

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	9	26	-65.4%	32	52	-38.5%
New Listing Volume	\$2,065,300	\$5,248,700	-60.7%	\$6,001,200	\$9,433,300	-36.4%
Active Listing Count	31	55	-43.6%	N/A	N/A	
Active Listing Volume	\$6,657,150	\$10,907,850	-39%	N/A	N/A	
Average Listing Price	\$214,747	\$198,325	+8.3%	\$202,061	\$193,167	+4.6%
Median Listing Price	\$138,000	\$159,950	-13.7%	\$141,730	\$153,380	-7.6%
Median Days in RPR	248	94	+163.8%	217.45	174.79	+24.4%
Months of Inventory	10.3	11	-6.1%	8.2	12.6	-34.7%
Absorption Rate	9.68%	9.09%	+0.6%	12.18%	7.95%	+4.2%
Sales Activity Charts Metrics						
New Pending Sales Count	12	15	-20%	37	43	-14%
New Pending Sales Volume	\$2,195,900	\$2,774,000	-20.8%	\$6,610,950	\$6,982,399	-5.3%
Pending Sales Count	15	22	-31.8%	N/A	N/A	
Pending Sales Volume	\$2,572,550	\$4,009,700	-35.8%	N/A	N/A	
Closed Sales Count	9	5	+80%	28	24	+16.7%
Closed Sales Volume	\$1,736,500	\$640,350	+171.2%	\$5,453,270	\$3,124,050	+74.6%
Average Sales Price	\$192,944	\$128,070	+50.7%	\$194,760	\$130,169	+49.6%
Median Sales Price	\$175,000	\$93,500	+87.2%	\$155,357	\$116,396	+33.5%

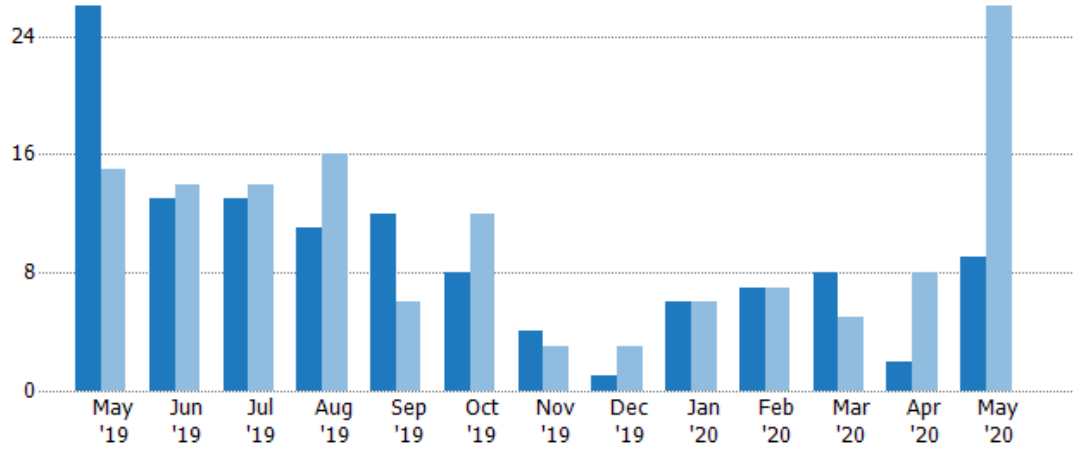
New Listings

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.
May '20	9	-65.4%
May '19	26	73.3%
May '18	15	53.3%



Current Year	26	13	13	11	12	8	4	1	6	7	8	2	9
Prior Year	15	14	14	16	6	12	3	3	6	7	5	8	26
Percent Change from Prior Year	73%	-7%	-7%	-31%	100%	-33%	33%	-67%	0%	0%	60%	-75%	-65%

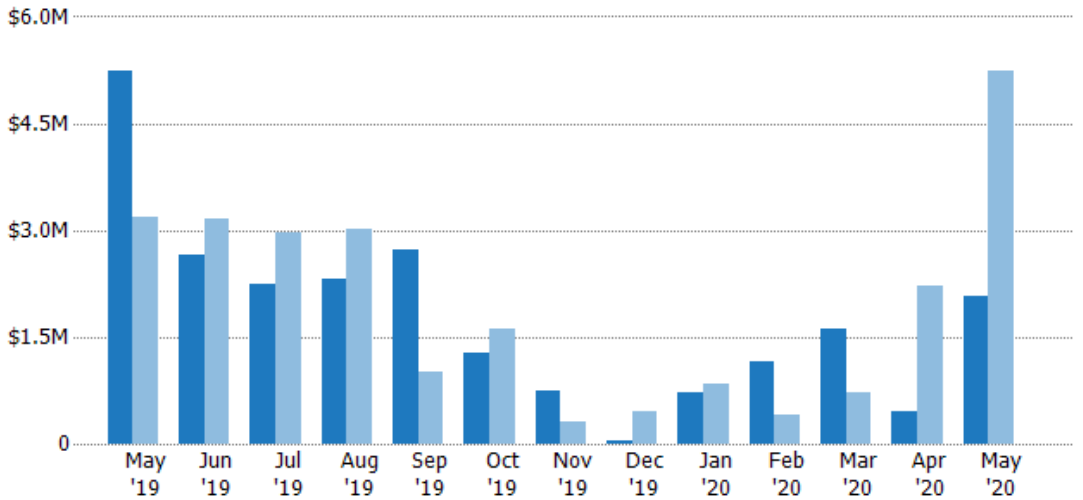
New Listing Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
May '20	\$2.07M	-60.7%
May '19	\$5.25M	64.5%
May '18	\$3.19M	31.1%



