

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	6	+100%	103	100	+3%
New Listing Volume	\$2,740,400	\$1,013,900	+170.3%	\$20,014,850	\$18,707,000	+7%
Active Listing Count	60	61	-1.6%	N/A	N/A	
Active Listing Volume	\$13,158,300	\$12,830,250	+2.6%	N/A	N/A	
Average Listing Price	\$219,305	\$210,332	+4.3%	\$191,721	\$194,010	-1.2%
Median Listing Price	\$149,250	\$174,900	-14.7%	\$148,344	\$165,537	-10.4%
Median Days in RPR	113.5	128	-11.3%	108.74	130.08	-16.4%
Months of Inventory	7.5	5.5	+35.2%	9.6	7.2	+33.7%
Absorption Rate	13.33%	18.03%	-4.7%	10.41%	13.92%	-3.5%
Sales Activity Charts Metrics						
New Pending Sales Count	10	10	+/-	86	66	+30.3%
New Pending Sales Volume	\$1,341,400	\$1,317,800	+1.8%	\$12,723,749	\$10,497,300	+21.2%
Pending Sales Count	23	17	+35.3%	N/A	N/A	
Pending Sales Volume	\$3,341,850	\$2,321,600	+43.9%	N/A	N/A	
Closed Sales Count	4	7	-42.9%	59	51	+15.7%
Closed Sales Volume	\$395,500	\$1,078,500	-63.3%	\$8,521,550	\$8,450,649	+0.8%
Average Sales Price	\$98,875	\$154,071	-35.8%	\$144,433	\$165,699	-12.8%
Median Sales Price	\$89,250	\$149,000	-40.1%	\$133,741	\$142,851	-6.4%

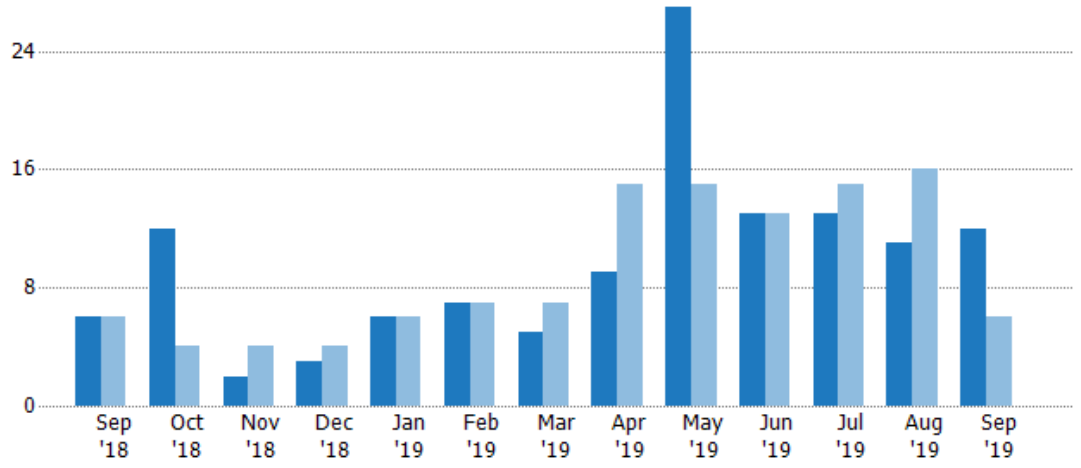
New Listings

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.
Sep '19	12	100%
Sep '18	6	0%
Sep '17	6	50%



Current Year	6	12	2	3	6	7	5	9	27	13	13	11	12
Prior Year	6	4	4	4	6	7	7	15	15	13	15	16	6
Percent Change from Prior Year	0%	200%	-50%	-25%	0%	0%	-29%	-40%	80%	0%	-13%	-31%	100%

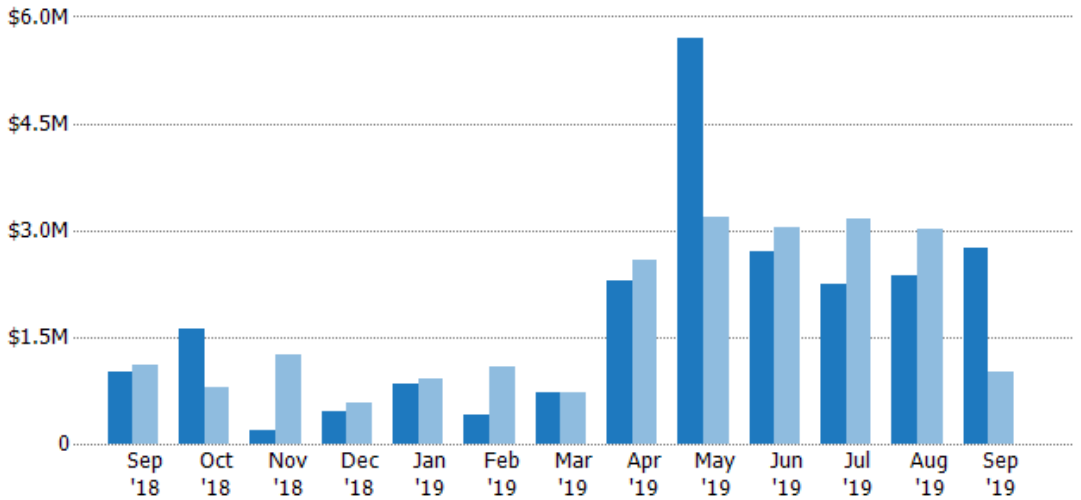
New Listing Volume

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.
Sep '19	\$2.74M	170.3%
Sep '18	\$1.01M	-7.6%
Sep '17	\$1.1M	43.4%



Current Year	\$1.01M	\$1.62M	\$199K	\$449K	\$851K	\$415K	\$720K	\$2.3M	\$5.71M	\$2.69M	\$2.23M	\$2.36M	\$2.74M
Prior Year	\$1.1M	\$803K	\$1.24M	\$575K	\$905K	\$1.08M	\$710K	\$2.58M	\$3.19M	\$3.05M	\$3.17M	\$3.01M	\$1.01M
Percent Change from Prior Year	-8%	102%	-84%	-22%	-6%	-62%	1%	-11%	79%	-12%	-30%	-22%	170%

