

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	Jun 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics			1			
New Listing Count	21	28	-25%	21	28	-25%
New Listing Volume	\$5,186,700	\$6,263,850	-17.2%	\$5,186,700	\$6,263,850	-17.2%
Active Listing Count	113	_	-	113	_	_
Active Listing Volume	\$22,451,100	_	-	\$22,451,100	_	_
Average Listing Price	\$198,682	_	-	\$198,682	_	_
Median Listing Price	\$175,000	_	-	\$175,000	_	_
Median Daysin RPR	72	_	-	72	_	_
Months of Inventory	_	_	-	_	16.1	_
Absorption Rate	_	_	-	_	6.19%	_
Sales Activity Charts Metrics						
New Pending Sales Count	18	17	+5.9%	18	17	+5.9%
New Pending Sales Volume	\$3,408,550	\$2,764,350	+23.3%	\$3,408,550	\$2,764,350	+23.3%
Pending Sales Count	19	_	-	19	_	_
Pending Sales Volume	\$3,109,850	_	-	\$3,109,850	_	_
Closed Sales Count	7	20	-65%	7	20	-65%
Closed Sales Volume	\$1,166,000	\$3,122,800	-62.7%	\$1,166,000	\$3,122,800	-62.7%
Average Sales Price	\$166,571	\$156,140	+6.7%	\$166,571	\$156,140	+6.7%
Median Sales Price	\$164,000	\$149,500	+9.7%	\$164,000	\$149,500	+9.7%

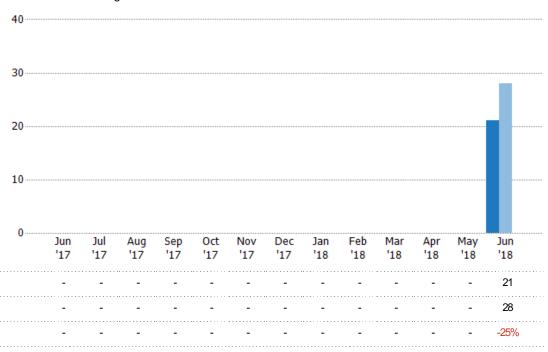




New Listings

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

Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence



New Listing Volume

Percent Change from Prior Year

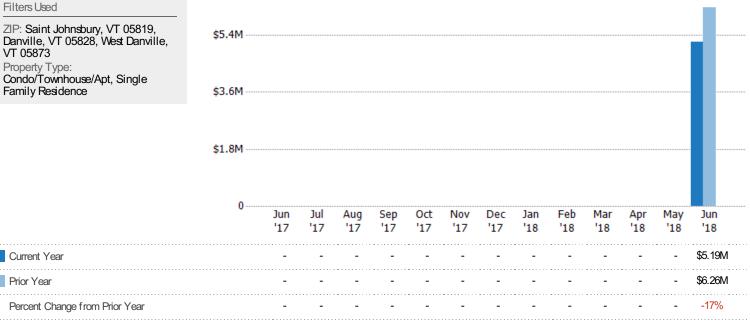
Current Year

Prior Year

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

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

Family Residence

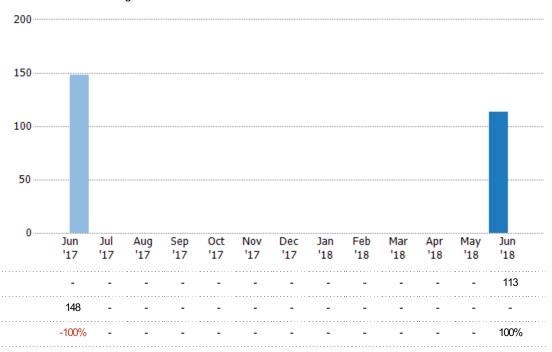




Active Listings

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

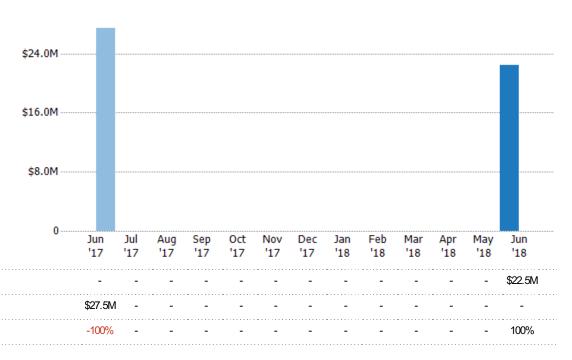
Prior Year

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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



Current Year

Percent Change from Prior Year



Average Listing Price

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

\$200K Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, \$150K VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence \$100K \$50K

Jul

Aug

	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Prior Year	\$186K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Sep

