

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 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	56	49	+14.3%	201	215	-6.5%
New Listing Volume	\$14,851,456	\$12,397,912	+19.8%	\$57,585,024	\$58,032,825	-0.8%
Active Listing Count	85	153	-44.4%	N/A	N/A	
Active Listing Volume	\$31,340,810	\$49,060,843	-36.1%	N/A	N/A	
Average Listing Price	\$368,715	\$320,659	+15%	\$334,126	\$319,424	+4.6%
Median Listing Price	\$279,000	\$255,000	+9.4%	\$264,307	\$261,343	+1.1%
Median Days in RPR	49	83	-41%	89.24	144.54	-38.3%
Months of Inventory	3.9	4.5	-14.1%	4.1	5.9	-30.3%
Absorption Rate	25.88%	22.22%	+3.7%	24.25%	16.9%	+7.4%
Sales Activity Charts Metrics						
New Pending Sales Count	64	48	+33.3%	228	206	+10.7%
New Pending Sales Volume	\$16,066,077	\$11,434,326	+40.5%	\$55,507,618	\$52,489,456	+5.8%
Pending Sales Count	83	69	+20.3%	N/A	N/A	
Pending Sales Volume	\$20,434,964	\$16,763,239	+21.9%	N/A	N/A	
Closed Sales Count	30	33	-9.1%	130	138	-5.8%
Closed Sales Volume	\$8,279,760	\$9,582,675	-13.6%	\$31,720,367	\$35,294,604	-10.1%
Average Sales Price	\$275,992	\$290,384	-5%	\$244,003	\$255,758	-4.6%
Median Sales Price	\$282,500	\$270,000	+4.6%	\$239,983	\$235,189	+2%

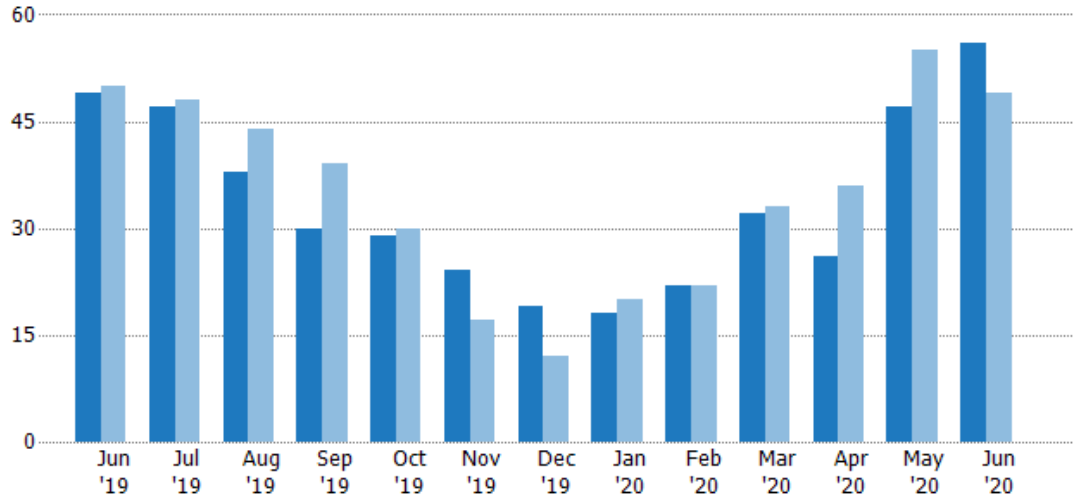
New Listings

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 '20	56	14.3%
Jun '19	49	-2%
Jun '18	50	-6%



Current Year	49	47	38	30	29	24	19	18	22	32	26	47	56
Prior Year	50	48	44	39	30	17	12	20	22	33	36	55	49
Percent Change from Prior Year	-2%	-2%	-14%	-23%	-3%	41%	58%	-10%	0%	-3%	-28%	-15%	14%

