

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	11	16	-31.3%	93	98	-5.1%
New Listing Volume	\$2,359,750	\$3,013,000	-21.7%	\$17,513,900	\$18,262,150	-4.1%
Active Listing Count	58	70	-17.1%	N/A	N/A	
Active Listing Volume	\$12,437,150	\$14,527,600	-14.4%	N/A	N/A	
Average Listing Price	\$214,434	\$207,537	+3.3%	\$191,909	\$195,802	-2%
Median Listing Price	\$149,250	\$174,925	-14.7%	\$147,128	\$163,776	-10.2%
Median Days in RPR	94.5	98	-3.6%	119.04	127.29	-6.5%
Months of Inventory	4.5	10	-55.4%	10.7	7.5	+43.2%
Absorption Rate	22.41%	10%	+12.4%	9.35%	13.39%	-4%
Sales Activity Charts Metrics						
New Pending Sales Count	15	8	+87.5%	76	57	+33.3%
New Pending Sales Volume	\$2,129,550	\$1,483,350	+43.6%	\$11,382,349	\$9,301,500	+22.4%
Pending Sales Count	20	14	+42.9%	N/A	N/A	
Pending Sales Volume	\$2,806,050	\$2,134,650	+31.5%	N/A	N/A	
Closed Sales Count	8	11	-27.3%	56	42	+33.3%
Closed Sales Volume	\$995,400	\$2,493,350	-60.1%	\$8,233,050	\$7,061,149	+16.6%
Average Sales Price	\$124,425	\$226,668	-45.1%	\$147,019	\$168,123	-12.6%
Median Sales Price	\$134,450	\$150,000	-10.4%	\$134,138	\$140,652	-4.6%

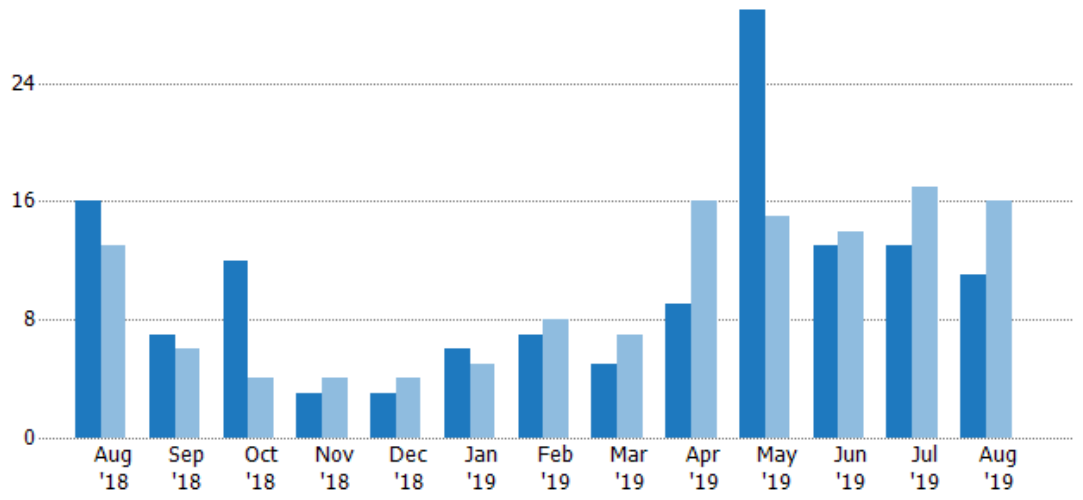
New Listings

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.
Aug '19	11	-31.3%
Aug '18	16	23.1%
Aug '17	13	7.7%



Current Year	16	7	12	3	3	6	7	5	9	29	13	13	11
Prior Year	13	6	4	4	4	5	8	7	16	15	14	17	16
Percent Change from Prior Year	23%	17%	200%	-25%	-25%	20%	-13%	-29%	-44%	93%	-7%	-24%	-31%

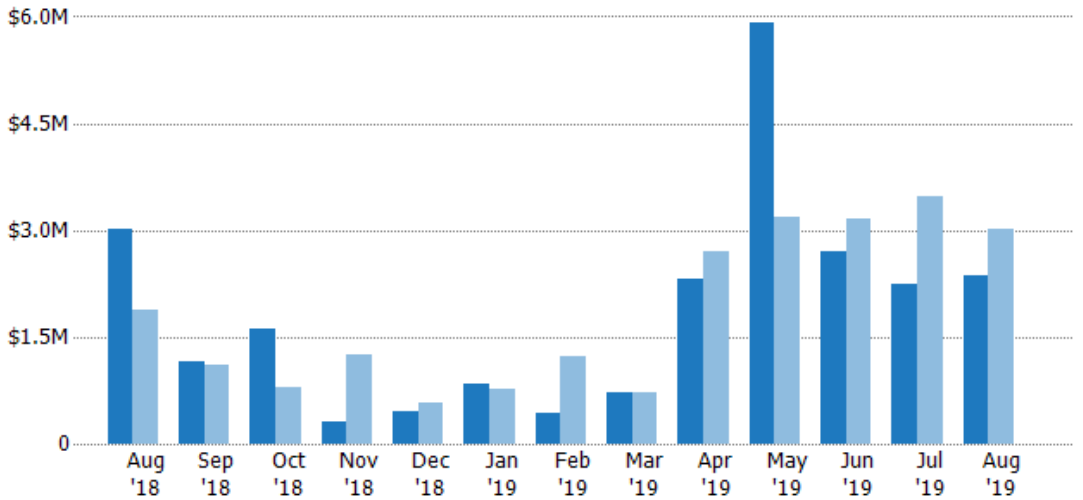
New Listing Volume

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.
Aug '19	\$2.36M	-21.7%
Aug '18	\$3.01M	59.9%
Aug '17	\$1.88M	27.8%



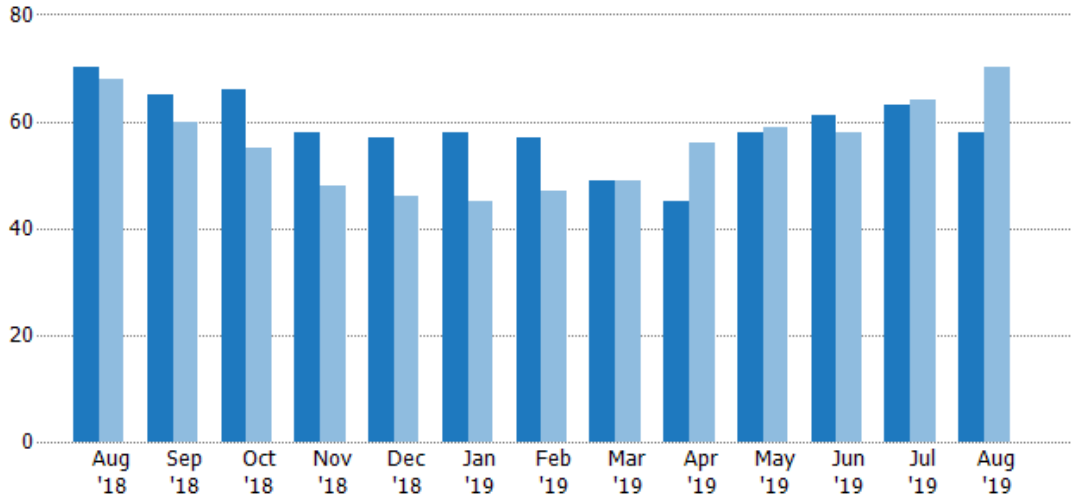
Current Year	\$3.01M	\$1.14M	\$1.62M	\$309K	\$449K	\$851K	\$420K	\$720K	\$2.32M	\$5.9M	\$2.7M	\$2.24M	\$2.36M
Prior Year	\$1.88M	\$1.1M	\$803K	\$1.24M	\$575K	\$775K	\$1.23M	\$710K	\$2.7M	\$3.19M	\$3.17M	\$3.47M	\$3.01M
Percent Change from Prior Year	60%	4%	102%	-75%	-22%	10%	-66%	1%	-14%	85%	-15%	-36%	-22%

