

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	44	-52.3%	97	125	-22.4%
New Listing Volume	\$6,400,590	\$10,973,726	-41.7%	\$26,110,645	\$32,526,151	-19.7%
Active Listing Count	–	156	–	N/A	N/A	
Active Listing Volume	–	\$44,019,287	–	N/A	N/A	
Average Listing Price	–	\$282,175	–	\$323,229	\$278,777	+15.9%
Median Listing Price	–	\$268,400	–	\$274,171	\$262,386	+4.5%
Median Days in RPR	–	174	–	147.05	185.02	-20.5%
Months of Inventory	–	6.5	-100%	5.2	7.9	-34.2%
Absorption Rate	–	15.38%	–	19.29%	12.7%	+6.6%
Sales Activity Charts Metrics						
New Pending Sales Count	24	31	-22.6%	99	109	-9.2%
New Pending Sales Volume	\$7,449,395	\$7,776,500	-4.2%	\$25,594,695	\$25,475,407	+0.5%
Pending Sales Count	–	58	–	N/A	N/A	
Pending Sales Volume	–	\$14,303,700	–	N/A	N/A	
Closed Sales Count	9	24	-62.5%	55	82	-32.9%
Closed Sales Volume	\$2,112,995	\$5,619,537	-62.4%	\$12,875,479	\$17,470,023	-26.3%
Average Sales Price	\$234,777	\$234,147	+0.3%	\$234,100	\$213,049	+9.9%
Median Sales Price	\$220,000	\$249,500	-11.8%	\$219,328	\$195,707	+12.1%

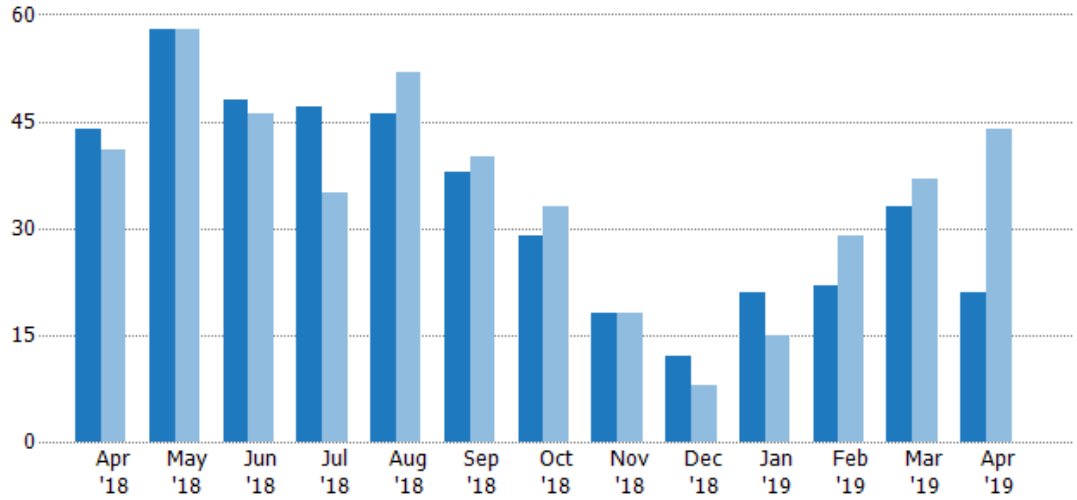
New Listings

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.
Apr '19	21	-52.3%
Apr '18	44	7.3%
Apr '17	41	36.6%



Current Year	44	58	48	47	46	38	29	18	12	21	22	33	21
Prior Year	41	58	46	35	52	40	33	18	8	15	29	37	44
Percent Change from Prior Year	7%	0%	4%	34%	-12%	-5%	-12%	0%	50%	40%	-24%	-11%	-52%

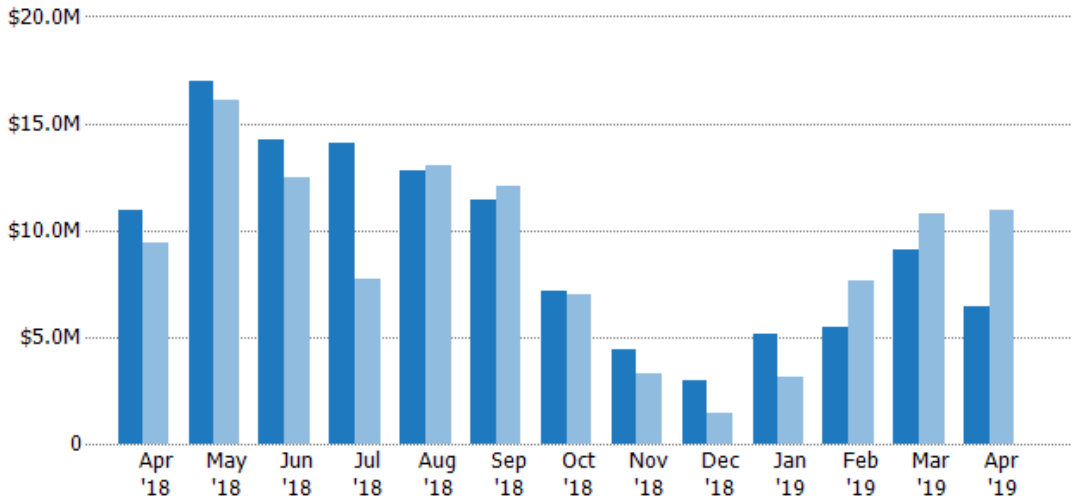
New Listing Volume

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.
Apr '19	\$6.4M	-41.7%
Apr '18	\$11M	16.6%
Apr '17	\$9.41M	42.3%



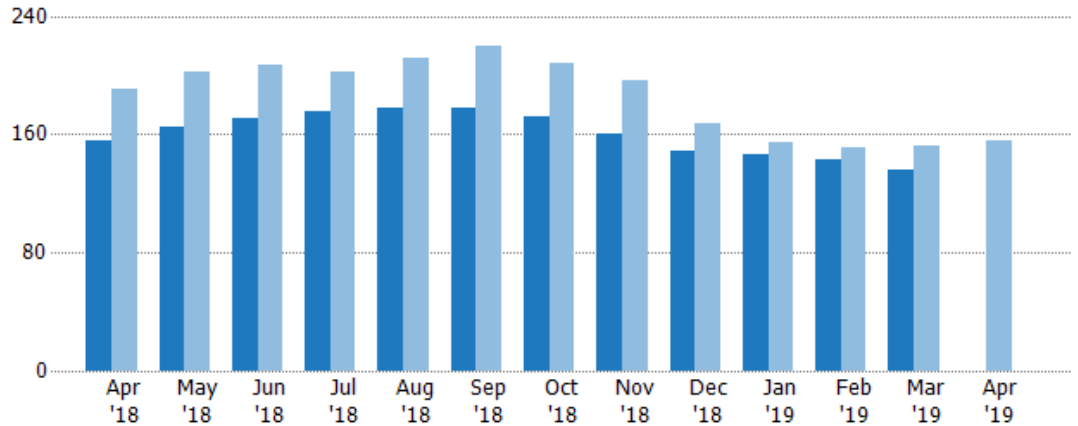
Current Year	\$11M	\$17M	\$14.2M	\$14M	\$12.7M	\$11.4M	\$7.14M	\$4.41M	\$2.96M	\$5.15M	\$5.49M	\$9.07M	\$6.4M
Prior Year	\$9.41M	\$16.1M	\$12.4M	\$7.69M	\$13M	\$12M	\$6.98M	\$3.3M	\$1.41M	\$3.14M	\$7.62M	\$10.8M	\$11M
Percent Change from Prior Year	17%	5%	14%	83%	-2%	-5%	2%	34%	109%	64%	-28%	-16%	-42%

