

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	30	+6.7%	361	377	-4.2%
New Listing Volume	\$8,711,830	\$7,119,418	+22.4%	\$95,908,852	\$104,869,169	-8.5%
Active Listing Count	137	171	-19.9%	N/A	N/A	
Active Listing Volume	\$43,958,000	\$54,456,030	-19.3%	N/A	N/A	
Average Listing Price	\$320,861	\$318,456	+0.8%	\$321,265	\$300,996	+6.7%
Median Listing Price	\$258,000	\$268,800	-4%	\$266,314	\$268,269	-0.7%
Median Days in RPR	97	100	-3%	114.2	117.66	-2.9%
Months of Inventory	4.6	6.6	-30.6%	5.5	6.1	-9.7%
Absorption Rate	21.9%	15.2%	+6.7%	18.06%	16.31%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	25	21	+19%	355	290	+22.4%
New Pending Sales Volume	\$7,755,099	\$6,026,400	+28.7%	\$89,471,740	\$70,223,543	+27.4%
Pending Sales Count	48	42	+14.3%	N/A	N/A	
Pending Sales Volume	\$13,167,817	\$11,247,000	+17.1%	N/A	N/A	
Closed Sales Count	35	26	+34.6%	278	263	+5.7%
Closed Sales Volume	\$8,623,638	\$6,385,219	+35.1%	\$68,657,182	\$61,401,142	+11.8%
Average Sales Price	\$246,390	\$245,585	+0.3%	\$246,968	\$233,464	+5.8%
Median Sales Price	\$240,000	\$217,000	+10.6%	\$233,131	\$203,470	+14.6%

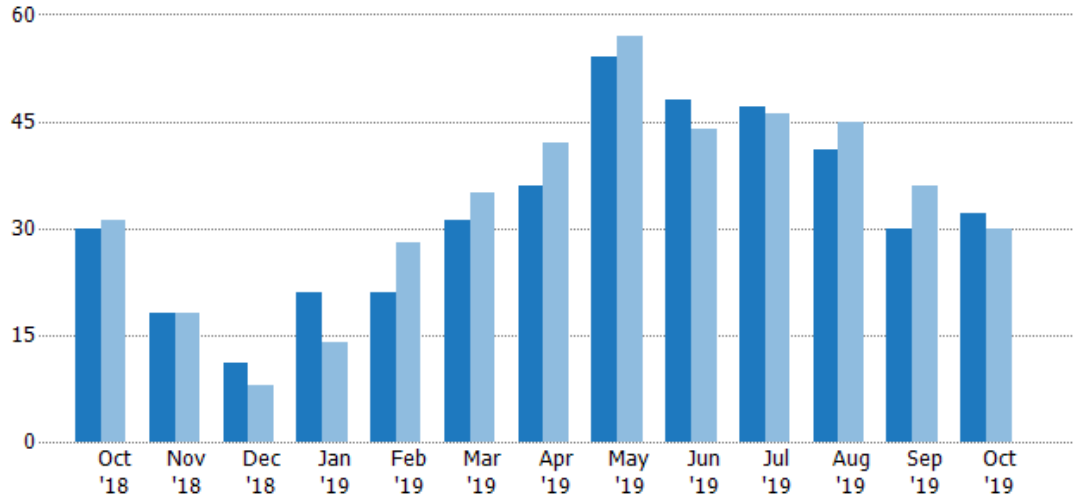
New Listings

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.
Oct '19	32	6.7%
Oct '18	30	-3.2%
Oct '17	31	-45.2%



Current Year	30	18	11	21	21	31	36	54	48	47	41	30	32
Prior Year	31	18	8	14	28	35	42	57	44	46	45	36	30
Percent Change from Prior Year	-3%	0%	38%	50%	-25%	-11%	-14%	-5%	9%	2%	-9%	-17%	7%

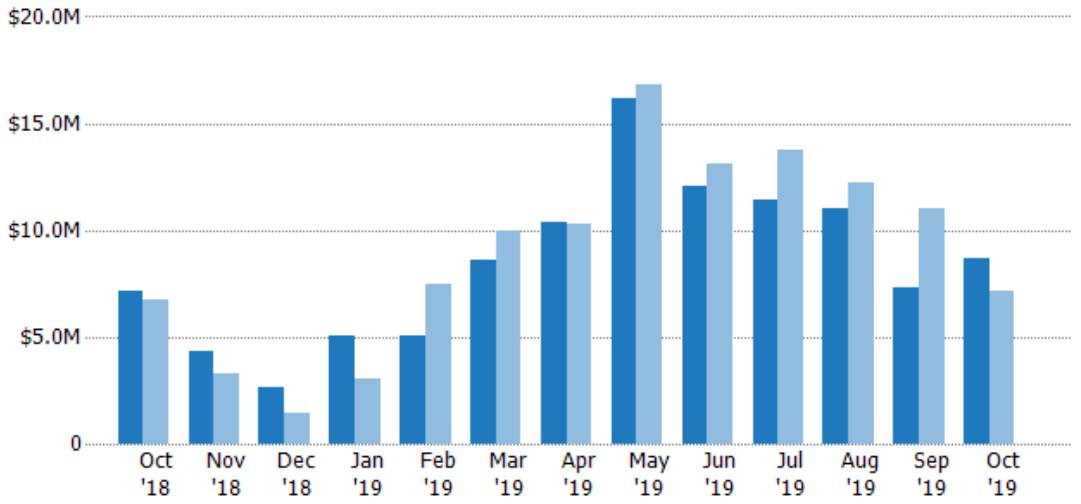
New Listing Volume

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.
Oct '19	\$8.71M	22.4%
Oct '18	\$7.12M	5.9%
Oct '17	\$6.73M	-52.5%



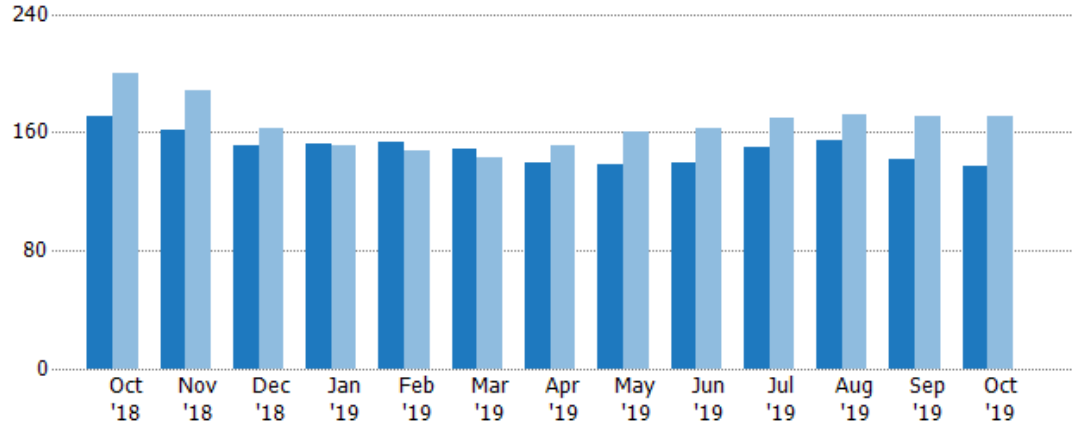
Current Year	\$7.12M	\$4.32M	\$2.63M	\$5.1M	\$5.08M	\$8.57M	\$10.4M	\$16.2M	\$12.1M	\$11.4M	\$11M	\$7.35M	\$8.71M
Prior Year	\$6.73M	\$3.3M	\$1.41M	\$3.04M	\$7.49M	\$10M	\$10.3M	\$16.8M	\$13.1M	\$13.7M	\$12.3M	\$11M	\$7.12M
Percent Change from Prior Year	6%	31%	86%	68%	-32%	-14%	1%	-4%	-8%	-17%	-10%	-33%	22%

