

## 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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	10	-70%	38	34	+11.8%
New Listing Volume	\$804,850	\$2,639,100	-69.5%	\$6,266,450	\$5,873,000	+6.7%
Active Listing Count	56	60	-6.7%	N/A	N/A	
Active Listing Volume	\$11,186,600	\$13,367,750	-16.3%	N/A	N/A	
Average Listing Price	\$199,761	\$222,796	-10.3%	\$202,514	\$207,644	-2.5%
Median Listing Price	\$156,975	\$199,000	-21.1%	\$159,048	\$178,059	-10.7%
Median Days in RPR	137.5	237	-42%	173.54	211.5	-17.9%
Months of Inventory	7	12	-41.7%	9.3	12.3	-24.3%
Absorption Rate	14.29%	8.33%	+6%	10.7%	8.1%	+2.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	8	13	-38.5%	35	36	-2.8%
New Pending Sales Volume	\$1,124,250	\$1,786,300	-37.1%	\$6,786,050	\$5,964,299	+13.8%
Pending Sales Count	18	16	+12.5%	N/A	N/A	
Pending Sales Volume	\$3,613,000	\$2,622,350	+37.8%	N/A	N/A	
Closed Sales Count	5	9	-44.4%	25	26	-3.8%
Closed Sales Volume	\$1,168,500	\$1,659,150	-29.6%	\$4,957,720	\$3,981,450	+24.5%
Average Sales Price	\$233,700	\$184,350	+26.8%	\$198,309	\$153,133	+29.5%
Median Sales Price	\$250,000	\$198,500	+25.9%	\$155,800	\$160,827	-3.1%

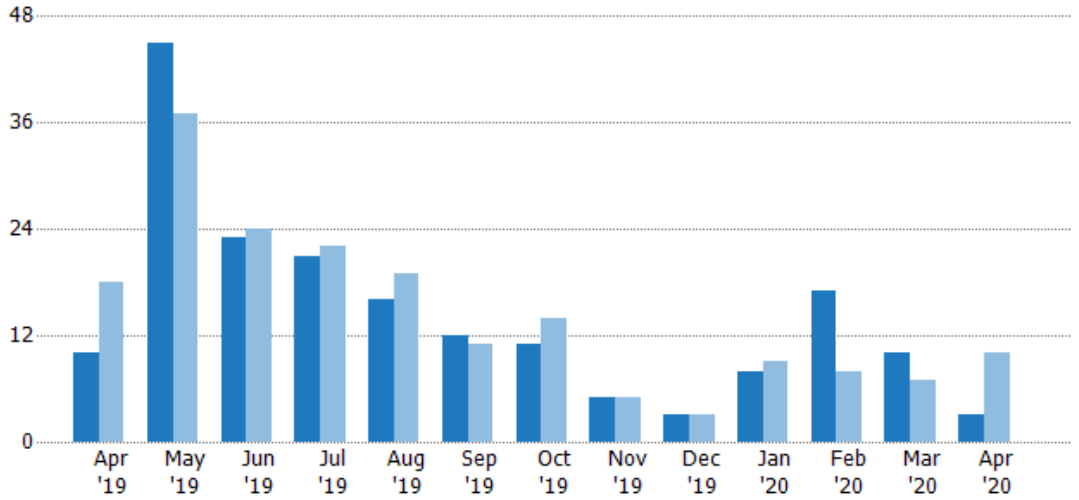
## New Listings

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.
Apr '20	3	-70%
Apr '19	10	-44.4%
Apr '18	18	5.6%

	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	10	45	23	21	16	12	11	5	3	8	17	10	3
Prior Year	18	37	24	22	19	11	14	5	3	9	8	7	10
Percent Change from Prior Year	-44%	22%	-4%	-5%	-16%	9%	-21%	0%	0%	-11%	113%	43%	-70%

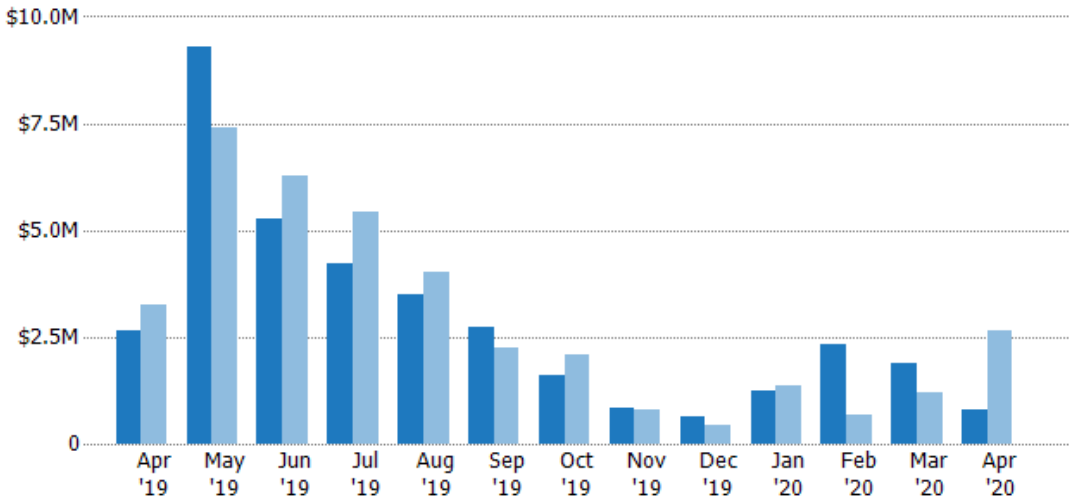
## New Listing Volume

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.
Apr '20	\$805K	-69.5%
Apr '19	\$2.64M	-18.7%
Apr '18	\$3.25M	0.5%

	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$2.64M	\$9.29M	\$5.27M	\$4.24M	\$3.51M	\$2.73M	\$1.62M	\$825K	\$627K	\$1.22M	\$2.33M	\$1.9M	\$805K
Prior Year	\$3.25M	\$7.4M	\$6.27M	\$5.44M	\$4M	\$2.23M	\$2.08M	\$789K	\$449K	\$1.37M	\$670K	\$1.19M	\$2.64M
Percent Change from Prior Year	-19%	26%	-16%	-22%	-12%	22%	-22%	5%	40%	-11%	248%	60%	-70%

