

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	10	+20%	151	167	-9.6%
New Listing Volume	\$2,740,400	\$2,119,900	+29.3%	\$31,272,650	\$33,460,200	-6.5%
Active Listing Count	92	101	-8.9%	N/A	N/A	
Active Listing Volume	\$21,279,450	\$22,057,400	-3.5%	N/A	N/A	
Average Listing Price	\$231,298	\$218,390	+5.9%	\$212,820	\$198,107	+7.4%
Median Listing Price	\$191,000	\$179,950	+6.1%	\$190,621	\$174,836	+9%
Median Days in RPR	117	122	-4.1%	113.48	107.1	+6%
Months of Inventory	8.4	6.7	+24.2%	9.7	8.6	+13.1%
Absorption Rate	11.96%	14.85%	-2.9%	10.27%	11.61%	-1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	15	15	+/-	126	100	+26%
New Pending Sales Volume	\$2,235,250	\$2,764,800	-19.2%	\$20,625,849	\$17,946,900	+14.9%
Pending Sales Count	33	25	+32%	N/A	N/A	
Pending Sales Volume	\$5,349,100	\$3,848,400	+39%	N/A	N/A	
Closed Sales Count	10	10	+/-	80	77	+3.9%
Closed Sales Volume	\$1,766,500	\$1,881,181	-6.1%	\$12,579,533	\$13,948,030	-9.8%
Average Sales Price	\$176,650	\$188,118	-6.1%	\$157,244	\$181,143	-13.2%
Median Sales Price	\$214,500	\$165,000	+30%	\$153,891	\$165,601	-7.1%

New Listings

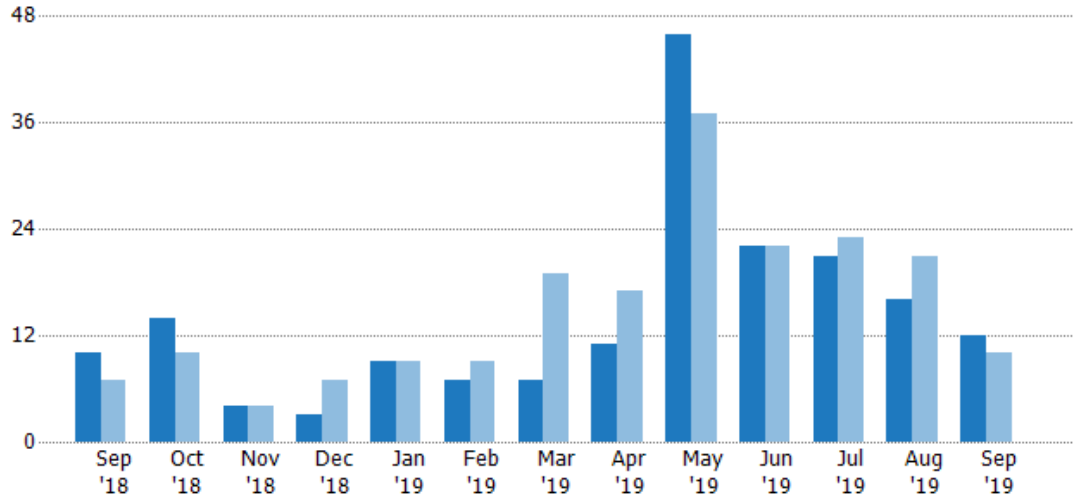
The number of new residential listings that were added each month.

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.
Sep '19	12	20%
Sep '18	10	42.9%
Sep '17	7	85.7%



Current Year	10	14	4	3	9	7	7	11	46	22	21	16	12
Prior Year	7	10	4	7	9	9	19	17	37	22	23	21	10
Percent Change from Prior Year	43%	40%	0%	-57%	0%	-22%	-63%	-35%	24%	0%	-9%	-24%	20%

New Listing Volume

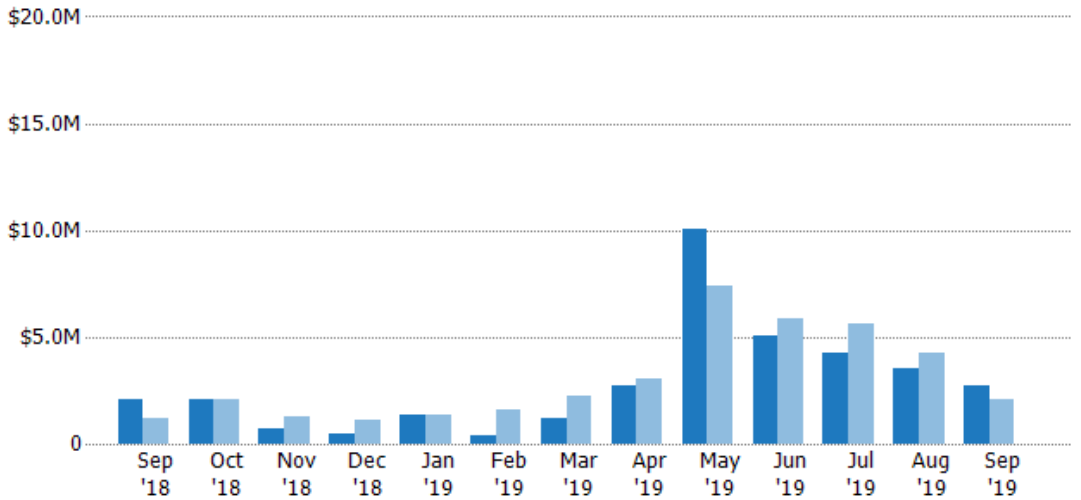
The sum of the listing price of residential listings that were added each month.

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.
Sep '19	\$2.74M	29.3%
Sep '18	\$2.12M	74.9%
Sep '17	\$1.21M	89.1%



Current Year	\$2.12M	\$2.08M	\$689K	\$449K	\$1.37M	\$415K	\$1.19M	\$2.74M	\$10M	\$5.02M	\$4.24M	\$3.54M	\$2.74M
Prior Year	\$1.21M	\$2.09M	\$1.24M	\$1.09M	\$1.33M	\$1.56M	\$2.23M	\$3.03M	\$7.4M	\$5.9M	\$5.64M	\$4.24M	\$2.12M
Percent Change from Prior Year	75%	0%	-45%	-59%	3%	-73%	-47%	-10%	35%	-15%	-25%	-17%	29%

