

## 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	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11	13	-15.4%	35	38	-7.9%
New Listing Volume	\$3,396,000	\$2,979,900	+14%	\$9,973,500	\$9,417,000	+5.9%
Active Listing Count	31	27	+14.8%	N/A	N/A	
Active Listing Volume	\$8,486,550	\$6,543,500	+29.7%	N/A	N/A	
Average Listing Price	\$273,760	\$242,352	+13%	\$265,138	\$234,039	+13.3%
Median Listing Price	\$249,000	\$175,000	+42.3%	\$216,315	\$171,495	+26.1%
Median Days in RPR	35	77	-54.5%	47.64	104.48	-54.4%
Months of Inventory	7.8	4.5	+72.2%	3.9	5.4	-27.9%
Absorption Rate	12.9%	22.22%	-9.3%	25.84%	18.63%	+7.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	12	-91.7%	13	41	-68.3%
New Pending Sales Volume	\$895,000	\$2,674,900	-66.5%	\$3,755,900	\$8,292,400	-54.7%
Pending Sales Count	2	17	-88.2%	N/A	N/A	
Pending Sales Volume	\$1,245,000	\$3,876,300	-67.9%	N/A	N/A	
Closed Sales Count	6	9	-33.3%	14	23	-39.1%
Closed Sales Volume	\$1,675,000	\$1,810,500	-7.5%	\$3,332,500	\$4,635,800	-28.1%
Average Sales Price	\$279,167	\$201,167	+38.8%	\$238,036	\$201,557	+18.1%
Median Sales Price	\$286,500	\$179,000	+60.1%	\$242,321	\$204,087	+18.7%

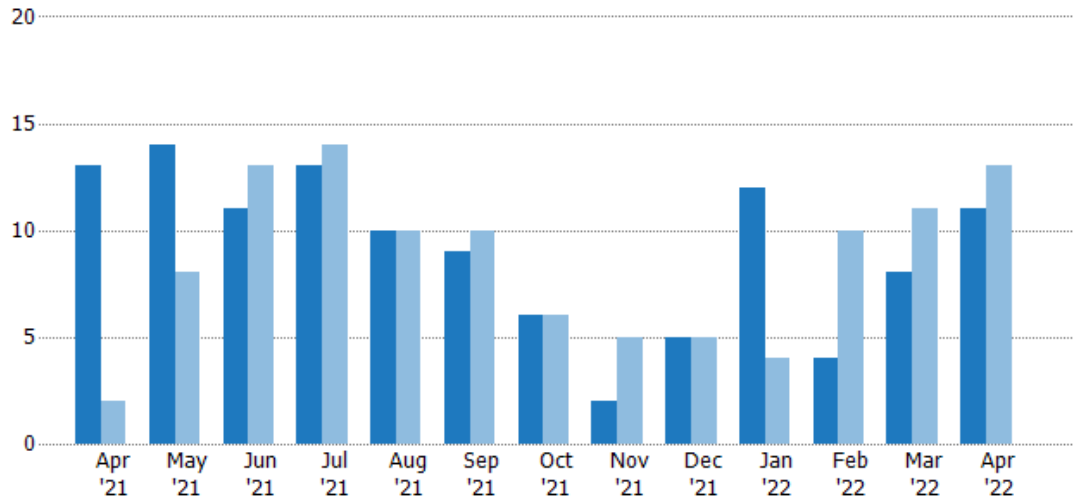
## New Listings

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.
Apr '22	11	-15.4%
Apr '21	13	550%
Apr '20	2	350%



Current Year	13	14	11	13	10	9	6	2	5	12	4	8	11
Prior Year	2	8	13	14	10	10	6	5	5	4	10	11	13
Percent Change from Prior Year	550%	75%	-15%	-7%	0%	-10%	0%	-60%	0%	200%	-60%	-27%	-15%

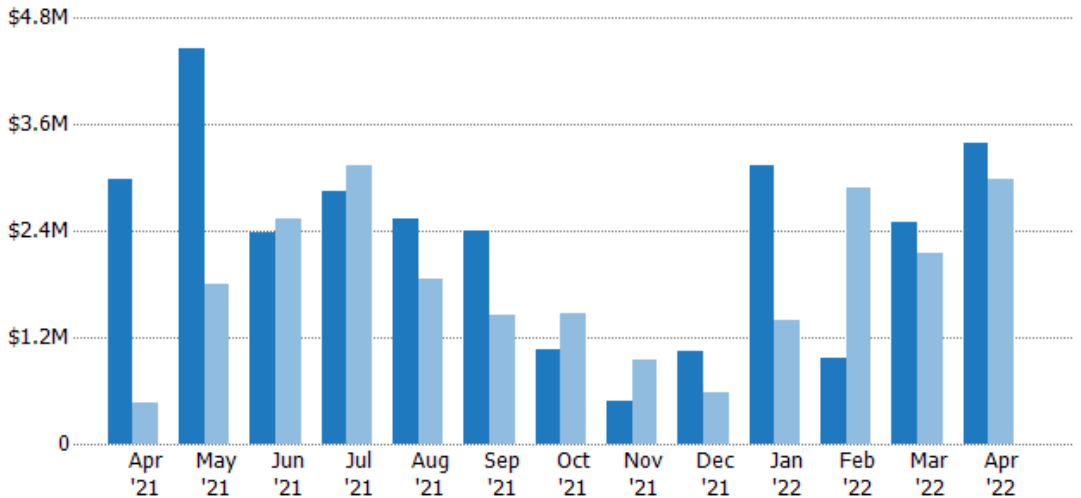
## New Listing Volume

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.
Apr '22	\$3.4M	14%
Apr '21	\$2.98M	548%
Apr '20	\$460K	399.2%



Current Year	\$2.98M	\$4.47M	\$2.39M	\$2.85M	\$2.54M	\$2.4M	\$1.06M	\$475K	\$1.05M	\$3.13M	\$960K	\$2.49M	\$3.4M
Prior Year	\$460K	\$1.8M	\$2.54M	\$3.14M	\$1.87M	\$1.44M	\$1.46M	\$946K	\$583K	\$1.39M	\$2.89M	\$2.15M	\$2.98M
Percent Change from Prior Year	548%	149%	-6%	-9%	36%	66%	-27%	-50%	80%	124%	-67%	16%	14%

