

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	33	37	-10.8%	76	81	-6.2%
New Listing Volume	\$9,067,595	\$10,794,899	-16%	\$19,710,055	\$21,552,425	-8.5%
Active Listing Count	136	152	-10.5%	N/A	N/A	
Active Listing Volume	\$44,271,442	\$43,398,653	+2%	N/A	N/A	
Average Listing Price	\$325,525	\$285,517	+14%	\$323,229	\$277,619	+16.4%
Median Listing Price	\$273,750	\$266,250	+2.8%	\$274,171	\$260,337	+5.3%
Median Days in RPR	183.5	203	-9.6%	175.83	189.59	-7.3%
Months of Inventory	9.7	9.5	+2.3%	7.3	7.4	-0.8%
Absorption Rate	10.29%	10.53%	-0.2%	13.65%	13.54%	+0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	39	31	+25.8%	75	78	-3.8%
New Pending Sales Volume	\$9,283,900	\$7,187,300	+29.2%	\$18,145,300	\$17,698,907	+2.5%
Pending Sales Count	51	53	-3.8%	N/A	N/A	
Pending Sales Volume	\$12,485,399	\$12,450,517	+0.3%	N/A	N/A	
Closed Sales Count	13	24	-45.8%	46	58	-20.7%
Closed Sales Volume	\$2,790,048	\$6,006,825	-53.6%	\$10,762,484	\$11,850,486	-9.2%
Average Sales Price	\$214,619	\$250,284	-14.2%	\$233,967	\$204,319	+14.5%
Median Sales Price	\$210,000	\$184,000	+14.1%	\$219,196	\$173,448	+26.4%

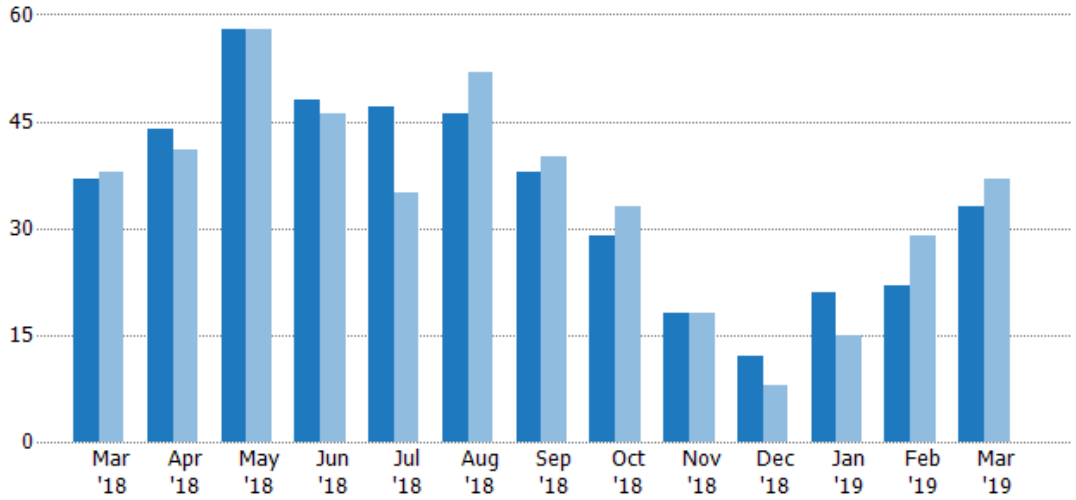
New Listings

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.
Mar '19	33	-10.8%
Mar '18	37	-2.6%
Mar '17	38	21.1%



Current Year	37	44	58	48	47	46	38	29	18	12	21	22	33
Prior Year	38	41	58	46	35	52	40	33	18	8	15	29	37
Percent Change from Prior Year	-3%	7%	0%	4%	34%	-12%	-5%	-12%	0%	50%	40%	-24%	-11%

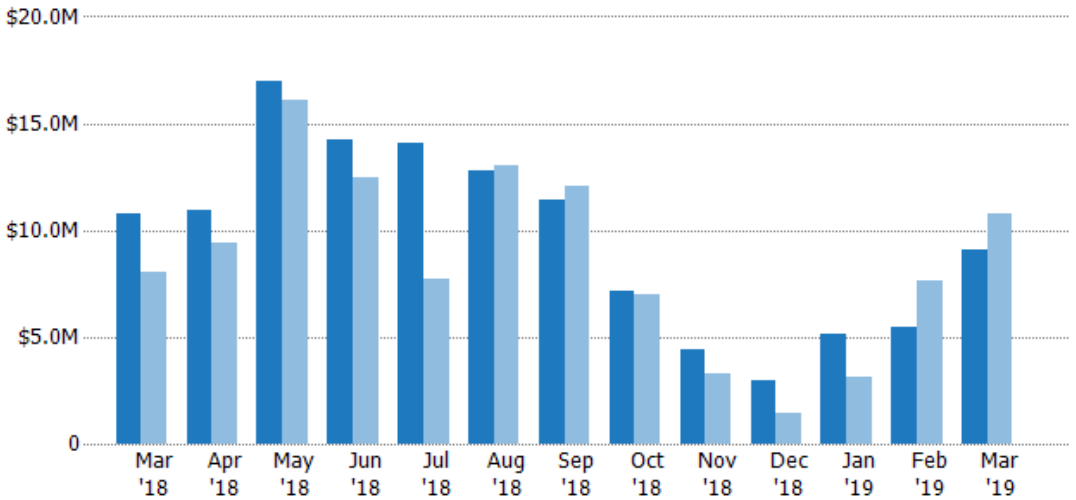
New Listing Volume

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.
Mar '19	\$9.07M	-16%
Mar '18	\$10.8M	34.9%
Mar '17	\$8M	65.5%



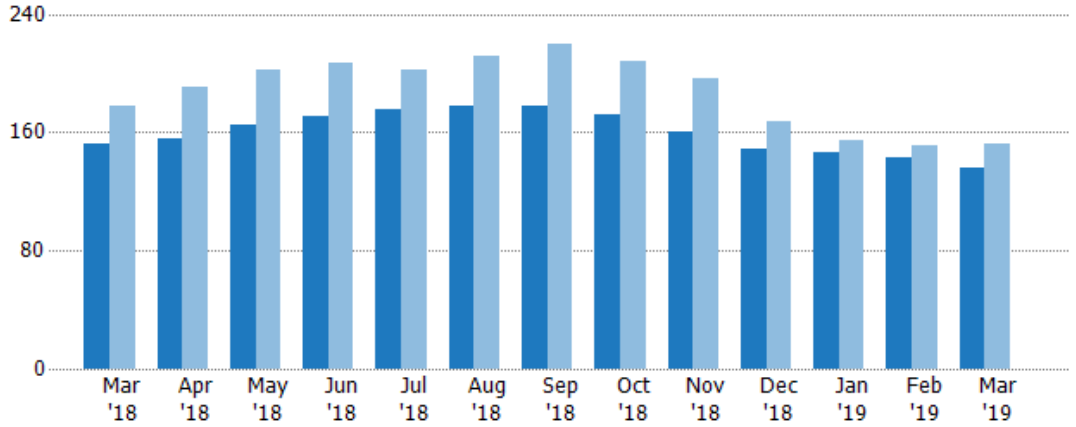
Current Year	\$10.8M	\$11M	\$17M	\$14.2M	\$14M	\$12.7M	\$11.4M	\$7.14M	\$4.41M	\$2.96M	\$5.15M	\$5.49M	\$9.07M
Prior Year	\$8M	\$9.41M	\$16.1M	\$12.4M	\$7.69M	\$13M	\$12M	\$6.98M	\$3.3M	\$1.41M	\$3.14M	\$7.62M	\$10.8M
Percent Change from Prior Year	35%	17%	5%	14%	83%	-2%	-5%	2%	34%	109%	64%	-28%	-16%

