

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	46	-65.2%	55	81	-32.1%
New Listing Volume	\$3,935,100	\$9,392,900	-58.1%	\$10,483,550	\$15,434,900	-32.1%
Active Listing Count	58	91	-36.3%	N/A	N/A	
Active Listing Volume	\$12,329,850	\$19,441,650	-36.6%	N/A	N/A	
Average Listing Price	\$212,584	\$213,645	-0.5%	\$204,868	\$208,359	-1.7%
Median Listing Price	\$164,950	\$199,000	-17.1%	\$159,774	\$181,556	-12%
Median Days in RPR	111	67	+65.7%	176.56	181.71	-2.8%
Months of Inventory	11.6	10.1	+14.7%	10.5	11.9	-12.2%
Absorption Rate	8.62%	9.89%	-1.3%	9.57%	8.4%	+1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	17	17	+/-	51	53	-3.8%
New Pending Sales Volume	\$3,194,900	\$3,097,500	+3.1%	\$9,811,950	\$9,061,799	+8.3%
Pending Sales Count	21	26	-19.2%	N/A	N/A	
Pending Sales Volume	\$3,600,550	\$4,693,200	-23.3%	N/A	N/A	
Closed Sales Count	10	5	+100%	35	31	+12.9%
Closed Sales Volume	\$2,111,500	\$640,350	+229.7%	\$7,069,220	\$4,621,800	+53%
Average Sales Price	\$211,150	\$128,070	+64.9%	\$201,978	\$149,090	+35.5%
Median Sales Price	\$207,000	\$93,500	+121.4%	\$170,429	\$149,968	+13.6%

New Listings

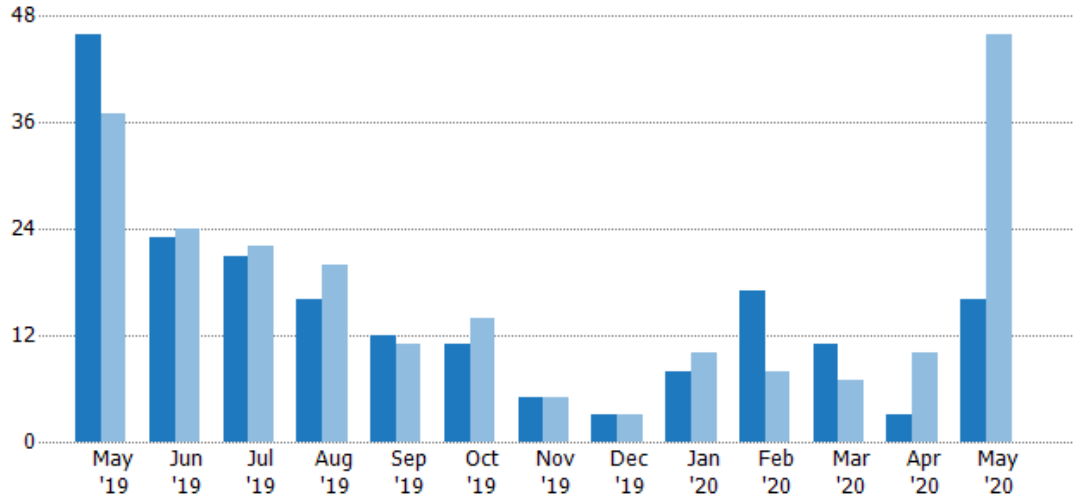
The number of new residential listings that were added each month.

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.
May '20	16	-65.2%
May '19	46	24.3%
May '18	37	-16.2%



Current Year	46	23	21	16	12	11	5	3	8	17	11	3	16
Prior Year	37	24	22	20	11	14	5	3	10	8	7	10	46
Percent Change from Prior Year	24%	-4%	-5%	-20%	9%	-21%	0%	0%	-20%	113%	57%	-70%	-65%

New Listing Volume

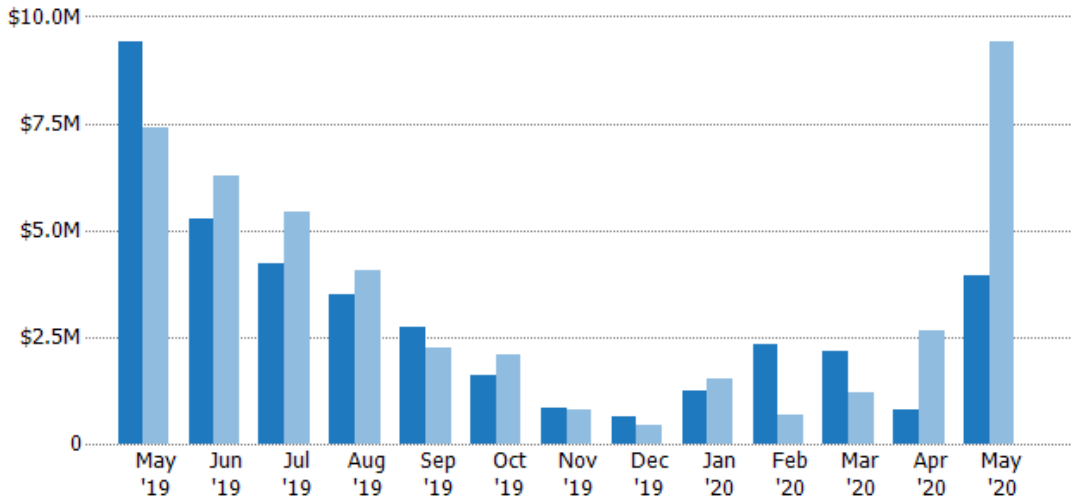
The sum of the listing price of residential listings that were added each month.

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.
May '20	\$3.94M	-58.1%
May '19	\$9.39M	27%
May '18	\$7.4M	-19.7%



Current Year	\$9.39M	\$5.27M	\$4.24M	\$3.5M	\$2.73M	\$1.62M	\$825K	\$627K	\$1.22M	\$2.33M	\$2.19M	\$805K	\$3.94M
Prior Year	\$7.4M	\$6.27M	\$5.44M	\$4.05M	\$2.23M	\$2.08M	\$789K	\$449K	\$1.54M	\$670K	\$1.19M	\$2.64M	\$9.39M
Percent Change from Prior Year	27%	-16%	-22%	-14%	22%	-22%	5%	40%	-21%	248%	84%	-70%	-58%

