

## 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                            | Oct 2021    | Oct 2020    | + / -  | YTD 2021     | YTD 2020     | + / -  |
|--|-------------|-------------|--------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |             |             |        |              |              |        |
| New Listing Count                      | 6           | 7           | -14.3% | 97           | 84           | +15.5% |
| New Listing Volume                     | \$1,061,000 | \$1,988,000 | -46.6% | \$23,820,850 | \$16,304,272 | +46.1% |
| Active Listing Count                   | 17          | 27          | -37%   | N/A          | N/A          |        |
| Active Listing Volume                  | \$4,123,250 | \$6,092,000 | -32.3% | N/A          | N/A          |        |
| Average Listing Price                  | \$242,544   | \$225,630   | +7.5%  | \$263,794    | \$207,224    | +27.3% |
| Median Listing Price                   | \$175,000   | \$170,000   | +2.9%  | \$197,283    | \$149,859    | +31.6% |
| Median Days in RPR                     | 72          | 116         | -37.9% | 71.07        | 143.02       | -50.3% |
| Months of Inventory                    | 2.1         | 3           | -29.2% | 3.1          | 5.4          | -43.1% |
| Absorption Rate                        | 47.06%      | 33.33%      | +13.7% | 32.42%       | 18.43%       | +14%   |
| <b>Sales Activity Charts Metrics</b>   |             |             |        |              |              |        |
| New Pending Sales Count                | 3           | 10          | -70%   | 101          | 103          | -1.9%  |
| New Pending Sales Volume               | \$693,000   | \$2,202,350 | -68.5% | \$23,136,750 | \$19,674,022 | +17.6% |
| Pending Sales Count                    | 9           | 19          | -52.6% | N/A          | N/A          |        |
| Pending Sales Volume                   | \$1,827,000 | \$4,130,200 | -55.8% | N/A          | N/A          |        |
| Closed Sales Count                     | 9           | 8           | +12.5% | 83           | 71           | +16.9% |
| Closed Sales Volume                    | \$2,035,500 | \$1,561,700 | +30.3% | \$19,468,071 | \$13,208,320 | +47.4% |
| Average Sales Price                    | \$226,167   | \$195,213   | +15.9% | \$234,555    | \$186,033    | +26.1% |
| Median Sales Price                     | \$227,500   | \$134,100   | +69.6% | \$218,312    | \$159,589    | +36.8% |

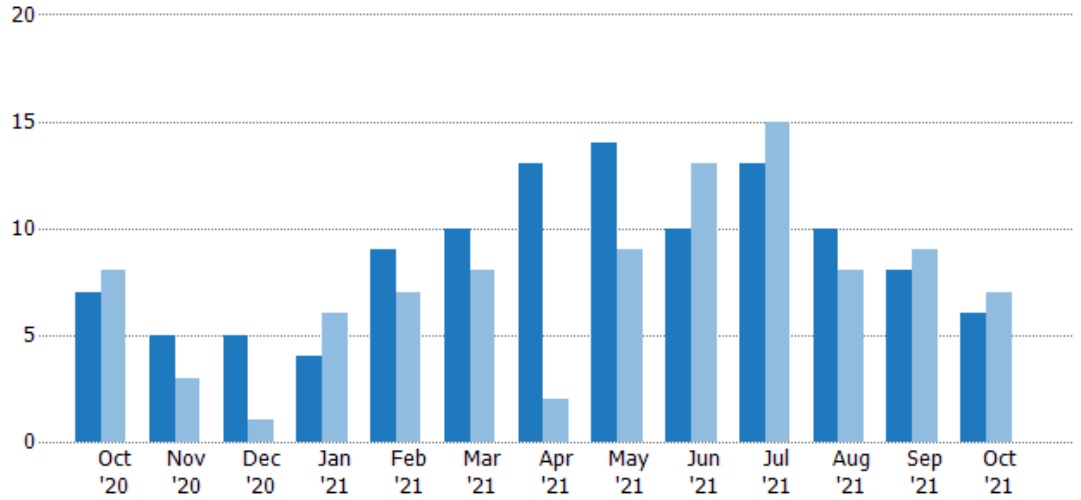
## New Listings

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. |
|------------|-------|--------|
| Oct '21    | 6     | -14.3% |
| Oct '20    | 7     | -12.5% |
| Oct '19    | 8     | 50%    |



|                                |      |     |      |      |     |     |      |     |      |      |     |      |      |
|--------------------------------|------|-----|------|------|-----|-----|------|-----|------|------|-----|------|------|
| Current Year                   | 7    | 5   | 5    | 4    | 9   | 10  | 13   | 14  | 10   | 13   | 10  | 8    | 6    |
| Prior Year                     | 8    | 3   | 1    | 6    | 7   | 8   | 2    | 9   | 13   | 15   | 8   | 9    | 7    |
| Percent Change from Prior Year | -13% | 67% | 400% | -33% | 29% | 25% | 550% | 56% | -23% | -13% | 25% | -11% | -14% |

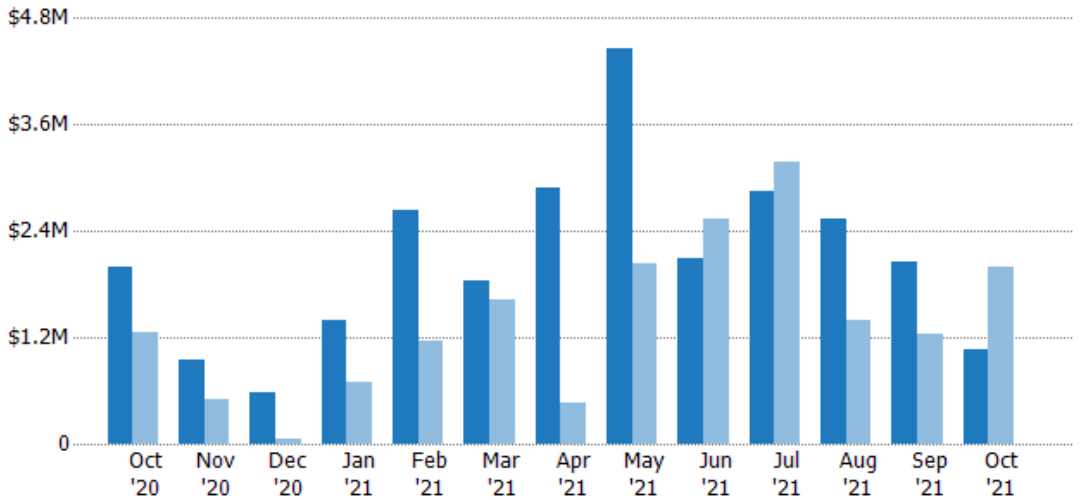
## New Listing Volume

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. |
|------------|---------|--------|
| Oct '21    | \$1.06M | -46.6% |
| Oct '20    | \$1.99M | 57%    |
| Oct '19    | \$1.27M | 28%    |



|                                |         |        |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$1.99M | \$946K | \$583K  | \$1.39M | \$2.64M | \$1.84M | \$2.88M | \$4.47M | \$2.1M  | \$2.85M | \$2.54M | \$2.05M | \$1.06M |
| Prior Year                     | \$1.27M | \$496K | \$49.9K | \$699K  | \$1.15M | \$1.62M | \$460K  | \$2.02M | \$2.54M | \$3.18M | \$1.39M | \$1.24M | \$1.99M |
| Percent Change from Prior Year | 57%     | 91%    | 1,068%  | 99%     | 128%    | 14%     | 526%    | 121%    | -17%    | -10%    | 83%     | 65%     | -47%    |

