

## 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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	41	45	-8.9%	304	319	-4.7%
New Listing Volume	\$11,191,004	\$12,258,500	-8.7%	\$81,689,342	\$88,523,461	-7.7%
Active Listing Count	148	173	-14.5%	N/A	N/A	
Active Listing Volume	\$47,342,281	\$53,697,288	-11.8%	N/A	N/A	
Average Listing Price	\$319,880	\$310,389	+3.1%	\$320,670	\$292,924	+9.5%
Median Listing Price	\$266,900	\$269,500	-1%	\$267,938	\$265,857	+0.8%
Median Days in RPR	81.5	86	-5.2%	115.94	116.75	-0.7%
Months of Inventory	3.4	8.7	-60.2%	5.4	6.3	-13.8%
Absorption Rate	29.05%	11.56%	+17.5%	18.35%	15.82%	+2.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	38	31	+22.6%	289	241	+19.9%
New Pending Sales Volume	\$9,790,265	\$6,836,904	+43.2%	\$72,435,236	\$57,147,466	+26.8%
Pending Sales Count	60	46	+30.4%	N/A	N/A	
Pending Sales Volume	\$15,207,601	\$10,381,505	+46.5%	N/A	N/A	
Closed Sales Count	35	41	-14.6%	217	212	+2.4%
Closed Sales Volume	\$7,793,625	\$11,517,150	-32.3%	\$53,805,619	\$49,662,394	+8.3%
Average Sales Price	\$222,675	\$280,906	-20.7%	\$247,952	\$234,257	+5.8%
Median Sales Price	\$219,000	\$210,000	+4.3%	\$234,447	\$203,373	+15.3%

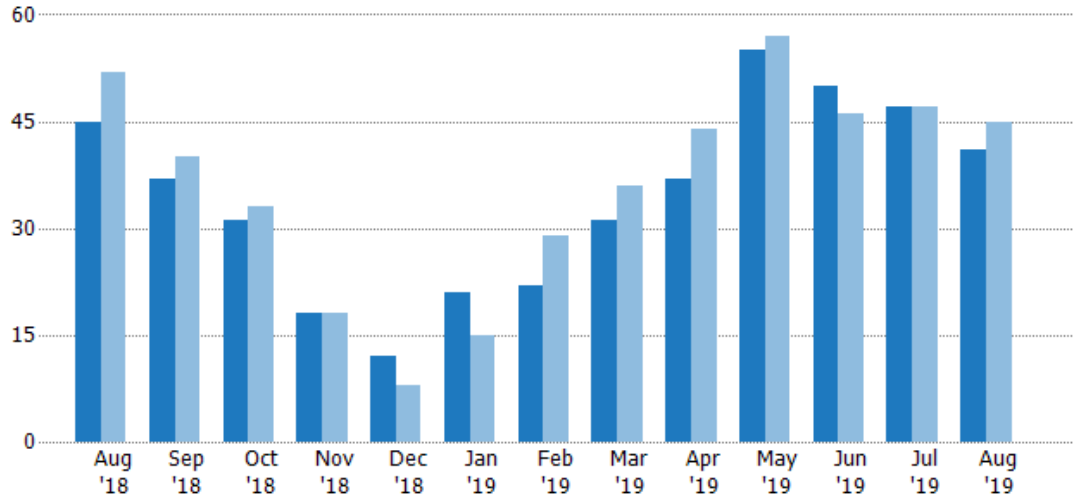
## New Listings

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.
Aug '19	41	-8.9%
Aug '18	45	-13.5%
Aug '17	52	-5.8%



Current Year	45	37	31	18	12	21	22	31	37	55	50	47	41
Prior Year	52	40	33	18	8	15	29	36	44	57	46	47	45
Percent Change from Prior Year	-13%	-8%	-6%	0%	50%	40%	-24%	-14%	-16%	-4%	9%	0%	-9%

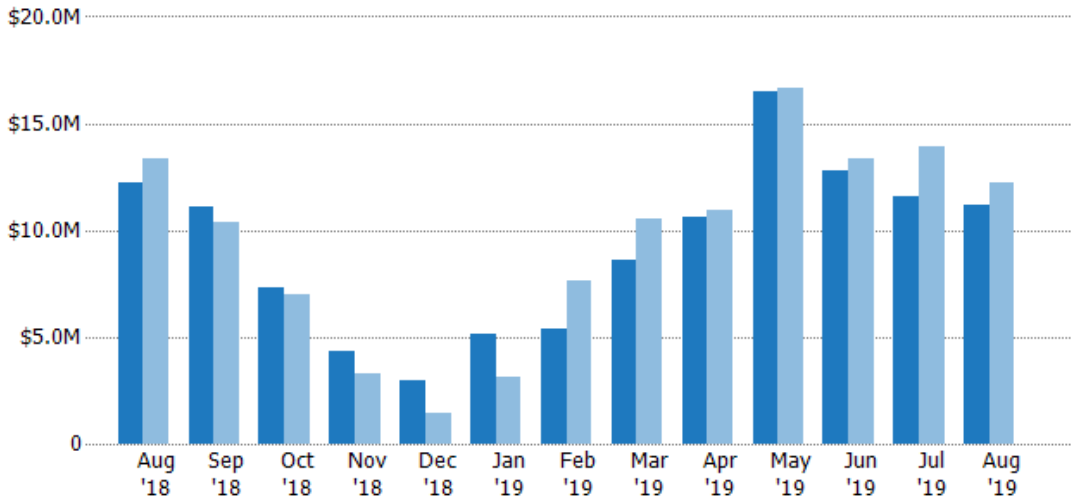
## New Listing Volume

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.
Aug '19	\$11.2M	-8.7%
Aug '18	\$12.3M	-8.1%
Aug '17	\$13.3M	-15.2%



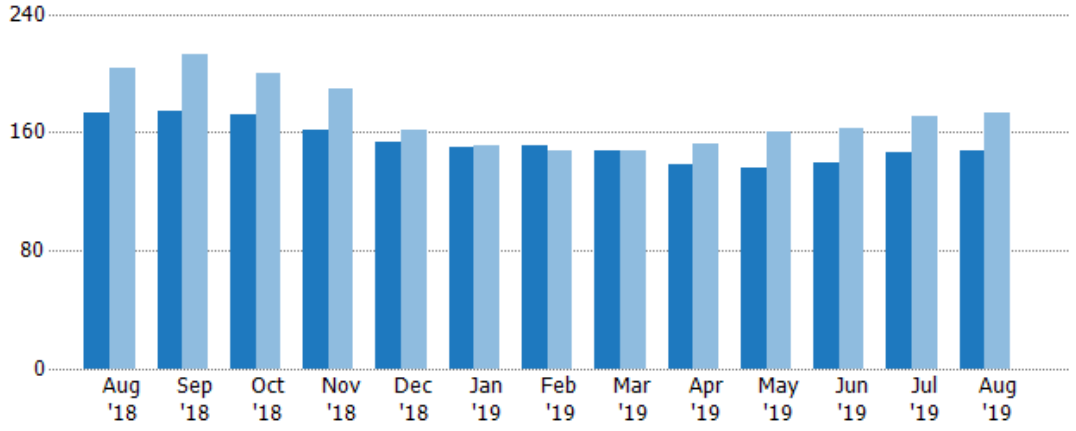
Current Year	\$12.3M	\$11.1M	\$7.28M	\$4.32M	\$2.95M	\$5.11M	\$5.41M	\$8.57M	\$10.6M	\$16.5M	\$12.8M	\$11.6M	\$11.2M
Prior Year	\$13.3M	\$10.4M	\$6.98M	\$3.3M	\$1.41M	\$3.14M	\$7.61M	\$10.6M	\$11M	\$16.7M	\$13.4M	\$13.9M	\$12.3M
Percent Change from Prior Year	-8%	7%	4%	31%	109%	63%	-29%	-19%	-3%	-1%	-4%	-17%	-9%

