

Summary of Key Listing and Sales Metrics

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

+ / -	YTD 2017	YTD 2018	+ / -	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
-45.8%	24	13	-45.8%	24	13	New Listing Count
-31.1%	\$4,549,450	\$3,135,250	-31.1%	\$4,549,450	\$3,135,250	New Listing Volume
-27.5%	80	58	-27.5%	80	58	Active Listing Count
-19.5%	\$14,300,580	\$11,508,600	-19.5%	\$14,300,580	\$11,508,600	Active Listing Volume
+11%	\$178,757	\$198,424	+11%	\$178,757	\$198,424	Average Listing Price
+11.7%	\$149,500	\$167,000	+11.7%	\$149,500	\$167,000	Median Listing Price
-38.7%	124	76	-38.7%	124	76	Median Daysin RPR
-60.5%	13.3	5.3	-	_	_	Months of Inventory
+11.5%	7.5%	18.97%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
-58.3%	12	5	-58.3%	12	5	New Pending Sales Count
-53.8%	\$2,104,250	\$971,900	-53.8%	\$2,104,250	\$971,900	New Pending Sales Volume
-23.5%	17	13	-23.5%	17	13	Pending Sales Count
-19.7%	\$2,838,250	\$2,280,300	-19.7%	\$2,838,250	\$2,280,300	Pending Sales Volume
-54.5%	11	5	-54.5%	11	5	Closed Sales Count
-51.1%	\$1,298,300	\$635,499	-51.1%	\$1,298,300	\$635,499	Cloæd Sales Volume
+7.7%	\$118,027	\$127,100	+7.7%	\$118,027	\$127,100	Average Sales Price
-22%	\$132,000	\$103,000	-22%	\$132,000	\$103,000	Median Sales Price







New Listings

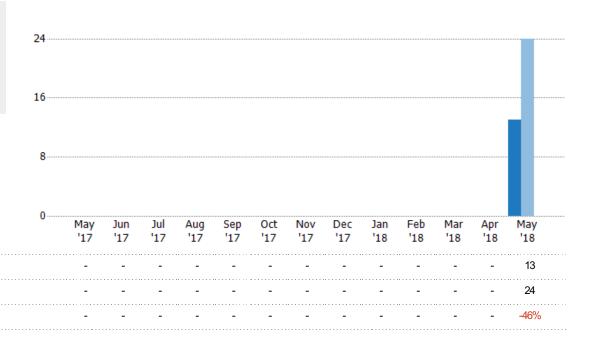
The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

Current Year

Prior Year

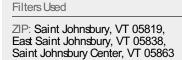
ZIP: Saint Johnsbury, VT 05819, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single Family Residence



New Listing Volume

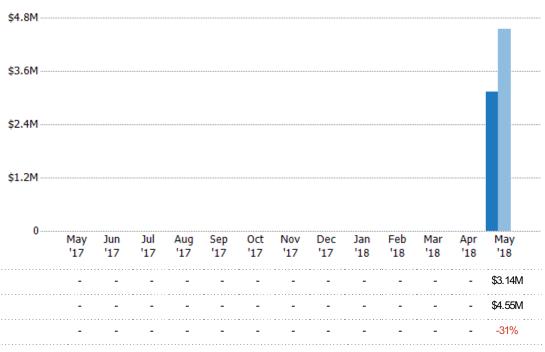
Percent Change from Prior Year

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



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

Percent Change from Prior Year



Current Year

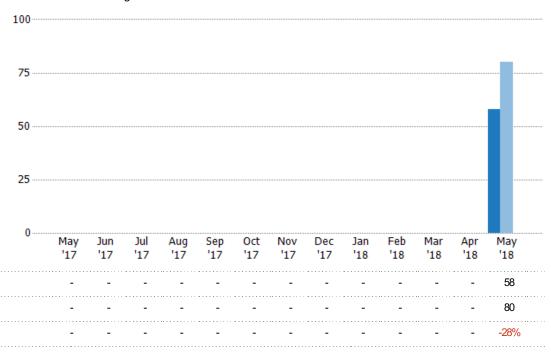




Active Listings

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





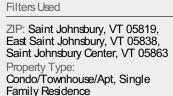
Active Listing Volume

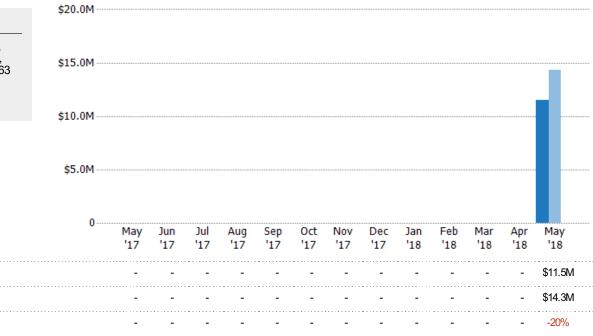
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year



