

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	54	59	-8.5%	168	182	-7.7%
New Listing Volume	\$16,562,311	\$17,137,539	-3.4%	\$47,099,093	\$49,197,890	-4.3%
Active Listing Count	129	166	-22.3%	N/A	N/A	
Active Listing Volume	\$43,332,927	\$49,647,275	-12.7%	N/A	N/A	
Average Listing Price	\$335,914	\$299,080	+12.3%	\$327,935	\$282,484	+16.1%
Median Listing Price	\$279,000	\$269,150	+3.7%	\$273,917	\$263,560	+3.9%
Median Days in RPR	86	83	+3.6%	149.09	157.95	-5.6%
Months of Inventory	5.2	6.9	-25.4%	6.3	7.4	-14.5%
Absorption Rate	19.38%	14.46%	+4.9%	15.81%	13.52%	+2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	52	33	+57.6%	165	142	+16.2%
New Pending Sales Volume	\$13,833,035	\$7,561,800	+82.9%	\$42,732,630	\$33,037,207	+29.3%
Pending Sales Count	75	55	+36.4%	N/A	N/A	
Pending Sales Volume	\$20,398,116	\$12,482,900	+63.4%	N/A	N/A	
Closed Sales Count	32	30	+6.7%	103	111	-7.2%
Closed Sales Volume	\$8,610,550	\$8,094,225	+6.4%	\$25,197,929	\$25,524,148	-1.3%
Average Sales Price	\$269,080	\$269,808	-0.3%	\$244,640	\$229,947	+6.4%
Median Sales Price	\$232,000	\$209,000	+11%	\$224,097	\$200,486	+11.8%

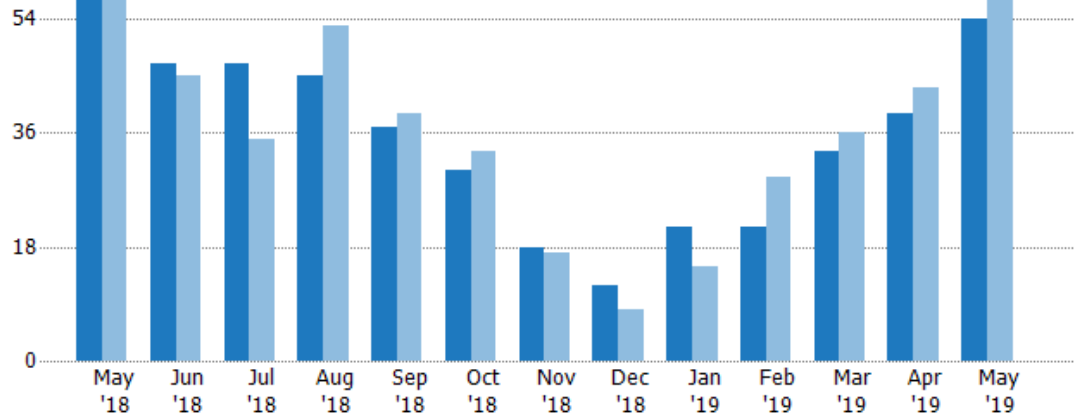
New Listings

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.
May '19	54	-8.5%
May '18	59	1.7%
May '17	58	10.3%



Current Year	59	47	47	45	37	30	18	12	21	21	33	39	54
Prior Year	58	45	35	53	39	33	17	8	15	29	36	43	59
Percent Change from Prior Year	2%	4%	34%	-15%	-5%	-9%	6%	50%	40%	-28%	-8%	-9%	-8%

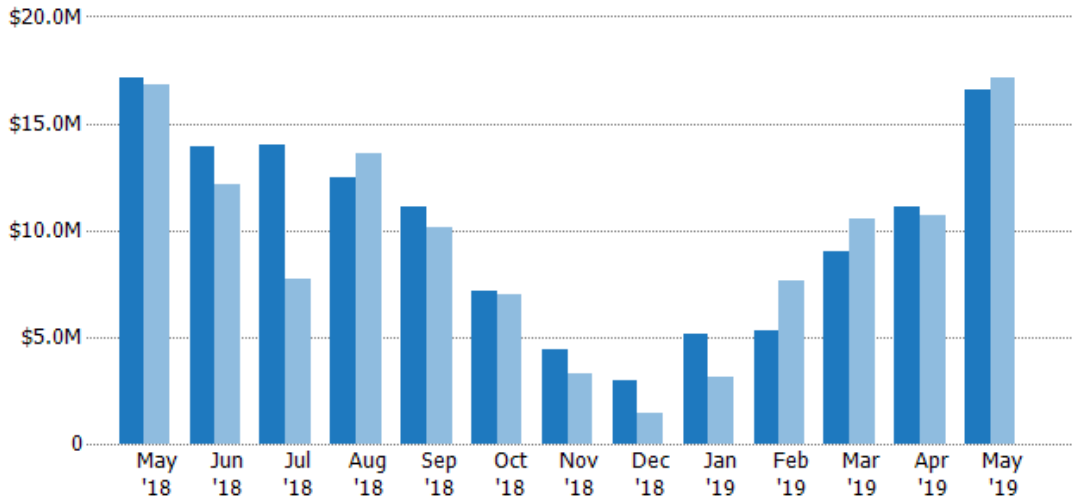
New Listing Volume

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.
May '19	\$16.6M	-3.4%
May '18	\$17.1M	1.7%
May '17	\$16.8M	-16.2%



Current Year	\$17.1M	\$13.9M	\$14M	\$12.5M	\$11.1M	\$7.19M	\$4.41M	\$2.95M	\$5.13M	\$5.29M	\$9.02M	\$11.1M	\$16.6M
Prior Year	\$16.8M	\$12.1M	\$7.69M	\$13.6M	\$10.1M	\$6.98M	\$3.27M	\$1.41M	\$3.14M	\$7.62M	\$10.6M	\$10.7M	\$17.1M
Percent Change from Prior Year	2%	15%	82%	-8%	10%	3%	35%	109%	63%	-30%	-15%	3%	-3%

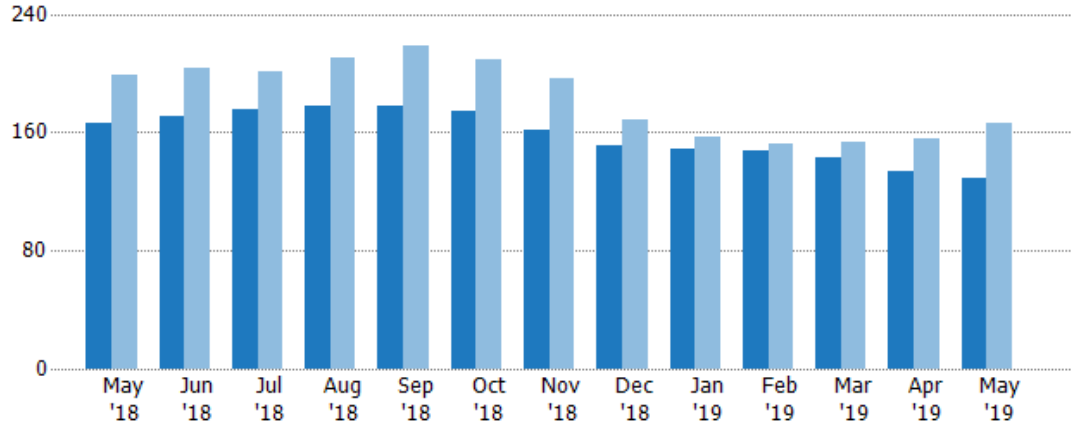
Active Listings

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.
May '19	129	-22.3%
May '18	166	-16.6%
May '17	199	10.6%



