

## 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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	8	+12.5%	197	155	+27.1%
New Listing Volume	\$1,398,200	\$1,089,750	+28.3%	\$38,373,199	\$29,851,800	+28.5%
Active Listing Count	74	59	+25.4%	N/A	N/A	
Active Listing Volume	\$15,740,549	\$12,177,700	+29.3%	N/A	N/A	
Average Listing Price	\$212,710	\$206,402	+3.1%	\$213,465	\$199,617	+6.9%
Median Listing Price	\$177,000	\$197,000	-10.2%	\$188,427	\$179,832	+4.8%
Median Days in RPR	169.5	177	-4.2%	117.41	127.01	-7.6%
Months of Inventory	10.6	8.4	+25.4%	18.5	29.5	-37.3%
Absorption Rate	9.46%	11.86%	-2.4%	5.41%	3.39%	+2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	6	+16.7%	134	137	-2.2%
New Pending Sales Volume	\$1,406,300	\$678,250	+107.3%	\$24,220,800	\$23,070,508	+5%
Pending Sales Count	15	9	+66.7%	N/A	N/A	
Pending Sales Volume	\$2,487,100	\$1,164,050	+113.7%	N/A	N/A	
Closed Sales Count	8	4	+100%	106	116	-8.6%
Closed Sales Volume	\$889,800	\$764,500	+16.4%	\$18,989,265	\$18,770,786	+1.2%
Average Sales Price	\$111,225	\$191,125	-41.8%	\$179,144	\$161,817	+10.7%
Median Sales Price	\$117,450	\$191,000	-38.5%	\$159,793	\$154,504	+3.4%

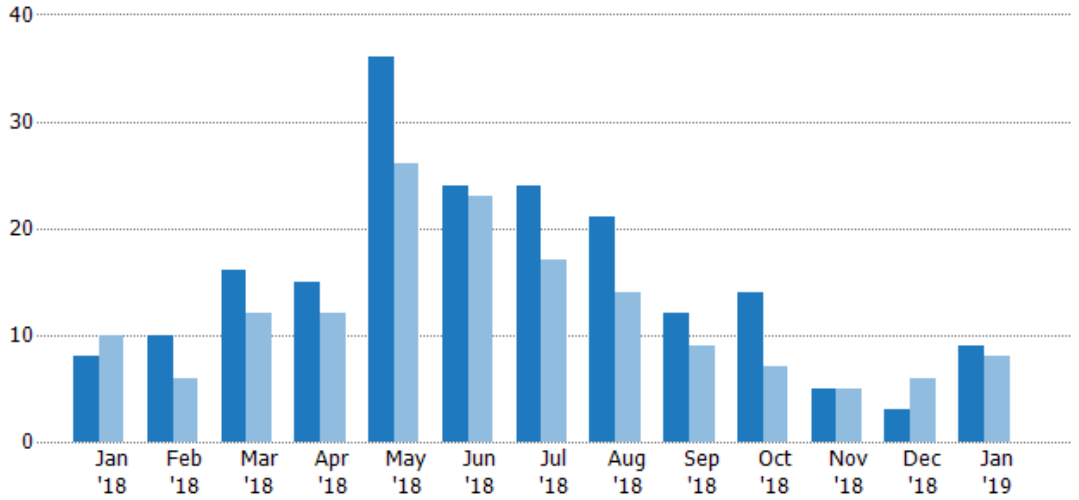
## New Listings

The number of new residential 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



Month/Year	Count	% Chg.
Jan '19	9	12.5%
Jan '18	8	-20%
Jan '17	10	-40%

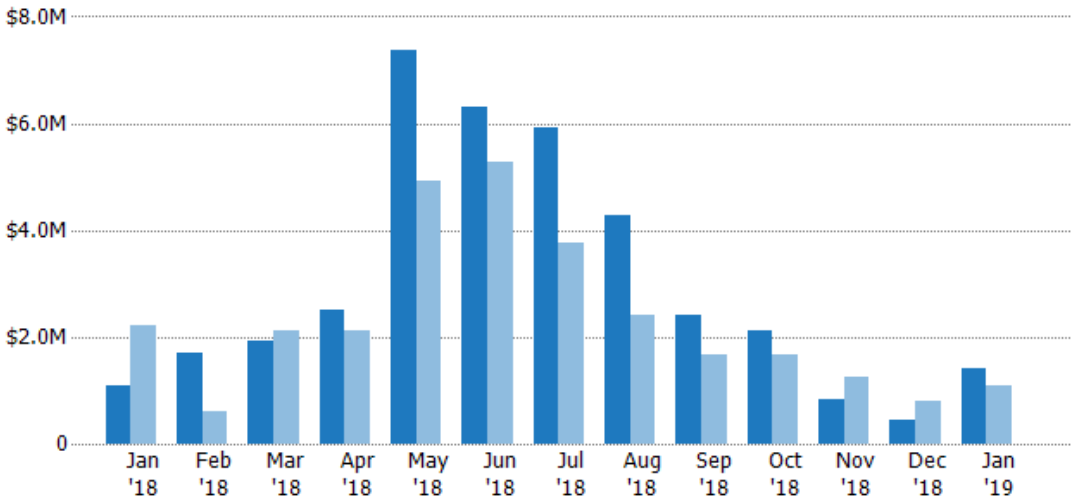
## New Listing Volume

The sum of the listing price of residential 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



Month/Year	Volume	% Chg.
Jan '19	\$1.4M	28.3%
Jan '18	\$1.09M	-51.1%
Jan '17	\$2.23M	-72%

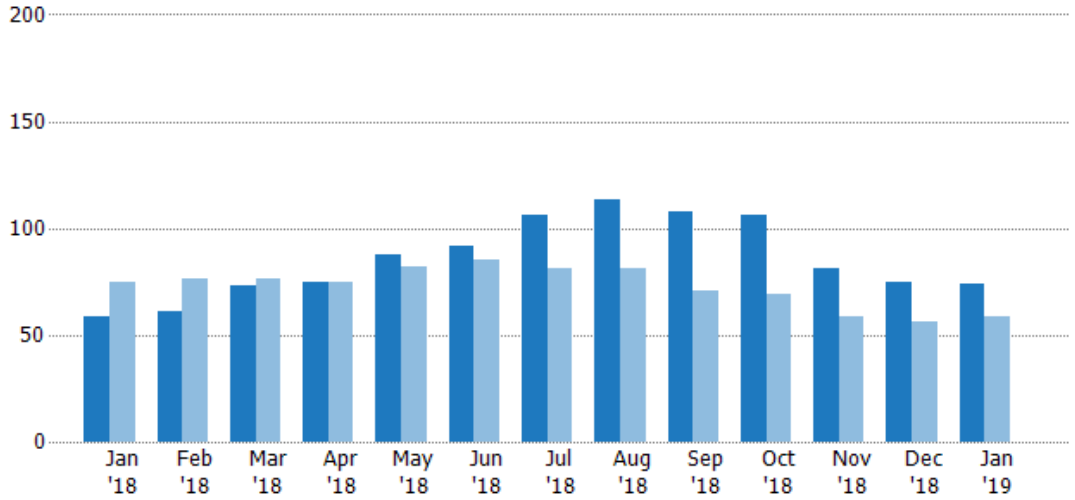
## Active Listings

The number of active residential 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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jan '19	74	59	25.4%
Jan '18	59	75	-21.3%
Jan '17	75	82	-9.3%

