

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	15	-33.3%	73	61	+19.7%
New Listing Volume	\$2,175,800	\$3,175,950	-31.5%	\$18,384,350	\$12,019,350	+53%
Active Listing Count	—	40	—	N/A	N/A	
Active Listing Volume	—	\$8,827,900	—	N/A	N/A	
Average Listing Price	—	\$220,698	—	\$251,279	\$203,395	+23.5%
Median Listing Price	—	\$177,475	—	\$174,201	\$143,113	+21.7%
Median Days in RPR	—	74.5	—	71.78	169.66	-57.7%
Months of Inventory	—	10	-100%	3	6.3	-52.3%
Absorption Rate	—	10%	—	33.33%	15.91%	+17.4%
Sales Activity Charts Metrics						
New Pending Sales Count	10	15	-33.3%	82	63	+30.2%
New Pending Sales Volume	\$3,355,300	\$3,099,500	+8.3%	\$18,680,250	\$11,739,200	+59.1%
Pending Sales Count	—	16	—	N/A	N/A	
Pending Sales Volume	—	\$3,217,450	—	N/A	N/A	
Closed Sales Count	8	12	-33.3%	50	44	+13.6%
Closed Sales Volume	\$2,063,771	\$2,368,400	-12.9%	\$10,742,071	\$8,333,170	+28.9%
Average Sales Price	\$257,971	\$197,367	+30.7%	\$214,841	\$189,390	+13.4%
Median Sales Price	\$226,886	\$180,000	+26%	\$213,022	\$157,432	+35.3%

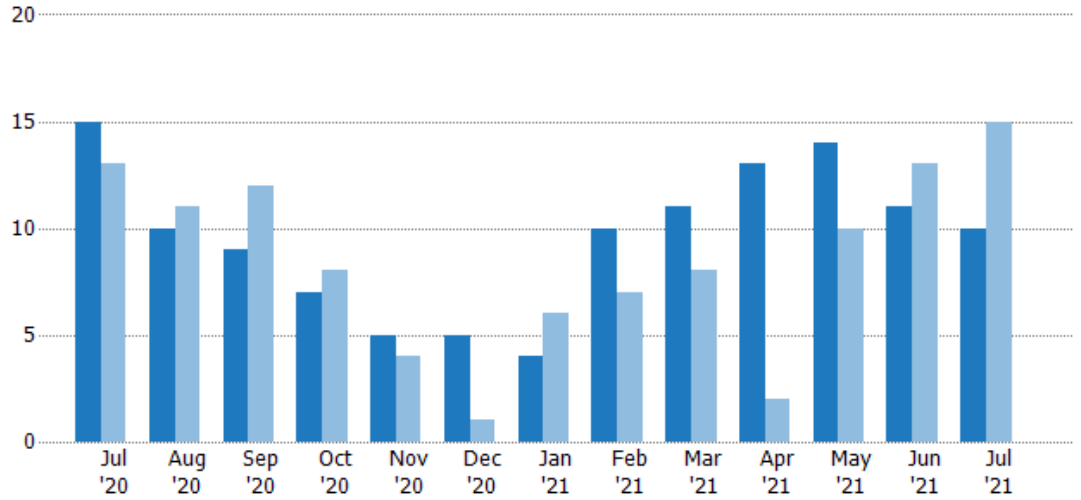
New Listings

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.
Jul '21	10	-33.3%
Jul '20	15	15.4%
Jul '19	13	30.8%



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

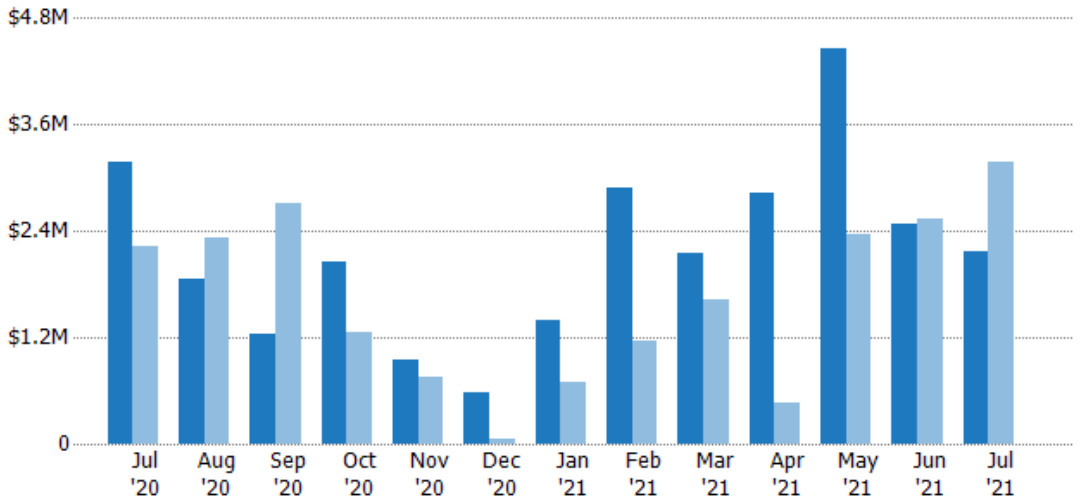
New Listing Volume

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.
Jul '21	\$2.18M	-31.5%
Jul '20	\$3.18M	42%
Jul '19	\$2.24M	52%



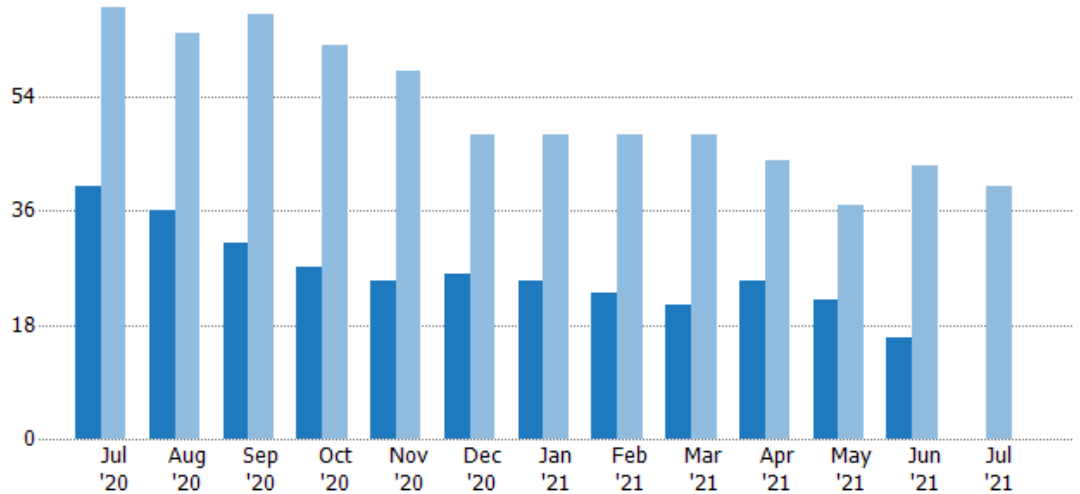
Current Year	\$3.18M	\$1.87M	\$1.24M	\$2.06M	\$946K	\$583K	\$1.39M	\$2.89M	\$2.15M	\$2.83M	\$4.47M	\$2.48M	\$2.18M
Prior Year	\$2.24M	\$2.33M	\$2.71M	\$1.27M	\$755K	\$49.9K	\$699K	\$1.15M	\$1.62M	\$460K	\$2.36M	\$2.54M	\$3.18M
Percent Change from Prior Year	42%	-20%	-54%	62%	25%	1,068%	99%	150%	33%	515%	89%	-3%	-31%

