

Summary of Key Listing and Sales Metrics

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

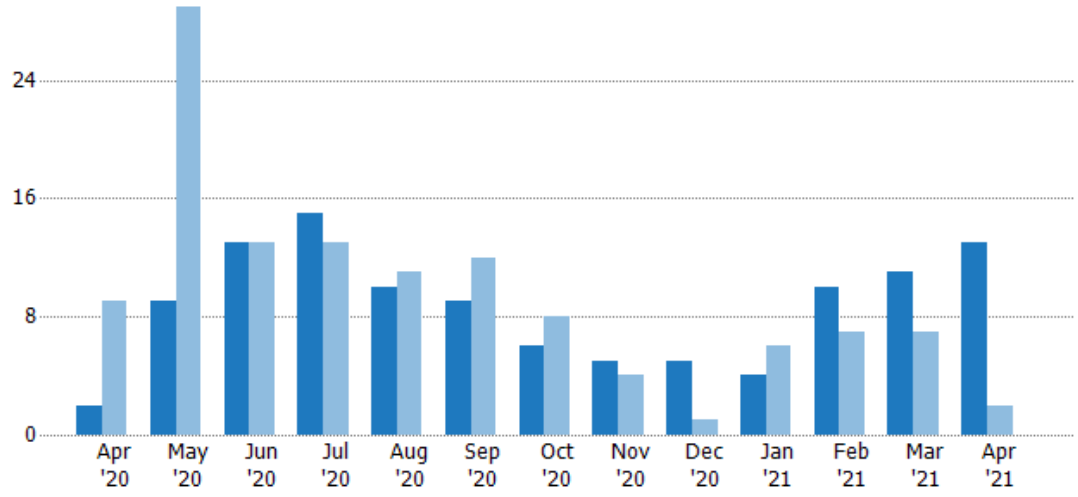
Key Metrics	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	2	+550%	38	22	+72.7%
New Listing Volume	\$2,841,400	\$459,850	+517.9%	\$9,278,500	\$3,595,900	+158%
Active Listing Count	19	42	-54.8%	N/A	N/A	
Active Listing Volume	\$4,761,300	\$8,339,600	-42.9%	N/A	N/A	
Average Listing Price	\$250,595	\$198,562	+26.2%	\$245,885	\$195,606	+25.7%
Median Listing Price	\$189,000	\$140,000	+35%	\$176,356	\$133,938	+31.7%
Median Days in RPR	63	237	-73.4%	75.88	198.45	-61.8%
Months of Inventory	3.2	6	-47.2%	3.8	8.7	-55.7%
Absorption Rate	31.58%	16.67%	+14.9%	26.03%	11.54%	+14.5%
Sales Activity Charts Metrics						
New Pending Sales Count	13	6	+116.7%	41	25	+64%
New Pending Sales Volume	\$2,873,900	\$905,250	+217.5%	\$8,293,400	\$4,415,050	+87.8%
Pending Sales Count	22	13	+69.2%	N/A	N/A	
Pending Sales Volume	\$4,743,100	\$2,335,000	+103.1%	N/A	N/A	
Closed Sales Count	9	3	+200%	24	19	+26.3%
Closed Sales Volume	\$1,810,500	\$535,500	+238.1%	\$5,025,800	\$3,716,770	+35.2%
Average Sales Price	\$201,167	\$178,500	+12.7%	\$209,408	\$195,619	+7%
Median Sales Price	\$179,000	\$187,500	-4.5%	\$218,417	\$146,053	+49.5%

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.
Apr '21	13	550%
Apr '20	2	-77.8%
Apr '19	9	77.8%

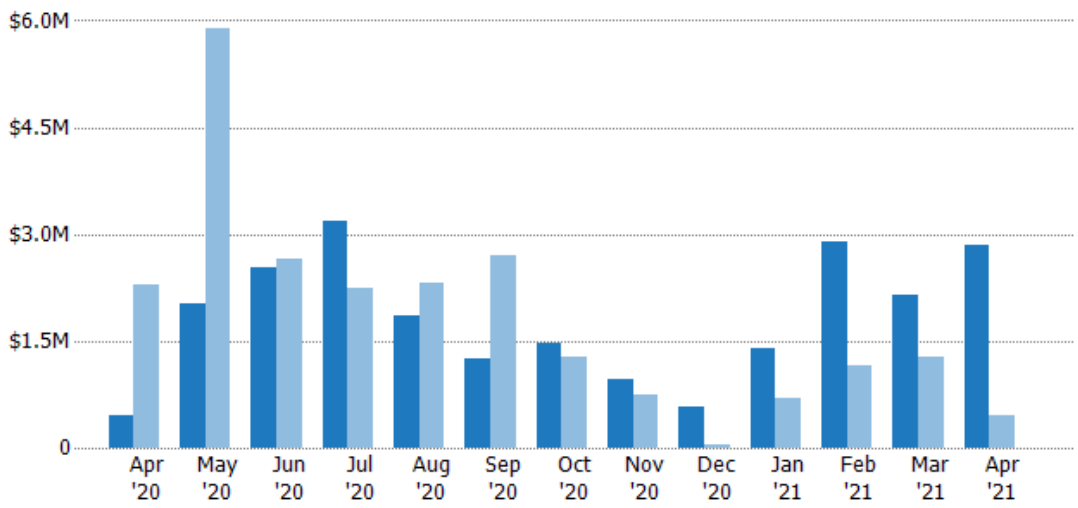
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	2	9	13	15	10	9	6	5	5	4	10	11	13
Prior Year	9	29	13	13	11	12	8	4	1	6	7	7	2
Percent Change from Prior Year	-78%	-69%	0%	15%	-9%	-25%	-25%	25%	400%	-33%	43%	57%	550%

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.
Apr '21	\$2.84M	517.9%
Apr '20	\$460K	-80%
Apr '19	\$2.3M	11.7%

	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$460K	\$2.02M	\$2.54M	\$3.18M	\$1.87M	\$1.24M	\$1.46M	\$953K	\$583K	\$1.39M	\$2.89M	\$2.15M	\$2.84M
Prior Year	\$2.3M	\$5.88M	\$2.64M	\$2.24M	\$2.33M	\$2.71M	\$1.27M	\$755K	\$49.9K	\$699K	\$1.15M	\$1.28M	\$460K
Percent Change from Prior Year	-80%	-66%	-4%	42%	-20%	-54%	15%	26%	1,068%	99%	150%	68%	518%

