

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	14	13	+7.7%	46	65	-29.2%
New Listing Volume	\$2,671,600	\$2,641,250	+1.1%	\$8,631,800	\$12,067,450	-28.5%
Active Listing Count	38	60	-36.7%	N/A	N/A	
Active Listing Volume	\$7,964,800	\$11,772,200	-32.3%	N/A	N/A	
Average Listing Price	\$209,600	\$196,203	+6.8%	\$203,473	\$192,502	+5.7%
Median Listing Price	\$139,500	\$141,700	-1.6%	\$142,290	\$148,746	-4.3%
Median Days in RPR	111	67	+65.7%	207.78	141.34	+47%
Months of Inventory	4.2	12	-64.8%	6.9	12.3	-44%
Absorption Rate	23.68%	8.33%	+15.4%	14.52%	8.13%	+6.4%
Sales Activity Charts Metrics						
New Pending Sales Count	11	10	+10%	48	53	-9.4%
New Pending Sales Volume	\$2,028,750	\$1,444,200	+40.5%	\$8,639,700	\$8,426,599	+2.5%
Pending Sales Count	21	18	+16.7%	N/A	N/A	
Pending Sales Volume	\$3,928,650	\$3,526,800	+11.4%	N/A	N/A	
Closed Sales Count	4	11	-63.6%	32	35	-8.6%
Closed Sales Volume	\$511,500	\$1,511,600	-66.2%	\$5,964,770	\$4,635,650	+28.7%
Average Sales Price	\$127,875	\$137,418	-6.9%	\$186,399	\$132,447	+40.7%
Median Sales Price	\$104,250	\$126,100	-17.3%	\$148,969	\$119,446	+24.7%

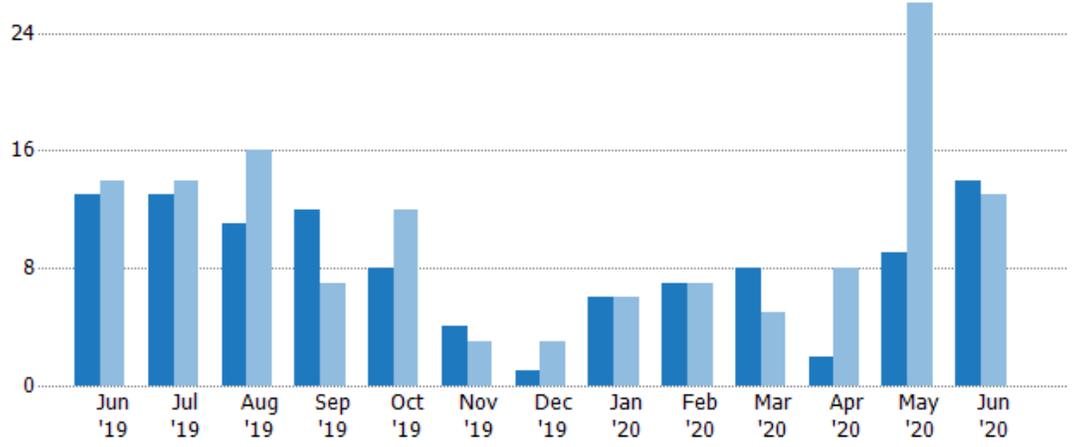
New Listings

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.
Jun '20	14	7.7%
Jun '19	13	-7.1%
Jun '18	14	28.6%



Current Year	13	13	11	12	8	4	1	6	7	8	2	9	14
Prior Year	14	14	16	7	12	3	3	6	7	5	8	26	13
Percent Change from Prior Year	-7%	-7%	-31%	71%	-33%	33%	-67%	0%	0%	60%	-75%	-65%	8%

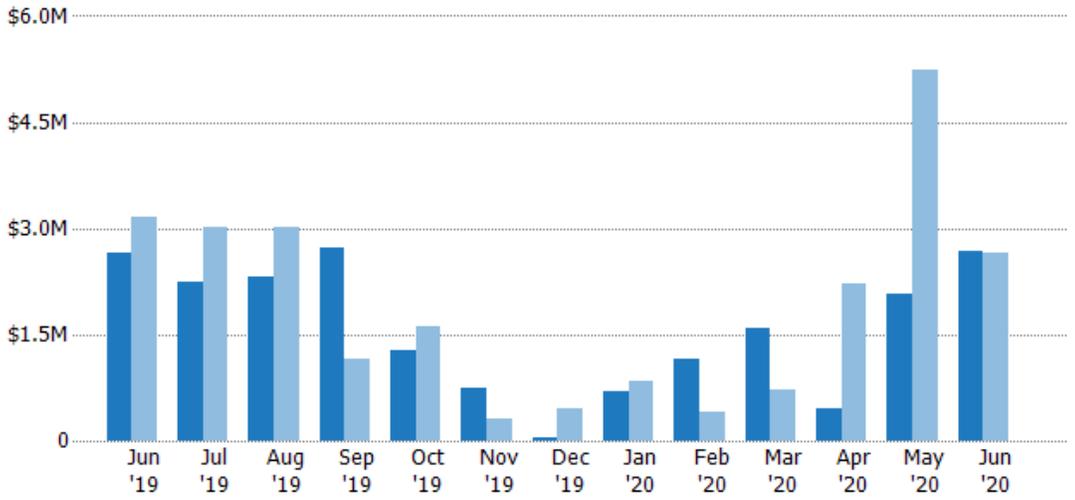
New Listing Volume

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.
Jun '20	\$2.67M	1.1%
Jun '19	\$2.64M	-16.7%
Jun '18	\$3.17M	19.8%



Current Year	\$2.64M	\$2.23M	\$2.33M	\$2.73M	\$1.27M	\$755K	\$49.9K	\$699K	\$1.15M	\$1.58M	\$460K	\$2.07M	\$2.67M
Prior Year	\$3.17M	\$3.01M	\$3.01M	\$1.14M	\$1.62M	\$309K	\$449K	\$851K	\$405K	\$720K	\$2.21M	\$5.24M	\$2.64M
Percent Change from Prior Year	-17%	-26%	-23%	139%	-22%	145%	-89%	-18%	185%	119%	-79%	-61%	1%

