

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	10	+—	19	18	+5.6%
New Listing Volume	\$981,555	\$1,709,500	-42.6%	\$2,379,755	\$2,914,250	-18.3%
Active Listing Count	73	70	+4.3%	N/A	N/A	
Active Listing Volume	\$14,573,205	\$13,865,900	+5.1%	N/A	N/A	
Average Listing Price	\$199,633	\$198,084	+0.8%	\$205,022	\$198,870	+3.1%
Median Listing Price	\$150,000	\$184,000	-18.5%	\$162,618	\$186,518	-12.8%
Median Days in RPR	190	210	-9.5%	181.38	206	-11.9%
Months of Inventory	9.1	17.5	-47.9%	12.3	23.5	-47.5%
Absorption Rate	10.96%	5.71%	+5.2%	8.11%	4.26%	+3.9%
Sales Activity Charts Metrics						
New Pending Sales Count	5	8	-37.5%	12	15	-20%
New Pending Sales Volume	\$673,899	\$1,295,400	-48%	\$2,080,199	\$2,053,600	+1.3%
Pending Sales Count	12	10	+20%	N/A	N/A	
Pending Sales Volume	\$2,143,299	\$1,763,200	+21.6%	N/A	N/A	
Closed Sales Count	5	8	-37.5%	13	12	+8.3%
Closed Sales Volume	\$568,500	\$916,400	-38%	\$1,458,300	\$1,680,900	-13.2%
Average Sales Price	\$113,700	\$114,550	-0.7%	\$112,177	\$140,075	-19.9%
Median Sales Price	\$147,000	\$74,100	+98.4%	\$128,815	\$113,067	+13.9%

New Listings

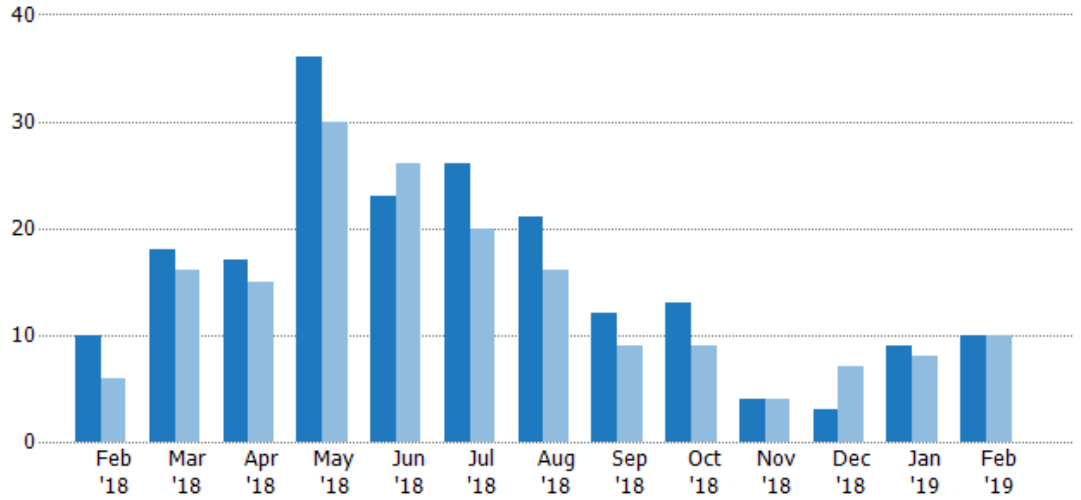
The number of new residential listings that were added each month.

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.
Feb '19	10	0%
Feb '18	10	66.7%
Feb '17	6	16.7%



Current Year	10	18	17	36	23	26	21	12	13	4	3	9	10
Prior Year	6	16	15	30	26	20	16	9	9	4	7	8	10
Percent Change from Prior Year	67%	13%	13%	20%	-12%	30%	31%	33%	44%	0%	-57%	13%	0%

New Listing Volume

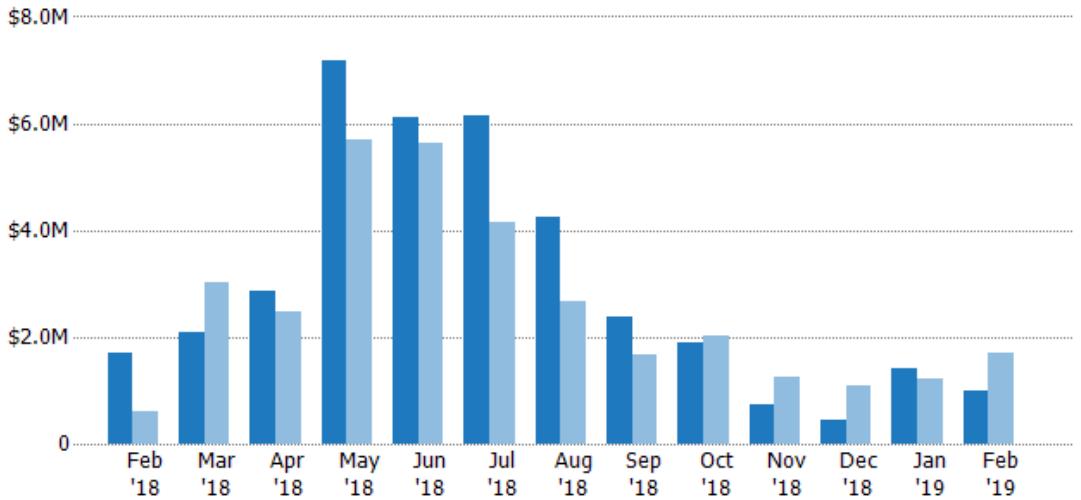
The sum of the listing price of residential listings that were added each month.

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.
Feb '19	\$982K	-42.6%
Feb '18	\$1.71M	182.6%
Feb '17	\$605K	139.3%



Current Year	\$1.71M	\$2.09M	\$2.87M	\$7.16M	\$6.1M	\$6.14M	\$4.25M	\$2.38M	\$1.89M	\$724K	\$454K	\$1.4M	\$982K
Prior Year	\$605K	\$3.01M	\$2.47M	\$5.68M	\$5.64M	\$4.14M	\$2.66M	\$1.67M	\$2.03M	\$1.24M	\$1.09M	\$1.2M	\$1.71M
Percent Change from Prior Year	183%	-31%	16%	26%	8%	48%	60%	43%	-7%	-42%	-58%	16%	-43%