## 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



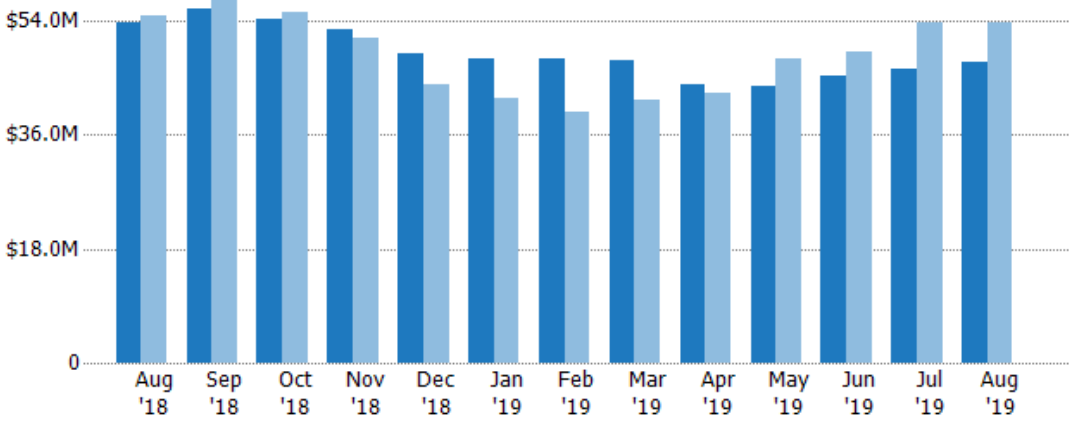
Month/Year	Count	% Chg.
Aug '19	148	-14.5%
Aug '18	173	-14.8%
Aug '17	203	12.8%

## 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.
Aug '19	\$47.3M	-11.8%
Aug '18	\$53.7M	-2.1%
Aug '17	\$54.9M	16.1%

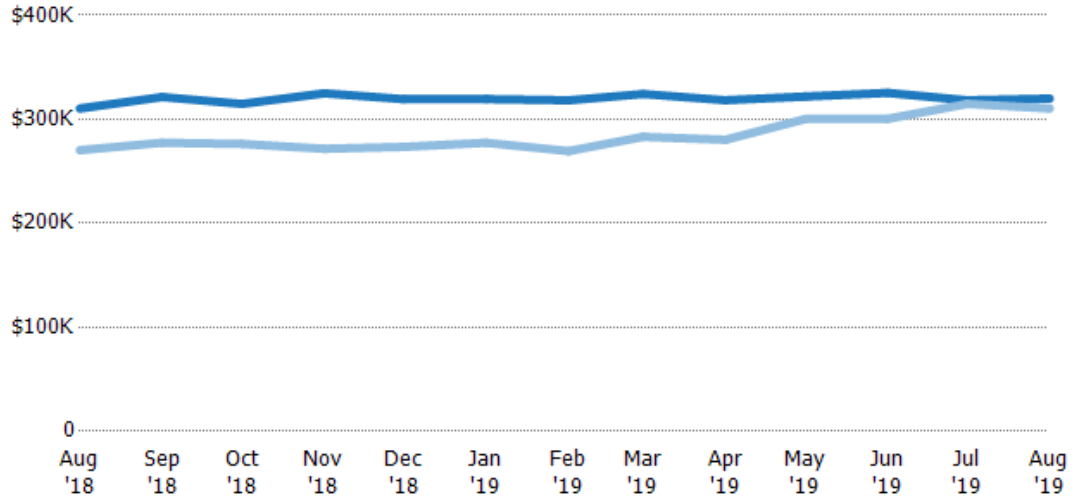
## Average Listing Price

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.
Aug '19	\$320K	3.1%
Aug '18	\$310K	14.8%
Aug '17	\$270K	2.9%



Current Year	\$310K	\$321K	\$315K	\$325K	\$319K	\$319K	\$318K	\$324K	\$318K	\$322K	\$325K	\$318K	\$320K
Prior Year	\$270K	\$277K	\$276K	\$272K	\$273K	\$277K	\$269K	\$283K	\$280K	\$300K	\$300K	\$315K	\$310K
Percent Change from Prior Year	15%	16%	14%	20%	17%	15%	18%	15%	14%	7%	8%	1%	3%

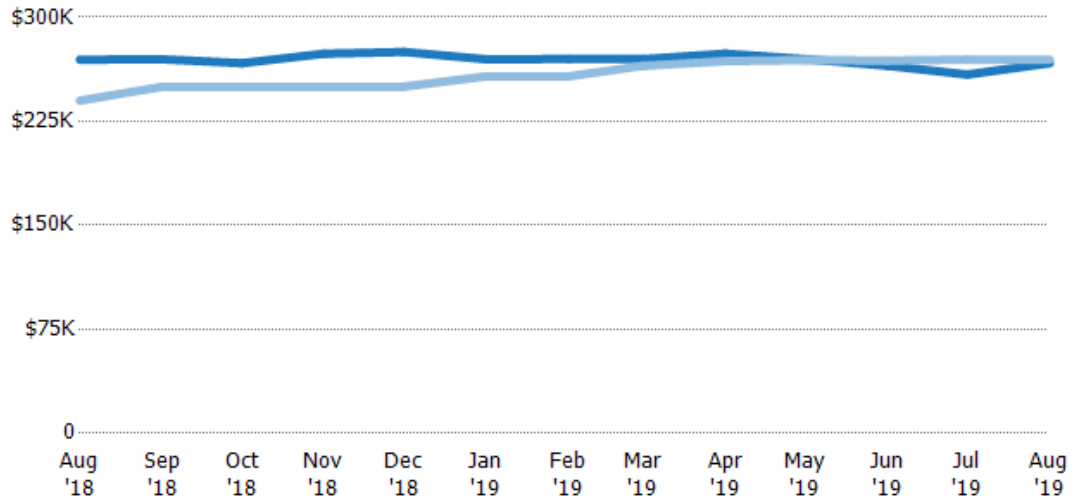
## Median Listing Price

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.
Aug '19	\$267K	-1%
Aug '18	\$270K	12.3%
Aug '17	\$240K	-4.5%



