

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	25	-12%	129	140	-7.9%
New Listing Volume	\$4,557,600	\$5,945,100	-23.3%	\$26,184,500	\$27,667,450	-5.4%
Active Listing Count	103	105	-1.9%	N/A	N/A	
Active Listing Volume	\$22,818,900	\$22,776,900	+0.2%	N/A	N/A	
Average Listing Price	\$221,543	\$216,923	+2.1%	\$209,914	\$194,204	+8.1%
Median Listing Price	\$190,000	\$185,000	+2.7%	\$183,626	\$170,944	+7.4%
Median Days in RPR	73	71	+2.8%	119.69	106.82	+12%
Months of Inventory	7.4	10.5	-29.9%	11.5	9.5	+20.6%
Absorption Rate	13.59%	9.52%	+4.1%	8.68%	10.47%	-1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	14	9	+55.6%	85	72	+18.1%
New Pending Sales Volume	\$1,943,900	\$1,716,200	+13.3%	\$13,742,899	\$12,397,950	+10.8%
Pending Sales Count	23	21	+9.5%	N/A	N/A	
Pending Sales Volume	\$3,481,900	\$4,009,050	-13.1%	N/A	N/A	
Closed Sales Count	16	11	+45.5%	61	50	+22%
Closed Sales Volume	\$3,068,333	\$1,957,400	+56.8%	\$9,721,733	\$8,091,199	+20.2%
Average Sales Price	\$191,771	\$177,945	+7.8%	\$159,373	\$161,824	-1.5%
Median Sales Price	\$159,417	\$199,000	-19.9%	\$149,022	\$160,845	-7.4%

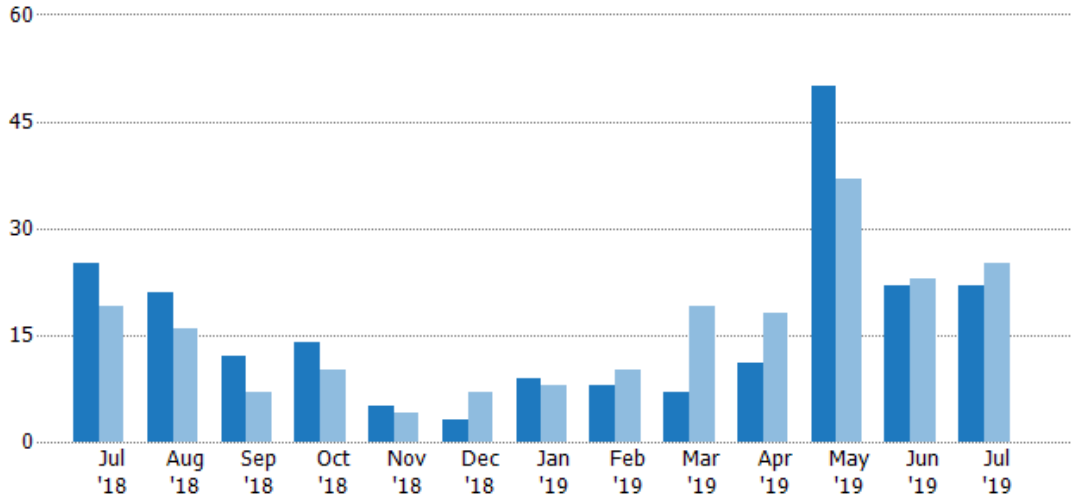
New Listings

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	25	21	12	14	5	3	9	8	7	11	50	22	22
Prior Year	19	16	7	10	4	7	8	10	19	18	37	23	25
Percent Change from Prior Year	32%	31%	71%	40%	25%	-57%	13%	-20%	-63%	-39%	35%	-4%	-12%

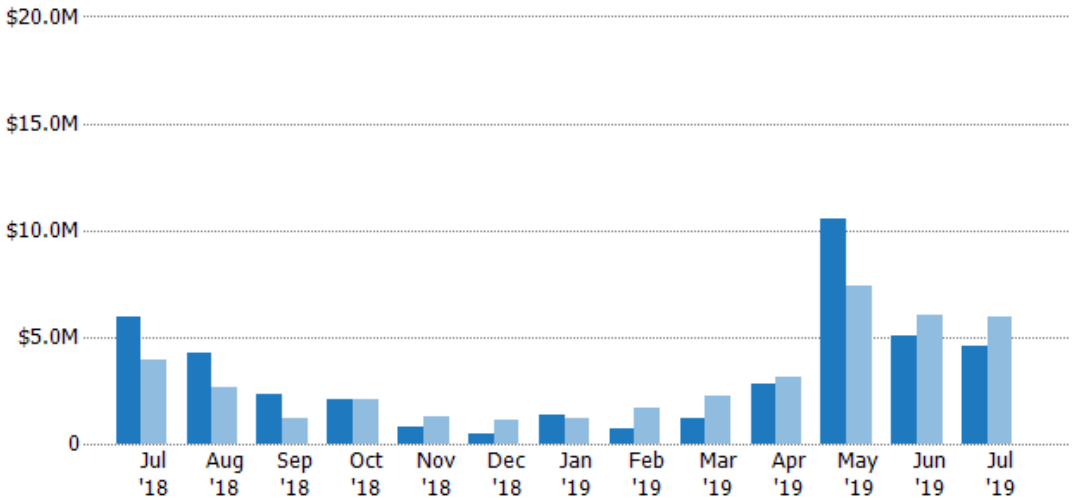
New Listing Volume

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$5.95M	\$4.24M	\$2.36M	\$2.08M	\$824K	\$449K	\$1.37M	\$685K	\$1.19M	\$2.76M	\$10.5M	\$5.08M	\$4.56M
Prior Year	\$3.94M	\$2.66M	\$1.21M	\$2.09M	\$1.24M	\$1.09M	\$1.2M	\$1.71M	\$2.23M	\$3.15M	\$7.4M	\$6.02M	\$5.95M
Percent Change from Prior Year	51%	59%	95%	0%	-34%	-59%	14%	-60%	-47%	-12%	42%	-16%	-23%

Active Listings

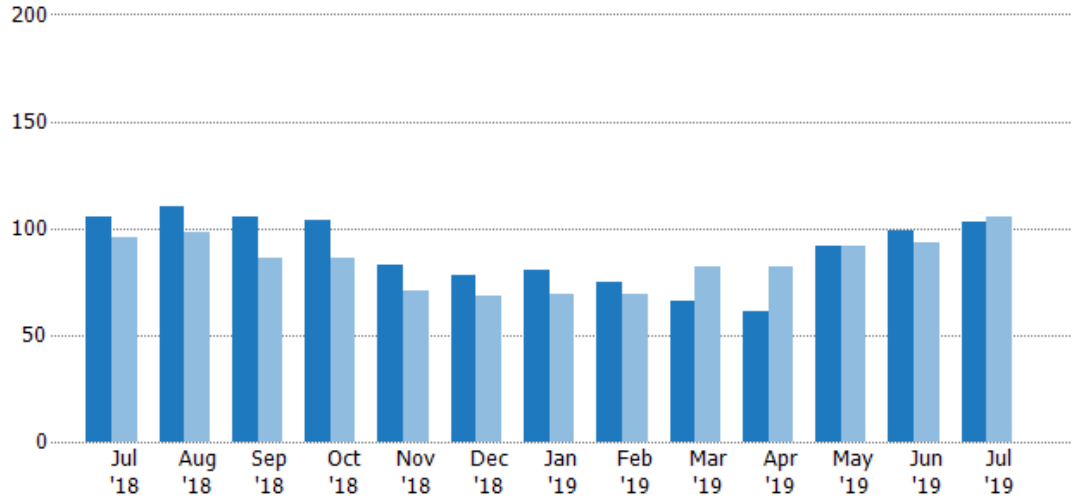
The number of active residential listings at the end of each month.

