

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 2018	Feb 2017	+ / -	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	29	31	-6.5%	29	31	-6.5%
New Listing Volume	\$7,783,600	\$7,714,677	+0.9%	\$7,783,600	\$7,714,677	+0.9%
Active Listing Count	142	192	-26%	142	192	-26%
Active Listing Volume	\$40,974,274	\$50,379,334	-18.7%	\$40,974,274	\$50,379,334	-18.7%
Average Listing Price	\$288,551	\$262,392	+10%	\$288,551	\$262,392	+10%
Median Listing Price	\$251,200	\$229,500	+9.5%	\$251,200	\$229,500	+9.5%
Median Daysin RPR	182	182.5	-0.3%	182	182.5	-0.3%
Months of Inventory	_	_	-	7.9	7.4	+6.8%
Absorption Rate	_		+-	12.68%	13.54%	-0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	29	16	+81.3%	29	16	+81.3%
New Pending Sales Volume	\$6,555,622	\$3,212,700	+104.1%	\$6,555,622	\$3,212,700	+104.1%
Pending Sales Count	54	34	+58.8%	54	34	+58.8%
Pending Sales Volume	\$12,825,330	\$6,413,200	+100%	\$12,825,330	\$6,413,200	+100%
Closed Sales Count	16	18	-11.1%	16	18	-11.1%
Closed Sales Volume	\$2,391,423	\$4,068,066	-41.2%	\$2,391,423	\$4,068,066	-41.2%
Average Sales Price	\$149,464	\$226,004	-33.9%	\$149,464	\$226,004	-33.9%
Median Sales Price	\$161,500	\$210,750	-23.4%	\$161,500	\$210,750	-23.4%



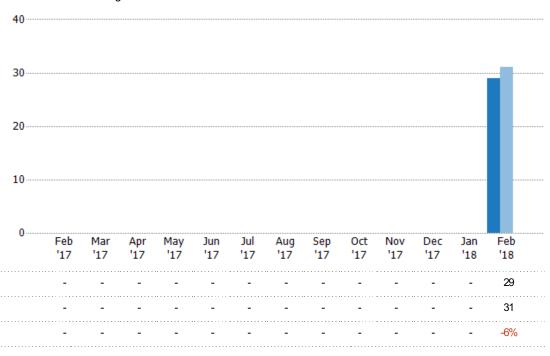




New Listings

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





New Listing Volume

Percent Change from Prior Year

Current Year

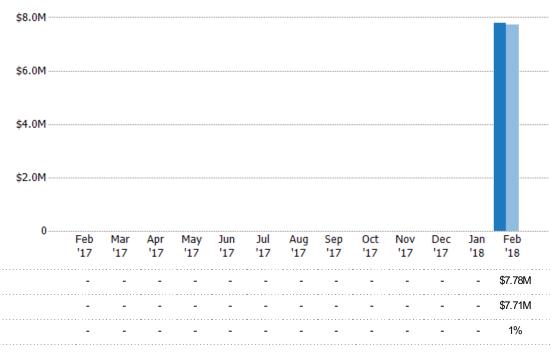
Prior Year

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

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

Percent Change from Prior Year





Active Listings

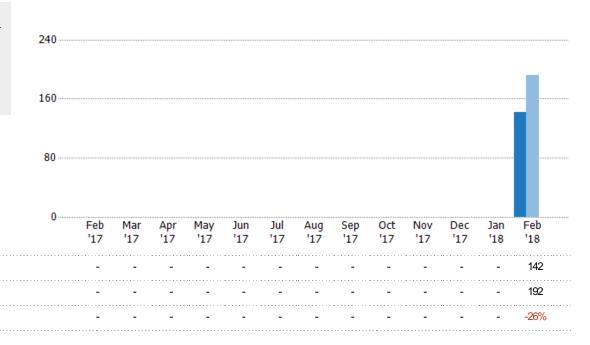
The number of active single-family, condominium and townhome listings at the end of each month.



Current Year

Prior Year

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



Active Listing Volume

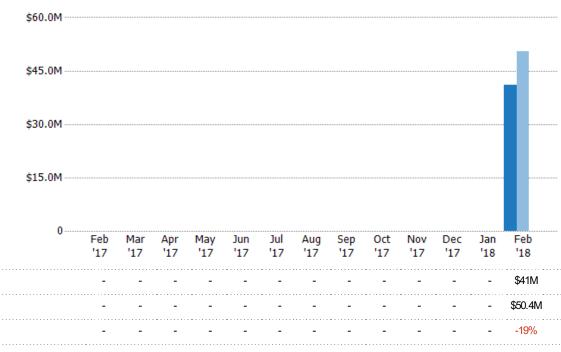
Percent Change from Prior Year

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



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.

