

## 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                            | Feb 2019     | Feb 2018     | + / -  | YTD 2019     | YTD 2018     | + / -  |
|--|--------------|--------------|--------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |        |              |              |        |
| New Listing Count                      | 22           | 29           | -24.1% | 43           | 44           | -2.3%  |
| New Listing Volume                     | \$5,492,160  | \$7,615,600  | -27.9% | \$10,642,460 | \$10,757,526 | -1.1%  |
| Active Listing Count                   | 143          | 151          | -5.3%  | N/A          | N/A          |        |
| Active Listing Volume                  | \$46,020,346 | \$41,080,954 | +12%   | N/A          | N/A          |        |
| Average Listing Price                  | \$321,821    | \$272,059    | +18.3% | \$322,149    | \$273,696    | +17.7% |
| Median Listing Price                   | \$275,000    | \$257,400    | +6.8%  | \$274,369    | \$257,400    | +6.6%  |
| Median Days in RPR                     | 180          | 187          | -3.7%  | 172.8        | 180.12       | -4.1%  |
| Months of Inventory                    | 7.5          | 8.4          | -10.3% | 8.5          | 6.8          | +25%   |
| Absorption Rate                        | 13.29%       | 11.92%       | +1.4%  | 11.76%       | 14.71%       | -2.9%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |        |              |              |        |
| New Pending Sales Count                | 16           | 25           | -36%   | 36           | 47           | -23.4% |
| New Pending Sales Volume               | \$3,987,300  | \$5,877,922  | -32.2% | \$8,861,400  | \$10,511,607 | -15.7% |
| Pending Sales Count                    | 32           | 46           | -30.4% | N/A          | N/A          |        |
| Pending Sales Volume                   | \$7,820,400  | \$11,414,191 | -31.5% | N/A          | N/A          |        |
| Closed Sales Count                     | 14           | 16           | -12.5% | 33           | 34           | -2.9%  |
| Closed Sales Volume                    | \$3,534,200  | \$2,391,423  | +47.8% | \$7,972,436  | \$5,843,661  | +36.4% |
| Average Sales Price                    | \$252,443    | \$149,464    | +68.9% | \$241,589    | \$171,872    | +40.6% |
| Median Sales Price                     | \$239,500    | \$161,500    | +48.3% | \$222,819    | \$166,000    | +34.2% |

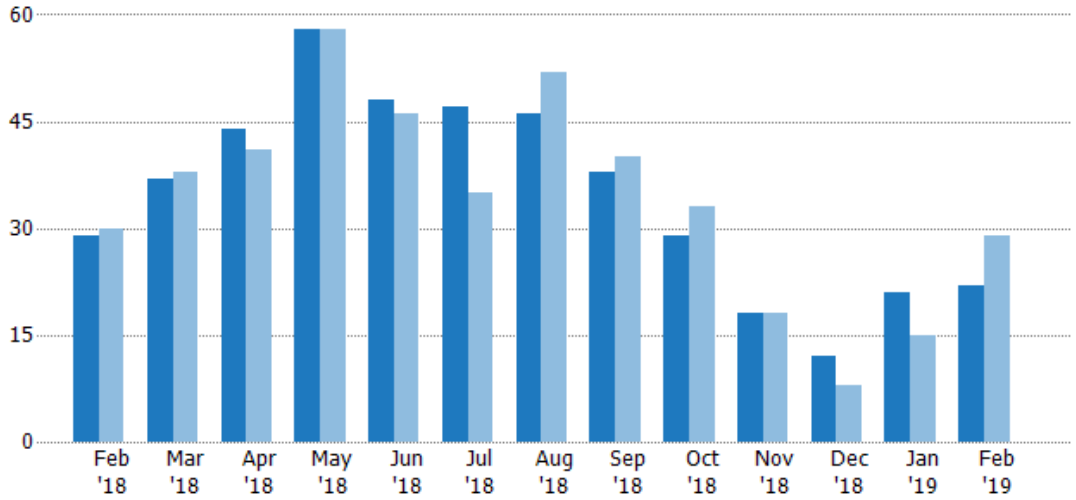
## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Feb '19    | 22    | -24.1% |
| Feb '18    | 29    | -3.3%  |
| Feb '17    | 30    | -3.3%  |



|                                |     |     |    |    |    |     |      |     |      |    |     |     |      |
|--------------------------------|-----|-----|----|----|----|-----|------|-----|------|----|-----|-----|------|
| Current Year                   | 29  | 37  | 44 | 58 | 48 | 47  | 46   | 38  | 29   | 18 | 12  | 21  | 22   |
| Prior Year                     | 30  | 38  | 41 | 58 | 46 | 35  | 52   | 40  | 33   | 18 | 8   | 15  | 29   |
| Percent Change from Prior Year | -3% | -3% | 7% | 0% | 4% | 34% | -12% | -5% | -12% | 0% | 50% | 40% | -24% |

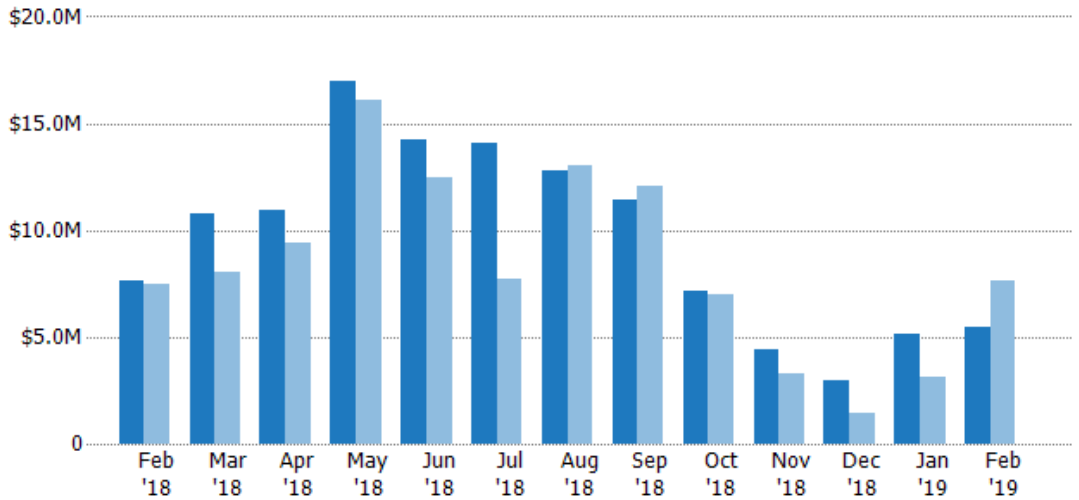
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Feb '19    | \$5.49M | -27.9% |
| Feb '18    | \$7.62M | 2%     |
| Feb '17    | \$7.47M | -14.5% |



