

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	6	8	-25%	83	110	-24.5%
New Listing Volume	\$1,385,000	\$1,265,900	+9.4%	\$15,507,222	\$20,728,800	-25.2%
Active Listing Count	19	60	-68.3%	N/A	N/A	
Active Listing Volume	\$4,501,700	\$12,860,950	-65%	N/A	N/A	
Average Listing Price	\$236,932	\$214,349	+10.5%	\$210,611	\$200,003	+5.3%
Median Listing Price	\$199,000	\$136,450	+45.8%	\$153,283	\$149,426	+2.6%
Median Days in RPR	101	136.5	-26%	135.38	124.76	+8.5%
Months of Inventory	2.4	15	-84.2%	4.8	9.4	-49.4%
Absorption Rate	42.11%	6.67%	+35.4%	20.99%	10.62%	+10.4%
Sales Activity Charts Metrics						
New Pending Sales Count	9	10	-10%	102	95	+7.4%
New Pending Sales Volume	\$1,607,350	\$1,609,450	-0.1%	\$19,079,022	\$14,183,199	+34.5%
Pending Sales Count	18	16	+12.5%	N/A	N/A	
Pending Sales Volume	\$3,535,200	\$2,511,250	+40.8%	N/A	N/A	
Closed Sales Count	6	12	-50%	69	72	-4.2%
Closed Sales Volume	\$1,297,500	\$1,890,450	-31.4%	\$12,919,120	\$10,519,000	+22.8%
Average Sales Price	\$216,250	\$157,538	+37.3%	\$187,234	\$146,097	+28.2%
Median Sales Price	\$157,000	\$117,000	+34.2%	\$163,449	\$128,788	+26.9%

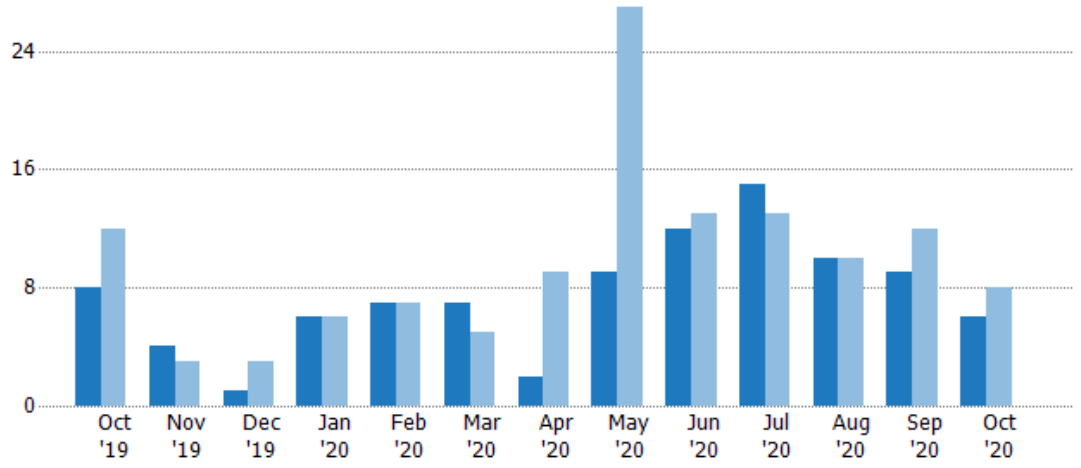
New Listings

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.
Oct '20	6	-25%
Oct '19	8	-33.3%
Oct '18	12	-66.7%



	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	8	4	1	6	7	7	2	9	12	15	10	9	6
Prior Year	12	3	3	6	7	5	9	27	13	13	10	12	8
Percent Change from Prior Year	-33%	33%	-67%	0%	0%	40%	-78%	-67%	-8%	15%	0%	-25%	-25%

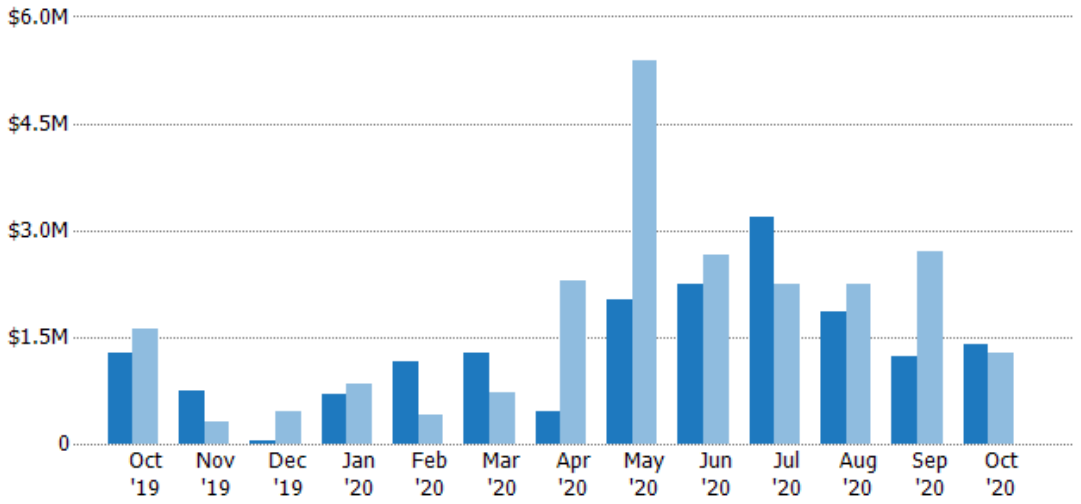
New Listing Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Oct '20	\$1.39M	9.4%
Oct '19	\$1.27M	-21.8%
Oct '18	\$1.62M	-50.4%



	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	\$1.27M	\$755K	\$49.9K	\$699K	\$1.15M	\$1.28M	\$460K	\$2.02M	\$2.25M	\$3.18M	\$1.85M	\$1.22M	\$1.39M
Prior Year	\$1.62M	\$309K	\$449K	\$851K	\$405K	\$720K	\$2.3M	\$5.37M	\$2.64M	\$2.24M	\$2.23M	\$2.71M	\$1.27M
Percent Change from Prior Year	-22%	145%	-89%	-18%	185%	78%	-80%	-62%	-15%	42%	-17%	-55%	9%

