

## Summary of Key Listing and Sales Metrics

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

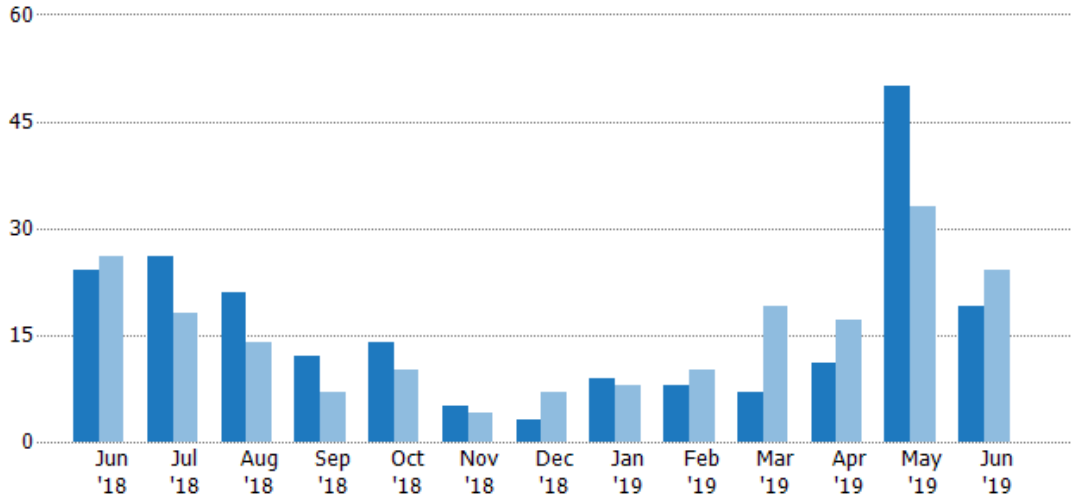
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	19	24	-20.8%	104	111	-6.3%
New Listing Volume	\$4,126,050	\$6,273,100	-34.2%	\$20,728,500	\$20,977,700	-1.2%
Active Listing Count	93	94	-1.1%	N/A	N/A	
Active Listing Volume	\$20,652,750	\$19,756,500	+4.5%	N/A	N/A	
Average Listing Price	\$222,073	\$210,176	+5.7%	\$209,734	\$190,039	+10.4%
Median Listing Price	\$190,000	\$182,475	+4.1%	\$182,386	\$168,158	+8.5%
Median Days in RPR	52	61	-14.8%	134.99	125.86	+7.3%
Months of Inventory	18.6	13.4	+38.5%	11.9	9.3	+27.3%
Absorption Rate	5.38%	7.45%	-2.1%	8.42%	10.72%	-2.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	18	18	+/-	71	63	+12.7%
New Pending Sales Volume	\$2,737,200	\$3,316,950	-17.5%	\$11,798,999	\$10,516,850	+12.2%
Pending Sales Count	29	27	+7.4%	N/A	N/A	
Pending Sales Volume	\$5,077,200	\$5,147,100	-1.4%	N/A	N/A	
Closed Sales Count	14	8	+75%	45	39	+15.4%
Closed Sales Volume	\$2,031,600	\$1,024,500	+98.3%	\$6,653,400	\$5,841,799	+13.9%
Average Sales Price	\$145,114	\$128,063	+13.3%	\$147,853	\$149,790	-1.3%
Median Sales Price	\$135,050	\$124,500	+8.5%	\$146,473	\$140,138	+4.5%

## 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



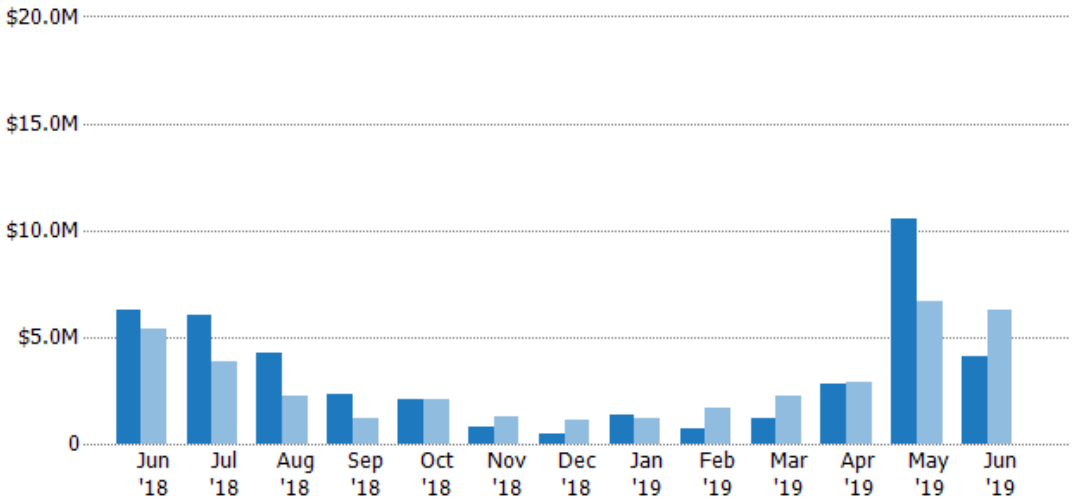
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	19	24	-20.8%
Jun '18	24	26	-7.7%
Jun '17	26	26	-38.5%

## New Listing Volume

The sum of the listing price of 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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$4.13M	\$6.27M	-34.2%
Jun '18	\$6.27M	\$5.35M	17.2%
Jun '17	\$5.35M	\$5.35M	-51.9%

