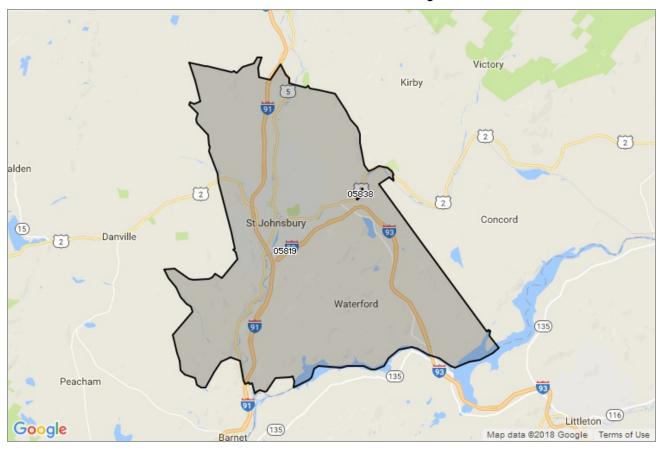


MARKET DATA REPORT

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







Market Data Report 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	+ / -
Listing Activity Charts Metrics						
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 Daysin 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%
Sales Activity Charts Metrics						
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%







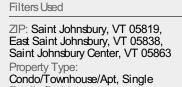
New Listings

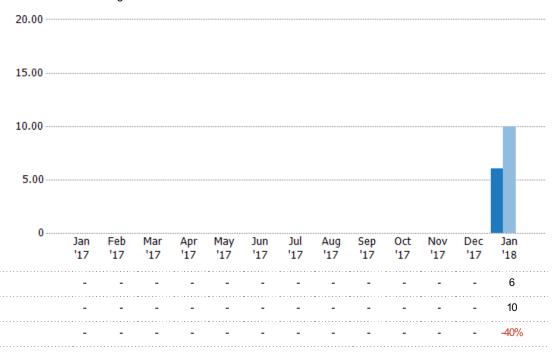
Family Residence

Current Year

Prior Year

The number of new single-family, condominium and townhome listings that were added each month.

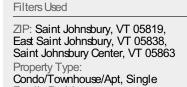




New Listing Volume

Percent Change from Prior Year

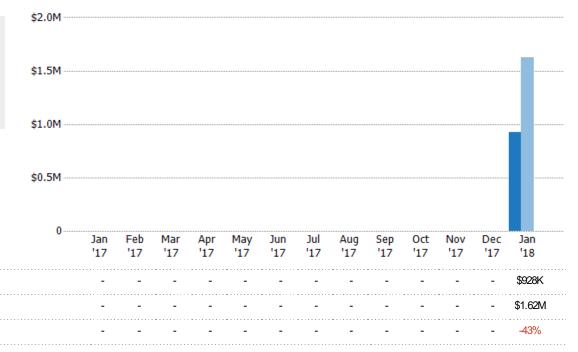
The sum of the listing price of single-family, condominium and townhome listings that were added each month.