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.
Jul '19	103	-1.9%
Jul '18	105	9.4%
Jul '17	96	2.1%



Current Year	105	110	105	104	83	78	80	75	66	61	92	99	103
Prior Year	96	98	86	86	71	68	69	69	82	82	92	93	105
Percent Change from Prior Year	9%	12%	22%	21%	17%	15%	16%	9%	-20%	-26%	0%	6%	-2%

Active Listing Volume

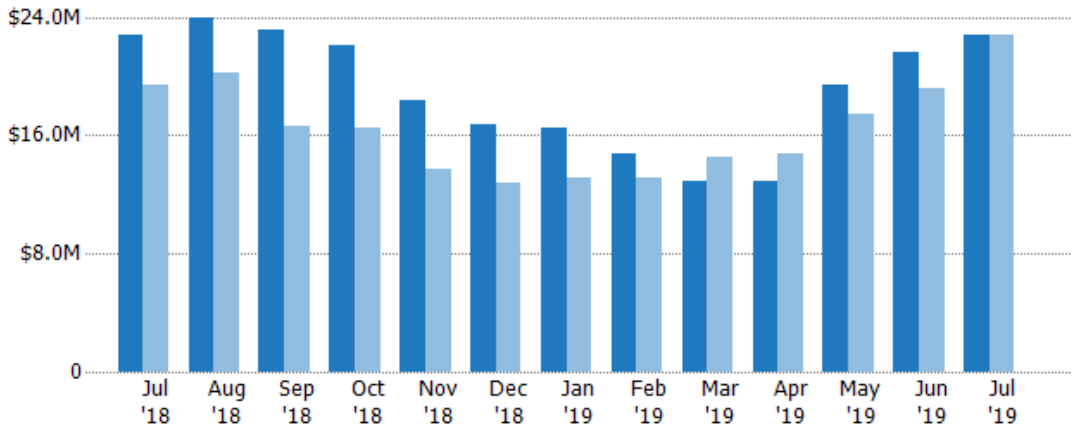
The sum of the listing price of active residential listings at the end of each month.

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.
Jul '19	\$22.8M	0.2%
Jul '18	\$22.8M	17.2%
Jul '17	\$19.4M	-9.2%



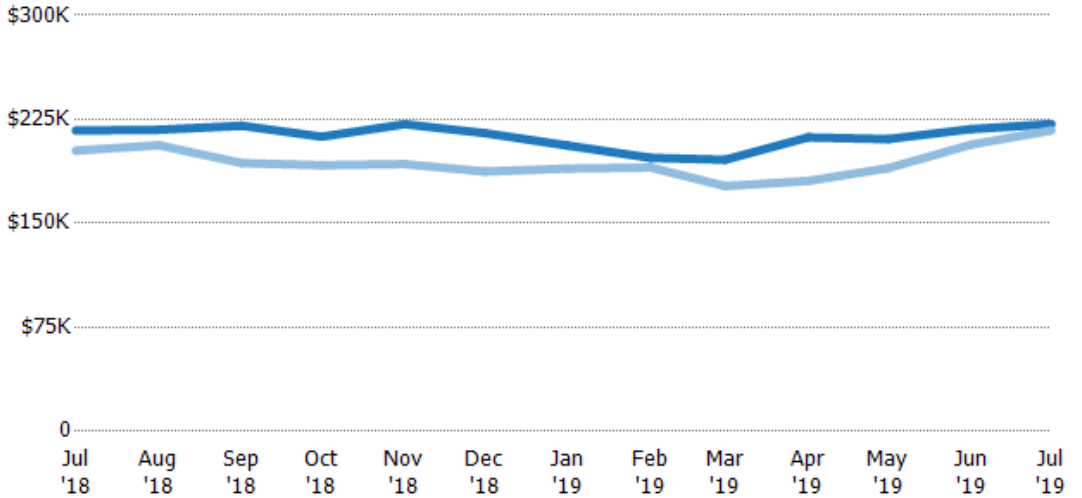
Current Year	\$22.8M	\$23.9M	\$23.1M	\$22.1M	\$18.4M	\$16.8M	\$16.5M	\$14.8M	\$12.9M	\$12.9M	\$19.4M	\$21.6M	\$22.8M
Prior Year	\$19.4M	\$20.2M	\$16.6M	\$16.5M	\$13.7M	\$12.7M	\$13.1M	\$13.1M	\$14.5M	\$14.8M	\$17.5M	\$19.2M	\$22.8M
Percent Change from Prior Year	17%	18%	39%	34%	34%	32%	26%	13%	-11%	-13%	11%	12%	0%

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



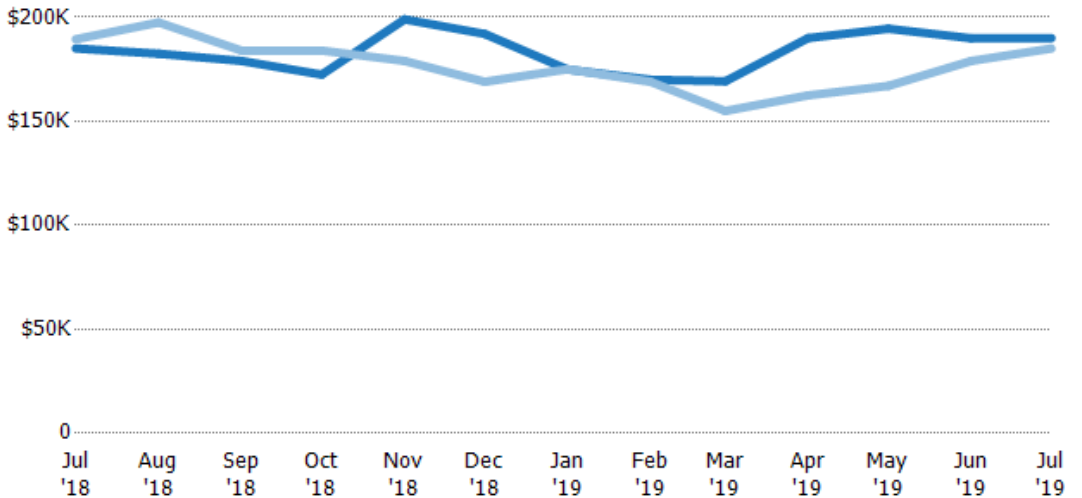
Month/Year	Price	% Chg.
Jul '19	\$222K	2.1%
Jul '18	\$217K	7.2%
Jul '17	\$202K	-11%

