

## 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	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	5	+/-	107	96	+11.5%
New Listing Volume	\$1,048,000	\$582,900	+79.8%	\$26,166,750	\$18,306,922	+42.9%
Active Listing Count	13	27	-51.9%	N/A	N/A	
Active Listing Volume	\$3,687,550	\$4,851,400	-24%	N/A	N/A	
Average Listing Price	\$283,658	\$179,681	+57.9%	\$272,501	\$205,490	+32.6%
Median Listing Price	\$225,000	\$159,000	+41.5%	\$204,583	\$152,179	+34.4%
Median Days in RPR	56	162	-65.4%	75.72	142.39	-46.8%
Months of Inventory	1.3	2.3	-42.2%	2.5	5.4	-52.9%
Absorption Rate	76.92%	44.44%	+32.5%	39.32%	18.5%	+20.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	-	5	-	111	115	-3.5%
New Pending Sales Volume	-	\$780,800	-	\$24,795,550	\$22,351,722	+10.9%
Pending Sales Count	-	8	-	N/A	N/A	
Pending Sales Volume	-	\$2,057,800	-	N/A	N/A	
Closed Sales Count	9	7	+28.6%	106	92	+15.2%
Closed Sales Volume	\$1,555,900	\$1,730,500	-10.1%	\$24,012,471	\$17,752,610	+35.3%
Average Sales Price	\$172,878	\$247,214	-30.1%	\$226,533	\$192,963	+17.4%
Median Sales Price	\$173,000	\$214,000	-19.2%	\$214,490	\$165,998	+29.2%

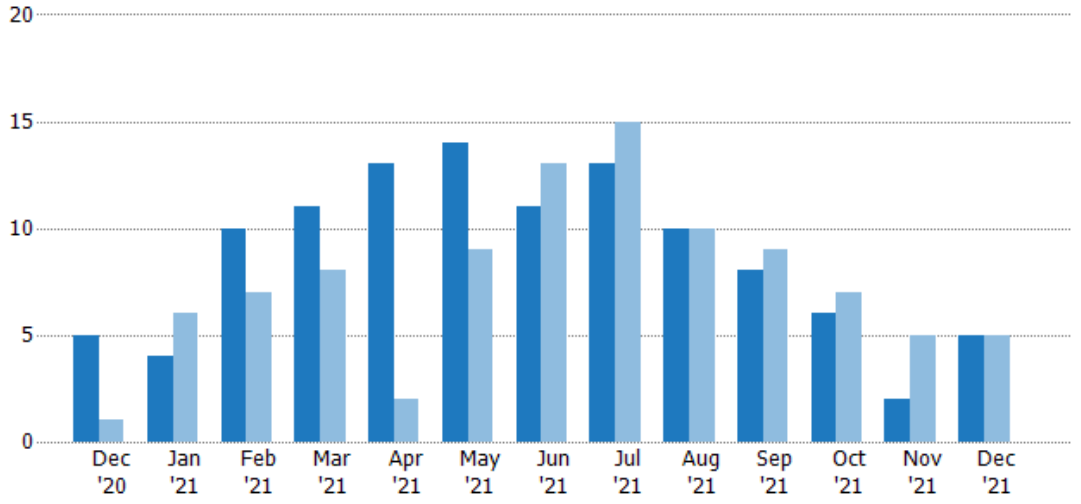
## New Listings

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.
Dec '21	5	0%
Dec '20	5	400%
Dec '19	1	200%



Current Year	5	4	10	11	13	14	11	13	10	8	6	2	5
Prior Year	1	6	7	8	2	9	13	15	10	9	7	5	5
Percent Change from Prior Year	400%	-33%	43%	38%	550%	56%	-15%	-13%	0%	-11%	-14%	-60%	0%

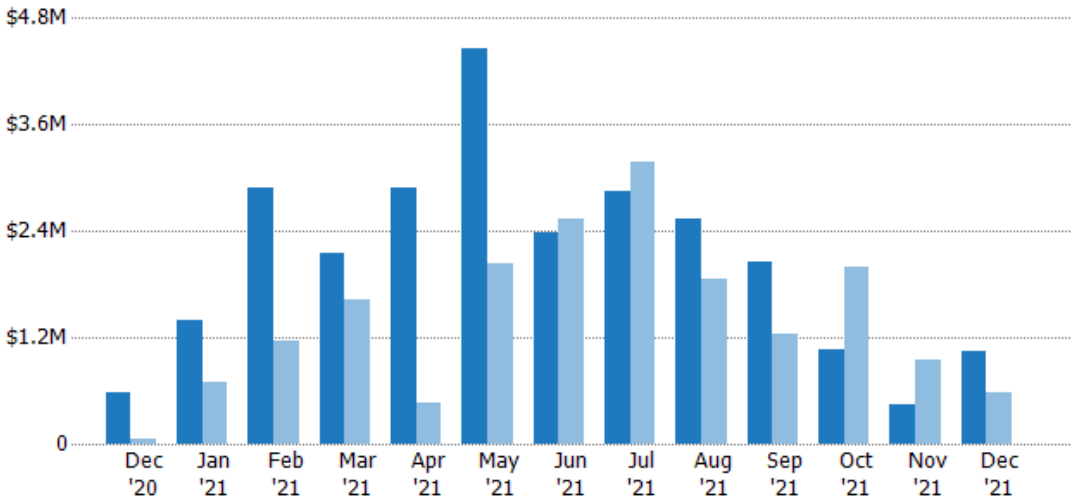
## New Listing Volume

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.
Dec '21	\$1.05M	79.8%
Dec '20	\$583K	1,068.1%
Dec '19	\$49.9K	799.4%



Current Year	\$583K	\$1.39M	\$2.89M	\$2.15M	\$2.88M	\$4.47M	\$2.39M	\$2.85M	\$2.54M	\$2.05M	\$1.06M	\$450K	\$1.05M
Prior Year	\$49.9K	\$699K	\$1.15M	\$1.62M	\$460K	\$2.02M	\$2.54M	\$3.18M	\$1.87M	\$1.24M	\$1.99M	\$946K	\$583K
Percent Change from Prior Year	1,068%	99%	150%	33%	526%	121%	-6%	-10%	36%	65%	-47%	-52%	80%

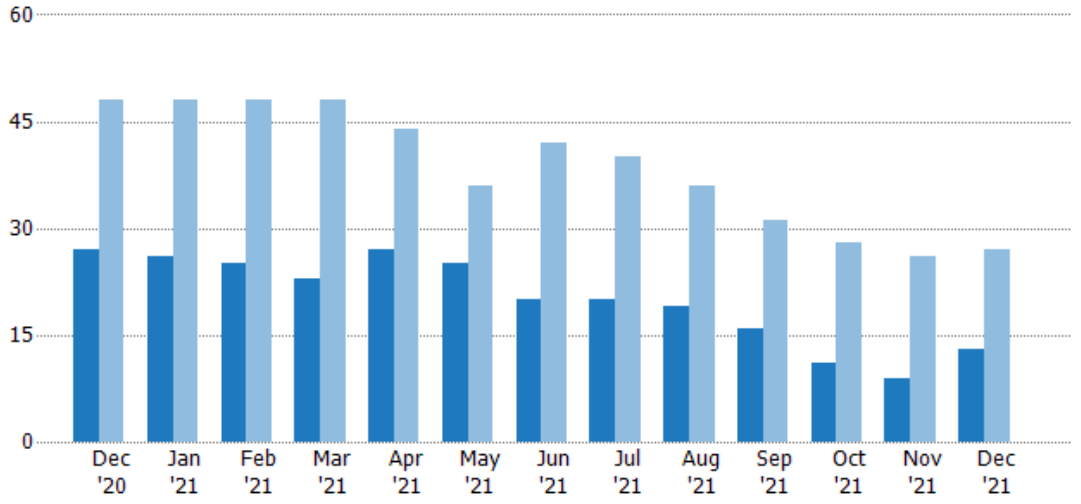
## Active Listings

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.
Dec '21	13	-51.9%
Dec '20	27	-43.8%
Dec '19	48	12.5%