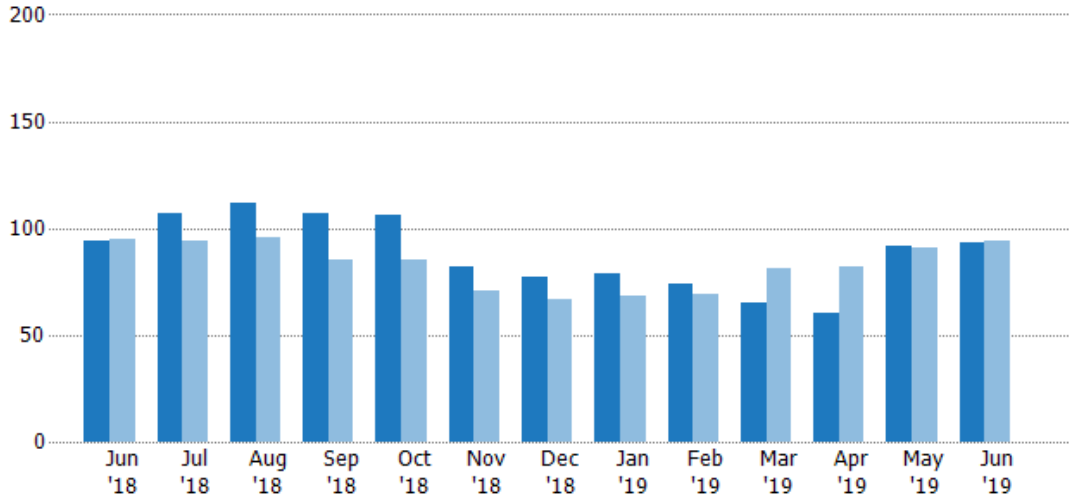
## Active Listings

The number 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



Month/Year	Count	% Chg.
Jun '19	93	-1.1%
Jun '18	94	-1.1%
Jun '17	95	-9.5%

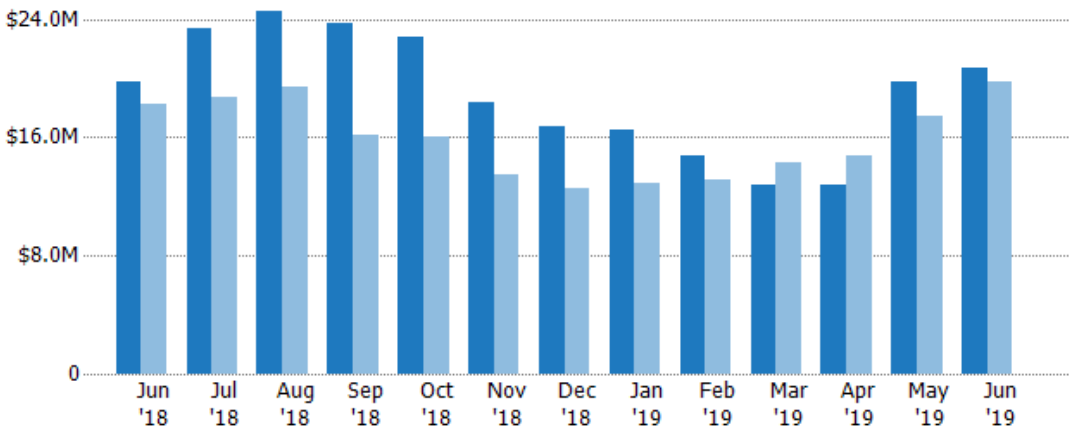
## Active Listing Volume

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

### Filters Used

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

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



Month/Year	Volume	% Chg.
Jun '19	\$20.7M	4.5%
Jun '18	\$19.8M	8.1%
Jun '17	\$18.3M	-19.8%

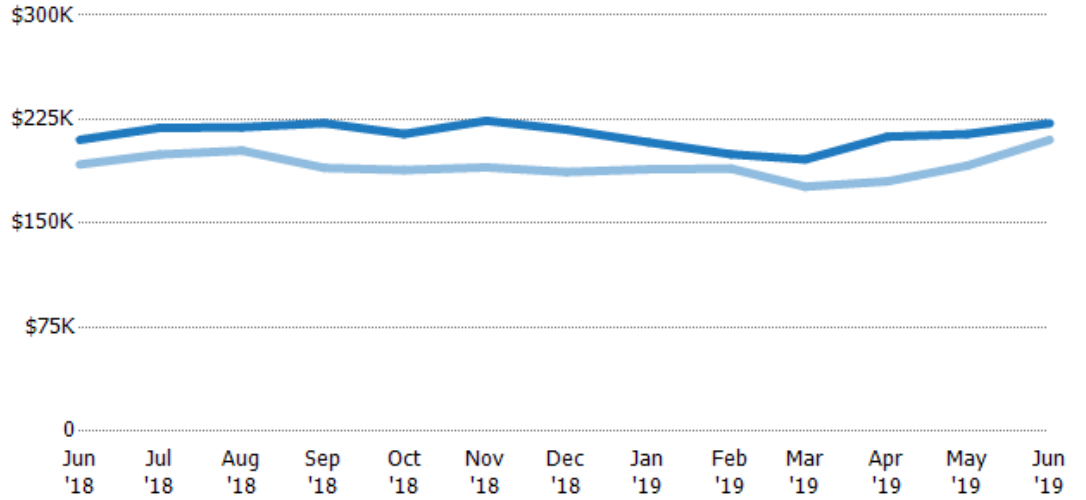
## Average Listing Price

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

Month/ Year	Price	% Chg.
Jun '19	\$222K	5.7%
Jun '18	\$210K	9.2%
Jun '17	\$192K	-11.4%



Current Year	\$210K	\$219K	\$219K	\$222K	\$214K	\$224K	\$218K	\$208K	\$200K	\$196K	\$212K	\$214K	\$222K
Prior Year	\$192K	\$200K	\$202K	\$190K	\$188K	\$190K	\$187K	\$189K	\$189K	\$176K	\$180K	\$192K	\$210K
Percent Change from Prior Year	9%	10%	8%	17%	14%	18%	16%	10%	5%	11%	18%	12%	6%

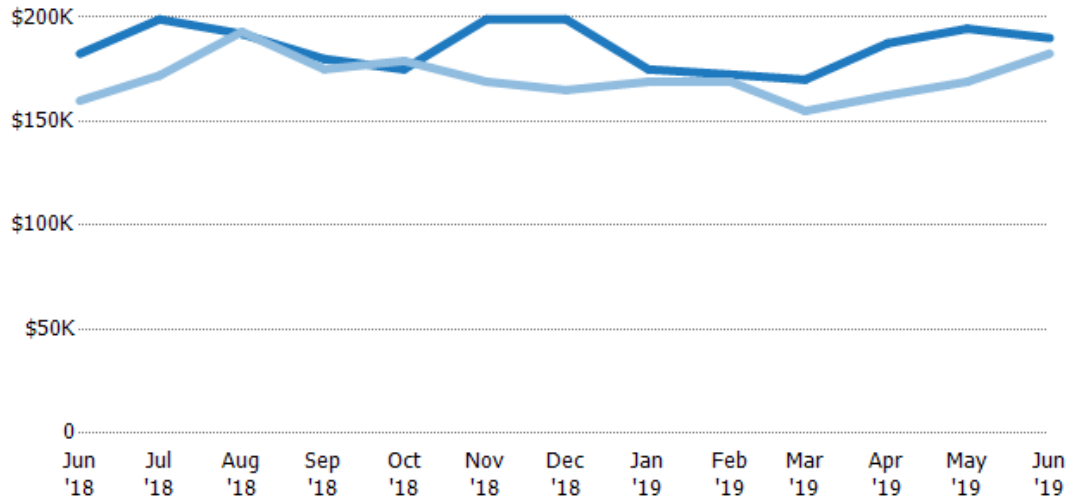
## Median Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Jun '19	\$190K	4.1%
Jun '18	\$182K	14.1%
Jun '17	\$160K	-7.9%



