

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	11	+/-	144	165	-12.7%
New Listing Volume	\$2,506,900	\$1,619,100	+54.8%	\$30,995,572	\$33,200,300	-6.6%
Active Listing Count	32	90	-64.4%	N/A	N/A	
Active Listing Volume	\$9,013,500	\$20,374,000	-55.8%	N/A	N/A	
Average Listing Price	\$281,672	\$226,378	+24.4%	\$223,185	\$217,424	+2.6%
Median Listing Price	\$199,500	\$194,500	+2.6%	\$171,186	\$193,825	-11.7%
Median Days in RPR	70.5	148	-52.4%	105.45	126.14	-16.4%
Months of Inventory	1.7	9	-81.3%	5.6	9	-38.2%
Absorption Rate	59.38%	11.11%	+48.3%	18%	11.12%	+6.9%
Sales Activity Charts Metrics						
New Pending Sales Count	12	16	-25%	161	141	+14.2%
New Pending Sales Volume	\$2,231,350	\$2,851,450	-21.7%	\$34,004,272	\$23,327,299	+45.8%
Pending Sales Count	26	23	+13%	N/A	N/A	
Pending Sales Volume	\$5,367,100	\$3,963,250	+35.4%	N/A	N/A	
Closed Sales Count	13	19	-31.6%	113	101	+11.9%
Closed Sales Volume	\$2,850,400	\$3,324,400	-14.3%	\$23,800,620	\$16,255,933	+46.4%
Average Sales Price	\$219,262	\$174,968	+25.3%	\$210,625	\$160,950	+30.9%
Median Sales Price	\$185,000	\$199,000	-7%	\$182,873	\$163,260	+12%

New Listings

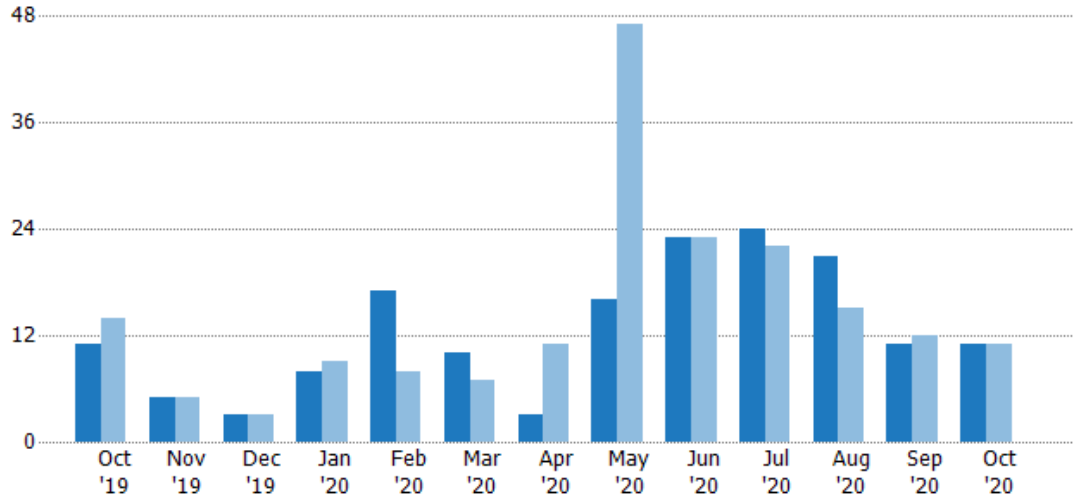
The number of new residential listings that were added each month.

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.
Oct '20	11	0%
Oct '19	11	-21.4%
Oct '18	14	-28.6%



Current Year	11	5	3	8	17	10	3	16	23	24	21	11	11
Prior Year	14	5	3	9	8	7	11	47	23	22	15	12	11
Percent Change from Prior Year	-21%	0%	0%	-11%	113%	43%	-73%	-66%	0%	9%	40%	-8%	0%

New Listing Volume

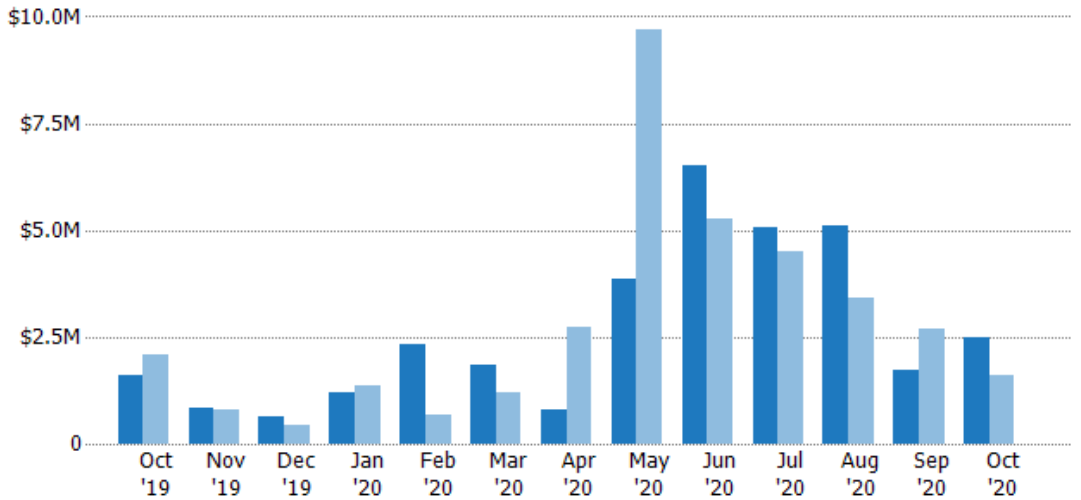
The sum of the listing price of residential listings that were added each month.

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.
Oct '20	\$2.51M	54.8%
Oct '19	\$1.62M	-22.2%
Oct '18	\$2.08M	0.5%



Current Year	\$1.62M	\$825K	\$617K	\$1.21M	\$2.33M	\$1.86M	\$805K	\$3.86M	\$6.53M	\$5.05M	\$5.1M	\$1.74M	\$2.51M
Prior Year	\$2.08M	\$789K	\$449K	\$1.37M	\$670K	\$1.19M	\$2.73M	\$9.71M	\$5.27M	\$4.52M	\$3.41M	\$2.71M	\$1.62M
Percent Change from Prior Year	-22%	5%	38%	-12%	248%	56%	-70%	-60%	24%	12%	50%	-36%	55%