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



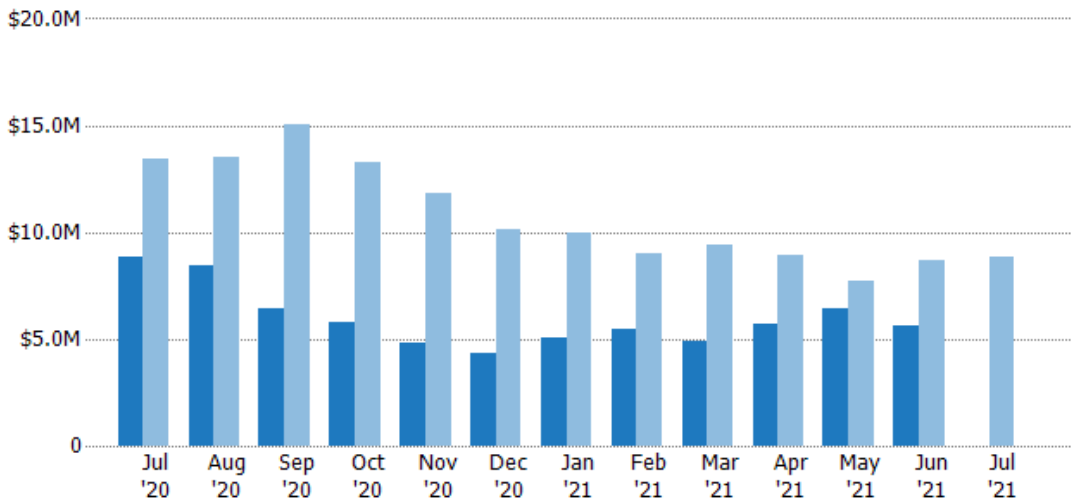
Current Year	40	36	31	27	25	26	25	23	21	25	22	16	-
Prior Year	68	64	67	62	58	48	48	48	48	44	37	43	40
Percent Change from Prior Year	-41%	-44%	-54%	-56%	-57%	-46%	-48%	-52%	-56%	-43%	-41%	-63%	-100%

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



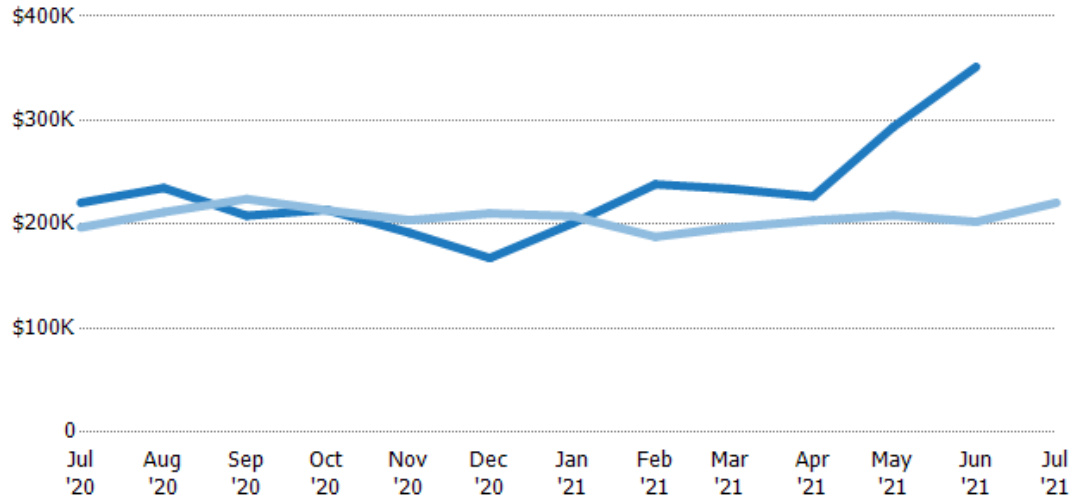
Current Year	\$8.83M	\$8.46M	\$6.46M	\$5.78M	\$4.79M	\$4.36M	\$5.02M	\$5.48M	\$4.92M	\$5.67M	\$6.46M	\$5.62M	-
Prior Year	\$13.4M	\$13.5M	\$15M	\$13.2M	\$11.8M	\$10.1M	\$9.97M	\$9.02M	\$9.45M	\$8.96M	\$7.72M	\$8.7M	\$8.83M
Percent Change from Prior Year	-34%	-38%	-57%	-56%	-59%	-57%	-50%	-39%	-48%	-37%	-16%	-35%	-100%

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



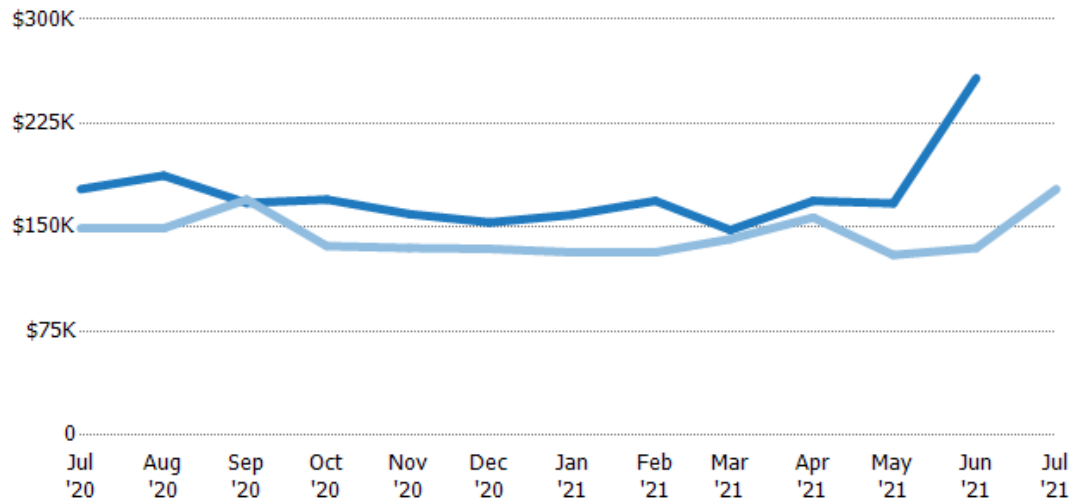
Current Year	\$221K	\$235K	\$208K	\$214K	\$192K	\$168K	\$201K	\$238K	\$234K	\$227K	\$294K	\$351K	-
Prior Year	\$197K	\$212K	\$224K	\$213K	\$204K	\$210K	\$208K	\$188K	\$197K	\$204K	\$209K	\$202K	\$221K
Percent Change from Prior Year	12%	11%	-7%	0%	-6%	-20%	-3%	27%	19%	11%	41%	74%	-100%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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East Saint Johnsbury, VT 05838,
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Property Type:
Condo/Townhouse/Apt., Single
Family