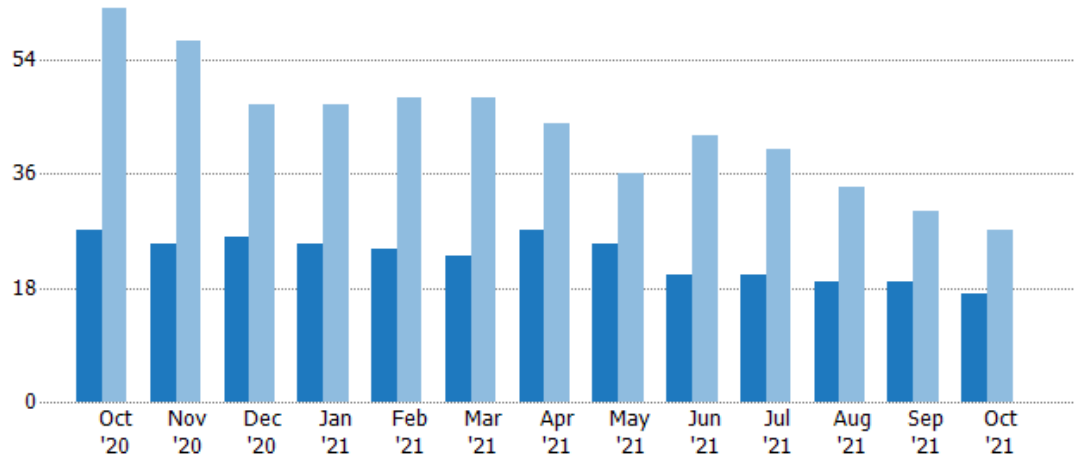
## Active Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '21        | 17    | -37%   |
| Oct '20        | 27    | -56.5% |
| Oct '19        | 62    | 0%     |



|                                | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | Oct '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 27      | 25      | 26      | 25      | 24      | 23      | 27      | 25      | 20      | 20      | 19      | 19      | 17      |
| Prior Year                     | 62      | 57      | 47      | 47      | 48      | 48      | 44      | 36      | 42      | 40      | 34      | 30      | 27      |
| Percent Change from Prior Year | -56%    | -56%    | -45%    | -47%    | -50%    | -52%    | -39%    | -31%    | -52%    | -50%    | -44%    | -37%    | -37%    |

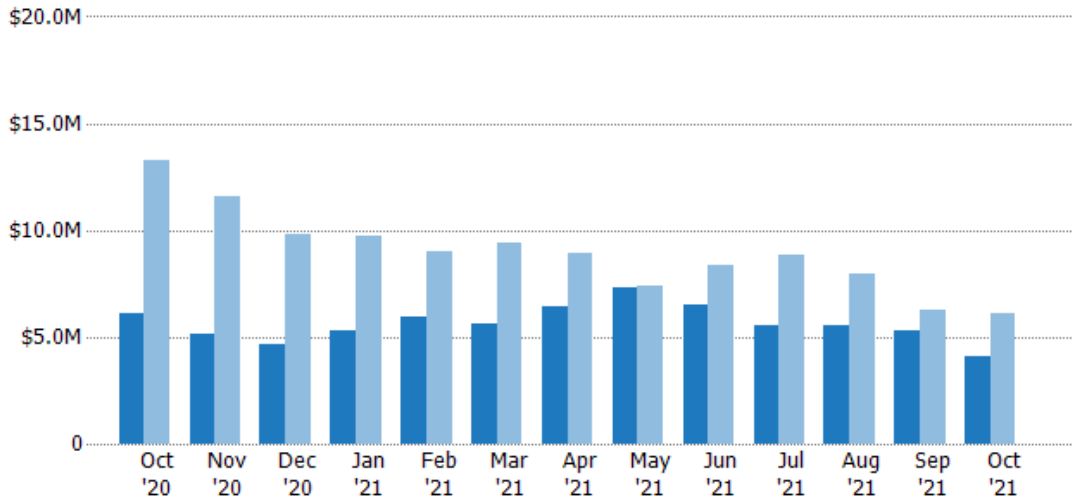
## Active Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '21        | \$4.12M | -32.3% |
| Oct '20        | \$6.09M | -54%   |
| Oct '19        | \$13.2M | -6.7%  |



|                                | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | Oct '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$6.09M | \$5.11M | \$4.67M | \$5.34M | \$5.98M | \$5.59M | \$6.44M | \$7.32M | \$6.54M | \$5.56M | \$5.54M | \$5.32M | \$4.12M |
| Prior Year                     | \$13.2M | \$11.6M | \$9.84M | \$9.71M | \$9.02M | \$9.45M | \$8.96M | \$7.38M | \$8.36M | \$8.83M | \$7.98M | \$6.28M | \$6.09M |
| Percent Change from Prior Year | -54%    | -56%    | -53%    | -45%    | -34%    | -41%    | -28%    | -1%     | -22%    | -37%    | -31%    | -15%    | -32%    |

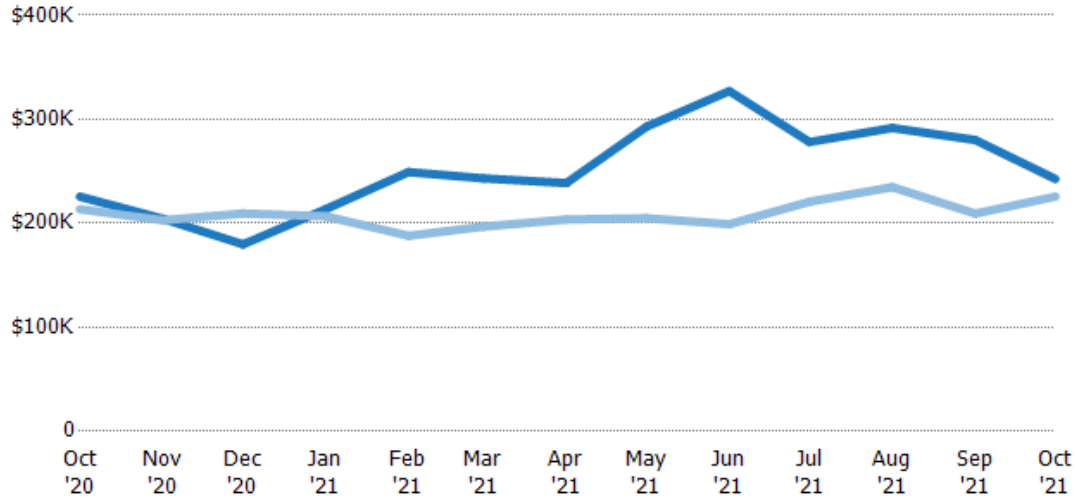
## Average Listing Price

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. |
|------------|--------|--------|
| Oct '21    | \$243K | 7.5%   |
| Oct '20    | \$226K | 5.7%   |
| Oct '19    | \$213K | -6.7%  |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$226K | \$204K | \$180K | \$214K | \$249K | \$243K | \$239K | \$293K | \$327K | \$278K | \$292K | \$280K | \$243K |
| Prior Year                     | \$213K | \$203K | \$209K | \$207K | \$188K | \$197K | \$204K | \$205K | \$199K | \$221K | \$235K | \$209K | \$226K |
| Percent Change from Prior Year | 6%     | 1%     | -14%   | 3%     | 33%    | 24%    | 17%    | 43%    | 64%    | 26%    | 24%    | 34%    | 7%     |