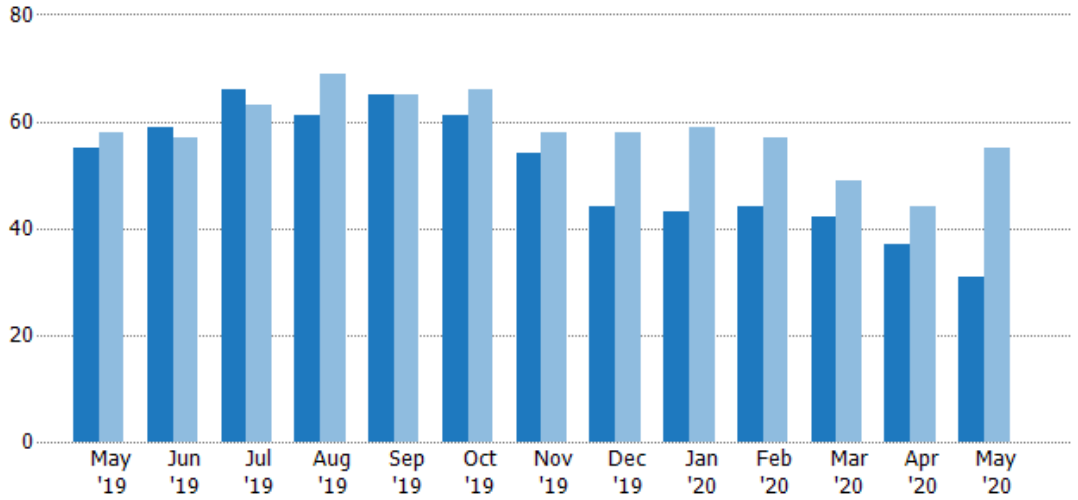
Current Year	\$5.25M	\$2.64M	\$2.23M	\$2.33M	\$2.73M	\$1.27M	\$755K	\$49.9K	\$709K	\$1.15M	\$1.61M	\$460K	\$2.07M
Prior Year	\$3.19M	\$3.17M	\$2.97M	\$3.01M	\$1.01M	\$1.62M	\$309K	\$449K	\$851K	\$405K	\$720K	\$2.21M	\$5.25M
Percent Change from Prior Year	65%	-17%	-25%	-23%	169%	-22%	145%	-89%	-17%	185%	124%	-79%	-61%

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



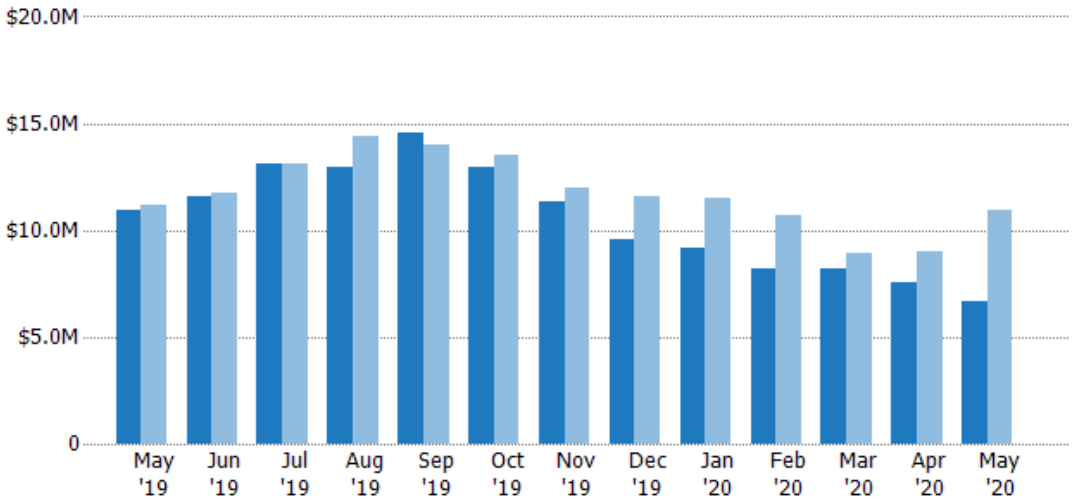
Month/Year	Count	% Chg.
May '20	31	-43.6%
May '19	55	-5.2%
May '18	58	25.9%

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.
May '20	\$6.66M	-39%
May '19	\$10.9M	-2.2%
May '18	\$11.2M	14.9%

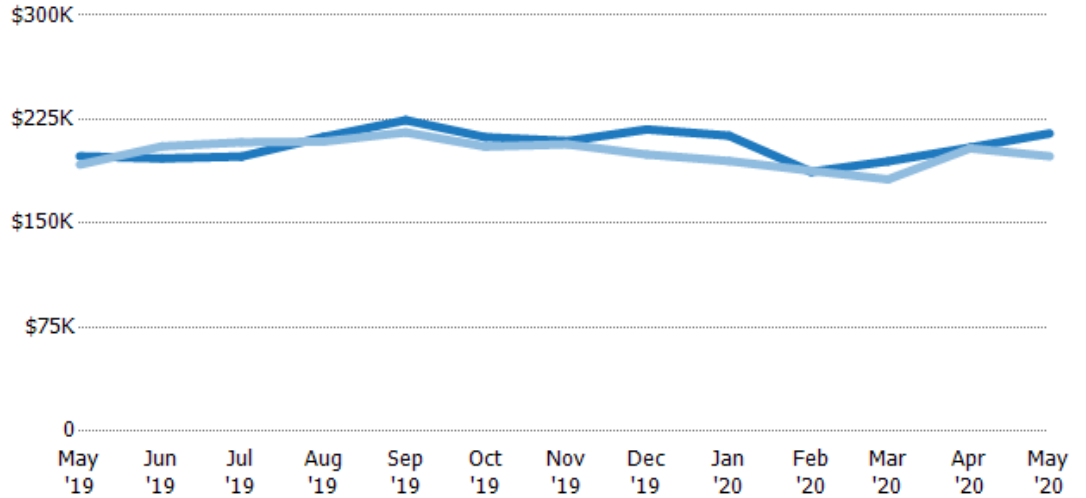
Average Listing Price

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.
May '20	\$215K	8.3%
May '19	\$198K	3.1%
May '18	\$192K	-8.7%



Current Year	\$198K	\$197K	\$198K	\$212K	\$224K	\$212K	\$209K	\$218K	\$213K	\$187K	\$195K	\$205K	\$215K
Prior Year	\$192K	\$205K	\$208K	\$209K	\$216K	\$205K	\$207K	\$200K	\$195K	\$188K	\$182K	\$204K	\$198K
Percent Change from Prior Year	3%	-4%	-5%	2%	4%	3%	1%	9%	9%	0%	7%	0%	8%

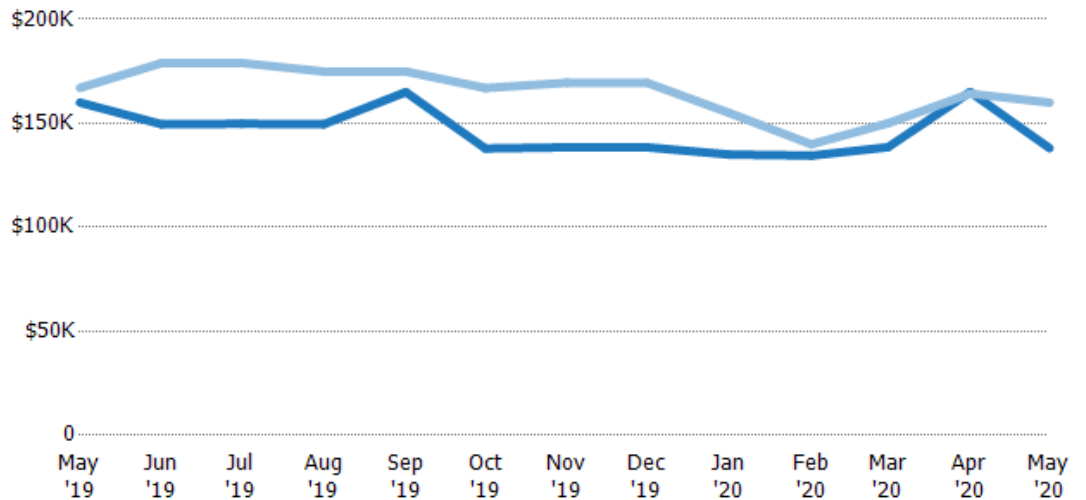
Median Listing Price

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.
May '20	\$138K	-13.7%
May '19	\$160K	-4.2%
May '18	\$167K	-16.2%