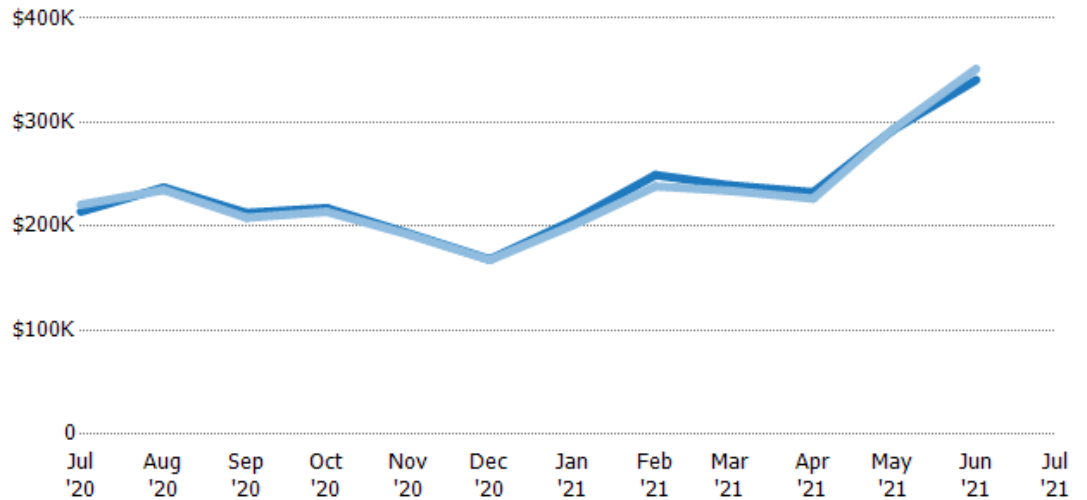
Current Year	\$177K	\$187K	\$168K	\$170K	\$160K	\$154K	\$159K	\$169K	\$148K	\$169K	\$167K	\$258K	-
Prior Year	\$149K	\$149K	\$170K	\$136K	\$135K	\$134K	\$132K	\$132K	\$141K	\$157K	\$130K	\$135K	\$177K
Percent Change from Prior Year	19%	25%	-1%	25%	18%	14%	21%	28%	5%	8%	29%	91%	-100%

