

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

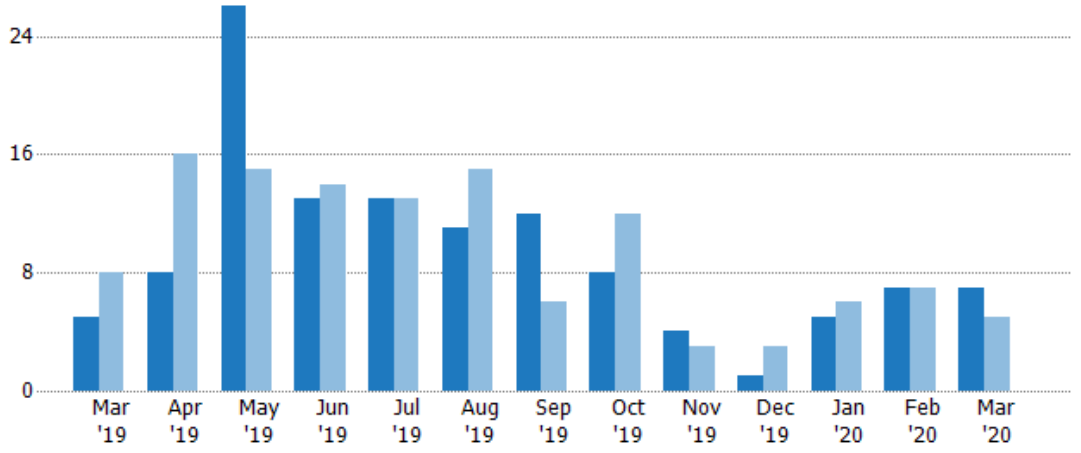
Key Metrics	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	5	+40%	19	18	+5.6%
New Listing Volume	\$1,329,800	\$720,450	+84.6%	\$3,074,550	\$1,977,000	+55.5%
Active Listing Count	33	47	-29.8%	N/A	N/A	
Active Listing Volume	\$6,539,250	\$8,497,100	-23%	N/A	N/A	
Average Listing Price	\$198,159	\$180,789	+9.6%	\$202,819	\$187,959	+7.9%
Median Listing Price	\$140,000	\$139,900	+0.1%	\$133,038	\$145,209	-8.4%
Median Days in RPR	196	199	-1.5%	183.67	190.57	-3.6%
Months of Inventory	16.5	11.8	+40.4%	7.7	16	-51.8%
Absorption Rate	6.06%	8.51%	-2.5%	12.96%	6.25%	+6.7%
Sales Activity Charts Metrics						
New Pending Sales Count	7	8	-12.5%	19	18	+5.6%
New Pending Sales Volume	\$963,300	\$1,443,800	-33.3%	\$3,428,900	\$2,975,099	+15.3%
Pending Sales Count	12	10	+20%	N/A	N/A	
Pending Sales Volume	\$2,147,250	\$1,812,800	+18.4%	N/A	N/A	
Closed Sales Count	7	3	+133.3%	15	14	+7.1%
Closed Sales Volume	\$1,784,270	\$514,000	+247.1%	\$2,932,270	\$1,737,300	+68.8%
Average Sales Price	\$254,896	\$171,333	+48.8%	\$195,485	\$124,093	+57.5%
Median Sales Price	\$180,000	\$150,000	+20%	\$140,960	\$121,500	+16%

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



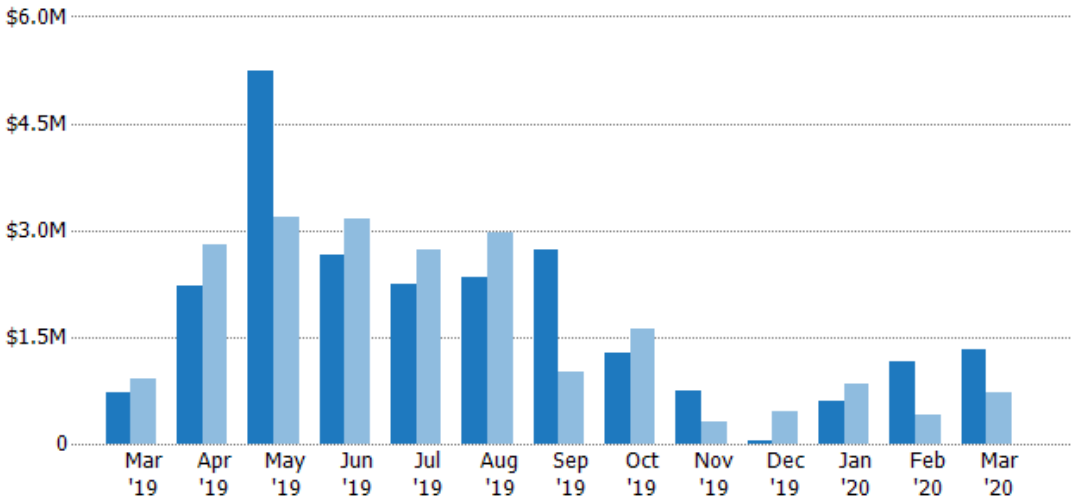
Month/Year	Count	% Chg.
Mar '20	7	40%
Mar '19	5	-37.5%
Mar '18	8	37.5%

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.
Mar '20	\$1.33M	84.6%
Mar '19	\$720K	-20.8%
Mar '18	\$910K	123.9%

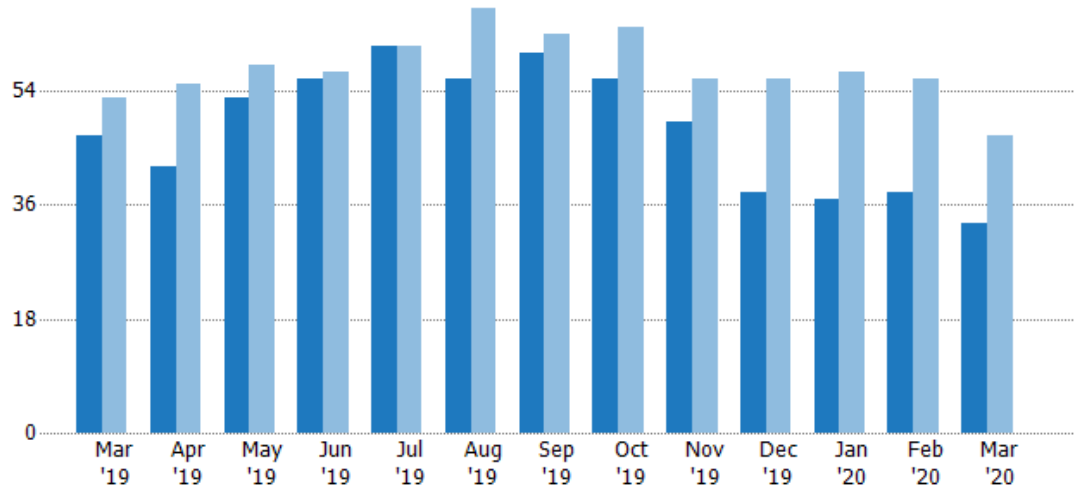
Active Listings

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.
Mar '20	33	-29.8%
Mar '19	47	-11.3%
Mar '18	53	24.5%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	47	42	53	56	61	56	60	56	49	38	37	38	33
Prior Year	53	55	58	57	61	67	63	64	56	56	57	56	47
Percent Change from Prior Year	-11%	-24%	-9%	-2%	0%	-16%	-5%	-13%	-13%	-32%	-35%	-32%	-30%