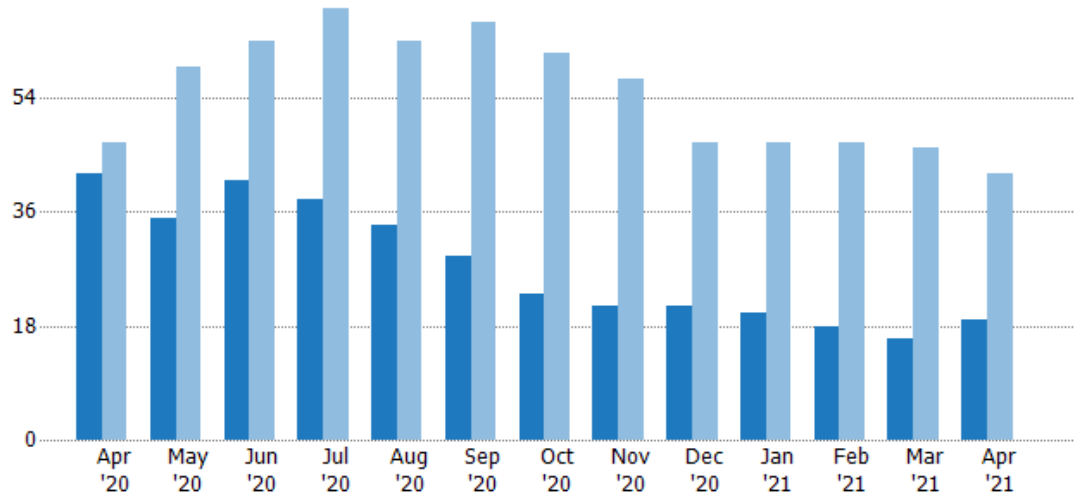
Active Listings

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.
Apr '21	19	-54.8%
Apr '20	42	-10.6%
Apr '19	47	17%



Current Year	42	35	41	38	34	29	23	21	21	20	18	16	19
Prior Year	47	59	63	68	63	66	61	57	47	47	47	46	42
Percent Change from Prior Year	-11%	-41%	-35%	-44%	-46%	-56%	-62%	-63%	-55%	-57%	-62%	-65%	-55%

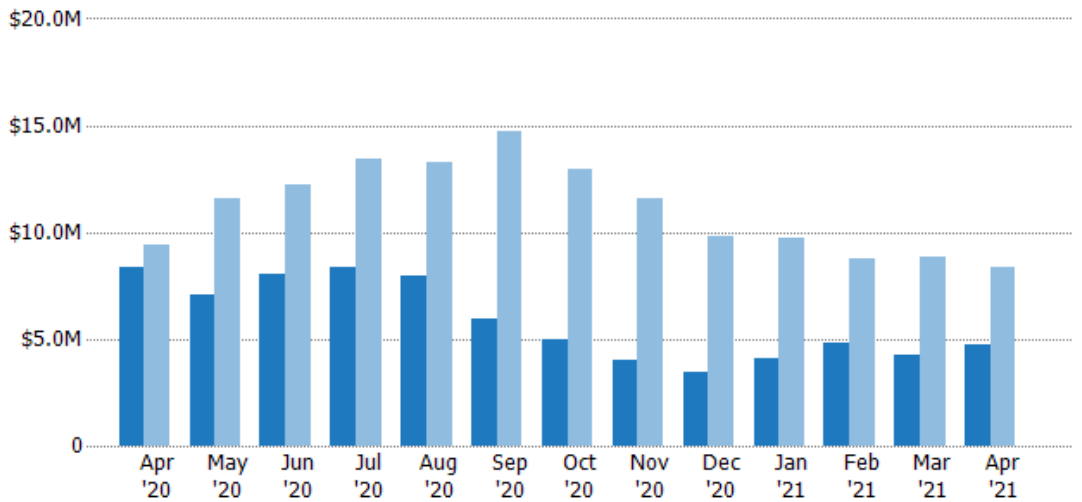
Active Listing Volume

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.
Apr '21	\$4.76M	-42.9%
Apr '20	\$8.34M	-11.4%
Apr '19	\$9.41M	10.2%



Current Year	\$8.34M	\$7.04M	\$8.02M	\$8.35M	\$7.98M	\$5.98M	\$4.97M	\$3.99M	\$3.44M	\$4.11M	\$4.82M	\$4.25M	\$4.76M
Prior Year	\$9.41M	\$11.6M	\$12.2M	\$13.4M	\$13.3M	\$14.7M	\$13M	\$11.5M	\$9.82M	\$9.69M	\$8.74M	\$8.83M	\$8.34M
Percent Change from Prior Year	-11%	-39%	-34%	-38%	-40%	-59%	-62%	-65%	-65%	-58%	-45%	-52%	-43%

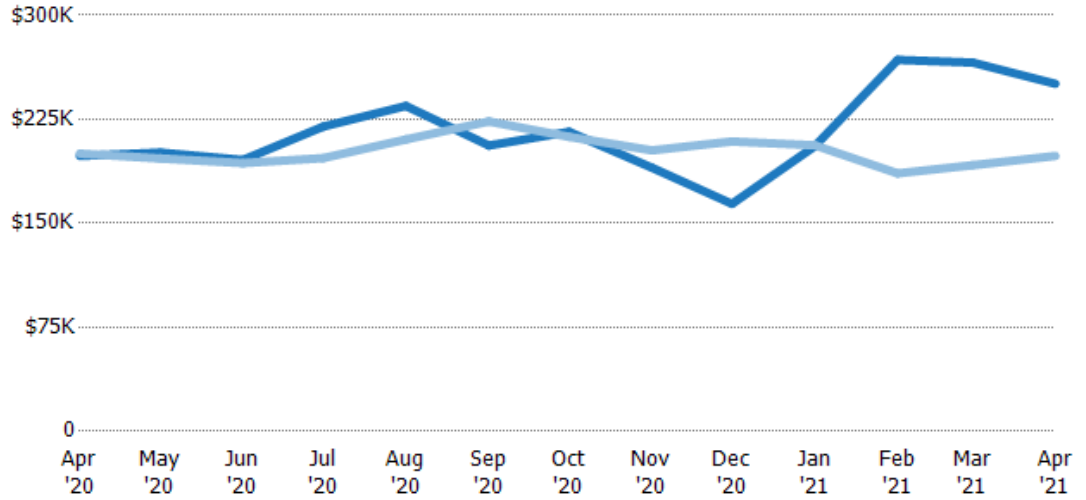
Average Listing Price

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.
Apr '21	\$251K	26.2%
Apr '20	\$199K	-0.8%
Apr '19	\$200K	-5.8%



Current Year	\$199K	\$201K	\$196K	\$220K	\$235K	\$206K	\$216K	\$190K	\$164K	\$206K	\$268K	\$266K	\$251K
Prior Year	\$200K	\$197K	\$193K	\$197K	\$210K	\$223K	\$212K	\$203K	\$209K	\$206K	\$186K	\$192K	\$199K
Percent Change from Prior Year	-1%	2%	1%	12%	11%	-8%	2%	-6%	-22%	0%	44%	39%	26%

