

Summary of Key Listing and Sales Metrics

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

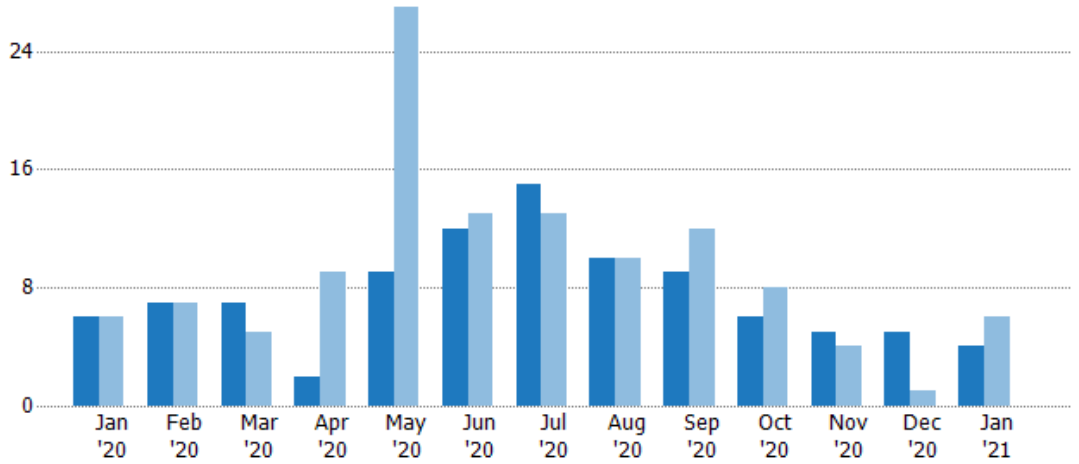
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	6	-33.3%	97	121	-19.8%
New Listing Volume	\$1,394,900	\$699,300	+99.5%	\$18,510,822	\$22,232,900	-16.7%
Active Listing Count	17	43	-60.5%	N/A	N/A	
Active Listing Volume	\$3,584,200	\$9,173,100	-60.9%	N/A	N/A	
Average Listing Price	\$210,835	\$213,328	-1.2%	\$206,877	\$202,605	+2.1%
Median Listing Price	\$159,000	\$133,900	+18.7%	\$151,345	\$146,752	+3.1%
Median Days in RPR	93	191	-51.3%	133.6	134.38	-0.6%
Months of Inventory	2.8	6.1	-53.9%	2.8	6.1	-53.9%
Absorption Rate	35.29%	16.28%	+19%	35.29%	16.28%	+19%
Sales Activity Charts Metrics						
New Pending Sales Count	2	4	-50%	116	107	+8.4%
New Pending Sales Volume	\$268,900	\$654,700	-58.9%	\$22,094,622	\$16,759,149	+31.8%
Pending Sales Count	6	11	-45.5%	N/A	N/A	
Pending Sales Volume	\$1,183,700	\$2,244,100	-47.3%	N/A	N/A	
Closed Sales Count	5	6	-16.7%	92	89	+3.4%
Closed Sales Volume	\$1,288,000	\$1,006,100	+28%	\$17,626,460	\$13,046,600	+35.1%
Average Sales Price	\$257,600	\$167,683	+53.6%	\$191,592	\$146,591	+30.7%
Median Sales Price	\$306,000	\$118,750	+157.7%	\$172,788	\$128,879	+34.1%

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



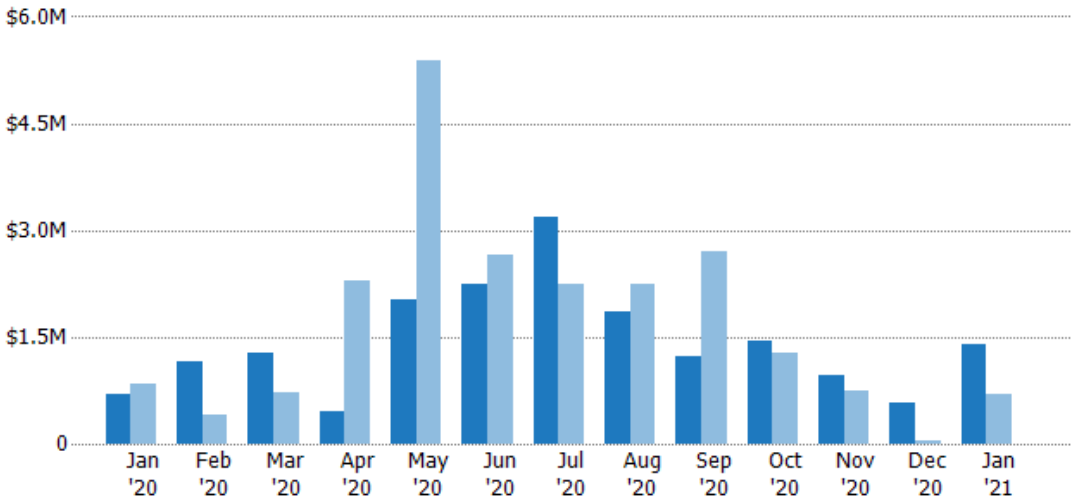
Month/Year	Count	% Chg.
Jan '21	4	-33.3%
Jan '20	6	0%
Jan '19	6	0%

New Listing Volume

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

Filters Used

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



Month/Year	Volume	% Chg.
Jan '21	\$1.39M	99.5%
Jan '20	\$699K	-17.9%
Jan '19	\$851K	6.3%

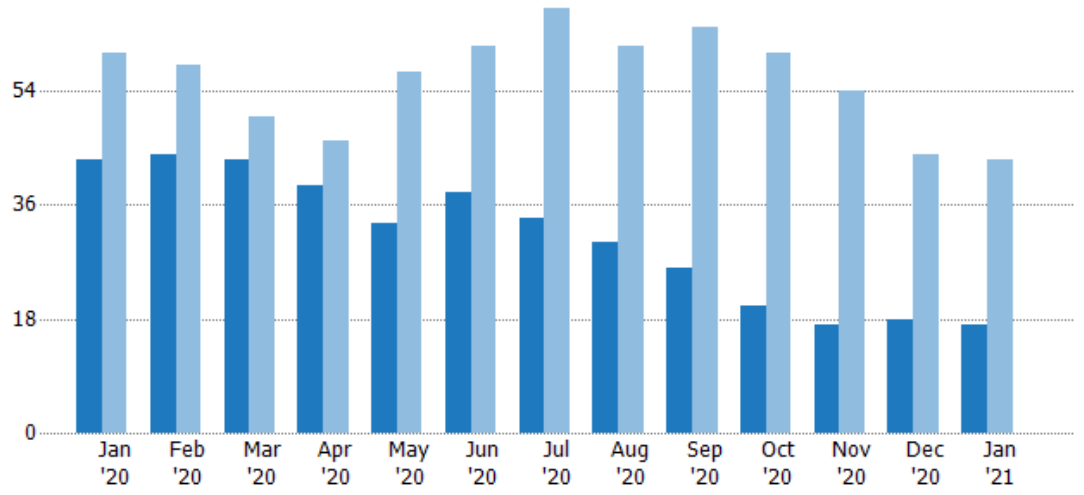
Active Listings

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.
Jan '21	17	-60.5%
Jan '20	43	-28.3%
Jan '19	60	-20%



