

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	Jul 2018	Jul 2017	+ / -	YTD 2018	YTD 2017	+/-
ng Activity Charts Metrics						
New Listing Count	22	22	+_	22	22	+-
New Listing Volume	\$5,326,750	\$4,248,150	+25.4%	\$5,326,750	\$4,248,150	+25.4%
Active Listing Count	93	109	-14.7%	93	109	-14.7%
Active Listing Volume	\$20,548,550	\$22,061,500	-6.9%	\$20,548,550	\$22,061,500	-6.9%
Average Listing Price	\$220,952	\$202,399	+9.2%	\$220,952	\$202,399	+9.2%
Median Listing Priœ	\$185,000	\$189,900	-2.6%	\$185,000	\$189,900	-2.6%
Median Daysin RPR	74	81	-8.6%	74	81	-8.6%
Months of Inventory	_	_	-	7.8	10.9	-28.9%
Absorption Rate	_	_	+-	12.9%	9.17%	+3.7%
s Activity Charts Metrics						
New Pending Sales Count	9	18	-50%	9	18	-50%
New Pending Sales Volume	\$1,616,200	\$2,916,000	-44.6%	\$1,616,200	\$2,916,000	-44.6%
Pending Sales Count	20	26	-23.1%	20	26	-23.1%
Pending Sales Volume	\$3,816,550	\$4,263,550	-10.5%	\$3,816,550	\$4,263,550	-10.5%
Closed Sales Count	10	12	-16.7%	10	12	-16.7%
Closed Sales Volume	\$1,882,400	\$1,708,076	+10.2%	\$1,882,400	\$1,708,076	+10.2%
Average Sales Price	\$188,240	\$142,340	+32.2%	\$188,240	\$142,340	+32.2%
Median Sales Price	\$199,500	\$158,250	+26.1%	\$199,500	\$158,250	+26.1%





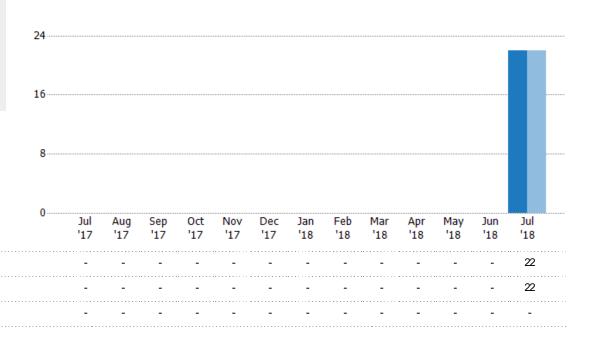
New Listings

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

Filters Used

Family Residence

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



New Listing Volume

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

Filters Used

Current Year

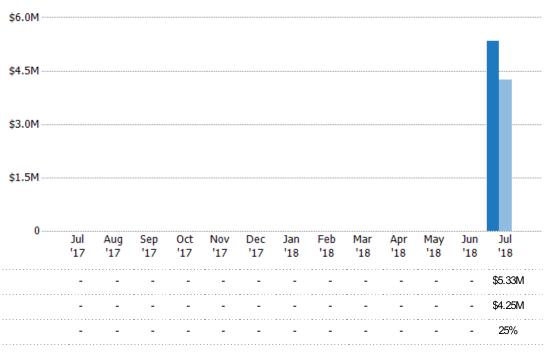
PriorExtra Year

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

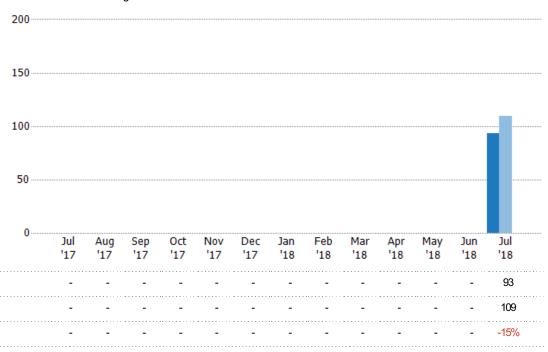


Current Year

Active Listings

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





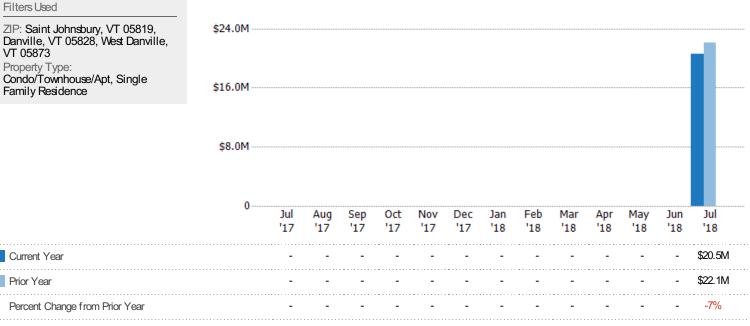
Active Listing Volume

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.







