

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	16	-75%	23	35	-34.3%
New Listing Volume	\$1,118,800	\$2,703,550	-58.6%	\$3,351,155	\$5,267,750	-36.4%
Active Listing Count	–	53	–	N/A	N/A	
Active Listing Volume	–	\$9,914,450	–	N/A	N/A	
Average Listing Price	–	\$187,065	–	\$186,858	\$188,431	-0.8%
Median Listing Price	–	\$159,900	–	\$142,598	\$157,915	-9.7%
Median Days in RPR	–	96	–	173.81	184.5	-5.8%
Months of Inventory	–	26.5	-100%	11.2	13.6	-17.4%
Absorption Rate	–	3.77%	–	8.92%	7.37%	+1.5%
Sales Activity Charts Metrics						
New Pending Sales Count	7	10	-30%	23	22	+4.5%
New Pending Sales Volume	\$953,500	\$1,267,400	-24.8%	\$3,618,699	\$2,920,600	+23.9%
Pending Sales Count	–	12	–	N/A	N/A	
Pending Sales Volume	–	\$1,654,800	–	N/A	N/A	
Closed Sales Count	1	4	-75%	16	14	+14.3%
Closed Sales Volume	\$205,000	\$598,900	-65.8%	\$2,017,300	\$2,024,300	-0.3%
Average Sales Price	\$205,000	\$149,725	+36.9%	\$126,081	\$144,593	-12.8%
Median Sales Price	\$205,000	\$147,450	+39%	\$120,975	\$125,671	-3.7%

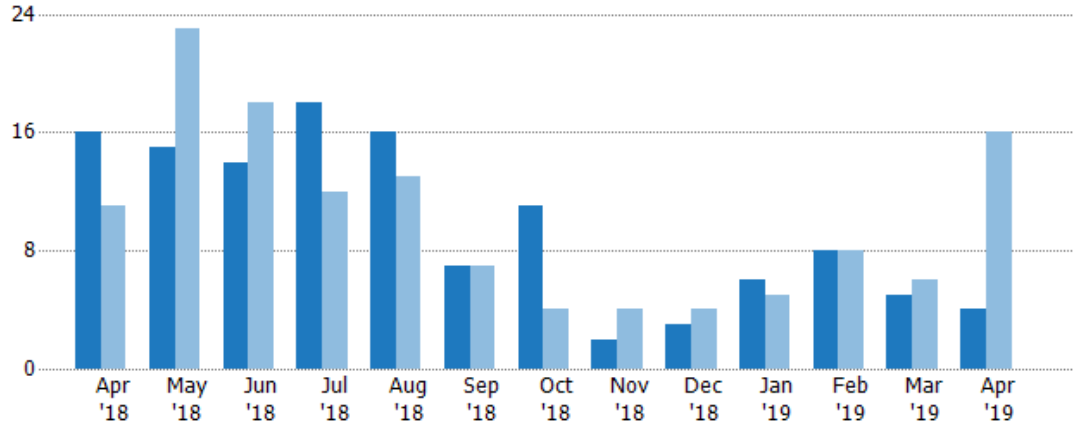
New Listings

The number of new residential listings 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

Month/Year	Count	% Chg.
Apr '19	4	-75%
Apr '18	16	45.5%
Apr '17	11	27.3%



Current Year	16	15	14	18	16	7	11	2	3	6	8	5	4
Prior Year	11	23	18	12	13	7	4	4	4	5	8	6	16
Percent Change from Prior Year	45%	-35%	-22%	50%	23%	0%	175%	-50%	-25%	20%	0%	-17%	-75%

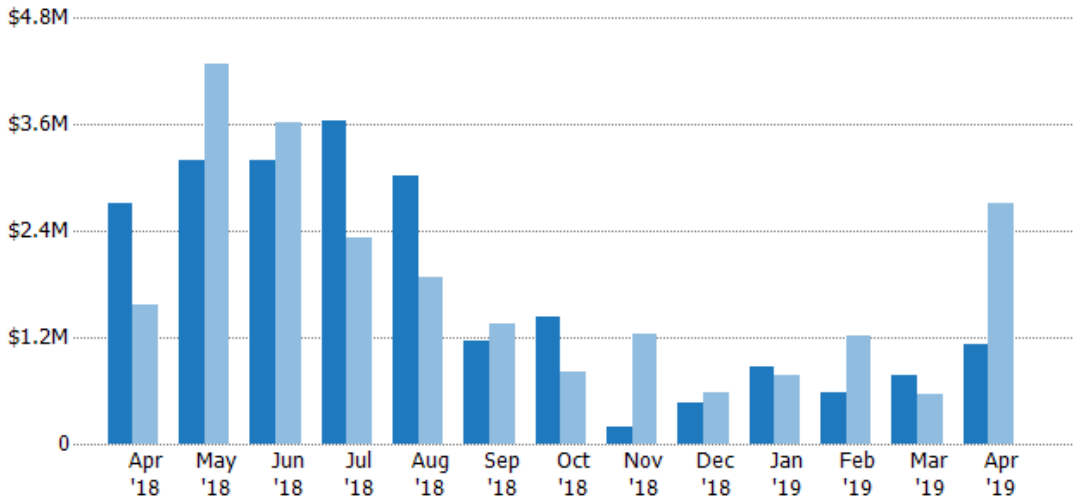
New Listing Volume

The sum of the listing price of residential listings 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

Month/Year	Volume	% Chg.
Apr '19	\$1.12M	-58.6%
Apr '18	\$2.7M	71.9%
Apr '17	\$1.57M	23.8%



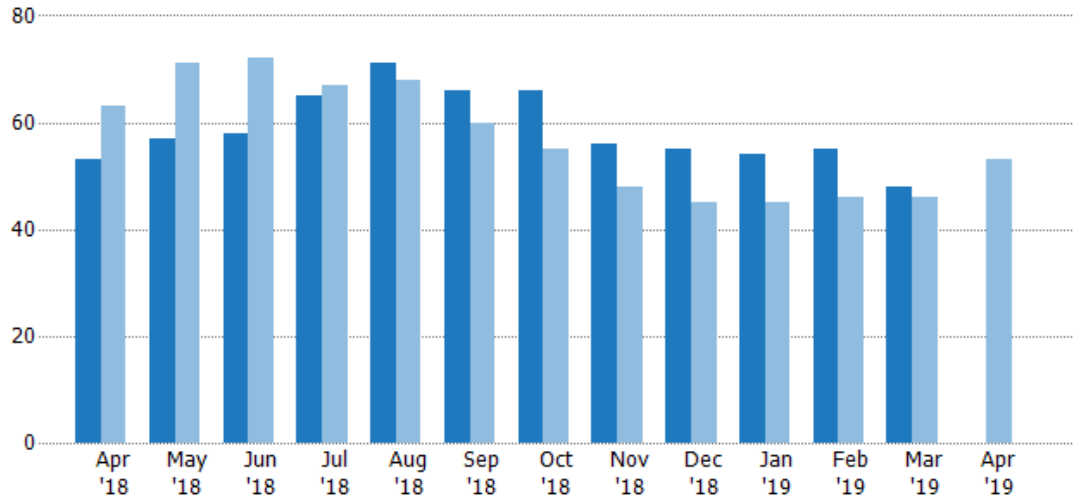
Current Year	\$2.7M	\$3.2M	\$3.2M	\$3.64M	\$3.01M	\$1.17M	\$1.43M	\$199K	\$454K	\$875K	\$582K	\$775K	\$1.12M
Prior Year	\$1.57M	\$4.28M	\$3.63M	\$2.32M	\$1.88M	\$1.35M	\$813K	\$1.24M	\$575K	\$775K	\$1.23M	\$562K	\$2.7M
Percent Change from Prior Year	72%	-25%	-12%	57%	60%	-13%	76%	-84%	-21%	13%	-53%	38%	-59%

