

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

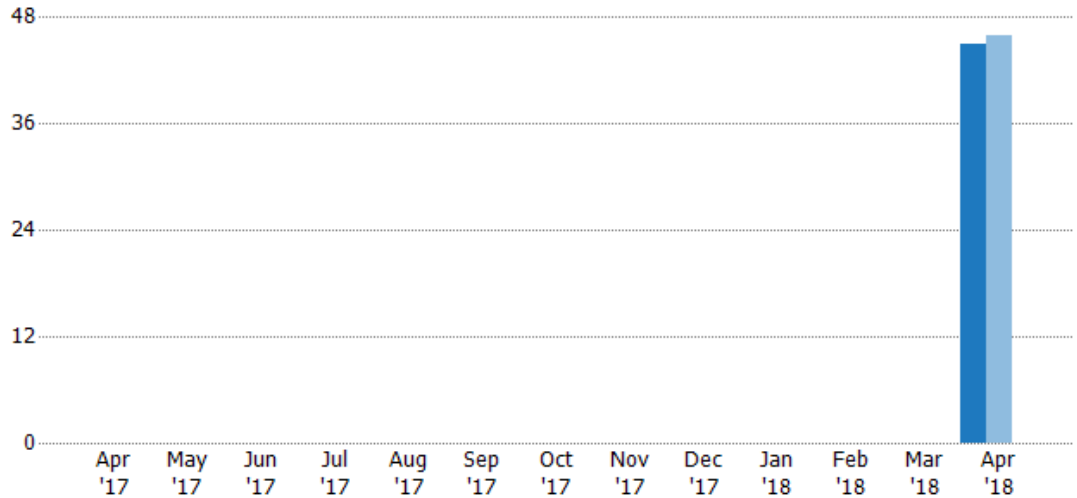
Key Metrics	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	45	46	-2.2%	45	46	-2.2%
New Listing Volume	\$11,644,260	\$10,354,450	+12.5%	\$11,644,260	\$10,354,450	+12.5%
Active Listing Count	139	204	-31.9%	139	204	-31.9%
Active Listing Volume	\$41,719,590	\$52,853,010	-21.1%	\$41,719,590	\$52,853,010	-21.1%
Average Listing Price	\$300,141	\$259,083	+15.8%	\$300,141	\$259,083	+15.8%
Median Listing Price	\$274,000	\$227,250	+20.6%	\$274,000	\$227,250	+20.6%
Median Days in RPR	115	138.5	-17%	115	138.5	-17%
Months of Inventory	—	—	—	8.7	11.3	-23.3%
Absorption Rate	—	—	+—	11.51%	8.82%	+2.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	37	23	+60.9%	37	23	+60.9%
New Pending Sales Volume	\$9,561,800	\$4,452,819	+114.7%	\$9,561,800	\$4,452,819	+114.7%
Pending Sales Count	63	45	+40%	63	45	+40%
Pending Sales Volume	\$15,544,000	\$9,193,519	+69.1%	\$15,544,000	\$9,193,519	+69.1%
Closed Sales Count	24	16	+50%	24	16	+50%
Closed Sales Volume	\$5,619,537	\$3,216,300	+74.7%	\$5,619,537	\$3,216,300	+74.7%
Average Sales Price	\$234,147	\$201,019	+16.5%	\$234,147	\$201,019	+16.5%
Median Sales Price	\$249,500	\$185,500	+34.5%	\$249,500	\$185,500	+34.5%

## New Listings

The number of new 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



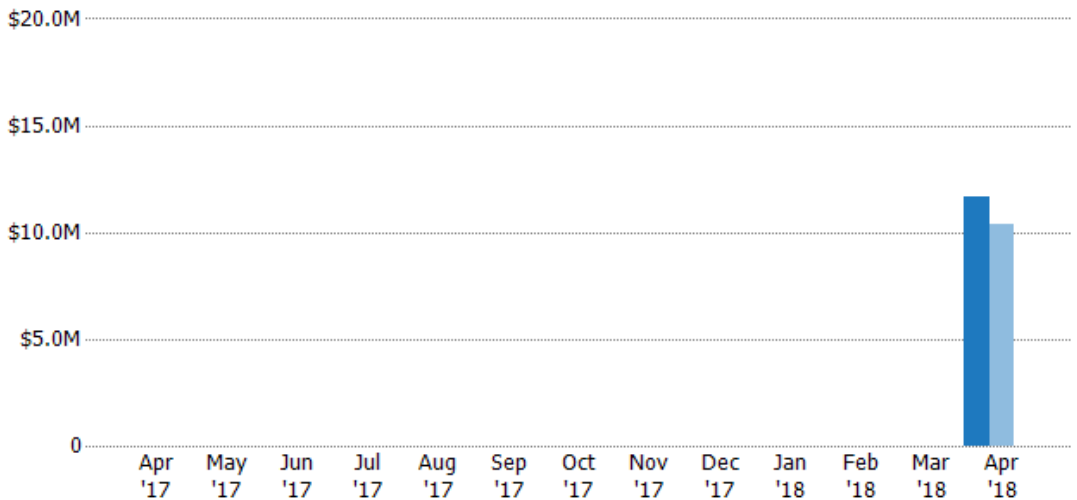
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	45
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	46
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

