

Summary of Key Listing and Sales Metrics

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

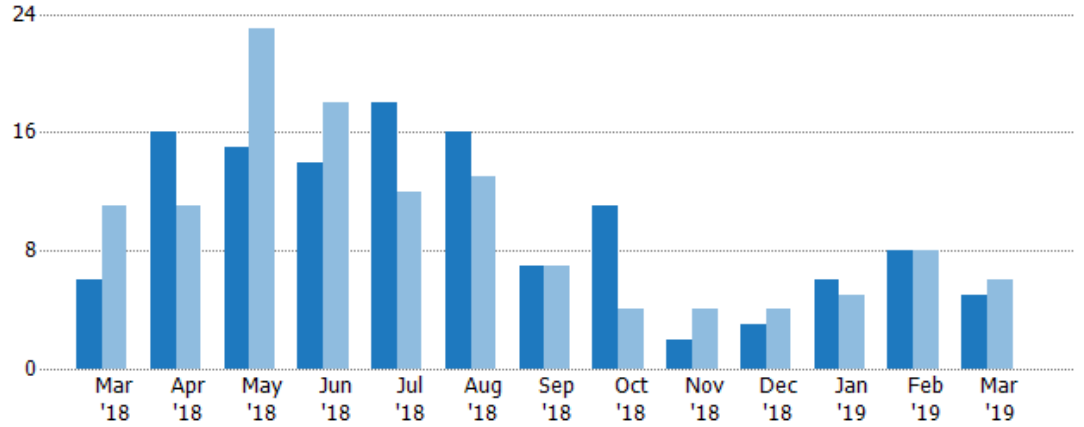
Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	6	-16.7%	19	19	+/-
New Listing Volume	\$775,450	\$562,200	+37.9%	\$2,232,355	\$2,564,200	-12.9%
Active Listing Count	48	46	+4.3%	N/A	N/A	
Active Listing Volume	\$8,437,705	\$8,348,700	+1.1%	N/A	N/A	
Average Listing Price	\$175,786	\$181,493	-3.1%	\$186,858	\$188,960	-1.1%
Median Listing Price	\$136,200	\$147,750	-7.8%	\$142,598	\$157,147	-9.3%
Median Days in RPR	179	227	-21.1%	185.4	219.9	-15.7%
Months of Inventory	12	7.7	+56.5%	15.7	15.2	+3.1%
Absorption Rate	8.33%	13.04%	-4.7%	6.37%	6.57%	-0.2%
Sales Activity Charts Metrics						
New Pending Sales Count	7	2	+250%	16	12	+33.3%
New Pending Sales Volume	\$1,333,900	\$332,000	+301.8%	\$2,665,199	\$1,653,200	+61.2%
Pending Sales Count	12	7	+71.4%	N/A	N/A	
Pending Sales Volume	\$1,949,400	\$1,189,900	+63.8%	N/A	N/A	
Closed Sales Count	3	2	+50%	15	10	+50%
Closed Sales Volume	\$514,000	\$342,500	+50.1%	\$1,812,300	\$1,425,400	+27.1%
Average Sales Price	\$171,333	\$171,250	+0%	\$120,820	\$142,540	-15.2%
Median Sales Price	\$150,000	\$171,250	-12.4%	\$115,373	\$116,960	-1.4%

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



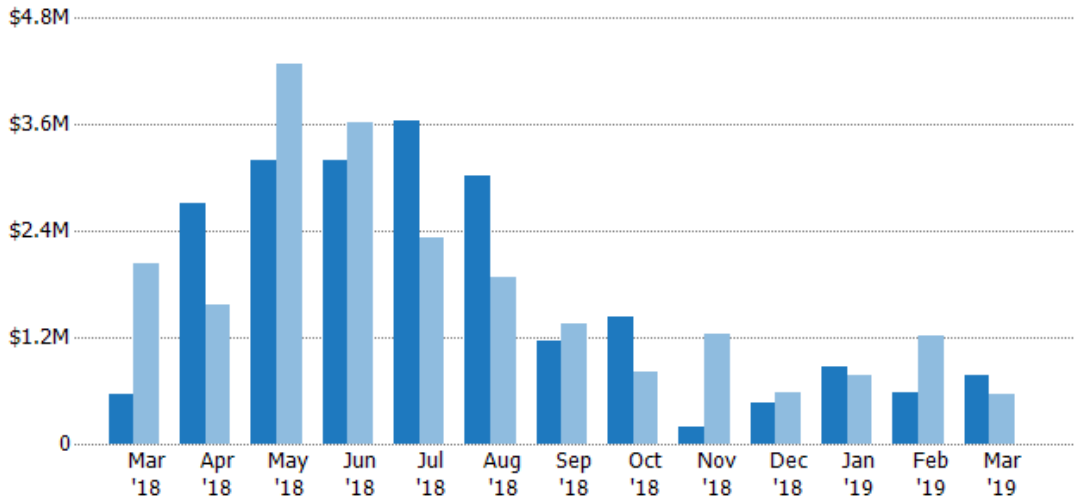
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	5	6	-16.7%
Mar '18	6	6	-45.5%
Mar '17	11	11	18.2%

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$775K	\$562K	37.9%
Mar '18	\$562K	\$562K	-72.4%
Mar '17	\$2.04M	\$2.04M	22.1%

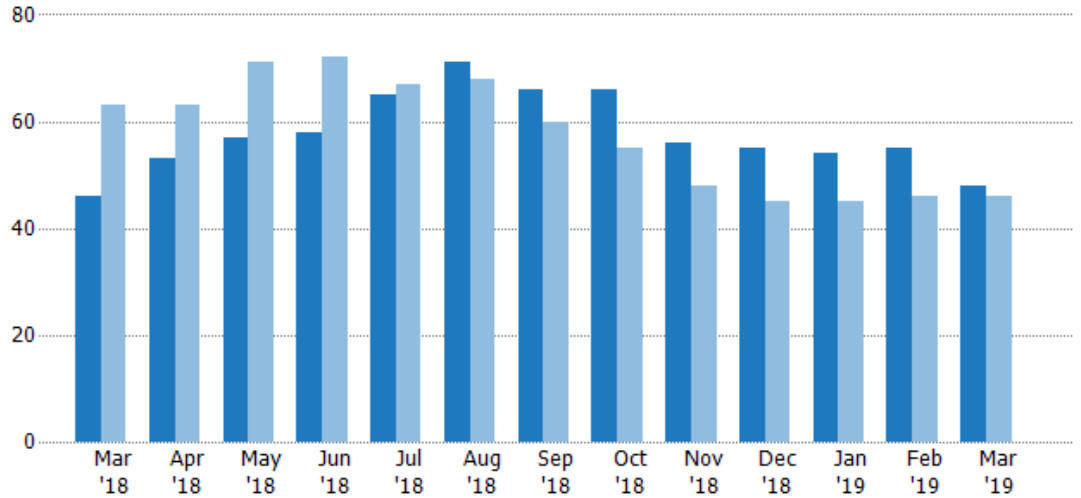
Active Listings

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.
Mar '19	48	4.3%
Mar '18	46	-27%
Mar '17	63	-9.5%