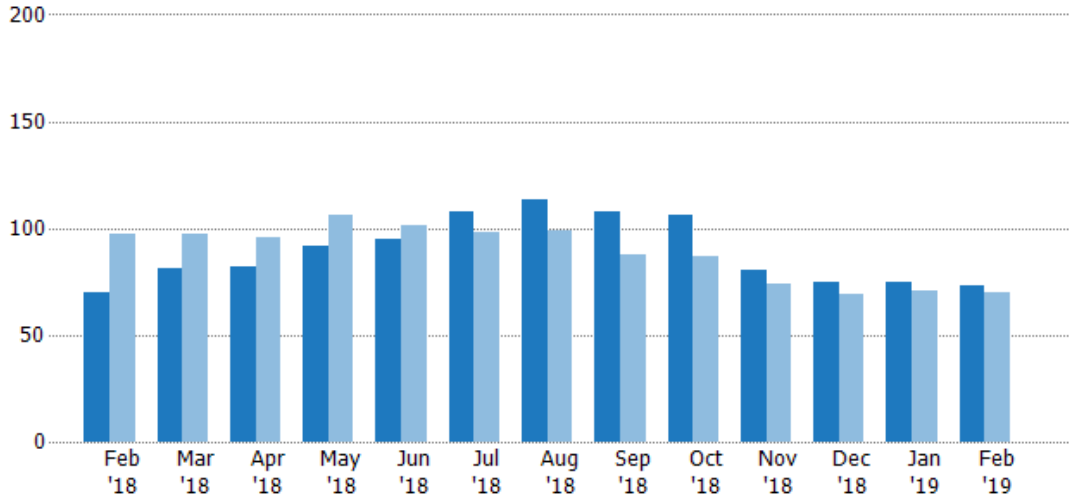
Active Listings

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
Feb '19	73	70	4.3%
Feb '18	70	97	-27.8%
Feb '17	97	97	-19.6%

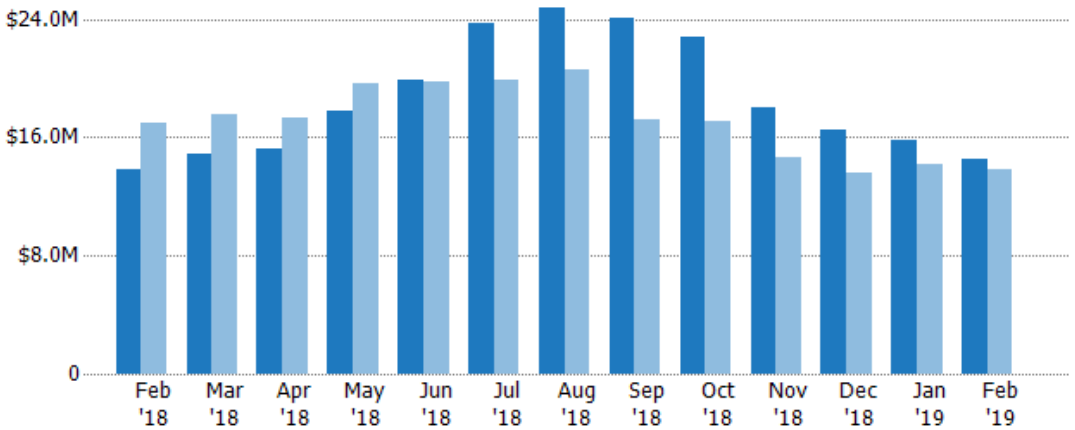
Active Listing Volume

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



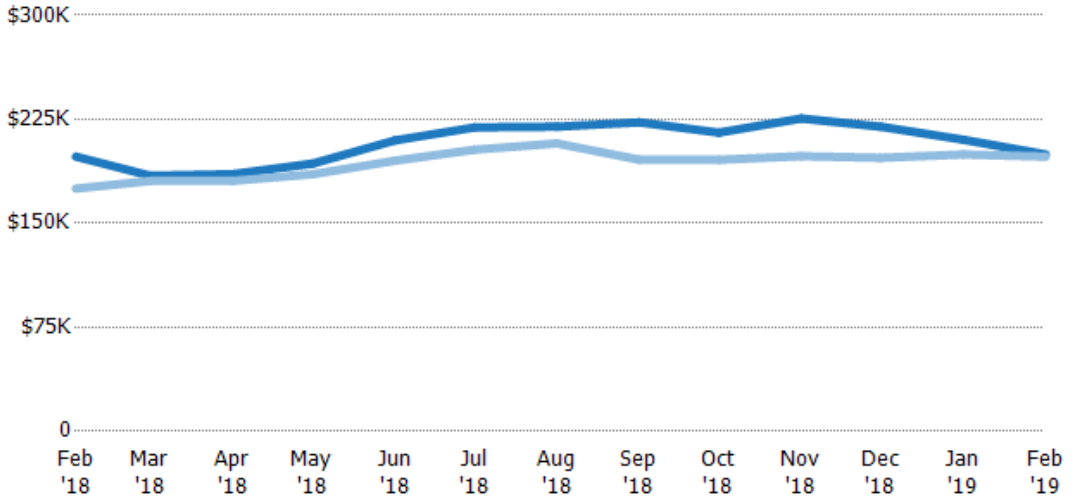
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	\$14.6M	\$13.9M	5.1%
Feb '18	\$13.9M	\$17M	-18.3%
Feb '17	\$17M	\$17M	-9.2%

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



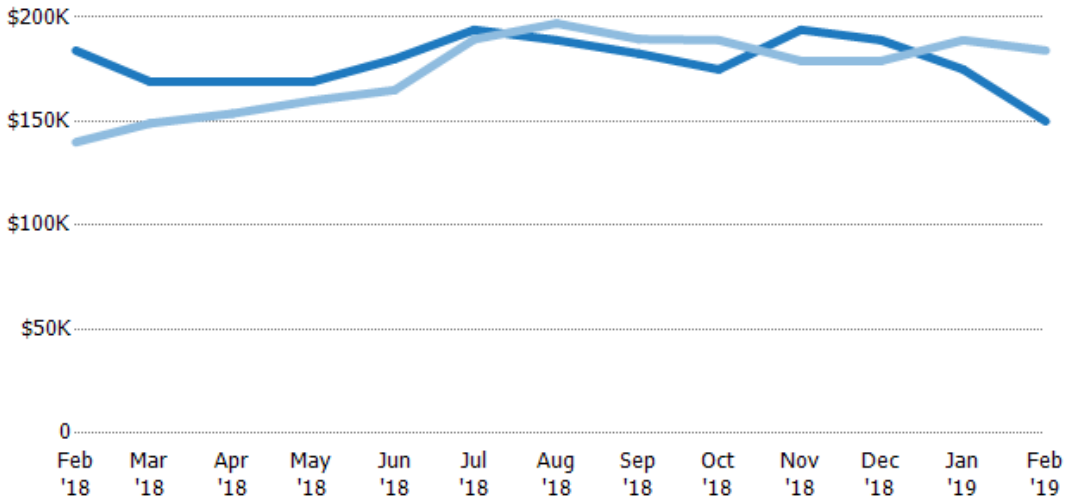
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '18	\$198K	\$175K	13%
Mar '18	\$184K	\$181K	2%
Apr '18	\$185K	\$181K	3%
May '18	\$193K	\$185K	4%
Jun '18	\$210K	\$195K	8%
Jul '18	\$219K	\$203K	8%
Aug '18	\$220K	\$208K	6%
Sep '18	\$223K	\$196K	14%
Oct '18	\$215K	\$196K	10%
Nov '18	\$226K	\$198K	14%
Dec '18	\$220K	\$197K	11%
Jan '19	\$210K	\$200K	5%
Feb '19	\$200K	\$198K	1%

