

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	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	4	+175%	117	92	+27.2%
New Listing Volume	\$2,939,750	\$1,394,900	+110.7%	\$28,932,500	\$17,455,822	+65.7%
Active Listing Count	15	24	-37.5%	N/A	N/A	
Active Listing Volume	\$3,848,350	\$5,030,900	-23.5%	N/A	N/A	
Average Listing Price	\$256,557	\$209,621	+22.4%	\$272,627	\$200,715	+35.8%
Median Listing Price	\$182,000	\$159,250	+14.3%	\$204,857	\$145,042	+41.2%
Median Days in RPR	21	158	-86.7%	82.36	140.63	-41.4%
Months of Inventory	1.7	4	-58.3%	3.8	4.8	-21.9%
Absorption Rate	60%	25%	+35%	26.67%	20.83%	+5.8%
Sales Activity Charts Metrics						
New Pending Sales Count	3	2	+50%	114	114	+/-
New Pending Sales Volume	\$473,900	\$268,900	+76.2%	\$25,295,450	\$21,302,622	+18.7%
Pending Sales Count	5	5	+/-	N/A	N/A	
Pending Sales Volume	\$897,900	\$1,073,800	-16.4%	N/A	N/A	
Closed Sales Count	-	4	-	103	91	+13.2%
Closed Sales Volume	-	\$898,000	-	\$23,259,471	\$17,270,110	+34.7%
Average Sales Price	-	\$224,500	-	\$225,820	\$189,781	+19%
Median Sales Price	-	\$245,500	-	\$212,844	\$161,322	+31.9%

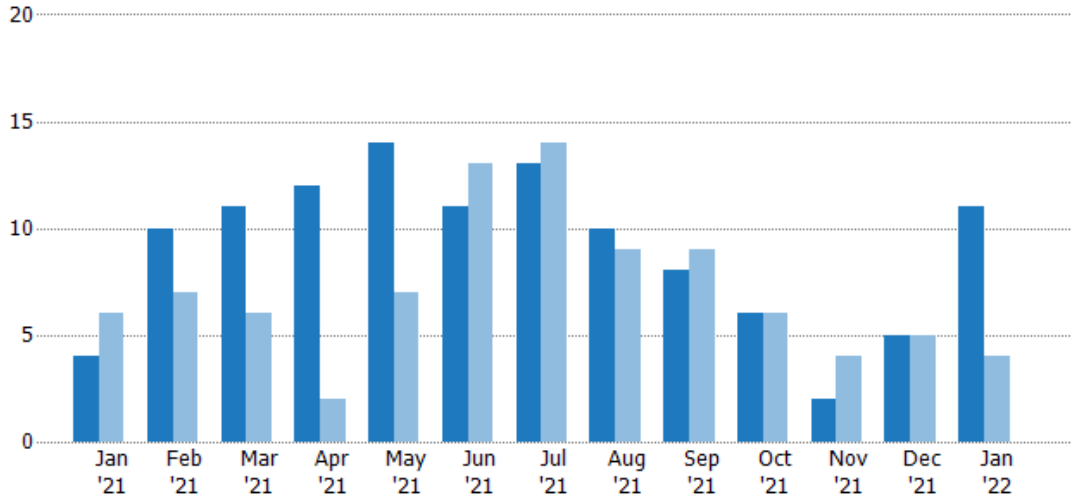
New Listings

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.
Jan '22	11	175%
Jan '21	4	-33.3%
Jan '20	6	0%



Current Year	4	10	11	12	14	11	13	10	8	6	2	5	11
Prior Year	6	7	6	2	7	13	14	9	9	6	4	5	4
Percent Change from Prior Year	-33%	43%	83%	500%	100%	-15%	-7%	11%	-11%	0%	-50%	0%	175%

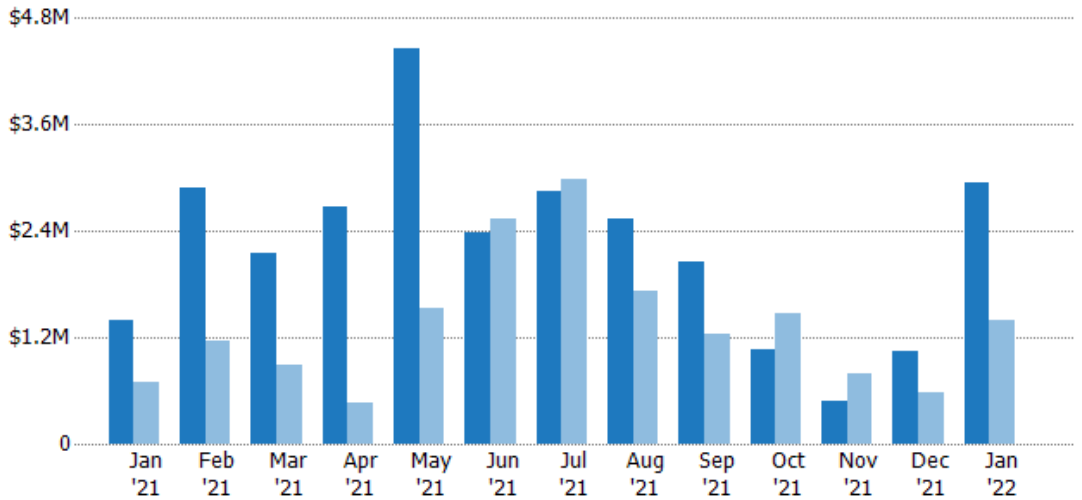
New Listing Volume

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.
Jan '22	\$2.94M	110.7%
Jan '21	\$1.39M	99.5%
Jan '20	\$699K	21.7%



Current Year	\$1.39M	\$2.89M	\$2.15M	\$2.68M	\$4.47M	\$2.39M	\$2.85M	\$2.54M	\$2.05M	\$1.06M	\$475K	\$1.05M	\$2.94M
Prior Year	\$699K	\$1.15M	\$886K	\$460K	\$1.52M	\$2.54M	\$2.99M	\$1.72M	\$1.24M	\$1.46M	\$798K	\$583K	\$1.39M
Percent Change from Prior Year	99%	150%	143%	483%	193%	-6%	-5%	48%	65%	-27%	-40%	80%	111%

