

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	18	+33.3%	385	396	-2.8%
New Listing Volume	\$6,237,754	\$4,319,600	+44.4%	\$102,126,536	\$109,293,769	-6.6%
Active Listing Count	115	162	-29%	N/A	N/A	
Active Listing Volume	\$34,493,332	\$53,123,135	-35.1%	N/A	N/A	
Average Listing Price	\$299,942	\$327,921	-8.5%	\$319,675	\$302,980	+5.5%
Median Listing Price	\$249,900	\$273,750	-8.7%	\$265,113	\$268,485	-1.3%
Median Days in RPR	123	122.5	+0.4%	115.16	119.04	-3.3%
Months of Inventory	3.3	6.2	-47.3%	5.5	6.4	-14.2%
Absorption Rate	30.43%	16.05%	+14.4%	18.33%	15.73%	+2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	32	19	+68.4%	387	309	+25.2%
New Pending Sales Volume	\$8,386,152	\$3,895,195	+115.3%	\$97,857,892	\$74,118,738	+32%
Pending Sales Count	43	34	+26.5%	N/A	N/A	
Pending Sales Volume	\$11,011,469	\$8,795,395	+25.2%	N/A	N/A	
Closed Sales Count	34	25	+36%	312	288	+8.3%
Closed Sales Volume	\$9,531,038	\$5,920,336	+61%	\$78,188,220	\$67,321,478	+16.1%
Average Sales Price	\$280,325	\$236,813	+18.4%	\$250,603	\$233,755	+7.2%
Median Sales Price	\$248,700	\$215,500	+15.4%	\$234,828	\$204,514	+14.8%

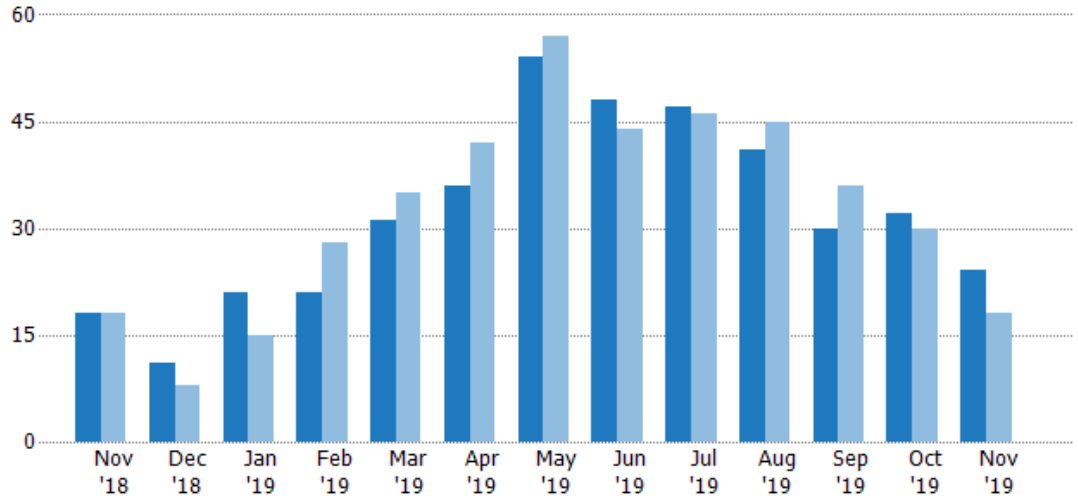
New Listings

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.
Nov '19	24	33.3%
Nov '18	18	0%
Nov '17	18	44.4%



Current Year	18	11	21	21	31	36	54	48	47	41	30	32	24
Prior Year	18	8	15	28	35	42	57	44	46	45	36	30	18
Percent Change from Prior Year	0%	38%	40%	-25%	-11%	-14%	-5%	9%	2%	-9%	-17%	7%	33%

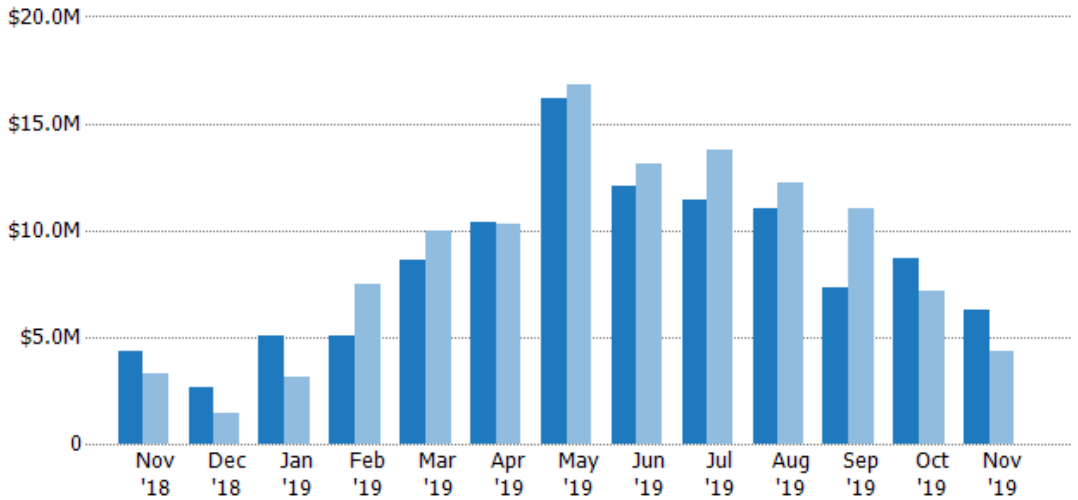
New Listing Volume

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.
Nov '19	\$6.24M	44.4%
Nov '18	\$4.32M	30.9%
Nov '17	\$3.3M	76.7%



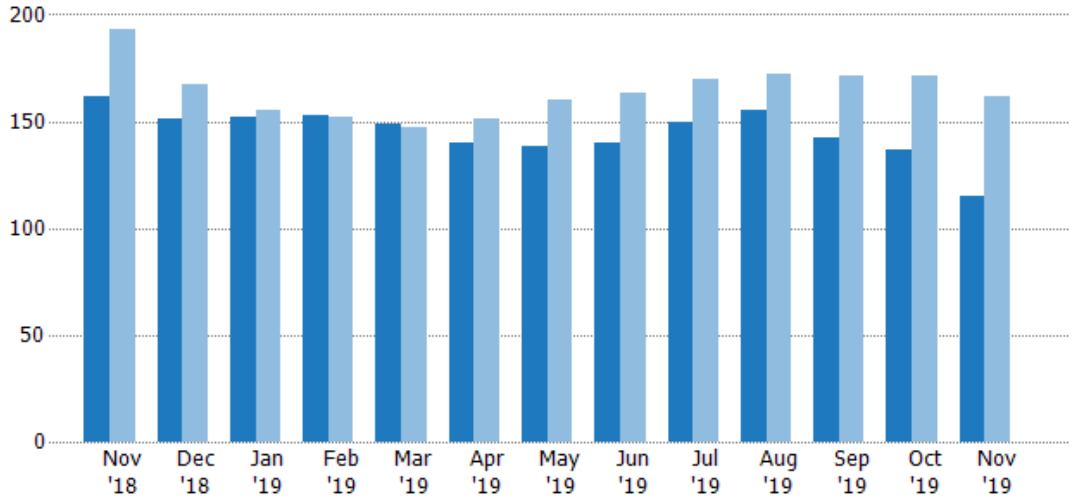
Current Year	\$4.32M	\$2.63M	\$5.1M	\$5.08M	\$8.57M	\$10.4M	\$16.2M	\$12.1M	\$11.4M	\$11M	\$7.34M	\$8.71M	\$6.24M
Prior Year	\$3.3M	\$1.41M	\$3.14M	\$7.49M	\$10M	\$10.3M	\$16.8M	\$13.1M	\$13.7M	\$12.3M	\$11M	\$7.12M	\$4.32M
Percent Change from Prior Year	31%	86%	62%	-32%	-14%	1%	-4%	-8%	-17%	-10%	-33%	22%	44%

