

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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	17	-76.5%	30	53	-43.4%
New Listing Volume	\$1,118,800	\$2,868,550	-61%	\$4,753,005	\$7,868,150	-39.6%
Active Listing Count	–	82	–	N/A	N/A	
Active Listing Volume	–	\$15,204,450	–	N/A	N/A	
Average Listing Price	–	\$185,420	–	\$202,899	\$191,357	+6%
Median Listing Price	–	\$169,000	–	\$161,538	\$177,125	-8.8%
Median Days in RPR	–	99	–	149.68	162.83	-8.1%
Months of Inventory	–	41	-100%	9.2	14.5	-36.6%
Absorption Rate	–	2.44%	–	10.9%	6.91%	+4%
Sales Activity Charts Metrics						
New Pending Sales Count	8	17	-52.9%	31	34	-8.8%
New Pending Sales Volume	\$1,192,500	\$2,721,050	-56.2%	\$5,434,549	\$5,106,650	+6.4%
Pending Sales Count	–	17	–	N/A	N/A	
Pending Sales Volume	–	\$2,583,550	–	N/A	N/A	
Closed Sales Count	4	9	-55.6%	22	23	-4.3%
Closed Sales Volume	\$1,038,750	\$1,584,400	-34.4%	\$3,436,050	\$3,607,800	-4.8%
Average Sales Price	\$259,688	\$176,044	+47.5%	\$156,184	\$156,861	-0.4%
Median Sales Price	\$235,000	\$169,900	+38.3%	\$152,936	\$140,365	+9%

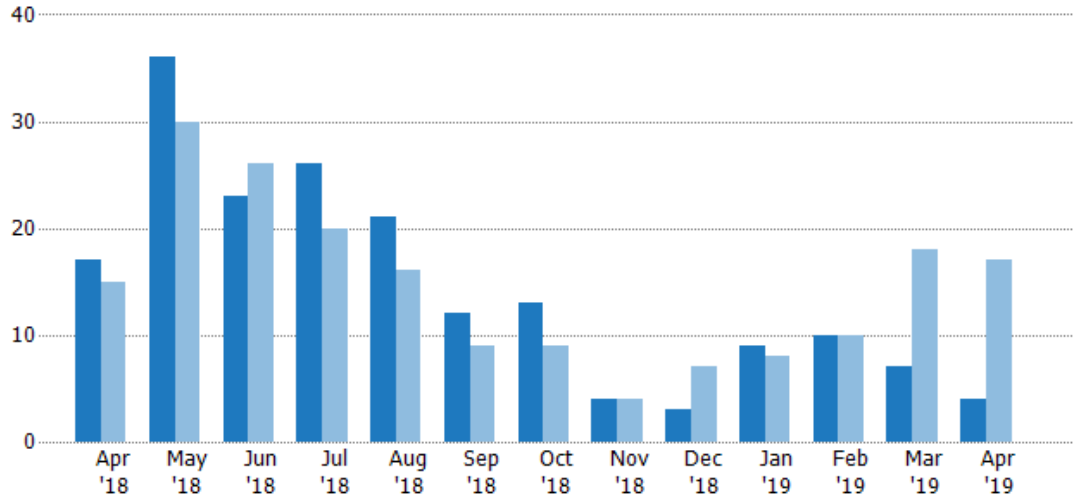
New Listings

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.
Apr '19	4	-76.5%
Apr '18	17	13.3%
Apr '17	15	40%



Current Year	17	36	23	26	21	12	13	4	3	9	10	7	4
Prior Year	15	30	26	20	16	9	9	4	7	8	10	18	17
Percent Change from Prior Year	13%	20%	-12%	30%	31%	33%	44%	0%	-57%	13%	0%	-61%	-76%

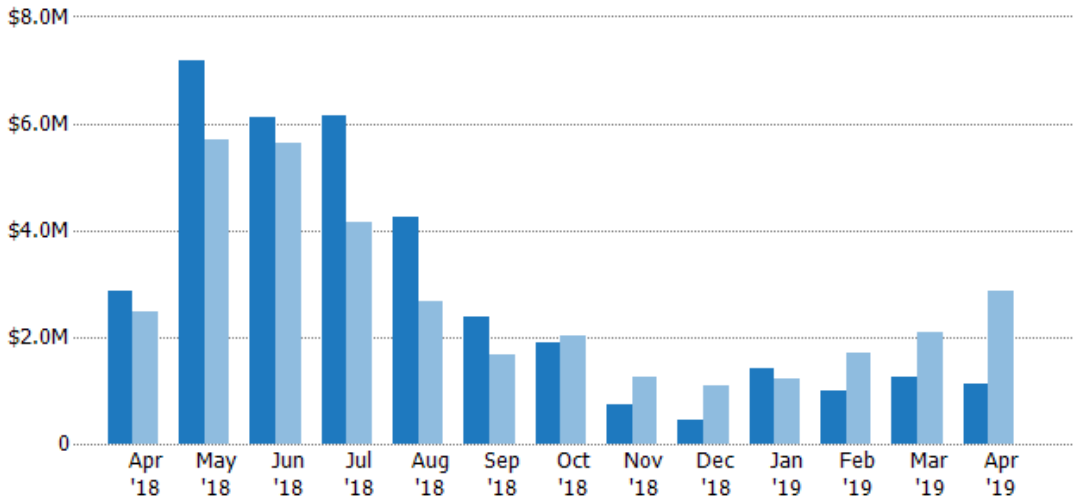
New Listing Volume

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.
Apr '19	\$1.12M	-61%
Apr '18	\$2.87M	16.3%
Apr '17	\$2.47M	40.8%



Current Year	\$2.87M	\$7.16M	\$6.1M	\$6.14M	\$4.25M	\$2.38M	\$1.89M	\$724K	\$454K	\$1.4M	\$982K	\$1.25M	\$1.12M
Prior Year	\$2.47M	\$5.68M	\$5.64M	\$4.14M	\$2.66M	\$1.67M	\$2.03M	\$1.24M	\$1.09M	\$1.2M	\$1.71M	\$2.09M	\$2.87M
Percent Change from Prior Year	16%	26%	8%	48%	60%	43%	-7%	-42%	-58%	16%	-43%	-40%	-61%