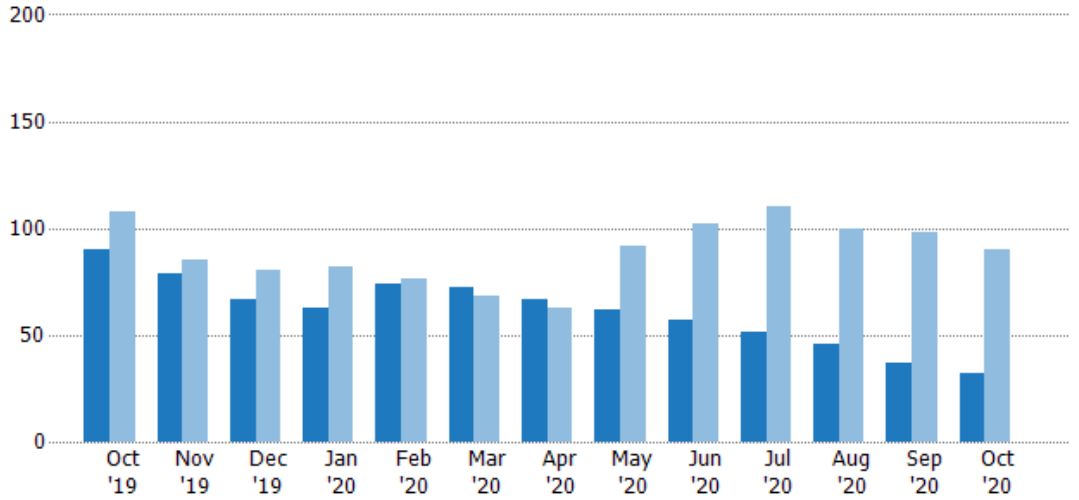
Active Listings

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '20	32	90	-64.4%
Nov '20	37	85	-56.5%
Dec '20	32	80	-60%
Jan '21	32	82	-60.5%
Feb '21	32	76	-57.9%
Mar '21	32	68	-52.9%
Apr '21	32	63	-49.2%
May '21	32	92	-65.2%
Jun '21	32	102	-68.6%
Jul '21	32	110	-70.9%
Aug '21	32	100	-68.6%
Sep '21	32	98	-67.3%
Oct '21	32	90	-64.4%

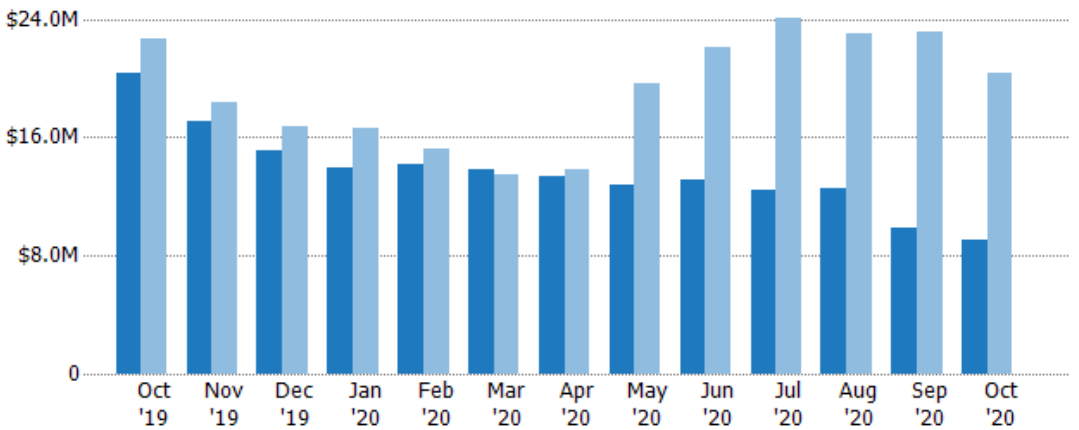
Active Listing Volume

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



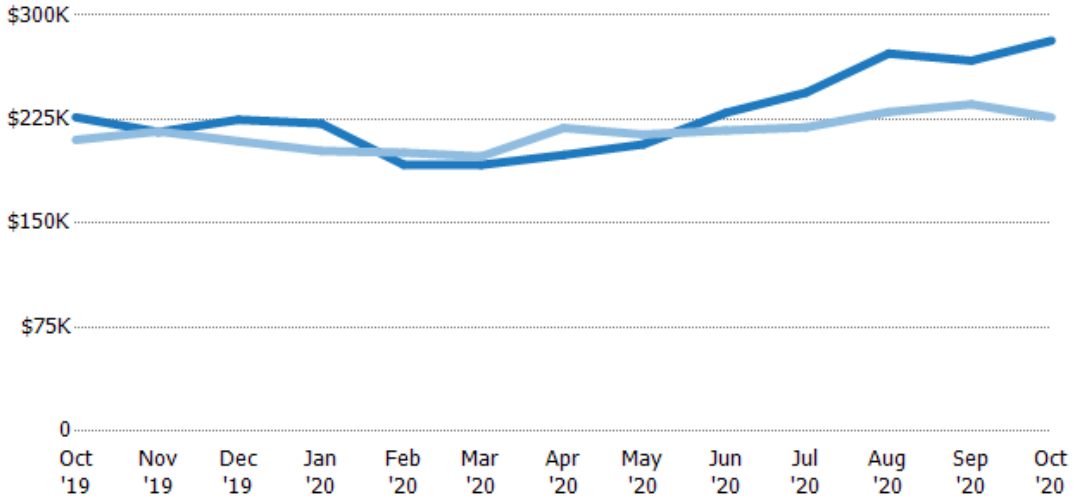
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '20	\$9.01M	\$20.4M	-55.8%
Nov '20	\$9.89M	\$18.4M	-46.2%
Dec '20	\$9.89M	\$16.7M	-41.3%
Jan '21	\$9.89M	\$16.6M	-40.4%
Feb '21	\$9.89M	\$15.3M	-35.3%
Mar '21	\$9.89M	\$13.5M	-26.7%
Apr '21	\$9.89M	\$13.8M	-28.9%
May '21	\$9.89M	\$19.7M	-50%
Jun '21	\$9.89M	\$22.1M	-55.2%
Jul '21	\$9.89M	\$24.1M	-58.9%
Aug '21	\$9.89M	\$23M	-56.6%
Sep '21	\$9.89M	\$23.1M	-56.7%
Oct '21	\$9.89M	\$20.4M	-51.4%

Average Listing Price

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

Filters Used

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873
 Property Type: Condo/Townhouse/Apt, Single Family Residence



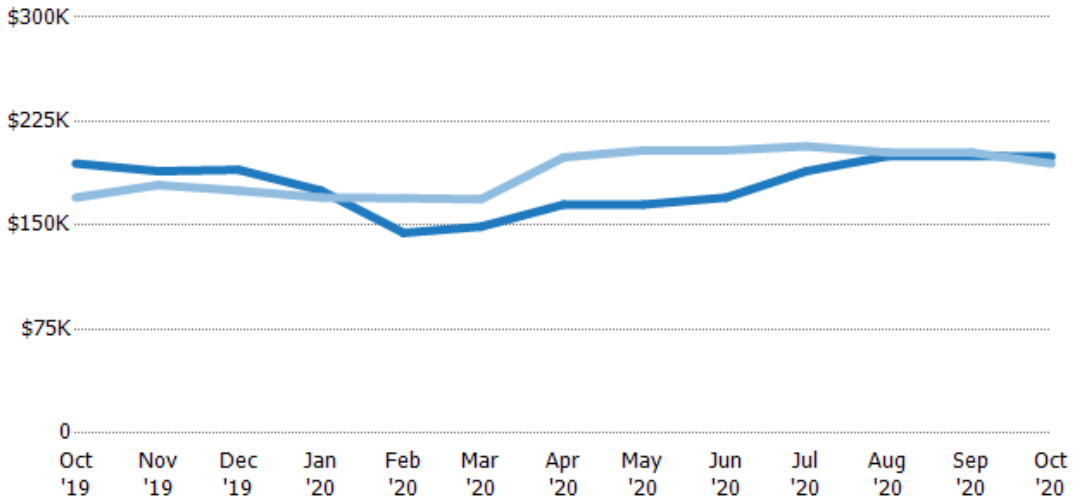
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Oct '19	\$226K	\$210K	8%
Nov '19	\$216K	\$216K	0%
Dec '19	\$225K	\$209K	7%
Jan '20	\$222K	\$202K	10%
Feb '20	\$192K	\$201K	-4%
Mar '20	\$192K	\$198K	-3%
Apr '20	\$199K	\$219K	-9%
May '20	\$207K	\$214K	-3%
Jun '20	\$230K	\$217K	6%
Jul '20	\$244K	\$219K	11%
Aug '20	\$272K	\$230K	18%
Sep '20	\$267K	\$236K	13%
Oct '20	\$282K	\$226K	24%