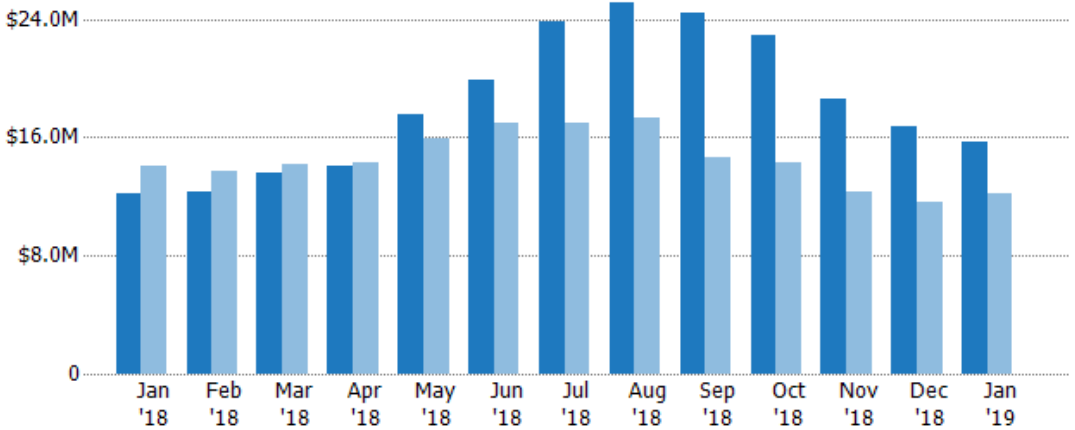
## Active Listing Volume

The sum of the listing price of active residential 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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jan '19	\$15.7M	\$12.2M	29.3%
Jan '18	\$12.2M	\$14.1M	-13.6%
Jan '17	\$14.1M	\$15.9M	-3.8%

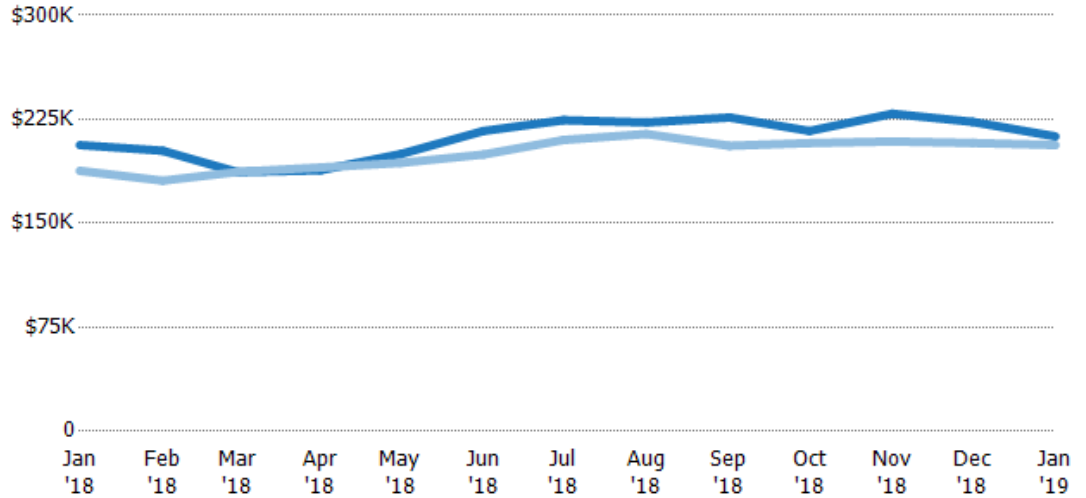
## Average Listing Price

The average listing price of active residential 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

Month/ Year	Price	% Chg.
Jan '19	\$213K	3.1%
Jan '18	\$206K	9.9%
Jan '17	\$188K	6.1%



Current Year	\$206K	\$202K	\$187K	\$188K	\$200K	\$217K	\$224K	\$223K	\$226K	\$217K	\$229K	\$223K	\$213K
Prior Year	\$188K	\$181K	\$187K	\$190K	\$194K	\$200K	\$210K	\$214K	\$206K	\$208K	\$209K	\$208K	\$206K
Percent Change from Prior Year	10%	12%	0%	-1%	3%	9%	7%	4%	10%	4%	10%	7%	3%

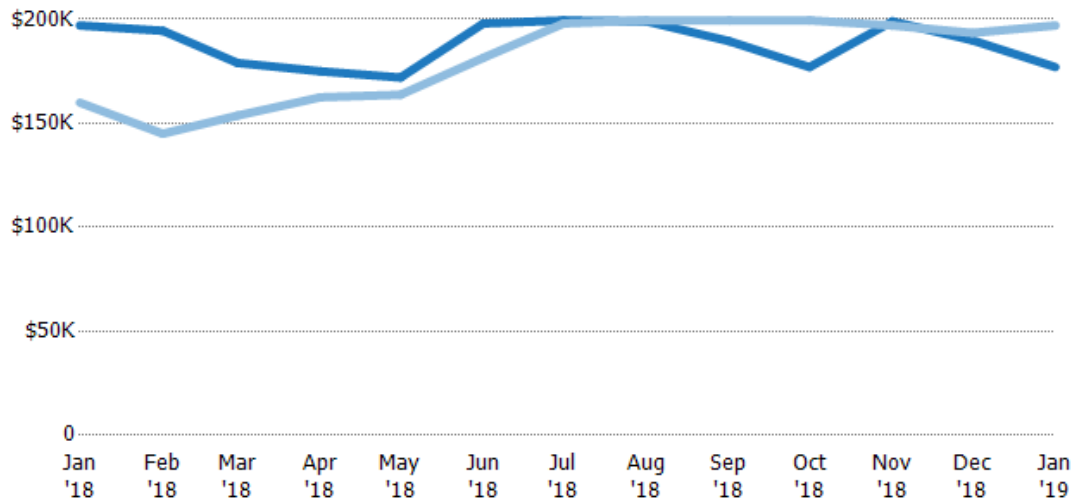
## Median Listing Price

The median listing price of active residential 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

Month/ Year	Price	% Chg.
Jan '19	\$177K	-10.2%
Jan '18	\$197K	23.2%
Jan '17	\$160K	10.4%



