

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	15	13	+15.4%	59	79	-25.3%
New Listing Volume	\$3,201,050	\$2,236,100	+43.2%	\$11,364,950	\$14,391,550	-21%
Active Listing Count	33	67	-50.7%	N/A	N/A	
Active Listing Volume	\$7,479,550	\$13,244,000	-43.5%	N/A	N/A	
Average Listing Price	\$226,653	\$197,672	+14.7%	\$204,557	\$191,273	+6.9%
Median Listing Price	\$185,000	\$149,500	+23.7%	\$145,594	\$146,955	-0.9%
Median Days in RPR	49	83	-41%	167.49	125.88	+33.1%
Months of Inventory	8.3	6.1	+35.4%	5.7	10.7	-46.6%
Absorption Rate	12.12%	16.42%	-4.3%	17.45%	9.32%	+8.1%
Sales Activity Charts Metrics						
New Pending Sales Count	15	7	+114.3%	63	60	+5%
New Pending Sales Volume	\$3,099,500	\$676,200	+358.4%	\$11,739,200	\$9,102,799	+29%
Pending Sales Count	18	11	+63.6%	N/A	N/A	
Pending Sales Volume	\$3,547,900	\$1,489,200	+138.2%	N/A	N/A	
Closed Sales Count	12	13	-7.7%	44	48	-8.3%
Closed Sales Volume	\$2,368,400	\$2,602,000	-9%	\$8,333,170	\$7,237,650	+15.1%
Average Sales Price	\$197,367	\$200,154	-1.4%	\$189,390	\$150,784	+25.6%
Median Sales Price	\$180,000	\$173,500	+3.7%	\$157,432	\$134,085	+17.4%

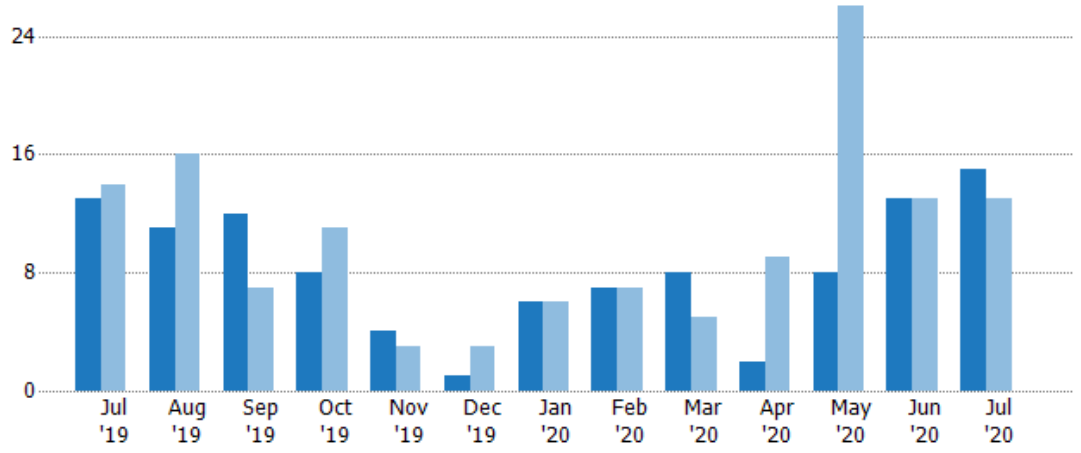
New Listings

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.
Jul '20	15	15.4%
Jul '19	13	-7.1%
Jul '18	14	-28.6%



	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	11	12	8	4	1	6	7	8	2	8	13	15
Prior Year	14	16	7	11	3	3	6	7	5	9	26	13	13
Percent Change from Prior Year	-7%	-31%	71%	-27%	33%	-67%	0%	0%	60%	-78%	-69%	0%	15%

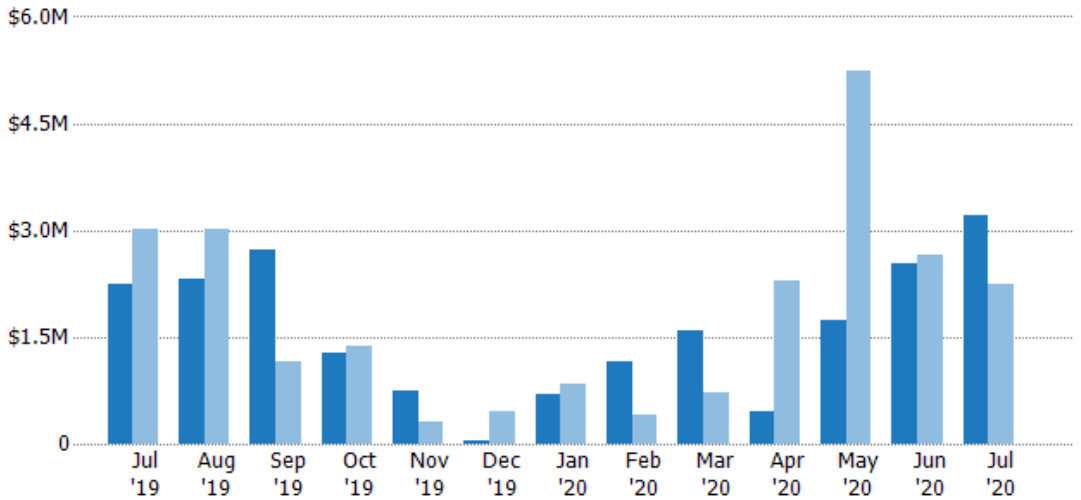
New Listing Volume

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.
Jul '20	\$3.2M	43.2%
Jul '19	\$2.24M	-25.7%
Jul '18	\$3.01M	-37.5%



	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	\$2.24M	\$2.33M	\$2.72M	\$1.27M	\$755K	\$49.9K	\$699K	\$1.15M	\$1.58M	\$460K	\$1.73M	\$2.54M	\$3.2M
Prior Year	\$3.01M	\$3.01M	\$1.14M	\$1.38M	\$309K	\$449K	\$851K	\$405K	\$720K	\$2.3M	\$5.24M	\$2.64M	\$2.24M
Percent Change from Prior Year	-26%	-23%	138%	-8%	145%	-89%	-18%	185%	119%	-80%	-67%	-4%	43%