Month	Current Year	Prior Year	Percent Change from Prior Year
Jan '20	43	60	-28%
Feb '20	44	58	-24%
Mar '20	43	50	-14%
Apr '20	39	46	-15%
May '20	33	57	-42%
Jun '20	38	61	-38%
Jul '20	34	67	-49%
Aug '20	30	61	-51%
Sep '20	26	64	-59%
Oct '20	20	60	-67%
Nov '20	17	54	-69%
Dec '20	18	44	-59%
Jan '21	17	43	-60%

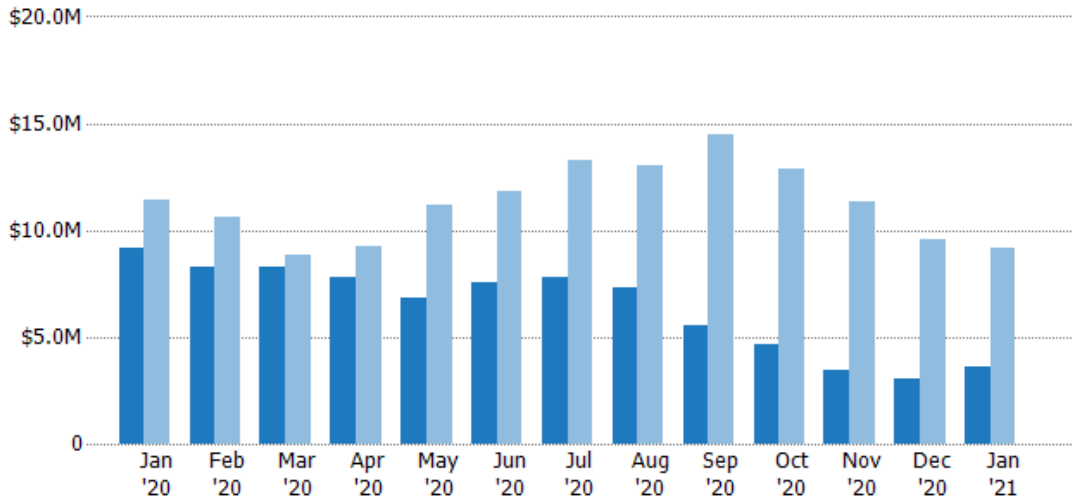
Active Listing Volume

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.
Jan '21	\$3.58M	-60.9%
Jan '20	\$9.17M	-19.8%
Jan '19	\$11.4M	-17.1%



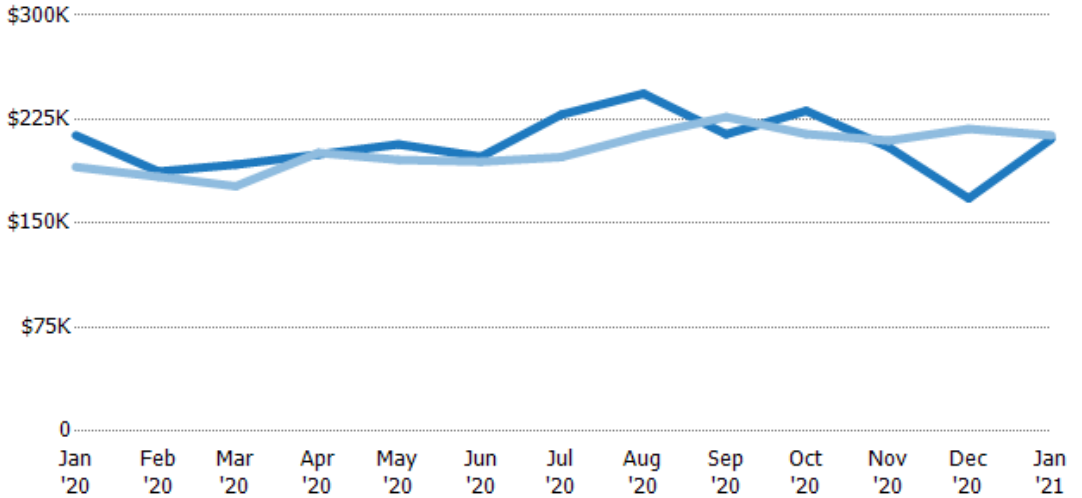
Month	Current Year	Prior Year	Percent Change from Prior Year
Jan '20	\$9.17M	\$11.4M	-20%
Feb '20	\$8.24M	\$10.6M	-23%
Mar '20	\$8.27M	\$8.84M	-6%
Apr '20	\$7.78M	\$9.24M	-16%
May '20	\$6.83M	\$11.2M	-39%
Jun '20	\$7.53M	\$11.9M	-37%
Jul '20	\$7.76M	\$13.2M	-41%
Aug '20	\$7.3M	\$13M	-44%
Sep '20	\$5.57M	\$14.5M	-62%
Oct '20	\$4.62M	\$12.9M	-64%
Nov '20	\$3.48M	\$11.3M	-69%
Dec '20	\$3.02M	\$9.6M	-68%
Jan '21	\$3.58M	\$9.17M	-61%

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.
Jan '21	\$211K	-1.2%
Jan '20	\$213K	11.9%
Jan '19	\$191K	3.7%

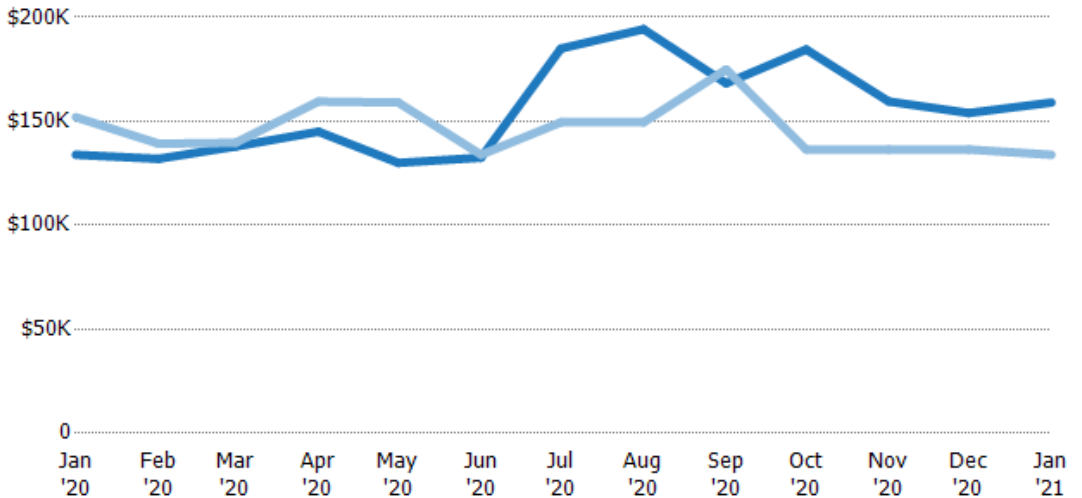
Current Year	\$213K	\$187K	\$192K	\$200K	\$207K	\$198K	\$228K	\$243K	\$214K	\$231K	\$205K	\$168K	\$211K
Prior Year	\$191K	\$184K	\$177K	\$201K	\$196K	\$194K	\$198K	\$213K	\$227K	\$214K	\$210K	\$218K	\$213K
Percent Change from Prior Year	12%	2%	9%	-1%	6%	2%	15%	14%	-5%	8%	-2%	-23%	-1%

