

Summary of Key Listing and Sales Metrics

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

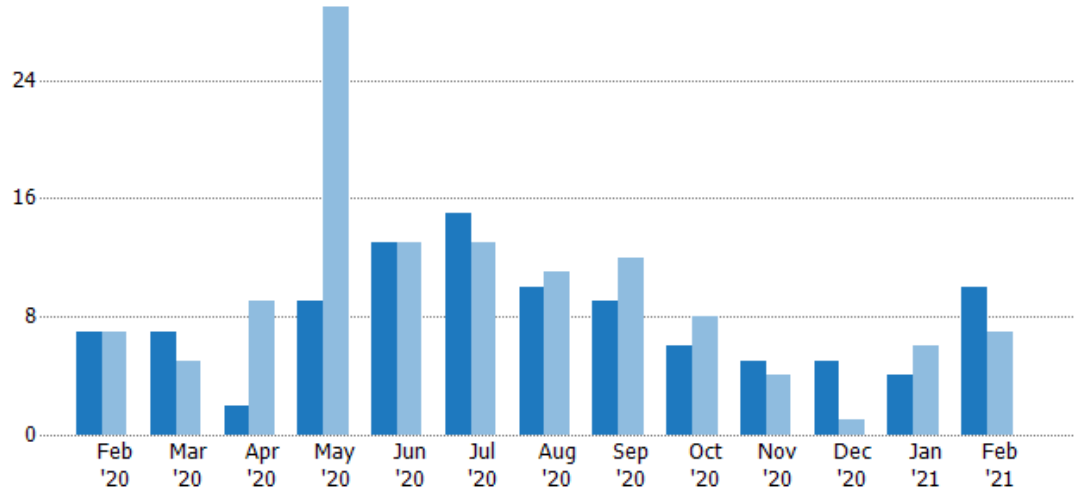
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	7	+42.9%	14	13	+7.7%
New Listing Volume	\$2,923,900	\$1,154,950	+153.2%	\$4,318,800	\$1,854,250	+132.9%
Active Listing Count	17	47	-63.8%	N/A	N/A	
Active Listing Volume	\$4,585,400	\$8,741,900	-47.5%	N/A	N/A	
Average Listing Price	\$269,729	\$185,998	+45%	\$234,069	\$196,120	+19.4%
Median Listing Price	\$175,000	\$130,000	+34.6%	\$166,556	\$130,000	+28.1%
Median Days in RPR	80	184	-56.5%	103.33	174.67	-40.8%
Months of Inventory	3.4	7.8	-56.6%	4	7.8	-48.9%
Absorption Rate	29.41%	12.77%	+16.6%	25%	12.77%	+12.2%
Sales Activity Charts Metrics						
New Pending Sales Count	12	8	+50%	14	12	+16.7%
New Pending Sales Volume	\$2,282,700	\$1,891,800	+20.7%	\$2,551,600	\$2,546,500	+0.2%
Pending Sales Count	13	12	+8.3%	N/A	N/A	
Pending Sales Volume	\$2,551,600	\$3,124,200	-18.3%	N/A	N/A	
Closed Sales Count	4	3	+33.3%	9	9	+/-
Closed Sales Volume	\$756,900	\$390,900	+93.6%	\$2,044,900	\$1,397,000	+46.4%
Average Sales Price	\$189,225	\$130,300	+45.2%	\$227,211	\$155,222	+46.4%
Median Sales Price	\$206,500	\$80,000	+158.1%	\$261,778	\$105,833	+147.3%

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



Month/Year	Count	% Chg.
Feb '21	10	42.9%
Feb '20	7	0%
Feb '19	7	14.3%

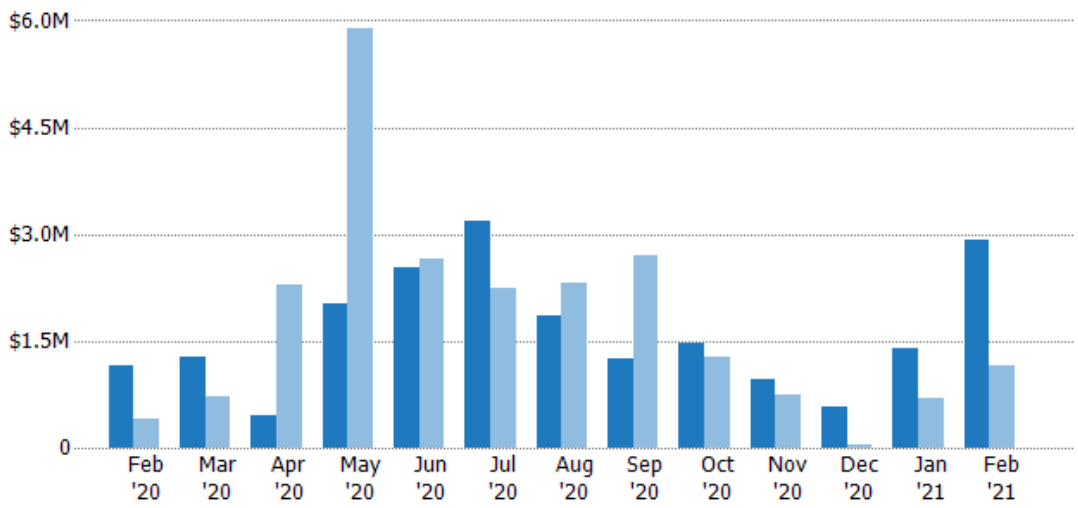
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	7	7	2	9	13	15	10	9	6	5	5	4	10
Prior Year	7	5	9	29	13	13	11	12	8	4	1	6	7
Percent Change from Prior Year	0%	40%	-78%	-69%	0%	15%	-9%	-25%	-25%	25%	400%	-33%	43%

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



Month/Year	Volume	% Chg.
Feb '21	\$2.92M	153.2%
Feb '20	\$1.15M	185%
Feb '19	\$405K	202.7%

	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$1.15M	\$1.28M	\$460K	\$2.02M	\$2.54M	\$3.18M	\$1.87M	\$1.24M	\$1.46M	\$957K	\$583K	\$1.39M	\$2.92M
Prior Year	\$405K	\$720K	\$2.3M	\$5.88M	\$2.64M	\$2.24M	\$2.33M	\$2.71M	\$1.27M	\$755K	\$49.9K	\$699K	\$1.15M
Percent Change from Prior Year	185%	78%	-80%	-66%	-4%	42%	-20%	-54%	15%	27%	1,068%	99%	153%