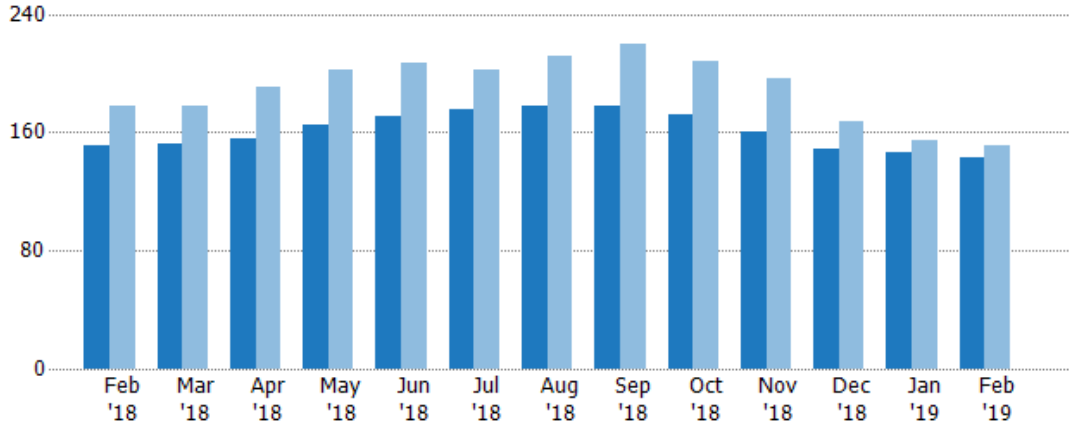
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$7.62M | \$10.8M | \$11M   | \$17M   | \$14.2M | \$14M   | \$12.7M | \$11.4M | \$7.14M | \$4.41M | \$2.96M | \$5.15M | \$5.49M |
| Prior Year                     | \$7.47M | \$8M    | \$9.41M | \$16.1M | \$12.4M | \$7.69M | \$13M   | \$12M   | \$6.98M | \$3.3M  | \$1.41M | \$3.14M | \$7.62M |
| Percent Change from Prior Year | 2%      | 35%     | 17%     | 5%      | 14%     | 83%     | -2%     | -5%     | 2%      | 34%     | 109%    | 64%     | -28%    |

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



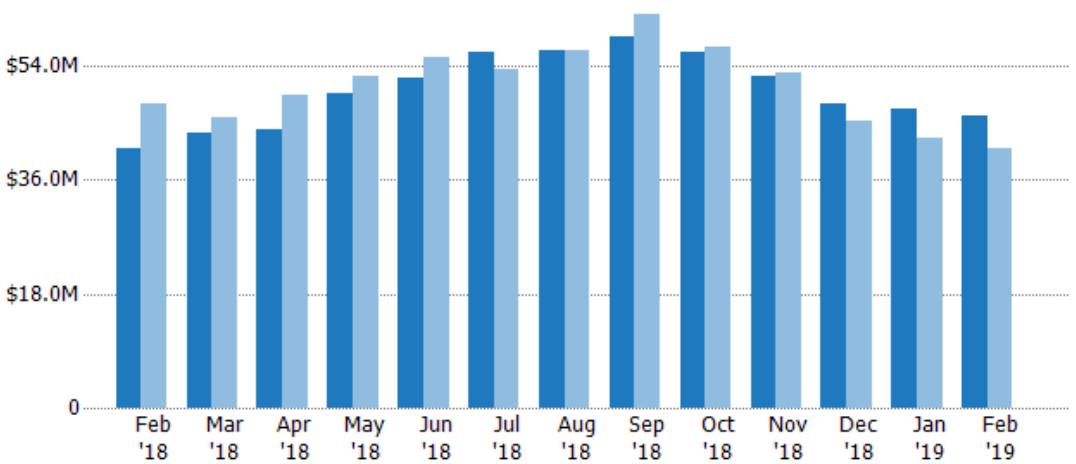
| Month/Year | Current Year | Prior Year | Percent Change from Prior Year |
|------------|--------------|------------|--------------------------------|
| Feb '19    | 143          | 151        | -5.3%                          |
| Feb '18    | 151          | 178        | -15.2%                         |
| Feb '17    | 178          | 178        | 10.1%                          |

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



| Month/Year | Current Year | Prior Year | Percent Change from Prior Year |
|------------|--------------|------------|--------------------------------|
| Feb '19    | \$46M        | \$41.1M    | 12%                            |
| Feb '18    | \$41.1M      | \$47.9M    | -14.2%                         |
| Feb '17    | \$47.9M      | \$47.9M    | 9.3%                           |

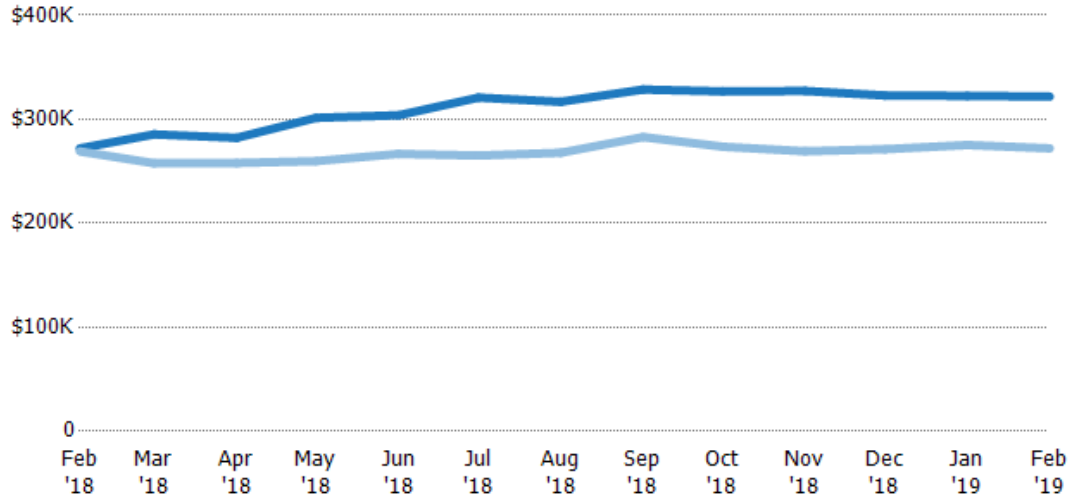
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Feb '19    | \$322K | 18.3%  |
| Feb '18    | \$272K | 1.1%   |
| Feb '17    | \$269K | -0.7%  |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$272K | \$286K | \$282K | \$301K | \$304K | \$321K | \$317K | \$329K | \$327K | \$327K | \$323K | \$322K | \$322K |
| Prior Year                     | \$269K | \$258K | \$258K | \$260K | \$267K | \$265K | \$268K | \$283K | \$274K | \$269K | \$271K | \$275K | \$272K |
| Percent Change from Prior Year | 1%     | 11%    | 9%     | 16%    | 14%    | 21%    | 18%    | 16%    | 19%    | 22%    | 19%    | 17%    | 18%    |

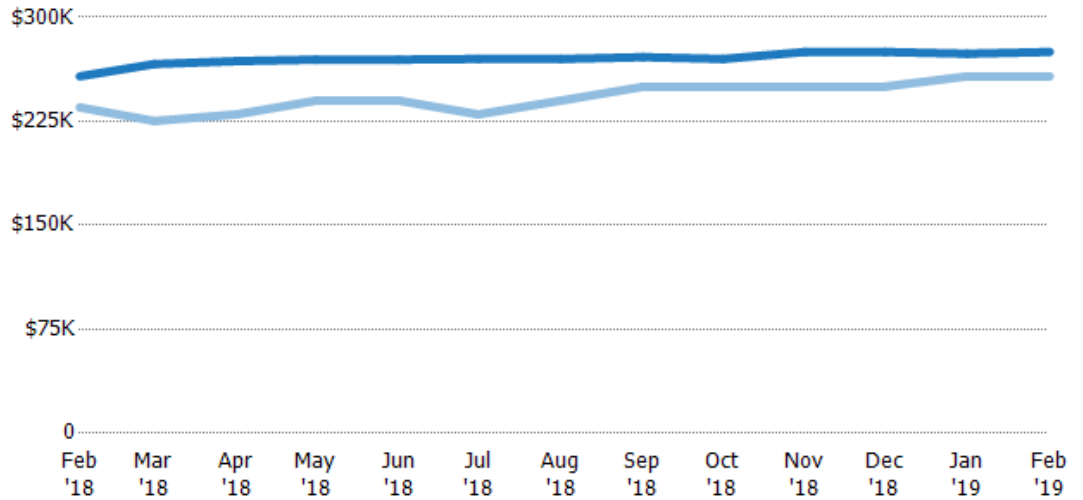
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Feb '19    | \$275K | 6.8%   |
| Feb '18    | \$257K | 9.5%   |
| Feb '17    | \$235K | -4.3%  |