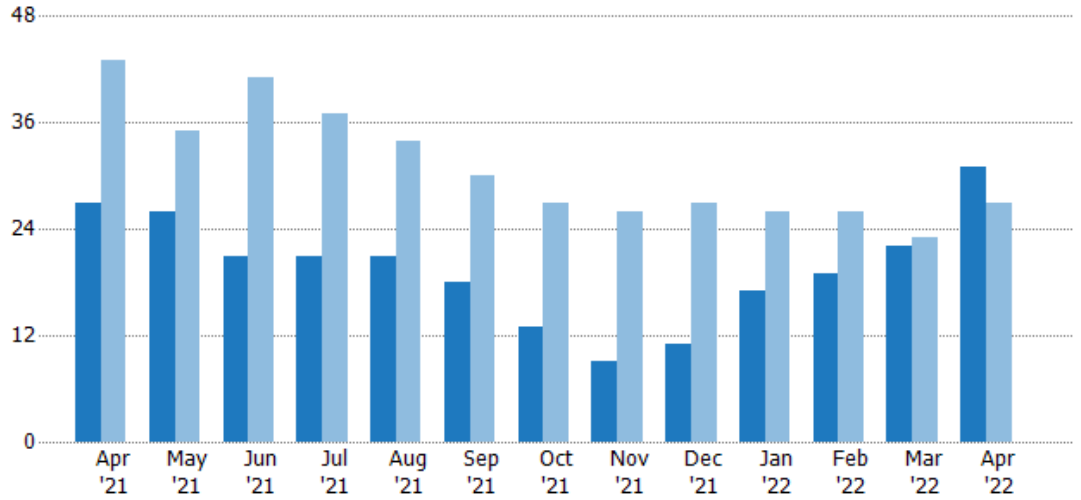
## Active Listings

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.
Apr '22	31	14.8%
Apr '21	27	-37.2%
Apr '20	43	2.3%



Current Year	27	26	21	21	21	18	13	9	11	17	19	22	31
Prior Year	43	35	41	37	34	30	27	26	27	26	26	23	27
Percent Change from Prior Year	-37%	-26%	-49%	-43%	-38%	-40%	-52%	-65%	-59%	-35%	-27%	-4%	15%

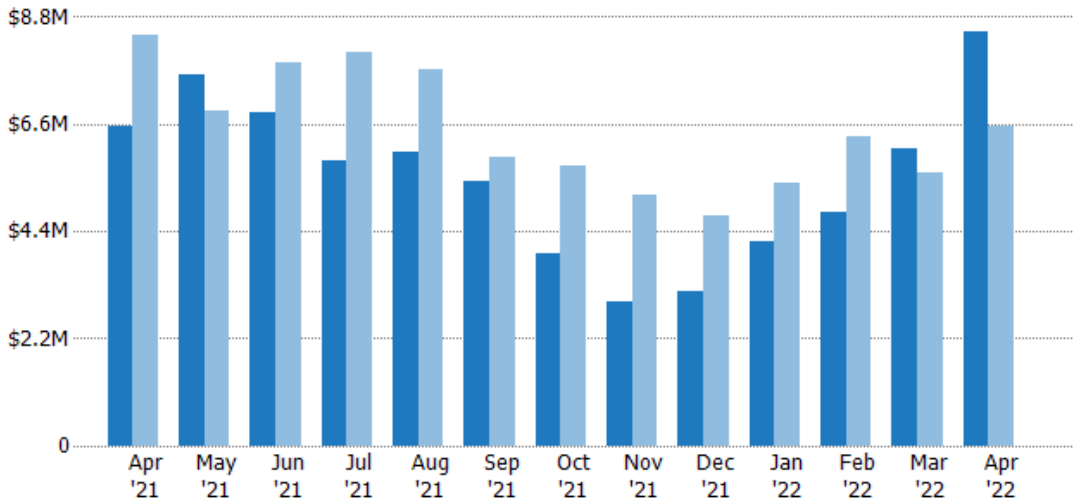
## Active Listing Volume

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.
Apr '22	\$8.49M	29.7%
Apr '21	\$6.54M	-22.5%
Apr '20	\$8.44M	4%



Current Year	\$6.54M	\$7.62M	\$6.84M	\$5.86M	\$6.02M	\$5.42M	\$3.95M	\$2.97M	\$3.19M	\$4.2M	\$4.8M	\$6.11M	\$8.49M
Prior Year	\$8.44M	\$6.86M	\$7.85M	\$8.06M	\$7.72M	\$5.92M	\$5.73M	\$5.15M	\$4.71M	\$5.38M	\$6.36M	\$5.59M	\$6.54M
Percent Change from Prior Year	-22%	11%	-13%	-27%	-22%	-8%	-31%	-42%	-32%	-22%	-24%	9%	30%

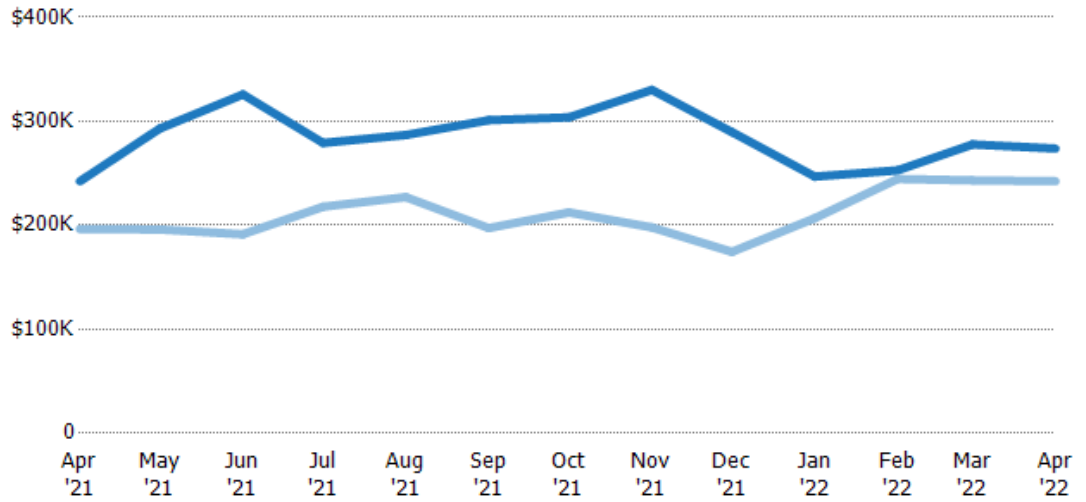
## Average Listing Price

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.
Apr '22	\$274K	13%
Apr '21	\$242K	23.4%
Apr '20	\$196K	1.7%



Current Year	\$242K	\$293K	\$326K	\$279K	\$287K	\$301K	\$304K	\$330K	\$290K	\$247K	\$253K	\$278K	\$274K
Prior Year	\$196K	\$196K	\$191K	\$218K	\$227K	\$197K	\$212K	\$198K	\$174K	\$207K	\$245K	\$243K	\$242K
Percent Change from Prior Year	23%	50%	70%	28%	26%	53%	43%	67%	66%	19%	3%	14%	13%

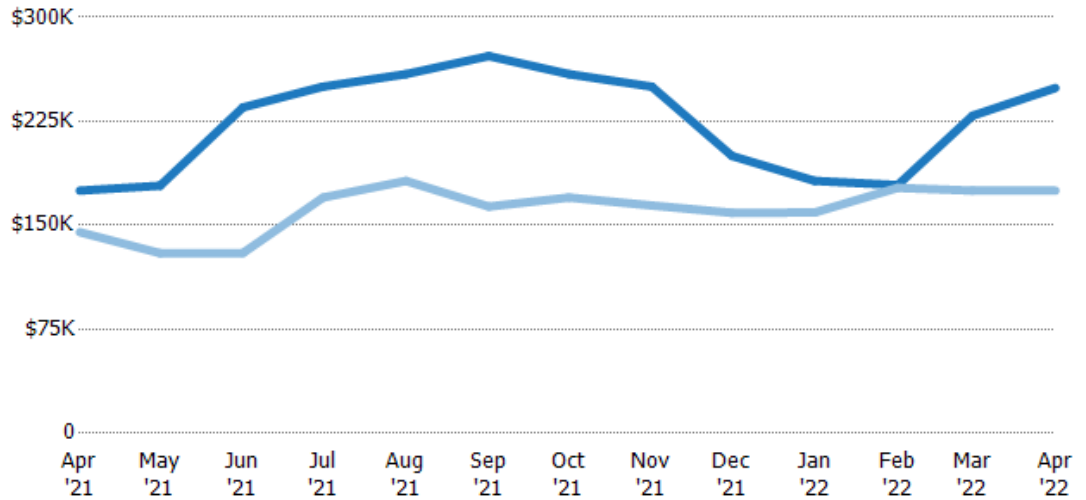
## Median Listing Price

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.
Apr '22	\$249K	42.3%
Apr '21	\$175K	20.7%
Apr '20	\$145K	6.6%



