

## 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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	5	+60%	152	170	-10.6%
New Listing Volume	\$2,190,700	\$824,900	+165.6%	\$33,186,272	\$34,025,200	-2.5%
Active Listing Count	31	79	-60.8%	N/A	N/A	
Active Listing Volume	\$8,933,800	\$17,052,250	-47.6%	N/A	N/A	
Average Listing Price	\$288,187	\$215,851	+33.5%	\$226,589	\$217,295	+4.3%
Median Listing Price	\$199,000	\$189,000	+5.3%	\$172,642	\$193,428	-10.7%
Median Days in RPR	98	161	-39.1%	104.52	127.79	-18.2%
Months of Inventory	2.4	4.2	-42.6%	5.6	8.6	-35.4%
Absorption Rate	41.94%	24.05%	+17.9%	17.91%	11.56%	+6.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	8	4	+100%	169	145	+16.6%
New Pending Sales Volume	\$2,115,900	\$1,793,000	+18%	\$36,120,172	\$25,120,299	+43.8%
Pending Sales Count	18	22	-18.2%	N/A	N/A	
Pending Sales Volume	\$4,144,150	\$4,898,800	-15.4%	N/A	N/A	
Closed Sales Count	16	5	+220%	129	106	+21.7%
Closed Sales Volume	\$3,121,090	\$800,500	+289.9%	\$26,921,710	\$17,056,433	+57.8%
Average Sales Price	\$195,068	\$160,100	+21.8%	\$208,695	\$160,910	+29.7%
Median Sales Price	\$161,500	\$138,000	+17%	\$180,222	\$162,069	+11.2%

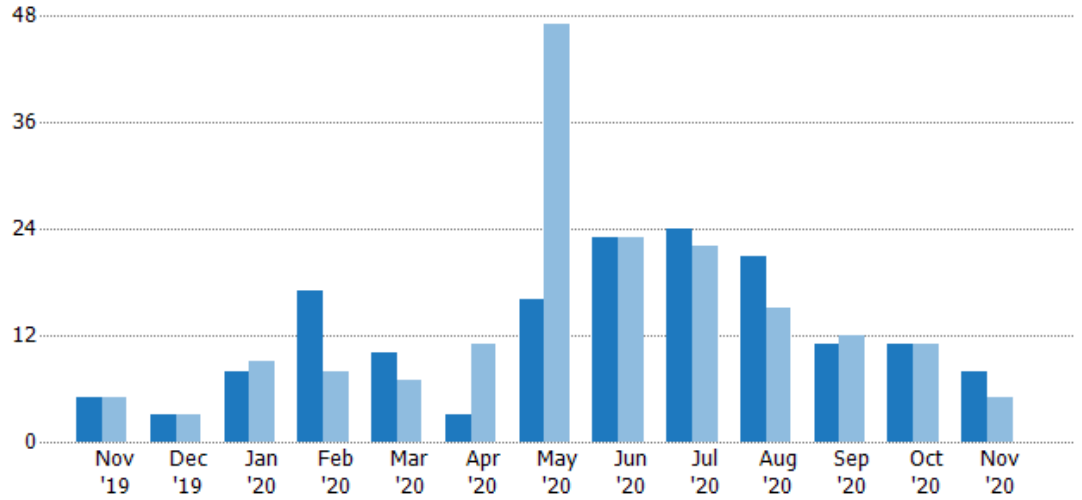
## New Listings

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	5	3	8	17	10	3	16	23	24	21	11	11	8
Prior Year	5	3	9	8	7	11	47	23	22	15	12	11	5
Percent Change from Prior Year	0%	0%	-11%	113%	43%	-73%	-66%	0%	9%	40%	-8%	0%	60%

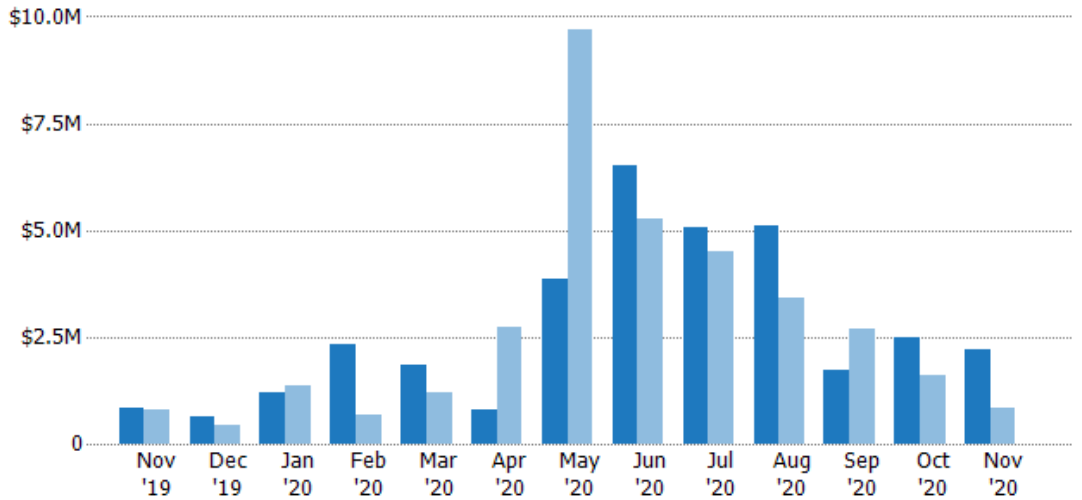
## New Listing Volume

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$825K	\$617K	\$1.21M	\$2.33M	\$1.86M	\$805K	\$3.86M	\$6.53M	\$5.05M	\$5.1M	\$1.74M	\$2.51M	\$2.19M
Prior Year	\$789K	\$449K	\$1.37M	\$670K	\$1.19M	\$2.73M	\$9.71M	\$5.27M	\$4.52M	\$3.41M	\$2.71M	\$1.62M	\$825K
Percent Change from Prior Year	5%	38%	-12%	248%	56%	-70%	-60%	24%	12%	50%	-36%	55%	166%