Month	Current Year	Prior Year	Percent Change from Prior Year
Dec '20	27	48	-44%
Jan '21	26	48	-46%
Feb '21	25	48	-48%
Mar '21	23	48	-52%
Apr '21	27	44	-39%
May '21	25	36	-31%
Jun '21	20	42	-52%
Jul '21	20	40	-50%
Aug '21	19	36	-47%
Sep '21	16	31	-48%
Oct '21	11	28	-61%
Nov '21	9	26	-65%
Dec '21	13	27	-52%

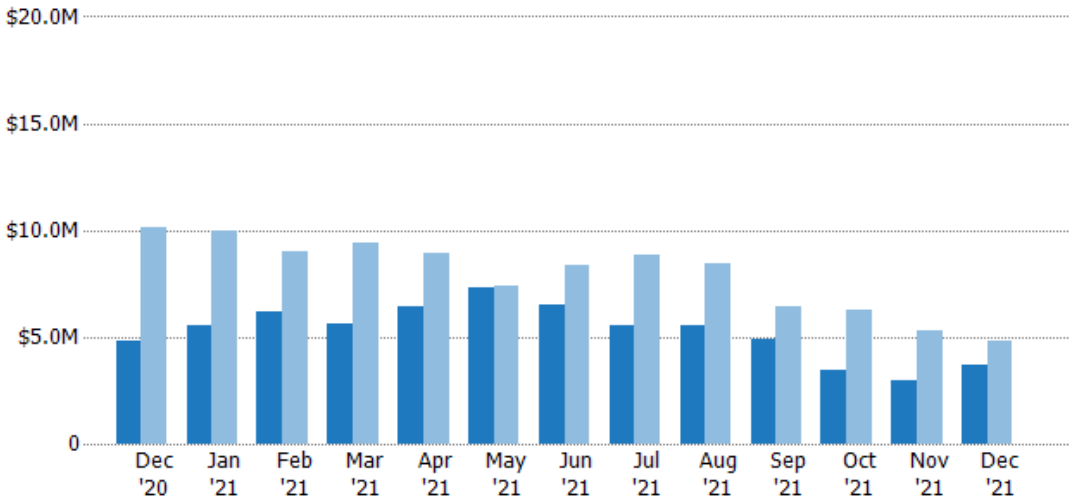
## Active Listing Volume

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.
Dec '21	\$3.69M	-24%
Dec '20	\$4.85M	-52%
Dec '19	\$10.1M	6.6%



Month	Current Year	Prior Year	Percent Change from Prior Year
Dec '20	\$4.85M	\$10.1M	-52%
Jan '21	\$5.52M	\$9.97M	-45%
Feb '21	\$6.16M	\$9.02M	-32%
Mar '21	\$5.59M	\$9.45M	-41%
Apr '21	\$6.44M	\$8.96M	-28%
May '21	\$7.32M	\$7.38M	-1%
Jun '21	\$6.54M	\$8.36M	-22%
Jul '21	\$5.56M	\$8.83M	-37%
Aug '21	\$5.54M	\$8.46M	-34%
Sep '21	\$4.94M	\$6.46M	-24%
Oct '21	\$3.47M	\$6.27M	-45%
Nov '21	\$2.99M	\$5.29M	-43%
Dec '21	\$3.69M	\$4.85M	-24%

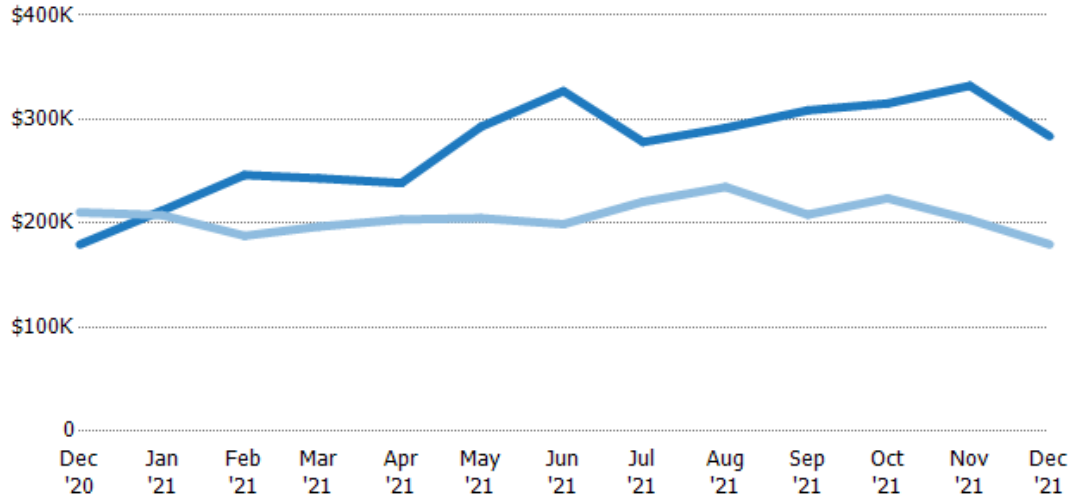
## Average Listing Price

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.
Dec '21	\$284K	57.9%
Dec '20	\$180K	-14.6%
Dec '19	\$210K	-5.2%



Current Year	\$180K	\$212K	\$246K	\$243K	\$239K	\$293K	\$327K	\$278K	\$292K	\$309K	\$315K	\$332K	\$284K
Prior Year	\$210K	\$208K	\$188K	\$197K	\$204K	\$205K	\$199K	\$221K	\$235K	\$208K	\$224K	\$203K	\$180K
Percent Change from Prior Year	-15%	2%	31%	24%	17%	43%	64%	26%	24%	48%	41%	63%	58%

