

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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	13	-15.4%	63	46	+37%
New Listing Volume	\$2,477,000	\$2,543,200	-2.6%	\$16,208,550	\$8,843,400	+83.3%
Active Listing Count	16	43	-62.8%	N/A	N/A	
Active Listing Volume	\$5,621,800	\$8,702,150	-35.4%	N/A	N/A	
Average Listing Price	\$351,363	\$202,376	+73.6%	\$251,279	\$200,812	+25.1%
Median Listing Price	\$257,500	\$135,000	+90.7%	\$174,201	\$137,984	+26.2%
Median Days in RPR	56	129	-56.6%	85.45	205.34	-58.4%
Months of Inventory	2.7	4.8	-44.2%	4.1	7.2	-43.1%
Absorption Rate	37.5%	20.93%	+16.6%	24.24%	13.81%	+10.4%
Sales Activity Charts Metrics						
New Pending Sales Count	12	11	+9.1%	72	48	+50%
New Pending Sales Volume	\$2,375,400	\$2,028,750	+17.1%	\$15,324,950	\$8,639,700	+77.4%
Pending Sales Count	27	19	+42.1%	N/A	N/A	
Pending Sales Volume	\$6,567,400	\$3,714,650	+76.8%	N/A	N/A	
Closed Sales Count	12	4	+200%	42	32	+31.3%
Closed Sales Volume	\$2,409,500	\$511,500	+371.1%	\$8,678,300	\$5,964,770	+45.5%
Average Sales Price	\$200,792	\$127,875	+57%	\$206,626	\$186,399	+10.9%
Median Sales Price	\$203,500	\$104,250	+95.2%	\$210,381	\$148,969	+41.2%

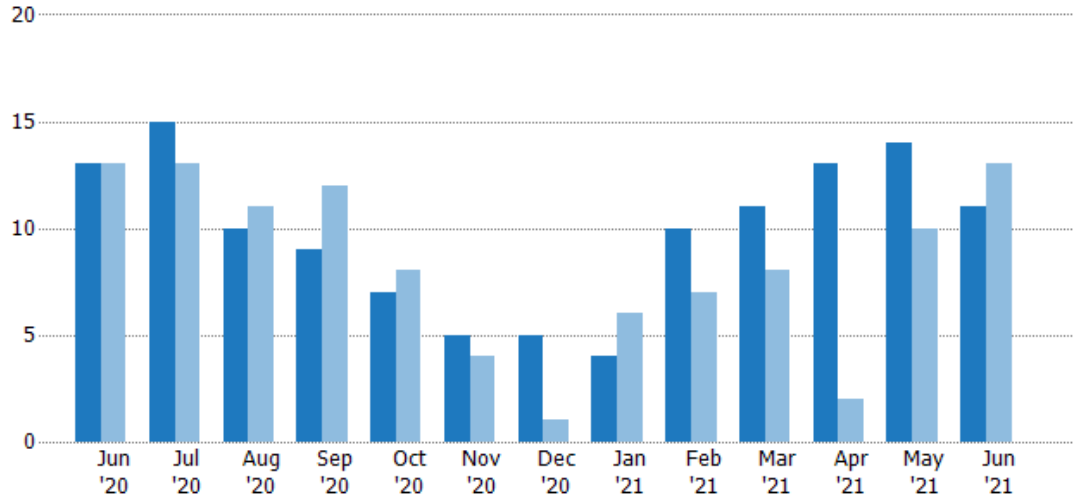
New Listings

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.
Jun '21	11	-15.4%
Jun '20	13	0%
Jun '19	13	7.7%



Current Year	13	15	10	9	7	5	5	4	10	11	13	14	11
Prior Year	13	13	11	12	8	4	1	6	7	8	2	10	13
Percent Change from Prior Year	0%	15%	-9%	-25%	-13%	25%	400%	-33%	43%	38%	550%	40%	-15%

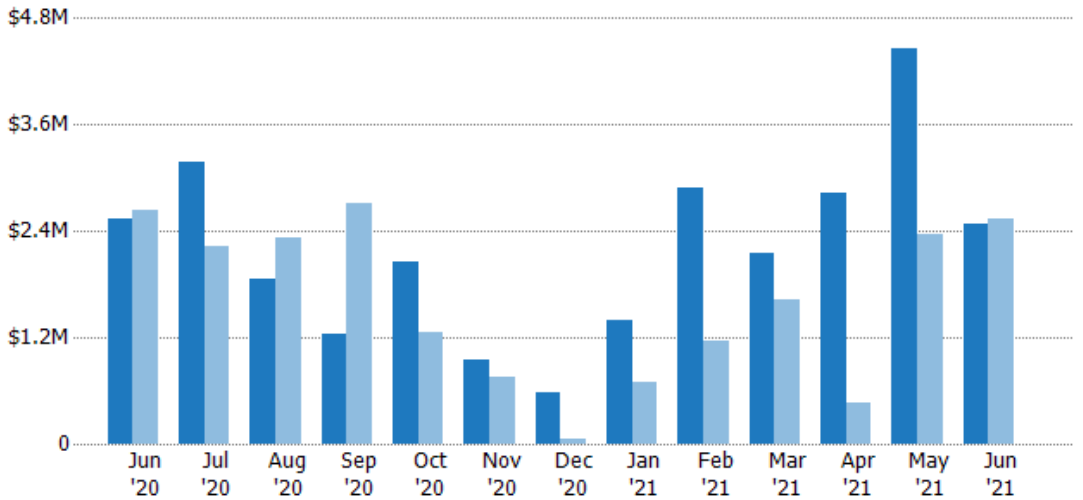
New Listing Volume

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.
Jun '21	\$2.48M	-2.6%
Jun '20	\$2.54M	-3.7%
Jun '19	\$2.64M	20.1%



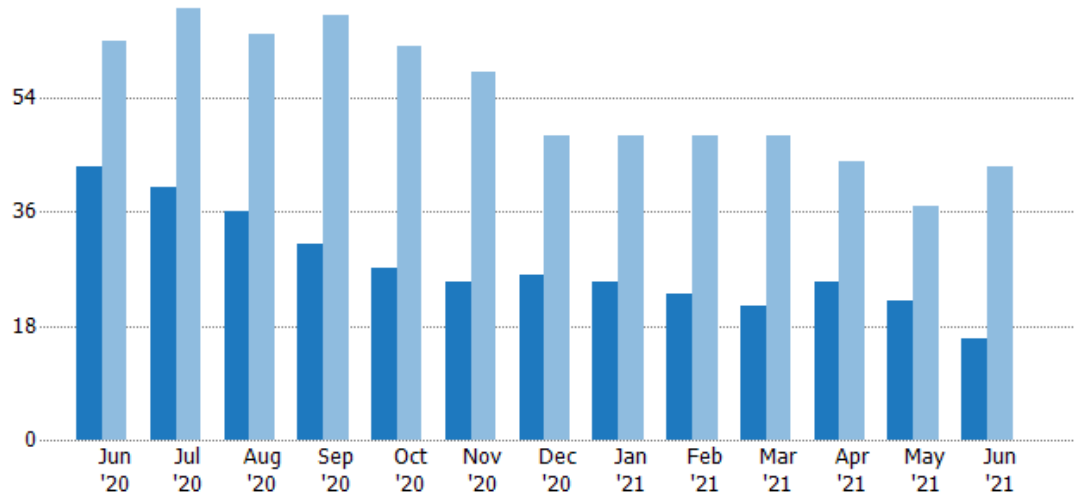
Current Year	\$2.54M	\$3.18M	\$1.87M	\$1.24M	\$2.06M	\$946K	\$583K	\$1.39M	\$2.89M	\$2.15M	\$2.83M	\$4.47M	\$2.48M
Prior Year	\$2.64M	\$2.24M	\$2.33M	\$2.71M	\$1.27M	\$755K	\$49.9K	\$699K	\$1.15M	\$1.62M	\$460K	\$2.36M	\$2.54M
Percent Change from Prior Year	-4%	42%	-20%	-54%	62%	25%	1,068%	99%	150%	33%	515%	89%	-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