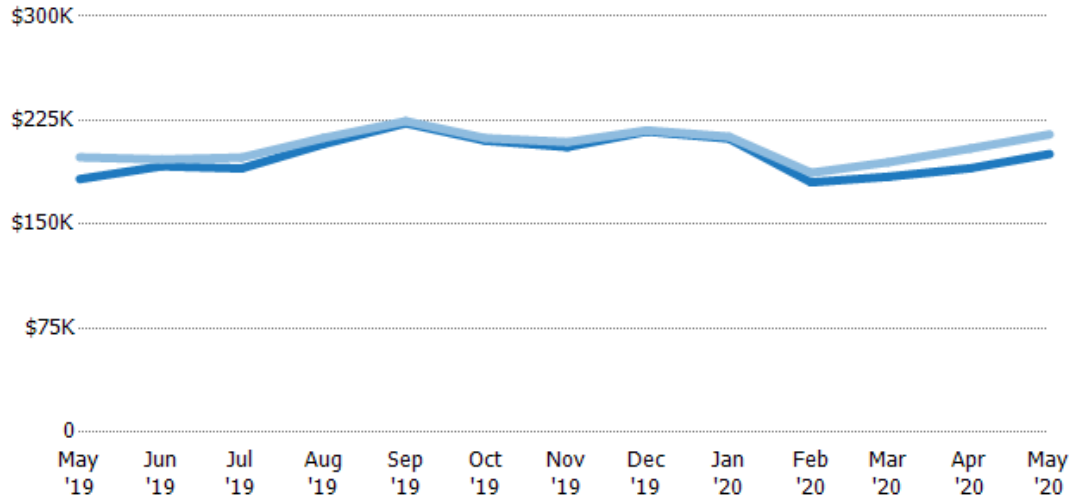
Current Year	\$160K	\$150K	\$150K	\$150K	\$165K	\$138K	\$138K	\$138K	\$135K	\$134K	\$139K	\$165K	\$138K
Prior Year	\$167K	\$179K	\$179K	\$175K	\$175K	\$167K	\$170K	\$170K	\$155K	\$140K	\$150K	\$164K	\$160K
Percent Change from Prior Year	-4%	-16%	-16%	-15%	-6%	-17%	-18%	-18%	-13%	-4%	-8%	0%	-14%

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



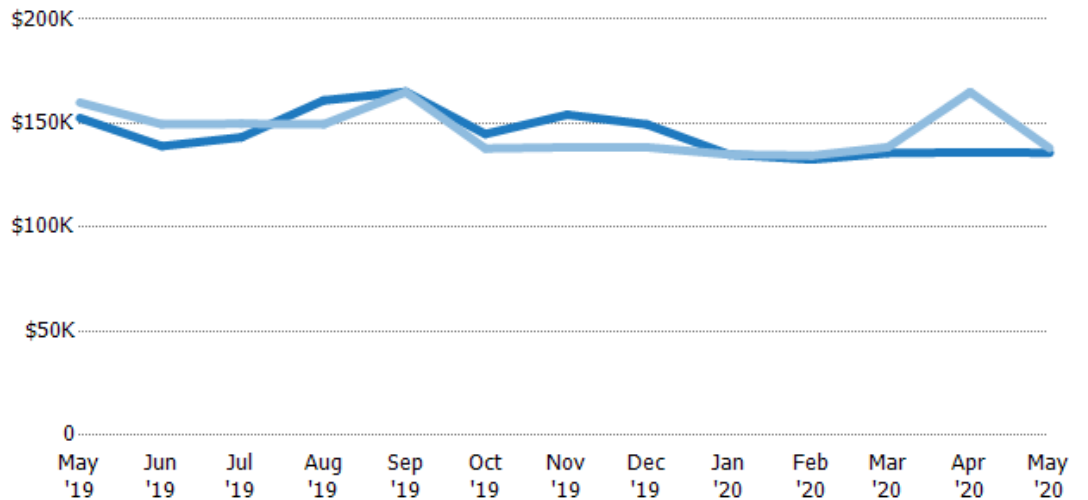
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$183K	\$192K	\$190K	\$208K	\$223K	\$210K	\$206K	\$217K	\$212K	\$180K	\$184K	\$190K	\$201K
Avg Listing Price	\$198K	\$197K	\$198K	\$212K	\$224K	\$212K	\$209K	\$218K	\$213K	\$187K	\$195K	\$205K	\$215K
Avg Listing Price as a % of Avg Est Value	109%	103%	104%	102%	101%	101%	102%	100%	101%	104%	106%	107%	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,
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 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	\$153K	\$139K	\$143K	\$161K	\$165K	\$145K	\$154K	\$149K	\$135K	\$133K	\$136K	\$136K	\$136K
Median Listing Price	\$160K	\$150K	\$150K	\$150K	\$165K	\$138K	\$138K	\$138K	\$135K	\$134K	\$139K	\$165K	\$138K
Med Listing Price as a % of Med Est Value	105%	108%	105%	93%	100%	95%	90%	93%	100%	101%	102%	121%	102%