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.
Aug '19	58	-17.1%
Aug '18	70	2.9%
Aug '17	68	13.2%

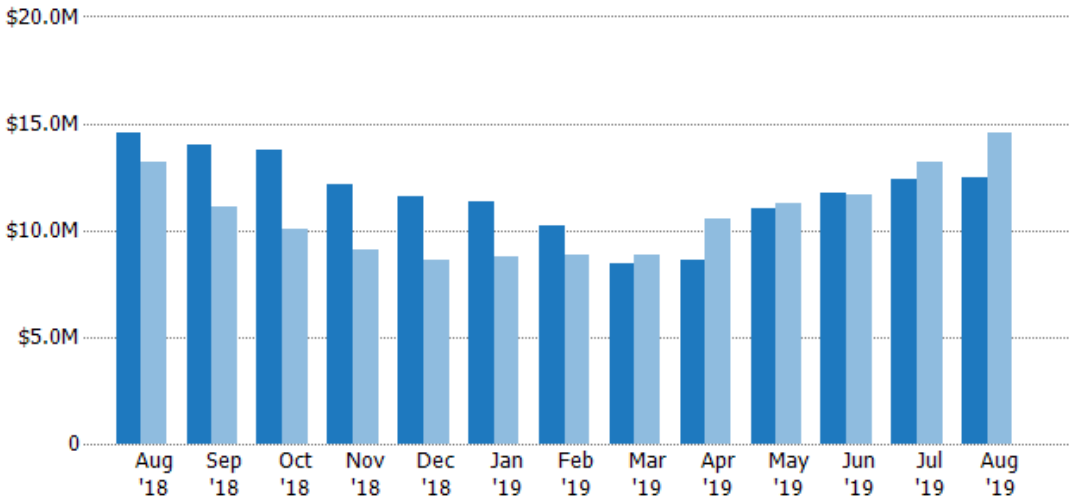
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	70	65	66	58	57	58	57	49	45	58	61	63	58
Prior Year	68	60	55	48	46	45	47	49	56	59	58	64	70
Percent Change from Prior Year	3%	8%	20%	21%	24%	29%	21%	0%	-20%	-2%	5%	-2%	-17%

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.
Aug '19	\$12.4M	-14.4%
Aug '18	\$14.5M	10.3%
Aug '17	\$13.2M	2.2%

	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	\$14.5M	\$14M	\$13.7M	\$12.2M	\$11.6M	\$11.4M	\$10.2M	\$8.42M	\$8.59M	\$11M	\$11.8M	\$12.4M	\$12.4M
Prior Year	\$13.2M	\$11.1M	\$10M	\$9.06M	\$8.57M	\$8.73M	\$8.88M	\$8.87M	\$10.5M	\$11.3M	\$11.7M	\$13.2M	\$14.5M
Percent Change from Prior Year	10%	26%	37%	34%	35%	30%	15%	-5%	-19%	-3%	1%	-6%	-14%

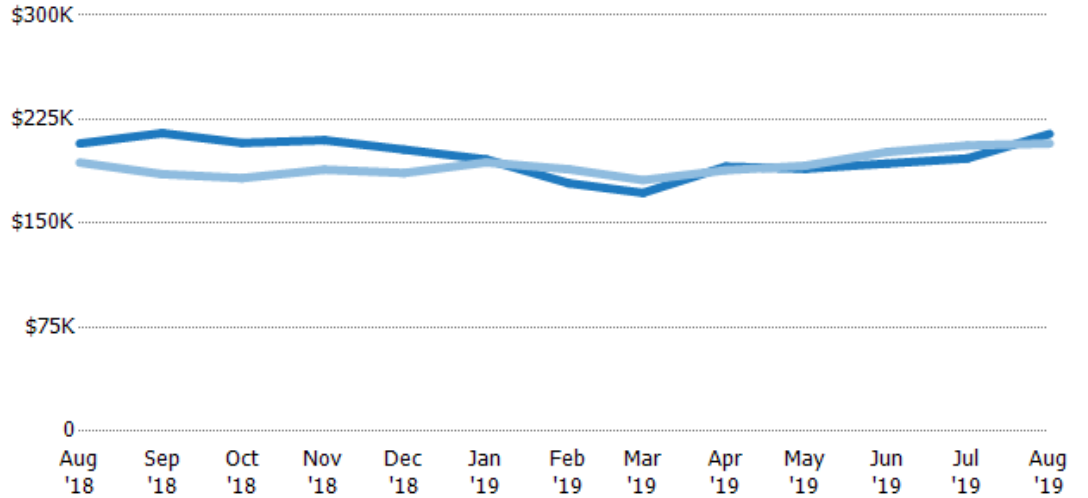
Average Listing Price

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.
Aug '19	\$214K	3.3%
Aug '18	\$208K	7.1%
Aug '17	\$194K	-9.8%



Current Year	\$208K	\$215K	\$208K	\$210K	\$203K	\$196K	\$179K	\$172K	\$191K	\$189K	\$193K	\$197K	\$214K
Prior Year	\$194K	\$185K	\$183K	\$189K	\$186K	\$194K	\$189K	\$181K	\$188K	\$191K	\$201K	\$206K	\$208K
Percent Change from Prior Year	7%	16%	14%	11%	9%	1%	-5%	-5%	1%	-1%	-4%	-5%	3%