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.
Oct '19	137	-19.9%
Oct '18	171	-14.5%
Oct '17	200	-8%

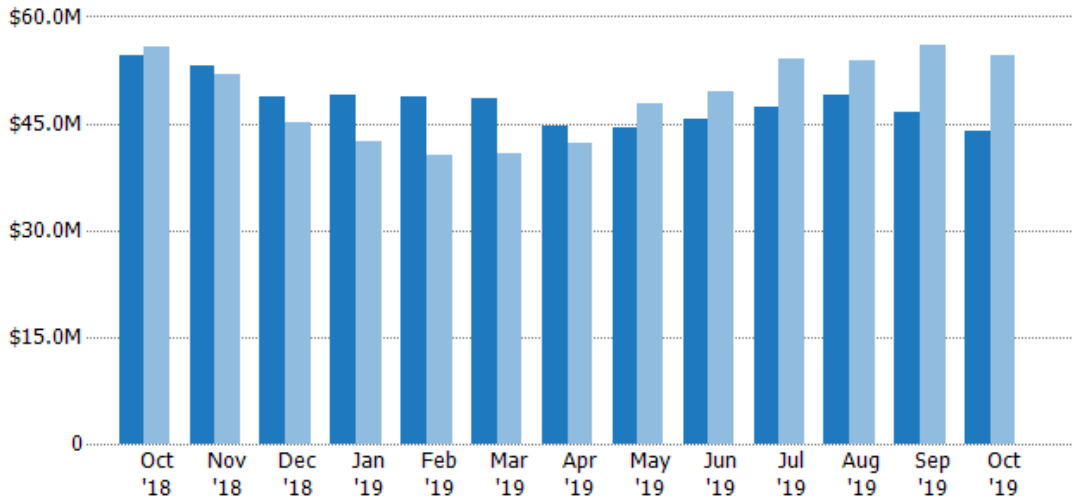
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	171	162	151	152	153	149	140	138	140	150	155	142	137
Prior Year	200	188	163	151	148	143	151	160	163	170	172	171	171
Percent Change from Prior Year	-15%	-14%	-7%	1%	3%	4%	-7%	-14%	-14%	-12%	-10%	-17%	-20%

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.
Oct '19	\$44M	-19.3%
Oct '18	\$54.5M	-2.2%
Oct '17	\$55.7M	-9.4%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$54.5M	\$53.1M	\$48.8M	\$48.9M	\$48.9M	\$48.5M	\$44.7M	\$44.5M	\$45.5M	\$47.4M	\$49M	\$46.5M	\$44M
Prior Year	\$55.7M	\$51.9M	\$45M	\$42.4M	\$40.5M	\$40.7M	\$42.2M	\$47.8M	\$49.4M	\$54.1M	\$53.9M	\$55.9M	\$54.5M
Percent Change from Prior Year	-2%	2%	8%	15%	21%	19%	6%	-7%	-8%	-12%	-9%	-17%	-19%

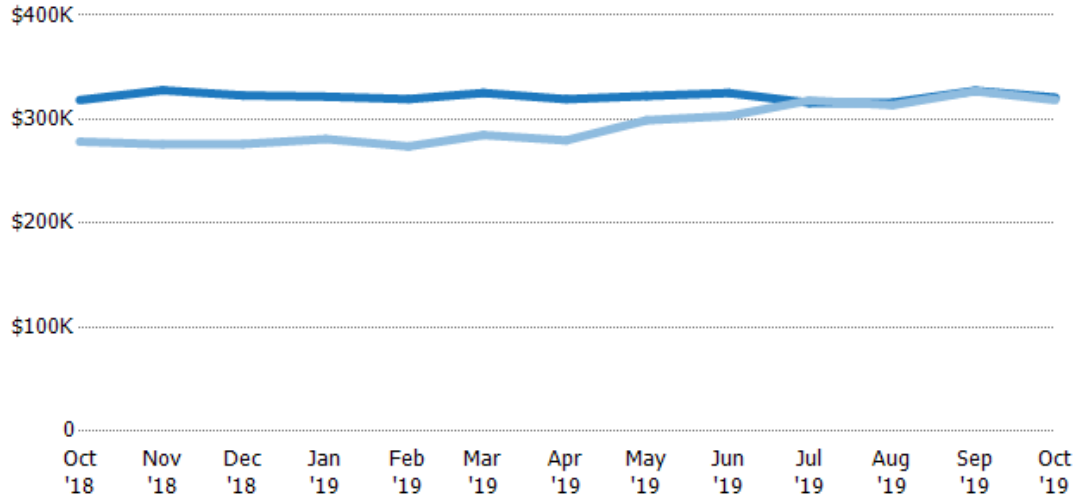
Average Listing Price

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.
Oct '19	\$321K	0.8%
Oct '18	\$318K	14.3%
Oct '17	\$279K	-1.6%



Current Year	\$318K	\$328K	\$323K	\$322K	\$319K	\$325K	\$319K	\$322K	\$325K	\$316K	\$316K	\$327K	\$321K
Prior Year	\$279K	\$276K	\$276K	\$281K	\$274K	\$285K	\$280K	\$299K	\$303K	\$318K	\$314K	\$327K	\$318K
Percent Change from Prior Year	14%	19%	17%	15%	17%	14%	14%	8%	7%	-1%	1%	0%	1%

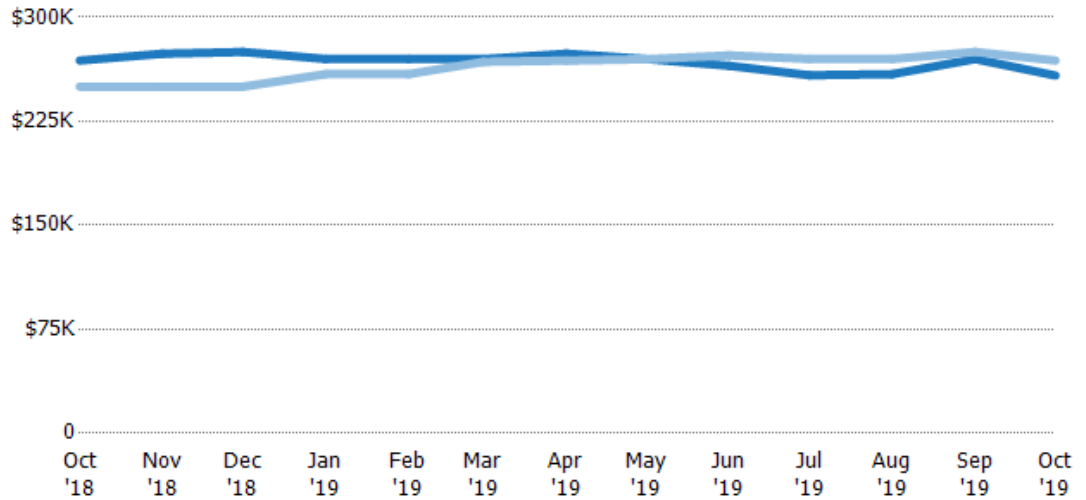
Median Listing Price

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.
Oct '19	\$258K	-4%
Oct '18	\$269K	7.5%
Oct '17	\$250K	-8.7%



