

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	16	14	+14.3%	16	14	+14.3%
New Listing Volume	\$2,830,000	\$2,054,400	+37.8%	\$2,830,000	\$2,054,400	+37.8%
Active Listing Count	47	75	-37.3%	47	75	-37.3%
Active Listing Volume	\$9,609,800	\$12,261,380	-21.6%	\$9,609,800	\$12,261,380	-21.6%
Average Listing Price	\$204,464	\$163,485	+25.1%	\$204,464	\$163,485	+25.1%
Median Listing Price	\$175,000	\$139,950	+25%	\$175,000	\$139,950	+25%
Median Daysin RPR	83	206	-59.7%	83	206	-59.7%
Months of Inventory	_	_	-	9.4	10.7	-12.3%
Absorption Rate	_	_	+-	10.64%	9.33%	+1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	12	9	+33.3%	12	9	+33.3%
New Pending Sales Volume	\$1,614,400	\$1,399,900	+15.3%	\$1,614,400	\$1,399,900	+15.3%
Pending Sales Count	15	17	-11.8%	15	17	-11.8%
Pending Sales Volume	\$2,196,300	\$2,367,008	-7.2%	\$2,196,300	\$2,367,008	-7.2%
Closed Sales Count	4	5	-20%	4	5	-20%
Closed Sales Volume	\$598,900	\$548,250	+9.2%	\$598,900	\$548,250	+9.2%
Average Sales Price	\$149,725	\$109,650	+36.5%	\$149,725	\$109,650	+36.5%
Median Sales Price	\$147,450	\$109,400	+34.8%	\$147,450	\$109,400	+34.8%



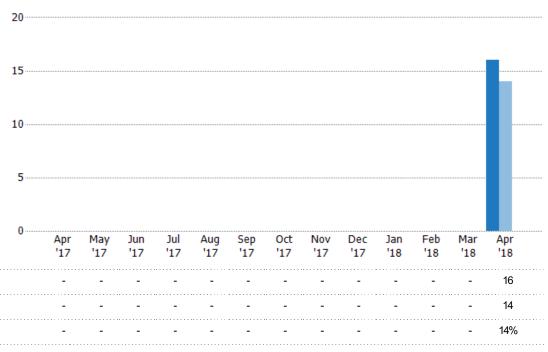




New Listings

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





New Listing Volume

Percent Change from Prior Year

Current Year

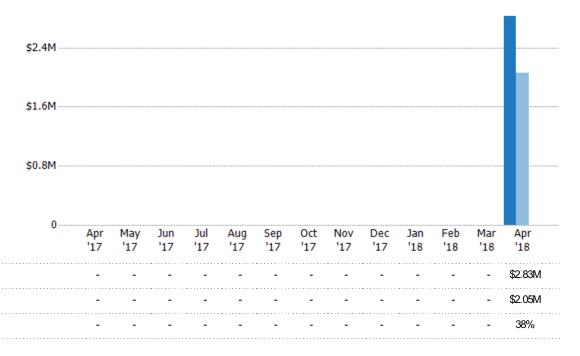
Prior Year

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



Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year





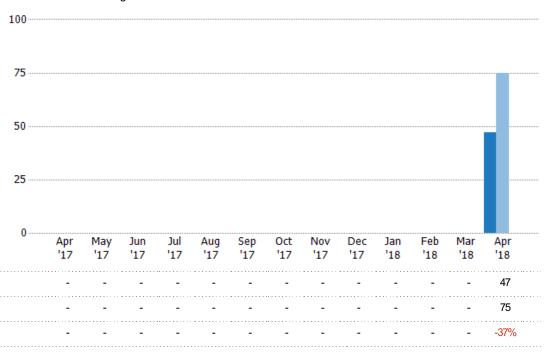
Active Listings

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863

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



Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

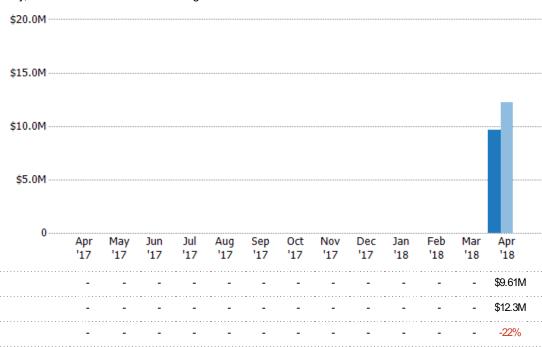
Filters Used

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

ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838,

Saint Johnsbury, VT 05858, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year