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



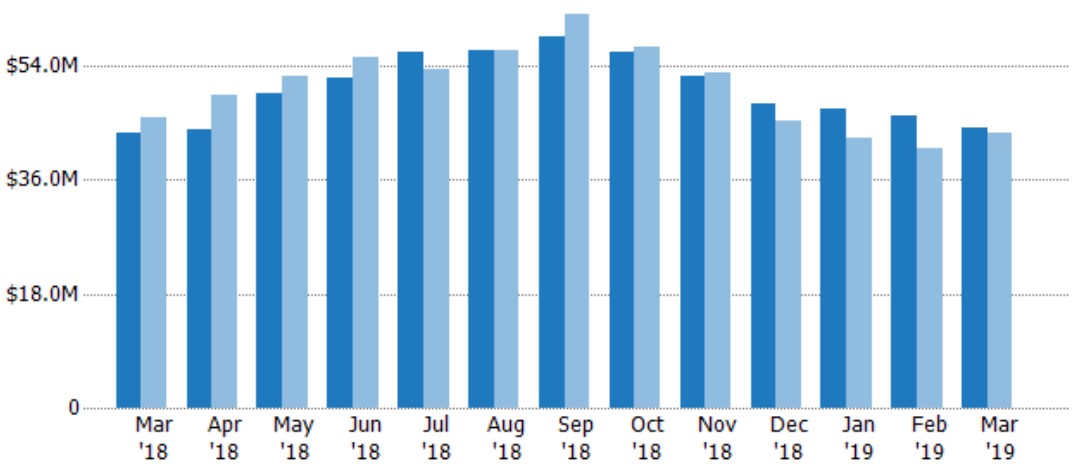
Month/Year	Count	% Chg.
Mar '19	136	-10.5%
Mar '18	152	-14.6%
Mar '17	178	14%

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



Month/Year	Volume	% Chg.
Mar '19	\$44.3M	2%
Mar '18	\$43.4M	-5.4%
Mar '17	\$45.9M	25.6%

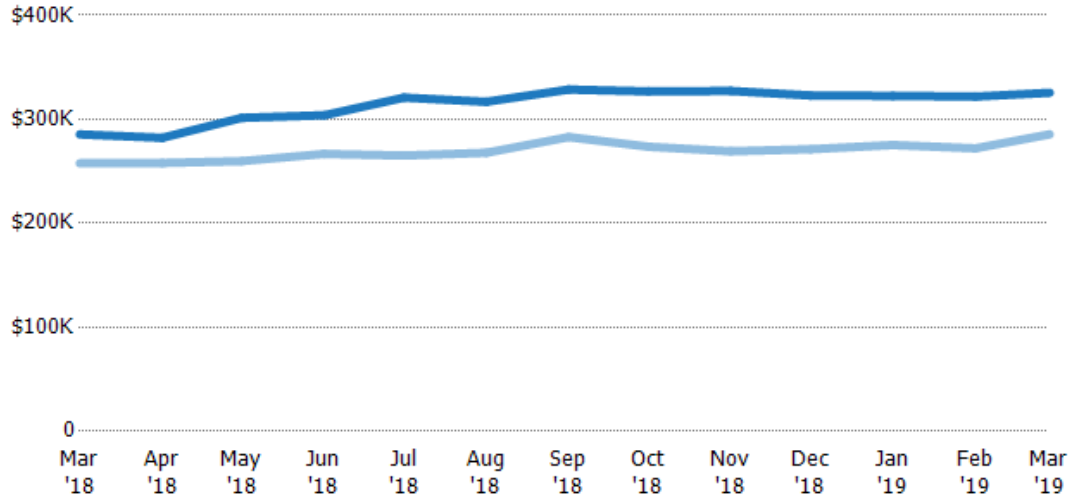
Average Listing Price

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

Month/Year	Price	% Chg.
Mar '19	\$326K	14%
Mar '18	\$286K	10.8%
Mar '17	\$258K	10.1%



Current Year	\$286K	\$282K	\$301K	\$304K	\$321K	\$317K	\$329K	\$327K	\$327K	\$323K	\$322K	\$322K	\$326K
Prior Year	\$258K	\$258K	\$260K	\$267K	\$265K	\$268K	\$283K	\$274K	\$269K	\$271K	\$275K	\$272K	\$286K
Percent Change from Prior Year	11%	9%	16%	14%	21%	18%	16%	19%	22%	19%	17%	18%	14%

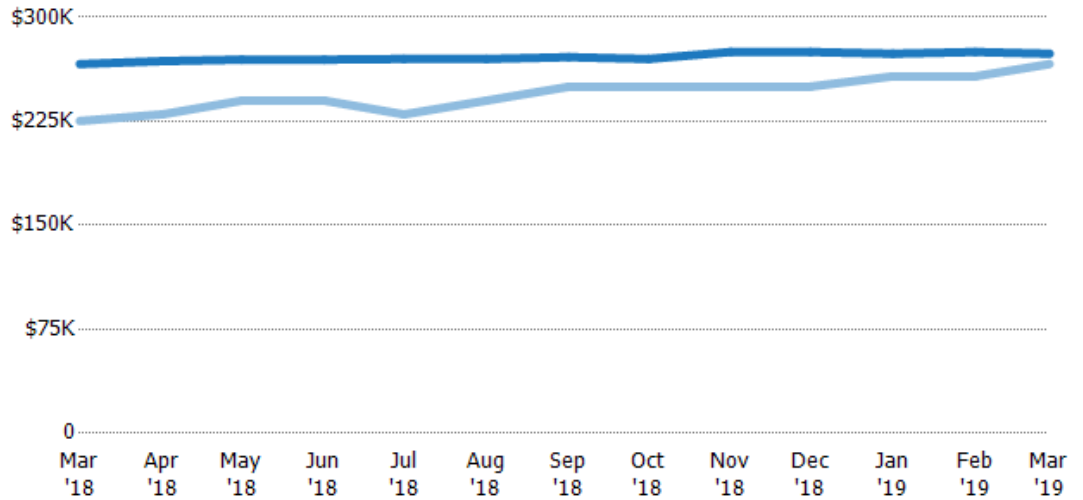
Median Listing Price

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

Month/Year	Price	% Chg.
Mar '19	\$274K	2.8%
Mar '18	\$266K	18.2%
Mar '17	\$225K	-0.1%