## New Listing Volume

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



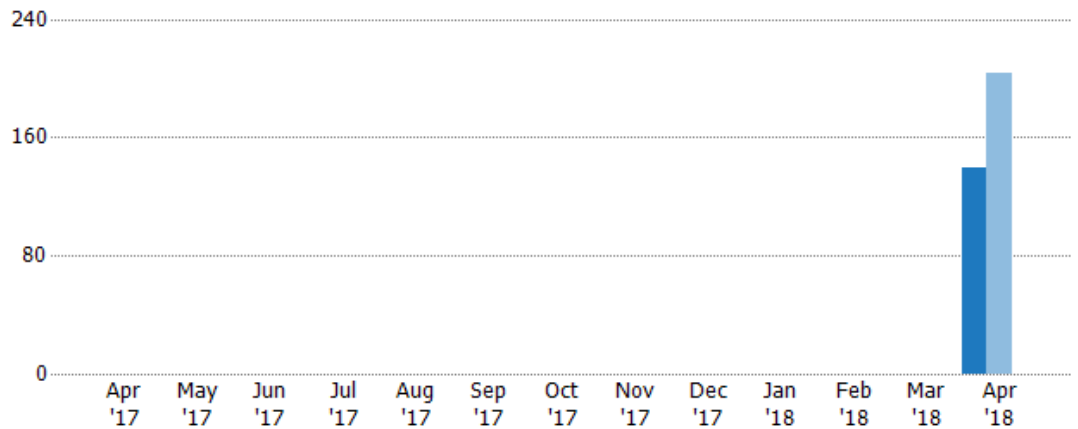
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$11.6M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$10.4M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%

## Active Listings

The number of active single-family, condominium and townhome 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



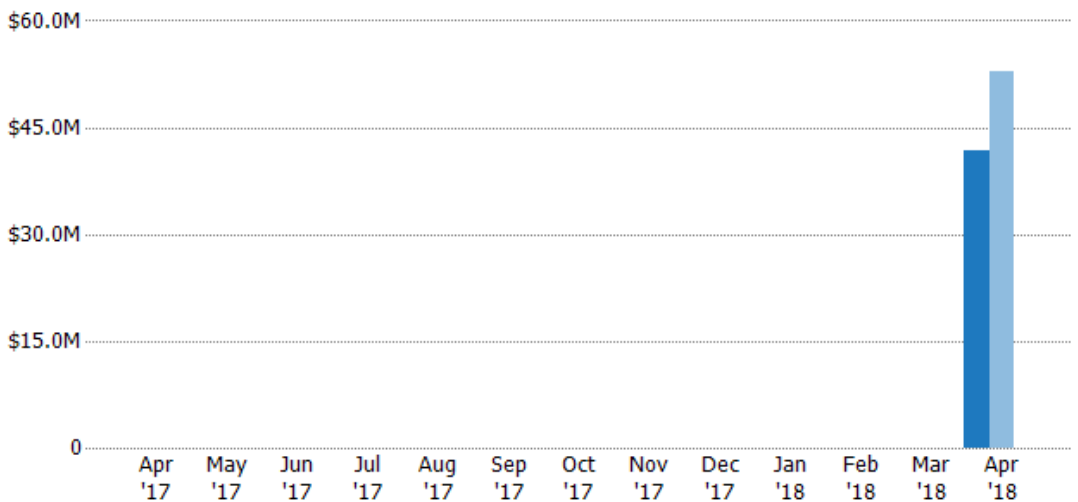
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	139
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	204
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-32%

## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome 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