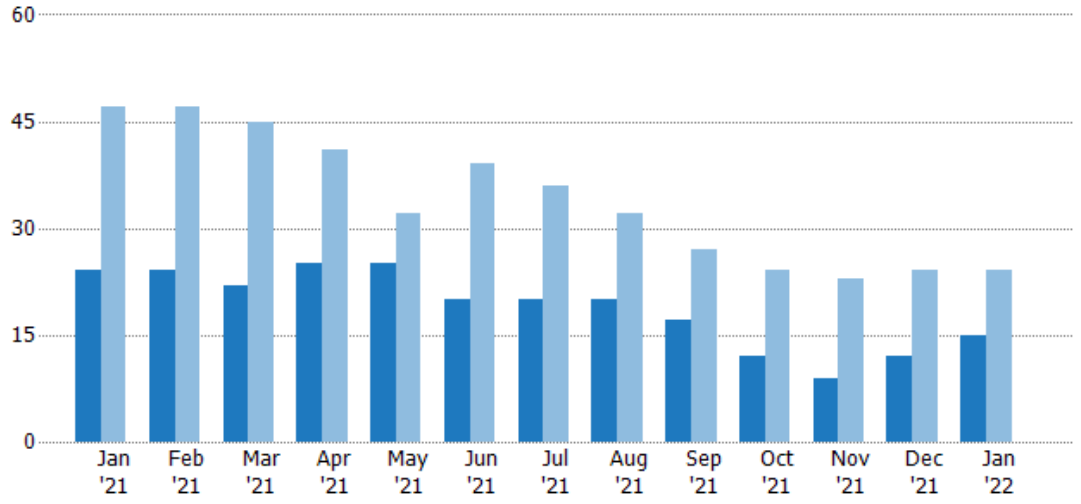
Active Listings

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.
Jan '22	15	-37.5%
Jan '21	24	-48.9%
Jan '20	47	17%



Current Year	24	24	22	25	25	20	20	20	17	12	9	12	15
Prior Year	47	47	45	41	32	39	36	32	27	24	23	24	24
Percent Change from Prior Year	-49%	-49%	-51%	-39%	-22%	-49%	-44%	-38%	-37%	-50%	-61%	-50%	-38%

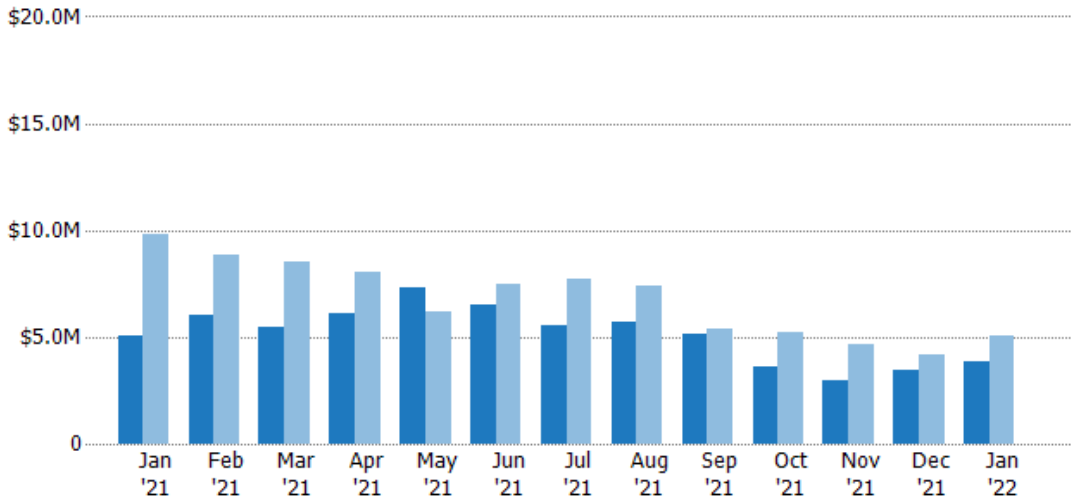
Active Listing Volume

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.
Jan '22	\$3.85M	-23.5%
Jan '21	\$5.03M	-48.7%
Jan '20	\$9.8M	6.4%



Current Year	\$5.03M	\$6.01M	\$5.45M	\$6.1M	\$7.32M	\$6.54M	\$5.56M	\$5.72M	\$5.12M	\$3.65M	\$2.97M	\$3.47M	\$3.85M
Prior Year	\$9.8M	\$8.85M	\$8.54M	\$8.05M	\$6.2M	\$7.46M	\$7.74M	\$7.4M	\$5.4M	\$5.22M	\$4.63M	\$4.19M	\$5.03M
Percent Change from Prior Year	-49%	-32%	-36%	-24%	18%	-12%	-28%	-23%	-5%	-30%	-36%	-17%	-24%

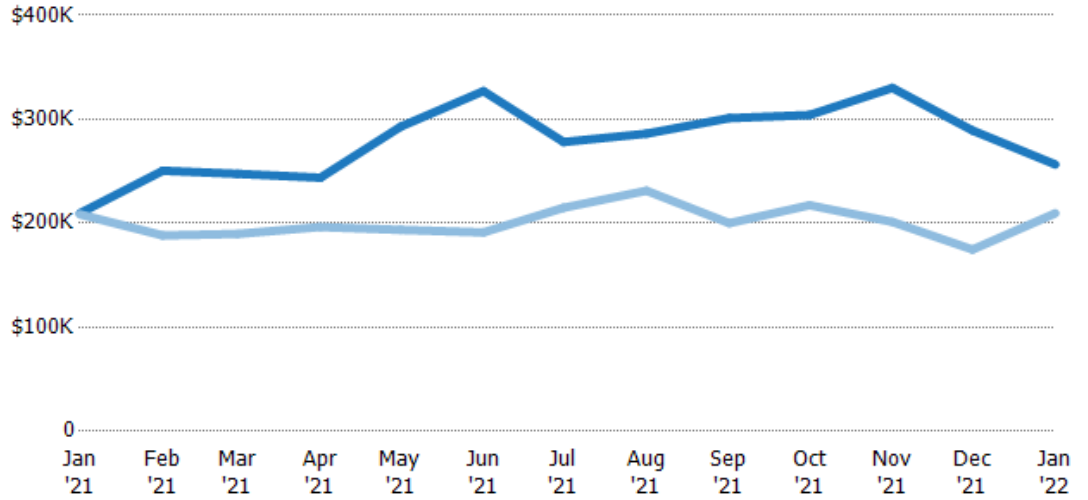
Average Listing Price

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.
Jan '22	\$257K	22.4%
Jan '21	\$210K	0.5%
Jan '20	\$209K	-9.1%



Current Year	\$210K	\$251K	\$248K	\$244K	\$293K	\$327K	\$278K	\$286K	\$301K	\$304K	\$330K	\$289K	\$257K
Prior Year	\$209K	\$188K	\$190K	\$196K	\$194K	\$191K	\$215K	\$231K	\$200K	\$217K	\$201K	\$175K	\$210K
Percent Change from Prior Year	0%	33%	30%	24%	51%	71%	29%	24%	50%	40%	64%	66%	22%