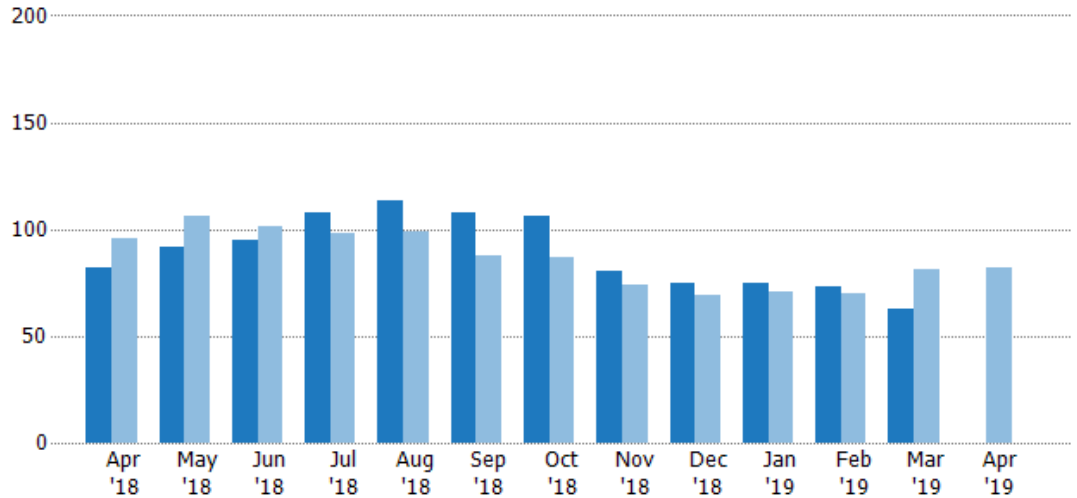
Active Listings

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



Current Year	82	92	95	108	113	108	106	80	75	75	73	63	-
Prior Year	96	106	101	98	99	88	87	74	69	71	70	81	82
Percent Change from Prior Year	-15%	-13%	-6%	10%	14%	23%	22%	8%	9%	6%	4%	-22%	-100%

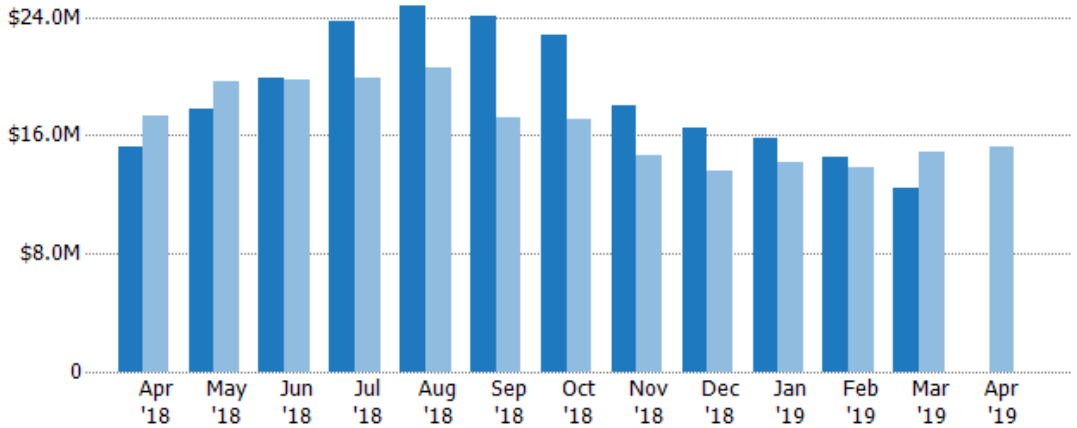
Active Listing Volume

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



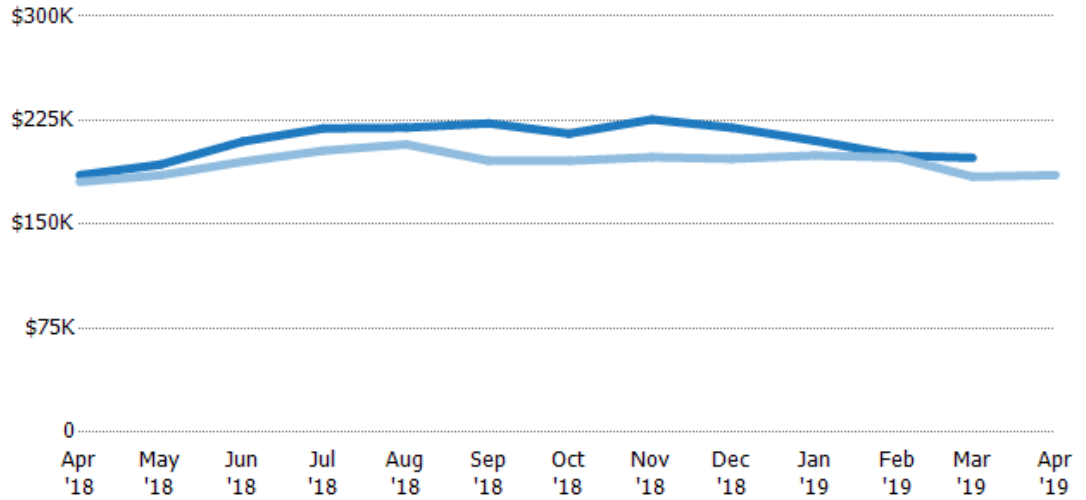
Current Year	\$15.2M	\$17.8M	\$19.9M	\$23.7M	\$24.8M	\$24.1M	\$22.8M	\$18M	\$16.5M	\$15.8M	\$14.6M	\$12.5M	-
Prior Year	\$17.3M	\$19.6M	\$19.7M	\$19.9M	\$20.6M	\$17.2M	\$17M	\$14.7M	\$13.6M	\$14.2M	\$13.9M	\$14.9M	\$15.2M
Percent Change from Prior Year	-12%	-10%	1%	19%	21%	40%	34%	23%	21%	11%	5%	-16%	-100%

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



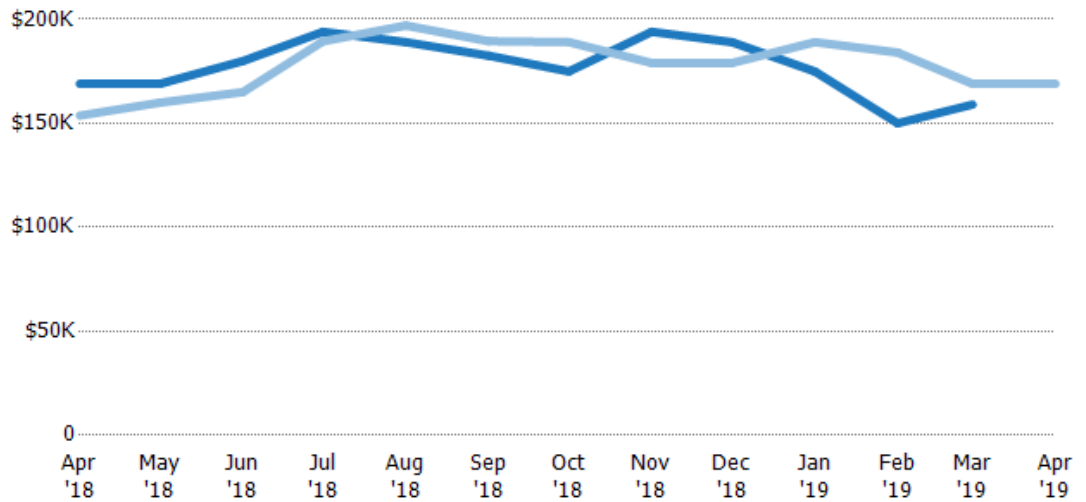
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$185K	\$193K	\$210K	\$219K	\$220K	\$223K	\$215K	\$226K	\$220K	\$210K	\$200K	\$198K	-
Prior Year	\$181K	\$185K	\$195K	\$203K	\$208K	\$196K	\$196K	\$198K	\$197K	\$200K	\$198K	\$184K	\$185K
Percent Change from Prior Year	3%	4%	8%	8%	6%	14%	10%	14%	11%	5%	1%	7%	-100%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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



