

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	4	+25%	169	183	-7.7%
New Listing Volume	\$844,000	\$688,649	+22.6%	\$34,070,750	\$36,101,349	-5.6%
Active Listing Count	65	79	-17.7%	N/A	N/A	
Active Listing Volume	\$14,105,000	\$17,361,149	-18.8%	N/A	N/A	
Average Listing Price	\$217,000	\$219,761	-1.3%	\$216,137	\$202,317	+6.8%
Median Listing Price	\$189,000	\$200,000	-5.5%	\$193,198	\$181,361	+6.5%
Median Days in RPR	150	135	+11.1%	119.56	112.62	+6.2%
Months of Inventory	3.4	6.6	-48%	8.9	8.8	+2%
Absorption Rate	29.23%	15.19%	+14%	11.2%	11.42%	-0.2%
Sales Activity Charts Metrics						
New Pending Sales Count	4	13	-69.2%	146	125	+16.8%
New Pending Sales Volume	\$1,793,000	\$1,950,150	-8.1%	\$25,270,299	\$22,668,850	+11.5%
Pending Sales Count	28	20	+40%	N/A	N/A	
Pending Sales Volume	\$5,479,800	\$3,057,850	+79.2%	N/A	N/A	
Closed Sales Count	5	13	-61.5%	105	100	+5%
Closed Sales Volume	\$800,500	\$2,551,050	-68.6%	\$16,949,433	\$18,101,180	-6.4%
Average Sales Price	\$160,100	\$196,235	-18.4%	\$161,423	\$181,012	-10.8%
Median Sales Price	\$138,000	\$160,000	-13.8%	\$161,969	\$164,462	-1.5%

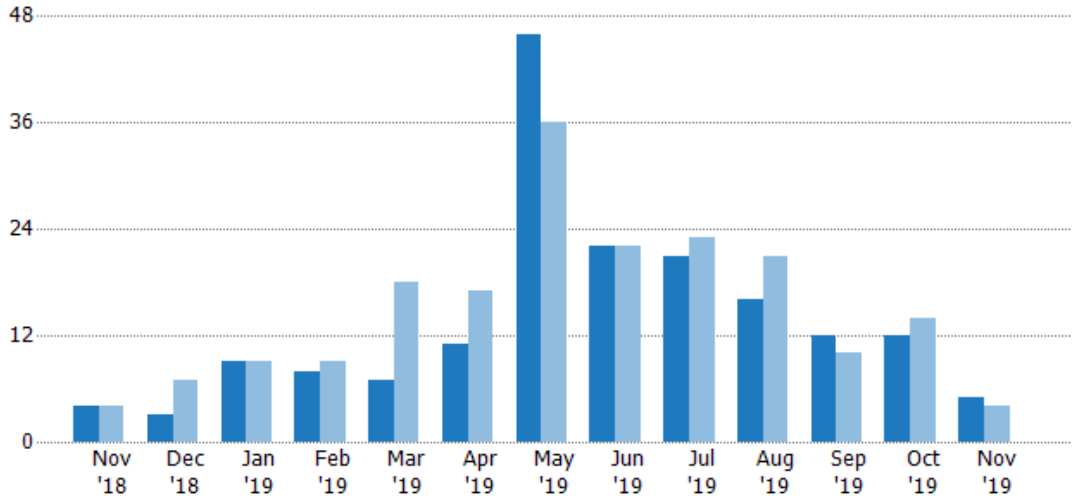
New Listings

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
Nov '18	4	4	0%
Dec '18	3	7	-57%
Jan '19	9	9	0%
Feb '19	8	9	-11%
Mar '19	7	18	-61%
Apr '19	11	17	-35%
May '19	46	36	28%
Jun '19	22	22	0%
Jul '19	21	23	-9%
Aug '19	16	21	-24%
Sep '19	12	10	20%
Oct '19	12	14	-14%
Nov '19	5	4	25%

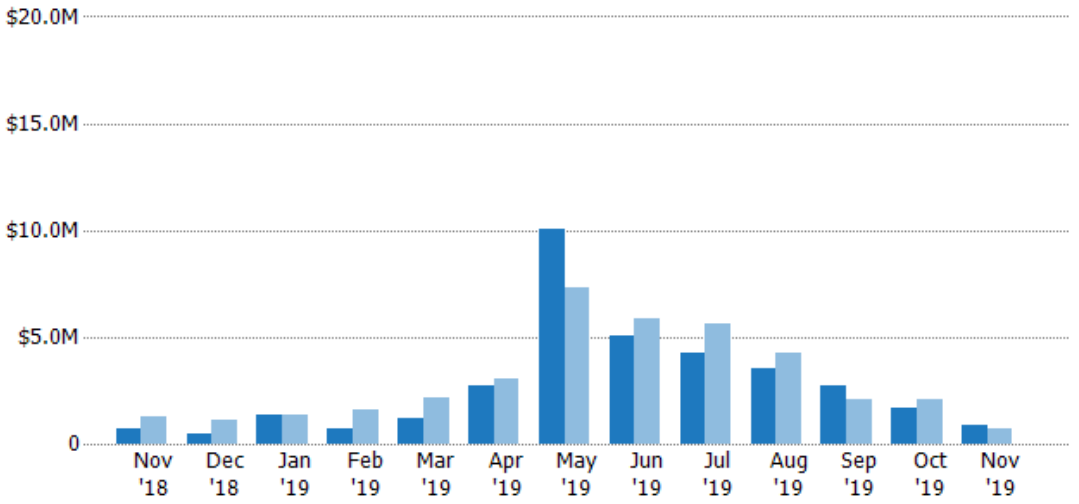
New Listing Volume

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
Nov '18	\$689K	\$1.24M	-45%
Dec '18	\$449K	\$1.09M	-59%
Jan '19	\$1.37M	\$1.33M	3%
Feb '19	\$680K	\$1.56M	-57%
Mar '19	\$1.19M	\$2.19M	-46%
Apr '19	\$2.74M	\$3.03M	-10%
May '19	\$10M	\$7.31M	37%
Jun '19	\$5.02M	\$5.9M	-15%
Jul '19	\$4.24M	\$5.64M	-25%
Aug '19	\$3.54M	\$4.24M	-17%
Sep '19	\$2.74M	\$2.12M	29%
Oct '19	\$1.69M	\$2.08M	-19%
Nov '19	\$844K	\$689K	23%