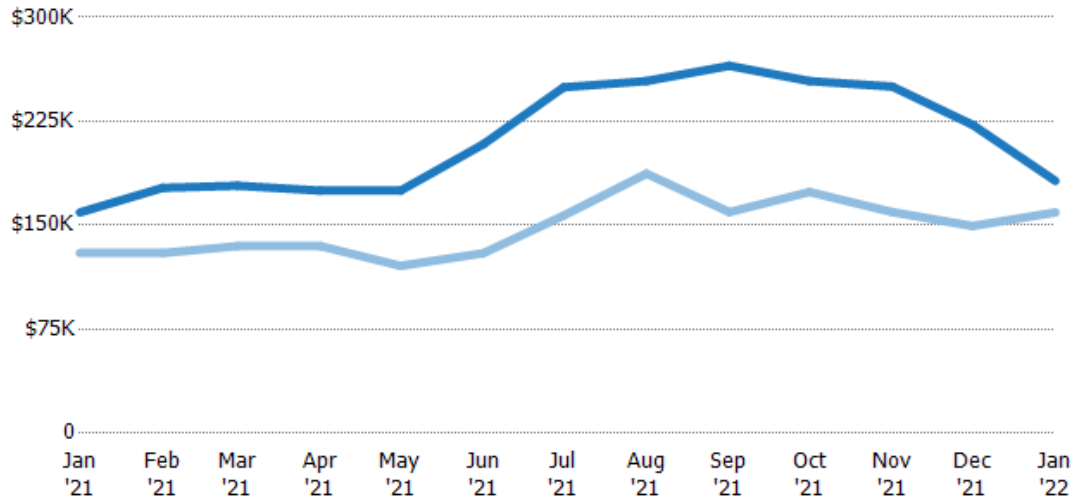
Median Listing Price

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.
Jan '22	\$182K	14.3%
Jan '21	\$159K	22.5%
Jan '20	\$130K	15.4%



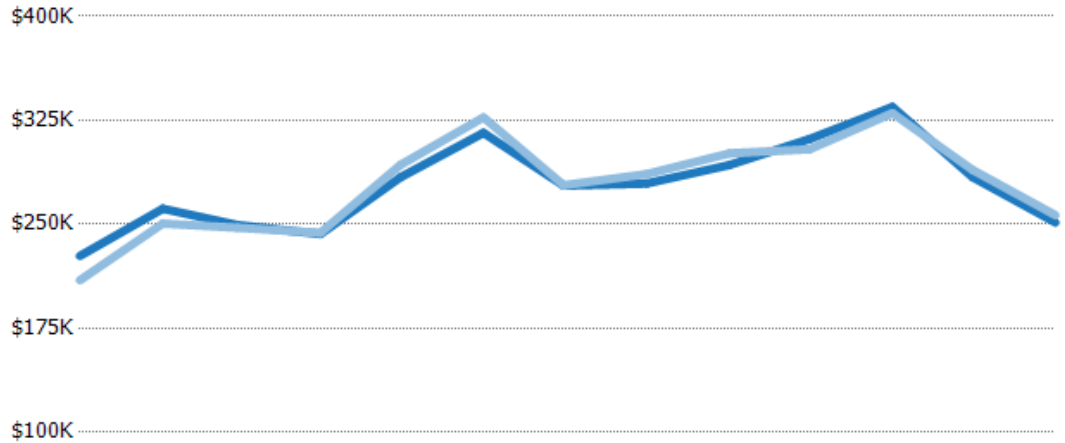
Current Year	\$159K	\$177K	\$179K	\$175K	\$175K	\$209K	\$250K	\$254K	\$265K	\$254K	\$250K	\$223K	\$182K
Prior Year	\$130K	\$130K	\$135K	\$135K	\$121K	\$130K	\$157K	\$187K	\$160K	\$174K	\$160K	\$150K	\$159K
Percent Change from Prior Year	23%	36%	32%	30%	45%	61%	59%	36%	66%	46%	57%	49%	14%

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



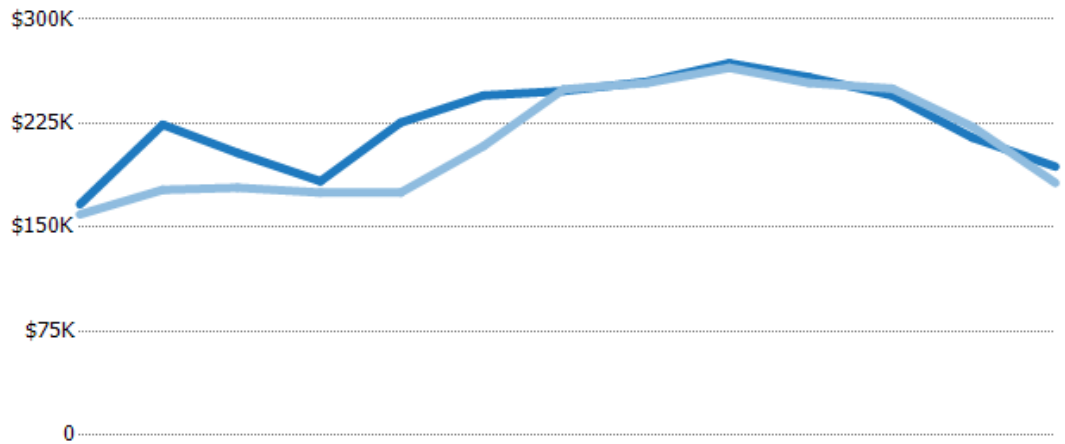
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$227K	\$261K	\$249K	\$243K	\$284K	\$316K	\$278K	\$279K	\$293K	\$311K	\$335K	\$284K	\$251K
Avg Listing Price	\$210K	\$251K	\$248K	\$244K	\$293K	\$327K	\$278K	\$286K	\$301K	\$304K	\$330K	\$289K	\$257K
Avg Listing Price as a % of Avg Est Value	92%	96%	99%	100%	103%	104%	100%	102%	103%	98%	99%	102%	102%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$167K	\$224K	\$204K	\$183K	\$226K	\$245K	\$248K	\$255K	\$268K	\$258K	\$245K	\$215K	\$194K
Median Listing Price	\$159K	\$177K	\$179K	\$175K	\$175K	\$209K	\$250K	\$254K	\$265K	\$254K	\$250K	\$223K	\$182K
Med Listing Price as a % of Med Est Value	96%	79%	88%	96%	78%	85%	100%	100%	99%	98%	102%	104%	94%

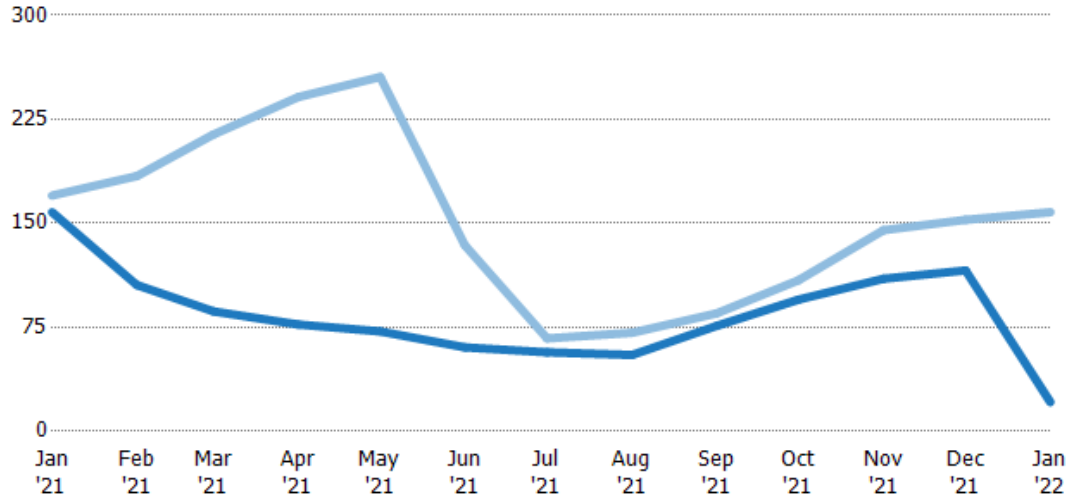
Median Days in RPR

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.
Jan '22	21	-86.7%
Jan '21	158	-7.1%
Jan '20	170	2.4%