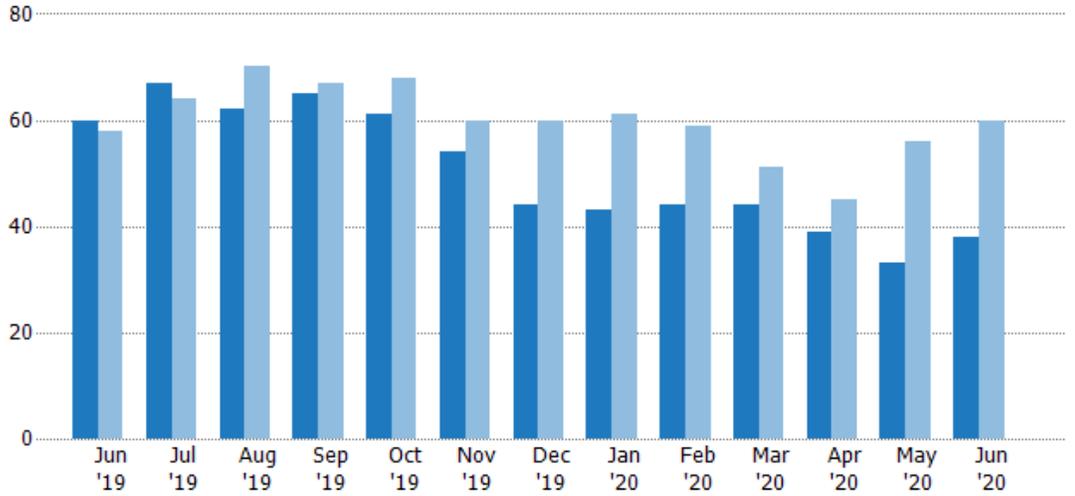
Active Listings

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.
Jun '20	38	-36.7%
Jun '19	60	3.4%
Jun '18	58	32.8%



Current Year	60	67	62	65	61	54	44	43	44	44	39	33	38
Prior Year	58	64	70	67	68	60	60	61	59	51	45	56	60
Percent Change from Prior Year	3%	5%	-11%	-3%	-10%	-10%	-27%	-30%	-25%	-14%	-13%	-41%	-37%

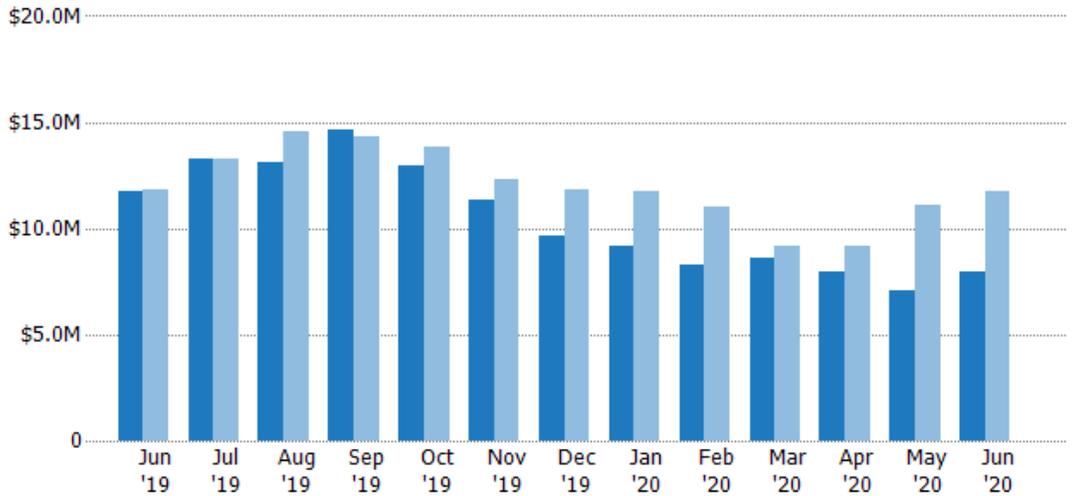
Active Listing Volume

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.
Jun '20	\$7.96M	-32.3%
Jun '19	\$11.8M	-0.3%
Jun '18	\$11.8M	22.4%



Current Year	\$11.8M	\$13.2M	\$13.1M	\$14.6M	\$13M	\$11.3M	\$9.61M	\$9.19M	\$8.26M	\$8.58M	\$7.98M	\$7.06M	\$7.96M
Prior Year	\$11.8M	\$13.3M	\$14.6M	\$14.3M	\$13.8M	\$12.3M	\$11.8M	\$11.8M	\$11M	\$9.17M	\$9.15M	\$11.1M	\$11.8M
Percent Change from Prior Year	0%	0%	-10%	2%	-6%	-8%	-19%	-22%	-25%	-6%	-13%	-36%	-32%

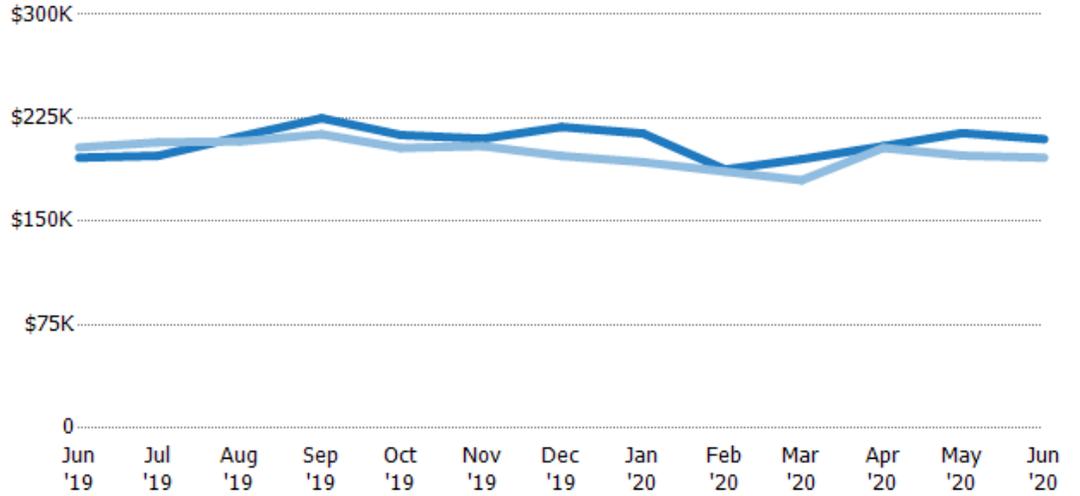
Average Listing Price

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.
Jun '20	\$210K	6.8%
Jun '19	\$196K	-3.6%
Jun '18	\$204K	-7.8%



Current Year	\$196K	\$198K	\$211K	\$225K	\$213K	\$210K	\$218K	\$214K	\$188K	\$195K	\$205K	\$214K	\$210K
Prior Year	\$204K	\$207K	\$208K	\$213K	\$203K	\$205K	\$197K	\$193K	\$186K	\$180K	\$203K	\$198K	\$196K
Percent Change from Prior Year	-4%	-5%	2%	5%	5%	3%	11%	11%	1%	8%	1%	8%	7%

