

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	14	-14.3%	163	181	-9.9%
New Listing Volume	\$1,689,100	\$2,082,300	-18.9%	\$32,961,750	\$35,542,500	-7.3%
Active Listing Count	81	101	-19.8%	N/A	N/A	
Active Listing Volume	\$18,289,600	\$21,089,900	-13.3%	N/A	N/A	
Average Listing Price	\$225,798	\$208,811	+8.1%	\$214,085	\$199,306	+7.4%
Median Listing Price	\$189,000	\$174,900	+8.1%	\$190,463	\$174,844	+8.9%
Median Days in RPR	131	127	+3.1%	116.84	109.98	+6.2%
Months of Inventory	8.1	10.1	-19.8%	9.2	8.7	+6.5%
Absorption Rate	12.35%	9.9%	+2.4%	10.83%	11.53%	-0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	16	12	+33.3%	142	112	+26.8%
New Pending Sales Volume	\$2,851,450	\$2,771,800	+2.9%	\$23,477,299	\$20,718,700	+13.3%
Pending Sales Count	30	24	+25%	N/A	N/A	
Pending Sales Volume	\$4,743,250	\$4,531,000	+4.7%	N/A	N/A	
Closed Sales Count	19	13	+46.2%	99	90	+10%
Closed Sales Volume	\$3,324,400	\$1,999,100	+66.3%	\$15,903,933	\$15,947,130	-0.3%
Average Sales Price	\$174,968	\$153,777	+13.8%	\$160,646	\$177,190	-9.3%
Median Sales Price	\$199,000	\$154,000	+29.2%	\$162,548	\$163,925	-0.8%

New Listings

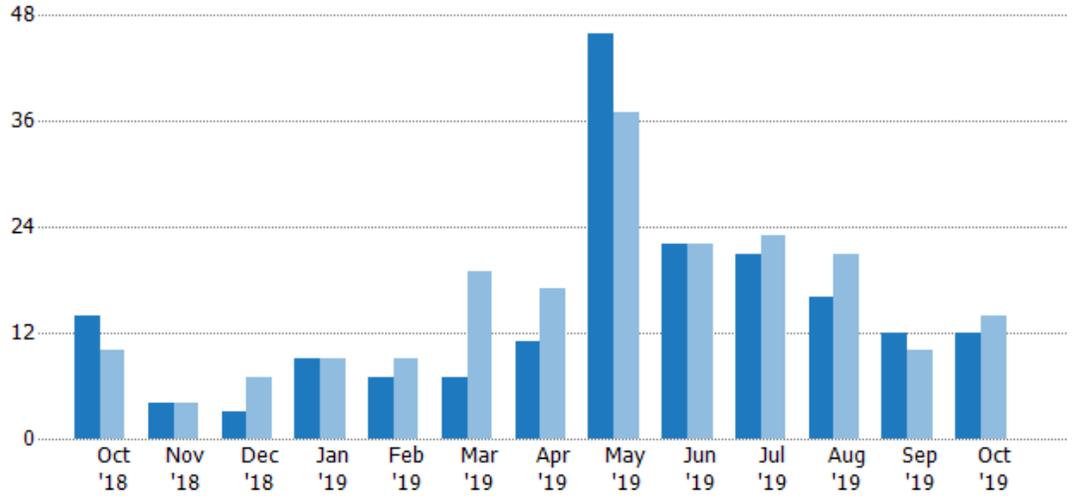
The number of new residential listings that were added each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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

Month/ Year	Count	% Chg.
Oct '19	12	-14.3%
Oct '18	14	40%
Oct '17	10	-50%



Current Year	14	4	3	9	7	7	11	46	22	21	16	12	12
Prior Year	10	4	7	9	9	19	17	37	22	23	21	10	14
Percent Change from Prior Year	40%	0%	-57%	0%	-22%	-63%	-35%	24%	0%	-9%	-24%	20%	-14%

New Listing Volume

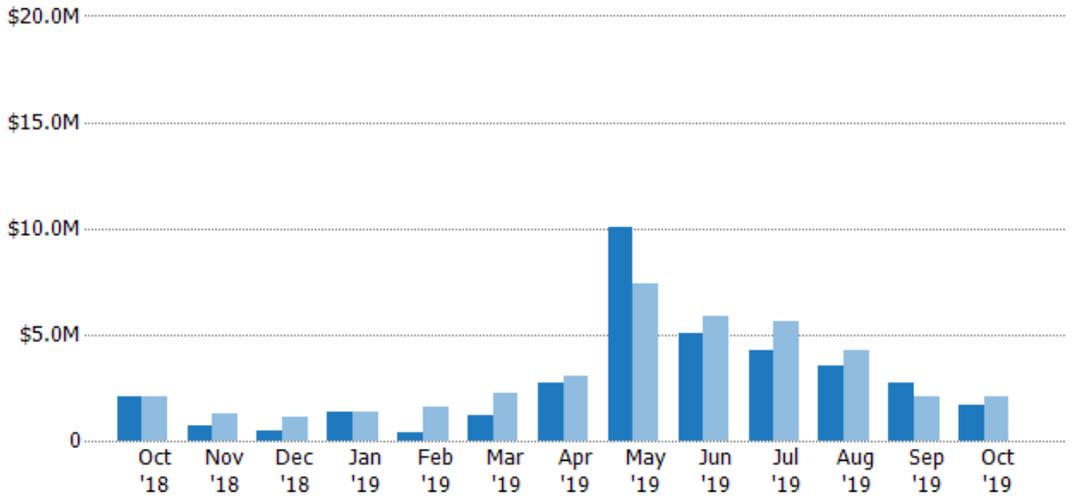
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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

Month/ Year	Volume	% Chg.
Oct '19	\$1.69M	-18.9%
Oct '18	\$2.08M	-0.5%
Oct '17	\$2.09M	-62.1%



Current Year	\$2.08M	\$689K	\$449K	\$1.37M	\$415K	\$1.19M	\$2.74M	\$10M	\$5.02M	\$4.24M	\$3.54M	\$2.74M	\$1.69M
Prior Year	\$2.09M	\$1.24M	\$1.09M	\$1.33M	\$1.56M	\$2.23M	\$3.03M	\$7.4M	\$5.9M	\$5.64M	\$4.24M	\$2.12M	\$2.08M
Percent Change from Prior Year	0%	-45%	-59%	3%	-73%	-47%	-10%	35%	-15%	-25%	-17%	29%	-19%