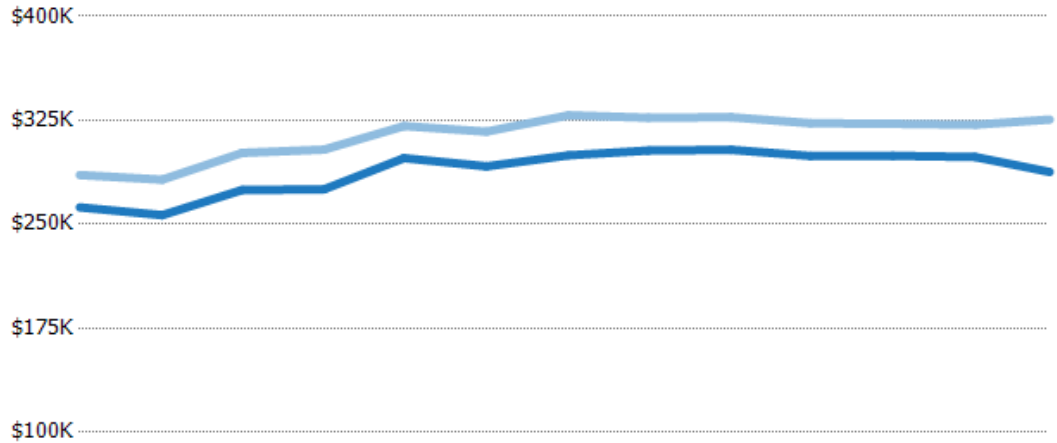
Current Year	\$266K	\$268K	\$270K	\$270K	\$270K	\$270K	\$271K	\$270K	\$275K	\$275K	\$274K	\$275K	\$274K
Prior Year	\$225K	\$230K	\$240K	\$240K	\$230K	\$240K	\$250K	\$250K	\$250K	\$250K	\$257K	\$257K	\$266K
Percent Change from Prior Year	18%	17%	12%	12%	17%	13%	9%	8%	10%	10%	6%	7%	3%

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



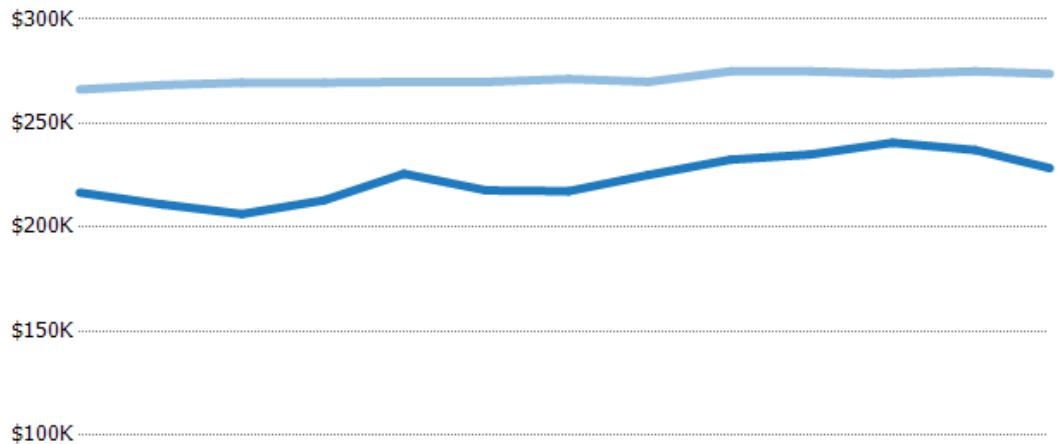
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$262K	\$257K	\$275K	\$275K	\$298K	\$292K	\$300K	\$303K	\$304K	\$299K	\$299K	\$299K	\$288K
Avg Listing Price	\$286K	\$282K	\$301K	\$304K	\$321K	\$317K	\$329K	\$327K	\$327K	\$323K	\$322K	\$322K	\$326K
Avg Listing Price as a % of Avg Est Value	109%	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



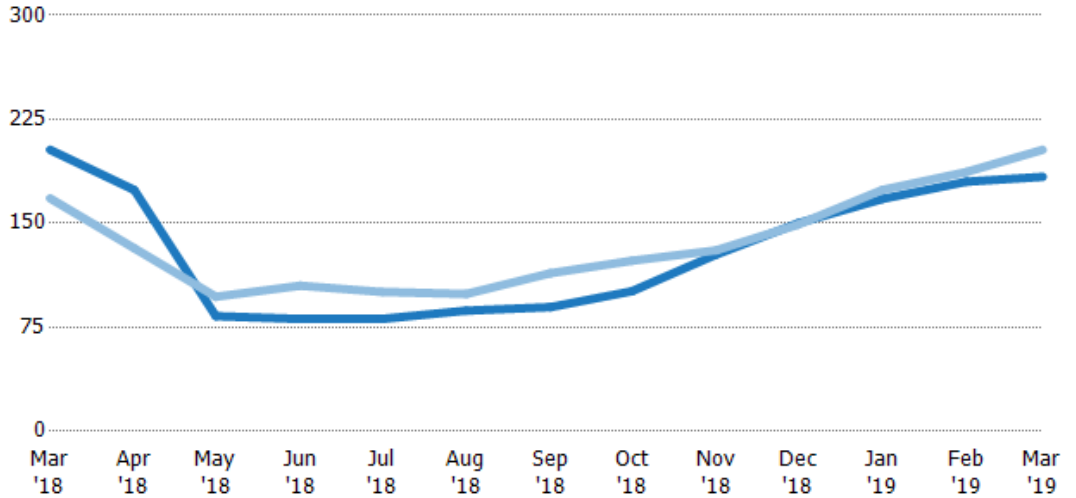
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$217K	\$211K	\$206K	\$213K	\$226K	\$218K	\$217K	\$225K	\$233K	\$235K	\$241K	\$237K	\$228K
Median Listing Price	\$266K	\$268K	\$270K	\$270K	\$270K	\$270K	\$271K	\$270K	\$275K	\$275K	\$274K	\$275K	\$274K
Med Listing Price as a % of Med Est Value	123%	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



