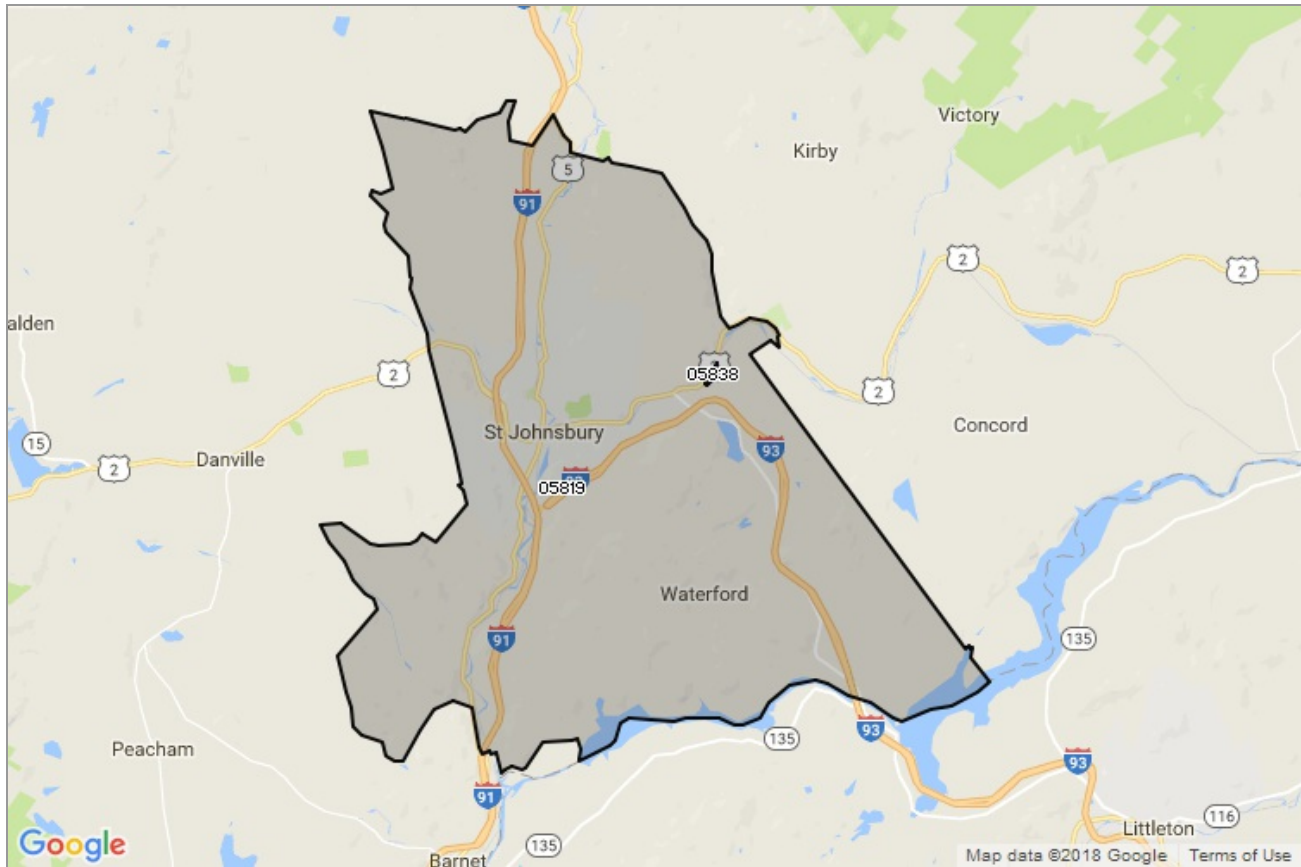


MARKET DATA REPORT

# St. Johnsbury



## Report Characteristics

**Report Name:**

St. Johnsbury

**Report Date Range:**

1/2018 – 1/2018

**Filters Used:**

Property Type, Location

**Avg/Med:** Both

**Include Metrics By:** County

**Run Date:** 02/21/2018

**Scheduled:** No

Presented by

**Vermont REALTORS®**

REALTOR®

<http://www.vermontrealtors.com/>

148 State Street  
Montpelier, VT 05602

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

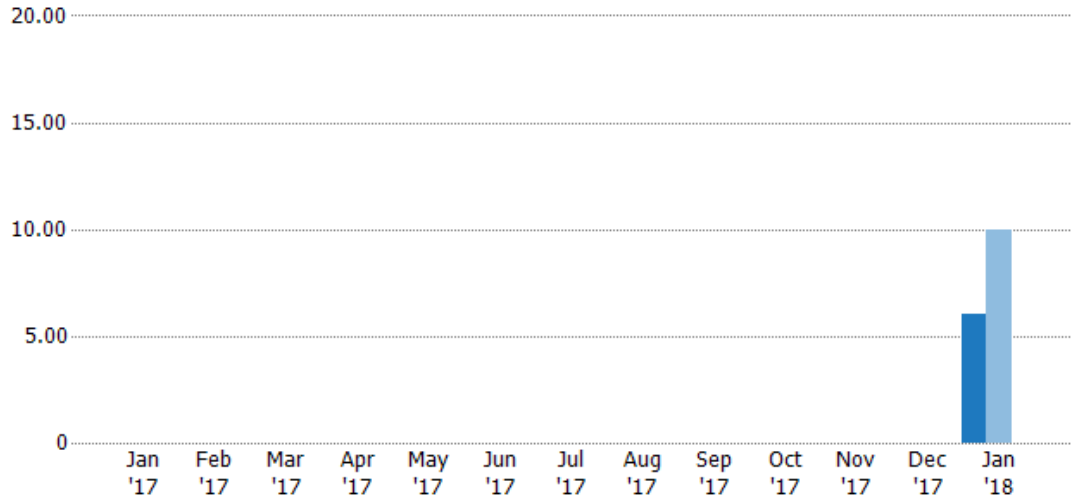
Key Metrics	Jan 2018	Jan 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	10	-40%	6	10	-40%
New Listing Volume	\$927,900	\$1,624,100	-42.9%	\$927,900	\$1,624,100	-42.9%
Active Listing Count	44	77	-42.9%	44	77	-42.9%
Active Listing Volume	\$8,978,400	\$13,205,780	-32%	\$8,978,400	\$13,205,780	-32%
Average Listing Price	\$204,055	\$171,504	+19%	\$204,055	\$171,504	+19%
Median Listing Price	\$174,000	\$139,950	+24.3%	\$174,000	\$139,950	+24.3%
Median Days in RPR	211	179	+17.9%	211	179	+17.9%
Months of Inventory	-	-	-	44	19.3	+128.6%
Absorption Rate	-	-	+/-	2.27%	5.19%	-2.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	6	3	+100%	6	3	+100%
New Pending Sales Volume	\$613,200	\$479,000	+28%	\$613,200	\$479,000	+28%
Pending Sales Count	10	10	+/-	10	10	+/-
Pending Sales Volume	\$1,401,100	\$1,548,850	-9.5%	\$1,401,100	\$1,548,850	-9.5%
Closed Sales Count	2	1	+100%	2	1	+100%
Closed Sales Volume	\$382,500	\$250,000	+53%	\$382,500	\$250,000	+53%
Average Sales Price	\$191,250	\$250,000	-23.5%	\$191,250	\$250,000	-23.5%
Median Sales Price	\$191,250	\$250,000	-23.5%	\$191,250	\$250,000	-23.5%

## New Listings

The number of new single-family, condominium and townhome 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 Residence



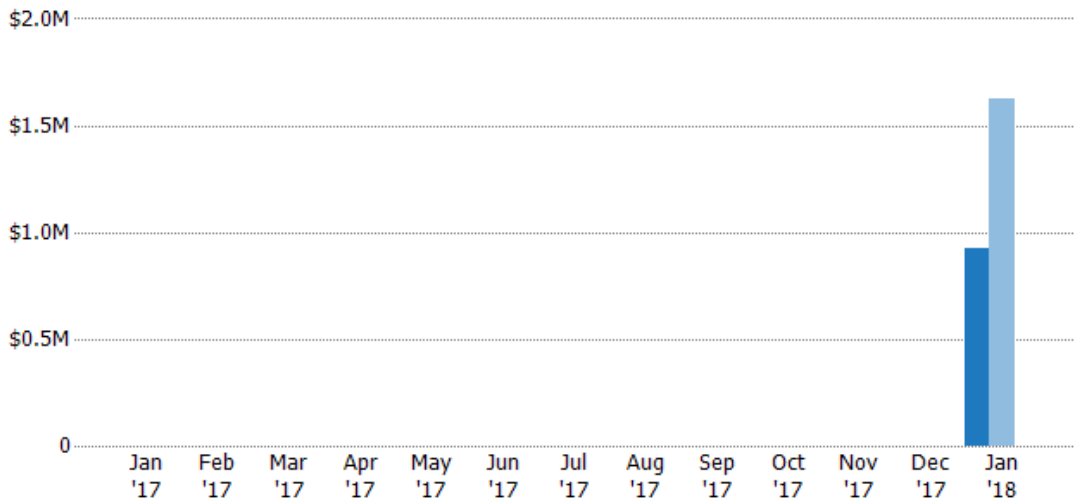
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-40%

