

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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	9	+55.6%	52	31	+67.7%
New Listing Volume	\$4,465,550	\$2,024,800	+120.5%	\$13,731,550	\$5,620,700	+144.3%
Active Listing Count	12	35	-65.7%	N/A	N/A	
Active Listing Volume	\$4,032,200	\$7,036,200	-42.7%	N/A	N/A	
Average Listing Price	\$336,017	\$201,034	+67.1%	\$249,408	\$197,991	+26%
Median Listing Price	\$224,750	\$129,900	+73%	\$171,484	\$135,430	+26.6%
Median Days in RPR	39	254	-84.6%	72.6	218.98	-66.8%
Months of Inventory	1.3	11.7	-88.6%	3.3	8.5	-60.9%
Absorption Rate	75%	8.57%	+66.4%	30.11%	11.76%	+18.3%
Sales Activity Charts Metrics						
New Pending Sales Count	19	12	+58.3%	60	37	+62.2%
New Pending Sales Volume	\$4,656,150	\$2,195,900	+112%	\$12,949,550	\$6,610,950	+95.9%
Pending Sales Count	8	15	-46.7%	N/A	N/A	
Pending Sales Volume	\$1,953,800	\$2,572,550	-24.1%	N/A	N/A	
Closed Sales Count	6	9	-33.3%	30	28	+7.1%
Closed Sales Volume	\$1,243,000	\$1,736,500	-28.4%	\$6,268,800	\$5,453,270	+15%
Average Sales Price	\$207,167	\$192,944	+7.4%	\$208,960	\$194,760	+7.3%
Median Sales Price	\$192,000	\$175,000	+9.7%	\$213,133	\$155,357	+37.2%

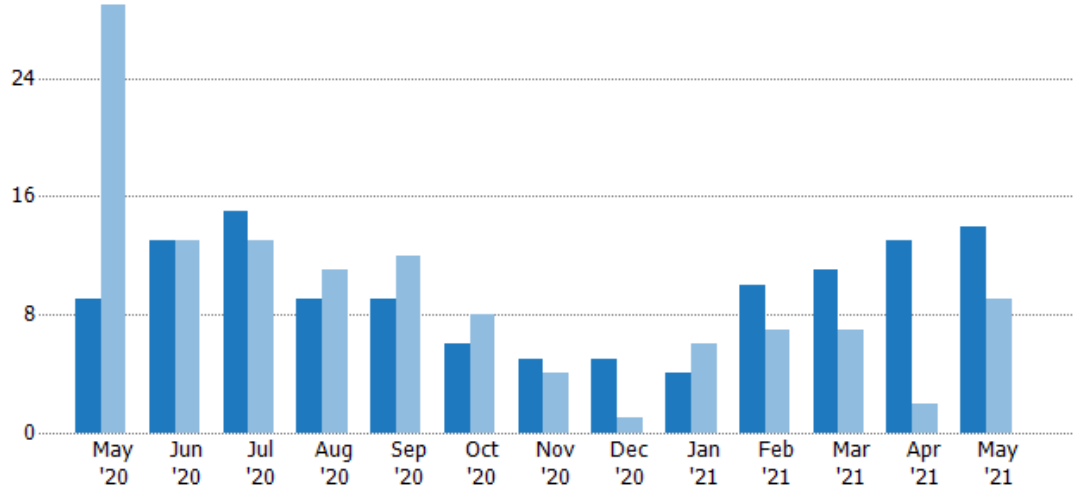
New Listings

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.
May '21	14	55.6%
May '20	9	-69%
May '19	29	-48.3%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	9	13	15	9	9	6	5	5	4	10	11	13	14
Prior Year	29	13	13	11	12	8	4	1	6	7	7	2	9
Percent Change from Prior Year	-69%	0%	15%	-18%	-25%	-25%	25%	400%	-33%	43%	57%	550%	56%

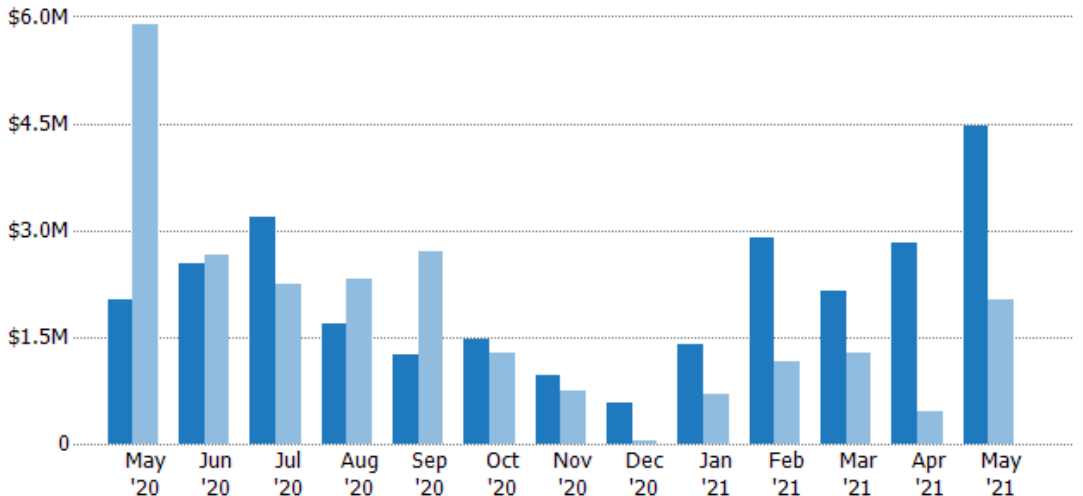
New Listing Volume

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.
May '21	\$4.47M	120.5%
May '20	\$2.02M	-65.6%
May '19	\$5.88M	-45.7%



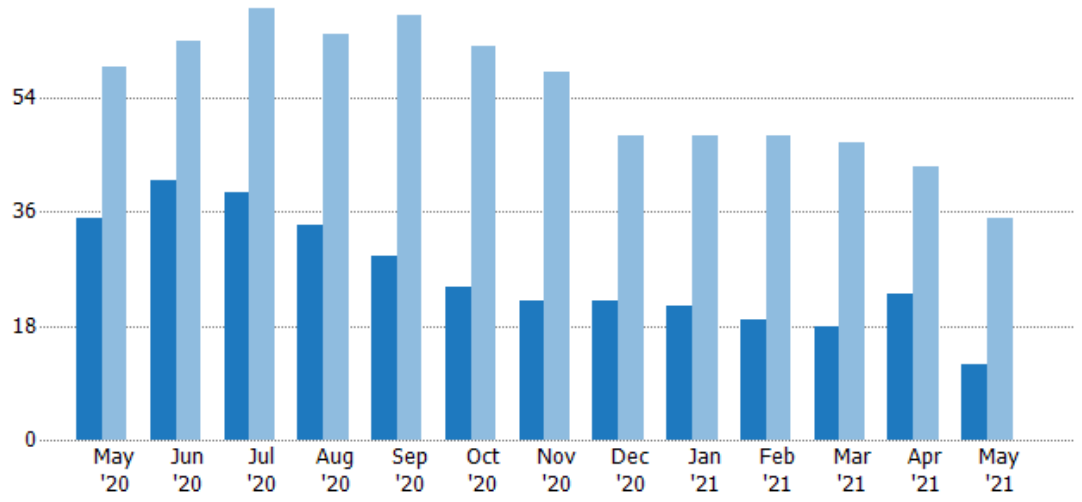
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$2.02M	\$2.54M	\$3.18M	\$1.69M	\$1.24M	\$1.46M	\$953K	\$583K	\$1.39M	\$2.89M	\$2.15M	\$2.83M	\$4.47M
Prior Year	\$5.88M	\$2.64M	\$2.24M	\$2.33M	\$2.71M	\$1.27M	\$755K	\$49.9K	\$699K	\$1.15M	\$1.28M	\$460K	\$2.02M
Percent Change from Prior Year	-66%	-4%	42%	-27%	-54%	15%	26%	1,068%	99%	150%	68%	515%	121%

