

# 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	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
+66.7%	6	10	+66.7%	6	10	New Listing Count
+182.6%	\$604,950	\$1,709,500	+182.6%	\$604,950	\$1,709,500	New Listing Volume
	N⁄A	N⁄A	-26.6%	94	69	Active Listing Count
	N⁄A	NA	-17.1%	\$16,432,730	\$13,616,000	Active Listing Volume
+12.9%	\$174,816	\$197,333	+12.9%	\$174,816	\$197,333	Average Listing Price
+27.9%	\$139,925	\$179,000	+27.9%	\$139,925	\$179,000	Median Listing Price
+12.9%	190.5	215	+12.9%	190.5	215	Median Days in RPR
-26.6%	23.5	17.3	-	_	_	Months of Inventory
+1.5%	4.26%	5.8%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+100%	4	8	+100%	4	8	New Pending Sales Count
+128.1%	\$567,858	\$1,295,400	+128.1%	\$567,858	\$1,295,400	New Pending Sales Volume
	N⁄A	N⁄A	-33.3%	15	10	Pending Sales Count
	N⁄A	N⁄A	-31.8%	\$2,583,958	\$1,763,200	Pending Sales Volume
+100%	4	8	+100%	4	8	Cloæd Sales Count
+10.6%	\$828,500	\$916,400	+10.6%	\$828,500	\$916,400	Cloæd Sales Volume
-44.7%	\$207,125	\$114,550	-44.7%	\$207,125	\$114,550	Average Sales Price
-59.1%	\$181,250	\$74,100	-59.1%	\$181,250	\$74,100	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, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
Family Residence	10.00													
	5.00													
	Ŭ	Feb	Mar	Apr	May		Jul		Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	67%

#### New Listing Volume

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

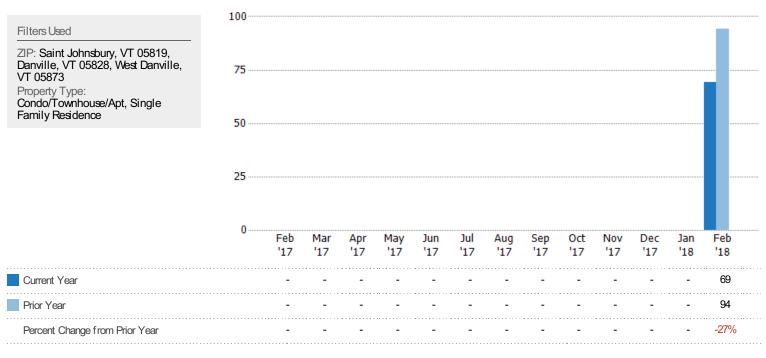
Filters Used	\$2.0M ······													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$1.5M													
Condo/Townhouse/Apt, Single Family Residence	\$1.0M													
	\$0.5M													
	0			_				-						
		Feb '17	Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.71M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$605K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	183%





### 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.

Filters Used	\$20.0M ······													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873	\$15.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$10.0M													
	\$5.0M													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.6M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$16.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%



#### 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, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K \$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

#### Median Listing Price

Percent Change from Prior Year

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

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	\$300K ······												
Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$179K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$140K

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28%



# 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.

	\$200K ······												
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												
	400nt												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$188K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$197K
Avg Listing Price as a % of Avg Est Value													
	-	-	-	-	-	-	-	-	-	-	-	-	105%

#### 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 ······												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873	\$150K												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	0 Feb	Mar	Apr	May	Jun		Aug	Sep	Oct	Nov	Dec	Jan	Feb
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value			Apr '17	May '17	Jun '17 -		Aug '17	Sep '17					
Median Est Value Median Listing Price			Apr '17	May '17 -	Jun '17 -		Aug '17 -	Sep '17 -					'18
	'17 - -		Apr '17	May '17	Jun '17 - -		Aug '17 - -	Sep '17 - -					<b>'18</b> \$148K







### 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.

	300												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	225												
Condo/Townhouse/Apt, Single Family Residence	150												
	75												
	75												
	0												
	Feb	Mar	Δnr	May	lun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	215
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	191
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

#### Months of Inventory

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

Filters Used	50												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873	38												
Property Type: Condo/Townhouse/Apt, Single Family Residence	25												
	13												
	15												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	17.3
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	47
Percent Change from Prior Year													000/
~	-			-	-	-	-		-	-	-	-	-63%





# Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence	5%

	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-		-	-	-	-	-	-	-	2%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

# Active/Pending/Sold Units

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

#### 70 Filters Used $\mbox{ZIP:}$ Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 53 Property Type: Condo/Townhouse/Apt, Single Family Residence 35 18 0 Feb Mar Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 Active 69 \_ -\_ \_ \_ \_ \_ Pending 10 -----------8 Sold --------\_ -