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



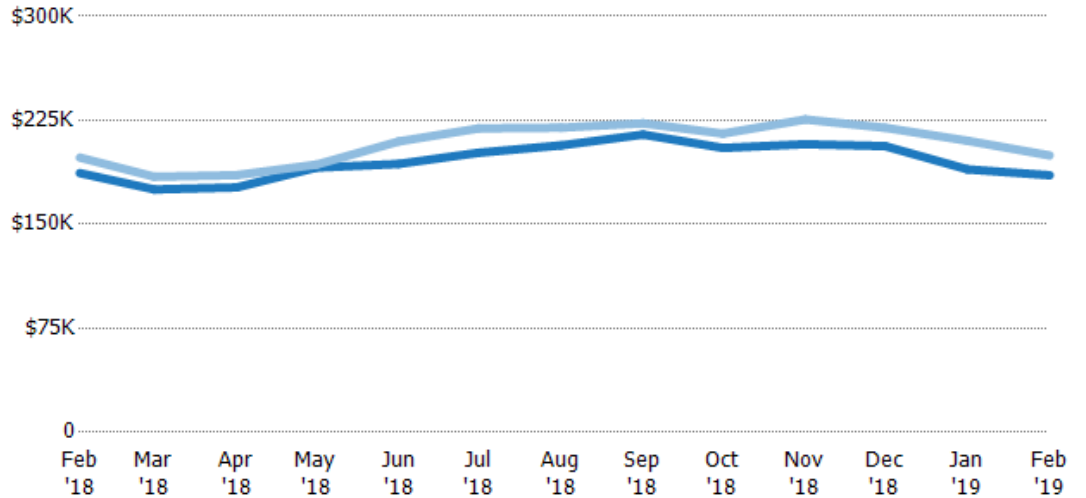
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '18	\$184K	\$140K	31%
Mar '18	\$169K	\$149K	13%
Apr '18	\$169K	\$154K	10%
May '18	\$169K	\$160K	6%
Jun '18	\$180K	\$165K	9%
Jul '18	\$194K	\$189K	2%
Aug '18	\$189K	\$197K	-4%
Sep '18	\$182K	\$189K	-4%
Oct '18	\$175K	\$189K	-7%
Nov '18	\$194K	\$179K	8%
Dec '18	\$189K	\$179K	6%
Jan '19	\$175K	\$189K	-7%
Feb '19	\$150K	\$184K	-18%

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



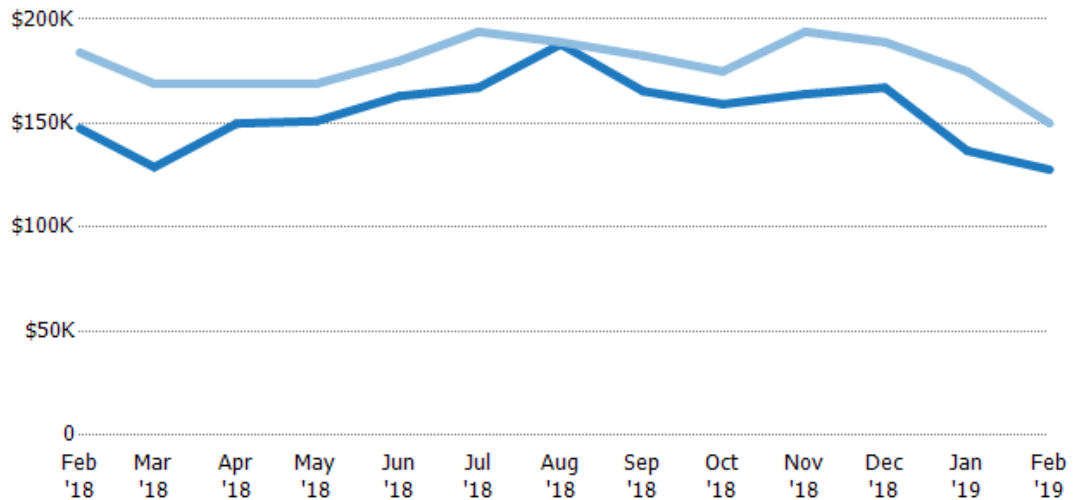
Avg Est Value	\$187K	\$175K	\$177K	\$191K	\$194K	\$202K	\$207K	\$215K	\$205K	\$208K	\$206K	\$190K	\$185K
Avg Listing Price	\$198K	\$184K	\$185K	\$193K	\$210K	\$219K	\$220K	\$223K	\$215K	\$226K	\$220K	\$210K	\$200K
Avg Listing Price as a % of Avg Est Value	106%	105%	105%	101%	108%	109%	106%	104%	105%	109%	106%	111%	108%

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



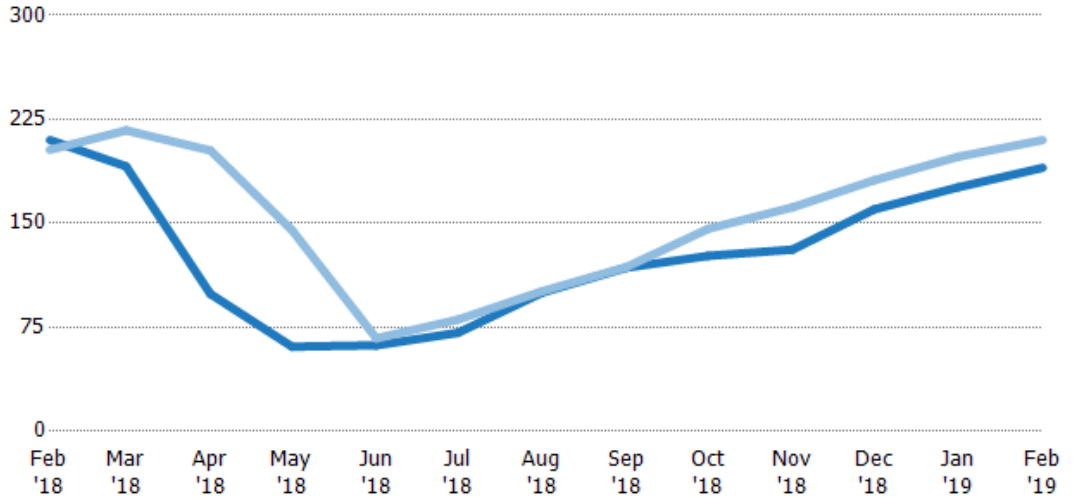
Median Est Value	\$148K	\$129K	\$150K	\$151K	\$163K	\$167K	\$188K	\$165K	\$159K	\$164K	\$167K	\$137K	\$128K
Median Listing Price	\$184K	\$169K	\$169K	\$169K	\$180K	\$194K	\$189K	\$182K	\$175K	\$194K	\$189K	\$175K	\$150K
Med Listing Price as a % of Med Est Value	125%	131%	113%	112%	110%	116%	101%	110%	110%	118%	113%	128%	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.