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



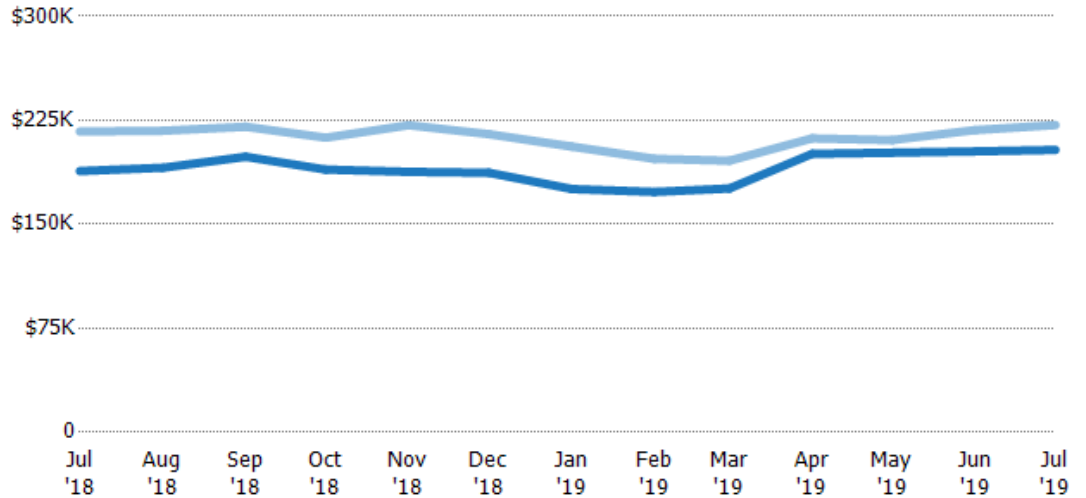
Month/Year	Price	% Chg.
Jul '19	\$190K	2.7%
Jul '18	\$185K	-2.3%
Jul '17	\$189K	-9.2%

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



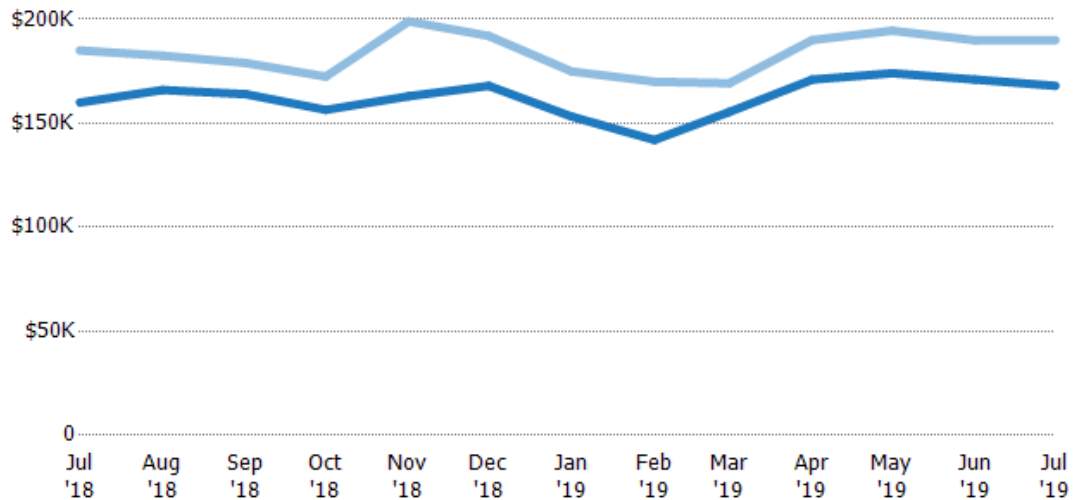
Avg Est Value	\$188K	\$191K	\$199K	\$189K	\$188K	\$187K	\$175K	\$173K	\$176K	\$201K	\$202K	\$203K	\$204K
Avg Listing Price	\$217K	\$217K	\$220K	\$212K	\$221K	\$215K	\$206K	\$197K	\$196K	\$212K	\$211K	\$218K	\$222K
Avg Listing Price as a % of Avg Est Value	115%	114%	111%	112%	118%	115%	117%	114%	111%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

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	\$160K	\$166K	\$164K	\$156K	\$163K	\$168K	\$153K	\$142K	\$155K	\$171K	\$174K	\$171K	\$168K
Median Listing Price	\$185K	\$182K	\$179K	\$172K	\$199K	\$192K	\$175K	\$170K	\$169K	\$190K	\$195K	\$190K	\$190K
Med Listing Price as a % of Med Est Value	116%	110%	109%	110%	122%	114%	114%	120%	109%	111%	112%	111%	113%

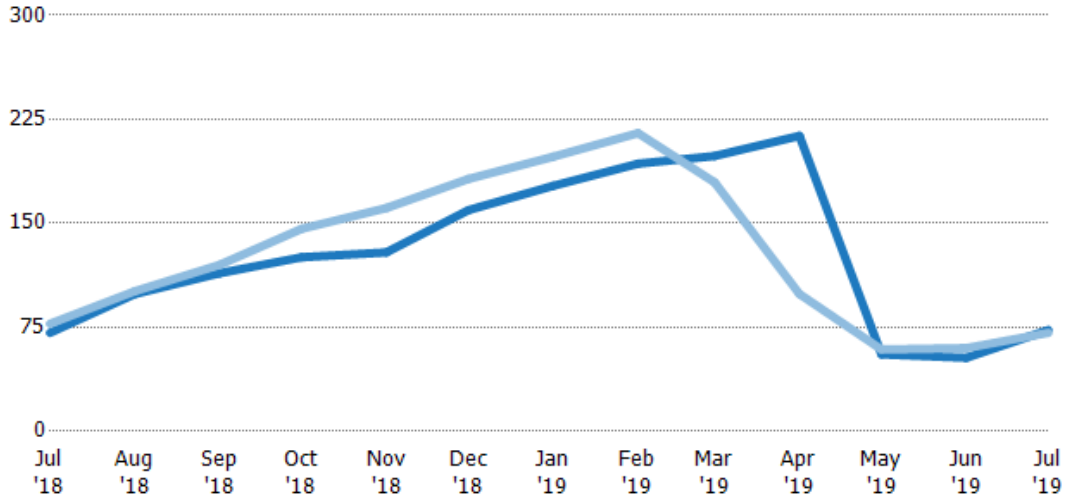
Median Days in RPR

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.
Jul '19	73	2.8%
Jul '18	71	-8.4%
Jul '17	77.5	3.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	71	99	114	126	129	160	177	193	199	213	55.5	53	73
Prior Year	77.5	101	120	146	161	182	198	215	180	99	59	60	71
Percent Change from Prior Year	-8%	-2%	-5%	-14%	-20%	-12%	-11%	-10%	11%	115%	-6%	-12%	3%