## New Listing Volume

The sum of the listing price of single-family, condominium and townhome 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 Residence



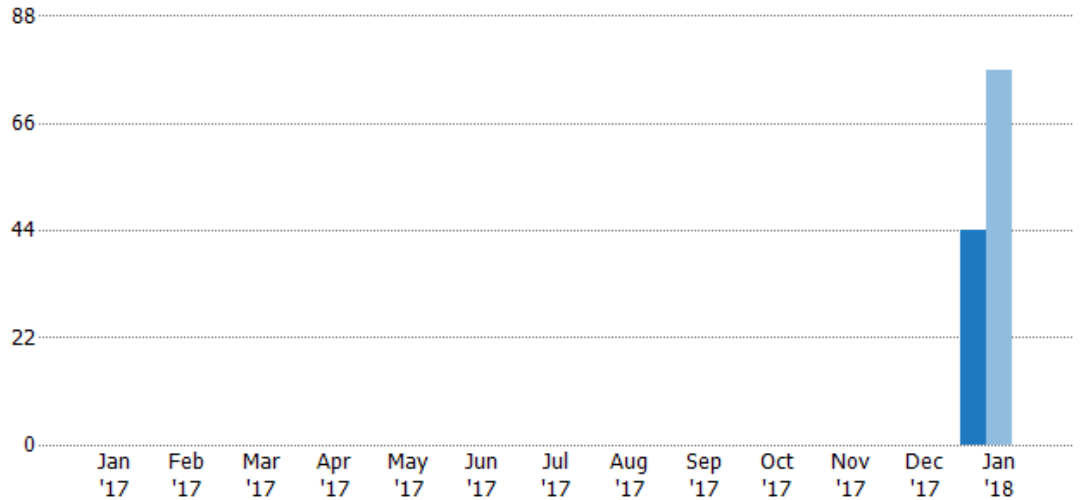
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$928K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.62M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-43%

## Active Listings

The number of active single-family, condominium and townhome 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 Residence



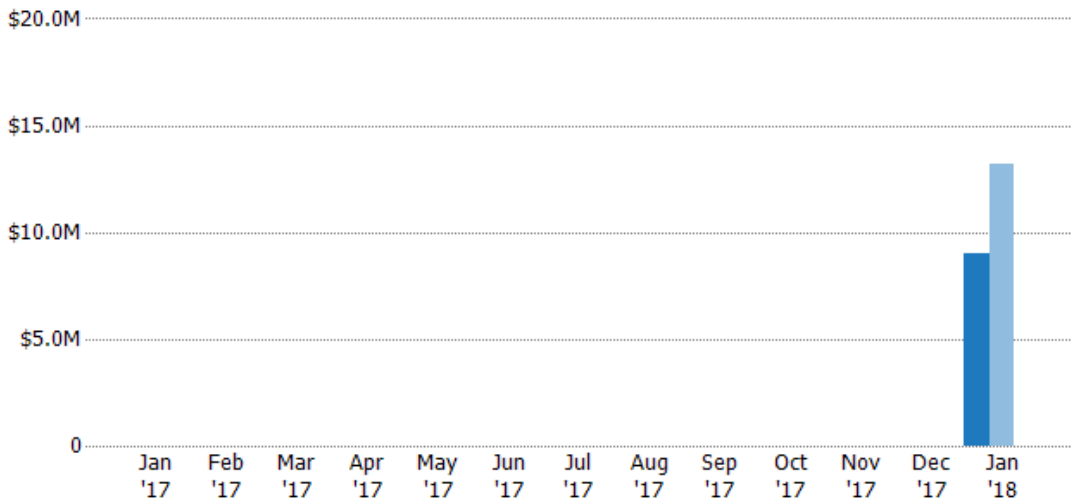
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	44
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	77
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-43%

## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

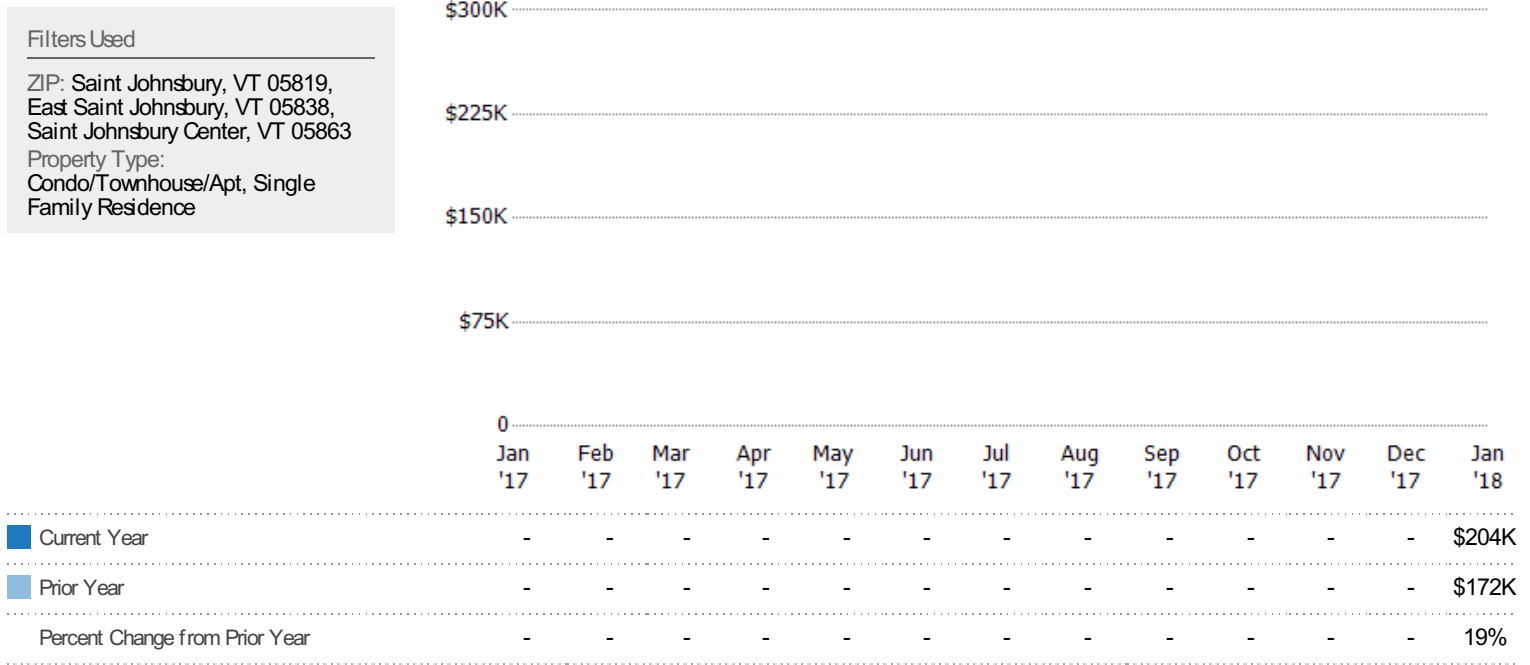
ZIP: Saint Johnsbury, VT 05819,  
 East Saint Johnsbury, VT 05838,  
 Saint Johnsbury Center, VT 05863  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$8.98M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$13.2M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-32%

