

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

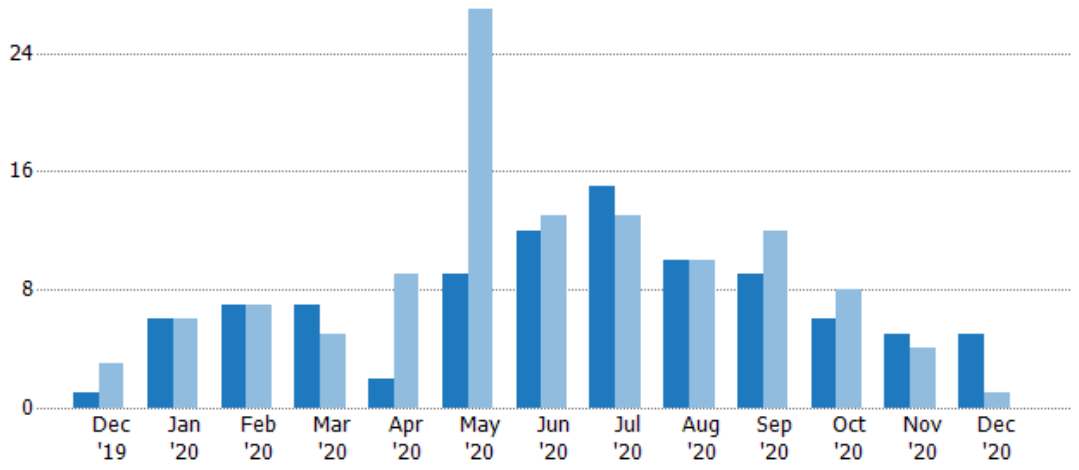
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	1	+400%	93	115	-19.1%
New Listing Volume	\$595,900	\$49,900	+1,094.2%	\$17,128,922	\$21,533,600	-20.5%
Active Listing Count	17	44	-61.4%	N/A	N/A	
Active Listing Volume	\$2,917,700	\$9,595,000	-69.6%	N/A	N/A	
Average Listing Price	\$171,629	\$218,068	-21.3%	\$206,967	\$201,929	+2.5%
Median Listing Price	\$159,500	\$136,450	+16.9%	\$151,243	\$147,562	+2.5%
Median Days in RPR	125	175.5	-28.8%	135.79	130.28	+4.2%
Months of Inventory	1.4	11	-87.1%	4.6	9	-48.4%
Absorption Rate	70.59%	9.09%	+61.5%	21.61%	11.14%	+10.5%
Sales Activity Charts Metrics						
New Pending Sales Count	5	5	+/-	114	103	+10.7%
New Pending Sales Volume	\$780,800	\$727,250	+7.4%	\$21,825,722	\$16,104,449	+35.5%
Pending Sales Count	10	12	-16.7%	N/A	N/A	
Pending Sales Volume	\$2,354,700	\$2,627,300	-10.4%	N/A	N/A	
Closed Sales Count	6	7	-14.3%	87	83	+4.8%
Closed Sales Volume	\$1,150,500	\$946,000	+21.6%	\$16,338,460	\$12,040,500	+35.7%
Average Sales Price	\$191,750	\$135,143	+41.9%	\$187,798	\$145,066	+29.5%
Median Sales Price	\$183,750	\$147,000	+25%	\$165,132	\$129,611	+27.4%

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



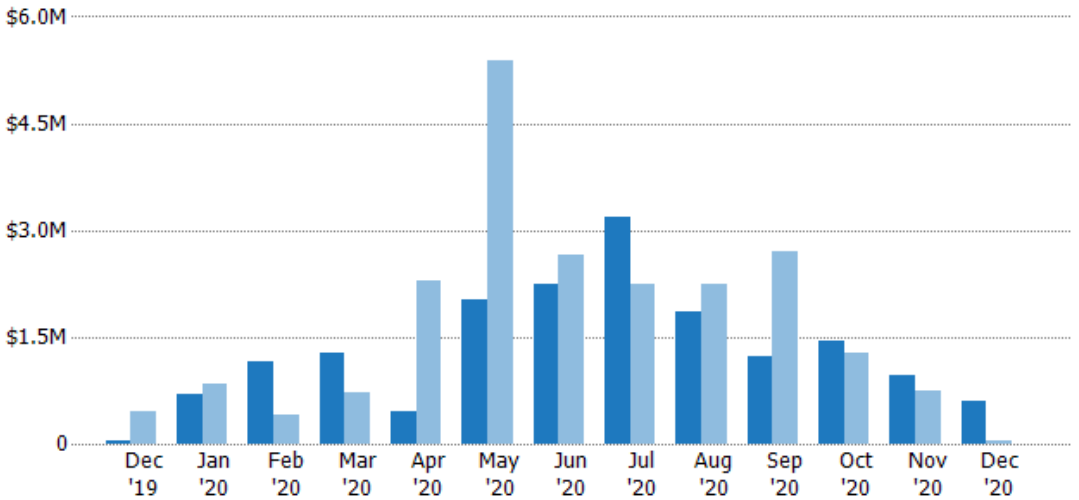
Month/Year	Count	% Chg.
Dec '20	5	400%
Dec '19	1	-66.7%
Dec '18	3	-33.3%

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.
Dec '20	\$596K	1,094.2%
Dec '19	\$49.9K	-88.9%
Dec '18	\$449K	-54%

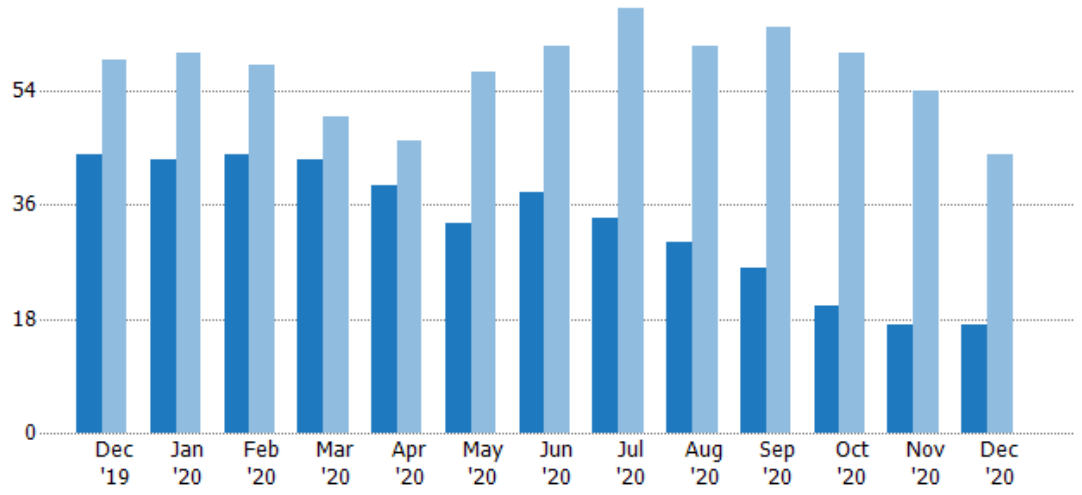
Active Listings

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.
Dec '20	17	-61.4%
Dec '19	44	-25.4%
Dec '18	59	-18.6%



