

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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics			1			
New Listing Count	17	17	+_	17	17	+-
New Listing Volume	\$3,492,600	\$3,190,518	+9.5%	\$3,492,600	\$3,190,518	+9.5%
Active Listing Count	185	_	-	NA	N/A	
Active Listing Volume	\$50,259,252	_	-	NA	N/A	
Average Listing Price	\$271,672	_	-	\$271,672	_	_
Median Listing Price	\$249,900	_	-	\$249,900	_	_
Median Daysin RPR	127	_	-	127	_	_
Months of Inventory	_	_	-	_	6.2	_
Absorption Rate	_	_	-	_	16.22%	_
Sales Activity Charts Metrics						
New Pending Sales Count	19	16	+18.8%	19	16	+18.8%
New Pending Sales Volume	\$4,388,295	\$4,009,990	+9.4%	\$4,388,295	\$4,009,990	+9.4%
Pending Sales Count	33	- -	-	N/A	NA	
Pending Sales Volume	\$8,146,690	_	-	N/A	N/A	
Closed Sales Count	21	17	+23.5%	21	17	+23.5%
Closed Sales Volume	\$6,025,836	\$3,797,320	+58.7%	\$6,025,836	\$3,797,320	+58.7%
Average Sales Price	\$286,945	\$223,372	+28.5%	\$286,945	\$223,372	+28.5%
Median Sales Price	\$215,500	\$215,000	+0.2%	\$215,500	\$215,000	+0.2%





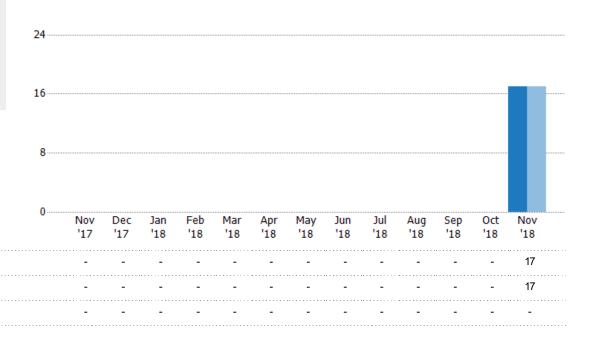


New Listings

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



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



New Listing Volume

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

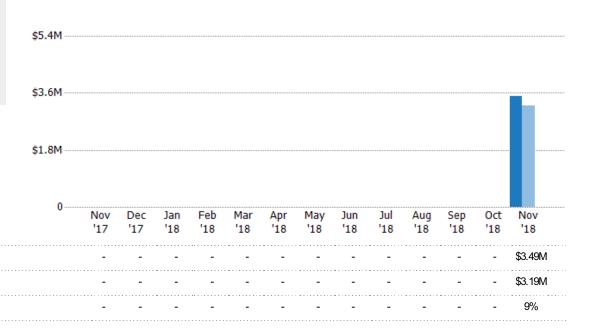
Filters Used

Current Year

PriorExtra 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





Current Year

Percent Change from Prior Year

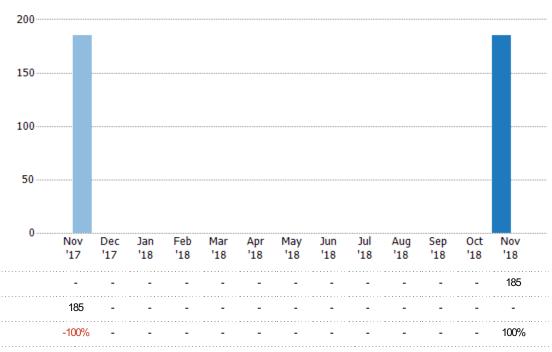




Active Listings

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





Active Listing Volume

Percent Change from Prior Year

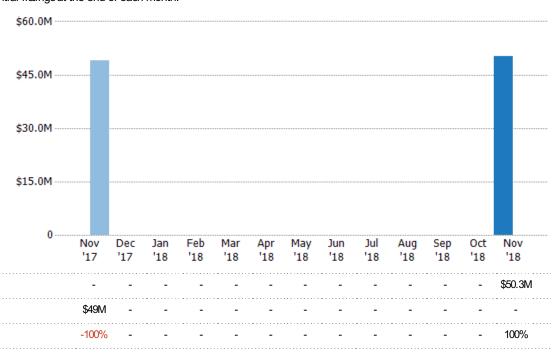
Current Year

Prior Year

The sum of the listing price of active 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

Percent Change from Prior Year





Average Listing Price

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

\$300K	
\$225K	
\$150K	
\$75K	

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$272K
Prior Year	\$265K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Median Listing Price

