

## Summary of Key Listing and Sales Metrics

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

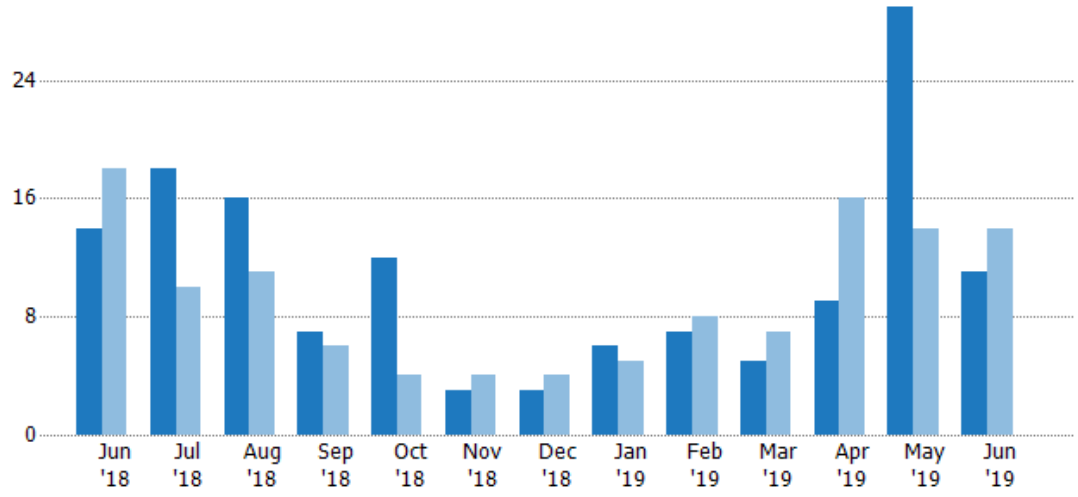
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11	14	-21.4%	67	64	+4.7%
New Listing Volume	\$2,237,850	\$3,171,400	-29.4%	\$12,520,550	\$11,687,150	+7.1%
Active Listing Count	57	58	-1.7%	N/A	N/A	
Active Listing Volume	\$11,274,400	\$11,681,550	-3.5%	N/A	N/A	
Average Listing Price	\$197,796	\$201,406	-1.8%	\$188,543	\$188,923	-0.2%
Median Listing Price	\$149,500	\$167,000	-10.5%	\$150,195	\$157,655	-4.7%
Median Days in RPR	72	80	-10%	139.31	147.75	-5.7%
Months of Inventory	11.4	11.6	-1.7%	13.5	8.2	+65%
Absorption Rate	8.77%	8.62%	+0.2%	7.41%	12.22%	-4.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	12	-16.7%	53	41	+29.3%
New Pending Sales Volume	\$1,444,200	\$2,156,850	-33%	\$8,426,599	\$6,336,850	+33%
Pending Sales Count	23	19	+21.1%	N/A	N/A	
Pending Sales Volume	\$3,974,700	\$3,635,250	+9.3%	N/A	N/A	
Closed Sales Count	11	5	+120%	36	24	+50%
Closed Sales Volume	\$1,511,600	\$552,500	+173.6%	\$4,710,650	\$3,212,299	+46.6%
Average Sales Price	\$137,418	\$110,500	+24.4%	\$130,851	\$133,846	-2.2%
Median Sales Price	\$126,100	\$118,000	+6.9%	\$116,950	\$119,350	-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.
Jun '19	11	-21.4%
Jun '18	14	-22.2%
Jun '17	18	-27.8%

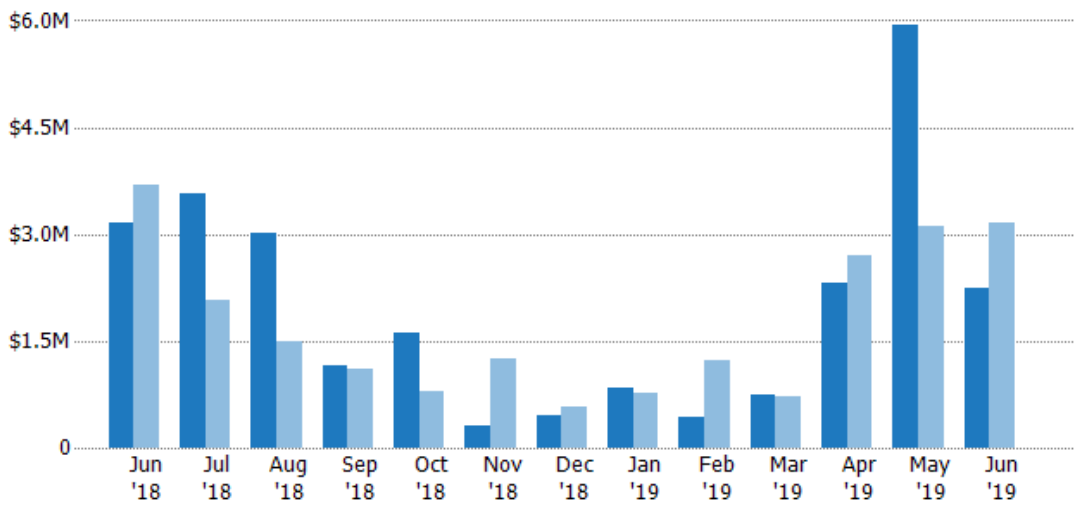
Current Year	14	18	16	7	12	3	3	6	7	5	9	29	11
Prior Year	18	10	11	6	4	4	4	5	8	7	16	14	14
Percent Change from Prior Year	-22%	80%	45%	17%	200%	-25%	-25%	20%	-13%	-29%	-44%	107%	-21%

## 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.
Jun '19	\$2.24M	-29.4%
Jun '18	\$3.17M	-14.1%
Jun '17	\$3.69M	-45.8%

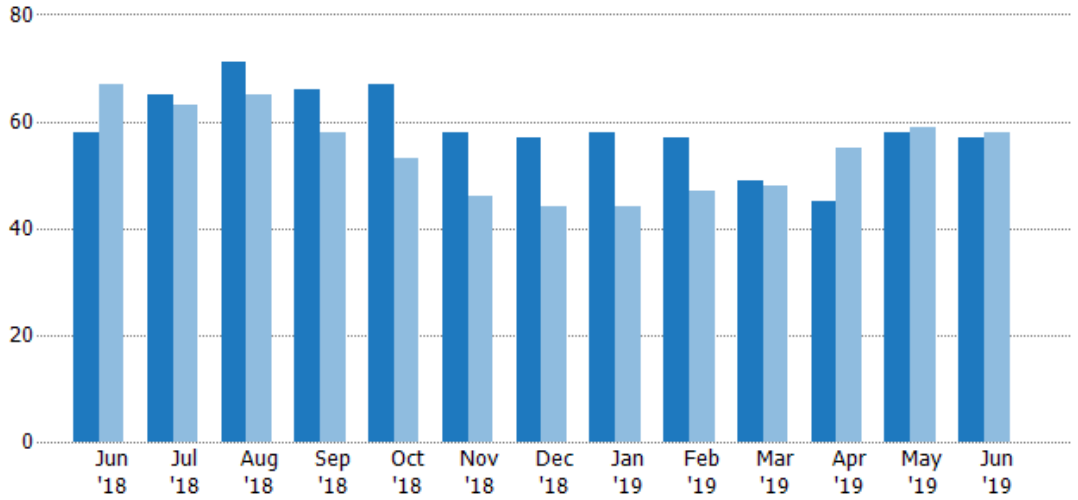
Current Year	\$3.17M	\$3.58M	\$3.01M	\$1.14M	\$1.62M	\$309K	\$449K	\$851K	\$433K	\$745K	\$2.32M	\$5.93M	\$2.24M
Prior Year	\$3.69M	\$2.07M	\$1.5M	\$1.1M	\$803K	\$1.24M	\$575K	\$775K	\$1.23M	\$710K	\$2.7M	\$3.1M	\$3.17M
Percent Change from Prior Year	-14%	73%	101%	4%	102%	-75%	-22%	10%	-65%	5%	-14%	91%	-29%