Family Residence

Current Year

Percent Change from Prior Year



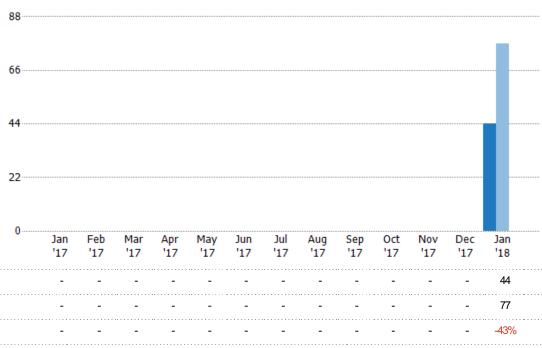




Active Listings

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



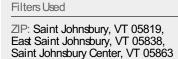


Active Listing Volume

Percent Change from Prior Year

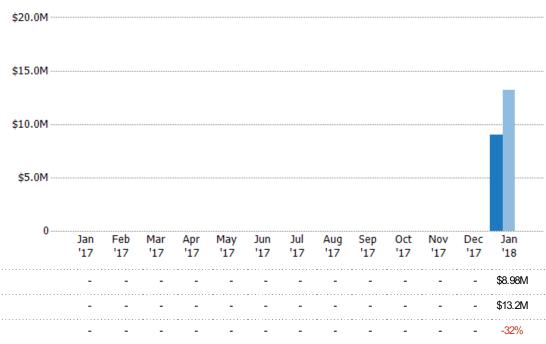
Current Year
Prior Year

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



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

Percent Change from Prior Year



Current Year



19%



Market Data Report

Average Listing Price

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

3 0.	\$300K												
Filters Used	φουιτ												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$75K												
	0												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$204K

Median Listing Price

Percent Change from Prior Year

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

\$200K

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

\$100K ·····												
\$50K												
0 Jan '17	Feb '17											
Jan		Mar '17	Apr '17		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Jan		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18



Current Year Prior Year

Percent Change from Prior Year





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.

E% 11 1	\$300K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K											***************************************	•••••
	0												
	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
Avg Est Value	-	-	-	-	_	-	-	-	-	-	-	-	\$208K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$204K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	98%

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.

\$200K

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 Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

\$1	100K												
5	\$50K												
	0												
	_				May								Jan
	'17	'17	'17	'17	May '17	'17	'17	'17	'17	'17	'17	'17	'18
	17							-	-	-	-		\$160K
	-	-	-	-	-	-							
	-	- - -	-	- -	- -	- -	-	-	-	-	-	- -	\$174K

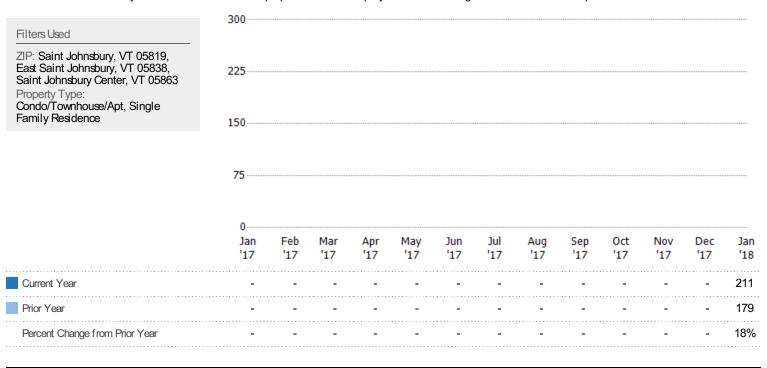






Median Days in RPR

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.



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.

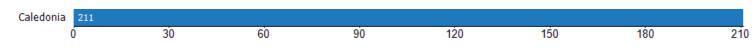
Filters Used: ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863; Property Type: Condo/Townhouse/Apt, Single Family Residence



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.

10%

	Used

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

30	
23	
15	

0												
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
-	-	-	-	-	-	-	-	-	-	-	-	6.29
-	-	-	-	-	-	-	-	-	-	-	-	15.4
-	-	-	-	-	-	-	-	-	-	-	-	-59%

Absorption Rate

Percent Change from Prior Year

The percentage of inventory sold per month.

Filters Used

Current Year Prior Year

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

20%	
15%	

5%

	0													
	Jan '17	17	Mar '17		May '17								Jan '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16%	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%	
Change from Prior Year	_	_	_	_	_	_	_	_	_	_	_	_	-9%	







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

Caledonia 4.	54 %							
Ó	0.60%	1.20%	1.80%	2.40%	3.00%	3.60%	4.20%	_

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active. Pending and Sold each month

	50												
Filters Used													
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	38												
Family Residence	25												
	13												
	13												
	0												
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	
	0								_				Jan '18
Active	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	'18 44
Active Pending	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	'18