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



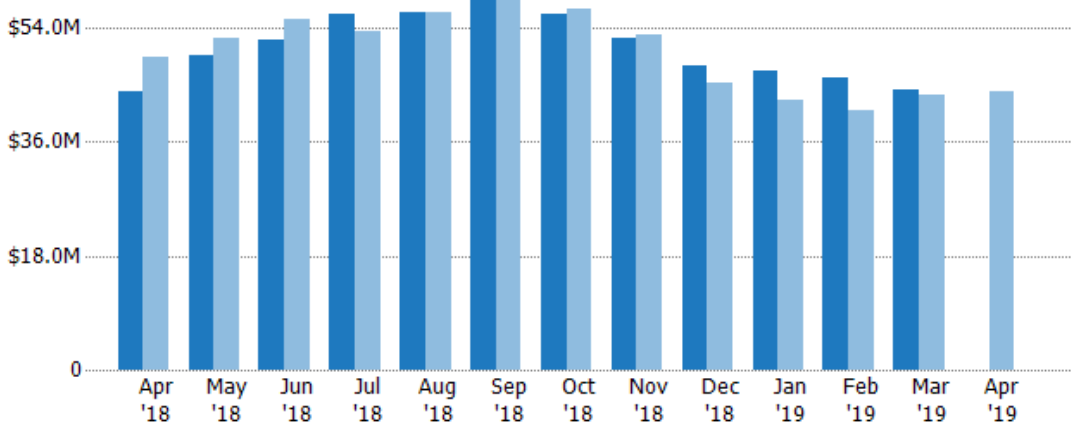
Current Year	156	165	171	175	178	178	172	160	149	146	143	136	-
Prior Year	191	202	207	202	211	220	208	196	167	155	151	152	156
Percent Change from Prior Year	-18%	-18%	-17%	-13%	-16%	-19%	-17%	-18%	-11%	-6%	-5%	-11%	-100%

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



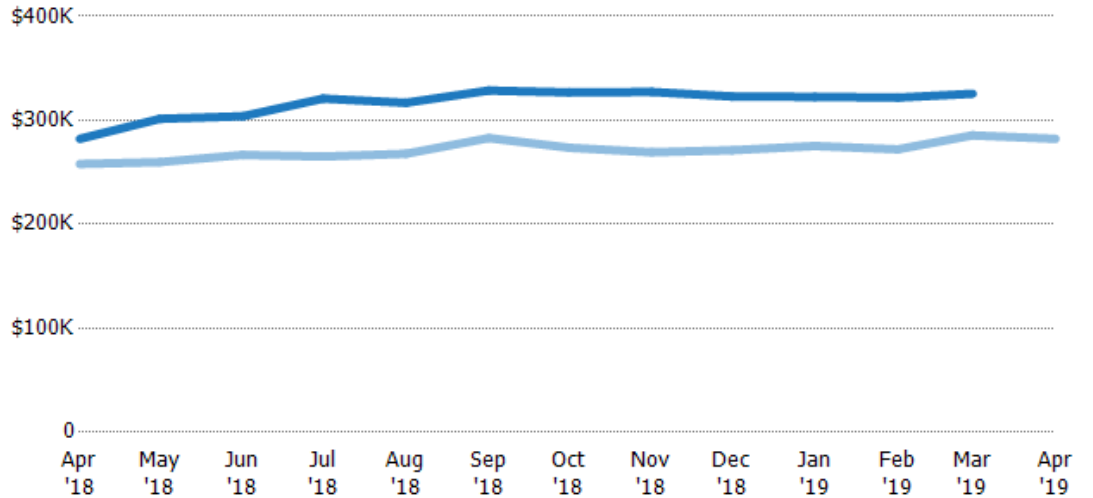
Current Year	\$44M	\$49.7M	\$52M	\$56.1M	\$56.4M	\$58.5M	\$56.2M	\$52.4M	\$48.1M	\$47.1M	\$46M	\$44.3M	-
Prior Year	\$49.3M	\$52.5M	\$55.2M	\$53.6M	\$56.5M	\$62.2M	\$56.9M	\$52.8M	\$45.3M	\$42.7M	\$41.1M	\$43.4M	\$44M
Percent Change from Prior Year	-11%	-5%	-6%	5%	0%	-6%	-1%	-1%	6%	10%	12%	2%	-100%

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



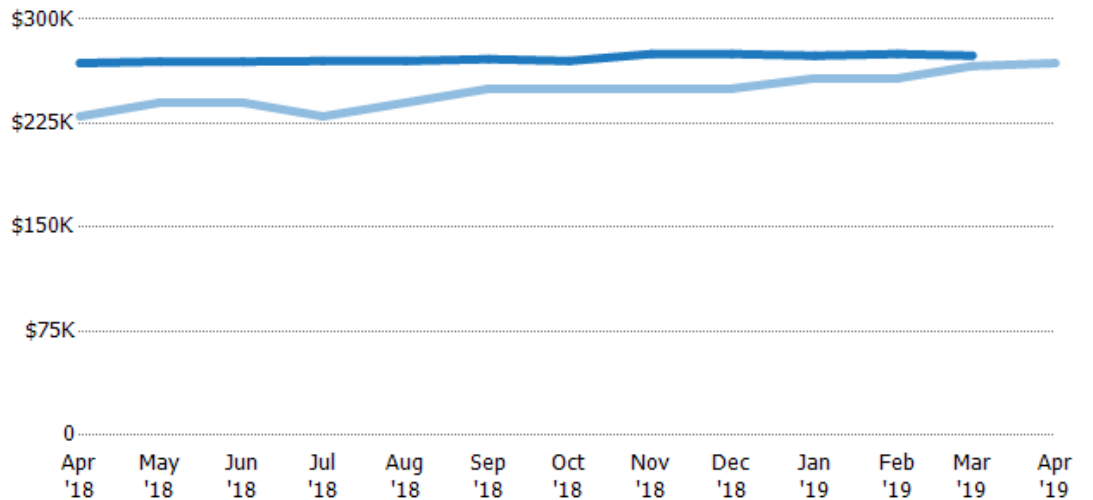
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$282K	\$301K	\$304K	\$321K	\$317K	\$329K	\$327K	\$327K	\$323K	\$322K	\$322K	\$326K	-
Prior Year	\$258K	\$260K	\$267K	\$265K	\$268K	\$283K	\$274K	\$269K	\$271K	\$275K	\$272K	\$286K	\$282K
Percent Change from Prior Year	9%	16%	14%	21%	18%	16%	19%	22%	19%	17%	18%	14%	-100%