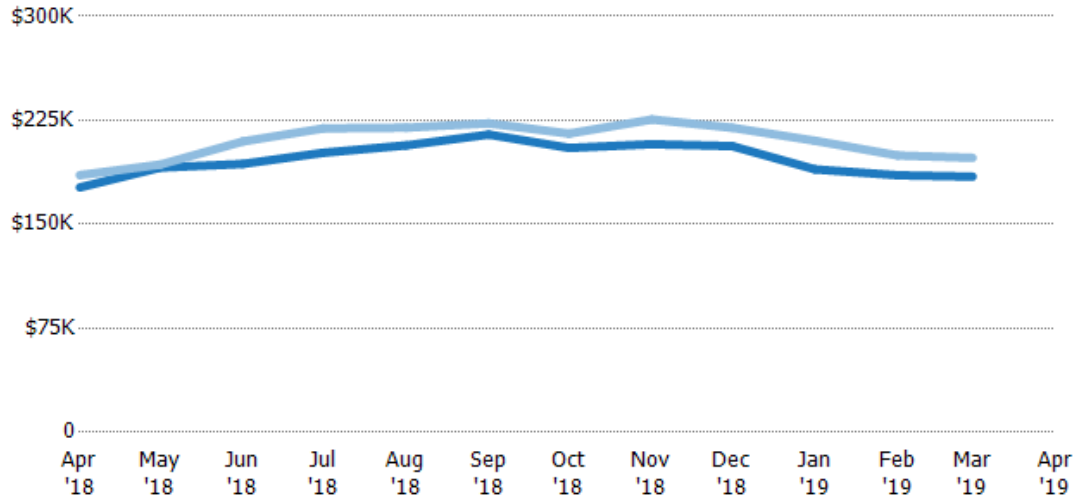
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$169K	\$169K	\$180K	\$194K	\$189K	\$182K	\$175K	\$194K	\$189K	\$175K	\$150K	\$159K	-
Prior Year	\$154K	\$160K	\$165K	\$189K	\$197K	\$189K	\$189K	\$179K	\$179K	\$189K	\$184K	\$169K	\$169K
Percent Change from Prior Year	10%	6%	9%	2%	-4%	-4%	-7%	8%	6%	-7%	-18%	-6%	-100%

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,
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Property Type:
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Family Residence



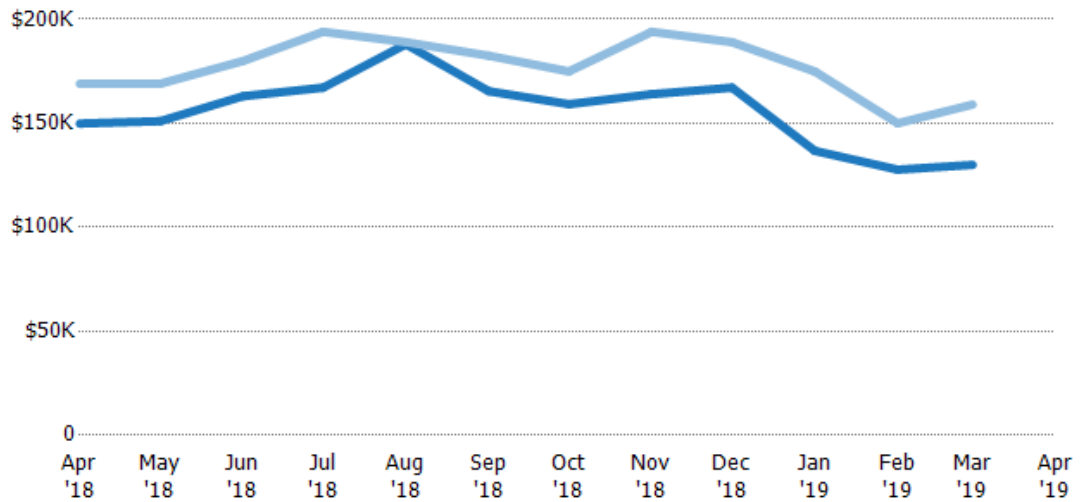
Avg Est Value	\$177K	\$191K	\$194K	\$202K	\$207K	\$215K	\$205K	\$208K	\$206K	\$190K	\$185K	\$184K	-
Avg Listing Price	\$185K	\$193K	\$210K	\$219K	\$220K	\$223K	\$215K	\$226K	\$220K	\$210K	\$200K	\$198K	-
Avg Listing Price as a % of Avg Est Value	105%	101%	108%	109%	106%	104%	105%	109%	106%	111%	108%	107%	-

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



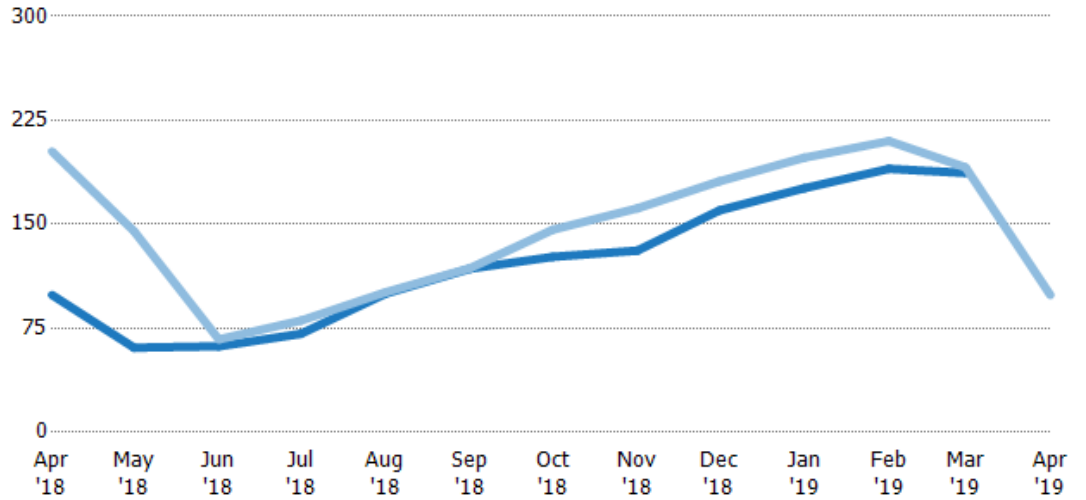
Median Est Value	\$150K	\$151K	\$163K	\$167K	\$188K	\$165K	\$159K	\$164K	\$167K	\$137K	\$128K	\$130K	-
Median Listing Price	\$169K	\$169K	\$180K	\$194K	\$189K	\$182K	\$175K	\$194K	\$189K	\$175K	\$150K	\$159K	-
Med Listing Price as a % of Med Est Value	113%	112%	110%	116%	101%	110%	110%	118%	113%	128%	117%	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