Current Year	158	106	86.5	77	72	60.5	57	55	76	95	110	116	21
Prior Year	170	184	214	241	256	134	67	71	85	109	145	153	158
Percent Change from Prior Year	-7%	-43%	-60%	-68%	-72%	-55%	-15%	-23%	-11%	-13%	-24%	-24%	-87%

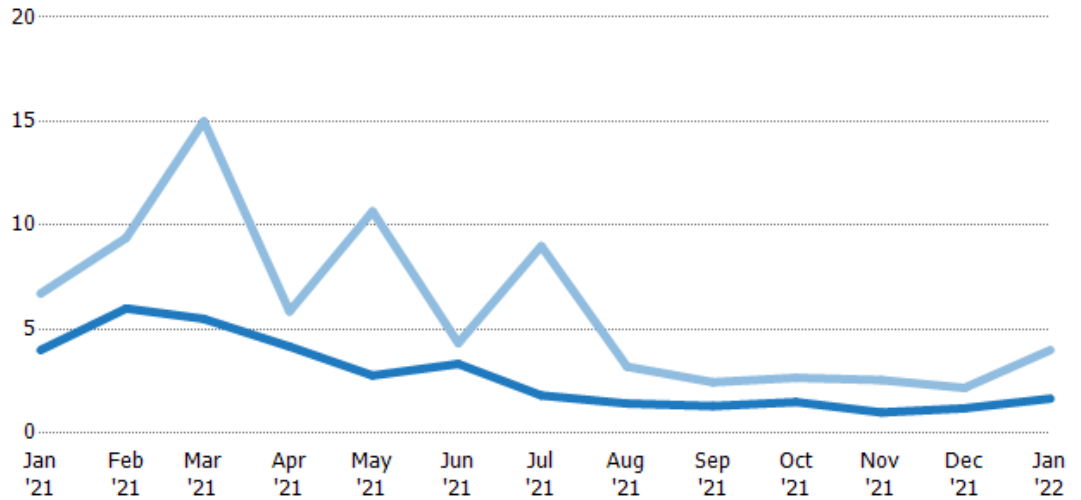
Months of Inventory

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.
Jan '22	1.67	-58.3%
Jan '21	4	-40.4%
Jan '20	6.71	104.8%



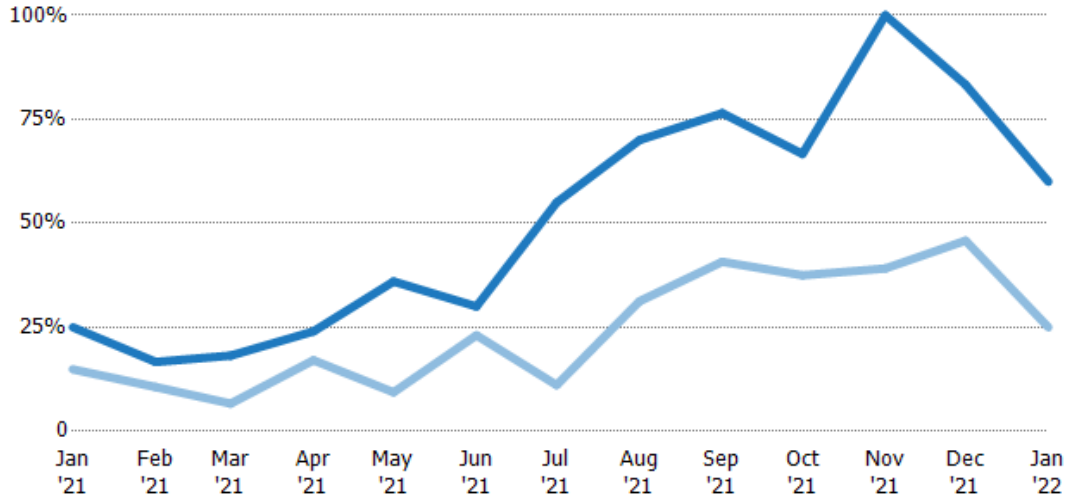
Current Year	4	6	5.5	4.17	2.78	3.33	1.82	1.43	1.31	1.5	1	1.2	1.67
Prior Year	6.71	9.4	15	5.86	10.7	4.33	9	3.2	2.45	2.67	2.56	2.18	4
Percent Change from Prior Year	-40%	-36%	-63%	-29%	-74%	-23%	-80%	-55%	-47%	-44%	-61%	-45%	-58%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



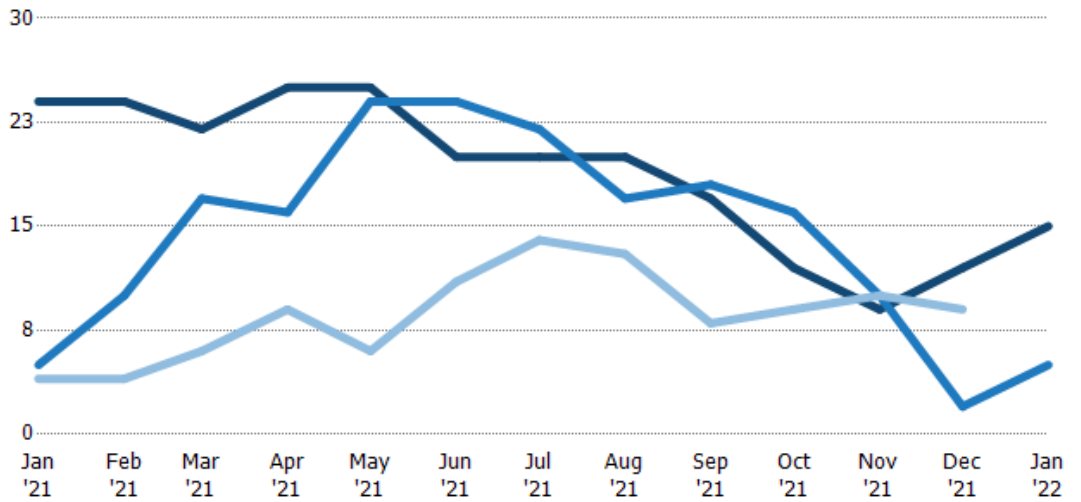
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	25%	17%	18%	24%	36%	30%	55%	70%	76%	67%	100%	83%	60%
Prior Year	15%	11%	7%	17%	9%	23%	11%	31%	41%	38%	39%	46%	25%
Change from Prior Year	-10%	-6%	-12%	-7%	-27%	-7%	-44%	-39%	-36%	-29%	-61%	-38%	-35%

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Active	24	24	22	25	25	20	20	20	17	12	9	12	15
Pending	5	10	17	16	24	24	22	17	18	16	10	2	5
Sold	4	4	6	9	6	11	14	13	8	9	10	9	-