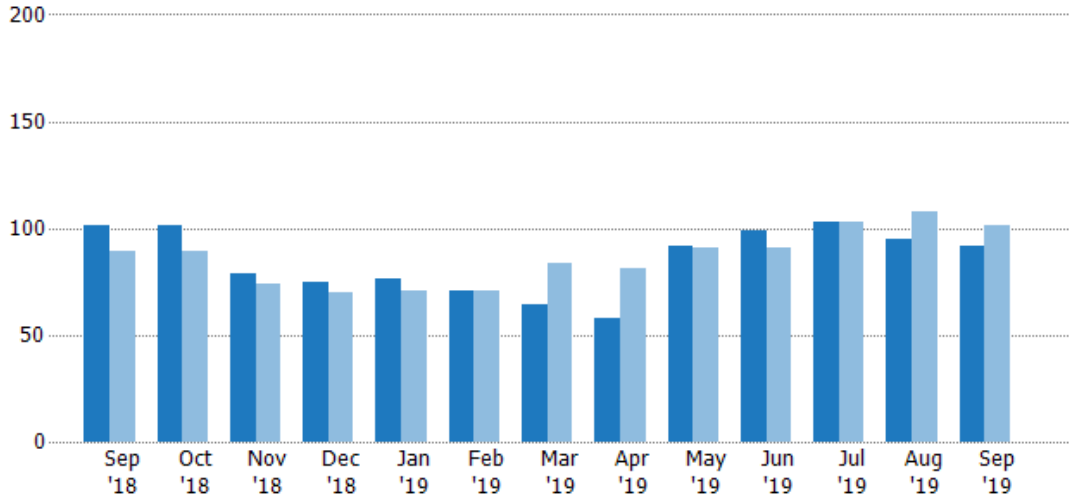
Active Listings

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

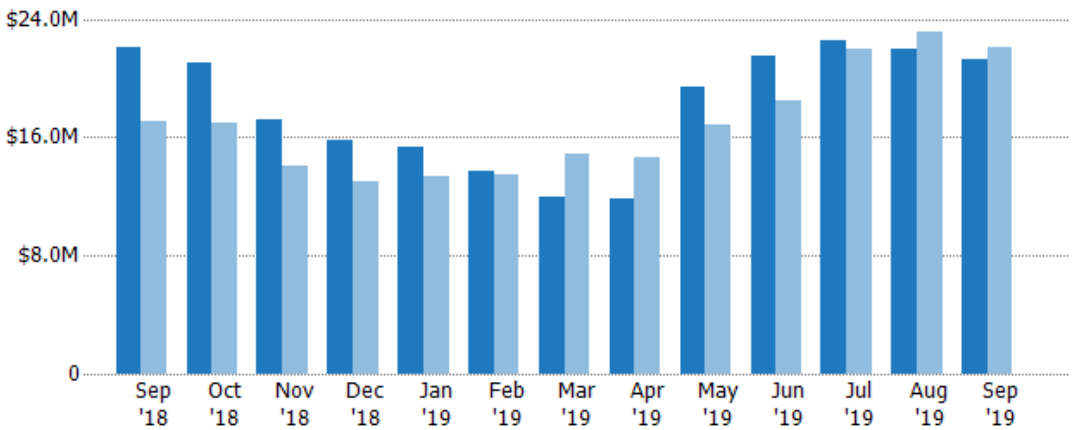
Active Listing Volume

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



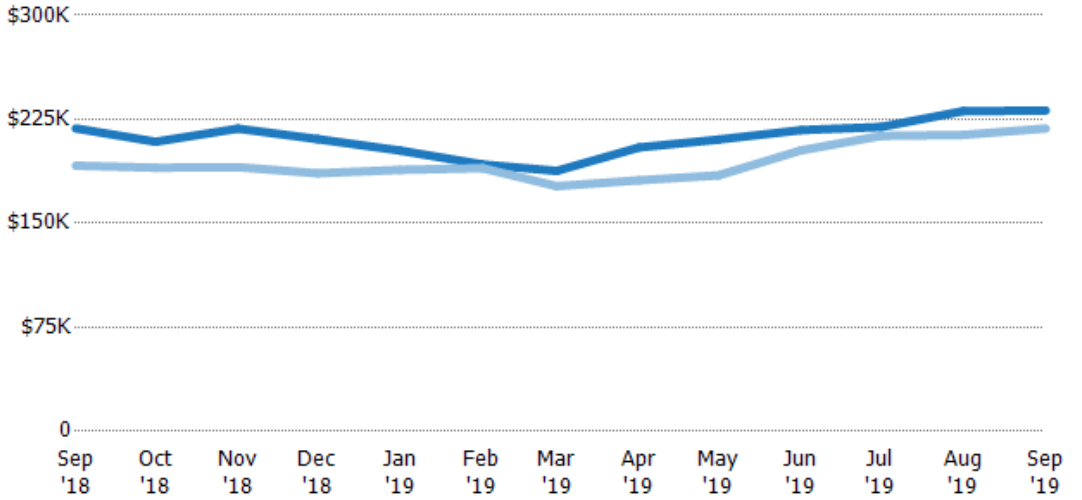
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	\$22.1M	\$17M	29%
Oct '18	\$21.1M	\$16.9M	25%
Nov '18	\$17.2M	\$14.1M	22%
Dec '18	\$15.8M	\$13M	21%
Jan '19	\$15.4M	\$13.4M	15%
Feb '19	\$13.7M	\$13.5M	1%
Mar '19	\$12M	\$14.8M	-19%
Apr '19	\$11.9M	\$14.7M	-19%
May '19	\$19.4M	\$16.8M	15%
Jun '19	\$21.5M	\$18.4M	17%
Jul '19	\$22.6M	\$21.9M	3%
Aug '19	\$21.9M	\$23.1M	-5%
Sep '19	\$21.3M	\$22.1M	-4%

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



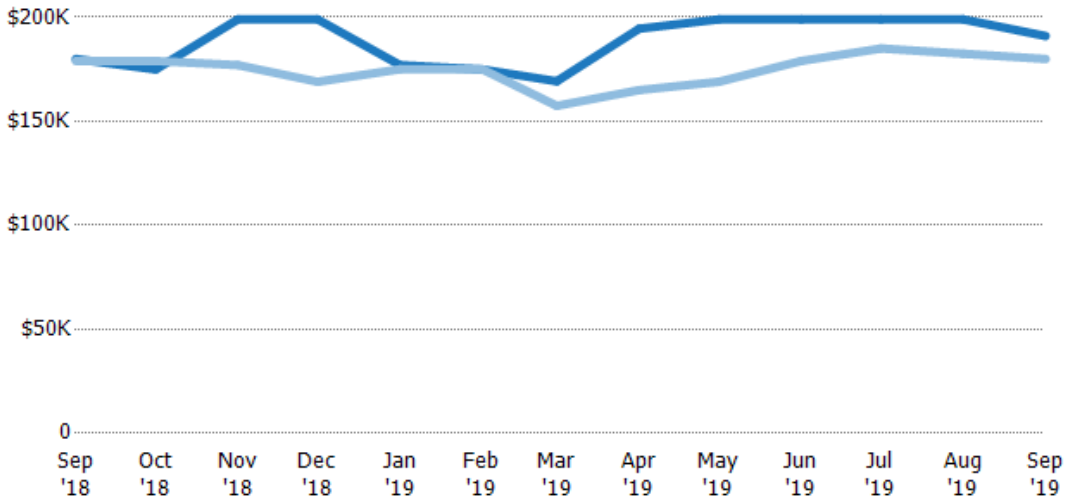
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	\$218K	\$192K	14%
Oct '18	\$209K	\$190K	10%
Nov '18	\$218K	\$190K	15%
Dec '18	\$211K	\$186K	13%
Jan '19	\$202K	\$189K	7%
Feb '19	\$192K	\$190K	1%
Mar '19	\$188K	\$177K	6%
Apr '19	\$205K	\$181K	13%
May '19	\$210K	\$185K	14%
Jun '19	\$217K	\$203K	7%
Jul '19	\$219K	\$213K	3%
Aug '19	\$231K	\$214K	8%
Sep '19	\$231K	\$218K	6%

