

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	12	-33.3%	76	102	-25.5%
New Listing Volume	\$1,000,200	\$2,720,400	-63.2%	\$13,910,622	\$19,473,900	-28.6%
Active Listing Count	24	64	-62.5%	N/A	N/A	
Active Listing Volume	\$5,193,350	\$14,516,000	-64.2%	N/A	N/A	
Average Listing Price	\$216,390	\$226,813	-4.6%	\$209,567	\$198,226	+5.7%
Median Listing Price	\$168,250	\$174,950	-3.8%	\$151,837	\$150,685	+0.8%
Median Days in RPR	78	120	-35%	137.4	121.44	+13.1%
Months of Inventory	2.2	8	-72.7%	5.5	9.7	-43.2%
Absorption Rate	45.83%	12.5%	+33.3%	18.21%	10.34%	+7.9%
Sales Activity Charts Metrics						
New Pending Sales Count	15	10	+50%	93	85	+9.4%
New Pending Sales Volume	\$3,031,272	\$1,341,400	+126%	\$17,471,672	\$12,573,749	+39%
Pending Sales Count	19	19	+/-	N/A	N/A	
Pending Sales Volume	\$3,948,922	\$2,895,350	+36.4%	N/A	N/A	
Closed Sales Count	8	4	+100%	63	59	+6.8%
Closed Sales Volume	\$1,301,200	\$395,500	+229%	\$11,621,620	\$8,423,550	+38%
Average Sales Price	\$162,650	\$98,875	+64.5%	\$184,470	\$142,772	+29.2%
Median Sales Price	\$185,500	\$89,250	+107.8%	\$164,063	\$130,771	+25.5%

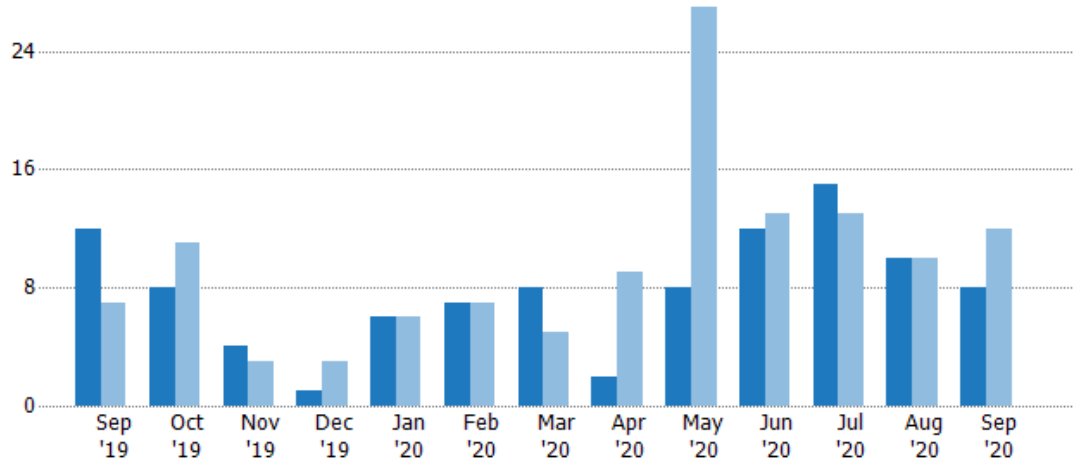
New Listings

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.
Sep '20	8	-33.3%
Sep '19	12	71.4%
Sep '18	7	14.3%



Current Year	12	8	4	1	6	7	8	2	8	12	15	10	8
Prior Year	7	11	3	3	6	7	5	9	27	13	13	10	12
Percent Change from Prior Year	71%	-27%	33%	-67%	0%	0%	60%	-78%	-70%	-8%	15%	0%	-33%

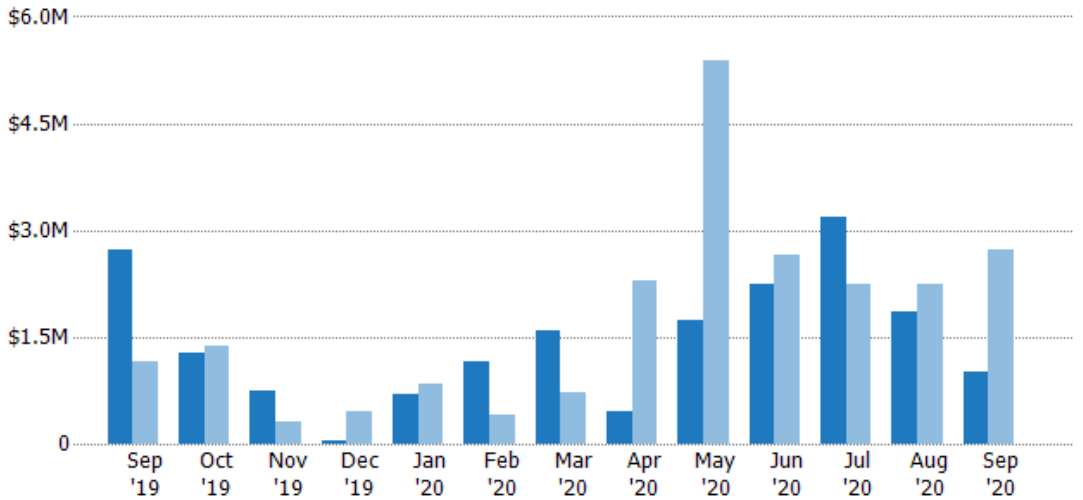
New Listing Volume

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.
Sep '20	\$1M	-63.2%
Sep '19	\$2.72M	137.8%
Sep '18	\$1.14M	32%



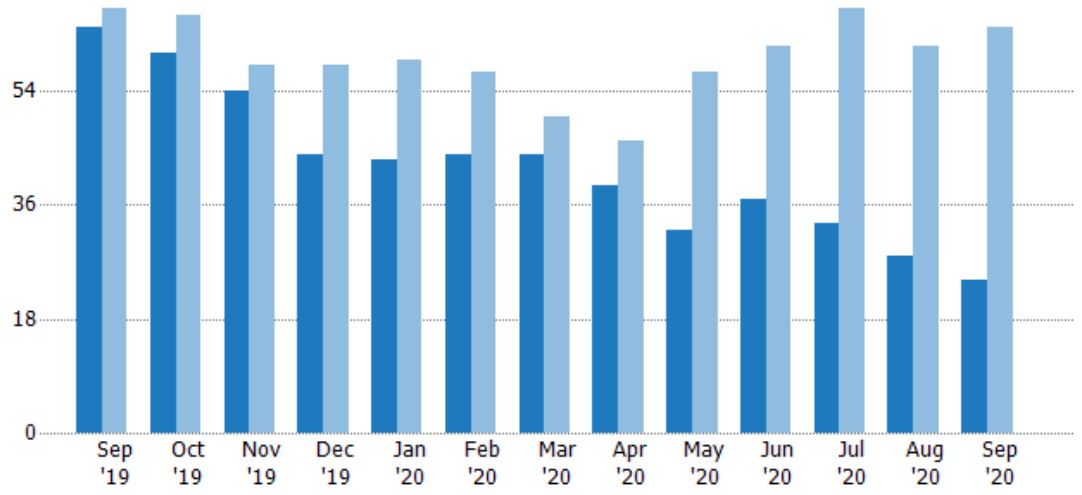
Current Year	\$2.72M	\$1.27M	\$755K	\$49.9K	\$699K	\$1.15M	\$1.58M	\$460K	\$1.73M	\$2.25M	\$3.18M	\$1.86M	\$1M
Prior Year	\$1.14M	\$1.38M	\$309K	\$449K	\$851K	\$405K	\$720K	\$2.3M	\$5.37M	\$2.64M	\$2.24M	\$2.23M	\$2.72M
Percent Change from Prior Year	138%	-8%	145%	-89%	-18%	185%	119%	-80%	-68%	-15%	42%	-17%	-63%

