

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	Feb 2022	Feb 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	10	-60%	15	14	+7.1%
New Listing Volume	\$959,900	\$2,888,900	-66.8%	\$3,899,650	\$4,283,800	-9%
Active Listing Count	11	25	-56%	N/A	N/A	
Active Listing Volume	\$1,981,350	\$6,160,100	-67.8%	N/A	N/A	
Average Listing Price	\$180,123	\$246,404	-26.9%	\$224,219	\$226,780	-1.1%
Median Listing Price	\$148,900	\$175,000	-14.9%	\$167,996	\$167,000	+0.6%
Median Days in RPR	44	106	-58.5%	44	131	-66.4%
Months of Inventory	-	6.3	-	3.3	6.3	-48%
Absorption Rate	-	16%	-16%	30.77%	16%	+14.8%
Sales Activity Charts Metrics						
New Pending Sales Count	1	12	-91.7%	3	14	-78.6%
New Pending Sales Volume	\$285,000	\$2,282,700	-87.5%	\$589,000	\$2,551,600	-76.9%
Pending Sales Count	2	10	-80%	N/A	N/A	
Pending Sales Volume	\$304,000	\$2,169,800	-86%	N/A	N/A	
Closed Sales Count	3	4	-25%	3	8	-62.5%
Closed Sales Volume	\$710,000	\$756,900	-6.2%	\$710,000	\$1,654,900	-57.1%
Average Sales Price	\$236,667	\$189,225	+25.1%	\$236,667	\$206,863	+14.4%
Median Sales Price	\$240,000	\$206,500	+16.2%	\$240,000	\$226,000	+6.2%

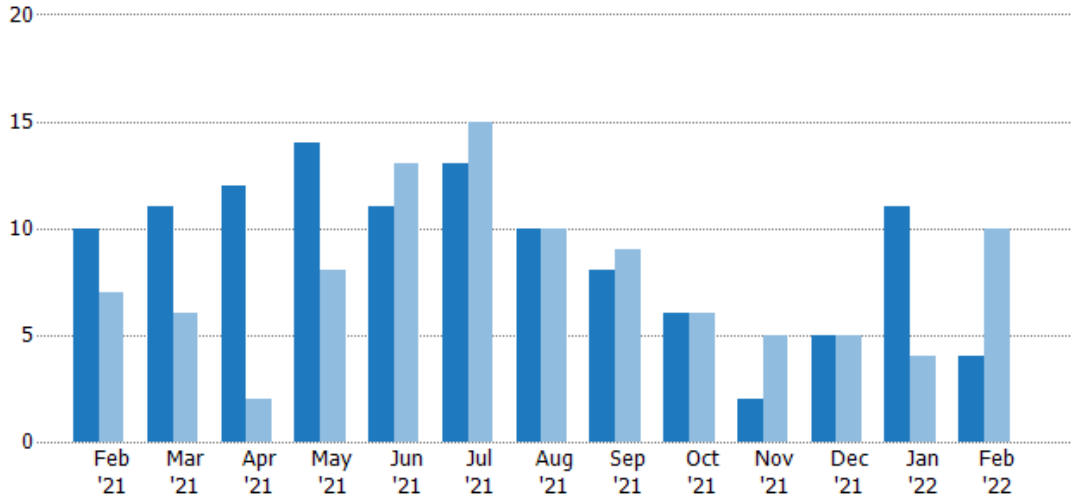
New Listings

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.
Feb '22	4	-60%
Feb '21	10	42.9%
Feb '20	7	0%



Current Year	10	11	12	14	11	13	10	8	6	2	5	11	4
Prior Year	7	6	2	8	13	15	10	9	6	5	5	4	10
Percent Change from Prior Year	43%	83%	500%	75%	-15%	-13%	0%	-11%	0%	-60%	0%	175%	-60%

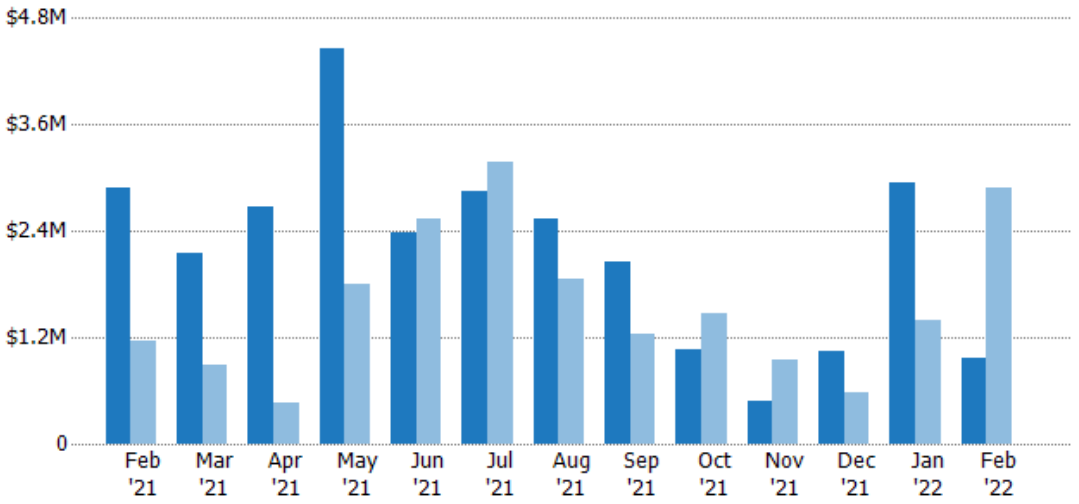
New Listing Volume

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.
Feb '22	\$960K	-66.8%
Feb '21	\$2.89M	150.1%
Feb '20	\$1.15M	-64.9%



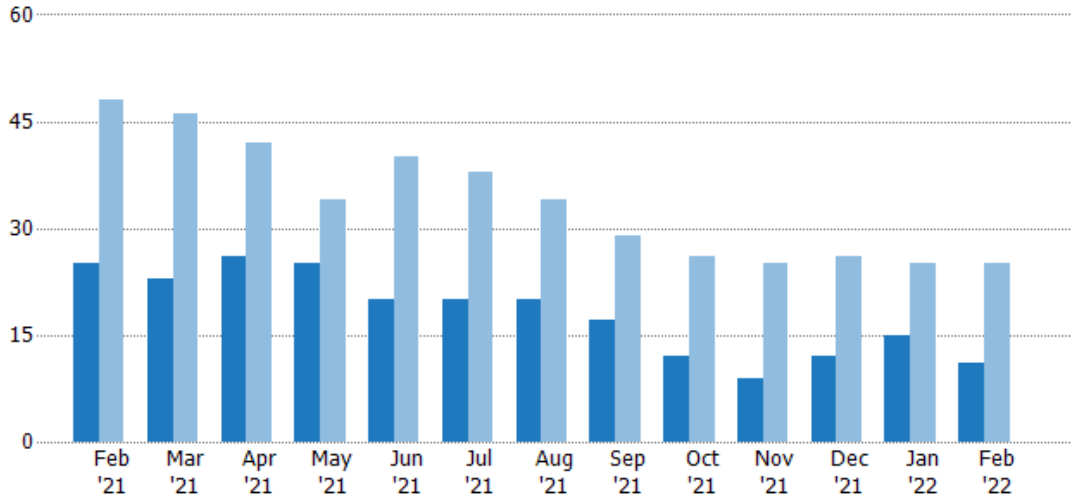
Current Year	\$2.89M	\$2.15M	\$2.68M	\$4.47M	\$2.39M	\$2.85M	\$2.54M	\$2.05M	\$1.06M	\$475K	\$1.05M	\$2.94M	\$960K
Prior Year	\$1.15M	\$886K	\$460K	\$1.8M	\$2.54M	\$3.18M	\$1.87M	\$1.24M	\$1.46M	\$946K	\$583K	\$1.39M	\$2.89M
Percent Change from Prior Year	150%	143%	483%	149%	-6%	-10%	36%	65%	-27%	-50%	80%	111%	-67%