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Family Residence



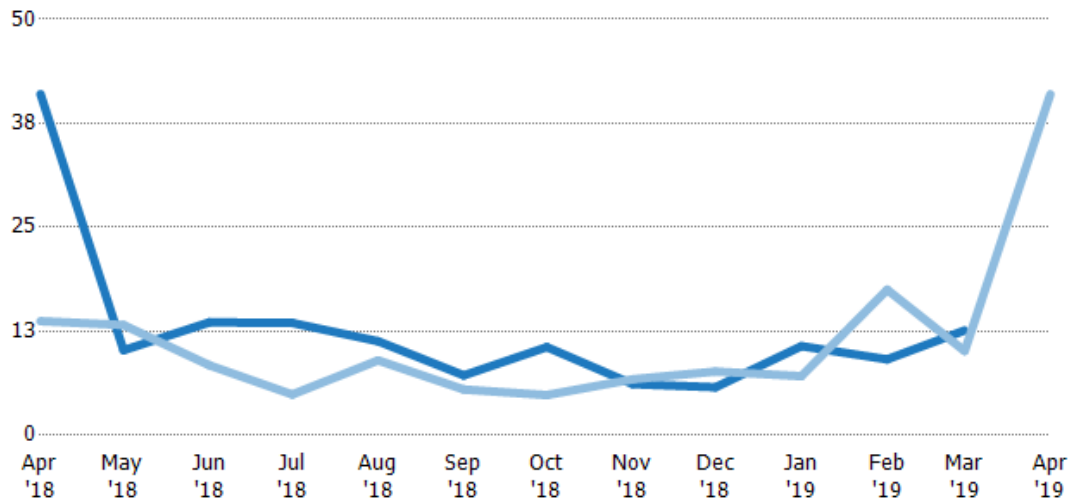
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	99	61	62	71	100	118	127	131	160	176	190	187	-
Prior Year	203	145	67	80.5	101	119	146	162	181	198	210	191	99
Percent Change from Prior Year	-51%	-58%	-7%	-12%	-1%	0%	-13%	-19%	-12%	-11%	-10%	-2%	-100%

Months of Inventory

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

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	41	10.2	13.6	13.5	11.3	7.2	10.6	6.15	5.77	10.7	9.13	12.6	-
Prior Year	13.7	13.3	8.42	4.9	9	5.5	4.83	6.73	7.67	7.1	17.5	10.1	41
Percent Change from Prior Year	199%	-23%	61%	176%	26%	31%	119%	-9%	-25%	51%	-48%	24%	-100%

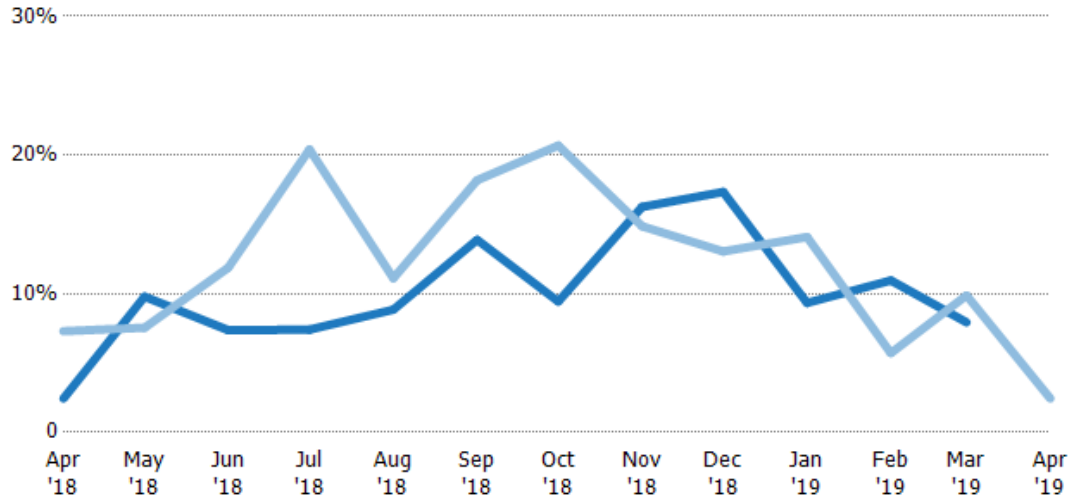
Absorption Rate

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



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

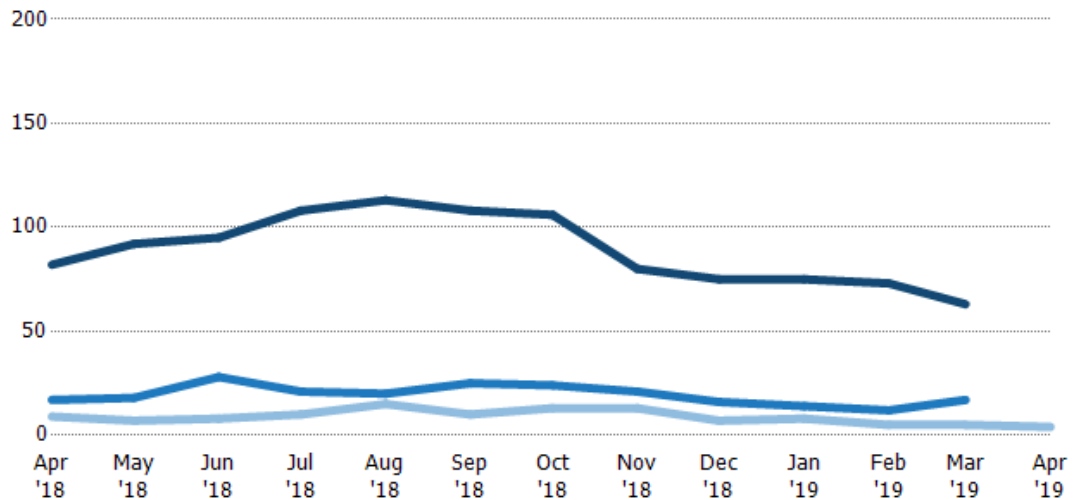
Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
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VT 05873

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	82	92	95	108	113	108	106	80	75	75	73	63	-
Pending	17	18	28	21	20	25	24	21	16	14	12	17	-
Sold	9	7	8	10	15	10	13	13	7	8	5	5	4

New Pending Sales

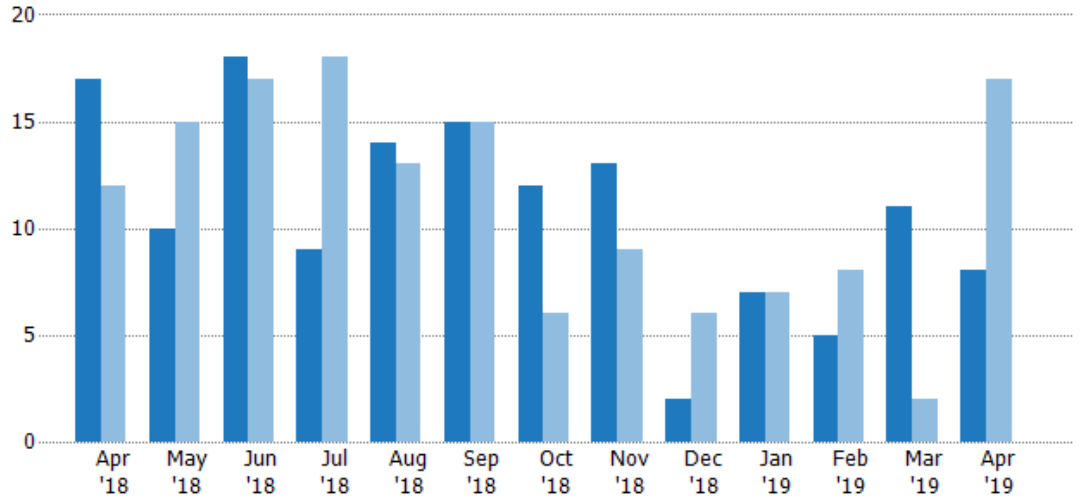
The number of residential properties with accepted offers that were added each month.