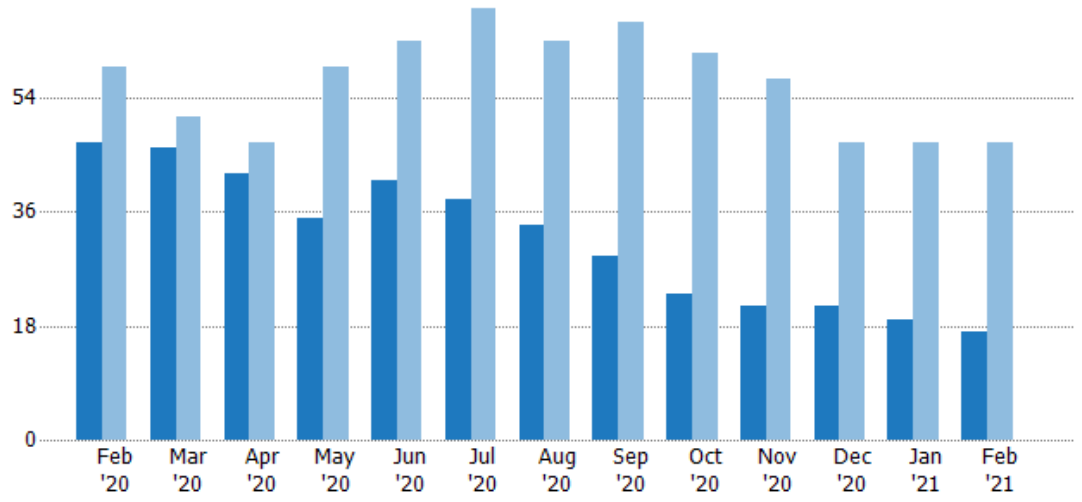
Active Listings

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

Month/ Year	Count	% Chg.
Feb '21	17	-63.8%
Feb '20	47	-20.3%
Feb '19	59	-13.6%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	47	46	42	35	41	38	34	29	23	21	21	19	17
Prior Year	59	51	47	59	63	68	63	66	61	57	47	47	47
Percent Change from Prior Year	-20%	-10%	-11%	-41%	-35%	-44%	-46%	-56%	-62%	-63%	-55%	-60%	-64%

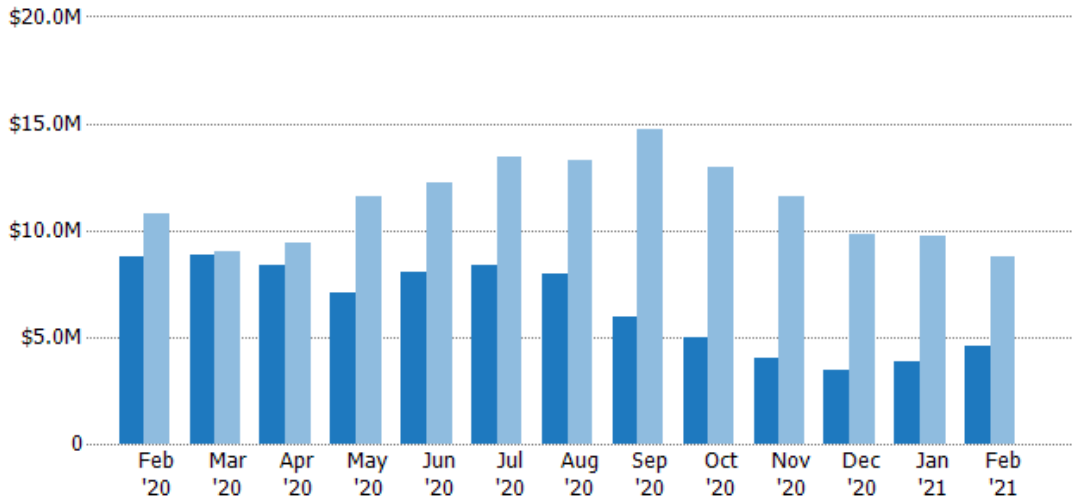
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Feb '21	\$4.59M	-47.5%
Feb '20	\$8.74M	-19.1%
Feb '19	\$10.8M	-9.5%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$8.74M	\$8.83M	\$8.34M	\$7.04M	\$8.02M	\$8.35M	\$7.98M	\$5.98M	\$4.97M	\$4M	\$3.45M	\$3.84M	\$4.59M
Prior Year	\$10.8M	\$9.01M	\$9.41M	\$11.6M	\$12.2M	\$13.4M	\$13.3M	\$14.7M	\$13M	\$11.5M	\$9.82M	\$9.69M	\$8.74M
Percent Change from Prior Year	-19%	-2%	-11%	-39%	-34%	-38%	-40%	-59%	-62%	-65%	-65%	-60%	-48%

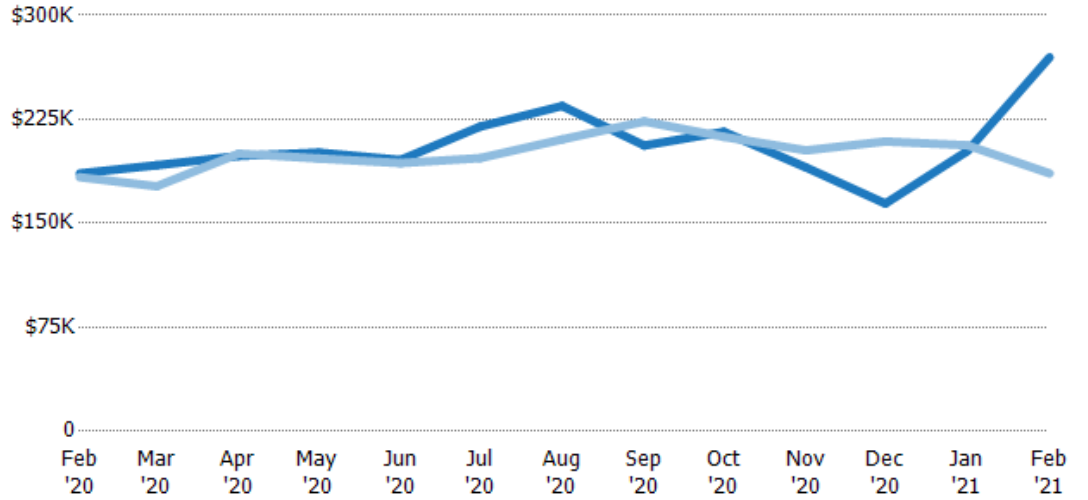
Average Listing Price

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

Month/ Year	Price	% Chg.
Feb '21	\$270K	45%
Feb '20	\$186K	1.5%
Feb '19	\$183K	4.7%



Current Year	\$186K	\$192K	\$199K	\$201K	\$196K	\$220K	\$235K	\$206K	\$216K	\$190K	\$164K	\$202K	\$270K
Prior Year	\$183K	\$177K	\$200K	\$197K	\$193K	\$197K	\$210K	\$223K	\$212K	\$203K	\$209K	\$206K	\$186K
Percent Change from Prior Year	2%	9%	-1%	2%	1%	12%	11%	-8%	2%	-6%	-21%	-2%	45%