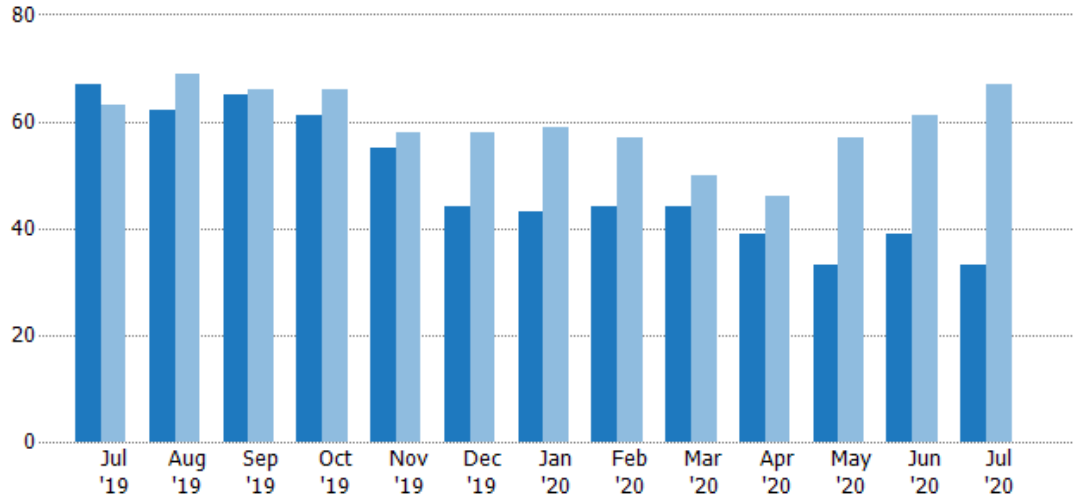
Active Listings

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.
Jul '20	33	-50.7%
Jul '19	67	6.3%
Jul '18	63	11.1%



Current Year	67	62	65	61	55	44	43	44	44	39	33	39	33
Prior Year	63	69	66	66	58	58	59	57	50	46	57	61	67
Percent Change from Prior Year	6%	-10%	-2%	-8%	-5%	-24%	-27%	-23%	-12%	-15%	-42%	-36%	-51%

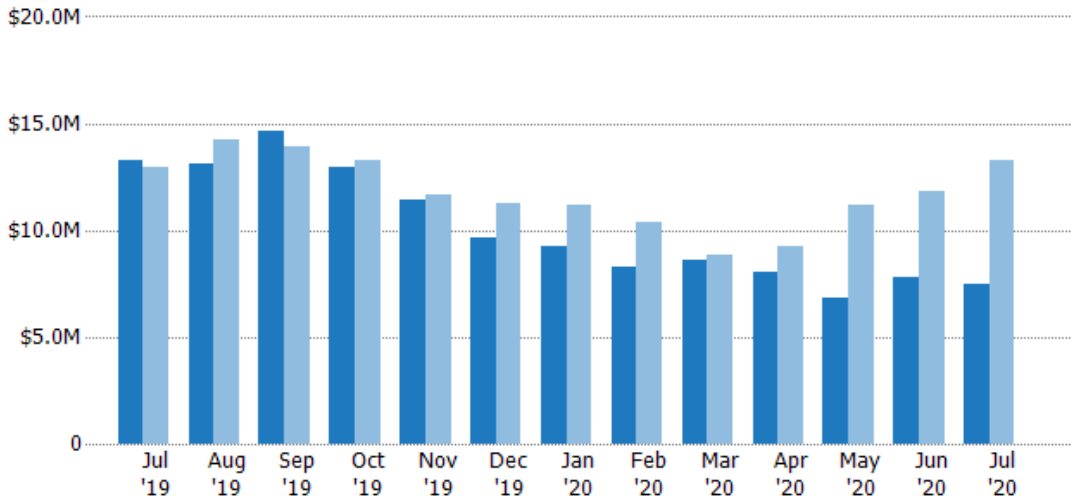
Active Listing Volume

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.
Jul '20	\$7.48M	-43.5%
Jul '19	\$13.2M	2.4%
Jul '18	\$12.9M	5.2%



Current Year	\$13.2M	\$13.1M	\$14.6M	\$13M	\$11.4M	\$9.65M	\$9.23M	\$8.3M	\$8.62M	\$8.02M	\$6.81M	\$7.8M	\$7.48M
Prior Year	\$12.9M	\$14.2M	\$13.9M	\$13.2M	\$11.7M	\$11.3M	\$11.2M	\$10.4M	\$8.84M	\$9.24M	\$11.2M	\$11.9M	\$13.2M
Percent Change from Prior Year	2%	-8%	5%	-2%	-2%	-14%	-18%	-20%	-2%	-13%	-39%	-34%	-44%

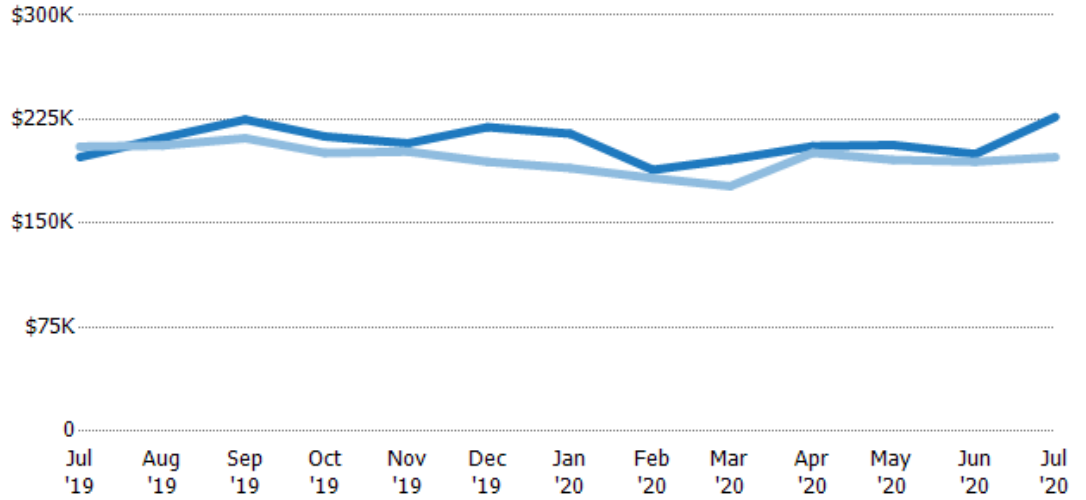
Average Listing Price

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.
Jul '20	\$227K	14.7%
Jul '19	\$198K	-3.7%
Jul '18	\$205K	-5.4%



Current Year	\$198K	\$212K	\$225K	\$213K	\$208K	\$219K	\$215K	\$189K	\$196K	\$206K	\$206K	\$200K	\$227K
Prior Year	\$205K	\$206K	\$211K	\$201K	\$202K	\$194K	\$190K	\$183K	\$177K	\$201K	\$196K	\$194K	\$198K
Percent Change from Prior Year	-4%	3%	6%	6%	3%	13%	13%	3%	11%	2%	5%	3%	15%