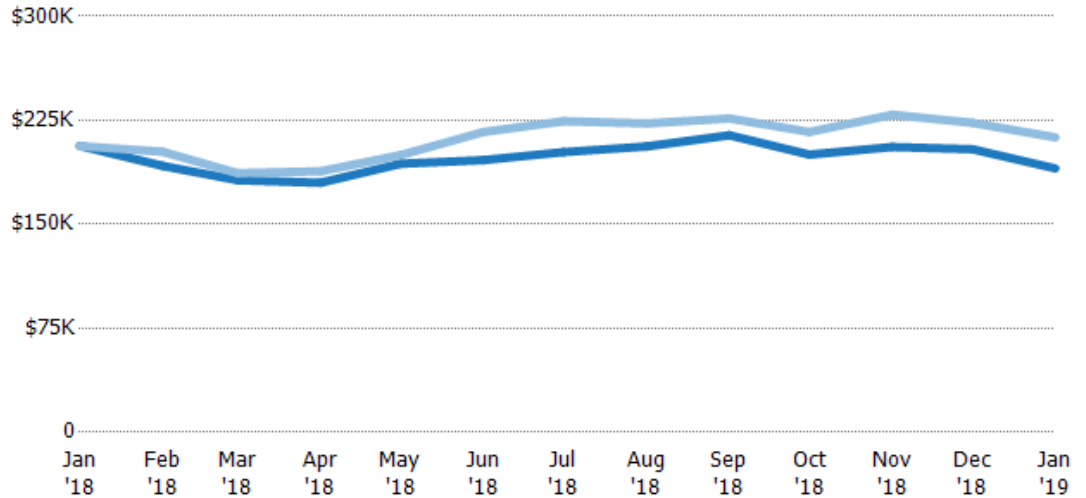
Current Year	\$197K	\$195K	\$179K	\$175K	\$172K	\$198K	\$199K	\$199K	\$189K	\$177K	\$199K	\$190K	\$177K
Prior Year	\$160K	\$145K	\$154K	\$163K	\$164K	\$182K	\$198K	\$200K	\$200K	\$200K	\$197K	\$193K	\$197K
Percent Change from Prior Year	23%	34%	16%	8%	5%	9%	1%	0%	-5%	-11%	1%	-2%	-10%

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



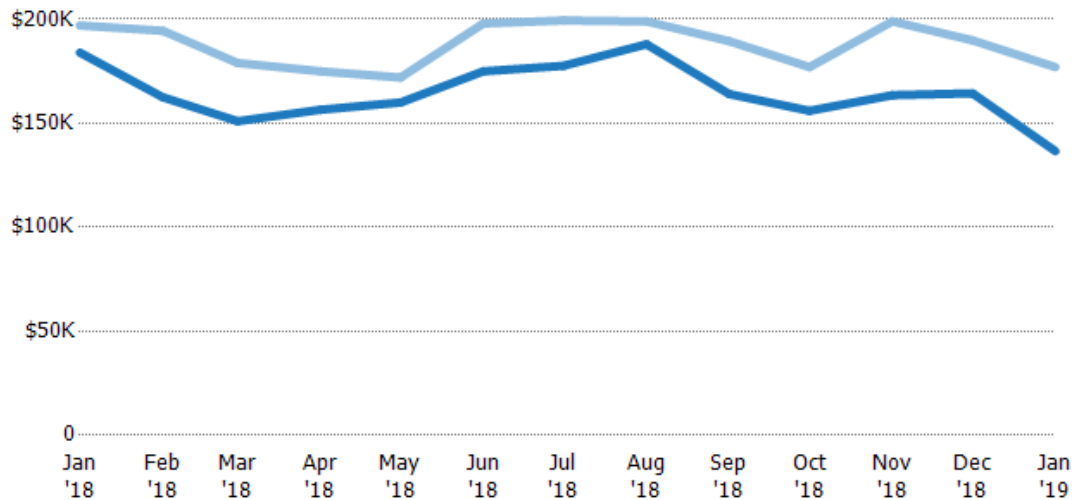
Avg Est Value	\$207K	\$192K	\$182K	\$180K	\$194K	\$196K	\$202K	\$206K	\$214K	\$200K	\$206K	\$204K	\$190K
Avg Listing Price	\$206K	\$202K	\$187K	\$188K	\$200K	\$217K	\$224K	\$223K	\$226K	\$217K	\$229K	\$223K	\$213K
Avg Listing Price as a % of Avg Est Value	100%	105%	103%	105%	103%	110%	111%	108%	106%	108%	111%	109%	112%

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



Median Est Value	\$184K	\$163K	\$151K	\$157K	\$160K	\$175K	\$178K	\$188K	\$164K	\$156K	\$164K	\$164K	\$137K
Median Listing Price	\$197K	\$195K	\$179K	\$175K	\$172K	\$198K	\$199K	\$199K	\$189K	\$177K	\$199K	\$190K	\$177K
Med Listing Price as a % of Med Est Value	107%	120%	119%	112%	108%	113%	112%	106%	115%	113%	122%	116%	130%

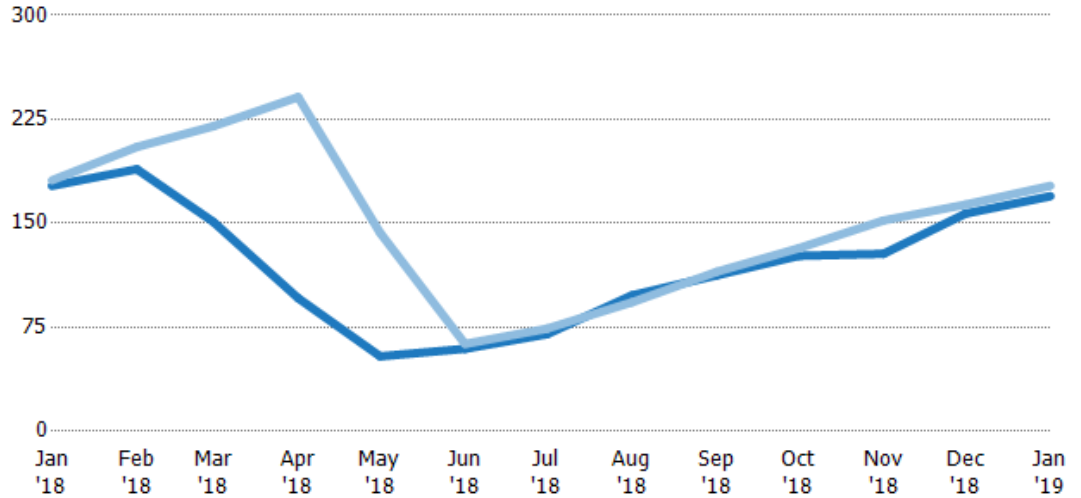
## Median Days in RPR

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

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

Month/ Year	Days	% Chg.
Jan '19	170	-4.2%
Jan '18	177	-2.2%
Jan '17	181	7.2%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	177	189	151	96	54	59.5	70	98	113	127	128	157	170
Prior Year	181	205	220	241	143	63	74	93	115	132	152	164	177
Percent Change from Prior Year	-2%	-8%	-31%	-60%	-62%	-6%	-5%	5%	-2%	-4%	-16%	-4%	-4%