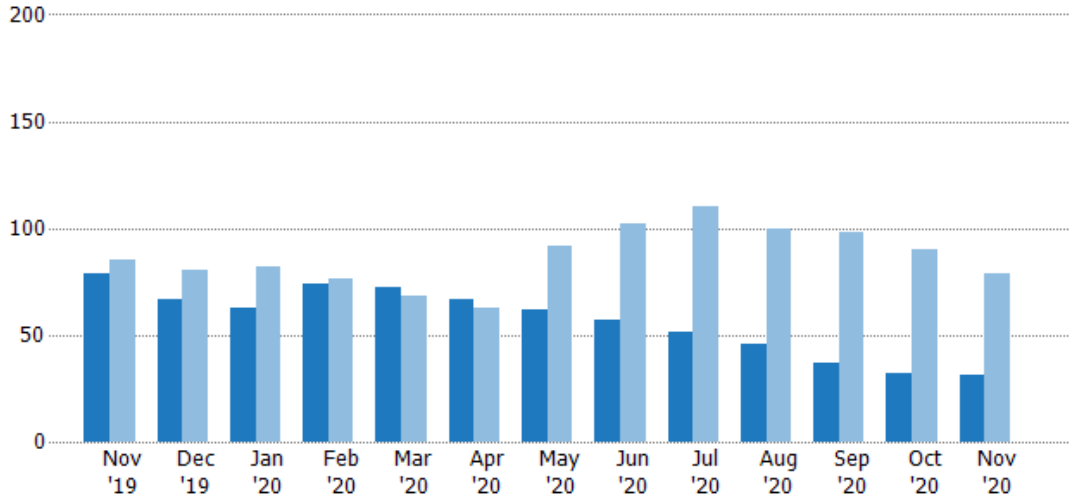
## Active Listings

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	79	67	63	74	72	67	62	57	51	46	37	32	31
Prior Year	85	80	82	76	68	63	92	102	110	100	98	90	79
Percent Change from Prior Year	-7%	-16%	-23%	-3%	6%	6%	-33%	-44%	-54%	-54%	-62%	-64%	-61%

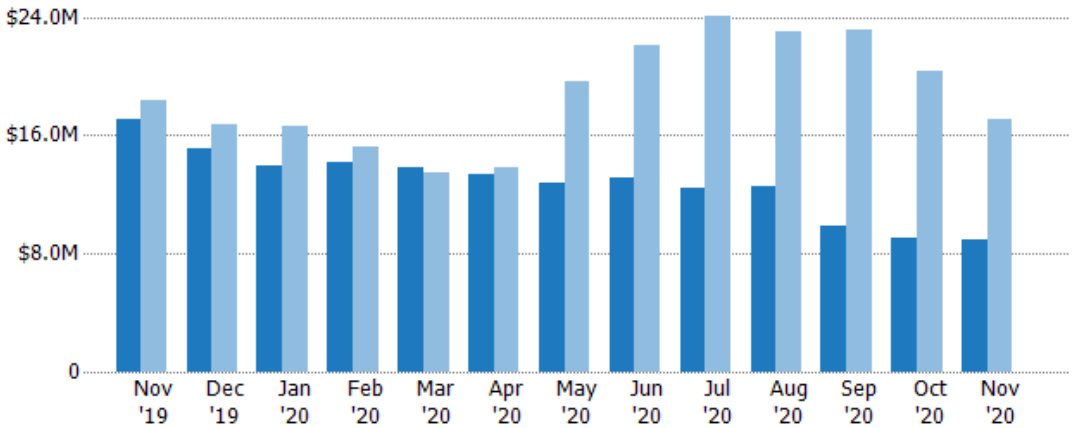
## Active Listing Volume

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



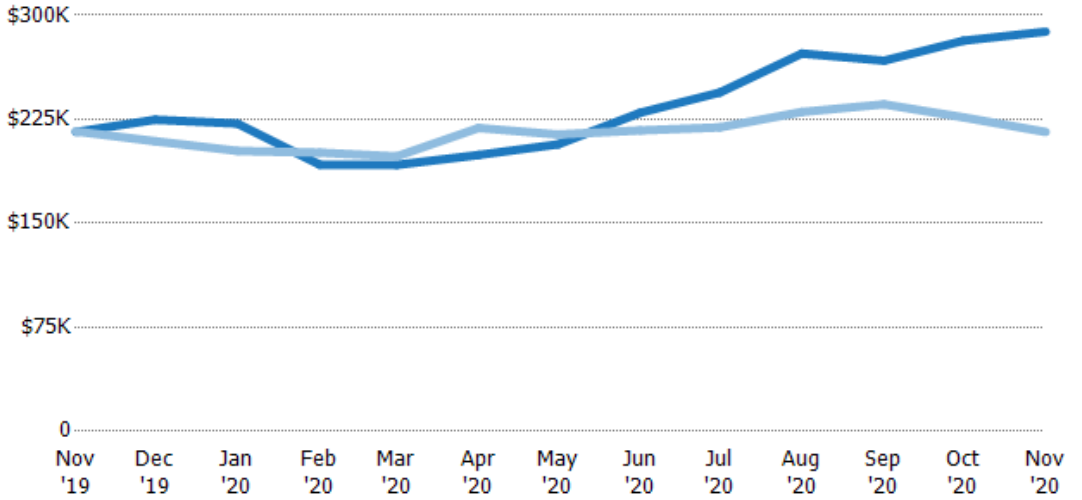
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$17.1M	\$15.1M	\$14M	\$14.2M	\$13.8M	\$13.3M	\$12.8M	\$13.1M	\$12.5M	\$12.5M	\$9.89M	\$9.01M	\$8.93M
Prior Year	\$18.4M	\$16.7M	\$16.6M	\$15.3M	\$13.5M	\$13.8M	\$19.7M	\$22.1M	\$24.1M	\$23M	\$23.1M	\$20.4M	\$17.1M
Percent Change from Prior Year	-7%	-10%	-16%	-7%	3%	-3%	-35%	-41%	-48%	-46%	-57%	-56%	-48%

## 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.
Nov '20	\$288K	33.5%
Nov '19	\$216K	-0.2%
Nov '18	\$216K	-7.7%

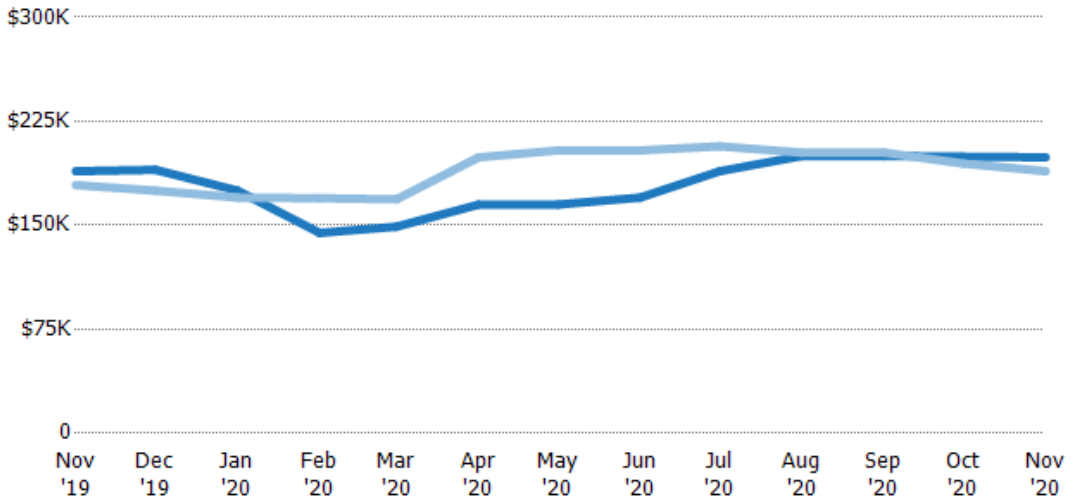
Current Year	\$216K	\$225K	\$222K	\$192K	\$192K	\$199K	\$207K	\$230K	\$244K	\$272K	\$267K	\$282K	\$288K
Prior Year	\$216K	\$209K	\$202K	\$201K	\$198K	\$219K	\$214K	\$217K	\$219K	\$230K	\$236K	\$226K	\$216K
Percent Change from Prior Year	0%	7%	10%	-4%	-3%	-9%	-3%	6%	11%	18%	13%	24%	34%