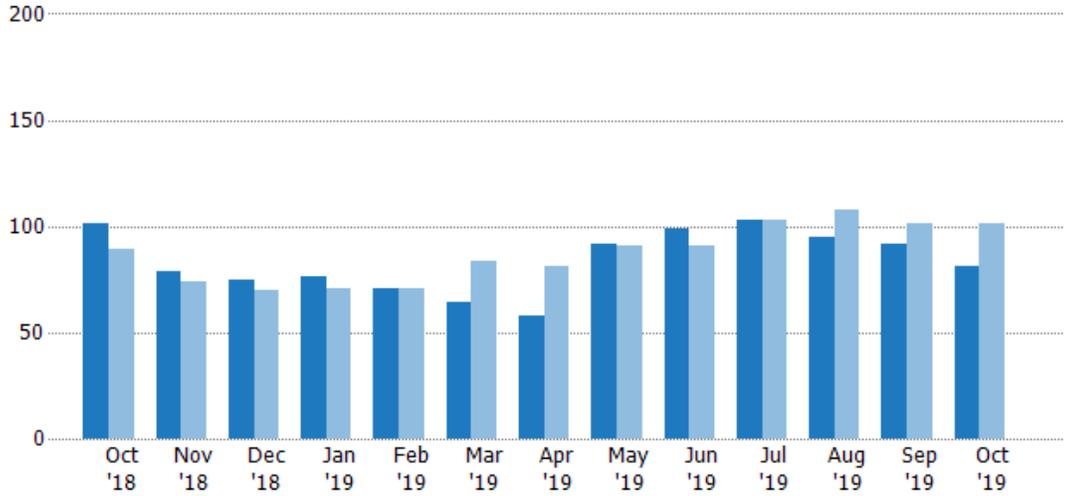
Active Listings

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	101	79	75	76	71	64	58	92	99	103	95	92	81
Prior Year	89	74	70	71	71	84	81	91	91	103	108	101	101
Percent Change from Prior Year	13%	7%	7%	7%	0%	-24%	-28%	1%	9%	0%	-12%	-9%	-20%

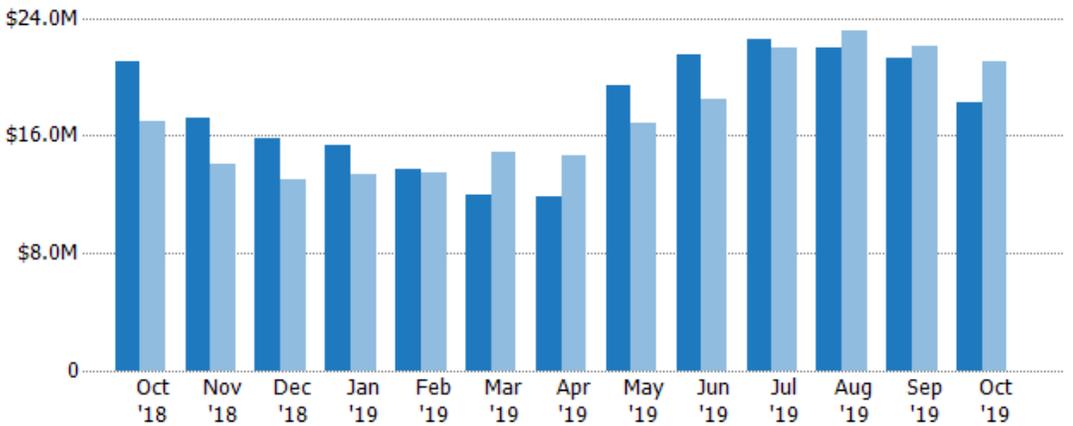
Active Listing Volume

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$21.1M	\$17.2M	\$15.8M	\$15.4M	\$13.7M	\$12M	\$11.9M	\$19.4M	\$21.5M	\$22.6M	\$21.9M	\$21.3M	\$18.3M
Prior Year	\$16.9M	\$14.1M	\$13M	\$13.4M	\$13.5M	\$14.8M	\$14.7M	\$16.8M	\$18.4M	\$21.9M	\$23.1M	\$22.1M	\$21.1M
Percent Change from Prior Year	25%	22%	21%	15%	1%	-19%	-19%	15%	17%	3%	-5%	-4%	-13%

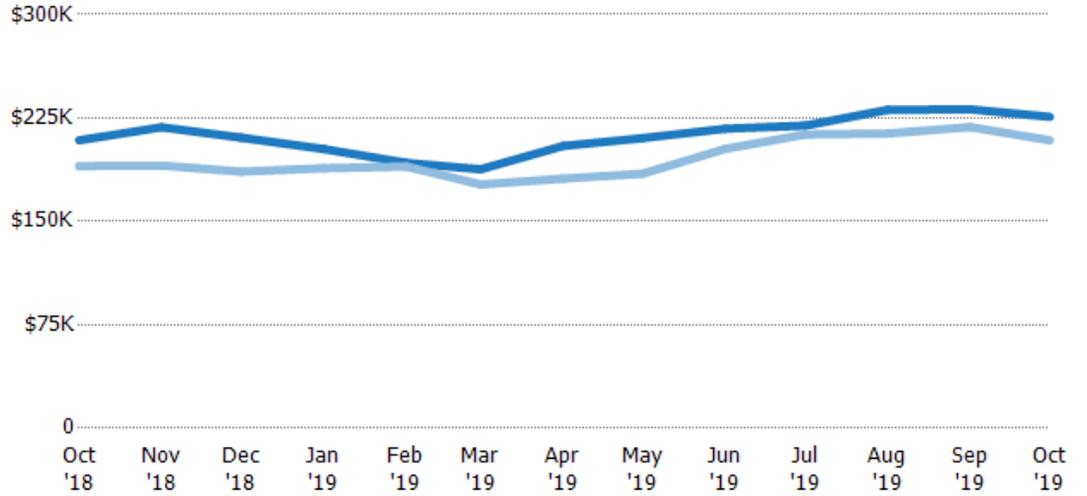
Average Listing Price

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.
Oct '19	\$226K	8.1%
Oct '18	\$209K	9.9%
Oct '17	\$190K	4.8%



Current Year	\$209K	\$218K	\$211K	\$202K	\$192K	\$188K	\$205K	\$210K	\$217K	\$219K	\$231K	\$231K	\$226K
Prior Year	\$190K	\$190K	\$186K	\$189K	\$190K	\$177K	\$181K	\$185K	\$203K	\$213K	\$214K	\$218K	\$209K
Percent Change from Prior Year	10%	15%	13%	7%	1%	6%	13%	14%	7%	3%	8%	6%	8%

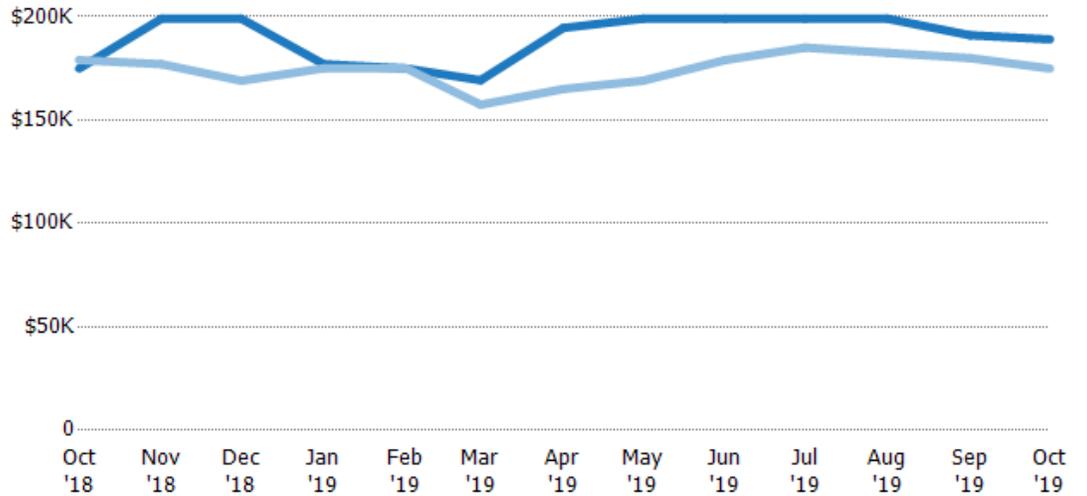
Median Listing Price

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.
Oct '19	\$189K	8.1%
Oct '18	\$175K	-2.3%
Oct '17	\$179K	-5.4%