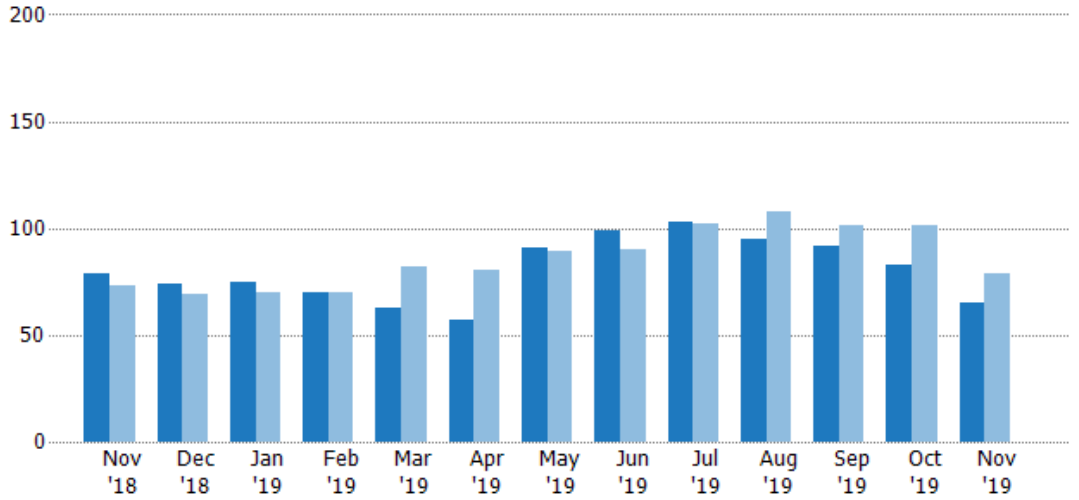
Active Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Nov '18	79	73	8%
Dec '18	74	69	7%
Jan '19	75	70	7%
Feb '19	70	70	0%
Mar '19	63	82	-23%
Apr '19	57	80	-29%
May '19	91	89	2%
Jun '19	99	90	10%
Jul '19	103	102	1%
Aug '19	95	108	-12%
Sep '19	92	101	-9%
Oct '19	83	101	-18%
Nov '19	65	79	-18%

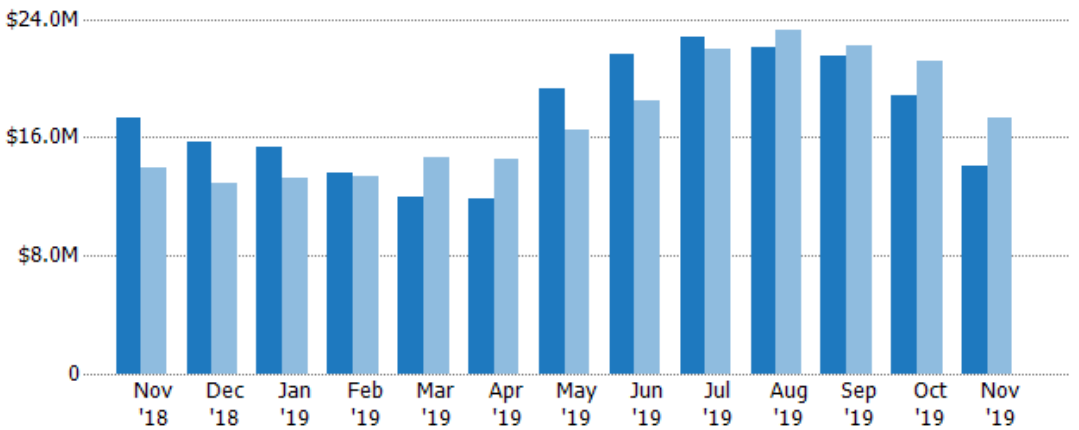
Active Listing Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Nov '18	\$17.4M	\$13.9M	25%
Dec '18	\$15.7M	\$12.9M	22%
Jan '19	\$15.3M	\$13.2M	16%
Feb '19	\$13.6M	\$13.3M	2%
Mar '19	\$12M	\$14.6M	-18%
Apr '19	\$11.8M	\$14.5M	-18%
May '19	\$19.3M	\$16.5M	17%
Jun '19	\$21.7M	\$18.5M	17%
Jul '19	\$22.8M	\$22M	4%
Aug '19	\$22.1M	\$23.2M	-5%
Sep '19	\$21.5M	\$22.2M	-3%
Oct '19	\$18.8M	\$21.2M	-11%
Nov '19	\$14.1M	\$17.4M	-19%

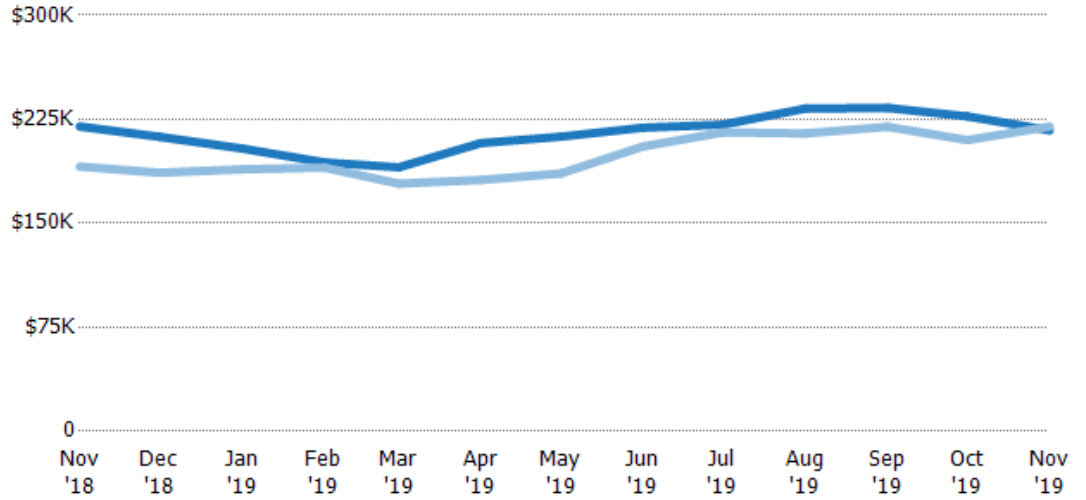
Average Listing Price

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.
Nov '19	\$217K	-1.3%
Nov '18	\$220K	15.1%
Nov '17	\$191K	6%



Current Year	\$220K	\$212K	\$204K	\$194K	\$190K	\$208K	\$212K	\$219K	\$221K	\$233K	\$233K	\$227K	\$217K
Prior Year	\$191K	\$186K	\$189K	\$190K	\$179K	\$181K	\$186K	\$205K	\$216K	\$215K	\$220K	\$210K	\$220K
Percent Change from Prior Year	15%	14%	8%	2%	7%	15%	14%	7%	3%	8%	6%	8%	-1%

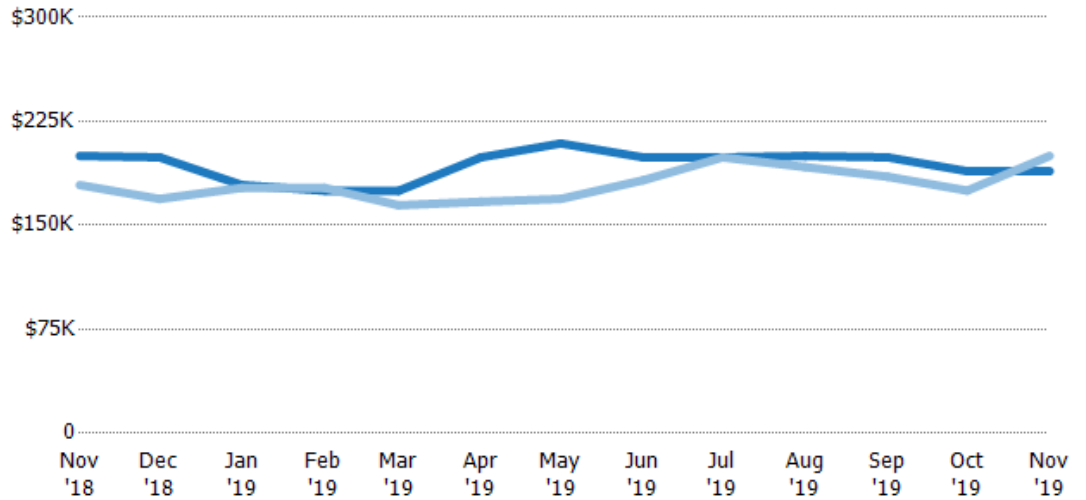
Median Listing Price

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.
Nov '19	\$189K	-5.5%
Nov '18	\$200K	11.7%
Nov '17	\$179K	-2.2%