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



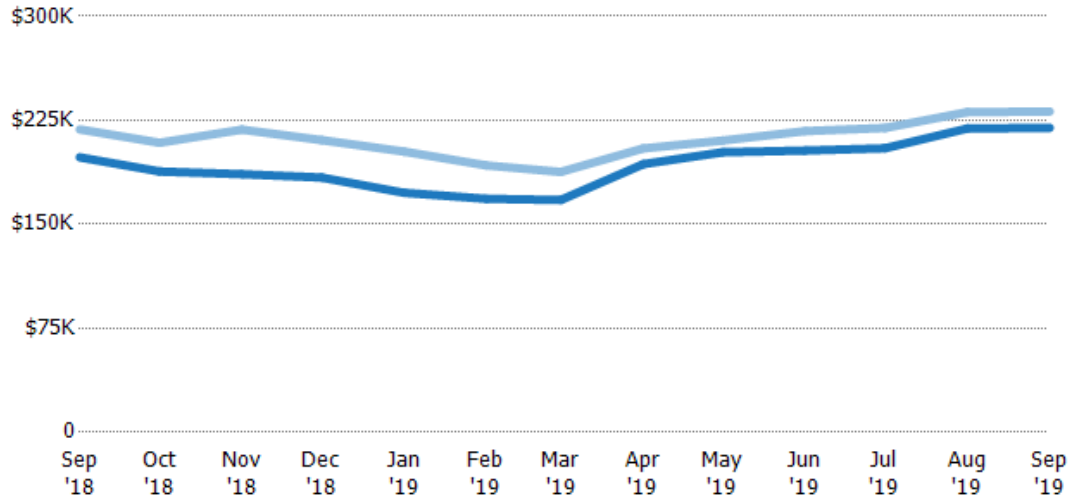
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	\$180K	\$179K	1%
Oct '18	\$175K	\$179K	-2%
Nov '18	\$199K	\$177K	12%
Dec '18	\$199K	\$169K	18%
Jan '19	\$177K	\$175K	1%
Feb '19	\$175K	\$175K	0%
Mar '19	\$169K	\$157K	8%
Apr '19	\$195K	\$165K	18%
May '19	\$199K	\$169K	18%
Jun '19	\$199K	\$179K	11%
Jul '19	\$199K	\$185K	8%
Aug '19	\$199K	\$182K	9%
Sep '19	\$191K	\$180K	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



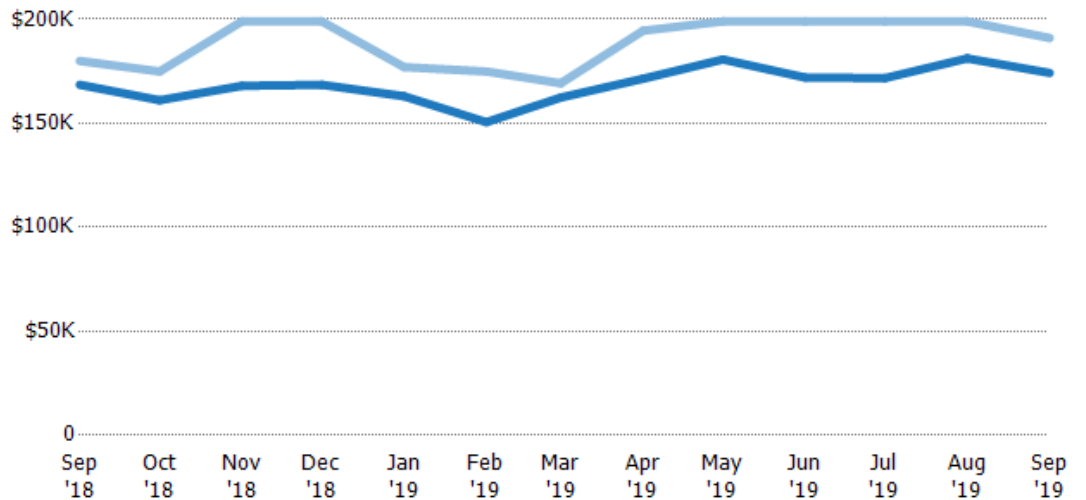
Avg Est Value	\$198K	\$188K	\$186K	\$184K	\$173K	\$168K	\$168K	\$193K	\$202K	\$203K	\$205K	\$219K	\$220K
Avg Listing Price	\$218K	\$209K	\$218K	\$211K	\$202K	\$192K	\$188K	\$205K	\$210K	\$217K	\$219K	\$231K	\$231K
Avg Listing Price as a % of Avg Est Value	110%	111%	117%	115%	117%	114%	112%	106%	104%	107%	107%	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



Median Est Value	\$169K	\$161K	\$168K	\$169K	\$163K	\$151K	\$162K	\$171K	\$181K	\$172K	\$172K	\$181K	\$174K
Median Listing Price	\$180K	\$175K	\$199K	\$199K	\$177K	\$175K	\$169K	\$195K	\$199K	\$199K	\$199K	\$199K	\$191K
Med Listing Price as a % of Med Est Value	107%	109%	118%	118%	109%	116%	104%	113%	110%	116%	116%	110%	110%

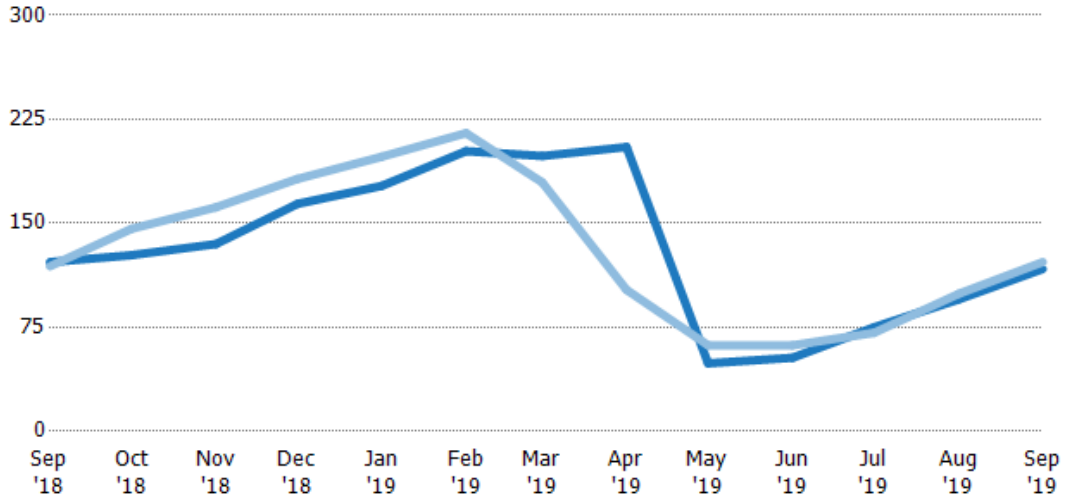
Median Days in RPR

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.
Sep '19	117	-4.1%
Sep '18	122	2.5%
Sep '17	119	-1.3%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	122	127	135	164	177	202	199	205	49	53	75	95	117
Prior Year	119	146	162	182	198	215	180	102	62	62	71	99	122
Percent Change from Prior Year	3%	-13%	-16%	-10%	-11%	-6%	11%	101%	-21%	-15%	6%	-4%	-4%