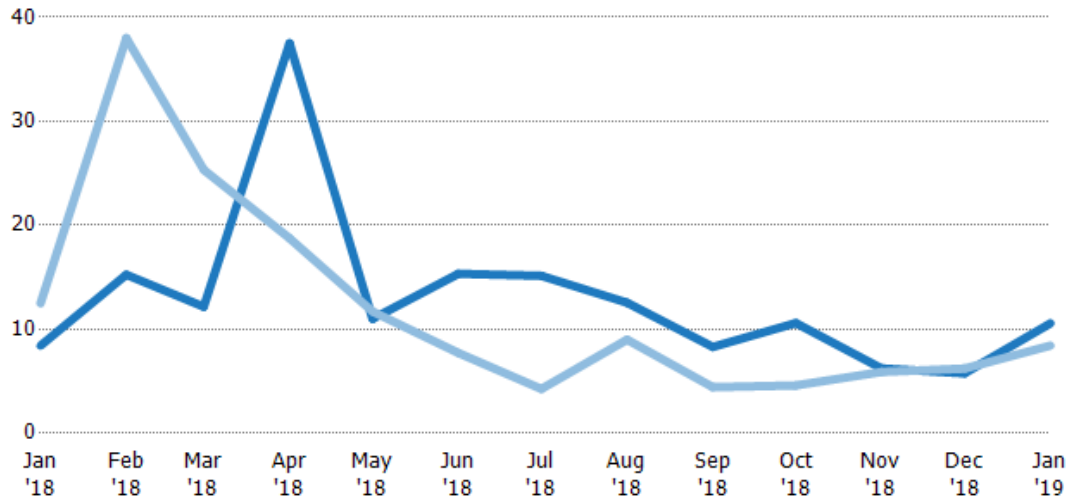
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Jan '19	10.6	25.4%
Jan '18	8.43	-32.6%
Jan '17	12.5	8.8%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	8.43	15.3	12.2	37.5	11	15.3	15.1	12.6	8.31	10.6	6.23	5.77	10.6
Prior Year	12.5	38	25.3	18.8	11.7	7.73	4.26	9	4.44	4.6	5.9	6.22	8.43
Percent Change from Prior Year	-33%	-60%	-52%	100%	-6%	98%	255%	40%	87%	130%	6%	-7%	25%

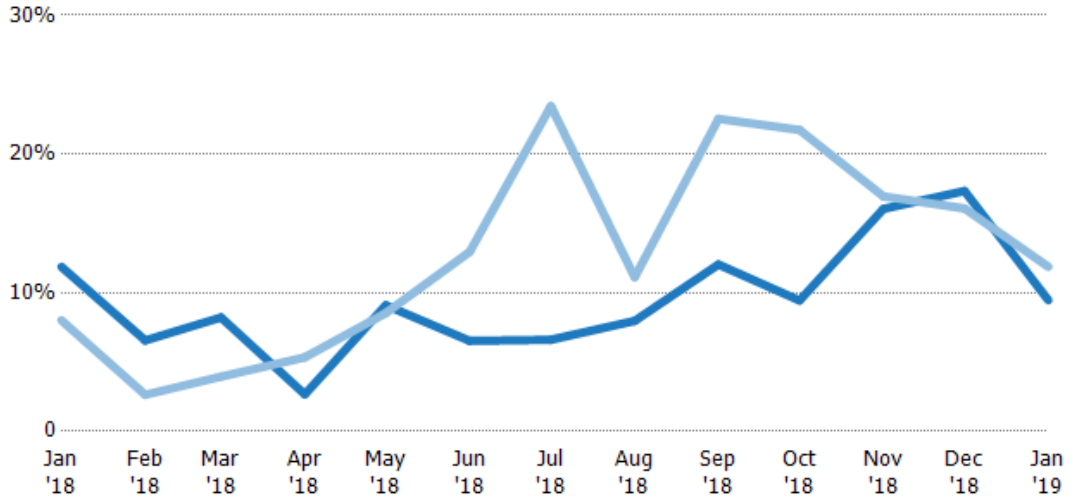
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
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VT 05873

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



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	12%	7%	8%	3%	9%	7%	7%	8%	12%	9%	16%	17%	9%
Prior Year	8%	3%	4%	5%	9%	13%	23%	11%	23%	22%	17%	16%	12%
Change from Prior Year	-4%	-4%	-4%	3%	-1%	6%	17%	3%	11%	12%	1%	-1%	2%

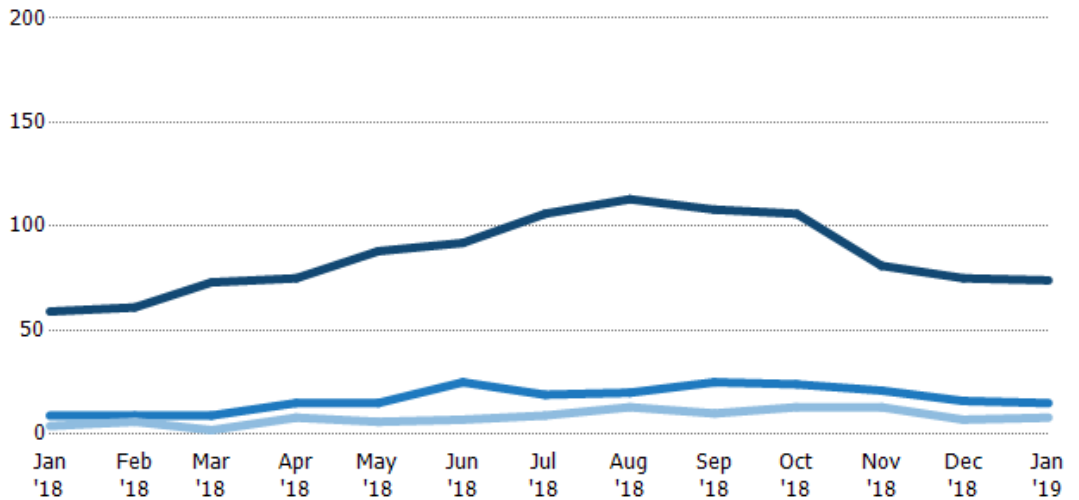
## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