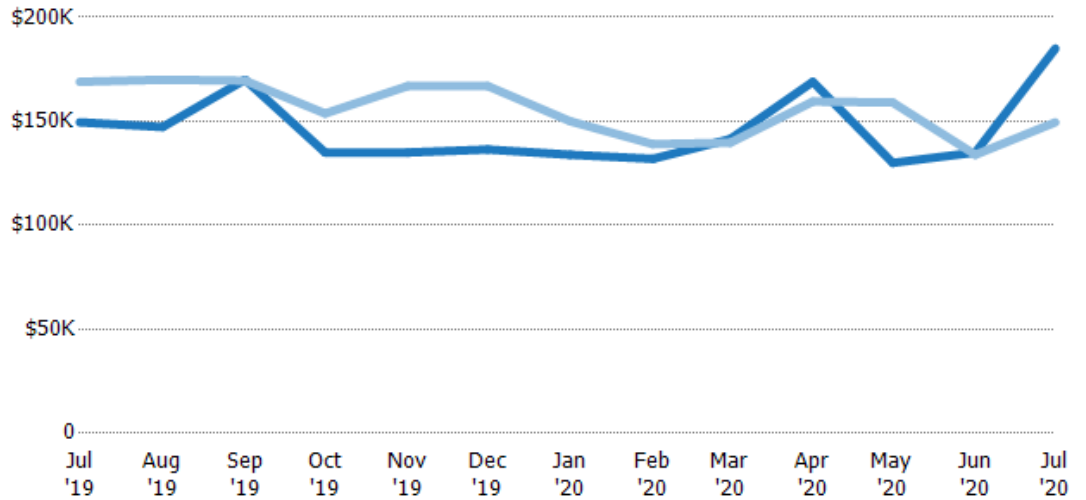
Median Listing Price

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.
Jul '20	\$185K	23.7%
Jul '19	\$150K	-11.5%
Jul '18	\$169K	-11.5%



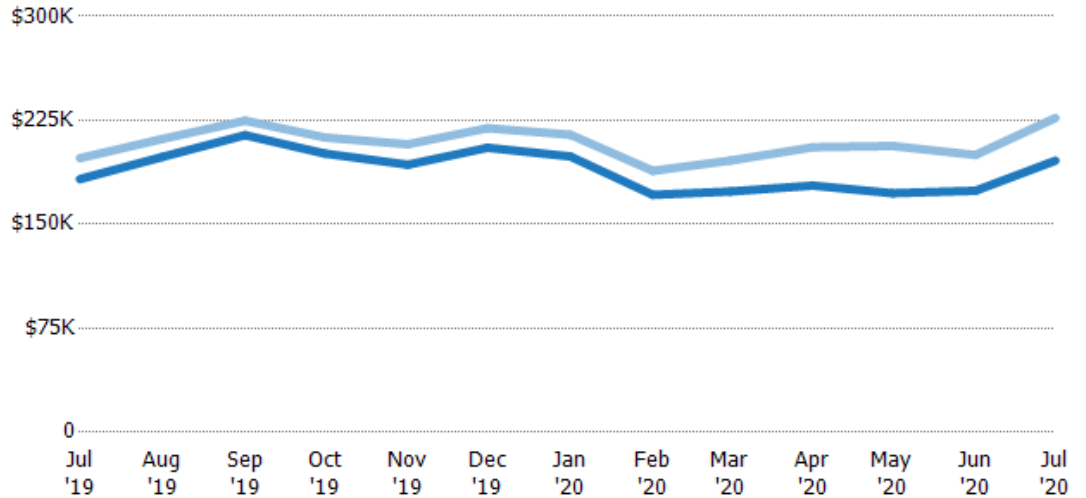
Current Year	\$150K	\$147K	\$170K	\$135K	\$135K	\$136K	\$134K	\$132K	\$141K	\$169K	\$130K	\$135K	\$185K
Prior Year	\$169K	\$170K	\$170K	\$154K	\$167K	\$167K	\$150K	\$139K	\$140K	\$159K	\$159K	\$134K	\$150K
Percent Change from Prior Year	-12%	-13%	0%	-12%	-19%	-18%	-11%	-5%	1%	6%	-18%	1%	24%

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



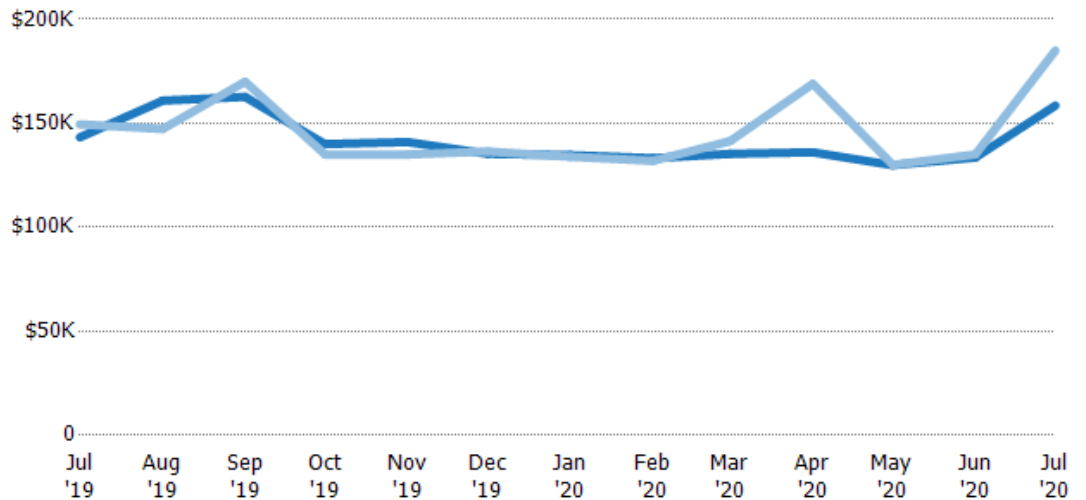
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$183K	\$199K	\$214K	\$201K	\$193K	\$205K	\$199K	\$171K	\$174K	\$178K	\$172K	\$174K	\$196K
Avg Listing Price	\$198K	\$212K	\$225K	\$213K	\$208K	\$219K	\$215K	\$189K	\$196K	\$206K	\$206K	\$200K	\$227K
Avg Listing Price as a % of Avg Est Value	108%	107%	105%	106%	108%	107%	108%	110%	113%	116%	120%	115%	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



	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	\$143K	\$161K	\$163K	\$140K	\$141K	\$135K	\$135K	\$133K	\$135K	\$136K	\$130K	\$134K	\$159K
Median Listing Price	\$150K	\$147K	\$170K	\$135K	\$135K	\$136K	\$134K	\$132K	\$141K	\$169K	\$130K	\$135K	\$185K
Med Listing Price as a % of Med Est Value	104%	92%	104%	96%	96%	101%	99%	99%	105%	124%	100%	101%	117%

