

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	3	+166.7%	160	173	-7.5%
New Listing Volume	\$1,222,800	\$617,350	+98.1%	\$34,448,572	\$34,642,550	-0.6%
Active Listing Count	29	67	-56.7%	N/A	N/A	
Active Listing Volume	\$7,621,000	\$15,053,750	-49.4%	N/A	N/A	
Average Listing Price	\$262,793	\$224,683	+17%	\$226,630	\$217,777	+4.1%
Median Listing Price	\$185,000	\$190,000	-2.6%	\$173,148	\$193,204	-10.4%
Median Days in RPR	91	183	-50.3%	104.63	134.23	-22%
Months of Inventory	1.8	13.4	-86.5%	5.2	8.7	-39.8%
Absorption Rate	55.17%	7.46%	+47.7%	19.08%	11.49%	+7.6%
Sales Activity Charts Metrics						
New Pending Sales Count	10	7	+42.9%	179	152	+17.8%
New Pending Sales Volume	\$1,870,600	\$1,290,250	+45%	\$38,085,772	\$26,410,549	+44.2%
Pending Sales Count	14	14	+/-	N/A	N/A	
Pending Sales Volume	\$3,389,600	\$3,066,300	+10.5%	N/A	N/A	
Closed Sales Count	11	14	-21.4%	140	120	+16.7%
Closed Sales Volume	\$2,093,000	\$2,777,000	-24.6%	\$29,014,710	\$19,833,433	+46.3%
Average Sales Price	\$190,273	\$198,357	-4.1%	\$207,248	\$165,279	+25.4%
Median Sales Price	\$214,000	\$155,250	+37.8%	\$182,876	\$161,273	+13.4%

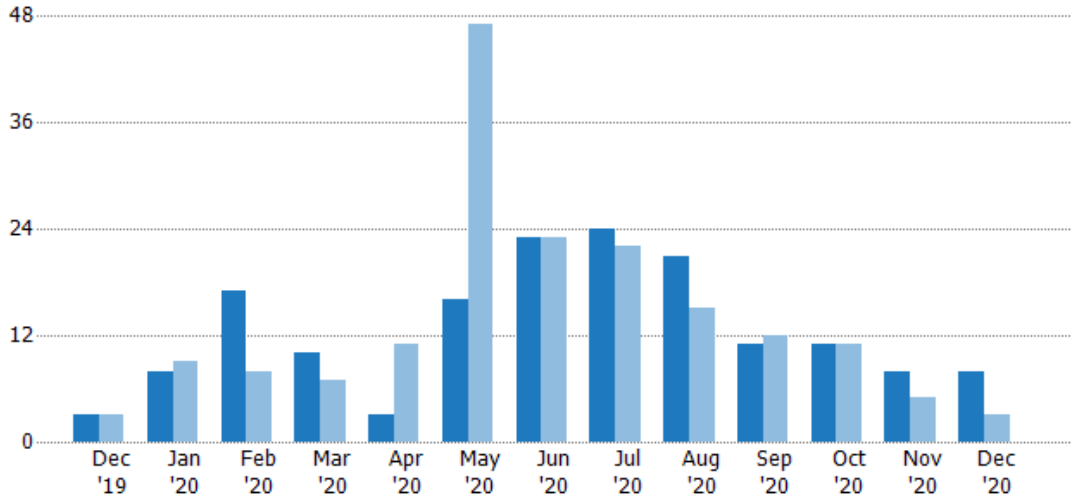
New Listings

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	3	8	17	10	3	16	23	24	21	11	11	8	8
Prior Year	3	9	8	7	11	47	23	22	15	12	11	5	3
Percent Change from Prior Year	0%	-11%	113%	43%	-73%	-66%	0%	9%	40%	-8%	0%	60%	167%

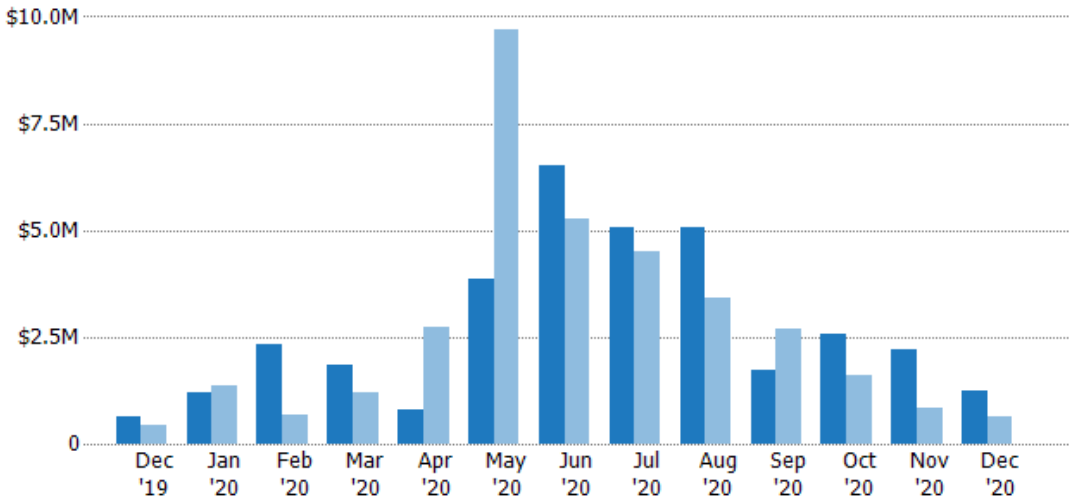
New Listing Volume

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$617K	\$1.21M	\$2.33M	\$1.86M	\$805K	\$3.86M	\$6.52M	\$5.05M	\$5.07M	\$1.74M	\$2.58M	\$2.2M	\$1.22M
Prior Year	\$449K	\$1.37M	\$670K	\$1.19M	\$2.73M	\$9.71M	\$5.27M	\$4.52M	\$3.41M	\$2.71M	\$1.62M	\$825K	\$617K
Percent Change from Prior Year	38%	-12%	248%	56%	-70%	-60%	24%	12%	49%	-36%	59%	166%	98%

