

## 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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	20	16	+25%	122	141	-13.5%
New Listing Volume	\$5,021,372	\$3,500,050	+43.5%	\$26,970,972	\$28,551,550	-5.5%
Active Listing Count	41	101	-59.4%	N/A	N/A	
Active Listing Volume	\$11,488,572	\$23,126,250	-50.3%	N/A	N/A	
Average Listing Price	\$280,209	\$228,973	+22.4%	\$216,469	\$213,437	+1.4%
Median Listing Price	\$209,000	\$199,950	+4.5%	\$168,816	\$191,841	-12%
Median Days in RPR	54	100	-46%	118.2	119.92	-1.4%
Months of Inventory	2.3	6.3	-63.9%	6.8	9.2	-26.3%
Absorption Rate	43.9%	15.84%	+28.1%	14.72%	10.85%	+3.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	23	26	-11.5%	126	110	+14.5%
New Pending Sales Volume	\$4,731,000	\$4,647,700	+1.8%	\$27,189,750	\$18,240,599	+49.1%
Pending Sales Count	36	26	+38.5%	N/A	N/A	
Pending Sales Volume	\$7,861,100	\$4,796,650	+63.9%	N/A	N/A	
Closed Sales Count	20	11	+81.8%	81	72	+12.5%
Closed Sales Volume	\$3,889,350	\$1,443,300	+169.5%	\$16,923,970	\$11,165,033	+51.6%
Average Sales Price	\$194,468	\$131,209	+48.2%	\$208,938	\$155,070	+34.7%
Median Sales Price	\$175,000	\$133,900	+30.7%	\$180,086	\$146,712	+22.7%

## New Listings

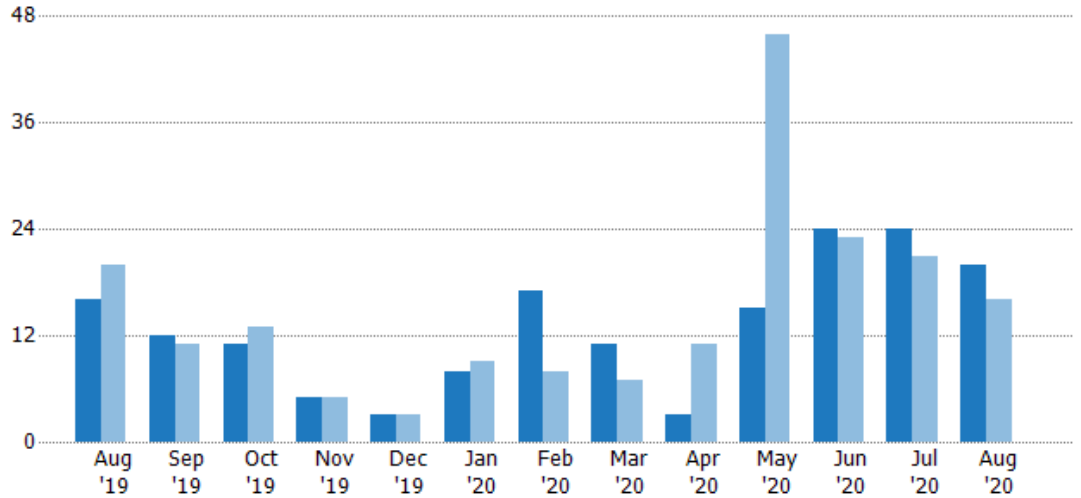
The number of new residential listings that were added each month.

### 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.
Aug '20	20	25%
Aug '19	16	-20%
Aug '18	20	-20%



Current Year	16	12	11	5	3	8	17	11	3	15	24	24	20
Prior Year	20	11	13	5	3	9	8	7	11	46	23	21	16
Percent Change from Prior Year	-20%	9%	-15%	0%	0%	-11%	113%	57%	-73%	-67%	4%	14%	25%

## New Listing Volume

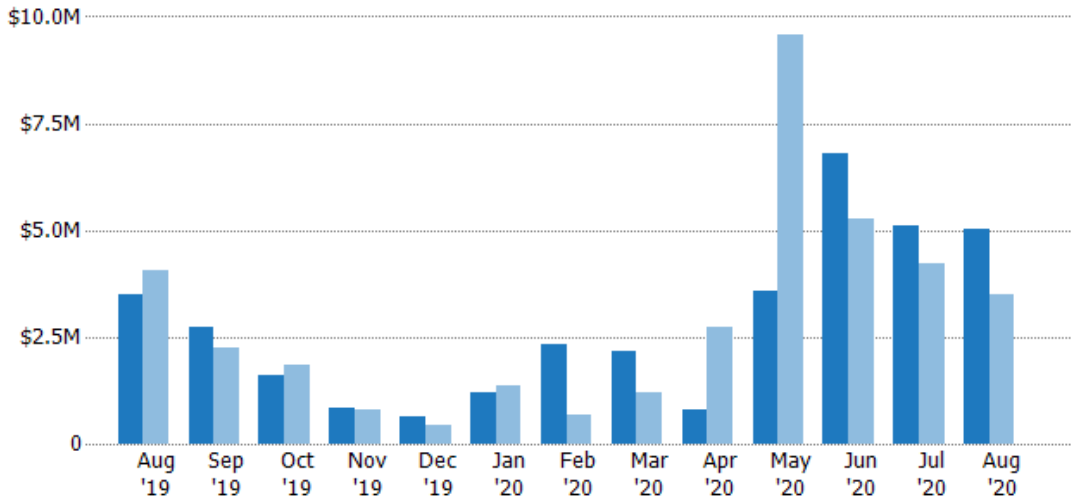
The sum of the listing price of residential listings that were added each month.

### 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.
Aug '20	\$5.02M	43.5%
Aug '19	\$3.5M	-13.6%
Aug '18	\$4.05M	-34.3%



Current Year	\$3.5M	\$2.72M	\$1.62M	\$825K	\$617K	\$1.21M	\$2.33M	\$2.16M	\$805K	\$3.57M	\$6.79M	\$5.09M	\$5.02M
Prior Year	\$4.05M	\$2.25M	\$1.84M	\$789K	\$449K	\$1.37M	\$670K	\$1.19M	\$2.73M	\$9.59M	\$5.27M	\$4.23M	\$3.5M
Percent Change from Prior Year	-14%	21%	-12%	5%	38%	-12%	248%	81%	-70%	-63%	29%	20%	43%

