

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	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	30	-10%	27	30	-10%
New Listing Volume	\$6,516,218	\$6,445,798	+1.1%	\$6,516,218	\$6,445,798	+1.1%
Active Listing Count	160	195	-17.9%	NA	N/A	
Active Listing Volume	\$53,042,451	\$53,738,972	-1.3%	NA	N/A	
Average Listing Price	\$331,515	\$275,584	+20.3%	\$331,515	\$275,584	+20.3%
Median Listing Price	\$269,250	\$250,000	+7.7%	\$269,250	\$250,000	+7.7%
Median Days in RPR	98	118	-16.9%	98	118	-16.9%
Months of Inventory	_	_	-	4.8	7	-30.4%
Absorption Rate	_	_	+_	20.63%	14.36%	+6.3%
Sales Activity Charts Metrics						
New Pending Sales Count	21	33	-36.4%	21	33	-36.4%
New Pending Sales Volume	\$6,360,000	\$8,171,872	-22.2%	\$6,360,000	\$8,171,872	-22.2%
Pending Sales Count	43	36	+19.4%	NA	N/A	
Pending Sales Volume	\$13,352,000	\$8,418,047	+58.6%	NA	N/A	
Closed Sales Count	26	33	-21.2%	26	33	-21.2%
Closed Sales Volume	\$6,385,219	\$7,696,160	-17%	\$6,385,219	\$7,696,160	-17%
Average Sales Price	\$245,585	\$233,217	+5.3%	\$245,585	\$233,217	+5.3%
Median Sales Price	\$217,000	\$214,900	+1%	\$217,000	\$214,900	+1%

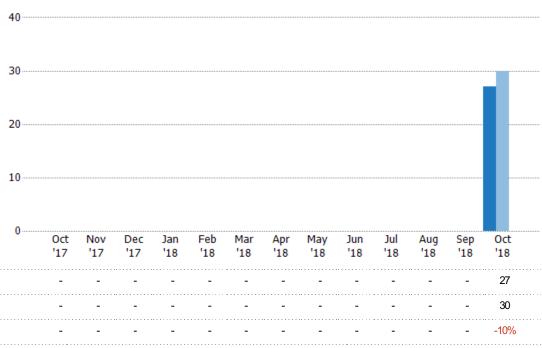




New Listings

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





New Listing Volume

Percent Change from Prior Year

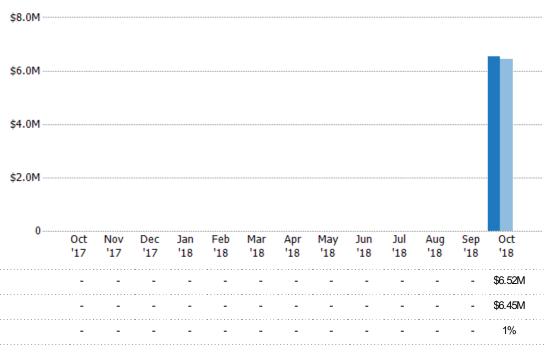
Current Year

Prior Year

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

Eilters 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

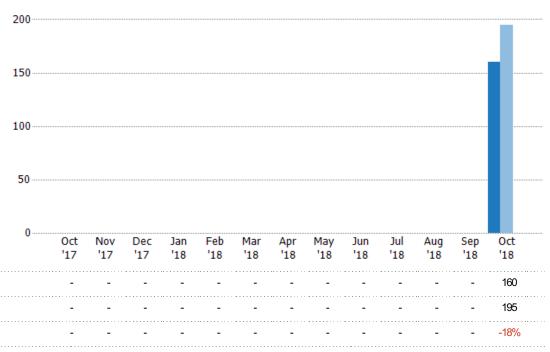
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

Percent Change from Prior Year

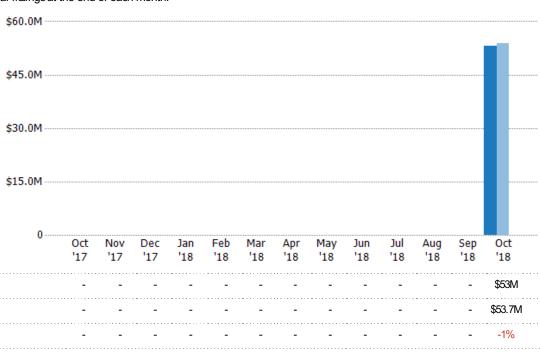
Current Year

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





Filters I lead

Family Residence

Market Data Report

Average Listing Price

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

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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

