

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	21	+14.3%	102	125	-18.4%
New Listing Volume	\$5,086,450	\$4,230,000	+20.2%	\$21,949,600	\$25,051,500	-12.4%
Active Listing Count	50	109	-54.1%	N/A	N/A	
Active Listing Volume	\$11,961,300	\$23,859,550	-49.9%	N/A	N/A	
Average Listing Price	\$239,226	\$218,895	+9.3%	\$210,636	\$210,778	-0.1%
Median Listing Price	\$189,000	\$204,900	-7.8%	\$165,139	\$190,453	-13.3%
Median Days in RPR	47	75	-37.3%	139.25	123.51	+12.7%
Months of Inventory	6.3	7.8	-19.7%	7.3	9.8	-25.3%
Absorption Rate	16%	12.84%	+3.2%	13.62%	10.17%	+3.4%
Sales Activity Charts Metrics						
New Pending Sales Count	25	13	+92.3%	103	84	+22.6%
New Pending Sales Volume	\$5,787,850	\$1,793,900	+222.6%	\$22,458,750	\$13,592,899	+65.2%
Pending Sales Count	36	17	+111.8%	N/A	N/A	
Pending Sales Volume	\$7,989,650	\$2,561,400	+211.9%	N/A	N/A	
Closed Sales Count	18	16	+12.5%	61	61	+/-
Closed Sales Volume	\$4,418,400	\$3,068,333	+44%	\$13,034,620	\$9,721,733	+34.1%
Average Sales Price	\$245,467	\$191,771	+28%	\$213,682	\$159,373	+34.1%
Median Sales Price	\$193,000	\$159,417	+21.1%	\$181,754	\$149,022	+22%

New Listings

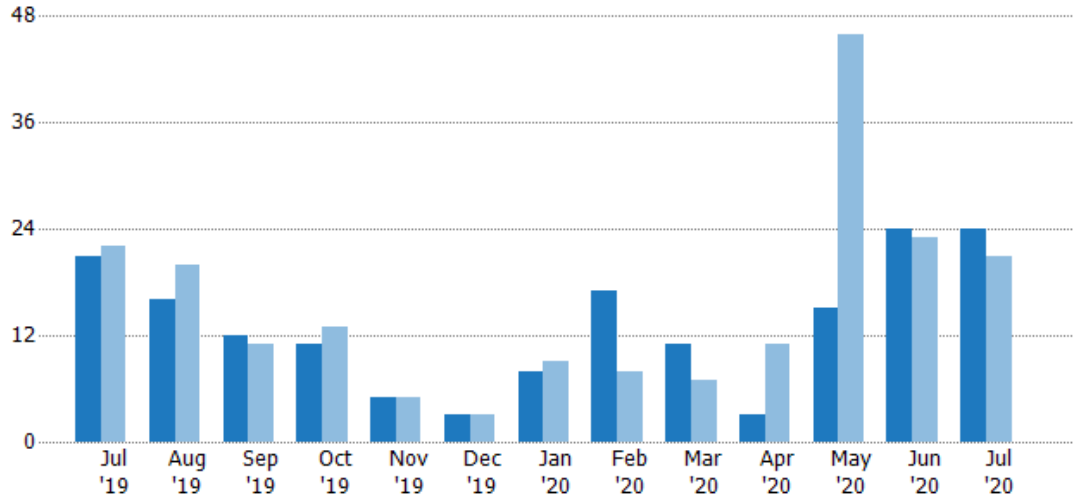
The number of new residential listings that were added each month.

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.
Jul '20	24	14.3%
Jul '19	21	-4.5%
Jul '18	22	-18.2%



Current Year	21	16	12	11	5	3	8	17	11	3	15	24	24
Prior Year	22	20	11	13	5	3	9	8	7	11	46	23	21
Percent Change from Prior Year	-5%	-20%	9%	-15%	0%	0%	-11%	113%	57%	-73%	-67%	4%	14%

New Listing Volume

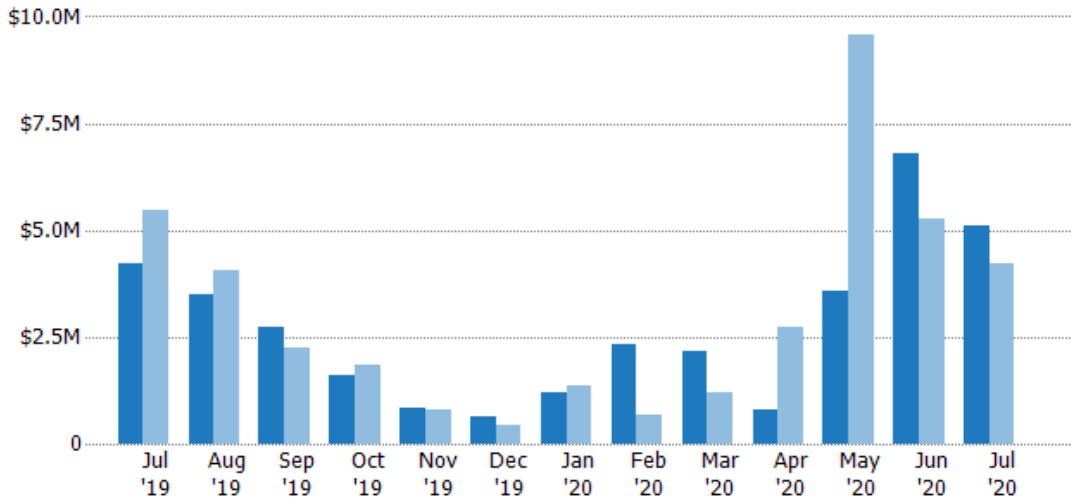
The sum of the listing price of residential listings that were added each month.

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.
Jul '20	\$5.09M	20.2%
Jul '19	\$4.23M	-22.8%
Jul '18	\$5.48M	-32.6%



Current Year	\$4.23M	\$3.5M	\$2.72M	\$1.62M	\$825K	\$617K	\$1.21M	\$2.33M	\$2.16M	\$805K	\$3.57M	\$6.79M	\$5.09M
Prior Year	\$5.48M	\$4.05M	\$2.25M	\$1.84M	\$789K	\$449K	\$1.37M	\$670K	\$1.19M	\$2.73M	\$9.59M	\$5.27M	\$4.23M
Percent Change from Prior Year	-23%	-14%	21%	-12%	5%	38%	-12%	248%	81%	-70%	-63%	29%	20%