Current Year	46	53	57	58	65	71	66	66	56	55	54	55	48
Prior Year	63	63	71	72	67	68	60	55	48	45	45	46	46
Percent Change from Prior Year	-27%	-16%	-20%	-19%	-3%	4%	10%	20%	17%	22%	20%	20%	4%

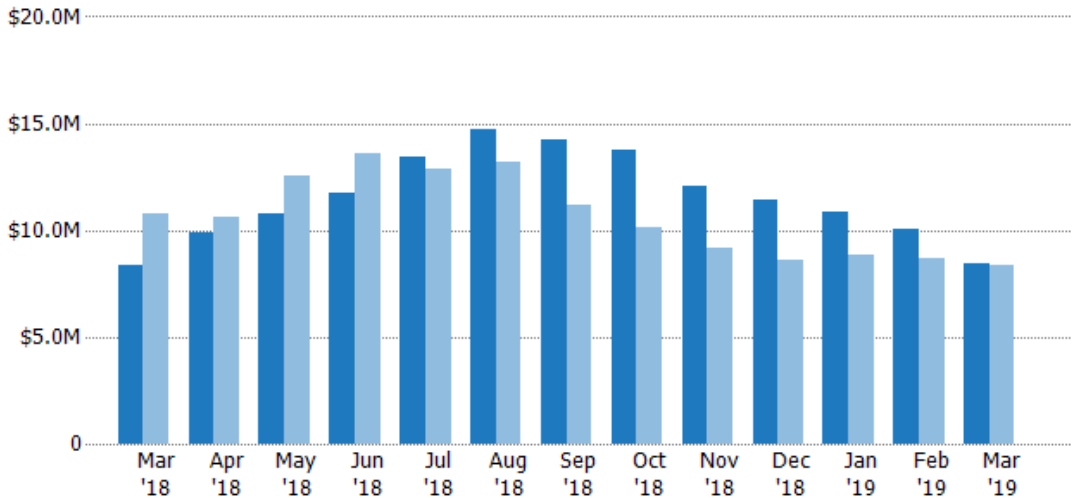
Active Listing Volume

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.
Mar '19	\$8.44M	1.1%
Mar '18	\$8.35M	-22.5%
Mar '17	\$10.8M	-2.1%



Current Year	\$8.35M	\$9.91M	\$10.8M	\$11.7M	\$13.4M	\$14.7M	\$14.2M	\$13.8M	\$12M	\$11.4M	\$10.9M	\$10M	\$8.44M
Prior Year	\$10.8M	\$10.6M	\$12.6M	\$13.6M	\$12.9M	\$13.2M	\$11.2M	\$10.1M	\$9.14M	\$8.59M	\$8.87M	\$8.67M	\$8.35M
Percent Change from Prior Year	-22%	-7%	-14%	-14%	4%	12%	27%	36%	32%	33%	22%	16%	1%

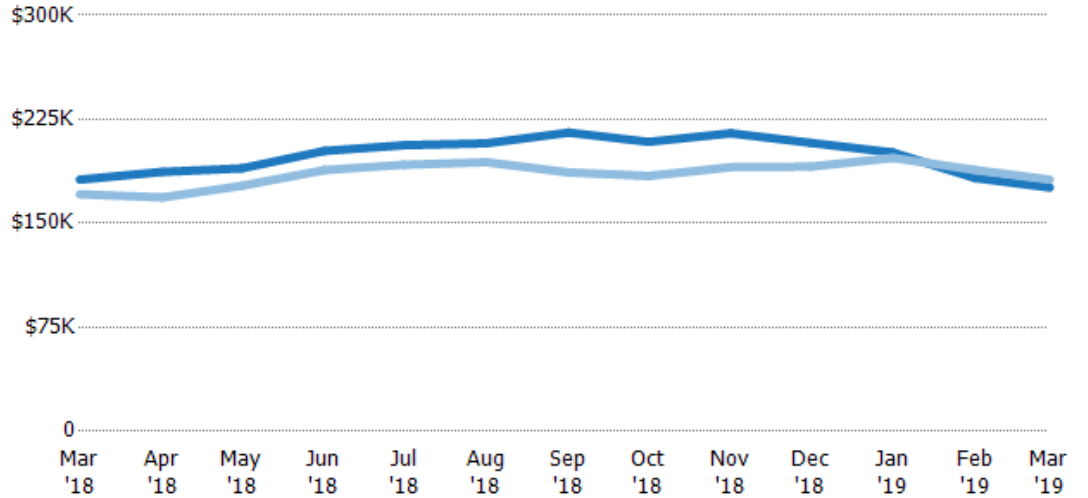
Average Listing Price

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.
Mar '19	\$176K	-3.1%
Mar '18	\$181K	6.2%
Mar '17	\$171K	8.2%



Current Year	\$181K	\$187K	\$190K	\$202K	\$206K	\$208K	\$215K	\$209K	\$215K	\$208K	\$201K	\$183K	\$176K
Prior Year	\$171K	\$169K	\$177K	\$188K	\$192K	\$194K	\$187K	\$184K	\$190K	\$191K	\$197K	\$188K	\$181K
Percent Change from Prior Year	6%	11%	7%	7%	7%	7%	15%	13%	13%	9%	2%	-3%	-3%

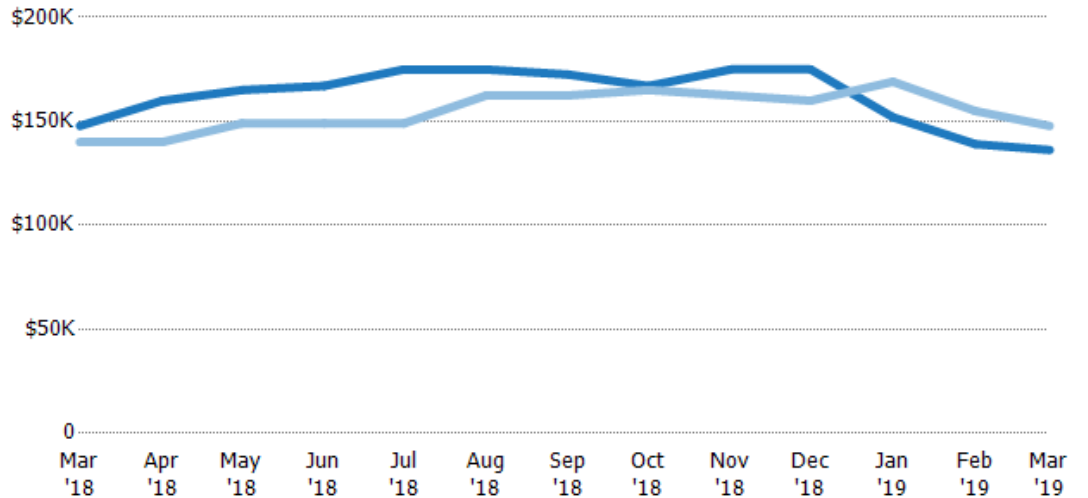
Median Listing Price

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.
Mar '19	\$136K	-7.8%
Mar '18	\$148K	5.5%
Mar '17	\$140K	25%