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



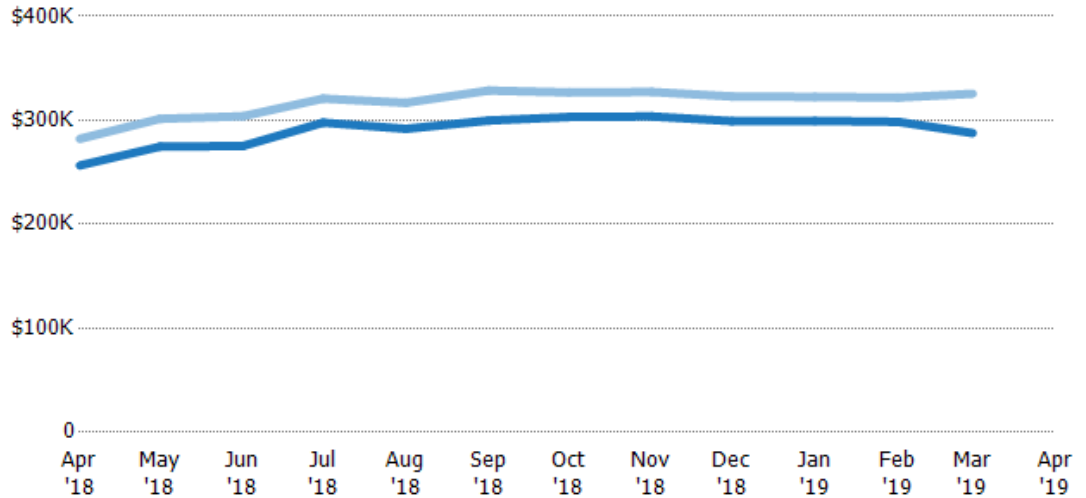
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$268K	\$270K	\$270K	\$270K	\$270K	\$271K	\$270K	\$275K	\$275K	\$274K	\$275K	\$274K	-
Prior Year	\$230K	\$240K	\$240K	\$230K	\$240K	\$250K	\$250K	\$250K	\$250K	\$257K	\$257K	\$266K	\$268K
Percent Change from Prior Year	17%	12%	12%	17%	13%	9%	8%	10%	10%	6%	7%	3%	-100%

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



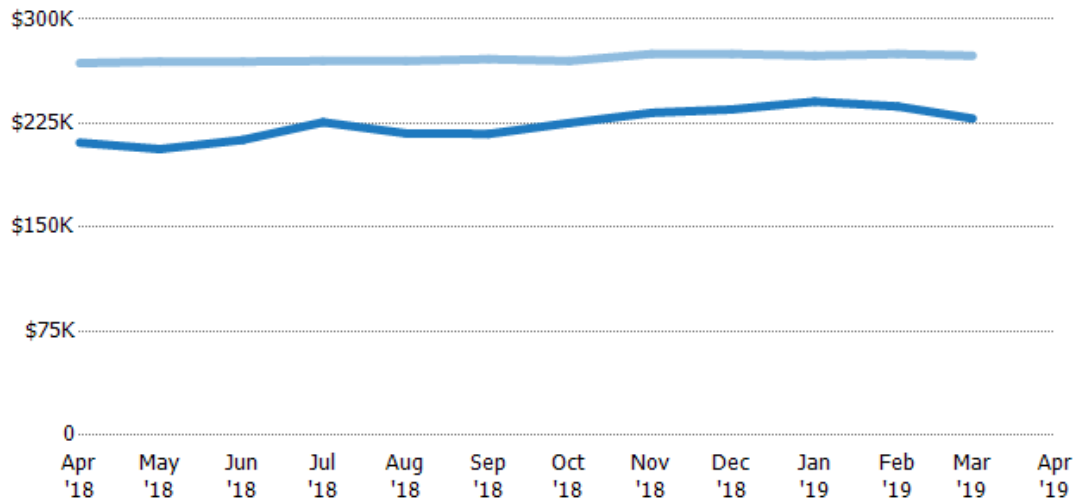
Avg Est Value	\$257K	\$275K	\$275K	\$298K	\$292K	\$300K	\$303K	\$304K	\$299K	\$299K	\$299K	\$288K	-
Avg Listing Price	\$282K	\$301K	\$304K	\$321K	\$317K	\$329K	\$327K	\$327K	\$323K	\$322K	\$322K	\$326K	-
Avg Listing Price as a % of Avg Est Value	110%	110%	110%	108%	109%	110%	108%	108%	108%	108%	108%	113%	-

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



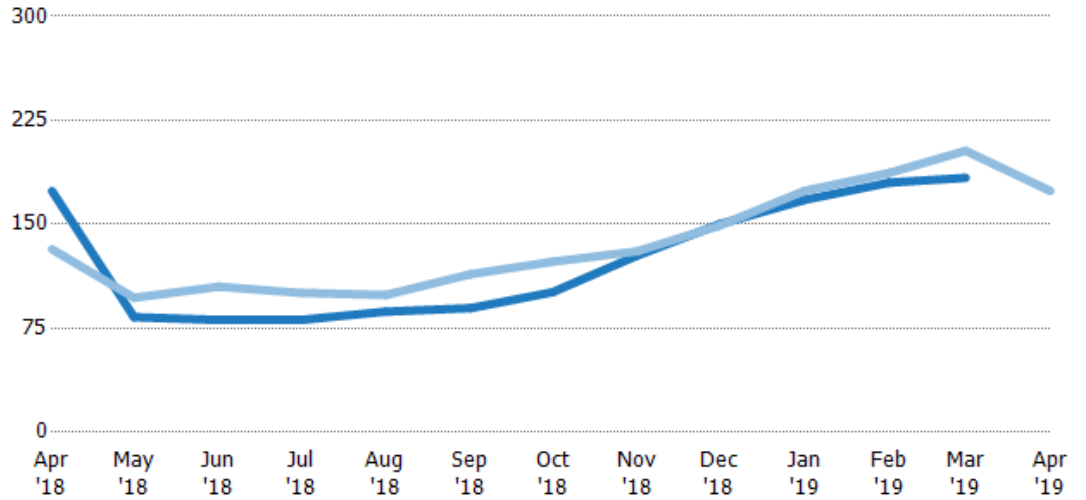
Median Est Value	\$211K	\$206K	\$213K	\$226K	\$218K	\$217K	\$225K	\$233K	\$235K	\$241K	\$237K	\$228K	-
Median Listing Price	\$268K	\$270K	\$270K	\$270K	\$270K	\$271K	\$270K	\$275K	\$275K	\$274K	\$275K	\$274K	-
Med Listing Price as a % of Med Est Value	127%	131%	127%	120%	124%	125%	120%	118%	117%	114%	116%	120%	-