Month/Year	Days	% Chg.
Mar '19	184	-9.6%
Mar '18	203	20.8%
Mar '17	168	-23.2%

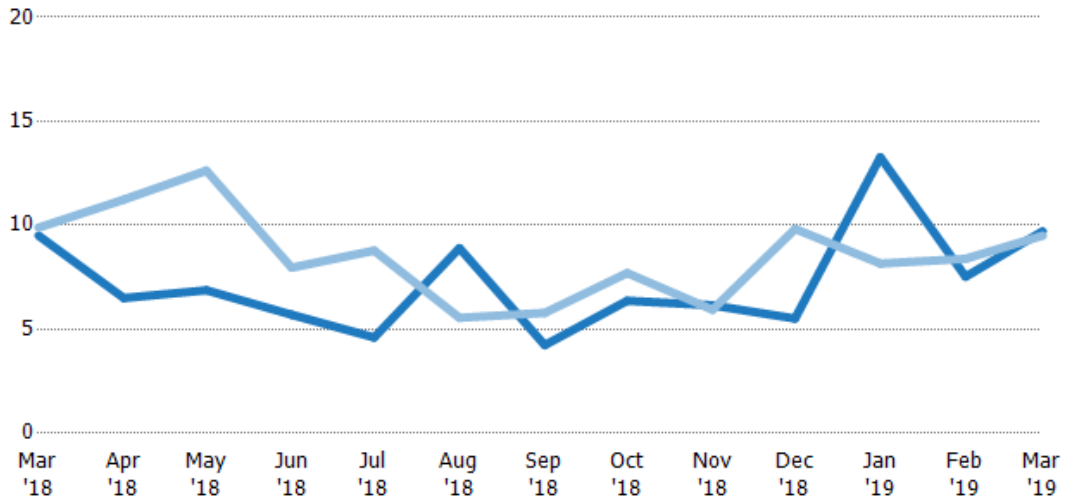
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	203	174	83	81	81	87	89.5	101	128	150	168	180	184
Prior Year	168	132	97	105	101	99	114	123	131	149	174	187	203
Percent Change from Prior Year	21%	32%	-14%	-23%	-19%	-12%	-21%	-18%	-2%	1%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

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



Month/Year	Months	% Chg.
Mar '19	9.71	2.3%
Mar '18	9.5	-3.9%
Mar '17	9.89	-14.5%

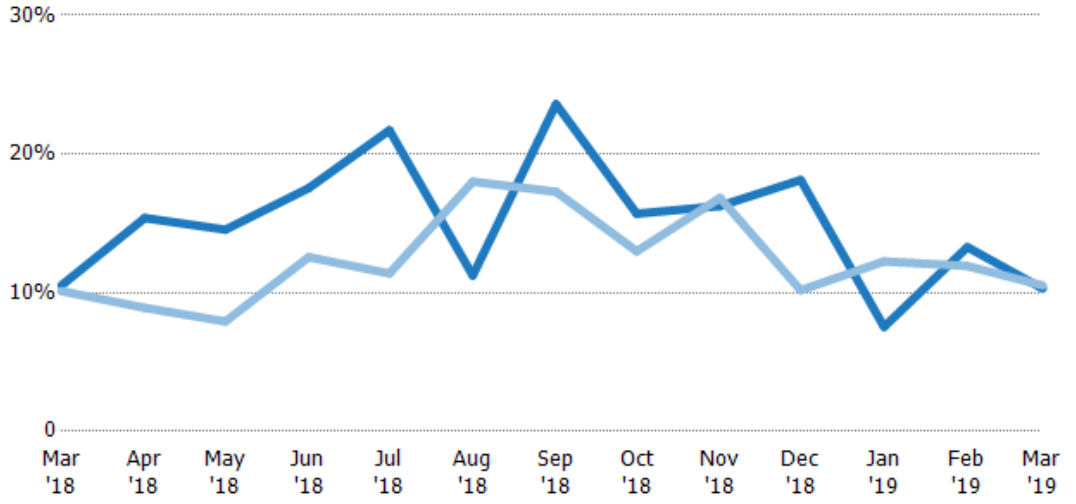
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	9.5	6.5	6.88	5.7	4.61	8.9	4.24	6.37	6.15	5.52	13.3	7.53	9.71
Prior Year	9.89	11.2	12.6	7.96	8.78	5.55	5.79	7.7	5.94	9.82	8.16	8.39	9.5
Percent Change from Prior Year	-4%	-42%	-46%	-28%	-48%	60%	-27%	-17%	4%	-44%	63%	-10%	2%

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



Month/Year	Rate	Chg.
Mar '19	10%	0.2%
Mar '18	11%	-0.4%
Mar '17	10%	16.9%

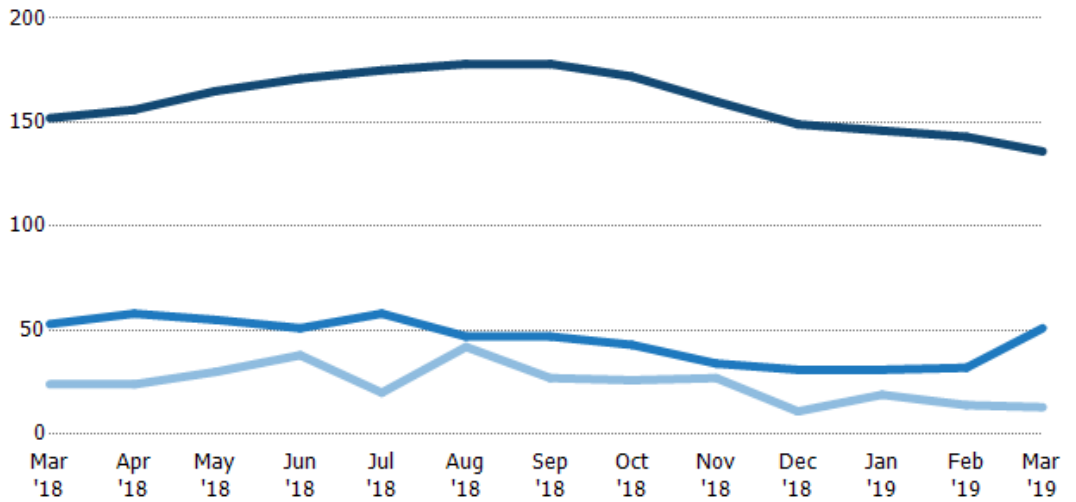
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	11%	15%	15%	18%	22%	11%	24%	16%	16%	18%	8%	13%	10%
Prior Year	10%	9%	8%	13%	11%	18%	17%	13%	17%	10%	12%	12%	11%
Change from Prior Year	0%	-6%	-7%	-5%	-10%	7%	-6%	-3%	1%	-8%	5%	-1%	0%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	152	156	165	171	175	178	178	172	160	149	146	143	136
Pending	53	58	55	51	58	47	47	43	34	31	31	32	51
Sold	24	24	30	38	20	42	27	26	27	11	19	14	13