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



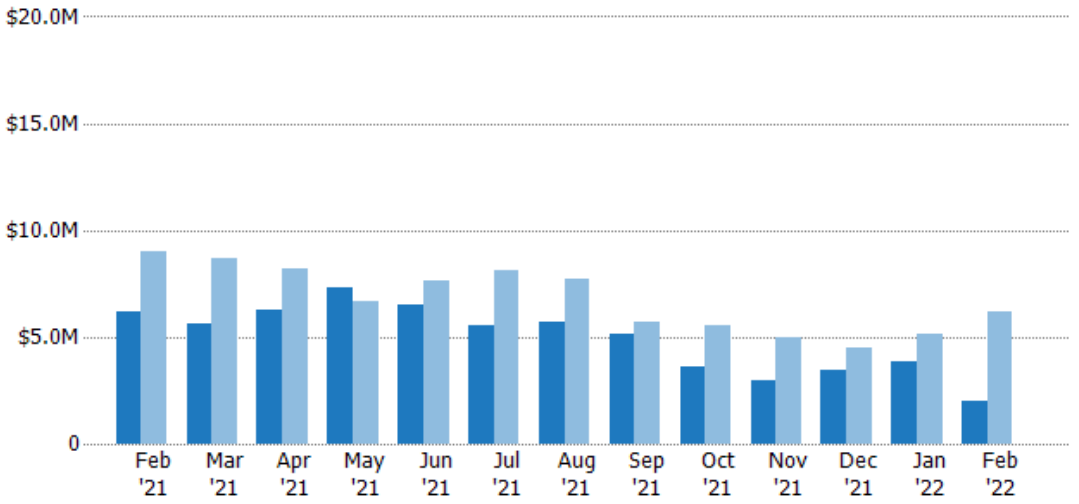
Month/Year	Count	% Chg.
Feb '22	11	-56%
Feb '21	25	-47.9%
Feb '20	48	14.6%

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.
Feb '22	\$1.98M	-67.8%
Feb '21	\$6.16M	-31.7%
Feb '20	\$9.02M	12.7%

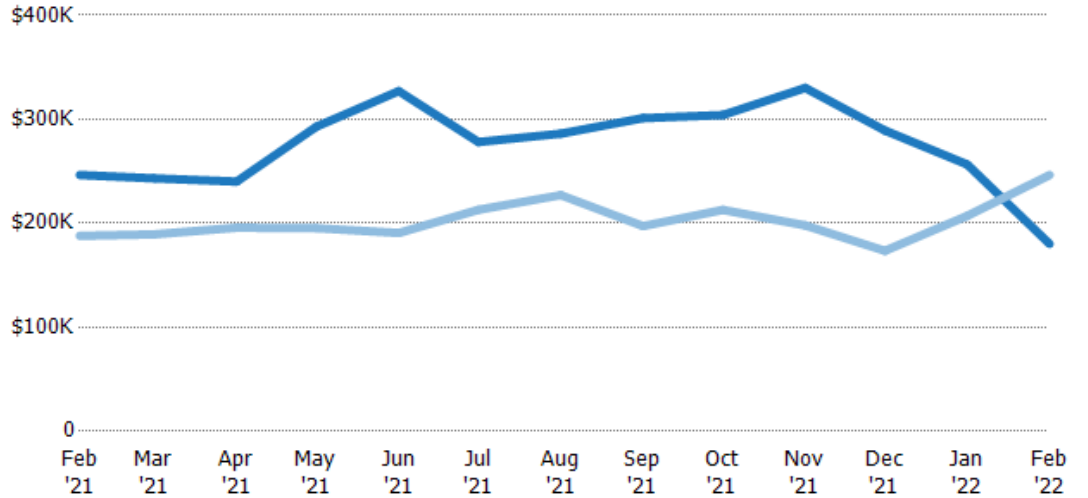
Average Listing Price

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.
Feb '22	\$180K	-26.9%
Feb '21	\$246K	31.1%
Feb '20	\$188K	-1.7%



Current Year	\$246K	\$243K	\$240K	\$293K	\$327K	\$278K	\$286K	\$301K	\$304K	\$330K	\$289K	\$257K	\$180K
Prior Year	\$188K	\$189K	\$196K	\$195K	\$191K	\$213K	\$227K	\$197K	\$213K	\$198K	\$174K	\$207K	\$246K
Percent Change from Prior Year	31%	28%	23%	50%	72%	31%	26%	53%	43%	67%	67%	24%	-27%

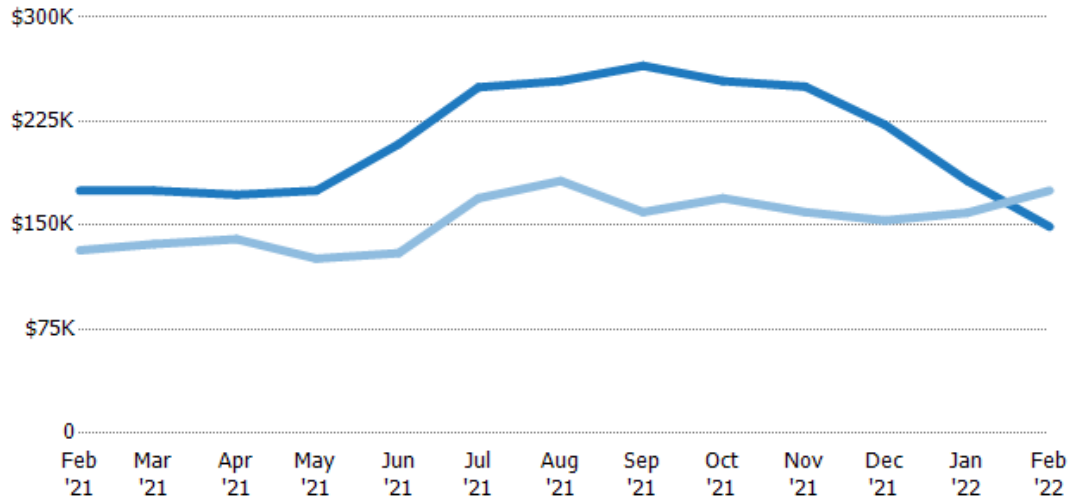
Median Listing Price

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.
Feb '22	\$149K	-14.9%
Feb '21	\$175K	32.6%
Feb '20	\$132K	5.7%