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.
Jan '21	\$159K	18.7%
Jan '20	\$134K	-11.9%
Jan '19	\$152K	9.9%

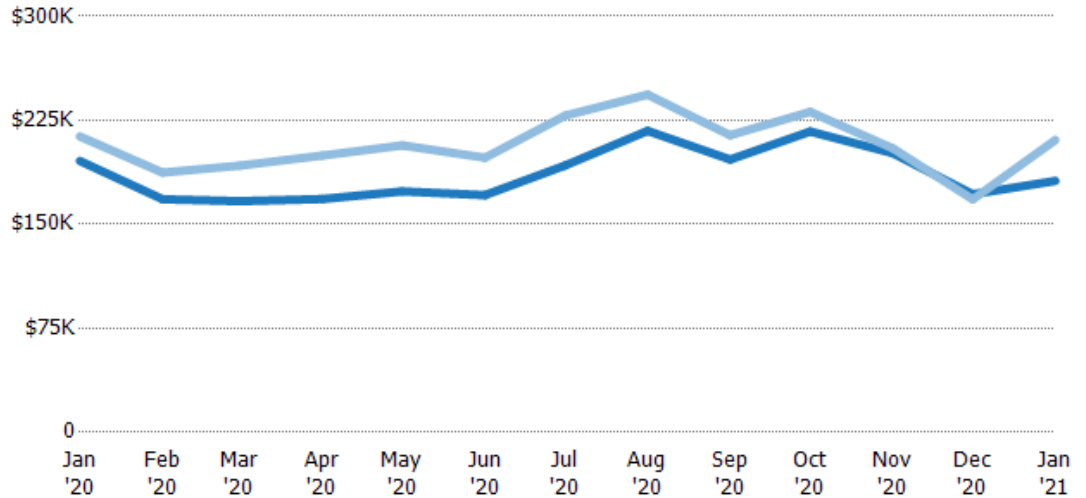
Current Year	\$134K	\$132K	\$138K	\$145K	\$130K	\$133K	\$185K	\$194K	\$168K	\$185K	\$160K	\$154K	\$159K
Prior Year	\$152K	\$139K	\$140K	\$159K	\$159K	\$134K	\$150K	\$150K	\$175K	\$136K	\$136K	\$136K	\$134K
Percent Change from Prior Year	-12%	-5%	-1%	-9%	-18%	-1%	24%	30%	-4%	35%	17%	13%	19%

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



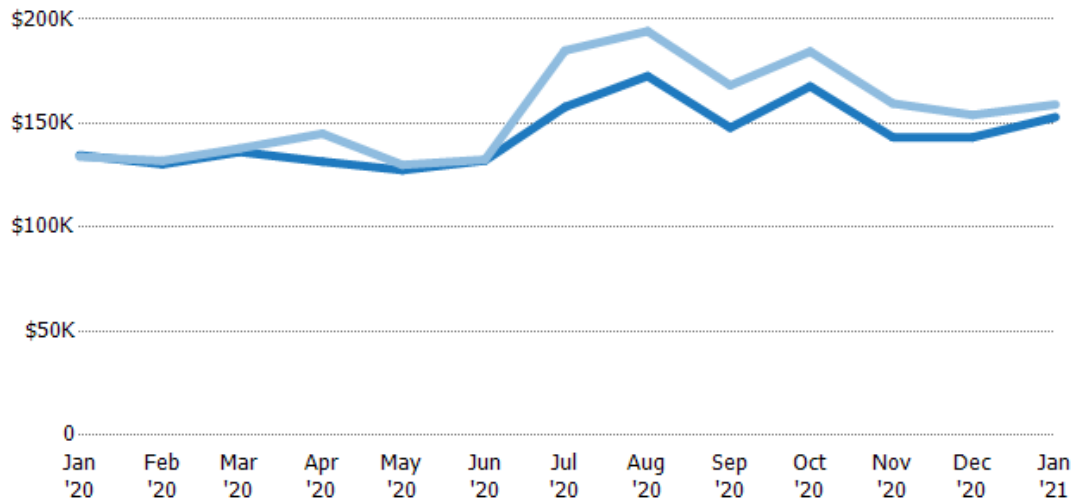
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$196K	\$168K	\$167K	\$168K	\$174K	\$171K	\$192K	\$217K	\$197K	\$217K	\$201K	\$172K	\$181K
Avg Listing Price	\$213K	\$187K	\$192K	\$200K	\$207K	\$198K	\$228K	\$243K	\$214K	\$231K	\$205K	\$168K	\$211K
Avg Listing Price as a % of Avg Est Value	109%	111%	115%	119%	119%	116%	119%	112%	109%	107%	102%	98%	116%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$135K	\$130K	\$136K	\$132K	\$127K	\$132K	\$158K	\$173K	\$148K	\$168K	\$143K	\$143K	\$153K
Median Listing Price	\$134K	\$132K	\$138K	\$145K	\$130K	\$133K	\$185K	\$194K	\$168K	\$185K	\$160K	\$154K	\$159K
Med Listing Price as a % of Med Est Value	99%	101%	101%	110%	102%	100%	117%	112%	114%	110%	111%	108%	104%