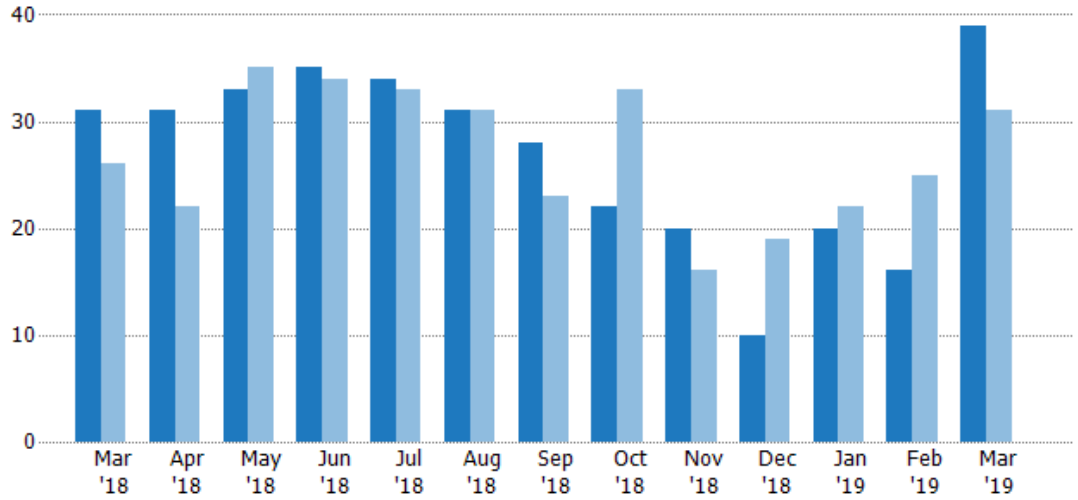
New Pending Sales

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.
Mar '19	39	25.8%
Mar '18	31	19.2%
Mar '17	26	3.8%



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

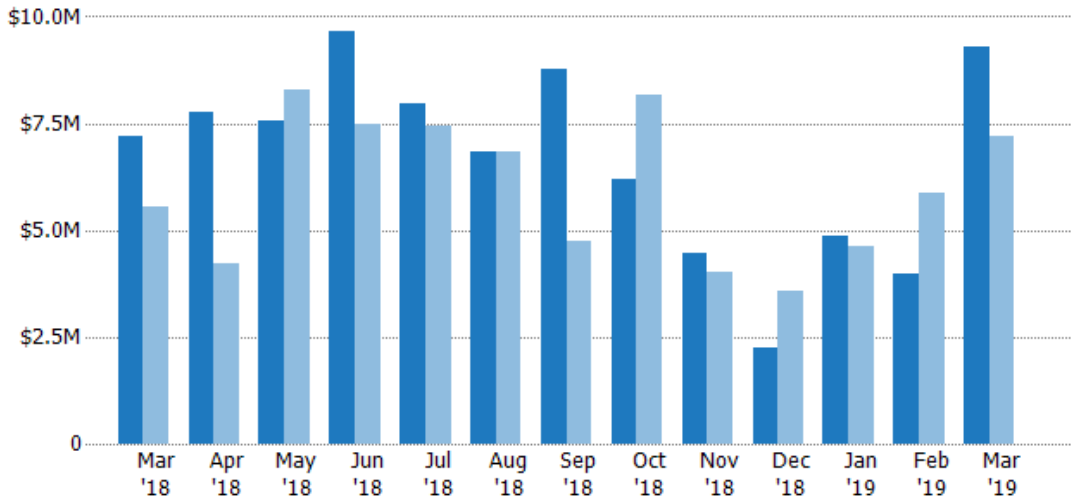
New Pending Sales Volume

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.
Mar '19	\$9.28M	29.2%
Mar '18	\$7.19M	29.8%
Mar '17	\$5.54M	-0.4%



Current Year	\$7.19M	\$7.78M	\$7.56M	\$9.64M	\$7.98M	\$6.84M	\$8.75M	\$6.19M	\$4.46M	\$2.26M	\$4.87M	\$3.99M	\$9.28M
Prior Year	\$5.54M	\$4.23M	\$8.28M	\$7.48M	\$7.44M	\$6.84M	\$4.73M	\$8.17M	\$4.01M	\$3.6M	\$4.63M	\$5.88M	\$7.19M
Percent Change from Prior Year	30%	84%	-9%	29%	7%	0%	85%	-24%	11%	-37%	5%	-32%	29%

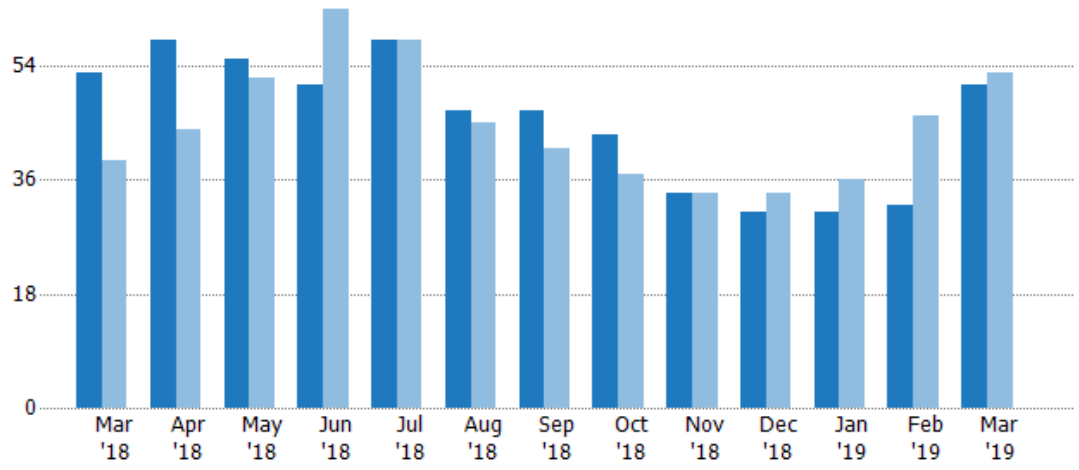
Pending Sales

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

Month/Year	Count	% Chg.
Mar '19	51	-3.8%
Mar '18	53	35.9%
Mar '17	39	23.1%



Current Year	53	58	55	51	58	47	47	43	34	31	31	32	51
Prior Year	39	44	52	63	58	45	41	37	34	34	36	46	53
Percent Change from Prior Year	36%	32%	6%	-19%	0%	4%	15%	16%	0%	-9%	-14%	-30%	-4%

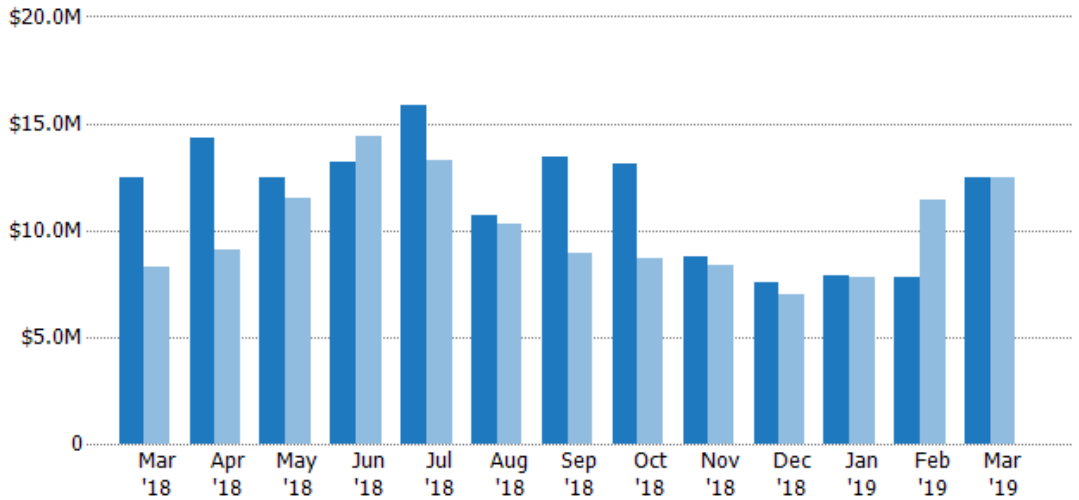
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '19	\$12.5M	0.3%
Mar '18	\$12.5M	50.6%
Mar '17	\$8.27M	26%