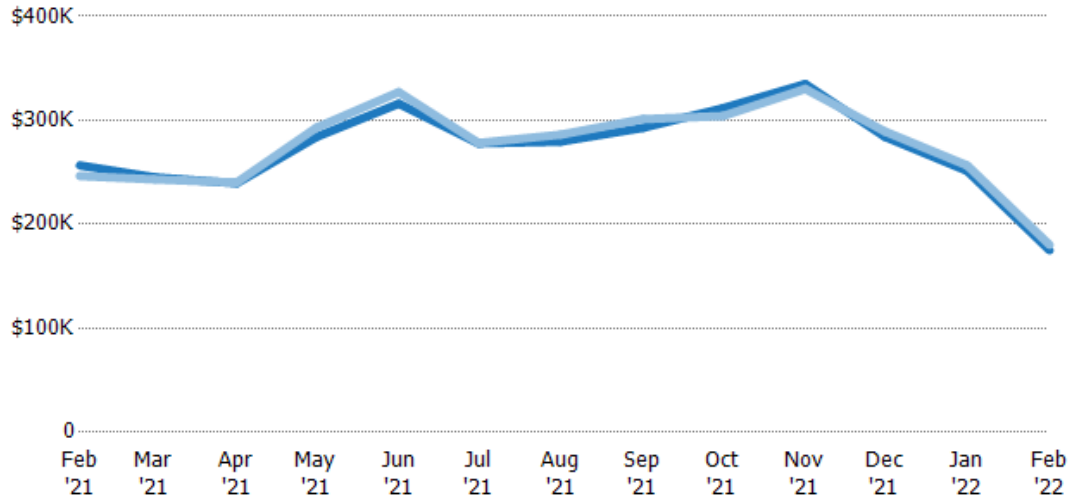
Current Year	\$175K	\$175K	\$172K	\$175K	\$209K	\$250K	\$254K	\$265K	\$254K	\$250K	\$223K	\$182K	\$149K
Prior Year	\$132K	\$136K	\$140K	\$126K	\$130K	\$170K	\$182K	\$160K	\$170K	\$160K	\$154K	\$159K	\$175K
Percent Change from Prior Year	33%	28%	23%	39%	60%	47%	40%	66%	50%	57%	45%	14%	-15%

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



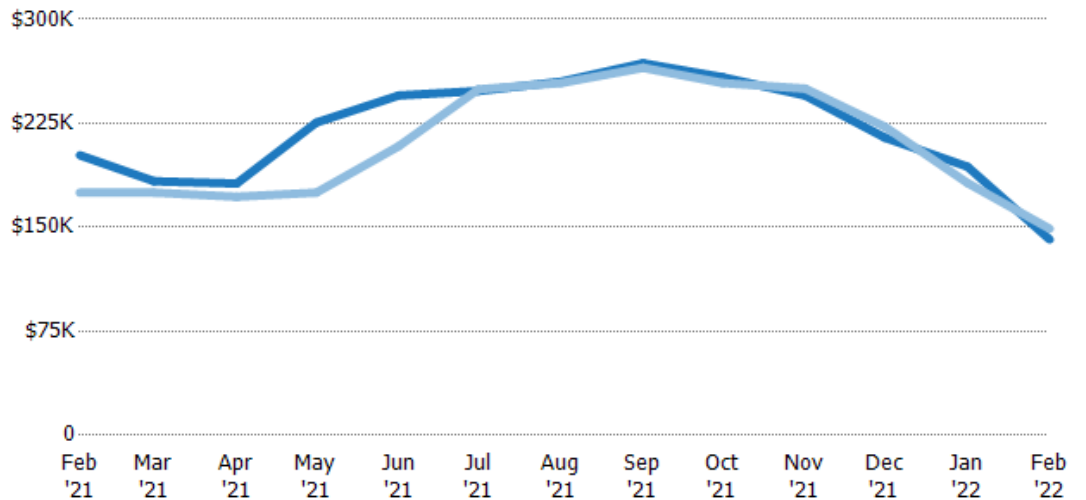
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$257K	\$245K	\$239K	\$284K	\$316K	\$278K	\$279K	\$293K	\$312K	\$335K	\$284K	\$251K	\$175K
Avg Listing Price	\$246K	\$243K	\$240K	\$293K	\$327K	\$278K	\$286K	\$301K	\$304K	\$330K	\$289K	\$257K	\$180K
Avg Listing Price as a % of Avg Est Value	96%	99%	100%	103%	104%	100%	102%	103%	98%	99%	102%	102%	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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$202K	\$183K	\$182K	\$226K	\$245K	\$248K	\$255K	\$268K	\$258K	\$245K	\$215K	\$194K	\$141K
Median Listing Price	\$175K	\$175K	\$172K	\$175K	\$209K	\$250K	\$254K	\$265K	\$254K	\$250K	\$223K	\$182K	\$149K
Med Listing Price as a % of Med Est Value	87%	96%	95%	78%	85%	100%	100%	99%	98%	102%	104%	94%	105%

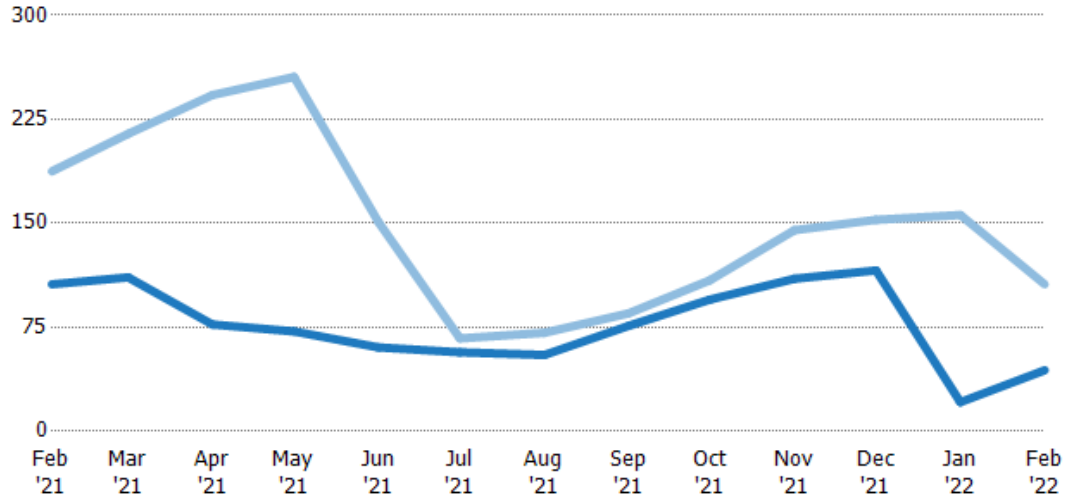
Median Days in RPR

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:
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Family

