

## 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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	29	15	+93.3%	58	51	+13.7%
New Listing Volume	\$5,991,200	\$3,189,900	+87.8%	\$10,660,850	\$8,605,650	+23.9%
Active Listing Count	54	57	-5.3%	N/A	N/A	
Active Listing Volume	\$10,786,950	\$10,799,500	-0.1%	N/A	N/A	
Average Listing Price	\$199,758	\$189,465	+5.4%	\$190,058	\$187,754	+1.2%
Median Listing Price	\$163,750	\$165,000	-0.8%	\$150,809	\$158,074	-4.6%
Median Days in RPR	73.5	77	-4.5%	153.06	162.21	-5.6%
Months of Inventory	10.8	14.3	-24.2%	13.7	10.2	+34%
Absorption Rate	9.26%	7.02%	+2.2%	7.31%	9.8%	-2.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	16	6	+166.7%	46	29	+58.6%
New Pending Sales Volume	\$3,001,400	\$1,111,400	+170.1%	\$7,468,799	\$4,180,000	+78.7%
Pending Sales Count	29	12	+141.7%	N/A	N/A	
Pending Sales Volume	\$4,873,100	\$2,026,300	+140.5%	N/A	N/A	
Closed Sales Count	5	5	+/-	25	19	+31.6%
Closed Sales Volume	\$640,350	\$635,499	+0.8%	\$3,199,050	\$2,659,799	+20.3%
Average Sales Price	\$128,070	\$127,100	+0.8%	\$127,962	\$139,989	-8.6%
Median Sales Price	\$93,500	\$103,000	-9.2%	\$112,924	\$119,705	-5.7%

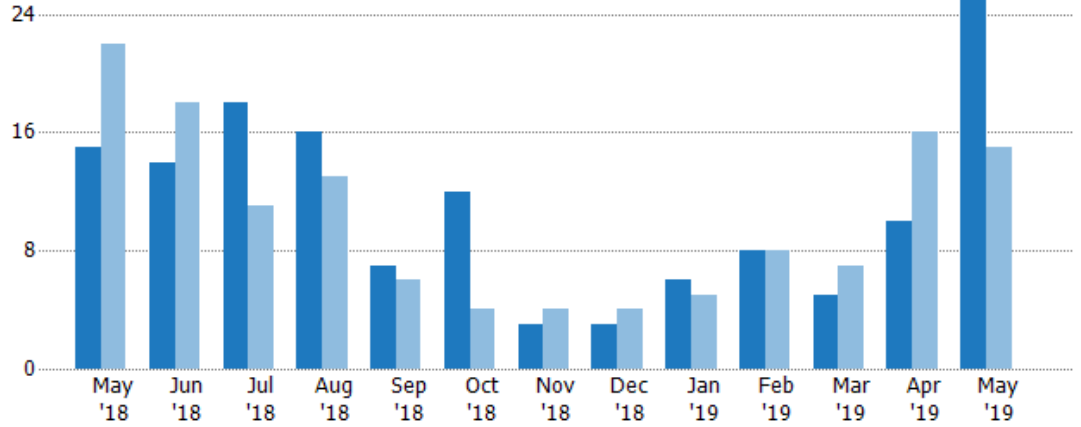
## New Listings

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.
May '19	29	93.3%
May '18	15	-31.8%
May '17	22	-22.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	15	14	18	16	7	12	3	3	6	8	5	10	29
Prior Year	22	18	11	13	6	4	4	4	5	8	7	16	15
Percent Change from Prior Year	-32%	-22%	64%	23%	17%	200%	-25%	-25%	20%	0%	-29%	-38%	93%

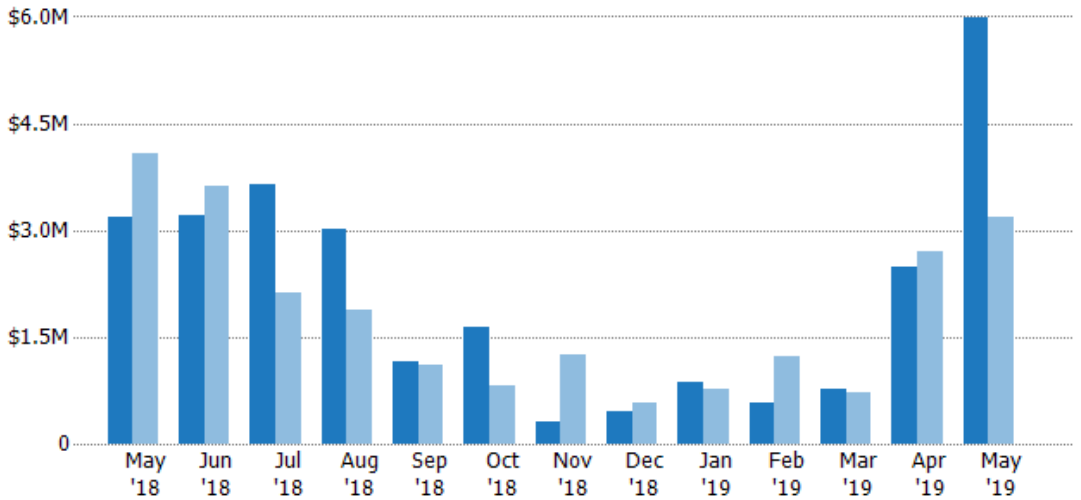
## New Listing Volume

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.
May '19	\$5.99M	87.8%
May '18	\$3.19M	-21.8%
May '17	\$4.08M	-25.8%



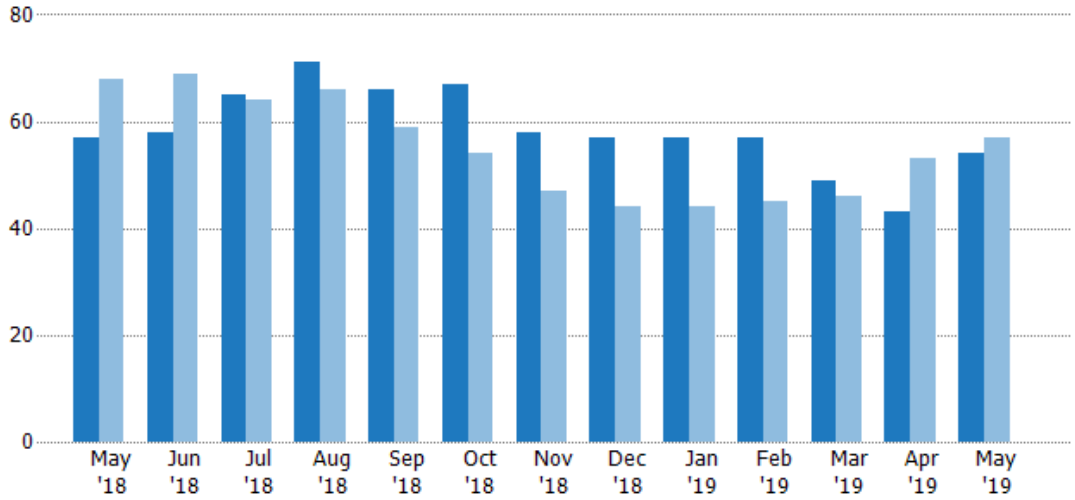
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$3.19M	\$3.2M	\$3.64M	\$3.01M	\$1.14M	\$1.63M	\$309K	\$449K	\$858K	\$565K	\$760K	\$2.49M	\$5.99M
Prior Year	\$4.08M	\$3.63M	\$2.13M	\$1.88M	\$1.1M	\$813K	\$1.24M	\$575K	\$775K	\$1.23M	\$710K	\$2.7M	\$3.19M
Percent Change from Prior Year	-22%	-12%	71%	60%	4%	100%	-75%	-22%	11%	-54%	7%	-8%	88%