	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	44	43	44	43	39	33	38	34	30	26	20	17	17
Prior Year	59	60	58	50	46	57	61	67	61	64	60	54	44
Percent Change from Prior Year	-25%	-28%	-24%	-14%	-15%	-42%	-38%	-49%	-51%	-59%	-67%	-69%	-61%

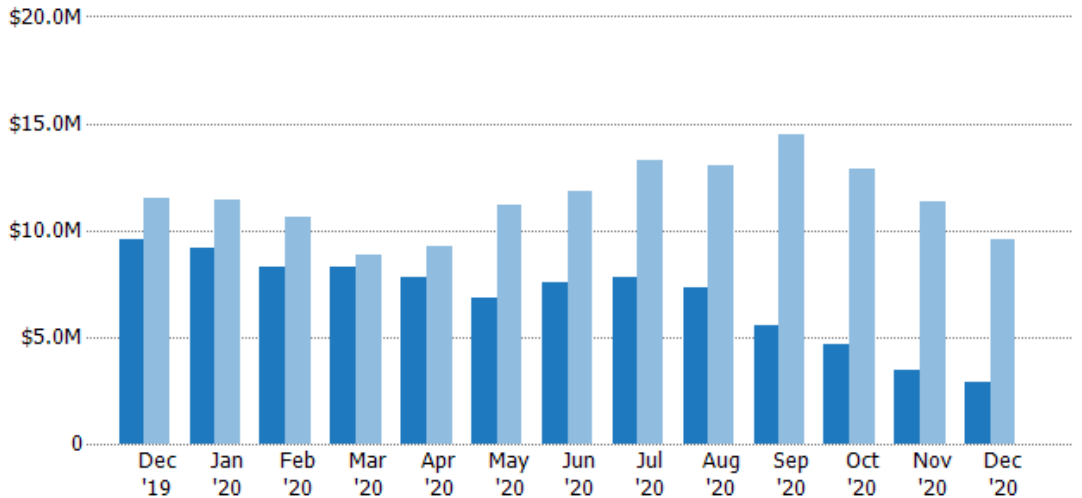
Active Listing Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Dec '20	\$2.92M	-69.6%
Dec '19	\$9.6M	-16.6%
Dec '18	\$11.5M	-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	Dec '20
Current Year	\$9.6M	\$9.17M	\$8.24M	\$8.27M	\$7.78M	\$6.83M	\$7.53M	\$7.76M	\$7.3M	\$5.57M	\$4.62M	\$3.48M	\$2.92M
Prior Year	\$11.5M	\$11.4M	\$10.6M	\$8.84M	\$9.24M	\$11.2M	\$11.9M	\$13.2M	\$13M	\$14.5M	\$12.9M	\$11.3M	\$9.6M
Percent Change from Prior Year	-17%	-20%	-23%	-6%	-16%	-39%	-37%	-41%	-44%	-62%	-64%	-69%	-70%

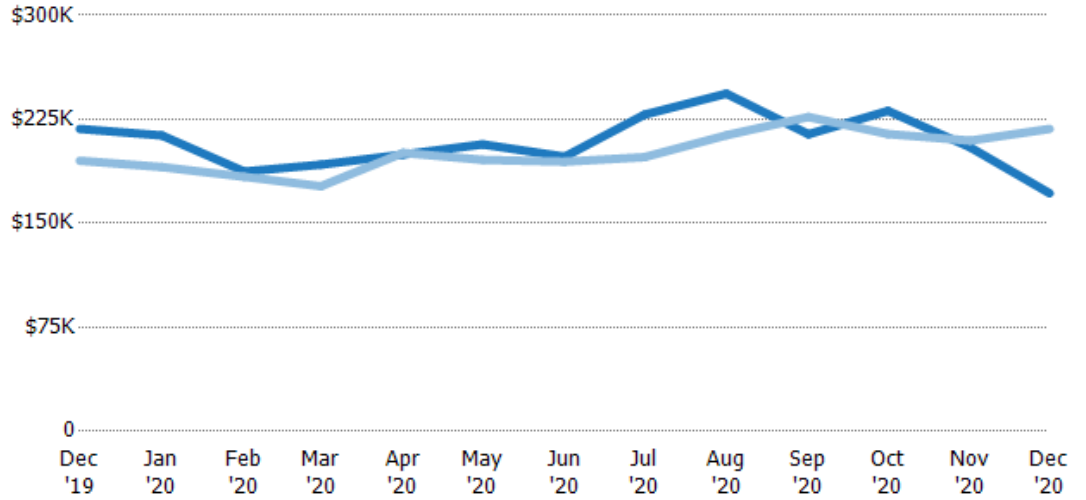
Average Listing Price

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.
Dec '20	\$172K	-21.3%
Dec '19	\$218K	11.8%
Dec '18	\$195K	-0.4%



Current Year	\$218K	\$213K	\$187K	\$192K	\$200K	\$207K	\$198K	\$228K	\$243K	\$214K	\$231K	\$205K	\$172K
Prior Year	\$195K	\$191K	\$184K	\$177K	\$201K	\$196K	\$194K	\$198K	\$213K	\$227K	\$214K	\$210K	\$218K
Percent Change from Prior Year	12%	12%	2%	9%	-1%	6%	2%	15%	14%	-5%	8%	-2%	-21%

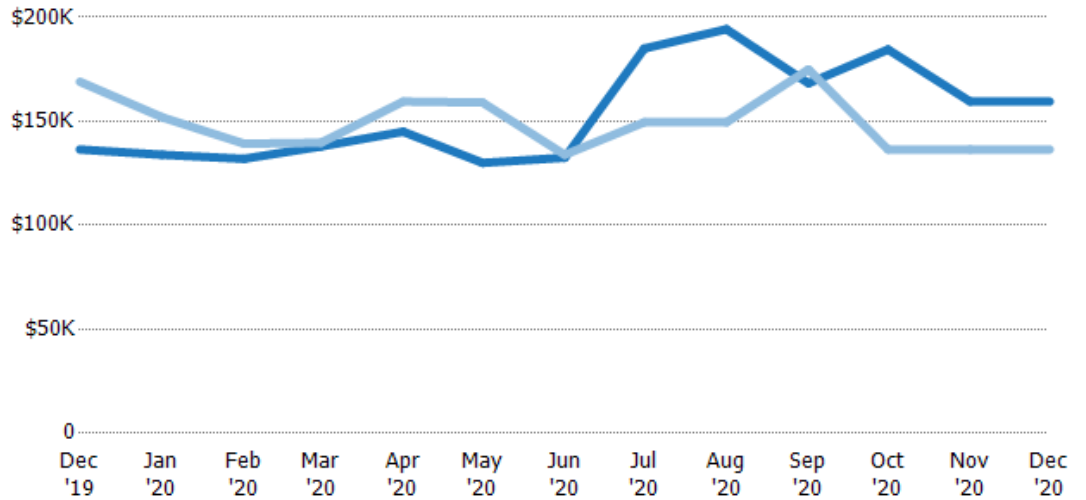
Median Listing Price

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.
Dec '20	\$160K	16.9%
Dec '19	\$136K	-19.3%
Dec '18	\$169K	-3%