Month/ Year	Days	% Chg.
Feb '22	44	-58.5%
Feb '21	106	-43.5%
Feb '20	188	1.3%



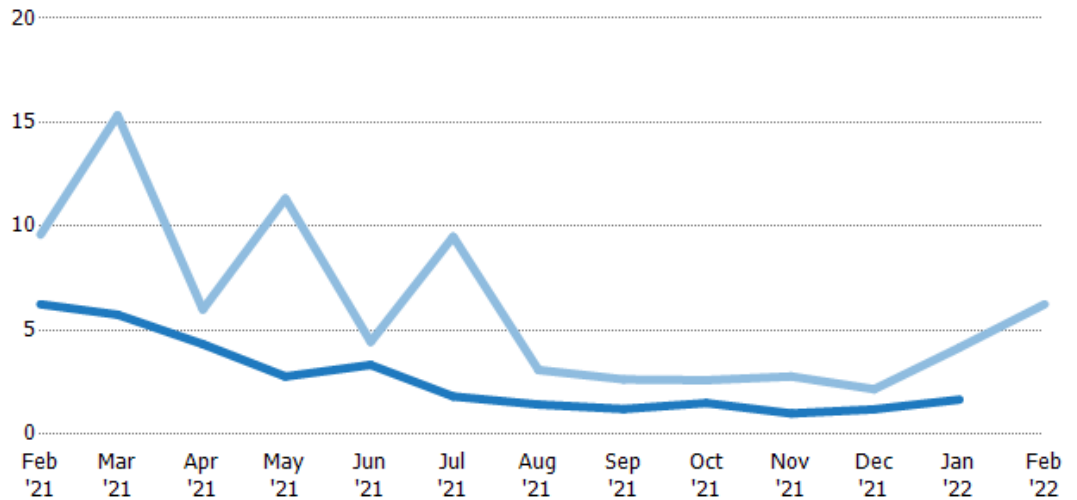
Current Year	106	111	77	72	60.5	57	55	76	95	110	116	21	44
Prior Year	188	215	243	256	151	67	71	85	109	145	153	156	106
Percent Change from Prior Year	-43%	-48%	-68%	-72%	-60%	-15%	-23%	-11%	-13%	-24%	-24%	-87%	-58%

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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Family



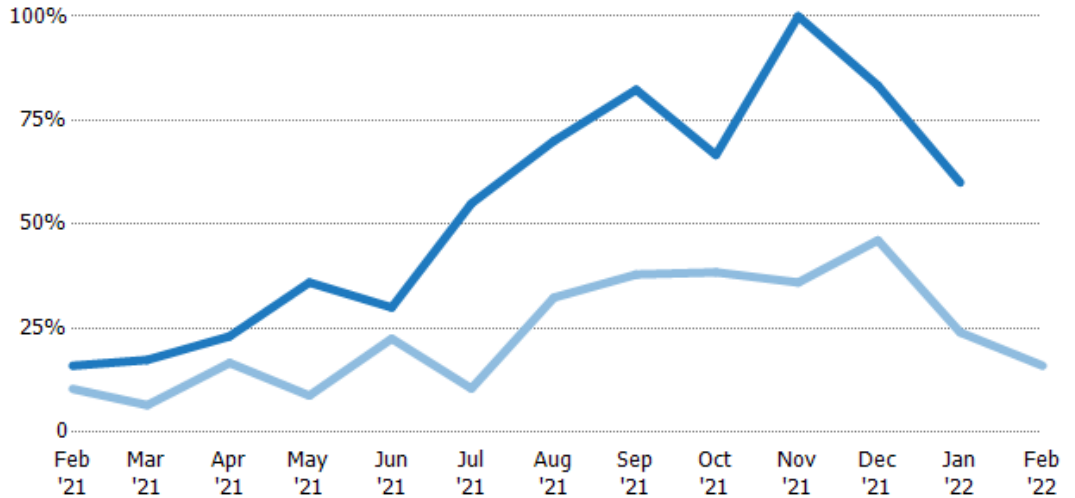
Current Year	6.25	5.75	4.33	2.78	3.33	1.82	1.43	1.21	1.5	1	1.2	1.67	-
Prior Year	9.6	15.3	6	11.3	4.44	9.5	3.09	2.64	2.6	2.78	2.17	4.17	6.25
Percent Change from Prior Year	-35%	-62%	-28%	-75%	-25%	-81%	-54%	-54%	-42%	-64%	-45%	-60%	-100%

Absorption Rate

The percentage of inventory sold per month.

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 Family



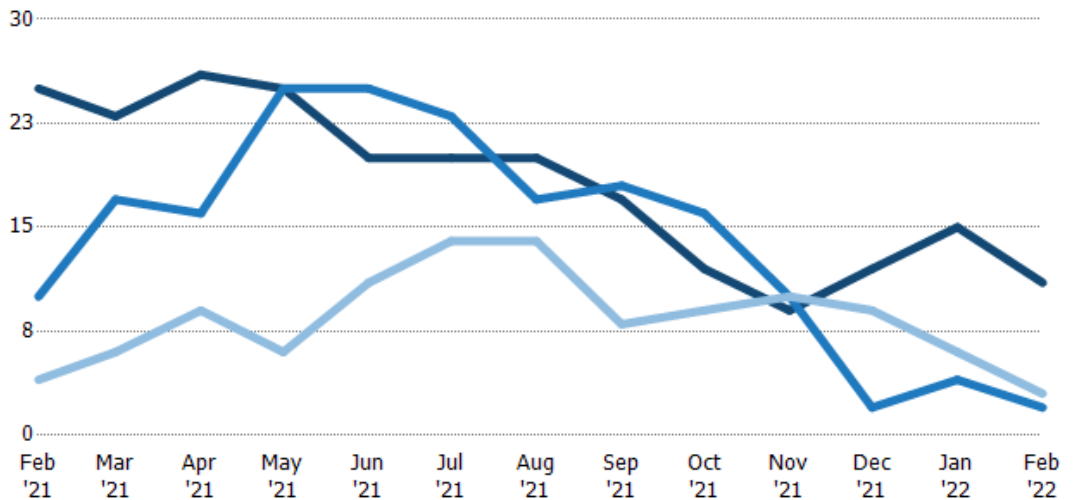
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	16%	17%	23%	36%	30%	55%	70%	82%	67%	100%	83%	60%	-
Prior Year	10%	7%	17%	9%	23%	11%	32%	38%	38%	36%	46%	24%	16%
Change from Prior Year	-6%	-11%	-6%	-27%	-8%	-44%	-38%	-44%	-28%	-64%	-37%	-36%	16%

Active/Pending/Sold Units

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

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Active	25	23	26	25	20	20	20	17	12	9	12	15	11
Pending	10	17	16	25	25	23	17	18	16	10	2	4	2
Sold	4	6	9	6	11	14	14	8	9	10	9	6	3