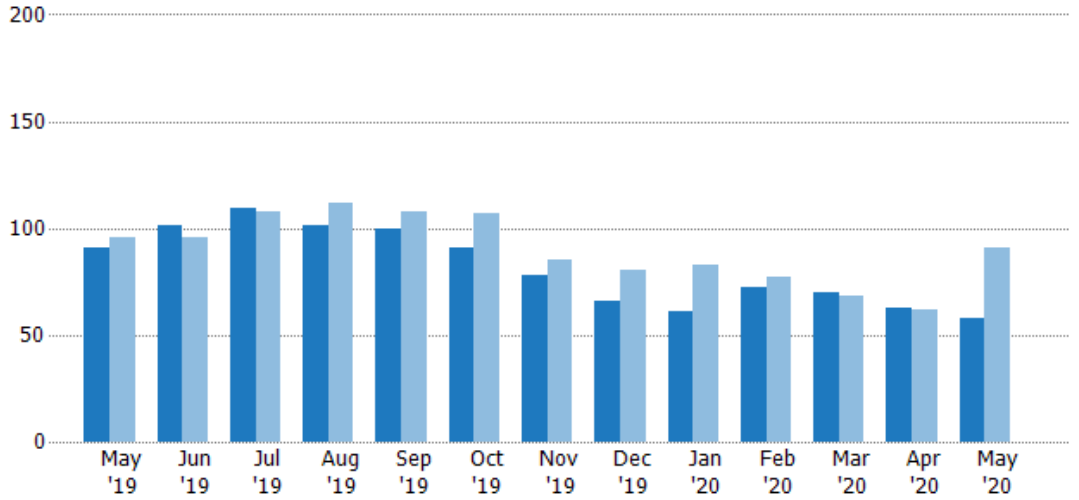
Active Listings

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.
May '20	58	-36.3%
May '19	91	-5.2%
May '18	96	10.4%

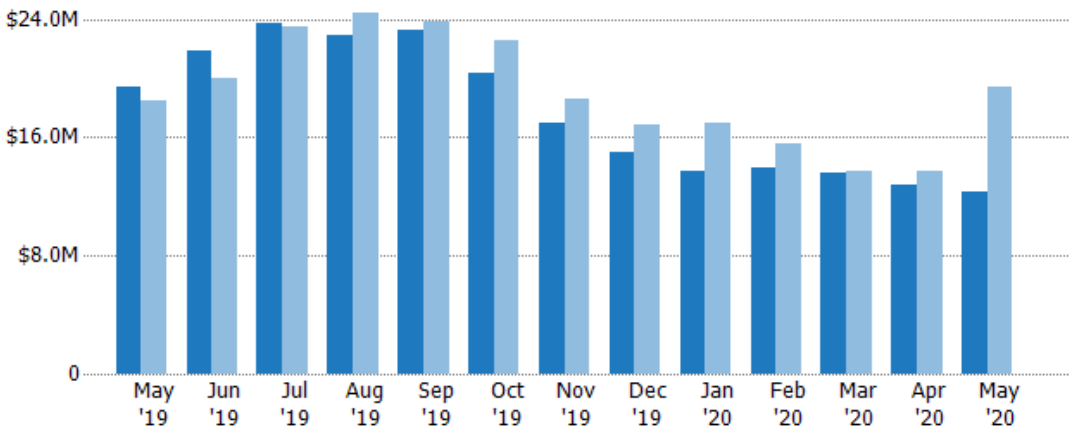
Active Listing Volume

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.
May '20	\$12.3M	-36.6%
May '19	\$19.4M	5.1%
May '18	\$18.5M	8.8%

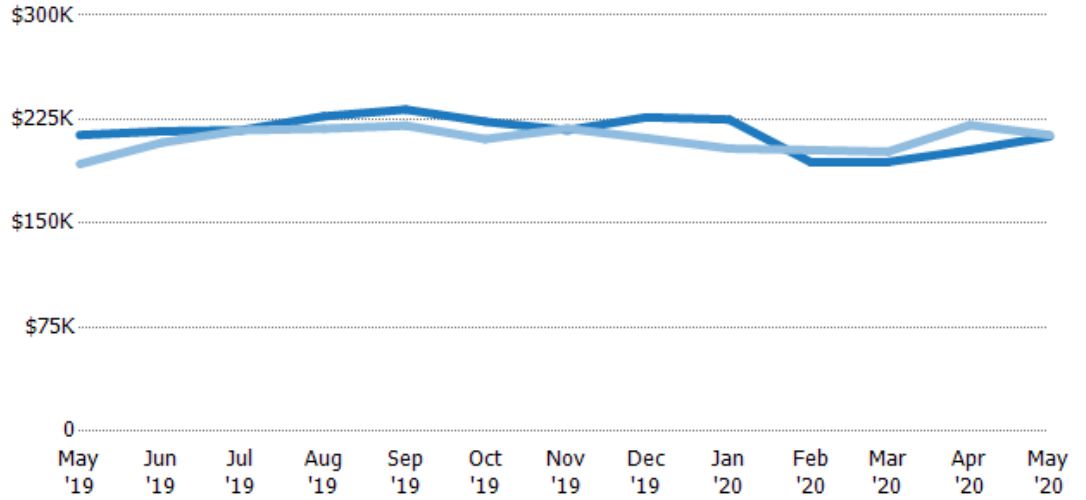
Average Listing Price

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.
May '20	\$213K	-0.5%
May '19	\$214K	10.9%
May '18	\$193K	-1.5%



Current Year	\$214K	\$216K	\$217K	\$227K	\$232K	\$223K	\$217K	\$226K	\$225K	\$194K	\$194K	\$203K	\$213K
Prior Year	\$193K	\$208K	\$217K	\$218K	\$220K	\$211K	\$218K	\$211K	\$204K	\$203K	\$202K	\$221K	\$214K
Percent Change from Prior Year	11%	4%	0%	4%	5%	6%	-1%	7%	10%	-4%	-4%	-8%	0%

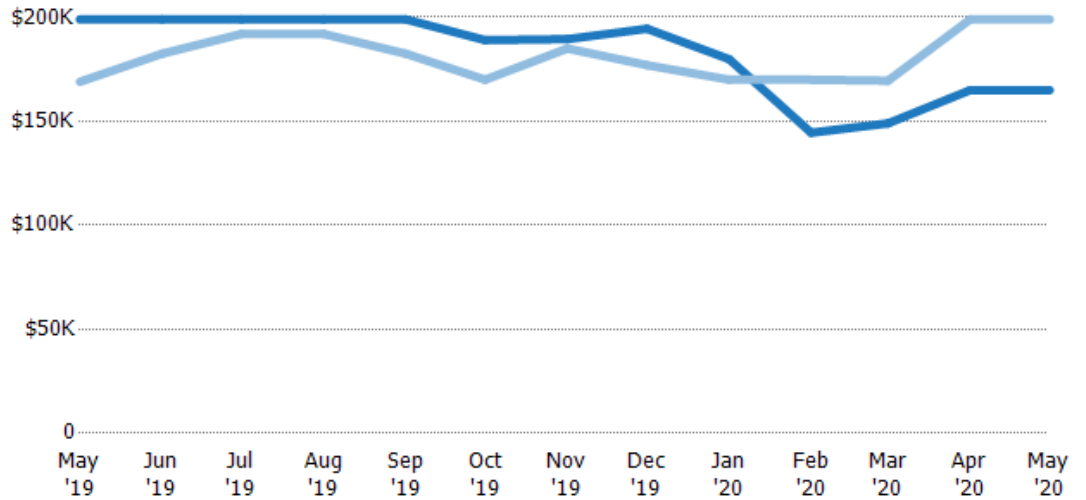
Median Listing Price

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.
May '20	\$165K	-17.1%
May '19	\$199K	17.8%
May '18	\$169K	-2.4%



