

## 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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	6	+-	125	105	+19%
New Listing Volume	\$875,300	\$904,900	-3.3%	\$22,721,349	\$19,006,450	+19.5%
Active Listing Count	54	36	+50%	N/A	N/A	
Active Listing Volume	\$10,855,949	\$7,481,700	+45.1%	N/A	N/A	
Average Listing Price	\$201,036	\$207,825	-3.3%	\$208,965	\$190,706	+9.6%
Median Listing Price	\$151,950	\$199,000	-23.6%	\$174,894	\$168,064	+4.1%
Median Days in RPR	180.5	173.5	+4%	126.37	129.31	-2.3%
Months of Inventory	13.5	9	+50%	27	36	-25%
Absorption Rate	7.41%	11.11%	-3.7%	3.7%	2.78%	+0.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	6	5	+20%	92	103	-10.7%
New Pending Sales Volume	\$1,007,300	\$533,250	+88.9%	\$14,527,600	\$16,412,808	-11.5%
Pending Sales Count	12	7	+71.4%	N/A	N/A	
Pending Sales Volume	\$1,683,100	\$900,150	+87%	N/A	N/A	
Closed Sales Count	8	2	+300%	68	86	-20.9%
Closed Sales Volume	\$889,800	\$382,500	+132.6%	\$10,966,884	\$13,172,726	-16.7%
Average Sales Price	\$111,225	\$191,250	-41.8%	\$161,278	\$153,171	+5.3%
Median Sales Price	\$117,450	\$191,250	-38.6%	\$149,151	\$147,719	+1%

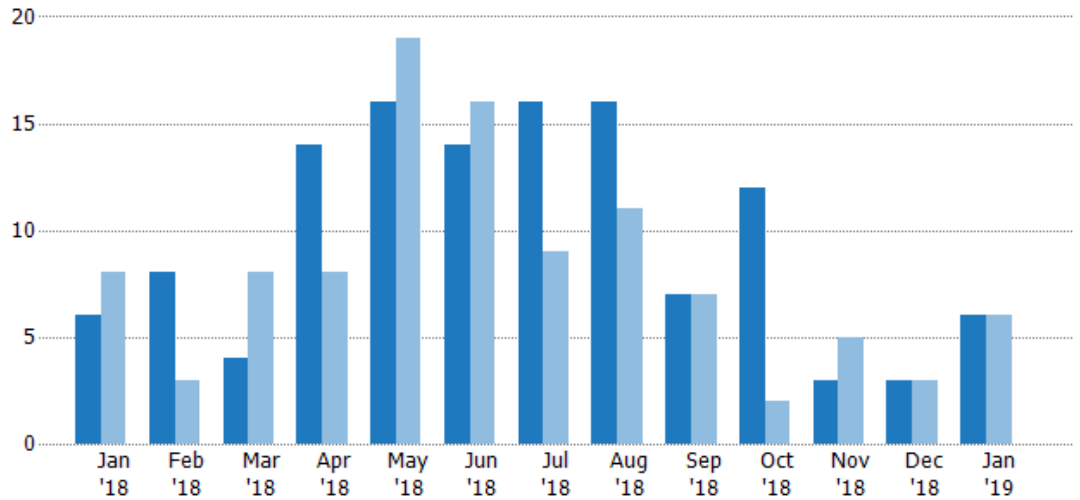
## New Listings

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Jan '19	6	0%
Jan '18	6	-25%
Jan '17	8	-25%



Current Year	6	8	4	14	16	14	16	16	7	12	3	3	6
Prior Year	8	3	8	8	19	16	9	11	7	2	5	3	6
Percent Change from Prior Year	-25%	167%	-50%	75%	-16%	-13%	78%	45%	0%	500%	-40%	0%	0%

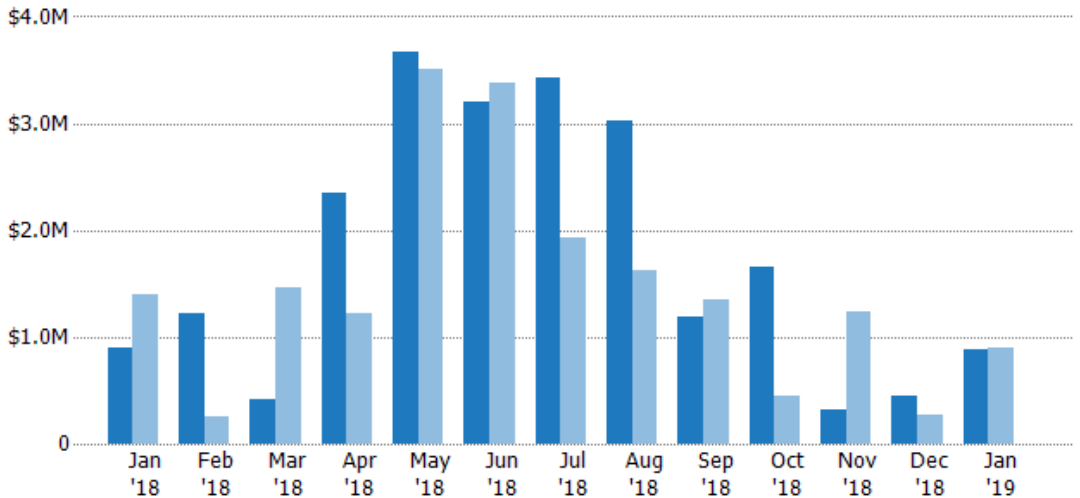
## New Listing Volume

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$875K	-3.3%
Jan '18	\$905K	-35.3%
Jan '17	\$1.4M	-55.4%



Current Year	\$905K	\$1.23M	\$418K	\$2.35M	\$3.67M	\$3.2M	\$3.42M	\$3.03M	\$1.19M	\$1.66M	\$322K	\$454K	\$875K
Prior Year	\$1.4M	\$255K	\$1.46M	\$1.22M	\$3.51M	\$3.39M	\$1.93M	\$1.63M	\$1.35M	\$448K	\$1.25M	\$276K	\$905K
Percent Change from Prior Year	-35%	381%	-71%	93%	5%	-6%	77%	86%	-11%	270%	-74%	64%	-3%

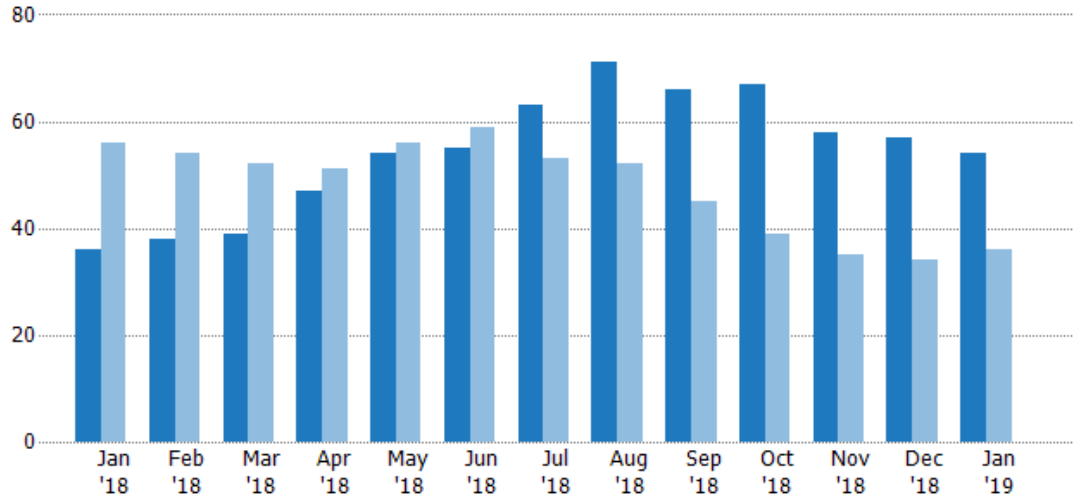
## Active Listings

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Jan '19	54	50%
Jan '18	36	-35.7%
Jan '17	56	-25%