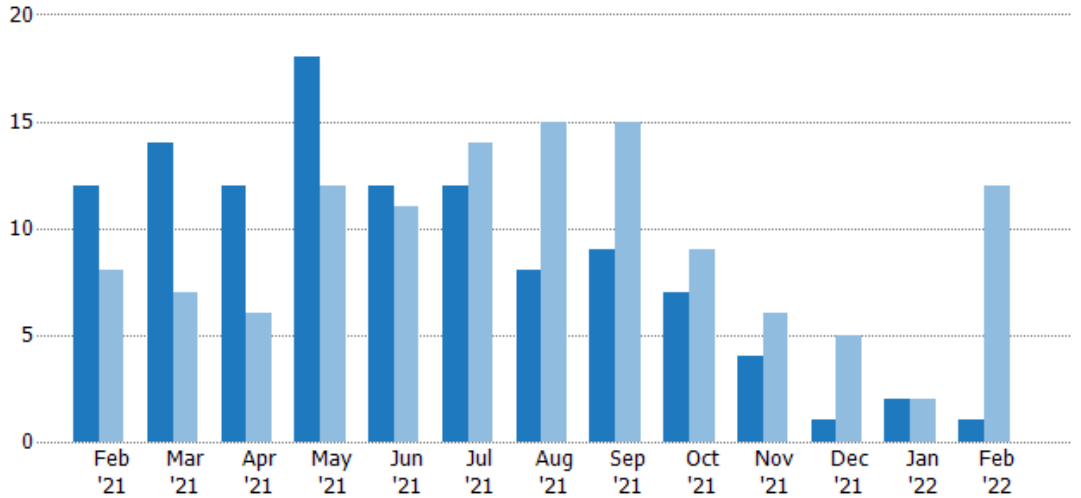
New Pending Sales

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.
Feb '22	1	-91.7%
Feb '21	12	50%
Feb '20	8	-50%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	12	14	12	18	12	12	8	9	7	4	1	2	1
Prior Year	8	7	6	12	11	14	15	15	9	6	5	2	12
Percent Change from Prior Year	50%	100%	100%	50%	9%	-14%	-47%	-40%	-22%	-33%	-80%	0%	-92%

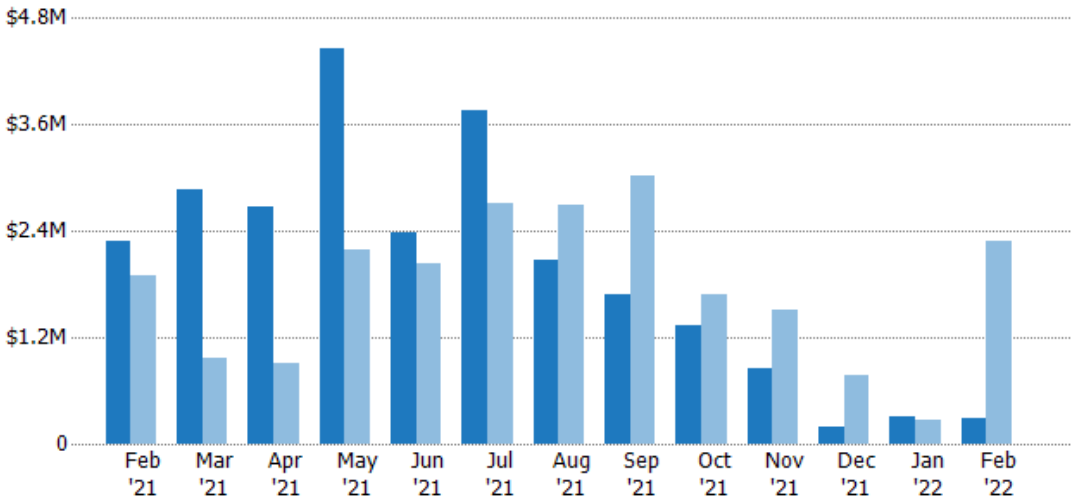
New Pending Sales Volume

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.
Feb '22	\$285K	-87.5%
Feb '21	\$2.28M	20.7%
Feb '20	\$1.89M	-72.3%



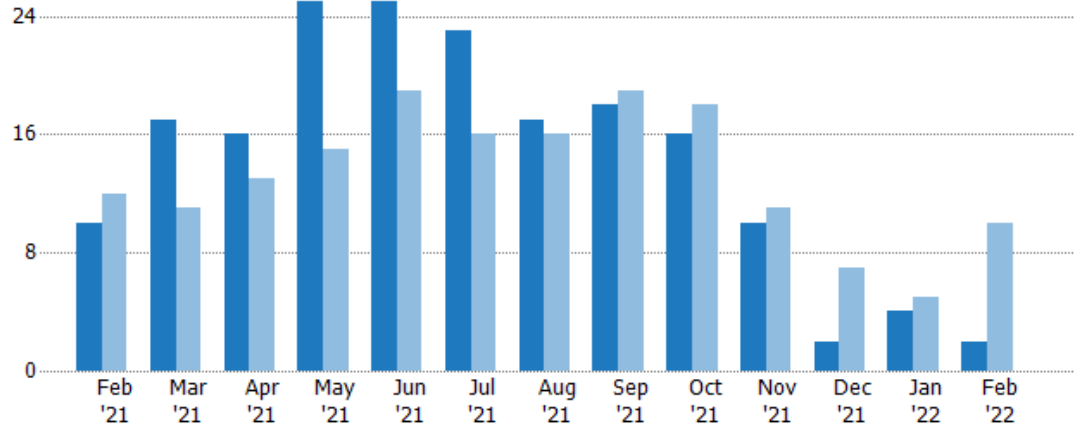
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$2.28M	\$2.87M	\$2.67M	\$4.46M	\$2.38M	\$3.75M	\$2.07M	\$1.68M	\$1.34M	\$853K	\$199K	\$304K	\$285K
Prior Year	\$1.89M	\$963K	\$905K	\$2.2M	\$2.03M	\$2.7M	\$2.7M	\$3.03M	\$1.68M	\$1.5M	\$781K	\$269K	\$2.28M
Percent Change from Prior Year	21%	198%	195%	103%	17%	39%	-23%	-45%	-20%	-43%	-75%	13%	-88%

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.
Feb '22	2	-80%
Feb '21	10	-16.7%
Feb '20	12	-58.3%

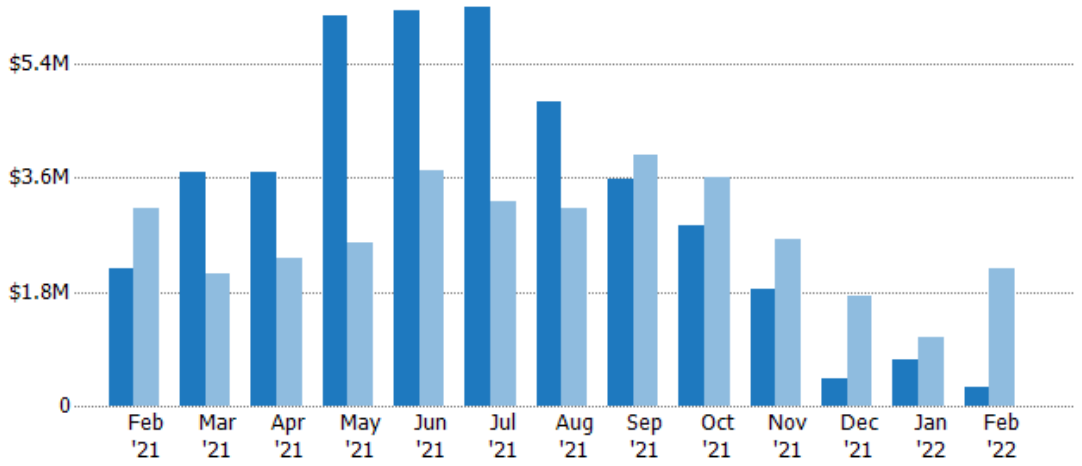
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	10	17	16	25	25	23	17	18	16	10	2	4	2
Prior Year	12	11	13	15	19	16	16	19	18	11	7	5	10
Percent Change from Prior Year	-17%	55%	23%	67%	32%	44%	6%	-5%	-11%	-9%	-71%	-20%	-80%