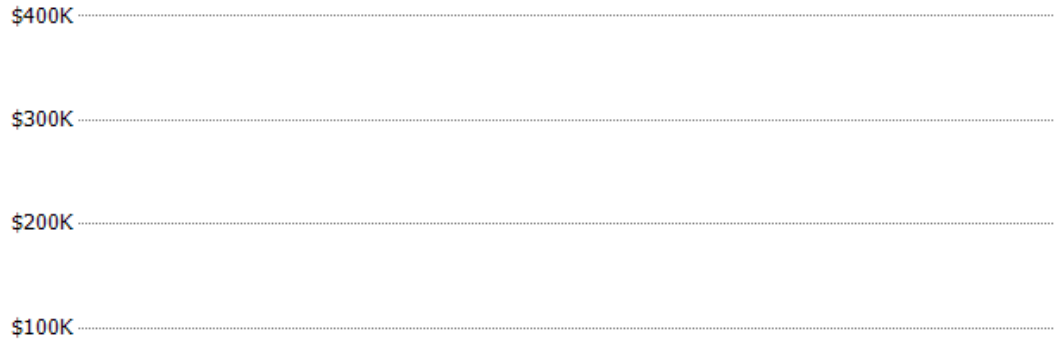
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$41.7M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$52.9M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-21%

## Average Listing Price

The average listing price of active single-family, condominium and townhome 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



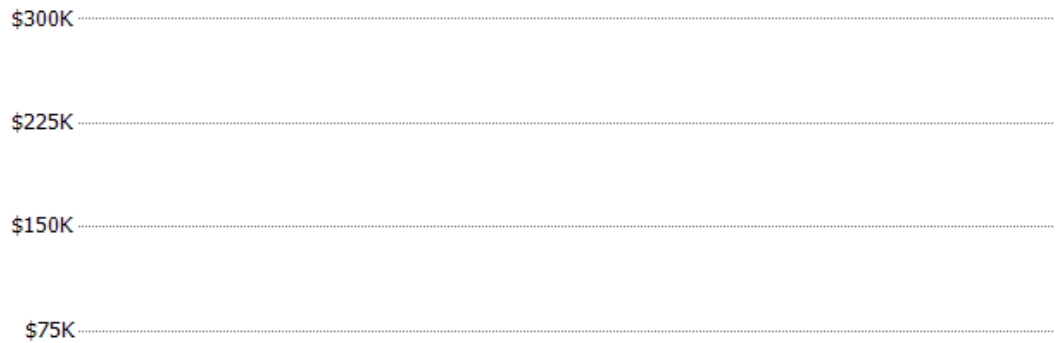
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%

## Median Listing Price

The median listing price of active single-family, condominium and townhome 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



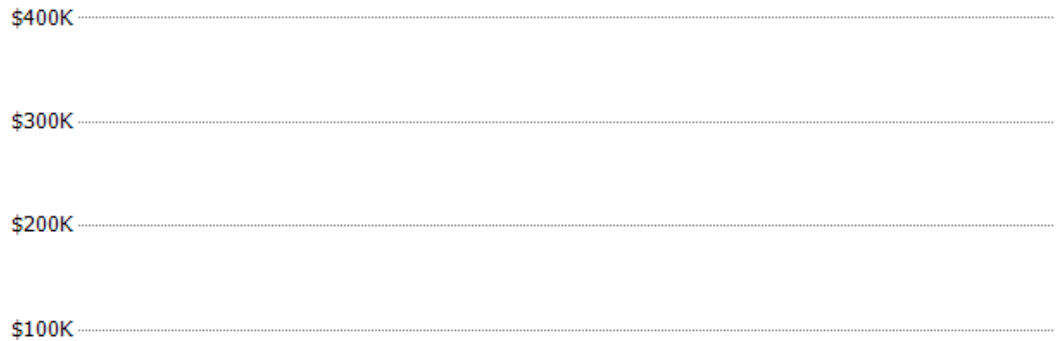
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$274K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$227K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%

## 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



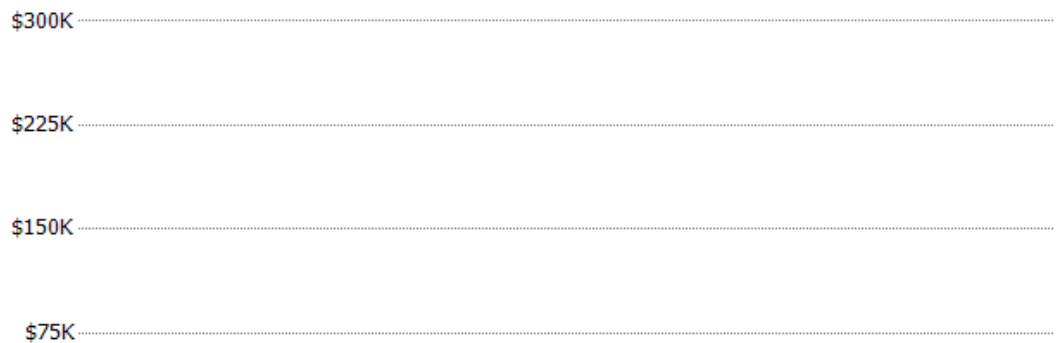
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	116%