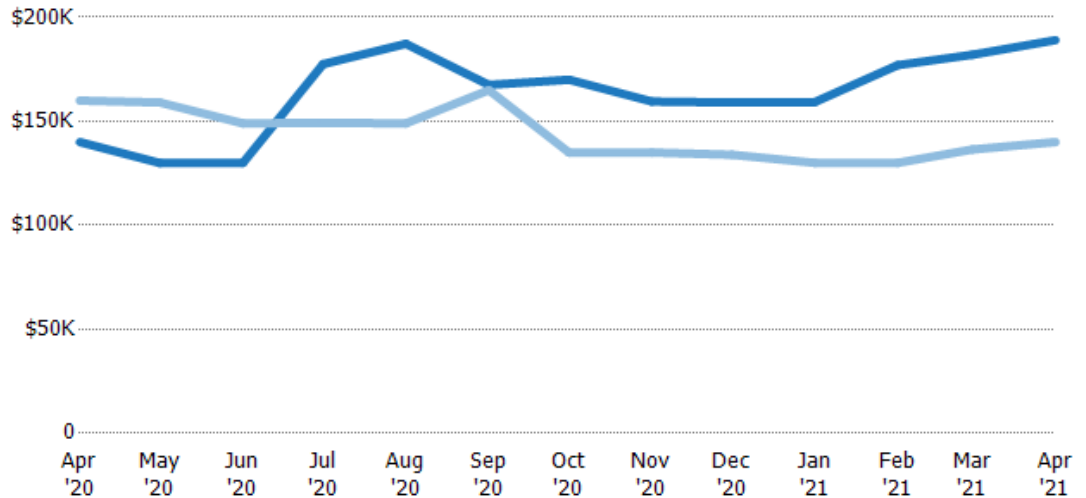
Median Listing Price

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.
Apr '21	\$189K	35%
Apr '20	\$140K	-12.5%
Apr '19	\$160K	0%



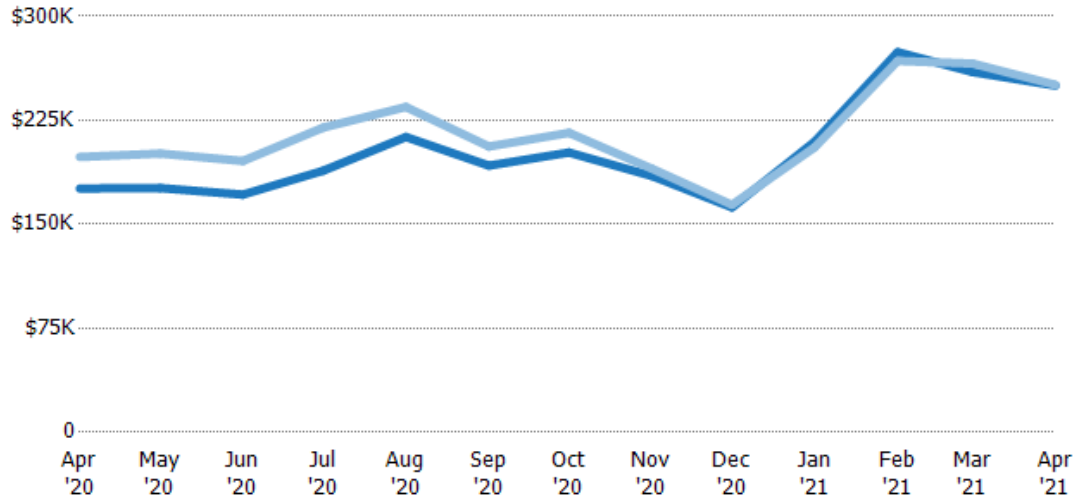
Current Year	\$140K	\$130K	\$130K	\$177K	\$187K	\$168K	\$170K	\$160K	\$159K	\$159K	\$177K	\$182K	\$189K
Prior Year	\$160K	\$159K	\$149K	\$149K	\$149K	\$165K	\$135K	\$135K	\$134K	\$130K	\$130K	\$136K	\$140K
Percent Change from Prior Year	-12%	-18%	-13%	19%	26%	2%	26%	18%	19%	23%	36%	33%	35%

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



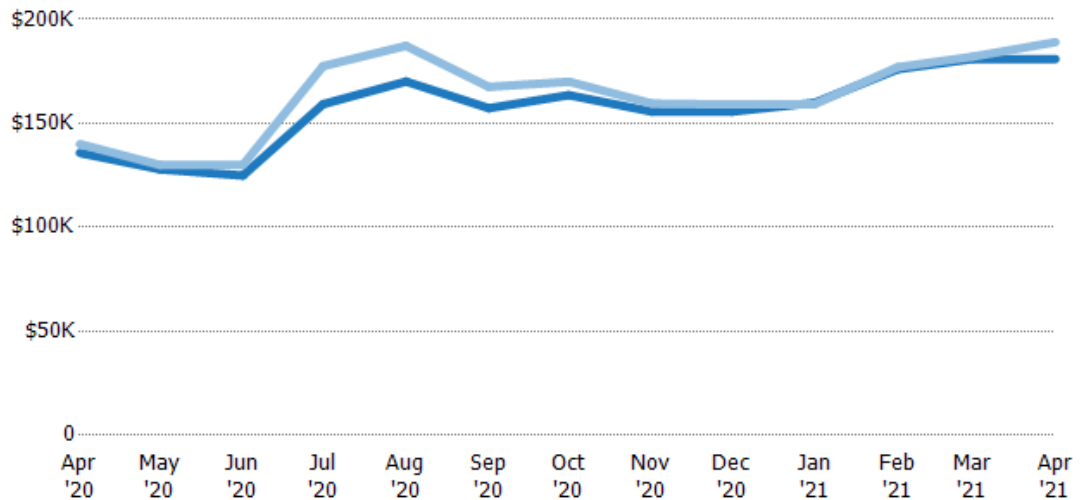
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$176K	\$176K	\$171K	\$189K	\$213K	\$192K	\$202K	\$185K	\$162K	\$210K	\$274K	\$260K	\$250K
Avg Listing Price	\$199K	\$201K	\$196K	\$220K	\$235K	\$206K	\$216K	\$190K	\$164K	\$206K	\$268K	\$266K	\$251K
Avg Listing Price as a % of Avg Est Value	113%	114%	114%	116%	110%	107%	107%	103%	101%	98%	98%	102%	100%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$136K	\$128K	\$125K	\$159K	\$170K	\$157K	\$164K	\$156K	\$156K	\$160K	\$176K	\$181K	\$181K
Median Listing Price	\$140K	\$130K	\$130K	\$177K	\$187K	\$168K	\$170K	\$160K	\$159K	\$159K	\$177K	\$182K	\$189K
Med Listing Price as a % of Med Est Value	103%	102%	104%	111%	110%	107%	104%	103%	102%	100%	101%	101%	104%