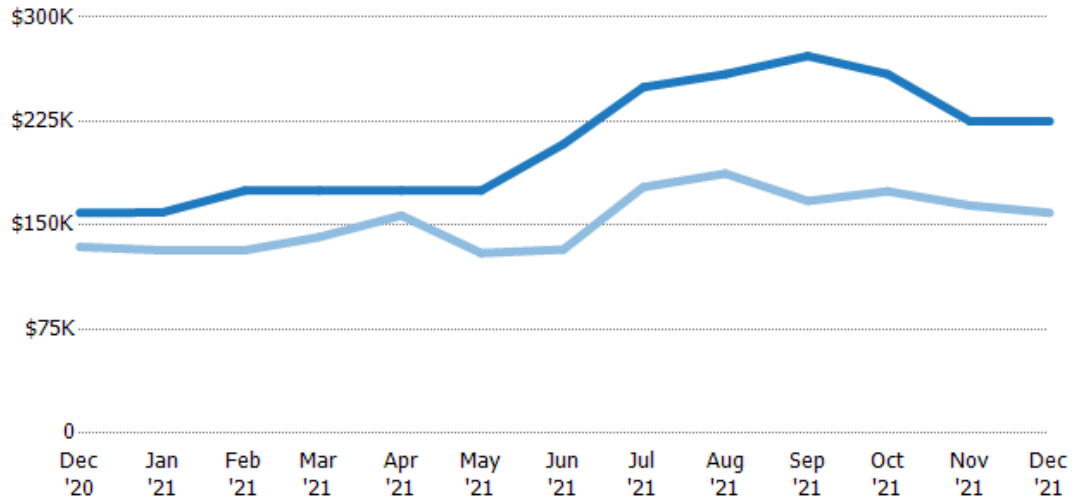
## Median Listing Price

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.
Dec '21	\$225K	41.5%
Dec '20	\$159K	18.3%
Dec '19	\$134K	26.1%



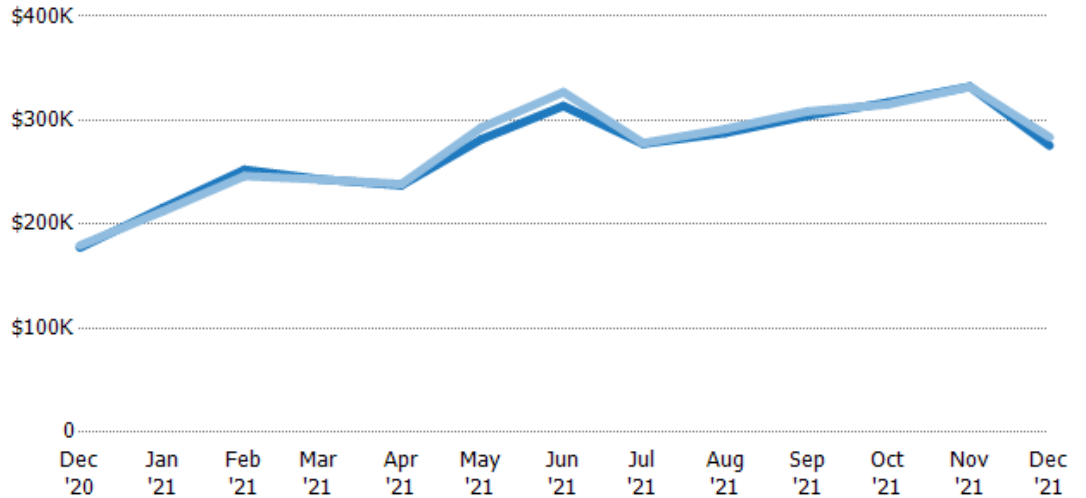
Current Year	\$159K	\$159K	\$175K	\$175K	\$175K	\$175K	\$209K	\$250K	\$259K	\$272K	\$259K	\$225K	\$225K
Prior Year	\$134K	\$132K	\$132K	\$141K	\$157K	\$130K	\$133K	\$177K	\$187K	\$168K	\$175K	\$164K	\$159K
Percent Change from Prior Year	18%	21%	33%	24%	11%	35%	57%	41%	38%	62%	48%	37%	42%

## 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



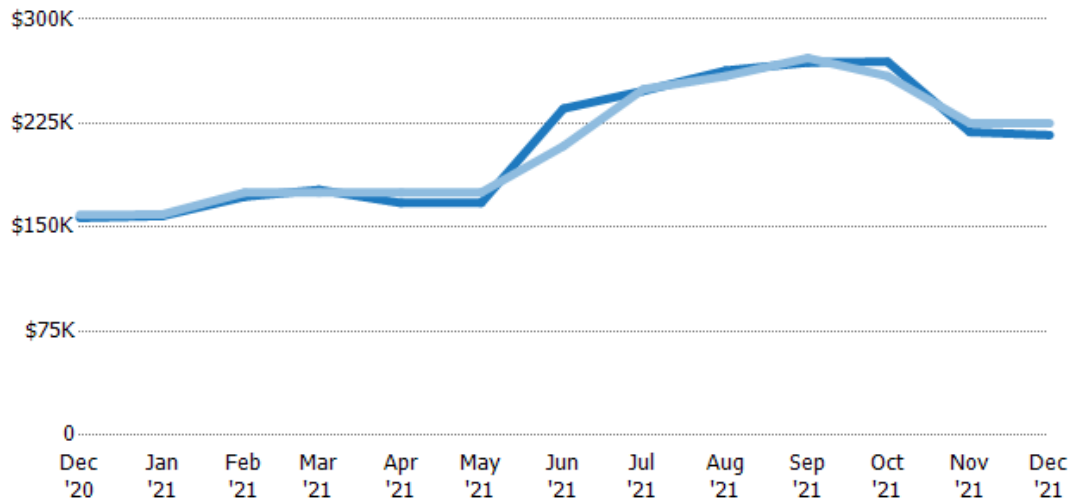
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$177K	\$215K	\$252K	\$243K	\$237K	\$282K	\$314K	\$277K	\$288K	\$304K	\$317K	\$332K	\$276K
Avg Listing Price	\$180K	\$212K	\$246K	\$243K	\$239K	\$293K	\$327K	\$278K	\$292K	\$309K	\$315K	\$332K	\$284K
Avg Listing Price as a % of Avg Est Value	101%	99%	98%	100%	100%	104%	104%	100%	101%	101%	99%	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,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt., Single  
Family



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$157K	\$158K	\$172K	\$177K	\$168K	\$168K	\$236K	\$248K	\$263K	\$269K	\$269K	\$219K	\$216K
Median Listing Price	\$159K	\$159K	\$175K	\$175K	\$175K	\$175K	\$209K	\$250K	\$259K	\$272K	\$259K	\$225K	\$225K
Med Listing Price as a % of Med Est Value	101%	101%	102%	99%	104%	104%	89%	100%	98%	101%	96%	103%	104%

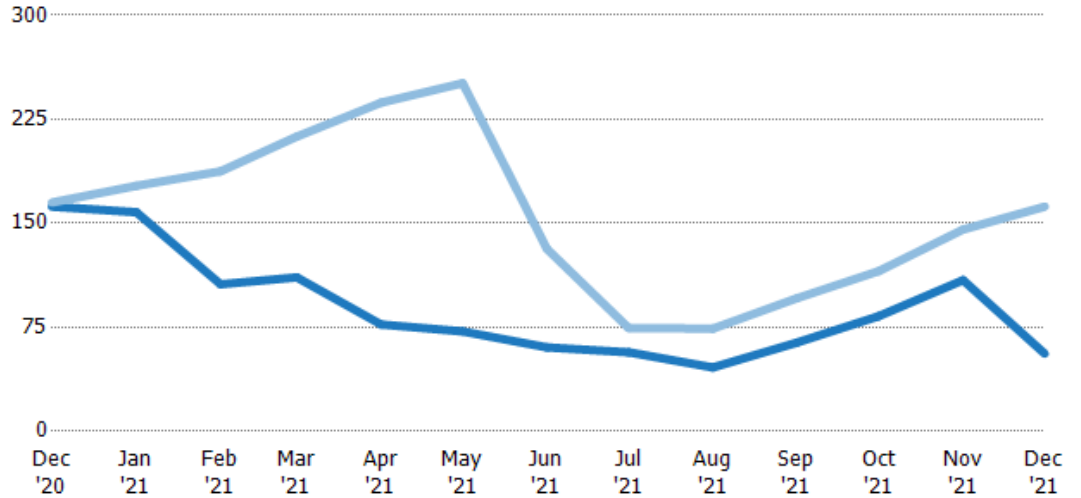
## Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