## 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



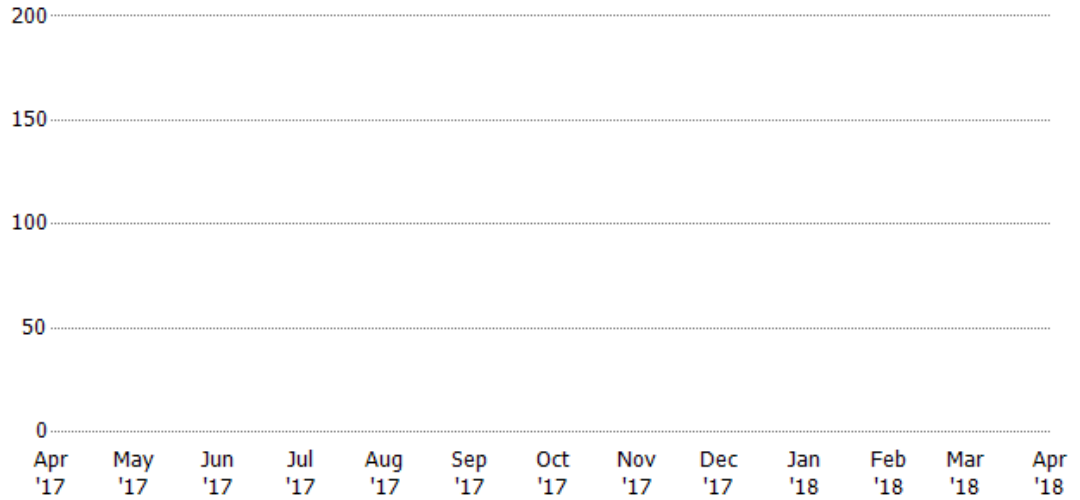
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$211K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$274K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	130%