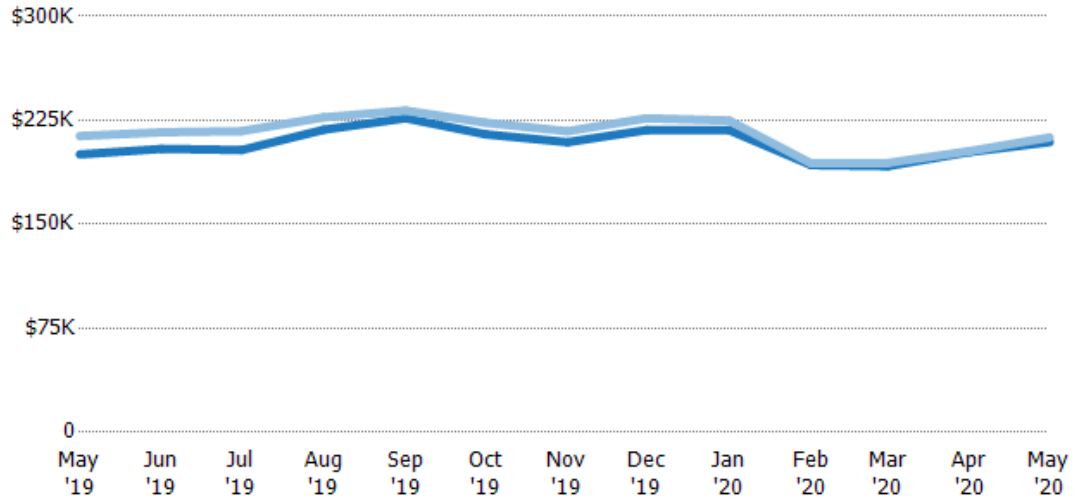
Current Year	\$199K	\$199K	\$199K	\$199K	\$199K	\$189K	\$190K	\$195K	\$180K	\$145K	\$149K	\$165K	\$165K
Prior Year	\$169K	\$182K	\$192K	\$192K	\$182K	\$170K	\$185K	\$177K	\$170K	\$170K	\$170K	\$199K	\$199K
Percent Change from Prior Year	18%	9%	4%	4%	9%	11%	2%	10%	6%	-15%	-12%	-17%	-17%

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



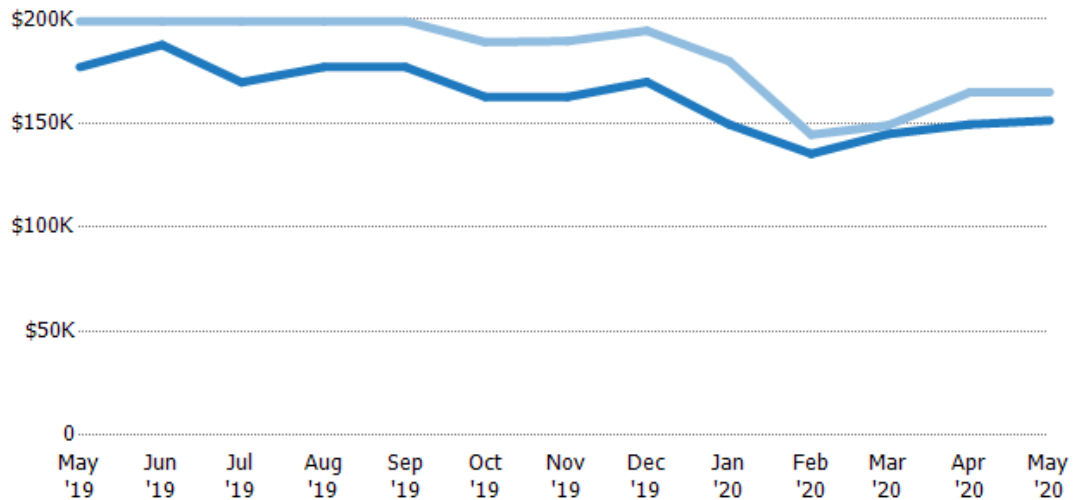
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$200K	\$204K	\$204K	\$218K	\$226K	\$215K	\$209K	\$218K	\$218K	\$193K	\$192K	\$202K	\$209K
Avg Listing Price	\$214K	\$216K	\$217K	\$227K	\$232K	\$223K	\$217K	\$226K	\$225K	\$194K	\$194K	\$203K	\$213K
Avg Listing Price as a % of Avg Est Value	107%	106%	107%	104%	102%	104%	104%	104%	103%	101%	101%	100%	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



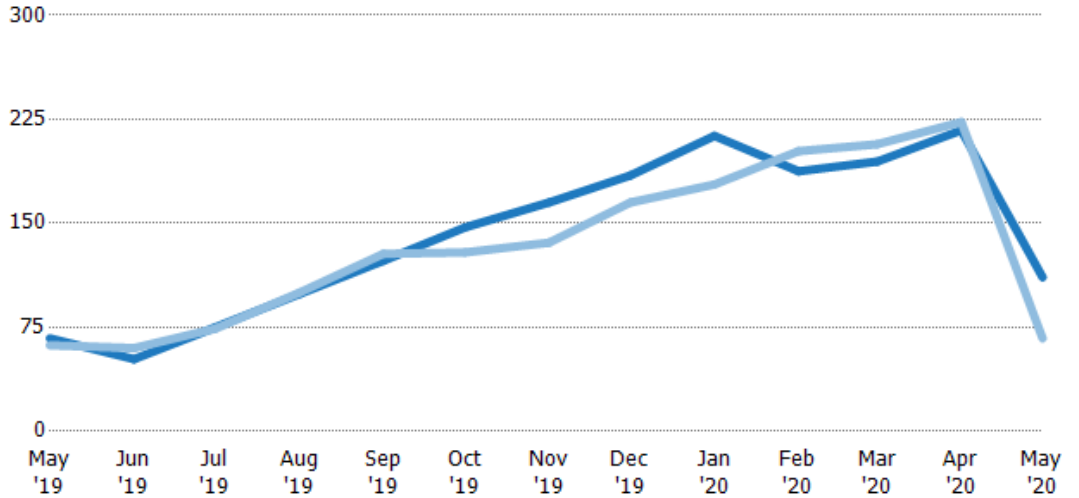
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$177K	\$188K	\$170K	\$177K	\$177K	\$163K	\$163K	\$170K	\$149K	\$135K	\$145K	\$149K	\$151K
Median Listing Price	\$199K	\$199K	\$199K	\$199K	\$199K	\$189K	\$190K	\$195K	\$180K	\$145K	\$149K	\$165K	\$165K
Med Listing Price as a % of Med Est Value	112%	106%	117%	112%	112%	116%	116%	115%	120%	107%	103%	110%	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.
May '20	111	65.7%
May '19	67	8.1%
May '18	62	83.9%

