

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+ / -	YTD 2017	YTD 2018	+ / -	Dec 2017	Dec 2018	Key Metrics
						Listing Activity Charts Metrics
+_	3	3	+_	3	3	New Listing Count
+64.3%	\$276,250	\$453,800	+64.3%	\$276,250	\$453,800	New Listing Volume
	NA	NA	+58.8%	34	54	Active Listing Count
	NA	NA	+61.5%	\$6,988,050	\$11,287,249	Active Listing Volume
+1.7%	\$205,531	\$209,023	+1.7%	\$205,531	\$209,023	Average Listing Price
-6.5%	\$184,000	\$171,975	-6.5%	\$184,000	\$171,975	Median Listing Price
-11.5%	178.5	158	-11.5%	178.5	158	Median Days in RPR
+58.8%	8.5	13.5	-	_	_	Months of Inventory
-4.4%	11.76%	7.41%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
-50%	4	2	-50%	4	2	New Pending Sales Count
-57.5%	\$603,000	\$256,500	-57.5%	\$603,000	\$256,500	New Pending Sales Volume
	NA	NA	+180%	5	14	Pending Sales Count
	N/A	NA	+84.9%	\$878,900	\$1,625,100	Pending Sales Volume
+_	4	4	+_	4	4	Closed Sales Count
-31.9%	\$663,500	\$451,735	-31.9%	\$663,500	\$451,735	Closed Sales Volume
-31.9%	\$165,875	\$112,934	-31.9%	\$165,875	\$112,934	Average Sales Price
-47.2%	\$196,750	\$103,868	-47.2%	\$196,750	\$103,868	Median Sales Price





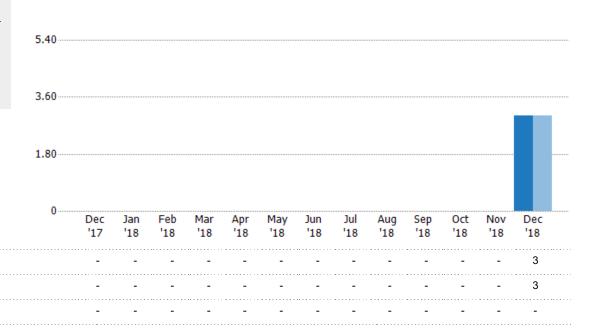


New Listings

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



New Listing Volume

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

Filters Used

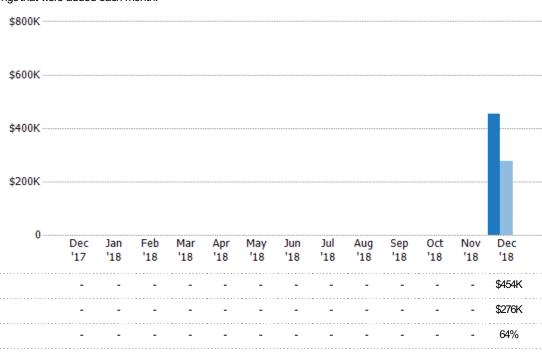
Current Year

PriorExtra Year

Prior Year

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

Percent Change from Prior Year



Current Year

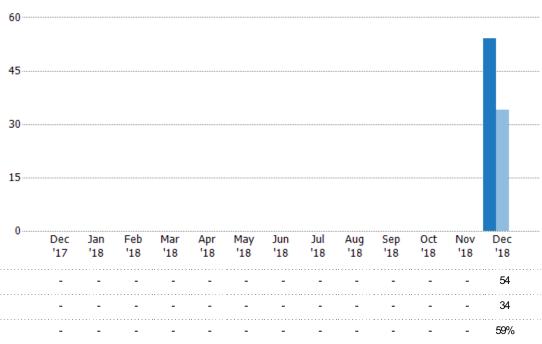




Active Listings

The number of active residential listings at the end of each month.