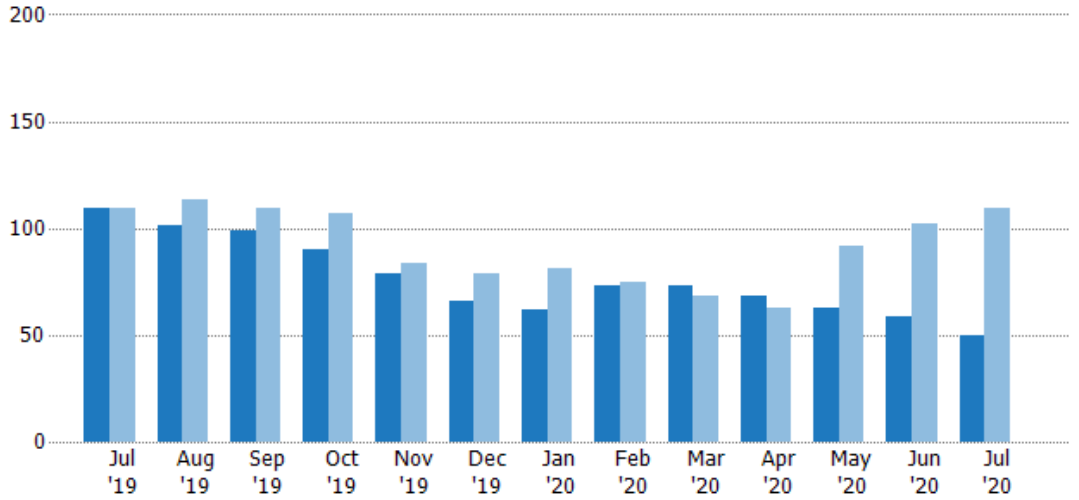
Active Listings

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.
Jul '20	50	-54.1%
Jul '19	109	0%
Jul '18	109	-5.5%

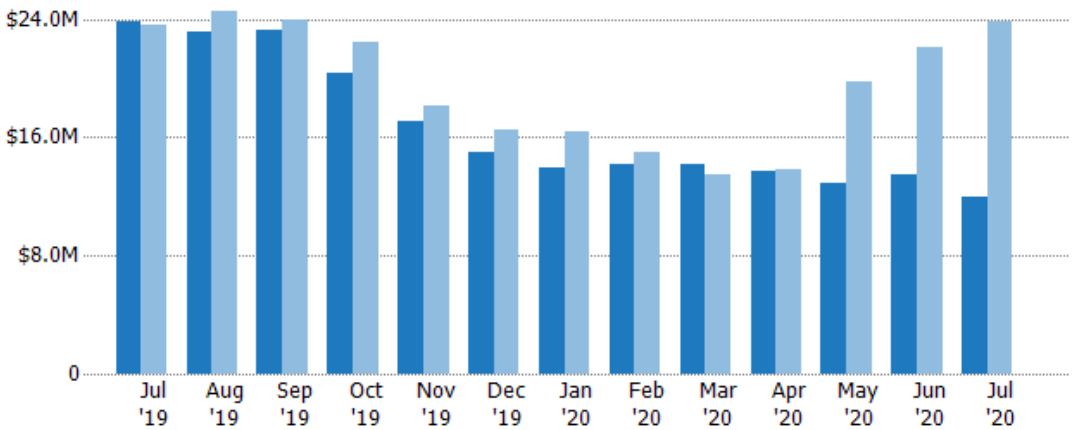
Active Listing Volume

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.
Jul '20	\$12M	-49.9%
Jul '19	\$23.9M	1.2%
Jul '18	\$23.6M	-8.9%

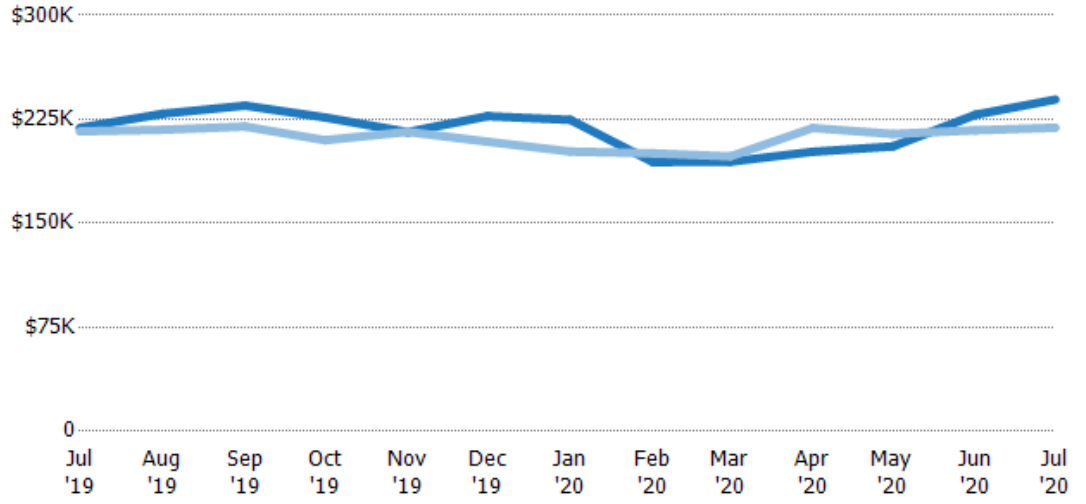
Average Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Jul '20	\$239K	9.3%
Jul '19	\$219K	1.2%
Jul '18	\$216K	-3.6%



Current Year	\$219K	\$229K	\$235K	\$226K	\$216K	\$227K	\$225K	\$194K	\$194K	\$202K	\$205K	\$228K	\$239K
Prior Year	\$216K	\$217K	\$220K	\$210K	\$216K	\$209K	\$202K	\$200K	\$198K	\$219K	\$214K	\$217K	\$219K
Percent Change from Prior Year	1%	5%	7%	8%	0%	9%	11%	-3%	-2%	-8%	-4%	5%	9%

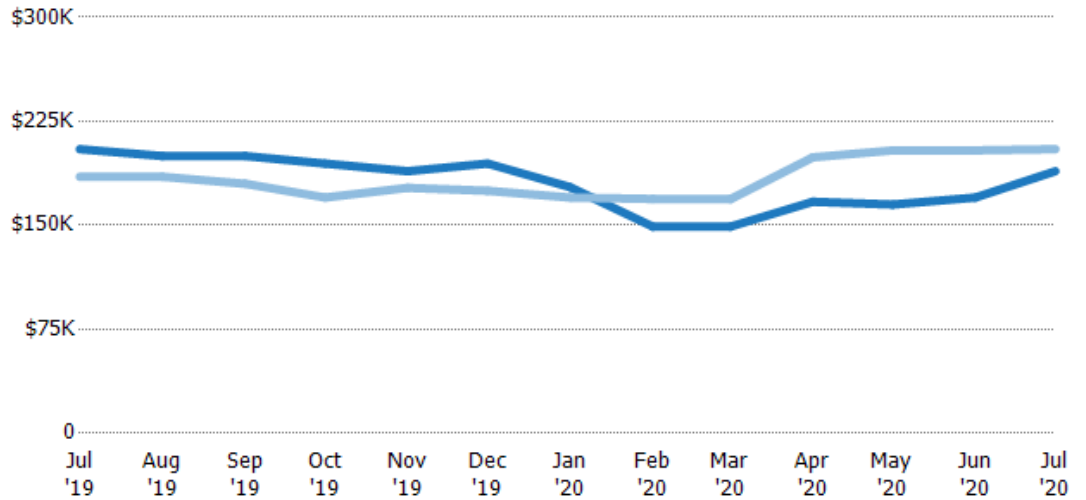
Median Listing Price

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.
Jul '20	\$189K	-7.8%
Jul '19	\$205K	10.8%
Jul '18	\$185K	6.5%