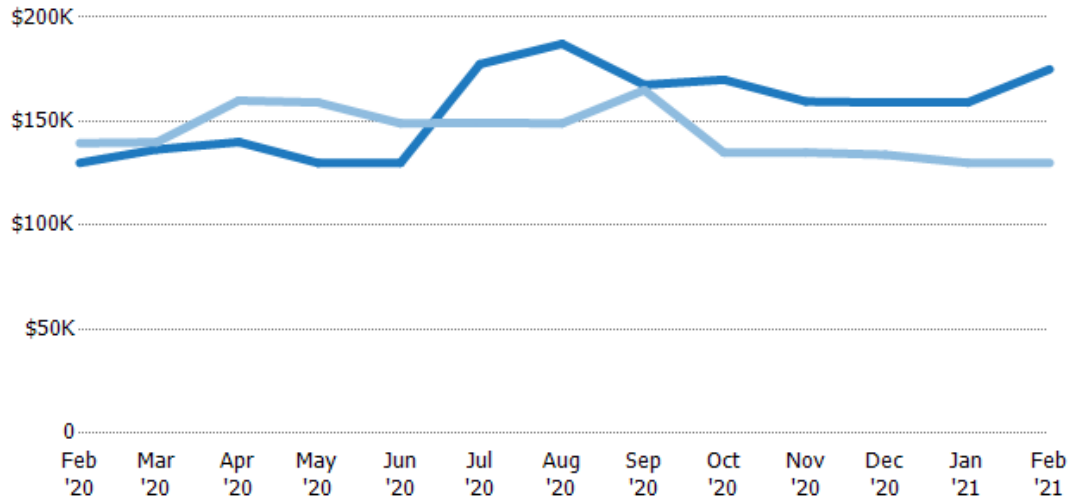
Median Listing Price

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

Month/ Year	Price	% Chg.
Feb '21	\$175K	34.6%
Feb '20	\$130K	-6.8%
Feb '19	\$140K	16.8%



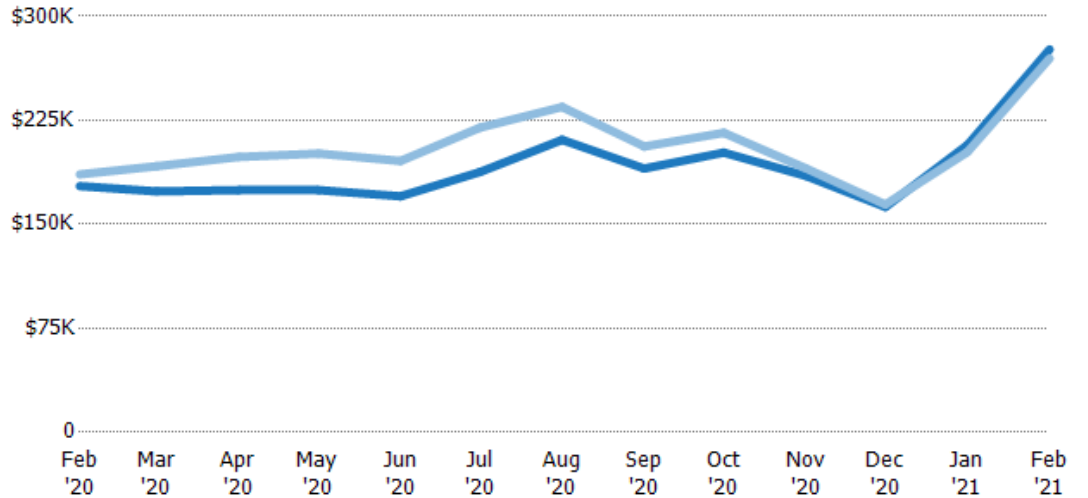
Current Year	\$130K	\$136K	\$140K	\$130K	\$130K	\$177K	\$187K	\$168K	\$170K	\$160K	\$159K	\$159K	\$175K
Prior Year	\$140K	\$140K	\$160K	\$159K	\$149K	\$149K	\$149K	\$165K	\$135K	\$135K	\$134K	\$130K	\$130K
Percent Change from Prior Year	-7%	-2%	-12%	-18%	-13%	19%	26%	2%	26%	18%	19%	22%	35%

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



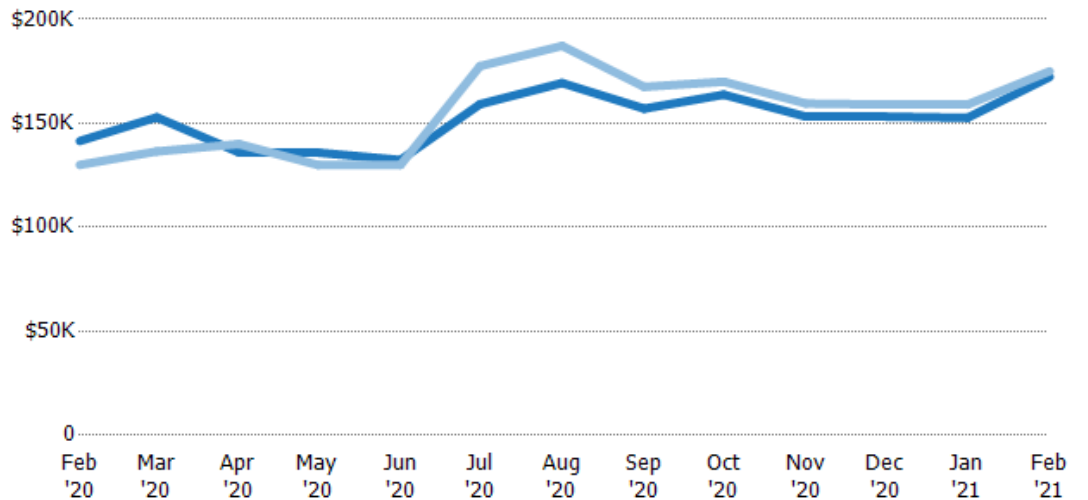
Avg Est Value	\$178K	\$174K	\$175K	\$175K	\$170K	\$188K	\$211K	\$190K	\$202K	\$185K	\$162K	\$207K	\$276K
Avg Listing Price	\$186K	\$192K	\$199K	\$201K	\$196K	\$220K	\$235K	\$206K	\$216K	\$190K	\$164K	\$202K	\$270K
Avg Listing Price as a % of Avg Est Value	105%	110%	114%	115%	115%	117%	111%	108%	107%	103%	101%	98%	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,
East Saint Johnsbury, VT 05838,
Saint Johnsbury Center, VT 05863
Property Type:
Condo/Townhouse/Apt., Single
Family



Median Est Value	\$141K	\$153K	\$136K	\$136K	\$132K	\$159K	\$169K	\$157K	\$164K	\$153K	\$153K	\$153K	\$172K
Median Listing Price	\$130K	\$136K	\$140K	\$130K	\$130K	\$177K	\$187K	\$168K	\$170K	\$160K	\$159K	\$159K	\$175K
Med Listing Price as a % of Med Est Value	92%	89%	103%	96%	98%	111%	111%	107%	104%	104%	104%	104%	102%

