

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	7	7	+/-	13	13	+/-
New Listing Volume	\$1,154,950	\$408,200	+182.9%	\$1,864,250	\$1,259,450	+48%
Active Listing Count	37	55	-32.7%	N/A	N/A	
Active Listing Volume	\$7,164,600	\$10,414,750	-31.2%	N/A	N/A	
Average Listing Price	\$193,638	\$189,359	+2.3%	\$209,057	\$193,417	+8.1%
Median Listing Price	\$130,000	\$139,900	-7.1%	\$131,948	\$151,050	-12.6%
Median Days in RPR	180	193	-6.7%	169.5	185.33	-8.5%
Months of Inventory	6.2	6.9	-10.3%	6.1	13.9	-56.2%
Absorption Rate	16.22%	14.55%	+1.7%	16.44%	7.21%	+9.2%
Sales Activity Charts Metrics						
New Pending Sales Count	9	4	+125%	12	10	+20%
New Pending Sales Volume	\$2,060,800	\$523,999	+293.3%	\$2,465,600	\$1,531,299	+61%
Pending Sales Count	12	5	+140%	N/A	N/A	
Pending Sales Volume	\$3,124,200	\$902,899	+246%	N/A	N/A	
Closed Sales Count	2	4	-50%	8	12	-33.3%
Closed Sales Volume	\$141,900	\$408,500	-65.3%	\$1,148,000	\$1,298,300	-11.6%
Average Sales Price	\$70,950	\$102,125	-30.5%	\$143,500	\$108,192	+32.6%
Median Sales Price	\$70,950	\$85,250	-16.8%	\$106,800	\$106,717	+0.1%

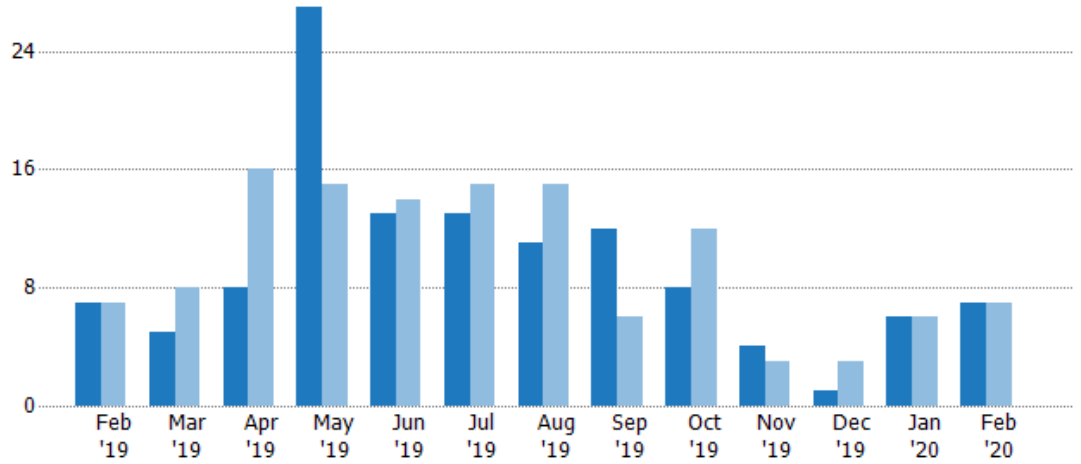
New Listings

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.
Feb '20	7	0%
Feb '19	7	0%
Feb '18	7	-71.4%



Current Year	7	5	8	27	13	13	11	12	8	4	1	6	7
Prior Year	7	8	16	15	14	15	15	6	12	3	3	6	7
Percent Change from Prior Year	0%	-38%	-50%	80%	-7%	-13%	-27%	100%	-33%	33%	-67%	0%	0%

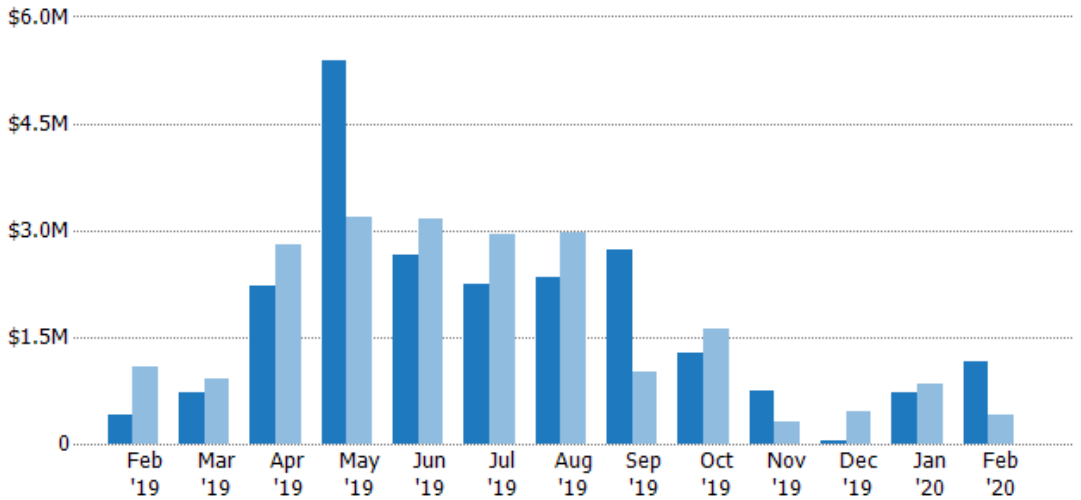
New Listing Volume

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.
Feb '20	\$1.15M	182.9%
Feb '19	\$408K	-62.3%
Feb '18	\$1.08M	-79.2%



Current Year	\$408K	\$720K	\$2.21M	\$5.38M	\$2.64M	\$2.23M	\$2.34M	\$2.73M	\$1.27M	\$755K	\$52.7K	\$709K	\$1.15M
Prior Year	\$1.08M	\$910K	\$2.8M	\$3.19M	\$3.17M	\$2.93M	\$2.96M	\$1.01M	\$1.62M	\$309K	\$449K	\$851K	\$408K
Percent Change from Prior Year	-62%	-21%	-21%	69%	-17%	-24%	-21%	169%	-22%	145%	-88%	-17%	183%