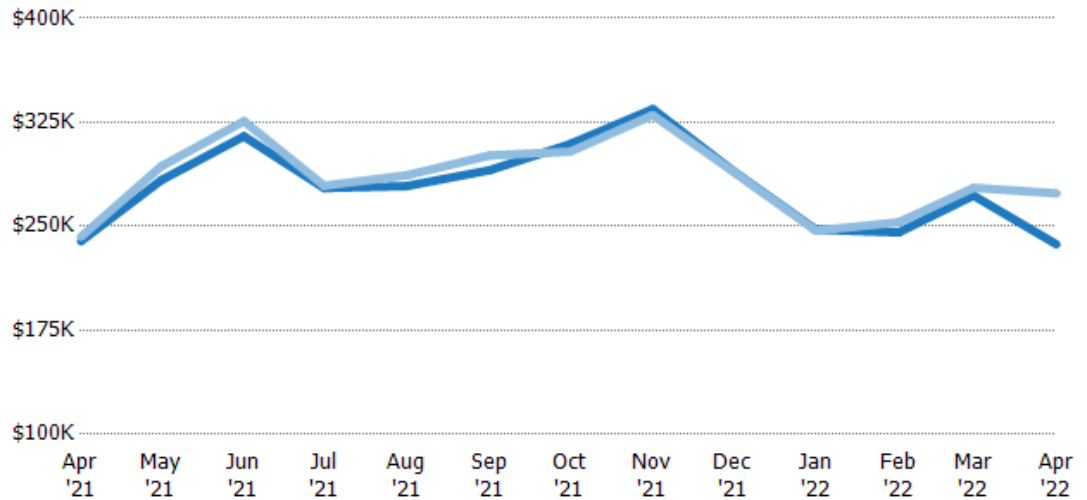
Current Year	\$175K	\$179K	\$235K	\$250K	\$259K	\$272K	\$259K	\$250K	\$200K	\$182K	\$179K	\$229K	\$249K
Prior Year	\$145K	\$130K	\$130K	\$170K	\$182K	\$164K	\$170K	\$164K	\$159K	\$159K	\$177K	\$175K	\$175K
Percent Change from Prior Year	21%	37%	81%	47%	42%	66%	52%	52%	26%	14%	1%	31%	42%

## 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

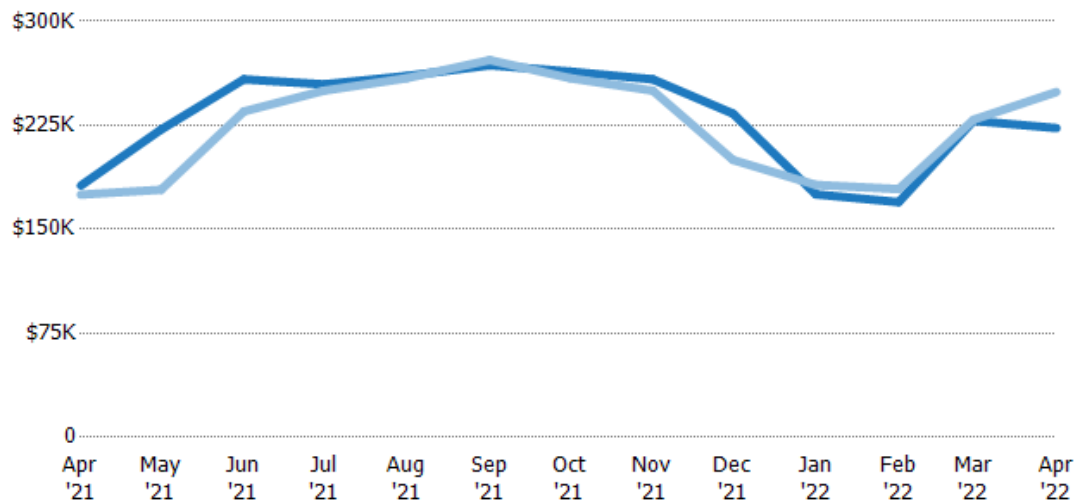


## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

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



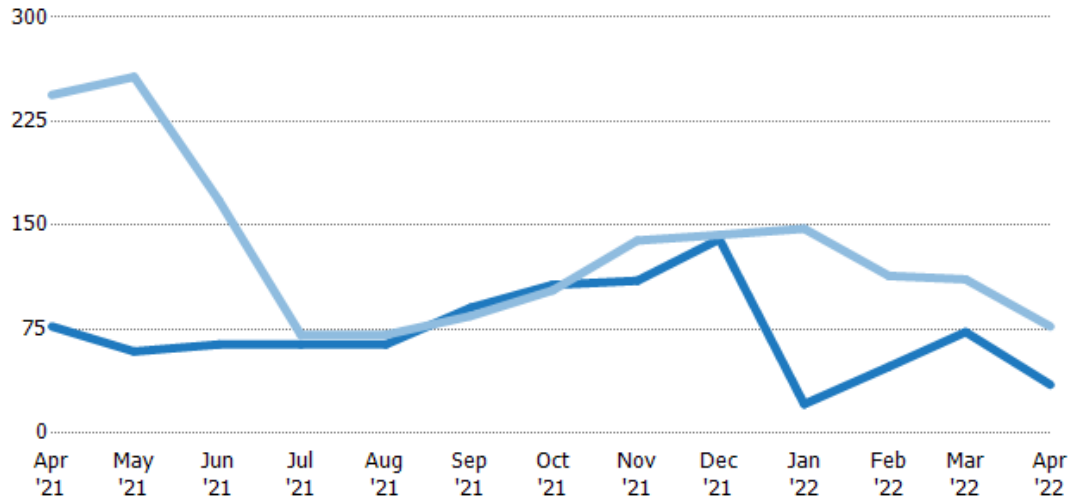
## Median Days in RPR

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

### Filters Used

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

Month/ Year	Days	% Chg.
Apr '22	35	-54.5%
Apr '21	77	-68.4%
Apr '20	244	-30.1%



Current Year	77	59	64	64	64	90.5	107	110	140	21	48	73	35
Prior Year	244	257	168	71	71	84.5	103	139	143	148	114	111	77
Percent Change from Prior Year	-68%	-77%	-62%	-10%	-10%	7%	4%	-21%	-2%	-86%	-58%	-34%	-55%

