

Summary of Key Listing and Sales Metrics

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

| : | | | | | |
|--------------|---|---|---|--|---|
| | | | | | |
| 4 | 5 | -20% | 4 | 5 | -20% |
| \$747,800 | \$1,245,200 | -39.9% | \$747,800 | \$1,245,200 | -39.9% |
| 61 | _ | - | NA | NA | |
| \$12,731,350 | _ | - | NA | NA | |
| \$208,711 | _ | - | \$208,711 | _ | - |
| \$197,000 | _ | - | \$197,000 | _ | - |
| 156 | _ | - | 156 | _ | _ |
| _ | _ | - | _ | 4.7 | _ |
| _ | _ | - | _ | 21.31% | - |
| | | | • | | |
| 12 | 9 | +33.3% | 12 | 9 | +33.3% |
| \$1,865,150 | \$1,730,500 | +7.8% | \$1,865,150 | \$1,730,500 | +7.8% |
| 11 | _ | - | NA | NA | |
| \$2,075,400 | _ | - | NA | NA | |
| 11 | 9 | +22.2% | 11 | 9 | +22.2% |
| \$2,085,950 | \$1,839,800 | +13.4% | \$2,085,950 | \$1,839,800 | +13.4% |
| \$189,632 | \$204,422 | -7.2% | \$189,632 | \$204,422 | -7.2% |
| \$160,000 | \$139,000 | +15.1% | \$160,000 | \$139,000 | +15.1% |
| | 61 \$12,731,350 \$208,711 \$197,000 156 - - 12 \$1,865,150 11 \$2,075,400 11 \$2,085,950 \$189,632 | \$747,800 \$1,245,200 61 — \$12,731,350 — \$208,711 — \$197,000 — 156 — \$1,865,150 \$1,730,500 — — — — — — — — — — — — — — — — — — — | \$747,800 \$1,245,200 -39.9% 61 | \$747,800 \$1,245,200 -39.9% \$747,800 61 NVA \$12,731,350 NVA \$208,711 \$208,711 \$197,000 \$1197,000 156 156 | \$747,800 \$1,245,200 -39.9% \$747,800 \$1,245,200 61 NVA NVA \$12,731,350 NVA NVA \$208,711 \$208,711 - \$197,000 \$197,000 - 156 156 - 4.7 4.7 156 - NA NVA \$1,865,150 \$1,730,500 +7.8% \$1,865,150 \$1,730,500 11 NVA NVA \$2,075,400 NVA NVA 11 9 +22.2% 11 9 \$2,085,950 \$1,839,800 +13.4% \$2,085,950 \$1,839,800 \$189,632 \$204,422 -7.2% \$189,632 \$204,422 |





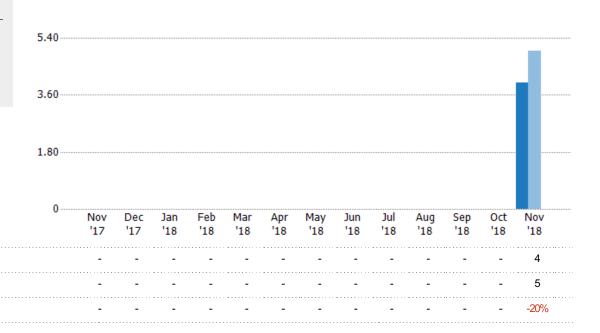
New Listings

The number of new residential listings that were added each month.



Family Residence

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 residential listings that were added each month.

Filters Used

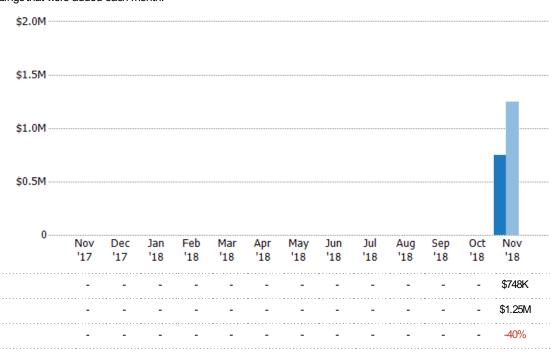
Current Year

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

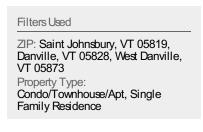


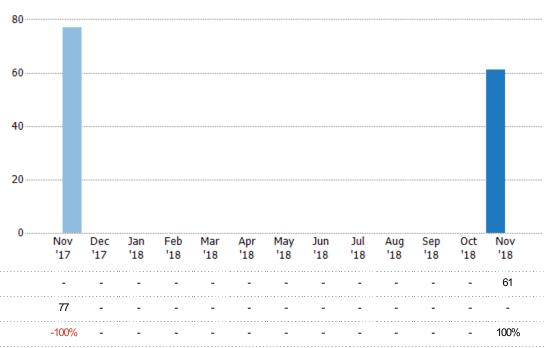
Current Year



Active Listings

The number of active residential listings at the end of each month.