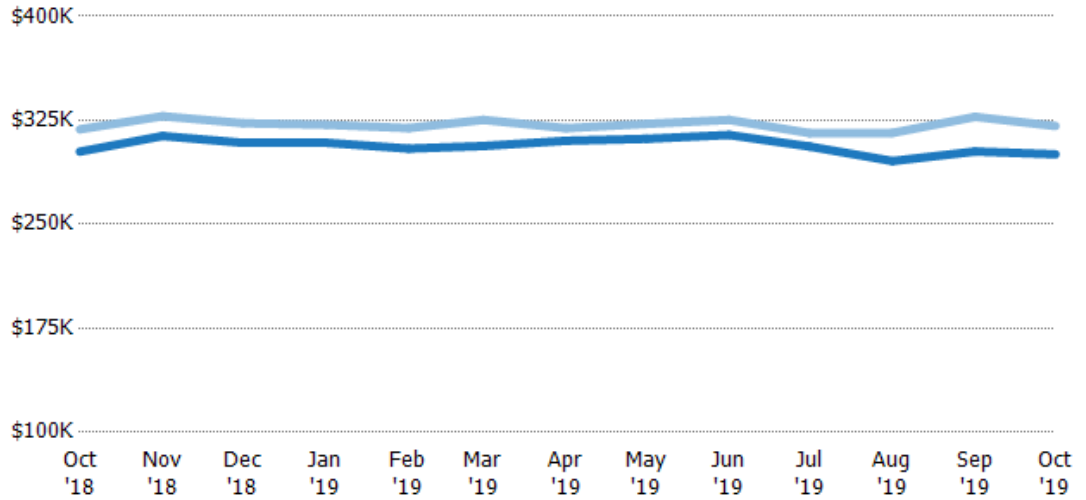
Current Year	\$269K	\$274K	\$275K	\$270K	\$270K	\$270K	\$274K	\$270K	\$265K	\$258K	\$259K	\$270K	\$258K
Prior Year	\$250K	\$250K	\$250K	\$259K	\$259K	\$268K	\$269K	\$270K	\$273K	\$270K	\$270K	\$275K	\$269K
Percent Change from Prior Year	8%	10%	10%	4%	4%	1%	2%	0%	-3%	-4%	-4%	-2%	-4%

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

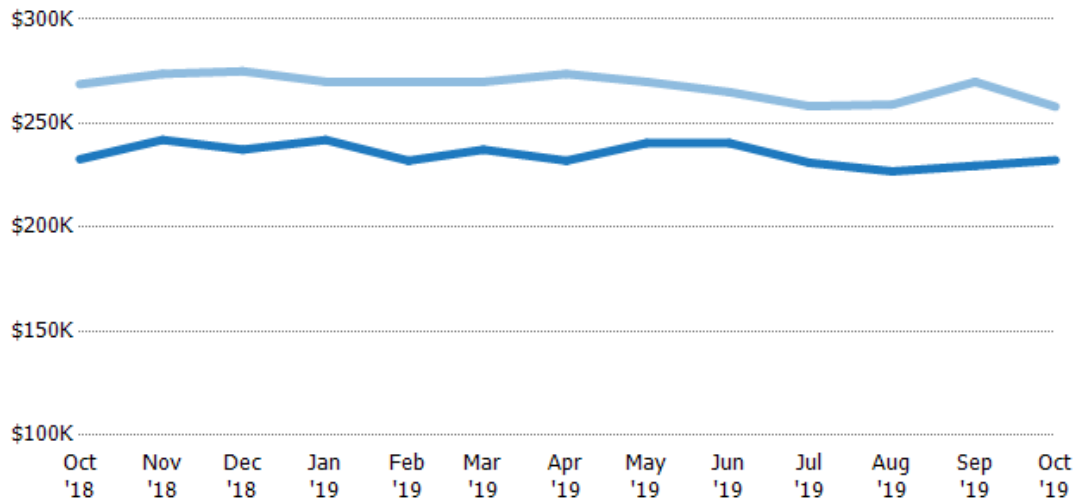


Median Listing Price vs Median Est Value

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



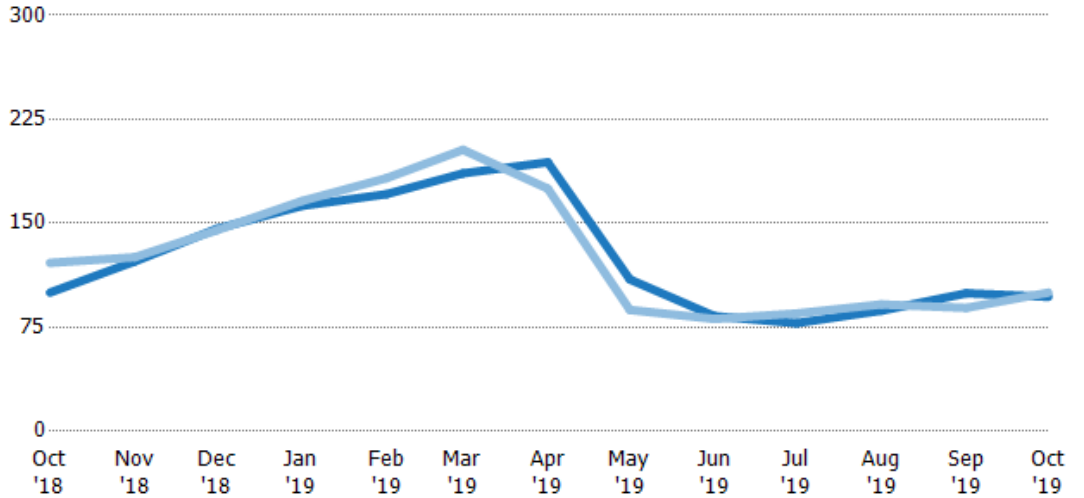
Median Days in RPR

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.
Oct '19	97	-3%
Oct '18	100	-17.7%
Oct '17	122	11.9%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	100	123	146	163	171	186	194	110	83	78	87	100	97
Prior Year	122	126	145	166	183	203	175	87.5	81	85	91.5	89	100
Percent Change from Prior Year	-18%	-2%	1%	-2%	-6%	-8%	11%	25%	2%	-8%	-5%	12%	-3%

