

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	8	+—	14	13	+7.7%
New Listing Volume	\$581,605	\$1,227,000	-52.6%	\$1,456,905	\$2,002,000	-27.2%
Active Listing Count	55	46	+19.6%	N/A	N/A	
Active Listing Volume	\$10,043,555	\$8,667,400	+15.9%	N/A	N/A	
Average Listing Price	\$182,610	\$188,422	-3.1%	\$191,734	\$192,734	-0.5%
Median Listing Price	\$139,000	\$154,950	-10.3%	\$145,416	\$161,898	-10.2%
Median Days in RPR	190	219.5	-13.4%	187	218.13	-14.3%
Months of Inventory	6.9	23	-70.1%	13.6	22.8	-40.1%
Absorption Rate	14.55%	4.35%	+10.2%	7.34%	4.4%	+2.9%
Sales Activity Charts Metrics						
New Pending Sales Count	3	4	-25%	9	10	-10%
New Pending Sales Volume	\$323,999	\$708,000	-54.2%	\$1,331,299	\$1,321,200	+0.8%
Pending Sales Count	8	7	+14.3%	N/A	N/A	
Pending Sales Volume	\$1,149,399	\$1,224,300	-6.1%	N/A	N/A	
Closed Sales Count	4	6	-33.3%	12	8	+50%
Closed Sales Volume	\$408,500	\$700,400	-41.7%	\$1,298,300	\$1,082,900	+19.9%
Average Sales Price	\$102,125	\$116,733	-12.5%	\$108,192	\$135,362	-20.1%
Median Sales Price	\$85,250	\$74,100	+15%	\$106,717	\$103,388	+3.2%

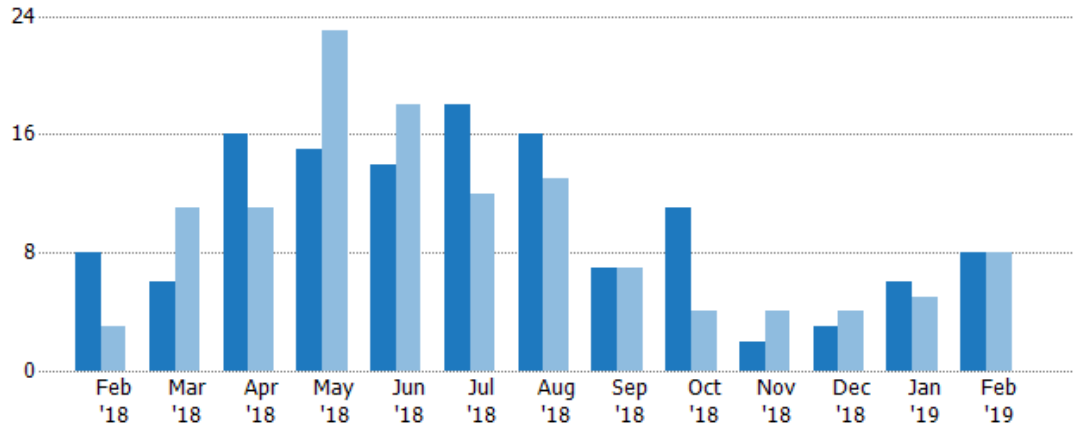
New Listings

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.
Feb '19	8	0%
Feb '18	8	166.7%
Feb '17	3	66.7%



Current Year	8	6	16	15	14	18	16	7	11	2	3	6	8
Prior Year	3	11	11	23	18	12	13	7	4	4	4	5	8
Percent Change from Prior Year	167%	-45%	45%	-35%	-22%	50%	23%	0%	175%	-50%	-25%	20%	0%

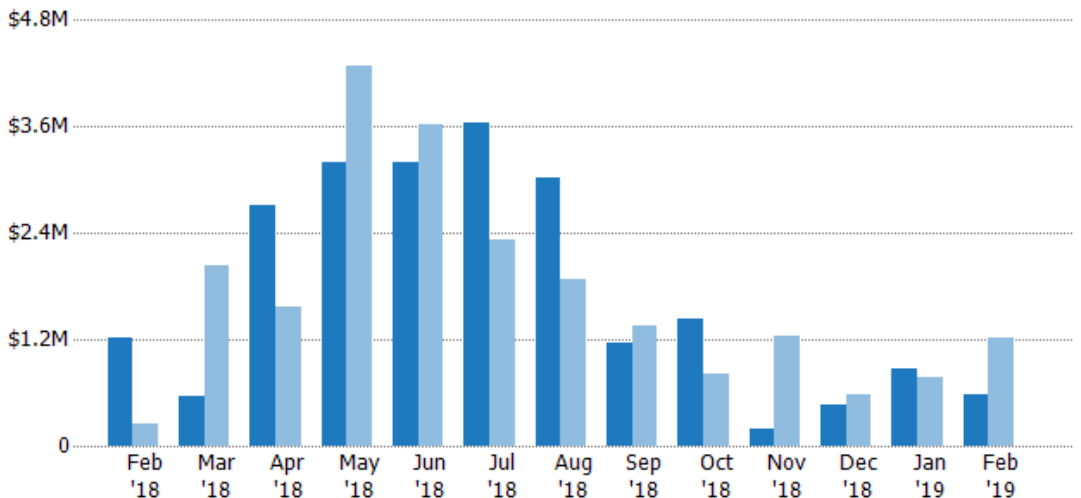
New Listing Volume

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.
Feb '19	\$582K	-52.6%
Feb '18	\$1.23M	381.2%
Feb '17	\$255K	281.4%



Current Year	\$1.23M	\$562K	\$2.7M	\$3.2M	\$3.2M	\$3.64M	\$3.01M	\$1.17M	\$1.43M	\$199K	\$454K	\$875K	\$582K
Prior Year	\$255K	\$2.04M	\$1.57M	\$4.28M	\$3.63M	\$2.32M	\$1.88M	\$1.35M	\$813K	\$1.24M	\$575K	\$775K	\$1.23M
Percent Change from Prior Year	381%	-72%	72%	-25%	-12%	57%	60%	-13%	76%	-84%	-21%	13%	-53%

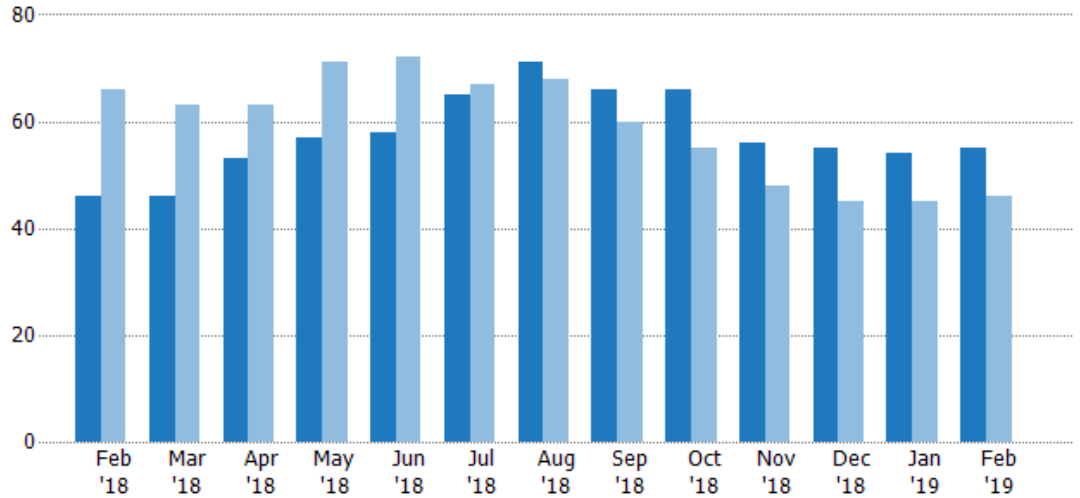
Active Listings

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.
Feb '19	55	19.6%
Feb '18	46	-30.3%
Feb '17	66	-22.7%



