

Summary of Key Listing and Sales Metrics

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

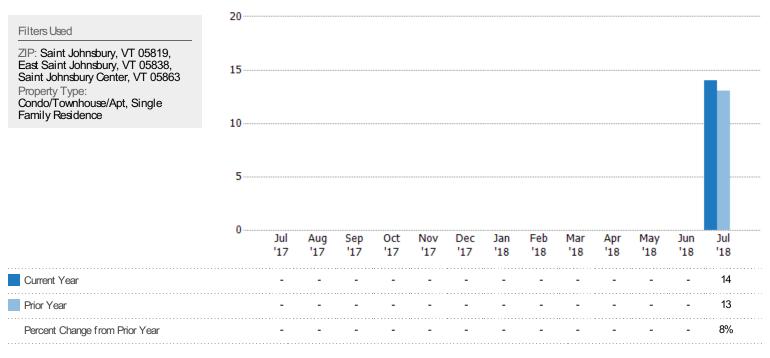
+/-	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
+7.7%	13	14	+7.7%	13	14	New Listing Count
+20.8%	\$2,325,300	\$2,808,950	+20.8%	\$2,325,300	\$2,808,950	New Listing Volume
-30.7%	75	52	-30.7%	75	52	Active Listing Count
-26.4%	\$14,331,550	\$10,544,200	-26.4%	\$14,331,550	\$10,544,200	Active Listing Volume
+6.1%	\$191,087	\$202,773	+6.1%	\$191,087	\$202,773	Average Listing Price
+9%	\$149,000	\$162,450	+9%	\$149,000	\$162,450	Median Listing Price
-9.9%	101	91	-9.9%	101	91	Median Days in RPR
-38.4%	9.4	5.8	-	_	-	Months of Inventory
+6.6%	10.67%	17.31%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
-33.3%	12	8	-33.3%	12	8	New Pending Sales Count
-29.1%	\$1,948,800	\$1,381,300	-29.1%	\$1,948,800	\$1,381,300	New Pending Sales Volume
-15.8%	19	16	-15.8%	19	16	Pending Sales Count
+0.3%	\$2,999,750	\$3,008,650	+0.3%	\$2,999,750	\$3,008,650	Pending Sales Volume
-33.3%	9	6	-33.3%	9	6	Cloæd Sales Count
-1.8%	\$1,304,076	\$1,280,500	-1.8%	\$1,304,076	\$1,280,500	Cloæd Sales Volume
+47.3%	\$144,897	\$213,417	+47.3%	\$144,897	\$213,417	Average Sales Price
+31%	\$159,000	\$208,250	+31%	\$159,000	\$208,250	Median Sales Price