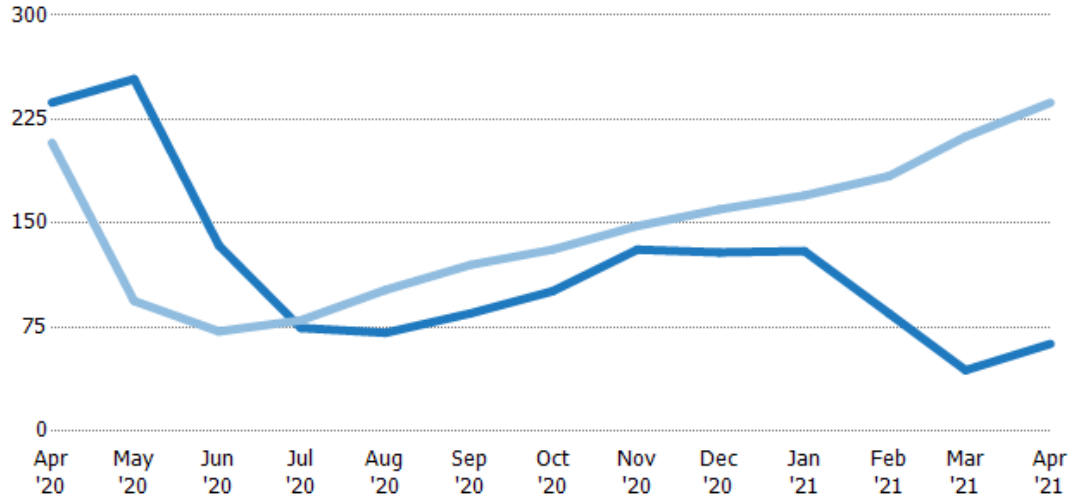
Median Days in RPR

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

Month/ Year	Days	% Chg.
Apr '21	63	-73.4%
Apr '20	237	13.9%
Apr '19	208	-52.9%



Current Year	237	254	134	74.5	71	85	101	131	129	130	85	44	63
Prior Year	208	94	72	80	102	120	131	148	160	170	184	213	237
Percent Change from Prior Year	14%	170%	86%	-7%	-30%	-29%	-23%	-11%	-19%	-24%	-54%	-79%	-73%

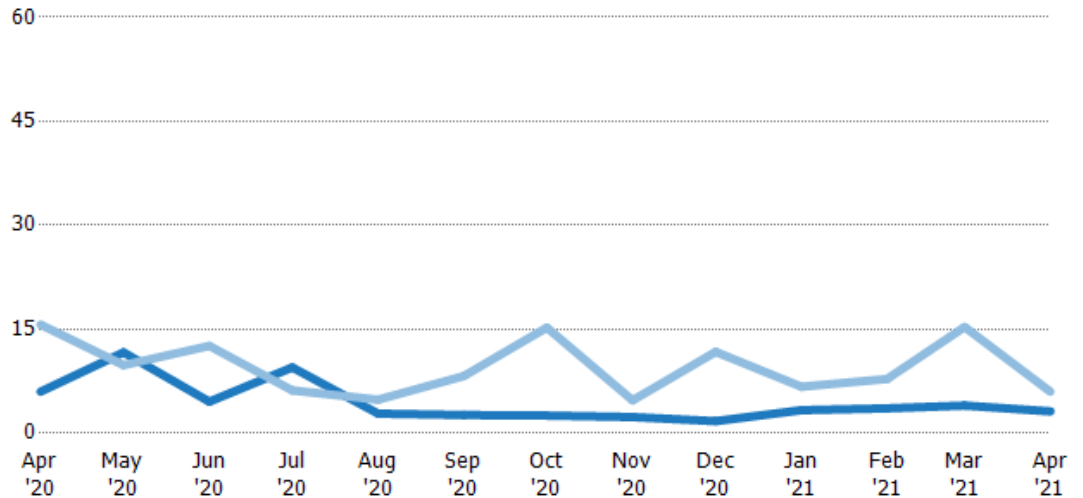
Months of Inventory

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

Month/ Year	Months	% Chg.
Apr '21	3.17	-47.2%
Apr '20	6	-61.7%
Apr '19	15.7	251.1%



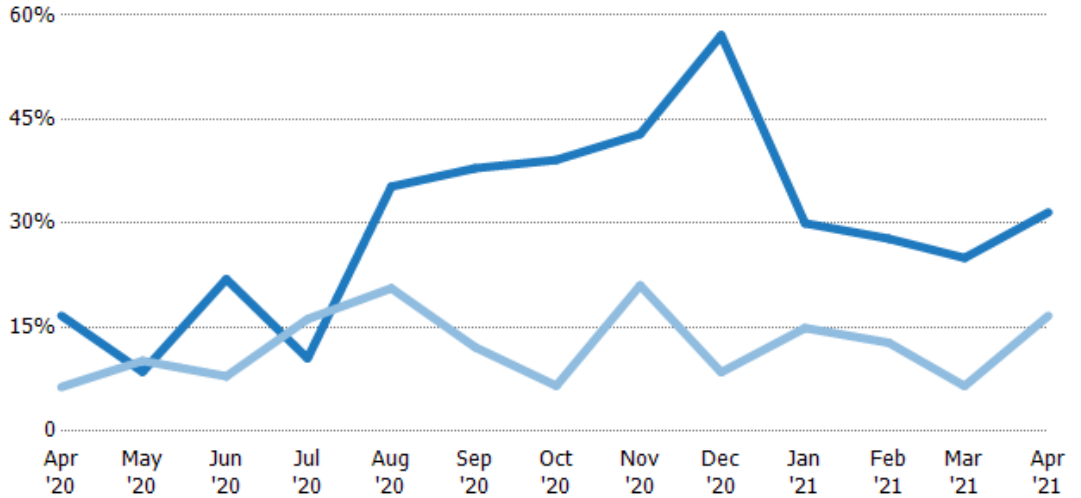
Current Year	6	11.7	4.56	9.5	2.83	2.64	2.56	2.33	1.75	3.33	3.6	4	3.17
Prior Year	15.7	9.83	12.6	6.18	4.85	8.25	15.3	4.75	11.8	6.71	7.83	15.3	6
Percent Change from Prior Year	-62%	19%	-64%	54%	-42%	-68%	-83%	-51%	-85%	-50%	-54%	-74%	-47%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family



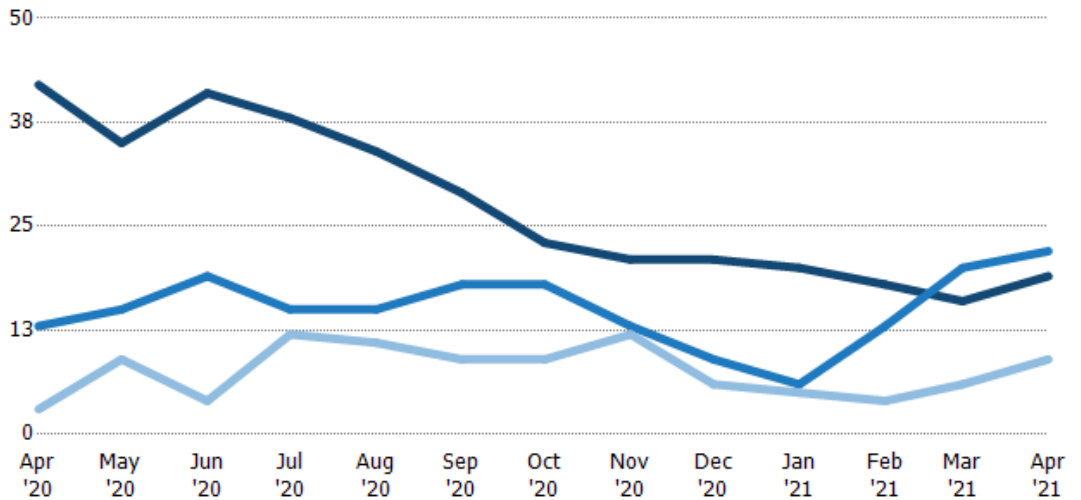
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	17%	9%	22%	11%	35%	38%	39%	43%	57%	30%	28%	25%	32%
Prior Year	6%	10%	8%	16%	21%	12%	7%	21%	9%	15%	13%	7%	17%
Change from Prior Year	-10%	2%	-14%	6%	-15%	-26%	-33%	-22%	-49%	-15%	-15%	-18%	-15%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	42	35	41	38	34	29	23	21	21	20	18	16	19
Pending	13	15	19	15	15	18	18	13	9	6	13	20	22
Sold	3	9	4	12	11	9	9	12	6	5	4	6	9