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.
Nov '19	115	-29%
Nov '18	162	-16.1%
Nov '17	193	-6.7%

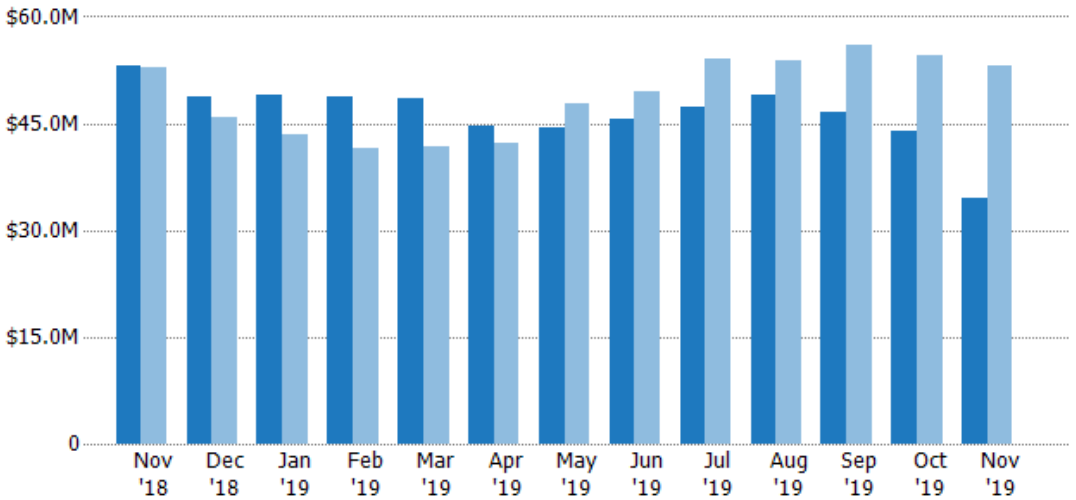
Current Year	162	151	152	153	149	140	138	140	150	155	142	137	115
Prior Year	193	167	155	152	147	151	160	163	170	172	171	171	162
Percent Change from Prior Year	-16%	-10%	-2%	1%	1%	-7%	-14%	-14%	-12%	-10%	-17%	-20%	-29%

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.
Nov '19	\$34.5M	-35.1%
Nov '18	\$53.1M	0.4%
Nov '17	\$52.9M	-4.8%

Current Year	\$53.1M	\$48.8M	\$48.9M	\$48.9M	\$48.5M	\$44.7M	\$44.5M	\$45.5M	\$47.4M	\$49M	\$46.5M	\$43.9M	\$34.5M
Prior Year	\$52.9M	\$45.9M	\$43.4M	\$41.5M	\$41.7M	\$42.2M	\$47.8M	\$49.4M	\$54.1M	\$53.9M	\$55.9M	\$54.5M	\$53.1M
Percent Change from Prior Year	0%	6%	13%	18%	16%	6%	-7%	-8%	-12%	-9%	-17%	-19%	-35%

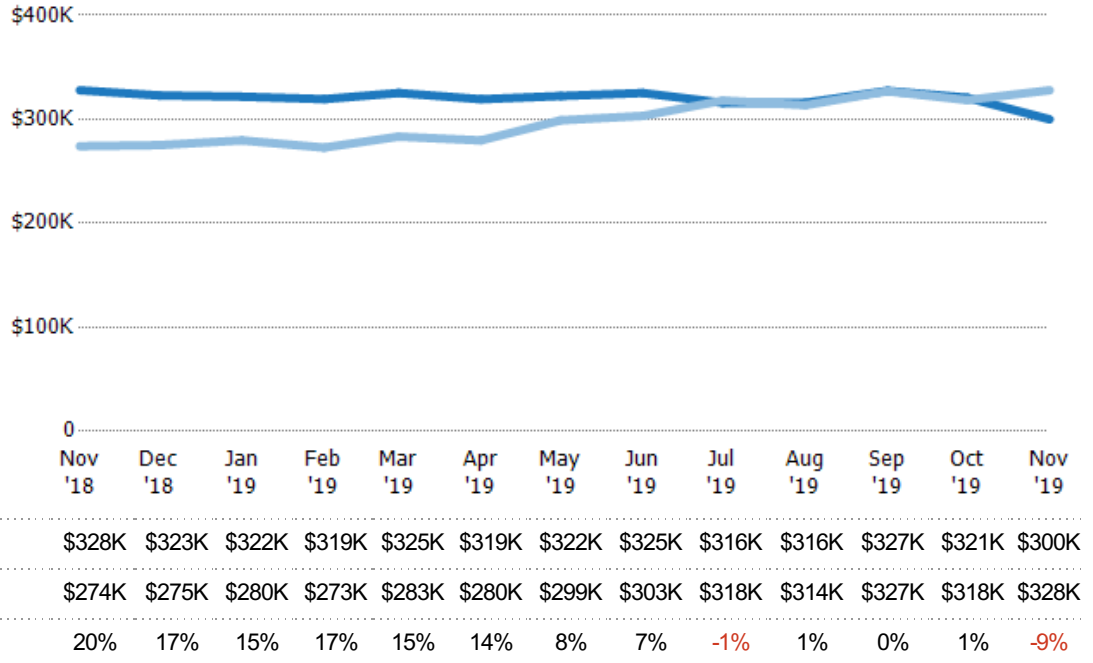
Average Listing Price

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.
Nov '19	\$300K	-8.5%
Nov '18	\$328K	19.6%
Nov '17	\$274K	2.1%