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.
Feb '22	\$304K	-86%
Feb '21	\$2.17M	-30.5%
Feb '20	\$3.12M	-71.1%

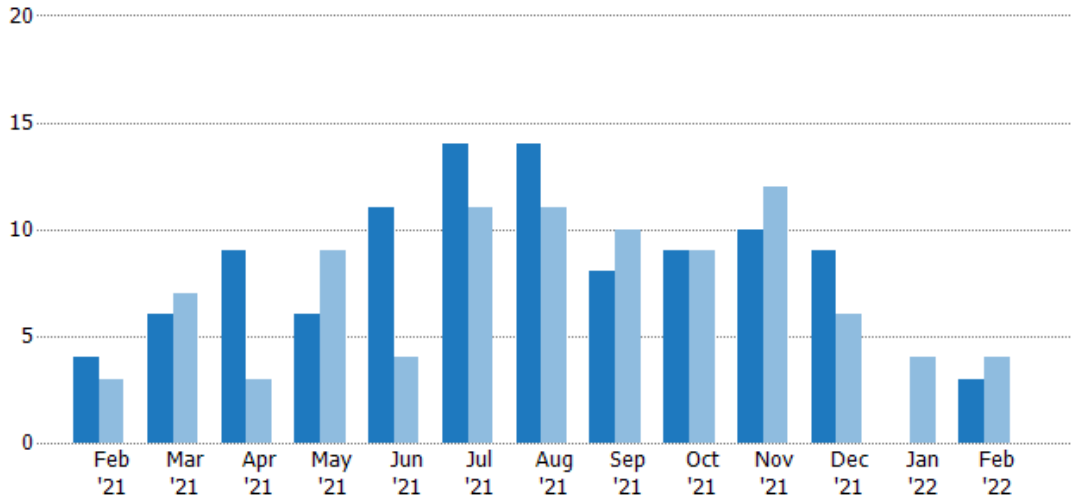
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$2.17M	\$3.68M	\$3.68M	\$6.16M	\$6.25M	\$6.3M	\$4.8M	\$3.57M	\$2.86M	\$1.84M	\$424K	\$728K	\$304K
Prior Year	\$3.12M	\$2.1M	\$2.34M	\$2.57M	\$3.71M	\$3.22M	\$3.11M	\$3.95M	\$3.6M	\$2.62M	\$1.73M	\$1.07M	\$2.17M
Percent Change from Prior Year	-31%	75%	58%	139%	68%	96%	55%	-10%	-21%	-30%	-76%	-32%	-86%

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



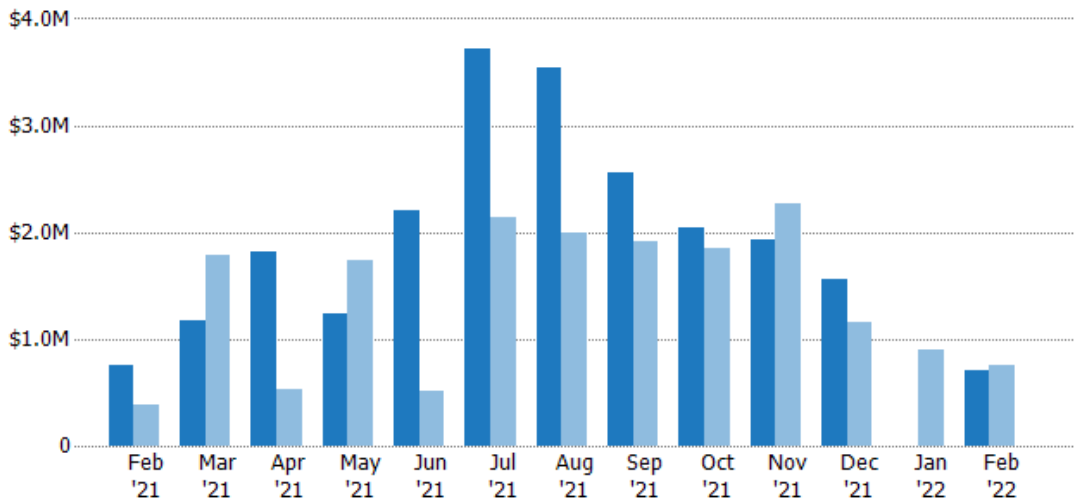
Current Year	4	6	9	6	11	14	14	8	9	10	9	-	3
Prior Year	3	7	3	9	4	11	11	10	9	12	6	4	4
Percent Change from Prior Year	33%	-14%	200%	-33%	175%	27%	27%	-20%	0%	-17%	50%	-100%	-25%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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



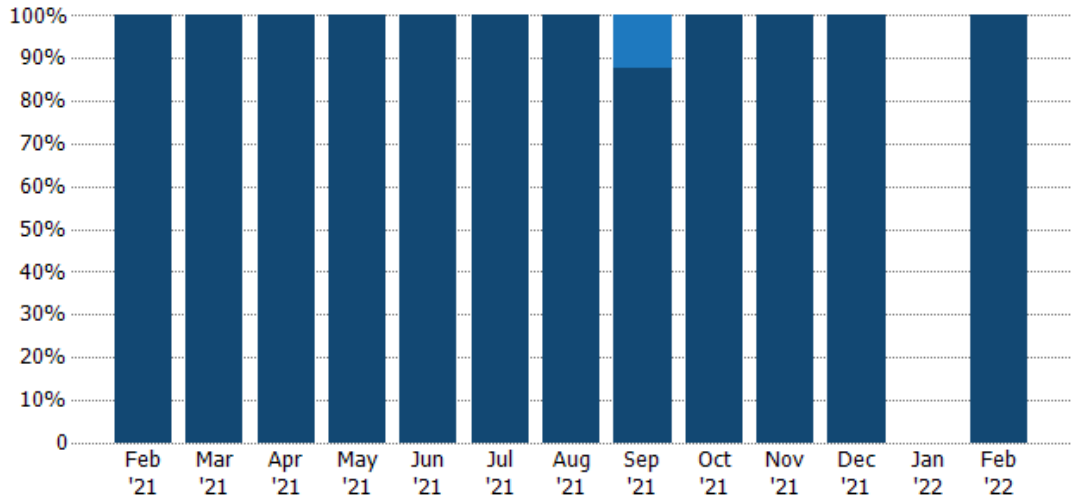
Current Year	\$757K	\$1.17M	\$1.81M	\$1.24M	\$2.2M	\$3.71M	\$3.54M	\$2.55M	\$2.04M	\$1.93M	\$1.56M	-	\$710K
Prior Year	\$391K	\$1.78M	\$536K	\$1.74M	\$512K	\$2.14M	\$1.99M	\$1.91M	\$1.86M	\$2.27M	\$1.15M	\$898K	\$757K
Percent Change from Prior Year	94%	-34%	238%	-28%	331%	74%	78%	34%	10%	-15%	35%	-100%	-6%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