Current Year	46	46	53	57	58	65	71	66	66	56	55	54	55
Prior Year	66	63	63	71	72	67	68	60	55	48	45	45	46
Percent Change from Prior Year	-30%	-27%	-16%	-20%	-19%	-3%	4%	10%	20%	17%	22%	20%	20%

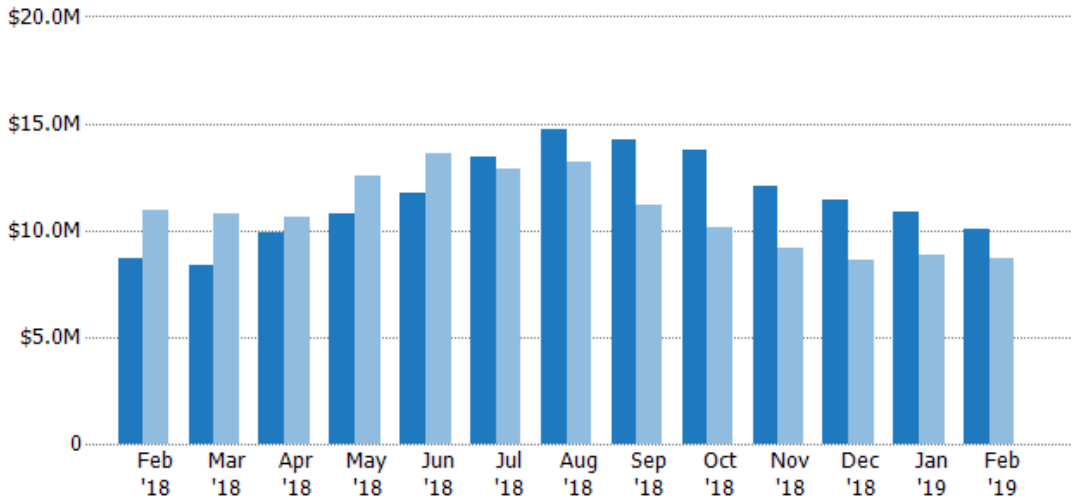
Active Listing Volume

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.
Feb '19	\$10M	15.9%
Feb '18	\$8.67M	-20.5%
Feb '17	\$10.9M	-17.9%



Current Year	\$8.67M	\$8.35M	\$9.91M	\$10.8M	\$11.7M	\$13.4M	\$14.7M	\$14.2M	\$13.8M	\$12M	\$11.4M	\$10.9M	\$10M
Prior Year	\$10.9M	\$10.8M	\$10.6M	\$12.6M	\$13.6M	\$12.9M	\$13.2M	\$11.2M	\$10.1M	\$9.14M	\$8.59M	\$8.87M	\$8.67M
Percent Change from Prior Year	-21%	-22%	-7%	-14%	-14%	4%	12%	27%	36%	32%	33%	22%	16%

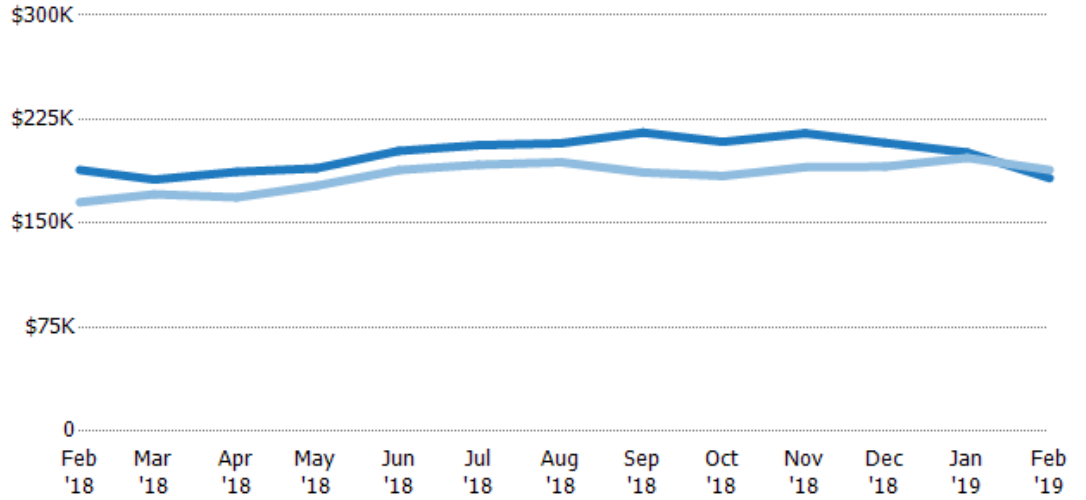
Average Listing Price

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.
Feb '19	\$183K	-3.1%
Feb '18	\$188K	14.1%
Feb '17	\$165K	6.3%



Current Year	\$188K	\$181K	\$187K	\$190K	\$202K	\$206K	\$208K	\$215K	\$209K	\$215K	\$208K	\$201K	\$183K
Prior Year	\$165K	\$171K	\$169K	\$177K	\$188K	\$192K	\$194K	\$187K	\$184K	\$190K	\$191K	\$197K	\$188K
Percent Change from Prior Year	14%	6%	11%	7%	7%	7%	7%	15%	13%	13%	9%	2%	-3%

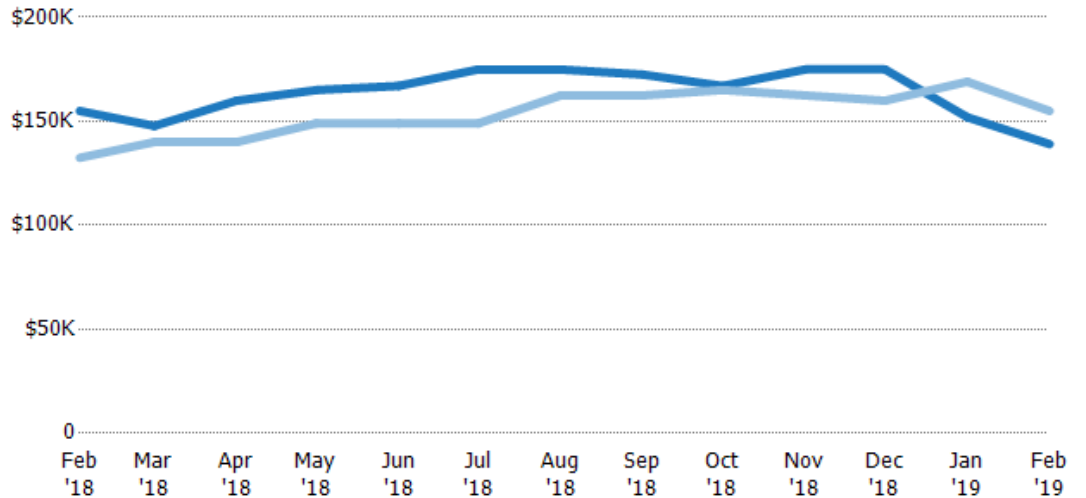
Median Listing Price

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.
Feb '19	\$139K	-10.3%
Feb '18	\$155K	17%
Feb '17	\$132K	28%