## 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



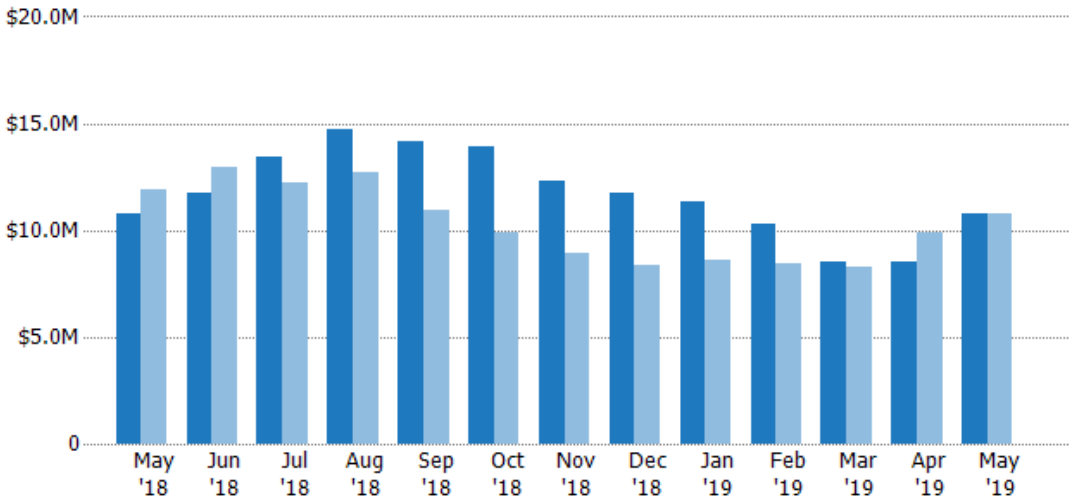
Month/Year	Count	% Chg.
May '19	54	-5.3%
May '18	57	-16.2%
May '17	68	-10.3%

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



Month/Year	Volume	% Chg.
May '19	\$10.8M	-0.1%
May '18	\$10.8M	-9.5%
May '17	\$11.9M	-10.9%

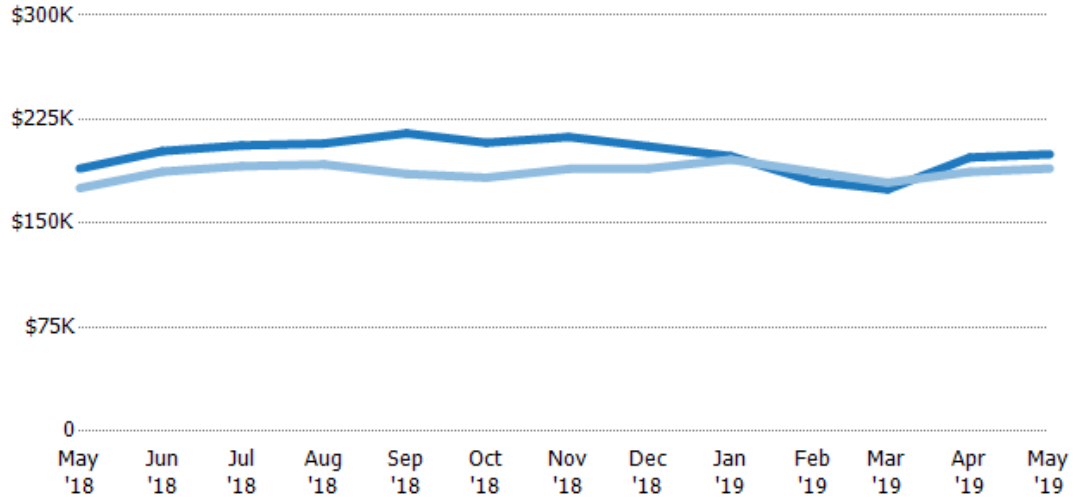
## Average Listing Price

The average 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

Month/ Year	Price	% Chg.
May '19	\$200K	5.4%
May '18	\$189K	8%
May '17	\$175K	-0.6%



Current Year	\$189K	\$202K	\$206K	\$208K	\$215K	\$208K	\$212K	\$205K	\$198K	\$180K	\$174K	\$197K	\$200K
Prior Year	\$175K	\$187K	\$191K	\$192K	\$186K	\$183K	\$189K	\$189K	\$196K	\$187K	\$179K	\$187K	\$189K
Percent Change from Prior Year	8%	8%	8%	8%	16%	14%	12%	8%	1%	-4%	-3%	6%	5%

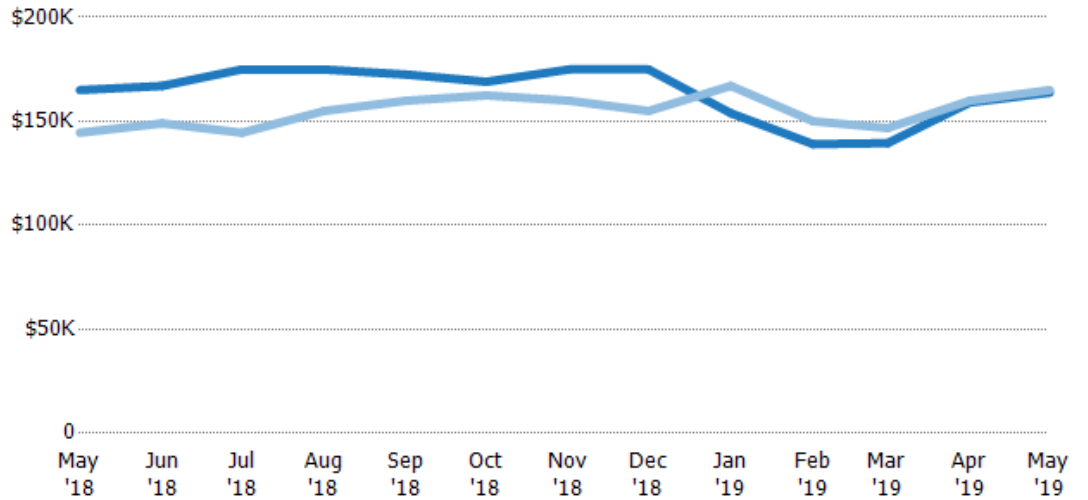
## Median Listing Price

The median 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

Month/ Year	Price	% Chg.
May '19	\$164K	-0.8%
May '18	\$165K	14.2%
May '17	\$145K	3.7%