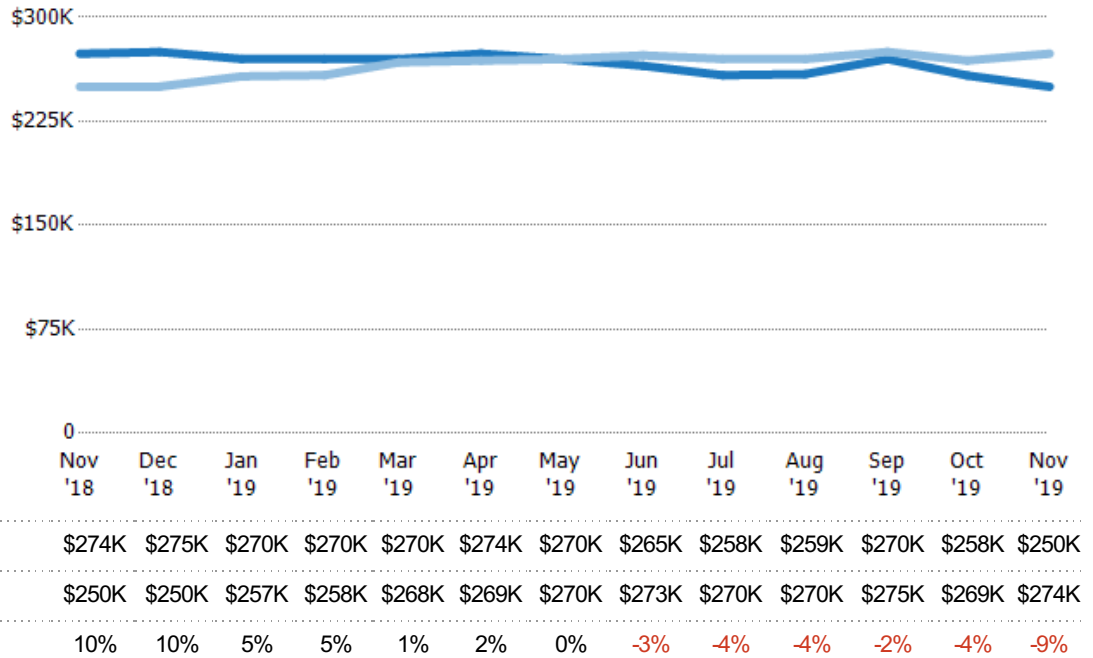
Median Listing Price

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.
Nov '19	\$250K	-8.7%
Nov '18	\$274K	9.5%
Nov '17	\$250K	-6%

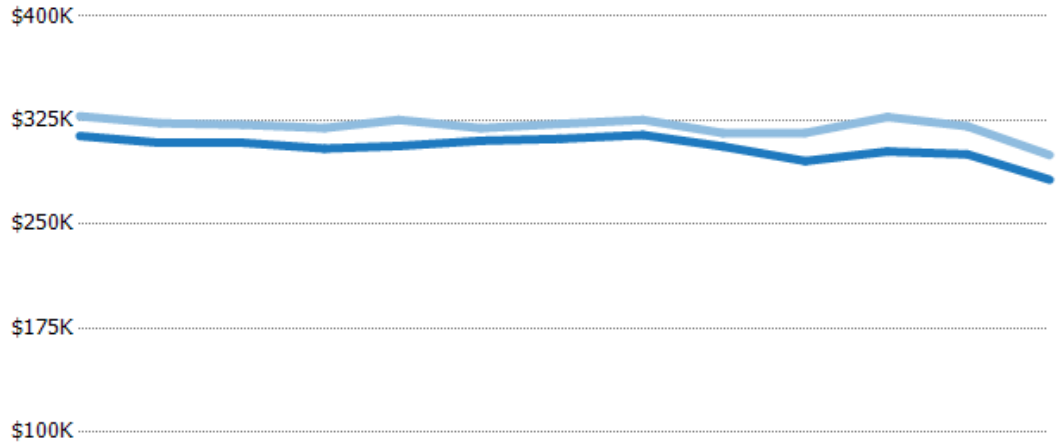


Average Listing Price vs Average Est Value

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



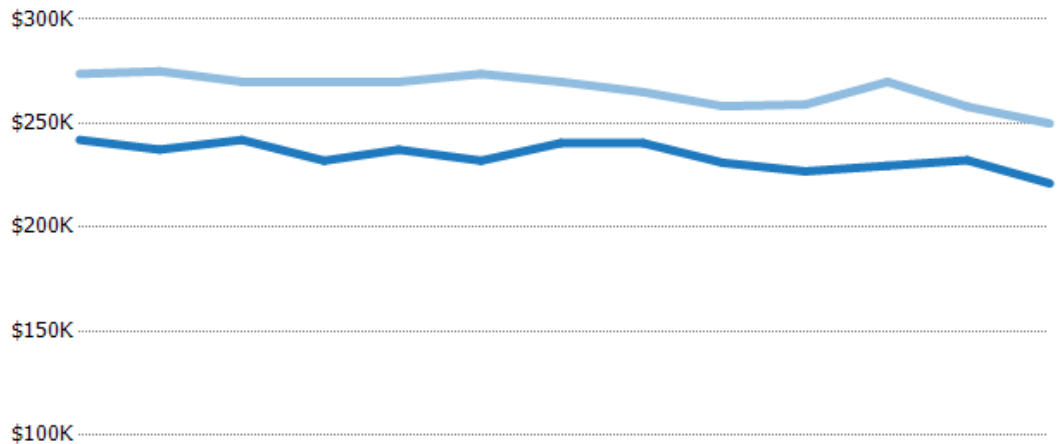
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$314K	\$309K	\$309K	\$305K	\$306K	\$310K	\$312K	\$314K	\$306K	\$296K	\$302K	\$300K	\$282K
Avg Listing Price	\$328K	\$323K	\$322K	\$319K	\$325K	\$319K	\$322K	\$325K	\$316K	\$316K	\$327K	\$321K	\$300K
Avg Listing Price as a % of Avg Est Value	105%	105%	104%	105%	106%	103%	103%	103%	103%	107%	108%	107%	106%

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



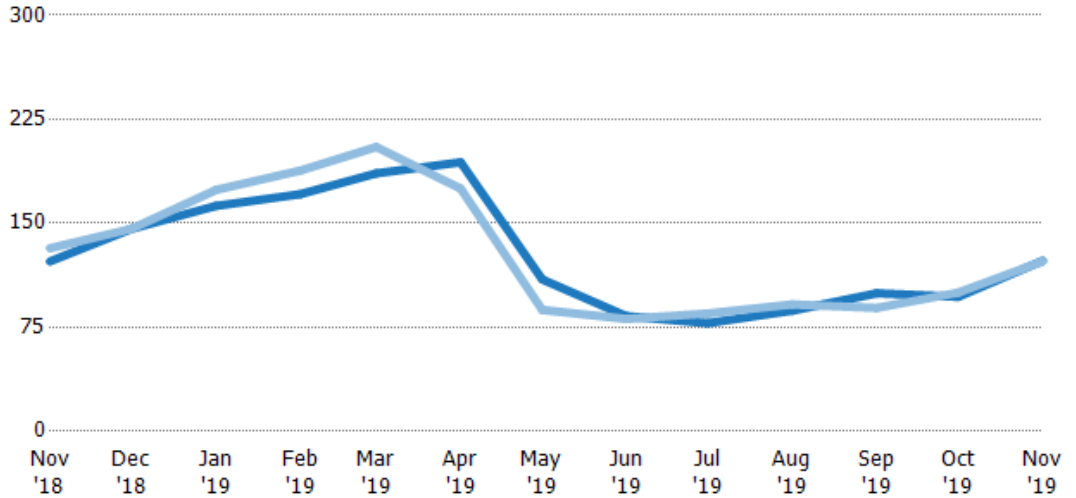
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$242K	\$237K	\$242K	\$232K	\$237K	\$232K	\$240K	\$240K	\$231K	\$227K	\$230K	\$232K	\$221K
Median Listing Price	\$274K	\$275K	\$270K	\$270K	\$270K	\$274K	\$270K	\$265K	\$258K	\$259K	\$270K	\$258K	\$250K
Med Listing Price as a % of Med Est Value	113%	116%	112%	116%	114%	118%	112%	110%	112%	114%	118%	111%	113%