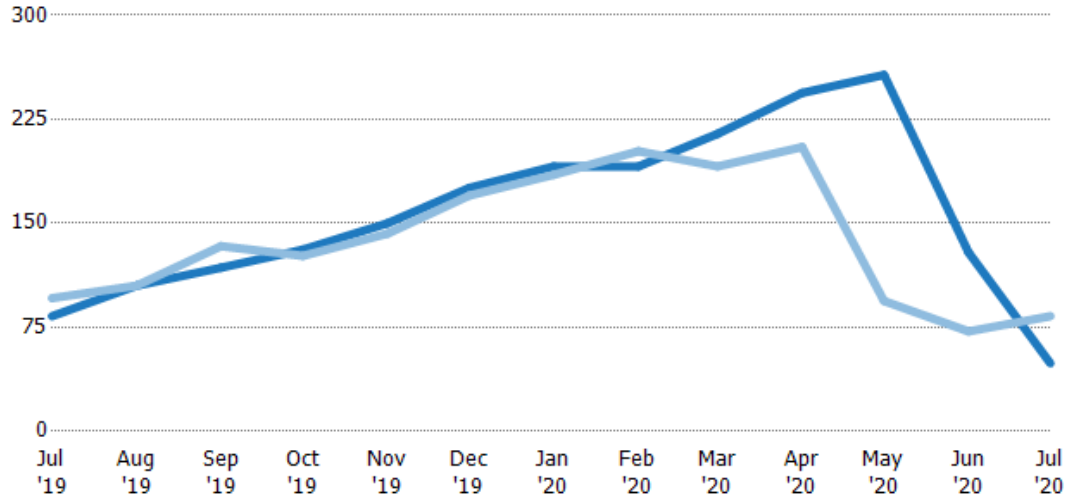
Median Days in RPR

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

Month/Year	Days	% Chg.
Jul '20	49	-41%
Jul '19	83	-13.5%
Jul '18	96	-1.6%



	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	83	105	118	131	150	176	191	191	215	244	257	129	49
Prior Year	96	105	134	127	143	170	185	202	191	205	94	72	83
Percent Change from Prior Year	-14%	0%	-12%	4%	5%	3%	3%	-5%	12%	19%	173%	79%	-41%

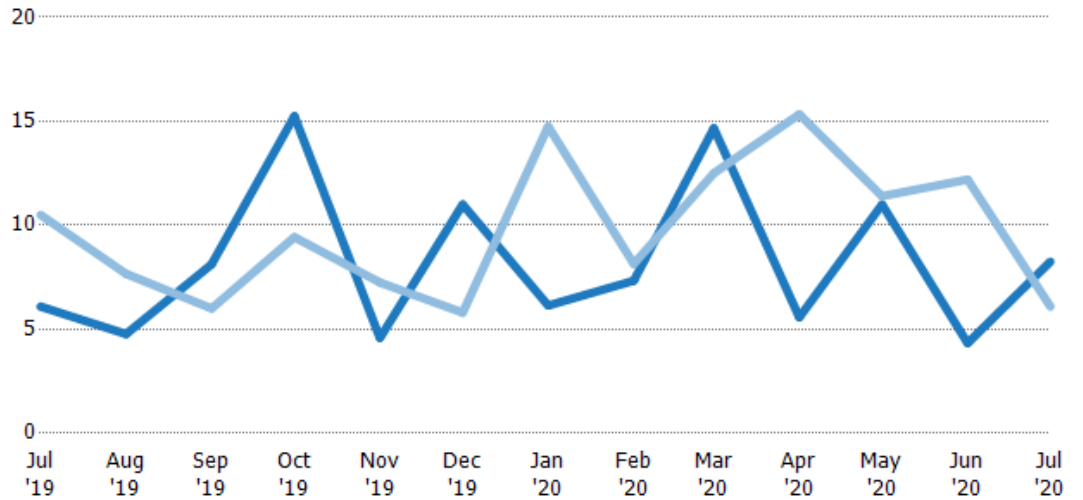
Months of Inventory

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

Filters Used

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

Month/Year	Months	% Chg.
Jul '20	8.25	35.4%
Jul '19	6.09	-42%
Jul '18	10.5	-48.7%



	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	6.09	4.77	8.13	15.3	4.58	11	6.14	7.33	14.7	5.57	11	4.33	8.25
Prior Year	10.5	7.67	6	9.43	7.25	5.8	14.8	8.14	12.5	15.3	11.4	12.2	6.09
Percent Change from Prior Year	-42%	-38%	35%	62%	-37%	90%	-58%	-10%	17%	-64%	-4%	-64%	35%

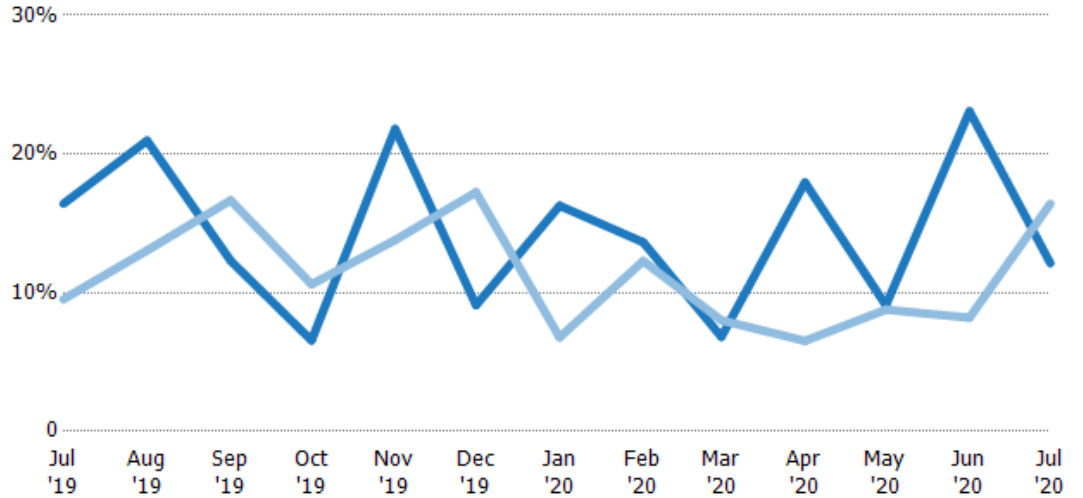
Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
Jul '20	12%	4.3%
Jul '19	16%	-6.9%
Jul '18	10%	95.1%



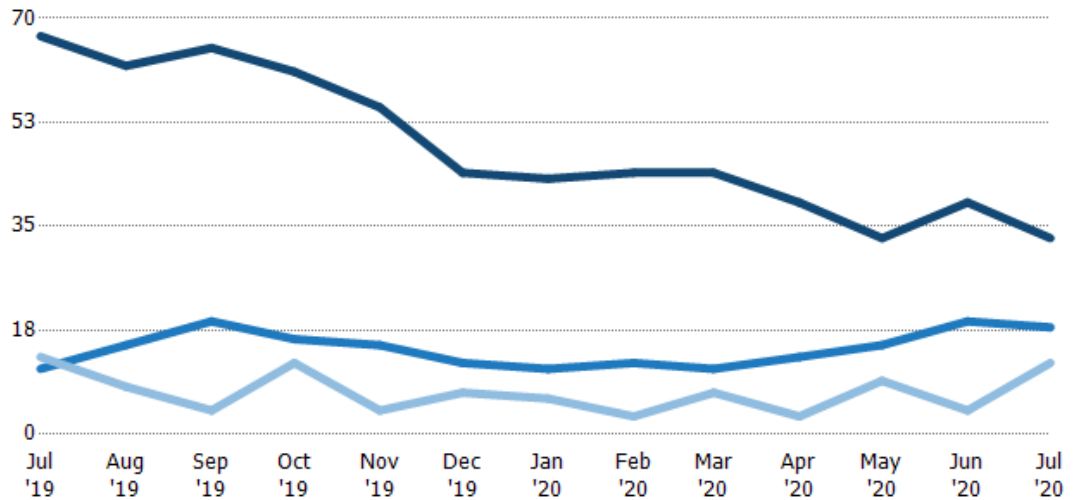
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	16%	21%	12%	7%	22%	9%	16%	14%	7%	18%	9%	23%	12%
Prior Year	10%	13%	17%	11%	14%	17%	7%	12%	8%	7%	9%	8%	16%
Change from Prior Year	-7%	-8%	4%	4%	-8%	8%	-10%	-1%	1%	-11%	0%	-15%	4%