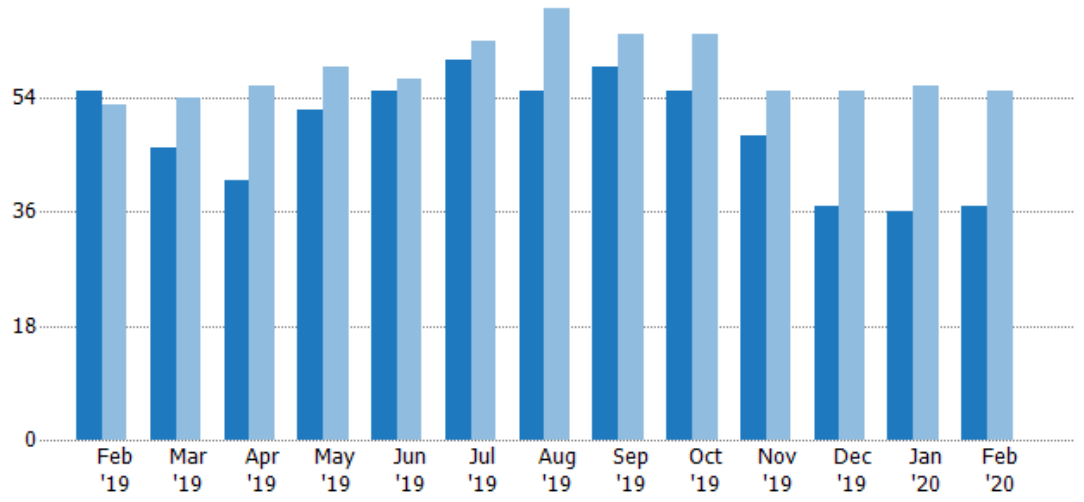
Active Listings

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.
Feb '20	37	-32.7%
Feb '19	55	3.8%
Feb '18	53	28.3%



Current Year	55	46	41	52	55	60	55	59	55	48	37	36	37
Prior Year	53	54	56	59	57	63	68	64	64	55	55	56	55
Percent Change from Prior Year	4%	-15%	-27%	-12%	-4%	-5%	-19%	-8%	-14%	-13%	-33%	-36%	-33%

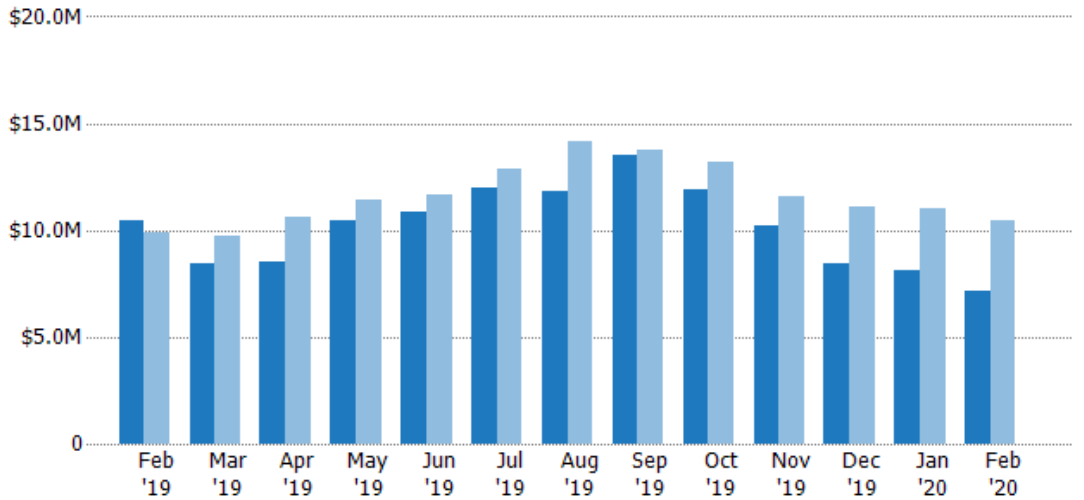
Active Listing Volume

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.
Feb '20	\$7.16M	-31.2%
Feb '19	\$10.4M	5.2%
Feb '18	\$9.9M	11.8%



Current Year	\$10.4M	\$8.45M	\$8.52M	\$10.5M	\$10.9M	\$12M	\$11.9M	\$13.5M	\$11.9M	\$10.2M	\$8.42M	\$8.1M	\$7.16M
Prior Year	\$9.9M	\$9.76M	\$10.6M	\$11.4M	\$11.6M	\$12.9M	\$14.2M	\$13.8M	\$13.2M	\$11.6M	\$11.1M	\$11.1M	\$10.4M
Percent Change from Prior Year	5%	-14%	-20%	-8%	-6%	-7%	-16%	-2%	-10%	-12%	-24%	-27%	-31%

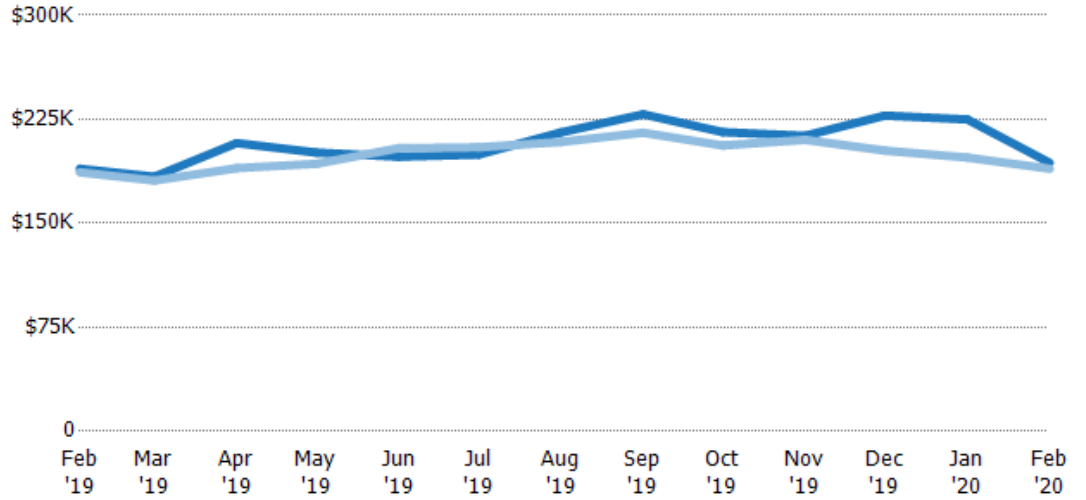
Average Listing Price

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.
Feb '20	\$194K	2.3%
Feb '19	\$189K	1.4%
Feb '18	\$187K	-12.9%



Current Year	\$189K	\$184K	\$208K	\$201K	\$198K	\$200K	\$216K	\$229K	\$216K	\$213K	\$228K	\$225K	\$194K
Prior Year	\$187K	\$181K	\$190K	\$193K	\$204K	\$205K	\$209K	\$215K	\$206K	\$210K	\$202K	\$197K	\$189K
Percent Change from Prior Year	1%	2%	10%	4%	-3%	-3%	3%	6%	5%	1%	12%	14%	2%