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

\$100K

0... 0ct Nov Feb Mar Apr May Jul Aug 0ct '18 '18 '18 '18 '18 '18 '18 '18 '18 '17 '17 '17 '18 \$332K \$276K 20%

Median Listing Price

Percent Change from Prior Year

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

Fil	ltare	П	haal

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 \$225K \$150K

\$75K------

0ct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -		-	-	-	-	-	-	-	-	-	-	\$269K
 -	-	-	-	-	-	-	-	-	-	-	-	\$250K
 _	_	_	_	_	_	_	_	_	_		_	

Current Year
Prior Year

Percent Change from Prior Year



106%



Market Data Report

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	\$400K ······												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	\$100K												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$313K
Avg Listing Price	-	-	-	- -	-	-	-	-	-	- -	-	-	\$332K

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

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value

Avg Listing Price as a % of Avg Est Value

\$150K												
¢751/												
\$75K												
0												
Oct		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	(
Oct	Nov	Dec	Jan	Feb	Mar '18	Apr '18	May	Jun '18	Jul '18	Aug	Sep	(
Oct	Nov	Dec	Jan '18	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep	(



Median Est Value

Median Listing Price





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

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	98
	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	'18	'18	'18	'18
	0 Oct	Nov	Dec	Jan	Feb	Mar	Λnr	May	Jun	Jul	Aug	Sep	 Oct
	50												
Condo/Townhouse/Apt, Single Family Residence	100												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	150												
Filters Used	200												

Months of Inventory

Percent Change from Prior Year

Prior Year

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

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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

Λ											
•											
0											
0 Oct			Jan		Mar		May			Aug	
'17	14.7	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18



Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

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1 11	ILCIO	uacu

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%	

Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	Jul	Aua	Sep	0ct
'17	'17	'17		'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	16%
-	-	-	-	-	-	-	-	-	-	-	-	13%
-	-	-	-	-	- -	-	- -	-	-	-	-	-3%

Active/Pending/Sold Units

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

50

5%

Fil	ltare	П	haal

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	

	0 Oct '17	Nov	Dec '17	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep	Oct '18	
Active	-	-	-	-	-	-	-	-	-	-	-		160	
Pending	-	-	-	-	-	-	-	-	-	-	-	-	43	
Sold	=	-	- -	-	-	-	-	-	-	-	-	-	26	