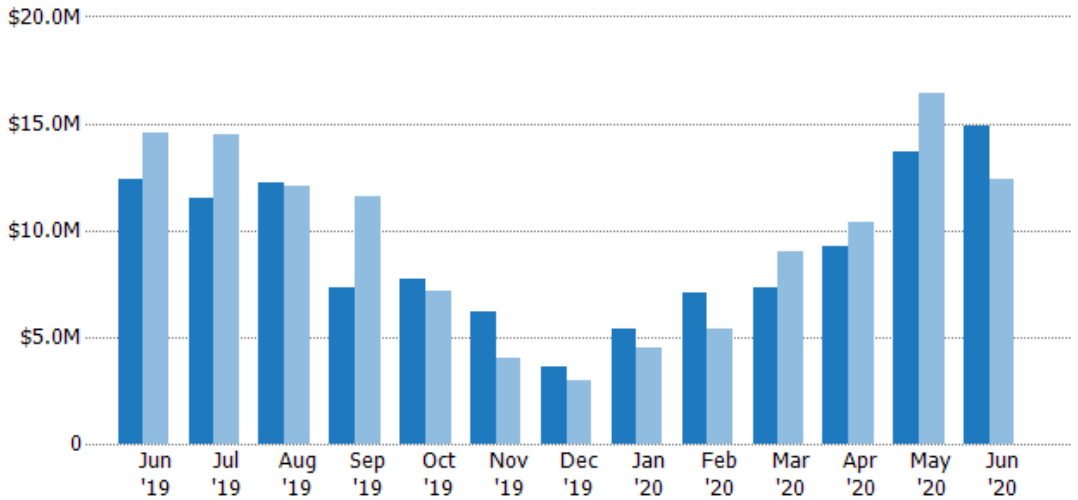
New Listing Volume

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 '20	\$14.9M	19.8%
Jun '19	\$12.4M	-15%
Jun '18	\$14.6M	-13.7%



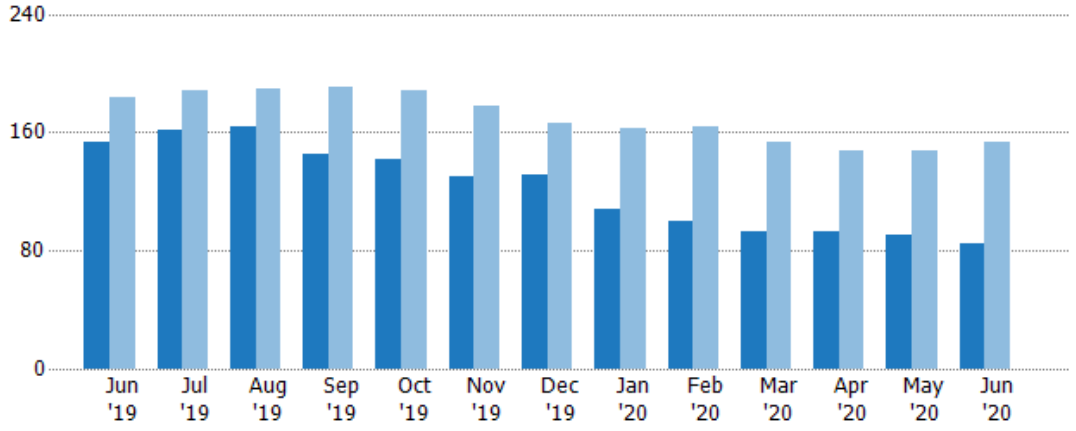
Current Year	\$12.4M	\$11.5M	\$12.2M	\$7.3M	\$7.7M	\$6.17M	\$3.61M	\$5.42M	\$7.09M	\$7.35M	\$9.22M	\$13.7M	\$14.9M
Prior Year	\$14.6M	\$14.5M	\$12M	\$11.6M	\$7.12M	\$4.01M	\$2.95M	\$4.51M	\$5.41M	\$8.97M	\$10.3M	\$16.4M	\$12.4M
Percent Change from Prior Year	-15%	-20%	2%	-37%	8%	54%	22%	20%	31%	-18%	-11%	-17%	20%

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



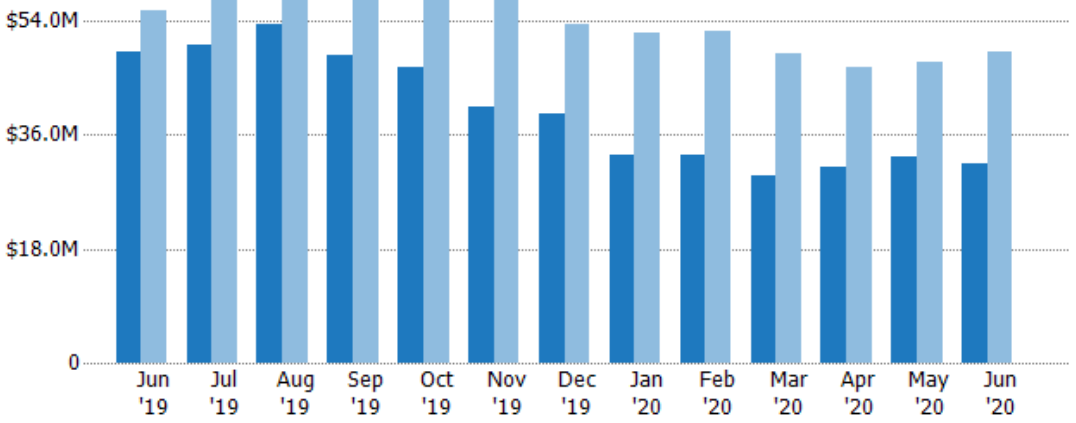
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '20	85	153	-44.4%
Jun '19	153	184	-16.8%
Jun '18	184		9.8%