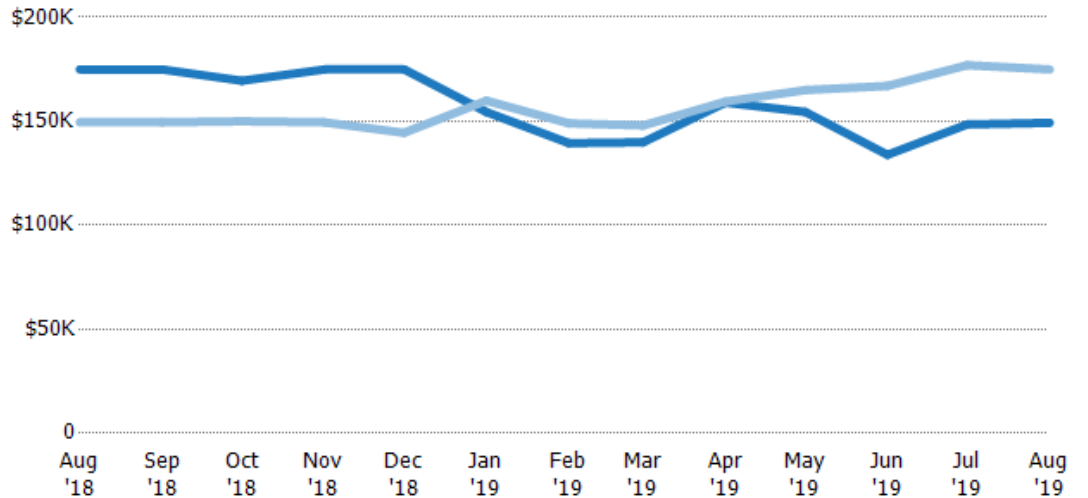
Median Listing Price

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.
Aug '19	\$149K	-14.7%
Aug '18	\$175K	17%
Aug '17	\$150K	5%



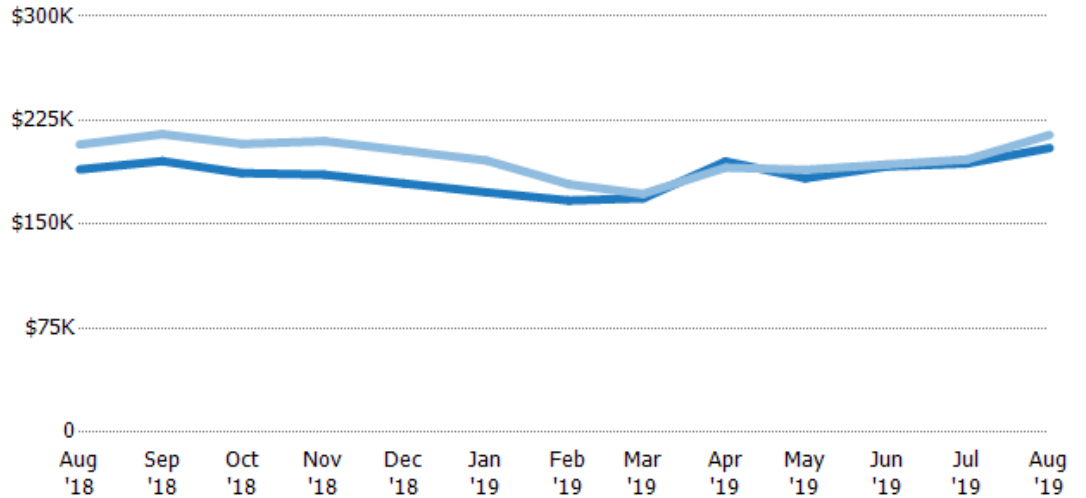
Current Year	\$175K	\$175K	\$170K	\$175K	\$175K	\$154K	\$140K	\$140K	\$159K	\$155K	\$134K	\$149K	\$149K
Prior Year	\$150K	\$150K	\$150K	\$150K	\$144K	\$160K	\$149K	\$148K	\$159K	\$165K	\$167K	\$177K	\$175K
Percent Change from Prior Year	17%	17%	13%	17%	21%	-3%	-6%	-5%	0%	-6%	-20%	-16%	-15%

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



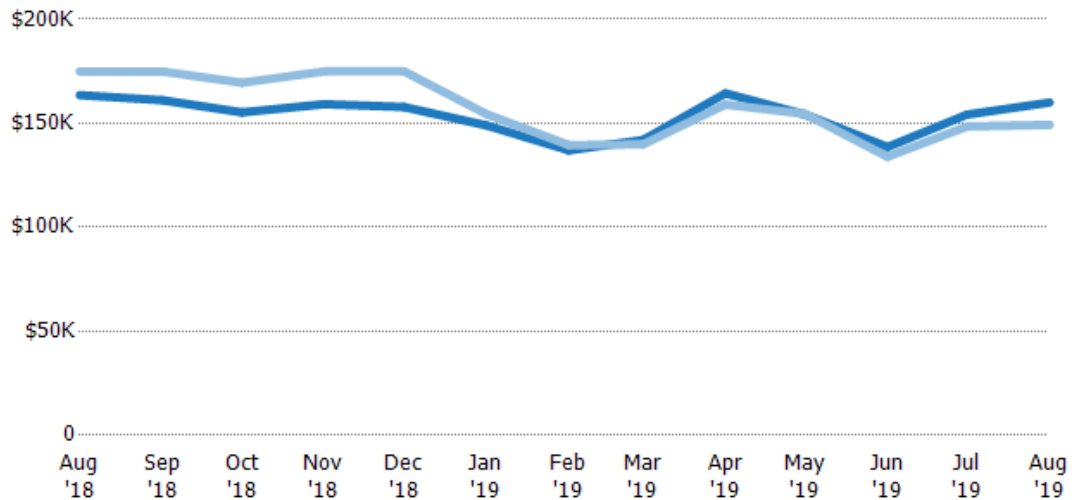
Avg Est Value	\$190K	\$196K	\$187K	\$186K	\$179K	\$173K	\$167K	\$169K	\$195K	\$183K	\$192K	\$194K	\$205K
Avg Listing Price	\$208K	\$215K	\$208K	\$210K	\$203K	\$196K	\$179K	\$172K	\$191K	\$189K	\$193K	\$197K	\$214K
Avg Listing Price as a % of Avg Est Value	109%	110%	111%	113%	113%	113%	107%	102%	98%	103%	101%	101%	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:
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Family Residence



Median Est Value	\$164K	\$161K	\$155K	\$159K	\$158K	\$149K	\$137K	\$142K	\$164K	\$154K	\$139K	\$154K	\$160K
Median Listing Price	\$175K	\$175K	\$170K	\$175K	\$175K	\$154K	\$140K	\$140K	\$159K	\$155K	\$134K	\$149K	\$149K
Med Listing Price as a % of Med Est Value	107%	109%	109%	110%	111%	104%	102%	99%	97%	100%	97%	96%	93%

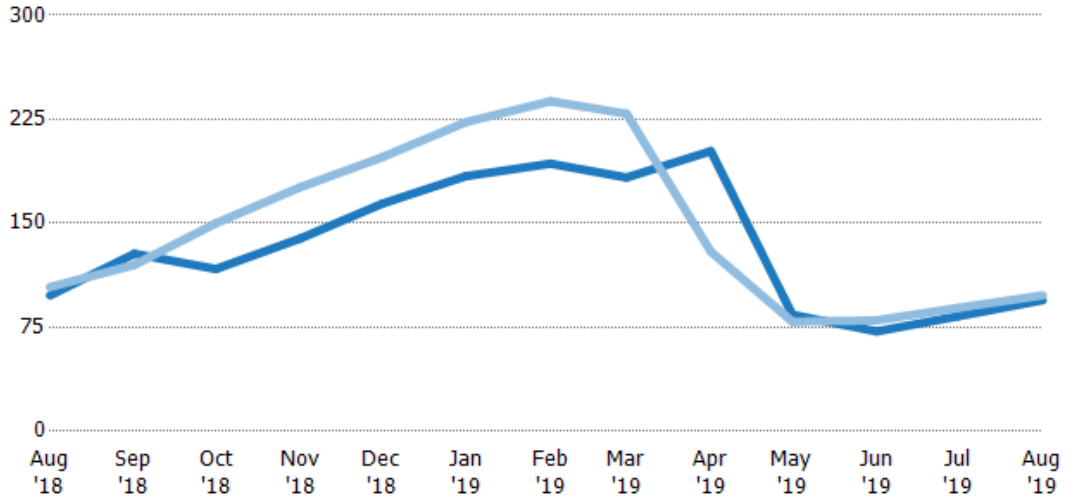
Median Days in RPR

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.
Aug '19	94.5	-3.6%
Aug '18	98	-5.8%
Aug '17	104	-7.7%