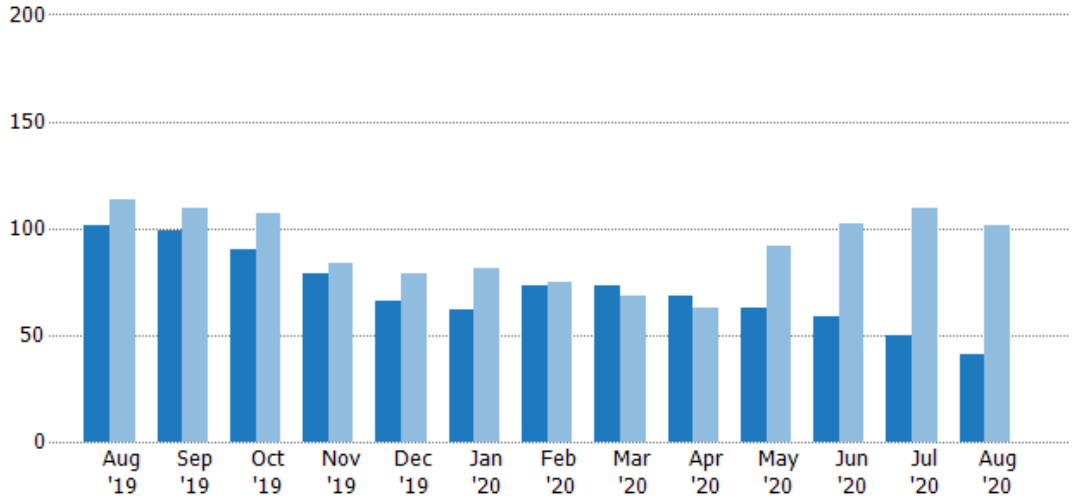
## Active Listings

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	101	99	90	79	66	62	73	73	68	63	59	50	41
Prior Year	113	109	107	84	79	81	75	68	63	92	102	109	101
Percent Change from Prior Year	-11%	-9%	-16%	-6%	-16%	-23%	-3%	7%	8%	-32%	-42%	-54%	-59%

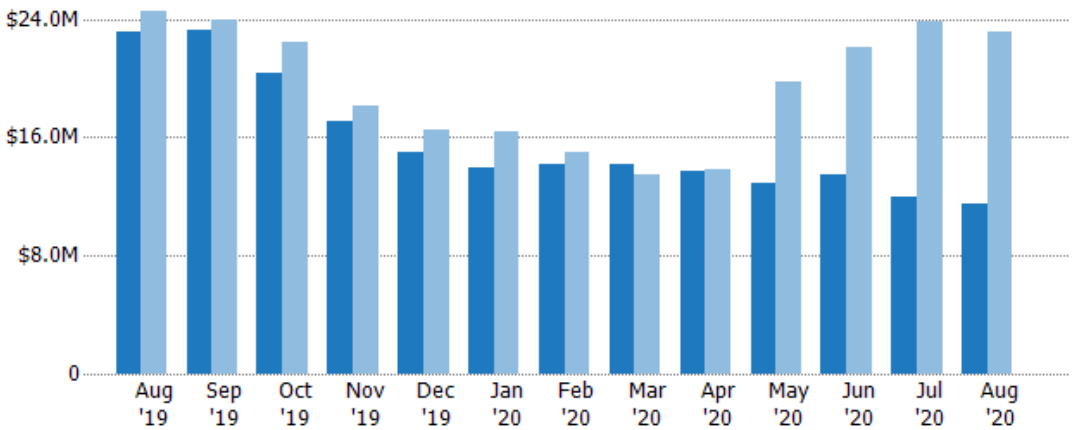
## Active Listing Volume

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



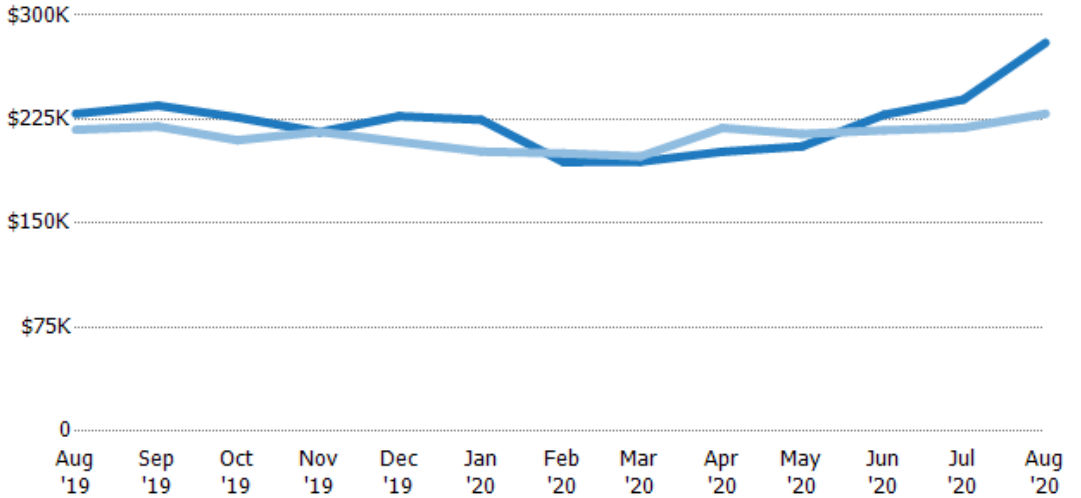
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$23.1M	\$23.3M	\$20.4M	\$17M	\$15M	\$13.9M	\$14.2M	\$14.2M	\$13.7M	\$12.9M	\$13.5M	\$12M	\$11.5M
Prior Year	\$24.6M	\$24M	\$22.5M	\$18.1M	\$16.5M	\$16.3M	\$15M	\$13.5M	\$13.8M	\$19.7M	\$22.1M	\$23.9M	\$23.1M
Percent Change from Prior Year	-6%	-3%	-9%	-6%	-9%	-15%	-6%	5%	-1%	-34%	-39%	-50%	-50%

## 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.
Aug '20	\$280K	22.4%
Aug '19	\$229K	5.3%
Aug '18	\$217K	-2.7%

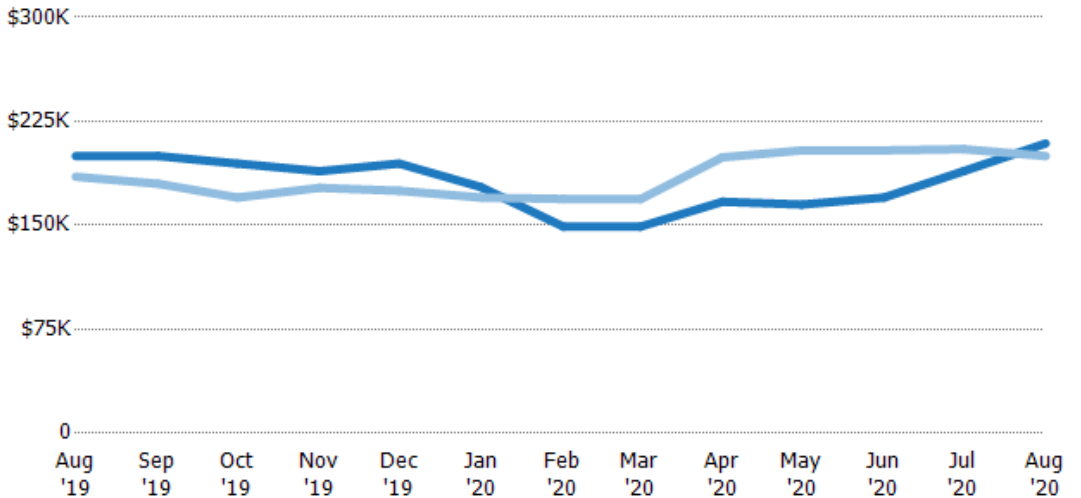
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$229K	\$235K	\$226K	\$216K	\$227K	\$225K	\$194K	\$194K	\$202K	\$205K	\$228K	\$239K	\$280K
Prior Year	\$217K	\$220K	\$210K	\$216K	\$209K	\$202K	\$200K	\$198K	\$219K	\$214K	\$217K	\$219K	\$229K
Percent Change from Prior Year	5%	7%	8%	0%	9%	11%	-3%	-2%	-8%	-4%	5%	9%	22%