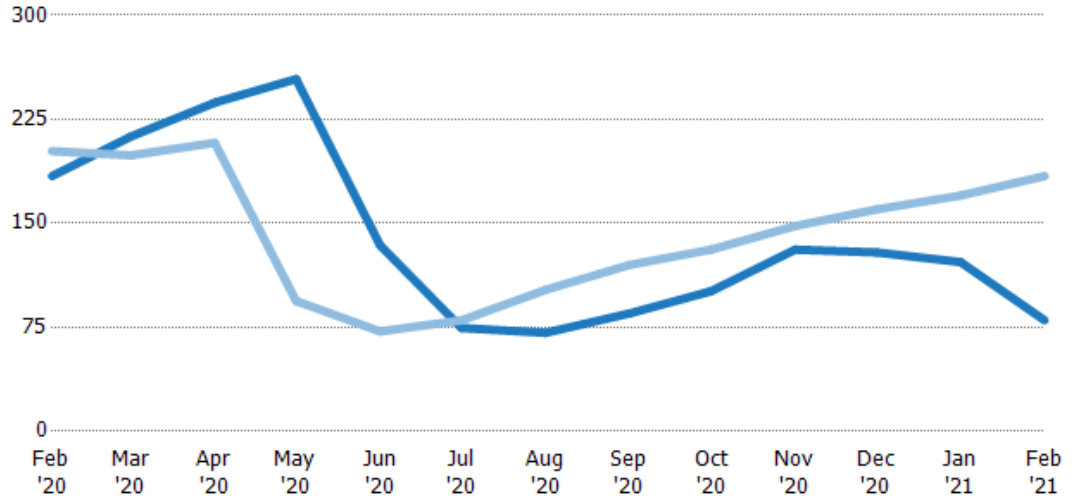
Median Days in RPR

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

Month/Year	Days	% Chg.
Feb '21	80	-56.5%
Feb '20	184	-8.9%
Feb '19	202	0%



Current Year	184	213	237	254	134	74.5	71	85	101	131	129	122	80
Prior Year	202	199	208	94	72	80	102	120	131	148	160	170	184
Percent Change from Prior Year	-9%	7%	14%	170%	86%	-7%	-30%	-29%	-23%	-11%	-19%	-28%	-57%

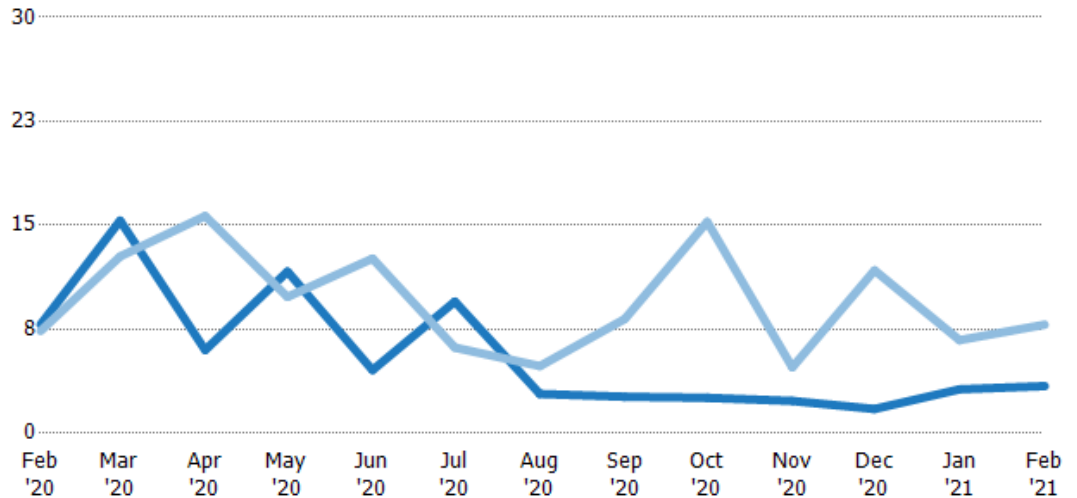
Months of Inventory

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

Month/Year	Months	% Chg.
Feb '21	3.4	-56.6%
Feb '20	7.83	6.2%
Feb '19	7.38	245.8%



Current Year	7.83	15.3	6	11.7	4.56	9.5	2.83	2.64	2.56	2.33	1.75	3.17	3.4
Prior Year	7.38	12.8	15.7	9.83	12.6	6.18	4.85	8.25	15.3	4.75	11.8	6.71	7.83
Percent Change from Prior Year	6%	20%	-62%	19%	-64%	54%	-42%	-68%	-83%	-51%	-85%	-53%	-57%

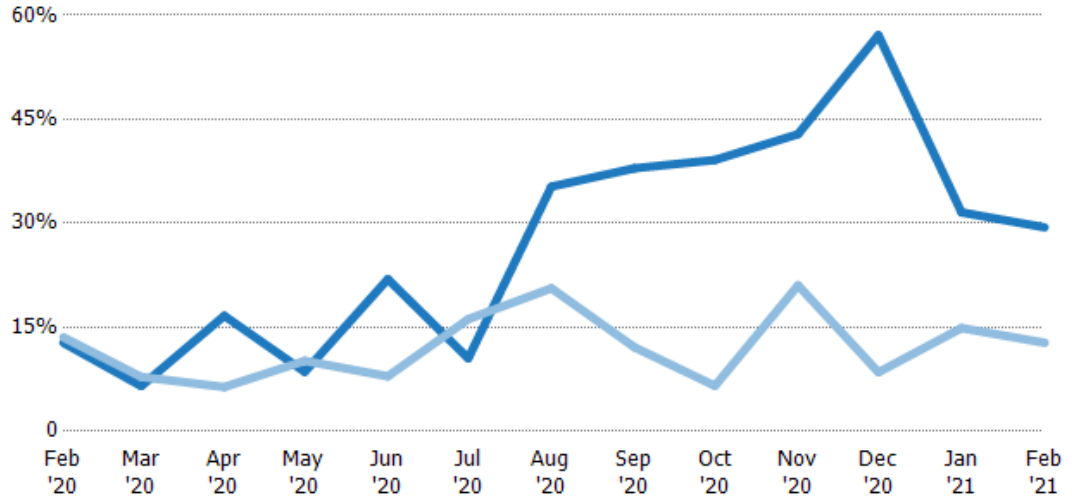
Absorption Rate

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

Month/ Year	Rate	Chg.
Feb '21	29%	-16.7%
Feb '20	13%	0.8%
Feb '19	14%	-71.1%



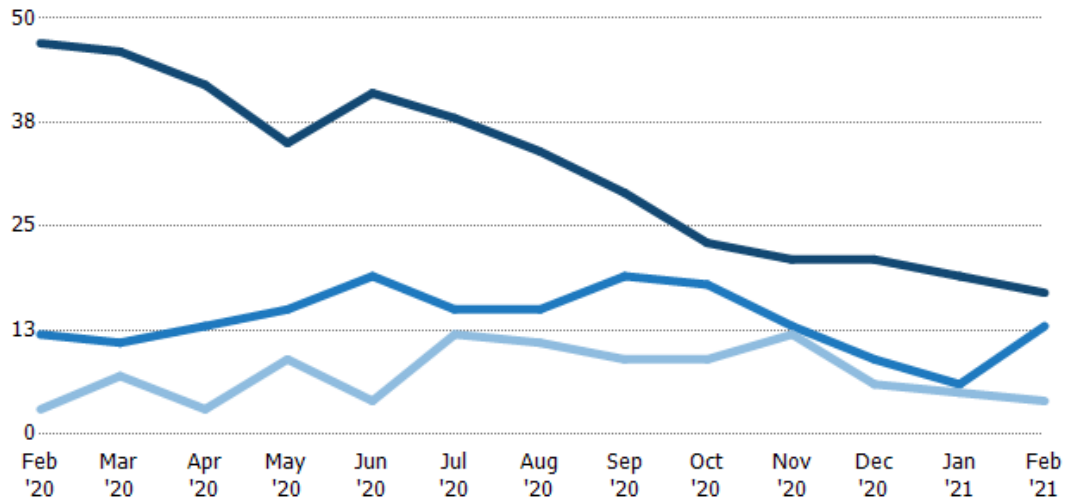
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	13%	7%	17%	9%	22%	11%	35%	38%	39%	43%	57%	32%	29%
Prior Year	14%	8%	6%	10%	8%	16%	21%	12%	7%	21%	9%	15%	13%
Change from Prior Year	1%	1%	-10%	2%	-14%	6%	-15%	-26%	-33%	-22%	-49%	-17%	-17%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	47	46	42	35	41	38	34	29	23	21	21	19	17
Pending	12	11	13	15	19	15	15	19	18	13	9	6	13
Sold	3	7	3	9	4	12	11	9	9	12	6	5	4

