

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	50	46	+8.7%	213	225	-5.3%
New Listing Volume	\$12,924,712	\$13,366,476	-3.3%	\$58,287,805	\$61,863,966	-5.8%
Active Listing Count	134	166	-19.3%	N/A	N/A	
Active Listing Volume	\$44,757,663	\$49,672,397	-9.9%	N/A	N/A	
Average Listing Price	\$334,012	\$299,231	+11.6%	\$326,281	\$284,563	+14.7%
Median Listing Price	\$275,000	\$268,800	+2.3%	\$274,094	\$264,260	+3.7%
Median Days in RPR	77.5	81	-4.3%	134.54	137.78	-2.4%
Months of Inventory	4.1	5.4	-24.2%	5.7	7.4	-23.4%
Absorption Rate	24.63%	18.67%	+6%	17.67%	13.54%	+4.1%
Sales Activity Charts Metrics						
New Pending Sales Count	48	35	+37.1%	212	177	+19.8%
New Pending Sales Volume	\$11,434,326	\$9,640,954	+18.6%	\$53,931,956	\$42,678,161	+26.4%
Pending Sales Count	75	50	+50%	N/A	N/A	
Pending Sales Volume	\$18,171,621	\$12,924,059	+40.6%	N/A	N/A	
Closed Sales Count	34	38	-10.5%	138	150	-8%
Closed Sales Volume	\$9,962,717	\$8,706,452	+14.4%	\$35,525,646	\$34,321,700	+3.5%
Average Sales Price	\$293,021	\$229,117	+27.9%	\$257,432	\$228,811	+12.5%
Median Sales Price	\$271,500	\$214,900	+26.3%	\$236,551	\$203,101	+16.5%

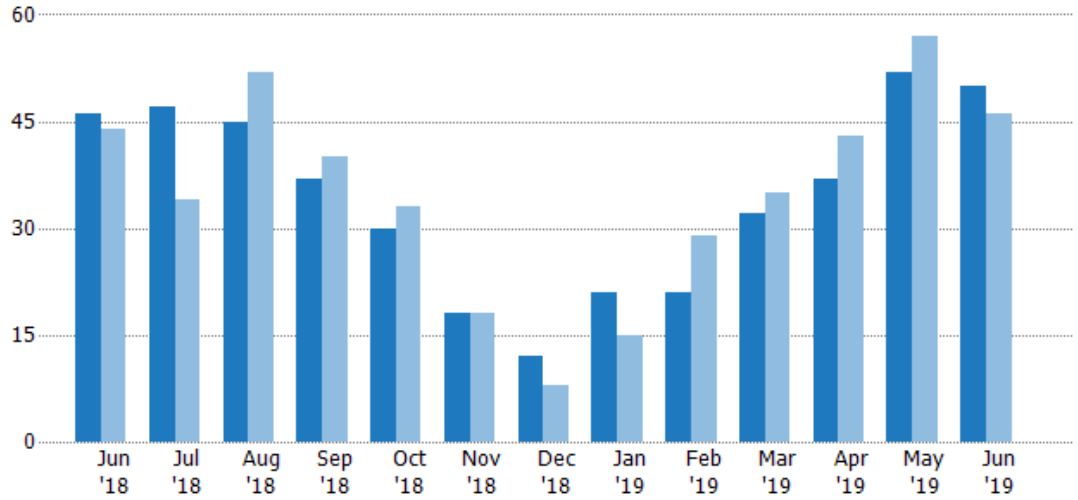
New Listings

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.
Jun '19	50	8.7%
Jun '18	46	4.5%
Jun '17	44	-2.3%



Current Year	46	47	45	37	30	18	12	21	21	32	37	52	50
Prior Year	44	34	52	40	33	18	8	15	29	35	43	57	46
Percent Change from Prior Year	5%	38%	-13%	-8%	-9%	0%	50%	40%	-28%	-9%	-14%	-9%	9%

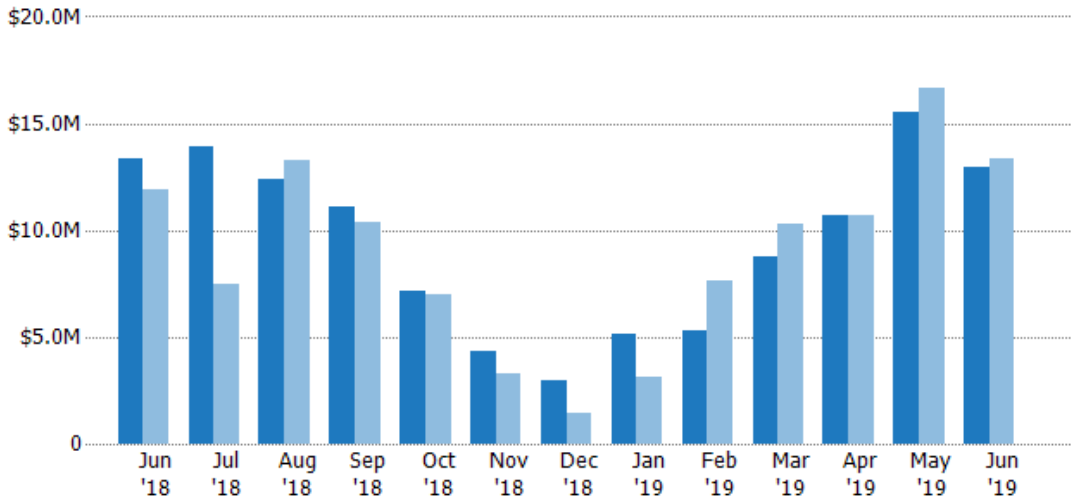
New Listing Volume

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.
Jun '19	\$12.9M	-3.3%
Jun '18	\$13.4M	12.2%
Jun '17	\$11.9M	2.3%



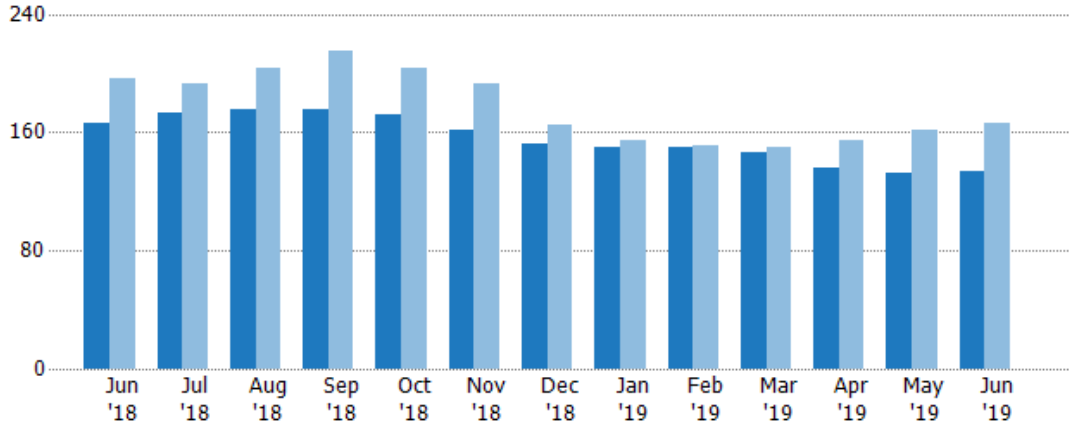
Current Year	\$13.4M	\$13.9M	\$12.4M	\$11.1M	\$7.15M	\$4.32M	\$2.95M	\$5.12M	\$5.28M	\$8.78M	\$10.7M	\$15.5M	\$12.9M
Prior Year	\$11.9M	\$7.51M	\$13.3M	\$10.4M	\$6.98M	\$3.3M	\$1.41M	\$3.14M	\$7.61M	\$10.3M	\$10.7M	\$16.7M	\$13.4M
Percent Change from Prior Year	12%	85%	-7%	7%	2%	31%	109%	63%	-31%	-15%	0%	-7%	-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



