

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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	19	-5.3%	18	19	-5.3%
New Listing Volume	\$3,299,950	\$3,268,400	+1%	\$3,299,950	\$3,268,400	+1%
Active Listing Count	73	111	-34.2%	73	111	-34.2%
Active Listing Volume	\$13,995,750	\$19,763,530	-29.2%	\$13,995,750	\$19,763,530	-29.2%
Average Listing Price	\$191,723	\$178,050	+7.7%	\$191,723	\$178,050	+7.7%
Median Listing Price	\$175,000	\$157,500	+11.1%	\$175,000	\$157,500	+11.1%
Median Days in RPR	83	191	-56.5%	83	191	-56.5%
Months of Inventory	_	_	-	9.1	13.9	-34.2%
Absorption Rate	_	_	+_	10.96%	7.21%	+3.8%
Sales Activity Charts Metrics						
New Pending Sales Count	20	12	+66.7%	20	12	+66.7%
New Pending Sales Volume	\$3,317,950	\$1,852,850	+79.1%	\$3,317,950	\$1,852,850	+79.1%
Pending Sales Count	21	22	-4.5%	21	22	-4.5%
Pending Sales Volume	\$3,374,950	\$3,233,958	+4.4%	\$3,374,950	\$3,233,958	+4.4%
Closed Sales Count	8	8	+-	8	8	+_
Closed Sales Volume	\$1,348,400	\$1,558,250	-13.5%	\$1,348,400	\$1,558,250	-13.5%
Average Sales Price	\$168,550	\$194,781	-13.5%	\$168,550	\$194,781	-13.5%
Median Sales Price	\$147,450	\$123,425	+19.5%	\$147,450	\$123,425	+19.5%



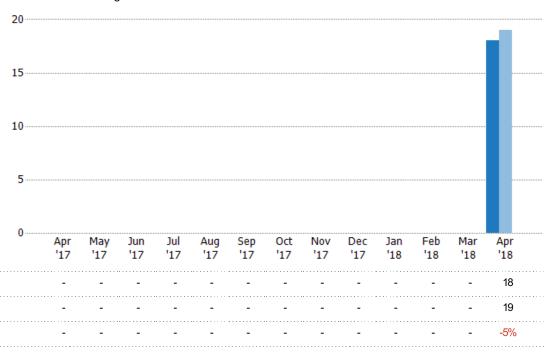




New Listings

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

Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence



New Listing Volume

Percent Change from Prior Year

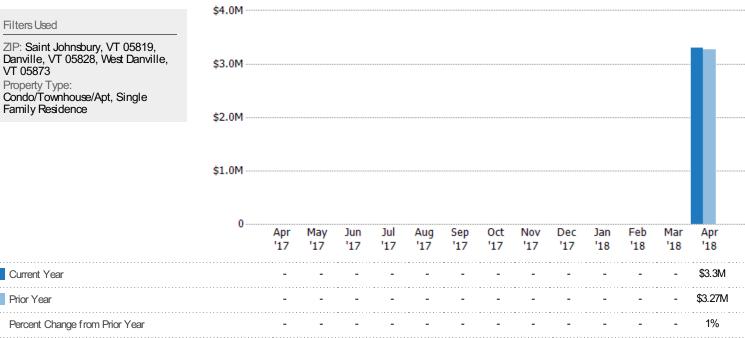
Current Year

Prior Year

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

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

Family Residence







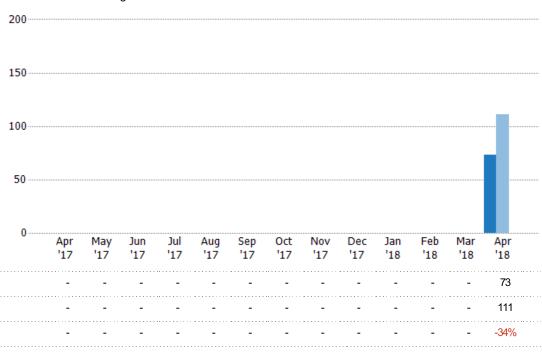
Active Listings

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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

