

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	8	+112.5%	25	17	+47.1%
New Listing Volume	\$2,333,500	\$673,200	+246.6%	\$3,556,800	\$2,047,350	+73.7%
Active Listing Count	63	74	-14.9%	N/A	N/A	
Active Listing Volume	\$12,007,000	\$15,151,250	-20.8%	N/A	N/A	
Average Listing Price	\$190,587	\$204,747	-6.9%	\$208,210	\$205,635	+1.3%
Median Listing Price	\$140,000	\$172,450	-18.8%	\$166,957	\$173,715	-3.9%
Median Days in RPR	172	197.5	-12.9%	184.09	184.27	-0.1%
Months of Inventory	9	9.3	-2.7%	8.9	13.9	-35.8%
Absorption Rate	11.11%	10.81%	+0.3%	11.21%	7.19%	+4%
Sales Activity Charts Metrics						
New Pending Sales Count	10	6	+66.7%	16	13	+23.1%
New Pending Sales Volume	\$2,445,800	\$873,899	+179.9%	\$3,575,600	\$2,280,199	+56.8%
Pending Sales Count	15	9	+66.7%	N/A	N/A	
Pending Sales Volume	\$4,164,200	\$1,896,799	+119.5%	N/A	N/A	
Closed Sales Count	4	5	-20%	11	13	-15.4%
Closed Sales Volume	\$499,350	\$568,500	-12.2%	\$1,575,950	\$1,458,300	+8.1%
Average Sales Price	\$124,838	\$113,700	+9.8%	\$143,268	\$112,177	+27.7%
Median Sales Price	\$70,950	\$147,000	-51.7%	\$98,982	\$128,815	-23.2%

New Listings

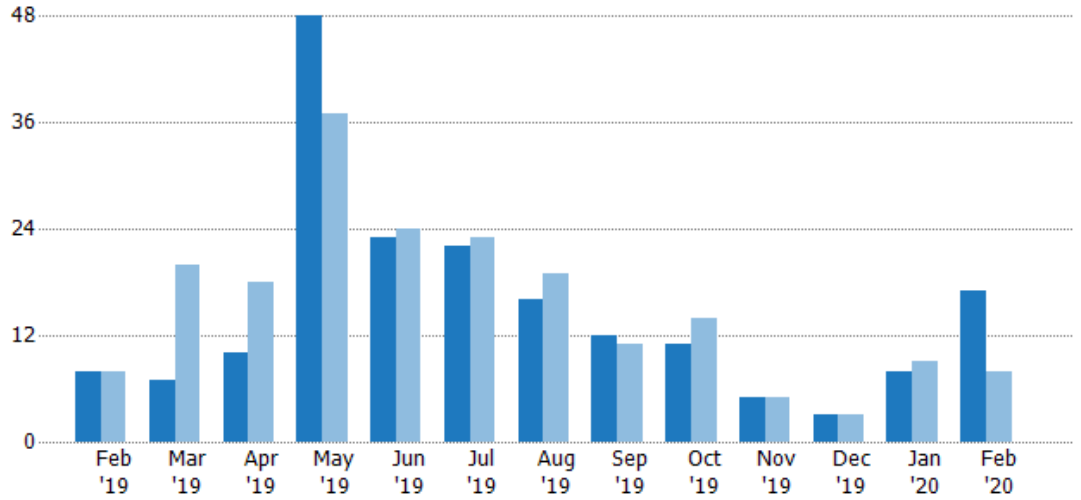
The number of new residential listings that were added each month.

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.
Feb '20	17	112.5%
Feb '19	8	0%
Feb '18	8	-37.5%



Current Year	8	7	10	48	23	22	16	12	11	5	3	8	17
Prior Year	8	20	18	37	24	23	19	11	14	5	3	9	8
Percent Change from Prior Year	0%	-65%	-44%	30%	-4%	-4%	-16%	9%	-21%	0%	0%	-11%	113%

New Listing Volume

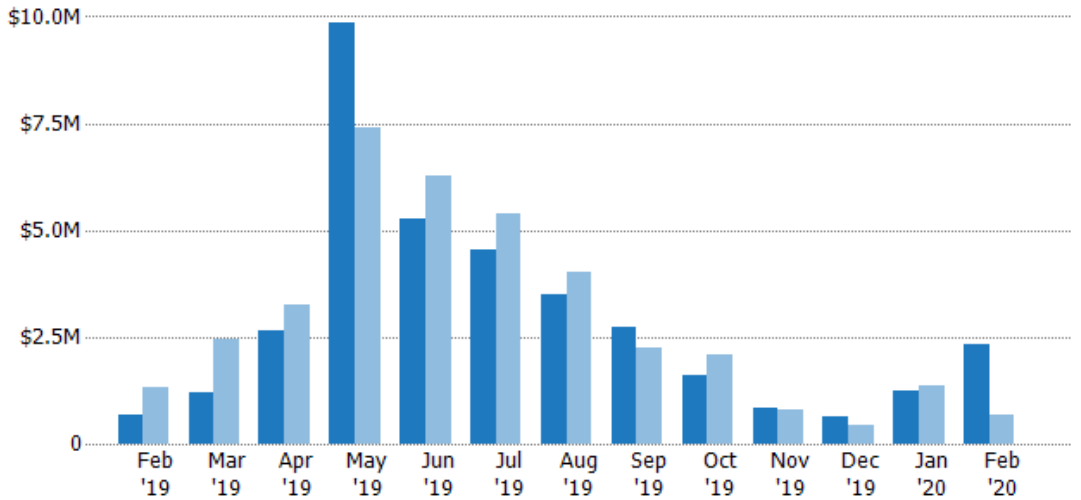
The sum of the listing price of residential listings that were added each month.

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.
Feb '20	\$2.33M	246.6%
Feb '19	\$673K	-49.3%
Feb '18	\$1.33M	-56.7%



Current Year	\$673K	\$1.19M	\$2.64M	\$9.84M	\$5.27M	\$4.53M	\$3.51M	\$2.73M	\$1.62M	\$825K	\$630K	\$1.22M	\$2.33M
Prior Year	\$1.33M	\$2.43M	\$3.25M	\$7.4M	\$6.27M	\$5.41M	\$4M	\$2.23M	\$2.08M	\$789K	\$449K	\$1.37M	\$673K
Percent Change from Prior Year	-49%	-51%	-19%	33%	-16%	-16%	-12%	22%	-22%	5%	40%	-11%	247%

