

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	21	-23.8%	145	161	-9.9%
New Listing Volume	\$3,533,100	\$4,241,900	-16.7%	\$29,717,600	\$31,909,350	-6.9%
Active Listing Count	94	110	-14.5%	N/A	N/A	
Active Listing Volume	\$22,000,250	\$23,920,750	-8%	N/A	N/A	
Average Listing Price	\$234,045	\$217,461	+7.6%	\$213,300	\$197,848	+7.8%
Median Listing Price	\$192,450	\$182,475	+5.5%	\$184,864	\$172,751	+7%
Median Days in RPR	94	99	-5.1%	115.76	105.02	+10.2%
Months of Inventory	5.9	10	-41.3%	10.3	9.1	+13.1%
Absorption Rate	17.02%	10%	+7%	9.7%	10.97%	-1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	26	14	+85.7%	111	86	+29.1%
New Pending Sales Volume	\$4,647,700	\$2,906,150	+59.9%	\$18,390,599	\$15,304,100	+20.2%
Pending Sales Count	33	20	+65%	N/A	N/A	
Pending Sales Volume	\$5,816,150	\$3,131,450	+85.7%	N/A	N/A	
Closed Sales Count	11	15	-26.7%	72	65	+10.8%
Closed Sales Volume	\$1,443,300	\$3,664,650	-60.6%	\$11,165,033	\$11,755,849	-5%
Average Sales Price	\$131,209	\$244,310	-46.3%	\$155,070	\$180,859	-14.3%
Median Sales Price	\$133,900	\$200,000	-33.1%	\$146,712	\$169,881	-13.6%

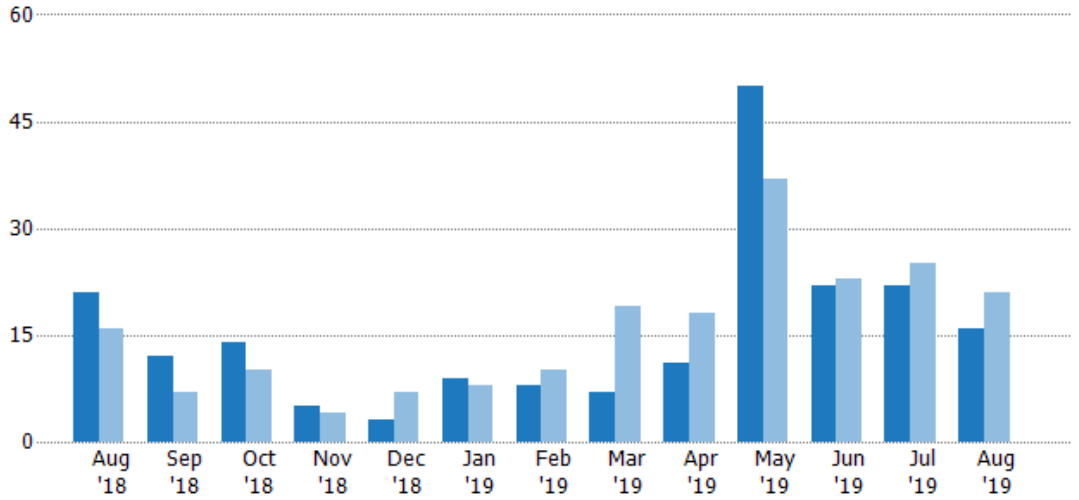
New Listings

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
Aug '19	16	21	-23.8%
Aug '18	21	21	31.3%
Aug '17	16	16	31.3%

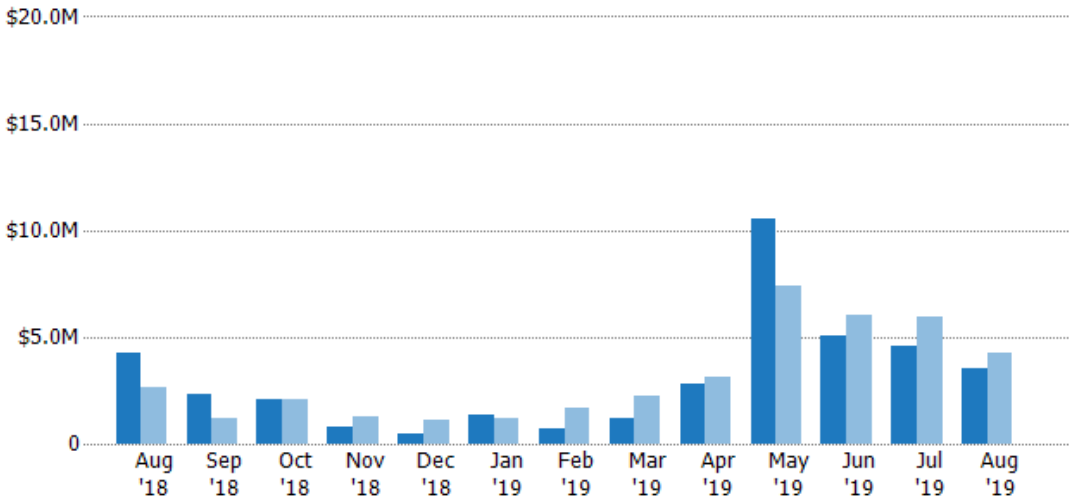
New Listing Volume

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
Aug '19	\$3.53M	\$4.24M	-16.7%
Aug '18	\$4.24M	\$4.24M	59.4%
Aug '17	\$2.66M	\$2.66M	75.8%

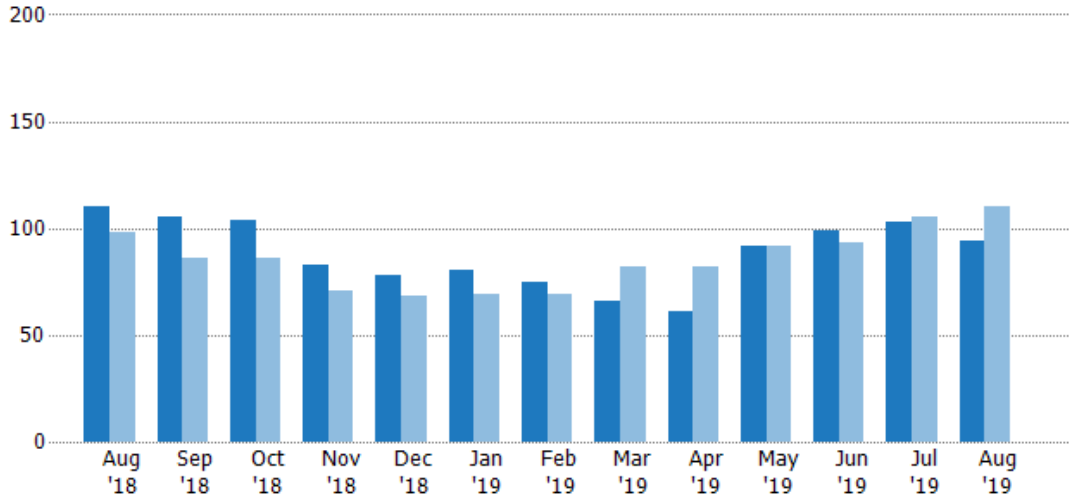
Active Listings

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	110	105	104	83	78	80	75	66	61	92	99	103	94
Prior Year	98	86	86	71	68	69	69	82	82	92	93	105	110
Percent Change from Prior Year	12%	22%	21%	17%	15%	16%	9%	-20%	-26%	0%	6%	-2%	-15%

