

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	+ / -	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
+400%	2	10	+400%	2	10	New Listing Count
+219.5%	\$448,000	\$1,431,200	+219.5%	\$448,000	\$1,431,200	New Listing Volume
	NA	N⁄A	+60%	40	64	Active Listing Count
	NA	N⁄A	+76.3%	\$7,866,600	\$13,870,100	Active Listing Volume
+10.2%	\$196,665	\$216,720	+10.2%	\$196,665	\$216,720	Average Listing Price
-11.4%	\$188,500	\$166,950	-11.4%	\$188,500	\$166,950	Median Listing Price
-22.9%	146	112.5	-22.9%	146	112.5	Median Days in RPR
+82.9%	5	9.1	-	-	-	Months of Inventory
-9.1%	20%	10.94%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
+	6	6	+	6	6	New Pending Sales Count
+0.8%	\$1,070,000	\$1,078,500	+0.8%	\$1,070,000	\$1,078,500	New Pending Sales Volume
	N⁄A	N⁄A	+54.5%	11	17	Pending Sales Count
	N/A	N⁄A	-0.6%	\$2,453,700	\$2,438,700	Pending Sales Volume
-14.3%	7	6	-14.3%	7	6	Closed Sales Count
-16.2%	\$1,090,500	\$913,600	-16.2%	\$1,090,500	\$913,600	Closed Sales Volume
-2.3%	\$155,786	\$152,267	-2.3%	\$155,786	\$152,267	Average Sales Price
+7%	\$135,000	\$144,500	+7%	\$135,000	\$144,500	Median Sales Price





New Listings

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

Filters Used	20.00													
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
raining residence	10.00													
	5.00													
	0	Oct	Nov	Dec	Jan	Feb		Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	400%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

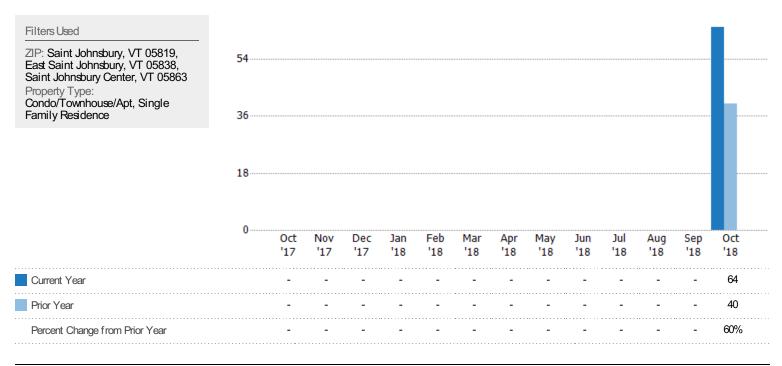
Filters Used	\$2.0M ······													
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$1.5M													
Family Residence	\$1.0M ······													
	\$0.5M													
	0	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.43M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$448K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	219%





Active Listings

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



Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	76%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.87M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.9M
	\$5.0M 0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
Filters Used ZIP: Saint Johnsbury, VT 05819,	\$20.0M ······													





Average Listing Price

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

Filters Used	\$300K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$1306												
	\$75K												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Median Listing Price

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

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

	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$189K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-11%





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 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	104%

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												
	\$50K												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	105%





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												
	30												
	0												
	Oct	Nov	Dec	Jan	Feb		Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	113
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	146
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-23%

Months of Inventory

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

30 Filters Used ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, 23 Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence 15 8 0 0ct Nov Dec Jan Feb Mar May Jun Jul Aug Sep 0ct Apr '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 Current Year 9.14 _ _ _ _ _ Prior Year 4 -----_ ----129% Percent Change from Prior Year ----_ ---_ --





Absorption Rate

The percentage of inventory sold per month.

Filters Used	30%												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year													11%
					-								
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	25%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%

Active/Pending/Sold Units

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

Filters Used 70 ZIP: Saint Johnsbury, VT 05819, 53 East Saint Johnsbury Center, VT 05863 53 Property Type: Condo/Townhouse/Apt, Single Family Residence 35 18 18

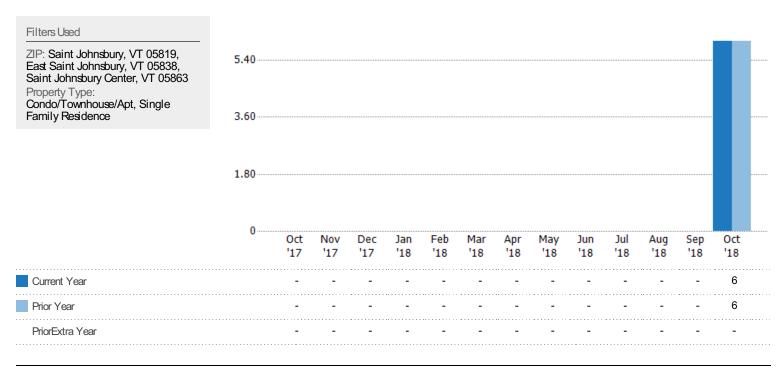
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	64
Pending	-	-	-	-	-	-	-	-	-	-	-	-	17
Sold	-	-	-	-	-	-	-	-	-	-	-	-	6