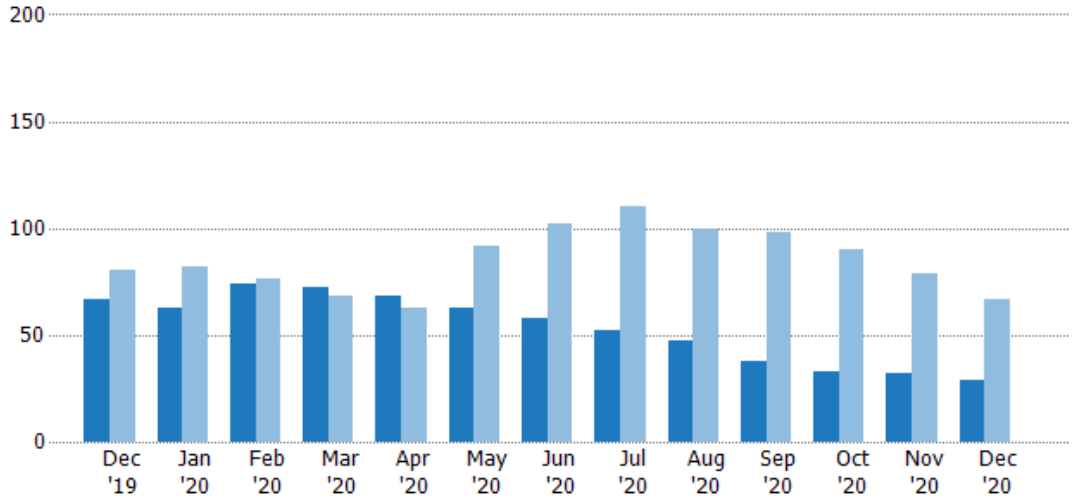
Active Listings

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	Count	% Chg.
Dec '20	29	-56.7%
Dec '19	67	-16.3%
Dec '18	80	-6.3%

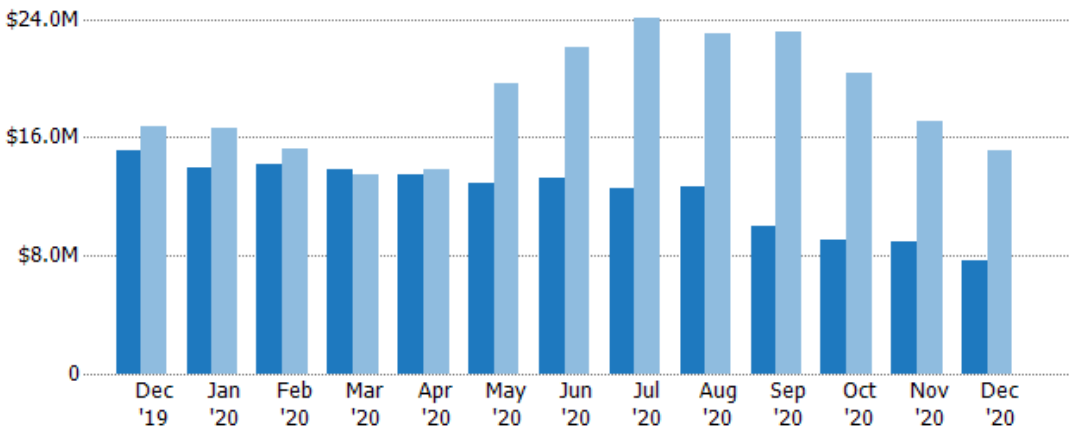
Active Listing Volume

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	Volume	% Chg.
Dec '20	\$7.62M	-49.4%
Dec '19	\$15.1M	-10%
Dec '18	\$16.7M	-11.4%

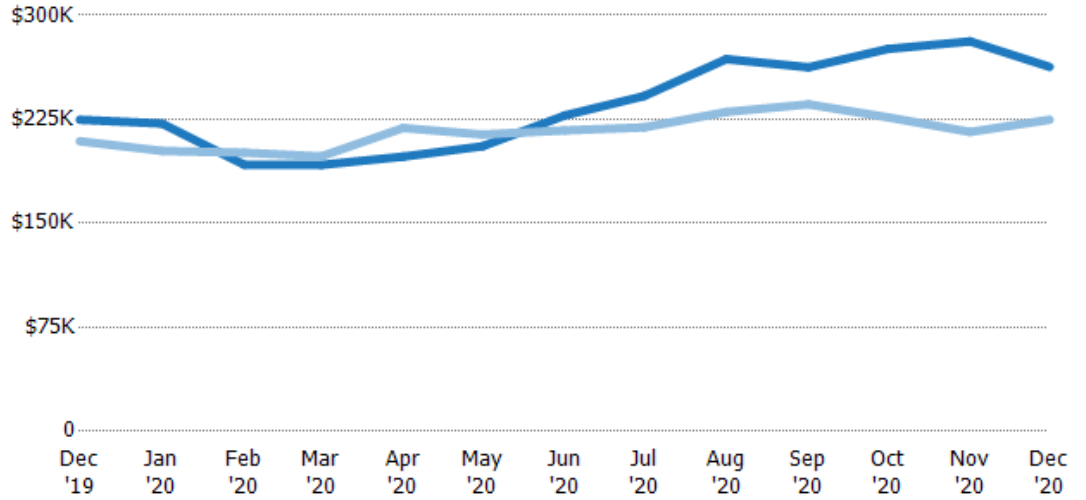
Average Listing Price

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	Price	% Chg.
Dec '20	\$263K	17%
Dec '19	\$225K	7.4%
Dec '18	\$209K	-5.4%



Current Year	\$225K	\$222K	\$192K	\$192K	\$198K	\$206K	\$228K	\$242K	\$268K	\$262K	\$276K	\$281K	\$263K
Prior Year	\$209K	\$202K	\$201K	\$198K	\$219K	\$214K	\$217K	\$219K	\$230K	\$236K	\$226K	\$216K	\$225K
Percent Change from Prior Year	7%	10%	-4%	-3%	-9%	-4%	5%	10%	17%	11%	22%	30%	17%

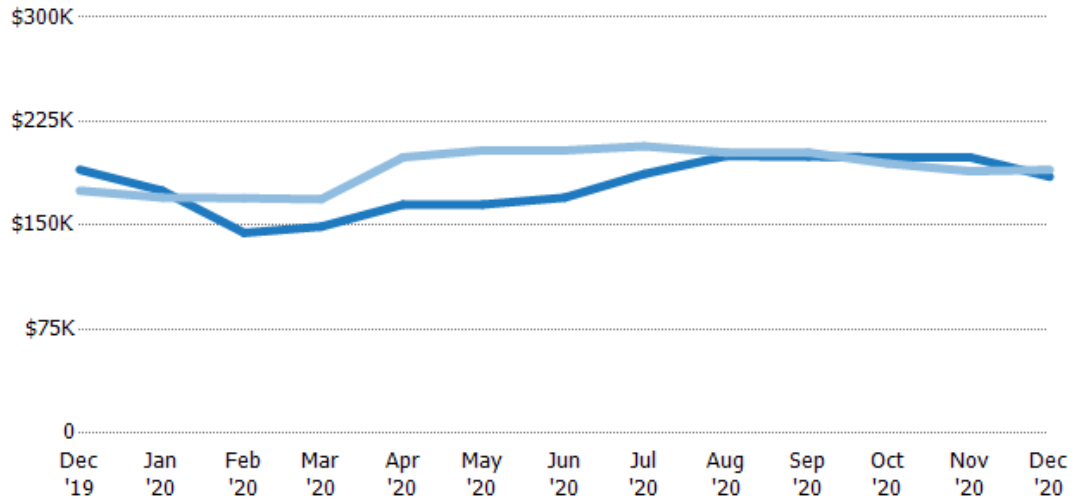
Median Listing Price

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.
Dec '20	\$185K	-2.6%
Dec '19	\$190K	8.6%
Dec '18	\$175K	2.3%