Current Year	166	171	176	178	178	174	162	151	149	147	143	134	129
Prior Year	199	204	201	210	219	209	197	168	157	152	153	156	166
Percent Change from Prior Year	-17%	-16%	-12%	-15%	-19%	-17%	-18%	-10%	-5%	-3%	-7%	-14%	-22%

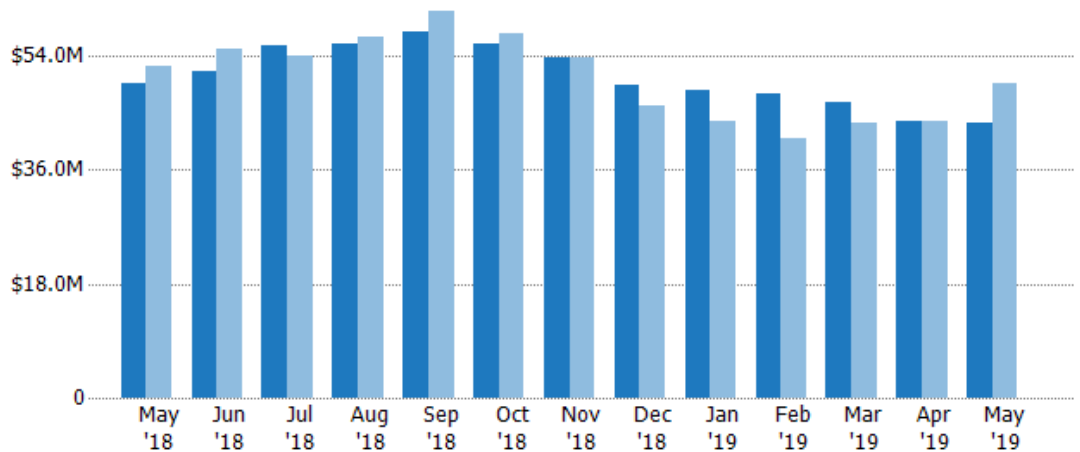
Active Listing Volume

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.
May '19	\$43.3M	-12.7%
May '18	\$49.6M	-5.3%
May '17	\$52.4M	13.9%



Current Year	\$49.6M	\$51.4M	\$55.7M	\$55.8M	\$57.9M	\$55.8M	\$53.7M	\$49.4M	\$48.6M	\$47.9M	\$46.7M	\$43.6M	\$43.3M
Prior Year	\$52.4M	\$55.2M	\$54M	\$56.9M	\$60.9M	\$57.6M	\$53.7M	\$46.2M	\$43.6M	\$41.1M	\$43.4M	\$43.8M	\$49.6M
Percent Change from Prior Year	-5%	-7%	3%	-2%	-5%	-3%	0	7%	12%	17%	8%	0%	-13%

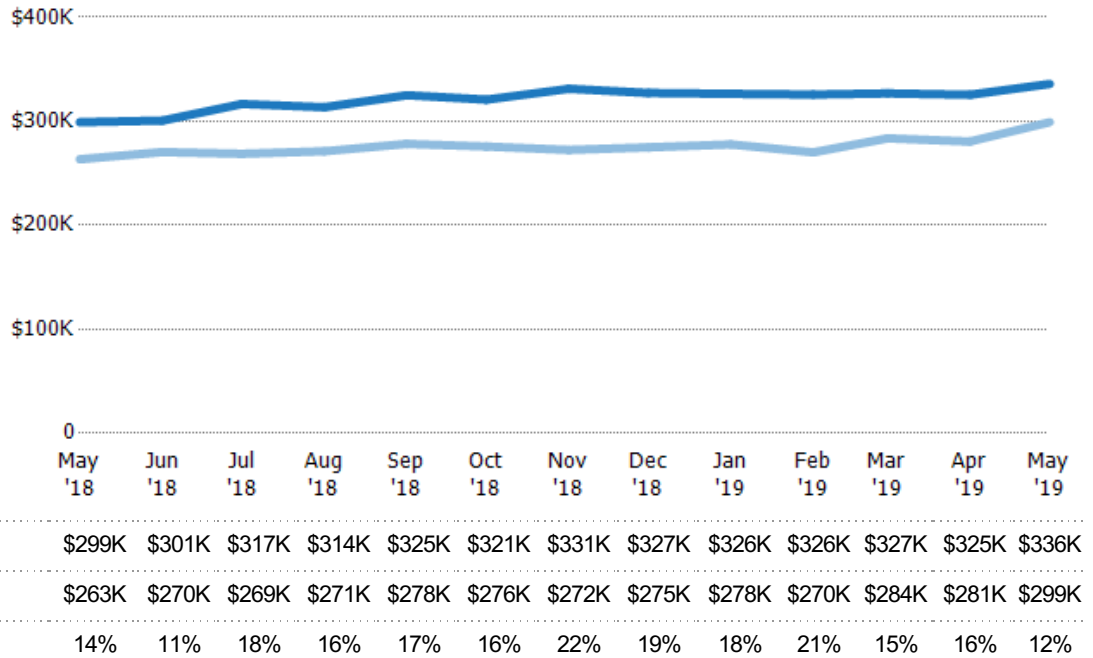
Average Listing Price

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.
May '19	\$336K	12.3%
May '18	\$299K	13.5%
May '17	\$263K	3%