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



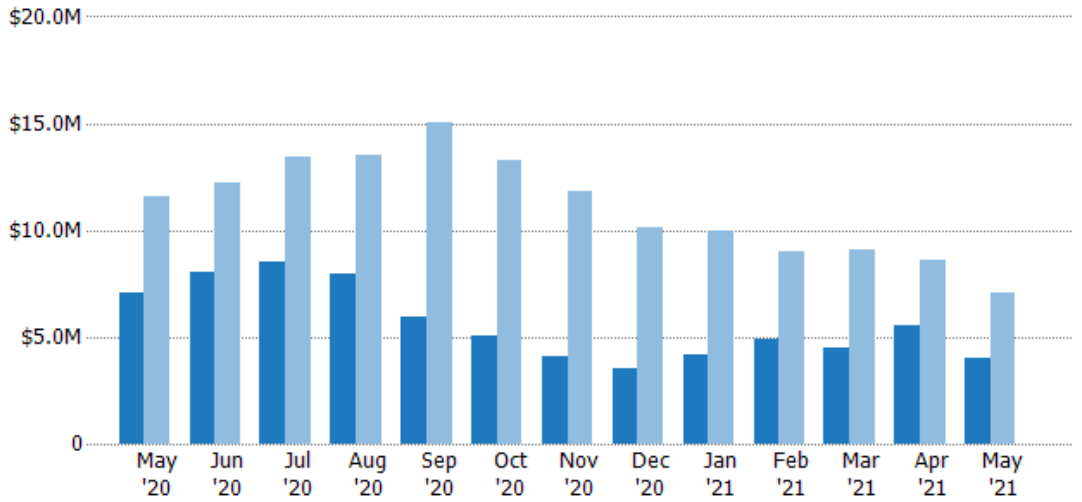
Month/Year	Count	% Chg.
May '21	12	-65.7%
May '20	35	-40.7%
May '19	59	-3.4%

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.
May '21	\$4.03M	-42.7%
May '20	\$7.04M	-39.4%
May '19	\$11.6M	-4.8%

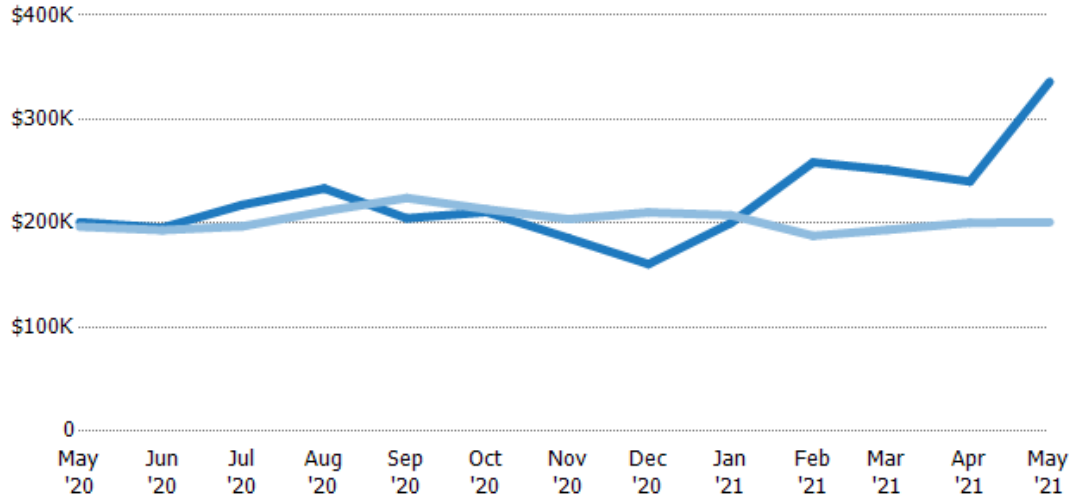
Average Listing Price

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.
May '21	\$336K	67.1%
May '20	\$201K	2.2%
May '19	\$197K	-1.4%



Current Year	\$201K	\$196K	\$218K	\$233K	\$205K	\$211K	\$186K	\$161K	\$200K	\$259K	\$251K	\$240K	\$336K
Prior Year	\$197K	\$193K	\$197K	\$212K	\$224K	\$213K	\$204K	\$210K	\$208K	\$188K	\$194K	\$200K	\$201K
Percent Change from Prior Year	2%	1%	11%	10%	-9%	-1%	-9%	-24%	-4%	38%	30%	20%	67%

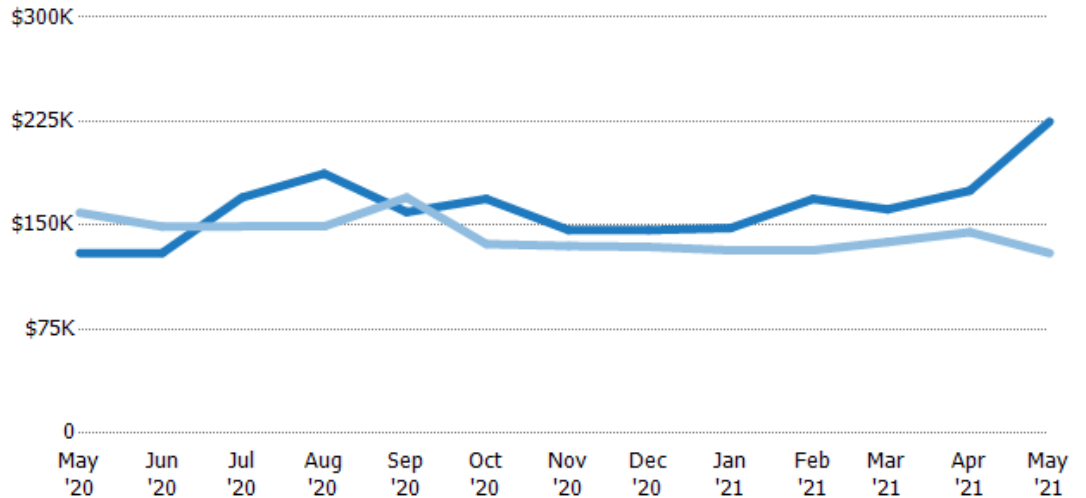
Median Listing Price

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.
May '21	\$225K	73%
May '20	\$130K	-18.3%
May '19	\$159K	6.3%