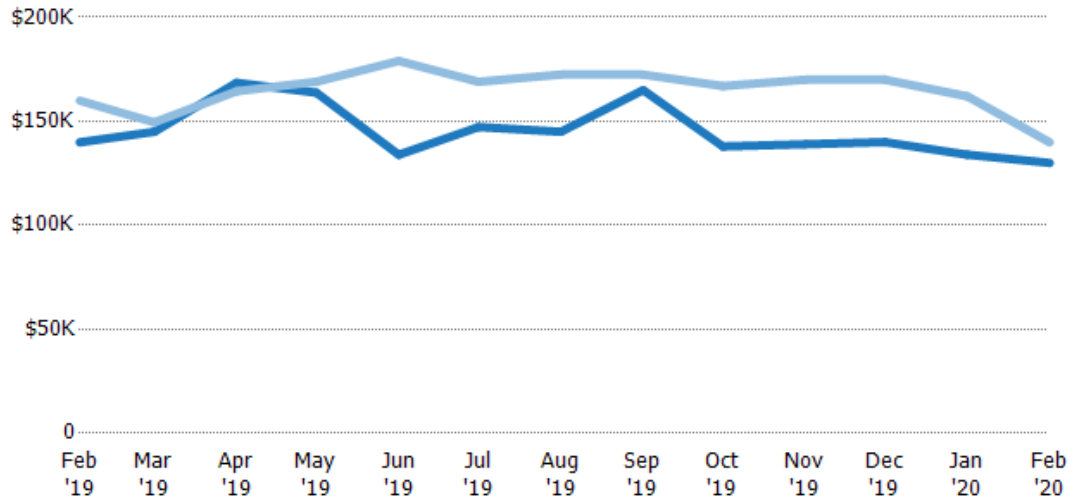
Median Listing Price

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.
Feb '20	\$130K	-7.1%
Feb '19	\$140K	-12.5%
Feb '18	\$160K	-21.1%



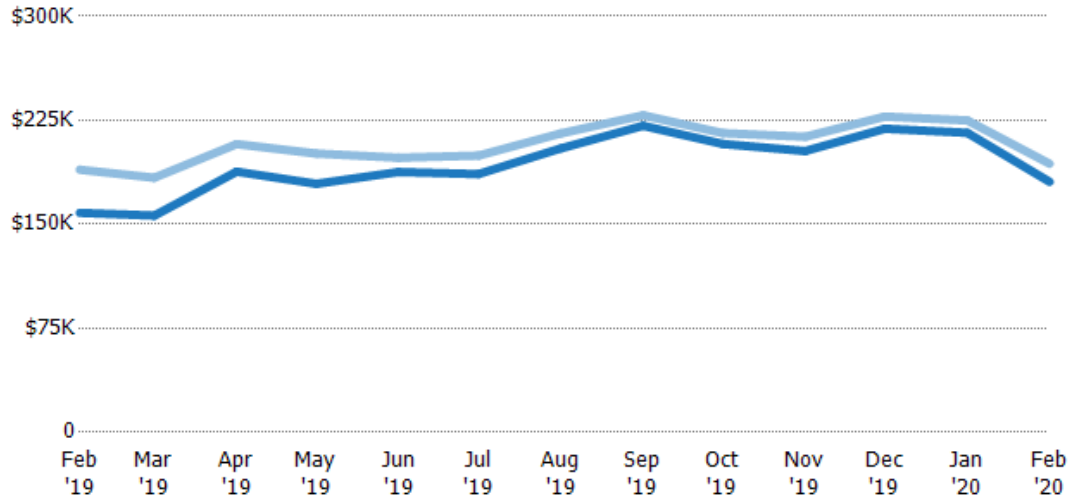
Current Year	\$140K	\$145K	\$169K	\$164K	\$134K	\$147K	\$145K	\$165K	\$138K	\$139K	\$140K	\$134K	\$130K
Prior Year	\$160K	\$150K	\$164K	\$169K	\$179K	\$169K	\$172K	\$172K	\$167K	\$170K	\$170K	\$162K	\$140K
Percent Change from Prior Year	-13%	-3%	2%	-3%	-25%	-13%	-16%	-4%	-17%	-18%	-18%	-17%	-7%

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



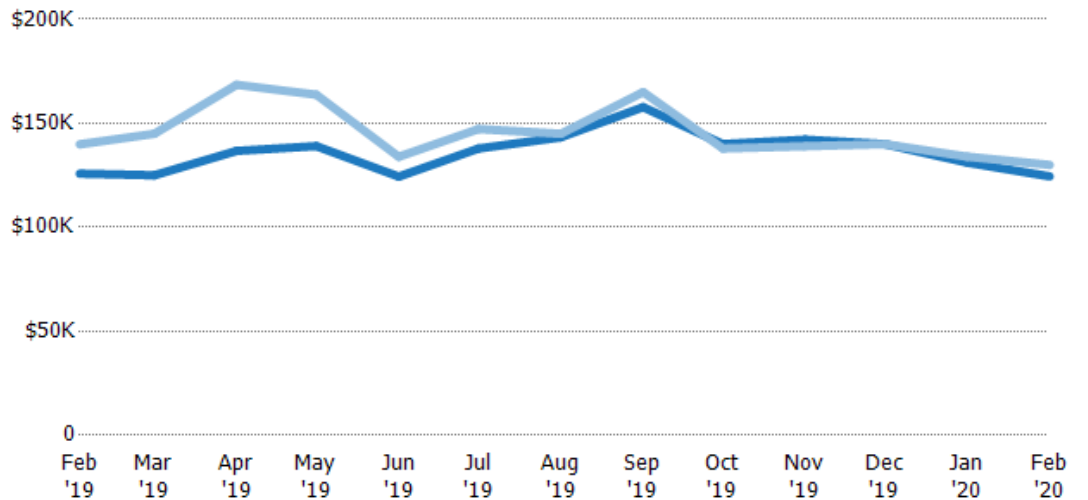
Avg Est Value	\$158K	\$156K	\$188K	\$179K	\$188K	\$186K	\$205K	\$221K	\$208K	\$203K	\$219K	\$216K	\$181K
Avg Listing Price	\$189K	\$184K	\$208K	\$201K	\$198K	\$200K	\$216K	\$229K	\$216K	\$213K	\$228K	\$225K	\$194K
Avg Listing Price as a % of Avg Est Value	120%	117%	111%	112%	105%	107%	105%	103%	104%	105%	104%	104%	107%

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	\$126K	\$125K	\$137K	\$139K	\$124K	\$138K	\$143K	\$158K	\$140K	\$142K	\$140K	\$131K	\$124K
Median Listing Price	\$140K	\$145K	\$169K	\$164K	\$134K	\$147K	\$145K	\$165K	\$138K	\$139K	\$140K	\$134K	\$130K
Med Listing Price as a % of Med Est Value	111%	116%	123%	118%	108%	107%	101%	105%	99%	98%	100%	102%	104%