The median listing price of active residential listings at the end of 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

Percent Change from Prior Year

\$225K												
\$150K												
\$75K												
_	_											
Nov		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		Oct	Nov
Nov	Dec	Jan	Feb '18	Mar '18	Apr '18	May	Jun	Jul	Aug	Sep '18	Oct '18	Nov
Nov	Dec '17 -	Jan '18 -	Feb '18	Mar '18	Apr '18	May '18 -	Jun	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18 \$250K



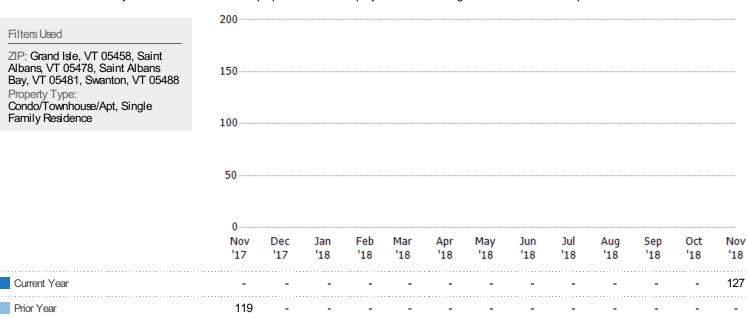
Current Year Prior Year





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%

-33%

Months of Inventory

Percent Change from Prior Year

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

8.00

-100%

-100% -83%

-67%

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

.00												
.00												
00												
.00												
0												
0	Dec	Jan	Feb		Apr	May		Jul	Aug	Sep	0ct	
0 Nov	Dec	Jan	Feb '18	Mar	Apr '18	May '18	Jun	Jul	Aug	Sep	0ct	Nov

50%

67%

100%



Current Year
Prior Year

Percent Change from Prior Year



33%

50%

67%

83%

100%

-50%

-33%

-67%



Absorption Rate

The percentage of inventory sold per month.

	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

20%
15%
10%
5%
0

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	18%
Prior Year	14%						-		-	-	-	-	-
Change from Prior Year	14%	11%	8%	6%			-2%			-10%	-13%		-18%

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

30												
23												
15												
88												
0 Nov						May						 Nov
	'17	'18	'18	'18	'18	May '18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	21