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



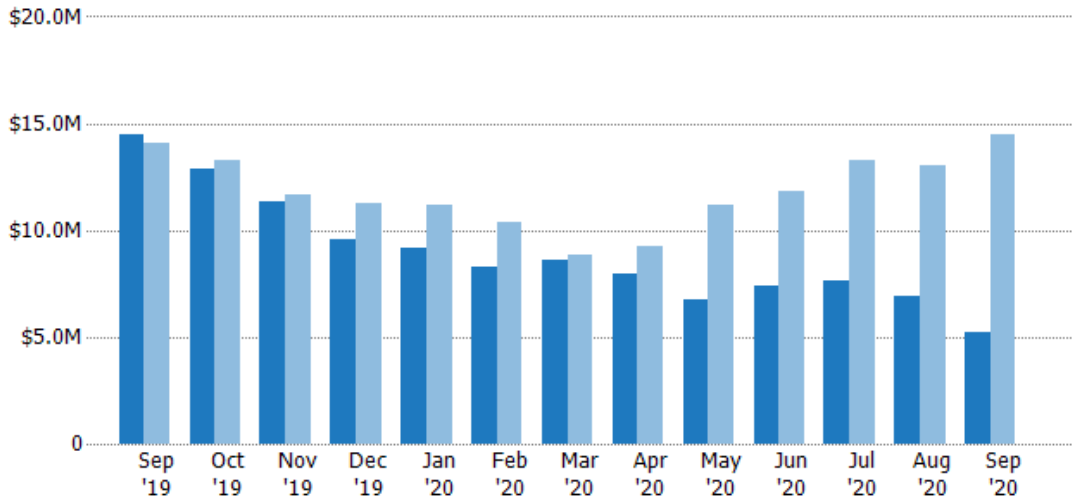
Month/Year	Count	% Chg.
Sep '20	24	-62.5%
Sep '19	64	-4.5%
Sep '18	67	-4.5%

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



Month/Year	Volume	% Chg.
Sep '20	\$5.19M	-64.2%
Sep '19	\$14.5M	3.1%
Sep '18	\$14.1M	-16.4%

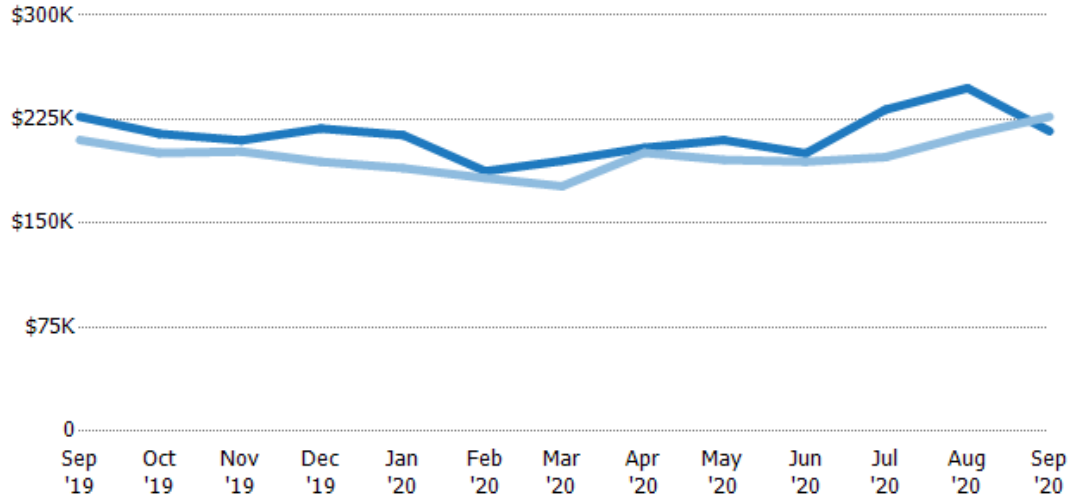
Average Listing Price

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.
Sep '20	\$216K	-4.6%
Sep '19	\$227K	8%
Sep '18	\$210K	-12.5%



Current Year	\$227K	\$215K	\$210K	\$218K	\$214K	\$188K	\$195K	\$204K	\$210K	\$200K	\$232K	\$247K	\$216K
Prior Year	\$210K	\$201K	\$202K	\$194K	\$190K	\$183K	\$177K	\$201K	\$196K	\$194K	\$198K	\$213K	\$227K
Percent Change from Prior Year	8%	7%	4%	12%	13%	3%	10%	2%	7%	3%	17%	16%	-5%

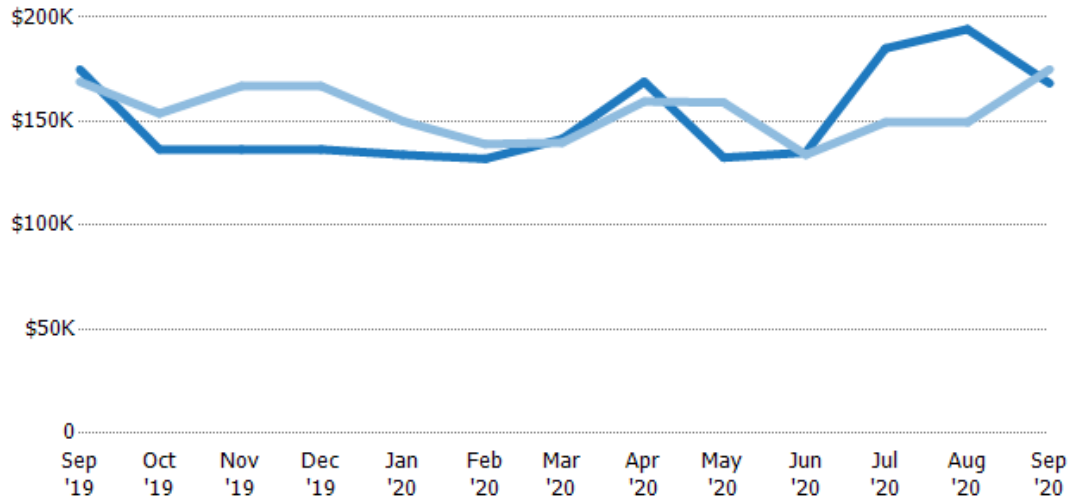
Median Listing Price

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.
Sep '20	\$168K	-3.8%
Sep '19	\$175K	3.5%
Sep '18	\$169K	-4.5%