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.
Nov '19	123	0.4%
Nov '18	123	-7.2%
Nov '17	132	12.5%

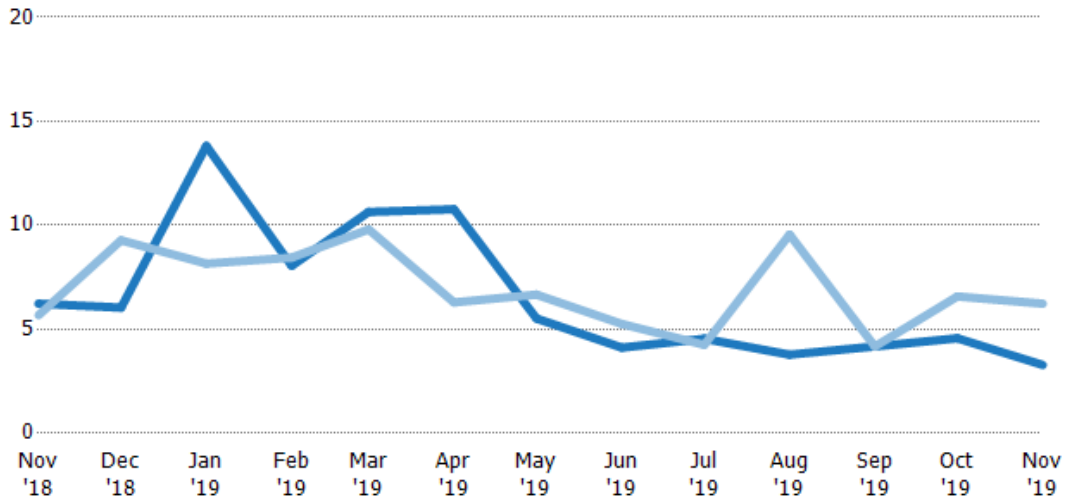
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	123	146	163	171	186	194	110	83	78	87	100	97	123
Prior Year	132	146	174	188	205	175	87.5	81	85	91.5	89	100	123
Percent Change from Prior Year	-7%	0%	-7%	-9%	-9%	11%	25%	2%	-8%	-5%	12%	-3%	0%

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.
Nov '19	3.29	-47.3%
Nov '18	6.23	9.8%
Nov '17	5.68	13.2%

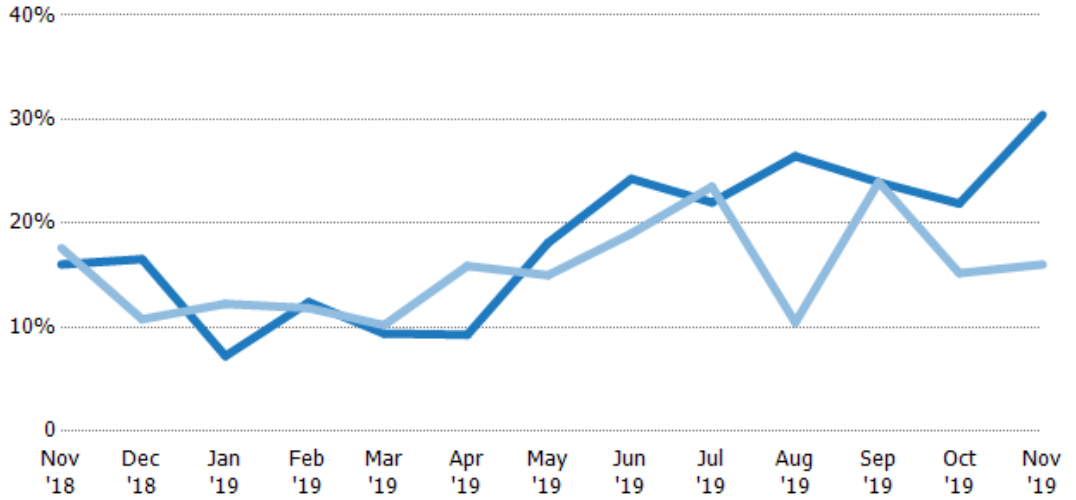
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	6.23	6.04	13.8	8.05	10.6	10.8	5.52	4.12	4.55	3.78	4.18	4.57	3.29
Prior Year	5.68	9.28	8.16	8.44	9.8	6.29	6.67	5.26	4.25	9.56	4.17	6.58	6.23
Percent Change from Prior Year	10%	-35%	69%	-5%	9%	71%	-17%	-22%	7%	-60%	0%	-31%	-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



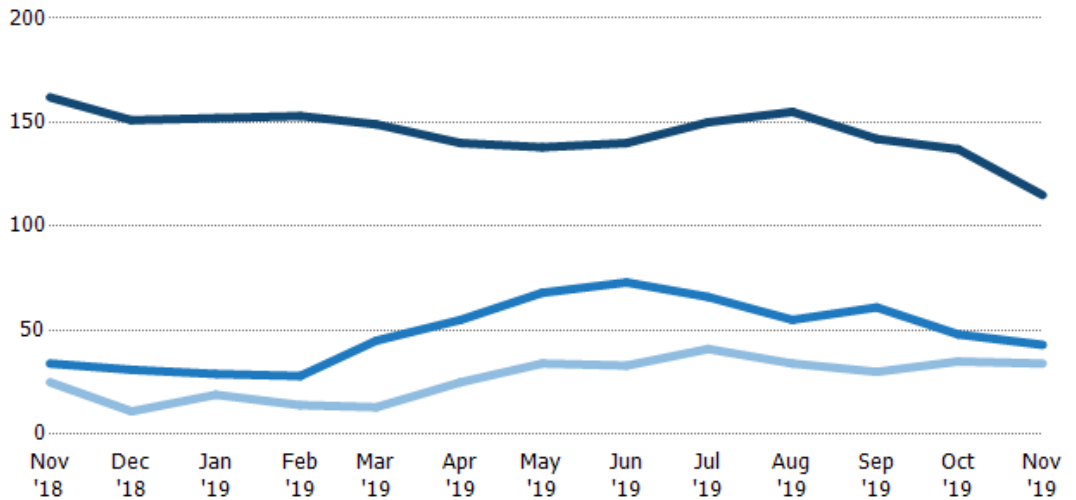
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	16%	17%	7%	12%	9%	9%	18%	24%	22%	26%	24%	22%	30%
Prior Year	18%	11%	12%	12%	10%	16%	15%	19%	24%	10%	24%	15%	16%
Change from Prior Year	2%	-6%	5%	-1%	1%	7%	-3%	-5%	2%	-16%	0%	-7%	-14%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	162	151	152	153	149	140	138	140	150	155	142	137	115
Pending	34	31	29	28	45	55	68	73	66	55	61	48	43
Sold	25	11	19	14	13	25	34	33	41	34	30	35	34

