

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	11	-9.1%	69	90	-23.3%
New Listing Volume	\$1,875,572	\$2,326,700	-19.4%	\$13,240,522	\$16,718,250	-20.8%
Active Listing Count	25	62	-59.7%	N/A	N/A	
Active Listing Volume	\$6,458,772	\$13,115,650	-50.8%	N/A	N/A	
Average Listing Price	\$258,351	\$211,543	+22.1%	\$209,039	\$194,011	+7.7%
Median Listing Price	\$209,000	\$147,225	+42%	\$150,878	\$146,992	+2.6%
Median Days in RPR	55	105	-47.6%	144.99	122.89	+18%
Months of Inventory	2.1	4.8	-56.3%	5.4	9.6	-44%
Absorption Rate	48%	20.97%	+27%	18.67%	10.46%	+8.2%
Sales Activity Charts Metrics						
New Pending Sales Count	15	15	+/-	78	75	+4%
New Pending Sales Volume	\$2,701,200	\$2,129,550	+26.8%	\$14,440,400	\$11,232,349	+28.6%
Pending Sales Count	20	15	+33.3%	N/A	N/A	
Pending Sales Volume	\$3,657,950	\$2,260,550	+61.8%	N/A	N/A	
Closed Sales Count	11	8	+37.5%	55	56	-1.8%
Closed Sales Volume	\$1,987,250	\$995,400	+99.6%	\$10,320,420	\$8,233,050	+25.4%
Average Sales Price	\$180,659	\$124,425	+45.2%	\$187,644	\$147,019	+27.6%
Median Sales Price	\$175,000	\$134,450	+30.2%	\$160,945	\$134,138	+20%

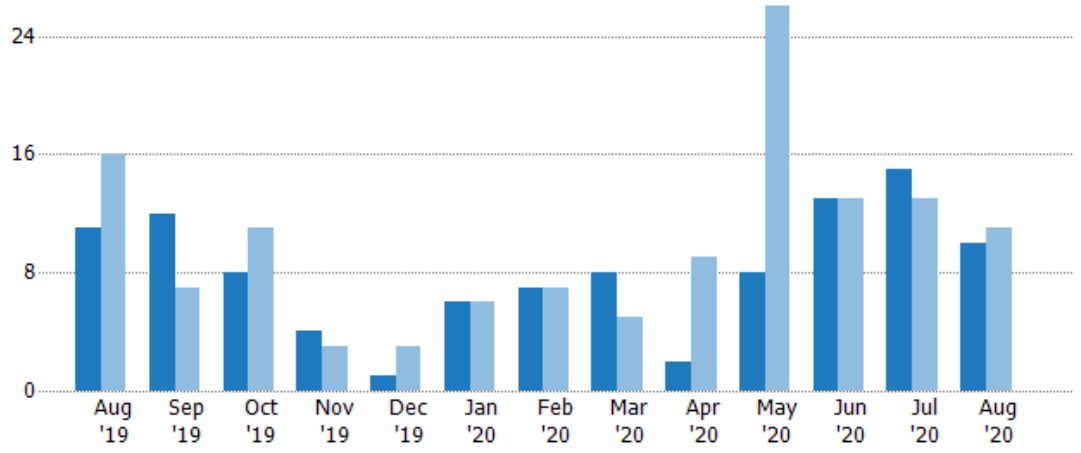
New Listings

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.
Aug '20	10	-9.1%
Aug '19	11	-31.3%
Aug '18	16	-18.8%



Current Year	11	12	8	4	1	6	7	8	2	8	13	15	10
Prior Year	16	7	11	3	3	6	7	5	9	26	13	13	11
Percent Change from Prior Year	-31%	71%	-27%	33%	-67%	0%	0%	60%	-78%	-69%	0%	15%	-9%

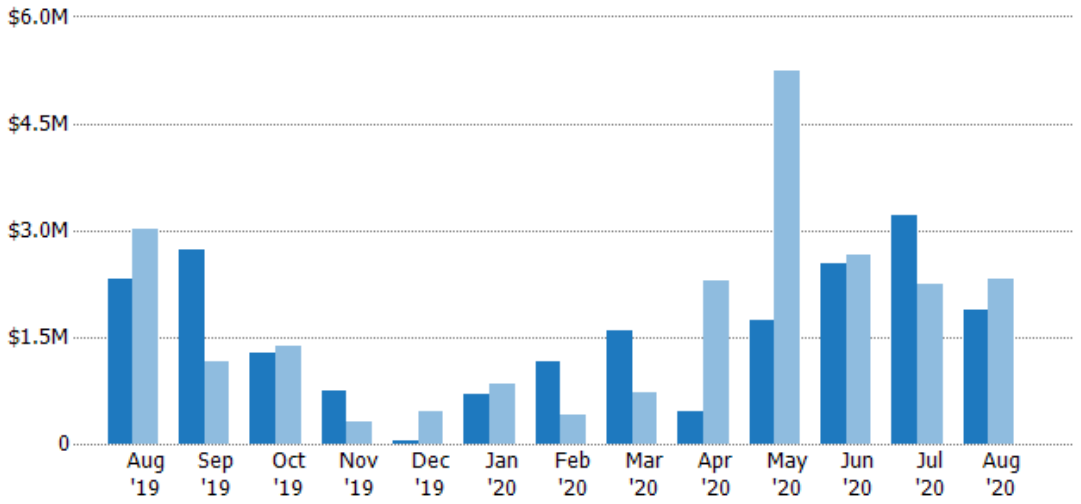
New Listing Volume

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.
Aug '20	\$1.88M	-19.4%
Aug '19	\$2.33M	-22.6%
Aug '18	\$3.01M	-37.3%



Current Year	\$2.33M	\$2.72M	\$1.27M	\$755K	\$49.9K	\$699K	\$1.15M	\$1.58M	\$460K	\$1.73M	\$2.54M	\$3.2M	\$1.88M
Prior Year	\$3.01M	\$1.14M	\$1.38M	\$309K	\$449K	\$851K	\$405K	\$720K	\$2.3M	\$5.24M	\$2.64M	\$2.24M	\$2.33M
Percent Change from Prior Year	-23%	138%	-8%	145%	-89%	-18%	185%	119%	-80%	-67%	-4%	43%	-19%