## Active Listings

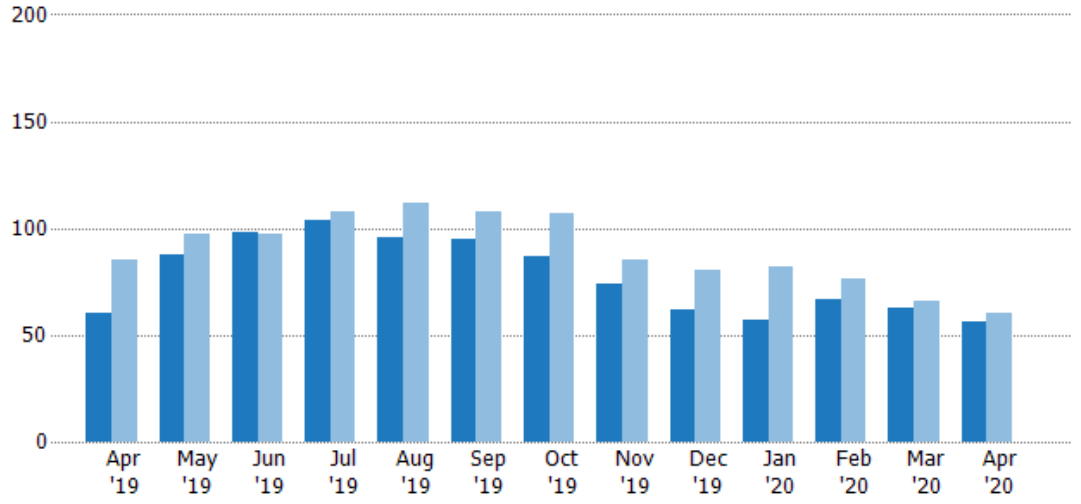
The number of active residential listings at the end of each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
Danville, VT 05828, West Danville,  
VT 05873

Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Apr '20	56	-6.7%
Apr '19	60	-29.4%
Apr '18	85	16.5%



Current Year	60	88	98	104	96	95	87	74	62	57	67	63	56
Prior Year	85	97	97	108	112	108	107	85	80	82	76	66	60
Percent Change from Prior Year	-29%	-9%	1%	-4%	-14%	-12%	-19%	-13%	-23%	-30%	-12%	-5%	-7%

## Active Listing Volume

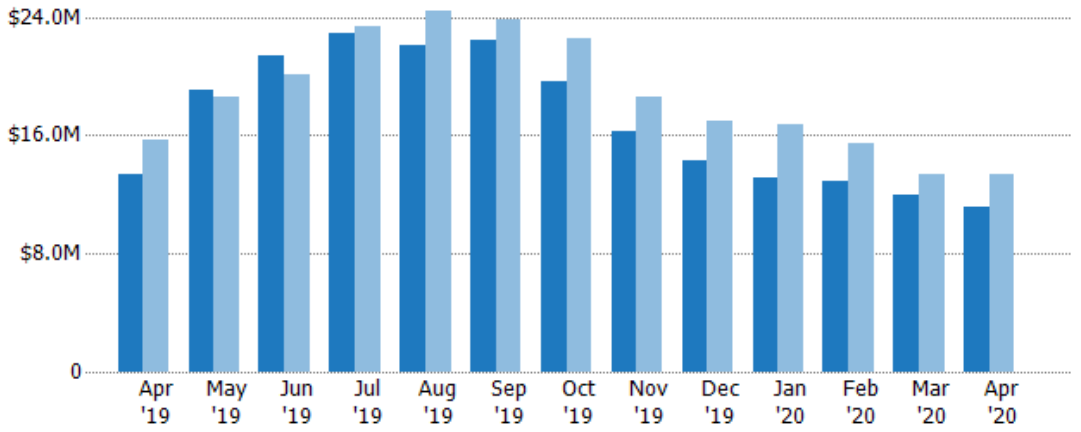
The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
Danville, VT 05828, West Danville,  
VT 05873

Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Apr '20	\$11.2M	-16.3%
Apr '19	\$13.4M	-14.5%
Apr '18	\$15.6M	15.2%



Current Year	\$13.4M	\$19M	\$21.4M	\$22.9M	\$22.1M	\$22.4M	\$19.7M	\$16.3M	\$14.3M	\$13.1M	\$12.9M	\$12M	\$11.2M
Prior Year	\$15.6M	\$18.6M	\$20.1M	\$23.4M	\$24.4M	\$23.8M	\$22.6M	\$18.6M	\$16.9M	\$16.8M	\$15.5M	\$13.4M	\$13.4M
Percent Change from Prior Year	-15%	2%	7%	-2%	-9%	-6%	-13%	-12%	-15%	-22%	-16%	-10%	-16%

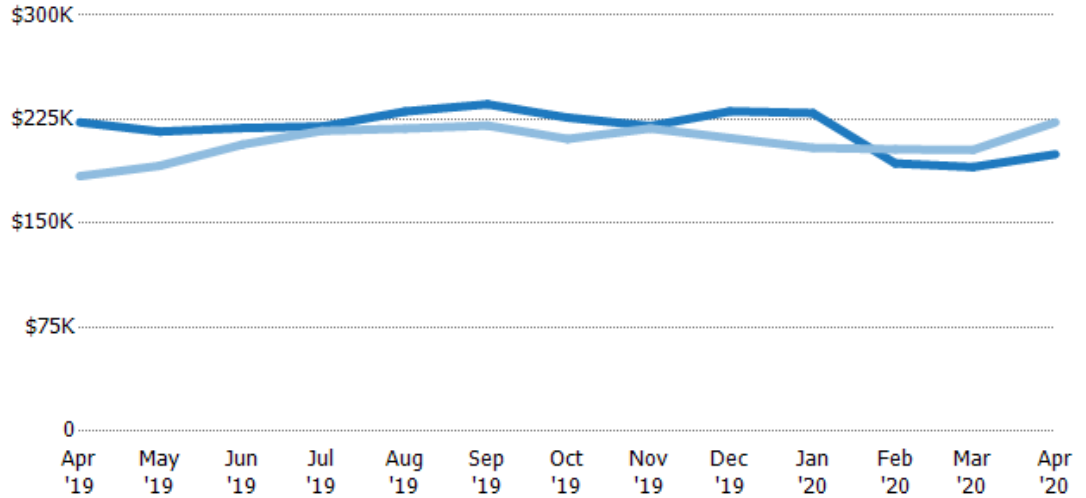
## Average Listing Price

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.
Apr '20	\$200K	-10.3%
Apr '19	\$223K	21.1%
Apr '18	\$184K	-1.1%



Current Year	\$223K	\$216K	\$219K	\$220K	\$231K	\$236K	\$226K	\$220K	\$231K	\$229K	\$193K	\$191K	\$200K
Prior Year	\$184K	\$191K	\$207K	\$217K	\$218K	\$220K	\$211K	\$218K	\$211K	\$204K	\$203K	\$203K	\$223K
Percent Change from Prior Year	21%	13%	6%	1%	6%	7%	7%	1%	9%	12%	-5%	-6%	-10%