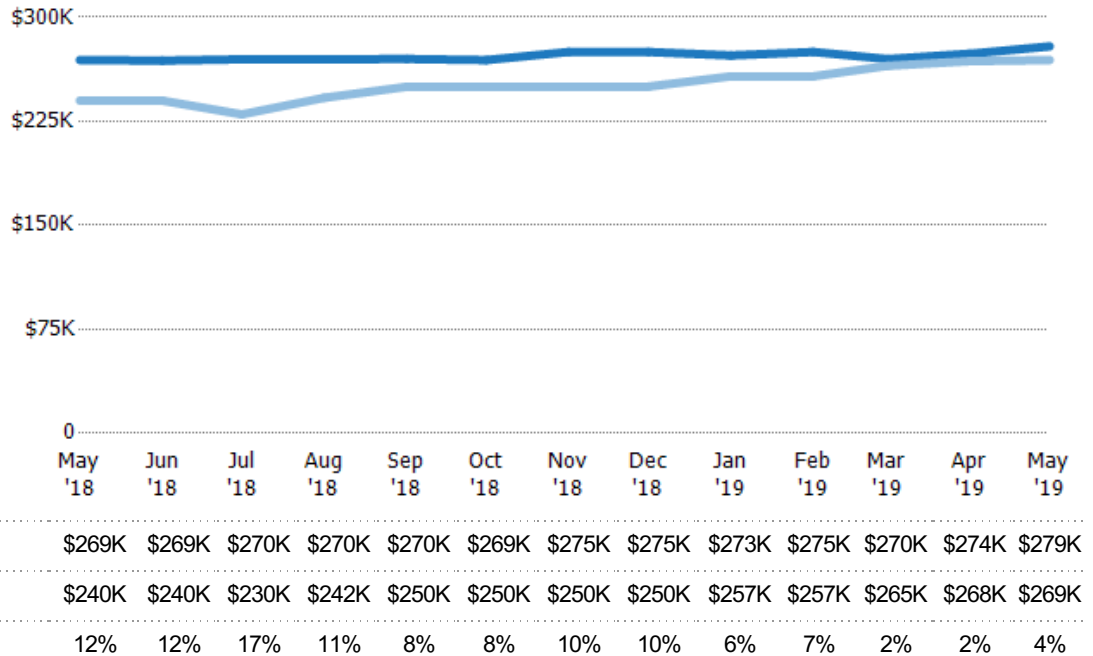
Median Listing Price

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.
May '19	\$279K	3.7%
May '18	\$269K	12.2%
May '17	\$240K	-6.3%

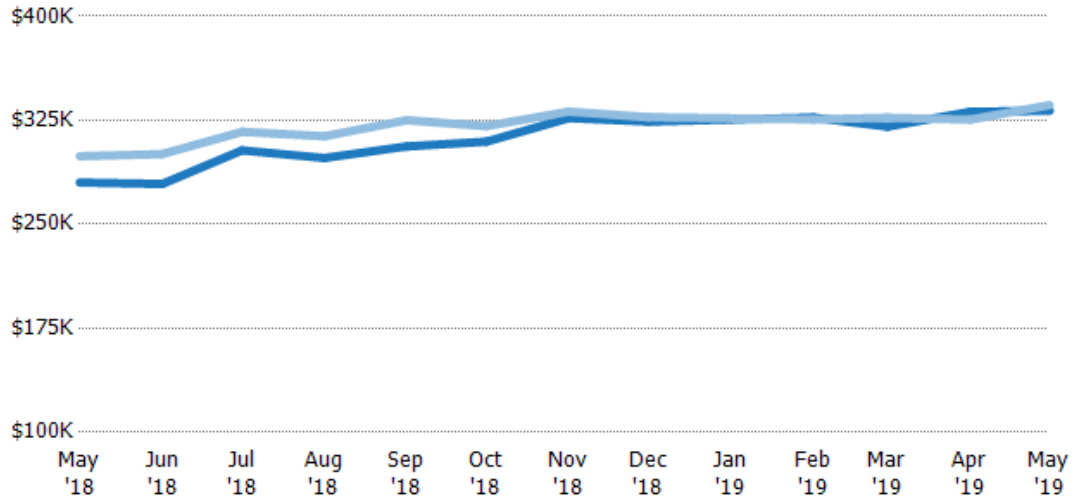


Average Listing Price vs Average Est Value

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

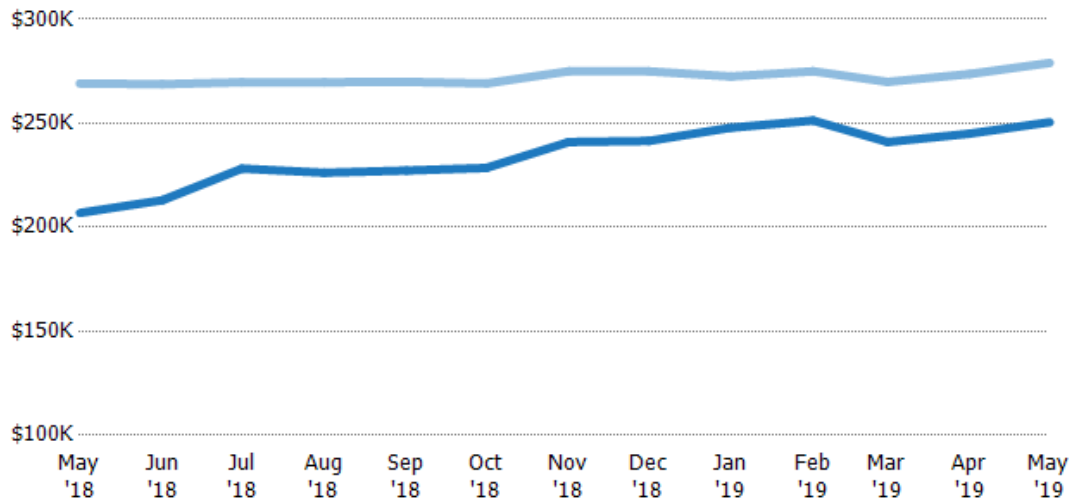


Median Listing Price vs Median Est Value

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



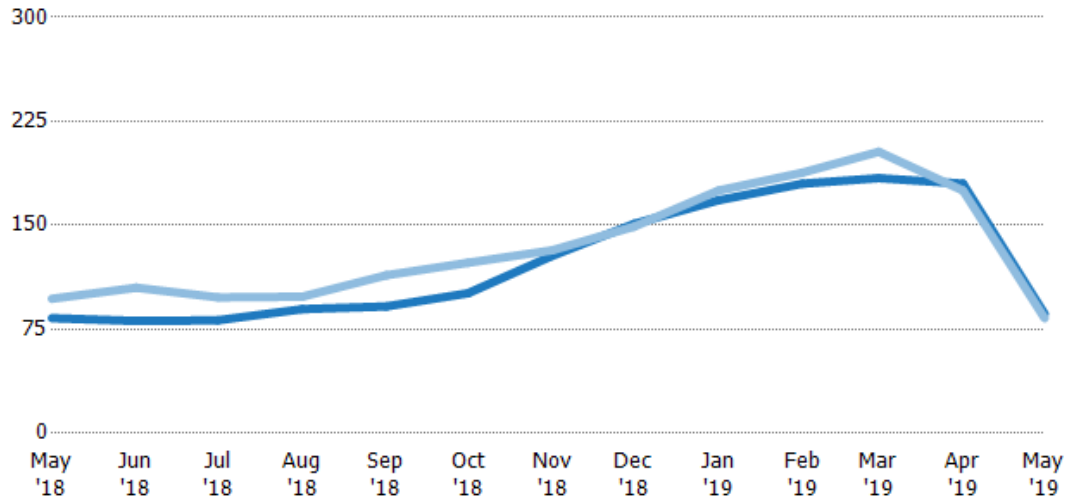
Median Days in RPR

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.
May '19	86	3.6%
May '18	83	-14.4%
May '17	97	-6.7%