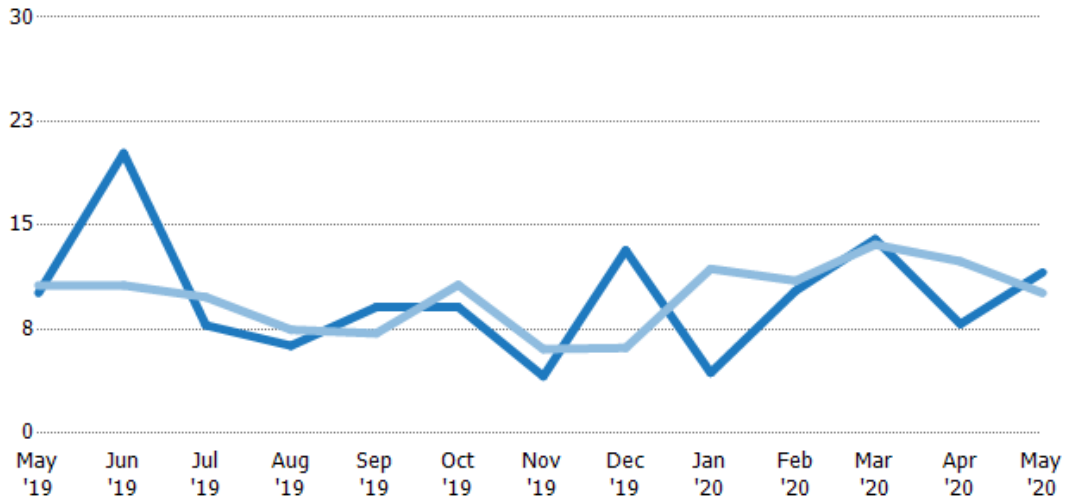
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	67	52	75	99	123	147	165	185	213	188	195	217	111
Prior Year	62	60	74	100	128	129	136	165	178	202	207	223	67
Percent Change from Prior Year	8%	-13%	1%	-1%	-4%	14%	21%	12%	20%	-7%	-6%	-3%	66%

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.
May '20	11.6	14.7%
May '19	10.1	-5.2%
May '18	10.7	65.6%

	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	10.1	20.2	7.79	6.31	9.09	9.1	4.11	13.2	4.36	10.3	14	7.88	11.6
Prior Year	10.7	10.7	9.82	7.47	7.2	10.7	6.07	6.15	11.9	11	13.6	12.4	10.1
Percent Change from Prior Year	-5%	89%	-21%	-15%	26%	-15%	-32%	115%	-63%	-6%	3%	-36%	15%

Absorption Rate

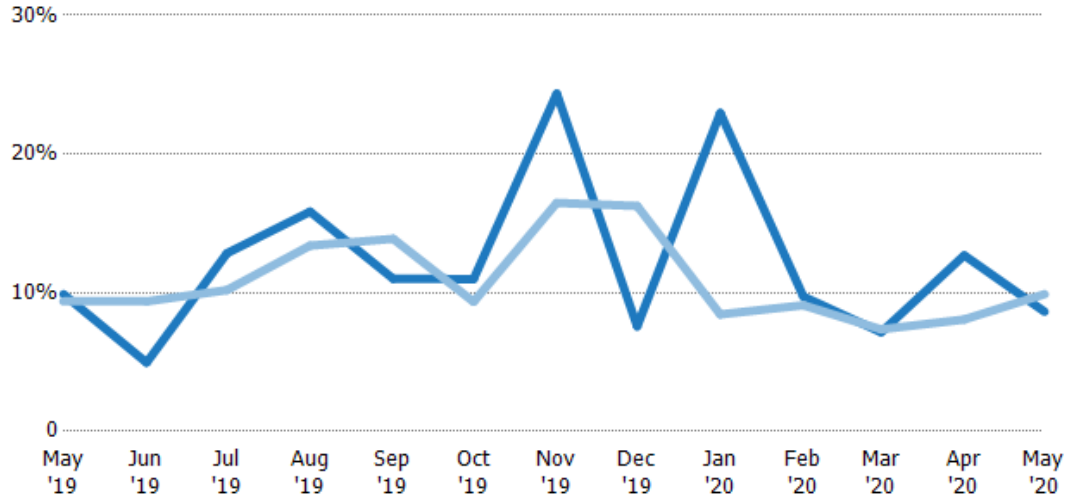
The percentage of inventory sold per month.

Filters Used

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

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

Month/ Year	Rate	Chg.
May '20	9%	1.3%
May '19	10%	-0.5%
May '18	9%	-39.6%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	10%	5%	13%	16%	11%	11%	24%	8%	23%	10%	7%	13%	9%
Prior Year	9%	9%	10%	13%	14%	9%	16%	16%	8%	9%	7%	8%	10%
Change from Prior Year	-1%	4%	-3%	-2%	3%	-2%	-8%	9%	-15%	-1%	0%	-5%	1%

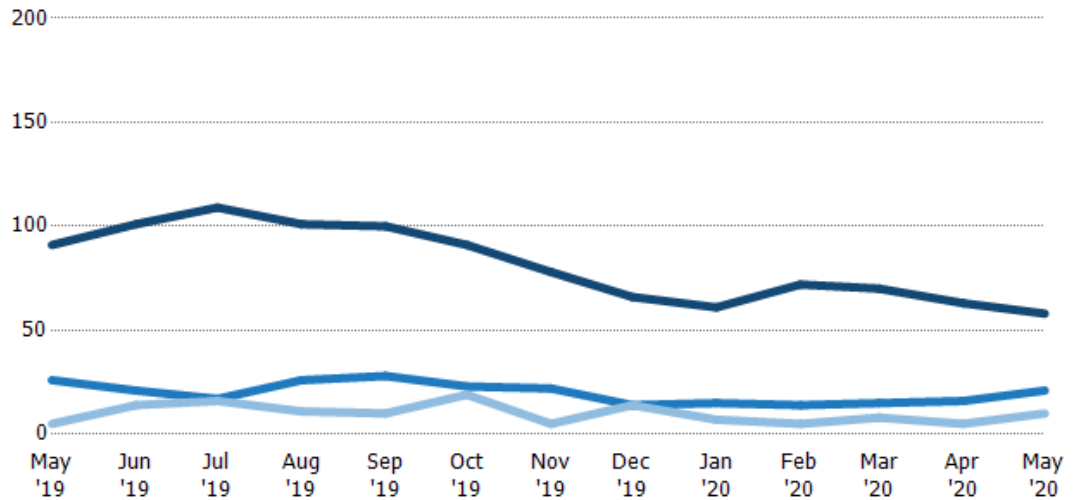
Active/Pending/Sold Units

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	91	101	109	101	100	91	78	66	61	72	70	63	58
Pending	26	21	17	26	28	23	22	14	15	14	15	16	21
Sold	5	14	16	11	10	19	5	14	7	5	8	5	10