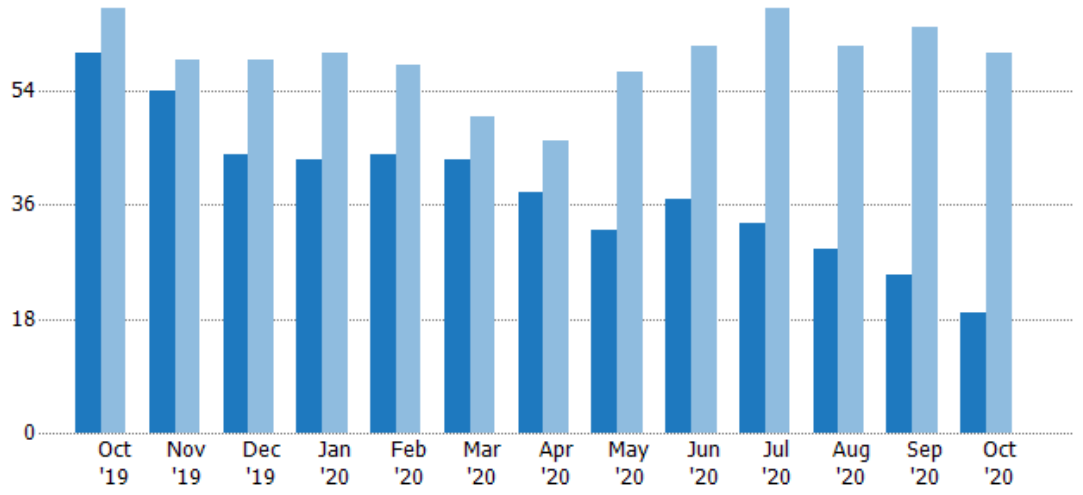
Active Listings

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.
Oct '20	19	-68.3%
Oct '19	60	-10.4%
Oct '18	67	-10.4%



	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	60	54	44	43	44	43	38	32	37	33	29	25	19
Prior Year	67	59	59	60	58	50	46	57	61	67	61	64	60
Percent Change from Prior Year	-10%	-8%	-25%	-28%	-24%	-14%	-17%	-44%	-39%	-51%	-52%	-61%	-68%

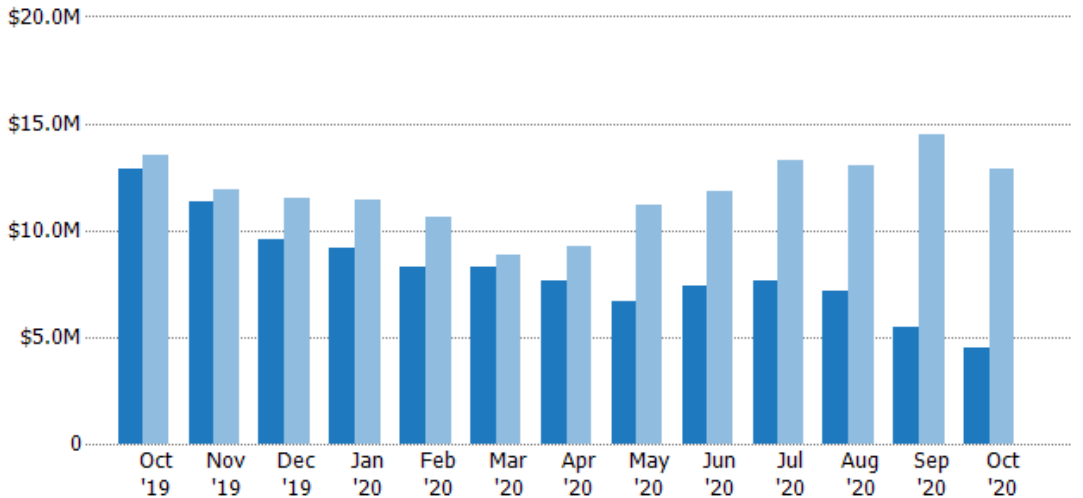
Active Listing Volume

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.
Oct '20	\$4.5M	-65%
Oct '19	\$12.9M	-4.6%
Oct '18	\$13.5M	-19.4%



	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	\$12.9M	\$11.3M	\$9.6M	\$9.17M	\$8.24M	\$8.27M	\$7.66M	\$6.71M	\$7.41M	\$7.64M	\$7.19M	\$5.45M	\$4.5M
Prior Year	\$13.5M	\$11.9M	\$11.5M	\$11.4M	\$10.6M	\$8.84M	\$9.24M	\$11.2M	\$11.9M	\$13.2M	\$13M	\$14.5M	\$12.9M
Percent Change from Prior Year	-5%	-5%	-17%	-20%	-23%	-6%	-17%	-40%	-38%	-42%	-45%	-62%	-65%

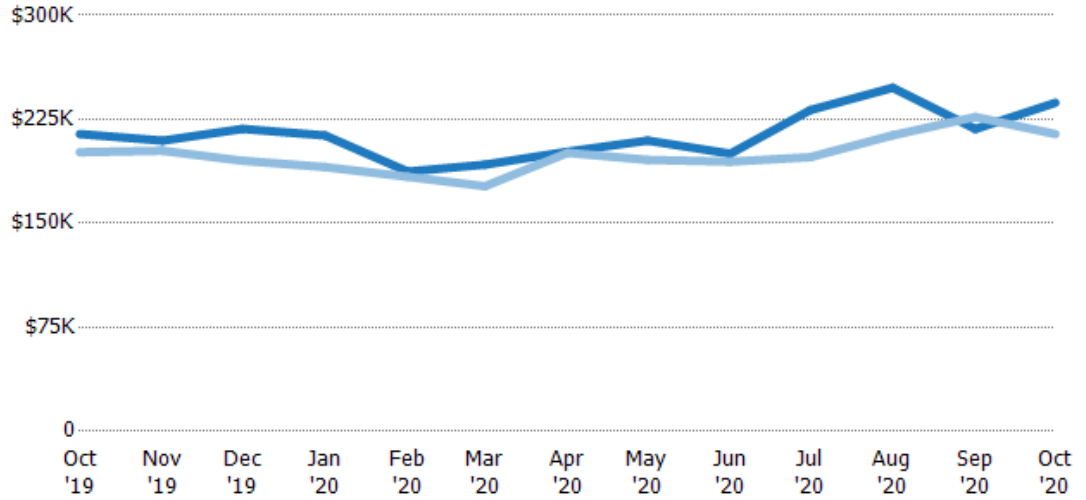
Average Listing Price

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.
Oct '20	\$237K	10.5%
Oct '19	\$214K	6.5%
Oct '18	\$201K	-10%



Current Year	\$214K	\$210K	\$218K	\$213K	\$187K	\$192K	\$202K	\$210K	\$200K	\$232K	\$248K	\$218K	\$237K
Prior Year	\$201K	\$202K	\$195K	\$191K	\$184K	\$177K	\$201K	\$196K	\$194K	\$198K	\$213K	\$227K	\$214K
Percent Change from Prior Year	6%	4%	12%	12%	2%	9%	0%	7%	3%	17%	16%	-4%	11%