## 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



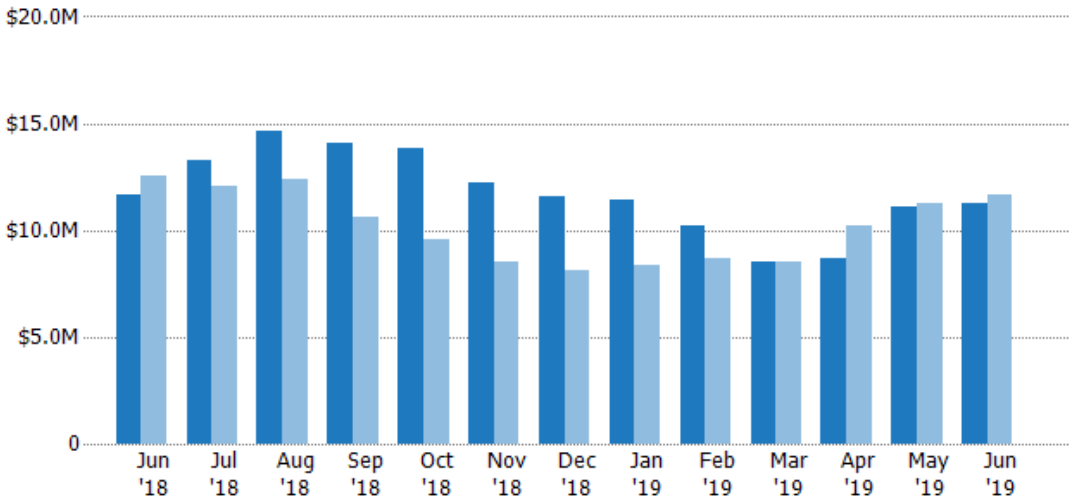
Month/Year	Count	% Chg.
Jun '19	57	-1.7%
Jun '18	58	-13.4%
Jun '17	67	-13.4%

## 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.
Jun '19	\$11.3M	-3.5%
Jun '18	\$11.7M	-6.8%
Jun '17	\$12.5M	-28.2%

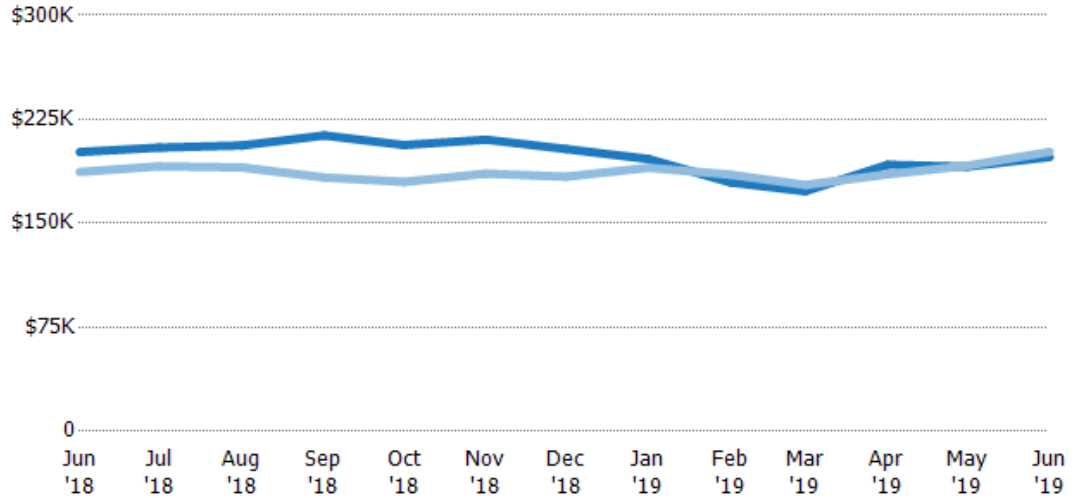
## Average Listing Price

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.
Jun '19	\$198K	-1.8%
Jun '18	\$201K	7.7%
Jun '17	\$187K	-17.1%



Current Year	\$201K	\$205K	\$206K	\$213K	\$206K	\$210K	\$204K	\$196K	\$179K	\$173K	\$192K	\$191K	\$198K
Prior Year	\$187K	\$191K	\$190K	\$183K	\$180K	\$186K	\$184K	\$190K	\$185K	\$178K	\$185K	\$191K	\$201K
Percent Change from Prior Year	8%	7%	8%	17%	15%	13%	11%	3%	-3%	-3%	4%	0%	-2%

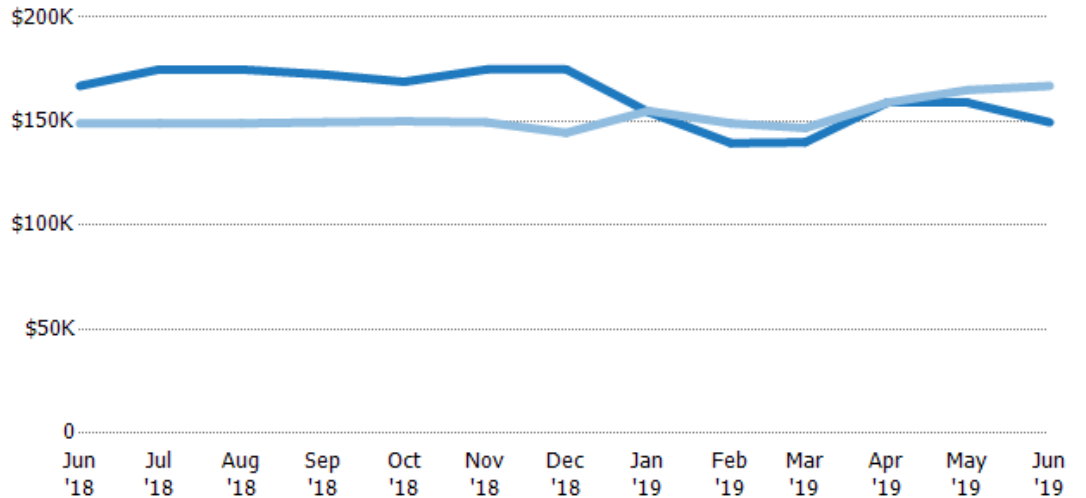
## Median Listing Price

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.
Jun '19	\$150K	-10.5%
Jun '18	\$167K	12.1%
Jun '17	\$149K	-19.7%