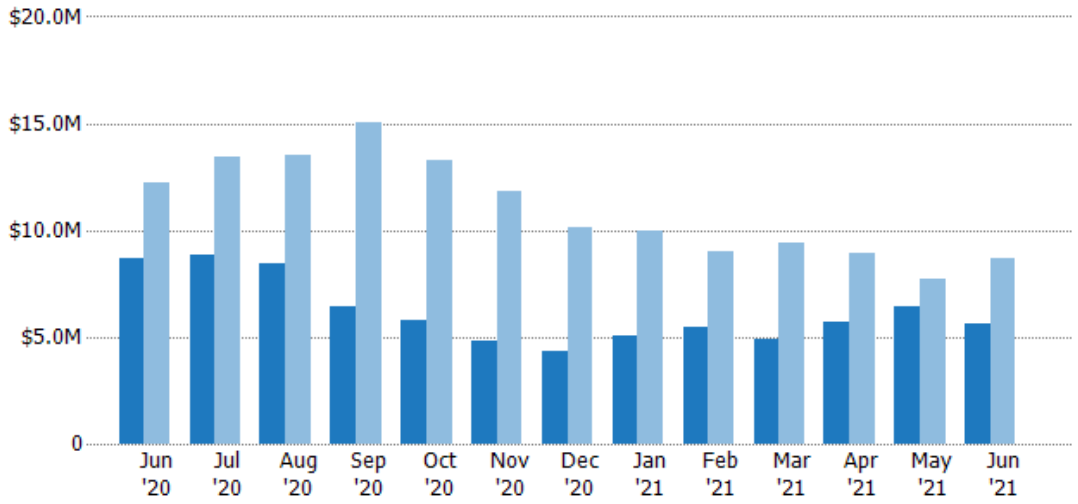
Month/Year	Count	% Chg.
Jun '21	16	-62.8%
Jun '20	43	-31.7%
Jun '19	63	-9.5%

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.
Jun '21	\$5.62M	-35.4%
Jun '20	\$8.7M	-28.6%
Jun '19	\$12.2M	-4.5%

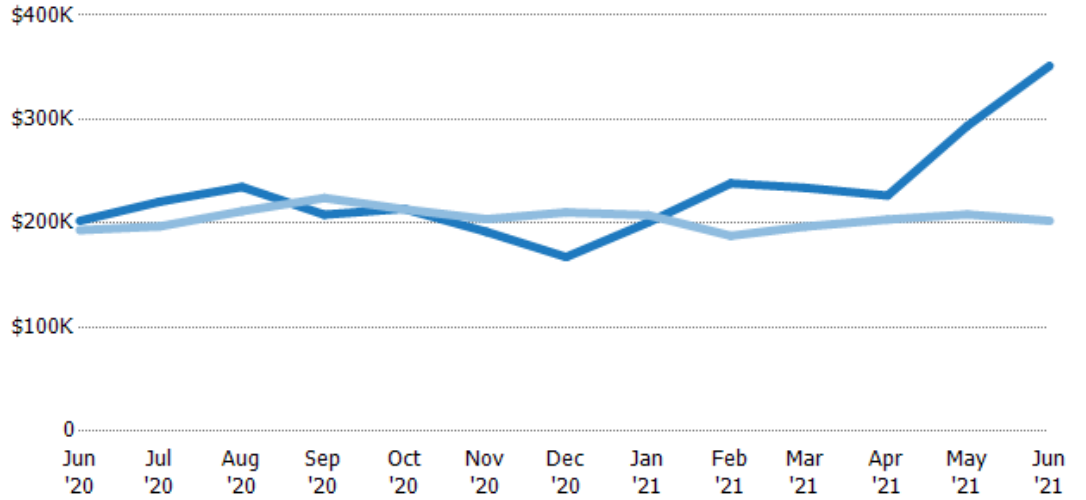
Average Listing Price

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.
Jun '21	\$351K	73.6%
Jun '20	\$202K	4.6%
Jun '19	\$193K	5.6%



Current Year	\$202K	\$221K	\$235K	\$208K	\$214K	\$192K	\$168K	\$201K	\$238K	\$234K	\$227K	\$294K	\$351K
Prior Year	\$193K	\$197K	\$212K	\$224K	\$213K	\$204K	\$210K	\$208K	\$188K	\$197K	\$204K	\$209K	\$202K
Percent Change from Prior Year	5%	12%	11%	-7%	0%	-6%	-20%	-3%	27%	19%	11%	41%	74%

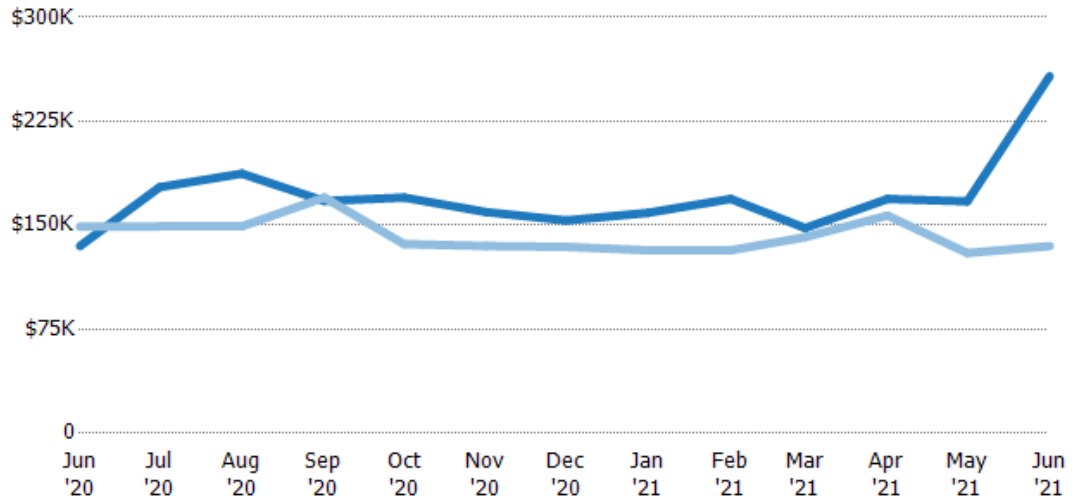
Median Listing Price

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.
Jun '21	\$258K	90.7%
Jun '20	\$135K	-9.4%
Jun '19	\$149K	20.1%