Current Year

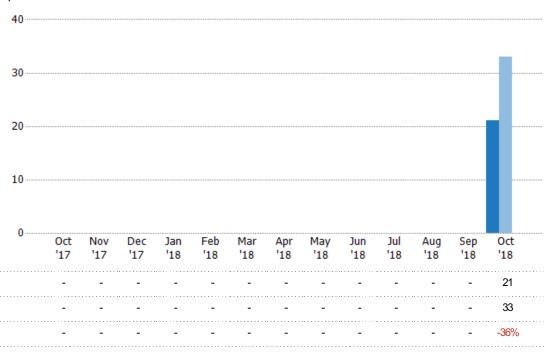
Prior Year

Market Data Report

New Pending Sales

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



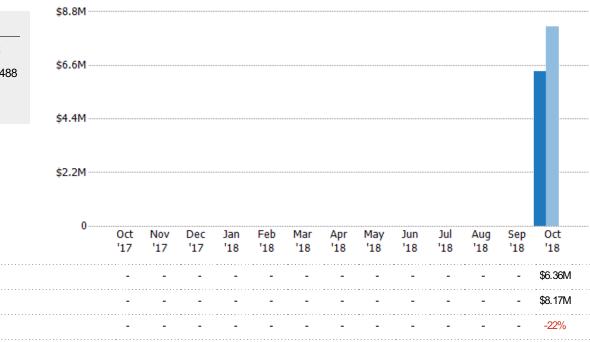


New Pending Sales Volume

Percent Change from Prior Year

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







Current Year

Percent Change from Prior Year

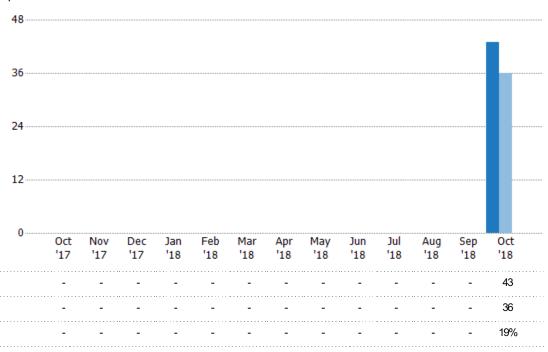




Pending Sales

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

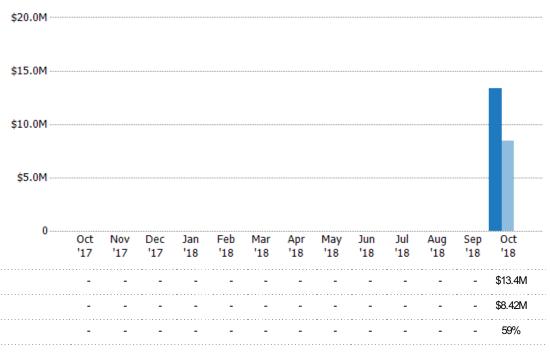
Prior Year

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

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



Closed Sales

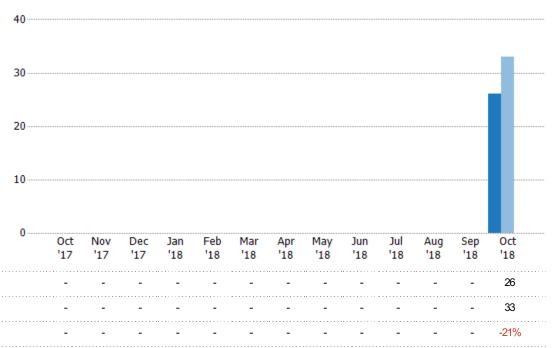
Family Residence

Current Year

Prior Year

The total number of residential properties sold each month.





Closed Sales Volume

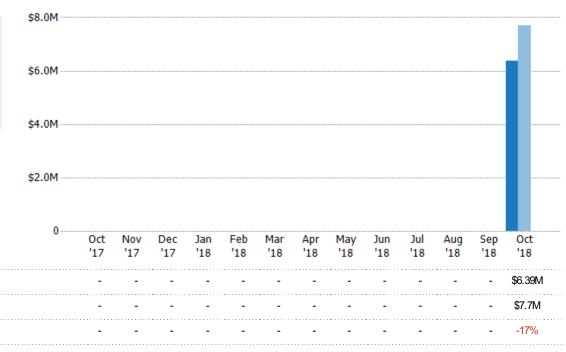
Percent Change from Prior Year

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



Current Year

Percent Change from Prior Year

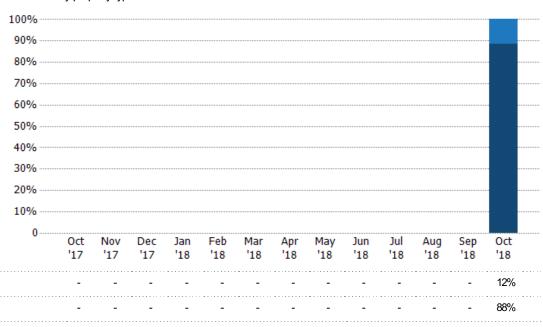


Closed Sales by Property Type

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

Current Year
Prior Year

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

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-		-	-	\$246K
-	-	-	-	-	-	-	-	-	-	-	-	\$233K
-	-	-	-	-	-	-	-	-	-	-	-	5%







Current Year

Prior Year

Market Data Report

\$300K

\$75K

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	8

\$225K
\$150K

0 Mar Apr May Aug 0ct '18 '18 '18 '17 '17 '17 '18 '18 '18 '18 '18 '18 \$217K \$215K

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

Avg Sales Price as a % of Avg List Price

Family Residence

Avg List Price

Avg Sales Price

Percent Change from Prior Year

38

\$225K												
\$150K												
\$75K												
0												
0												
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
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 \$253k





99%



Median List Price

Median Sales 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.

\$300K

\$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

\$225K
\$150K

0 --0ct Mar Apr May Aug Sep 0ct '18 '18 '18 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 \$219K \$217K

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

Med Sales Price as a % of Med List Price

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

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$253K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%



- 110%



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, 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