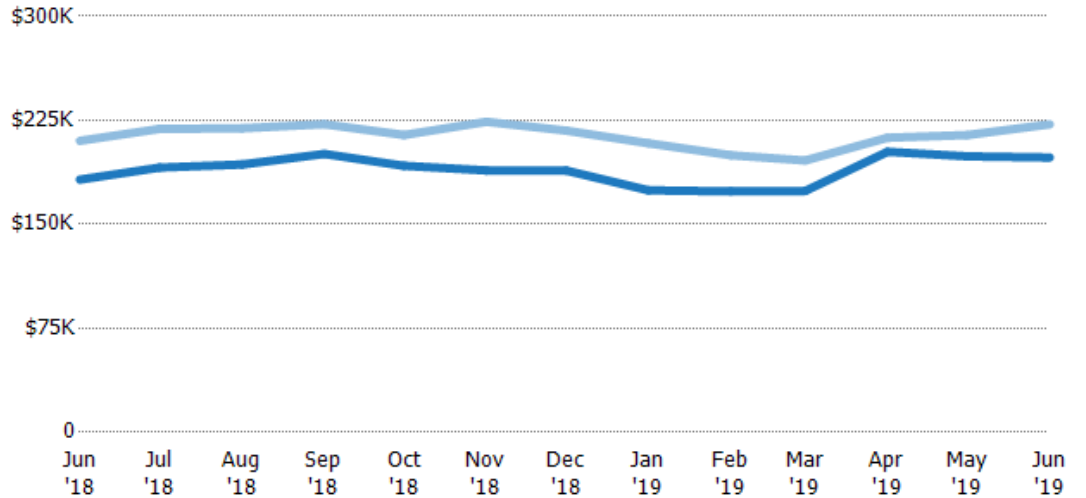
Current Year	\$182K	\$199K	\$192K	\$180K	\$175K	\$199K	\$199K	\$175K	\$172K	\$170K	\$187K	\$195K	\$190K
Prior Year	\$160K	\$172K	\$193K	\$175K	\$179K	\$169K	\$165K	\$169K	\$169K	\$155K	\$162K	\$169K	\$182K
Percent Change from Prior Year	14%	16%	-1%	3%	-2%	18%	21%	4%	2%	10%	15%	15%	4%

## 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,  
Danville, VT 05828, West Danville,  
VT 05873  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



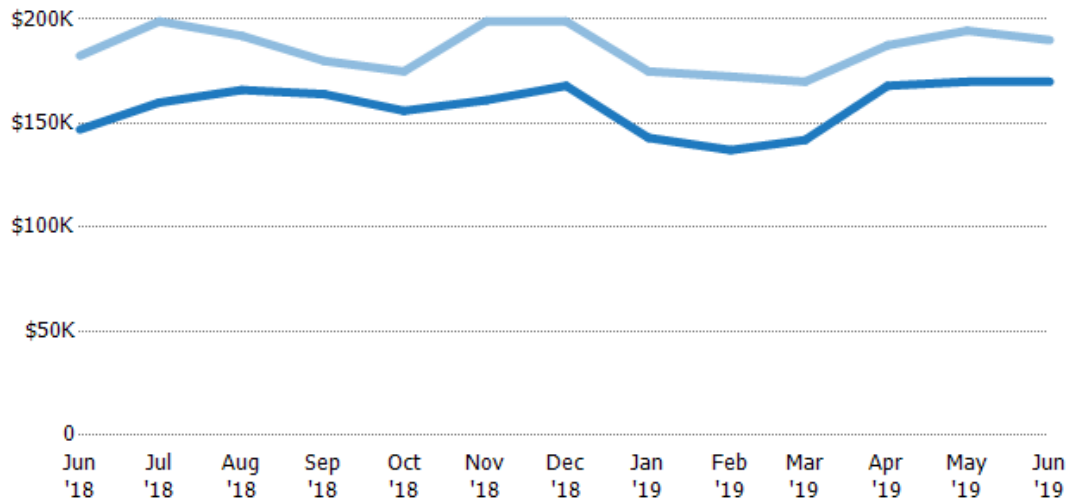
Avg Est Value	\$182K	\$191K	\$193K	\$201K	\$192K	\$189K	\$189K	\$175K	\$174K	\$174K	\$202K	\$199K	\$198K
Avg Listing Price	\$210K	\$219K	\$219K	\$222K	\$214K	\$224K	\$218K	\$208K	\$200K	\$196K	\$212K	\$214K	\$222K
Avg Listing Price as a % of Avg Est Value	115%	115%	114%	111%	112%	119%	115%	119%	115%	113%	105%	108%	112%

## 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,  
Danville, VT 05828, West Danville,  
VT 05873  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Median Est Value	\$147K	\$160K	\$166K	\$164K	\$156K	\$161K	\$168K	\$143K	\$137K	\$142K	\$168K	\$170K	\$170K
Median Listing Price	\$182K	\$199K	\$192K	\$180K	\$175K	\$199K	\$199K	\$175K	\$172K	\$170K	\$187K	\$195K	\$190K
Med Listing Price as a % of Med Est Value	124%	124%	116%	110%	112%	124%	118%	122%	126%	120%	112%	114%	112%

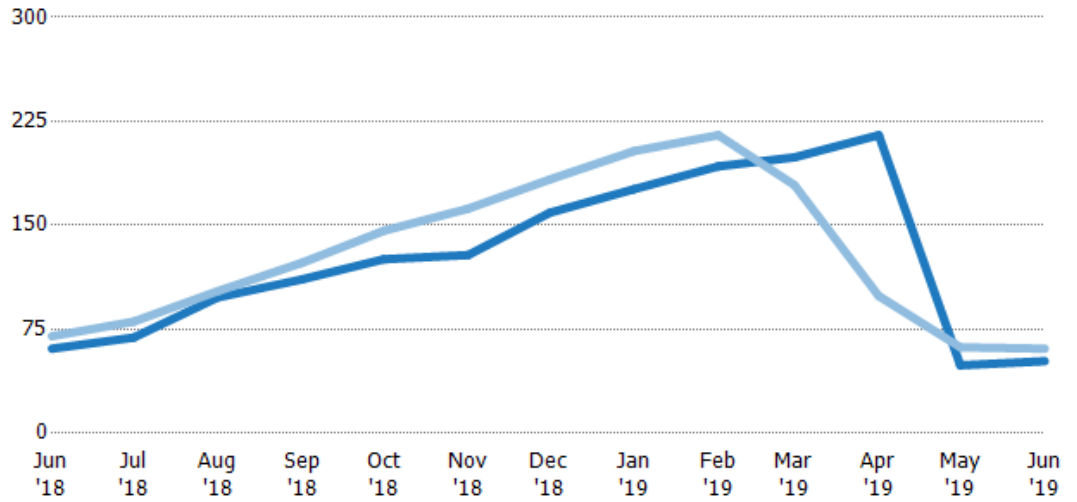
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Jun '19	52	-14.8%
Jun '18	61	-12.9%
Jun '17	70	6.4%



Current Year	61	69	98	111	126	129	159	176	193	199	215	49	52
Prior Year	70	80.5	103	123	146	162	183	204	215	179	99	62	61
Percent Change from Prior Year	-13%	-14%	-4%	-10%	-14%	-21%	-13%	-14%	-10%	11%	117%	-21%	-15%