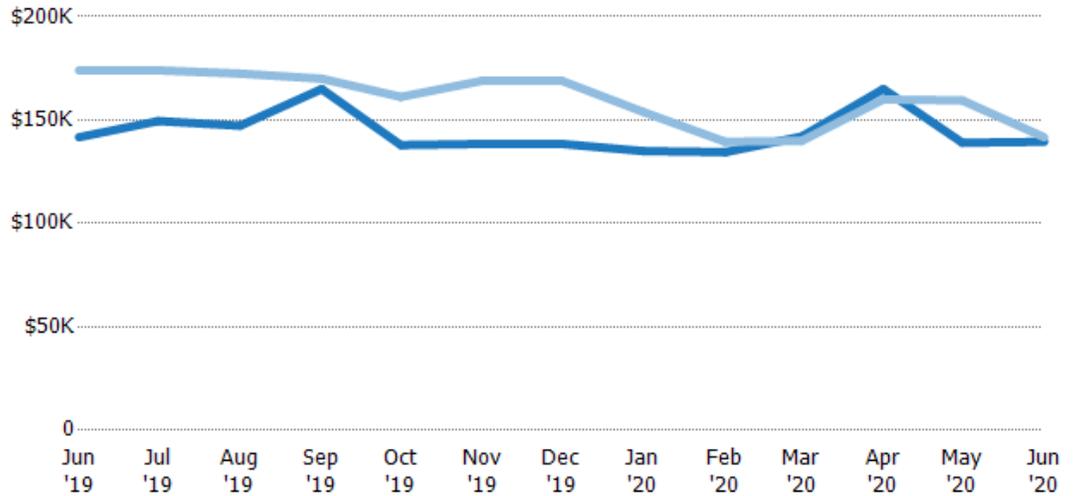
Median Listing Price

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.
Jun '20	\$140K	-1.6%
Jun '19	\$142K	-18.6%
Jun '18	\$174K	-14.4%



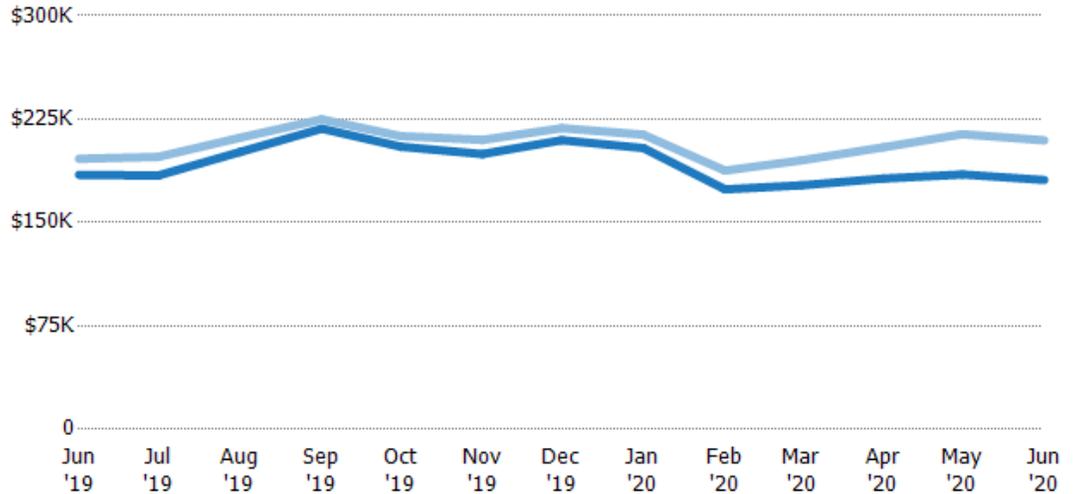
Current Year	\$142K	\$150K	\$147K	\$165K	\$138K	\$138K	\$138K	\$135K	\$134K	\$142K	\$165K	\$139K	\$140K
Prior Year	\$174K	\$174K	\$172K	\$170K	\$161K	\$169K	\$169K	\$154K	\$140K	\$140K	\$160K	\$159K	\$142K
Percent Change from Prior Year	-19%	-14%	-15%	-3%	-14%	-18%	-18%	-12%	-4%	2%	3%	-13%	-2%

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



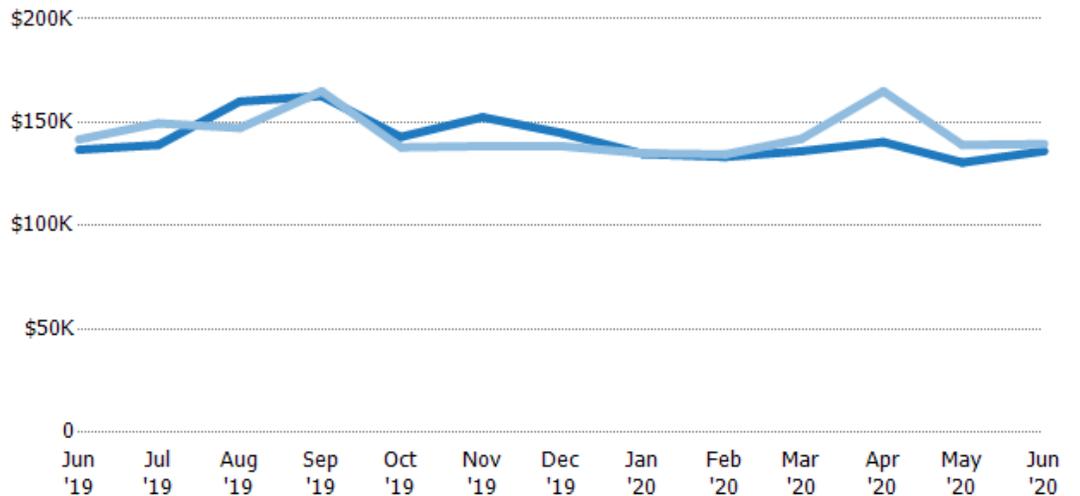
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$185K	\$184K	\$201K	\$218K	\$205K	\$200K	\$210K	\$204K	\$174K	\$177K	\$182K	\$185K	\$181K
Avg Listing Price	\$196K	\$198K	\$211K	\$225K	\$213K	\$210K	\$218K	\$214K	\$188K	\$195K	\$205K	\$214K	\$210K
Avg Listing Price as a % of Avg Est Value	106%	107%	105%	103%	104%	105%	104%	105%	108%	110%	112%	116%	116%

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



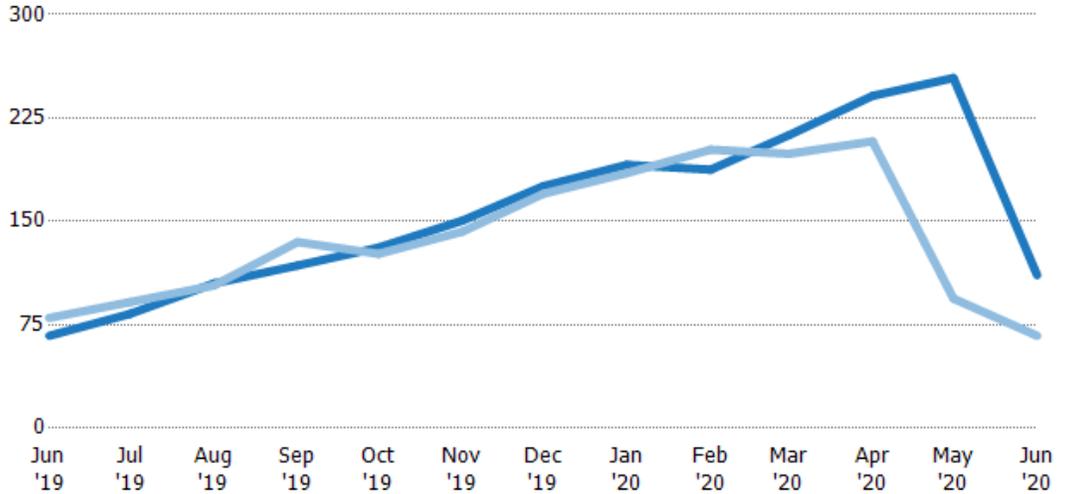
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$137K	\$139K	\$160K	\$163K	\$143K	\$152K	\$145K	\$135K	\$133K	\$136K	\$140K	\$131K	\$136K
Median Listing Price	\$142K	\$150K	\$147K	\$165K	\$138K	\$138K	\$138K	\$135K	\$134K	\$142K	\$165K	\$139K	\$140K
Med Listing Price as a % of Med Est Value	104%	108%	92%	101%	97%	91%	96%	100%	101%	104%	117%	106%	103%

