

# 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	8	10	-20%	8	10	-20%
New Listing Volume	\$1,821,300	\$2,394,400	-23.9%	\$1,821,300	\$2,394,400	-23.9%
Active Listing Count	18	35	-48.6%	18	35	-48.6%
Active Listing Volume	\$6,569,690	\$10,143,790	-35.2%	\$6,569,690	\$10,143,790	-35.2%
Average Listing Price	\$364,983	\$289,823	+25.9%	\$364,983	\$289,823	+25.9%
Median Listing Price	\$329,000	\$237,400	+38.6%	\$329,000	\$237,400	+38.6%
Median Daysin RPR	59.5	68	-12.5%	59.5	68	-12.5%
Months of Inventory	_	_	-	1.4	1.8	-24.8%
Absorption Rate	_	_	+-	72.22%	54.29%	+17.9%
Sales Activity Charts Metrics						
New Pending Sales Count	17	11	+54.5%	17	11	+54.5%
New Pending Sales Volume	\$3,296,500	\$2,446,800	+34.7%	\$3,296,500	\$2,446,800	+34.7%
Pending Sales Count	25	23	+8.7%	25	23	+8.7%
Pending Sales Volume	\$5,170,200	\$4,742,700	+9%	\$5,170,200	\$4,742,700	+9%
Closed Sales Count	8	13	-38.5%	8	13	-38.5%
Closed Sales Volume	\$1,963,700	\$2,669,012	-26.4%	\$1,963,700	\$2,669,012	-26.4%
Average Sales Price	\$245,463	\$205,309	+19.6%	\$245,463	\$205,309	+19.6%
Median Sales Price	\$212,750	\$187,000	+13.8%	\$212,750	\$187,000	+13.8%





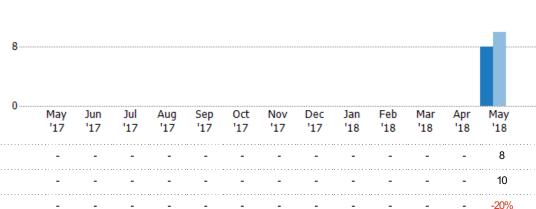
#### **New Listings**

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



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





## New Listing Volume

Percent Change from Prior Year

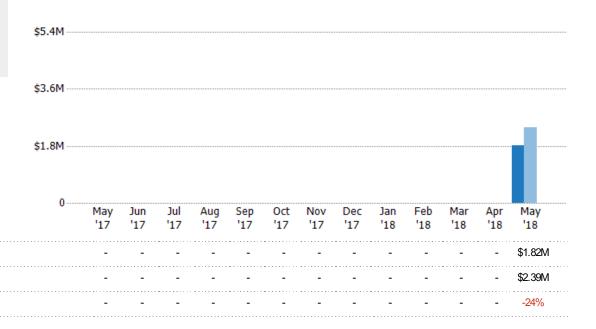
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

#### Filters Used

Current Year

Prior Year

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



Current Year

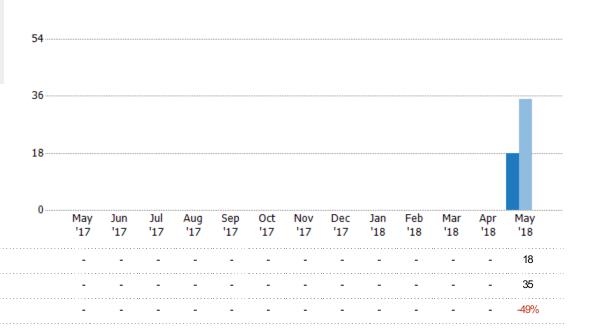
Percent Change from Prior Year

#### **Active Listings**

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

Filters Used

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



## **Active Listing Volume**

Percent Change from Prior Year

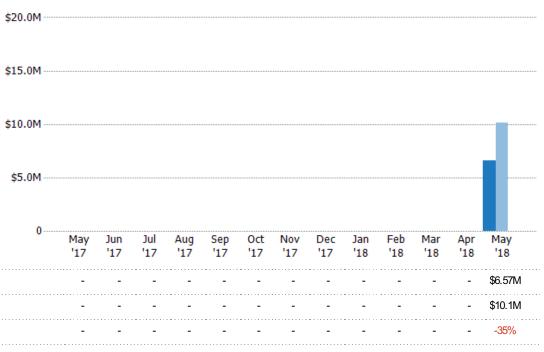
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

Current Year

Prior Year

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



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.