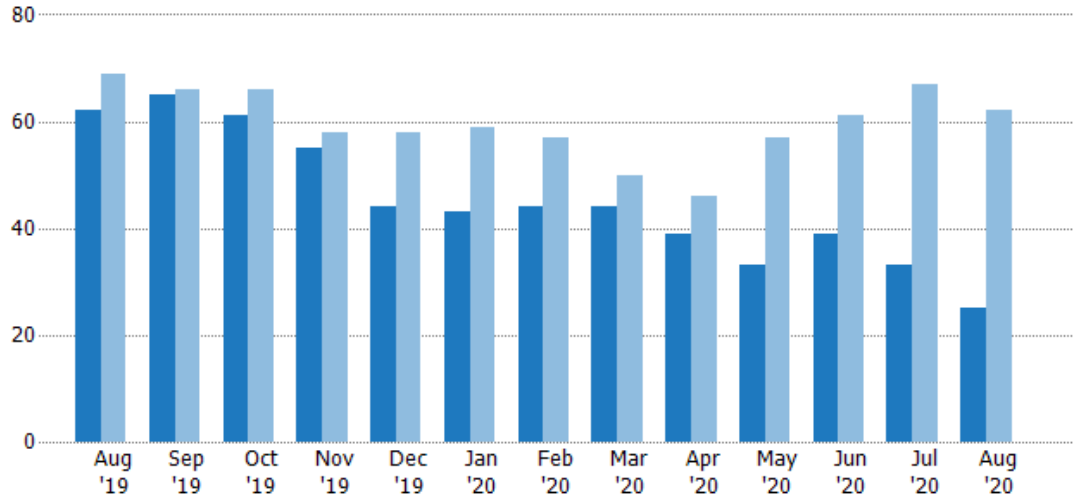
Active Listings

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.
Aug '20	25	-59.7%
Aug '19	62	-10.1%
Aug '18	69	1.4%



	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	62	65	61	55	44	43	44	44	39	33	39	33	25
Prior Year	69	66	66	58	58	59	57	50	46	57	61	67	62
Percent Change from Prior Year	-10%	-2%	-8%	-5%	-24%	-27%	-23%	-12%	-15%	-42%	-36%	-51%	-60%

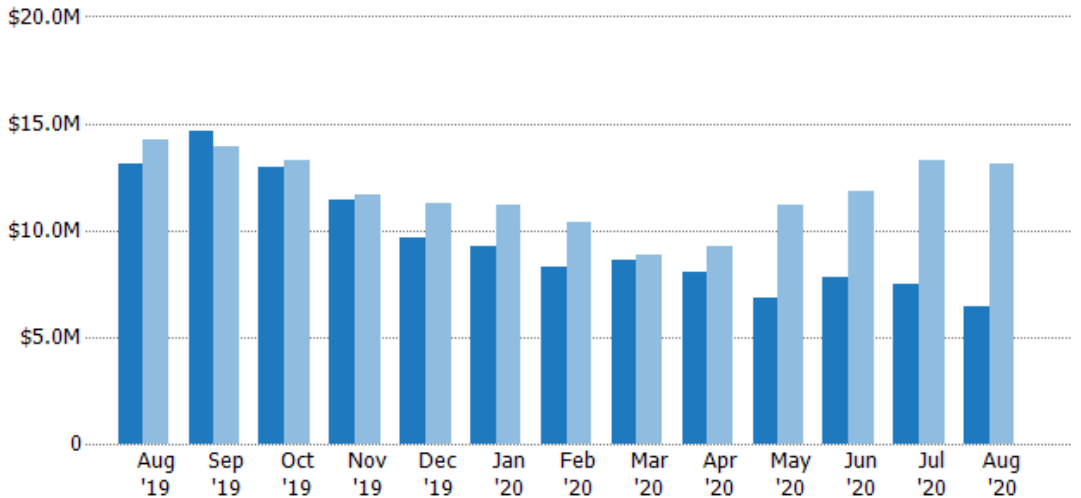
Active Listing Volume

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.
Aug '20	\$6.46M	-50.8%
Aug '19	\$13.1M	-7.8%
Aug '18	\$14.2M	-4.5%



	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	\$13.1M	\$14.6M	\$13M	\$11.4M	\$9.65M	\$9.23M	\$8.3M	\$8.62M	\$8.02M	\$6.81M	\$7.8M	\$7.48M	\$6.46M
Prior Year	\$14.2M	\$13.9M	\$13.2M	\$11.7M	\$11.3M	\$11.2M	\$10.4M	\$8.84M	\$9.24M	\$11.2M	\$11.9M	\$13.2M	\$13.1M
Percent Change from Prior Year	-8%	5%	-2%	-2%	-14%	-18%	-20%	-2%	-13%	-39%	-34%	-44%	-51%

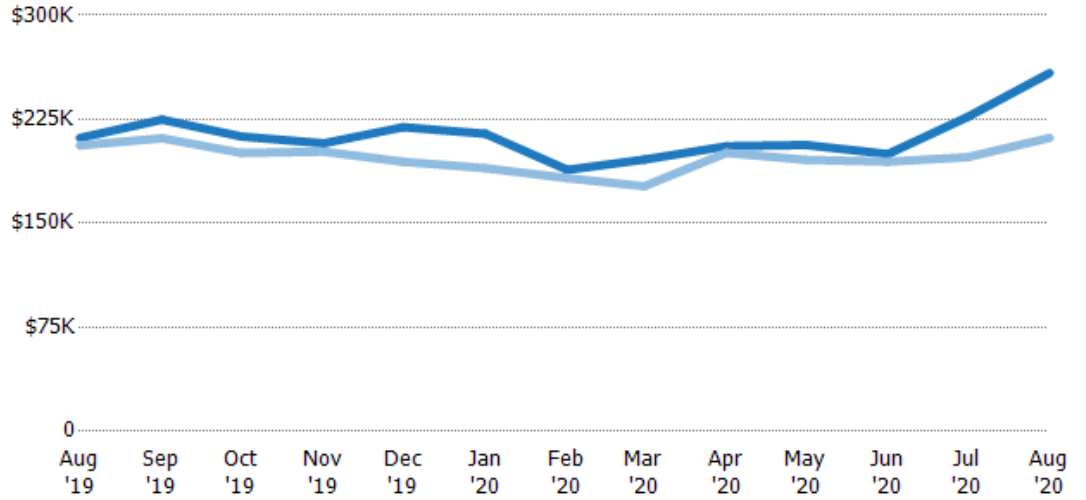
Average Listing Price

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.
Aug '20	\$258K	22.1%
Aug '19	\$212K	2.6%
Aug '18	\$206K	-5.8%



Current Year	\$212K	\$225K	\$213K	\$208K	\$219K	\$215K	\$189K	\$196K	\$206K	\$206K	\$200K	\$227K	\$258K
Prior Year	\$206K	\$211K	\$201K	\$202K	\$194K	\$190K	\$183K	\$177K	\$201K	\$196K	\$194K	\$198K	\$212K
Percent Change from Prior Year	3%	6%	6%	3%	13%	13%	3%	11%	2%	5%	3%	15%	22%