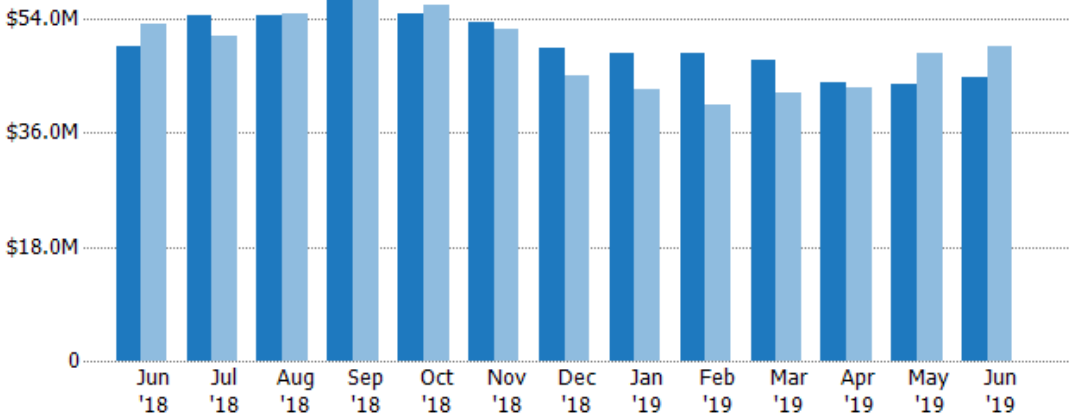
Month/Year	Count	% Chg.
Jun '19	134	-19.3%
Jun '18	166	-15.7%
Jun '17	197	9.1%

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.
Jun '19	\$44.8M	-9.9%
Jun '18	\$49.7M	-6.4%
Jun '17	\$53M	15.2%

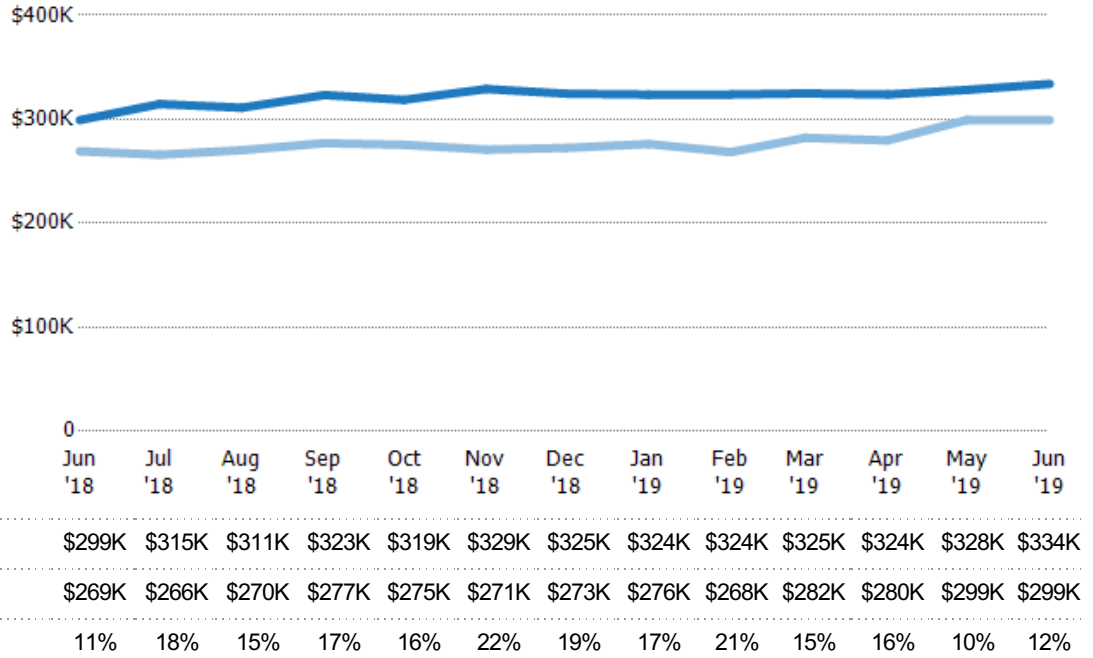
Average Listing Price

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.
Jun '19	\$334K	11.6%
Jun '18	\$299K	11.1%
Jun '17	\$269K	5.5%



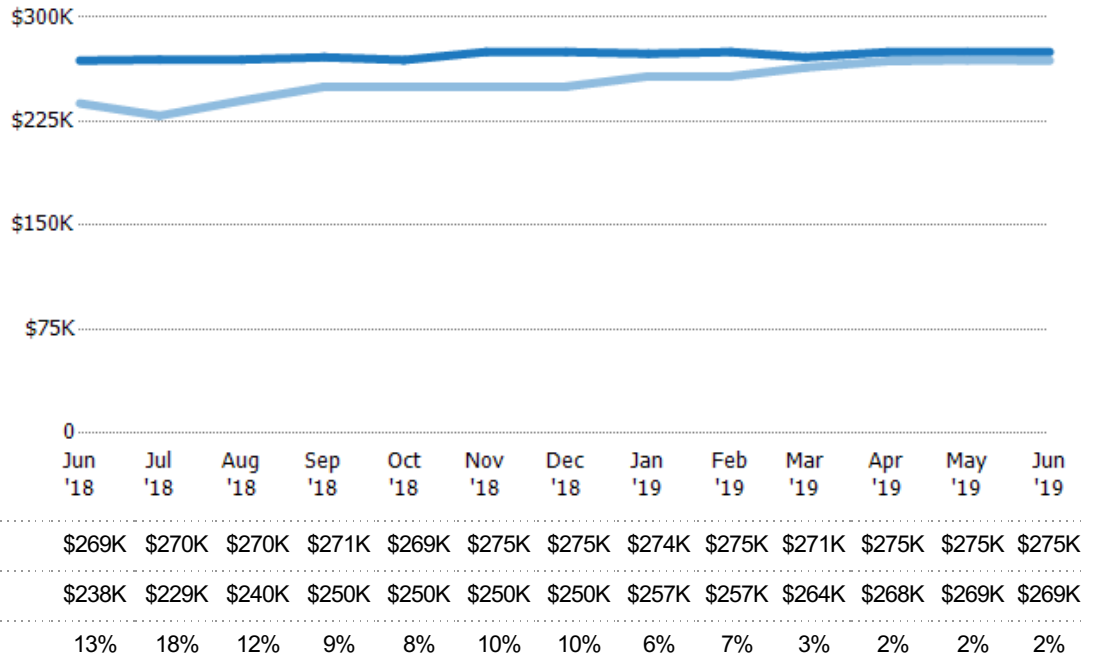
Median Listing Price

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.
Jun '19	\$275K	2.3%
Jun '18	\$269K	13%
Jun '17	\$238K	-3.7%