	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	98	128	117	139	164	184	193	183	202	84	72	83	94.5
Prior Year	104	120	150	176	198	223	238	229	130	79	80	89	98
Percent Change from Prior Year	-6%	7%	-22%	-21%	-17%	-17%	-19%	-20%	56%	6%	-10%	-7%	-4%

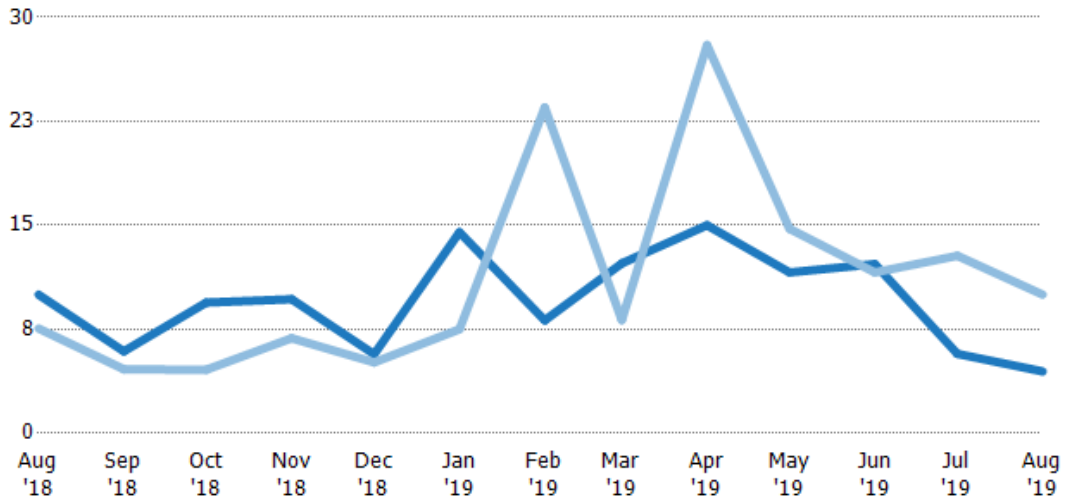
Months of Inventory

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

Filters Used

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

Month/Year	Months	% Chg.
Aug '19	4.46	-55.4%
Aug '18	10	32.4%
Aug '17	7.56	45.6%



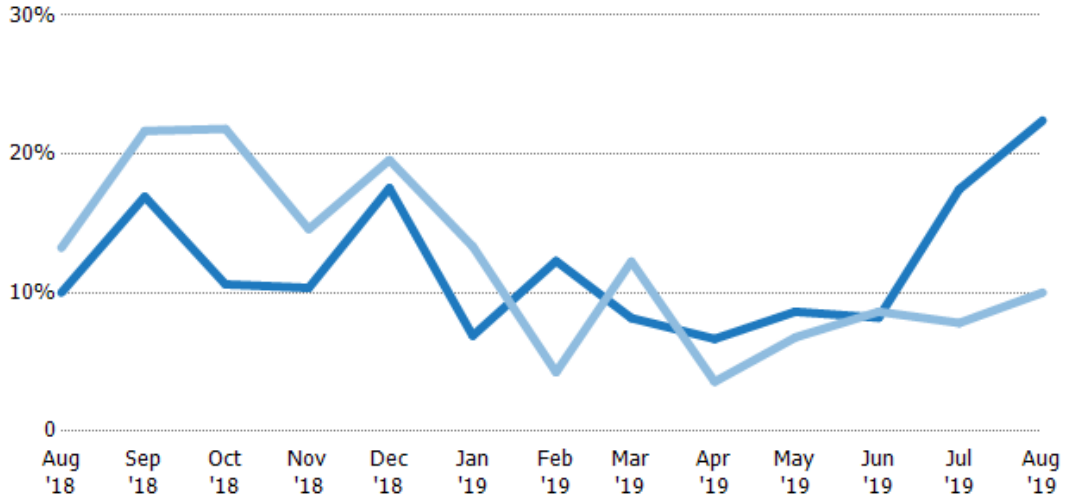
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10	5.91	9.43	9.67	5.7	14.5	8.14	12.3	15	11.6	12.2	5.73	4.46
Prior Year	7.56	4.62	4.58	6.86	5.11	7.5	23.5	8.17	28	14.8	11.6	12.8	10
Percent Change from Prior Year	32%	28%	106%	41%	12%	93%	-65%	50%	-46%	-21%	5%	-55%	-55%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



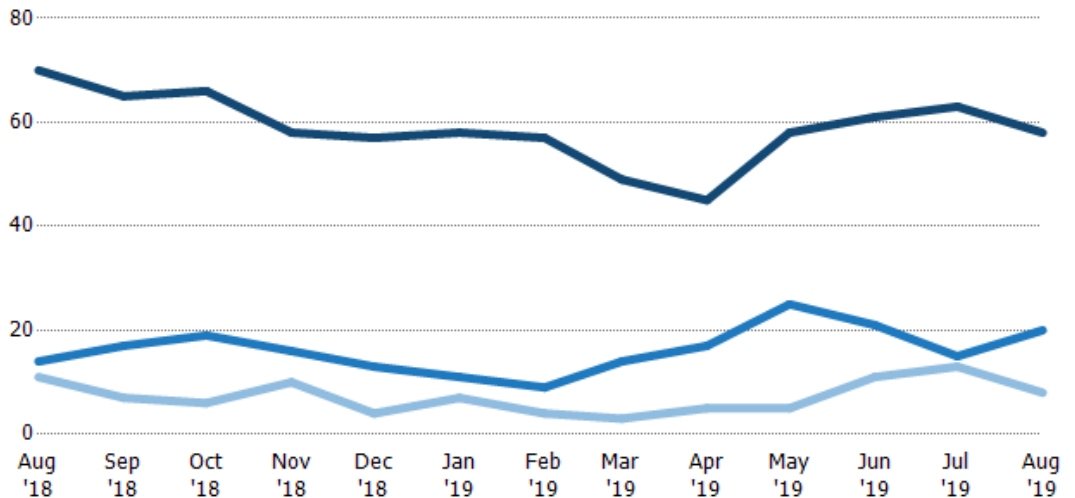
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10%	17%	11%	10%	18%	7%	12%	8%	7%	9%	8%	17%	22%
Prior Year	13%	22%	22%	15%	20%	13%	4%	12%	4%	7%	9%	8%	10%
Change from Prior Year	3%	5%	11%	4%	2%	6%	-8%	4%	-3%	-2%	0%	-10%	-12%