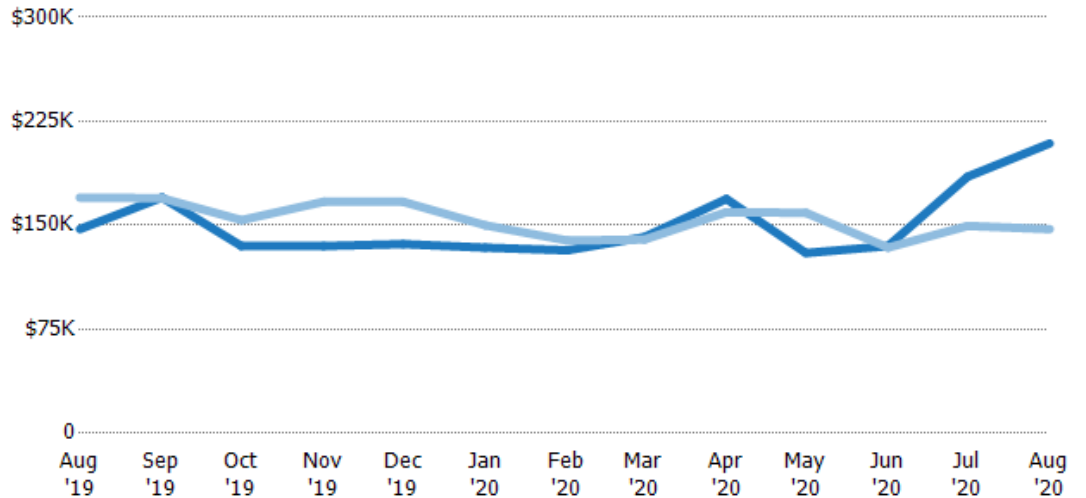
Median Listing Price

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

Filters Used

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

Month/ Year	Price	% Chg.
Aug '20	\$209K	42%
Aug '19	\$147K	-13.4%
Aug '18	\$170K	-4.4%



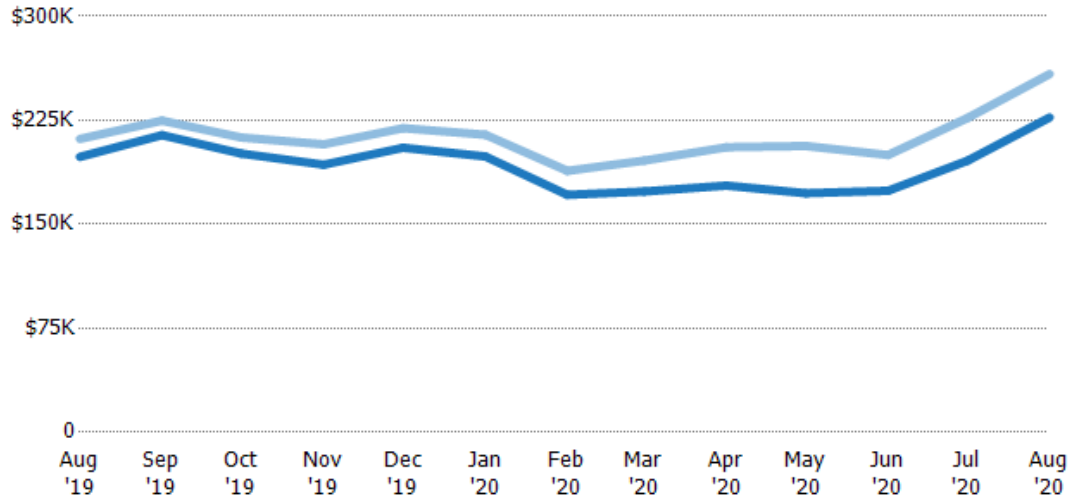
Current Year	\$147K	\$170K	\$135K	\$135K	\$136K	\$134K	\$132K	\$141K	\$169K	\$130K	\$135K	\$185K	\$209K
Prior Year	\$170K	\$170K	\$154K	\$167K	\$167K	\$150K	\$139K	\$140K	\$159K	\$159K	\$134K	\$150K	\$147K
Percent Change from Prior Year	-13%	0%	-12%	-19%	-18%	-11%	-5%	1%	6%	-18%	1%	24%	42%

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



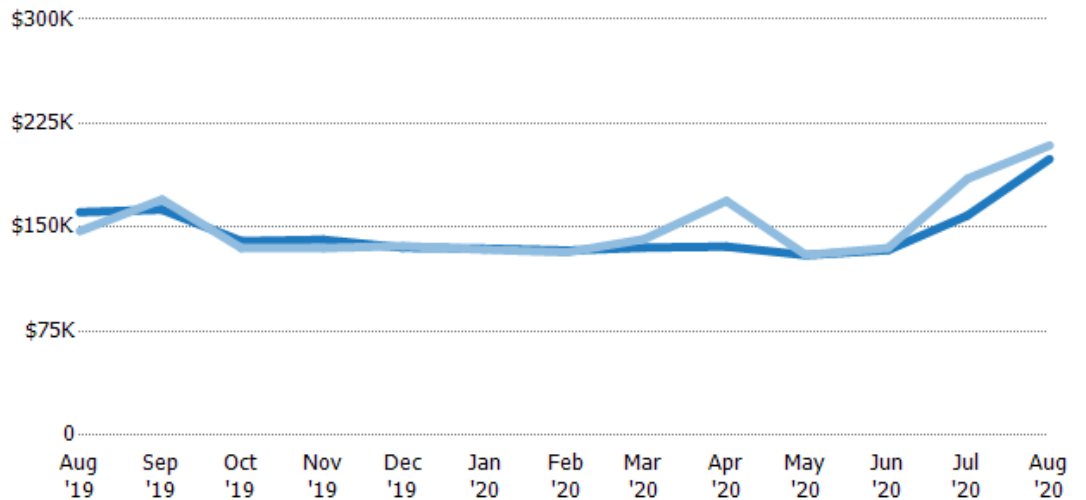
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$199K	\$214K	\$201K	\$193K	\$205K	\$199K	\$171K	\$174K	\$178K	\$172K	\$174K	\$196K	\$227K
Avg Listing Price	\$212K	\$225K	\$213K	\$208K	\$219K	\$215K	\$189K	\$196K	\$206K	\$206K	\$200K	\$227K	\$258K
Avg Listing Price as a % of Avg Est Value	107%	105%	106%	108%	107%	108%	110%	113%	116%	120%	115%	116%	114%

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,
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Saint Johnsbury Center, VT 05863
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
Median Est Value	\$161K	\$163K	\$140K	\$141K	\$135K	\$135K	\$133K	\$135K	\$136K	\$130K	\$134K	\$159K	\$199K
Median Listing Price	\$147K	\$170K	\$135K	\$135K	\$136K	\$134K	\$132K	\$141K	\$169K	\$130K	\$135K	\$185K	\$209K
Med Listing Price as a % of Med Est Value	92%	104%	96%	96%	101%	99%	99%	105%	124%	100%	101%	117%	105%