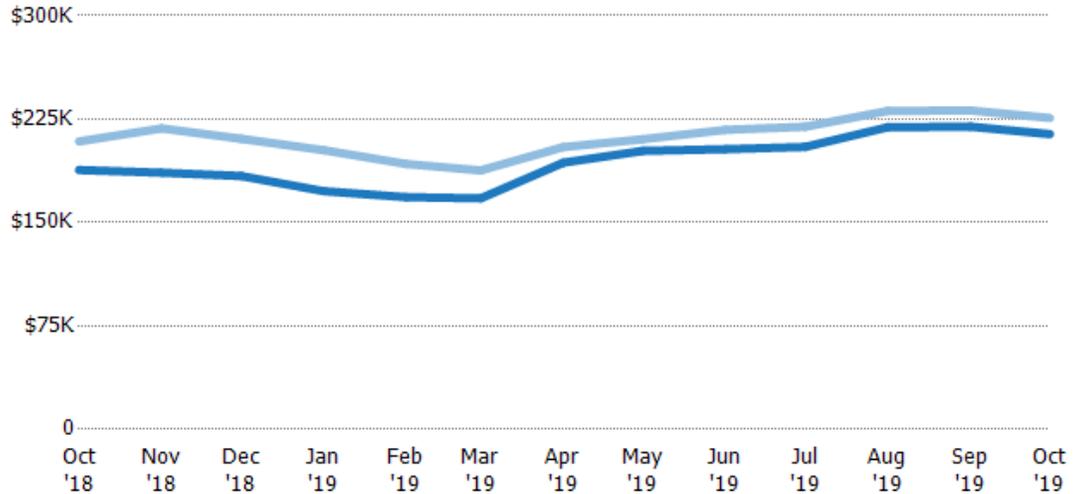
Current Year	\$175K	\$199K	\$199K	\$177K	\$175K	\$169K	\$195K	\$199K	\$199K	\$199K	\$199K	\$191K	\$189K
Prior Year	\$179K	\$177K	\$169K	\$175K	\$175K	\$157K	\$165K	\$169K	\$179K	\$185K	\$182K	\$180K	\$175K
Percent Change from Prior Year	-2%	12%	18%	1%	0%	8%	18%	18%	11%	8%	9%	6%	8%

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



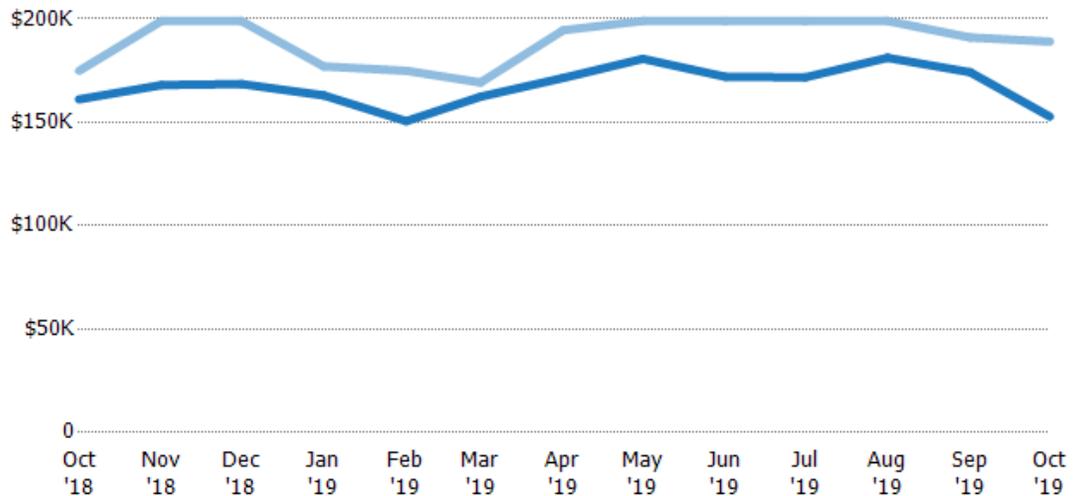
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$188K	\$186K	\$184K	\$173K	\$168K	\$168K	\$193K	\$202K	\$203K	\$205K	\$219K	\$220K	\$214K
Avg Listing Price	\$209K	\$218K	\$211K	\$202K	\$192K	\$188K	\$205K	\$210K	\$217K	\$219K	\$231K	\$231K	\$226K
Avg Listing Price as a % of Avg Est Value	111%	117%	115%	117%	114%	112%	106%	104%	107%	107%	105%	105%	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,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$161K	\$168K	\$169K	\$163K	\$151K	\$162K	\$171K	\$181K	\$172K	\$172K	\$181K	\$174K	\$153K
Median Listing Price	\$175K	\$199K	\$199K	\$177K	\$175K	\$169K	\$195K	\$199K	\$199K	\$199K	\$199K	\$191K	\$189K
Med Listing Price as a % of Med Est Value	109%	118%	118%	109%	116%	104%	113%	110%	116%	116%	110%	110%	124%

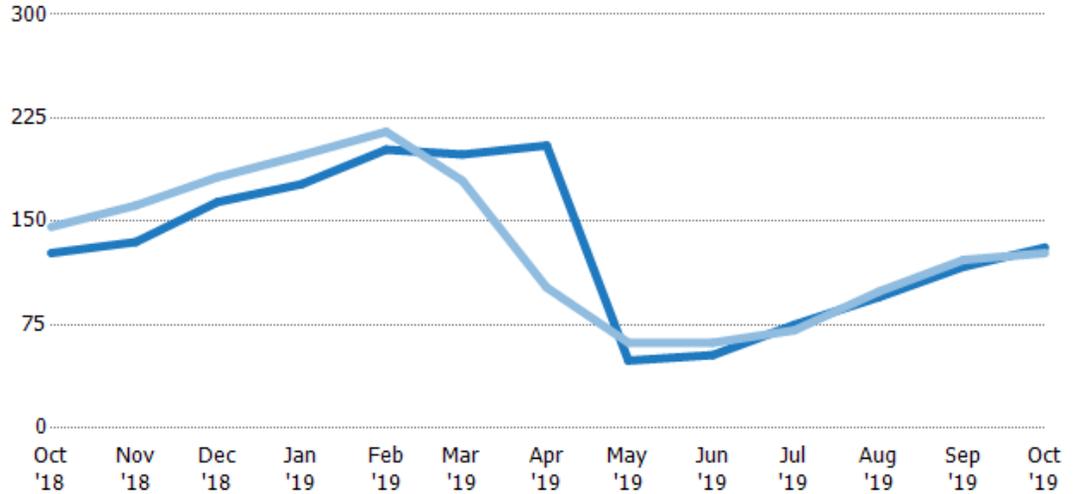
Median Days in RPR

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.
Oct '19	131	3.1%
Oct '18	127	-13%
Oct '17	146	-1.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	127	135	164	177	202	199	205	49	53	75	95	117	131
Prior Year	146	162	182	198	215	180	102	62	62	71	99	122	127
Percent Change from Prior Year	-13%	-16%	-10%	-11%	-6%	11%	101%	-21%	-15%	6%	-4%	-4%	3%