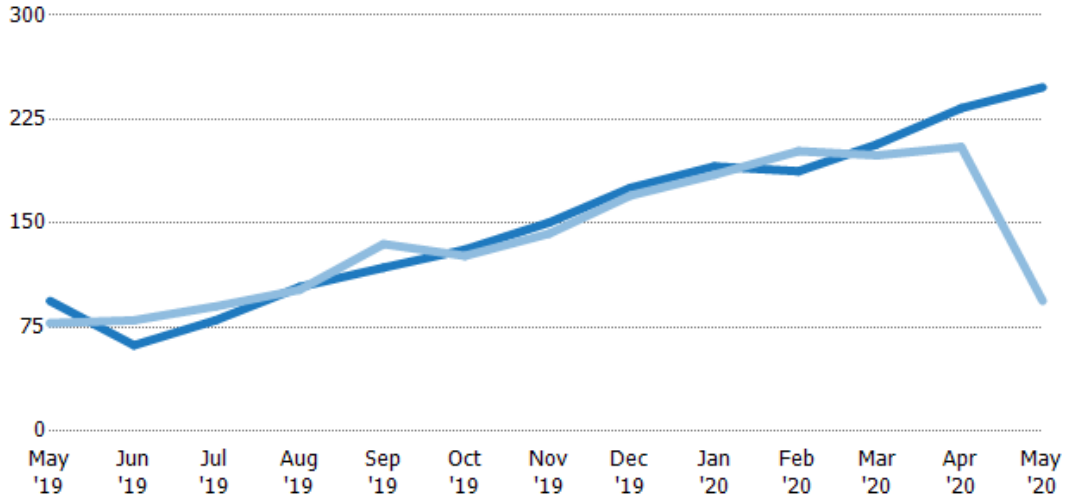
Median Days in RPR

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

Month/Year	Days	% Chg.
May '20	248	163.8%
May '19	94	20.5%
May '18	78	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	94	62	80	104	118	131	151	176	191	188	207	233	248
Prior Year	78	80	90	102	135	127	143	170	185	202	199	205	94
Percent Change from Prior Year	21%	-23%	-11%	2%	-13%	4%	6%	3%	3%	-7%	4%	14%	164%

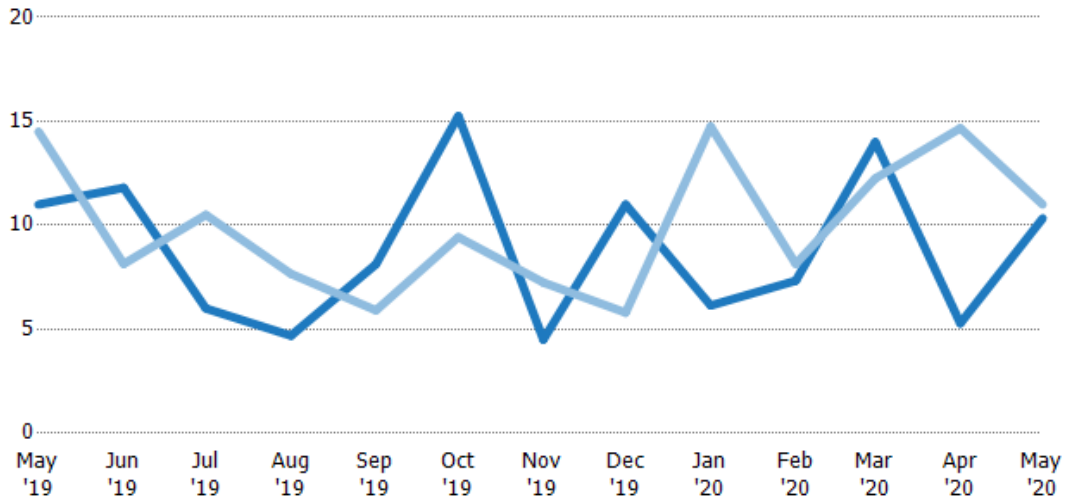
Months of Inventory

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

Filters Used

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

Month/Year	Months	% Chg.
May '20	10.3	-6.1%
May '19	11	-24.1%
May '18	14.5	0.7%



	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	11	11.8	6	4.69	8.13	15.3	4.5	11	6.14	7.33	14	5.29	10.3
Prior Year	14.5	8.14	10.5	7.67	5.91	9.43	7.25	5.8	14.8	8.14	12.3	14.7	11
Percent Change from Prior Year	-24%	45%	-43%	-39%	38%	62%	-38%	90%	-58%	-10%	14%	-64%	-6%

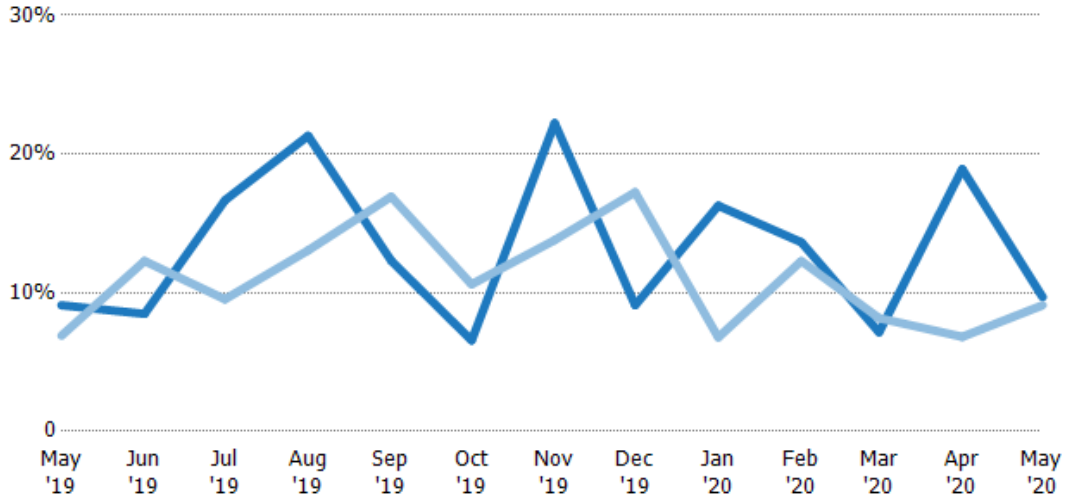
Absorption Rate

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.
May '20	10%	-0.6%
May '19	9%	-2.2%
May '18	7%	-0.7%



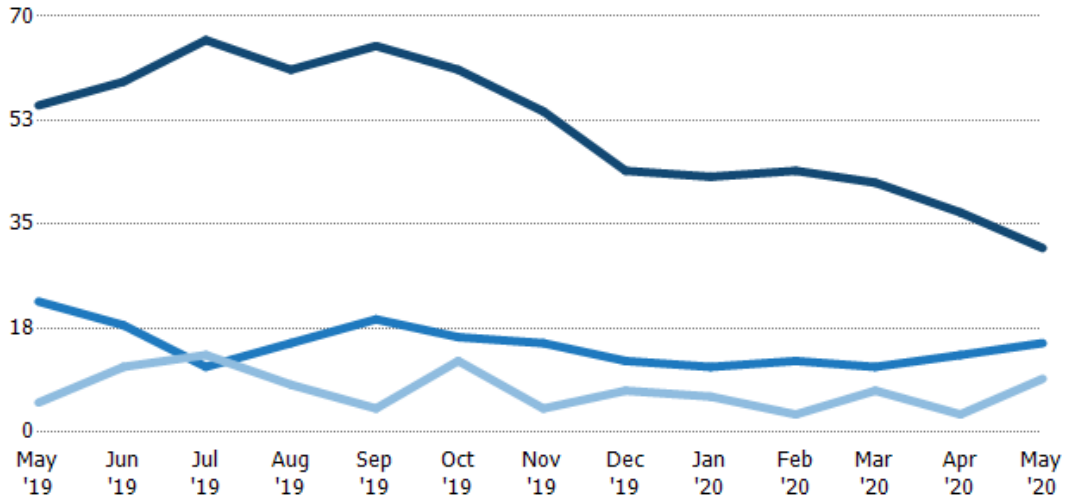
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	9%	8%	17%	21%	12%	7%	22%	9%	16%	14%	7%	19%	10%
Prior Year	7%	12%	10%	13%	17%	11%	14%	17%	7%	12%	8%	7%	9%
Change from Prior Year	-2%	4%	-7%	-8%	5%	4%	-8%	8%	-10%	-1%	1%	-12%	-1%

