

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	23	+4.3%	79	104	-24%
New Listing Volume	\$6,849,600	\$5,269,850	+30%	\$17,272,150	\$20,848,400	-17.2%
Active Listing Count	56	102	-45.1%	N/A	N/A	
Active Listing Volume	\$13,294,650	\$22,166,450	-40%	N/A	N/A	
Average Listing Price	\$237,404	\$217,318	+9.2%	\$208,641	\$209,790	-0.5%
Median Listing Price	\$178,500	\$204,000	-12.5%	\$162,942	\$187,014	-12.9%
Median Days in RPR	108.5	52	+108.7%	172.49	142.19	+21.3%
Months of Inventory	5.6	20.4	-72.5%	8.8	11.3	-22.5%
Absorption Rate	17.86%	4.9%	+13%	11.39%	8.83%	+2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	27	18	+50%	78	71	+9.9%
New Pending Sales Volume	\$6,858,950	\$2,737,200	+150.6%	\$16,670,900	\$11,798,999	+41.3%
Pending Sales Count	36	21	+71.4%	N/A	N/A	
Pending Sales Volume	\$8,067,950	\$3,985,300	+102.4%	N/A	N/A	
Closed Sales Count	8	14	-42.9%	43	45	-4.4%
Closed Sales Volume	\$1,547,000	\$2,031,600	-23.9%	\$8,616,220	\$6,653,400	+29.5%
Average Sales Price	\$193,375	\$145,114	+33.3%	\$200,377	\$147,853	+35.5%
Median Sales Price	\$206,000	\$135,050	+52.5%	\$177,047	\$145,327	+21.8%

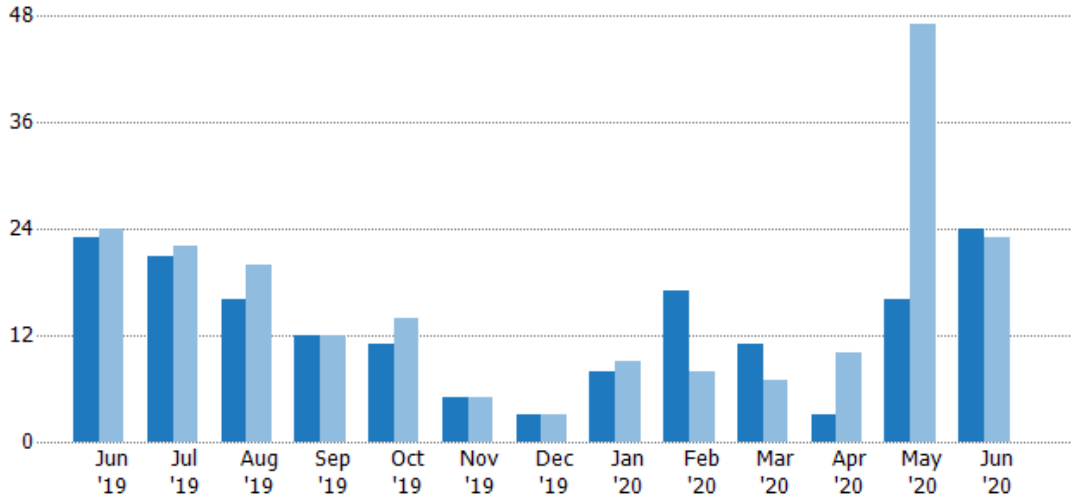
New Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Jun '20	24	23	4.3%
Jun '19	23	23	-4.2%
Jun '18	24	24	12.5%

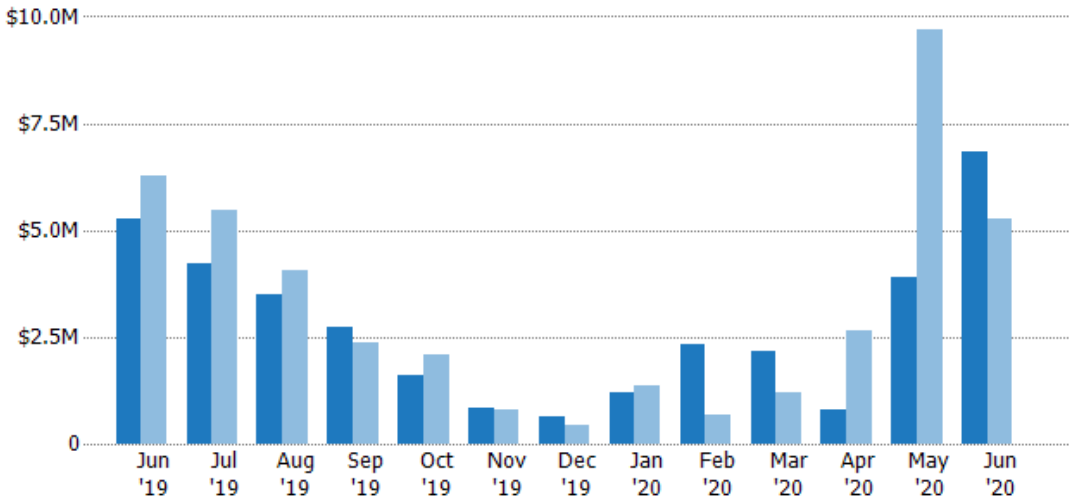
New Listing Volume

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

Filters Used

ZIP: Saint Johnsbury, VT 05819, 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
Jun '20	\$6.85M	\$5.27M	30%
Jun '19	\$5.27M	\$5.27M	-15.9%
Jun '18	\$6.27M	\$6.27M	-5%

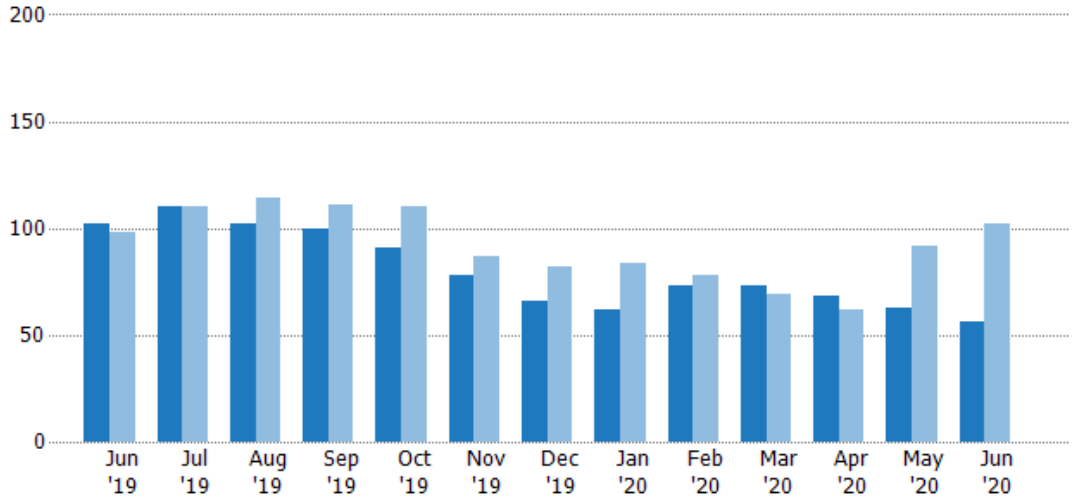
Active Listings

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.
Jun '20	56	-45.1%
Jun '19	102	4.1%
Jun '18	98	9.2%