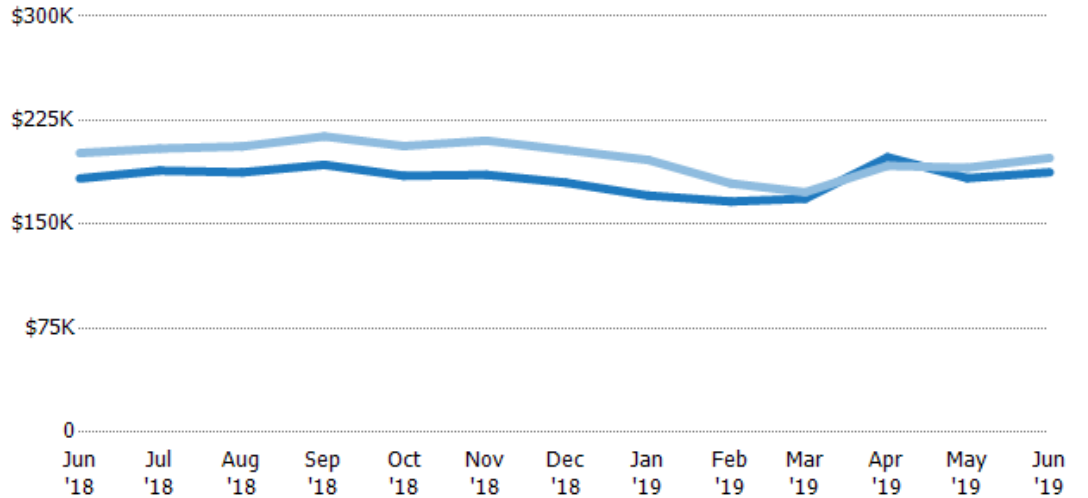
Current Year	\$167K	\$175K	\$175K	\$172K	\$169K	\$175K	\$175K	\$154K	\$140K	\$140K	\$159K	\$159K	\$150K
Prior Year	\$149K	\$149K	\$149K	\$150K	\$150K	\$150K	\$144K	\$155K	\$149K	\$147K	\$159K	\$165K	\$167K
Percent Change from Prior Year	12%	17%	17%	15%	13%	17%	21%	0%	-6%	-5%	0%	-4%	-10%

## 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

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



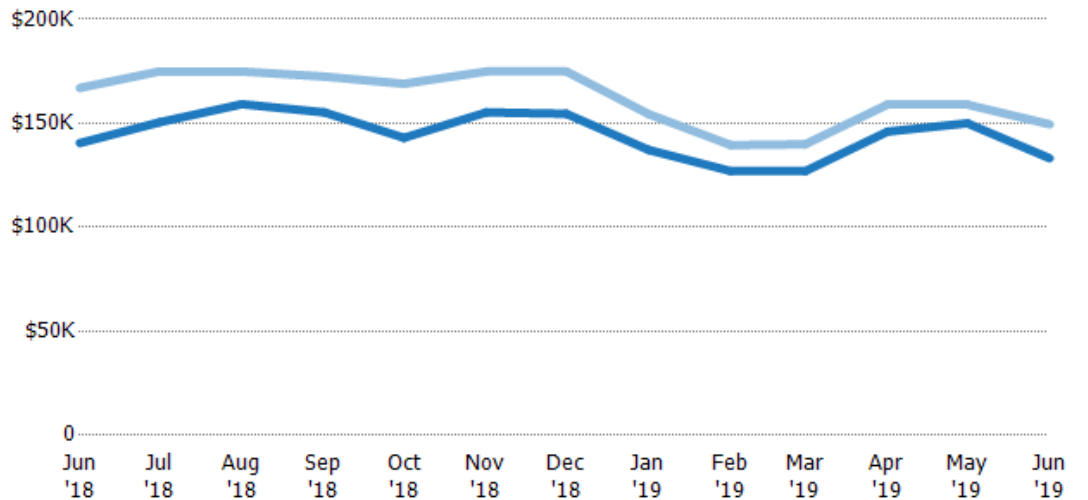
Avg Est Value	\$183K	\$189K	\$187K	\$193K	\$185K	\$186K	\$180K	\$171K	\$166K	\$168K	\$198K	\$183K	\$187K
Avg Listing Price	\$201K	\$205K	\$206K	\$213K	\$206K	\$210K	\$204K	\$196K	\$179K	\$173K	\$192K	\$191K	\$198K
Avg Listing Price as a % of Avg Est Value	110%	108%	110%	111%	112%	113%	113%	115%	108%	103%	97%	104%	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.

### 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	\$141K	\$151K	\$159K	\$155K	\$143K	\$155K	\$155K	\$137K	\$127K	\$127K	\$146K	\$150K	\$133K
Median Listing Price	\$167K	\$175K	\$175K	\$172K	\$169K	\$175K	\$175K	\$154K	\$140K	\$140K	\$159K	\$159K	\$150K
Med Listing Price as a % of Med Est Value	119%	116%	110%	111%	118%	113%	113%	113%	110%	110%	109%	106%	112%

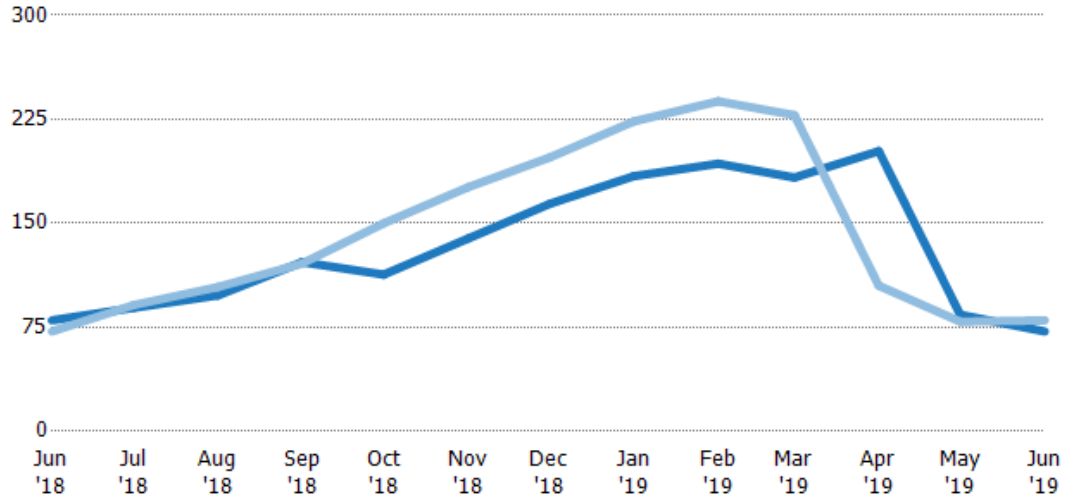
## Median Days in RPR

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.
Jun '19	72	-10%
Jun '18	80	11.1%
Jun '17	72	0.7%