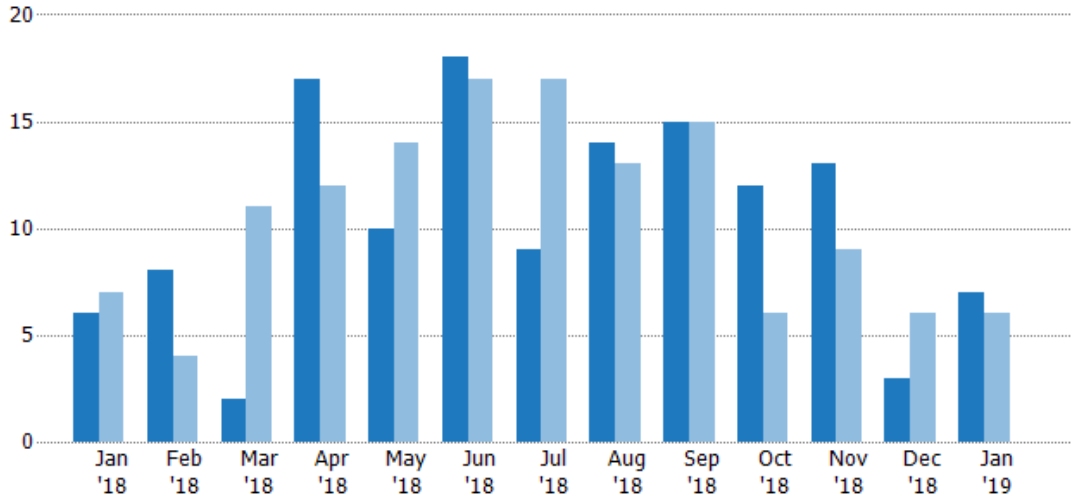
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	59	61	73	75	88	92	106	113	108	106	81	75	74
Pending	9	9	9	15	15	25	19	20	25	24	21	16	15
Sold	4	6	2	8	6	7	9	13	10	13	13	7	8

## New Pending Sales

The number of residential properties with accepted offers 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



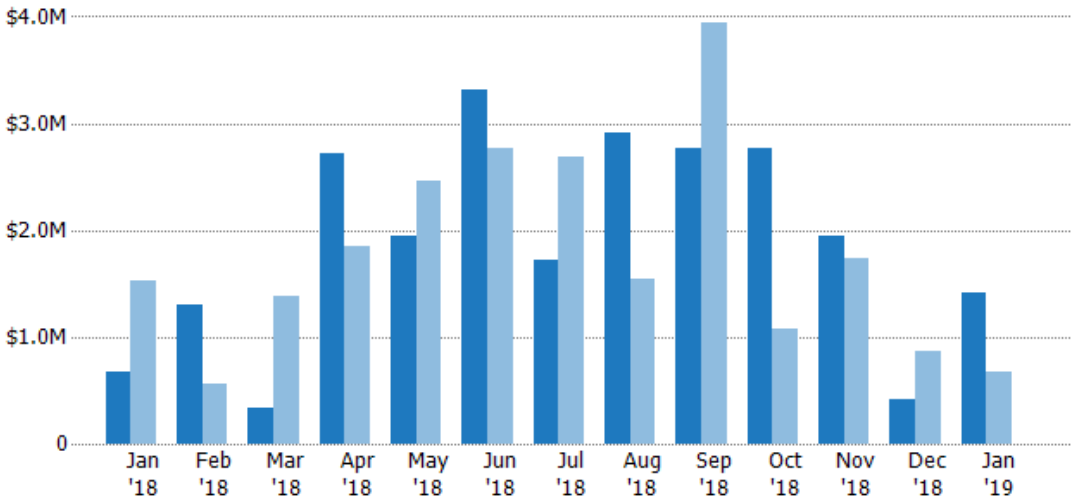
Month/Year	Count	% Chg.
Jan '19	7	16.7%
Jan '18	6	-14.3%
Jan '17	7	-28.6%

## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers 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



Month/Year	Volume	% Chg.
Jan '19	\$1.41M	107.3%
Jan '18	\$678K	-55.8%
Jan '17	\$1.53M	-54.2%



## Pending Sales

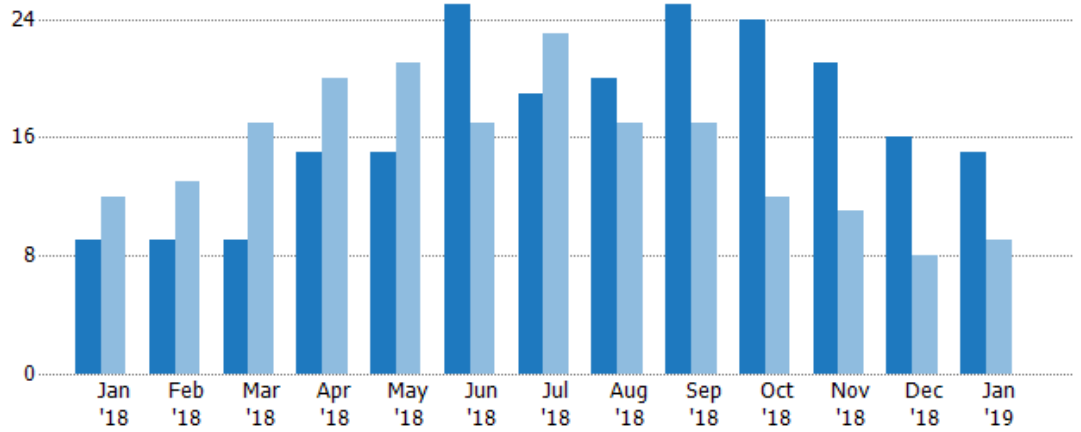
The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Jan '19	15	66.7%
Jan '18	9	-25%
Jan '17	12	0%



Current Year	9	9	9	15	15	25	19	20	25	24	21	16	15
Prior Year	12	13	17	20	21	17	23	17	17	12	11	8	9
Percent Change from Prior Year	-25%	-31%	-47%	-25%	-29%	47%	-17%	18%	47%	100%	91%	100%	67%

## Pending Sales Volume

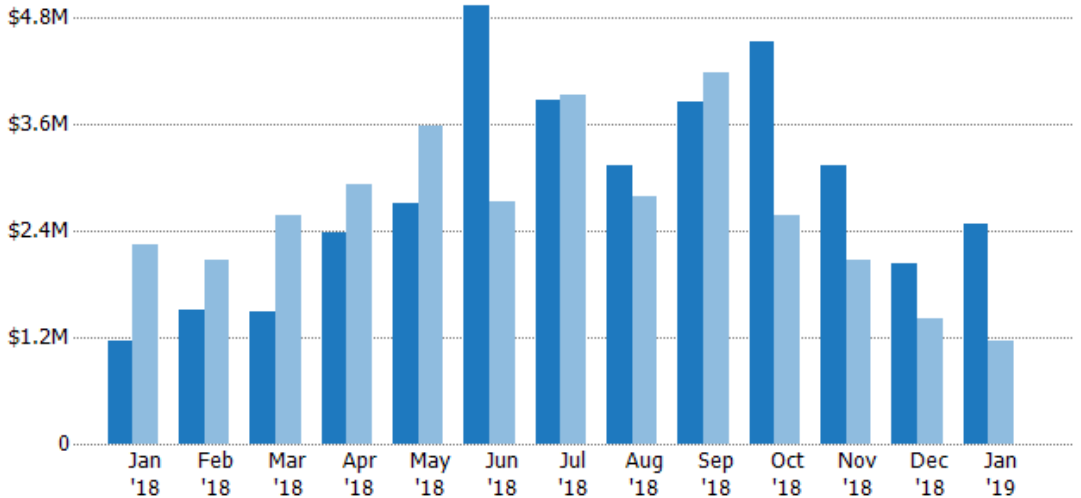
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Jan '19	\$2.49M	113.7%
Jan '18	\$1.16M	-48.3%
Jan '17	\$2.25M	-22.1%