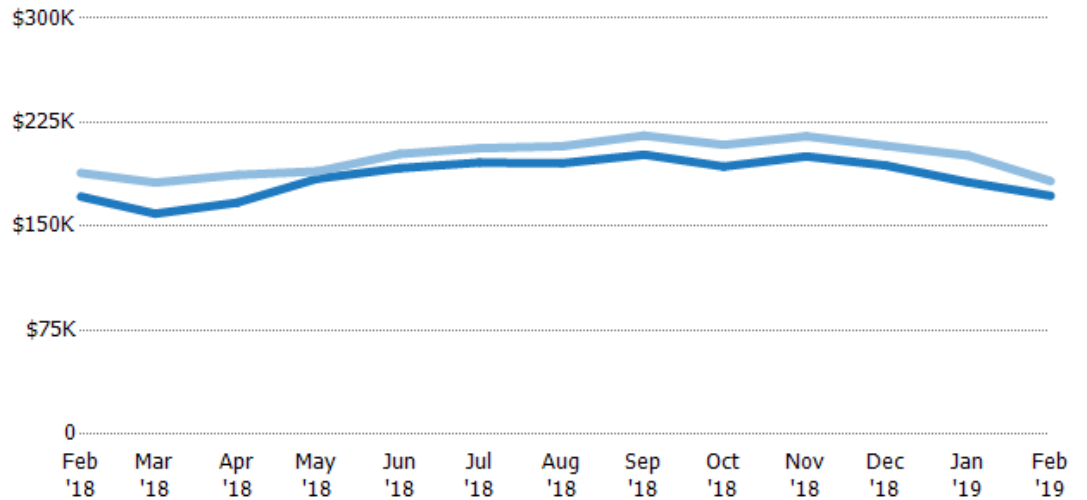
Current Year	\$155K	\$148K	\$160K	\$165K	\$167K	\$175K	\$175K	\$172K	\$167K	\$175K	\$175K	\$152K	\$139K
Prior Year	\$132K	\$140K	\$140K	\$149K	\$149K	\$149K	\$162K	\$162K	\$165K	\$162K	\$160K	\$169K	\$155K
Percent Change from Prior Year	17%	6%	14%	11%	12%	17%	8%	6%	1%	8%	9%	-10%	-10%

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

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Saint Johnsbury Center, VT 05863
Property Type:
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Family Residence



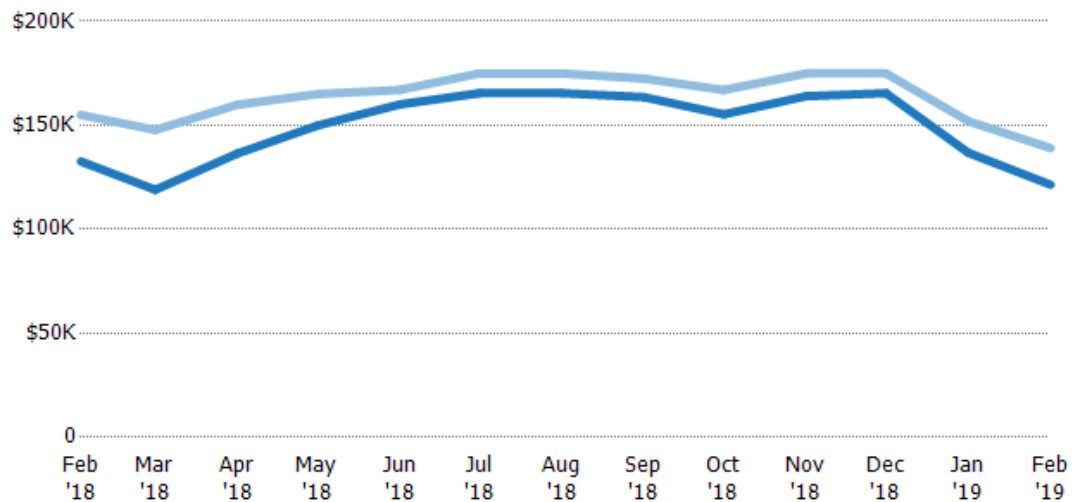
Avg Est Value	\$171K	\$159K	\$167K	\$184K	\$192K	\$196K	\$195K	\$202K	\$193K	\$200K	\$194K	\$182K	\$172K
Avg Listing Price	\$188K	\$181K	\$187K	\$190K	\$202K	\$206K	\$208K	\$215K	\$209K	\$215K	\$208K	\$201K	\$183K
Avg Listing Price as a % of Avg Est Value	110%	114%	112%	103%	105%	105%	106%	107%	108%	107%	107%	111%	106%

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	\$133K	\$119K	\$136K	\$150K	\$160K	\$165K	\$165K	\$164K	\$155K	\$164K	\$165K	\$137K	\$121K
Median Listing Price	\$155K	\$148K	\$160K	\$165K	\$167K	\$175K	\$175K	\$172K	\$167K	\$175K	\$175K	\$152K	\$139K
Med Listing Price as a % of Med Est Value	117%	124%	117%	110%	104%	106%	106%	105%	108%	107%	106%	111%	115%

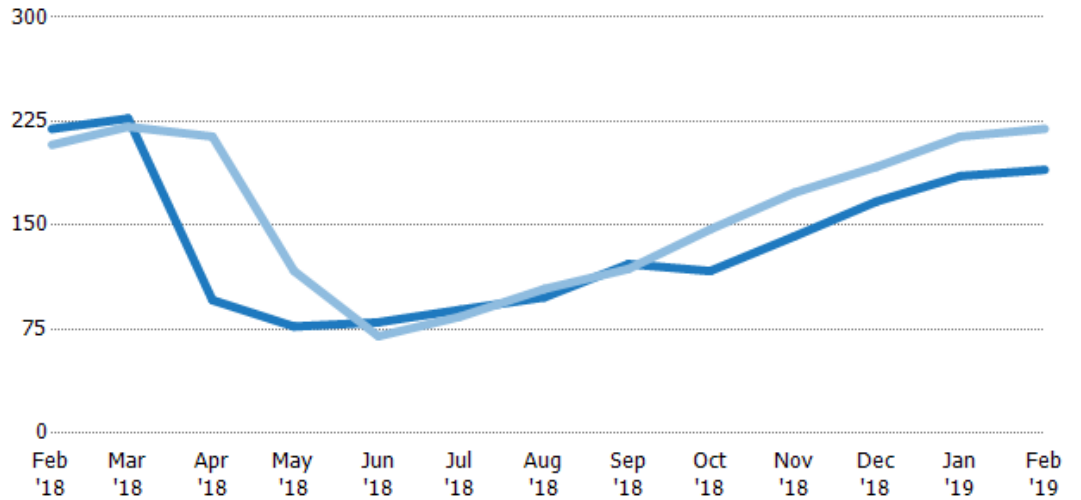
Median Days in RPR

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.
Feb '19	190	-13.4%
Feb '18	220	5.5%
Feb '17	208	7.7%