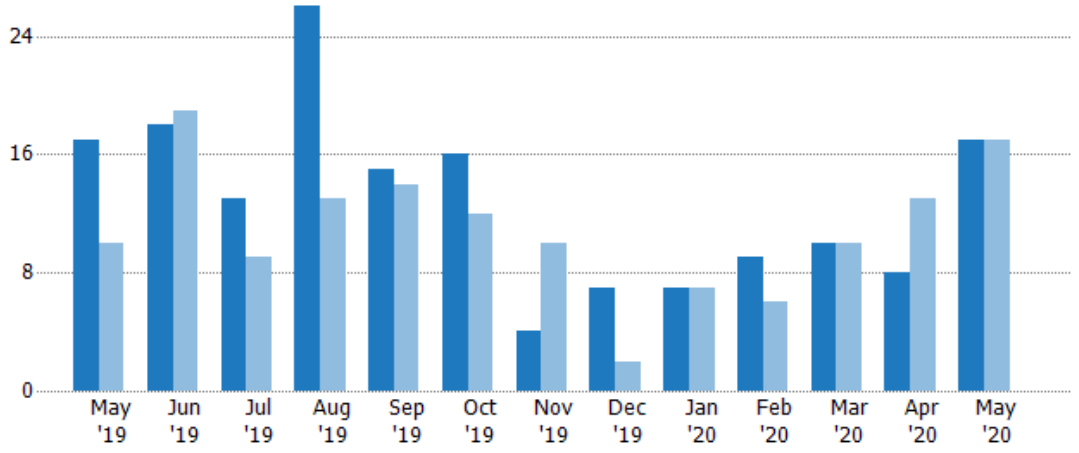
New Pending Sales

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.
May '20	17	0%
May '19	17	70%
May '18	10	40%

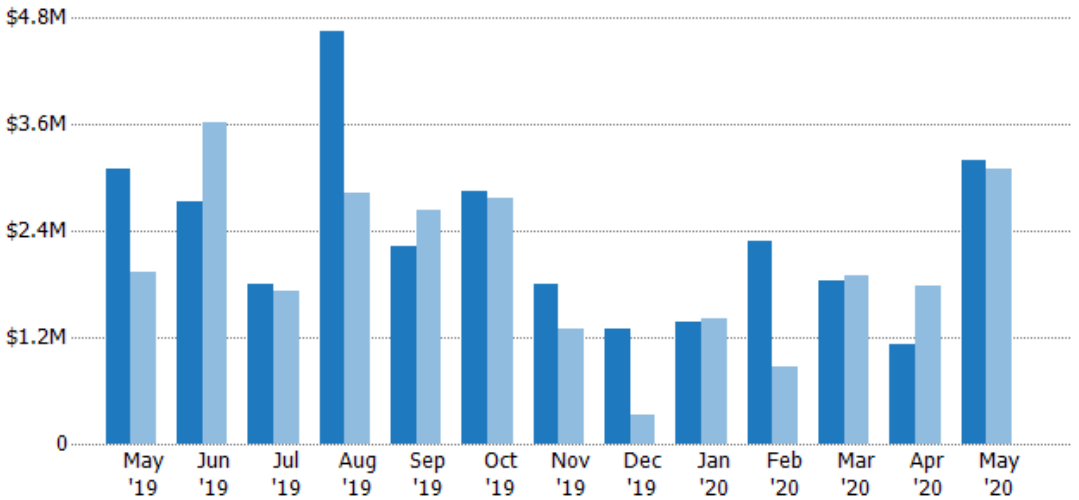
New Pending Sales Volume

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.
May '20	\$3.19M	3.1%
May '19	\$3.1M	59.2%
May '18	\$1.95M	26.2%

Pending Sales

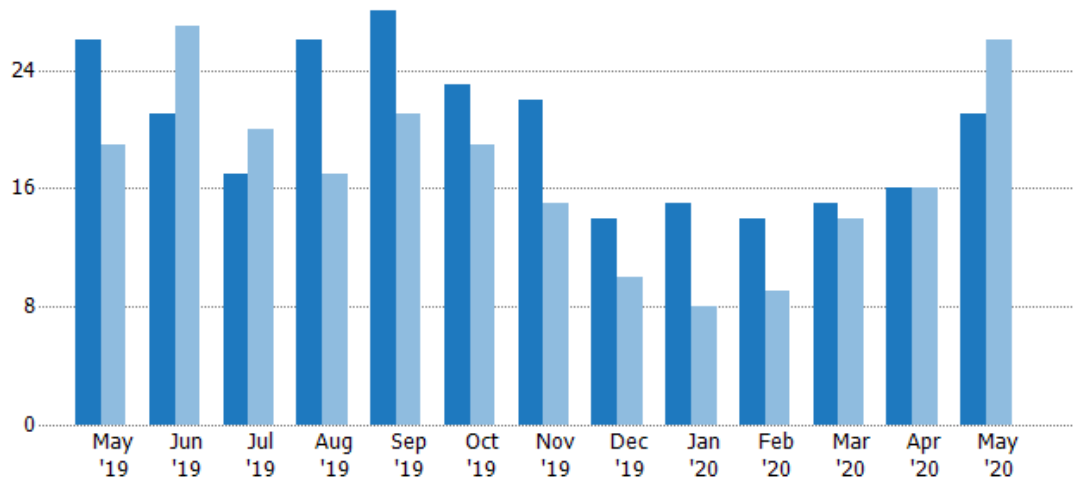
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

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

Month/Year	Count	% Chg.
May '20	21	-19.2%
May '19	26	36.8%
May '18	19	10.5%



Current Year	26	21	17	26	28	23	22	14	15	14	15	16	21
Prior Year	19	27	20	17	21	19	15	10	8	9	14	16	26
Percent Change from Prior Year	37%	-22%	-15%	53%	33%	21%	47%	40%	88%	56%	7%	0%	-19%