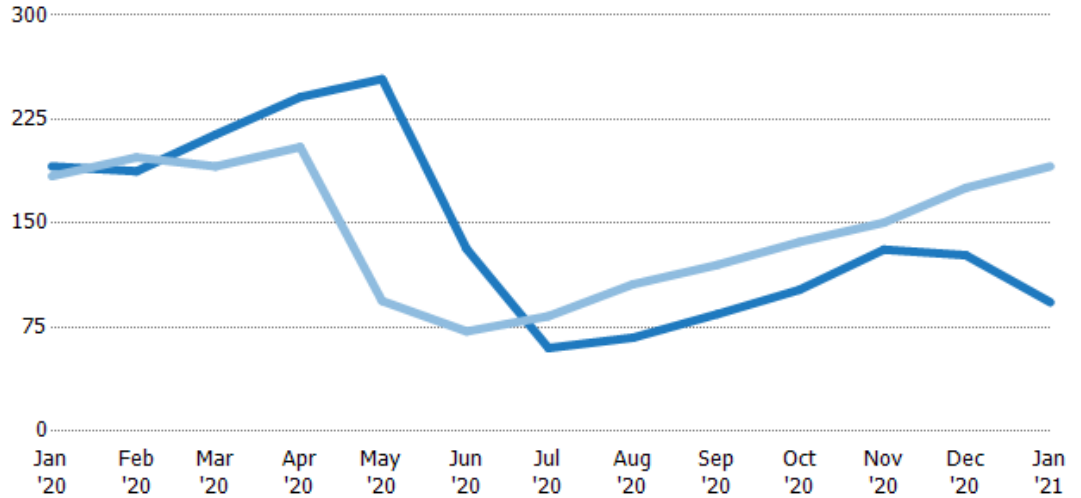
Median Days in RPR

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.
Jan '21	93	-51.3%
Jan '20	191	3.8%
Jan '19	184	15.8%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	191	188	214	241	254	132	60	67.5	84.5	102	131	127	93
Prior Year	184	198	191	205	94	72	83	106	120	137	151	176	191
Percent Change from Prior Year	4%	-5%	12%	18%	170%	83%	-28%	-36%	-30%	-25%	-13%	-28%	-51%

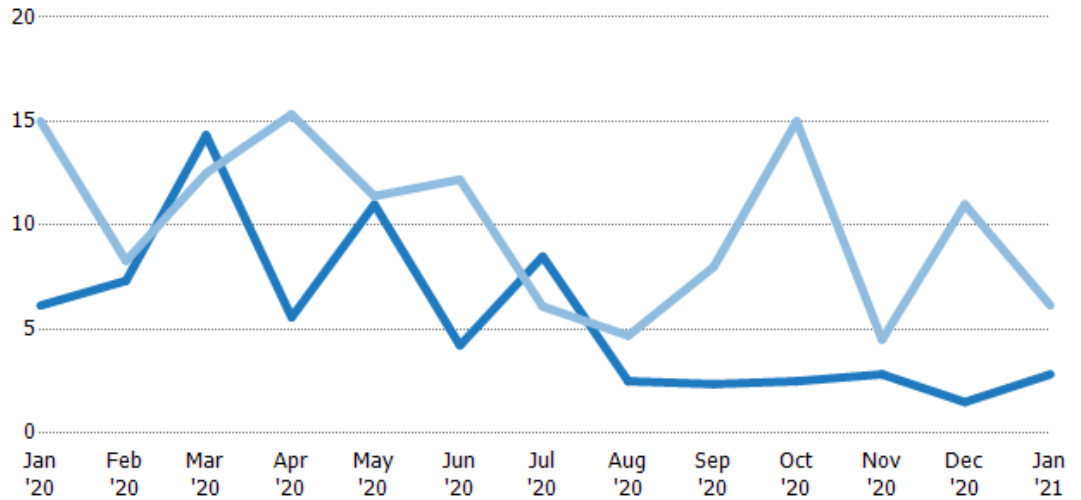
Months of Inventory

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.
Jan '21	2.83	-53.9%
Jan '20	6.14	-59%
Jan '19	15	-20%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	6.14	7.33	14.3	5.57	11	4.22	8.5	2.5	2.36	2.5	2.83	1.5	2.83
Prior Year	15	8.29	12.5	15.3	11.4	12.2	6.09	4.69	8	15	4.5	11	6.14
Percent Change from Prior Year	-59%	-11%	15%	-64%	-4%	-65%	40%	-47%	-70%	-83%	-37%	-86%	-54%

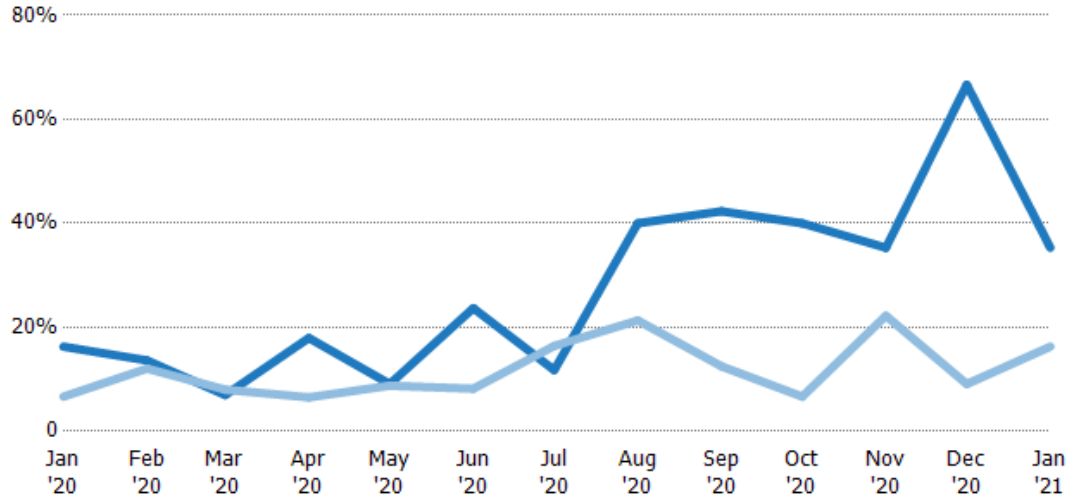
Absorption Rate

The percentage of inventory sold per 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	Rate	Chg.
Jan '21	35%	-19%
Jan '20	16%	-9.6%
Jan '19	7%	25.1%



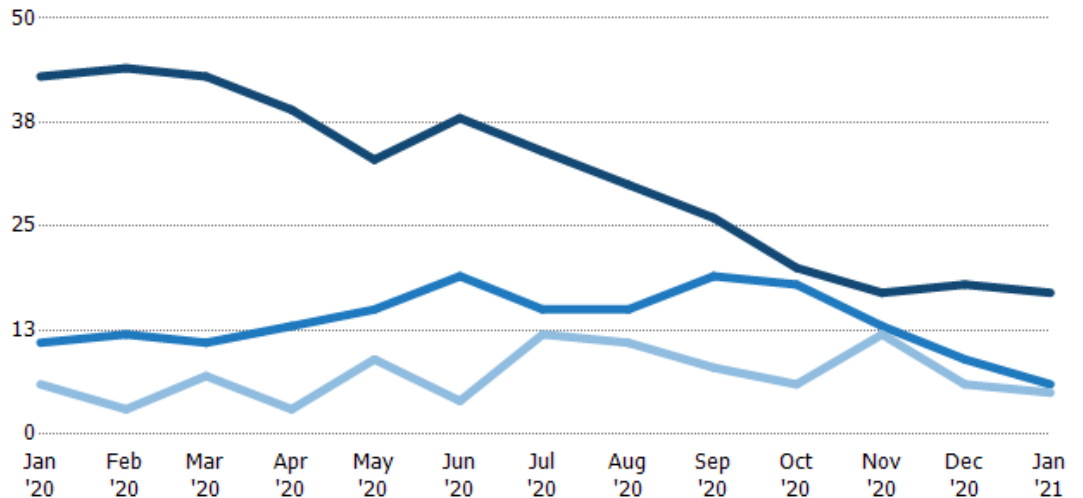
Current Year	16%	14%	7%	18%	9%	24%	12%	40%	42%	40%	35%	67%	35%
Prior Year	7%	12%	8%	7%	9%	8%	16%	21%	13%	7%	22%	9%	16%
Change from Prior Year	-10%	-2%	1%	-11%	0%	-15%	5%	-19%	-30%	-33%	-13%	-58%	-19%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