ZIP: Saint Johnsbury, VT 05819,  
East Saint Johnsbury, VT 05838,  
Saint Johnsbury Center, VT 05863  
Property Type:  
Condo/Townhouse/Apt., Single  
Family

Month/Year	Days	% Chg.
Dec '21	56	-65.4%
Dec '20	162	-1.8%
Dec '19	165	-4.8%



Current Year	162	158	106	111	77	72	60.5	57	46	64	83	109	56
Prior Year	165	177	188	213	237	251	132	74.5	74	96	116	146	162
Percent Change from Prior Year	-2%	-11%	-43%	-48%	-68%	-71%	-54%	-23%	-38%	-33%	-28%	-25%	-65%

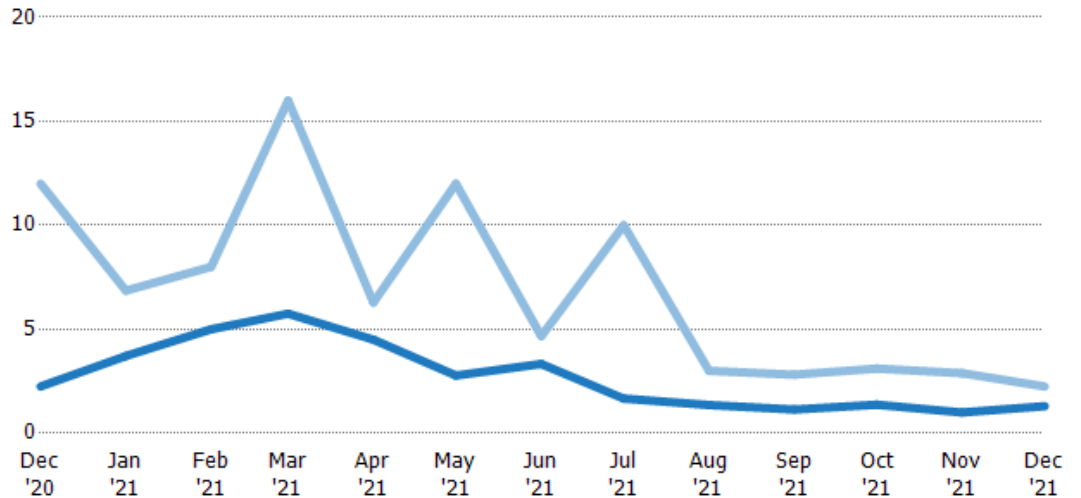
## Months of Inventory

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.
Dec '21	1.3	-42.2%
Dec '20	2.25	-81.3%
Dec '19	12	-55%



Current Year	2.25	3.71	5	5.75	4.5	2.78	3.33	1.67	1.36	1.14	1.38	1	1.3
Prior Year	12	6.86	8	16	6.29	12	4.67	10	3	2.82	3.11	2.89	2.25
Percent Change from Prior Year	-81%	-46%	-38%	-64%	-28%	-77%	-29%	-83%	-55%	-59%	-56%	-65%	-42%

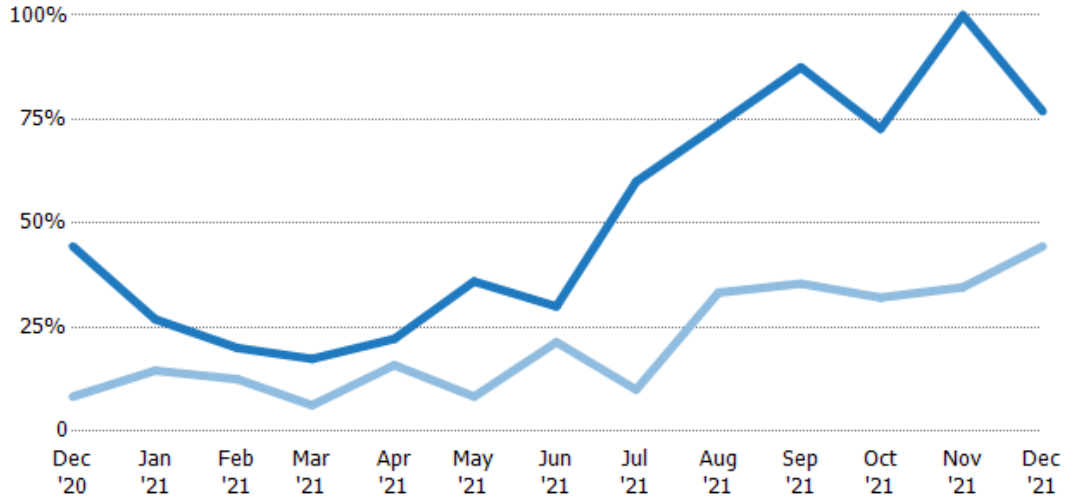
## Absorption Rate

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/ Year	Rate	Chg.
Dec '21	77%	-32.5%
Dec '20	44%	-36.1%
Dec '19	8%	122.2%



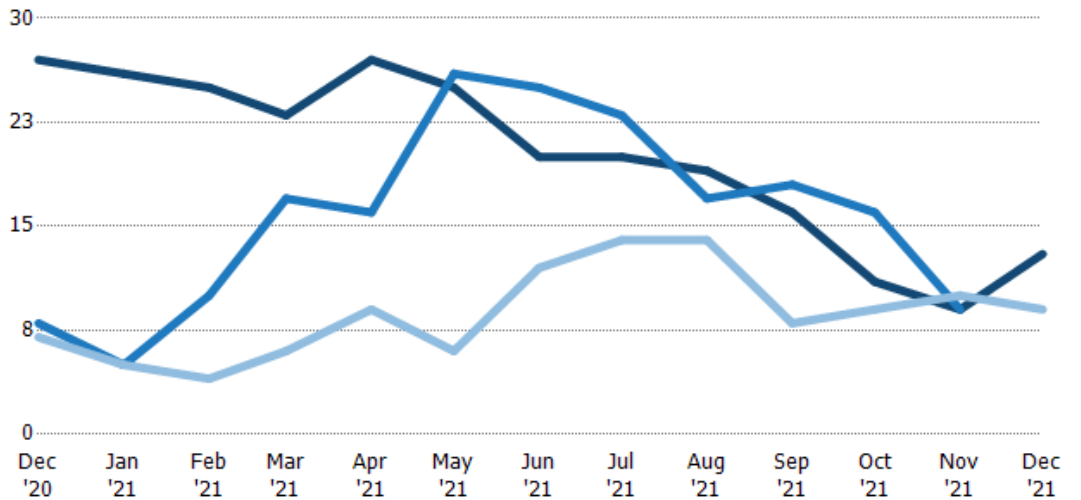
Current Year	44%	27%	20%	17%	22%	36%	30%	60%	74%	88%	73%	100%	77%
Prior Year	8%	15%	13%	6%	16%	8%	21%	10%	33%	35%	32%	35%	44%
Change from Prior Year	-36%	-12%	-8%	-11%	-6%	-28%	-9%	-50%	-40%	-52%	-41%	-65%	-32%