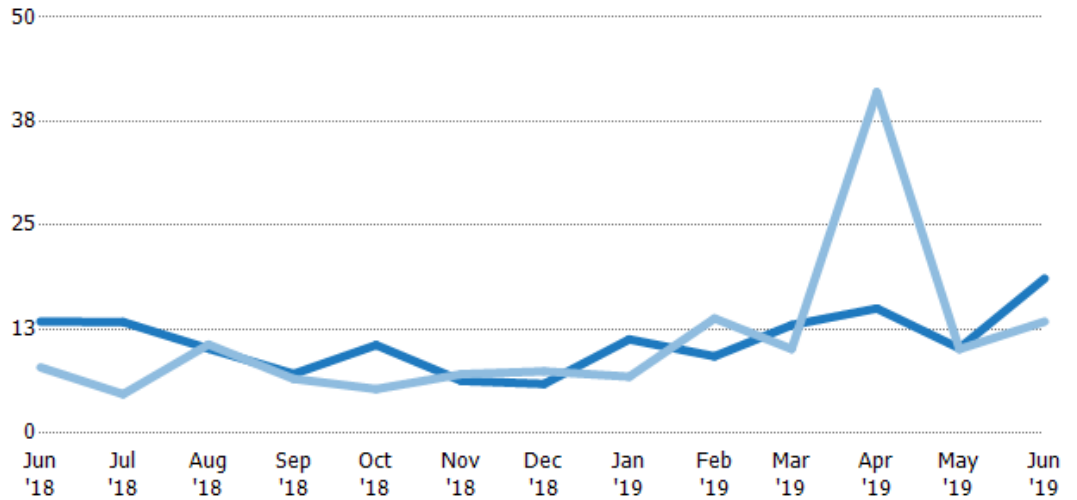
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Jun '19	18.6	38.5%
Jun '18	13.4	69.6%
Jun '17	7.92	81.1%



Current Year	13.4	13.4	10.2	7.13	10.6	6.31	5.92	11.3	9.25	13	15	10.2	18.6
Prior Year	7.92	4.7	10.7	6.54	5.31	7.1	7.44	6.8	13.8	10.1	41	10.1	13.4
Percent Change from Prior Year	70%	185%	-5%	9%	100%	-11%	-20%	66%	-33%	28%	-63%	1%	39%

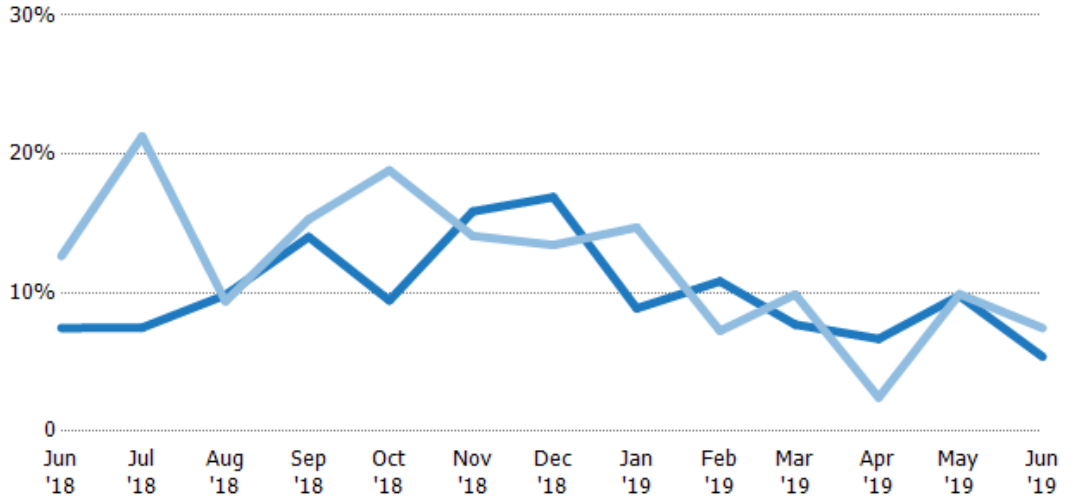
## Absorption Rate

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	7%	7%	10%	14%	9%	16%	17%	9%	11%	8%	7%	10%	5%
Prior Year	13%	21%	9%	15%	19%	14%	13%	15%	7%	10%	2%	10%	7%
Change from Prior Year	5%	14%	0%	1%	9%	-2%	-3%	6%	-4%	2%	-4%	0%	2%

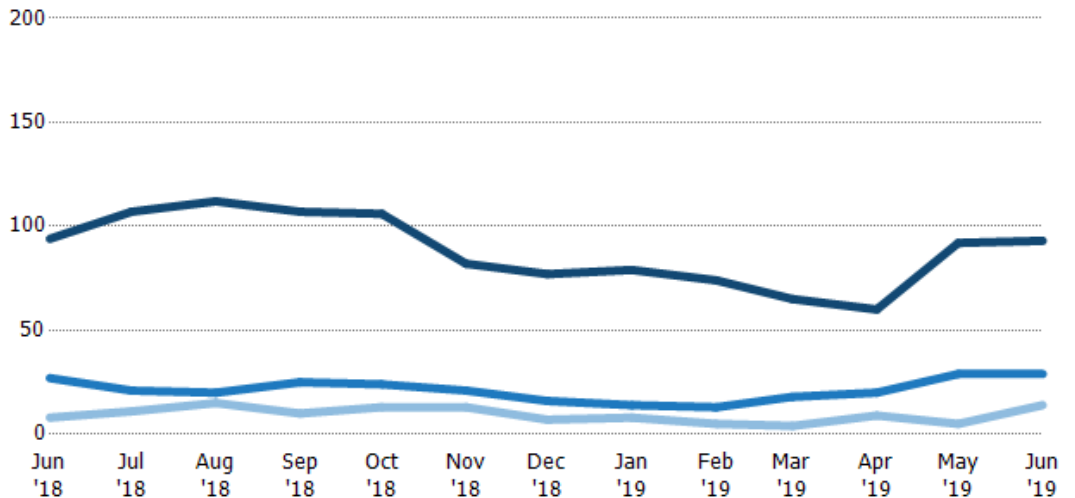
## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	94	107	112	107	106	82	77	79	74	65	60	92	93
Pending	27	21	20	25	24	21	16	14	13	18	20	29	29
Sold	8	11	15	10	13	13	7	8	5	4	9	5	14

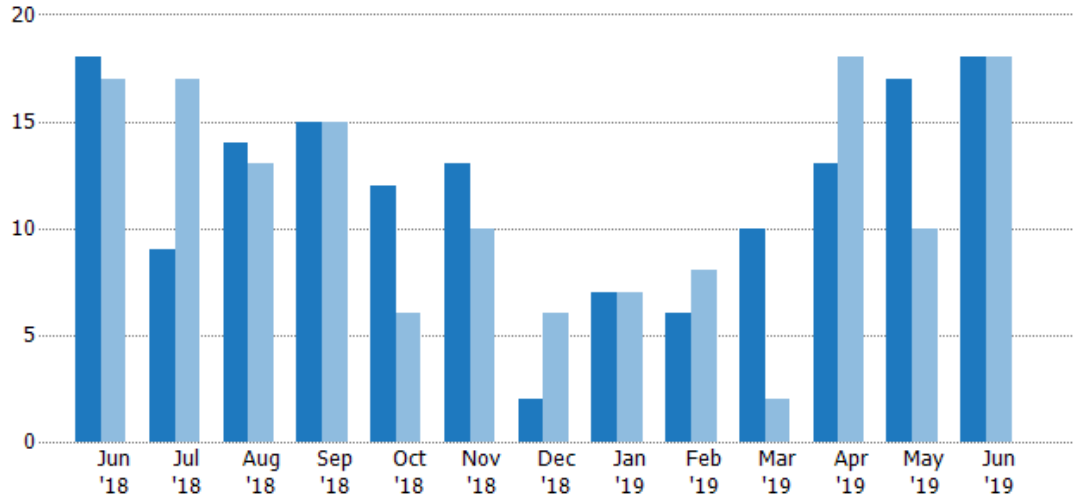
## New Pending Sales

The number 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

Month/Year	Count	% Chg.
Jun '19	18	0%
Jun '18	18	5.9%
Jun '17	17	-64.7%



Current Year	18	9	14	15	12	13	2	7	6	10	13	17	18
Prior Year	17	17	13	15	6	10	6	7	8	2	18	10	18
Percent Change from Prior Year	6%	-47%	8%	0%	100%	30%	-67%	0%	-25%	400%	-28%	70%	0%