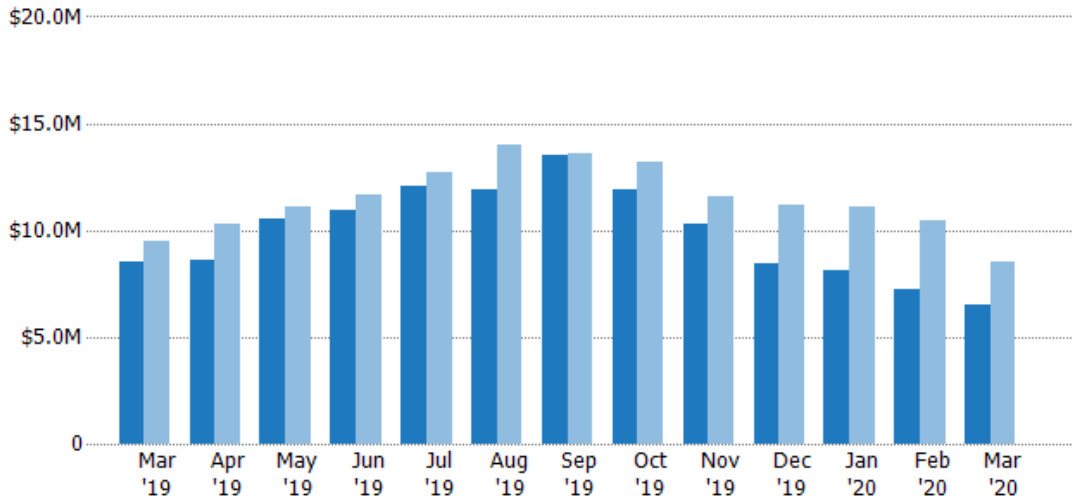
Active Listing Volume

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.
Mar '20	\$6.54M	-23%
Mar '19	\$8.5M	-10.2%
Mar '18	\$9.46M	17.5%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$8.5M	\$8.57M	\$10.5M	\$10.9M	\$12M	\$11.9M	\$13.5M	\$11.9M	\$10.3M	\$8.48M	\$8.15M	\$7.22M	\$6.54M
Prior Year	\$9.46M	\$10.3M	\$11.1M	\$11.6M	\$12.7M	\$14M	\$13.6M	\$13.2M	\$11.6M	\$11.2M	\$11.1M	\$10.5M	\$8.5M
Percent Change from Prior Year	-10%	-17%	-5%	-6%	-5%	-15%	-1%	-9%	-11%	-24%	-27%	-31%	-23%

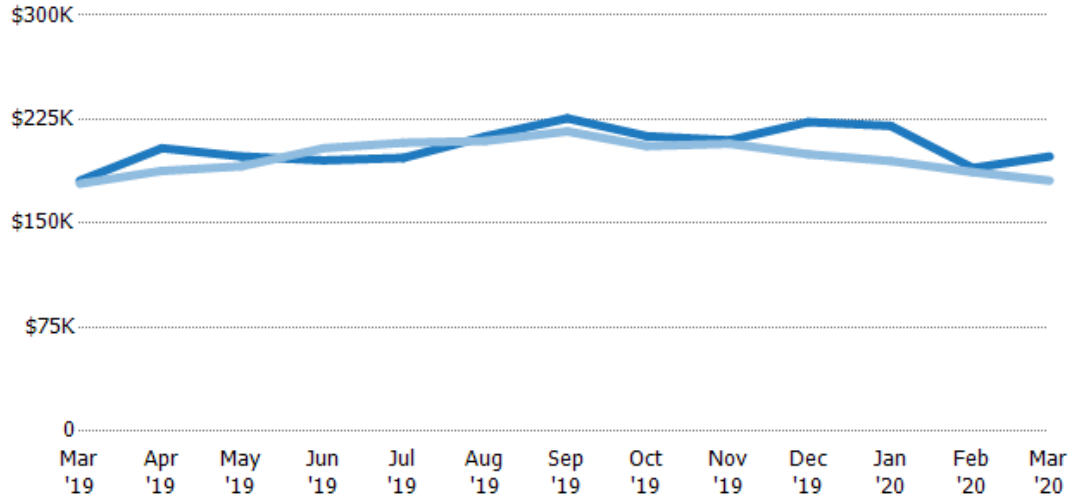
Average Listing Price

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.
Mar '20	\$198K	9.6%
Mar '19	\$181K	1.3%
Mar '18	\$179K	-5.7%



Current Year	\$181K	\$204K	\$198K	\$195K	\$197K	\$213K	\$226K	\$213K	\$210K	\$223K	\$220K	\$190K	\$198K
Prior Year	\$179K	\$188K	\$191K	\$204K	\$208K	\$209K	\$216K	\$206K	\$207K	\$200K	\$195K	\$187K	\$181K
Percent Change from Prior Year	1%	9%	4%	-4%	-5%	2%	4%	3%	1%	12%	13%	2%	10%

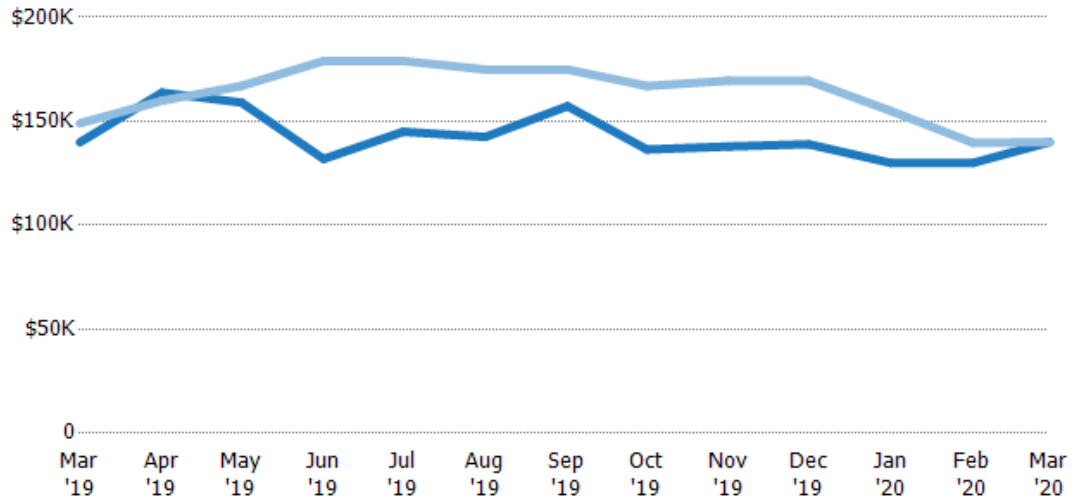
Median Listing Price

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.
Mar '20	\$140K	0.1%
Mar '19	\$140K	-6.1%
Mar '18	\$149K	-6.1%