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Filters Used	\$300K ······												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K ······												
	\$75K												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$262K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

Median Listing Price

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

Filters Used	\$300K
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	\$225K
Family Residence	\$150K

ramily Residence	\$150K												
	\$75K												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$251K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%







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	\$300K												
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	\$225K												
raminy residence	\$150K												
	\$75K												
	·												
	0												
	Feb	Mar		May	Jun			Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	123%

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.

\$300K

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	0 Feb '17	Mar '17 -	Apr '17 -	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18 \$207K
	\$75K												
Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans	\$225K												







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.

	50												
	50												
	50												
	0 Feb	Mar	Apr	May	Jun	Jul		Sep	0ct	Nov	Dec	Jan	Fe
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Fe '18
Current Year	0 Feb		Apr '17	May '17	Jun '17		Aug '17	Sep '17					
Current Year Prior Year	0 Feb		Apr '17	May '17 -	Jun '17 -		Aug '17	Sep '17 -					'1

Months of Inventory

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

Eltern Head	20												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488	15												
Property Type: Condo/Townhouse/Apt, Single Family Residence	10												
	5												
	0												
	5 0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Fe '18
Current Year							Aug '17						'1
Current Year Prior Year							Aug '17 -						





Absorption Rate

The percentage of inventory sold per month.

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ГΙ			

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

15%	

10%

%

Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
 -	-	-	-	-	-	-	-	-	-	-	-	13%
 -	-	-	-	-	-		-	-	-	-	-	15%
 -	-	-	-	- -	-	-	-	-	-	-	-	1%

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

200
150
100

50

0												
			May '17									Feb '18
 -	-	-	-	-	-	-	-	-	-	-	-	142
 -	-	-	-	-	-	-	-	-	-	-	-	54
 -	-	_		_	_	_		_	_	-	_	16