Active Listing Volume

Percent Change from Prior Year

Current Year
Prior Year

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

Eilters Used

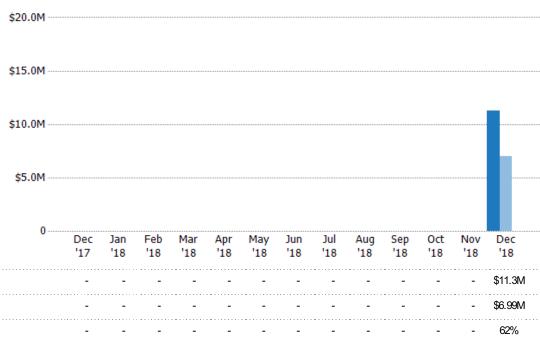
ZIP: Saint Johnsbury, VT 05819,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year









Average Listing Price

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

\$300K

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

\$225K
\$150K

\$75K------

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	\$209K
-	-	-	-	-	-	-	-	-	-	-	-	\$206K
-	-	-	-	-	-	-	-	-	-	-	-	2%

Median Listing Price

Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

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

\$200K
445014
\$150K
\$100K

\$50K

0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
 -	-	-	-	-	-	-	-	-		-	-	\$172K
 -	-	-	-	-	-	-	-	-	-	-	-	\$184K
 -	-	-	-	-	-	-	-	-	-	-	-	-7%



Current Year
Prior Year

Percent Change from Prior Year





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	\$300K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	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.

\$200K

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

Filters Used													
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%







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.

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	158
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	50												
Condo/Townhouse/Apt, Single Family Residence	100												,
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	150												
Filters Used	200												
	200												

Months of Inventory

Percent Change from Prior Year

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

Filters Used	7.00
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	5.25
Family Residence	3.50

	1.75												
	0 Dec	Jan	Feb	Mar	Anr		_	Jul	Λιια	San	 Oct	Nov	 Dec
	'17	'18	'18	'18	Apr '18	May '18	Jun '18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.4
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.78
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	43%







Absorption Rate

The percentage of inventory sold per month.

ltom.	Used

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

30%

20%

10%

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	19%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	26%
Change from Prior Year	=	-	-	-	-	-	-	-	-	-	-	-	8%

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

60
45
30

15

0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-	-	54
-	-	-	-	-	-	-	-	-	-	-	-	14
-	-	-	-	-	-	-	-	-	-	-	-	4