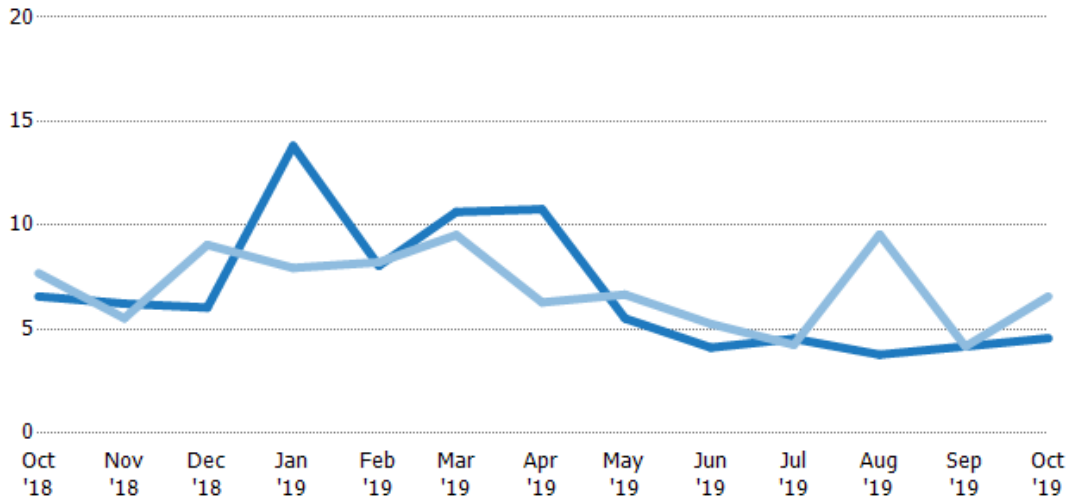
Months of Inventory

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.
Oct '19	4.57	-30.6%
Oct '18	6.58	-14.5%
Oct '17	7.69	-11.4%



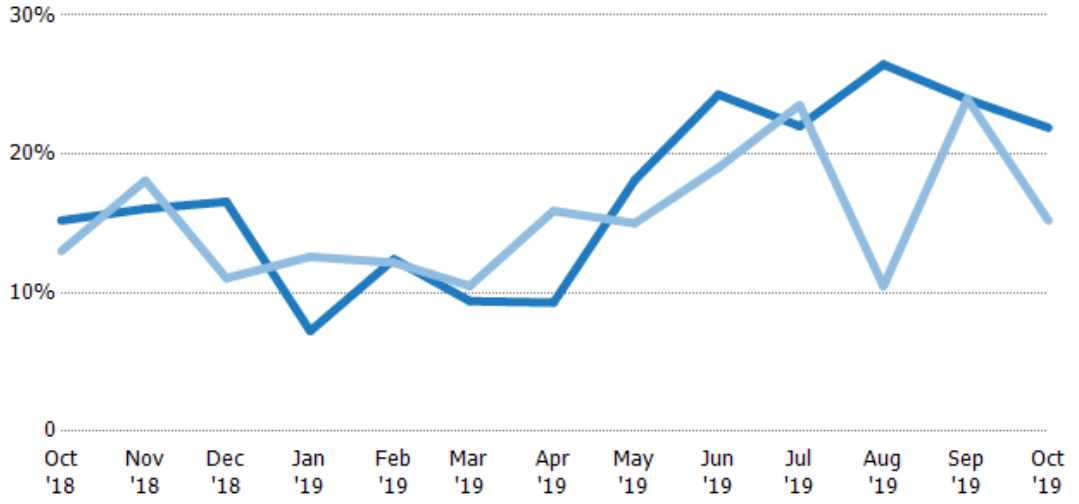
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	6.58	6.23	6.04	13.8	8.05	10.6	10.8	5.52	4.12	4.55	3.78	4.18	4.57
Prior Year	7.69	5.53	9.06	7.95	8.22	9.53	6.29	6.67	5.26	4.25	9.56	4.17	6.58
Percent Change from Prior Year	-15%	13%	-33%	74%	-2%	12%	71%	-17%	-22%	7%	-60%	0%	-31%

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.
Oct '19	22%	-6.7%
Oct '18	15%	-2.2%
Oct '17	13%	12.8%

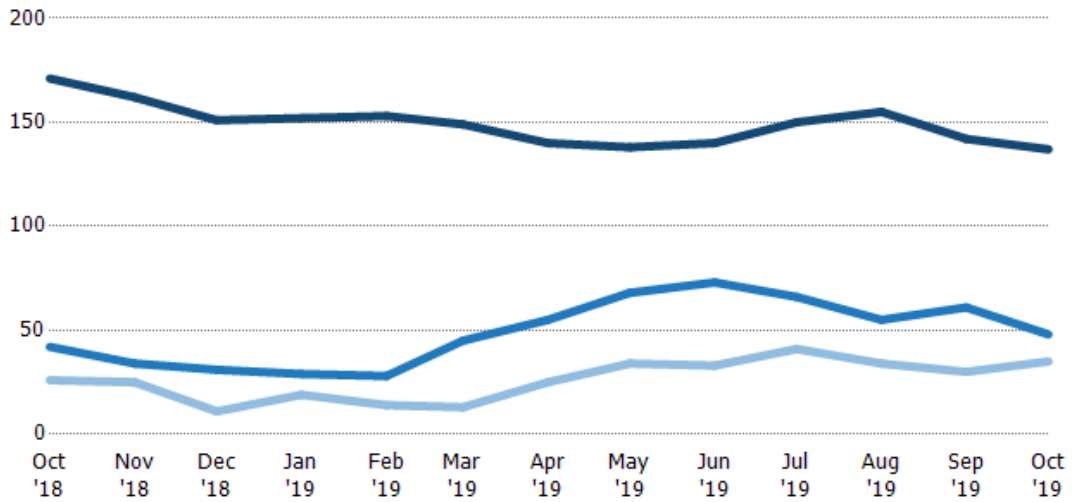
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	15%	16%	17%	7%	12%	9%	9%	18%	24%	22%	26%	24%	22%
Prior Year	13%	18%	11%	13%	12%	10%	16%	15%	19%	24%	10%	24%	15%
Change from Prior Year	-2%	2%	-6%	5%	0%	1%	7%	-3%	-5%	2%	-16%	0%	-7%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	171	162	151	152	153	149	140	138	140	150	155	142	137
Pending	42	34	31	29	28	45	55	68	73	66	55	61	48
Sold	26	25	11	19	14	13	25	34	33	41	34	30	35