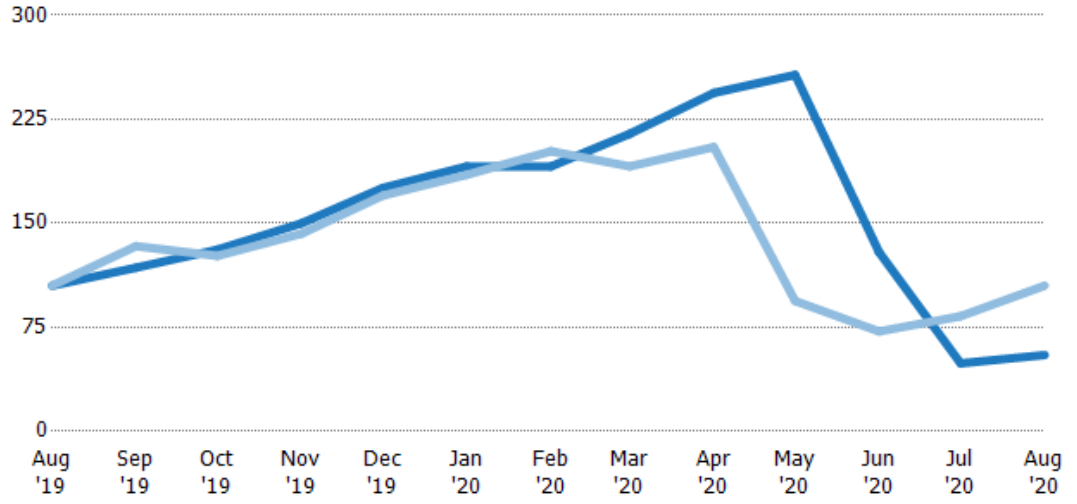
Median Days in RPR

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.
Aug '20	55	-47.6%
Aug '19	105	0%
Aug '18	105	0%



	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	105	118	131	150	176	191	191	215	244	257	129	49	55
Prior Year	105	134	127	143	170	185	202	191	205	94	72	83	105
Percent Change from Prior Year	0%	-12%	4%	5%	3%	3%	-5%	12%	19%	173%	79%	-41%	-48%

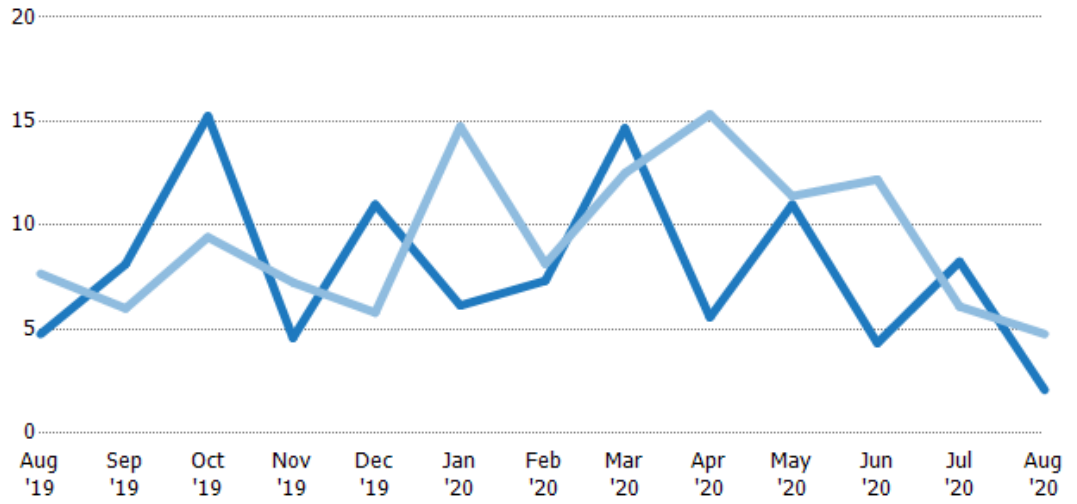
Months of Inventory

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

Filters Used

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

Month/Year	Months	% Chg.
Aug '20	2.08	-56.3%
Aug '19	4.77	-37.8%
Aug '18	7.67	30.4%



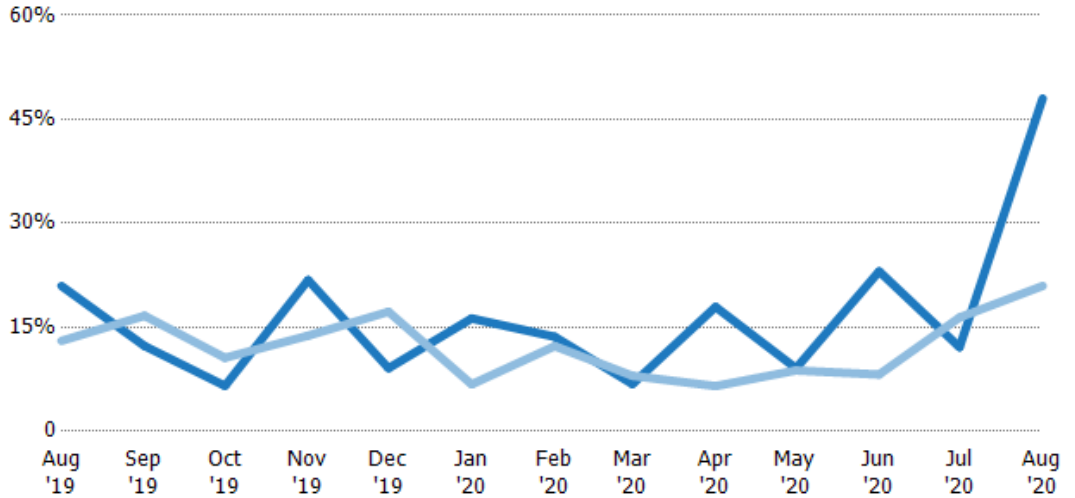
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	4.77	8.13	15.3	4.58	11	6.14	7.33	14.7	5.57	11	4.33	8.25	2.08
Prior Year	7.67	6	9.43	7.25	5.8	14.8	8.14	12.5	15.3	11.4	12.2	6.09	4.77
Percent Change from Prior Year	-38%	35%	62%	-37%	90%	-58%	-10%	17%	-64%	-4%	-64%	35%	-56%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



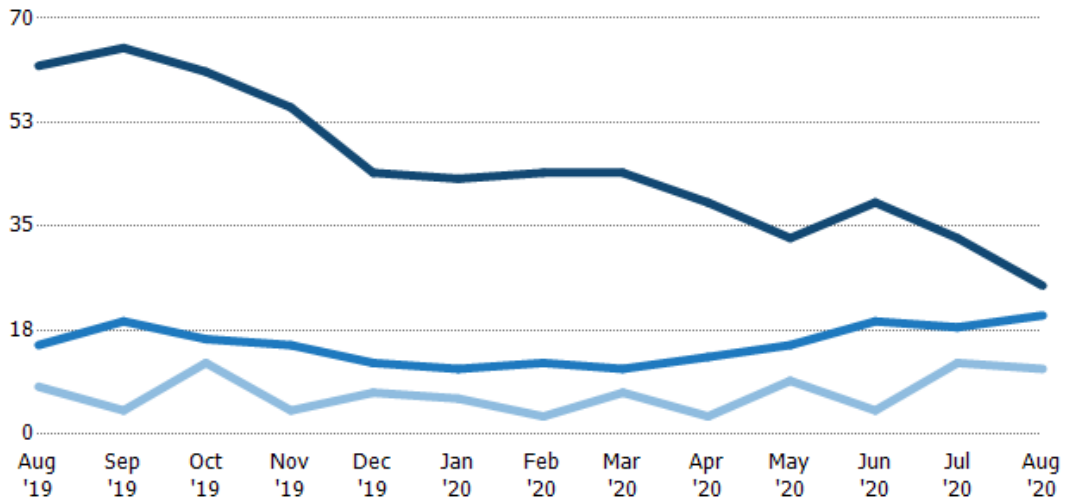
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	21%	12%	7%	22%	9%	16%	14%	7%	18%	9%	23%	12%	48%
Prior Year	13%	17%	11%	14%	17%	7%	12%	8%	7%	9%	8%	16%	21%
Change from Prior Year	-8%	4%	4%	-8%	8%	-10%	-1%	1%	-11%	0%	-15%	4%	-27%

