

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	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	32	+-	32	32	+_
New Listing Volume	\$6,714,900	\$6,308,250	+6.4%	\$6,714,900	\$6,308,250	+6.4%
Active Listing Count	92	119	-22.7%	92	119	-22.7%
Active Listing Volume	\$18,250,800	\$22,515,730	-18.9%	\$18,250,800	\$22,515,730	-18.9%
Average Listing Price	\$198,378	\$189,208	+4.8%	\$198,378	\$189,208	+4.8%
Median Listing Price	\$169,450	\$164,950	+2.7%	\$169,450	\$164,950	+2.7%
Median Days in RPR	64	145	-55.9%	64	145	-55.9%
Months of Inventory	_	_	-	7.1	14.9	-52.4%
Absorption Rate	_	_	+-	14.13%	6.72%	+7.4%
Sales Activity Charts Metrics						
New Pending Sales Count	9	14	-35.7%	9	14	-35.7%
New Pending Sales Volume	\$1,805,750	\$2,454,150	-26.4%	\$1,805,750	\$2,454,150	-26.4%
Pending Sales Count	20	22	-9.1%	20	22	-9.1%
Pending Sales Volume	\$3,572,950	\$3,641,100	-1.9%	\$3,572,950	\$3,641,100	-1.9%
Closed Sales Count	7	13	-46.2%	7	13	-46.2%
Closed Sales Volume	\$1,085,499	\$1,706,740	-36.4%	\$1,085,499	\$1,706,740	-36.4%
Average Sales Price	\$155,071	\$131,288	+18.1%	\$155,071	\$131,288	+18.1%
Median Sales Price	\$189,999	\$133,500	+42.3%	\$189,999	\$133,500	+42.3%





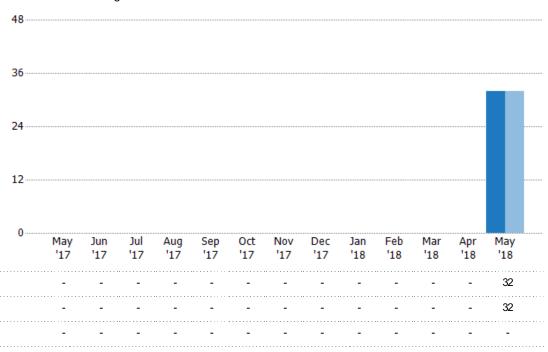
New Listings

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

Current Year

PriorExtra Year

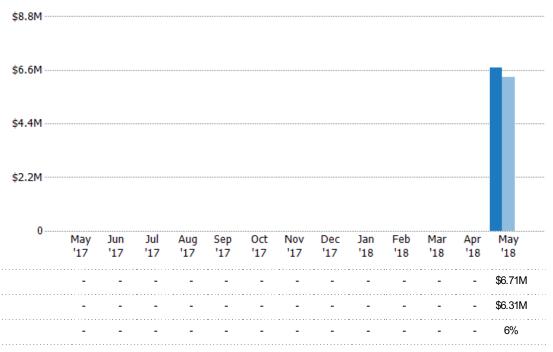
Prior Year

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

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

Percent Change from Prior Year



Current Year



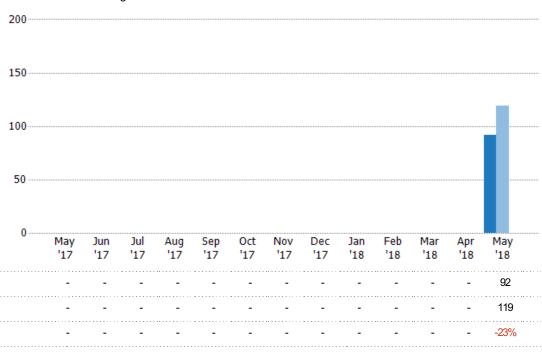
Active Listings

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

Filters Used

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

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



Active Listing Volume

Percent Change from Prior Year

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

Filters Used

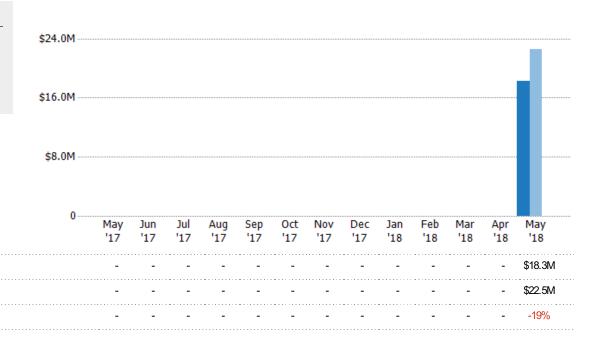
Current Year

Prior Year

 $\mathbb{Z}|\mathsf{P};$ 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





Average Listing Price

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

\$150K
\$100K

0 May Aug Sep 0ct Nov Feb Mar Apr May '17 '17 '17 '18 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$198K \$189K

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.