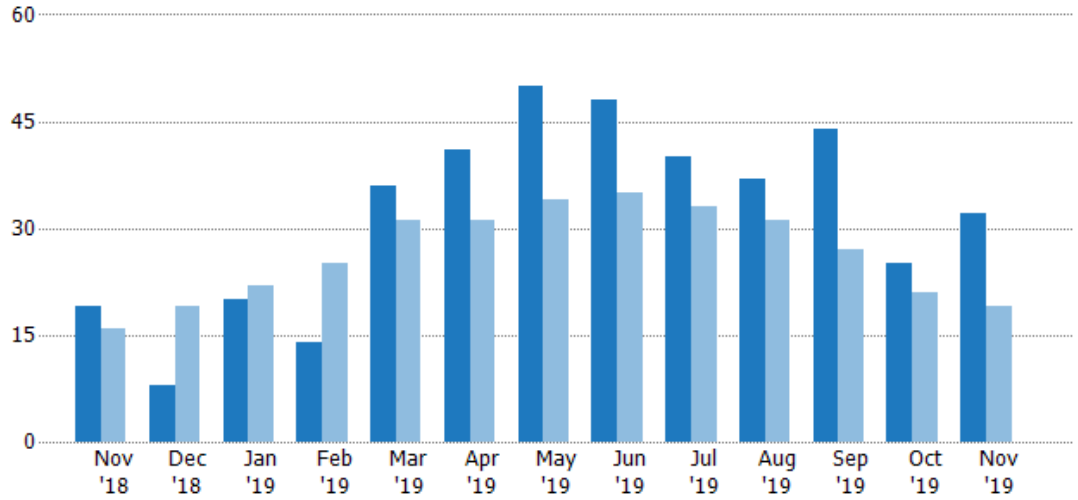
New Pending Sales

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.
Nov '19	32	68.4%
Nov '18	19	18.8%
Nov '17	16	43.8%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	19	8	20	14	36	41	50	48	40	37	44	25	32
Prior Year	16	19	22	25	31	31	34	35	33	31	27	21	19
Percent Change from Prior Year	19%	-58%	-9%	-44%	16%	32%	47%	37%	21%	19%	63%	19%	68%

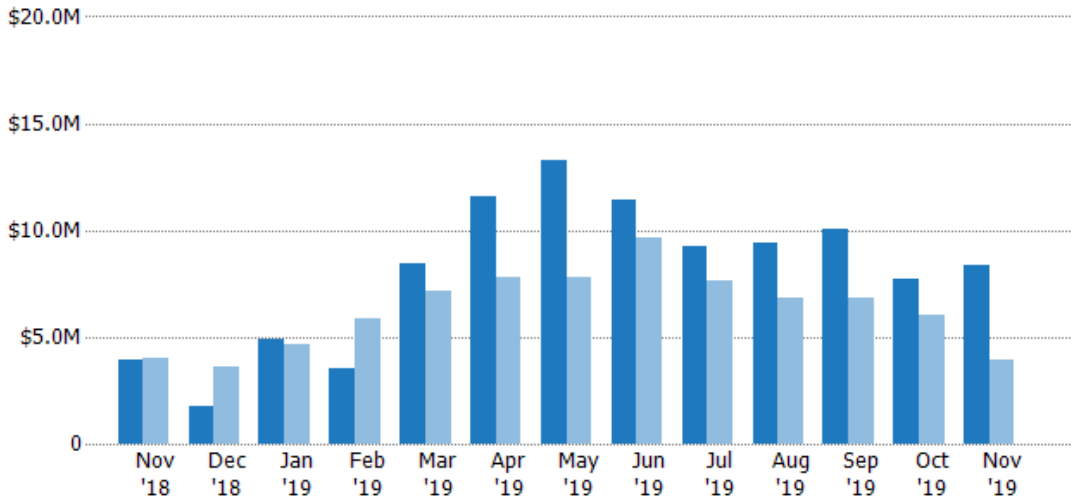
New Pending Sales Volume

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.
Nov '19	\$8.39M	115.3%
Nov '18	\$3.9M	-2.9%
Nov '17	\$4.01M	10.9%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$3.9M	\$1.75M	\$4.87M	\$3.49M	\$8.41M	\$11.6M	\$13.2M	\$11.4M	\$9.26M	\$9.4M	\$10M	\$7.76M	\$8.39M
Prior Year	\$4.01M	\$3.6M	\$4.63M	\$5.88M	\$7.19M	\$7.78M	\$7.76M	\$9.64M	\$7.63M	\$6.84M	\$6.85M	\$6.03M	\$3.9M
Percent Change from Prior Year	-3%	-51%	5%	-41%	17%	49%	71%	19%	21%	37%	46%	29%	115%

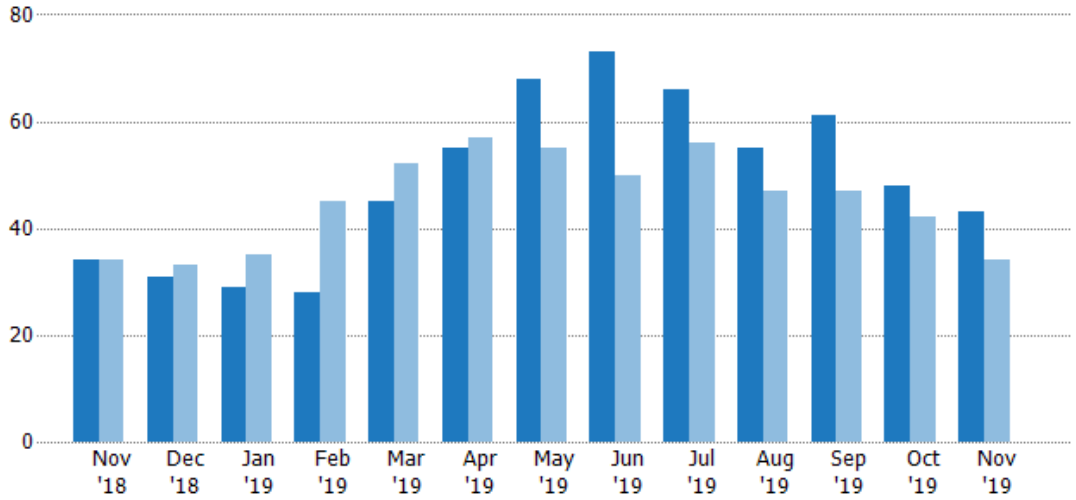
Pending Sales

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.
Nov '19	43	26.5%
Nov '18	34	0%
Nov '17	34	61.8%



Current Year	34	31	29	28	45	55	68	73	66	55	61	48	43
Prior Year	34	33	35	45	52	57	55	50	56	47	47	42	34
Percent Change from Prior Year	0%	-6%	-17%	-38%	-13%	-4%	24%	46%	18%	17%	30%	14%	26%