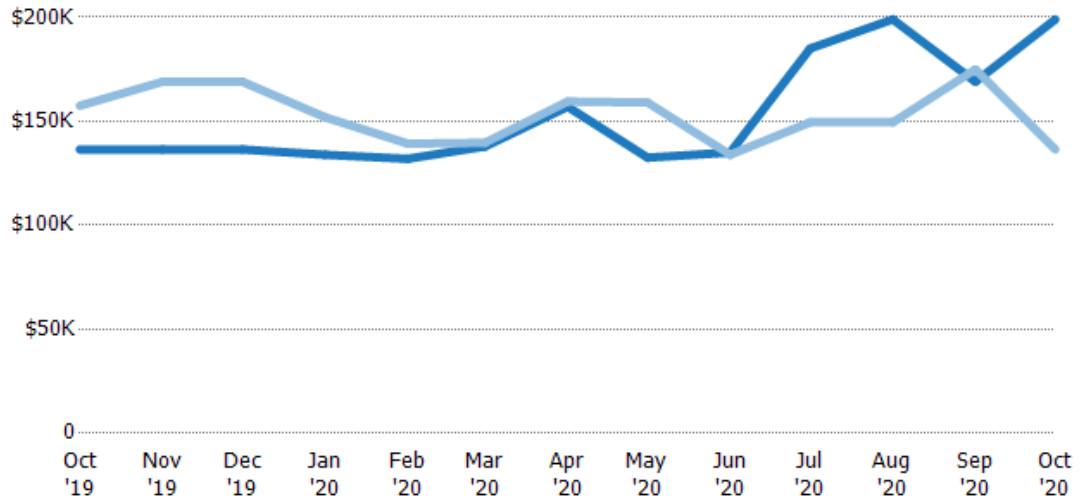
Median Listing Price

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.
Oct '20	\$199K	45.8%
Oct '19	\$136K	-13.4%
Oct '18	\$158K	2.5%



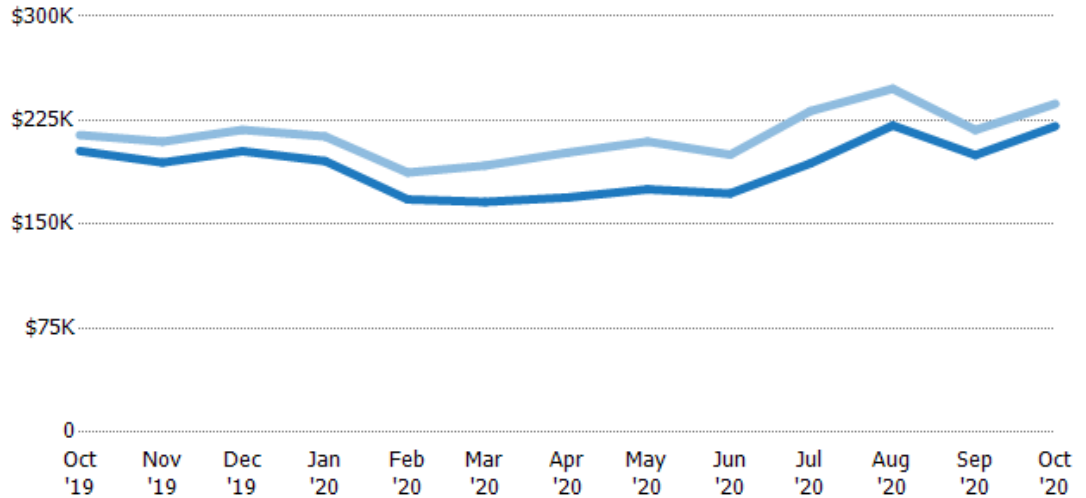
Current Year	\$136K	\$136K	\$136K	\$134K	\$132K	\$138K	\$157K	\$133K	\$135K	\$185K	\$199K	\$169K	\$199K
Prior Year	\$158K	\$169K	\$169K	\$152K	\$139K	\$140K	\$159K	\$159K	\$134K	\$150K	\$150K	\$175K	\$136K
Percent Change from Prior Year	-13%	-19%	-19%	-12%	-5%	-1%	-2%	-17%	1%	24%	33%	-3%	46%

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

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Saint Johnsbury Center, VT 05863
Property Type:
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Family Residence



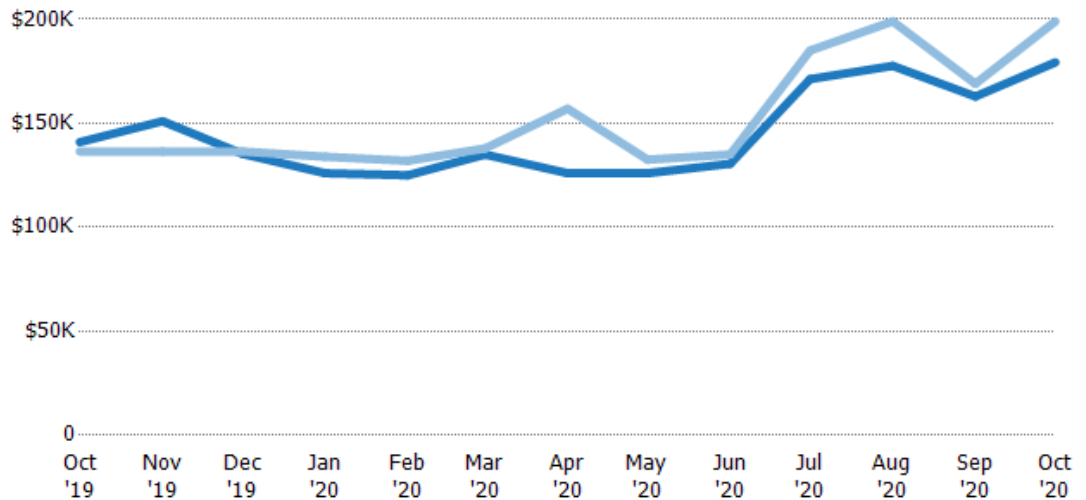
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$203K	\$195K	\$203K	\$196K	\$168K	\$166K	\$169K	\$175K	\$172K	\$194K	\$221K	\$200K	\$221K
Avg Listing Price	\$214K	\$210K	\$218K	\$213K	\$187K	\$192K	\$202K	\$210K	\$200K	\$232K	\$248K	\$218K	\$237K
Avg Listing Price as a % of Avg Est Value	106%	108%	108%	109%	112%	116%	119%	120%	116%	119%	112%	109%	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,
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Saint Johnsbury Center, VT 05863
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	\$141K	\$151K	\$135K	\$126K	\$125K	\$135K	\$126K	\$126K	\$131K	\$171K	\$178K	\$163K	\$179K
Median Listing Price	\$136K	\$136K	\$136K	\$134K	\$132K	\$138K	\$157K	\$133K	\$135K	\$185K	\$199K	\$169K	\$199K
Med Listing Price as a % of Med Est Value	97%	90%	101%	106%	106%	102%	125%	105%	103%	108%	112%	104%	111%