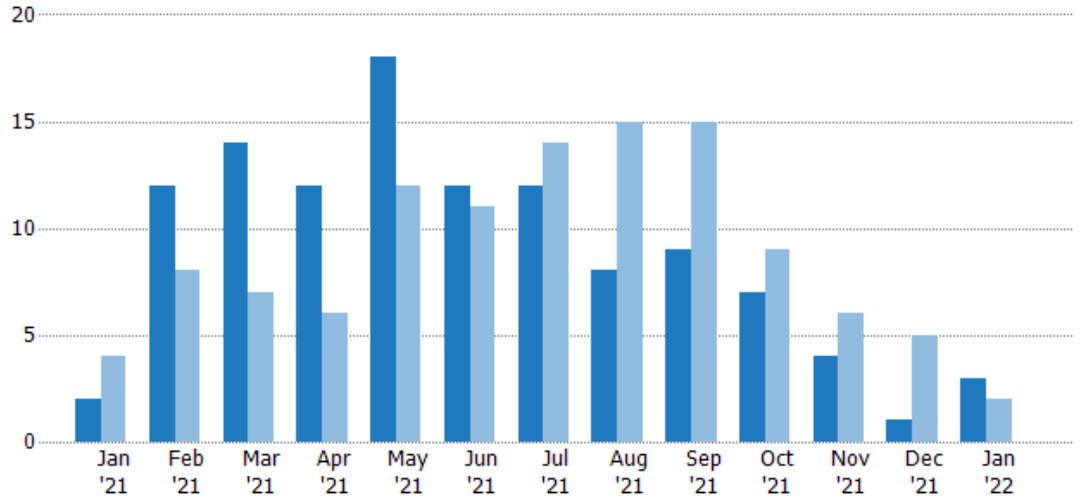
New Pending Sales

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

Month/Year	Count	% Chg.
Jan '22	3	50%
Jan '21	2	-50%
Jan '20	4	25%



Current Year	2	12	14	12	18	12	12	8	9	7	4	1	3
Prior Year	4	8	7	6	12	11	14	15	15	9	6	5	2
Percent Change from Prior Year	-50%	50%	100%	100%	50%	9%	-14%	-47%	-40%	-22%	-33%	-80%	50%

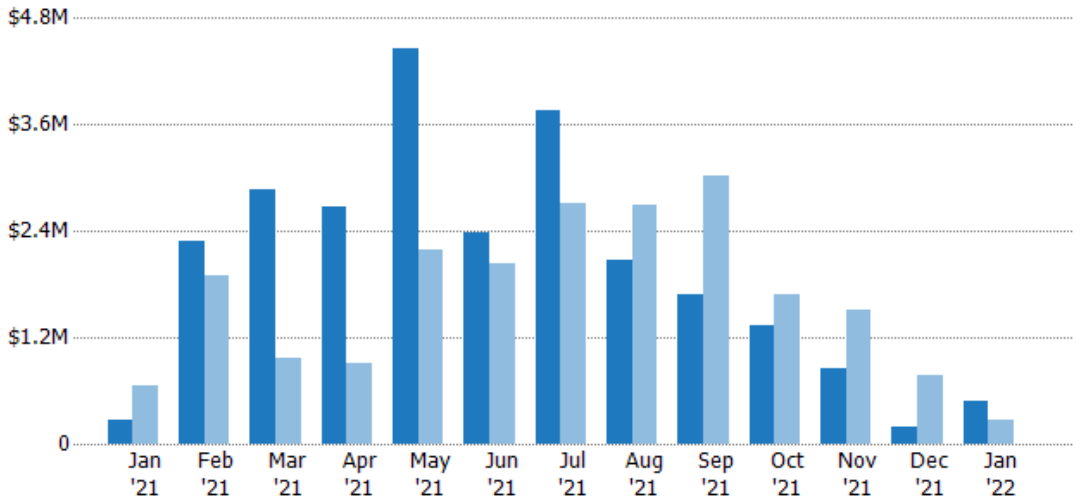
New Pending Sales Volume

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.
Jan '22	\$474K	76.2%
Jan '21	\$269K	-58.9%
Jan '20	\$655K	31.6%



Current Year	\$269K	\$2.28M	\$2.87M	\$2.67M	\$4.46M	\$2.38M	\$3.75M	\$2.07M	\$1.68M	\$1.34M	\$853K	\$199K	\$474K
Prior Year	\$655K	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M	\$2.7M	\$2.7M	\$3.03M	\$1.68M	\$1.5M	\$781K	\$269K
Percent Change from Prior Year	-59%	21%	198%	195%	103%	17%	39%	-23%	-45%	-20%	-43%	-75%	76%

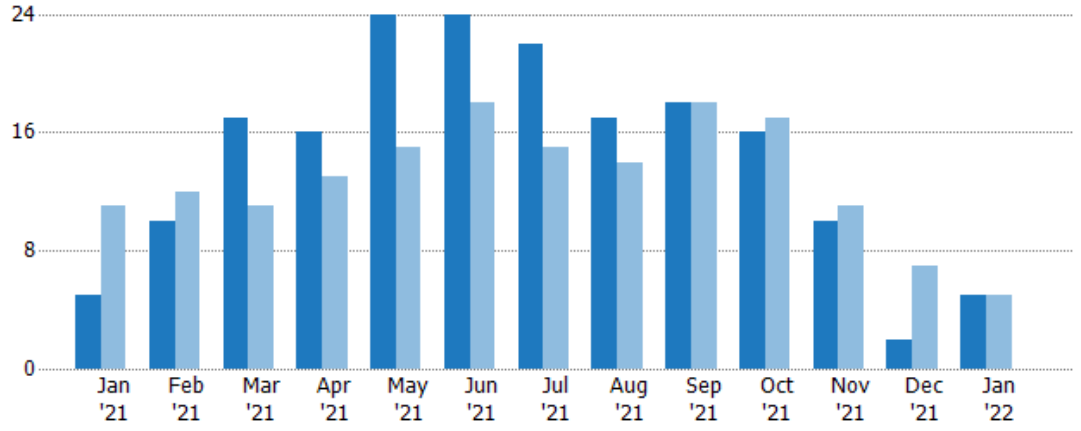
Pending Sales

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.
Jan '22	5	0%
Jan '21	5	-54.5%
Jan '20	11	-54.5%



Current Year	5	10	17	16	24	24	22	17	18	16	10	2	5
Prior Year	11	12	11	13	15	18	15	14	18	17	11	7	5
Percent Change from Prior Year	-55%	-17%	55%	23%	60%	33%	47%	21%	0%	-6%	-9%	-71%	0%