Current Year	83	81	81.5	89.5	91.5	101	128	151	168	180	184	180	86
Prior Year	97	105	98	98.5	114	123	132	149	175	188	203	175	83
Percent Change from Prior Year	-14%	-23%	-17%	-9%	-20%	-18%	-3%	1%	-4%	-4%	-9%	3%	4%

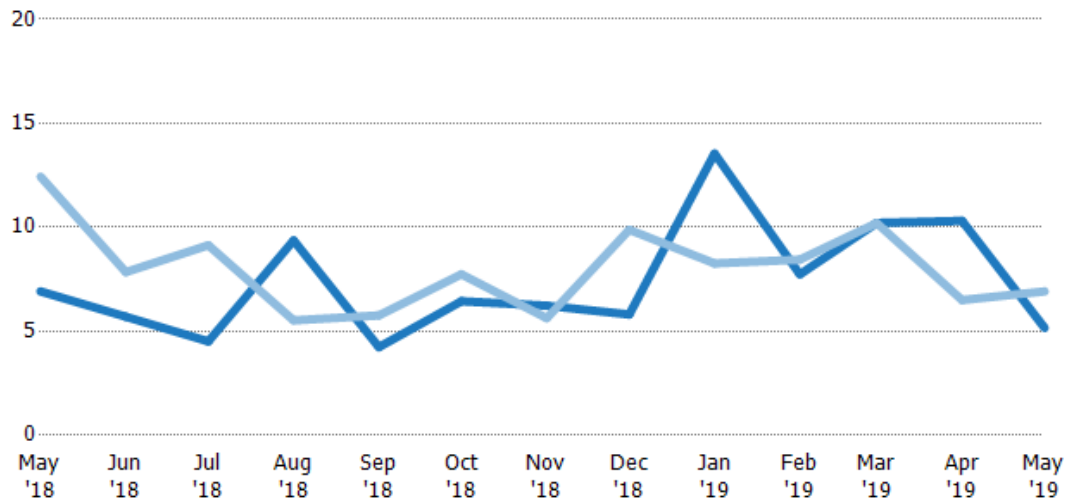
Months of Inventory

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.
May '19	5.16	-25.4%
May '18	6.92	-44.4%
May '17	12.4	4%



Current Year	6.92	5.7	4.51	9.37	4.24	6.44	6.23	5.81	13.5	7.74	10.2	10.3	5.16
Prior Year	12.4	7.85	9.14	5.53	5.76	7.74	5.63	9.88	8.26	8.44	10.2	6.5	6.92
Percent Change from Prior Year	-44%	-27%	-51%	70%	-26%	-17%	11%	-41%	64%	-8%	0%	59%	-25%

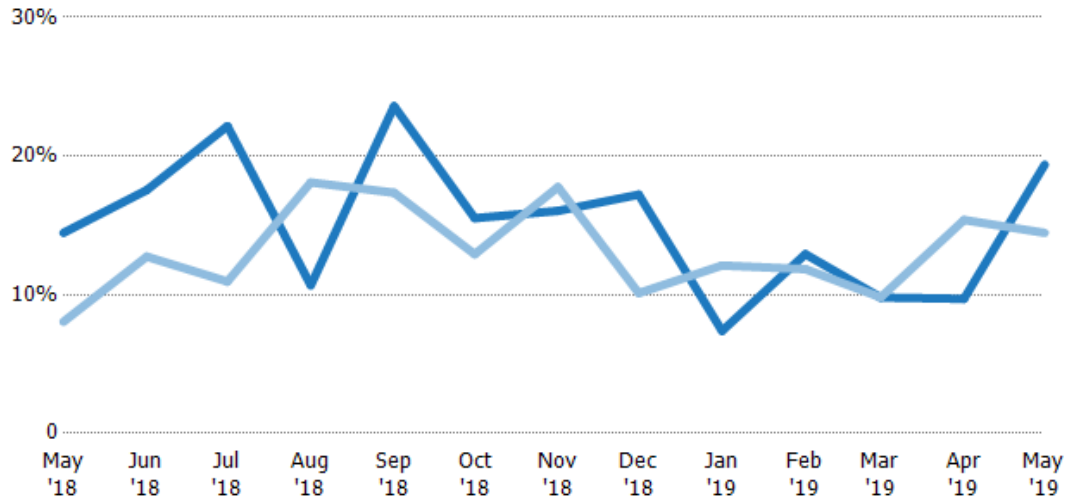
Absorption Rate

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.
May '19	19%	-4.9%
May '18	14%	-6.4%
May '17	8%	-4%



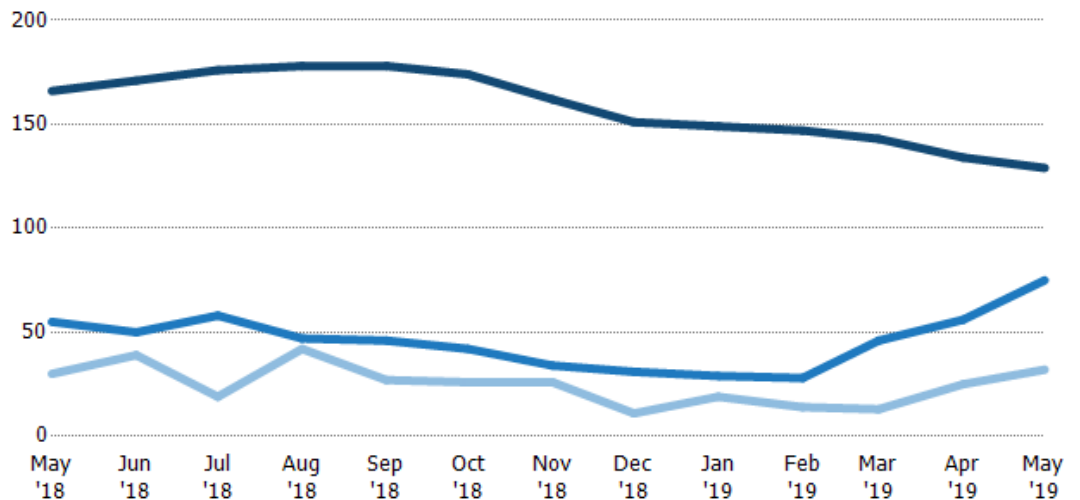
Current Year	14%	18%	22%	11%	24%	16%	16%	17%	7%	13%	10%	10%	19%
Prior Year	8%	13%	11%	18%	17%	13%	18%	10%	12%	12%	10%	15%	14%
Change from Prior Year	-6%	-5%	-11%	7%	-6%	-3%	2%	-7%	5%	-1%	0%	6%	-5%