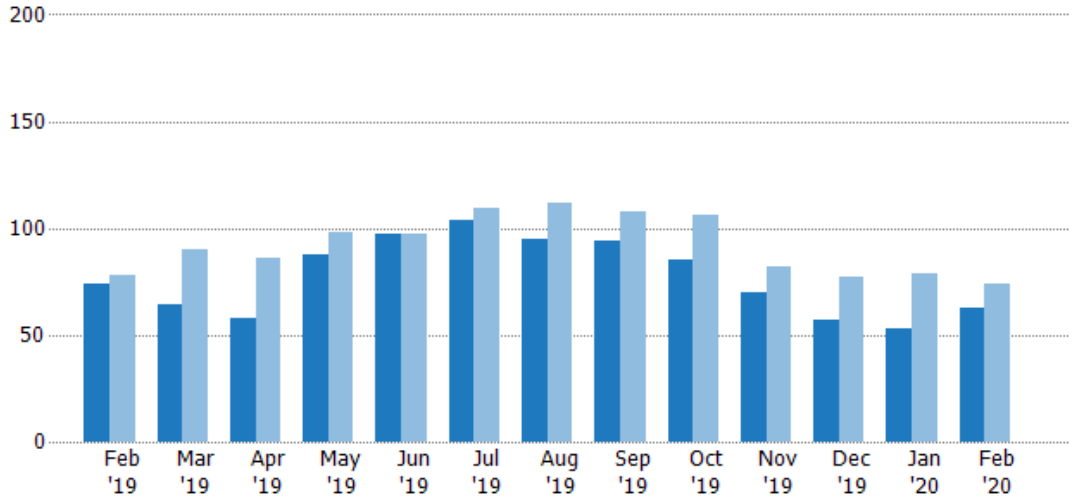
Active Listings

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	74	64	58	88	97	104	95	94	85	70	57	53	63
Prior Year	78	90	86	98	97	109	112	108	106	82	77	79	74
Percent Change from Prior Year	-5%	-29%	-33%	-10%	0%	-5%	-15%	-13%	-20%	-15%	-26%	-33%	-15%

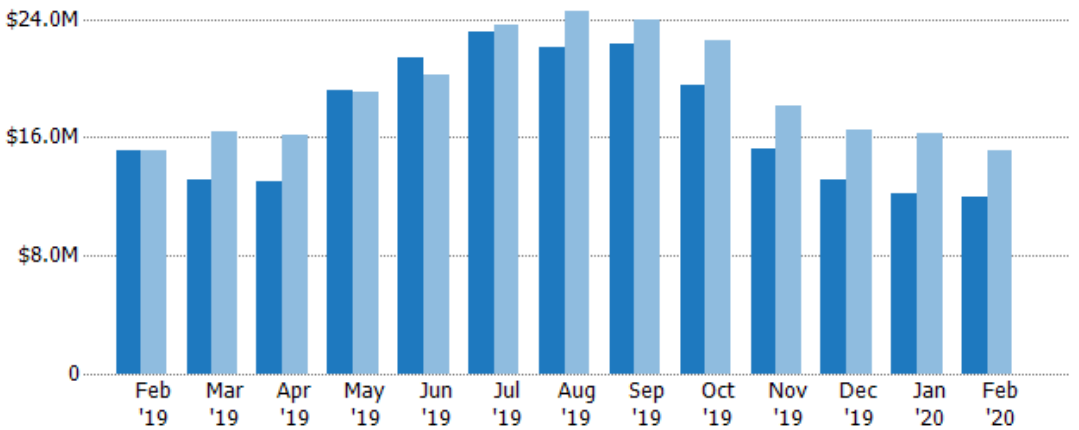
Active Listing Volume

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$15.2M	\$13.1M	\$13.1M	\$19.1M	\$21.4M	\$23.1M	\$22.1M	\$22.4M	\$19.5M	\$15.2M	\$13.1M	\$12.1M	\$12M
Prior Year	\$15.1M	\$16.4M	\$16.1M	\$19.1M	\$20.2M	\$23.5M	\$24.5M	\$23.9M	\$22.5M	\$18.1M	\$16.5M	\$16.3M	\$15.2M
Percent Change from Prior Year	0%	-20%	-19%	0%	6%	-2%	-10%	-6%	-13%	-16%	-20%	-26%	-21%

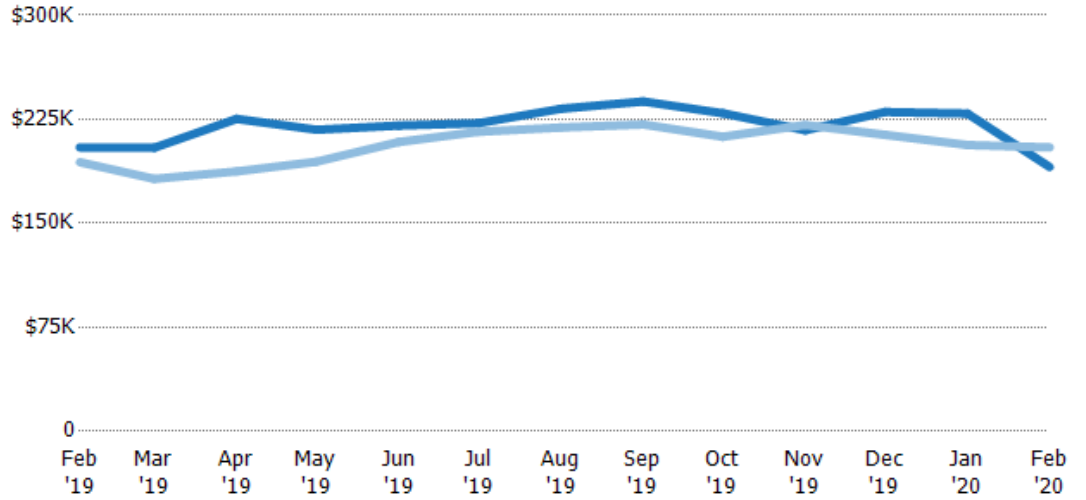
Average Listing Price

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.
Feb '20	\$191K	-6.9%
Feb '19	\$205K	5.5%
Feb '18	\$194K	-8.2%



Current Year	\$205K	\$204K	\$225K	\$217K	\$220K	\$222K	\$233K	\$238K	\$229K	\$217K	\$230K	\$229K	\$191K
Prior Year	\$194K	\$182K	\$187K	\$194K	\$209K	\$216K	\$219K	\$221K	\$212K	\$221K	\$214K	\$206K	\$205K
Percent Change from Prior Year	6%	12%	20%	12%	6%	3%	6%	7%	8%	-2%	8%	11%	-7%

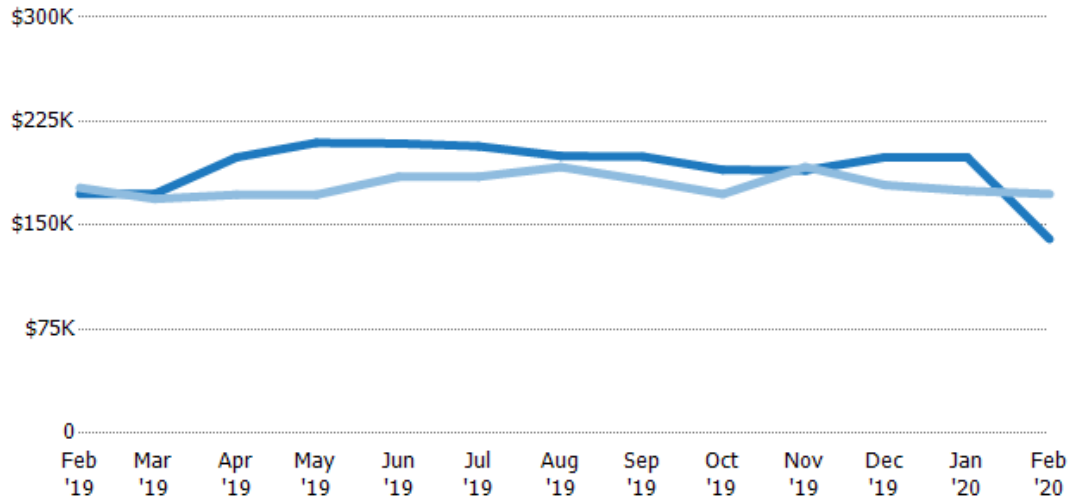
Median Listing Price

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.
Feb '20	\$140K	-18.8%
Feb '19	\$172K	-2.6%
Feb '18	\$177K	-18.1%