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.
Apr '19	8	-52.9%
Apr '18	17	41.7%
Apr '17	12	-75%



Current Year	17	10	18	9	14	15	12	13	2	7	5	11	8
Prior Year	12	15	17	18	13	15	6	9	6	7	8	2	17
Percent Change from Prior Year	42%	-33%	6%	-50%	8%	0%	100%	44%	-67%	0%	-38%	450%	-53%

New Pending Sales Volume

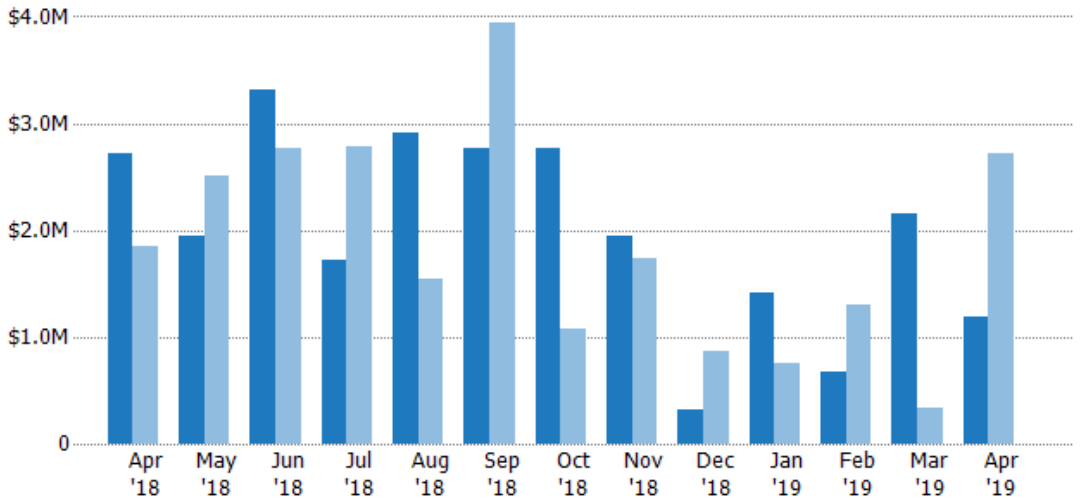
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Apr '19	\$1.19M	-56.2%
Apr '18	\$2.72M	46.9%
Apr '17	\$1.85M	-76.6%



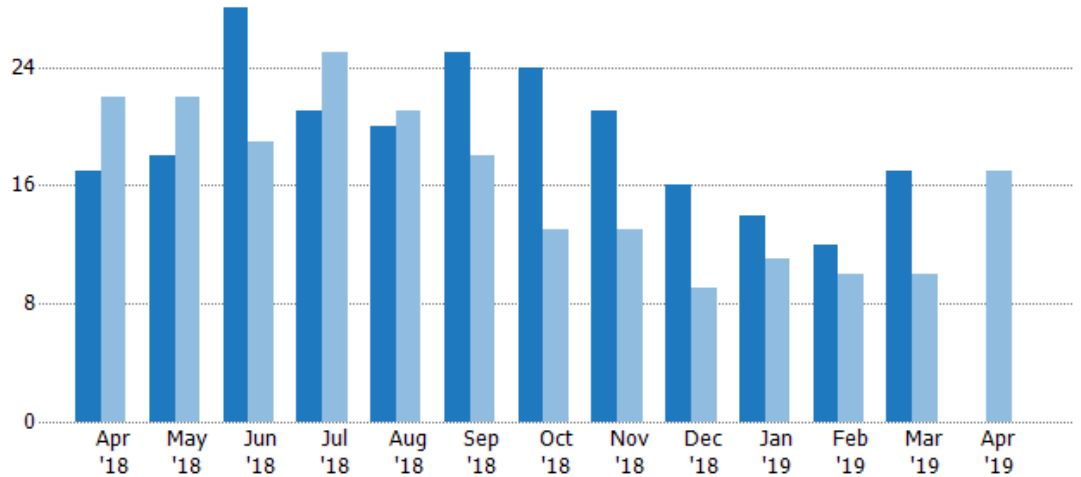
Current Year	\$2.72M	\$1.95M	\$3.32M	\$1.72M	\$2.91M	\$2.76M	\$2.77M	\$1.95M	\$318K	\$1.41M	\$674K	\$2.16M	\$1.19M
Prior Year	\$1.85M	\$2.52M	\$2.76M	\$2.79M	\$1.54M	\$3.94M	\$1.07M	\$1.73M	\$867K	\$758K	\$1.3M	\$332K	\$2.72M
Percent Change from Prior Year	47%	-23%	20%	-38%	89%	-30%	159%	13%	-63%	85%	-48%	551%	-56%

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



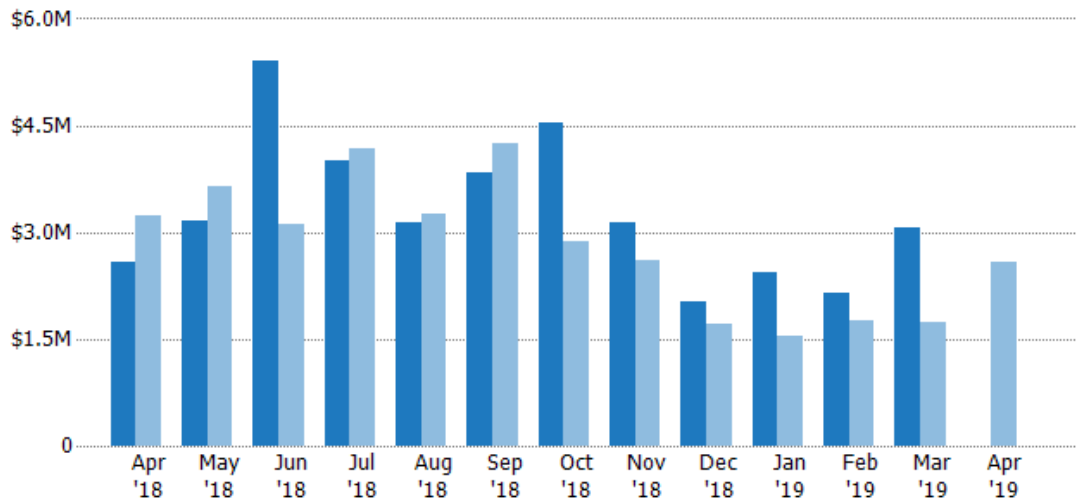
Current Year	17	18	28	21	20	25	24	21	16	14	12	17	-
Prior Year	22	22	19	25	21	18	13	13	9	11	10	10	17
Percent Change from Prior Year	-23%	-18%	47%	-16%	-5%	39%	85%	62%	78%	27%	20%	70%	-100%

