

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	+ / -	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
+33.3%	9	12	+33.3%	9	12	New Listing Count
+43.2%	\$1,681,800	\$2,409,150	+43.2%	\$1,681,800	\$2,409,150	New Listing Volume
	NA	N/A	+40.5%	74	104	Active Listing Count
	NA	NA	+53.4%	\$15,561,050	\$23,871,550	Active Listing Volume
+9.2%	\$210,284	\$229,534	+9.2%	\$210,284	\$229,534	Average Listing Price
-5.3%	\$199,950	\$189,450	-5.3%	\$199,950	\$189,450	Median Listing Price
-4.3%	115.5	110.5	-4.3%	115.5	110.5	Median Daysin RPR
-43.8%	12.3	6.9	-	_	_	Months of Inventory
+6.3%	8.11%	14.42%	+-	_	_	Absorption Rate
	•••••		:			Sales Activity Charts Metrics
+6.7%	15	16	+6.7%	15	16	New Pending Sales Count
-26.5%	\$3,936,500	\$2,893,800	-26.5%	\$3,936,500	\$2,893,800	New Pending Sales Volume
	NA	NA	+38.9%	18	25	Pending Sales Count
	NA	NA	-9.5%	\$4,250,500	\$3,848,400	Pending Sales Volume
-33.3%	15	10	-33.3%	15	10	Closed Sales Count
-20.3%	\$2,359,500	\$1,881,181	-20.3%	\$2,359,500	\$1,881,181	Cloæd Sales Volume
+19.6%	\$157,300	\$188,118	+19.6%	\$157,300	\$188,118	Average Sales Price
+1.9%	\$162,000	\$165,000	+1.9%	\$162,000	\$165,000	Median Sales Price







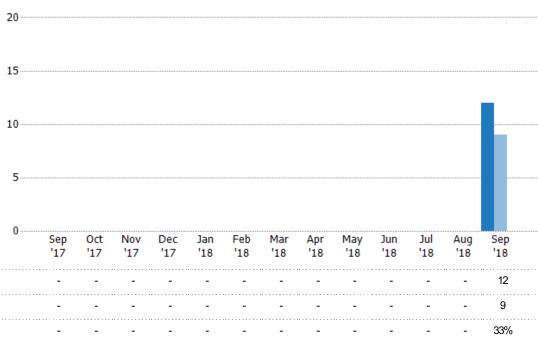
New Listings

The number of new residential 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

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

Filters Used

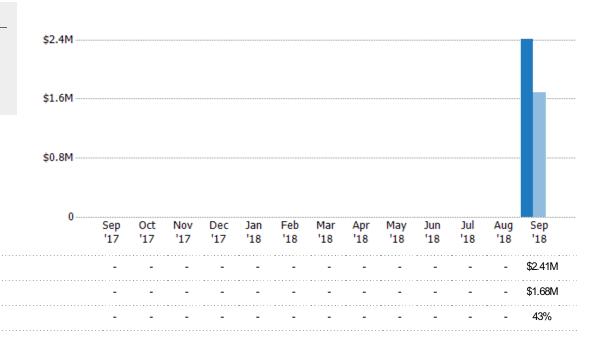
Current Year

Prior Year

 $\mathbb{Z}|\mathsf{P};$ Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year



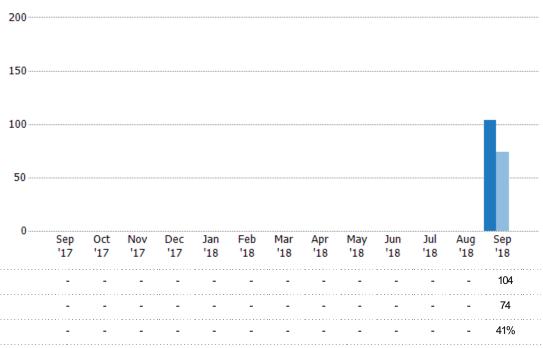
Current Year



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

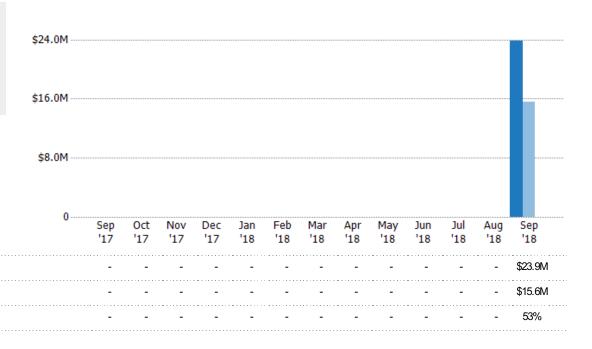
Filters Used

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

Percent Change from Prior Year



Current Year





Average Listing Price

The average listing price of active residential 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 Family Residence