Filters Used

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



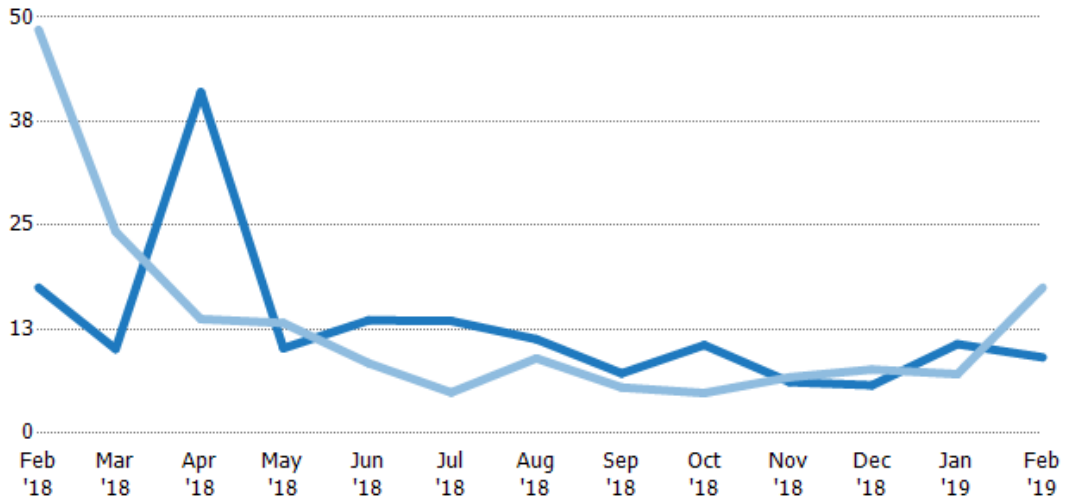
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	210	191	99	61	62	71	100	118	127	131	160	176	190
Prior Year	203	217	203	145	67	80.5	101	119	146	162	181	198	210
Percent Change from Prior Year	3%	-12%	-51%	-58%	-7%	-12%	-1%	0%	-13%	-19%	-12%	-11%	-10%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	17.5	10.1	41	10.2	13.6	13.5	11.3	7.2	10.6	6.15	5.77	10.7	9.13
Prior Year	48.5	24.3	13.7	13.3	8.42	4.9	9	5.5	4.83	6.73	7.67	7.1	17.5
Percent Change from Prior Year	-64%	-58%	199%	-23%	61%	176%	26%	31%	119%	-9%	-25%	51%	-48%

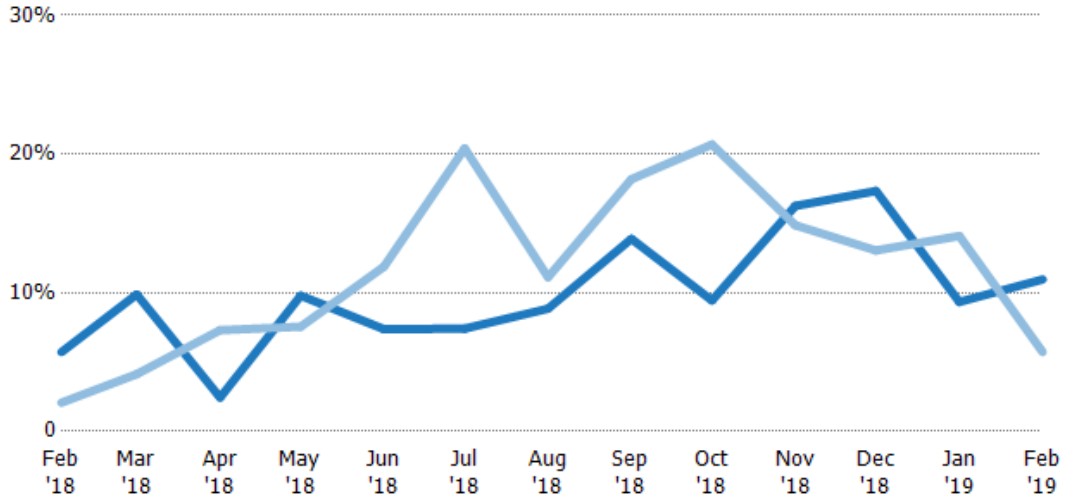
Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
Feb '19	11%	-5.2%
Feb '18	6%	-3.7%
Feb '17	2%	148.5%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	6%	10%	2%	10%	7%	7%	9%	14%	9%	16%	17%	9%	11%
Prior Year	2%	4%	7%	8%	12%	20%	11%	18%	21%	15%	13%	14%	6%
Change from Prior Year	-4%	-6%	5%	-2%	5%	13%	2%	4%	11%	-1%	-4%	5%	-5%

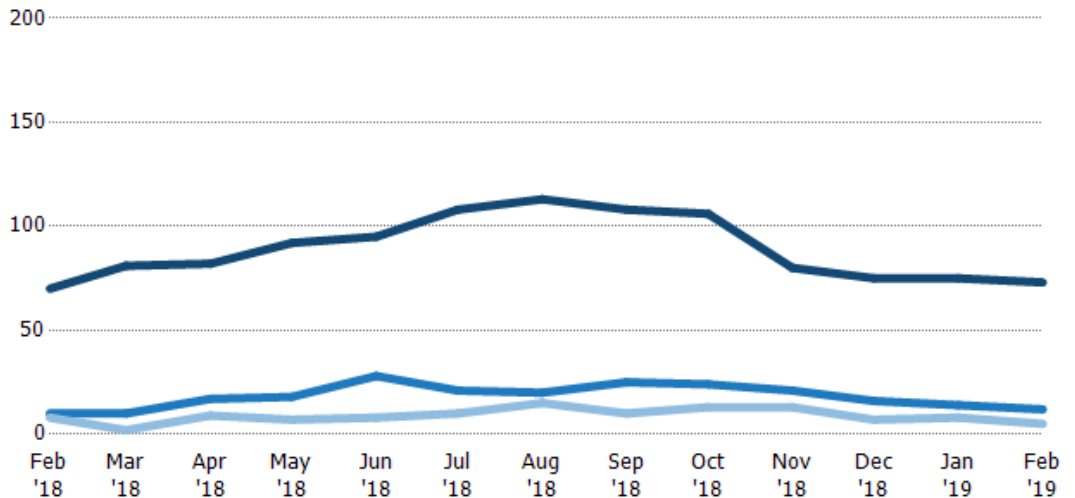
Active/Pending/Sold Units

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	70	81	82	92	95	108	113	108	106	80	75	75	73
Pending	10	10	17	18	28	21	20	25	24	21	16	14	12
Sold	8	2	9	7	8	10	15	10	13	13	7	8	5