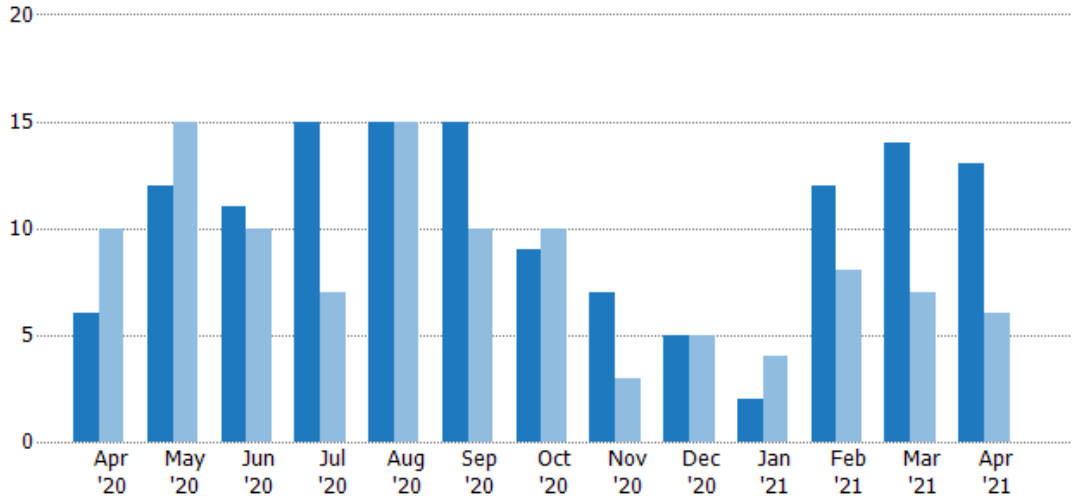
New Pending Sales

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.
Apr '21	13	116.7%
Apr '20	6	-40%
Apr '19	10	10%



Current Year	6	12	11	15	15	15	9	7	5	2	12	14	13
Prior Year	10	15	10	7	15	10	10	3	5	4	8	7	6
Percent Change from Prior Year	-40%	-20%	10%	114%	0%	50%	-10%	133%	0%	-50%	50%	100%	117%

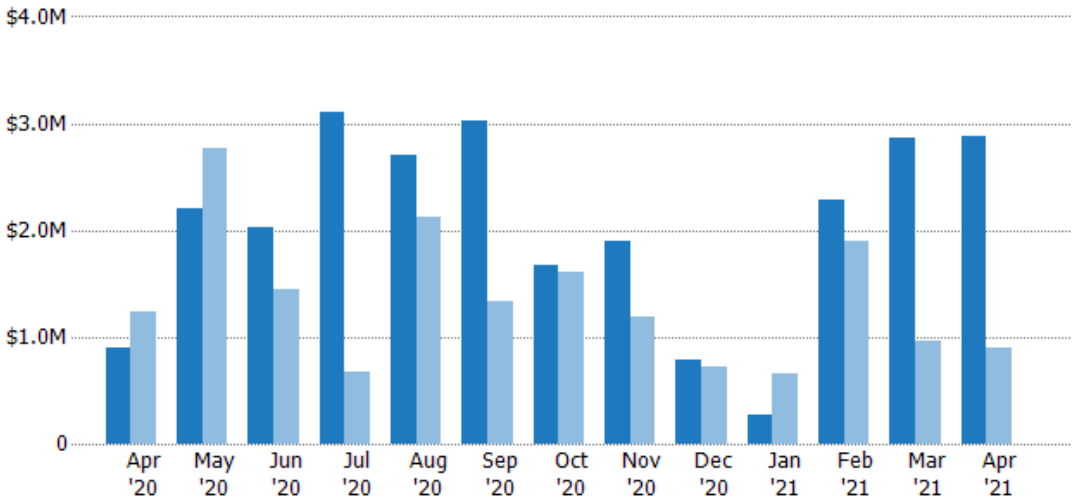
New Pending Sales Volume

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.
Apr '21	\$2.87M	217.5%
Apr '20	\$905K	-26.6%
Apr '19	\$1.23M	14.8%



Current Year	\$905K	\$2.2M	\$2.03M	\$3.1M	\$2.7M	\$3.03M	\$1.68M	\$1.9M	\$781K	\$269K	\$2.28M	\$2.87M	\$2.87M
Prior Year	\$1.23M	\$2.77M	\$1.44M	\$676K	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K	\$655K	\$1.89M	\$963K	\$905K
Percent Change from Prior Year	-27%	-21%	40%	358%	27%	126%	4%	59%	7%	-59%	21%	198%	217%

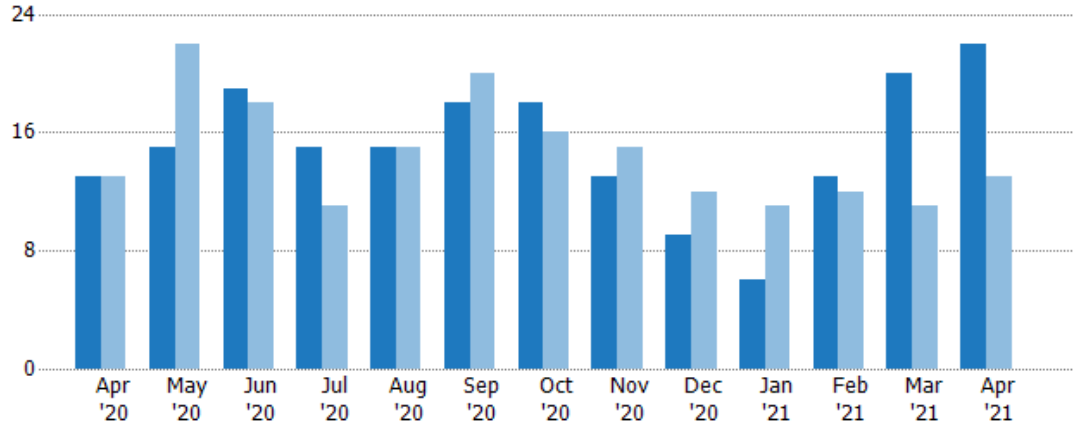
Pending Sales

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.
Apr '21	22	69.2%
Apr '20	13	0%
Apr '19	13	0%



Current Year	13	15	19	15	15	18	18	13	9	6	13	20	22
Prior Year	13	22	18	11	15	20	16	15	12	11	12	11	13
Percent Change from Prior Year	0%	-32%	6%	36%	0%	-10%	13%	-13%	-25%	-45%	8%	82%	69%