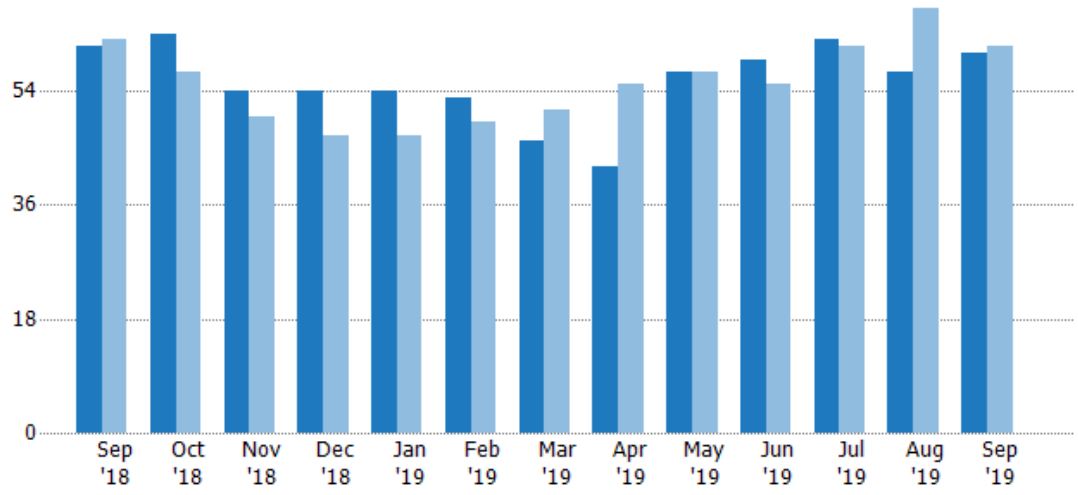
Active Listings

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.
Sep '19	60	-1.6%
Sep '18	61	-1.6%
Sep '17	62	6.5%



Current Year	61	63	54	54	54	53	46	42	57	59	62	57	60
Prior Year	62	57	50	47	47	49	51	55	57	55	61	67	61
Percent Change from Prior Year	-2%	11%	8%	15%	15%	8%	-10%	-24%	0%	7%	2%	-15%	-2%

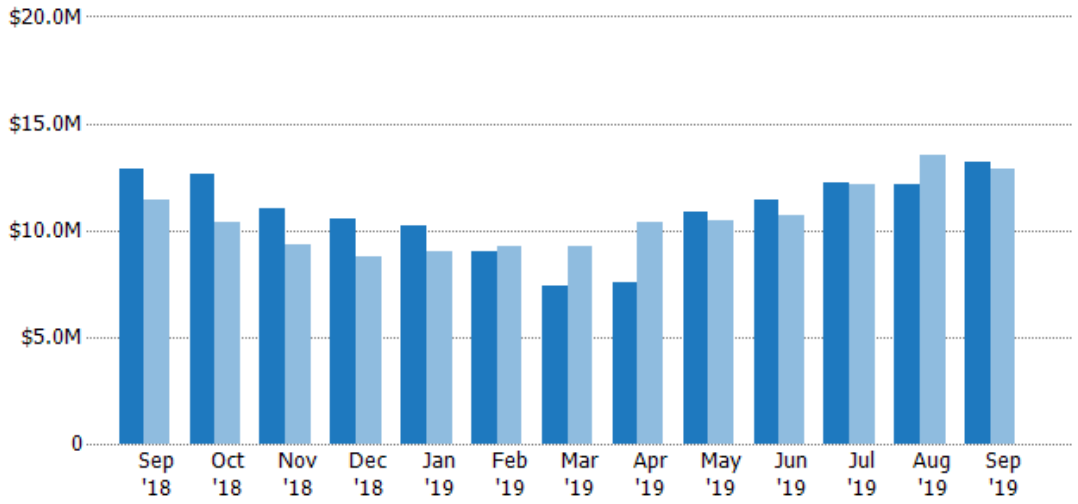
Active Listing Volume

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Sep '19	\$13.2M	2.6%
Sep '18	\$12.8M	12.2%
Sep '17	\$11.4M	10.7%



Current Year	\$12.8M	\$12.7M	\$11M	\$10.6M	\$10.2M	\$9.03M	\$7.37M	\$7.56M	\$10.9M	\$11.4M	\$12.2M	\$12.1M	\$13.2M
Prior Year	\$11.4M	\$10.3M	\$9.37M	\$8.75M	\$9.03M	\$9.23M	\$9.22M	\$10.4M	\$10.5M	\$10.7M	\$12.2M	\$13.5M	\$12.8M
Percent Change from Prior Year	12%	22%	17%	21%	13%	-2%	-20%	-27%	4%	7%	0%	-10%	3%

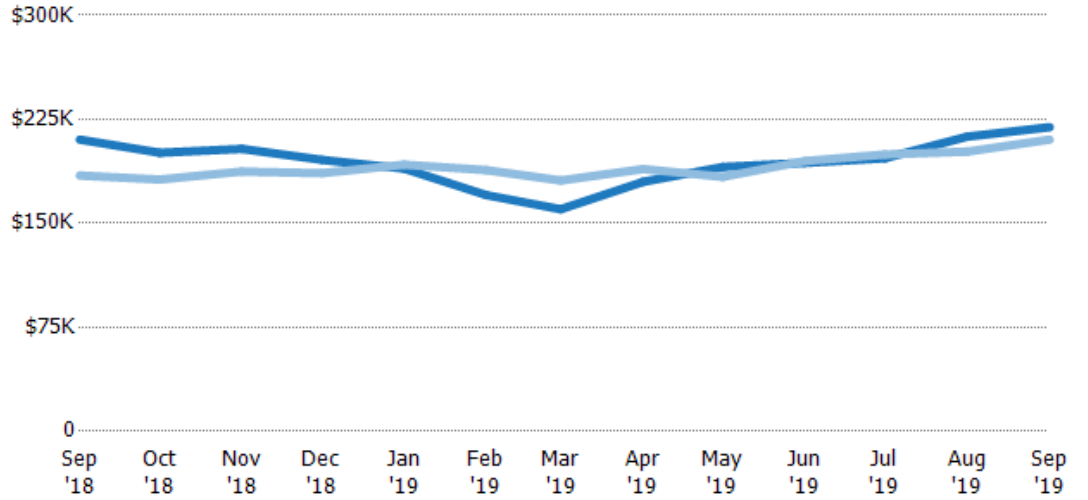
Average Listing Price

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.
Sep '19	\$219K	4.3%
Sep '18	\$210K	14.1%
Sep '17	\$184K	4%



Current Year	\$210K	\$201K	\$204K	\$196K	\$189K	\$170K	\$160K	\$180K	\$191K	\$194K	\$197K	\$212K	\$219K
Prior Year	\$184K	\$182K	\$187K	\$186K	\$192K	\$188K	\$181K	\$189K	\$183K	\$195K	\$200K	\$202K	\$210K
Percent Change from Prior Year	14%	11%	9%	5%	-1%	-10%	-11%	-5%	4%	-1%	-1%	5%	4%