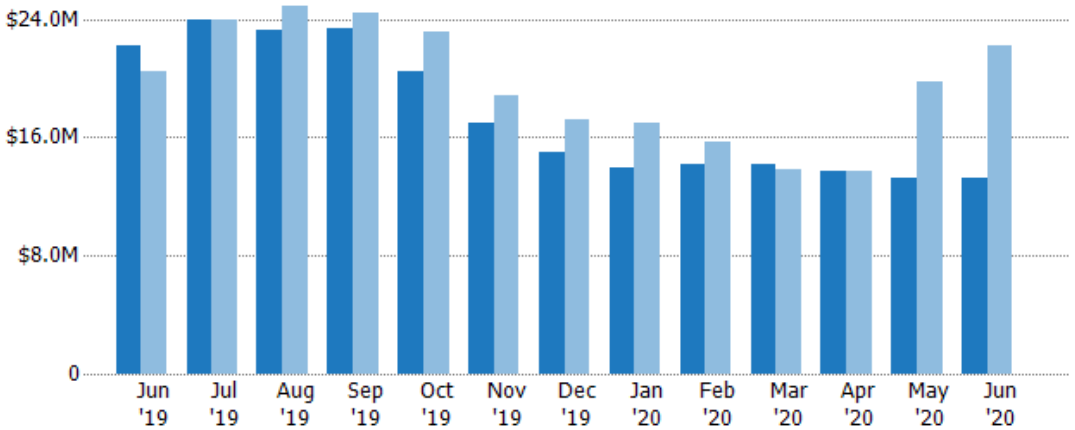
Active Listing Volume

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.
Jun '20	\$13.3M	-40%
Jun '19	\$22.2M	8.6%
Jun '18	\$20.4M	4.6%

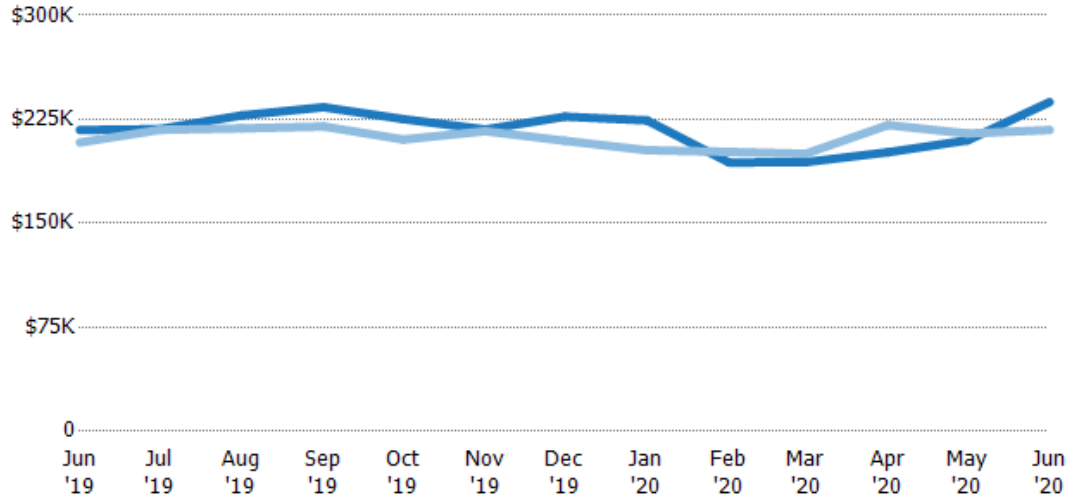
Average Listing Price

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.
Jun '20	\$237K	9.2%
Jun '19	\$217K	4.3%
Jun '18	\$208K	-4.2%



Current Year	\$217K	\$218K	\$228K	\$234K	\$225K	\$218K	\$227K	\$224K	\$194K	\$194K	\$201K	\$210K	\$237K
Prior Year	\$208K	\$217K	\$218K	\$220K	\$210K	\$216K	\$209K	\$203K	\$202K	\$200K	\$221K	\$215K	\$217K
Percent Change from Prior Year	4%	0%	4%	6%	7%	1%	8%	11%	-4%	-3%	-9%	-2%	9%

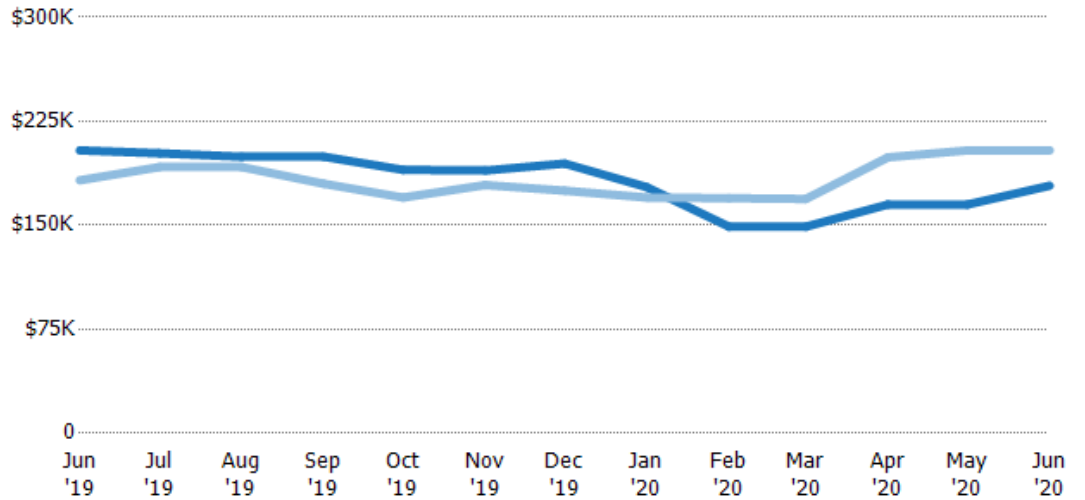
Median Listing Price

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.
Jun '20	\$179K	-12.5%
Jun '19	\$204K	11.8%
Jun '18	\$182K	-4.1%