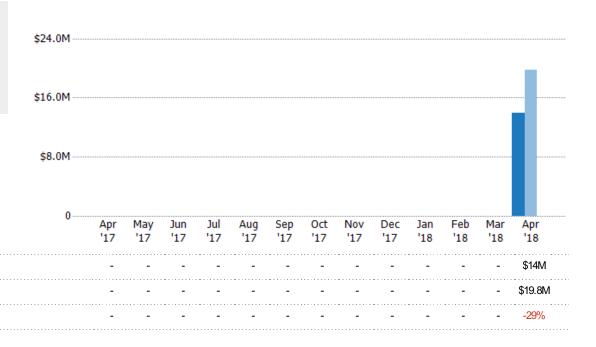
Current Year

Prior Year

 $\mathbb{Z}|\mathsf{P};$ Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year



Current Year



\$178K



Market Data Report

Average Listing Price

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

\$200K Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, \$150K VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence \$100K \$50K 0... Apr May 0ct Apr '17 '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '18 Current Year \$192K

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.

\$200K

Filters Used	Fil	Iters	Used
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Prior Year

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year

319, nville,	\$150K												
e	\$100K												
	\$50K												
	0												
	0 Apr '17				Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	Apr	May		Jul '17	-	-	-	-	- -	-	-	Mar	Apr
	Apr	May	Jun '17 -	Jul '17	-	-	- -	-	- -	-	-	Mar	Apr '18



Current Year
Prior Year





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.

\$200K Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, \$150K VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence \$100K \$50K 0 -Apr May Aug Sep 0ct Dec Feb Apr '17 '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '18 '18 Avg Est Value \$182K Avg Listing Price \$192K Avg Listing Price as a % of Avg Est Value 105%

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.

\$200K

Filt

Filters Used													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K 0 Apr '17				Aug '17				Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Med Listing Price as a % of Med Est Value	_	-	-	-	-	-	-	-	-	-	-	-	117%







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.

	300												
Filters Used	300												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
ranny residence	150												
	75												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
			_			_		_	_				
Current Year	-	=				_				_	_	-	83

Months of Inventory

Percent Change from Prior Year

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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

20

Family Residence	20												
	0 Apr '17	May '17			Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	24.3
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15.9
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	53%







Absorption Rate

The percentage of inventory sold per month.

Filters Used

Family Residence

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single

10%	

5% ------

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%

Active/Pending/Sold Units

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

20

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

80	
60	
40	

	0												
	Apr '17	May '17			Aug '17						Feb '18	Mar '18	Apr '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	73
Pending	-	-	-	-	-	-	-	-	-	-	-	-	21
Sold	-	-	-	-	-	-	-	-	-	-	-	-	8







New Pending Sales

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

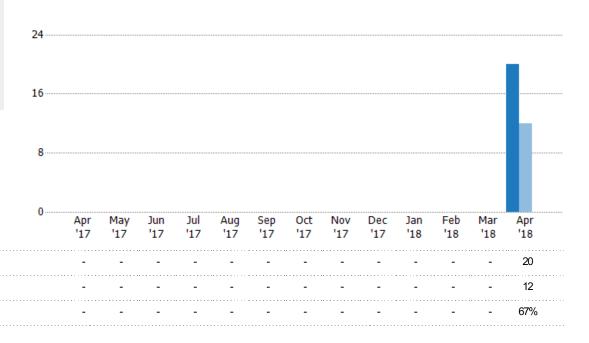
Filters Used

Current Year

Prior Year

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence



New Pending Sales Volume

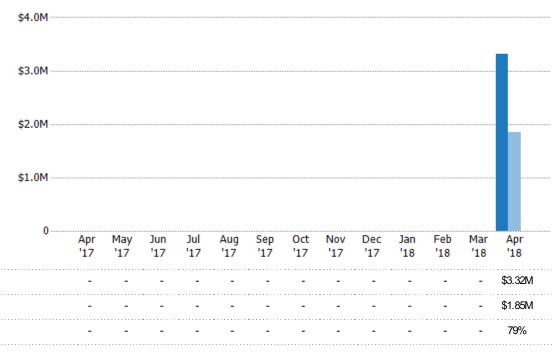
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