Pending Sales Volume

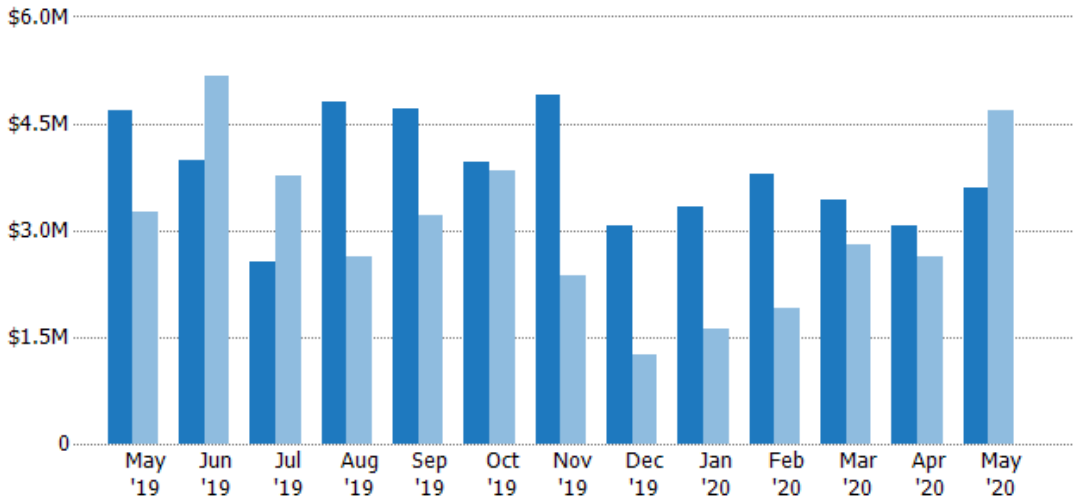
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
May '20	\$3.6M	-23.3%
May '19	\$4.69M	43.8%
May '18	\$3.26M	9.7%



Current Year	\$4.69M	\$3.99M	\$2.56M	\$4.8M	\$4.7M	\$3.96M	\$4.9M	\$3.07M	\$3.33M	\$3.78M	\$3.43M	\$3.07M	\$3.6M
Prior Year	\$3.26M	\$5.16M	\$3.76M	\$2.62M	\$3.21M	\$3.83M	\$2.36M	\$1.25M	\$1.62M	\$1.9M	\$2.79M	\$2.62M	\$4.69M
Percent Change from Prior Year	44%	-23%	-32%	83%	46%	3%	107%	146%	105%	99%	23%	17%	-23%

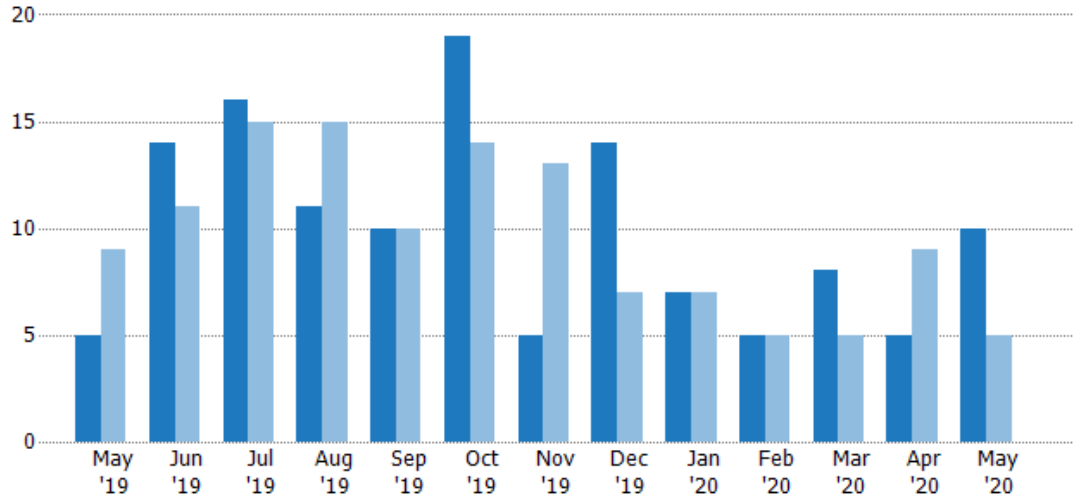
Closed Sales

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.
May '20	10	100%
May '19	5	-44.4%
May '18	9	33.3%



Current Year	5	14	16	11	10	19	5	14	7	5	8	5	10
Prior Year	9	11	15	15	10	14	13	7	7	5	5	9	5
Percent Change from Prior Year	-44%	27%	7%	-27%	0%	36%	-62%	100%	0%	0%	60%	-44%	100%

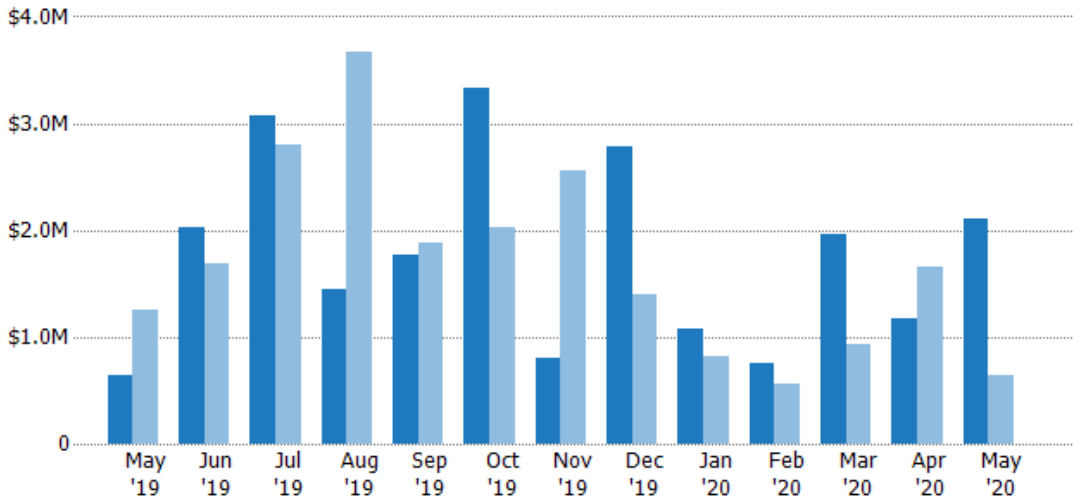
Closed Sales Volume

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.
May '20	\$2.11M	229.7%
May '19	\$640K	-49%
May '18	\$1.26M	31.7%



Current Year	\$640K	\$2.03M	\$3.07M	\$1.44M	\$1.77M	\$3.32M	\$801K	\$2.78M	\$1.08M	\$748K	\$1.96M	\$1.17M	\$2.11M
Prior Year	\$1.26M	\$1.69M	\$2.79M	\$3.66M	\$1.88M	\$2.03M	\$2.55M	\$1.4M	\$815K	\$569K	\$939K	\$1.66M	\$640K
Percent Change from Prior Year	-49%	20%	10%	-61%	-6%	64%	-69%	98%	32%	32%	109%	-30%	230%