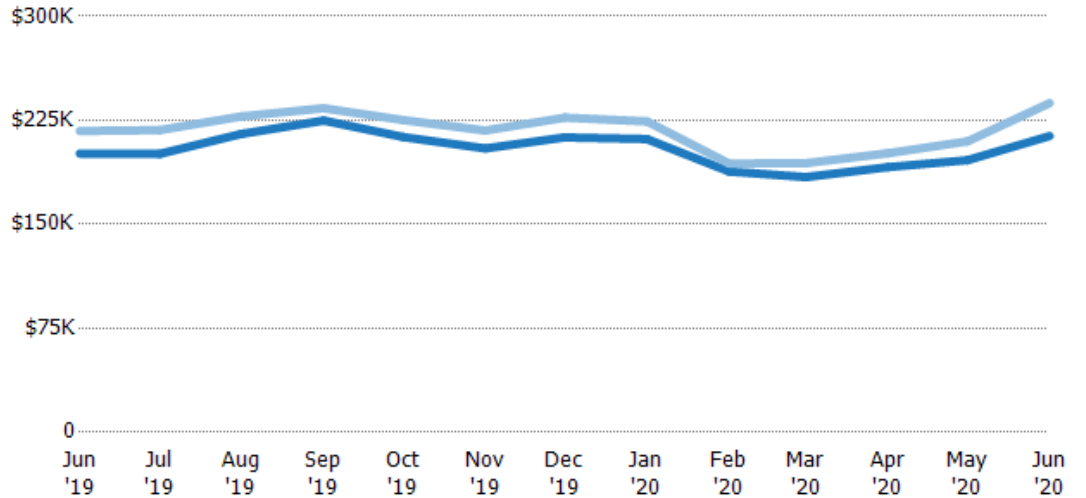
Current Year	\$204K	\$202K	\$199K	\$199K	\$190K	\$190K	\$195K	\$177K	\$149K	\$149K	\$165K	\$165K	\$179K
Prior Year	\$182K	\$192K	\$192K	\$180K	\$170K	\$179K	\$175K	\$170K	\$170K	\$169K	\$199K	\$204K	\$204K
Percent Change from Prior Year	12%	5%	4%	11%	12%	6%	11%	4%	-12%	-12%	-17%	-19%	-13%

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



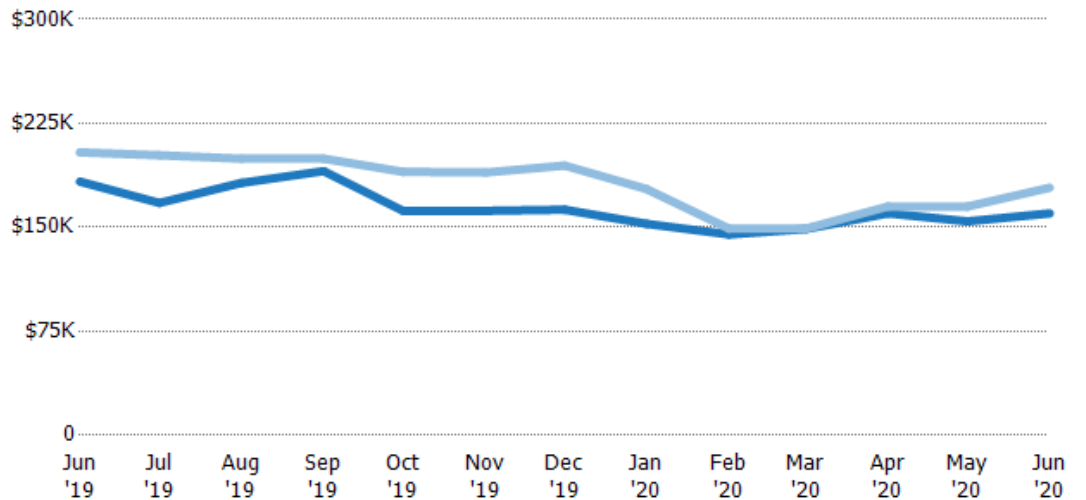
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$201K	\$201K	\$215K	\$225K	\$213K	\$205K	\$213K	\$211K	\$188K	\$184K	\$191K	\$196K	\$214K
Avg Listing Price	\$217K	\$218K	\$228K	\$234K	\$225K	\$218K	\$227K	\$224K	\$194K	\$194K	\$201K	\$210K	\$237K
Avg Listing Price as a % of Avg Est Value	108%	109%	106%	104%	106%	106%	107%	106%	103%	105%	105%	107%	111%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$183K	\$168K	\$182K	\$191K	\$162K	\$162K	\$163K	\$152K	\$145K	\$149K	\$160K	\$154K	\$160K
Median Listing Price	\$204K	\$202K	\$199K	\$199K	\$190K	\$190K	\$195K	\$177K	\$149K	\$149K	\$165K	\$165K	\$179K
Med Listing Price as a % of Med Est Value	112%	121%	110%	105%	117%	117%	120%	116%	103%	100%	103%	107%	112%

Median Days in RPR

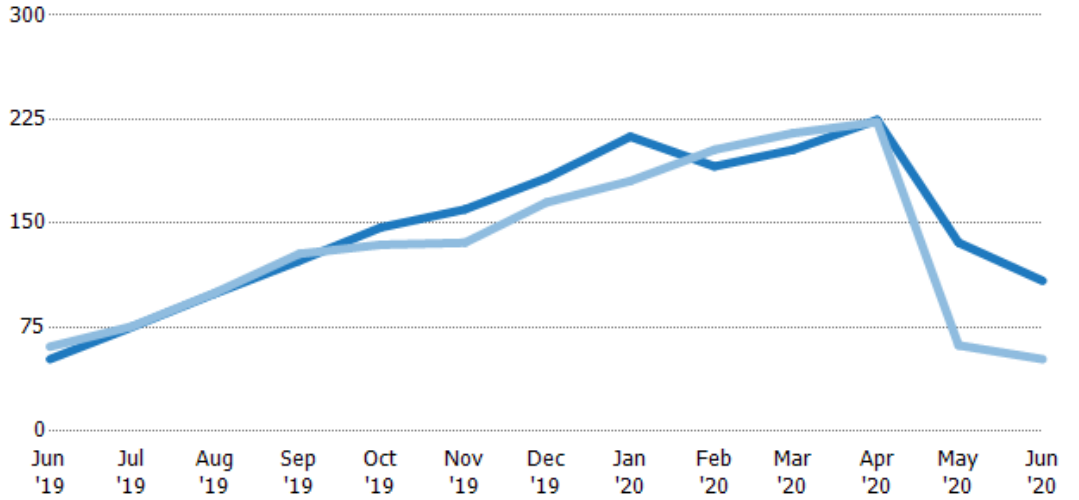
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

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.
Jun '20	109	108.7%
Jun '19	52	-14.8%
Jun '18	61	9.8%



Current Year	52	75	100	123	147	160	183	213	191	203	225	136	109
Prior Year	61	75.5	100	128	135	136	165	181	203	215	223	62	52
Percent Change from Prior Year	-15%	-1%	-1%	-4%	9%	18%	11%	18%	-6%	-6%	1%	119%	109%