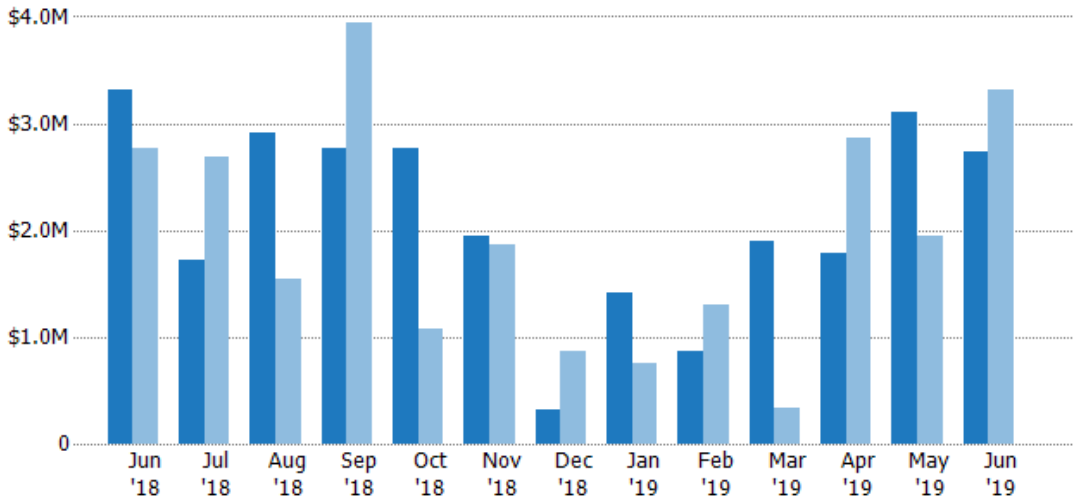
## New Pending Sales Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Jun '19	\$2.74M	-17.5%
Jun '18	\$3.32M	20%
Jun '17	\$2.76M	-67.2%



Current Year	\$3.32M	\$1.72M	\$2.91M	\$2.76M	\$2.77M	\$1.95M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M
Prior Year	\$2.76M	\$2.69M	\$1.54M	\$3.94M	\$1.07M	\$1.87M	\$867K	\$758K	\$1.3M	\$332K	\$2.87M	\$1.95M	\$3.32M
Percent Change from Prior Year	20%	-36%	89%	-30%	159%	4%	-63%	85%	-33%	472%	-38%	59%	-17%



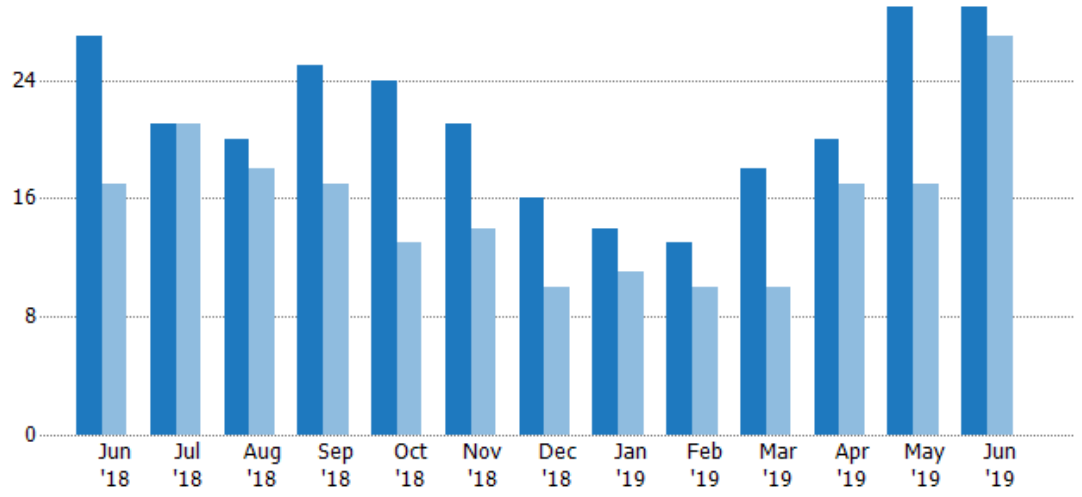
## Pending Sales

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



Month/Year	Count	% Chg.
Jun '19	29	7.4%
Jun '18	27	58.8%
Jun '17	17	0%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	27	21	20	25	24	21	16	14	13	18	20	29	29
Prior Year	17	21	18	17	13	14	10	11	10	10	17	17	27
Percent Change from Prior Year	59%	0%	11%	47%	85%	50%	60%	27%	30%	80%	18%	71%	7%

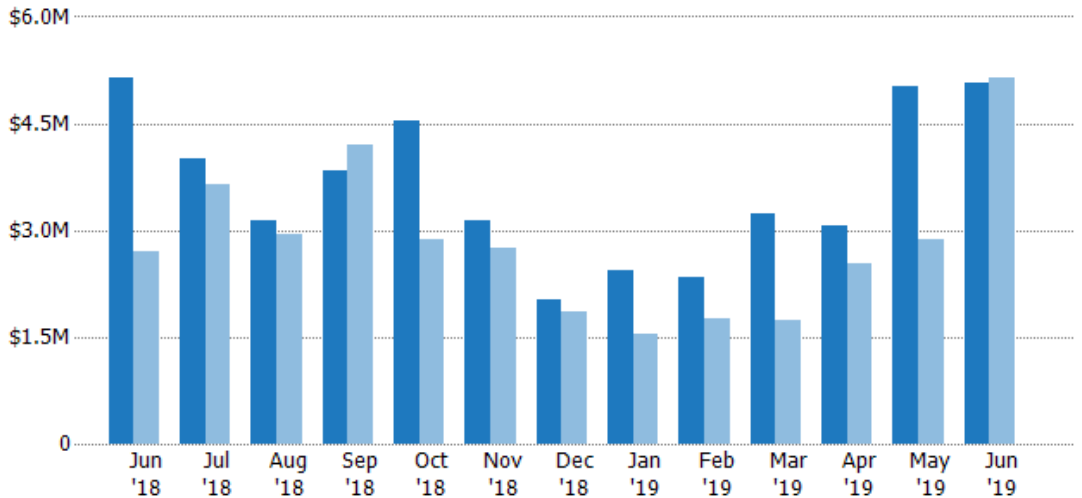
## Pending Sales Volume

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 05873

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



Month/Year	Volume	% Chg.
Jun '19	\$5.08M	-1.4%
Jun '18	\$5.15M	90.6%
Jun '17	\$2.7M	5.3%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$5.15M	\$4.01M	\$3.13M	\$3.85M	\$4.53M	\$3.14M	\$2.03M	\$2.42M	\$2.34M	\$3.23M	\$3.07M	\$5.01M	\$5.08M
Prior Year	\$2.7M	\$3.64M	\$2.94M	\$4.19M	\$2.86M	\$2.75M	\$1.86M	\$1.54M	\$1.76M	\$1.73M	\$2.54M	\$2.86M	\$5.15M
Percent Change from Prior Year	91%	10%	7%	-8%	58%	14%	9%	57%	33%	87%	21%	75%	-1%