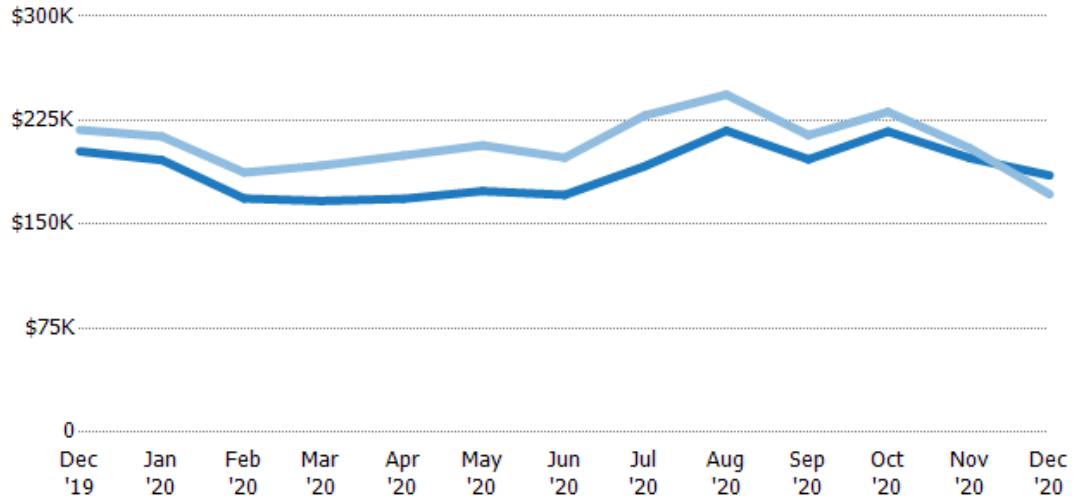
Current Year	\$136K	\$134K	\$132K	\$138K	\$145K	\$130K	\$133K	\$185K	\$194K	\$168K	\$185K	\$160K	\$160K
Prior Year	\$169K	\$152K	\$139K	\$140K	\$159K	\$159K	\$134K	\$150K	\$150K	\$175K	\$136K	\$136K	\$136K
Percent Change from Prior Year	-19%	-12%	-5%	-1%	-9%	-18%	-1%	24%	30%	-4%	35%	17%	17%

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



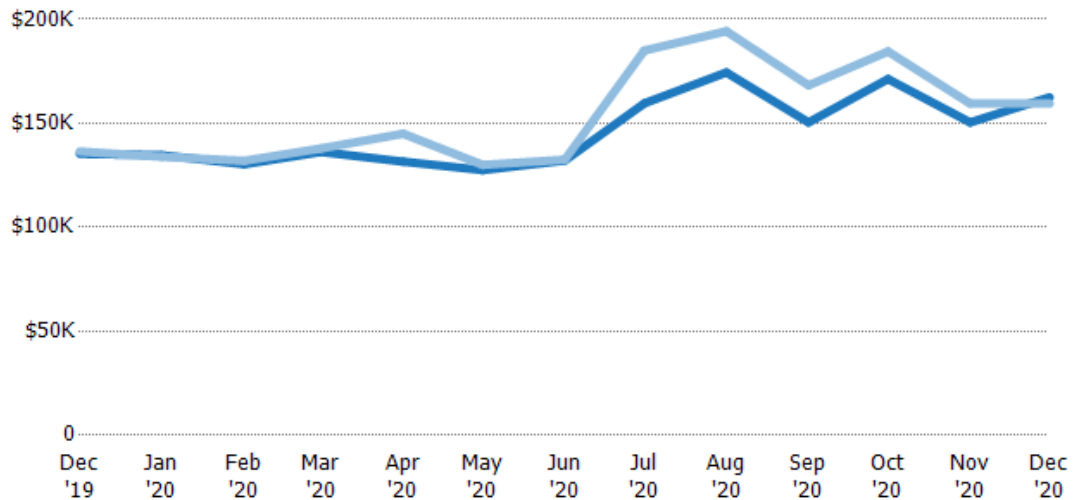
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$203K	\$196K	\$169K	\$167K	\$168K	\$174K	\$171K	\$192K	\$217K	\$197K	\$217K	\$198K	\$185K
Avg Listing Price	\$218K	\$213K	\$187K	\$192K	\$200K	\$207K	\$198K	\$228K	\$243K	\$214K	\$231K	\$205K	\$172K
Avg Listing Price as a % of Avg Est Value	108%	109%	111%	115%	119%	119%	116%	119%	112%	109%	107%	104%	93%

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



	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
Median Est Value	\$135K	\$135K	\$130K	\$136K	\$132K	\$127K	\$132K	\$160K	\$174K	\$150K	\$171K	\$150K	\$163K
Median Listing Price	\$136K	\$134K	\$132K	\$138K	\$145K	\$130K	\$133K	\$185K	\$194K	\$168K	\$185K	\$160K	\$160K
Med Listing Price as a % of Med Est Value	101%	99%	101%	101%	110%	102%	100%	116%	111%	112%	108%	106%	98%

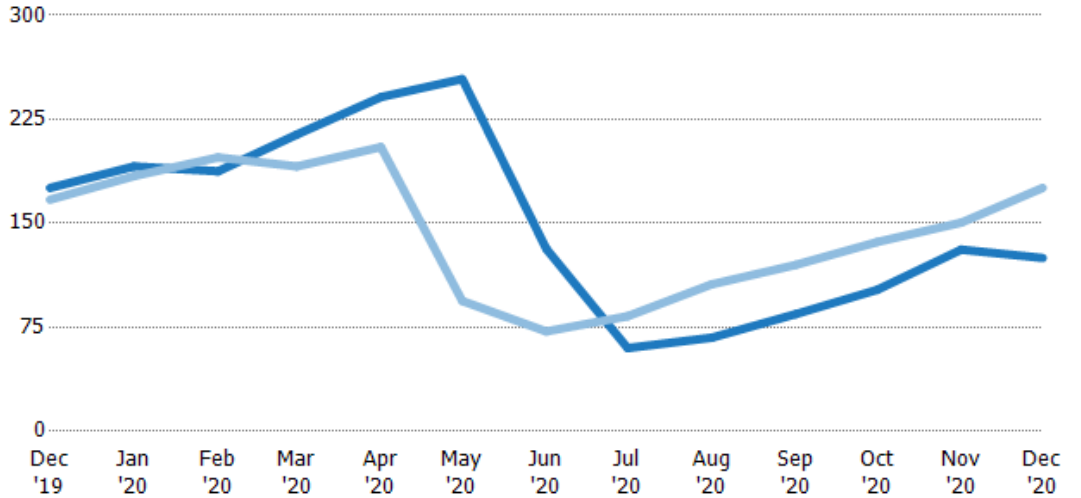
Median Days in RPR

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

Month/Year	Days	% Chg.
Dec '20	125	-28.8%
Dec '19	176	5.1%
Dec '18	167	18.3%



	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	176	191	188	214	241	254	132	60	67.5	84.5	102	131	125
Prior Year	167	184	198	191	205	94	72	83	106	120	137	151	176
Percent Change from Prior Year	5%	4%	-5%	12%	18%	170%	83%	-28%	-36%	-30%	-25%	-13%	-29%