\$50K

Filters Used

Current Year

Prior Year

∠IP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873

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

Percent Change from Prior Year

\$200K	
\$150K	
\$100K	

0 May Jun Jul Sep 0ct Νον Dec Feb Mar May Aug Jan Apr '17 '17 '17 '17 '18 '18 \$169K \$165K

Current Year



\$195K

\$198K

102%

Avg Est Value

Avg Listing Price

Market Data Report

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	\$200K												
ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, VT 05873 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18

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,
Danville, VT 05828, West Danville,
VT 05873

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

Med Listing Price as a % of Med Est Value

Avg Listing Price as a % of Avg Est Value

)K	 		 	 	 	 	
0K	 		 	 	 	 	
•		A					
0 May '17		Aug '17					
May							
May						Apr '18	Ма '1



Median Est Value

Median Listing Price



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.

200 Filters Used ZIP: Saint Johnsbury, VT 05819, Danville, VT 05828, West Danville, 150 VT 05873 Property Type: Condo/Townhouse/Apt, Single Family Residence 100 50 0 May Jun Jul Aug Sep 0ct Nov Dec Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18

Current Year	-	-	_	-	-	-	-	-	-	-	-	-	64
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	145
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	_	-	-56%

Months of Inventory

Filters Used

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

30

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

23												
15												
8												
0 May '17			Aug '17						Feb	Mar	Apr	May
-	-	-	-	-	-	-	-	-	-	-	-	10.2
-	-	-	-	-	-	-	-	-	-	-	-	14.9



Current Year
Prior Year



-31%



5%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

10%	

0						 		 		
0 May	Jun	Jul	Aug	Sep	Oct		Jan	Mar	Apr	May

Current Year	 -	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	 -	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	 -	-	-	-	-	-	-	-	-	-	-	-	-3%

Active/Pending/Sold Units

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

25

Filters Used

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

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

.00	
75	
,,,	
50	

0 May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18

Active	-	-	-	-	-	-	-	-	-	-	-	-	92
Pending	-	-	-	-	-	-	-	-	-	-	-	-	20
Sold	-	-	-	-	_	-	-	-	-	-	-	-	7



Current Year

Prior Year

Market Data Report

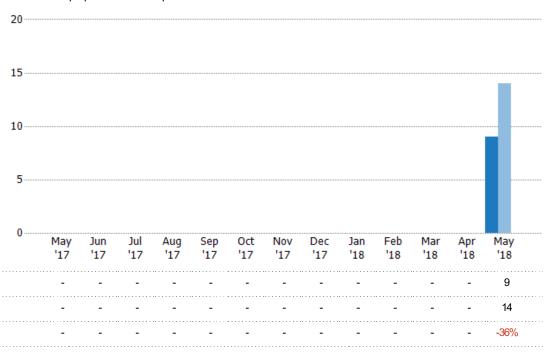
New Pending Sales

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

Filters Used

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

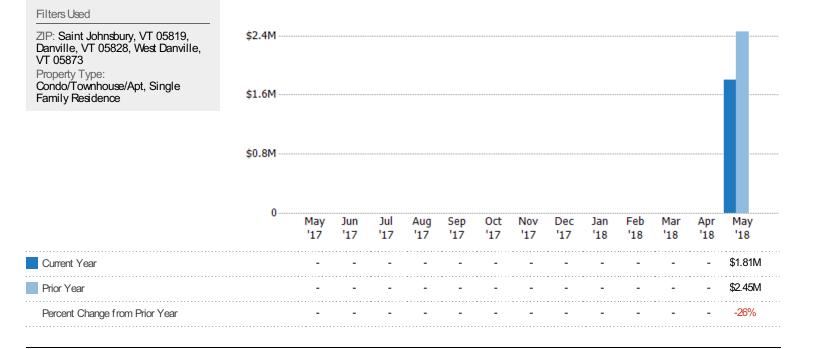
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



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.



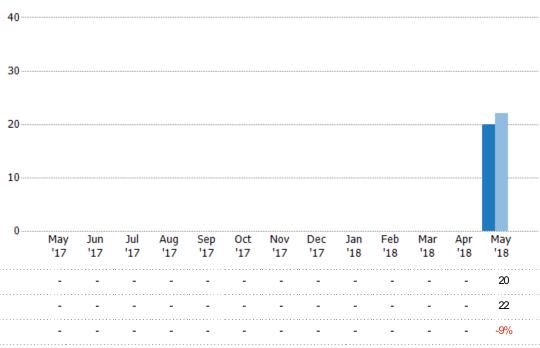




Pending Sales

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



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 available at the end of each month.