Current Year	36	38	39	47	54	55	63	71	66	67	58	57	54
Prior Year	56	54	52	51	56	59	53	52	45	39	35	34	36
Percent Change from Prior Year	-36%	-30%	-25%	-8%	-4%	-7%	19%	37%	47%	72%	66%	68%	50%

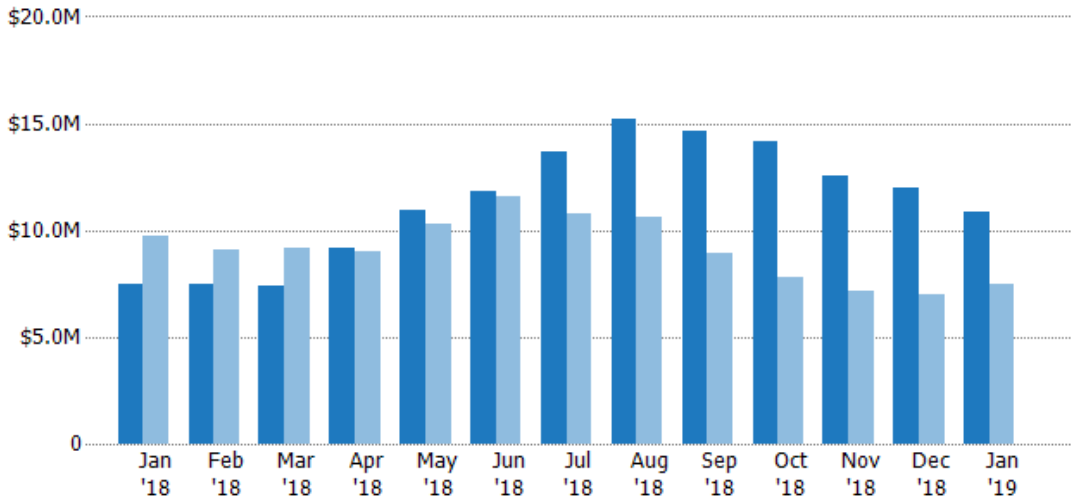
## Active Listing Volume

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$10.9M	45.1%
Jan '18	\$7.48M	-23.2%
Jan '17	\$9.74M	-20%



Current Year	\$7.48M	\$7.46M	\$7.38M	\$9.14M	\$11M	\$11.8M	\$13.6M	\$15.2M	\$14.7M	\$14.2M	\$12.6M	\$12M	\$10.9M
Prior Year	\$9.74M	\$9.04M	\$9.17M	\$9.03M	\$10.3M	\$11.6M	\$10.8M	\$10.6M	\$8.95M	\$7.79M	\$7.16M	\$6.99M	\$7.48M
Percent Change from Prior Year	-23%	-18%	-20%	1%	7%	2%	27%	43%	64%	82%	76%	71%	45%

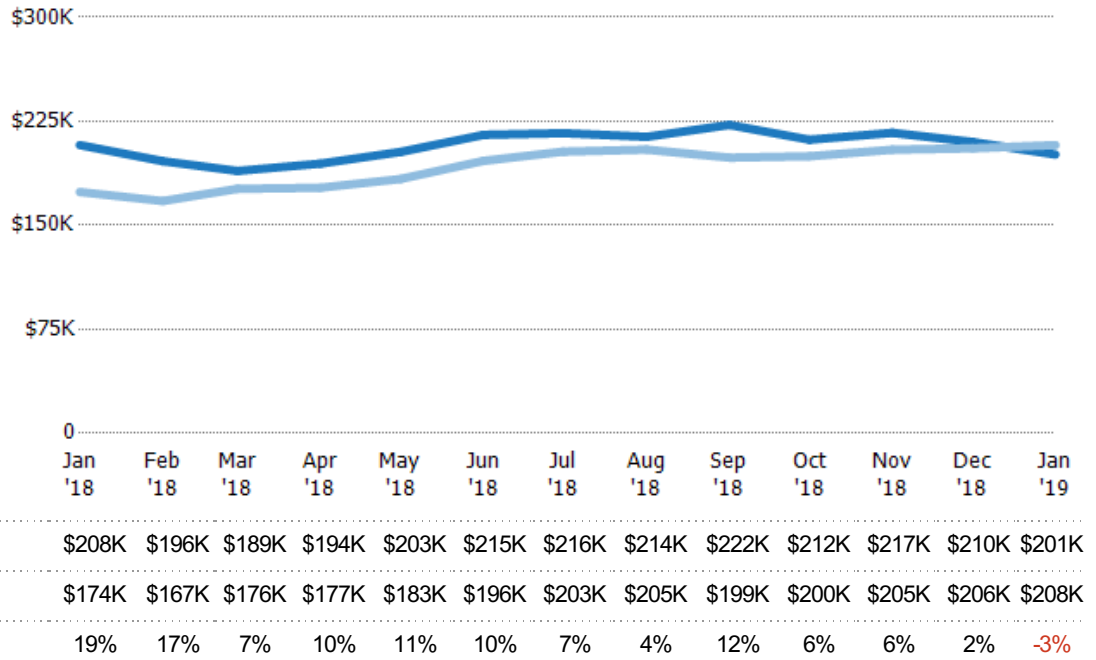
## Average Listing Price

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$201K	-3.3%
Jan '18	\$208K	19.4%
Jan '17	\$174K	6.6%