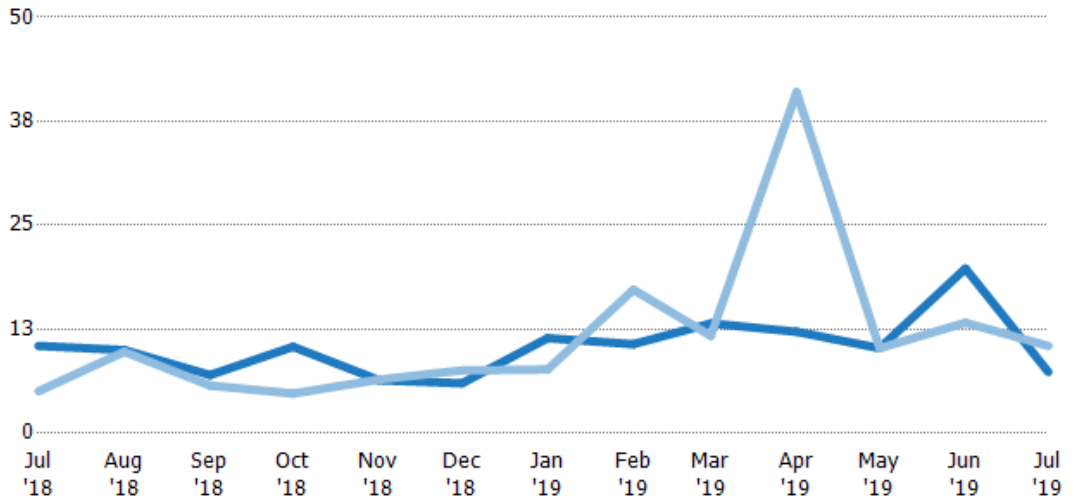
Months of Inventory

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.
Jul '19	7.36	-29.9%
Jul '18	10.5	107.8%
Jul '17	5.05	223.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	10.5	10	7	10.4	6.38	6	11.4	10.7	13.2	12.2	10.2	19.8	7.36
Prior Year	5.05	9.8	5.73	4.78	6.45	7.56	7.67	17.3	11.7	41	10.2	13.3	10.5
Percent Change from Prior Year	108%	2%	22%	118%	-1%	-21%	49%	-38%	13%	-70%	0%	49%	-30%

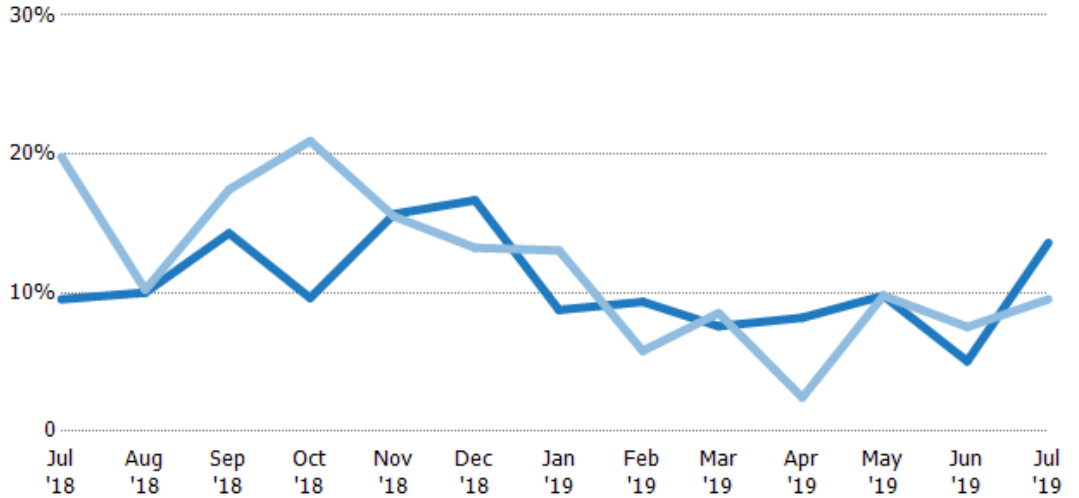
Absorption Rate

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	10%	10%	14%	10%	16%	17%	9%	9%	8%	8%	10%	5%	14%
Prior Year	20%	10%	17%	21%	15%	13%	13%	6%	9%	2%	10%	8%	10%
Change from Prior Year	10%	0%	3%	11%	0%	-3%	4%	-4%	1%	-6%	0%	2%	-4%

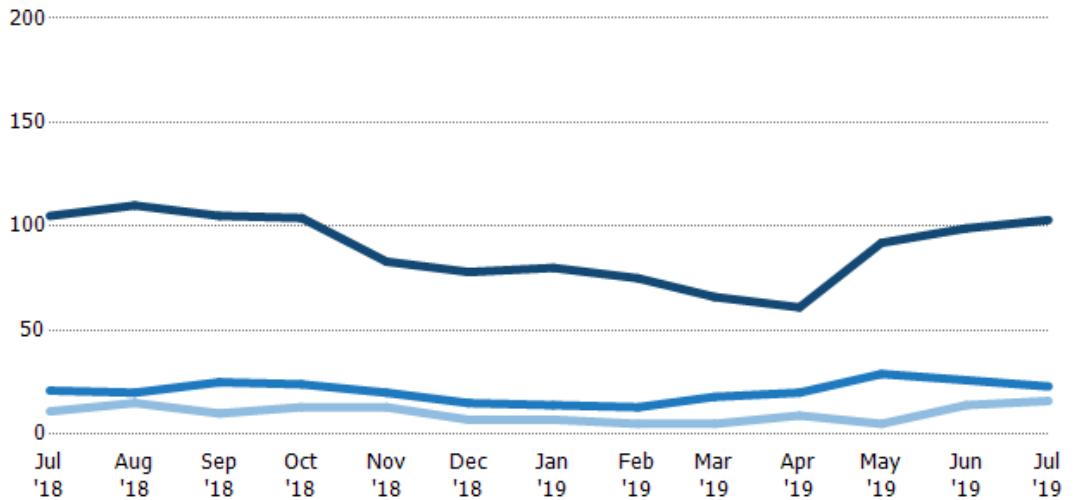
Active/Pending/Sold Units

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	105	110	105	104	83	78	80	75	66	61	92	99	103
Pending	21	20	25	24	20	15	14	13	18	20	29	26	23
Sold	11	15	10	13	13	7	7	5	5	9	5	14	16