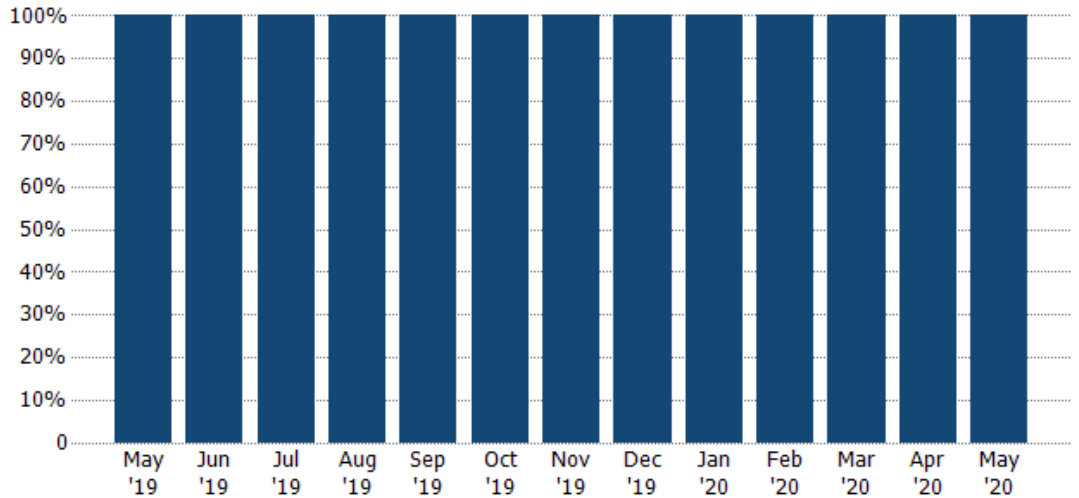
Closed Sales by Property Type

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%

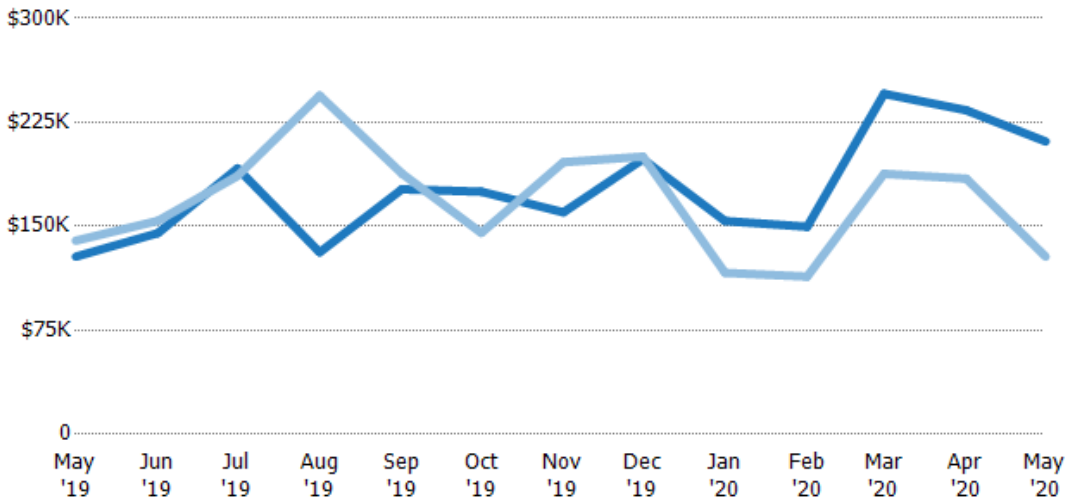
Average Sales Price

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

\$128K \$145K \$192K \$131K \$177K \$175K \$160K \$198K \$154K \$150K \$246K \$234K \$211K
 \$140K \$154K \$186K \$244K \$188K \$145K \$196K \$200K \$116K \$114K \$188K \$184K \$128K
 -8% -6% 3% -46% -6% 20% -18% -1% 32% 32% 31% 27% 65%

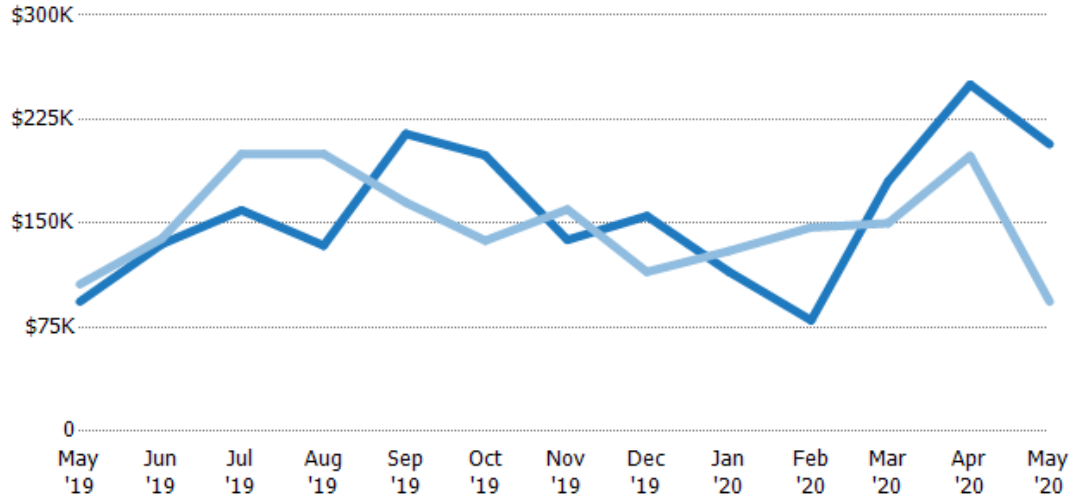
Median Sales Price

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.
May '20	\$207K	121.4%
May '19	\$93.5K	-11.8%
May '18	\$106K	26.4%



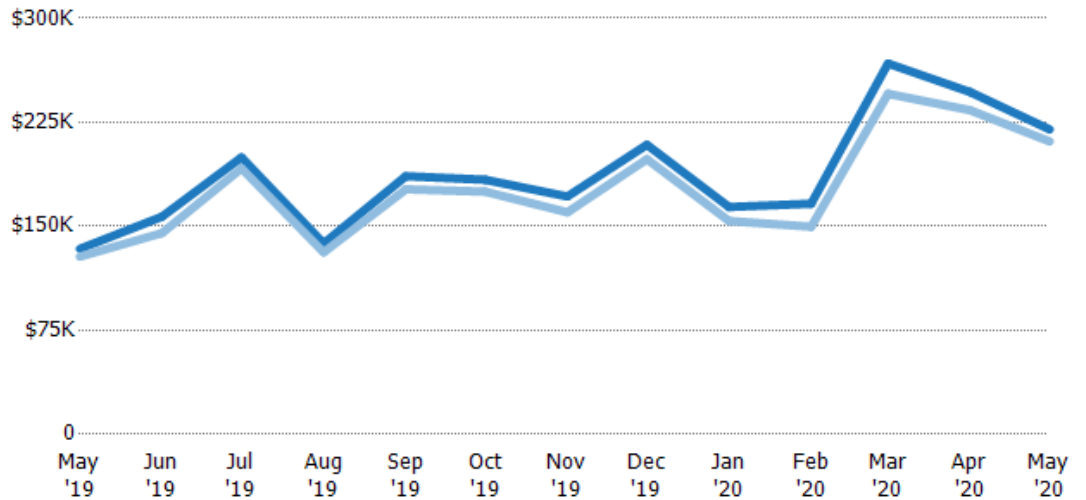
Current Year	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K
Prior Year	\$106K	\$139K	\$200K	\$200K	\$165K	\$138K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K
Percent Change from Prior Year	-12%	-3%	-20%	-33%	30%	45%	-14%	35%	-12%	-46%	20%	26%	121%