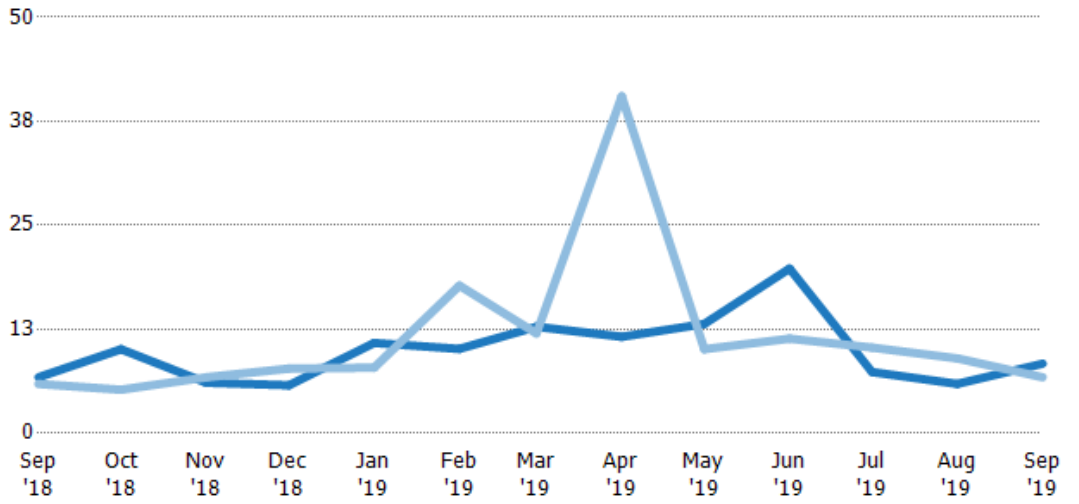
Months of Inventory

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Months	% Chg.
Sep '19	8.36	24.2%
Sep '18	6.73	13.5%
Sep '17	5.93	72.3%



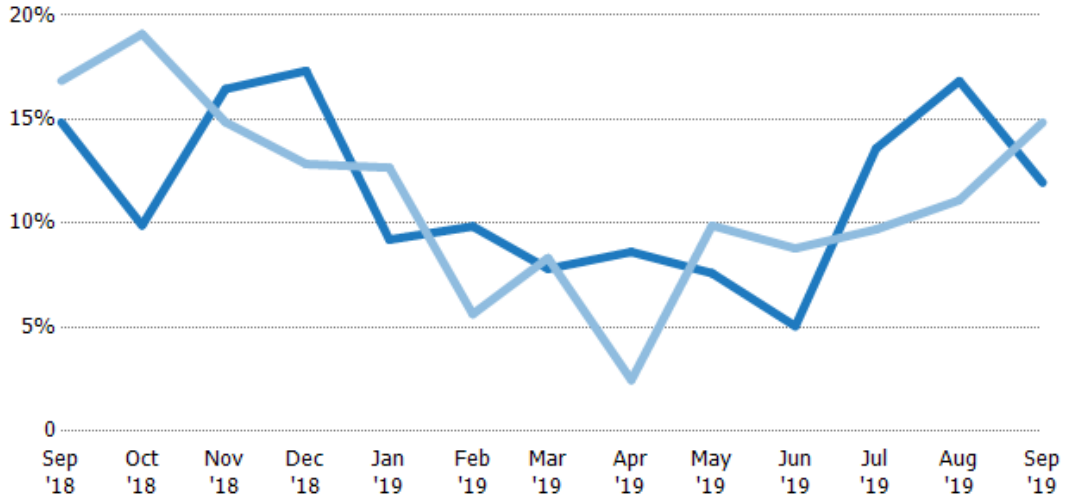
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	6.73	10.1	6.08	5.77	10.9	10.1	12.8	11.6	13.1	19.8	7.36	5.94	8.36
Prior Year	5.93	5.24	6.73	7.78	7.89	17.8	12	40.5	10.1	11.4	10.3	9	6.73
Percent Change from Prior Year	13%	93%	-10%	-26%	38%	-43%	7%	-71%	30%	74%	-29%	-34%	24%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



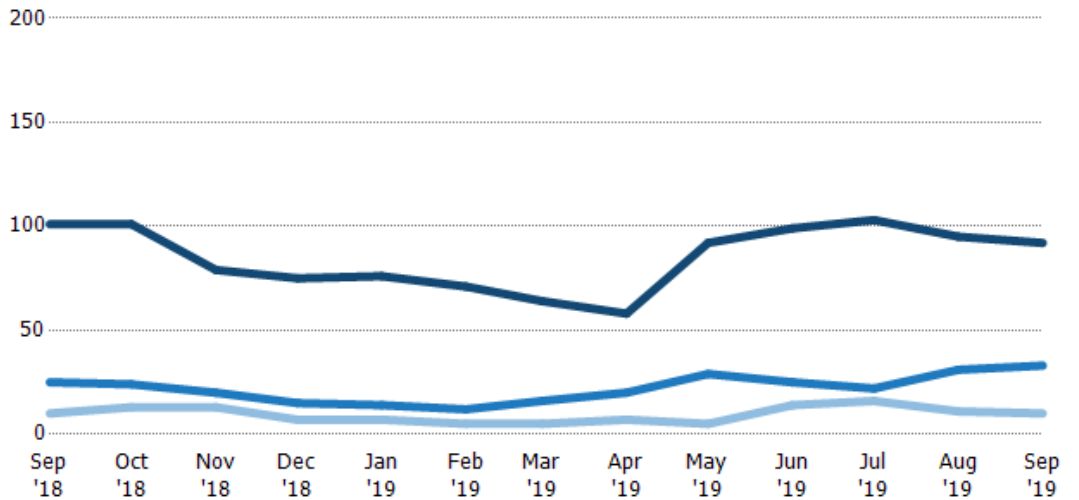
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	15%	10%	16%	17%	9%	10%	8%	9%	8%	5%	14%	17%	12%
Prior Year	17%	19%	15%	13%	13%	6%	8%	2%	10%	9%	10%	11%	15%
Change from Prior Year	2%	9%	-2%	-4%	3%	-4%	1%	-6%	2%	4%	-4%	-6%	3%