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



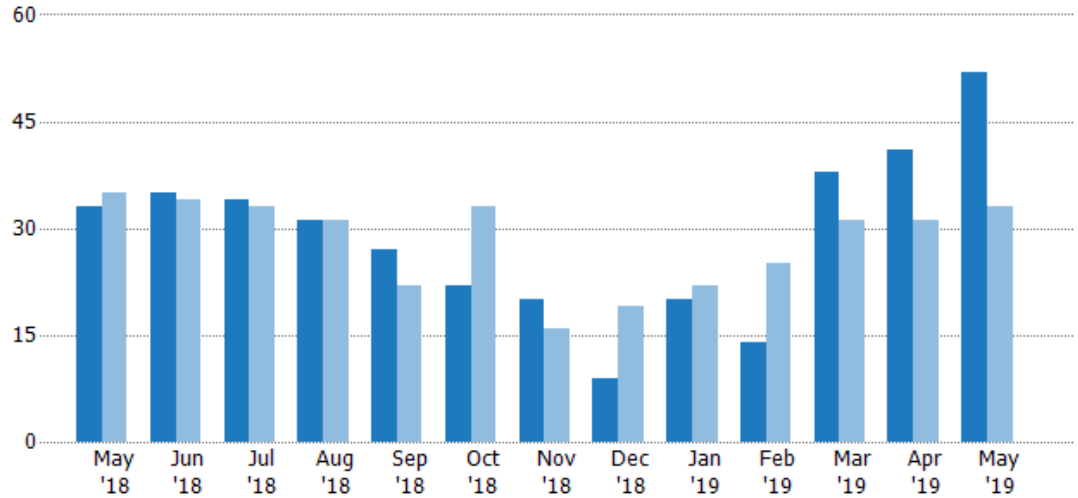
Active	166	171	176	178	178	174	162	151	149	147	143	134	129
Pending	55	50	58	47	46	42	34	31	29	28	46	56	75
Sold	30	39	19	42	27	26	26	11	19	14	13	25	32

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



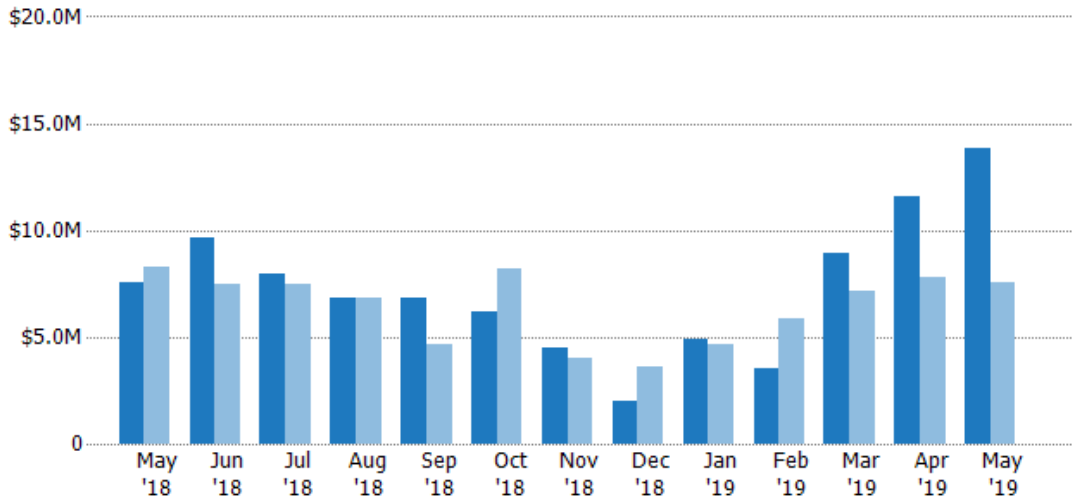
Current Year	33	35	34	31	27	22	20	9	20	14	38	41	52
Prior Year	35	34	33	31	22	33	16	19	22	25	31	31	33
Percent Change from Prior Year	-6%	3%	3%	0%	23%	-33%	25%	-53%	-9%	-44%	23%	32%	58%

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



Current Year	\$7.56M	\$9.64M	\$7.98M	\$6.84M	\$6.85M	\$6.19M	\$4.46M	\$2.02M	\$4.87M	\$3.49M	\$8.95M	\$11.6M	\$13.8M
Prior Year	\$8.28M	\$7.48M	\$7.44M	\$6.84M	\$4.62M	\$8.17M	\$4.01M	\$3.6M	\$4.63M	\$5.88M	\$7.19M	\$7.78M	\$7.56M
Percent Change from Prior Year	-9%	29%	7%	0%	48%	-24%	11%	-44%	5%	-41%	25%	49%	83%

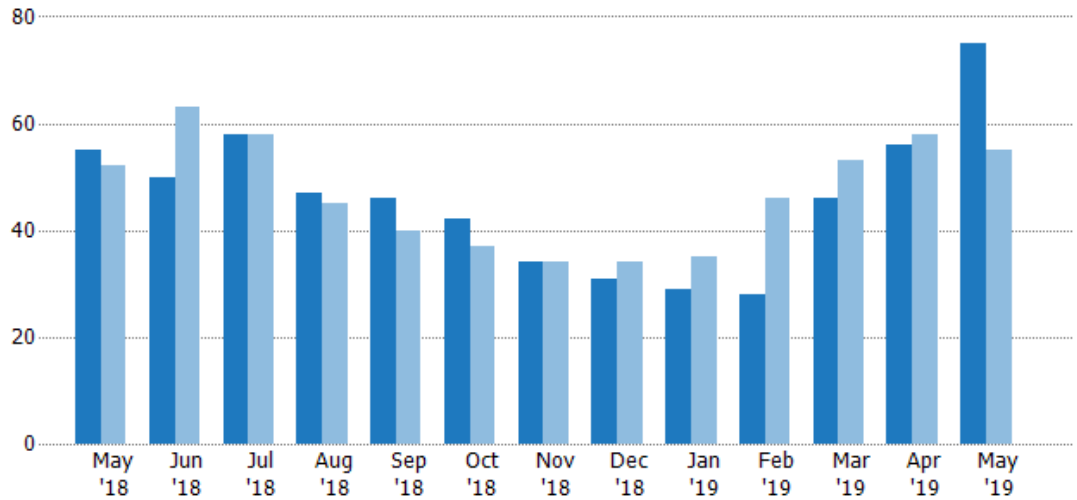
Pending Sales

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.
May '19	75	36.4%
May '18	55	5.8%
May '17	52	38.5%



Current Year	55	50	58	47	46	42	34	31	29	28	46	56	75
Prior Year	52	63	58	45	40	37	34	34	35	46	53	58	55
Percent Change from Prior Year	6%	-21%	0%	4%	15%	14%	0%	-9%	-17%	-39%	-13%	-3%	36%