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



	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
Active	62	65	61	55	44	43	44	44	39	33	39	33	25
Pending	15	19	16	15	12	11	12	11	13	15	19	18	20
Sold	8	4	12	4	7	6	3	7	3	9	4	12	11

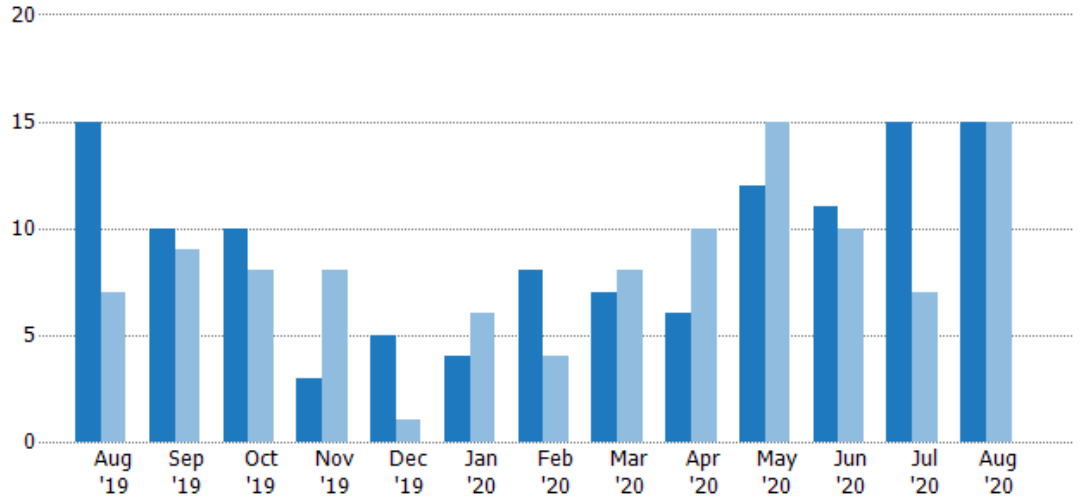
New Pending Sales

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.
Aug '20	15	0%
Aug '19	15	114.3%
Aug '18	7	28.6%



Current Year	15	10	10	3	5	4	8	7	6	12	11	15	15
Prior Year	7	9	8	8	1	6	4	8	10	15	10	7	15
Percent Change from Prior Year	114%	11%	25%	-63%	400%	-33%	100%	-13%	-40%	-20%	10%	114%	0%

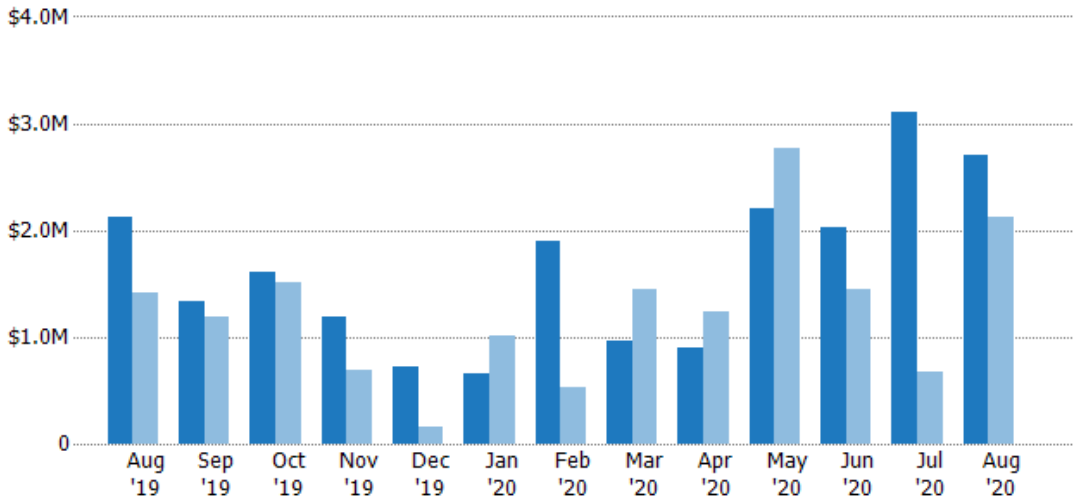
New Pending Sales Volume

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.
Aug '20	\$2.7M	26.8%
Aug '19	\$2.13M	50.9%
Aug '18	\$1.41M	-28%



Current Year	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K	\$655K	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M	\$3.1M	\$2.7M
Prior Year	\$1.41M	\$1.19M	\$1.52M	\$694K	\$158K	\$1.01M	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M	\$676K	\$2.13M
Percent Change from Prior Year	51%	13%	6%	72%	362%	-35%	261%	-33%	-27%	-21%	40%	358%	27%

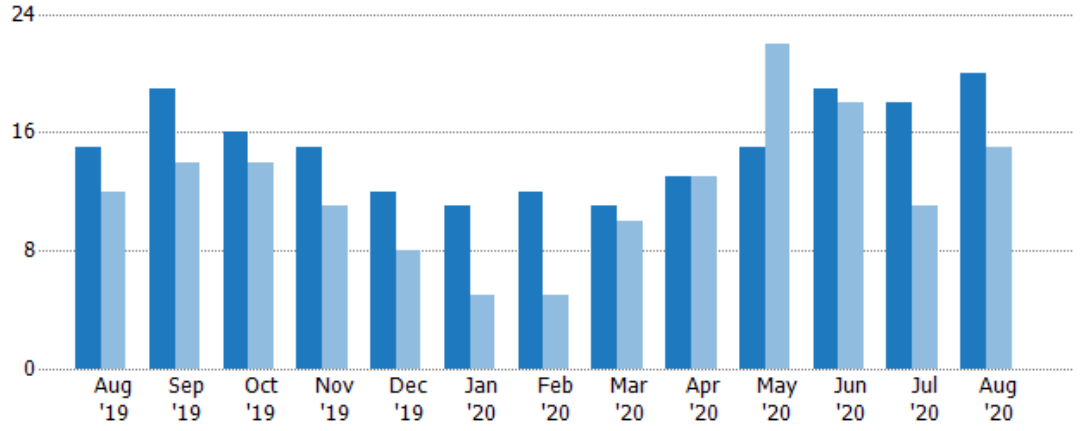
Pending Sales

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.
Aug '20	20	33.3%
Aug '19	15	25%
Aug '18	12	8.3%



Current Year	15	19	16	15	12	11	12	11	13	15	19	18	20
Prior Year	12	14	14	11	8	5	5	10	13	22	18	11	15
Percent Change from Prior Year	25%	36%	14%	36%	50%	120%	140%	10%	0%	-32%	6%	64%	33%