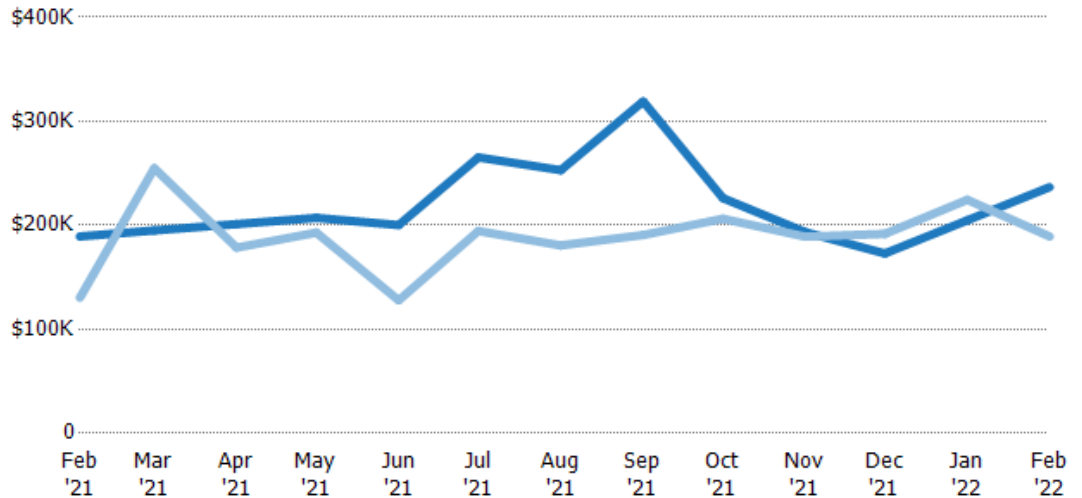
Property Type	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Condo/Townhouse	-	-	-	-	-	-	-	13%	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	88%	100%	100%	100%	-	100%

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



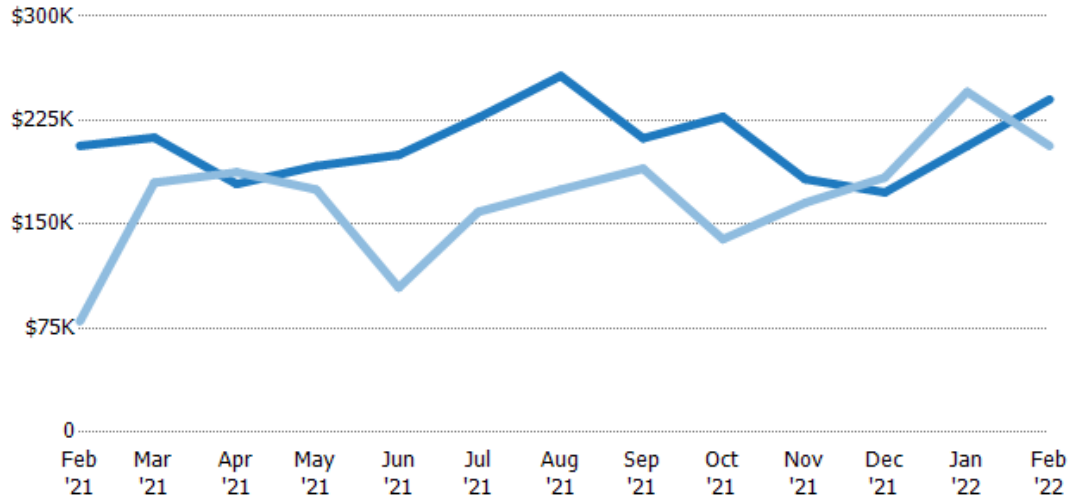
Property Type	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$189K	\$195K	\$201K	\$207K	\$200K	\$265K	\$253K	\$319K	\$226K	\$193K	\$173K	\$205K	\$237K
Prior Year	\$130K	\$255K	\$179K	\$193K	\$128K	\$194K	\$181K	\$191K	\$206K	\$189K	\$192K	\$225K	\$189K
Percent Change from Prior Year	45%	-23%	13%	7%	57%	36%	40%	67%	10%	2%	-10%	-100%	25%

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



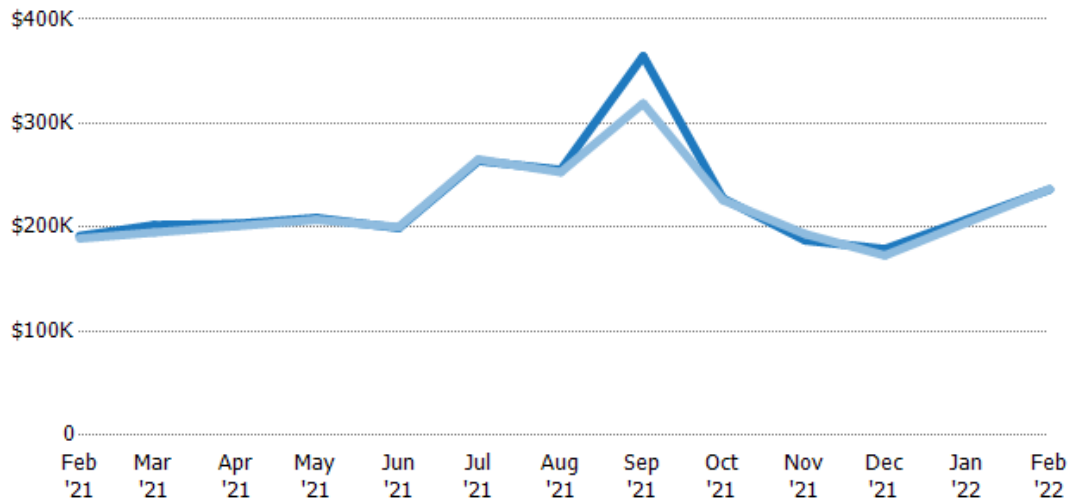
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$207K	\$213K	\$179K	\$192K	\$200K	\$227K	\$257K	\$212K	\$228K	\$183K	\$173K	\$207K	\$240K
Prior Year	\$80K	\$180K	\$188K	\$175K	\$104K	\$159K	\$175K	\$190K	\$139K	\$166K	\$184K	\$246K	\$207K
Percent Change from Prior Year	158%	18%	-5%	10%	92%	43%	47%	11%	63%	10%	-6%	-100%	16%