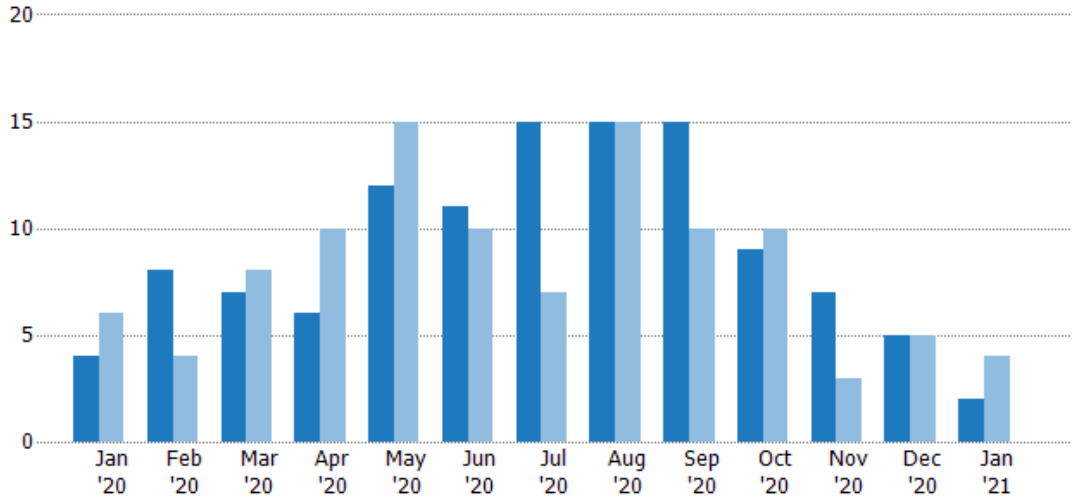
Active	43	44	43	39	33	38	34	30	26	20	17	18	17
Pending	11	12	11	13	15	19	15	15	19	18	13	9	6
Sold	6	3	7	3	9	4	12	11	8	6	12	6	5

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



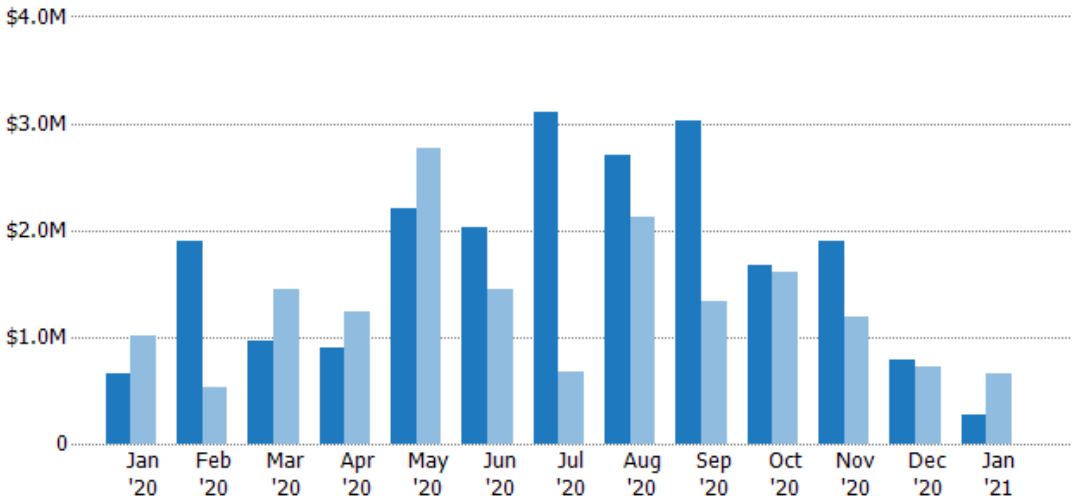
Month/Year	Count	% Chg.
Jan '21	2	-50%
Jan '20	4	-33.3%
Jan '19	6	-16.7%

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



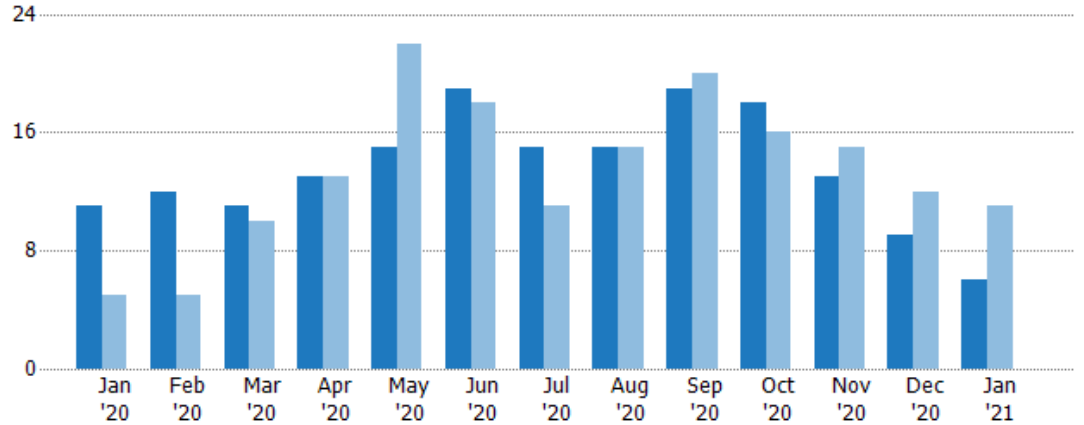
Month/Year	Volume	% Chg.
Jan '21	\$269K	-58.9%
Jan '20	\$655K	-35%
Jan '19	\$1.01M	-51.2%