Current Year	220	227	96	77	80	89	98	122	117	142	167	186	190
Prior Year	208	221	214	117	70	84	104	119	147	174	192	214	220
Percent Change from Prior Year	6%	3%	-55%	-34%	14%	6%	-6%	3%	-20%	-18%	-13%	-13%	-13%

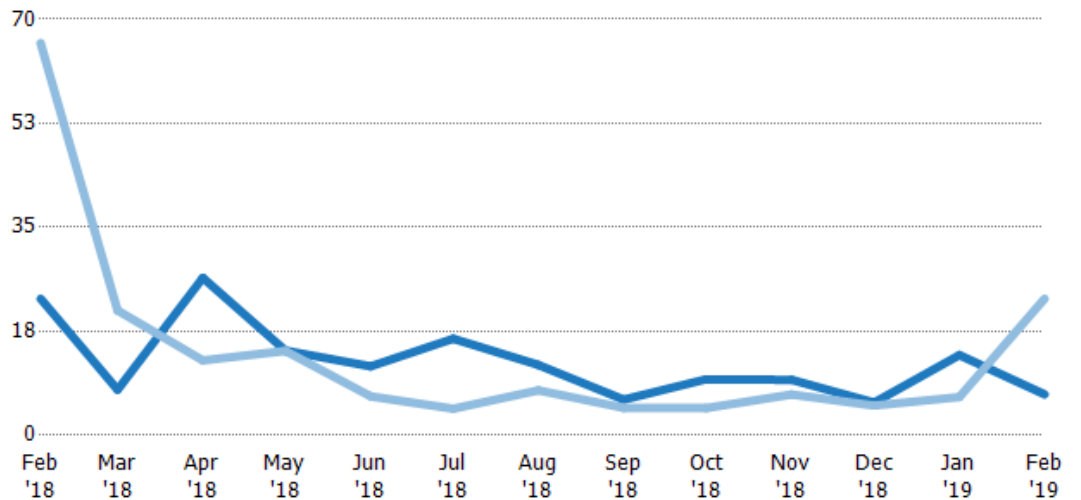
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Feb '19	6.88	-70.1%
Feb '18	23	-65.2%
Feb '17	66	-80.7%



Current Year	23	7.67	26.5	14.3	11.6	16.3	11.8	6	9.43	9.33	5.5	13.5	6.88
Prior Year	66	21	12.6	14.2	6.55	4.47	7.56	4.62	4.58	6.86	5	6.43	23
Percent Change from Prior Year	-65%	-63%	110%	0%	77%	264%	57%	30%	106%	36%	10%	110%	-70%

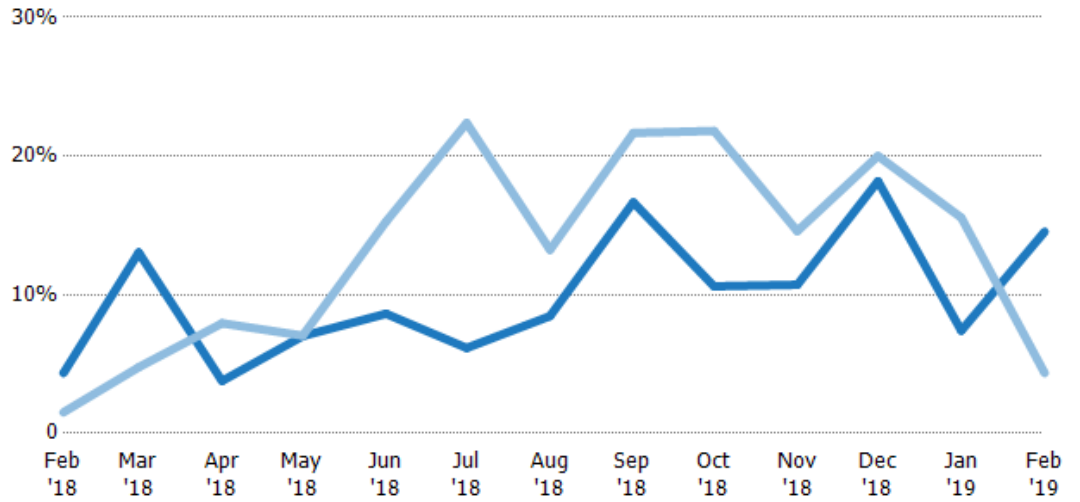
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	15%	-10.2%
Feb '18	4%	-2.8%
Feb '17	2%	419.2%



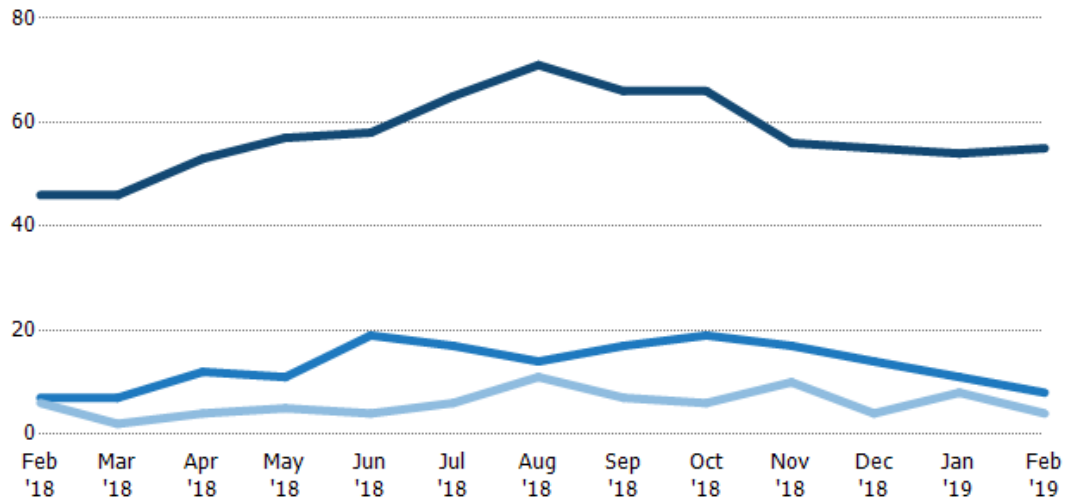
Current Year	4%	13%	4%	7%	9%	6%	8%	17%	11%	11%	18%	7%	15%
Prior Year	2%	5%	8%	7%	15%	22%	13%	22%	22%	15%	20%	16%	4%
Change from Prior Year	-3%	-8%	4%	0%	7%	16%	5%	5%	11%	4%	2%	8%	-10%

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	46	46	53	57	58	65	71	66	66	56	55	54	55
Pending	7	7	12	11	19	17	14	17	19	17	14	11	8
Sold	6	2	4	5	4	6	11	7	6	10	4	8	4

