	29	29	27	33	26	26	18	18	11	9	9	4
Prior Year	28	29	38	40	43	44	42	45	44	32	30	25	36
Percent Change from Prior Year	29%	0%	-24%	-33%	-23%	-41%	-38%	-60%	-59%	-66%	-70%	-64%	-89%

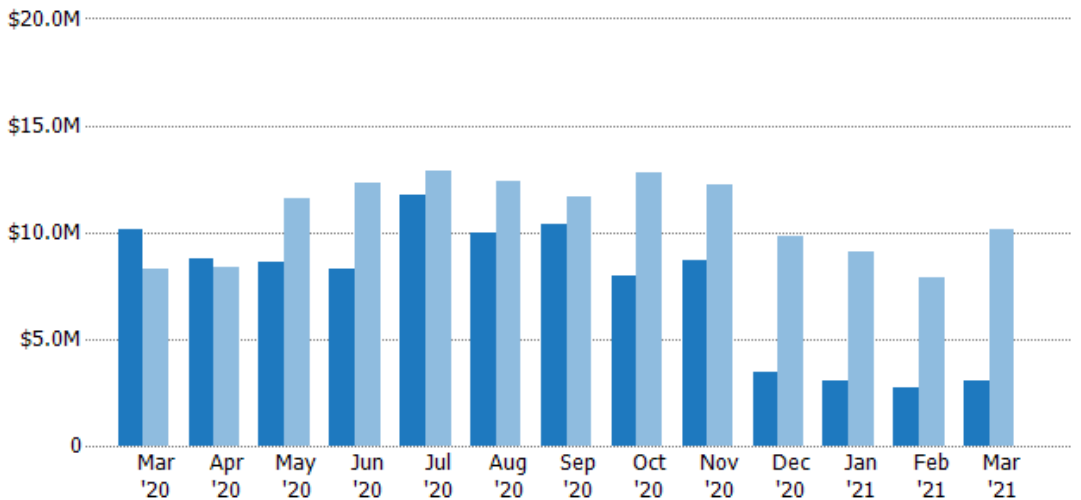
Active Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$3.03M	-70.2%
Mar '20	\$10.2M	22.9%
Mar '19	\$8.27M	5.8%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$10.2M	\$8.77M	\$8.58M	\$8.3M	\$11.8M	\$9.95M	\$10.4M	\$7.92M	\$8.65M	\$3.41M	\$3.05M	\$2.71M	\$3.03M
Prior Year	\$8.27M	\$8.4M	\$11.6M	\$12.3M	\$12.8M	\$12.4M	\$11.6M	\$12.8M	\$12.2M	\$9.83M	\$9.08M	\$7.86M	\$10.2M
Percent Change from Prior Year	23%	4%	-26%	-32%	-8%	-20%	-11%	-38%	-29%	-65%	-66%	-66%	-70%

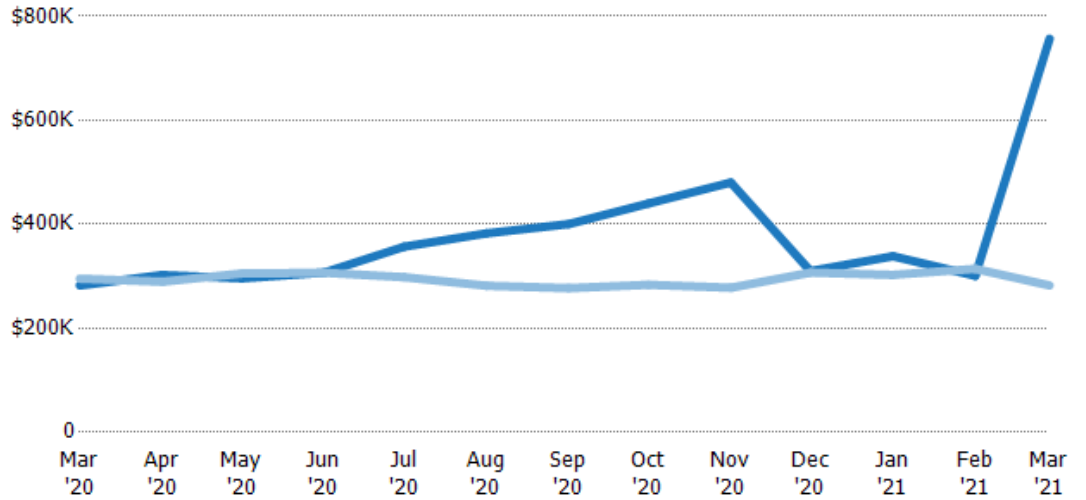
Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$757K	168.1%
Mar '20	\$282K	-4.4%
Mar '19	\$295K	-12.8%



Current Year	\$282K	\$302K	\$296K	\$307K	\$357K	\$383K	\$400K	\$440K	\$480K	\$310K	\$339K	\$301K	\$757K
Prior Year	\$295K	\$290K	\$305K	\$307K	\$298K	\$282K	\$277K	\$284K	\$278K	\$307K	\$303K	\$314K	\$282K
Percent Change from Prior Year	-4%	4%	-3%	0%	20%	36%	44%	55%	73%	1%	12%	-4%	168%

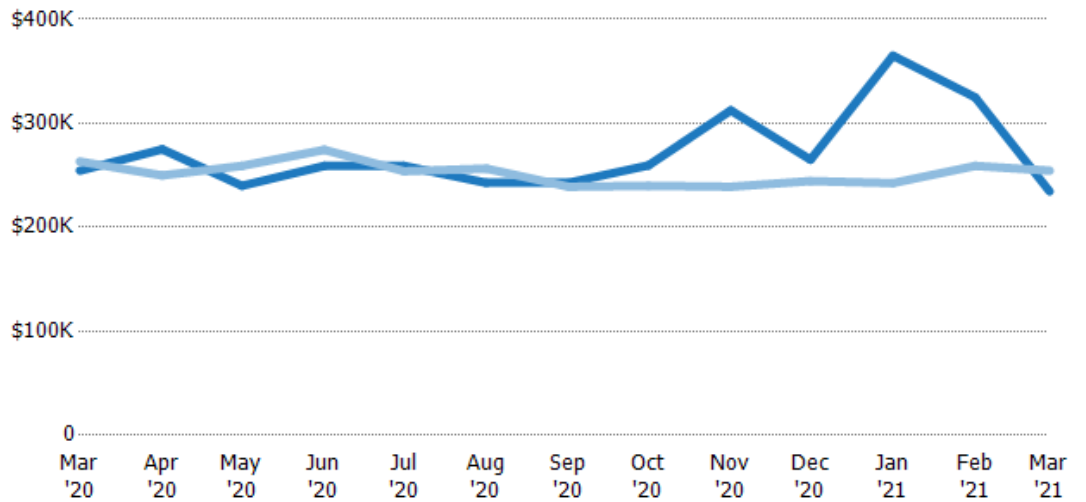
Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$234K	-7.9%
Mar '20	\$254K	-3.3%
Mar '19	\$263K	-21.2%