Months of Inventory

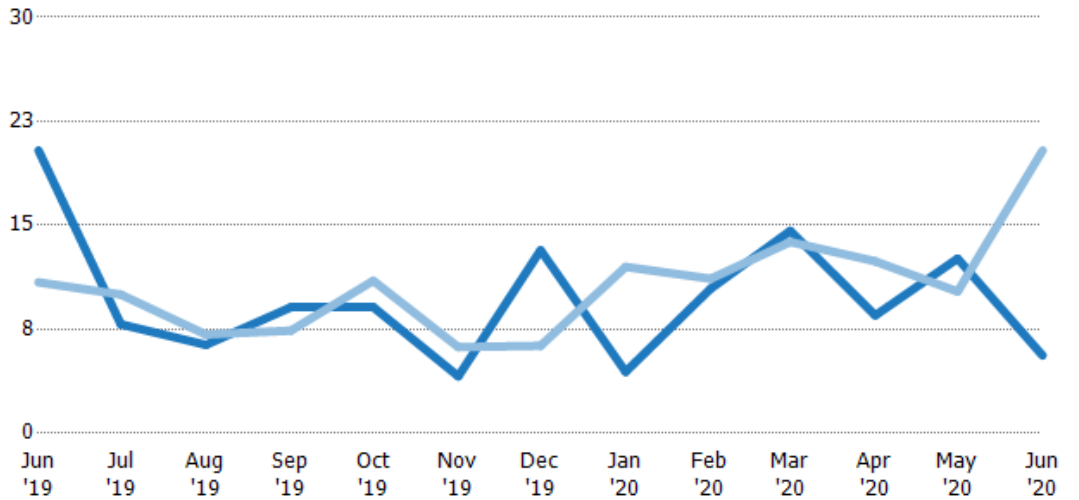
The number of months it would take to exhaust active listings at the current sales rate.

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.
Jun '20	5.6	-72.5%
Jun '19	20.4	87.3%
Jun '18	10.9	-18.1%



Current Year	20.4	7.86	6.38	9.09	9.1	4.11	13.2	4.43	10.4	14.6	8.5	12.6	5.6
Prior Year	10.9	10	7.13	7.4	11	6.21	6.31	12	11.1	13.8	12.4	10.2	20.4
Percent Change from Prior Year	87%	-21%	-11%	23%	-17%	-34%	109%	-63%	-6%	6%	-31%	23%	-73%

Absorption Rate

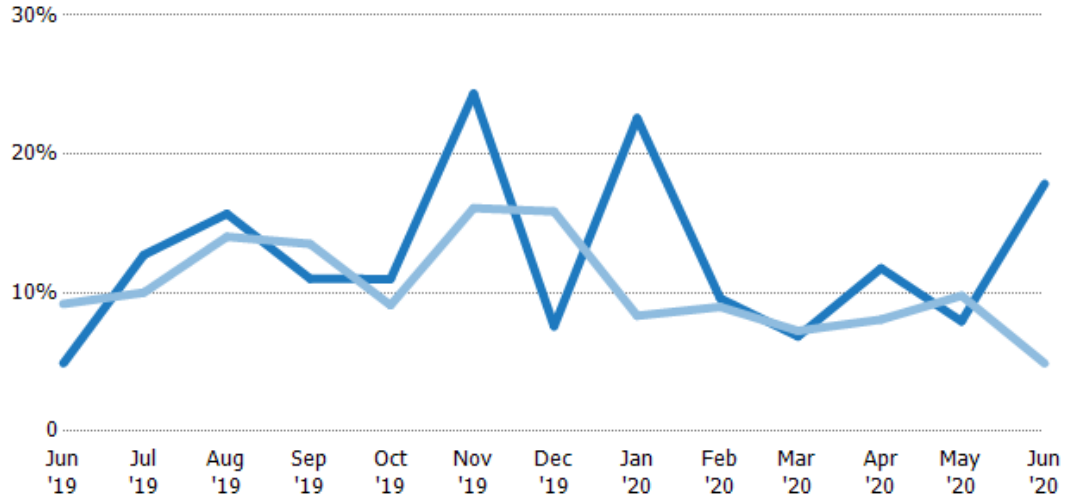
The percentage of inventory sold per month.

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.
Jun '20	18%	-13%
Jun '19	5%	4.3%
Jun '18	9%	22.1%



Current Year	5%	13%	16%	11%	11%	24%	8%	23%	10%	7%	12%	8%	18%
Prior Year	9%	10%	14%	14%	9%	16%	16%	8%	9%	7%	8%	10%	5%
Change from Prior Year	4%	-3%	-2%	3%	-2%	-8%	8%	-14%	-1%	0%	-4%	2%	-13%

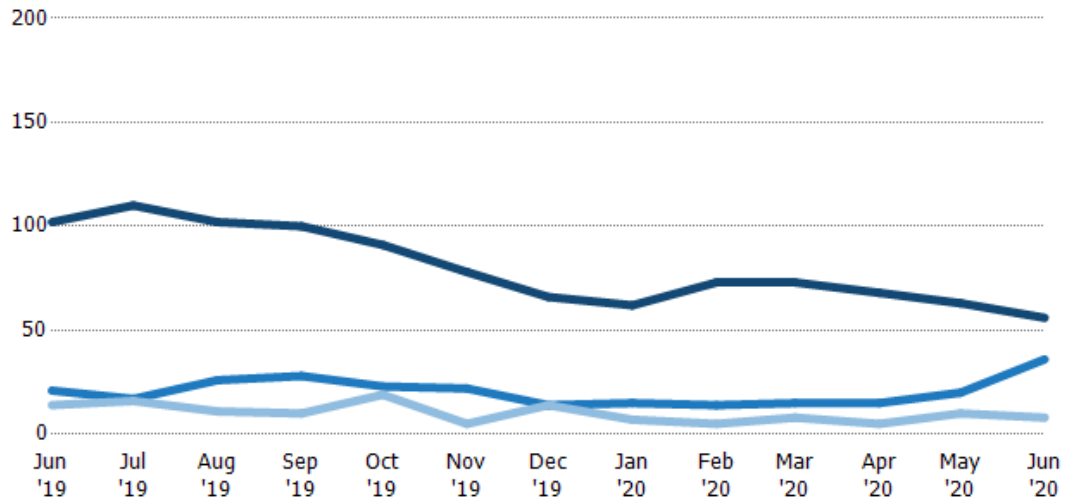
Active/Pending/Sold Units

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



Active	102	110	102	100	91	78	66	62	73	73	68	63	56
Pending	21	17	26	28	23	22	14	15	14	15	15	20	36
Sold	14	16	11	10	19	5	14	7	5	8	5	10	8