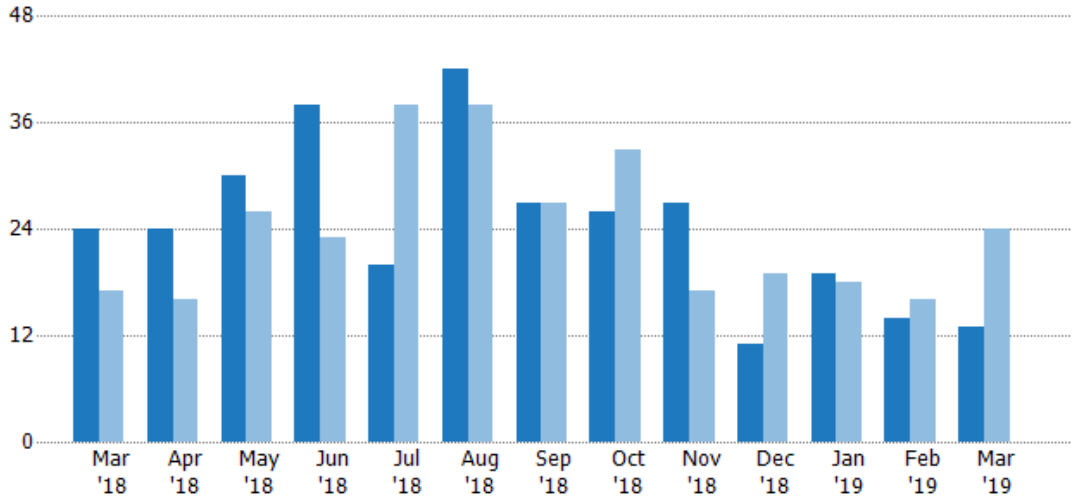
Current Year	\$12.5M	\$14.3M	\$12.5M	\$13.2M	\$15.9M	\$10.7M	\$13.4M	\$13.1M	\$8.8M	\$7.57M	\$7.86M	\$7.82M	\$12.5M
Prior Year	\$8.27M	\$9.1M	\$11.5M	\$14.4M	\$13.3M	\$10.3M	\$8.89M	\$8.66M	\$8.39M	\$7.02M	\$7.81M	\$11.4M	\$12.5M
Percent Change from Prior Year	51%	57%	9%	-9%	19%	4%	51%	52%	5%	8%	1%	-31%	0%

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.
Mar '19	13	-45.8%
Mar '18	24	41.2%
Mar '17	17	52.9%

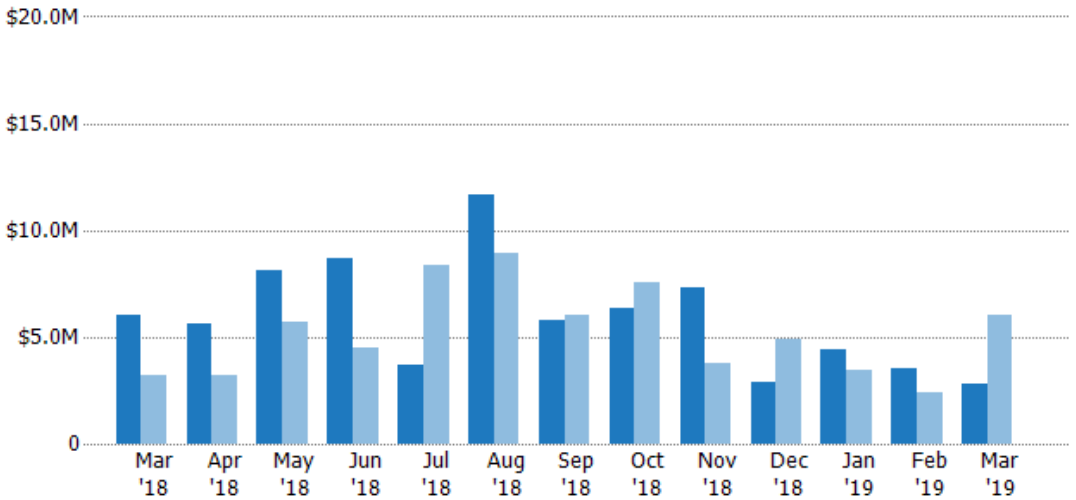
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	24	24	30	38	20	42	27	26	27	11	19	14	13
Prior Year	17	16	26	23	38	38	27	33	17	19	18	16	24
Percent Change from Prior Year	41%	50%	15%	65%	-47%	11%	0%	-21%	59%	-42%	6%	-13%	-46%

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.
Mar '19	\$2.79M	-53.6%
Mar '18	\$6.01M	88.2%
Mar '17	\$3.19M	72.7%

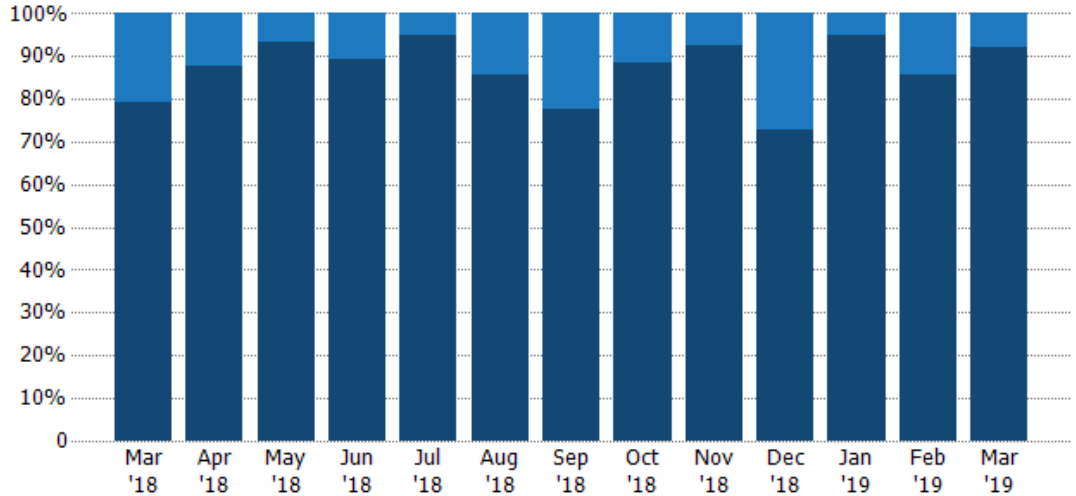
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$6.01M	\$5.62M	\$8.09M	\$8.72M	\$3.67M	\$11.7M	\$5.77M	\$6.39M	\$7.28M	\$2.88M	\$4.44M	\$3.53M	\$2.79M
Prior Year	\$3.19M	\$3.22M	\$5.68M	\$4.48M	\$8.38M	\$8.95M	\$5.99M	\$7.54M	\$3.8M	\$4.87M	\$3.45M	\$2.39M	\$6.01M
Percent Change from Prior Year	88%	75%	42%	95%	-56%	31%	-4%	-15%	92%	-41%	29%	48%	-54%