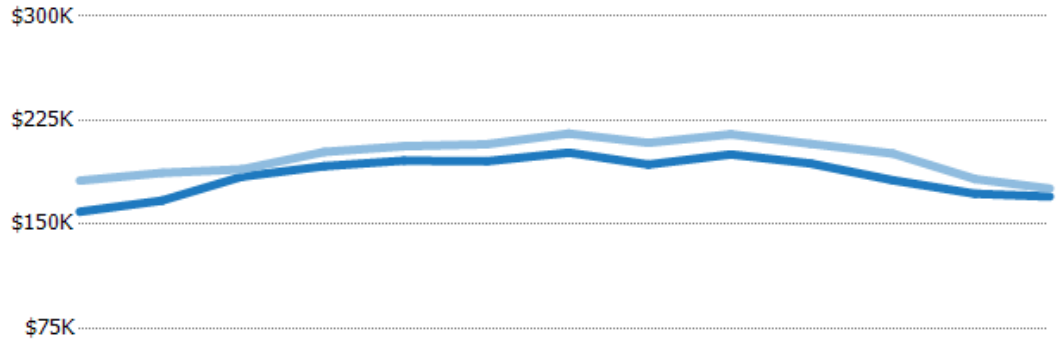
Current Year	\$148K	\$160K	\$165K	\$167K	\$175K	\$175K	\$172K	\$167K	\$175K	\$175K	\$152K	\$139K	\$136K
Prior Year	\$140K	\$140K	\$149K	\$149K	\$149K	\$162K	\$162K	\$165K	\$162K	\$160K	\$169K	\$155K	\$148K
Percent Change from Prior Year	6%	14%	11%	12%	17%	8%	6%	1%	8%	9%	-10%	-10%	-8%

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



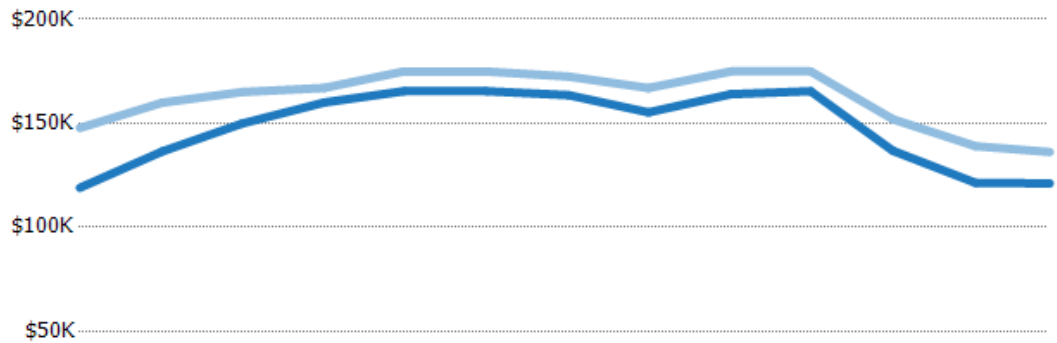
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$159K	\$167K	\$184K	\$192K	\$196K	\$195K	\$202K	\$193K	\$200K	\$194K	\$182K	\$172K	\$170K
Avg Listing Price	\$181K	\$187K	\$190K	\$202K	\$206K	\$208K	\$215K	\$209K	\$215K	\$208K	\$201K	\$183K	\$176K
Avg Listing Price as a % of Avg Est Value	114%	112%	103%	105%	105%	106%	107%	108%	107%	107%	111%	106%	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.

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$119K	\$136K	\$150K	\$160K	\$165K	\$165K	\$164K	\$155K	\$164K	\$165K	\$137K	\$121K	\$121K
Median Listing Price	\$148K	\$160K	\$165K	\$167K	\$175K	\$175K	\$172K	\$167K	\$175K	\$175K	\$152K	\$139K	\$136K
Med Listing Price as a % of Med Est Value	124%	117%	110%	104%	106%	106%	105%	108%	107%	106%	111%	115%	112%

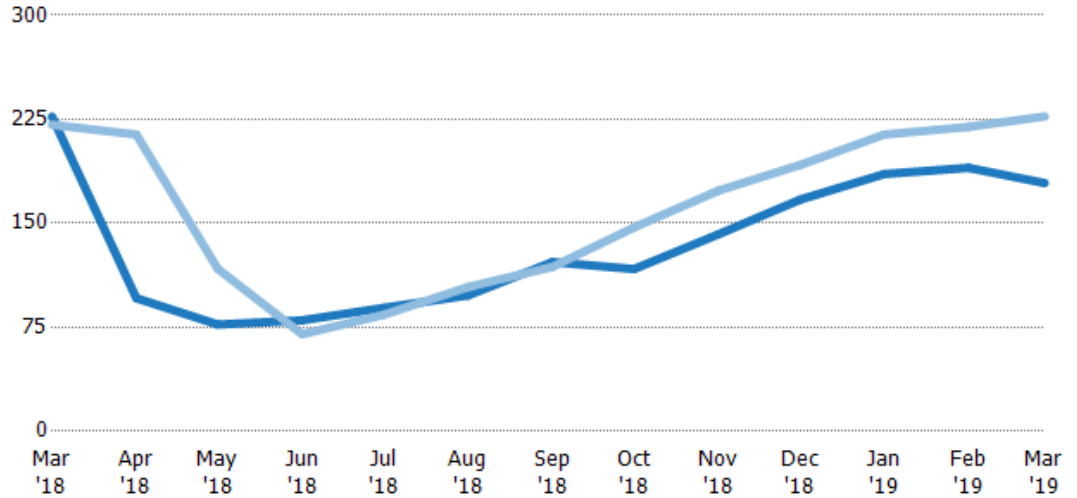
Median Days in RPR

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.
Mar '19	179	-21.1%
Mar '18	227	2.7%
Mar '17	221	-13.6%



Current Year	227	96	77	80	89	98	122	117	142	167	186	190	179
Prior Year	221	214	117	70	84	104	119	147	174	192	214	220	227
Percent Change from Prior Year	3%	-55%	-34%	14%	6%	-6%	3%	-20%	-18%	-13%	-13%	-13%	-21%