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



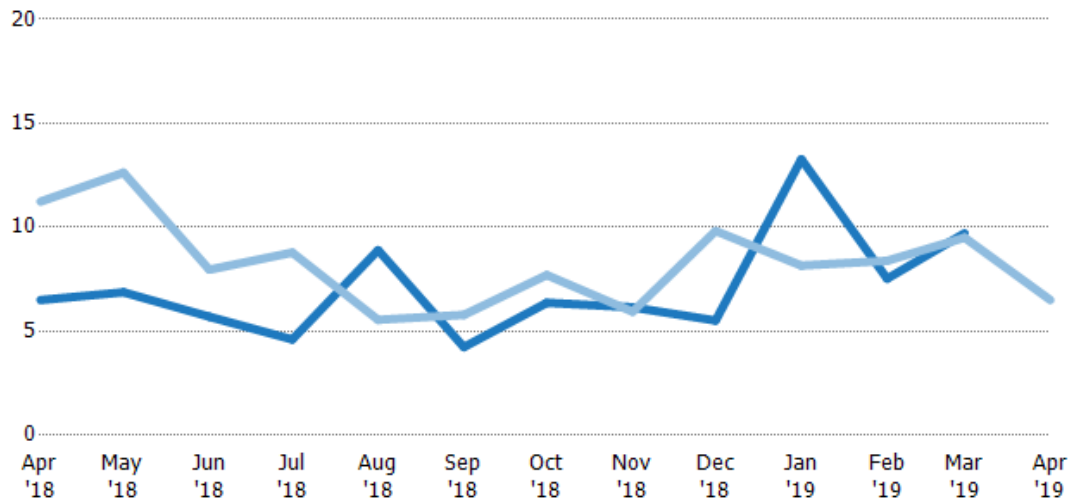
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	174	83	81	81	87	89.5	101	128	150	168	180	184	-
Prior Year	132	97	105	101	99	114	123	131	149	174	187	203	174
Percent Change from Prior Year	32%	-14%	-23%	-19%	-12%	-21%	-18%	-2%	1%	-4%	-4%	-10%	-100%

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



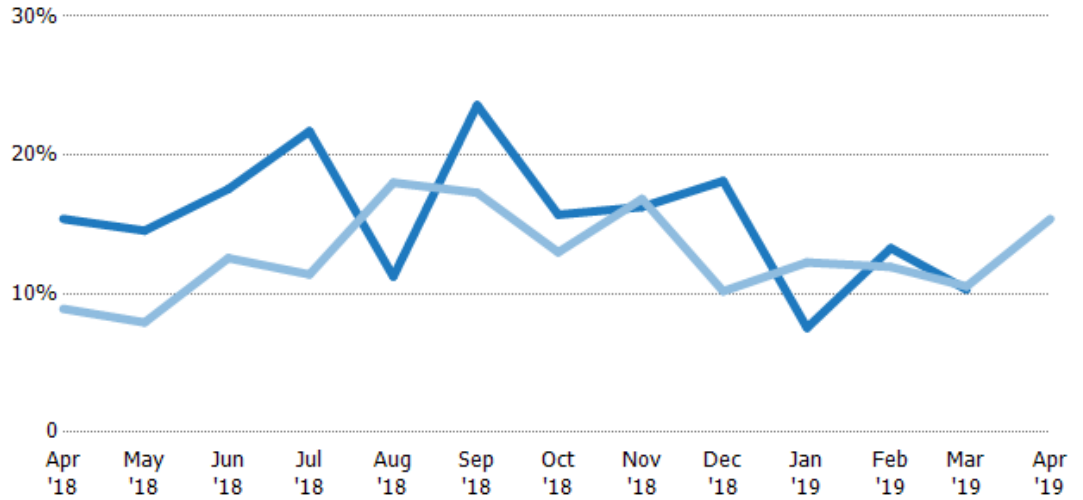
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	6.5	6.88	5.7	4.61	8.9	4.24	6.37	6.15	5.52	13.3	7.53	9.71	-
Prior Year	11.2	12.6	7.96	8.78	5.55	5.79	7.7	5.94	9.82	8.16	8.39	9.5	6.5
Percent Change from Prior Year	-42%	-46%	-28%	-48%	60%	-27%	-17%	4%	-44%	63%	-10%	2%	-100%

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



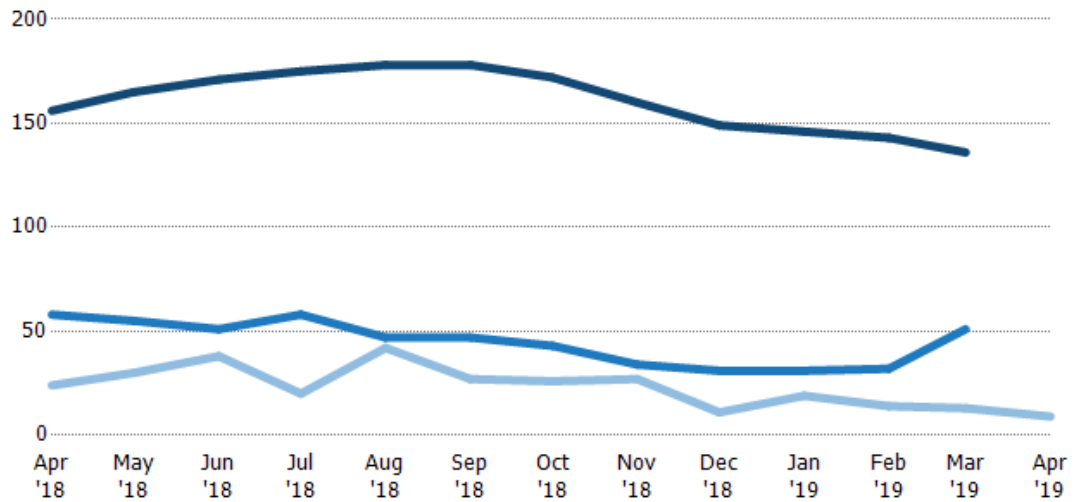
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	15%	15%	18%	22%	11%	24%	16%	16%	18%	8%	13%	10%	-
Prior Year	9%	8%	13%	11%	18%	17%	13%	17%	10%	12%	12%	11%	15%
Change from Prior Year	-6%	-7%	-5%	-10%	7%	-6%	-3%	1%	-8%	5%	-1%	0%	15%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	156	165	171	175	178	178	172	160	149	146	143	136	-
Pending	58	55	51	58	47	47	43	34	31	31	32	51	-
Sold	24	30	38	20	42	27	26	27	11	19	14	13	9