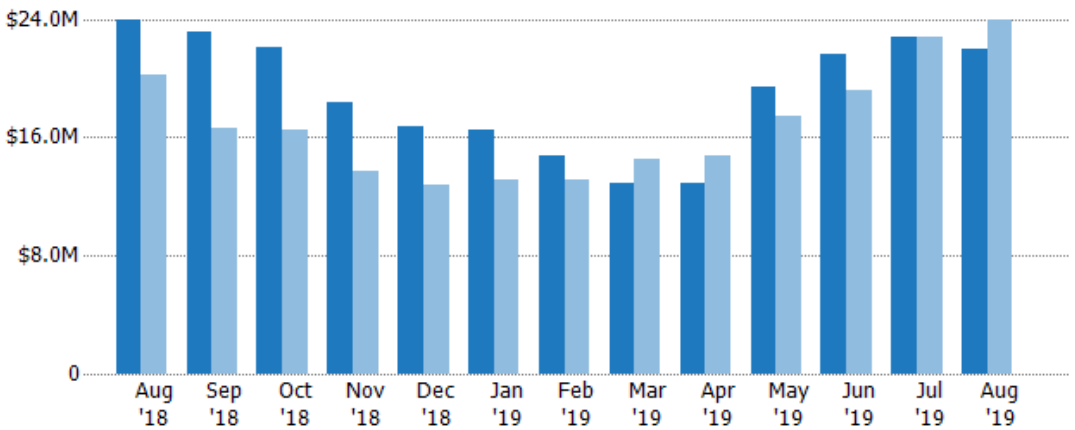
Active Listing Volume

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$23.9M	\$23.1M	\$22.1M	\$18.4M	\$16.8M	\$16.5M	\$14.8M	\$12.9M	\$12.9M	\$19.4M	\$21.6M	\$22.8M	\$22M
Prior Year	\$20.2M	\$16.6M	\$16.5M	\$13.7M	\$12.7M	\$13.1M	\$13.1M	\$14.5M	\$14.8M	\$17.5M	\$19.2M	\$22.8M	\$23.9M
Percent Change from Prior Year	18%	39%	34%	34%	32%	26%	13%	-11%	-13%	11%	12%	0%	-8%

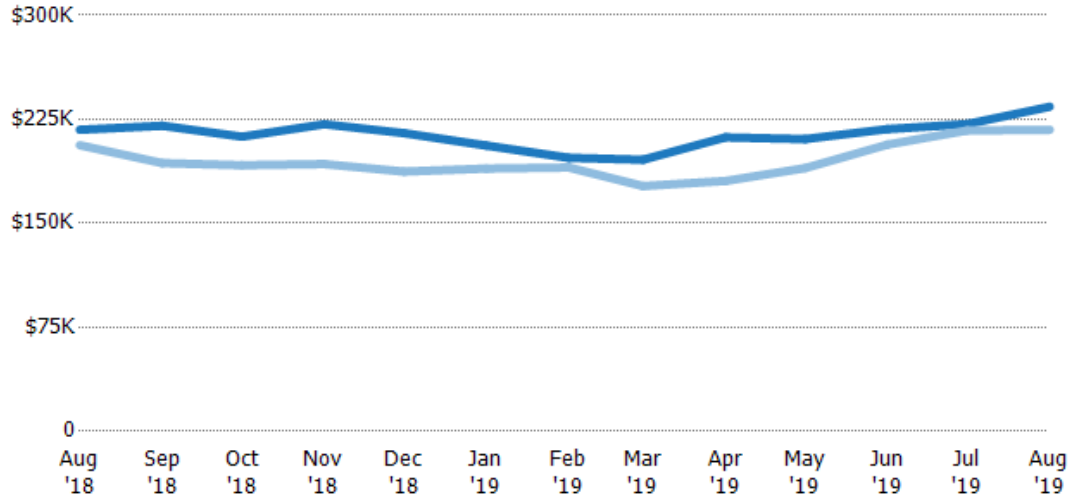
Average Listing Price

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.
Aug '19	\$234K	7.6%
Aug '18	\$217K	5.4%
Aug '17	\$206K	-8.2%



Current Year	\$217K	\$220K	\$212K	\$221K	\$215K	\$206K	\$197K	\$196K	\$212K	\$211K	\$218K	\$222K	\$234K
Prior Year	\$206K	\$193K	\$192K	\$193K	\$187K	\$189K	\$190K	\$177K	\$181K	\$190K	\$207K	\$217K	\$217K
Percent Change from Prior Year	5%	14%	11%	15%	15%	9%	4%	11%	17%	11%	5%	2%	8%

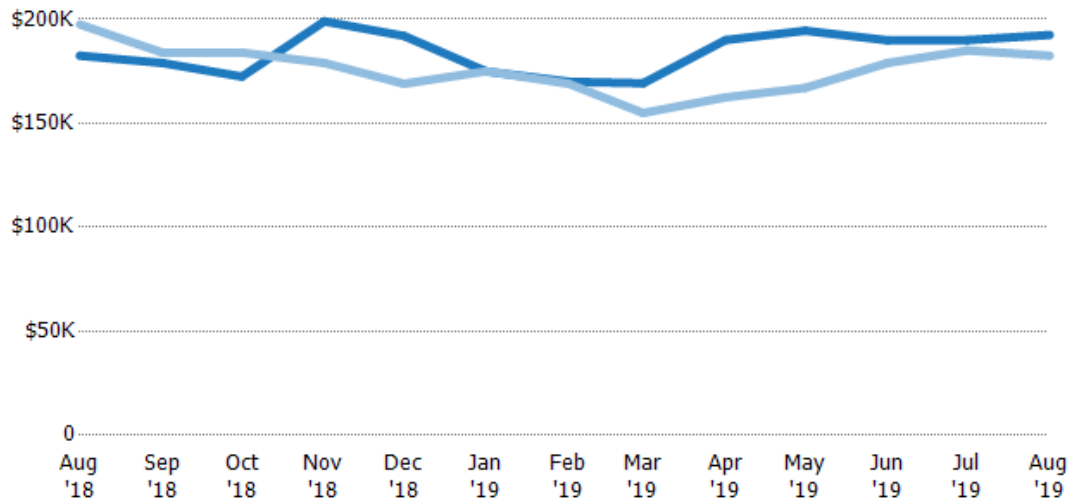
Median Listing Price

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.
Aug '19	\$192K	5.5%
Aug '18	\$182K	-7.6%
Aug '17	\$198K	-12.9%