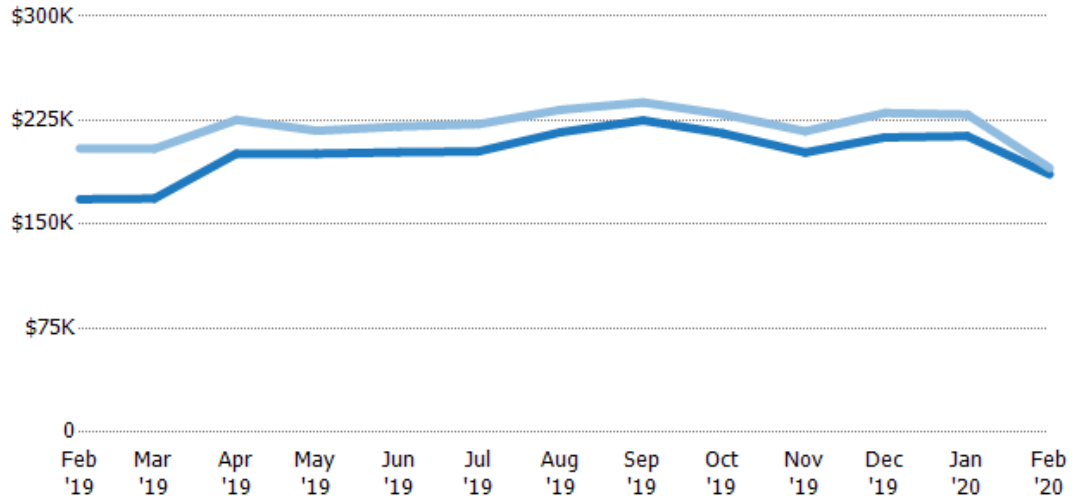
Current Year	\$172K	\$172K	\$199K	\$210K	\$209K	\$207K	\$200K	\$199K	\$190K	\$190K	\$199K	\$199K	\$140K
Prior Year	\$177K	\$169K	\$172K	\$172K	\$185K	\$185K	\$192K	\$182K	\$172K	\$192K	\$179K	\$175K	\$172K
Percent Change from Prior Year	-3%	2%	16%	22%	13%	12%	4%	9%	10%	-1%	11%	14%	-19%

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



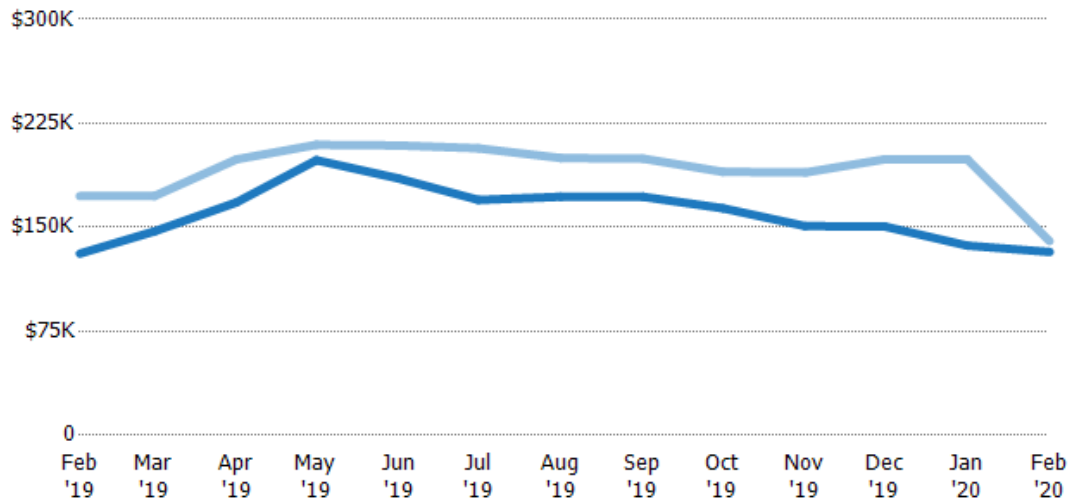
Avg Est Value	\$168K	\$169K	\$201K	\$201K	\$202K	\$203K	\$216K	\$225K	\$216K	\$202K	\$213K	\$214K	\$186K
Avg Listing Price	\$205K	\$204K	\$225K	\$217K	\$220K	\$222K	\$233K	\$238K	\$229K	\$217K	\$230K	\$229K	\$191K
Avg Listing Price as a % of Avg Est Value	122%	121%	112%	108%	109%	110%	107%	106%	106%	108%	108%	107%	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,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



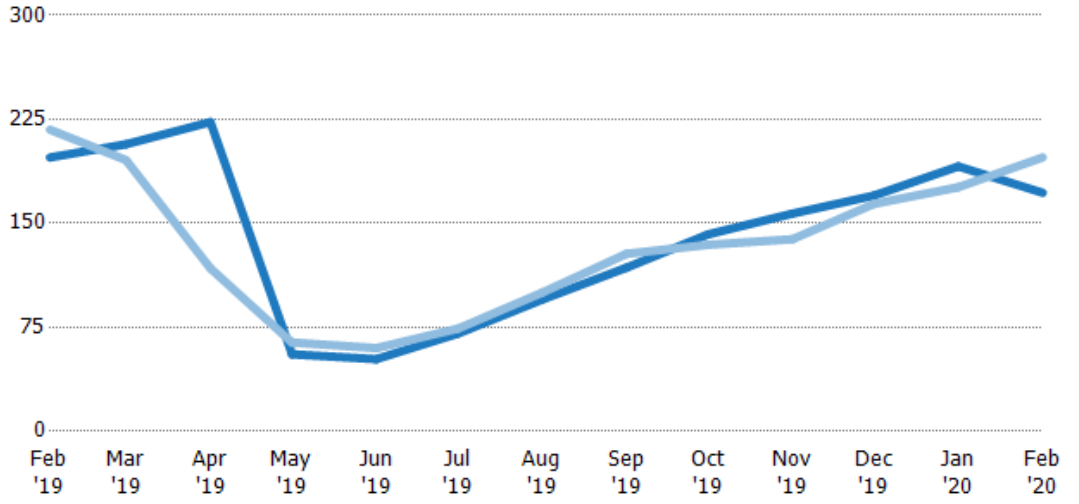
Median Est Value	\$131K	\$147K	\$168K	\$198K	\$185K	\$170K	\$172K	\$172K	\$164K	\$151K	\$151K	\$137K	\$132K
Median Listing Price	\$172K	\$172K	\$199K	\$210K	\$209K	\$207K	\$200K	\$199K	\$190K	\$190K	\$199K	\$199K	\$140K
Med Listing Price as a % of Med Est Value	132%	117%	118%	106%	113%	122%	116%	116%	116%	126%	132%	145%	106%