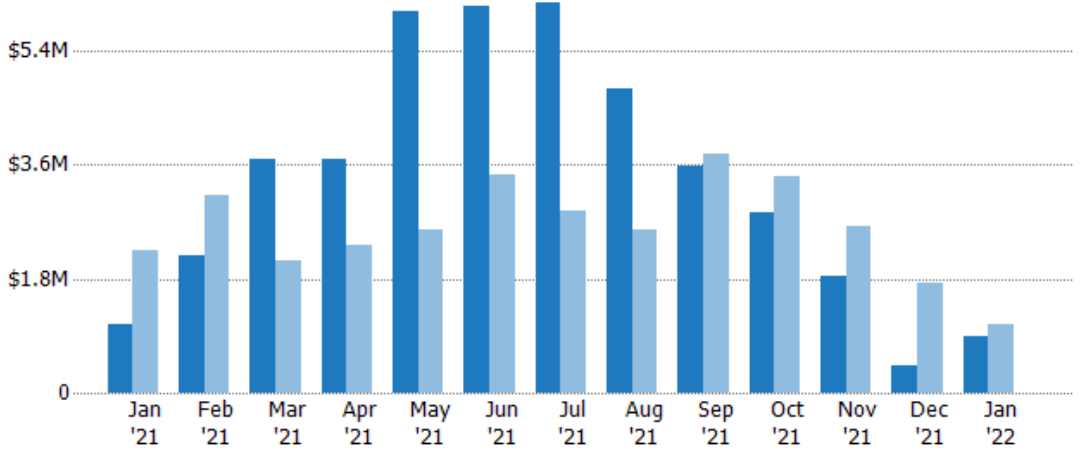
Pending Sales Volume

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.
Jan '22	\$898K	-16.4%
Jan '21	\$1.07M	-52.2%
Jan '20	\$2.24M	-63.5%



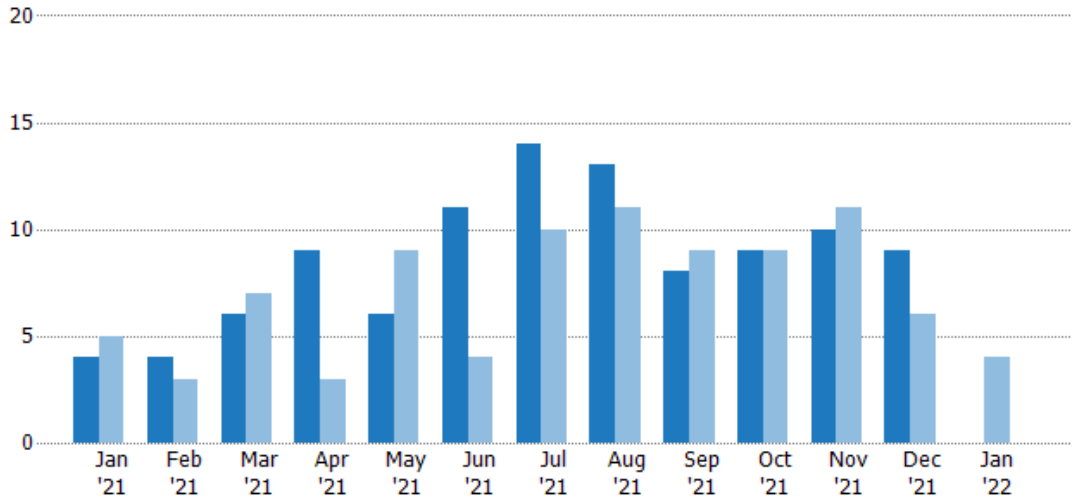
Current Year	\$1.07M	\$2.17M	\$3.68M	\$3.68M	\$6.01M	\$6.1M	\$6.16M	\$4.8M	\$3.57M	\$2.86M	\$1.84M	\$424K	\$898K
Prior Year	\$2.24M	\$3.12M	\$2.1M	\$2.34M	\$2.57M	\$3.44M	\$2.88M	\$2.58M	\$3.76M	\$3.42M	\$2.62M	\$1.73M	\$1.07M
Percent Change from Prior Year	-52%	-31%	75%	58%	134%	77%	114%	86%	-5%	-16%	-30%	-76%	-16%

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



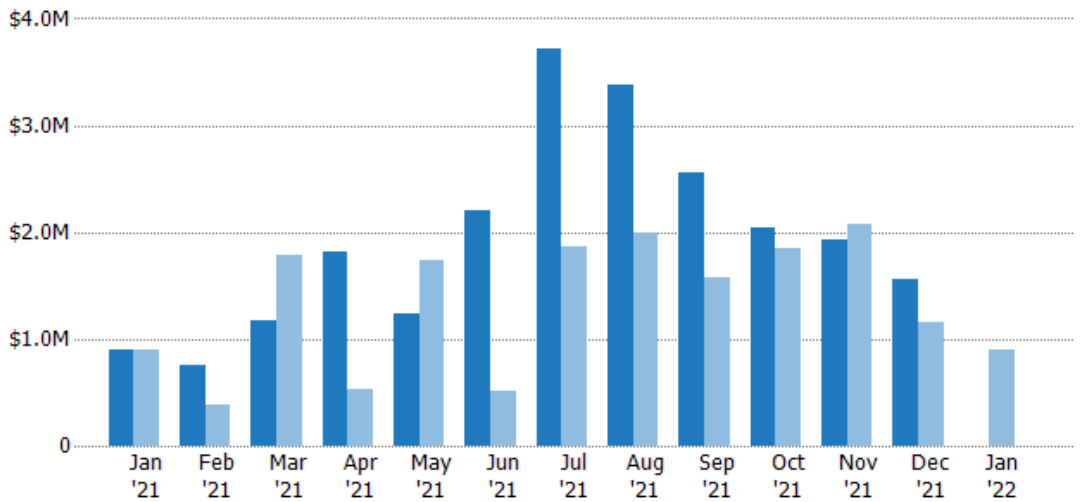
Current Year	4	4	6	9	6	11	14	13	8	9	10	9	-
Prior Year	5	3	7	3	9	4	10	11	9	9	11	6	4
Percent Change from Prior Year	-20%	33%	-14%	200%	-33%	175%	40%	18%	-11%	0%	-9%	50%	-100%

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



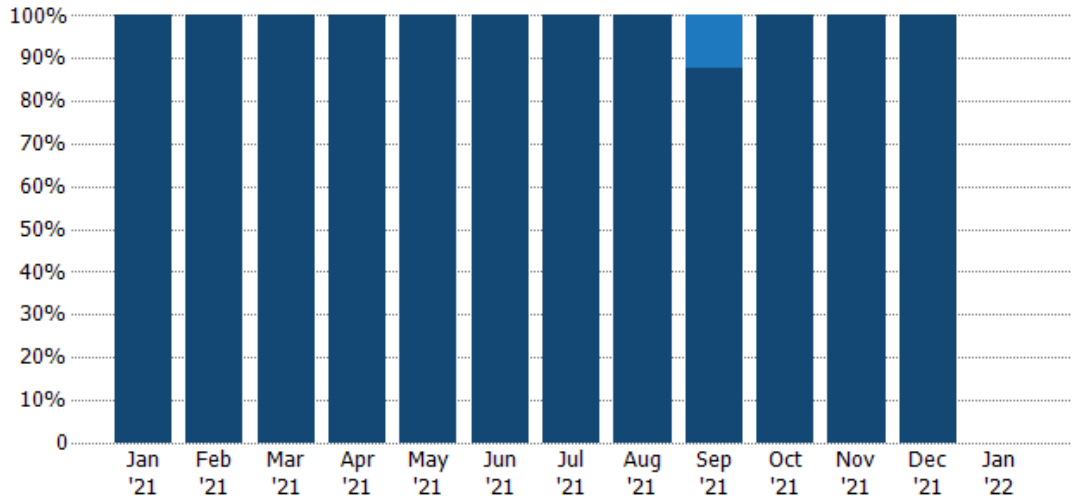
Current Year	\$898K	\$757K	\$1.17M	\$1.81M	\$1.24M	\$2.2M	\$3.71M	\$3.39M	\$2.55M	\$2.04M	\$1.93M	\$1.56M	-
Prior Year	\$891K	\$391K	\$1.78M	\$536K	\$1.74M	\$512K	\$1.87M	\$1.99M	\$1.58M	\$1.86M	\$2.08M	\$1.15M	\$898K
Percent Change from Prior Year	1%	94%	-34%	238%	-28%	331%	99%	70%	62%	10%	-7%	35%	-100%