## 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



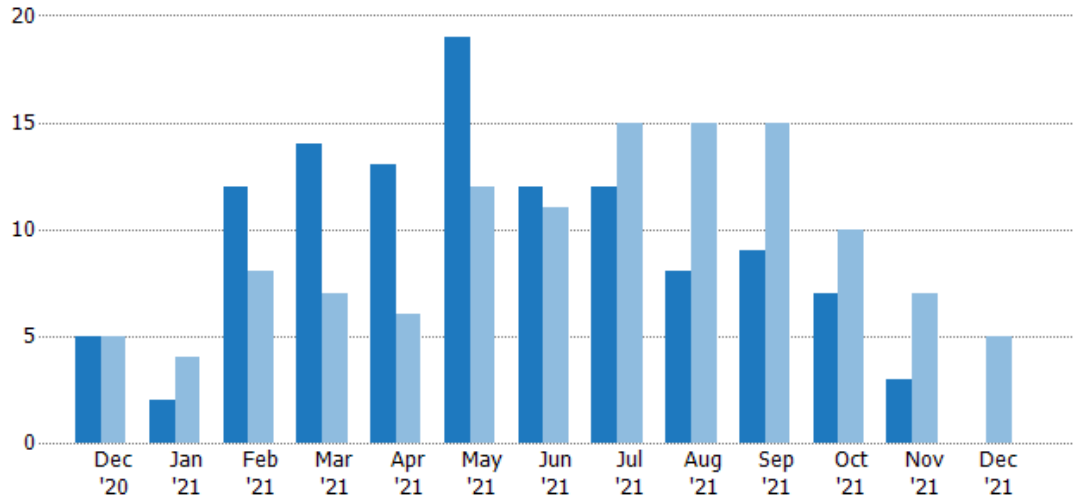
Active	27	26	25	23	27	25	20	20	19	16	11	9	13
Pending	8	5	10	17	16	26	25	23	17	18	16	9	-
Sold	7	5	4	6	9	6	12	14	14	8	9	10	9

## 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



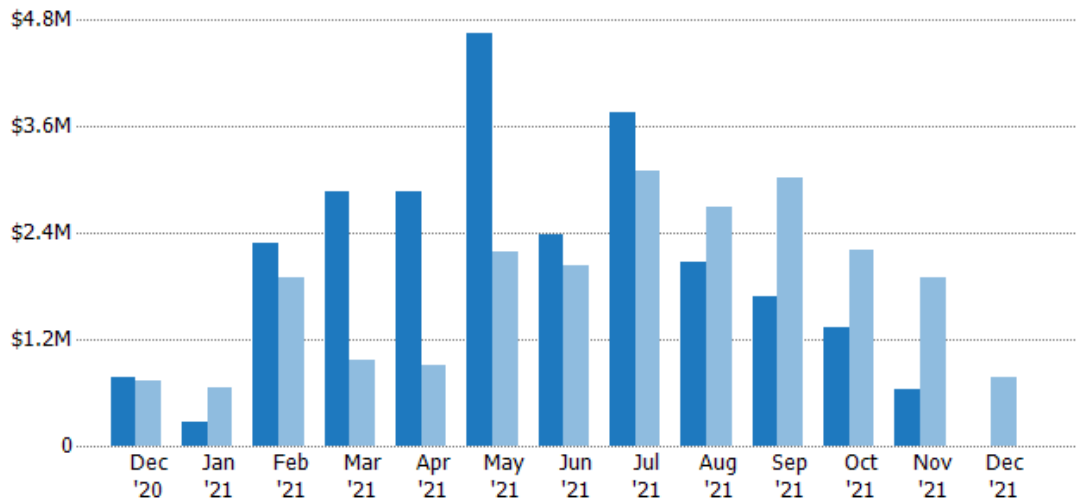
Current Year	5	2	12	14	13	19	12	12	8	9	7	3	-
Prior Year	5	4	8	7	6	12	11	15	15	15	10	7	5
Percent Change from Prior Year	0%	-50%	50%	100%	117%	58%	9%	-20%	-47%	-40%	-30%	-57%	-100%

## 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



Current Year	\$781K	\$269K	\$2.28M	\$2.87M	\$2.87M	\$4.66M	\$2.38M	\$3.75M	\$2.07M	\$1.68M	\$1.34M	\$628K	-
Prior Year	\$727K	\$655K	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M	\$3.1M	\$2.7M	\$3.03M	\$2.2M	\$1.9M	\$781K
Percent Change from Prior Year	7%	-59%	21%	198%	217%	112%	17%	21%	-23%	-45%	-39%	-67%	-100%

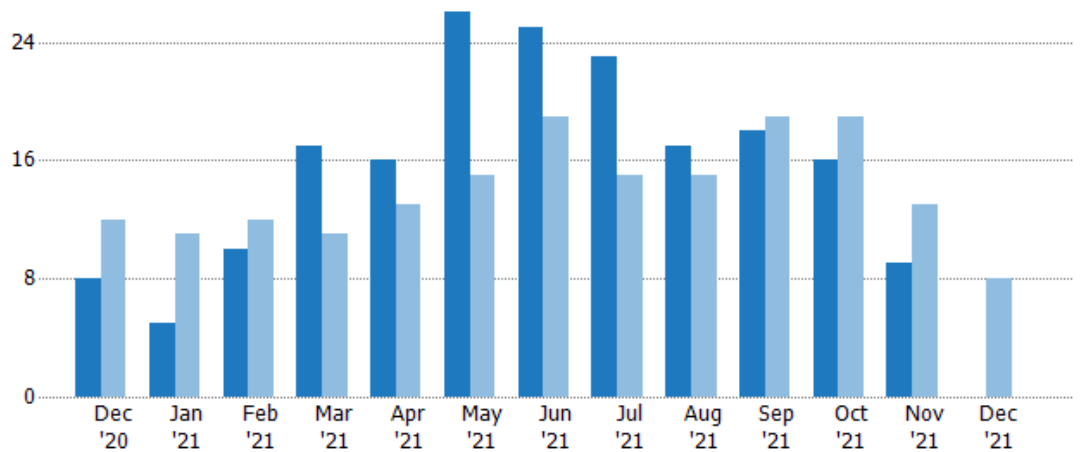


## Pending Sales

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



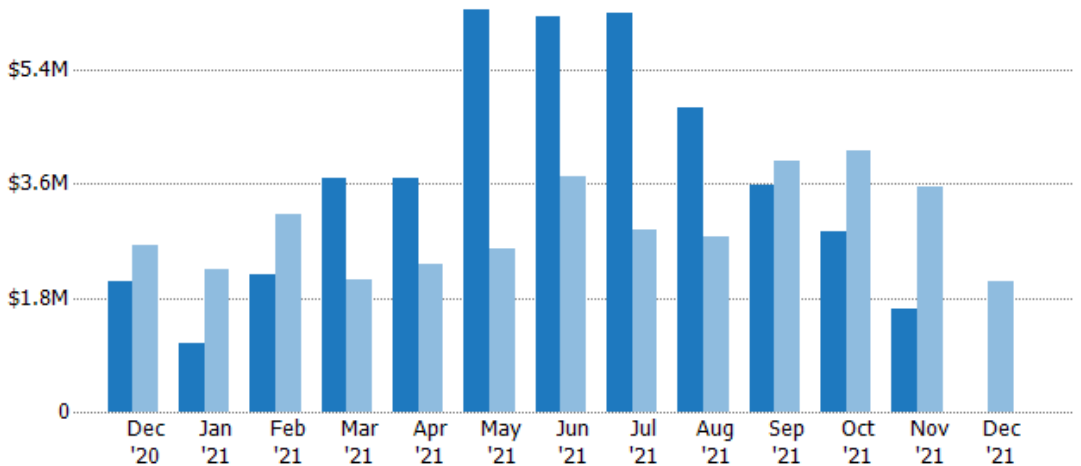
Current Year	8	5	10	17	16	26	25	23	17	18	16	9	-
Prior Year	12	11	12	11	13	15	19	15	15	19	19	13	8
Percent Change from Prior Year	-33%	-55%	-17%	55%	23%	73%	32%	53%	13%	-5%	-16%	-31%	-100%