New Pending Sales

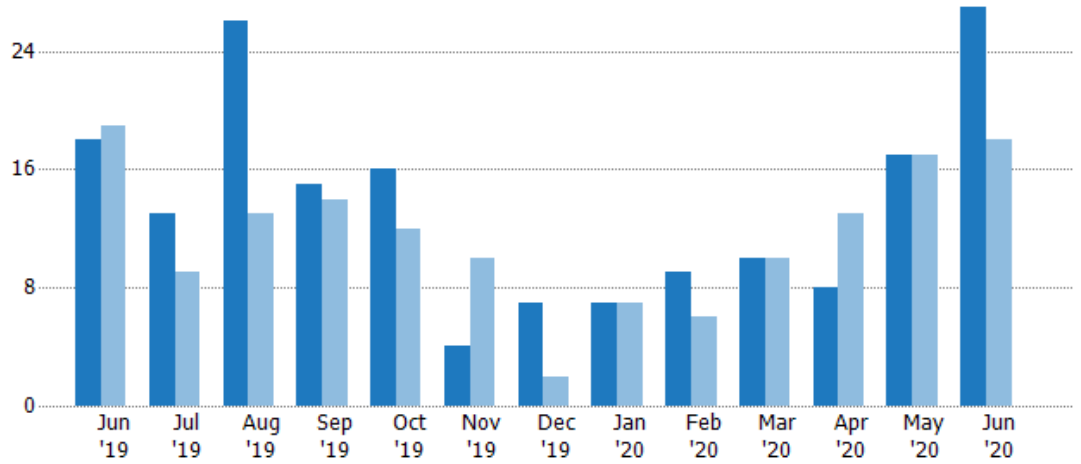
The number of residential properties with accepted offers that were added each month.

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.
Jun '20	27	50%
Jun '19	18	-5.3%
Jun '18	19	-31.6%



Current Year	18	13	26	15	16	4	7	7	9	10	8	17	27
Prior Year	19	9	13	14	12	10	2	7	6	10	13	17	18
Percent Change from Prior Year	-5%	44%	100%	7%	33%	-60%	250%	0%	50%	0%	-38%	0%	50%

New Pending Sales Volume

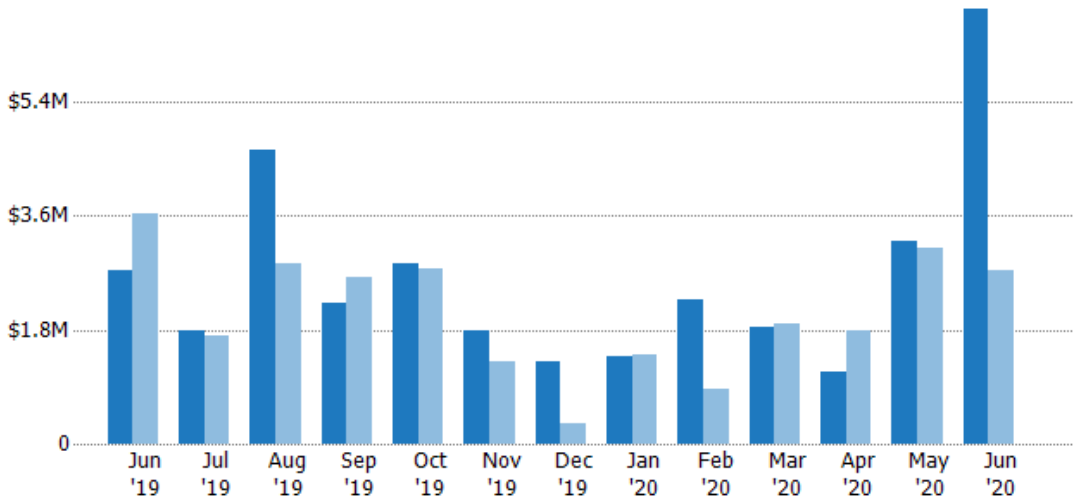
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Jun '20	\$6.86M	150.6%
Jun '19	\$2.74M	-24.5%
Jun '18	\$3.63M	-44.4%



Current Year	\$2.74M	\$1.79M	\$4.65M	\$2.24M	\$2.85M	\$1.79M	\$1.29M	\$1.38M	\$2.28M	\$1.84M	\$1.12M	\$3.19M	\$6.86M
Prior Year	\$3.63M	\$1.72M	\$2.83M	\$2.64M	\$2.77M	\$1.29M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M
Percent Change from Prior Year	-25%	5%	64%	-15%	3%	39%	306%	-2%	161%	-3%	-37%	3%	151%

Pending Sales

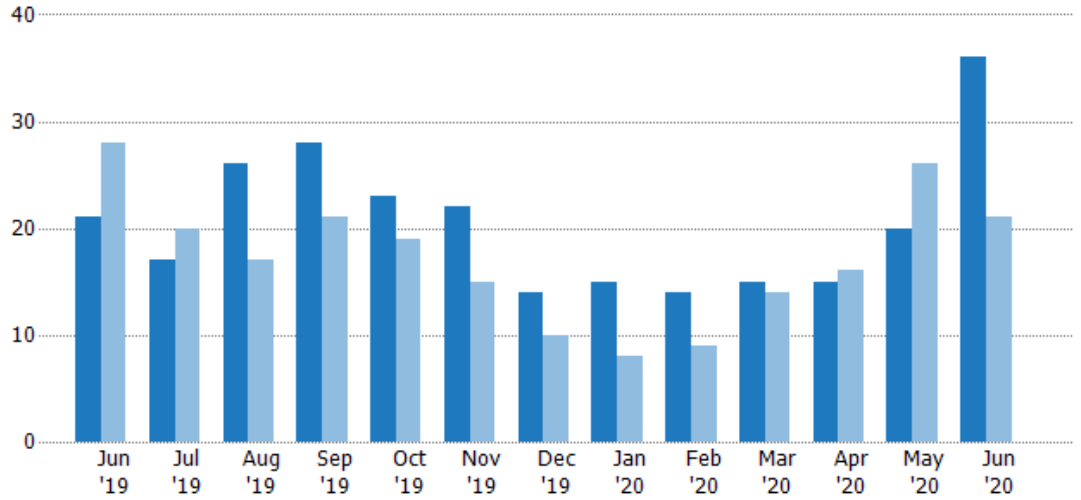
The number of residential properties with accepted offers that were available at the end each month.

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.
Jun '20	36	71.4%
Jun '19	21	-25%
Jun '18	28	-46.4%



Current Year	21	17	26	28	23	22	14	15	14	15	15	20	36
Prior Year	28	20	17	21	19	15	10	8	9	14	16	26	21
Percent Change from Prior Year	-25%	-15%	53%	33%	21%	47%	40%	88%	56%	7%	-6%	-23%	71%

