

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	+ / -	Feb 2017	Feb 2018	Key Metrics
						isting Activity Charts Metrics
+66.7%	6	10	+66.7%	6	10	New Listing Count
+189.1%	\$604,950	\$1,748,900	+189.1%	\$604,950	\$1,748,900	New Listing Volume
-42.9%	112	64	-42.9%	112	64	Active Listing Count
-34.8%	\$19,793,380	\$12,910,100	-34.8%	\$19,793,380	\$12,910,100	Active Listing Volume
+14.1%	\$176,727	\$201,720	+14.1%	\$176,727	\$201,720	Average Listing Price
+27.5%	\$144,975	\$184,900	+27.5%	\$144,975	\$184,900	Median Listing Price
-5.3%	208	197	-5.3%	208	197	Median Daysin RPR
-28.6%	22.4	16	-	_	_	Months of Inventory
+1.8%	4.46%	6.25%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
+125%	4	9	+125%	4	9	New Pending Sales Count
+163.2%	\$567,858	\$1,494,400	+163.2%	\$567,858	\$1,494,400	New Pending Sales Volume
-25%	16	12	-25%	16	12	Pending Sales Count
-27.1%	\$2,759,858	\$2,010,700	-27.1%	\$2,759,858	\$2,010,700	Pending Sales Volume
+100%	4	8	+100%	4	8	Closed Sales Count
+10.6%	\$828,500	\$916,400	+10.6%	\$828,500	\$916,400	Closed Sales Volume
-44.7%	\$207,125	\$114,550	-44.7%	\$207,125	\$114,550	Average Sales Price
-59.1%	\$181,250	\$74,100	-59.1%	\$181,250	\$74,100	Median Sales Price







New Listings

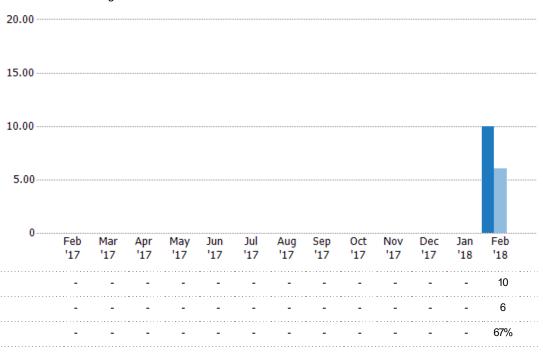
Family Residence

Current Year

Prior Year

The number of new single-family, condominium and townhome 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



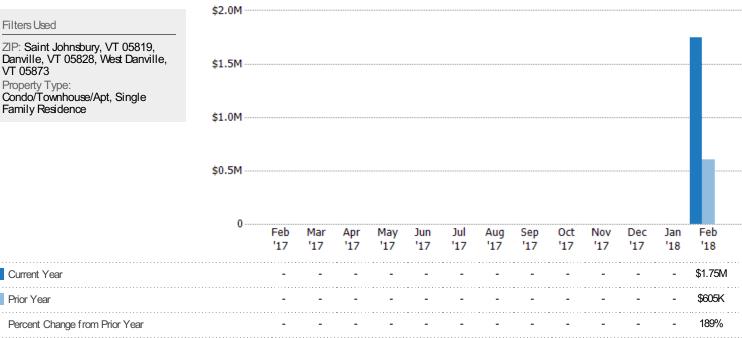
New Listing Volume

Percent Change from Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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



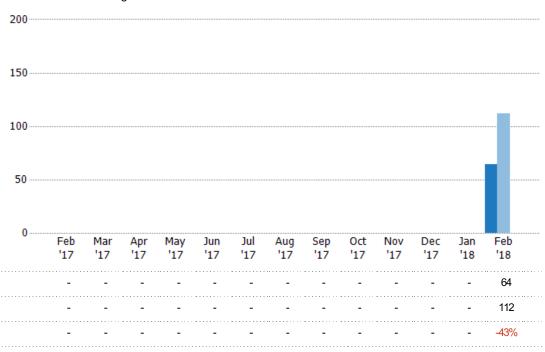




Active Listings

The number of active single-family, condominium and townhome 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



Active Listing Volume

Percent Change from Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

Current Year

Prior Year

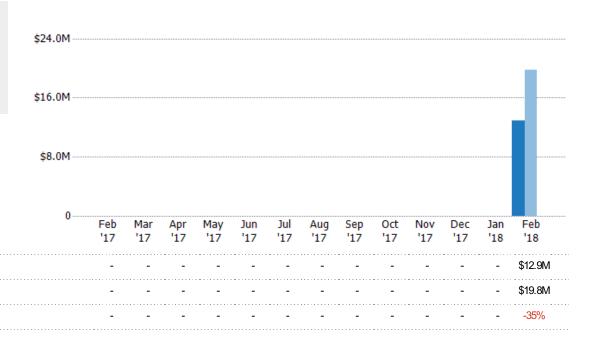
Current Year

Prior Year

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year





3 of 14



Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$202K
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$75K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$225K												
Filters Used	\$300K												