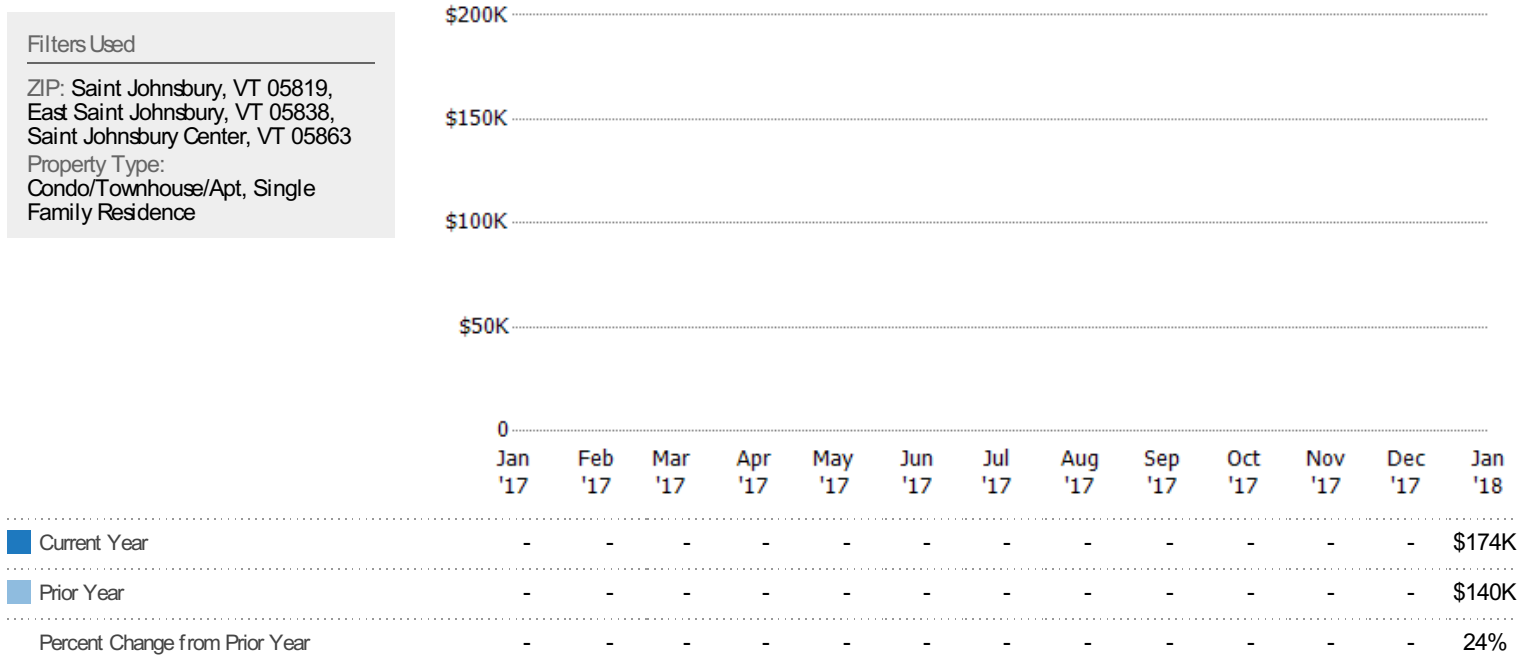
## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.



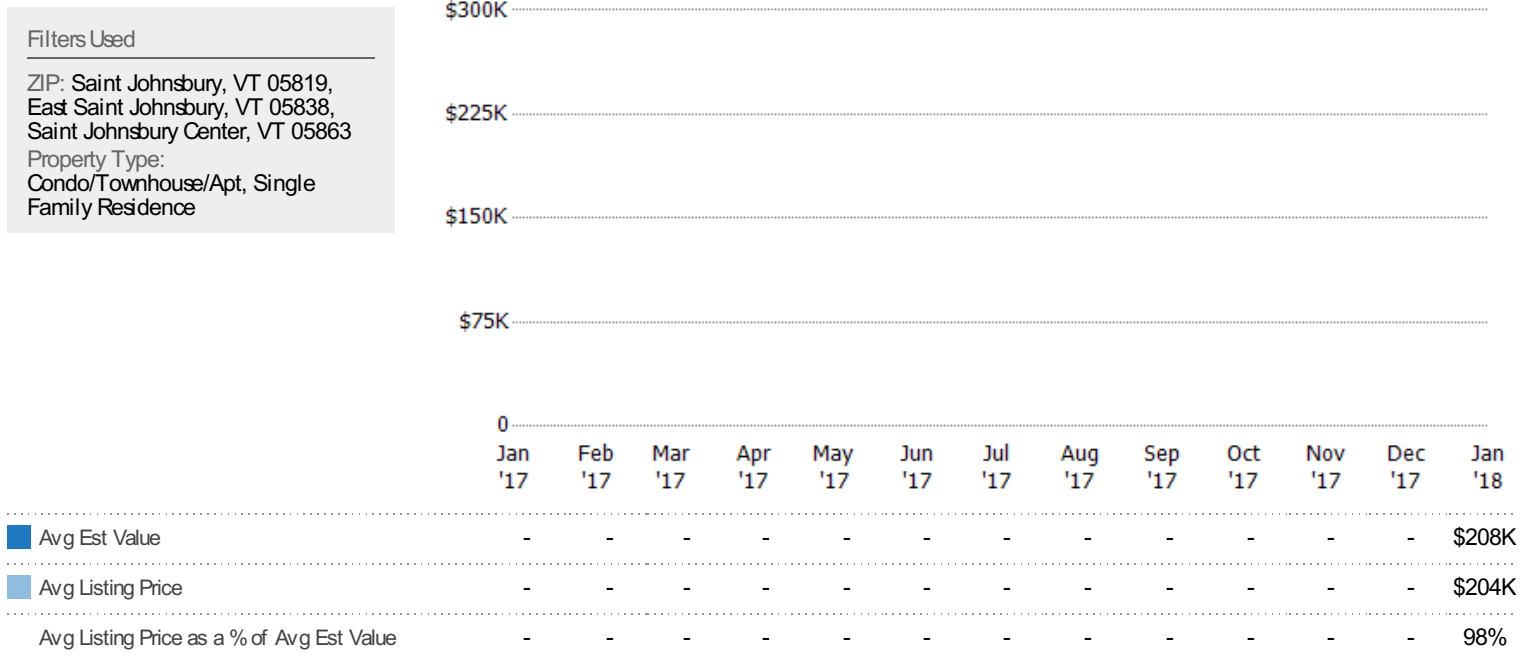
## Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.



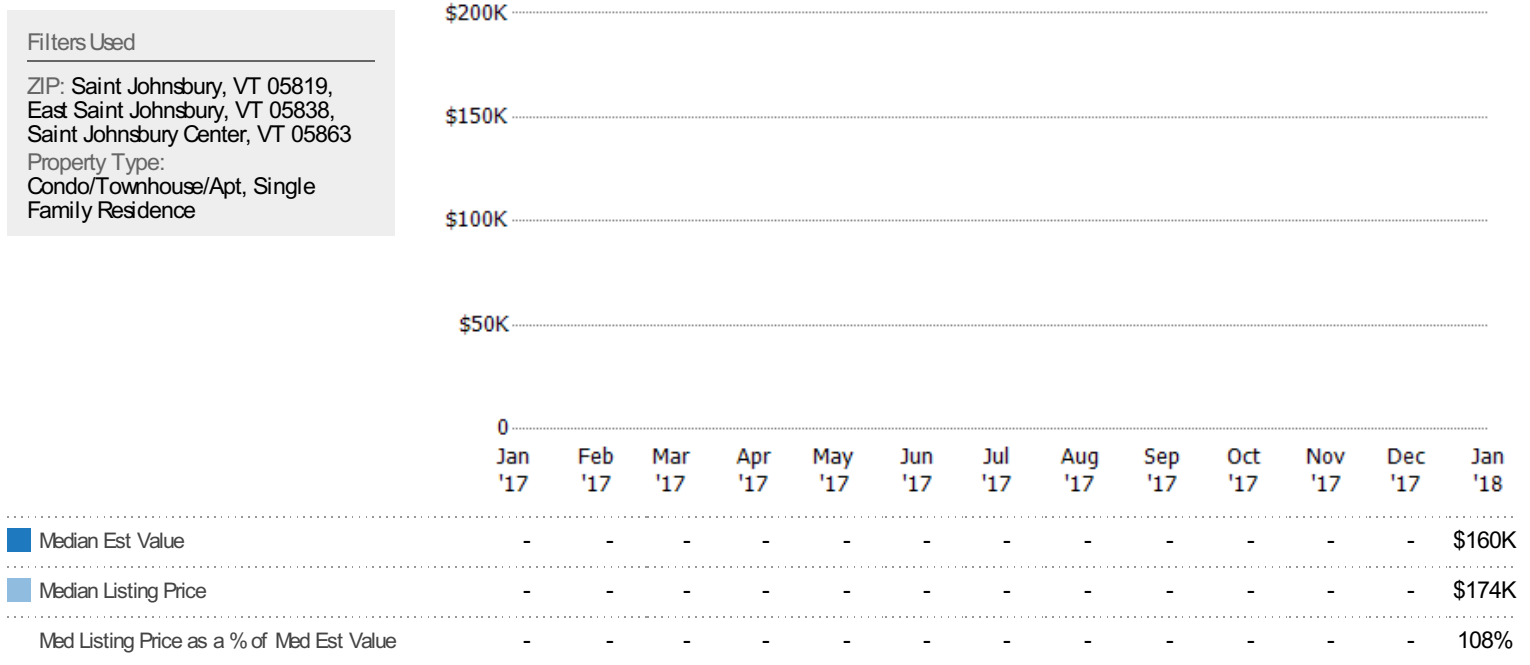
## Average Listing Price vs Average Est Value