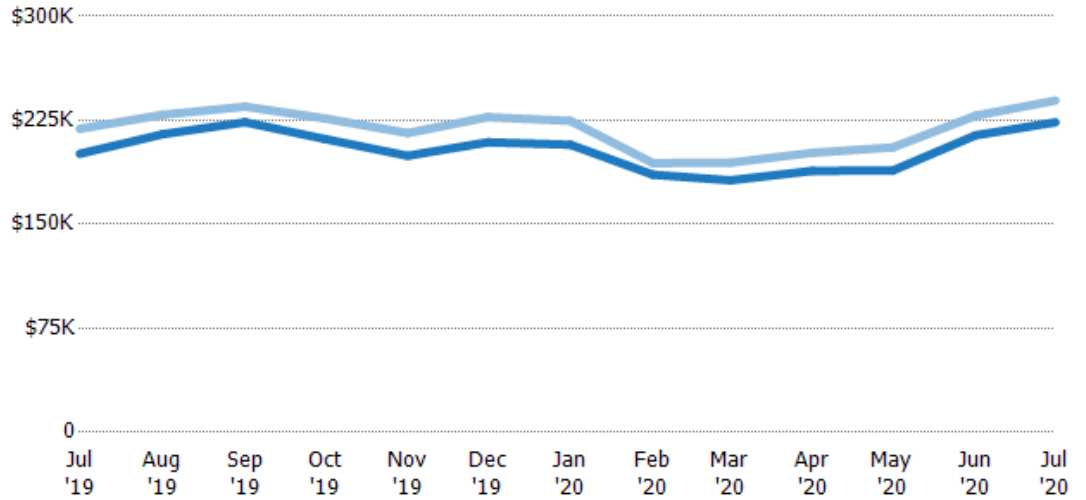
Current Year	\$205K	\$200K	\$200K	\$195K	\$189K	\$195K	\$177K	\$149K	\$149K	\$167K	\$165K	\$170K	\$189K
Prior Year	\$185K	\$185K	\$180K	\$170K	\$177K	\$175K	\$170K	\$169K	\$169K	\$199K	\$204K	\$204K	\$205K
Percent Change from Prior Year	11%	8%	11%	14%	7%	11%	4%	-12%	-12%	-16%	-19%	-17%	-8%

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



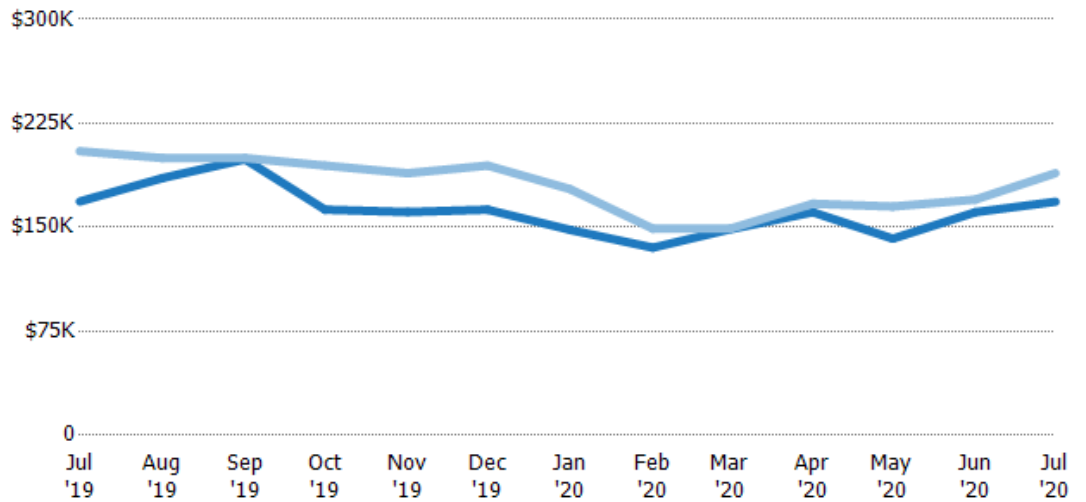
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$201K	\$215K	\$224K	\$211K	\$199K	\$209K	\$207K	\$186K	\$182K	\$189K	\$189K	\$214K	\$224K
Avg Listing Price	\$219K	\$229K	\$235K	\$226K	\$216K	\$227K	\$225K	\$194K	\$194K	\$202K	\$205K	\$228K	\$239K
Avg Listing Price as a % of Avg Est Value	109%	107%	105%	107%	108%	109%	108%	105%	107%	107%	109%	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,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



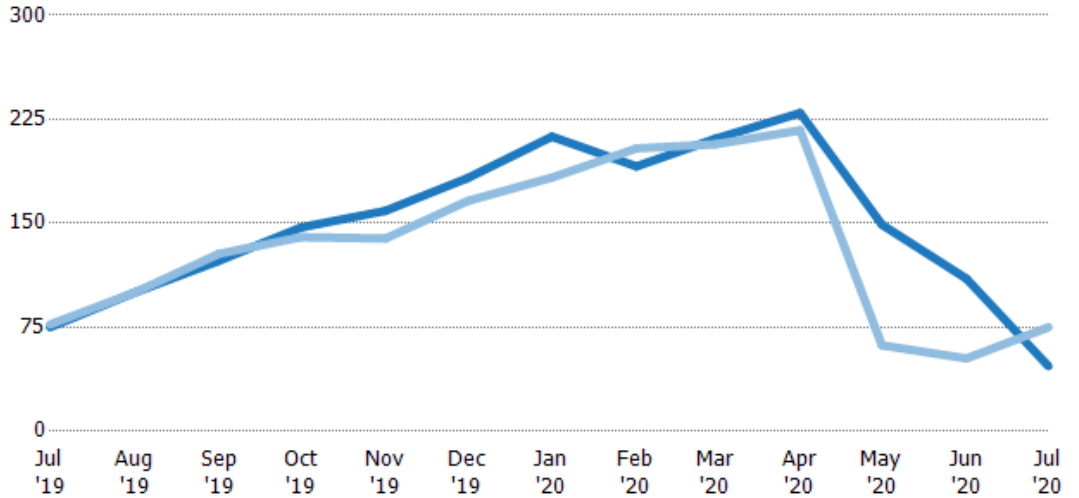
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$169K	\$186K	\$199K	\$163K	\$161K	\$163K	\$148K	\$135K	\$149K	\$161K	\$142K	\$161K	\$168K
Median Listing Price	\$205K	\$200K	\$200K	\$195K	\$189K	\$195K	\$177K	\$149K	\$149K	\$167K	\$165K	\$170K	\$189K
Med Listing Price as a % of Med Est Value	122%	108%	100%	120%	117%	120%	120%	110%	100%	104%	116%	106%	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.
Jul '20	47	-37.3%
Jul '19	75	-2.6%
Jul '18	77	3.9%