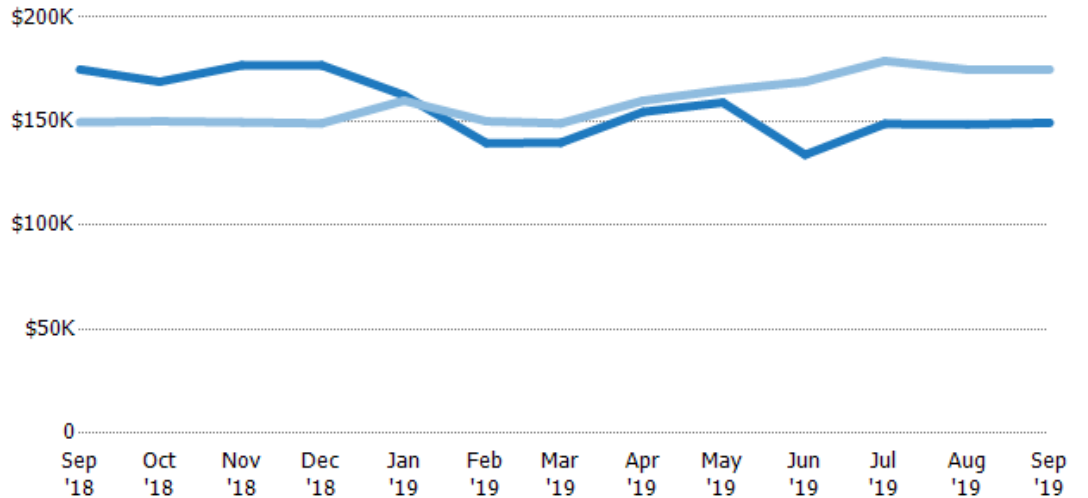
Median Listing Price

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.
Sep '19	\$149K	-14.7%
Sep '18	\$175K	17%
Sep '17	\$150K	9.2%



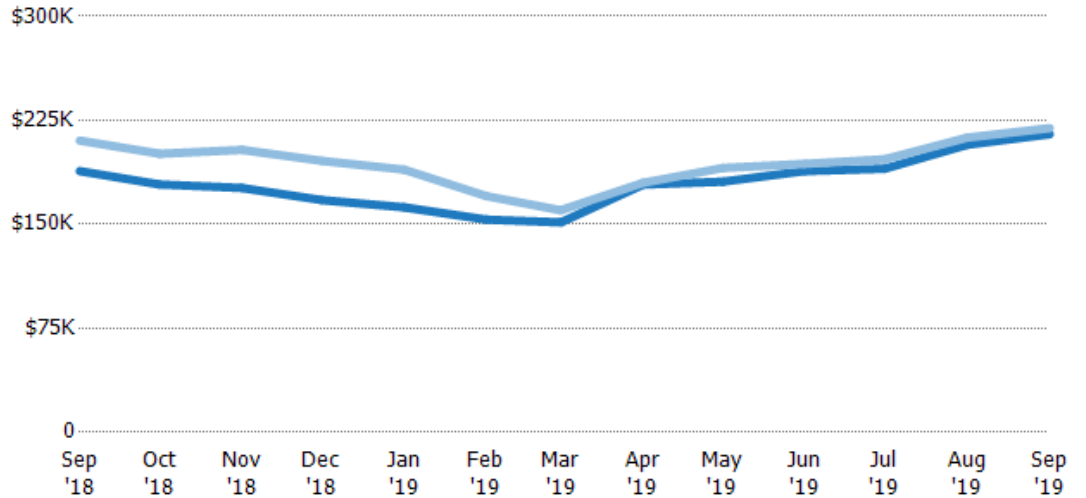
Current Year	\$175K	\$169K	\$177K	\$177K	\$163K	\$140K	\$140K	\$155K	\$159K	\$134K	\$149K	\$149K	\$149K
Prior Year	\$150K	\$150K	\$150K	\$149K	\$160K	\$150K	\$149K	\$160K	\$165K	\$169K	\$179K	\$175K	\$175K
Percent Change from Prior Year	17%	13%	18%	19%	2%	-7%	-6%	-3%	-4%	-21%	-17%	-15%	-15%

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



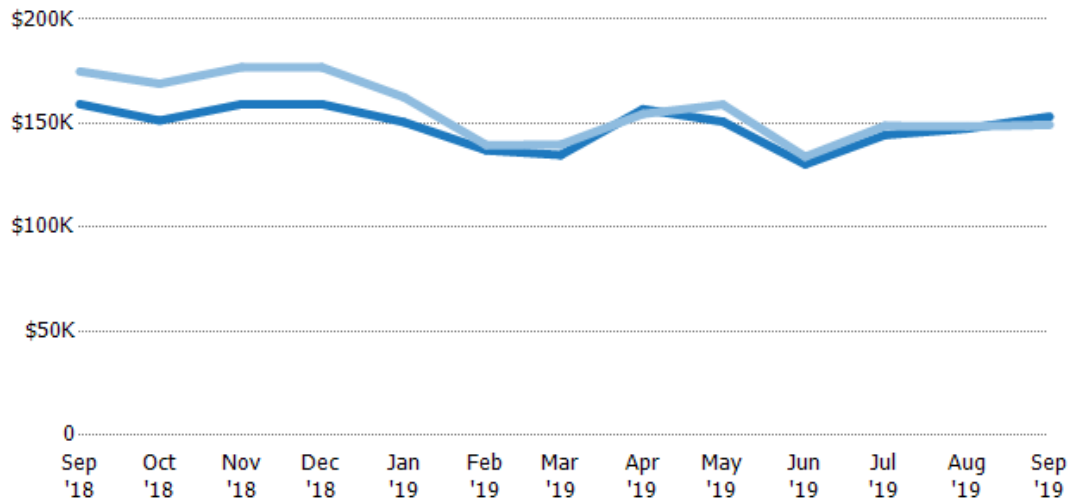
Avg Est Value	\$188K	\$179K	\$176K	\$167K	\$162K	\$153K	\$151K	\$179K	\$181K	\$188K	\$190K	\$207K	\$215K
Avg Listing Price	\$210K	\$201K	\$204K	\$196K	\$189K	\$170K	\$160K	\$180K	\$191K	\$194K	\$197K	\$212K	\$219K
Avg Listing Price as a % of Avg Est Value	112%	112%	116%	117%	117%	111%	106%	101%	105%	103%	104%	102%	102%

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:
 Condo/Townhouse/Apt, Single
 Family Residence



Median Est Value	\$159K	\$151K	\$159K	\$159K	\$151K	\$137K	\$135K	\$157K	\$151K	\$130K	\$144K	\$147K	\$153K
Median Listing Price	\$175K	\$169K	\$177K	\$177K	\$163K	\$140K	\$140K	\$155K	\$159K	\$134K	\$149K	\$149K	\$149K
Med Listing Price as a % of Med Est Value	110%	112%	111%	111%	108%	102%	104%	99%	105%	103%	103%	101%	97%

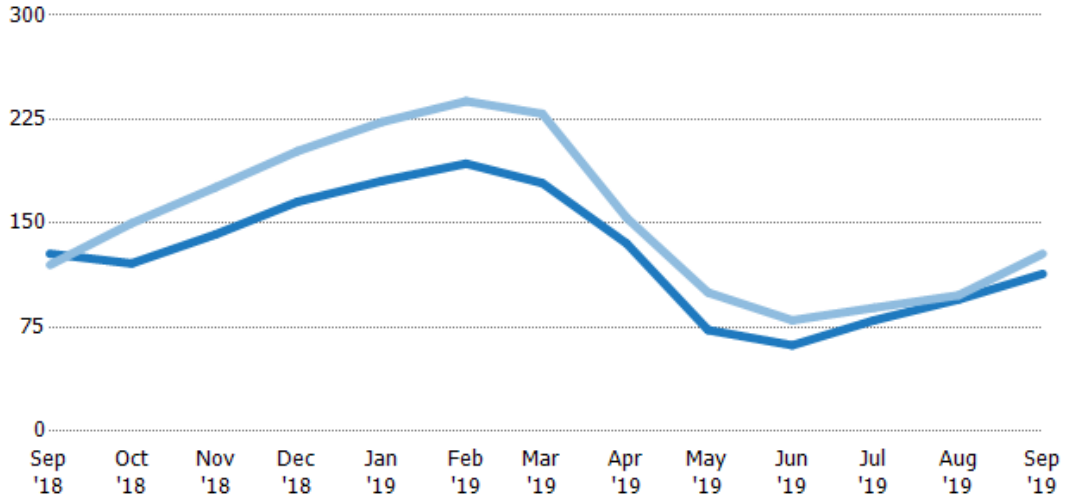
Median Days in RPR

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.
Sep '19	114	-11.3%
Sep '18	128	6.7%
Sep '17	120	0.8%