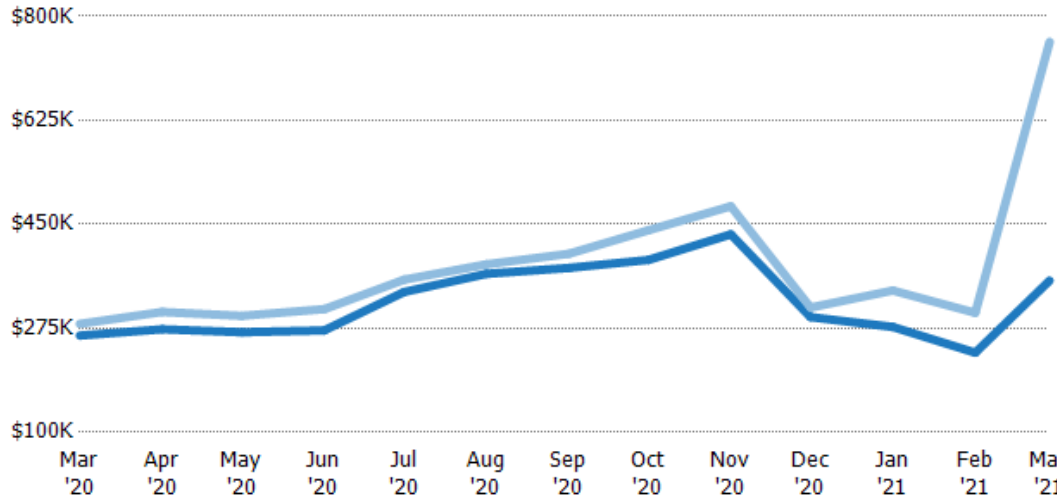
Current Year	\$254K	\$275K	\$240K	\$259K	\$259K	\$243K	\$243K	\$260K	\$312K	\$265K	\$365K	\$325K	\$234K
Prior Year	\$263K	\$250K	\$259K	\$275K	\$254K	\$256K	\$239K	\$240K	\$239K	\$244K	\$242K	\$259K	\$254K
Percent Change from Prior Year	-3%	10%	-7%	-6%	2%	-5%	2%	8%	31%	8%	51%	25%	-8%

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



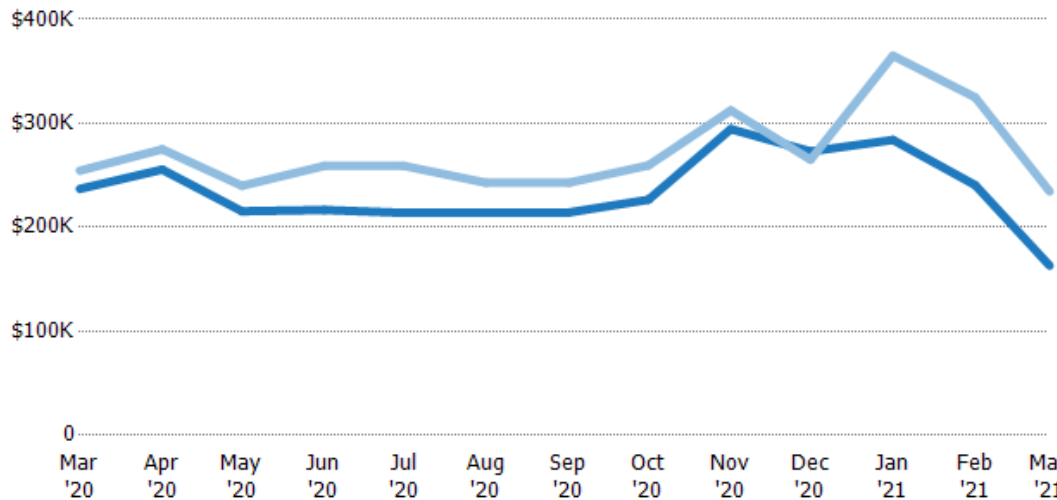
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$263K	\$273K	\$268K	\$271K	\$336K	\$367K	\$377K	\$390K	\$433K	\$294K	\$277K	\$234K	\$355K
Avg Listing Price	\$282K	\$302K	\$296K	\$307K	\$357K	\$383K	\$400K	\$440K	\$480K	\$310K	\$339K	\$301K	\$757K
Avg Listing Price as a % of Avg Est Value	107%	111%	110%	113%	106%	104%	106%	113%	111%	105%	122%	129%	213%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$237K	\$255K	\$215K	\$217K	\$214K	\$214K	\$214K	\$227K	\$294K	\$273K	\$284K	\$240K	\$163K
Median Listing Price	\$254K	\$275K	\$240K	\$259K	\$259K	\$243K	\$243K	\$260K	\$312K	\$265K	\$365K	\$325K	\$234K
Med Listing Price as a % of Med Est Value	107%	108%	111%	120%	121%	114%	113%	115%	106%	97%	129%	135%	144%