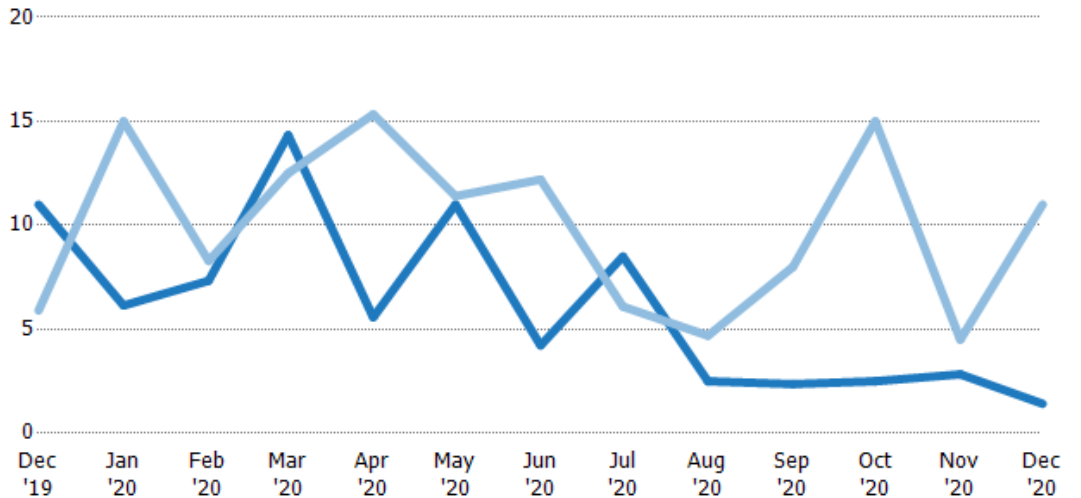
Months of Inventory

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.
Dec '20	1.42	-87.1%
Dec '19	11	86.4%
Dec '18	5.9	35.6%



	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	11	6.14	7.33	14.3	5.57	11	4.22	8.5	2.5	2.36	2.5	2.83	1.42
Prior Year	5.9	15	8.29	12.5	15.3	11.4	12.2	6.09	4.69	8	15	4.5	11
Percent Change from Prior Year	86%	-59%	-11%	15%	-64%	-4%	-65%	40%	-47%	-70%	-83%	-37%	-87%

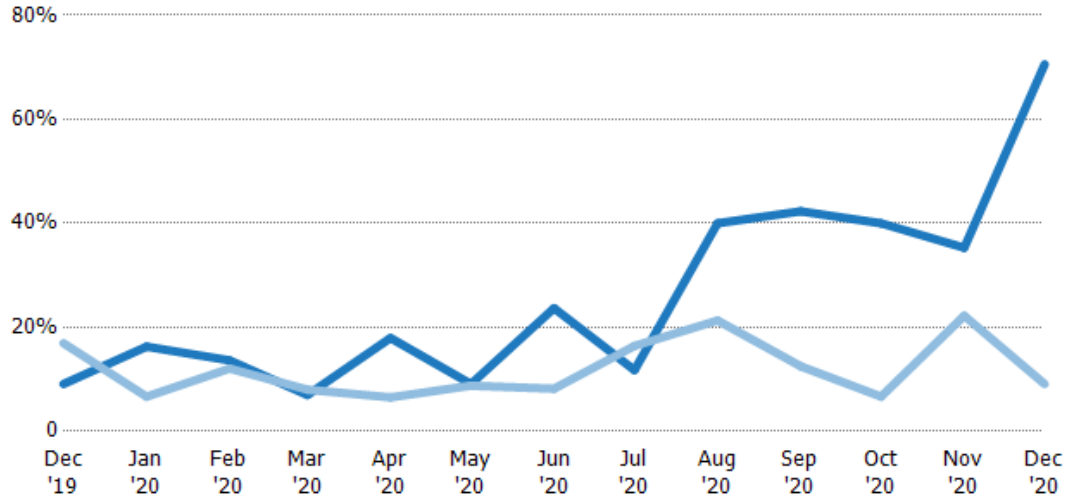
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Dec '20	71%	-61.5%
Dec '19	9%	7.9%
Dec '18	17%	-26.2%



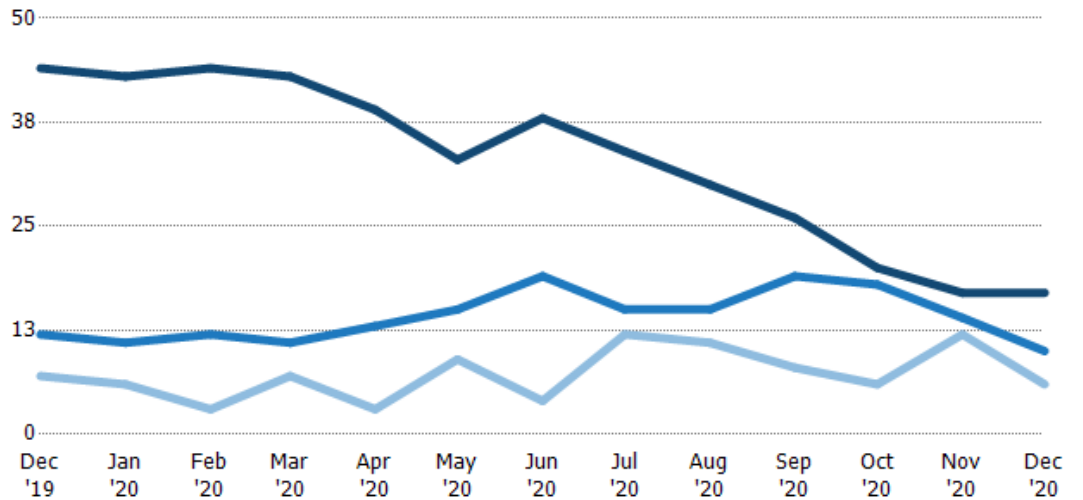
Current Year	9%	16%	14%	7%	18%	9%	24%	12%	40%	42%	40%	35%	71%
Prior Year	17%	7%	12%	8%	7%	9%	8%	16%	21%	13%	7%	22%	9%
Change from Prior Year	8%	-10%	-2%	1%	-11%	0%	-15%	5%	-19%	-30%	-33%	-13%	-61%