Average Listing Price

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

	\$300K
Filters Used	·
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville,	\$225K
VT 05873 Property Type:	
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
	425311
	\$75K

	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	_	-	-	-	-	-	-	-	-	-	-	\$221K
Prior Year	-	-	-	-	-	-	-	-	-	_	-	-	\$202K
Percent Change from Prior Year	-		-				-				-	-	9%

Median Listing Price

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

\$200K

\$50K

0

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

\$150K	
\$100K	

0 Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '18 '18 \$185K \$190K





\$221K

106%

Market Data Report

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 Jul Aug Sep Dec Feb May Jul '17 '17 '17 '17 '18 '18 '17 '17 '18 '18 '18 '18 '18 Avg Est Value \$208K

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

Avg Listing Price

Avg Listing Price as a % of Avg Est Value

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$100K												
	\$50K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	- -	-	-	-	-	-	-	-	\$160K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	116%





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.

The median mumber of days between whe	90	propertie	sale ilis	uispiaye	u as aui	ve namg	SIII NEIX	and when	пассеріє	ou oners	lave beel	THOLEGI	IN
Filters Used	90												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873	68												
Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
	23												
	25												
	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Ju '1
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.
Prior Year	-	-	-	-	_	-	-	_	-	-	-	_	8

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

Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May Jun Jul '17 '17 11.6 5.45 113%



Current Year

Percent Change from Prior Year





10%

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

20%	
15%	

0												
Jul '17	Aug '17	Sep	Oct	Nov	Dec '17	Jan	Feb	Mar	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	9%
-	-	-	-	-	-	-	-	-	-	-	-	18%
-	-	-	-	-	-	-	-	-	-	-	-	10%

Active/Pending/Sold Units

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

100

Filters Used

Current Year
Prior Year

Change from Prior Year

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

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

100												
75												
50												
25												
0 Jul	Aug							Mar		May	Jun	Jul
'17	'17	'17	'17	Nov '17	'17	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	93
-	-	-	-	-	-	-	-	-	-	-	-	20



Active Pending

Sold



Current Year

Prior Year

Market Data Report

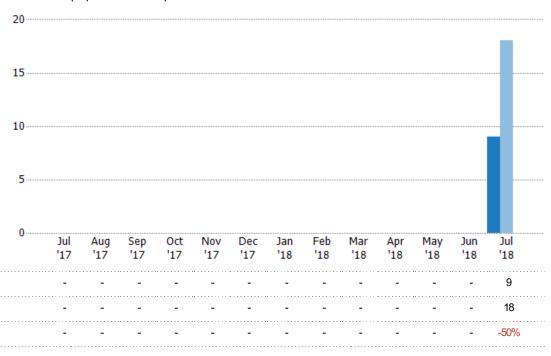
New Pending Sales

The number 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



New Pending Sales Volume

Percent Change from Prior Year

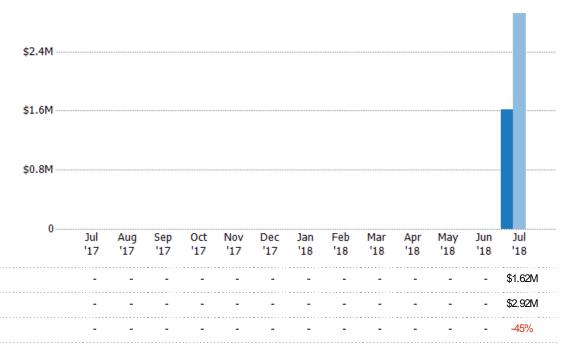
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