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



Current Year	\$2.58M	\$3.17M	\$5.41M	\$4.01M	\$3.13M	\$3.85M	\$4.53M	\$3.14M	\$2.03M	\$2.42M	\$2.14M	\$3.06M	-
Prior Year	\$3.23M	\$3.64M	\$3.11M	\$4.19M	\$3.25M	\$4.25M	\$2.86M	\$2.61M	\$1.72M	\$1.54M	\$1.76M	\$1.73M	\$2.58M
Percent Change from Prior Year	-20%	-13%	74%	-4%	-4%	-9%	58%	20%	18%	57%	22%	77%	-100%

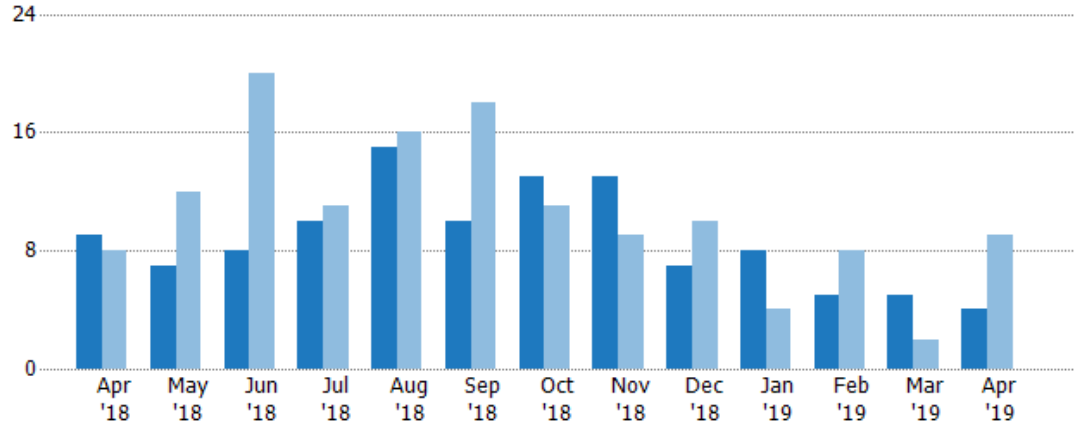
Closed Sales

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	Count	% Chg.
Apr '19	4	-55.6%
Apr '18	9	12.5%
Apr '17	8	0%

Current Year	9	7	8	10	15	10	13	13	7	8	5	5	4
Prior Year	8	12	20	11	16	18	11	9	10	4	8	2	9
Percent Change from Prior Year	13%	-42%	-60%	-9%	-6%	-44%	18%	44%	-30%	100%	-38%	150%	-56%

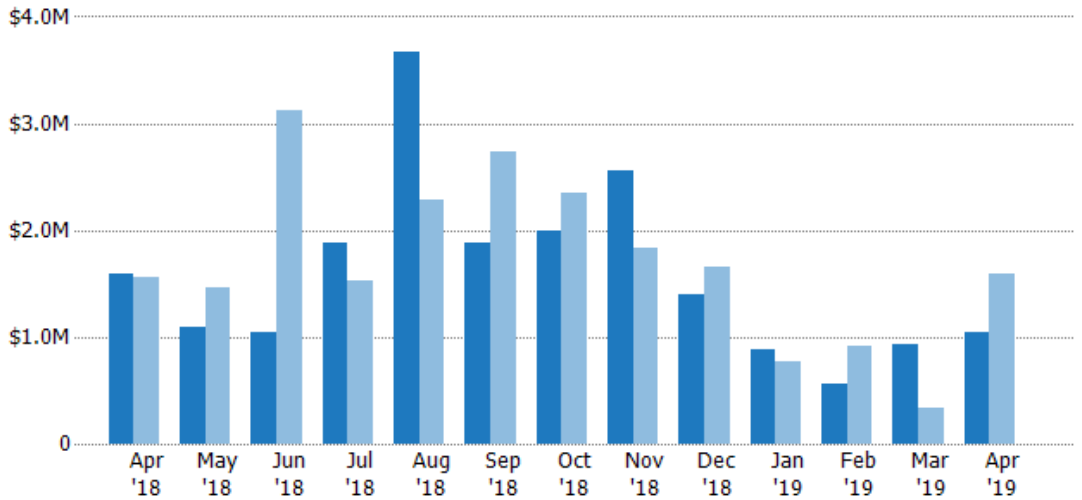
Closed Sales Volume

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	Volume	% Chg.
Apr '19	\$1.04M	-34.4%
Apr '18	\$1.58M	1.7%
Apr '17	\$1.56M	-26.9%

Current Year	\$1.58M	\$1.09M	\$1.05M	\$1.88M	\$3.66M	\$1.88M	\$2M	\$2.55M	\$1.4M	\$890K	\$569K	\$939K	\$1.04M
Prior Year	\$1.56M	\$1.46M	\$3.12M	\$1.53M	\$2.28M	\$2.73M	\$2.34M	\$1.84M	\$1.65M	\$765K	\$916K	\$343K	\$1.58M
Percent Change from Prior Year	2%	-26%	-66%	23%	60%	-31%	-15%	39%	-15%	16%	-38%	174%	-34%