New Pending Sales

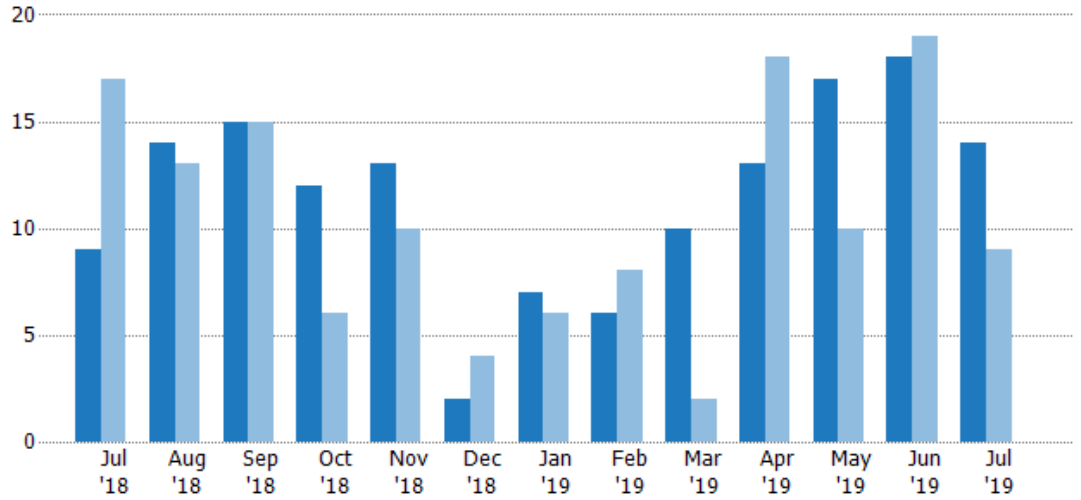
The number of residential properties with accepted offers that were added each month.

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.
Jul '19	14	55.6%
Jul '18	9	-47.1%
Jul '17	17	-64.7%



Current Year	9	14	15	12	13	2	7	6	10	13	17	18	14
Prior Year	17	13	15	6	10	4	6	8	2	18	10	19	9
Percent Change from Prior Year	-47%	8%	0%	100%	30%	-50%	17%	-25%	400%	-28%	70%	-5%	56%

New Pending Sales Volume

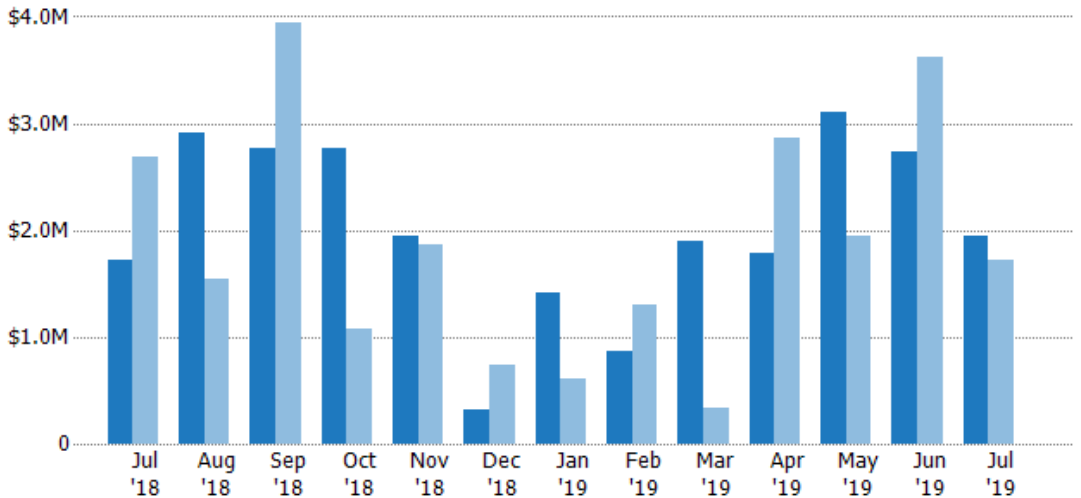
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Jul '19	\$1.94M	13.3%
Jul '18	\$1.72M	-36.2%
Jul '17	\$2.69M	-63.6%



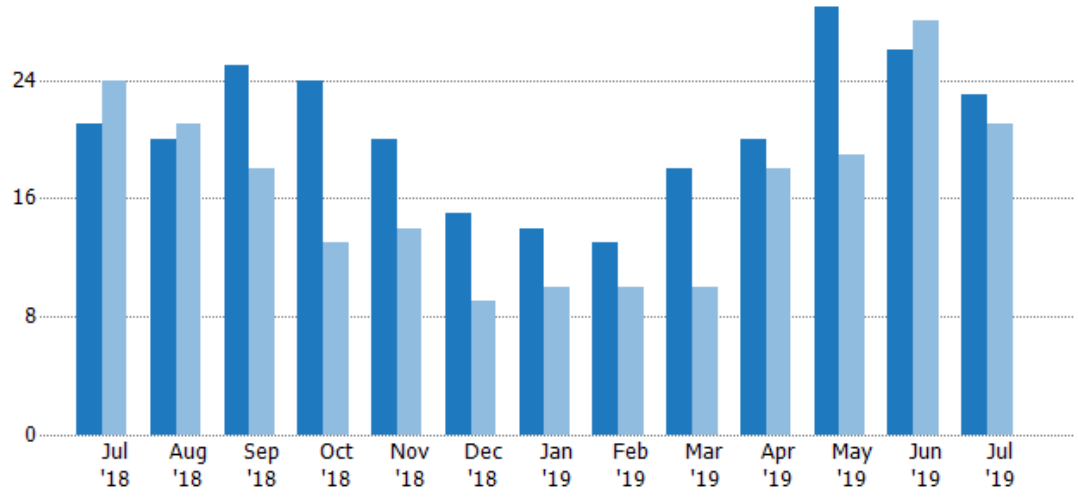
Current Year	\$1.72M	\$2.91M	\$2.76M	\$2.77M	\$1.95M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M	\$1.94M
Prior Year	\$2.69M	\$1.54M	\$3.94M	\$1.07M	\$1.87M	\$737K	\$613K	\$1.3M	\$332K	\$2.87M	\$1.95M	\$3.63M	\$1.72M
Percent Change from Prior Year	-36%	89%	-30%	159%	4%	-57%	129%	-33%	472%	-38%	59%	-25%	13%

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.
Jul '19	23	9.5%
Jul '18	21	-12.5%
Jul '17	24	-41.7%

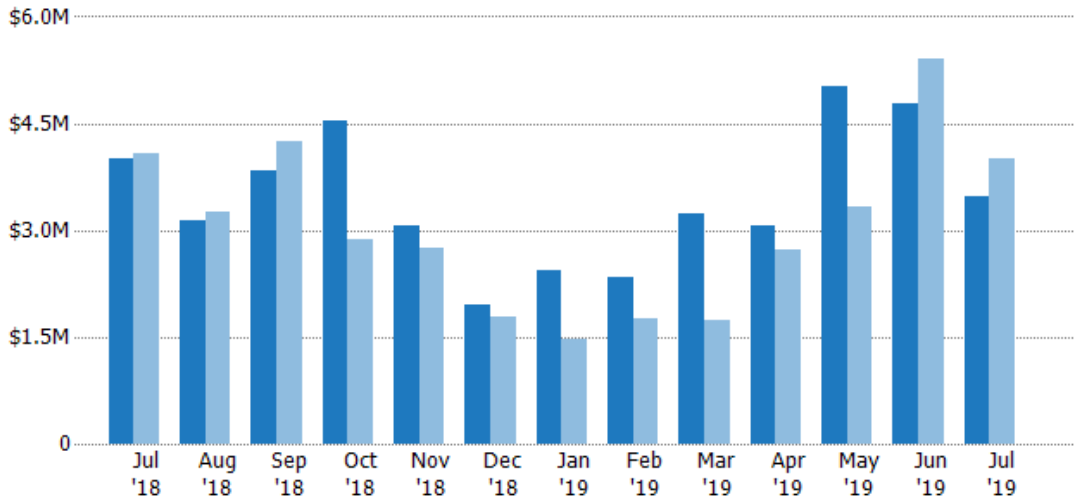
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	21	20	25	24	20	15	14	13	18	20	29	26	23
Prior Year	24	21	18	13	14	9	10	10	10	18	19	28	21
Percent Change from Prior Year	-13%	-5%	39%	85%	43%	67%	40%	30%	80%	11%	53%	-7%	10%