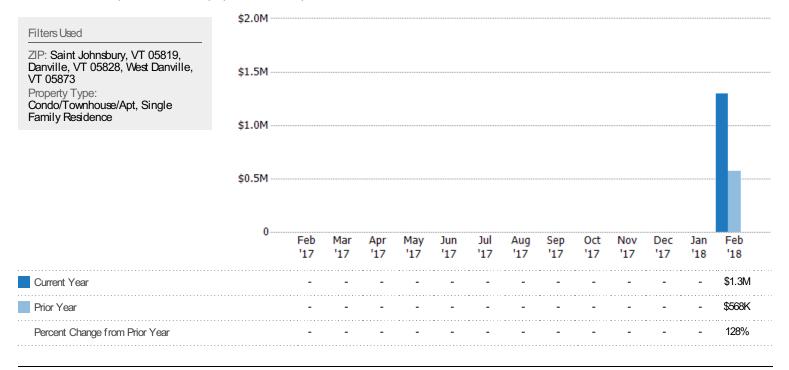
#### New Pending Sales

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

	8.80													
Filters Used														-
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	6.60													
Condo/Townhouse/Apt, Single Family Residence	4.40													
	4.40													
	2.20													
	0	Feb	Mar	Δnr	May	lun	Tul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	100%

#### New Pending Sales Volume

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

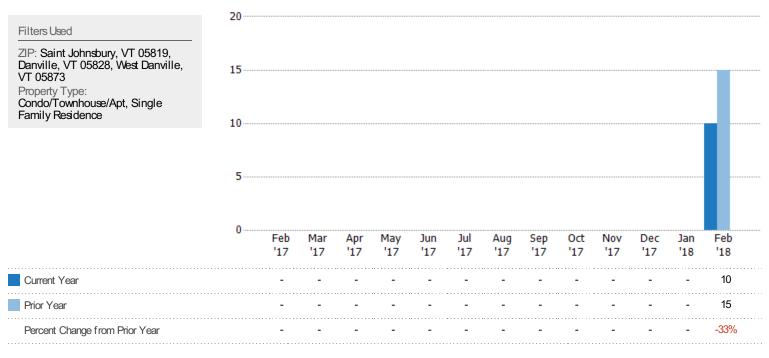






# Pending Sales

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.

Filters Used														_
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 0587	\$2.4M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.6M													
	\$0.8M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.76M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.58M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-32%





# Closed Sales

The total number of residential properties sold each month.

	8.80													
Filters Used														
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single	6.60													
Family Residence	4.40													
	2.20													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	100%

# **Closed Sales Volume**

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

	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
	\$250K														
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$500K														
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873	\$750K														
Filters Used															



#### Closed Sales by Property Type

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

Single Family Residence		-	 	- -	 	-	-		-			100%	
	0	Feb '17		May '17			Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
	10%		 		 								
	20%		 		 								
	30%		 		 								
	40%		 		 								
Family Residence	50%		 		 								
Property Type: Condo/Townhouse/Apt, Single	60%		 		 								
VT 05873	70%		 		 								
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville,	80%		 		 								
Filters Used	90%		 		 								
	100%		 		 								

# Average Sales Price

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

	\$300K
Filters Used	
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$225K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K

\$75K-----

	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$115K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$207K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-45%





#### Median Sales Price

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

	\$200K ······												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	¢100K												
	\$100K												
	\$50K												
	0												
	Feb	Mar	Apr	May			Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$74.1K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$181K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-59%

#### 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	\$200K												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$128K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$115K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	89%





# Median Sales Price vs Median Listing Price

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

	\$80K												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$60K												
Condo/Townhouse/Apt, Single Family Residence	\$40K												
-	φτοις												
	\$20K												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	May '17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$77.5K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$74.1K
• • • • • • • • • • • • • • • • • • • •													
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

#### 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.

\$200K ······												
\$150K												
\$100K												
\$50K												
0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	\$126K
-	-	-	-	-	-	-	-	-	-	-	-	\$128K
-	-	-	-	-	-	-	-	-	-	-	-	102%
	\$100K \$50K 0 Feb	\$150K \$100K \$50K 0 Feb Mar	\$150K \$100K \$50K 0 Feb Mar Apr	\$150K \$100K \$50K 0 Feb Mar Apr May	\$150K \$100K \$50K 0 Feb Mar Apr May Jun	\$150K \$100K \$50K 0 Feb Mar Apr May Jun Jul	\$150K \$100K \$50K 0 Feb Mar Apr May Jun Jul Aug	\$150K \$100K \$50K 0 Feb Mar Apr May Jun Jul Aug Sep	\$150K \$100K \$50K 0 Feb Mar Apr May Jun Jul Aug Sep Oct	\$150K \$100K \$50K 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov	\$150K \$100K \$50K \$50K 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec	\$150K \$100K \$50K 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan





# 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.

	\$90K												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873	\$68K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$45K												
	\$23K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	17											10	
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$81K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$77.5K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	96%