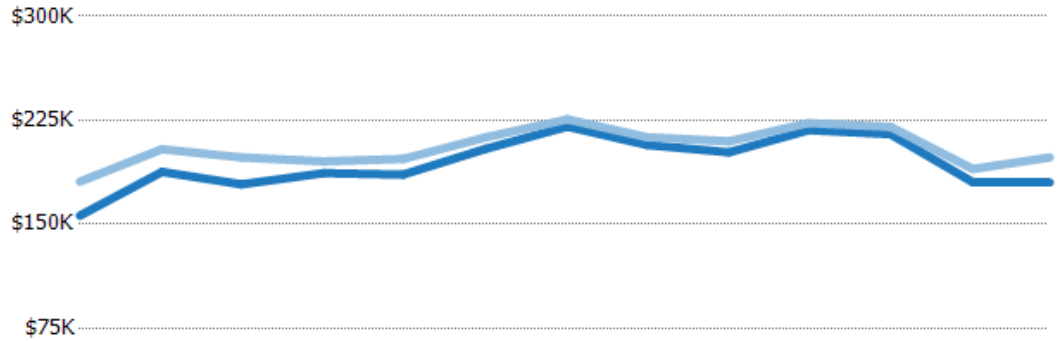
Current Year	\$140K	\$164K	\$159K	\$132K	\$145K	\$142K	\$157K	\$136K	\$138K	\$139K	\$130K	\$130K	\$140K
Prior Year	\$149K	\$160K	\$167K	\$179K	\$179K	\$175K	\$175K	\$167K	\$170K	\$170K	\$155K	\$140K	\$140K
Percent Change from Prior Year	-6%	2%	-5%	-26%	-19%	-19%	-10%	-18%	-19%	-18%	-16%	-7%	0%

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:
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Family Residence



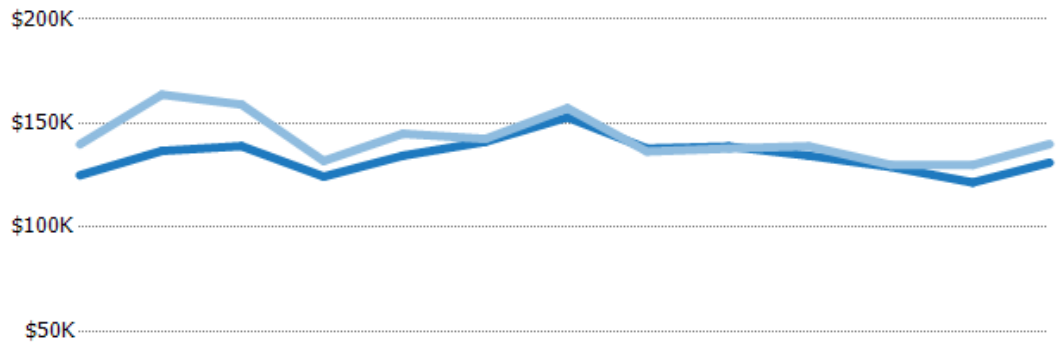
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$156K	\$188K	\$179K	\$187K	\$186K	\$204K	\$220K	\$207K	\$202K	\$218K	\$215K	\$180K	\$180K
Avg Listing Price	\$181K	\$204K	\$198K	\$195K	\$197K	\$213K	\$226K	\$213K	\$210K	\$223K	\$220K	\$190K	\$198K
Avg Listing Price as a % of Avg Est Value	116%	109%	111%	105%	106%	104%	102%	103%	104%	102%	102%	105%	110%

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



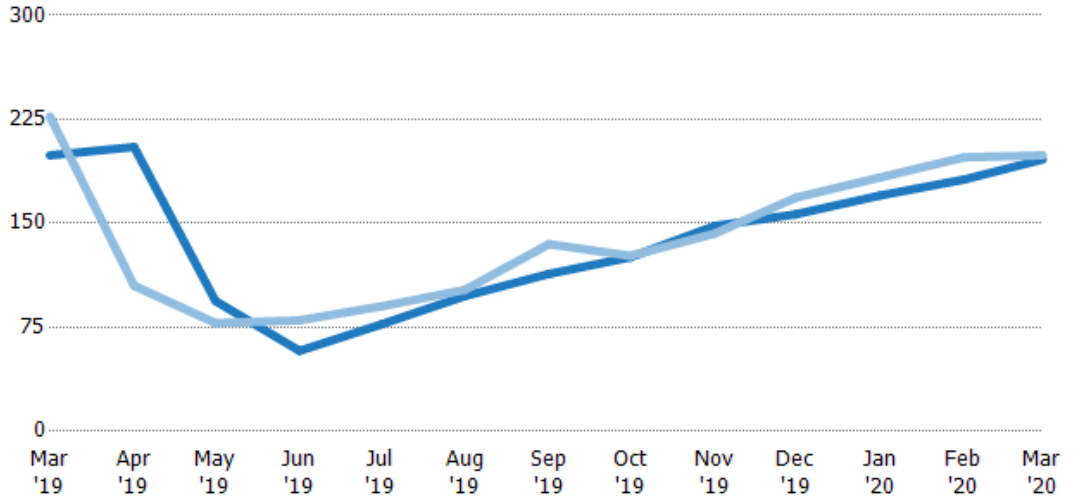
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$125K	\$137K	\$139K	\$124K	\$134K	\$141K	\$153K	\$138K	\$139K	\$134K	\$129K	\$122K	\$131K
Median Listing Price	\$140K	\$164K	\$159K	\$132K	\$145K	\$142K	\$157K	\$136K	\$138K	\$139K	\$130K	\$130K	\$140K
Med Listing Price as a % of Med Est Value	112%	120%	114%	106%	108%	101%	103%	99%	99%	103%	101%	107%	107%