## 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	\$2.06M	\$1.07M	\$2.17M	\$3.68M	\$3.68M	\$6.36M	\$6.25M	\$6.3M	\$4.8M	\$3.57M	\$2.86M	\$1.61M	-
Prior Year	\$2.63M	\$2.24M	\$3.12M	\$2.1M	\$2.34M	\$2.57M	\$3.71M	\$2.88M	\$2.77M	\$3.95M	\$4.13M	\$3.54M	\$2.06M
Percent Change from Prior Year	-22%	-52%	-31%	75%	58%	147%	68%	119%	73%	-10%	-31%	-54%	-100%

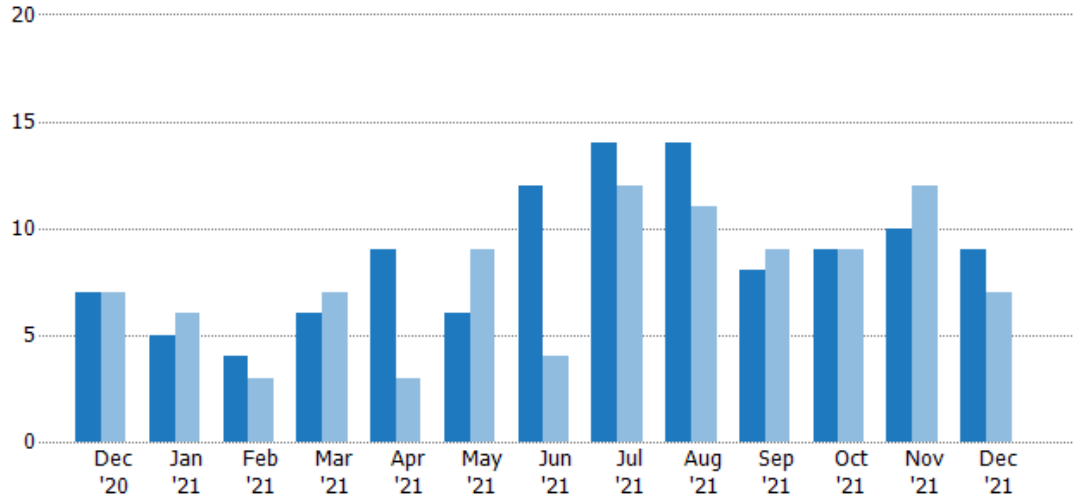
## Closed Sales

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.
Dec '21	9	28.6%
Dec '20	7	0%
Dec '19	7	-42.9%



Current Year	7	5	4	6	9	6	12	14	14	8	9	10	9
Prior Year	7	6	3	7	3	9	4	12	11	9	9	12	7
Percent Change from Prior Year	0%	-17%	33%	-14%	200%	-33%	200%	17%	27%	-11%	0%	-17%	29%

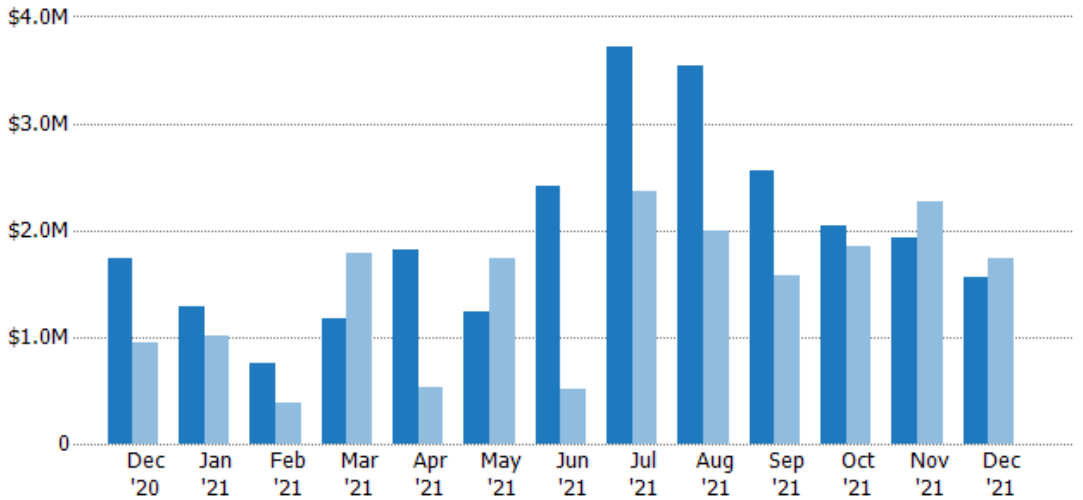
## Closed Sales Volume

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.
Dec '21	\$1.56M	-10.1%
Dec '20	\$1.73M	82.9%
Dec '19	\$946K	-52.2%



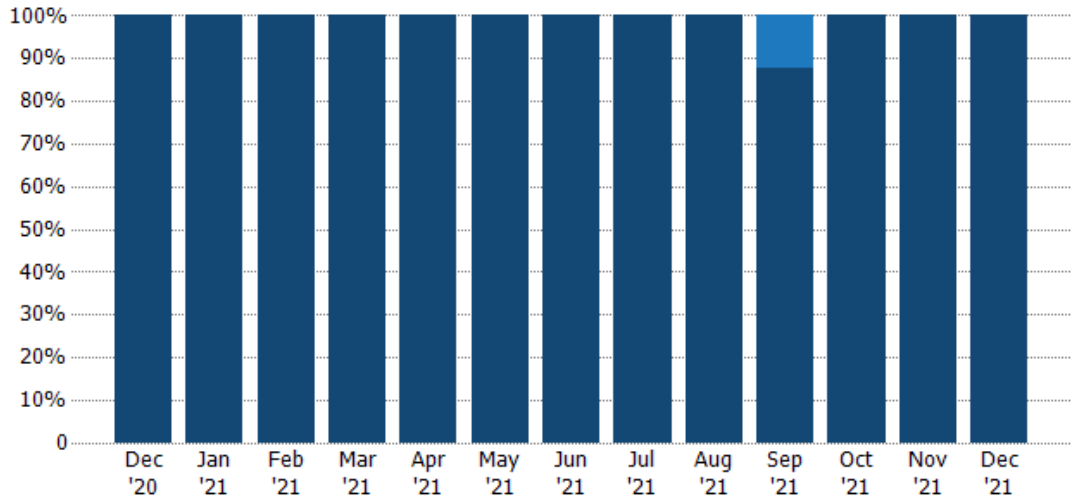
Current Year	\$1.73M	\$1.29M	\$757K	\$1.17M	\$1.81M	\$1.24M	\$2.41M	\$3.71M	\$3.54M	\$2.55M	\$2.04M	\$1.93M	\$1.56M
Prior Year	\$946K	\$1.01M	\$391K	\$1.78M	\$536K	\$1.74M	\$512K	\$2.37M	\$1.99M	\$1.58M	\$1.86M	\$2.27M	\$1.73M
Percent Change from Prior Year	83%	28%	94%	-34%	238%	-28%	371%	57%	78%	62%	10%	-15%	-10%