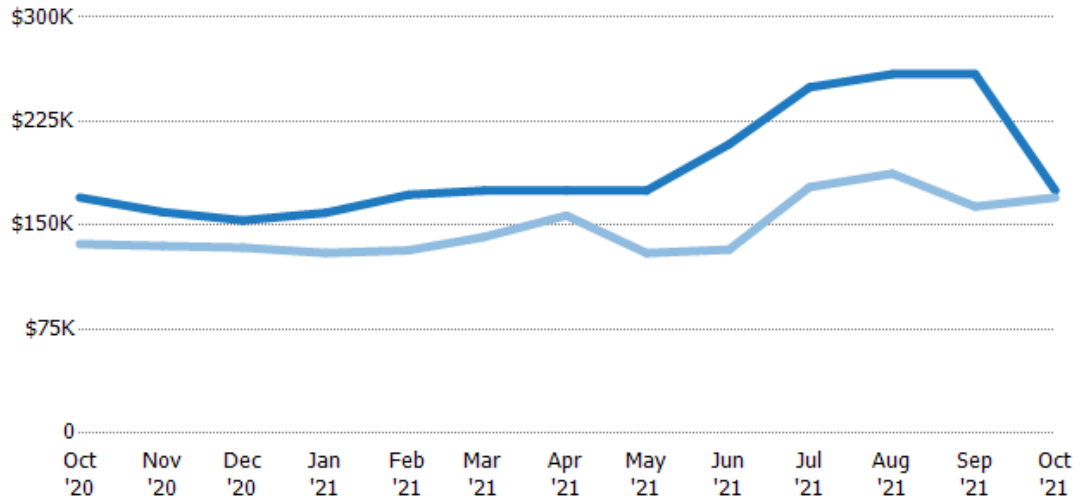
## Median Listing Price

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. |
|------------|--------|--------|
| Oct '21    | \$175K | 2.9%   |
| Oct '20    | \$170K | 24.6%  |
| Oct '19    | \$136K | 12.7%  |



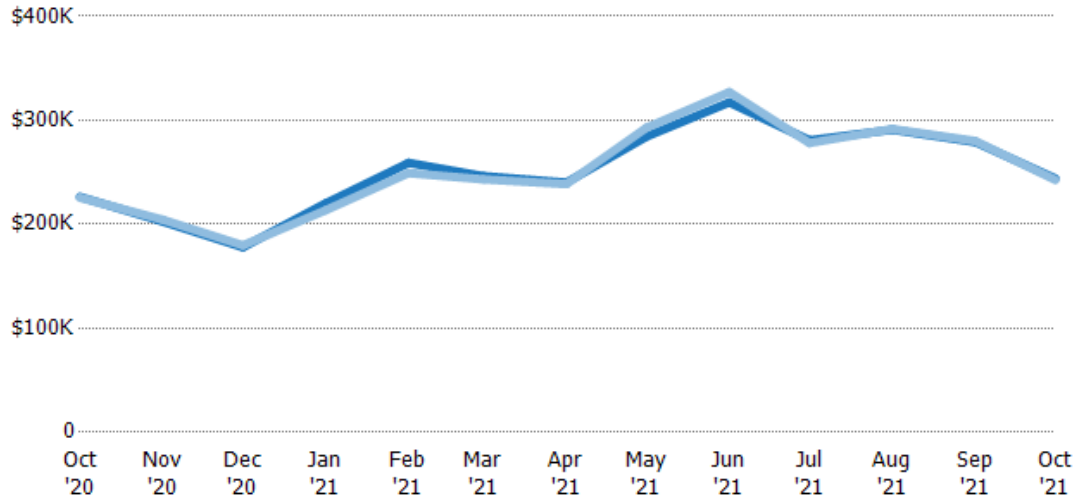
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$170K | \$160K | \$154K | \$159K | \$172K | \$175K | \$175K | \$175K | \$209K | \$250K | \$259K | \$259K | \$175K |
| Prior Year                     | \$136K | \$135K | \$134K | \$130K | \$132K | \$141K | \$157K | \$130K | \$133K | \$177K | \$187K | \$164K | \$170K |
| Percent Change from Prior Year | 25%    | 18%    | 15%    | 22%    | 30%    | 24%    | 11%    | 35%    | 57%    | 41%    | 38%    | 58%    | 3%     |

## 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



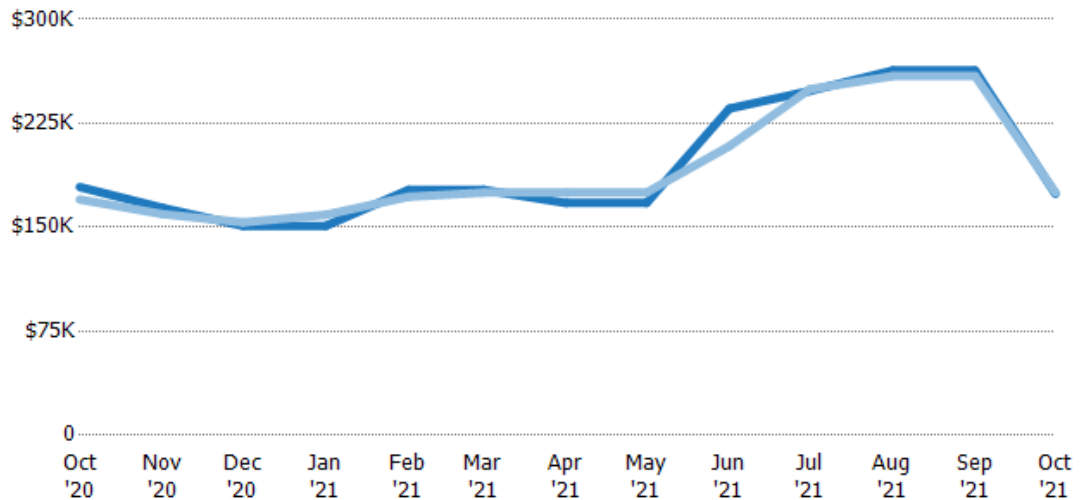
|   | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | Oct '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$226K  | \$203K  | \$178K  | \$220K  | \$259K  | \$246K  | \$240K  | \$284K  | \$317K  | \$281K  | \$291K  | \$279K  | \$244K  |
| Avg Listing Price                         | \$226K  | \$204K  | \$180K  | \$214K  | \$249K  | \$243K  | \$239K  | \$293K  | \$327K  | \$278K  | \$292K  | \$280K  | \$243K  |
| Avg Listing Price as a % of Avg Est Value | 100%    | 101%    | 101%    | 97%     | 96%     | 99%     | 99%     | 103%    | 103%    | 99%     | 100%    | 100%    | 99%     |

## 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



|   | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | Oct '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$179K  | \$164K  | \$151K  | \$151K  | \$177K  | \$177K  | \$168K  | \$168K  | \$236K  | \$248K  | \$263K  | \$263K  | \$174K  |
| Median Listing Price                      | \$170K  | \$160K  | \$154K  | \$159K  | \$172K  | \$175K  | \$175K  | \$175K  | \$209K  | \$250K  | \$259K  | \$259K  | \$175K  |
| Med Listing Price as a % of Med Est Value | 95%     | 97%     | 102%    | 105%    | 97%     | 99%     | 104%    | 104%    | 89%     | 100%    | 98%     | 98%     | 101%    |