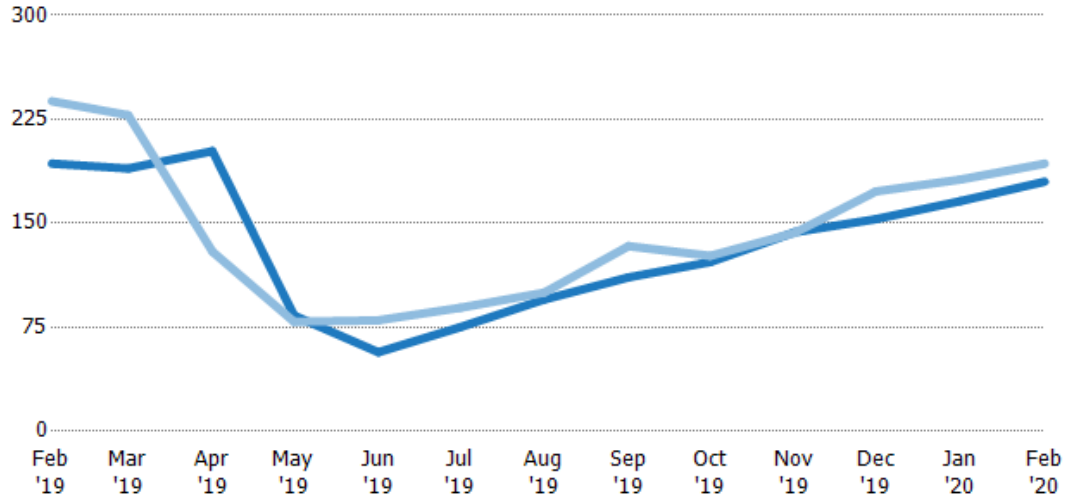
Median Days in RPR

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.
Feb '20	180	-6.7%
Feb '19	193	-18.9%
Feb '18	238	-21.4%



	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	193	190	202	83.5	57	75	95	111	122	144	153	166	180
Prior Year	238	228	130	79	80	89	100	134	127	143	173	182	193
Percent Change from Prior Year	-19%	-17%	56%	6%	-29%	-16%	-5%	-17%	-4%	0%	-12%	-9%	-7%

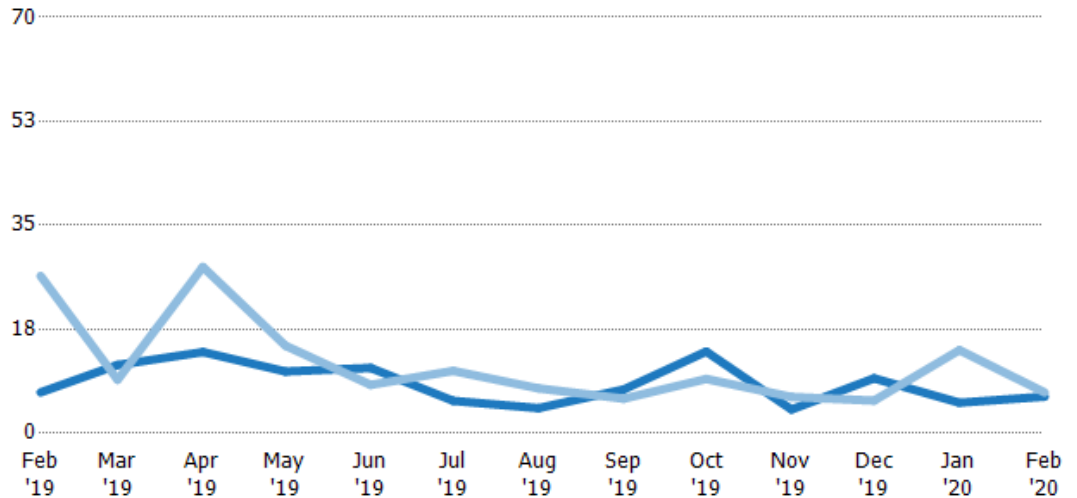
Months of Inventory

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

Filters Used

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

Month/Year	Months	% Chg.
Feb '20	6.17	-10.3%
Feb '19	6.88	-74.1%
Feb '18	26.5	156.6%



	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	6.88	11.5	13.7	10.4	11	5.45	4.23	7.38	13.8	4	9.25	5.14	6.17
Prior Year	26.5	9	28	14.8	8.14	10.5	7.56	5.82	9.14	6.11	5.5	14	6.88
Percent Change from Prior Year	-74%	28%	-51%	-29%	35%	-48%	-44%	27%	50%	-35%	68%	-63%	-10%

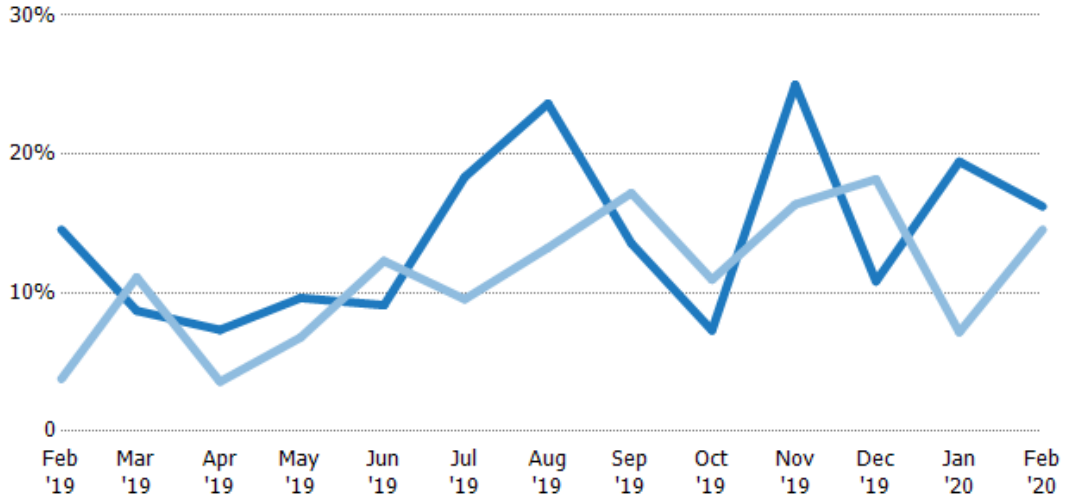
Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
Feb '20	16%	-1.7%
Feb '19	15%	-10.8%
Feb '18	4%	-61%



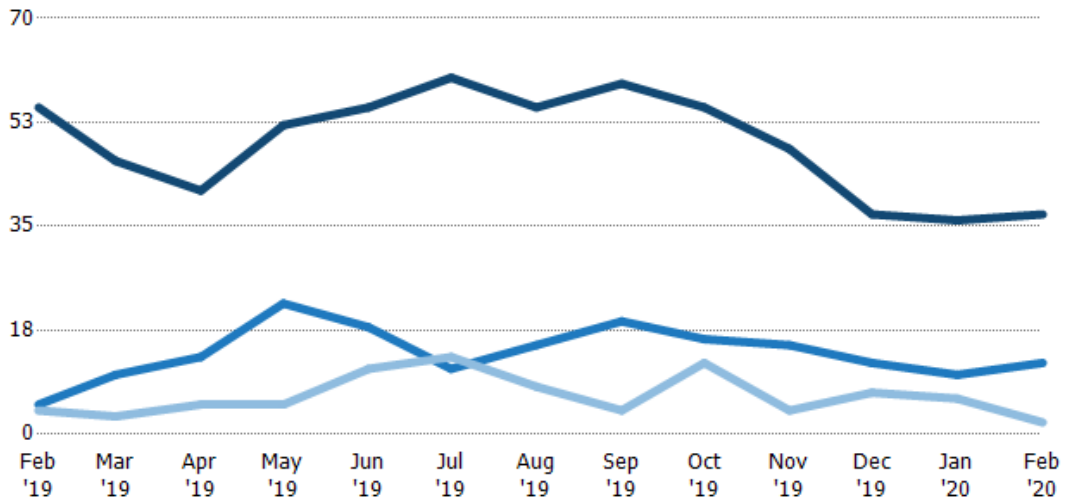
Current Year	15%	9%	7%	10%	9%	18%	24%	14%	7%	25%	11%	19%	16%
Prior Year	4%	11%	4%	7%	12%	10%	13%	17%	11%	16%	18%	7%	15%
Change from Prior Year	-11%	2%	-4%	-3%	3%	-9%	-10%	4%	4%	-9%	7%	-12%	-2%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