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



	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	67	62	65	61	55	44	43	44	44	39	33	39	33
Pending	11	15	19	16	15	12	11	12	11	13	15	19	18
Sold	13	8	4	12	4	7	6	3	7	3	9	4	12

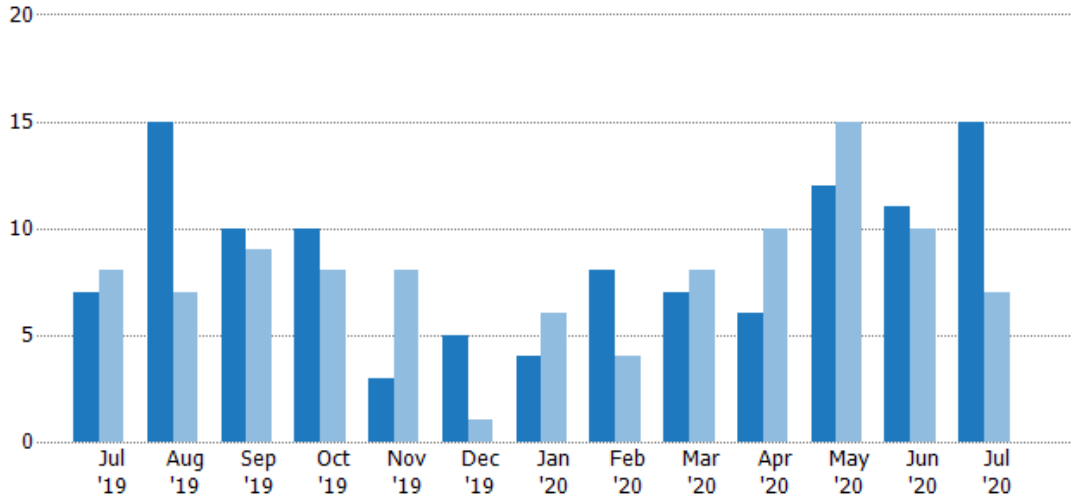
New Pending Sales

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.
Jul '20	15	114.3%
Jul '19	7	-12.5%
Jul '18	8	62.5%



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

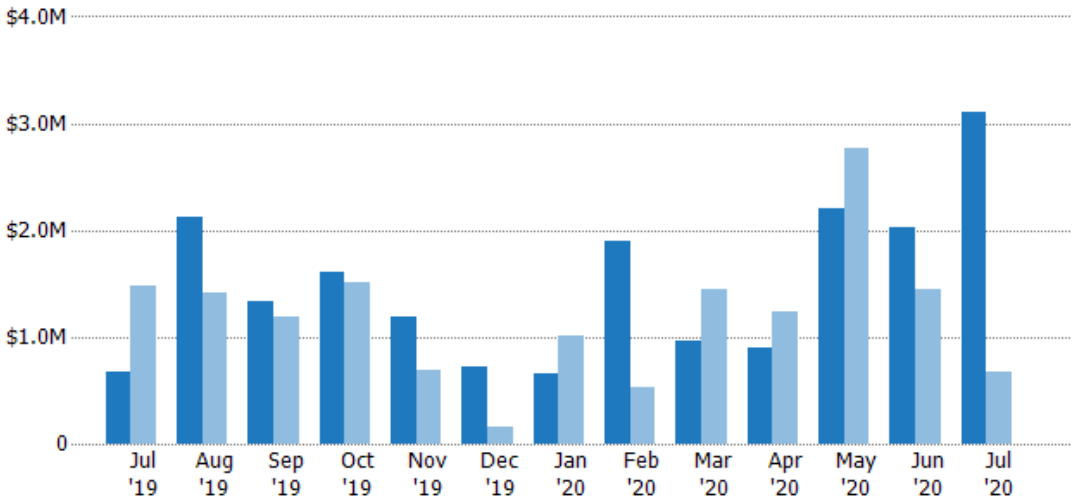
New Pending Sales Volume

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.
Jul '20	\$3.1M	358.4%
Jul '19	\$676K	-54.4%
Jul '18	\$1.48M	38.4%



Current Year	\$676K	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K	\$655K	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M	\$3.1M
Prior Year	\$1.48M	\$1.41M	\$1.19M	\$1.52M	\$694K	\$158K	\$1.01M	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M	\$676K
Percent Change from Prior Year	-54%	51%	13%	6%	72%	362%	-35%	261%	-33%	-27%	-21%	40%	358%

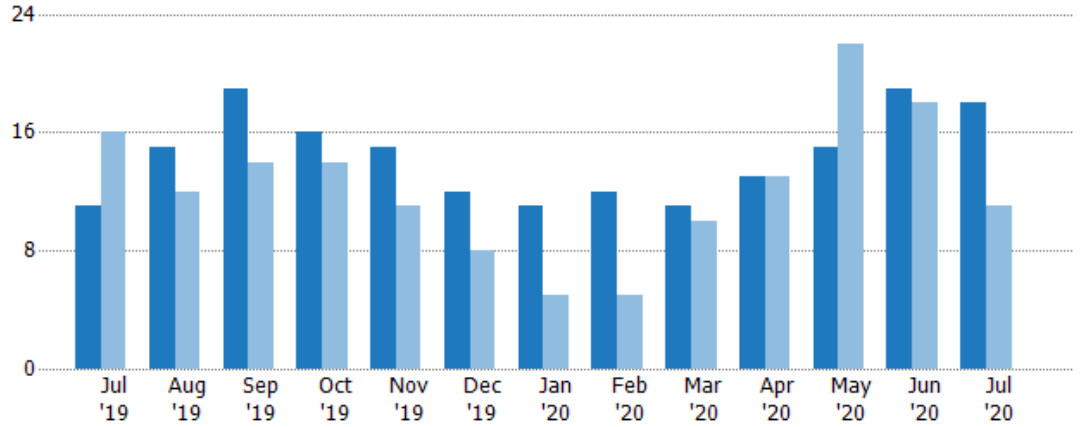
Pending Sales

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.
Jul '20	18	63.6%
Jul '19	11	-31.3%
Jul '18	16	12.5%