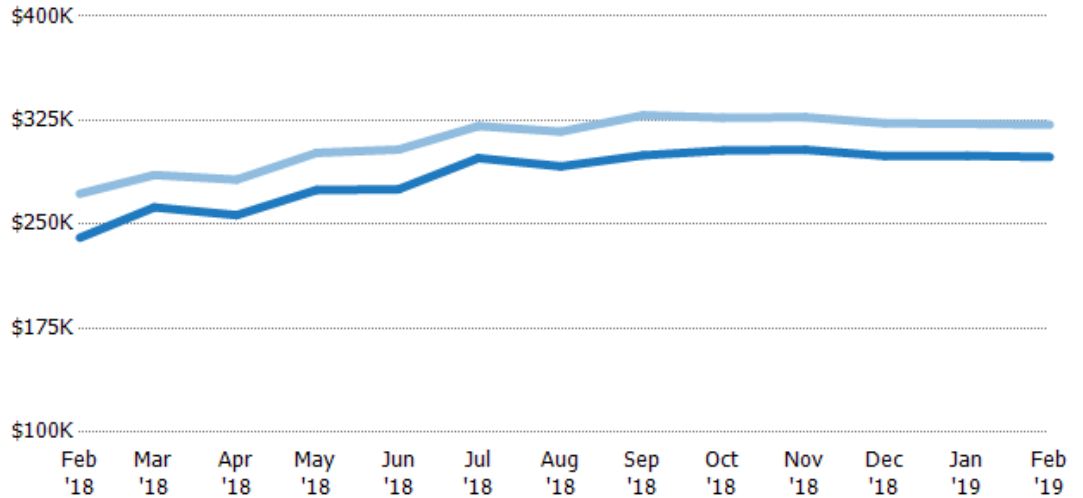
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$257K | \$266K | \$268K | \$270K | \$270K | \$270K | \$270K | \$271K | \$270K | \$275K | \$275K | \$274K | \$275K |
| Prior Year                     | \$235K | \$225K | \$230K | \$240K | \$240K | \$230K | \$240K | \$250K | \$250K | \$250K | \$250K | \$257K | \$257K |
| Percent Change from Prior Year | 10%    | 18%    | 17%    | 12%    | 12%    | 17%    | 13%    | 9%     | 8%     | 10%    | 10%    | 6%     | 7%     |

## 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

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



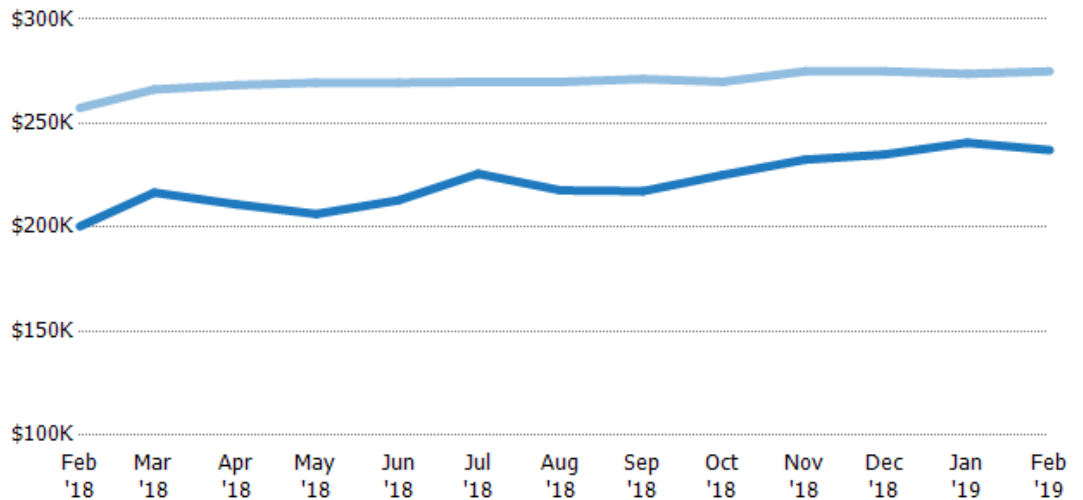
|   |        |        |        |        |        |        |        |        |        |        |        |        |        |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg Est Value                             | \$240K | \$262K | \$257K | \$275K | \$275K | \$298K | \$292K | \$300K | \$303K | \$304K | \$299K | \$299K | \$299K |
| Avg Listing Price                         | \$272K | \$286K | \$282K | \$301K | \$304K | \$321K | \$317K | \$329K | \$327K | \$327K | \$323K | \$322K | \$322K |
| Avg Listing Price as a % of Avg Est Value | 113%   | 109%   | 110%   | 110%   | 110%   | 108%   | 109%   | 110%   | 108%   | 108%   | 108%   | 108%   | 108%   |

## 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.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



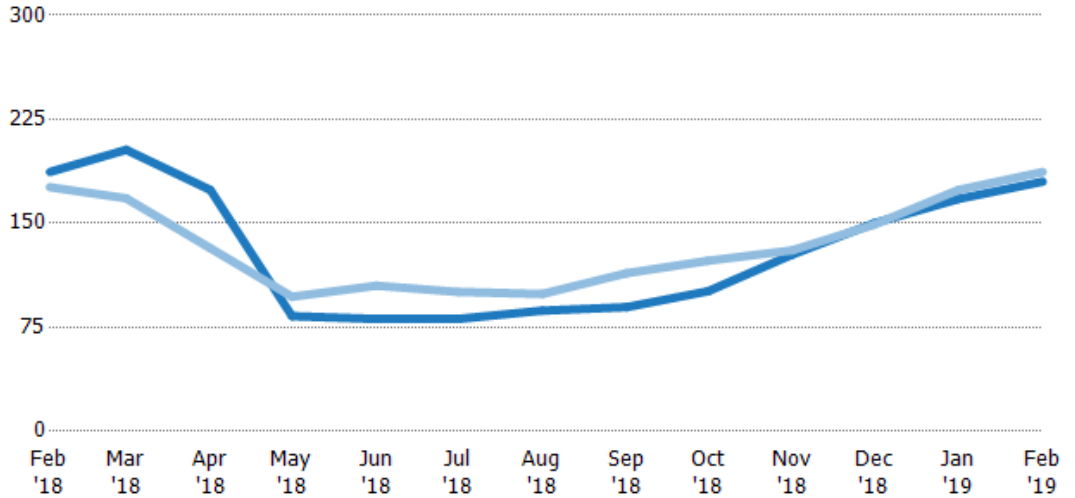
|   |        |        |        |        |        |        |        |        |        |        |        |        |        |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Median Est Value                          | \$200K | \$217K | \$211K | \$206K | \$213K | \$226K | \$218K | \$217K | \$225K | \$233K | \$235K | \$241K | \$237K |
| Median Listing Price                      | \$257K | \$266K | \$268K | \$270K | \$270K | \$270K | \$270K | \$271K | \$270K | \$275K | \$275K | \$274K | \$275K |
| Med Listing Price as a % of Med Est Value | 128%   | 123%   | 127%   | 131%   | 127%   | 120%   | 124%   | 125%   | 120%   | 118%   | 117%   | 114%   | 116%   |

## 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: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



| Month/Year | Days | % Chg. |
|------------|------|--------|
| Feb '19    | 180  | -3.7%  |
| Feb '18    | 187  | 6.3%   |
| Feb '17    | 176  | -21.9% |