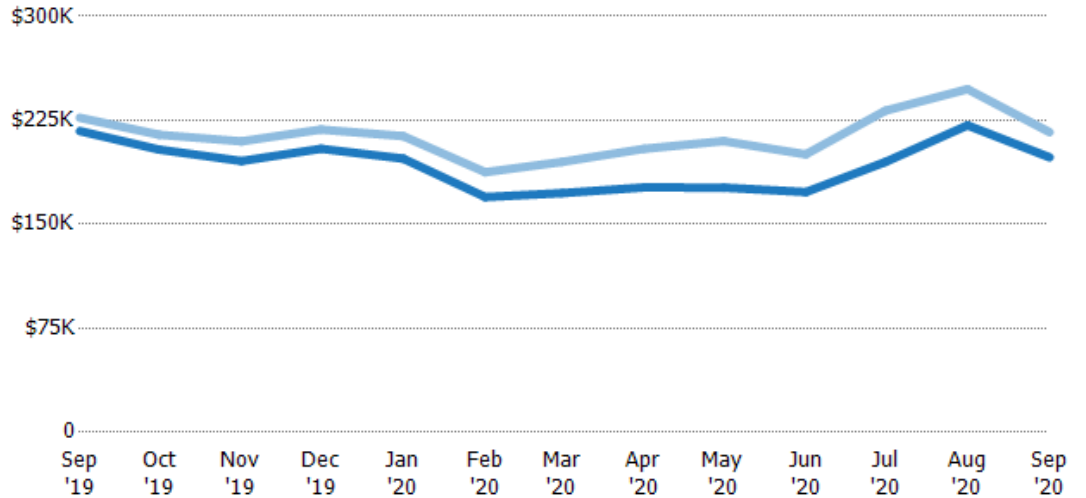
Current Year	\$175K	\$136K	\$136K	\$136K	\$134K	\$132K	\$141K	\$169K	\$133K	\$135K	\$185K	\$194K	\$168K
Prior Year	\$169K	\$154K	\$167K	\$167K	\$150K	\$139K	\$140K	\$159K	\$159K	\$134K	\$150K	\$150K	\$175K
Percent Change from Prior Year	4%	-11%	-18%	-18%	-11%	-5%	1%	6%	-17%	1%	24%	30%	-4%

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



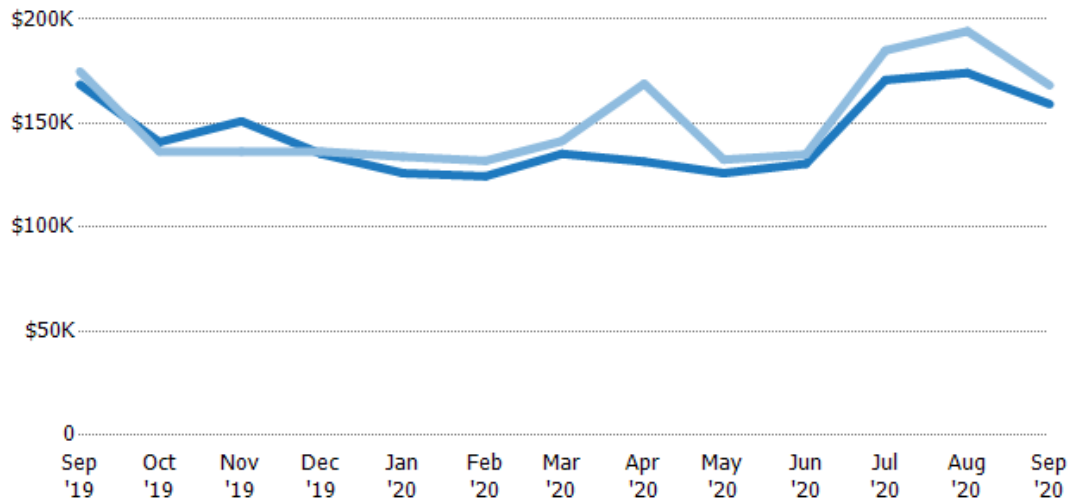
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$217K	\$204K	\$196K	\$204K	\$197K	\$170K	\$172K	\$177K	\$176K	\$173K	\$195K	\$221K	\$198K
Avg Listing Price	\$227K	\$215K	\$210K	\$218K	\$214K	\$188K	\$195K	\$204K	\$210K	\$200K	\$232K	\$247K	\$216K
Avg Listing Price as a % of Avg Est Value	104%	105%	107%	107%	108%	111%	113%	116%	119%	116%	119%	112%	109%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$169K	\$141K	\$151K	\$135K	\$126K	\$125K	\$135K	\$132K	\$126K	\$131K	\$171K	\$174K	\$159K
Median Listing Price	\$175K	\$136K	\$136K	\$136K	\$134K	\$132K	\$141K	\$169K	\$133K	\$135K	\$185K	\$194K	\$168K
Med Listing Price as a % of Med Est Value	104%	97%	90%	101%	106%	106%	105%	128%	105%	103%	108%	112%	106%

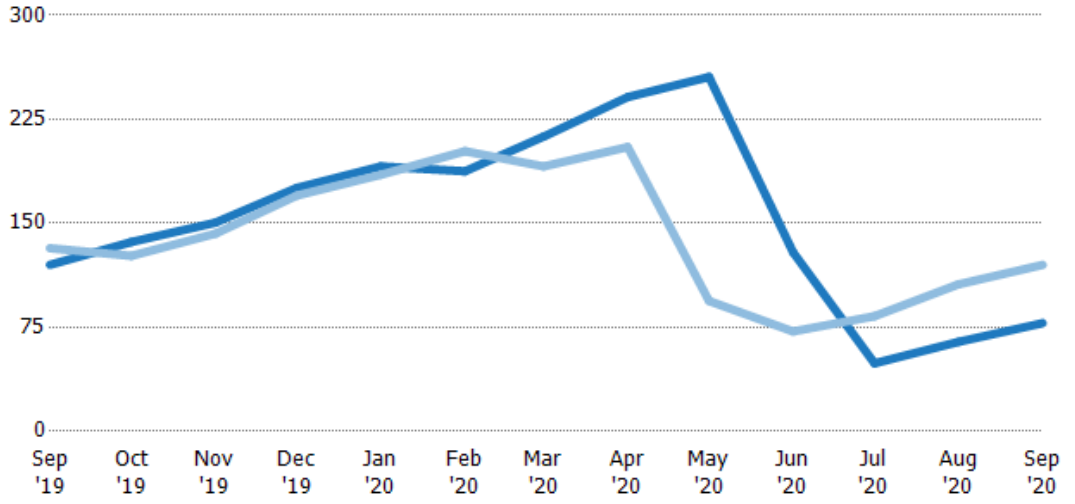
Median Days in RPR

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

Month/Year	Days	% Chg.
Sep '20	78	-35%
Sep '19	120	-9.1%
Sep '18	132	-9.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	120	137	151	176	191	188	213	241	256	129	49	64.5	78
Prior Year	132	127	143	170	185	202	191	205	94	72	83	106	120
Percent Change from Prior Year	-9%	8%	6%	3%	3%	-7%	11%	18%	172%	79%	-41%	-39%	-35%