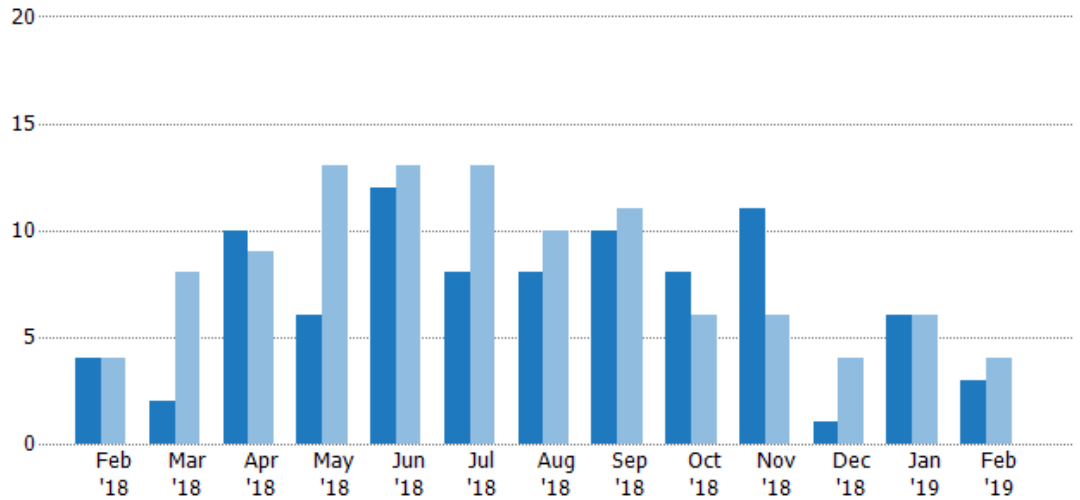
New Pending Sales

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.
Feb '19	3	-25%
Feb '18	4	0%
Feb '17	4	0%



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

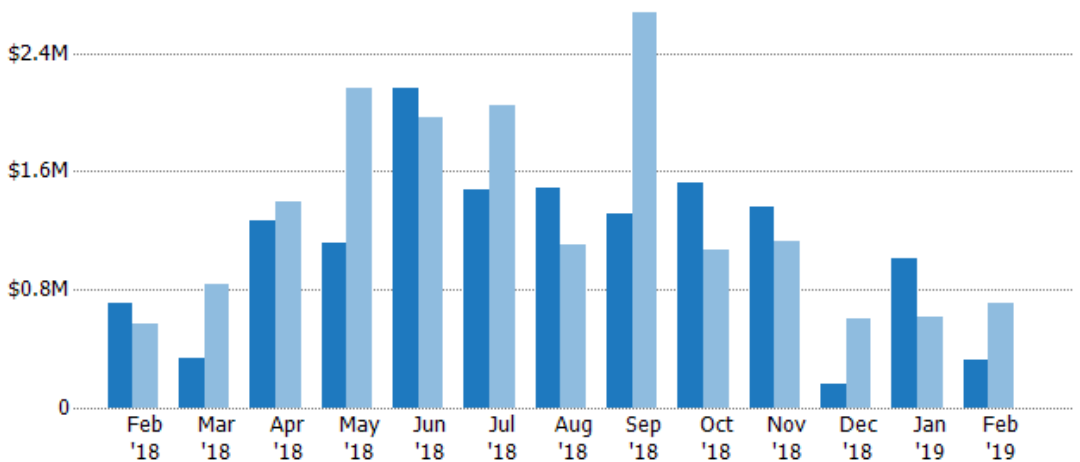
New Pending Sales Volume

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.
Feb '19	\$324K	-54.2%
Feb '18	\$708K	24.7%
Feb '17	\$568K	21.9%



Current Year	\$708K	\$332K	\$1.27M	\$1.11M	\$2.16M	\$1.48M	\$1.48M	\$1.32M	\$1.52M	\$1.36M	\$158K	\$1.01M	\$324K
Prior Year	\$568K	\$836K	\$1.4M	\$2.17M	\$1.97M	\$2.05M	\$1.1M	\$2.67M	\$1.07M	\$1.13M	\$603K	\$613K	\$708K
Percent Change from Prior Year	25%	-60%	-9%	-49%	10%	-28%	35%	-51%	42%	20%	-74%	64%	-54%

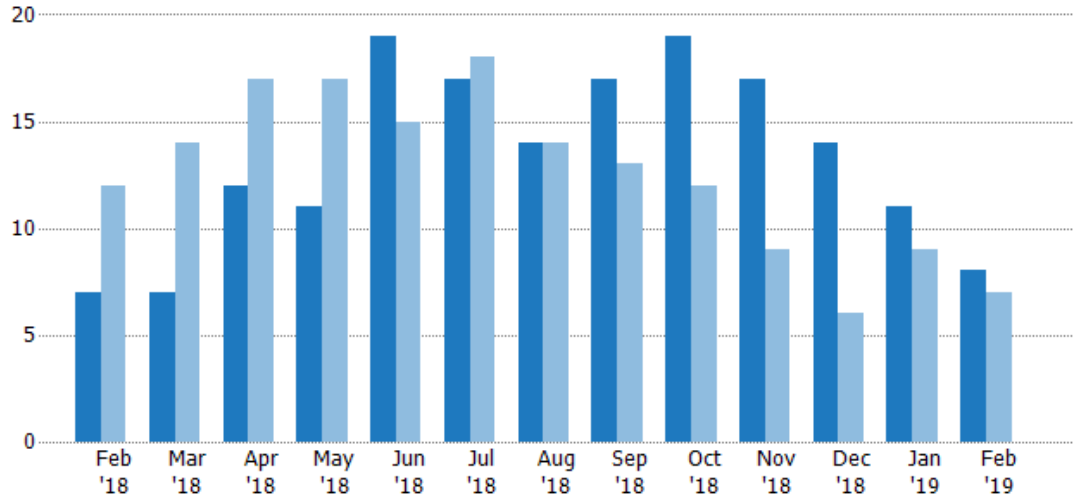
Pending Sales

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.
Feb '19	8	14.3%
Feb '18	7	-41.7%
Feb '17	12	-25%



Current Year	7	7	12	11	19	17	14	17	19	17	14	11	8
Prior Year	12	14	17	17	15	18	14	13	12	9	6	9	7
Percent Change from Prior Year	-42%	-50%	-29%	-35%	27%	-6%	0%	31%	58%	89%	133%	22%	14%