Active Listings

The number of active residential 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



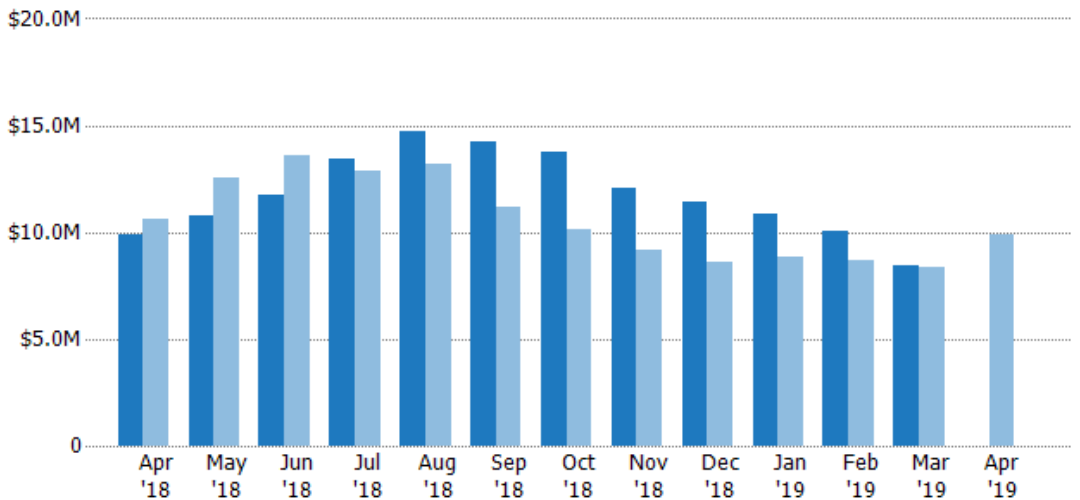
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	53	57	58	65	71	66	66	56	55	54	55	48	-
Prior Year	63	71	72	67	68	60	55	48	45	45	46	46	53
Percent Change from Prior Year	-16%	-20%	-19%	-3%	4%	10%	20%	17%	22%	20%	20%	4%	-100%

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



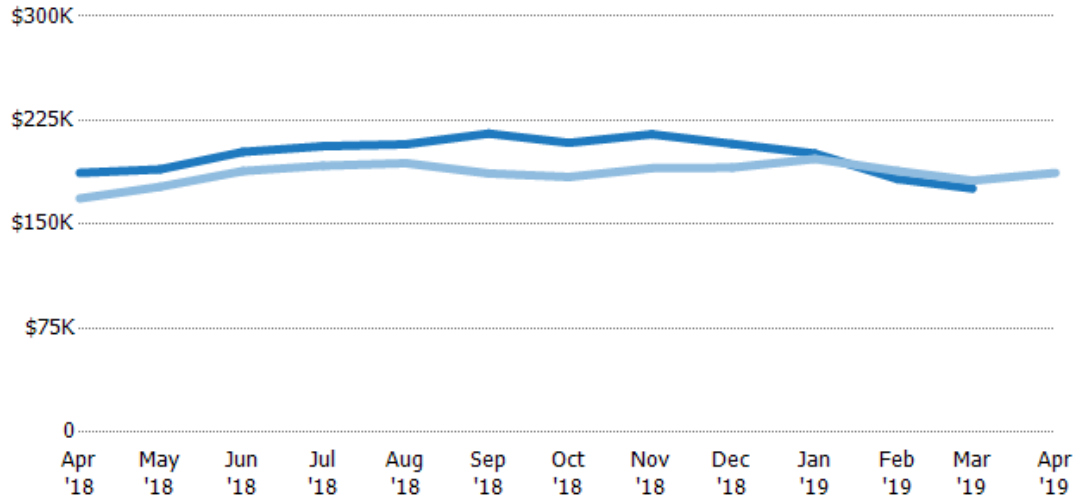
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$9.91M	\$10.8M	\$11.7M	\$13.4M	\$14.7M	\$14.2M	\$13.8M	\$12M	\$11.4M	\$10.9M	\$10M	\$8.44M	-
Prior Year	\$10.6M	\$12.6M	\$13.6M	\$12.9M	\$13.2M	\$11.2M	\$10.1M	\$9.14M	\$8.59M	\$8.87M	\$8.67M	\$8.35M	\$9.91M
Percent Change from Prior Year	-7%	-14%	-14%	4%	12%	27%	36%	32%	33%	22%	16%	1%	-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,
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 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



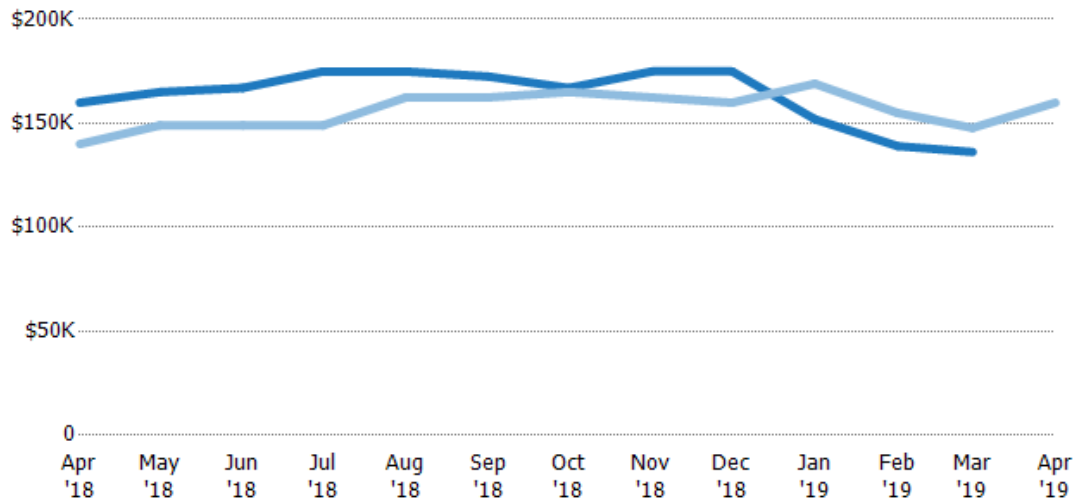
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$187K	\$190K	\$202K	\$206K	\$208K	\$215K	\$209K	\$215K	\$208K	\$201K	\$183K	\$176K	-
Prior Year	\$169K	\$177K	\$188K	\$192K	\$194K	\$187K	\$184K	\$190K	\$191K	\$197K	\$188K	\$181K	\$187K
Percent Change from Prior Year	11%	7%	7%	7%	7%	15%	13%	13%	9%	2%	-3%	-3%	-100%