## 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.
Nov '20	\$199K	5.3%
Nov '19	\$189K	5.6%
Nov '18	\$179K	0.1%

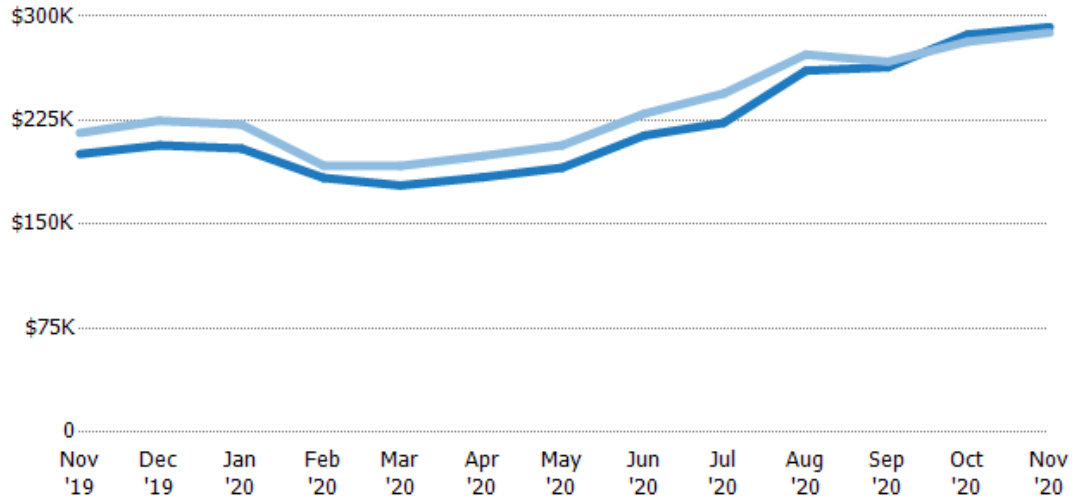
Current Year	\$189K	\$190K	\$175K	\$145K	\$149K	\$165K	\$165K	\$170K	\$189K	\$200K	\$200K	\$200K	\$199K
Prior Year	\$179K	\$175K	\$170K	\$170K	\$169K	\$199K	\$204K	\$204K	\$207K	\$202K	\$202K	\$195K	\$189K
Percent Change from Prior Year	6%	9%	3%	-15%	-12%	-17%	-19%	-17%	-9%	-1%	-1%	3%	5%

## 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



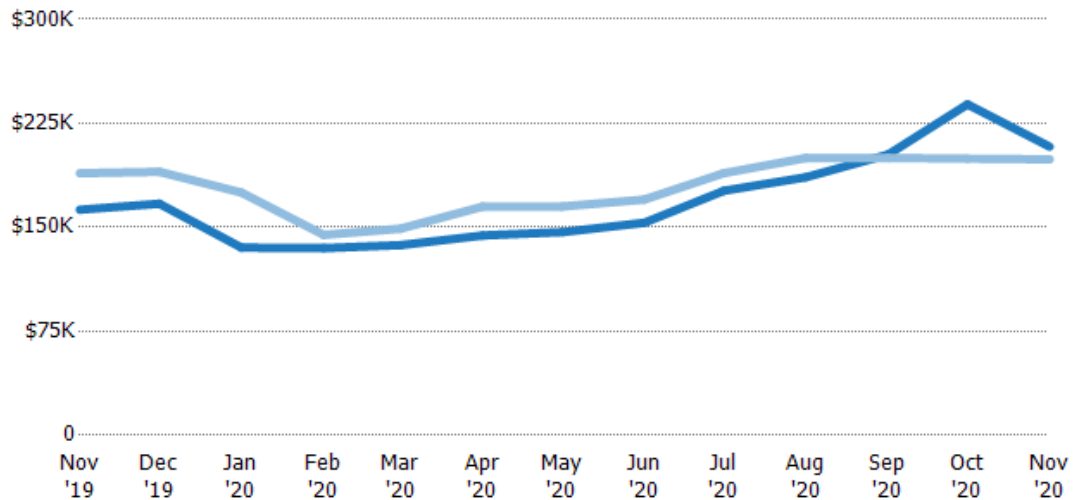
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$201K	\$207K	\$205K	\$183K	\$178K	\$184K	\$191K	\$214K	\$223K	\$261K	\$263K	\$287K	\$292K
Avg Listing Price	\$216K	\$225K	\$222K	\$192K	\$192K	\$199K	\$207K	\$230K	\$244K	\$272K	\$267K	\$282K	\$288K
Avg Listing Price as a % of Avg Est Value	108%	109%	108%	105%	108%	108%	108%	107%	109%	104%	102%	98%	99%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$163K	\$167K	\$135K	\$135K	\$137K	\$144K	\$146K	\$153K	\$176K	\$186K	\$202K	\$239K	\$208K
Median Listing Price	\$189K	\$190K	\$175K	\$145K	\$149K	\$165K	\$165K	\$170K	\$189K	\$200K	\$200K	\$200K	\$199K
Med Listing Price as a % of Med Est Value	116%	114%	129%	107%	109%	114%	113%	111%	107%	107%	99%	84%	96%

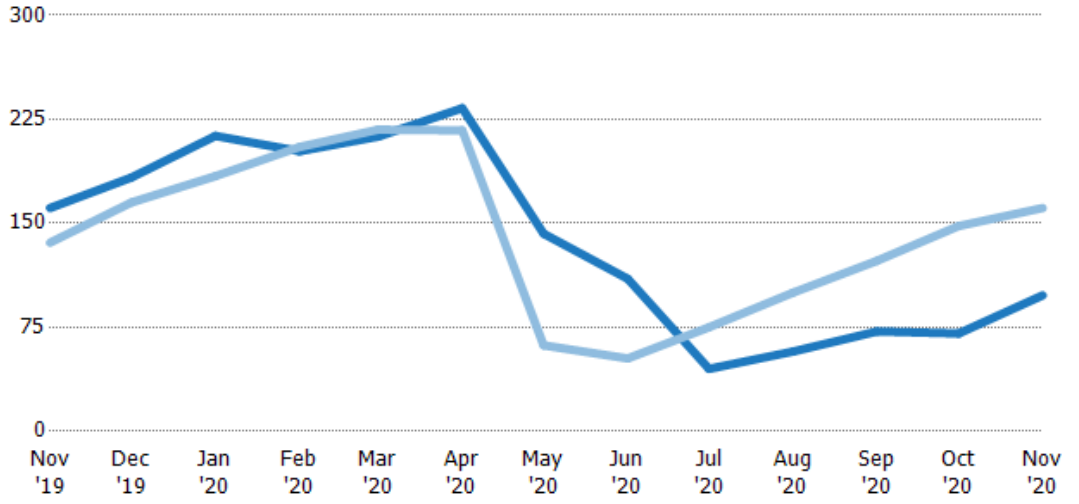
## Median Days in RPR

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.
Nov '20	98	-39.1%
Nov '19	161	18.4%
Nov '18	136	18.8%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	161	183	213	202	213	233	143	110	45	57.5	72	70.5	98
Prior Year	136	165	184	205	218	217	62	52.5	75	100	123	148	161
Percent Change from Prior Year	18%	11%	16%	-1%	-2%	7%	130%	110%	-40%	-43%	-41%	-52%	-39%