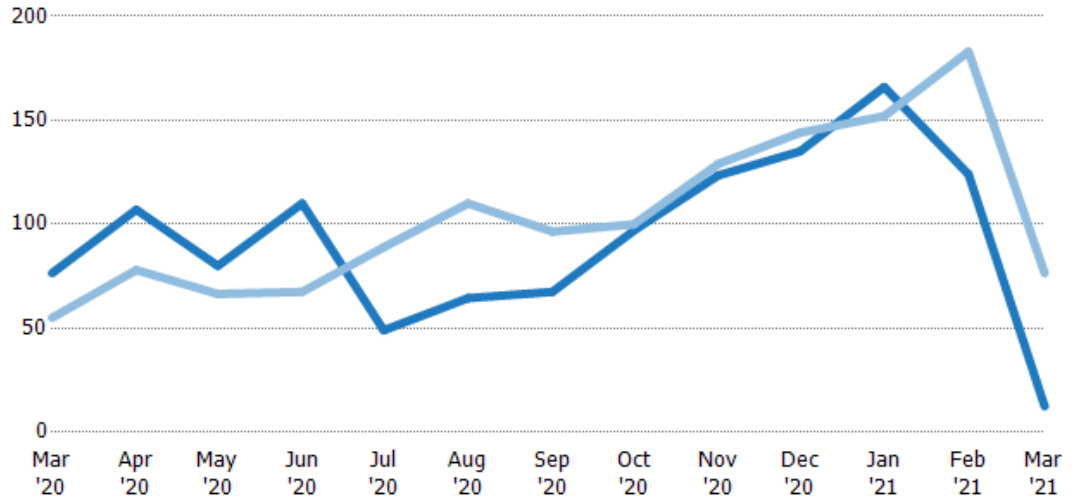
Median Days in RPR

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

Month/Year	Days	% Chg.
Mar '21	12.5	-83.7%
Mar '20	76.5	39.1%
Mar '19	55	45.5%



Current Year	76.5	107	80	110	49	64.5	67.5	97	124	135	166	124	12.5
Prior Year	55	78	66.5	67.5	89	110	96.5	100	129	144	152	183	76.5
Percent Change from Prior Year	39%	37%	20%	63%	-45%	-41%	-30%	-3%	-4%	-6%	9%	-32%	-84%

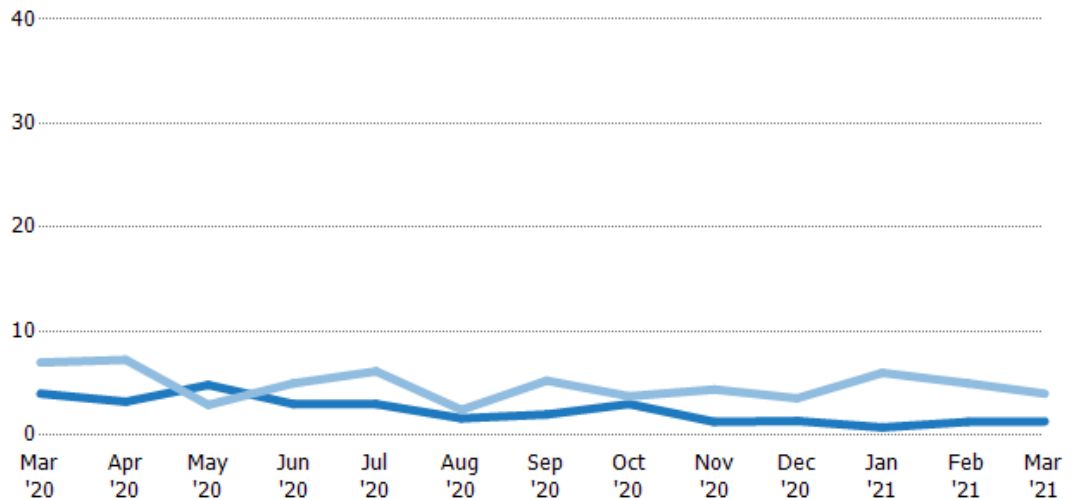
Months of Inventory

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

Month/Year	Months	% Chg.
Mar '21	1.33	-66.7%
Mar '20	4	-42.9%
Mar '19	7	385.7%



Current Year	4	3.22	4.83	3	3	1.63	2	3	1.29	1.38	0.75	1.29	1.33
Prior Year	7	7.25	2.92	5	6.14	2.44	5.25	3.75	4.4	3.56	6	5	4
Percent Change from Prior Year	-43%	-56%	65%	-40%	-51%	-34%	-62%	-20%	-71%	-61%	-88%	-74%	-67%

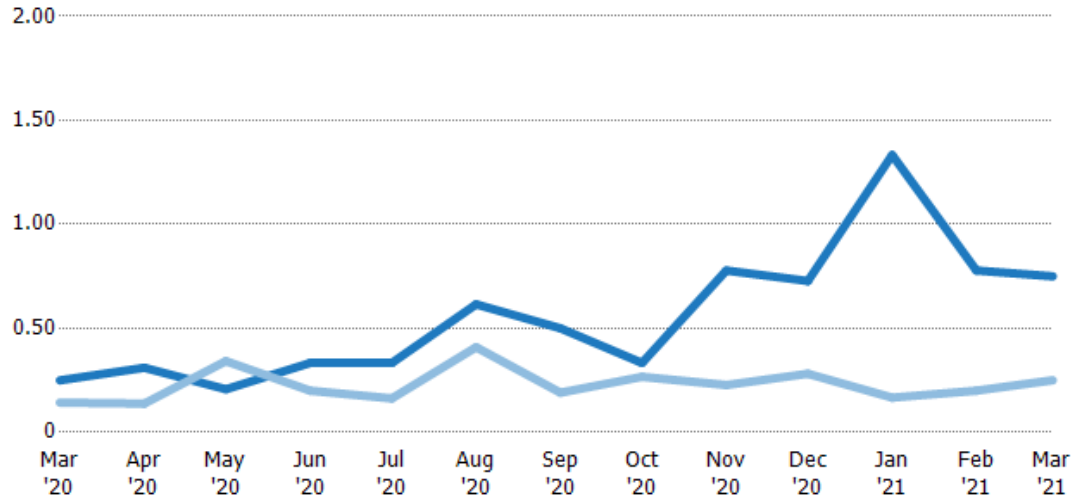
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Mar '21	75%	-50%
Mar '20	25%	-10.7%
Mar '19	14%	-79.4%