Current Year	128	121	142	166	181	193	179	136	73	62	80	95	114
Prior Year	120	150	176	202	223	238	229	154	100	80	89	98	128
Percent Change from Prior Year	7%	-19%	-19%	-18%	-19%	-19%	-22%	-12%	-27%	-23%	-10%	-3%	-11%

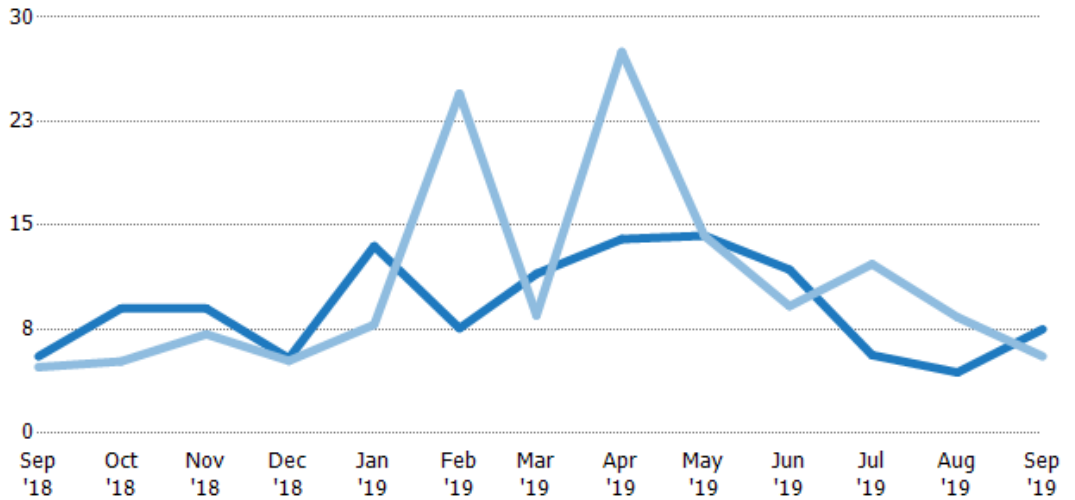
Months of Inventory

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

Filters Used

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

Month/Year	Months	% Chg.
Sep '19	7.5	35.2%
Sep '18	5.55	16.3%
Sep '17	4.77	176.8%



Current Year	5.55	9	9	5.4	13.5	7.57	11.5	14	14.3	11.8	5.64	4.38	7.5
Prior Year	4.77	5.18	7.14	5.22	7.83	24.5	8.5	27.5	14.3	9.17	12.2	8.38	5.55
Percent Change from Prior Year	16%	74%	26%	3%	72%	-69%	35%	-49%	0%	29%	-54%	-48%	35%

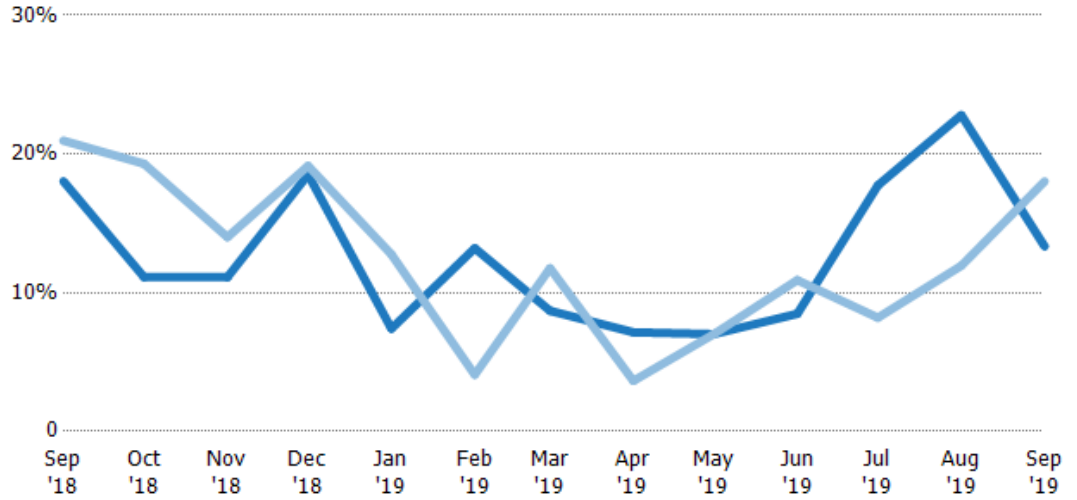
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
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Property Type:
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Family Residence

Month/ Year	Rate	Chg.
Sep '19	13%	4.7%
Sep '18	18%	2.9%
Sep '17	21%	-63.9%



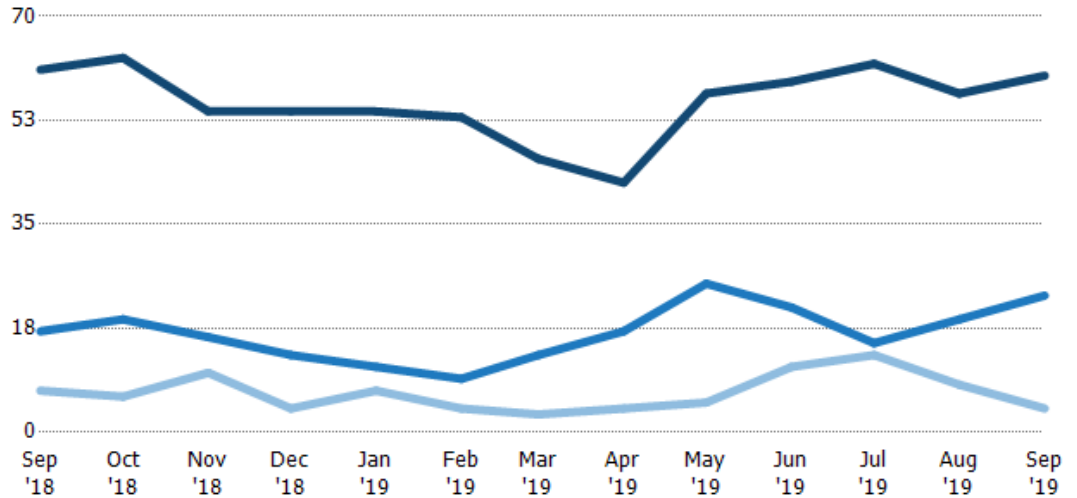
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	18%	11%	11%	19%	7%	13%	9%	7%	7%	8%	18%	23%	13%
Prior Year	21%	19%	14%	19%	13%	4%	12%	4%	7%	11%	8%	12%	18%
Change from Prior Year	3%	8%	3%	1%	5%	-9%	3%	-4%	0%	2%	-10%	-11%	5%