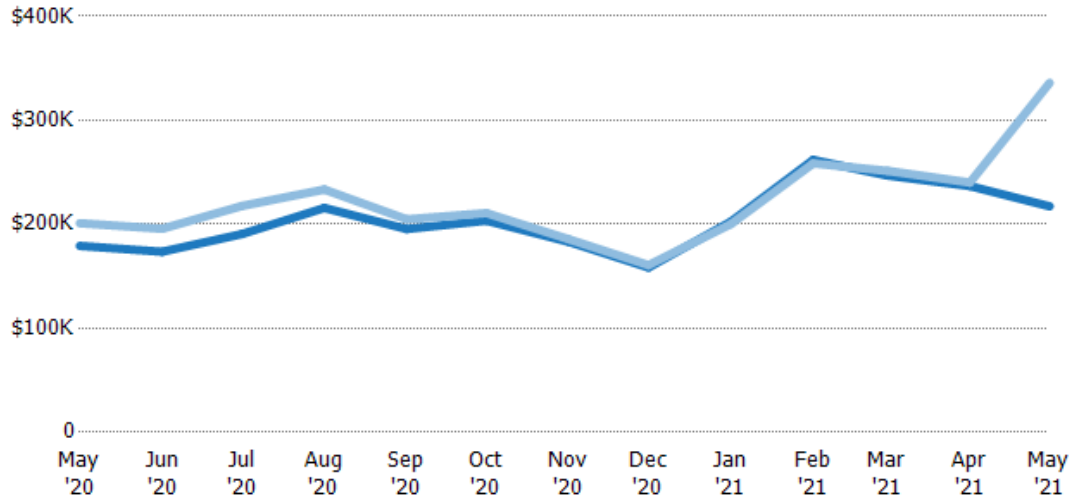
Current Year	\$130K	\$130K	\$170K	\$187K	\$160K	\$169K	\$147K	\$147K	\$148K	\$169K	\$162K	\$175K	\$225K
Prior Year	\$159K	\$149K	\$149K	\$149K	\$170K	\$136K	\$135K	\$134K	\$132K	\$132K	\$138K	\$145K	\$130K
Percent Change from Prior Year	-18%	-13%	14%	25%	-6%	24%	9%	9%	12%	28%	17%	21%	73%

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



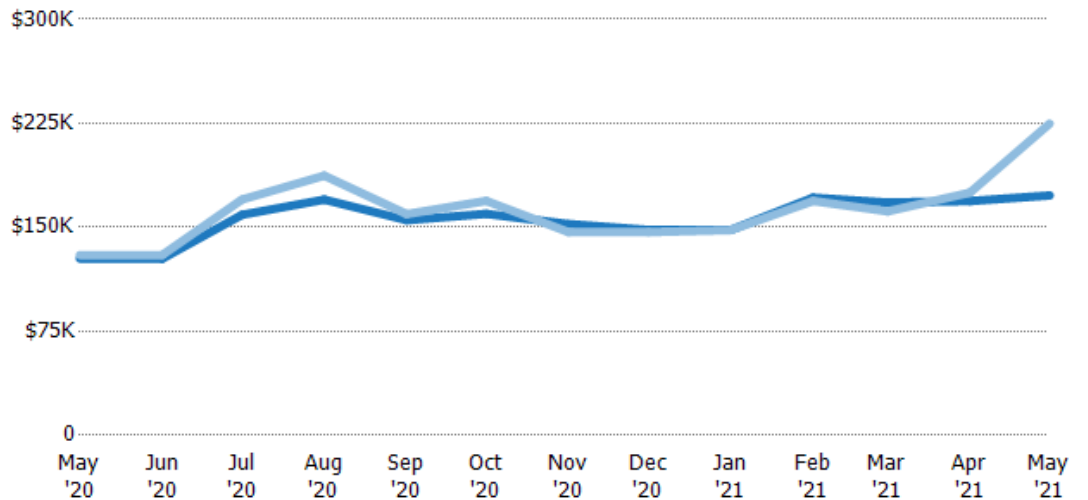
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$179K	\$174K	\$191K	\$216K	\$195K	\$204K	\$183K	\$158K	\$202K	\$262K	\$247K	\$237K	\$217K
Avg Listing Price	\$201K	\$196K	\$218K	\$233K	\$205K	\$211K	\$186K	\$161K	\$200K	\$259K	\$251K	\$240K	\$336K
Avg Listing Price as a % of Avg Est Value	112%	113%	114%	108%	105%	104%	101%	101%	99%	99%	102%	101%	155%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$127K	\$127K	\$159K	\$170K	\$155K	\$160K	\$152K	\$148K	\$148K	\$171K	\$168K	\$169K	\$173K
Median Listing Price	\$130K	\$130K	\$170K	\$187K	\$160K	\$169K	\$147K	\$147K	\$148K	\$169K	\$162K	\$175K	\$225K
Med Listing Price as a % of Med Est Value	102%	102%	107%	110%	103%	106%	96%	99%	100%	99%	96%	104%	130%

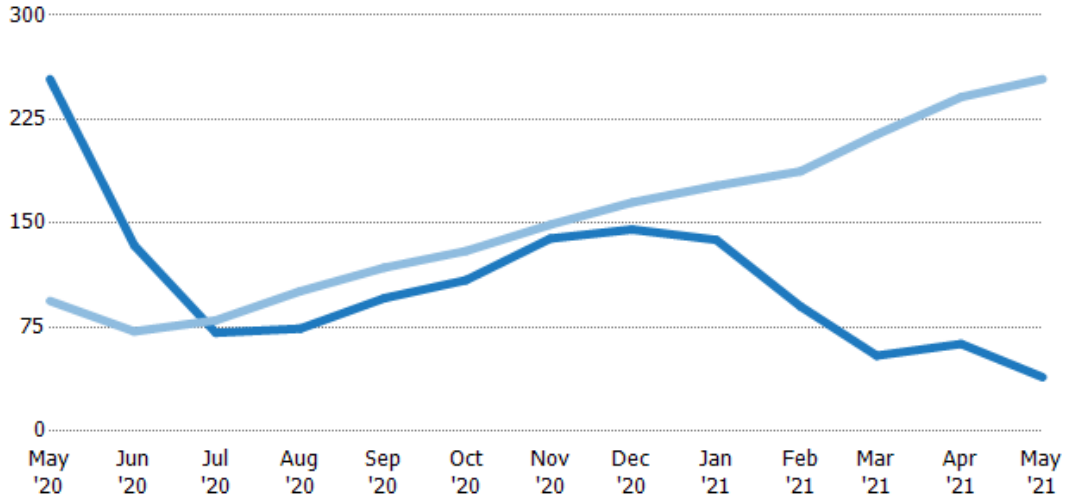
Median Days in RPR

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.
May '21	39	-84.6%
May '20	254	170.2%
May '19	94	-18.1%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	254	134	71	74	96	109	139	146	138	90	54.5	63	39
Prior Year	94	72	80	101	118	130	149	165	177	188	214	241	254
Percent Change from Prior Year	170%	86%	-11%	-27%	-19%	-16%	-7%	-12%	-22%	-52%	-75%	-74%	-85%