Median Listing Price

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

Filters Used

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



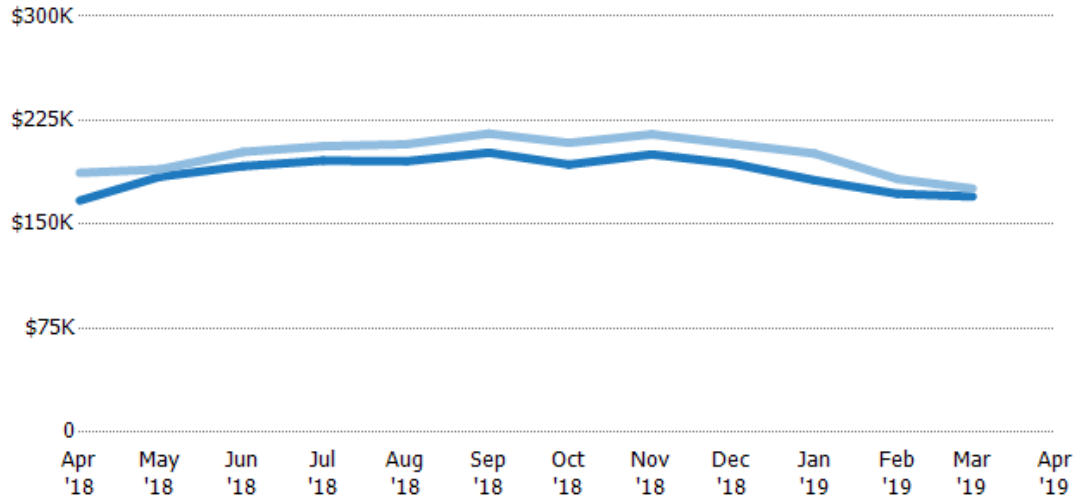
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$160K	\$165K	\$167K	\$175K	\$175K	\$172K	\$167K	\$175K	\$175K	\$152K	\$139K	\$136K	-
Prior Year	\$140K	\$149K	\$149K	\$149K	\$162K	\$162K	\$165K	\$162K	\$160K	\$169K	\$155K	\$148K	\$160K
Percent Change from Prior Year	14%	11%	12%	17%	8%	6%	1%	8%	9%	-10%	-10%	-8%	-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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 Saint Johnsbury Center, VT 05863
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



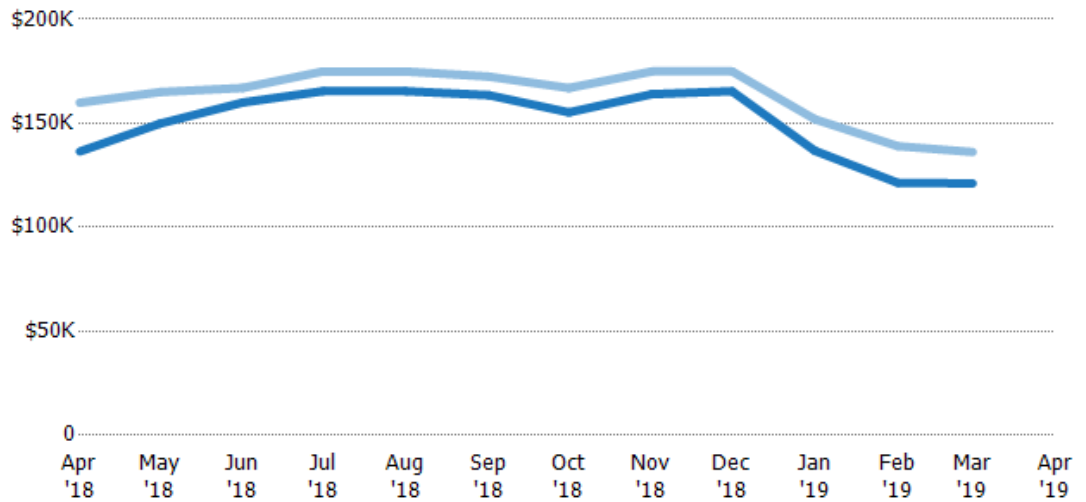
Avg Est Value	\$167K	\$184K	\$192K	\$196K	\$195K	\$202K	\$193K	\$200K	\$194K	\$182K	\$172K	\$170K	-
Avg Listing Price	\$187K	\$190K	\$202K	\$206K	\$208K	\$215K	\$209K	\$215K	\$208K	\$201K	\$183K	\$176K	-
Avg Listing Price as a % of Avg Est Value	112%	103%	105%	105%	106%	107%	108%	107%	107%	111%	106%	103%	-

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



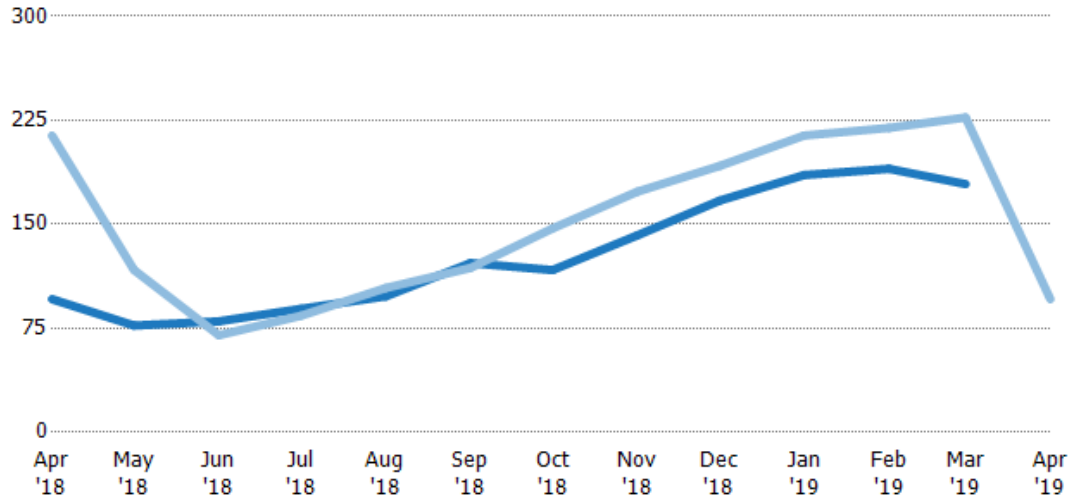
Median Est Value	\$136K	\$150K	\$160K	\$165K	\$165K	\$164K	\$155K	\$164K	\$165K	\$137K	\$121K	\$121K	-
Median Listing Price	\$160K	\$165K	\$167K	\$175K	\$175K	\$172K	\$167K	\$175K	\$175K	\$152K	\$139K	\$136K	-
Med Listing Price as a % of Med Est Value	117%	110%	104%	106%	106%	105%	108%	107%	106%	111%	115%	112%	-

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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 Property Type:
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 Family Residence