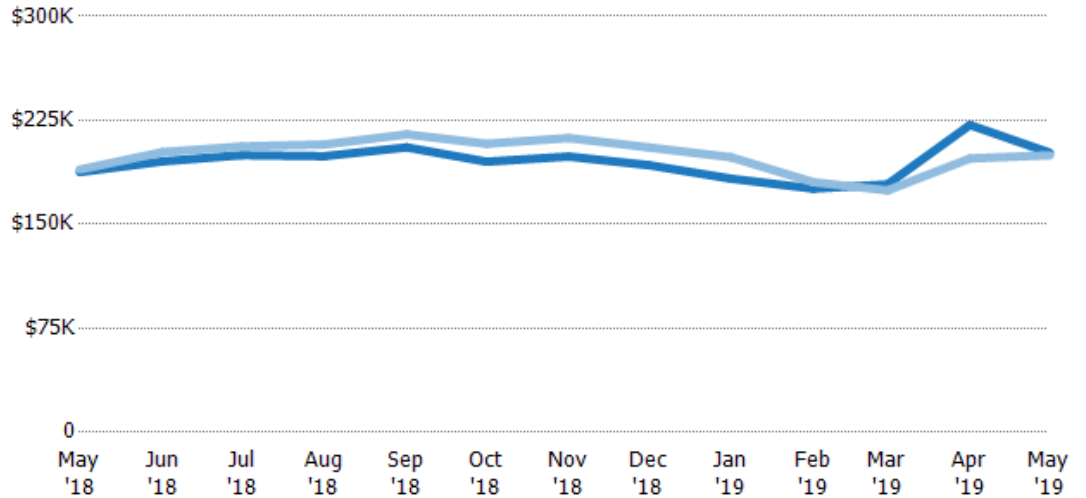
Current Year	\$165K	\$167K	\$175K	\$175K	\$172K	\$169K	\$175K	\$175K	\$154K	\$139K	\$140K	\$159K	\$164K
Prior Year	\$145K	\$149K	\$145K	\$155K	\$160K	\$162K	\$160K	\$155K	\$167K	\$150K	\$147K	\$160K	\$165K
Percent Change from Prior Year	14%	12%	21%	13%	8%	4%	9%	13%	-8%	-7%	-5%	-1%	-1%

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



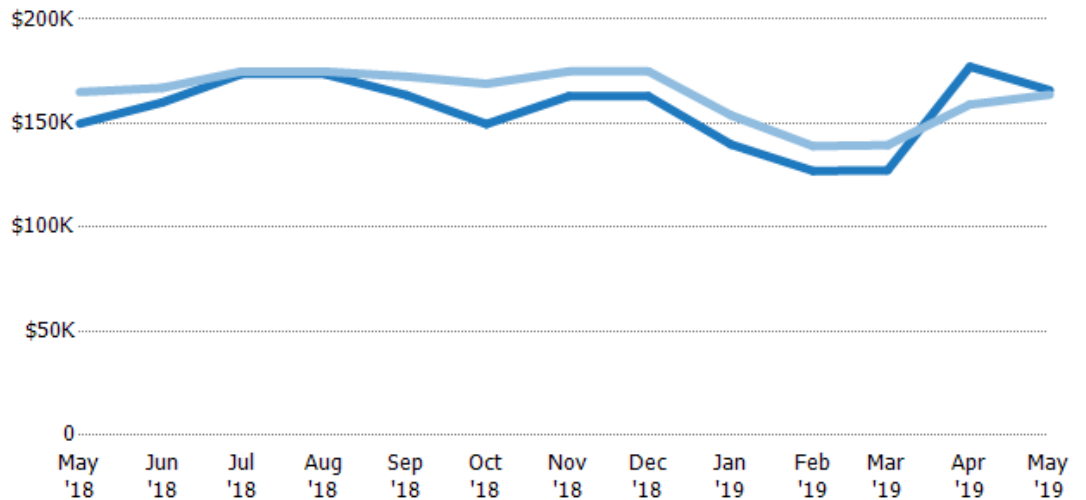
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$188K	\$195K	\$200K	\$199K	\$205K	\$195K	\$199K	\$193K	\$183K	\$176K	\$179K	\$222K	\$202K
Avg Listing Price	\$189K	\$202K	\$206K	\$208K	\$215K	\$208K	\$212K	\$205K	\$198K	\$180K	\$174K	\$197K	\$200K
Avg Listing Price as a % of Avg Est Value	101%	103%	103%	104%	105%	107%	107%	107%	108%	103%	98%	89%	99%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$150K	\$160K	\$174K	\$174K	\$164K	\$150K	\$163K	\$163K	\$140K	\$127K	\$127K	\$177K	\$166K
Median Listing Price	\$165K	\$167K	\$175K	\$175K	\$172K	\$169K	\$175K	\$175K	\$154K	\$139K	\$140K	\$159K	\$164K
Med Listing Price as a % of Med Est Value	110%	104%	101%	101%	105%	113%	107%	107%	110%	109%	110%	90%	99%

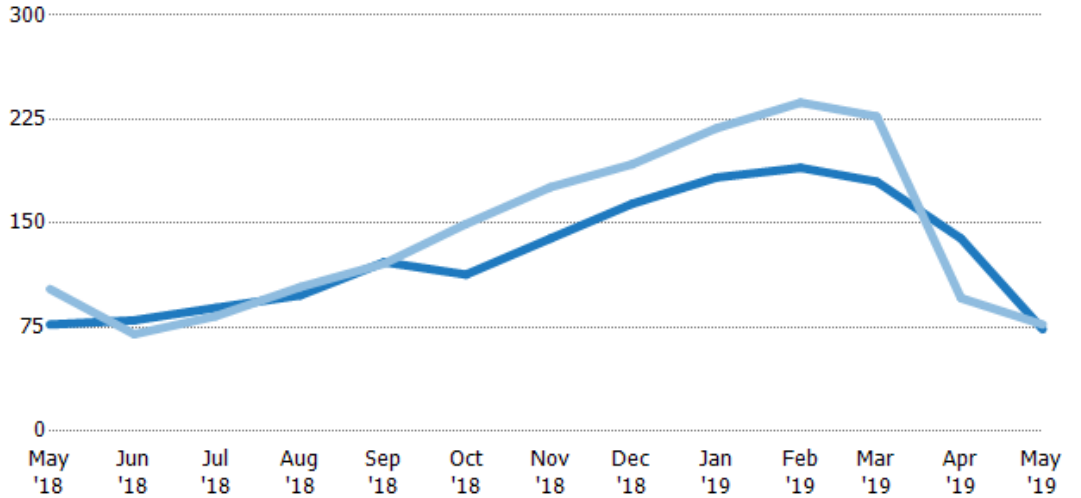
## Median Days in RPR

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

Month/Year	Days	% Chg.
May '19	73.5	-4.5%
May '18	77	-24.9%
May '17	103	-30.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	77	80	89	98	122	113	139	164	183	190	180	139	73.5
Prior Year	103	70	83	104	121	150	176	193	219	237	227	96	77
Percent Change from Prior Year	-25%	14%	7%	-6%	1%	-24%	-21%	-15%	-16%	-20%	-21%	45%	-5%