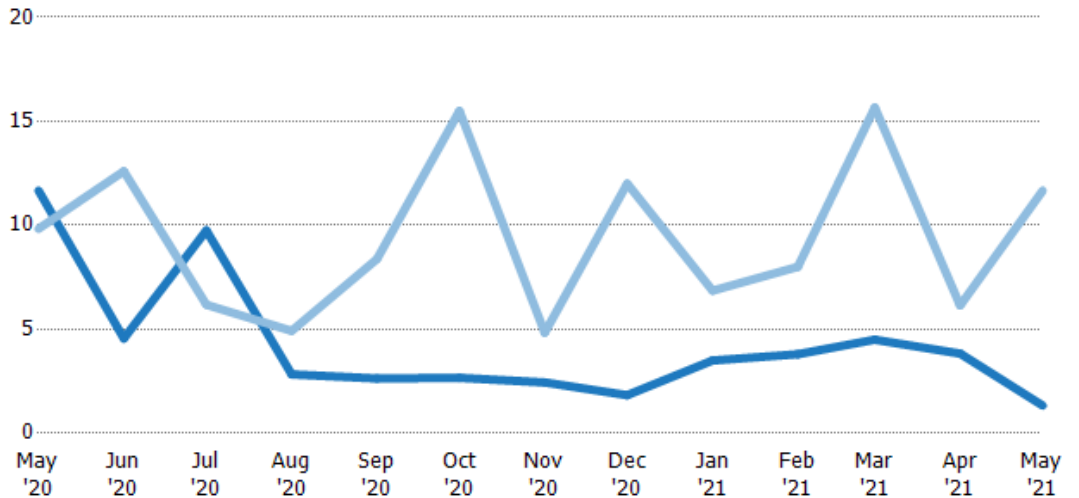
Months of Inventory

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.
May '21	1.33	-88.6%
May '20	11.7	18.6%
May '19	9.83	44.9%



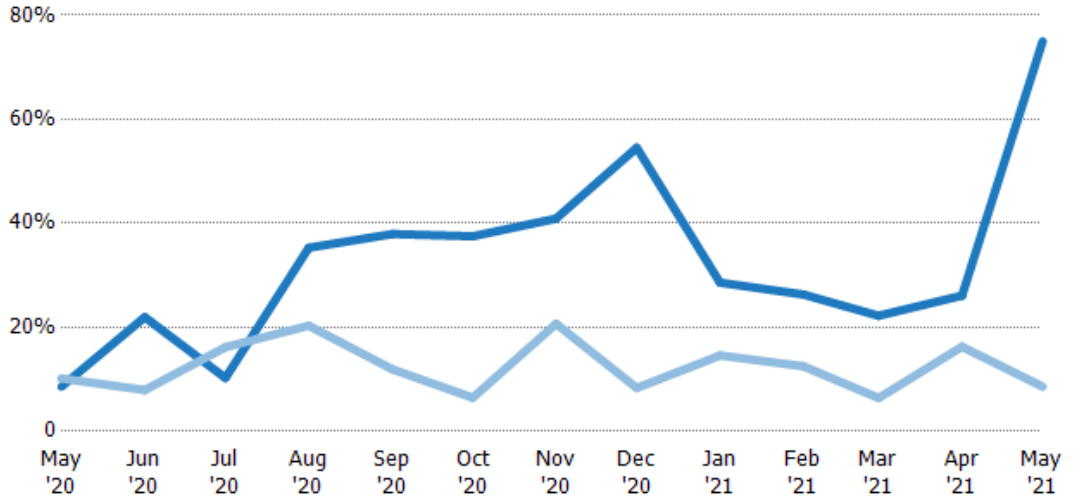
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	11.7	4.56	9.75	2.83	2.64	2.67	2.44	1.83	3.5	3.8	4.5	3.83	1.33
Prior Year	9.83	12.6	6.18	4.92	8.38	15.5	4.83	12	6.86	8	15.7	6.14	11.7
Percent Change from Prior Year	19%	-64%	58%	-42%	-69%	-83%	-49%	-85%	-49%	-53%	-71%	-38%	-89%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



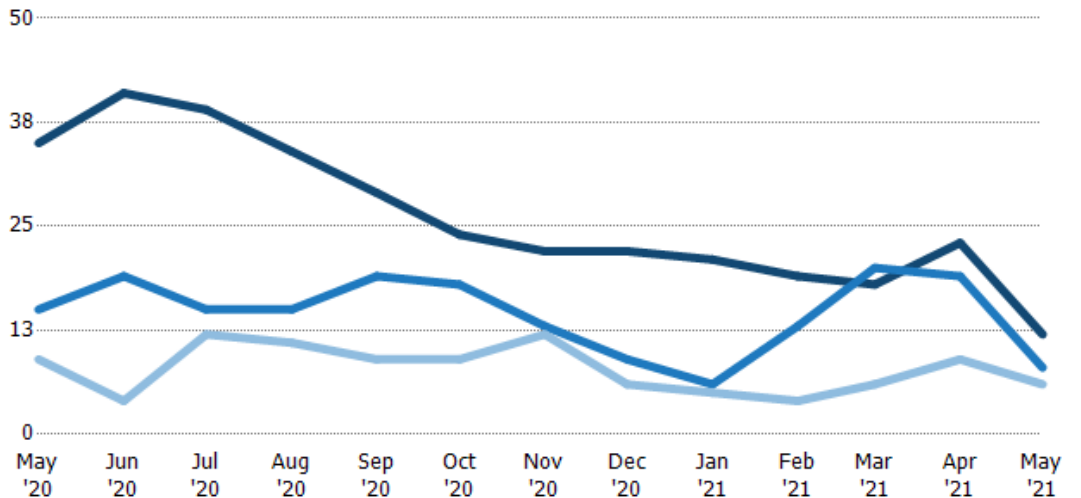
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	9%	22%	10%	35%	38%	38%	41%	55%	29%	26%	22%	26%	75%
Prior Year	10%	8%	16%	20%	12%	6%	21%	8%	15%	13%	6%	16%	9%
Change from Prior Year	2%	-14%	6%	-15%	-26%	-31%	-20%	-46%	-14%	-14%	-16%	-10%	-66%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	35	41	39	34	29	24	22	22	21	19	18	23	12
Pending	15	19	15	15	19	18	13	9	6	13	20	19	8
Sold	9	4	12	11	9	9	12	6	5	4	6	9	6