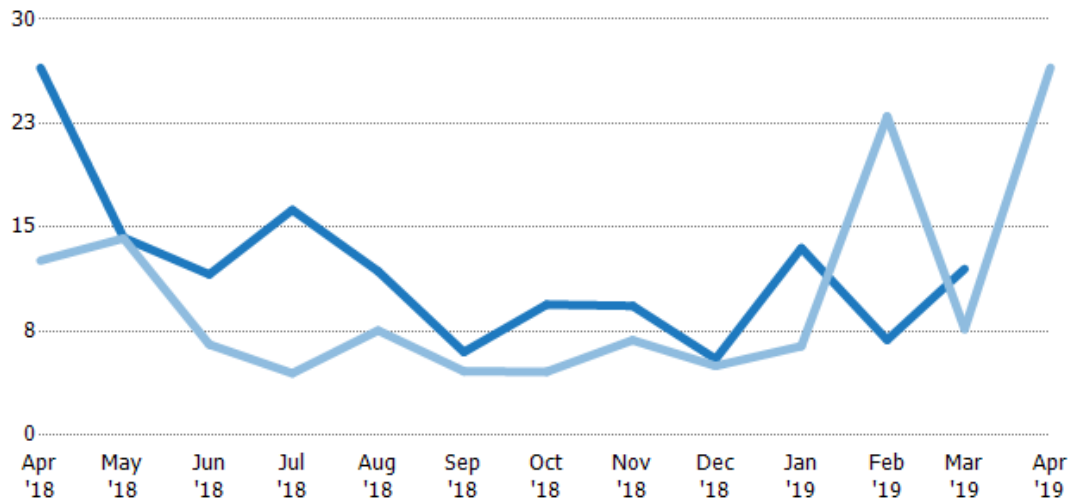
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	96	77	80	89	98	122	117	142	167	186	190	179	-
Prior Year	214	117	70	84	104	119	147	174	192	214	220	227	96
Percent Change from Prior Year	-55%	-34%	14%	6%	-6%	3%	-20%	-18%	-13%	-13%	-13%	-21%	-100%

Months of Inventory

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

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 Family Residence



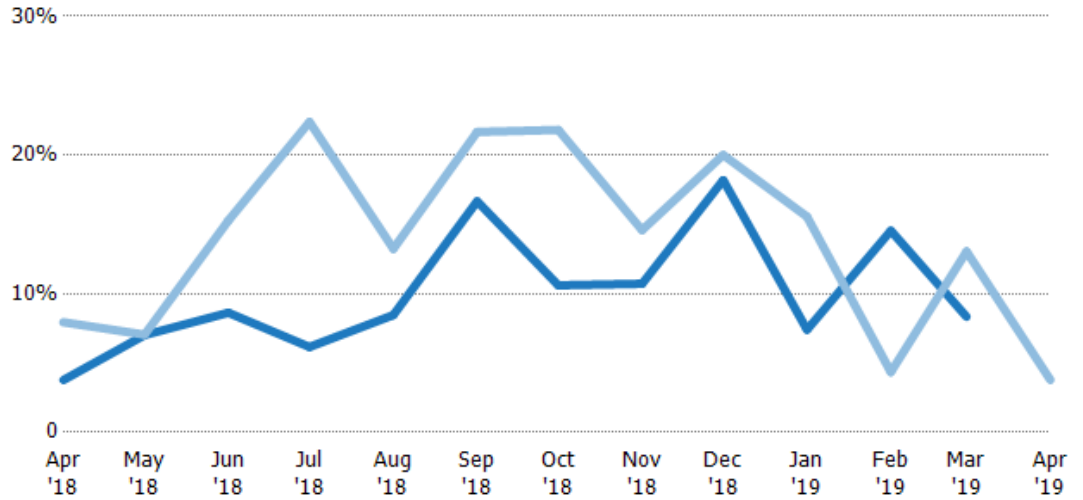
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	26.5	14.3	11.6	16.3	11.8	6	9.43	9.33	5.5	13.5	6.88	12	-
Prior Year	12.6	14.2	6.55	4.47	7.56	4.62	4.58	6.86	5	6.43	23	7.67	26.5
Percent Change from Prior Year	110%	0%	77%	264%	57%	30%	106%	36%	10%	110%	-70%	57%	-100%

Absorption Rate

The percentage of inventory sold per month.

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 Family Residence



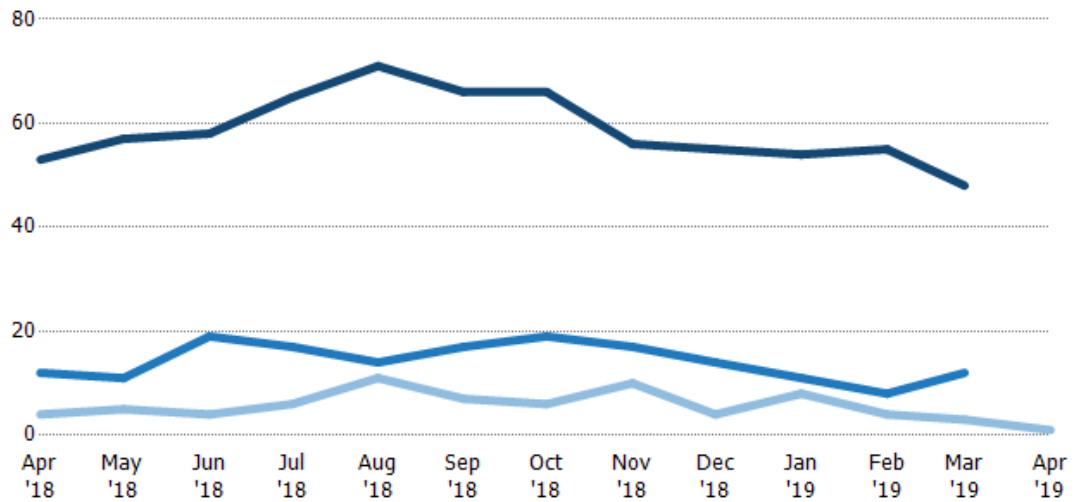
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	4%	7%	9%	6%	8%	17%	11%	11%	18%	7%	15%	8%	-
Prior Year	8%	7%	15%	22%	13%	22%	22%	15%	20%	16%	4%	13%	4%
Change from Prior Year	4%	0%	7%	16%	5%	5%	11%	4%	2%	8%	-10%	5%	4%

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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 Saint Johnsbury Center, VT 05863
 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	53	57	58	65	71	66	66	56	55	54	55	48	-
Pending	12	11	19	17	14	17	19	17	14	11	8	12	-
Sold	4	5	4	6	11	7	6	10	4	8	4	3	1