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



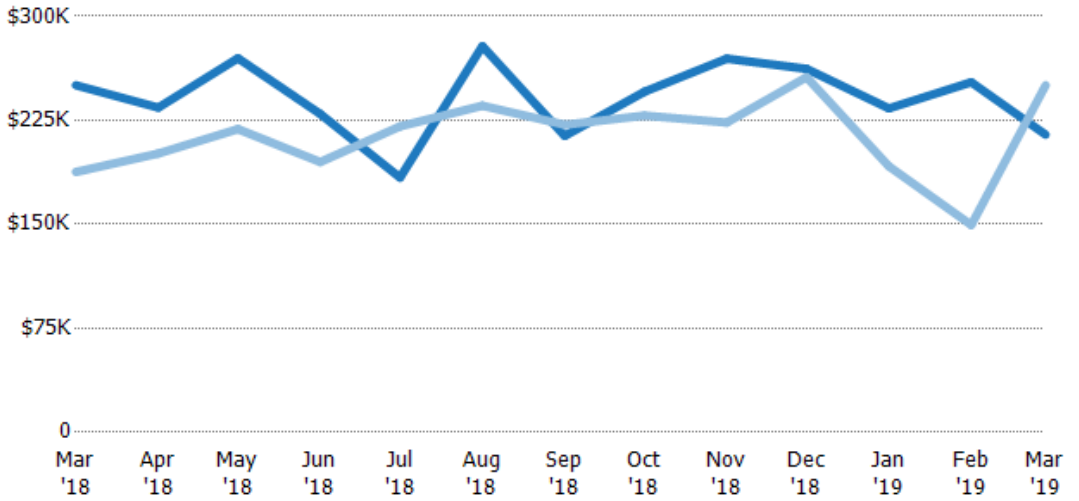
Condo/Townhouse	21%	13%	7%	11%	5%	14%	22%	12%	7%	27%	5%	14%	8%
Single Family Residence	79%	88%	93%	89%	95%	86%	78%	88%	93%	73%	95%	86%	92%

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



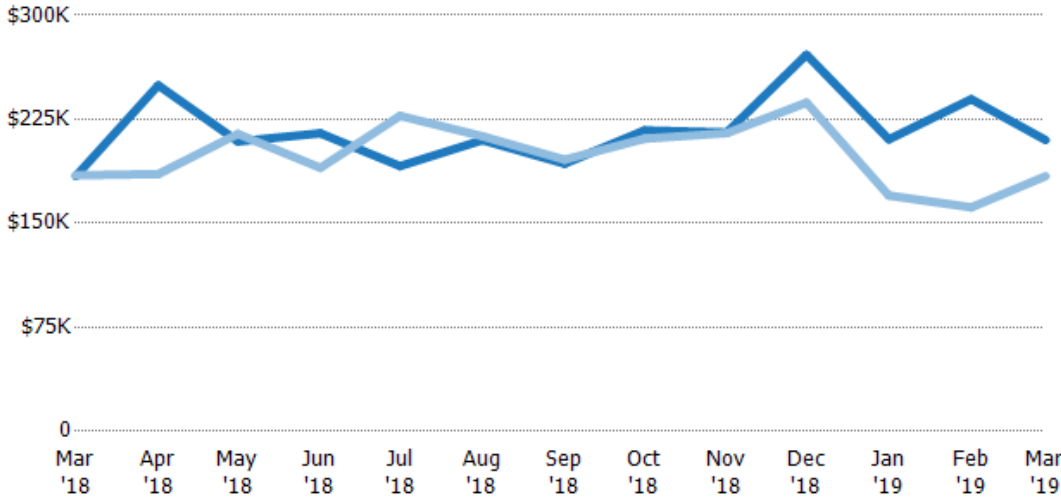
Current Year	\$250K	\$234K	\$270K	\$230K	\$184K	\$278K	\$214K	\$246K	\$269K	\$262K	\$234K	\$252K	\$215K
Prior Year	\$188K	\$201K	\$219K	\$195K	\$221K	\$235K	\$222K	\$228K	\$223K	\$256K	\$192K	\$149K	\$250K
Percent Change from Prior Year	33%	16%	23%	18%	-17%	18%	-4%	8%	21%	2%	22%	69%	-14%

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



Month/Year	Price	% Chg.
Mar '19	\$210K	14.1%
Mar '18	\$184K	-0.3%
Mar '17	\$185K	10%

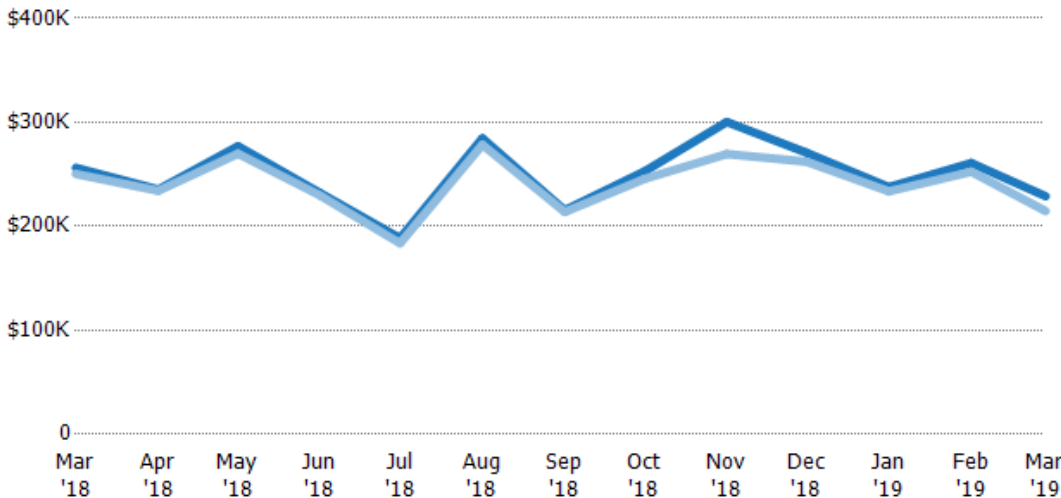
Current Year	\$184K	\$250K	\$209K	\$215K	\$191K	\$210K	\$193K	\$217K	\$216K	\$272K	\$211K	\$240K	\$210K
Prior Year	\$185K	\$186K	\$214K	\$190K	\$228K	\$213K	\$196K	\$211K	\$215K	\$237K	\$170K	\$162K	\$184K
Percent Change from Prior Year	0%	35%	-3%	13%	-16%	-1%	-1%	3%	0%	15%	24%	48%	14%