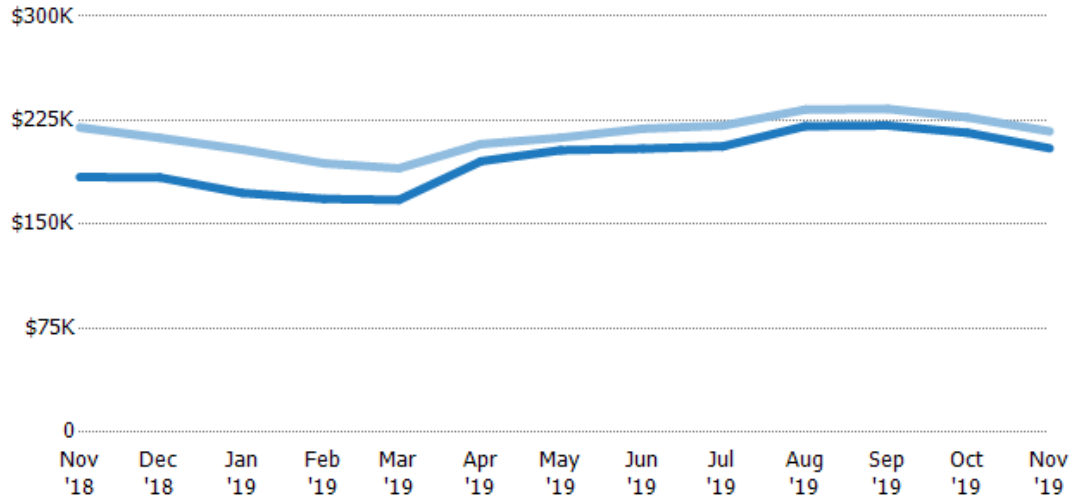
Current Year	\$200K	\$199K	\$179K	\$175K	\$175K	\$199K	\$209K	\$199K	\$199K	\$200K	\$199K	\$189K	\$189K
Prior Year	\$179K	\$169K	\$177K	\$177K	\$164K	\$167K	\$169K	\$182K	\$199K	\$192K	\$185K	\$175K	\$200K
Percent Change from Prior Year	12%	18%	1%	-1%	6%	19%	24%	9%	0%	4%	8%	8%	-6%

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



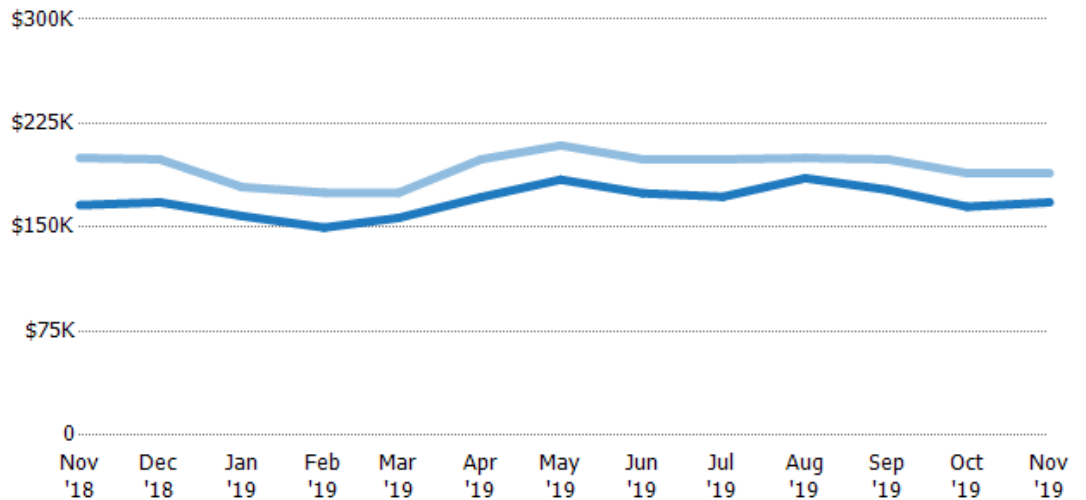
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$184K	\$184K	\$173K	\$168K	\$168K	\$195K	\$203K	\$205K	\$206K	\$221K	\$221K	\$216K	\$205K
Avg Listing Price	\$220K	\$212K	\$204K	\$194K	\$190K	\$208K	\$212K	\$219K	\$221K	\$233K	\$233K	\$227K	\$217K
Avg Listing Price as a % of Avg Est Value	119%	116%	118%	115%	114%	106%	104%	107%	107%	105%	105%	105%	106%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$166K	\$168K	\$158K	\$150K	\$157K	\$172K	\$184K	\$175K	\$172K	\$185K	\$177K	\$165K	\$168K
Median Listing Price	\$200K	\$199K	\$179K	\$175K	\$175K	\$199K	\$209K	\$199K	\$199K	\$200K	\$199K	\$189K	\$189K
Med Listing Price as a % of Med Est Value	120%	118%	113%	117%	112%	116%	113%	114%	116%	108%	112%	115%	113%

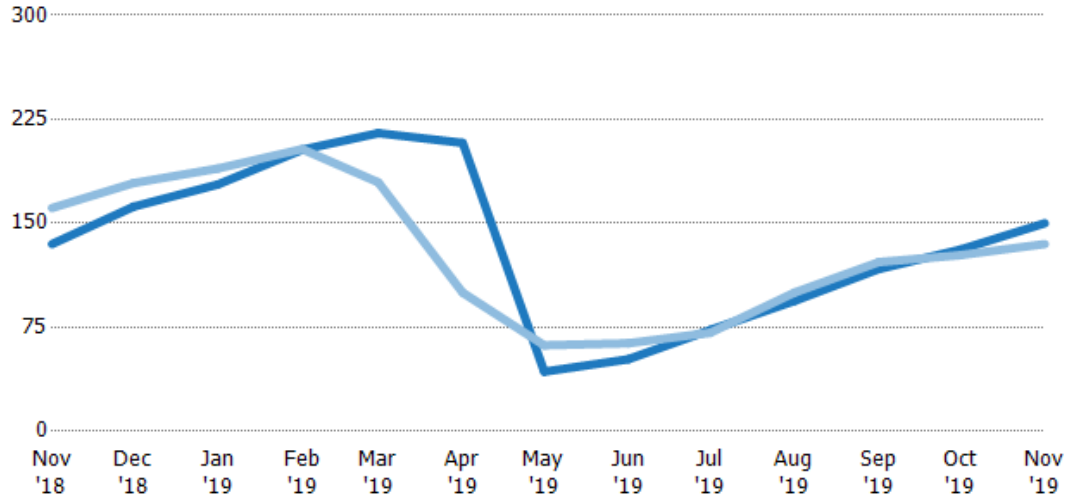
Median Days in RPR

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.
Nov '19	150	11.1%
Nov '18	135	-16.1%
Nov '17	161	-13.7%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	135	162	178	203	215	208	43	52	73	94	117	131	150
Prior Year	161	179	190	204	180	100	62	63.5	71	100	122	127	135
Percent Change from Prior Year	-16%	-9%	-6%	0%	20%	108%	-31%	-18%	3%	-6%	-4%	3%	11%