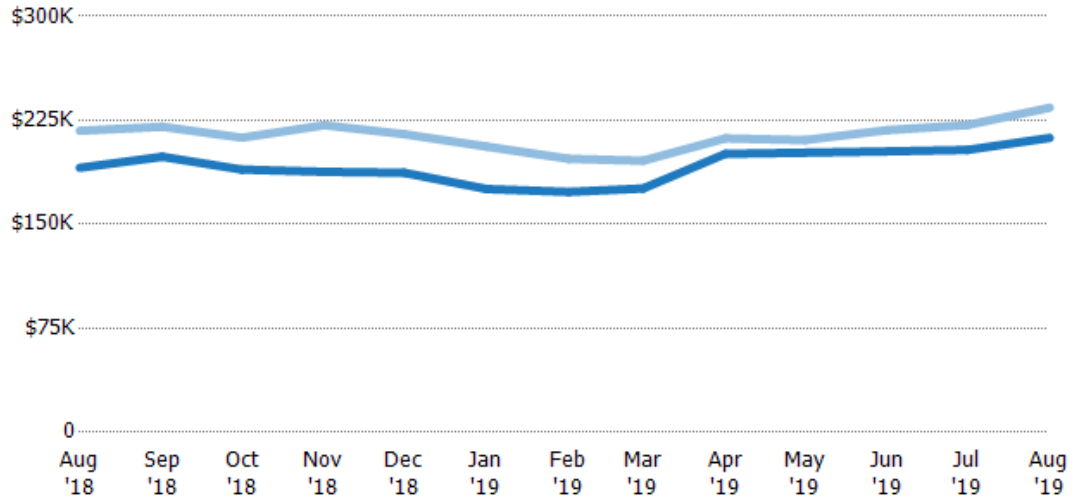
Current Year	\$182K	\$179K	\$172K	\$199K	\$192K	\$175K	\$170K	\$169K	\$190K	\$195K	\$190K	\$190K	\$192K
Prior Year	\$198K	\$184K	\$184K	\$179K	\$169K	\$175K	\$169K	\$155K	\$162K	\$167K	\$179K	\$185K	\$182K
Percent Change from Prior Year	-8%	-3%	-6%	11%	14%	0%	1%	9%	17%	16%	6%	3%	5%

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



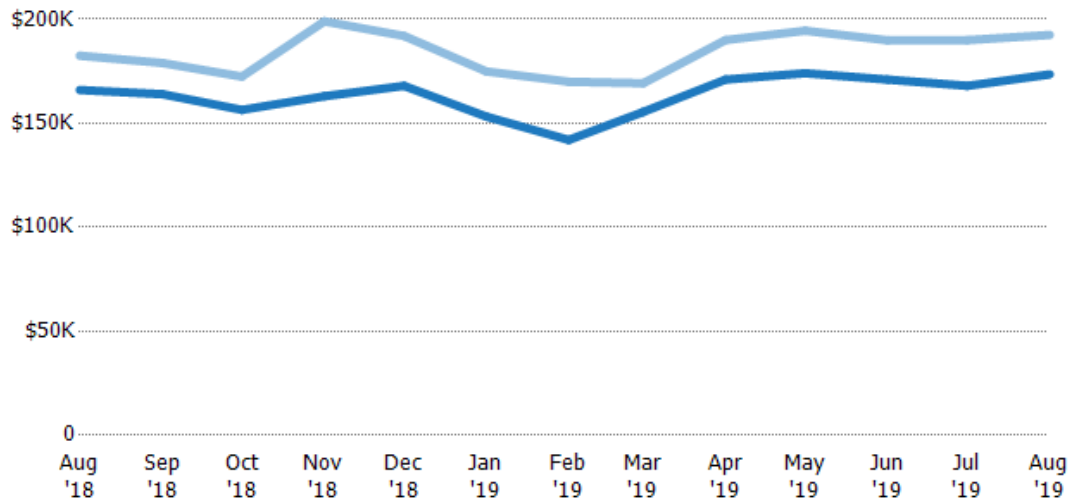
Avg Est Value	\$191K	\$199K	\$189K	\$188K	\$187K	\$175K	\$173K	\$176K	\$201K	\$202K	\$203K	\$204K	\$212K
Avg Listing Price	\$217K	\$220K	\$212K	\$221K	\$215K	\$206K	\$197K	\$196K	\$212K	\$211K	\$218K	\$222K	\$234K
Avg Listing Price as a % of Avg Est Value	114%	111%	112%	118%	115%	117%	114%	111%	106%	104%	108%	109%	110%

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	\$166K	\$164K	\$156K	\$163K	\$168K	\$153K	\$142K	\$155K	\$171K	\$174K	\$171K	\$168K	\$174K
Median Listing Price	\$182K	\$179K	\$172K	\$199K	\$192K	\$175K	\$170K	\$169K	\$190K	\$195K	\$190K	\$190K	\$192K
Med Listing Price as a % of Med Est Value	110%	109%	110%	122%	114%	114%	120%	109%	111%	112%	111%	113%	111%

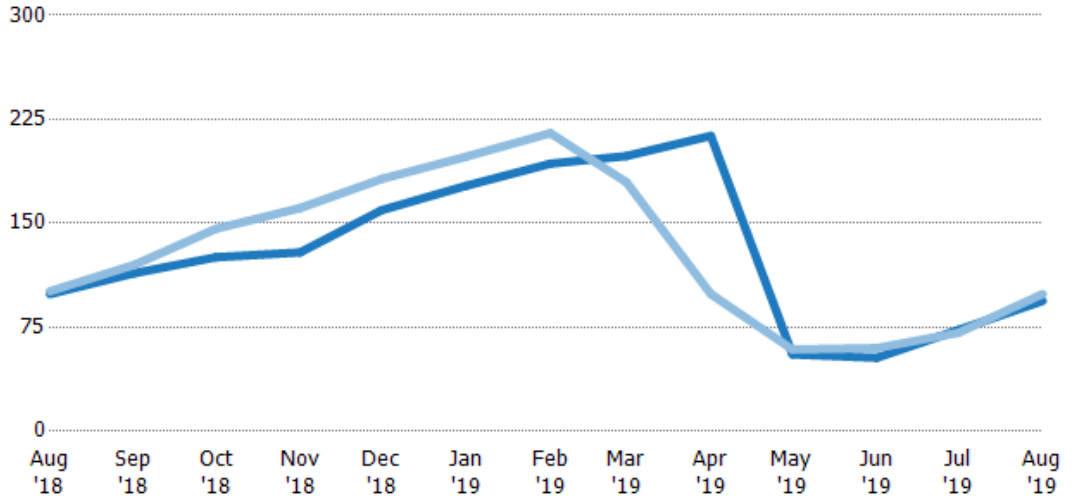
Median Days in RPR

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.
Aug '19	94	-5.1%
Aug '18	99	-2%
Aug '17	101	-4%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	99	114	126	129	160	177	193	199	213	55.5	53	73	94
Prior Year	101	120	146	161	182	198	215	180	99	59	60	71	99
Percent Change from Prior Year	-2%	-5%	-14%	-20%	-12%	-11%	-10%	11%	115%	-6%	-12%	3%	-5%