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	Current Year	Prior Year	Percent Change from Prior Year
Jun '20	\$31.3M	\$49.1M	-36.1%
Jun '19	\$49.1M	\$55.7M	-12%
Jun '18	\$55.7M		-2%

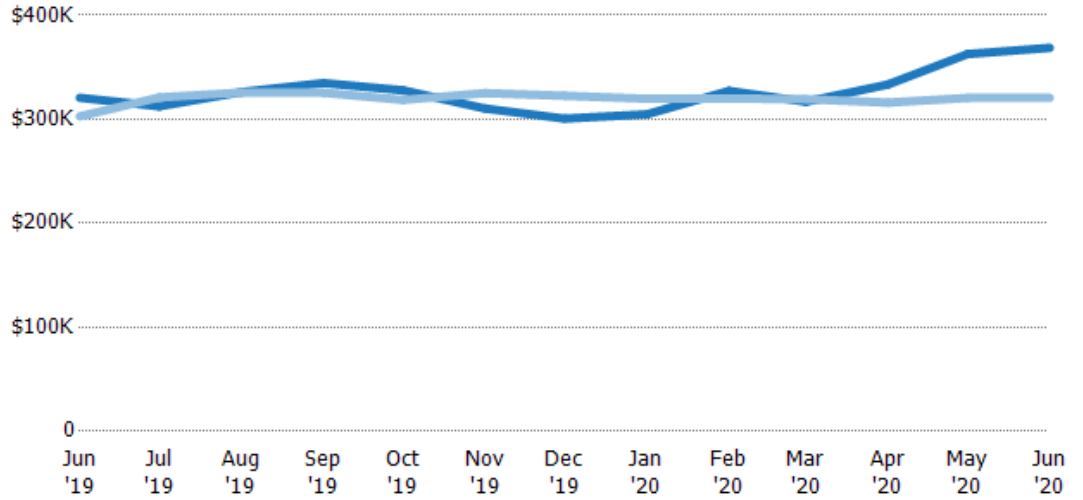
Average Listing Price

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 '20	\$369K	15%
Jun '19	\$321K	5.9%
Jun '18	\$303K	-10.8%



Current Year	\$321K	\$312K	\$326K	\$335K	\$328K	\$310K	\$301K	\$305K	\$327K	\$317K	\$333K	\$363K	\$369K
Prior Year	\$303K	\$321K	\$326K	\$326K	\$319K	\$325K	\$323K	\$320K	\$320K	\$319K	\$316K	\$321K	\$321K
Percent Change from Prior Year	6%	-3%	0%	3%	3%	-5%	-7%	-5%	2%	-1%	6%	13%	15%

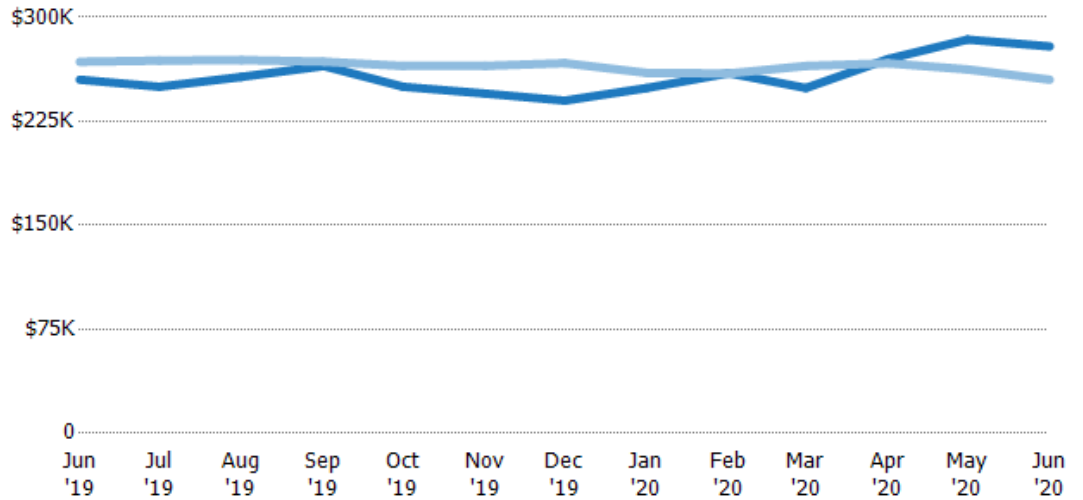
Median Listing Price

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 '20	\$279K	9.4%
Jun '19	\$255K	-4.8%
Jun '18	\$268K	-10.5%