Active Pending

Sold

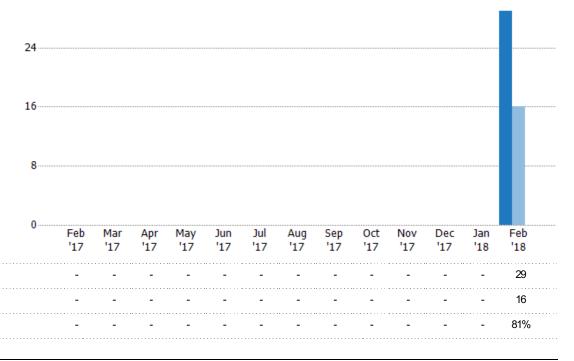




New Pending Sales

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





New Pending Sales Volume

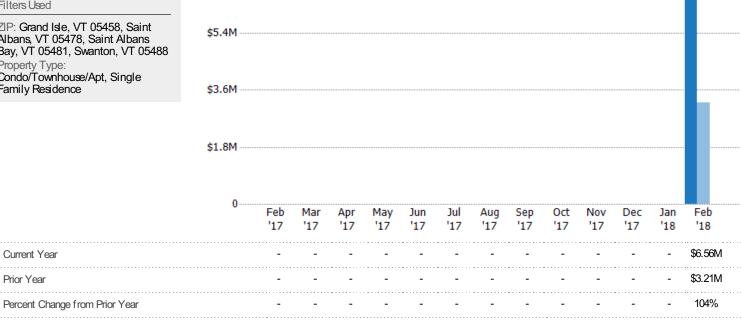
Percent Change from Prior Year

Current Year

Prior Year

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





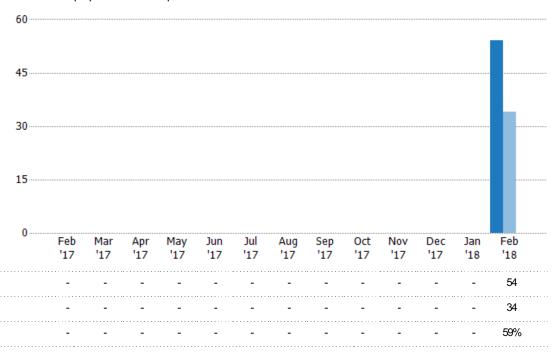




Pending Sales

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





Pending Sales Volume

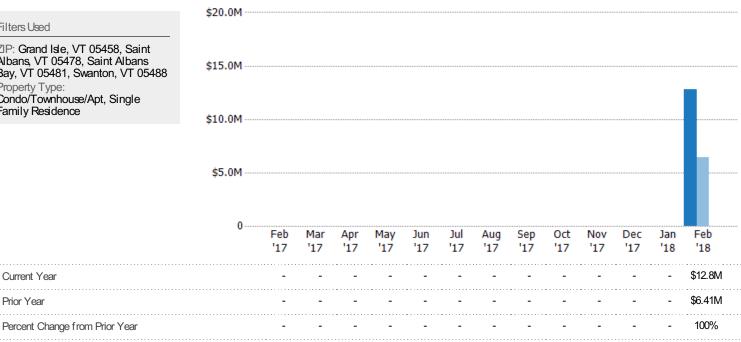
Percent Change from Prior Year

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.





Current Year



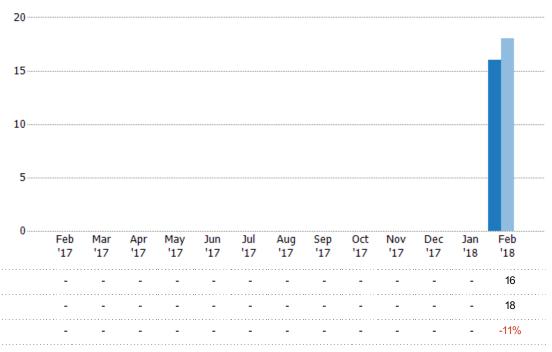


Market Data Report St. Abans February 2018

Closed Sales

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





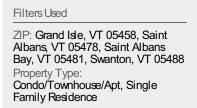
Closed Sales Volume

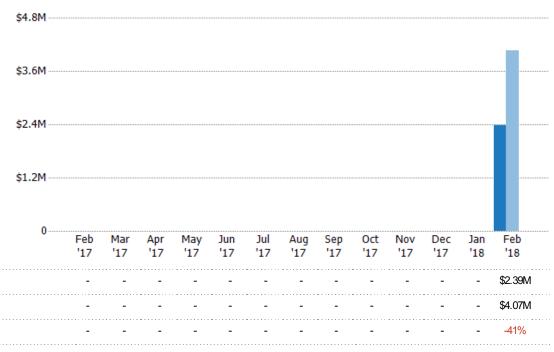
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

Percent Change from Prior Year



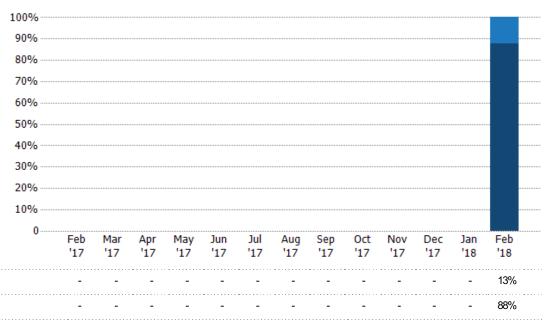


Closed Sales by Property Type

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



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



Average Sales Price

Single Family Residence

Condo/Townhouse

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

\$75K

Fil	Iters	Used
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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

\$300K
\$225K
\$150K

	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-34%







Median Sales Price

Percent Change from Prior Year

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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$162K
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$75K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$225K												
Filters Used	\$300K												

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	\$200K
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single	\$150K
Family Residence	\$100K

	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg List Price	=	-	-	-	-	-	-	-	-	-	-	-	\$153K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$149K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%





\$211K



Median Sales Price

Med Sales Price as a % of Med List Price

Market Data Report

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	\$200K ······												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$150K												
Condo/Townhouse/Apt, Single Family Residence	\$100K ······												
	\$50K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price		-	- -	- -	-	- -	-	-	-	-	- -	-	\$162K

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	\$200K
Albans, VT 05478, Saint Álbans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$150K
	\$100K
	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

	\$50K												
	<u>.</u>							_			_		
	17'	Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	'17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$101K
Avg Sales Price	-	-	_	-	-	-	-	-	-	-	-	-	\$153K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	152%





\$162K

100%



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

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

\$150K	 										
\$100K	 										
\$50K	 										
• .					Δυσ						
0 Feb '17					Aug '17					Jan	Feb '18
Feb		May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan	Feb
Feb		May '17	Jun '17 -	Jul '17 -		Sep '17	0ct '17 -	Nov '17	Dec '17	Jan	Feb '18