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



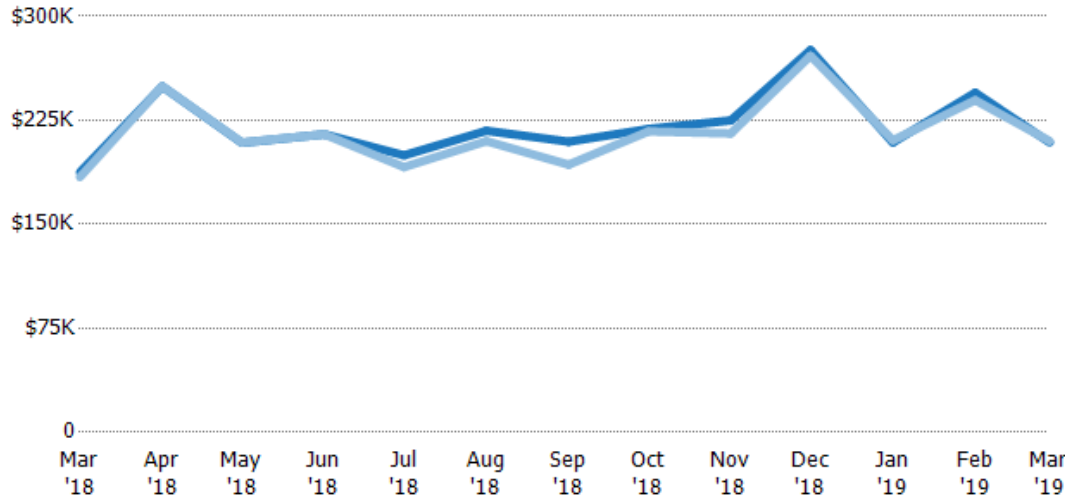
Avg List Price	\$256K	\$235K	\$277K	\$232K	\$189K	\$285K	\$215K	\$253K	\$300K	\$271K	\$238K	\$261K	\$229K
Avg Sales Price	\$250K	\$234K	\$270K	\$230K	\$184K	\$278K	\$214K	\$246K	\$269K	\$262K	\$234K	\$252K	\$215K
Avg Sales Price as a % of Avg List Price	98%	99%	97%	99%	97%	98%	99%	97%	90%	97%	98%	97%	94%

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



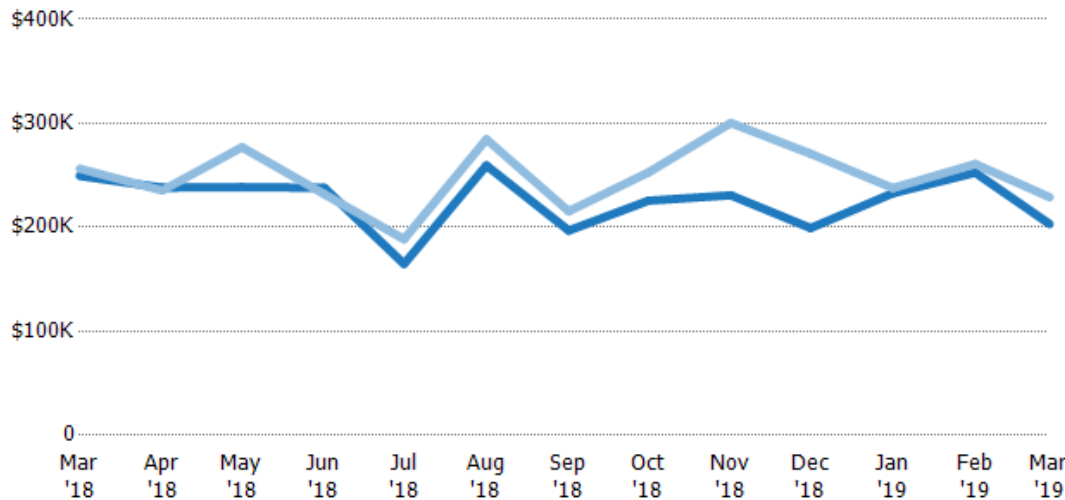
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$187K	\$249K	\$209K	\$215K	\$200K	\$217K	\$210K	\$219K	\$225K	\$276K	\$209K	\$245K	\$209K
Median Sales Price	\$184K	\$250K	\$209K	\$215K	\$191K	\$210K	\$193K	\$217K	\$216K	\$272K	\$211K	\$240K	\$210K
Med Sales Price as a % of Med List Price	98%	100%	100%	100%	96%	97%	92%	99%	96%	99%	101%	98%	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



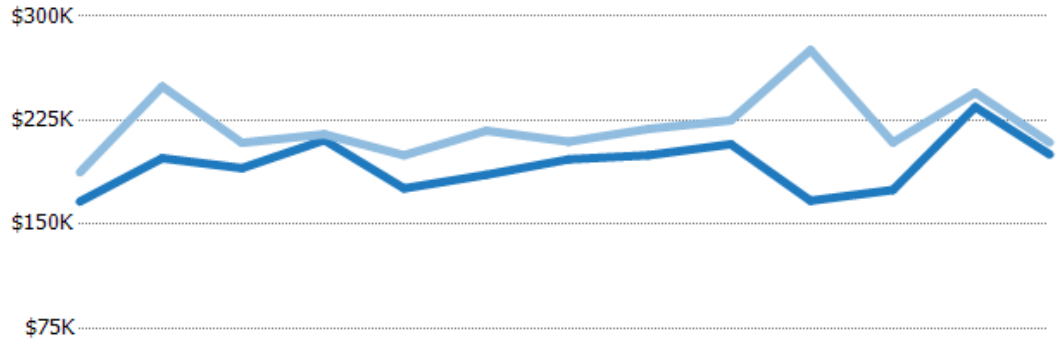
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$249K	\$238K	\$239K	\$238K	\$165K	\$259K	\$197K	\$226K	\$231K	\$199K	\$233K	\$253K	\$203K
Avg Sales Price	\$256K	\$235K	\$277K	\$232K	\$189K	\$285K	\$215K	\$253K	\$300K	\$271K	\$238K	\$261K	\$229K
Avg Sales Price as a % of Avg Est Value	103%	99%	116%	97%	114%	110%	109%	112%	130%	136%	102%	103%	113%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$166K	\$198K	\$190K	\$211K	\$176K	\$186K	\$197K	\$200K	\$208K	\$167K	\$175K	\$235K	\$200K
Median Sales Price	\$187K	\$249K	\$209K	\$215K	\$200K	\$217K	\$210K	\$219K	\$225K	\$276K	\$209K	\$245K	\$209K
Med Sales Price as a % of Med Est Value	113%	126%	110%	102%	114%	117%	106%	110%	108%	165%	120%	104%	104%