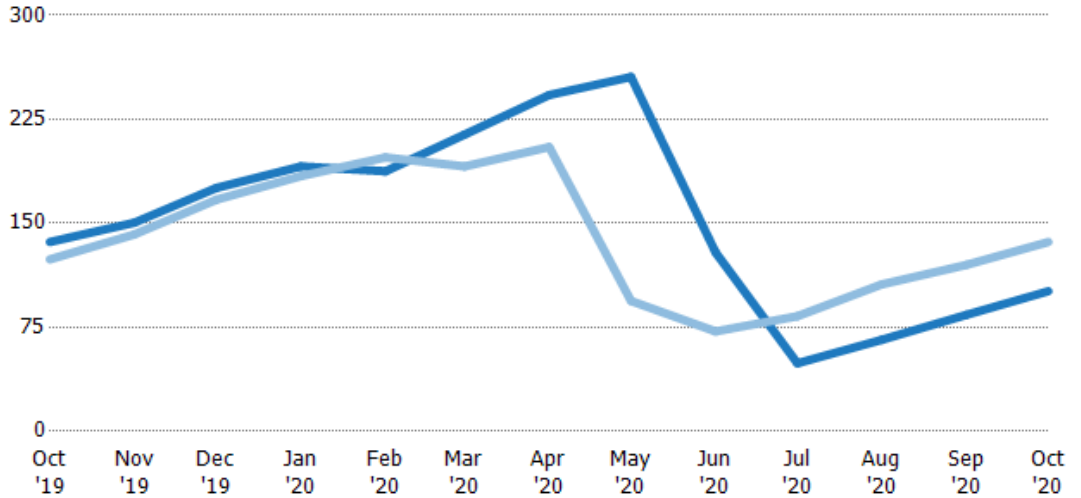
Median Days in RPR

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

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 Family Residence

Month/Year	Days	% Chg.
Oct '20	101	-26%
Oct '19	137	10.1%
Oct '18	124	21.8%



	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	137	151	176	191	188	214	243	256	129	49	66	84	101
Prior Year	124	142	167	184	198	191	205	94	72	83	106	120	137
Percent Change from Prior Year	10%	6%	5%	4%	-5%	12%	18%	172%	79%	-41%	-38%	-30%	-26%

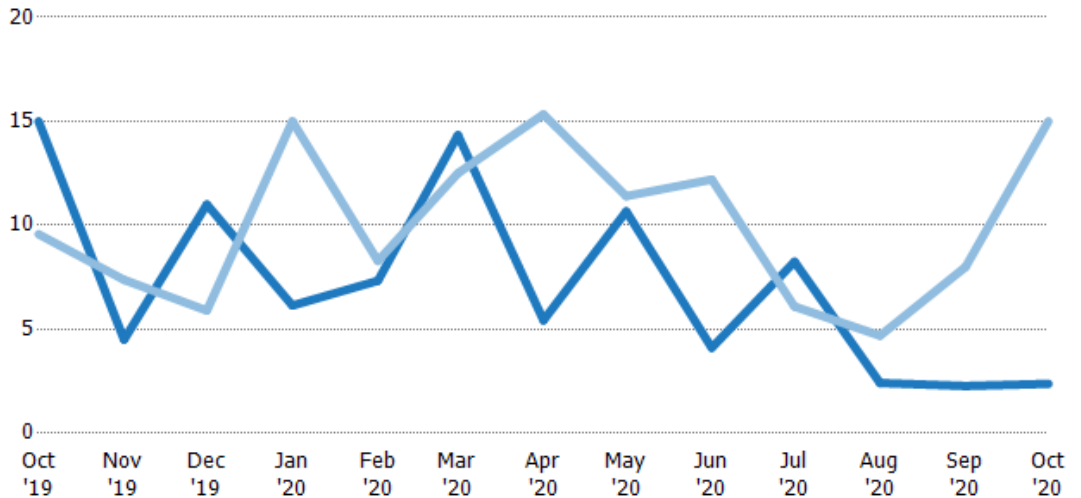
Months of Inventory

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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 Family Residence

Month/Year	Months	% Chg.
Oct '20	2.38	-84.2%
Oct '19	15	56.7%
Oct '18	9.57	-43%



	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	15	4.5	11	6.14	7.33	14.3	5.43	10.7	4.11	8.25	2.42	2.27	2.38
Prior Year	9.57	7.38	5.9	15	8.29	12.5	15.3	11.4	12.2	6.09	4.69	8	15
Percent Change from Prior Year	57%	-39%	86%	-59%	-11%	15%	-65%	-6%	-66%	35%	-48%	-72%	-84%

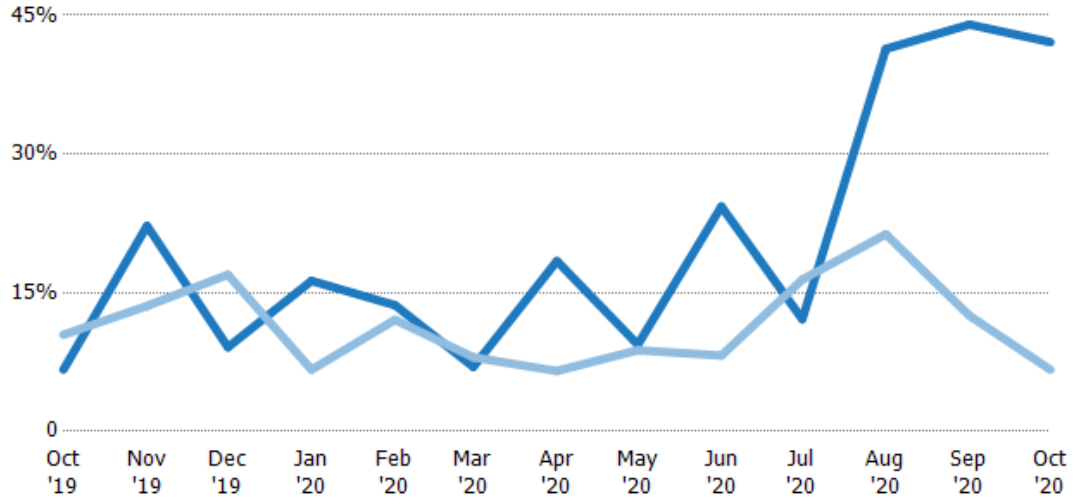
Absorption Rate

The percentage of inventory sold per 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

Month/ Year	Rate	Chg.
Oct '20	42%	-35.4%
Oct '19	7%	3.8%
Oct '18	10%	75.6%



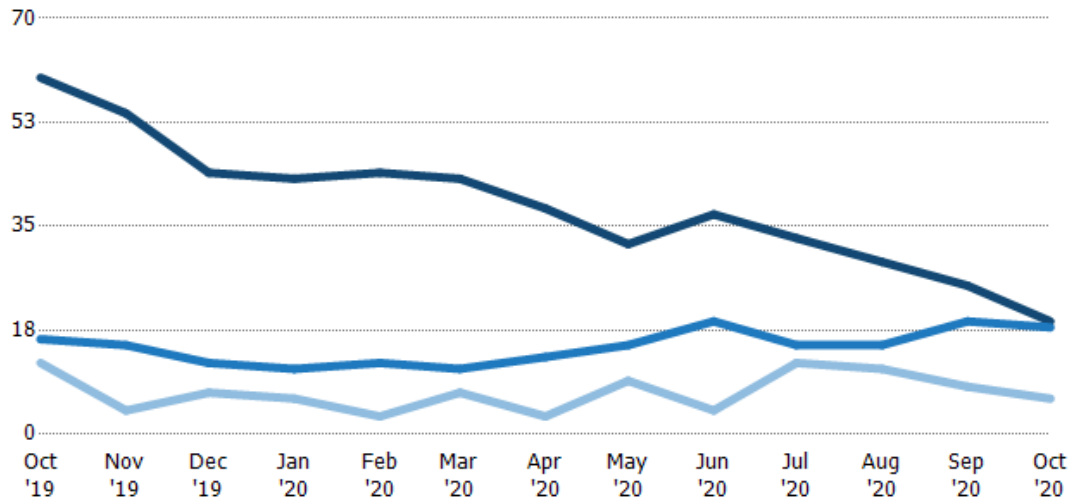
Current Year	7%	22%	9%	16%	14%	7%	18%	9%	24%	12%	41%	44%	42%
Prior Year	10%	14%	17%	7%	12%	8%	7%	9%	8%	16%	21%	13%	7%
Change from Prior Year	4%	-9%	8%	-10%	-2%	1%	-12%	-1%	-16%	4%	-20%	-32%	-35%