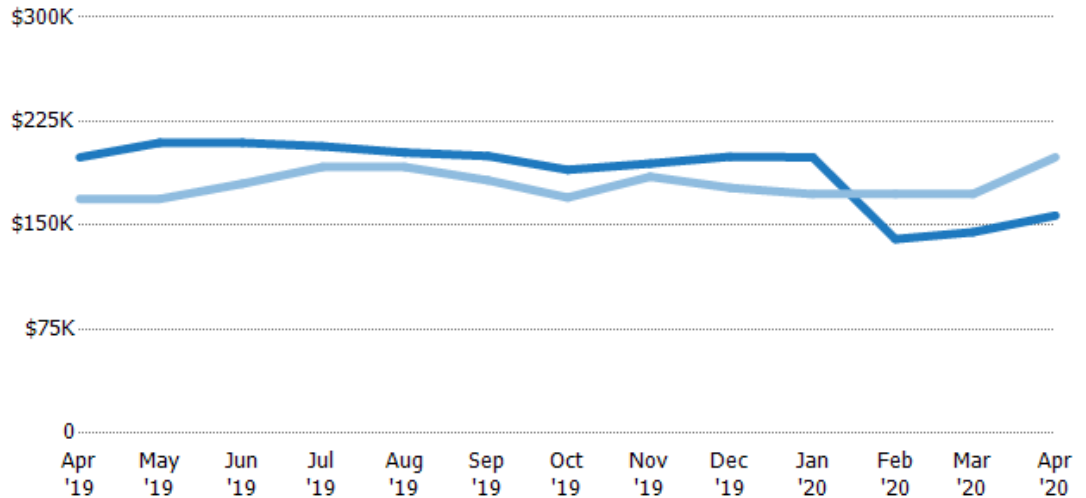
## Median Listing Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Apr '20	\$157K	-21.1%
Apr '19	\$199K	17.8%
Apr '18	\$169K	-6.8%



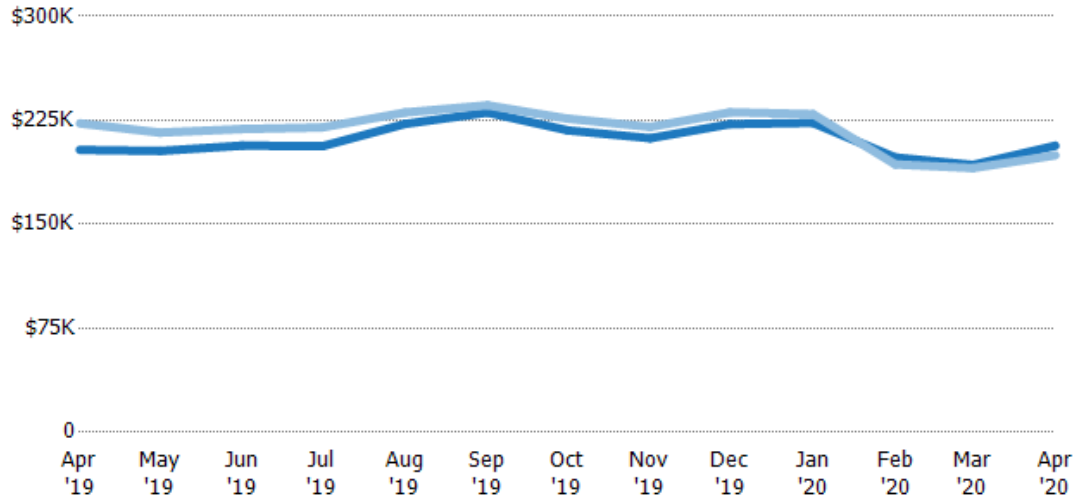
Current Year	\$199K	\$210K	\$210K	\$207K	\$202K	\$200K	\$190K	\$195K	\$199K	\$199K	\$140K	\$145K	\$157K
Prior Year	\$169K	\$169K	\$180K	\$192K	\$192K	\$182K	\$170K	\$185K	\$177K	\$172K	\$172K	\$172K	\$199K
Percent Change from Prior Year	18%	24%	16%	8%	5%	10%	12%	5%	13%	15%	-19%	-16%	-21%

## 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



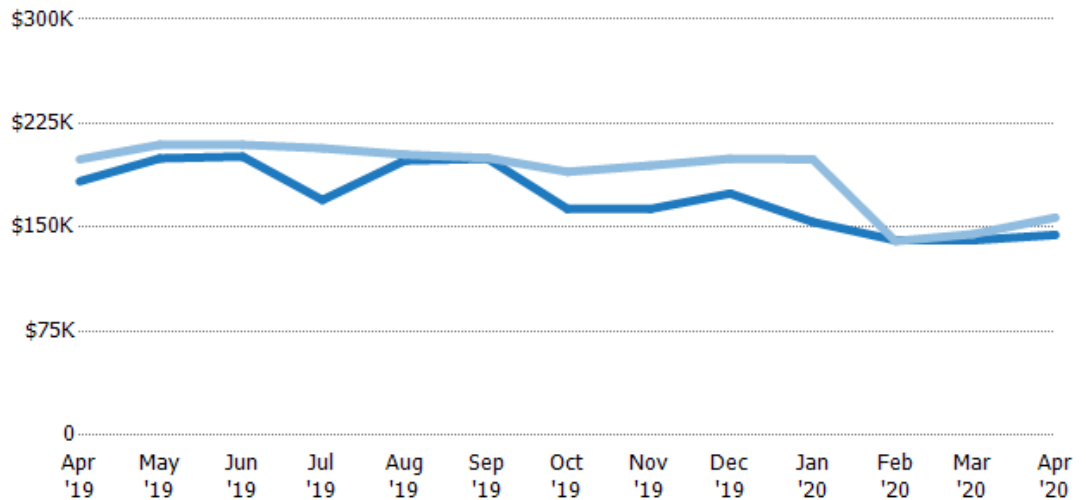
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$204K	\$203K	\$207K	\$206K	\$222K	\$231K	\$218K	\$212K	\$222K	\$223K	\$198K	\$193K	\$207K
Avg Listing Price	\$223K	\$216K	\$219K	\$220K	\$231K	\$236K	\$226K	\$220K	\$231K	\$229K	\$193K	\$191K	\$200K
Avg Listing Price as a % of Avg Est Value	109%	107%	106%	107%	104%	102%	104%	104%	104%	103%	97%	99%	97%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$183K	\$200K	\$201K	\$170K	\$198K	\$199K	\$163K	\$163K	\$174K	\$154K	\$141K	\$141K	\$144K
Median Listing Price	\$199K	\$210K	\$210K	\$207K	\$202K	\$200K	\$190K	\$195K	\$199K	\$199K	\$140K	\$145K	\$157K
Med Listing Price as a % of Med Est Value	109%	105%	104%	122%	102%	100%	116%	119%	114%	129%	100%	103%	109%