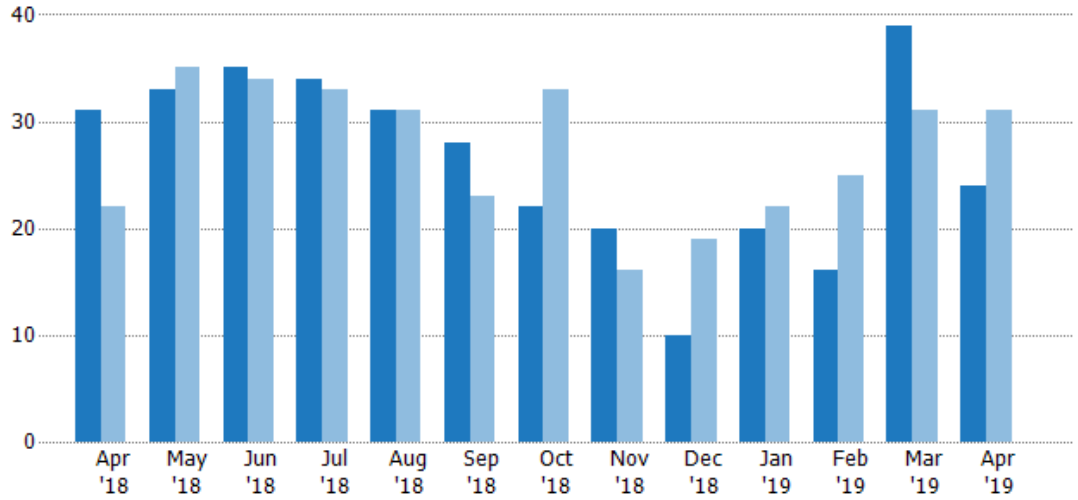
New Pending Sales

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.
Apr '19	24	-22.6%
Apr '18	31	40.9%
Apr '17	22	72.7%



Current Year	31	33	35	34	31	28	22	20	10	20	16	39	24
Prior Year	22	35	34	33	31	23	33	16	19	22	25	31	31
Percent Change from Prior Year	41%	-6%	3%	3%	0%	22%	-33%	25%	-47%	-9%	-36%	26%	-23%

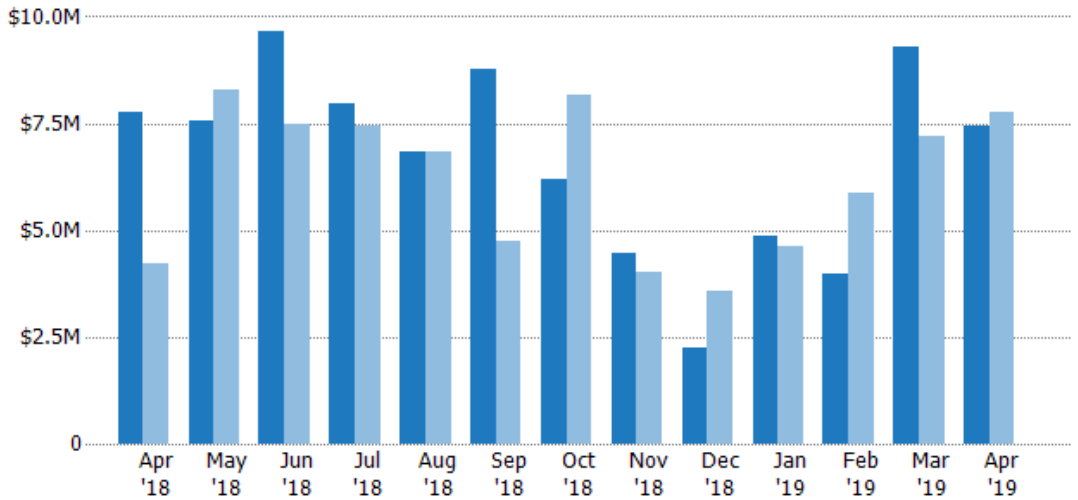
New Pending Sales Volume

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.
Apr '19	\$7.45M	-4.2%
Apr '18	\$7.78M	83.9%
Apr '17	\$4.23M	92.7%



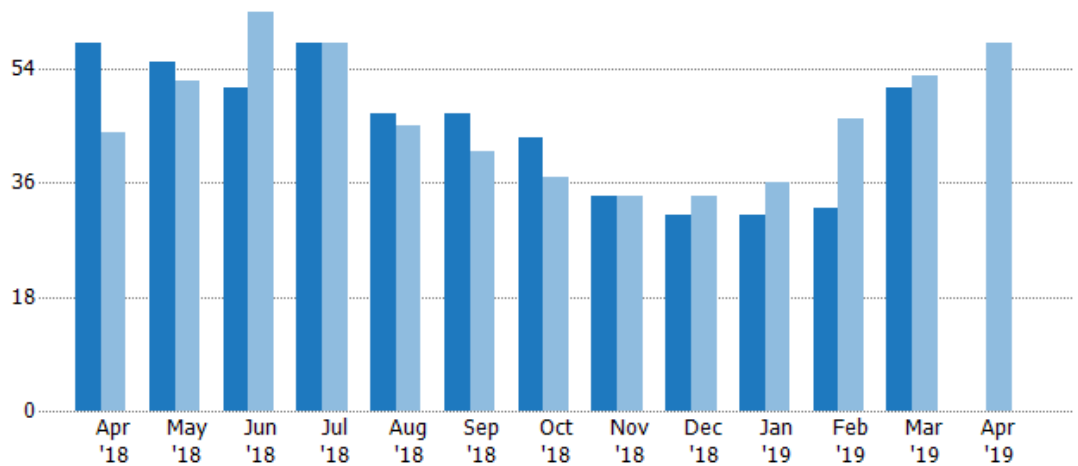
Current Year	\$7.78M	\$7.56M	\$9.64M	\$7.98M	\$6.84M	\$8.75M	\$6.19M	\$4.46M	\$2.26M	\$4.87M	\$3.99M	\$9.28M	\$7.45M
Prior Year	\$4.23M	\$8.28M	\$7.48M	\$7.44M	\$6.84M	\$4.73M	\$8.17M	\$4.01M	\$3.6M	\$4.63M	\$5.88M	\$7.19M	\$7.78M
Percent Change from Prior Year	84%	-9%	29%	7%	0%	85%	-24%	11%	-37%	5%	-32%	29%	-4%

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



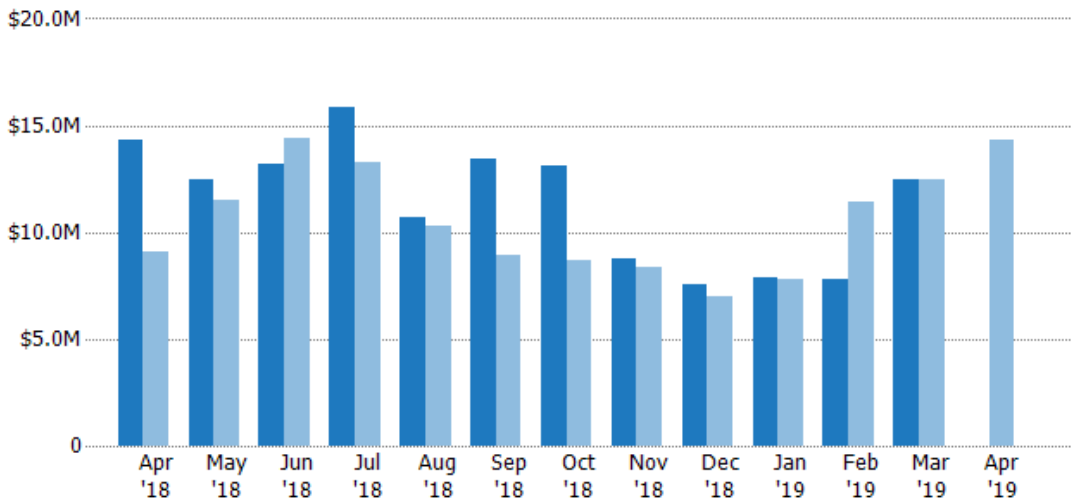
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	58	55	51	58	47	47	43	34	31	31	32	51	-
Prior Year	44	52	63	58	45	41	37	34	34	36	46	53	58
Percent Change from Prior Year	32%	6%	-19%	0%	4%	15%	16%	0%	-9%	-14%	-30%	-4%	-100%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$14.3M	\$12.5M	\$13.2M	\$15.9M	\$10.7M	\$13.4M	\$13.1M	\$8.8M	\$7.57M	\$7.86M	\$7.82M	\$12.5M	-
Prior Year	\$9.1M	\$11.5M	\$14.4M	\$13.3M	\$10.3M	\$8.89M	\$8.66M	\$8.39M	\$7.02M	\$7.81M	\$11.4M	\$12.5M	\$14.3M
Percent Change from Prior Year	57%	9%	-9%	19%	4%	51%	52%	5%	8%	1%	-31%	0%	-100%