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.
Feb '20	172	-12.9%
Feb '19	198	-9.2%
Feb '18	218	-17.2%

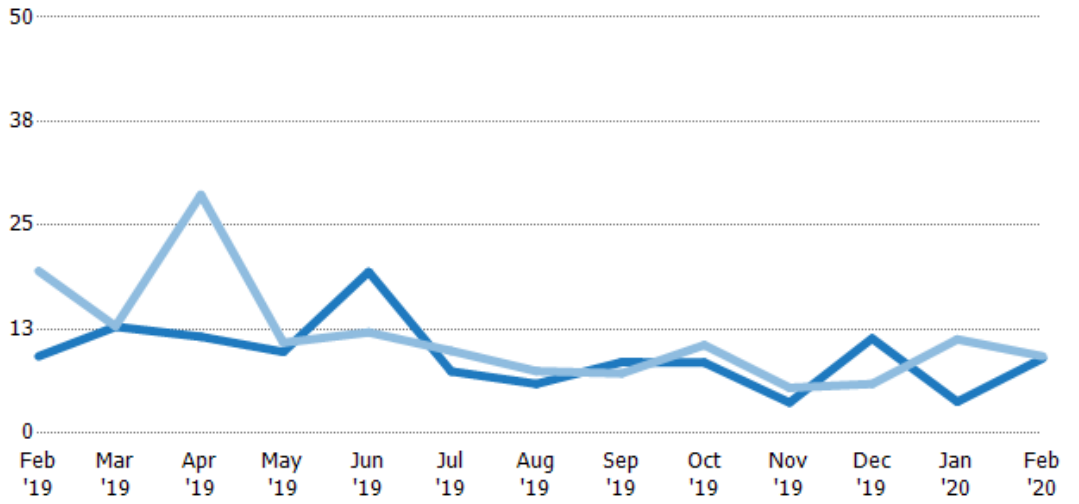
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	198	207	223	55.5	52	70.5	95	118	142	157	170	191	172
Prior Year	218	196	118	64	60	74	100	128	135	139	164	176	198
Percent Change from Prior Year	-9%	6%	90%	-13%	-13%	-5%	-5%	-8%	6%	13%	4%	9%	-13%

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.
Feb '20	9	-2.7%
Feb '19	9.25	-52.6%
Feb '18	19.5	148.7%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	9.25	12.8	11.6	9.78	19.4	7.43	5.94	8.55	8.5	3.68	11.4	3.79	9
Prior Year	19.5	12.9	28.7	10.9	12.1	9.91	7.47	7.2	10.6	5.47	5.92	11.3	9.25
Percent Change from Prior Year	-53%	0%	-60%	-10%	60%	-25%	-20%	19%	-20%	-33%	92%	-66%	-3%

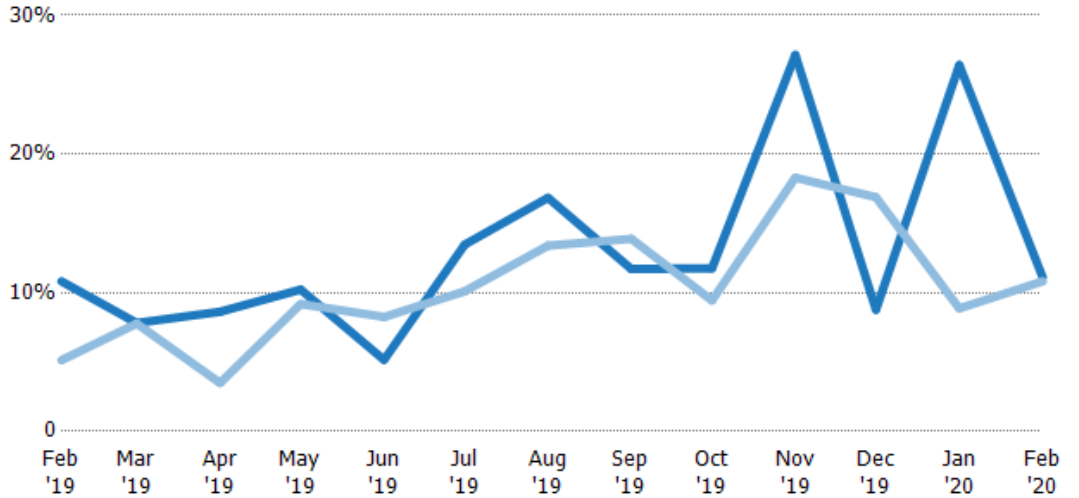
Absorption Rate

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	11%	8%	9%	10%	5%	13%	17%	12%	12%	27%	9%	26%	11%
Prior Year	5%	8%	3%	9%	8%	10%	13%	14%	9%	18%	17%	9%	11%
Change from Prior Year	-6%	0%	-5%	-1%	3%	-3%	-3%	2%	-2%	-9%	8%	-18%	0%

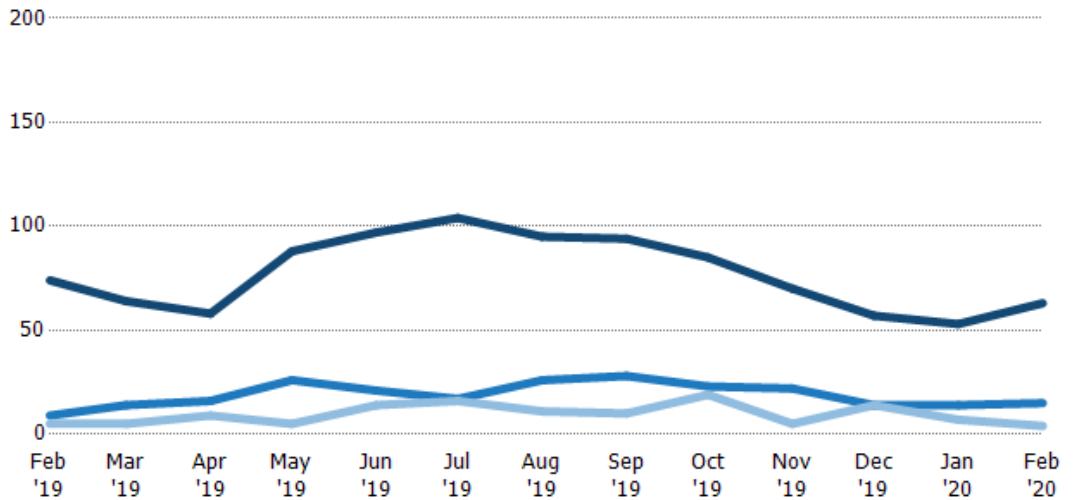
Active/Pending/Sold Units

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	74	64	58	88	97	104	95	94	85	70	57	53	63
Pending	9	14	16	26	21	17	26	28	23	22	14	14	15
Sold	5	5	9	5	14	16	11	10	19	5	14	7	4