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



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

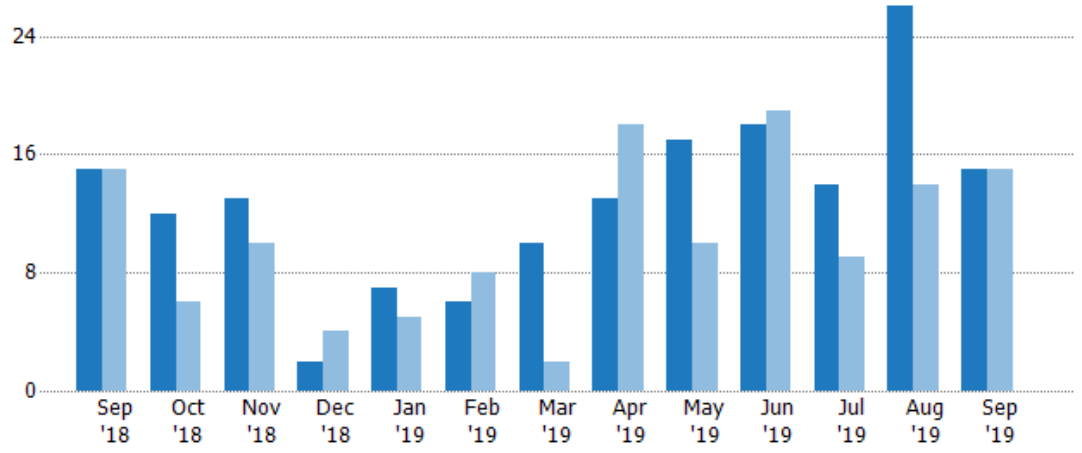
New Pending Sales

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.
Sep '19	15	0%
Sep '18	15	0%
Sep '17	15	6.7%

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

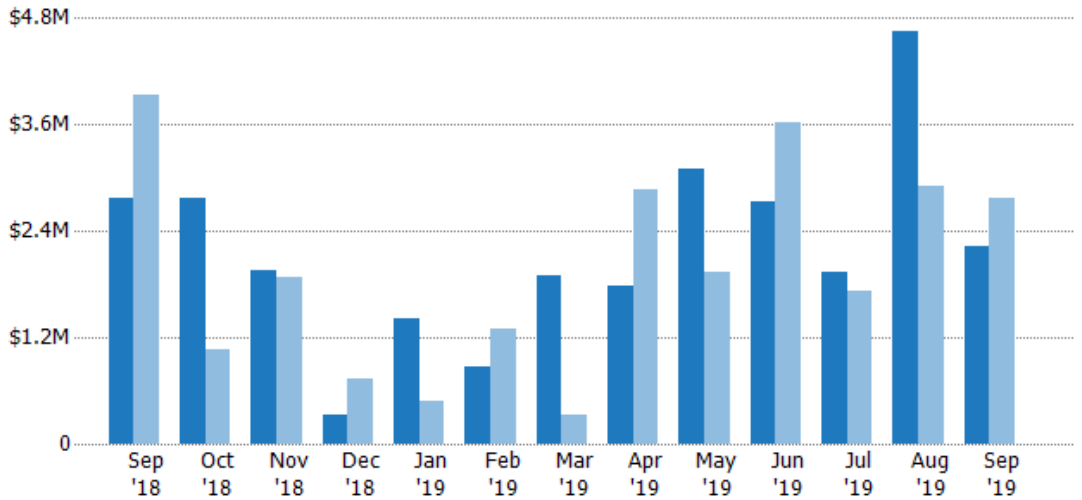
New Pending Sales Volume

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.
Sep '19	\$2.24M	-19.2%
Sep '18	\$2.76M	-29.8%
Sep '17	\$3.94M	-36.9%

Current Year	\$2.76M	\$2.77M	\$1.95M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M	\$1.94M	\$4.65M	\$2.24M
Prior Year	\$3.94M	\$1.07M	\$1.87M	\$737K	\$491K	\$1.3M	\$332K	\$2.87M	\$1.95M	\$3.63M	\$1.72M	\$2.91M	\$2.76M
Percent Change from Prior Year	-30%	159%	4%	-57%	186%	-33%	472%	-38%	59%	-25%	13%	60%	-19%

Pending Sales

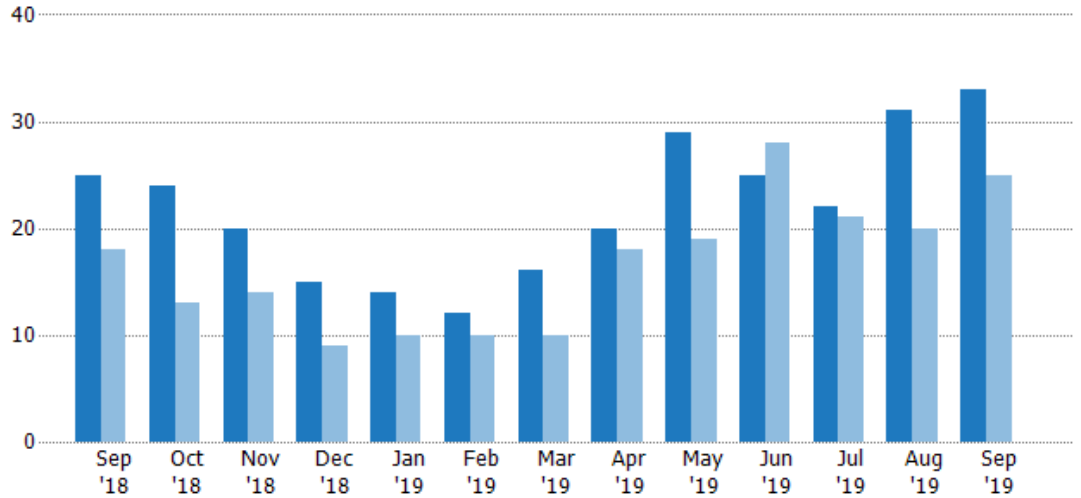
The number of residential properties with accepted offers that were available at the end each month.