## 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



Percent Change from Prior Year

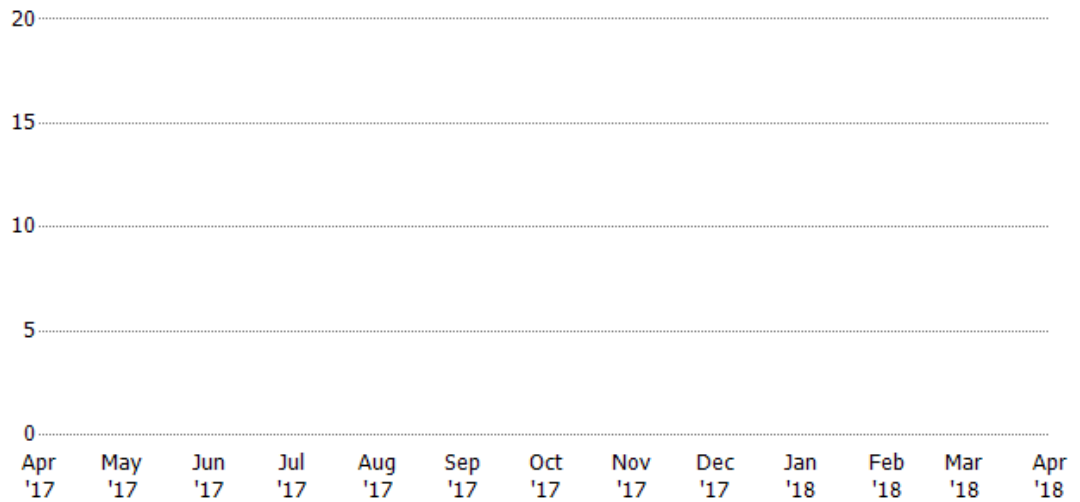
-17%

## 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



Percent Change from Prior Year

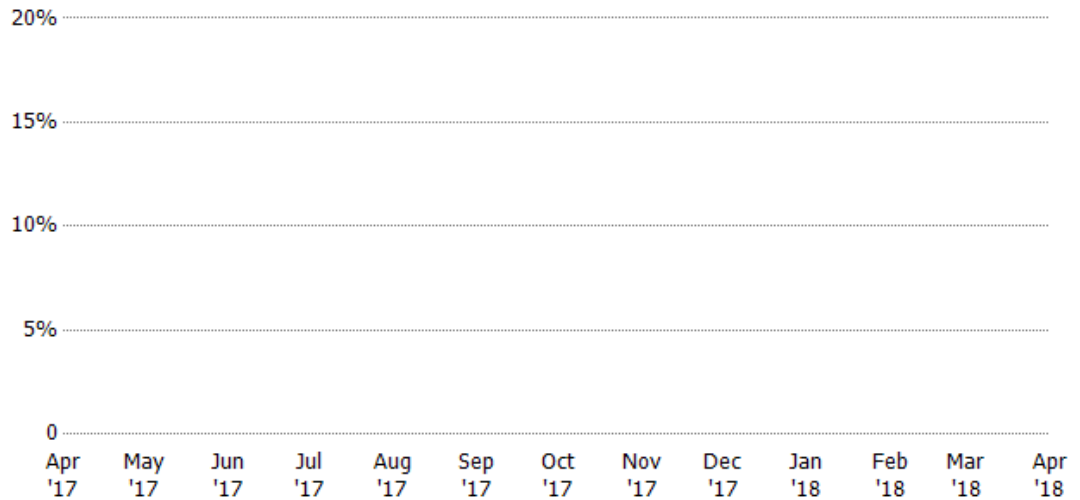
-47%

## 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



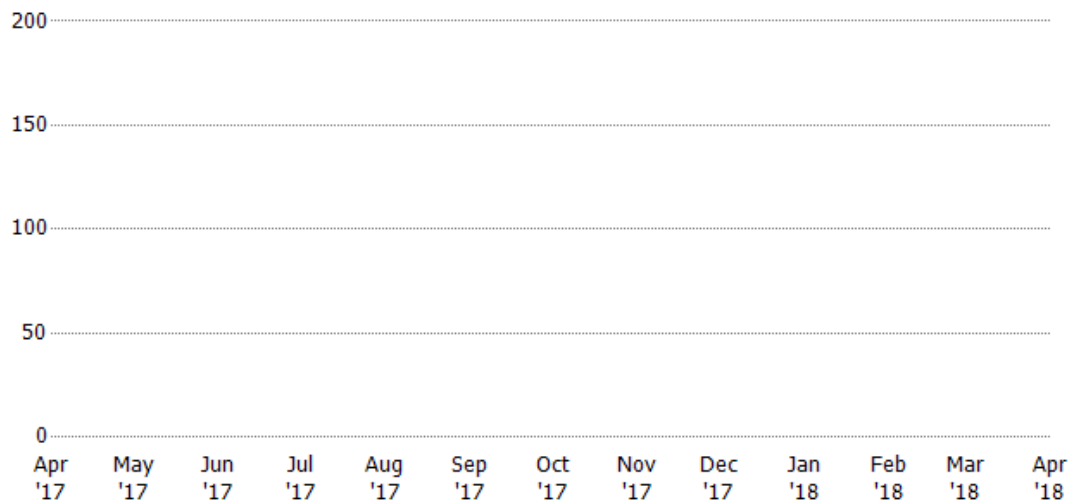
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%

## Active/Pending/Sold Units

The number of single-family, condominium and townhome 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



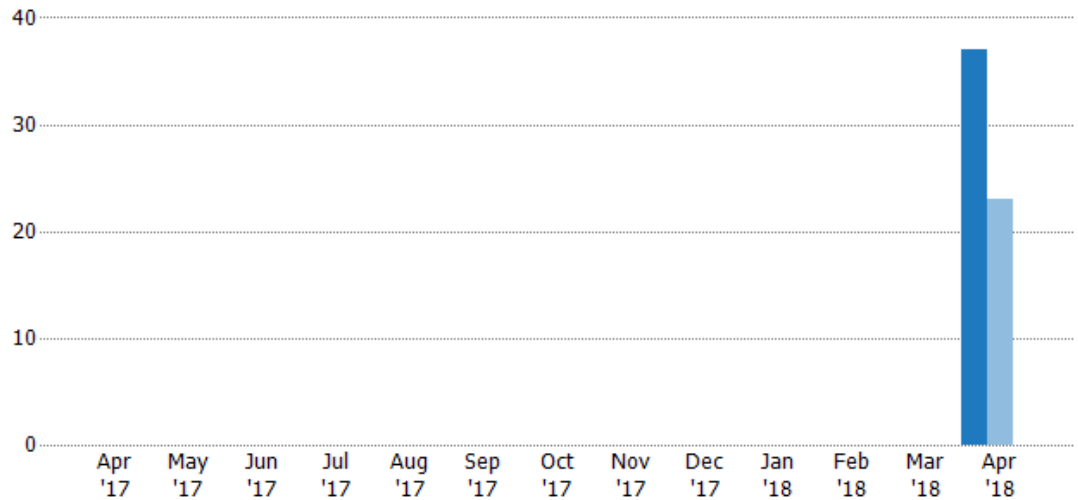
Active	-	-	-	-	-	-	-	-	-	-	-	-	139
Pending	-	-	-	-	-	-	-	-	-	-	-	-	63
Sold	-	-	-	-	-	-	-	-	-	-	-	-	24