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

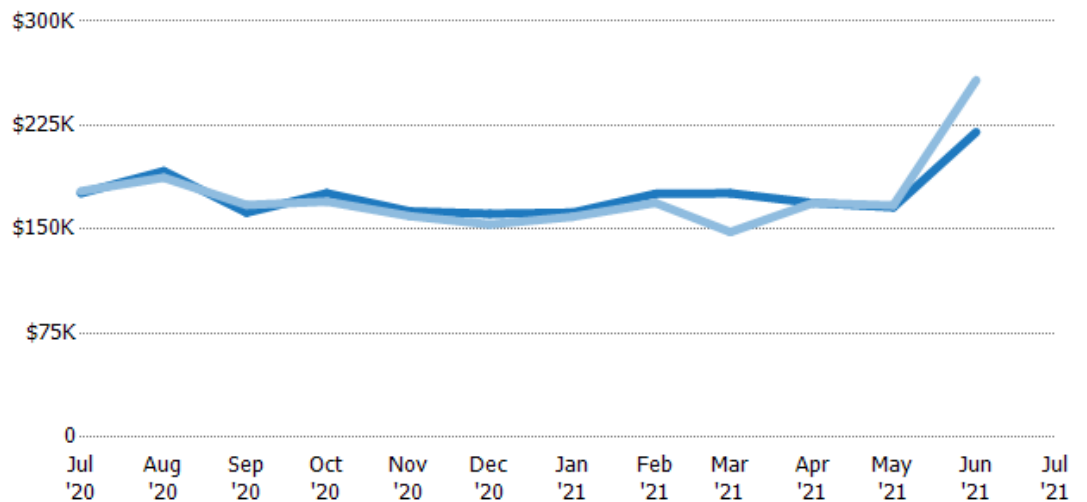


Median Listing Price vs Median Est Value

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

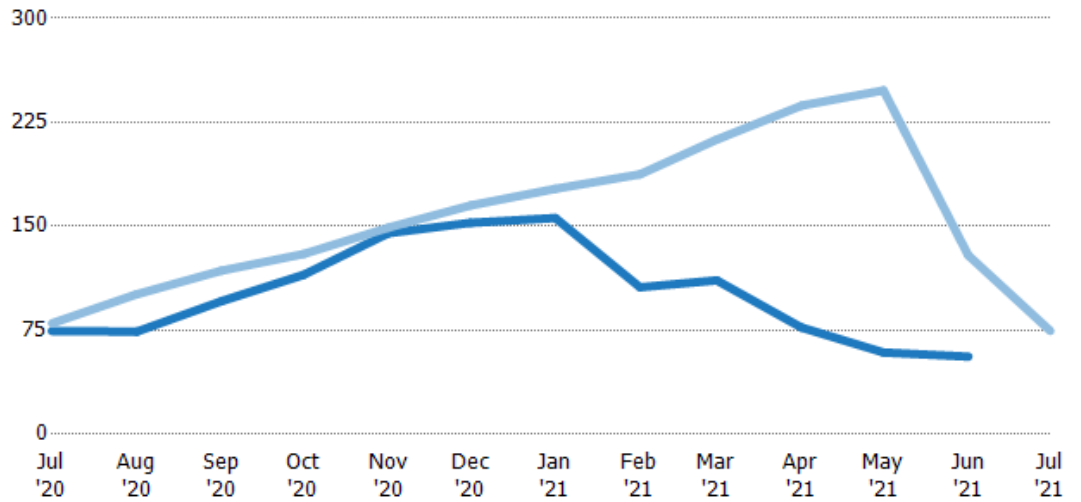


Median Days in RPR

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



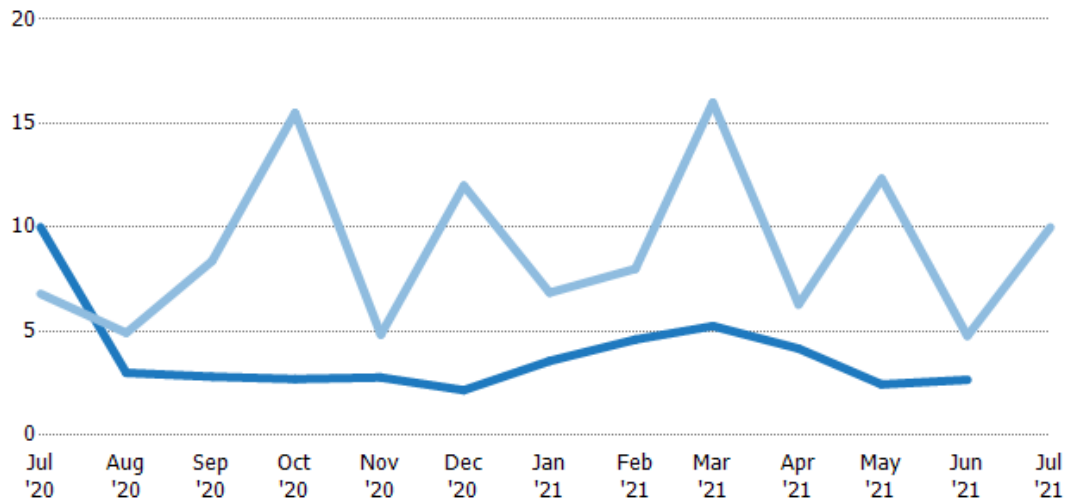
Current Year	74.5	74	96	115	145	153	156	106	111	77	59	56	-
Prior Year	80	101	118	130	149	165	177	188	213	237	248	129	74.5
Percent Change from Prior Year	-7%	-27%	-19%	-12%	-3%	-8%	-12%	-43%	-48%	-68%	-76%	-57%	-100%

Months of Inventory

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

Filters Used

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



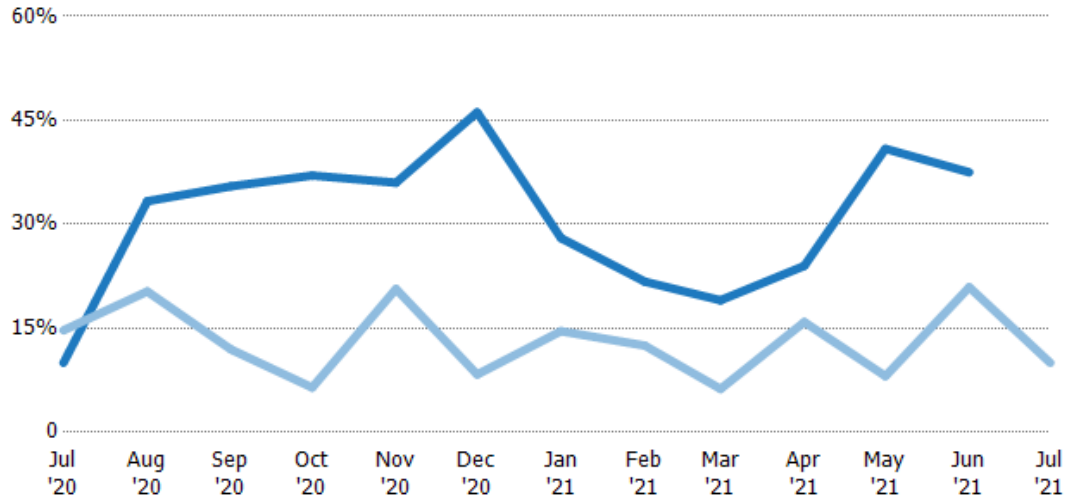
Current Year	10	3	2.82	2.7	2.78	2.17	3.57	4.6	5.25	4.17	2.44	2.67	-
Prior Year	6.8	4.92	8.38	15.5	4.83	12	6.86	8	16	6.29	12.3	4.78	10
Percent Change from Prior Year	47%	-39%	-66%	-83%	-43%	-82%	-48%	-43%	-67%	-34%	-80%	-44%	-100%

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:
Condo/Townhouse/Apt., Single
Family



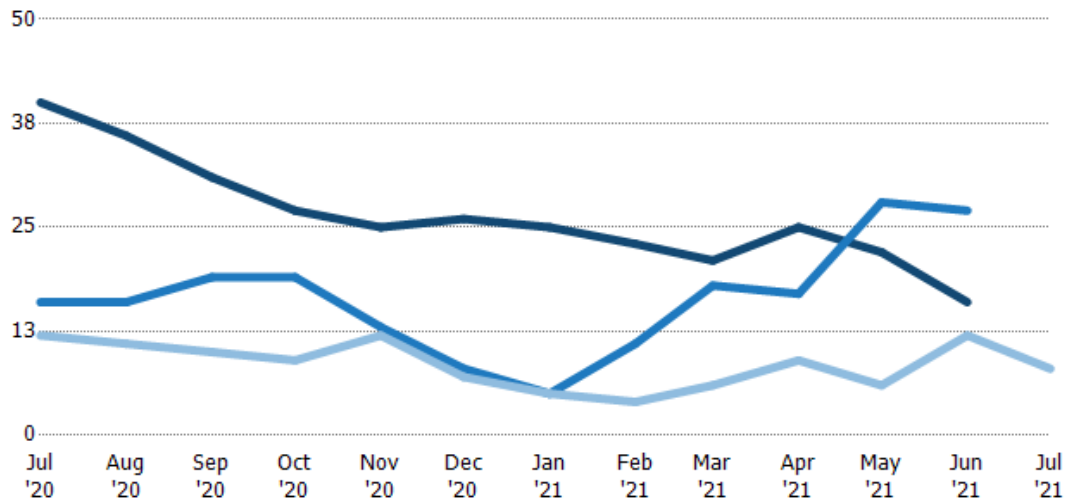
Current Year	10%	33%	35%	37%	36%	46%	28%	22%	19%	24%	41%	38%	-
Prior Year	15%	20%	12%	6%	21%	8%	15%	13%	6%	16%	8%	21%	10%
Change from Prior Year	5%	-13%	-24%	-31%	-15%	-38%	-13%	-9%	-13%	-8%	-33%	-17%	10%

Active/Pending/Sold Units

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

Filters Used

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



Active	40	36	31	27	25	26	25	23	21	25	22	16	-
Pending	16	16	19	19	13	8	5	11	18	17	28	27	-
Sold	12	11	10	9	12	7	5	4	6	9	6	12	8