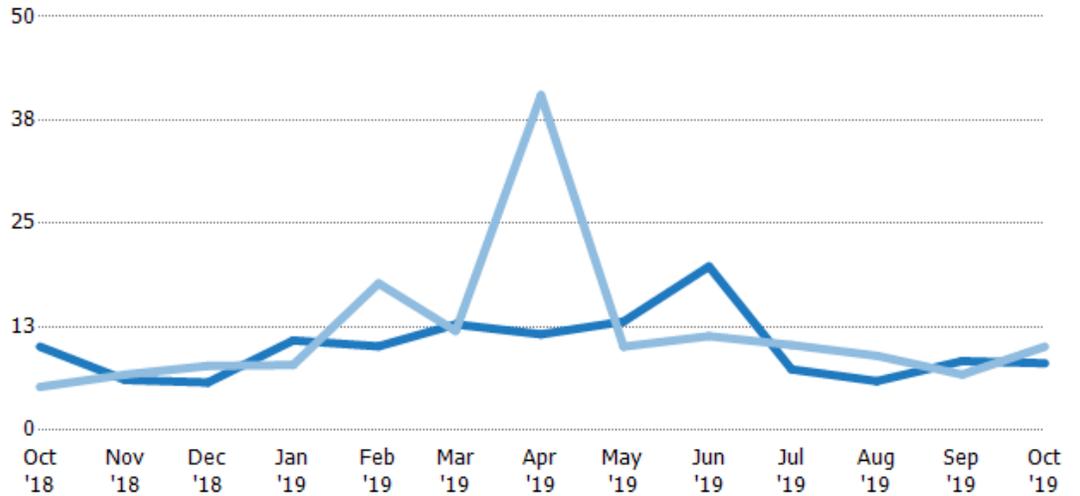
Months of Inventory

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.
Oct '19	8.1	-19.8%
Oct '18	10.1	92.9%
Oct '17	5.24	228.5%



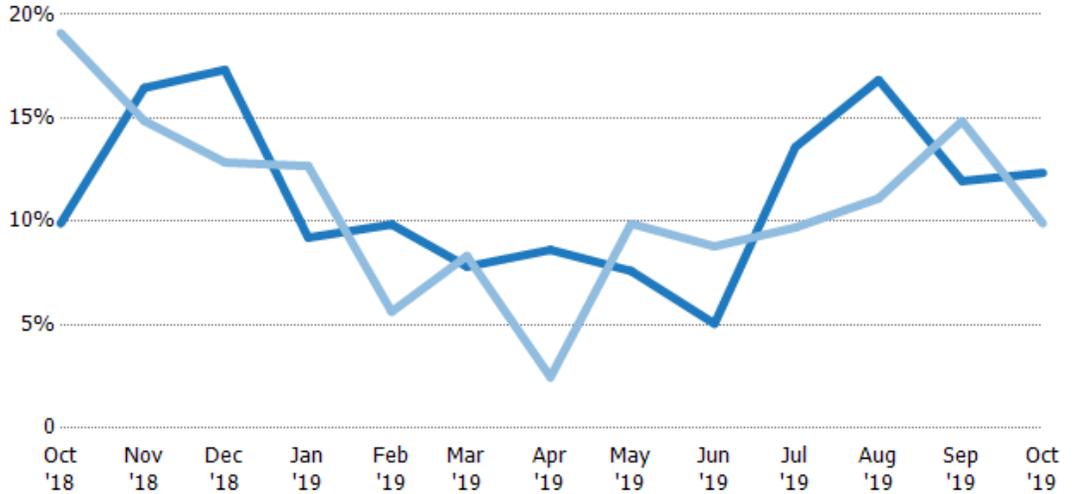
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	10.1	6.08	5.77	10.9	10.1	12.8	11.6	13.1	19.8	7.36	5.94	8.36	8.1
Prior Year	5.24	6.73	7.78	7.89	17.8	12	40.5	10.1	11.4	10.3	9	6.73	10.1
Percent Change from Prior Year	93%	-10%	-26%	38%	-43%	7%	-71%	30%	74%	-29%	-34%	24%	-20%

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



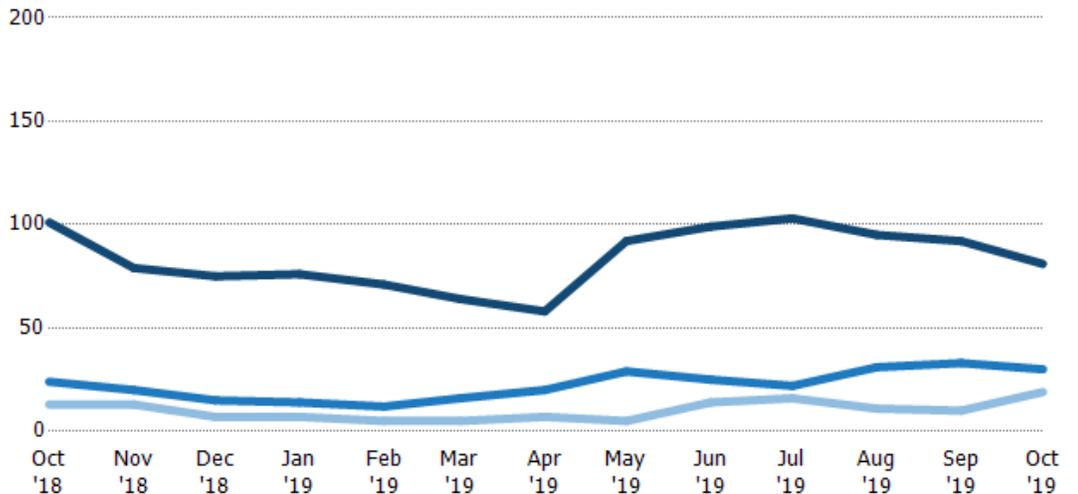
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	10%	16%	17%	9%	10%	8%	9%	8%	5%	14%	17%	12%	12%
Prior Year	19%	15%	13%	13%	6%	8%	2%	10%	9%	10%	11%	15%	10%
Change from Prior Year	9%	-2%	-4%	3%	-4%	1%	-6%	2%	4%	-4%	-6%	3%	-2%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	101	79	75	76	71	64	58	92	99	103	95	92	81
Pending	24	20	15	14	12	16	20	29	25	22	31	33	30
Sold	13	13	7	7	5	5	7	5	14	16	11	10	19