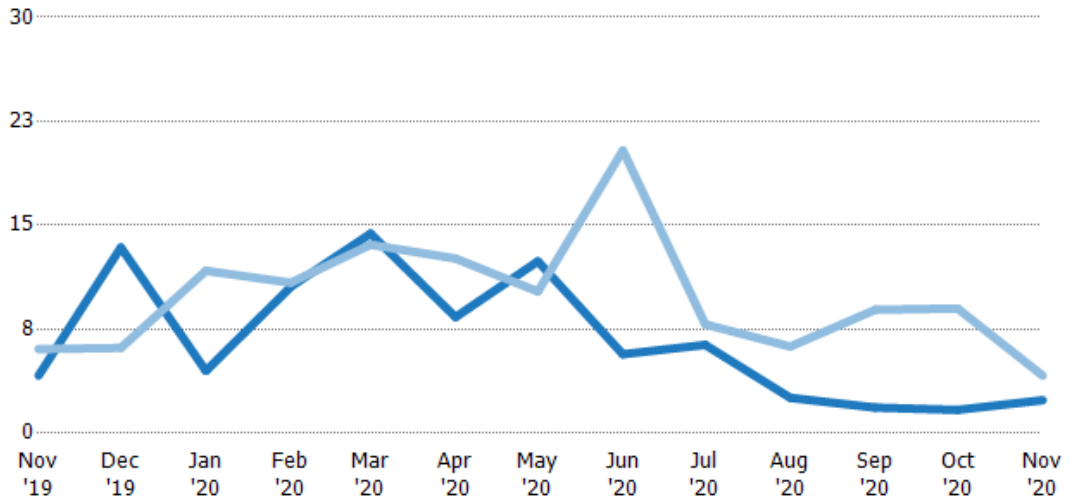
## Months of Inventory

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.
Nov '20	2.38	-42.6%
Nov '19	4.16	-31.5%
Nov '18	6.07	46.4%



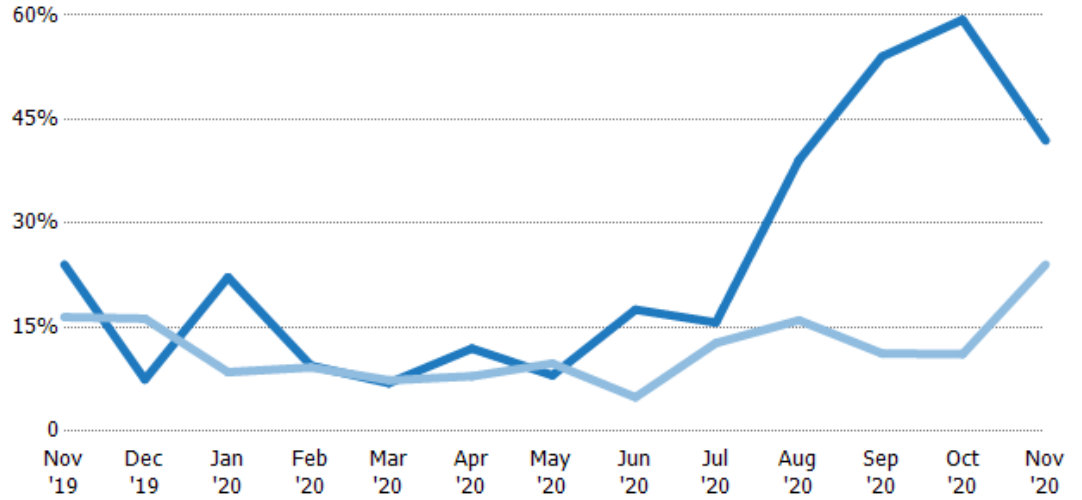
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	4.16	13.4	4.5	10.6	14.4	8.38	12.4	5.7	6.38	2.56	1.85	1.68	2.38
Prior Year	6.07	6.15	11.7	10.9	13.6	12.6	10.2	20.4	7.86	6.25	8.91	9	4.16
Percent Change from Prior Year	-32%	118%	-62%	-3%	6%	-34%	21%	-72%	-19%	-59%	-79%	-81%	-43%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
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VT 05873  
Property Type:  
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Family Residence



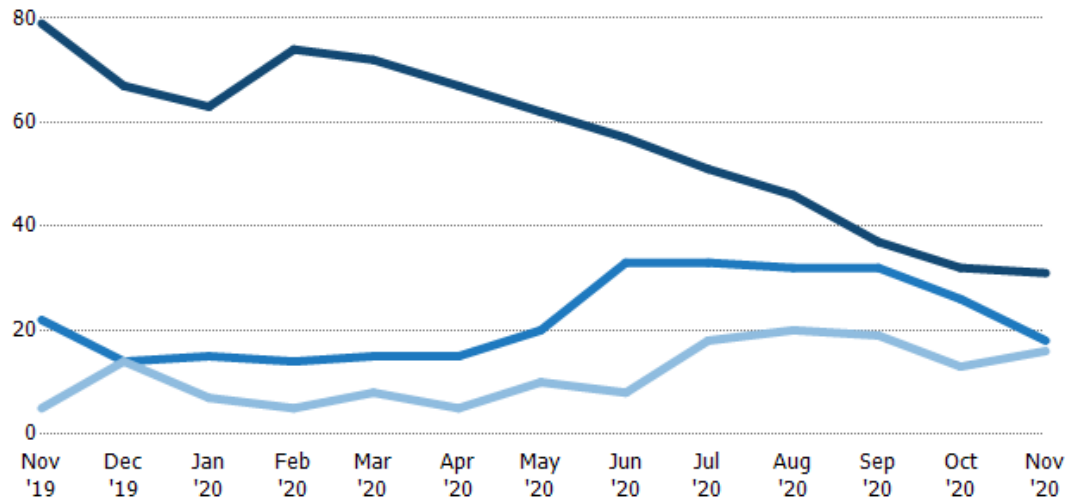
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	24%	7%	22%	9%	7%	12%	8%	18%	16%	39%	54%	59%	42%
Prior Year	16%	16%	9%	9%	7%	8%	10%	5%	13%	16%	11%	11%	24%
Change from Prior Year	-8%	9%	-14%	0%	0%	-4%	2%	-13%	-3%	-23%	-43%	-48%	-18%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	79	67	63	74	72	67	62	57	51	46	37	32	31
Pending	22	14	15	14	15	15	20	33	33	32	32	26	18
Sold	5	14	7	5	8	5	10	8	18	20	19	13	16