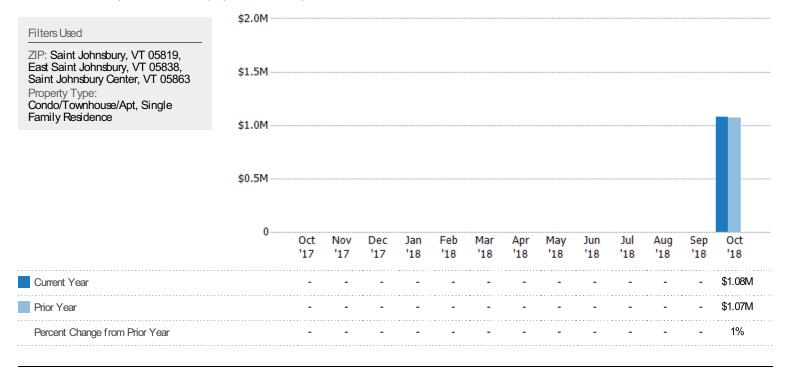
New Pending Sales

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



New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

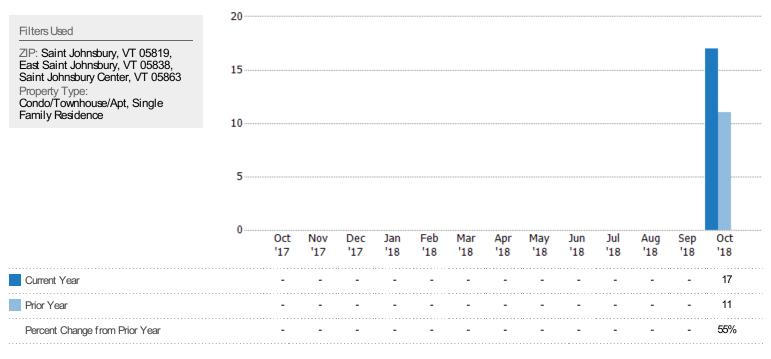






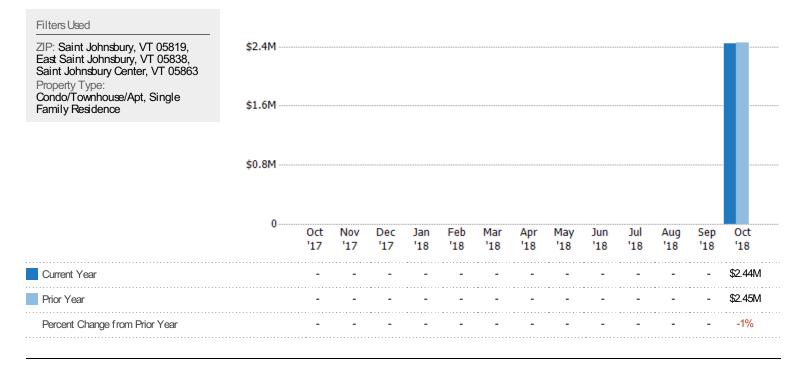
Pending Sales

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



Pending Sales Volume

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







Closed Sales

The total number of residential properties sold each month.

Filters Used	8.00														
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00														
	4.00														
	2.00														
	0	0.4	Neu	Dec	120	Fab	Mar	Apr	May	lus		Aug	Con	0.4	
		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-14%	

Closed Sales Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-16%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.09M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$914K
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	\$0.5M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.0M													
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863	\$1.5M													
Filters Used	\$2.0M													





Closed Sales by Property Type

The percentage of residential 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				_			-		_		-			
		Oct					Mar		May	Jun	Jul	Aug	Sep	Oct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	18	'18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	

Average Sales Price

The average sales price of the residential properties sold 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	\$100K

\$50K ·····

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$152K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$156K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%





Median Sales Price

The median sales price of the residential 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	\$150K												
Family Residence	\$100K												
	\$50K 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$135K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

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:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$160k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$152k
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.

	\$200K												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K 0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$148K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$145K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%

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	-	-	-	-	-	-	-	-	-		-	-	91%
Avg Sales Price	-	_	_	_	_	-	-	_	_	_	_	-	\$160K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$177K
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	\$50K												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$100K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863	\$150K												
Filters Used	\$200K												





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.

	\$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	\$100K												
	\$100K												
	\$50K												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$163K
Median Sales Price				• • • • • • • • • • • • • • • •	• • • • • • • • • • • • •			• • • • • • • • • • • • • • • • • • • •					\$148K
Ivedian Sales Price	-	-	-		-	-			-		-		φ14or
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	91%