New Pending Sales

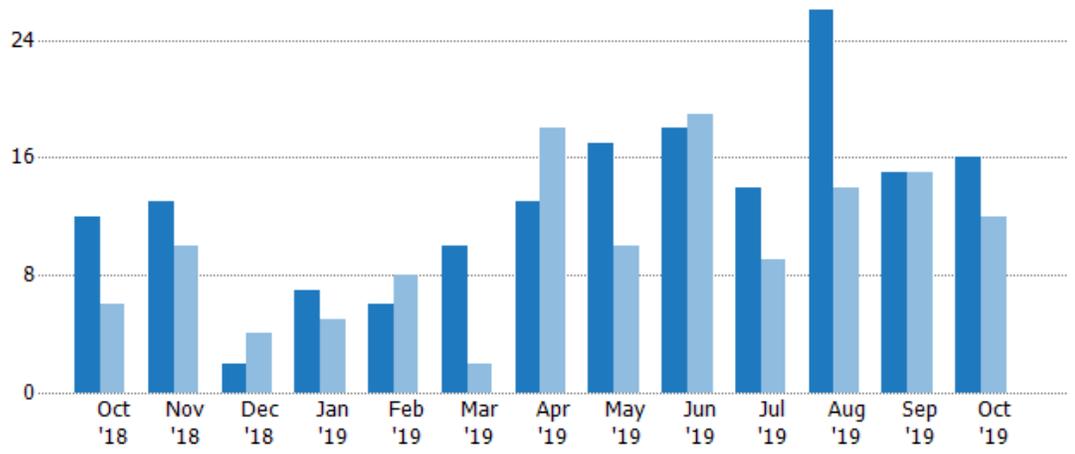
The number of residential properties with accepted offers that were added each month.

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.
Oct '19	16	33.3%
Oct '18	12	100%
Oct '17	6	16.7%



Current Year	12	13	2	7	6	10	13	17	18	14	26	15	16
Prior Year	6	10	4	5	8	2	18	10	19	9	14	15	12
Percent Change from Prior Year	100%	30%	-50%	40%	-25%	400%	-28%	70%	-5%	56%	86%	0%	33%

New Pending Sales Volume

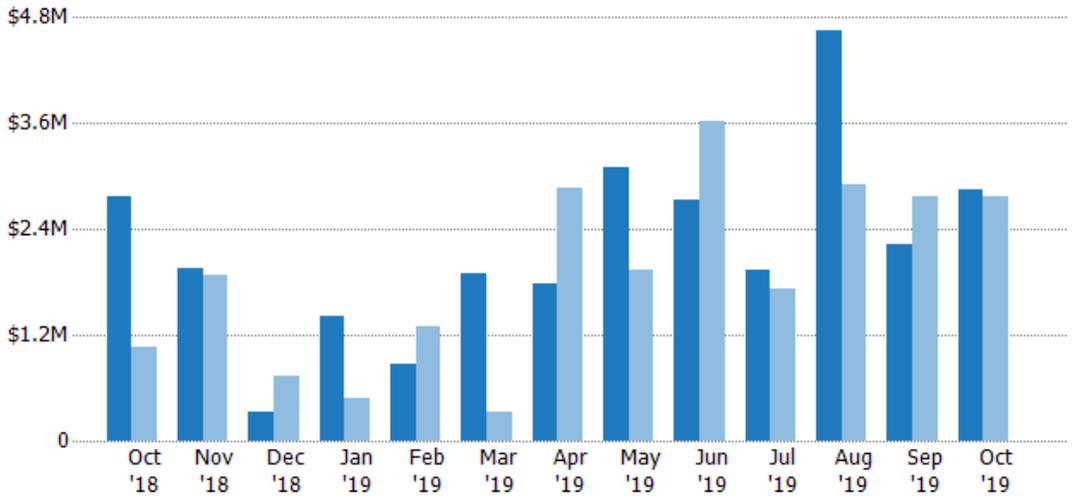
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Oct '19	\$2.85M	2.9%
Oct '18	\$2.77M	159%
Oct '17	\$1.07M	53.3%



Current Year	\$2.77M	\$1.95M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M	\$1.94M	\$4.65M	\$2.24M	\$2.85M
Prior Year	\$1.07M	\$1.87M	\$737K	\$491K	\$1.3M	\$332K	\$2.87M	\$1.95M	\$3.63M	\$1.72M	\$2.91M	\$2.76M	\$2.77M
Percent Change from Prior Year	159%	4%	-57%	186%	-33%	472%	-38%	59%	-25%	13%	60%	-19%	3%

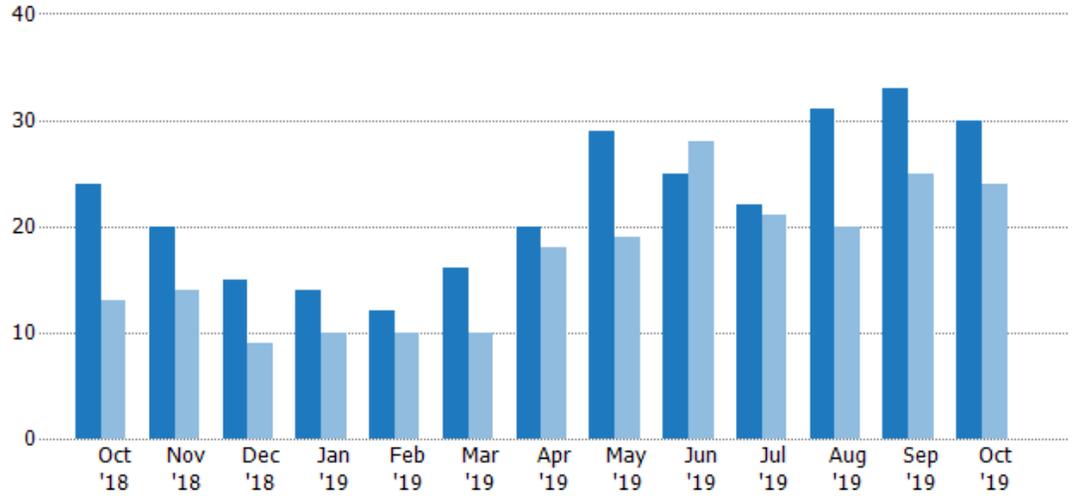
Pending Sales

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.
Oct '19	30	25%
Oct '18	24	84.6%
Oct '17	13	61.5%

Current Year	24	20	15	14	12	16	20	29	25	22	31	33	30
Prior Year	13	14	9	10	10	10	18	19	28	21	20	25	24
Percent Change from Prior Year	85%	43%	67%	40%	20%	60%	11%	53%	-11%	5%	55%	32%	25%