Current Year





Average Listing Price

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

	\$300K ······												
Filters Used ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
ranny reddone	\$150K												
	\$75K												
	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	_	-	-	-	-	-	-	-	-	-	-	-	\$204K
Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	\$163K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25%

Median Listing Price

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

\$200K

Filters Used	
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863	
Property Type: Condo/Townhouse/Apt, Single Family Residence	

50K		 		 	 	 		•••••
)0K		 		 	 	 		
50K		 		 	 	 		
0								
0 Apr '17	May '17		Aug '17			Feb	Mar '18	 Арі '18
Apr						Feb	Mar	Арі
Apr						Feb	Mar	Ap '18



Current Year
Prior Year

Percent Change from 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.

_ Avg Listing i noe		-	· · · · · · · · · · · · · · · · · · ·	-		-	-	-	-	-	· · · · · · · · · · · · · · · · · · ·	.	ΨΔΟ4Γ
Avg Listing Price												· · · · · · · · · · · · · · · · · ·	\$204K
Avg Est Value	-	_	_		-	-		-			_		\$183K
	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
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863	\$225K												
Filters Used	\$300K												*************

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	\$200K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	Apr	May	Jun		Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$144K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	122%







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	300												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
, , , , , , , , , , , , , , , , , , , ,	130												
	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
		_	-	-	-	-	-	-	-	-	-	-	206
Prior Year	-												

Months of Inventory

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

13....

	50
Filters Used	
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	38
Property Type: Condo/Townhouse/Apt, Single Family Residence	25

	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep	Oct	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	23.5
Prior Year	_	-	-	_	-	-	-	-	-	-	-	-	15
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	57%







Absorption Rate

The percentage of inventory sold per month.

Iters	

ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence

10%	

	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	-	-	-	-	-	-	-	-	-	-	-	-	7%
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.

13

Filters Used

ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence

50	
38	
25	

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
 -	-	-	-	-	-	-	-	-	-	-	-	47
 -	-	-	-	-	-	-	-	-	-	-	-	15
 -	-	-	-	-	-	-	-	-	-	-	-	4

Active
Pending
Sold





New Pending Sales

Family Residence

Current Year

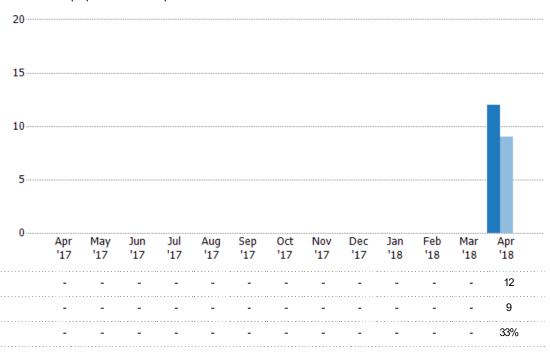
Prior Year

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863

Property Type:
Condo/Townhouse/Apt, Single



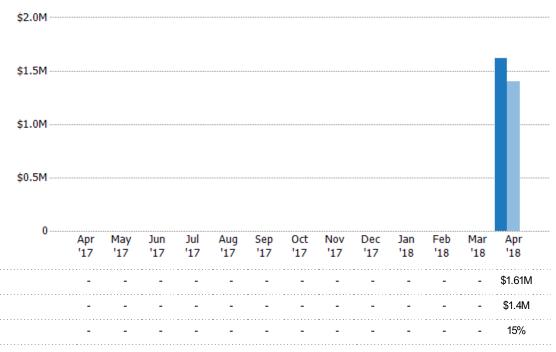
New Pending Sales Volume

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: Saint Johnsbury, VT 05819,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year