New Pending Sales

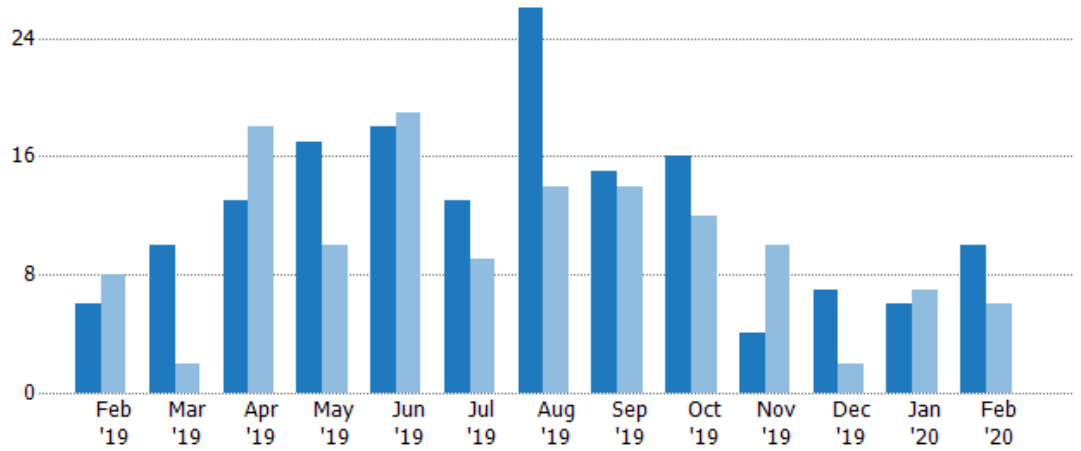
The number of residential properties with accepted offers that were added each month.

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.
Feb '20	10	66.7%
Feb '19	6	-25%
Feb '18	8	-50%



Current Year	6	10	13	17	18	13	26	15	16	4	7	6	10
Prior Year	8	2	18	10	19	9	14	14	12	10	2	7	6
Percent Change from Prior Year	-25%	400%	-28%	70%	-5%	44%	86%	7%	33%	-60%	250%	-14%	67%

New Pending Sales Volume

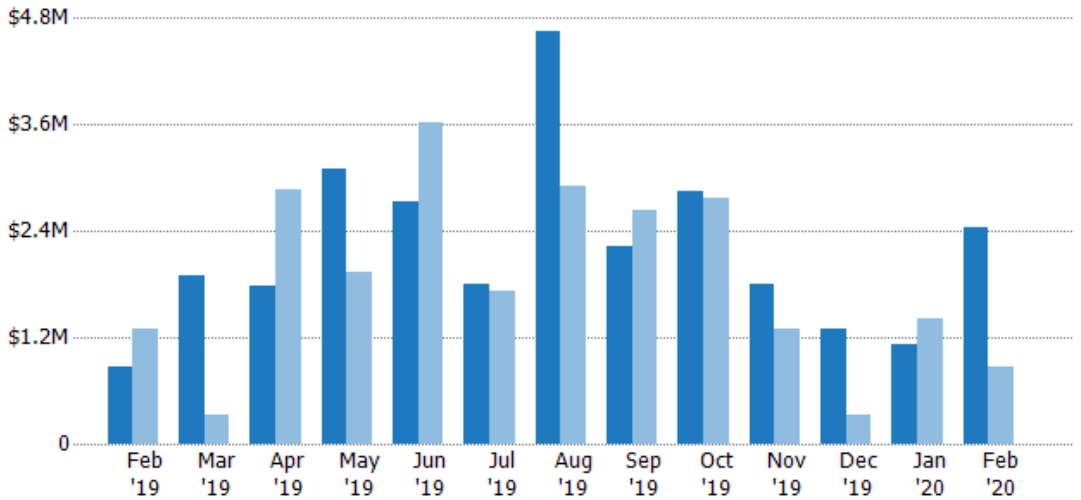
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Feb '20	\$2.45M	179.9%
Feb '19	\$874K	-32.5%
Feb '18	\$1.3M	-56.2%



Current Year	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M	\$1.79M	\$4.65M	\$2.24M	\$2.85M	\$1.79M	\$1.29M	\$1.13M	\$2.45M
Prior Year	\$1.3M	\$332K	\$2.87M	\$1.95M	\$3.63M	\$1.72M	\$2.91M	\$2.64M	\$2.77M	\$1.29M	\$318K	\$1.41M	\$874K
Percent Change from Prior Year	-33%	472%	-38%	59%	-25%	5%	60%	-15%	3%	39%	306%	-20%	180%

Pending Sales

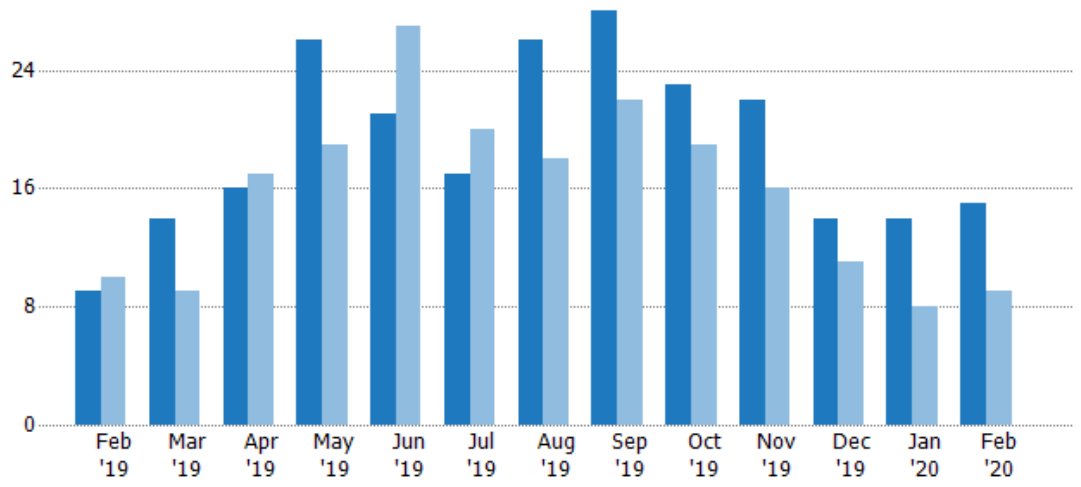
The number of residential properties with accepted offers that were available at the end each month.