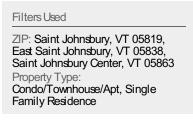
Active Pending

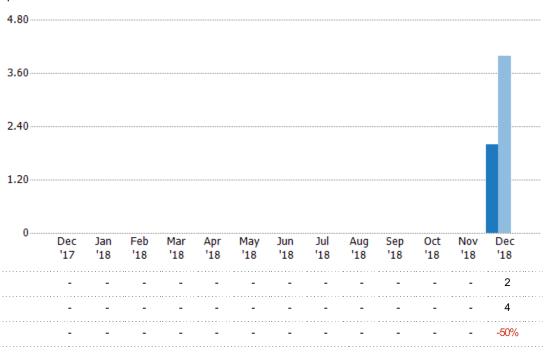
Sold



New Pending Sales

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

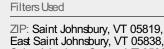




New Pending Sales Volume

Percent Change from Prior Year

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

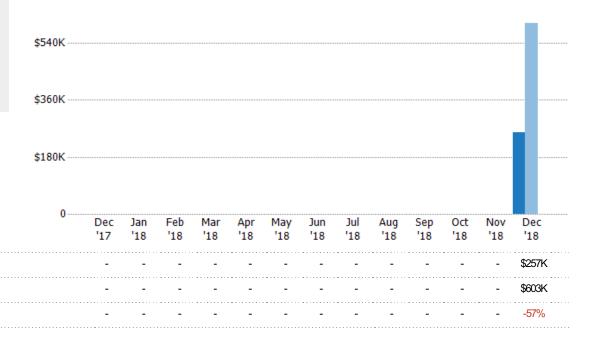


Current Year

Prior Year

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

Percent Change from Prior Year





Current Year

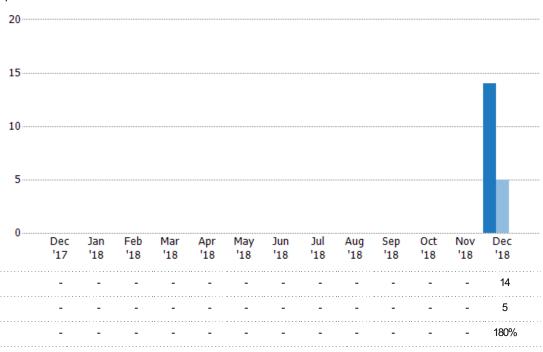




Pending Sales

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





Pending Sales Volume

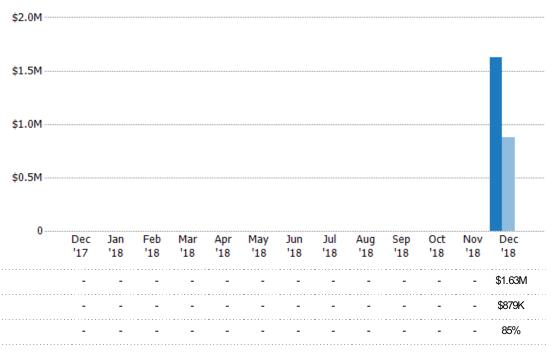
Percent Change from Prior Year

Current Year

Prior Year

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

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

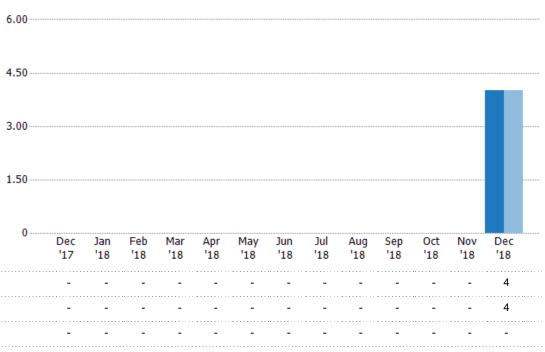
Percent Change from Prior Year



Closed Sales

The total number of residential properties sold each month.





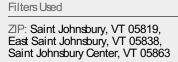
Closed Sales Volume

Current Year

PriorExtra Year

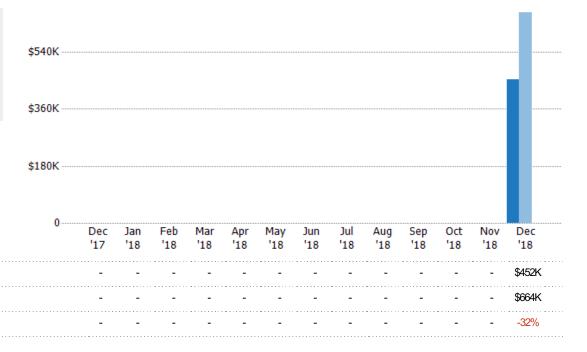
Prior Year

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



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

Percent Change from Prior Year



Current Year



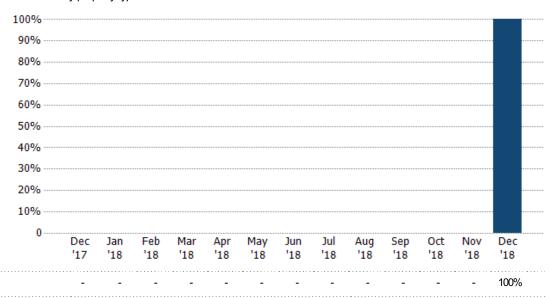


Closed Sales by Property Type

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



Average Sales Price

Single Family Residence

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

Fil	lters	Used

Current Year
Prior Year

Percent Change from Prior Year

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

\$200K												
\$150K												
\$100K												
\$50K												
0												
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep	Oct	Nov	Dec
'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	- -	- -	- -	- -	-	- -	\$113K
=	-	-	-	-	-	-	-	-	-	-	-	\$166K
-	-	-	-	-	-	-	-	-	-	-	-	-32%





-47%



Market Data Report

Median Sales Price

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

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

420011	 	 							
\$150K	 	 	 						
\$100K	 	 	 						
\$50K	 	 	 						
0	 	 	 						
Dec									
Dec					Aug '18				
Dec				Jul '18		Sep '18	Oct '18	Nov '18	Dec '18

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

Current Year
Prior Year

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

0K												
0K												•••••
0K												
0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	D
0 Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	0ct	Nov	
0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '18	Aug	Sep	0ct	Nov	D '1
0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '18	Aug '18	Sep	0ct	Nov '18	D



Avg List Price

Avg Sales Price





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

\$200K

\$50K

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

\$150K		
\$100K	 	

_	_			_		_			_			_
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
_	_	_	_	_	_	_	_	_	_	_	_	\$10
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-	-	-	-	-	-	-	-	-	-	-	-	ΦIU

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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

\$200K		 		 		 	
\$150K		 	 	 		 	
\$100K		 	 	 		 	
\$50K		 	 	 		 	
0 Dec '17	Jan '18				Aug '18		Dec '18

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$87.4K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$118K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	136%





Median Est Value

Median Sales Price

Market Data Report

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

Med Sales Price as a % of Med Est Value

150K										
100K	 	 								
\$50K	 	 								
	 								Nov	
0 Dec	 	 Apr '18	May '18	Jun '18 -	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
0 Dec	 	 Apr '18	May '18	Jun '18 -	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18