Active/Pending/Sold Units

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

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



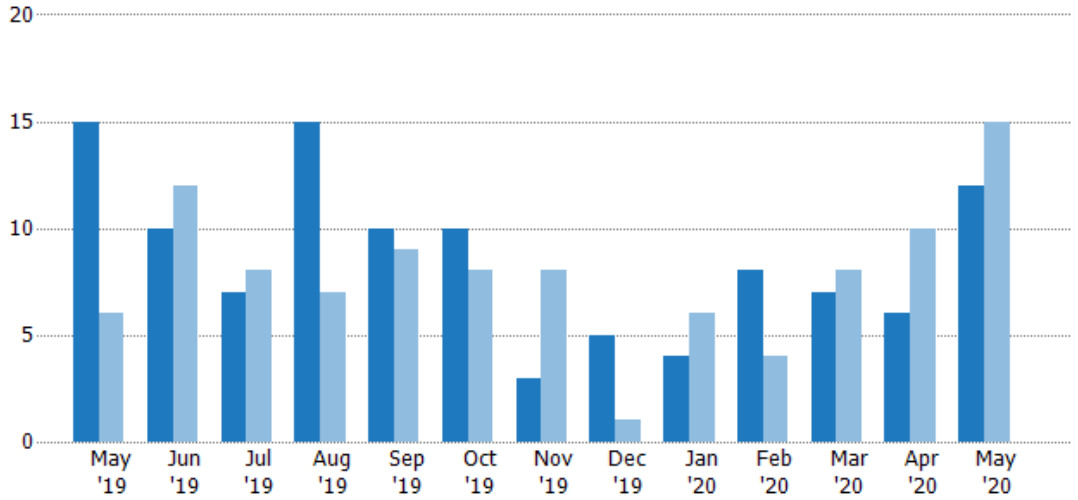
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	55	59	66	61	65	61	54	44	43	44	42	37	31
Pending	22	18	11	15	19	16	15	12	11	12	11	13	15
Sold	5	11	13	8	4	12	4	7	6	3	7	3	9

New Pending Sales

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

Filters Used

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



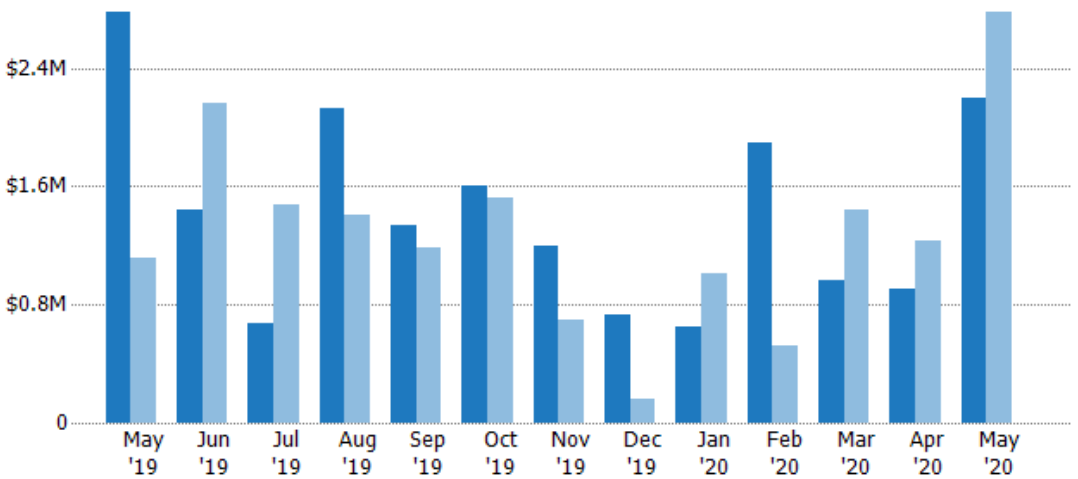
Month/Year	Count	% Chg.
May '20	12	-20%
May '19	15	150%
May '18	6	100%

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.
May '20	\$2.2M	-20.8%
May '19	\$2.77M	149.6%
May '18	\$1.11M	89.3%

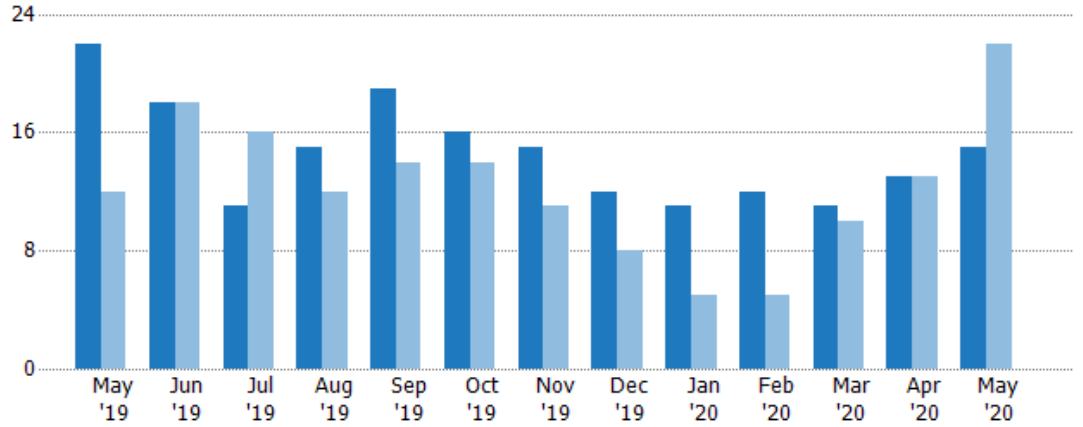
Pending Sales

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.
May '20	15	-31.8%
May '19	22	83.3%
May '18	12	33.3%



Current Year	22	18	11	15	19	16	15	12	11	12	11	13	15
Prior Year	12	18	16	12	14	14	11	8	5	5	10	13	22
Percent Change from Prior Year	83%	0%	-31%	25%	36%	14%	36%	50%	120%	140%	10%	0%	-32%