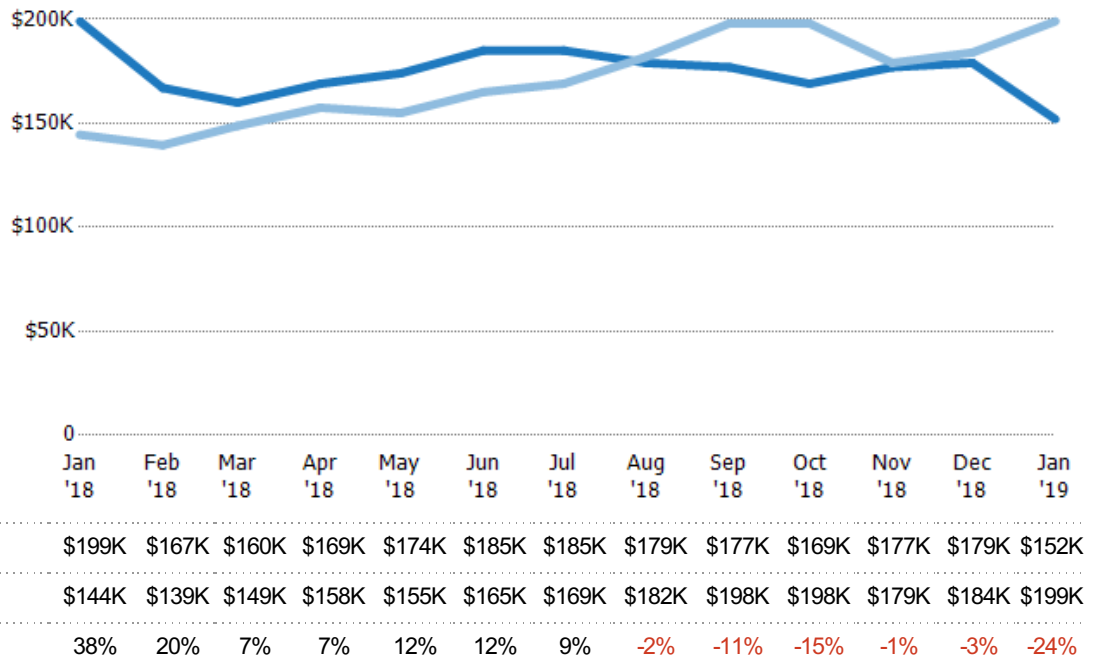
## Median Listing Price

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$152K	-23.6%
Jan '18	\$199K	37.7%
Jan '17	\$144K	21.1%

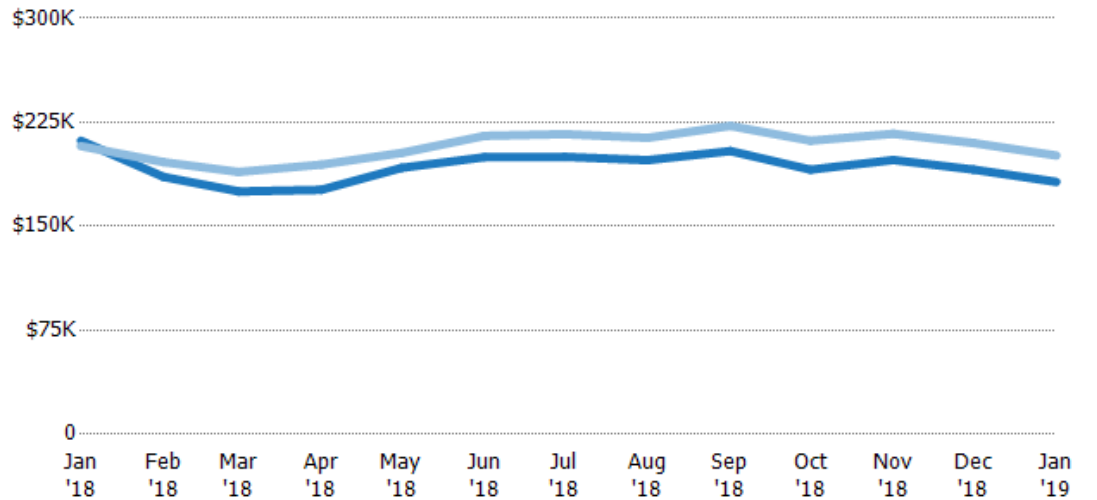


## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



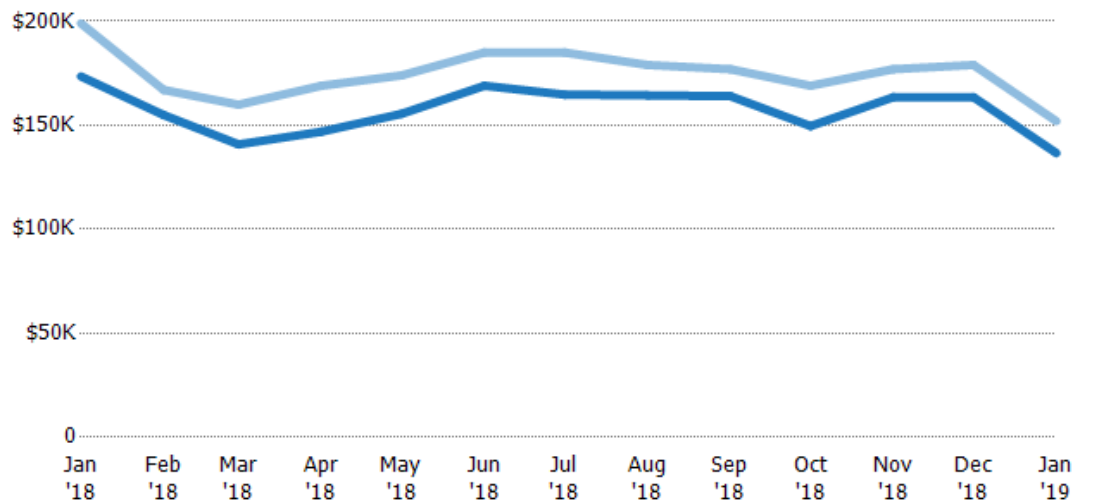
Avg Est Value	\$212K	\$186K	\$175K	\$176K	\$192K	\$200K	\$200K	\$198K	\$204K	\$191K	\$198K	\$191K	\$182K
Avg Listing Price	\$208K	\$196K	\$189K	\$194K	\$203K	\$215K	\$216K	\$214K	\$222K	\$212K	\$217K	\$210K	\$201K
Avg Listing Price as a % of Avg Est Value	98%	106%	108%	110%	106%	108%	108%	108%	109%	111%	110%	110%	110%

## 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

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Median Est Value	\$174K	\$155K	\$141K	\$147K	\$156K	\$169K	\$165K	\$164K	\$164K	\$150K	\$164K	\$164K	\$137K
Median Listing Price	\$199K	\$167K	\$160K	\$169K	\$174K	\$185K	\$185K	\$179K	\$177K	\$169K	\$177K	\$179K	\$152K
Med Listing Price as a % of Med Est Value	115%	108%	114%	115%	112%	109%	112%	109%	108%	113%	108%	109%	111%

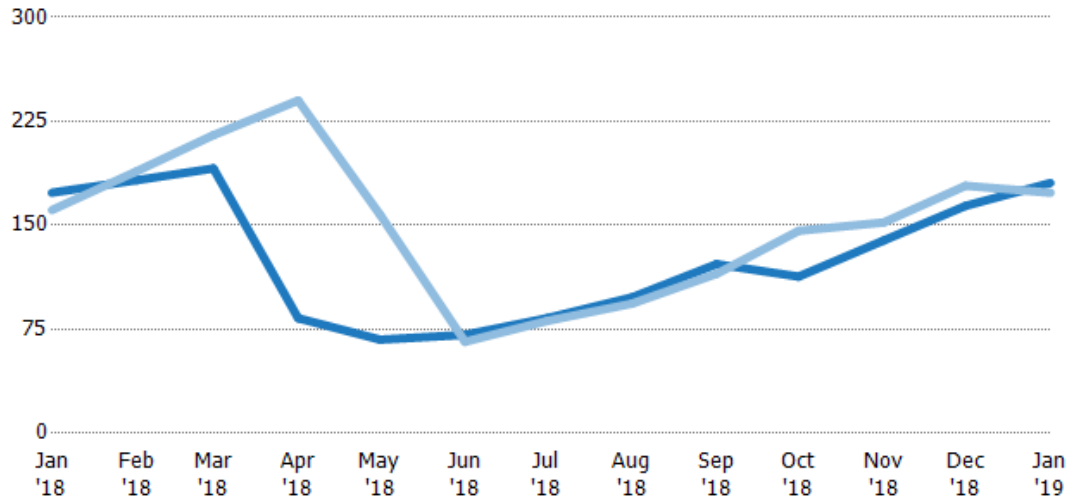
## Median Days in RPR

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.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Days	% Chg.
Jan '19	181	4%
Jan '18	174	7.8%
Jan '17	161	18%



