

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	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	23	-21.7%	18	23	-21.7%
New Listing Volume	\$6,784,800	\$9,036,200	-24.9%	\$6,784,800	\$9,036,200	-24.9%
Active Listing Count	52	79	-34.2%	52	79	-34.2%
Active Listing Volume	\$32,995,489	\$34,944,290	-5.6%	\$32,995,489	\$34,944,290	-5.6%
Average Listing Price	\$634,529	\$442,333	+43.5%	\$634,529	\$442,333	+43.5%
Median Listing Price	\$412,000	\$325,000	+26.8%	\$412,000	\$325,000	+26.8%
Median Daysin RPR	72.5	81	-10.5%	72.5	81	-10.5%
Months of Inventory	_	_	-	2.2	3.3	-34.2%
Absorption Rate	_	_	+-	46.15%	30.38%	+15.8%
Sales Activity Charts Metrics						
New Pending Sales Count	22	18	+22.2%	22	18	+22.2%
New Pending Sales Volume	\$6,117,500	\$5,433,800	+12.6%	\$6,117,500	\$5,433,800	+12.6%
Pending Sales Count	41	38	+7.9%	41	38	+7.9%
Pending Sales Volume	\$15,185,200	\$13,121,600	+15.7%	\$15,185,200	\$13,121,600	+15.7%
Closed Sales Count	9	24	-62.5%	9	24	-62.5%
Closed Sales Volume	\$2,123,700	\$7,528,612	-71.8%	\$2,123,700	\$7,528,612	-71.8%
Average Sales Price	\$235,967	\$313,692	-24.8%	\$235,967	\$313,692	-24.8%
Median Sales Price	\$205,500	\$227,000	-9.5%	\$205,500	\$227,000	-9.5%





New Listings

Family Residence

Current Year

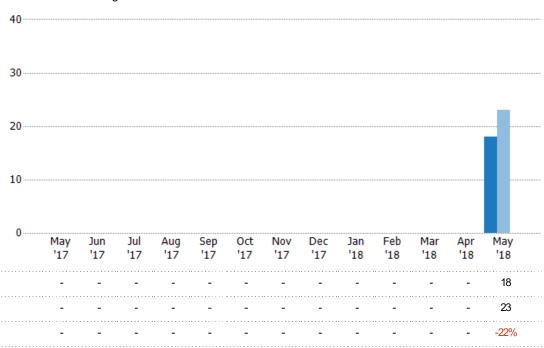
Prior Year

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

Filters Used

ZIP: White River Junction, VT
05001, East Thetford, VT 05043,
Norwich, VT 05055, Sharon, VT
05065

Property Type:
Condo/Townhouse/Apt, Single



New Listing Volume

Percent Change from Prior Year

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

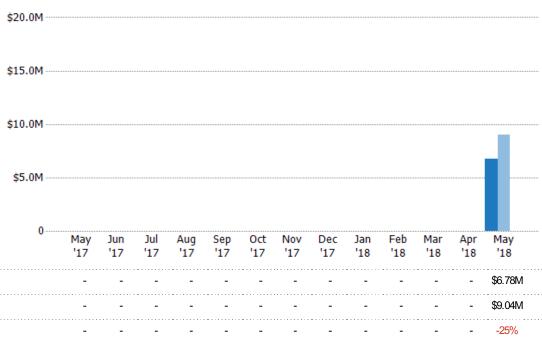
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT

Filters Used

05065

Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year

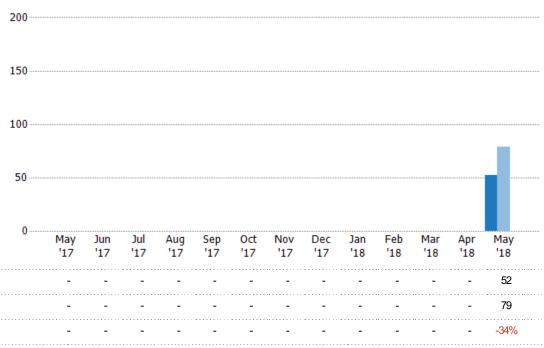




Active Listings

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





Active Listing Volume

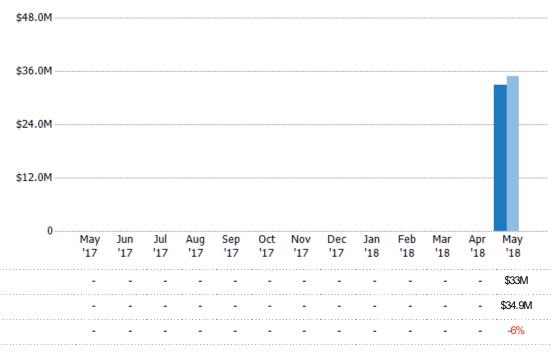
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year