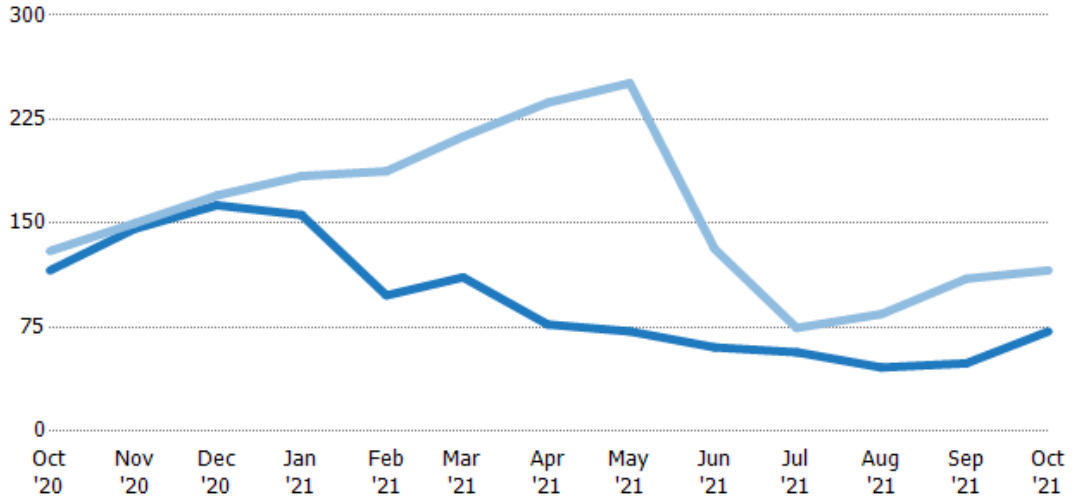
## Median Days in RPR

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. |
|------------|------|--------|
| Oct '21    | 72   | -37.9% |
| Oct '20    | 116  | -10.8% |
| Oct '19    | 130  | -16.2% |



|                                |      |     |     |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|-----|-----|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 116  | 146 | 163 | 156  | 98   | 111  | 77   | 72   | 60.5 | 57   | 46   | 49   | 72   |
| Prior Year                     | 130  | 150 | 170 | 184  | 188  | 213  | 237  | 251  | 132  | 74.5 | 84.5 | 110  | 116  |
| Percent Change from Prior Year | -11% | -3% | -4% | -15% | -48% | -48% | -68% | -71% | -54% | -23% | -46% | -55% | -38% |

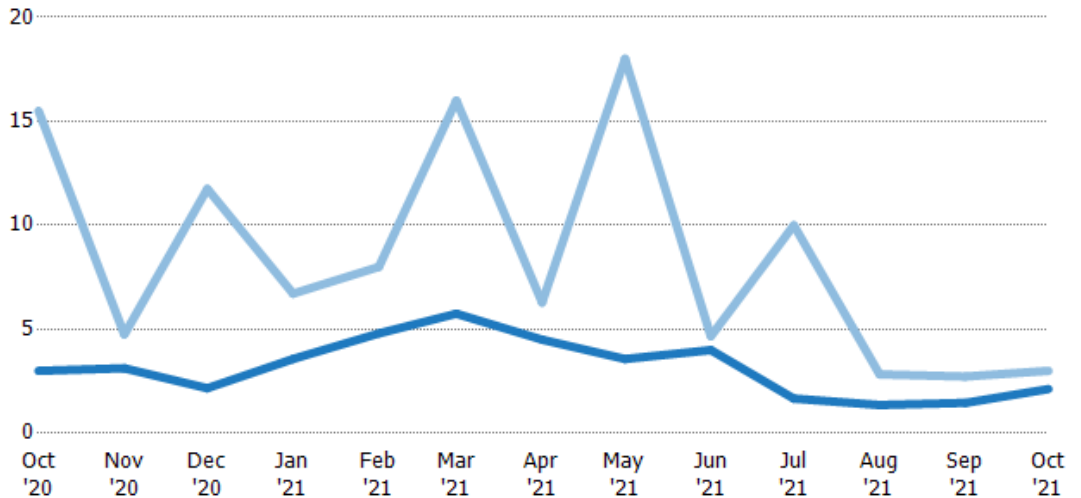
## Months of Inventory

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. |
|------------|--------|--------|
| Oct '21    | 2.13   | -29.2% |
| Oct '20    | 3      | -80.6% |
| Oct '19    | 15.5   | -42.9% |



|                                |      |      |      |      |      |      |      |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year                   | 3    | 3.13 | 2.17 | 3.57 | 4.8  | 5.75 | 4.5  | 3.57 | 4    | 1.67 | 1.36 | 1.46 | 2.13 |
| Prior Year                     | 15.5 | 4.75 | 11.8 | 6.71 | 8    | 16   | 6.29 | 18   | 4.67 | 10   | 2.83 | 2.73 | 3    |
| Percent Change from Prior Year | -81% | -34% | -82% | -47% | -40% | -64% | -28% | -80% | -14% | -83% | -52% | -46% | -29% |

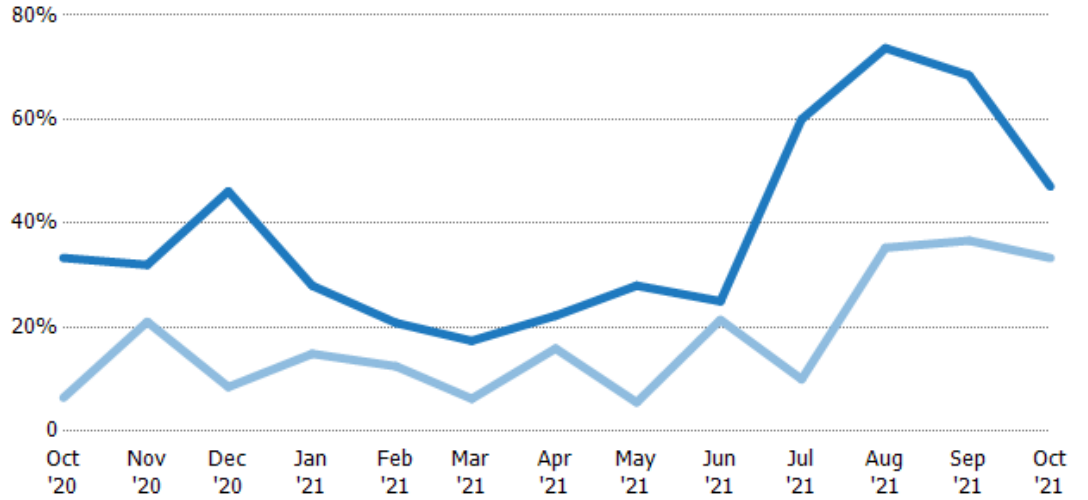
## Absorption Rate

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/<br>Year | Rate | Chg.   |
|----------------|------|--------|
| Oct '21        | 47%  | -13.7% |
| Oct '20        | 33%  | -26.9% |
| Oct '19        | 6%   | 75%    |



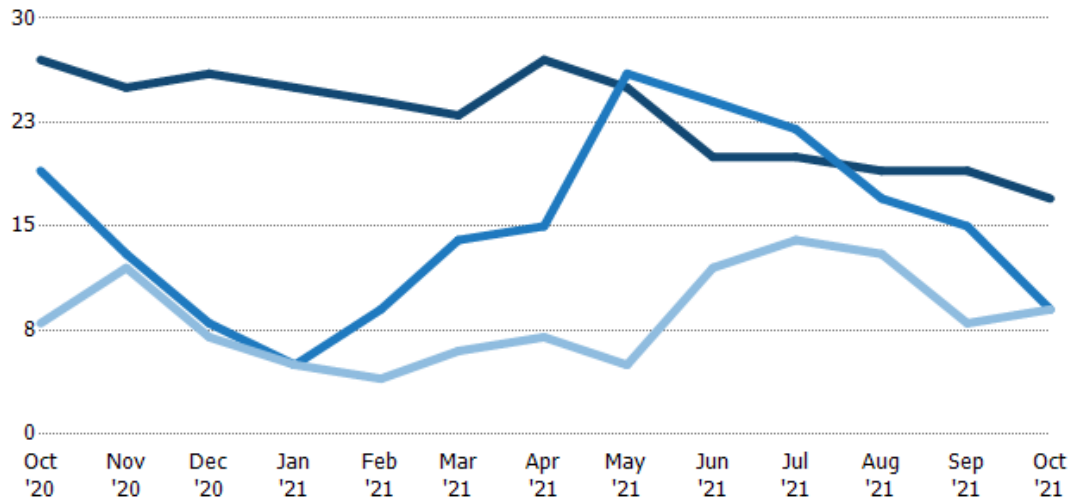
|                        |      |      |      |      |     |      |     |      |     |      |      |      |      |
|------------------------|------|------|------|------|-----|------|-----|------|-----|------|------|------|------|
| Current Year           | 33%  | 32%  | 46%  | 28%  | 21% | 17%  | 22% | 28%  | 25% | 60%  | 74%  | 68%  | 47%  |
| Prior Year             | 6%   | 21%  | 9%   | 15%  | 13% | 6%   | 16% | 6%   | 21% | 10%  | 35%  | 37%  | 33%  |
| Change from Prior Year | -27% | -11% | -38% | -13% | -8% | -11% | -6% | -22% | -4% | -50% | -38% | -32% | -14% |