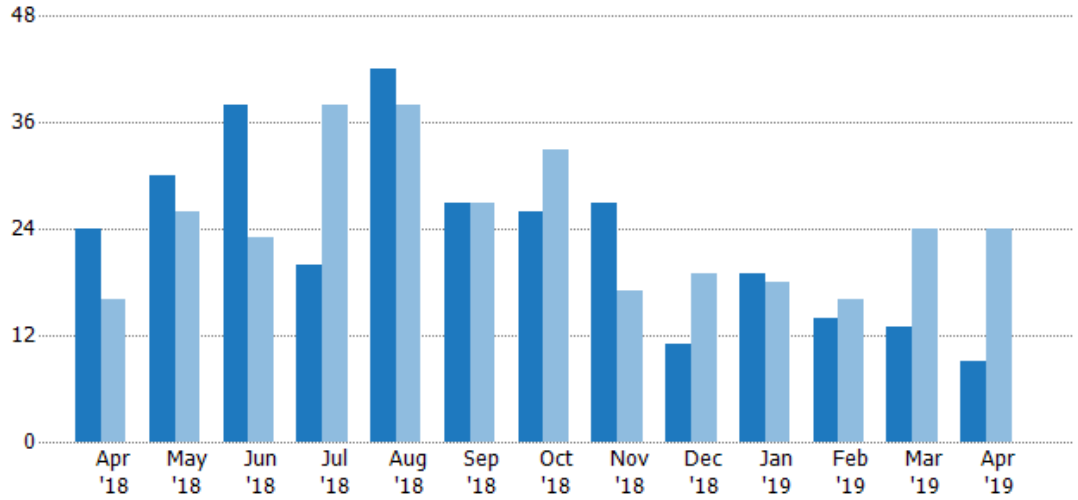
Closed Sales

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.
Apr '19	9	-62.5%
Apr '18	24	50%
Apr '17	16	6.3%



Current Year	24	30	38	20	42	27	26	27	11	19	14	13	9
Prior Year	16	26	23	38	38	27	33	17	19	18	16	24	24
Percent Change from Prior Year	50%	15%	65%	-47%	11%	0%	-21%	59%	-42%	6%	-13%	-46%	-63%

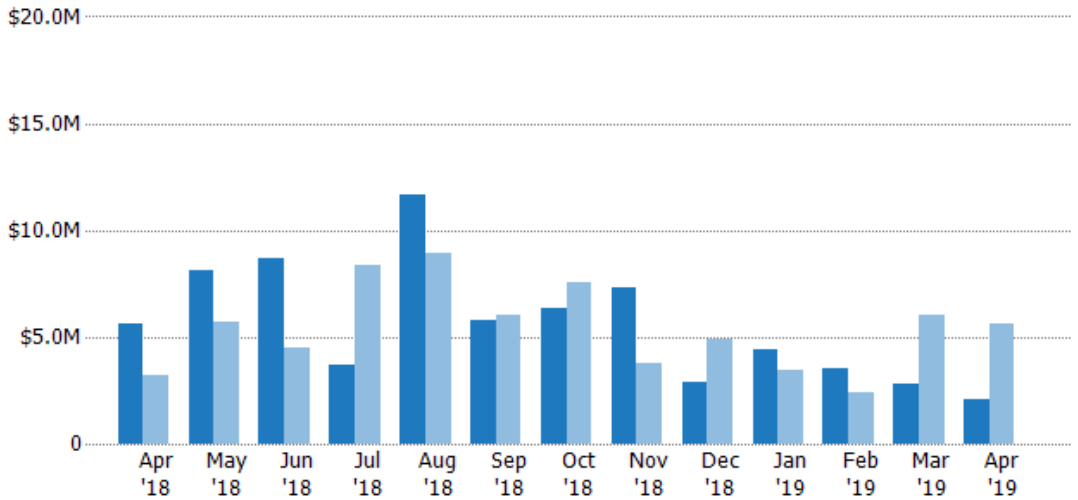
Closed Sales Volume

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.
Apr '19	\$2.11M	-62.4%
Apr '18	\$5.62M	74.7%
Apr '17	\$3.22M	-6.6%



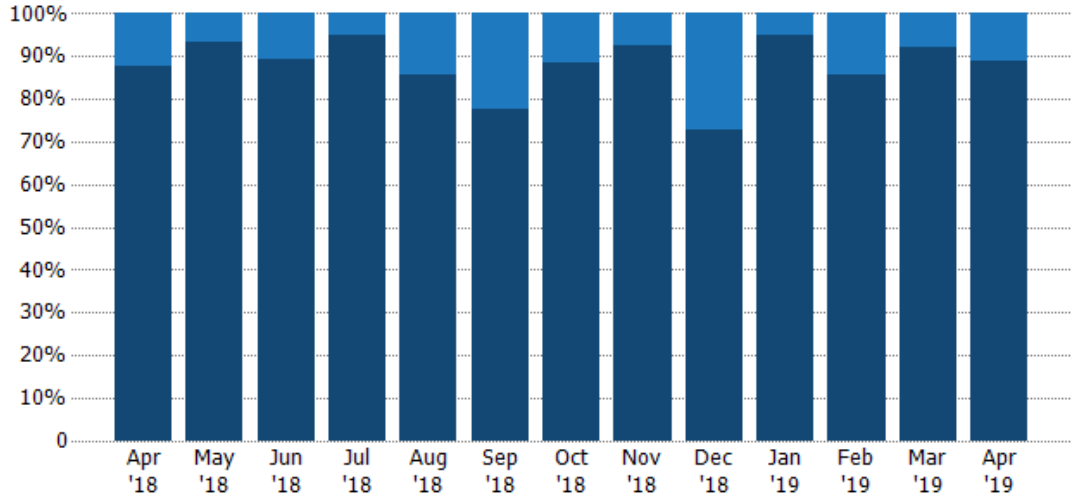
Current Year	\$5.62M	\$8.09M	\$8.72M	\$3.67M	\$11.7M	\$5.77M	\$6.39M	\$7.28M	\$2.88M	\$4.44M	\$3.53M	\$2.79M	\$2.11M
Prior Year	\$3.22M	\$5.68M	\$4.48M	\$8.38M	\$8.95M	\$5.99M	\$7.54M	\$3.8M	\$4.87M	\$3.45M	\$2.39M	\$6.01M	\$5.62M
Percent Change from Prior Year	75%	42%	95%	-56%	31%	-4%	-15%	92%	-41%	29%	48%	-54%	-62%