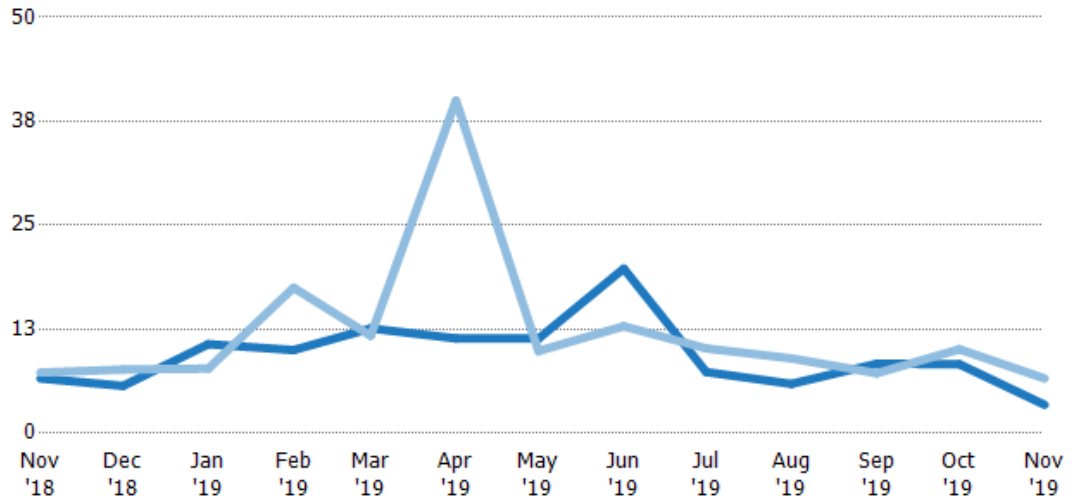
Months of Inventory

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.
Nov '19	3.42	-48%
Nov '18	6.58	-9.8%
Nov '17	7.3	-5.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	6.58	5.69	10.7	10	12.6	11.4	11.4	19.8	7.36	5.94	8.36	8.3	3.42
Prior Year	7.3	7.67	7.78	17.5	11.7	40	9.89	12.9	10.2	9	7.21	10.1	6.58
Percent Change from Prior Year	-10%	-26%	38%	-43%	8%	-72%	15%	54%	-28%	-34%	16%	-18%	-48%

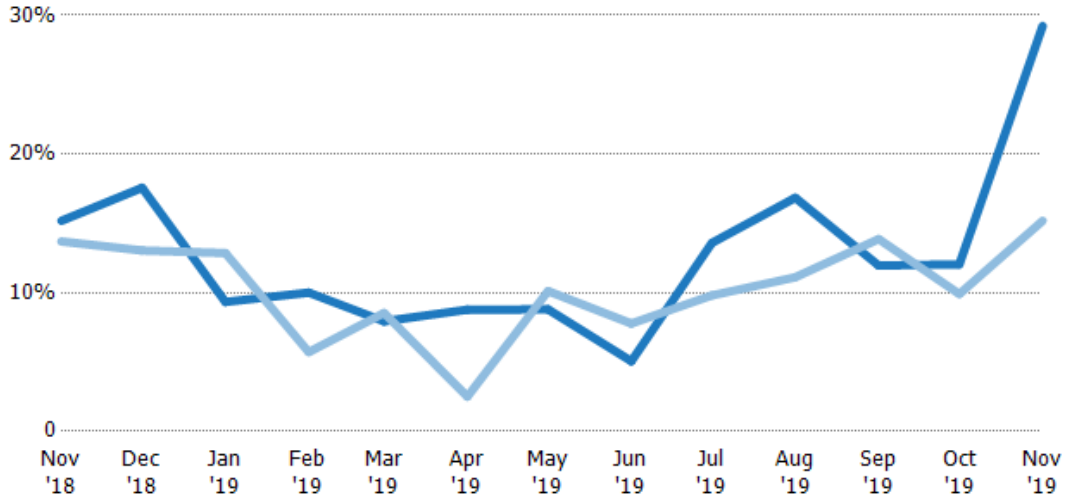
Absorption Rate

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



Month/Year	Rate	Chg.
Nov '19	29%	-14.1%
Nov '18	15%	-1.5%
Nov '17	14%	5.6%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	15%	18%	9%	10%	8%	9%	9%	5%	14%	17%	12%	12%	29%
Prior Year	14%	13%	13%	6%	9%	3%	10%	8%	10%	11%	14%	10%	15%
Change from Prior Year	-1%	-5%	4%	-4%	1%	-6%	1%	3%	-4%	-6%	2%	-2%	-14%

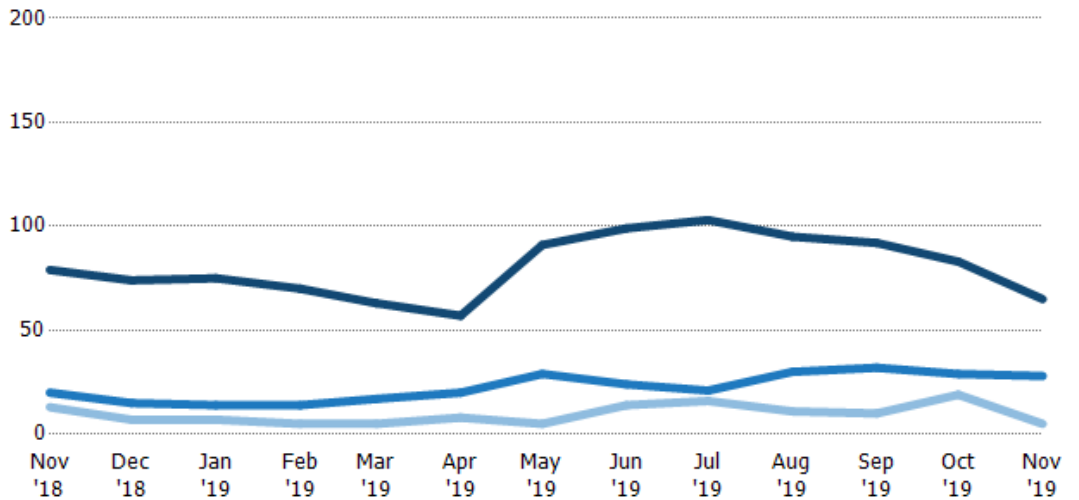
Active/Pending/Sold Units

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	79	74	75	70	63	57	91	99	103	95	92	83	65
Pending	20	15	14	14	17	20	29	24	21	30	32	29	28
Sold	13	7	7	5	5	8	5	14	16	11	10	19	5