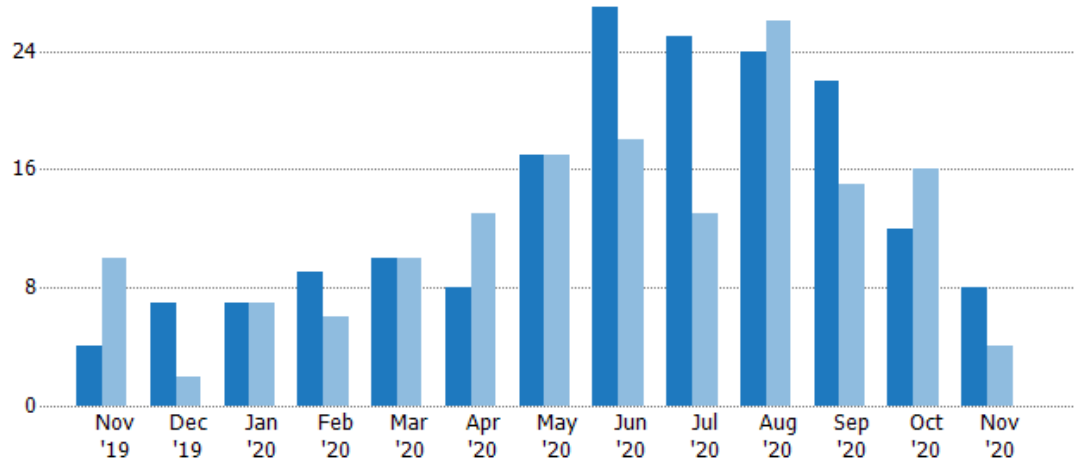
## New Pending Sales

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	4	7	7	9	10	8	17	27	25	24	22	12	8
Prior Year	10	2	7	6	10	13	17	18	13	26	15	16	4
Percent Change from Prior Year	-60%	250%	0%	50%	0%	-38%	0%	50%	92%	-8%	47%	-25%	100%

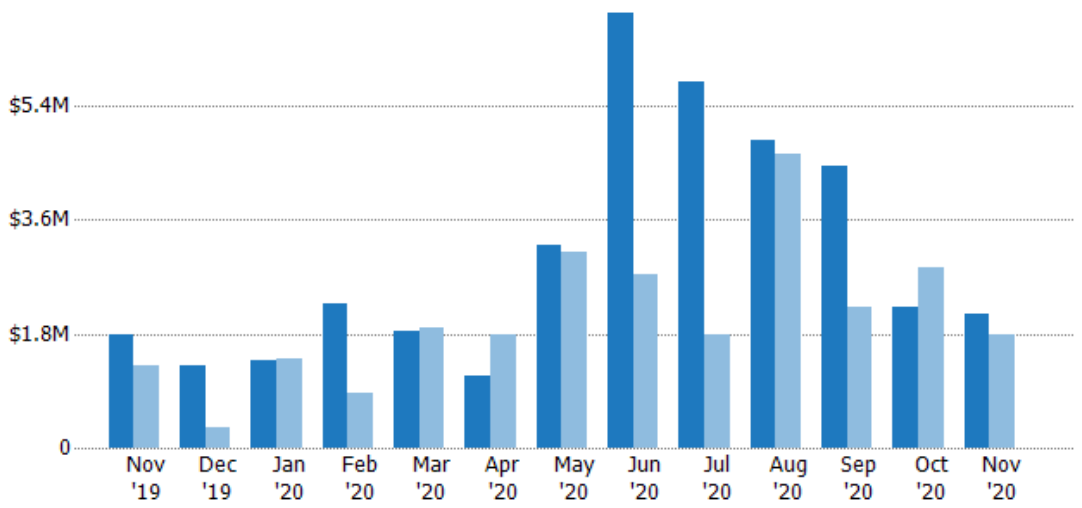
## New Pending Sales Volume

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$1.79M	\$1.29M	\$1.38M	\$2.28M	\$1.84M	\$1.12M	\$3.19M	\$6.86M	\$5.79M	\$4.86M	\$4.46M	\$2.23M	\$2.12M
Prior Year	\$1.29M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M	\$1.79M	\$4.65M	\$2.24M	\$2.85M	\$1.79M
Percent Change from Prior Year	39%	306%	-2%	161%	-3%	-37%	3%	151%	223%	4%	99%	-22%	18%



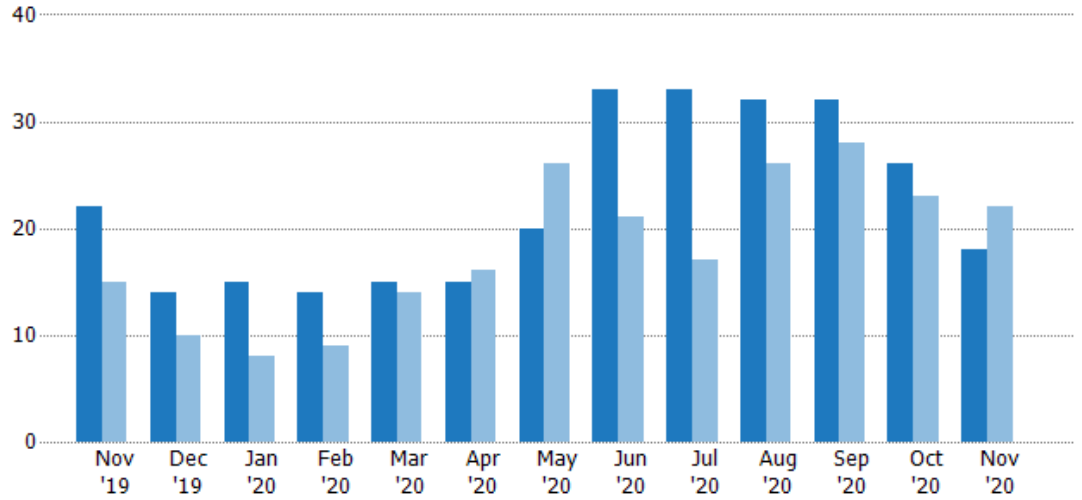
## Pending Sales

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.
Nov '20	18	-18.2%
Nov '19	22	46.7%
Nov '18	15	-33.3%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	22	14	15	14	15	15	20	33	33	32	32	26	18
Prior Year	15	10	8	9	14	16	26	21	17	26	28	23	22
Percent Change from Prior Year	47%	40%	88%	56%	7%	-6%	-23%	57%	94%	23%	14%	13%	-18%