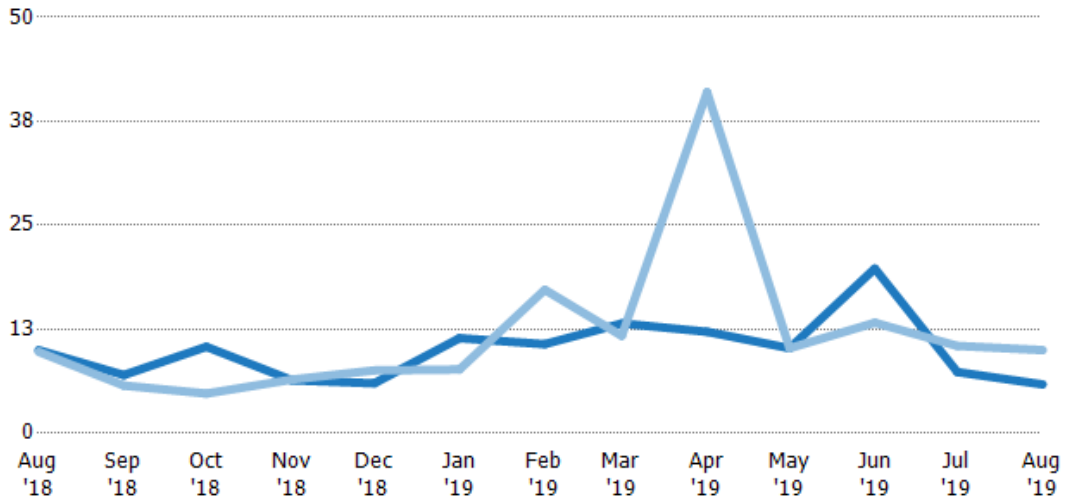
Months of Inventory

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.
Aug '19	5.88	-41.3%
Aug '18	10	2%
Aug '17	9.8	17.9%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10	7	10.4	6.38	6	11.4	10.7	13.2	12.2	10.2	19.8	7.36	5.88
Prior Year	9.8	5.73	4.78	6.45	7.56	7.67	17.3	11.7	41	10.2	13.3	10.5	10
Percent Change from Prior Year	2%	22%	118%	-1%	-21%	49%	-38%	13%	-70%	0%	49%	-30%	-41%

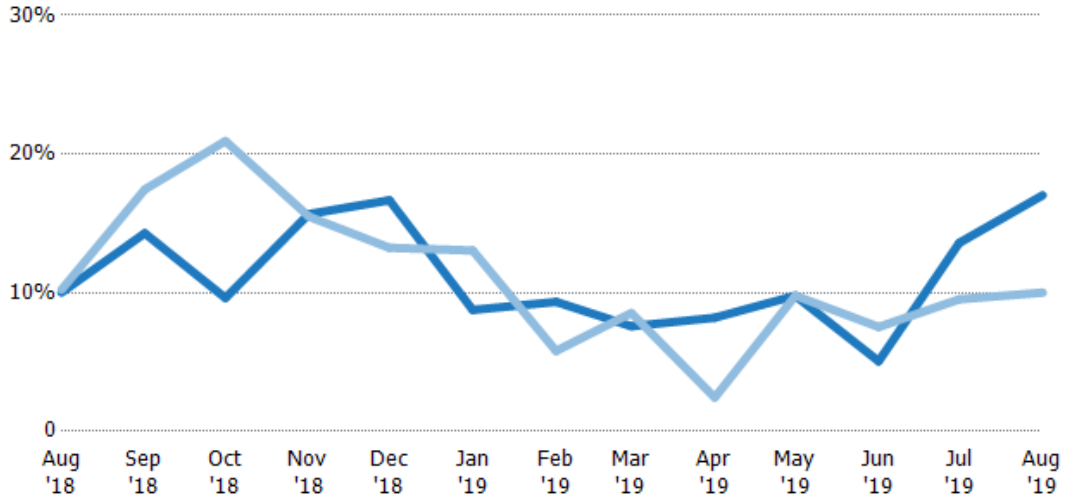
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
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VT 05873

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



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

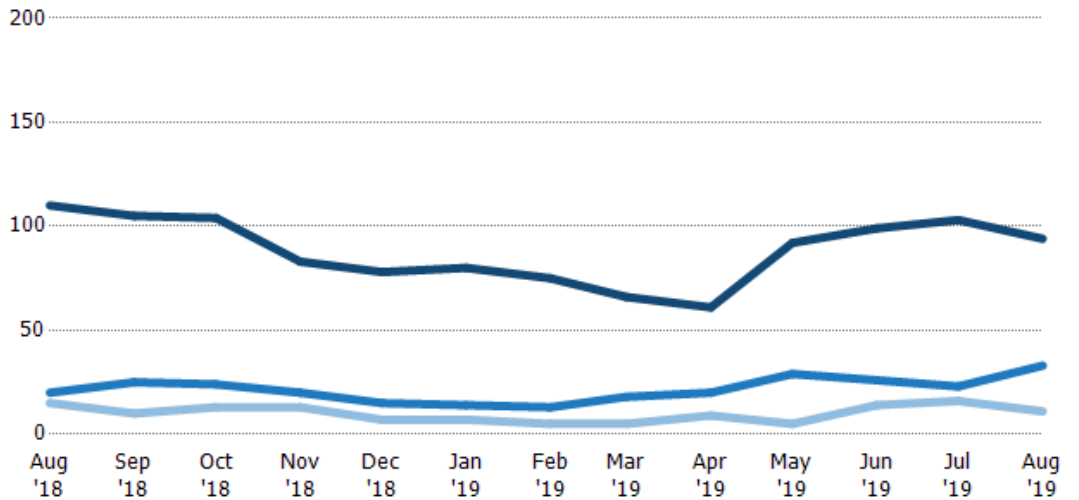
Active/Pending/Sold Units

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

Filters Used

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VT 05873

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	110	105	104	83	78	80	75	66	61	92	99	103	94
Pending	20	25	24	20	15	14	13	18	20	29	26	23	33
Sold	15	10	13	13	7	7	5	5	9	5	14	16	11