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



	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	70	65	66	58	57	58	57	49	45	58	61	63	58
Pending	14	17	19	16	13	11	9	14	17	25	21	15	20
Sold	11	7	6	10	4	7	4	3	5	5	11	13	8

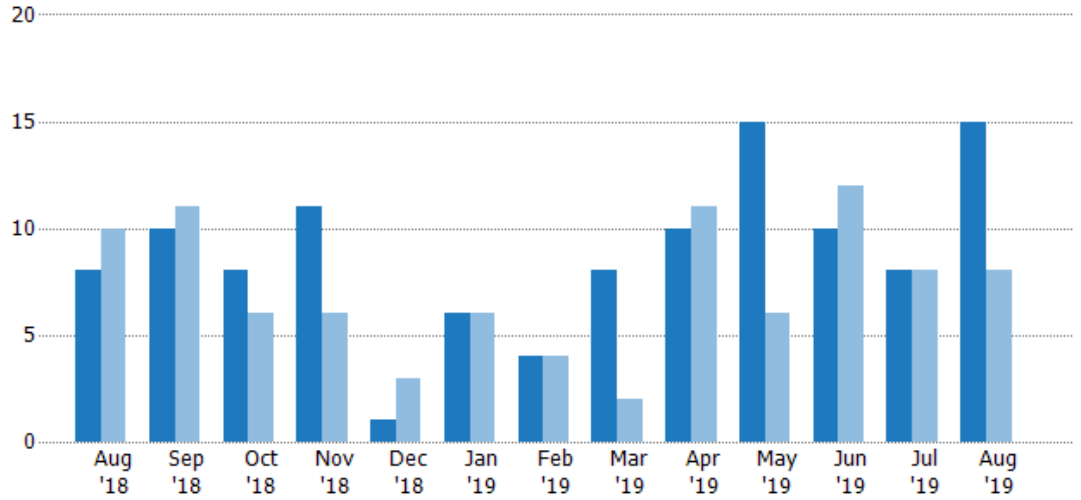
New Pending Sales

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.
Aug '19	15	87.5%
Aug '18	8	-20%
Aug '17	10	-40%



Current Year	8	10	8	11	1	6	4	8	10	15	10	8	15
Prior Year	10	11	6	6	3	6	4	2	11	6	12	8	8
Percent Change from Prior Year	-20%	-9%	33%	83%	-67%	0%	0%	300%	-9%	150%	-17%	0%	88%

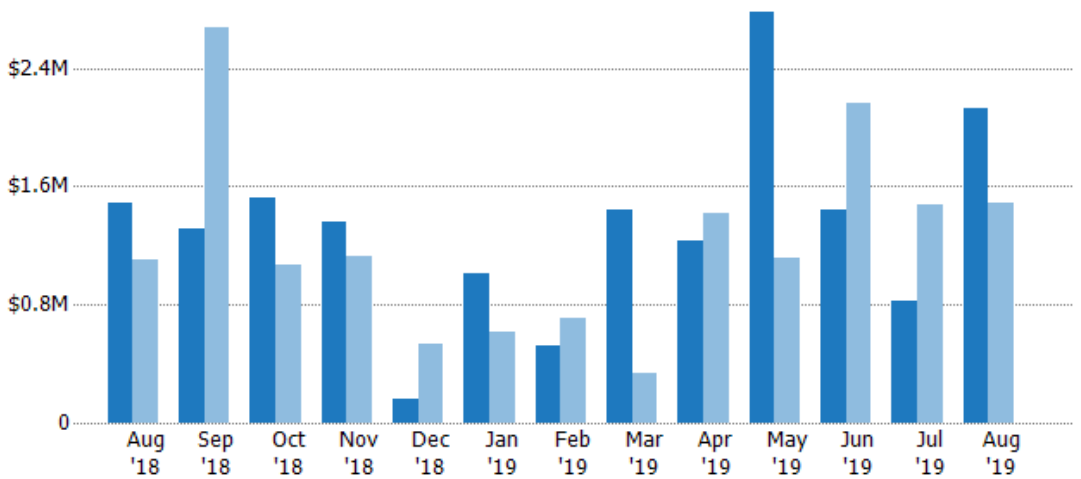
New Pending Sales Volume

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.
Aug '19	\$2.13M	43.6%
Aug '18	\$1.48M	34.7%
Aug '17	\$1.1M	-45.3%



Current Year	\$1.48M	\$1.32M	\$1.52M	\$1.36M	\$158K	\$1.01M	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M	\$826K	\$2.13M
Prior Year	\$1.1M	\$2.67M	\$1.07M	\$1.13M	\$538K	\$613K	\$708K	\$332K	\$1.42M	\$1.11M	\$2.16M	\$1.48M	\$1.48M
Percent Change from Prior Year	35%	-51%	42%	20%	-71%	64%	-26%	335%	-13%	150%	-33%	-44%	44%

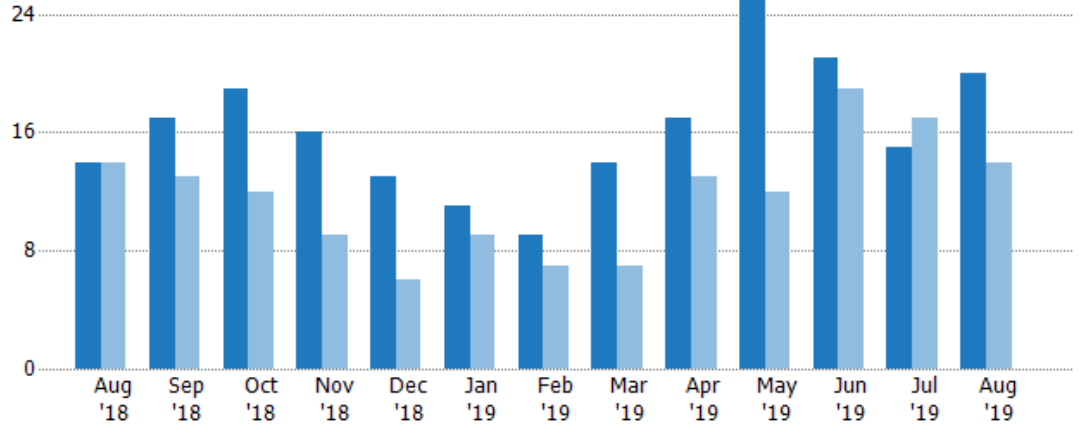
Pending Sales

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.
Aug '19	20	42.9%
Aug '18	14	0%
Aug '17	14	-42.9%



Current Year	14	17	19	16	13	11	9	14	17	25	21	15	20
Prior Year	14	13	12	9	6	9	7	7	13	12	19	17	14
Percent Change from Prior Year	0%	31%	58%	78%	117%	22%	29%	100%	31%	108%	11%	-12%	43%