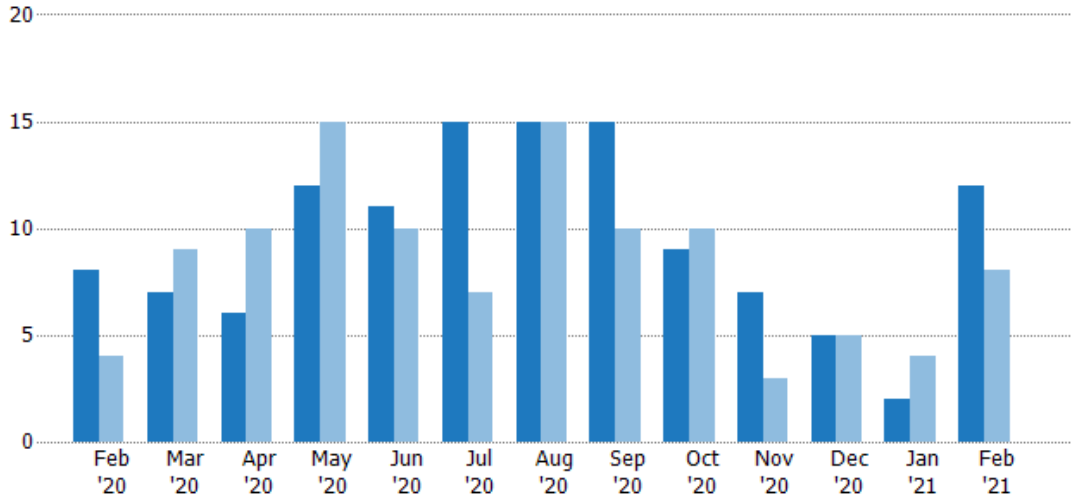
New Pending Sales

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

Month/Year	Count	% Chg.
Feb '21	12	50%
Feb '20	8	100%
Feb '19	4	25%



Current Year	8	7	6	12	11	15	15	15	9	7	5	2	12
Prior Year	4	9	10	15	10	7	15	10	10	3	5	4	8
Percent Change from Prior Year	100%	-22%	-40%	-20%	10%	114%	0%	50%	-10%	133%	0%	-50%	50%

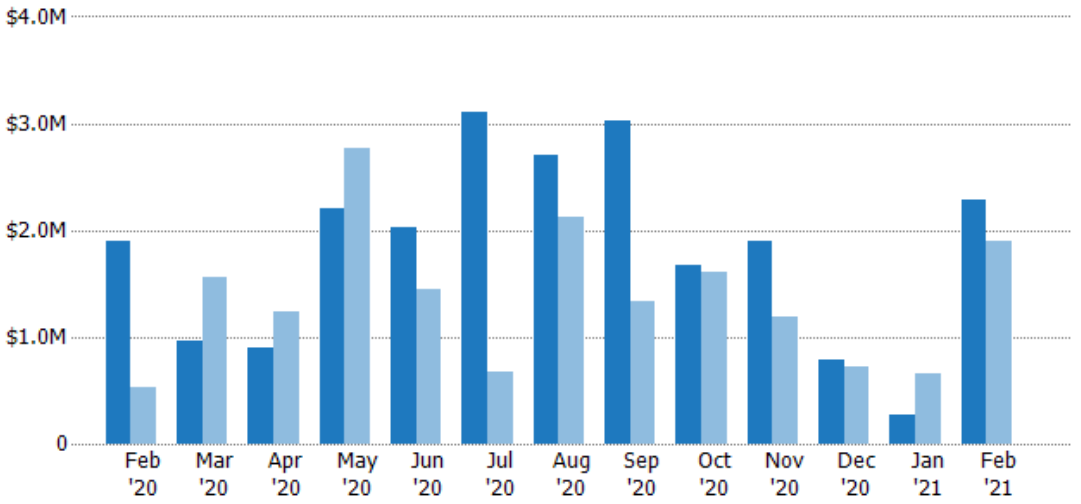
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$2.28M	20.7%
Feb '20	\$1.89M	261%
Feb '19	\$524K	80%



Current Year	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M	\$3.1M	\$2.7M	\$3.03M	\$1.68M	\$1.9M	\$781K	\$269K	\$2.28M
Prior Year	\$524K	\$1.55M	\$1.23M	\$2.77M	\$1.44M	\$676K	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K	\$655K	\$1.89M
Percent Change from Prior Year	261%	-38%	-27%	-21%	40%	358%	27%	126%	4%	59%	7%	-59%	21%

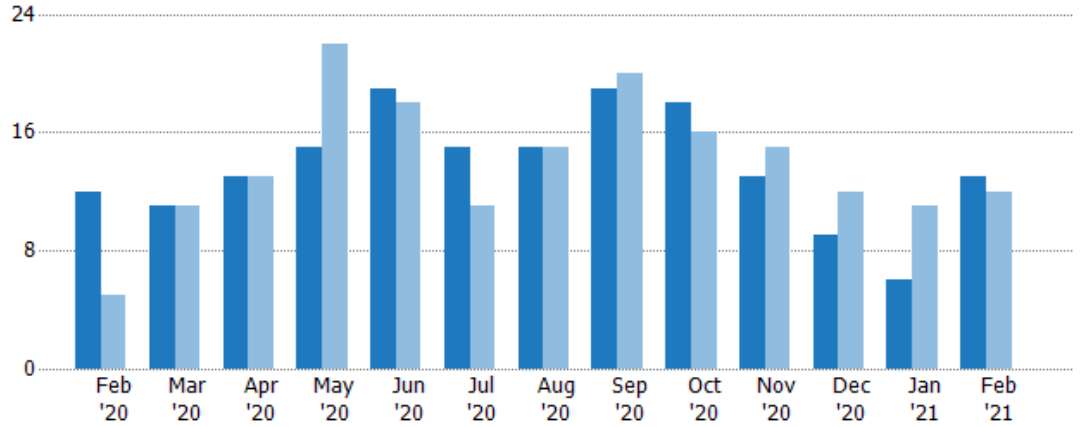
Pending Sales

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

Month/Year	Count	% Chg.
Feb '21	13	8.3%
Feb '20	12	140%
Feb '19	5	40%



Current Year	12	11	13	15	19	15	15	19	18	13	9	6	13
Prior Year	5	11	13	22	18	11	15	20	16	15	12	11	12
Percent Change from Prior Year	140%	0%	0%	-32%	6%	36%	0%	-5%	13%	-13%	-25%	-45%	8%