Current Year	11	15	19	16	15	12	11	12	11	13	15	19	18
Prior Year	16	12	14	14	11	8	5	5	10	13	22	18	11
Percent Change from Prior Year	-31%	25%	36%	14%	36%	50%	120%	140%	10%	0%	-32%	6%	64%

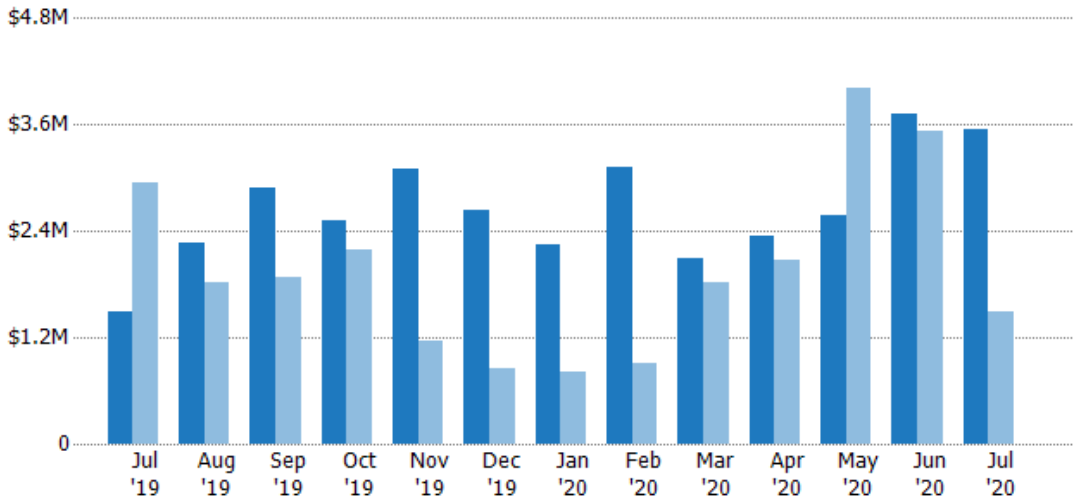
Pending Sales Volume

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.
Jul '20	\$3.55M	138.2%
Jul '19	\$1.49M	-49.5%
Jul '18	\$2.95M	-6.4%



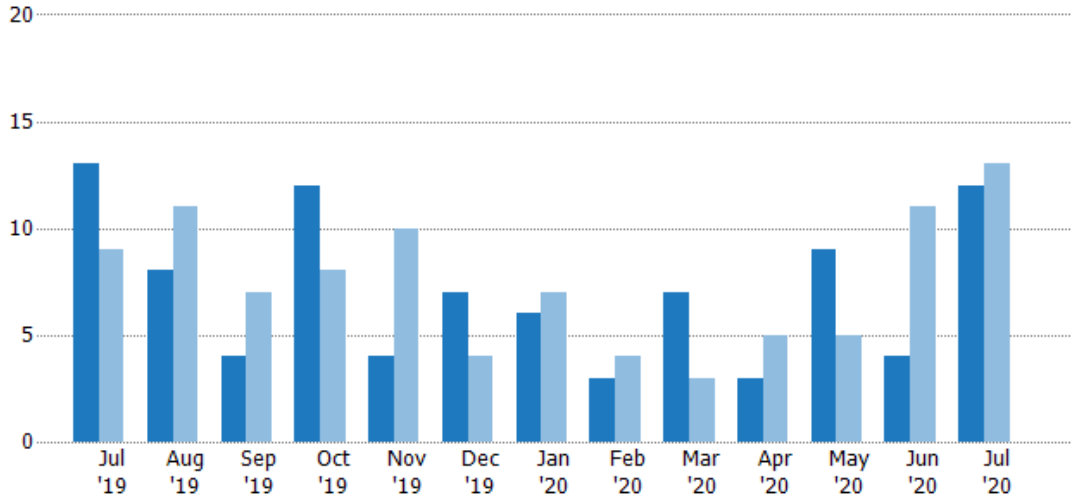
Current Year	\$1.49M	\$2.26M	\$2.9M	\$2.51M	\$3.1M	\$2.63M	\$2.24M	\$3.12M	\$2.1M	\$2.34M	\$2.57M	\$3.71M	\$3.55M
Prior Year	\$2.95M	\$1.81M	\$1.87M	\$2.18M	\$1.16M	\$844K	\$819K	\$903K	\$1.81M	\$2.06M	\$4.01M	\$3.53M	\$1.49M
Percent Change from Prior Year	-50%	25%	55%	15%	167%	211%	174%	246%	16%	13%	-36%	5%	138%

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



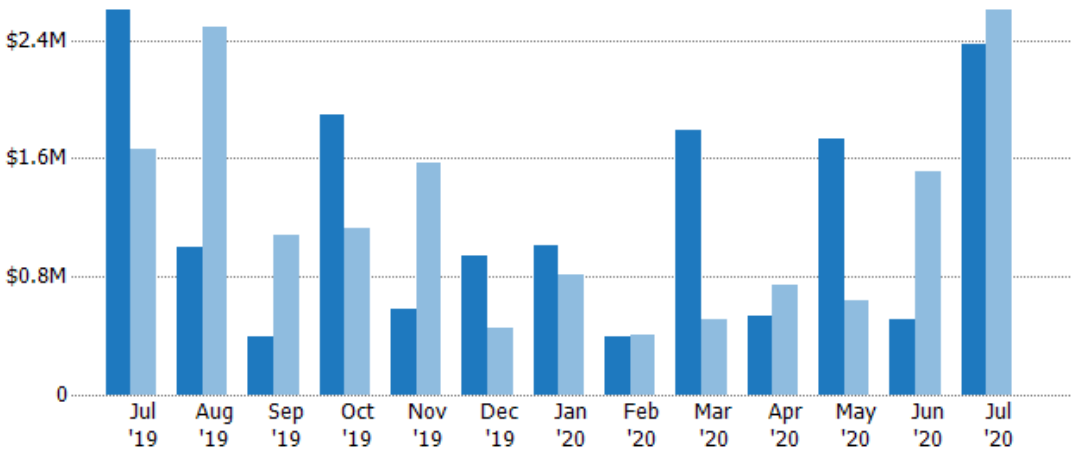
Month/Year	Count	% Chg.
Jul '20	12	-7.7%
Jul '19	13	44.4%
Jul '18	9	-22.2%