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



	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	61	63	54	54	54	53	46	42	57	59	62	57	60
Pending	17	19	16	13	11	9	13	17	25	21	15	19	23
Sold	7	6	10	4	7	4	3	4	5	11	13	8	4

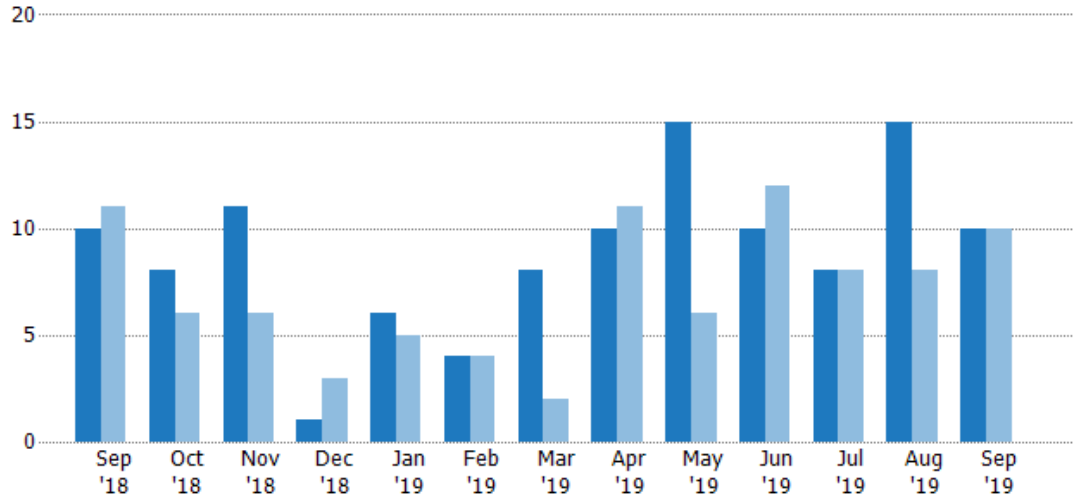
New Pending Sales

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.
Sep '19	10	0%
Sep '18	10	-9.1%
Sep '17	11	18.2%



Current Year	10	8	11	1	6	4	8	10	15	10	8	15	10
Prior Year	11	6	6	3	5	4	2	11	6	12	8	8	10
Percent Change from Prior Year	-9%	33%	83%	-67%	20%	0%	300%	-9%	150%	-17%	0%	88%	0%

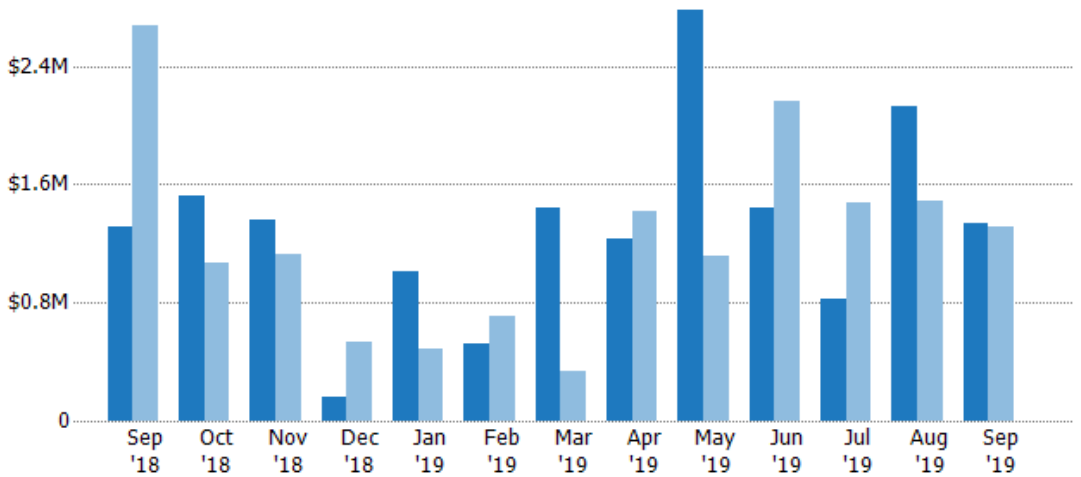
New Pending Sales Volume

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Sep '19	\$1.34M	1.8%
Sep '18	\$1.32M	-50.7%
Sep '17	\$2.67M	-33.7%



Current Year	\$1.32M	\$1.52M	\$1.36M	\$158K	\$1.01M	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M	\$826K	\$2.13M	\$1.34M
Prior Year	\$2.67M	\$1.07M	\$1.13M	\$538K	\$491K	\$708K	\$332K	\$1.42M	\$1.11M	\$2.16M	\$1.48M	\$1.48M	\$1.32M
Percent Change from Prior Year	-51%	42%	20%	-71%	105%	-26%	335%	-13%	150%	-33%	-44%	44%	2%

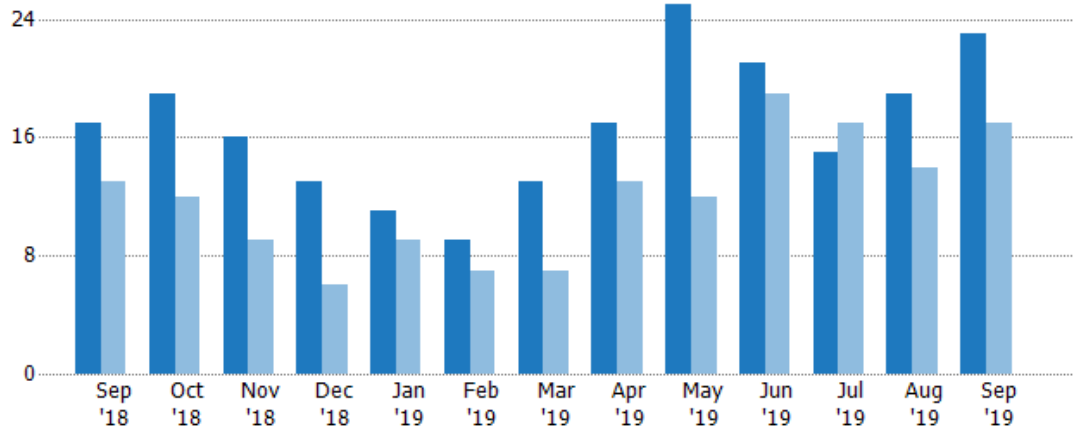
Pending Sales

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.
Sep '19	23	35.3%
Sep '18	17	30.8%
Sep '17	13	61.5%