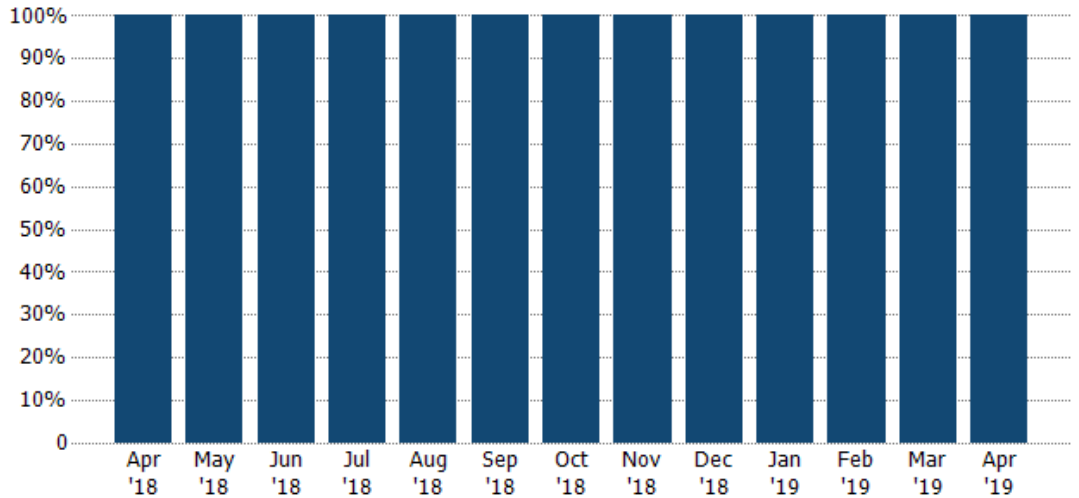
Closed Sales by Property Type

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%

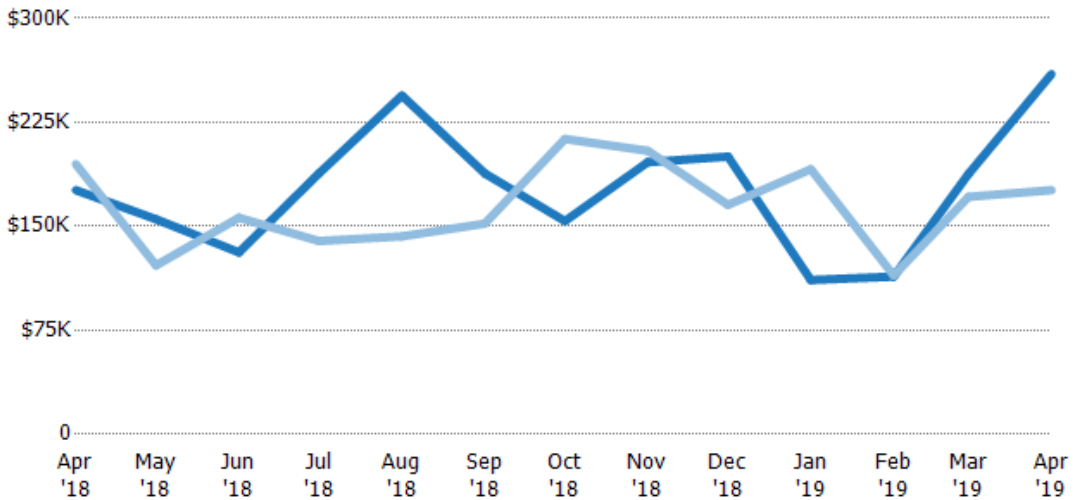
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
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VT 05873

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$176K	\$155K	\$131K	\$188K	\$244K	\$188K	\$154K	\$196K	\$200K	\$111K	\$114K	\$188K	\$260K
\$195K	\$122K	\$156K	\$139K	\$143K	\$152K	\$213K	\$204K	\$165K	\$191K	\$115K	\$171K	\$176K
-10%	27%	-16%	35%	71%	24%	-28%	-4%	21%	-42%	-1%	10%	48%

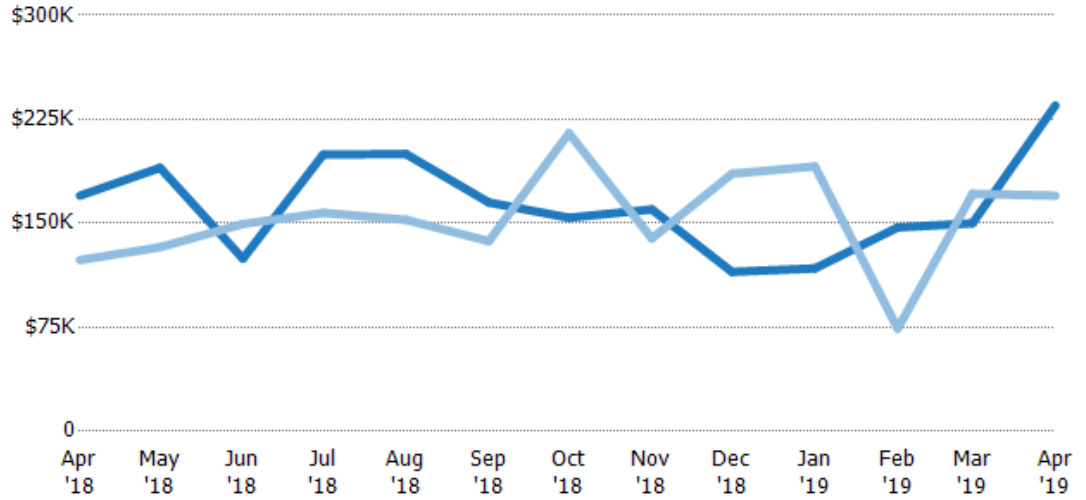
Median Sales Price

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.
Apr '19	\$235K	38.3%
Apr '18	\$170K	37.7%
Apr '17	\$123K	7.1%



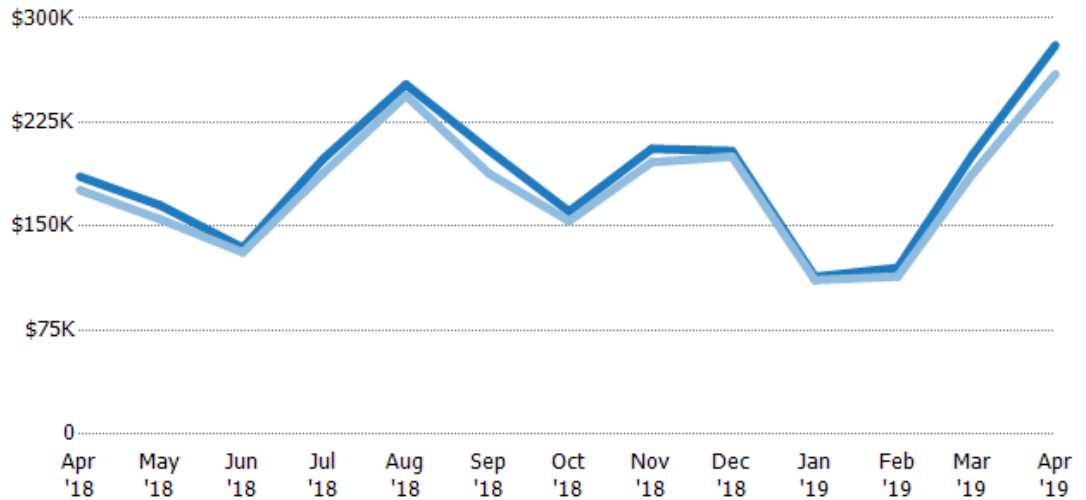
Current Year	\$170K	\$190K	\$125K	\$200K	\$200K	\$165K	\$154K	\$160K	\$115K	\$117K	\$147K	\$150K	\$235K
Prior Year	\$123K	\$133K	\$150K	\$158K	\$153K	\$137K	\$215K	\$139K	\$186K	\$191K	\$74.1K	\$171K	\$170K
Percent Change from Prior Year	38%	43%	-17%	27%	31%	20%	-28%	15%	-38%	-39%	98%	-12%	38%