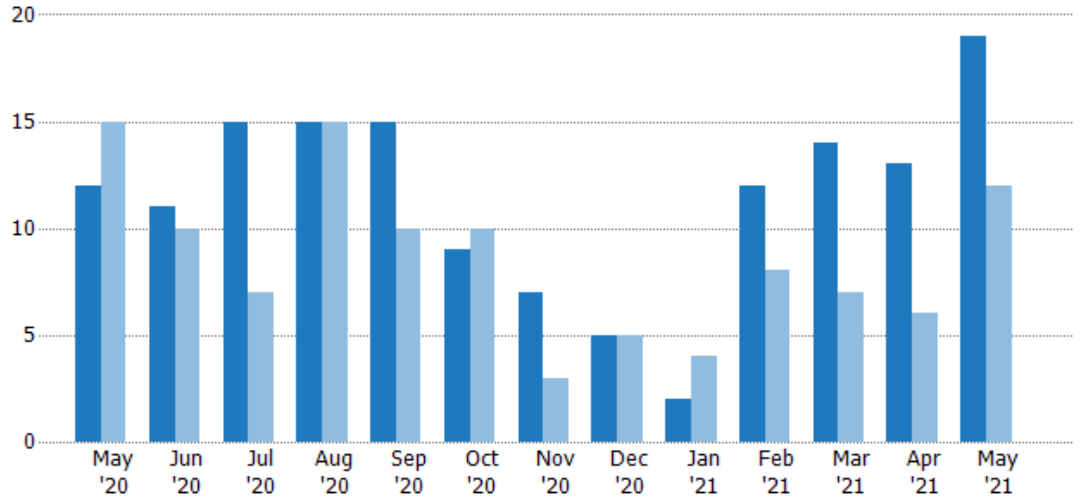
New Pending Sales

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.
May '21	19	58.3%
May '20	12	-20%
May '19	15	-60%



Current Year	12	11	15	15	15	9	7	5	2	12	14	13	19
Prior Year	15	10	7	15	10	10	3	5	4	8	7	6	12
Percent Change from Prior Year	-20%	10%	114%	0%	50%	-10%	133%	0%	-50%	50%	100%	117%	58%

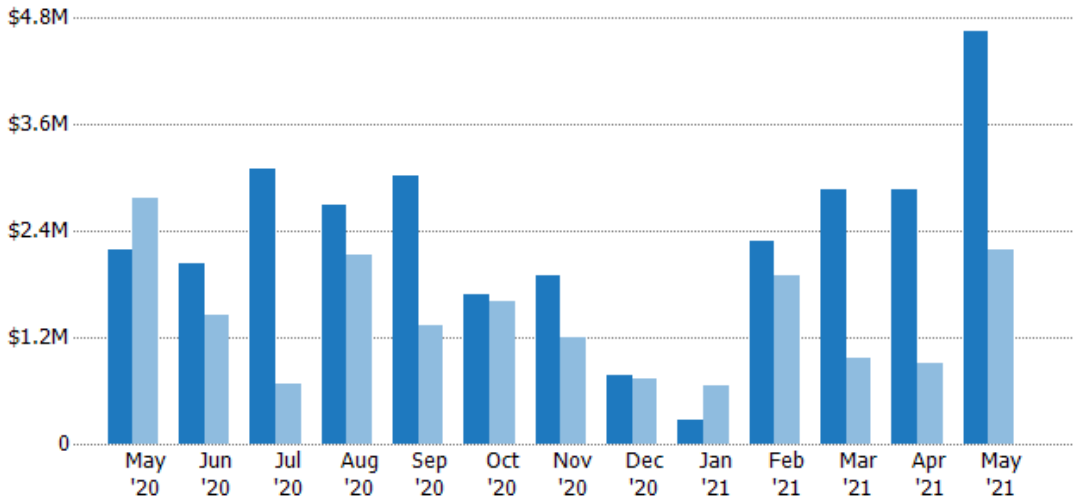
New Pending Sales Volume

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.
May '21	\$4.66M	112%
May '20	\$2.2M	-20.8%
May '19	\$2.77M	-59.9%



Current Year	\$2.2M	\$2.03M	\$3.1M	\$2.7M	\$3.03M	\$1.68M	\$1.9M	\$781K	\$269K	\$2.28M	\$2.87M	\$2.87M	\$4.66M
Prior Year	\$2.77M	\$1.44M	\$676K	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K	\$655K	\$1.89M	\$963K	\$905K	\$2.2M
Percent Change from Prior Year	-21%	40%	358%	27%	126%	4%	59%	7%	-59%	21%	198%	217%	112%

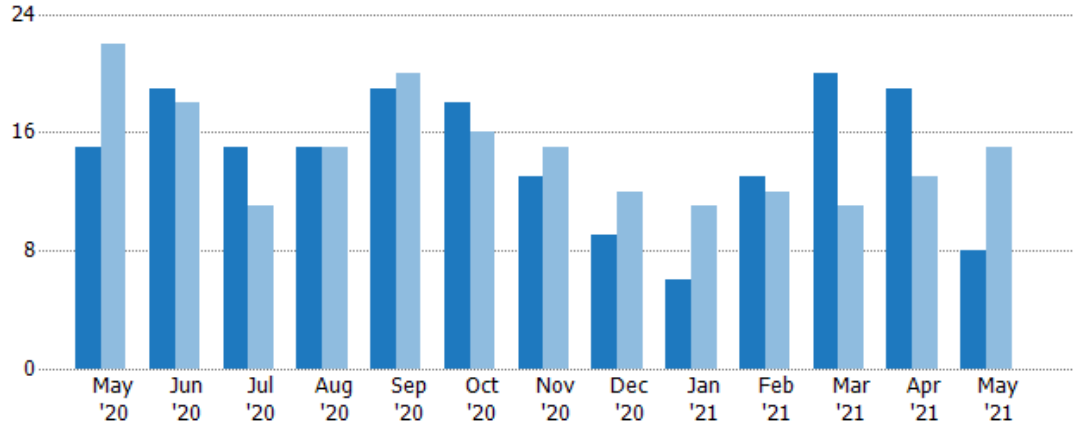
Pending Sales

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.
May '21	8	-46.7%
May '20	15	-31.8%
May '19	22	-45.5%



Current Year	15	19	15	15	19	18	13	9	6	13	20	19	8
Prior Year	22	18	11	15	20	16	15	12	11	12	11	13	15
Percent Change from Prior Year	-32%	6%	36%	0%	-5%	13%	-13%	-25%	-45%	8%	82%	46%	-47%