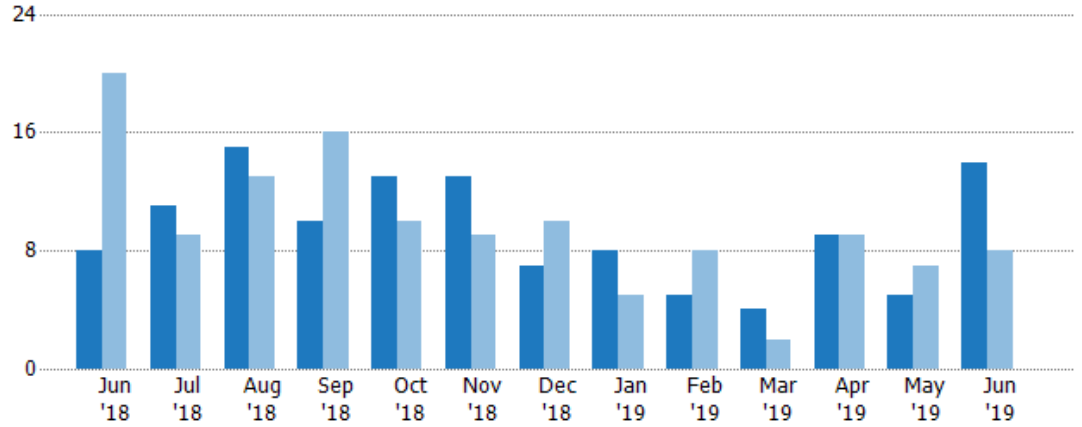
## Closed Sales

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  
Family Residence



Month/Year	Count	% Chg.
Jun '19	14	75%
Jun '18	8	-60%
Jun '17	20	-70%

	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	8	11	15	10	13	13	7	8	5	4	9	5	14
Prior Year	20	9	13	16	10	9	10	5	8	2	9	7	8
Percent Change from Prior Year	-60%	22%	15%	-38%	30%	44%	-30%	60%	-38%	100%	0%	-29%	75%

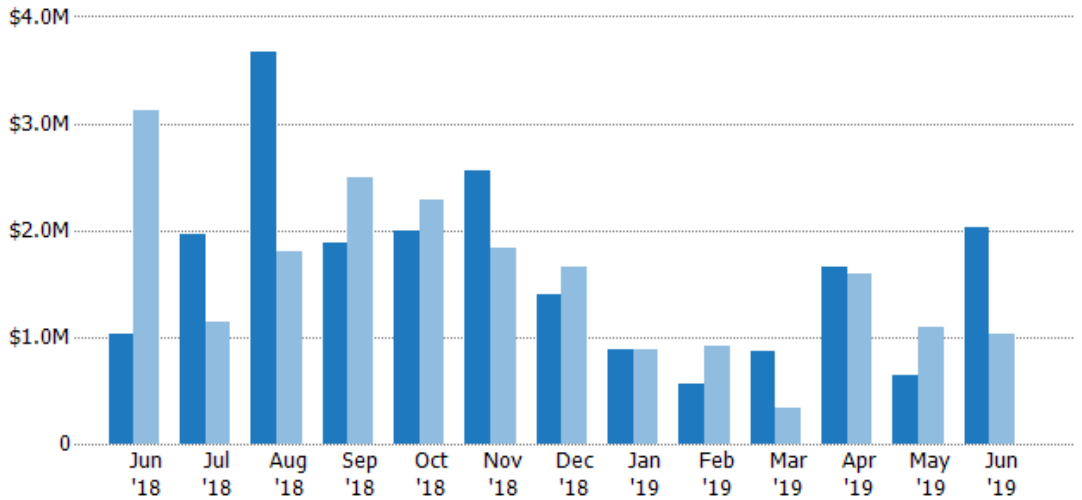
## Closed Sales Volume

The sum of the sales price 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  
Family Residence



Month/Year	Volume	% Chg.
Jun '19	\$2.03M	98.3%
Jun '18	\$1.02M	-67.2%
Jun '17	\$3.12M	-68.9%

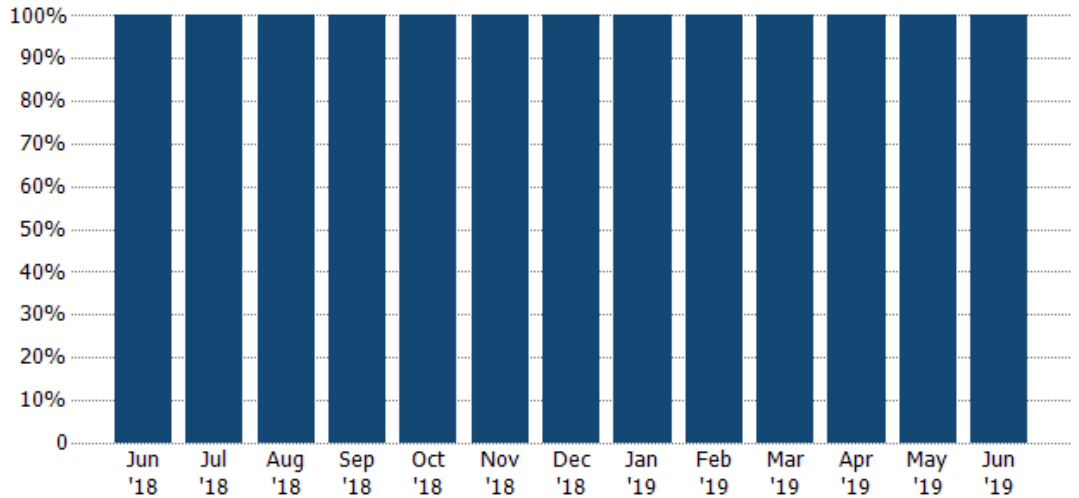
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$1.02M	\$1.96M	\$3.66M	\$1.88M	\$2M	\$2.55M	\$1.4M	\$890K	\$569K	\$864K	\$1.66M	\$640K	\$2.03M
Prior Year	\$3.12M	\$1.13M	\$1.79M	\$2.49M	\$2.28M	\$1.84M	\$1.65M	\$889K	\$916K	\$343K	\$1.58M	\$1.09M	\$1.02M
Percent Change from Prior Year	-67%	73%	104%	-24%	-12%	39%	-15%	0%	-38%	152%	5%	-41%	98%