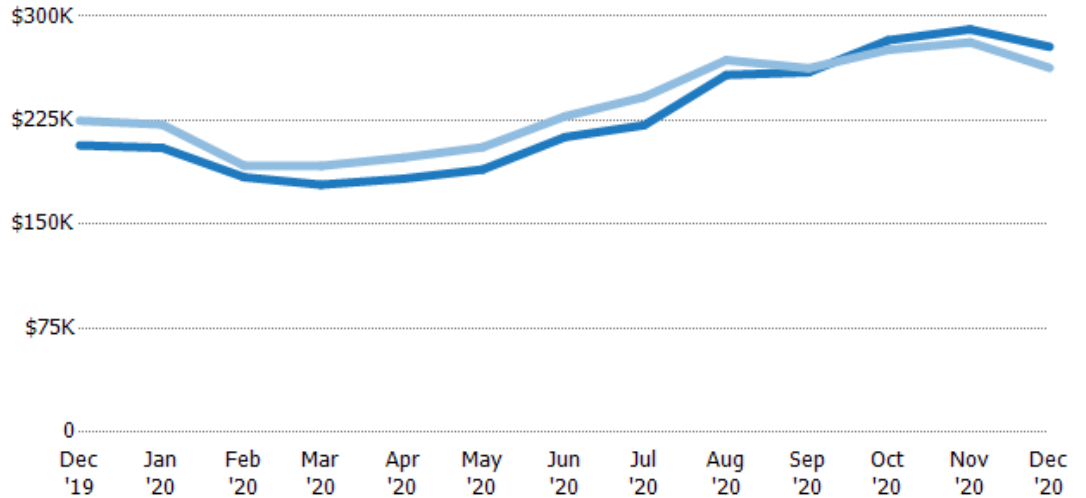
Current Year	\$190K	\$175K	\$145K	\$149K	\$165K	\$165K	\$170K	\$187K	\$200K	\$200K	\$199K	\$199K	\$185K
Prior Year	\$175K	\$170K	\$170K	\$169K	\$199K	\$204K	\$204K	\$207K	\$202K	\$202K	\$195K	\$189K	\$190K
Percent Change from Prior Year	9%	3%	-15%	-12%	-17%	-19%	-17%	-10%	-1%	-1%	2%	5%	-3%

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,
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VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



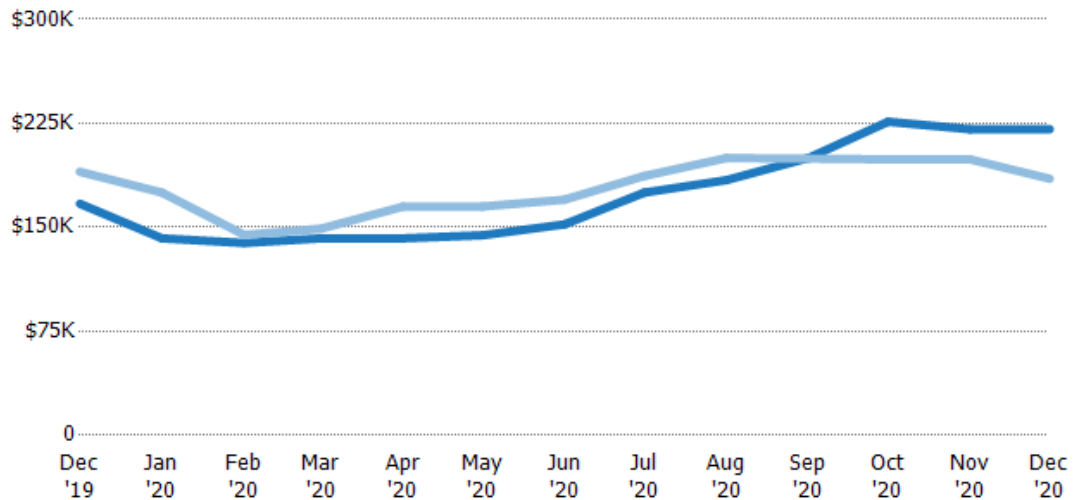
Avg Est Value	\$207K	\$205K	\$184K	\$179K	\$183K	\$189K	\$213K	\$221K	\$258K	\$260K	\$283K	\$291K	\$278K
Avg Listing Price	\$225K	\$222K	\$192K	\$192K	\$198K	\$206K	\$228K	\$242K	\$268K	\$262K	\$276K	\$281K	\$263K
Avg Listing Price as a % of Avg Est Value	109%	108%	105%	108%	108%	108%	107%	109%	104%	101%	98%	97%	95%

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



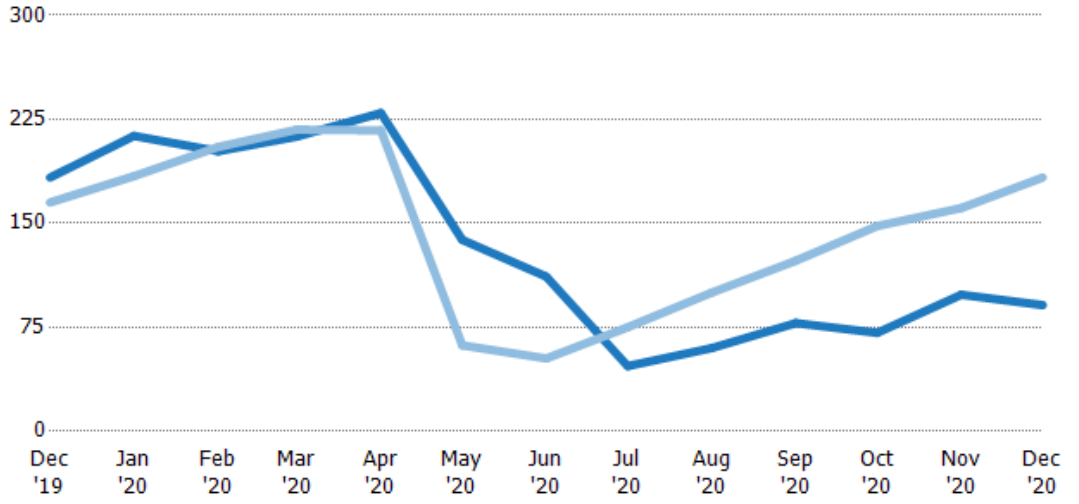
Median Est Value	\$167K	\$142K	\$139K	\$142K	\$142K	\$144K	\$152K	\$175K	\$184K	\$200K	\$226K	\$221K	\$221K
Median Listing Price	\$190K	\$175K	\$145K	\$149K	\$165K	\$165K	\$170K	\$187K	\$200K	\$200K	\$199K	\$199K	\$185K
Med Listing Price as a % of Med Est Value	114%	123%	104%	105%	116%	114%	112%	107%	109%	100%	88%	90%	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