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



## 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.

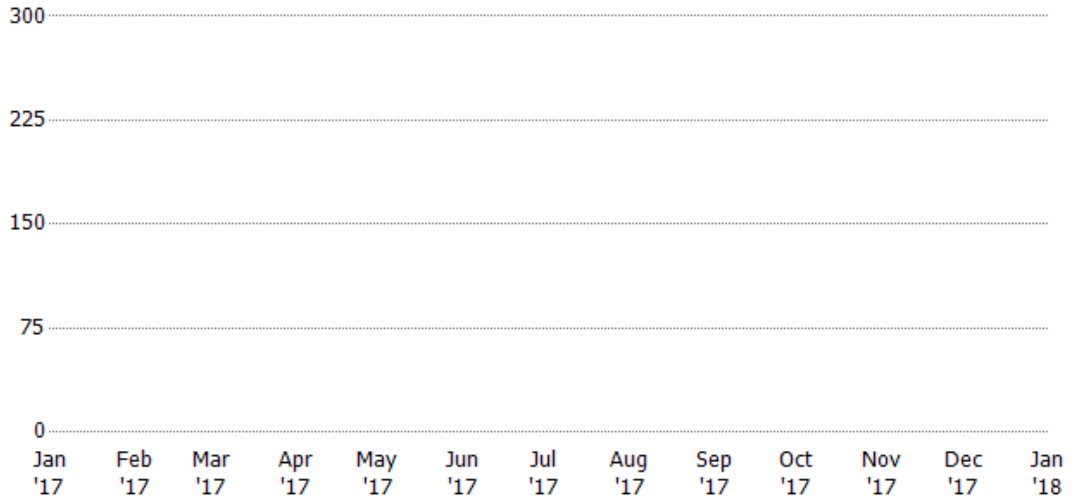


## Median Days in RPR

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 Residence



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	211
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	179
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18%

## Average Days in RPR (By County)

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

Filters Used: ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863; Property Type: Condo/Townhouse/Apt, Single Family Residence



## Median Days in RPR (By County)

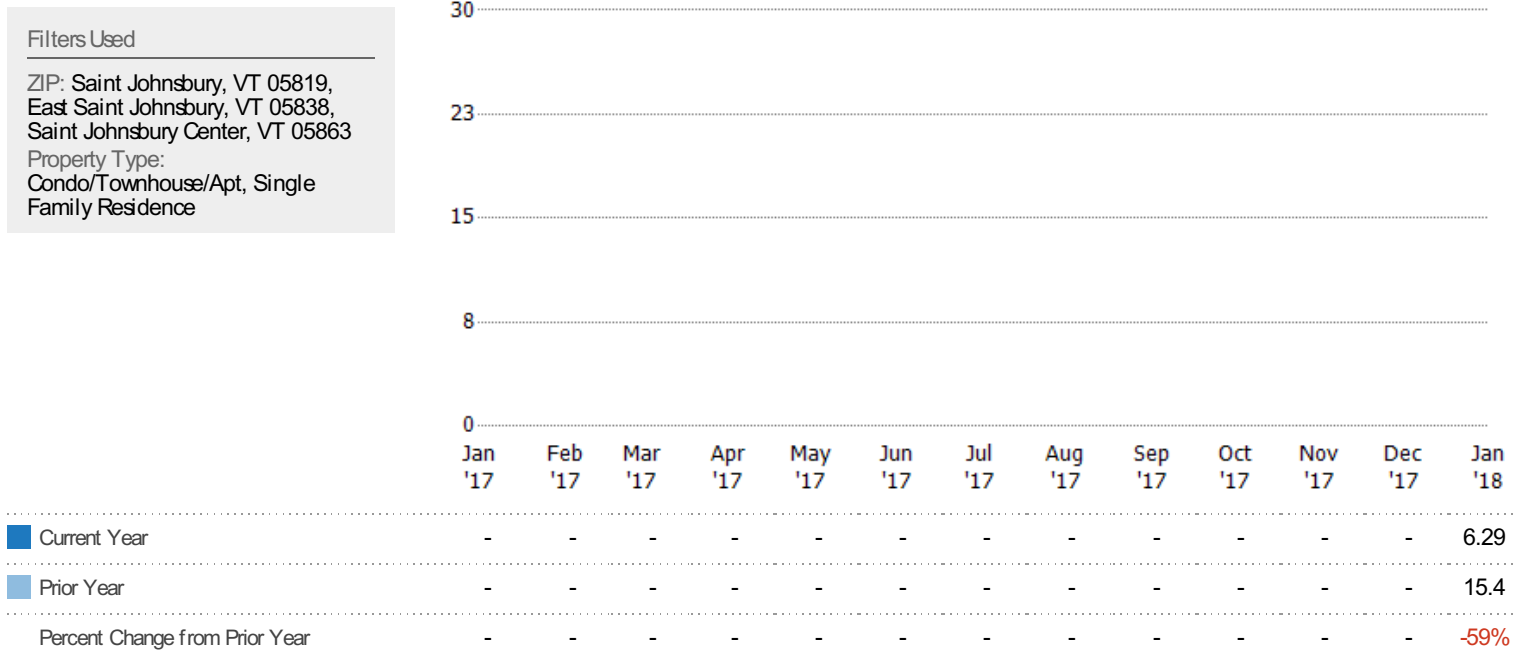
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863; Property Type: Condo/Townhouse/Apt, Single Family Residence



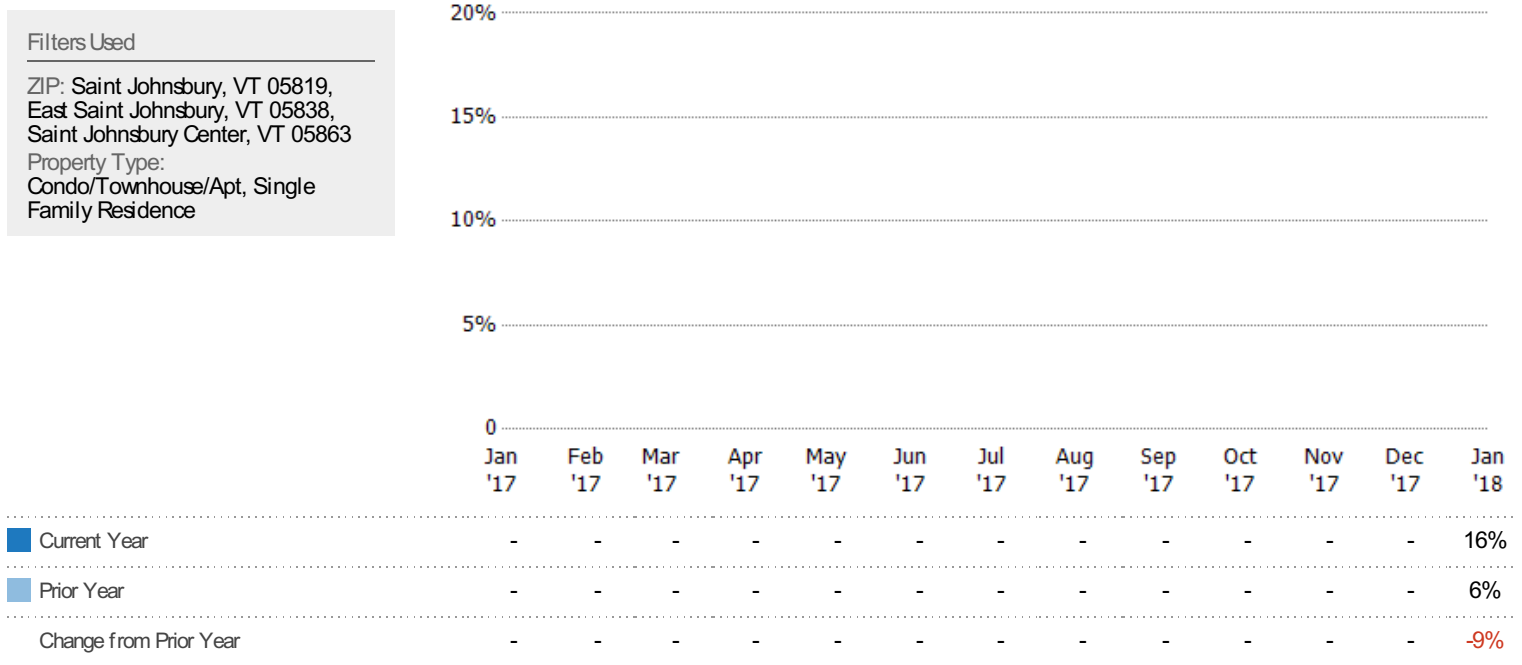
## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.