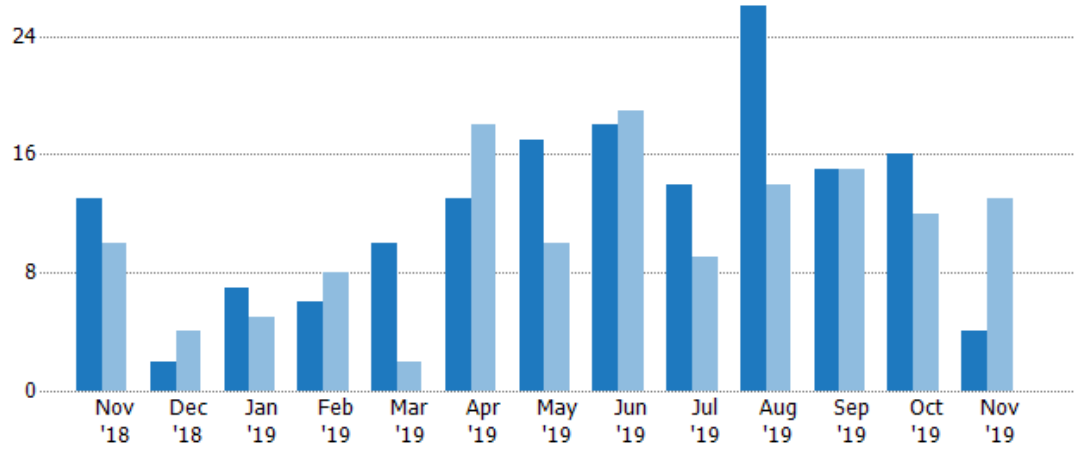
New Pending Sales

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.
Nov '19	4	-69.2%
Nov '18	13	30%
Nov '17	10	-50%

Current Year	13	2	7	6	10	13	17	18	14	26	15	16	4
Prior Year	10	4	5	8	2	18	10	19	9	14	15	12	13
Percent Change from Prior Year	30%	-50%	40%	-25%	400%	-28%	70%	-5%	56%	86%	0%	33%	-69%

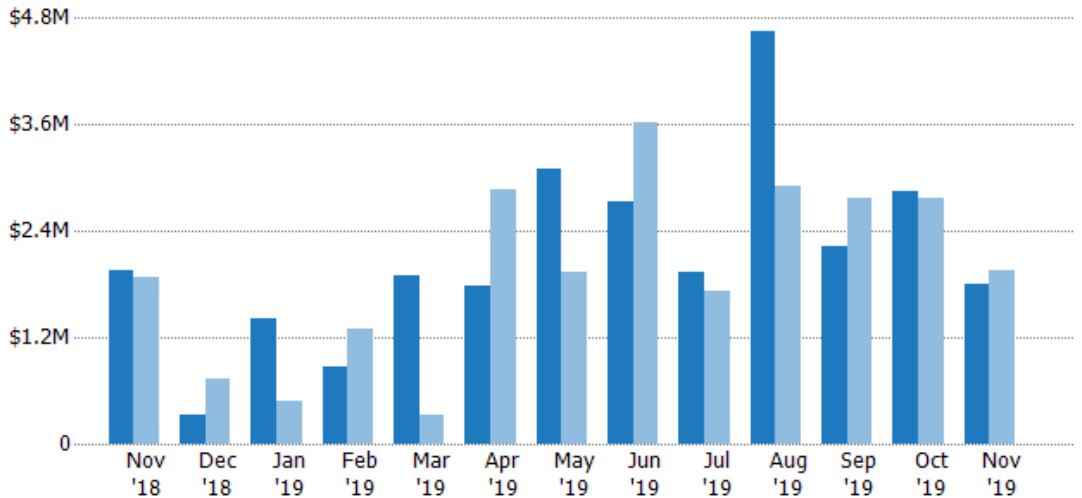
New Pending Sales Volume

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.
Nov '19	\$1.79M	-8.1%
Nov '18	\$1.95M	4.3%
Nov '17	\$1.87M	-65.6%

Current Year	\$1.95M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M	\$1.94M	\$4.65M	\$2.24M	\$2.85M	\$1.79M
Prior Year	\$1.87M	\$737K	\$491K	\$1.3M	\$332K	\$2.87M	\$1.95M	\$3.63M	\$1.72M	\$2.91M	\$2.76M	\$2.77M	\$1.95M
Percent Change from Prior Year	4%	-57%	186%	-33%	472%	-38%	59%	-25%	13%	60%	-19%	3%	-8%

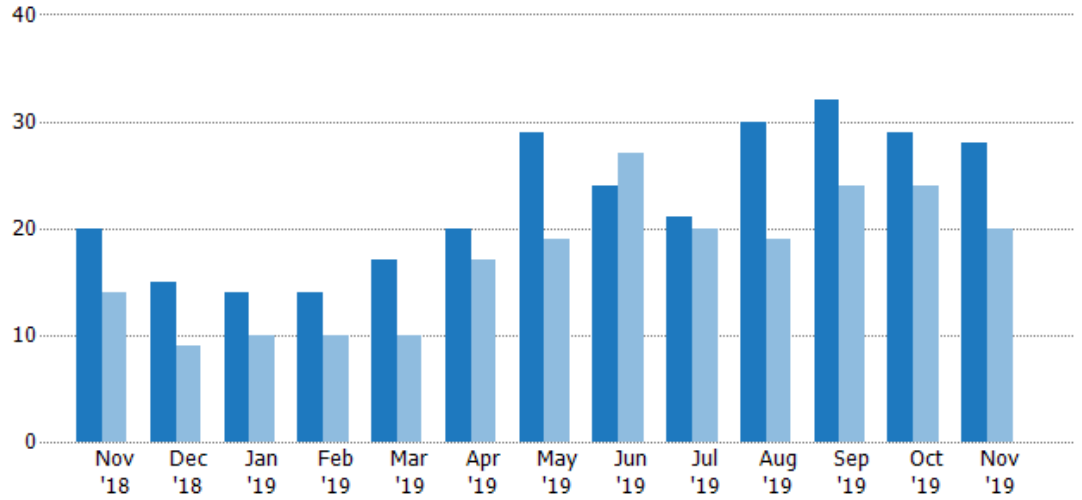
Pending Sales

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.
Nov '19	28	40%
Nov '18	20	42.9%
Nov '17	14	7.1%