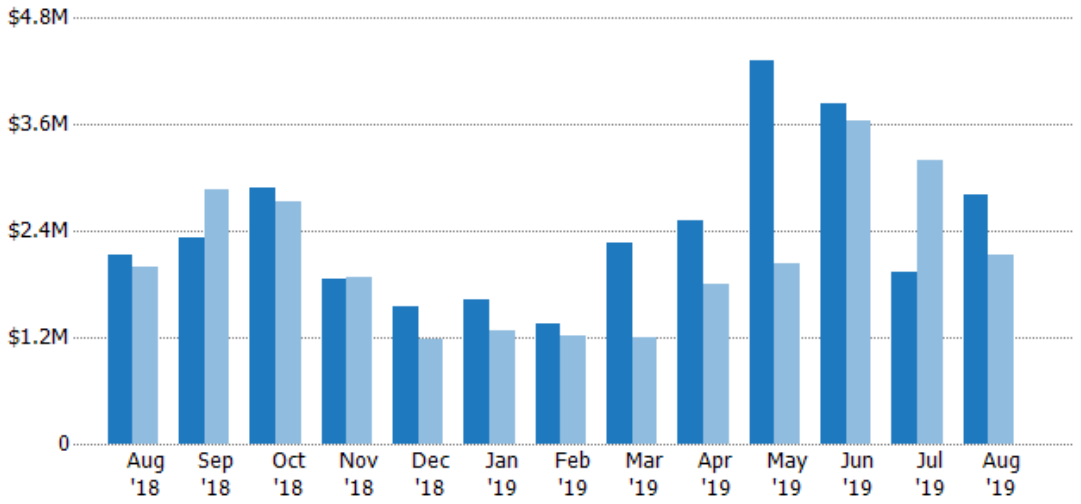
Pending Sales Volume

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.
Aug '19	\$2.81M	31.5%
Aug '18	\$2.13M	7.2%
Aug '17	\$1.99M	-54.5%



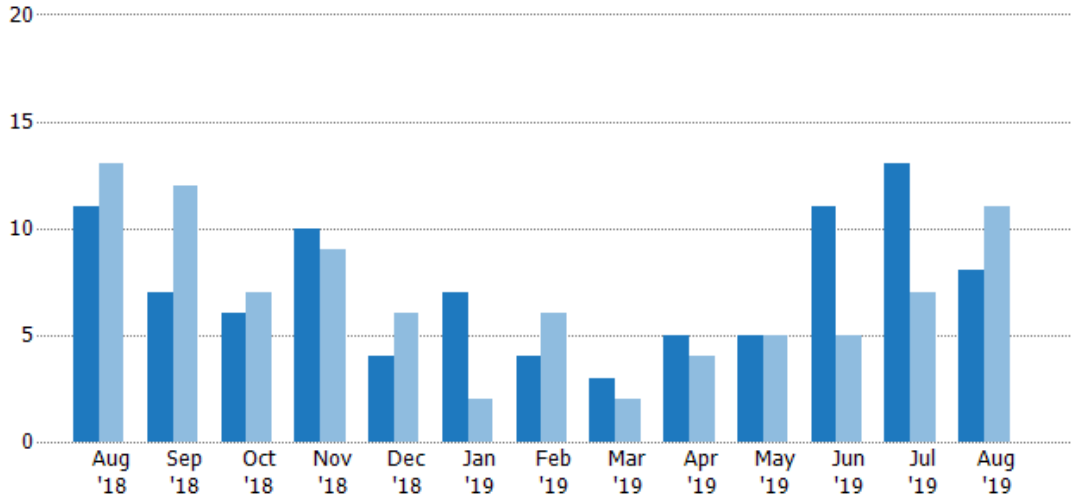
Current Year	\$2.13M	\$2.32M	\$2.88M	\$1.86M	\$1.54M	\$1.62M	\$1.35M	\$2.26M	\$2.51M	\$4.33M	\$3.84M	\$1.94M	\$2.81M
Prior Year	\$1.99M	\$2.86M	\$2.74M	\$1.88M	\$1.18M	\$1.28M	\$1.22M	\$1.19M	\$1.8M	\$2.03M	\$3.64M	\$3.2M	\$2.13M
Percent Change from Prior Year	7%	-19%	5%	-2%	31%	27%	10%	90%	39%	114%	6%	-40%	31%

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



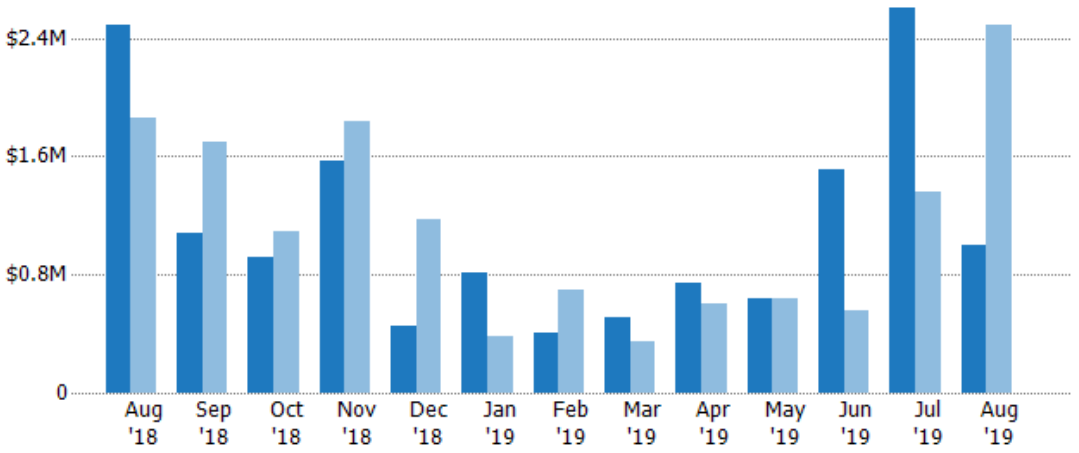
Month/Year	Count	% Chg.
Aug '19	8	-27.3%
Aug '18	11	-15.4%
Aug '17	13	-69.2%

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



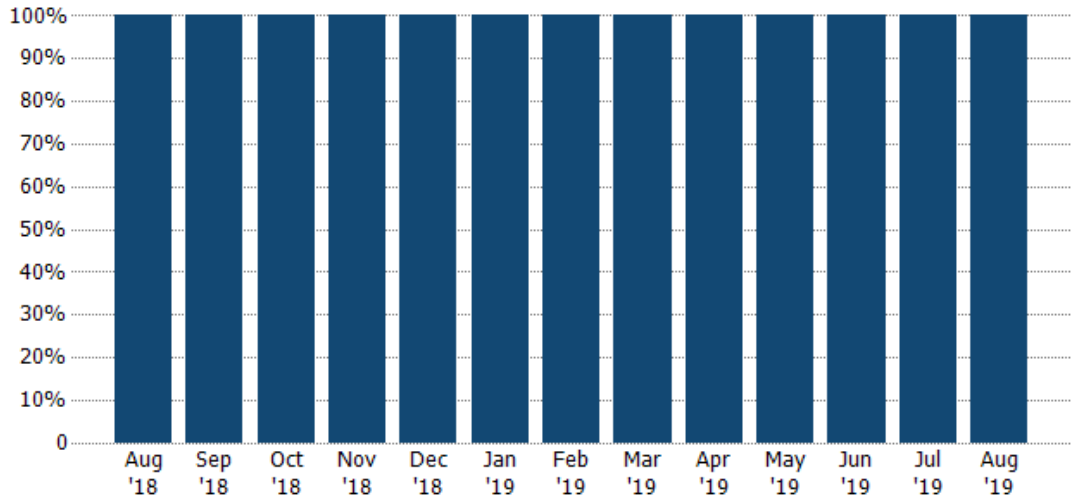
Month/Year	Volume	% Chg.
Aug '19	\$995K	-60.1%
Aug '18	\$2.49M	34.5%
Aug '17	\$1.85M	-72.4%