Current Year	\$1.16M	\$1.52M	\$1.48M	\$2.39M	\$2.72M	\$4.95M	\$3.88M	\$3.13M	\$3.85M	\$4.53M	\$3.14M	\$2.03M	\$2.49M
Prior Year	\$2.25M	\$2.08M	\$2.58M	\$2.92M	\$3.58M	\$2.72M	\$3.94M	\$2.8M	\$4.19M	\$2.58M	\$2.08M	\$1.42M	\$1.16M
Percent Change from Prior Year	-48%	-27%	-42%	-18%	-24%	82%	-2%	12%	-8%	76%	51%	43%	114%

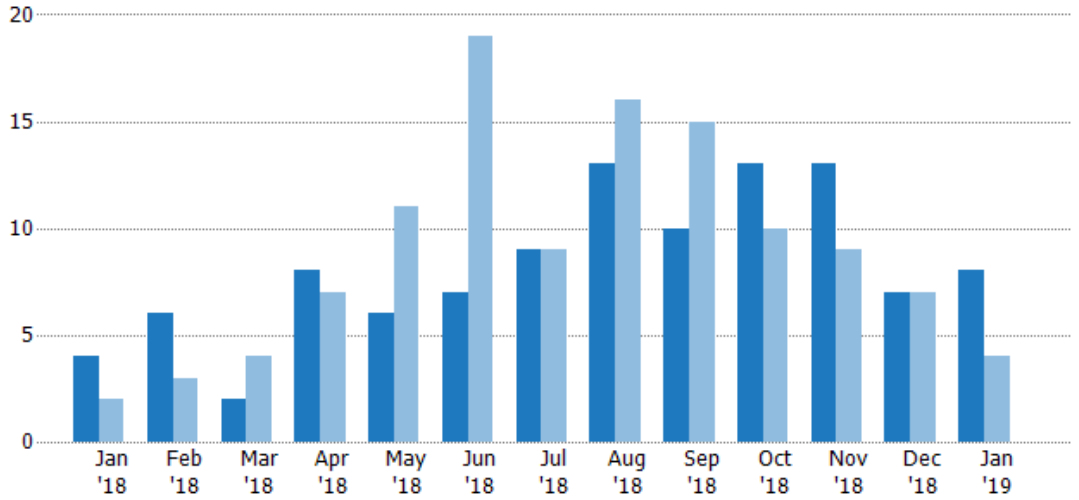
## Closed Sales

The total number of residential 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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jan '19	8	4	100%
Jan '18	4	4	100%
Jan '17	2	2	50%

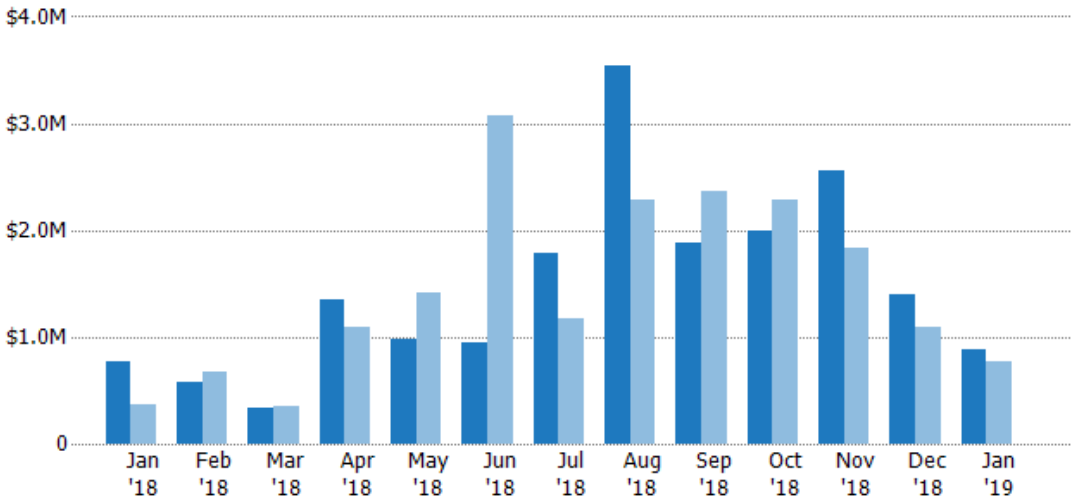
## Closed Sales Volume

The sum of the sales price of residential 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



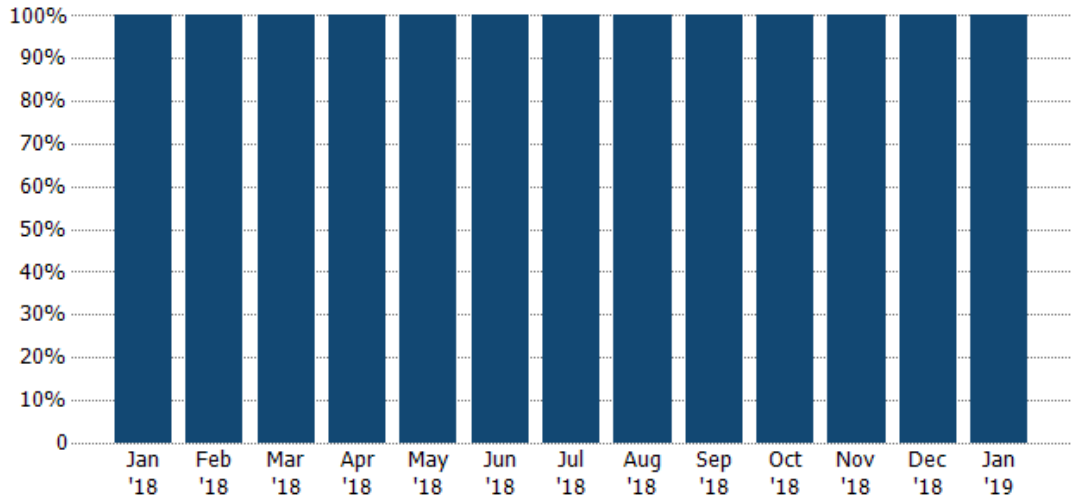
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jan '19	\$890K	\$765K	16.4%
Jan '18	\$765K	\$765K	107.7%
Jan '17	\$368K	\$368K	-0.8%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