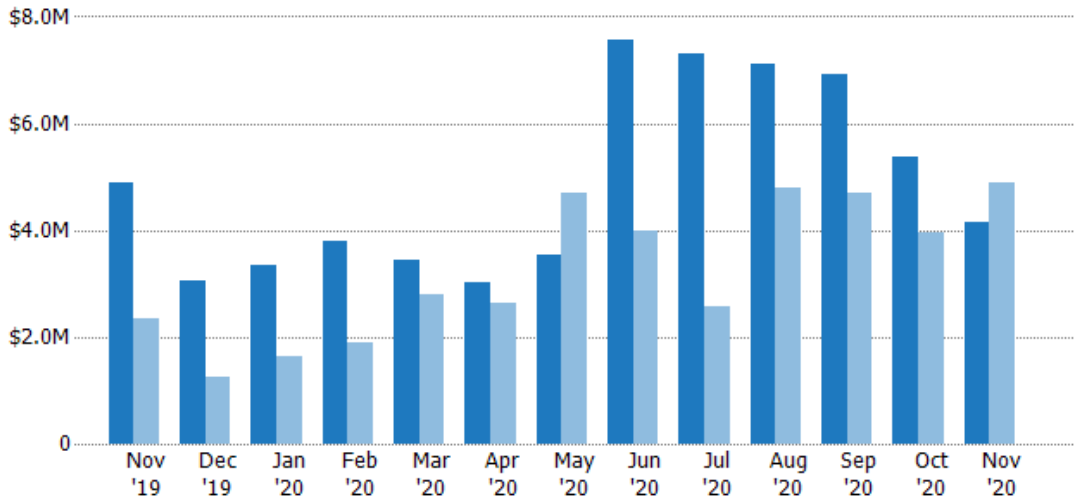
## Pending Sales Volume

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.
Nov '20	\$4.14M	-15.4%
Nov '19	\$4.9M	107.4%
Nov '18	\$2.36M	-23.1%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$4.9M	\$3.07M	\$3.33M	\$3.78M	\$3.43M	\$3.01M	\$3.54M	\$7.56M	\$7.32M	\$7.1M	\$6.93M	\$5.37M	\$4.14M
Prior Year	\$2.36M	\$1.25M	\$1.62M	\$1.9M	\$2.79M	\$2.62M	\$4.69M	\$3.99M	\$2.56M	\$4.8M	\$4.7M	\$3.96M	\$4.9M
Percent Change from Prior Year	107%	146%	105%	99%	23%	15%	-25%	90%	186%	48%	47%	35%	-15%

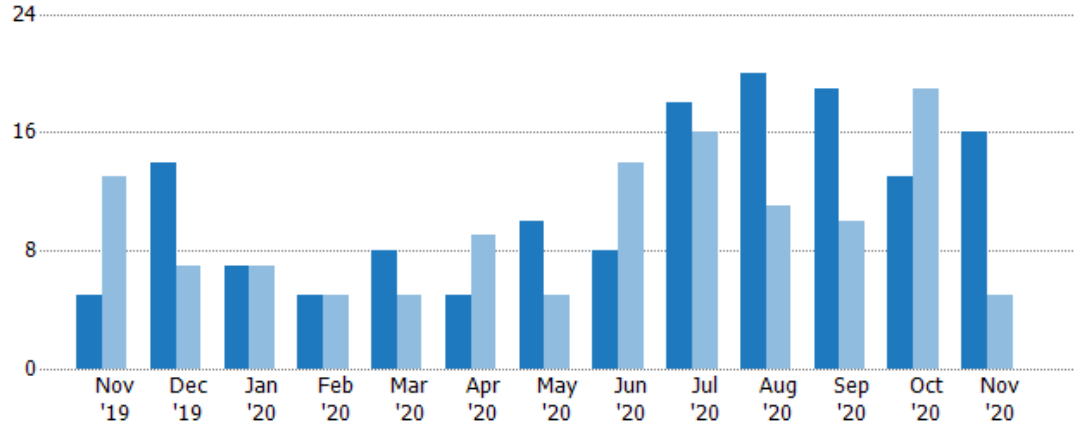
## Closed Sales

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.
Nov '20	16	220%
Nov '19	5	-61.5%
Nov '18	13	-53.8%

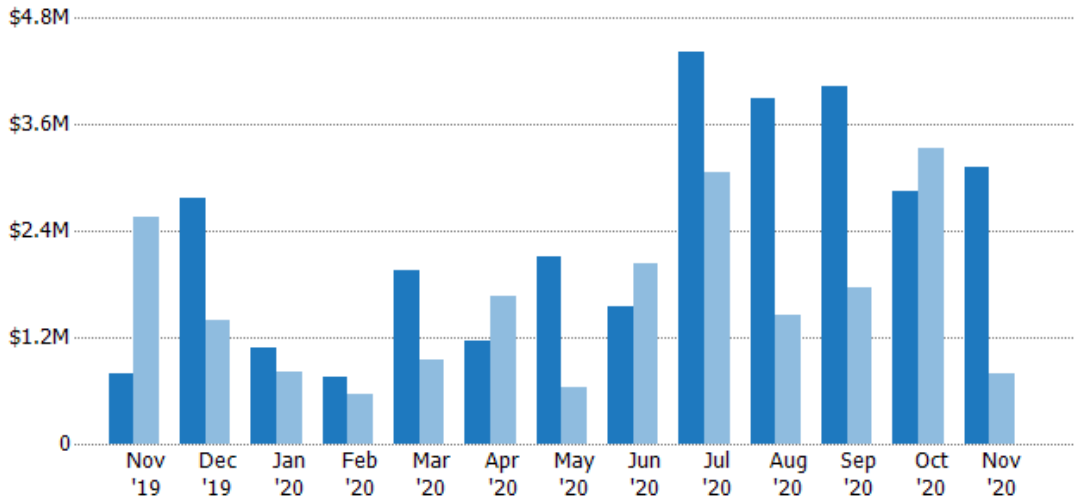
## Closed Sales Volume

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.
Nov '20	\$3.12M	289.9%
Nov '19	\$801K	-68.6%
Nov '18	\$2.55M	-37%