## Absorption Rate

The percentage of inventory sold per month.





## Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863; Property Type: Condo/Townhouse/Apt, Single Family Residence



## Active/Pending/Sold Units

The number of single-family, condominium and townhome 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 Residence

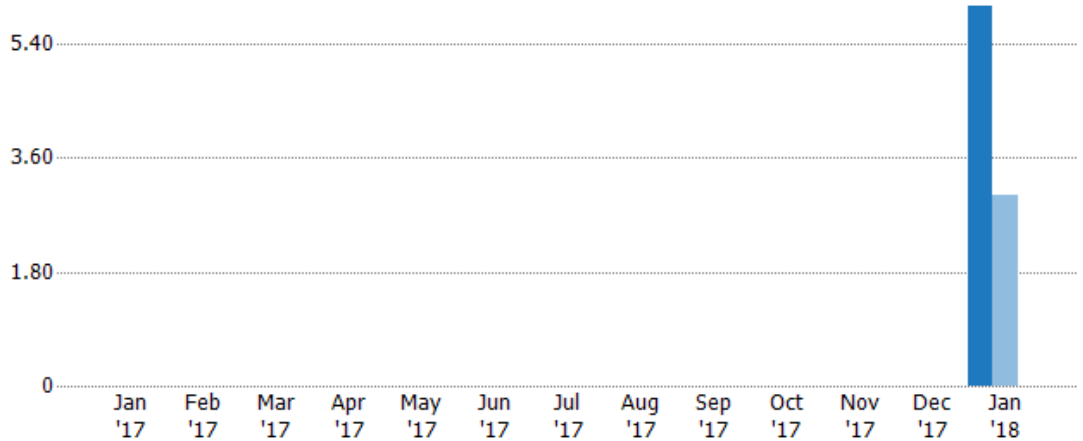
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	44
Pending	-	-	-	-	-	-	-	-	-	-	-	-	10
Sold	-	-	-	-	-	-	-	-	-	-	-	-	2

## New Pending Sales

The number of single-family, condominium and townhome 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 Residence



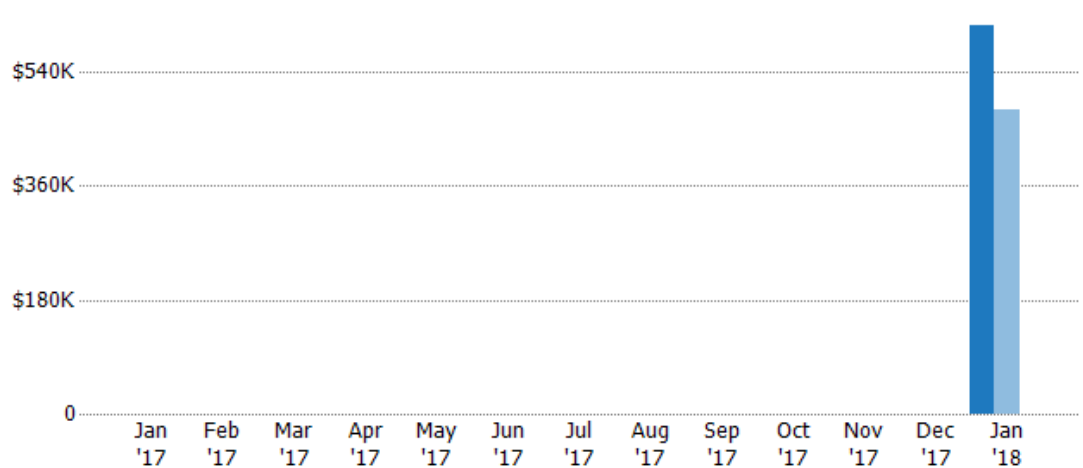
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	100%

## New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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 Residence



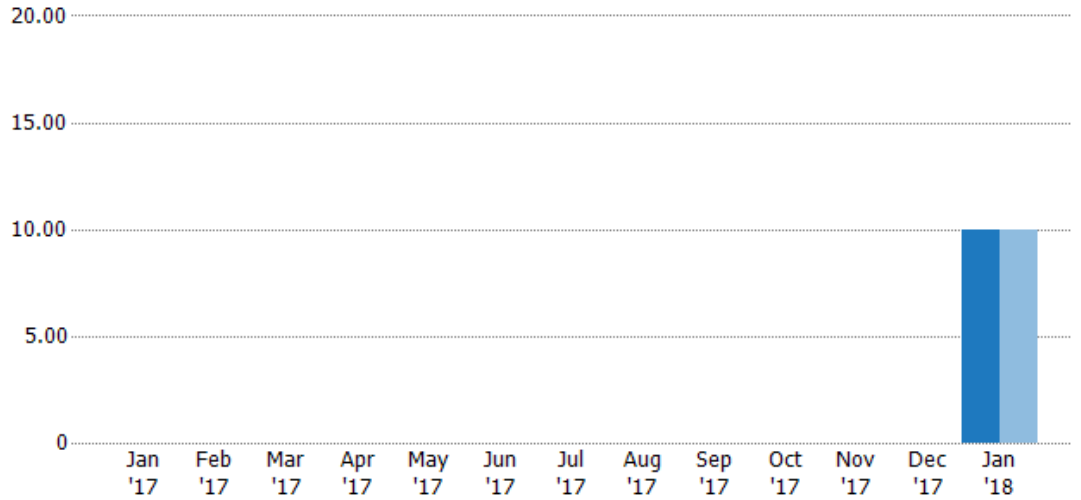
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$613K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$479K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	28%

## Pending Sales

The number of single-family, condominium and townhome 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 Residence



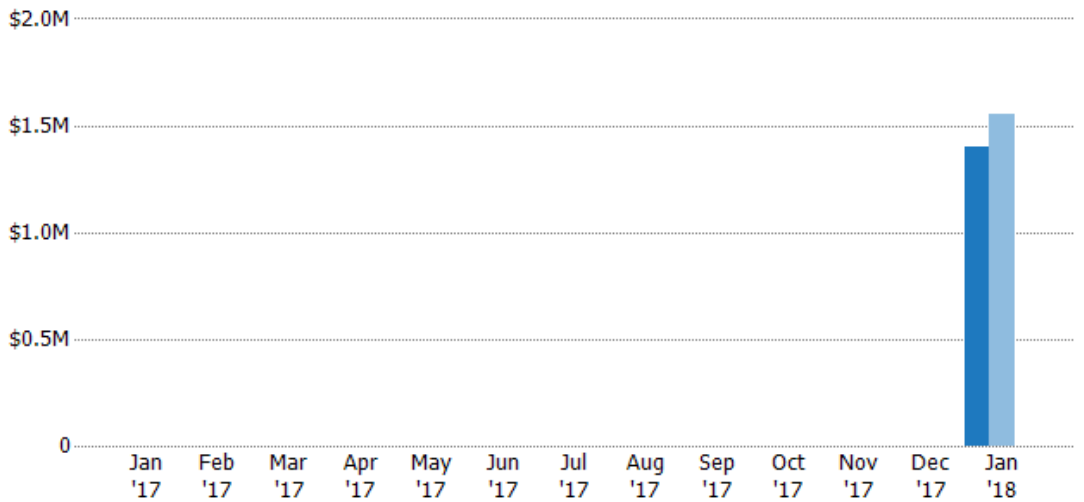
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10
PriorExtra Year	-	-	-	-	-	-	-	-	-	-	-	-	-

## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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 Residence



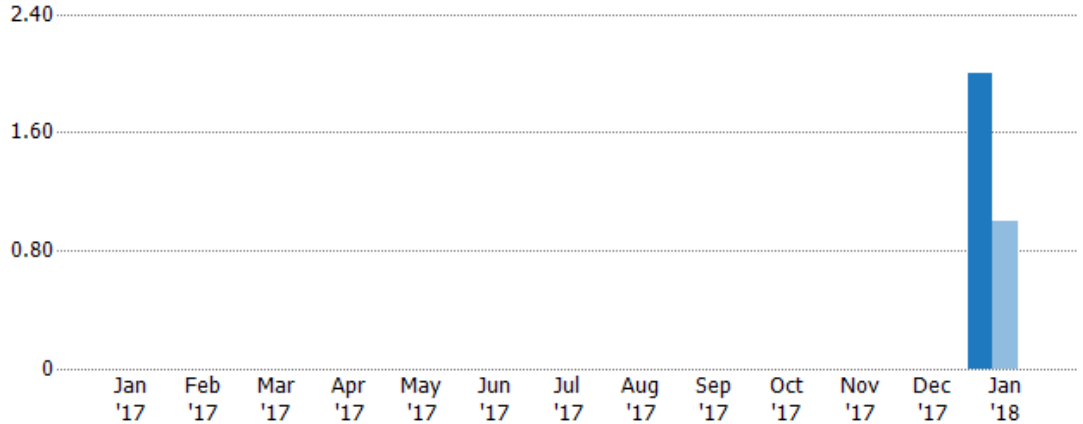
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.4M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.55M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-10%