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VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Month/Year	Days	% Chg.
Dec '20	91	-50.3%
Dec '19	183	10.9%
Dec '18	165	10.9%

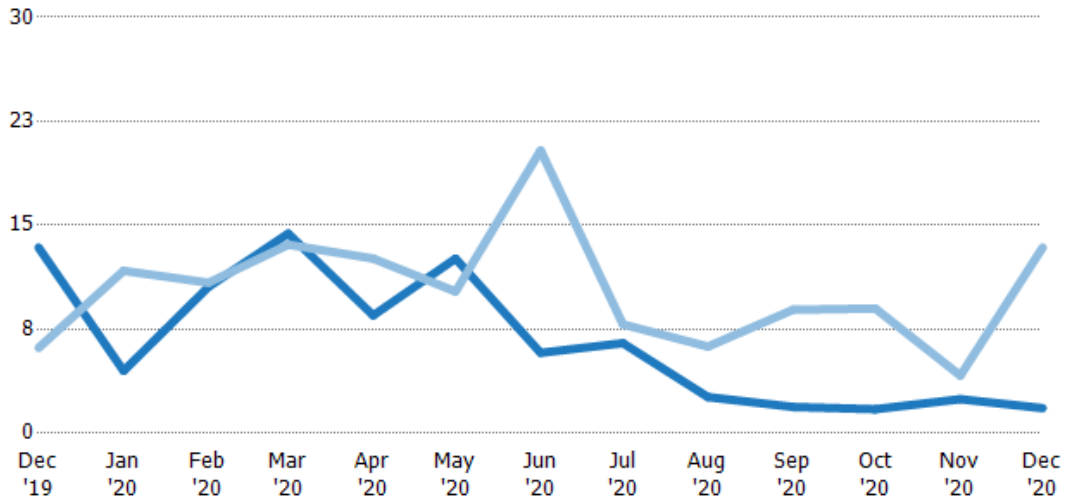
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	183	213	202	213	230	138	112	47	60	78	71	98.5	91
Prior Year	165	184	205	218	217	62	52.5	75	100	123	148	161	183
Percent Change from Prior Year	11%	16%	-1%	-2%	6%	123%	112%	-37%	-40%	-37%	-52%	-39%	-50%

Months of Inventory

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

Filters Used

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



Month/Year	Months	% Chg.
Dec '20	1.81	-86.5%
Dec '19	13.4	117.8%
Dec '18	6.15	103.1%

	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	13.4	4.5	10.6	14.4	8.5	12.6	5.8	6.5	2.61	1.9	1.74	2.46	1.81
Prior Year	6.15	11.7	10.9	13.6	12.6	10.2	20.4	7.86	6.25	8.91	9	4.16	13.4
Percent Change from Prior Year	118%	-62%	-3%	6%	-33%	23%	-72%	-17%	-58%	-79%	-81%	-41%	-86%

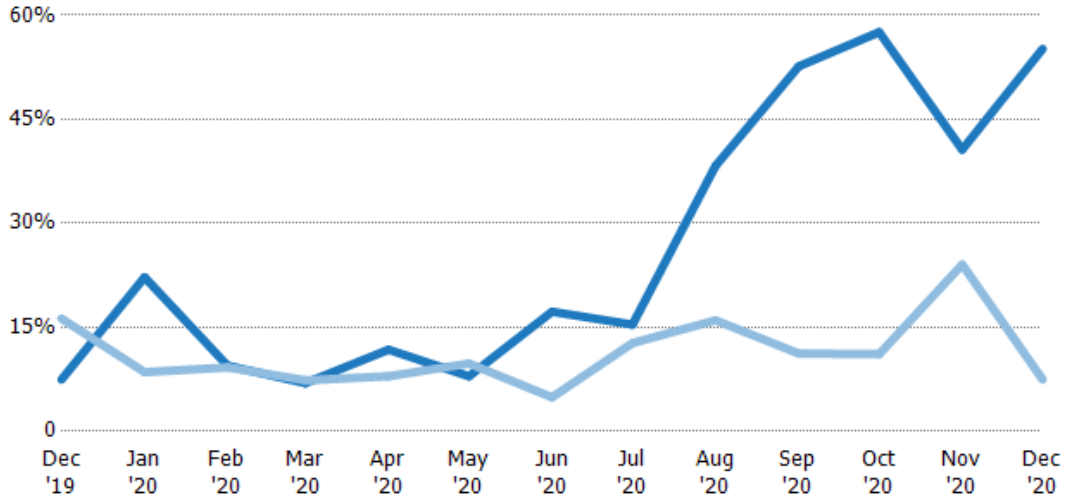
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Saint Johnsbury, VT 05819,
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VT 05873

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	7%	22%	9%	7%	12%	8%	17%	15%	38%	53%	58%	41%	55%
Prior Year	16%	9%	9%	7%	8%	10%	5%	13%	16%	11%	11%	24%	7%
Change from Prior Year	9%	-14%	0%	0%	-4%	2%	-12%	-3%	-22%	-41%	-46%	-17%	-48%

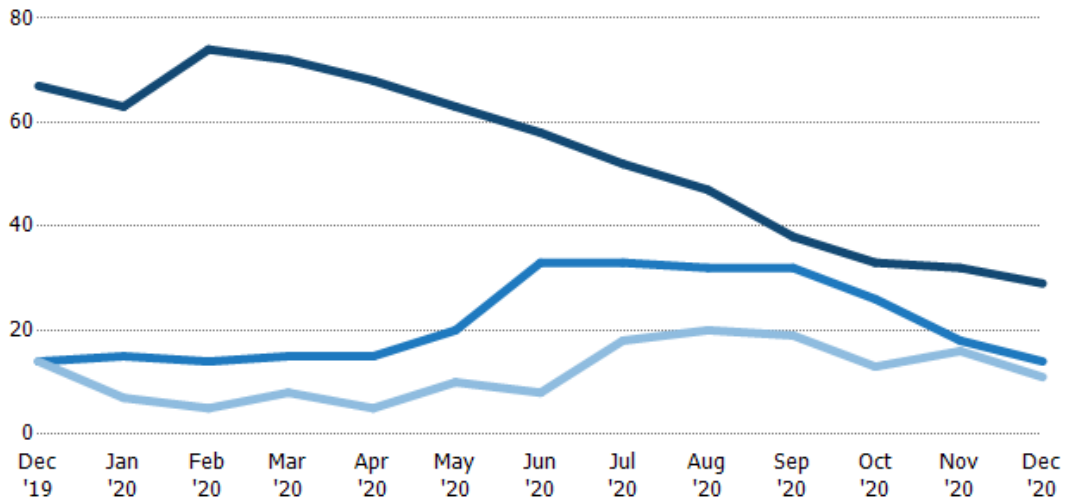
Active/Pending/Sold Units

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	67	63	74	72	68	63	58	52	47	38	33	32	29
Pending	14	15	14	15	15	20	33	33	32	32	26	18	14
Sold	14	7	5	8	5	10	8	18	20	19	13	16	11