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



Active	60	54	44	43	44	43	38	32	37	33	29	25	19
Pending	16	15	12	11	12	11	13	15	19	15	15	19	18
Sold	12	4	7	6	3	7	3	9	4	12	11	8	6

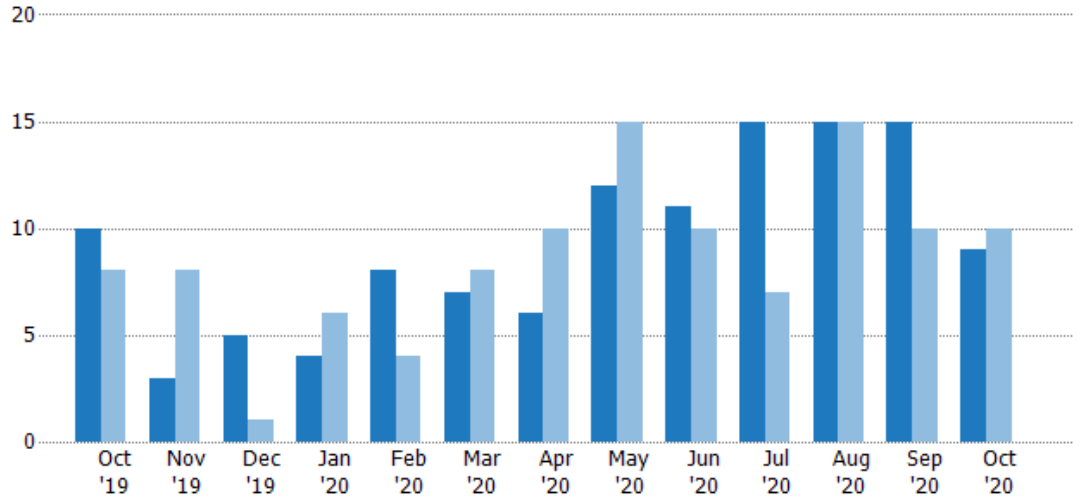
New Pending Sales

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.
Oct '20	9	-10%
Oct '19	10	25%
Oct '18	8	-50%



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

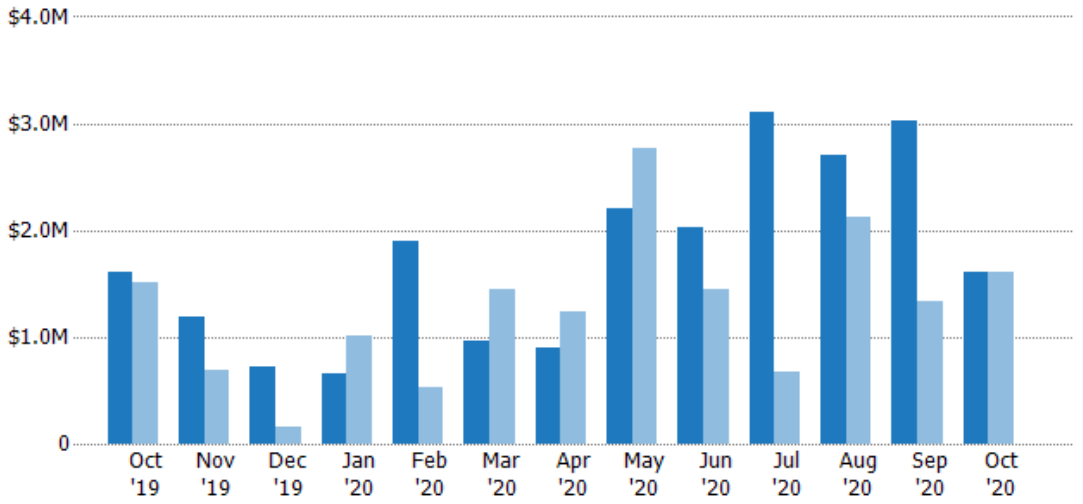
New Pending Sales Volume

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.
Oct '20	\$1.61M	-0.1%
Oct '19	\$1.61M	6.1%
Oct '18	\$1.52M	-43.2%



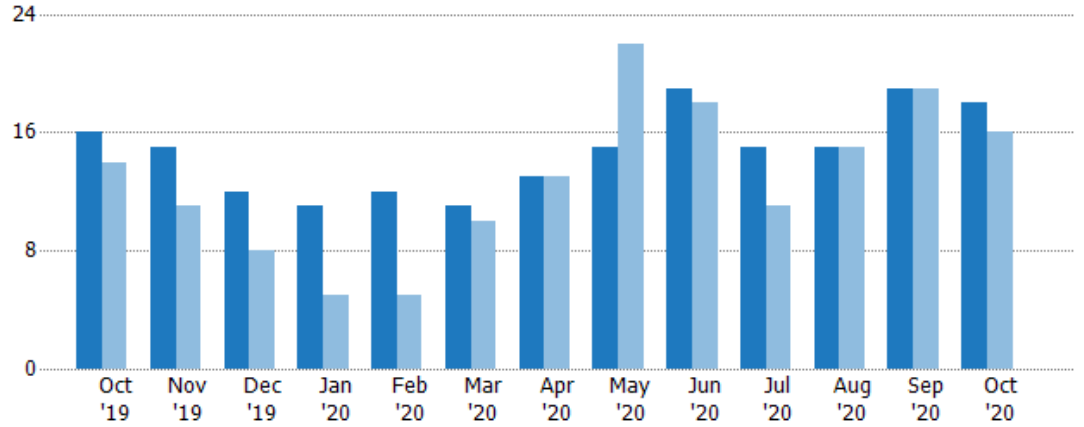
Current Year	\$1.61M	\$1.19M	\$727K	\$655K	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M	\$3.1M	\$2.7M	\$3.03M	\$1.61M
Prior Year	\$1.52M	\$694K	\$158K	\$1.01M	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M	\$676K	\$2.13M	\$1.34M	\$1.61M
Percent Change from Prior Year	6%	72%	362%	-35%	261%	-33%	-27%	-21%	40%	358%	27%	126%	0%