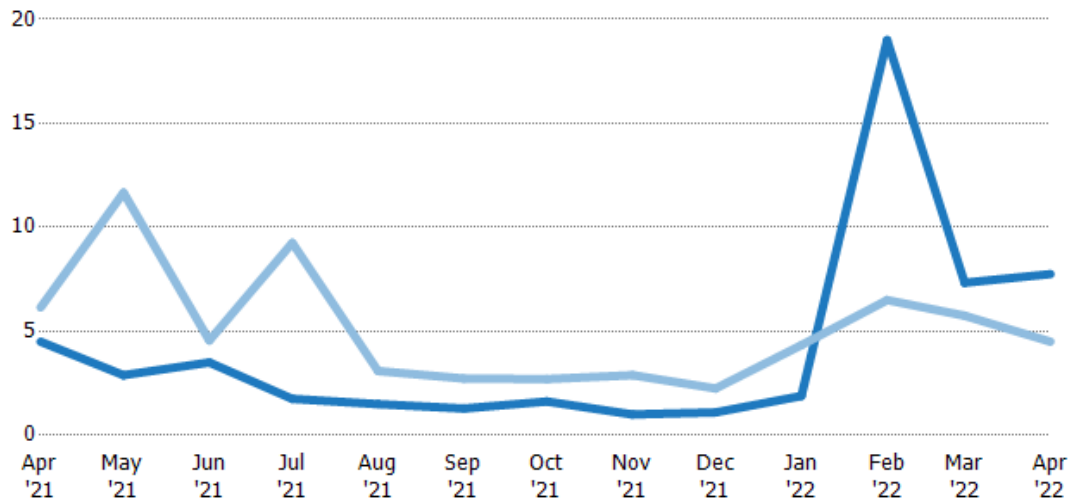
## Months of Inventory

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.
Apr '22	7.75	72.2%
Apr '21	4.5	-26.7%
Apr '20	6.14	138.8%



Current Year	4.5	2.89	3.5	1.75	1.5	1.29	1.63	1	1.1	1.89	19	7.33	7.75
Prior Year	6.14	11.7	4.56	9.25	3.09	2.73	2.7	2.89	2.25	4.33	6.5	5.75	4.5
Percent Change from Prior Year	-27%	-75%	-23%	-81%	-51%	-53%	-40%	-65%	-51%	-56%	192%	28%	72%

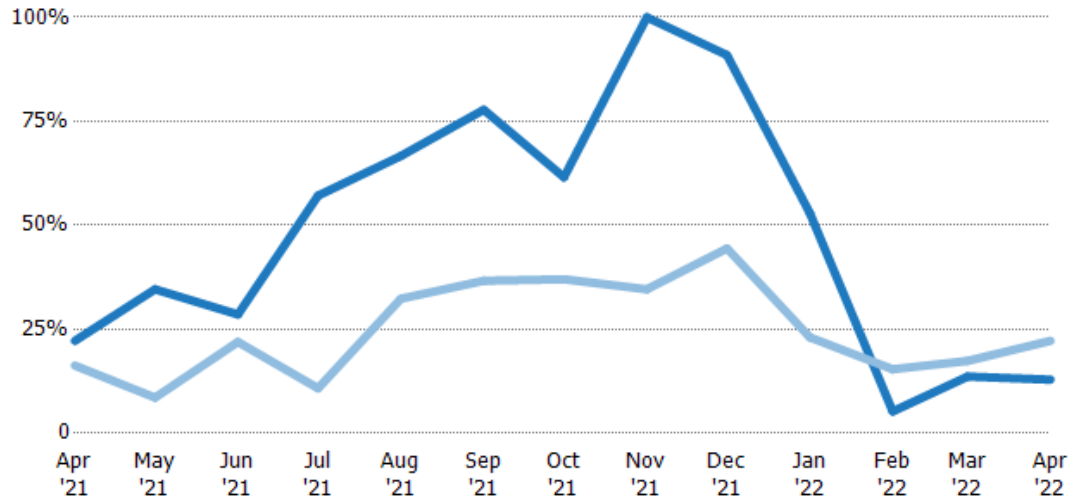
## Absorption Rate

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.
Apr '22	13%	9.3%
Apr '21	22%	-6%
Apr '20	16%	-58.1%



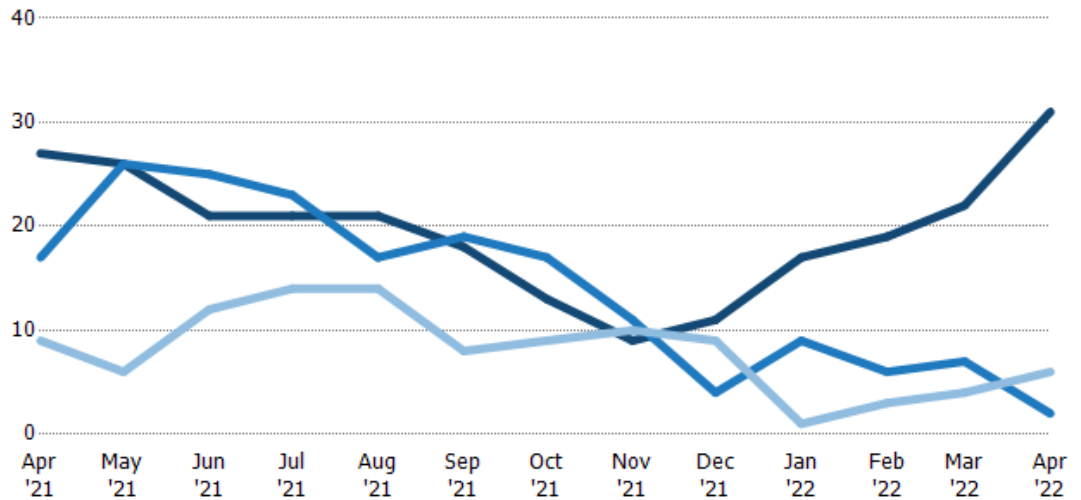
Current Year	22%	35%	29%	57%	67%	78%	62%	100%	91%	53%	5%	14%	13%
Prior Year	16%	9%	22%	11%	32%	37%	37%	35%	44%	23%	15%	17%	22%
Change from Prior Year	-6%	-26%	-7%	-46%	-34%	-41%	-25%	-65%	-46%	-30%	10%	4%	9%

## 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	21	21	21	18	13	9	11	17	19	22	31
Pending	17	26	25	23	17	19	17	11	4	9	6	7	2
Sold	9	6	12	14	14	8	9	10	9	1	3	4	6