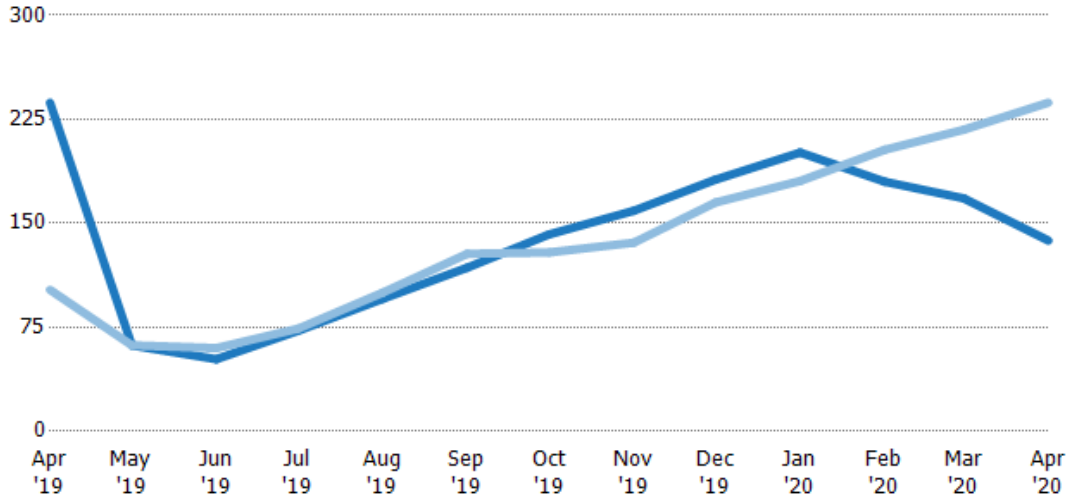
## Median Days in RPR

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.
Apr '20	138	-42%
Apr '19	237	132.4%
Apr '18	102	50%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	237	62	52	72.5	95.5	118	142	159	182	201	180	168	138
Prior Year	102	62	60	74	100	128	129	136	165	181	203	218	237
Percent Change from Prior Year	132%	0%	-13%	-2%	-5%	-8%	10%	17%	10%	11%	-11%	-23%	-42%

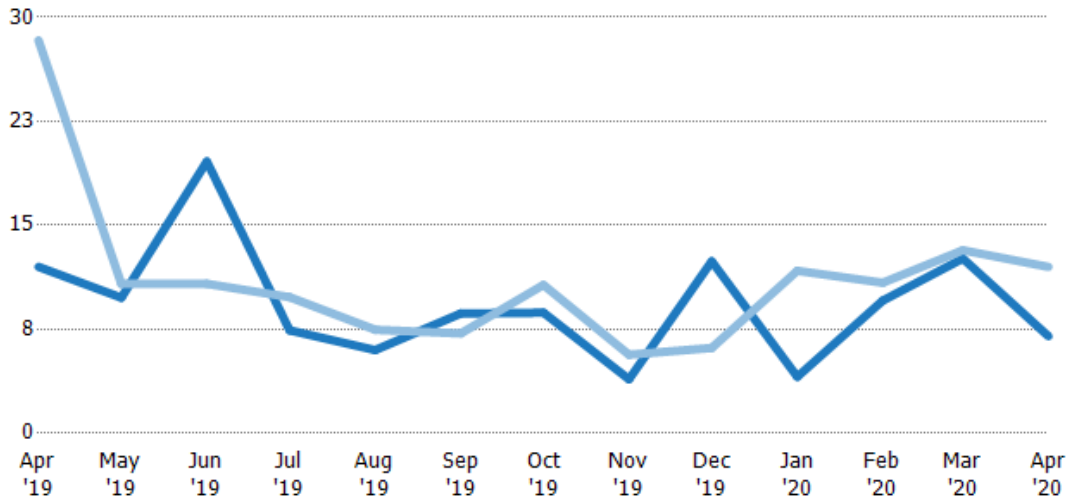
## Months of Inventory

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.
Apr '20	7	-41.7%
Apr '19	12	-57.6%
Apr '18	28.3	-41.8%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	12	9.78	19.6	7.43	6	8.64	8.7	3.89	12.4	4.07	9.57	12.6	7
Prior Year	28.3	10.8	10.8	9.82	7.47	7.2	10.7	5.67	6.15	11.7	10.9	13.2	12
Percent Change from Prior Year	-58%	-9%	82%	-24%	-20%	20%	-19%	-31%	102%	-65%	-12%	-5%	-42%

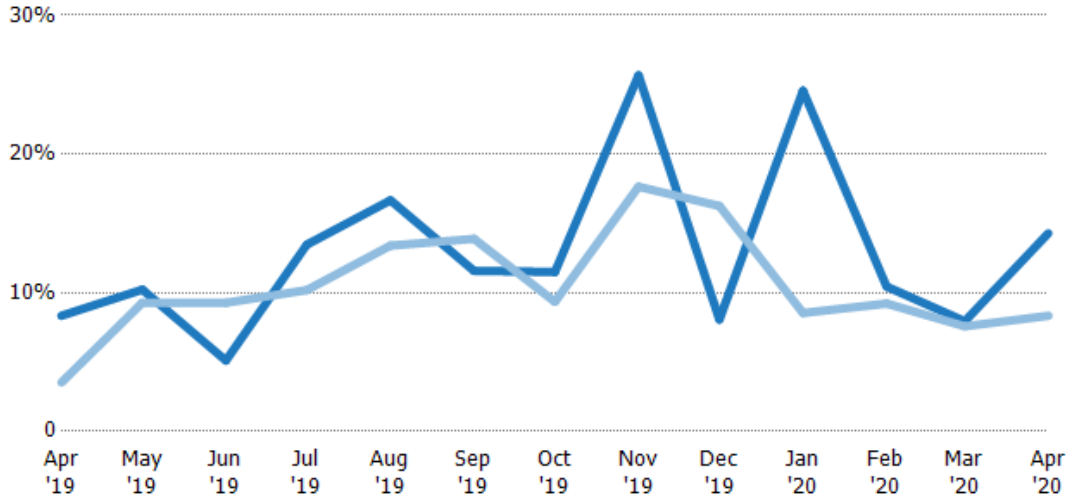
## Absorption Rate

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	8%	10%	5%	13%	17%	12%	11%	26%	8%	25%	10%	8%	14%
Prior Year	4%	9%	9%	10%	13%	14%	9%	18%	16%	9%	9%	8%	8%
Change from Prior Year	-5%	-1%	4%	-3%	-3%	2%	-2%	-8%	8%	-16%	-1%	0%	-6%

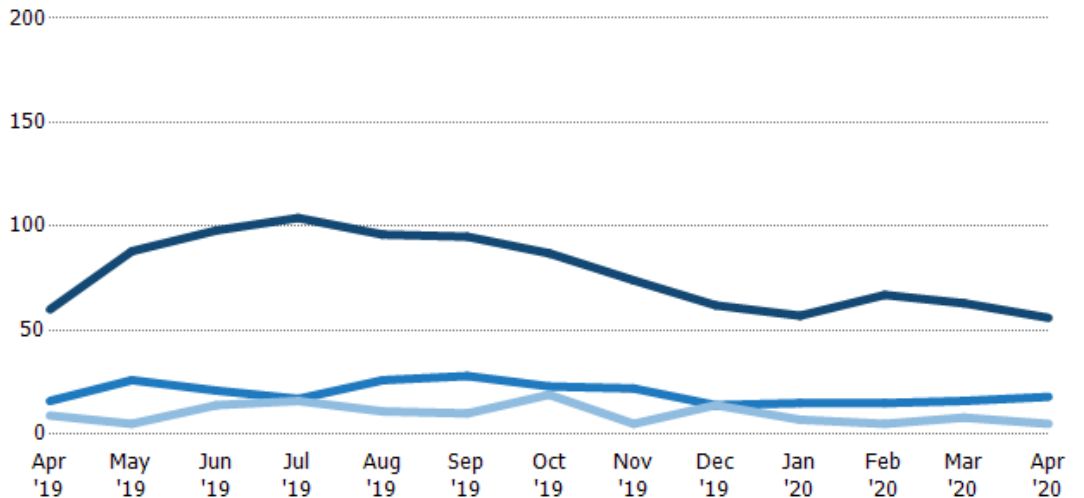
## Active/Pending/Sold Units

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	60	88	98	104	96	95	87	74	62	57	67	63	56
Pending	16	26	21	17	26	28	23	22	14	15	15	16	18
Sold	9	5	14	16	11	10	19	5	14	7	5	8	5