## 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.
Aug '20	\$209K	4.5%
Aug '19	\$200K	8.1%
Aug '18	\$185K	7.6%

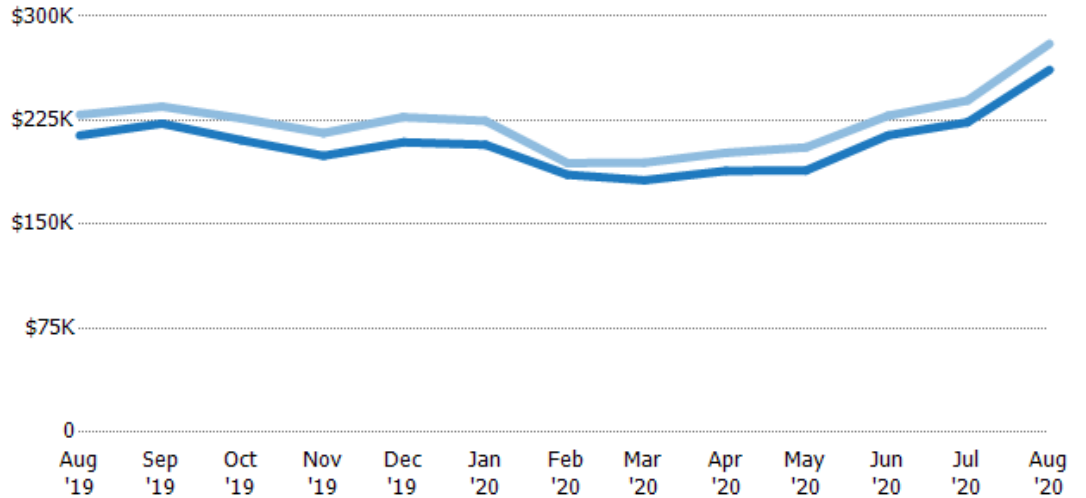
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$200K	\$200K	\$195K	\$189K	\$195K	\$177K	\$149K	\$149K	\$167K	\$165K	\$170K	\$189K	\$209K
Prior Year	\$185K	\$180K	\$170K	\$177K	\$175K	\$170K	\$169K	\$169K	\$199K	\$204K	\$204K	\$205K	\$200K
Percent Change from Prior Year	8%	11%	14%	7%	11%	4%	-12%	-12%	-16%	-19%	-17%	-8%	5%

## 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



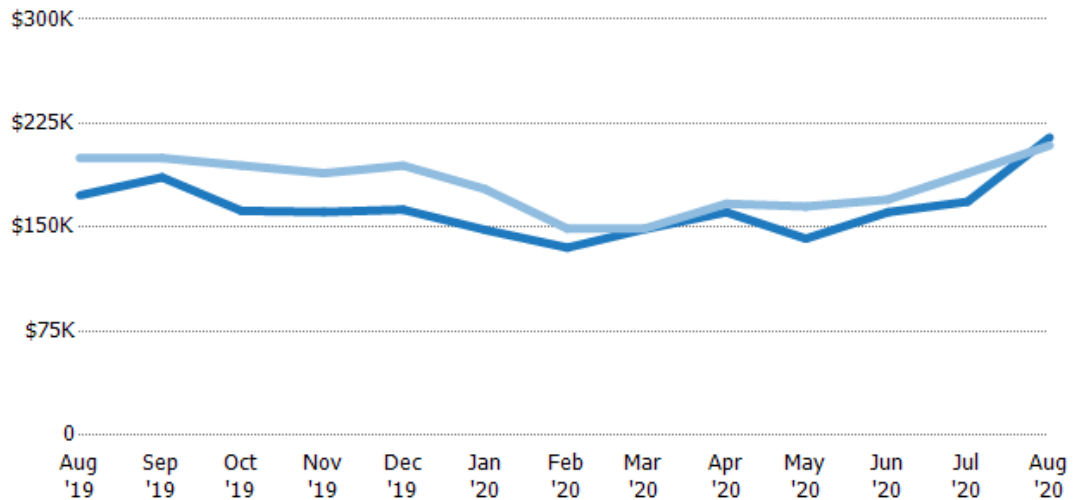
Avg Est Value	\$214K	\$223K	\$211K	\$199K	\$209K	\$207K	\$186K	\$182K	\$189K	\$189K	\$214K	\$224K	\$261K
Avg Listing Price	\$229K	\$235K	\$226K	\$216K	\$227K	\$225K	\$194K	\$194K	\$202K	\$205K	\$228K	\$239K	\$280K
Avg Listing Price as a % of Avg Est Value	107%	106%	107%	108%	109%	108%	105%	107%	107%	109%	107%	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



Median Est Value	\$173K	\$186K	\$162K	\$161K	\$163K	\$148K	\$135K	\$149K	\$161K	\$142K	\$161K	\$168K	\$215K
Median Listing Price	\$200K	\$200K	\$195K	\$189K	\$195K	\$177K	\$149K	\$149K	\$167K	\$165K	\$170K	\$189K	\$209K
Med Listing Price as a % of Med Est Value	116%	108%	120%	117%	120%	120%	110%	100%	104%	116%	106%	112%	97%

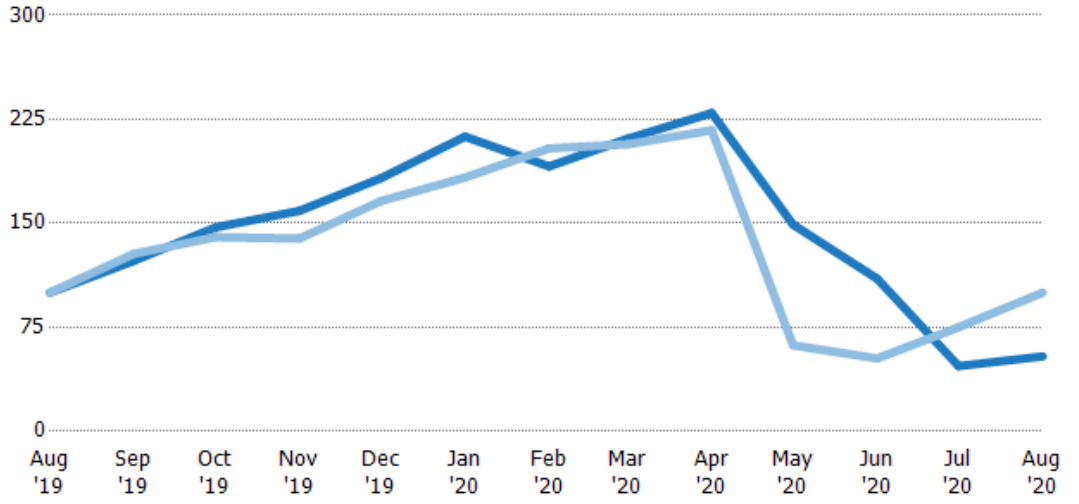
## Median Days in RPR

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.
Aug '20	54	-46%
Aug '19	100	0%
Aug '18	100	1%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	100	123	147	159	183	213	191	211	230	149	110	47	54
Prior Year	100	128	140	139	166	183	204	207	217	62	52.5	75	100
Percent Change from Prior Year	0%	-4%	5%	14%	10%	16%	-6%	2%	6%	140%	110%	-37%	-46%

