

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

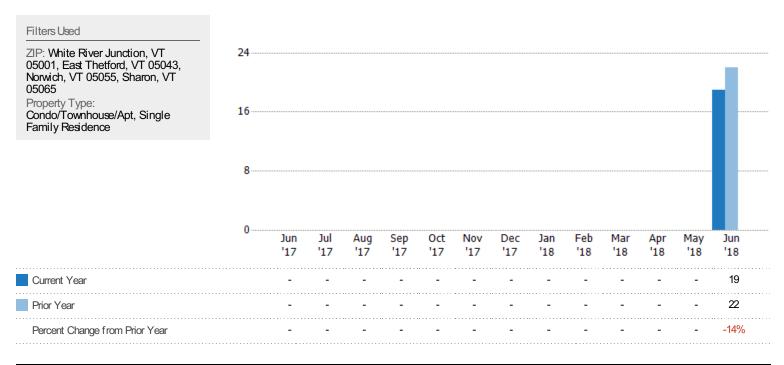
Key Metrics	Jun 2018	Jun 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	19	22	-13.6%	19	22	-13.6%
New Listing Volume	\$5,014,099	\$10,682,300	-53.1%	\$5,014,099	\$10,682,300	-53.1%
Active Listing Count	83	_	-	83	_	_
Active Listing Volume	\$37,864,790	_	-	\$37,864,790	_	_
Average Listing Price	\$456,202	_	-	\$456,202	_	_
Median Listing Price	\$299,800	-	-	\$299,800	_	-
Median Days in RPR	85	-	-	85	_	-
Months of Inventory	_	-	-	_	3.5	-
Absorption Rate	_	-	-	_	28.92%	-
Sales Activity Charts Metrics						
New Pending Sales Count	18	15	+20%	18	15	+20%
New Pending Sales Volume	\$8,111,898	\$4,277,800	+89.6%	\$8,111,898	\$4,277,800	+89.6%
Pending Sales Count	27	-	-	27	-	_
Pending Sales Volume	\$7,580,600	-	-	\$7,580,600	-	_
Closed Sales Count	22	25	-12%	22	25	-12%
Cloæd Sales Volume	\$8,934,900	\$9,183,340	-2.7%	\$8,934,900	\$9,183,340	-2.7%
Average Sales Price	\$406,132	\$367,334	+10.6%	\$406,132	\$367,334	+10.6%
Median Sales Price	\$252,450	\$253,000	-0.2%	\$252,450	\$253,000	-0.2%





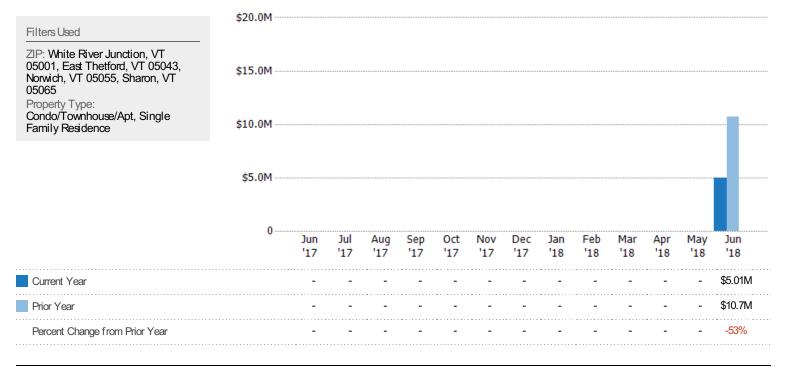
### New Listings

The number of new single-family, condominium and townhome listings that were added each month.



### New Listing Volume

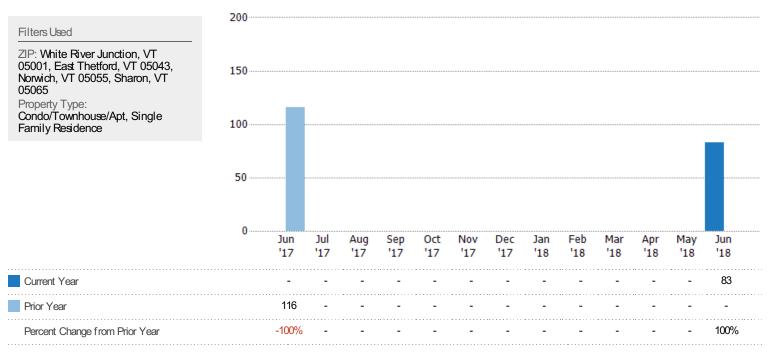
The sum of the listing price of single-family, condominium and townhome listings that were added each month.





### Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.



### Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.





#### Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$500K												
Filters Used ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$456K
Prior Year	\$384K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

## Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

	0 Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	0	_									Apr	May	
	\$75K												
raining resuence													
05065 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$150K												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT	\$225K												
Filters Used													



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### 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	90												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:	68												
Condo/Townhouse/Apt, Single Family Residence	45												
	23												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	85
Prior Year	81.5	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%			0	17%	33%	50%	67%	83%	100%

### Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used	7.00												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	5.25												
Property Type: Condo/Townhouse/Apt, Single Family Residence	3.50												
	1.75												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.46
Prior Year	6.11	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%



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#### Absorption Rate

The percentage of inventory sold per month.

Filters Used	30%												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	29%
Prior Year	16%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	16%	13%	9%	5%	1%	-2%	-6%	-10%	-14%	-18%	-21%	-25%	-29%

### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	30												
Filters Used ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT	23												
05065 Property Type: Condo/Townhouæ/Apt, Single Family Residence	15												
	8												
	0 Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Sold	-	-	-	-	-	-	-	-	-	-	-	-	22

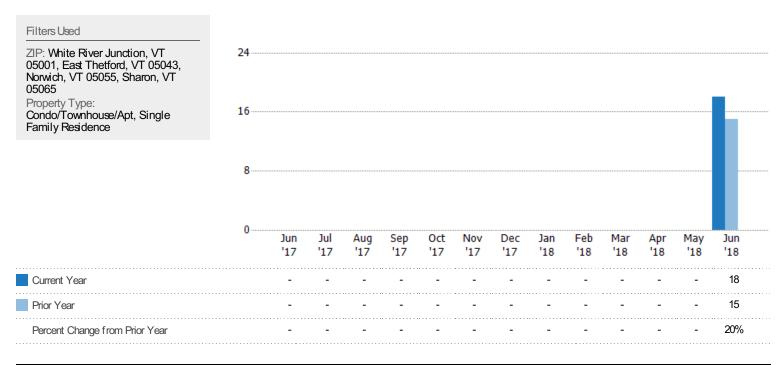
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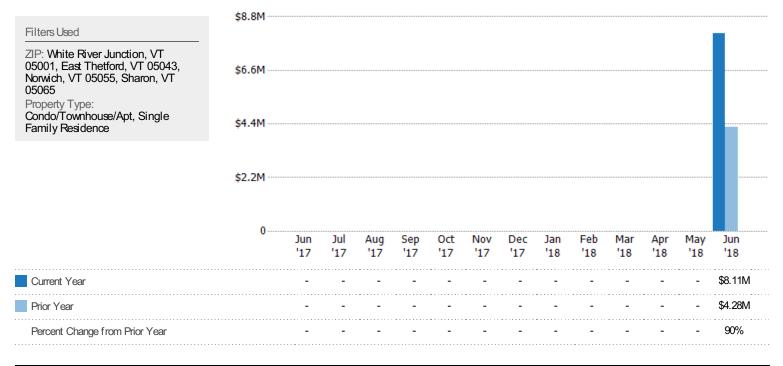
### New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



### New Pending Sales Volume

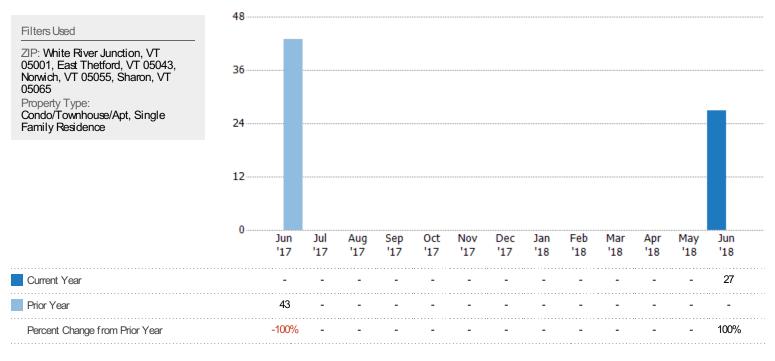
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