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.
Jun '20	111	65.7%
Jun '19	67	-16.3%
Jun '18	80	-12.5%

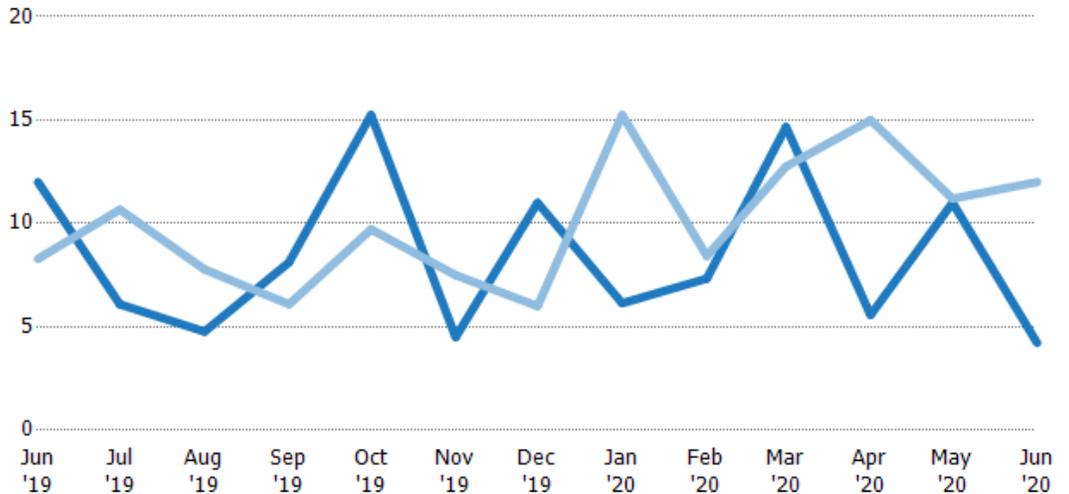
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	67	83	105	118	131	151	176	191	188	213	241	254	111
Prior Year	80	91.5	104	135	127	143	170	185	202	199	208	94	67
Percent Change from Prior Year	-16%	-9%	1%	-13%	4%	6%	3%	3%	-7%	7%	16%	170%	66%

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



Month/Year	Months	% Chg.
Jun '20	4.22	-64.8%
Jun '19	12	44.8%
Jun '18	8.29	-7.1%

	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	12	6.09	4.77	8.13	15.3	4.5	11	6.14	7.33	14.7	5.57	11	4.22
Prior Year	8.29	10.7	7.78	6.09	9.71	7.5	6	15.3	8.43	12.8	15	11.2	12
Percent Change from Prior Year	45%	-43%	-39%	33%	57%	-40%	83%	-60%	-13%	15%	-63%	-2%	-65%

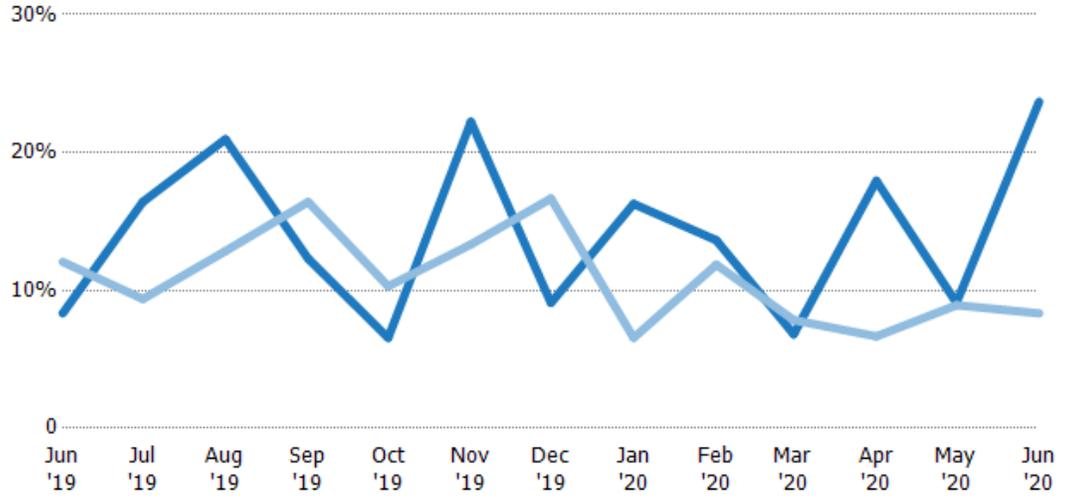
Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
Jun '20	24%	-15.4%
Jun '19	8%	3.7%
Jun '18	12%	7.6%



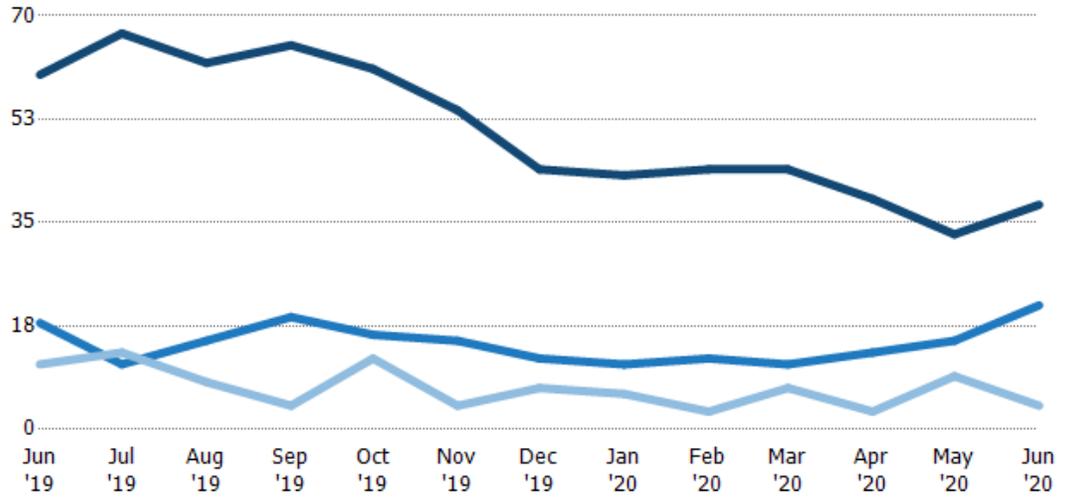
Current Year	8%	16%	21%	12%	7%	22%	9%	16%	14%	7%	18%	9%	24%
Prior Year	12%	9%	13%	16%	10%	13%	17%	7%	12%	8%	7%	9%	8%
Change from Prior Year	4%	-7%	-8%	4%	4%	-9%	8%	-10%	-2%	1%	-11%	0%	-15%