## Closed Sales

The total number of single-family, condominium and townhome 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 Residence



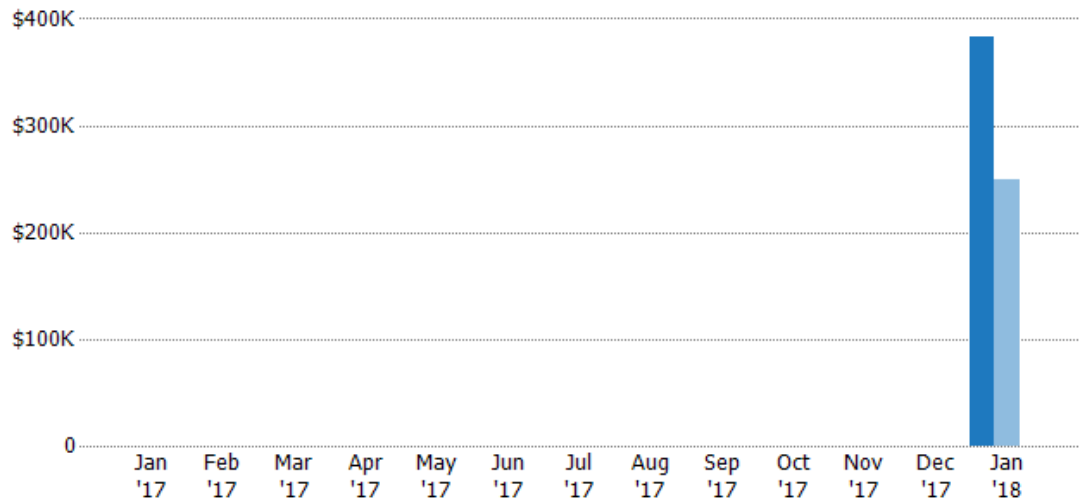
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	2
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	100%

## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome 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 Residence



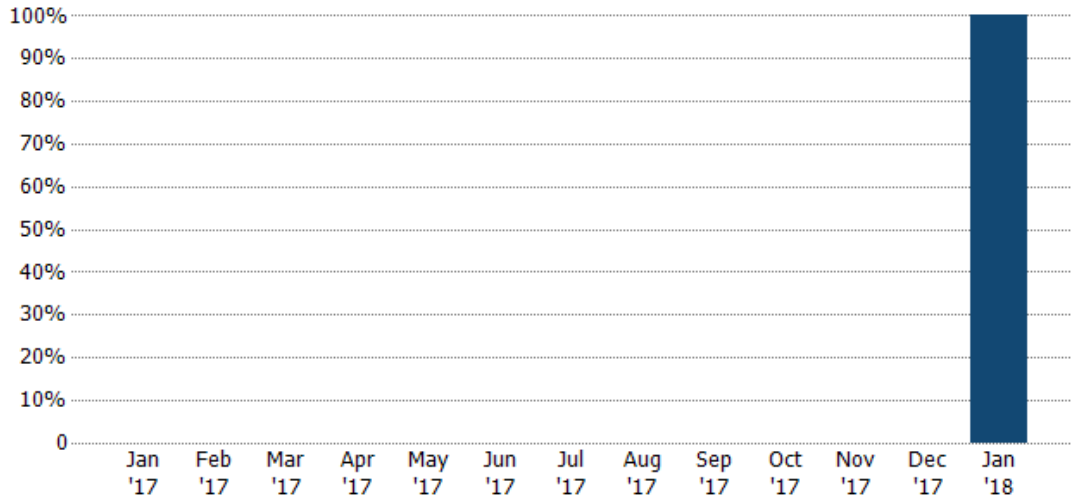
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$383K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	53%

## Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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 Residence

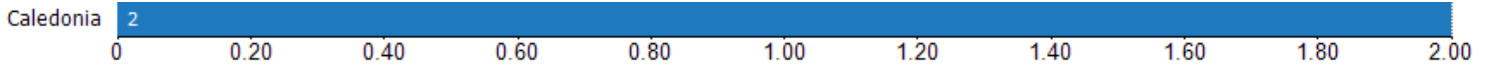


Property Type	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	100%

## Closed Sales (By County)

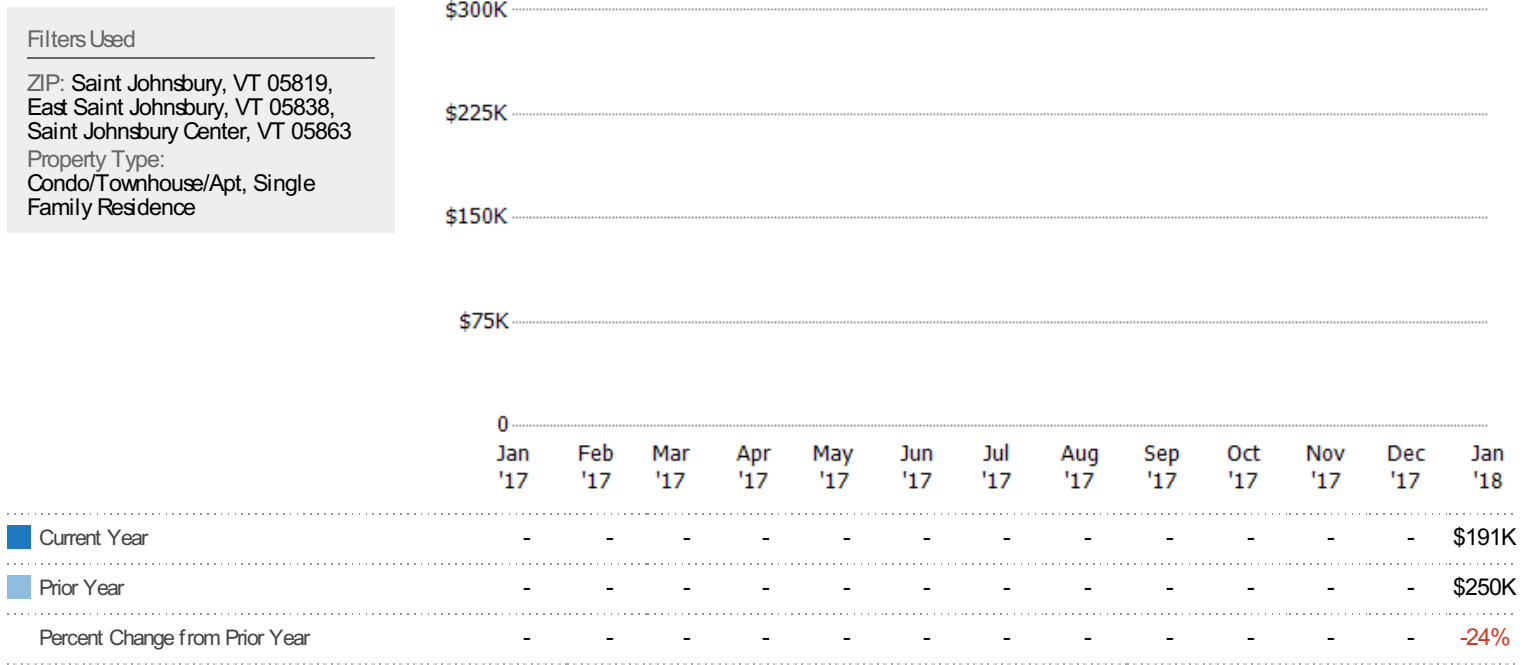
The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863; Property Type: Condo/Townhouse/Apt, Single Family Residence