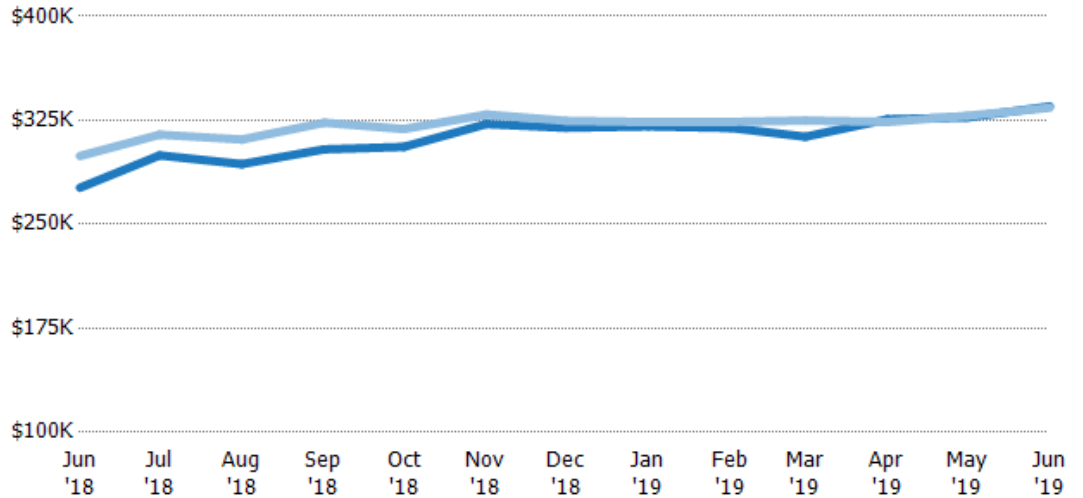


Average Listing Price vs Average Est Value

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



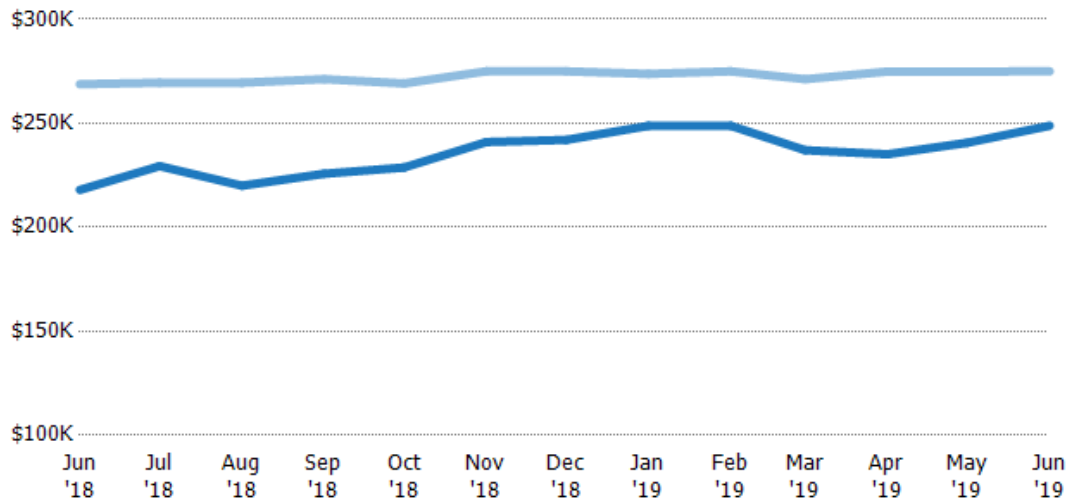
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$276K	\$300K	\$293K	\$304K	\$306K	\$322K	\$320K	\$321K	\$319K	\$313K	\$326K	\$327K	\$335K
Avg Listing Price	\$299K	\$315K	\$311K	\$323K	\$319K	\$329K	\$325K	\$324K	\$324K	\$325K	\$324K	\$328K	\$334K
Avg Listing Price as a % of Avg Est Value	108%	105%	106%	106%	104%	102%	102%	101%	101%	104%	99%	100%	100%

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



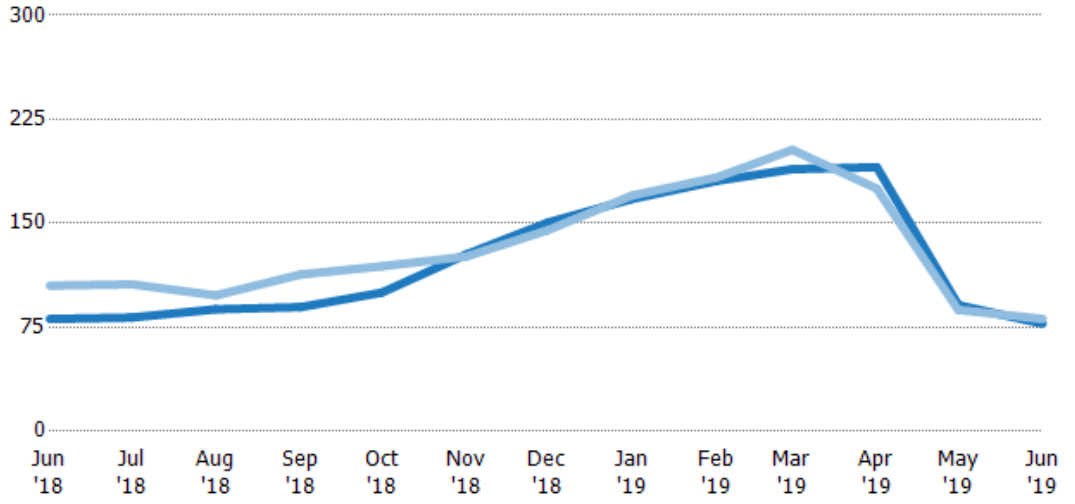
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$218K	\$229K	\$220K	\$226K	\$229K	\$241K	\$242K	\$249K	\$249K	\$237K	\$235K	\$241K	\$249K
Median Listing Price	\$269K	\$270K	\$270K	\$271K	\$269K	\$275K	\$275K	\$274K	\$275K	\$271K	\$275K	\$275K	\$275K
Med Listing Price as a % of Med Est Value	123%	117%	123%	120%	118%	114%	114%	110%	111%	114%	117%	114%	111%

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.
Jun '19	77.5	-4.3%
Jun '18	81	-22.9%
Jun '17	105	-11.4%