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



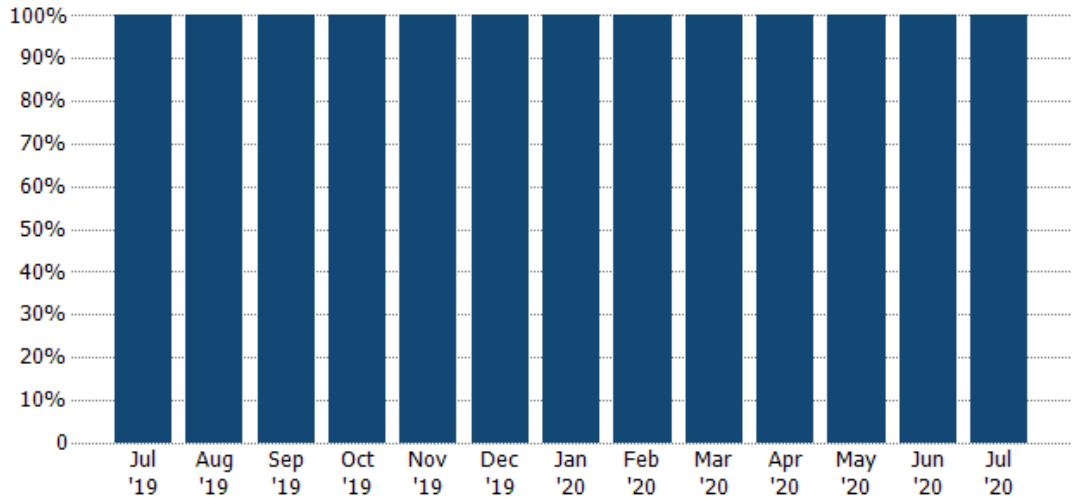
Month/Year	Volume	% Chg.
Jul '20	\$2.37M	-9%
Jul '19	\$2.6M	56.6%
Jul '18	\$1.66M	-40.8%

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

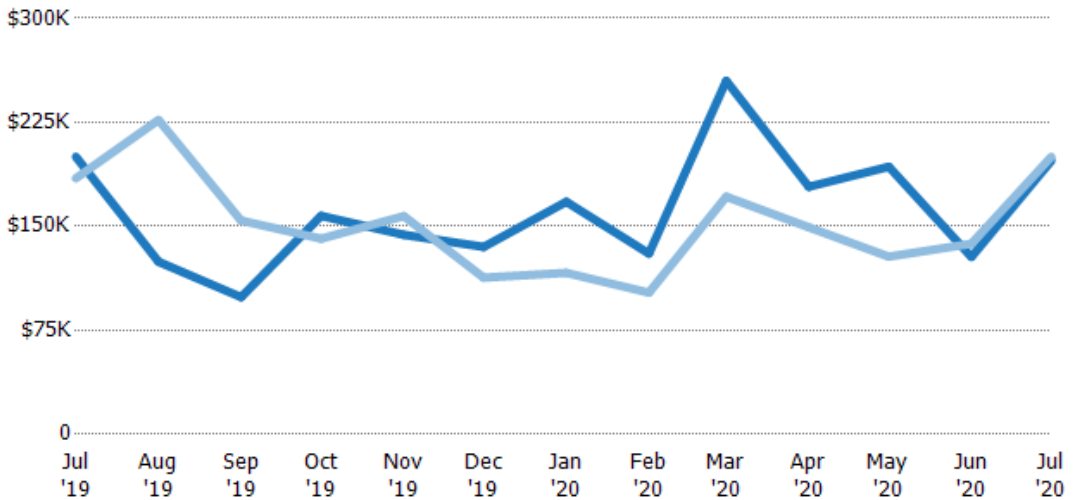
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$200K \$124K \$98.9K \$158K \$144K \$135K \$168K \$130K \$255K \$179K \$193K \$128K \$197K
 \$185K \$227K \$154K \$141K \$157K \$113K \$116K \$102K \$171K \$149K \$128K \$137K \$200K
 8% -45% -36% 12% -9% 20% 44% 28% 49% 20% 51% -7% -1%

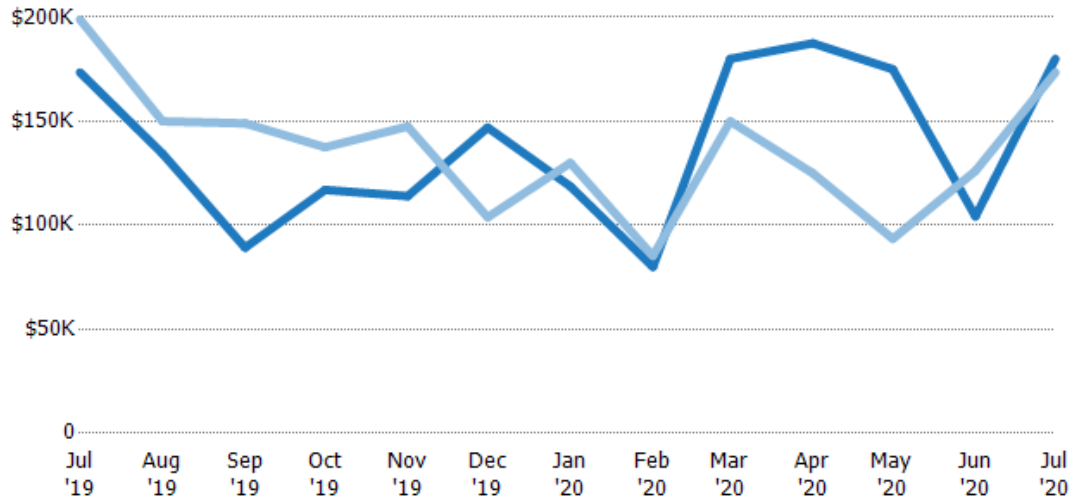
Median Sales Price

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.
Jul '20	\$180K	3.7%
Jul '19	\$174K	-12.8%
Jul '18	\$199K	-20.1%



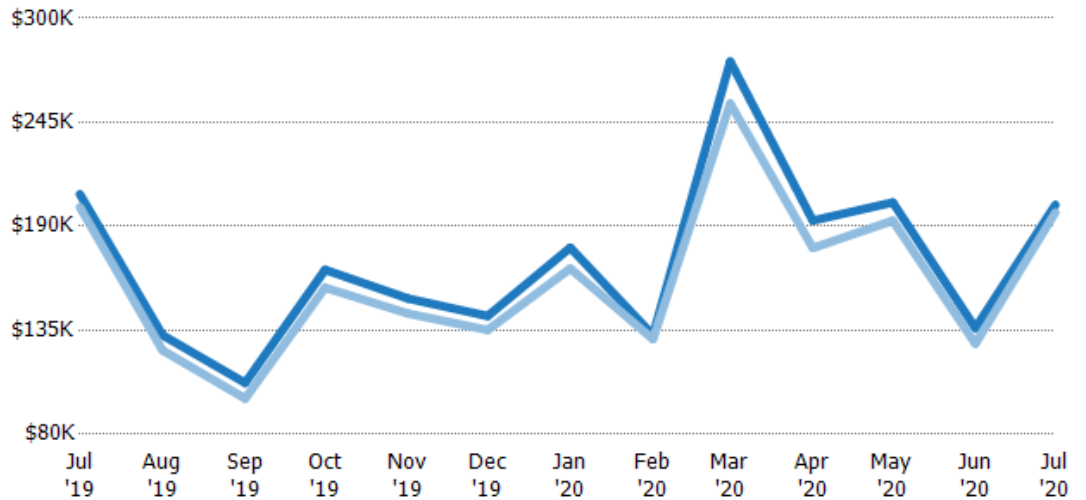
Current Year	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K
Prior Year	\$199K	\$150K	\$149K	\$138K	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$125K	\$93.5K	\$126K	\$174K
Percent Change from Prior Year	-13%	-10%	-40%	-15%	-23%	42%	-9%	-6%	20%	50%	87%	-17%	4%