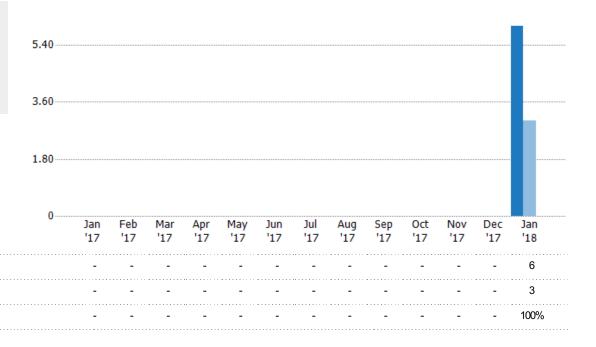


New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



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



New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

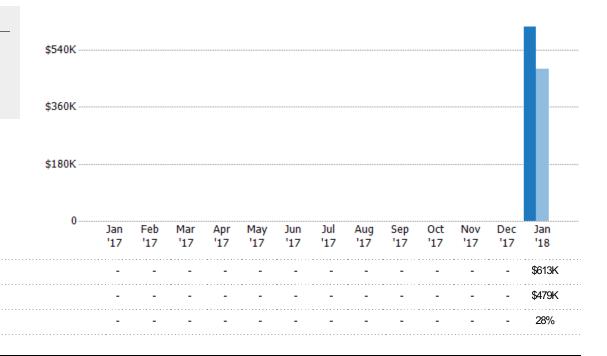


Current Year

Prior Year

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

Percent Change from Prior Year



Current Year

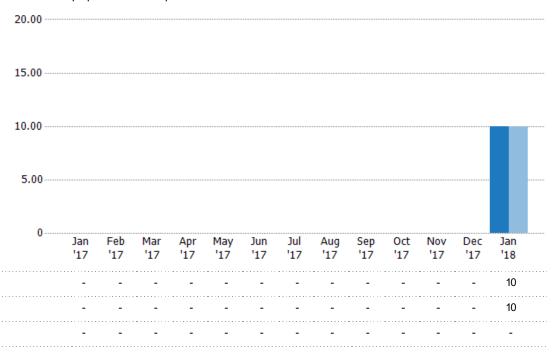




Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

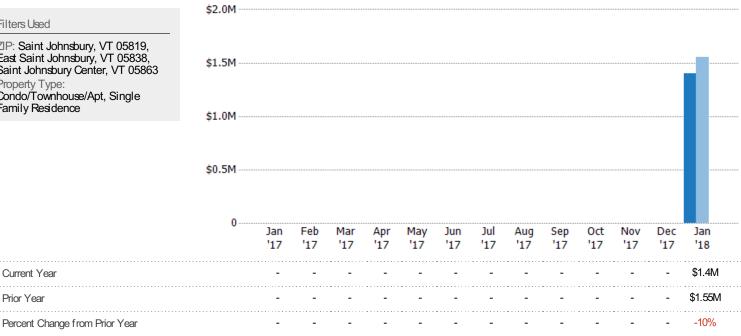
Current Year

PriorExtra Year

Prior Year

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.