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.
Jul '19	\$3.48M	-13.1%
Jul '18	\$4.01M	-1.9%
Jul '17	\$4.09M	-37.2%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$4.01M	\$3.13M	\$3.85M	\$4.53M	\$3.06M	\$1.95M	\$2.42M	\$2.34M	\$3.23M	\$3.07M	\$5.01M	\$4.78M	\$3.48M
Prior Year	\$4.09M	\$3.25M	\$4.25M	\$2.86M	\$2.75M	\$1.79M	\$1.48M	\$1.76M	\$1.73M	\$2.73M	\$3.32M	\$5.41M	\$4.01M
Percent Change from Prior Year	-2%	-4%	-9%	58%	11%	9%	64%	33%	87%	12%	51%	-12%	-13%

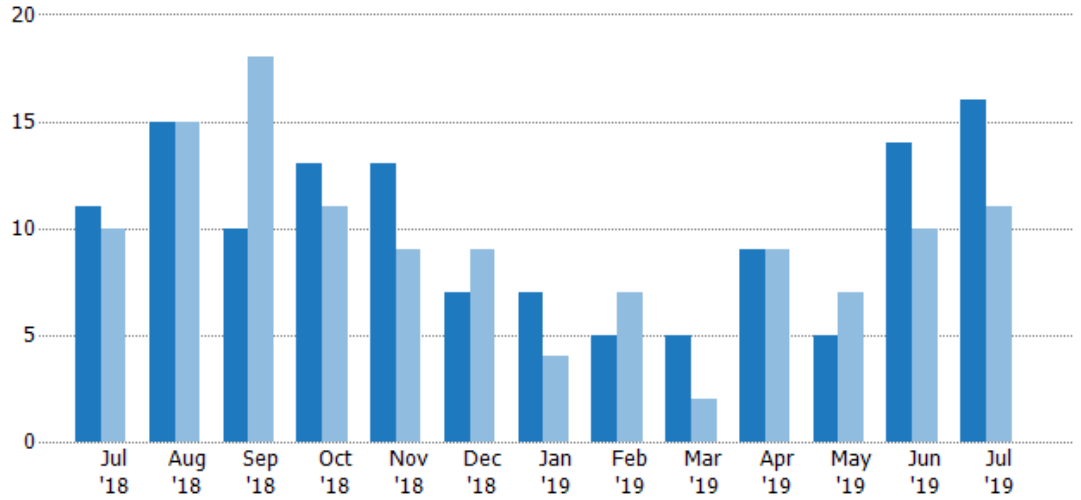
Closed Sales

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.
Jul '19	16	45.5%
Jul '18	11	10%
Jul '17	10	-10%



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

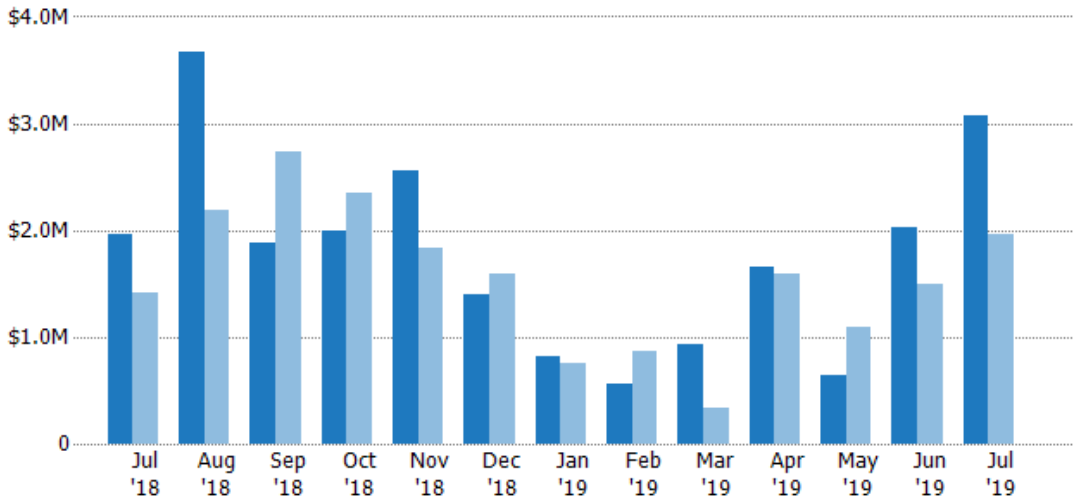
Closed Sales Volume

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.
Jul '19	\$3.07M	56.8%
Jul '18	\$1.96M	37.9%
Jul '17	\$1.42M	-4.4%



Current Year	\$1.96M	\$3.66M	\$1.88M	\$2M	\$2.55M	\$1.4M	\$815K	\$569K	\$939K	\$1.66M	\$640K	\$2.03M	\$3.07M
Prior Year	\$1.42M	\$2.19M	\$2.73M	\$2.34M	\$1.84M	\$1.6M	\$754K	\$869K	\$343K	\$1.58M	\$1.09M	\$1.5M	\$1.96M
Percent Change from Prior Year	38%	68%	-31%	-15%	39%	-12%	8%	-35%	174%	5%	-41%	36%	57%