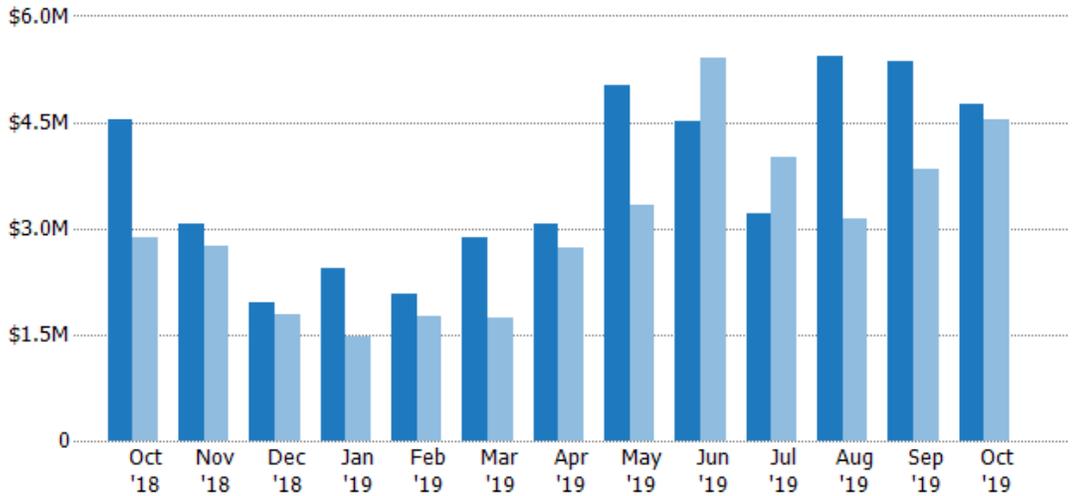
Pending Sales Volume

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.
Oct '19	\$4.74M	4.7%
Oct '18	\$4.53M	58.2%
Oct '17	\$2.86M	34.5%

Current Year	\$4.53M	\$3.06M	\$1.95M	\$2.42M	\$2.08M	\$2.86M	\$3.07M	\$5.01M	\$4.5M	\$3.21M	\$5.44M	\$5.35M	\$4.74M
Prior Year	\$2.86M	\$2.75M	\$1.79M	\$1.48M	\$1.76M	\$1.73M	\$2.73M	\$3.32M	\$5.41M	\$4.01M	\$3.13M	\$3.85M	\$4.53M
Percent Change from Prior Year	58%	11%	9%	64%	18%	65%	12%	51%	-17%	-20%	74%	39%	5%

Closed Sales

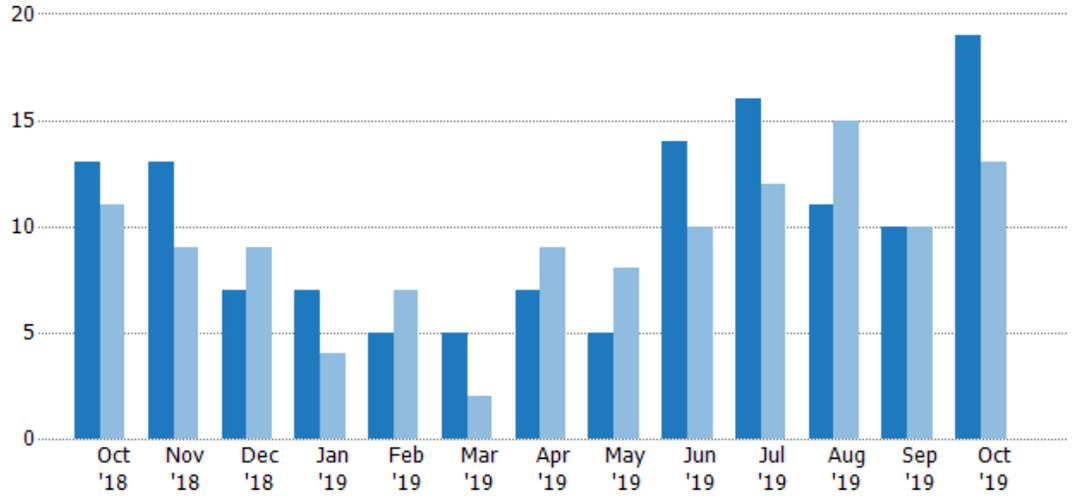
The total number of residential properties sold each month.

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.
Oct '19	19	46.2%
Oct '18	13	18.2%
Oct '17	11	9.1%



Current Year	13	13	7	7	5	5	7	5	14	16	11	10	19
Prior Year	11	9	9	4	7	2	9	8	10	12	15	10	13
Percent Change from Prior Year	18%	44%	-22%	75%	-29%	150%	-22%	-38%	40%	33%	-27%	0%	46%

Closed Sales Volume

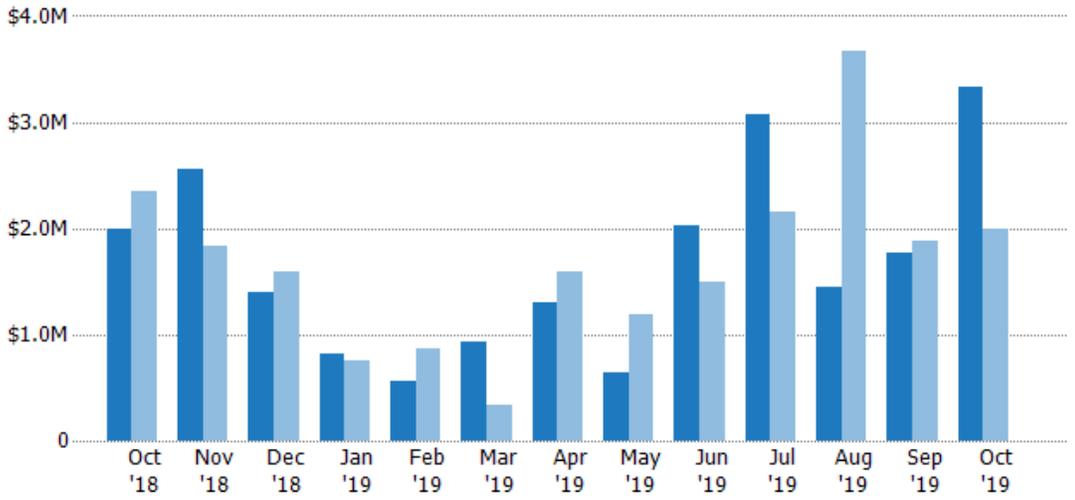
The sum of the sales price of residential properties sold each month.

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.
Oct '19	\$3.32M	66.3%
Oct '18	\$2M	-14.7%
Oct '17	\$2.34M	-33.9%



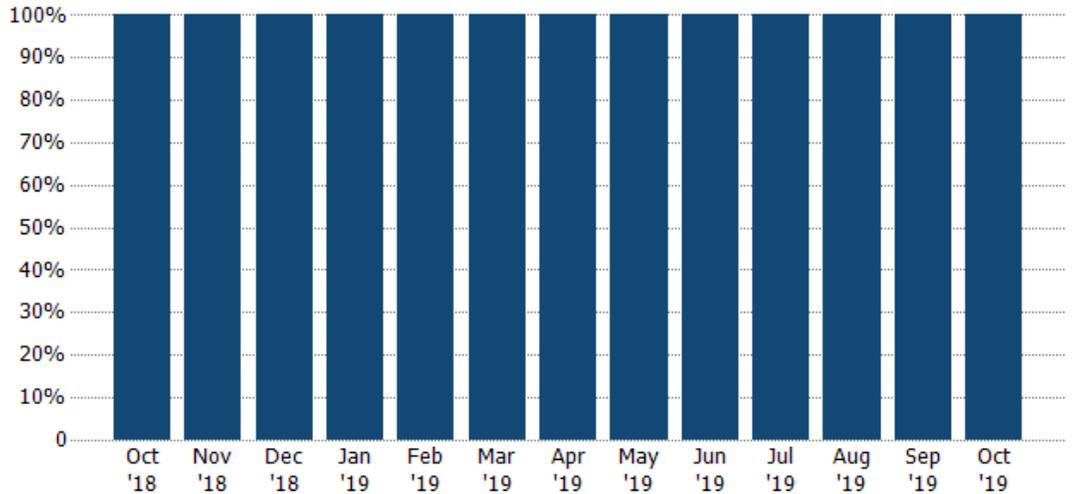
Current Year	\$2M	\$2.55M	\$1.4M	\$815K	\$569K	\$939K	\$1.31M	\$640K	\$2.03M	\$3.07M	\$1.44M	\$1.77M	\$3.32M
Prior Year	\$2.34M	\$1.84M	\$1.6M	\$754K	\$869K	\$343K	\$1.58M	\$1.19M	\$1.5M	\$2.16M	\$3.66M	\$1.88M	\$2M
Percent Change from Prior Year	-15%	39%	-12%	8%	-35%	174%	-17%	-46%	36%	42%	-61%	-6%	66%