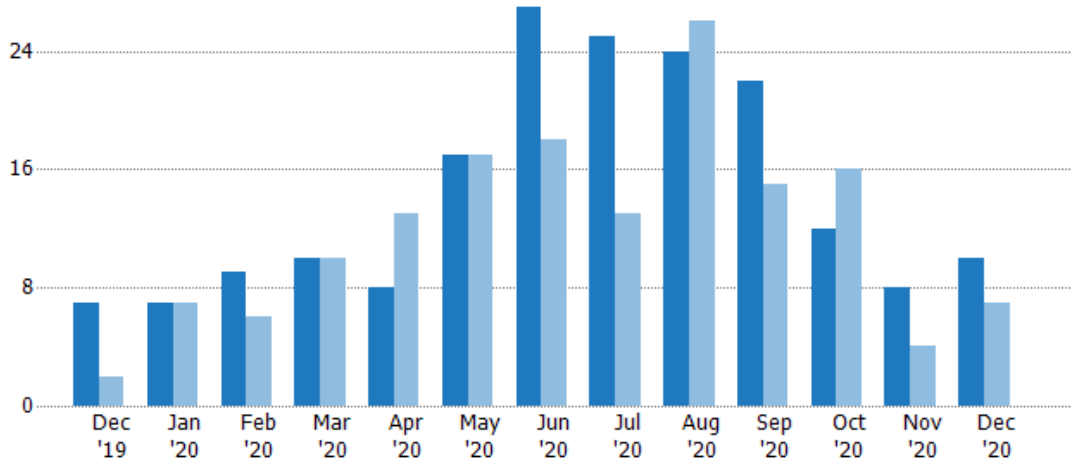
New Pending Sales

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.
Dec '20	10	42.9%
Dec '19	7	250%
Dec '18	2	100%

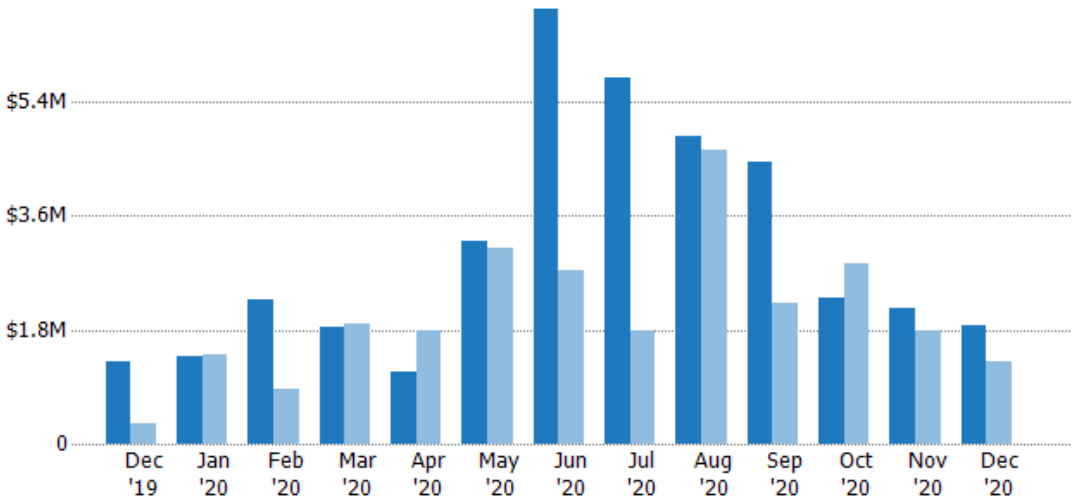
New Pending Sales Volume

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



Month/Year	Volume	% Chg.
Dec '20	\$1.87M	45%
Dec '19	\$1.29M	306.4%
Dec '18	\$318K	132.1%

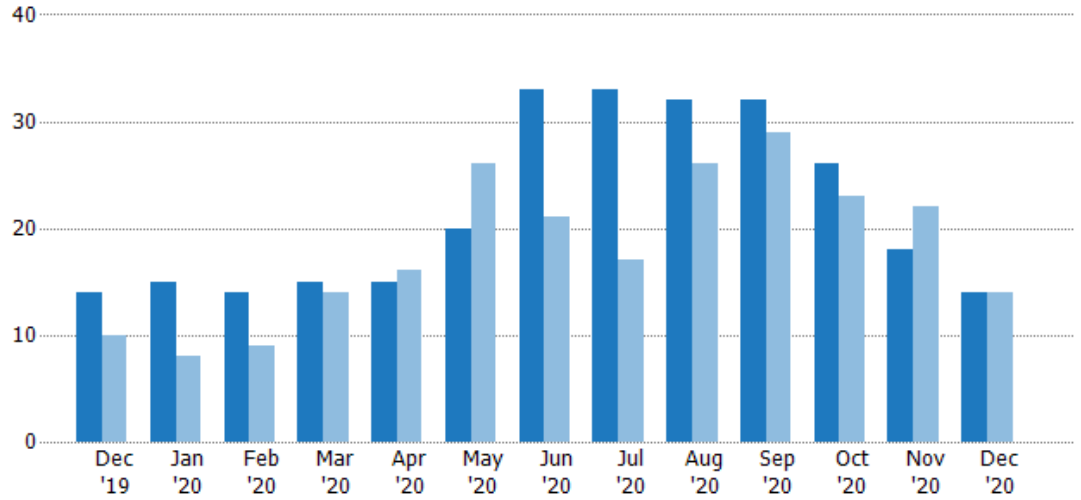
Pending Sales

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.
Dec '20	14	0%
Dec '19	14	40%
Dec '18	10	-20%