Current Year	174	183	191	83	67.5	71	83	98	122	113	139	164	181
Prior Year	161	189	215	240	158	66	81	93.5	115	146	152	179	174
Percent Change from Prior Year	8%	-3%	-11%	-65%	-57%	8%	2%	5%	6%	-23%	-9%	-8%	4%

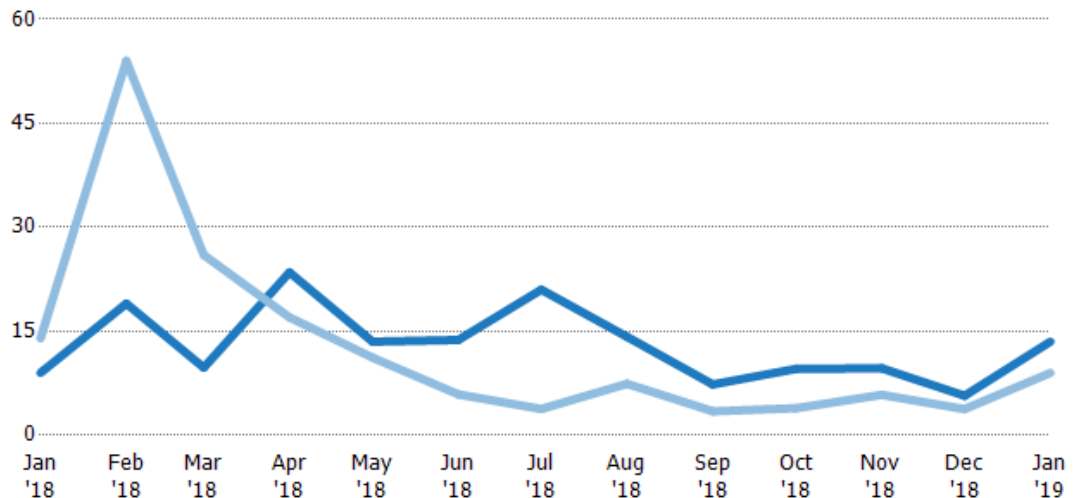
## Months of Inventory

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Months	% Chg.
Jan '19	13.5	50%
Jan '18	9	-35.7%
Jan '17	14	-40%



Current Year	9	19	9.75	23.5	13.5	13.8	21	14.2	7.33	9.57	9.67	5.7	13.5
Prior Year	14	54	26	17	11.2	5.9	3.79	7.43	3.46	3.9	5.83	3.78	9
Percent Change from Prior Year	-36%	-65%	-63%	38%	21%	133%	455%	91%	112%	145%	66%	51%	50%

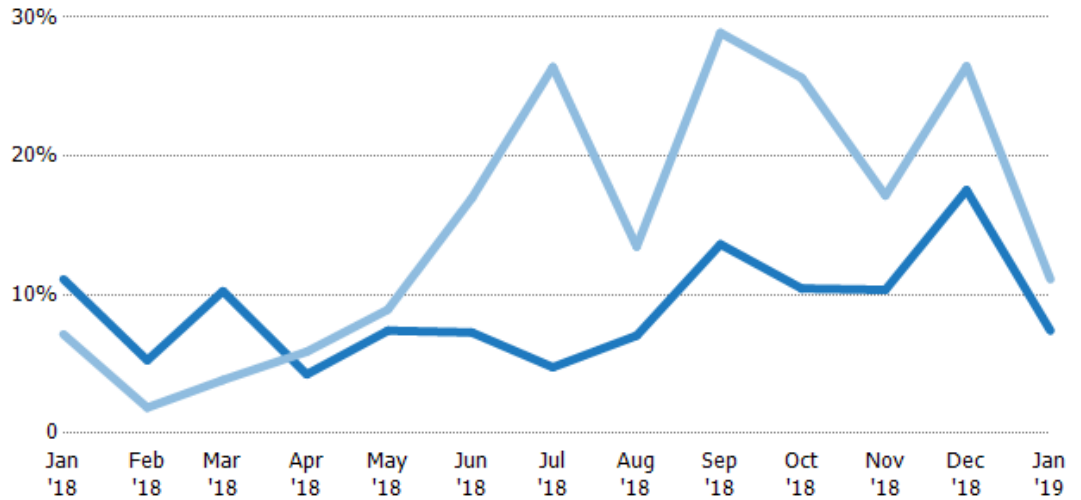
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Rate	Chg.
Jan '19	7%	3.7%
Jan '18	11%	-4%
Jan '17	7%	66.7%



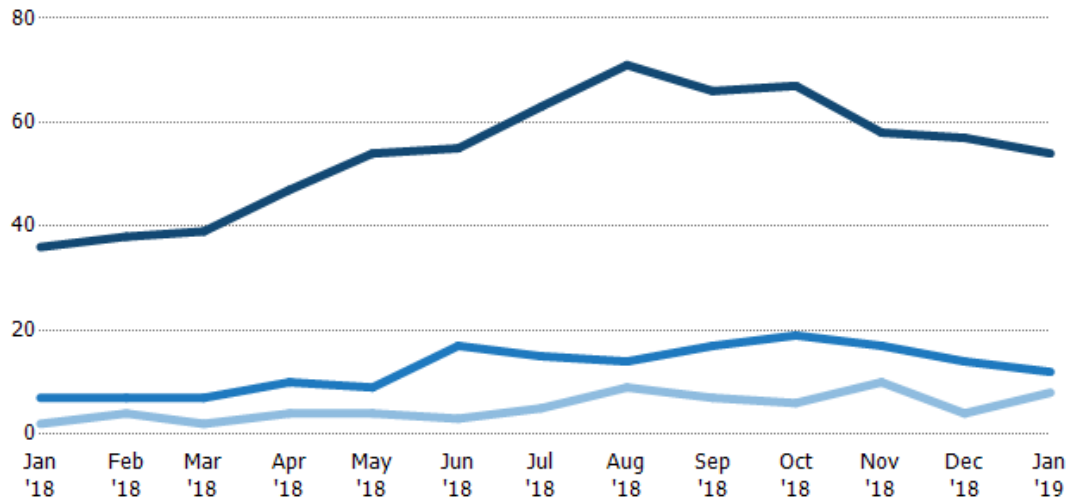
Current Year	11%	5%	10%	4%	7%	7%	5%	7%	14%	10%	10%	18%	7%
Prior Year	7%	2%	4%	6%	9%	17%	26%	13%	29%	26%	17%	26%	11%
Change from Prior Year	-4%	-3%	-6%	2%	2%	10%	22%	6%	15%	15%	7%	9%	4%

## Active/Pending/Sold Units

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Active	36	38	39	47	54	55	63	71	66	67	58	57	54
Pending	7	7	7	10	9	17	15	14	17	19	17	14	12
Sold	2	4	2	4	4	3	5	9	7	6	10	4	8

