Danville

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	Mar 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+ / -
sting Activity Charts Metrics						
New Listing Count	19	15	+26.7%	19	15	+26.7%
New Listing Volume	\$2,237,900	\$2,874,650	-22.2%	\$2,237,900	\$2,874,650	-22.2%
Active Listing Count	78	107	-27.1%	78	107	-27.1%
Active Listing Volume	\$13,719,000	\$19,249,980	-28.7%	\$13,719,000	\$19,249,980	-28.7%
Average Listing Price	\$175,885	\$179,906	-2.2%	\$175,885	\$179,906	-2.2%
Median Listing Price	\$152,250	\$149,900	+1.6%	\$152,250	\$149,900	+1.6%
Median Days in RPR	154.5	217	-28.8%	154.5	217	-28.8%
Months of Inventory	_	_	-	11.1	15.3	-27.1%
Absorption Rate	_	_	+-	8.97%	6.54%	+2.4%
ales Activity Charts Metrics			1			
New Pending Sales Count	3	11	-72.7%	3	11	-72.7%
New Pending Sales Volume	\$767,000	\$1,388,500	-44.8%	\$767,000	\$1,388,500	-44.8%
Pending Sales Count	11	19	-42.1%	11	19	-42.1%
Pending Sales Volume	\$2,163,800	\$3,305,908	-34.5%	\$2,163,800	\$3,305,908	-34.5%
Closed Sales Count	3	7	-57.1%	3	7	-57.1%
Closed Sales Volume	\$382,623	\$655,900	-41.7%	\$382,623	\$655,900	-41.7%
Average Sales Price	\$127,541	\$93,700	+36.1%	\$127,541	\$93,700	+36.1%
Median Sales Price	\$122,500	\$90,000	+36.1%	\$122,500	\$90,000	+36.1%







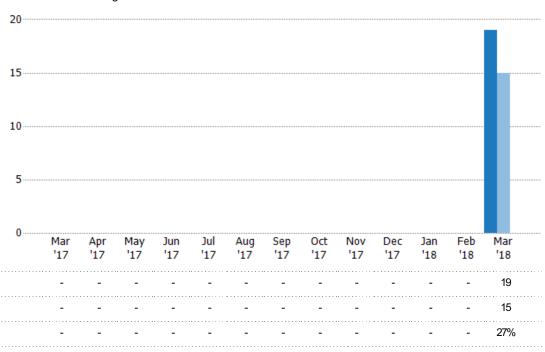
New Listings

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
Family Residence



New Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

Filters Used

VT 05873

Current Year

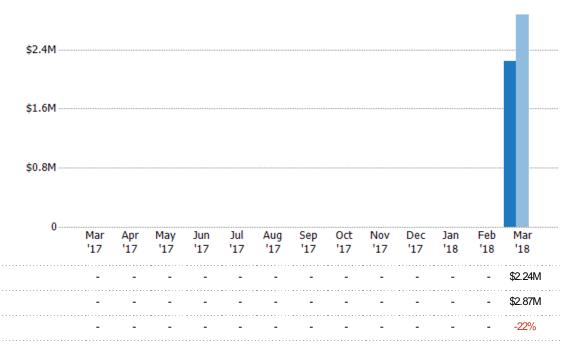
Prior Year

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,

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

Percent Change from Prior Year







Active Listings

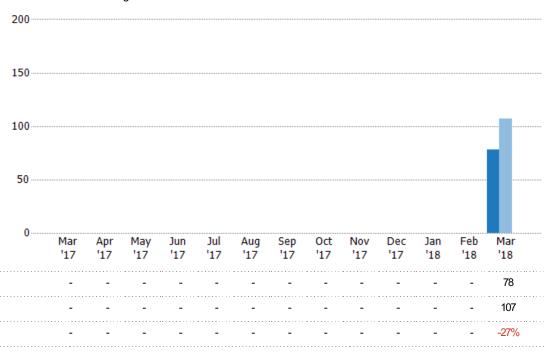
Family Residence

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



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

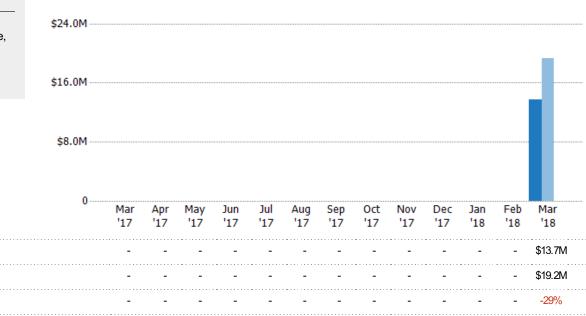
Current Year

Prior Year

 $\ensuremath{^{\text{ZIP:}}}$ 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