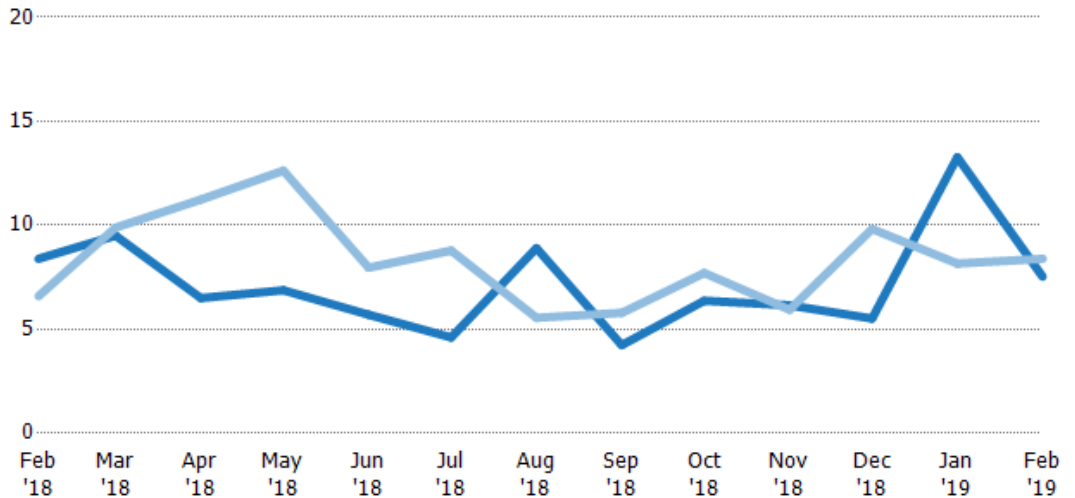
|                                | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 187     | 203     | 174     | 83      | 81      | 81      | 87      | 89.5    | 101     | 128     | 150     | 168     | 180     |
| Prior Year                     | 176     | 168     | 132     | 97      | 105     | 101     | 99      | 114     | 123     | 131     | 149     | 174     | 187     |
| Percent Change from Prior Year | 6%      | 21%     | 32%     | -14%    | -23%    | -19%    | -12%    | -21%    | -18%    | -2%     | 1%      | -4%     | -4%     |

## Months of Inventory

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

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



| Month/Year | Months | % Chg. |
|------------|--------|--------|
| Feb '19    | 7.53   | -10.3% |
| Feb '18    | 8.39   | 27.2%  |
| Feb '17    | 6.59   | 85.8%  |

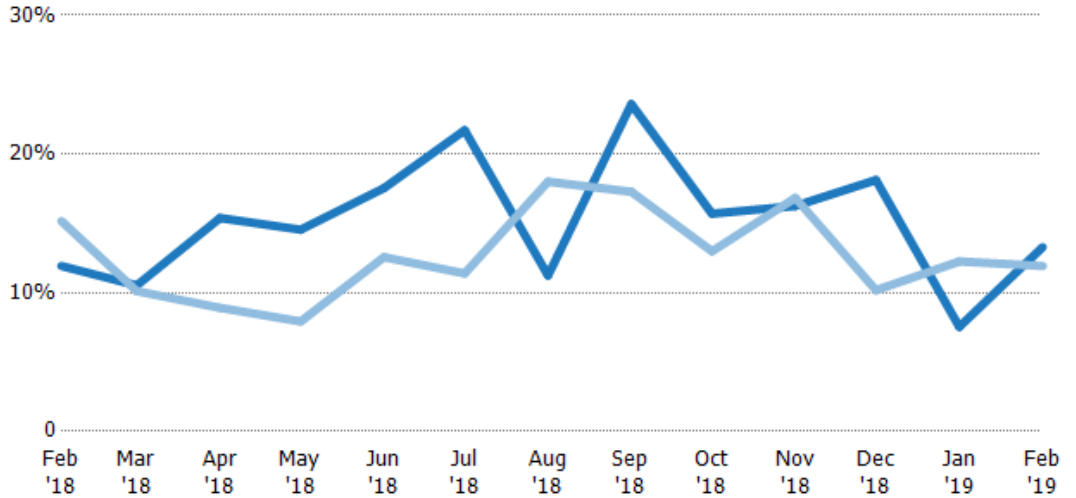
|                                | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 8.39    | 9.5     | 6.5     | 6.88    | 5.7     | 4.61    | 8.9     | 4.24    | 6.37    | 6.15    | 5.52    | 13.3    | 7.53    |
| Prior Year                     | 6.59    | 9.89    | 11.2    | 12.6    | 7.96    | 8.78    | 5.55    | 5.79    | 7.7     | 5.94    | 9.82    | 8.16    | 8.39    |
| Percent Change from Prior Year | 27%     | -4%     | -42%    | -46%    | -28%    | -48%    | 60%     | -27%    | -17%    | 4%      | -44%    | 63%     | -10%    |

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



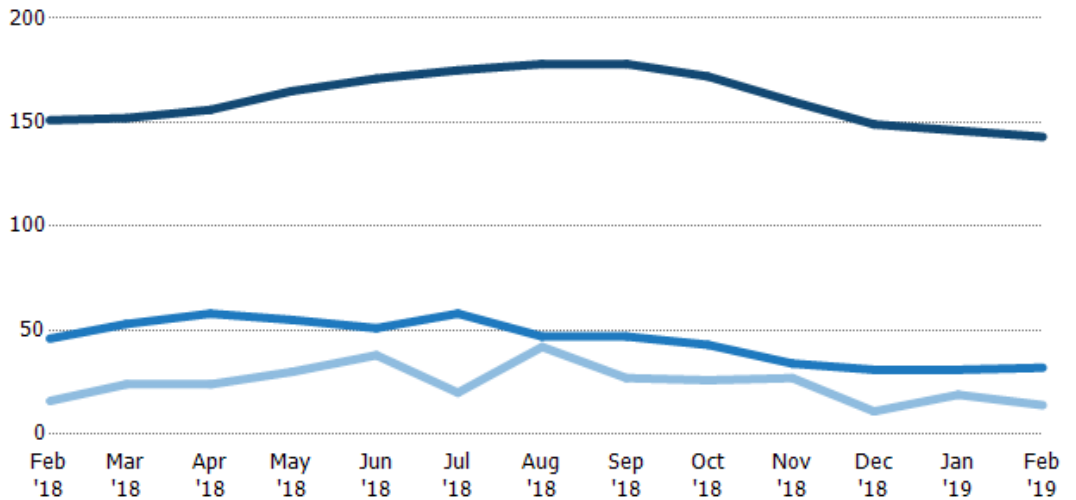
|                        | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 12%     | 11%     | 15%     | 15%     | 18%     | 22%     | 11%     | 24%     | 16%     | 16%     | 18%     | 8%      | 13%     |
| Prior Year             | 15%     | 10%     | 9%      | 8%      | 13%     | 11%     | 18%     | 17%     | 13%     | 17%     | 10%     | 12%     | 12%     |
| Change from Prior Year | 3%      | 0%      | -6%     | -7%     | -5%     | -10%    | 7%      | -6%     | -3%     | 1%      | -8%     | 5%      | -1%     |