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

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

Percent Change from Prior Year



Current Year



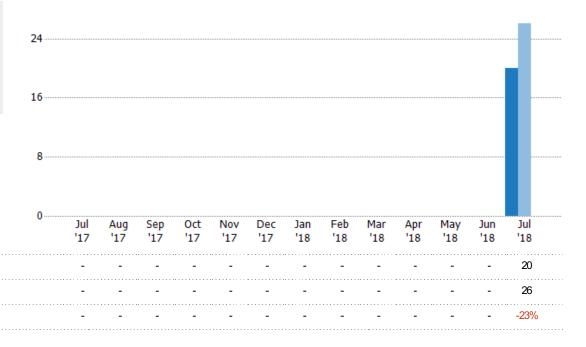
Pending Sales

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

Filters Used

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

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



Pending Sales Volume

Percent Change from Prior Year

Current Year

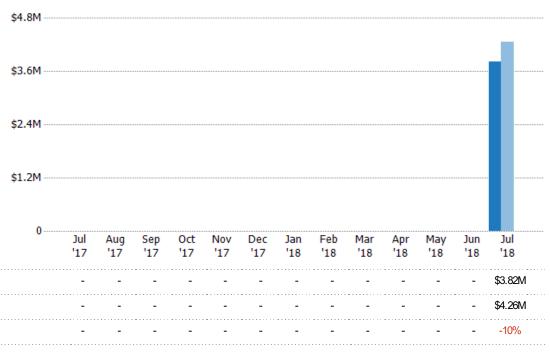
Prior Year

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.

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

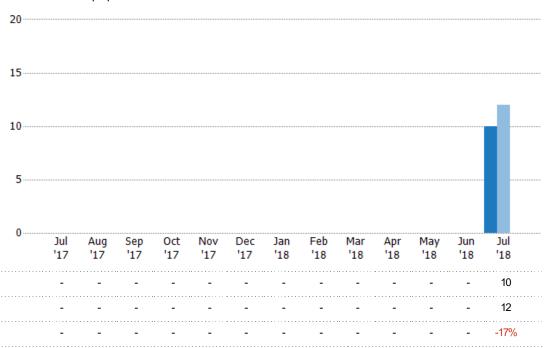
Closed Sales

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

Filters Used

Family Residence

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



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

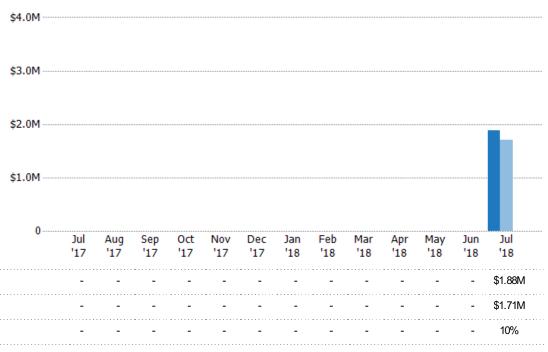
Current Year

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



Current Year



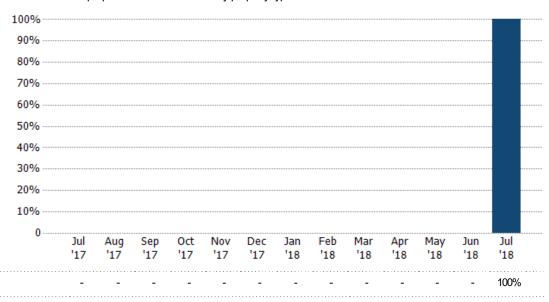
Closed Sales by Property Type

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



Family Residence

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



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

)K												
0K												
0												
Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	J
•		Sep '17	0ct '17	Nov '17	Dec '17					мау '18	Jun '18	_
Jul		Sep '17	0ct '17	Nov '17	Dec '17			118		Мау '18		
Jul		Sep '17	0ct '17	Nov '17 -	Dec '17					Мау '18	'18	_



Current Year
Prior Year

Percent Change from Prior Year





Median Sales Price

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

()												
Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$200K
 -	-	-	-	-	-	-	-	-	-	-	-	\$158K
 -	-	-	-	-	-	-	-	-	-	-	-	26%

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, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year

	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$188K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%





Median Sales Price vs Median Listing Price

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

\$300K

Filters Used

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

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

\$75K------

0 Aug Dec Feb May Jul '17 '17 '17 '18 '18 '17 '17 '17 '18 '18 '18 '18 \$209K \$200K 95%

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.

\$75K-

Filters Used

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

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

\$300K
\$225K
\$150K

Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	\$215K
-	-	-	-	-	-	-	-	-	-	-	-	\$199K
-	-		-	-		-	-	-	-	-	-	93%

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.

\$300K

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

\$150K	 	 	 		 	
\$75K	 	 	 	 	 	

	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$196K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%