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.
Feb '20	15	66.7%
Feb '19	9	-10%
Feb '18	10	30%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	9	14	16	26	21	17	26	28	23	22	14	14	15
Prior Year	10	9	17	19	27	20	18	22	19	16	11	8	9
Percent Change from Prior Year	-10%	56%	-6%	37%	-22%	-15%	44%	27%	21%	38%	27%	75%	67%

Pending Sales Volume

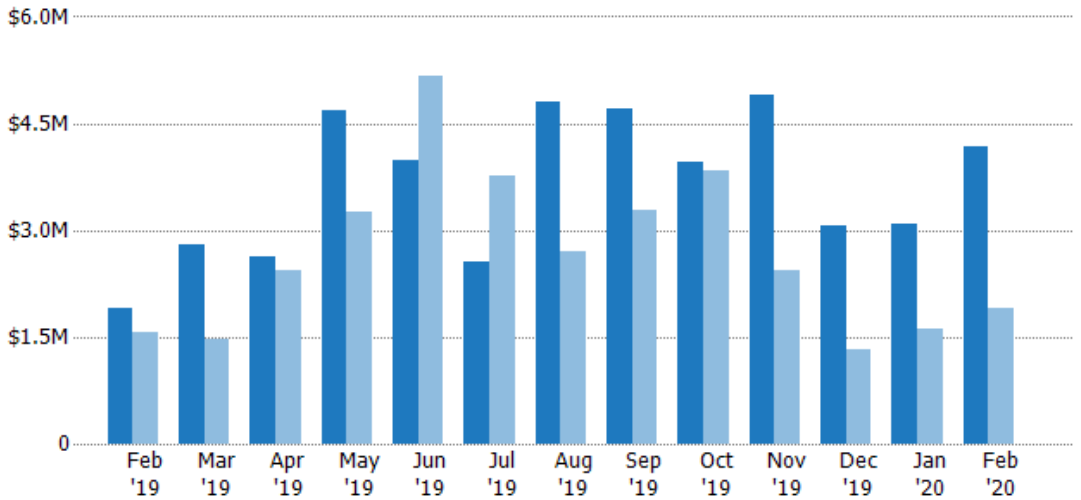
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Feb '20	\$4.16M	119.5%
Feb '19	\$1.9M	21.4%
Feb '18	\$1.56M	26.8%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$1.9M	\$2.79M	\$2.62M	\$4.69M	\$3.99M	\$2.56M	\$4.8M	\$4.7M	\$3.96M	\$4.9M	\$3.07M	\$3.08M	\$4.16M
Prior Year	\$1.56M	\$1.48M	\$2.44M	\$3.26M	\$5.16M	\$3.76M	\$2.7M	\$3.29M	\$3.83M	\$2.45M	\$1.33M	\$1.62M	\$1.9M
Percent Change from Prior Year	21%	88%	7%	44%	-23%	-32%	78%	43%	3%	100%	130%	90%	120%

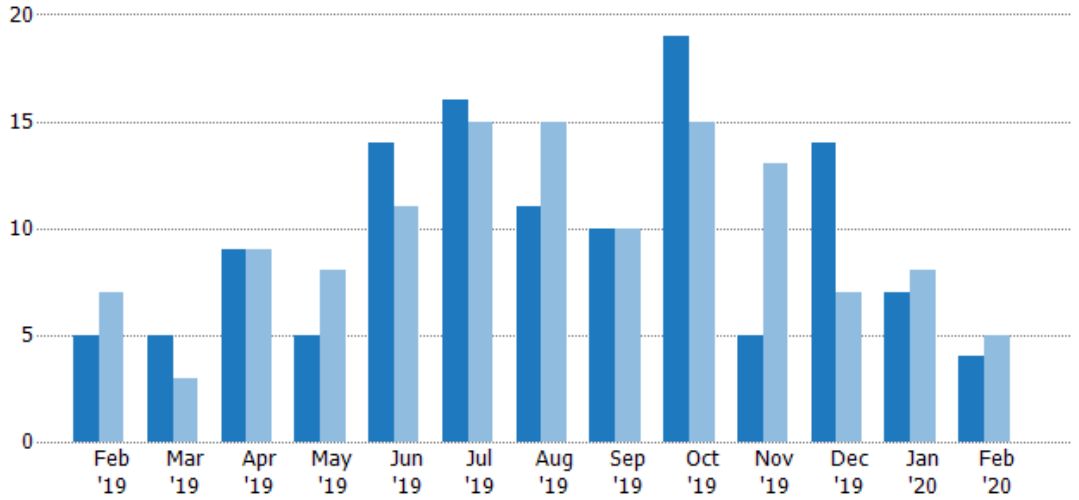
Closed Sales

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.
Feb '20	4	-20%
Feb '19	5	-28.6%
Feb '18	7	-42.9%

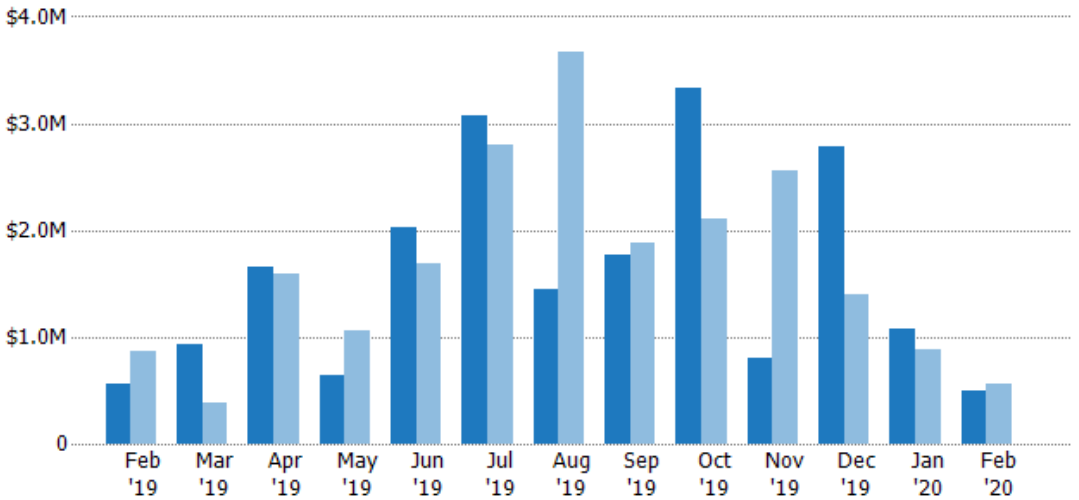
Closed Sales Volume

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.
Feb '20	\$499K	-12.2%
Feb '19	\$569K	-34.6%
Feb '18	\$869K	-4.7%