Pending Sales Volume

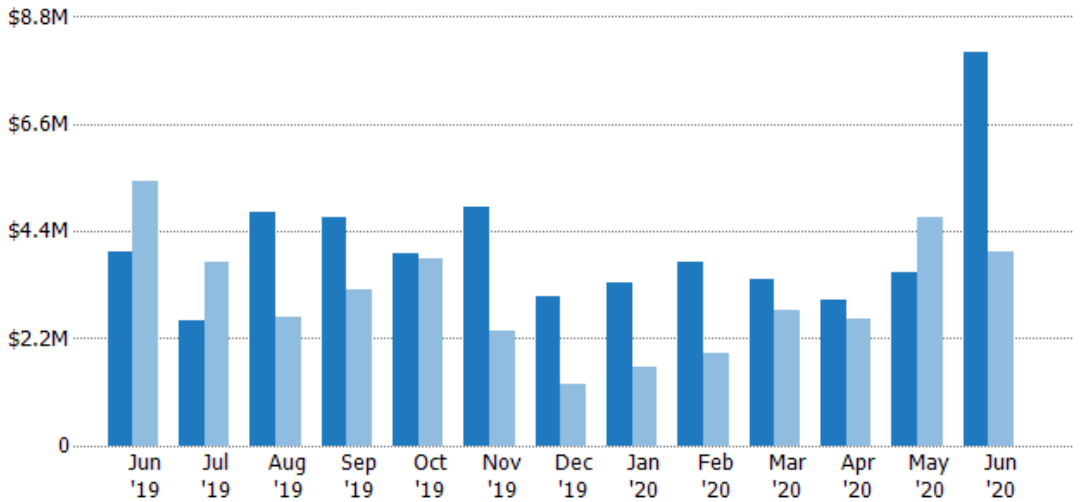
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Jun '20	\$8.07M	102.4%
Jun '19	\$3.99M	-26.7%
Jun '18	\$5.44M	-56.6%



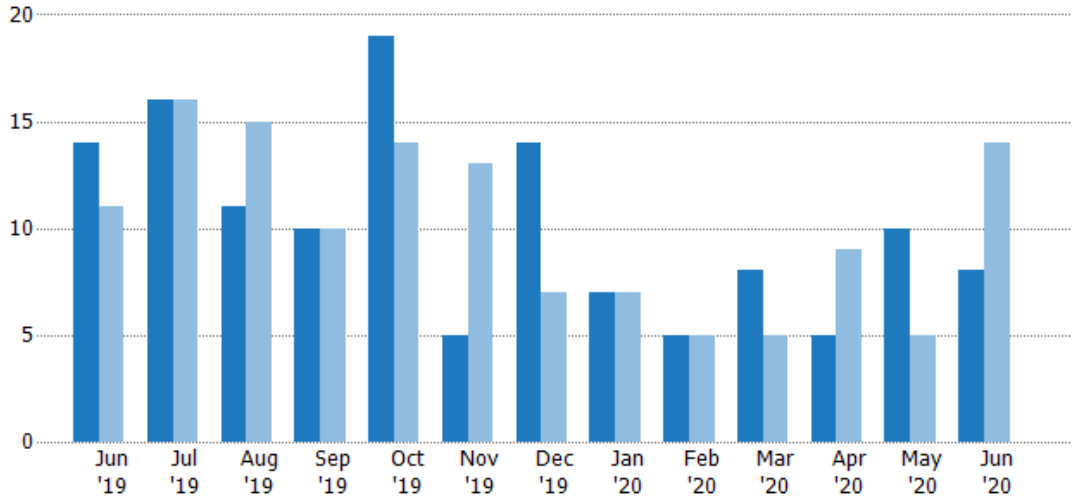
Current Year	\$3.99M	\$2.56M	\$4.8M	\$4.7M	\$3.96M	\$4.9M	\$3.07M	\$3.33M	\$3.78M	\$3.43M	\$3.01M	\$3.54M	\$8.07M
Prior Year	\$5.44M	\$3.76M	\$2.62M	\$3.21M	\$3.83M	\$2.36M	\$1.25M	\$1.62M	\$1.9M	\$2.79M	\$2.62M	\$4.69M	\$3.99M
Percent Change from Prior Year	-27%	-32%	83%	46%	3%	107%	146%	105%	99%	23%	15%	-25%	102%

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.
Jun '20	8	-42.9%
Jun '19	14	27.3%
Jun '18	11	72.7%

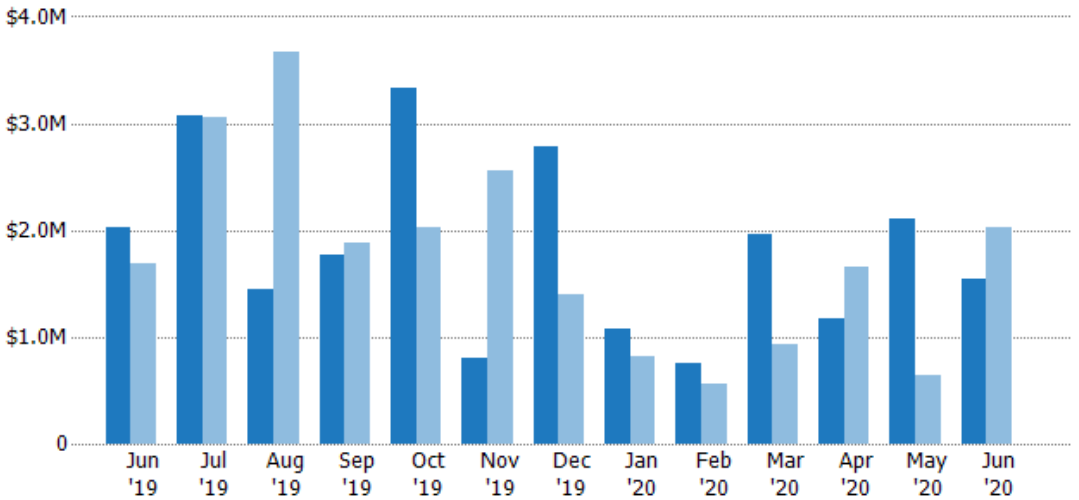
Current Year	14	16	11	10	19	5	14	7	5	8	5	10	8
Prior Year	11	16	15	10	14	13	7	7	5	5	9	5	14
Percent Change from Prior Year	27%	0%	-27%	0%	36%	-62%	100%	0%	0%	60%	-44%	100%	-43%

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.
Jun '20	\$1.55M	-23.9%
Jun '19	\$2.03M	20%
Jun '18	\$1.69M	81.2%

Current Year	\$2.03M	\$3.07M	\$1.44M	\$1.77M	\$3.32M	\$801K	\$2.78M	\$1.08M	\$748K	\$1.96M	\$1.17M	\$2.11M	\$1.55M
Prior Year	\$1.69M	\$3.06M	\$3.66M	\$1.88M	\$2.03M	\$2.55M	\$1.4M	\$815K	\$569K	\$939K	\$1.66M	\$640K	\$2.03M
Percent Change from Prior Year	20%	0%	-61%	-6%	64%	-69%	98%	32%	32%	109%	-30%	230%	-24%