## Closed Sales by Property Type

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

### Filters Used

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



Single Family Residence

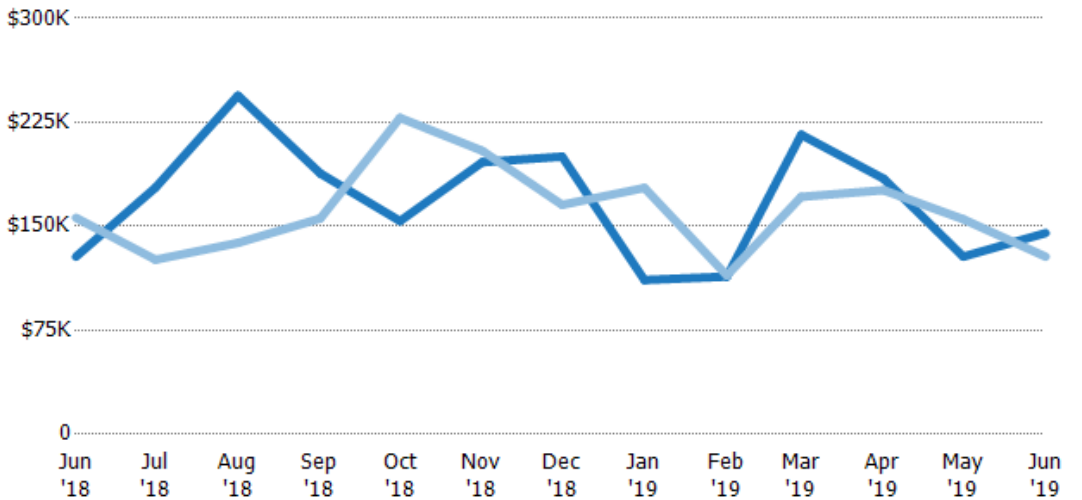
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## Average Sales Price

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

### Filters Used

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



Current Year

\$128K \$178K \$244K \$188K \$154K \$196K \$200K \$111K \$114K \$216K \$184K \$128K \$145K

Prior Year

\$156K \$126K \$138K \$156K \$228K \$204K \$165K \$178K \$115K \$171K \$176K \$155K \$128K

Percent Change from Prior Year

-18% 41% 77% 21% -33% -4% 21% -37% -1% 26% 5% -17% 13%

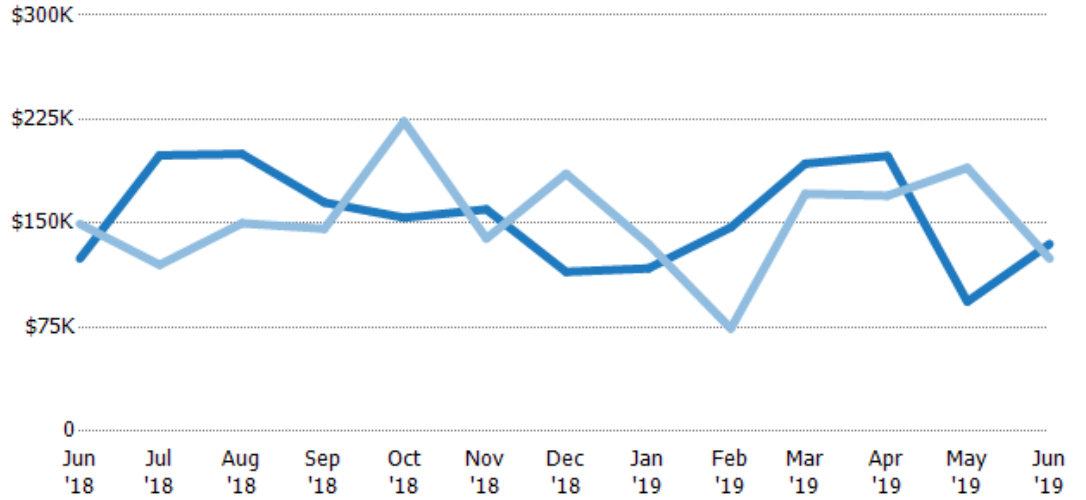
## Median Sales Price

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

Month/ Year	Price	% Chg.
Jun '19	\$135K	8.5%
Jun '18	\$125K	-16.7%
Jun '17	\$150K	20.1%



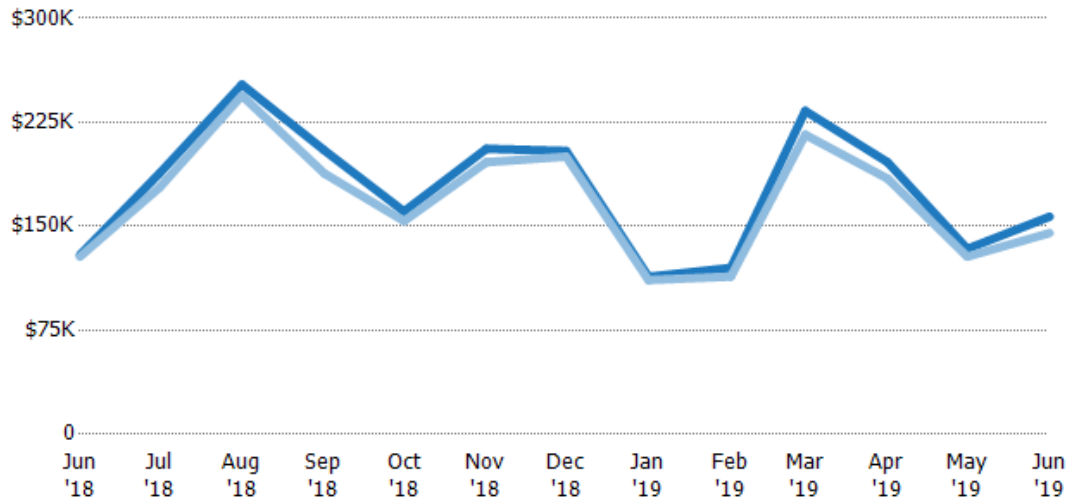
Current Year	\$125K	\$199K	\$200K	\$165K	\$154K	\$160K	\$115K	\$117K	\$147K	\$193K	\$199K	\$93.5K	\$135K
Prior Year	\$150K	\$120K	\$150K	\$146K	\$224K	\$139K	\$186K	\$135K	\$74.1K	\$171K	\$170K	\$190K	\$125K
Percent Change from Prior Year	-17%	66%	33%	13%	-31%	15%	-38%	-13%	98%	13%	17%	-51%	8%

## 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,  
Danville, VT 05828, West Danville,  
VT 05873  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