Current Year	80	89	98	122	113	139	164	184	193	183	202	84	72
Prior Year	72	91	104	121	150	176	198	224	238	228	105	79	80
Percent Change from Prior Year	11%	-2%	-6%	1%	-25%	-21%	-17%	-18%	-19%	-20%	92%	6%	-10%

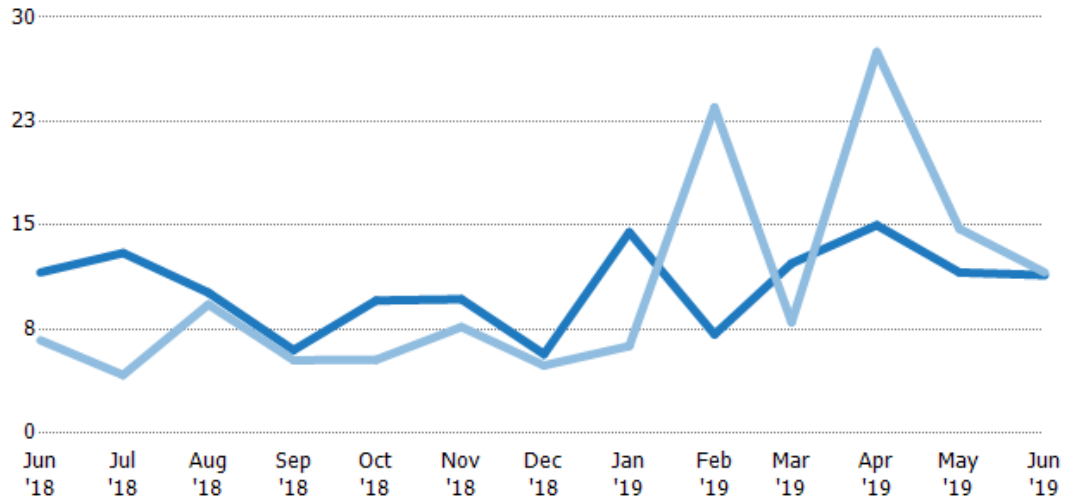
## Months of Inventory

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.
Jun '19	11.4	-1.7%
Jun '18	11.6	73.1%
Jun '17	6.7	116.4%



Current Year	11.6	13	10.1	6	9.57	9.67	5.7	14.5	7.13	12.3	15	11.6	11.4
Prior Year	6.7	4.2	9.29	5.27	5.3	7.67	4.89	6.29	23.5	8	27.5	14.8	11.6
Percent Change from Prior Year	73%	210%	9%	14%	81%	26%	17%	131%	-70%	53%	-45%	-21%	-2%

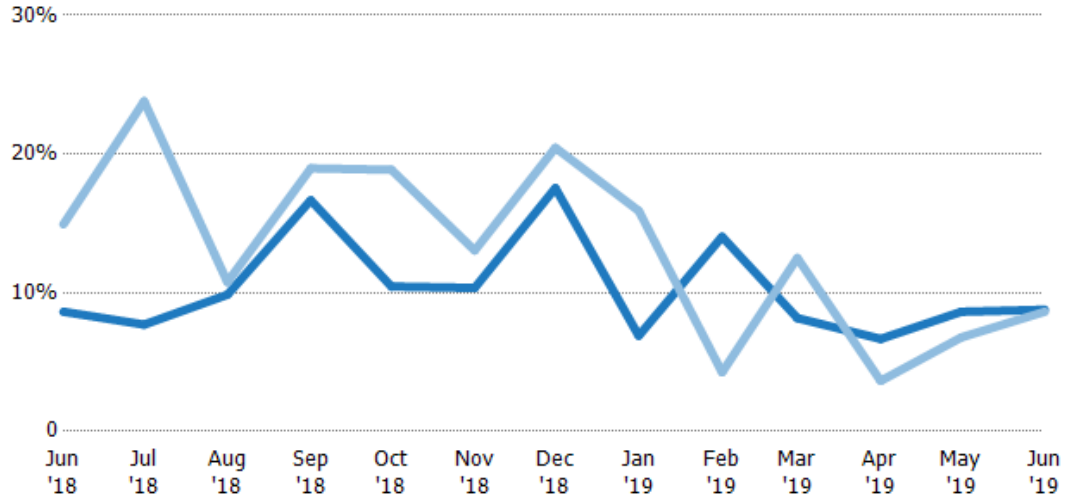
## Absorption Rate

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.
Jun '19	9%	-0.2%
Jun '18	9%	6.3%
Jun '17	15%	-53.8%



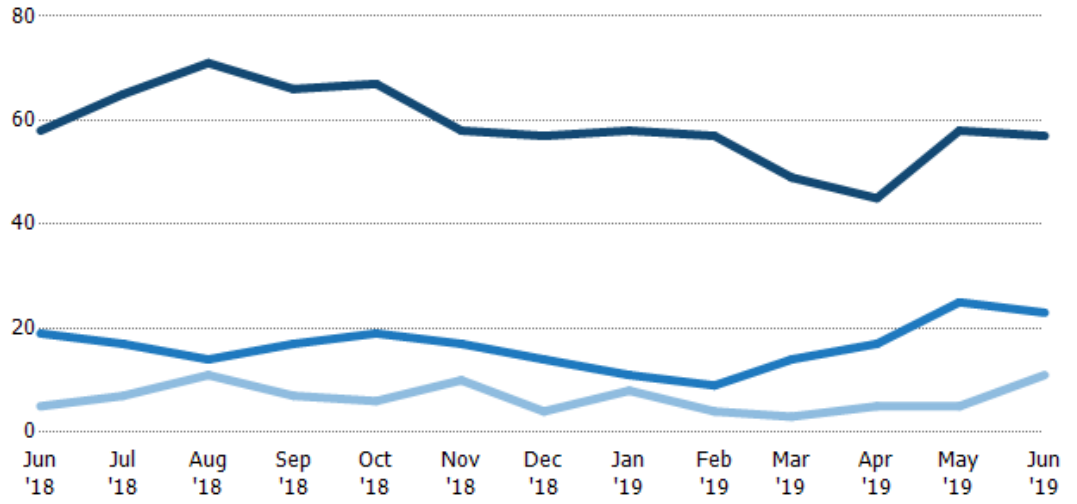
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	9%	8%	10%	17%	10%	10%	18%	7%	14%	8%	7%	9%	9%
Prior Year	15%	24%	11%	19%	19%	13%	20%	16%	4%	13%	4%	7%	9%
Change from Prior Year	6%	16%	1%	2%	8%	3%	3%	9%	-10%	4%	-3%	-2%	0%

## 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



	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	58	65	71	66	67	58	57	58	57	49	45	58	57
Pending	19	17	14	17	19	17	14	11	9	14	17	25	23
Sold	5	7	11	7	6	10	4	8	4	3	5	5	11