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



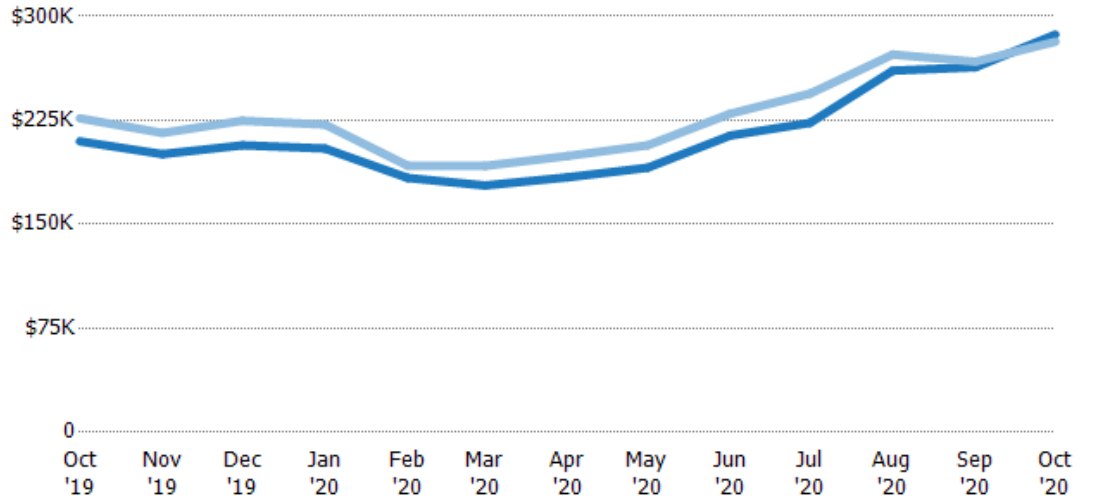
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Oct '19	\$195K	\$170K	14%
Nov '19	\$189K	\$179K	6%
Dec '19	\$190K	\$175K	9%
Jan '20	\$175K	\$170K	3%
Feb '20	\$145K	\$170K	-15%
Mar '20	\$149K	\$169K	-12%
Apr '20	\$165K	\$199K	-17%
May '20	\$165K	\$204K	-19%
Jun '20	\$170K	\$204K	-17%
Jul '20	\$189K	\$207K	-9%
Aug '20	\$200K	\$202K	-1%
Sep '20	\$200K	\$202K	-1%
Oct '20	\$200K	\$195K	3%

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



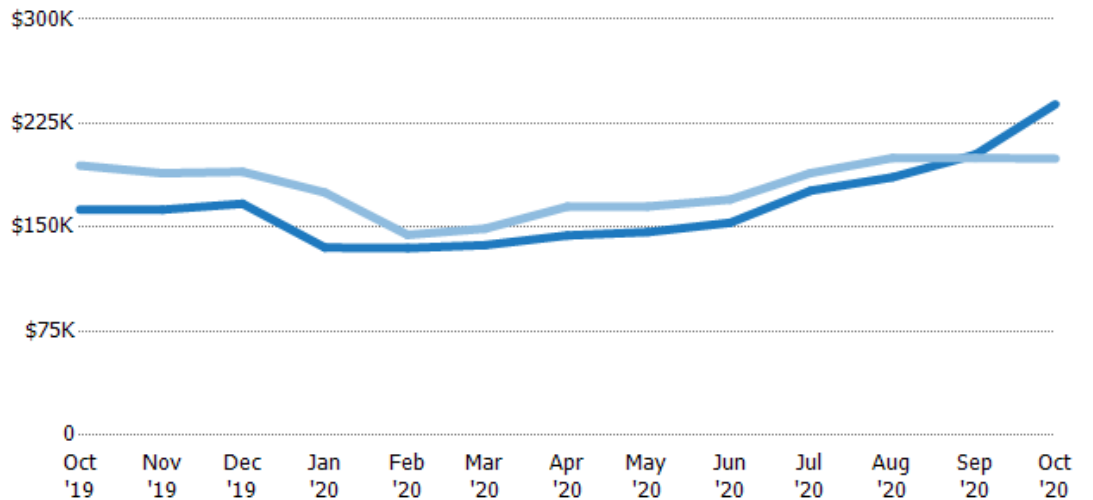
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$210K	\$201K	\$207K	\$205K	\$183K	\$178K	\$184K	\$191K	\$214K	\$223K	\$261K	\$263K	\$287K
Avg Listing Price	\$226K	\$216K	\$225K	\$222K	\$192K	\$192K	\$199K	\$207K	\$230K	\$244K	\$272K	\$267K	\$282K
Avg Listing Price as a % of Avg Est Value	108%	108%	109%	108%	105%	108%	108%	108%	107%	109%	104%	102%	98%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$163K	\$163K	\$167K	\$135K	\$135K	\$137K	\$144K	\$146K	\$153K	\$176K	\$186K	\$202K	\$239K
Median Listing Price	\$195K	\$189K	\$190K	\$175K	\$145K	\$149K	\$165K	\$165K	\$170K	\$189K	\$200K	\$200K	\$200K
Med Listing Price as a % of Med Est Value	120%	116%	114%	129%	107%	109%	114%	113%	111%	107%	107%	99%	84%

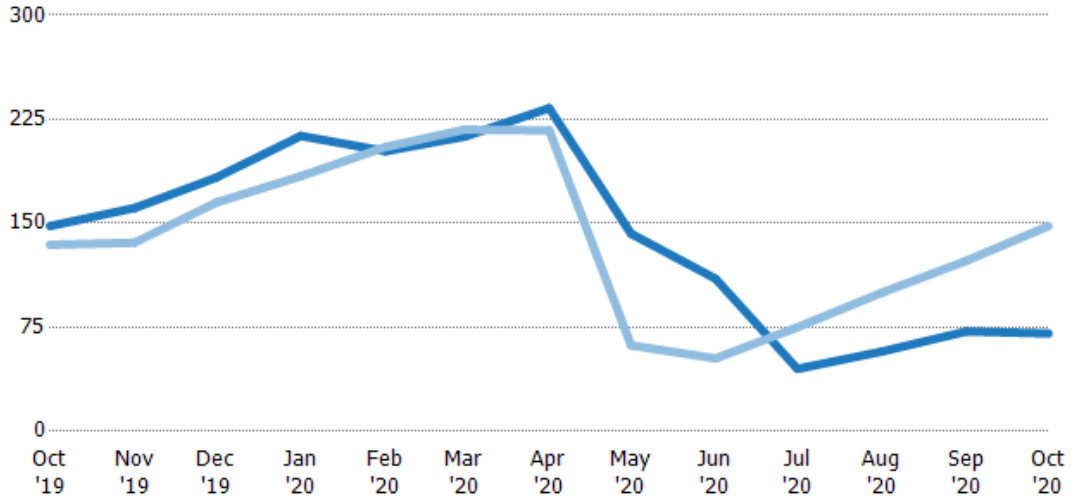
Median Days in RPR

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.
Oct '20	70.5	-52.4%
Oct '19	148	10%
Oct '18	135	8.6%