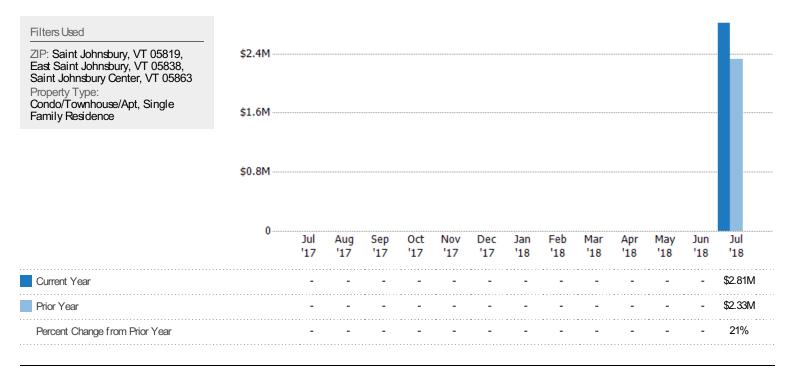
New Listings

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



New Listing Volume

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



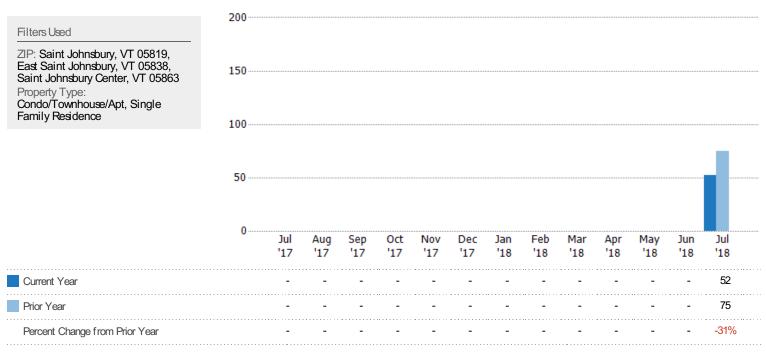


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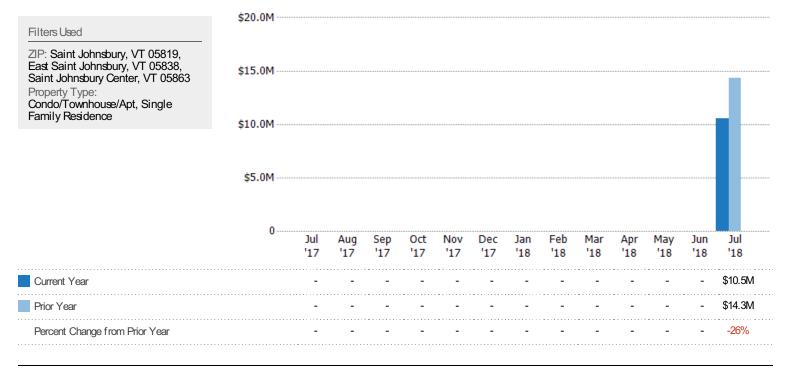
Active Listings

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



Active Listing Volume

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



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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, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K 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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$191K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%

Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$162K
	\$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
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												
Filters Used	\$200K ······												





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, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K 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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$203K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	_	_	101%

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:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	61.00V												
	\$100K												
	\$50K												
	4												
	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
		17		17	17		10	10	10	10	10	10	10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$162K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	110%





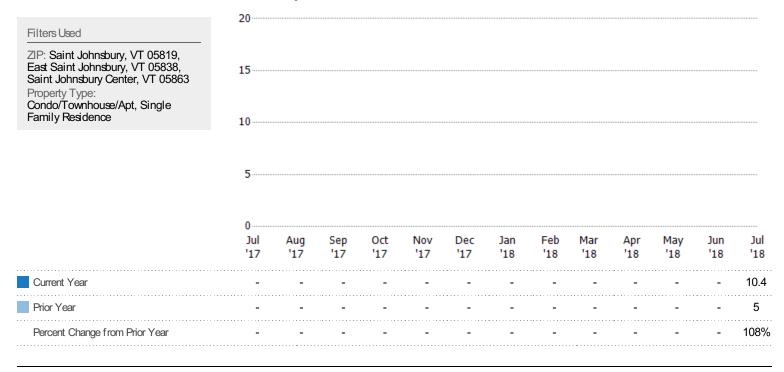
Median Days in RPR

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.

	200												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	150												
Condo/Townhouse/Apt, Single Family Residence													
r anny neadence	100												
	50												
	50												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	91
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	101
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-10%

Months of Inventory

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







Absorption Rate

The percentage of inventory sold per month.

	20%												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	15%												
Family Residence	10%												
	5% 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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Active/Pending/Sold Units

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

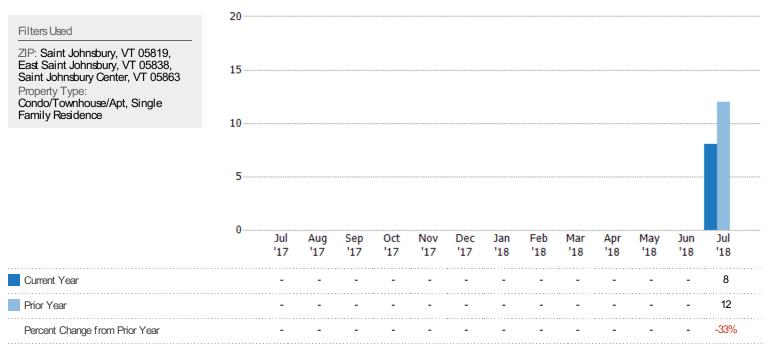
Pending	-	-	-	-	-	-	-	-	-	-	-	-	16
Active	-	-	-	-	-	-	-	-	-	-	-	-	52
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	0												
East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
Filters Used ZIP: Saint Johnsbury, VT 05819,	60												