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	60	67	62	65	61	54	44	43	44	44	39	33	38
Pending	18	11	15	19	16	15	12	11	12	11	13	15	21
Sold	11	13	8	4	12	4	7	6	3	7	3	9	4

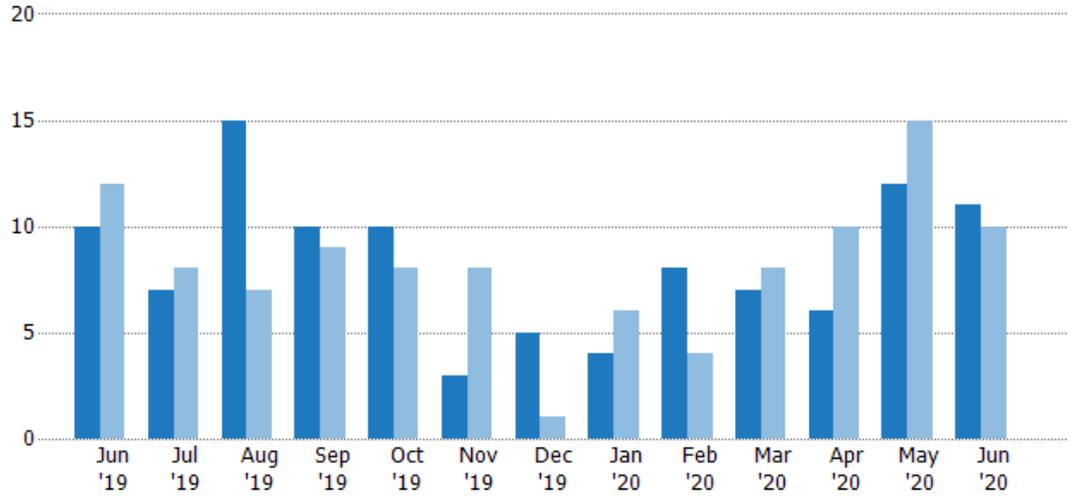
New Pending Sales

The number 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	Count	% Chg.
Jun '20	11	10%
Jun '19	10	-16.7%
Jun '18	12	-8.3%



Current Year	10	7	15	10	10	3	5	4	8	7	6	12	11
Prior Year	12	8	7	9	8	8	1	6	4	8	10	15	10
Percent Change from Prior Year	-17%	-13%	114%	11%	25%	-63%	400%	-33%	100%	-13%	-40%	-20%	10%

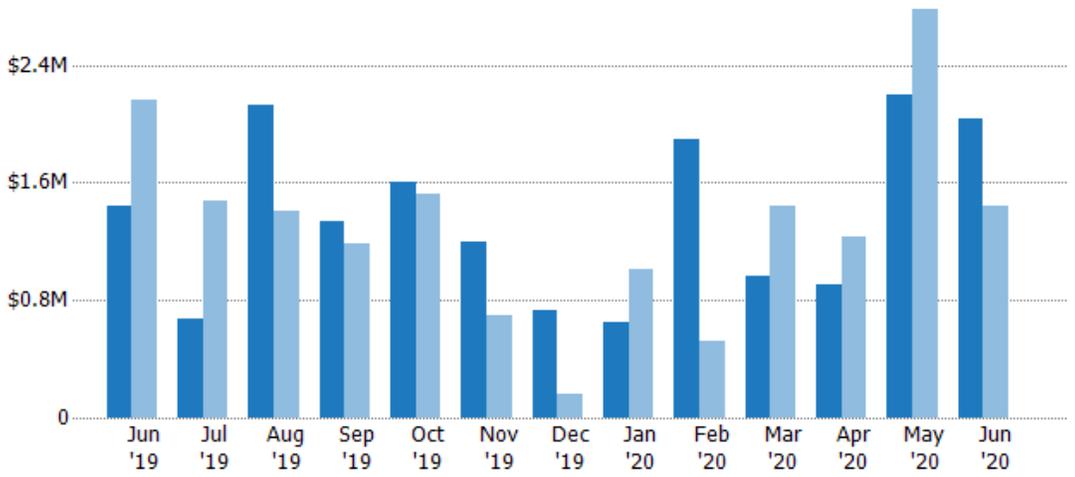
New Pending Sales Volume

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.
Jun '20	\$2.03M	40.5%
Jun '19	\$1.44M	-33%
Jun '18	\$2.16M	-29.6%



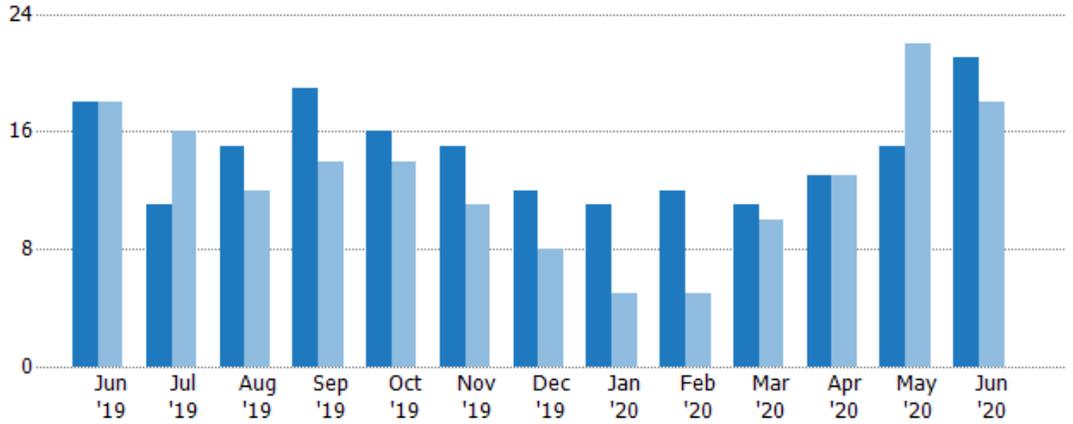
Current Year	\$1.44M	\$676K	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K	\$655K	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M
Prior Year	\$2.16M	\$1.48M	\$1.41M	\$1.19M	\$1.52M	\$694K	\$158K	\$1.01M	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M
Percent Change from Prior Year	-33%	-54%	51%	13%	6%	72%	362%	-35%	261%	-33%	-27%	-21%	40%