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



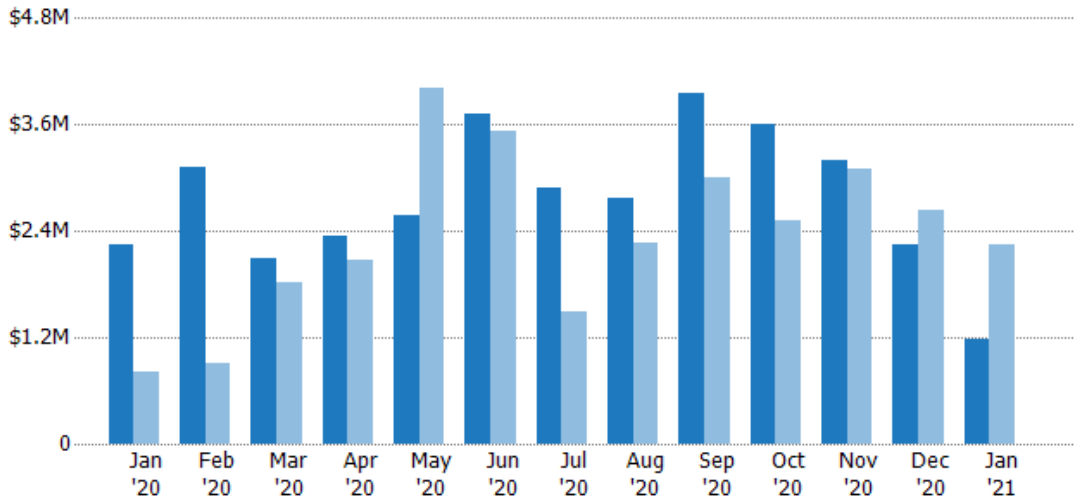
Month/Year	Count	% Chg.
Jan '21	6	-45.5%
Jan '20	11	120%
Jan '19	5	60%

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.
Jan '21	\$1.18M	-47.3%
Jan '20	\$2.24M	174.1%
Jan '19	\$819K	25.7%

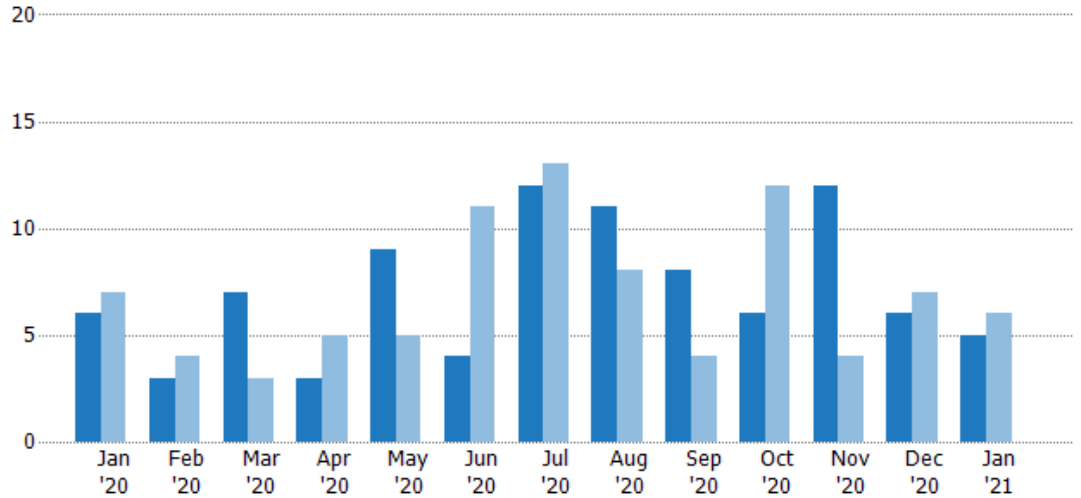
Closed Sales

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.
Jan '21	5	-16.7%
Jan '20	6	-14.3%
Jan '19	7	-71.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	6	3	7	3	9	4	12	11	8	6	12	6	5
Prior Year	7	4	3	5	5	11	13	8	4	12	4	7	6
Percent Change from Prior Year	-14%	-25%	133%	-40%	80%	-64%	-8%	38%	100%	-50%	200%	-14%	-17%

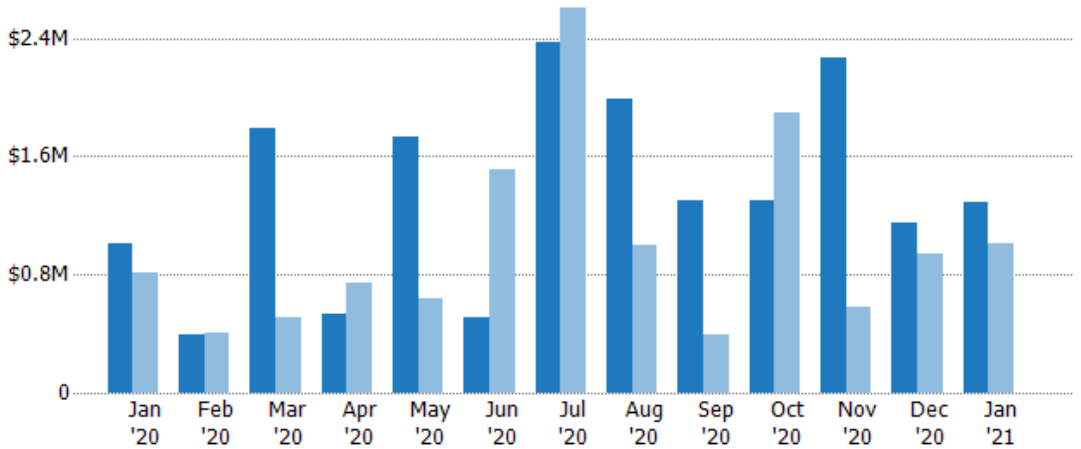
Closed Sales Volume

The sum of the sales price 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	Volume	% Chg.
Jan '21	\$1.29M	28%
Jan '20	\$1.01M	23.5%
Jan '19	\$815K	-53.1%



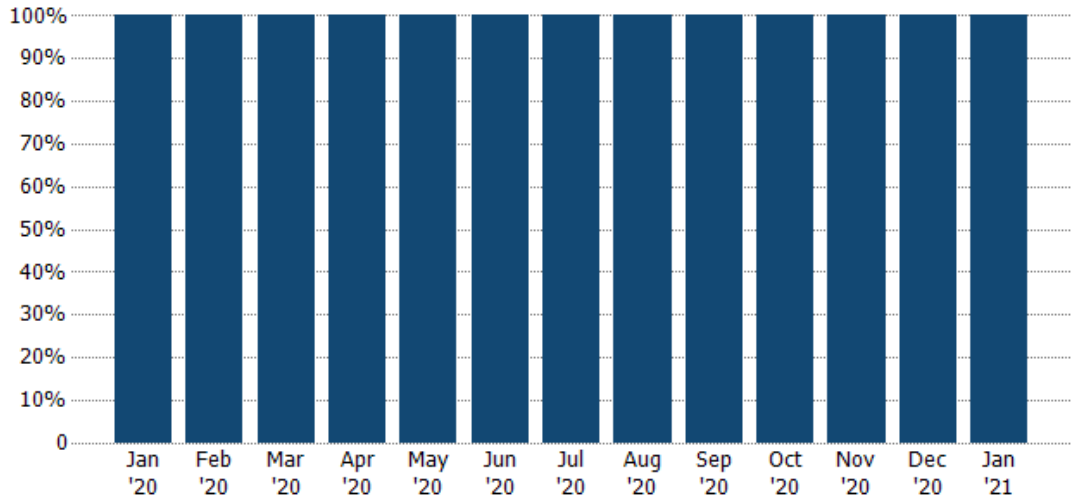
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.01M	\$391K	\$1.78M	\$536K	\$1.74M	\$512K	\$2.37M	\$1.99M	\$1.3M	\$1.3M	\$2.27M	\$1.15M	\$1.29M
Prior Year	\$815K	\$409K	\$514K	\$746K	\$640K	\$1.51M	\$2.6M	\$995K	\$396K	\$1.89M	\$576K	\$946K	\$1.01M
Percent Change from Prior Year	23%	-4%	247%	-28%	171%	-66%	-9%	100%	229%	-31%	294%	22%	28%