Current Year	17	19	16	13	11	9	13	17	25	21	15	19	23
Prior Year	13	12	9	6	9	7	7	13	12	19	17	14	17
Percent Change from Prior Year	31%	58%	78%	117%	22%	29%	86%	31%	108%	11%	-12%	36%	35%

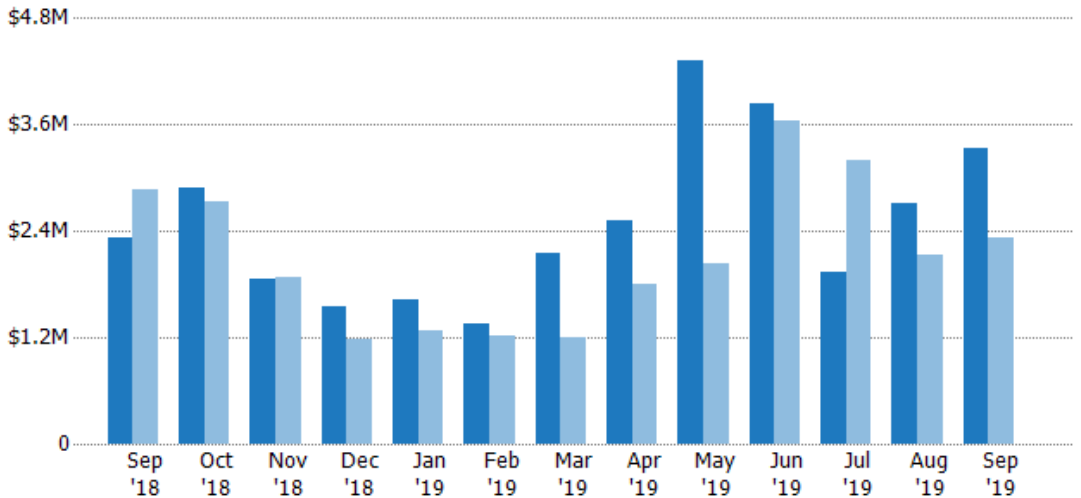
Pending Sales Volume

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.
Sep '19	\$3.34M	43.9%
Sep '18	\$2.32M	-18.8%
Sep '17	\$2.86M	-7.4%



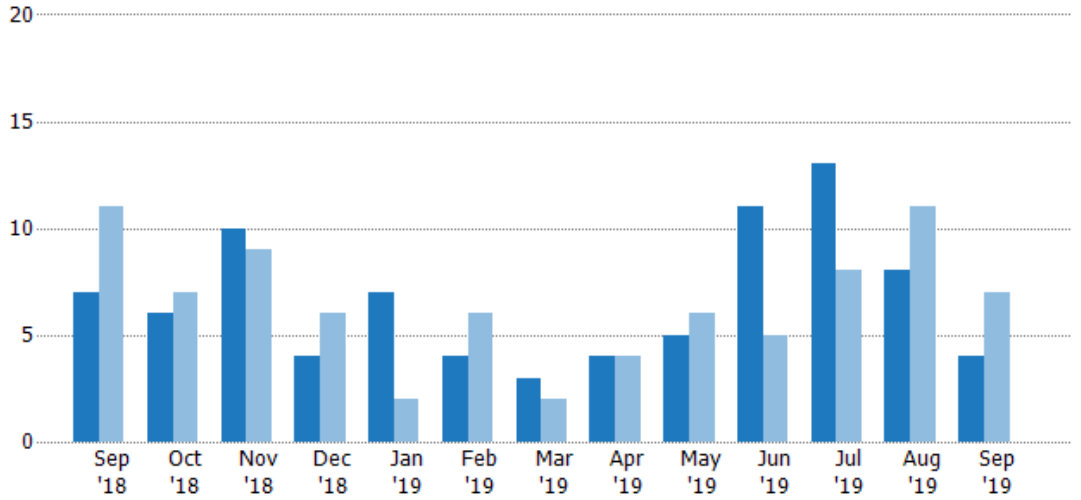
Current Year	\$2.32M	\$2.88M	\$1.86M	\$1.54M	\$1.62M	\$1.35M	\$2.15M	\$2.51M	\$4.33M	\$3.84M	\$1.94M	\$2.71M	\$3.34M
Prior Year	\$2.86M	\$2.74M	\$1.88M	\$1.18M	\$1.28M	\$1.22M	\$1.19M	\$1.8M	\$2.03M	\$3.64M	\$3.2M	\$2.13M	\$2.32M
Percent Change from Prior Year	-19%	5%	-2%	31%	27%	10%	81%	39%	114%	6%	-40%	27%	44%

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



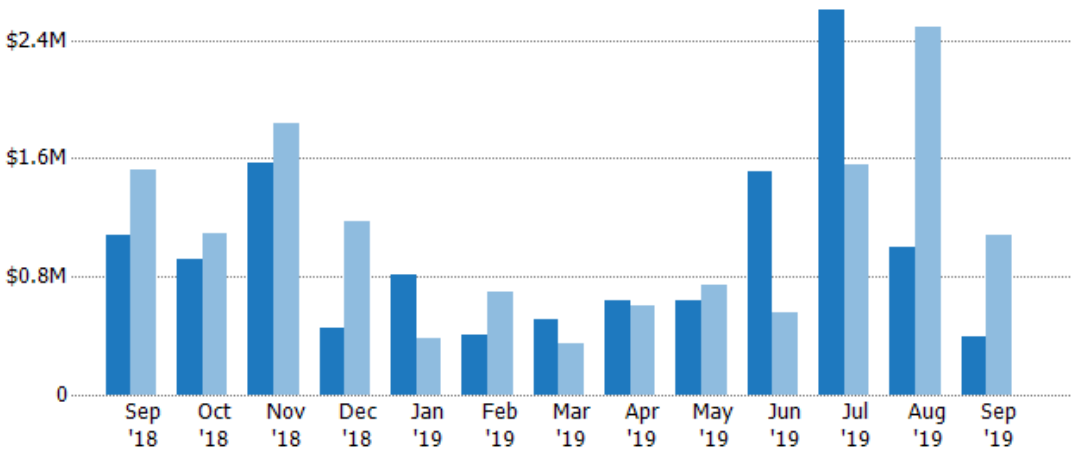
Month/Year	Count	% Chg.
Sep '19	4	-42.9%
Sep '18	7	-36.4%
Sep '17	11	-90.9%