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

\$400K
\$300K
\$200K
\$100K

May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$365K
 -	-	-	-	-	-	-	-	-	-	-	-	\$290K
 -	-	-	-	-	-	-	-	-	-	-	-	26%

## **Median Listing Price**

Percent Change from Prior Year

Current Year
Prior Year

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

Filters Used

ZIP: White River Junction, VT 05001

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

\$400K
\$300K
\$200K
\$100K

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$329K
Prior Year	-	-	-	-	-	-	-	-	-	_	-	-	\$237K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	39%







Avg Est Value

Avg Listing Price

# Market Data Report

#### 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

\$300K	 						 		
\$200K	 			 			 		
\$100K	 			 			 		
0	 			 			 		
0 May	 	Aug '17	Sep '17	 Nov '17	Dec '17	Jan '18	 	Apr	 May
0 May	 	Aug '17		 Nov '17		Jan '18	 	Apr	May '18

## 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.

Eilters Used
ZIP: White River Junction, VT 05001
Property Type:

Avg Listing Price as a % of Avg Est Value

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

0K		 	 	 	 	 	•••••
0K		 	 	 	 	 	
)K		 					
0		 	 	 	 	 	
	Jun		 	 	 		
0 May	Jun	 	 	 	 	 Apr	Ņ
0 May	Jun	 	 	 	 	 Apr	 M



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



68

-13%



# Market Data Report

## 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

Property Type: Condo/Townhouse/Apt, Single Family Residence											
	35										**********
	18										
	10										
	0	 		 							
	0		Aug '17	Oct	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	 May '18

## Months of Inventory

Percent Change from Prior Year

Prior Year

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

7.00

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

5.25										
3.50		 						 		
1.75		 						 		
May	Jun '17	Aug '17								May '18
May			Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18		Apr '18	May '18 1.5
May			Sep '17		Nov '17 - -		Jan '18 -			May '18 1.5



Current Year
Prior Year

Percent Change from Prior Year





#### **Absorption Rate**

The percentage of inventory sold per month.

	ltom.	
$\Box$	11015	Used

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

80%	
60%	
40%	
20%	

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
-	-	-	-	-	-	-	-	-	-	-	-	67%
-	-	-	-	-			-			-	-	29%
-	-	-	-	-	-	-	-	-	-	-	-	-38%

## Active/Pending/Sold Units

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

Current Year Prior Year

Change from Prior Year

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

30	
23	
15	

	0 ········· May '17	Jun '17	Jul '17	Aug '17	Sep	Oct	Nov	Dec '17	Jan	Feb	Mar '18	Apr '18	May '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	18
Pending	-	-	-	-	-	-	-	-	-	-	-	-	25
Sold	_	-	-	-	-	-	-	-	-	-	-	-	8



Current Year

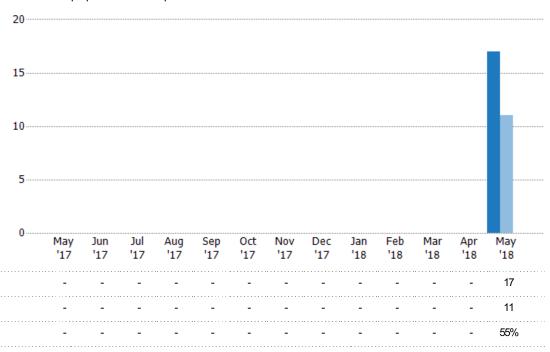
Prior Year

# Market Data Report

#### **New Pending Sales**

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



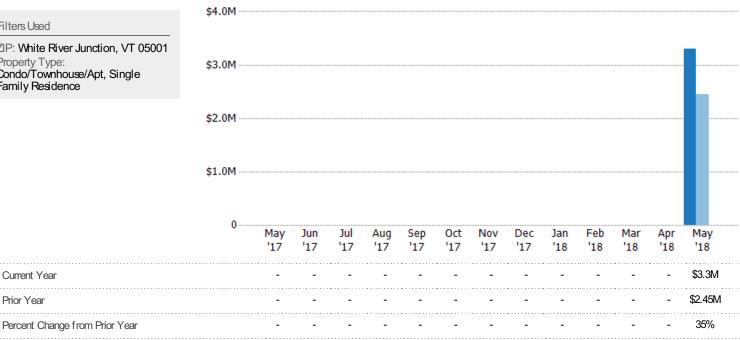


## New Pending Sales Volume

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



Current Year



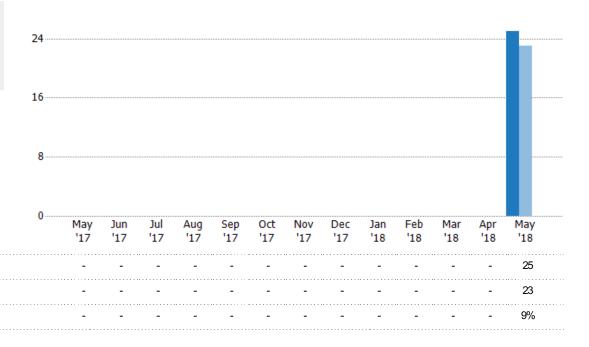
#### **Pending Sales**

The number of single-family, condominium and townhome 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