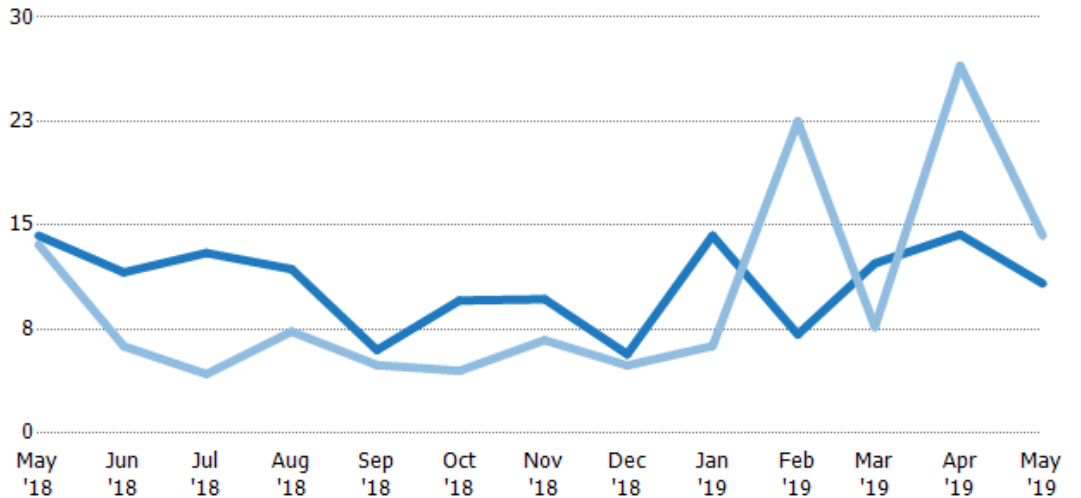
## Months of Inventory

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

### Filters Used

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

Month/Year	Months	% Chg.
May '19	10.8	-24.2%
May '18	14.3	4.8%
May '17	13.6	-35.9%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	14.3	11.6	13	11.8	6	9.57	9.67	5.7	14.3	7.13	12.3	14.3	10.8
Prior Year	13.6	6.27	4.27	7.33	4.92	4.5	6.71	4.89	6.29	22.5	7.67	26.5	14.3
Percent Change from Prior Year	5%	85%	205%	61%	22%	113%	44%	17%	127%	-68%	60%	-46%	-24%

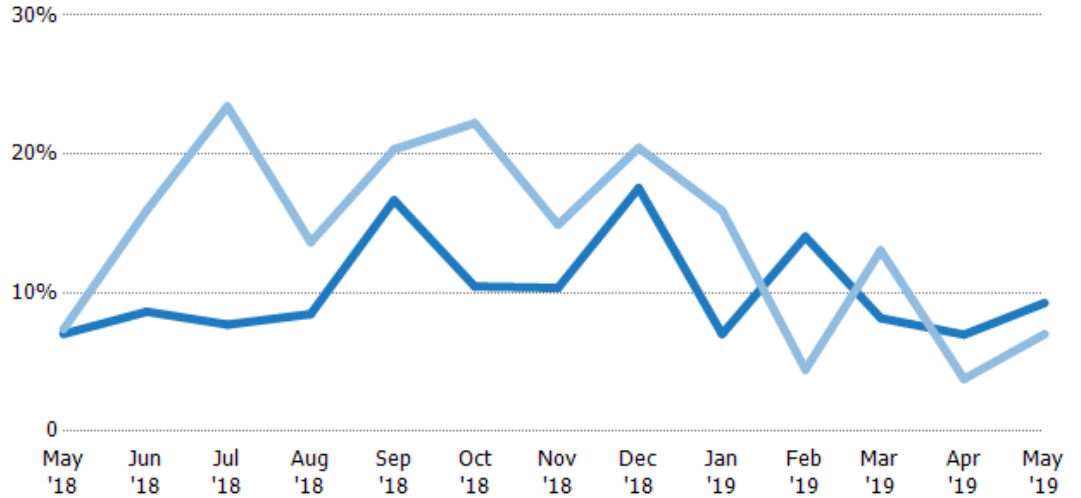
## Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
May '19	9%	-2.2%
May '18	7%	0.3%
May '17	7%	56.1%



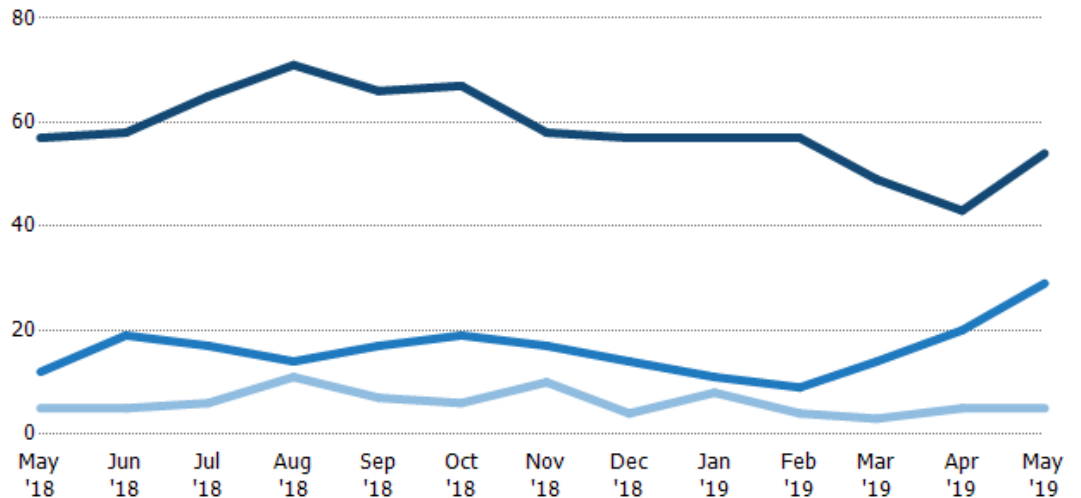
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	7%	9%	8%	8%	17%	10%	10%	18%	7%	14%	8%	7%	9%
Prior Year	7%	16%	23%	14%	20%	22%	15%	20%	16%	4%	13%	4%	7%
Change from Prior Year	0%	7%	16%	5%	4%	12%	5%	3%	9%	-10%	5%	-3%	-2%

## Active/Pending/Sold Units

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

### Filters Used

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	57	58	65	71	66	67	58	57	57	57	49	43	54
Pending	12	19	17	14	17	19	17	14	11	9	14	20	29
Sold	5	5	6	11	7	6	10	4	8	4	3	5	5