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

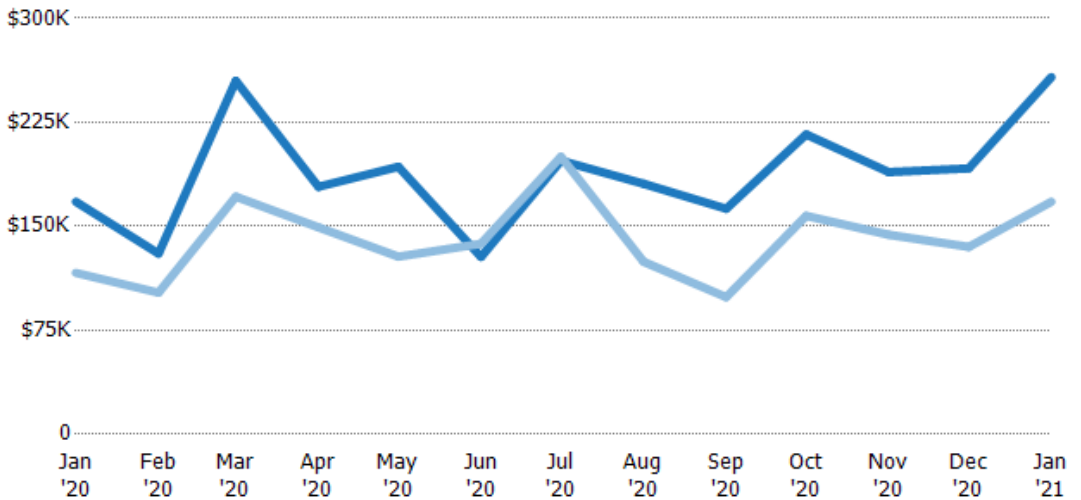
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K	\$163K	\$216K	\$189K	\$192K	\$258K
\$116K	\$102K	\$171K	\$149K	\$128K	\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K
44%	28%	49%	20%	51%	-7%	-1%	45%	65%	37%	31%	42%	54%

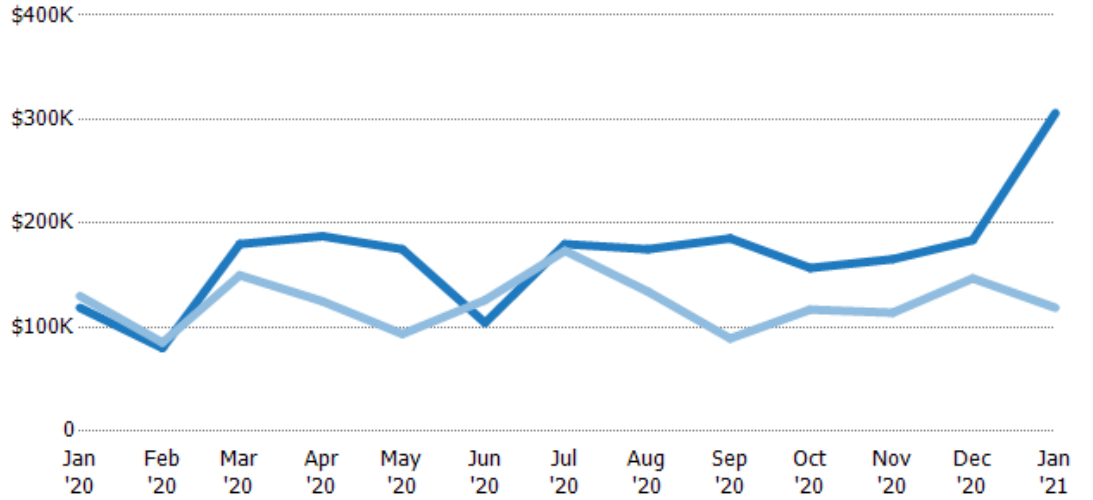
Median Sales Price

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.
Jan '21	\$306K	157.7%
Jan '20	\$119K	-8.7%
Jan '19	\$130K	47.1%



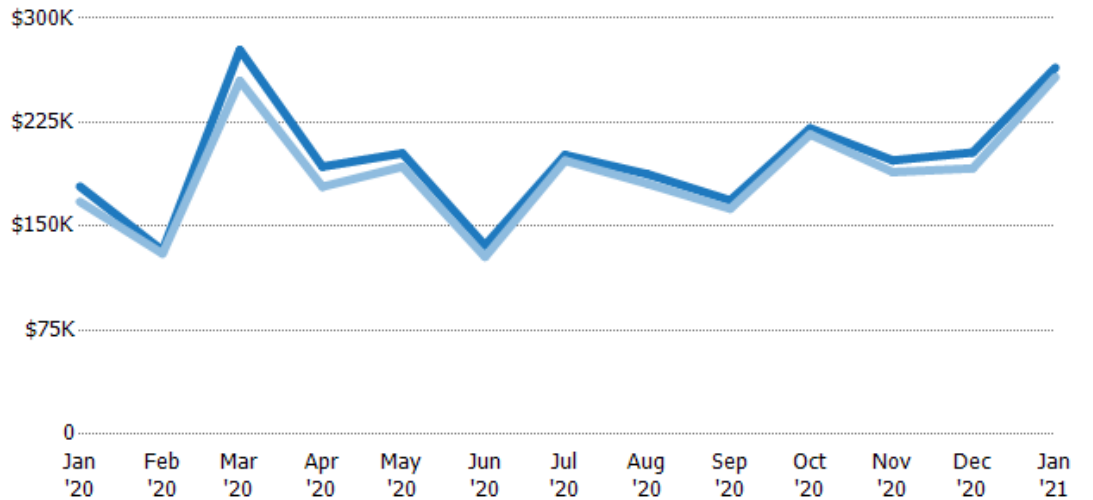
Current Year	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K	\$186K	\$157K	\$166K	\$184K	\$306K
Prior Year	\$130K	\$85.3K	\$150K	\$125K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K
Percent Change from Prior Year	-9%	-6%	20%	50%	87%	-17%	4%	30%	108%	34%	45%	25%	158%