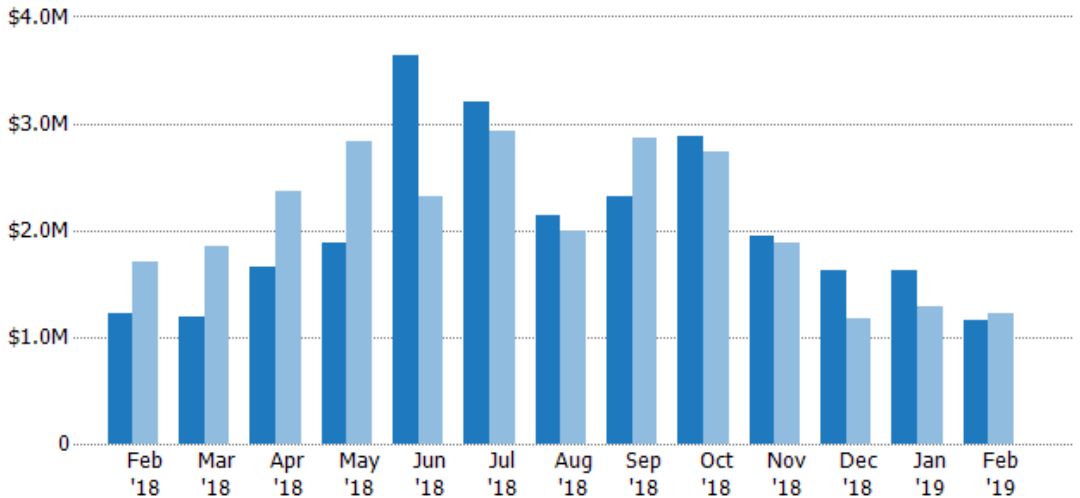
Pending Sales Volume

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.
Feb '19	\$1.15M	-6.1%
Feb '18	\$1.22M	-28.2%
Feb '17	\$1.7M	-27.1%



Current Year	\$1.22M	\$1.19M	\$1.65M	\$1.88M	\$3.64M	\$3.2M	\$2.13M	\$2.32M	\$2.88M	\$1.94M	\$1.63M	\$1.62M	\$1.15M
Prior Year	\$1.7M	\$1.85M	\$2.37M	\$2.84M	\$2.31M	\$2.92M	\$1.99M	\$2.86M	\$2.74M	\$1.88M	\$1.18M	\$1.28M	\$1.22M
Percent Change from Prior Year	-28%	-36%	-30%	-34%	57%	10%	7%	-19%	5%	3%	38%	27%	-6%

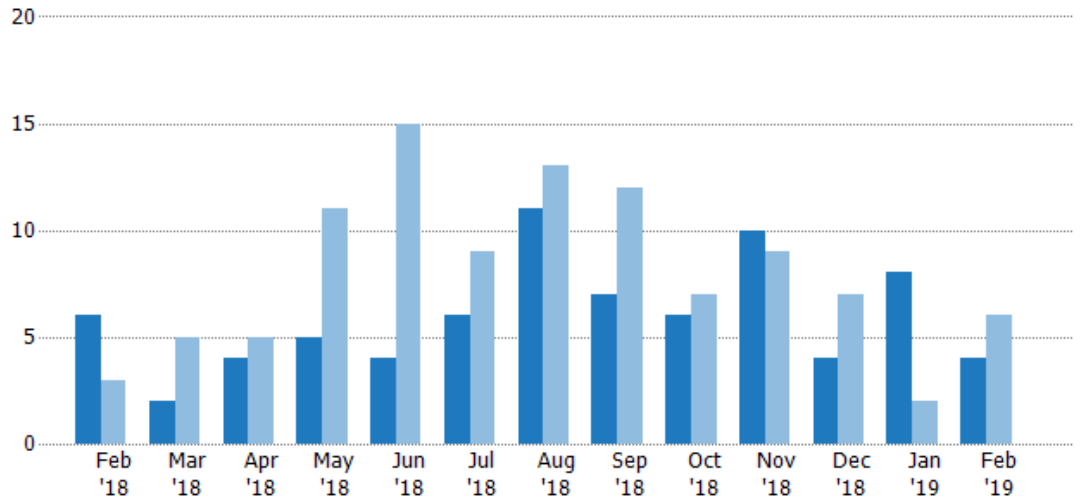
Closed Sales

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.
Feb '19	4	-33.3%
Feb '18	6	100%
Feb '17	3	0%



Current Year	6	2	4	5	4	6	11	7	6	10	4	8	4
Prior Year	3	5	5	11	15	9	13	12	7	9	7	2	6
Percent Change from Prior Year	100%	-60%	-20%	-55%	-73%	-33%	-15%	-42%	-14%	11%	-43%	300%	-33%

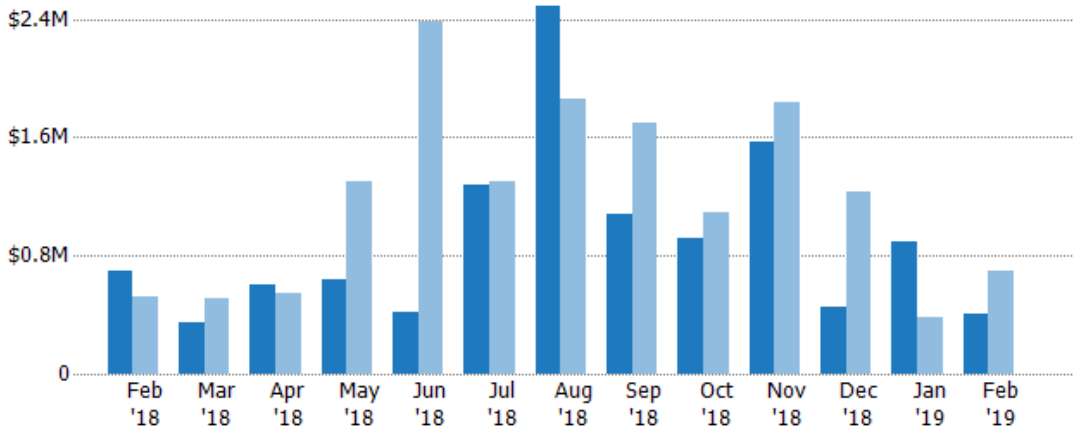
Closed Sales Volume

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.
Feb '19	\$409K	-41.7%
Feb '18	\$700K	35.1%
Feb '17	\$519K	-6.4%



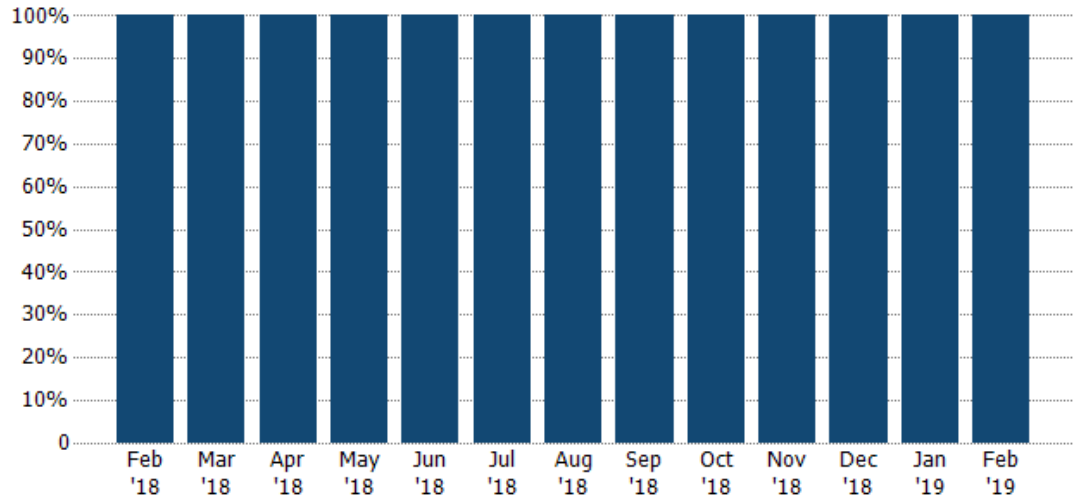
Current Year	\$700K	\$343K	\$599K	\$635K	\$414K	\$1.28M	\$2.49M	\$1.08M	\$914K	\$1.57M	\$452K	\$890K	\$409K
Prior Year	\$519K	\$509K	\$548K	\$1.3M	\$2.39M	\$1.3M	\$1.85M	\$1.7M	\$1.09M	\$1.84M	\$1.23M	\$383K	\$700K
Percent Change from Prior Year	35%	-33%	9%	-51%	-83%	-2%	34%	-37%	-16%	-14%	-63%	133%	-42%