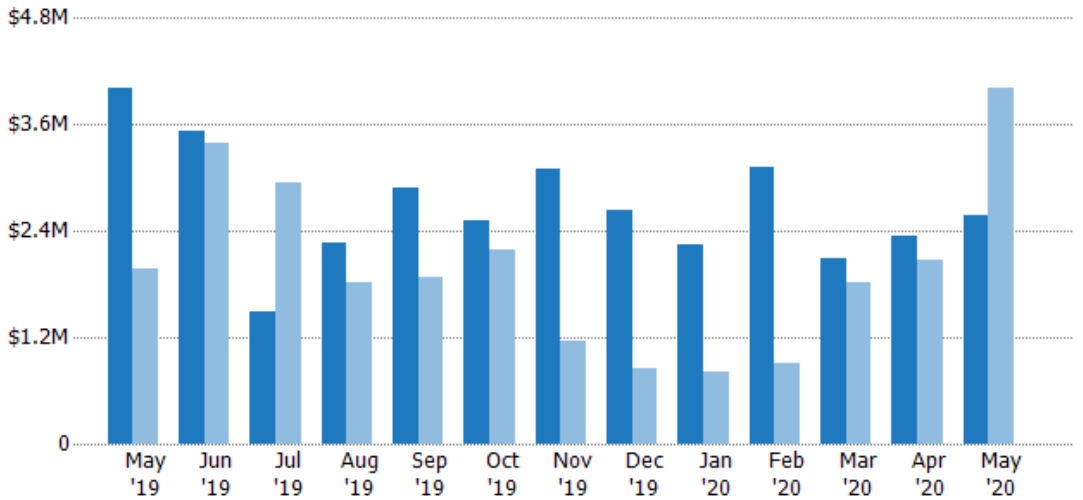
Pending Sales Volume

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.
May '20	\$2.57M	-35.8%
May '19	\$4.01M	103.4%
May '18	\$1.97M	40.9%



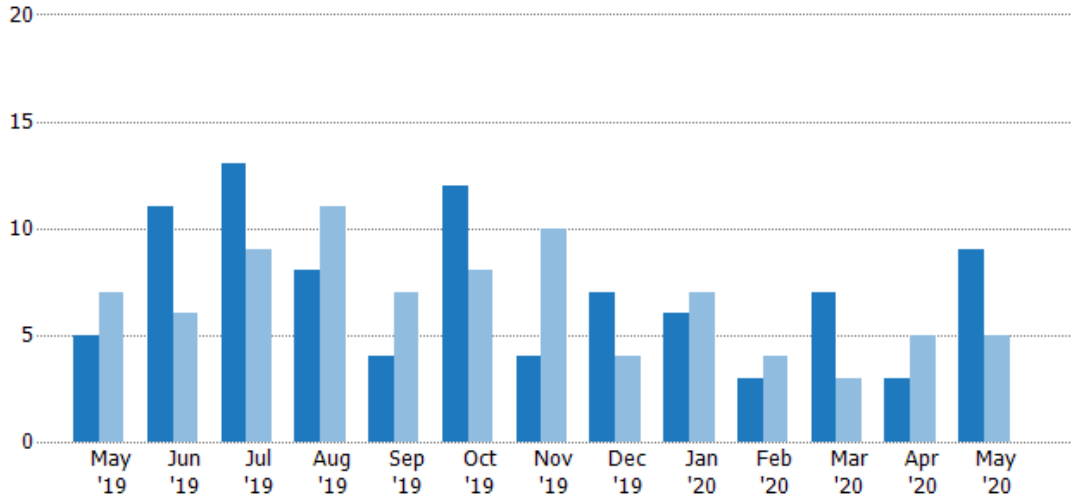
Current Year	\$4.01M	\$3.53M	\$1.49M	\$2.26M	\$2.9M	\$2.51M	\$3.1M	\$2.63M	\$2.24M	\$3.12M	\$2.1M	\$2.34M	\$2.57M
Prior Year	\$1.97M	\$3.39M	\$2.95M	\$1.81M	\$1.87M	\$2.18M	\$1.16M	\$844K	\$819K	\$903K	\$1.81M	\$2.06M	\$4.01M
Percent Change from Prior Year	103%	4%	-50%	25%	55%	15%	167%	211%	174%	246%	16%	13%	-36%

Closed Sales

The total number of residential properties sold 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



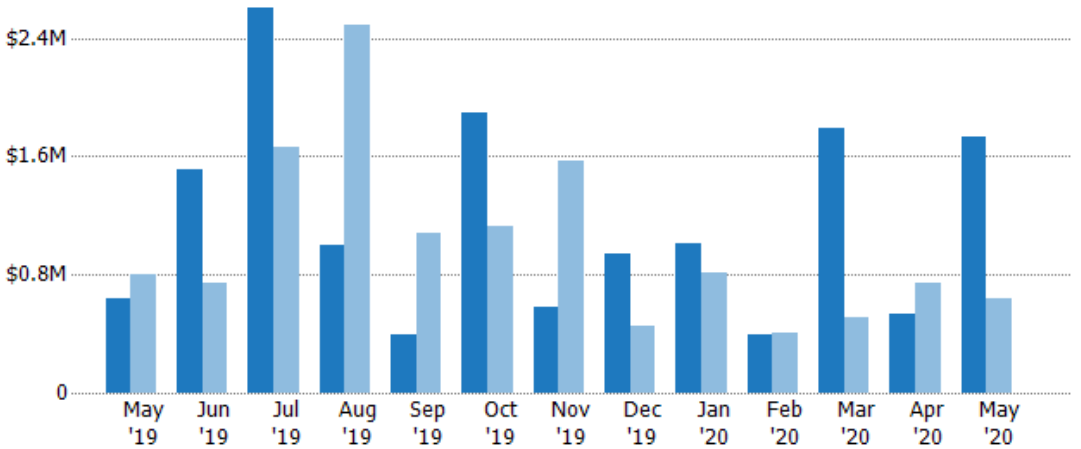
Month/Year	Count	% Chg.
May '20	9	80%
May '19	5	-28.6%
May '18	7	42.9%