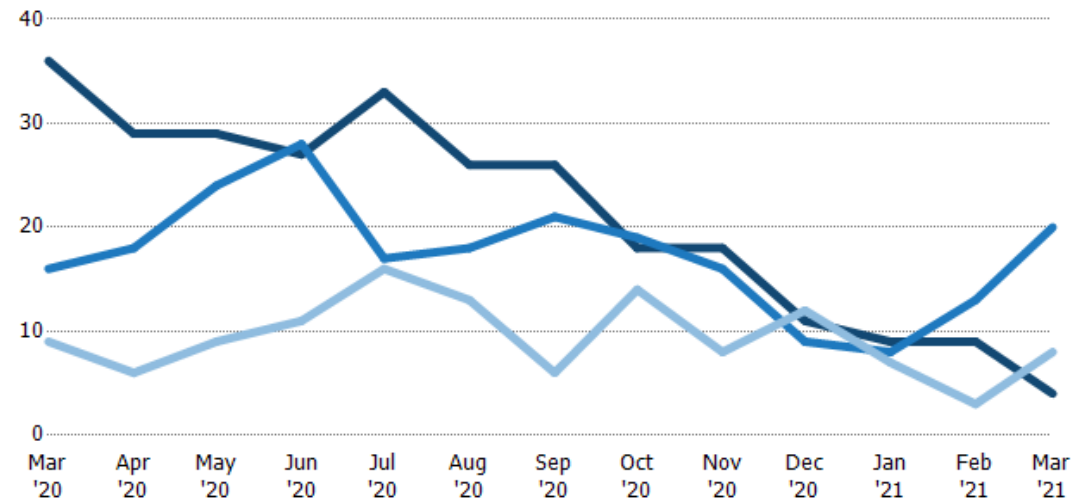
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	25%	31%	21%	33%	33%	62%	50%	33%	78%	73%	133%	78%	75%
Prior Year	14%	14%	34%	20%	16%	41%	19%	27%	23%	28%	17%	20%	25%
Change from Prior Year	-11%	-17%	14%	-13%	-17%	-21%	-31%	-7%	-55%	-45%	-117%	-58%	-50%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	36	29	29	27	33	26	26	18	18	11	9	9	4
Pending	16	18	24	28	17	18	21	19	16	9	8	13	20
Sold	9	6	9	11	16	13	6	14	8	12	7	3	8

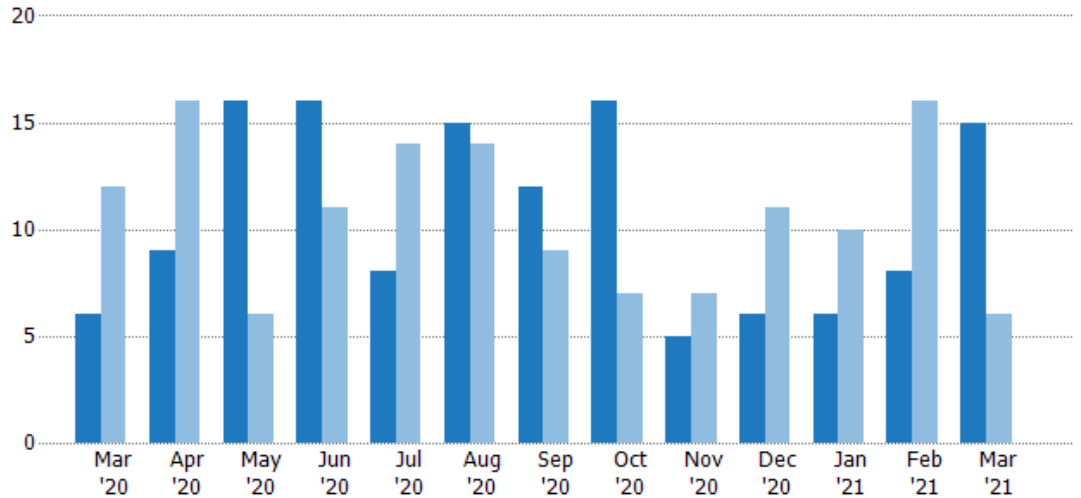
New Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	15	150%
Mar '20	6	-50%
Mar '19	12	-41.7%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	6	9	16	16	8	15	12	16	5	6	6	8	15
Prior Year	12	16	6	11	14	14	9	7	7	11	10	16	6
Percent Change from Prior Year	-50%	-44%	167%	45%	-43%	7%	33%	129%	-29%	-45%	-40%	-50%	150%

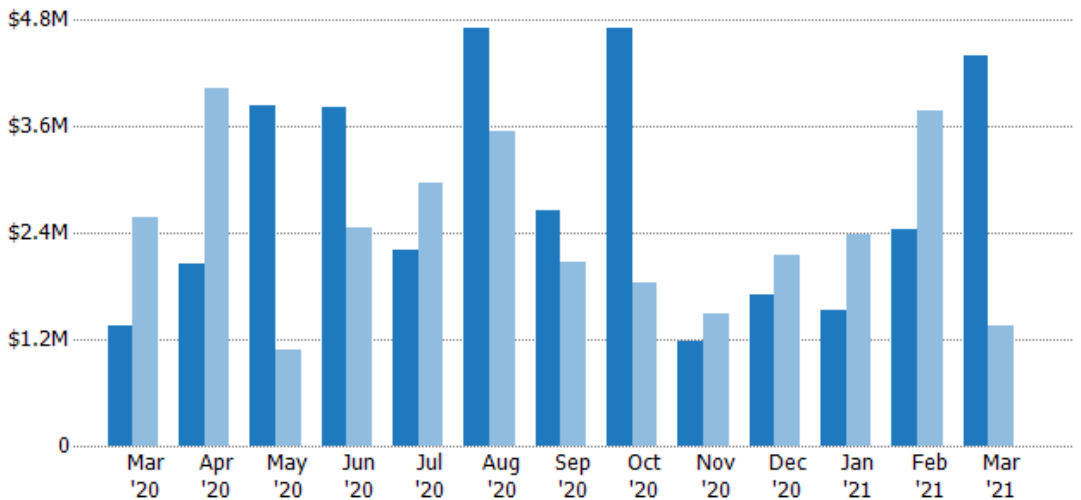
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$4.39M	225.2%
Mar '20	\$1.35M	-47.4%
Mar '19	\$2.57M	-19.1%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$1.35M	\$2.06M	\$3.84M	\$3.82M	\$2.21M	\$4.71M	\$2.65M	\$4.71M	\$1.17M	\$1.7M	\$1.54M	\$2.43M	\$4.39M
Prior Year	\$2.57M	\$4.03M	\$1.09M	\$2.46M	\$2.97M	\$3.55M	\$2.07M	\$1.83M	\$1.49M	\$2.15M	\$2.39M	\$3.78M	\$1.35M
Percent Change from Prior Year	-47%	-49%	252%	55%	-26%	33%	28%	157%	-22%	-21%	-36%	-36%	225%