Closed Sales by Property Type

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

Filters Used

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



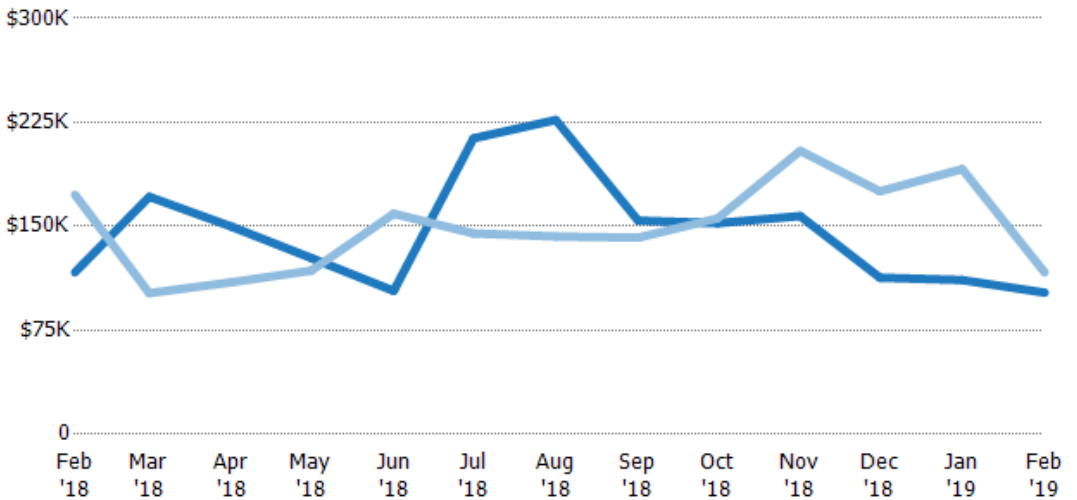
Single Family Residence

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

\$117K	\$171K	\$150K	\$127K	\$103K	\$213K	\$227K	\$154K	\$152K	\$157K	\$113K	\$111K	\$102K
\$173K	\$102K	\$110K	\$118K	\$159K	\$145K	\$143K	\$142K	\$156K	\$204K	\$175K	\$191K	\$117K
-32%	68%	37%	8%	-35%	47%	59%	9%	-2%	-23%	-36%	-42%	-13%

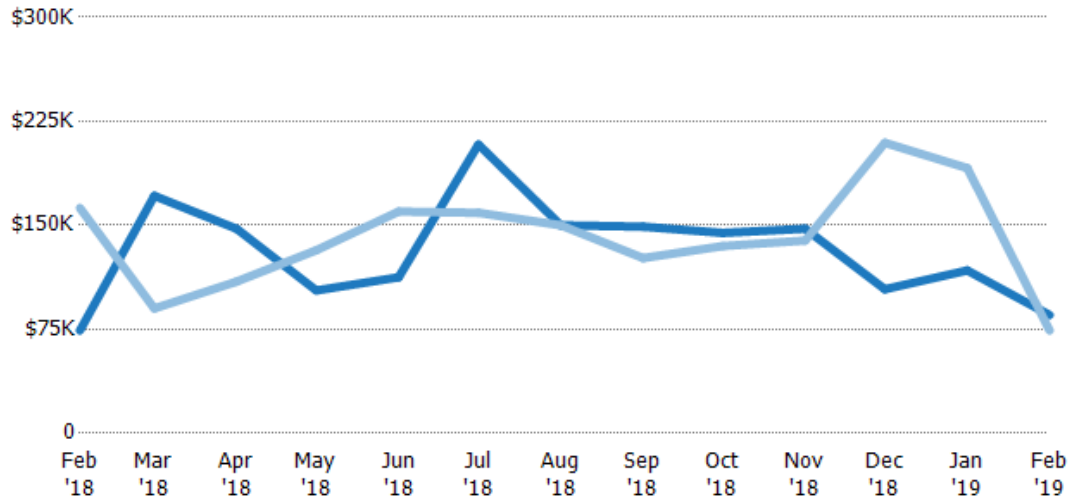
Median Sales Price

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.
Feb '19	\$85.3K	15%
Feb '18	\$74.1K	-54.4%
Feb '17	\$163K	7.1%



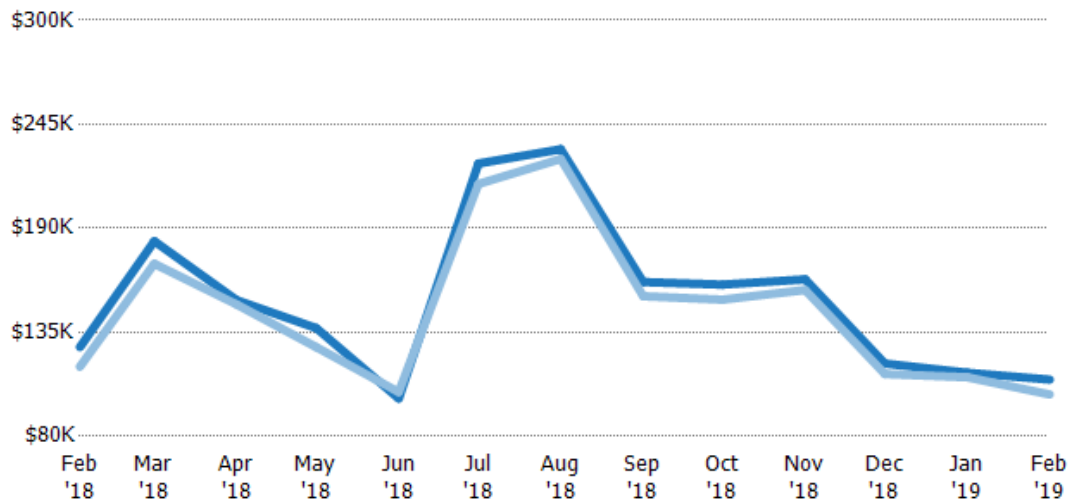
Current Year	\$74.1K	\$171K	\$147K	\$103K	\$113K	\$208K	\$150K	\$149K	\$145K	\$148K	\$104K	\$117K	\$85.3K
Prior Year	\$163K	\$90K	\$109K	\$132K	\$160K	\$159K	\$150K	\$126K	\$135K	\$139K	\$210K	\$191K	\$74.1K
Percent Change from Prior Year	-54%	90%	35%	-22%	-30%	31%	0%	18%	7%	6%	-50%	-39%	15%