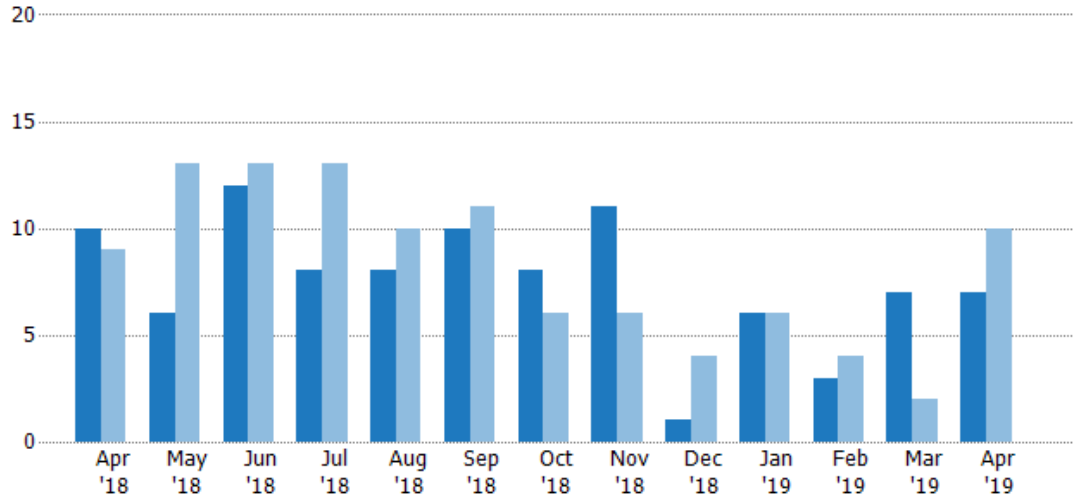
New Pending Sales

The number of residential 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

Month/Year	Count	% Chg.
Apr '19	7	-30%
Apr '18	10	11.1%
Apr '17	9	-66.7%



Current Year	10	6	12	8	8	10	8	11	1	6	3	7	7
Prior Year	9	13	13	13	10	11	6	6	4	6	4	2	10
Percent Change from Prior Year	11%	-54%	-8%	-38%	-20%	-9%	33%	83%	-75%	0%	-25%	250%	-30%

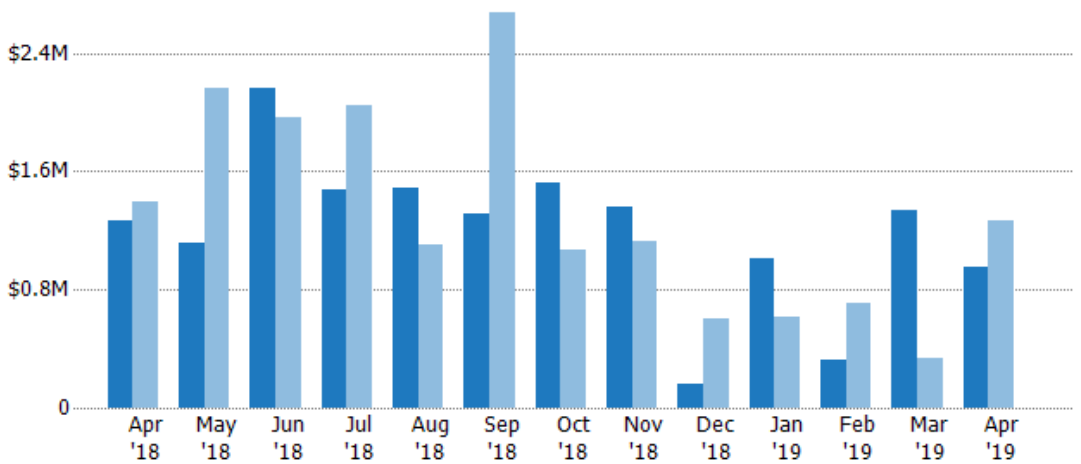
New Pending Sales Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Apr '19	\$954K	-24.8%
Apr '18	\$1.27M	-9.5%
Apr '17	\$1.4M	-69%



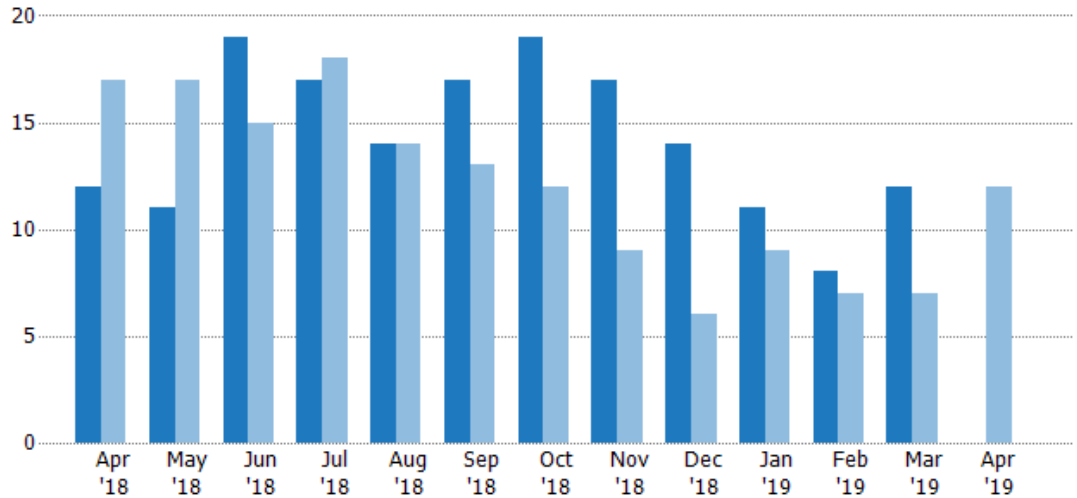
Current Year	\$1.27M	\$1.11M	\$2.16M	\$1.48M	\$1.48M	\$1.32M	\$1.52M	\$1.36M	\$158K	\$1.01M	\$324K	\$1.33M	\$954K
Prior Year	\$1.4M	\$2.17M	\$1.97M	\$2.05M	\$1.1M	\$2.67M	\$1.07M	\$1.13M	\$603K	\$613K	\$708K	\$332K	\$1.27M
Percent Change from Prior Year	-9%	-49%	10%	-28%	35%	-51%	42%	20%	-74%	64%	-54%	302%	-25%

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



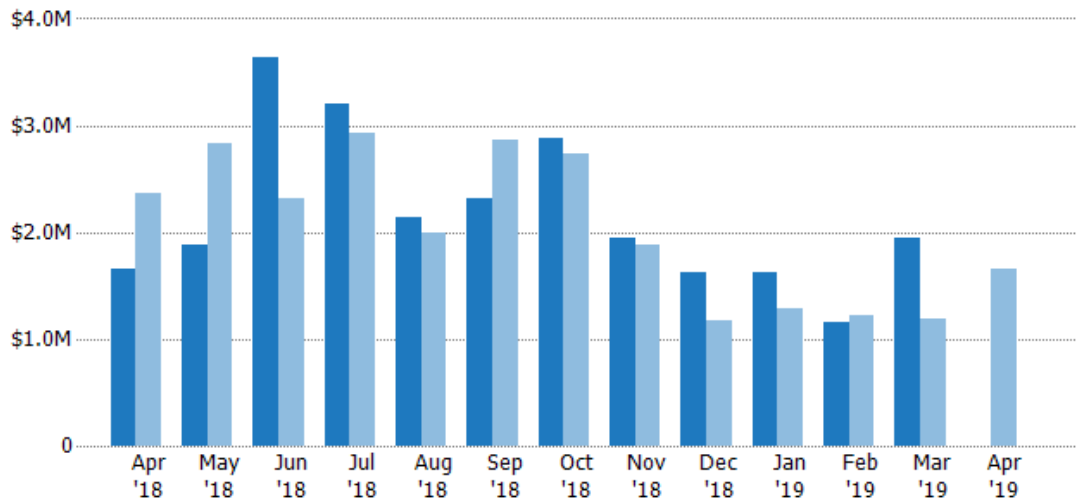
Current Year	12	11	19	17	14	17	19	17	14	11	8	12	-
Prior Year	17	17	15	18	14	13	12	9	6	9	7	7	12
Percent Change from Prior Year	-29%	-35%	27%	-6%	0%	31%	58%	89%	133%	22%	14%	71%	-100%