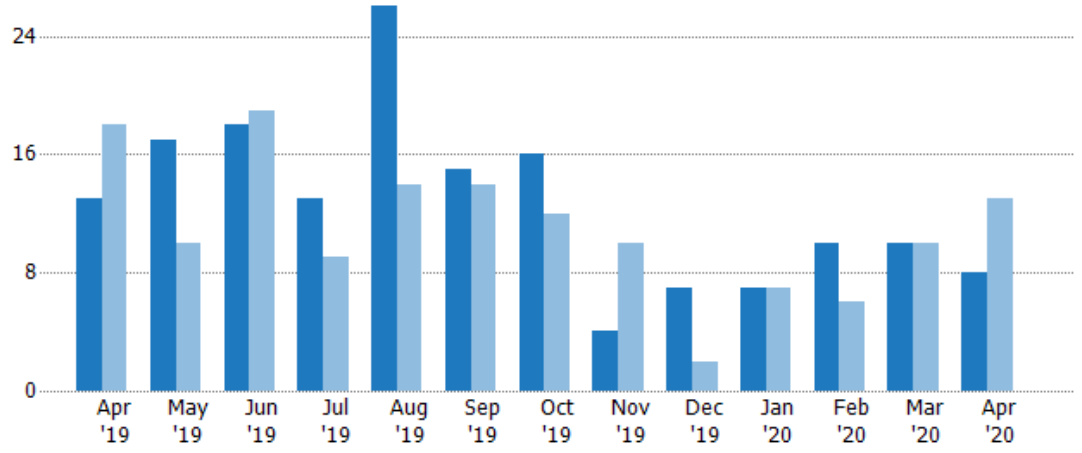
## New Pending Sales

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.
Apr '20	8	-38.5%
Apr '19	13	-27.8%
Apr '18	18	-38.9%

	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	13	17	18	13	26	15	16	4	7	7	10	10	8
Prior Year	18	10	19	9	14	14	12	10	2	7	6	10	13
Percent Change from Prior Year	-28%	70%	-5%	44%	86%	7%	33%	-60%	250%	0%	67%	0%	-38%

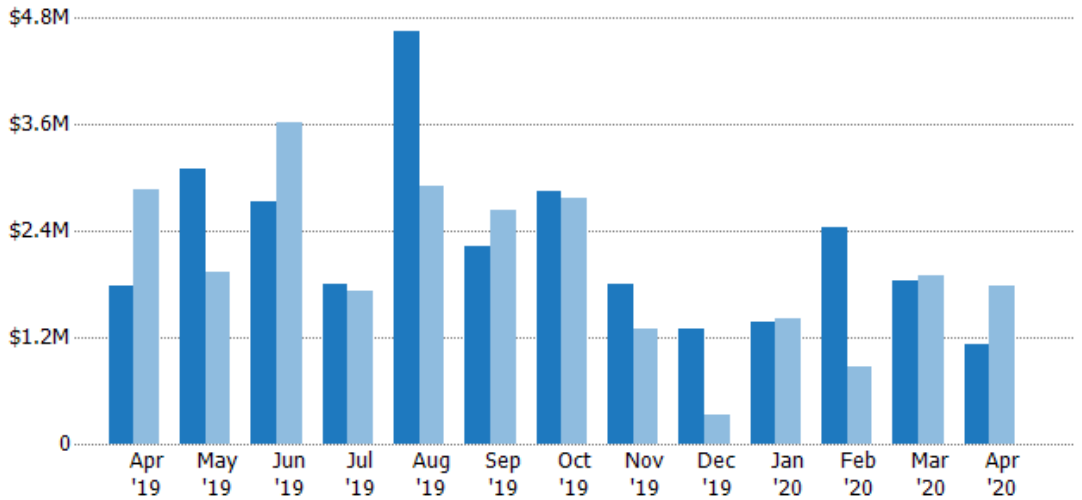
## New Pending Sales Volume

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.
Apr '20	\$1.12M	-37.1%
Apr '19	\$1.79M	-37.7%
Apr '18	\$2.87M	-46.6%

	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$1.79M	\$3.1M	\$2.74M	\$1.79M	\$4.65M	\$2.24M	\$2.85M	\$1.79M	\$1.29M	\$1.38M	\$2.45M	\$1.84M	\$1.12M
Prior Year	\$2.87M	\$1.95M	\$3.63M	\$1.72M	\$2.91M	\$2.64M	\$2.77M	\$1.29M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M
Percent Change from Prior Year	-38%	59%	-25%	5%	60%	-15%	3%	39%	306%	-2%	180%	-3%	-37%



## Pending Sales

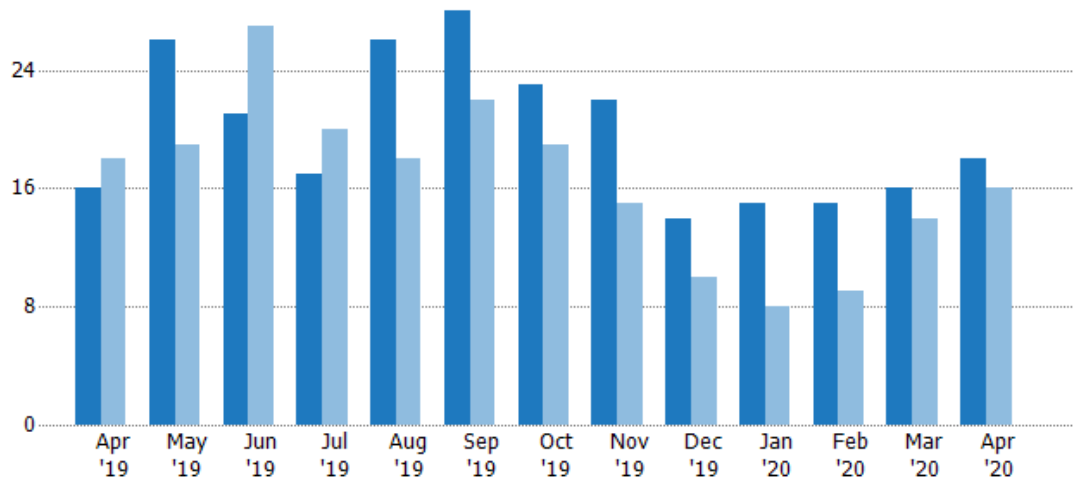
The number of residential properties with accepted offers that were available at the end each month.