Active/Pending/Sold Units

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

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



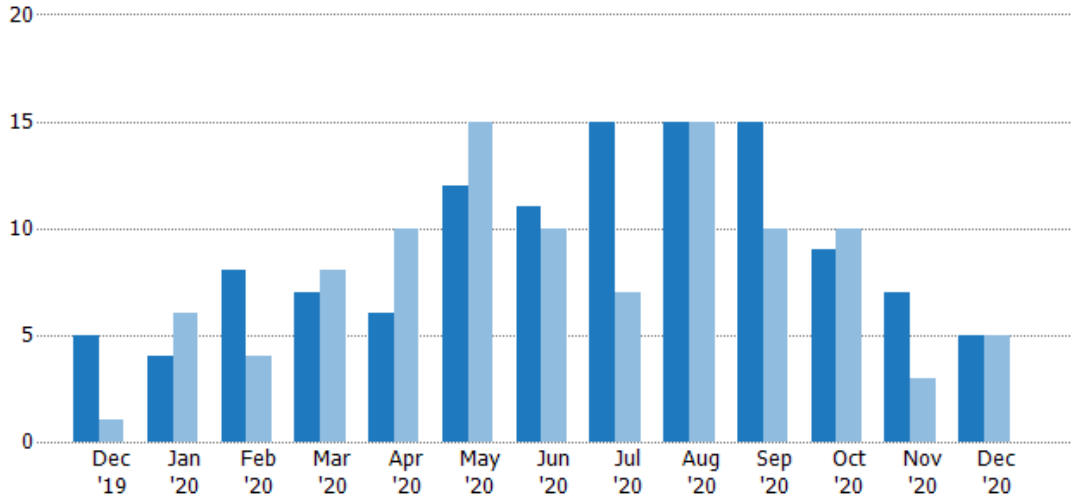
Active	44	43	44	43	39	33	38	34	30	26	20	17	17
Pending	12	11	12	11	13	15	19	15	15	19	18	14	10
Sold	7	6	3	7	3	9	4	12	11	8	6	12	6

New Pending Sales

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
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Saint Johnsbury Center, VT 05863
Property Type:
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Family Residence



Month/Year	Count	% Chg.
Dec '20	5	0%
Dec '19	5	400%
Dec '18	1	200%

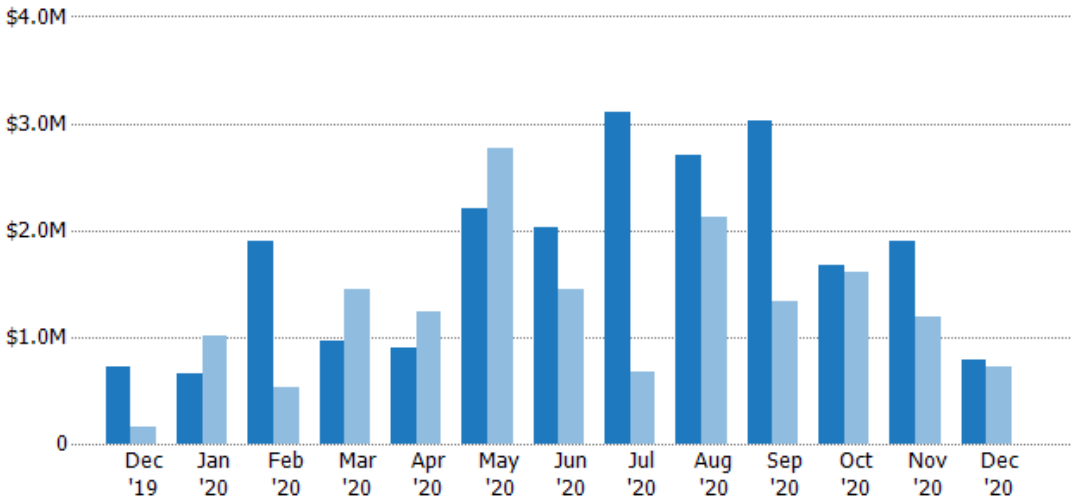
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	5	4	8	7	6	12	11	15	15	15	9	7	5
Prior Year	1	6	4	8	10	15	10	7	15	10	10	3	5
Percent Change from Prior Year	400%	-33%	100%	-13%	-40%	-20%	10%	114%	0%	50%	-10%	133%	0%

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.
Dec '20	\$781K	7.4%
Dec '19	\$727K	361.7%
Dec '18	\$158K	241.6%

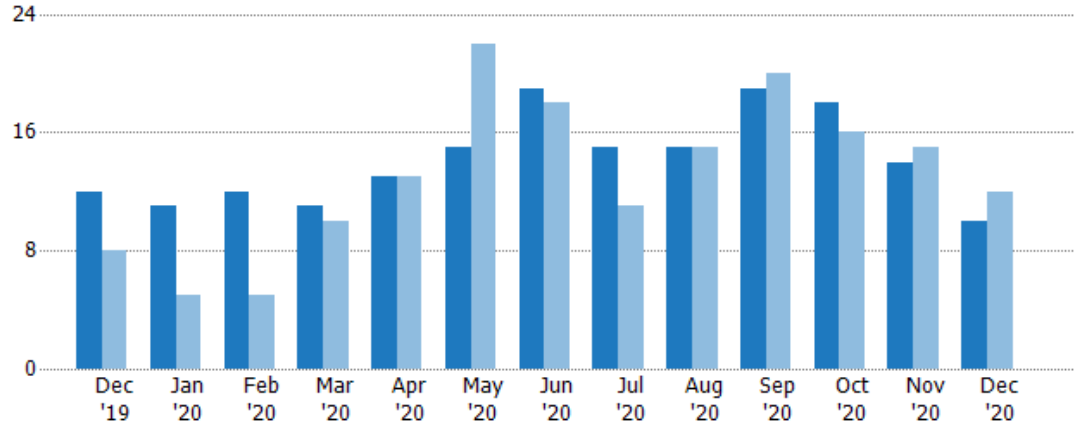
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$727K	\$655K	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M	\$3.1M	\$2.7M	\$3.03M	\$1.68M	\$1.9M	\$781K
Prior Year	\$158K	\$1.01M	\$524K	\$1.44M	\$1.23M	\$2.77M	\$1.44M	\$676K	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K
Percent Change from Prior Year	362%	-35%	261%	-33%	-27%	-21%	40%	358%	27%	126%	4%	59%	7%

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.
Dec '20	10	-16.7%
Dec '19	12	50%
Dec '18	8	-37.5%