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

\$75K------

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
_	-	-	-	-	-	-	-	-	-	-	-	\$230K
-	-	-	-	-	-	-	-	-	-	-	-	\$210K
-	-	-	-	-	-	-	-	-	-	-	-	9%

Median Listing Price

Percent Change from Prior Year

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

\$50K

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

\$200K	
\$150K	
\$100K	

0 -Sep 0ct Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep '18 Current Year \$189K \$200K Prior Year





\$230K

102%



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. Sep Feb Apr May Jun Aug Sep '18 '17 '17 '18 '18 '18 '18 '17 '17 '18 '18 '18 '18 Avg Est Value \$225K

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

Avg Listing Price

Avg Listing Price as a % of Avg Est Value

Filters Used													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$171K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	_	\$189K
Mod Listing Dries on a 0/ of Mod Est Value													
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	111%



116



Market Data Report

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 Sep 0ct Nov Dec Jan Feb Mar Apr May Jul Aug Sep '18 '17 '17 '17 '18 '18 '18 '18 '18 '17 '18 '18 '18 Current Year 111

Months of Inventory

Percent Change from Prior Year

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

Prior Year

 $\ensuremath{\mathbb{Z}}\xspace|\ensuremath{\mathbb{P}}\xspace$ Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year

10					 			 	
0									
0 Sep	Oct	Nov	Dec	Jan	Mar	Apr	May	Jul	Aug



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

30%	

20%

10%

	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Prior Year	-	-	-	-	-	-	=	-	-	-	-	-	22%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Active/Pending/Sold Units

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

200

Filters Used

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

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

200	
150	
400	
100	

50

0													
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
 -	-	-	-	-	-	-	-	-	-	-	-	104	
 -	-	-	-	-	-	-	-	-	-	-	-	25	
 -	-	-	-	-	-	-	-	-	-	-	-	10	