\$179K

11%



Market Data Report

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of 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	\$150K												
Family Residence	\$100K												
	\$50K												
	0												
	May	Jun	Jul	Aug	Sep	Oct	Nov				Mar		May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$198K

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.

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		_		Ţ	Ţ	

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

\$200K		 	 	 	 		
\$150K		 	 		 		
\$100K		 	 	 	 		
\$50K		 	 		 		
0 May '17	Jun '17	Aug '17				Mar '18	 May '18

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%







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, East Saint Johnsbury, VT 05838, Saint Johnsbury Center, VT 05863 Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K 0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$192K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$198K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%

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/Ant Single

Family Residence

Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

)K	 	 					 	
)K								
0K	 	 					 	 •
0K	 	 						
0	 	 					 	
0	 	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	 	 N
0 May	 	 Sep '17	0ct '17		Dec '17	Jan '18	 	







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.

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

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

5								
5								
0		 	 		 			
0		 _	 Nov '17	_	Feb	Mar	Apr	M



Current Year
Prior Year

Percent Change from Prior Year





5%

Absorption Rate

The percentage of inventory sold per month.

	Iters	
ЕΠ	11515	

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

10%	

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-				-	-	-	-	_	-	-	-	7%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Active/Pending/Sold Units

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

15

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

60	
45	
30	

	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct	Nov	Dec '17	Jan	Feb '18	Mar '18	Apr '18	May '18	
Active	-	-	-	-	-	-	-	-	-	-	-	-	58	
Pending	-	-	-	-	_	_	_	-	-	-	-	-	13	
Sold	_	_	_	_	_	_	_	_	- -	- -	_	_	5	





Current Year

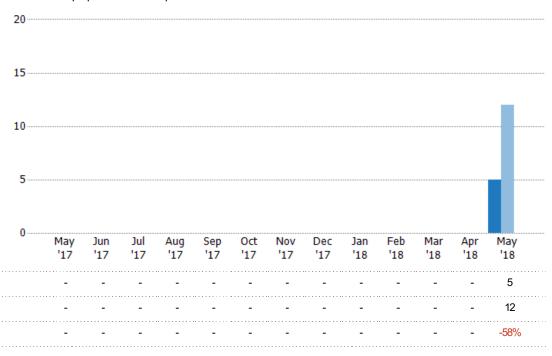
Prior Year

Market Data Report

New Pending Sales

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

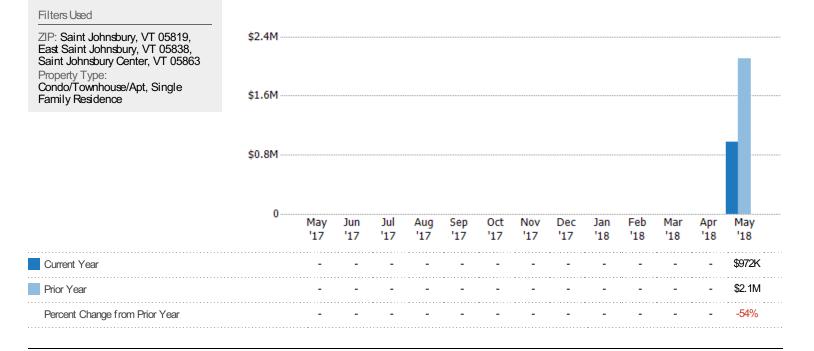




New Pending Sales Volume

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.