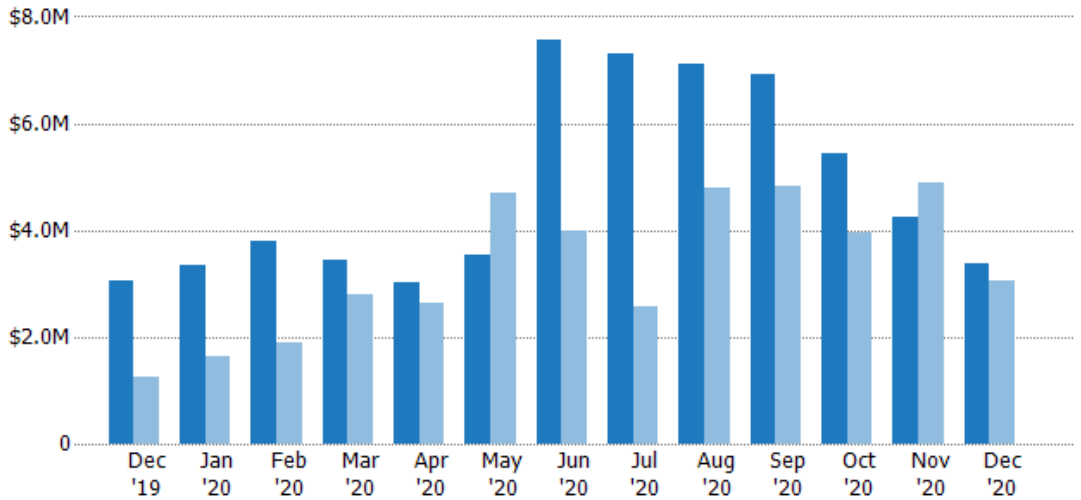
Pending Sales Volume

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.
Dec '20	\$3.39M	10.5%
Dec '19	\$3.07M	145.6%
Dec '18	\$1.25M	23.5%

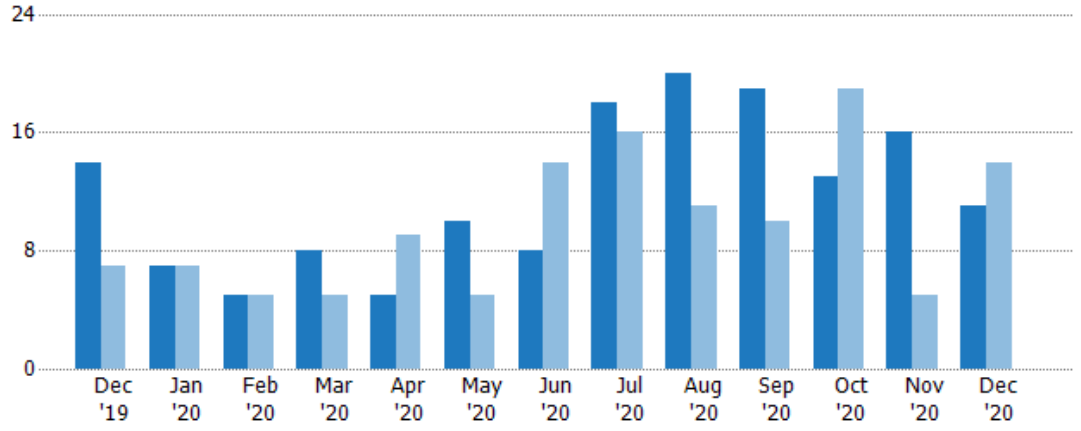
Closed Sales

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.
Dec '20	11	-21.4%
Dec '19	14	100%
Dec '18	7	-14.3%

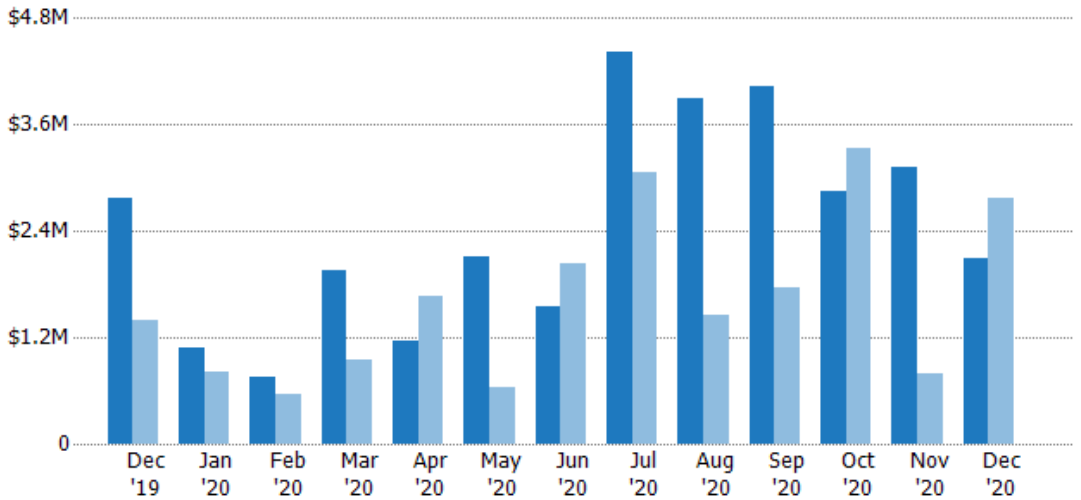
Closed Sales Volume

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.
Dec '20	\$2.09M	-24.6%
Dec '19	\$2.78M	98.1%
Dec '18	\$1.4M	-31.8%