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



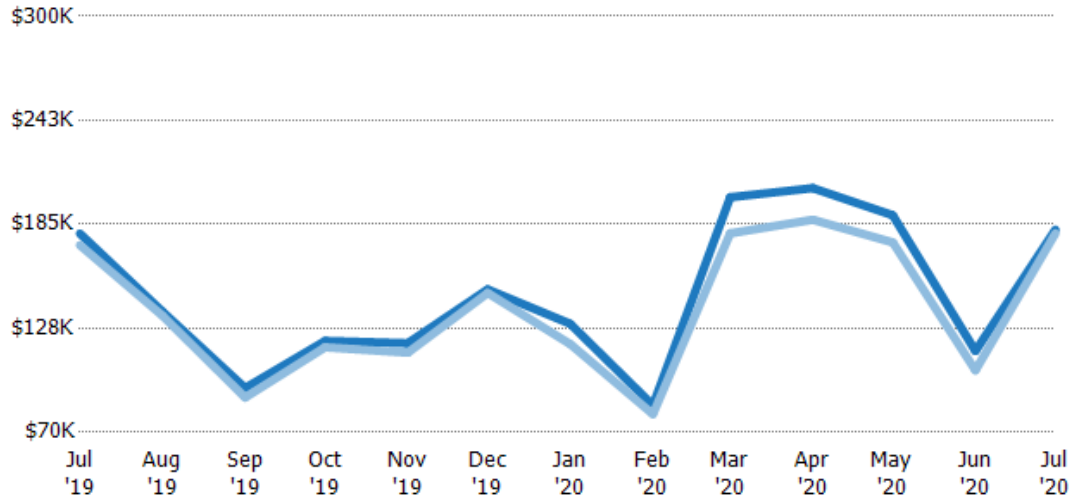
Avg List Price	\$207K	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K
Avg Sales Price	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K
Avg Sales Price as a % of Avg List Price	97%	94%	92%	94%	95%	95%	94%	98%	92%	92%	95%	94%	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,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



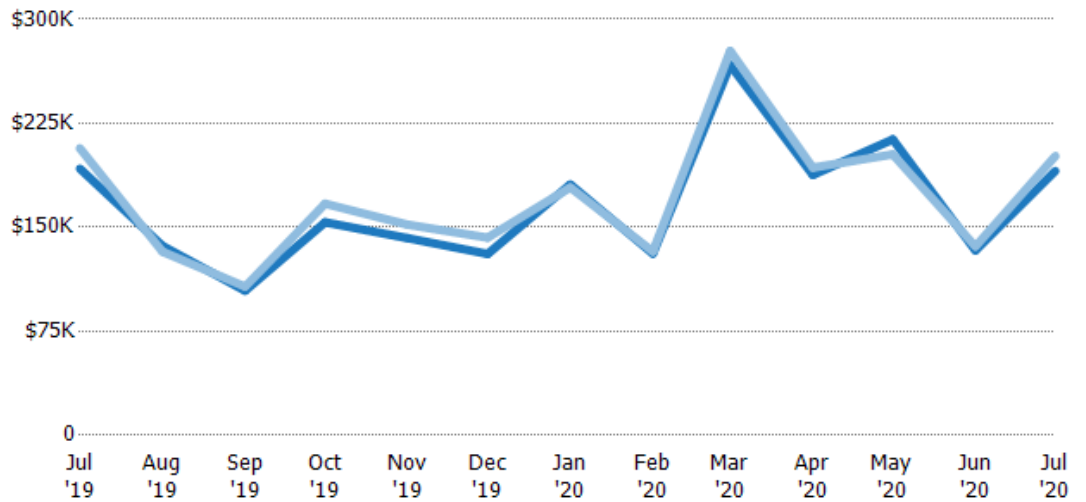
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$180K	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K
Median Sales Price	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K
Med Sales Price as a % of Med List Price	96%	98%	94%	97%	96%	99%	91%	94%	90%	91%	92%	91%	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,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



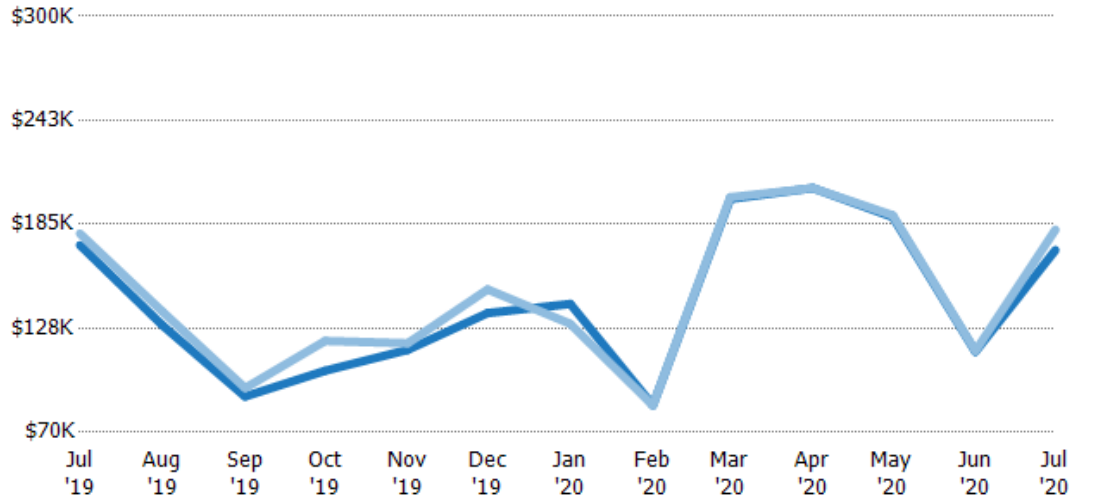
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$192K	\$137K	\$104K	\$154K	\$142K	\$131K	\$181K	\$131K	\$267K	\$188K	\$213K	\$133K	\$191K
Avg Sales Price	\$207K	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K
Avg Sales Price as a % of Avg Est Value	108%	97%	103%	109%	107%	109%	99%	101%	104%	103%	95%	102%	106%

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	\$173K	\$129K	\$89.8K	\$104K	\$116K	\$136K	\$141K	\$84.9K	\$199K	\$205K	\$189K	\$115K	\$171K
Median Sales Price	\$180K	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K
Med Sales Price as a % of Med Est Value	104%	106%	105%	116%	103%	110%	92%	100%	100%	100%	101%	100%	107%