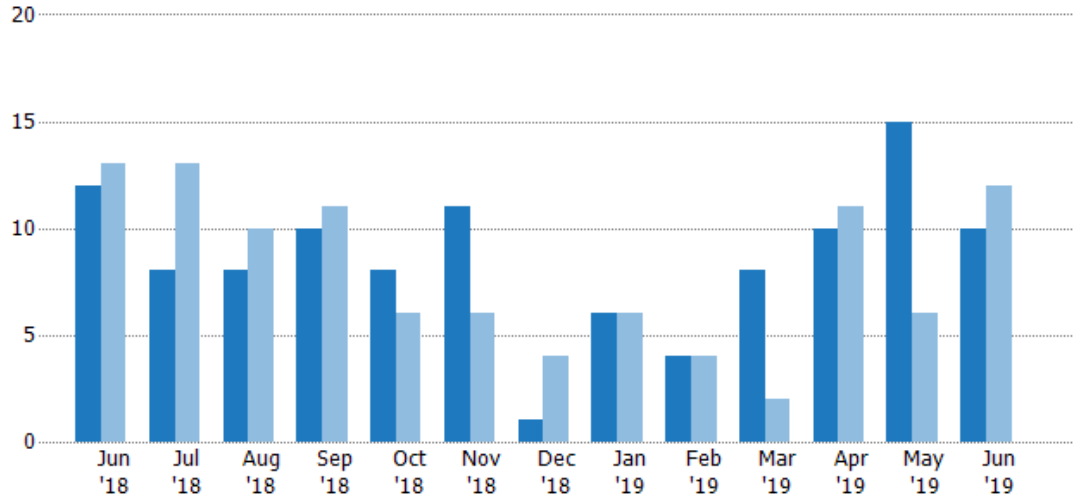
## New Pending Sales

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.
Jun '19	10	-16.7%
Jun '18	12	-7.7%
Jun '17	13	-61.5%



Current Year	12	8	8	10	8	11	1	6	4	8	10	15	10
Prior Year	13	13	10	11	6	6	4	6	4	2	11	6	12
Percent Change from Prior Year	-8%	-38%	-20%	-9%	33%	83%	-75%	0%	0%	300%	-9%	150%	-17%

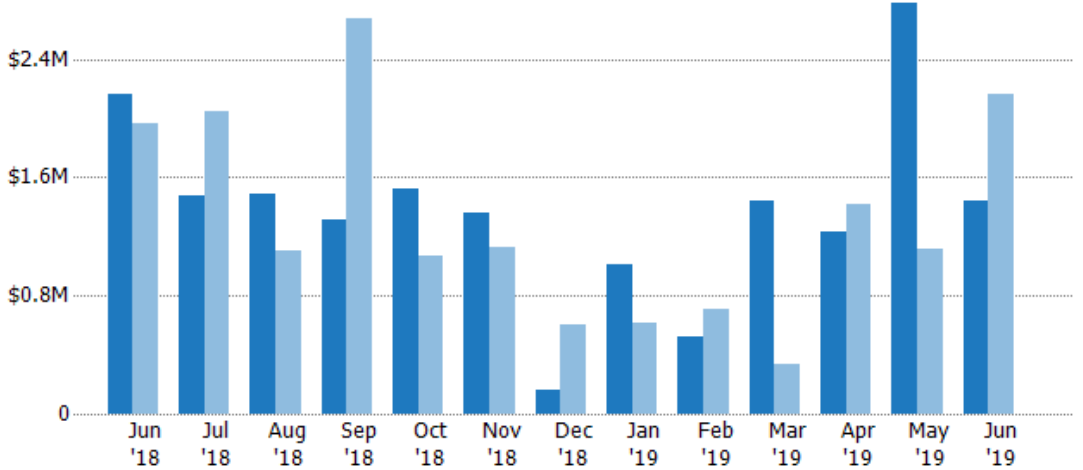
## New Pending Sales Volume

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.
Jun '19	\$1.44M	-33%
Jun '18	\$2.16M	9.6%
Jun '17	\$1.97M	-58.9%



Current Year	\$2.16M	\$1.48M	\$1.48M	\$1.32M	\$1.52M	\$1.36M	\$158K	\$1.01M	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M
Prior Year	\$1.97M	\$2.05M	\$1.1M	\$2.67M	\$1.07M	\$1.13M	\$603K	\$613K	\$708K	\$332K	\$1.42M	\$1.11M	\$2.16M
Percent Change from Prior Year	10%	-28%	35%	-51%	42%	20%	-74%	64%	-26%	335%	-13%	150%	-33%



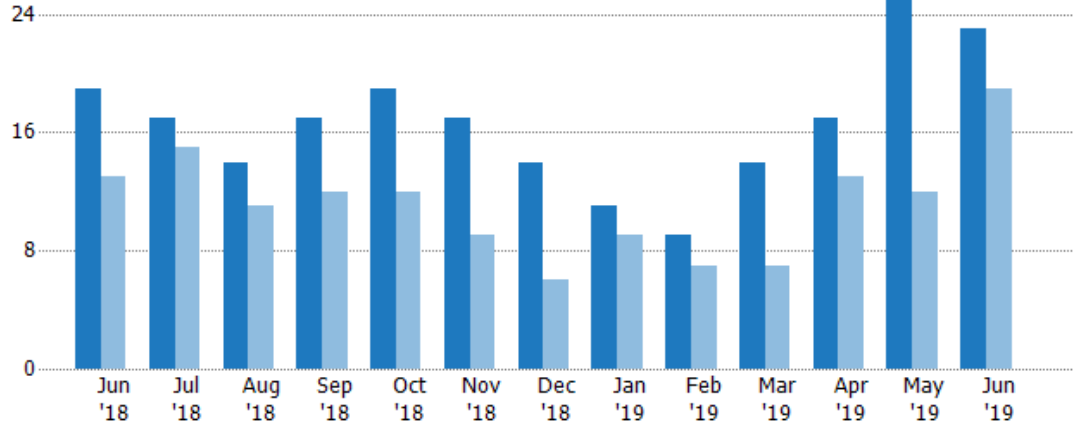
## Pending Sales

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.
Jun '19	23	21.1%
Jun '18	19	46.2%
Jun '17	13	0%



Current Year	19	17	14	17	19	17	14	11	9	14	17	25	23
Prior Year	13	15	11	12	12	9	6	9	7	7	13	12	19
Percent Change from Prior Year	46%	13%	27%	42%	58%	89%	133%	22%	29%	100%	31%	108%	21%

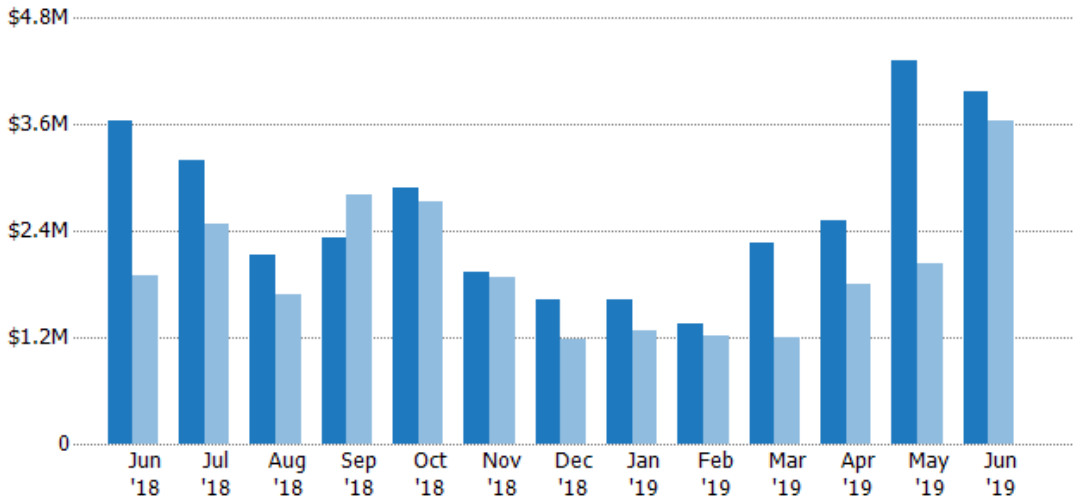
## Pending Sales Volume

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.
Jun '19	\$3.97M	9.3%
Jun '18	\$3.64M	90.9%
Jun '17	\$1.9M	19.4%