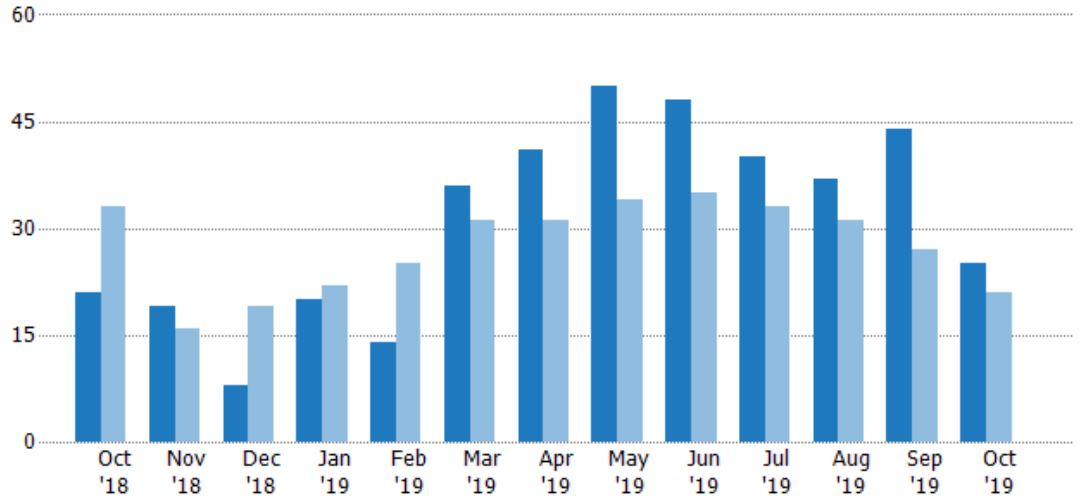
New Pending Sales

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.
Oct '19	25	19%
Oct '18	21	-36.4%
Oct '17	33	-30.3%



Current Year	21	19	8	20	14	36	41	50	48	40	37	44	25
Prior Year	33	16	19	22	25	31	31	34	35	33	31	27	21
Percent Change from Prior Year	-36%	19%	-58%	-9%	-44%	16%	32%	47%	37%	21%	19%	63%	19%

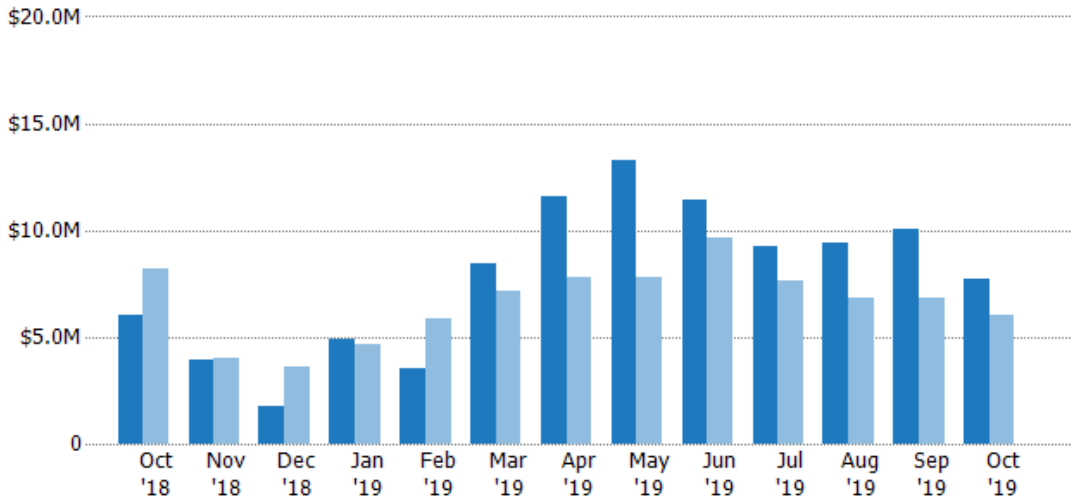
New Pending Sales Volume

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.
Oct '19	\$7.76M	28.7%
Oct '18	\$6.03M	-26.3%
Oct '17	\$8.17M	-40.7%



Current Year	\$6.03M	\$3.9M	\$1.75M	\$4.87M	\$3.49M	\$8.41M	\$11.6M	\$13.2M	\$11.4M	\$9.26M	\$9.4M	\$10M	\$7.76M
Prior Year	\$8.17M	\$4.01M	\$3.6M	\$4.63M	\$5.88M	\$7.19M	\$7.78M	\$7.76M	\$9.64M	\$7.63M	\$6.84M	\$6.85M	\$6.03M
Percent Change from Prior Year	-26%	-3%	-51%	5%	-41%	17%	49%	71%	19%	21%	37%	46%	29%

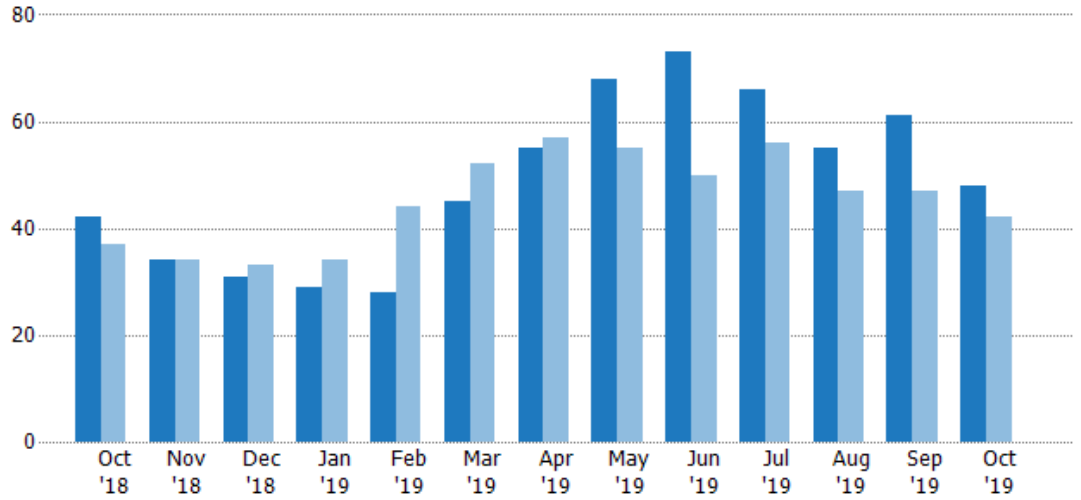
Pending Sales

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.
Oct '19	48	14.3%
Oct '18	42	13.5%
Oct '17	37	51.4%



Current Year	42	34	31	29	28	45	55	68	73	66	55	61	48
Prior Year	37	34	33	34	44	52	57	55	50	56	47	47	42
Percent Change from Prior Year	14%	0%	-6%	-15%	-36%	-13%	-4%	24%	46%	18%	17%	30%	14%

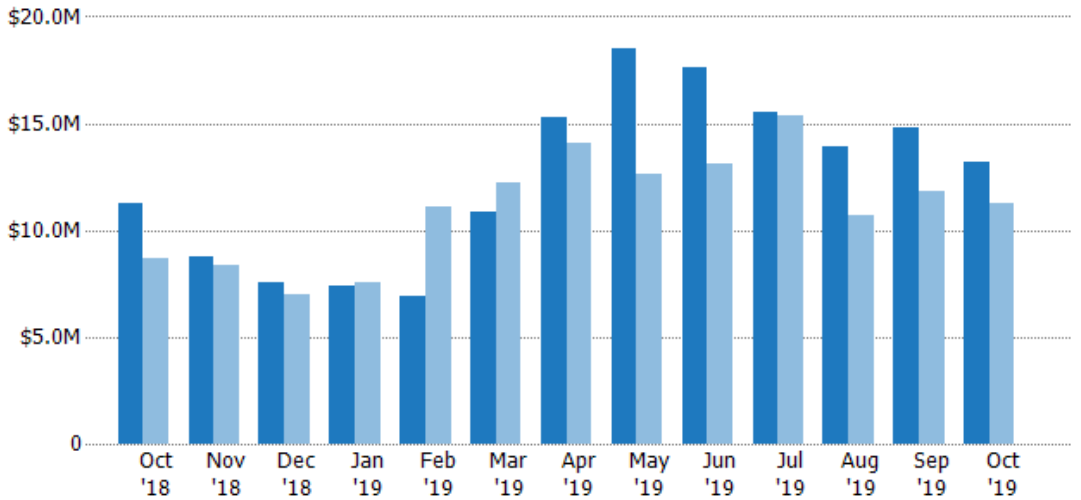
Pending Sales Volume

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.
Oct '19	\$13.2M	17.1%
Oct '18	\$11.2M	29.2%
Oct '17	\$8.7M	65.9%