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

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



Month/Year	Days	% Chg.
Mar '20	196	-1.5%
Mar '19	199	-12.3%
Mar '18	227	-5.3%

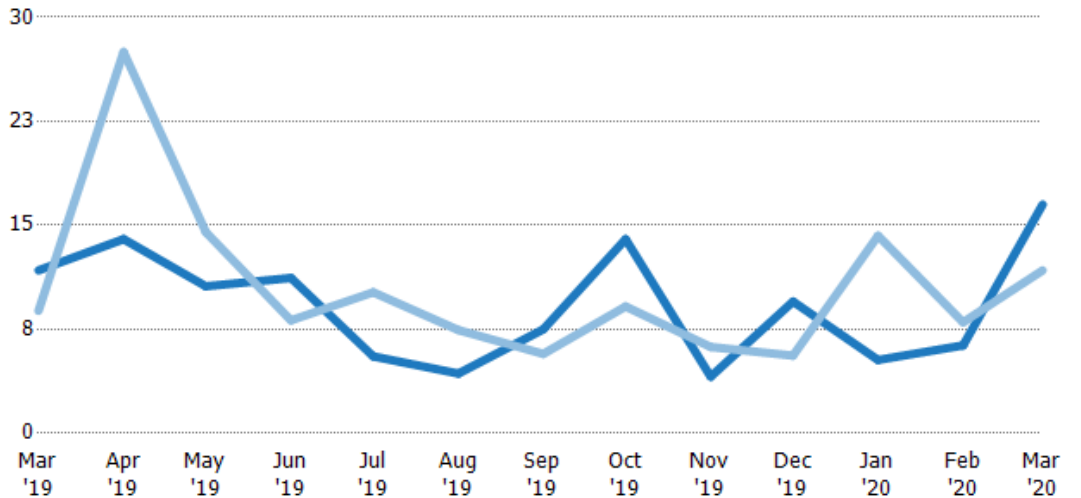
Current Year	199	205	94	58	77	97.5	114	126	148	157	170	182	196
Prior Year	227	105	78	80	90	102	135	127	143	169	183	198	199
Percent Change from Prior Year	-12%	95%	21%	-28%	-14%	-4%	-16%	-1%	4%	-7%	-7%	-8%	-2%

Months of Inventory

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

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Family Residence



Month/Year	Months	% Chg.
Mar '20	16.5	40.4%
Mar '19	11.8	33%
Mar '18	8.83	149.1%

Current Year	11.8	14	10.6	11.2	5.55	4.31	7.5	14	4.08	9.5	5.29	6.33	16.5
Prior Year	8.83	27.5	14.5	8.14	10.2	7.44	5.73	9.14	6.22	5.6	14.3	8	11.8
Percent Change from Prior Year	33%	-49%	-27%	38%	-45%	-42%	31%	53%	-34%	70%	-63%	-21%	40%

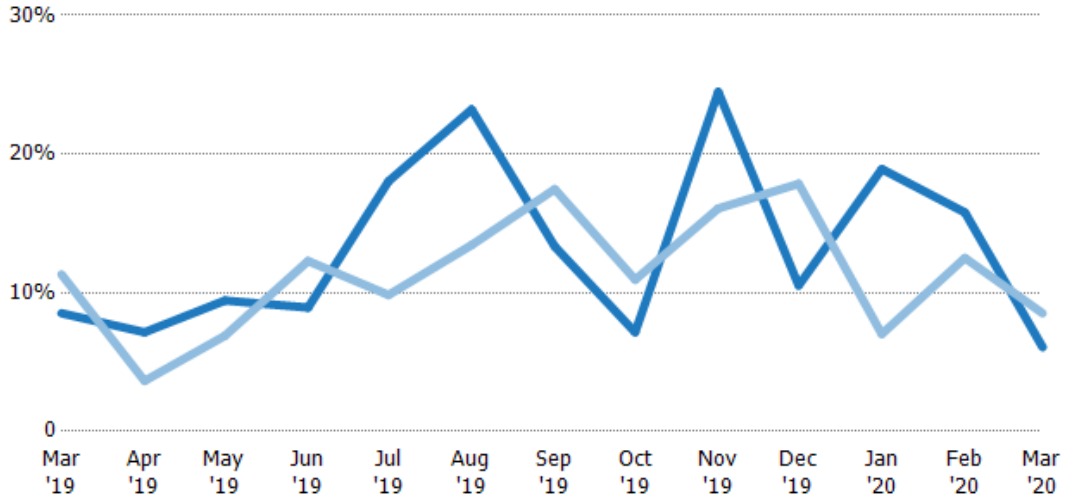
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Mar '20	6%	2.5%
Mar '19	9%	2.8%
Mar '18	11%	-59.9%



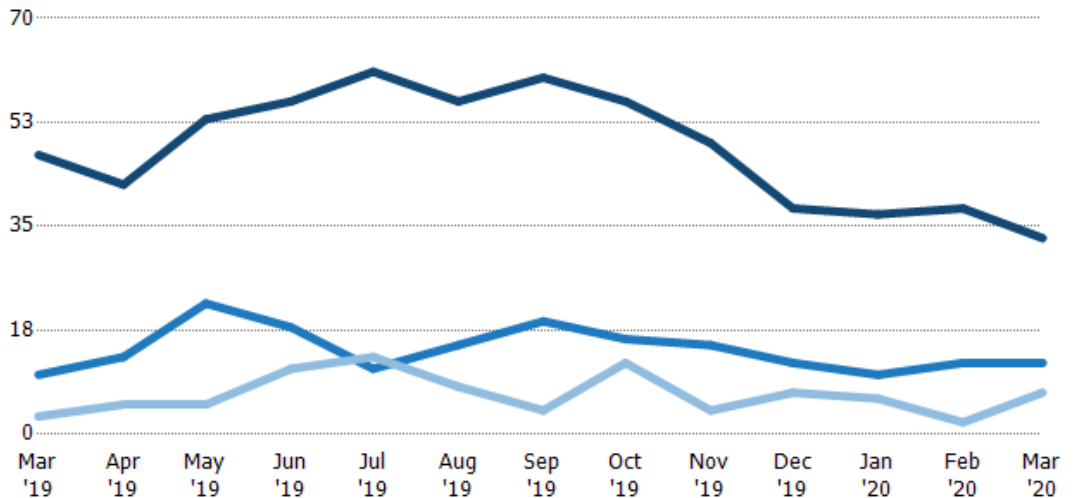
Current Year	9%	7%	9%	9%	18%	23%	13%	7%	24%	11%	19%	16%	6%
Prior Year	11%	4%	7%	12%	10%	13%	17%	11%	16%	18%	7%	13%	9%
Change from Prior Year	3%	-4%	-3%	3%	-8%	-10%	4%	4%	-8%	7%	-12%	-3%	2%

Active/Pending/Sold Units

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

Filters Used

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



Active	47	42	53	56	61	56	60	56	49	38	37	38	33
Pending	10	13	22	18	11	15	19	16	15	12	10	12	12
Sold	3	5	5	11	13	8	4	12	4	7	6	2	7