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



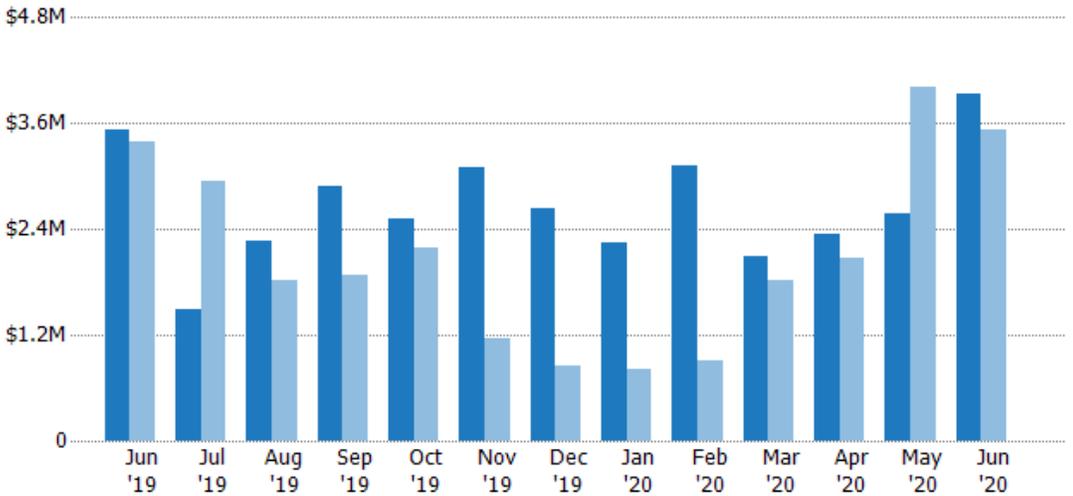
Month/Year	Count	% Chg.
Jun '20	21	16.7%
Jun '19	18	0%
Jun '18	18	-27.8%

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.
Jun '20	\$3.93M	11.4%
Jun '19	\$3.53M	4.2%
Jun '18	\$3.39M	-44.9%

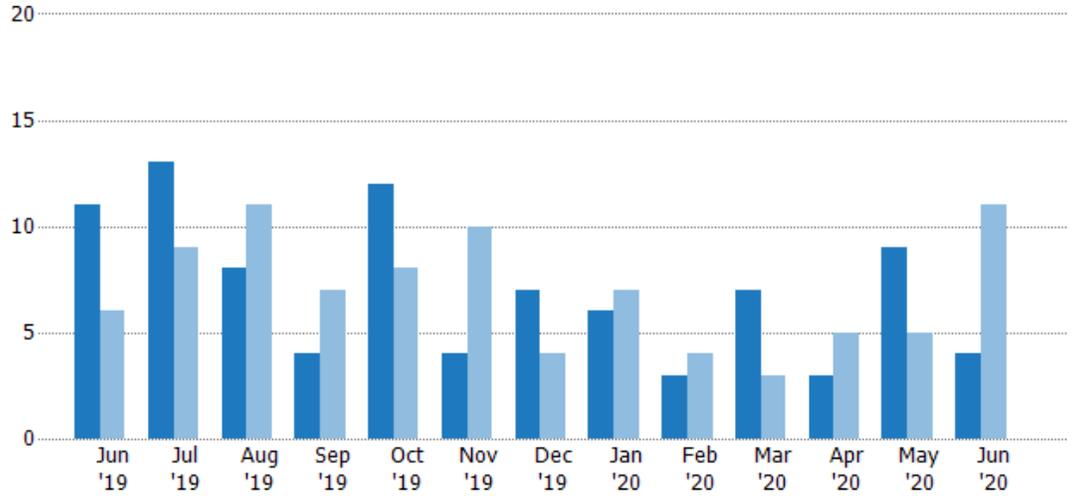
Closed Sales

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

Month/Year	Count	% Chg.
Jun '20	4	-63.6%
Jun '19	11	83.3%
Jun '18	6	133.3%



Current Year	11	13	8	4	12	4	7	6	3	7	3	9	4
Prior Year	6	9	11	7	8	10	4	7	4	3	5	5	11
Percent Change from Prior Year	83%	44%	-27%	-43%	50%	-60%	75%	-14%	-25%	133%	-40%	80%	-64%

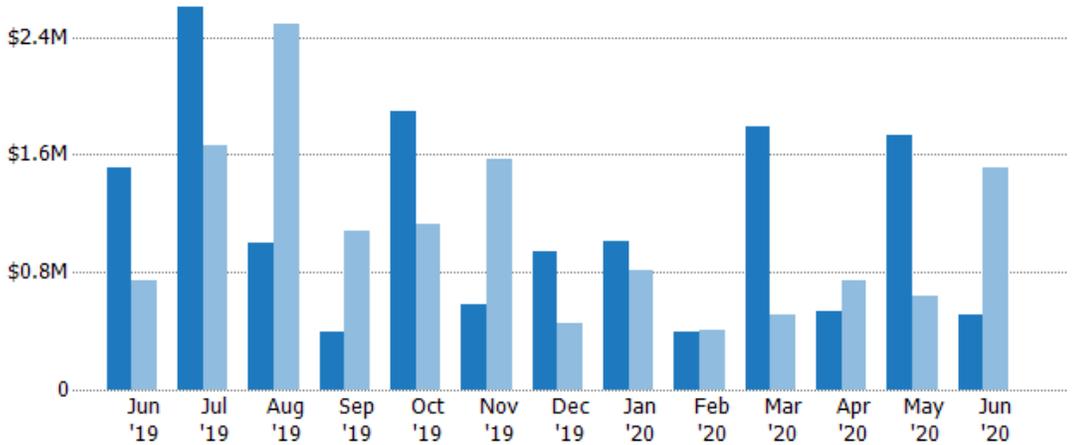
Closed Sales Volume

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.
Jun '20	\$512K	-66.2%
Jun '19	\$1.51M	102.2%
Jun '18	\$748K	211.9%