Active Listing Volume

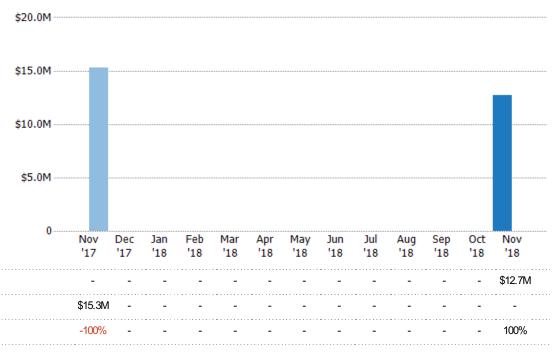
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.

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





Average Listing Price

The average listing price of active residential listings at the end of each month.

\$150K

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

\$300K \$225K

\$75K

0 -Nov Dec Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 \$209K \$198K -100% -83% -67% -50% -33% 17% 33% 67% 100%

Median Listing Price

Percent Change from Prior Year

The median listing price of active residential listings at the end of each month.

\$200K

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

| \$200K |
|--------|
| \$150K |
| \$130K |
| \$100K |

\$50K

| | 0 | | | | | | | | | | | | |
|--------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$197K |
| Prior Year | \$175K | - | - | - | - | - | - | - | - | - | - | - | - |
| Percent Change from Prior Year | -100% | -83% | -67% | -50% | -33% | -17% | | 17% | 33% | 50% | 67% | 83% | 100% |





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, Danville, VT 05828, West Danville, 150 VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence 100 50 0 Nov Dec Jan Feb Mar Apr May Jul Aug Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 Current Year 156

-67%

-50%

Months of Inventory

Percent Change from Prior Year

Prior Year

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

20

-100%

166

-100%

| 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

10 0 Νον Dec Jan Feb Mar May Jun Jul Aug Sep 0ct Nov Apr '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 5.55 19.3

0

33%

50%

67%

100%





17%

33%

50%

100%

83%

67%

-50%

-33%

-67%



15%

Absorption Rate

The percentage of inventory sold per month.

| | 4 | | اء ۔۔ا |
|----|-------|---|--------|
| НΠ | Iters | U | sea. |

Family Residence

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

| 20% | |
|-----|--|
| | |
| | |
| | |

10%

5%

| Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov |
|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|
| '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 |
| - | - | - | - | - | - | - | - | - | - | - | | 18% |
| 5% | | - | | | | - | - | - | - | - | - | - |
| 5% | 3% | 1% | -1% | -3% | -4% | -6% | -8% | -10% | -12% | -14% | -16% | -18% |

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

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

| 20 | | | | | | |
|----|------|------|------------|------|------|------|
| 15 | | | | | | |
| 10 | | | | | | |
| 5 | | | | | | |
| • | | | May '18 | | | |



Sold



Current Year

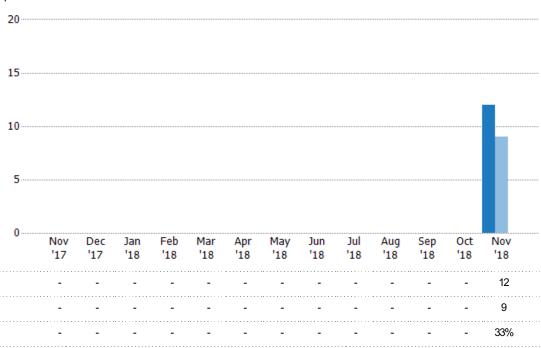
Prior Year

Market Data Report

New Pending Sales

The number of residential 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 residential properties with accepted offers that were added each month.

Filters Used

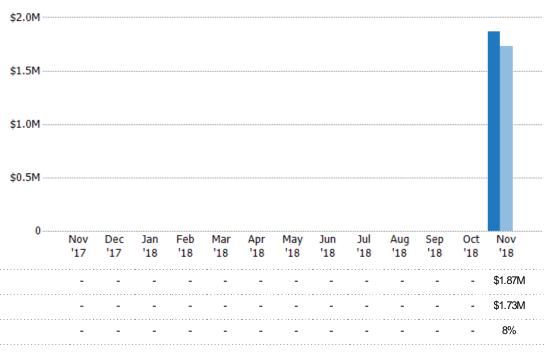
ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

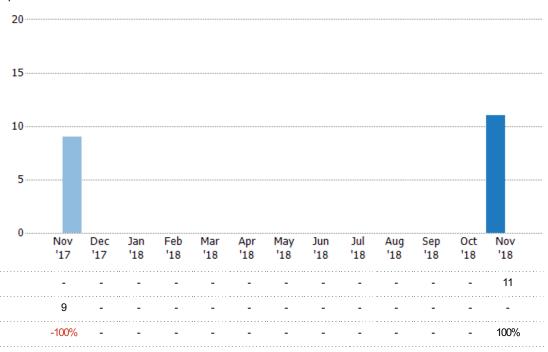
Percent Change from Prior Year



Pending Sales

The number of residential properties with accepted offers that were available at the end each month.