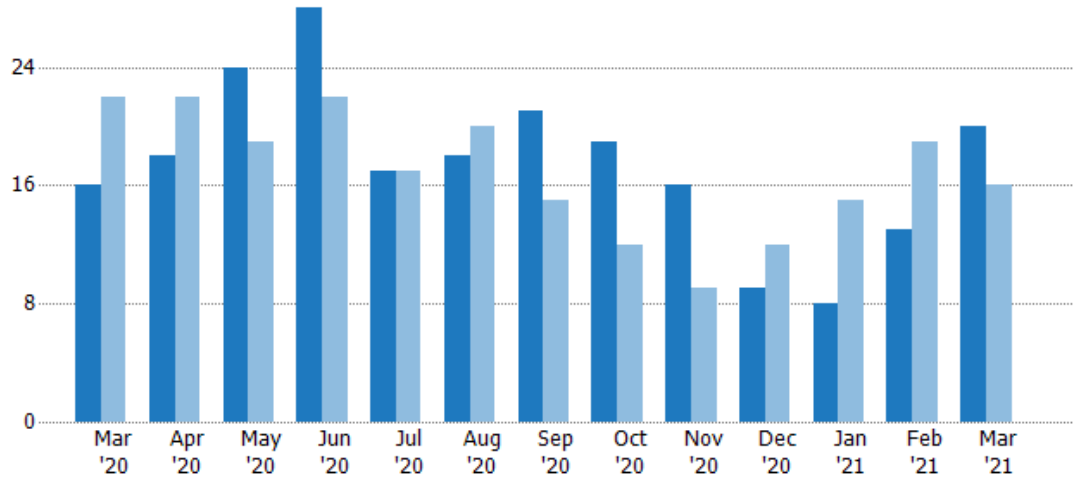
Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	20	25%
Mar '20	16	-27.3%
Mar '19	22	-13.6%



Current Year	16	18	24	28	17	18	21	19	16	9	8	13	20
Prior Year	22	22	19	22	17	20	15	12	9	12	15	19	16
Percent Change from Prior Year	-27%	-18%	26%	27%	0%	-10%	40%	58%	78%	-25%	-47%	-32%	25%

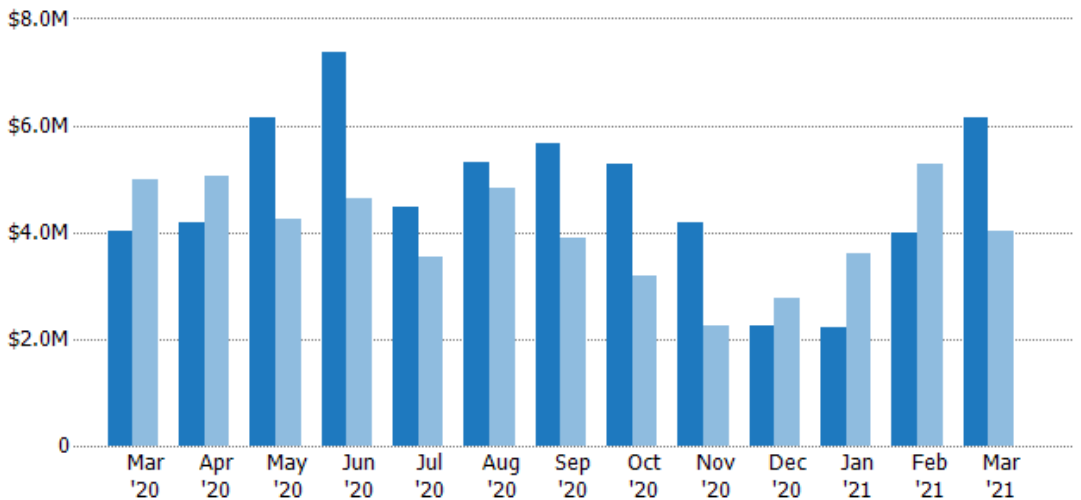
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$6.15M	53.2%
Mar '20	\$4.01M	-19.5%
Mar '19	\$4.99M	-2.9%



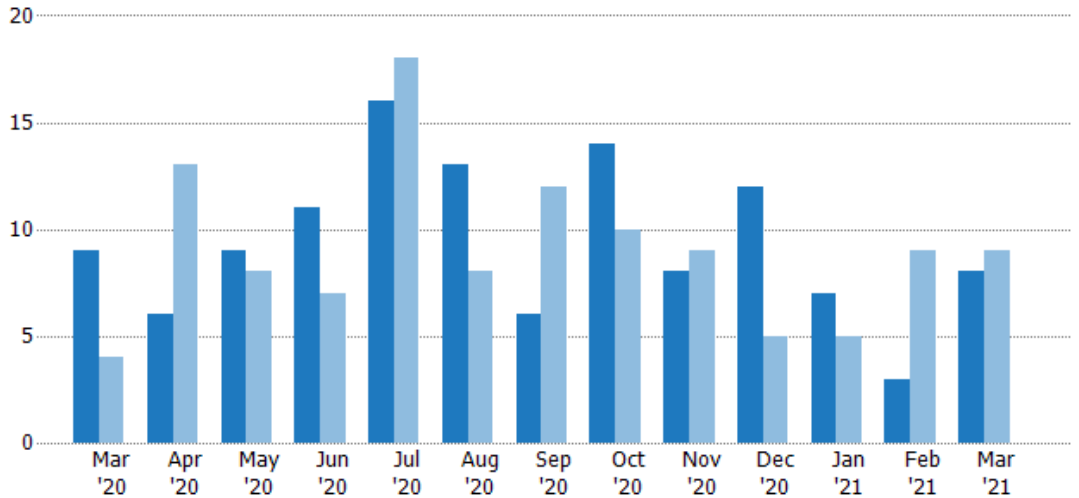
Current Year	\$4.01M	\$4.18M	\$6.14M	\$7.37M	\$4.47M	\$5.32M	\$5.67M	\$5.26M	\$4.19M	\$2.25M	\$2.22M	\$3.97M	\$6.15M
Prior Year	\$4.99M	\$5.06M	\$4.24M	\$4.63M	\$3.54M	\$4.83M	\$3.88M	\$3.2M	\$2.26M	\$2.75M	\$3.59M	\$5.28M	\$4.01M
Percent Change from Prior Year	-20%	-17%	45%	59%	26%	10%	46%	65%	85%	-18%	-38%	-25%	53%