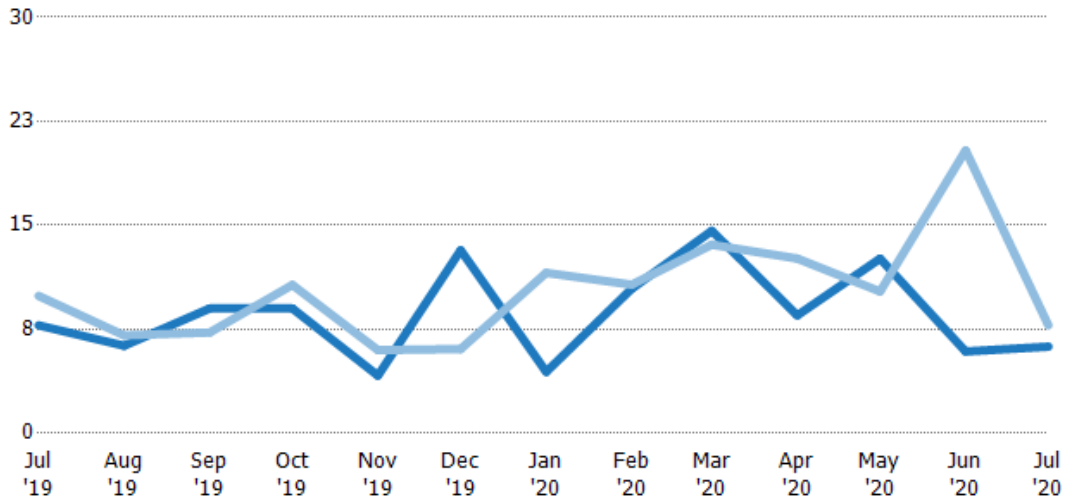
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	75	100	123	147	159	183	213	191	211	230	149	110	47
Prior Year	77	100	128	140	139	166	183	204	207	217	62	52.5	75
Percent Change from Prior Year	-3%	0%	-4%	5%	14%	10%	16%	-6%	2%	6%	140%	110%	-37%

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.
Jul '20	6.25	-19.7%
Jul '19	7.79	-21.4%
Jul '18	9.91	-42.3%

	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	7.79	6.31	9	9	4.16	13.2	4.43	10.4	14.6	8.5	12.6	5.9	6.25
Prior Year	9.91	7.06	7.27	10.7	6	6.08	11.6	10.7	13.6	12.6	10.2	20.4	7.79
Percent Change from Prior Year	-21%	-11%	24%	-16%	-31%	117%	-62%	-3%	7%	-33%	23%	-71%	-20%

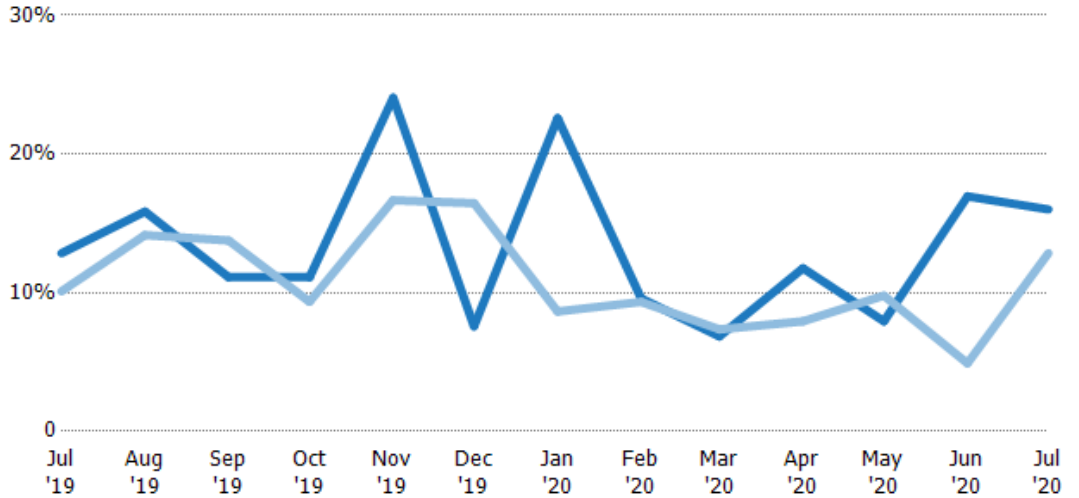
Absorption Rate

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	13%	16%	11%	11%	24%	8%	23%	10%	7%	12%	8%	17%	16%
Prior Year	10%	14%	14%	9%	17%	16%	9%	9%	7%	8%	10%	5%	13%
Change from Prior Year	-3%	-2%	3%	-2%	-7%	9%	-14%	0%	1%	-4%	2%	-12%	-3%

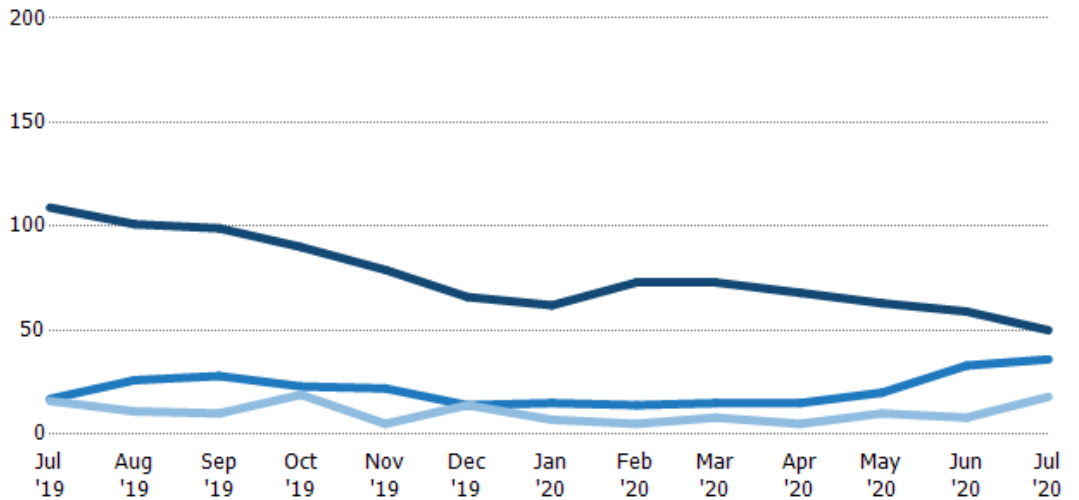
Active/Pending/Sold Units

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	109	101	99	90	79	66	62	73	73	68	63	59	50
Pending	17	26	28	23	22	14	15	14	15	15	20	33	36
Sold	16	11	10	19	5	14	7	5	8	5	10	8	18