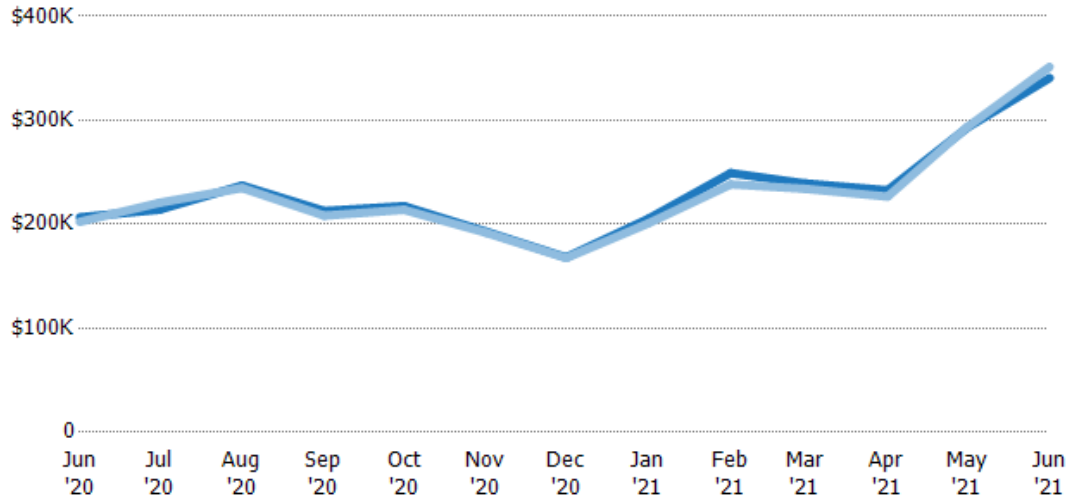
Current Year	\$135K	\$177K	\$187K	\$168K	\$170K	\$160K	\$154K	\$159K	\$169K	\$148K	\$169K	\$167K	\$258K
Prior Year	\$149K	\$149K	\$149K	\$170K	\$136K	\$135K	\$134K	\$132K	\$132K	\$141K	\$157K	\$130K	\$135K
Percent Change from Prior Year	-9%	19%	25%	-1%	25%	18%	14%	21%	28%	5%	8%	29%	91%

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



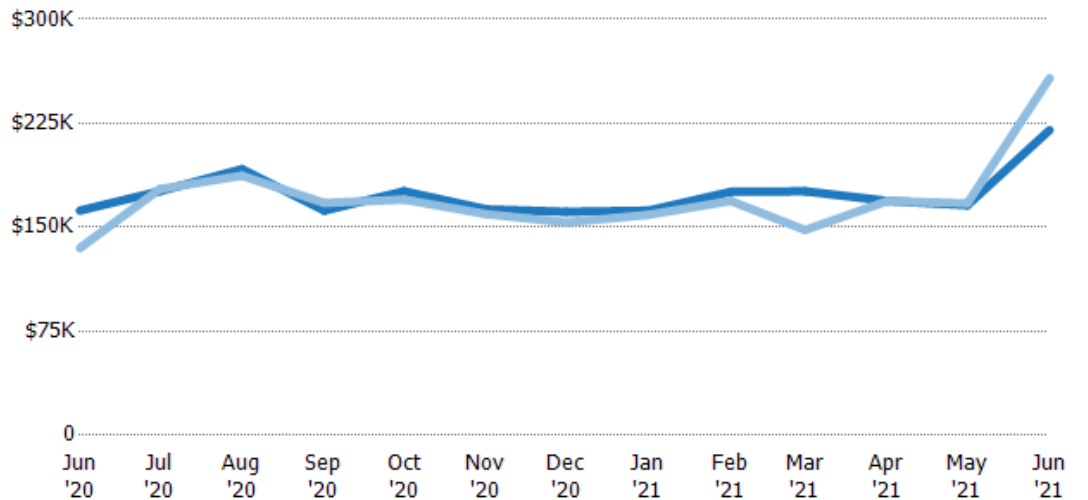
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$207K	\$214K	\$237K	\$213K	\$217K	\$193K	\$168K	\$205K	\$249K	\$239K	\$233K	\$293K	\$341K
Avg Listing Price	\$202K	\$221K	\$235K	\$208K	\$214K	\$192K	\$168K	\$201K	\$238K	\$234K	\$227K	\$294K	\$351K
Avg Listing Price as a % of Avg Est Value	98%	103%	99%	98%	98%	99%	100%	98%	96%	98%	97%	100%	103%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$162K	\$176K	\$192K	\$162K	\$176K	\$163K	\$161K	\$162K	\$176K	\$176K	\$169K	\$166K	\$220K
Median Listing Price	\$135K	\$177K	\$187K	\$168K	\$170K	\$160K	\$154K	\$159K	\$169K	\$148K	\$169K	\$167K	\$258K
Med Listing Price as a % of Med Est Value	83%	101%	98%	103%	97%	98%	95%	98%	96%	84%	100%	101%	117%

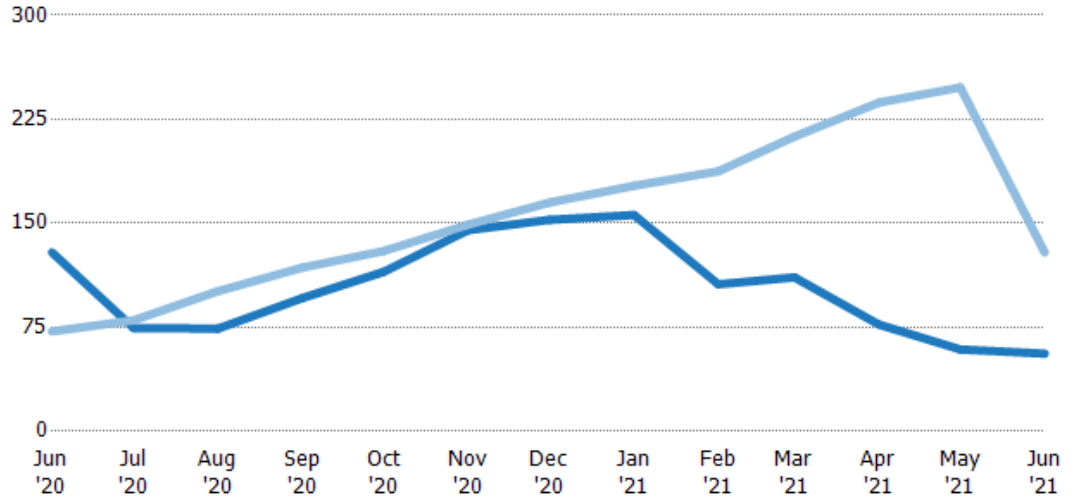
Median Days in RPR

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.
Jun '21	56	-56.6%
Jun '20	129	79.2%
Jun '19	72	11.1%