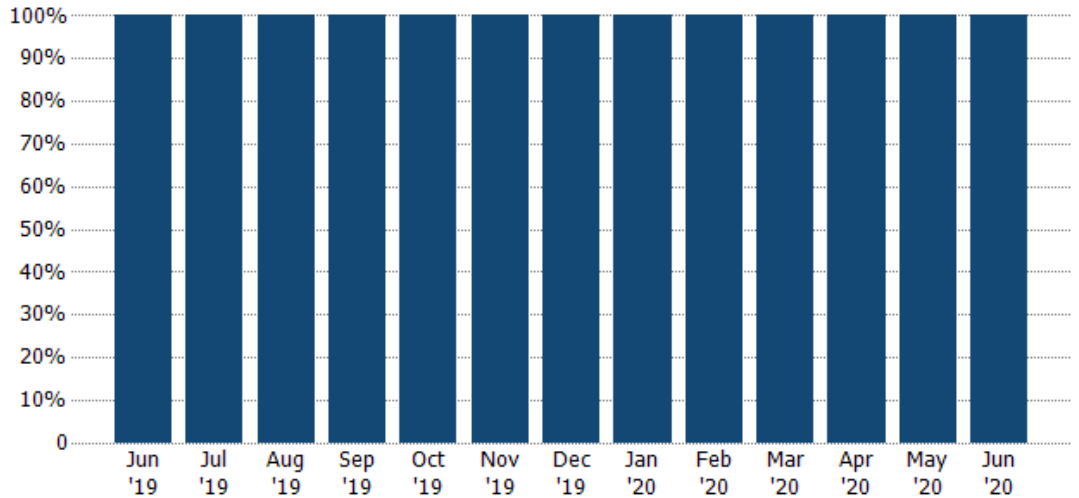
Closed Sales by Property Type

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%

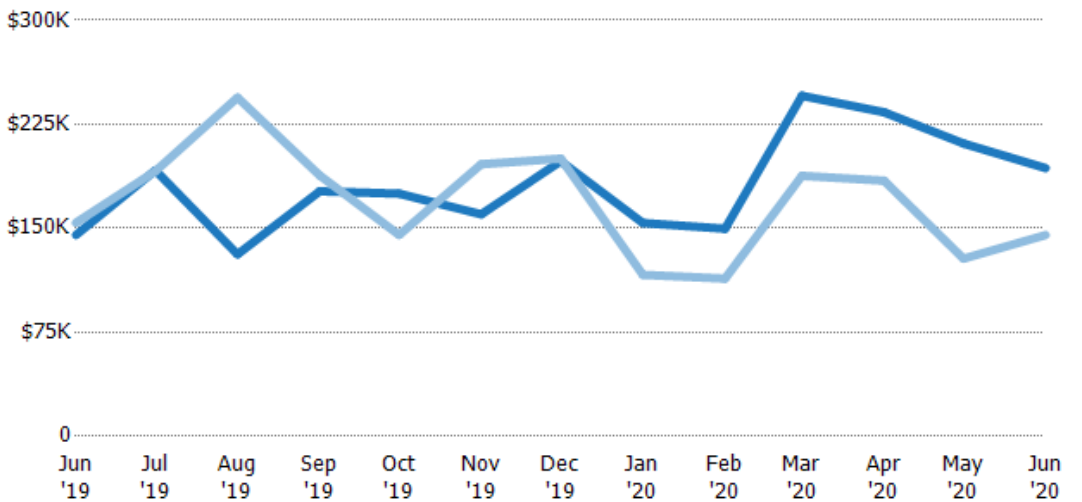
Average Sales Price

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

\$145K \$192K \$131K \$177K \$175K \$160K \$198K \$154K \$150K \$246K \$234K \$211K \$193K

Prior Year

\$154K \$191K \$244K \$188K \$145K \$196K \$200K \$116K \$114K \$188K \$184K \$128K \$145K

Percent Change from Prior Year

-6% 0% -46% -6% 20% -18% -1% 32% 32% 31% 27% 65% 33%

Month/Year	Price	% Chg.
Jun '20	\$193K	33.3%
Jun '19	\$145K	-5.7%
Jun '18	\$154K	4.9%

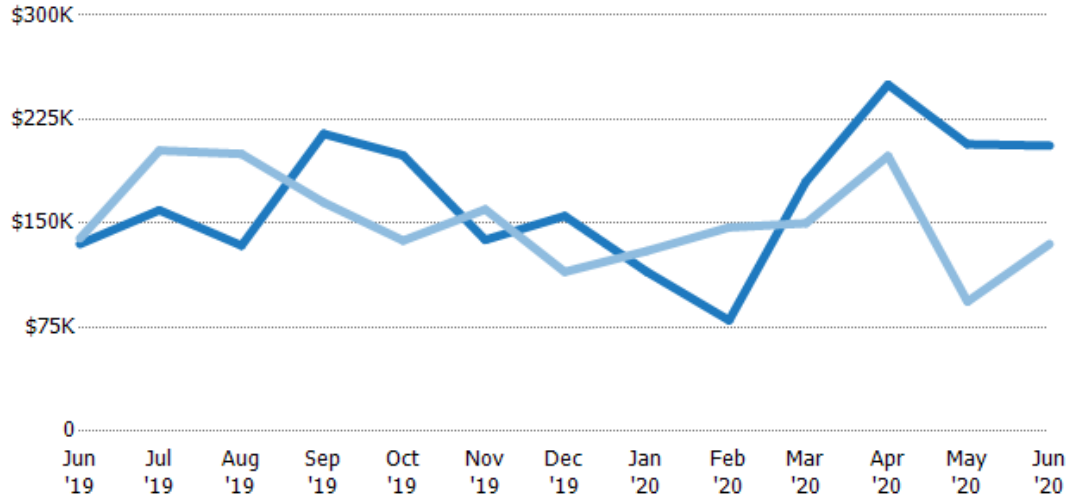
Median Sales Price

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.
Jun '20	\$206K	52.5%
Jun '19	\$135K	-2.8%
Jun '18	\$139K	9.4%



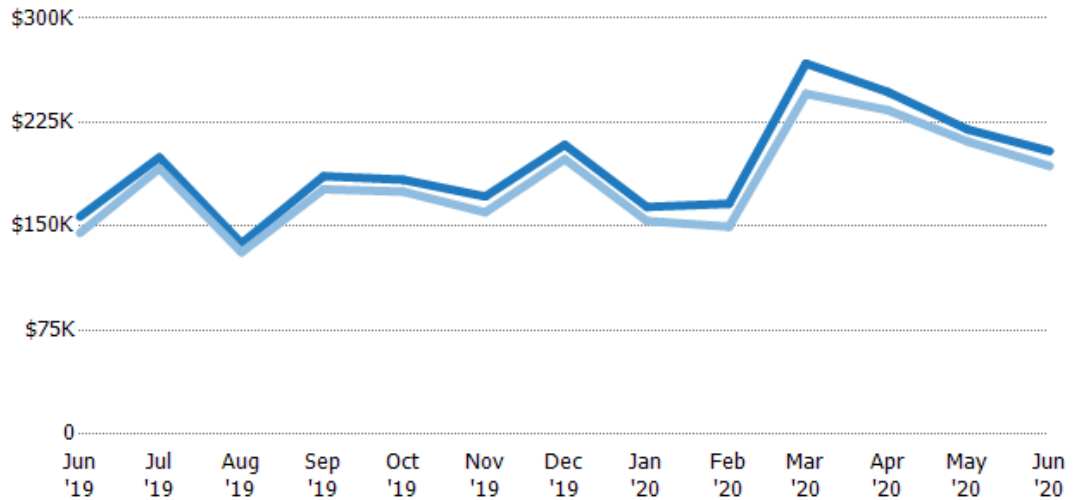
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K
Prior Year	\$139K	\$203K	\$200K	\$165K	\$138K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K
Percent Change from Prior Year	-3%	-21%	-33%	30%	45%	-14%	35%	-12%	-46%	20%	26%	121%	53%