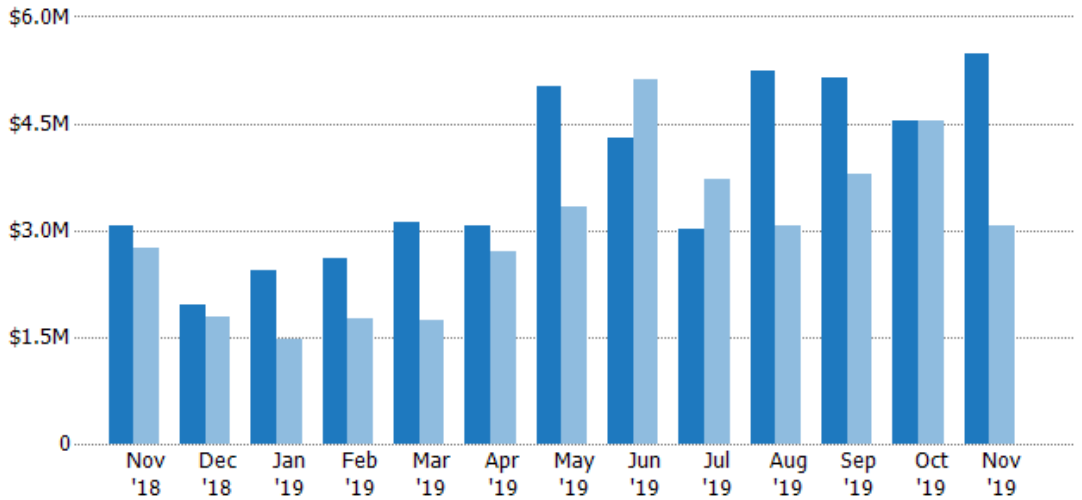
Pending Sales Volume

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.
Nov '19	\$5.48M	79.2%
Nov '18	\$3.06M	11.2%
Nov '17	\$2.75M	-2.8%

Closed Sales

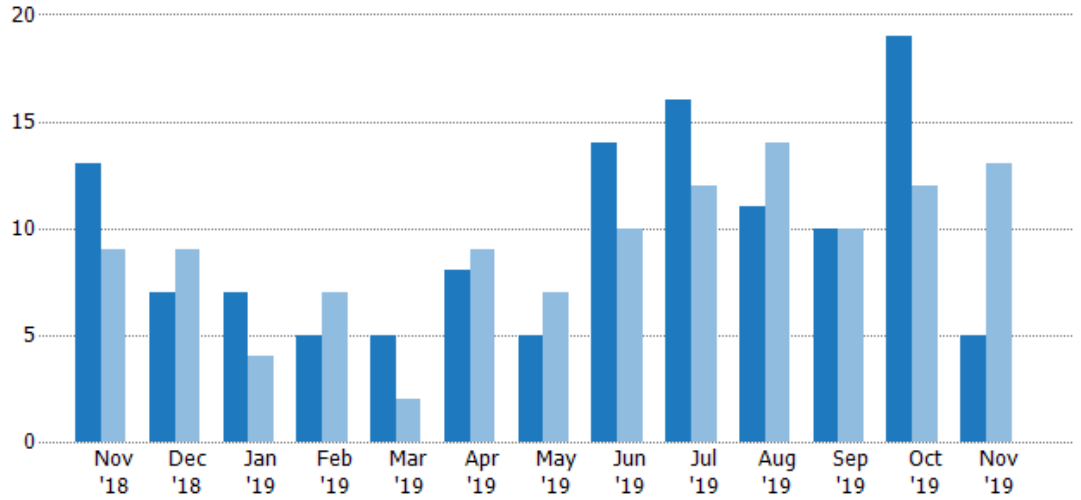
The total number of residential properties sold each month.

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.
Nov '19	5	-61.5%
Nov '18	13	44.4%
Nov '17	9	33.3%



Current Year	13	7	7	5	5	8	5	14	16	11	10	19	5
Prior Year	9	9	4	7	2	9	7	10	12	14	10	12	13
Percent Change from Prior Year	44%	-22%	75%	-29%	150%	-11%	-29%	40%	33%	-21%	0%	58%	-62%

Closed Sales Volume

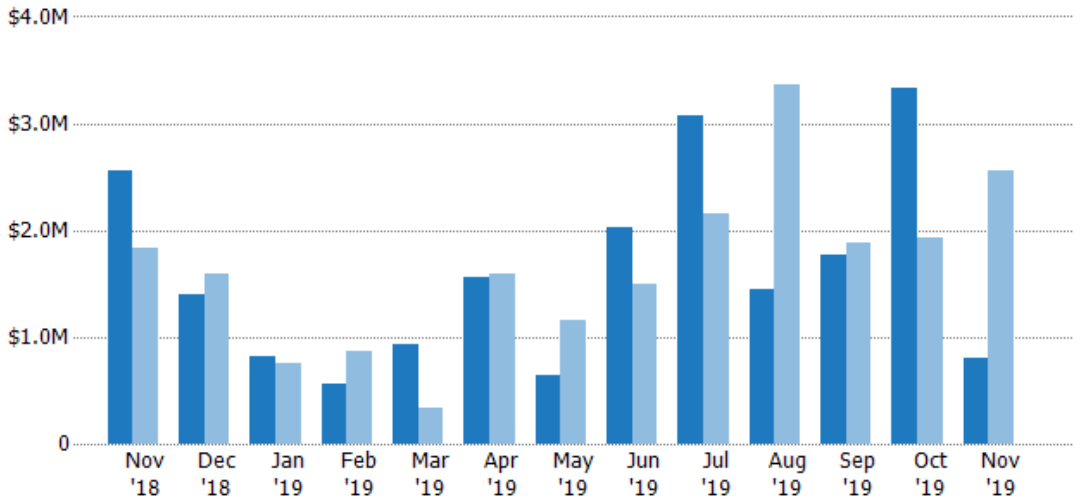
The sum of the sales price of residential properties sold each month.

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.
Nov '19	\$801K	-68.6%
Nov '18	\$2.55M	38.7%
Nov '17	\$1.84M	2.1%



Current Year	\$2.55M	\$1.4M	\$815K	\$569K	\$939K	\$1.55M	\$640K	\$2.03M	\$3.07M	\$1.44M	\$1.77M	\$3.32M	\$801K
Prior Year	\$1.84M	\$1.6M	\$754K	\$869K	\$343K	\$1.58M	\$1.16M	\$1.5M	\$2.16M	\$3.37M	\$1.88M	\$1.93M	\$2.55M
Percent Change from Prior Year	39%	-12%	8%	-35%	174%	-2%	-45%	36%	42%	-57%	-6%	72%	-69%