## New Pending Sales

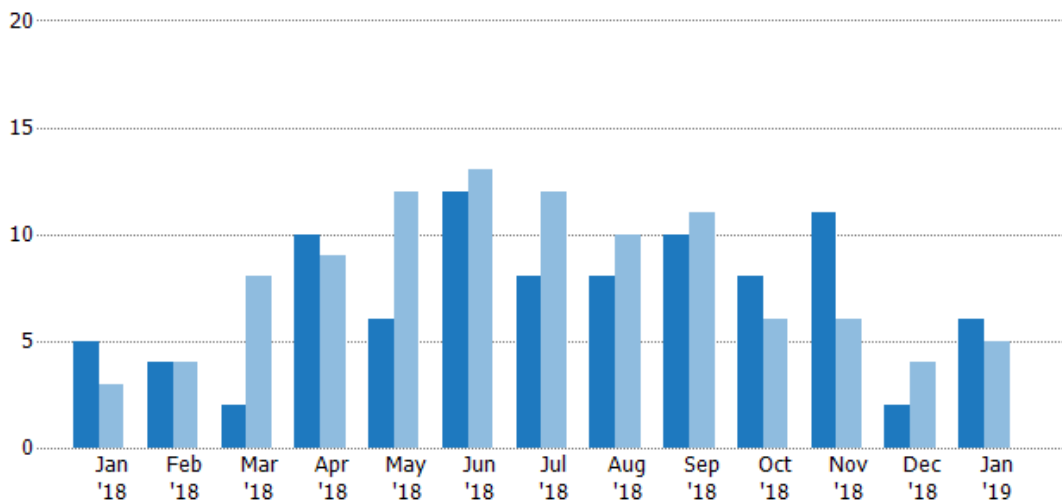
The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863

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

Month/ Year	Count	% Chg.
Jan '19	6	20%
Jan '18	5	66.7%
Jan '17	3	-33.3%



Current Year	5	4	2	10	6	12	8	8	10	8	11	2	6
Prior Year	3	4	8	9	12	13	12	10	11	6	6	4	5
Percent Change from Prior Year	67%	0%	-75%	11%	-50%	-8%	-33%	-20%	-9%	33%	83%	-50%	20%

## New Pending Sales Volume

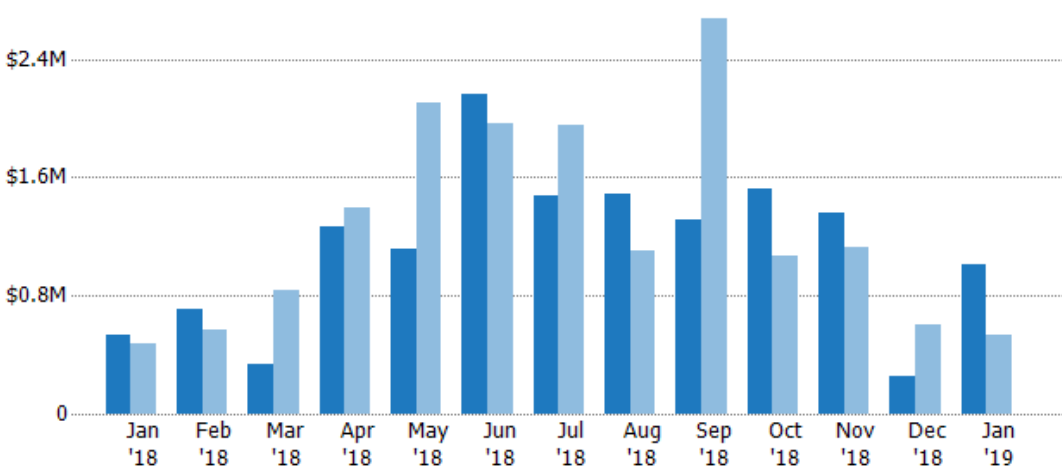
The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863

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

Month/ Year	Volume	% Chg.
Jan '19	\$1.01M	88.9%
Jan '18	\$533K	11.3%
Jan '17	\$479K	-42.8%



Current Year	\$533K	\$708K	\$332K	\$1.27M	\$1.11M	\$2.16M	\$1.48M	\$1.48M	\$1.32M	\$1.52M	\$1.36M	\$257K	\$1.01M
Prior Year	\$479K	\$568K	\$836K	\$1.4M	\$2.1M	\$1.97M	\$1.95M	\$1.1M	\$2.67M	\$1.07M	\$1.13M	\$603K	\$533K
Percent Change from Prior Year	11%	25%	-60%	-9%	-47%	10%	-24%	35%	-51%	42%	20%	-57%	89%



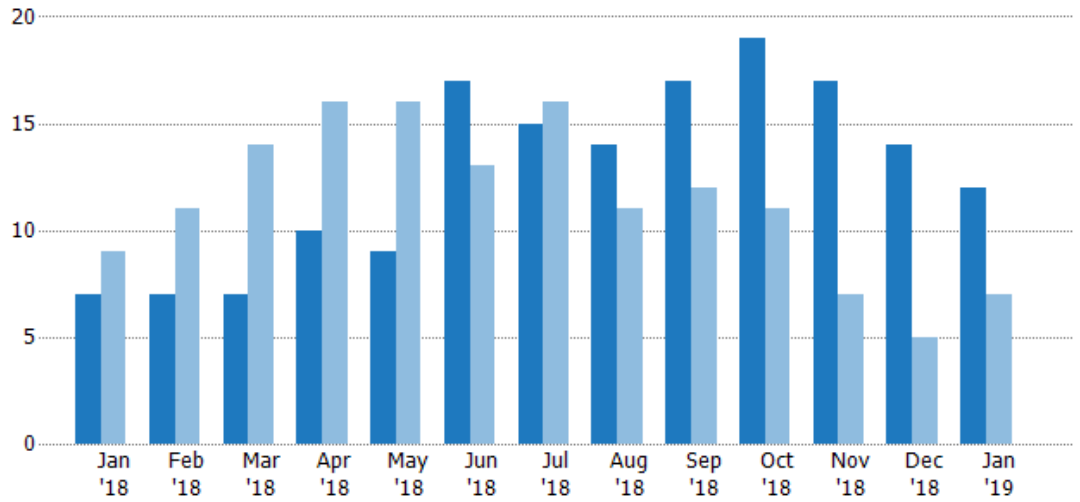
## Pending Sales

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Jan '19	12	71.4%
Jan '18	7	-22.2%
Jan '17	9	-22.2%



Current Year	7	7	7	10	9	17	15	14	17	19	17	14	12
Prior Year	9	11	14	16	16	13	16	11	12	11	7	5	7
Percent Change from Prior Year	-22%	-36%	-50%	-38%	-44%	31%	-6%	27%	42%	73%	143%	180%	71%