Current Year	\$3.64M	\$3.2M	\$2.13M	\$2.32M	\$2.88M	\$1.94M	\$1.63M	\$1.62M	\$1.35M	\$2.26M	\$2.51M	\$4.33M	\$3.97M
Prior Year	\$1.9M	\$2.48M	\$1.68M	\$2.8M	\$2.74M	\$1.88M	\$1.18M	\$1.28M	\$1.22M	\$1.19M	\$1.8M	\$2.03M	\$3.64M
Percent Change from Prior Year	91%	29%	27%	-17%	5%	3%	38%	27%	10%	90%	39%	114%	9%

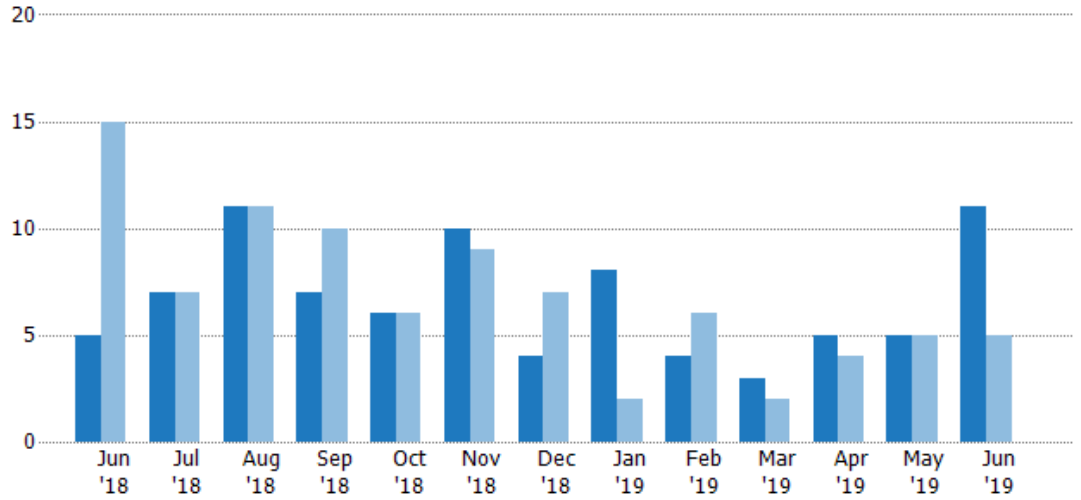
## Closed Sales

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.
Jun '19	11	120%
Jun '18	5	-66.7%
Jun '17	15	-80%



Current Year	5	7	11	7	6	10	4	8	4	3	5	5	11
Prior Year	15	7	11	10	6	9	7	2	6	2	4	5	5
Percent Change from Prior Year	-67%	0%	0%	-30%	0%	11%	-43%	300%	-33%	50%	25%	0%	120%

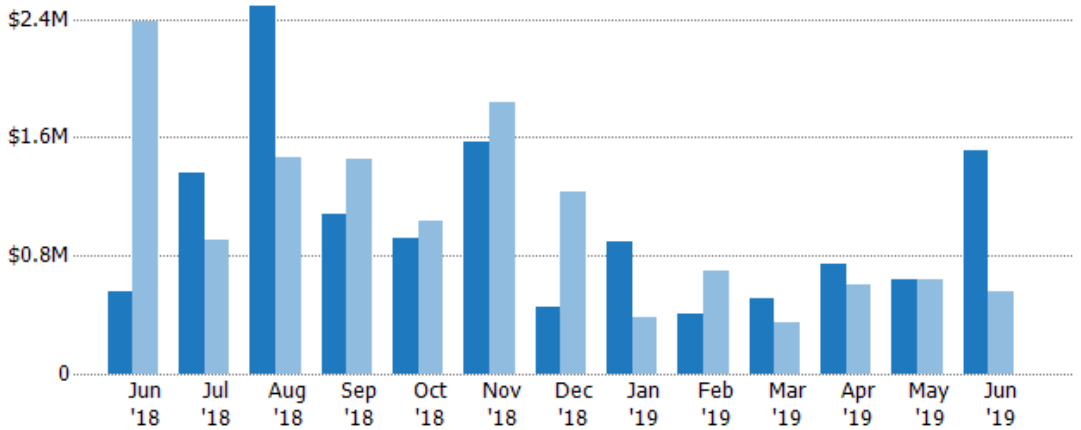
## Closed Sales Volume

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.
Jun '19	\$1.51M	173.6%
Jun '18	\$553K	-76.8%
Jun '17	\$2.39M	-86.4%



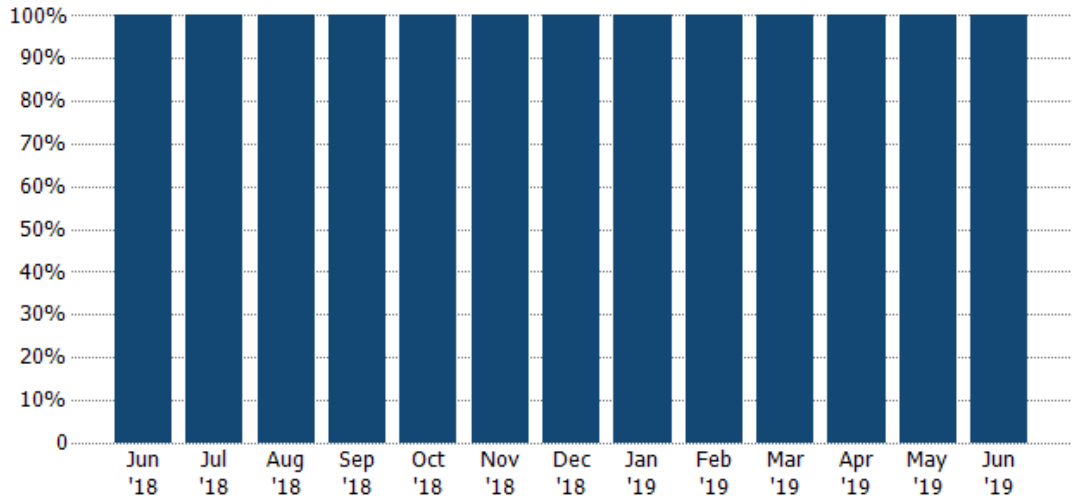
Current Year	\$553K	\$1.36M	\$2.49M	\$1.08M	\$914K	\$1.57M	\$452K	\$890K	\$409K	\$514K	\$746K	\$640K	\$1.51M
Prior Year	\$2.39M	\$904K	\$1.46M	\$1.46M	\$1.03M	\$1.84M	\$1.23M	\$383K	\$700K	\$343K	\$599K	\$635K	\$553K
Percent Change from Prior Year	-77%	50%	70%	-26%	-11%	-14%	-63%	133%	-42%	50%	25%	1%	174%