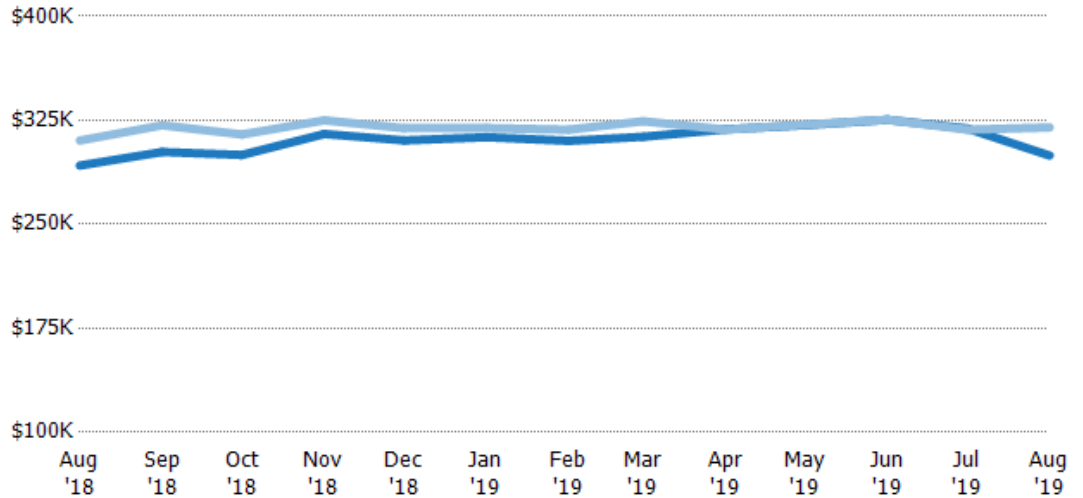
Current Year	\$270K	\$270K	\$267K	\$274K	\$275K	\$270K	\$270K	\$270K	\$274K	\$270K	\$265K	\$259K	\$267K
Prior Year	\$240K	\$250K	\$250K	\$250K	\$250K	\$257K	\$257K	\$265K	\$268K	\$269K	\$269K	\$270K	\$270K
Percent Change from Prior Year	12%	8%	7%	10%	10%	5%	5%	2%	2%	0%	-1%	-4%	-1%

## 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

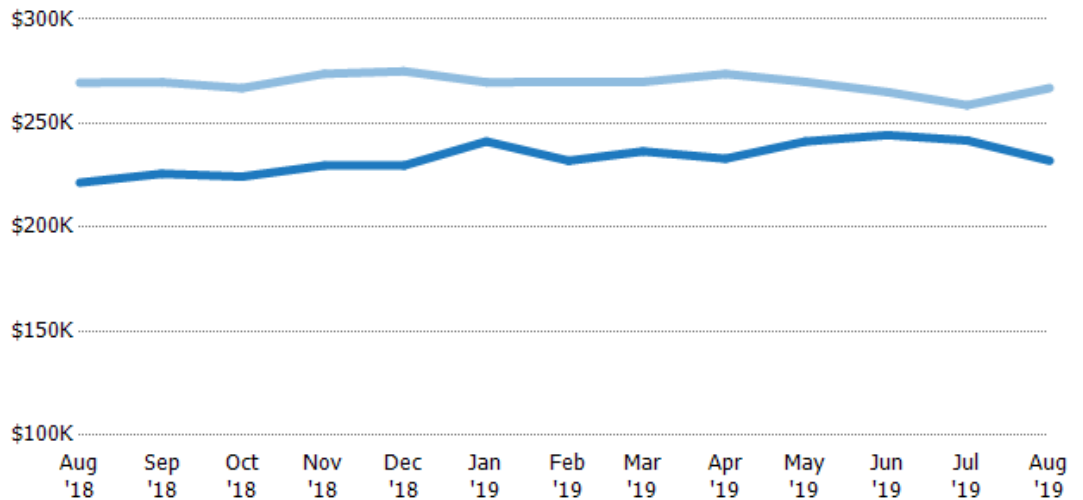


## Median Listing Price vs Median Est Value

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:  
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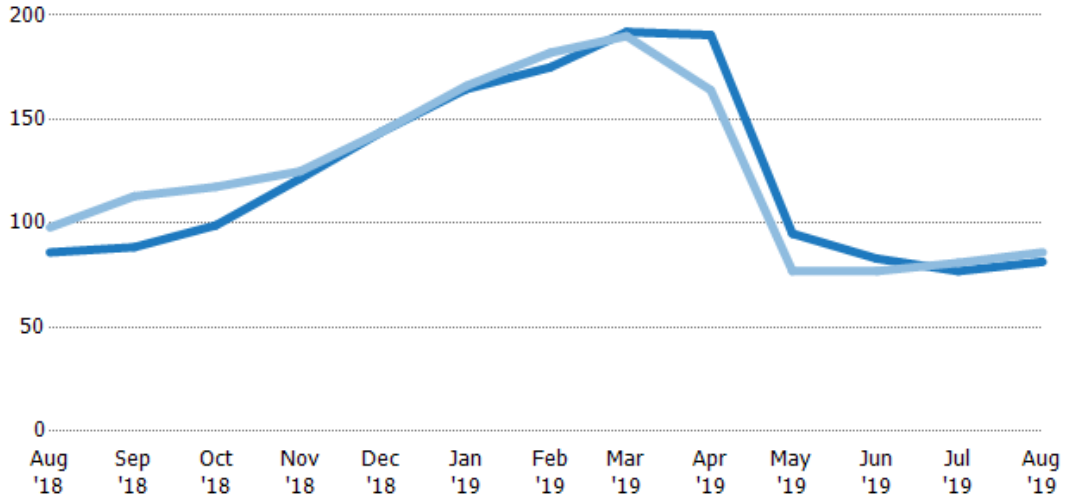
## Median Days in RPR

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.
Aug '19	81.5	-5.2%
Aug '18	86	-12.2%
Aug '17	98	3.1%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	86	88.5	99	122	144	165	175	192	191	95	83	77	81.5
Prior Year	98	113	118	125	144	166	182	190	164	77	77	81	86
Percent Change from Prior Year	-12%	-22%	-16%	-3%	0%	-1%	-4%	1%	16%	23%	8%	-5%	-5%