Current Year	148	161	183	213	202	213	233	143	110	45	57.5	72	70.5
Prior Year	135	136	165	184	205	218	217	62	52.5	75	100	123	148
Percent Change from Prior Year	10%	18%	11%	16%	-1%	-2%	7%	130%	110%	-40%	-43%	-41%	-52%

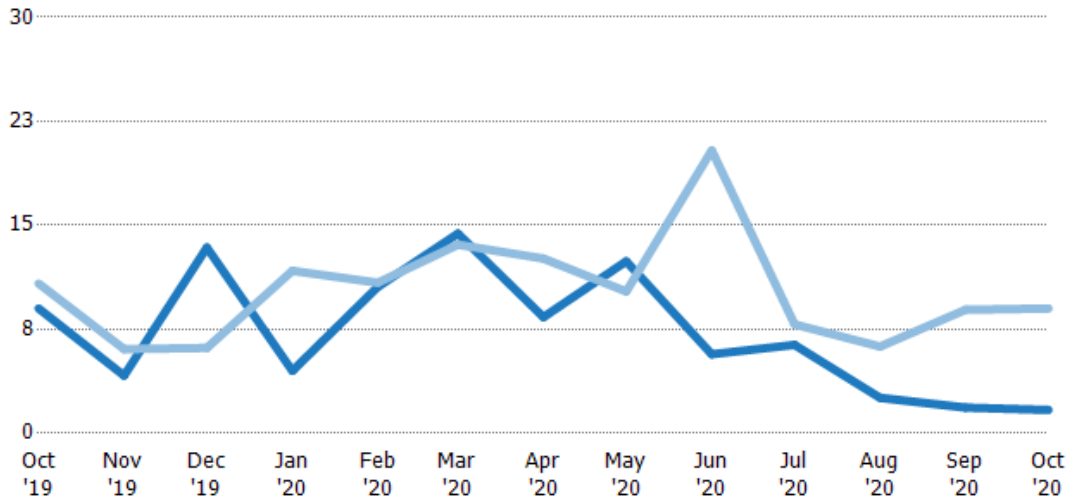
Months of Inventory

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.
Oct '20	1.68	-81.3%
Oct '19	9	-16.7%
Oct '18	10.8	-48.3%



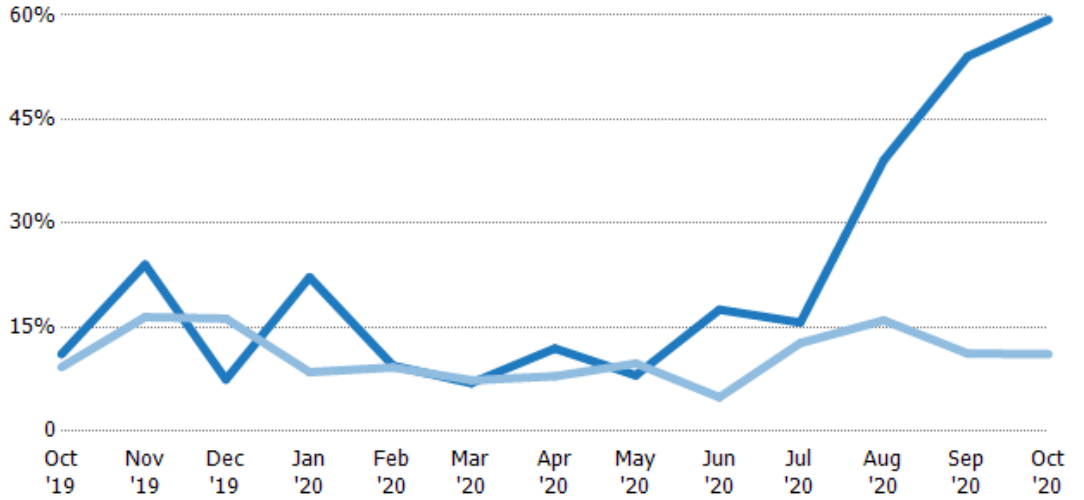
Current Year	9	4.16	13.4	4.5	10.6	14.4	8.38	12.4	5.7	6.38	2.56	1.85	1.68
Prior Year	10.8	6.07	6.15	11.7	10.9	13.6	12.6	10.2	20.4	7.86	6.25	8.91	9
Percent Change from Prior Year	-17%	-32%	118%	-62%	-3%	6%	-34%	21%	-72%	-19%	-59%	-79%	-81%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
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VT 05873
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Condo/Townhouse/Apt, Single
Family Residence



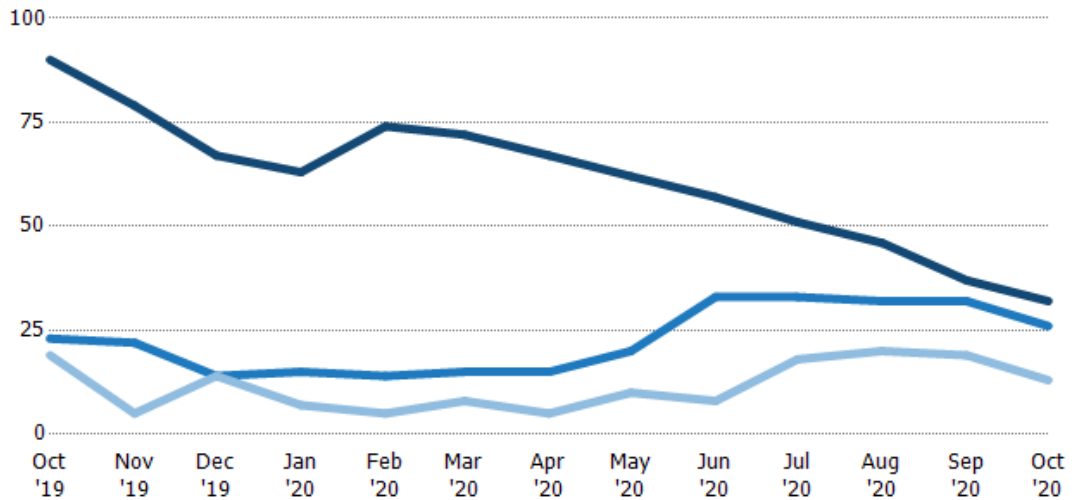
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	11%	24%	7%	22%	9%	7%	12%	8%	18%	16%	39%	54%	59%
Prior Year	9%	16%	16%	9%	9%	7%	8%	10%	5%	13%	16%	11%	11%
Change from Prior Year	-2%	-8%	9%	-14%	0%	0%	-4%	2%	-13%	-3%	-23%	-43%	-48%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	90	79	67	63	74	72	67	62	57	51	46	37	32
Pending	23	22	14	15	14	15	15	20	33	33	32	32	26
Sold	19	5	14	7	5	8	5	10	8	18	20	19	13