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



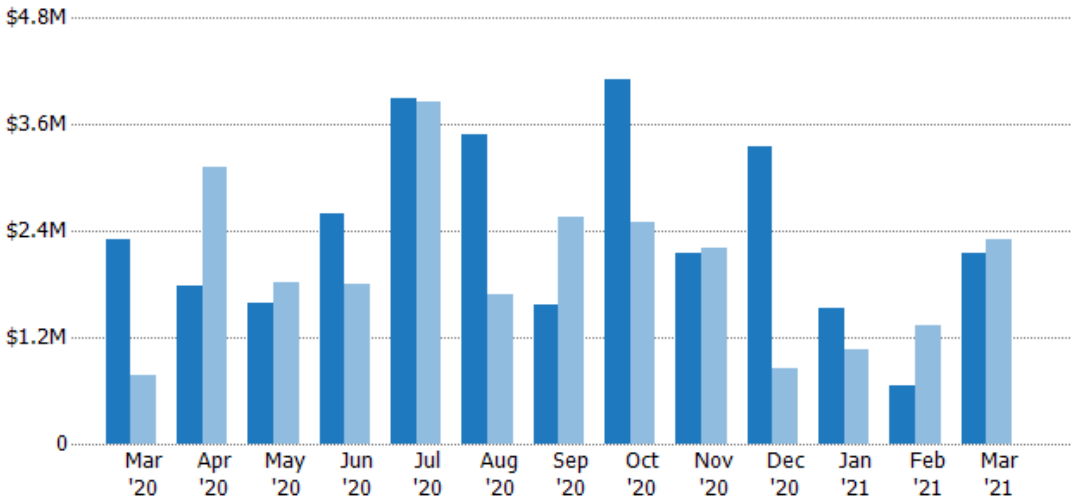
Month/Year	Count	% Chg.
Mar '21	8	-11.1%
Mar '20	9	125%
Mar '19	4	25%

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



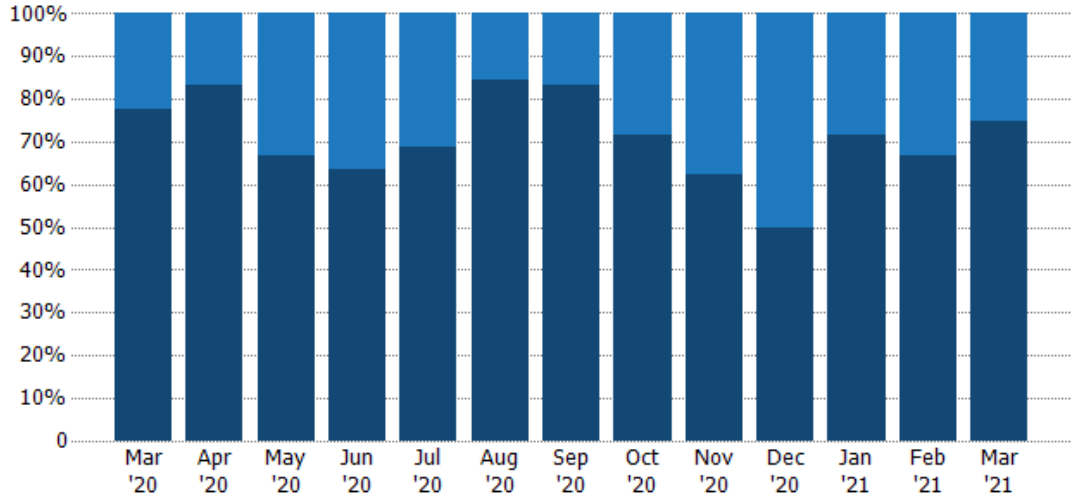
Month/Year	Volume	% Chg.
Mar '21	\$2.16M	-6.7%
Mar '20	\$2.31M	196.5%
Mar '19	\$780K	34.5%

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



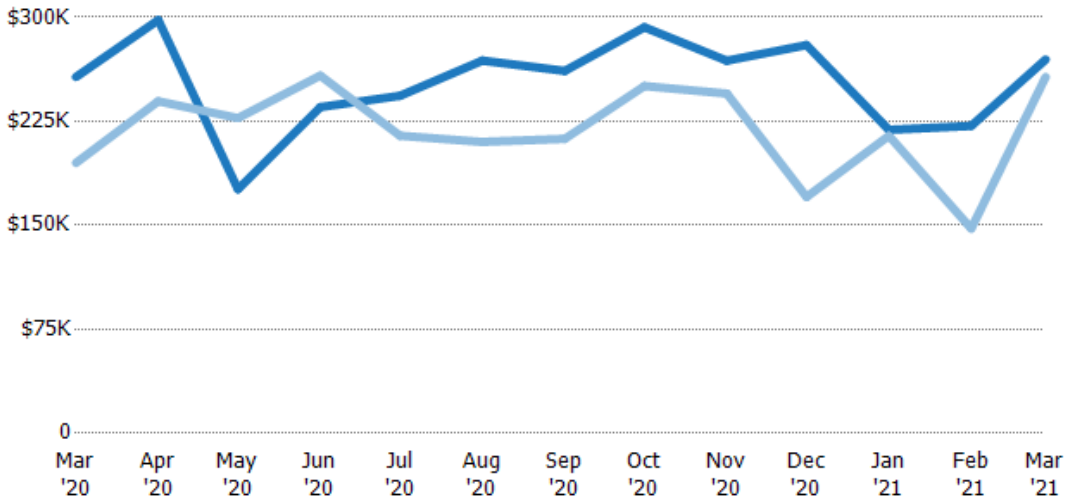
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	22%	17%	33%	36%	31%	15%	17%	29%	38%	50%	29%	33%	25%
Single Family Residence	78%	83%	67%	64%	69%	85%	83%	71%	63%	50%	71%	67%	75%