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



■ Single Family Residence

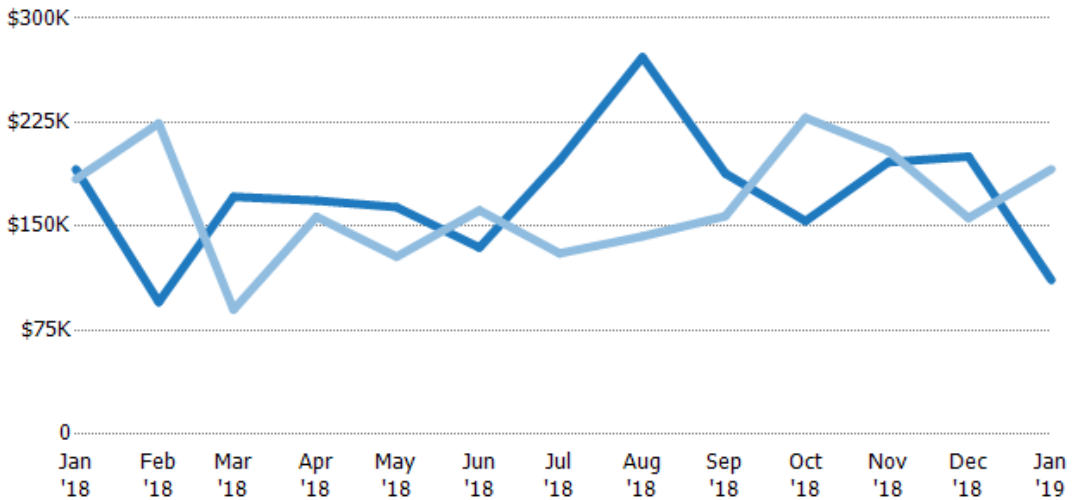
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## Average Sales Price

The average sales price of the residential 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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$191K \$95.3K \$171K \$169K \$164K \$135K \$198K \$272K \$188K \$154K \$196K \$200K \$111K  
 \$184K \$224K \$89.9K \$157K \$128K \$161K \$130K \$143K \$157K \$228K \$204K \$156K \$191K  
 4% -57% 91% 7% 28% -17% 51% 91% 20% -33% -4% 28% -42%

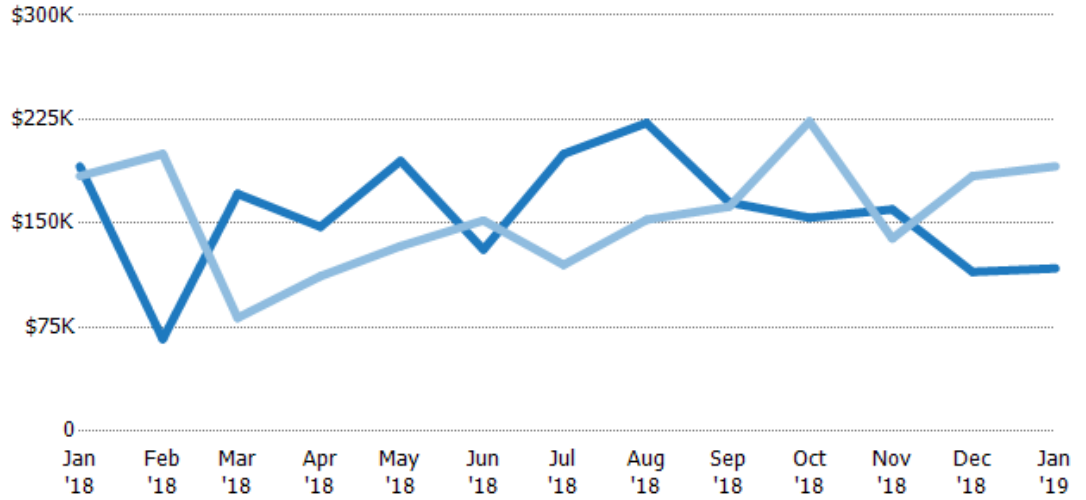
## Median Sales Price

The median sales price of the residential 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

Month/ Year	Price	% Chg.
Jan '19	\$117K	-38.5%
Jan '18	\$191K	3.8%
Jan '17	\$184K	-27.2%



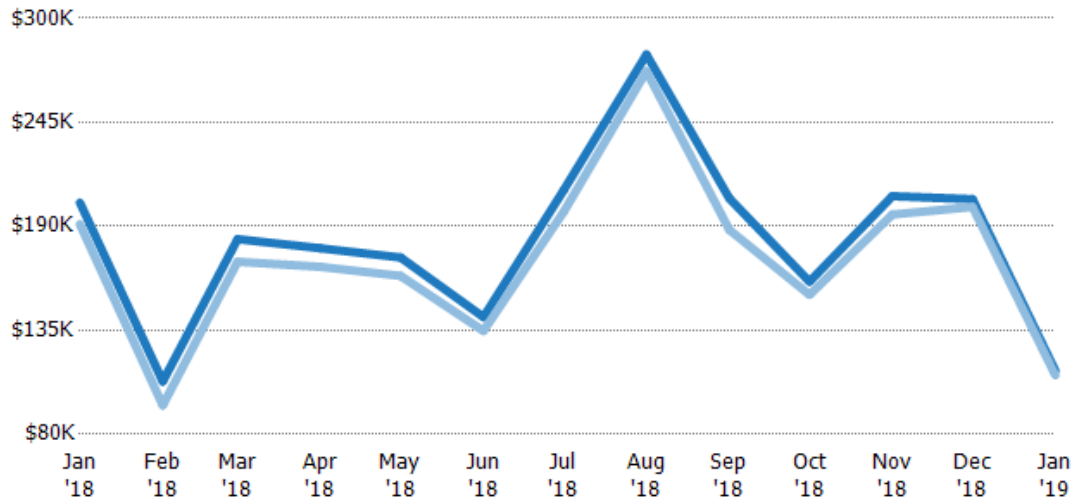
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$191K	\$66.5K	\$171K	\$147K	\$195K	\$131K	\$200K	\$222K	\$165K	\$154K	\$160K	\$115K	\$117K
Prior Year	\$184K	\$200K	\$81.8K	\$112K	\$134K	\$152K	\$120K	\$153K	\$162K	\$224K	\$139K	\$184K	\$191K
Percent Change from Prior Year	4%	-67%	109%	32%	46%	-14%	67%	46%	2%	-31%	15%	-38%	-39%