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



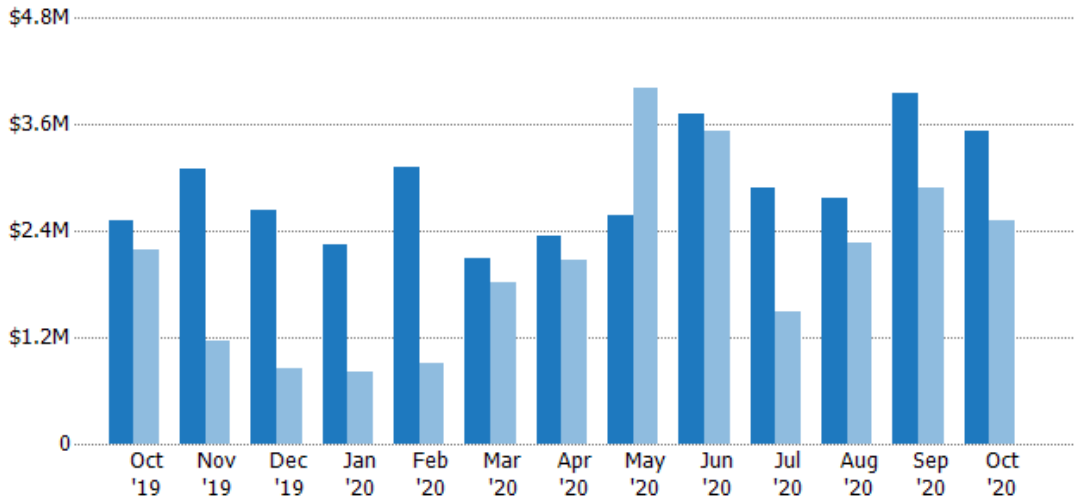
Month/Year	Count	% Chg.
Oct '20	18	12.5%
Oct '19	16	14.3%
Oct '18	14	-42.9%

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



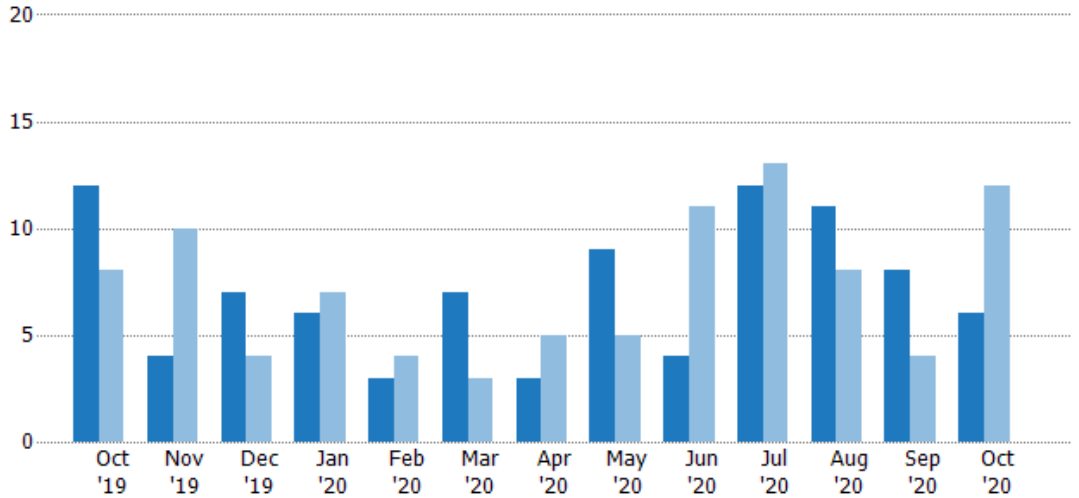
Month/Year	Volume	% Chg.
Oct '20	\$3.54M	40.8%
Oct '19	\$2.51M	15.1%
Oct '18	\$2.18M	2.2%

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.
Oct '20	6	-50%
Oct '19	12	50%
Oct '18	8	-37.5%

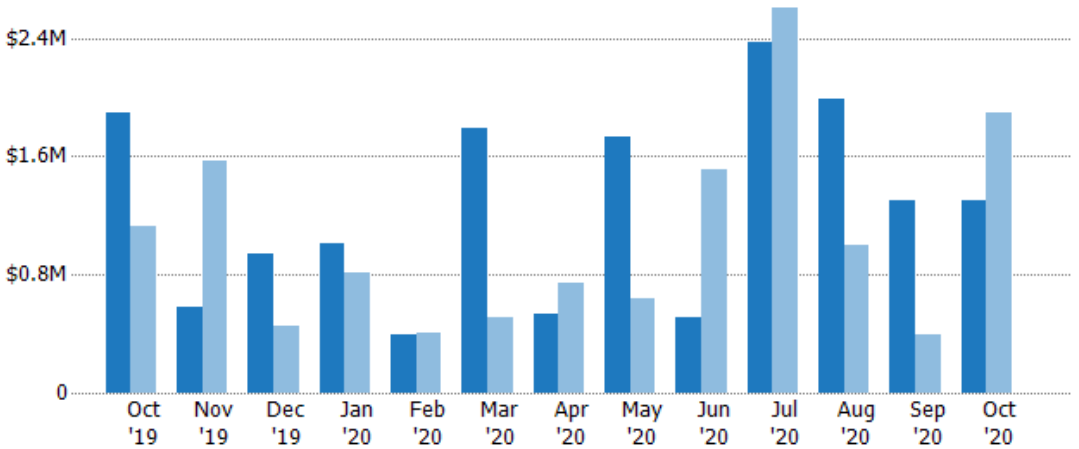
Current Year	12	4	7	6	3	7	3	9	4	12	11	8	6
Prior Year	8	10	4	7	4	3	5	5	11	13	8	4	12
Percent Change from Prior Year	50%	-60%	75%	-14%	-25%	133%	-40%	80%	-64%	-8%	38%	100%	-50%

Closed Sales Volume

The sum of the sales price of 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



Month/Year	Volume	% Chg.
Oct '20	\$1.3M	-31.4%
Oct '19	\$1.89M	67.5%
Oct '18	\$1.13M	-47.7%