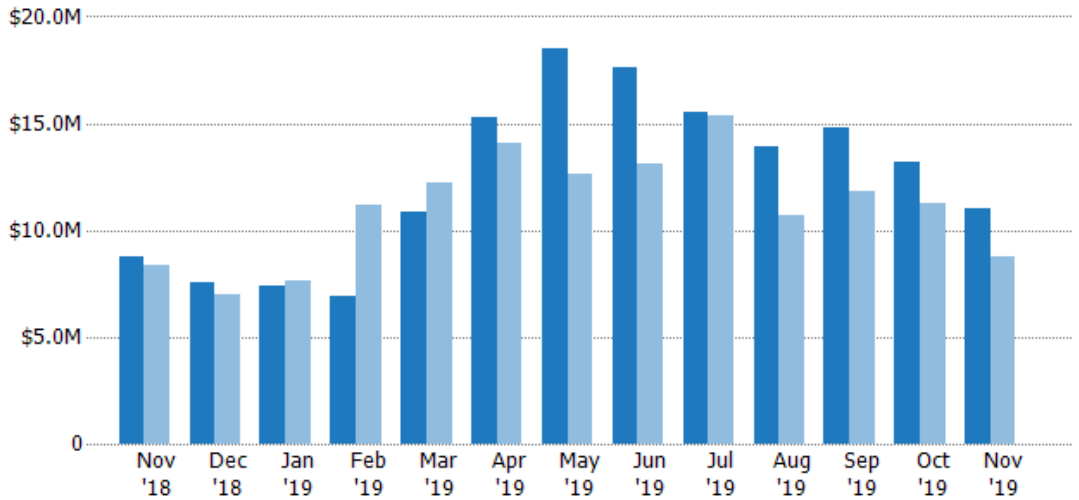
Pending Sales Volume

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.
Nov '19	\$11M	25.2%
Nov '18	\$8.8M	4.9%
Nov '17	\$8.39M	49.6%



Current Year	\$8.8M	\$7.57M	\$7.42M	\$6.89M	\$10.9M	\$15.3M	\$18.5M	\$17.6M	\$15.6M	\$13.9M	\$14.8M	\$13.2M	\$11M
Prior Year	\$8.39M	\$6.96M	\$7.63M	\$11.2M	\$12.2M	\$14.1M	\$12.6M	\$13.1M	\$15.3M	\$10.7M	\$11.8M	\$11.2M	\$8.8M
Percent Change from Prior Year	5%	9%	-3%	-38%	-11%	9%	47%	35%	1%	30%	25%	17%	25%

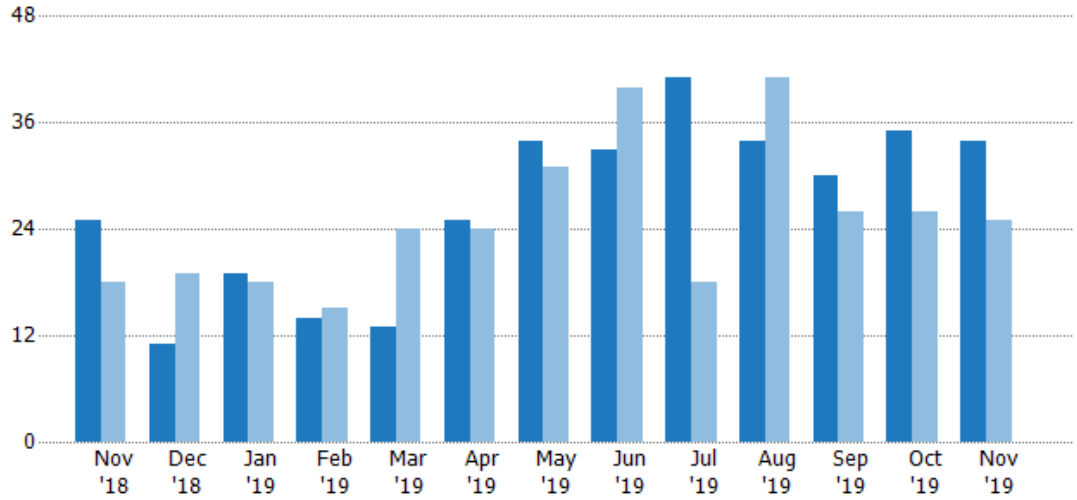
Closed Sales

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.
Nov '19	34	36%
Nov '18	25	38.9%
Nov '17	18	44.4%



Current Year	25	11	19	14	13	25	34	33	41	34	30	35	34
Prior Year	18	19	18	15	24	24	31	40	18	41	26	26	25
Percent Change from Prior Year	39%	-42%	6%	-7%	-46%	4%	10%	-18%	128%	-17%	15%	35%	36%

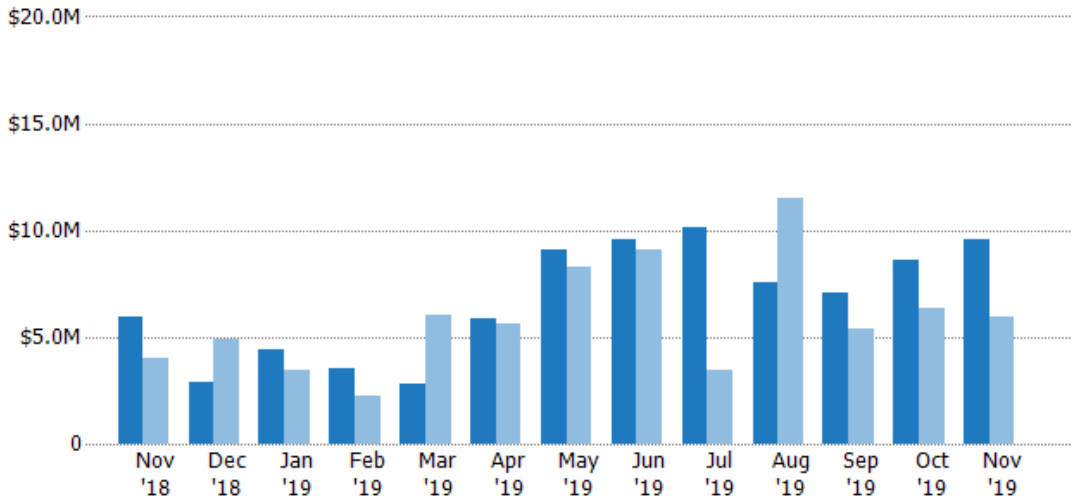
Closed Sales Volume

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.
Nov '19	\$9.53M	61%
Nov '18	\$5.92M	46.3%
Nov '17	\$4.05M	69.5%



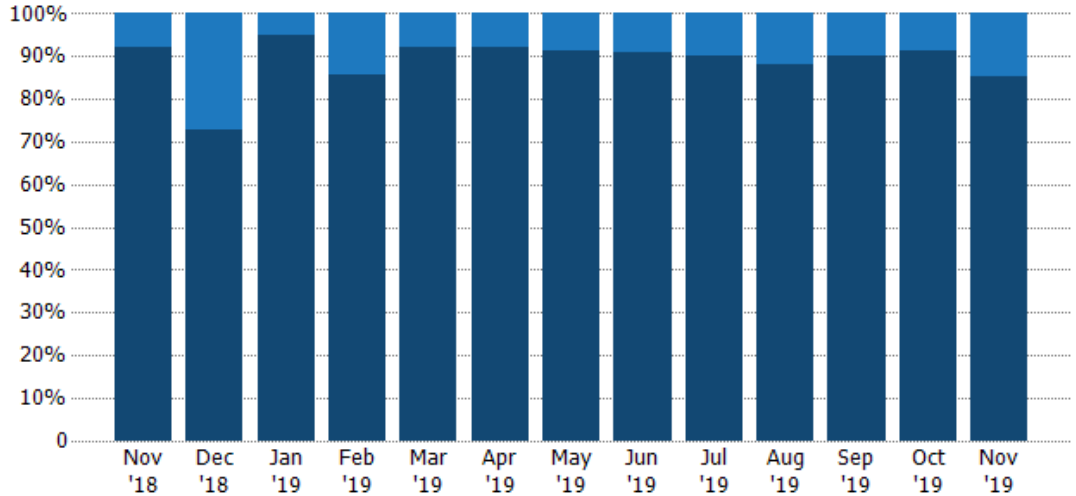
Current Year	\$5.92M	\$2.88M	\$4.44M	\$3.53M	\$2.79M	\$5.82M	\$9.12M	\$9.58M	\$10.1M	\$7.56M	\$7.08M	\$8.62M	\$9.53M
Prior Year	\$4.05M	\$4.87M	\$3.48M	\$2.21M	\$6.01M	\$5.62M	\$8.26M	\$9.06M	\$3.48M	\$11.5M	\$5.39M	\$6.39M	\$5.92M
Percent Change from Prior Year	46%	-41%	28%	60%	-54%	4%	11%	6%	190%	-34%	31%	35%	61%