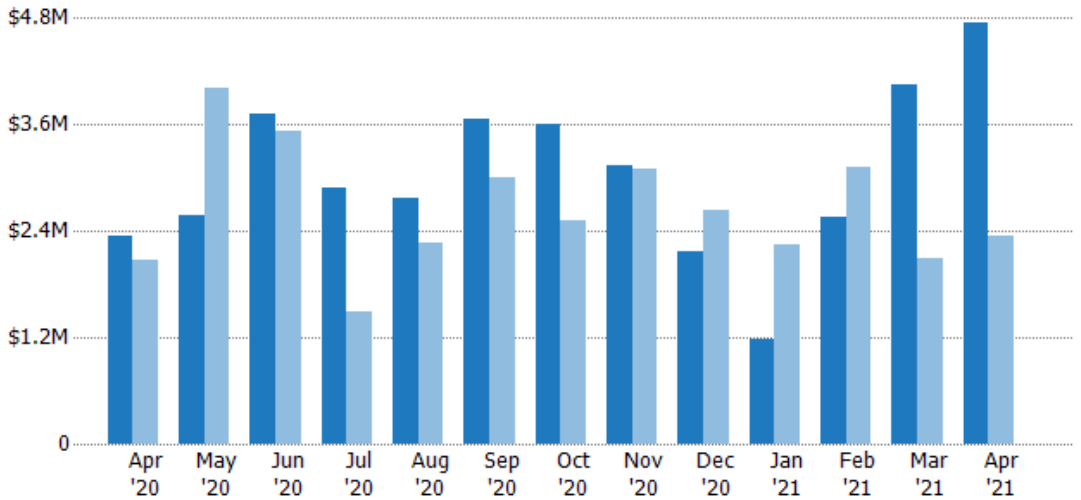
Pending Sales Volume

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.
Apr '21	\$4.74M	103.1%
Apr '20	\$2.34M	13.2%
Apr '19	\$2.06M	-15.3%



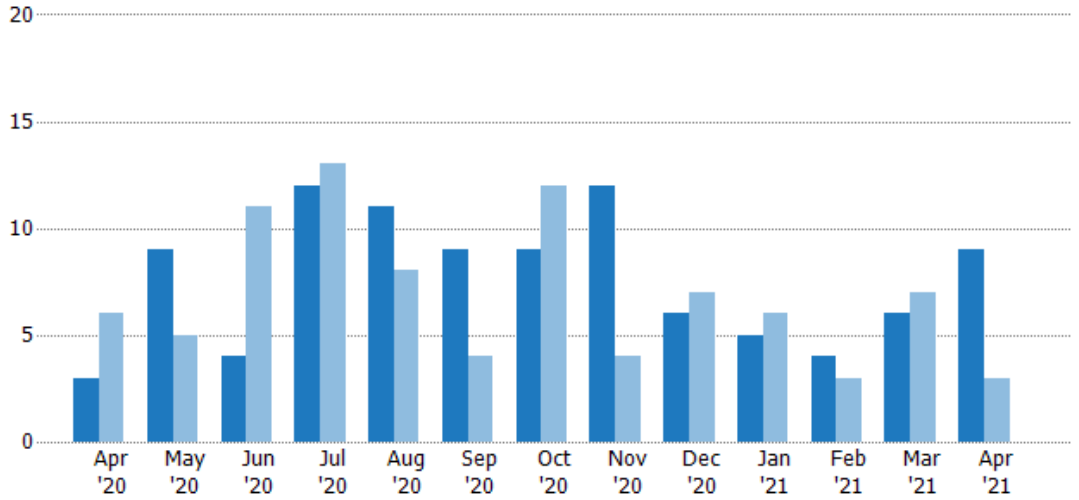
Current Year	\$2.34M	\$2.57M	\$3.71M	\$2.88M	\$2.77M	\$3.65M	\$3.6M	\$3.13M	\$2.17M	\$1.18M	\$2.55M	\$4.06M	\$4.74M
Prior Year	\$2.06M	\$4.01M	\$3.53M	\$1.49M	\$2.26M	\$3.01M	\$2.51M	\$3.1M	\$2.63M	\$2.24M	\$3.12M	\$2.1M	\$2.34M
Percent Change from Prior Year	13%	-36%	5%	93%	22%	22%	44%	1%	-17%	-47%	-18%	93%	103%

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.
Apr '21	9	200%
Apr '20	3	-50%
Apr '19	6	-33.3%

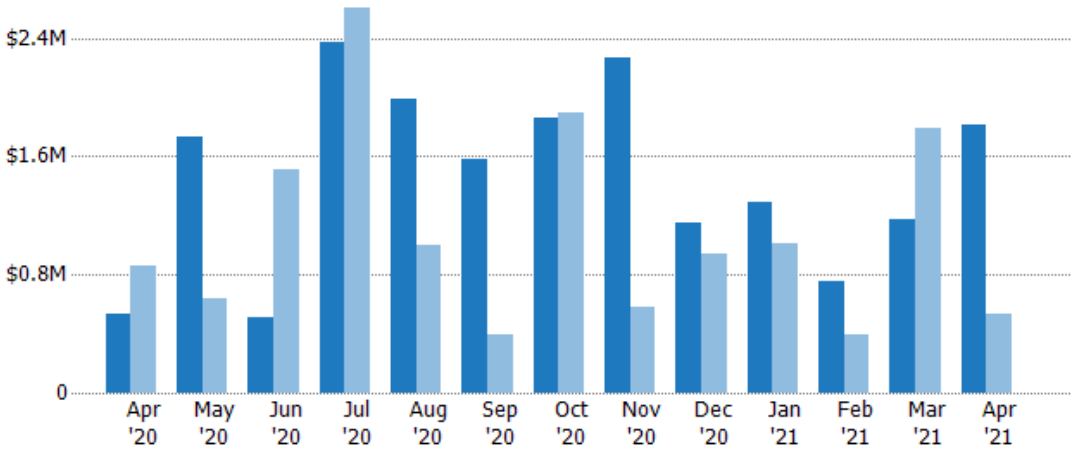
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	3	9	4	12	11	9	9	12	6	5	4	6	9
Prior Year	6	5	11	13	8	4	12	4	7	6	3	7	3
Percent Change from Prior Year	-50%	80%	-64%	-8%	38%	125%	-25%	200%	-14%	-17%	33%	-14%	200%

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.
Apr '21	\$1.81M	238.1%
Apr '20	\$536K	-37.3%
Apr '19	\$853K	-29.8%