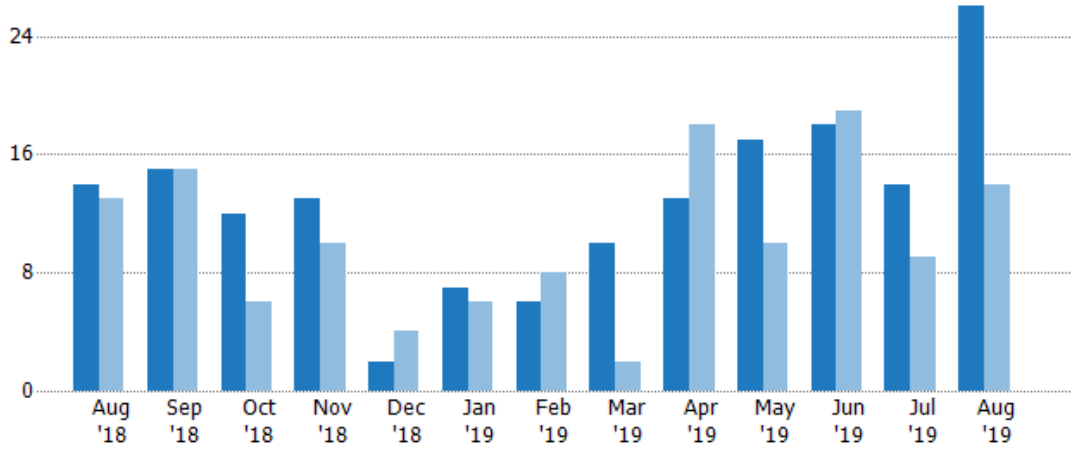
New Pending Sales

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.
Aug '19	26	85.7%
Aug '18	14	7.7%
Aug '17	13	-15.4%

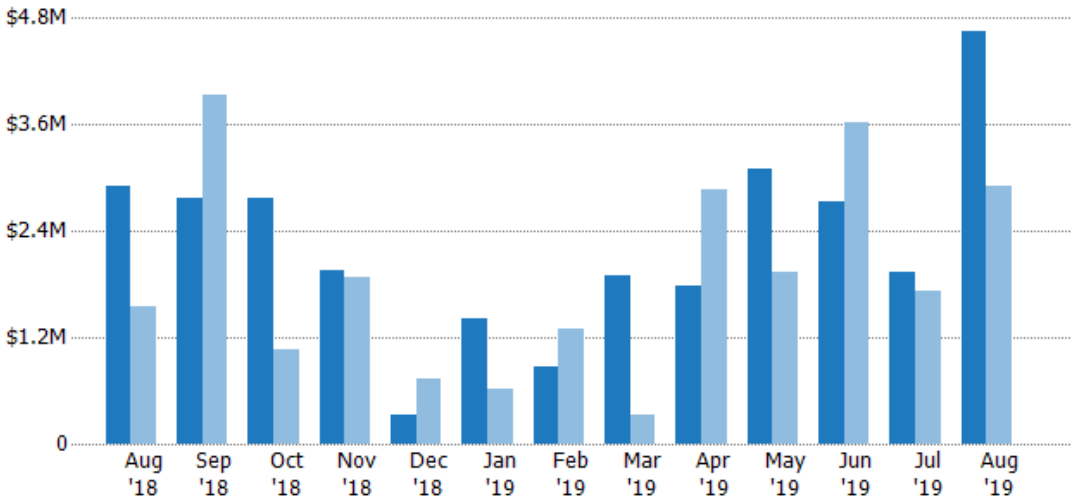
New Pending Sales Volume

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.
Aug '19	\$4.65M	59.9%
Aug '18	\$2.91M	88.7%
Aug '17	\$1.54M	8%

Pending Sales

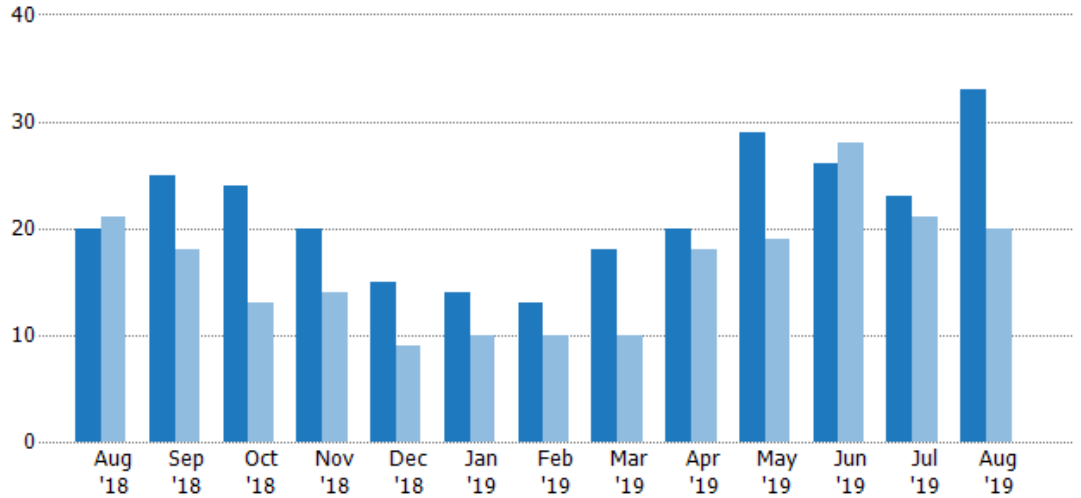
The number of residential properties with accepted offers that were available at the end each month.

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.
Aug '19	33	65%
Aug '18	20	-4.8%
Aug '17	21	-23.8%



Current Year	20	25	24	20	15	14	13	18	20	29	26	23	33
Prior Year	21	18	13	14	9	10	10	10	18	19	28	21	20
Percent Change from Prior Year	-5%	39%	85%	43%	67%	40%	30%	80%	11%	53%	-7%	10%	65%

Pending Sales Volume

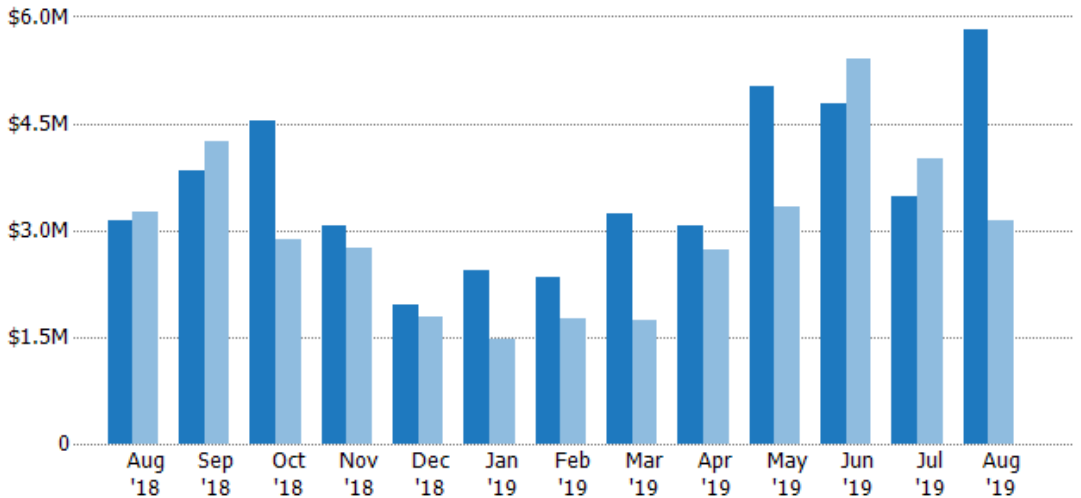
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Aug '19	\$5.82M	85.7%
Aug '18	\$3.13M	-3.5%
Aug '17	\$3.25M	-15.5%