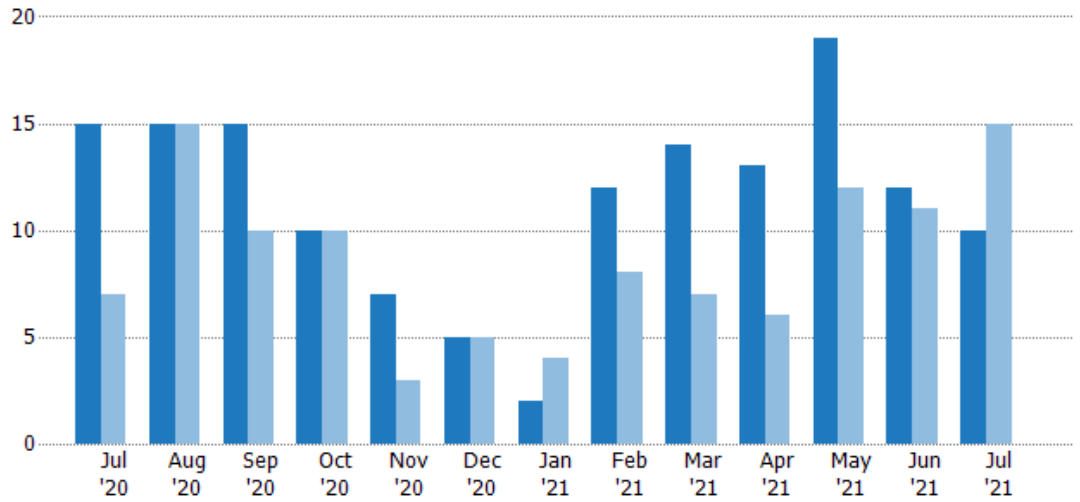
New Pending Sales

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.
Jul '21	10	-33.3%
Jul '20	15	114.3%
Jul '19	7	14.3%



Current Year	15	15	15	10	7	5	2	12	14	13	19	12	10
Prior Year	7	15	10	10	3	5	4	8	7	6	12	11	15
Percent Change from Prior Year	114%	0%	50%	0%	133%	0%	-50%	50%	100%	117%	58%	9%	-33%

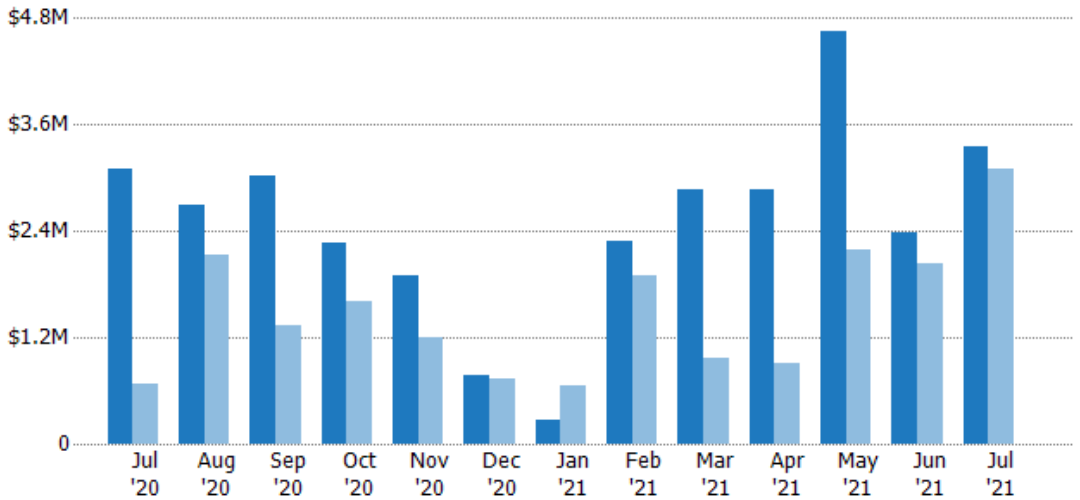
New Pending Sales Volume

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.
Jul '21	\$3.36M	8.3%
Jul '20	\$3.1M	358.4%
Jul '19	\$676K	119.1%



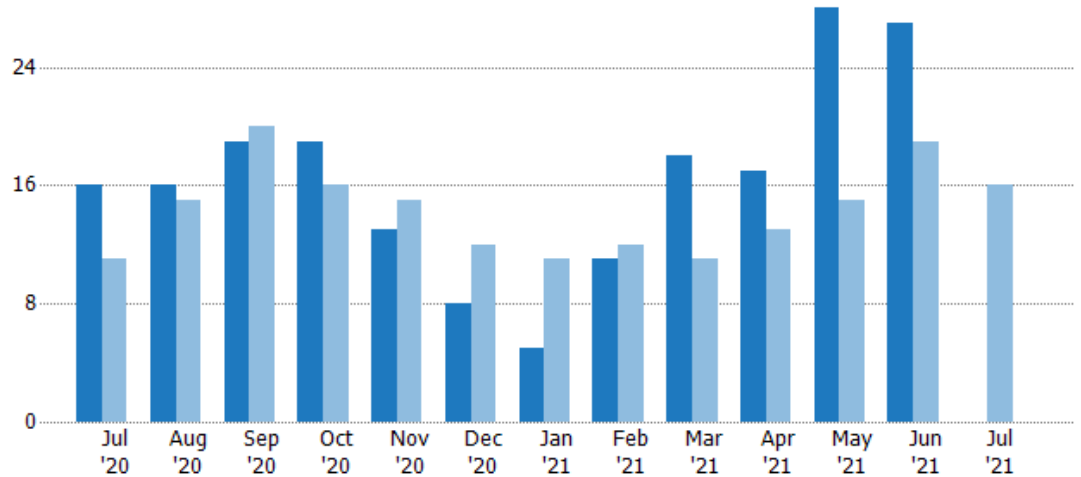
Current Year	\$3.1M	\$2.7M	\$3.03M	\$2.27M	\$1.9M	\$781K	\$269K	\$2.28M	\$2.87M	\$2.87M	\$4.66M	\$2.38M	\$3.36M
Prior Year	\$676K	\$2.13M	\$1.34M	\$1.61M	\$1.19M	\$727K	\$655K	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M	\$3.1M
Percent Change from Prior Year	358%	27%	126%	41%	59%	7%	-59%	21%	198%	217%	112%	17%	8%

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



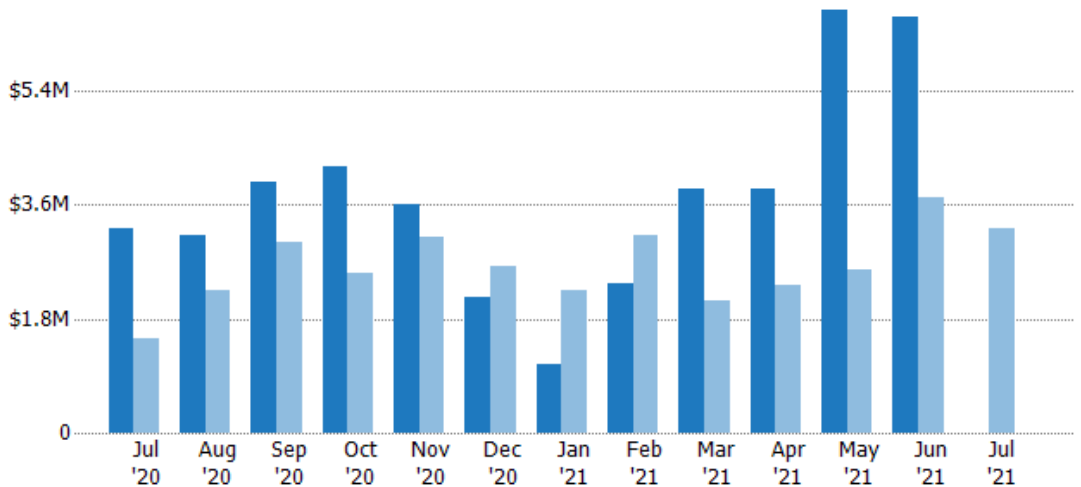
Current Year	16	16	19	19	13	8	5	11	18	17	28	27	-
Prior Year	11	15	20	16	15	12	11	12	11	13	15	19	16
Percent Change from Prior Year	45%	7%	-5%	19%	-13%	-33%	-55%	-8%	64%	31%	87%	42%	-100%