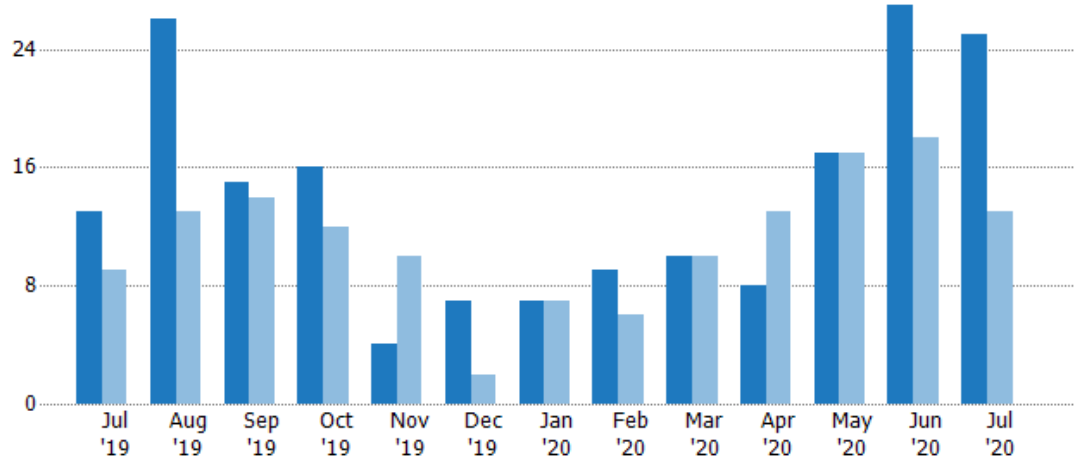
New Pending Sales

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.
Jul '20	25	92.3%
Jul '19	13	44.4%
Jul '18	9	88.9%

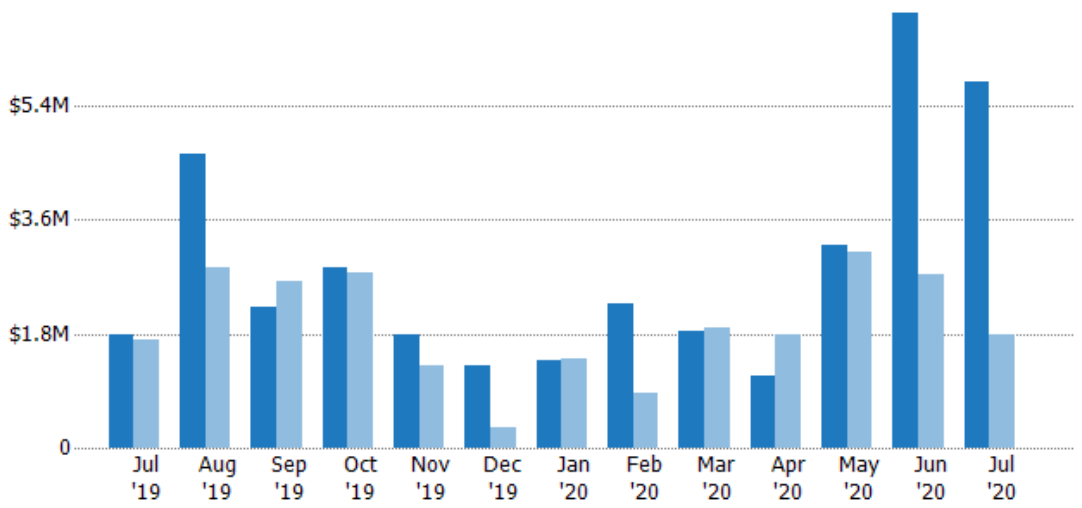
New Pending Sales Volume

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.
Jul '20	\$5.79M	222.6%
Jul '19	\$1.79M	4.5%
Jul '18	\$1.72M	56.7%

Pending Sales

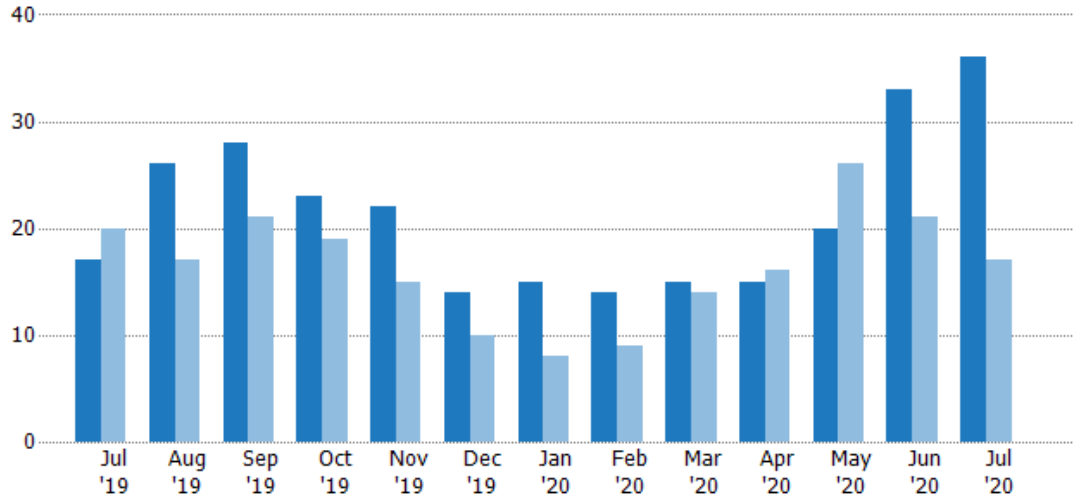
The number of residential properties with accepted offers that were available at the end each month.

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.
Jul '20	36	111.8%
Jul '19	17	-15%
Jul '18	20	15%



Current Year	17	26	28	23	22	14	15	14	15	15	20	33	36
Prior Year	20	17	21	19	15	10	8	9	14	16	26	21	17
Percent Change from Prior Year	-15%	53%	33%	21%	47%	40%	88%	56%	7%	-6%	-23%	57%	112%