New Pending Sales

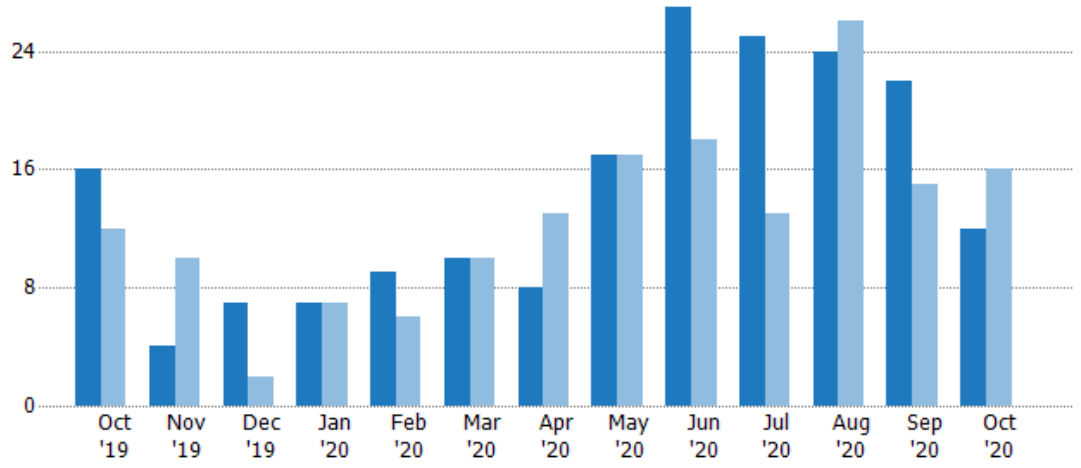
The number of residential properties with accepted offers that were added each month.

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.
Oct '20	12	-25%
Oct '19	16	33.3%
Oct '18	12	-66.7%



Current Year	16	4	7	7	9	10	8	17	27	25	24	22	12
Prior Year	12	10	2	7	6	10	13	17	18	13	26	15	16
Percent Change from Prior Year	33%	-60%	250%	0%	50%	0%	-38%	0%	50%	92%	-8%	47%	-25%

New Pending Sales Volume

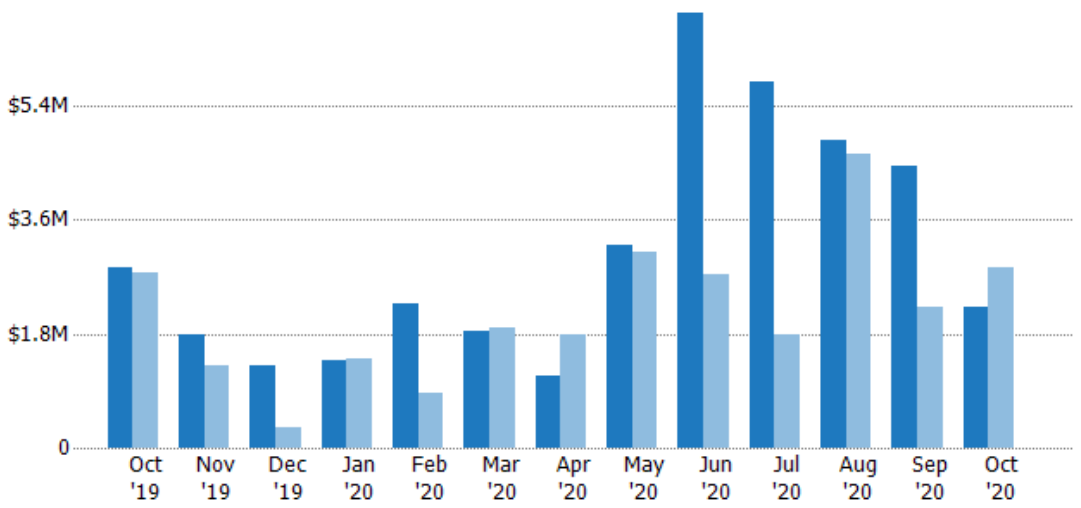
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
Oct '20	\$2.23M	-21.7%
Oct '19	\$2.85M	2.9%
Oct '18	\$2.77M	-68.9%



Current Year	\$2.85M	\$1.79M	\$1.29M	\$1.38M	\$2.28M	\$1.84M	\$1.12M	\$3.19M	\$6.86M	\$5.79M	\$4.86M	\$4.46M	\$2.23M
Prior Year	\$2.77M	\$1.29M	\$318K	\$1.41M	\$874K	\$1.9M	\$1.79M	\$3.1M	\$2.74M	\$1.79M	\$4.65M	\$2.24M	\$2.85M
Percent Change from Prior Year	3%	39%	306%	-2%	161%	-3%	-37%	3%	151%	223%	4%	99%	-22%

Pending Sales

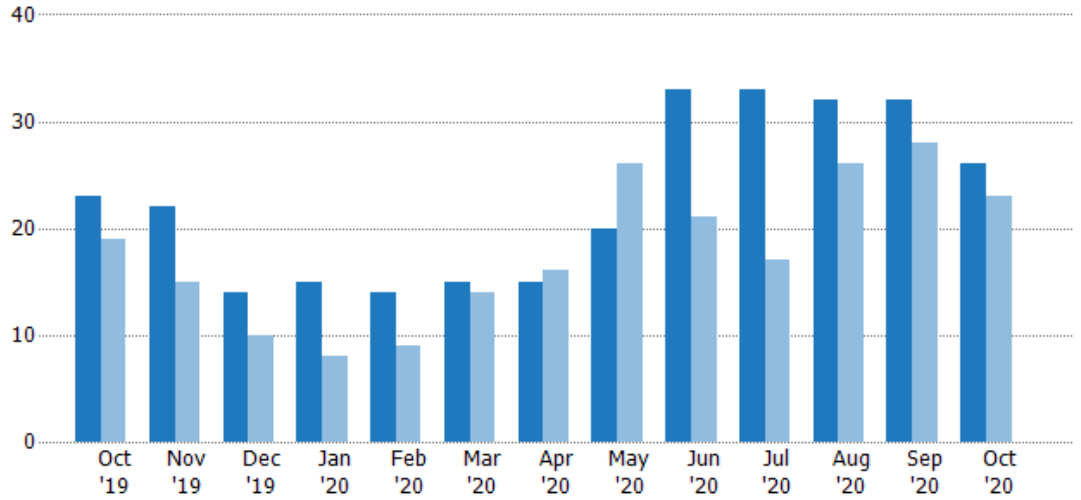
The number of residential properties with accepted offers that were available at the end each month.