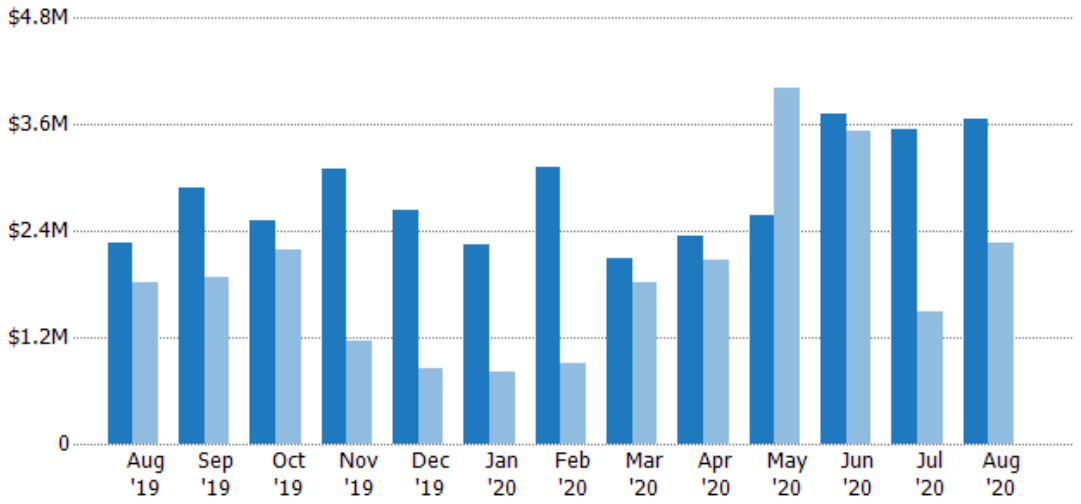
Pending Sales Volume

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.
Aug '20	\$3.66M	61.8%
Aug '19	\$2.26M	24.7%
Aug '18	\$1.81M	-0.5%



Current Year	\$2.26M	\$2.9M	\$2.51M	\$3.1M	\$2.63M	\$2.24M	\$3.12M	\$2.1M	\$2.34M	\$2.57M	\$3.71M	\$3.55M	\$3.66M
Prior Year	\$1.81M	\$1.87M	\$2.18M	\$1.16M	\$844K	\$819K	\$903K	\$1.81M	\$2.06M	\$4.01M	\$3.53M	\$1.49M	\$2.26M
Percent Change from Prior Year	25%	55%	15%	167%	211%	174%	246%	16%	13%	-36%	5%	138%	62%

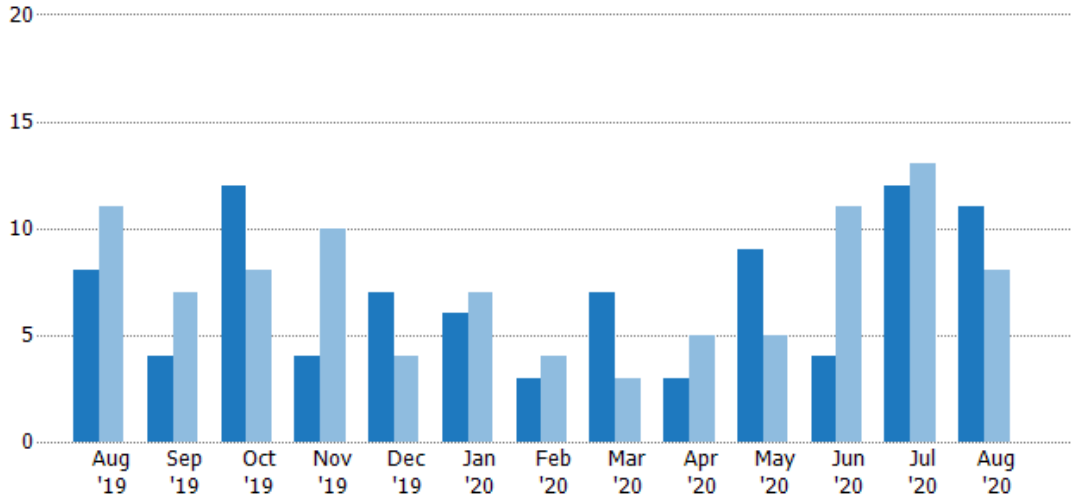
Closed Sales

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.
Aug '20	11	37.5%
Aug '19	8	-27.3%
Aug '18	11	27.3%



	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	8	4	12	4	7	6	3	7	3	9	4	12	11
Prior Year	11	7	8	10	4	7	4	3	5	5	11	13	8
Percent Change from Prior Year	-27%	-43%	50%	-60%	75%	-14%	-25%	133%	-40%	80%	-64%	-8%	38%

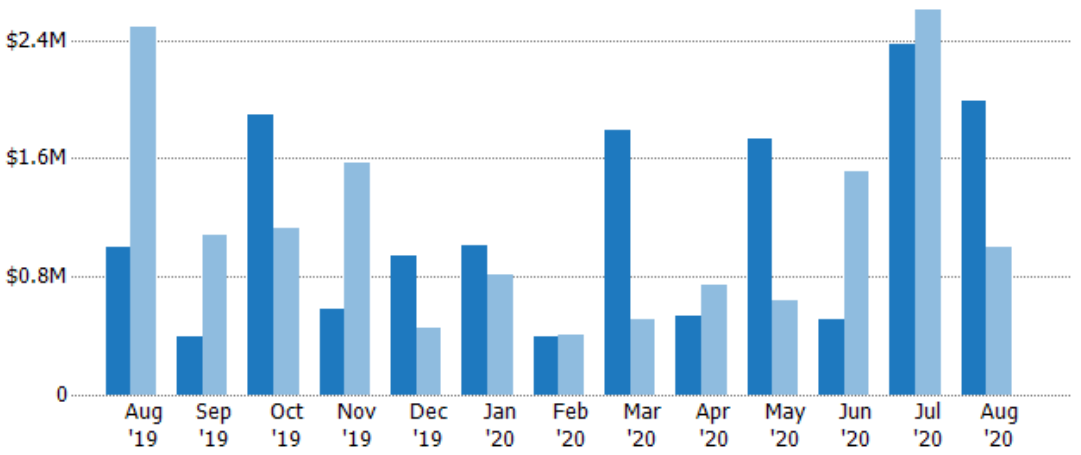
Closed Sales Volume

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.
Aug '20	\$1.99M	99.6%
Aug '19	\$995K	-60.1%
Aug '18	\$2.49M	-25.1%