Current Year	\$11.2M	\$8.8M	\$7.57M	\$7.42M	\$6.89M	\$10.9M	\$15.3M	\$18.5M	\$17.6M	\$15.6M	\$13.9M	\$14.8M	\$13.2M
Prior Year	\$8.7M	\$8.39M	\$6.96M	\$7.53M	\$11.1M	\$12.2M	\$14.1M	\$12.6M	\$13.1M	\$15.3M	\$10.7M	\$11.8M	\$11.2M
Percent Change from Prior Year	29%	5%	9%	-1%	-38%	-11%	9%	47%	35%	1%	30%	25%	17%

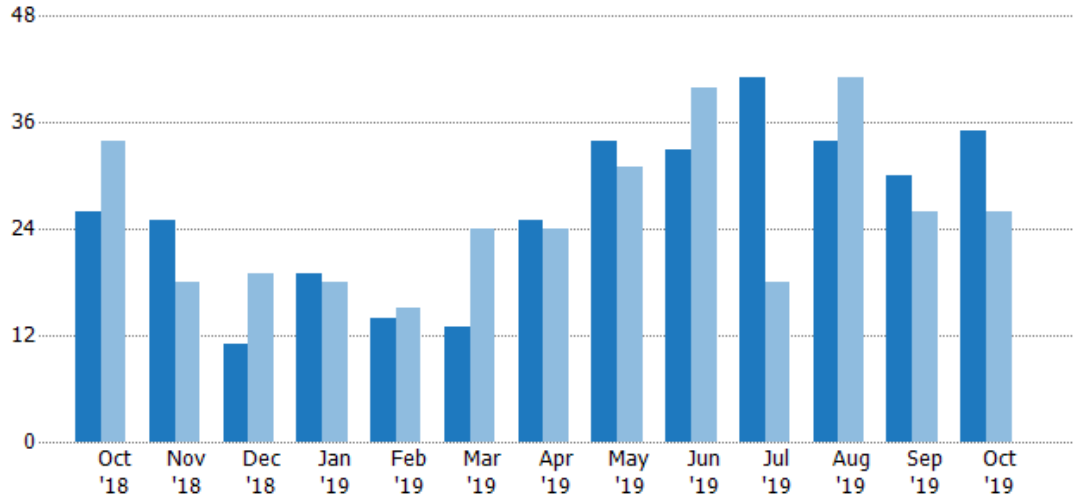
Closed Sales

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.
Oct '19	35	34.6%
Oct '18	26	-23.5%
Oct '17	34	-17.6%



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

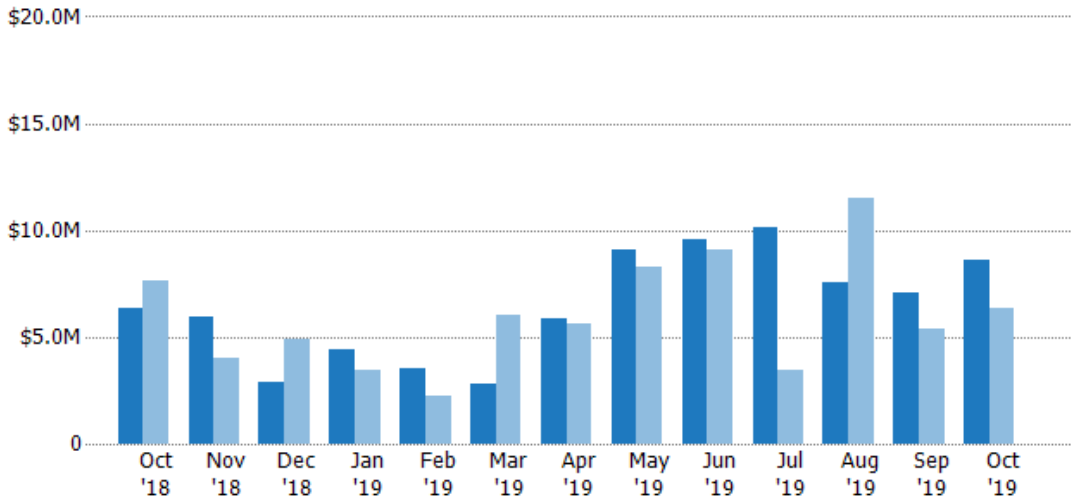
Closed Sales Volume

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.
Oct '19	\$8.62M	35.1%
Oct '18	\$6.39M	-16.4%
Oct '17	\$7.64M	-29.3%



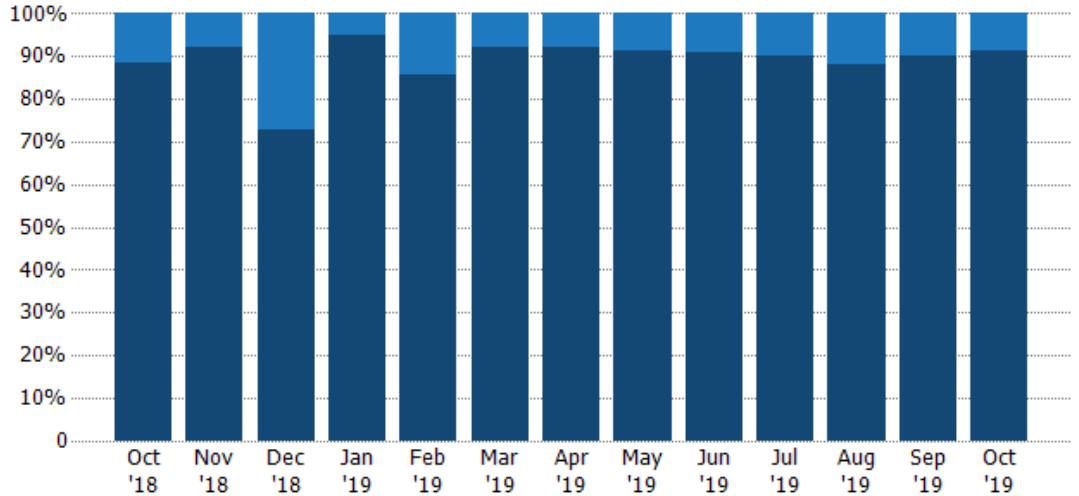
Current Year	\$6.39M	\$5.92M	\$2.88M	\$4.44M	\$3.53M	\$2.79M	\$5.82M	\$9.12M	\$9.58M	\$10.1M	\$7.56M	\$7.08M	\$8.62M
Prior Year	\$7.64M	\$4.05M	\$4.87M	\$3.48M	\$2.21M	\$6.01M	\$5.62M	\$8.26M	\$9.06M	\$3.48M	\$11.5M	\$5.39M	\$6.39M
Percent Change from Prior Year	-16%	46%	-41%	28%	60%	-54%	4%	11%	6%	190%	-34%	31%	35%