Percent Change from Prior Year

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

Percent Change from Prior Year



Current Year





Pending Sales

Family Residence

Current Year

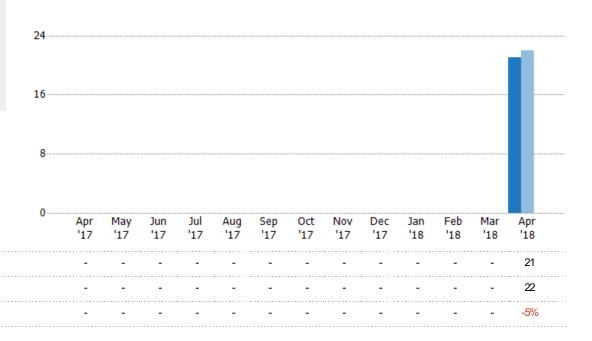
Prior Year

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

Property Type:
Condo/Townhouse/Apt, Single



Pending Sales Volume

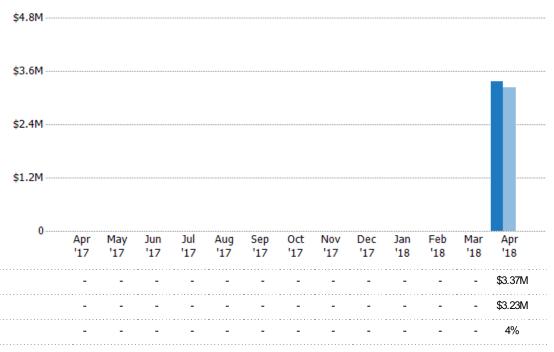
Percent Change from Prior Year

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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





Current Year

Percent Change from Prior Year





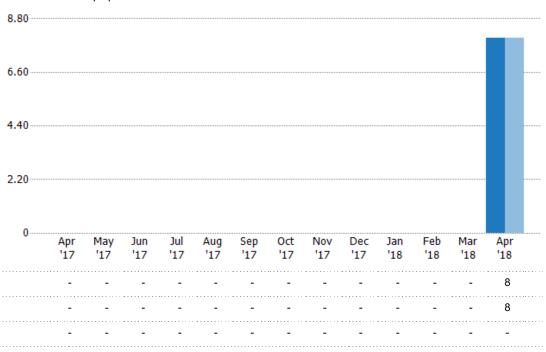
Closed Sales

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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



Closed Sales Volume

Current Year

PriorExtra Year

Prior Year

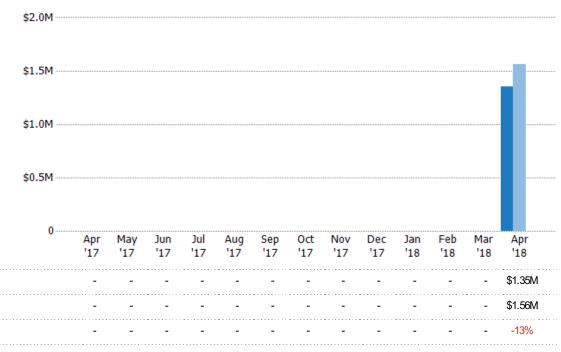
Filters Used

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

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year



Current Year



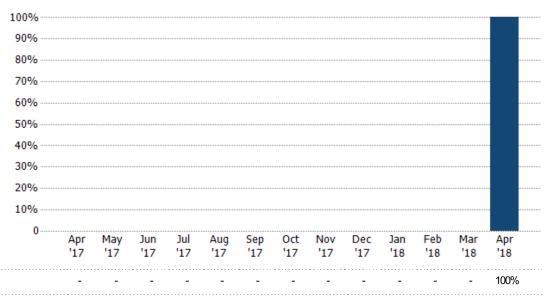


Closed Sales by Property Type

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



ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Family Residence

Current Year Prior Year

Percent Change from Prior Year

Single Family Residence

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

Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single

r Apr '18
\$169k
\$195k
-







Median Sales Price

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

Filters Used	\$200K
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
Family Residence	\$100K
	\$50K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$147K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$123K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	19%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month. \$200K

Eilters Used
ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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

Avg Sales Price as a % of Avg List Price

130K								
100K		 	 	 	 			
\$50K		 	 	 	 			
_	May '17				Jan '18	Feb '18	Mar '18	
_					Jan '18	Feb '18	Mar '18	Apr '18
_					Jan '18 -	Feb '18 -	Mar '18 -	'18



Avg List Price

Avg Sales 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. \$200K

Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$150K \$100K

\$50K

0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	- -	-	-		-			-	-	\$152K
-	-	-	-	-	-	-	-	-		-	-	\$147K
-	-	-	-	-	-	-	-	-	-	-	-	97%

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

Median List Price Median Sales Price

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Family Residence

50K												
3010												
•				Aua								AI
'17	'17	'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18	'1



Avg Est Value Avg Sales Price





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	\$200K												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$142K
Median Sales Price	_	-	-	-	-	-	-	-	-	-	-	-	\$152K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%