### 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.
Apr '20	18	12.5%
Apr '19	16	-11.1%
Apr '18	18	16.7%



Current Year	16	26	21	17	26	28	23	22	14	15	15	16	18
Prior Year	18	19	27	20	18	22	19	15	10	8	9	14	16
Percent Change from Prior Year	-11%	37%	-22%	-15%	44%	27%	21%	47%	40%	88%	67%	14%	13%

## Pending Sales Volume

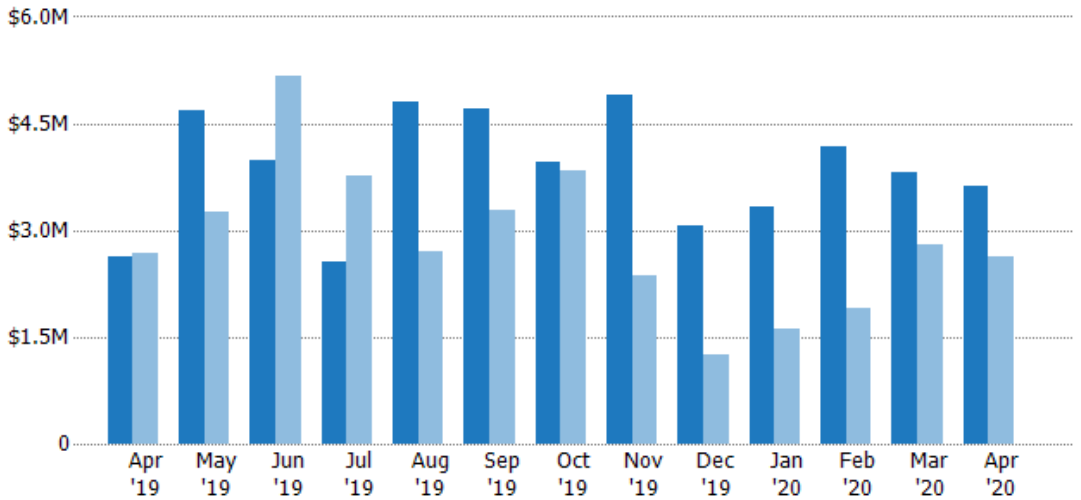
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### 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.
Apr '20	\$3.61M	37.8%
Apr '19	\$2.62M	-2%
Apr '18	\$2.68M	12.1%



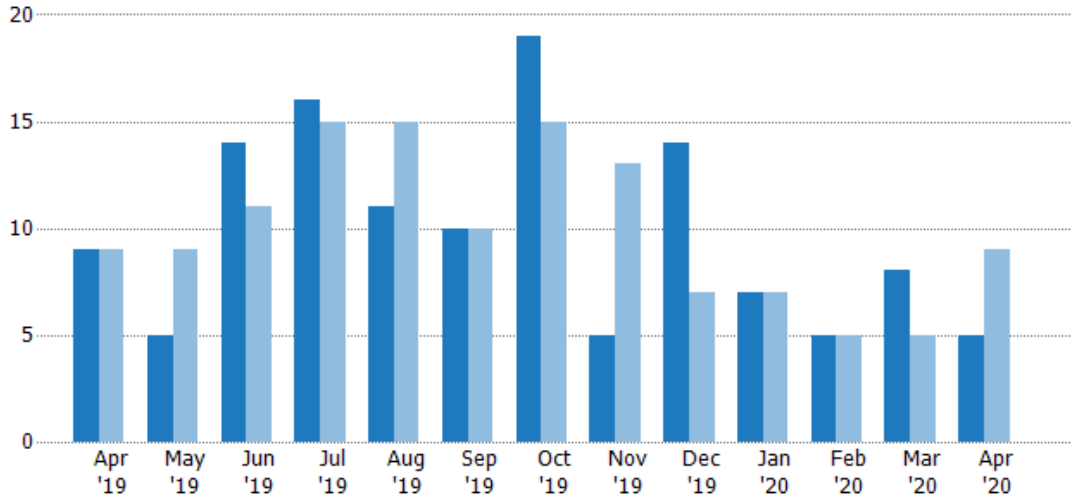
Current Year	\$2.62M	\$4.69M	\$3.99M	\$2.56M	\$4.8M	\$4.7M	\$3.96M	\$4.9M	\$3.07M	\$3.33M	\$4.16M	\$3.81M	\$3.61M
Prior Year	\$2.68M	\$3.26M	\$5.16M	\$3.76M	\$2.7M	\$3.29M	\$3.83M	\$2.36M	\$1.25M	\$1.62M	\$1.9M	\$2.79M	\$2.62M
Percent Change from Prior Year	-2%	44%	-23%	-32%	78%	43%	3%	107%	146%	105%	120%	37%	38%

## 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



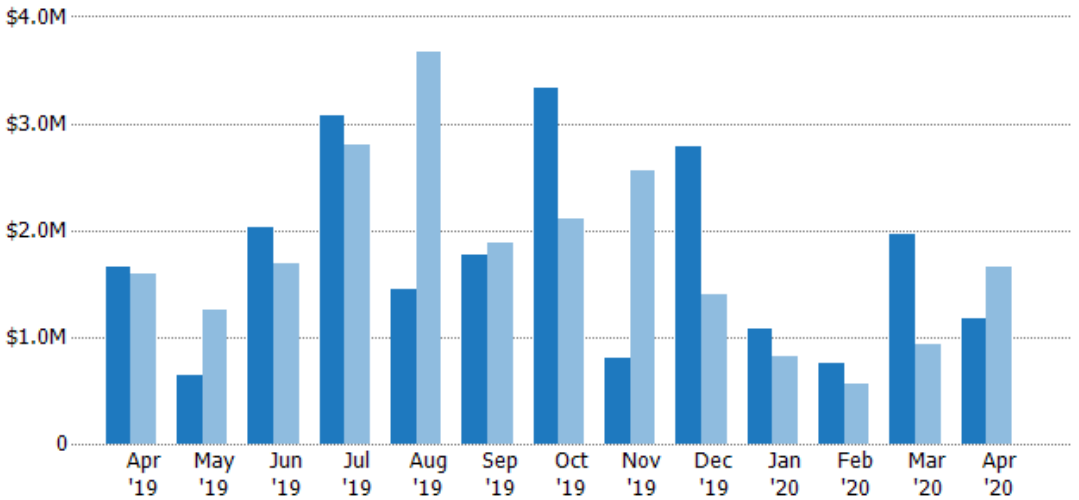
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	5	9	-44.4%
Apr '19	9	9	0%
Apr '18	9	9	-22.2%

## 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	Current Year	Prior Year	Percent Change from Prior Year
Apr '20	\$1.17M	\$1.66M	-29.6%
Apr '19	\$1.66M	\$1.66M	4.7%
Apr '18	\$1.58M	\$1.58M	-30.7%