## New Pending Sales

The number of single-family, condominium and townhome 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



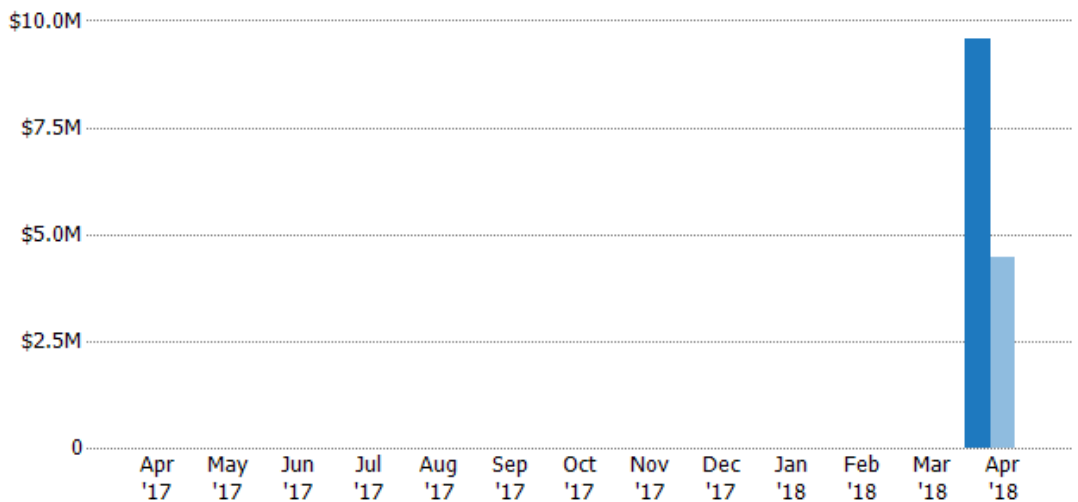
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	37
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	61%

## New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$9.56M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$4.45M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	115%

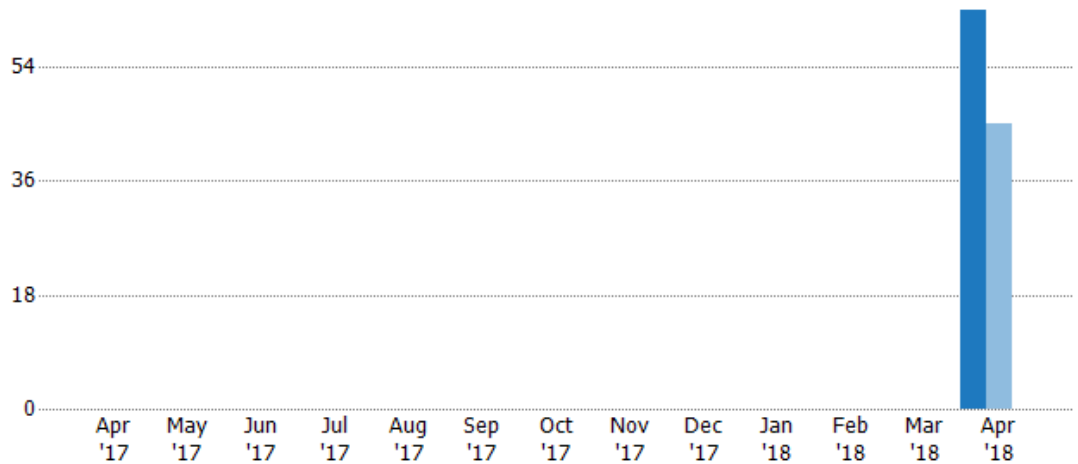


## Pending Sales

The number of single-family, condominium and townhome 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