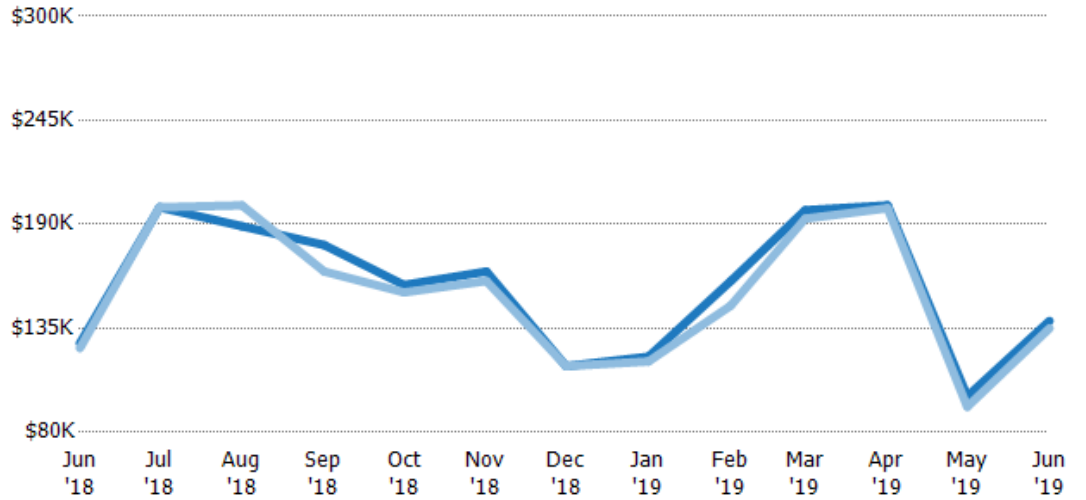
Avg List Price	\$129K	\$188K	\$252K	\$205K	\$161K	\$206K	\$204K	\$114K	\$120K	\$233K	\$196K	\$134K	\$157K
Avg Sales Price	\$128K	\$178K	\$244K	\$188K	\$154K	\$196K	\$200K	\$111K	\$114K	\$216K	\$184K	\$128K	\$145K
Avg Sales Price as a % of Avg List Price	99%	95%	97%	92%	96%	95%	98%	98%	95%	93%	94%	96%	92%

## 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,  
Danville, VT 05828, West Danville,  
VT 05873  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



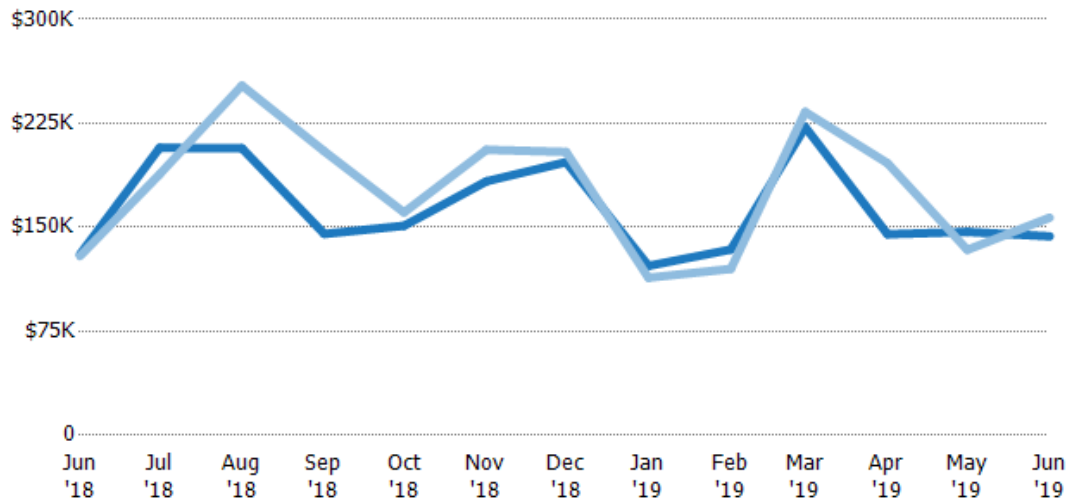
Median List Price	\$127K	\$199K	\$189K	\$179K	\$158K	\$165K	\$115K	\$120K	\$160K	\$197K	\$200K	\$99K	\$139K
Median Sales Price	\$125K	\$199K	\$200K	\$165K	\$154K	\$160K	\$115K	\$117K	\$147K	\$193K	\$199K	\$93.5K	\$135K
Med Sales Price as a % of Med List Price	98%	100%	106%	92%	98%	97%	100%	98%	92%	98%	99%	94%	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,  
Danville, VT 05828, West Danville,  
VT 05873  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Avg Est Value	\$130K	\$207K	\$207K	\$145K	\$151K	\$183K	\$197K	\$122K	\$134K	\$222K	\$145K	\$147K	\$143K
Avg Sales Price	\$129K	\$188K	\$252K	\$205K	\$161K	\$206K	\$204K	\$114K	\$120K	\$233K	\$196K	\$134K	\$157K
Avg Sales Price as a % of Avg Est Value	99%	91%	122%	141%	106%	112%	104%	93%	90%	105%	135%	91%	109%

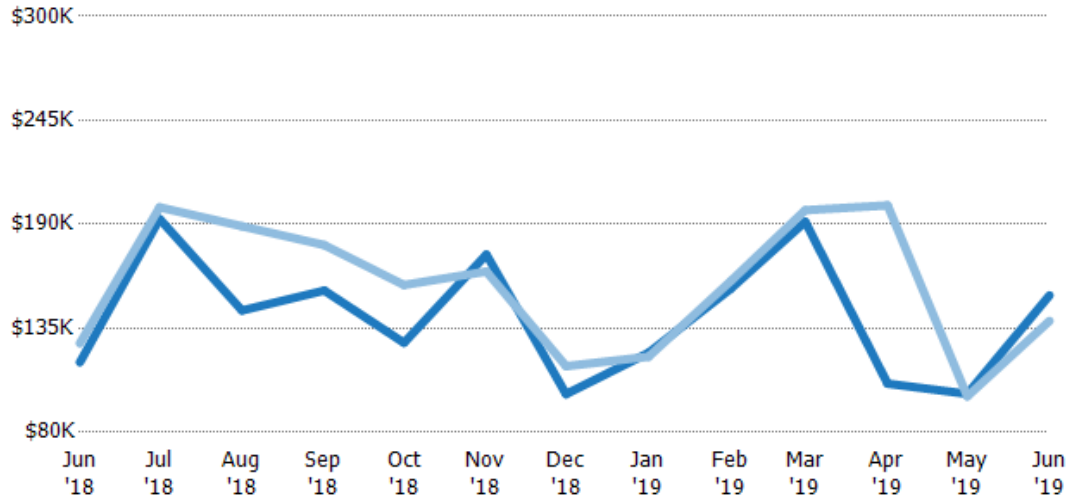
## Median Sales Price vs Median Est Value

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,  
Danville, VT 05828, West Danville,  
VT 05873

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$117K	\$193K	\$144K	\$155K	\$127K	\$174K	\$100K	\$122K	\$156K	\$191K	\$106K	\$100K	\$153K
Median Sales Price	\$127K	\$199K	\$189K	\$179K	\$158K	\$165K	\$115K	\$120K	\$160K	\$197K	\$200K	\$99K	\$139K
Med Sales Price as a % of Med Est Value	109%	103%	131%	116%	124%	95%	115%	98%	103%	103%	189%	99%	91%