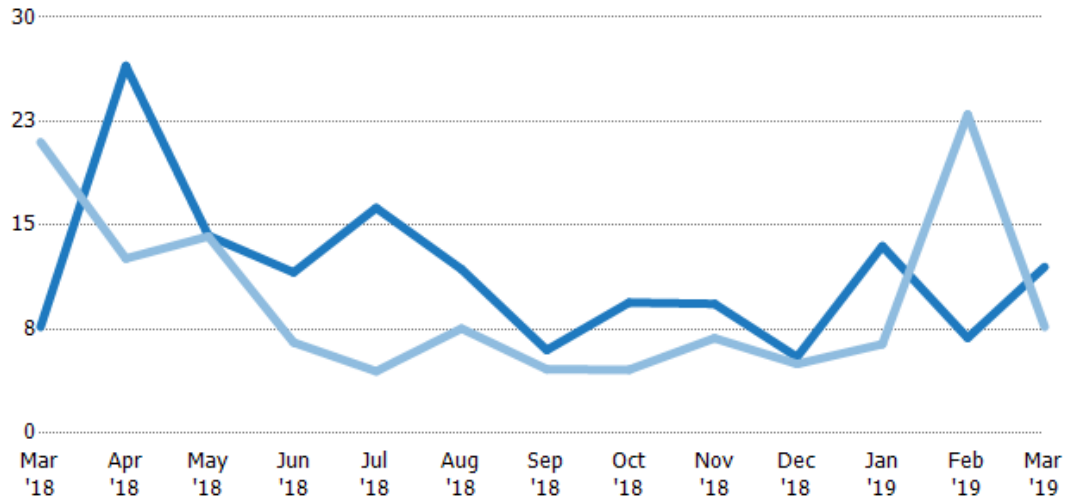
Months of Inventory

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.
Mar '19	12	56.5%
Mar '18	7.67	-63.5%
Mar '17	21	-9.5%



Current Year	7.67	26.5	14.3	11.6	16.3	11.8	6	9.43	9.33	5.5	13.5	6.88	12
Prior Year	21	12.6	14.2	6.55	4.47	7.56	4.62	4.58	6.86	5	6.43	23	7.67
Percent Change from Prior Year	-63%	110%	0%	77%	264%	57%	30%	106%	36%	10%	110%	-70%	57%

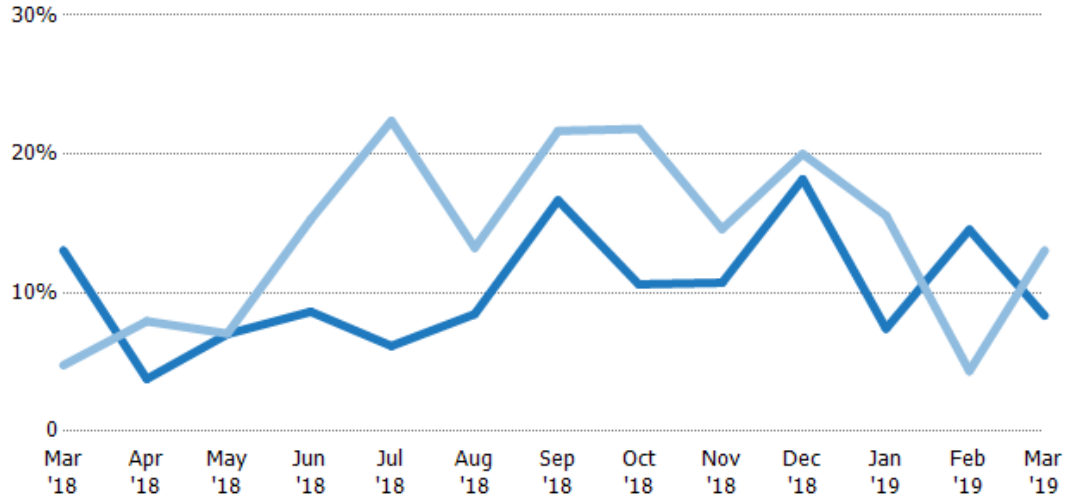
Absorption Rate

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.
Mar '19	8%	4.7%
Mar '18	13%	-8.3%
Mar '17	5%	10.5%



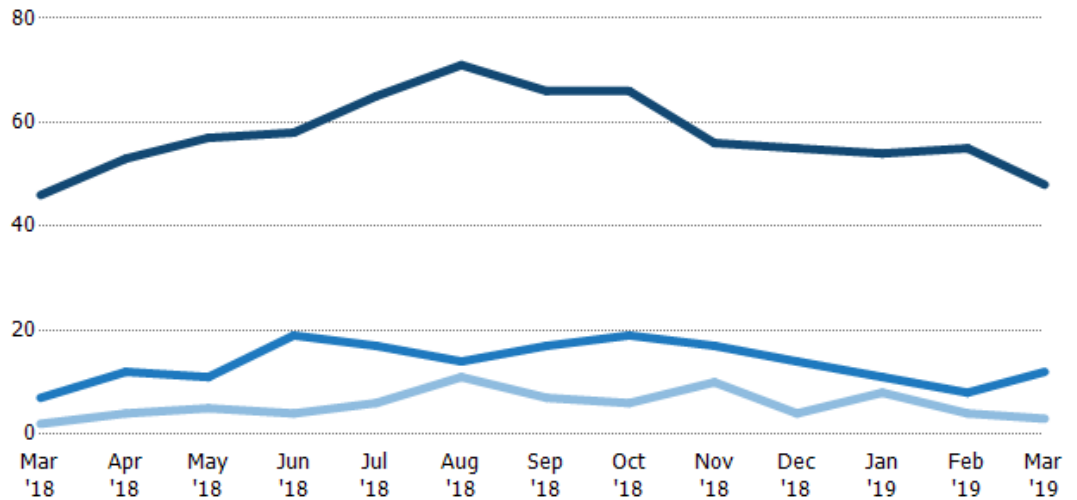
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	13%	4%	7%	9%	6%	8%	17%	11%	11%	18%	7%	15%	8%
Prior Year	5%	8%	7%	15%	22%	13%	22%	22%	15%	20%	16%	4%	13%
Change from Prior Year	-8%	4%	0%	7%	16%	5%	5%	11%	4%	2%	8%	-10%	5%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	46	53	57	58	65	71	66	66	56	55	54	55	48
Pending	7	12	11	19	17	14	17	19	17	14	11	8	12
Sold	2	4	5	4	6	11	7	6	10	4	8	4	3

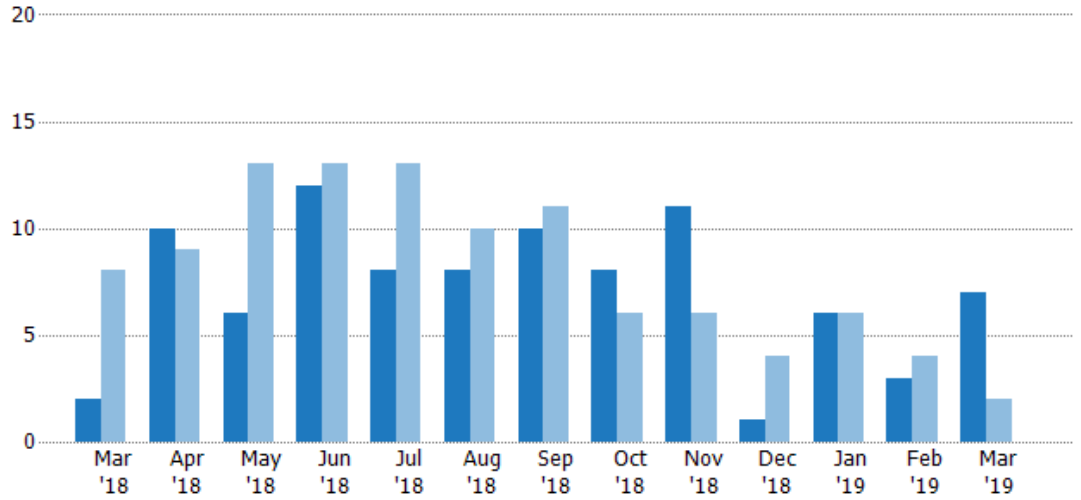
New Pending Sales

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.
Mar '19	7	250%
Mar '18	2	-75%
Mar '17	8	-12.5%