Active	55	46	41	52	55	60	55	59	55	48	37	36	37
Pending	5	10	13	22	18	11	15	19	16	15	12	10	12
Sold	4	3	5	5	11	13	8	4	12	4	7	6	2

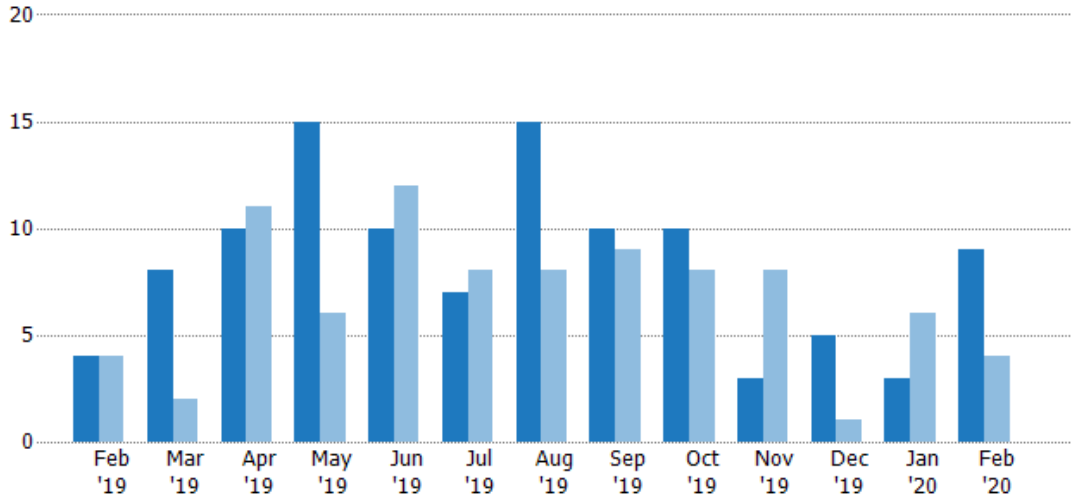
New Pending Sales

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.
Feb '20	9	125%
Feb '19	4	0%
Feb '18	4	0%



Current Year	4	8	10	15	10	7	15	10	10	3	5	3	9
Prior Year	4	2	11	6	12	8	8	9	8	8	1	6	4
Percent Change from Prior Year	0%	300%	-9%	150%	-17%	-13%	88%	11%	25%	-63%	400%	-50%	125%

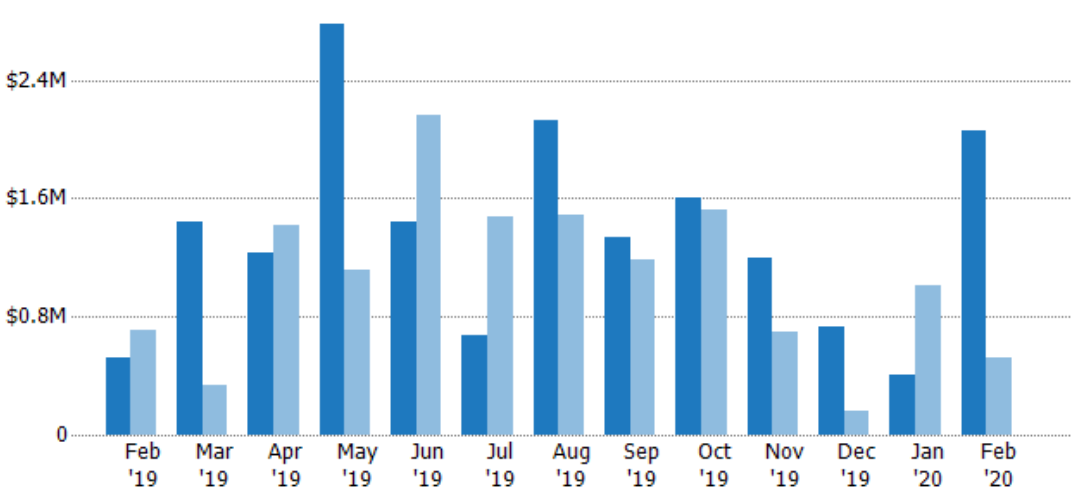
New Pending Sales Volume

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.
Feb '20	\$2.06M	293.3%
Feb '19	\$524K	-26%
Feb '18	\$708K	-19.8%



Current Year	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M	\$676K	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K	\$405K	\$2.06M
Prior Year	\$708K	\$332K	\$1.42M	\$1.11M	\$2.16M	\$1.48M	\$1.48M	\$1.19M	\$1.52M	\$694K	\$158K	\$1.01M	\$524K
Percent Change from Prior Year	-26%	335%	-13%	150%	-33%	-54%	44%	13%	6%	72%	362%	-60%	293%

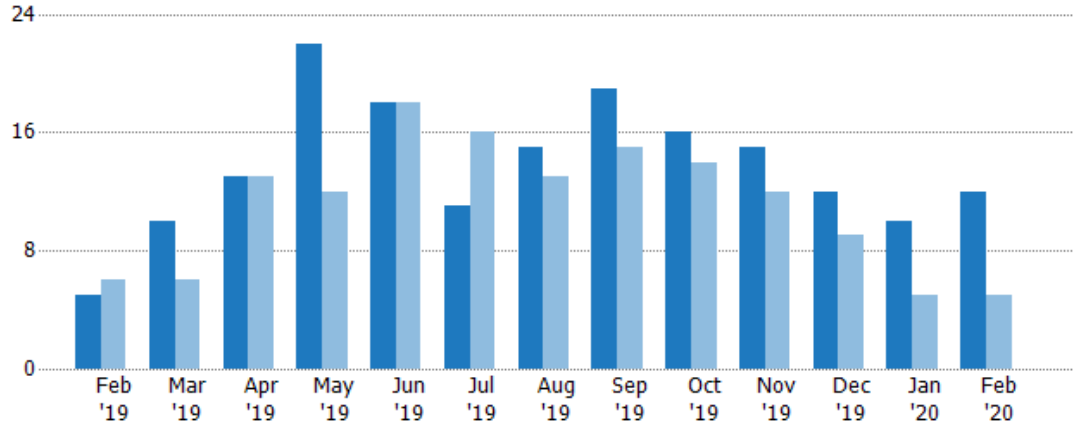
Pending Sales

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.
Feb '20	12	140%
Feb '19	5	-16.7%
Feb '18	6	66.7%