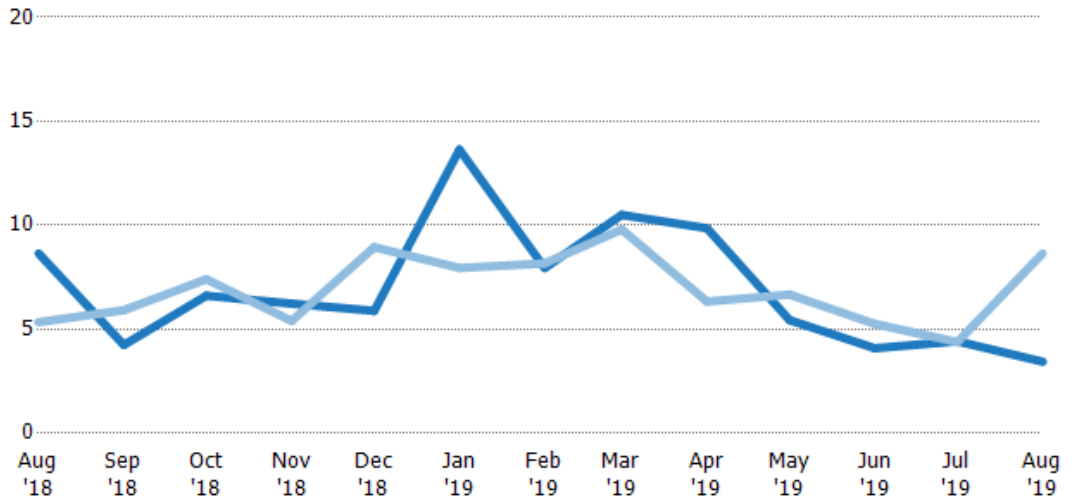
## Months of Inventory

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.
Aug '19	3.44	-60.2%
Aug '18	8.65	61.9%
Aug '17	5.34	42.9%



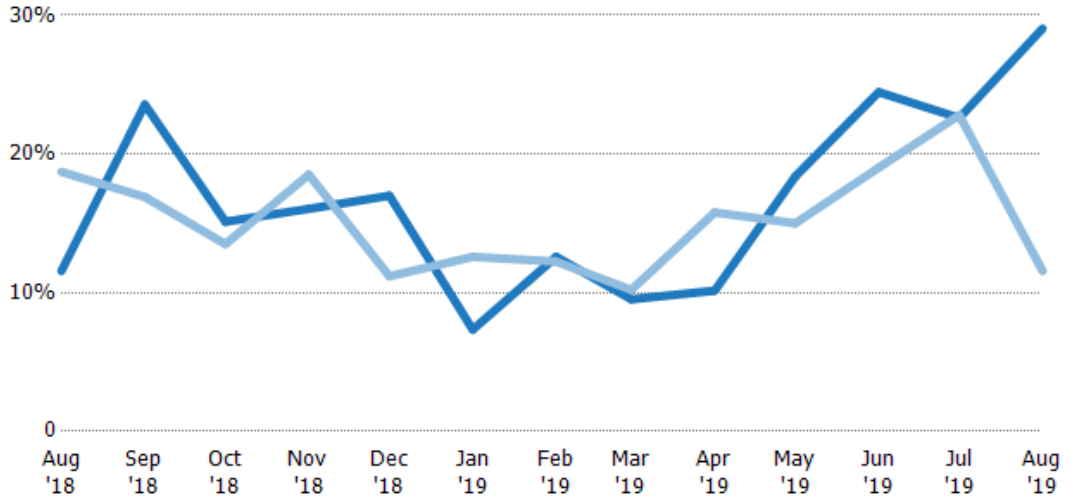
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	8.65	4.24	6.62	6.23	5.88	13.6	7.95	10.5	9.86	5.44	4.09	4.42	3.44
Prior Year	5.34	5.92	7.41	5.4	8.94	7.95	8.17	9.8	6.33	6.67	5.26	4.38	8.65
Percent Change from Prior Year	62%	-28%	-11%	15%	-34%	72%	-3%	7%	56%	-18%	-22%	1%	-60%

## 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.
Aug '19	29%	-17.5%
Aug '18	12%	7.2%
Aug '17	19%	-30%

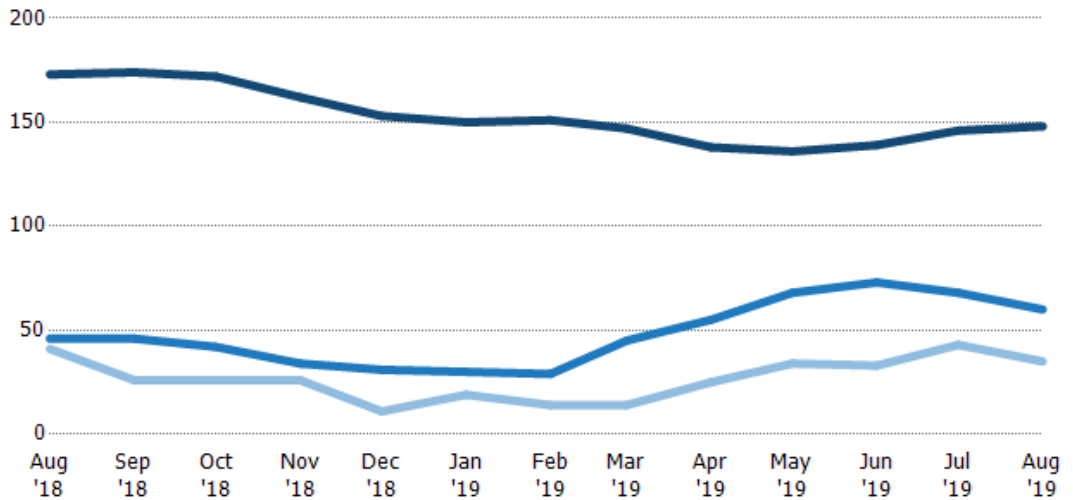
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	12%	24%	15%	16%	17%	7%	13%	10%	10%	18%	24%	23%	29%
Prior Year	19%	17%	14%	19%	11%	13%	12%	10%	16%	15%	19%	23%	12%
Change from Prior Year	7%	-7%	-2%	2%	-6%	5%	0%	1%	6%	-3%	-5%	0%	-17%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	173	174	172	162	153	150	151	147	138	136	139	146	148
Pending	46	46	42	34	31	30	29	45	55	68	73	68	60
Sold	41	26	26	26	11	19	14	14	25	34	33	43	35

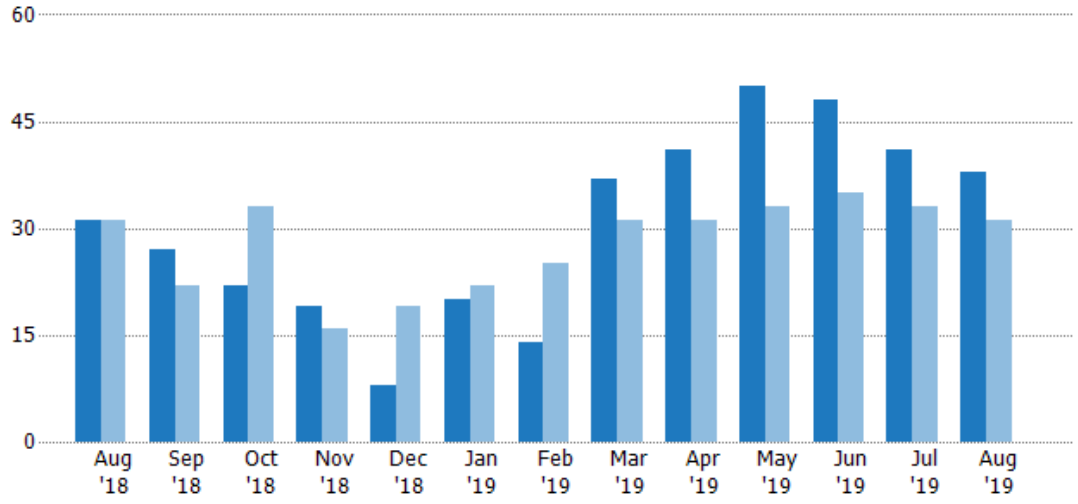
## New Pending Sales

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.
Aug '19	38	22.6%
Aug '18	31	0%
Aug '17	31	-29%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	31	27	22	19	8	20	14	37	41	50	48	41	38
Prior Year	31	22	33	16	19	22	25	31	31	33	35	33	31
Percent Change from Prior Year	0%	23%	-33%	19%	-58%	-9%	-44%	19%	32%	52%	37%	24%	23%