## 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



|         |    |    |    |    |    |    |    |    |    |    |    |    |    |
|---------|----|----|----|----|----|----|----|----|----|----|----|----|----|
| Active  | 27 | 25 | 26 | 25 | 24 | 23 | 27 | 25 | 20 | 20 | 19 | 19 | 17 |
| Pending | 19 | 13 | 8  | 5  | 9  | 14 | 15 | 26 | 24 | 22 | 17 | 15 | 9  |
| Sold    | 8  | 12 | 7  | 5  | 4  | 6  | 7  | 5  | 12 | 14 | 13 | 8  | 9  |

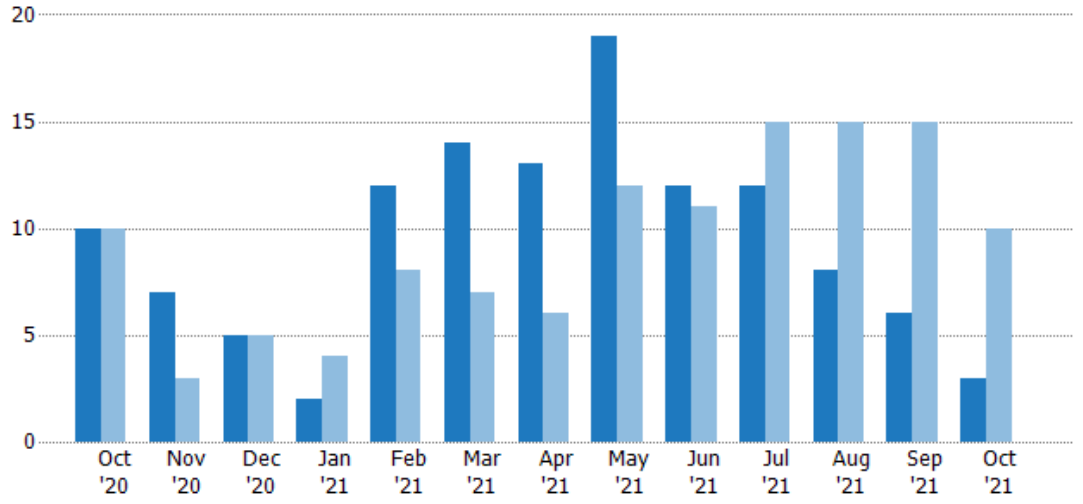
## New Pending Sales

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. |
|------------|-------|--------|
| Oct '21    | 3     | -70%   |
| Oct '20    | 10    | 0%     |
| Oct '19    | 10    | -20%   |



|                                |    |      |    |      |     |      |      |     |    |      |      |      |      |
|--------------------------------|----|------|----|------|-----|------|------|-----|----|------|------|------|------|
| Current Year                   | 10 | 7    | 5  | 2    | 12  | 14   | 13   | 19  | 12 | 12   | 8    | 6    | 3    |
| Prior Year                     | 10 | 3    | 5  | 4    | 8   | 7    | 6    | 12  | 11 | 15   | 15   | 15   | 10   |
| Percent Change from Prior Year | 0% | 133% | 0% | -50% | 50% | 100% | 117% | 58% | 9% | -20% | -47% | -60% | -70% |

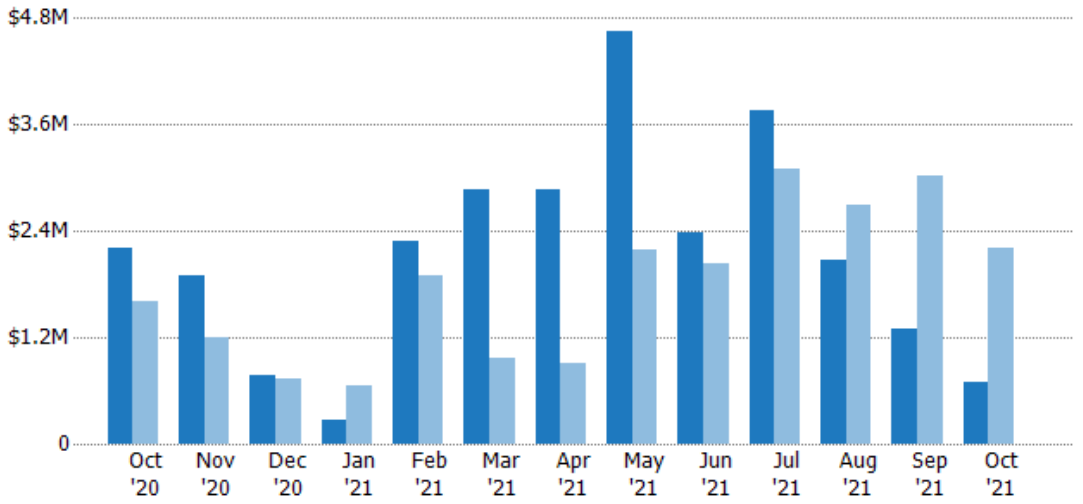
## New Pending Sales Volume

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. |
|------------|---------|--------|
| Oct '21    | \$693K  | -68.5% |
| Oct '20    | \$2.2M  | 36.8%  |
| Oct '19    | \$1.61M | -5.7%  |



|                                |         |         |        |        |         |         |         |         |         |         |         |         |        |
|--------------------------------|---------|---------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|--------|
| Current Year                   | \$2.2M  | \$1.9M  | \$781K | \$269K | \$2.28M | \$2.87M | \$2.87M | \$4.66M | \$2.38M | \$3.75M | \$2.07M | \$1.3M  | \$693K |
| Prior Year                     | \$1.61M | \$1.19M | \$727K | \$655K | \$1.89M | \$963K  | \$905K  | \$2.2M  | \$2.03M | \$3.1M  | \$2.7M  | \$3.03M | \$2.2M |
| Percent Change from Prior Year | 37%     | 59%     | 7%     | -59%   | 21%     | 198%    | 217%    | 112%    | 17%     | 21%     | -23%    | -57%    | -69%   |



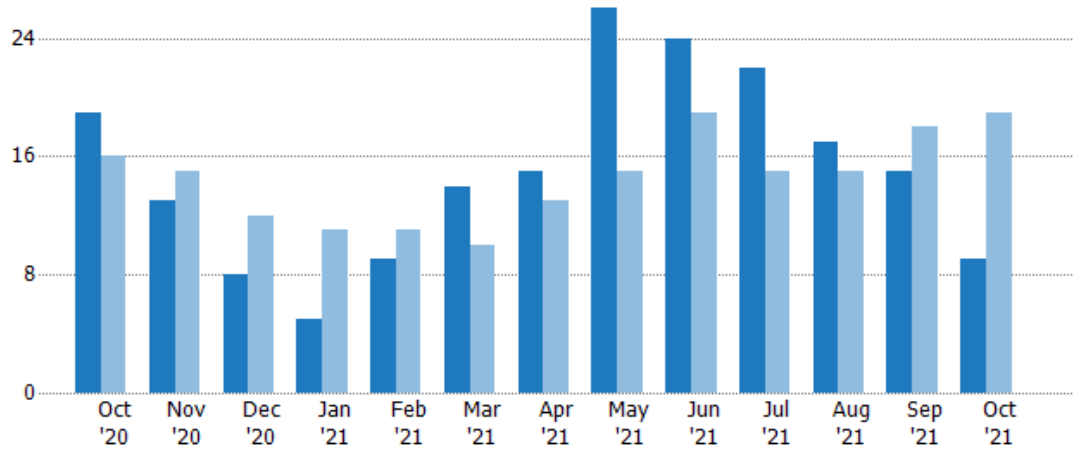
## Pending Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Oct '21        | 9     | -52.6% |
| Oct '20        | 19    | 18.8%  |
| Oct '19        | 16    | -12.5% |



|                                |     |      |      |      |      |     |     |     |     |     |     |      |      |
|--------------------------------|-----|------|------|------|------|-----|-----|-----|-----|-----|-----|------|------|
| Current Year                   | 19  | 13   | 8    | 5    | 9    | 14  | 15  | 26  | 24  | 22  | 17  | 15   | 9    |
| Prior Year                     | 16  | 15   | 12   | 11   | 11   | 10  | 13  | 15  | 19  | 15  | 15  | 18   | 19   |
| Percent Change from Prior Year | 19% | -13% | -33% | -55% | -18% | 40% | 15% | 73% | 26% | 47% | 13% | -17% | -53% |