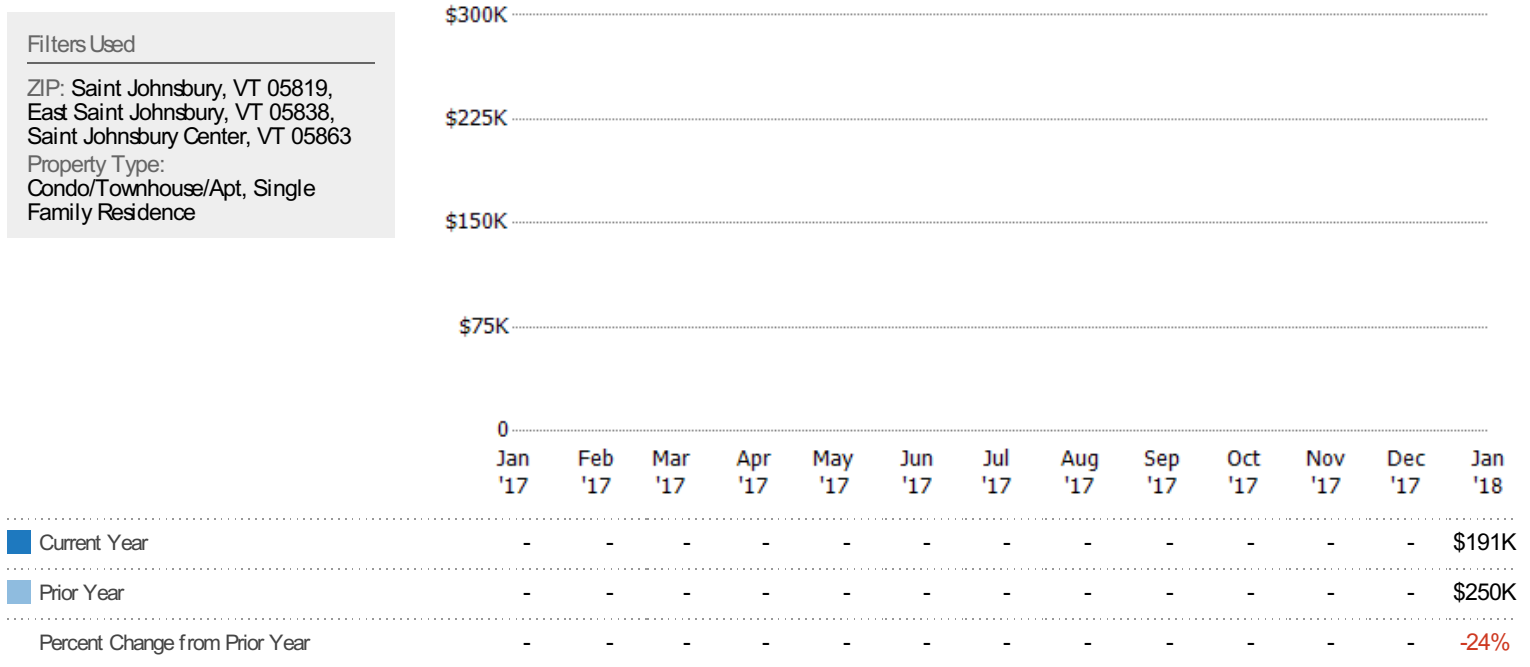
## Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.



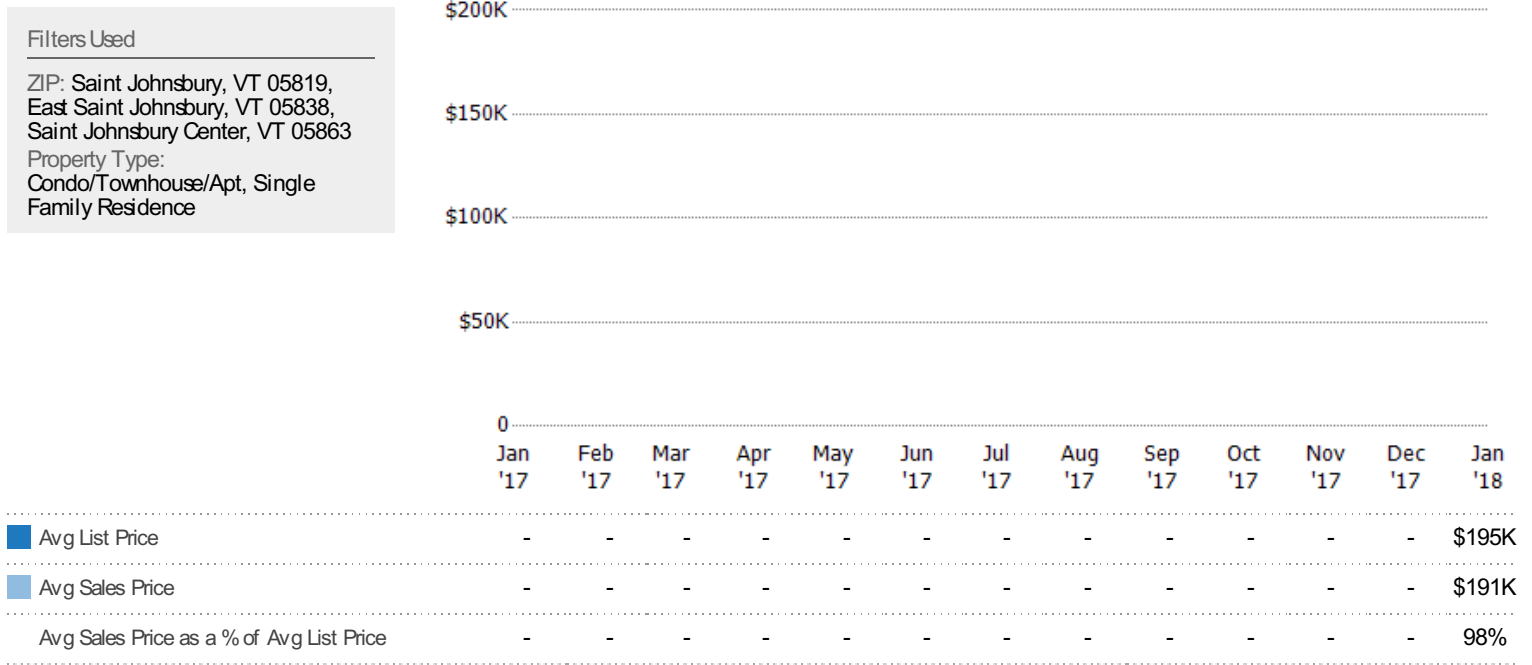
## Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.



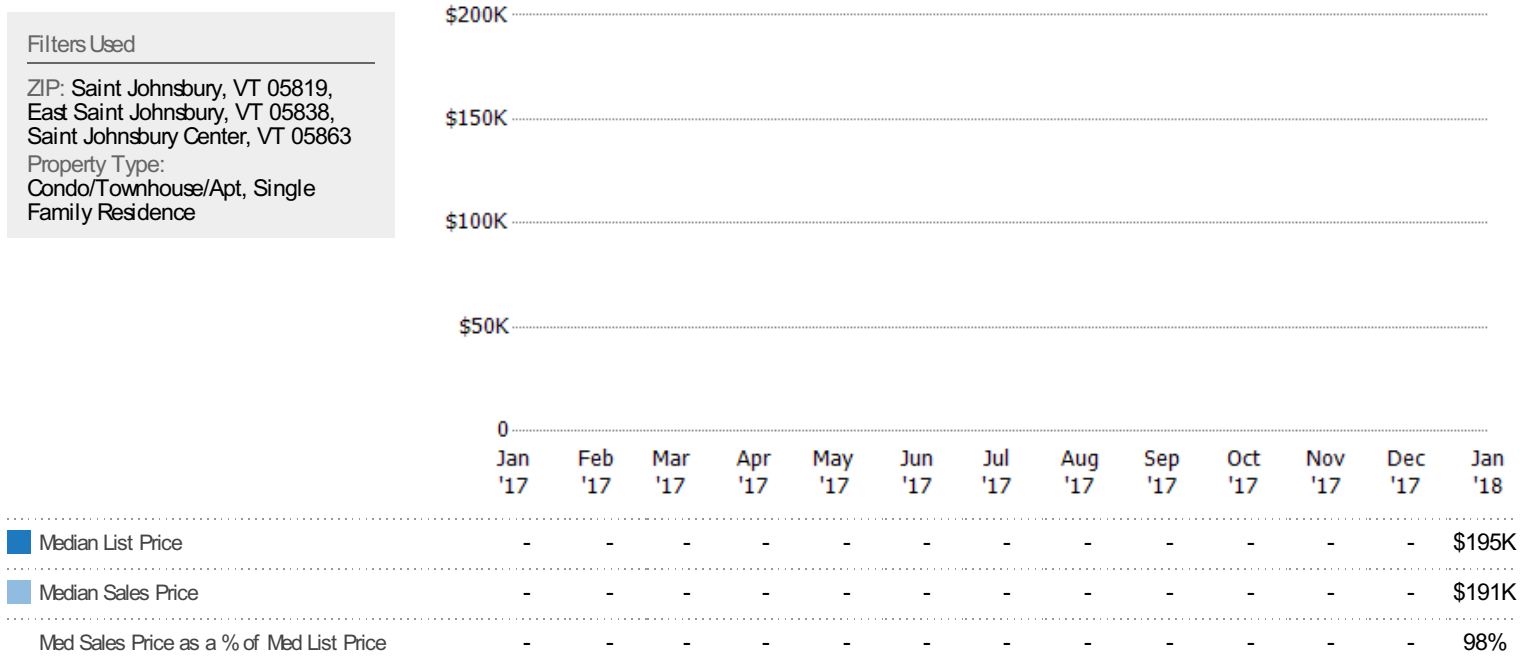
## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.