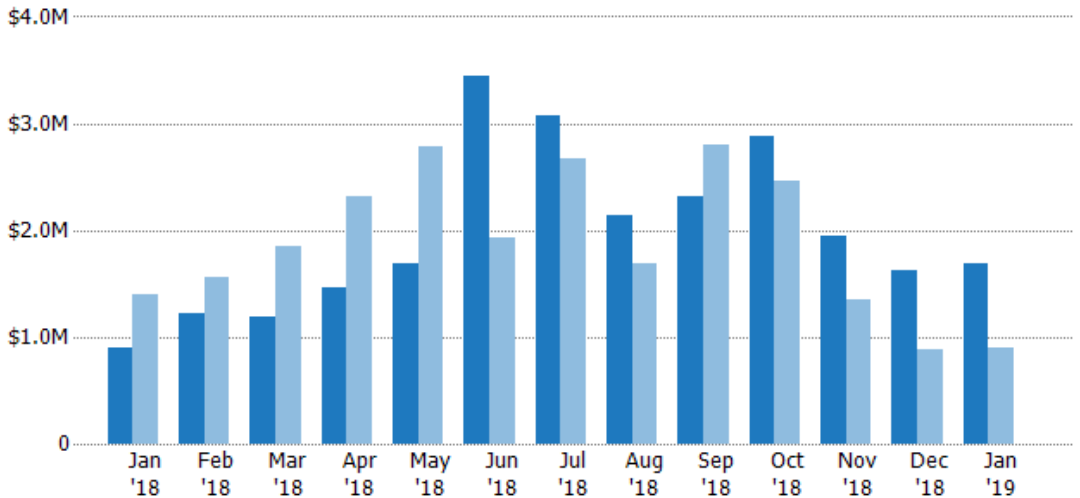
## Pending Sales Volume

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,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$1.68M	87%
Jan '18	\$900K	-35.7%
Jan '17	\$1.4M	-39.3%



Current Year	\$900K	\$1.22M	\$1.19M	\$1.46M	\$1.69M	\$3.44M	\$3.07M	\$2.13M	\$2.32M	\$2.88M	\$1.94M	\$1.63M	\$1.68M
Prior Year	\$1.4M	\$1.55M	\$1.85M	\$2.31M	\$2.78M	\$1.93M	\$2.67M	\$1.68M	\$2.8M	\$2.45M	\$1.35M	\$879K	\$900K
Percent Change from Prior Year	-36%	-21%	-36%	-37%	-39%	78%	15%	27%	-17%	17%	44%	85%	87%

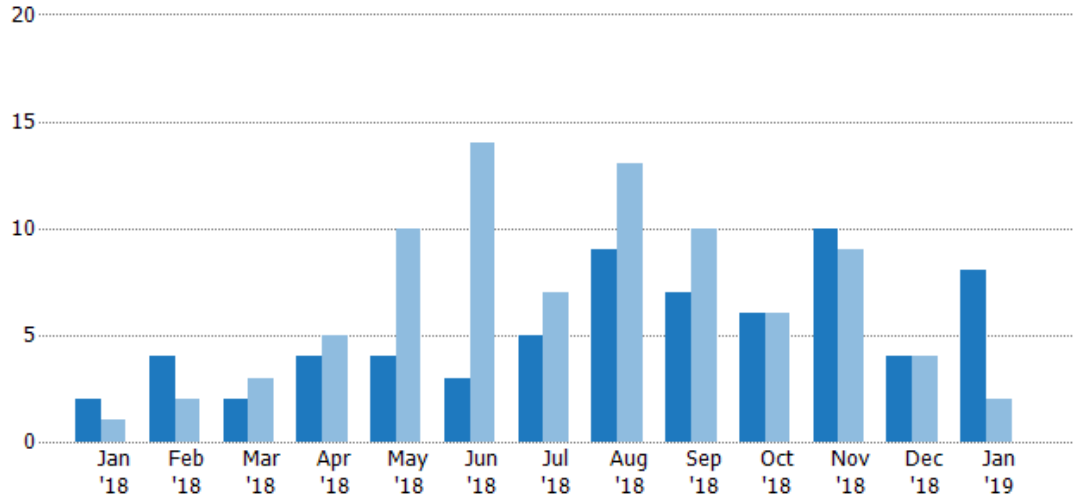
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Jan '19	8	300%
Jan '18	2	100%
Jan '17	1	200%



Current Year	2	4	2	4	4	3	5	9	7	6	10	4	8
Prior Year	1	2	3	5	10	14	7	13	10	6	9	4	2
Percent Change from Prior Year	100%	100%	-33%	-20%	-60%	-79%	-29%	-31%	-30%	0%	11%	0%	300%

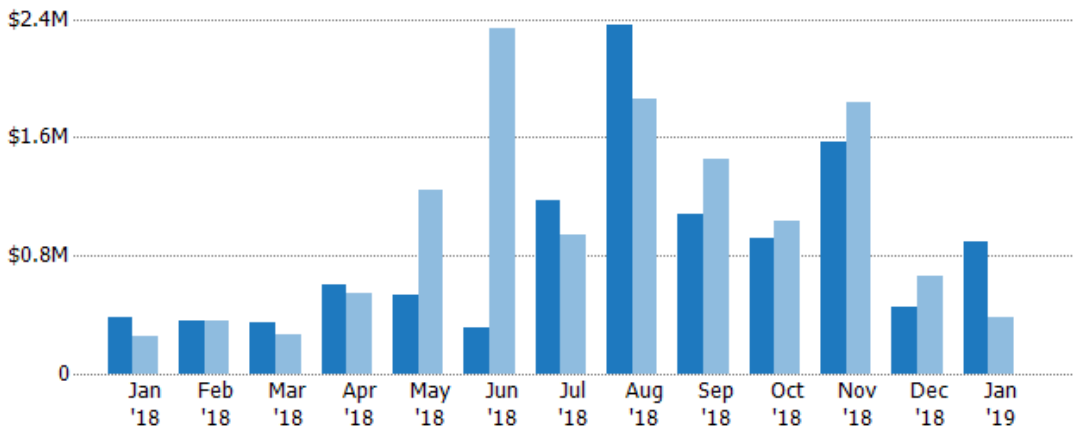
## Closed Sales Volume

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$890K	132.6%
Jan '18	\$383K	53%
Jan '17	\$250K	46%



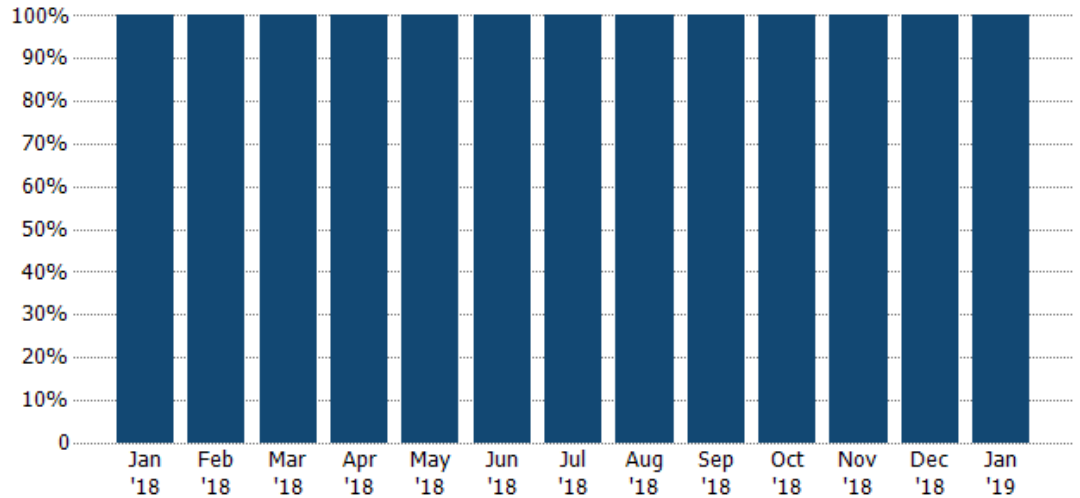
Current Year	\$383K	\$356K	\$343K	\$599K	\$532K	\$307K	\$1.18M	\$2.36M	\$1.08M	\$914K	\$1.57M	\$452K	\$890K
Prior Year	\$250K	\$363K	\$262K	\$548K	\$1.25M	\$2.33M	\$945K	\$1.85M	\$1.46M	\$1.03M	\$1.84M	\$664K	\$383K
Percent Change from Prior Year	53%	-2%	31%	9%	-57%	-87%	24%	28%	-26%	-11%	-14%	-32%	133%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Single Family Residence