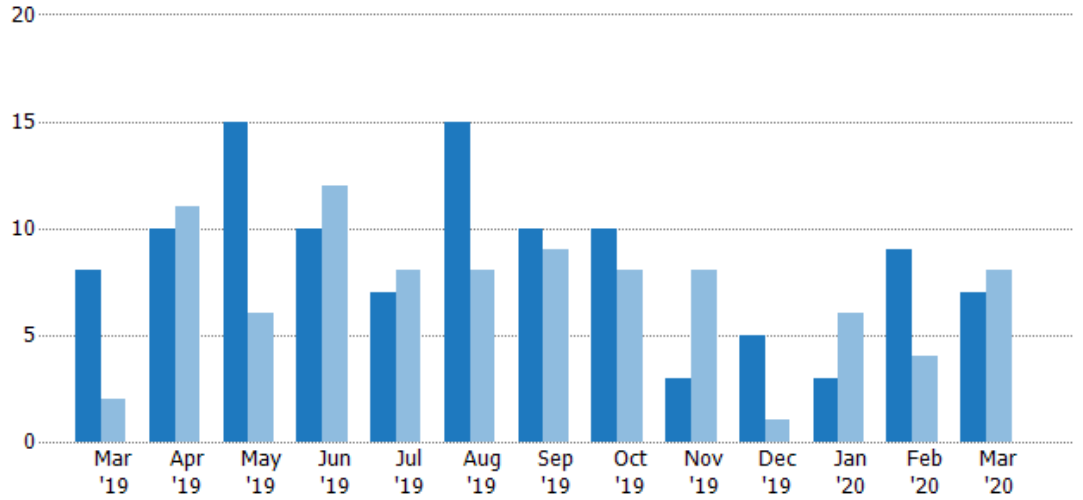
New Pending Sales

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

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	Count	% Chg.
Mar '20	7	-12.5%
Mar '19	8	300%
Mar '18	2	300%



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

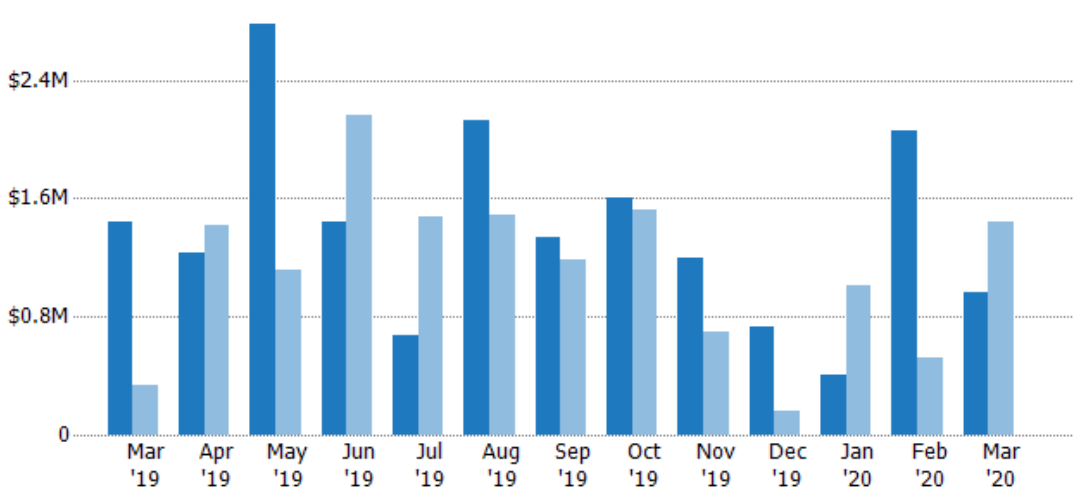
New Pending Sales Volume

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.
Mar '20	\$963K	-33.3%
Mar '19	\$1.44M	334.9%
Mar '18	\$332K	151.7%



Current Year	\$1.44M	\$1.23M	\$2.77M	\$1.44M	\$676K	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K	\$405K	\$2.06M	\$963K
Prior Year	\$332K	\$1.42M	\$1.11M	\$2.16M	\$1.48M	\$1.48M	\$1.19M	\$1.52M	\$694K	\$158K	\$1.01M	\$524K	\$1.44M
Percent Change from Prior Year	335%	-13%	150%	-33%	-54%	44%	13%	6%	72%	362%	-60%	293%	-33%

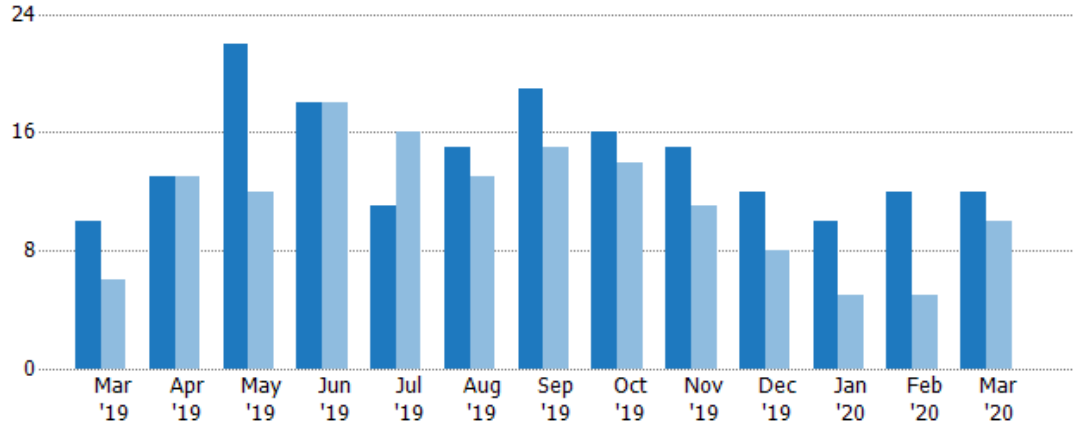
Pending Sales

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.
Mar '20	12	20%
Mar '19	10	66.7%
Mar '18	6	116.7%



Current Year	10	13	22	18	11	15	19	16	15	12	10	12	12
Prior Year	6	13	12	18	16	13	15	14	11	8	5	5	10
Percent Change from Prior Year	67%	0%	83%	0%	-31%	15%	27%	14%	36%	50%	100%	140%	20%