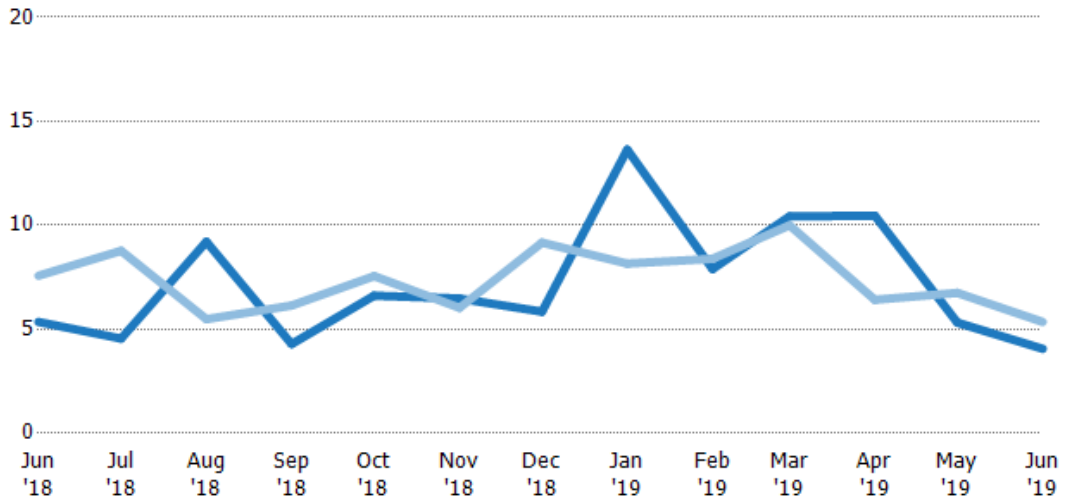
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	81	82	88	89.5	100	128	151	168	181	189	191	91	77.5
Prior Year	105	106	98	113	119	126	145	170	183	203	175	87.5	81
Percent Change from Prior Year	-23%	-23%	-10%	-21%	-16%	1%	4%	-1%	-1%	-7%	9%	4%	-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.
Jun '19	4.06	-24.2%
Jun '18	5.35	-29.3%
Jun '17	7.58	-2.2%

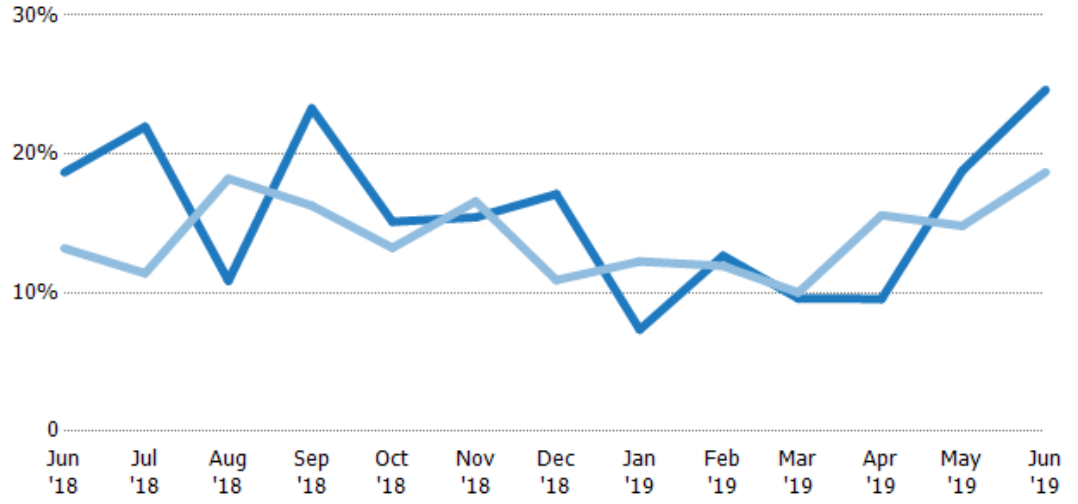
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	5.35	4.55	9.21	4.29	6.62	6.48	5.85	13.6	7.89	10.4	10.5	5.32	4.06
Prior Year	7.58	8.77	5.49	6.14	7.56	6.03	9.17	8.16	8.39	10	6.42	6.75	5.35
Percent Change from Prior Year	-29%	-48%	68%	-30%	-12%	7%	-36%	67%	-6%	4%	63%	-21%	-24%

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.
Jun '19	25%	-6%
Jun '18	19%	-5.5%
Jun '17	13%	2.2%

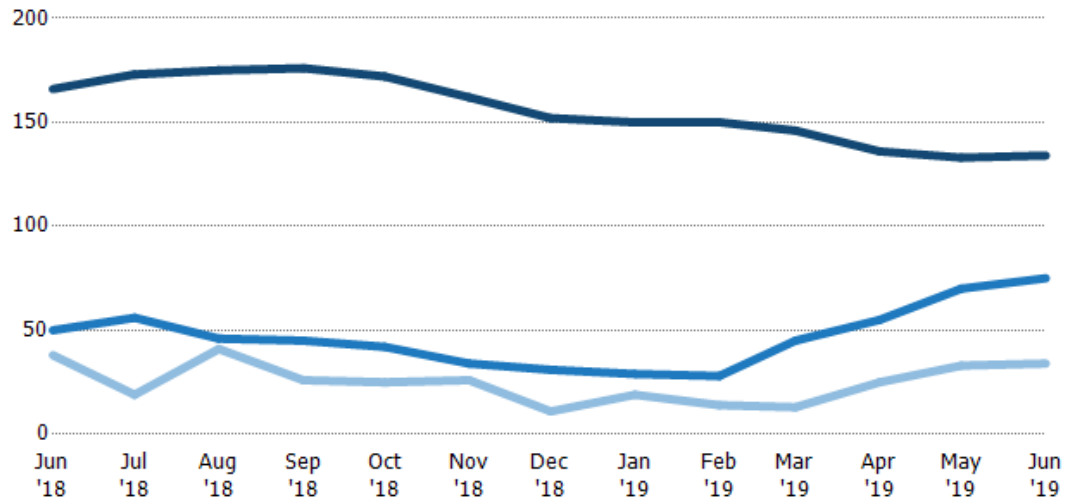
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	19%	22%	11%	23%	15%	15%	17%	7%	13%	10%	10%	19%	25%
Prior Year	13%	11%	18%	16%	13%	17%	11%	12%	12%	10%	16%	15%	19%
Change from Prior Year	-5%	-11%	7%	-7%	-2%	1%	-6%	5%	-1%	0%	6%	-4%	-6%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	166	173	175	176	172	162	152	150	150	146	136	133	134
Pending	50	56	46	45	42	34	31	29	28	45	55	70	75
Sold	38	19	41	26	25	26	11	19	14	13	25	33	34