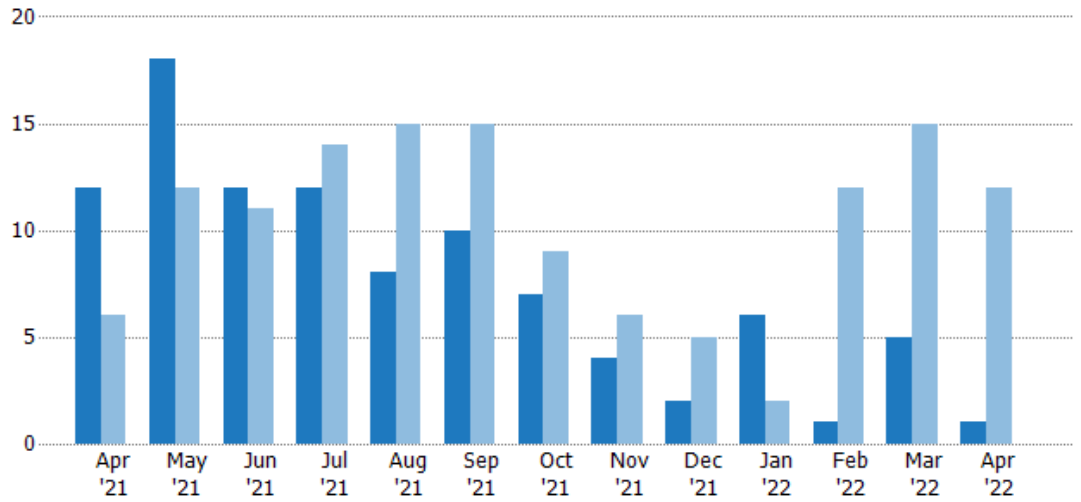
## New Pending Sales

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.
Apr '22	1	-91.7%
Apr '21	12	100%
Apr '20	6	66.7%



Current Year	12	18	12	12	8	10	7	4	2	6	1	5	1
Prior Year	6	12	11	14	15	15	9	6	5	2	12	15	12
Percent Change from Prior Year	100%	50%	9%	-14%	-47%	-33%	-22%	-33%	-60%	200%	-92%	-67%	-92%

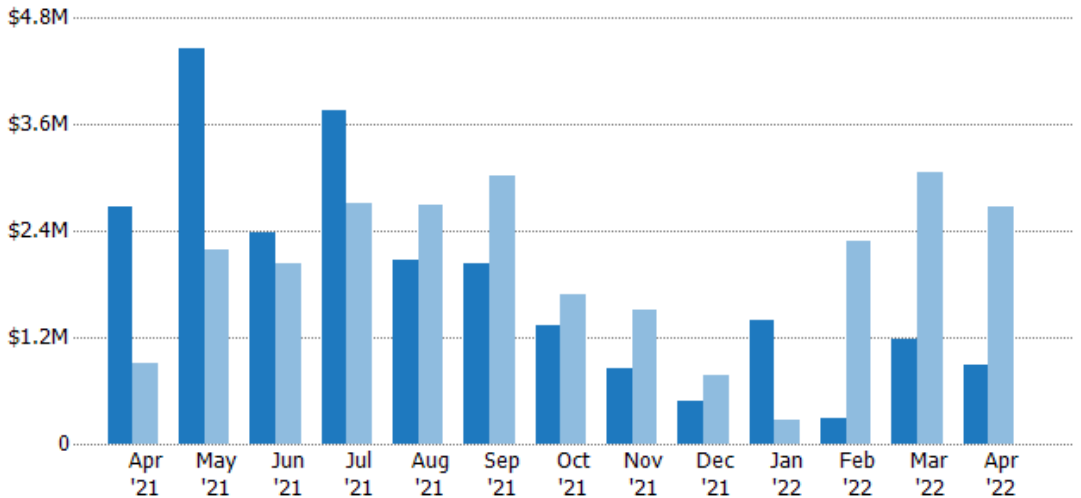
## New Pending Sales Volume

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.
Apr '22	\$895K	-66.5%
Apr '21	\$2.67M	195.5%
Apr '20	\$905K	36.2%



Current Year	\$2.67M	\$4.46M	\$2.38M	\$3.75M	\$2.07M	\$2.03M	\$1.34M	\$853K	\$484K	\$1.39M	\$285K	\$1.18M	\$895K
Prior Year	\$905K	\$2.2M	\$2.03M	\$2.7M	\$2.7M	\$3.03M	\$1.68M	\$1.5M	\$781K	\$269K	\$2.28M	\$3.07M	\$2.67M
Percent Change from Prior Year	195%	103%	17%	39%	-23%	-33%	-20%	-43%	-38%	418%	-88%	-61%	-67%



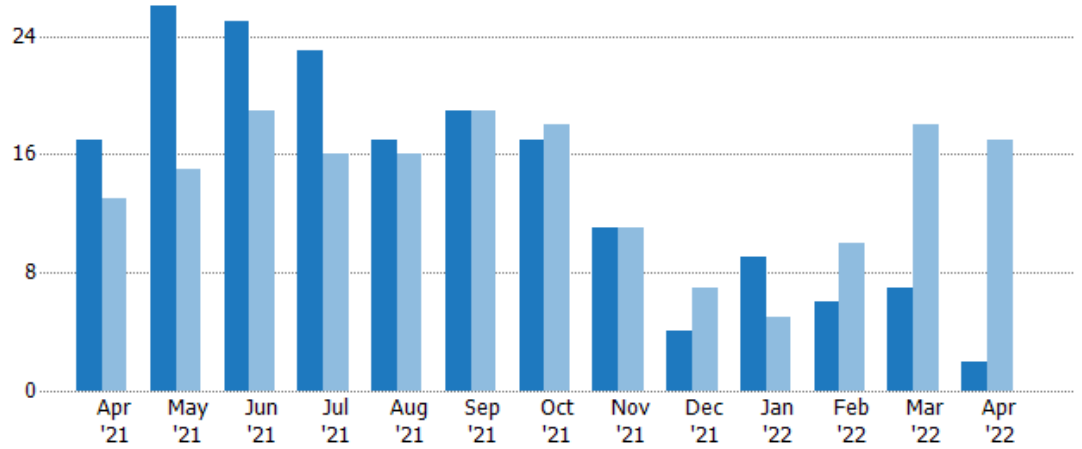
## Pending Sales

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.
Apr '22	2	-88.2%
Apr '21	17	30.8%
Apr '20	13	0%



Current Year	17	26	25	23	17	19	17	11	4	9	6	7	2
Prior Year	13	15	19	16	16	19	18	11	7	5	10	18	17
Percent Change from Prior Year	31%	73%	32%	44%	6%	0%	-6%	0%	-43%	80%	-40%	-61%	-88%

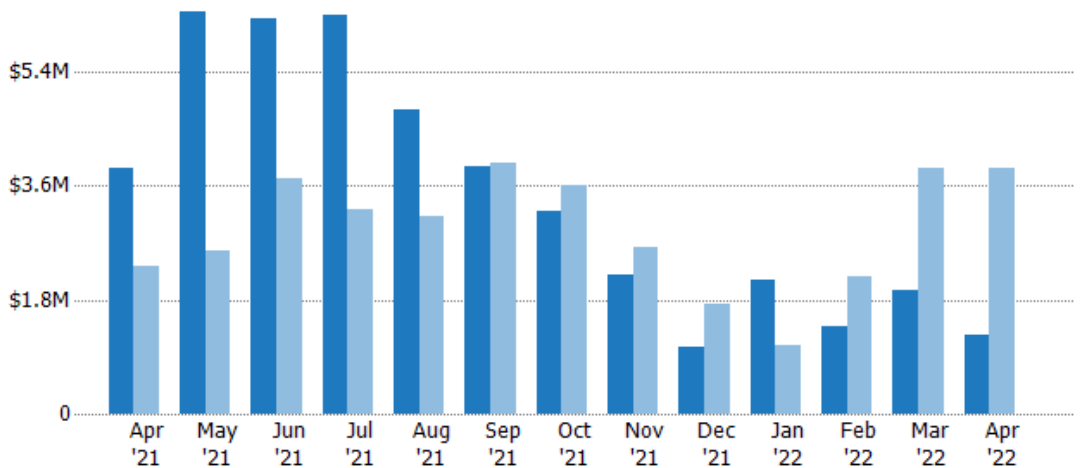
## Pending Sales Volume

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.
Apr '22	\$1.25M	-67.9%
Apr '21	\$3.88M	66%
Apr '20	\$2.34M	-11.6%