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



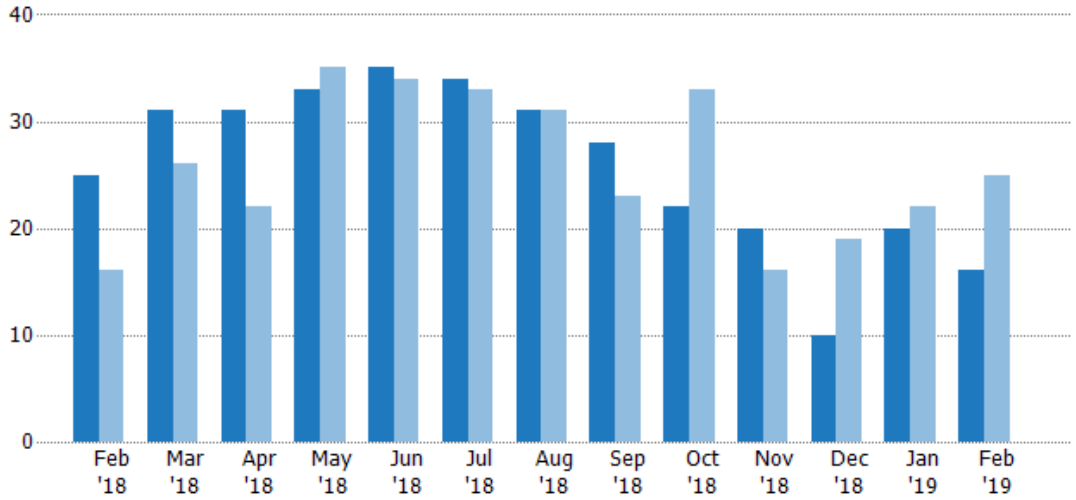
|         | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 151     | 152     | 156     | 165     | 171     | 175     | 178     | 178     | 172     | 160     | 149     | 146     | 143     |
| Pending | 46      | 53      | 58      | 55      | 51      | 58      | 47      | 47      | 43      | 34      | 31      | 31      | 32      |
| Sold    | 16      | 24      | 24      | 30      | 38      | 20      | 42      | 27      | 26      | 27      | 11      | 19      | 14      |

## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Feb '19    | 16    | -36%   |
| Feb '18    | 25    | 56.3%  |
| Feb '17    | 16    | 18.8%  |

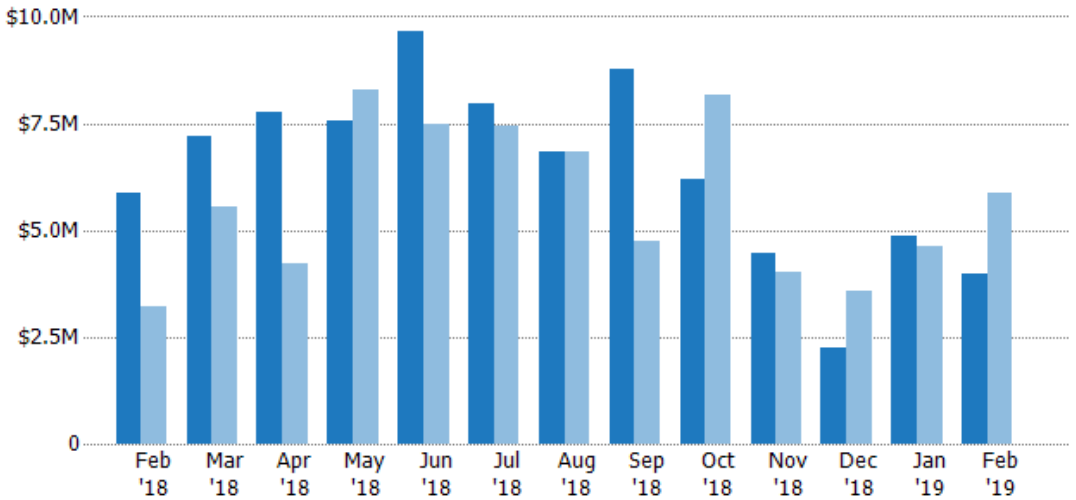
|                                |     |     |     |     |    |    |    |     |      |     |      |     |      |
|--------------------------------|-----|-----|-----|-----|----|----|----|-----|------|-----|------|-----|------|
| Current Year                   | 25  | 31  | 31  | 33  | 35 | 34 | 31 | 28  | 22   | 20  | 10   | 20  | 16   |
| Prior Year                     | 16  | 26  | 22  | 35  | 34 | 33 | 31 | 23  | 33   | 16  | 19   | 22  | 25   |
| Percent Change from Prior Year | 56% | 19% | 41% | -6% | 3% | 3% | 0% | 22% | -33% | 25% | -47% | -9% | -36% |

## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Feb '19    | \$3.99M | -32.2% |
| Feb '18    | \$5.88M | 83%    |
| Feb '17    | \$3.21M | 23.8%  |

|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$5.88M | \$7.19M | \$7.78M | \$7.56M | \$9.64M | \$7.98M | \$6.84M | \$8.75M | \$6.19M | \$4.46M | \$2.26M | \$4.87M | \$3.99M |
| Prior Year                     | \$3.21M | \$5.54M | \$4.23M | \$8.28M | \$7.48M | \$7.44M | \$6.84M | \$4.73M | \$8.17M | \$4.01M | \$3.6M  | \$4.63M | \$5.88M |
| Percent Change from Prior Year | 83%     | 30%     | 84%     | -9%     | 29%     | 7%      | 0%      | 85%     | -24%    | 11%     | -37%    | 5%      | -32%    |



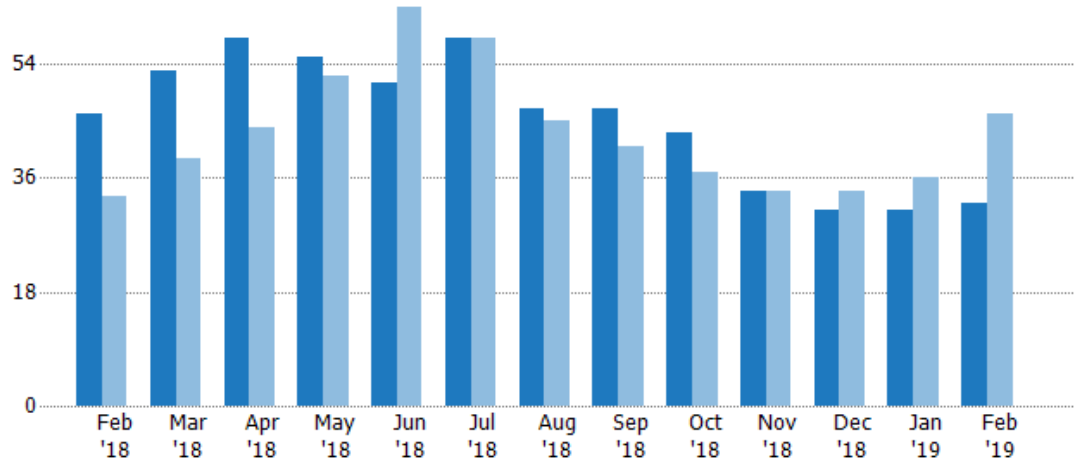
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Feb '19    | 32    | -30.4% |
| Feb '18    | 46    | 39.4%  |
| Feb '17    | 33    | 48.5%  |



|                                |     |     |     |    |      |    |    |     |     |    |     |      |      |
|--------------------------------|-----|-----|-----|----|------|----|----|-----|-----|----|-----|------|------|
| Current Year                   | 46  | 53  | 58  | 55 | 51   | 58 | 47 | 47  | 43  | 34 | 31  | 31   | 32   |
| Prior Year                     | 33  | 39  | 44  | 52 | 63   | 58 | 45 | 41  | 37  | 34 | 34  | 36   | 46   |
| Percent Change from Prior Year | 39% | 36% | 32% | 6% | -19% | 0% | 4% | 15% | 16% | 0% | -9% | -14% | -30% |