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



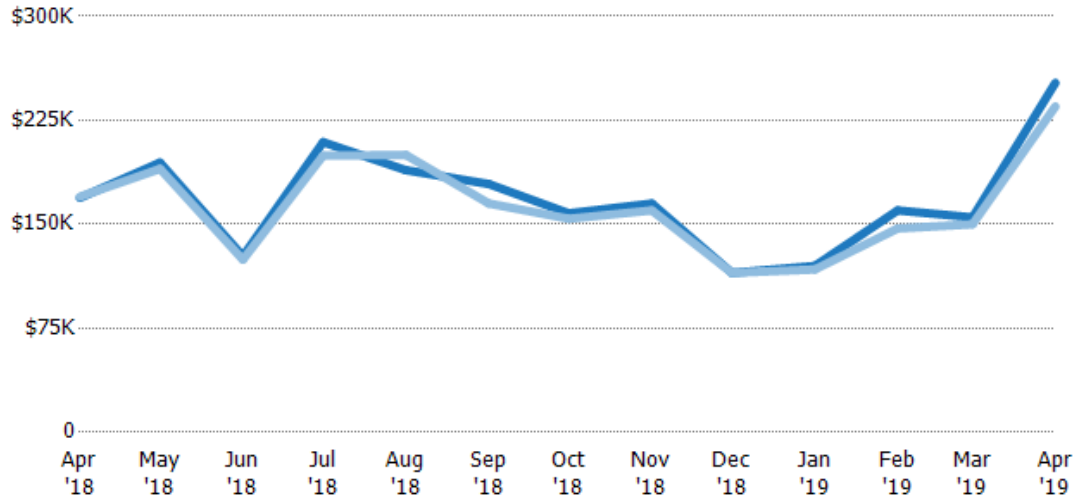
Avg List Price	\$186K	\$165K	\$134K	\$199K	\$252K	\$205K	\$161K	\$206K	\$204K	\$114K	\$120K	\$202K	\$281K
Avg Sales Price	\$176K	\$155K	\$131K	\$188K	\$244K	\$188K	\$154K	\$196K	\$200K	\$111K	\$114K	\$188K	\$260K
Avg Sales Price as a % of Avg List Price	95%	94%	98%	95%	97%	92%	96%	95%	98%	98%	95%	93%	93%

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



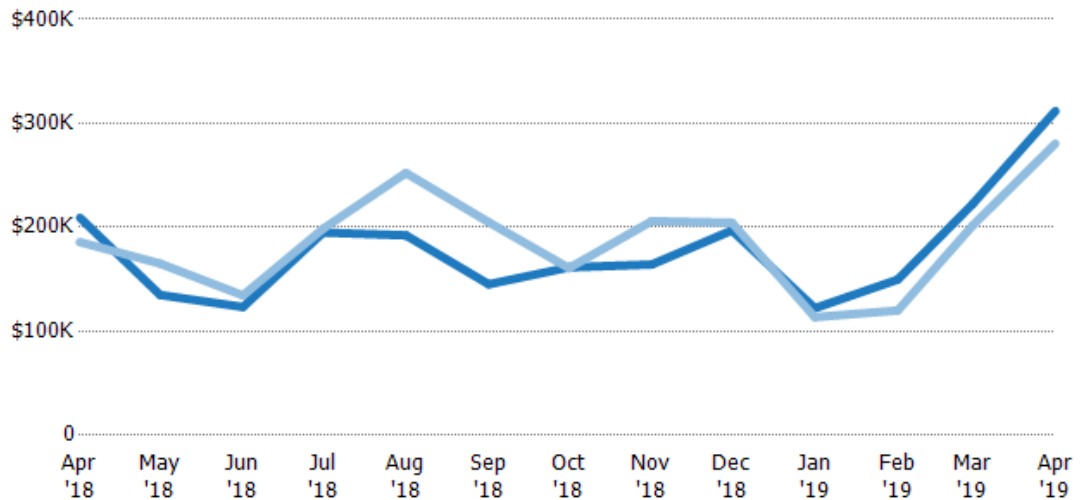
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$169K	\$195K	\$127K	\$209K	\$189K	\$179K	\$158K	\$165K	\$115K	\$120K	\$160K	\$155K	\$252K
Median Sales Price	\$170K	\$190K	\$125K	\$200K	\$200K	\$165K	\$154K	\$160K	\$115K	\$117K	\$147K	\$150K	\$235K
Med Sales Price as a % of Med List Price	101%	98%	98%	95%	106%	92%	98%	97%	100%	98%	92%	97%	93%

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



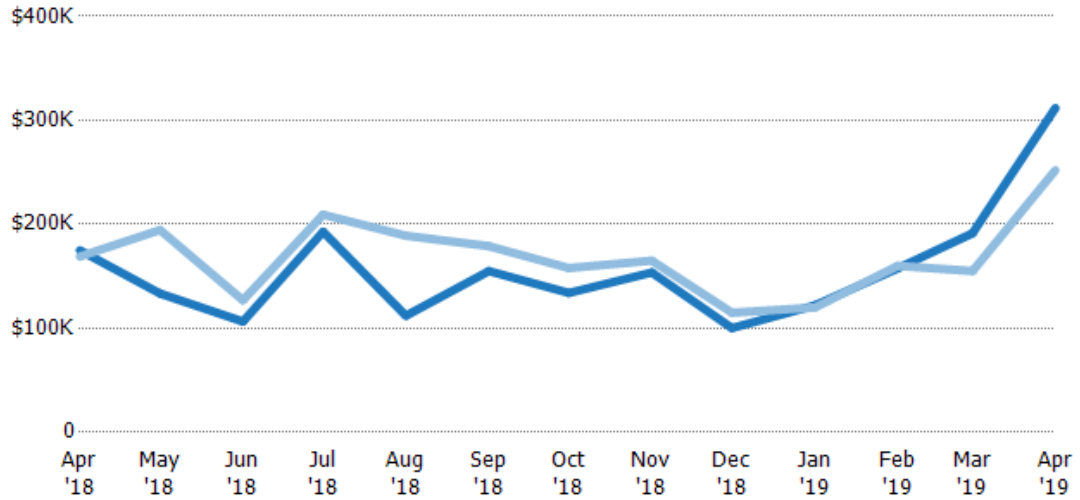
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$209K	\$135K	\$123K	\$195K	\$192K	\$145K	\$161K	\$164K	\$197K	\$122K	\$150K	\$222K	\$312K
Avg Sales Price	\$186K	\$165K	\$134K	\$199K	\$252K	\$205K	\$161K	\$206K	\$204K	\$114K	\$120K	\$202K	\$281K
Avg Sales Price as a % of Avg Est Value	89%	122%	109%	102%	131%	141%	100%	125%	104%	93%	80%	91%	90%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$175K	\$133K	\$106K	\$193K	\$112K	\$155K	\$134K	\$154K	\$100K	\$122K	\$158K	\$191K	\$312K
Median Sales Price	\$169K	\$195K	\$127K	\$209K	\$189K	\$179K	\$158K	\$165K	\$115K	\$120K	\$160K	\$155K	\$252K
Med Sales Price as a % of Med Est Value	97%	146%	119%	109%	169%	116%	118%	107%	115%	98%	102%	81%	81%