Current Year	2	10	6	12	8	8	10	8	11	1	6	3	7
Prior Year	8	9	13	13	13	10	11	6	6	4	6	4	2
Percent Change from Prior Year	-75%	11%	-54%	-8%	-38%	-20%	-9%	33%	83%	-75%	0%	-25%	250%

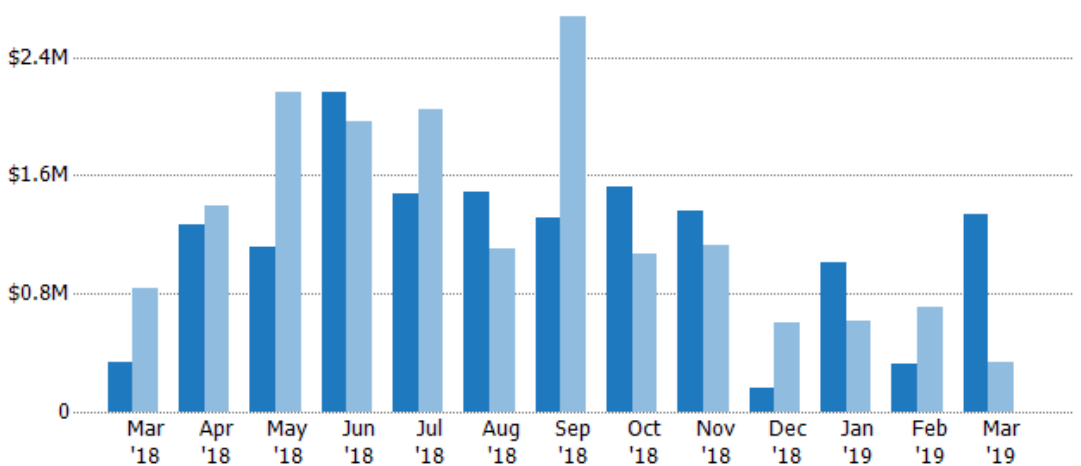
New Pending Sales Volume

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.
Mar '19	\$1.33M	301.8%
Mar '18	\$332K	-60.3%
Mar '17	\$836K	8.1%



Current Year	\$332K	\$1.27M	\$1.11M	\$2.16M	\$1.48M	\$1.48M	\$1.32M	\$1.52M	\$1.36M	\$158K	\$1.01M	\$324K	\$1.33M
Prior Year	\$836K	\$1.4M	\$2.17M	\$1.97M	\$2.05M	\$1.1M	\$2.67M	\$1.07M	\$1.13M	\$603K	\$613K	\$708K	\$332K
Percent Change from Prior Year	-60%	-9%	-49%	10%	-28%	35%	-51%	42%	20%	-74%	64%	-54%	302%

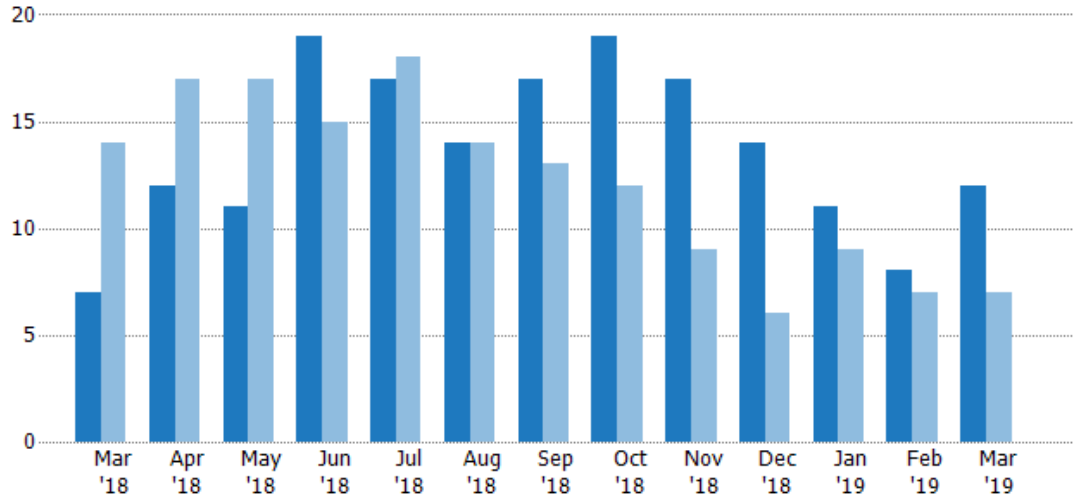
Pending Sales

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.
Mar '19	12	71.4%
Mar '18	7	-50%
Mar '17	14	-7.1%



Current Year	7	12	11	19	17	14	17	19	17	14	11	8	12
Prior Year	14	17	17	15	18	14	13	12	9	6	9	7	7
Percent Change from Prior Year	-50%	-29%	-35%	27%	-6%	0%	31%	58%	89%	133%	22%	14%	71%

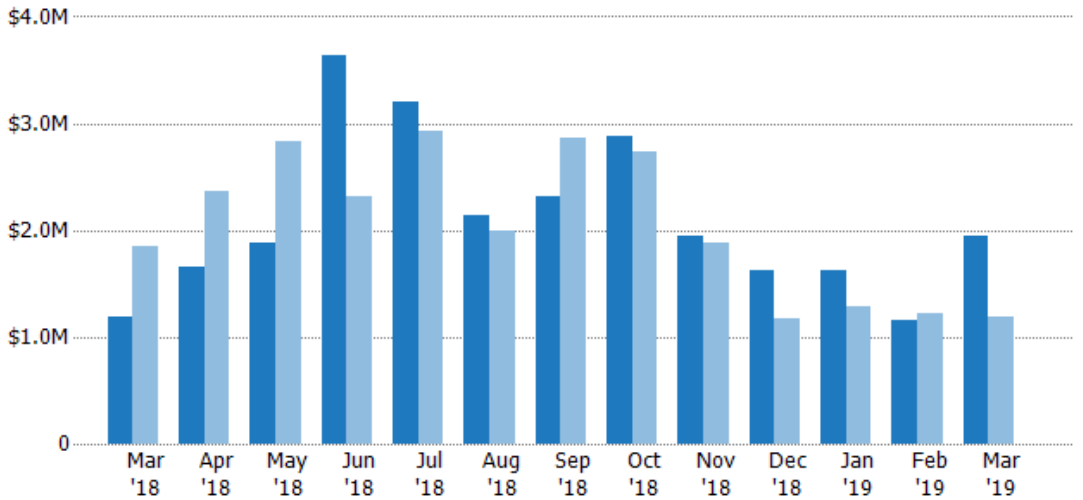
Pending Sales Volume

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.
Mar '19	\$1.95M	63.8%
Mar '18	\$1.19M	-35.8%
Mar '17	\$1.85M	-6.6%