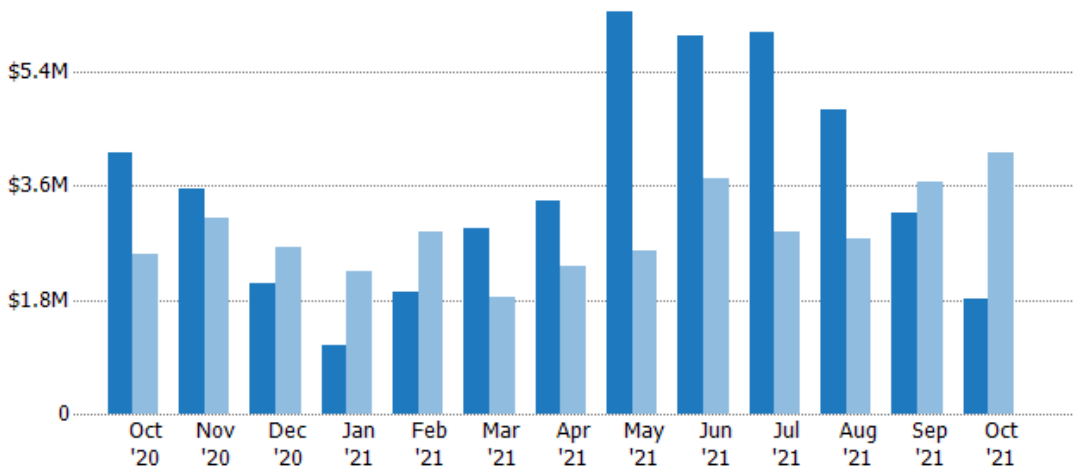
## Pending Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Oct '21        | \$1.83M | -55.8% |
| Oct '20        | \$4.13M | 64.5%  |
| Oct '19        | \$2.51M | -13.1% |



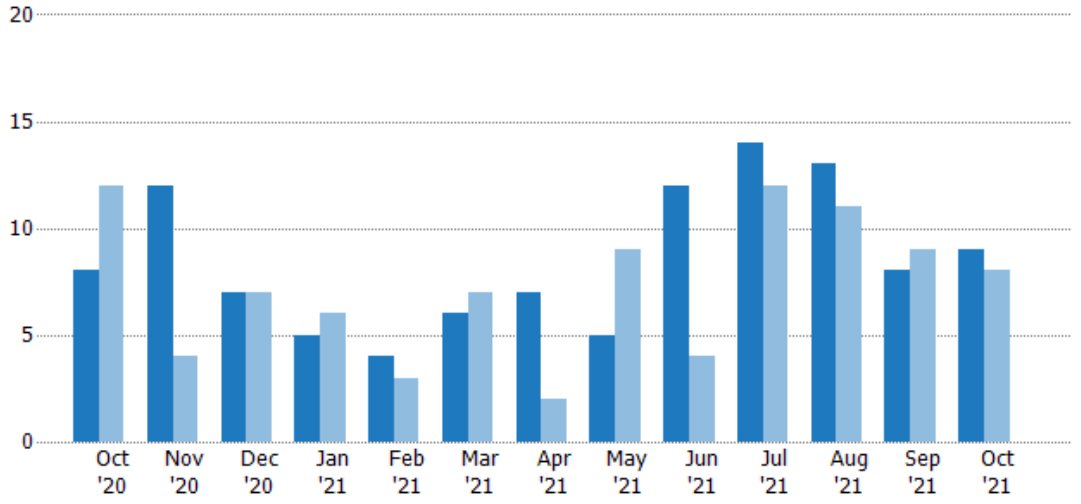
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$4.13M | \$3.54M | \$2.06M | \$1.07M | \$1.92M | \$2.94M | \$3.37M | \$6.36M | \$5.96M | \$6.01M | \$4.8M  | \$3.18M | \$1.83M |
| Prior Year                     | \$2.51M | \$3.1M  | \$2.63M | \$2.24M | \$2.87M | \$1.84M | \$2.34M | \$2.57M | \$3.71M | \$2.88M | \$2.77M | \$3.65M | \$4.13M |
| Percent Change from Prior Year | 64%     | 14%     | -22%    | -52%    | -33%    | 60%     | 44%     | 147%    | 60%     | 109%    | 73%     | -13%    | -56%    |

## 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. |
|------------|-------|--------|
| Oct '21    | 9     | 12.5%  |
| Oct '20    | 8     | -33.3% |
| Oct '19    | 12    | -33.3% |

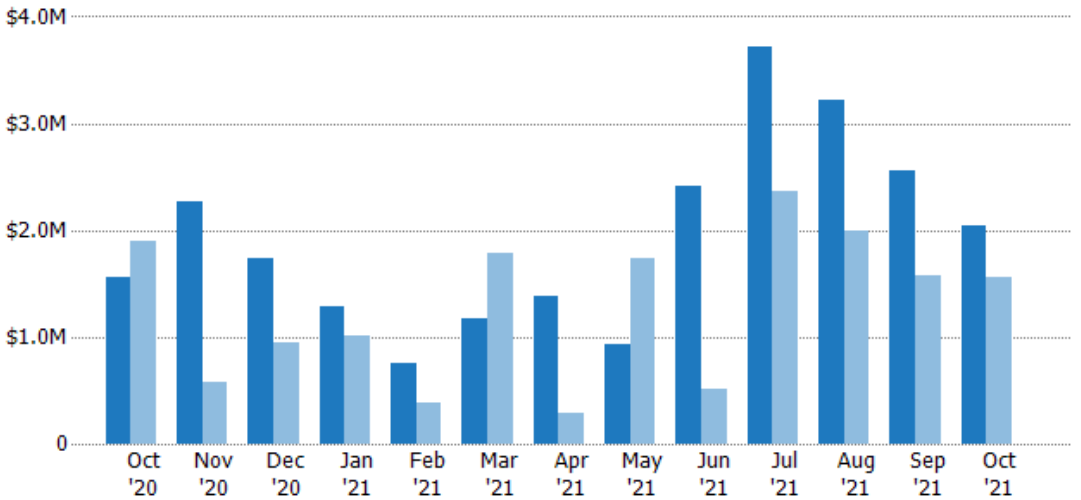
|                                | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | Oct '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 8       | 12      | 7       | 5       | 4       | 6       | 7       | 5       | 12      | 14      | 13      | 8       | 9       |
| Prior Year                     | 12      | 4       | 7       | 6       | 3       | 7       | 2       | 9       | 4       | 12      | 11      | 9       | 8       |
| Percent Change from Prior Year | -33%    | 200%    | 0%      | -17%    | 33%     | -14%    | 250%    | -44%    | 200%    | 17%     | 18%     | -11%    | 13%     |