Average Listing Price

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

Filters Used	\$200K												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-		-	-	-	-	-	-	\$176K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

Median Listing Price

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 \$100K \$50K \$50K \$50K \$0 \$ Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18

	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	_	-	-	-	-	-	_	-	\$152K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%





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.

\$200K Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, \$150K VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence \$100K \$50K 0. Mar May Aug Sep 0ct Mar '17 '17 '17 '17 '17 '18 '17 '17 '17 '17 '17 '18 Avg Est Value \$170K Avg Listing Price \$176K Avg Listing Price as a % of Avg Est Value 103%

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

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







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, 225 VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence 150 0 Mar Apr May Jul Sep Mar '17 '17 '17 '17 '17 '17 '17 '18 '17 '17 '17 '18 Current Year 155 Prior Year 217

Months of Inventory

Percent Change from Prior Year

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

50

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

Filters Used

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

Percent Change from Prior Year

J											
3	 										
)	 										
) ⁄Iar ′17				Aug '17						Feb	Ma
1ar		Jun '17 -	Jul '17 -		Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb	Ma



Current Year
Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

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

15%	
10%	

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Change from Prior Year	=	-	-	-	-	-	-	-	-	-	-	-	-7%

Active/Pending/Sold Units

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

20

Filters Used

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

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

80	
60	
40	

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Active	-	-		=				-	-	-	-	-	78
Pending	-	-	-	-	-	-	-	-	-	-	-	-	11
Sold	-	-	-	-	-	-	-	-	-	-	-	-	3





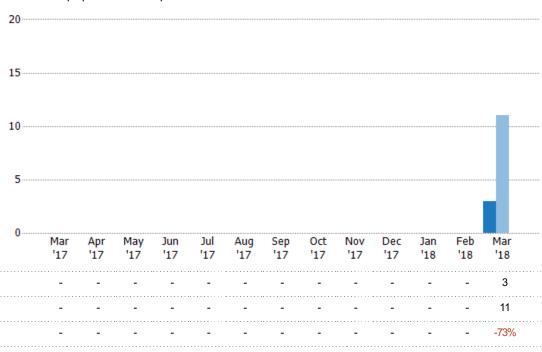
New Pending Sales

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

Current Year

Prior Year

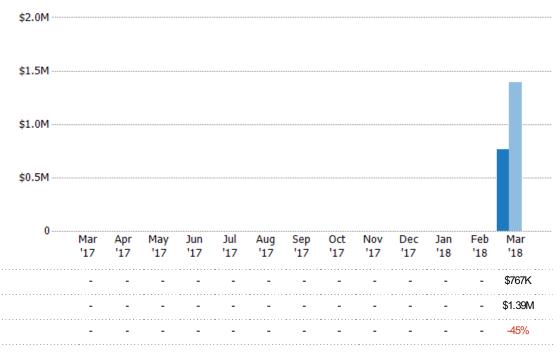
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used