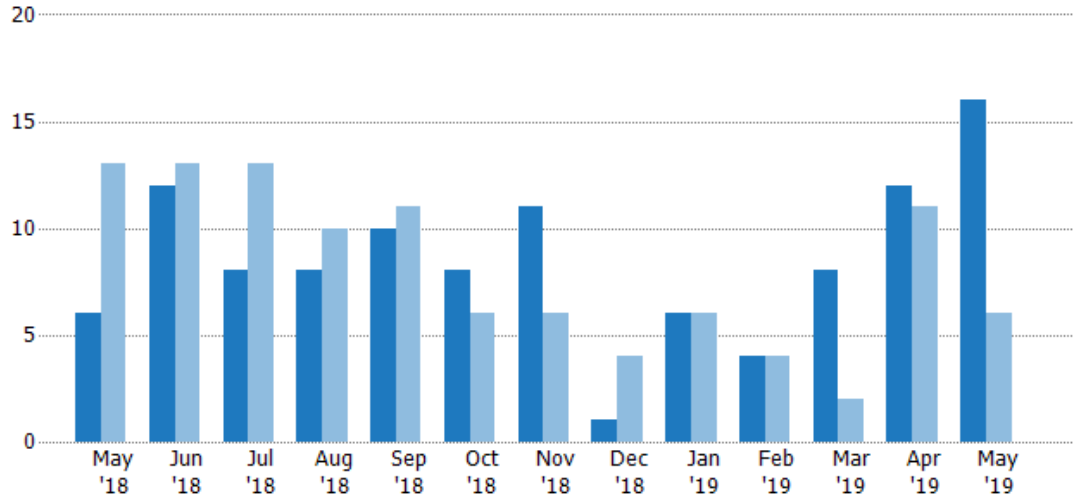
## New Pending Sales

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.
May '19	16	166.7%
May '18	6	-53.8%
May '17	13	-30.8%



Current Year	6	12	8	8	10	8	11	1	6	4	8	12	16
Prior Year	13	13	13	10	11	6	6	4	6	4	2	11	6
Percent Change from Prior Year	-54%	-8%	-38%	-20%	-9%	33%	83%	-75%	0%	0%	300%	9%	167%

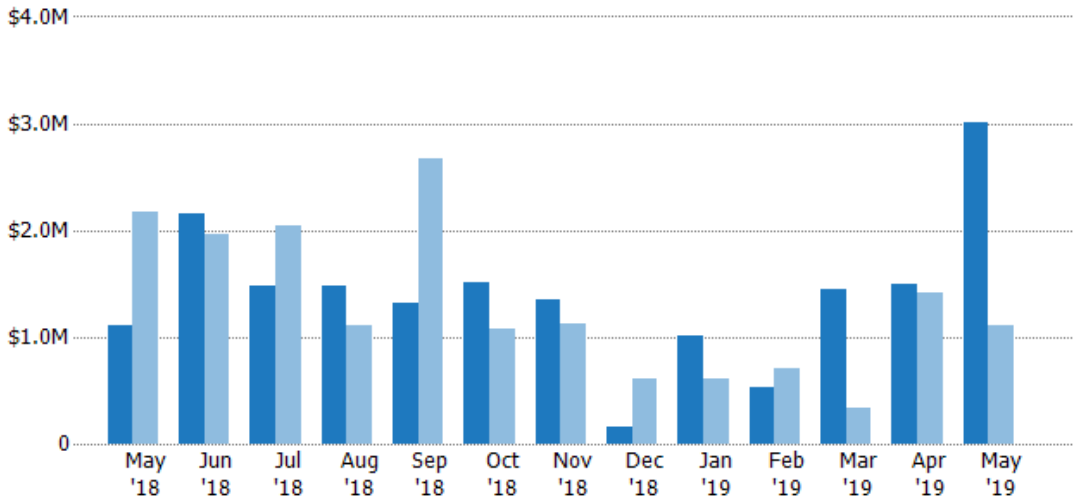
## New Pending Sales Volume

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.
May '19	\$3M	170.1%
May '18	\$1.11M	-48.7%
May '17	\$2.17M	-31.6%



Current Year	\$1.11M	\$2.16M	\$1.48M	\$1.48M	\$1.32M	\$1.52M	\$1.36M	\$158K	\$1.01M	\$524K	\$1.44M	\$1.49M	\$3M
Prior Year	\$2.17M	\$1.97M	\$2.05M	\$1.1M	\$2.67M	\$1.07M	\$1.13M	\$603K	\$613K	\$708K	\$332K	\$1.42M	\$1.11M
Percent Change from Prior Year	-49%	10%	-28%	35%	-51%	42%	20%	-74%	64%	-26%	335%	5%	170%



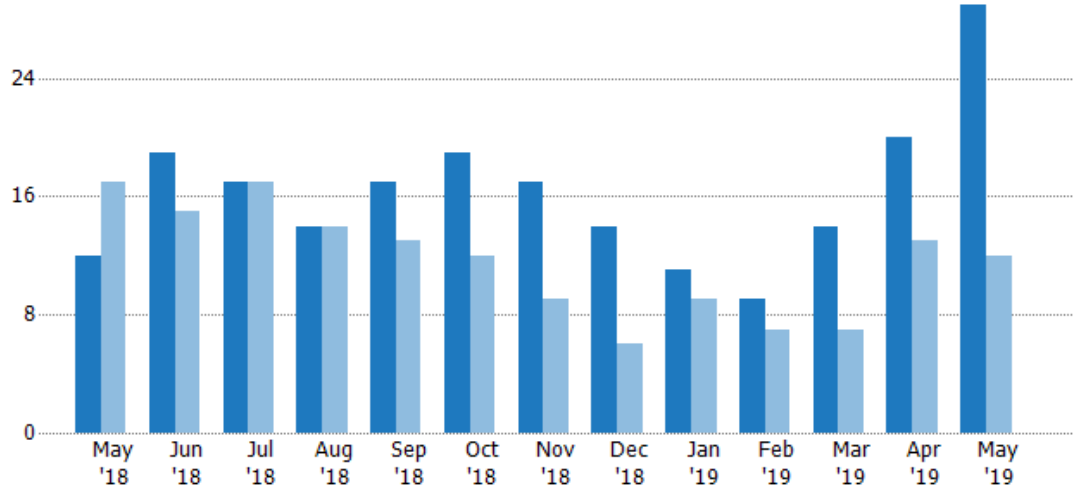
## Pending Sales

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

Month/Year	Count	% Chg.
May '19	29	141.7%
May '18	12	-29.4%
May '17	17	-29.4%



Current Year	12	19	17	14	17	19	17	14	11	9	14	20	29
Prior Year	17	15	17	14	13	12	9	6	9	7	7	13	12
Percent Change from Prior Year	-29%	27%	0%	0%	31%	58%	89%	133%	22%	29%	100%	54%	142%