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



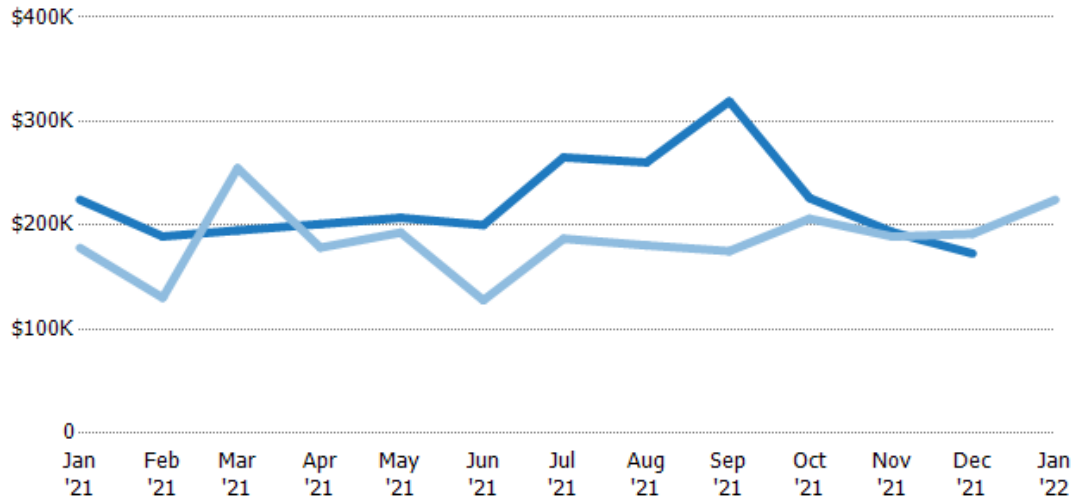
Property Type	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Condo/Townhouse	-	-	-	-	-	-	-	-	13%	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	88%	100%	100%	100%	-

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



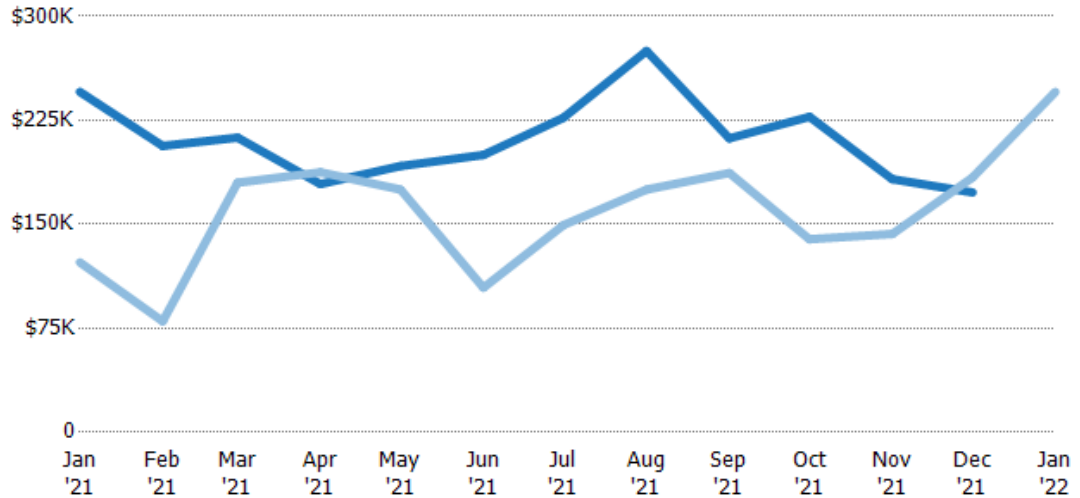
Property Type	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$225K	\$189K	\$195K	\$201K	\$207K	\$200K	\$265K	\$260K	\$319K	\$226K	\$193K	\$173K	-
Prior Year	\$178K	\$130K	\$255K	\$179K	\$193K	\$128K	\$187K	\$181K	\$175K	\$206K	\$189K	\$192K	\$225K
Percent Change from Prior Year	26%	45%	-23%	13%	7%	57%	42%	44%	82%	10%	2%	-10%	-100%

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



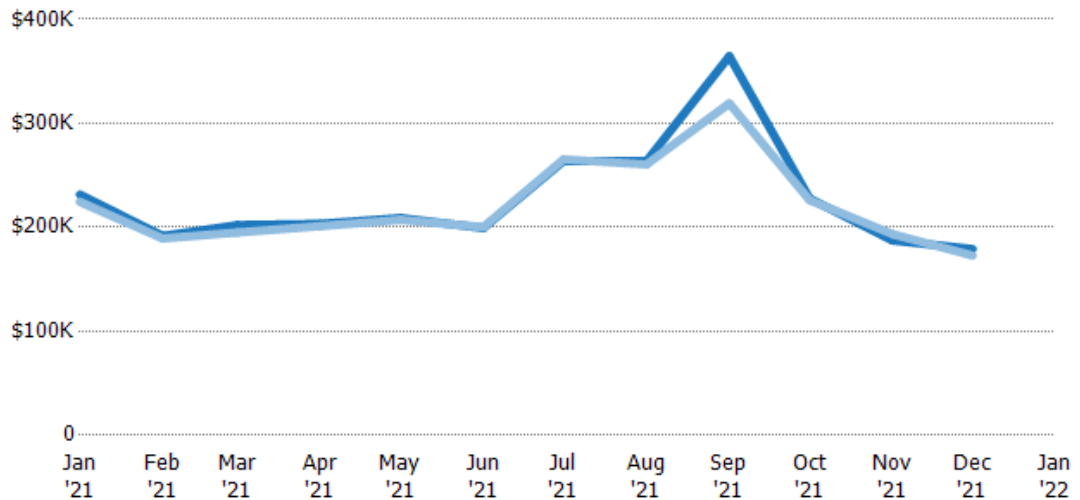
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$246K	\$207K	\$213K	\$179K	\$192K	\$200K	\$227K	\$275K	\$212K	\$228K	\$183K	\$173K	-
Prior Year	\$123K	\$80K	\$180K	\$188K	\$175K	\$104K	\$150K	\$175K	\$187K	\$139K	\$143K	\$184K	\$246K
Percent Change from Prior Year	100%	158%	18%	-5%	10%	92%	52%	57%	13%	63%	28%	-6%	-100%