Current Year	\$3.13M	\$3.85M	\$4.53M	\$3.06M	\$1.95M	\$2.42M	\$2.34M	\$3.23M	\$3.07M	\$5.01M	\$4.78M	\$3.48M	\$5.82M
Prior Year	\$3.25M	\$4.25M	\$2.86M	\$2.75M	\$1.79M	\$1.48M	\$1.76M	\$1.73M	\$2.73M	\$3.32M	\$5.41M	\$4.01M	\$3.13M
Percent Change from Prior Year	-4%	-9%	58%	11%	9%	64%	33%	87%	12%	51%	-12%	-13%	86%

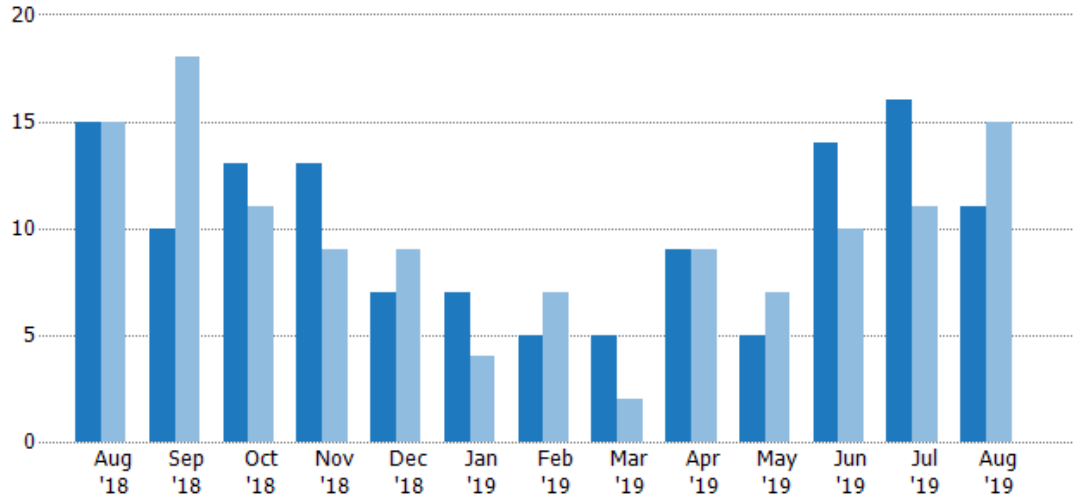
Closed Sales

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.
Aug '19	11	-26.7%
Aug '18	15	0%
Aug '17	15	-40%



Current Year	15	10	13	13	7	7	5	5	9	5	14	16	11
Prior Year	15	18	11	9	9	4	7	2	9	7	10	11	15
Percent Change from Prior Year	0%	-44%	18%	44%	-22%	75%	-29%	150%	0%	-29%	40%	45%	-27%

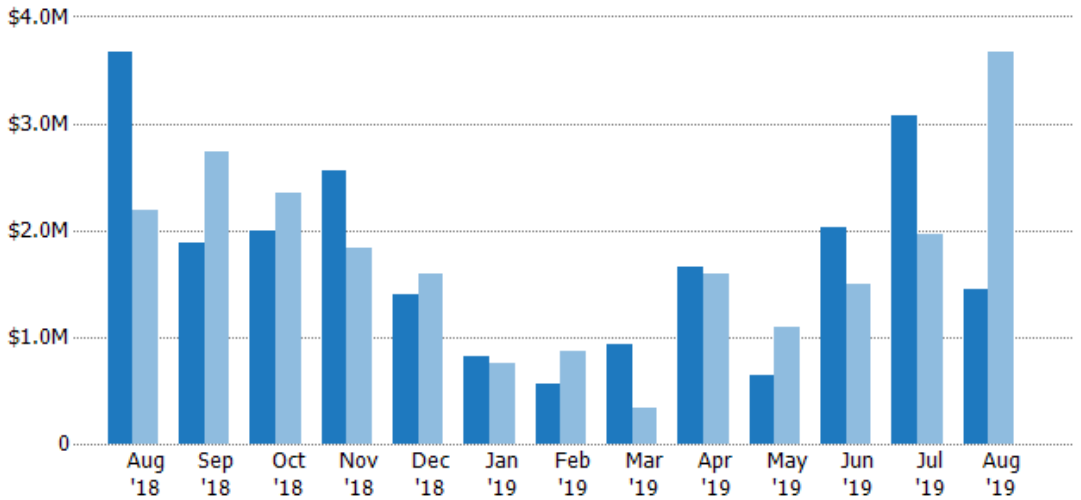
Closed Sales Volume

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.
Aug '19	\$1.44M	-60.6%
Aug '18	\$3.66M	67.7%
Aug '17	\$2.19M	-34.9%



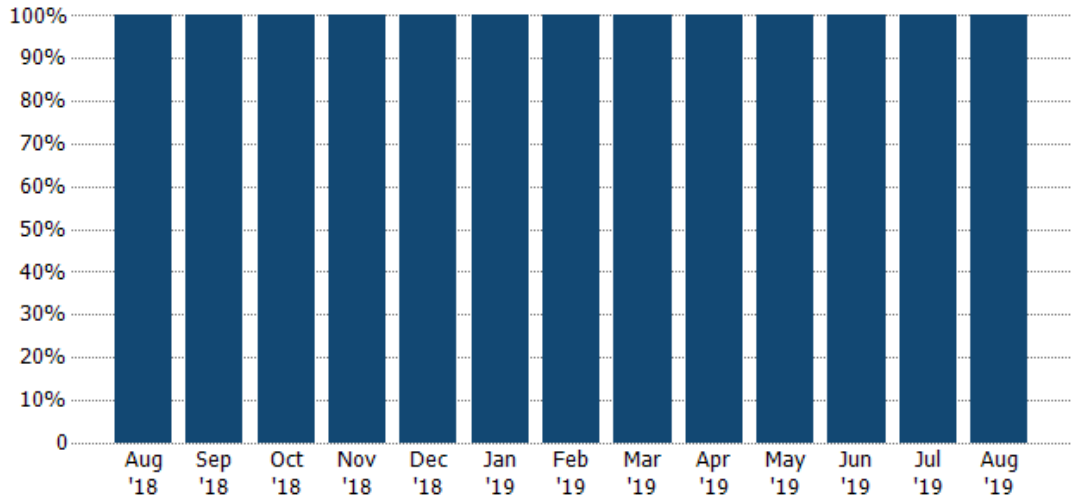
Current Year	\$3.66M	\$1.88M	\$2M	\$2.55M	\$1.4M	\$815K	\$569K	\$939K	\$1.66M	\$640K	\$2.03M	\$3.07M	\$1.44M
Prior Year	\$2.19M	\$2.73M	\$2.34M	\$1.84M	\$1.6M	\$754K	\$869K	\$343K	\$1.58M	\$1.09M	\$1.5M	\$1.96M	\$3.66M
Percent Change from Prior Year	68%	-31%	-15%	39%	-12%	8%	-35%	174%	5%	-41%	36%	57%	-61%