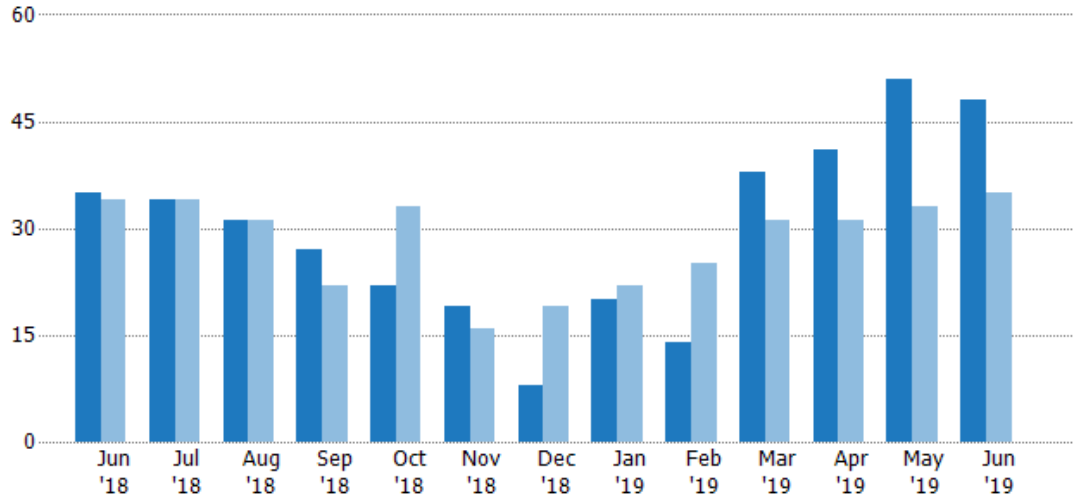
New Pending Sales

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.
Jun '19	48	37.1%
Jun '18	35	2.9%
Jun '17	34	-8.8%



Current Year	35	34	31	27	22	19	8	20	14	38	41	51	48
Prior Year	34	34	31	22	33	16	19	22	25	31	31	33	35
Percent Change from Prior Year	3%	0%	0%	23%	-33%	19%	-58%	-9%	-44%	23%	32%	55%	37%

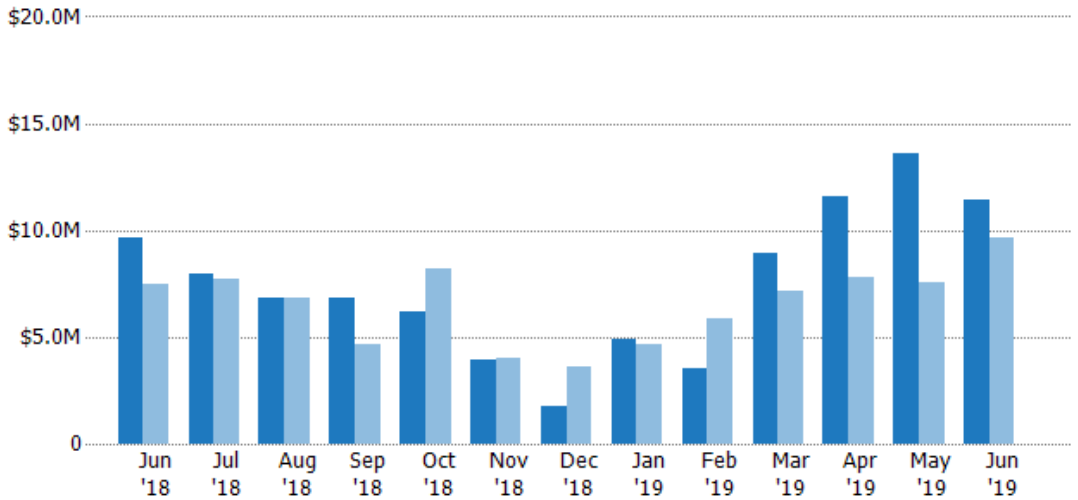
New Pending Sales Volume

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.
Jun '19	\$11.4M	18.6%
Jun '18	\$9.64M	29%
Jun '17	\$7.48M	-11.8%



Current Year	\$9.64M	\$7.98M	\$6.84M	\$6.85M	\$6.19M	\$3.9M	\$1.75M	\$4.87M	\$3.49M	\$8.95M	\$11.6M	\$13.6M	\$11.4M
Prior Year	\$7.48M	\$7.68M	\$6.84M	\$4.62M	\$8.17M	\$4.01M	\$3.6M	\$4.63M	\$5.88M	\$7.19M	\$7.78M	\$7.56M	\$9.64M
Percent Change from Prior Year	29%	4%	0%	48%	-24%	-3%	-51%	5%	-41%	25%	49%	80%	19%

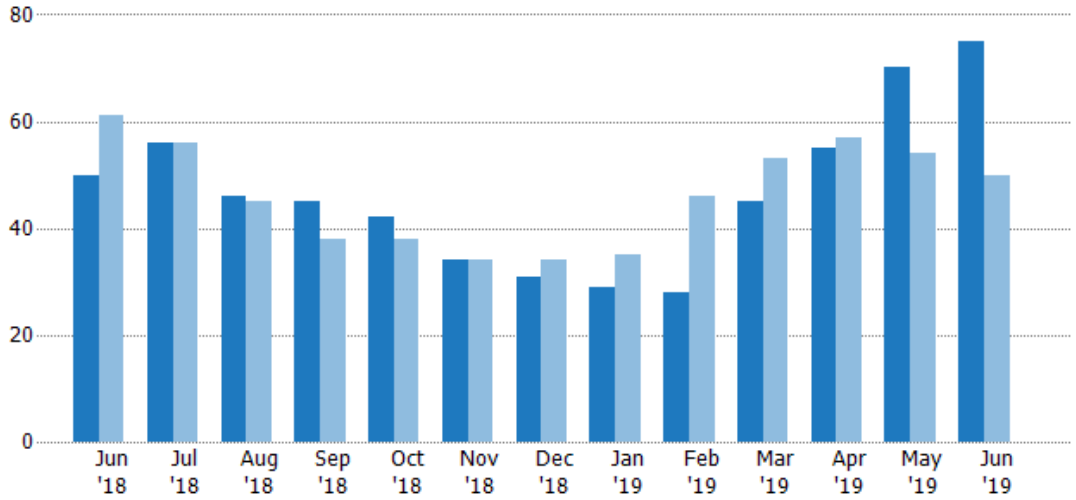
Pending Sales

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.
Jun '19	75	50%
Jun '18	50	-18%
Jun '17	61	11.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	50	56	46	45	42	34	31	29	28	45	55	70	75
Prior Year	61	56	45	38	38	34	34	35	46	53	57	54	50
Percent Change from Prior Year	-18%	0%	2%	18%	11%	0%	-9%	-17%	-39%	-15%	-4%	30%	50%