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



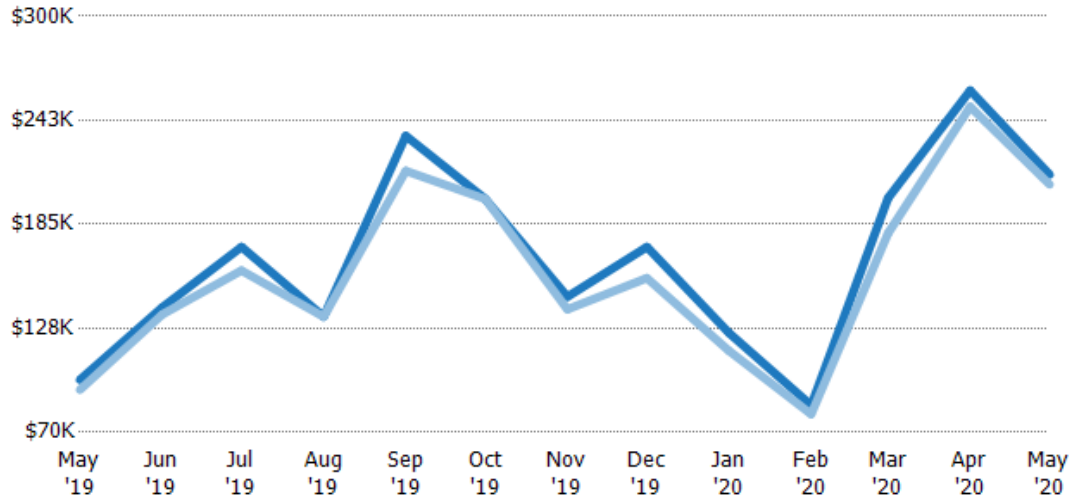
Avg List Price	\$134K	\$157K	\$200K	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K
Avg Sales Price	\$128K	\$145K	\$192K	\$131K	\$177K	\$175K	\$160K	\$198K	\$154K	\$150K	\$246K	\$234K	\$211K
Avg Sales Price as a % of Avg List Price	96%	92%	96%	95%	95%	95%	93%	95%	94%	90%	92%	95%	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,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



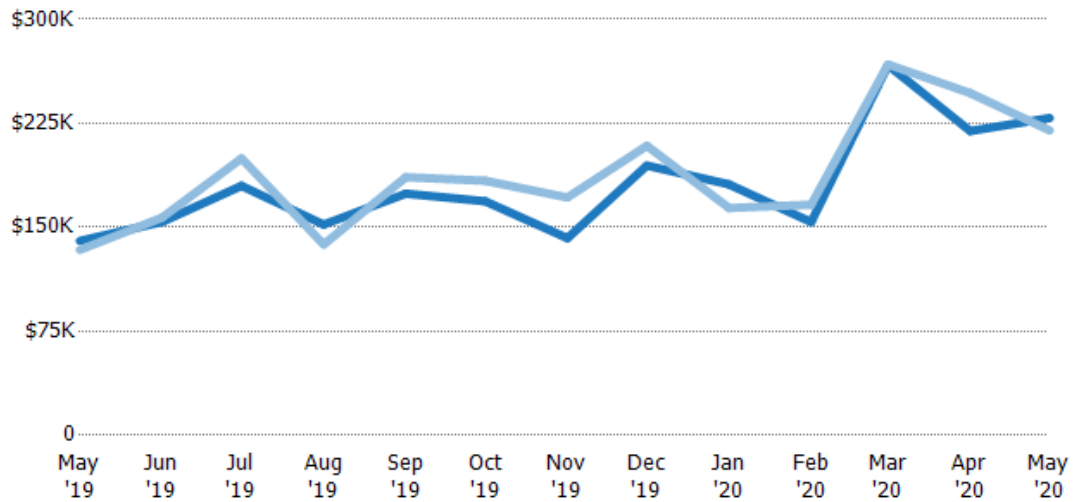
Median List Price	\$99K	\$139K	\$173K	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K
Median Sales Price	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K
Med Sales Price as a % of Med List Price	94%	97%	92%	100%	92%	100%	95%	90%	92%	94%	90%	97%	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



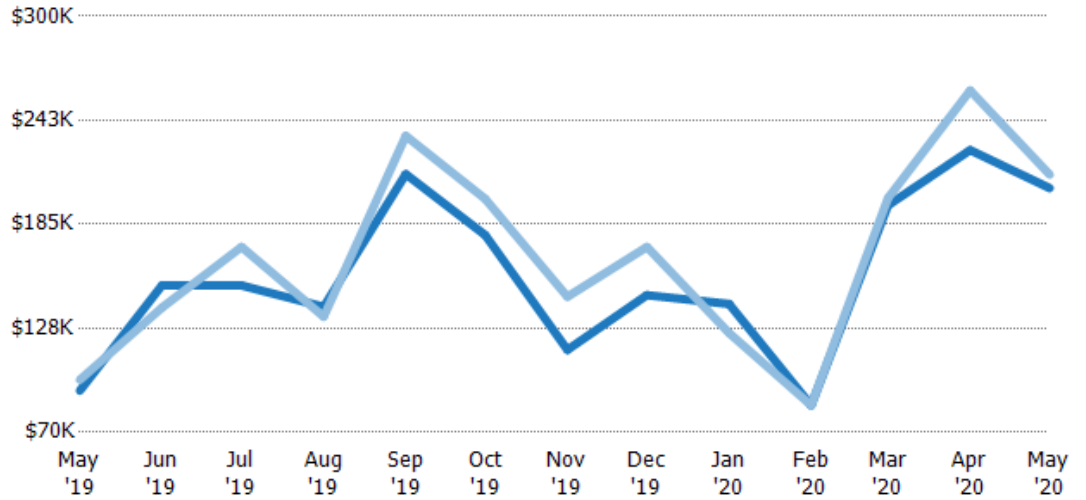
Avg Est Value	\$140K	\$154K	\$180K	\$152K	\$174K	\$169K	\$142K	\$195K	\$181K	\$154K	\$267K	\$219K	\$229K
Avg Sales Price	\$134K	\$157K	\$200K	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K
Avg Sales Price as a % of Avg Est Value	95%	102%	111%	91%	107%	109%	121%	107%	91%	108%	100%	112%	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,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$93K	\$151K	\$151K	\$139K	\$213K	\$179K	\$116K	\$146K	\$141K	\$84.9K	\$196K	\$226K	\$205K
Median Sales Price	\$99K	\$139K	\$173K	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K
Med Sales Price as a % of Med Est Value	106%	92%	114%	96%	110%	111%	125%	118%	89%	100%	102%	115%	104%