Sold





Current Year

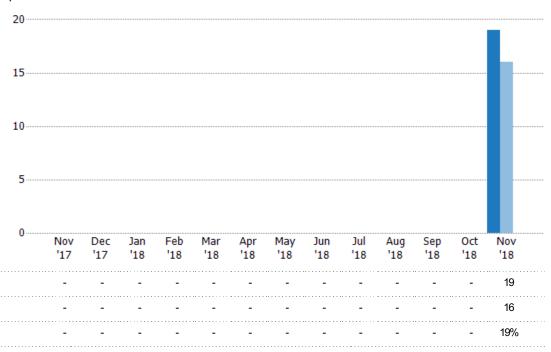
Prior Year

Market Data Report

New Pending Sales

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



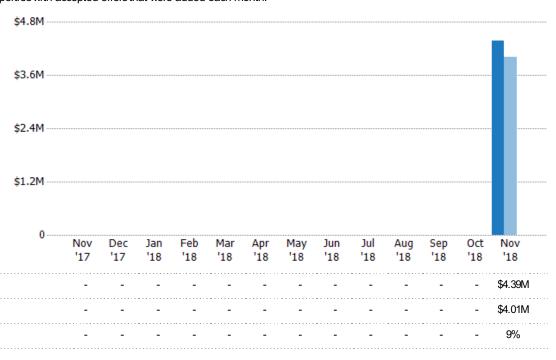


New Pending Sales Volume

Percent Change from Prior Year

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

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

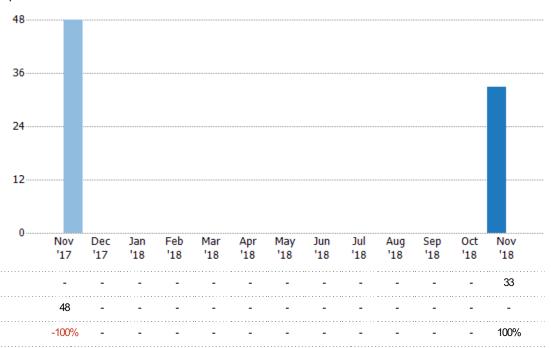
Percent Change from Prior Year



Pending Sales

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





Pending Sales Volume

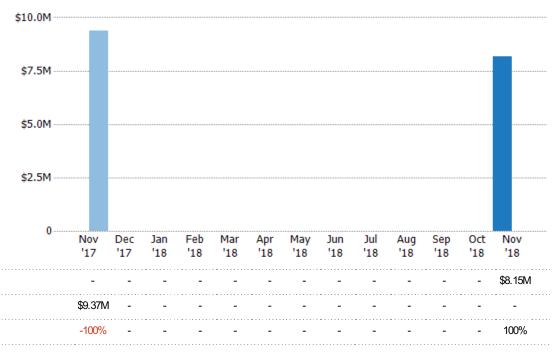
Percent Change from Prior Year

Current Year

Prior Year

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







Current Year

Percent Change from Prior Year



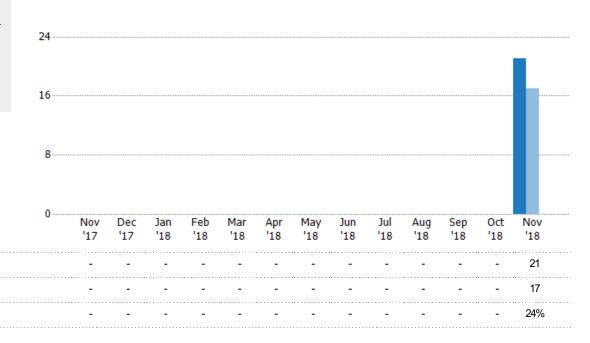


Closed Sales

The total number of residential properties sold each month.



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



Closed Sales Volume

Percent Change from Prior Year

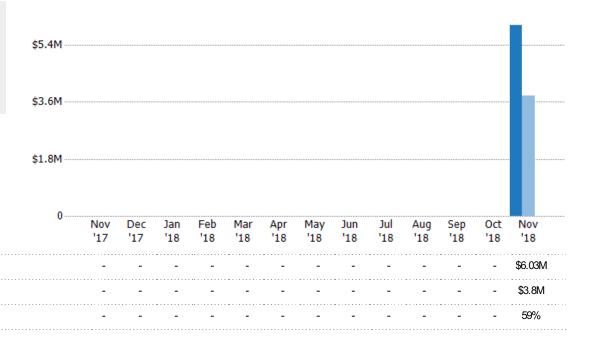
The sum of the sales price of residential properties sold each month.

Filters Used

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





Current Year

Percent Change from Prior Year



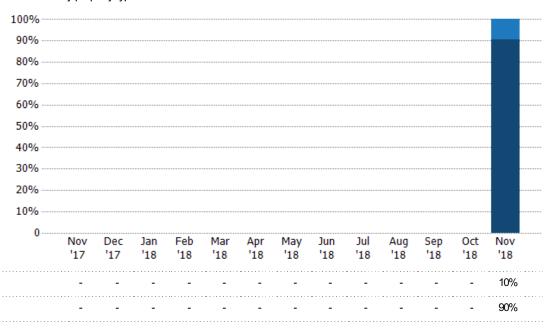


Closed Sales by Property Type

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



Average Sales Price

Single Family Residence

Condo/Townhouse

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

\$75K

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

300K	
225K	
150K	

	0 Nov	Dec '17	Jan '18	Feb '18	Mar	Apr	May	Jun	Jul	Aug '18	Sep	Oct '18	Nov
Current Year	-	-	-	-	-	-	-	-	-	-		-	\$287K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$223K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	28%







Median Sales Price

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

Filters Used	\$300K
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$225K
Condo/Townhouse/Apt, Single Family Residence	\$150K
	\$75K

Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct No. 17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	0)K												
0	0													
\$2°	\$21	5K												
·	·	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jui	Aug	Sep	OCC	
		Nov	Dec	Jan	Feb	Mar '18	Apr '18	May '18	'18	'18	'18	'18	'18	'18

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month. \$400K

Filters Used
ZIP: Grand Isle, VT 05458, Saint

Current Year
Prior Year

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

Percent Change from Prior Year

\$300K
\$200K
\$100K

	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Avg Sales Price	-	_	-	-	-	-	-	-	-	-	-	-	\$287K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	88%







Median Sales Price vs Median Listing Price

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

\$300K

\$225K	 	
\$150K		
\$75K	 	

Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
		-		-	-	- -			-			\$225

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

Median List Price

Median Sales Price

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 List Price

\$400K
\$300K
\$200K
\$100K

	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value		-	-	_	-	-	-	-	-	-	-	-	\$231K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	141%



109%



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

Med Sales Price as a % of Med Est Value

\$300K		,										
\$225K												
\$150K				•••••	•••••		•••••					
\$75K												
•												
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	'18	Sep '18	0ct '18	Nov '18
					-							\$207K
-	-	-	-									