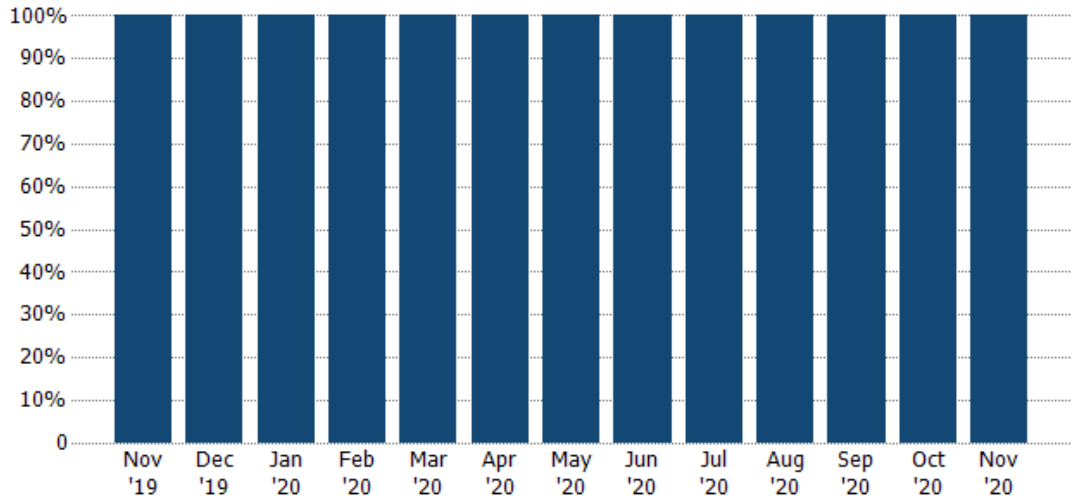
## Closed Sales by Property Type

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%

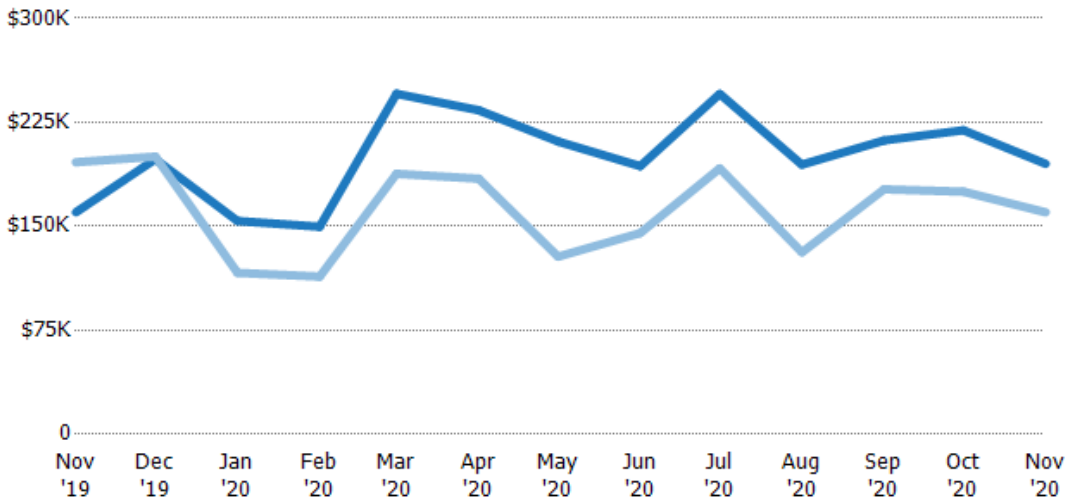
## Average Sales Price

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

\$160K \$198K \$154K \$150K \$246K \$234K \$211K \$193K \$245K \$194K \$212K \$219K \$195K  
 \$196K \$200K \$116K \$114K \$188K \$184K \$128K \$145K \$192K \$131K \$177K \$175K \$160K  
 -18% -1% 32% 32% 31% 27% 65% 33% 28% 48% 20% 25% 22%

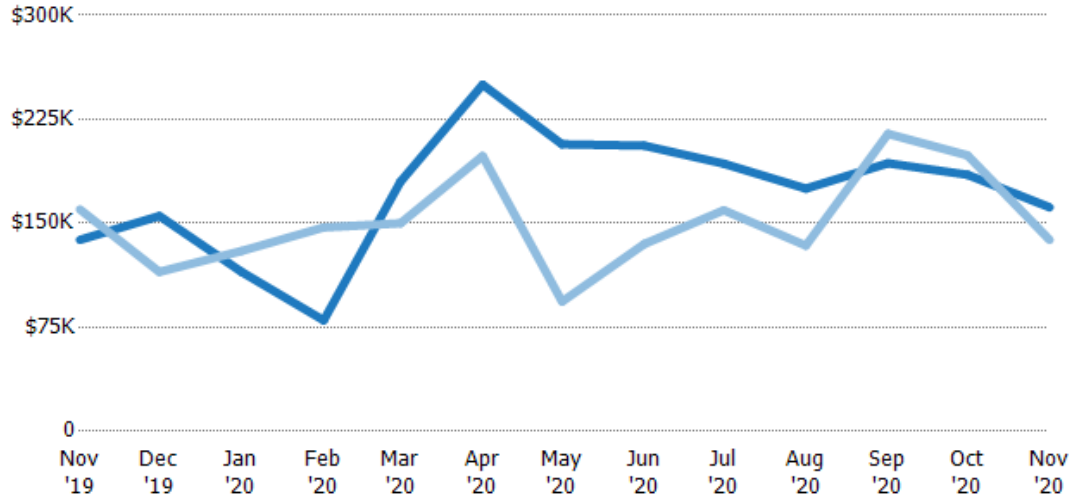
## Median Sales Price

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.
Nov '20	\$162K	17%
Nov '19	\$138K	-13.8%
Nov '18	\$160K	42.2%



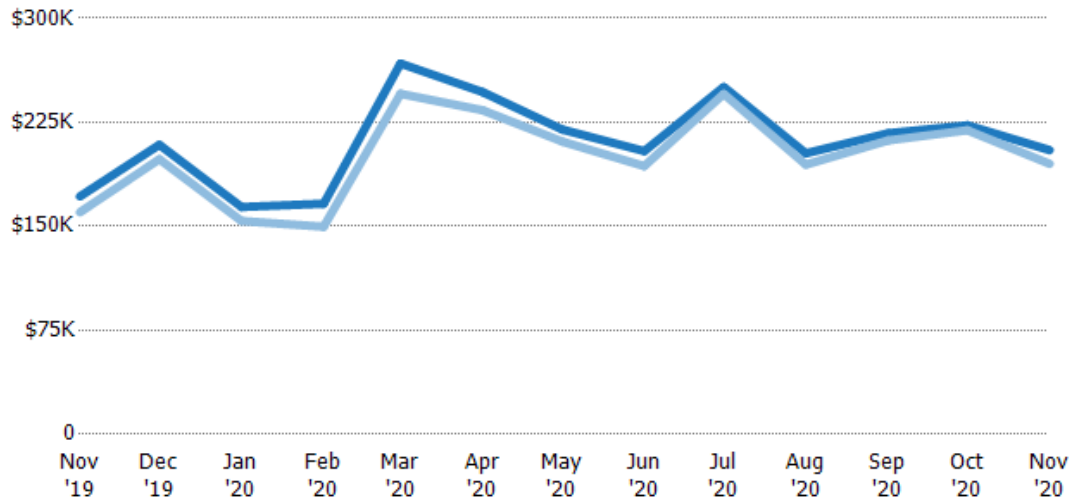
Current Year	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K	\$175K	\$193K	\$185K	\$162K
Prior Year	\$160K	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K
Percent Change from Prior Year	-14%	35%	-12%	-46%	20%	26%	121%	53%	21%	31%	-10%	-7%	17%