Average Listing Price

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

0 01	• •												
	\$700K												
Filters Used													
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												
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$635K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$442K

Median Listing Price

Percent Change from Prior Year

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

\$500K -

\$125K

Filters Used
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

	()												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-		-	-	\$412K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Percent Change from Prior Year	-	-	-	-	_	-	-	-	-	-	-	-	27%



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	\$700K												
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type:	\$525K												
Condo/Townhouse/Apt, Single Family Residence	\$350K												************
	\$175K												
	0 May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$629K
Avg Listing Price	-	-	-	-	-	-	-	-	_	-	-	-	\$635K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	101%

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$500K	
\$375K	
\$250K	
\$125K	

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$427K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$412K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	96%







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	68												
Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
	23												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	72.5
					_	_	_	_	_			_	81
Prior Year	=	-	_	=					_	_	-	_	01

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, East Thetford, VT 05043,
Norwich, VT 05055, Sharon, VT
05065
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

7.00

5.25

3.50

1.75

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	2.74
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4.94
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-45%





Absorption Rate

The percentage of inventory sold per month.

Εil	tare	Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type: Condo/Townhouse/Apt, Single Family Residence

Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

☑P: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type: Condo/Townhouse/Apt, Single Family Residence

0												
)												
ау 17			Aug '17					lan				
ay	Jun	Jul '17 -		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar	Apr	M



Active Pending

Sold



Current Year

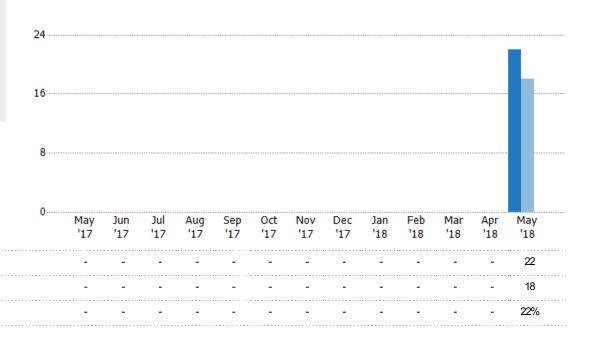
Prior Year

Market Data Report

New Pending Sales

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





New Pending Sales Volume

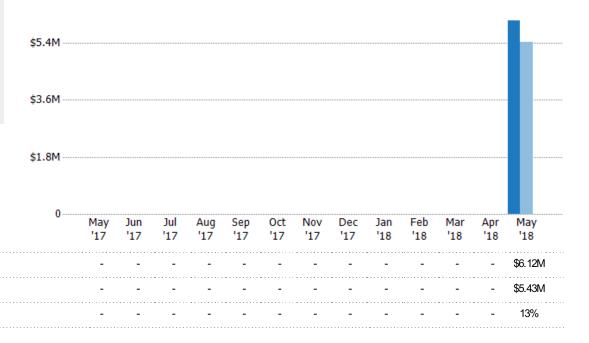
Percent Change from Prior Year

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

Filters Used

ZIP: White River Junction, VT
05001, East Thetford, VT 05043,
Norwich, VT 05055, Sharon, VT
05065

Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

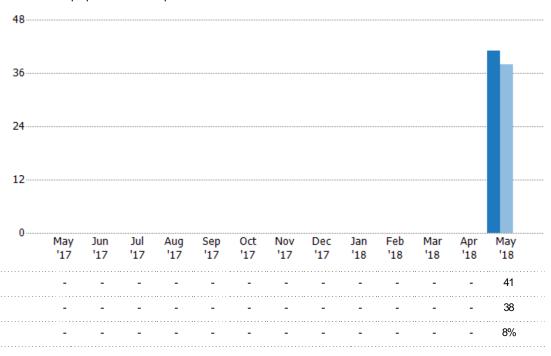
Percent Change from Prior Year



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

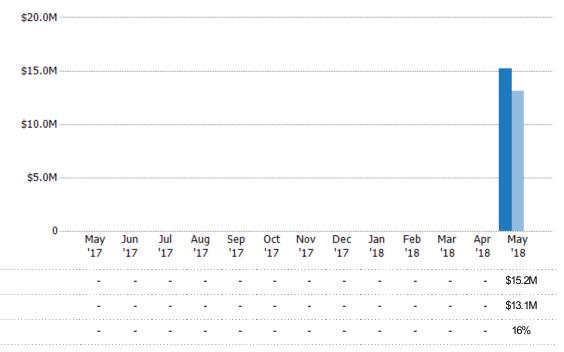
Percent Change from Prior Year

Current Year

Prior Year

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.