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



Current Year	\$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	\$1.49M	\$2.26M	\$3.01M	\$2.51M	\$3.1M	\$2.63M	\$2.24M	\$3.12M	\$2.1M	\$2.34M	\$2.57M	\$3.71M	\$3.22M
Percent Change from Prior Year	116%	38%	31%	67%	16%	-19%	-52%	-25%	84%	65%	160%	77%	-100%

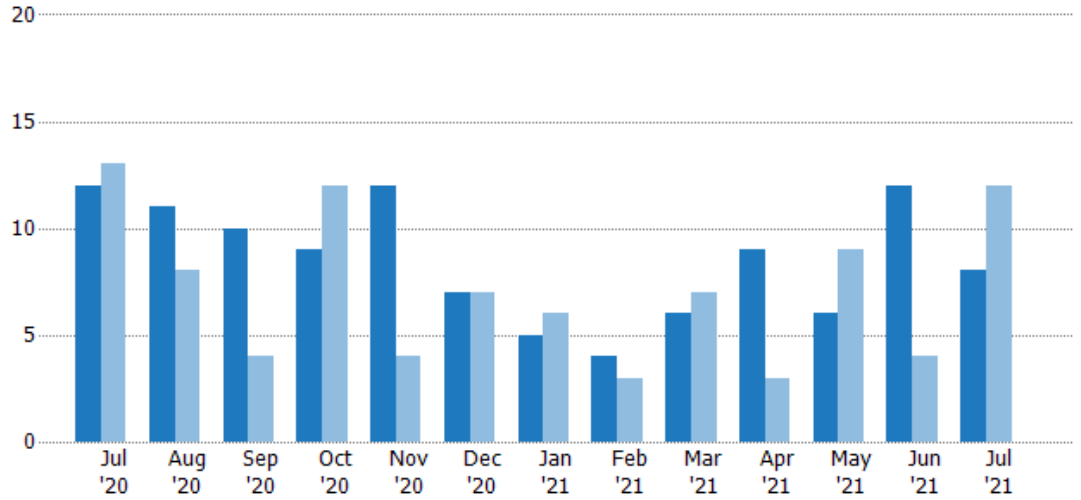
Closed Sales

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.
Jul '21	8	-33.3%
Jul '20	12	-7.7%
Jul '19	13	-23.1%



Current Year	12	11	10	9	12	7	5	4	6	9	6	12	8
Prior Year	13	8	4	12	4	7	6	3	7	3	9	4	12
Percent Change from Prior Year	-8%	38%	150%	-25%	200%	0%	-17%	33%	-14%	200%	-33%	200%	-33%

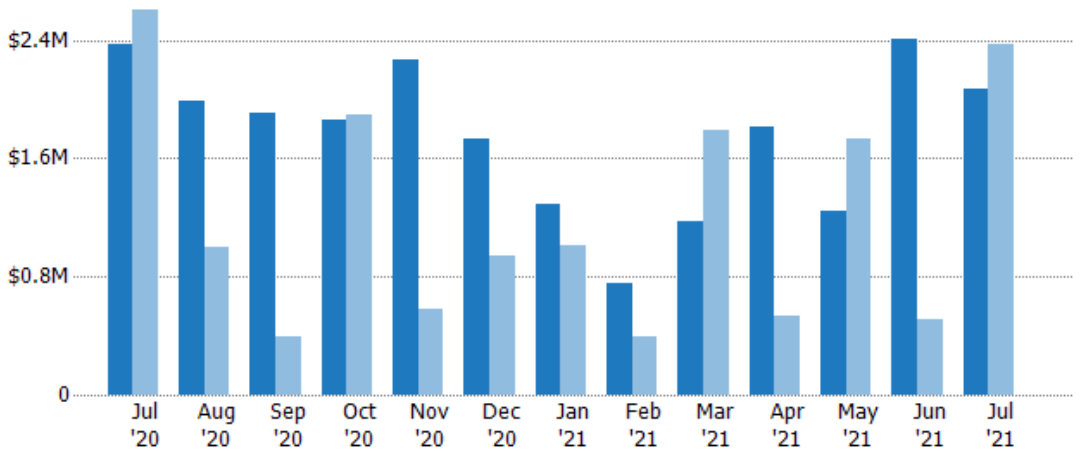
Closed Sales Volume

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.
Jul '21	\$2.06M	-12.9%
Jul '20	\$2.37M	-9%
Jul '19	\$2.6M	-29.9%



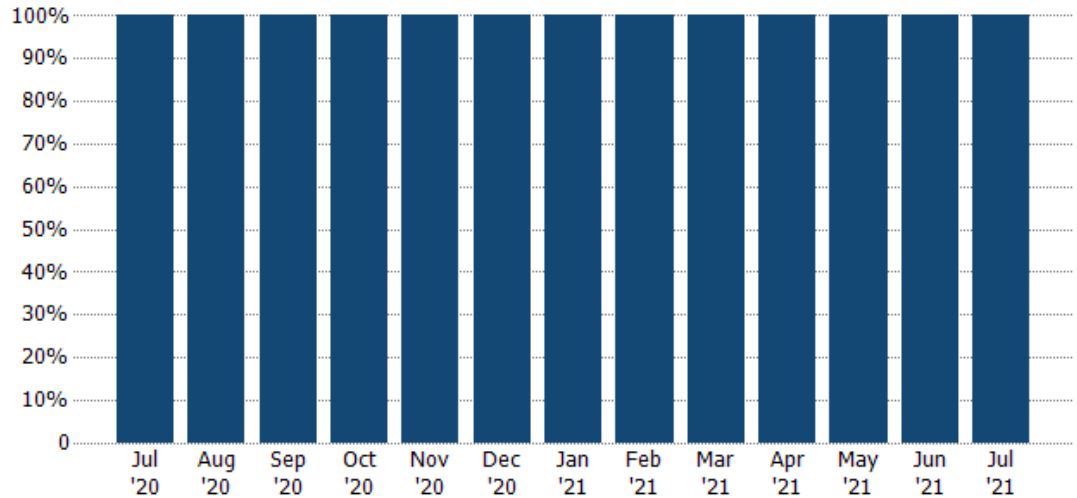
Current Year	\$2.37M	\$1.99M	\$1.91M	\$1.86M	\$2.27M	\$1.73M	\$1.29M	\$757K	\$1.17M	\$1.81M	\$1.24M	\$2.41M	\$2.06M
Prior Year	\$2.6M	\$995K	\$396K	\$1.89M	\$576K	\$946K	\$1.01M	\$391K	\$1.78M	\$536K	\$1.74M	\$512K	\$2.37M
Percent Change from Prior Year	-9%	100%	382%	-2%	294%	83%	28%	94%	-34%	238%	-28%	371%	-13%