Pending Sales Volume

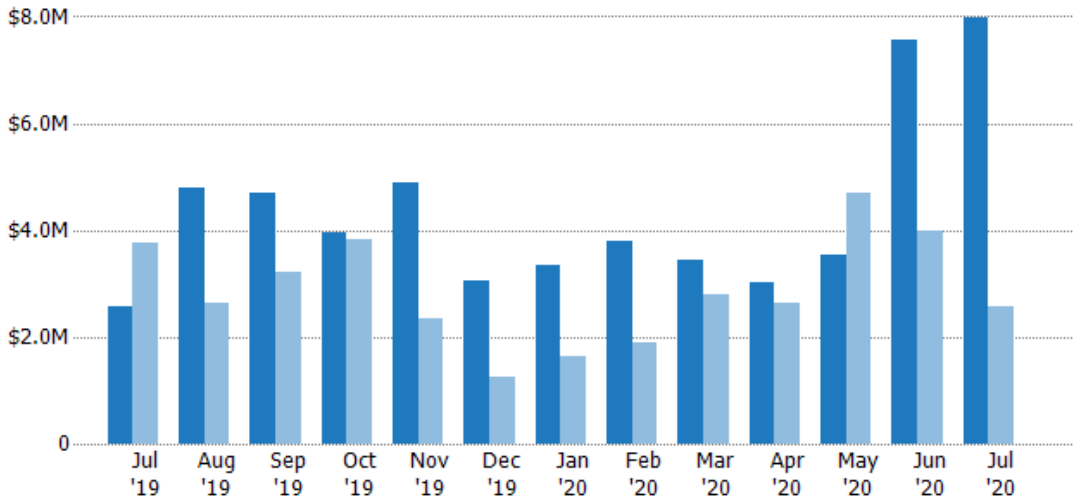
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Jul '20	\$7.99M	211.9%
Jul '19	\$2.56M	-31.9%
Jul '18	\$3.76M	-0.3%



Current Year	\$2.56M	\$4.8M	\$4.7M	\$3.96M	\$4.9M	\$3.07M	\$3.33M	\$3.78M	\$3.43M	\$3.01M	\$3.54M	\$7.56M	\$7.99M
Prior Year	\$3.76M	\$2.62M	\$3.21M	\$3.83M	\$2.36M	\$1.25M	\$1.62M	\$1.9M	\$2.79M	\$2.62M	\$4.69M	\$3.99M	\$2.56M
Percent Change from Prior Year	-32%	83%	46%	3%	107%	146%	105%	99%	23%	15%	-25%	90%	212%

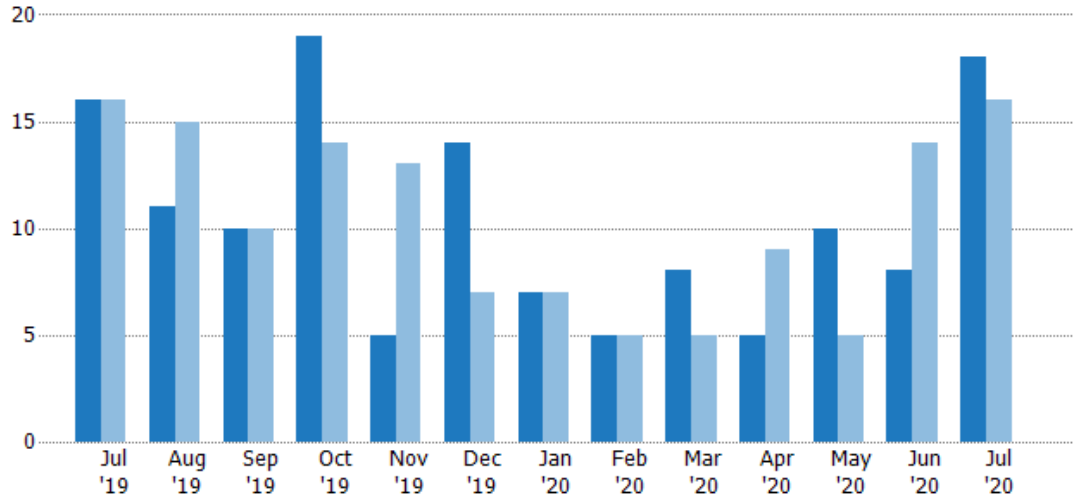
Closed Sales

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.
Jul '20	18	12.5%
Jul '19	16	0%
Jul '18	16	-50%



Current Year	16	11	10	19	5	14	7	5	8	5	10	8	18
Prior Year	16	15	10	14	13	7	7	5	5	9	5	14	16
Percent Change from Prior Year	0%	-27%	0%	36%	-62%	100%	0%	0%	60%	-44%	100%	-43%	13%

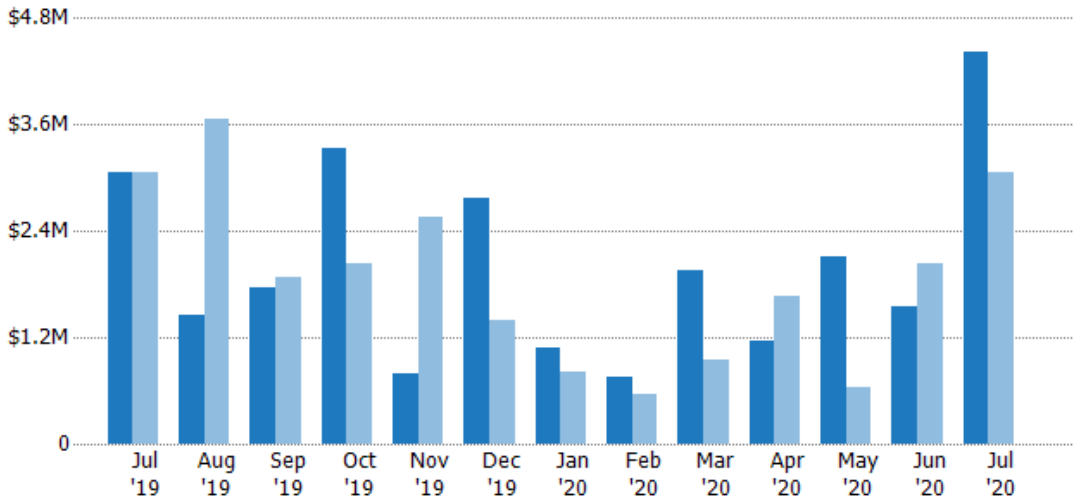
Closed Sales Volume

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.
Jul '20	\$4.42M	44%
Jul '19	\$3.07M	0.3%
Jul '18	\$3.06M	-64.1%



Current Year	\$3.07M	\$1.44M	\$1.77M	\$3.32M	\$801K	\$2.78M	\$1.08M	\$748K	\$1.96M	\$1.17M	\$2.11M	\$1.55M	\$4.42M
Prior Year	\$3.06M	\$3.66M	\$1.88M	\$2.03M	\$2.55M	\$1.4M	\$815K	\$569K	\$939K	\$1.66M	\$640K	\$2.03M	\$3.07M
Percent Change from Prior Year	0%	-61%	-6%	64%	-69%	98%	32%	32%	109%	-30%	230%	-24%	44%