Closed Sales by Property Type

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

Filters Used

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



■ Single Family Residence

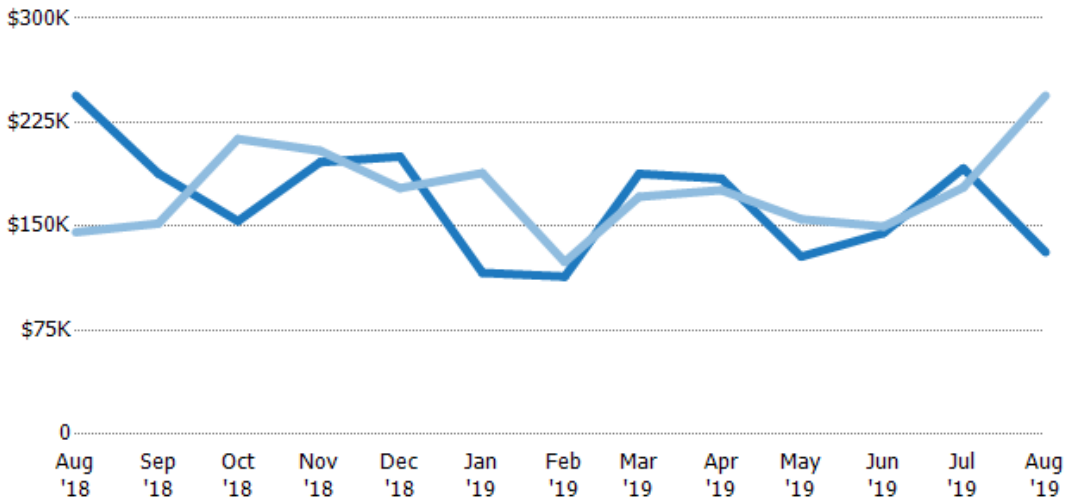
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

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

Filters Used

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$244K	\$188K	\$154K	\$196K	\$200K	\$116K	\$114K	\$188K	\$184K	\$128K	\$145K	\$192K	\$131K
\$146K	\$152K	\$213K	\$204K	\$177K	\$188K	\$124K	\$171K	\$176K	\$155K	\$150K	\$178K	\$244K
68%	24%	-28%	-4%	13%	-38%	-8%	10%	5%	-17%	-3%	8%	-46%

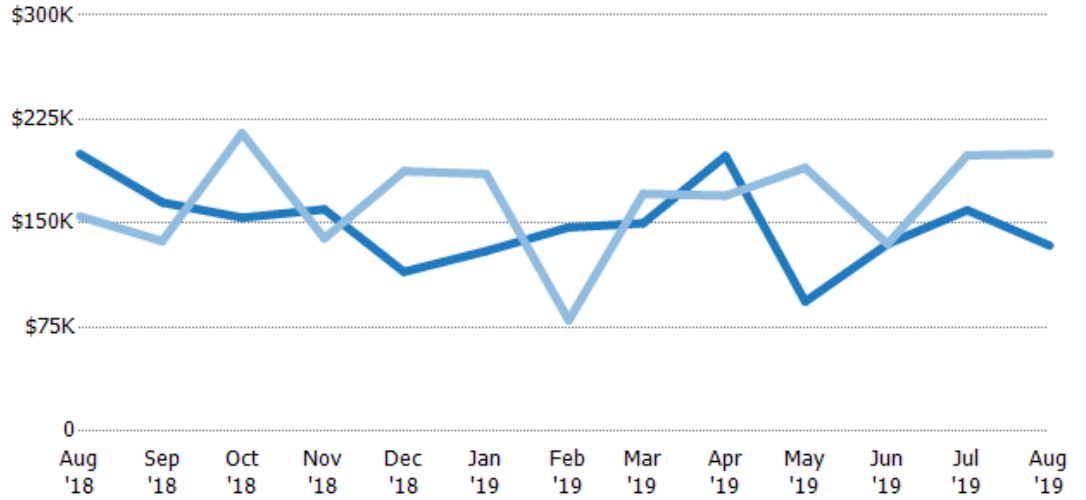
Median Sales Price

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.
Aug '19	\$134K	-33.1%
Aug '18	\$200K	29%
Aug '17	\$155K	-4.2%



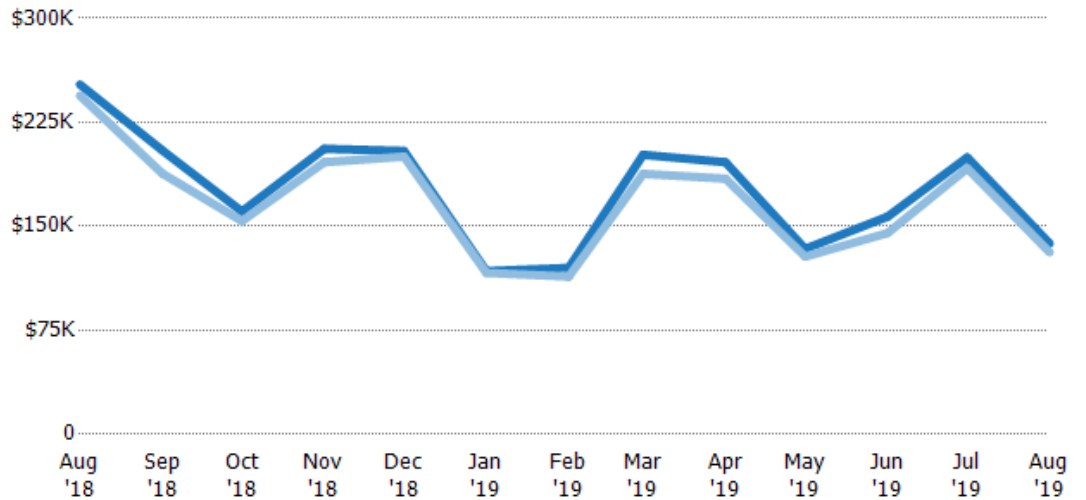
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$200K	\$165K	\$154K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K
Prior Year	\$155K	\$137K	\$215K	\$139K	\$188K	\$186K	\$80K	\$171K	\$170K	\$190K	\$135K	\$199K	\$200K
Percent Change from Prior Year	29%	20%	-28%	15%	-39%	-30%	84%	-12%	17%	-51%	0%	-20%	-33%