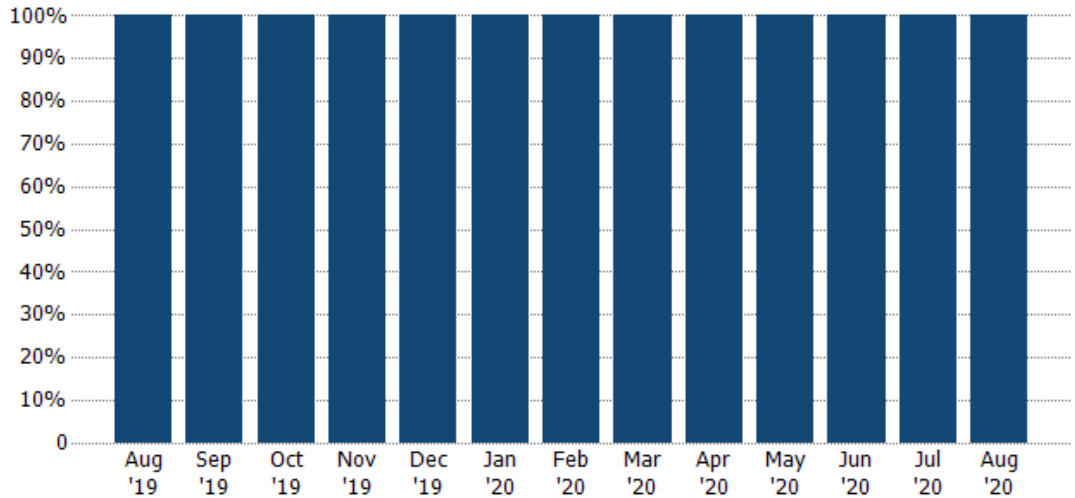
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$995K	\$396K	\$1.89M	\$576K	\$946K	\$1.01M	\$391K	\$1.78M	\$536K	\$1.74M	\$512K	\$2.37M	\$1.99M
Prior Year	\$2.49M	\$1.08M	\$1.13M	\$1.57M	\$452K	\$815K	\$409K	\$514K	\$746K	\$640K	\$1.51M	\$2.6M	\$995K
Percent Change from Prior Year	-60%	-63%	68%	-63%	109%	23%	-4%	247%	-28%	171%	-66%	-9%	100%

Closed Sales by Property Type

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

Filters Used

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



■ Single Family Residence

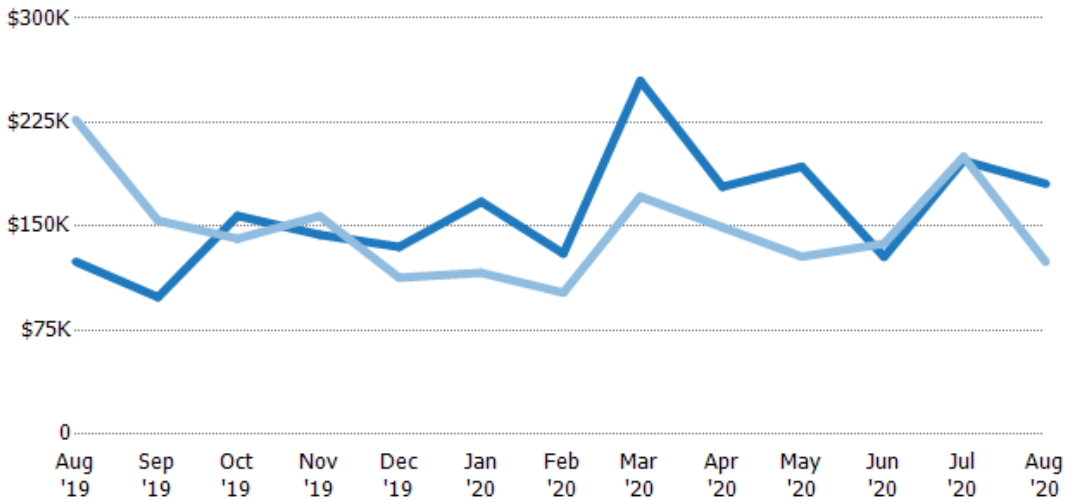
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K
\$227K	\$154K	\$141K	\$157K	\$113K	\$116K	\$102K	\$171K	\$149K	\$128K	\$137K	\$200K	\$124K
-45%	-36%	12%	-9%	20%	44%	28%	49%	20%	51%	-7%	-1%	45%

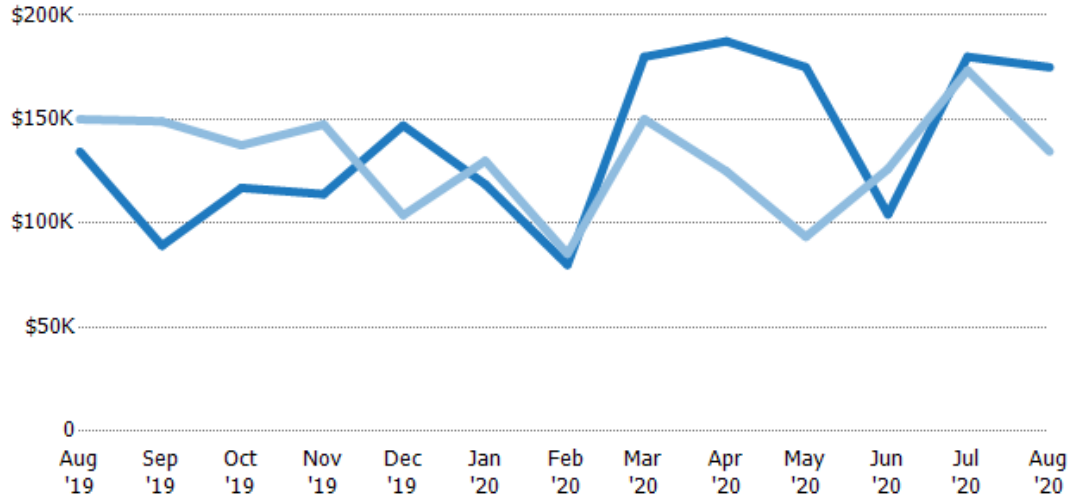
Median Sales Price

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.
Aug '20	\$175K	30.2%
Aug '19	\$134K	-10.4%
Aug '18	\$150K	-5.3%



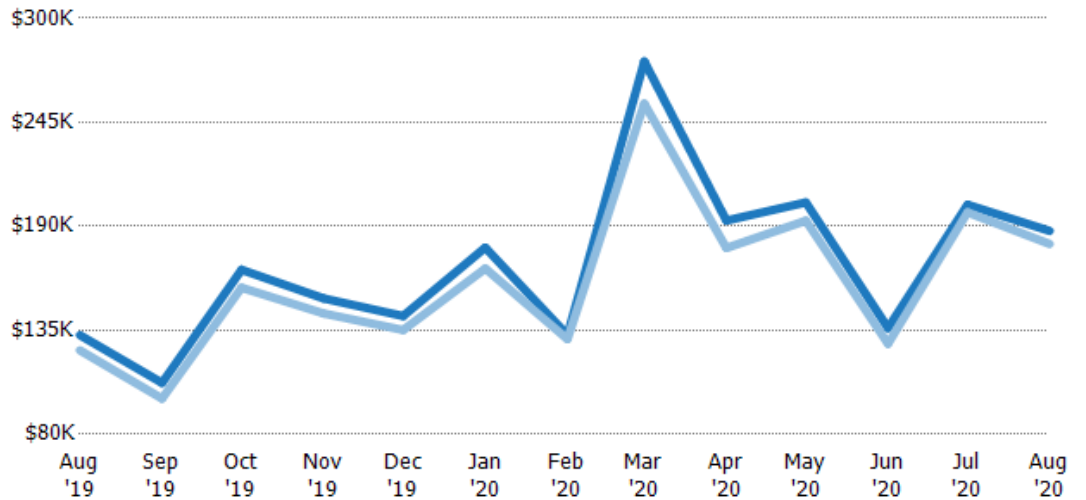
Current Year	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K
Prior Year	\$150K	\$149K	\$138K	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$125K	\$93.5K	\$126K	\$174K	\$134K
Percent Change from Prior Year	-10%	-40%	-15%	-23%	42%	-9%	-6%	20%	50%	87%	-17%	4%	30%