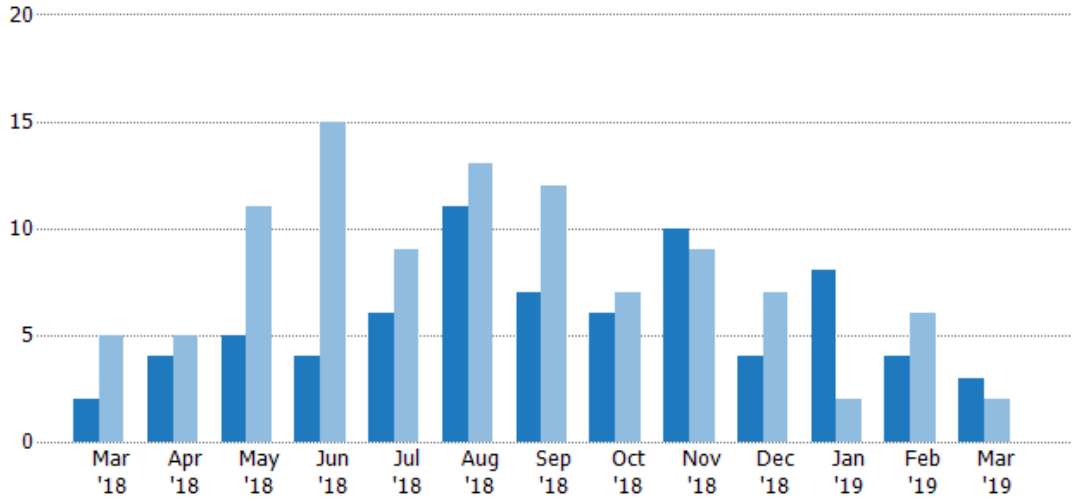
Current Year	\$1.19M	\$1.65M	\$1.88M	\$3.64M	\$3.2M	\$2.13M	\$2.32M	\$2.88M	\$1.94M	\$1.63M	\$1.62M	\$1.15M	\$1.95M
Prior Year	\$1.85M	\$2.37M	\$2.84M	\$2.31M	\$2.92M	\$1.99M	\$2.86M	\$2.74M	\$1.88M	\$1.18M	\$1.28M	\$1.22M	\$1.19M
Percent Change from Prior Year	-36%	-30%	-34%	57%	10%	7%	-19%	5%	3%	38%	27%	-6%	64%

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



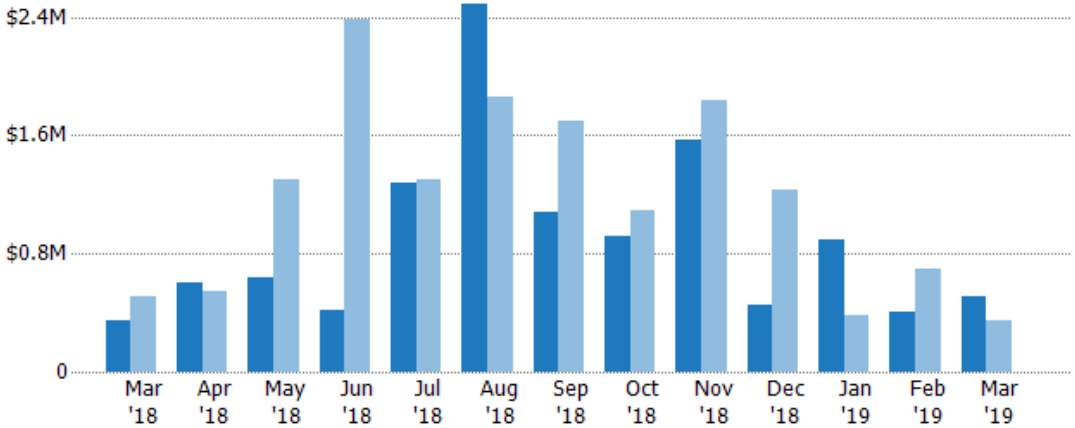
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	2	4	5	4	6	11	7	6	10	4	8	4	3
Prior Year	5	5	11	15	9	13	12	7	9	7	2	6	2
Percent Change from Prior Year	-60%	-20%	-55%	-73%	-33%	-15%	-42%	-14%	11%	-43%	300%	-33%	50%

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



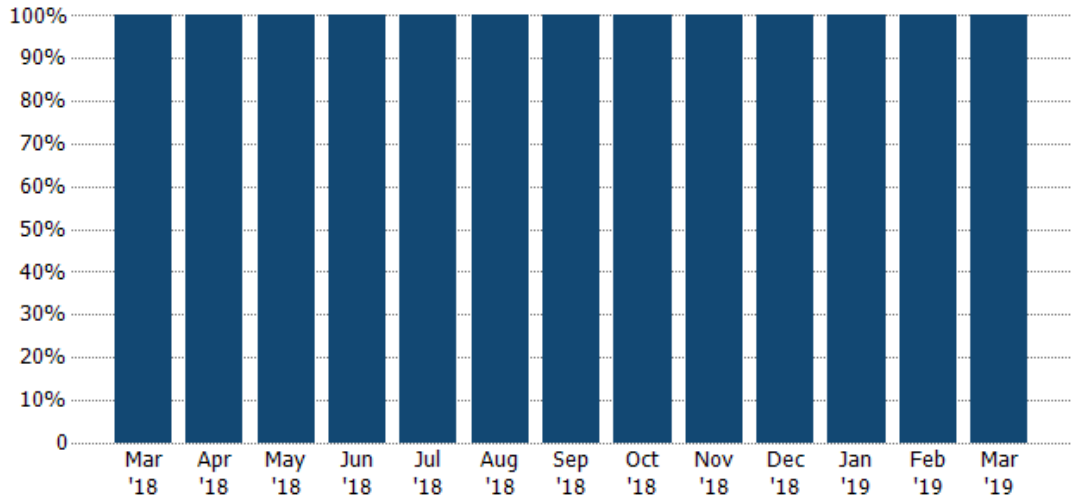
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$343K	\$599K	\$635K	\$414K	\$1.28M	\$2.49M	\$1.08M	\$914K	\$1.57M	\$452K	\$890K	\$409K	\$514K
Prior Year	\$509K	\$548K	\$1.3M	\$2.39M	\$1.3M	\$1.85M	\$1.7M	\$1.09M	\$1.84M	\$1.23M	\$383K	\$700K	\$343K
Percent Change from Prior Year	-33%	9%	-51%	-83%	-2%	34%	-37%	-16%	-14%	-63%	133%	-42%	50%