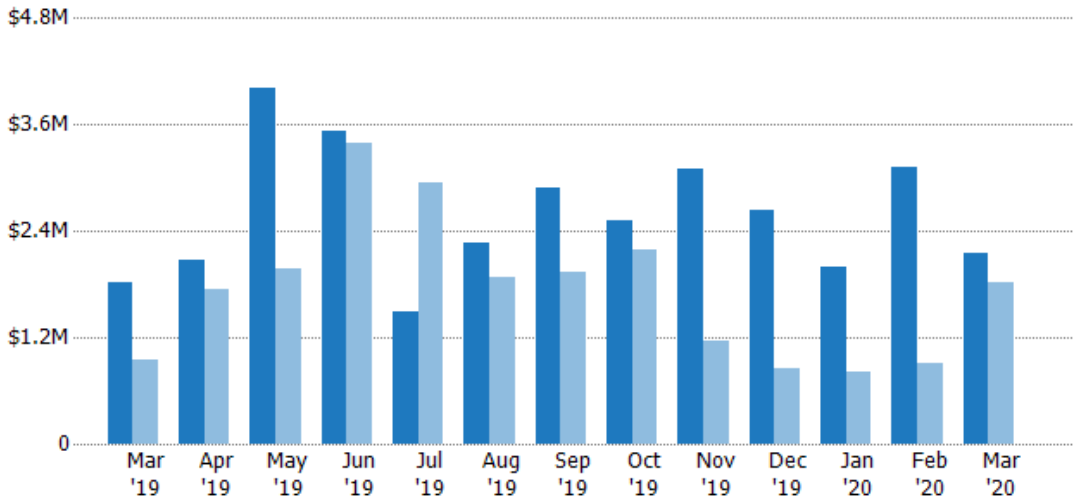
Pending Sales Volume

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.
Mar '20	\$2.15M	18.4%
Mar '19	\$1.81M	92.9%
Mar '18	\$940K	72.2%



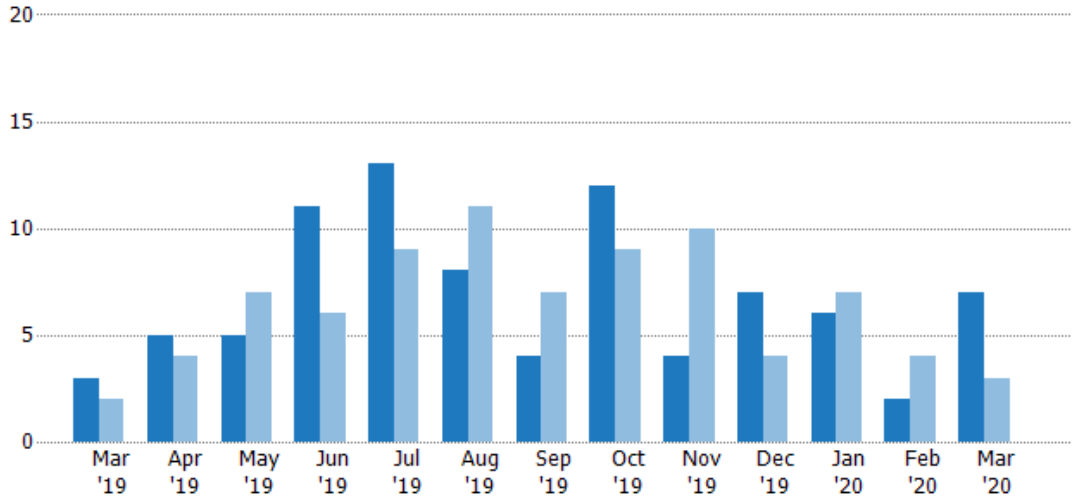
Current Year	\$1.81M	\$2.06M	\$4.01M	\$3.53M	\$1.49M	\$2.26M	\$2.9M	\$2.51M	\$3.1M	\$2.63M	\$1.99M	\$3.12M	\$2.15M
Prior Year	\$940K	\$1.75M	\$1.97M	\$3.39M	\$2.95M	\$1.88M	\$1.94M	\$2.18M	\$1.16M	\$844K	\$819K	\$903K	\$1.81M
Percent Change from Prior Year	93%	18%	103%	4%	-50%	20%	49%	15%	167%	211%	144%	246%	18%

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



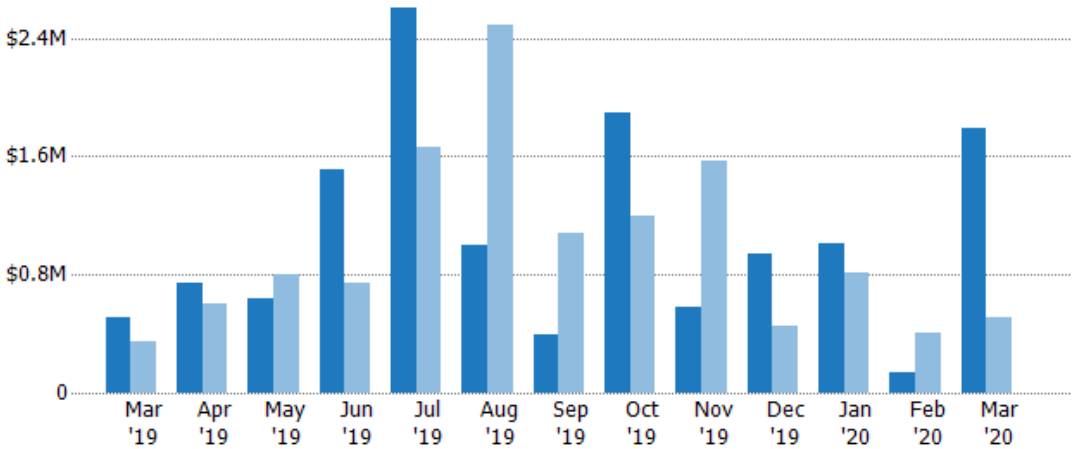
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	3	5	5	11	13	8	4	12	4	7	6	2	7
Prior Year	2	4	7	6	9	11	7	9	10	4	7	4	3
Percent Change from Prior Year	50%	25%	-29%	83%	44%	-27%	-43%	33%	-60%	75%	-14%	-50%	133%

Closed Sales Volume

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

Filters Used

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



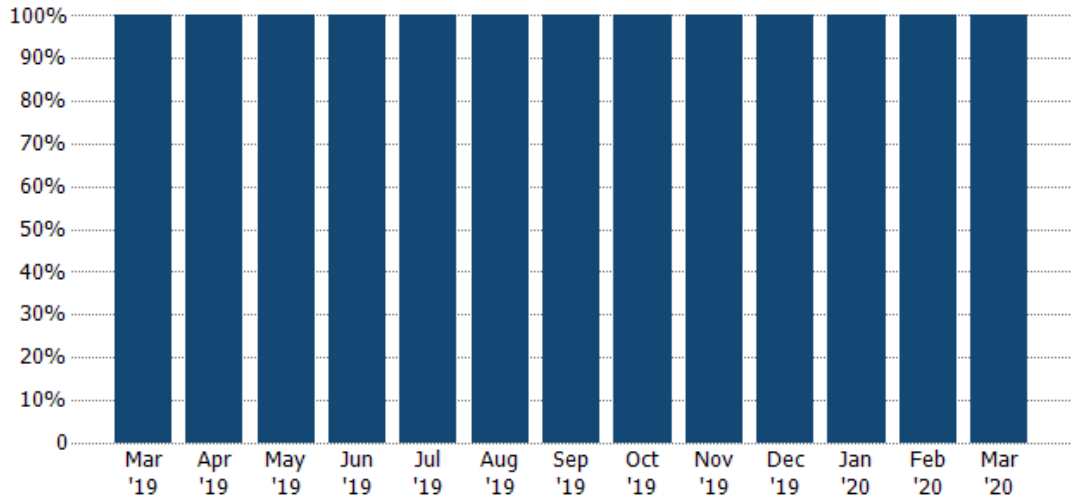
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$514K	\$746K	\$640K	\$1.51M	\$2.6M	\$995K	\$396K	\$1.89M	\$576K	\$946K	\$1.01M	\$142K	\$1.78M
Prior Year	\$343K	\$599K	\$806K	\$748K	\$1.66M	\$2.49M	\$1.08M	\$1.2M	\$1.57M	\$452K	\$815K	\$409K	\$514K
Percent Change from Prior Year	50%	25%	-21%	102%	57%	-60%	-63%	58%	-63%	109%	23%	-65%	247%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