## 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

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



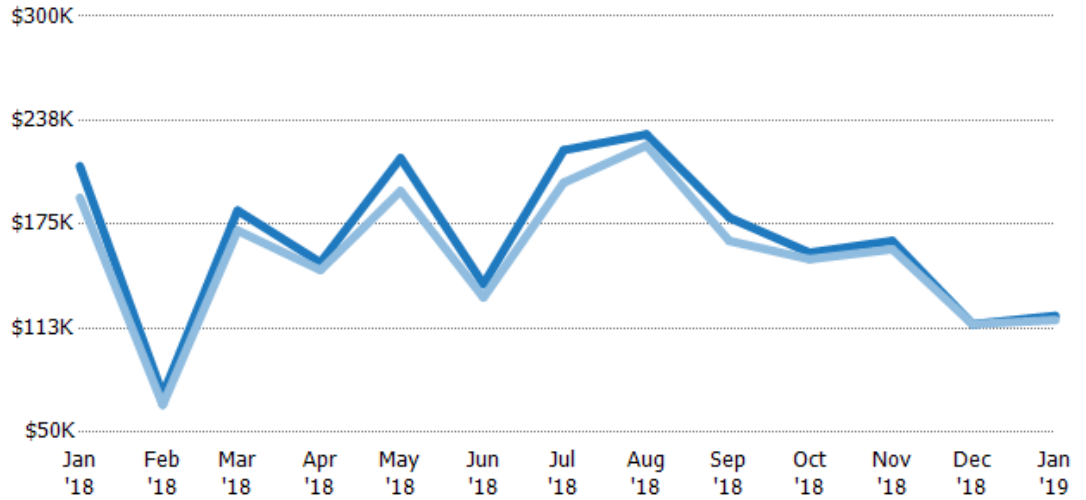
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg List Price	\$203K	\$108K	\$183K	\$178K	\$173K	\$142K	\$209K	\$281K	\$205K	\$161K	\$206K	\$204K	\$114K
Avg Sales Price	\$191K	\$95.3K	\$171K	\$169K	\$164K	\$135K	\$198K	\$272K	\$188K	\$154K	\$196K	\$200K	\$111K
Avg Sales Price as a % of Avg List Price	94%	88%	93%	94%	94%	95%	95%	97%	92%	96%	95%	98%	98%

## 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,  
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Property Type:  
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Family Residence



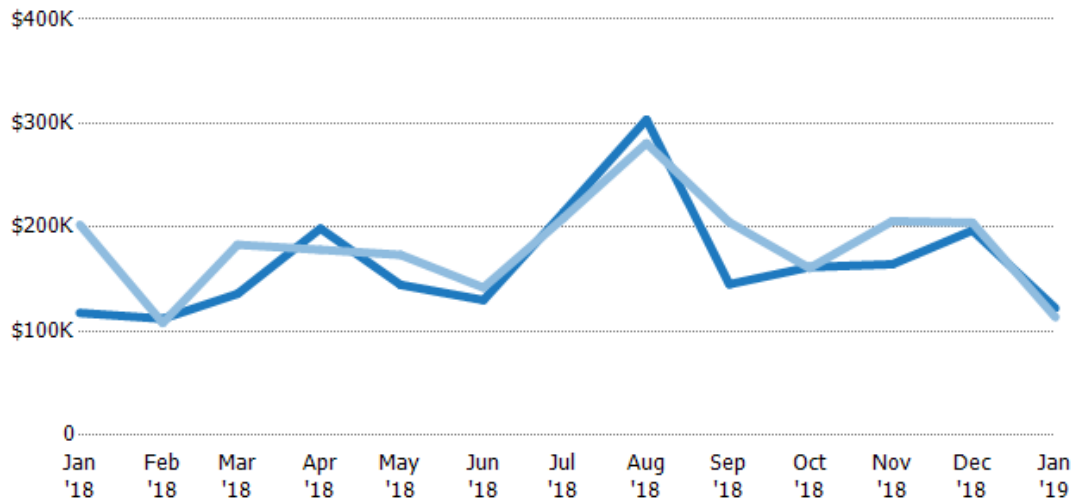
Median List Price	\$210K	\$72.4K	\$183K	\$152K	\$215K	\$139K	\$220K	\$229K	\$179K	\$158K	\$165K	\$115K	\$120K
Median Sales Price	\$191K	\$66.5K	\$171K	\$147K	\$195K	\$131K	\$200K	\$222K	\$165K	\$154K	\$160K	\$115K	\$117K
Med Sales Price as a % of Med List Price	91%	92%	93%	97%	91%	94%	91%	97%	92%	98%	97%	100%	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.

### Filters Used

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



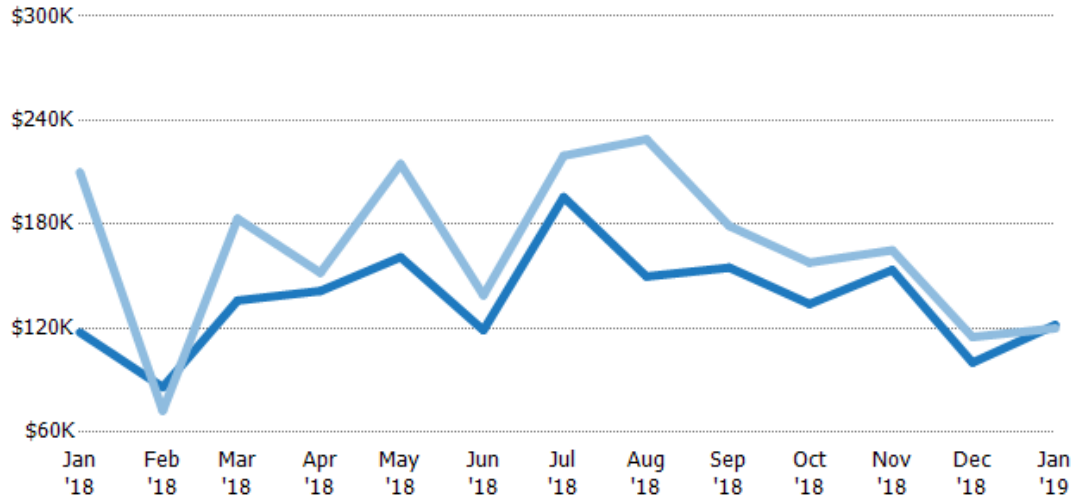
Avg Est Value	\$118K	\$112K	\$136K	\$199K	\$145K	\$130K	\$215K	\$304K	\$145K	\$162K	\$164K	\$197K	\$122K
Avg Sales Price	\$203K	\$108K	\$183K	\$178K	\$173K	\$142K	\$209K	\$281K	\$205K	\$161K	\$206K	\$204K	\$114K
Avg Sales Price as a % of Avg Est Value	172%	96%	135%	90%	120%	109%	97%	93%	141%	99%	125%	104%	93%

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



Median Est Value	\$118K	\$86K	\$136K	\$142K	\$161K	\$119K	\$196K	\$150K	\$155K	\$134K	\$154K	\$100K	\$122K
Median Sales Price	\$210K	\$72.4K	\$183K	\$152K	\$215K	\$139K	\$220K	\$229K	\$179K	\$158K	\$165K	\$115K	\$120K
Med Sales Price as a % of Med Est Value	179%	84%	135%	107%	133%	117%	112%	153%	116%	118%	107%	115%	98%