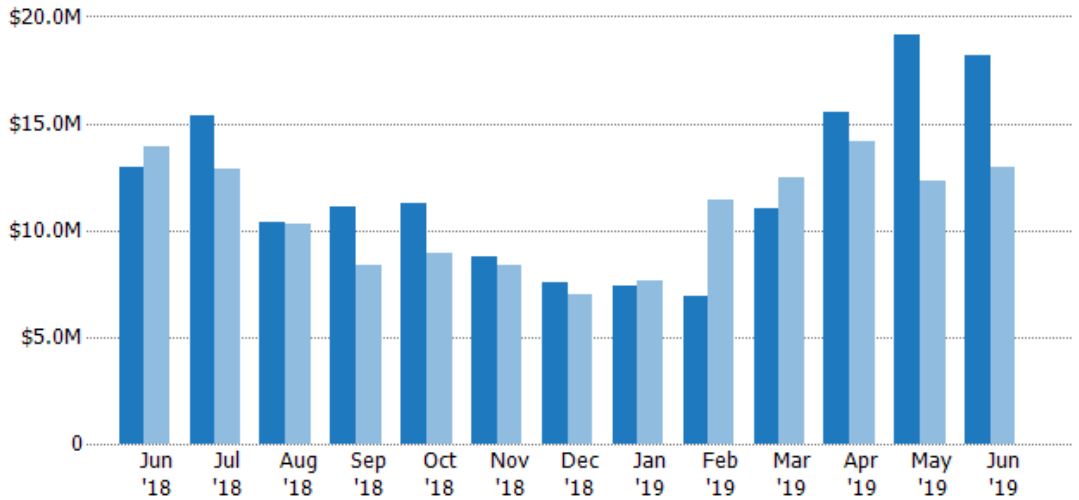
Pending Sales Volume

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.
Jun '19	\$18.2M	40.6%
Jun '18	\$12.9M	-7.3%
Jun '17	\$13.9M	11.7%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$12.9M	\$15.3M	\$10.4M	\$11.1M	\$11.2M	\$8.8M	\$7.57M	\$7.42M	\$6.89M	\$11.1M	\$15.5M	\$19.2M	\$18.2M
Prior Year	\$13.9M	\$12.9M	\$10.3M	\$8.35M	\$8.9M	\$8.39M	\$7.02M	\$7.63M	\$11.4M	\$12.5M	\$14.1M	\$12.3M	\$12.9M
Percent Change from Prior Year	-7%	19%	0%	33%	26%	5%	8%	-3%	-40%	-11%	10%	55%	41%

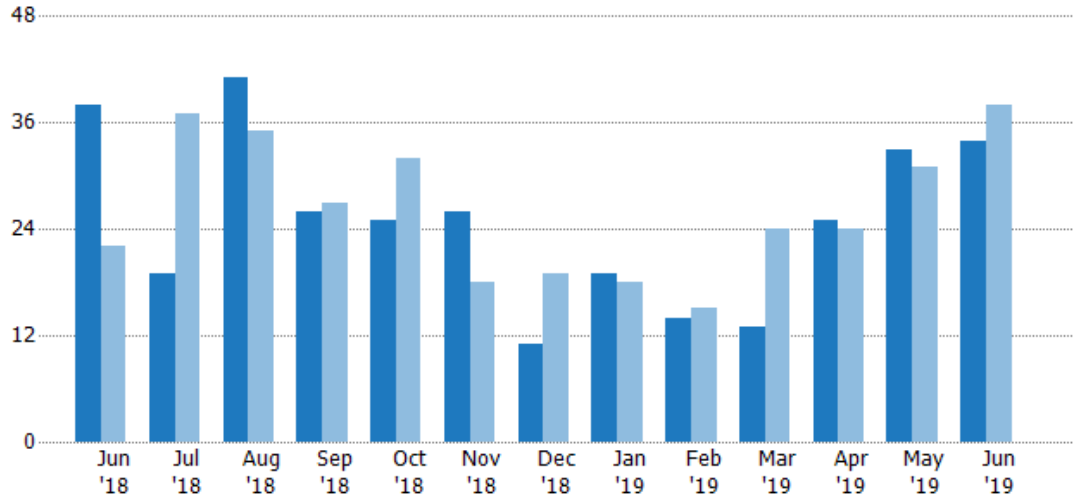
Closed Sales

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.
Jun '19	34	-10.5%
Jun '18	38	72.7%
Jun '17	22	45.5%



Current Year	38	19	41	26	25	26	11	19	14	13	25	33	34
Prior Year	22	37	35	27	32	18	19	18	15	24	24	31	38
Percent Change from Prior Year	73%	-49%	17%	-4%	-22%	44%	-42%	6%	-7%	-46%	4%	6%	-11%

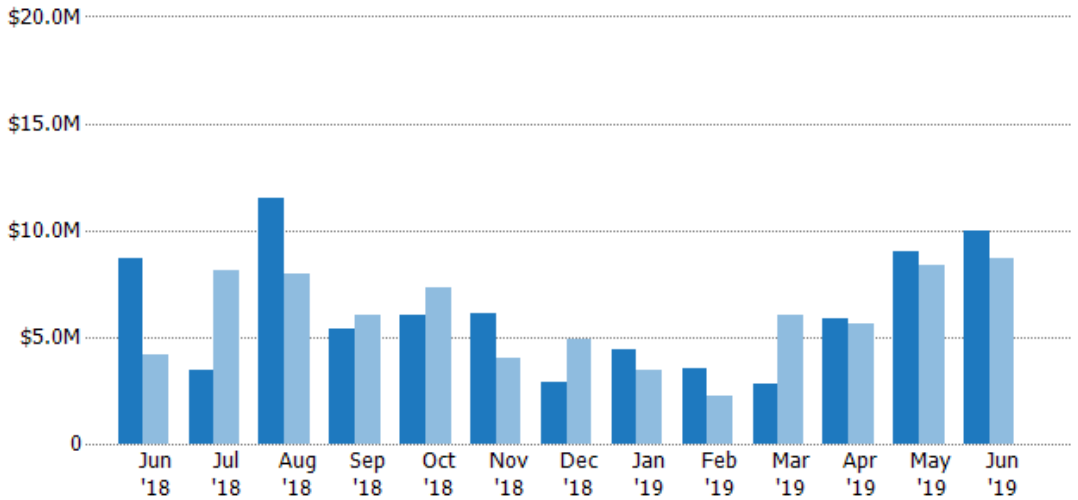
Closed Sales Volume

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.
Jun '19	\$9.96M	14.4%
Jun '18	\$8.71M	110.3%
Jun '17	\$4.14M	83.1%



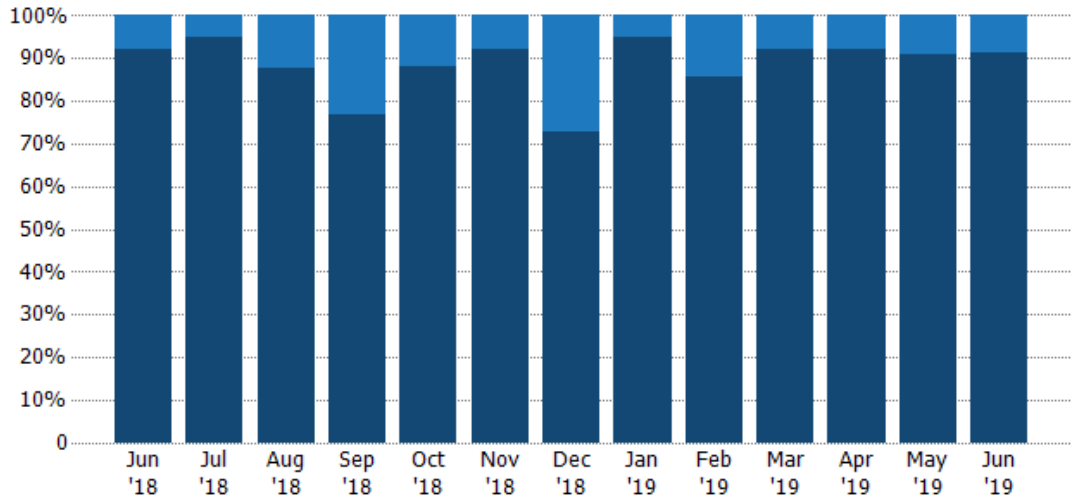
Current Year	\$8.71M	\$3.45M	\$11.5M	\$5.39M	\$6M	\$6.13M	\$2.88M	\$4.44M	\$3.53M	\$2.79M	\$5.82M	\$8.98M	\$9.96M
Prior Year	\$4.14M	\$8.15M	\$7.96M	\$5.99M	\$7.33M	\$4.05M	\$4.87M	\$3.45M	\$2.21M	\$6.01M	\$5.62M	\$8.33M	\$8.71M
Percent Change from Prior Year	110%	-58%	45%	-10%	-18%	51%	-41%	29%	60%	-54%	4%	8%	14%