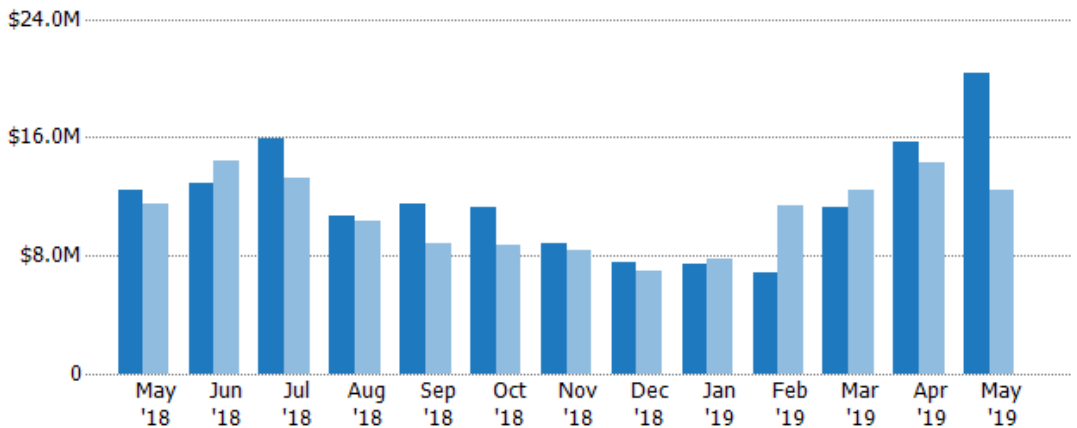
Pending Sales Volume

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.
May '19	\$20.4M	63.4%
May '18	\$12.5M	8.7%
May '17	\$11.5M	50%



Current Year	\$12.5M	\$12.9M	\$15.9M	\$10.7M	\$11.5M	\$11.2M	\$8.8M	\$7.57M	\$7.42M	\$6.89M	\$11.3M	\$15.7M	\$20.4M
Prior Year	\$11.5M	\$14.4M	\$13.3M	\$10.3M	\$8.78M	\$8.66M	\$8.39M	\$7.02M	\$7.78M	\$11.4M	\$12.5M	\$14.3M	\$12.5M
Percent Change from Prior Year	9%	-10%	19%	4%	31%	30%	5%	8%	-5%	-40%	-10%	10%	63%

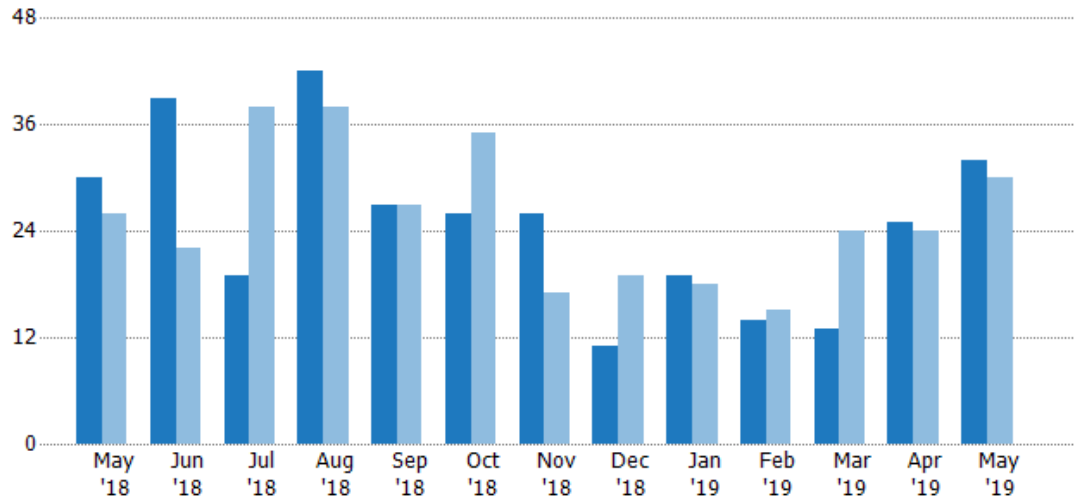
Closed Sales

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.
May '19	32	6.7%
May '18	30	15.4%
May '17	26	11.5%



Current Year	30	39	19	42	27	26	26	11	19	14	13	25	32
Prior Year	26	22	38	38	27	35	17	19	18	15	24	24	30
Percent Change from Prior Year	15%	77%	-50%	11%	0%	-26%	53%	-42%	6%	-7%	-46%	4%	7%

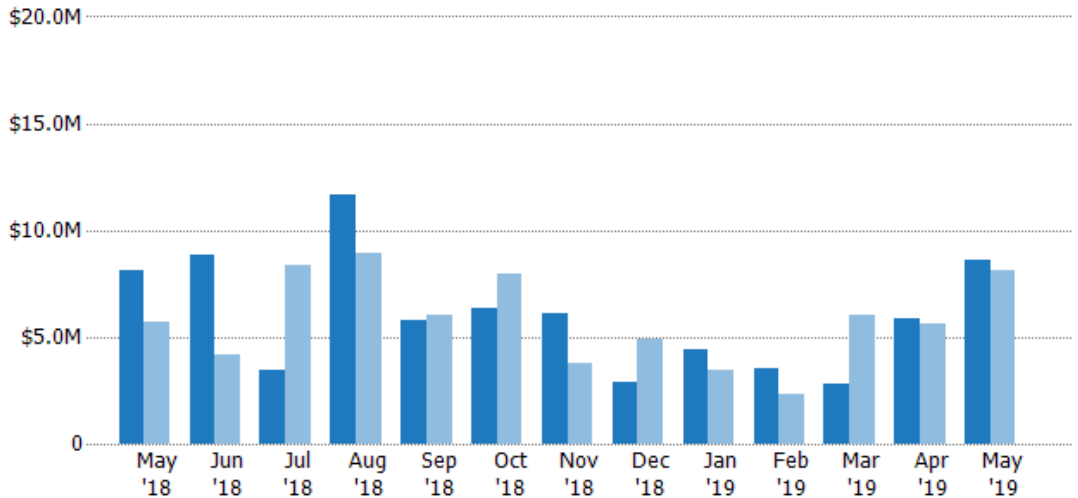
Closed Sales Volume

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.
May '19	\$8.61M	6.4%
May '18	\$8.09M	42.4%
May '17	\$5.68M	6.4%



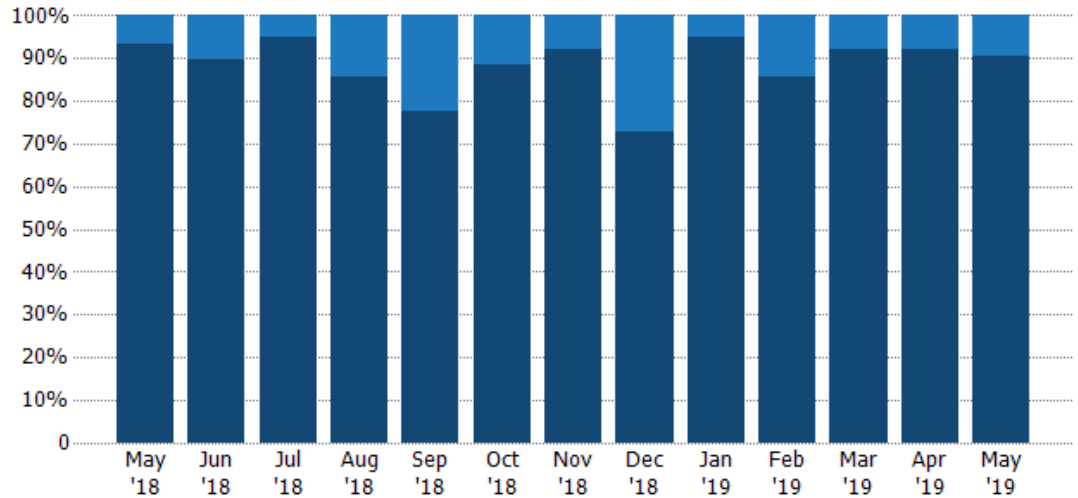
Current Year	\$8.09M	\$8.86M	\$3.45M	\$11.7M	\$5.77M	\$6.39M	\$6.13M	\$2.88M	\$4.44M	\$3.53M	\$2.79M	\$5.82M	\$8.61M
Prior Year	\$5.68M	\$4.14M	\$8.38M	\$8.95M	\$5.99M	\$7.99M	\$3.8M	\$4.87M	\$3.45M	\$2.35M	\$6.01M	\$5.62M	\$8.09M
Percent Change from Prior Year	42%	114%	-59%	31%	-4%	-20%	61%	-41%	29%	50%	-54%	4%	6%