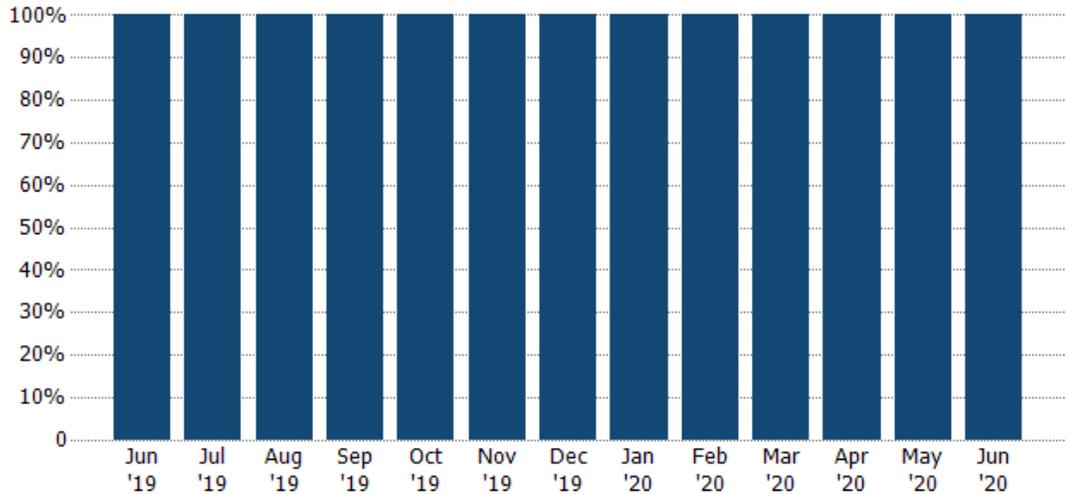
Current Year	\$1.51M	\$2.6M	\$995K	\$396K	\$1.89M	\$576K	\$946K	\$1.01M	\$391K	\$1.78M	\$536K	\$1.74M	\$512K
Prior Year	\$748K	\$1.66M	\$2.49M	\$1.08M	\$1.13M	\$1.57M	\$452K	\$815K	\$409K	\$514K	\$746K	\$640K	\$1.51M
Percent Change from Prior Year	102%	57%	-60%	-63%	68%	-63%	109%	23%	-4%	247%	-28%	171%	-66%

Closed Sales by Property Type

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

Filters Used

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



■ Single Family Residence

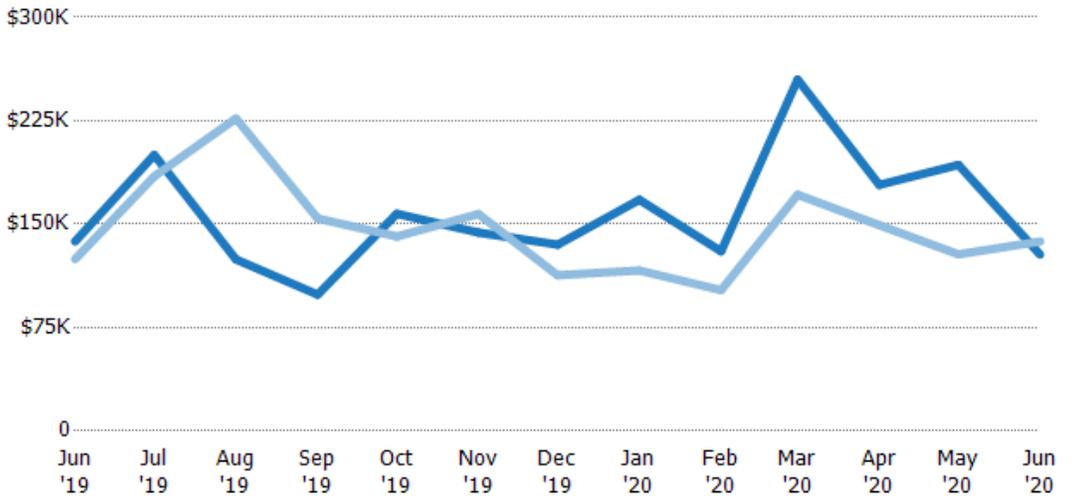
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

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

Filters Used

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K
\$125K	\$185K	\$227K	\$154K	\$141K	\$157K	\$113K	\$116K	\$102K	\$171K	\$149K	\$128K	\$137K
10%	8%	-45%	-36%	12%	-9%	20%	44%	28%	49%	20%	51%	-7%

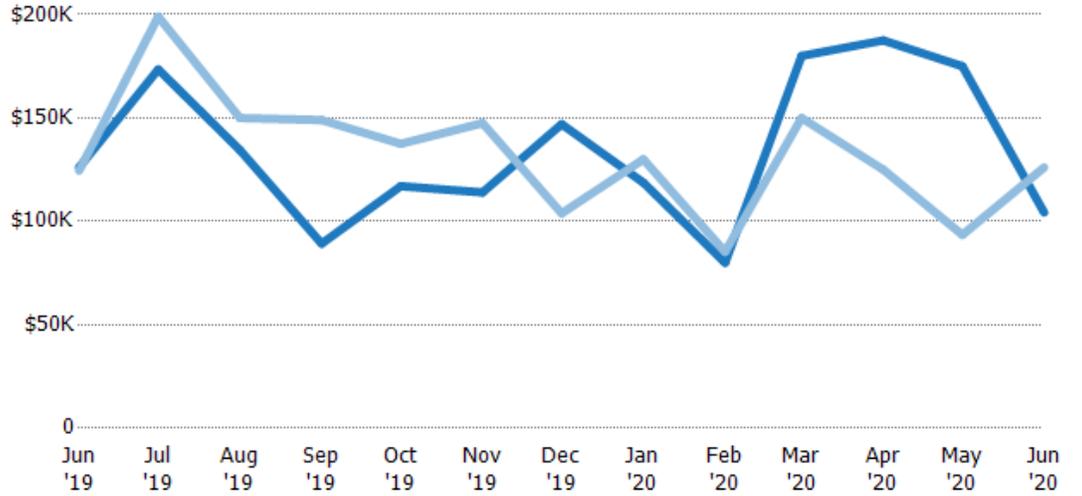
Median Sales Price

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.
Jun '20	\$104K	-17.3%
Jun '19	\$126K	1.3%
Jun '18	\$125K	30.9%



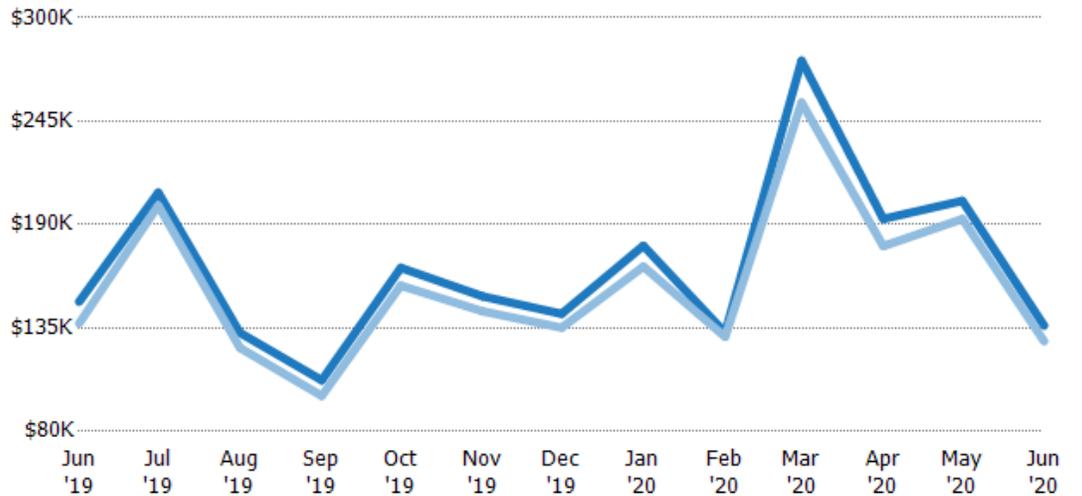
Current Year	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K
Prior Year	\$125K	\$199K	\$150K	\$149K	\$138K	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$125K	\$93.5K	\$126K
Percent Change from Prior Year	1%	-13%	-10%	-40%	-15%	-23%	42%	-9%	-6%	20%	50%	87%	-17%