Median Listing Price

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$200K -

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

\$150K
\$100K
\$50K
0

	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17				Dec '17	Jan '18	Feb '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$185K	
Prior Year	-	-	-	-								-	\$145K	
Percent Change from Prior Year	- -	-		-	- -	-	<u>-</u>	-	-	- -	-	-	28%	







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.

\$300K Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, \$225K VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence \$150K \$75K 0 -Feb May Jun Aug Dec Feb '17 '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '17 '17 Avg Est Value \$188K Avg Listing Price \$202K Avg Listing Price as a % of Avg Est Value 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.

	\$200K ······												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	φ100K												
	\$50K												
	0												
	Feb	Mar	Apr			Jul '17			Oct '17	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	17	'17	'17	1/	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	119%







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.

	300												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single	225												
Family Residence	150												
	7.5												
	0												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	0 Feb '17												Feb '18
Current Year		Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	
Current Year Prior Year		Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	'18

Months of Inventory

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

Filters Used	
ZIP: Saint Johnsbury, V Danville, VT 05828, We VT 05873	
Property Type: Condo/Townhouse/Apt, Family Residence	Single

53												
35												•••••
18												***********
0		Apr	May		Jul	Λυσ	_	0ct	Nov	Dec	Jan	
'17	'17		'17		'17	Aug '17	Sep '17	'17		'17		'18
-	-	-	-	-	-	-	-	-	-	-	-	16
-	-	-	-	-	-	-	-	-	-	-	-	56



Current Year Prior Year

Percent Change from Prior Year





5%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

Family Residence

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

10%	b	 	 	

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%
Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	-4%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

18

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:

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

70
53
35

Feb Mar Apr May Jun Jul Aug Sep 0ct Νον Dec Jan Feb '17 '17 '18 Active 64 Pending 12 8 Sold

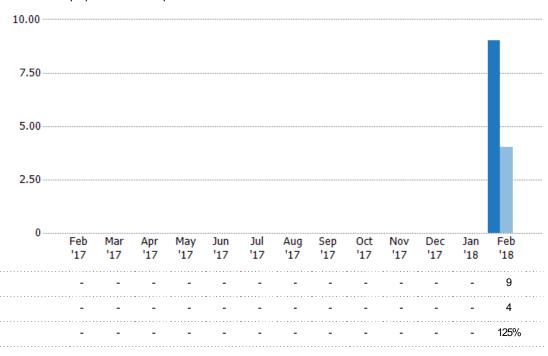




New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.





New Pending Sales Volume

Percent Change from Prior Year

Current Year

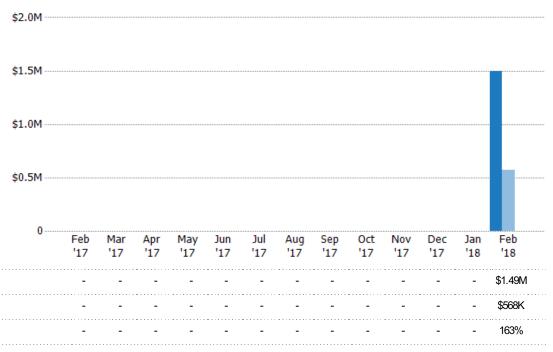
Prior Year

The sum of the sales price of single-family, condominium and townhome 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





Current Year

Percent Change from Prior Year

Prior Year





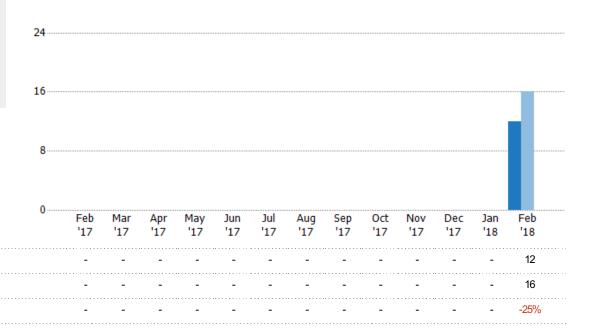
Pending Sales

Family Residence

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



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



Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.