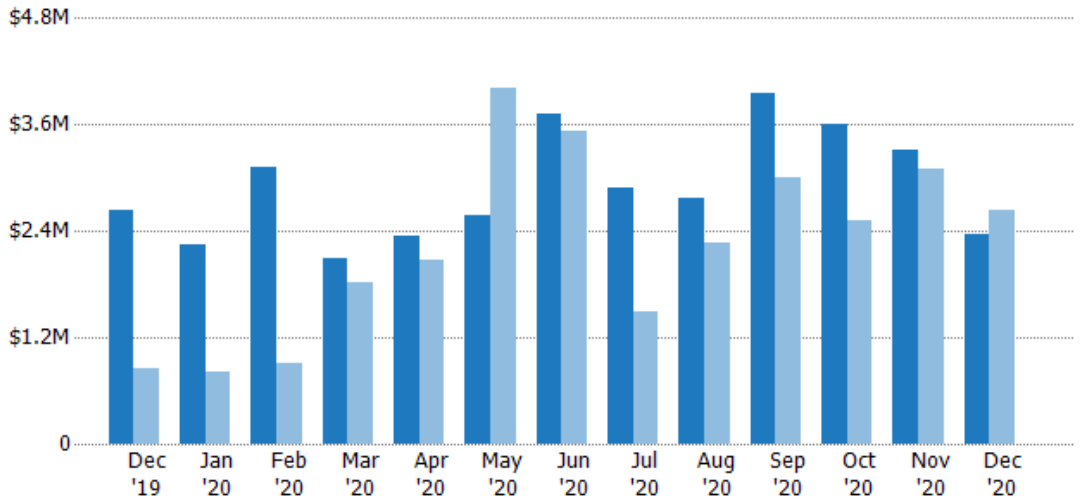
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	12	11	12	11	13	15	19	15	15	19	18	14	10
Prior Year	8	5	5	10	13	22	18	11	15	20	16	15	12
Percent Change from Prior Year	50%	120%	140%	10%	0%	-32%	6%	36%	0%	-5%	13%	-7%	-17%

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.
Dec '20	\$2.35M	-10.4%
Dec '19	\$2.63M	211.4%
Dec '18	\$844K	10%

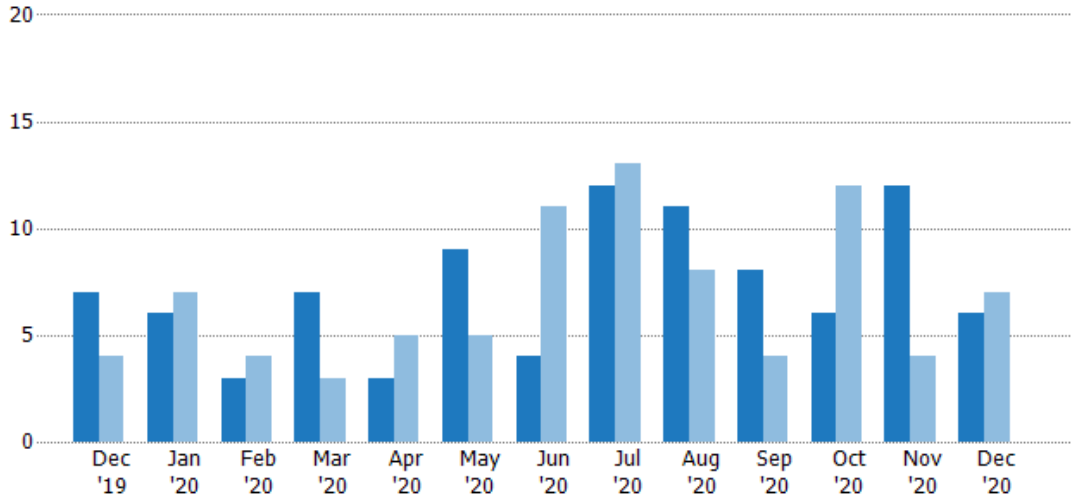
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$2.63M	\$2.24M	\$3.12M	\$2.1M	\$2.34M	\$2.57M	\$3.71M	\$2.88M	\$2.77M	\$3.95M	\$3.6M	\$3.32M	\$2.35M
Prior Year	\$844K	\$819K	\$903K	\$1.81M	\$2.06M	\$4.01M	\$3.53M	\$1.49M	\$2.26M	\$3.01M	\$2.51M	\$3.1M	\$2.63M
Percent Change from Prior Year	211%	174%	246%	16%	13%	-36%	5%	93%	22%	31%	44%	7%	-10%

Closed Sales

The total number 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



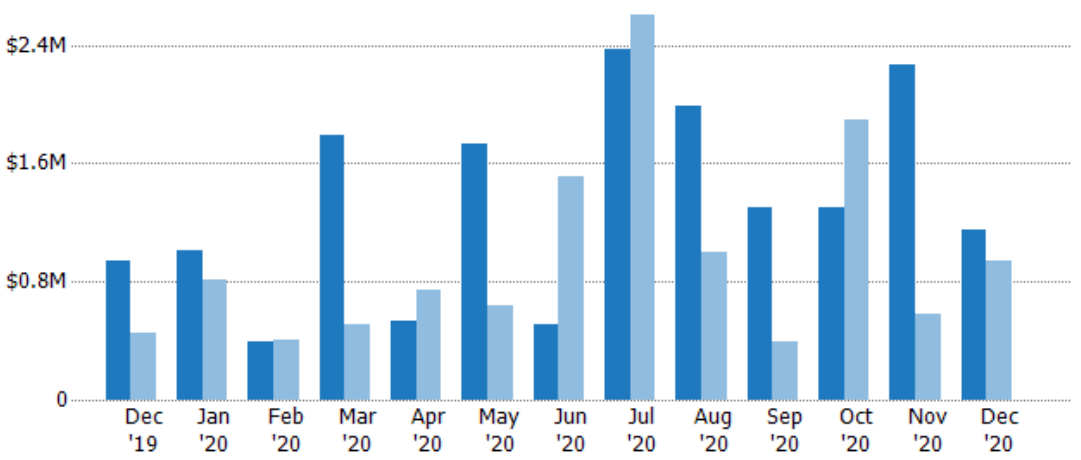
Month/Year	Count	% Chg.
Dec '20	6	-14.3%
Dec '19	7	75%
Dec '18	4	0%