Current Year	\$3.88M	\$6.36M	\$6.25M	\$6.3M	\$4.8M	\$3.92M	\$3.21M	\$2.19M	\$1.06M	\$2.1M	\$1.39M	\$1.96M	\$1.25M
Prior Year	\$2.34M	\$2.57M	\$3.71M	\$3.22M	\$3.11M	\$3.95M	\$3.6M	\$2.62M	\$1.73M	\$1.07M	\$2.17M	\$3.87M	\$3.88M
Percent Change from Prior Year	66%	147%	68%	96%	55%	-1%	-11%	-16%	-39%	96%	-36%	-49%	-68%

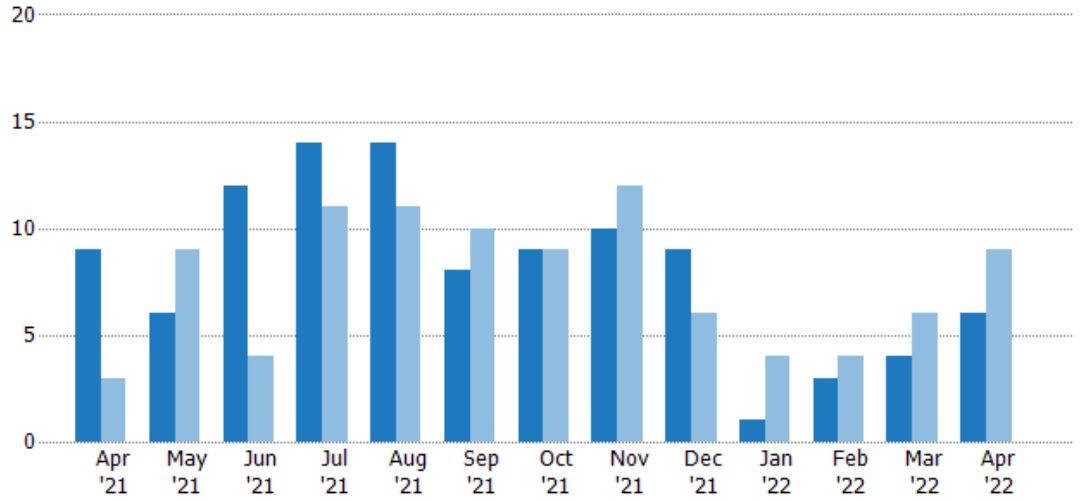
## Closed Sales

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.
Apr '22	6	-33.3%
Apr '21	9	200%
Apr '20	3	33.3%



Current Year	9	6	12	14	14	8	9	10	9	1	3	4	6
Prior Year	3	9	4	11	11	10	9	12	6	4	4	6	9
Percent Change from Prior Year	200%	-33%	200%	27%	27%	-20%	0%	-17%	50%	-75%	-25%	-33%	-33%

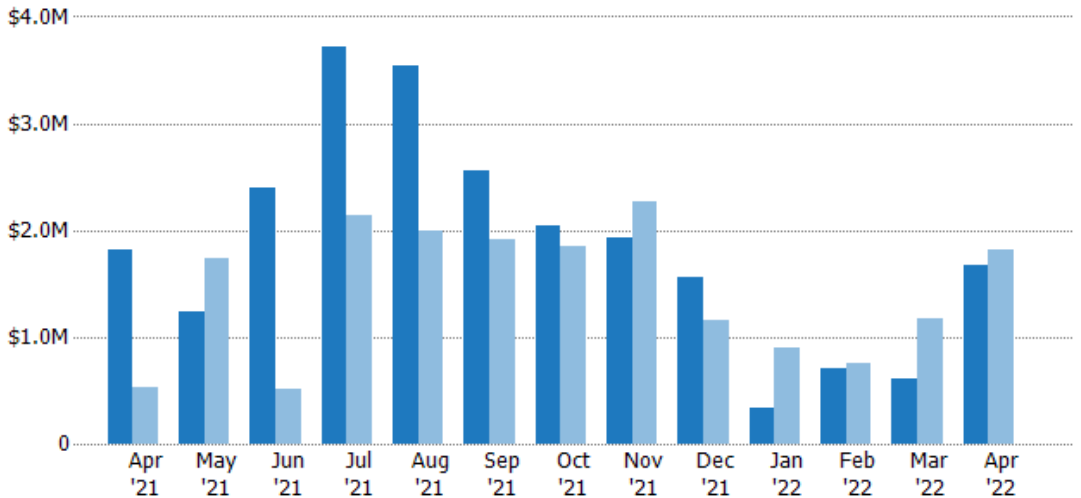
## Closed Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Apr '22	\$1.68M	-7.5%
Apr '21	\$1.81M	238.1%
Apr '20	\$536K	19.4%



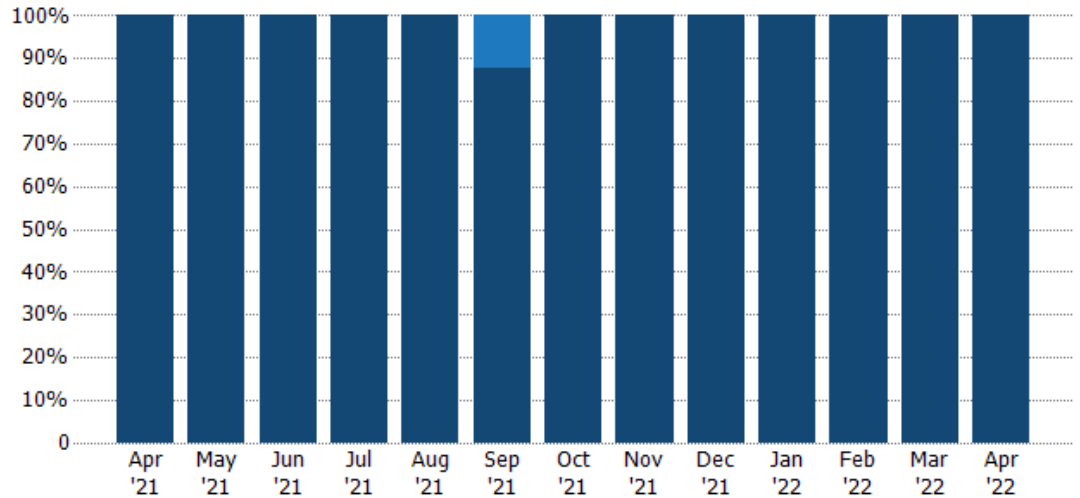
Current Year	\$1.81M	\$1.24M	\$2.4M	\$3.71M	\$3.54M	\$2.55M	\$2.04M	\$1.93M	\$1.56M	\$334K	\$710K	\$614K	\$1.68M
Prior Year	\$536K	\$1.74M	\$512K	\$2.14M	\$1.99M	\$1.91M	\$1.86M	\$2.27M	\$1.15M	\$898K	\$757K	\$1.17M	\$1.81M
Percent Change from Prior Year	238%	-28%	369%	74%	78%	34%	10%	-15%	35%	-63%	-6%	-48%	-7%