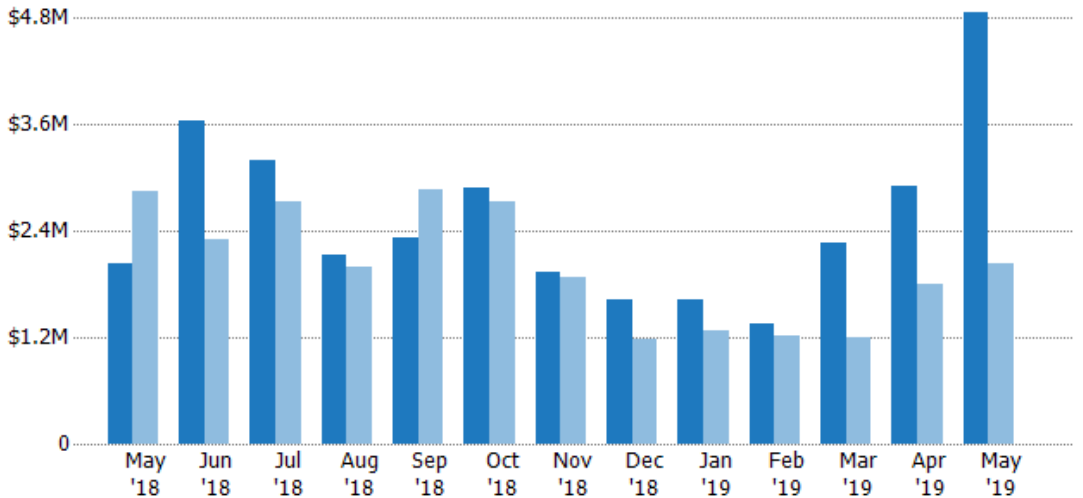
## Pending Sales Volume

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

Month/Year	Volume	% Chg.
May '19	\$4.87M	140.5%
May '18	\$2.03M	-28.6%
May '17	\$2.84M	-27.9%



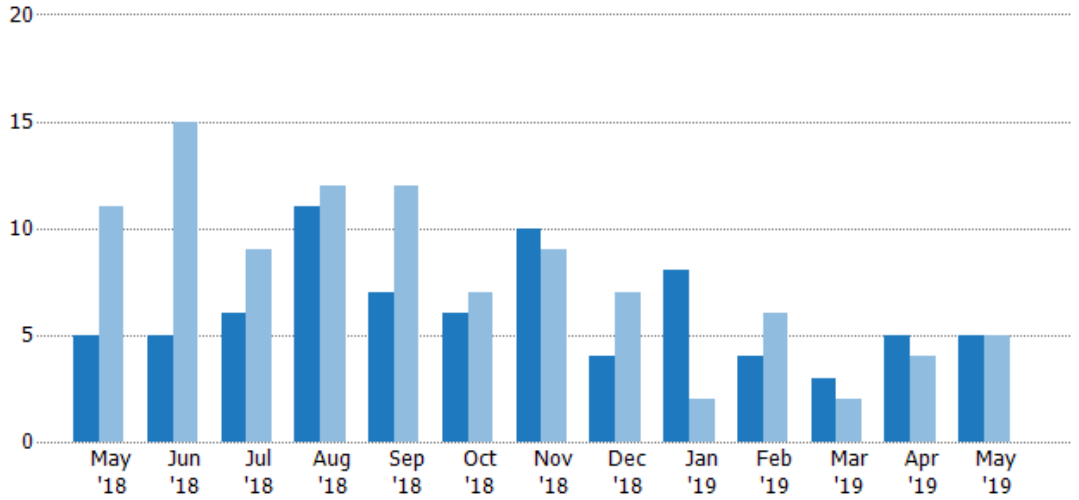
Current Year	\$2.03M	\$3.64M	\$3.2M	\$2.13M	\$2.32M	\$2.88M	\$1.94M	\$1.63M	\$1.62M	\$1.35M	\$2.26M	\$2.9M	\$4.87M
Prior Year	\$2.84M	\$2.31M	\$2.73M	\$1.99M	\$2.86M	\$2.74M	\$1.88M	\$1.18M	\$1.28M	\$1.22M	\$1.19M	\$1.8M	\$2.03M
Percent Change from Prior Year	-29%	57%	17%	7%	-19%	5%	3%	38%	27%	10%	90%	61%	140%

## 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



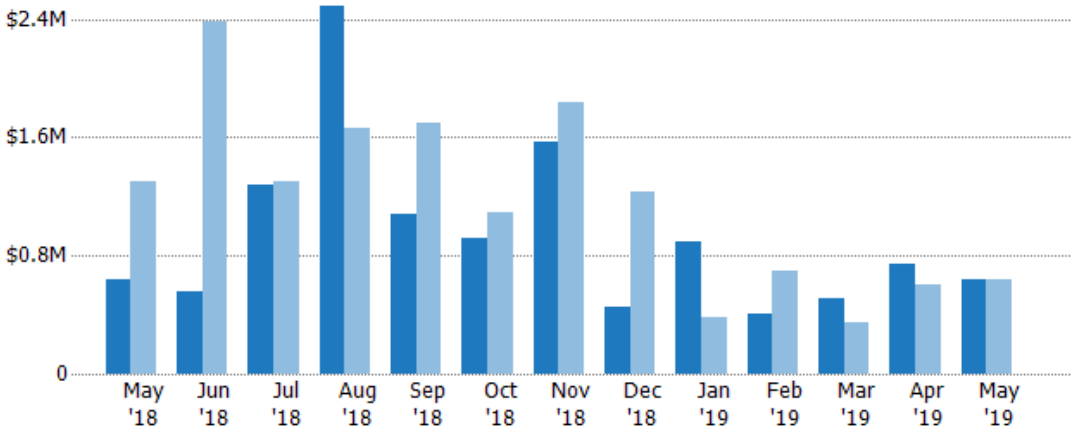
Month/Year	Count	% Chg.
May '19	5	0%
May '18	5	-54.5%
May '17	11	-54.5%

## 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



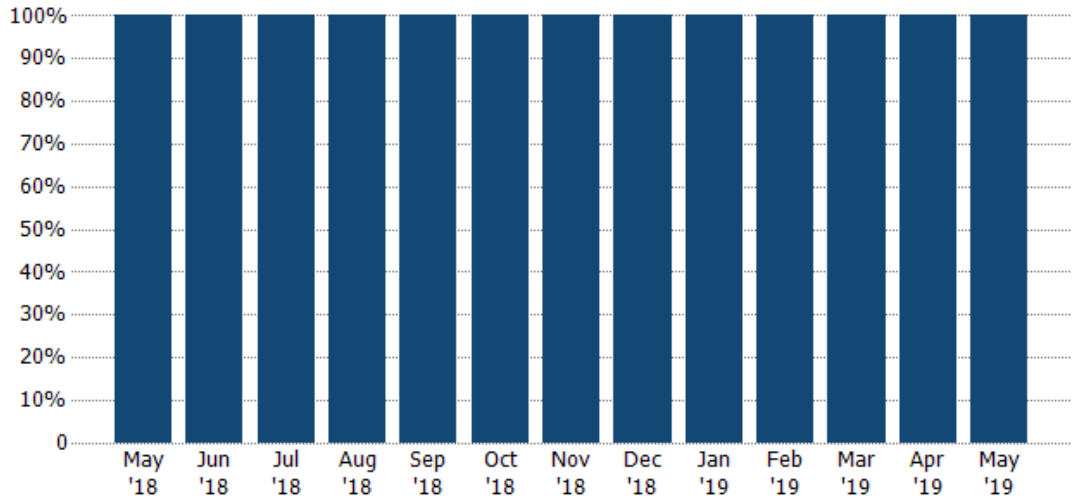
Month/Year	Volume	% Chg.
May '19	\$640K	0.8%
May '18	\$635K	-51.1%
May '17	\$1.3M	-57.8%