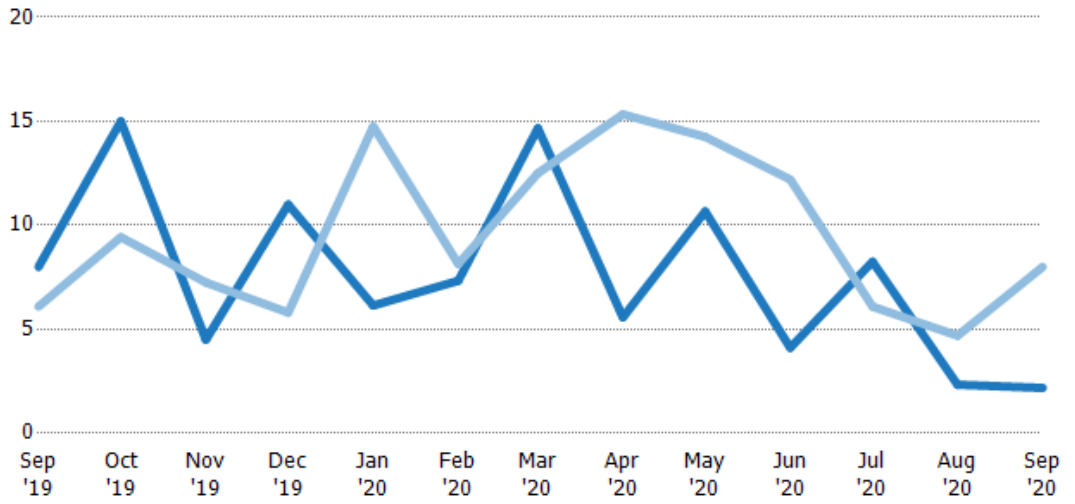
Months of Inventory

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.
Sep '20	2.18	-72.7%
Sep '19	8	31.3%
Sep '18	6.09	-19.2%



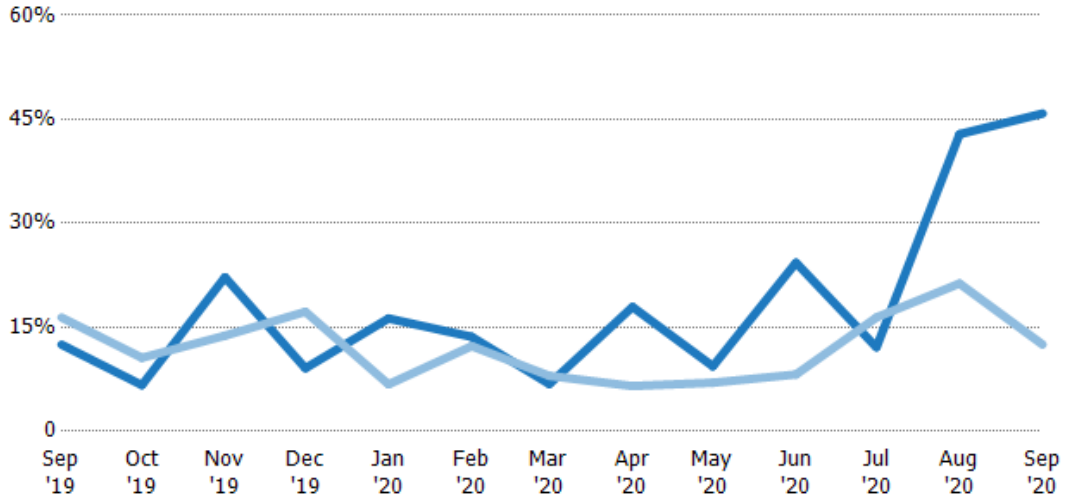
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	8	15	4.5	11	6.14	7.33	14.7	5.57	10.7	4.11	8.25	2.33	2.18
Prior Year	6.09	9.43	7.25	5.8	14.8	8.14	12.5	15.3	14.3	12.2	6.09	4.69	8
Percent Change from Prior Year	31%	59%	-38%	90%	-58%	-10%	17%	-64%	-25%	-66%	35%	-50%	-73%

Absorption Rate

The percentage of inventory sold per month.

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Family Residence



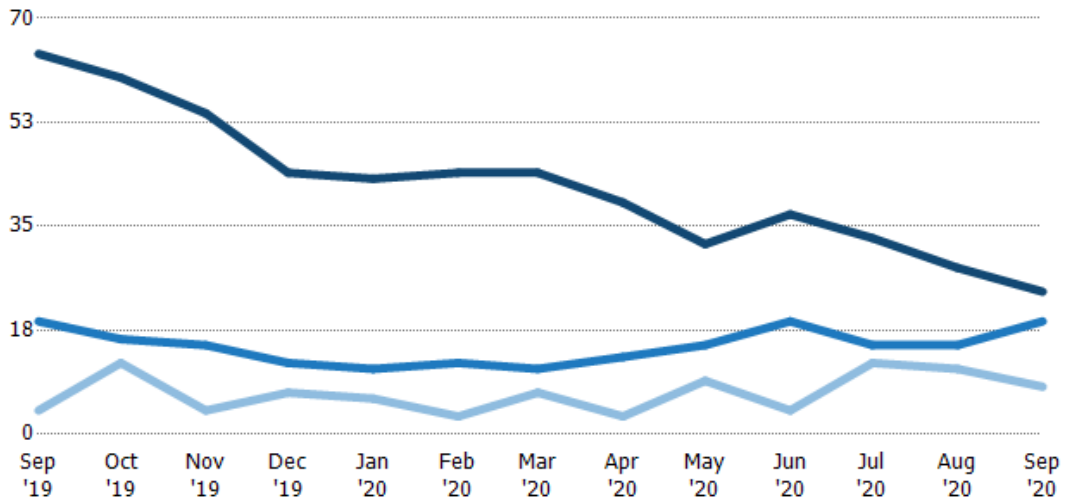
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	13%	7%	22%	9%	16%	14%	7%	18%	9%	24%	12%	43%	46%
Prior Year	16%	11%	14%	17%	7%	12%	8%	7%	7%	8%	16%	21%	13%
Change from Prior Year	4%	4%	-8%	8%	-10%	-1%	1%	-11%	-2%	-16%	4%	-22%	-33%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	64	60	54	44	43	44	44	39	32	37	33	28	24
Pending	19	16	15	12	11	12	11	13	15	19	15	15	19
Sold	4	12	4	7	6	3	7	3	9	4	12	11	8