## 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. |
|------------|---------|--------|
| Oct '21    | \$2.04M | 30.3%  |
| Oct '20    | \$1.56M | -17.4% |
| Oct '19    | \$1.89M | -40.3% |

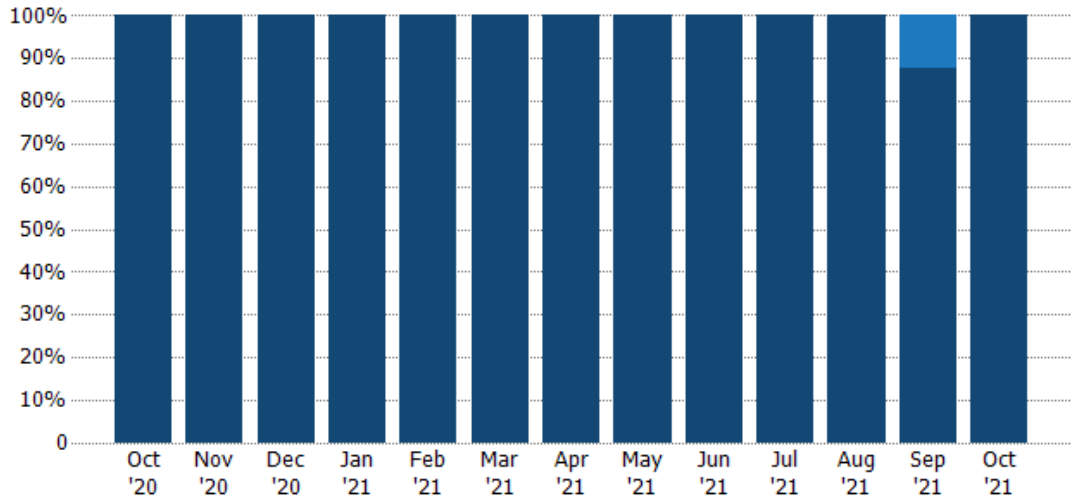
|                                | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | Oct '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$1.56M | \$2.27M | \$1.73M | \$1.29M | \$757K  | \$1.17M | \$1.38M | \$934K  | \$2.41M | \$3.71M | \$3.23M | \$2.55M | \$2.04M |
| Prior Year                     | \$1.89M | \$576K  | \$946K  | \$1.01M | \$391K  | \$1.78M | \$286K  | \$1.74M | \$512K  | \$2.37M | \$1.99M | \$1.58M | \$1.56M |
| Percent Change from Prior Year | -17%    | 294%    | 83%     | 28%     | 94%     | -34%    | 384%    | -46%    | 371%    | 57%     | 62%     | 62%     | 30%     |

## 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



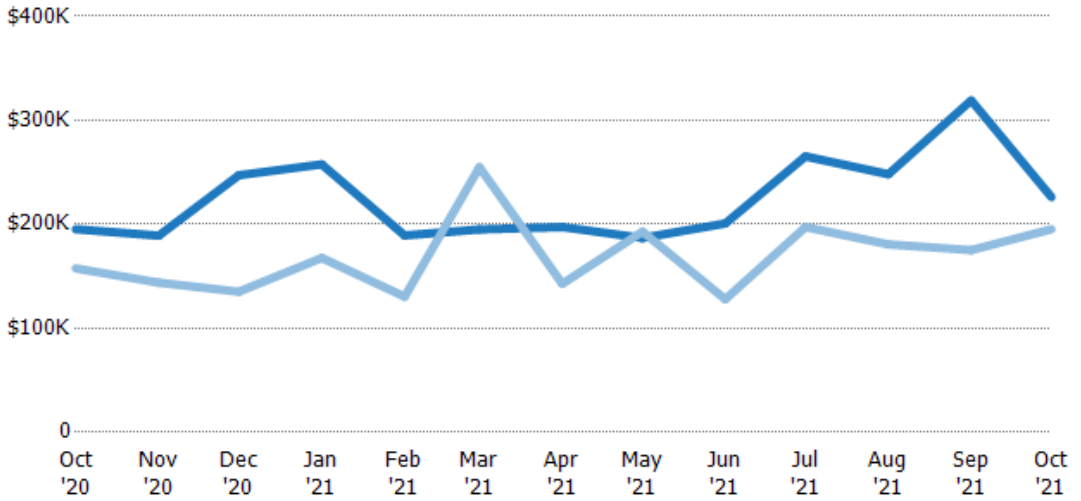
|                         |      |      |      |      |      |      |      |      |      |      |      |     |      |
|-------------------------|------|------|------|------|------|------|------|------|------|------|------|-----|------|
| Condo/Townhouse         | -    | -    | -    | -    | -    | -    | -    | -    | -    | -    | -    | 13% | -    |
| Single Family Residence | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 88% | 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                   | \$195K | \$189K | \$247K | \$258K | \$189K | \$195K | \$197K | \$187K | \$201K | \$265K | \$248K | \$319K | \$226K |
| Prior Year                     | \$158K | \$144K | \$135K | \$168K | \$130K | \$255K | \$143K | \$193K | \$128K | \$197K | \$181K | \$175K | \$195K |
| Percent Change from Prior Year | 24%    | 31%    | 83%    | 54%    | 45%    | -23%   | 38%    | -3%    | 57%    | 34%    | 37%    | 82%    | 16%    |

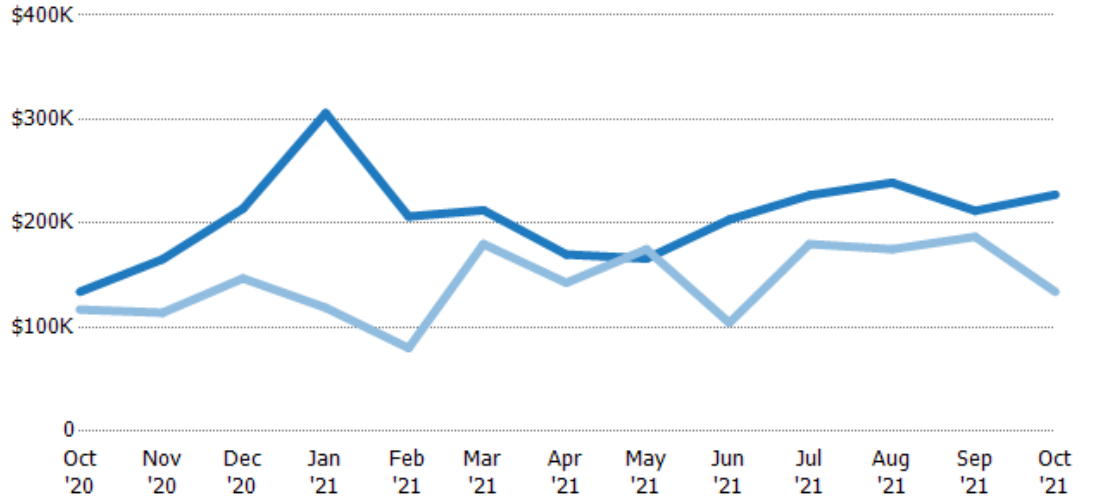
## Median Sales Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Oct '21        | \$228K | 69.6%  |
| Oct '20        | \$134K | 14.6%  |
| Oct '19        | \$117K | 17.5%  |