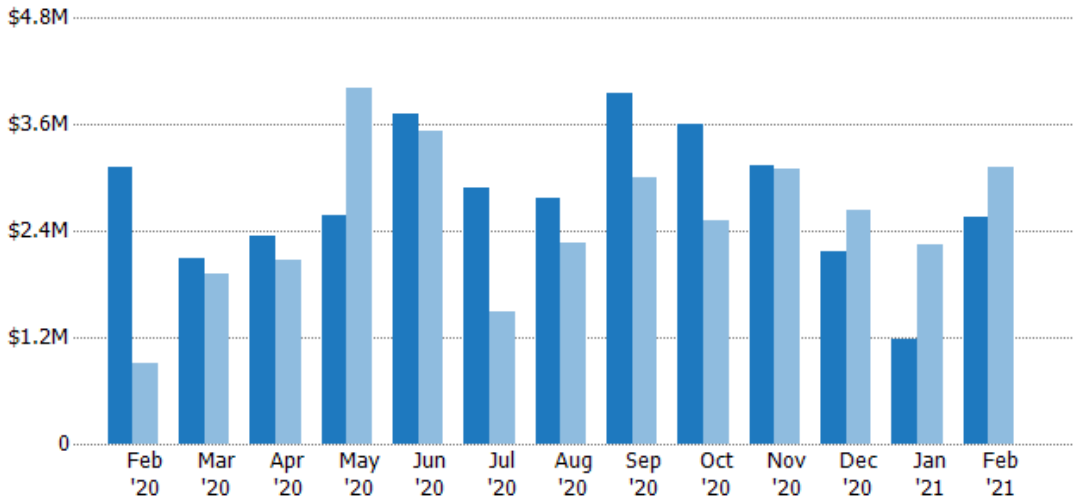
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$2.55M	-18.3%
Feb '20	\$3.12M	246%
Feb '19	\$903K	33.9%



Current Year	\$3.12M	\$2.1M	\$2.34M	\$2.57M	\$3.71M	\$2.88M	\$2.77M	\$3.95M	\$3.6M	\$3.13M	\$2.17M	\$1.18M	\$2.55M
Prior Year	\$903K	\$1.92M	\$2.06M	\$4.01M	\$3.53M	\$1.49M	\$2.26M	\$3.01M	\$2.51M	\$3.1M	\$2.63M	\$2.24M	\$3.12M
Percent Change from Prior Year	246%	9%	13%	-36%	5%	93%	22%	31%	44%	1%	-17%	-47%	-18%

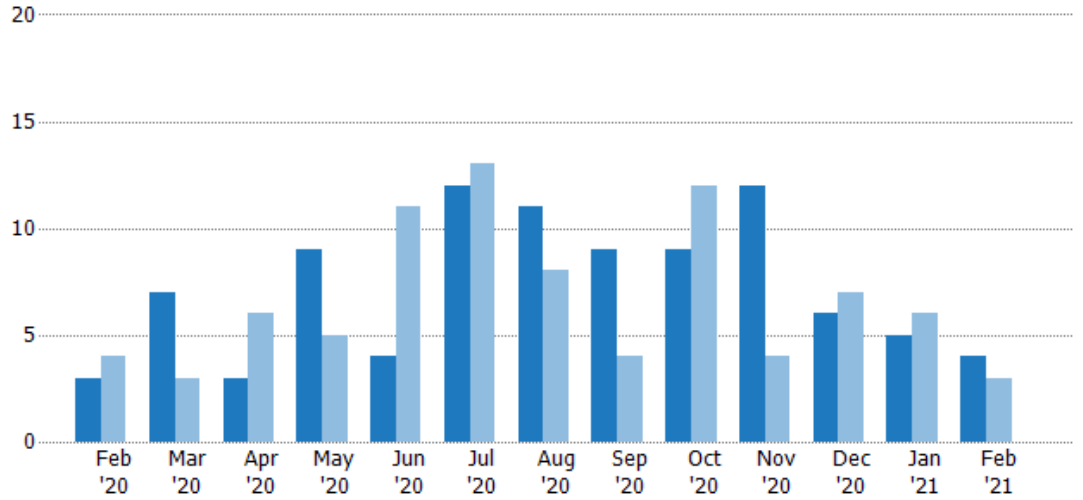
Closed Sales

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

Month/ Year	Count	% Chg.
Feb '21	4	33.3%
Feb '20	3	-25%
Feb '19	4	50%



Current Year	3	7	3	9	4	12	11	9	9	12	6	5	4
Prior Year	4	3	6	5	11	13	8	4	12	4	7	6	3
Percent Change from Prior Year	-25%	133%	-50%	80%	-64%	-8%	38%	125%	-25%	200%	-14%	-17%	33%

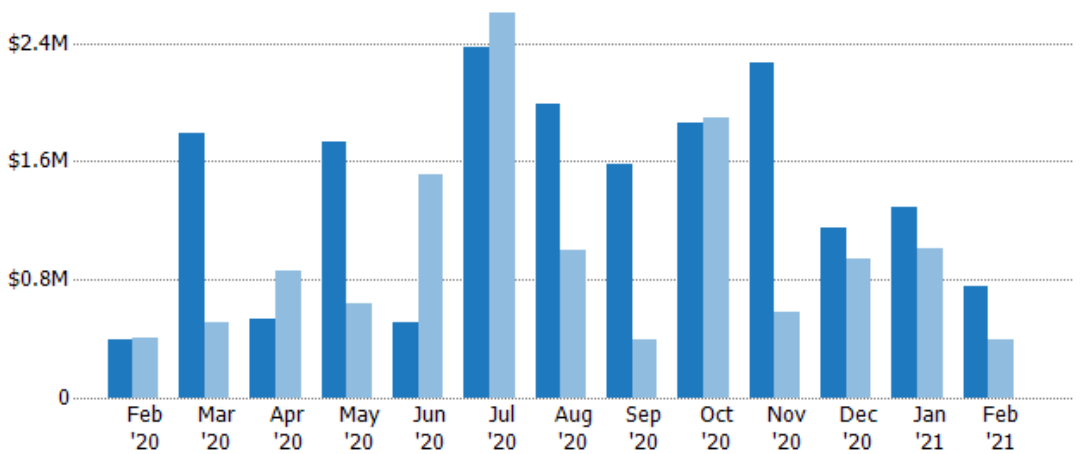
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Feb '21	\$757K	93.6%
Feb '20	\$391K	-4.3%
Feb '19	\$409K	71.5%