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



Current Year	\$1.65M	\$1.88M	\$3.64M	\$3.2M	\$2.13M	\$2.32M	\$2.88M	\$1.94M	\$1.63M	\$1.62M	\$1.15M	\$1.95M	-
Prior Year	\$2.37M	\$2.84M	\$2.31M	\$2.92M	\$1.99M	\$2.86M	\$2.74M	\$1.88M	\$1.18M	\$1.28M	\$1.22M	\$1.19M	\$1.65M
Percent Change from Prior Year	-30%	-34%	57%	10%	7%	-19%	5%	3%	38%	27%	-6%	64%	-100%

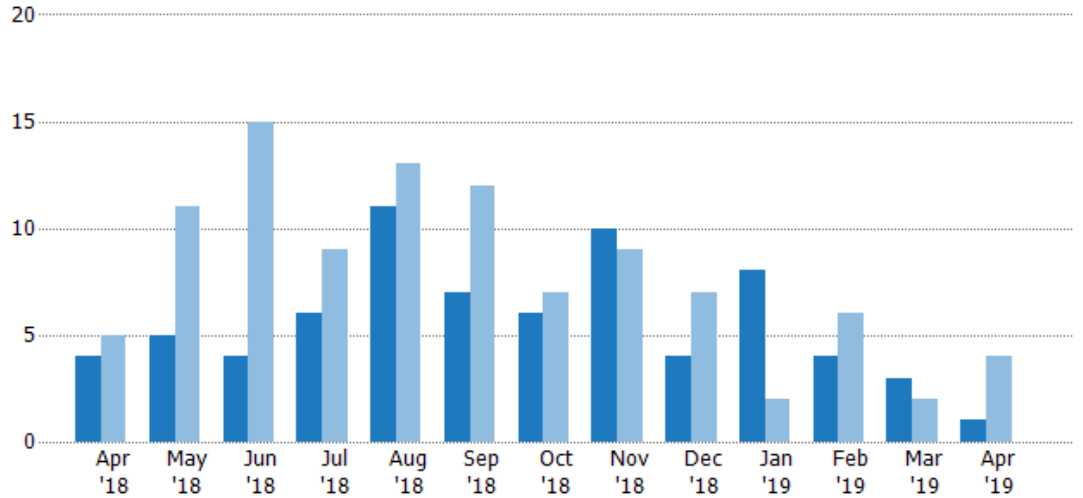
Closed Sales

The total number of residential 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

Month/Year	Count	% Chg.
Apr '19	1	-75%
Apr '18	4	-20%
Apr '17	5	40%



Current Year	4	5	4	6	11	7	6	10	4	8	4	3	1
Prior Year	5	11	15	9	13	12	7	9	7	2	6	2	4
Percent Change from Prior Year	-20%	-55%	-73%	-33%	-15%	-42%	-14%	11%	-43%	300%	-33%	50%	-75%

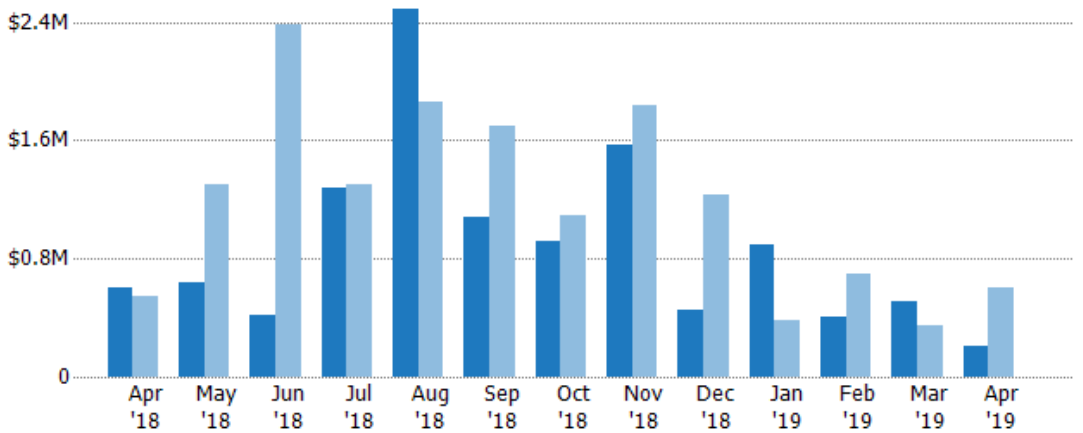
Closed Sales Volume

The sum of the sales price of residential 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

Month/Year	Volume	% Chg.
Apr '19	\$205K	-65.8%
Apr '18	\$599K	9.2%
Apr '17	\$548K	60.4%



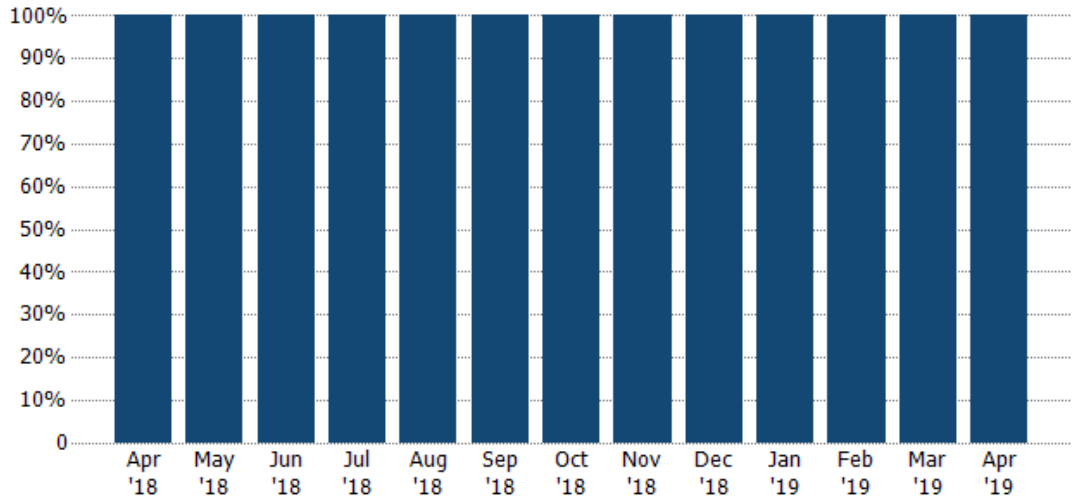
Current Year	\$599K	\$635K	\$414K	\$1.28M	\$2.49M	\$1.08M	\$914K	\$1.57M	\$452K	\$890K	\$409K	\$514K	\$205K
Prior Year	\$548K	\$1.3M	\$2.39M	\$1.3M	\$1.85M	\$1.7M	\$1.09M	\$1.84M	\$1.23M	\$383K	\$700K	\$343K	\$599K
Percent Change from Prior Year	9%	-51%	-83%	-2%	34%	-37%	-16%	-14%	-63%	133%	-42%	50%	-66%

