

St. Johnsbury February 2018

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	Feb 2018	Feb 2017	+/-	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	3	+133.3%	7	3	+133.3%
New Listing Volume	\$1,067,000	\$255,000	+318.4%	\$1,067,000	\$255,000	+318.4%
Active Listing Count	44	77	-42.9%	44	77	-42.9%
Active Listing Volume	\$8,740,050	\$12,688,180	-31.1%	\$8,740,050	\$12,688,180	-31.1%
Average Listing Price	\$198,638	\$164,782	+20.5%	\$198,638	\$164,782	+20.5%
Median Listing Price	\$164,000	\$126,500	+29.6%	\$164,000	\$126,500	+29.6%
Median Days in RPR	199.5	209	-4.5%	199.5	209	-4.5%
Months of Inventory	_	_	-	14.7	25.7	-42.9%
Absorption Rate	_	_	+_	6.82%	3.9%	+2.9%
Sales Activity Charts Metrics						
New Pending Sales Count	5	4	+25%	5	4	+25%
New Pending Sales Volume	\$907,000	\$567,858	+59.7%	\$907,000	\$567,858	+59.7%
Pending Sales Count	8	12	-33.3%	8	12	-33.3%
Pending Sales Volume	\$1,423,300	\$1,704,108	-16.5%	\$1,423,300	\$1,704,108	-16.5%
Cloæd Sales Count	6	3	+100%	6	3	+100%
Closed Sales Volume	\$700,400	\$518,500	+35.1%	\$700,400	\$518,500	+35.1%
Average Sales Price	\$116,733	\$172,833	-32.5%	\$116,733	\$172,833	-32.5%
Median Sales Price	\$74,100	\$162,500	-54.4%	\$74,100	\$162,500	-54.4%

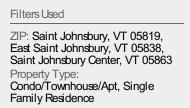


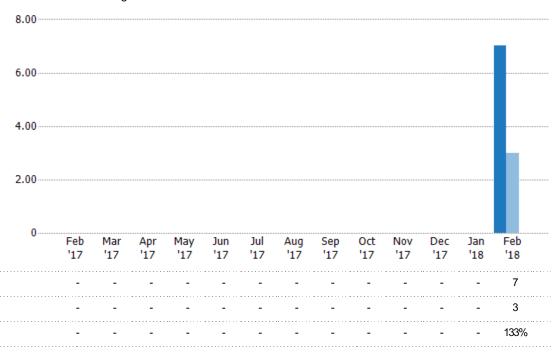




New Listings

The number of new single-family, condominium and townhome listings that were added each month.