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



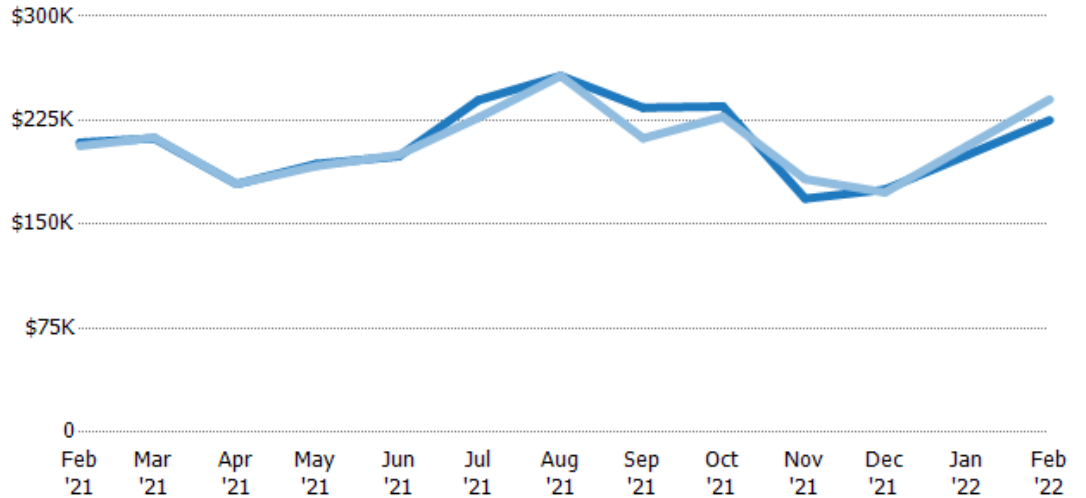
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg List Price	\$192K	\$202K	\$203K	\$209K	\$199K	\$264K	\$255K	\$365K	\$228K	\$187K	\$179K	\$208K	\$236K
Avg Sales Price	\$189K	\$195K	\$201K	\$207K	\$200K	\$265K	\$253K	\$319K	\$226K	\$193K	\$173K	\$205K	\$237K
Avg Sales Price as a % of Avg List Price	99%	96%	99%	99%	100%	101%	99%	88%	99%	103%	97%	98%	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

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



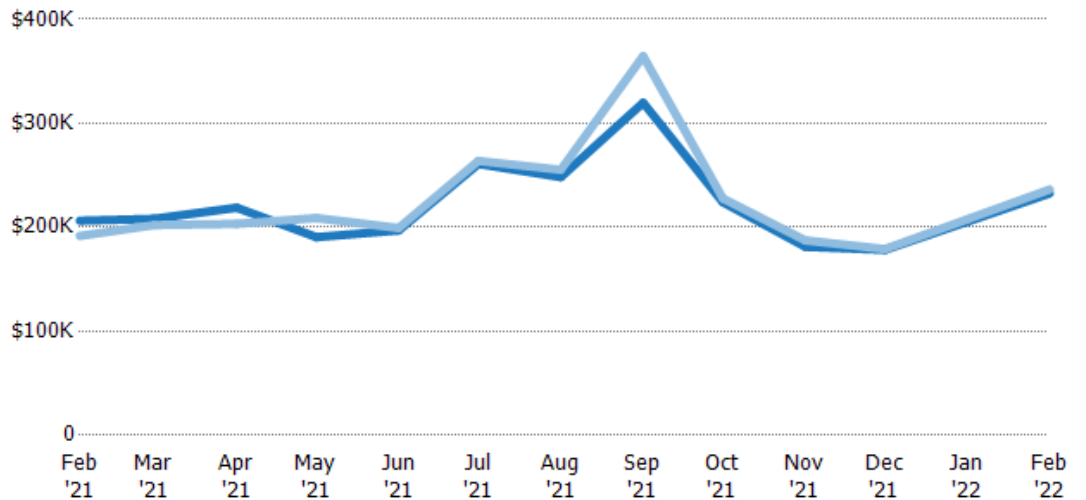
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median List Price	\$209K	\$212K	\$179K	\$194K	\$199K	\$240K	\$257K	\$234K	\$235K	\$169K	\$175K	\$200K	\$225K
Median Sales Price	\$207K	\$213K	\$179K	\$192K	\$200K	\$227K	\$257K	\$212K	\$228K	\$183K	\$173K	\$207K	\$240K
Med Sales Price as a % of Med List Price	99%	100%	100%	99%	101%	95%	100%	91%	97%	108%	99%	103%	107%

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



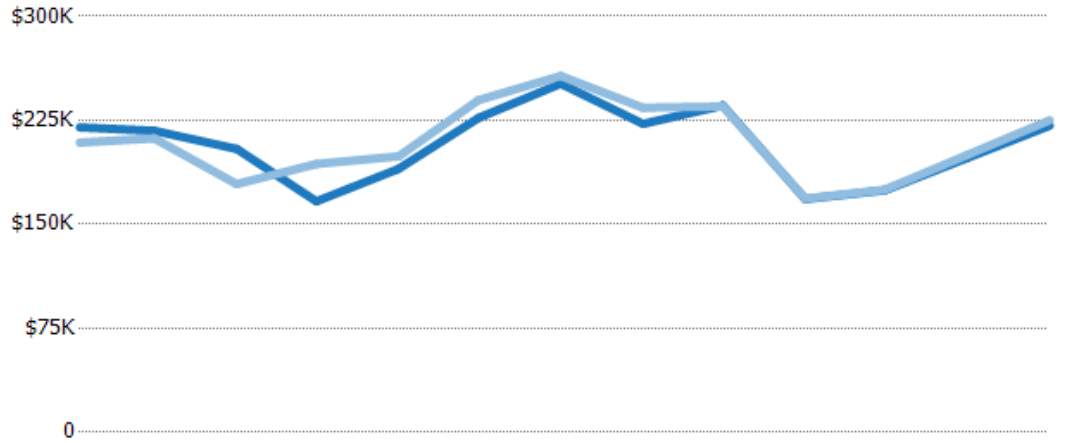
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$206K	\$208K	\$219K	\$191K	\$197K	\$261K	\$248K	\$320K	\$224K	\$181K	\$178K	\$205K	\$233K
Avg Sales Price	\$192K	\$202K	\$203K	\$209K	\$199K	\$264K	\$255K	\$365K	\$228K	\$187K	\$179K	\$208K	\$236K
Avg Sales Price as a % of Avg Est Value	93%	97%	93%	110%	101%	101%	103%	114%	102%	103%	100%	101%	102%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$220K	\$217K	\$204K	\$167K	\$190K	\$227K	\$251K	\$222K	\$236K	\$168K	\$175K	\$198K	\$221K
Median Sales Price	\$209K	\$212K	\$179K	\$194K	\$199K	\$240K	\$257K	\$234K	\$235K	\$169K	\$175K	\$200K	\$225K
Med Sales Price as a % of Med Est Value	95%	97%	88%	116%	105%	106%	102%	105%	100%	100%	100%	101%	102%