100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

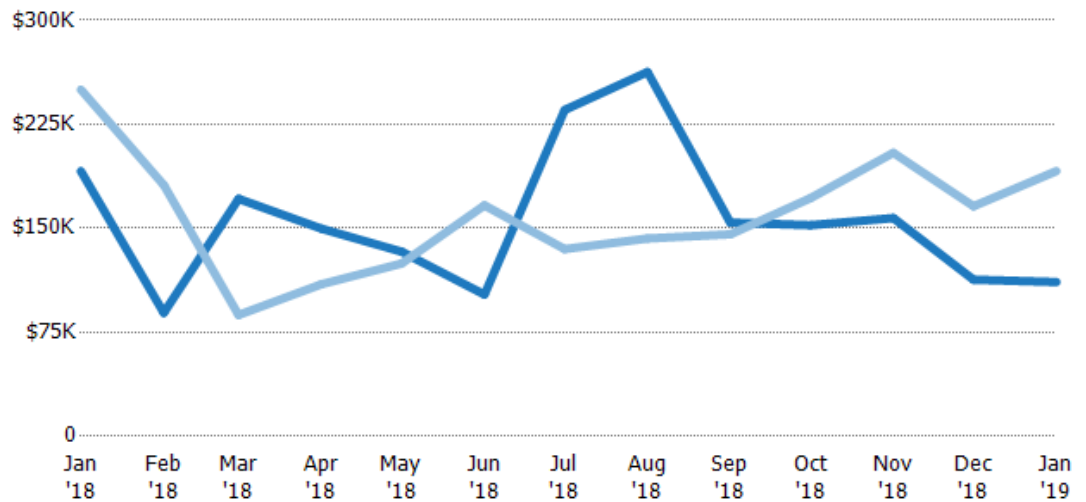
## Average Sales Price

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$111K	-41.8%
Jan '18	\$191K	-23.5%
Jan '17	\$250K	-51.3%



Current Year

\$191K \$89K \$171K \$150K \$133K \$102K \$235K \$263K \$154K \$152K \$157K \$113K \$111K

Prior Year

\$250K \$181K \$87.5K \$110K \$125K \$167K \$135K \$143K \$146K \$172K \$204K \$166K \$191K

Percent Change from Prior Year

-24% -51% 96% 37% 7% -39% 74% 84% 6% -11% -23% -32% -42%

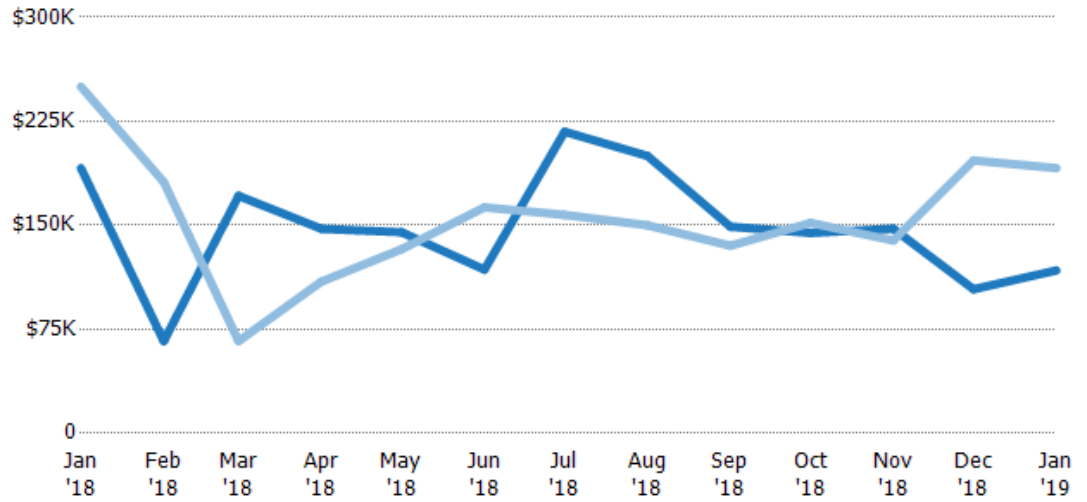
## Median Sales Price

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$117K	-38.6%
Jan '18	\$191K	-23.5%
Jan '17	\$250K	-46.4%



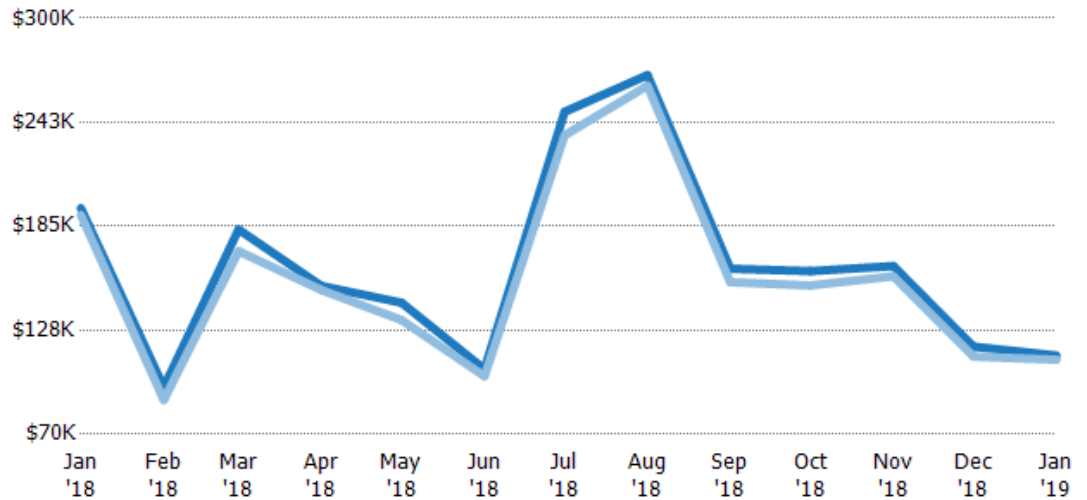
Current Year	\$191K	\$66.5K	\$171K	\$147K	\$145K	\$118K	\$218K	\$200K	\$149K	\$145K	\$148K	\$104K	\$117K
Prior Year	\$250K	\$181K	\$66.5K	\$109K	\$133K	\$163K	\$158K	\$150K	\$135K	\$152K	\$139K	\$197K	\$191K
Percent Change from Prior Year	-24%	-63%	158%	35%	9%	-28%	38%	33%	10%	-5%	6%	-47%	-39%