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.
Oct '20	26	13%
Oct '19	23	21.1%
Oct '18	19	-52.6%



Current Year	23	22	14	15	14	15	15	20	33	33	32	32	26
Prior Year	19	15	10	8	9	14	16	26	21	17	26	28	23
Percent Change from Prior Year	21%	47%	40%	88%	56%	7%	-6%	-23%	57%	94%	23%	14%	13%

Pending Sales Volume

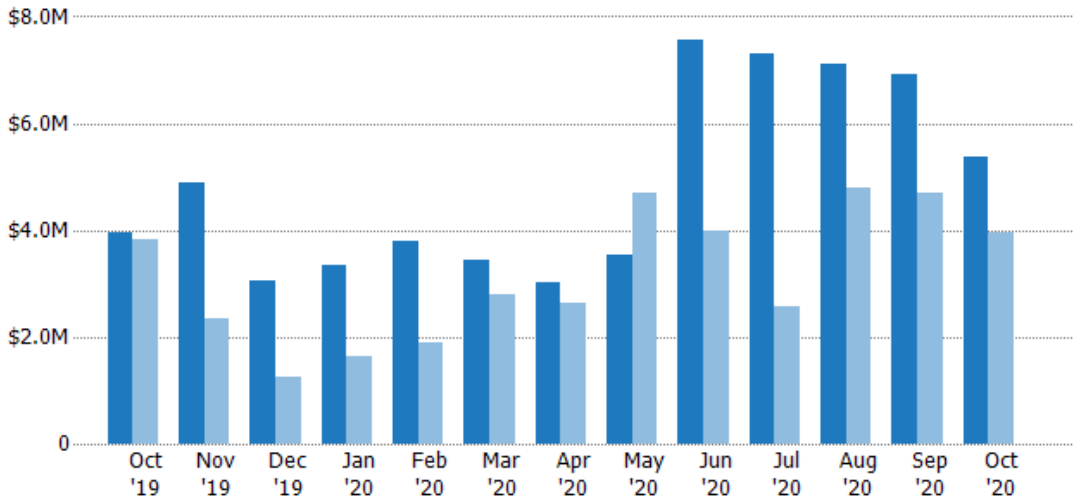
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
Oct '20	\$5.37M	35.4%
Oct '19	\$3.96M	3.4%
Oct '18	\$3.83M	-38.6%



Current Year	\$3.96M	\$4.9M	\$3.07M	\$3.33M	\$3.78M	\$3.43M	\$3.01M	\$3.54M	\$7.56M	\$7.32M	\$7.1M	\$6.93M	\$5.37M
Prior Year	\$3.83M	\$2.36M	\$1.25M	\$1.62M	\$1.9M	\$2.79M	\$2.62M	\$4.69M	\$3.99M	\$2.56M	\$4.8M	\$4.7M	\$3.96M
Percent Change from Prior Year	3%	107%	146%	105%	99%	23%	15%	-25%	90%	186%	48%	47%	35%

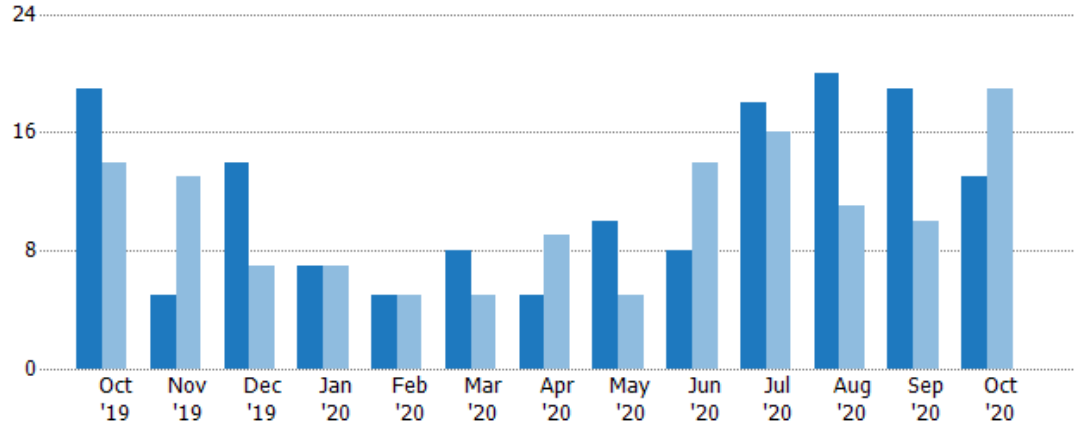
Closed Sales

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.
Oct '20	13	-31.6%
Oct '19	19	35.7%
Oct '18	14	-35.7%

Current Year	19	5	14	7	5	8	5	10	8	18	20	19	13
Prior Year	14	13	7	7	5	5	9	5	14	16	11	10	19
Percent Change from Prior Year	36%	-62%	100%	0%	0%	60%	-44%	100%	-43%	13%	82%	90%	-32%

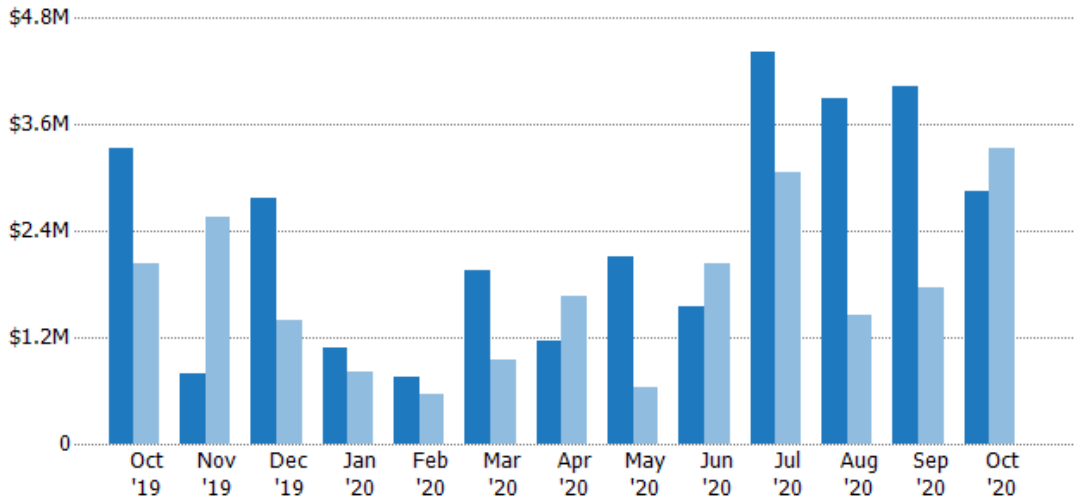
Closed Sales Volume

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.
Oct '20	\$2.85M	-14.3%
Oct '19	\$3.32M	63.5%
Oct '18	\$2.03M	-9.4%

Current Year	\$3.32M	\$801K	\$2.78M	\$1.08M	\$748K	\$1.96M	\$1.17M	\$2.11M	\$1.55M	\$4.42M	\$3.89M	\$4.03M	\$2.85M
Prior Year	\$2.03M	\$2.55M	\$1.4M	\$815K	\$569K	\$939K	\$1.66M	\$640K	\$2.03M	\$3.07M	\$1.44M	\$1.77M	\$3.32M
Percent Change from Prior Year	64%	-69%	98%	32%	32%	109%	-30%	230%	-24%	44%	169%	128%	-14%