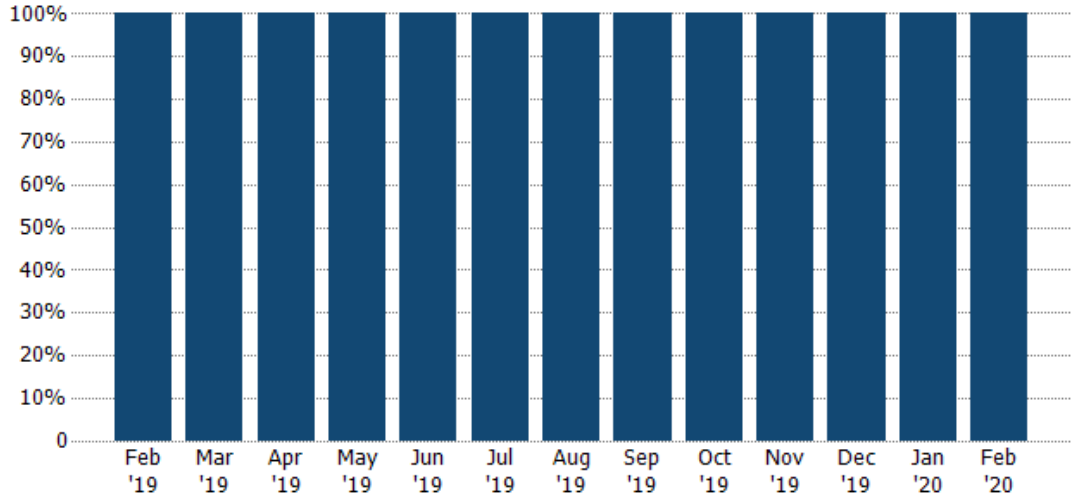
Closed Sales by Property Type

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%

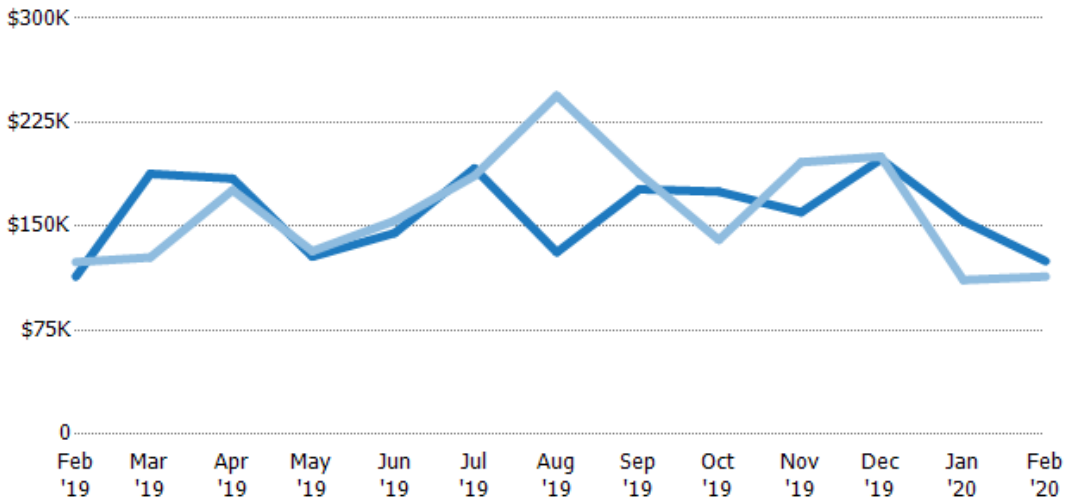
Average Sales Price

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

\$114K	\$188K	\$184K	\$128K	\$145K	\$192K	\$131K	\$177K	\$175K	\$160K	\$198K	\$154K	\$125K
\$124K	\$128K	\$176K	\$132K	\$154K	\$186K	\$244K	\$188K	\$140K	\$196K	\$200K	\$111K	\$114K
-8%	47%	5%	-3%	-6%	3%	-46%	-6%	25%	-18%	-1%	38%	10%

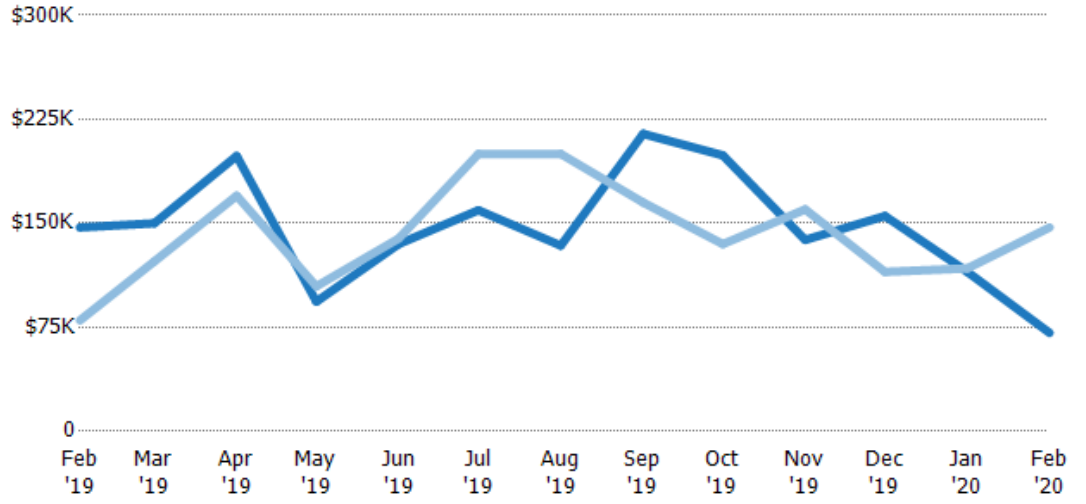
Median Sales Price

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.
Feb '20	\$71K	-51.7%
Feb '19	\$147K	83.9%
Feb '18	\$80K	126.7%



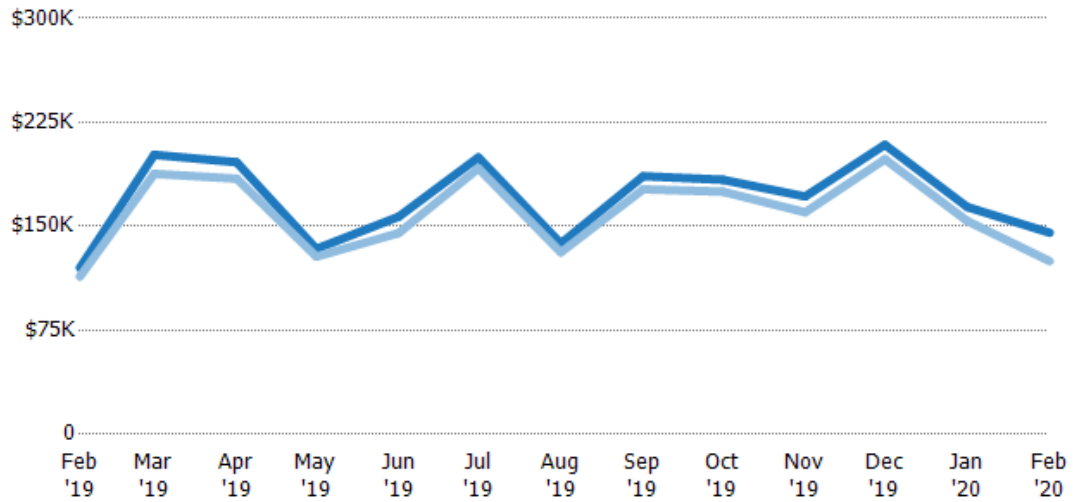
Current Year	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$71K
Prior Year	\$80K	\$123K	\$170K	\$105K	\$139K	\$200K	\$200K	\$165K	\$135K	\$160K	\$115K	\$117K	\$147K
Percent Change from Prior Year	84%	22%	17%	-11%	-3%	-20%	-33%	30%	47%	-14%	35%	-2%	-52%