Current Year	5	10	13	22	18	11	15	19	16	15	12	10	12
Prior Year	6	6	13	12	18	16	13	15	14	12	9	5	5
Percent Change from Prior Year	-17%	67%	0%	83%	0%	-31%	15%	27%	14%	25%	33%	100%	140%

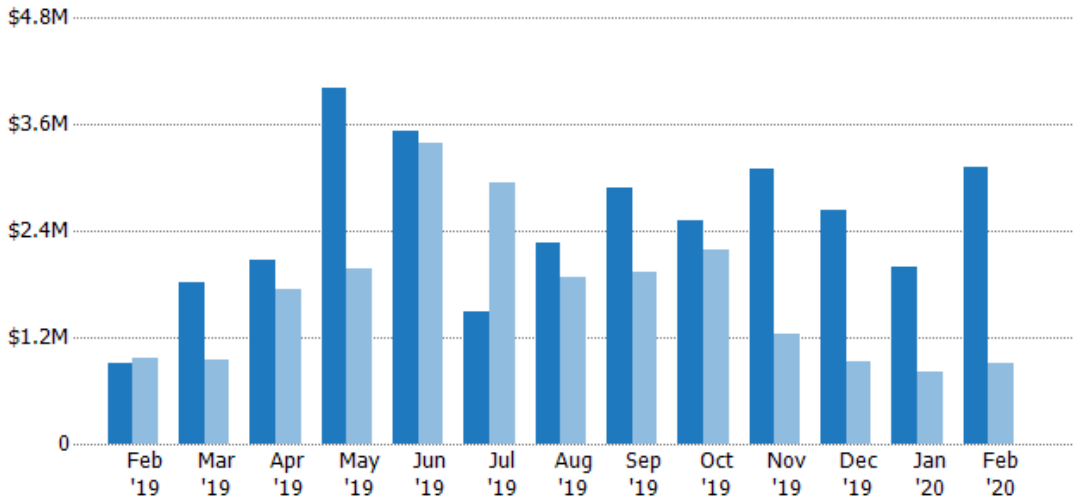
Pending Sales Volume

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.
Feb '20	\$3.12M	246%
Feb '19	\$903K	-7.3%
Feb '18	\$974K	43.6%



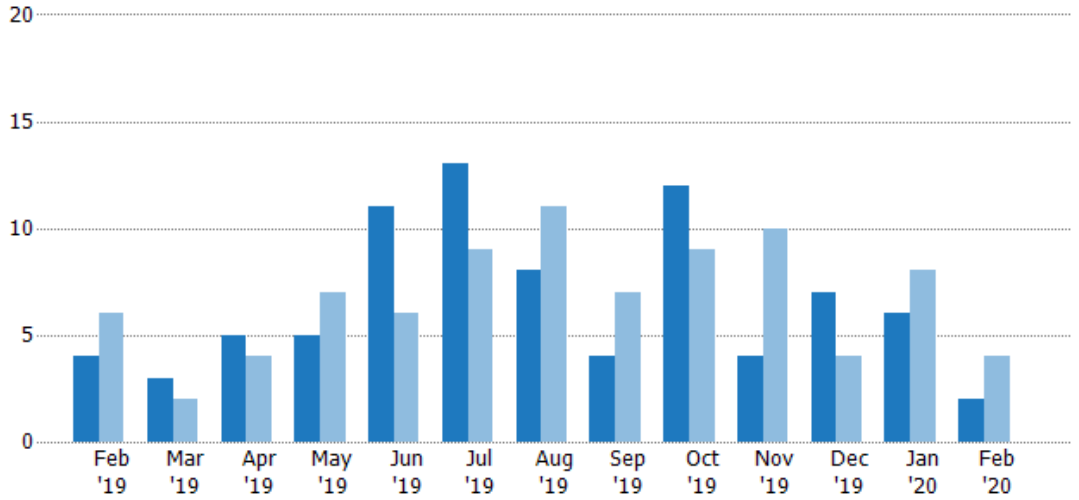
Current Year	\$903K	\$1.81M	\$2.06M	\$4.01M	\$3.53M	\$1.49M	\$2.26M	\$2.9M	\$2.51M	\$3.1M	\$2.63M	\$1.99M	\$3.12M
Prior Year	\$974K	\$940K	\$1.75M	\$1.97M	\$3.39M	\$2.95M	\$1.88M	\$1.94M	\$2.18M	\$1.24M	\$929K	\$819K	\$903K
Percent Change from Prior Year	-7%	93%	18%	103%	4%	-50%	20%	49%	15%	149%	183%	144%	246%

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



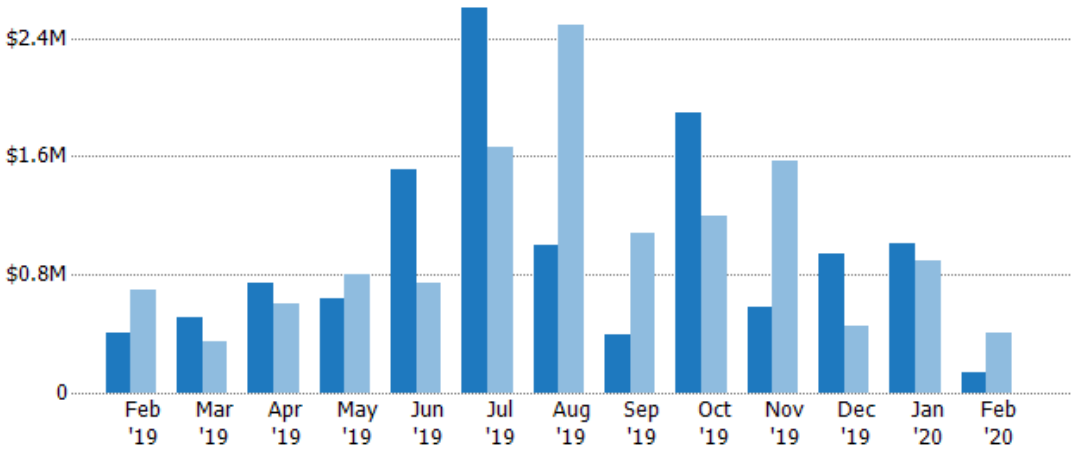
Month/Year	Count	% Chg.
Feb '20	2	-50%
Feb '19	4	-33.3%
Feb '18	6	-50%