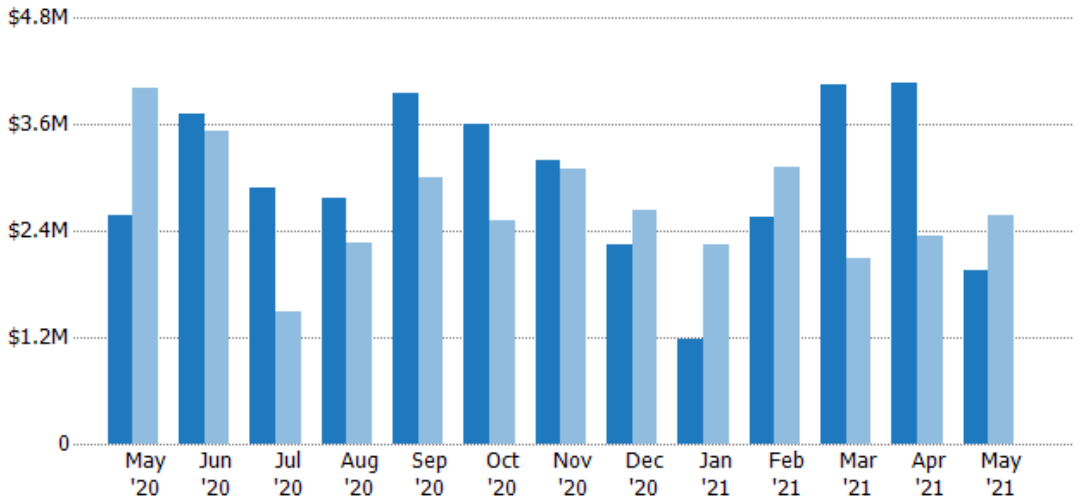
Pending Sales Volume

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.
May '21	\$1.95M	-24.1%
May '20	\$2.57M	-35.8%
May '19	\$4.01M	-50.8%



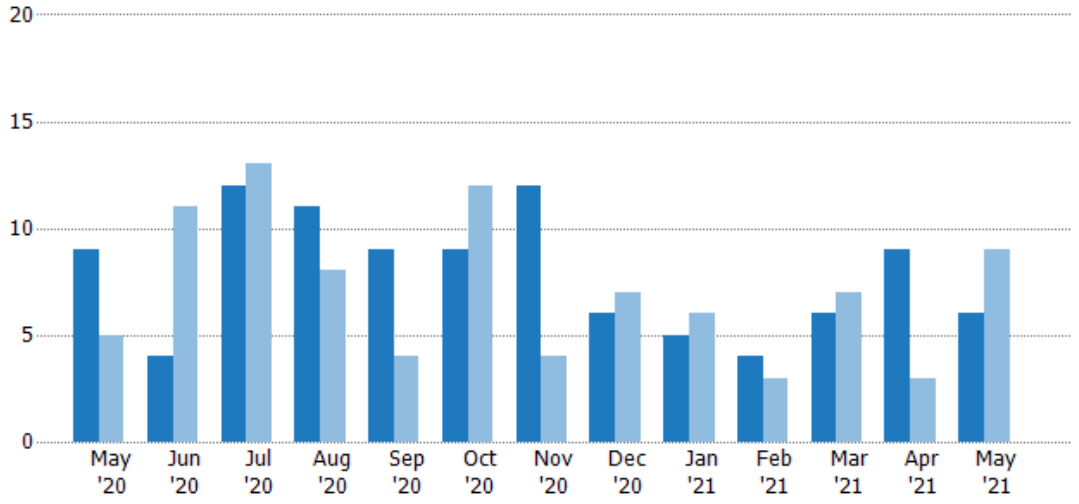
Current Year	\$2.57M	\$3.71M	\$2.88M	\$2.77M	\$3.95M	\$3.6M	\$3.2M	\$2.24M	\$1.18M	\$2.55M	\$4.06M	\$4.06M	\$1.95M
Prior Year	\$4.01M	\$3.53M	\$1.49M	\$2.26M	\$3.01M	\$2.51M	\$3.1M	\$2.63M	\$2.24M	\$3.12M	\$2.1M	\$2.34M	\$2.57M
Percent Change from Prior Year	-36%	5%	93%	22%	31%	44%	3%	-15%	-47%	-18%	93%	74%	-24%

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.
May '21	6	-33.3%
May '20	9	80%
May '19	5	40%

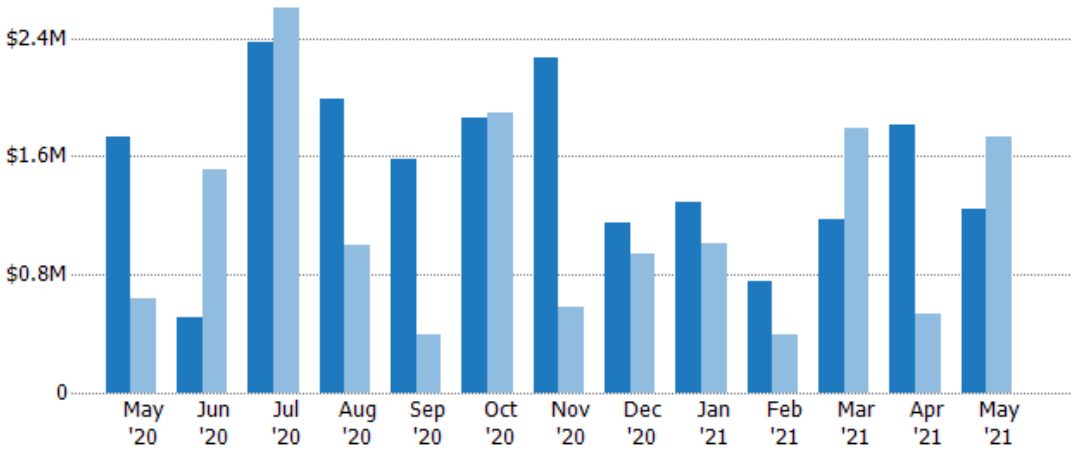
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	9	4	12	11	9	9	12	6	5	4	6	9	6
Prior Year	5	11	13	8	4	12	4	7	6	3	7	3	9
Percent Change from Prior Year	80%	-64%	-8%	38%	125%	-25%	200%	-14%	-17%	33%	-14%	200%	-33%

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.
May '21	\$1.24M	-28.4%
May '20	\$1.74M	171.2%
May '19	\$640K	25.9%

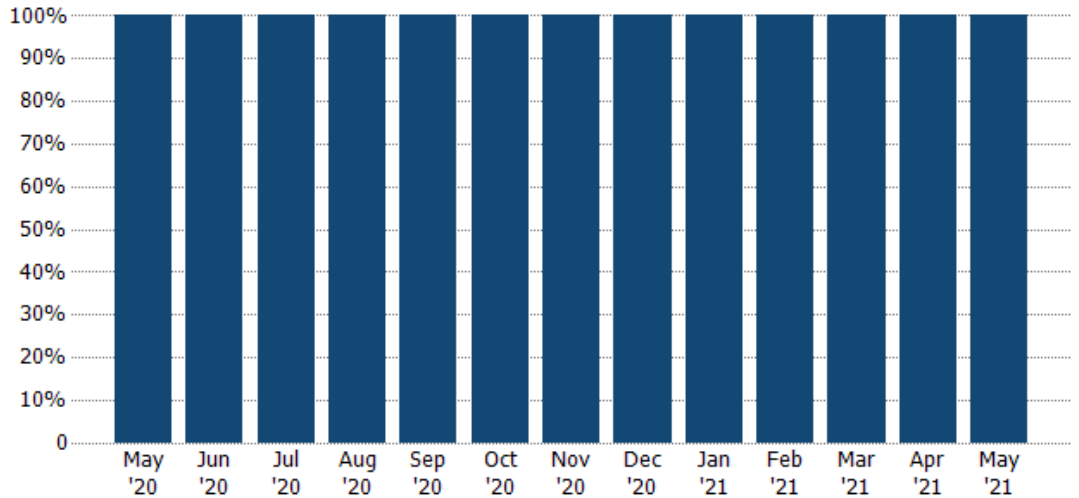
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$1.74M	\$512K	\$2.37M	\$1.99M	\$1.58M	\$1.86M	\$2.27M	\$1.15M	\$1.29M	\$757K	\$1.17M	\$1.81M	\$1.24M
Prior Year	\$640K	\$1.51M	\$2.6M	\$995K	\$396K	\$1.89M	\$576K	\$946K	\$1.01M	\$391K	\$1.78M	\$536K	\$1.74M
Percent Change from Prior Year	171%	-66%	-9%	100%	299%	-2%	294%	22%	28%	94%	-34%	238%	-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