Current Year

Percent Change from Prior Year



Closed Sales

05065

Current Year

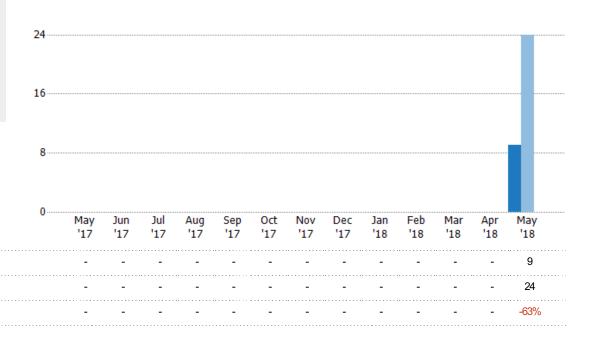
Prior Year

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

Filters Used

ZIP: White River Junction, VT
05001, East Thetford, VT 05043,
Norwich, VT 05055, Sharon, VT

Property Type: Condo/Townhouse/Apt, Single Family Residence



Closed Sales Volume

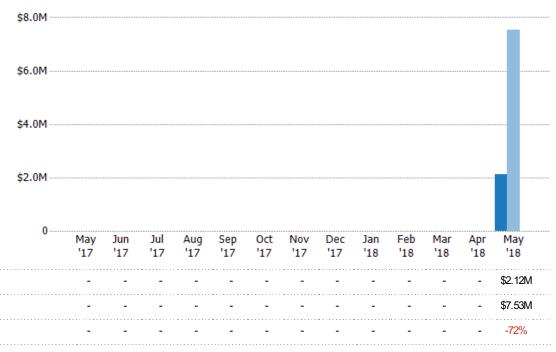
Percent Change from Prior Year

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

Filters Used

ZIP: White River Junction, VT
05001, East Thetford, VT 05043,
Norwich, VT 05055, Sharon, VT
05065

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year





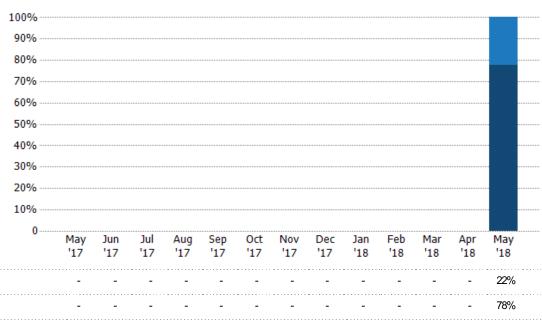
Closed Sales by Property Type

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



ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

Condo/Townhouse

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

\$100K

Filters Used

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$400K
\$300K
\$200K

0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct	Nov	Dec '17	Jan	Feb '18	Mar '18	Apr '18	May '18
-	-	-	-	-	-	-	-	-		-	-	\$236K
-	-	-	-	-	-	-	-	-	-	-	-	\$314K
-	-	-	-	-	-	-	-	-	-	-	-	-25%



Current Year
Prior Year





Current Year

Prior Year

Market Data Report

Median Sales Price

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

\$300K

\$75K

Filters Used
ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$225K
\$150K

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Eilters Used

ZIP: White River Junction, VT
05001, East Thetford, VT 05043,
Norwich, VT 05055, Sharon, VT
05065

Proporty Type:

Percent Change from Prior Year

Property Type: Condo/Townhouse/Apt, Single Family Residence

\$300K												
\$225K												
\$150K												
\$75K												
•												
	Jun '17	Jui '17	Aug '17	'17	'17	'17	'17	Jan '18	'18	Mar '18	Apr '18	May '18
-	-	-	-	-	-	-	-	-	-	-	-	\$250K
-	-	-	-	-	-	-	-	-	-	-	-	\$236K



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





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

ZIP: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$75K------

0 May Aug Sep 0ct Nov Feb Mar Apr May '17 '17 '17 '18 '18 '17 '17 '17 '17 '17 '18 '18 '18 \$210K \$206K

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.

\$100K

Filters Used

Median List Price

Median Sales Price

☑P: White River Junction, VT 05001, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065

Med Sales Price as a % of Med List Price

Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K
\$300K
\$200K

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$354K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	71%



\$249K

\$210K

84%



Market Data Report

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, East Thetford, VT 05043, Norwich, VT 05055, Sharon, VT 05065 Property Type: Condo/Townhouse/Apt, Single Family Residence

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

\$300K		 	 	 	 	 	
\$225K		 	 	 	 	 	
\$150K		 	 	 	 	 	
\$75K		 	 	 	 	 	
	Jun '17	Aug '17				Apr '18	May '18