Current Year	129	74.5	74	96	115	145	153	156	106	111	77	59	56
Prior Year	72	80	101	118	130	149	165	177	188	213	237	248	129
Percent Change from Prior Year	79%	-7%	-27%	-19%	-12%	-3%	-8%	-12%	-43%	-48%	-68%	-76%	-57%

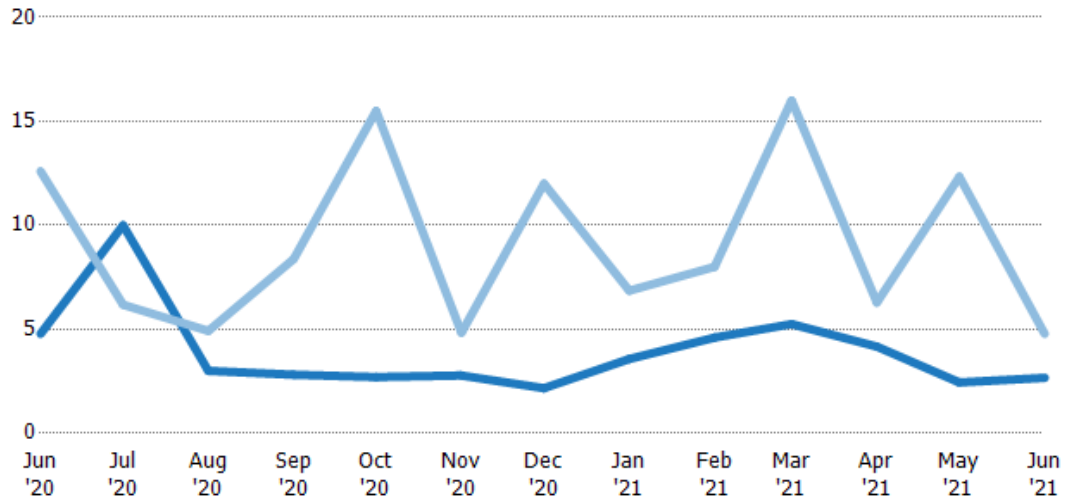
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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

Month/Year	Months	% Chg.
Jun '21	2.67	-44.2%
Jun '20	4.78	-62.1%
Jun '19	12.6	-35.4%



Current Year	4.78	10	3	2.82	2.7	2.78	2.17	3.57	4.6	5.25	4.17	2.44	2.67
Prior Year	12.6	6.18	4.92	8.38	15.5	4.83	12	6.86	8	16	6.29	12.3	4.78
Percent Change from Prior Year	-62%	62%	-39%	-66%	-83%	-43%	-82%	-48%	-43%	-67%	-34%	-80%	-44%

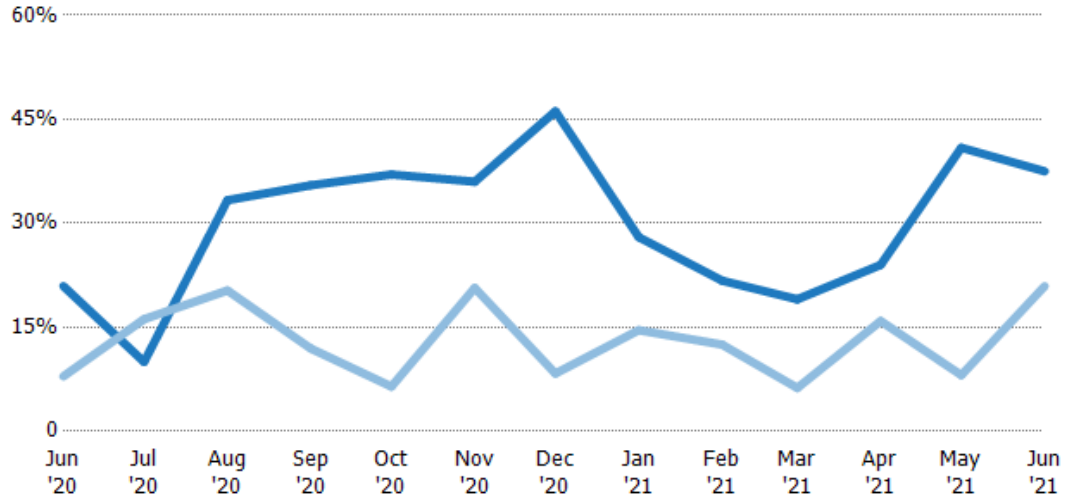
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jun '21	38%	-16.6%
Jun '20	21%	-13%
Jun '19	8%	54.9%



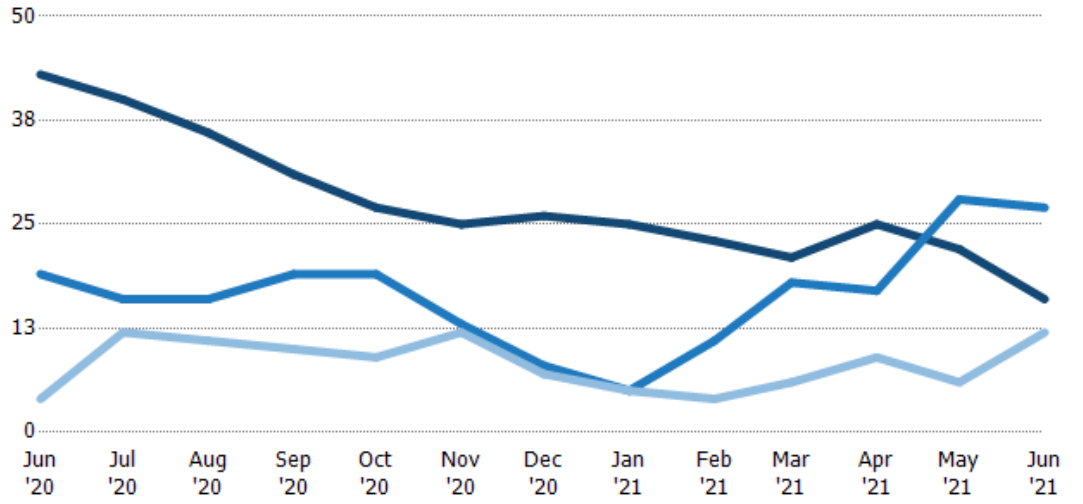
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	21%	10%	33%	35%	37%	36%	46%	28%	22%	19%	24%	41%	38%
Prior Year	8%	16%	20%	12%	6%	21%	8%	15%	13%	6%	16%	8%	21%
Change from Prior Year	-13%	6%	-13%	-24%	-31%	-15%	-38%	-13%	-9%	-13%	-8%	-33%	-17%

Active/Pending/Sold Units

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

Filters Used

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	43	40	36	31	27	25	26	25	23	21	25	22	16
Pending	19	16	16	19	19	13	8	5	11	18	17	28	27
Sold	4	12	11	10	9	12	7	5	4	6	9	6	12