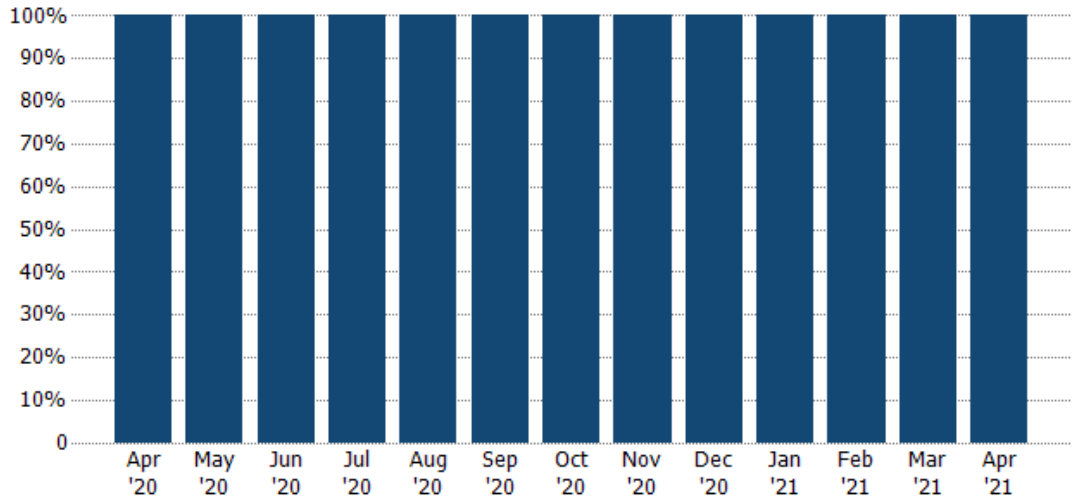
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$536K	\$1.74M	\$512K	\$2.37M	\$1.99M	\$1.58M	\$1.86M	\$2.27M	\$1.15M	\$1.29M	\$757K	\$1.17M	\$1.81M
Prior Year	\$853K	\$640K	\$1.51M	\$2.6M	\$995K	\$396K	\$1.89M	\$576K	\$946K	\$1.01M	\$391K	\$1.78M	\$536K
Percent Change from Prior Year	-37%	171%	-66%	-9%	100%	299%	-2%	294%	22%	28%	94%	-34%	238%

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



■ Single Family Residence

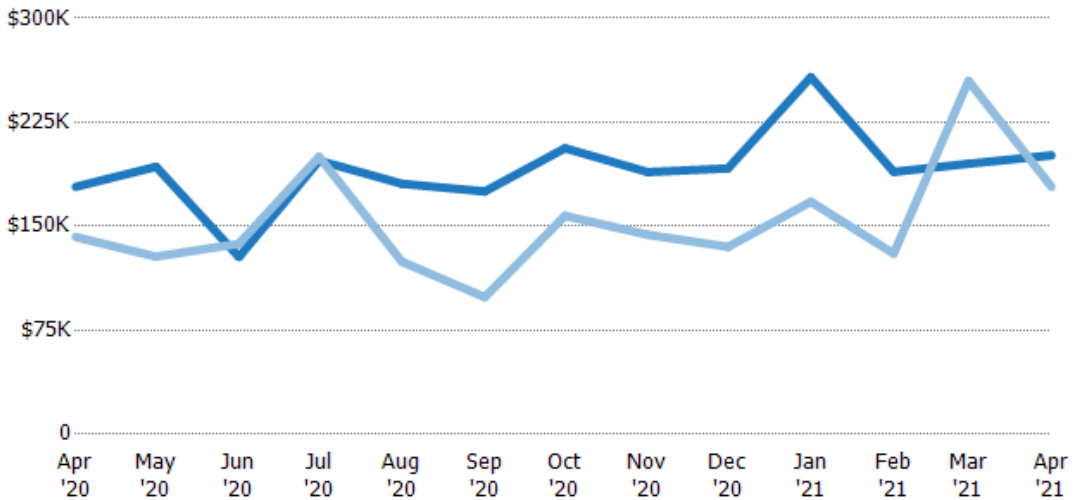
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$179K	\$193K	\$128K	\$197K	\$181K	\$175K	\$206K	\$189K	\$192K	\$258K	\$189K	\$195K	\$201K
\$142K	\$128K	\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K
25%	51%	-7%	-1%	45%	77%	31%	31%	42%	54%	45%	-23%	13%

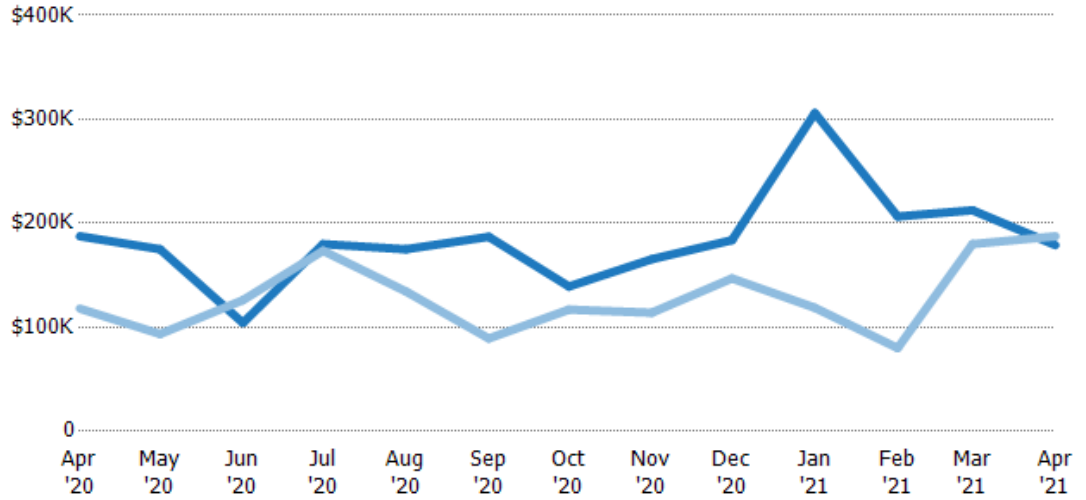
Median Sales Price

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.
Apr '21	\$179K	-4.5%
Apr '20	\$188K	59%
Apr '19	\$118K	25%



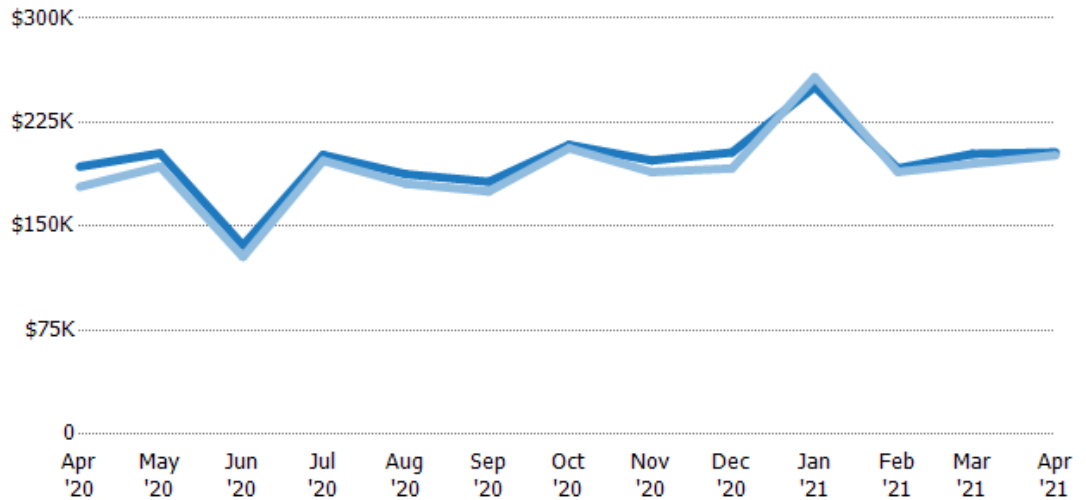
Current Year	\$188K	\$175K	\$104K	\$180K	\$175K	\$187K	\$139K	\$166K	\$184K	\$306K	\$207K	\$213K	\$179K
Prior Year	\$118K	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K
Percent Change from Prior Year	59%	87%	-17%	4%	30%	110%	19%	45%	25%	158%	158%	18%	-5%