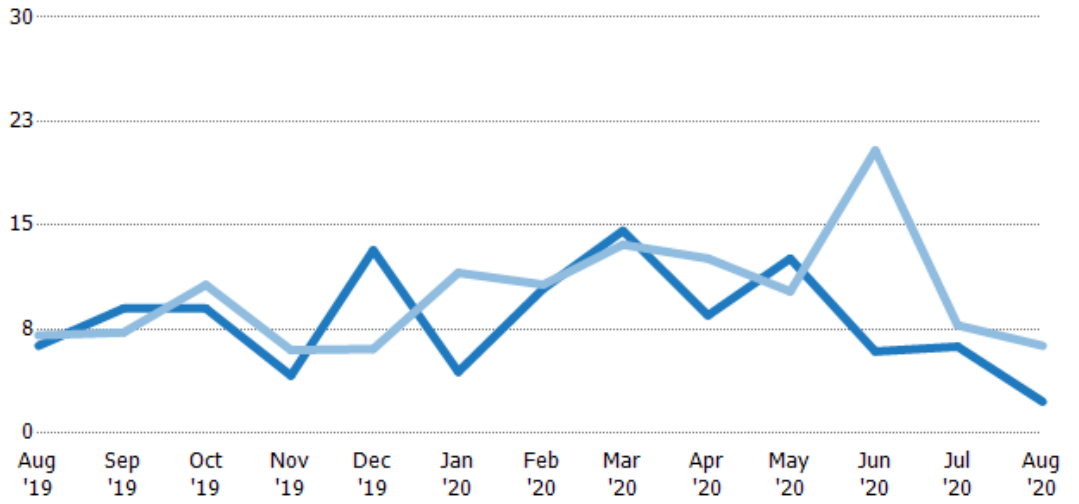
## Months of Inventory

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.
Aug '20	2.28	-63.9%
Aug '19	6.31	-10.6%
Aug '18	7.06	82.3%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	6.31	9	9	4.16	13.2	4.43	10.4	14.6	8.5	12.6	5.9	6.25	2.28
Prior Year	7.06	7.27	10.7	6	6.08	11.6	10.7	13.6	12.6	10.2	20.4	7.79	6.31
Percent Change from Prior Year	-11%	24%	-16%	-31%	117%	-62%	-3%	7%	-33%	23%	-71%	-20%	-64%

## Absorption Rate

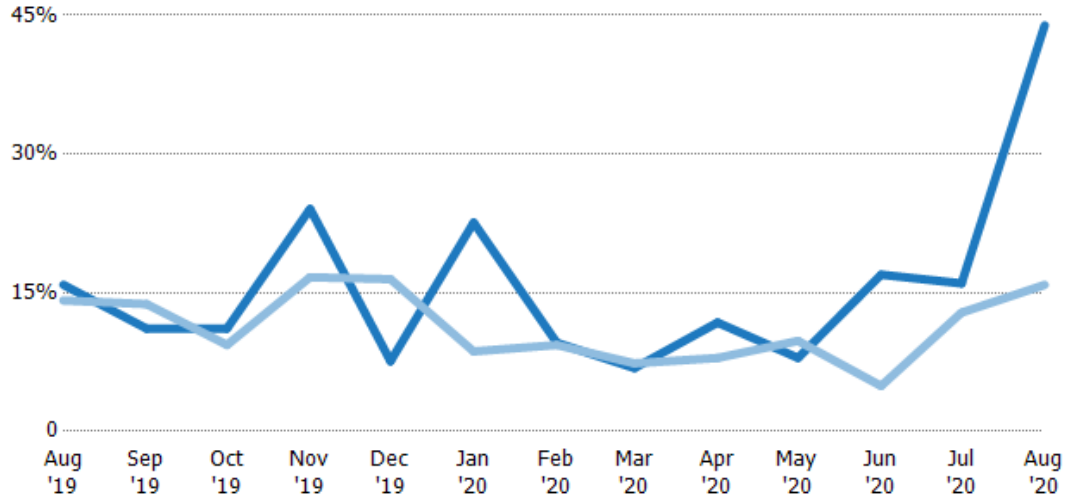
The percentage of inventory sold per month.

### 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.
Aug '20	44%	-28.1%
Aug '19	16%	-1.7%
Aug '18	14%	-45.2%



Current Year	16%	11%	11%	24%	8%	23%	10%	7%	12%	8%	17%	16%	44%
Prior Year	14%	14%	9%	17%	16%	9%	9%	7%	8%	10%	5%	13%	16%
Change from Prior Year	-2%	3%	-2%	-7%	9%	-14%	0%	1%	-4%	2%	-12%	-3%	-28%

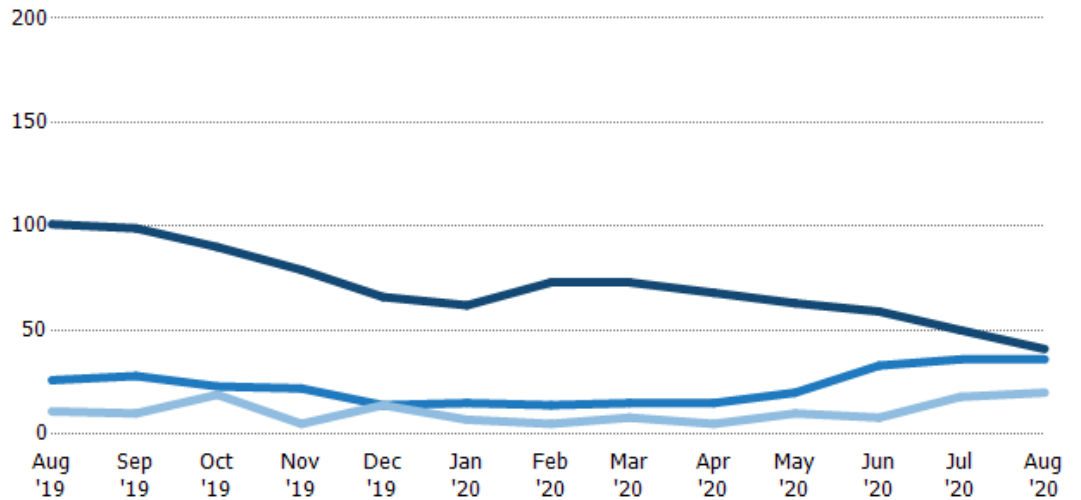
## Active/Pending/Sold Units

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	101	99	90	79	66	62	73	73	68	63	59	50	41
Pending	26	28	23	22	14	15	14	15	15	20	33	36	36
Sold	11	10	19	5	14	7	5	8	5	10	8	18	20