Pending Sales Volume

Percent Change from Prior Year

Current Year

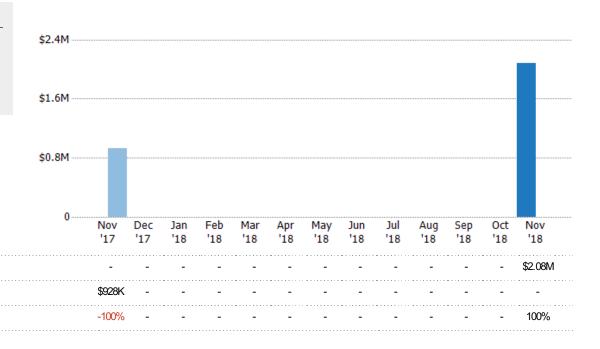
Prior Year

The sum of the sales price of residential 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





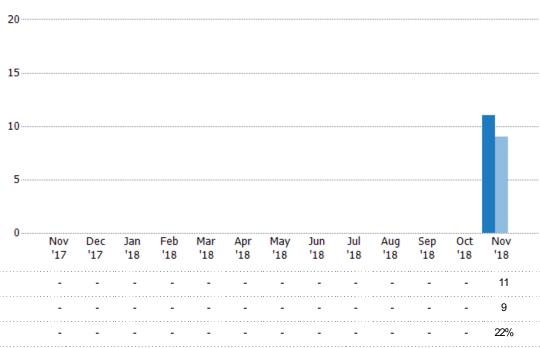
Closed Sales

The total number of residential 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

The sum of the sales price of residential properties sold each month.

Filters Used

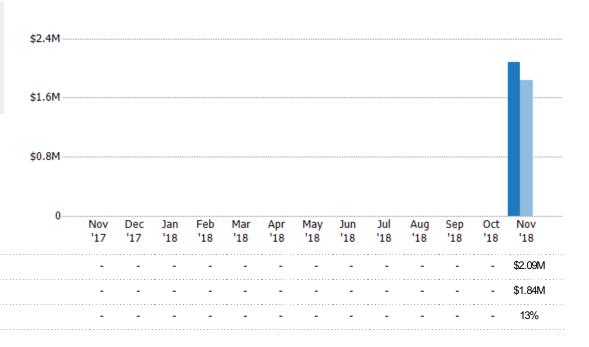
Current Year

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



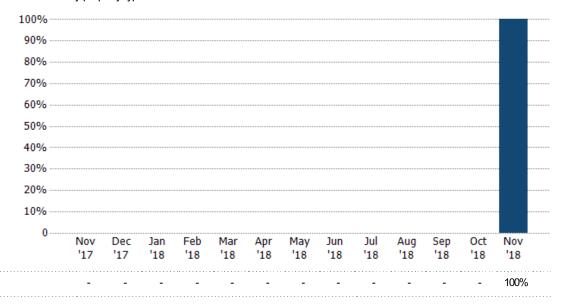
Closed Sales by Property Type

The percentage of residential 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 residential 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

\$225K \$150K \$75K Nov Dec Mar Apr May Jul Aug 0ct Nov '18 '17 '18 '18 '18 '18 '18 '18 '18 \$190K \$204K



Current Year
Prior Year

Percent Change from Prior Year





Median Sales Price

The median sales price of the residential 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

\$50K-----

0. Nov Mar Apr May Aug Sep 0ct Nov '18 '17 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 \$160K \$139K

Average Sales Price vs Average Listing Price

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

\$100K

Filters Used

Current Year

Prior Year

∠IP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year

| \$200K |
|--------|
| \$150K |
| \$100K |
| \$50K |
| |

| | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Avg List Price | - | - | - | - | - | - | - | - | - | - | - | - | \$194K |
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$190K |
| Avg Sales Price as a % of Avg List Price | - | - | - | - | - | - | - | - | - | - | - | - | 98% |





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

| \$150K |
|--------|
| \$100K |

0. Nov Mar Apr May Aug Sep 0ct Nov '17 '18 '18 '18 '18 '17 '18 '18 '18 '18 '18 '18 '18 \$165K \$160K

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 Property Type:

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

| Dec | | Feb | Mar | Apr | May '18 | Jun | 1ul | Aug '18 | Sen | 0ct | Nov '18 |
|-----|-----|------------|------------|------------|------------|------------|------------|------------|------------|------------|----------------|
| Dec | Jan | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | | Sep '18 | Oct '18 | Nov '18 |
| | | | | | | | | | | | |



Avg Est Value

Avg Sales Price



103%



Median Est Value

Median Sales Price

Market Data Report

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 Family Residence |

Med Sales Price as a % of Med Est Value

| 50K | | | | | | | |
|-----------------|-----|------|------|------|------|---------|---|
| .5010 | | | | | | | |
| .00K | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| 50K | | | | | | | |
| 50K | | | | | | | |
| | | | | | | | |
| 0······· Nov | Dec | | | | | 0ct | N |
| 0 | Dec | | | | | 0ct | N |
| 0······· Nov | Dec | | | | | 0ct | |