■ Single Family Residence

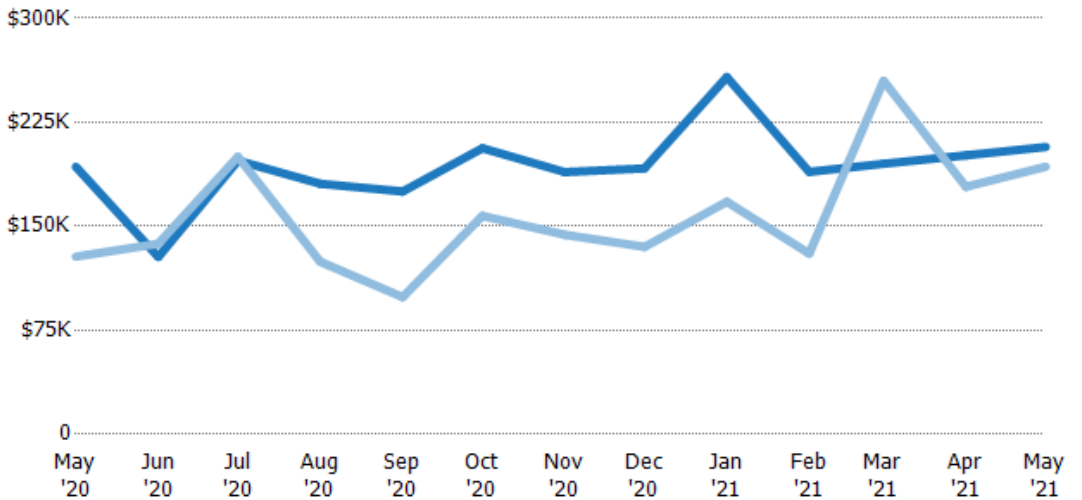
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$193K \$128K \$197K \$181K \$175K \$206K \$189K \$192K \$258K \$189K \$195K \$201K \$207K
 \$128K \$137K \$200K \$124K \$98.9K \$158K \$144K \$135K \$168K \$130K \$255K \$179K \$193K
 51% -7% -1% 45% 77% 31% 31% 42% 54% 45% -23% 13% 7%

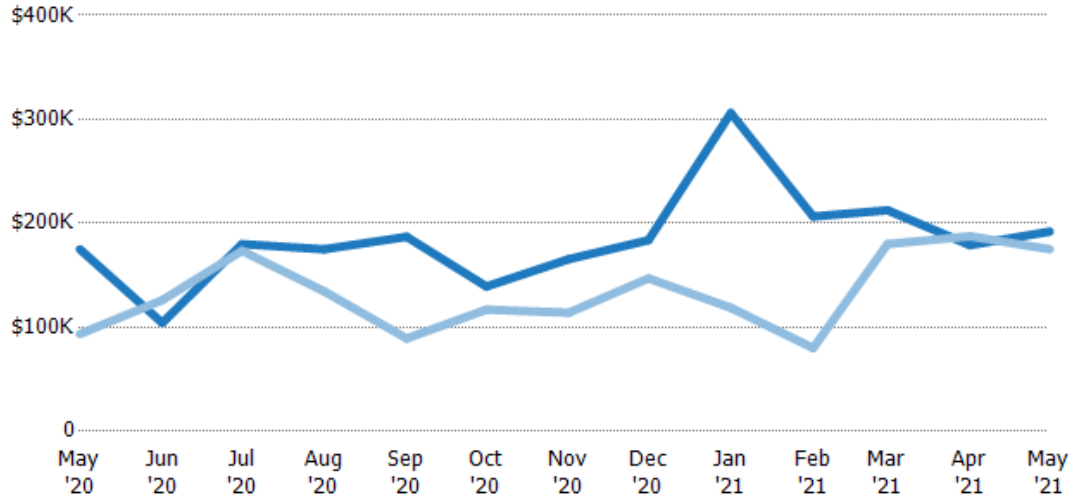
Median Sales Price

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.
May '21	\$192K	9.7%
May '20	\$175K	87.2%
May '19	\$93.5K	10.2%



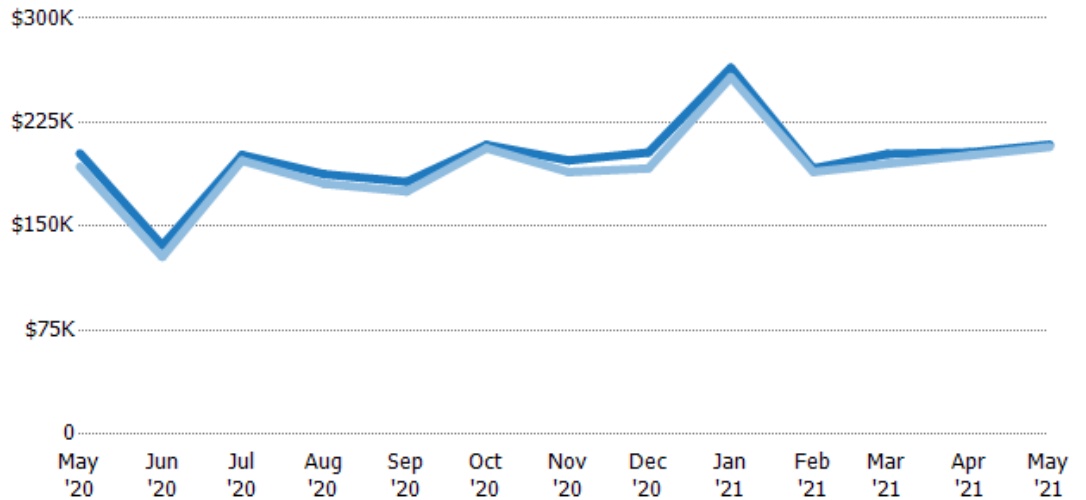
Current Year	\$175K	\$104K	\$180K	\$175K	\$187K	\$139K	\$166K	\$184K	\$306K	\$207K	\$213K	\$179K	\$192K
Prior Year	\$93.5K	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K
Percent Change from Prior Year	87%	-17%	4%	30%	110%	19%	45%	25%	158%	158%	18%	-5%	10%