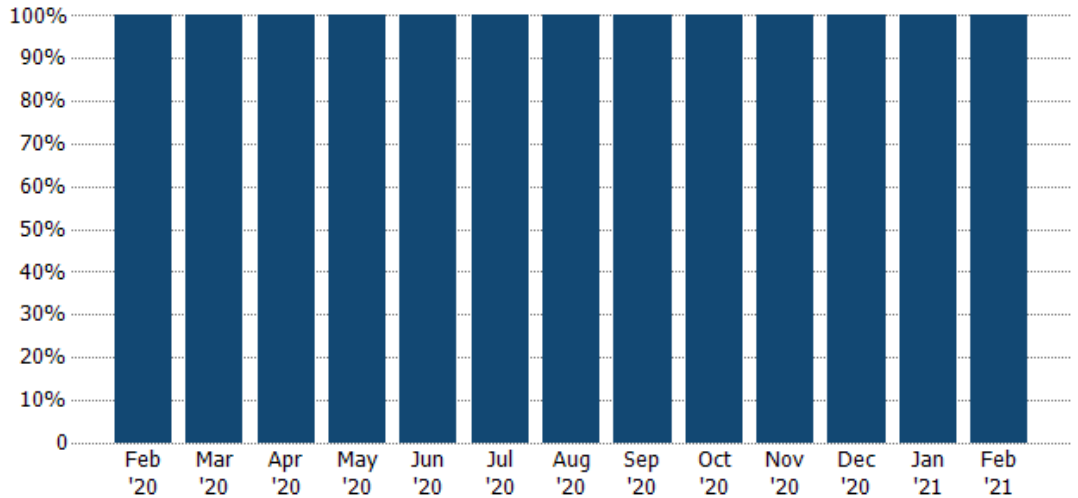
Current Year	\$391K	\$1.78M	\$536K	\$1.74M	\$512K	\$2.37M	\$1.99M	\$1.58M	\$1.86M	\$2.27M	\$1.15M	\$1.29M	\$757K
Prior Year	\$409K	\$514K	\$853K	\$640K	\$1.51M	\$2.6M	\$995K	\$396K	\$1.89M	\$576K	\$946K	\$1.01M	\$391K
Percent Change from Prior Year	-4%	247%	-37%	171%	-66%	-9%	100%	299%	-2%	294%	22%	28%	94%

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



■ Single Family Residence

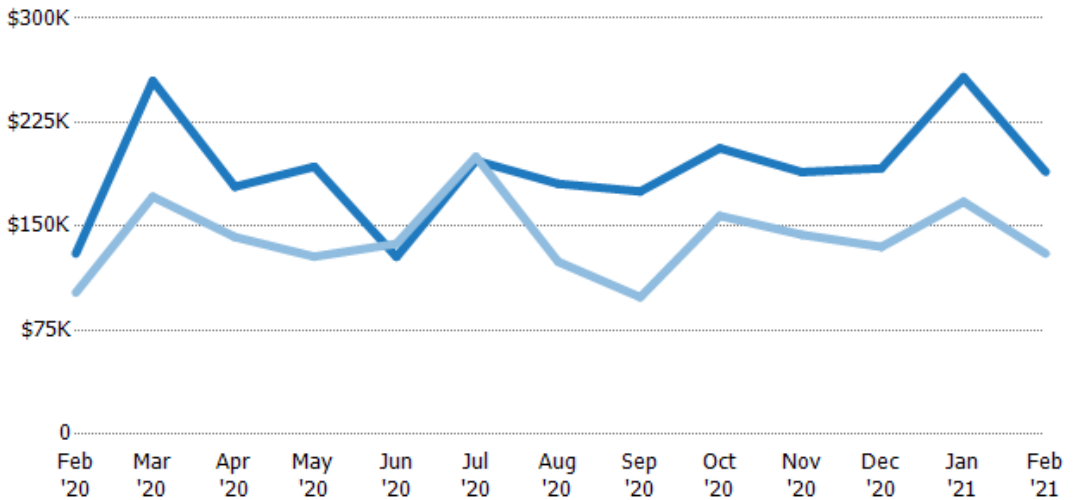
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$130K \$255K \$179K \$193K \$128K \$197K \$181K \$175K \$206K \$189K \$192K \$258K \$189K
 \$102K \$171K \$142K \$128K \$137K \$200K \$124K \$98.9K \$158K \$144K \$135K \$168K \$130K
 28% 49% 25% 51% -7% -1% 45% 77% 31% 31% 42% 54% 45%

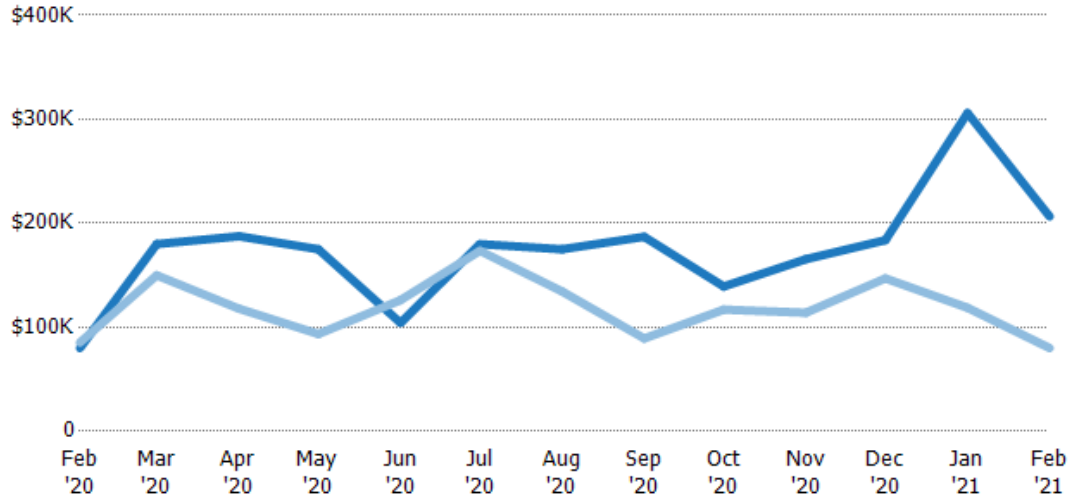
Median Sales Price

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

Month/ Year	Price	% Chg.
Feb '21	\$207K	158.1%
Feb '20	\$80K	-6.2%
Feb '19	\$85.3K	-13.1%



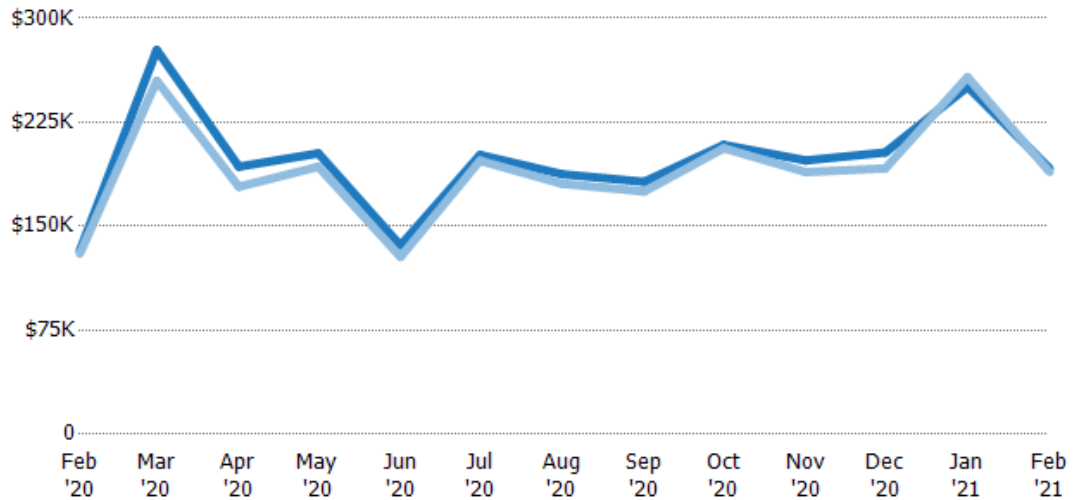
Current Year	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K	\$187K	\$139K	\$166K	\$184K	\$306K	\$207K
Prior Year	\$85.3K	\$150K	\$118K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K
Percent Change from Prior Year	-6%	20%	59%	87%	-17%	4%	30%	110%	19%	45%	25%	158%	158%