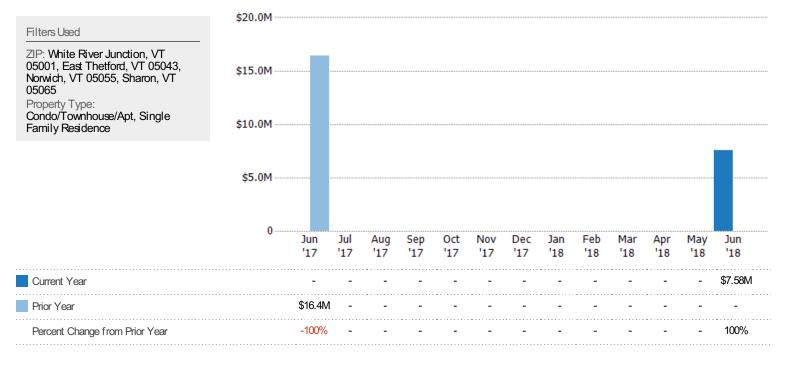
### Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



### Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

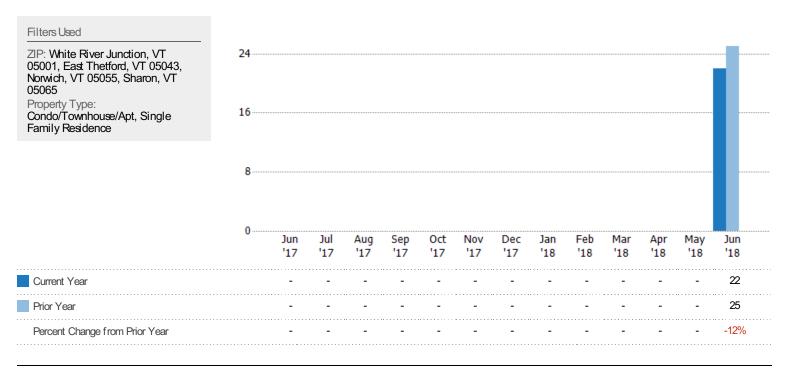






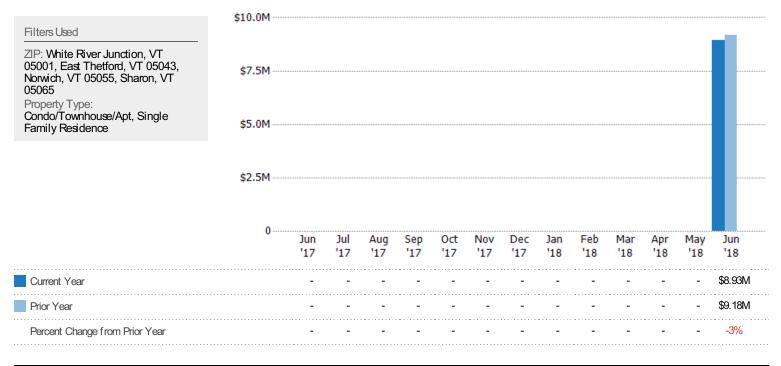
### Closed Sales

The total number of single-family, condominium and townhome properties sold each month.



### **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.





### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
ZIP: White River Junction, VT 05001, East Thetford, VT 05043,	80%														
Norwich, VT 05055, Sharon, VT 05065	70%														
Property Type:	60%														
Condo/Townhouse/Apt, Single Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	lus		-								-		lup	
		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	
Condo/Townhouse		<b>.</b>	<b>.</b>	<b>.</b>		 -		<b>.</b>	 -	<b>.</b>	<b>.</b>	 -	 -	41%	
Condor Town in Jouse															
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	59%	

### Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

	\$500K												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	\$125K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$406K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$367K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%





### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$300K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	_								_		_	_	
					-	-							\$252K
Prior Year	-	-	-	-			-	-	-		-	-	\$252K \$253K
Prior Year Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	- -	-	- -	\$253K 0%

### 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	\$500K												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0	1I	Aug	Con	0.4	Neu	Dec	1-10	Eab	Mar	Apr	May	lus
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$411K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$406K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$300K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$225K												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$150K												
	\$75K												
	0	<b>7</b> ]		<u> </u>	0 -t		<b>D</b>	•	<b>F</b> - <b>L</b>				•
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%

#### 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.

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Filters Used	\$700K ······												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$525K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$350K												
	\$175K												
	0 Jun	Jul	Δυσ	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$654K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$411K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	63%





### 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.

	\$900K ······												
Filters Used													
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065	\$675K												
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$450K												
	\$225K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$814K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	32%