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



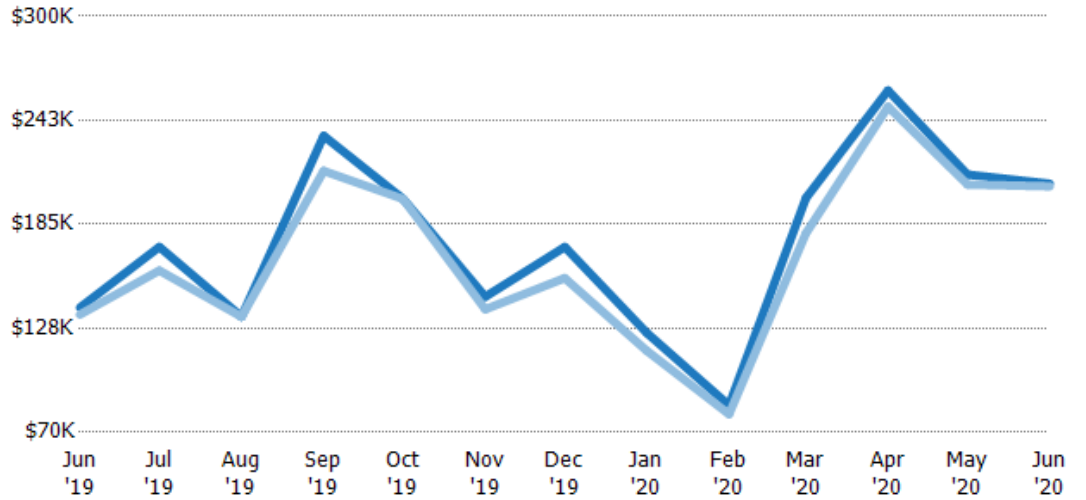
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$157K	\$200K	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K
Avg Sales Price	\$145K	\$192K	\$131K	\$177K	\$175K	\$160K	\$198K	\$154K	\$150K	\$246K	\$234K	\$211K	\$193K
Avg Sales Price as a % of Avg List Price	92%	96%	95%	95%	95%	93%	95%	94%	90%	92%	95%	96%	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



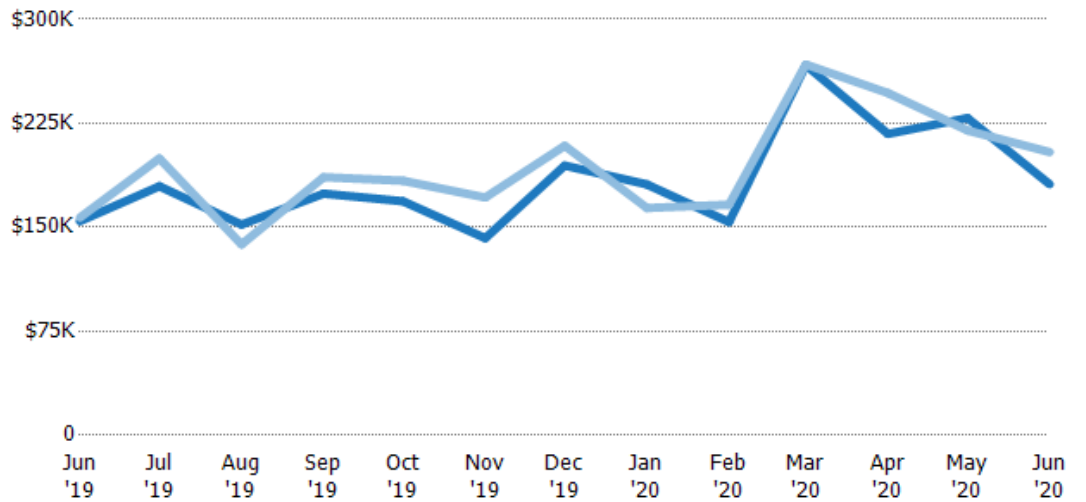
Median List Price	\$139K	\$173K	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K
Median Sales Price	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K
Med Sales Price as a % of Med List Price	97%	92%	100%	92%	100%	95%	90%	92%	94%	90%	97%	97%	99%

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



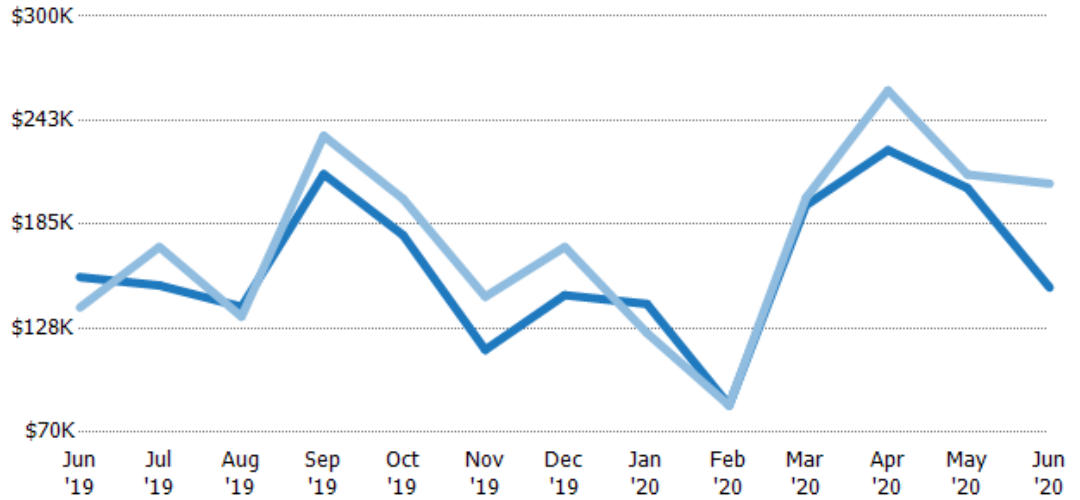
Avg Est Value	\$154K	\$180K	\$152K	\$174K	\$169K	\$142K	\$195K	\$181K	\$154K	\$267K	\$217K	\$229K	\$181K
Avg Sales Price	\$157K	\$200K	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K
Avg Sales Price as a % of Avg Est Value	102%	111%	91%	107%	109%	121%	107%	91%	108%	100%	114%	96%	113%

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	\$156K	\$151K	\$139K	\$213K	\$179K	\$116K	\$146K	\$141K	\$84.9K	\$196K	\$226K	\$205K	\$150K
Median Sales Price	\$139K	\$173K	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K
Med Sales Price as a % of Med Est Value	89%	114%	96%	110%	111%	125%	118%	89%	100%	102%	115%	104%	138%