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

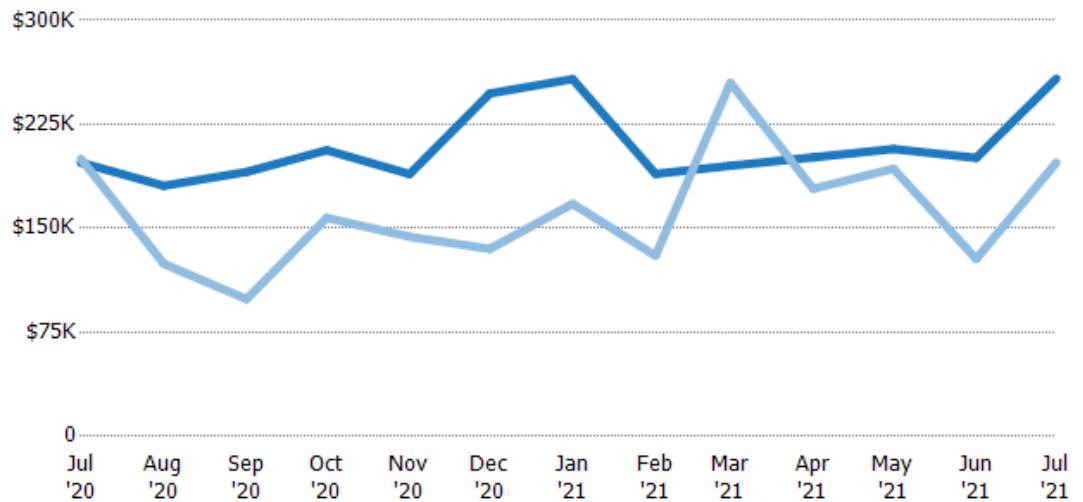
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

\$197K \$181K \$191K \$206K \$189K \$247K \$258K \$189K \$195K \$201K \$207K \$201K \$258K

Prior Year

\$200K \$124K \$98.9K \$158K \$144K \$135K \$168K \$130K \$255K \$179K \$193K \$128K \$197K

Percent Change from Prior Year

-1% 45% 93% 31% 31% 83% 54% 45% -23% 13% 7% 57% 31%

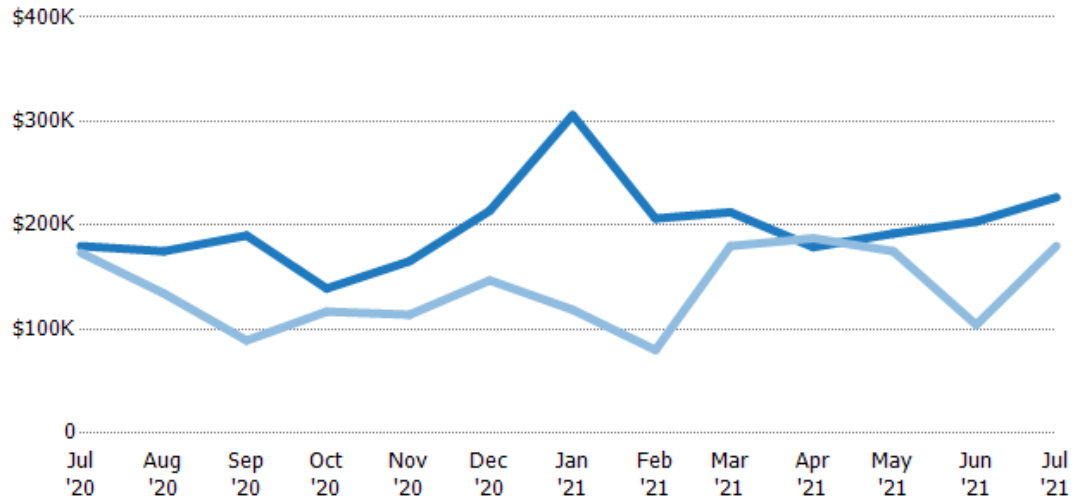
Median Sales Price

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.
Jul '21	\$227K	26%
Jul '20	\$180K	3.7%
Jul '19	\$174K	4.9%



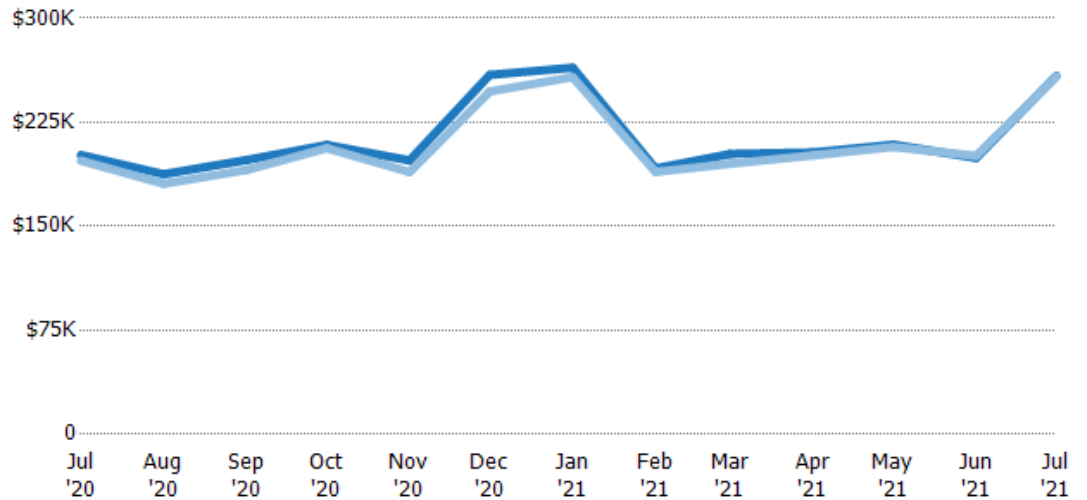
Current Year	\$180K	\$175K	\$190K	\$139K	\$166K	\$214K	\$306K	\$207K	\$213K	\$179K	\$192K	\$204K	\$227K
Prior Year	\$174K	\$134K	\$89.3K	\$117K	\$114K	\$147K	\$119K	\$80K	\$180K	\$188K	\$175K	\$104K	\$180K
Percent Change from Prior Year	4%	30%	113%	19%	45%	46%	158%	158%	18%	-5%	10%	95%	26%