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



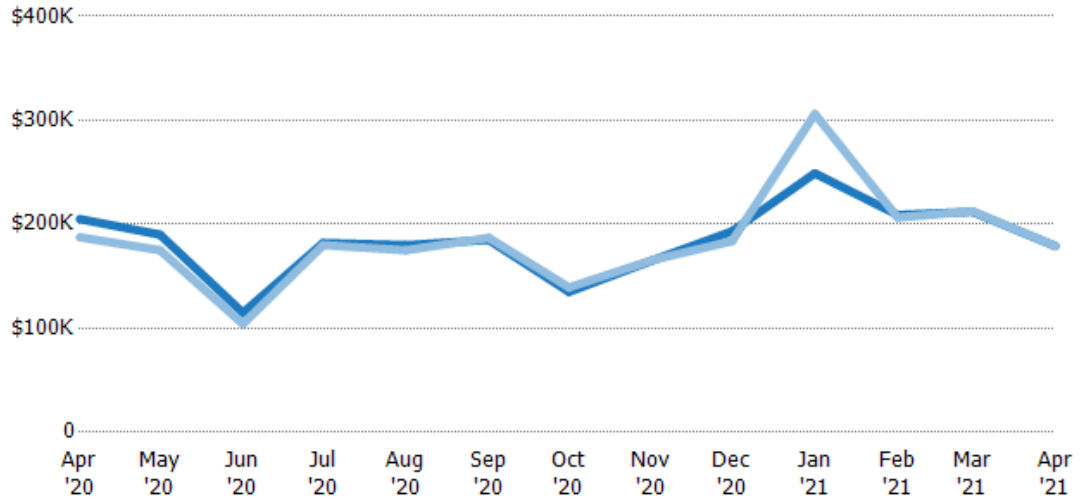
Avg List Price	\$193K	\$203K	\$136K	\$201K	\$188K	\$182K	\$209K	\$197K	\$203K	\$251K	\$192K	\$202K	\$203K
Avg Sales Price	\$179K	\$193K	\$128K	\$197K	\$181K	\$175K	\$206K	\$189K	\$192K	\$258K	\$189K	\$195K	\$201K
Avg Sales Price as a % of Avg List Price	92%	95%	94%	98%	96%	96%	99%	96%	94%	103%	99%	96%	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



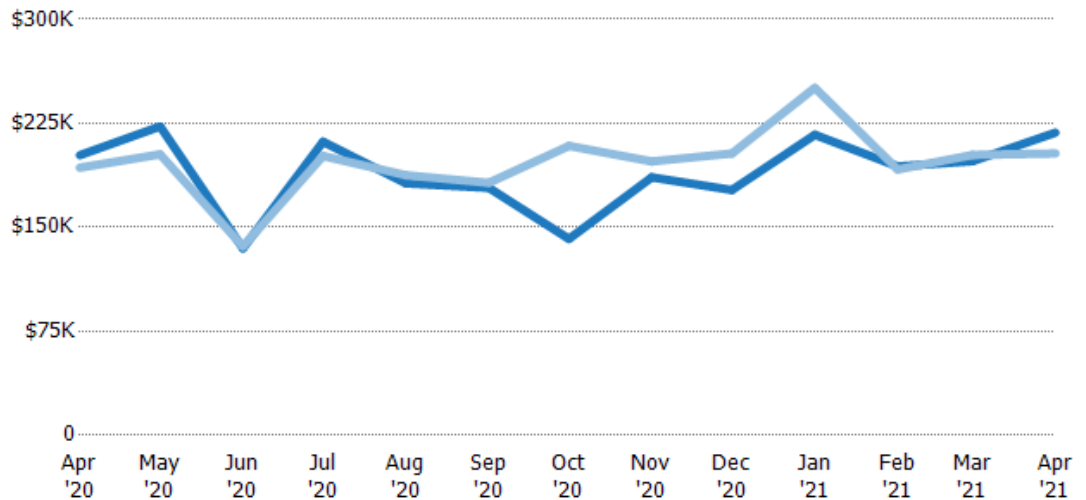
Median List Price	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K	\$135K	\$165K	\$193K	\$249K	\$209K	\$212K	\$179K
Median Sales Price	\$188K	\$175K	\$104K	\$180K	\$175K	\$187K	\$139K	\$166K	\$184K	\$306K	\$207K	\$213K	\$179K
Med Sales Price as a % of Med List Price	91%	92%	91%	99%	97%	101%	103%	100%	95%	123%	99%	100%	100%

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



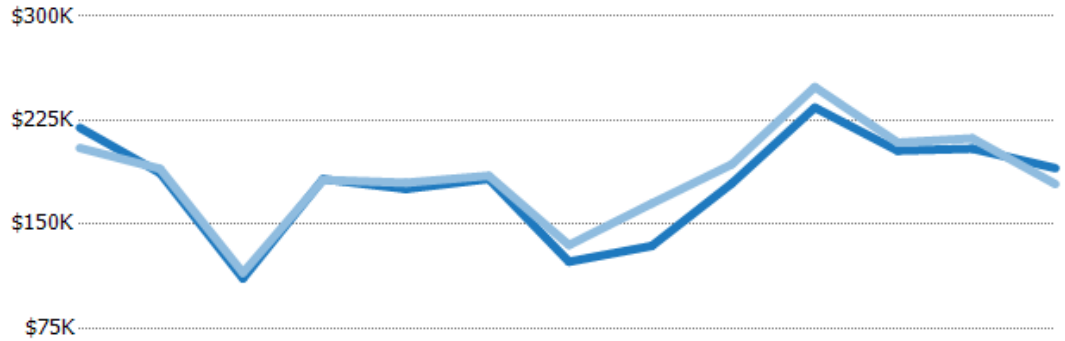
Avg Est Value	\$202K	\$223K	\$135K	\$212K	\$182K	\$178K	\$142K	\$186K	\$177K	\$217K	\$194K	\$198K	\$218K
Avg Sales Price	\$193K	\$203K	\$136K	\$201K	\$188K	\$182K	\$209K	\$197K	\$203K	\$251K	\$192K	\$202K	\$203K
Avg Sales Price as a % of Avg Est Value	96%	91%	101%	95%	103%	102%	147%	106%	115%	116%	99%	102%	93%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$220K	\$187K	\$111K	\$183K	\$175K	\$183K	\$123K	\$134K	\$180K	\$234K	\$203K	\$205K	\$190K
Median Sales Price	\$205K	\$190K	\$115K	\$182K	\$180K	\$185K	\$135K	\$165K	\$193K	\$249K	\$209K	\$212K	\$179K
Med Sales Price as a % of Med Est Value	93%	102%	104%	100%	103%	101%	110%	123%	108%	106%	103%	104%	94%