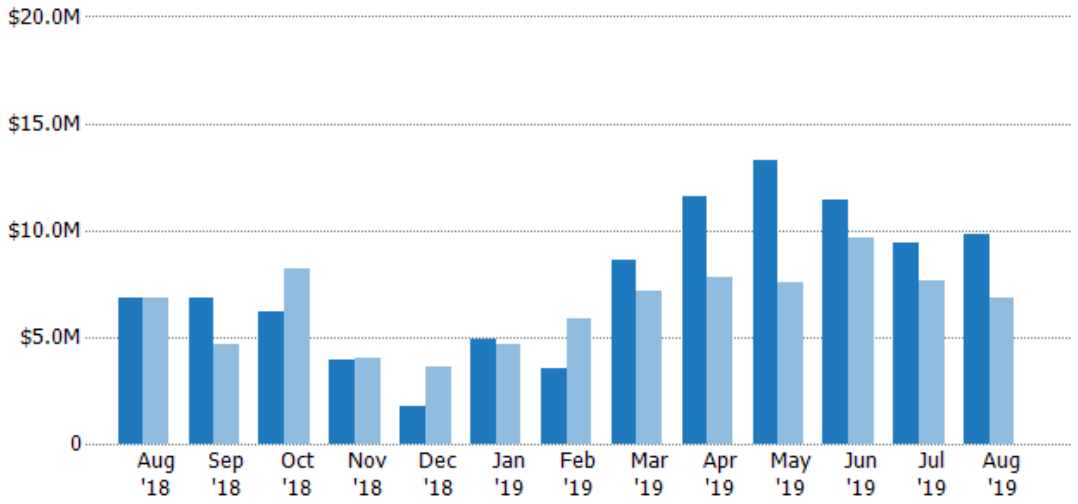
## New Pending Sales Volume

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.
Aug '19	\$9.79M	43.2%
Aug '18	\$6.84M	-0.1%
Aug '17	\$6.84M	-25.9%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$6.84M	\$6.85M	\$6.19M	\$3.9M	\$1.75M	\$4.87M	\$3.49M	\$8.61M	\$11.6M	\$13.2M	\$11.4M	\$9.41M	\$9.79M
Prior Year	\$6.84M	\$4.62M	\$8.17M	\$4.01M	\$3.6M	\$4.63M	\$5.88M	\$7.19M	\$7.78M	\$7.56M	\$9.64M	\$7.63M	\$6.84M
Percent Change from Prior Year	0%	48%	-24%	-3%	-51%	5%	-41%	20%	49%	75%	19%	23%	43%



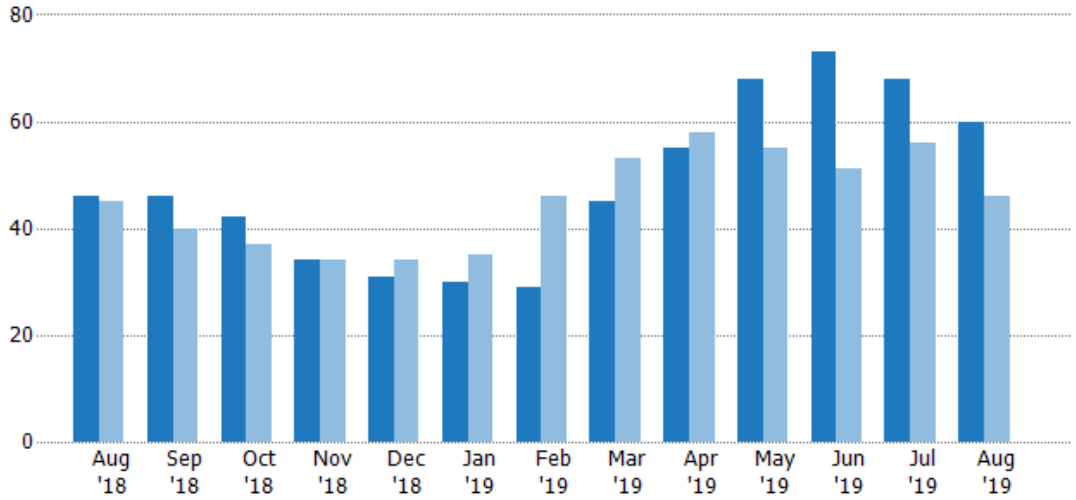
## Pending Sales

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.
Aug '19	60	30.4%
Aug '18	46	2.2%
Aug '17	45	28.9%



Current Year	46	46	42	34	31	30	29	45	55	68	73	68	60
Prior Year	45	40	37	34	34	35	46	53	58	55	51	56	46
Percent Change from Prior Year	2%	15%	14%	0%	-9%	-14%	-37%	-15%	-5%	24%	43%	21%	30%

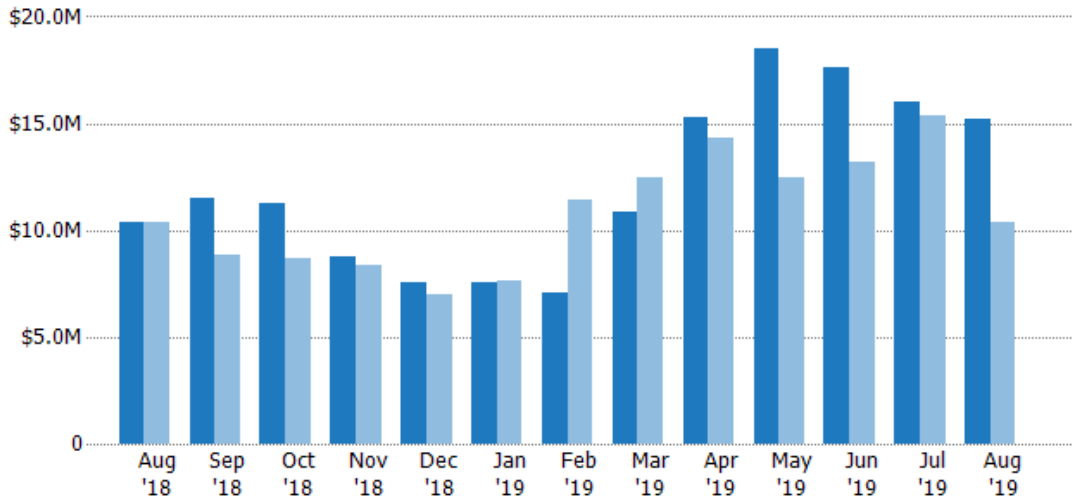
## Pending Sales Volume

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.
Aug '19	\$15.2M	46.5%
Aug '18	\$10.4M	0.2%
Aug '17	\$10.4M	38.9%