Closed Sales by Property Type

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

Filters Used

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



Single Family Residence

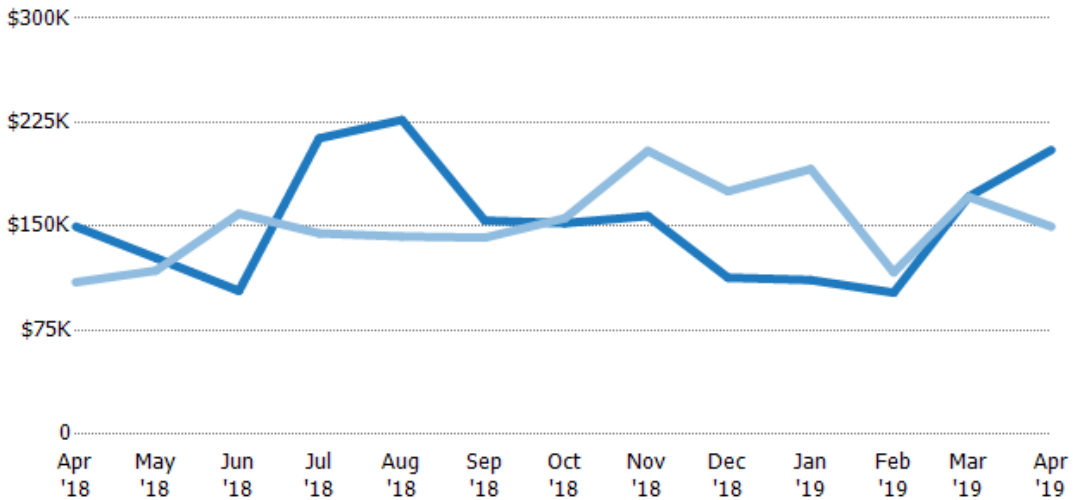
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

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

Filters Used

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



Current Year

\$150K \$127K \$103K \$213K \$227K \$154K \$152K \$157K \$113K \$111K \$102K \$171K \$205K

Prior Year

\$110K \$118K \$159K \$145K \$143K \$142K \$156K \$204K \$175K \$191K \$117K \$171K \$150K

Percent Change from Prior Year

37% 8% -35% 47% 59% 9% -2% -23% -36% -42% -13% 0% 37%

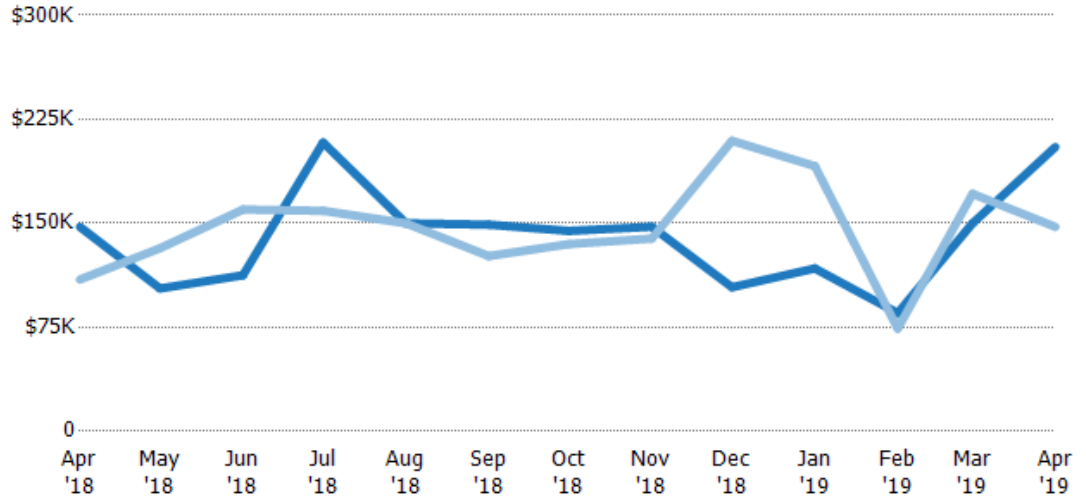
Median Sales Price

The median sales price of the residential 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

Month/ Year	Price	% Chg.
Apr '19	\$205K	39%
Apr '18	\$147K	34.8%
Apr '17	\$109K	0.5%



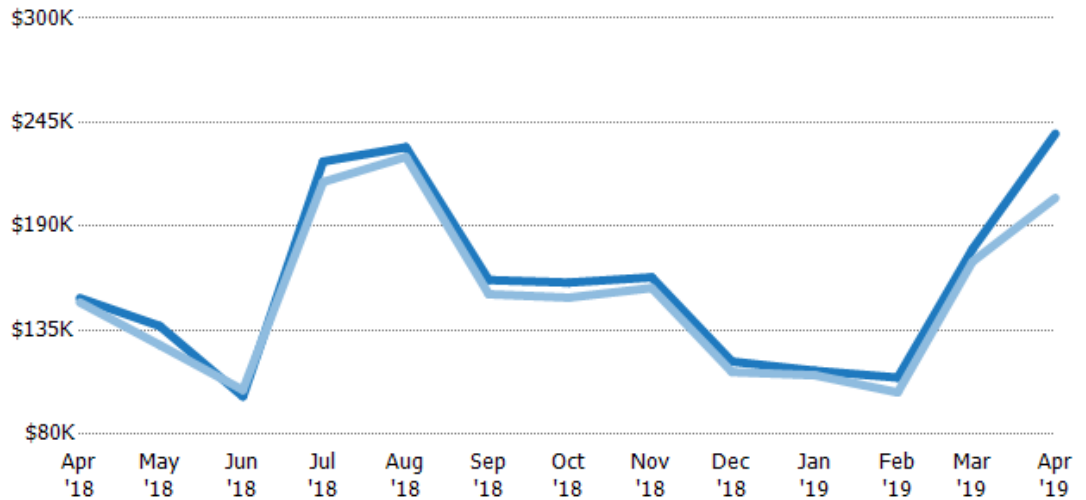
Current Year	\$147K	\$103K	\$113K	\$208K	\$150K	\$149K	\$145K	\$148K	\$104K	\$117K	\$85.3K	\$150K	\$205K
Prior Year	\$109K	\$132K	\$160K	\$159K	\$150K	\$126K	\$135K	\$139K	\$210K	\$191K	\$74.1K	\$171K	\$147K
Percent Change from Prior Year	35%	-22%	-30%	31%	0%	18%	7%	6%	-50%	-39%	15%	-12%	39%