Current Year





Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

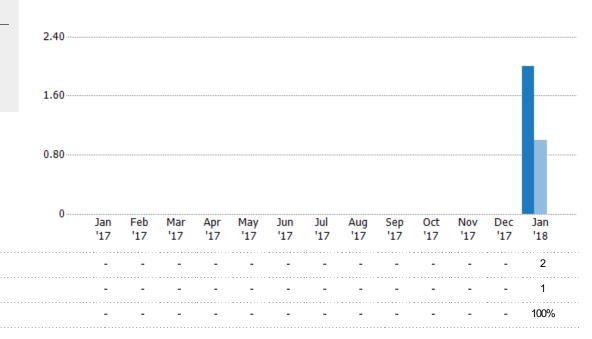
Filters Used

Current Year

Prior Year

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



Closed Sales Volume

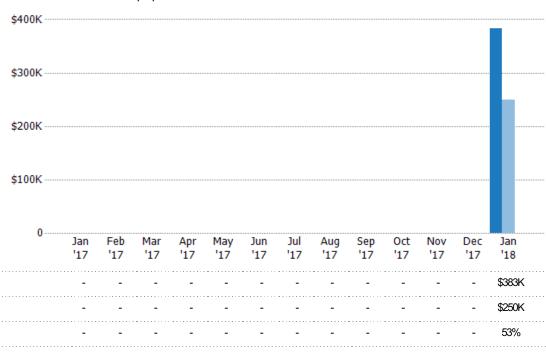
Percent Change from Prior Year

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

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

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

Percent Change from Prior Year



Current Year



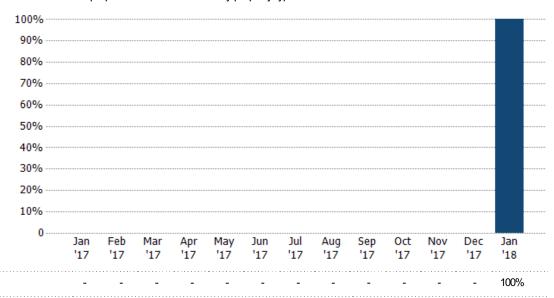


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



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



Single Family Residence

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

Caledonia	2										
	0	0.20	0.40	0.60	0.80	1.00	1.20	1.40	1.60	1.80	2.00





\$250K



Market Data Report

Average Sales Price

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

ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$191k

Median Sales Price

Percent Change from Prior Year

Prior Year

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

\$75K-

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

\$300K
\$225K
\$150K

	0												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year	-	-	-	-	-	-	- -	-	-	-	-	-	\$191K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-24%



\$191K

98%



Market Data Report

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	\$200K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$195K

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	3
Property Type:	
Condo/Townhouse/Apt, Single	
Family Residence	

Avg Sales Price as a % of Avg List Price

Avg Sales Price

0K	 					 				
0K	 					 				
0K	 					 				
0 Jan	 	Apr '17	May '17	Jun '17	Jul '17 -	 Sep '17	0ct '17 -	Nov '17	Dec '17	J; '!



Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price





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	\$200K												
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
raniny nesuence	\$100K												
	\$50K												
	0												
	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$111K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	_	-	-	-	-	176%

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.

\$200K

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

ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K 0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	
	'17	'17	'17	17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$111K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$195K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	<u>-</u>	-	-	-	-	-	176%







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	3			Listing Activity Charts			
Report Name: St.	Johnsbury	✓ New Listings					
Run Date: 02/21/2	2018	Active Listings					
Scheduled: No		Avg/Med Listing Price					
Report Date Rang	ge: From 1/2018 To: 1/2018	Avg/Med Listing Price per Sq Ft					
				Avg/Med Listing Price vs Est Value			
Information Inc	cluded	✓ Median Days in RPR					
✓ Include Cover:	Sheet	Months of Inventory					
🗹 Include Key Me	etric Summary *	Include Appendix	Medians	Absorption Rate			
Include Metrics	s By: County						
	ble's YTD median calculations are ca	Sales Activity Charts					
month that is included	l.			Active/Pending/Sold			
MLS Filter				▼ New Pending Sales			
MLS:	All		▼ Pending Sales				
WILG.	All			☑ Closed Sales			
Listing Filters				✓ Avg/Med Sales Price			
Property Types:	Condo/Townhouse/Apt	Avg/Med Sales Price per Sq Ft					
	CONDO/TOWINOUSE/Apt	Single Family Residence		▼ Avg/Med Sales Price vs Listing Price			
Sales Types:	All			✓ Avg/Med Sales Price vs Est Value			
Price Range:	None			Distressed Charts			
Location Filter	'S			☐ Distressed Listings ☐ Distressed Sales			
State:	All			D. T. I.			
County:	All			Data Tables Using 1/2018 data Listing Activity by ZIP			
				Listing Activity by Metro Area			
ZIP Code:	Saint Johnsbury, VT 05819		Saint Johnsbury Center, VT				
		05838					
zir coue.	Sami Johnsbury, VT 03619	05838	05863	Sales Activity by ZIP Sales Activity by Metro A			