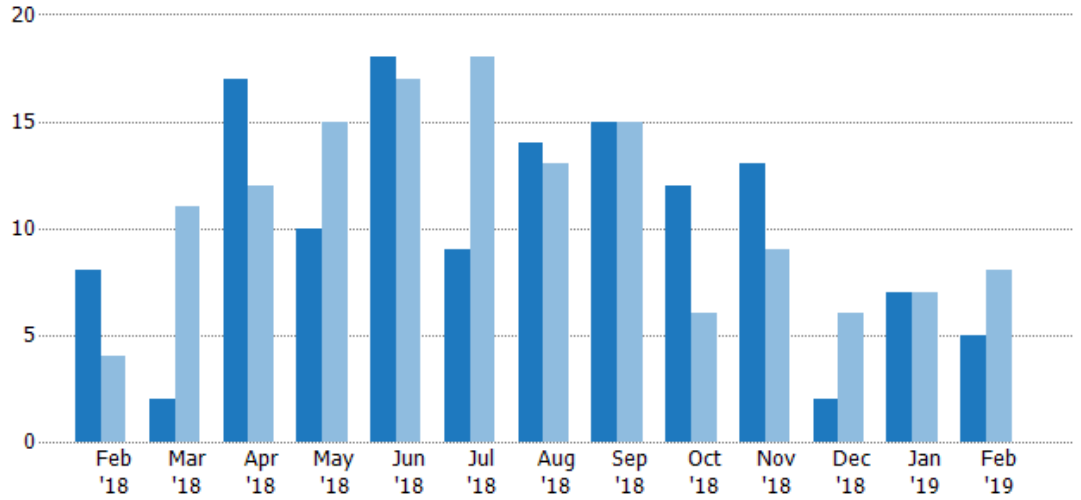
New Pending Sales

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.
Feb '19	5	-37.5%
Feb '18	8	100%
Feb '17	4	75%



Current Year	8	2	17	10	18	9	14	15	12	13	2	7	5
Prior Year	4	11	12	15	17	18	13	15	6	9	6	7	8
Percent Change from Prior Year	100%	-82%	42%	-33%	6%	-50%	8%	0%	100%	44%	-67%	0%	-38%

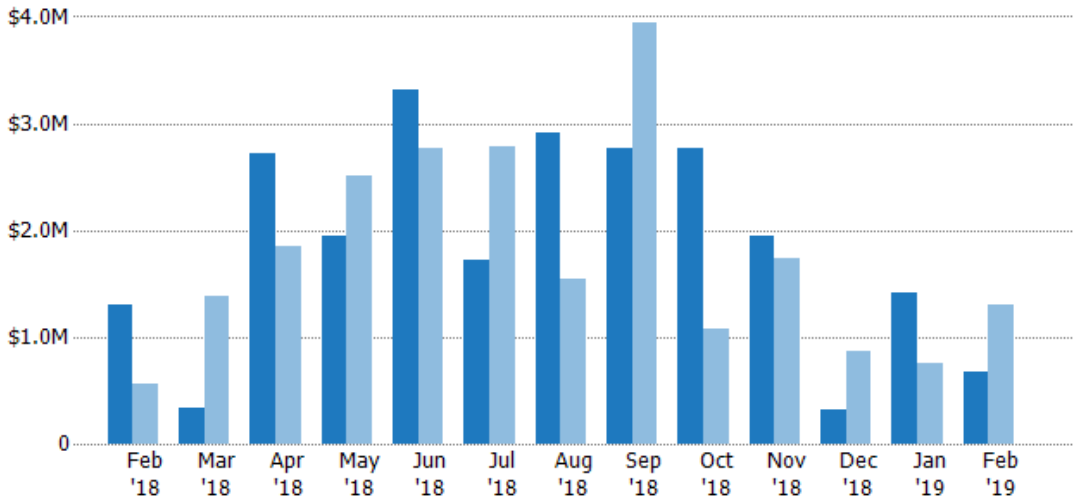
New Pending Sales Volume

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.
Feb '19	\$674K	-48%
Feb '18	\$1.3M	128.1%
Feb '17	\$568K	110%



Current Year	\$1.3M	\$332K	\$2.72M	\$1.95M	\$3.32M	\$1.72M	\$2.91M	\$2.76M	\$2.77M	\$1.95M	\$318K	\$1.41M	\$674K
Prior Year	\$568K	\$1.39M	\$1.85M	\$2.52M	\$2.76M	\$2.79M	\$1.54M	\$3.94M	\$1.07M	\$1.73M	\$867K	\$758K	\$1.3M
Percent Change from Prior Year	128%	-76%	47%	-23%	20%	-38%	89%	-30%	159%	13%	-63%	85%	-48%

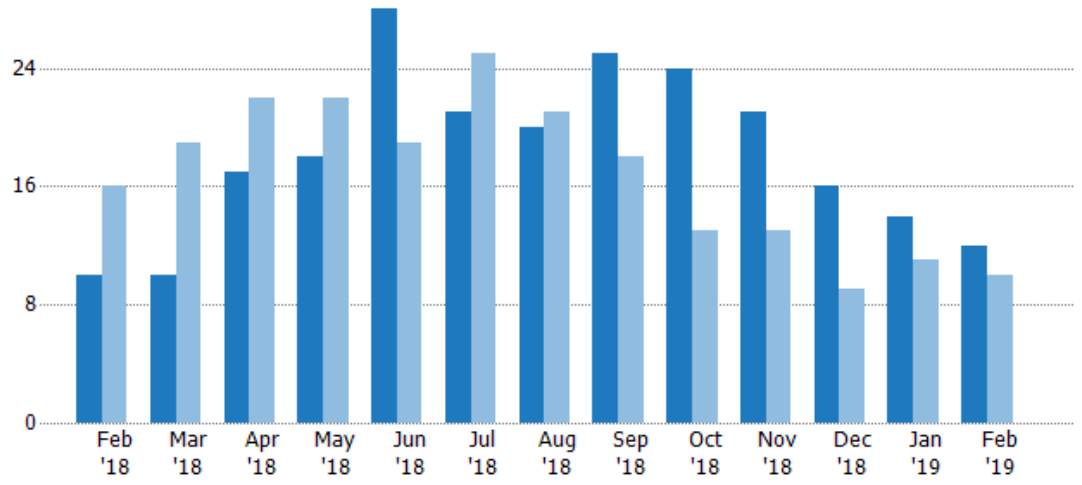
Pending Sales

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.
Feb '19	12	20%
Feb '18	10	-37.5%
Feb '17	16	-12.5%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	10	10	17	18	28	21	20	25	24	21	16	14	12
Prior Year	16	19	22	22	19	25	21	18	13	13	9	11	10
Percent Change from Prior Year	-38%	-47%	-23%	-18%	47%	-16%	-5%	39%	85%	62%	78%	27%	20%