Active Pending

Sold



Current Year

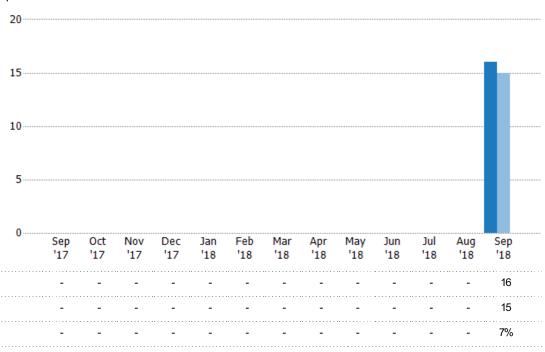
Prior Year

Market Data Report

New Pending Sales

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

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



New Pending Sales Volume

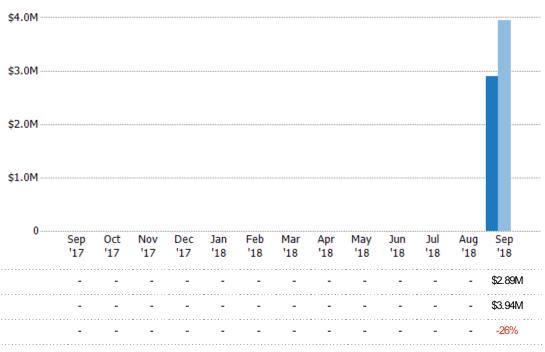
Percent Change from Prior Year

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

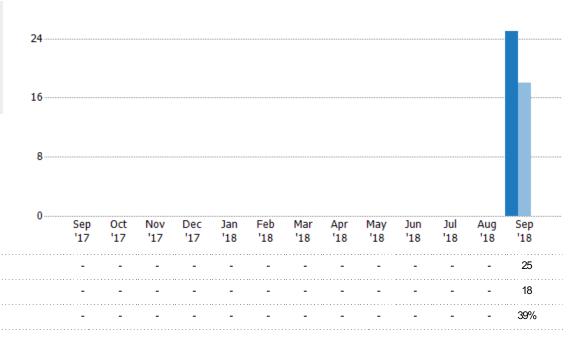
Pending Sales

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

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

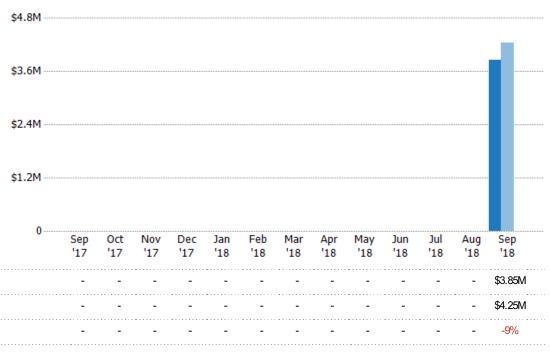
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties with accepted offers that were available 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

Closed Sales

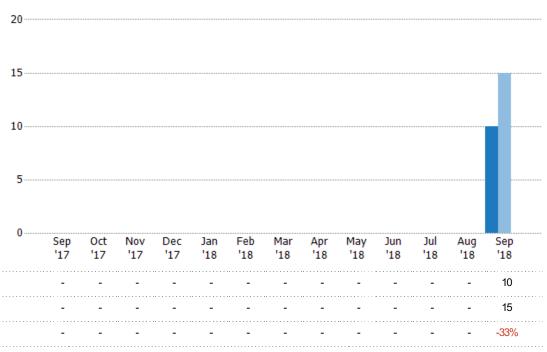
Family Residence

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



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

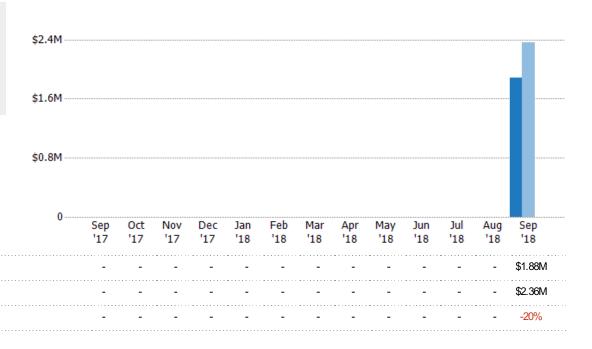
Current Year

Prior Year

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

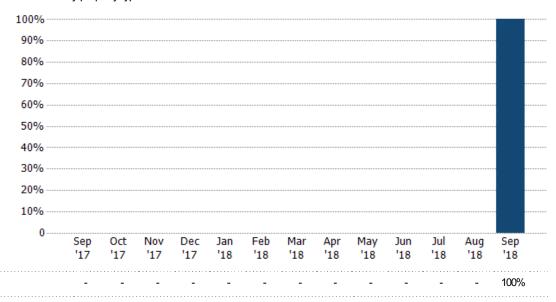


Closed Sales by Property Type

The percentage of residential 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 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

	\$75K												
	0 Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May				Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	Jul '18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$188K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$157K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%



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

\$300K \$225K

\$75K------

0. Sep Feb May Sep '18 '17 '17 '18 '18 '18 '18 '17 '17 '18 '18 '18 '18 \$165K \$162K

Average Sales Price vs Average Listing Price

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

\$75K

\$150K

Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year

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

Se '1	ер .7	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	-	-	- -	- -	-	-	-	-	-	-	-	-	\$205K
	-	-	-	-	-	-	-	_	-		-	-	\$188K
	-	-	-	-	-	-	-	-	- -	-	-	-	92%

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

\$150K	
\$100K	

0. Sep Feb May Sep '18 '17 '17 '18 '18 '18 '18 '17 '17 '18 '18 '18 '18 \$179K \$165K

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.

\$300K

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

150K										
\$75K										
_						May			Aug	Se
_			Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Se '1
_			Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug	Se '1
_			Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Se '1

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.

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

Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$179K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	116%