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

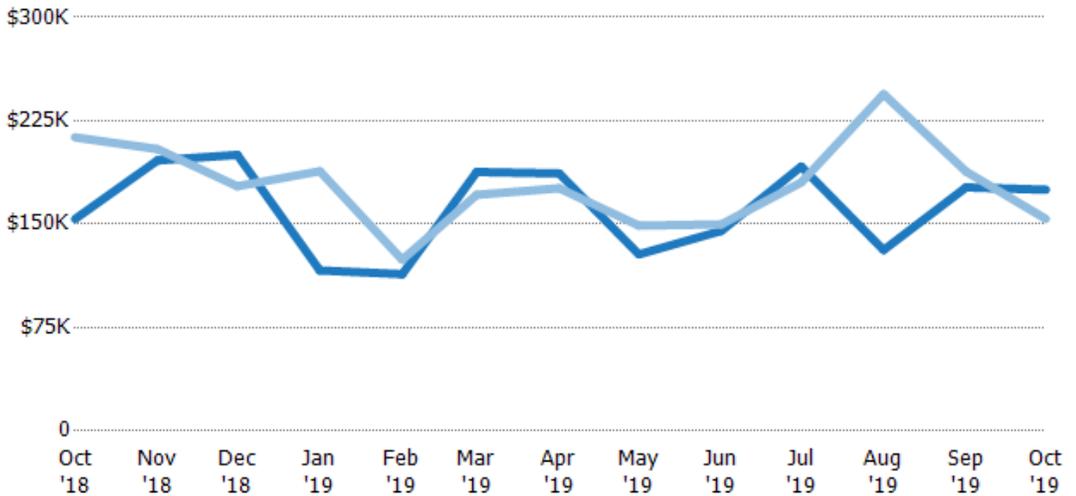
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$154K	\$196K	\$200K	\$116K	\$114K	\$188K	\$187K	\$128K	\$145K	\$192K	\$131K	\$177K	\$175K
\$213K	\$204K	\$177K	\$188K	\$124K	\$171K	\$176K	\$149K	\$150K	\$180K	\$244K	\$188K	\$154K
-28%	-4%	13%	-38%	-8%	10%	6%	-14%	-3%	6%	-46%	-6%	14%

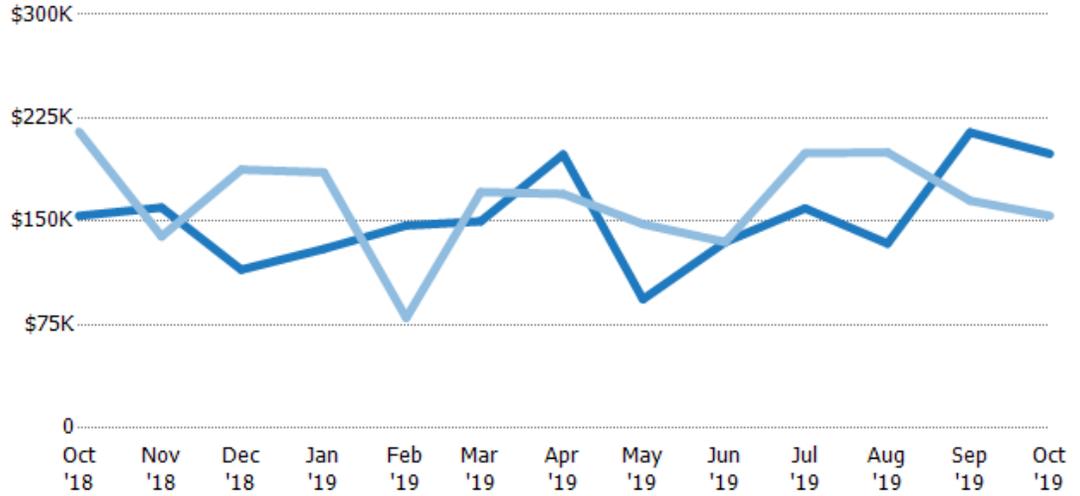
Median Sales Price

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.
Oct '19	\$199K	29.2%
Oct '18	\$154K	-28.4%
Oct '17	\$215K	-43.6%



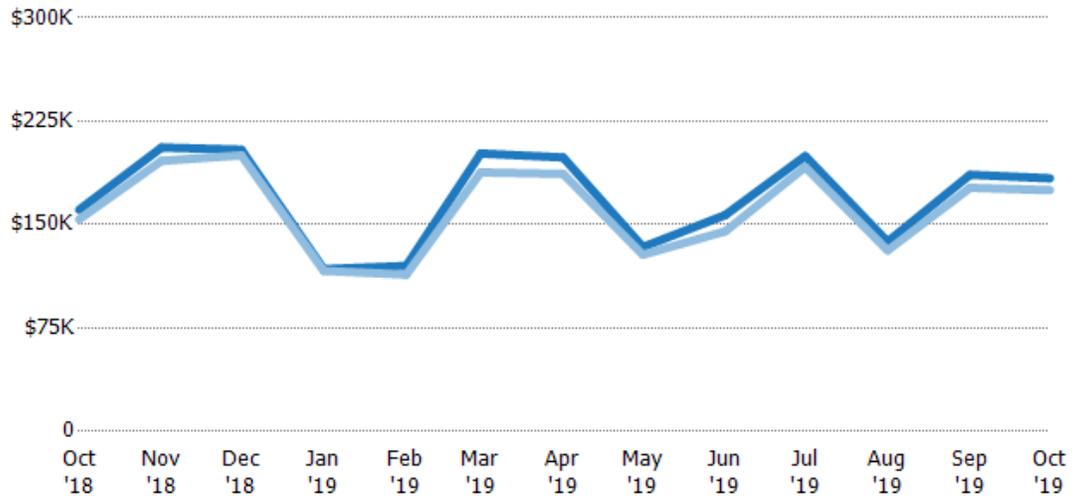
Current Year	\$154K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K
Prior Year	\$215K	\$139K	\$188K	\$186K	\$80K	\$171K	\$170K	\$148K	\$135K	\$200K	\$200K	\$165K	\$154K
Percent Change from Prior Year	-28%	15%	-39%	-30%	84%	-12%	17%	-37%	0%	-20%	-33%	30%	29%