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



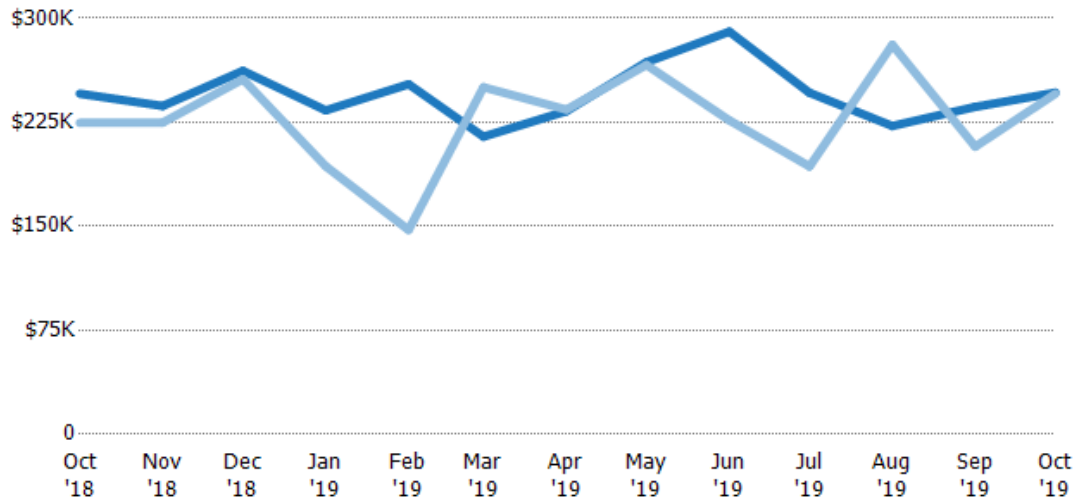
Condo/Townhouse	12%	8%	27%	5%	14%	8%	8%	9%	9%	10%	12%	10%	9%
Single Family Residence	88%	92%	73%	95%	86%	92%	92%	91%	91%	90%	88%	90%	91%

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



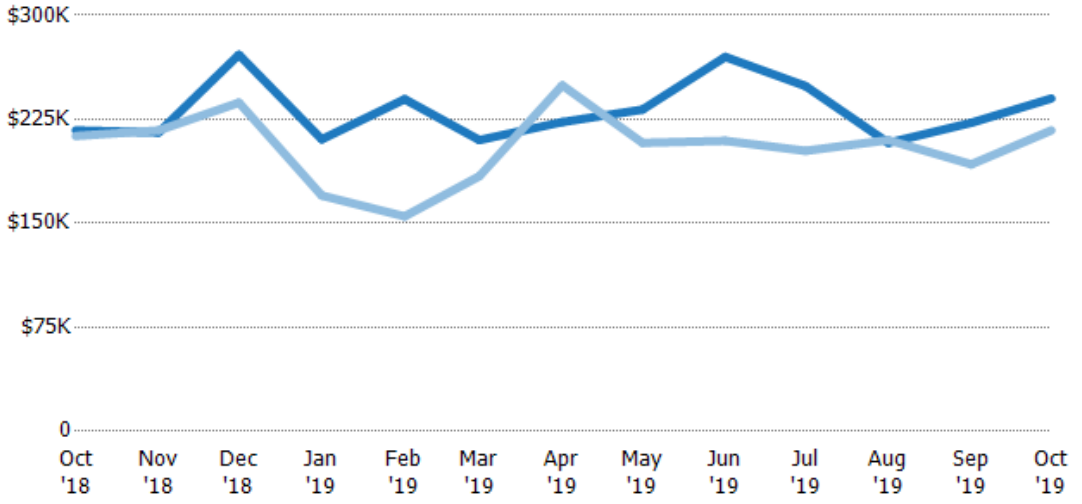
Current Year	\$246K	\$237K	\$262K	\$234K	\$252K	\$215K	\$233K	\$268K	\$290K	\$246K	\$222K	\$236K	\$246K
Prior Year	\$225K	\$225K	\$256K	\$193K	\$147K	\$250K	\$234K	\$266K	\$226K	\$193K	\$281K	\$207K	\$246K
Percent Change from Prior Year	9%	5%	2%	21%	71%	-14%	0%	1%	28%	27%	-21%	14%	0%

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.
Oct '19	\$240K	10.6%
Oct '18	\$217K	1.9%
Oct '17	\$213K	-9.9%

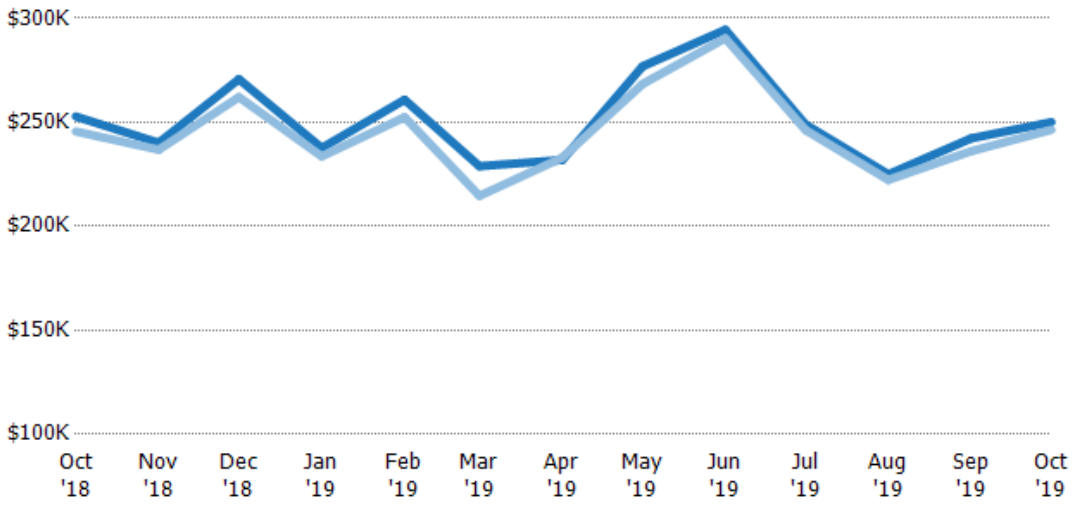
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$217K	\$216K	\$272K	\$211K	\$240K	\$210K	\$223K	\$232K	\$270K	\$249K	\$208K	\$222K	\$240K
Prior Year	\$213K	\$217K	\$237K	\$170K	\$155K	\$184K	\$250K	\$208K	\$209K	\$202K	\$210K	\$193K	\$217K
Percent Change from Prior Year	2%	-1%	15%	24%	55%	14%	-11%	12%	29%	23%	-1%	16%	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