Closed Sales Volume

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

Filters Used

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



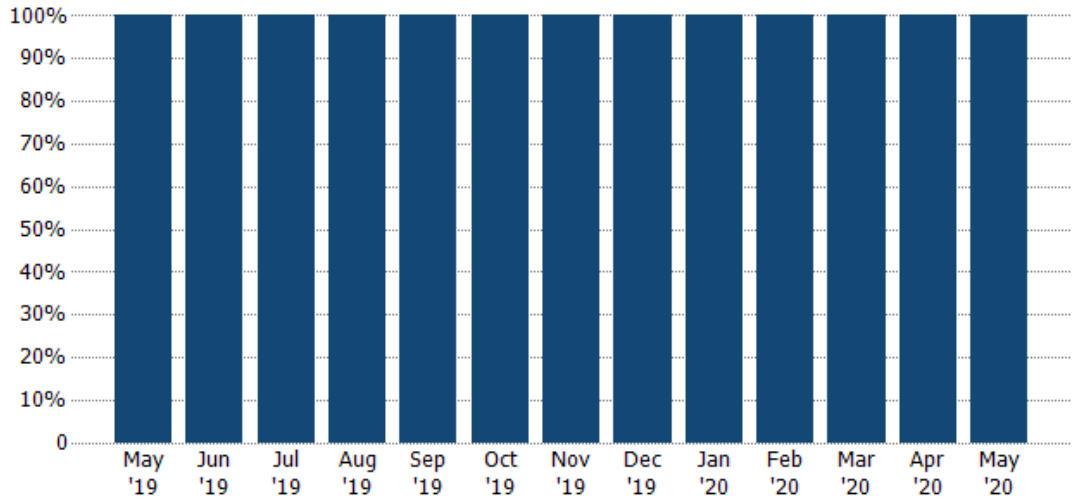
Month/Year	Volume	% Chg.
May '20	\$1.74M	171.2%
May '19	\$640K	-20.6%
May '18	\$806K	54.5%

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

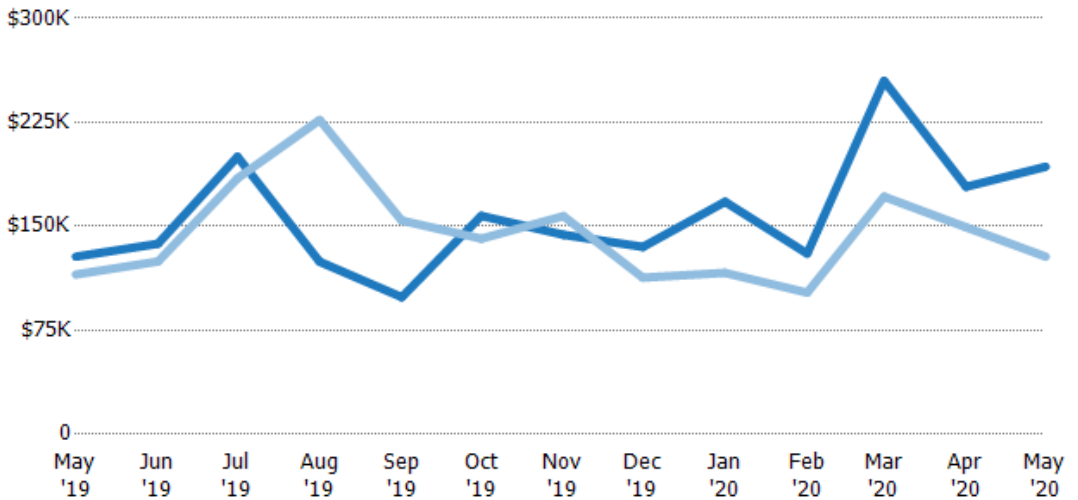
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$128K	\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K
\$115K	\$125K	\$185K	\$227K	\$154K	\$141K	\$157K	\$113K	\$116K	\$102K	\$171K	\$149K	\$128K
11%	10%	8%	-45%	-36%	12%	-9%	20%	44%	28%	49%	20%	51%

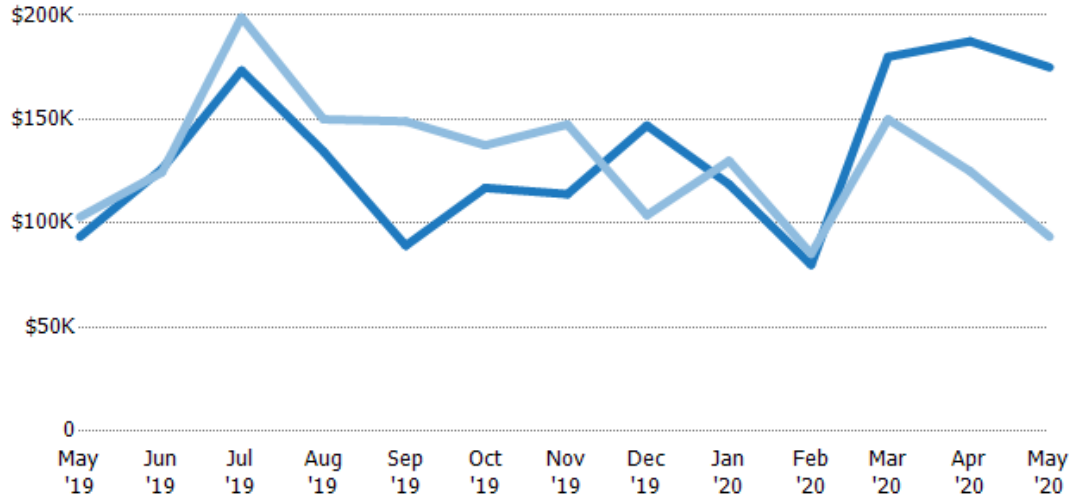
Median Sales Price

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.
May '20	\$175K	87.2%
May '19	\$93.5K	-9.2%
May '18	\$103K	28.9%



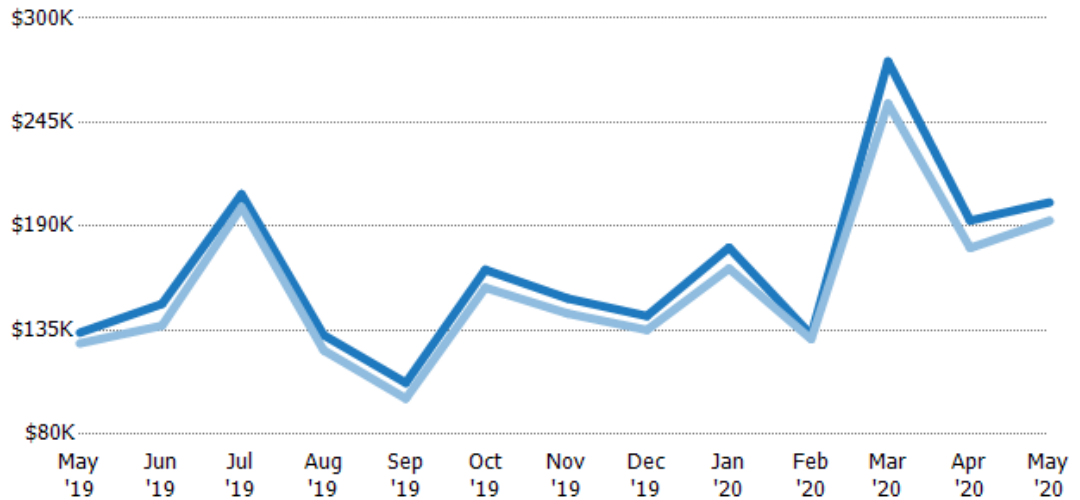
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K
Prior Year	\$103K	\$125K	\$199K	\$150K	\$149K	\$138K	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$125K	\$93.5K
Percent Change from Prior Year	-9%	1%	-13%	-10%	-40%	-15%	-23%	42%	-9%	-6%	20%	50%	87%