## 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,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



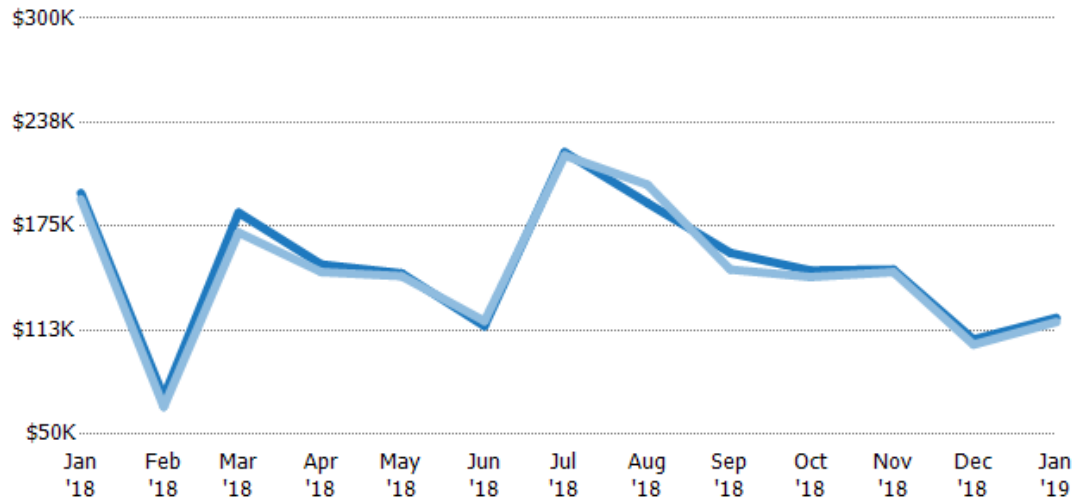
Avg List Price	\$195K	\$96K	\$183K	\$152K	\$143K	\$106K	\$248K	\$269K	\$162K	\$160K	\$163K	\$118K	\$114K
Avg Sales Price	\$191K	\$89K	\$171K	\$150K	\$133K	\$102K	\$235K	\$263K	\$154K	\$152K	\$157K	\$113K	\$111K
Avg Sales Price as a % of Avg List Price	98%	93%	93%	99%	93%	96%	95%	98%	95%	95%	97%	95%	98%

## Median Sales Price vs Median Listing Price

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

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



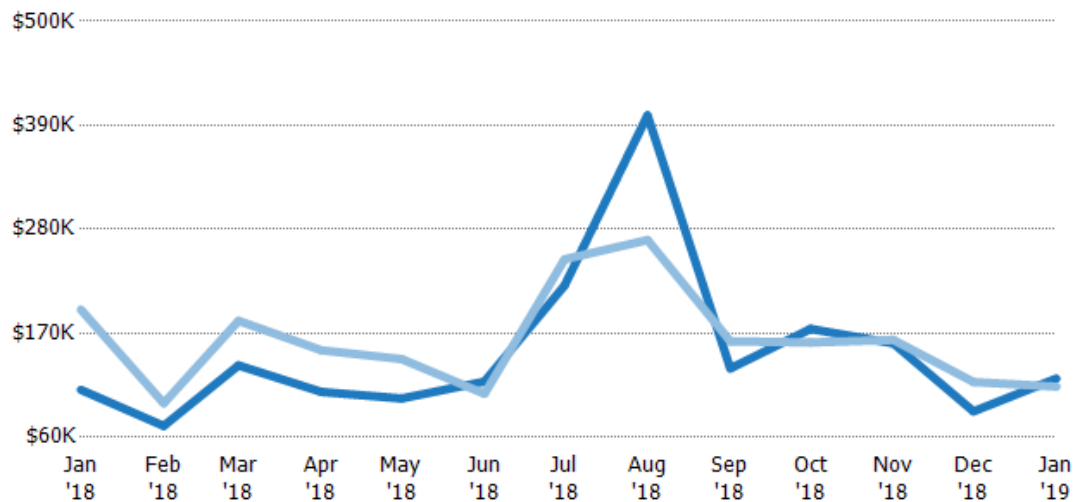
Median List Price	\$195K	\$72.4K	\$183K	\$152K	\$147K	\$115K	\$220K	\$189K	\$159K	\$148K	\$149K	\$107K	\$120K
Median Sales Price	\$191K	\$66.5K	\$171K	\$147K	\$145K	\$118K	\$218K	\$200K	\$149K	\$145K	\$148K	\$104K	\$117K
Med Sales Price as a % of Med List Price	98%	92%	93%	97%	99%	103%	99%	106%	94%	97%	99%	97%	98%

## 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

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



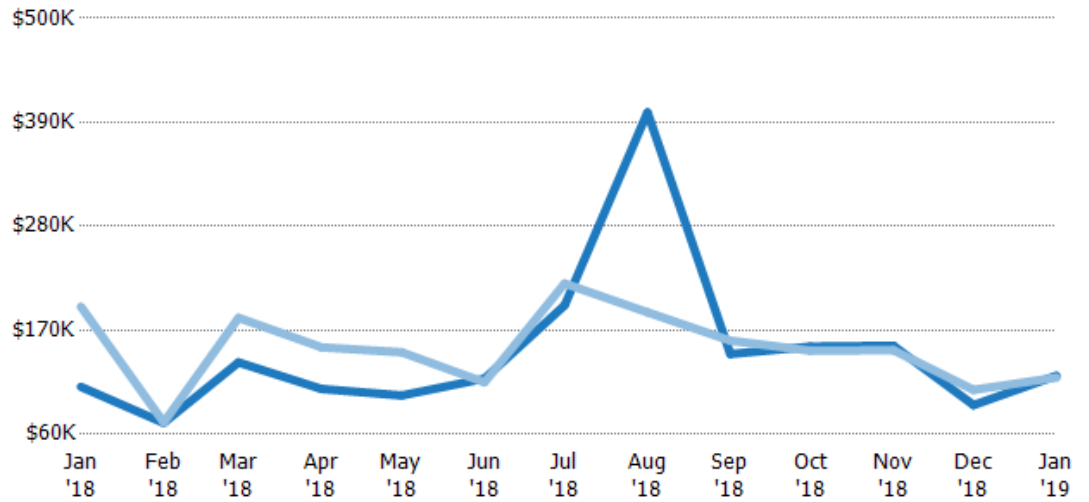
Avg Est Value	\$110K	\$72K	\$136K	\$108K	\$101K	\$119K	\$221K	\$400K	\$133K	\$175K	\$159K	\$87.4K	\$122K
Avg Sales Price	\$195K	\$96K	\$183K	\$152K	\$143K	\$106K	\$248K	\$269K	\$162K	\$160K	\$163K	\$118K	\$114K
Avg Sales Price as a % of Avg Est Value	177%	133%	135%	141%	141%	89%	113%	67%	122%	92%	102%	136%	93%

## 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,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Median Est Value	\$110K	\$72K	\$136K	\$108K	\$101K	\$119K	\$196K	\$400K	\$145K	\$153K	\$154K	\$90.9K	\$122K
Median Sales Price	\$195K	\$72.4K	\$183K	\$152K	\$147K	\$115K	\$220K	\$189K	\$159K	\$148K	\$149K	\$107K	\$120K
Med Sales Price as a % of Med Est Value	177%	101%	135%	141%	145%	97%	112%	47%	110%	97%	97%	118%	98%