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



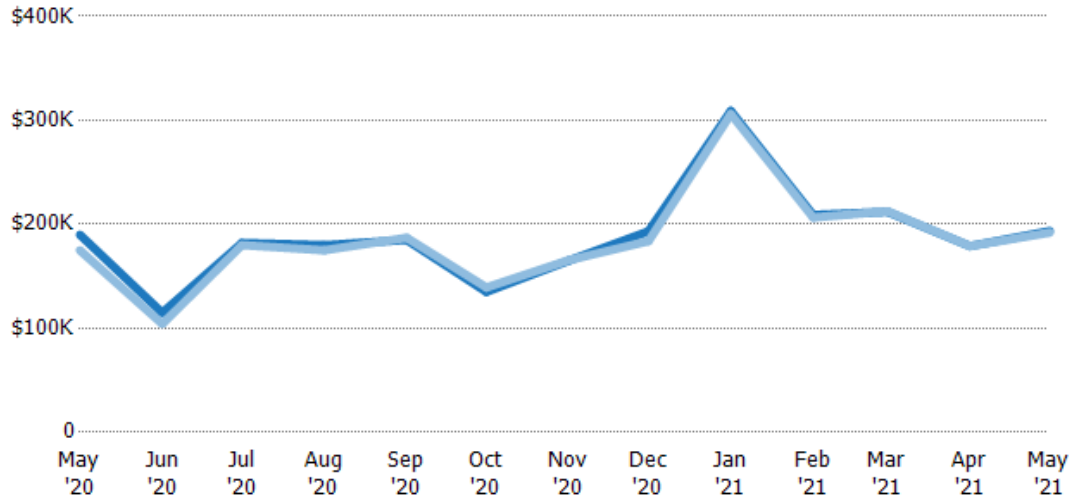
Avg List Price	\$203K	\$136K	\$201K	\$188K	\$182K	\$209K	\$197K	\$203K	\$264K	\$192K	\$202K	\$203K	\$209K
Avg Sales Price	\$193K	\$128K	\$197K	\$181K	\$175K	\$206K	\$189K	\$192K	\$258K	\$189K	\$195K	\$201K	\$207K
Avg Sales Price as a % of Avg List Price	95%	94%	98%	96%	96%	99%	96%	94%	97%	99%	96%	99%	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



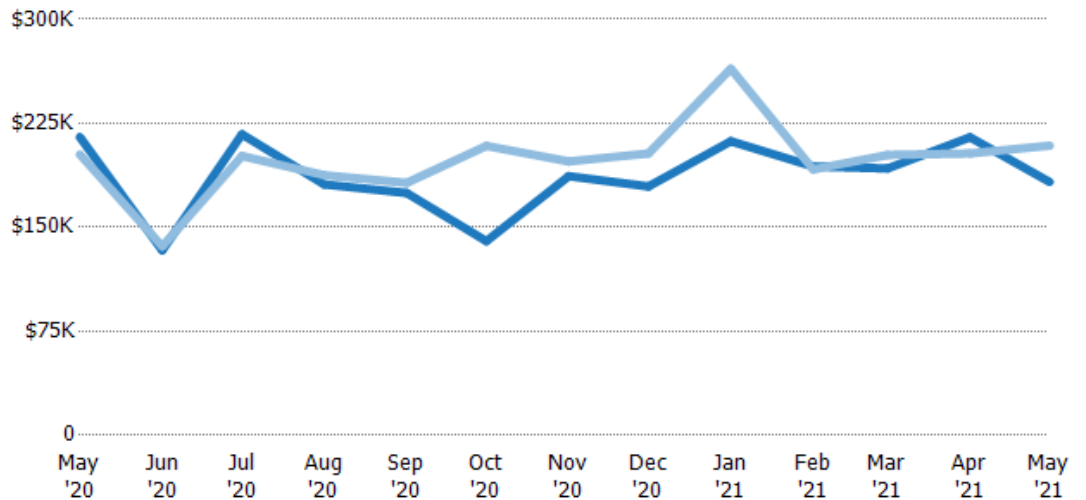
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$190K	\$115K	\$182K	\$180K	\$185K	\$135K	\$165K	\$193K	\$309K	\$209K	\$212K	\$179K	\$194K
Median Sales Price	\$175K	\$104K	\$180K	\$175K	\$187K	\$139K	\$166K	\$184K	\$306K	\$207K	\$213K	\$179K	\$192K
Med Sales Price as a % of Med List Price	92%	91%	99%	97%	101%	103%	100%	95%	99%	99%	100%	100%	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



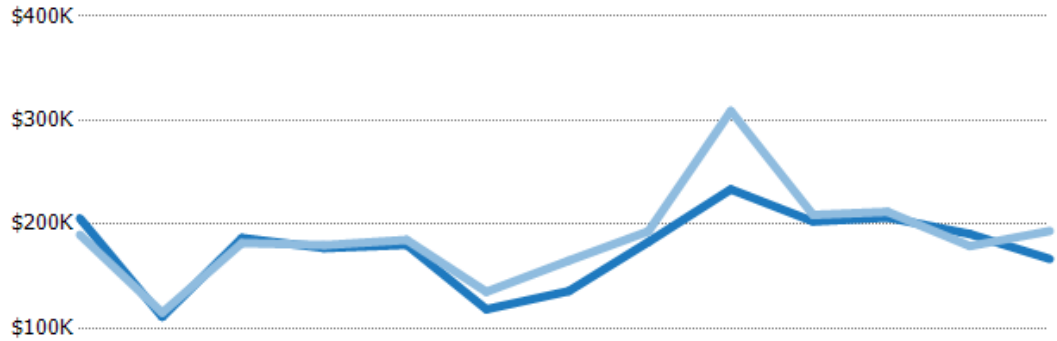
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$215K	\$133K	\$217K	\$181K	\$175K	\$140K	\$187K	\$179K	\$212K	\$194K	\$192K	\$215K	\$183K
Avg Sales Price	\$203K	\$136K	\$201K	\$188K	\$182K	\$209K	\$197K	\$203K	\$264K	\$192K	\$202K	\$203K	\$209K
Avg Sales Price as a % of Avg Est Value	94%	102%	93%	104%	104%	149%	106%	113%	125%	99%	105%	95%	114%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$206K	\$111K	\$187K	\$177K	\$180K	\$118K	\$136K	\$183K	\$234K	\$203K	\$207K	\$191K	\$167K
Median Sales Price	\$190K	\$115K	\$182K	\$180K	\$185K	\$135K	\$165K	\$193K	\$309K	\$209K	\$212K	\$179K	\$194K
Med Sales Price as a % of Med Est Value	92%	104%	97%	102%	103%	114%	122%	106%	132%	103%	103%	94%	116%