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

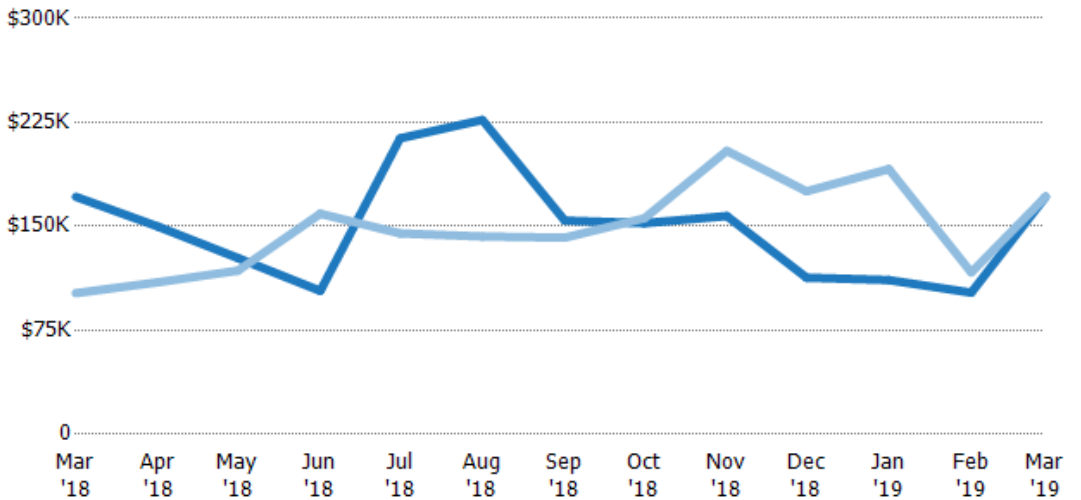
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$171K	\$150K	\$127K	\$103K	\$213K	\$227K	\$154K	\$152K	\$157K	\$113K	\$111K	\$102K	\$171K
\$102K	\$110K	\$118K	\$159K	\$145K	\$143K	\$142K	\$156K	\$204K	\$175K	\$191K	\$117K	\$171K
68%	37%	8%	-35%	47%	59%	9%	-2%	-23%	-36%	-42%	-13%	0%

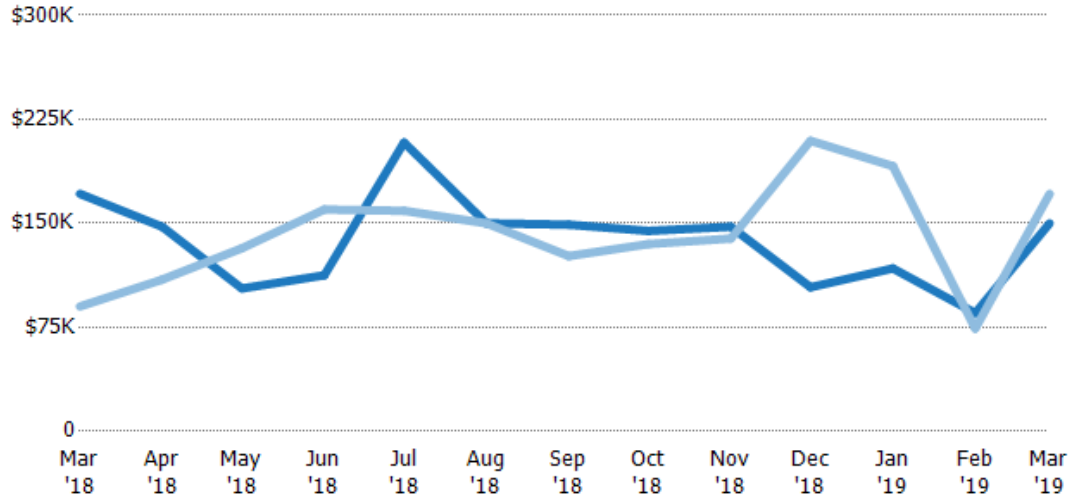
Median Sales Price

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.
Mar '19	\$150K	-12.4%
Mar '18	\$171K	90.3%
Mar '17	\$90K	-22.2%



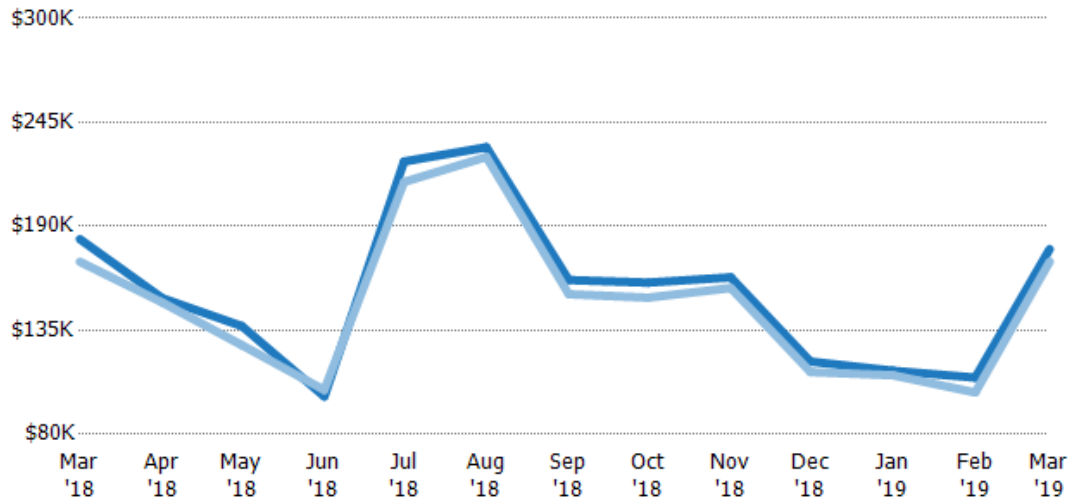
Current Year	\$171K	\$147K	\$103K	\$113K	\$208K	\$150K	\$149K	\$145K	\$148K	\$104K	\$117K	\$85.3K	\$150K
Prior Year	\$90K	\$109K	\$132K	\$160K	\$159K	\$150K	\$126K	\$135K	\$139K	\$210K	\$191K	\$74.1K	\$171K
Percent Change from Prior Year	90%	35%	-22%	-30%	31%	0%	18%	7%	6%	-50%	-39%	15%	-12%