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

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

Percent Change from Prior Year





Current Year

Prior Year





Pending Sales

Family Residence

Current Year

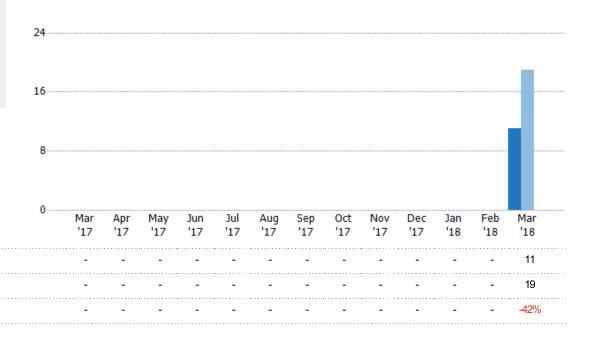
Prior Year

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



Pending Sales Volume

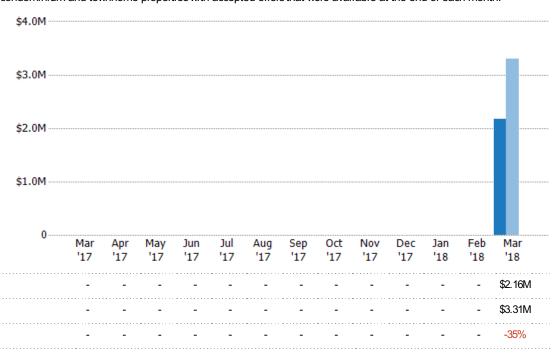
Percent Change from Prior Year

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.

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

4/19/2018

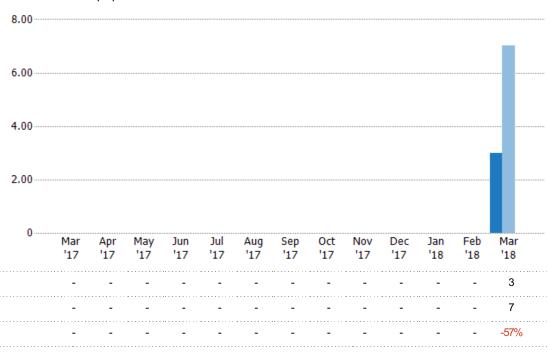
9 of 14



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

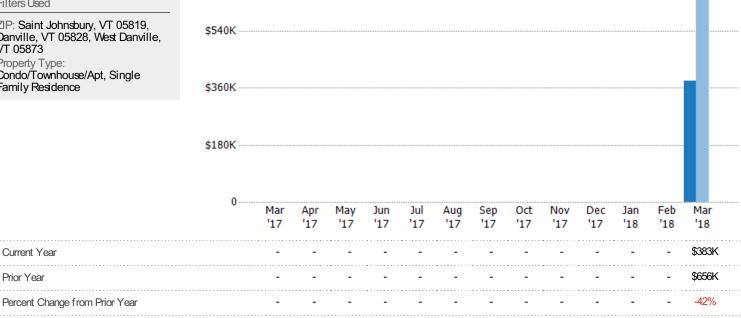
Current Year

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



Current Year

Prior Year



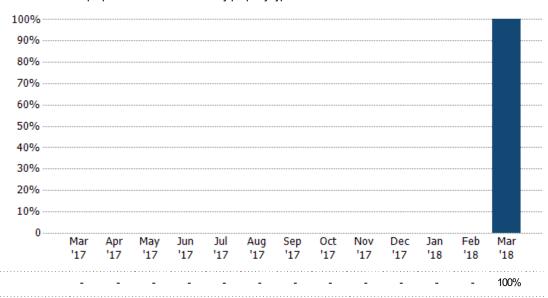


Closed Sales by Property Type

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

\$200K			 							
\$150K			 							
\$100K										
\$50K			 							
_		ay Jun 7 '17	Aug '17						Feb	Mar
'17 '	17 '1	.7 '17	'17				'17		'18	
-	-		 -	-	-	-	-	-	-	\$128K
-	-		 -	-	-	-	-	-	-	\$93.7K



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

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

\$200K

\$150K

	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$123K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$90K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	36%

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

Avg Sales Price as a % of Avg List Price

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

)K												
)K												
0K												
0												
					Aug '17							
	Apr '17	May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	\$
	Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17 -	Jan '18	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.

\$200K

\$50K

Filters Used

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

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

0... May Sep Mar '17 '17 '17 '17 '18 '17 '17 '17 '17 '17 '17 \$131K \$123K 93%

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, 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

\$150K \$100K							
\$150K							
\$150K	100K						
	1001/						
\$250K	150K	 	 	 	 	 	
\$200K							



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

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

Property Type:
Condo/Townhouse/Apt, Single

Med Sales Price as a % of Med Est Value

Family Residence

Median Est Value

Median Sales Price

\$200K												
\$150K												
\$100K												
\$50K												
0												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	\$0
-	-	-	-	-	-	-	-	-	-	-	-	\$131K
-	-	-	-	-	-	-	-	- -	-	-	- -	100%