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

7% 10% 5% 14% 22% 12% 8% 27% 5% 14% 8% 8% 9%

Single Family Residence

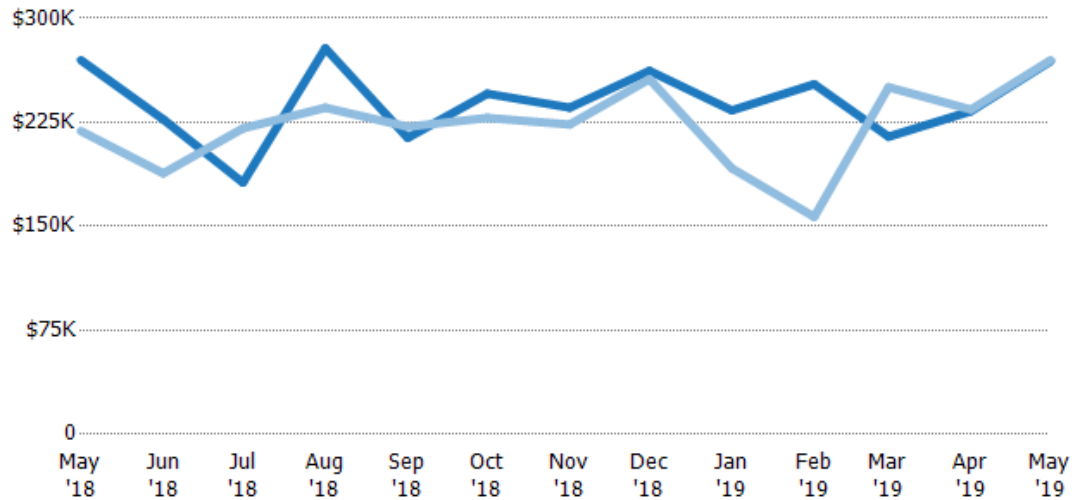
93% 90% 95% 86% 78% 88% 92% 73% 95% 86% 92% 92% 91%

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

\$270K \$227K \$181K \$278K \$214K \$246K \$236K \$262K \$234K \$252K \$215K \$233K \$269K

Prior Year

\$219K \$188K \$221K \$235K \$222K \$228K \$223K \$256K \$192K \$157K \$250K \$234K \$270K

Percent Change from Prior Year

23% 21% -18% 18% -4% 8% 5% 2% 22% 61% -14% 0% 0%

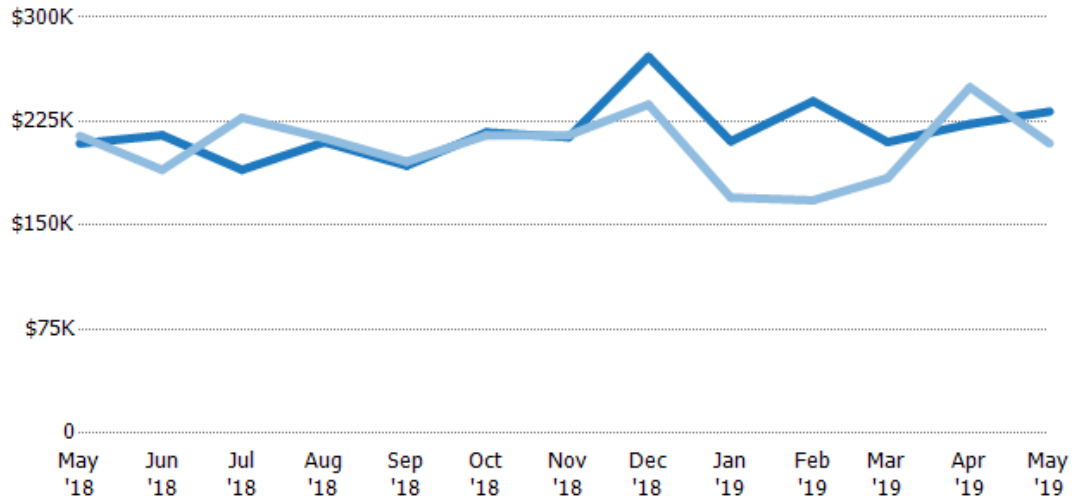
Median Sales Price

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.
May '19	\$232K	11%
May '18	\$209K	-2.5%
May '17	\$214K	-3.1%



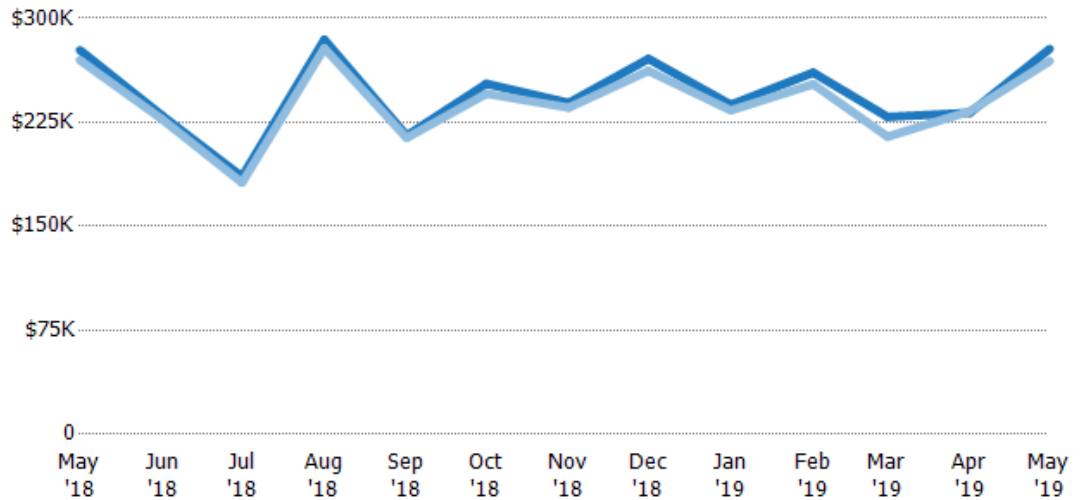
Current Year	\$209K	\$215K	\$190K	\$210K	\$193K	\$217K	\$213K	\$272K	\$211K	\$240K	\$210K	\$223K	\$232K
Prior Year	\$214K	\$190K	\$228K	\$213K	\$196K	\$215K	\$215K	\$237K	\$170K	\$168K	\$184K	\$250K	\$209K
Percent Change from Prior Year	-3%	13%	-16%	-1%	-1%	1%	-1%	15%	24%	43%	14%	-11%	11%