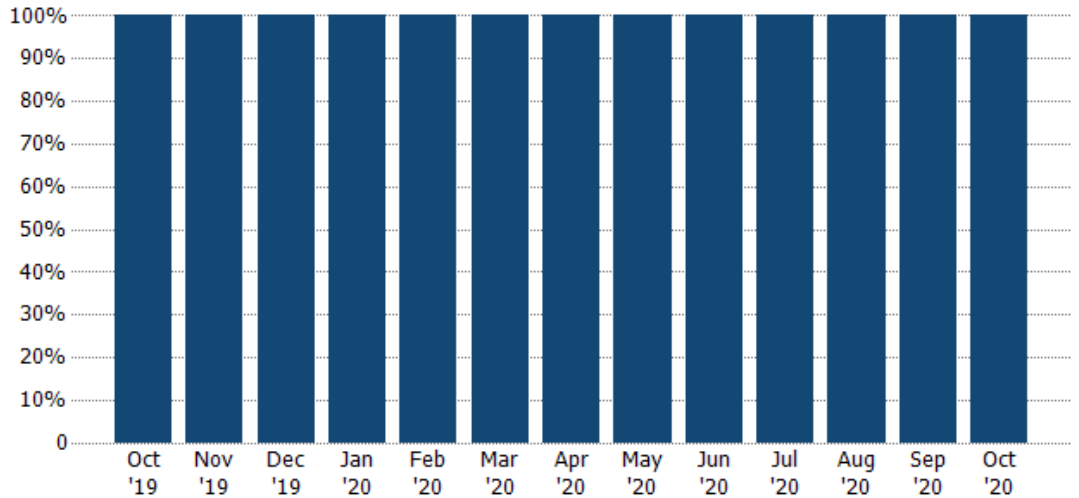
Closed Sales by Property Type

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%

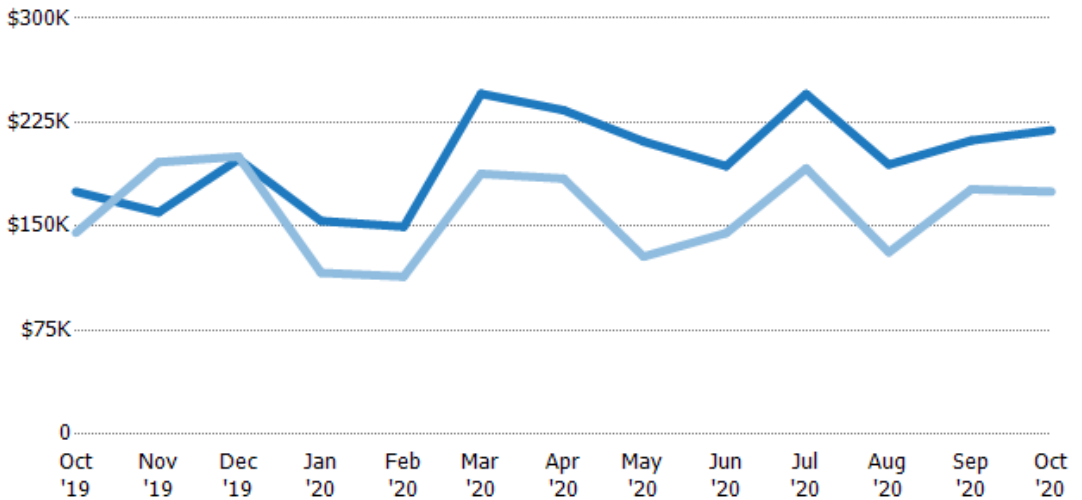
Average Sales Price

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

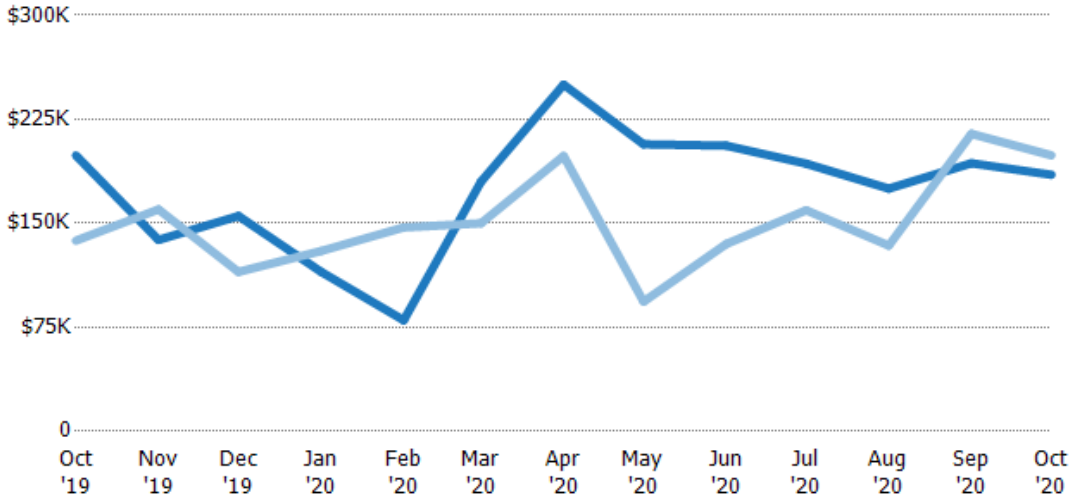
\$175K \$160K \$198K \$154K \$150K \$246K \$234K \$211K \$193K \$245K \$194K \$212K \$219K
 \$145K \$196K \$200K \$116K \$114K \$188K \$184K \$128K \$145K \$192K \$131K \$177K \$175K
 20% -18% -1% 32% 32% 31% 27% 65% 33% 28% 48% 20% 25%

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



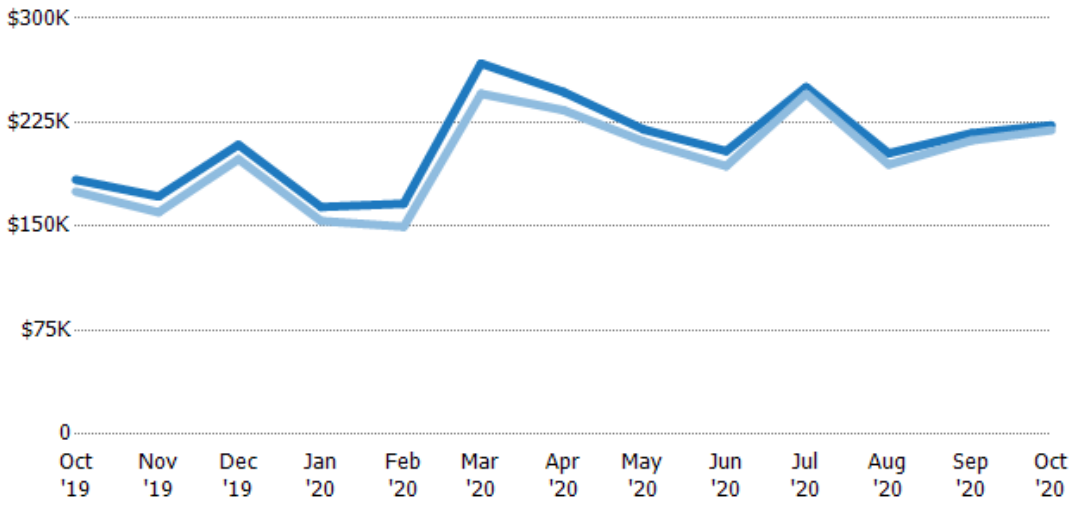
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	\$199K	\$138K	45%
Nov '19	\$138K	\$160K	-14%
Dec '19	\$155K	\$115K	35%
Jan '20	\$115K	\$130K	-12%
Feb '20	\$80K	\$147K	-46%
Mar '20	\$180K	\$150K	20%
Apr '20	\$250K	\$199K	26%
May '20	\$207K	\$93.5K	121%
Jun '20	\$206K	\$135K	53%
Jul '20	\$193K	\$159K	21%
Aug '20	\$175K	\$134K	31%
Sep '20	\$193K	\$215K	-10%
Oct '20	\$185K	\$199K	-7%