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



Month/Year	Price	% Chg.
Mar '21	\$270K	4.9%
Mar '20	\$257K	31.8%
Mar '19	\$195K	7.6%

Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$257K	\$298K	\$176K	\$235K	\$243K	\$269K	\$261K	\$293K	\$269K	\$280K	\$219K	\$222K	\$270K
Prior Year	\$195K	\$239K	\$227K	\$258K	\$215K	\$210K	\$212K	\$250K	\$245K	\$170K	\$215K	\$148K	\$257K
Percent Change from Prior Year	32%	24%	-23%	-9%	13%	28%	23%	17%	10%	64%	2%	50%	5%

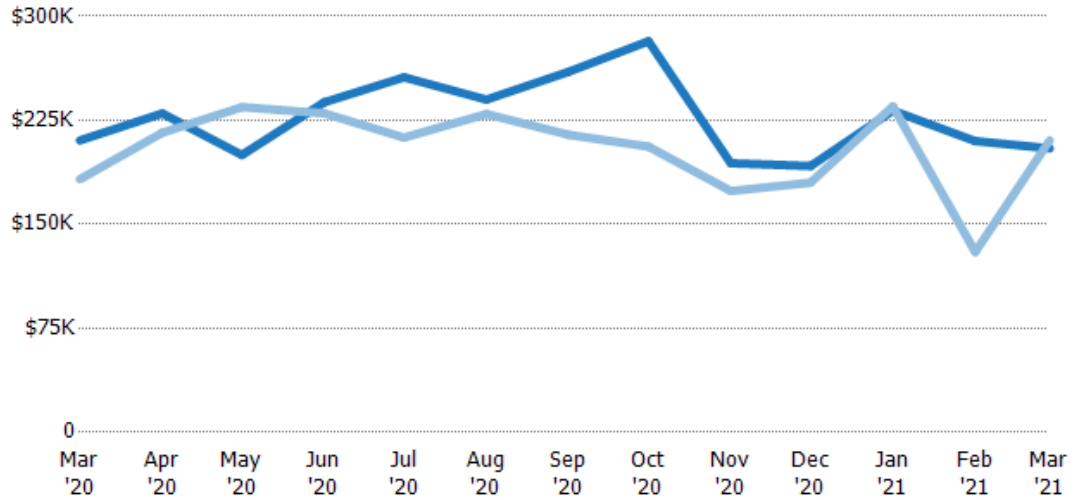
Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$205K	-2.7%
Mar '20	\$211K	15.3%
Mar '19	\$183K	2.1%



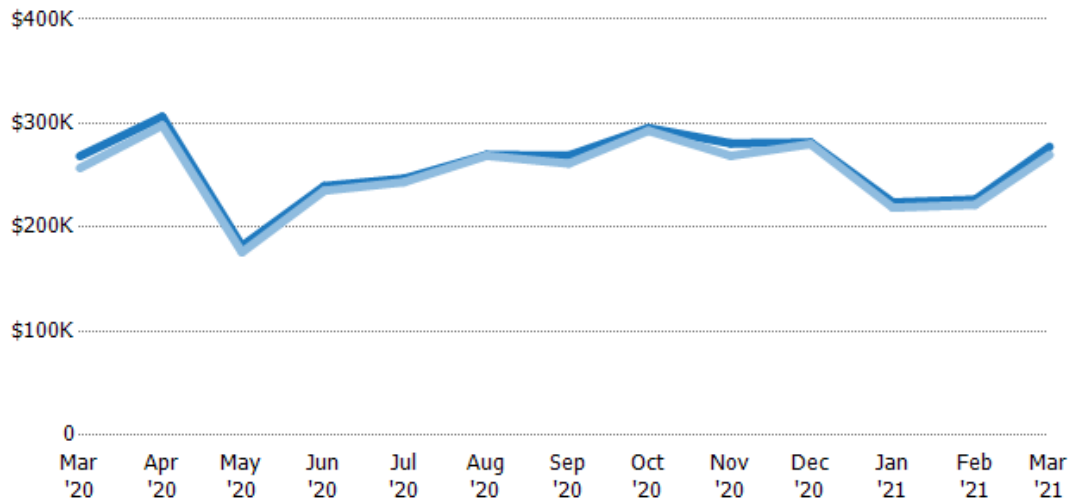
Current Year	\$211K	\$230K	\$200K	\$238K	\$256K	\$240K	\$260K	\$282K	\$194K	\$192K	\$232K	\$210K	\$205K
Prior Year	\$183K	\$216K	\$235K	\$230K	\$213K	\$230K	\$215K	\$206K	\$174K	\$180K	\$235K	\$130K	\$211K
Percent Change from Prior Year	15%	6%	-15%	3%	20%	5%	21%	37%	11%	7%	-1%	62%	-3%