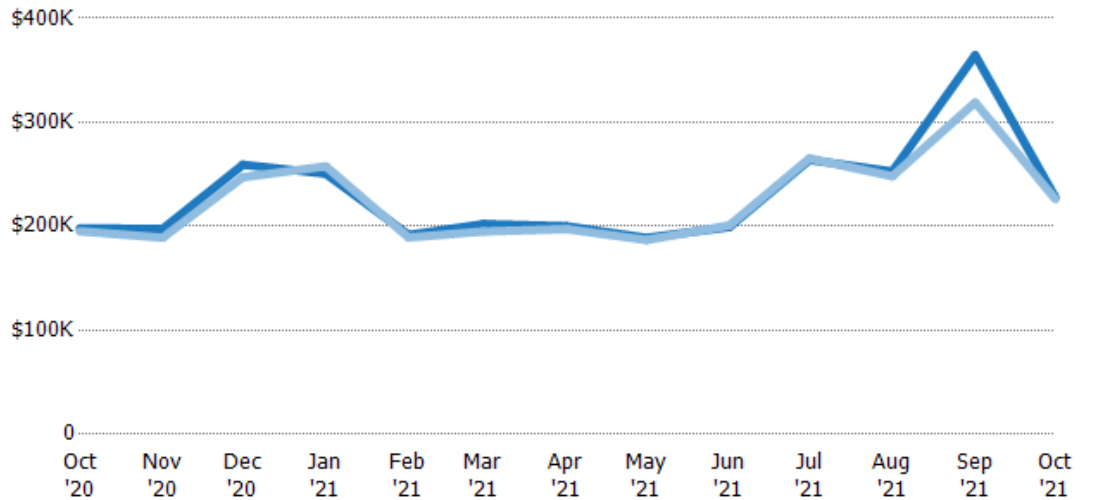
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$134K | \$166K | \$214K | \$306K | \$207K | \$213K | \$170K | \$166K | \$204K | \$227K | \$239K | \$212K | \$228K |
| Prior Year                     | \$117K | \$114K | \$147K | \$119K | \$80K  | \$180K | \$143K | \$175K | \$104K | \$180K | \$175K | \$187K | \$134K |
| Percent Change from Prior Year | 15%    | 45%    | 46%    | 158%   | 158%   | 18%    | 19%    | -5%    | 95%    | 26%    | 37%    | 13%    | 70%    |

## 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



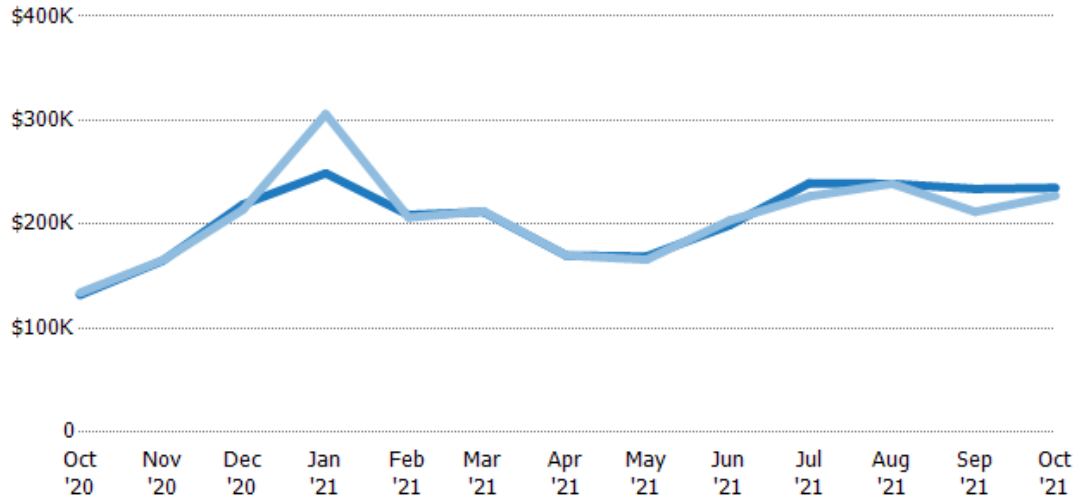
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$198K | \$197K | \$259K | \$251K | \$192K | \$202K | \$200K | \$189K | \$199K | \$264K | \$253K | \$365K | \$228K |
| Avg Sales Price                          | \$195K | \$189K | \$247K | \$258K | \$189K | \$195K | \$197K | \$187K | \$201K | \$265K | \$248K | \$319K | \$226K |
| Avg Sales Price as a % of Avg List Price | 99%    | 96%    | 95%    | 103%   | 99%    | 96%    | 99%    | 99%    | 101%   | 101%   | 98%    | 88%    | 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

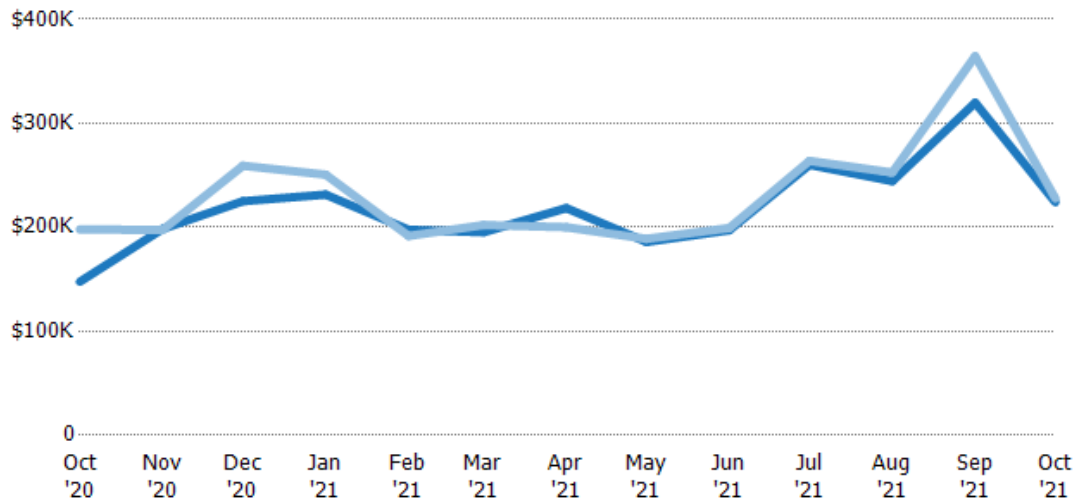


## Average Sales Price vs Average Est Value

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

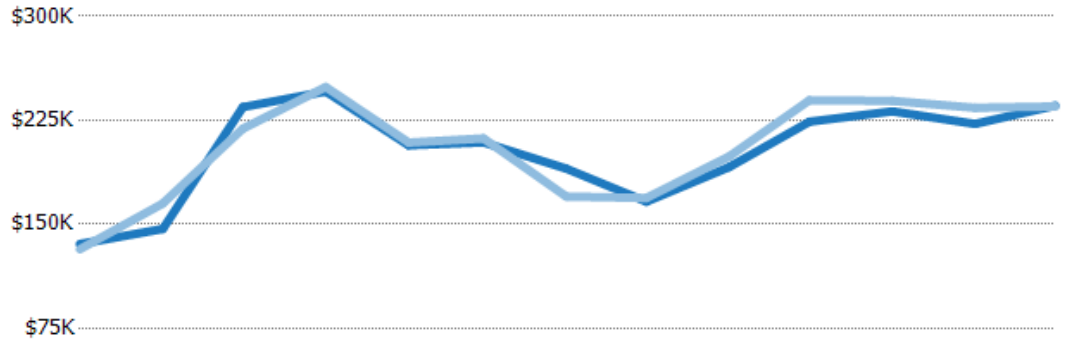


## Median Sales Price vs Median Est Value

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



|   | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 | Oct '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$136K  | \$147K  | \$235K  | \$246K  | \$207K  | \$209K  | \$190K  | \$166K  | \$191K  | \$224K  | \$231K  | \$222K  | \$236K  |
| Median Sales Price                      | \$132K  | \$165K  | \$219K  | \$249K  | \$209K  | \$212K  | \$170K  | \$169K  | \$199K  | \$240K  | \$239K  | \$234K  | \$235K  |
| Med Sales Price as a % of Med Est Value | 97%     | 113%    | 93%     | 101%    | 101%    | 101%    | 89%     | 102%    | 104%    | 107%    | 103%    | 105%    | 100%    |