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



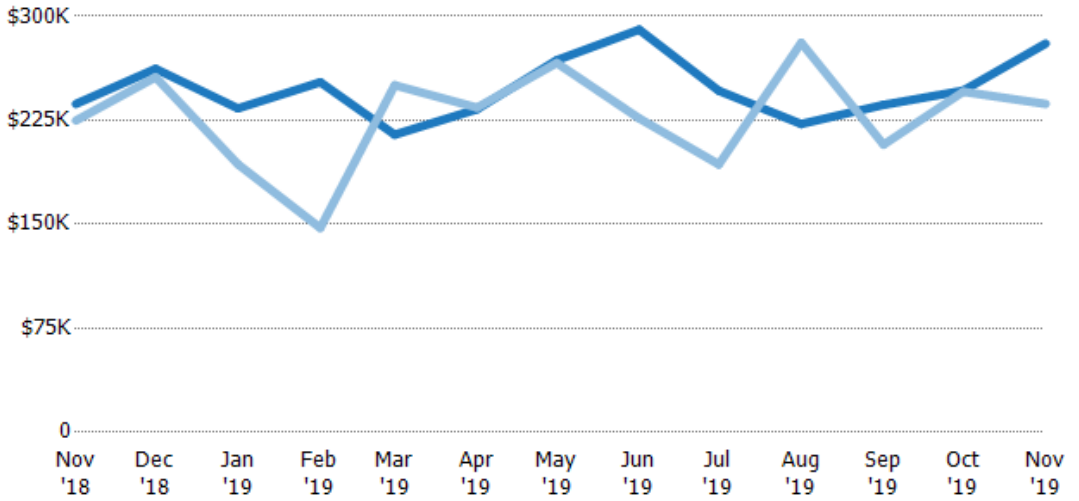
Condo/Townhouse	8%	27%	5%	14%	8%	8%	9%	9%	10%	12%	10%	9%	15%
Single Family Residence	92%	73%	95%	86%	92%	92%	91%	91%	90%	88%	90%	91%	85%

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	\$237K	\$262K	\$234K	\$252K	\$215K	\$233K	\$268K	\$290K	\$246K	\$222K	\$236K	\$246K	\$280K
Prior Year	\$225K	\$256K	\$193K	\$147K	\$250K	\$234K	\$266K	\$226K	\$193K	\$281K	\$207K	\$246K	\$237K
Percent Change from Prior Year	5%	2%	21%	71%	-14%	0%	1%	28%	27%	-21%	14%	0%	18%

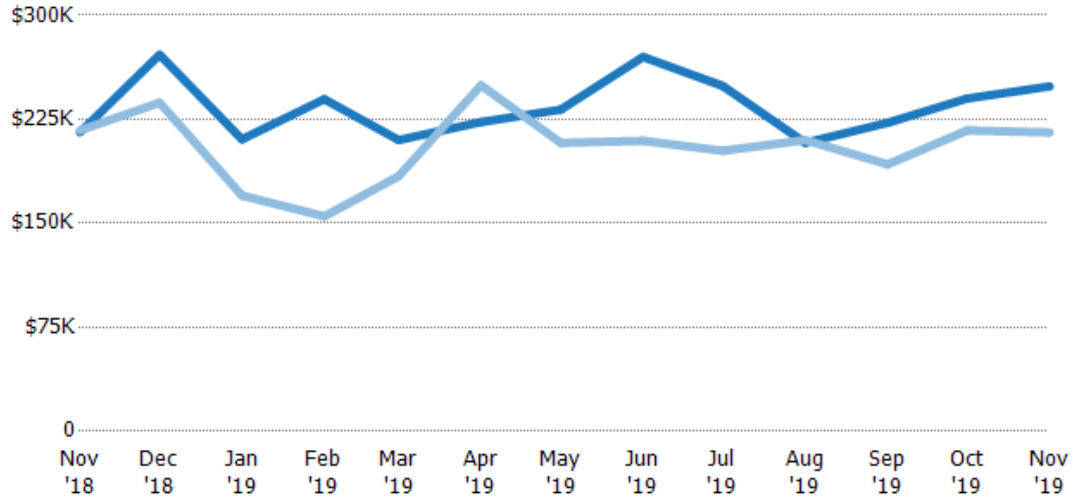
Median Sales Price

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.
Nov '19	\$249K	15.4%
Nov '18	\$216K	-0.7%
Nov '17	\$217K	2.2%



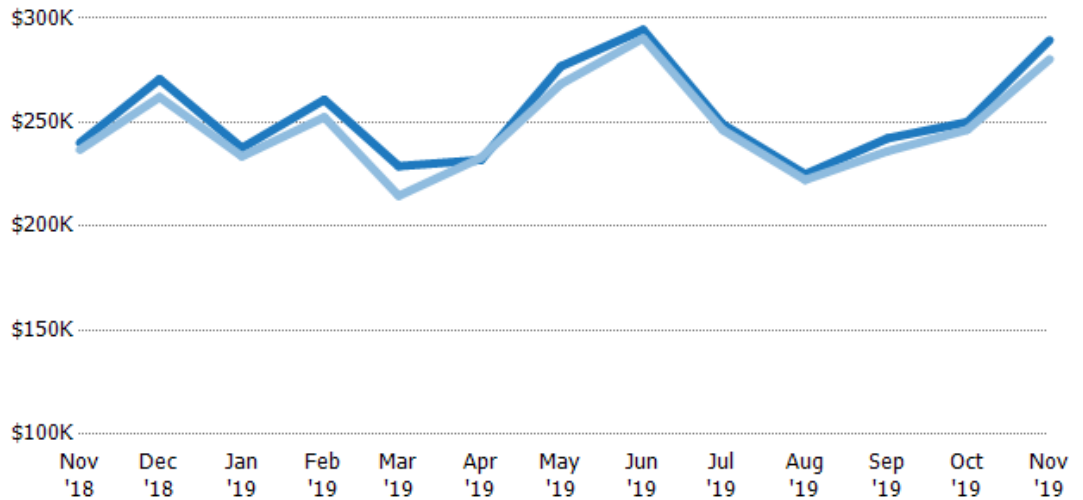
Current Year	\$216K	\$272K	\$211K	\$240K	\$210K	\$223K	\$232K	\$270K	\$249K	\$208K	\$222K	\$240K	\$249K
Prior Year	\$217K	\$237K	\$170K	\$155K	\$184K	\$250K	\$208K	\$209K	\$202K	\$210K	\$193K	\$217K	\$216K
Percent Change from Prior Year	-1%	15%	24%	55%	14%	-11%	12%	29%	23%	-1%	16%	11%	15%