## Closed Sales by Property Type

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

### 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



Single Family Residence

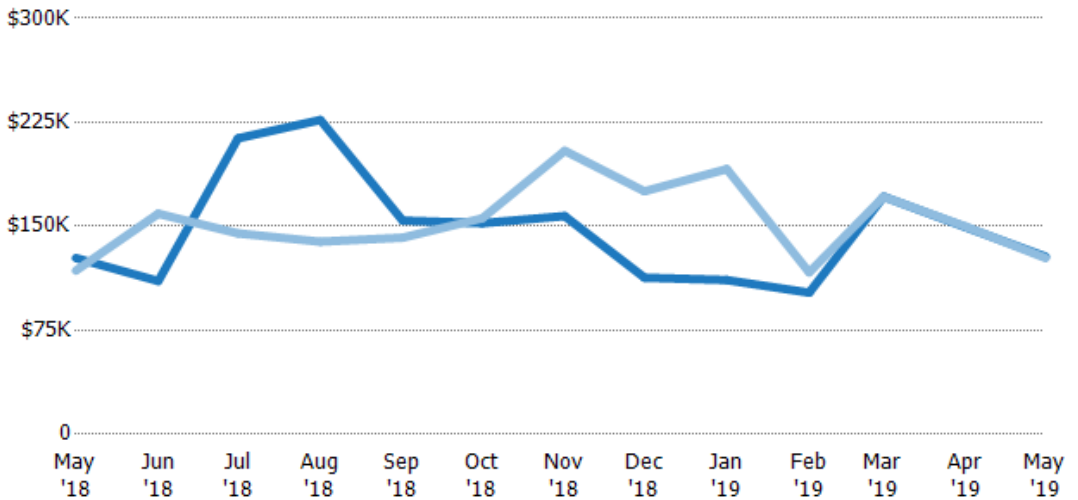
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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



Month/Year	Price	% Chg.
May '19	\$128K	0.8%
May '18	\$127K	7.7%
May '17	\$118K	-7.2%

Current Year

\$127K \$111K \$213K \$227K \$154K \$152K \$157K \$113K \$111K \$102K \$171K \$149K \$128K

Prior Year

\$118K \$159K \$145K \$139K \$142K \$156K \$204K \$175K \$191K \$117K \$171K \$150K \$127K

Percent Change from Prior Year

8% -31% 47% 63% 9% -2% -23% -36% -42% -13% 0% 0% 1%

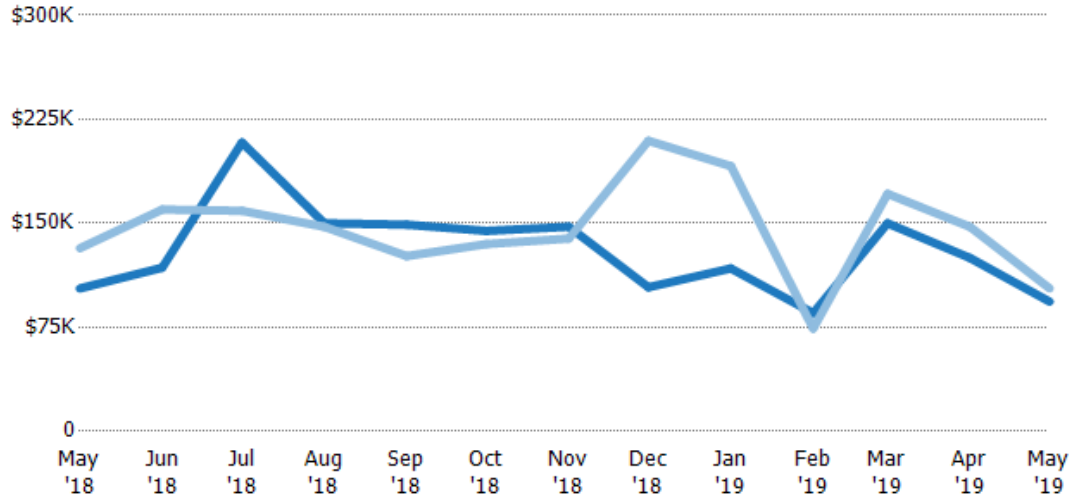
## Median Sales Price

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.
May '19	\$93.5K	-9.2%
May '18	\$103K	-22%
May '17	\$132K	-28%



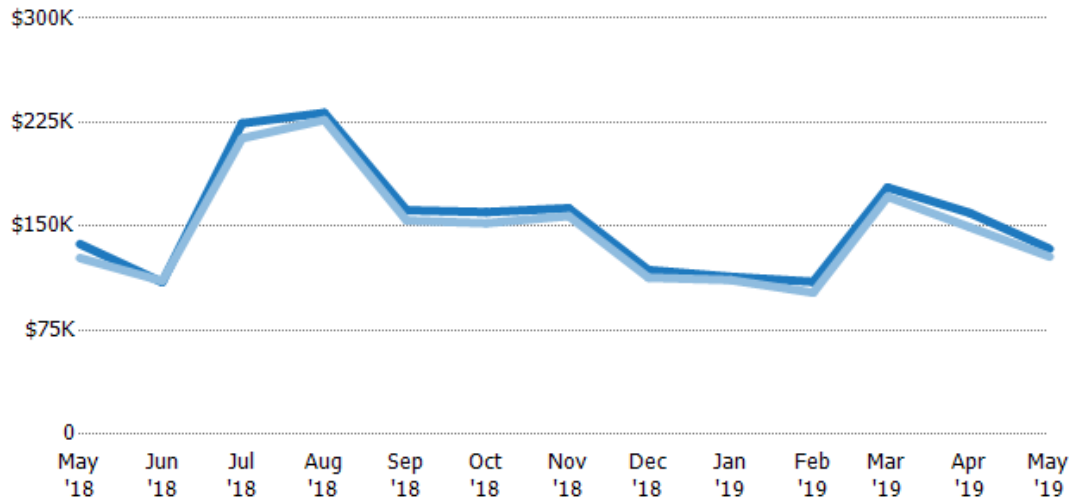
Current Year	\$103K	\$118K	\$208K	\$150K	\$149K	\$145K	\$148K	\$104K	\$117K	\$85.3K	\$150K	\$125K	\$93.5K
Prior Year	\$132K	\$160K	\$159K	\$148K	\$126K	\$135K	\$139K	\$210K	\$191K	\$74.1K	\$171K	\$147K	\$103K
Percent Change from Prior Year	-22%	-26%	31%	2%	18%	7%	6%	-50%	-39%	15%	-12%	-15%	-9%