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



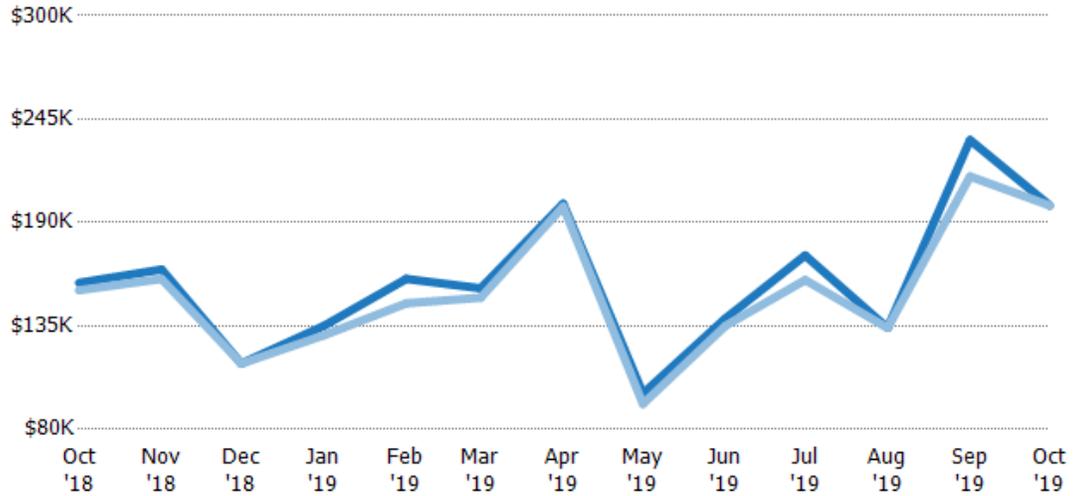
Avg List Price	\$161K	\$206K	\$204K	\$118K	\$120K	\$202K	\$199K	\$134K	\$157K	\$200K	\$138K	\$186K	\$184K
Avg Sales Price	\$154K	\$196K	\$200K	\$116K	\$114K	\$188K	\$187K	\$128K	\$145K	\$192K	\$131K	\$177K	\$175K
Avg Sales Price as a % of Avg List Price	96%	95%	98%	99%	95%	93%	94%	96%	92%	96%	95%	95%	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



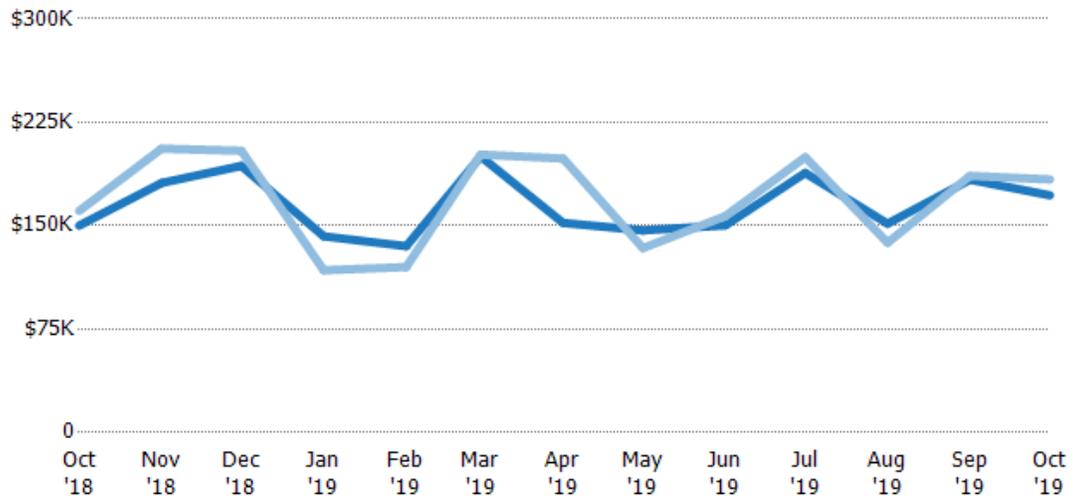
Median List Price	\$158K	\$165K	\$115K	\$135K	\$160K	\$155K	\$200K	\$99K	\$139K	\$173K	\$134K	\$234K	\$199K
Median Sales Price	\$154K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K
Med Sales Price as a % of Med List Price	98%	97%	100%	96%	92%	97%	99%	94%	97%	92%	100%	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



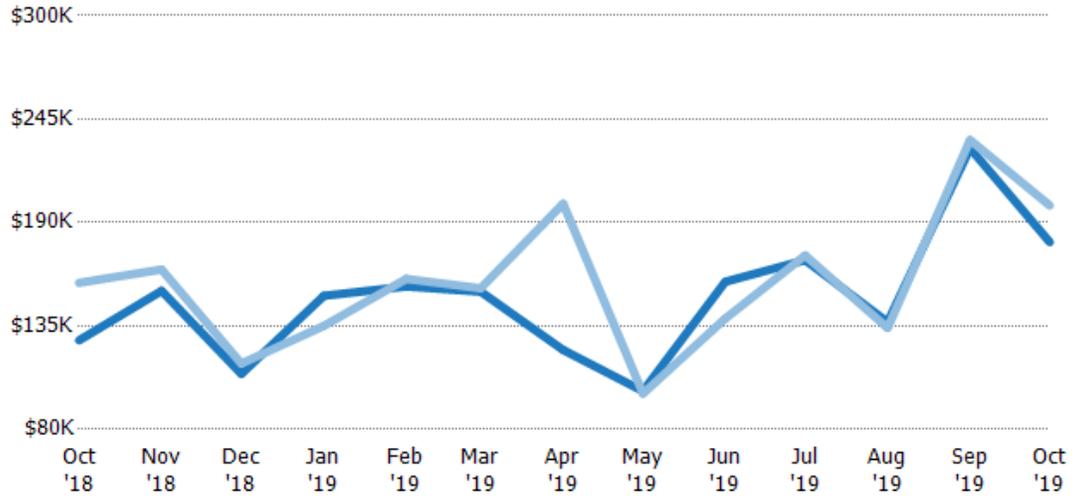
Avg Est Value	\$150K	\$181K	\$193K	\$142K	\$135K	\$200K	\$152K	\$147K	\$150K	\$188K	\$151K	\$183K	\$172K
Avg Sales Price	\$161K	\$206K	\$204K	\$118K	\$120K	\$202K	\$199K	\$134K	\$157K	\$200K	\$138K	\$186K	\$184K
Avg Sales Price as a % of Avg Est Value	107%	114%	106%	83%	89%	101%	131%	91%	104%	106%	91%	102%	107%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$127K	\$154K	\$109K	\$151K	\$156K	\$153K	\$122K	\$100K	\$159K	\$170K	\$137K	\$229K	\$180K
Median Sales Price	\$158K	\$165K	\$115K	\$135K	\$160K	\$155K	\$200K	\$99K	\$139K	\$173K	\$134K	\$234K	\$199K
Med Sales Price as a % of Med Est Value	124%	107%	105%	89%	103%	101%	164%	99%	88%	101%	98%	102%	111%