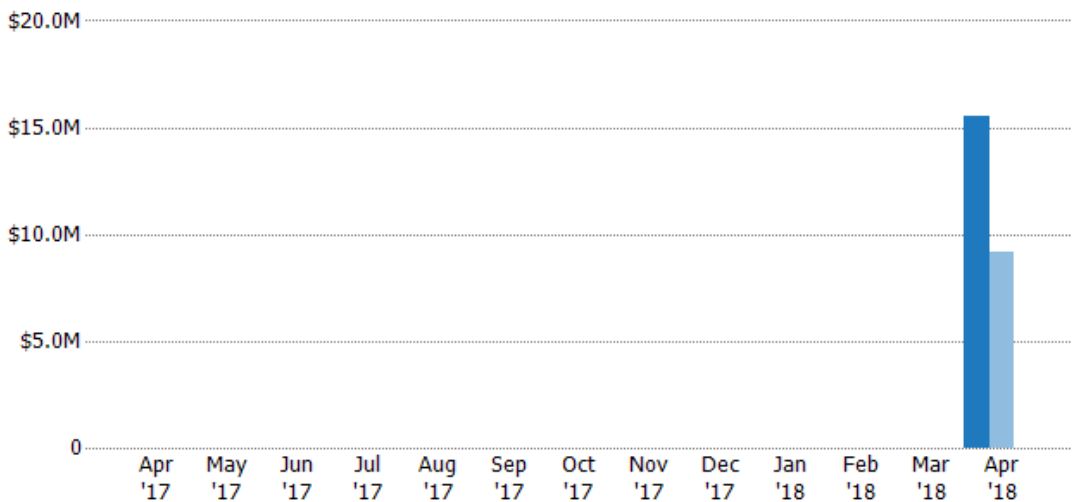
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	63
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	45
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	40%

## Pending Sales Volume

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.

### 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



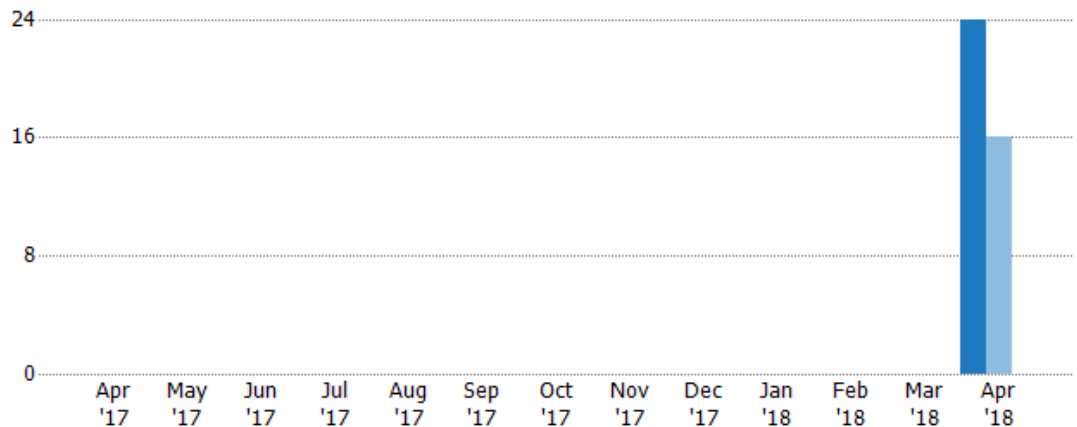
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$15.5M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$9.19M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	69%

## Closed Sales

The total number of single-family, condominium and townhome 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



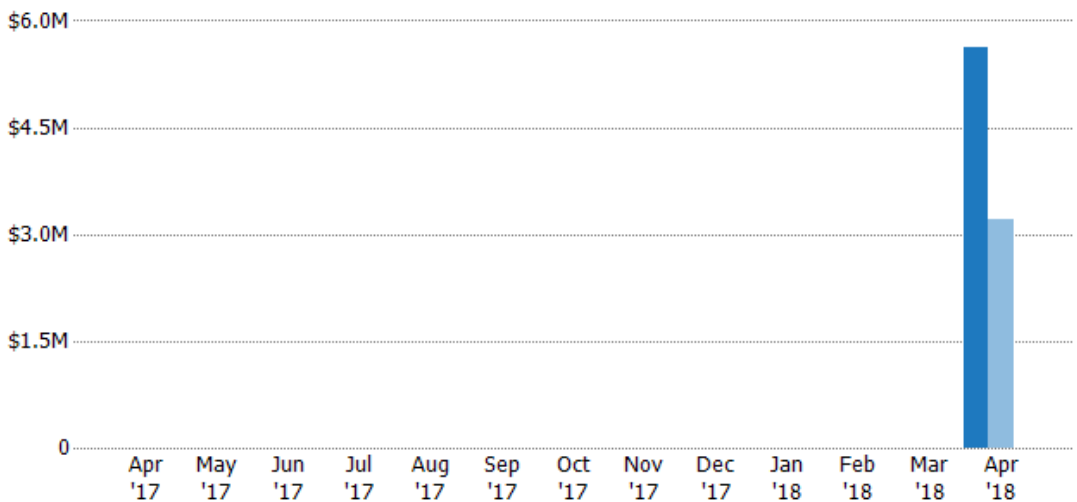
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	24
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	50%

## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome 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



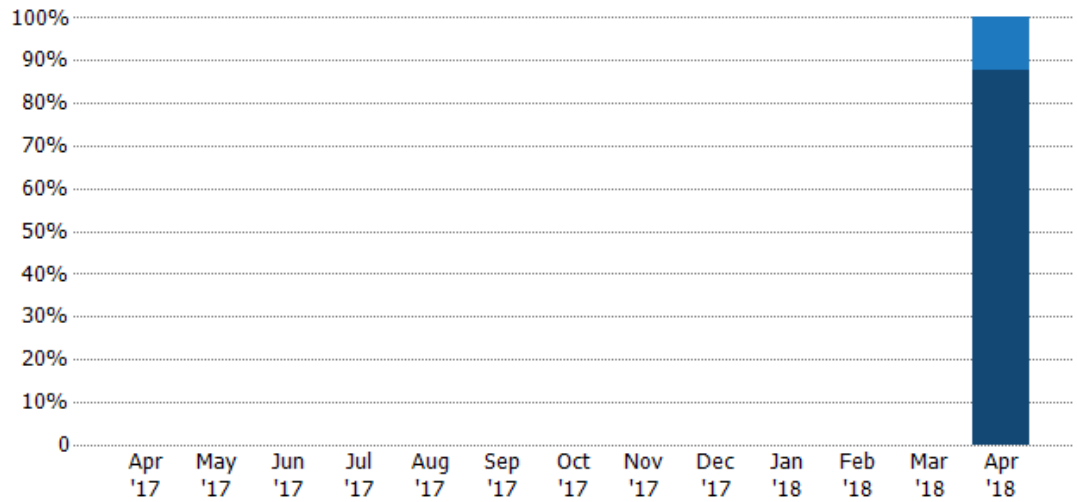
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$5.62M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$3.22M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	75%

## Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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



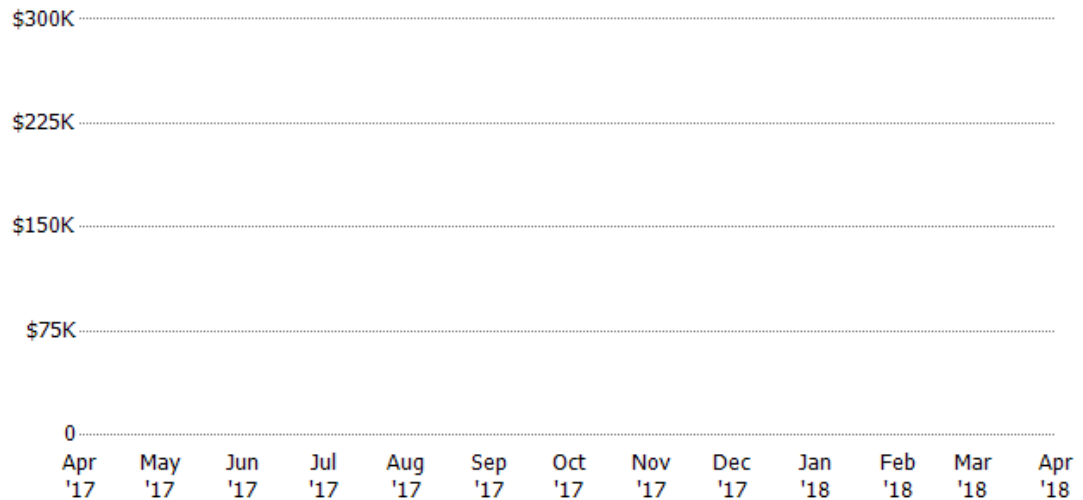
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	13%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	88%

## Average Sales Price

The average sales price of the single-family, condominium and townhome 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
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$201K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%

## Median Sales Price

The median sales price of the single-family, condominium and townhome 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

\$300K

\$225K

\$150K

\$75K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$186K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	35%

## 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

\$300K

\$225K

\$150K

\$75K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

## 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

\$300K

\$225K

\$150K

\$75K

0

Apr '17 May '17 Jun '17 Jul '17 Aug '17 Sep '17 Oct '17 Nov '17 Dec '17 Jan '18 Feb '18 Mar '18 Apr '18

Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	-	100%

## 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

\$300K

\$225K

\$150K

\$75K

0

Apr '17 May '17 Jun '17 Jul '17 Aug '17 Sep '17 Oct '17 Nov '17 Dec '17 Jan '18 Feb '18 Mar '18 Apr '18

Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	-	92%

## 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

\$300K .....

\$225K .....

\$150K .....

\$75K .....

0 .....

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
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Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	117%