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



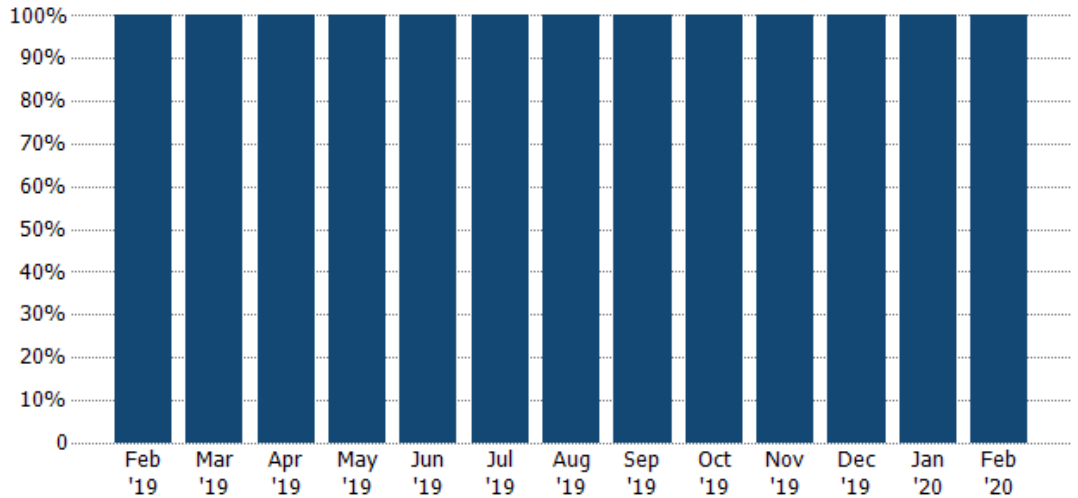
Month/Year	Volume	% Chg.
Feb '20	\$142K	-65.3%
Feb '19	\$409K	-41.7%
Feb '18	\$700K	-26%

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

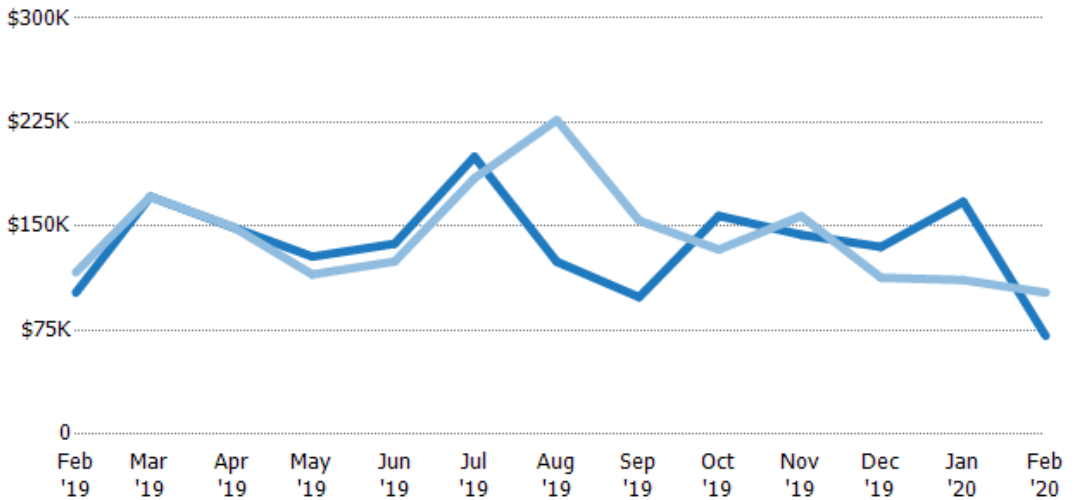
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$102K	\$171K	\$149K	\$128K	\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$71K
\$117K	\$171K	\$150K	\$115K	\$125K	\$185K	\$227K	\$154K	\$133K	\$157K	\$113K	\$111K	\$102K
-13%	0%	0%	11%	10%	8%	-45%	-36%	18%	-9%	20%	51%	-31%

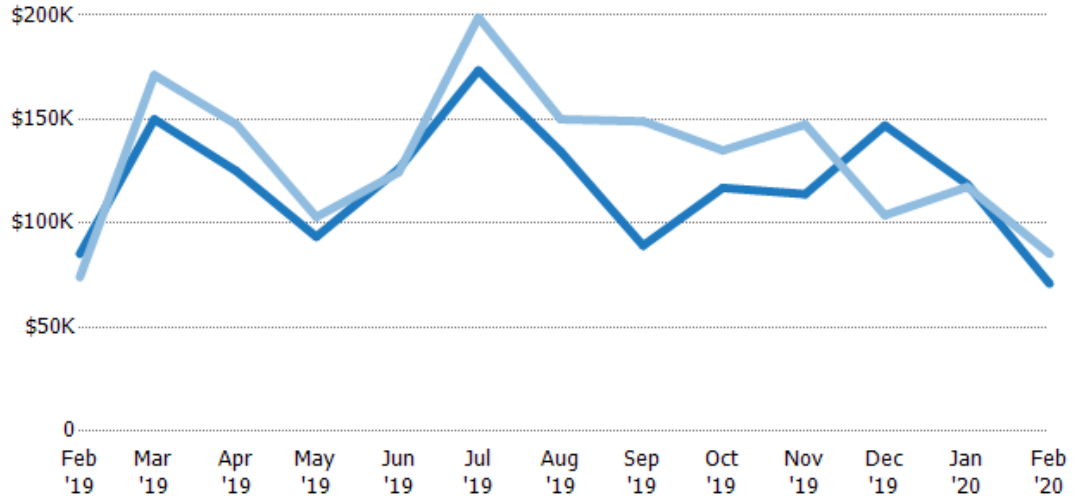
Median Sales Price

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.
Feb '20	\$71K	-16.8%
Feb '19	\$85.3K	15%
Feb '18	\$74.1K	119.3%



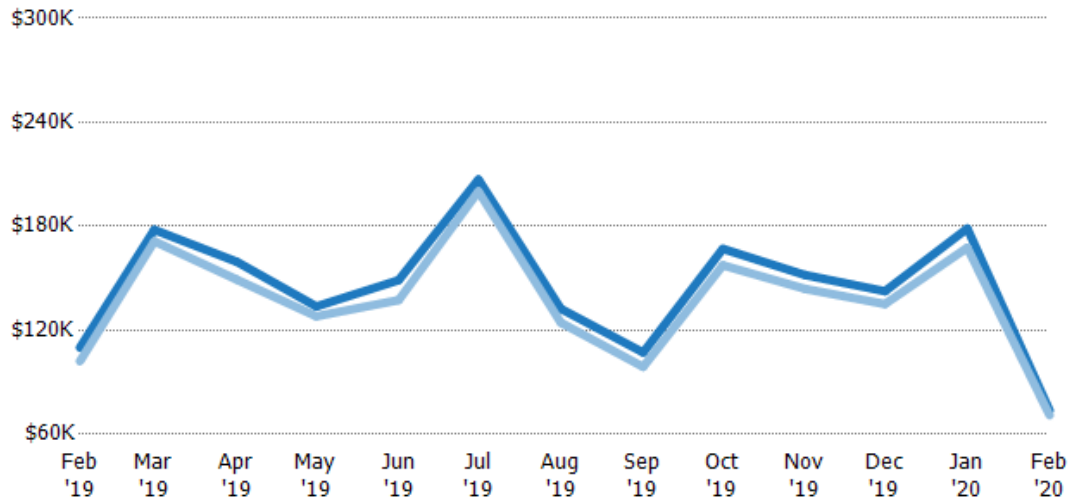
Current Year	\$85.3K	\$150K	\$125K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$71K
Prior Year	\$74.1K	\$171K	\$147K	\$103K	\$125K	\$199K	\$150K	\$149K	\$135K	\$148K	\$104K	\$117K	\$85.3K
Percent Change from Prior Year	15%	-12%	-15%	-9%	1%	-13%	-10%	-40%	-13%	-23%	42%	1%	-17%