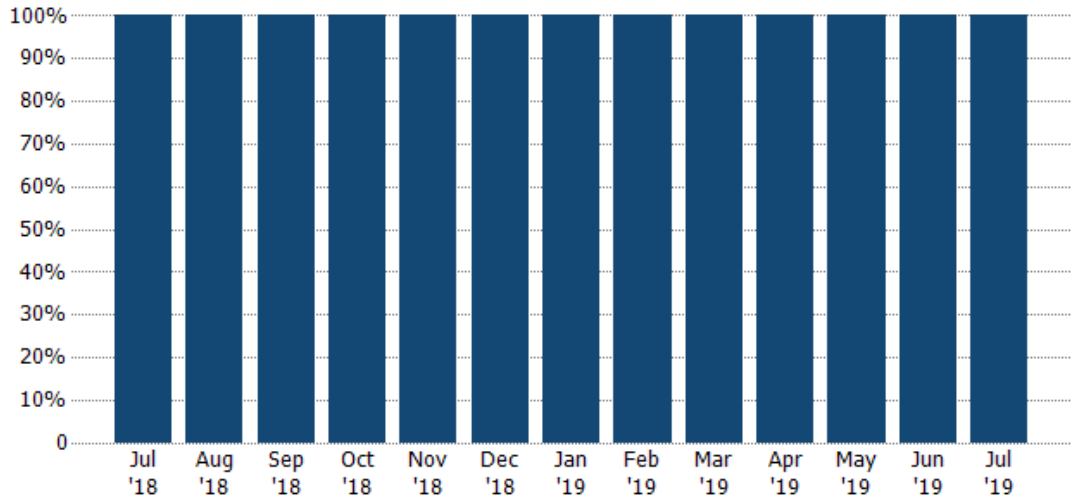
Closed Sales by Property Type

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%

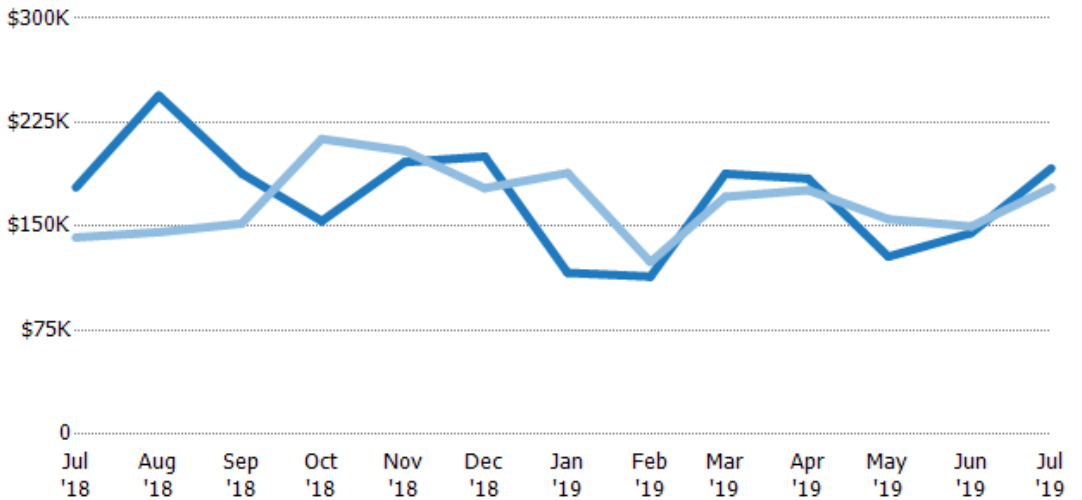
Average Sales Price

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

\$178K \$244K \$188K \$154K \$196K \$200K \$116K \$114K \$188K \$184K \$128K \$145K \$192K

Prior Year

\$142K \$146K \$152K \$213K \$204K \$177K \$188K \$124K \$171K \$176K \$155K \$150K \$178K

Percent Change from Prior Year

25% 68% 24% -28% -4% 13% -38% -8% 10% 5% -17% -3% 8%

Median Sales Price

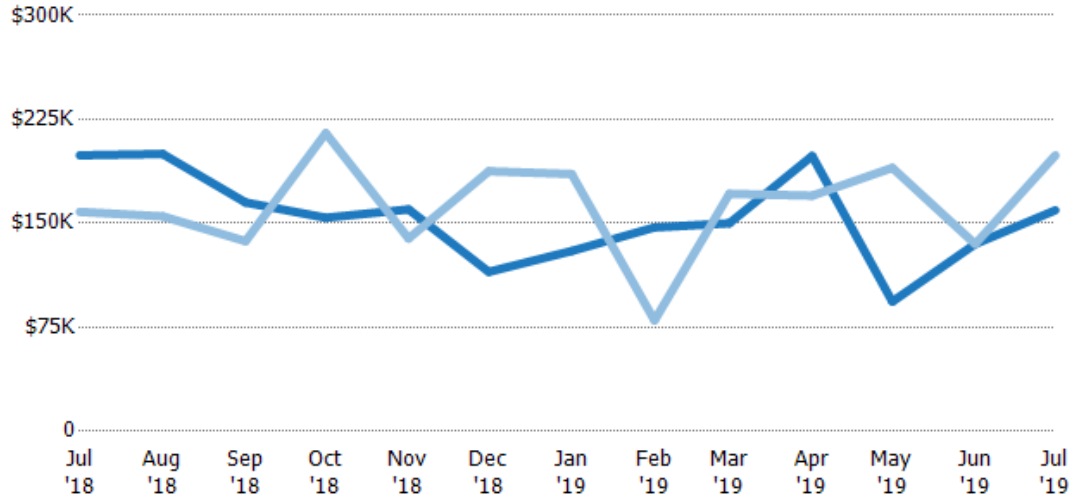
The median sales price of the residential properties sold each month.

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.
Jul '19	\$159K	-19.9%
Jul '18	\$199K	25.8%
Jul '17	\$158K	4.3%



Current Year	\$199K	\$200K	\$165K	\$154K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K
Prior Year	\$158K	\$155K	\$137K	\$215K	\$139K	\$188K	\$186K	\$80K	\$171K	\$170K	\$190K	\$135K	\$199K
Percent Change from Prior Year	26%	29%	20%	-28%	15%	-39%	-30%	84%	-12%	17%	-51%	0%	-20%

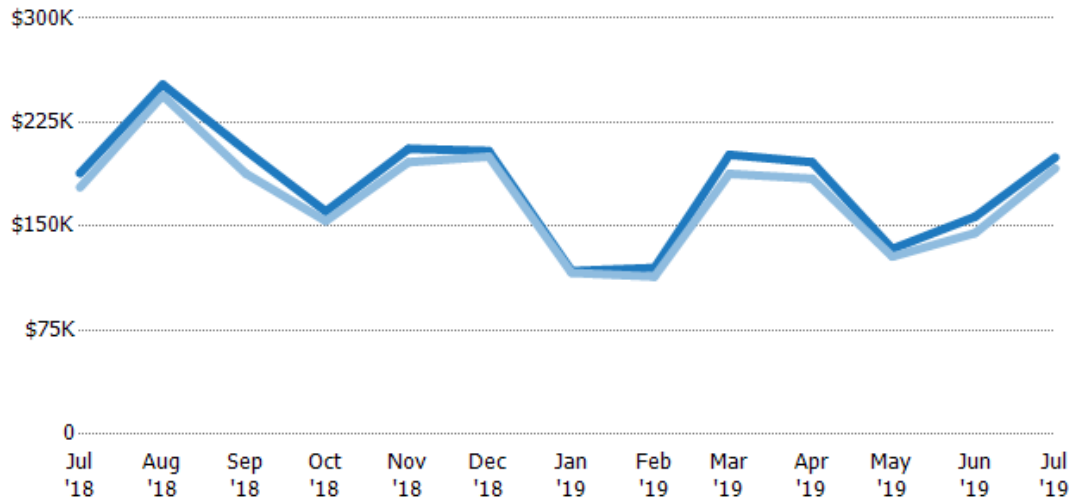
Average Sales Price vs Average Listing Price