## New Pending Sales

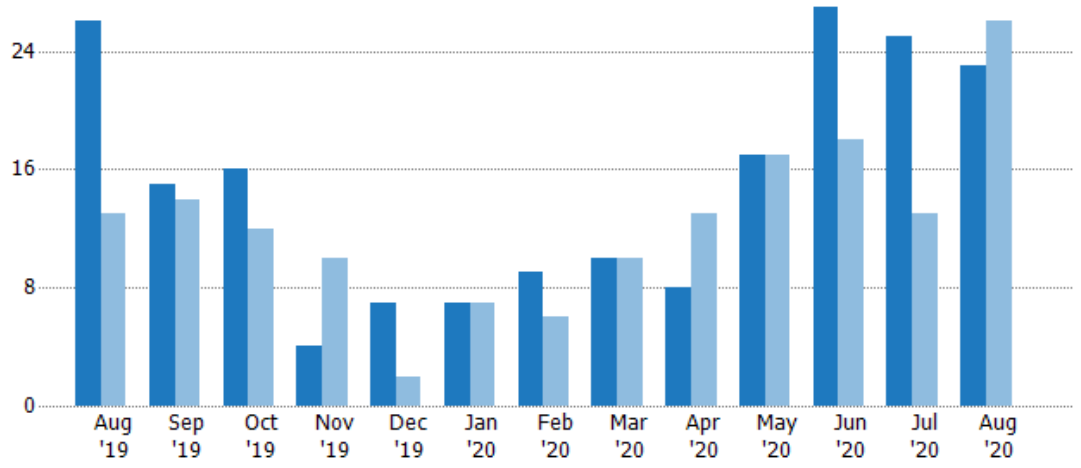
The number of residential properties with accepted offers that were added each month.

### 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.
Aug '20	23	-11.5%
Aug '19	26	100%
Aug '18	13	-7.7%



Current Year	26	15	16	4	7	7	9	10	8	17	27	25	23
Prior Year	13	14	12	10	2	7	6	10	13	17	18	13	26
Percent Change from Prior Year	100%	7%	33%	-60%	250%	0%	50%	0%	-38%	0%	50%	92%	-12%

## New Pending Sales Volume

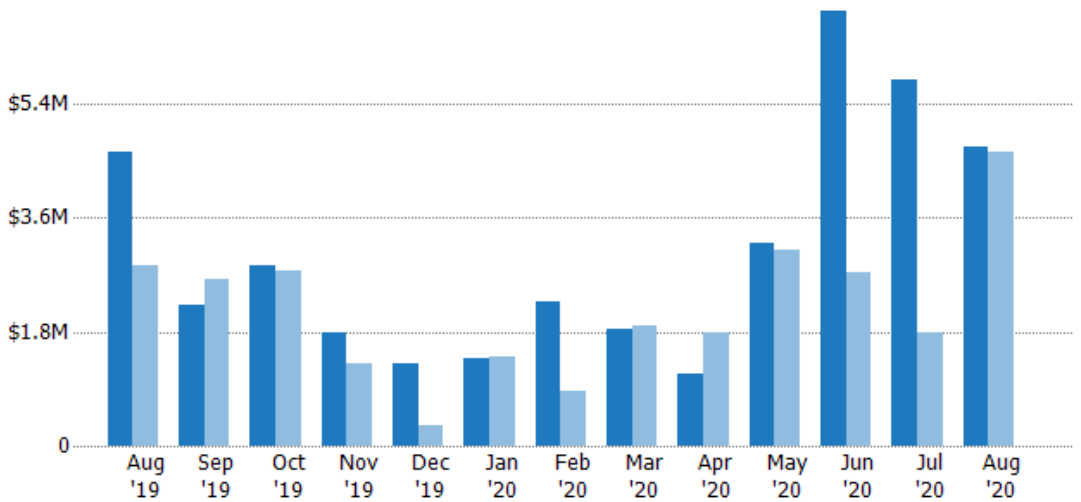
The sum of the sales price of residential properties with accepted offers that were added each month.

### 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.
Aug '20	\$4.73M	1.8%
Aug '19	\$4.65M	64%
Aug '18	\$2.83M	-48.7%



Current Year	\$4.65M	\$2.24M	\$2.85M	\$1.79M	\$1.29M	\$1.38M	\$2.28M	\$1.84M	\$1.12M	\$3.19M	\$6.86M	\$5.79M	\$4.73M
Prior Year	\$2.83M	\$2.64M	\$2.77M	\$1.29M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M	\$1.79M	\$4.65M
Percent Change from Prior Year	64%	-15%	3%	39%	306%	-2%	161%	-3%	-37%	3%	151%	223%	2%



## Pending Sales

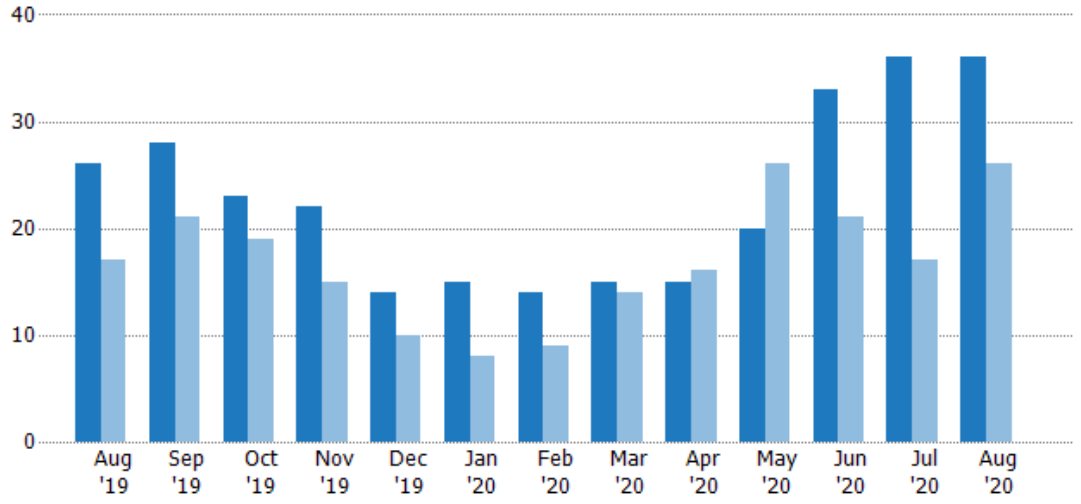
The number of residential properties with accepted offers that were available at the end each month.