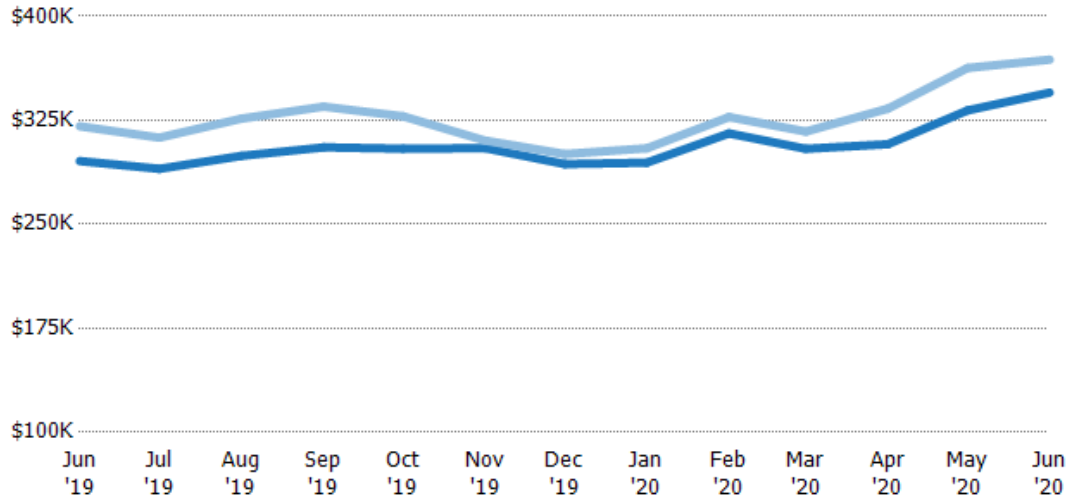
Current Year	\$255K	\$250K	\$257K	\$265K	\$250K	\$245K	\$240K	\$249K	\$260K	\$249K	\$270K	\$284K	\$279K
Prior Year	\$268K	\$269K	\$269K	\$268K	\$265K	\$265K	\$267K	\$260K	\$259K	\$265K	\$267K	\$262K	\$255K
Percent Change from Prior Year	-5%	-7%	-5%	-1%	-6%	-8%	-10%	-4%	0%	-6%	1%	8%	9%

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



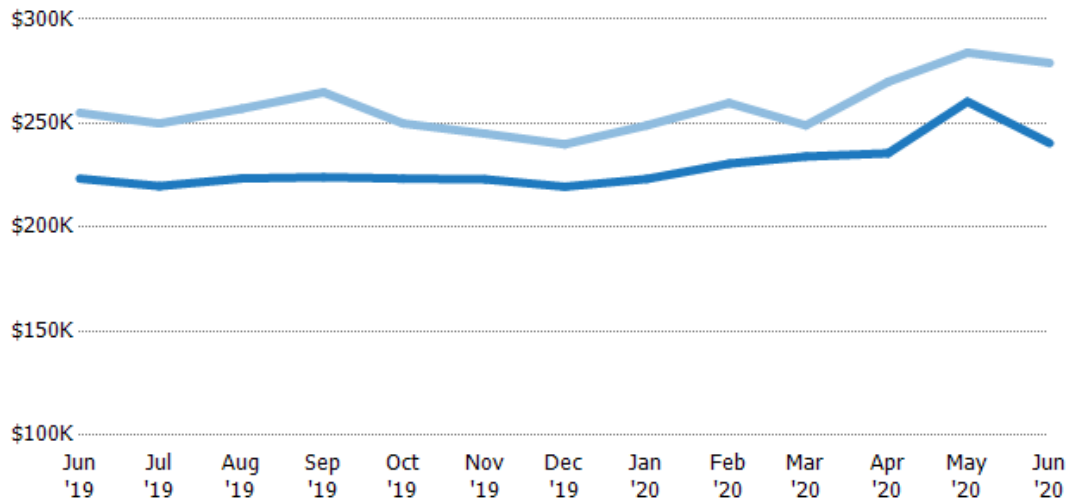
Avg Est Value	\$296K	\$290K	\$299K	\$305K	\$304K	\$305K	\$293K	\$294K	\$316K	\$304K	\$308K	\$332K	\$345K
Avg Listing Price	\$321K	\$312K	\$326K	\$335K	\$328K	\$310K	\$301K	\$305K	\$327K	\$317K	\$333K	\$363K	\$369K
Avg Listing Price as a % of Avg Est Value	108%	108%	109%	110%	108%	102%	102%	104%	104%	104%	108%	109%	107%