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



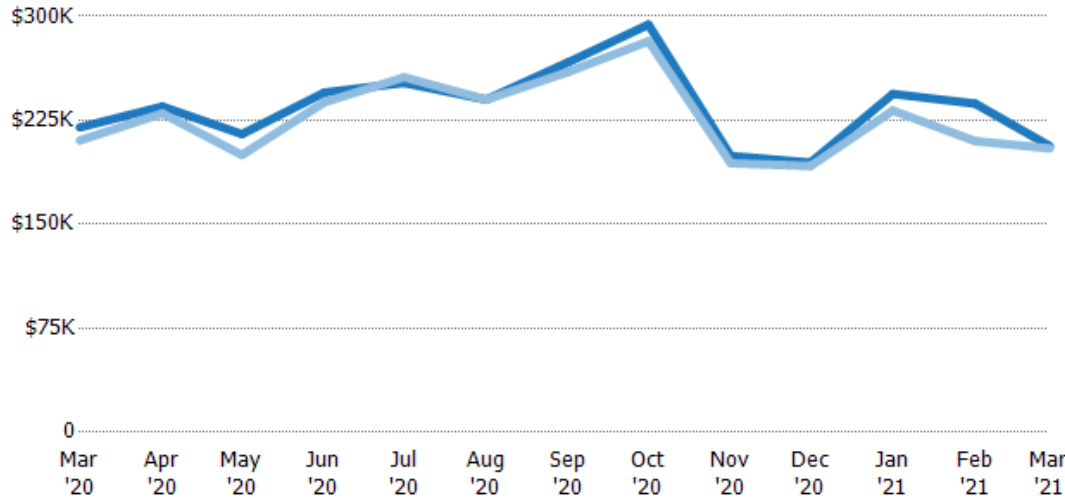
Avg List Price	\$268K	\$306K	\$182K	\$240K	\$247K	\$269K	\$269K	\$295K	\$281K	\$281K	\$224K	\$227K	\$277K
Avg Sales Price	\$257K	\$298K	\$176K	\$235K	\$243K	\$269K	\$261K	\$293K	\$269K	\$280K	\$219K	\$222K	\$270K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	98%	99%	100%	97%	99%	96%	99%	98%	98%	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
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



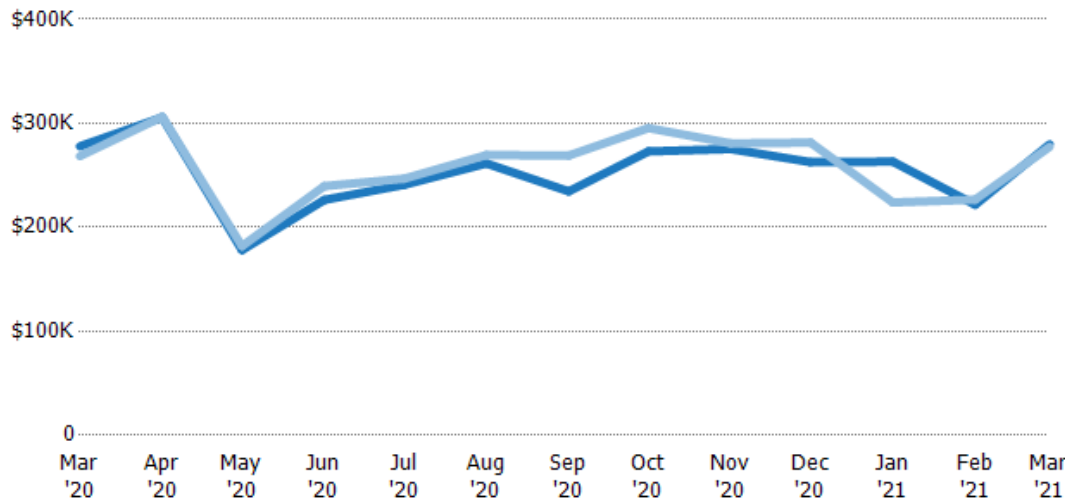
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$220K	\$235K	\$215K	\$245K	\$252K	\$240K	\$267K	\$294K	\$199K	\$195K	\$244K	\$237K	\$206K
Median Sales Price	\$211K	\$230K	\$200K	\$238K	\$256K	\$240K	\$260K	\$282K	\$194K	\$192K	\$232K	\$210K	\$205K
Med Sales Price as a % of Med List Price	96%	98%	93%	97%	102%	100%	97%	96%	97%	99%	95%	89%	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



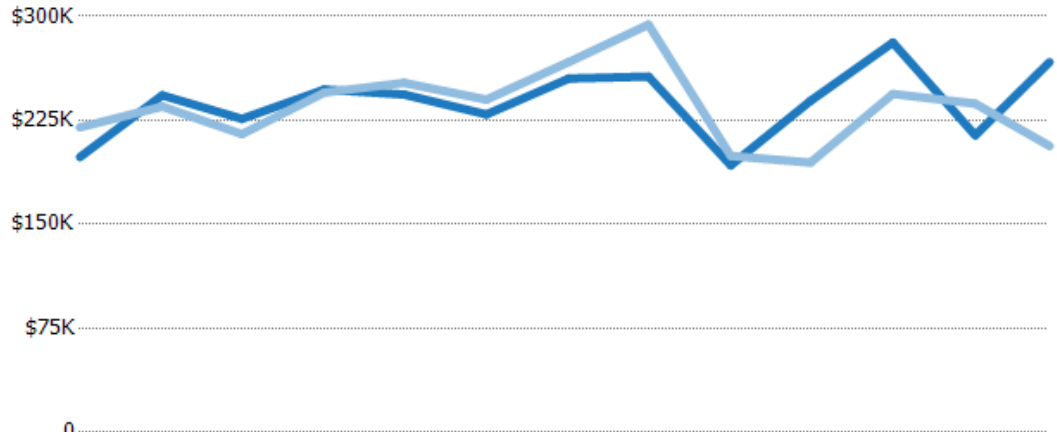
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$278K	\$306K	\$178K	\$226K	\$241K	\$261K	\$235K	\$273K	\$275K	\$263K	\$263K	\$222K	\$280K
Avg Sales Price	\$268K	\$306K	\$182K	\$240K	\$247K	\$269K	\$269K	\$295K	\$281K	\$281K	\$224K	\$227K	\$277K
Avg Sales Price as a % of Avg Est Value	97%	100%	102%	106%	102%	103%	115%	108%	102%	107%	85%	102%	99%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$198K	\$243K	\$226K	\$247K	\$244K	\$229K	\$255K	\$257K	\$193K	\$239K	\$281K	\$214K	\$267K
Median Sales Price	\$220K	\$235K	\$215K	\$245K	\$252K	\$240K	\$267K	\$294K	\$199K	\$195K	\$244K	\$237K	\$206K
Med Sales Price as a % of Med Est Value	111%	97%	95%	99%	103%	105%	105%	115%	103%	81%	87%	111%	77%