New Pending Sales

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



New Pending Sales Volume

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

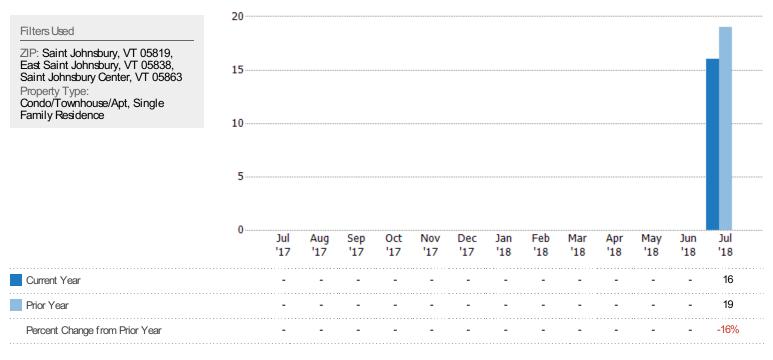
Filters Used	\$2.0M														
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$1.5M														
Condo/Townhouse/Apt, Single Family Residence	\$1.0M														
	\$0.5M														
	0	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.38M	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.95M	• • • • •
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-29%	

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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

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.

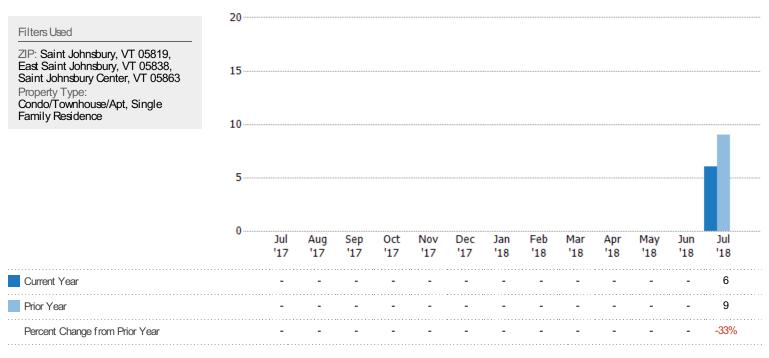
Filters Used	\$4.0M ······													
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$3.0M													
Family Residence	\$2.0M ······													
	\$1.0M													
	0	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.01M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	0%





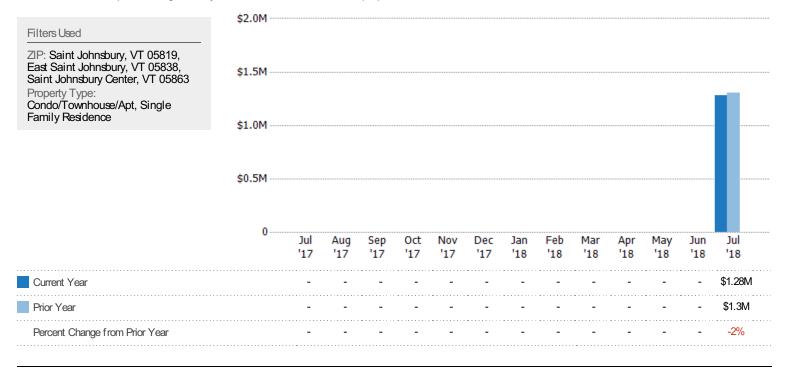
Closed Sales

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



Closed Sales Volume

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



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Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838,	80%														
Saint Johnsbury Center, VT 05863	70%														
Property Type: Condo/Townhouse/Apt, Single	60%														
Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0														
		Jul	Aug	Sep			Dec				Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	

Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold 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	\$225K
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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	47%



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Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold 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	\$225K												
Family Residence	\$150K												
	\$75K 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
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	31%

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	\$300K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%

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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, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K 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 List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Med Sales Price as a % of Med List Price	_	-	-	-	-	-	-	-	-	-	-	-	100%

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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	102%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$221K
	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
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863	\$225K ······												
Filters Used	\$300K												





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 ······												
Filters Used													
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 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%