## 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

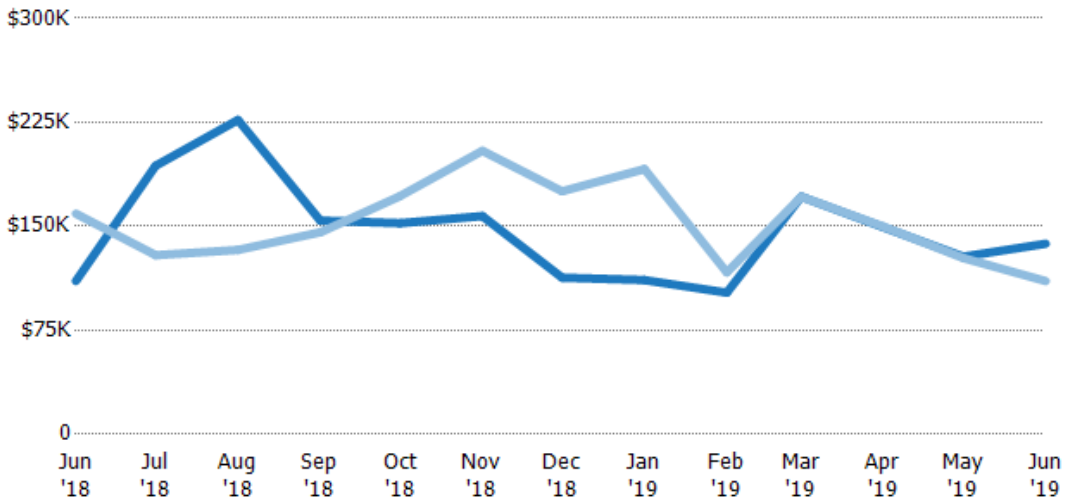
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

\$111K \$194K \$227K \$154K \$152K \$157K \$113K \$111K \$102K \$171K \$149K \$128K \$137K  
 \$159K \$129K \$133K \$146K \$172K \$204K \$175K \$191K \$117K \$171K \$150K \$127K \$111K  
 -31% 50% 70% 6% -11% -23% -36% -42% -13% 0% 0% 1% 24%

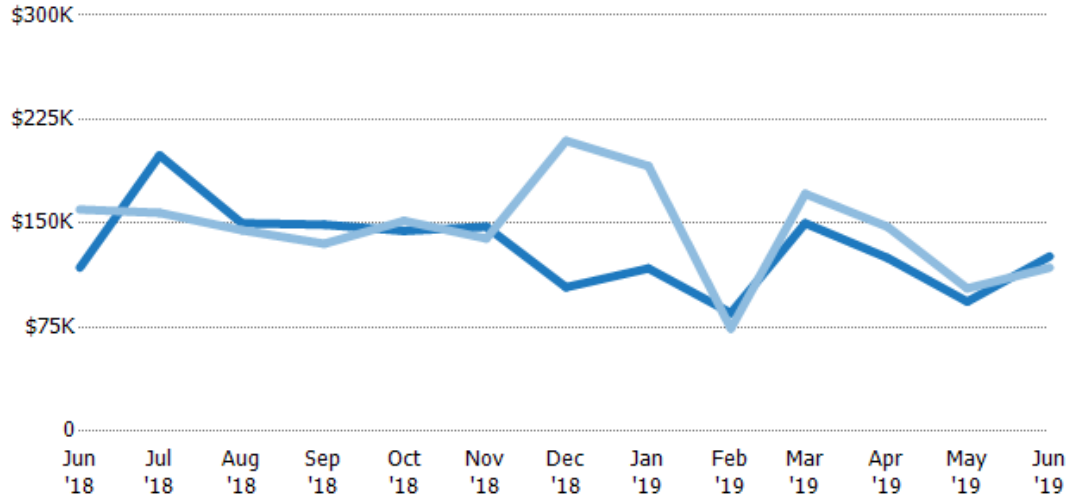
## Median Sales Price

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.
Jun '19	\$126K	6.9%
Jun '18	\$118K	-26.2%
Jun '17	\$160K	-18.7%



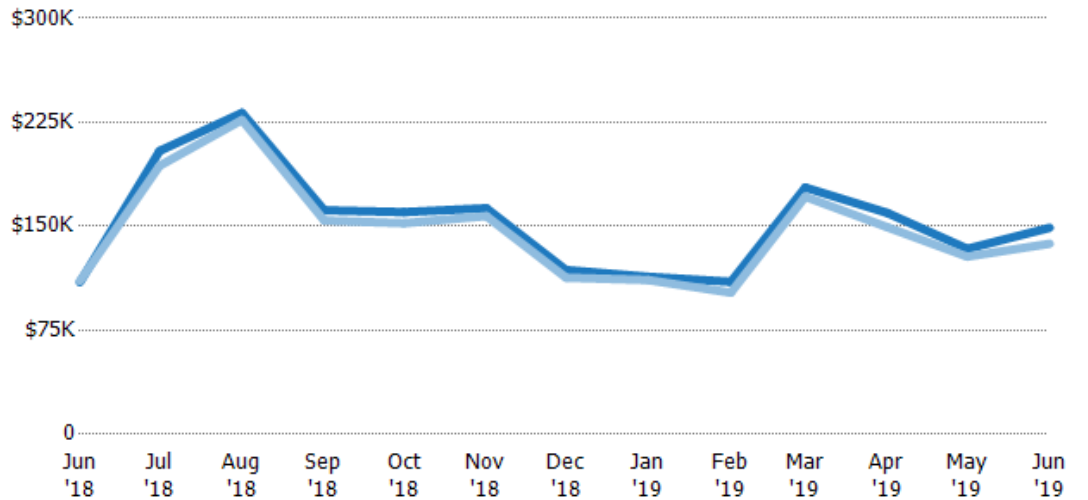
Current Year	\$118K	\$199K	\$150K	\$149K	\$145K	\$148K	\$104K	\$117K	\$85.3K	\$150K	\$125K	\$93.5K	\$126K
Prior Year	\$160K	\$158K	\$145K	\$135K	\$152K	\$139K	\$210K	\$191K	\$74.1K	\$171K	\$147K	\$103K	\$118K
Percent Change from Prior Year	-26%	26%	3%	10%	-5%	6%	-50%	-39%	15%	-12%	-15%	-9%	7%