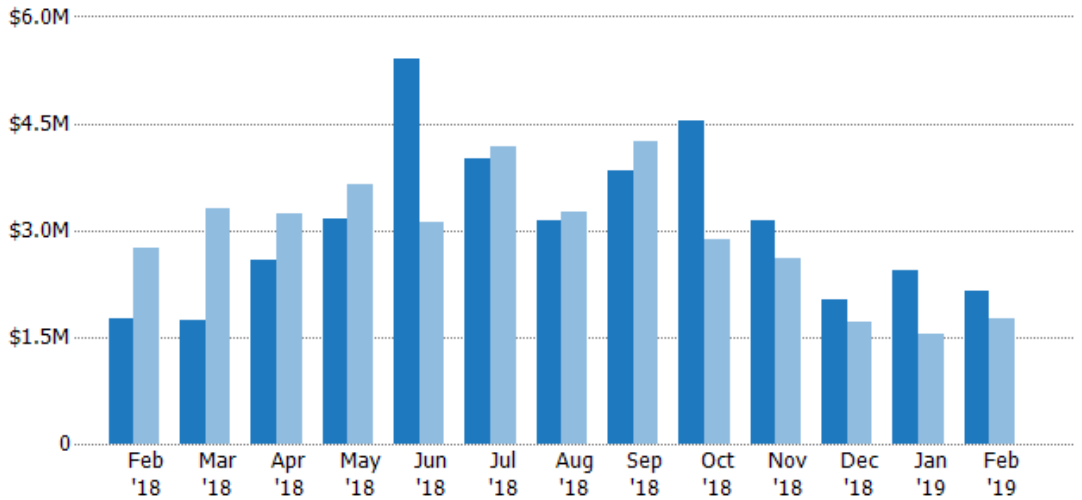
Pending Sales Volume

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.
Feb '19	\$2.14M	21.6%
Feb '18	\$1.76M	-36.1%
Feb '17	\$2.76M	-19.8%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$1.76M	\$1.73M	\$2.58M	\$3.17M	\$5.41M	\$4.01M	\$3.13M	\$3.85M	\$4.53M	\$3.14M	\$2.03M	\$2.42M	\$2.14M
Prior Year	\$2.76M	\$3.31M	\$3.23M	\$3.64M	\$3.11M	\$4.19M	\$3.25M	\$4.25M	\$2.86M	\$2.61M	\$1.72M	\$1.54M	\$1.76M
Percent Change from Prior Year	-36%	-48%	-20%	-13%	74%	-4%	-4%	-9%	58%	20%	18%	57%	22%

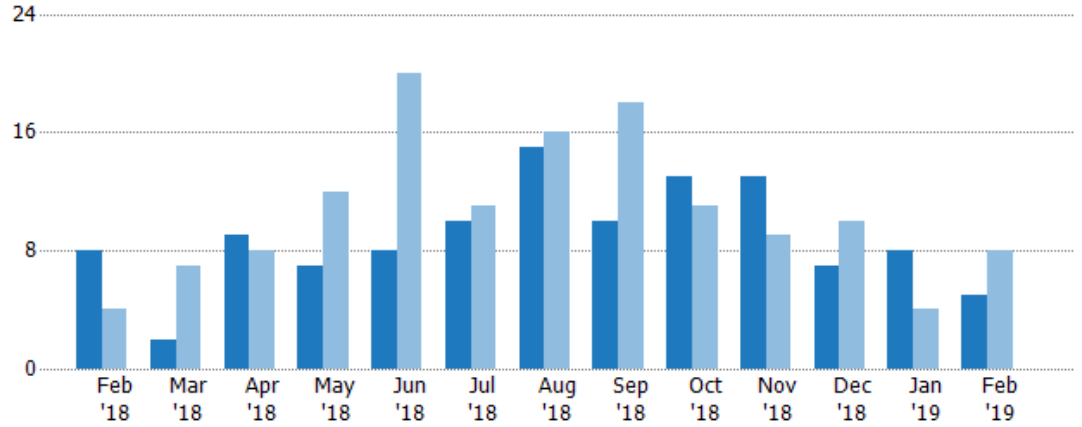
Closed Sales

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
Feb '19	5	8	-37.5%
Feb '18	8	8	100%
Feb '17	4	25%	25%

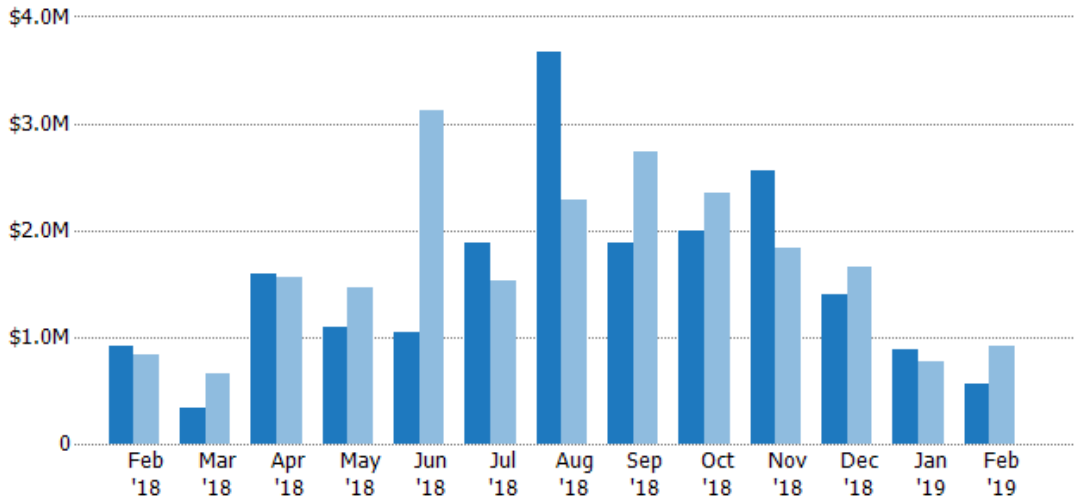
Closed Sales Volume

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



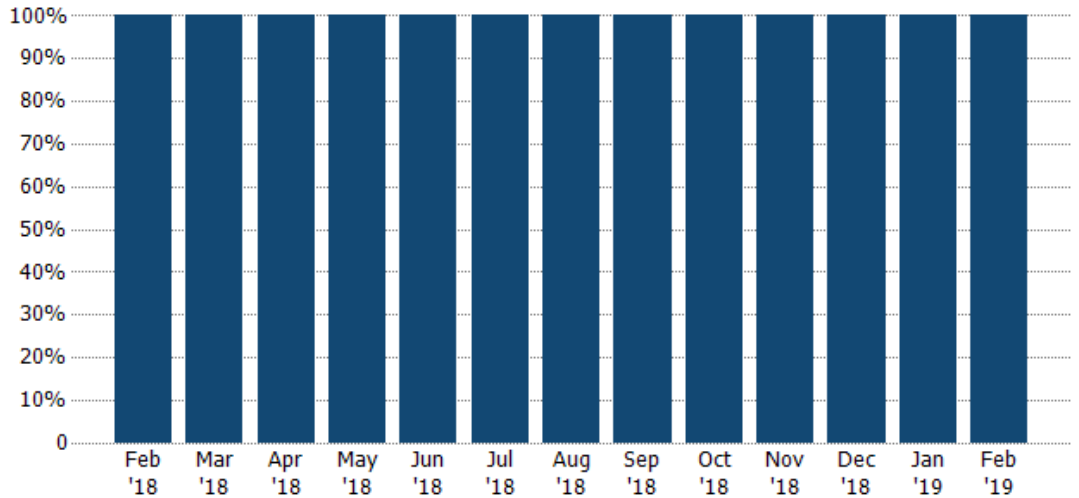
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	\$569K	\$916K	-38%
Feb '18	\$916K	\$916K	10.6%
Feb '17	\$829K	-2.3%	-2.3%