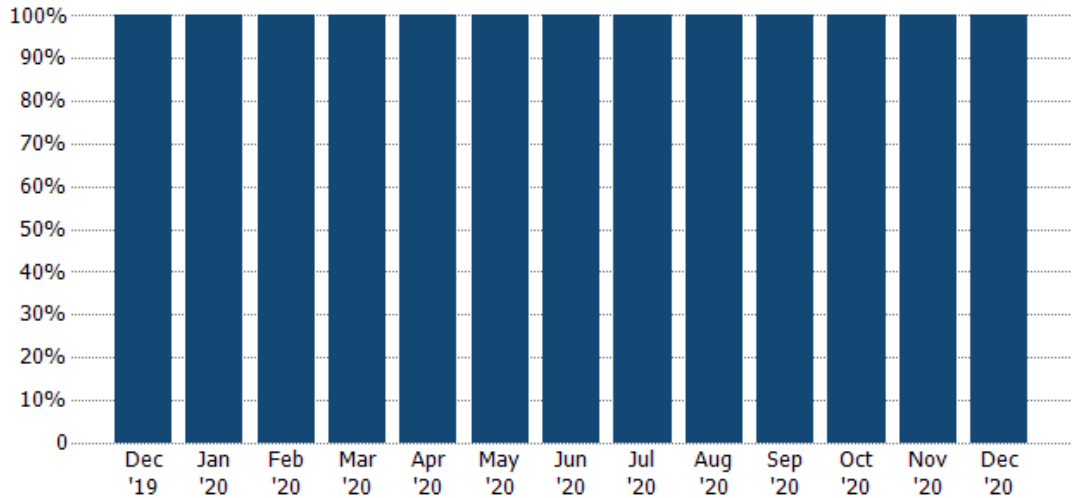
Closed Sales by Property Type

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%

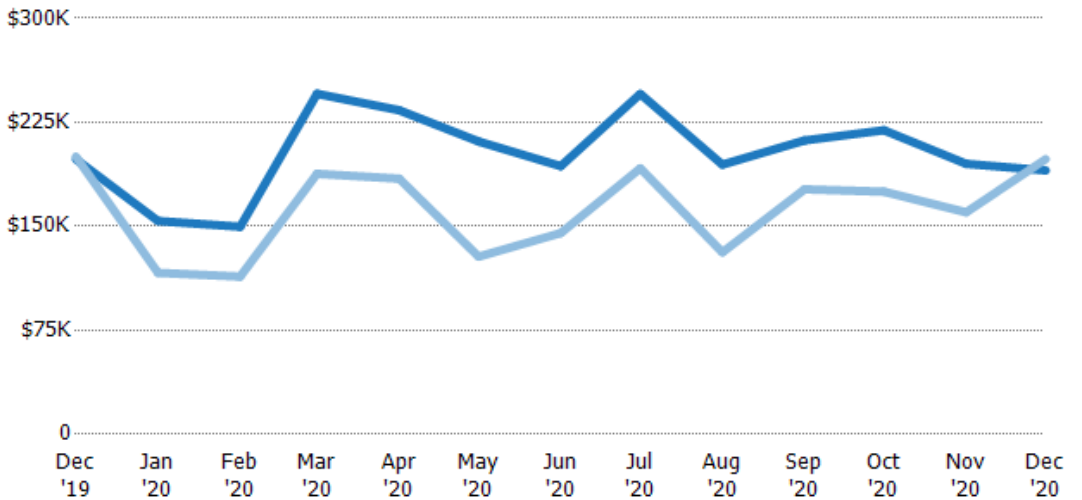
Average Sales Price

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

\$198K	\$154K	\$150K	\$246K	\$234K	\$211K	\$193K	\$245K	\$194K	\$212K	\$219K	\$195K	\$190K
\$200K	\$116K	\$114K	\$188K	\$184K	\$128K	\$145K	\$192K	\$131K	\$177K	\$175K	\$160K	\$198K
-1%	32%	32%	31%	27%	65%	33%	28%	48%	20%	25%	22%	-4%

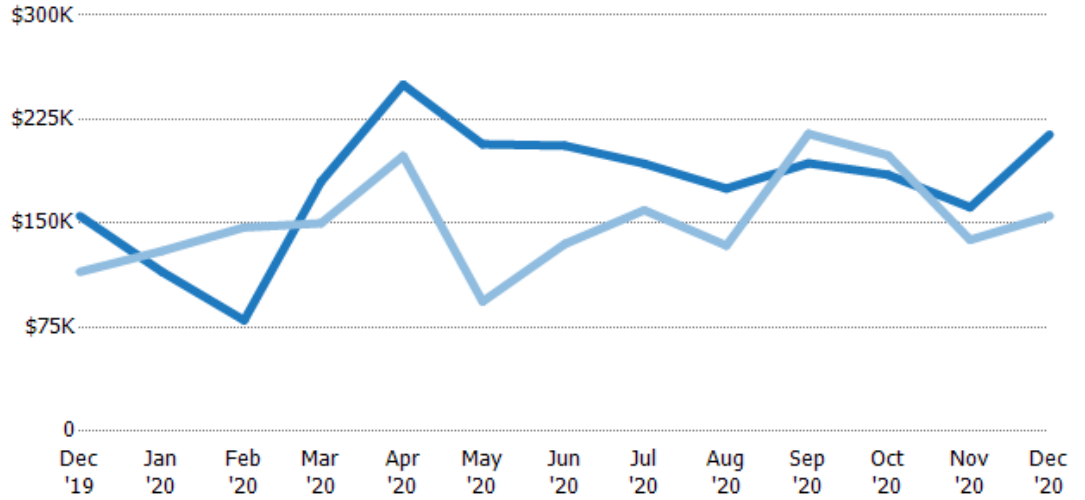
Median Sales Price

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.
Dec '20	\$214K	37.8%
Dec '19	\$155K	35.1%
Dec '18	\$115K	33.2%



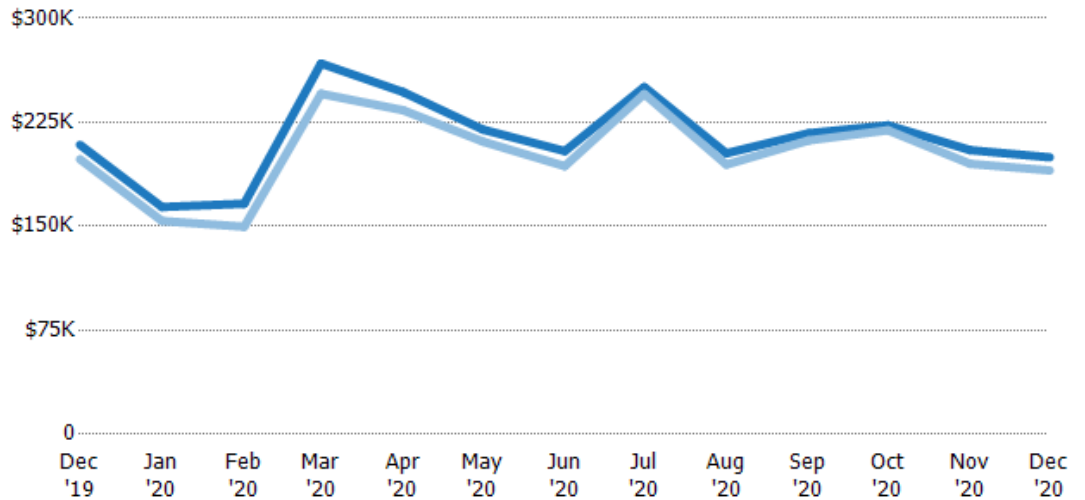
Current Year	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K	\$175K	\$193K	\$185K	\$162K	\$214K
Prior Year	\$115K	\$130K	\$147K	\$150K	\$199K	\$93.5K	\$135K	\$159K	\$134K	\$215K	\$199K	\$138K	\$155K
Percent Change from Prior Year	35%	-12%	-46%	20%	26%	121%	53%	21%	31%	-10%	-7%	17%	38%