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



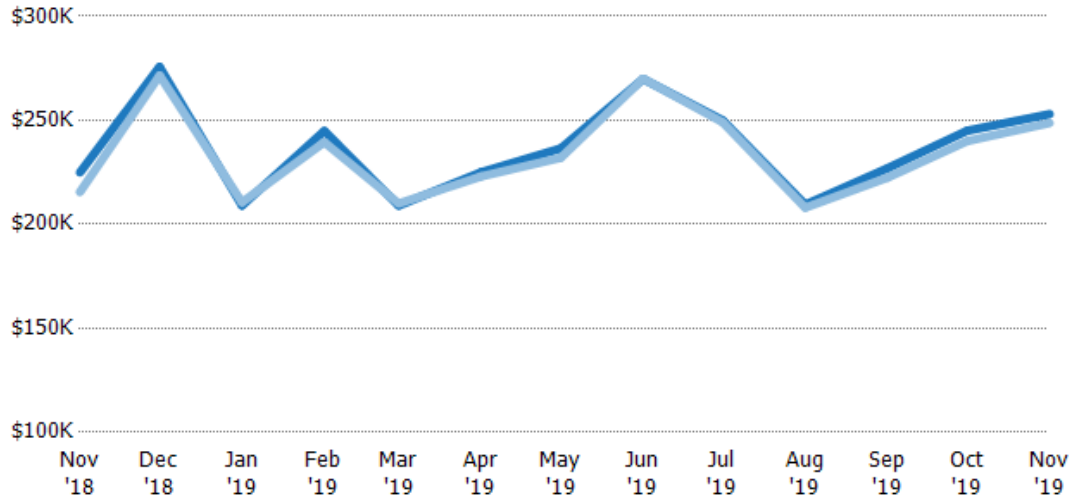
Avg List Price	\$240K	\$271K	\$238K	\$261K	\$229K	\$232K	\$277K	\$294K	\$249K	\$225K	\$242K	\$250K	\$289K
Avg Sales Price	\$237K	\$262K	\$234K	\$252K	\$215K	\$233K	\$268K	\$290K	\$246K	\$222K	\$236K	\$246K	\$280K
Avg Sales Price as a % of Avg List Price	99%	97%	98%	97%	94%	100%	97%	99%	99%	99%	97%	99%	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



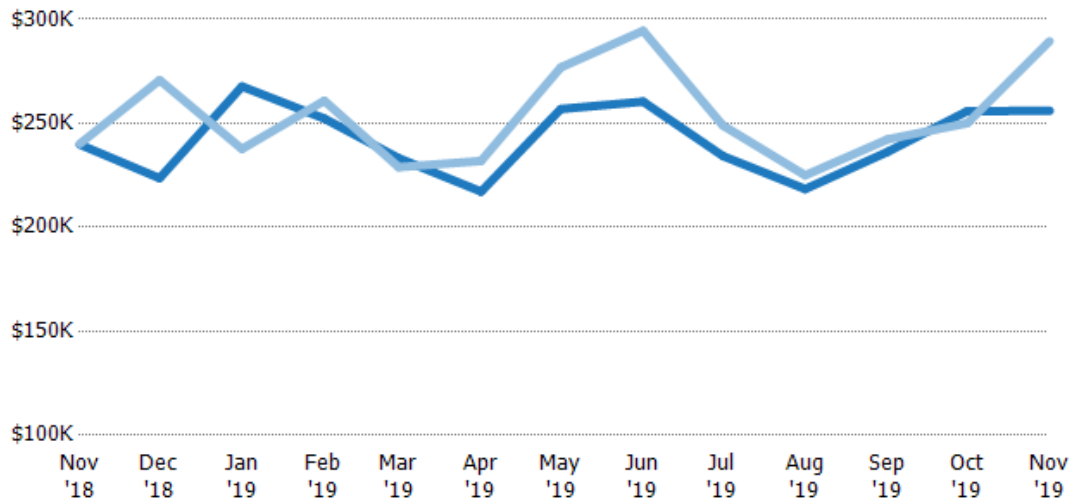
Median List Price	\$225K	\$276K	\$209K	\$245K	\$209K	\$225K	\$236K	\$270K	\$250K	\$209K	\$227K	\$245K	\$253K
Median Sales Price	\$216K	\$272K	\$211K	\$240K	\$210K	\$223K	\$232K	\$270K	\$249K	\$208K	\$222K	\$240K	\$249K
Med Sales Price as a % of Med List Price	96%	99%	101%	98%	100%	99%	98%	100%	100%	99%	98%	98%	98%

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



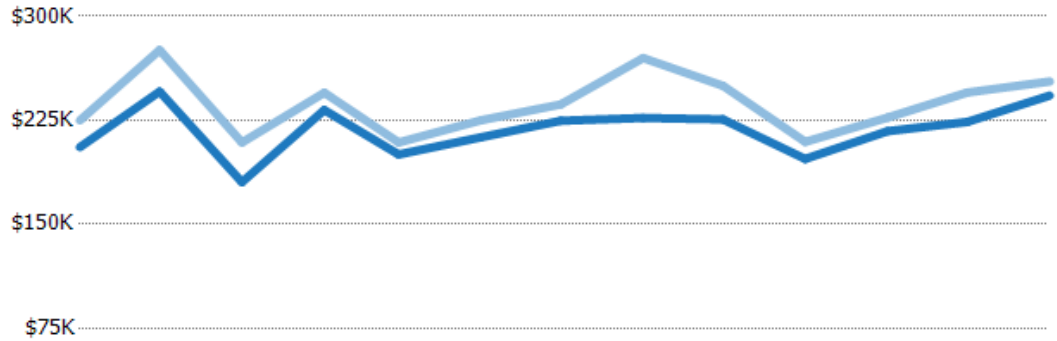
Avg Est Value	\$240K	\$224K	\$268K	\$252K	\$233K	\$217K	\$257K	\$260K	\$234K	\$218K	\$236K	\$256K	\$256K
Avg Sales Price	\$240K	\$271K	\$238K	\$261K	\$229K	\$232K	\$277K	\$294K	\$249K	\$225K	\$242K	\$250K	\$289K
Avg Sales Price as a % of Avg Est Value	100%	121%	89%	103%	98%	107%	108%	113%	106%	103%	103%	98%	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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$206K	\$246K	\$180K	\$232K	\$200K	\$213K	\$225K	\$227K	\$226K	\$197K	\$217K	\$224K	\$243K
Median Sales Price	\$225K	\$276K	\$209K	\$245K	\$209K	\$225K	\$236K	\$270K	\$250K	\$209K	\$227K	\$245K	\$253K
Med Sales Price as a % of Med Est Value	109%	112%	116%	105%	104%	106%	105%	119%	111%	106%	105%	109%	104%