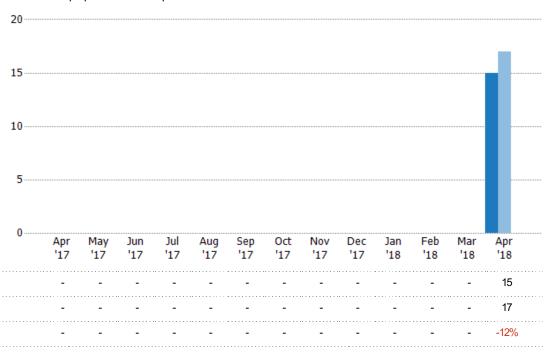
Pending Sales

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863

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



Pending Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

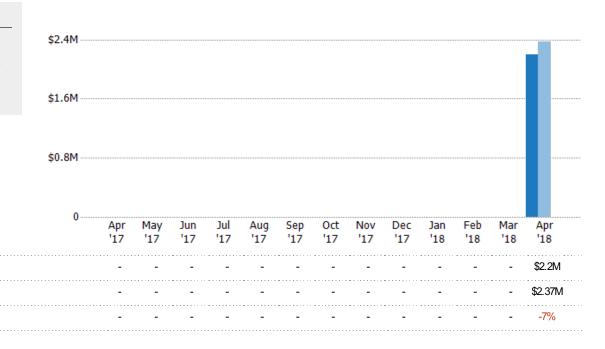
Filters Used

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.

ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863

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

Percent Change from Prior Year



Current Year

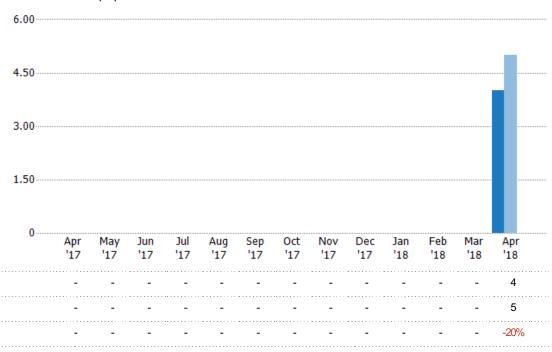




Closed Sales

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





Closed Sales Volume

Percent Change from Prior Year

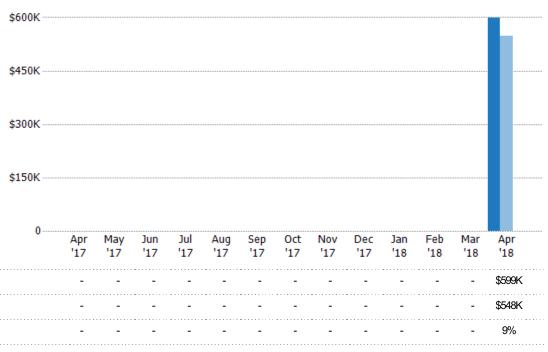
Current Year

Prior Year

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year



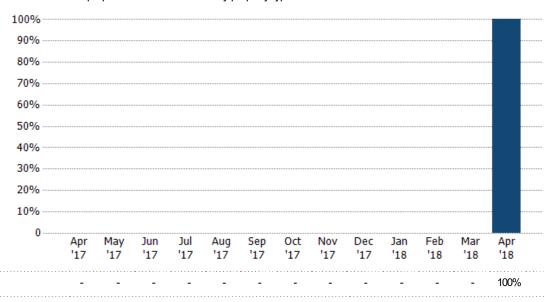


Closed Sales by Property Type

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



ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

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

_		
-1	Iters	Used

Current Year
Prior Year

Percent Change from Prior Year

ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$200K												
\$150K												
\$100K												
\$50K												
0												
Apr	May '17	Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
'17	'1/	'1/	'1/	'1/	'1/	'1/	'1/	'1/	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$150K
-	-	-	-	-	-	-	-	-	-	-	-	\$110K
-	-	-	-	-	-	- -	-	-	-	-	-	37%





\$109K



Market Data Report

Median Sales Price

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$147K
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
	0 Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	\$50K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	\$150K												
Filters Used	\$200K												

Average Sales Price vs Average Listing Price

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

i iileis Osed
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863
Property Type:

Avg Sales Price as a % of Avg List Price

Filters I lead

Family Residence

Avg List Price

Avg Sales Price

Percent Change from Prior Year

JK	 	 	 	 	 		
•		Aug '17				Mar	
•						Mar	







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: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$200K												
\$150K												
\$100K												
\$50K												
_	May '17										Mar	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 I	Used
-----------	------

Median List Price

Median Sales Price

ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 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

)K										
л										
)K			 				 			
0			 							
								Feb	Mar	,
	May '17		Aug '17							
								Feb	Mar	
		Jun '17	Aug '17	Sep '17	0ct '17 -	Nov '17	Jan '18	Feb '18	Mar '18	



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.

	Used

Filters Used	7												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	\$50K												************
	\$50K												
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	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
Median Est Value	0 Apr		Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17						
Median Est Value Median Sales Price	0 Apr		Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	Oct '17 -					'18	'18