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



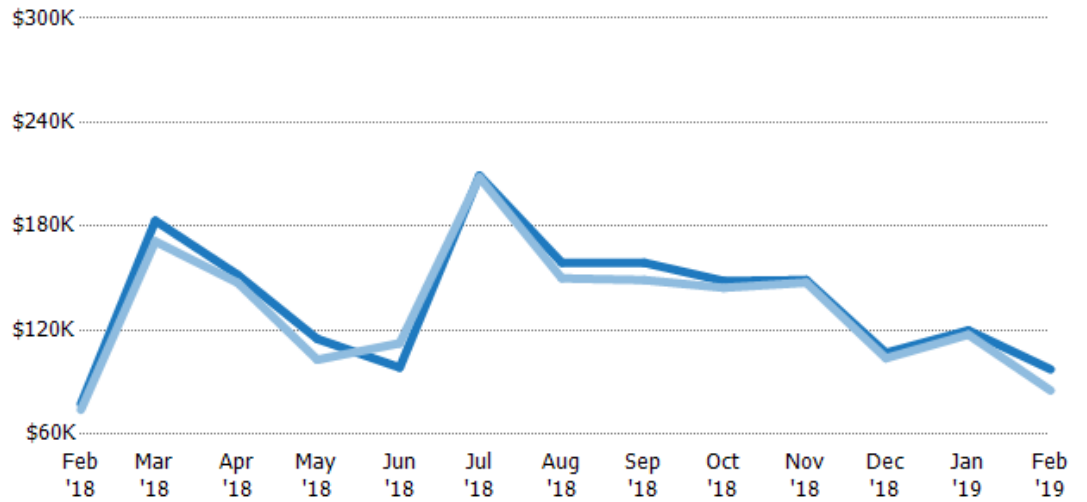
Avg List Price	\$127K	\$183K	\$152K	\$137K	\$100K	\$224K	\$232K	\$162K	\$160K	\$163K	\$118K	\$114K	\$110K
Avg Sales Price	\$117K	\$171K	\$150K	\$127K	\$103K	\$213K	\$227K	\$154K	\$152K	\$157K	\$113K	\$111K	\$102K
Avg Sales Price as a % of Avg List Price	92%	93%	99%	93%	103%	95%	98%	95%	95%	97%	95%	98%	93%

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



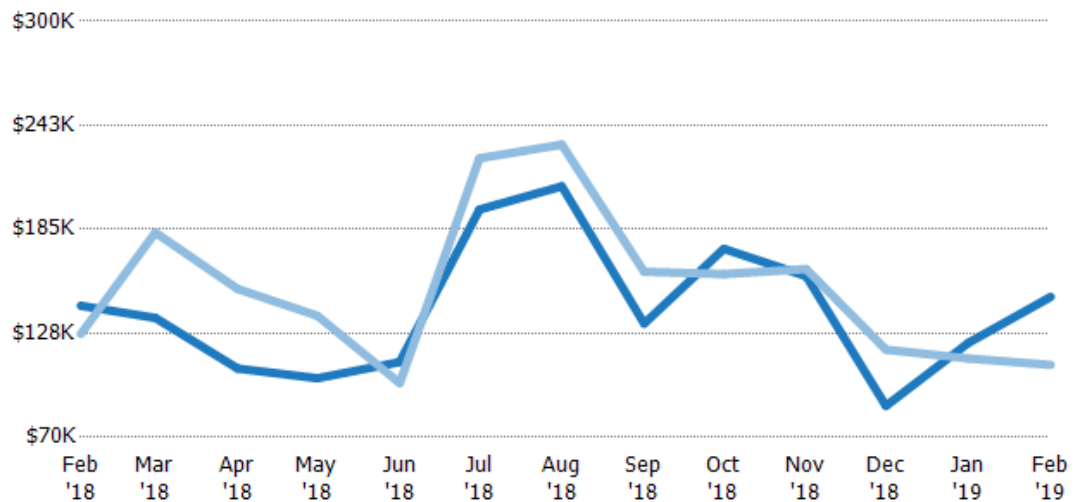
Median List Price	\$77.5K	\$183K	\$152K	\$115K	\$98.5K	\$209K	\$159K	\$159K	\$148K	\$149K	\$107K	\$120K	\$97.5K
Median Sales Price	\$74.1K	\$171K	\$147K	\$103K	\$113K	\$208K	\$150K	\$149K	\$145K	\$148K	\$104K	\$117K	\$85.3K
Med Sales Price as a % of Med List Price	96%	93%	97%	90%	114%	100%	94%	94%	97%	99%	97%	98%	87%

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



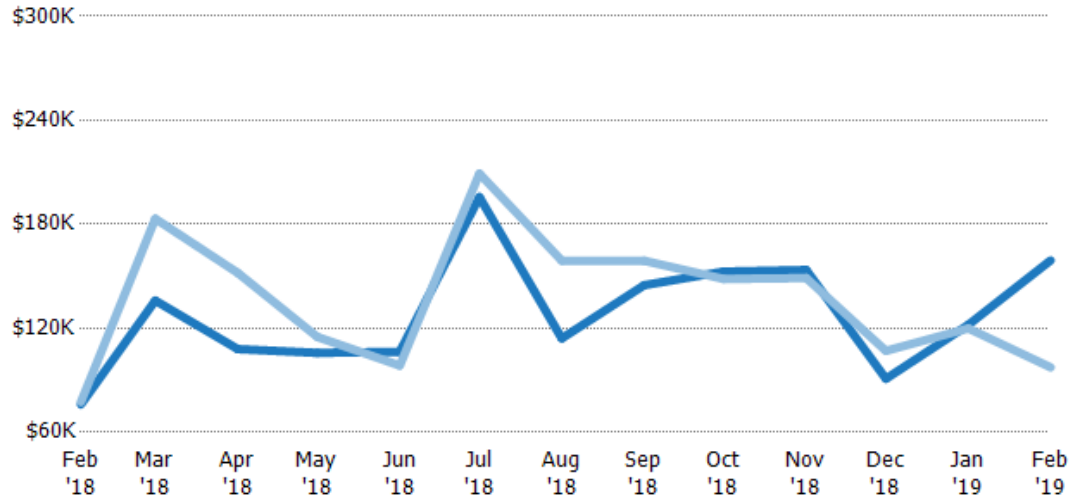
Avg Est Value	\$143K	\$136K	\$108K	\$103K	\$112K	\$196K	\$209K	\$133K	\$174K	\$159K	\$87.4K	\$122K	\$148K
Avg Sales Price	\$127K	\$183K	\$152K	\$137K	\$100K	\$224K	\$232K	\$162K	\$160K	\$163K	\$118K	\$114K	\$110K
Avg Sales Price as a % of Avg Est Value	89%	135%	141%	134%	90%	114%	111%	122%	92%	102%	136%	93%	75%

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	\$76K	\$136K	\$108K	\$106K	\$106K	\$196K	\$114K	\$145K	\$153K	\$154K	\$90.9K	\$122K	\$159K
Median Sales Price	\$77.5K	\$183K	\$152K	\$115K	\$98.5K	\$209K	\$159K	\$159K	\$148K	\$149K	\$107K	\$120K	\$97.5K
Med Sales Price as a % of Med Est Value	102%	135%	141%	109%	93%	107%	139%	110%	97%	97%	118%	98%	61%