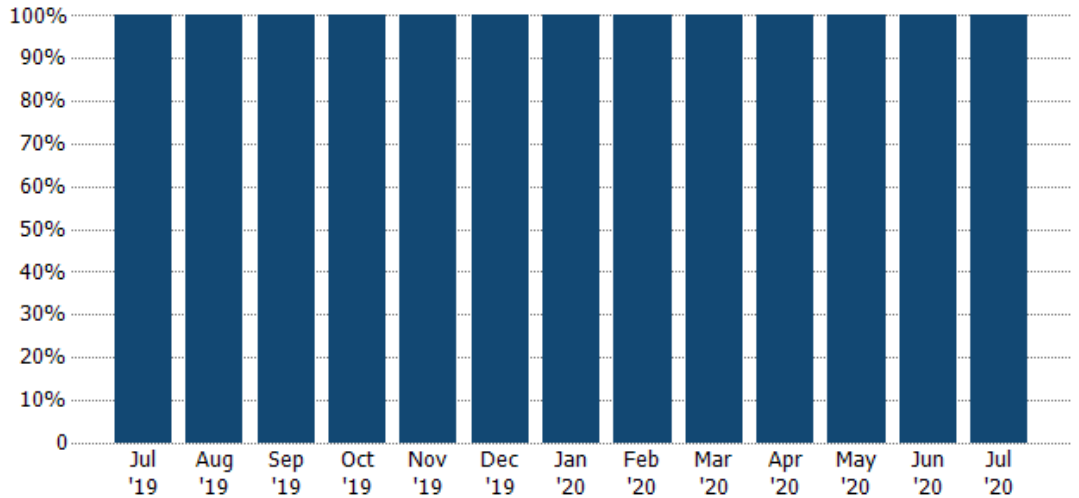
Closed Sales by Property Type

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%

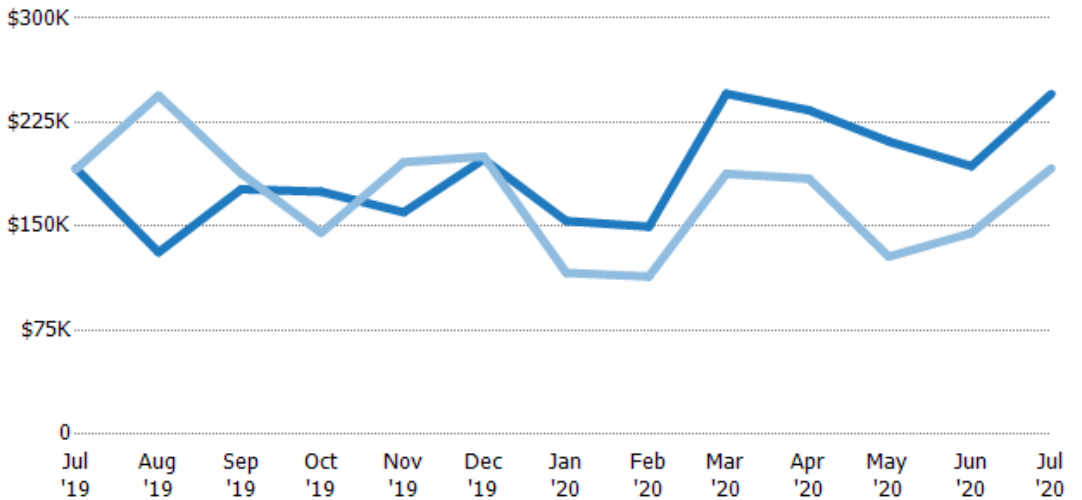
Average Sales Price

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

\$192K \$131K \$177K \$175K \$160K \$198K \$154K \$150K \$246K \$234K \$211K \$193K \$245K

\$191K \$244K \$188K \$145K \$196K \$200K \$116K \$114K \$188K \$184K \$128K \$145K \$192K

Percent Change from Prior Year

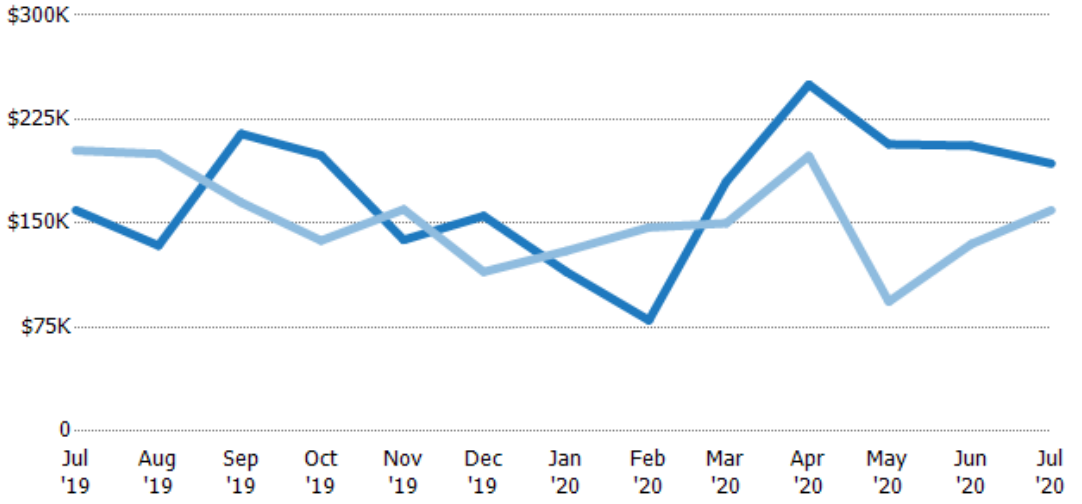
0% -46% -6% 20% -18% -1% 32% 32% 31% 27% 65% 33% 28%

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,
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Property Type:
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Family Residence



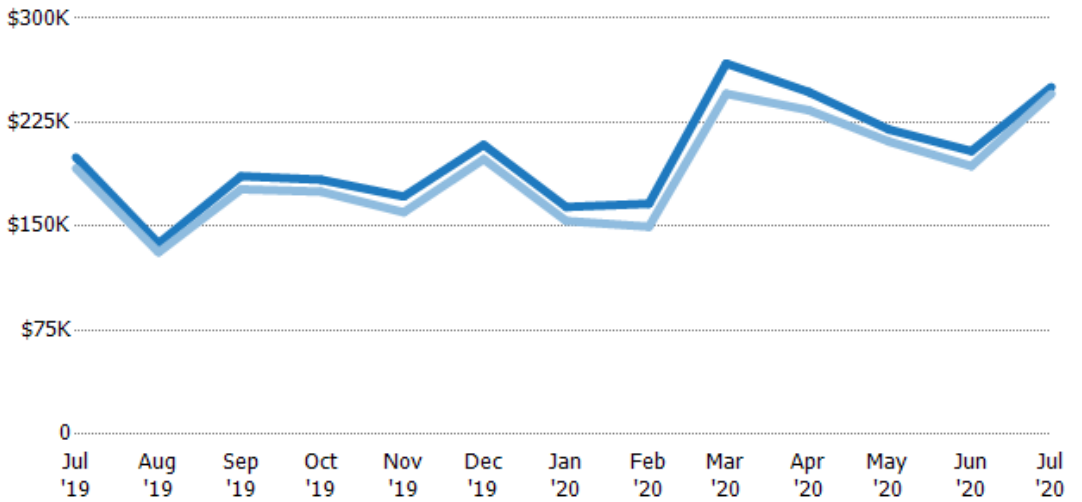
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K
Prior Year	\$203K	\$200K	\$165K	\$138K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K
Percent Change from Prior Year	-21%	-33%	30%	45%	-14%	35%	-12%	-46%	20%	26%	121%	53%	21%