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



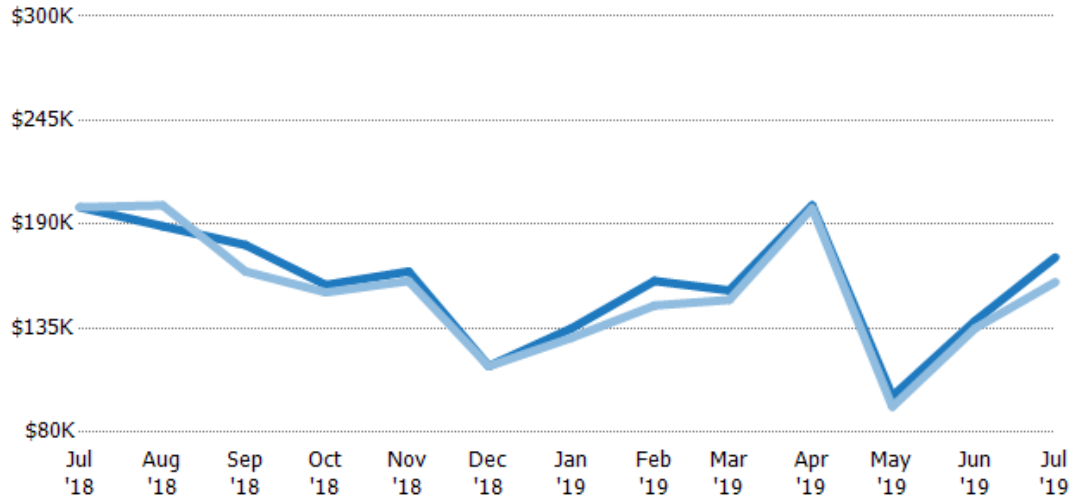
Avg List Price	\$188K	\$252K	\$205K	\$161K	\$206K	\$204K	\$118K	\$120K	\$202K	\$196K	\$134K	\$157K	\$200K
Avg Sales Price	\$178K	\$244K	\$188K	\$154K	\$196K	\$200K	\$116K	\$114K	\$188K	\$184K	\$128K	\$145K	\$192K
Avg Sales Price as a % of Avg List Price	95%	97%	92%	96%	95%	98%	99%	95%	93%	94%	96%	92%	96%

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



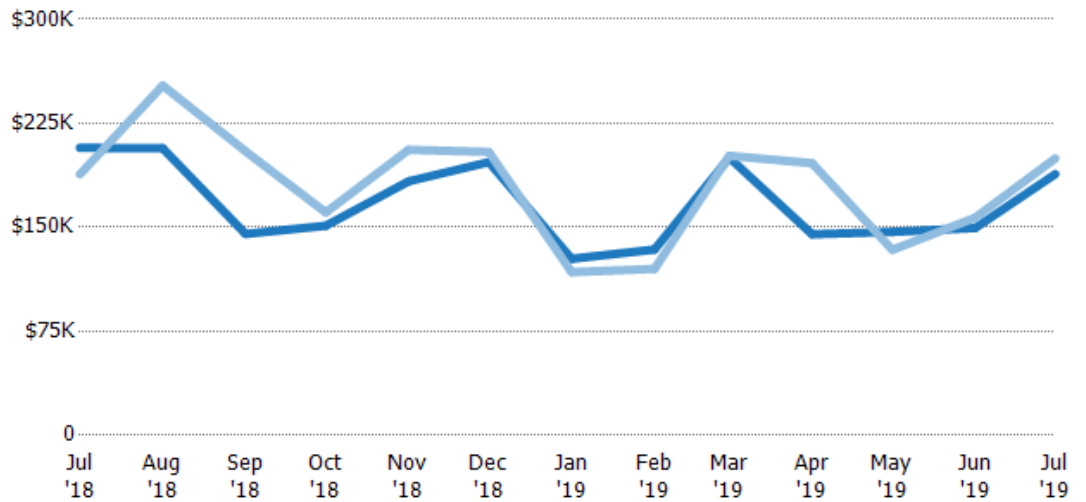
Median List Price	\$199K	\$189K	\$179K	\$158K	\$165K	\$115K	\$135K	\$160K	\$155K	\$200K	\$99K	\$139K	\$173K
Median Sales Price	\$199K	\$200K	\$165K	\$154K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K
Med Sales Price as a % of Med List Price	100%	106%	92%	98%	97%	100%	96%	92%	97%	99%	94%	97%	92%

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



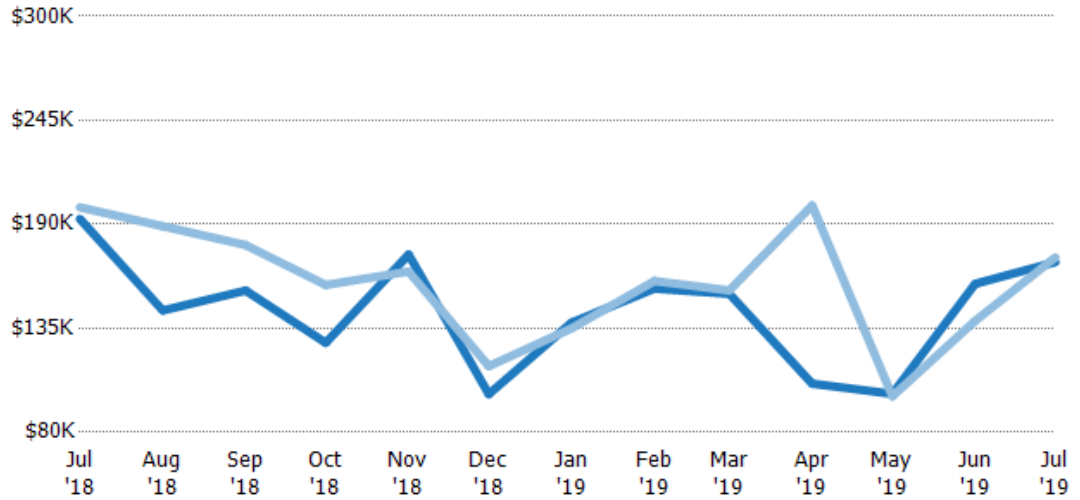
Avg Est Value	\$207K	\$207K	\$145K	\$151K	\$183K	\$197K	\$127K	\$134K	\$200K	\$145K	\$147K	\$149K	\$188K
Avg Sales Price	\$188K	\$252K	\$205K	\$161K	\$206K	\$204K	\$118K	\$120K	\$202K	\$196K	\$134K	\$157K	\$200K
Avg Sales Price as a % of Avg Est Value	91%	122%	141%	106%	112%	104%	92%	90%	101%	135%	91%	105%	106%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$193K	\$144K	\$155K	\$127K	\$174K	\$100K	\$138K	\$156K	\$153K	\$106K	\$100K	\$159K	\$170K
Median Sales Price	\$199K	\$189K	\$179K	\$158K	\$165K	\$115K	\$135K	\$160K	\$155K	\$200K	\$99K	\$139K	\$173K
Med Sales Price as a % of Med Est Value	103%	131%	116%	124%	95%	115%	98%	103%	101%	189%	99%	88%	101%