■ Single Family Residence

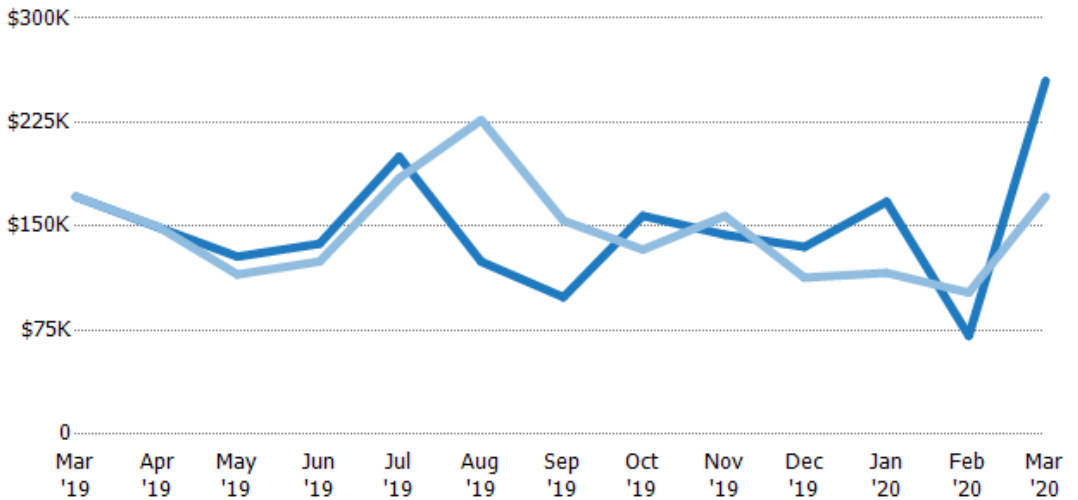
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

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

Filters Used

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$171K \$149K \$128K \$137K \$200K \$124K \$98.9K \$158K \$144K \$135K \$168K \$71K \$255K
 \$171K \$150K \$115K \$125K \$185K \$227K \$154K \$133K \$157K \$113K \$116K \$102K \$171K
 0% 0% 11% 10% 8% -45% -36% 18% -9% 20% 44% -31% 49%

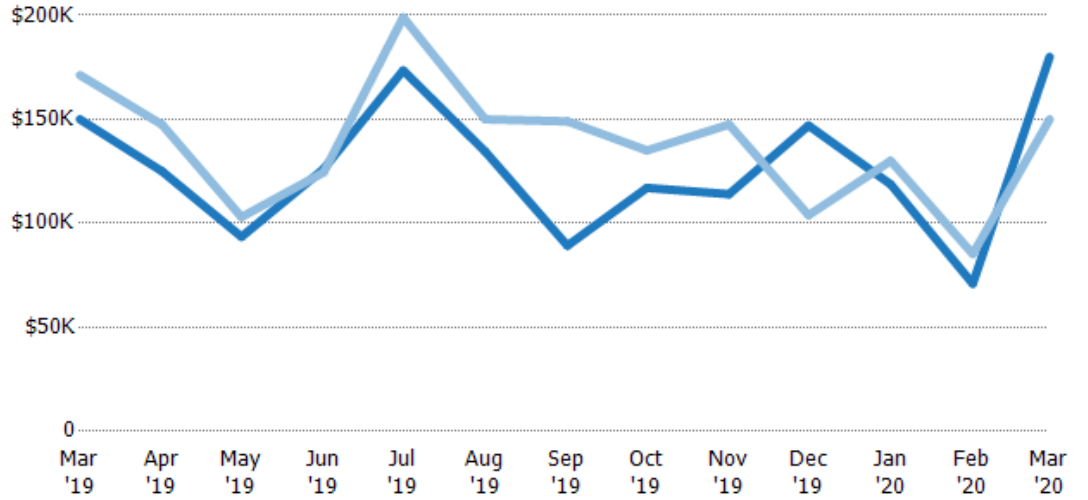
Median Sales Price

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.
Mar '20	\$180K	20%
Mar '19	\$150K	-12.4%
Mar '18	\$171K	-28%



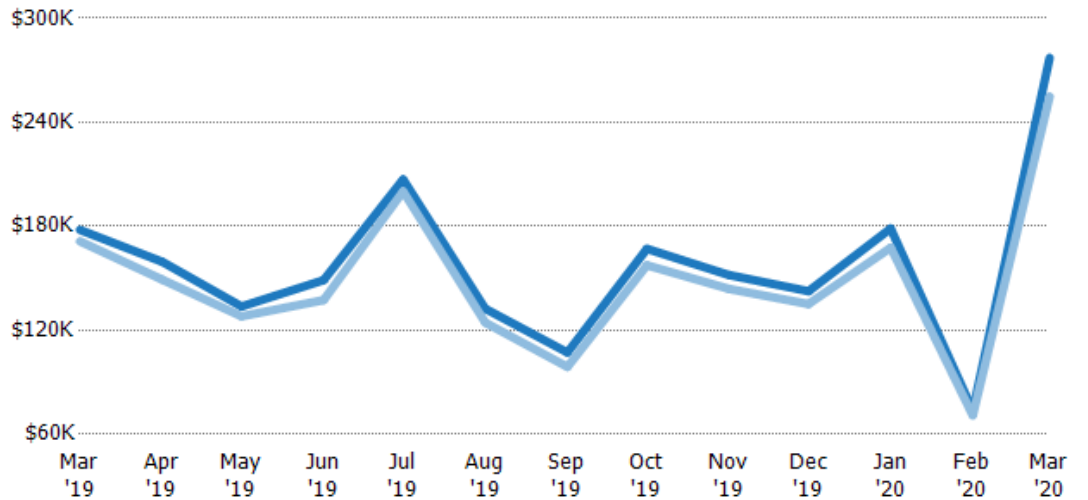
Current Year	\$150K	\$125K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$71K	\$180K
Prior Year	\$171K	\$147K	\$103K	\$125K	\$199K	\$150K	\$149K	\$135K	\$148K	\$104K	\$130K	\$85.3K	\$150K
Percent Change from Prior Year	-12%	-15%	-9%	1%	-13%	-10%	-40%	-13%	-23%	42%	-9%	-17%	20%