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



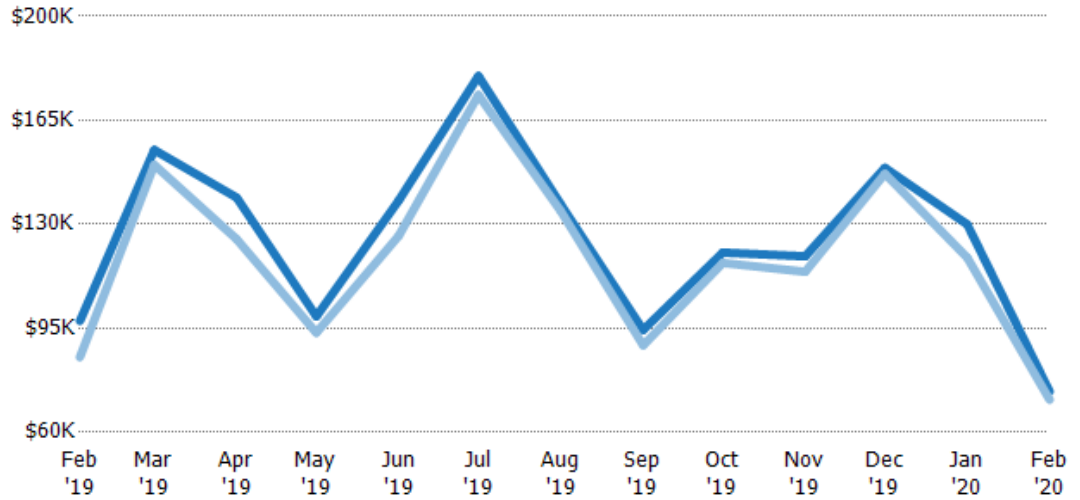
Avg List Price	\$110K	\$178K	\$160K	\$134K	\$149K	\$207K	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$73.7K
Avg Sales Price	\$102K	\$171K	\$149K	\$128K	\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$71K
Avg Sales Price as a % of Avg List Price	93%	96%	94%	96%	92%	97%	94%	92%	94%	95%	95%	94%	96%

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



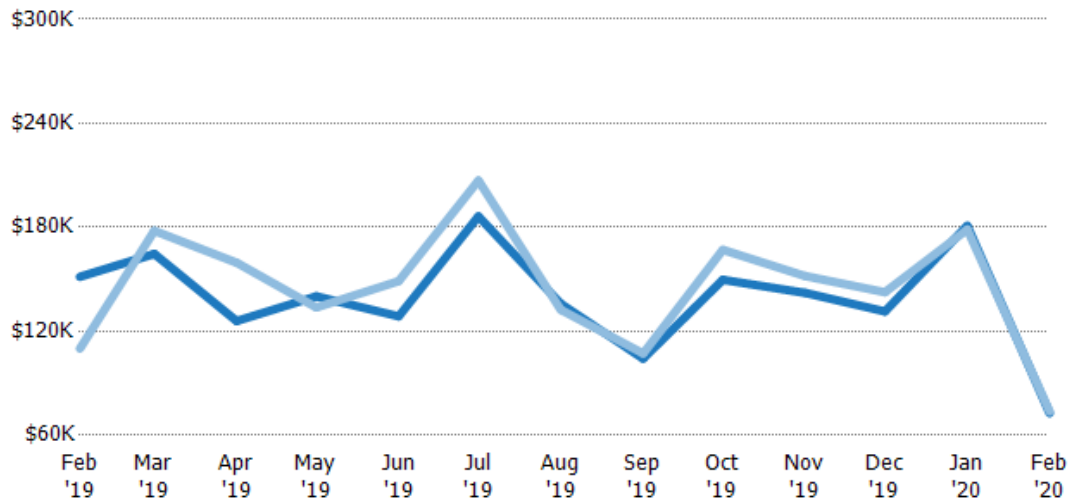
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$97.5K	\$155K	\$139K	\$99K	\$138K	\$180K	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$73.7K
Median Sales Price	\$85.3K	\$150K	\$125K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$71K
Med Sales Price as a % of Med List Price	87%	97%	90%	94%	91%	96%	98%	94%	97%	96%	99%	91%	96%

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



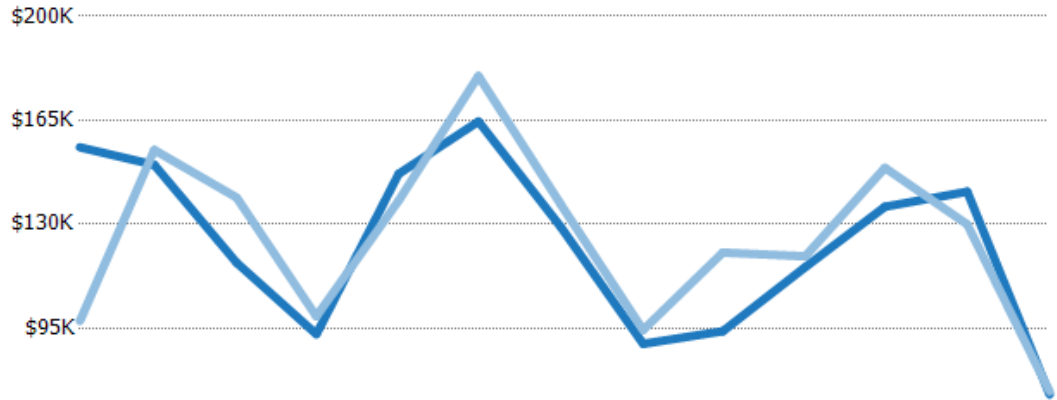
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$151K	\$165K	\$126K	\$140K	\$129K	\$186K	\$136K	\$104K	\$150K	\$142K	\$131K	\$181K	\$72.7K
Avg Sales Price	\$110K	\$178K	\$160K	\$134K	\$149K	\$207K	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$73.7K
Avg Sales Price as a % of Avg Est Value	73%	108%	127%	95%	116%	111%	97%	103%	112%	107%	108%	99%	101%

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:
 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	\$156K	\$150K	\$117K	\$93K	\$147K	\$165K	\$129K	\$89.8K	\$94K	\$116K	\$136K	\$141K	\$72.7K
Median Sales Price	\$97.5K	\$155K	\$139K	\$99K	\$138K	\$180K	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$73.7K
Med Sales Price as a % of Med Est Value	63%	103%	119%	106%	94%	109%	106%	105%	128%	103%	110%	92%	101%