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

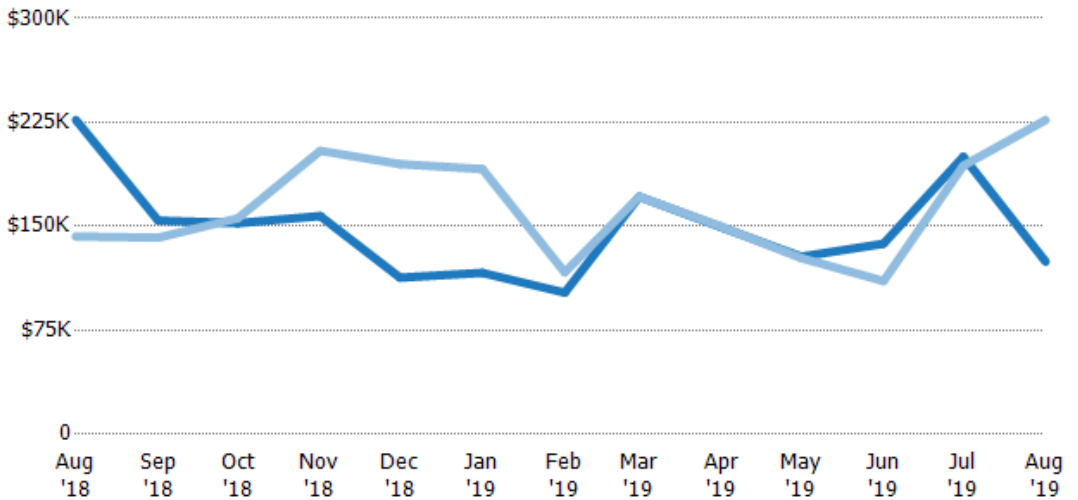
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$227K \$154K \$152K \$157K \$113K \$116K \$102K \$171K \$149K \$128K \$137K \$200K \$124K
 \$143K \$142K \$156K \$204K \$195K \$191K \$117K \$171K \$150K \$127K \$111K \$194K \$227K
 59% 9% -2% -23% -42% -39% -13% 0% 0% 1% 24% 3% -45%

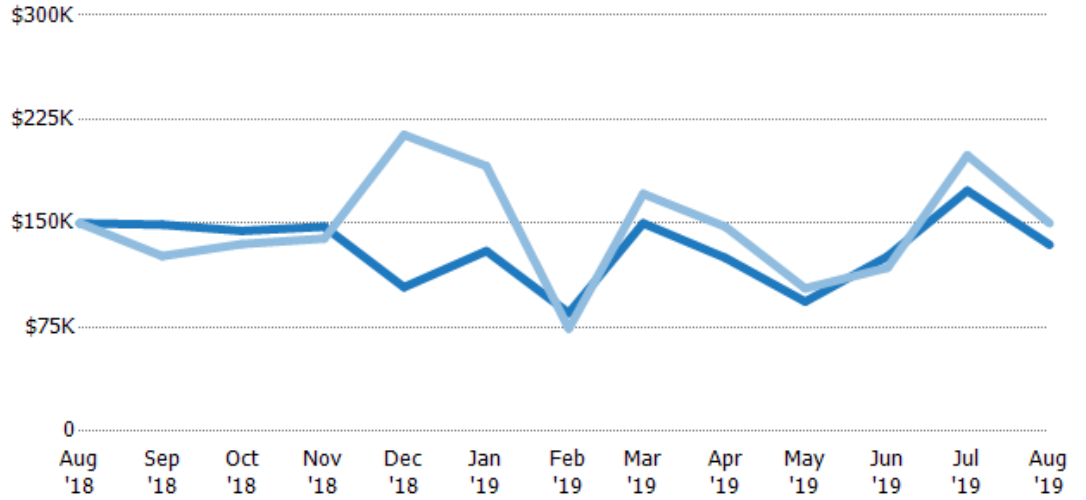
Median Sales Price

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.
Aug '19	\$134K	-10.4%
Aug '18	\$150K	0%
Aug '17	\$150K	-13.8%



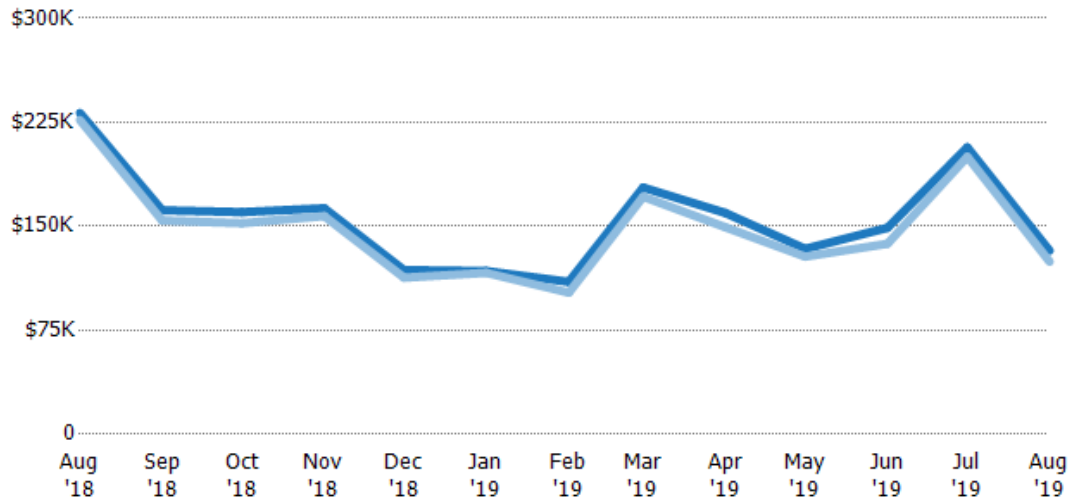
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$150K	\$149K	\$145K	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$125K	\$93.5K	\$126K	\$174K	\$134K
Prior Year	\$150K	\$126K	\$135K	\$139K	\$214K	\$191K	\$74.1K	\$171K	\$147K	\$103K	\$118K	\$199K	\$150K
Percent Change from Prior Year	0%	18%	7%	6%	-51%	-32%	15%	-12%	-15%	-9%	7%	-13%	-10%