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



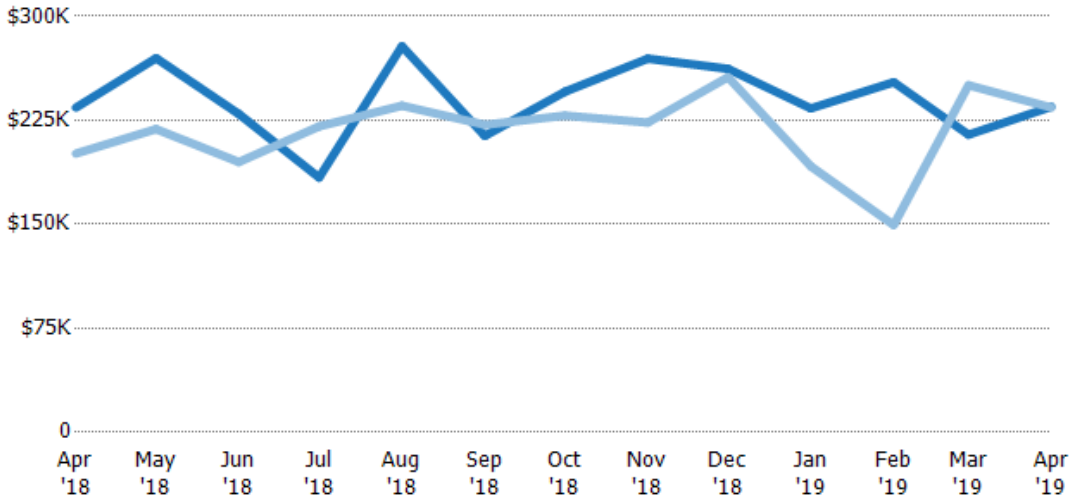
Condo/Townhouse	13%	7%	11%	5%	14%	22%	12%	7%	27%	5%	14%	8%	11%
Single Family Residence	88%	93%	89%	95%	86%	78%	88%	93%	73%	95%	86%	92%	89%

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



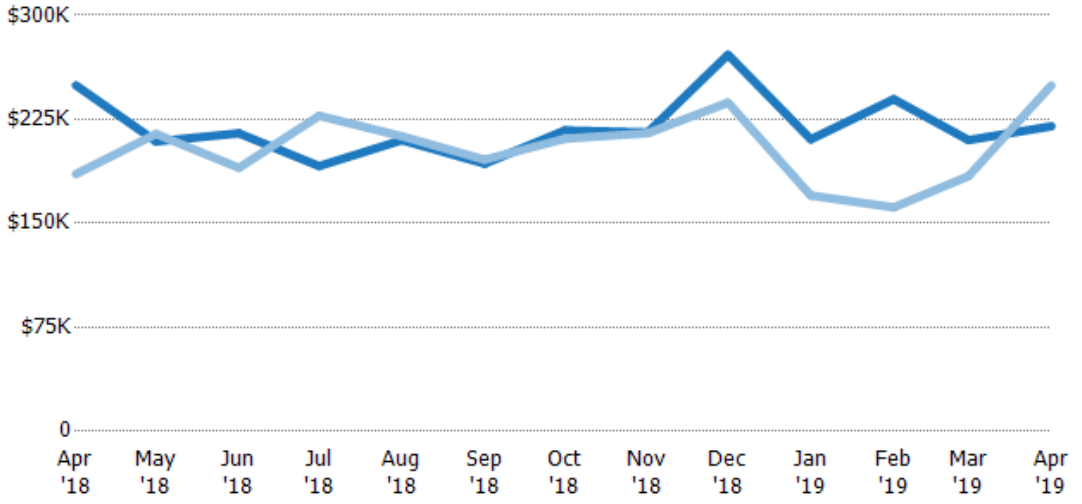
Current Year	\$234K	\$270K	\$230K	\$184K	\$278K	\$214K	\$246K	\$269K	\$262K	\$234K	\$252K	\$215K	\$235K
Prior Year	\$201K	\$219K	\$195K	\$221K	\$235K	\$222K	\$228K	\$223K	\$256K	\$192K	\$149K	\$250K	\$234K
Percent Change from Prior Year	16%	23%	18%	-17%	18%	-4%	8%	21%	2%	22%	69%	-14%	0%

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



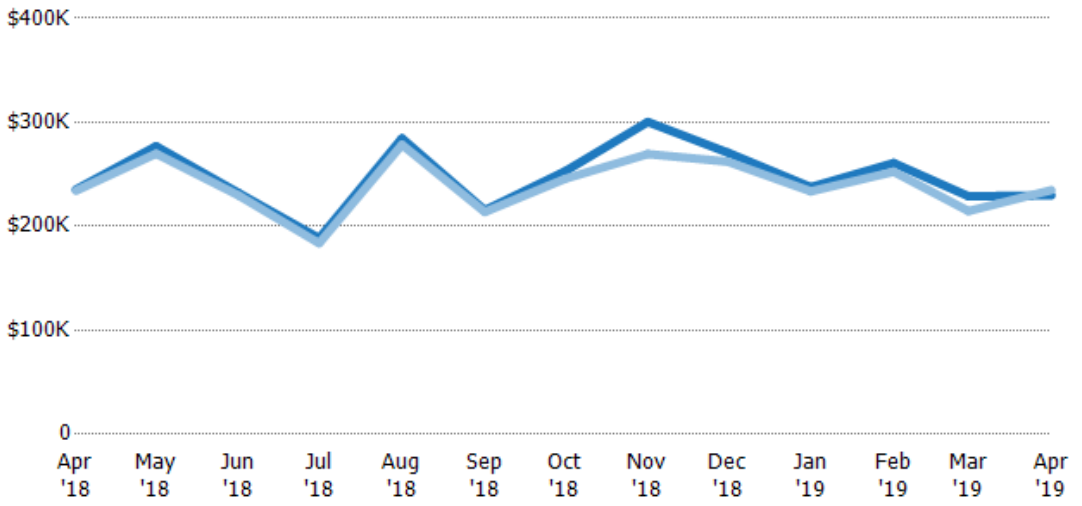
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$250K	\$209K	\$215K	\$191K	\$210K	\$193K	\$217K	\$216K	\$272K	\$211K	\$240K	\$210K	\$220K
Prior Year	\$186K	\$214K	\$190K	\$228K	\$213K	\$196K	\$211K	\$215K	\$237K	\$170K	\$162K	\$184K	\$250K
Percent Change from Prior Year	35%	-3%	13%	-16%	-1%	-1%	3%	0%	15%	24%	48%	14%	-12%