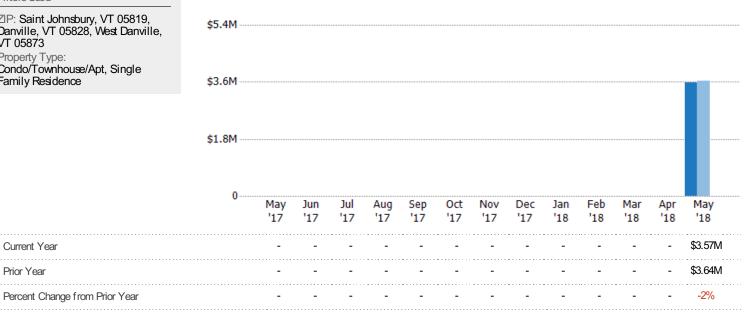
Filters Used

Current Year

Prior Year

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

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







Closed Sales

Family Residence

Current Year

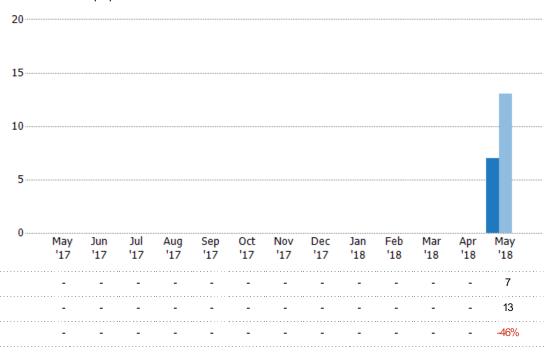
Prior Year

The total number of 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



Closed Sales Volume

Percent Change from Prior Year

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

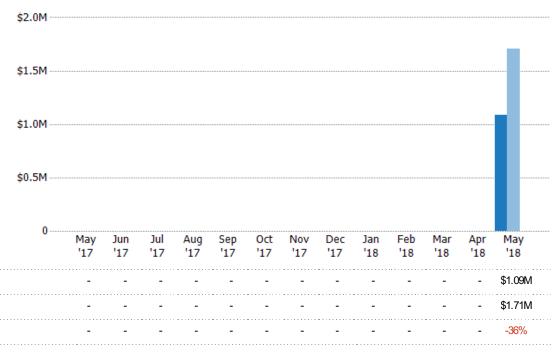
Eilters Used

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

Property Type:

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

Percent Change from Prior Year



Current Year



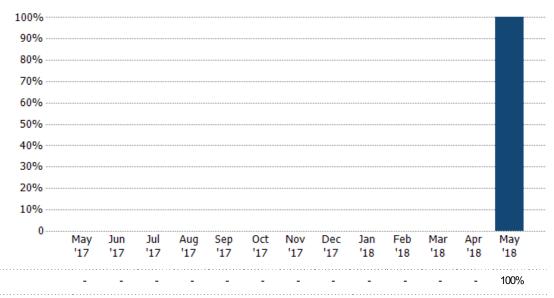
Closed Sales by Property Type

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		Aug '17								Apr '18	May '18
-	-	-			- -	- -	- -	-		-	- -	\$155K
-	-	-	-	-	-	-	-	-	-	-	-	\$131K
-	-	-	-	-	-	-	-	-	-	-	-	18%



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

Filters Used

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

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

\$50K

0 May Aug Sep 0ct Nov Feb Mar Apr May '17 '17 '17 '18 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$190K \$134K 42%

Average Sales Price vs Average Listing Price

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

\$50K

Filters Used

Current Year

Prior Year

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

\$200K	
\$150K	
\$100K	

0 May Jun Jul Sep 0ct Νον Dec Feb Mar May Aug Jan Apr '17 '17 '17 '17 '18 '18 Avg List Price \$165K \$155K Avg Sales Price Avg Sales Price as a % of Avg List 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

\$50K

0. May Aug Sep 0ct Nov May '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '18 '18 '18 \$195K \$190K

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.

\$200K

Filters Used

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

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

.50K	 										
.00K	 										
\$50K											
DOIC											
0											
0 May '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	 May '18
May	Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr	May
May	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17 -	Jan '18	Feb '18	Mar '18	Apr	May '18



Avg Est Value

Avg Sales Price





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.

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

Med Sales Price as a % of Med Est Value

JUK											

00K											
50K											
JUK											
30K											
0			 								
0	Jun										M
0 May	Jun	Jul '17	 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	M