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



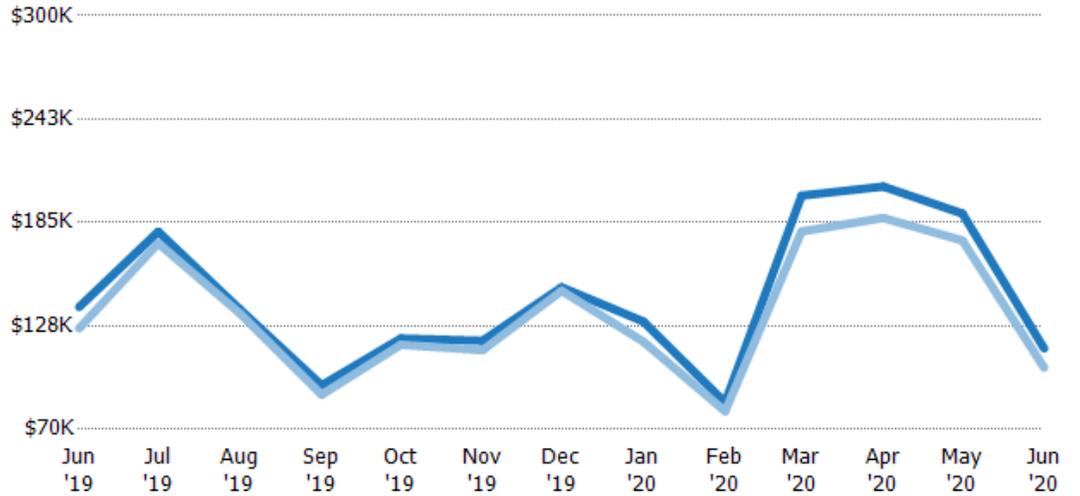
Avg List Price	\$149K	\$207K	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K
Avg Sales Price	\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K
Avg Sales Price as a % of Avg List Price	92%	97%	94%	92%	94%	95%	95%	94%	98%	92%	92%	95%	94%

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



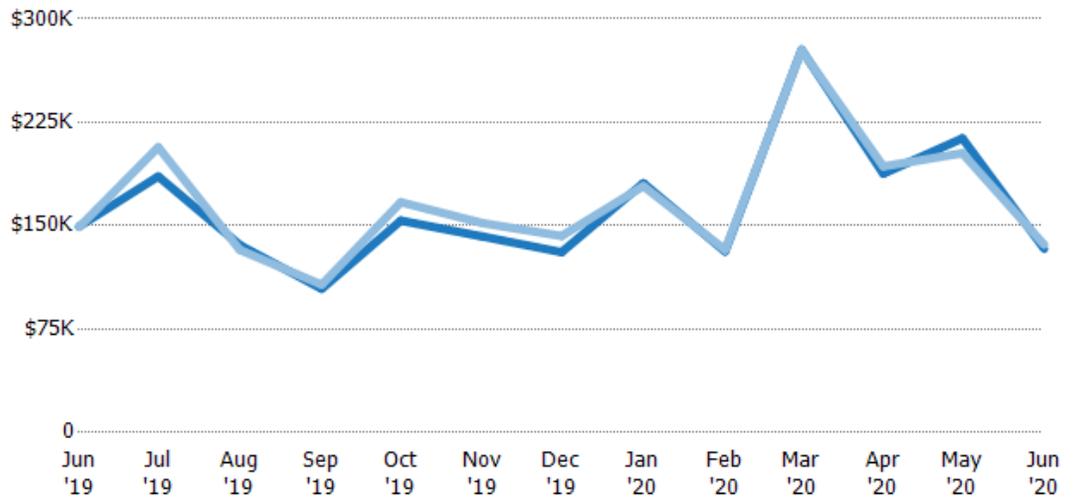
Median List Price	\$138K	\$180K	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K
Median Sales Price	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K
Med Sales Price as a % of Med List Price	91%	96%	98%	94%	97%	96%	99%	91%	94%	90%	91%	92%	91%

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



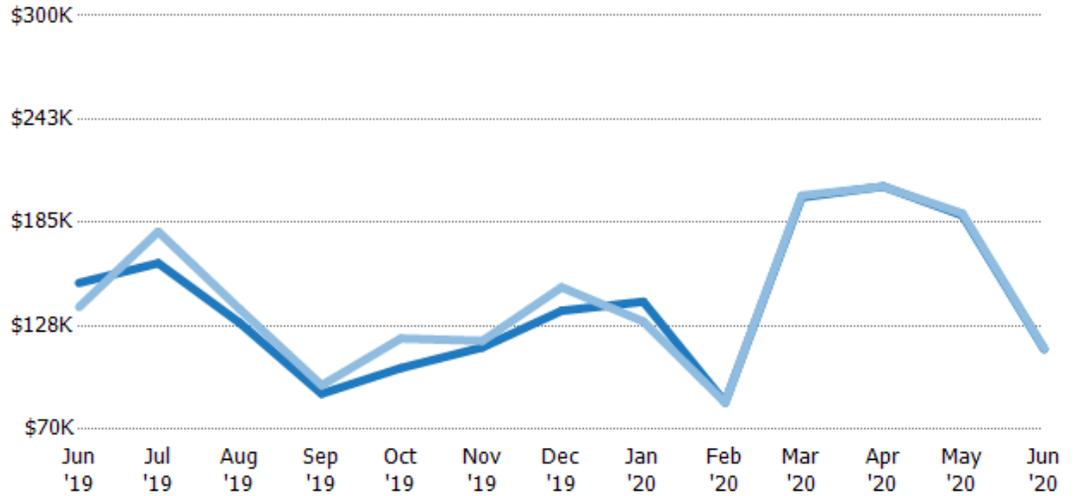
Avg Est Value	\$149K	\$186K	\$136K	\$104K	\$154K	\$142K	\$131K	\$181K	\$131K	\$278K	\$188K	\$213K	\$133K
Avg Sales Price	\$149K	\$207K	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K
Avg Sales Price as a % of Avg Est Value	100%	111%	97%	103%	109%	107%	109%	99%	101%	100%	103%	95%	102%

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



Median Est Value	\$151K	\$162K	\$129K	\$89.8K	\$104K	\$116K	\$136K	\$141K	\$84.9K	\$199K	\$205K	\$189K	\$115K
Median Sales Price	\$138K	\$180K	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K
Med Sales Price as a % of Med Est Value	91%	111%	106%	105%	116%	103%	110%	92%	100%	100%	100%	101%	100%