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



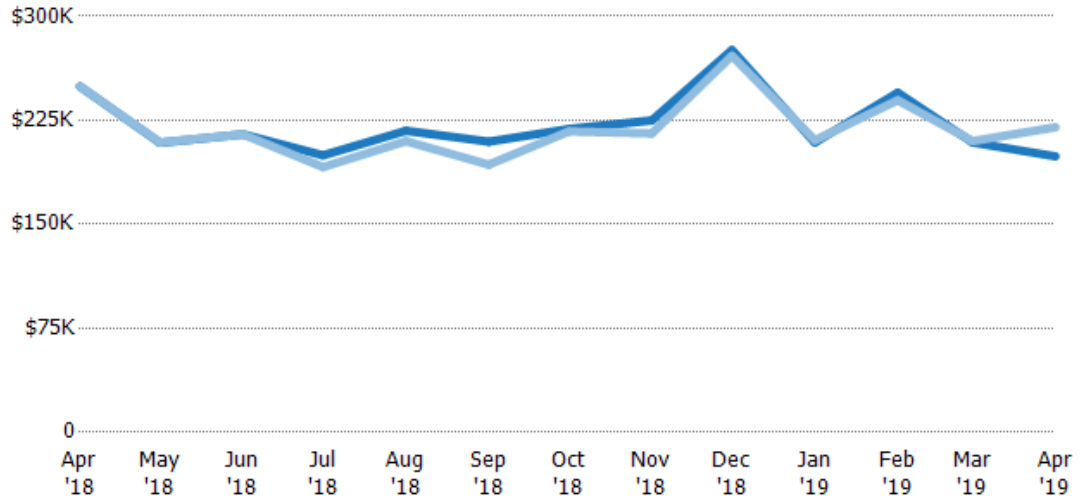
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg List Price	\$235K	\$277K	\$232K	\$189K	\$285K	\$215K	\$253K	\$300K	\$271K	\$238K	\$261K	\$229K	\$230K
Avg Sales Price	\$234K	\$270K	\$230K	\$184K	\$278K	\$214K	\$246K	\$269K	\$262K	\$234K	\$252K	\$215K	\$235K
Avg Sales Price as a % of Avg List Price	99%	97%	99%	97%	98%	99%	97%	90%	97%	98%	97%	94%	102%

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



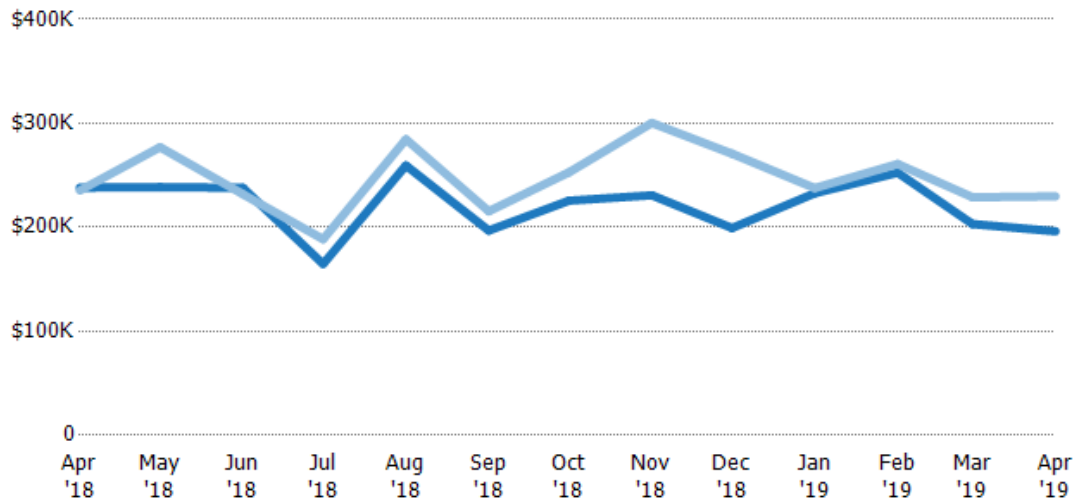
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$249K	\$209K	\$215K	\$200K	\$217K	\$210K	\$219K	\$225K	\$276K	\$209K	\$245K	\$209K	\$199K
Median Sales Price	\$250K	\$209K	\$215K	\$191K	\$210K	\$193K	\$217K	\$216K	\$272K	\$211K	\$240K	\$210K	\$220K
Med Sales Price as a % of Med List Price	100%	100%	100%	96%	97%	92%	99%	96%	99%	101%	98%	100%	111%

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



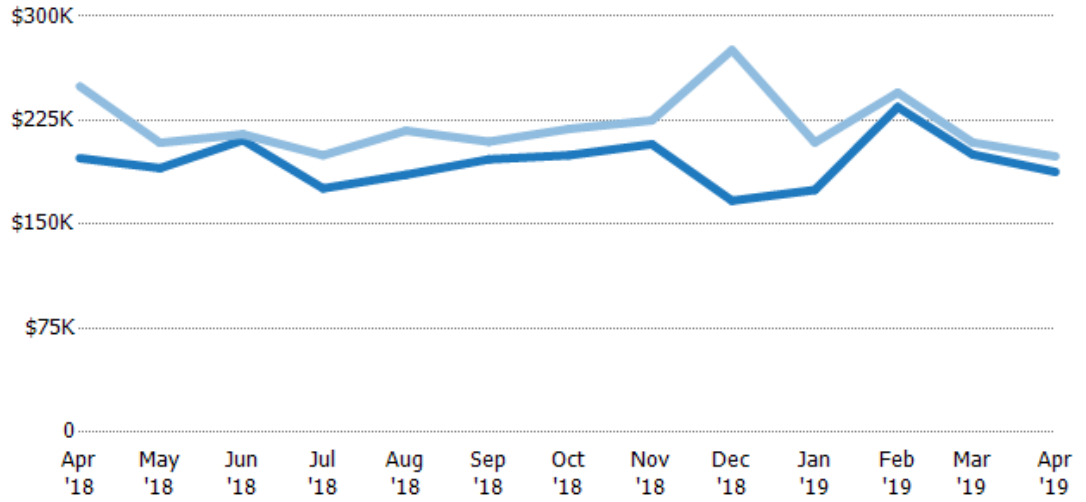
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$238K	\$239K	\$238K	\$165K	\$259K	\$197K	\$226K	\$231K	\$199K	\$233K	\$253K	\$203K	\$196K
Avg Sales Price	\$235K	\$277K	\$232K	\$189K	\$285K	\$215K	\$253K	\$300K	\$271K	\$238K	\$261K	\$229K	\$230K
Avg Sales Price as a % of Avg Est Value	99%	116%	97%	114%	110%	109%	112%	130%	136%	102%	103%	113%	117%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$198K	\$190K	\$211K	\$176K	\$186K	\$197K	\$200K	\$208K	\$167K	\$175K	\$235K	\$200K	\$188K
Median Sales Price	\$249K	\$209K	\$215K	\$200K	\$217K	\$210K	\$219K	\$225K	\$276K	\$209K	\$245K	\$209K	\$199K
Med Sales Price as a % of Med Est Value	126%	110%	102%	114%	117%	106%	110%	108%	165%	120%	104%	104%	106%