Current Year	\$10.4M	\$11.5M	\$11.2M	\$8.8M	\$7.57M	\$7.58M	\$7.05M	\$10.9M	\$15.3M	\$18.5M	\$17.6M	\$16M	\$15.2M
Prior Year	\$10.4M	\$8.82M	\$8.7M	\$8.39M	\$7.02M	\$7.63M	\$11.4M	\$12.5M	\$14.3M	\$12.5M	\$13.2M	\$15.3M	\$10.4M
Percent Change from Prior Year	0%	30%	29%	5%	8%	-1%	-38%	-13%	7%	48%	34%	4%	46%

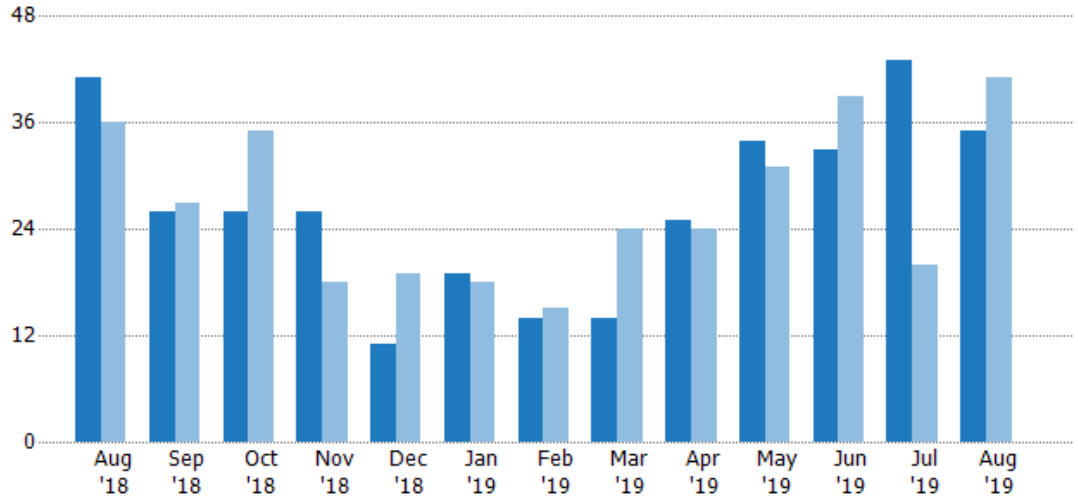
## Closed Sales

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.
Aug '19	35	-14.6%
Aug '18	41	13.9%
Aug '17	36	-13.9%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	41	26	26	26	11	19	14	14	25	34	33	43	35
Prior Year	36	27	35	18	19	18	15	24	24	31	39	20	41
Percent Change from Prior Year	14%	-4%	-26%	44%	-42%	6%	-7%	-42%	4%	10%	-15%	115%	-15%

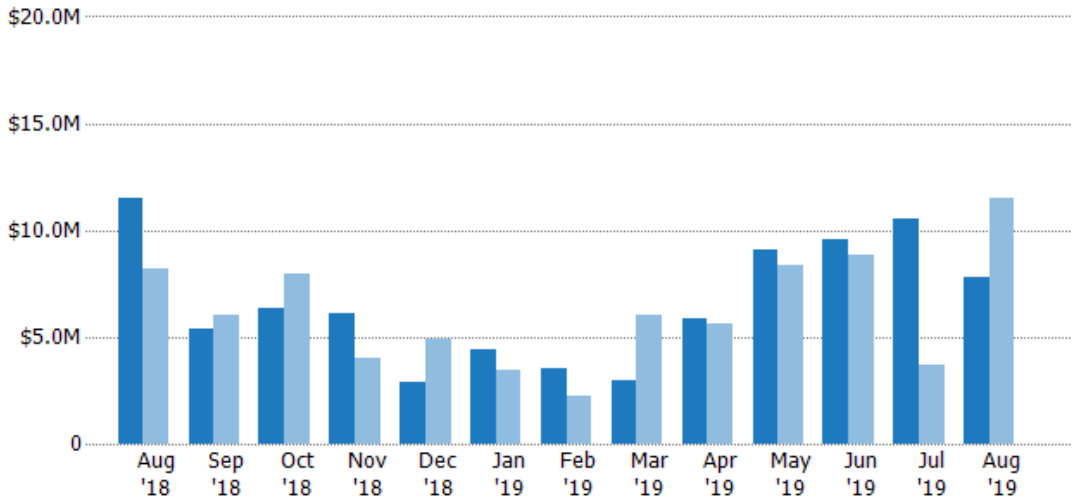
## Closed Sales Volume

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.
Aug '19	\$7.79M	-32.3%
Aug '18	\$11.5M	40.1%
Aug '17	\$8.22M	-24.2%



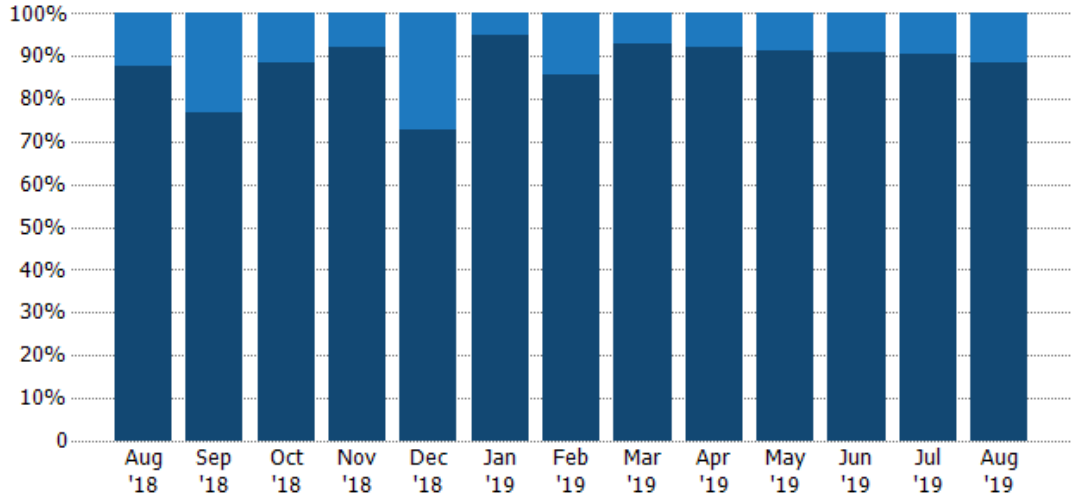
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$11.5M	\$5.39M	\$6.39M	\$6.13M	\$2.88M	\$4.44M	\$3.53M	\$2.94M	\$5.82M	\$9.12M	\$9.58M	\$10.6M	\$7.79M
Prior Year	\$8.22M	\$5.99M	\$7.99M	\$4.05M	\$4.87M	\$3.45M	\$2.21M	\$6.01M	\$5.62M	\$8.33M	\$8.86M	\$3.67M	\$11.5M
Percent Change from Prior Year	40%	-10%	-20%	51%	-41%	29%	60%	-51%	4%	10%	8%	188%	-32%