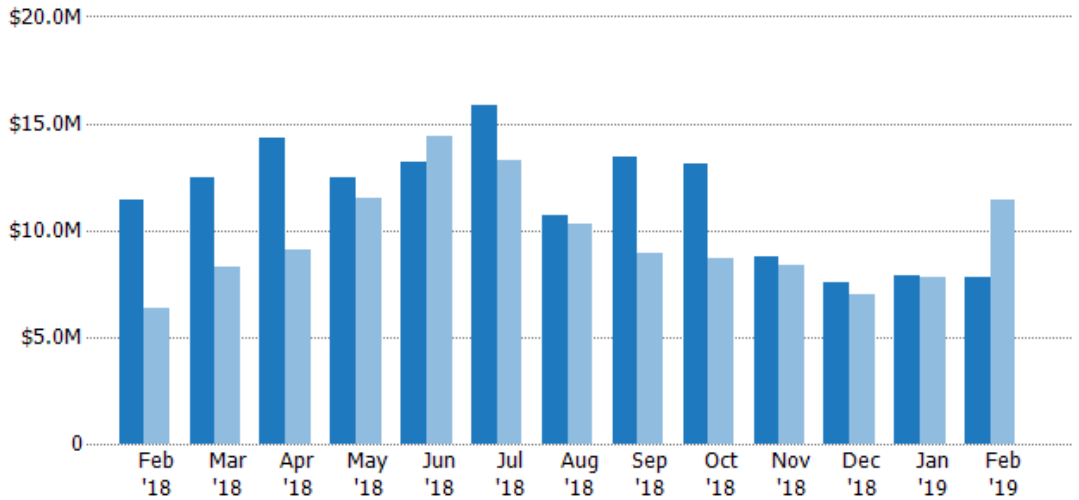
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Feb '19    | \$7.82M | -31.5% |
| Feb '18    | \$11.4M | 80.7%  |
| Feb '17    | \$6.32M | 72.8%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$11.4M | \$12.5M | \$14.3M | \$12.5M | \$13.2M | \$15.9M | \$10.7M | \$13.4M | \$13.1M | \$8.8M  | \$7.57M | \$7.86M | \$7.82M |
| Prior Year                     | \$6.32M | \$8.27M | \$9.1M  | \$11.5M | \$14.4M | \$13.3M | \$10.3M | \$8.89M | \$8.66M | \$8.39M | \$7.02M | \$7.81M | \$11.4M |
| Percent Change from Prior Year | 81%     | 51%     | 57%     | 9%      | -9%     | 19%     | 4%      | 51%     | 52%     | 5%      | 8%      | 1%      | -31%    |

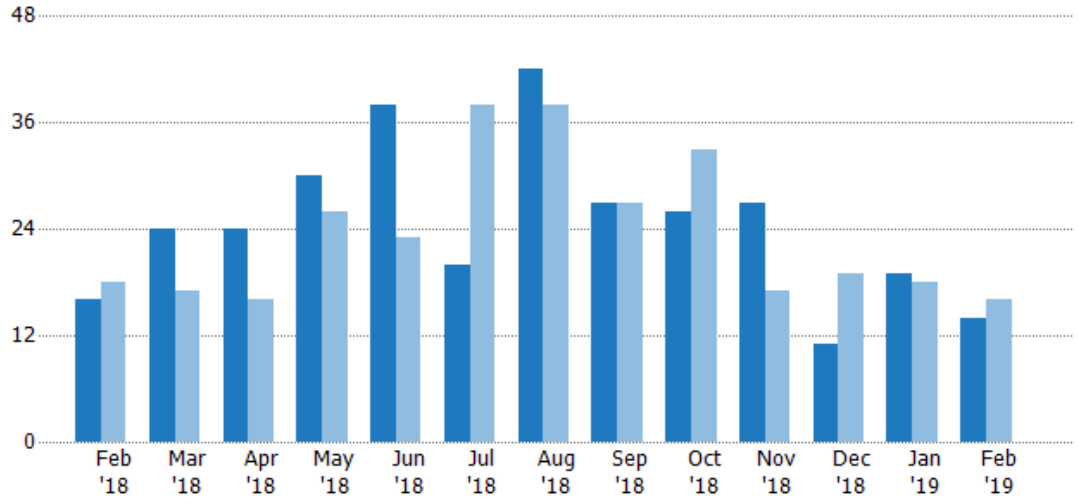
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Count | % Chg. |
|------------|-------|--------|
| Feb '19    | 14    | -12.5% |
| Feb '18    | 16    | -11.1% |
| Feb '17    | 18    | 33.3%  |



|                                | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 16      | 24      | 24      | 30      | 38      | 20      | 42      | 27      | 26      | 27      | 11      | 19      | 14      |
| Prior Year                     | 18      | 17      | 16      | 26      | 23      | 38      | 38      | 27      | 33      | 17      | 19      | 18      | 16      |
| Percent Change from Prior Year | -11%    | 41%     | 50%     | 15%     | 65%     | -47%    | 11%     | 0%      | -21%    | 59%     | -42%    | 6%      | -13%    |

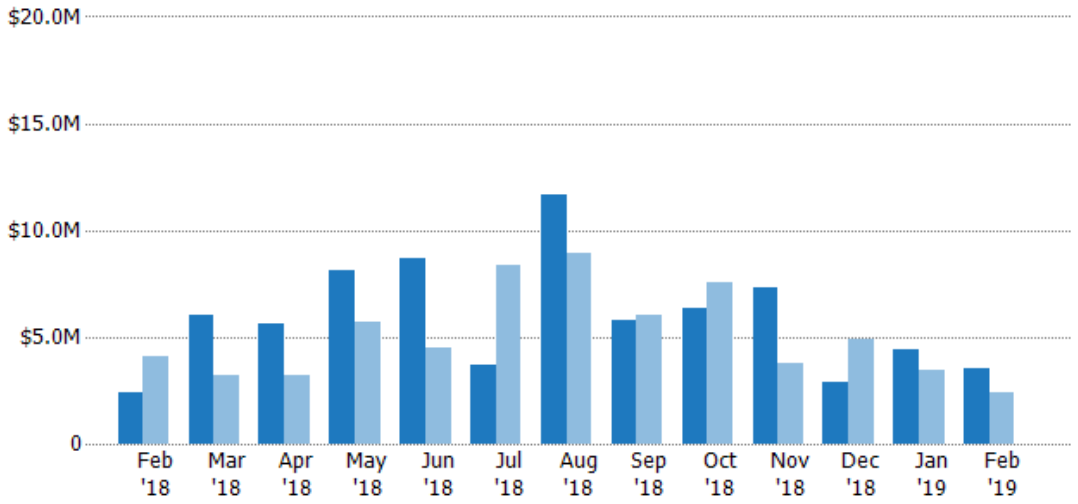
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Volume  | % Chg. |
|------------|---------|--------|
| Feb '19    | \$3.53M | 47.8%  |
| Feb '18    | \$2.39M | -41.2% |
| Feb '17    | \$4.07M | 9.2%   |



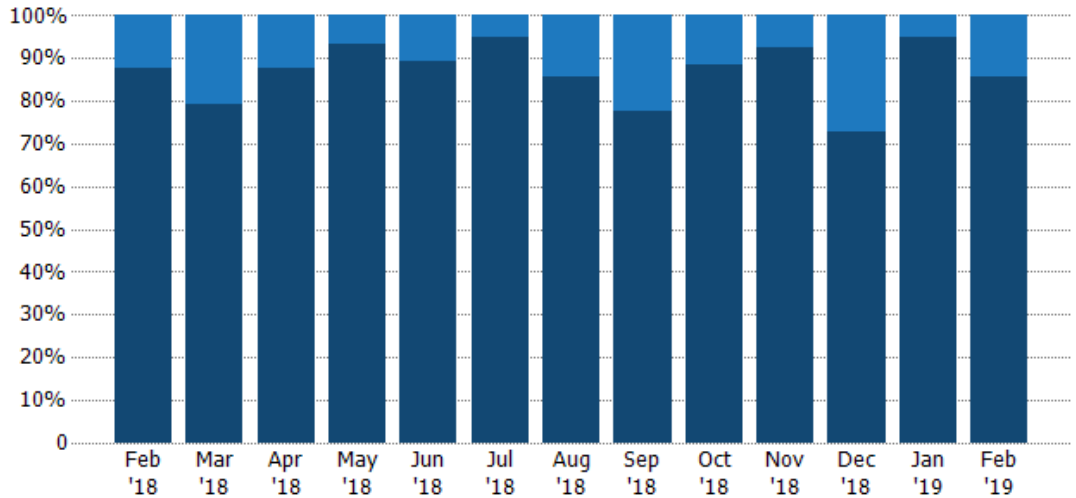
|                                | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$2.39M | \$6.01M | \$5.62M | \$8.09M | \$8.72M | \$3.67M | \$11.7M | \$5.77M | \$6.39M | \$7.28M | \$2.88M | \$4.44M | \$3.53M |
| Prior Year                     | \$4.07M | \$3.19M | \$3.22M | \$5.68M | \$4.48M | \$8.38M | \$8.95M | \$5.99M | \$7.54M | \$3.8M  | \$4.87M | \$3.45M | \$2.39M |
| Percent Change from Prior Year | -41%    | 88%     | 75%     | 42%     | 95%     | -56%    | 31%     | -4%     | -15%    | 92%     | -41%    | 29%     | 48%     |