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



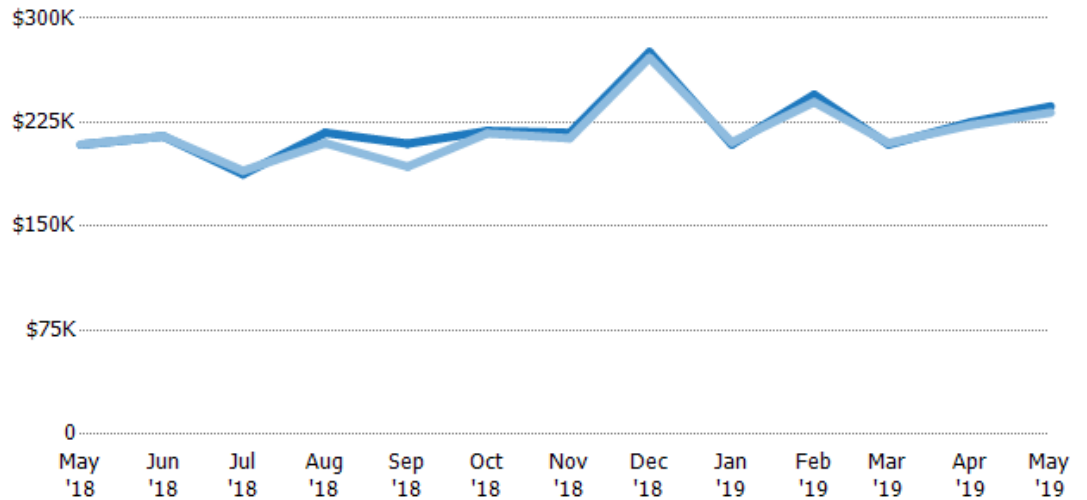
Avg List Price	\$277K	\$230K	\$186K	\$285K	\$215K	\$253K	\$239K	\$271K	\$238K	\$261K	\$229K	\$232K	\$278K
Avg Sales Price	\$270K	\$227K	\$181K	\$278K	\$214K	\$246K	\$236K	\$262K	\$234K	\$252K	\$215K	\$233K	\$269K
Avg Sales Price as a % of Avg List Price	97%	99%	98%	98%	99%	97%	99%	97%	98%	97%	94%	100%	97%

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

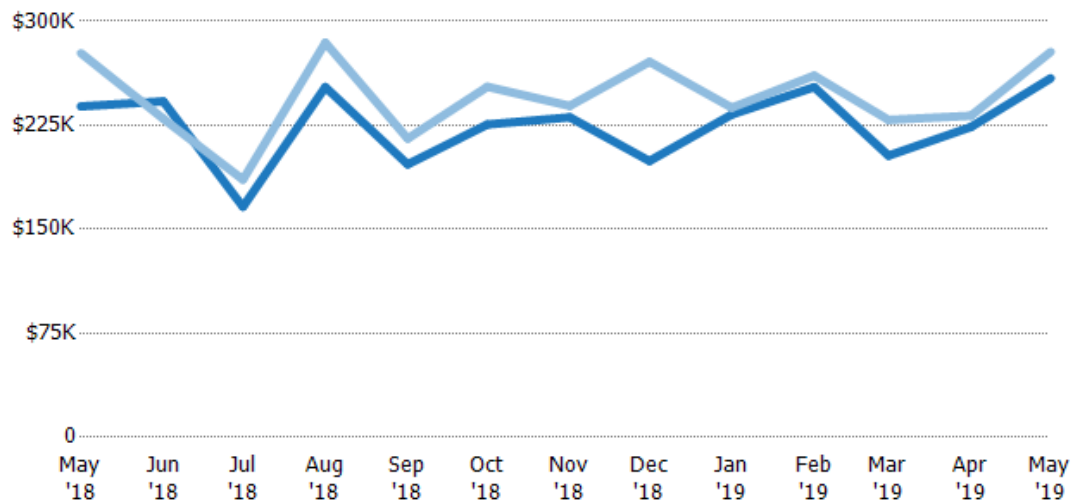


Average Sales Price vs Average Est Value

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

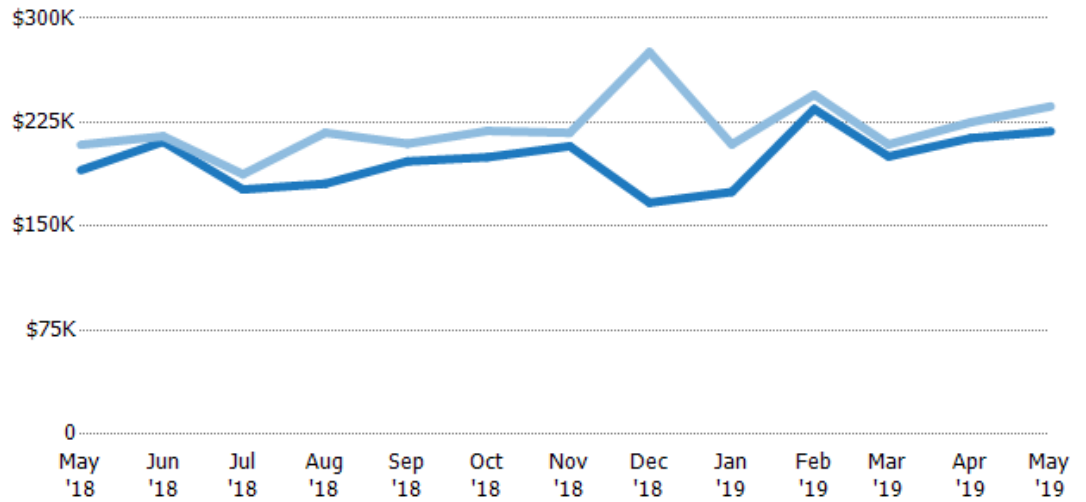


Median Sales Price vs Median Est Value

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



Median Est Value	\$190K	\$211K	\$177K	\$181K	\$197K	\$200K	\$208K	\$167K	\$175K	\$235K	\$200K	\$214K	\$218K
Median Sales Price	\$209K	\$215K	\$188K	\$217K	\$210K	\$219K	\$217K	\$276K	\$209K	\$245K	\$209K	\$225K	\$236K
Med Sales Price as a % of Med Est Value	110%	102%	106%	120%	106%	110%	105%	165%	120%	104%	104%	105%	108%