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



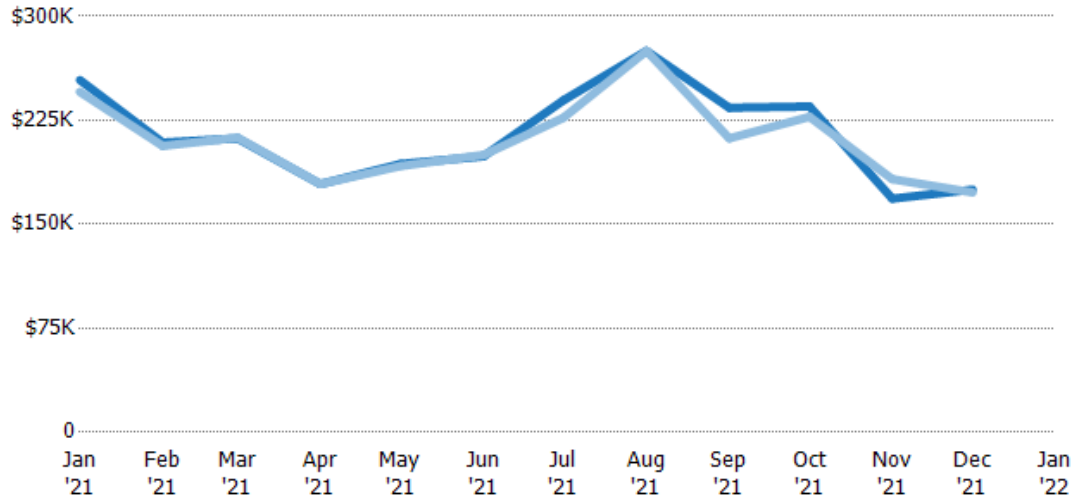
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg List Price	\$231K	\$192K	\$202K	\$203K	\$209K	\$199K	\$264K	\$263K	\$365K	\$228K	\$187K	\$179K	-
Avg Sales Price	\$225K	\$189K	\$195K	\$201K	\$207K	\$200K	\$265K	\$260K	\$319K	\$226K	\$193K	\$173K	-
Avg Sales Price as a % of Avg List Price	97%	99%	96%	99%	99%	100%	101%	99%	88%	99%	103%	97%	-

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



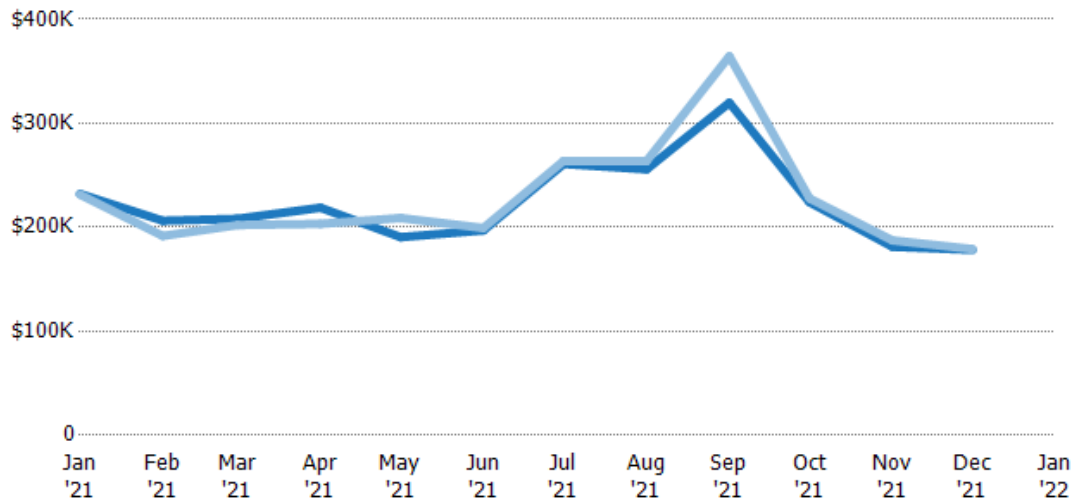
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$254K	\$209K	\$212K	\$179K	\$194K	\$199K	\$240K	\$275K	\$234K	\$235K	\$169K	\$175K	-
Median Sales Price	\$246K	\$207K	\$213K	\$179K	\$192K	\$200K	\$227K	\$275K	\$212K	\$228K	\$183K	\$173K	-
Med Sales Price as a % of Med List Price	97%	99%	100%	100%	99%	101%	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



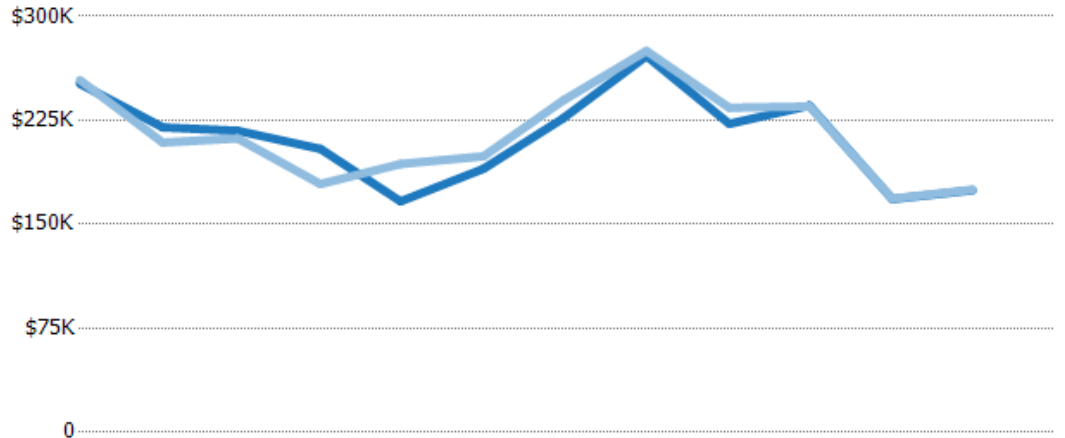
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$232K	\$206K	\$208K	\$219K	\$191K	\$197K	\$261K	\$256K	\$320K	\$224K	\$181K	\$178K	-
Avg Sales Price	\$231K	\$192K	\$202K	\$203K	\$209K	\$199K	\$264K	\$263K	\$365K	\$228K	\$187K	\$179K	-
Avg Sales Price as a % of Avg Est Value	100%	93%	97%	93%	110%	101%	101%	103%	114%	102%	103%	100%	-

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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$251K	\$220K	\$217K	\$204K	\$167K	\$190K	\$227K	\$271K	\$222K	\$236K	\$168K	\$175K	-
Median Sales Price	\$254K	\$209K	\$212K	\$179K	\$194K	\$199K	\$240K	\$275K	\$234K	\$235K	\$169K	\$175K	-
Med Sales Price as a % of Med Est Value	101%	95%	97%	88%	116%	105%	106%	101%	105%	100%	100%	100%	-