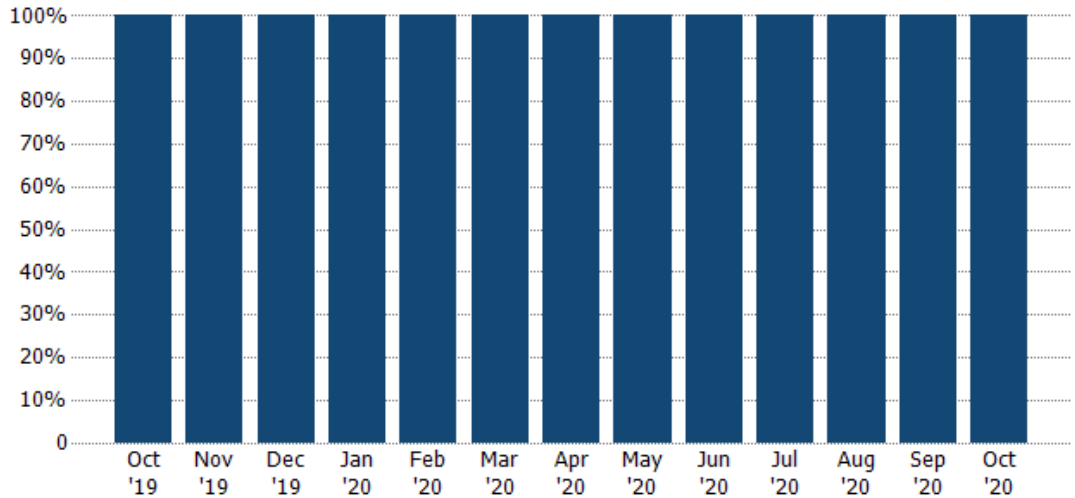
Current Year	\$1.89M	\$576K	\$946K	\$1.01M	\$391K	\$1.78M	\$536K	\$1.74M	\$512K	\$2.37M	\$1.99M	\$1.3M	\$1.3M
Prior Year	\$1.13M	\$1.57M	\$452K	\$815K	\$409K	\$514K	\$746K	\$640K	\$1.51M	\$2.6M	\$995K	\$396K	\$1.89M
Percent Change from Prior Year	68%	-63%	109%	23%	-4%	247%	-28%	171%	-66%	-9%	100%	229%	-31%

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

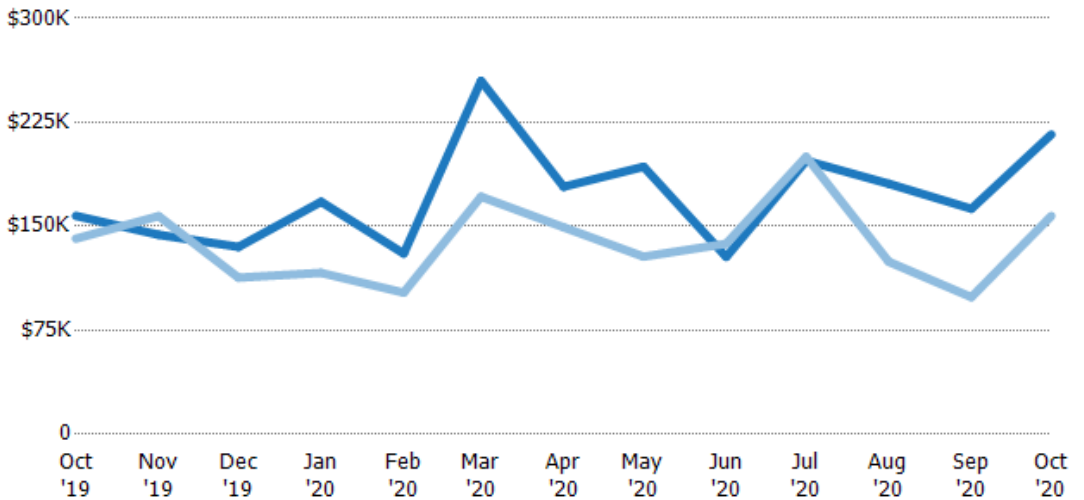
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K	\$163K	\$216K
\$141K	\$157K	\$113K	\$116K	\$102K	\$171K	\$149K	\$128K	\$137K	\$200K	\$124K	\$98.9K	\$158K
12%	-9%	20%	44%	28%	49%	20%	51%	-7%	-1%	45%	65%	37%

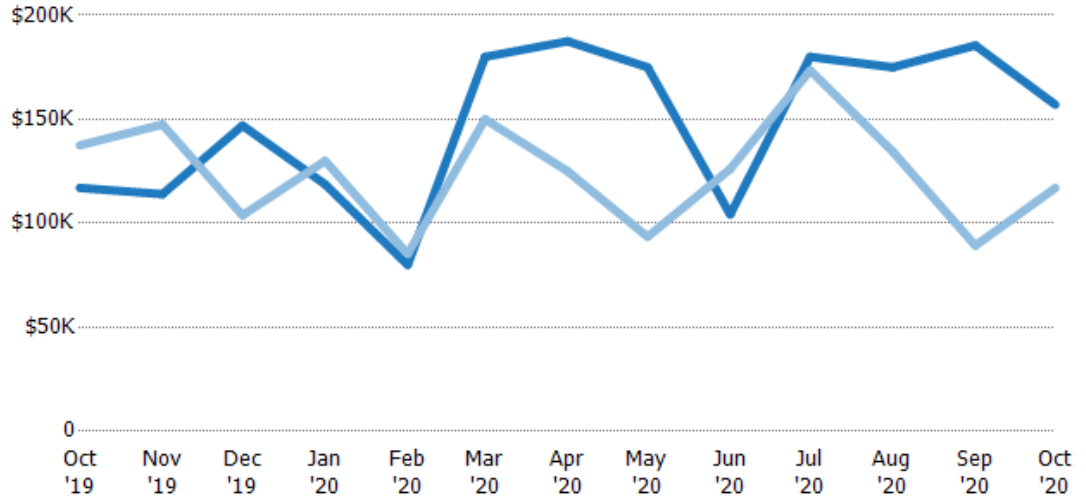
Median Sales Price

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.
Oct '20	\$157K	34.2%
Oct '19	\$117K	-14.9%
Oct '18	\$138K	-7.6%



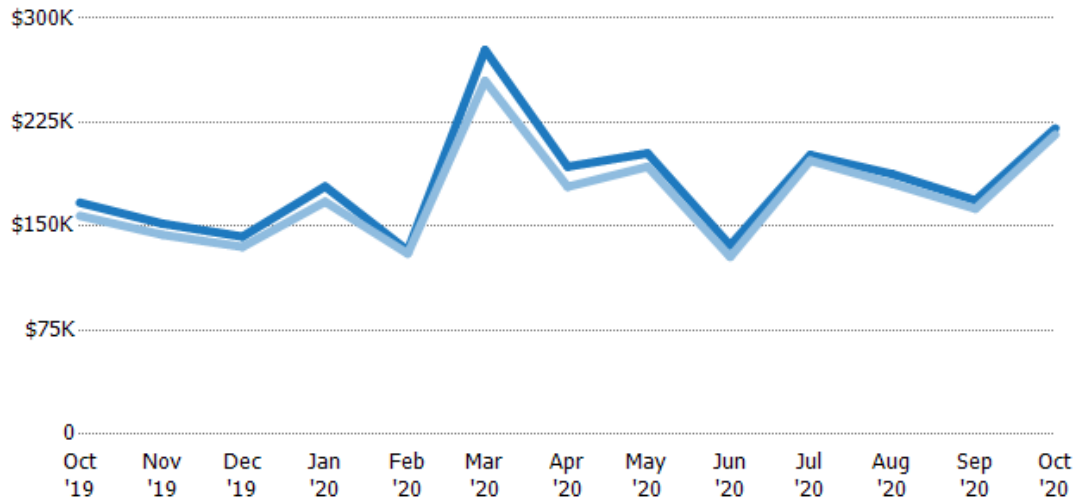
Current Year	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K	\$186K	\$157K
Prior Year	\$138K	\$148K	\$104K	\$130K	\$85.3K	\$150K	\$125K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K
Percent Change from Prior Year	-15%	-23%	42%	-9%	-6%	20%	50%	87%	-17%	4%	30%	108%	34%