### 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.
Aug '20	36	38.5%
Aug '19	26	52.9%
Aug '18	17	17.6%



Current Year	26	28	23	22	14	15	14	15	15	20	33	36	36
Prior Year	17	21	19	15	10	8	9	14	16	26	21	17	26
Percent Change from Prior Year	53%	33%	21%	47%	40%	88%	56%	7%	-6%	-23%	57%	112%	38%

## Pending Sales Volume

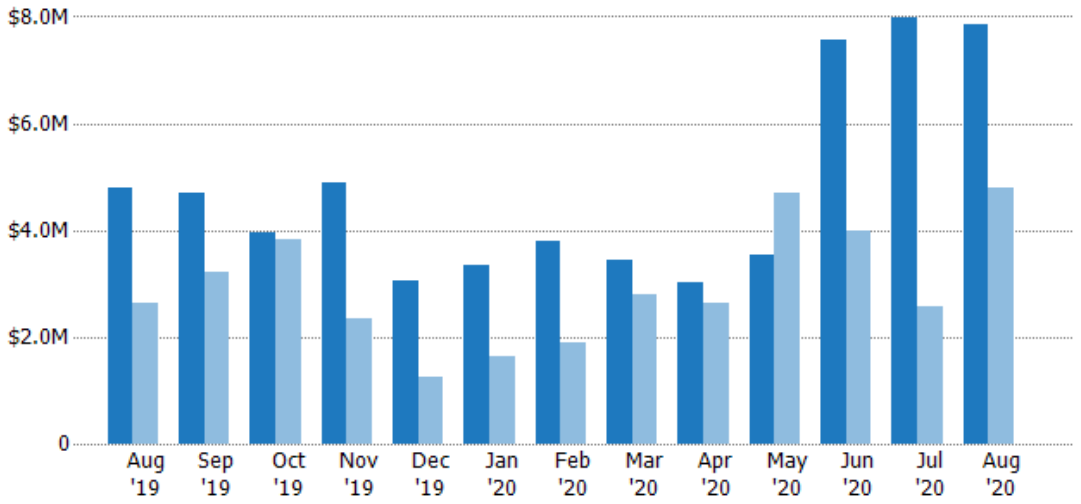
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### 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.
Aug '20	\$7.86M	63.9%
Aug '19	\$4.8M	82.8%
Aug '18	\$2.62M	16.4%



Current Year	\$4.8M	\$4.7M	\$3.96M	\$4.9M	\$3.07M	\$3.33M	\$3.78M	\$3.43M	\$3.01M	\$3.54M	\$7.56M	\$7.99M	\$7.86M
Prior Year	\$2.62M	\$3.21M	\$3.83M	\$2.36M	\$1.25M	\$1.62M	\$1.9M	\$2.79M	\$2.62M	\$4.69M	\$3.99M	\$2.56M	\$4.8M
Percent Change from Prior Year	83%	46%	3%	107%	146%	105%	99%	23%	15%	-25%	90%	212%	64%

## Closed Sales

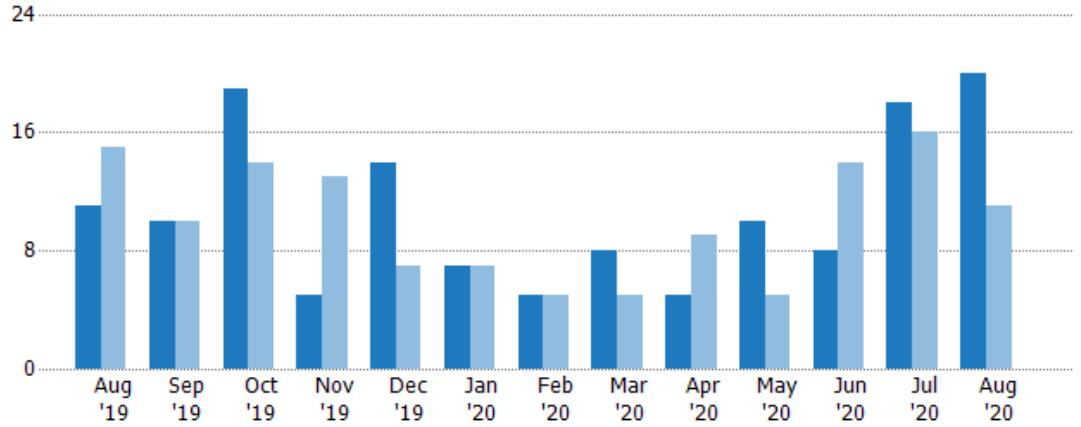
The total number of residential properties sold each month.

### 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.
Aug '20	20	81.8%
Aug '19	11	-26.7%
Aug '18	15	0%



Current Year	11	10	19	5	14	7	5	8	5	10	8	18	20
Prior Year	15	10	14	13	7	7	5	5	9	5	14	16	11
Percent Change from Prior Year	-27%	0%	36%	-62%	100%	0%	0%	60%	-44%	100%	-43%	13%	82%

## Closed Sales Volume

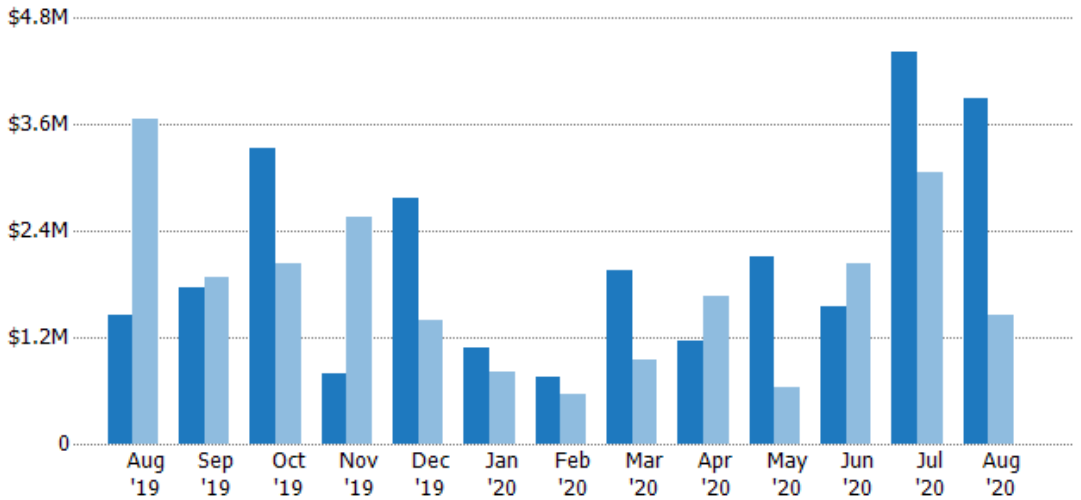
The sum of the sales price of residential properties sold each month.