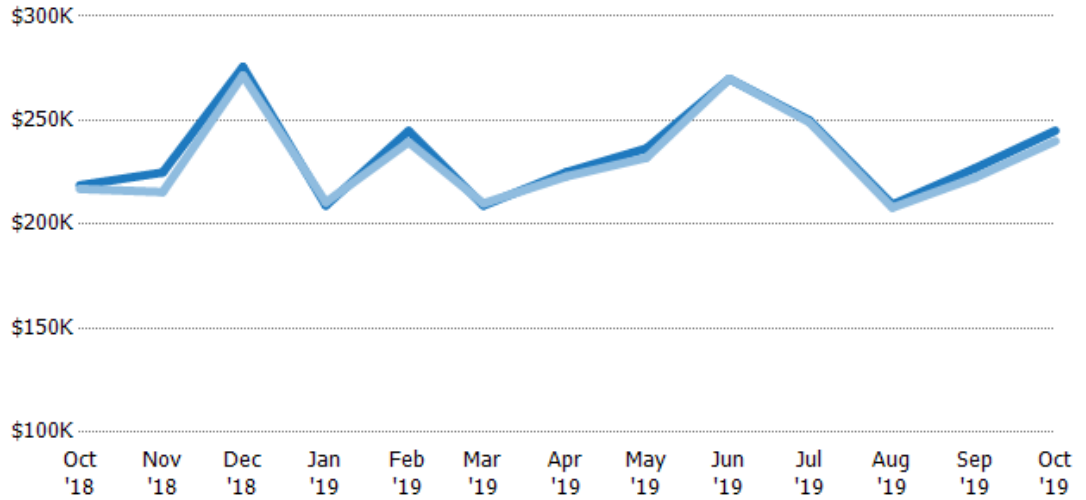
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg List Price	\$253K	\$240K	\$271K	\$238K	\$261K	\$229K	\$232K	\$277K	\$294K	\$249K	\$225K	\$242K	\$250K
Avg Sales Price	\$246K	\$237K	\$262K	\$234K	\$252K	\$215K	\$233K	\$268K	\$290K	\$246K	\$222K	\$236K	\$246K
Avg Sales Price as a % of Avg List Price	97%	99%	97%	98%	97%	94%	100%	97%	99%	99%	99%	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



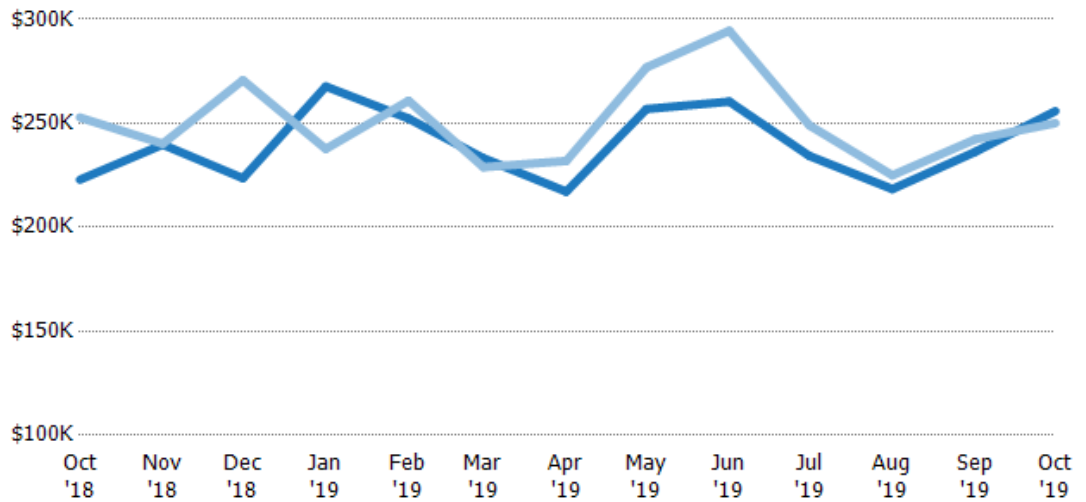
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$219K	\$225K	\$276K	\$209K	\$245K	\$209K	\$225K	\$236K	\$270K	\$250K	\$209K	\$227K	\$245K
Median Sales Price	\$217K	\$216K	\$272K	\$211K	\$240K	\$210K	\$223K	\$232K	\$270K	\$249K	\$208K	\$222K	\$240K
Med Sales Price as a % of Med List Price	99%	96%	99%	101%	98%	100%	99%	98%	100%	100%	99%	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



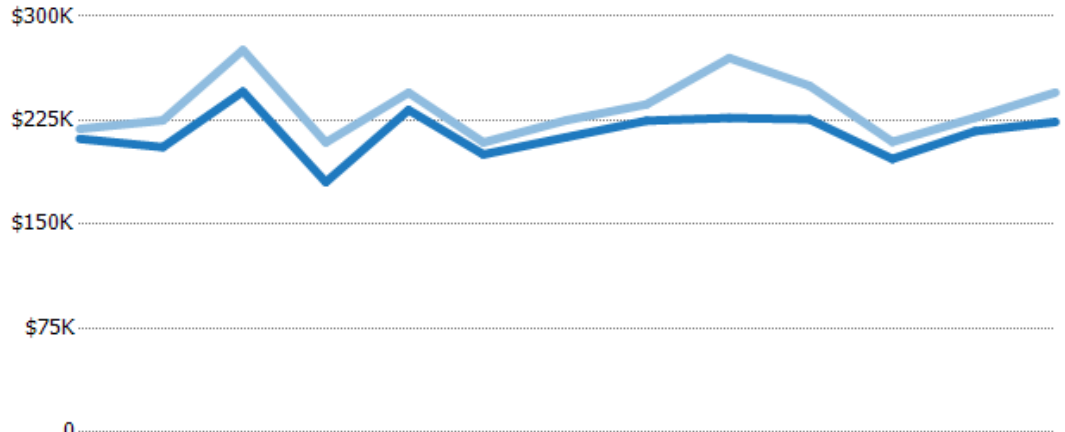
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$223K	\$240K	\$224K	\$268K	\$252K	\$233K	\$217K	\$257K	\$260K	\$234K	\$218K	\$236K	\$256K
Avg Sales Price	\$253K	\$240K	\$271K	\$238K	\$261K	\$229K	\$232K	\$277K	\$294K	\$249K	\$225K	\$242K	\$250K
Avg Sales Price as a % of Avg Est Value	113%	100%	121%	89%	103%	98%	107%	108%	113%	106%	103%	103%	98%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$212K	\$206K	\$246K	\$180K	\$232K	\$200K	\$213K	\$225K	\$227K	\$226K	\$197K	\$217K	\$224K
Median Sales Price	\$219K	\$225K	\$276K	\$209K	\$245K	\$209K	\$225K	\$236K	\$270K	\$250K	\$209K	\$227K	\$245K
Med Sales Price as a % of Med Est Value	103%	109%	112%	116%	105%	104%	106%	105%	119%	111%	106%	105%	109%