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



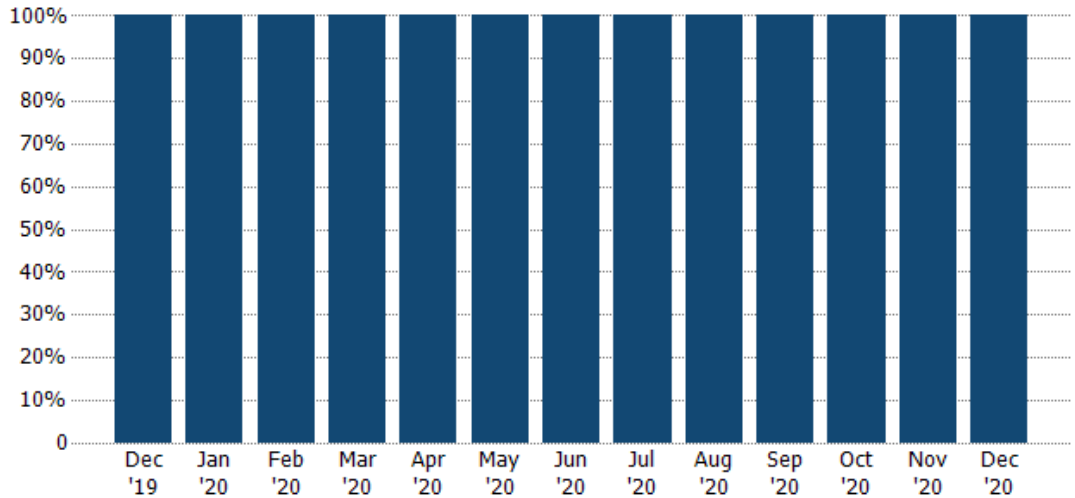
Month/Year	Volume	% Chg.
Dec '20	\$1.15M	21.6%
Dec '19	\$946K	109.4%
Dec '18	\$452K	58.4%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



■ Single Family Residence

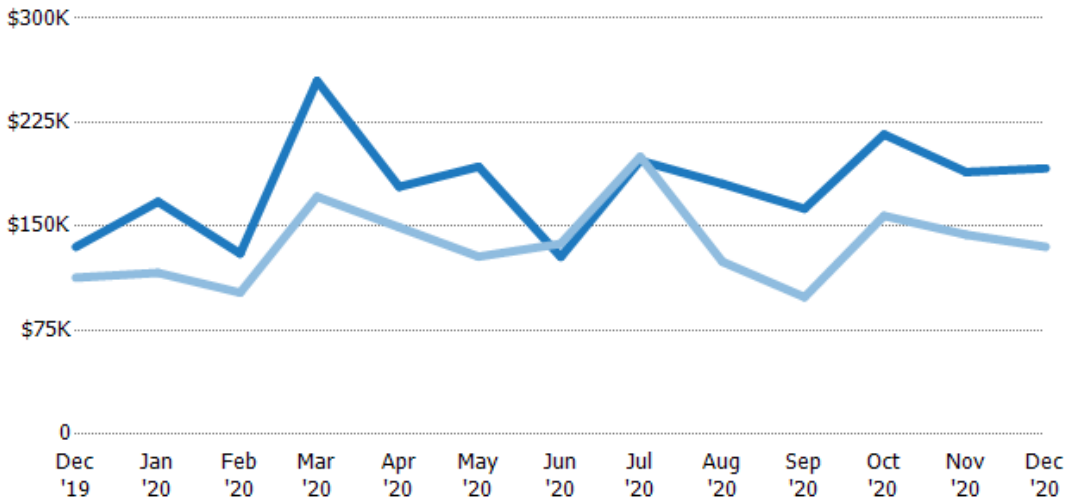
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K	\$163K	\$216K	\$189K	\$192K
\$113K	\$116K	\$102K	\$171K	\$149K	\$128K	\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K
20%	44%	28%	49%	20%	51%	-7%	-1%	45%	65%	37%	31%	42%

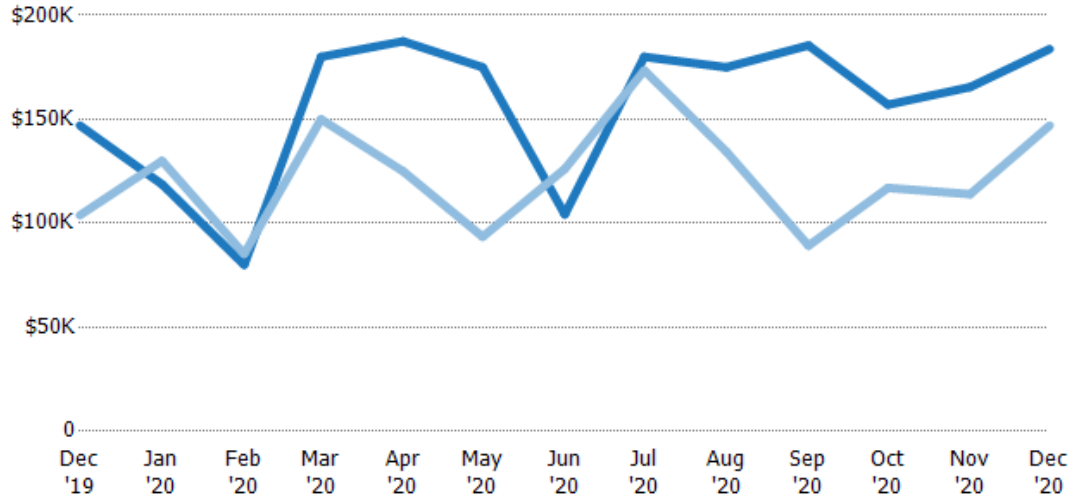
Median Sales Price

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.
Dec '20	\$184K	25%
Dec '19	\$147K	41.5%
Dec '18	\$104K	89.4%



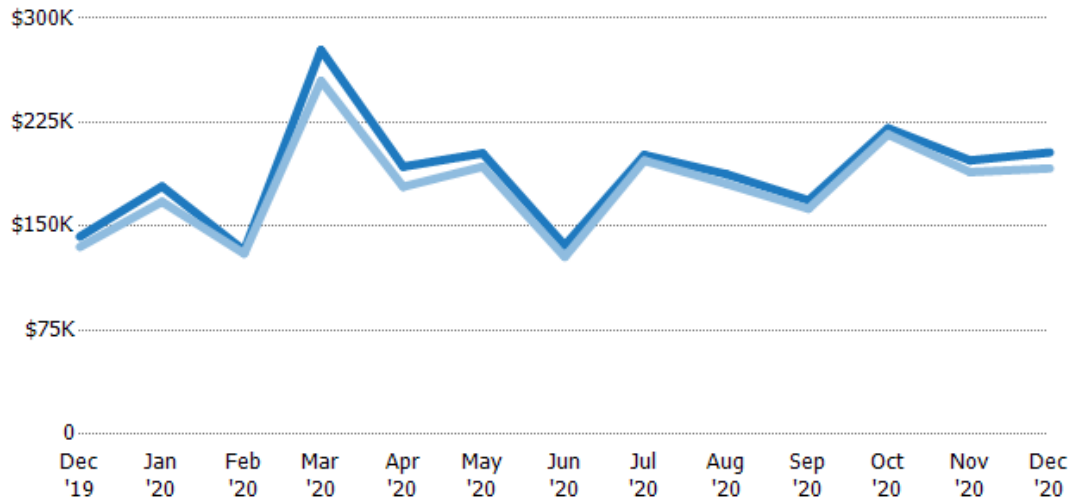
Current Year	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K	\$186K	\$157K	\$166K	\$184K
Prior Year	\$104K	\$130K	\$85.3K	\$150K	\$125K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K
Percent Change from Prior Year	42%	-9%	-6%	20%	50%	87%	-17%	4%	30%	108%	34%	45%	25%