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

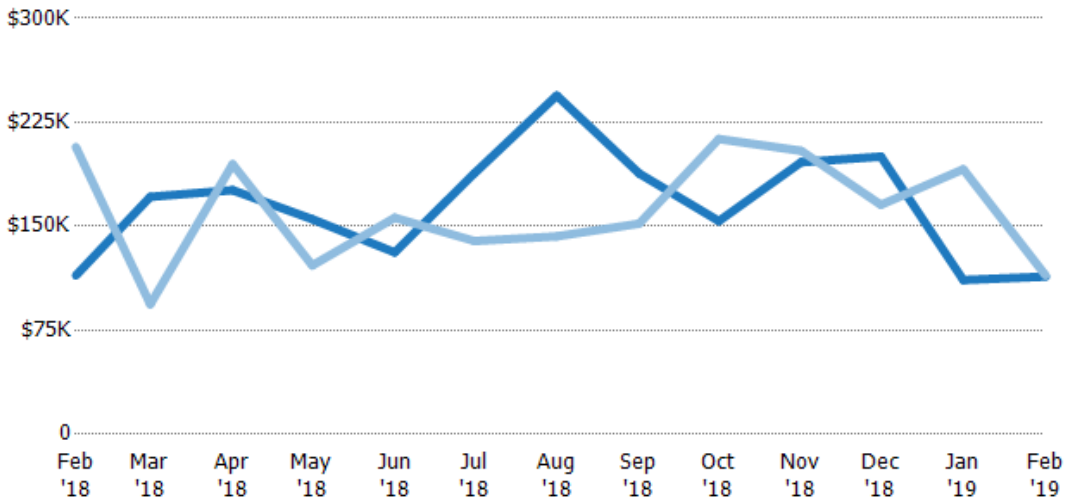
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$115K \$171K \$176K \$155K \$131K \$188K \$244K \$188K \$154K \$196K \$200K \$111K \$114K

Prior Year

\$207K \$93.7K \$195K \$122K \$156K \$139K \$143K \$152K \$213K \$204K \$165K \$191K \$115K

Percent Change from Prior Year

-45% 83% -10% 27% -16% 35% 71% 24% -28% -4% 21% -42% -1%

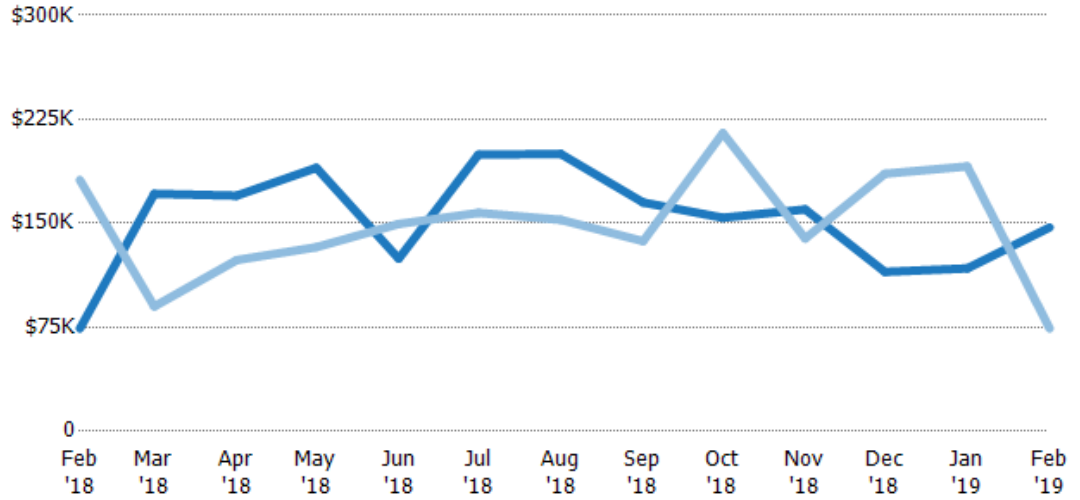
Median Sales Price

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.
Feb '19	\$147K	98.4%
Feb '18	\$74.1K	-59.1%
Feb '17	\$181K	-4%



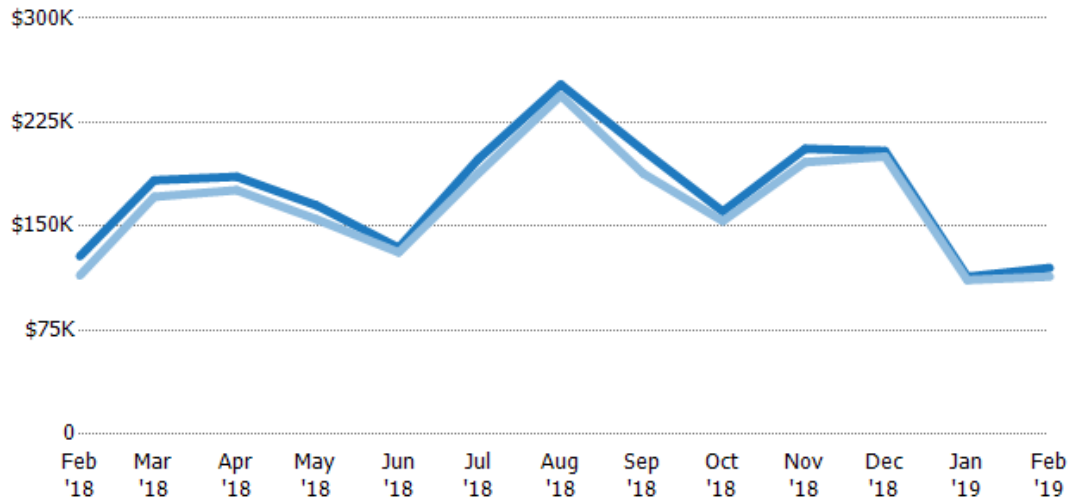
Current Year	\$74.1K	\$171K	\$170K	\$190K	\$125K	\$200K	\$200K	\$165K	\$154K	\$160K	\$115K	\$117K	\$147K
Prior Year	\$181K	\$90K	\$123K	\$133K	\$150K	\$158K	\$153K	\$137K	\$215K	\$139K	\$186K	\$191K	\$74.1K
Percent Change from Prior Year	-59%	90%	38%	43%	-17%	27%	31%	20%	-28%	15%	-38%	-39%	98%

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,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