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



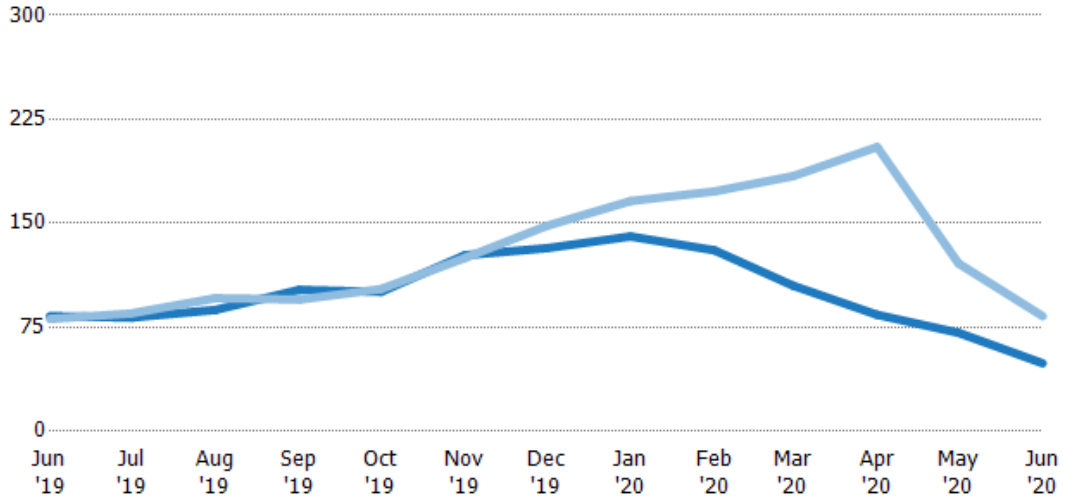
Median Est Value	\$223K	\$220K	\$223K	\$224K	\$223K	\$223K	\$220K	\$223K	\$231K	\$234K	\$236K	\$260K	\$240K
Median Listing Price	\$255K	\$250K	\$257K	\$265K	\$250K	\$245K	\$240K	\$249K	\$260K	\$249K	\$270K	\$284K	\$279K
Med Listing Price as a % of Med Est Value	114%	114%	115%	118%	112%	110%	109%	112%	113%	106%	115%	109%	116%

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 '20	49	-41%
Jun '19	83	2.5%
Jun '18	81	22.8%

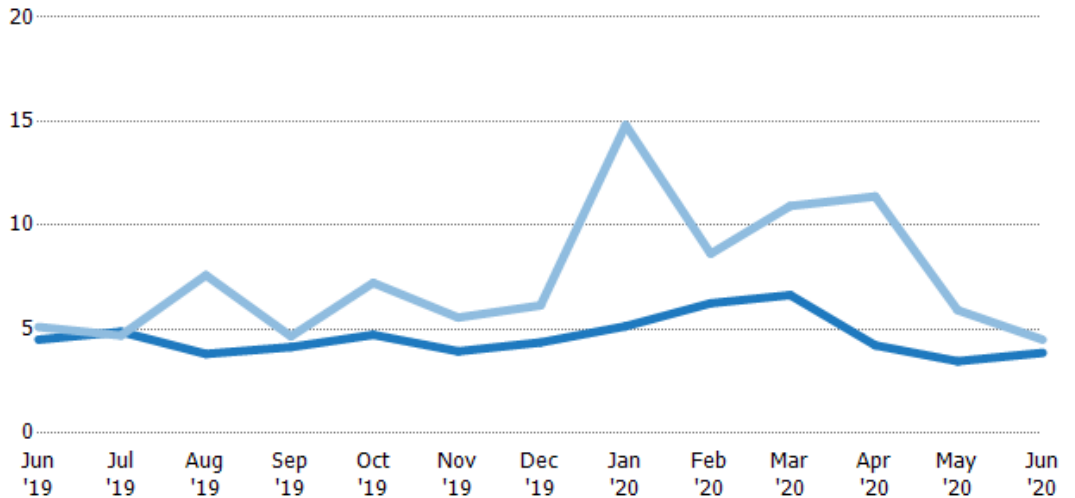
Current Year	83	82	87.5	102	101	127	132	141	131	105	84	71	49
Prior Year	81	85	96	95	103	125	148	166	173	184	205	121	83
Percent Change from Prior Year	2%	-4%	-9%	7%	-2%	2%	-11%	-15%	-25%	-43%	-59%	-41%	-41%