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



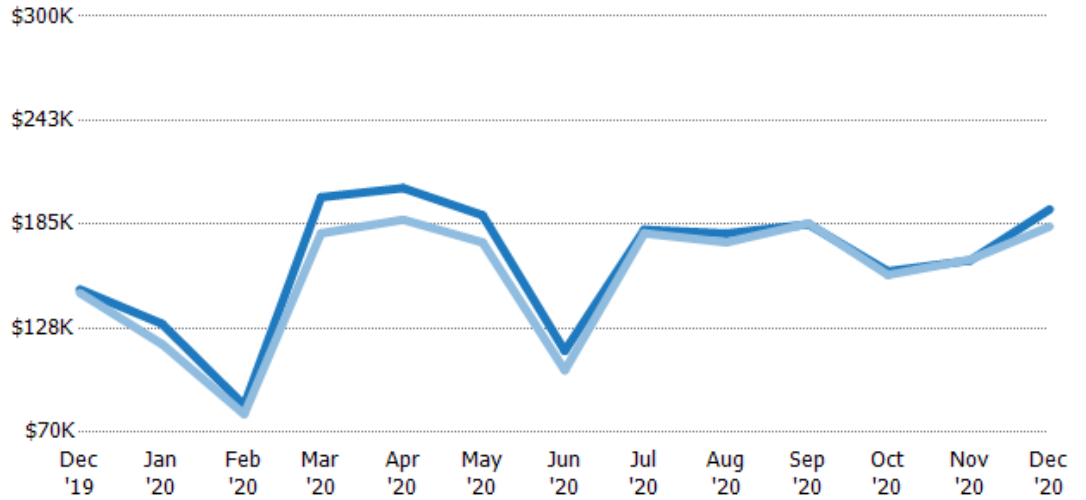
Avg List Price	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K	\$169K	\$221K	\$197K	\$203K
Avg Sales Price	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K	\$163K	\$216K	\$189K	\$192K
Avg Sales Price as a % of Avg List Price	95%	94%	98%	92%	92%	95%	94%	98%	96%	96%	98%	96%	94%

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



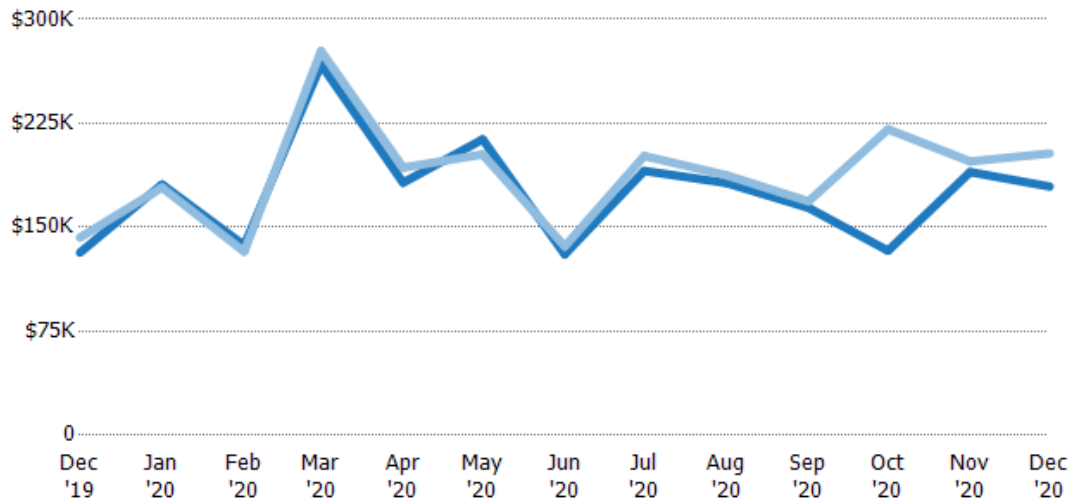
Median List Price	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K	\$159K	\$165K	\$193K
Median Sales Price	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K	\$186K	\$157K	\$166K	\$184K
Med Sales Price as a % of Med List Price	99%	91%	94%	90%	91%	92%	91%	99%	97%	100%	99%	100%	95%

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



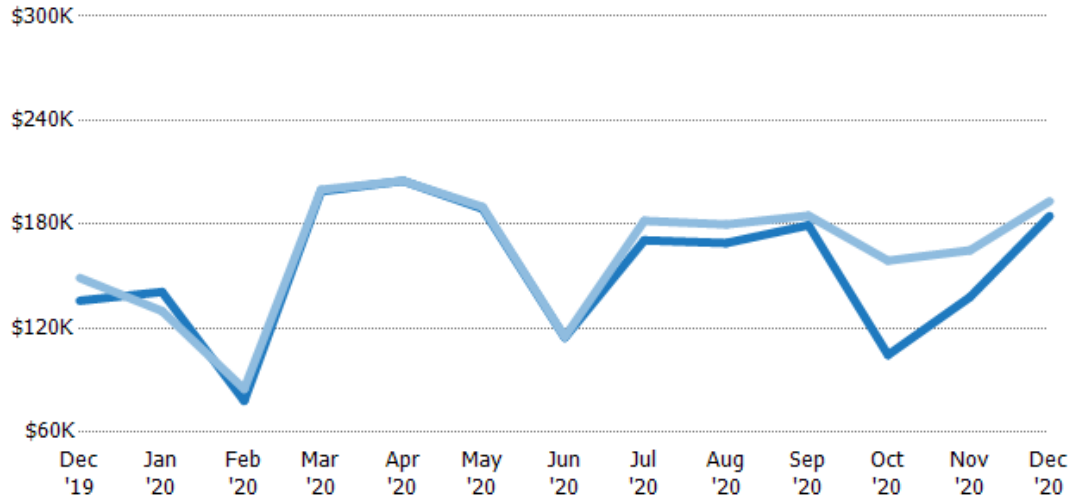
Avg Est Value	\$132K	\$181K	\$137K	\$267K	\$182K	\$213K	\$131K	\$191K	\$182K	\$164K	\$133K	\$190K	\$179K
Avg Sales Price	\$143K	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K	\$169K	\$221K	\$197K	\$203K
Avg Sales Price as a % of Avg Est Value	108%	99%	97%	104%	106%	95%	104%	106%	103%	103%	166%	104%	113%

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



	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
Median Est Value	\$136K	\$141K	\$78.1K	\$199K	\$205K	\$189K	\$115K	\$171K	\$169K	\$179K	\$105K	\$138K	\$185K
Median Sales Price	\$149K	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K	\$159K	\$165K	\$193K
Med Sales Price as a % of Med Est Value	110%	92%	109%	100%	100%	101%	100%	107%	106%	103%	152%	120%	105%

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

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	10	\$2,354,700	6	\$1,150,500	\$191,750	\$183,750	\$70	\$72	31