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



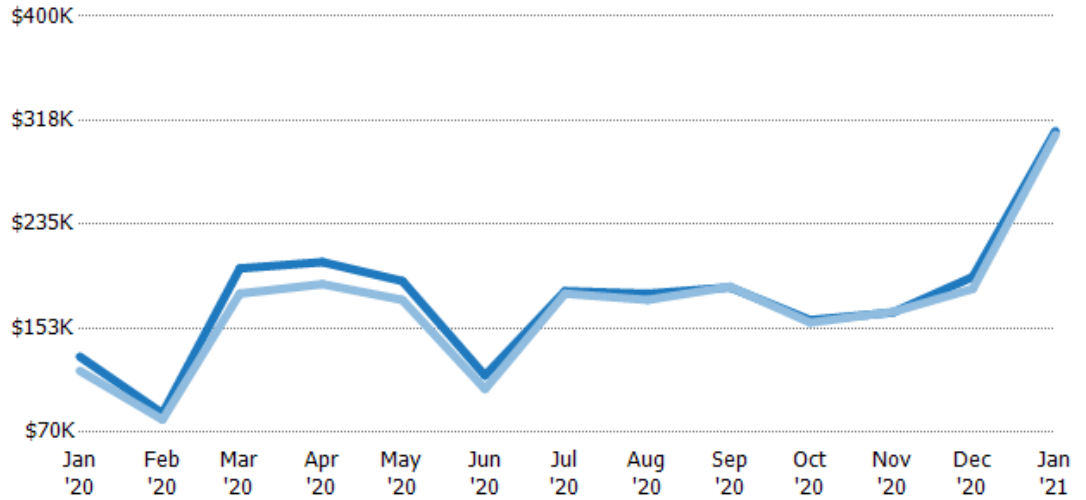
Avg List Price	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K	\$169K	\$221K	\$197K	\$203K	\$264K
Avg Sales Price	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K	\$163K	\$216K	\$189K	\$192K	\$258K
Avg Sales Price as a % of Avg List Price	94%	98%	92%	92%	95%	94%	98%	96%	96%	98%	96%	94%	97%

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



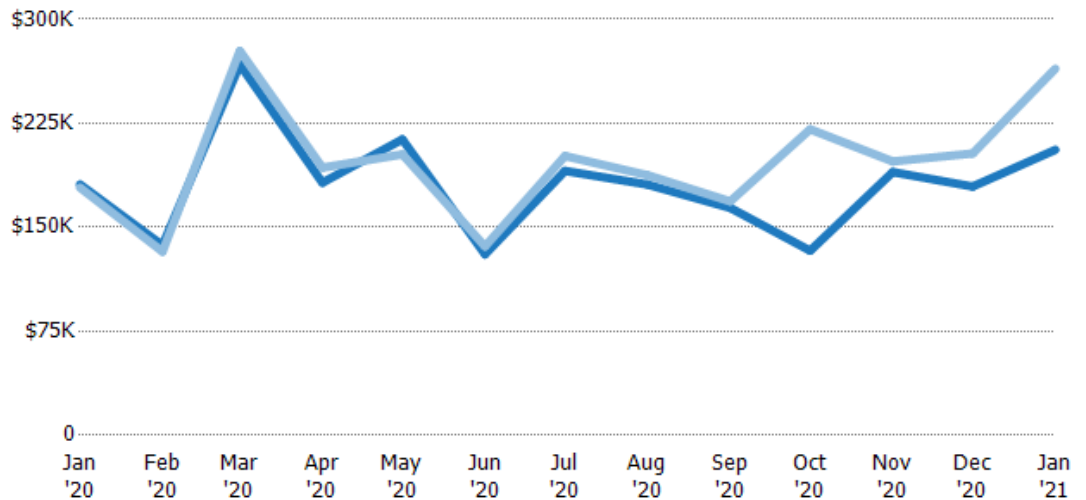
Median List Price	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K	\$159K	\$165K	\$193K	\$309K
Median Sales Price	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K	\$186K	\$157K	\$166K	\$184K	\$306K
Med Sales Price as a % of Med List Price	91%	94%	90%	91%	92%	91%	99%	97%	100%	99%	100%	95%	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



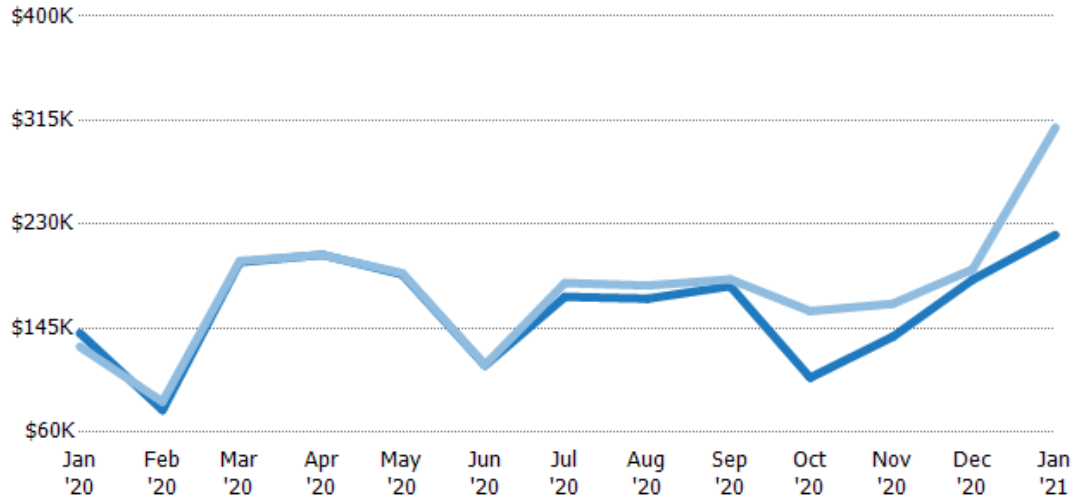
Avg Est Value	\$181K	\$137K	\$267K	\$182K	\$213K	\$131K	\$191K	\$181K	\$164K	\$133K	\$190K	\$179K	\$206K
Avg Sales Price	\$179K	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K	\$169K	\$221K	\$197K	\$203K	\$264K
Avg Sales Price as a % of Avg Est Value	99%	97%	104%	106%	95%	104%	106%	104%	103%	166%	104%	113%	128%

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



Median Est Value	\$141K	\$78.1K	\$199K	\$205K	\$189K	\$115K	\$171K	\$169K	\$179K	\$105K	\$138K	\$185K	\$221K
Median Sales Price	\$130K	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K	\$159K	\$165K	\$193K	\$309K
Med Sales Price as a % of Med Est Value	92%	109%	100%	100%	101%	100%	107%	106%	103%	152%	120%	105%	140%