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



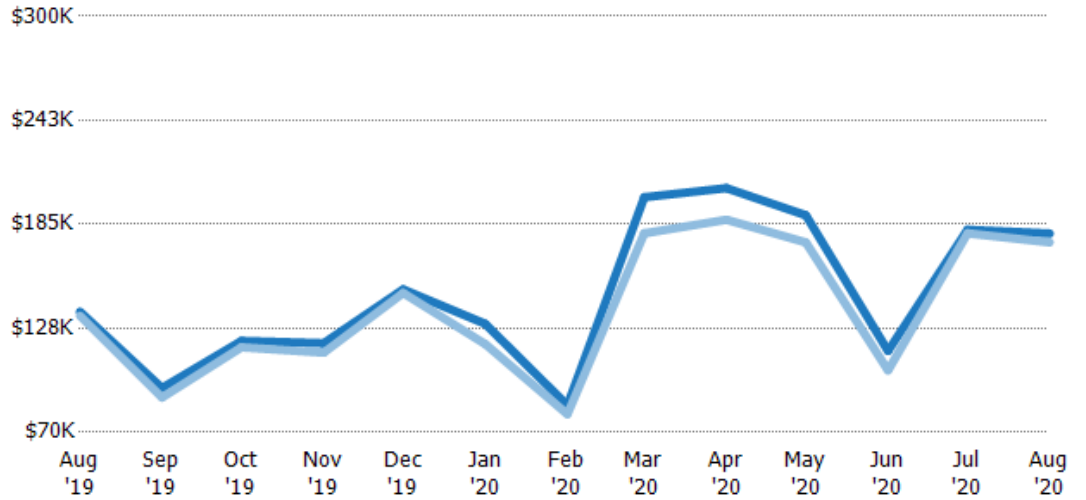
Avg List Price	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K
Avg Sales Price	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K
Avg Sales Price as a % of Avg List Price	94%	92%	94%	95%	95%	94%	98%	92%	92%	95%	94%	98%	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,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



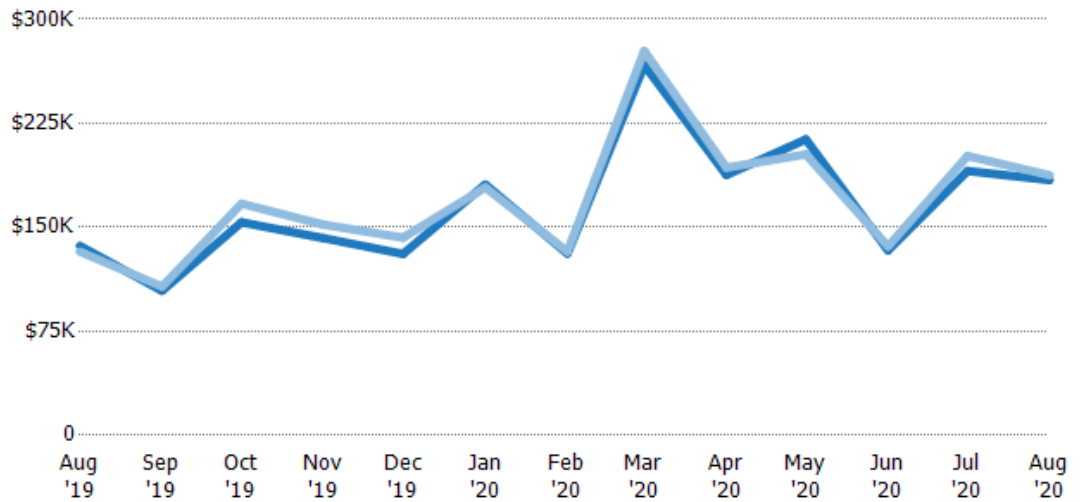
Median List Price	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K
Median Sales Price	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K
Med Sales Price as a % of Med List Price	98%	94%	97%	96%	99%	91%	94%	90%	91%	92%	91%	99%	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,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



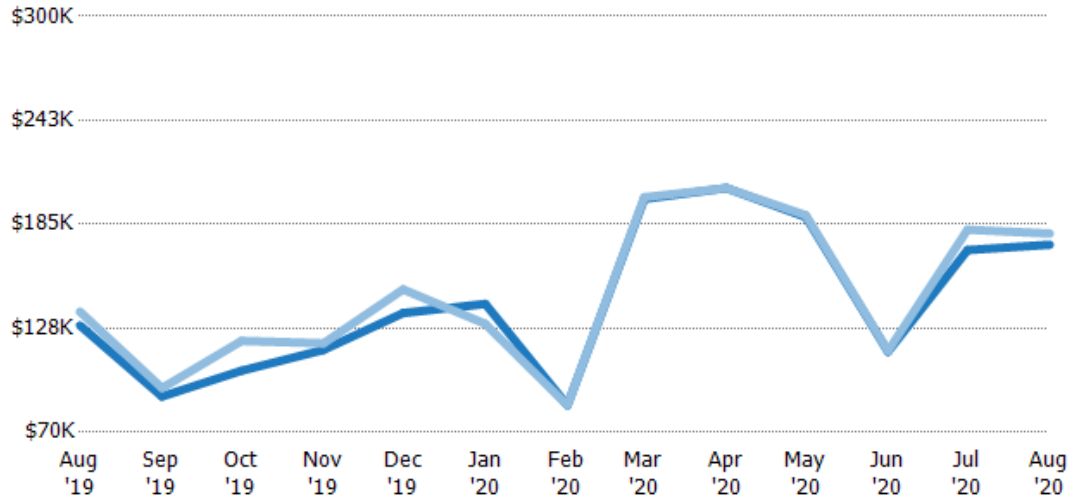
Avg Est Value	\$137K	\$104K	\$154K	\$142K	\$131K	\$181K	\$131K	\$267K	\$188K	\$213K	\$133K	\$191K	\$184K
Avg Sales Price	\$132K	\$107K	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K
Avg Sales Price as a % of Avg Est Value	97%	103%	109%	107%	109%	99%	101%	104%	103%	95%	102%	106%	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	\$129K	\$89.8K	\$104K	\$116K	\$136K	\$141K	\$84.9K	\$199K	\$205K	\$189K	\$115K	\$171K	\$174K
Median Sales Price	\$137K	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K
Med Sales Price as a % of Med Est Value	106%	105%	116%	103%	110%	92%	100%	100%	100%	101%	100%	107%	104%