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



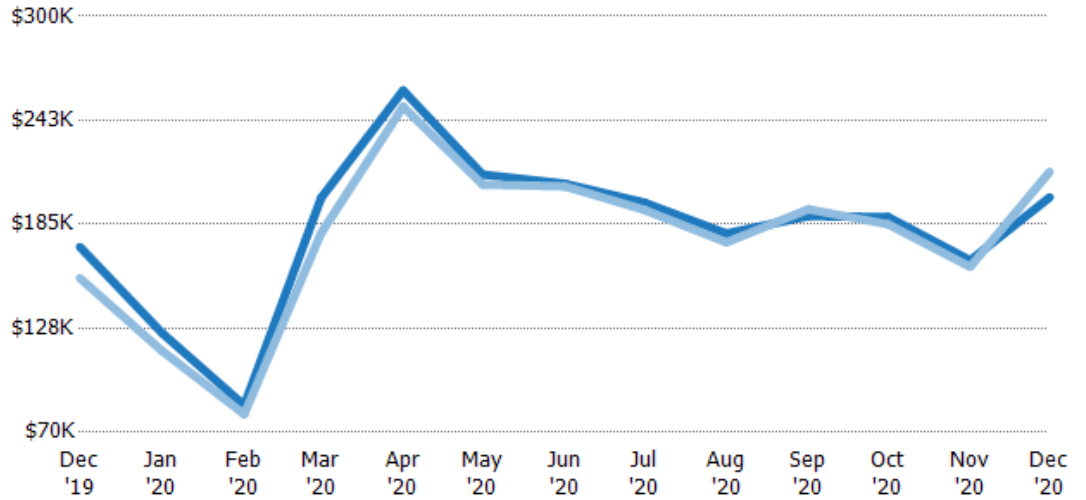
Avg List Price	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K	\$203K	\$217K	\$223K	\$205K	\$200K
Avg Sales Price	\$198K	\$154K	\$150K	\$246K	\$234K	\$211K	\$193K	\$245K	\$194K	\$212K	\$219K	\$195K	\$190K
Avg Sales Price as a % of Avg List Price	95%	94%	90%	92%	95%	96%	95%	98%	96%	98%	98%	95%	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

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Family Residence



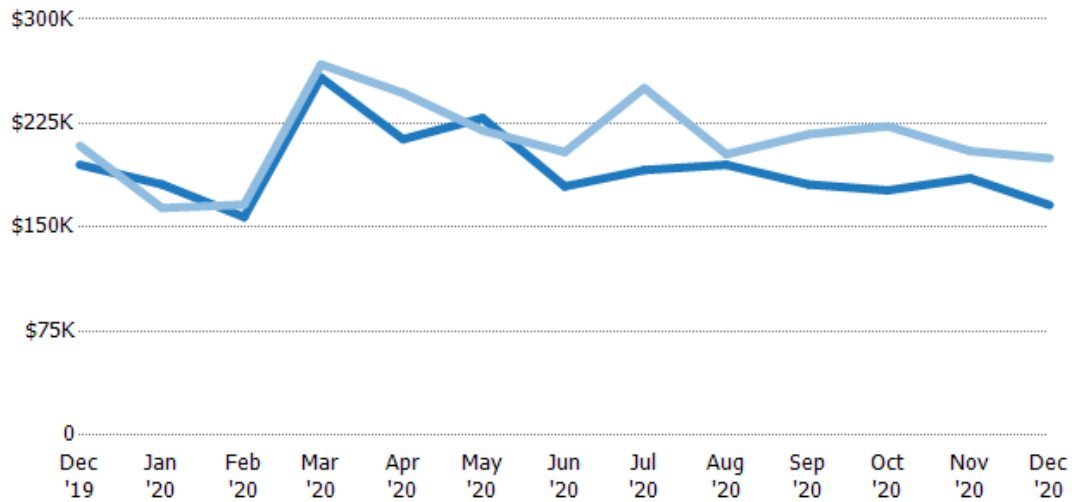
Median List Price	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K	\$180K	\$190K	\$189K	\$165K	\$200K
Median Sales Price	\$155K	\$115K	\$80K	\$180K	\$250K	\$207K	\$206K	\$193K	\$175K	\$193K	\$185K	\$162K	\$214K
Med Sales Price as a % of Med List Price	90%	92%	94%	90%	97%	97%	99%	98%	97%	102%	98%	98%	107%

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



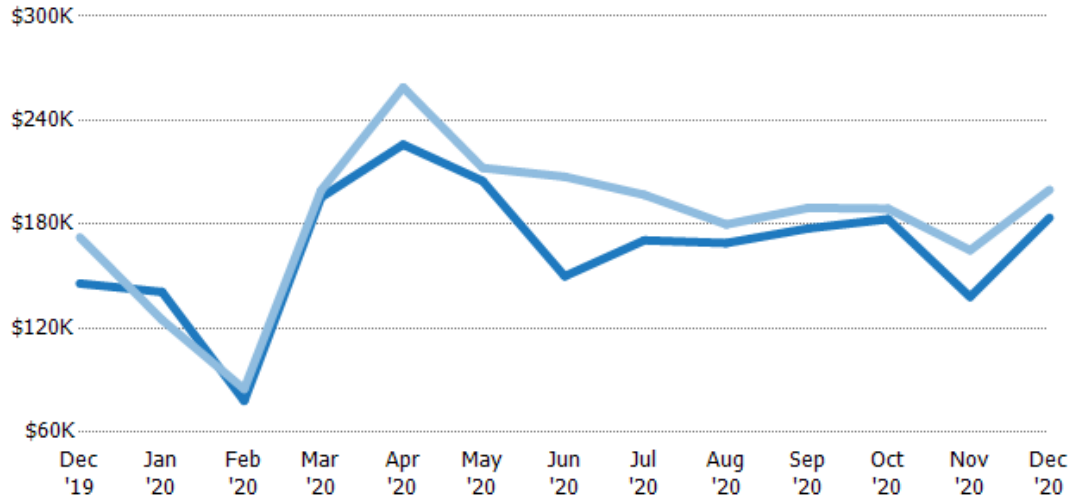
Avg Est Value	\$195K	\$181K	\$157K	\$258K	\$214K	\$229K	\$179K	\$191K	\$195K	\$181K	\$177K	\$185K	\$166K
Avg Sales Price	\$209K	\$164K	\$166K	\$267K	\$247K	\$220K	\$204K	\$250K	\$203K	\$217K	\$223K	\$205K	\$200K
Avg Sales Price as a % of Avg Est Value	107%	91%	106%	104%	116%	96%	114%	131%	104%	120%	126%	111%	120%

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



Median Est Value	\$146K	\$141K	\$78.1K	\$196K	\$226K	\$205K	\$150K	\$171K	\$169K	\$178K	\$183K	\$138K	\$184K
Median Sales Price	\$172K	\$125K	\$84.9K	\$199K	\$259K	\$213K	\$207K	\$197K	\$180K	\$190K	\$189K	\$165K	\$200K
Med Sales Price as a % of Med Est Value	118%	89%	109%	102%	115%	104%	138%	115%	106%	107%	103%	120%	109%

Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05819	10	\$2,354,700	6	\$1,150,500	\$191,750	\$183,750	\$70	\$72	31
05828	3	\$919,900	4	\$762,500	\$190,625	\$216,000	\$129	\$136	17
05873	1	\$115,000	1	\$180,000	\$180,000	\$180,000	\$153	\$153	151

Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Other	14	\$3,389,600	11	\$2,093,000	\$190,273	\$214,000	\$99	\$75	29