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.
Sep '19	33	32%
Sep '18	25	38.9%
Sep '17	18	55.6%



Current Year	25	24	20	15	14	12	16	20	29	25	22	31	33
Prior Year	18	13	14	9	10	10	10	18	19	28	21	20	25
Percent Change from Prior Year	39%	85%	43%	67%	40%	20%	60%	11%	53%	-11%	5%	55%	32%

Pending Sales Volume

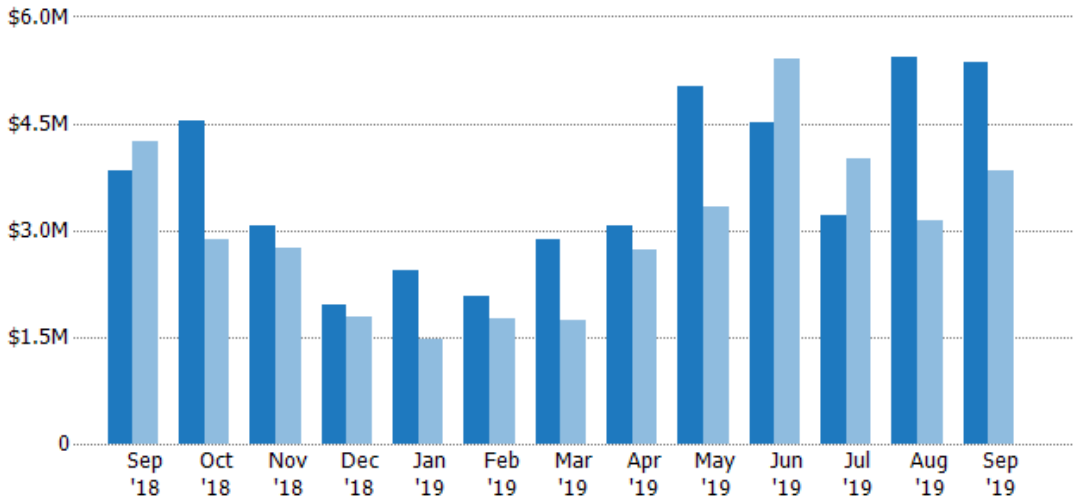
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Sep '19	\$5.35M	39%
Sep '18	\$3.85M	-9.5%
Sep '17	\$4.25M	2.9%



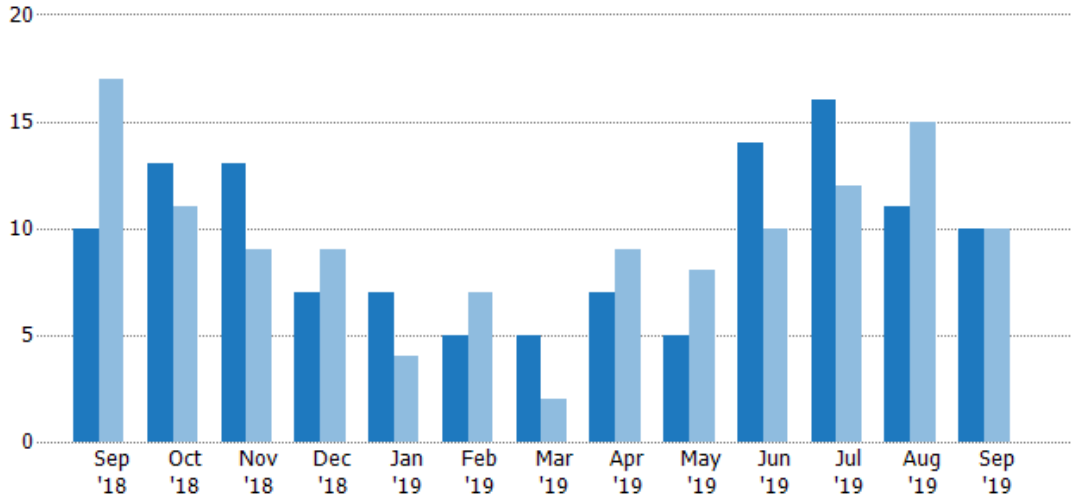
Current Year	\$3.85M	\$4.53M	\$3.06M	\$1.95M	\$2.42M	\$2.08M	\$2.86M	\$3.07M	\$5.01M	\$4.5M	\$3.21M	\$5.44M	\$5.35M
Prior Year	\$4.25M	\$2.86M	\$2.75M	\$1.79M	\$1.48M	\$1.76M	\$1.73M	\$2.73M	\$3.32M	\$5.41M	\$4.01M	\$3.13M	\$3.85M
Percent Change from Prior Year	-9%	58%	11%	9%	64%	18%	65%	12%	51%	-17%	-20%	74%	39%

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



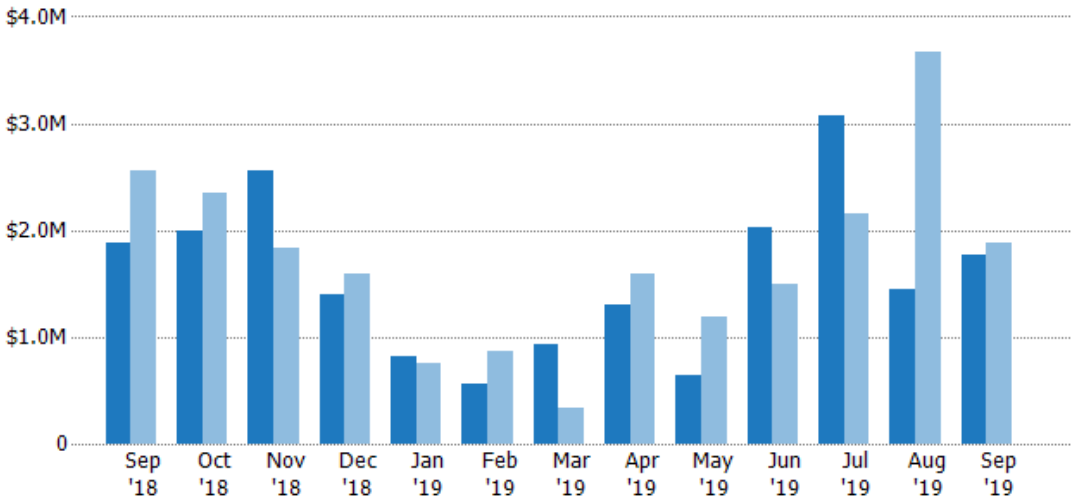
Month/Year	Count	% Chg.
Sep '19	10	0%
Sep '18	10	-41.2%
Sep '17	17	-70.6%

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.
Sep '19	\$1.77M	-6.1%
Sep '18	\$1.88M	-26.4%
Sep '17	\$2.55M	-64.4%