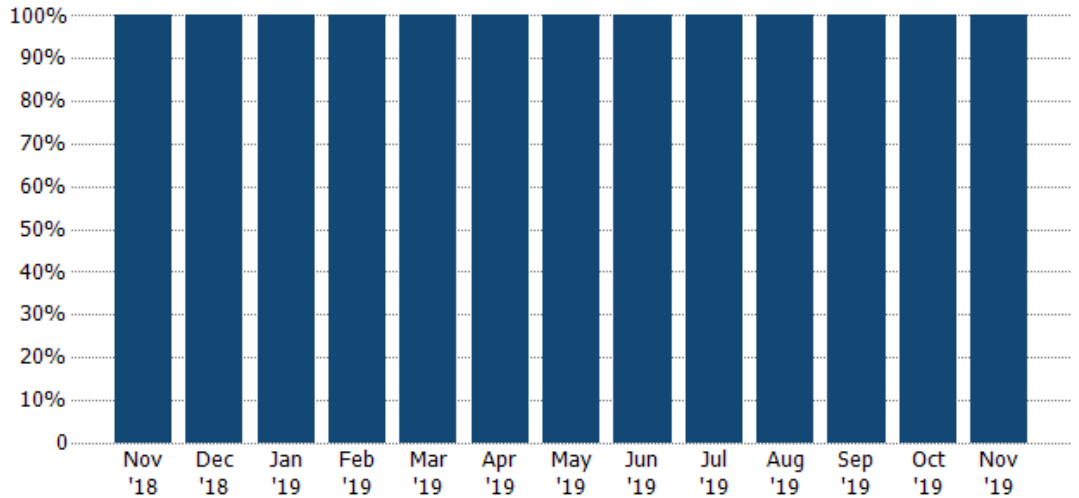
Closed Sales by Property Type

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%

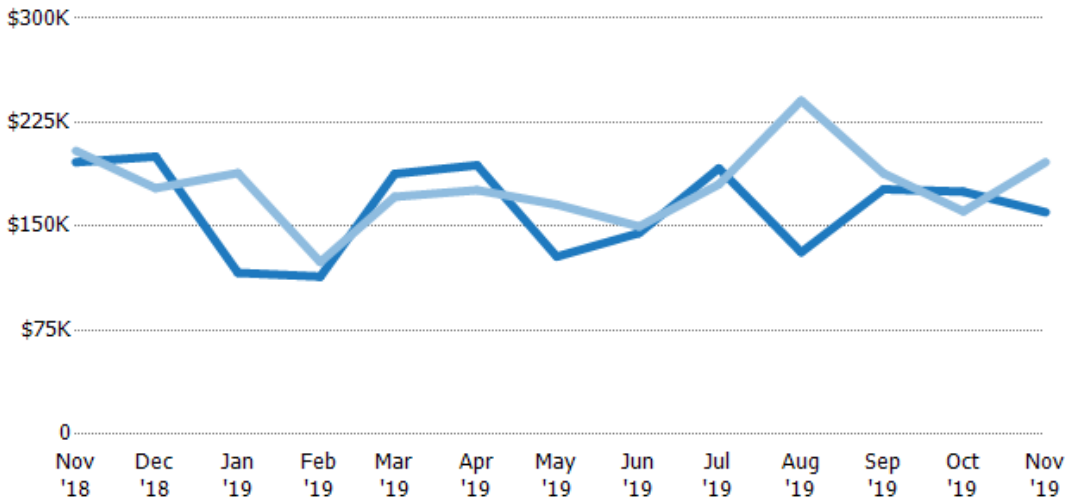
Average Sales Price

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

Prior Year

Percent Change from Prior Year

\$196K \$200K \$116K \$114K \$188K \$194K \$128K \$145K \$192K \$131K \$177K \$175K \$160K
 \$204K \$177K \$188K \$124K \$171K \$176K \$166K \$150K \$180K \$241K \$188K \$161K \$196K
 -4% 13% -38% -8% 10% 10% -23% -3% 6% -45% -6% 9% -18%

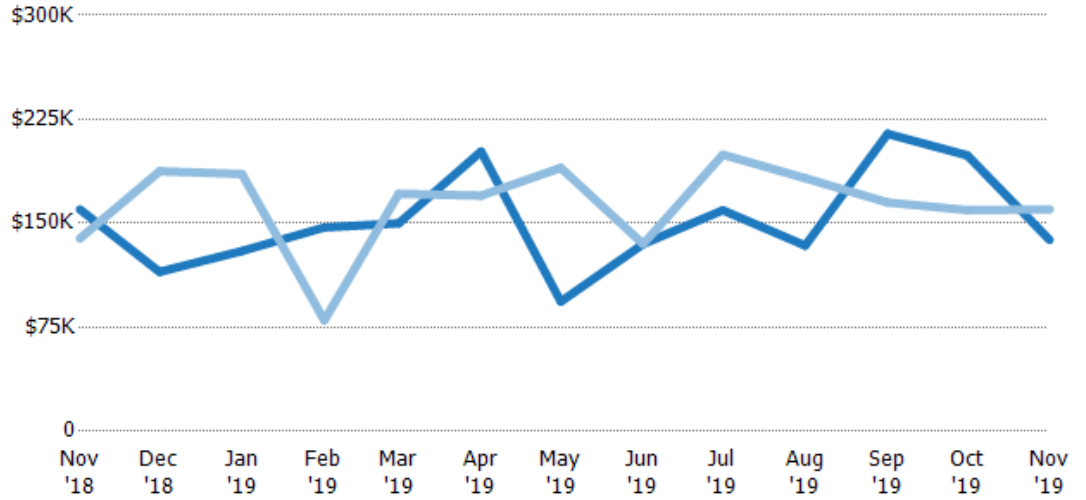
Median Sales Price

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.
Nov '19	\$138K	-13.8%
Nov '18	\$160K	15.1%
Nov '17	\$139K	10.6%



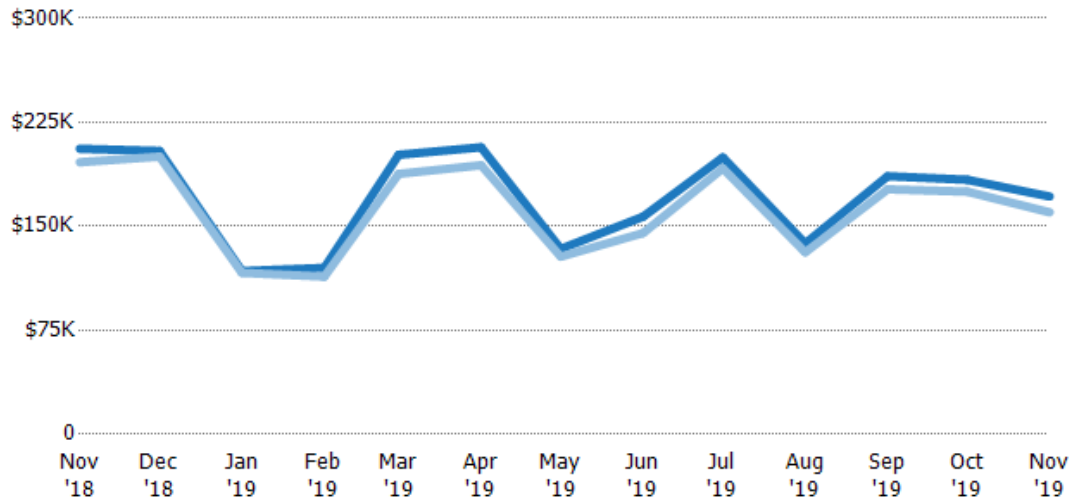
Current Year	\$160K	\$115K	\$130K	\$147K	\$150K	\$202K	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K
Prior Year	\$139K	\$188K	\$186K	\$80K	\$171K	\$170K	\$190K	\$135K	\$200K	\$183K	\$165K	\$160K	\$160K
Percent Change from Prior Year	15%	-39%	-30%	84%	-12%	19%	-51%	0%	-20%	-27%	30%	25%	-14%