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



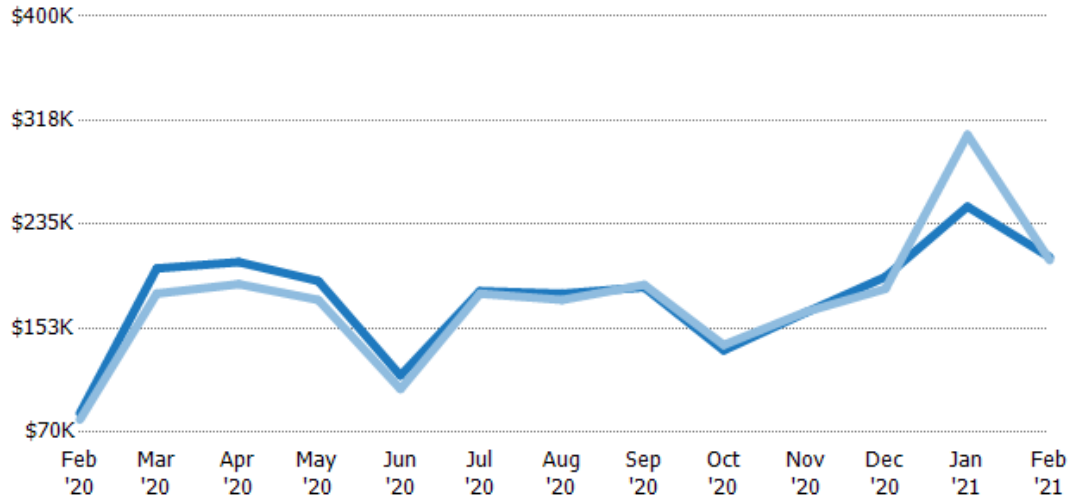
Avg List Price	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K	\$182K	\$209K	\$197K	\$203K	\$251K	\$192K
Avg Sales Price	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K	\$175K	\$206K	\$189K	\$192K	\$258K	\$189K
Avg Sales Price as a % of Avg List Price	98%	92%	92%	95%	94%	98%	96%	96%	99%	96%	94%	103%	99%

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



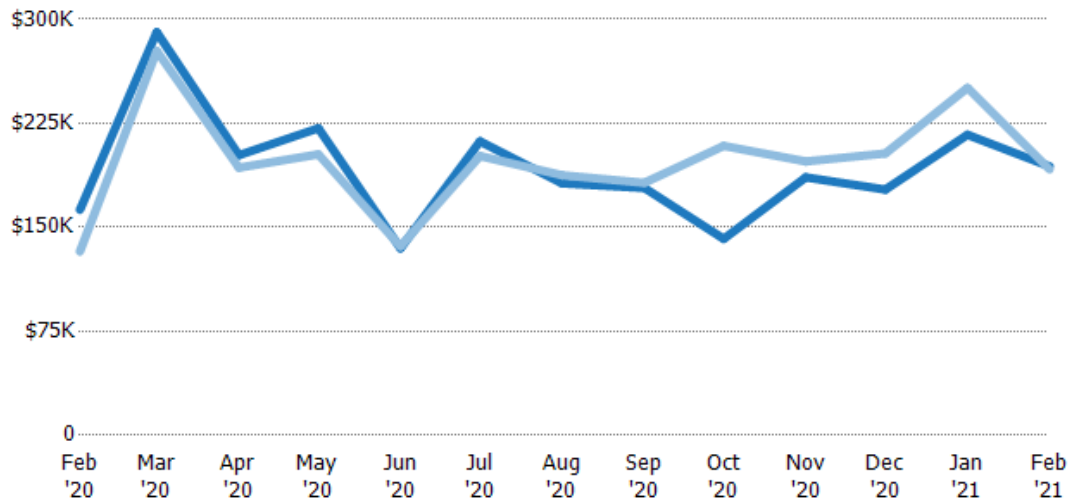
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K	\$135K	\$165K	\$193K	\$249K	\$209K
Median Sales Price	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K	\$175K	\$187K	\$139K	\$166K	\$184K	\$306K	\$207K
Med Sales Price as a % of Med List Price	94%	90%	91%	92%	91%	99%	97%	101%	103%	100%	95%	123%	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



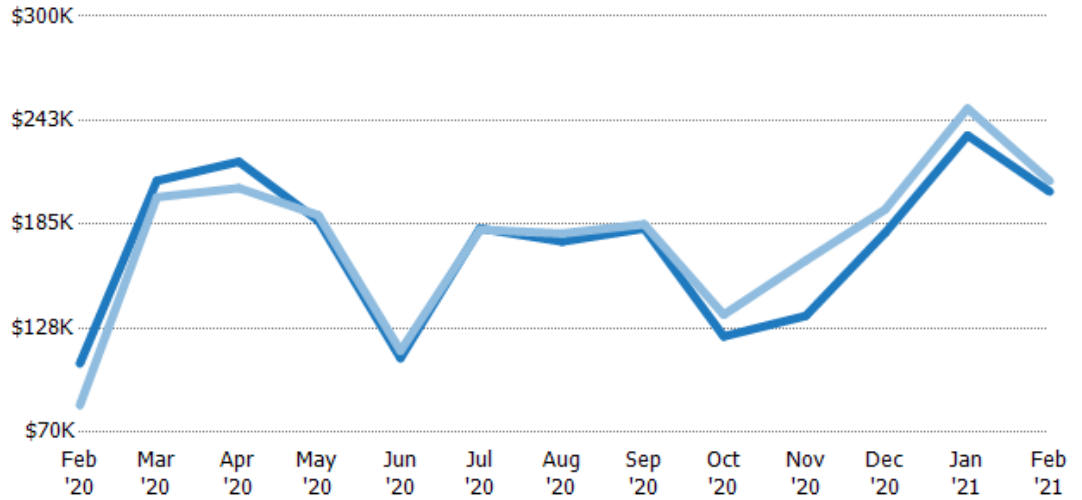
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$163K	\$291K	\$202K	\$221K	\$135K	\$212K	\$182K	\$178K	\$142K	\$186K	\$177K	\$217K	\$194K
Avg Sales Price	\$132K	\$277K	\$193K	\$203K	\$136K	\$201K	\$188K	\$182K	\$209K	\$197K	\$203K	\$251K	\$192K
Avg Sales Price as a % of Avg Est Value	81%	95%	96%	91%	101%	95%	103%	102%	147%	106%	115%	116%	99%

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



Median Est Value	\$108K	\$209K	\$220K	\$187K	\$111K	\$183K	\$175K	\$183K	\$123K	\$134K	\$180K	\$234K	\$203K
Median Sales Price	\$84.9K	\$200K	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K	\$135K	\$165K	\$193K	\$249K	\$209K
Med Sales Price as a % of Med Est Value	79%	96%	93%	102%	104%	100%	103%	101%	110%	123%	107%	106%	103%