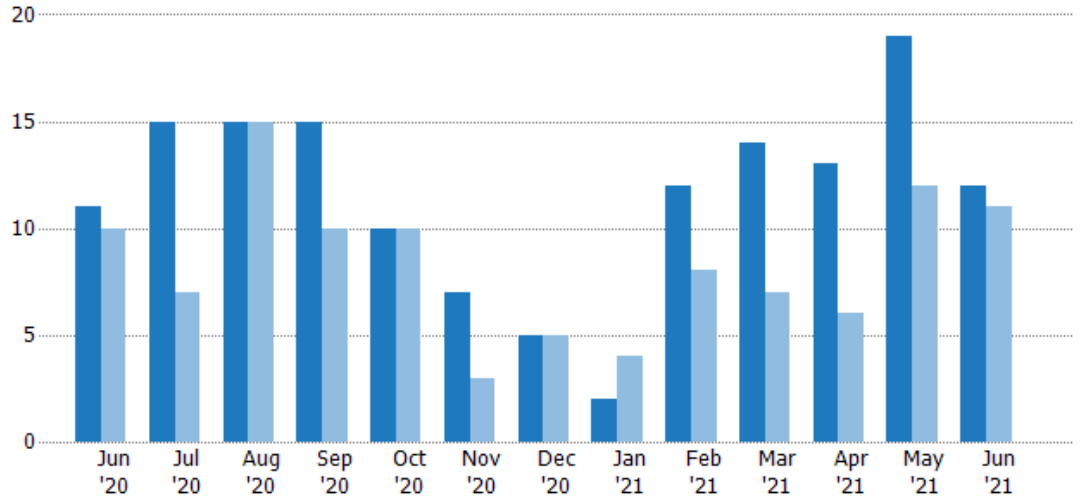
New Pending Sales

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.
Jun '21	12	9.1%
Jun '20	11	10%
Jun '19	10	10%



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

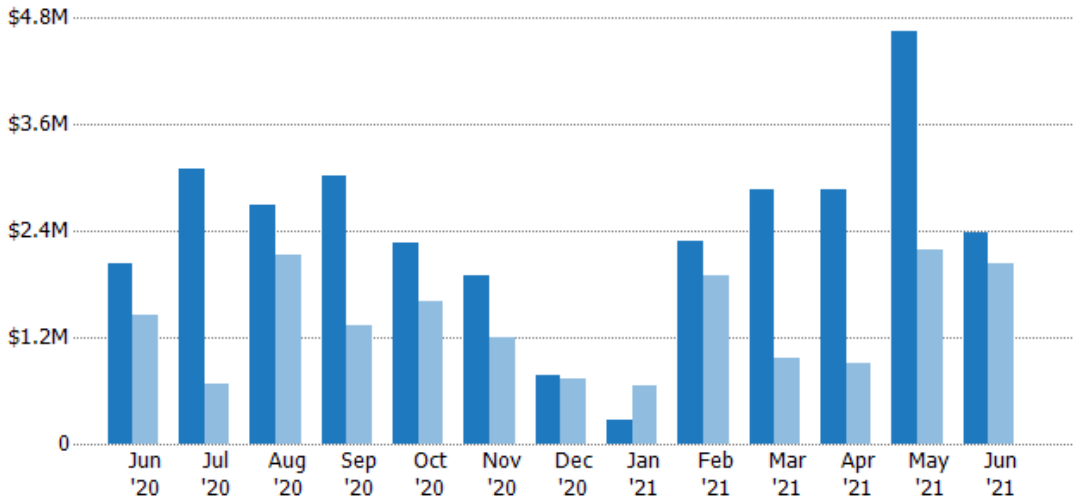
New Pending Sales Volume

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.
Jun '21	\$2.38M	17.1%
Jun '20	\$2.03M	40.5%
Jun '19	\$1.44M	42.9%



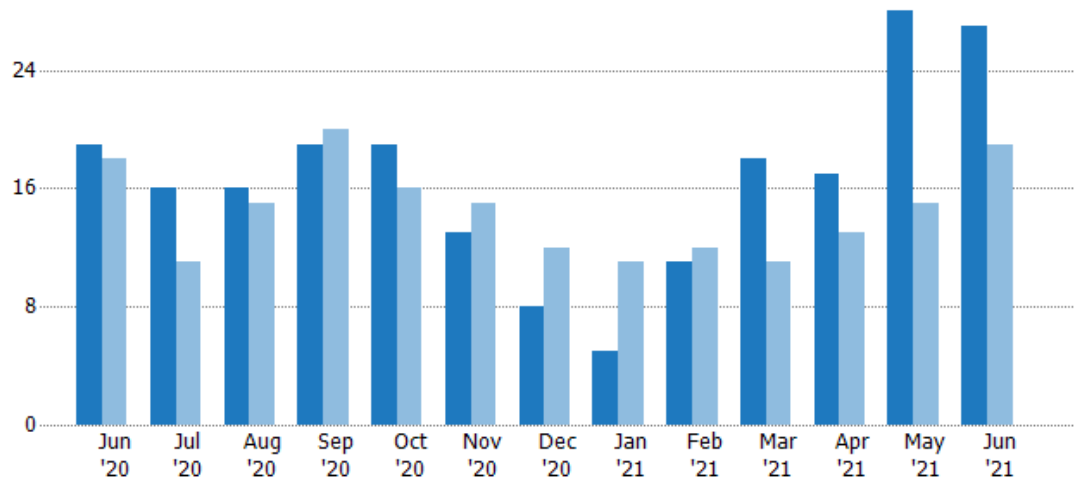
Current Year	\$2.03M	\$3.1M	\$2.7M	\$3.03M	\$2.27M	\$1.9M	\$781K	\$269K	\$2.28M	\$2.87M	\$2.87M	\$4.66M	\$2.38M
Prior Year	\$1.44M	\$676K	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K	\$655K	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M
Percent Change from Prior Year	40%	358%	27%	126%	41%	59%	7%	-59%	21%	198%	217%	112%	17%

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.
Jun '21	27	42.1%
Jun '20	19	5.6%
Jun '19	18	-5.6%