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



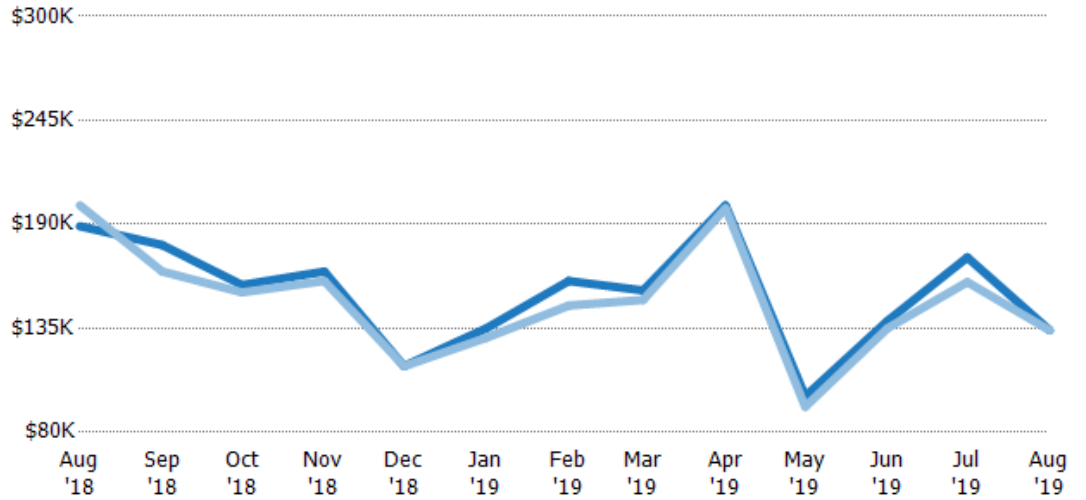
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$252K	\$205K	\$161K	\$206K	\$204K	\$118K	\$120K	\$202K	\$196K	\$134K	\$157K	\$200K	\$138K
Avg Sales Price	\$244K	\$188K	\$154K	\$196K	\$200K	\$116K	\$114K	\$188K	\$184K	\$128K	\$145K	\$192K	\$131K
Avg Sales Price as a % of Avg List Price	97%	92%	96%	95%	98%	99%	95%	93%	94%	96%	92%	96%	95%

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



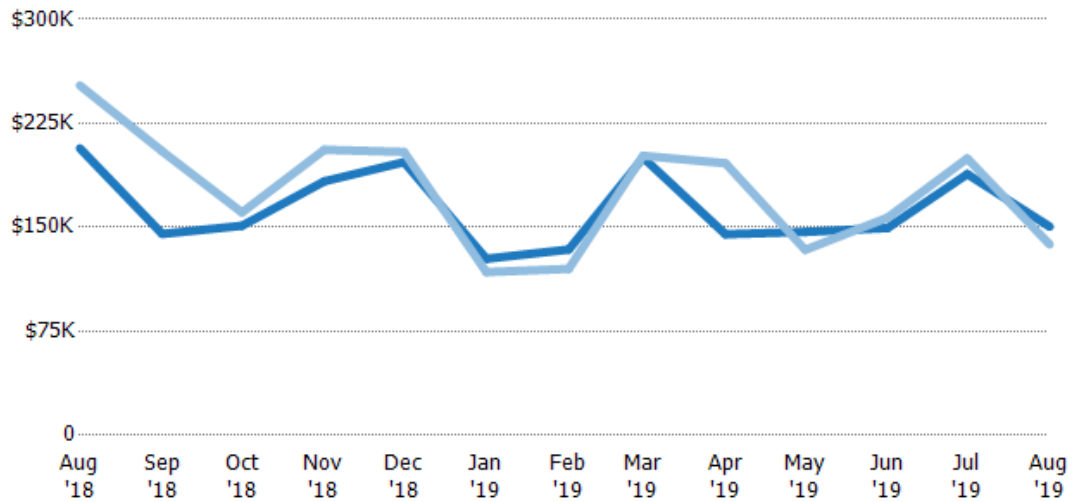
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$189K	\$179K	\$158K	\$165K	\$115K	\$135K	\$160K	\$155K	\$200K	\$99K	\$139K	\$173K	\$134K
Median Sales Price	\$200K	\$165K	\$154K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K
Med Sales Price as a % of Med List Price	106%	92%	98%	97%	100%	96%	92%	97%	99%	94%	97%	92%	100%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$207K	\$145K	\$151K	\$183K	\$197K	\$127K	\$134K	\$200K	\$145K	\$147K	\$149K	\$188K	\$150K
Avg Sales Price	\$252K	\$205K	\$161K	\$206K	\$204K	\$118K	\$120K	\$202K	\$196K	\$134K	\$157K	\$200K	\$138K
Avg Sales Price as a % of Avg Est Value	122%	141%	106%	112%	104%	92%	90%	101%	135%	91%	105%	106%	91%

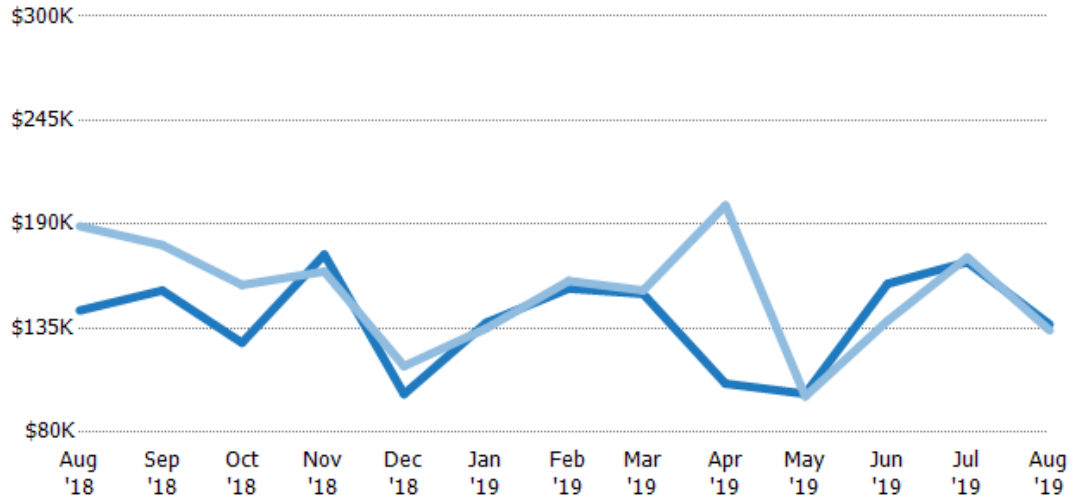
Median Sales Price vs Median Est Value

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$144K	\$155K	\$127K	\$174K	\$100K	\$138K	\$156K	\$153K	\$106K	\$100K	\$159K	\$170K	\$137K
Median Sales Price	\$189K	\$179K	\$158K	\$165K	\$115K	\$135K	\$160K	\$155K	\$200K	\$99K	\$139K	\$173K	\$134K
Med Sales Price as a % of Med Est Value	131%	116%	124%	95%	115%	98%	103%	101%	189%	99%	88%	101%	98%