### 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.
Aug '20	\$3.89M	169.5%
Aug '19	\$1.44M	-60.6%
Aug '18	\$3.66M	-44.5%



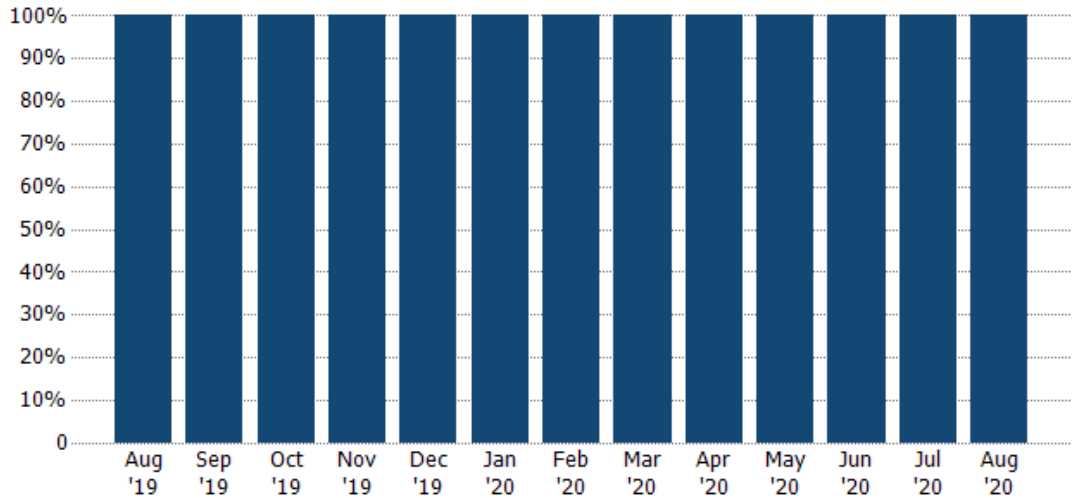
Current Year	\$1.44M	\$1.77M	\$3.32M	\$801K	\$2.78M	\$1.08M	\$748K	\$1.96M	\$1.17M	\$2.11M	\$1.55M	\$4.42M	\$3.89M
Prior Year	\$3.66M	\$1.88M	\$2.03M	\$2.55M	\$1.4M	\$815K	\$569K	\$939K	\$1.66M	\$640K	\$2.03M	\$3.07M	\$1.44M
Percent Change from Prior Year	-61%	-6%	64%	-69%	98%	32%	32%	109%	-30%	230%	-24%	44%	169%

## 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

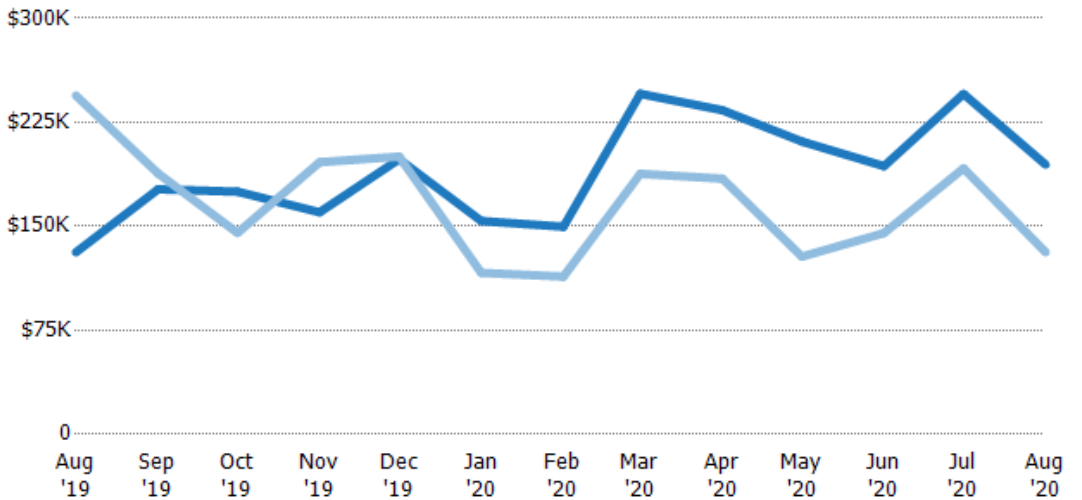
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

Percent Change from Prior Year

\$131K	\$177K	\$175K	\$160K	\$198K	\$154K	\$150K	\$246K	\$234K	\$211K	\$193K	\$245K	\$194K
\$244K	\$188K	\$145K	\$196K	\$200K	\$116K	\$114K	\$188K	\$184K	\$128K	\$145K	\$192K	\$131K
-46%	-6%	20%	-18%	-1%	32%	32%	31%	27%	65%	33%	28%	48%

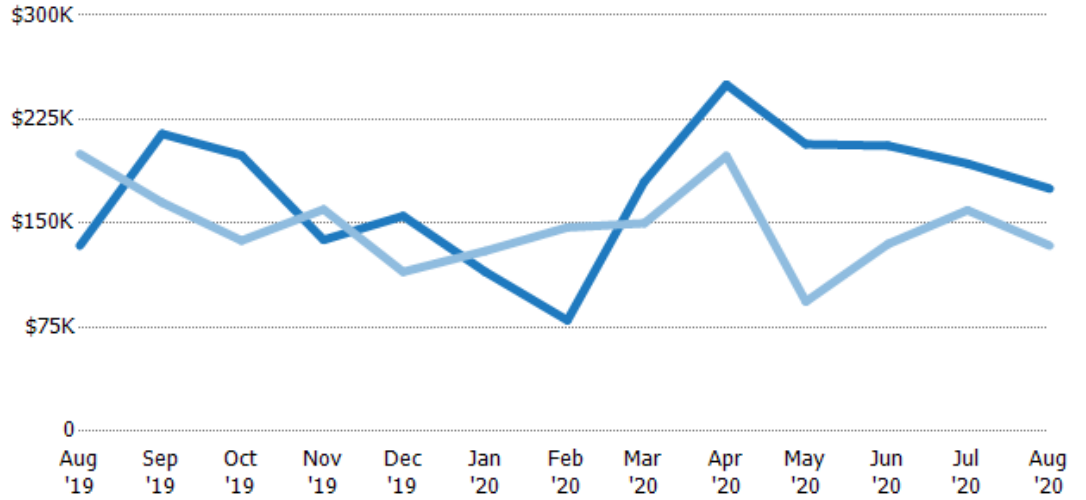
## Median Sales Price

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.
Aug '20	\$175K	30.7%
Aug '19	\$134K	-33.1%
Aug '18	\$200K	-27.5%



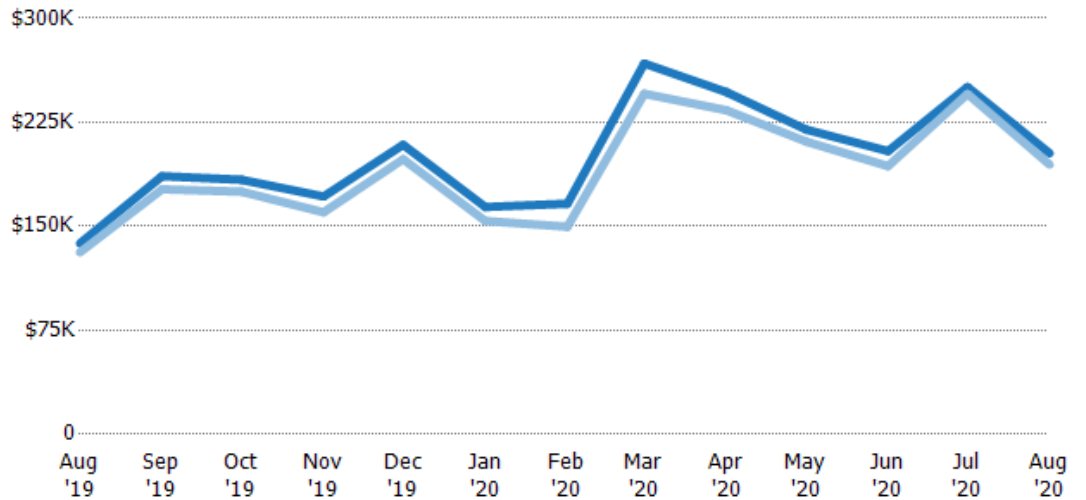
Current Year	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K	\$175K
Prior Year	\$200K	\$165K	\$138K	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K
Percent Change from Prior Year	-33%	30%	45%	-14%	35%	-12%	-46%	20%	26%	121%	53%	21%	31%