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



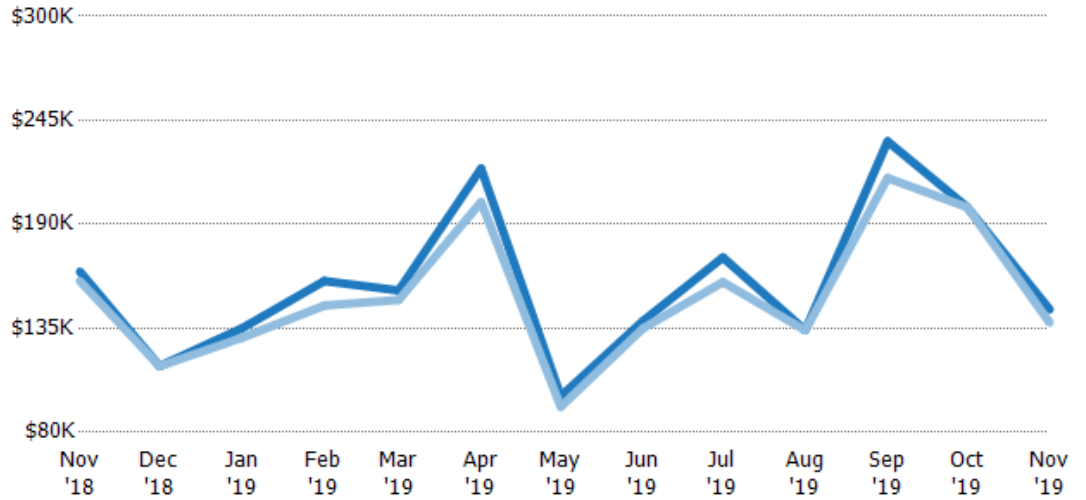
Avg List Price	\$206K	\$204K	\$118K	\$120K	\$202K	\$207K	\$134K	\$157K	\$200K	\$138K	\$186K	\$184K	\$171K
Avg Sales Price	\$196K	\$200K	\$116K	\$114K	\$188K	\$194K	\$128K	\$145K	\$192K	\$131K	\$177K	\$175K	\$160K
Avg Sales Price as a % of Avg List Price	95%	98%	99%	95%	93%	94%	96%	92%	96%	95%	95%	95%	93%

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



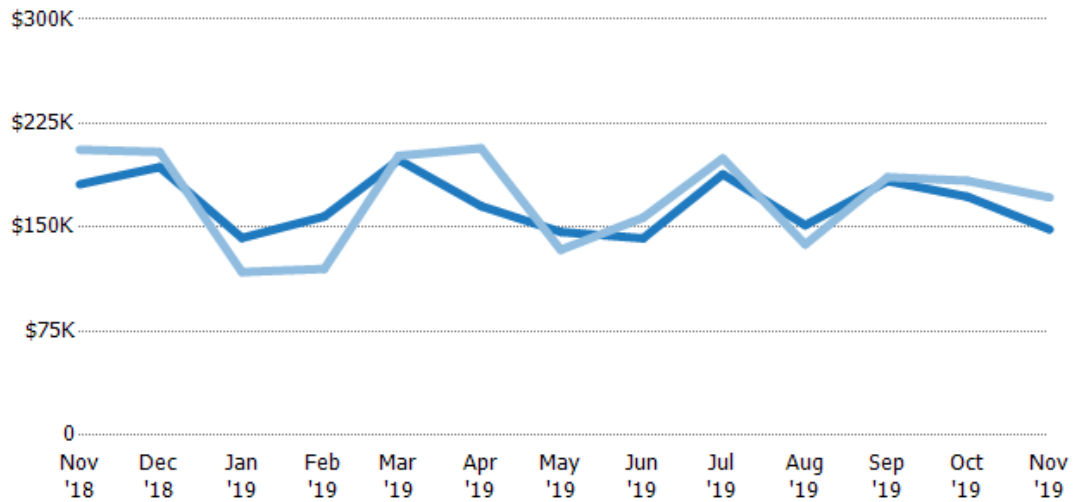
Median List Price	\$165K	\$115K	\$135K	\$160K	\$155K	\$220K	\$99K	\$139K	\$173K	\$134K	\$234K	\$199K	\$145K
Median Sales Price	\$160K	\$115K	\$130K	\$147K	\$150K	\$202K	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K
Med Sales Price as a % of Med List Price	97%	100%	96%	92%	97%	92%	94%	97%	92%	100%	92%	100%	95%

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



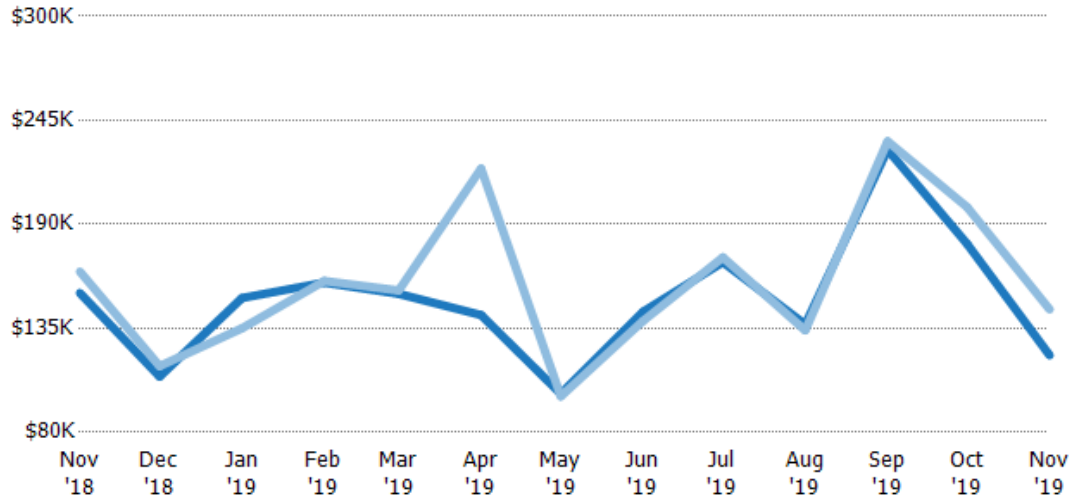
Avg Est Value	\$181K	\$193K	\$142K	\$158K	\$199K	\$165K	\$147K	\$142K	\$188K	\$151K	\$183K	\$172K	\$148K
Avg Sales Price	\$206K	\$204K	\$118K	\$120K	\$202K	\$207K	\$134K	\$157K	\$200K	\$138K	\$186K	\$184K	\$171K
Avg Sales Price as a % of Avg Est Value	114%	106%	83%	76%	101%	125%	91%	111%	106%	91%	102%	107%	116%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$154K	\$109K	\$151K	\$159K	\$153K	\$142K	\$100K	\$144K	\$170K	\$137K	\$229K	\$180K	\$121K
Median Sales Price	\$165K	\$115K	\$135K	\$160K	\$155K	\$220K	\$99K	\$139K	\$173K	\$134K	\$234K	\$199K	\$145K
Med Sales Price as a % of Med Est Value	107%	105%	89%	101%	101%	155%	99%	97%	101%	98%	102%	111%	120%