0ct

Nov

Dec

Jan

Feb

Mar

Apr

May

Jun

Median Listing Price

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

\$200K

0 Jun

Filters Used ZIP: Sai Danville VT 058 Property

\$150K												
\$100K												
\$50K												
0 Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$175K
\$167K	-	-	-	-	-	-	-	-	-	-	-	-
	\$100K	\$100K\$50K	\$100K\$50K	\$100K \$50K \$50K \$50M \$50M \$50M \$50M \$50M \$50M \$50M \$50M	\$100K \$50K \$50K \$50M \$50M \$50M \$50M \$50M \$50M \$50M \$50M	\$100K	\$100K	\$100K	\$100K \$100K \$50K \$50K \$50M Jul Aug Sep Oct Nov Dec Jan Feb	\$100K \$100K \$50K \$50K \$50M \$50M \$50M \$50M \$50M \$50M \$50M \$50M	\$100K \$50K \$50K \$50M Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	\$100K \$50K \$50K \$50K \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0



83% 100%



Market Data Report

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.

Prior Year	78												
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	72
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'1
	Jun	Jul	Aug	Sep	0ct		Dec	Jan	Feb	Mar	Apr	May	Ju
	0												
	20												,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Property Type: Condo/Townhouse/Apt, Single Family Residence	40												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873	60												
Filters Used													
	80												

-100% -83% -67% -50% -33% -17% 0

Months of Inventory

Percent Change from Prior Year

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

Filters Used	
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873	
Property Type: Condo/Townhouse/Apt, Single Family Residence	

15

0												
Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
-	-	-	-	-	-	-	-	-	-	-	-	8.69
18.5	-	-	-	-	-	-	-	-	-	-	-	-
-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

Family Residence

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single

15%	

10%

%

0												
Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18
-	-	-	-	-	-	-	-					12%
5%	-	-		-		-	-	-	-	-	-	-
5%	4%	3%	1%	0%	-2%	-3%	-4%	-6%	-7%	-9%	-10%	-12%

Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

8.00												
6.00												
4.00												
2.00												
•												
Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
												7



Sold



Current Year

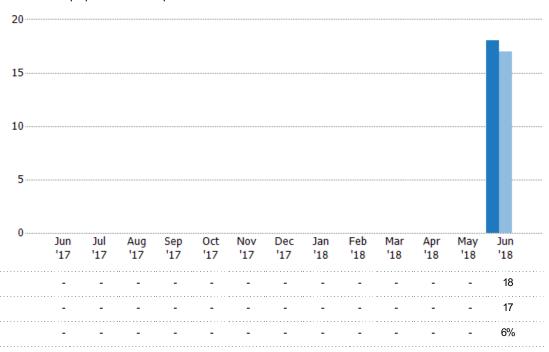
Prior Year

Market Data Report

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, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence



New Pending Sales Volume

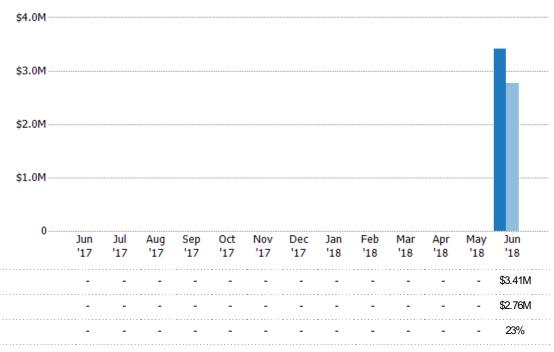
Percent Change from Prior Year

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

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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