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



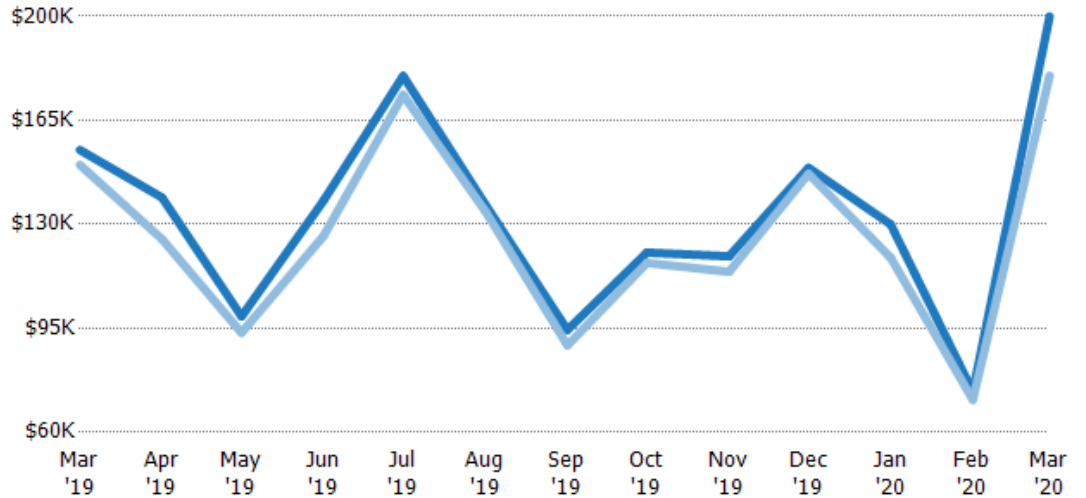
Avg List Price	\$178K	\$160K	\$134K	\$149K	\$207K	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$73.7K	\$277K
Avg Sales Price	\$171K	\$149K	\$128K	\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$71K	\$255K
Avg Sales Price as a % of Avg List Price	96%	94%	96%	92%	97%	94%	92%	94%	95%	95%	94%	96%	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



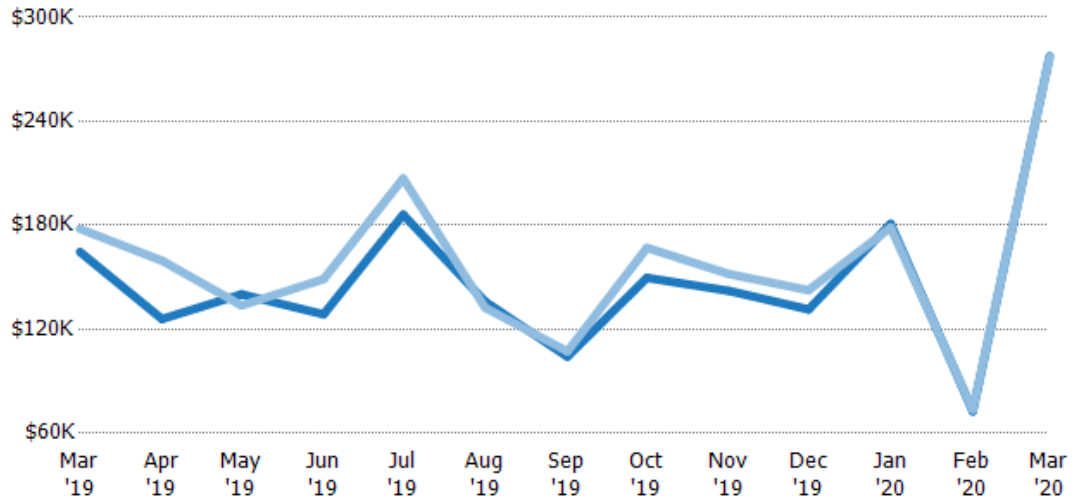
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$155K	\$139K	\$99K	\$138K	\$180K	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$73.7K	\$200K
Median Sales Price	\$150K	\$125K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$71K	\$180K
Med Sales Price as a % of Med List Price	97%	90%	94%	91%	96%	98%	94%	97%	96%	99%	91%	96%	90%

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



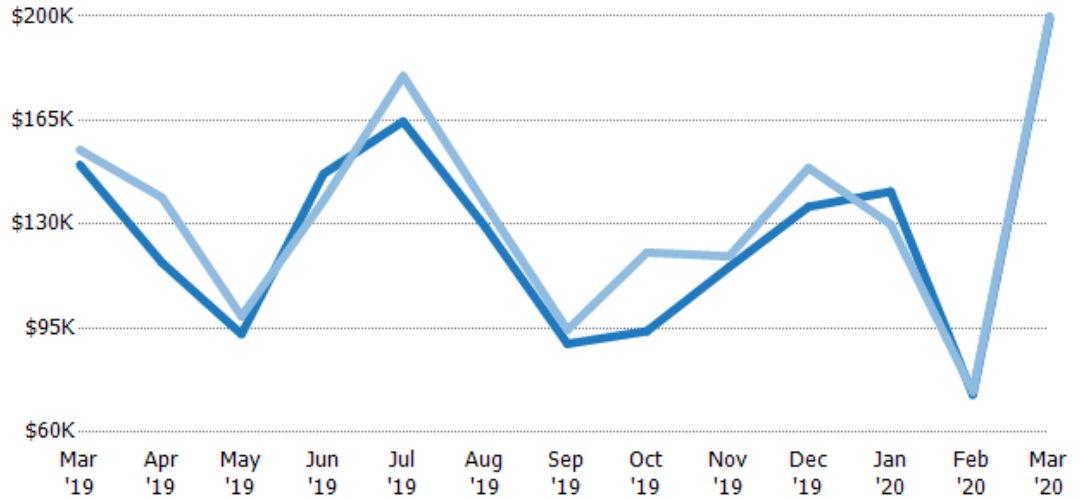
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$165K	\$126K	\$140K	\$129K	\$186K	\$136K	\$104K	\$150K	\$142K	\$131K	\$181K	\$72.7K	\$278K
Avg Sales Price	\$178K	\$160K	\$134K	\$149K	\$207K	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$73.7K	\$277K
Avg Sales Price as a % of Avg Est Value	108%	127%	95%	116%	111%	97%	103%	112%	107%	108%	99%	101%	100%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$150K	\$117K	\$93K	\$147K	\$165K	\$129K	\$89.8K	\$94K	\$116K	\$136K	\$141K	\$72.7K	\$199K
Median Sales Price	\$155K	\$139K	\$99K	\$138K	\$180K	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$73.7K	\$200K
Med Sales Price as a % of Med Est Value	103%	119%	106%	94%	109%	106%	105%	128%	103%	110%	92%	101%	100%