## 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%	88%	100%	100%	100%	100%	100%	100%	100%

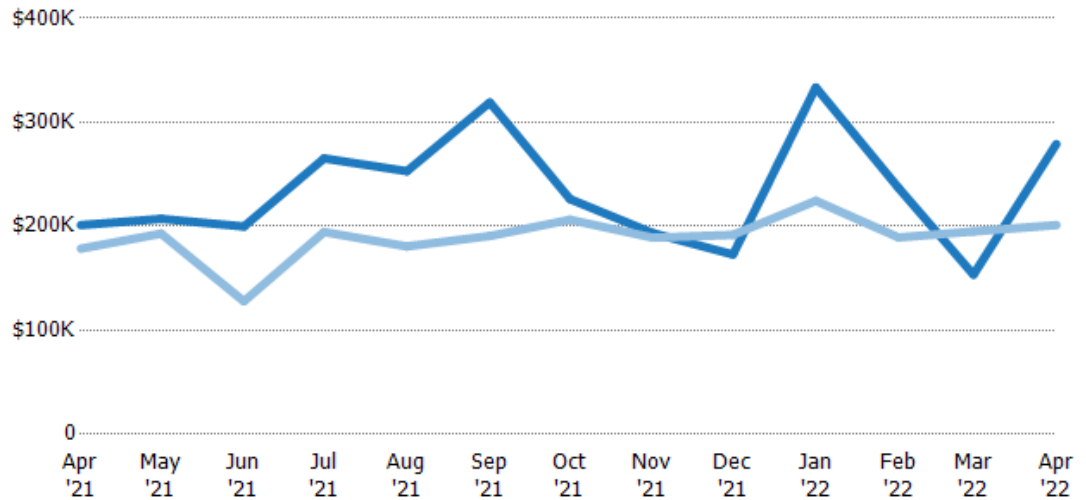
## Average Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Apr '22	\$279K	38.8%
Apr '21	\$201K	12.7%
Apr '20	\$179K	-10.4%



Current Year	\$201K	\$207K	\$200K	\$265K	\$253K	\$319K	\$226K	\$193K	\$173K	\$334K	\$237K	\$154K	\$279K
Prior Year	\$179K	\$193K	\$128K	\$194K	\$181K	\$191K	\$206K	\$189K	\$192K	\$225K	\$189K	\$195K	\$201K
Percent Change from Prior Year	13%	7%	56%	36%	40%	67%	10%	2%	-10%	49%	25%	-21%	39%

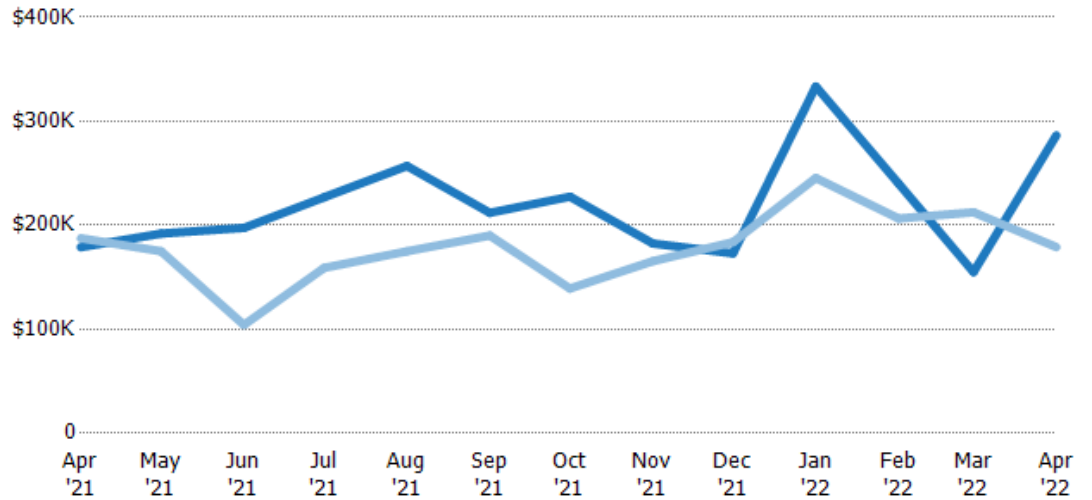
## Median Sales Price

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.
Apr '22	\$287K	60.1%
Apr '21	\$179K	-4.5%
Apr '20	\$188K	-13.7%



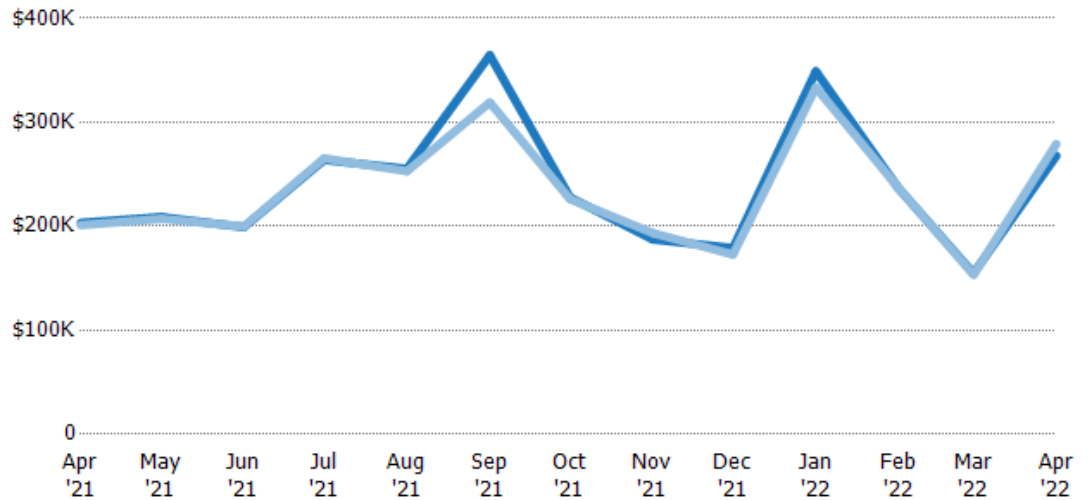
Current Year	\$179K	\$192K	\$198K	\$227K	\$257K	\$212K	\$228K	\$183K	\$173K	\$334K	\$240K	\$155K	\$287K
Prior Year	\$188K	\$175K	\$104K	\$159K	\$175K	\$190K	\$139K	\$166K	\$184K	\$246K	\$207K	\$213K	\$179K
Percent Change from Prior Year	-5%	10%	89%	43%	47%	11%	63%	10%	-6%	36%	16%	-27%	60%