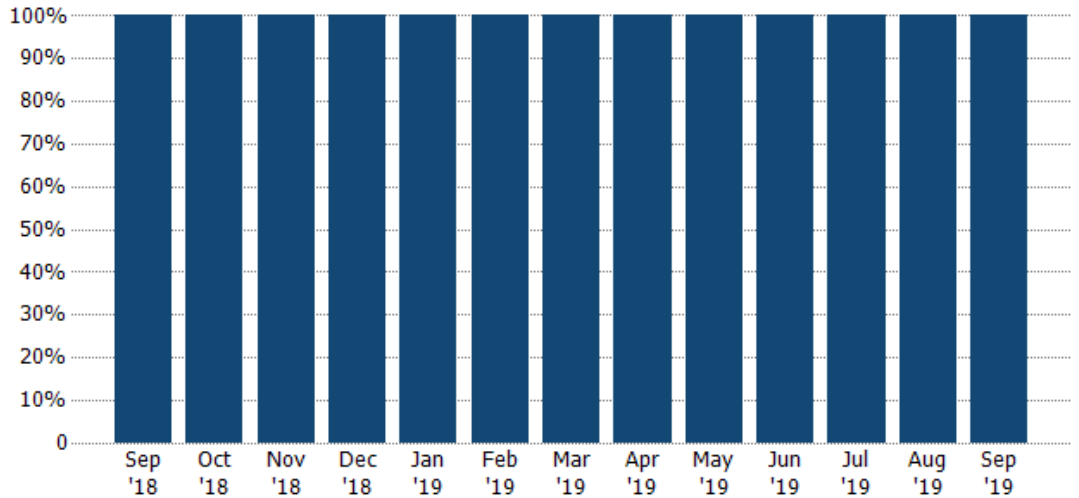
Closed Sales by Property Type

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%

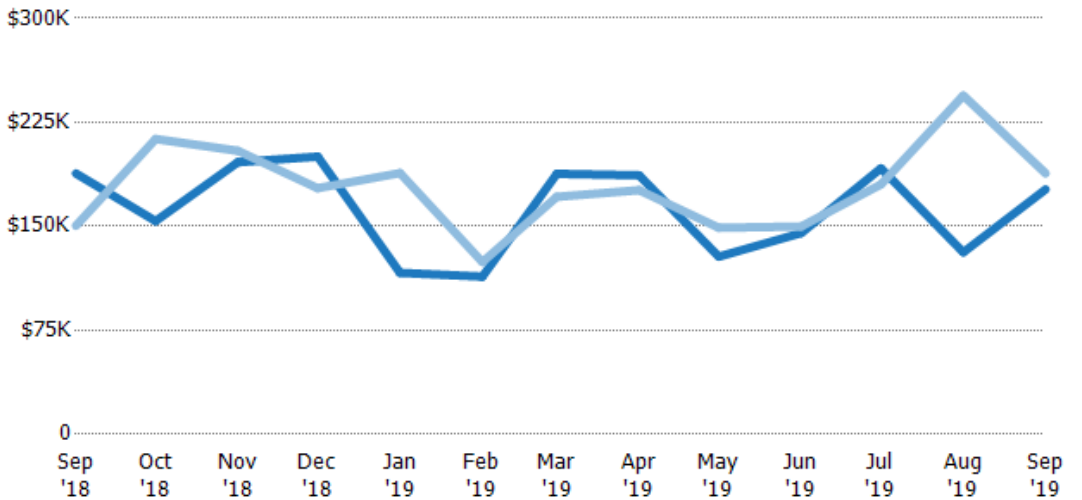
Average Sales Price

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

\$188K	\$154K	\$196K	\$200K	\$116K	\$114K	\$188K	\$187K	\$128K	\$145K	\$192K	\$131K	\$177K
\$150K	\$213K	\$204K	\$177K	\$188K	\$124K	\$171K	\$176K	\$149K	\$150K	\$180K	\$244K	\$188K
25%	-28%	-4%	13%	-38%	-8%	10%	6%	-14%	-3%	6%	-46%	-6%

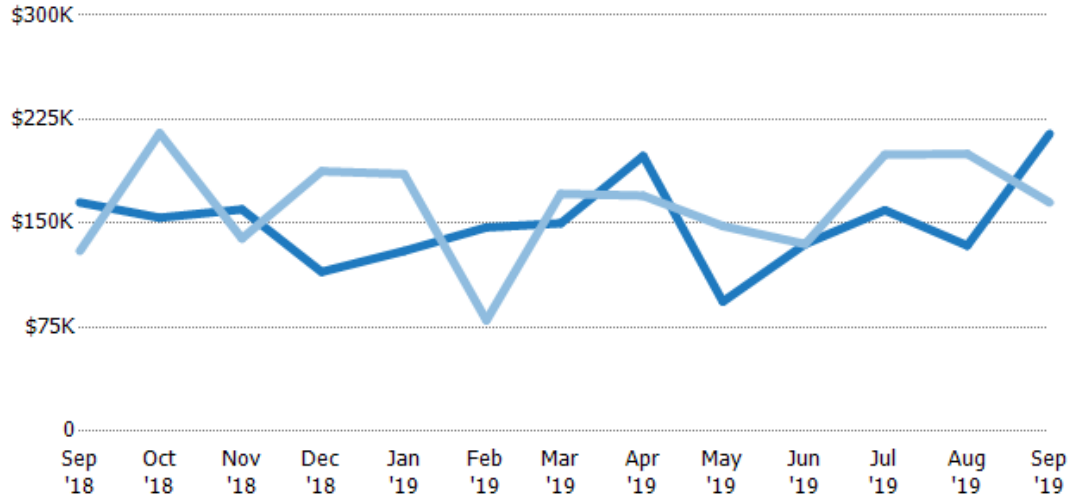
Median Sales Price

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.
Sep '19	\$215K	30%
Sep '18	\$165K	26.9%
Sep '17	\$130K	23%



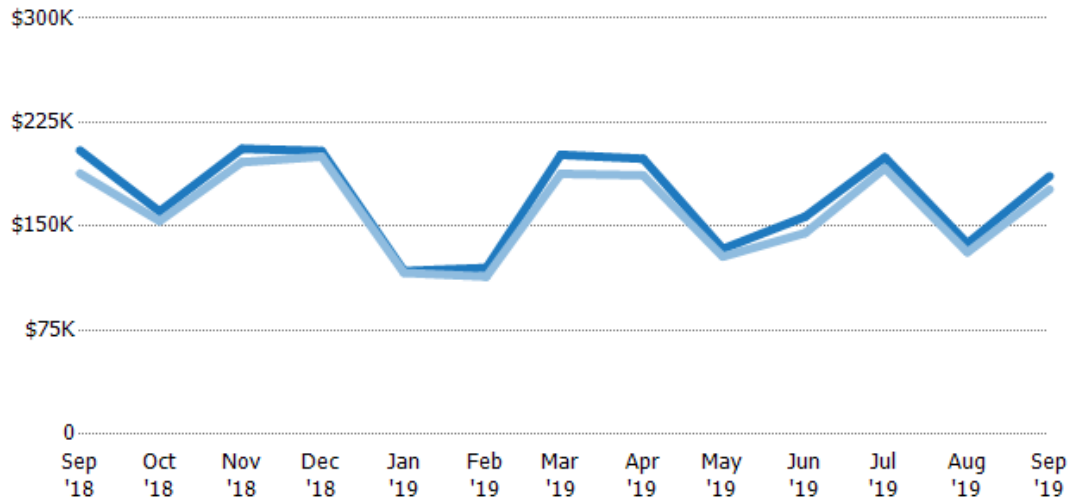
Current Year	\$165K	\$154K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K	\$215K
Prior Year	\$130K	\$215K	\$139K	\$188K	\$186K	\$80K	\$171K	\$170K	\$148K	\$135K	\$200K	\$200K	\$165K
Percent Change from Prior Year	27%	-28%	15%	-39%	-30%	84%	-12%	17%	-37%	0%	-20%	-33%	30%