## 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



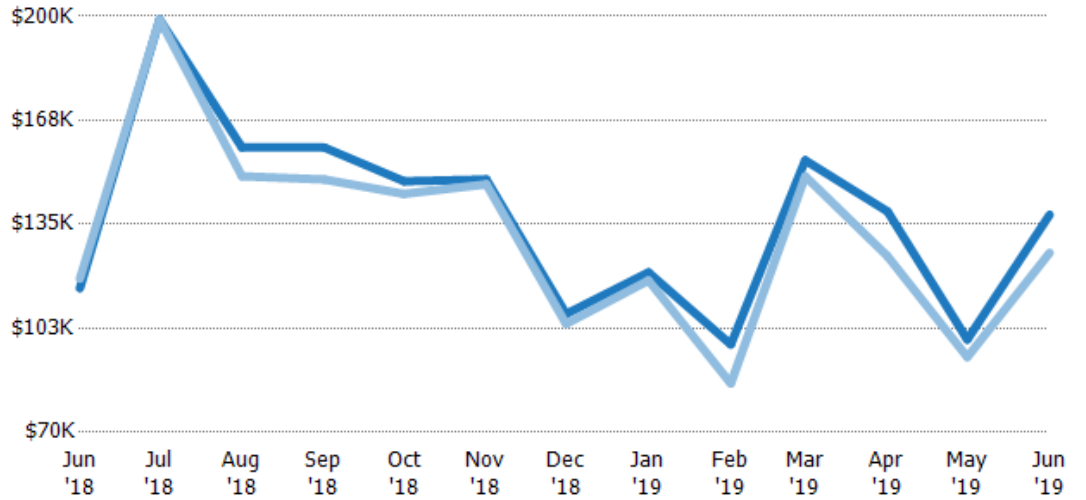
Avg List Price	\$110K	\$204K	\$232K	\$162K	\$160K	\$163K	\$118K	\$114K	\$110K	\$178K	\$160K	\$134K	\$149K
Avg Sales Price	\$111K	\$194K	\$227K	\$154K	\$152K	\$157K	\$113K	\$111K	\$102K	\$171K	\$149K	\$128K	\$137K
Avg Sales Price as a % of Avg List Price	101%	95%	98%	95%	95%	97%	95%	98%	93%	96%	94%	96%	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,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



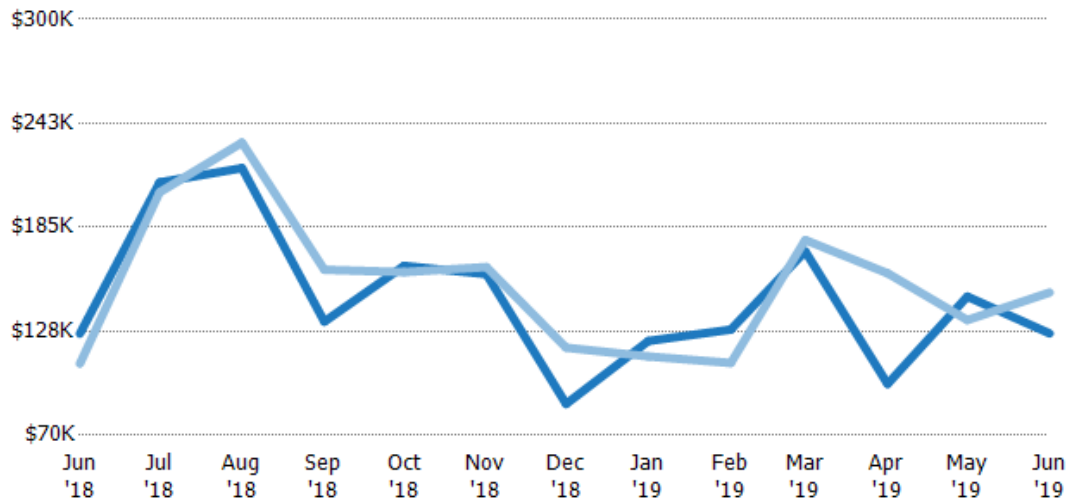
Median List Price	\$115K	\$199K	\$159K	\$159K	\$148K	\$149K	\$107K	\$120K	\$97.5K	\$155K	\$139K	\$99K	\$138K
Median Sales Price	\$118K	\$199K	\$150K	\$149K	\$145K	\$148K	\$104K	\$117K	\$85.3K	\$150K	\$125K	\$93.5K	\$126K
Med Sales Price as a % of Med List Price	103%	100%	94%	94%	97%	99%	97%	98%	87%	97%	90%	94%	91%

## 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



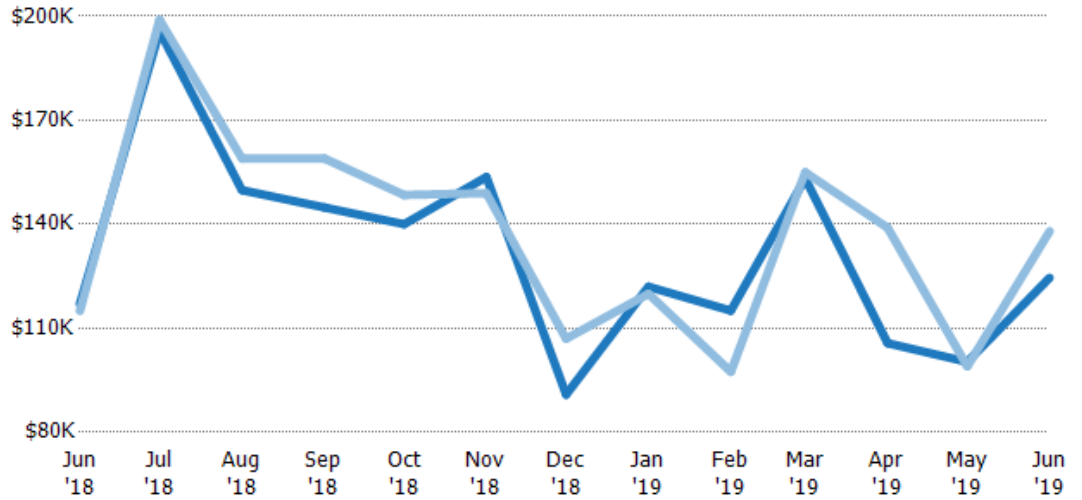
Avg Est Value	\$126K	\$210K	\$218K	\$133K	\$164K	\$159K	\$87.4K	\$122K	\$128K	\$172K	\$98.4K	\$147K	\$126K
Avg Sales Price	\$110K	\$204K	\$232K	\$162K	\$160K	\$163K	\$118K	\$114K	\$110K	\$178K	\$160K	\$134K	\$149K
Avg Sales Price as a % of Avg Est Value	87%	97%	106%	122%	98%	102%	136%	93%	86%	104%	162%	91%	118%

## 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



	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	\$196K	\$150K	\$145K	\$140K	\$154K	\$90.9K	\$122K	\$115K	\$153K	\$106K	\$100K	\$125K
Median Sales Price	\$115K	\$199K	\$159K	\$159K	\$148K	\$149K	\$107K	\$120K	\$97.5K	\$155K	\$139K	\$99K	\$138K
Med Sales Price as a % of Med Est Value	98%	102%	106%	110%	106%	97%	118%	98%	85%	101%	131%	99%	111%