## 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



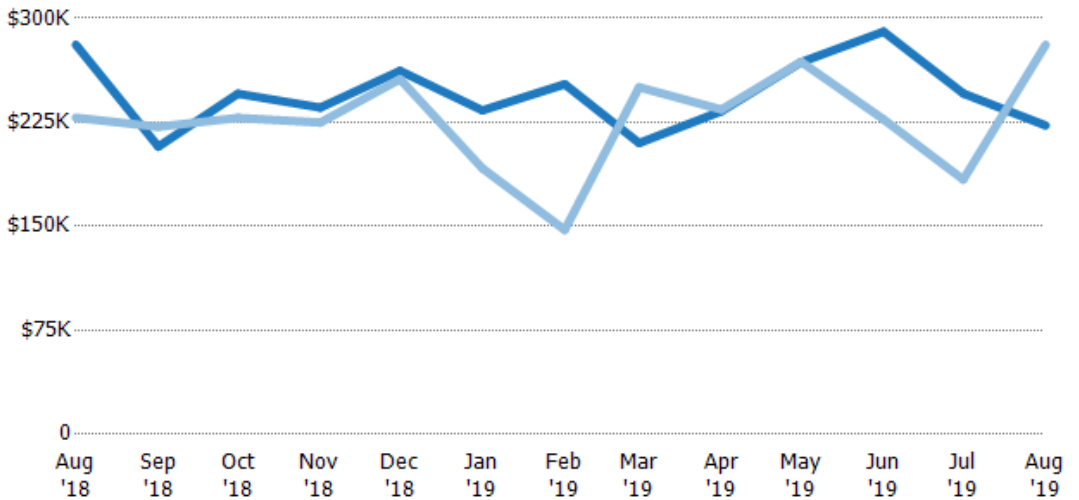
Condo/Townhouse	12%	23%	12%	8%	27%	5%	14%	7%	8%	9%	9%	9%	11%
Single Family Residence	88%	77%	88%	92%	73%	95%	86%	93%	92%	91%	91%	91%	89%

## 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



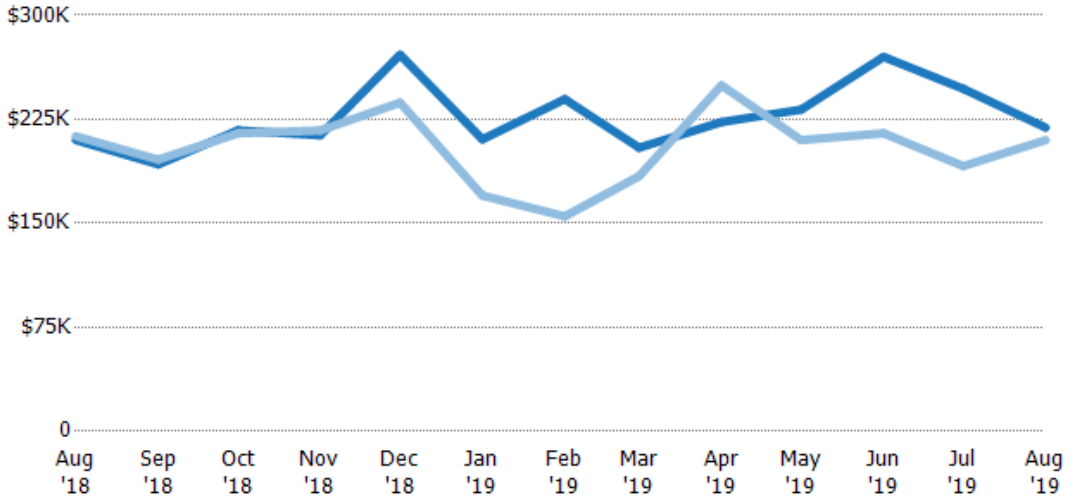
Current Year	\$281K	\$207K	\$246K	\$236K	\$262K	\$234K	\$252K	\$210K	\$233K	\$268K	\$290K	\$246K	\$223K
Prior Year	\$228K	\$222K	\$228K	\$225K	\$256K	\$192K	\$147K	\$250K	\$234K	\$269K	\$227K	\$184K	\$281K
Percent Change from Prior Year	23%	-6%	8%	5%	2%	22%	71%	-16%	0%	0%	28%	34%	-21%

## 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



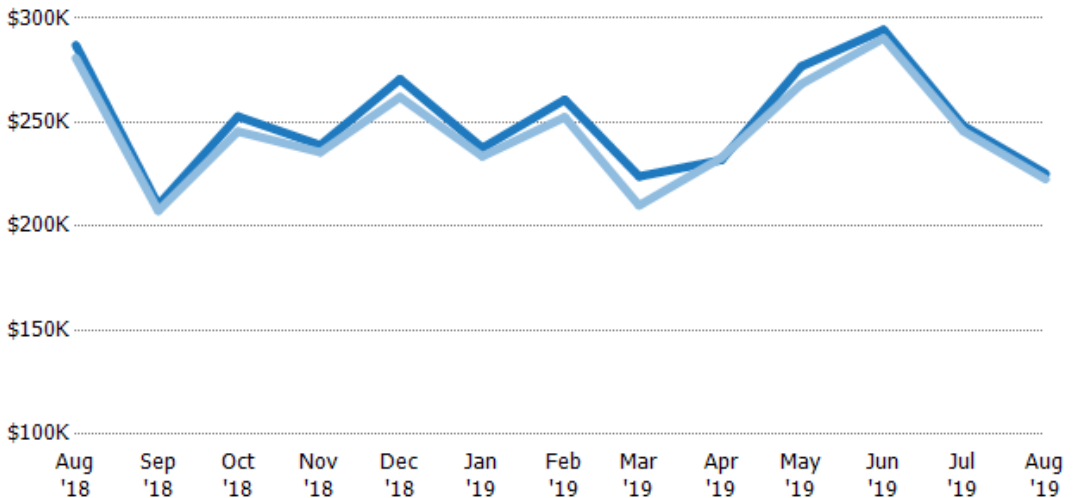
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$210K	\$193K	\$217K	\$213K	\$272K	\$211K	\$240K	\$205K	\$223K	\$232K	\$270K	\$247K	\$219K
Prior Year	\$213K	\$196K	\$215K	\$217K	\$237K	\$170K	\$155K	\$184K	\$250K	\$210K	\$215K	\$191K	\$210K
Percent Change from Prior Year	-1%	-2%	1%	-2%	15%	24%	55%	11%	-11%	10%	26%	29%	4%