## 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



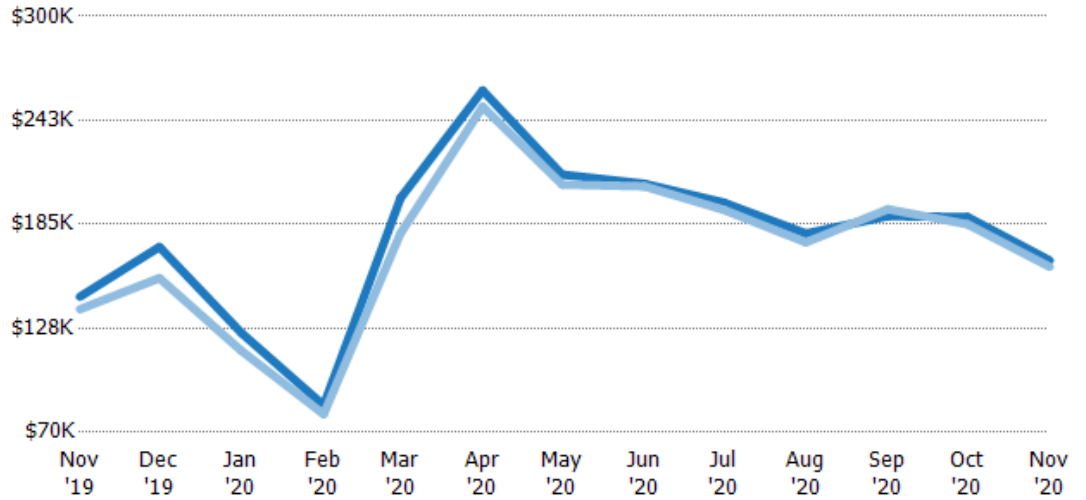
Avg List Price	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K	\$203K	\$217K	\$223K	\$205K
Avg Sales Price	\$160K	\$198K	\$154K	\$150K	\$246K	\$234K	\$211K	\$193K	\$245K	\$194K	\$212K	\$219K	\$195K
Avg Sales Price as a % of Avg List Price	93%	95%	94%	90%	92%	95%	96%	95%	98%	96%	98%	98%	95%

## 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



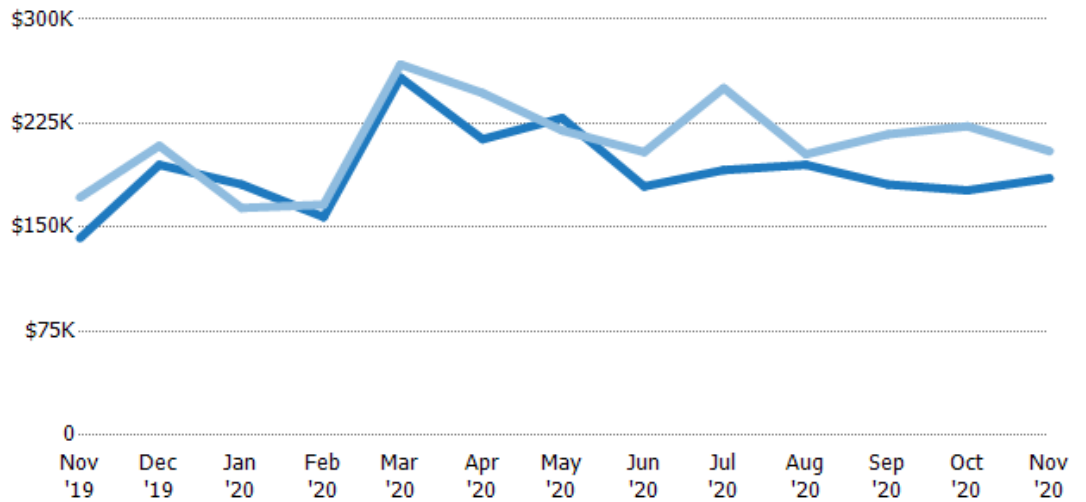
Median List Price	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K	\$180K	\$190K	\$189K	\$165K
Median Sales Price	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K	\$175K	\$193K	\$185K	\$162K
Med Sales Price as a % of Med List Price	95%	90%	92%	94%	90%	97%	97%	99%	98%	97%	102%	98%	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



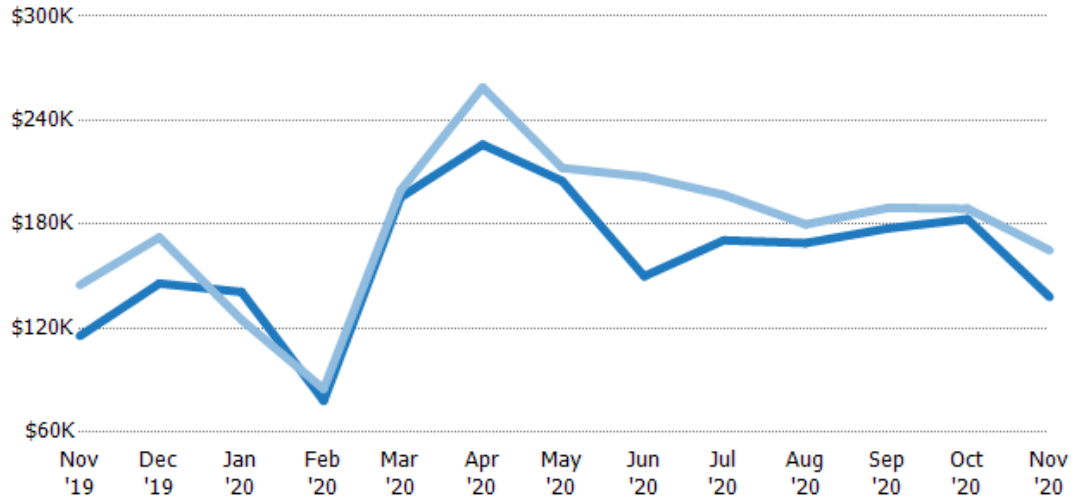
Avg Est Value	\$142K	\$195K	\$181K	\$157K	\$258K	\$214K	\$229K	\$179K	\$191K	\$195K	\$181K	\$177K	\$185K
Avg Sales Price	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K	\$203K	\$217K	\$223K	\$205K
Avg Sales Price as a % of Avg Est Value	121%	107%	91%	106%	104%	116%	96%	114%	131%	104%	120%	126%	111%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$116K	\$146K	\$141K	\$78.1K	\$196K	\$226K	\$205K	\$150K	\$171K	\$169K	\$178K	\$183K	\$138K
Median Sales Price	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K	\$180K	\$190K	\$189K	\$165K
Med Sales Price as a % of Med Est Value	125%	118%	89%	109%	102%	115%	104%	138%	115%	106%	107%	103%	120%