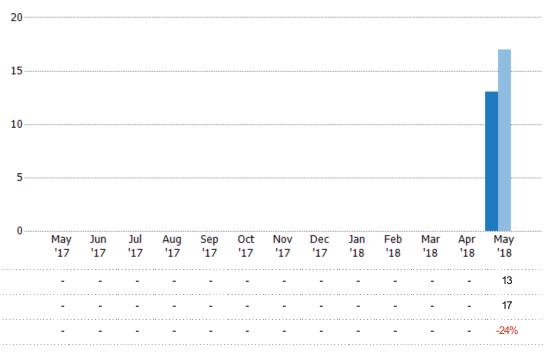




Pending Sales

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





Pending Sales Volume

Percent Change from Prior Year

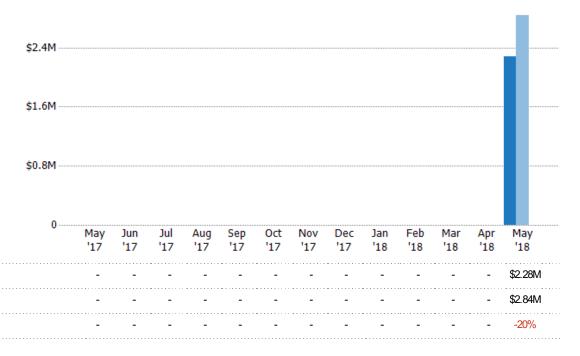
Current Year

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.

Eilters Used

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



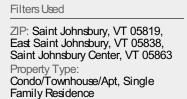
Current Year

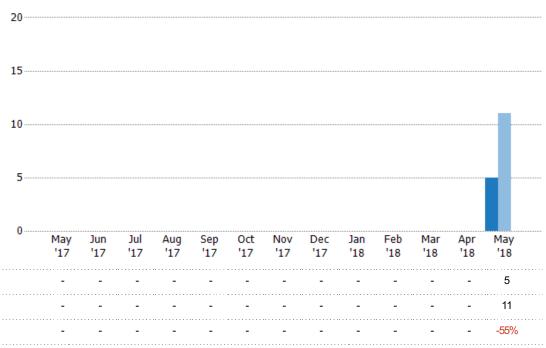
Percent Change from Prior Year



Closed Sales

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





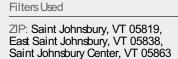
Closed Sales Volume

Percent Change from Prior Year

Current Year

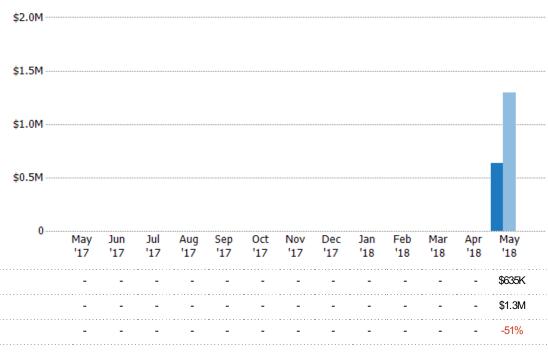
Prior Year

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



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



Average Sales Price

Single Family Residence

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

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=11		

Current Year
Prior Year

Percent Change from 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

\$200K			 							
\$150K		 	 							
\$100K		 	 							
\$50K		 	 							
0		 	 							
0	Jun		 							
0 May	Jun	 	 0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr	 May
0 May	Jun	 	 0ct '17 -		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18







Median Sales Price

The median sales price of the single-family, condominium and townhome 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													
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$103K	
Prior Year	-	-		-								-	\$132K	
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-22%	

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

Family Residence

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

	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$137K
Avg Sales Price	-	-	-	- -	-	-	-	-	-	_	-	-	\$127K
Avg Sales Price as a % of Avg List		-	-	-	-	-	-	-	-	-	-	-	93%





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

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

Mav	Jun	Jul	Aug	Sen	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mav
'17	'17	'17	'17	'17			'17		'18	'18	'18	'18
- -		-	-		-	-	-	-	-	-	-	\$115

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.

\$50K

Filters Used

Median List Price Median Sales Price

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

Med Sales Price as a % of Med List Price

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

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov	Dec '17	Jan	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$101K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$137K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	136%







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

Med Sales Price as a % of Med Est Value

Family Residence

Median Est Value

Median Sales Price

\$150K \$100K		
¢EQV.		
\$50K		
0		
May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '17 '18 '18 '18	Apr '18	Ма '1
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