## 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



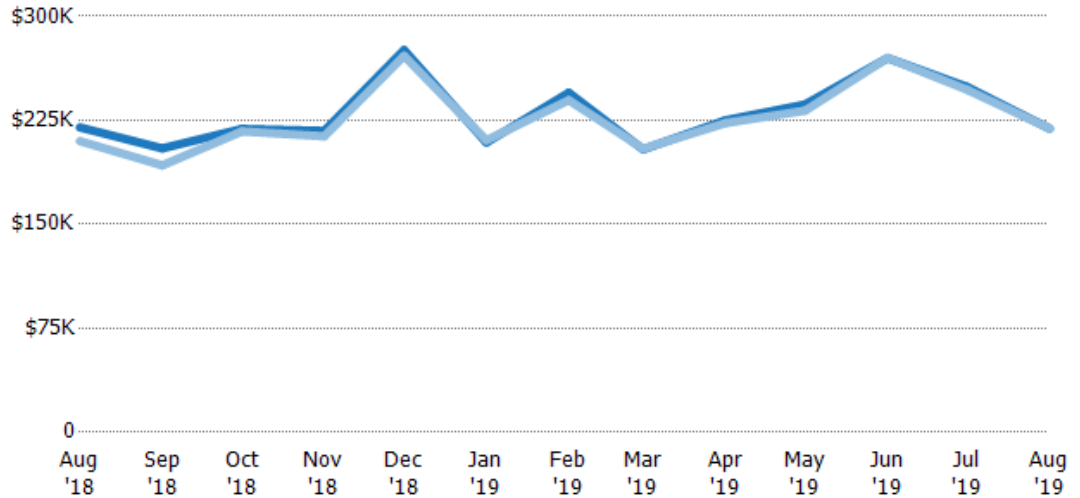
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$287K	\$210K	\$253K	\$239K	\$271K	\$238K	\$261K	\$224K	\$232K	\$277K	\$294K	\$248K	\$225K
Avg Sales Price	\$281K	\$207K	\$246K	\$236K	\$262K	\$234K	\$252K	\$210K	\$233K	\$268K	\$290K	\$246K	\$223K
Avg Sales Price as a % of Avg List Price	98%	99%	97%	99%	97%	98%	97%	94%	100%	97%	99%	99%	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



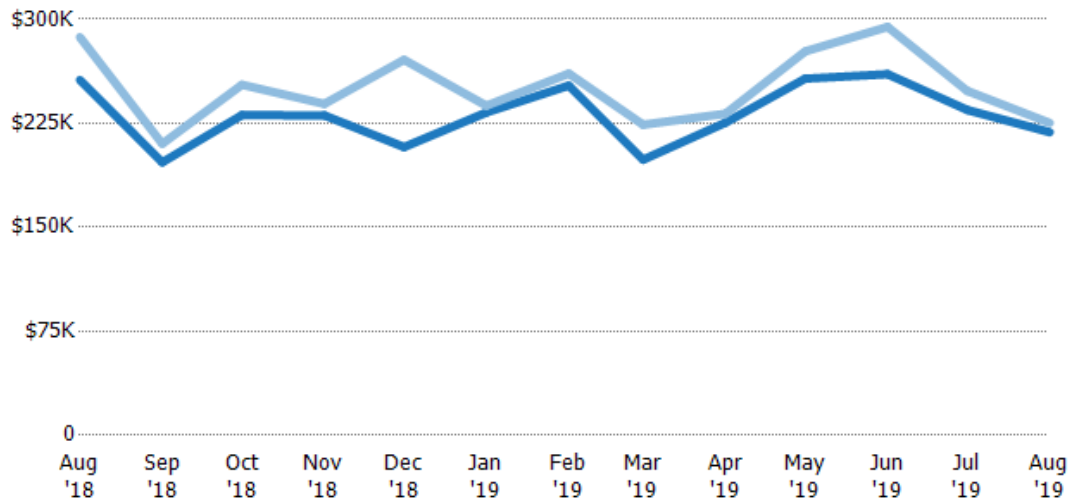
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$220K	\$205K	\$219K	\$217K	\$276K	\$209K	\$245K	\$204K	\$225K	\$236K	\$270K	\$249K	\$219K
Median Sales Price	\$210K	\$193K	\$217K	\$213K	\$272K	\$211K	\$240K	\$205K	\$223K	\$232K	\$270K	\$247K	\$219K
Med Sales Price as a % of Med List Price	95%	94%	99%	98%	99%	101%	98%	100%	99%	98%	100%	99%	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



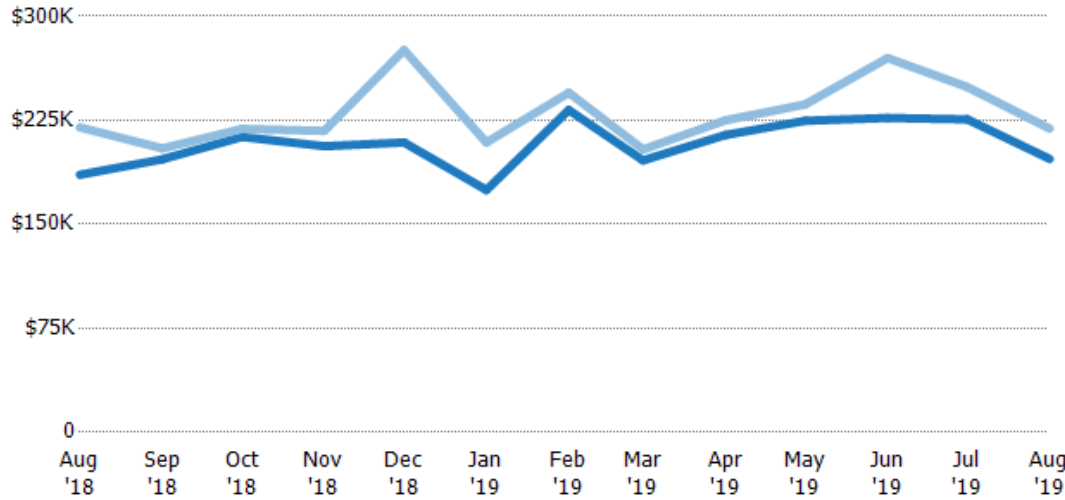
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$256K	\$197K	\$231K	\$231K	\$208K	\$233K	\$252K	\$199K	\$225K	\$257K	\$260K	\$235K	\$219K
Avg Sales Price	\$287K	\$210K	\$253K	\$239K	\$271K	\$238K	\$261K	\$224K	\$232K	\$277K	\$294K	\$248K	\$225K
Avg Sales Price as a % of Avg Est Value	112%	107%	109%	104%	130%	102%	103%	113%	103%	108%	113%	106%	103%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$186K	\$197K	\$213K	\$206K	\$209K	\$175K	\$232K	\$196K	\$214K	\$225K	\$227K	\$226K	\$197K
Median Sales Price	\$220K	\$205K	\$219K	\$217K	\$276K	\$209K	\$245K	\$204K	\$225K	\$236K	\$270K	\$249K	\$219K
Med Sales Price as a % of Med Est Value	118%	104%	103%	105%	132%	120%	105%	104%	105%	105%	119%	110%	111%