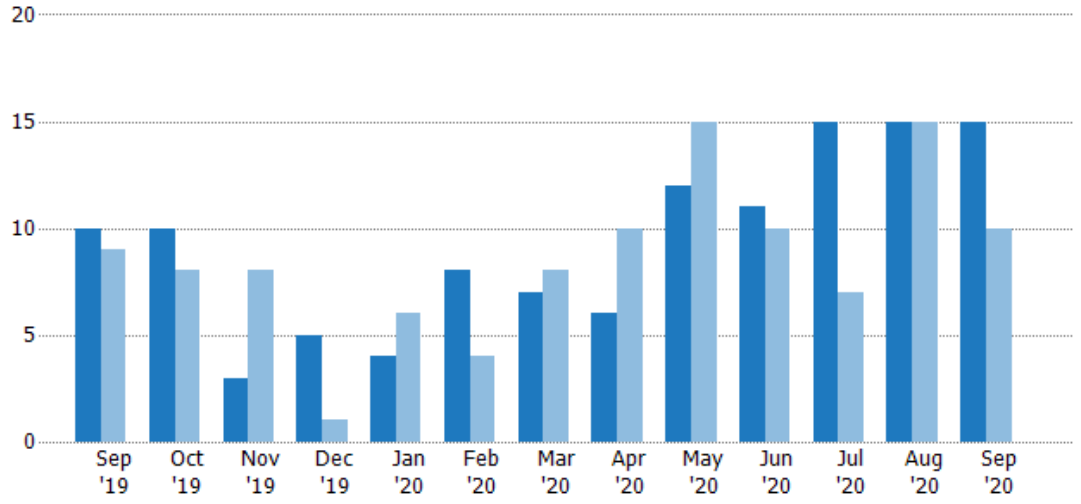
New Pending Sales

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.
Sep '20	15	50%
Sep '19	10	11.1%
Sep '18	9	-11.1%



Current Year	10	10	3	5	4	8	7	6	12	11	15	15	15
Prior Year	9	8	8	1	6	4	8	10	15	10	7	15	10
Percent Change from Prior Year	11%	25%	-63%	400%	-33%	100%	-13%	-40%	-20%	10%	114%	0%	50%

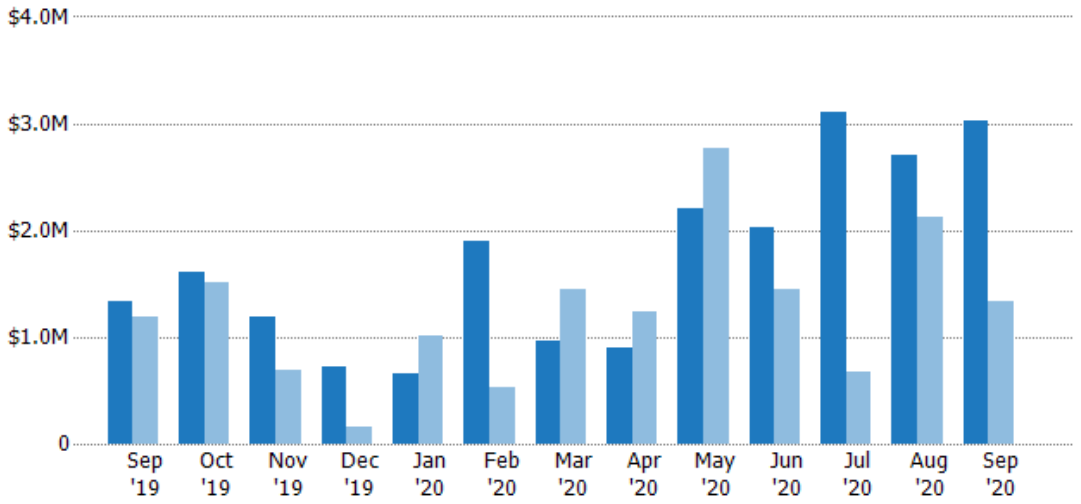
New Pending Sales Volume

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.
Sep '20	\$3.03M	126%
Sep '19	\$1.34M	12.8%
Sep '18	\$1.19M	64.5%



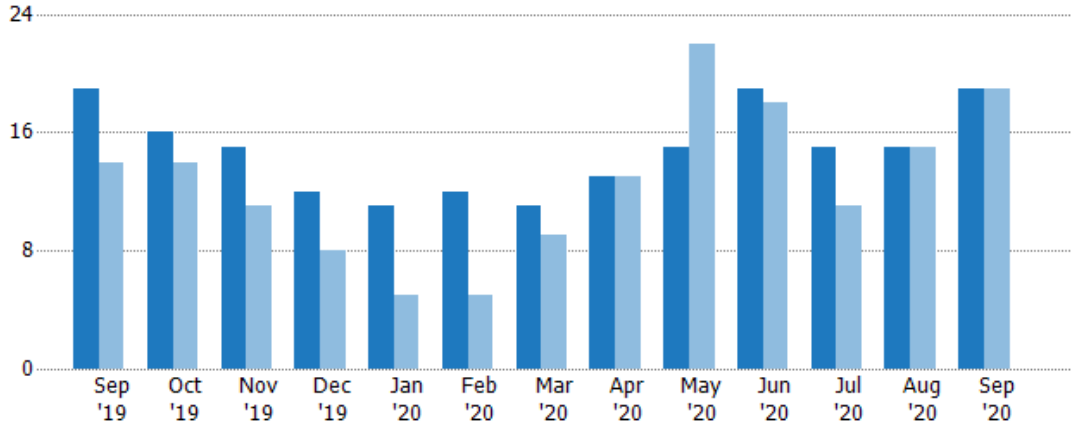
Current Year	\$1.34M	\$1.61M	\$1.19M	\$727K	\$655K	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M	\$3.1M	\$2.7M	\$3.03M
Prior Year	\$1.19M	\$1.52M	\$694K	\$158K	\$1.01M	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M	\$676K	\$2.13M	\$1.34M
Percent Change from Prior Year	13%	6%	72%	362%	-35%	261%	-33%	-27%	-21%	40%	358%	27%	126%

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.
Sep '20	19	0%
Sep '19	19	35.7%
Sep '18	14	-28.6%