## 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



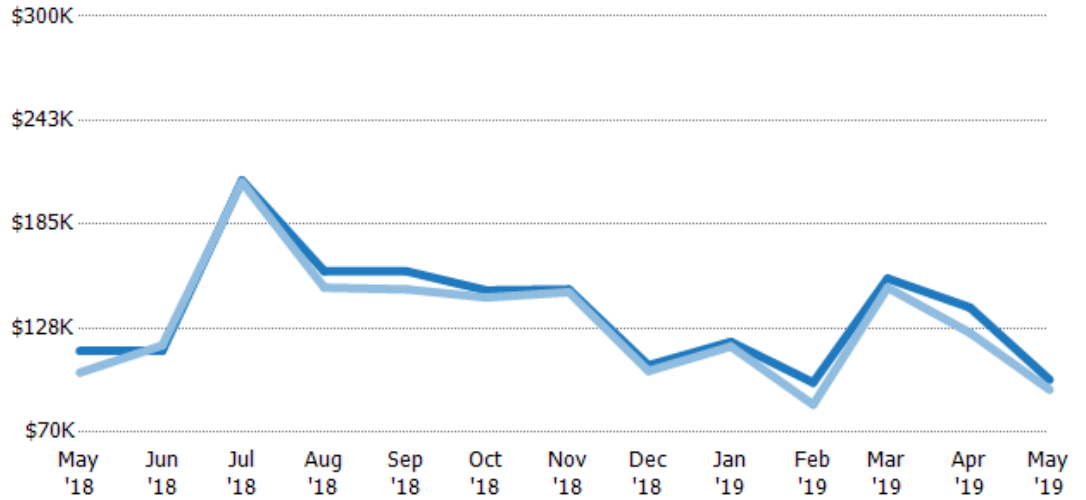
Avg List Price	\$137K	\$110K	\$224K	\$232K	\$162K	\$160K	\$163K	\$118K	\$114K	\$110K	\$178K	\$160K	\$134K
Avg Sales Price	\$127K	\$111K	\$213K	\$227K	\$154K	\$152K	\$157K	\$113K	\$111K	\$102K	\$171K	\$149K	\$128K
Avg Sales Price as a % of Avg List Price	93%	101%	95%	98%	95%	95%	97%	95%	98%	93%	96%	94%	96%

## 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



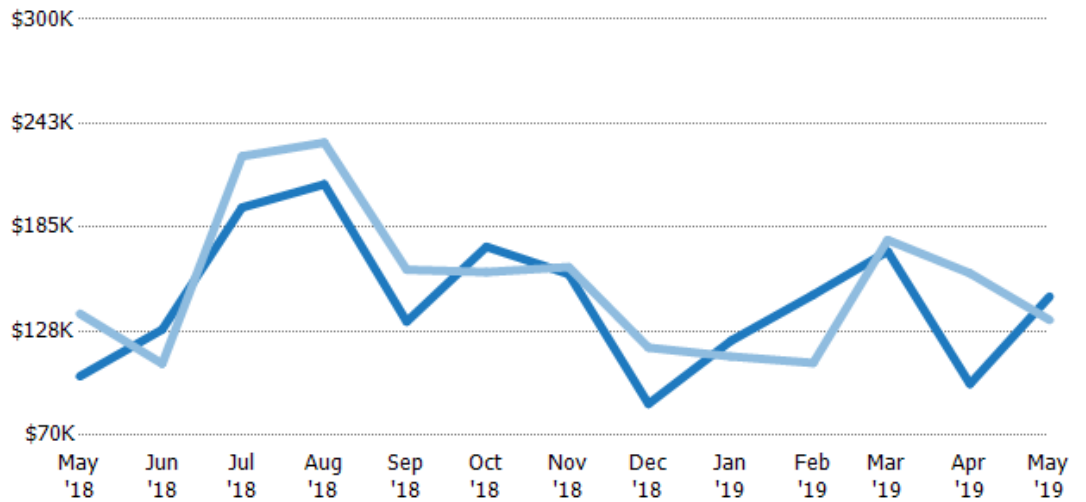
Median List Price	\$115K	\$115K	\$209K	\$159K	\$159K	\$148K	\$149K	\$107K	\$120K	\$97.5K	\$155K	\$139K	\$99K
Median Sales Price	\$103K	\$118K	\$208K	\$150K	\$149K	\$145K	\$148K	\$104K	\$117K	\$85.3K	\$150K	\$125K	\$93.5K
Med Sales Price as a % of Med List Price	90%	103%	100%	94%	94%	97%	99%	97%	98%	87%	97%	90%	94%

## 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



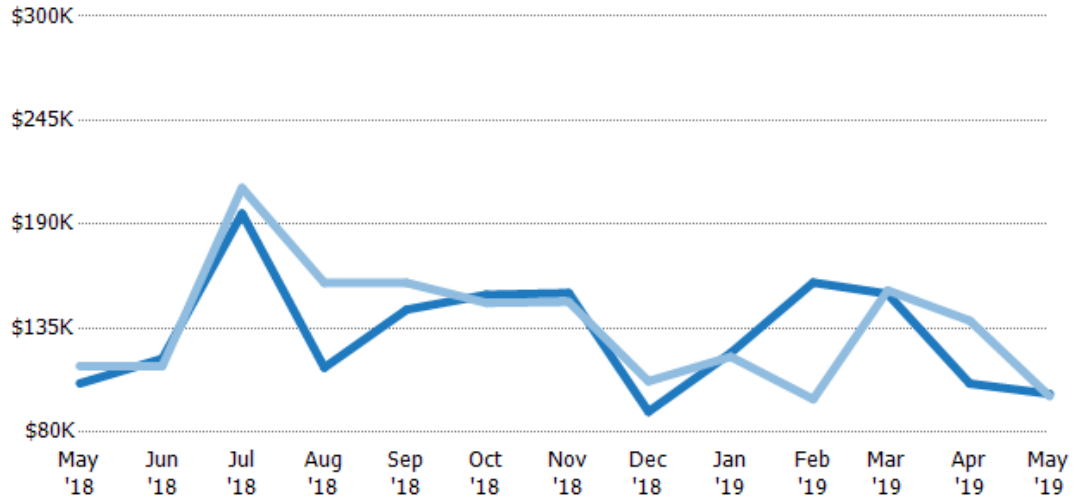
Avg Est Value	\$103K	\$128K	\$196K	\$209K	\$133K	\$174K	\$159K	\$87.4K	\$122K	\$148K	\$172K	\$98.4K	\$147K
Avg Sales Price	\$137K	\$110K	\$224K	\$232K	\$162K	\$160K	\$163K	\$118K	\$114K	\$110K	\$178K	\$160K	\$134K
Avg Sales Price as a % of Avg Est Value	134%	85%	114%	111%	122%	92%	102%	136%	93%	75%	104%	162%	91%

## 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	\$106K	\$119K	\$196K	\$114K	\$145K	\$153K	\$154K	\$90.9K	\$122K	\$159K	\$153K	\$106K	\$100K
Median Sales Price	\$115K	\$115K	\$209K	\$159K	\$159K	\$148K	\$149K	\$107K	\$120K	\$97.5K	\$155K	\$139K	\$99K
Med Sales Price as a % of Med Est Value	109%	97%	107%	139%	110%	97%	97%	118%	98%	61%	101%	131%	99%