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



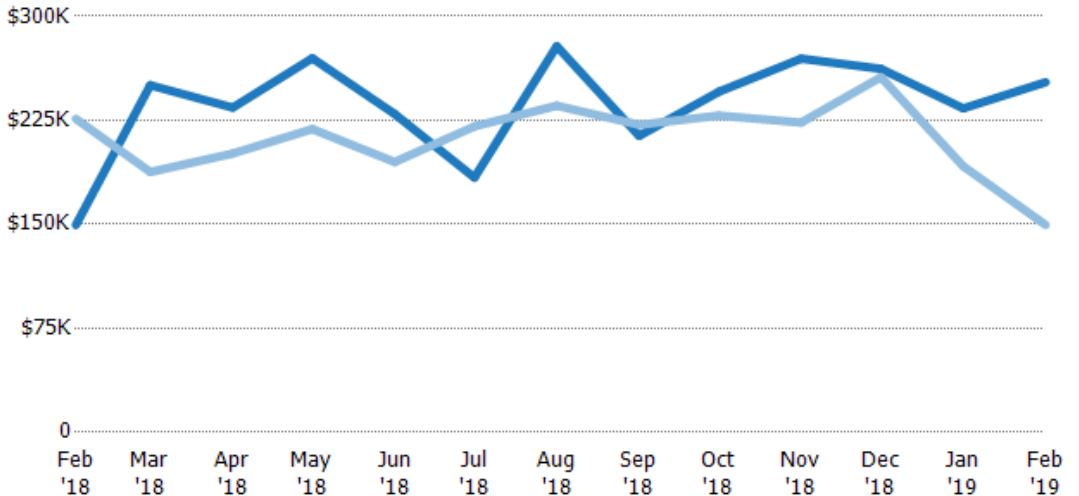
|                         |     |     |     |     |     |     |     |     |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 13% | 21% | 13% | 7%  | 11% | 5%  | 14% | 22% | 12% | 7%  | 27% | 5%  | 14% |
| Single Family Residence | 88% | 79% | 88% | 93% | 89% | 95% | 86% | 78% | 88% | 93% | 73% | 95% | 86% |

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Feb '19    | \$252K | 68.9%  |
| Feb '18    | \$149K | -33.9% |
| Feb '17    | \$226K | -18.1% |

|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$149K | \$250K | \$234K | \$270K | \$230K | \$184K | \$278K | \$214K | \$246K | \$269K | \$262K | \$234K | \$252K |
| Prior Year                     | \$226K | \$188K | \$201K | \$219K | \$195K | \$221K | \$235K | \$222K | \$228K | \$223K | \$256K | \$192K | \$149K |
| Percent Change from Prior Year | -34%   | 33%    | 16%    | 23%    | 18%    | -17%   | 18%    | -4%    | 8%     | 21%    | 2%     | 22%    | 69%    |

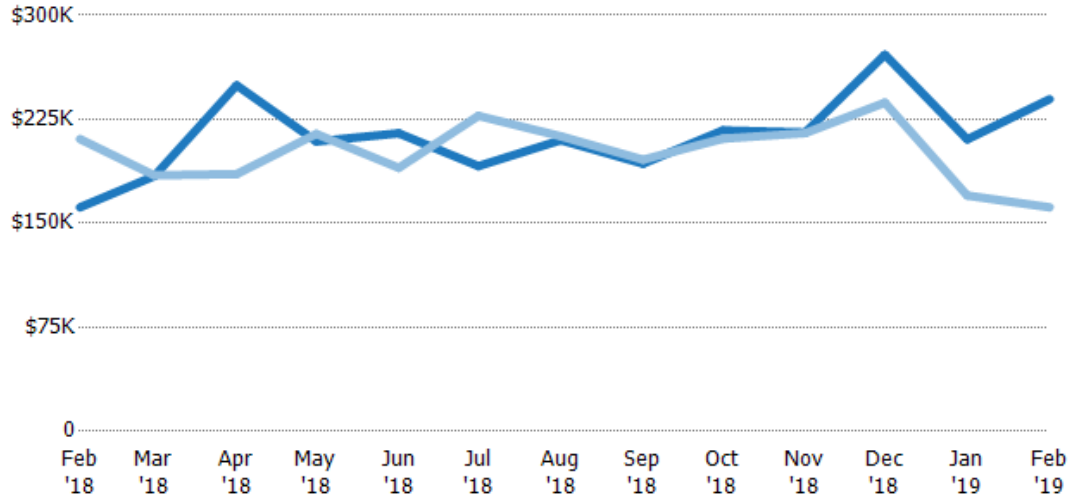
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/Year | Price  | % Chg. |
|------------|--------|--------|
| Feb '19    | \$240K | 48.3%  |
| Feb '18    | \$162K | -23.4% |
| Feb '17    | \$211K | -7.1%  |



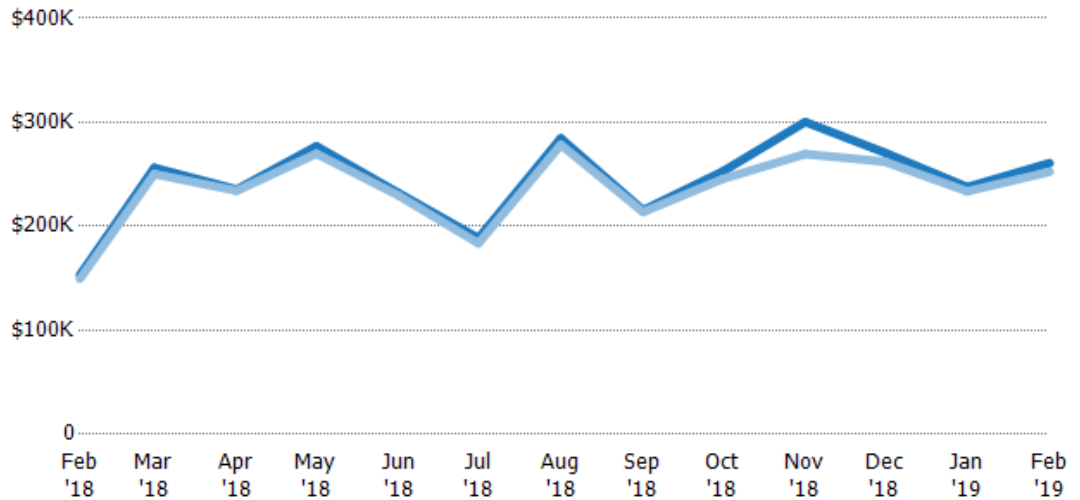
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$162K | \$184K | \$250K | \$209K | \$215K | \$191K | \$210K | \$193K | \$217K | \$216K | \$272K | \$211K | \$240K |
| Prior Year                     | \$211K | \$185K | \$186K | \$214K | \$190K | \$228K | \$213K | \$196K | \$211K | \$215K | \$237K | \$170K | \$162K |
| Percent Change from Prior Year | -23%   | 0%     | 35%    | -3%    | 13%    | -16%   | -1%    | -1%    | 3%     | 0%     | 15%    | 24%    | 48%    |