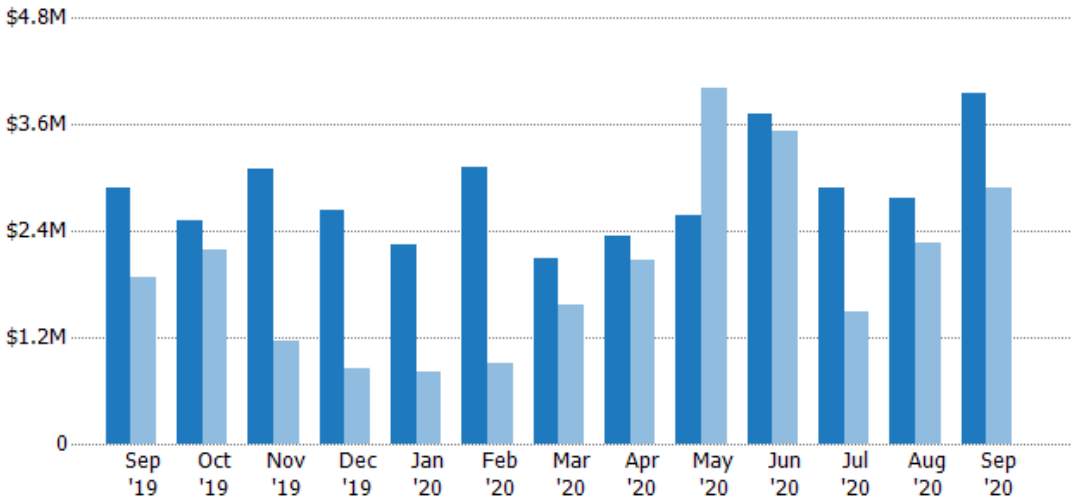
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	19	16	15	12	11	12	11	13	15	19	15	15	19
Prior Year	14	14	11	8	5	5	9	13	22	18	11	15	19
Percent Change from Prior Year	36%	14%	36%	50%	120%	140%	22%	0%	-32%	6%	36%	0%	0%

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.
Sep '20	\$3.95M	36.4%
Sep '19	\$2.9M	54.7%
Sep '18	\$1.87M	14.7%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$2.9M	\$2.51M	\$3.1M	\$2.63M	\$2.24M	\$3.12M	\$2.1M	\$2.34M	\$2.57M	\$3.71M	\$2.88M	\$2.77M	\$3.95M
Prior Year	\$1.87M	\$2.18M	\$1.16M	\$844K	\$819K	\$903K	\$1.57M	\$2.06M	\$4.01M	\$3.53M	\$1.49M	\$2.26M	\$2.9M
Percent Change from Prior Year	55%	15%	167%	211%	174%	246%	33%	13%	-36%	5%	93%	22%	36%

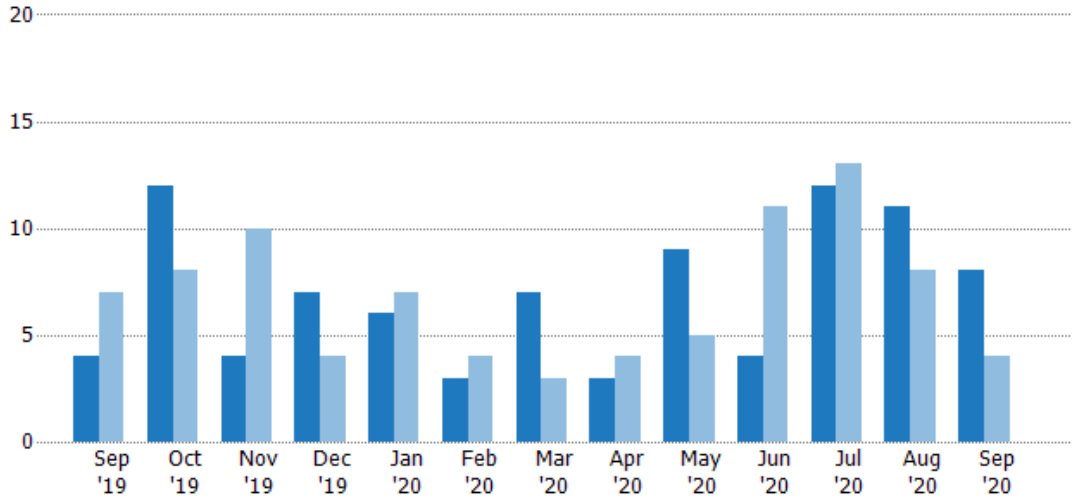
Closed Sales

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.
Sep '20	8	100%
Sep '19	4	-42.9%
Sep '18	7	57.1%



Current Year	4	12	4	7	6	3	7	3	9	4	12	11	8
Prior Year	7	8	10	4	7	4	3	4	5	11	13	8	4
Percent Change from Prior Year	-43%	50%	-60%	75%	-14%	-25%	133%	-25%	80%	-64%	-8%	38%	100%

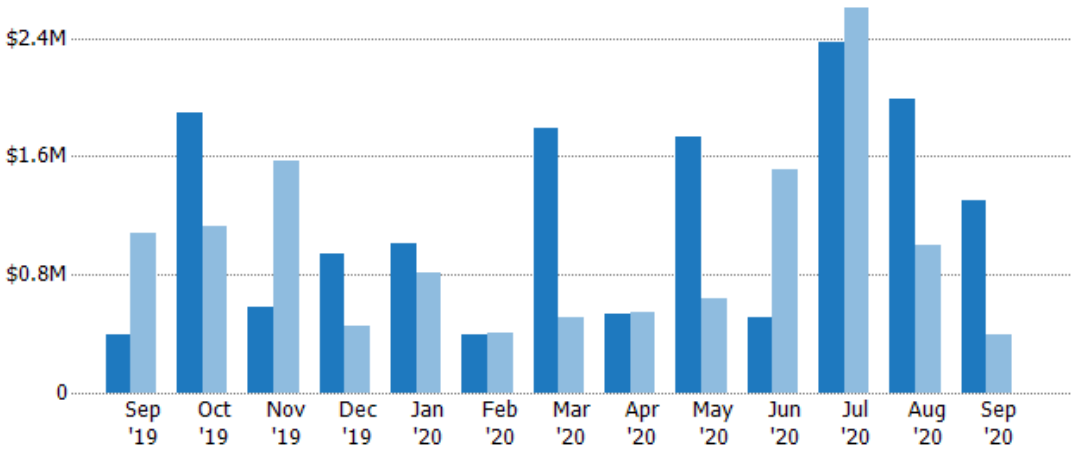
Closed Sales Volume

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.
Sep '20	\$1.3M	229%
Sep '19	\$396K	-63.3%
Sep '18	\$1.08M	41.1%