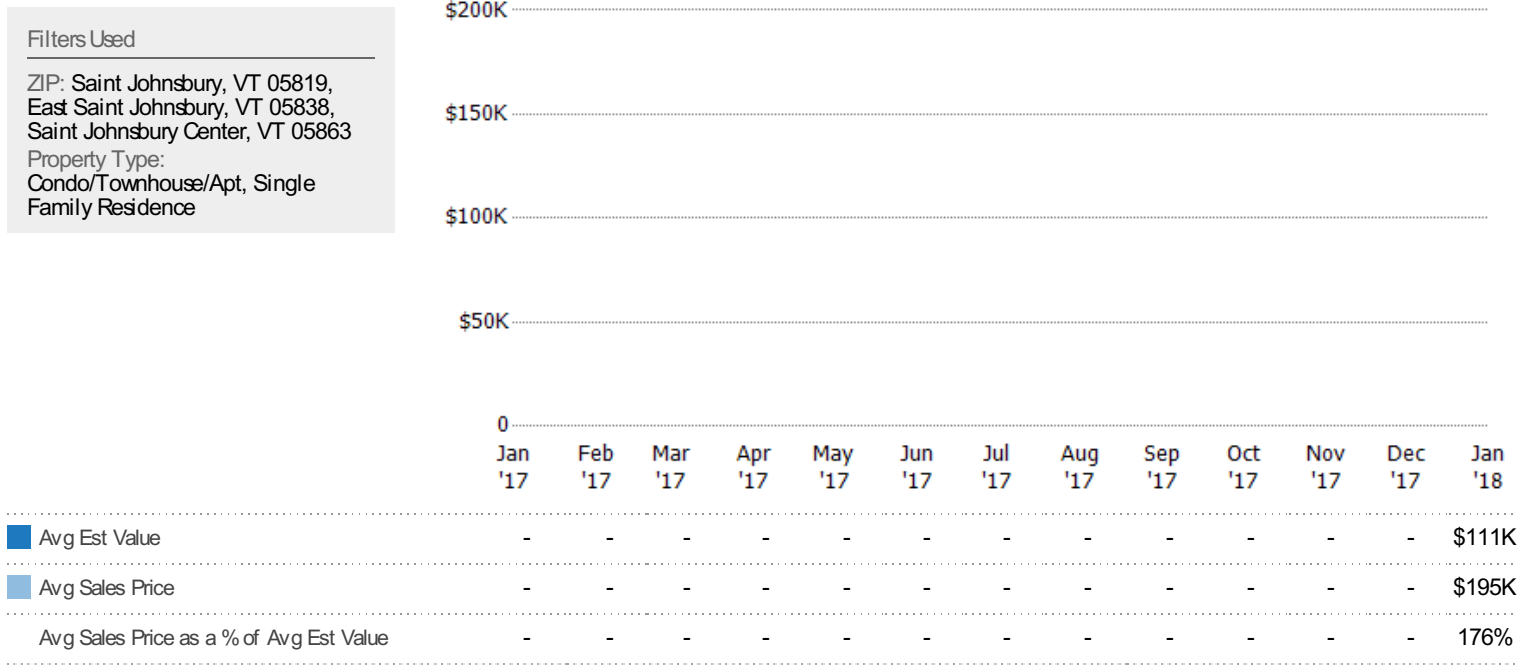
## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.



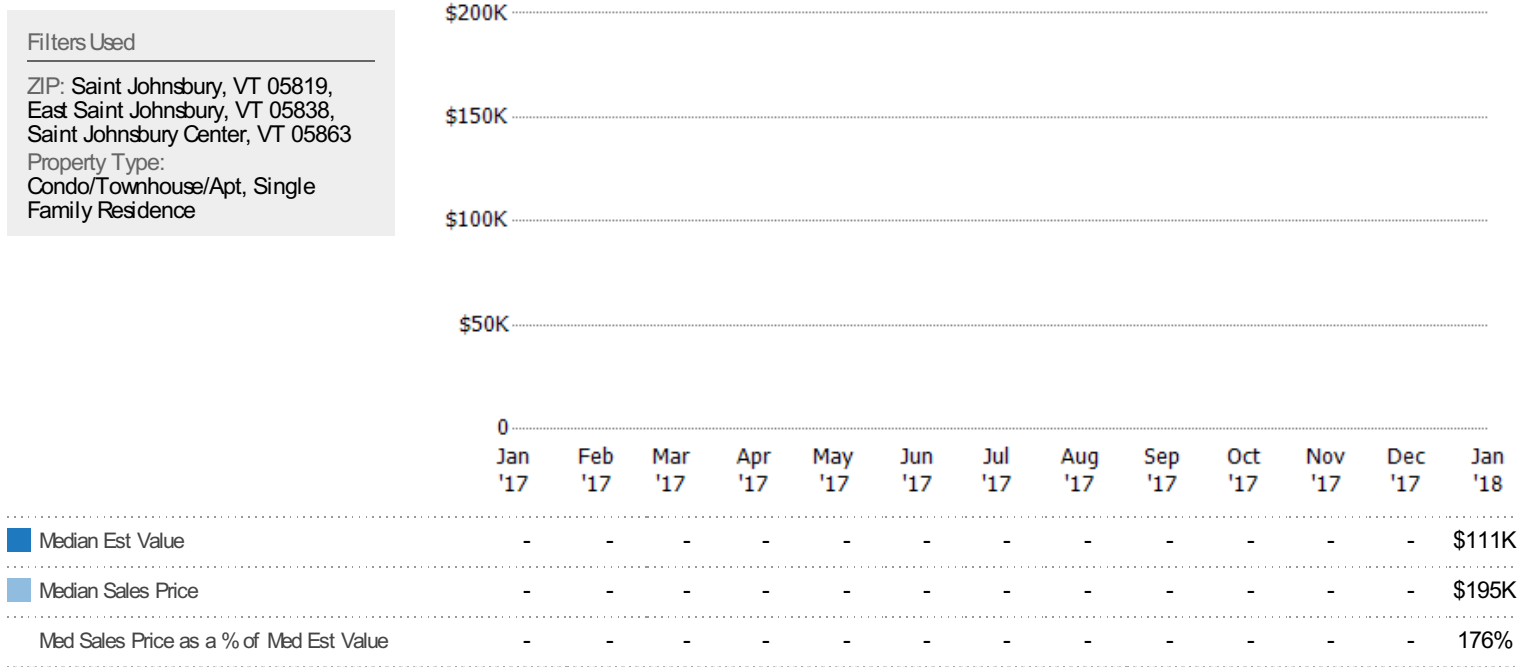
## Average Sales Price vs Average Est Value

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



## 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.





## Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

### Report Details

**Report Name:** St. Johnsbury

**Run Date:** 02/21/2018

**Scheduled:** No

**Report Date Range:** From 1/2018 To: 1/2018

### Information Included

- Include Cover Sheet
- Include Key Metric Summary \*
- Include Metrics By: County
- Averages
- Include Appendix
- Medians

\* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

### MLS Filter

**MLS:** All

### Listing Filters

**Property Types:** Condo/Townhouse/Apt    Single Family Residence

**Sales Types:** All

**Price Range:** None

### Location Filters

**State:** All

**County:** All

**ZIP Code:** Saint Johnsbury, VT 05819    East Saint Johnsbury, VT 05838    Saint Johnsbury Center, VT 05863

### Listing Activity Charts

- New Listings
- Active Listings
- Avg/Med Listing Price
- Avg/Med Listing Price per Sq Ft
- Avg/Med Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

### Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Avg/Med Sales Price
- Avg/Med Sales Price per Sq Ft
- Avg/Med Sales Price vs Listing Price
- Avg/Med Sales Price vs Est Value

### Distressed Charts

- Distressed Listings
- Distressed Sales

### Data Tables Using 1/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area