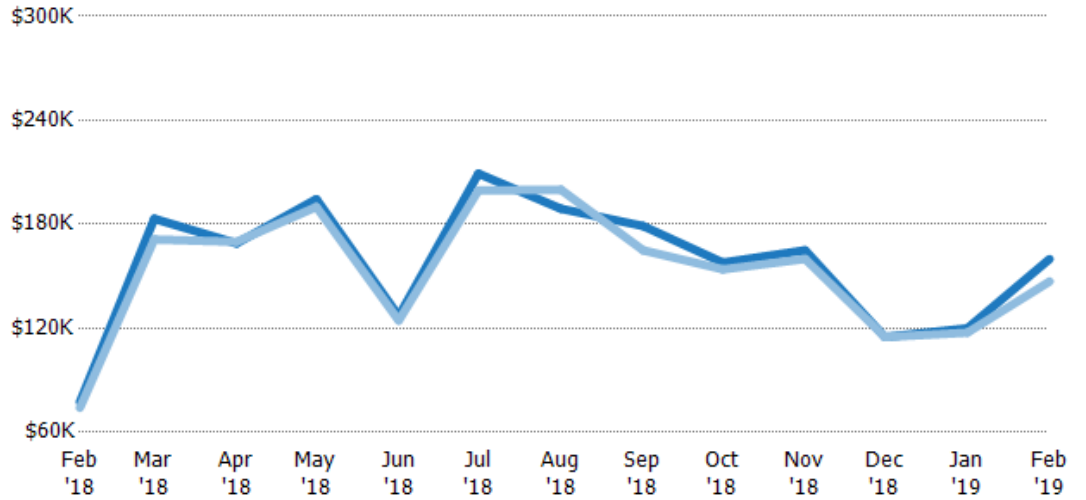
Avg List Price	\$128K	\$183K	\$186K	\$165K	\$134K	\$199K	\$252K	\$205K	\$161K	\$206K	\$204K	\$114K	\$120K
Avg Sales Price	\$115K	\$171K	\$176K	\$155K	\$131K	\$188K	\$244K	\$188K	\$154K	\$196K	\$200K	\$111K	\$114K
Avg Sales Price as a % of Avg List Price	89%	93%	95%	94%	98%	95%	97%	92%	96%	95%	98%	98%	95%

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



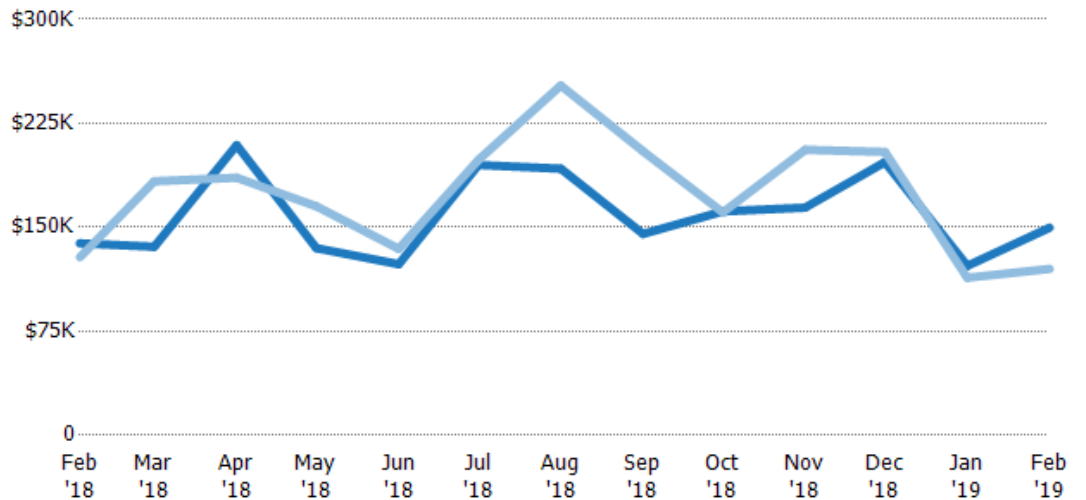
Median List Price	\$77.5K	\$183K	\$169K	\$195K	\$127K	\$209K	\$189K	\$179K	\$158K	\$165K	\$115K	\$120K	\$160K
Median Sales Price	\$74.1K	\$171K	\$170K	\$190K	\$125K	\$200K	\$200K	\$165K	\$154K	\$160K	\$115K	\$117K	\$147K
Med Sales Price as a % of Med List Price	96%	93%	101%	98%	98%	95%	106%	92%	98%	97%	100%	98%	92%

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	\$138K	\$136K	\$209K	\$135K	\$123K	\$195K	\$192K	\$145K	\$161K	\$164K	\$197K	\$122K	\$150K
Avg Sales Price	\$128K	\$183K	\$186K	\$165K	\$134K	\$199K	\$252K	\$205K	\$161K	\$206K	\$204K	\$114K	\$120K
Avg Sales Price as a % of Avg Est Value	93%	135%	89%	122%	109%	102%	131%	141%	100%	125%	104%	93%	80%

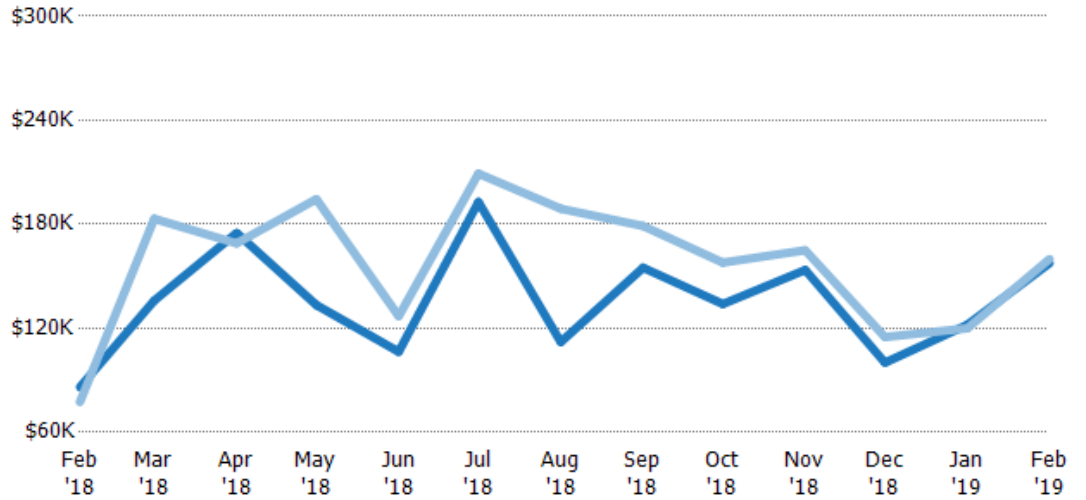
Median Sales Price vs Median Est Value

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	\$86K	\$136K	\$175K	\$133K	\$106K	\$193K	\$112K	\$155K	\$134K	\$154K	\$100K	\$122K	\$158K
Median Sales Price	\$77.5K	\$183K	\$169K	\$195K	\$127K	\$209K	\$189K	\$179K	\$158K	\$165K	\$115K	\$120K	\$160K
Med Sales Price as a % of Med Est Value	90%	135%	97%	146%	119%	109%	169%	116%	118%	107%	115%	98%	102%