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



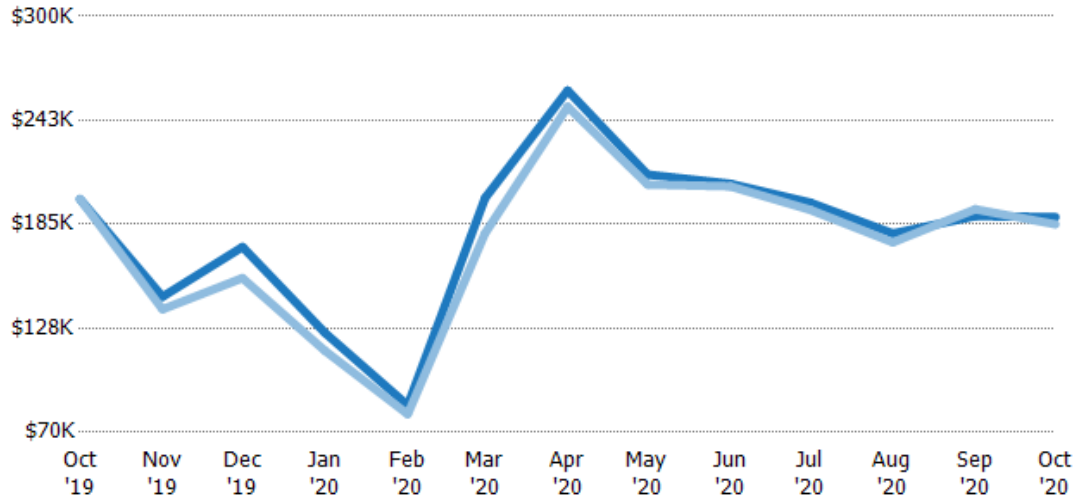
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Oct '19	\$184K	\$175K	95%
Nov '19	\$171K	\$160K	93%
Dec '19	\$209K	\$198K	95%
Jan '20	\$164K	\$154K	94%
Feb '20	\$166K	\$150K	90%
Mar '20	\$267K	\$246K	92%
Apr '20	\$247K	\$234K	95%
May '20	\$220K	\$211K	96%
Jun '20	\$204K	\$193K	95%
Jul '20	\$250K	\$245K	98%
Aug '20	\$203K	\$194K	96%
Sep '20	\$217K	\$212K	98%
Oct '20	\$223K	\$219K	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,
Danville, VT 05828, West Danville,
VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



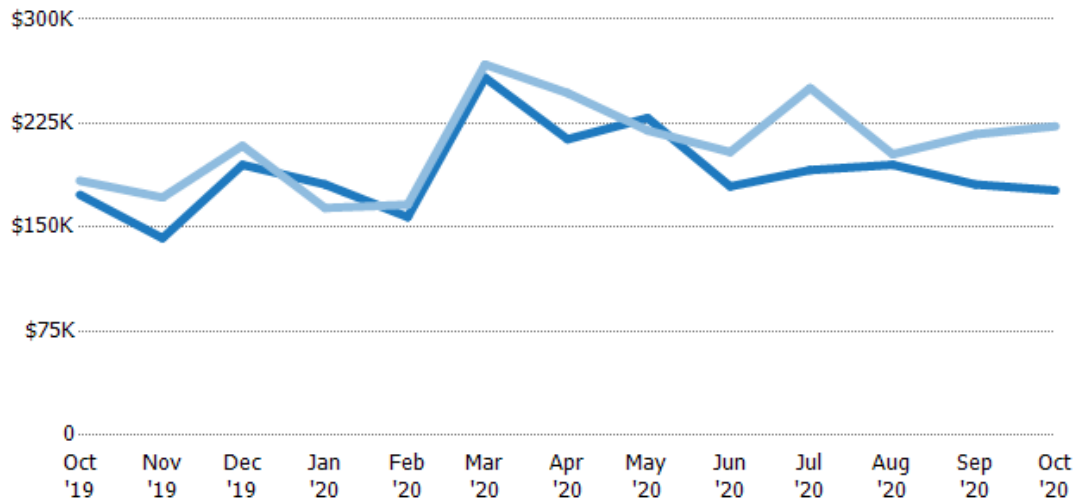
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K	\$180K	\$190K	\$189K
Median Sales Price	\$199K	\$138K	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K	\$175K	\$193K	\$185K
Med Sales Price as a % of Med List Price	100%	95%	90%	92%	94%	90%	97%	97%	99%	98%	97%	102%	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



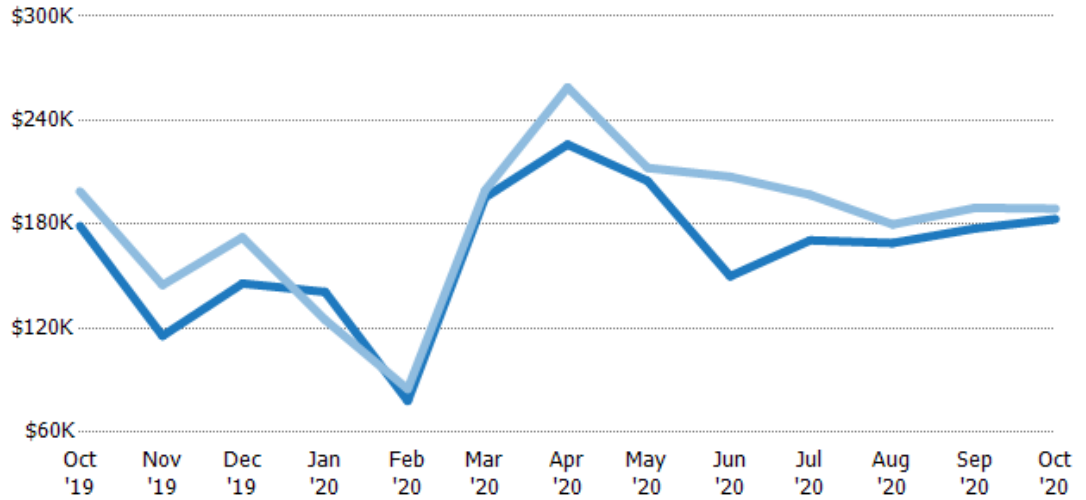
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$173K	\$142K	\$195K	\$181K	\$157K	\$258K	\$214K	\$229K	\$179K	\$191K	\$195K	\$181K	\$177K
Avg Sales Price	\$184K	\$171K	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K	\$203K	\$217K	\$223K
Avg Sales Price as a % of Avg Est Value	106%	121%	107%	91%	106%	104%	116%	96%	114%	131%	104%	120%	126%

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,
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	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$179K	\$116K	\$146K	\$141K	\$78.1K	\$196K	\$226K	\$205K	\$150K	\$171K	\$169K	\$178K	\$183K
Median Sales Price	\$199K	\$145K	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K	\$180K	\$190K	\$189K
Med Sales Price as a % of Med Est Value	111%	125%	118%	89%	109%	102%	115%	104%	138%	115%	106%	107%	103%