## 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



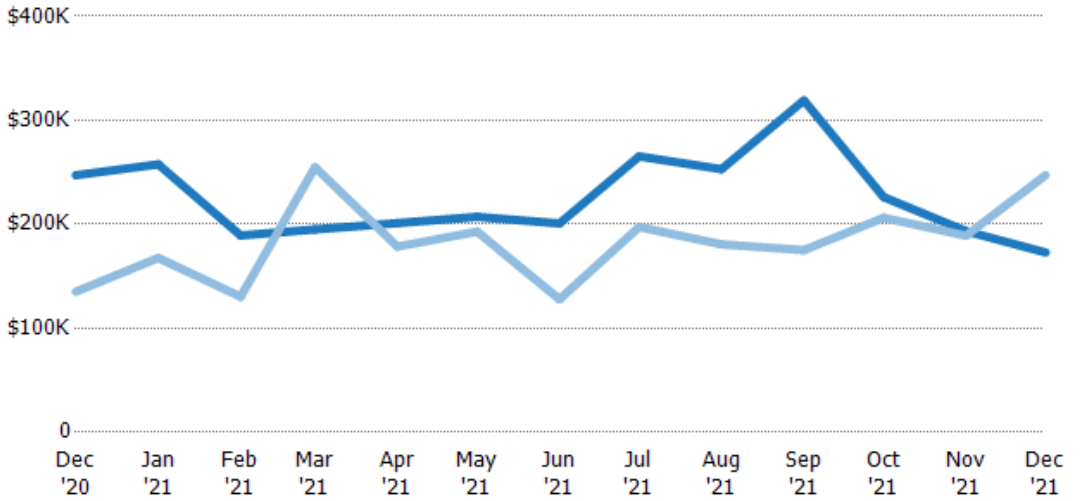
Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Condo/Townhouse	-	-	-	-	-	-	-	-	-	13%	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	88%	100%	100%	100%

## 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



Month/Year	Price	% Chg.
Dec '21	\$173K	-30.1%
Dec '20	\$247K	82.9%
Dec '19	\$135K	-16.4%

Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$247K	\$258K	\$189K	\$195K	\$201K	\$207K	\$201K	\$265K	\$253K	\$319K	\$226K	\$193K	\$173K
Prior Year	\$135K	\$168K	\$130K	\$255K	\$179K	\$193K	\$128K	\$197K	\$181K	\$175K	\$206K	\$189K	\$247K
Percent Change from Prior Year	83%	54%	45%	-23%	13%	7%	57%	34%	40%	82%	10%	2%	-30%

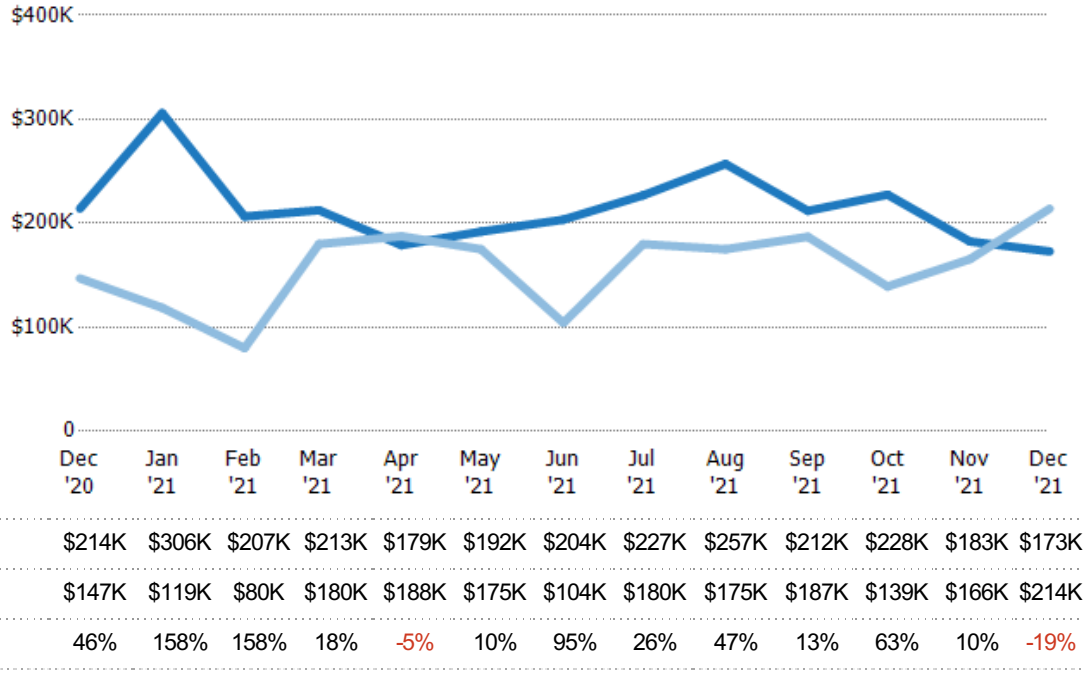
## Median Sales Price

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.
Dec '21	\$173K	-19.2%
Dec '20	\$214K	45.6%
Dec '19	\$147K	-29.3%