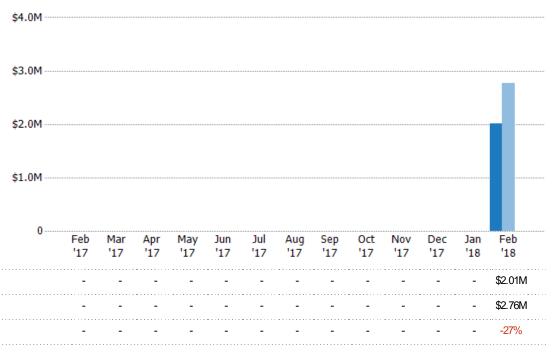
Current Year

Prior Year

 $\ensuremath{^{\text{ZIP:}}}$ Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year





Current Year

Prior Year





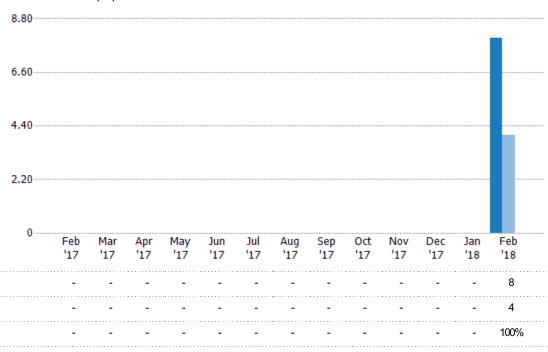
Closed Sales

The total number of single-family, condominium and townhome 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



Closed Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

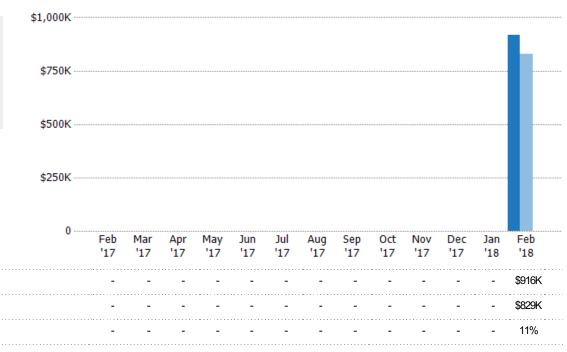
The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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

Percent Change from Prior Year



Current Year

Prior Year



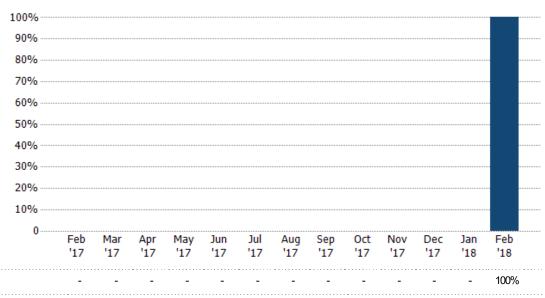


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



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



Average Sales Price

Single Family Residence

The average sales price of the single-family, condominium and townhome 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

	 	 	 					•••••	•••••
\$225K	 	 	 						
\$150K	 	 	 						
¢751/									
\$7.5K									
0	 	 	 						
	 		 					Jan	
0 Feb	 	 	 Aug '17	Sep '17	0ct '17	Nov '17		Jan '18	Feb '18
0 Feb	 	 	 Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18



Current Year
Prior Year

Percent Change from Prior Year



\$181K



Market Data Report

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Current Year	-	-	-		-	-	-	-	-	-	-		\$74.1K
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	0												
	\$75K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$225K												
Filters Used	\$3008												

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 Sales Price as a % of Avg List Price

Percent Change from Prior Year

50K	 		 	 	 			
00K	 		 	 	 			
50K			 	 	 			
0		May '17	 	 			Jan	
0			 	 		Dec	Jan	Feb
0			 	 		Dec	Jan	Feb '18



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.

\$80K

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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

40K		
20K	 	

	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price	-	-	-	-	-	-	-	-	- -	-	-	-	\$77.5K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$74.1K
Med Sales Price as a % of Med List Price	-		-	-	-	-	-	-	-	-	-	-	96%

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

Avg Sales Price as a % of Avg Est Value

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

00K	 		 		 	 		
50K	 		 		 	 		
0								
Feb						Dec	Jan	Fel
_		May '17		Aug '17		Dec	Jan	Fel
Feb						Dec	Jan	Fel '18
Feb				Aug '17	0ct '17	Dec '17	Jan	



Avg Est Value

Avg Sales Price





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 U	Jæd
-----------	-----

Filters Used	\$80K												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$60K												
Condo/Townhouse/Apt, Single Family Residence	\$40K												
	\$20K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$78.4K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$77.5K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%