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 '20	3.86	-14.1%
Jun '19	4.5	-12%
Jun '18	5.11	71.8%

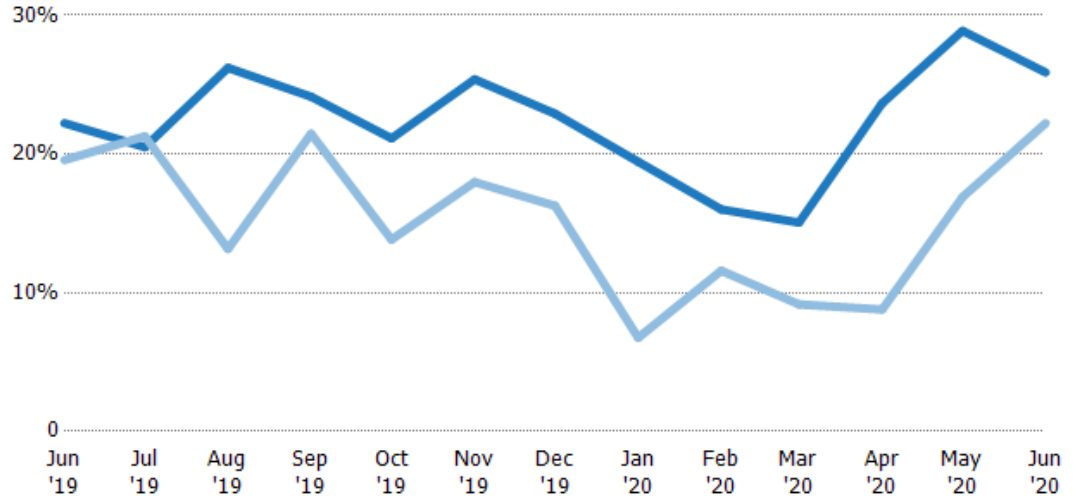
Current Year	4.5	4.88	3.81	4.14	4.73	3.94	4.37	5.14	6.25	6.64	4.23	3.46	3.86
Prior Year	5.11	4.7	7.6	4.66	7.23	5.56	6.15	14.8	8.63	10.9	11.4	5.92	4.5
Percent Change from Prior Year	-12%	4%	-50%	-11%	-35%	-29%	-29%	-65%	-28%	-39%	-63%	-42%	-14%

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 '20	26%	-3.7%
Jun '19	22%	-2.7%
Jun '18	20%	-41.8%

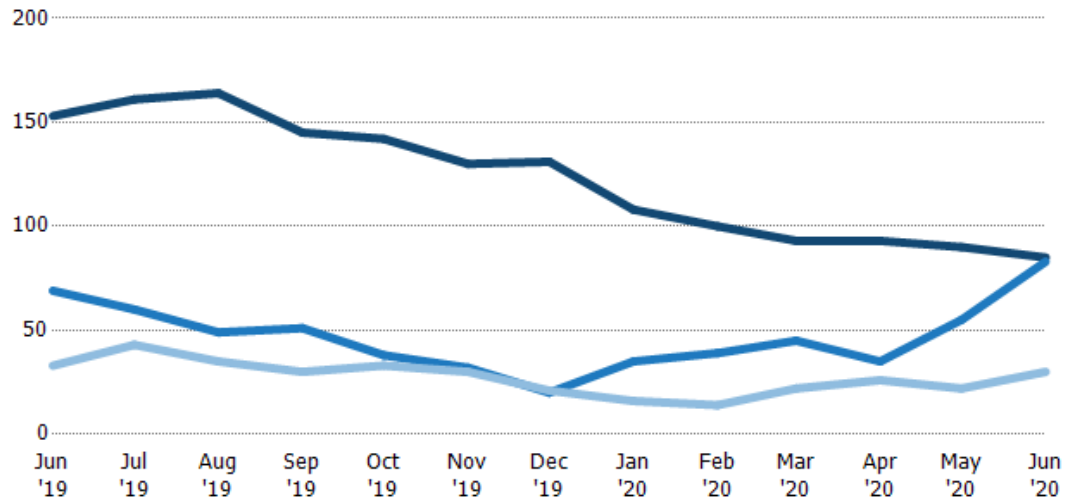
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	22%	20%	26%	24%	21%	25%	23%	19%	16%	15%	24%	29%	26%
Prior Year	20%	21%	13%	21%	14%	18%	16%	7%	12%	9%	9%	17%	22%
Change from Prior Year	-3%	1%	-13%	-3%	-7%	-7%	-7%	-13%	-4%	-6%	-15%	-12%	-4%