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



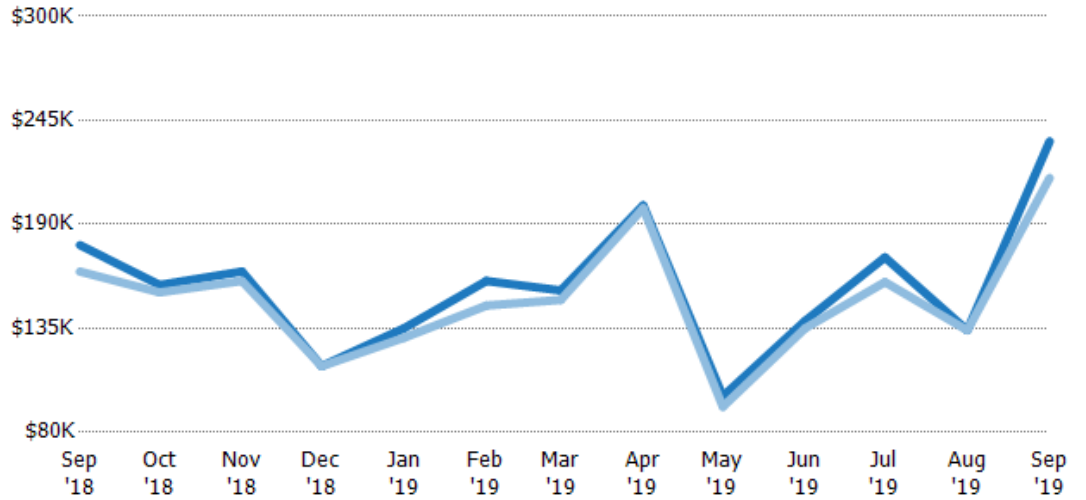
Avg List Price	\$205K	\$161K	\$206K	\$204K	\$118K	\$120K	\$202K	\$199K	\$134K	\$157K	\$200K	\$138K	\$186K
Avg Sales Price	\$188K	\$154K	\$196K	\$200K	\$116K	\$114K	\$188K	\$187K	\$128K	\$145K	\$192K	\$131K	\$177K
Avg Sales Price as a % of Avg List Price	92%	96%	95%	98%	99%	95%	93%	94%	96%	92%	96%	95%	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



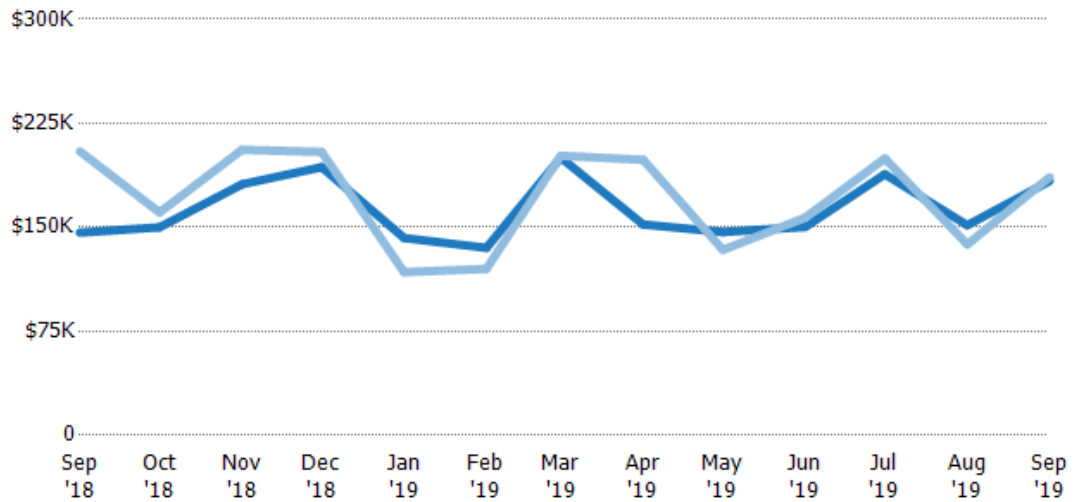
Median List Price	\$179K	\$158K	\$165K	\$115K	\$135K	\$160K	\$155K	\$200K	\$99K	\$139K	\$173K	\$134K	\$234K
Median Sales Price	\$165K	\$154K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K	\$215K
Med Sales Price as a % of Med List Price	92%	98%	97%	100%	96%	92%	97%	99%	94%	97%	92%	100%	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	\$146K	\$150K	\$181K	\$193K	\$142K	\$135K	\$200K	\$152K	\$147K	\$150K	\$188K	\$151K	\$183K
Avg Sales Price	\$205K	\$161K	\$206K	\$204K	\$118K	\$120K	\$202K	\$199K	\$134K	\$157K	\$200K	\$138K	\$186K
Avg Sales Price as a % of Avg Est Value	140%	107%	114%	106%	83%	89%	101%	131%	91%	104%	106%	91%	102%

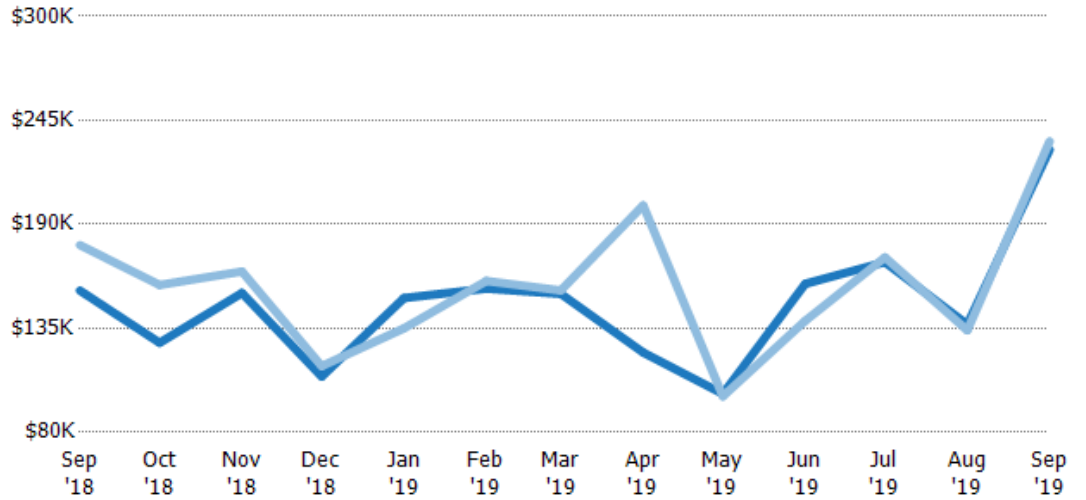
Median Sales Price vs Median Est Value

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$155K	\$127K	\$154K	\$109K	\$151K	\$156K	\$153K	\$122K	\$100K	\$159K	\$170K	\$137K	\$229K
Median Sales Price	\$179K	\$158K	\$165K	\$115K	\$135K	\$160K	\$155K	\$200K	\$99K	\$139K	\$173K	\$134K	\$234K
Med Sales Price as a % of Med Est Value	116%	124%	107%	105%	89%	103%	101%	164%	99%	88%	101%	98%	102%