### Pending Sales Volume

Percent Change from Prior Year

Current Year

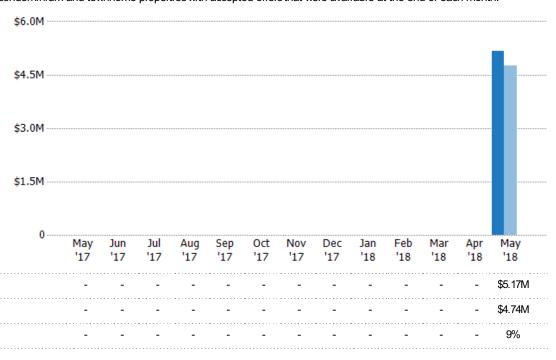
Prior Year

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.

Filters Used

ZIP: White River Junction, VT 05001

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

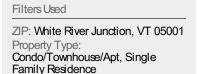


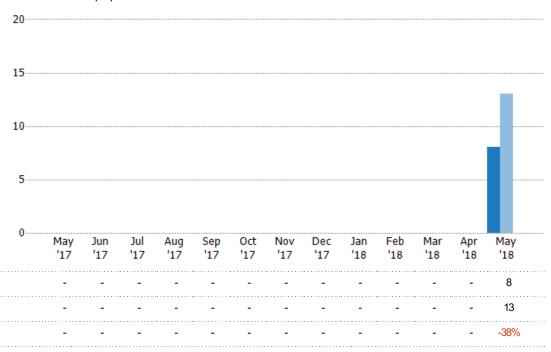
Current Year

Percent Change from Prior Year

#### **Closed Sales**

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





#### **Closed Sales Volume**

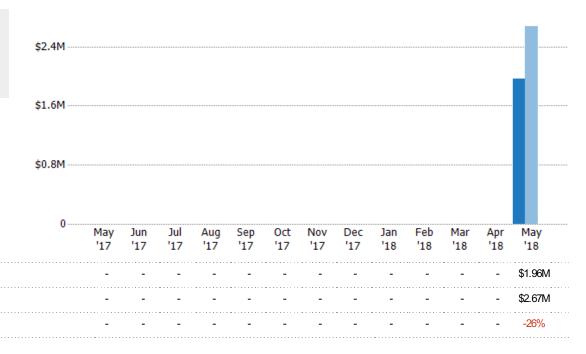
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year



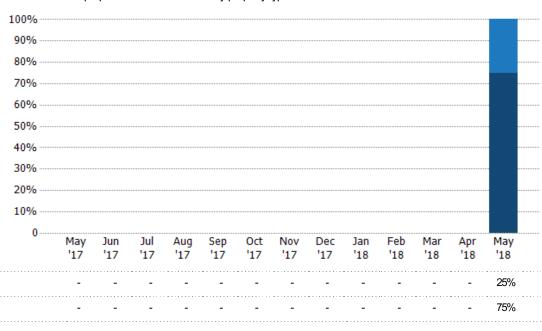


#### Closed Sales by Property Type

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

Filters Used

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



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

Family Residence

Current Year

Percent Change from Prior Year

Prior Year

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

Filters Used

ZIP: White River Junction, VT 05001

Property Type:
Condo/Townhouse/Apt, Single

\$300K \$225K \$150K \$75K 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 \$245K \$205K 20%







#### **Median Sales Price**

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

\$150K

\$75K

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

\$300K \$225K

0 May Aug Sep 0ct Nov Feb May '18 '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '18 '18 \$213K \$187K

## Average Sales Price vs Average Listing Price

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

\$75K

Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year

\$300K \$225K \$150K

	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 List Price	-	-	-	-	-	-	-	-	-	-	_	-	\$260K
Avg Sales Price	=	-	-	-	-	-	-	-	-	-	-	-	\$245K
Avg Sales Price as a % of Avg List Price	_	-	-	-	-	-	-	-	-	-	-	-	94%



\$213K

98%



# Market Data Report

## 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

	 	 			 	 25K
 	 	 		 	 	 50K
		 		 		 75K
 						0
			Nov '17			•

## 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

Avg Est Value

Avg Sales Price

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

,											
\$300K	 										
\$200K	 										
\$100K	 										
0	 										
	 									Apr	
0 May	 Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
0 May	 Jul '17	Aug '17	Sep '17 -	0ct '17	Nov '17 -	Dec '17 -	Jan '18	Feb '18 -	Mar '18	Apr '18	May '18







Median Est Value

Median Sales Price

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

Med Sales Price as a % of Med Est Value

225K		 									
.50K		 									
\$75K		 									
	Jun	 Aug '17									
0 May	Jun	 Aug '17	Sep '17 -	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
0 May	Jun	 Aug '17	Sep '17	0ct '17	Nov '17	Dec '17 -	Jan '18	Feb '18 -	Mar '18	Apr '18	May '18