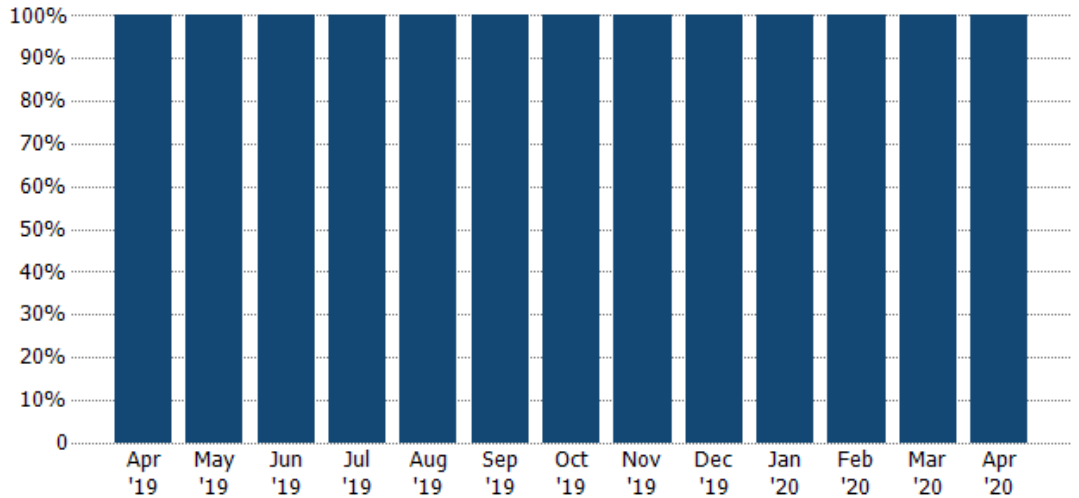
## Closed Sales by Property Type

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%

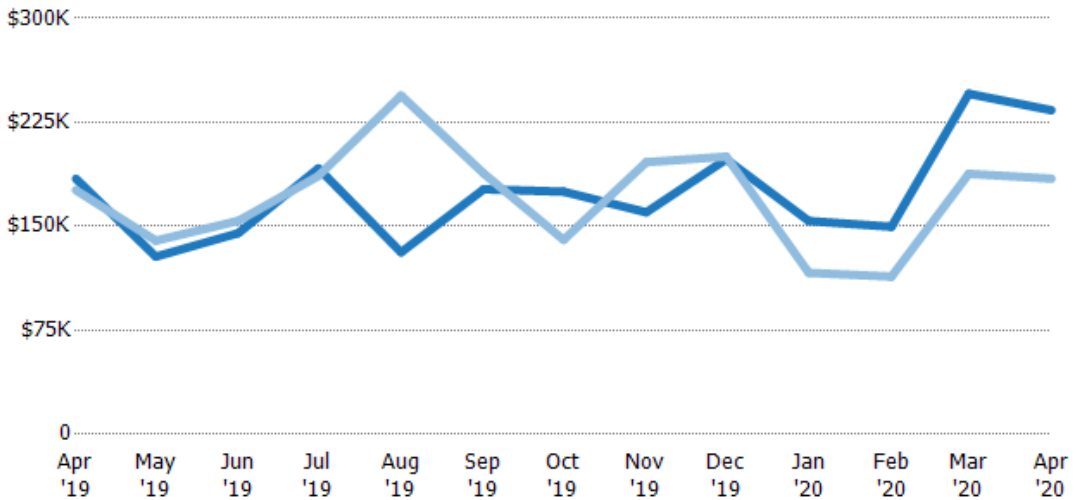
## Average Sales Price

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

\$184K \$128K \$145K \$192K \$131K \$177K \$175K \$160K \$198K \$154K \$150K \$246K \$234K

\$176K \$140K \$154K \$186K \$244K \$188K \$140K \$196K \$200K \$116K \$114K \$188K \$184K

Percent Change from Prior Year

5% -8% -6% 3% -46% -6% 25% -18% -1% 32% 32% 31% 27%

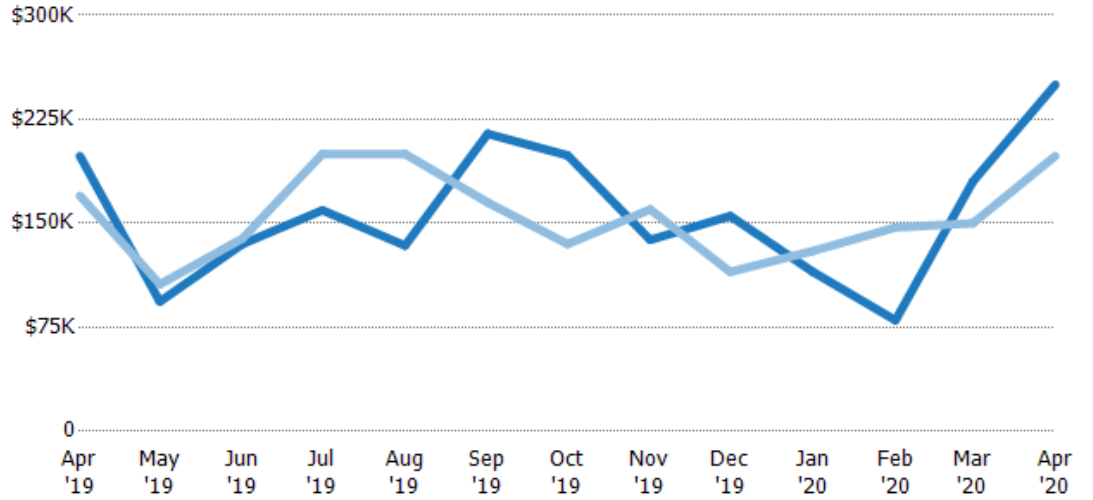
## Median Sales Price

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.
Apr '20	\$250K	25.9%
Apr '19	\$199K	16.8%
Apr '18	\$170K	-34.2%



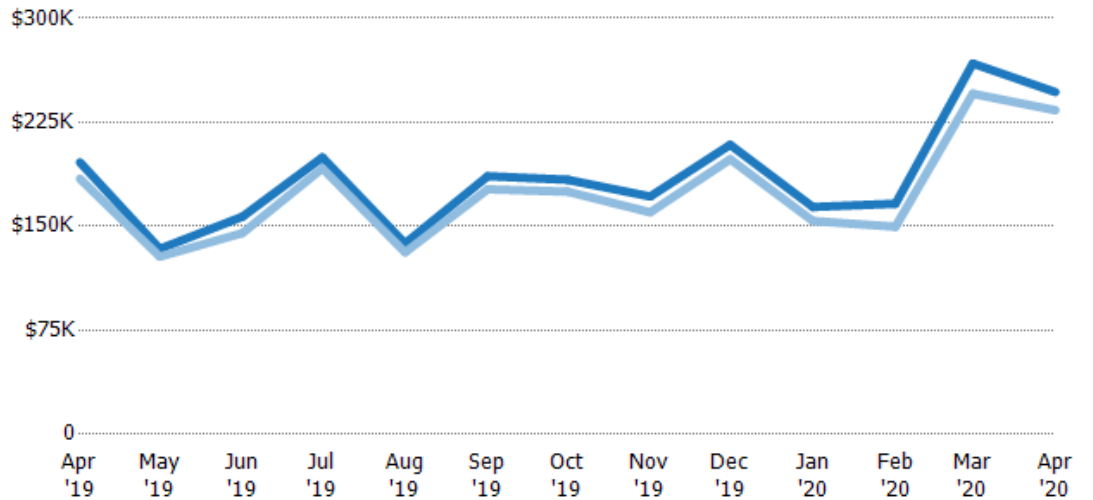
Current Year	\$199K	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K
Prior Year	\$170K	\$106K	\$139K	\$200K	\$200K	\$165K	\$135K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K
Percent Change from Prior Year	17%	-12%	-3%	-20%	-33%	30%	47%	-14%	35%	-12%	-46%	20%	26%