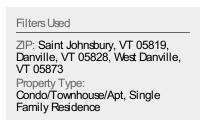
Current Year

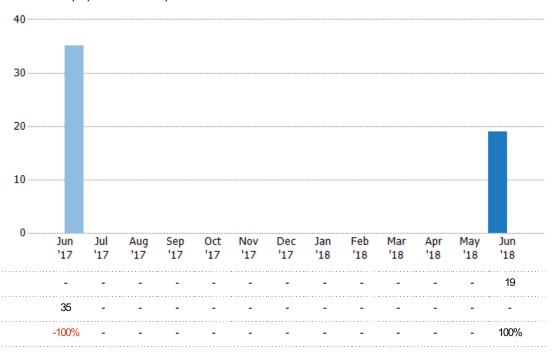
Percent Change from Prior Year



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

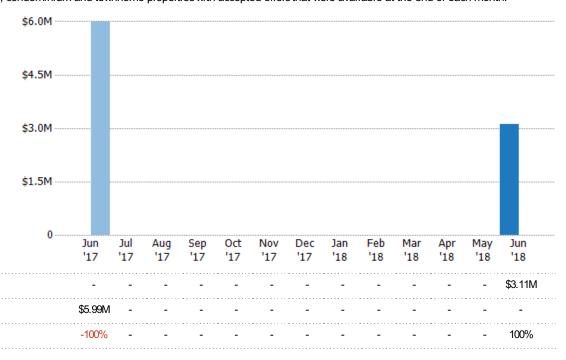
Percent Change from Prior Year

Current 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

Percent Change from Prior Year



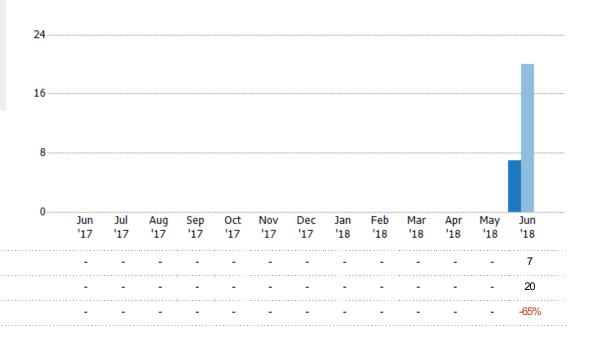
Closed Sales

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

Filters Used

Family Residence

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

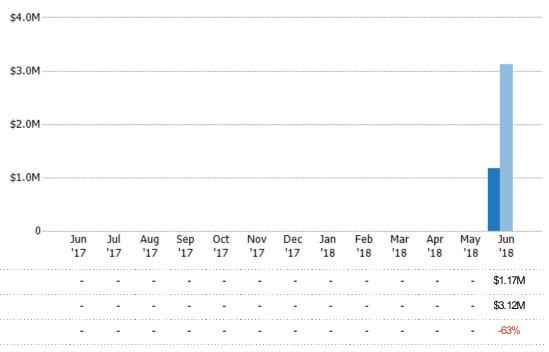
Current Year

Prior Year

 $\ensuremath{^{\text{ZIP:}}}$ Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year



Current Year



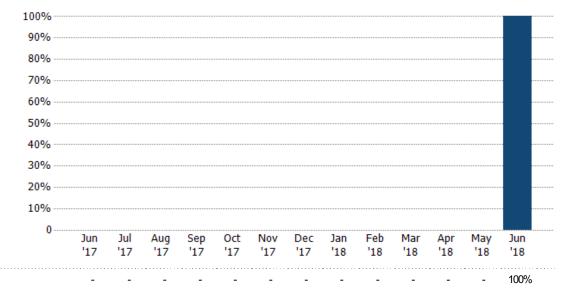
Closed Sales by Property Type

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



Family Residence

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single



Average Sales Price

Single Family Residence

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

Filters Used
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$200K ····												
\$150K												
\$100K ····												
\$50K												
•												
Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	118	Мау '18	Jun '18
-	-	-	-	-	-	-	-	-	-	-	-	\$167K
-	-	-	-	-	-	-	-	-	-	-	-	\$156K
-	-	-	-	-	-	-	-	-	-	-	-	7%



Current Year
Prior Year

Percent Change from Prior Year





Median Sales Price

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

\$200K

\$50K

Filters Used
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$150K
\$100K

0 Nov Dec May Jun '18 '17 '17 '17 '17 '17 '18 '17 '17 '18 '18 '18 \$164K \$150K 10%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month. \$200K

Filters Used

Current Year

Prior Year

ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:

Avg Sales Price as a % of Avg List Price

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

Percent Change from Prior Year

\$150K											
\$100K		 									
\$50K		 									•••••
						Jan					
0 Jun	Jul	 			Dec '17	Jan	Feb	Mar	Apr	May	 Jun
0 Jun	Jul	 Sep '17	Oct '17	Nov '17	Dec '17	Jan '18 - -	Feb '18	Mar '18 -	Apr	May '18	Jun '18



Avg List Price

Avg Sales Price





Median Sales Price vs Median Listing Price

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

\$200K

Filters Used

ZIP: Saint Johnsbury, VT 05819,
Danville, VT 05828, West Danville,
VT 05873

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

\$150K	
\$100K	
\$50K	

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median List Price	-	-	_	-	-	-	-	-	-	-	-	-	\$189K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$164K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	87%

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, Danville, VT 05828, West Danville, VT 05873

Avg Sales Price as a % of Avg Est Value

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

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K					 			
0			 	 	 			
Jun						Apr	May	Ju
-		Sep '17						
Jun						Apr	May	J



Avg Est Value

Avg Sales Price





Family Residence

Median Est Value

Median Sales Price

Market Data Report

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.

\$300K ·

\$150K

0 Jun

Jul

Aug

Sep

0ct

Nov

Filters Used
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873
Property Type:
Condo/Townhouse/Apt, Single

Med Sales Price as a % of Med Est Value

\$225K	

\$75K------

					'17							
-	-	-	-	-	-	-	-	-	-	-	-	\$207K
-	-	-	-	-	-	-	-	-	-	-	-	

Dec

Jan

Feb

Mar

Apr

May

Jun

91%