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



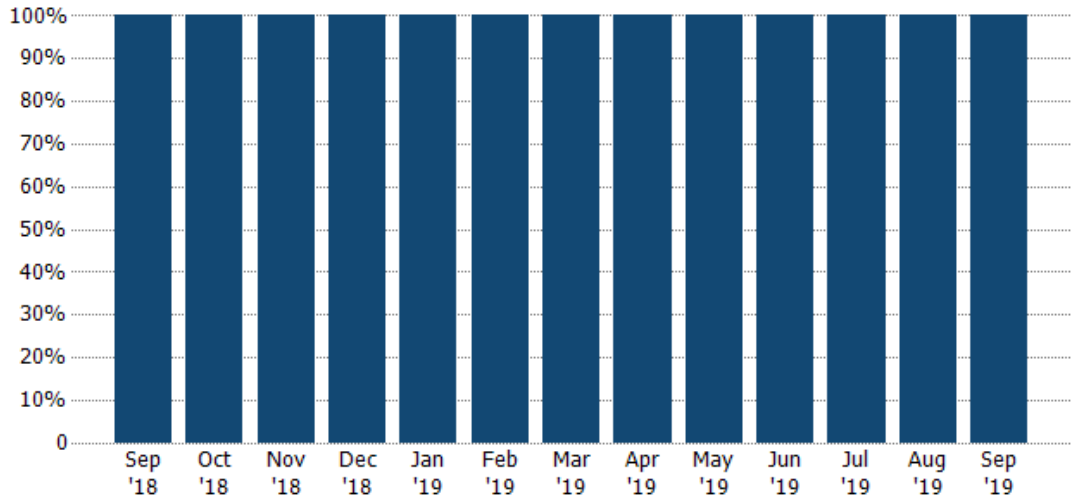
Month/Year	Volume	% Chg.
Sep '19	\$396K	-63.3%
Sep '18	\$1.08M	-29.1%
Sep '17	\$1.52M	-93.6%

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

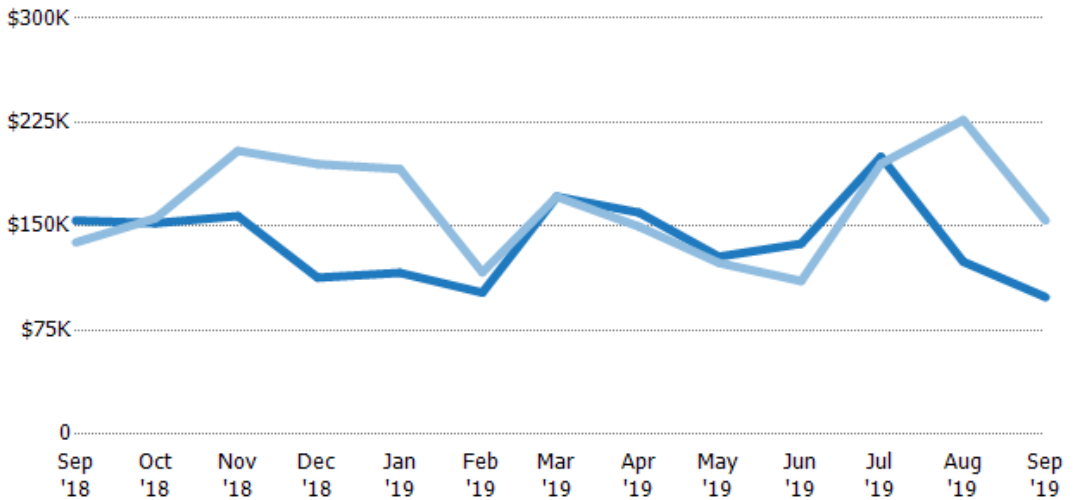
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$154K \$152K \$157K \$113K \$116K \$102K \$171K \$160K \$128K \$137K \$200K \$124K \$98.9K
 \$138K \$156K \$204K \$195K \$191K \$117K \$171K \$150K \$124K \$111K \$195K \$227K \$154K
 11% -2% -23% -42% -39% -13% 0% 7% 4% 24% 3% -45% -36%

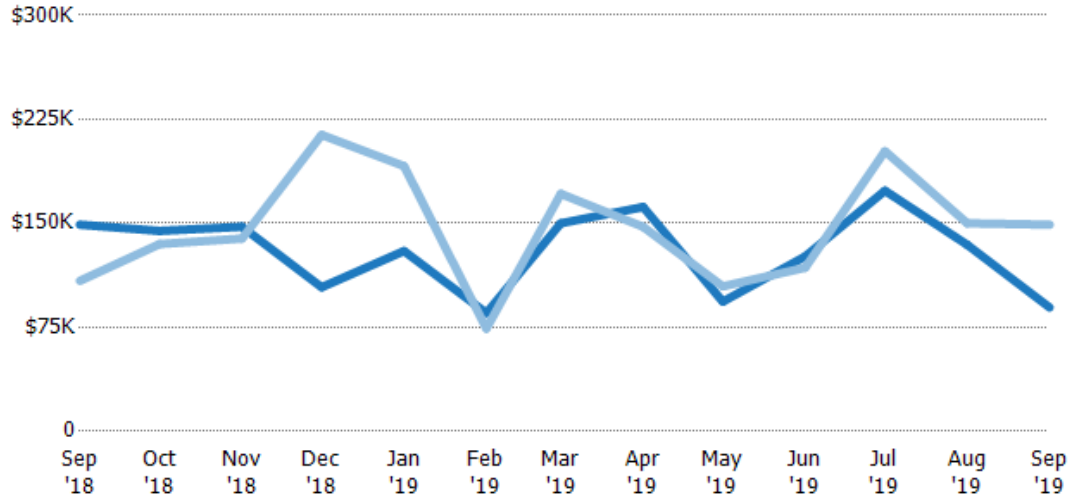
Median Sales Price

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.
Sep '19	\$89.3K	-40.1%
Sep '18	\$149K	37.3%
Sep '17	\$109K	-10.1%



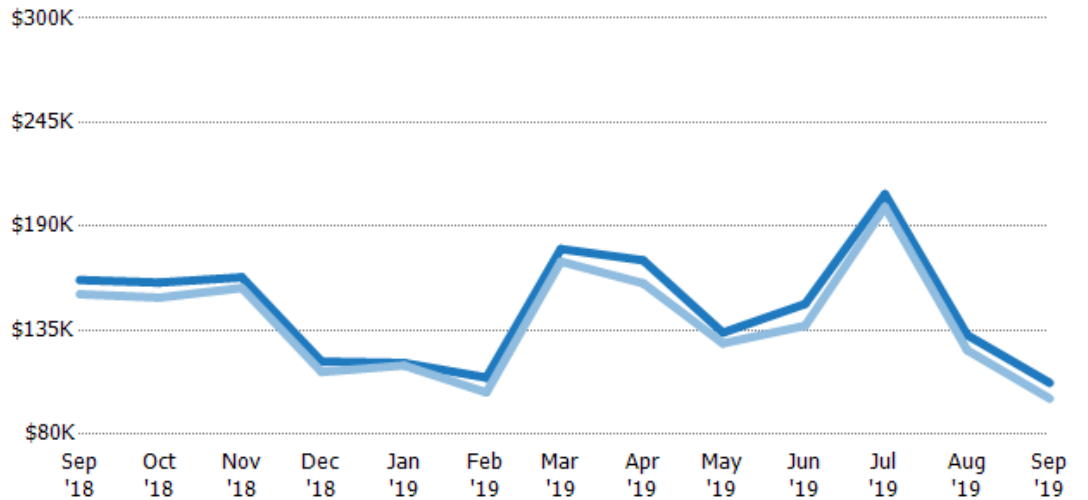
Current Year	\$149K	\$145K	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$162K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K
Prior Year	\$109K	\$135K	\$139K	\$214K	\$191K	\$74.1K	\$171K	\$147K	\$105K	\$118K	\$202K	\$150K	\$149K
Percent Change from Prior Year	37%	7%	6%	-51%	-32%	15%	-12%	10%	-11%	7%	-14%	-10%	-40%