## 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



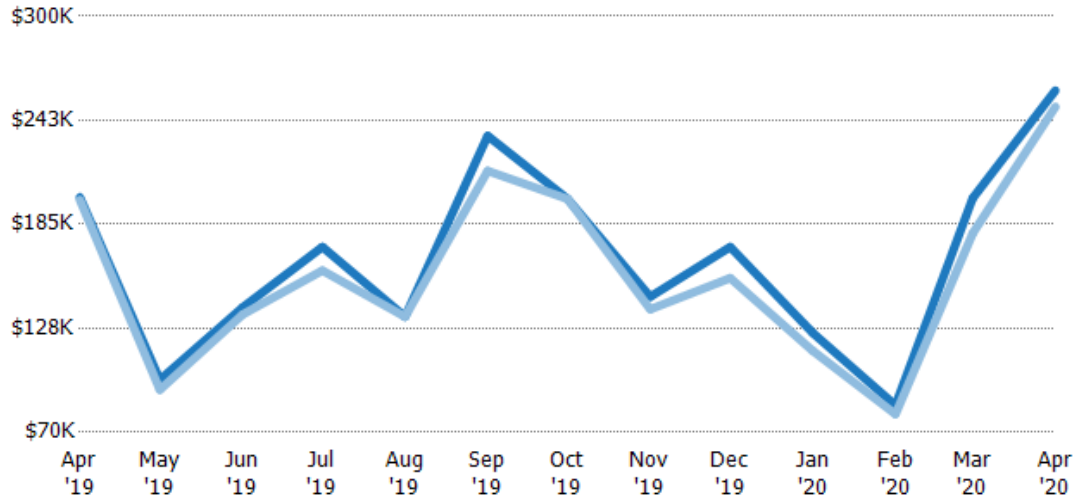
Avg List Price	\$196K	\$134K	\$157K	\$200K	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K
Avg Sales Price	\$184K	\$128K	\$145K	\$192K	\$131K	\$177K	\$175K	\$160K	\$198K	\$154K	\$150K	\$246K	\$234K
Avg Sales Price as a % of Avg List Price	94%	96%	92%	96%	95%	95%	95%	93%	95%	94%	90%	92%	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



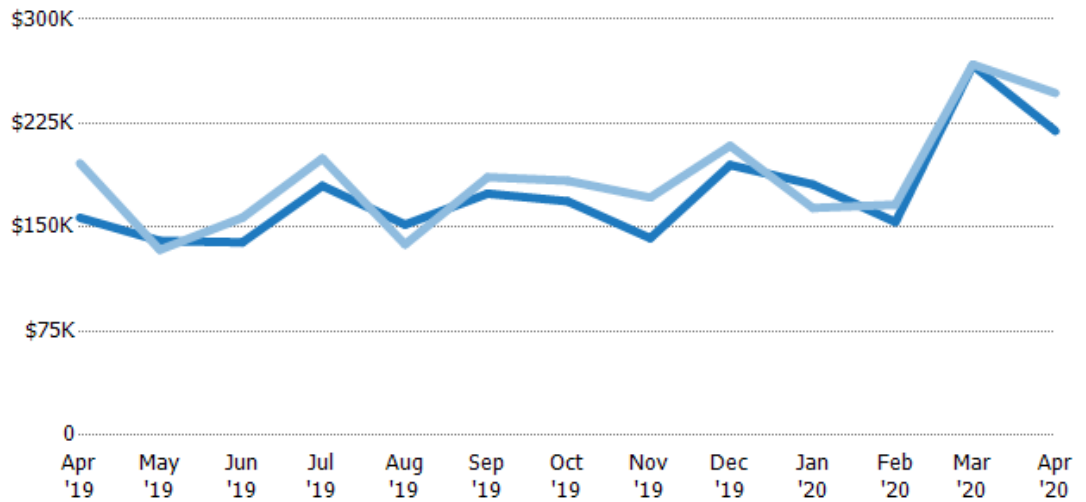
Median List Price	\$200K	\$99K	\$139K	\$173K	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K
Median Sales Price	\$199K	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K
Med Sales Price as a % of Med List Price	99%	94%	97%	92%	100%	92%	100%	95%	90%	92%	94%	90%	97%

## 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



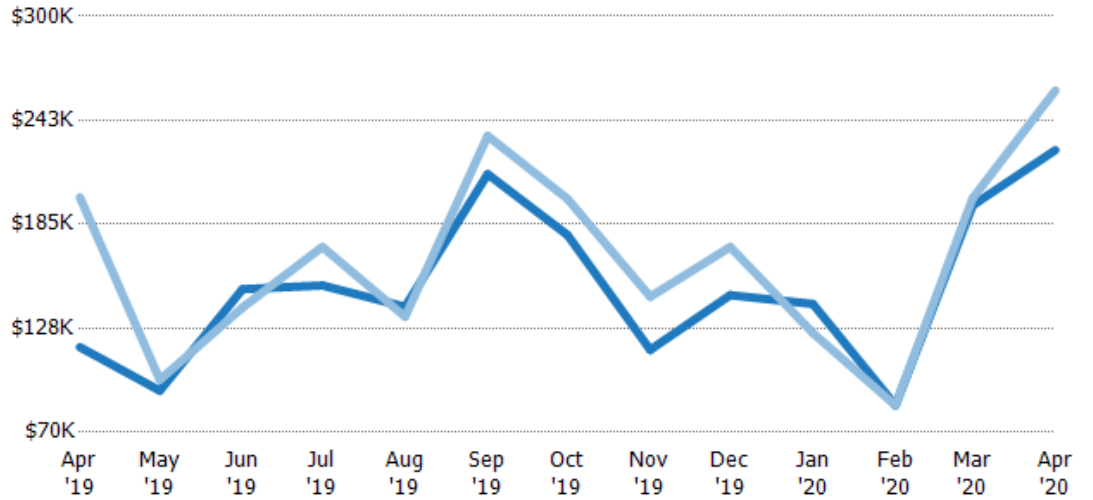
Avg Est Value	\$157K	\$140K	\$139K	\$180K	\$152K	\$174K	\$169K	\$142K	\$195K	\$181K	\$154K	\$267K	\$219K
Avg Sales Price	\$196K	\$134K	\$157K	\$200K	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K
Avg Sales Price as a % of Avg Est Value	125%	95%	113%	111%	91%	107%	109%	121%	107%	91%	108%	100%	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



Median Est Value	\$117K	\$93K	\$149K	\$151K	\$139K	\$213K	\$179K	\$116K	\$146K	\$141K	\$84.9K	\$196K	\$226K
Median Sales Price	\$200K	\$99K	\$139K	\$173K	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K
Med Sales Price as a % of Med Est Value	171%	106%	93%	114%	96%	110%	111%	125%	118%	89%	100%	102%	115%