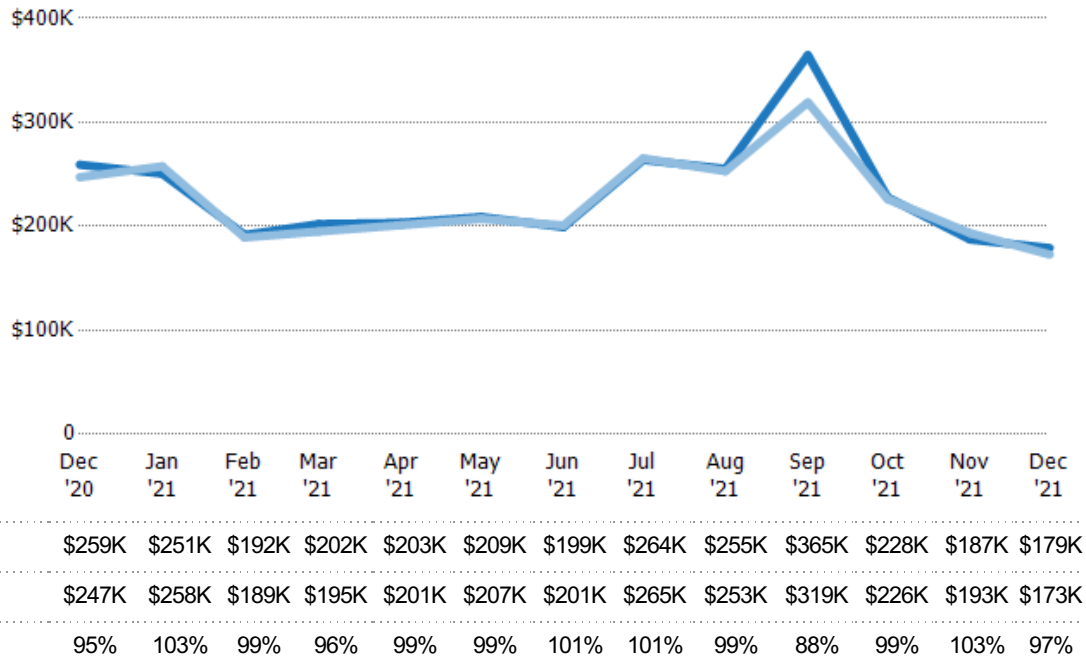


## Average Sales Price vs Average Listing Price

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

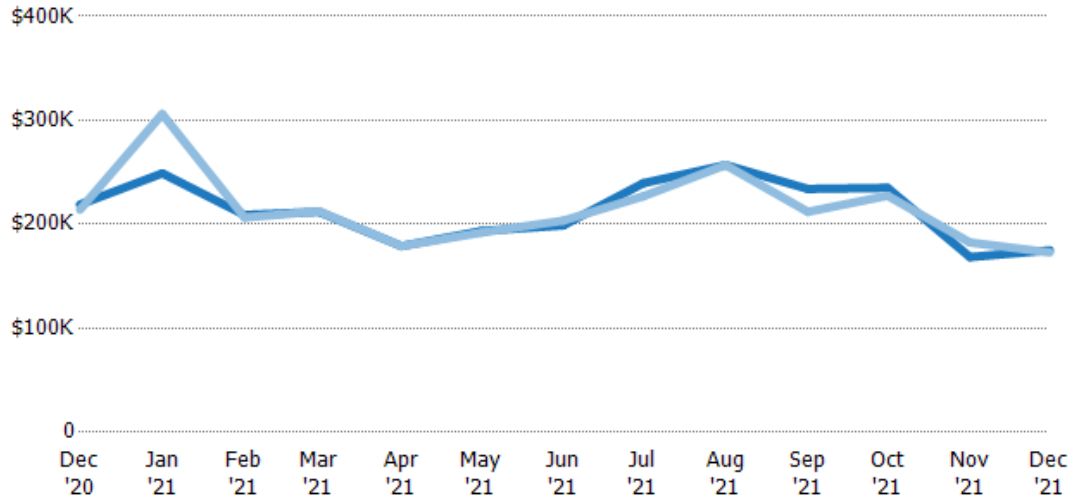


## Median Sales Price vs Median Listing Price

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



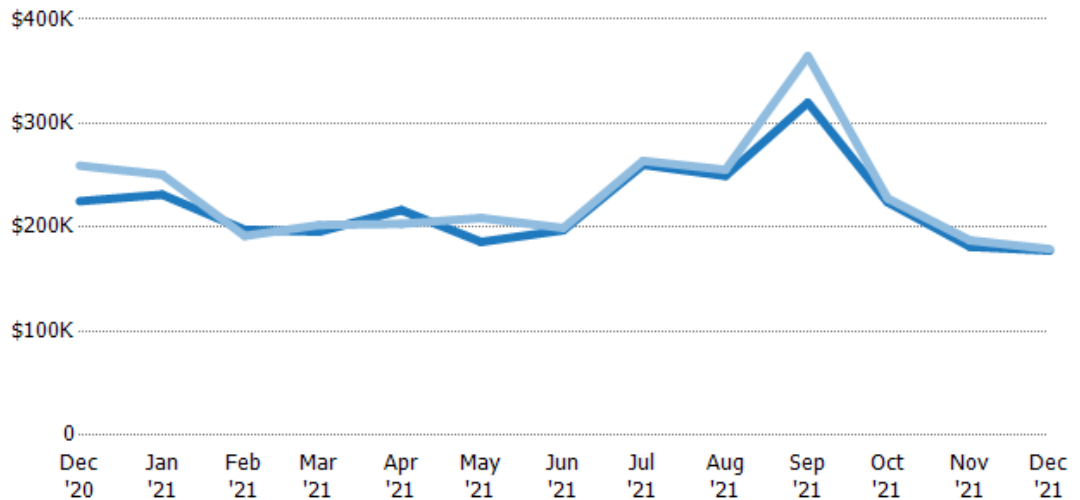
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$219K	\$249K	\$209K	\$212K	\$179K	\$194K	\$199K	\$240K	\$257K	\$234K	\$235K	\$169K	\$175K
Median Sales Price	\$214K	\$306K	\$207K	\$213K	\$179K	\$192K	\$204K	\$227K	\$257K	\$212K	\$228K	\$183K	\$173K
Med Sales Price as a % of Med List Price	98%	123%	99%	100%	100%	99%	102%	95%	100%	91%	97%	108%	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



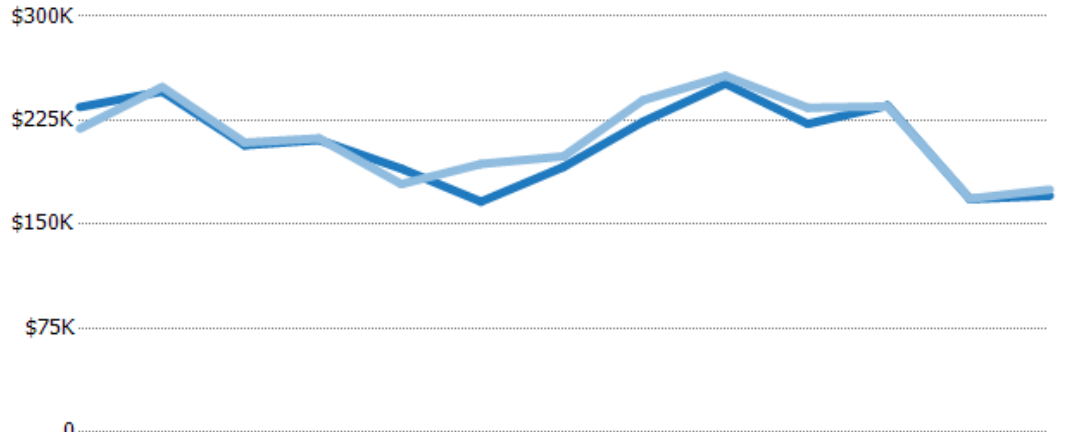
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$225K	\$231K	\$198K	\$196K	\$216K	\$186K	\$197K	\$260K	\$249K	\$320K	\$224K	\$181K	\$178K
Avg Sales Price	\$259K	\$251K	\$192K	\$202K	\$203K	\$209K	\$199K	\$264K	\$255K	\$365K	\$228K	\$187K	\$179K
Avg Sales Price as a % of Avg Est Value	115%	108%	97%	103%	94%	112%	101%	101%	102%	114%	102%	103%	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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$235K	\$246K	\$207K	\$211K	\$190K	\$166K	\$191K	\$224K	\$251K	\$222K	\$236K	\$168K	\$171K
Median Sales Price	\$219K	\$249K	\$209K	\$212K	\$179K	\$194K	\$199K	\$240K	\$257K	\$234K	\$235K	\$169K	\$175K
Med Sales Price as a % of Med Est Value	93%	101%	101%	101%	94%	116%	104%	107%	102%	105%	100%	100%	103%