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



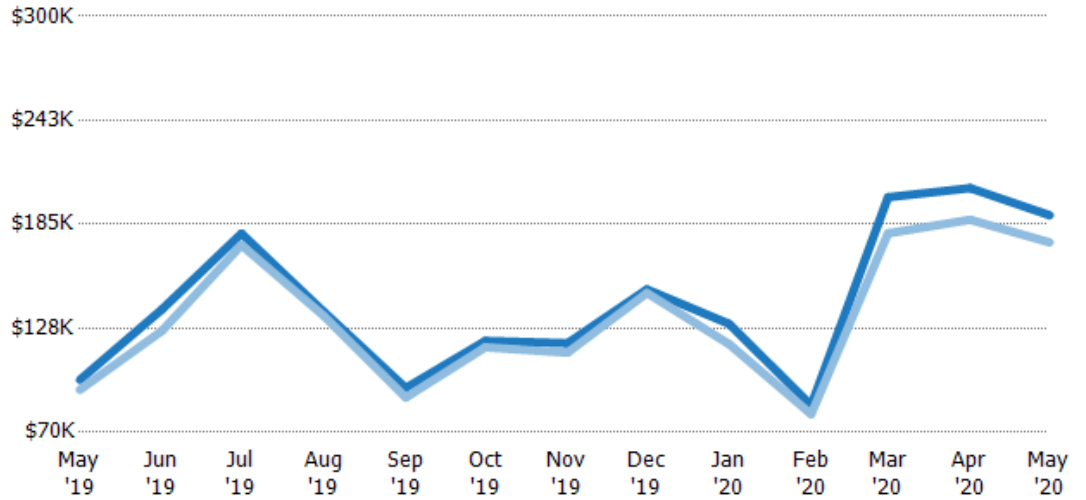
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg List Price	\$134K	\$149K	\$207K	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K
Avg Sales Price	\$128K	\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K
Avg Sales Price as a % of Avg List Price	96%	92%	97%	94%	92%	94%	95%	95%	94%	98%	92%	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,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



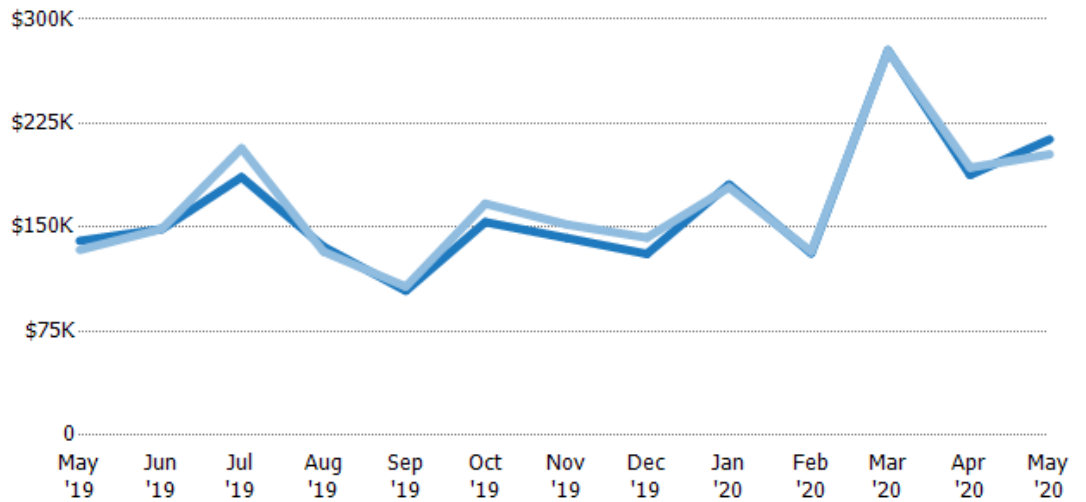
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$99K	\$138K	\$180K	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K
Median Sales Price	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K
Med Sales Price as a % of Med List Price	94%	91%	96%	98%	94%	97%	96%	99%	91%	94%	90%	91%	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,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



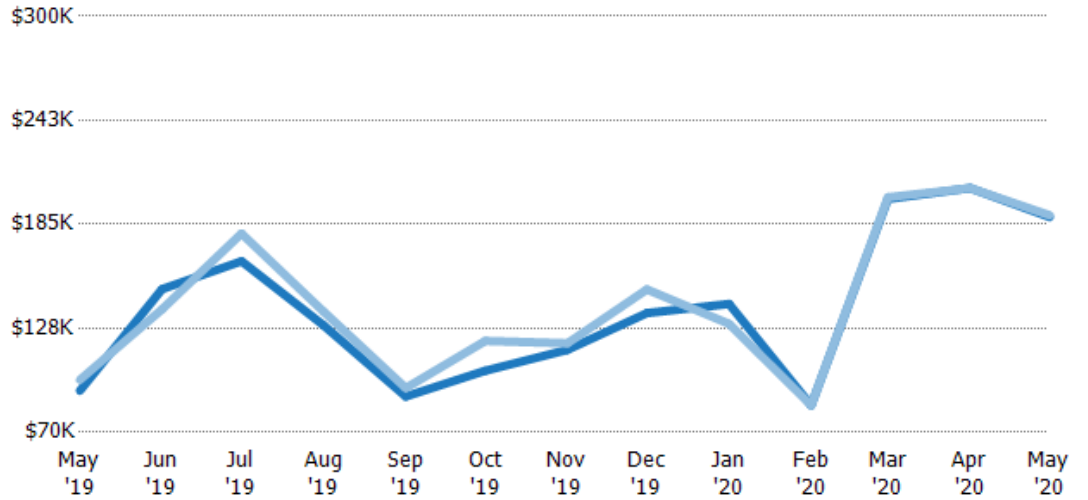
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$140K	\$149K	\$186K	\$136K	\$104K	\$154K	\$142K	\$131K	\$181K	\$131K	\$278K	\$188K	\$213K
Avg Sales Price	\$134K	\$149K	\$207K	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K
Avg Sales Price as a % of Avg Est Value	95%	100%	111%	97%	103%	109%	107%	109%	99%	101%	100%	103%	95%

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



	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	\$149K	\$165K	\$129K	\$89.8K	\$104K	\$116K	\$136K	\$141K	\$84.9K	\$199K	\$205K	\$189K
Median Sales Price	\$99K	\$138K	\$180K	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K
Med Sales Price as a % of Med Est Value	106%	93%	109%	106%	105%	116%	103%	110%	92%	100%	100%	100%	101%