## 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

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type: Condo/Townhouse/Apt, Single Family Residence



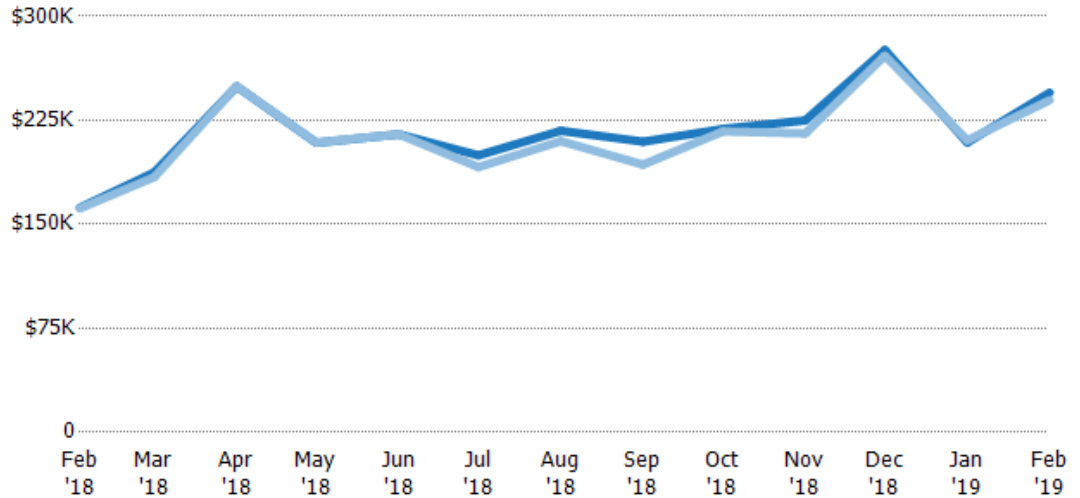
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$153K | \$256K | \$235K | \$277K | \$232K | \$189K | \$285K | \$215K | \$253K | \$300K | \$271K | \$238K | \$261K |
| Avg Sales Price                          | \$149K | \$250K | \$234K | \$270K | \$230K | \$184K | \$278K | \$214K | \$246K | \$269K | \$262K | \$234K | \$252K |
| Avg Sales Price as a % of Avg List Price | 98%    | 98%    | 99%    | 97%    | 99%    | 97%    | 98%    | 99%    | 97%    | 90%    | 97%    | 98%    | 97%    |

## 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: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



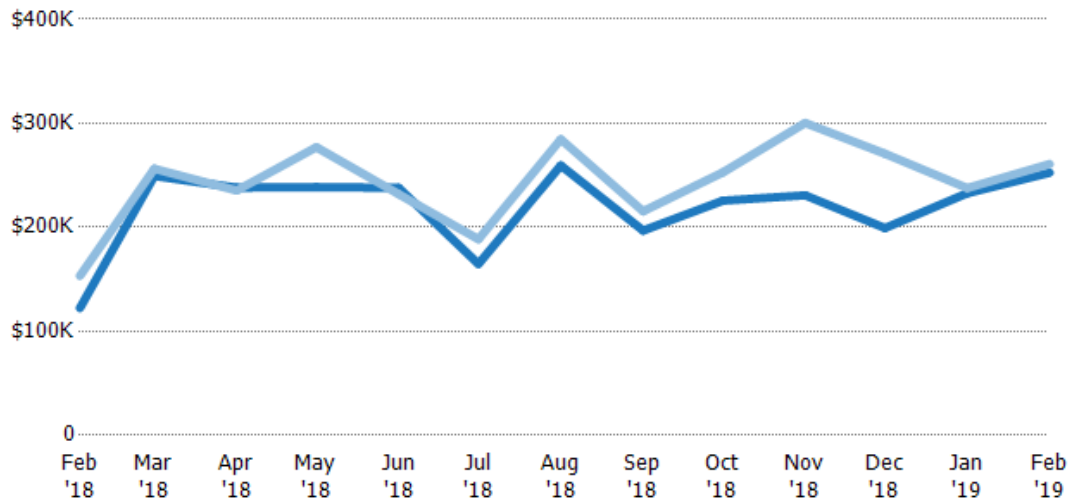
|  | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$162K  | \$187K  | \$249K  | \$209K  | \$215K  | \$200K  | \$217K  | \$210K  | \$219K  | \$225K  | \$276K  | \$209K  | \$245K  |
| Median Sales Price                       | \$162K  | \$184K  | \$250K  | \$209K  | \$215K  | \$191K  | \$210K  | \$193K  | \$217K  | \$216K  | \$272K  | \$211K  | \$240K  |
| Med Sales Price as a % of Med List Price | 100%    | 98%     | 100%    | 100%    | 100%    | 96%     | 97%     | 92%     | 99%     | 96%     | 99%     | 101%    | 98%     |

## 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: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



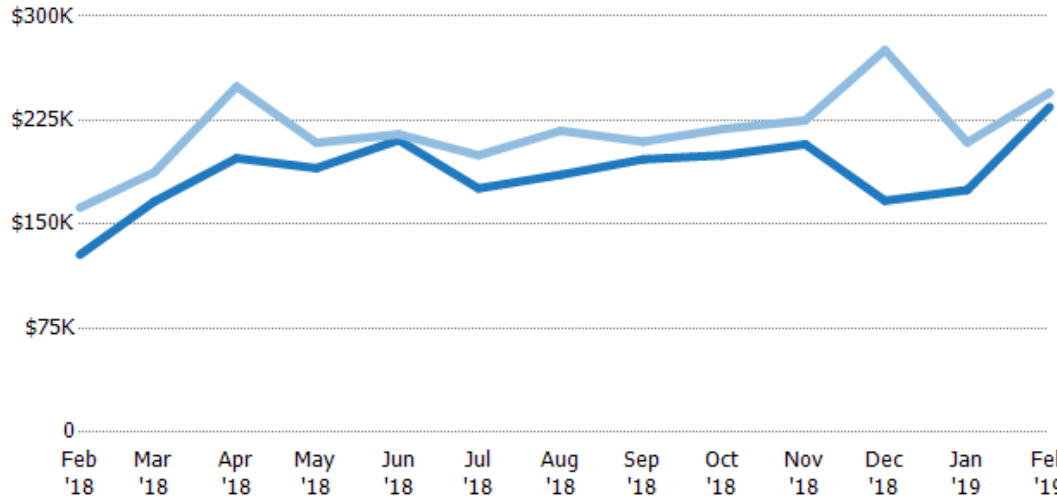
|   | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$122K  | \$249K  | \$238K  | \$239K  | \$238K  | \$165K  | \$259K  | \$197K  | \$226K  | \$231K  | \$199K  | \$233K  | \$253K  |
| Avg Sales Price                         | \$153K  | \$256K  | \$235K  | \$277K  | \$232K  | \$189K  | \$285K  | \$215K  | \$253K  | \$300K  | \$271K  | \$238K  | \$261K  |
| Avg Sales Price as a % of Avg Est Value | 125%    | 103%    | 99%     | 116%    | 97%     | 114%    | 110%    | 109%    | 112%    | 130%    | 136%    | 102%    | 103%    |

## 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: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



|   | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$128K  | \$166K  | \$198K  | \$190K  | \$211K  | \$176K  | \$186K  | \$197K  | \$200K  | \$208K  | \$167K  | \$175K  | \$235K  |
| Median Sales Price                      | \$162K  | \$187K  | \$249K  | \$209K  | \$215K  | \$200K  | \$217K  | \$210K  | \$219K  | \$225K  | \$276K  | \$209K  | \$245K  |
| Med Sales Price as a % of Med Est Value | 127%    | 113%    | 126%    | 110%    | 102%    | 114%    | 117%    | 106%    | 110%    | 108%    | 165%    | 120%    | 104%    |