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



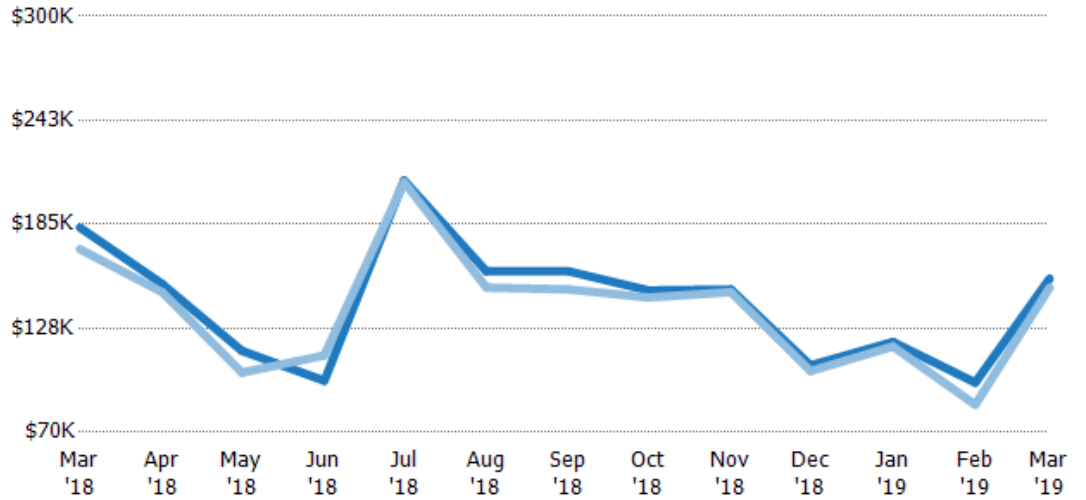
Avg List Price	\$183K	\$152K	\$137K	\$100K	\$224K	\$232K	\$162K	\$160K	\$163K	\$118K	\$114K	\$110K	\$178K
Avg Sales Price	\$171K	\$150K	\$127K	\$103K	\$213K	\$227K	\$154K	\$152K	\$157K	\$113K	\$111K	\$102K	\$171K
Avg Sales Price as a % of Avg List Price	93%	99%	93%	103%	95%	98%	95%	95%	97%	95%	98%	93%	96%

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



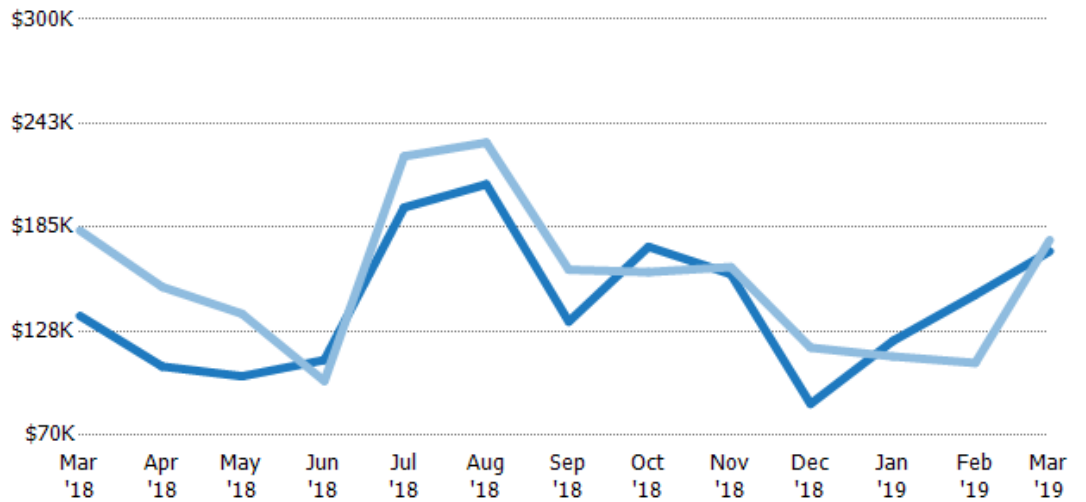
Median List Price	\$183K	\$152K	\$115K	\$98.5K	\$209K	\$159K	\$159K	\$148K	\$149K	\$107K	\$120K	\$97.5K	\$155K
Median Sales Price	\$171K	\$147K	\$103K	\$113K	\$208K	\$150K	\$149K	\$145K	\$148K	\$104K	\$117K	\$85.3K	\$150K
Med Sales Price as a % of Med List Price	93%	97%	90%	114%	100%	94%	94%	97%	99%	97%	98%	87%	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.

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



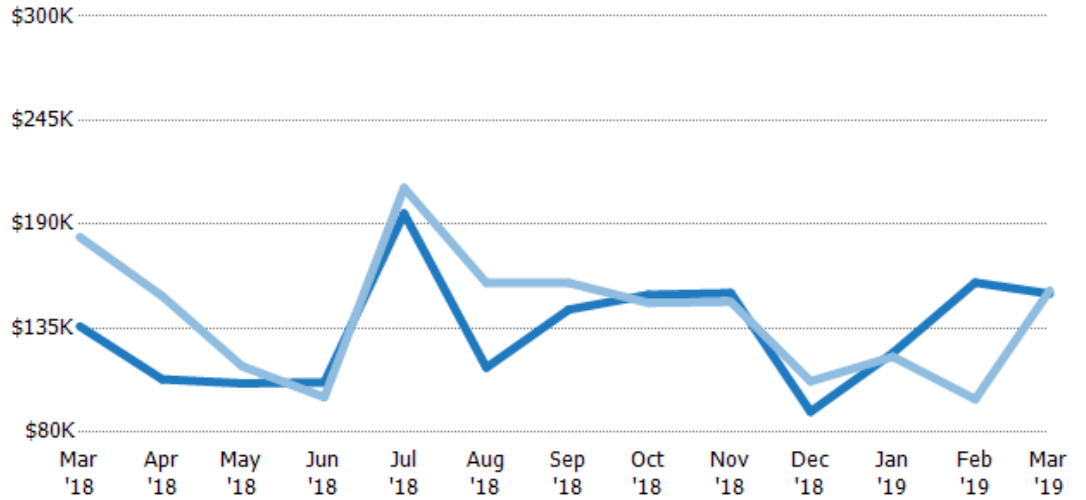
Avg Est Value	\$136K	\$108K	\$103K	\$112K	\$196K	\$209K	\$133K	\$174K	\$159K	\$87.4K	\$122K	\$148K	\$172K
Avg Sales Price	\$183K	\$152K	\$137K	\$100K	\$224K	\$232K	\$162K	\$160K	\$163K	\$118K	\$114K	\$110K	\$178K
Avg Sales Price as a % of Avg Est Value	135%	141%	134%	90%	114%	111%	122%	92%	102%	136%	93%	75%	104%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$136K	\$108K	\$106K	\$106K	\$196K	\$114K	\$145K	\$153K	\$154K	\$90.9K	\$122K	\$159K	\$153K
Median Sales Price	\$183K	\$152K	\$115K	\$98.5K	\$209K	\$159K	\$159K	\$148K	\$149K	\$107K	\$120K	\$97.5K	\$155K
Med Sales Price as a % of Med Est Value	135%	141%	109%	93%	107%	139%	110%	97%	97%	118%	98%	61%	101%