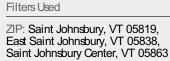


New Listing Volume

Percent Change from Prior Year

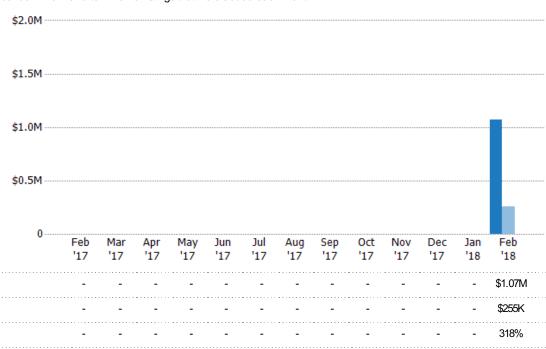
Current Year
Prior Year

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



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

Percent Change from Prior Year



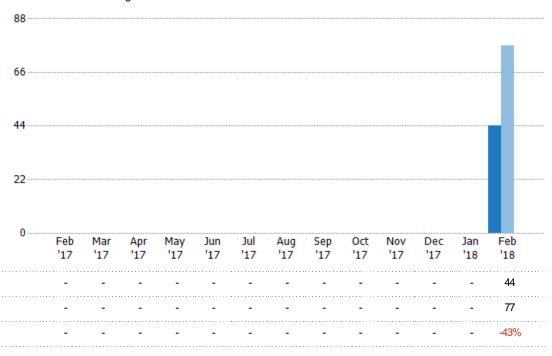
Current Year



Active Listings

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





Active Listing Volume

Percent Change from Prior Year

Current Year

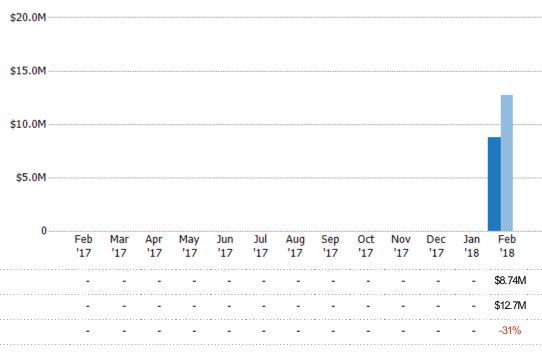
Prior Year

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



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

Percent Change from Prior Year



Current Year





Average Listing Price

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
	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
	\$50K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	\$150K												
Filters Used	\$200K												

Median Listing Price

Percent Change from Prior Year

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

Family Residence

Current Year
Prior Year

Percent Change from Prior Year

\$150K												
\$100K												
\$50K												
•											_	
Feb '17	Mar '17	'17	May '17	Jun '17	Jul '17	'17	'17	'17	'17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$164K
-	- -	- - -	- - -	- -	- - -	- -	-	- 	- -	- -	- -	\$164K \$127K





\$165K

21%



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	\$200K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	4												
	\$50K												
	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$186K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	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	\$200K
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

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	\$50K												
	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
Median Est Value	-	-		- -	- -	- -	-	-	-	-	-	-	\$155K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$164K
Med Listing Price as a % of Med Est Value	-	-		-	-		-	-	-	- -	-	-	106%







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, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	225												
Family Residence	150												
	0												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	0 Feb '17	Mar '17											Feb '18
Current Year			Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	
Current Year Prior Year			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, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	68
Property Type: Condo/Townhouse/Apt, Single Family Residence	45
	23

	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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	22
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	77
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-71%







Absorption Rate

The percentage of inventory sold per month.

Ei.	ltore	Used

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

%												
%·····												
%······												
0												
Feb	Mar	Apr	May '17	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Fe '1
Feb	Mar	Apr '17	May	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	F6 '1

Active/Pending/Sold Units

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

50

Filters Used

Current Year
Prior Year

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

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Active Pending

Sold

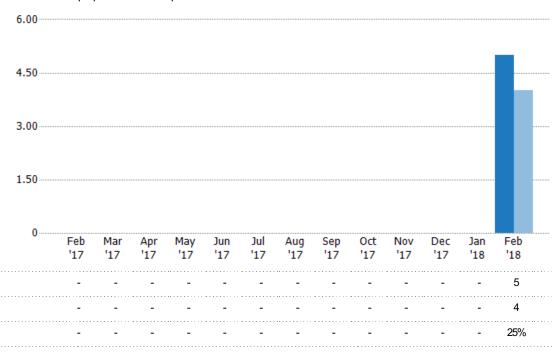




New Pending Sales

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

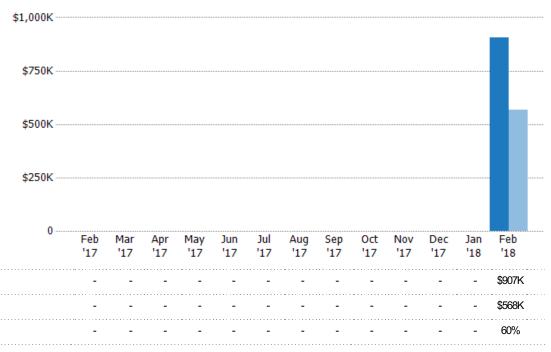
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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