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



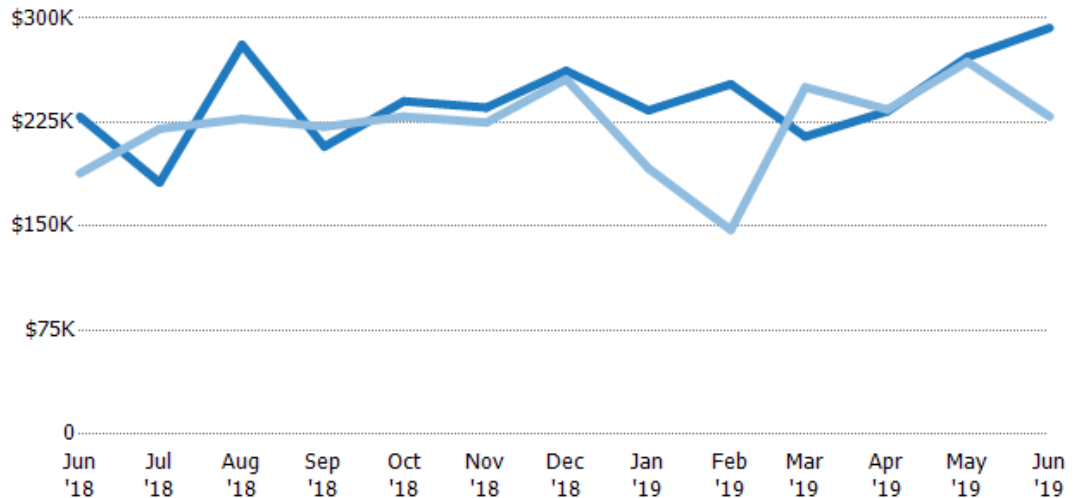
Condo/Townhouse	8%	5%	12%	23%	12%	8%	27%	5%	14%	8%	8%	9%	9%
Single Family Residence	92%	95%	88%	77%	88%	92%	73%	95%	86%	92%	92%	91%	91%

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



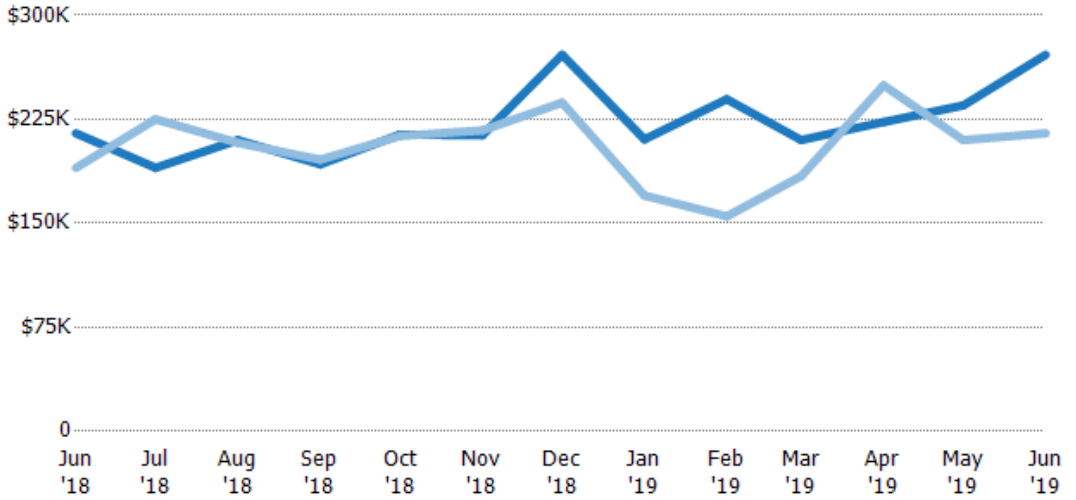
Current Year	\$229K	\$181K	\$281K	\$207K	\$240K	\$236K	\$262K	\$234K	\$252K	\$215K	\$233K	\$272K	\$293K
Prior Year	\$188K	\$220K	\$227K	\$222K	\$229K	\$225K	\$256K	\$192K	\$147K	\$250K	\$234K	\$269K	\$229K
Percent Change from Prior Year	22%	-18%	24%	-6%	5%	5%	2%	22%	71%	-14%	0%	1%	28%

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



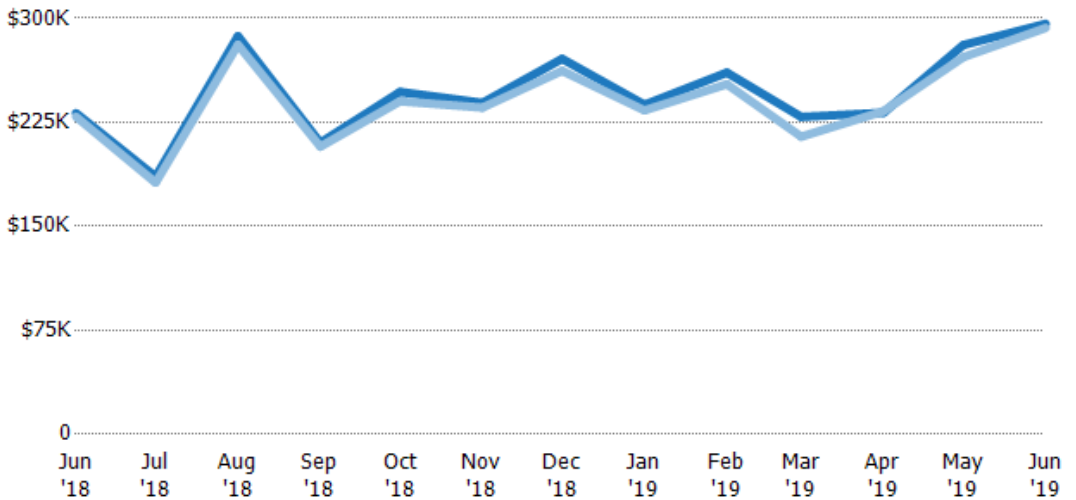
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$215K	\$190K	\$210K	\$193K	\$214K	\$213K	\$272K	\$211K	\$240K	\$210K	\$223K	\$235K	\$272K
Prior Year	\$190K	\$225K	\$208K	\$196K	\$213K	\$217K	\$237K	\$170K	\$155K	\$184K	\$250K	\$210K	\$215K
Percent Change from Prior Year	13%	-16%	1%	-2%	0%	-2%	15%	24%	55%	14%	-11%	12%	26%