## 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



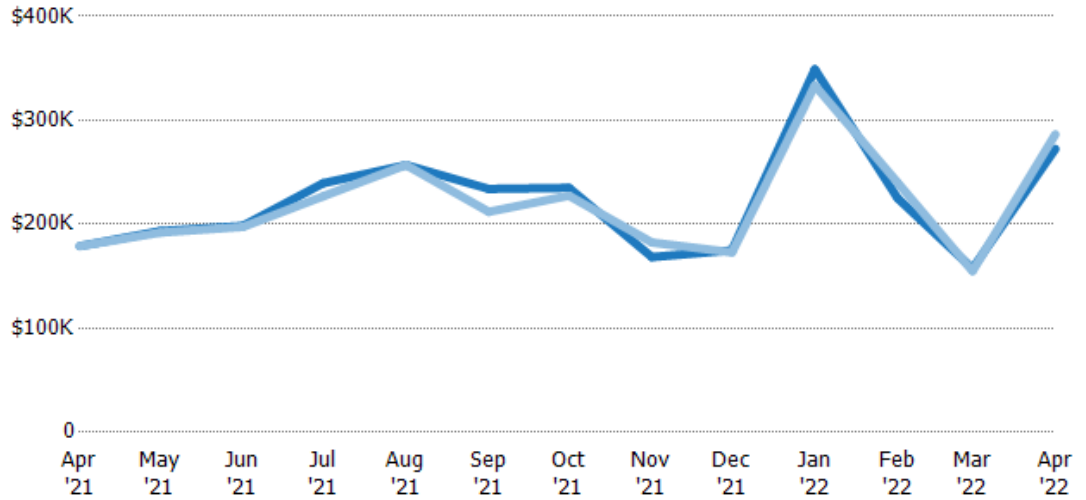
Avg List Price	\$203K	\$209K	\$199K	\$264K	\$255K	\$365K	\$228K	\$187K	\$179K	\$349K	\$236K	\$155K	\$268K
Avg Sales Price	\$201K	\$207K	\$200K	\$265K	\$253K	\$319K	\$226K	\$193K	\$173K	\$334K	\$237K	\$154K	\$279K
Avg Sales Price as a % of Avg List Price	99%	99%	100%	101%	99%	88%	99%	103%	97%	96%	100%	99%	104%

## 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



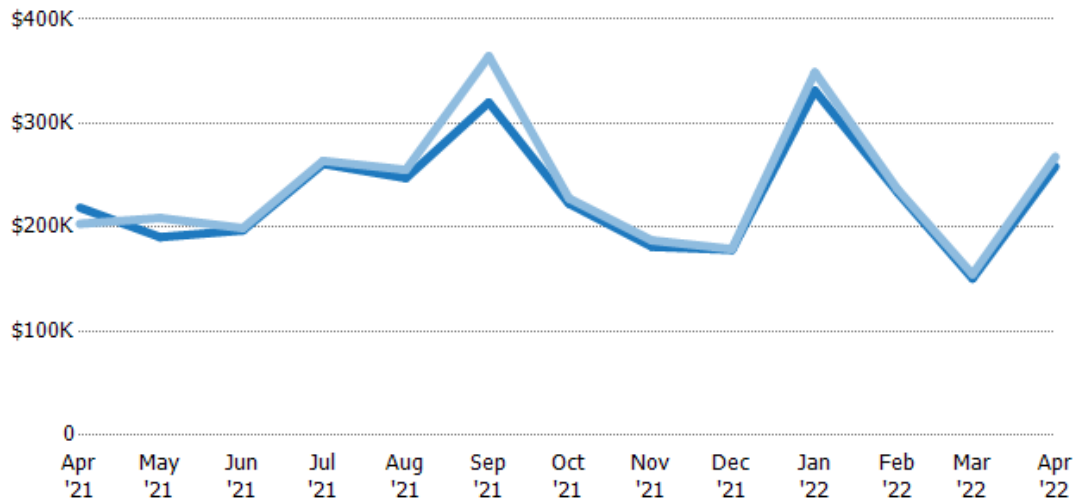
Median List Price	\$179K	\$194K	\$199K	\$240K	\$257K	\$234K	\$235K	\$169K	\$175K	\$349K	\$225K	\$157K	\$273K
Median Sales Price	\$179K	\$192K	\$198K	\$227K	\$257K	\$212K	\$228K	\$183K	\$173K	\$334K	\$240K	\$155K	\$287K
Med Sales Price as a % of Med List Price	100%	99%	99%	95%	100%	91%	97%	108%	99%	96%	107%	98%	105%

## 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



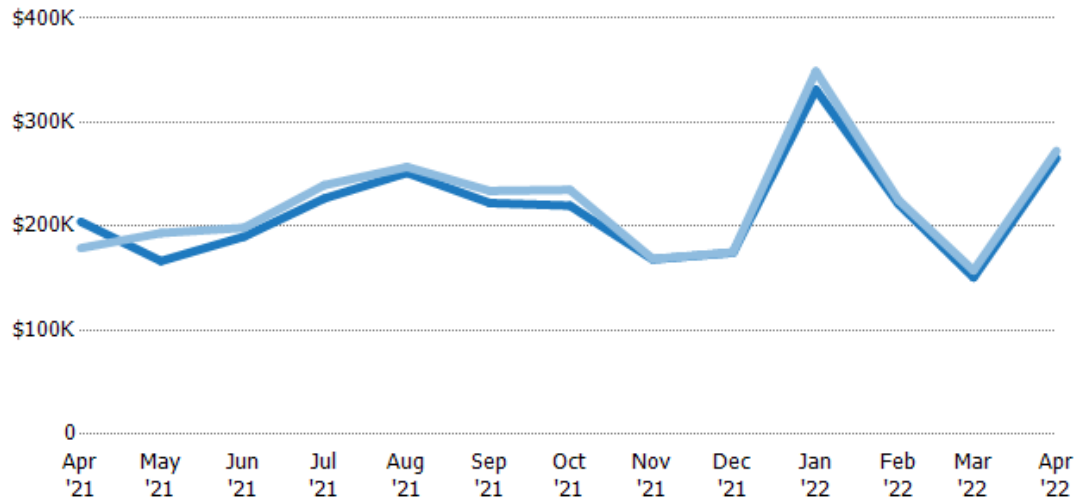
Avg Est Value	\$219K	\$191K	\$197K	\$261K	\$247K	\$320K	\$223K	\$181K	\$178K	\$331K	\$233K	\$151K	\$258K
Avg Sales Price	\$203K	\$209K	\$199K	\$264K	\$255K	\$365K	\$228K	\$187K	\$179K	\$349K	\$236K	\$155K	\$268K
Avg Sales Price as a % of Avg Est Value	93%	110%	101%	101%	103%	114%	102%	103%	100%	105%	101%	103%	104%

## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

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



Median Est Value	\$204K	\$167K	\$190K	\$227K	\$251K	\$222K	\$220K	\$168K	\$175K	\$331K	\$221K	\$151K	\$266K
Median Sales Price	\$179K	\$194K	\$199K	\$240K	\$257K	\$234K	\$235K	\$169K	\$175K	\$349K	\$225K	\$157K	\$273K
Med Sales Price as a % of Med Est Value	88%	116%	104%	106%	102%	105%	107%	100%	100%	105%	102%	104%	103%