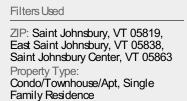


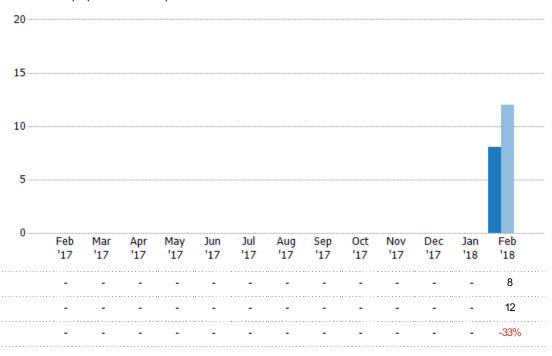




Pending Sales

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





Pending Sales Volume

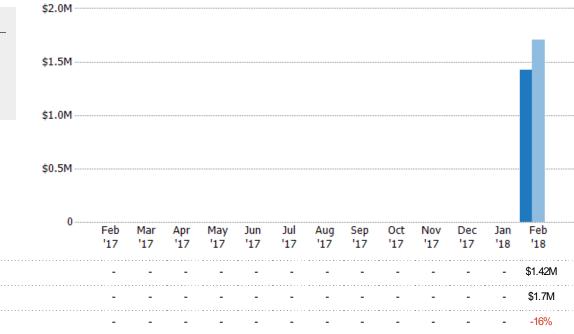
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year





Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

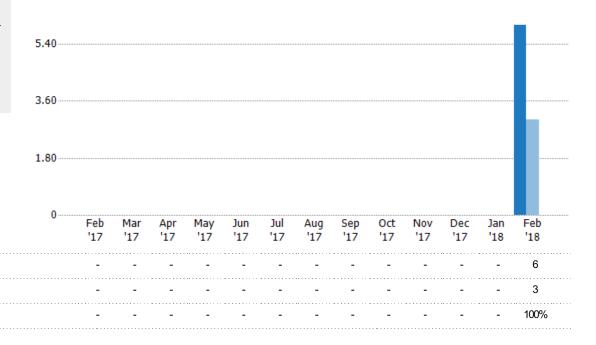
Filters Used

Current Year

Prior Year

Filters Used

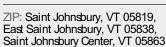
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence



Closed Sales Volume

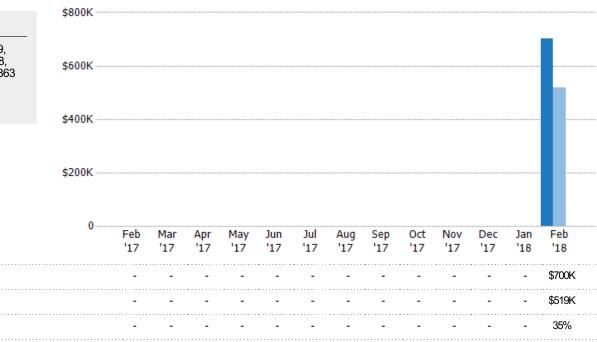
Percent Change from Prior Year

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



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

Percent Change from Prior Year



Current Year



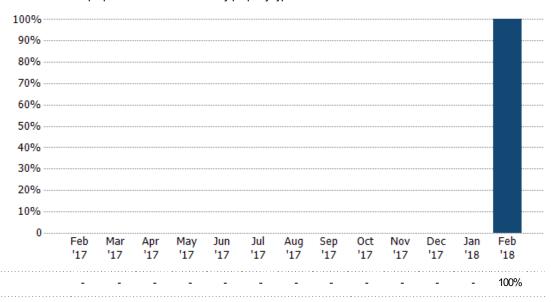


Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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

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Current Year Prior Year

Percent Change from Prior Year

Single Family Residence

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

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

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′5K										
_		May								Fe
_		May '17								Fe
_			Jul '17		Sep '17	Oct '17	Nov '17	Dec '17		Fe '1
_			Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Fe '1







Median Sales Price

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$74.1K
	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
	\$75K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	\$225K												
Filters Used	\$300K ······												

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold 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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$150	ζ												
\$100	(
\$50	Κ												
	0 Feb '17			May '17		Jul '17				Nov '17		Jan	Feb '18
	-	-	- -	-	-	- -	- -	-		- -	-	-	\$127K
	-	_	-	-	-	-	_	-	-	-	-	-	\$117K
	-	-	-	-	-	-	-	-	-	-	-	-	92%



Avg List Price

Avg Sales Price



\$163K



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

0						
.0K	 	 	 	 	 	
0K	 	 	 	 	 	
0K	 		 	 	 	

	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, 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 Est Value

0K												
0K												
UK												
0K												
UK												
OIC												
0												
0 Feb	Mar	Apr		Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	F
0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec '17	Jan	Fe '1
0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec '17	Jan '18	Fe '1



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 Used	\$80K ······												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$60K												
Family Residence	\$40K												
	\$20K												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct		Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$75K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$77.5K