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



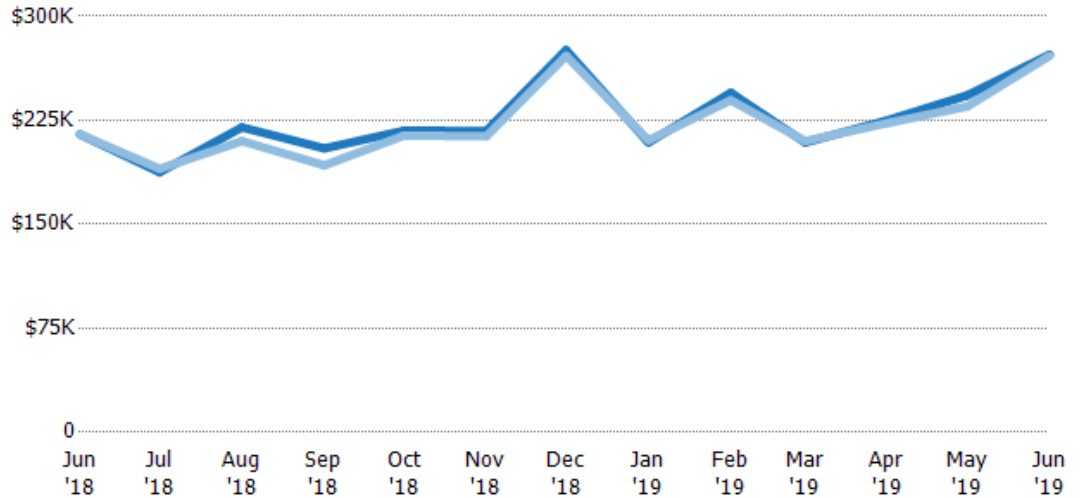
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	\$232K	\$186K	\$287K	\$210K	\$247K	\$239K	\$271K	\$238K	\$261K	\$229K	\$232K	\$281K	\$296K
Avg Sales Price	\$229K	\$181K	\$281K	\$207K	\$240K	\$236K	\$262K	\$234K	\$252K	\$215K	\$233K	\$272K	\$293K
Avg Sales Price as a % of Avg List Price	99%	98%	98%	99%	97%	99%	97%	98%	97%	94%	100%	97%	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



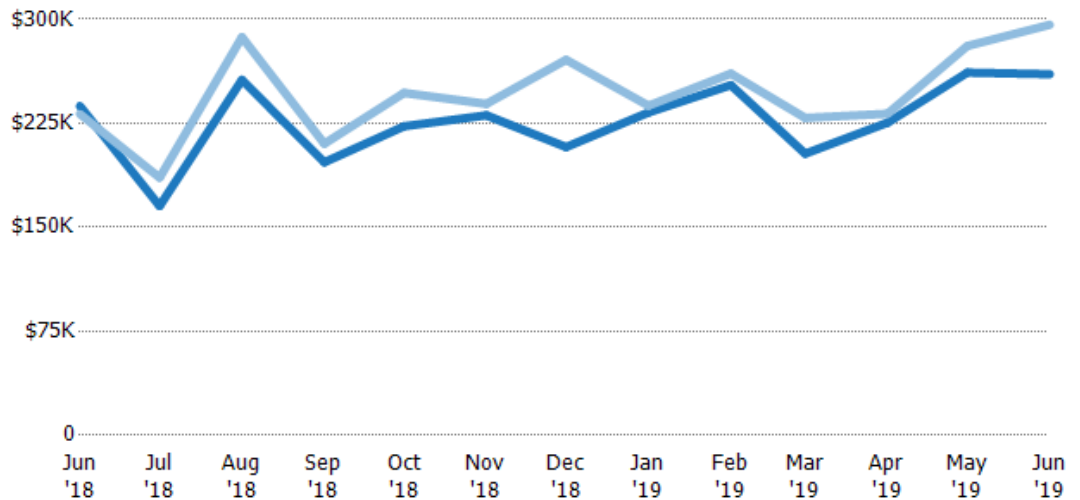
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$215K	\$188K	\$220K	\$205K	\$218K	\$217K	\$276K	\$209K	\$245K	\$209K	\$225K	\$243K	\$272K
Median Sales Price	\$215K	\$190K	\$210K	\$193K	\$214K	\$213K	\$272K	\$211K	\$240K	\$210K	\$223K	\$235K	\$272K
Med Sales Price as a % of Med List Price	100%	101%	95%	94%	98%	98%	99%	101%	98%	100%	99%	97%	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



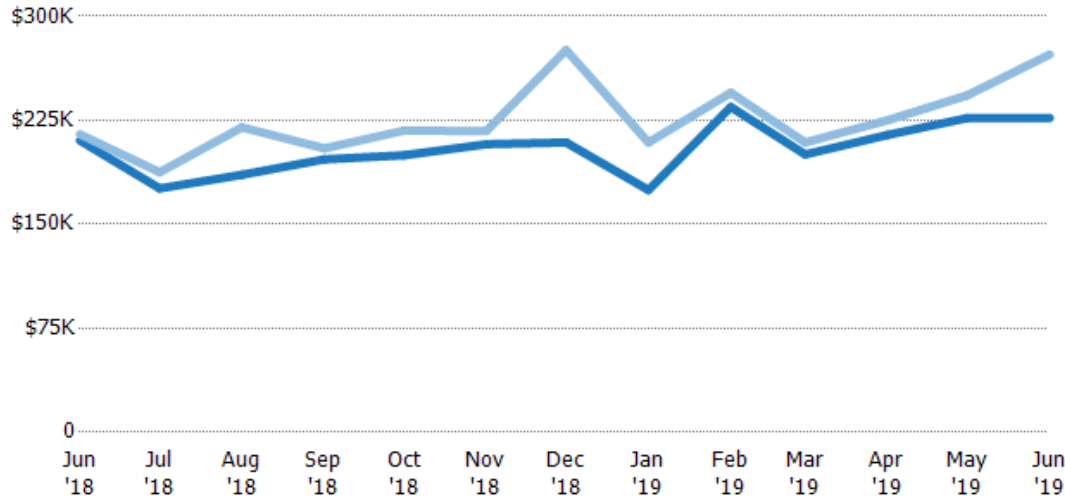
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$237K	\$165K	\$256K	\$197K	\$223K	\$231K	\$208K	\$233K	\$253K	\$203K	\$225K	\$262K	\$260K
Avg Sales Price	\$232K	\$186K	\$287K	\$210K	\$247K	\$239K	\$271K	\$238K	\$261K	\$229K	\$232K	\$281K	\$296K
Avg Sales Price as a % of Avg Est Value	98%	112%	112%	107%	111%	104%	130%	102%	103%	113%	103%	107%	114%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$210K	\$176K	\$186K	\$197K	\$200K	\$208K	\$209K	\$175K	\$235K	\$200K	\$214K	\$227K	\$227K
Median Sales Price	\$215K	\$188K	\$220K	\$205K	\$218K	\$217K	\$276K	\$209K	\$245K	\$209K	\$225K	\$243K	\$272K
Med Sales Price as a % of Med Est Value	102%	107%	118%	104%	109%	105%	132%	120%	104%	104%	105%	107%	120%