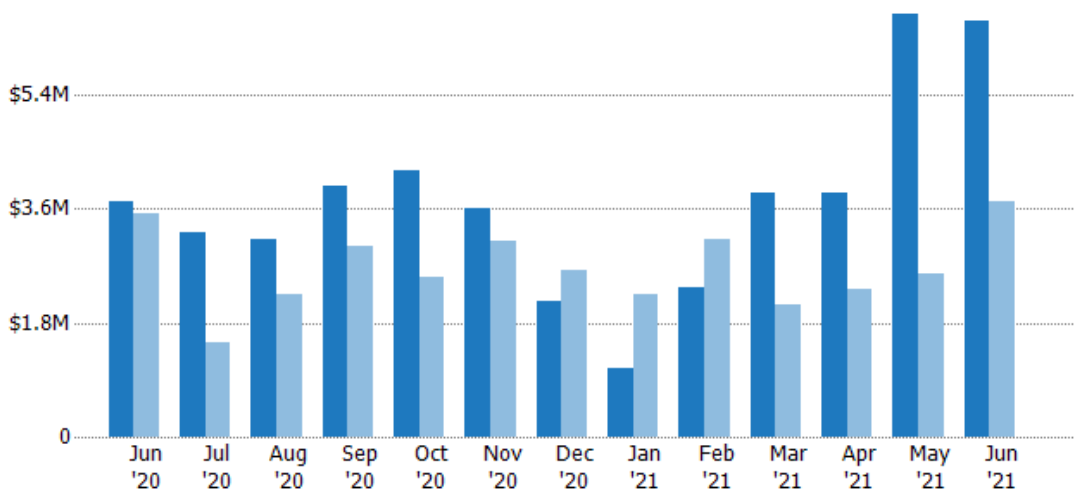
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	19	16	16	19	19	13	8	5	11	18	17	28	27
Prior Year	18	11	15	20	16	15	12	11	12	11	13	15	19
Percent Change from Prior Year	6%	45%	7%	-5%	19%	-13%	-33%	-55%	-8%	64%	31%	87%	42%

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.
Jun '21	\$6.57M	76.8%
Jun '20	\$3.71M	5.3%
Jun '19	\$3.53M	-6.6%

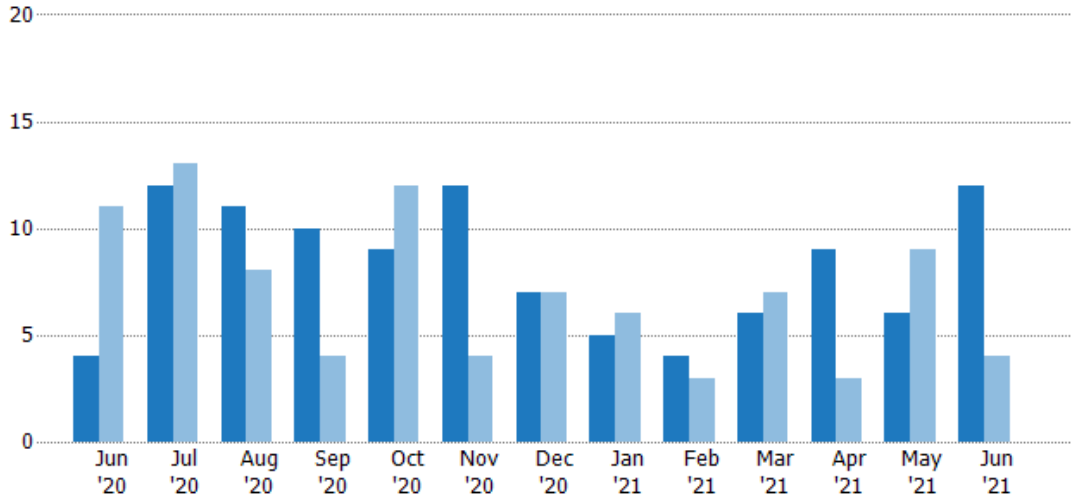
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$3.71M	\$3.22M	\$3.11M	\$3.95M	\$4.2M	\$3.61M	\$2.13M	\$1.07M	\$2.35M	\$3.86M	\$3.86M	\$6.68M	\$6.57M
Prior Year	\$3.53M	\$1.49M	\$2.26M	\$3.01M	\$2.51M	\$3.1M	\$2.63M	\$2.24M	\$3.12M	\$2.1M	\$2.34M	\$2.57M	\$3.71M
Percent Change from Prior Year	5%	116%	38%	31%	67%	16%	-19%	-52%	-25%	84%	65%	160%	77%

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.
Jun '21	12	200%
Jun '20	4	-63.6%
Jun '19	11	-45.5%

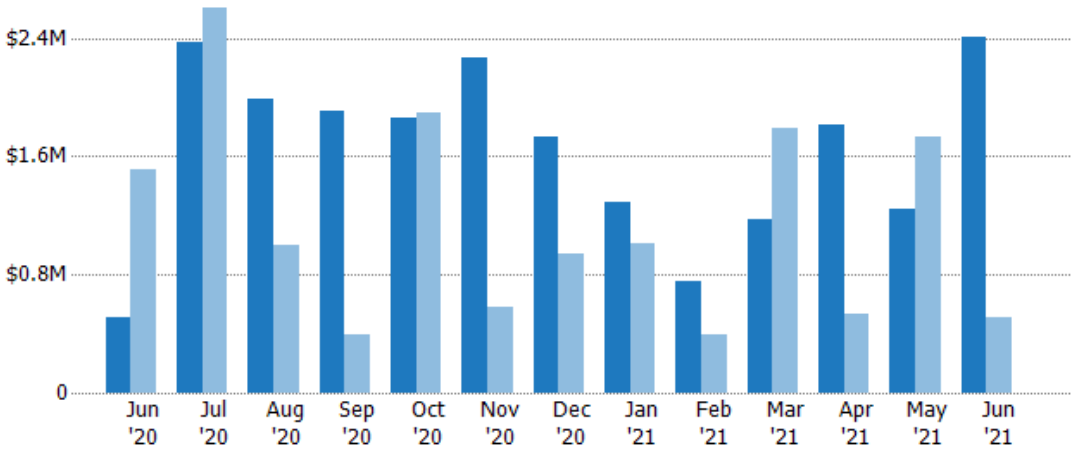
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	4	12	11	10	9	12	7	5	4	6	9	6	12
Prior Year	11	13	8	4	12	4	7	6	3	7	3	9	4
Percent Change from Prior Year	-64%	-8%	38%	150%	-25%	200%	0%	-17%	33%	-14%	200%	-33%	200%

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.
Jun '21	\$2.41M	371.1%
Jun '20	\$512K	-66.2%
Jun '19	\$1.51M	-50.5%