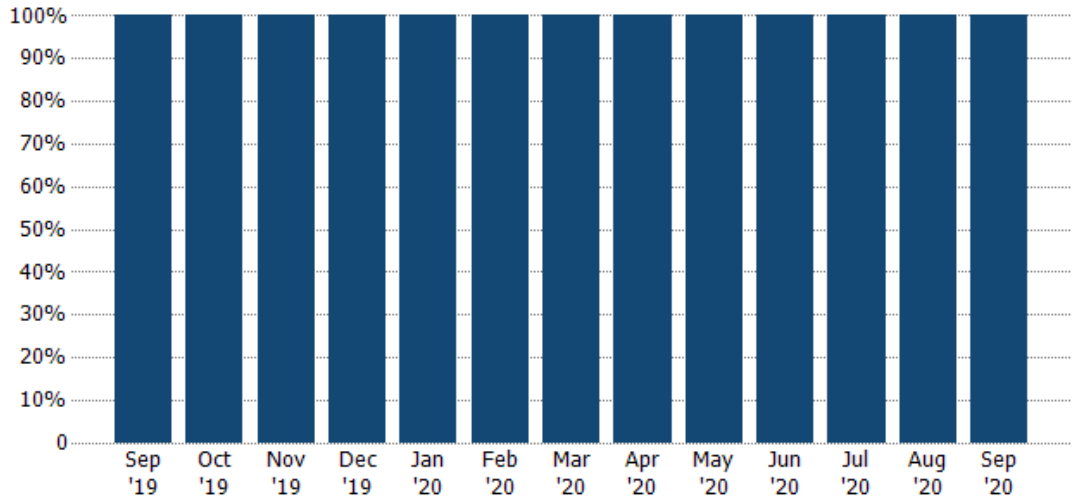
Current Year	\$396K	\$1.89M	\$576K	\$946K	\$1.01M	\$391K	\$1.78M	\$536K	\$1.74M	\$512K	\$2.37M	\$1.99M	\$1.3M
Prior Year	\$1.08M	\$1.13M	\$1.57M	\$452K	\$815K	\$409K	\$514K	\$541K	\$640K	\$1.51M	\$2.6M	\$995K	\$396K
Percent Change from Prior Year	-63%	68%	-63%	109%	23%	-4%	247%	-1%	171%	-66%	-9%	100%	229%

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

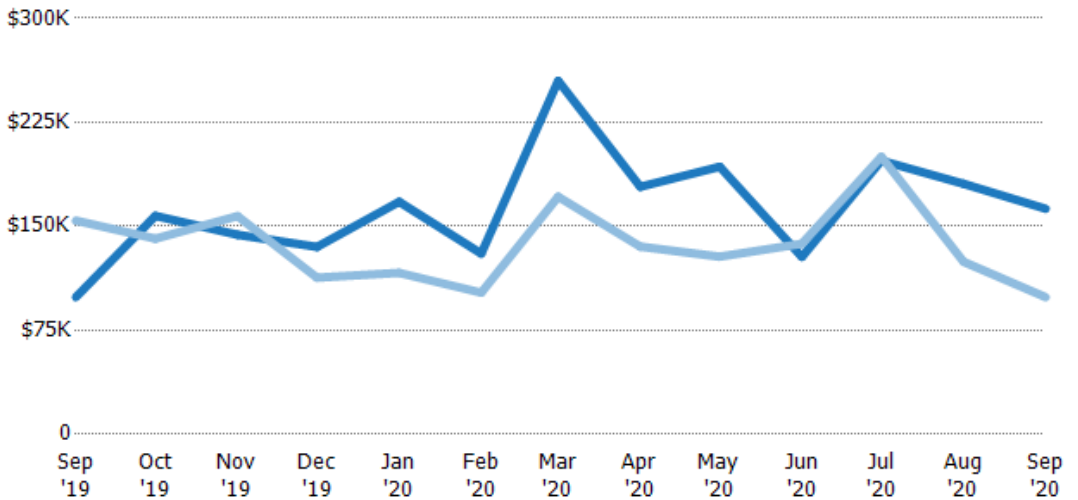
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
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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

\$98.9K \$158K \$144K \$135K \$168K \$130K \$255K \$179K \$193K \$128K \$197K \$181K \$163K
 \$154K \$141K \$157K \$113K \$116K \$102K \$171K \$135K \$128K \$137K \$200K \$124K \$98.9K
 -36% 12% -9% 20% 44% 28% 49% 32% 51% -7% -1% 45% 65%

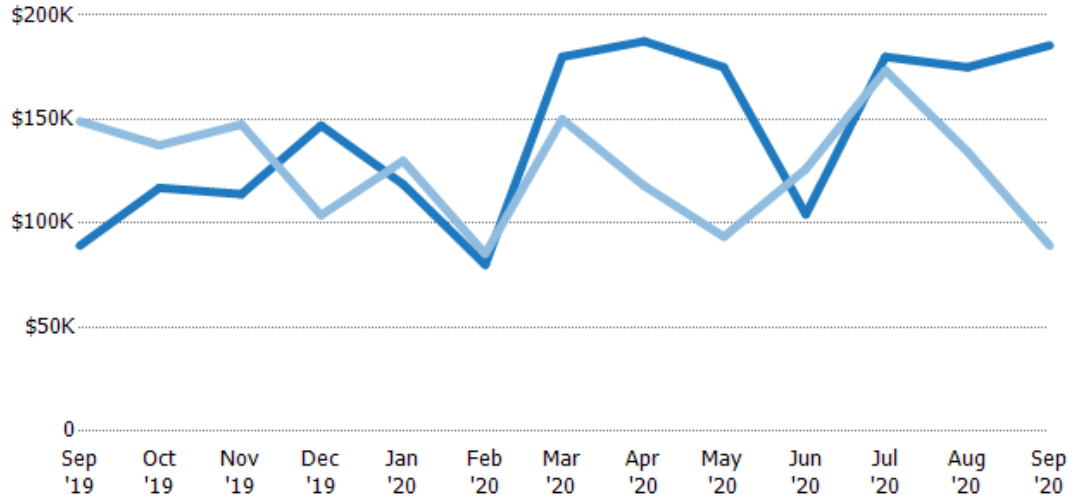
Median Sales Price

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.
Sep '20	\$186K	107.8%
Sep '19	\$89.3K	-40.1%
Sep '18	\$149K	-27.2%



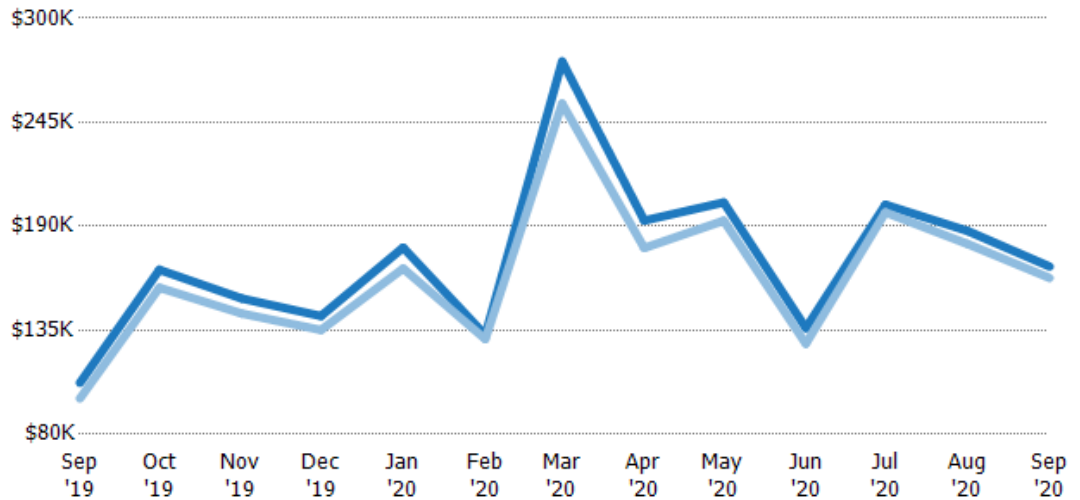
Current Year	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K	\$186K
Prior Year	\$149K	\$138K	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$118K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K
Percent Change from Prior Year	-40%	-15%	-23%	42%	-9%	-6%	20%	59%	87%	-17%	4%	30%	108%