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



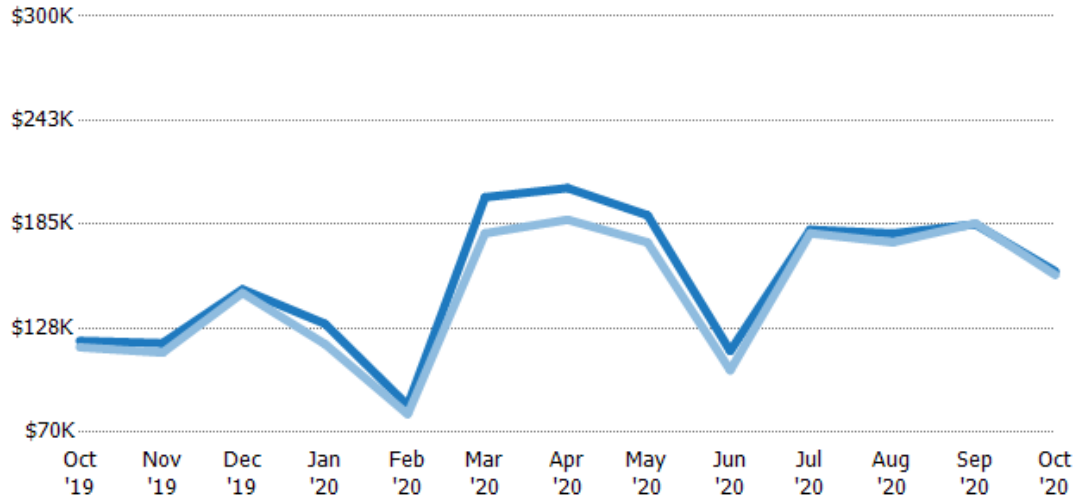
Avg List Price	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K	\$169K	\$221K
Avg Sales Price	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K	\$163K	\$216K
Avg Sales Price as a % of Avg List Price	94%	95%	95%	94%	98%	92%	92%	95%	94%	98%	96%	96%	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,
 East Saint Johnsbury, VT 05838,
 Saint Johnsbury Center, VT 05863
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



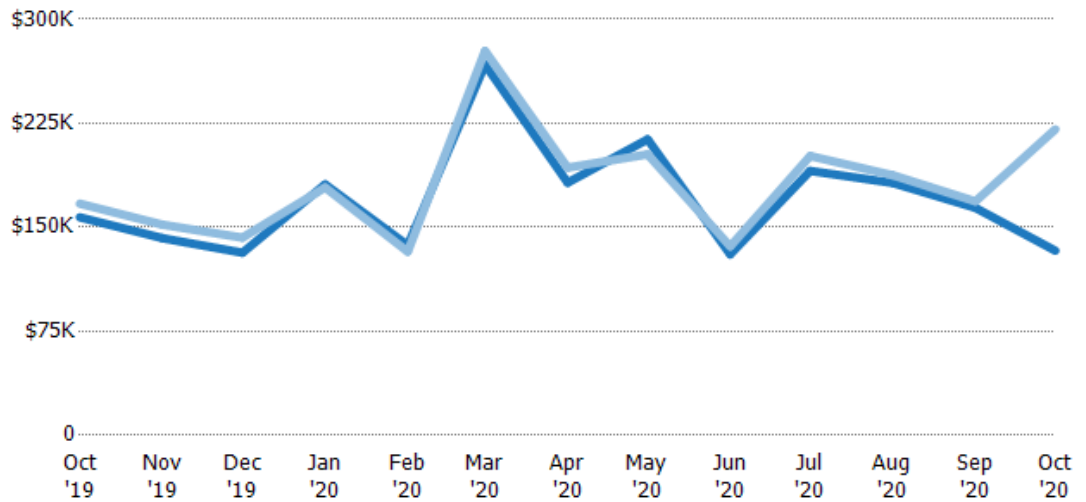
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K	\$159K
Median Sales Price	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K	\$186K	\$157K
Med Sales Price as a % of Med List Price	97%	96%	99%	91%	94%	90%	91%	92%	91%	99%	97%	100%	99%

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



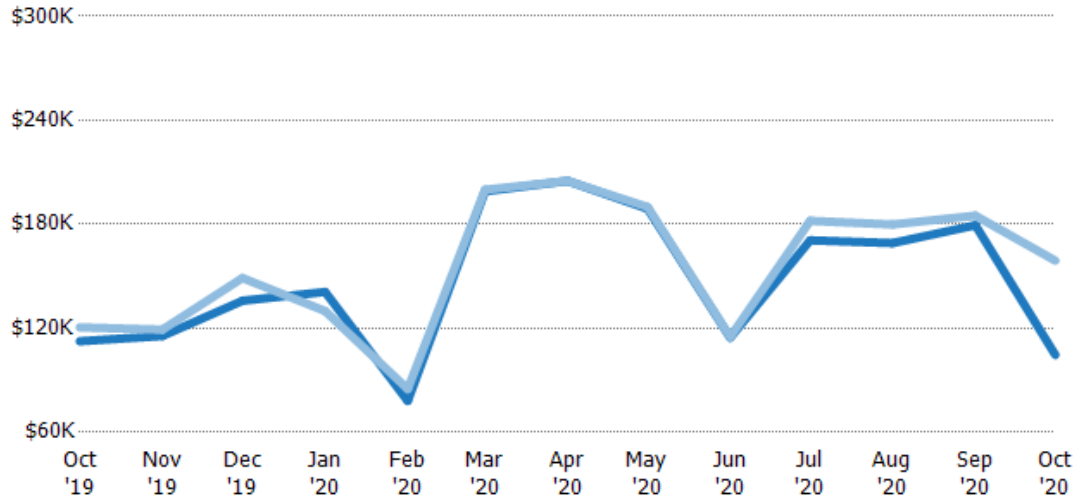
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$157K	\$142K	\$132K	\$181K	\$137K	\$267K	\$182K	\$213K	\$131K	\$191K	\$182K	\$164K	\$133K
Avg Sales Price	\$167K	\$152K	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K	\$169K	\$221K
Avg Sales Price as a % of Avg Est Value	106%	107%	108%	99%	97%	104%	106%	95%	104%	106%	103%	103%	166%

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



	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	\$113K	\$116K	\$136K	\$141K	\$78.1K	\$199K	\$205K	\$189K	\$115K	\$171K	\$169K	\$179K	\$105K
Median Sales Price	\$121K	\$119K	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K	\$159K
Med Sales Price as a % of Med Est Value	107%	103%	110%	92%	109%	100%	100%	101%	100%	107%	106%	103%	152%