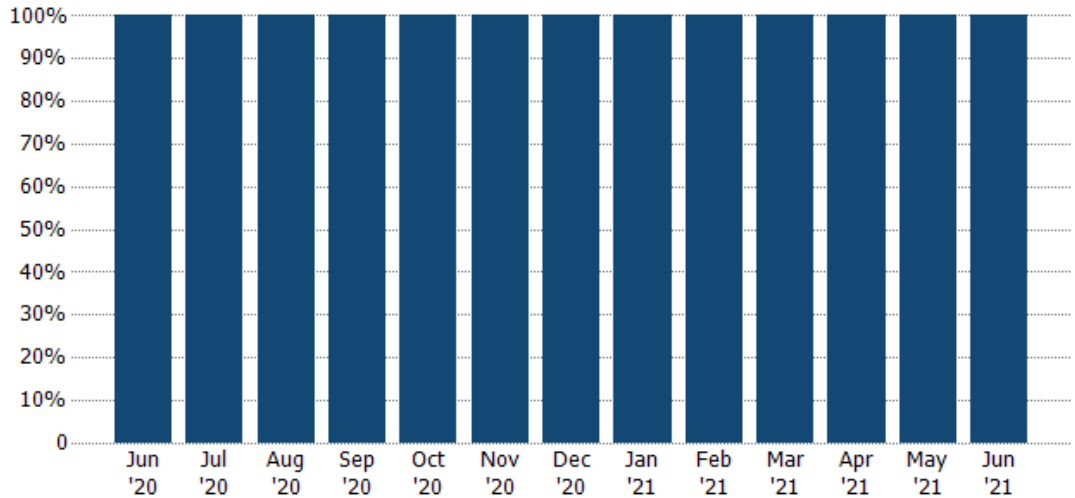
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$512K	\$2.37M	\$1.99M	\$1.91M	\$1.86M	\$2.27M	\$1.73M	\$1.29M	\$757K	\$1.17M	\$1.81M	\$1.24M	\$2.41M
Prior Year	\$1.51M	\$2.6M	\$995K	\$396K	\$1.89M	\$576K	\$946K	\$1.01M	\$391K	\$1.78M	\$536K	\$1.74M	\$512K
Percent Change from Prior Year	-66%	-9%	100%	382%	-2%	294%	83%	28%	94%	-34%	238%	-28%	371%

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

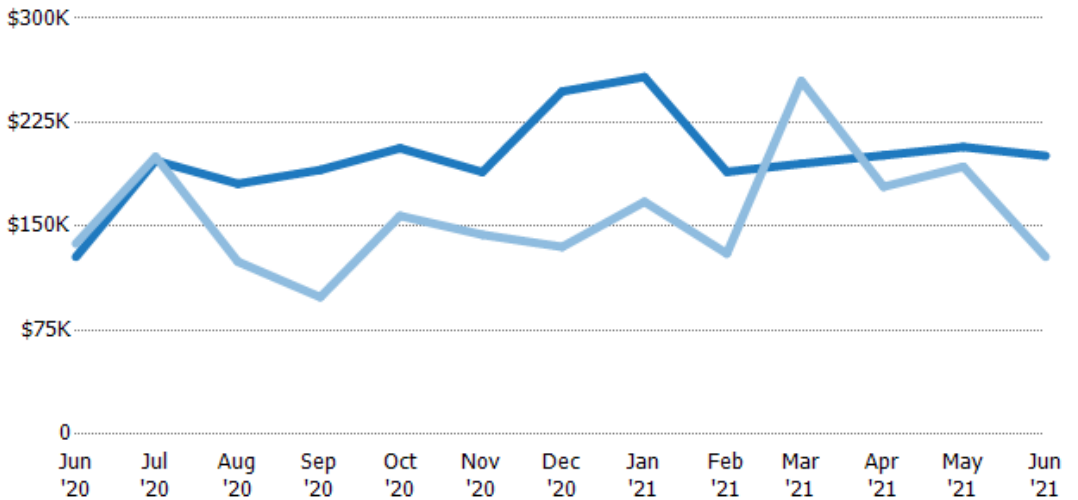
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$128K	\$197K	\$181K	\$191K	\$206K	\$189K	\$247K	\$258K	\$189K	\$195K	\$201K	\$207K	\$201K
\$137K	\$200K	\$124K	\$98.9K	\$158K	\$144K	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K
-7%	-1%	45%	93%	31%	31%	83%	54%	45%	-23%	13%	7%	57%

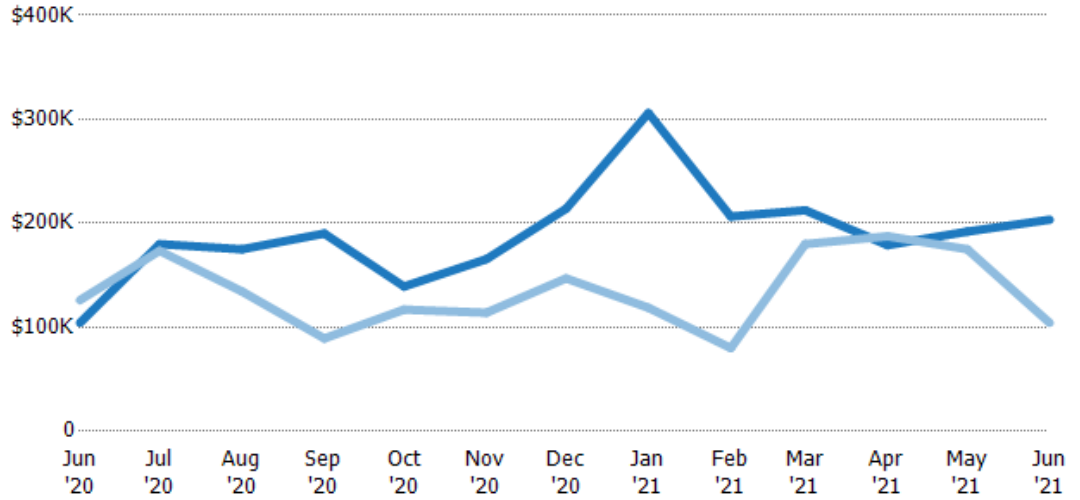
Median Sales Price

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.
Jun '21	\$204K	95.2%
Jun '20	\$104K	-17.3%
Jun '19	\$126K	-1.3%



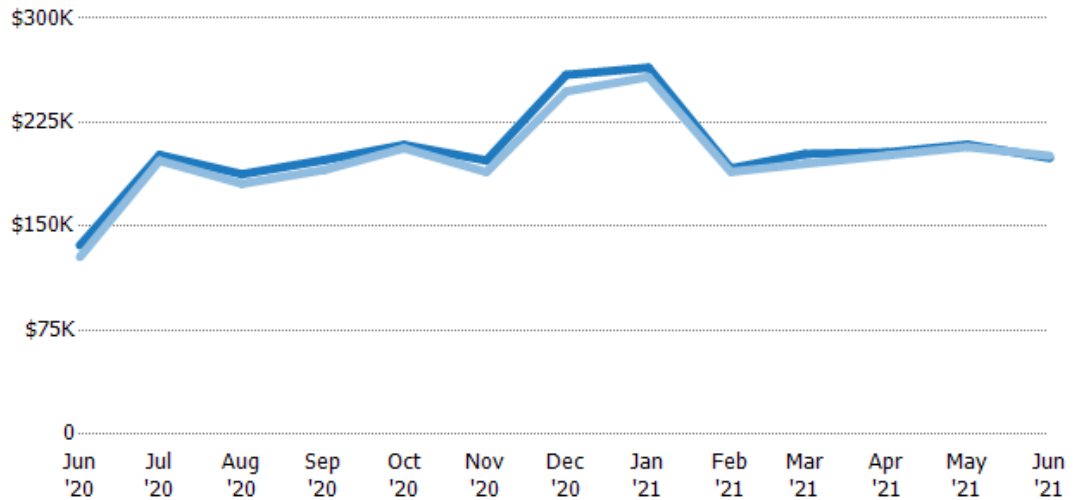
Current Year	\$104K	\$180K	\$175K	\$190K	\$139K	\$166K	\$214K	\$306K	\$207K	\$213K	\$179K	\$192K	\$204K
Prior Year	\$126K	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K
Percent Change from Prior Year	-17%	4%	30%	113%	19%	45%	46%	158%	158%	18%	-5%	10%	95%