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

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



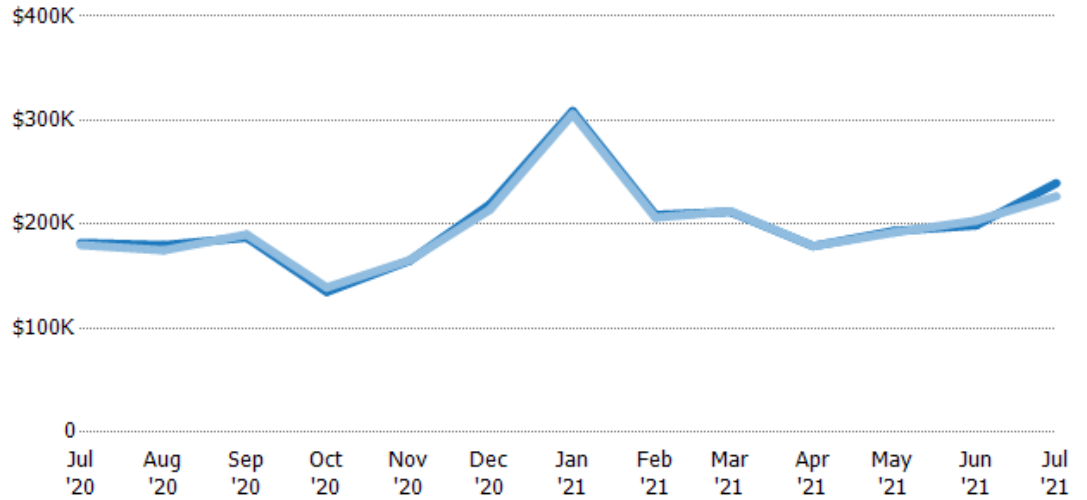
Avg List Price	\$201K	\$188K	\$198K	\$209K	\$197K	\$259K	\$264K	\$192K	\$202K	\$203K	\$209K	\$199K	\$259K
Avg Sales Price	\$197K	\$181K	\$191K	\$206K	\$189K	\$247K	\$258K	\$189K	\$195K	\$201K	\$207K	\$201K	\$258K
Avg Sales Price as a % of Avg List Price	98%	96%	96%	99%	96%	95%	97%	99%	96%	99%	99%	101%	100%

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

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Condo/Townhouse/Apt., Single
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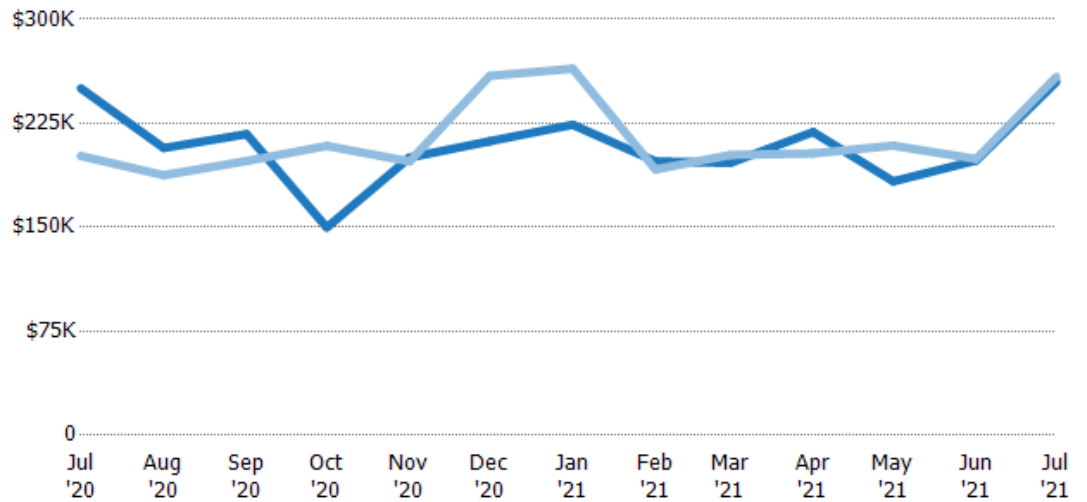
Median List Price	\$182K	\$180K	\$187K	\$135K	\$165K	\$219K	\$309K	\$209K	\$212K	\$179K	\$194K	\$199K	\$240K
Median Sales Price	\$180K	\$175K	\$190K	\$139K	\$166K	\$214K	\$306K	\$207K	\$213K	\$179K	\$192K	\$204K	\$227K
Med Sales Price as a % of Med List Price	99%	97%	102%	103%	100%	98%	99%	99%	100%	100%	99%	102%	95%

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

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



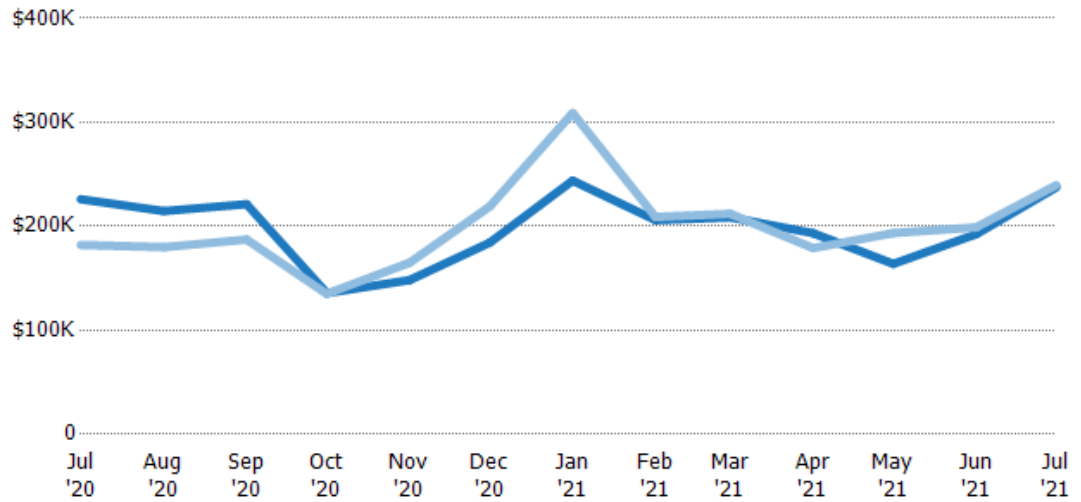
Avg Est Value	\$250K	\$207K	\$217K	\$150K	\$200K	\$212K	\$224K	\$198K	\$196K	\$219K	\$183K	\$198K	\$255K
Avg Sales Price	\$201K	\$188K	\$198K	\$209K	\$197K	\$259K	\$264K	\$192K	\$202K	\$203K	\$209K	\$199K	\$259K
Avg Sales Price as a % of Avg Est Value	81%	91%	91%	139%	99%	122%	118%	97%	103%	93%	114%	101%	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



Median Est Value	\$226K	\$215K	\$221K	\$136K	\$148K	\$184K	\$244K	\$206K	\$209K	\$193K	\$164K	\$192K	\$237K
Median Sales Price	\$182K	\$180K	\$187K	\$135K	\$165K	\$219K	\$309K	\$209K	\$212K	\$179K	\$194K	\$199K	\$240K
Med Sales Price as a % of Med Est Value	81%	84%	85%	99%	111%	119%	127%	101%	102%	93%	118%	103%	101%