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



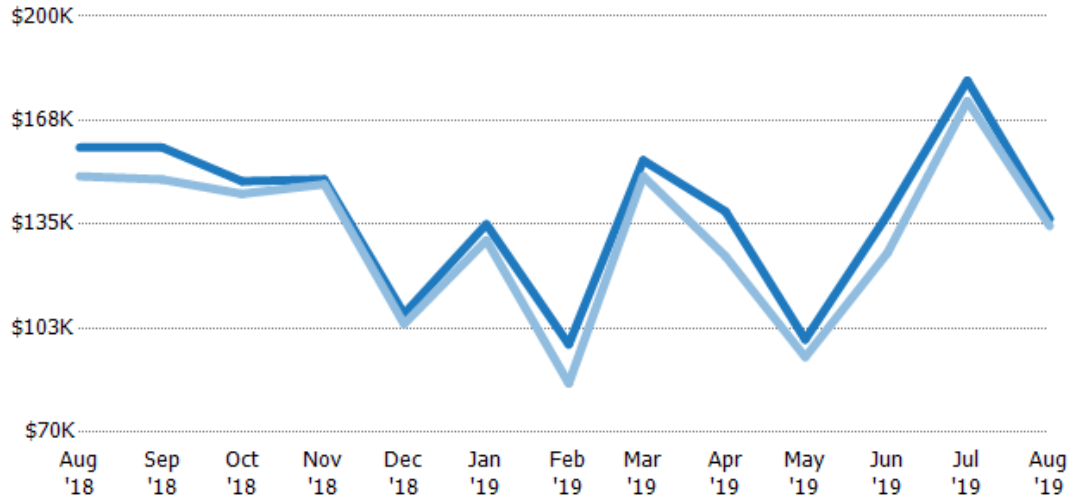
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$232K	\$162K	\$160K	\$163K	\$118K	\$118K	\$110K	\$178K	\$160K	\$134K	\$149K	\$207K	\$132K
Avg Sales Price	\$227K	\$154K	\$152K	\$157K	\$113K	\$116K	\$102K	\$171K	\$149K	\$128K	\$137K	\$200K	\$124K
Avg Sales Price as a % of Avg List Price	98%	95%	95%	97%	95%	99%	93%	96%	94%	96%	92%	97%	94%

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



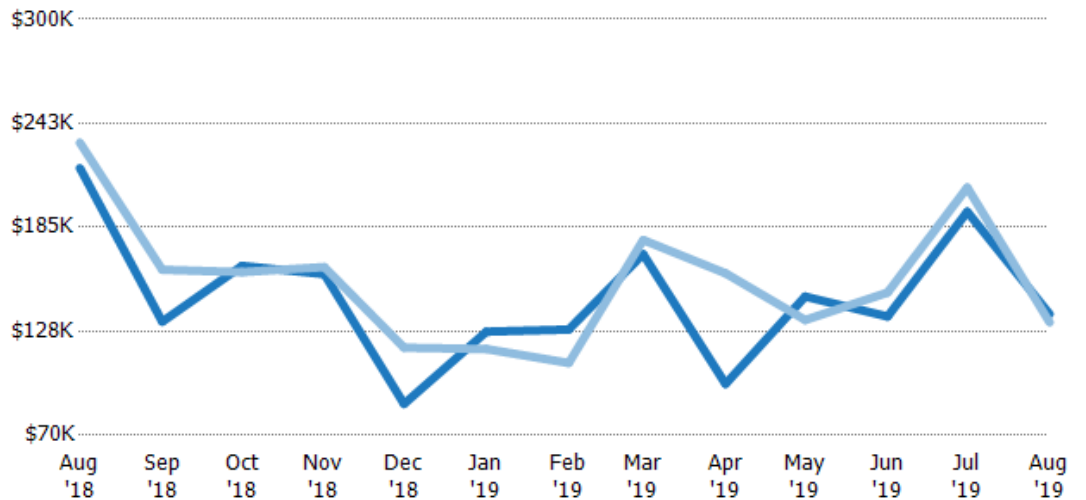
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$159K	\$159K	\$148K	\$149K	\$107K	\$135K	\$97.5K	\$155K	\$139K	\$99K	\$138K	\$180K	\$137K
Median Sales Price	\$150K	\$149K	\$145K	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$125K	\$93.5K	\$126K	\$174K	\$134K
Med Sales Price as a % of Med List Price	94%	94%	97%	99%	97%	96%	87%	97%	90%	94%	91%	96%	98%

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



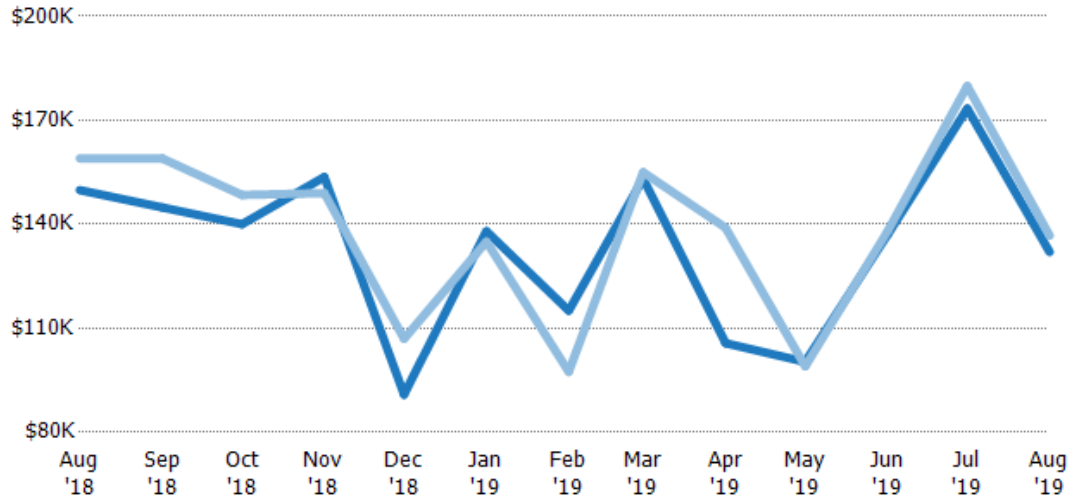
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$218K	\$133K	\$164K	\$159K	\$87.4K	\$127K	\$128K	\$170K	\$98.4K	\$147K	\$136K	\$194K	\$137K
Avg Sales Price	\$232K	\$162K	\$160K	\$163K	\$118K	\$118K	\$110K	\$178K	\$160K	\$134K	\$149K	\$207K	\$132K
Avg Sales Price as a % of Avg Est Value	106%	122%	98%	102%	136%	92%	86%	105%	162%	91%	110%	107%	97%

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



	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	\$150K	\$145K	\$140K	\$154K	\$90.9K	\$138K	\$115K	\$153K	\$106K	\$100K	\$137K	\$173K	\$132K
Median Sales Price	\$159K	\$159K	\$148K	\$149K	\$107K	\$135K	\$97.5K	\$155K	\$139K	\$99K	\$138K	\$180K	\$137K
Med Sales Price as a % of Med Est Value	106%	110%	106%	97%	118%	98%	85%	101%	131%	99%	101%	104%	104%