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



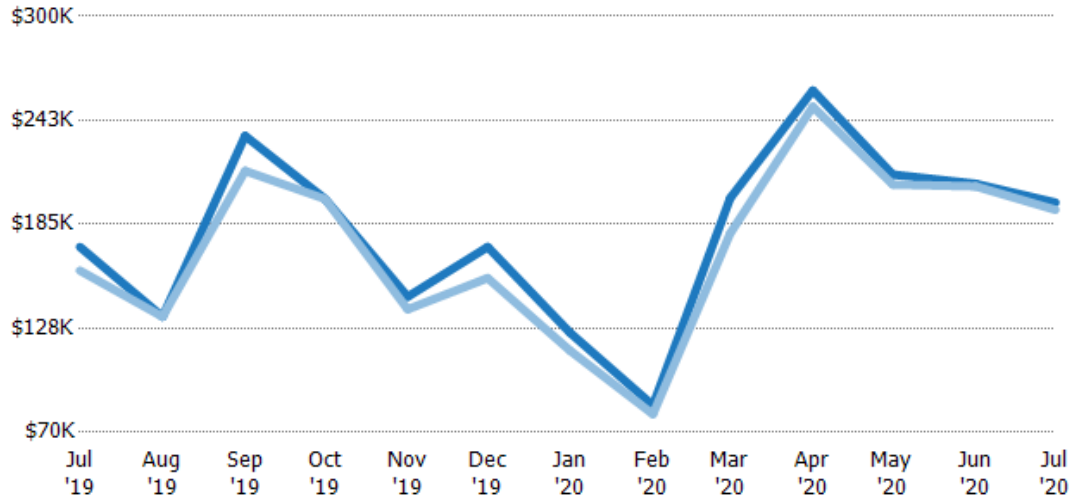
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$200K	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K
Avg Sales Price	\$192K	\$131K	\$177K	\$175K	\$160K	\$198K	\$154K	\$150K	\$246K	\$234K	\$211K	\$193K	\$245K
Avg Sales Price as a % of Avg List Price	96%	95%	95%	95%	93%	95%	94%	90%	92%	95%	96%	95%	98%

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



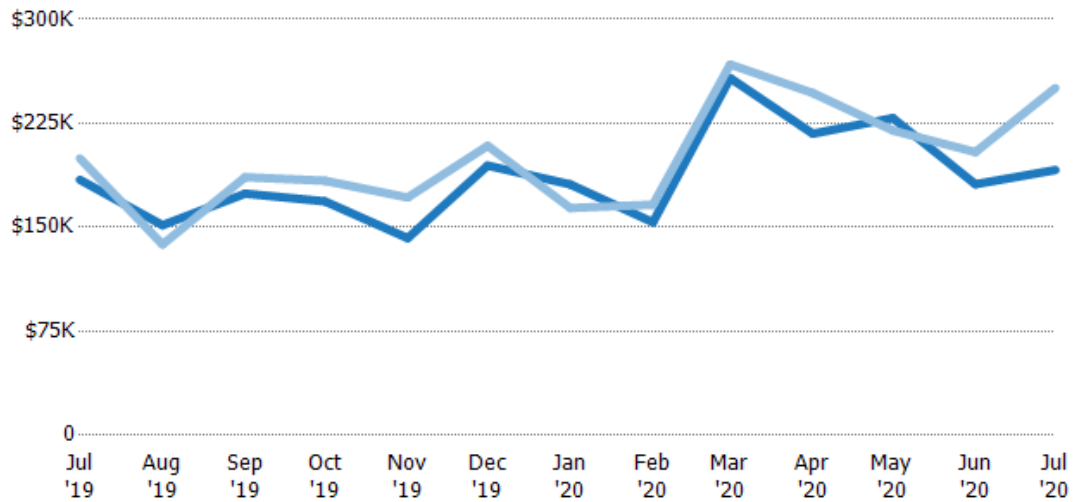
Median List Price	\$173K	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K
Median Sales Price	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K
Med Sales Price as a % of Med List Price	92%	100%	92%	100%	95%	90%	92%	94%	90%	97%	97%	99%	98%

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



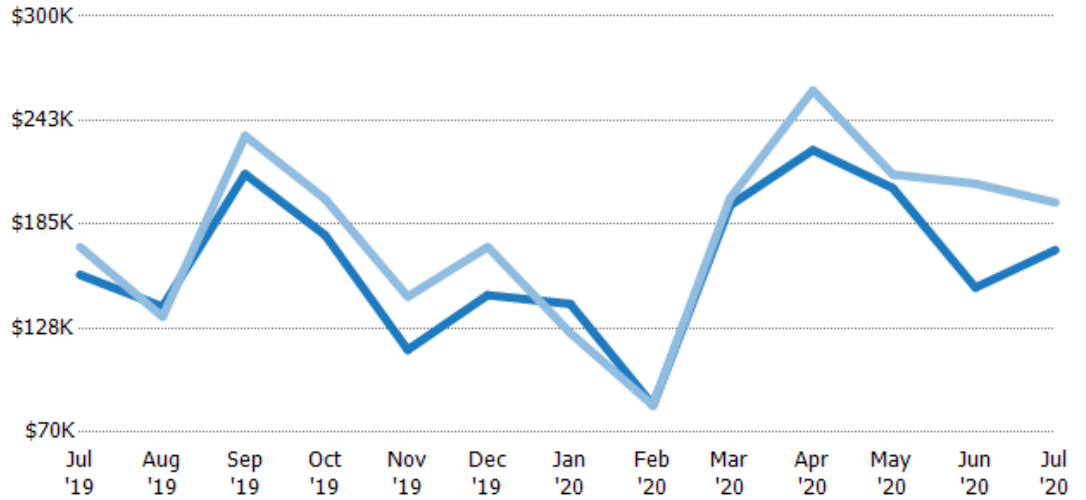
Avg Est Value	\$184K	\$152K	\$174K	\$169K	\$142K	\$195K	\$181K	\$154K	\$258K	\$217K	\$229K	\$181K	\$191K
Avg Sales Price	\$200K	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K
Avg Sales Price as a % of Avg Est Value	108%	91%	107%	109%	121%	107%	91%	108%	104%	113%	96%	113%	131%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$157K	\$139K	\$213K	\$179K	\$116K	\$146K	\$141K	\$84.9K	\$196K	\$226K	\$205K	\$150K	\$171K
Median Sales Price	\$173K	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K
Med Sales Price as a % of Med Est Value	110%	96%	110%	111%	125%	118%	89%	100%	102%	115%	104%	138%	115%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Other	37	\$8,043,100	20	\$3,889,350	\$194,468	\$175,000	\$114	\$102	46