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



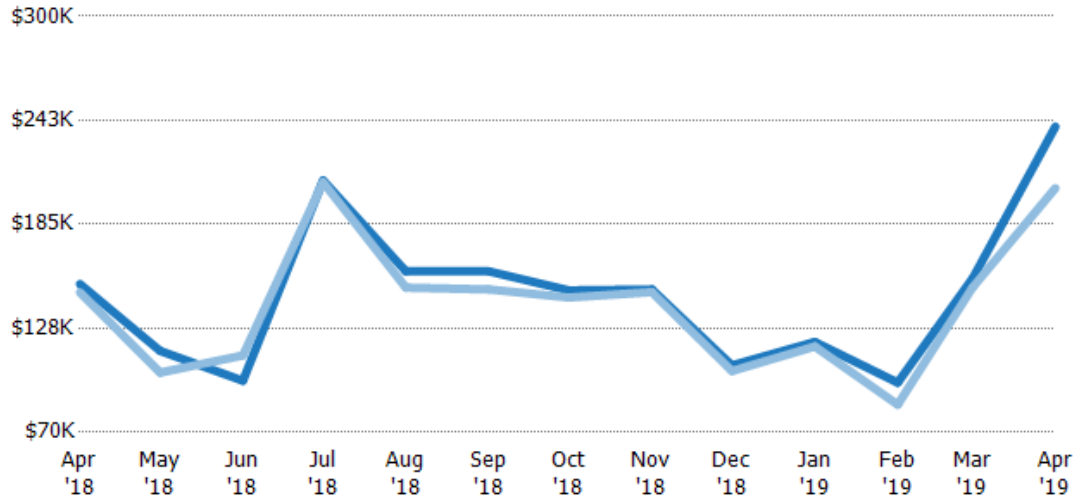
Avg List Price	\$152K	\$137K	\$100K	\$224K	\$232K	\$162K	\$160K	\$163K	\$118K	\$114K	\$110K	\$178K	\$239K
Avg Sales Price	\$150K	\$127K	\$103K	\$213K	\$227K	\$154K	\$152K	\$157K	\$113K	\$111K	\$102K	\$171K	\$205K
Avg Sales Price as a % of Avg List Price	99%	93%	103%	95%	98%	95%	95%	97%	95%	98%	93%	96%	86%

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



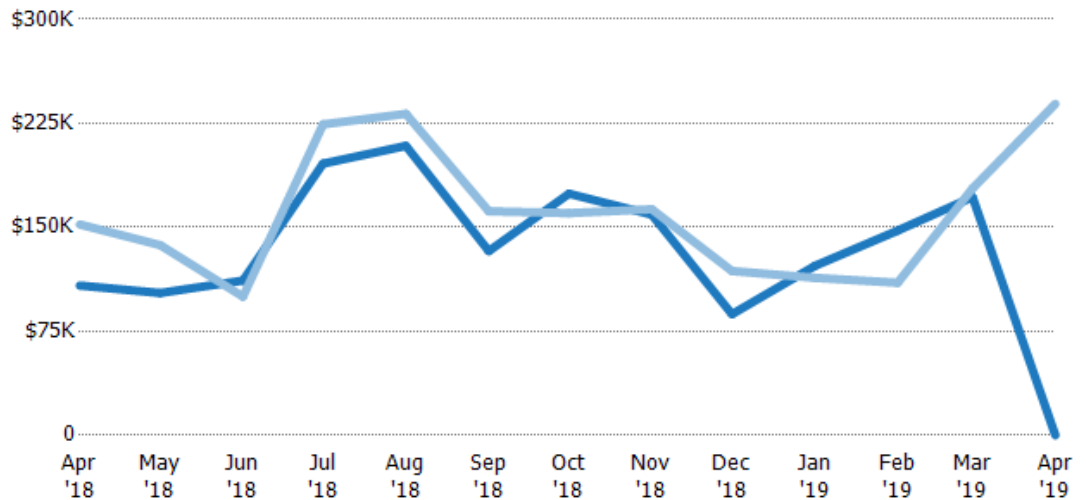
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$152K	\$115K	\$98.5K	\$209K	\$159K	\$159K	\$148K	\$149K	\$107K	\$120K	\$97.5K	\$155K	\$239K
Median Sales Price	\$147K	\$103K	\$113K	\$208K	\$150K	\$149K	\$145K	\$148K	\$104K	\$117K	\$85.3K	\$150K	\$205K
Med Sales Price as a % of Med List Price	97%	90%	114%	100%	94%	94%	97%	99%	97%	98%	87%	97%	86%

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



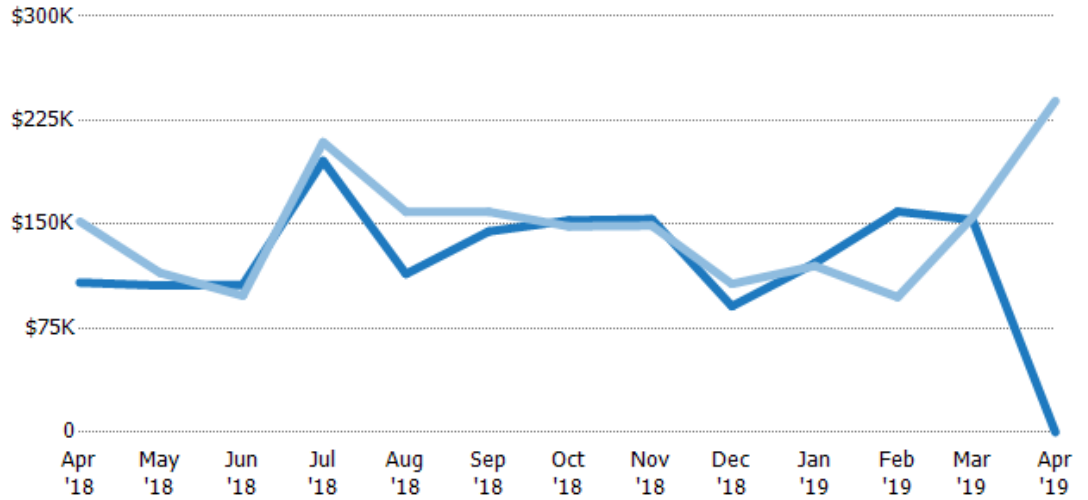
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$108K	\$103K	\$112K	\$196K	\$209K	\$133K	\$174K	\$159K	\$87.4K	\$122K	\$148K	\$172K	\$0
Avg Sales Price	\$152K	\$137K	\$100K	\$224K	\$232K	\$162K	\$160K	\$163K	\$118K	\$114K	\$110K	\$178K	\$239K
Avg Sales Price as a % of Avg Est Value	141%	134%	90%	114%	111%	122%	92%	102%	136%	93%	75%	104%	100%

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



Median Est Value	\$108K	\$106K	\$106K	\$196K	\$114K	\$145K	\$153K	\$154K	\$90.9K	\$122K	\$159K	\$153K	\$0
Median Sales Price	\$152K	\$115K	\$98.5K	\$209K	\$159K	\$159K	\$148K	\$149K	\$107K	\$120K	\$97.5K	\$155K	\$239K
Med Sales Price as a % of Med Est Value	141%	109%	93%	107%	139%	110%	97%	97%	118%	98%	61%	101%	100%