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



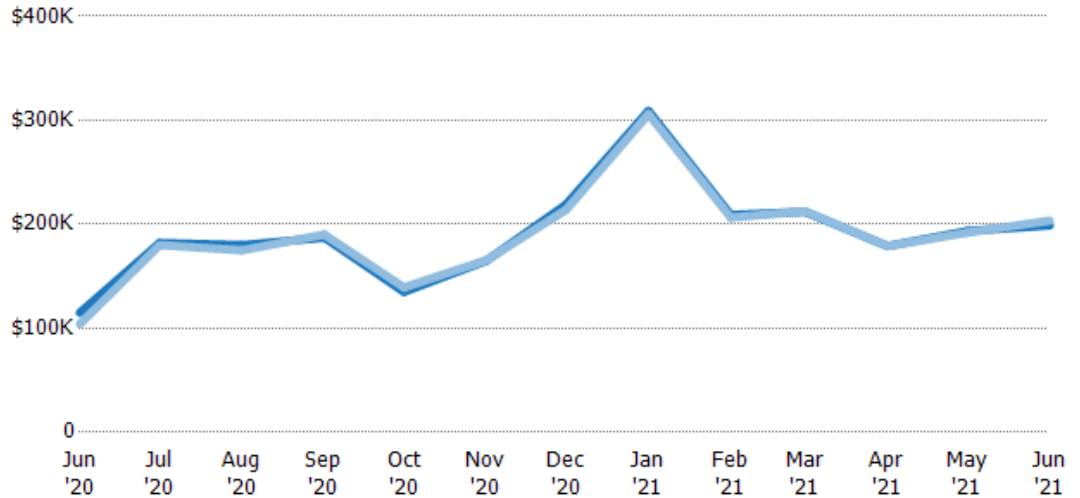
Avg List Price	\$136K	\$201K	\$188K	\$198K	\$209K	\$197K	\$259K	\$264K	\$192K	\$202K	\$203K	\$209K	\$199K
Avg Sales Price	\$128K	\$197K	\$181K	\$191K	\$206K	\$189K	\$247K	\$258K	\$189K	\$195K	\$201K	\$207K	\$201K
Avg Sales Price as a % of Avg List Price	94%	98%	96%	96%	99%	96%	95%	97%	99%	96%	99%	99%	101%

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



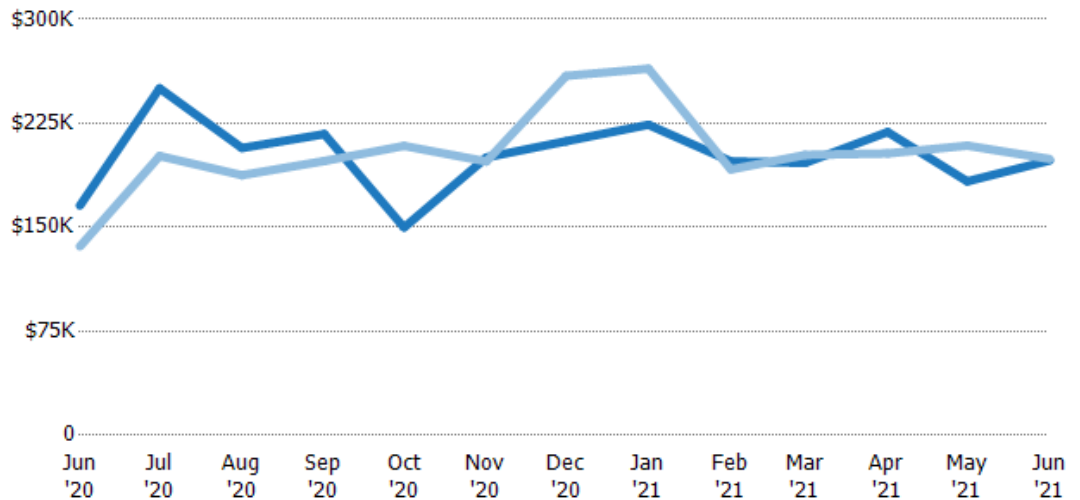
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median List Price	\$115K	\$182K	\$180K	\$187K	\$135K	\$165K	\$219K	\$309K	\$209K	\$212K	\$179K	\$194K	\$199K
Median Sales Price	\$104K	\$180K	\$175K	\$190K	\$139K	\$166K	\$214K	\$306K	\$207K	\$213K	\$179K	\$192K	\$204K
Med Sales Price as a % of Med List Price	91%	99%	97%	102%	103%	100%	98%	99%	99%	100%	100%	99%	102%

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



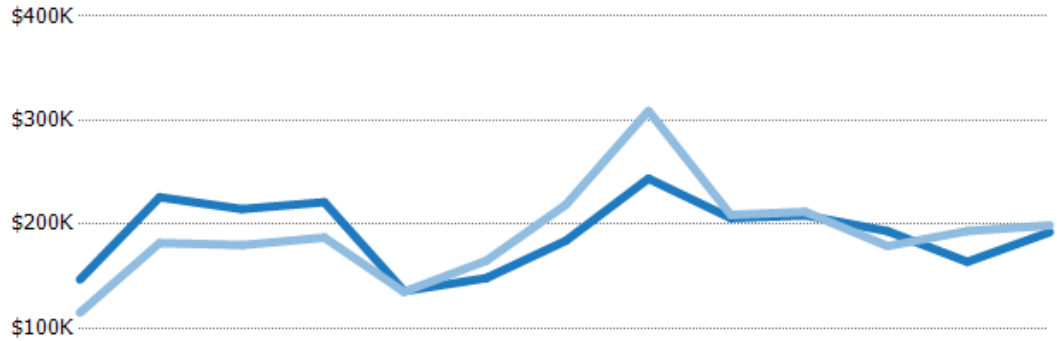
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$166K	\$250K	\$207K	\$217K	\$150K	\$200K	\$212K	\$224K	\$198K	\$196K	\$219K	\$183K	\$198K
Avg Sales Price	\$136K	\$201K	\$188K	\$198K	\$209K	\$197K	\$259K	\$264K	\$192K	\$202K	\$203K	\$209K	\$199K
Avg Sales Price as a % of Avg Est Value	82%	81%	91%	91%	139%	99%	122%	118%	97%	103%	93%	114%	101%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$147K	\$226K	\$215K	\$221K	\$136K	\$148K	\$184K	\$244K	\$206K	\$209K	\$193K	\$164K	\$192K
Median Sales Price	\$115K	\$182K	\$180K	\$187K	\$135K	\$165K	\$219K	\$309K	\$209K	\$212K	\$179K	\$194K	\$199K
Med Sales Price as a % of Med Est Value	78%	81%	84%	85%	99%	111%	119%	127%	101%	102%	93%	118%	103%