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



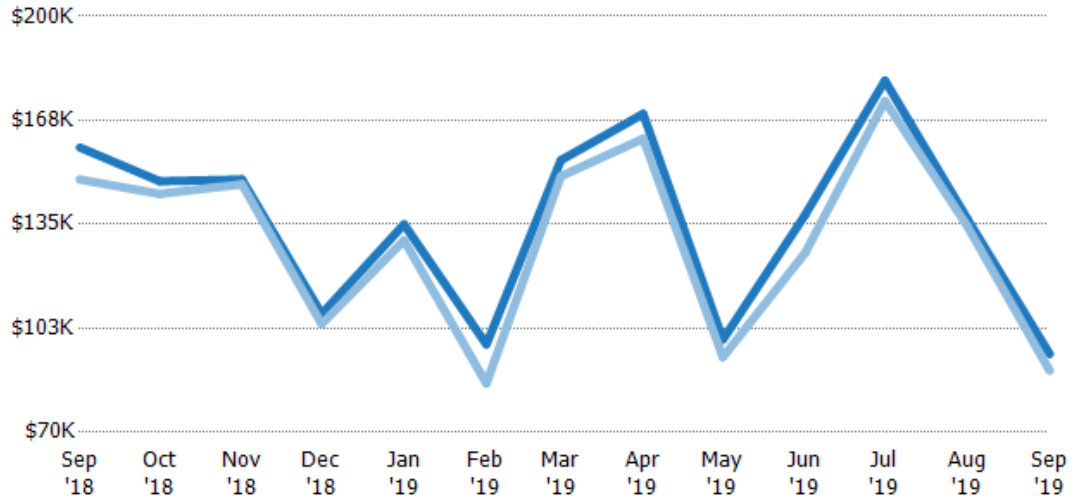
Avg List Price	\$162K	\$160K	\$163K	\$118K	\$118K	\$110K	\$178K	\$172K	\$134K	\$149K	\$207K	\$132K	\$107K
Avg Sales Price	\$154K	\$152K	\$157K	\$113K	\$116K	\$102K	\$171K	\$160K	\$128K	\$137K	\$200K	\$124K	\$98.9K
Avg Sales Price as a % of Avg List Price	95%	95%	97%	95%	99%	93%	96%	93%	96%	92%	97%	94%	92%

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



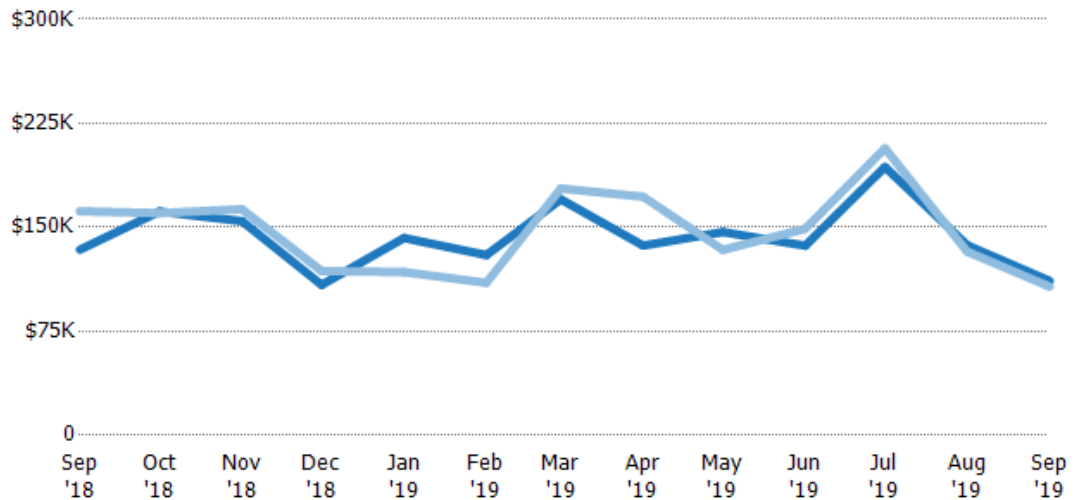
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$159K	\$148K	\$149K	\$107K	\$135K	\$97.5K	\$155K	\$170K	\$99K	\$138K	\$180K	\$137K	\$94.5K
Median Sales Price	\$149K	\$145K	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$162K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K
Med Sales Price as a % of Med List Price	94%	97%	99%	97%	96%	87%	97%	95%	94%	91%	96%	98%	94%

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



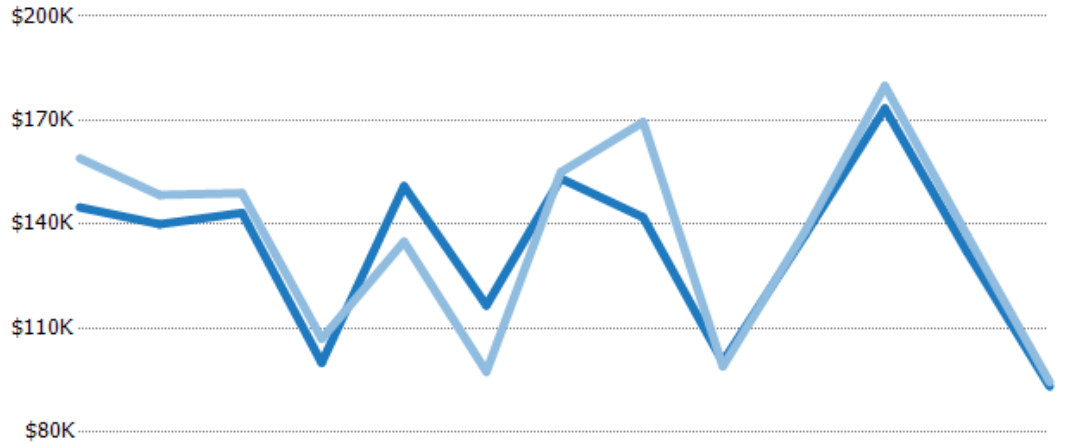
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$134K	\$161K	\$154K	\$108K	\$142K	\$130K	\$170K	\$137K	\$147K	\$137K	\$193K	\$137K	\$111K
Avg Sales Price	\$162K	\$160K	\$163K	\$118K	\$118K	\$110K	\$178K	\$172K	\$134K	\$149K	\$207K	\$132K	\$107K
Avg Sales Price as a % of Avg Est Value	121%	99%	106%	109%	83%	85%	105%	126%	91%	109%	107%	97%	96%

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:
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	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	\$145K	\$140K	\$143K	\$100K	\$151K	\$117K	\$153K	\$142K	\$100K	\$137K	\$173K	\$132K	\$93.2K
Median Sales Price	\$159K	\$148K	\$149K	\$107K	\$135K	\$97.5K	\$155K	\$170K	\$99K	\$138K	\$180K	\$137K	\$94.5K
Med Sales Price as a % of Med Est Value	110%	106%	104%	107%	89%	84%	101%	119%	99%	101%	104%	104%	101%