## 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



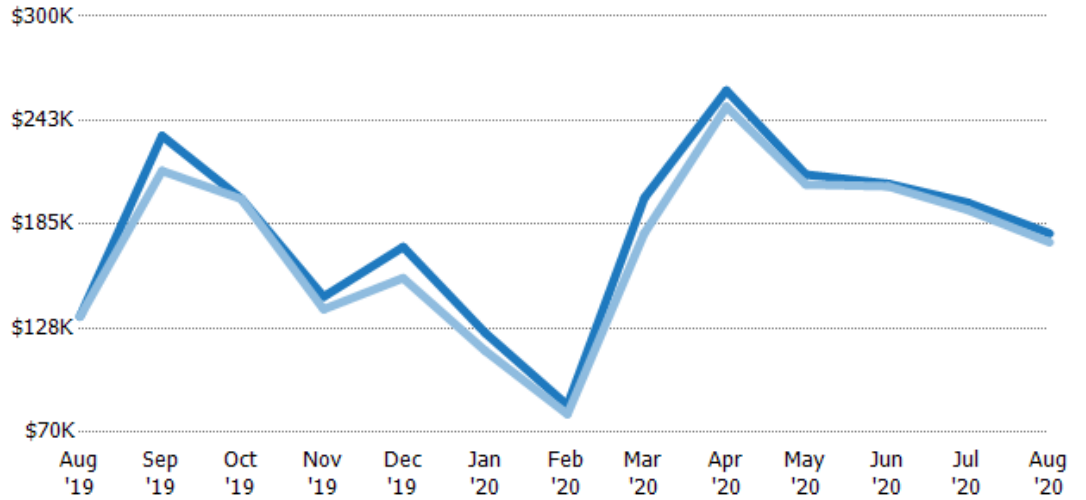
Avg List Price	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K	\$203K
Avg Sales Price	\$131K	\$177K	\$175K	\$160K	\$198K	\$154K	\$150K	\$246K	\$234K	\$211K	\$193K	\$245K	\$194K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	93%	95%	94%	90%	92%	95%	96%	95%	98%	96%

## 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



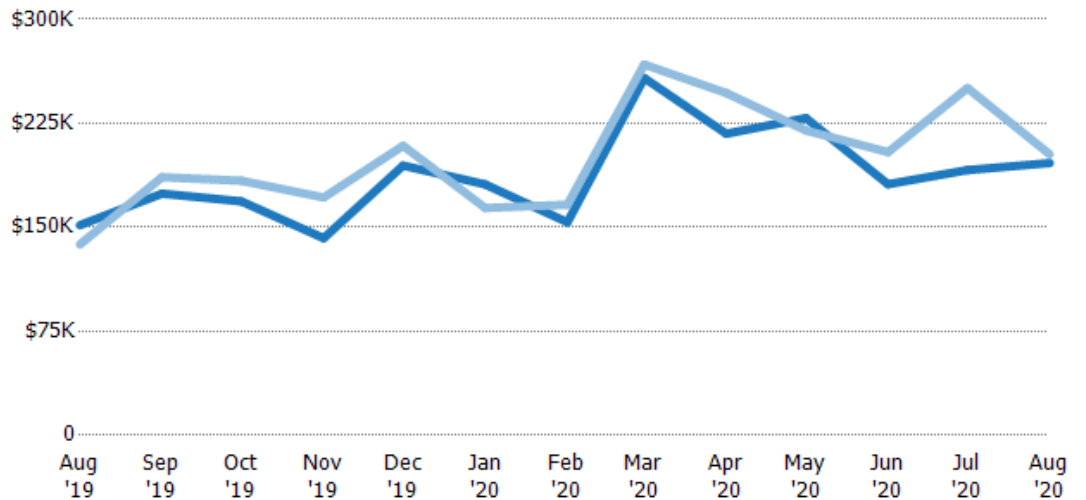
Median List Price	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K	\$180K
Median Sales Price	\$134K	\$215K	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K	\$175K
Med Sales Price as a % of Med List Price	100%	92%	100%	95%	90%	92%	94%	90%	97%	97%	99%	98%	97%

## 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



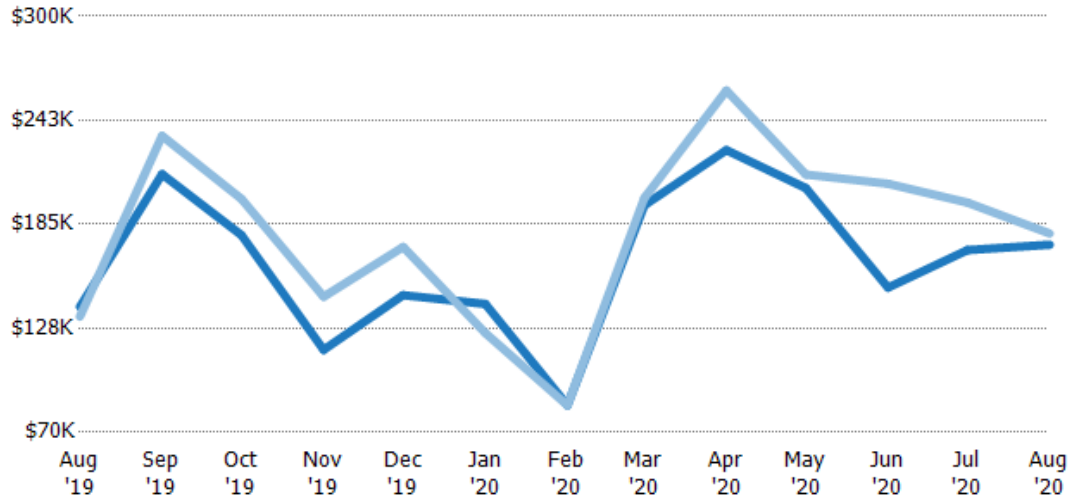
Avg Est Value	\$152K	\$174K	\$169K	\$142K	\$195K	\$181K	\$154K	\$258K	\$217K	\$229K	\$181K	\$191K	\$196K
Avg Sales Price	\$138K	\$186K	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K	\$203K
Avg Sales Price as a % of Avg Est Value	91%	107%	109%	121%	107%	91%	108%	104%	113%	96%	113%	131%	103%

## 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	\$139K	\$213K	\$179K	\$116K	\$146K	\$141K	\$84.9K	\$196K	\$226K	\$205K	\$150K	\$171K	\$174K
Median Sales Price	\$134K	\$234K	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K	\$180K
Med Sales Price as a % of Med Est Value	96%	110%	111%	125%	118%	89%	100%	102%	115%	104%	138%	115%	104%