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



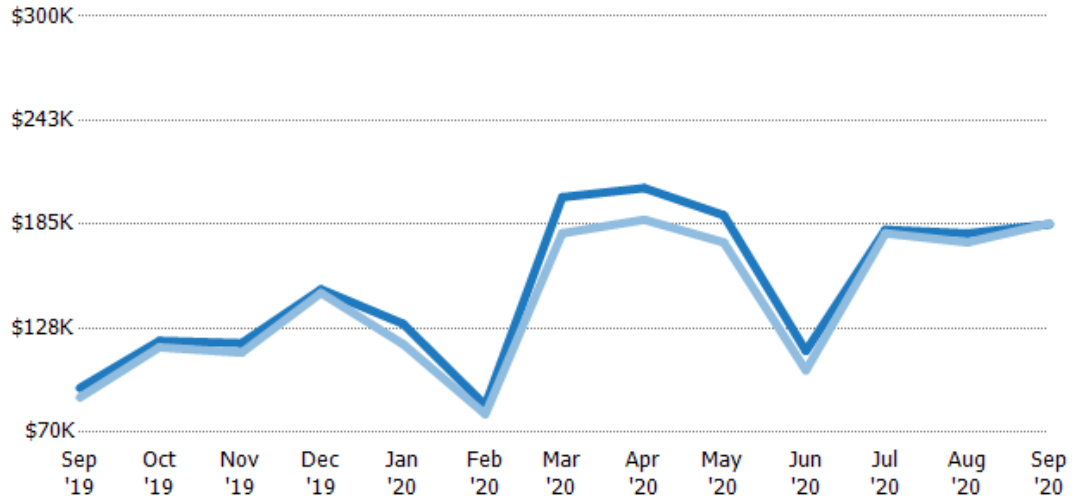
Avg List Price	\$107K	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K	\$169K
Avg Sales Price	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K	\$163K
Avg Sales Price as a % of Avg List Price	92%	94%	95%	95%	94%	98%	92%	92%	95%	94%	98%	96%	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



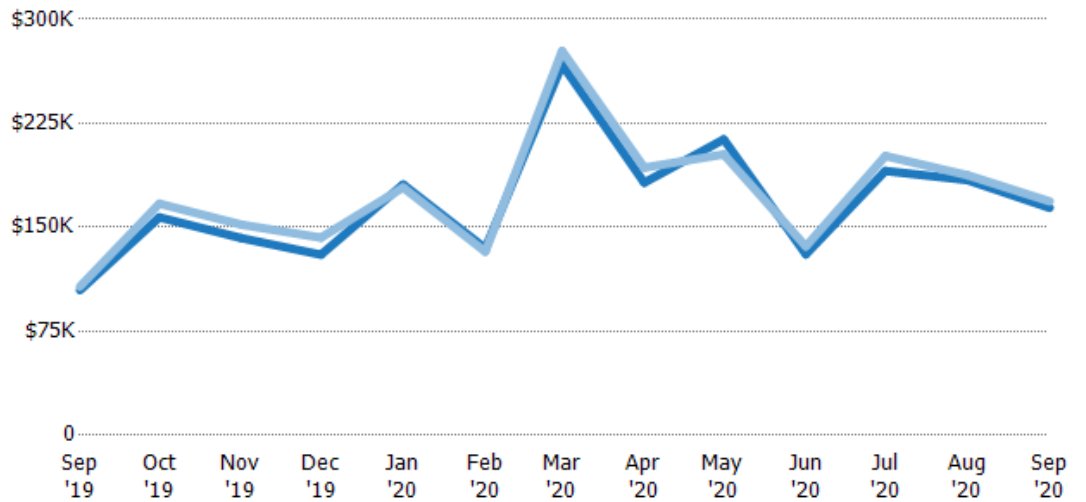
Median List Price	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K
Median Sales Price	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K	\$186K
Med Sales Price as a % of Med List Price	94%	97%	96%	99%	91%	94%	90%	91%	92%	91%	99%	97%	100%

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



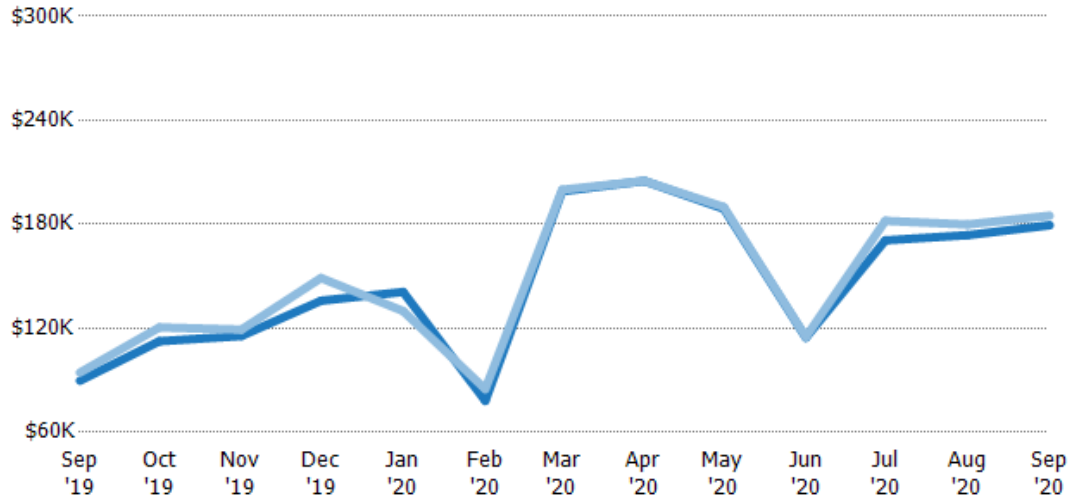
Avg Est Value	\$105K	\$157K	\$142K	\$130K	\$181K	\$135K	\$267K	\$182K	\$213K	\$131K	\$191K	\$184K	\$164K
Avg Sales Price	\$107K	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K	\$169K
Avg Sales Price as a % of Avg Est Value	102%	106%	107%	109%	99%	98%	104%	106%	95%	104%	106%	102%	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,
 East Saint Johnsbury, VT 05838,
 Saint Johnsbury Center, VT 05863
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Median Est Value	\$89.8K	\$113K	\$116K	\$136K	\$141K	\$78.1K	\$199K	\$205K	\$189K	\$115K	\$171K	\$174K	\$179K
Median Sales Price	\$94.5K	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K
Med Sales Price as a % of Med Est Value	105%	107%	103%	110%	92%	109%	100%	100%	101%	100%	107%	104%	103%