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 '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	153	161	164	145	142	130	131	108	100	93	93	90	85
Pending	69	60	49	51	38	32	20	35	39	45	35	55	83
Sold	33	43	35	30	33	30	21	16	14	22	26	22	30

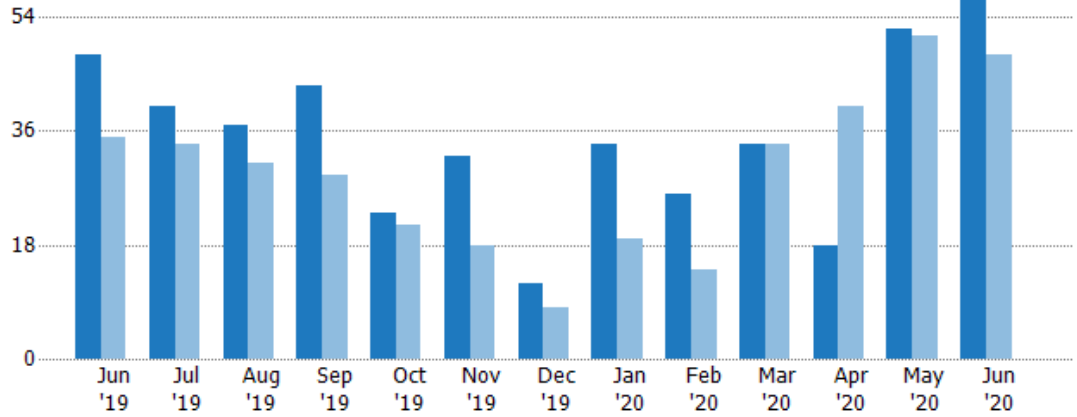
New Pending Sales

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 '20	64	33.3%
Jun '19	48	37.1%
Jun '18	35	-11.4%



Current Year	48	40	37	43	23	32	12	34	26	34	18	52	64
Prior Year	35	34	31	29	21	18	8	19	14	34	40	51	48
Percent Change from Prior Year	37%	18%	19%	48%	10%	78%	50%	79%	86%	0%	-55%	2%	33%

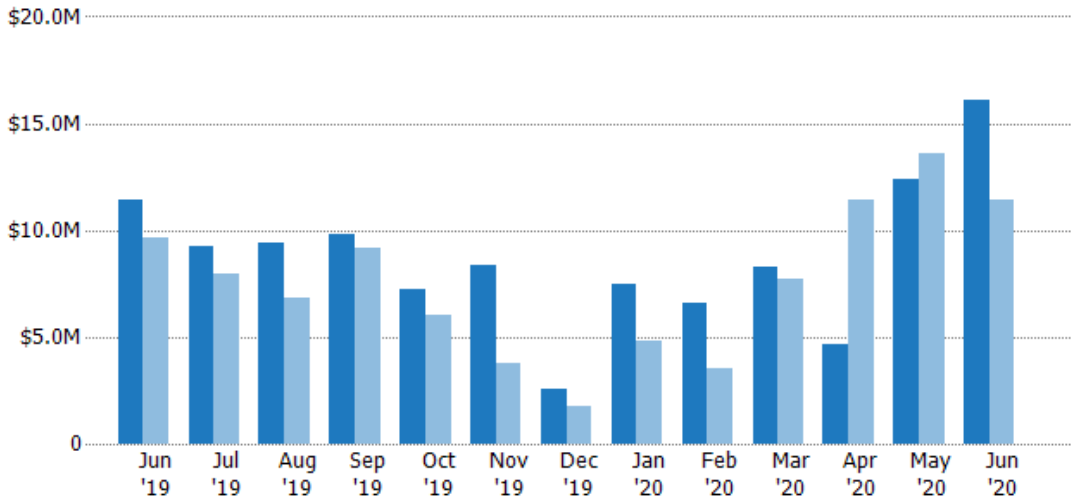
New Pending Sales Volume

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 '20	\$16.1M	40.5%
Jun '19	\$11.4M	18.6%
Jun '18	\$9.64M	-26.2%



Current Year	\$11.4M	\$9.26M	\$9.4M	\$9.79M	\$7.22M	\$8.39M	\$2.57M	\$7.51M	\$6.59M	\$8.29M	\$4.63M	\$12.4M	\$16.1M
Prior Year	\$9.64M	\$7.93M	\$6.84M	\$9.13M	\$6.03M	\$3.76M	\$1.75M	\$4.81M	\$3.49M	\$7.75M	\$11.4M	\$13.6M	\$11.4M
Percent Change from Prior Year	19%	17%	37%	7%	20%	123%	47%	56%	89%	7%	-59%	-9%	41%