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



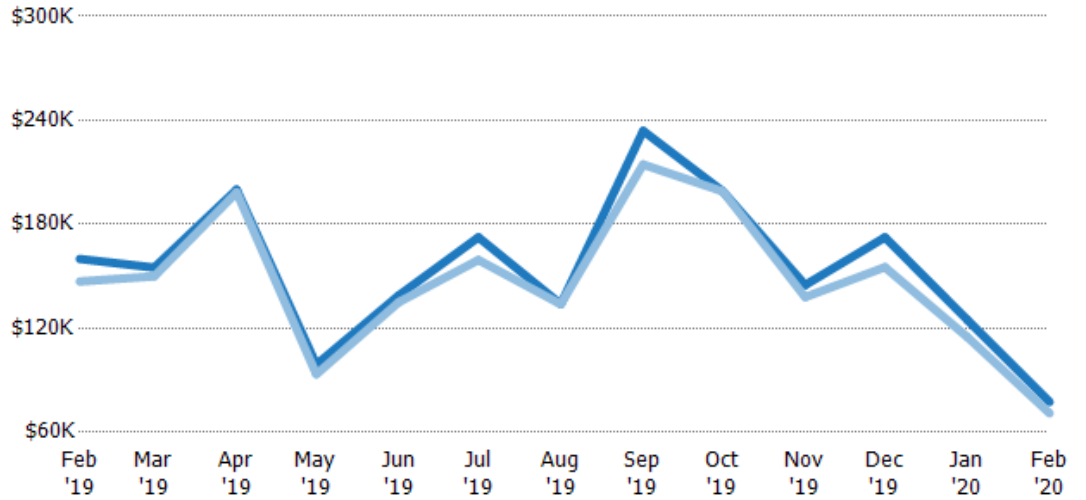
Avg List Price	\$120K	\$202K	\$196K	\$134K	\$157K	\$200K	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$145K
Avg Sales Price	\$114K	\$188K	\$184K	\$128K	\$145K	\$192K	\$131K	\$177K	\$175K	\$160K	\$198K	\$154K	\$125K
Avg Sales Price as a % of Avg List Price	95%	93%	94%	96%	92%	96%	95%	95%	95%	93%	95%	94%	86%

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



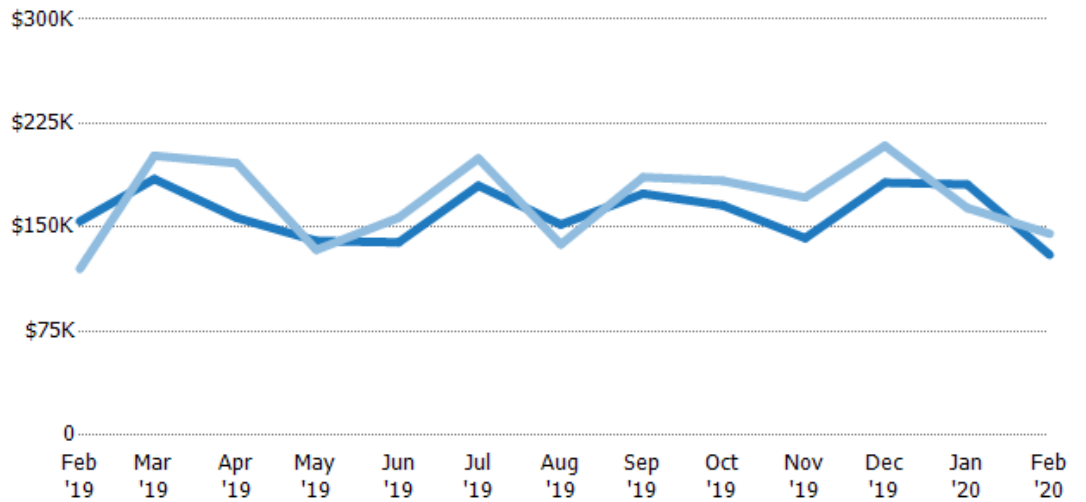
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$160K	\$155K	\$200K	\$99K	\$139K	\$173K	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$77.5K
Median Sales Price	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$71K
Med Sales Price as a % of Med List Price	92%	97%	99%	94%	97%	92%	100%	92%	100%	95%	90%	92%	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



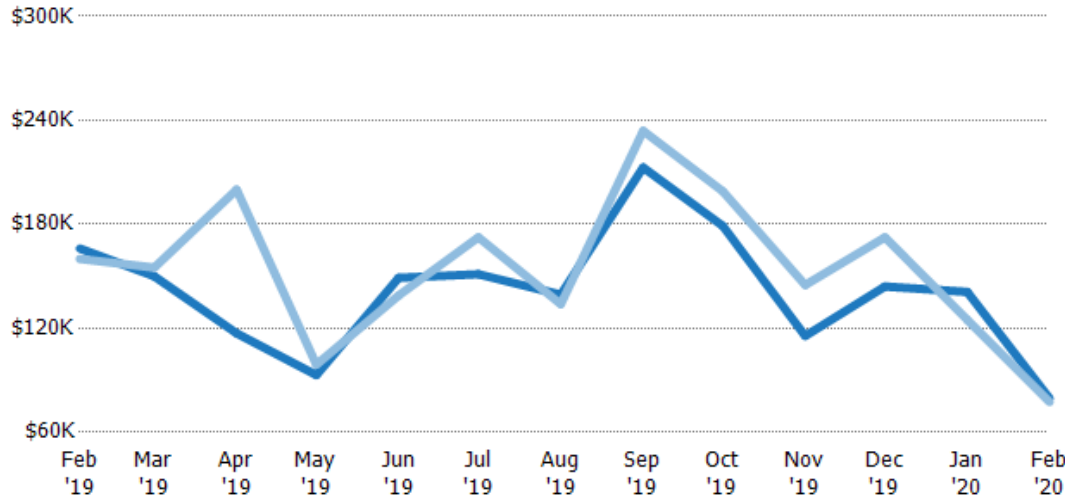
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$154K	\$185K	\$157K	\$140K	\$139K	\$180K	\$152K	\$174K	\$166K	\$142K	\$182K	\$181K	\$130K
Avg Sales Price	\$120K	\$202K	\$196K	\$134K	\$157K	\$200K	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$145K
Avg Sales Price as a % of Avg Est Value	78%	109%	125%	95%	113%	111%	91%	107%	111%	121%	115%	91%	112%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$166K	\$150K	\$117K	\$93K	\$149K	\$151K	\$139K	\$213K	\$179K	\$116K	\$144K	\$141K	\$79.5K
Median Sales Price	\$160K	\$155K	\$200K	\$99K	\$139K	\$173K	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$77.5K
Med Sales Price as a % of Med Est Value	96%	103%	171%	106%	93%	114%	96%	110%	111%	125%	120%	89%	97%