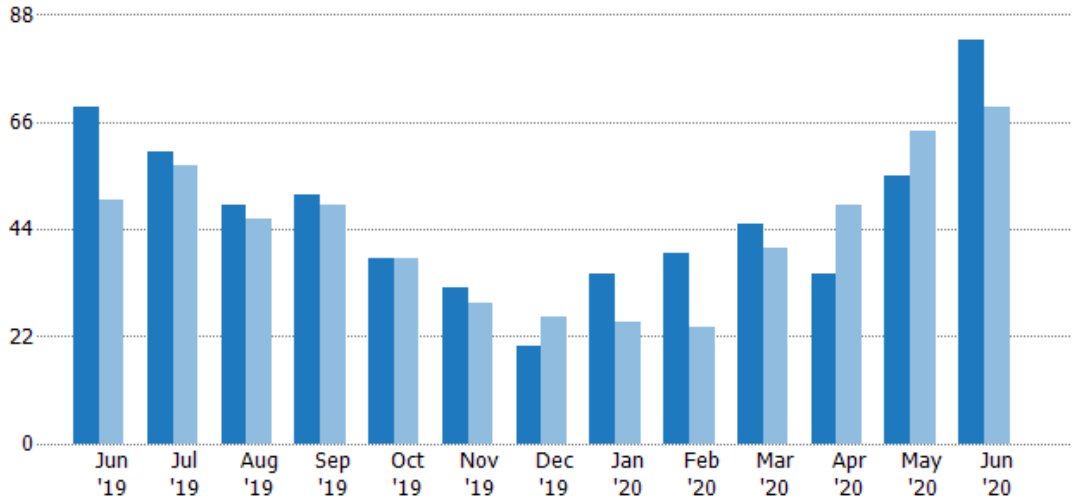
Pending Sales

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 '20	83	20.3%
Jun '19	69	38%
Jun '18	50	14%



Current Year	69	60	49	51	38	32	20	35	39	45	35	55	83
Prior Year	50	57	46	49	38	29	26	25	24	40	49	64	69
Percent Change from Prior Year	38%	5%	7%	4%	0%	10%	-23%	40%	63%	13%	-29%	-14%	20%

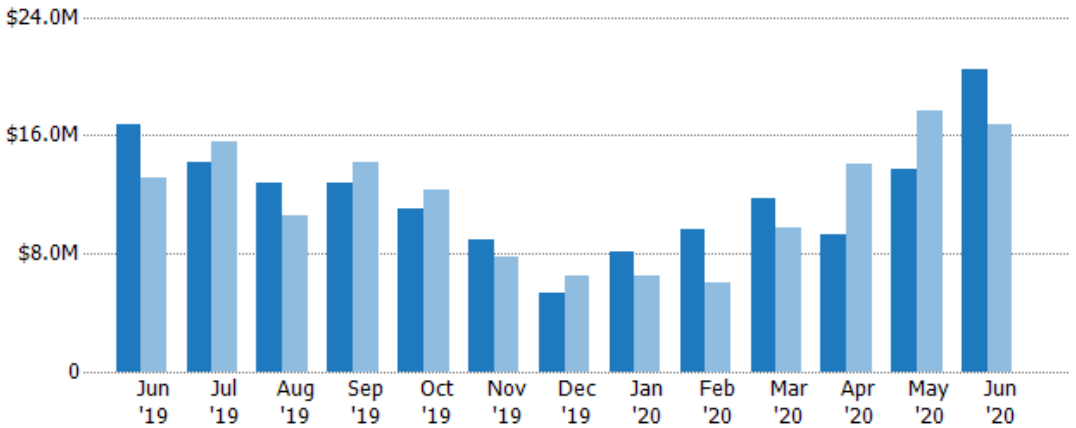
Pending Sales Volume

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 '20	\$20.4M	21.9%
Jun '19	\$16.8M	28.2%
Jun '18	\$13.1M	0.2%



Current Year	\$16.8M	\$14.2M	\$12.8M	\$12.8M	\$11.1M	\$8.94M	\$5.32M	\$8.13M	\$9.58M	\$11.7M	\$9.32M	\$13.7M	\$20.4M
Prior Year	\$13.1M	\$15.6M	\$10.5M	\$14.2M	\$12.3M	\$7.74M	\$6.52M	\$6.53M	\$5.99M	\$9.81M	\$14M	\$17.6M	\$16.8M
Percent Change from Prior Year	28%	-9%	22%	-10%	-10%	15%	-18%	24%	60%	20%	-33%	-22%	22%

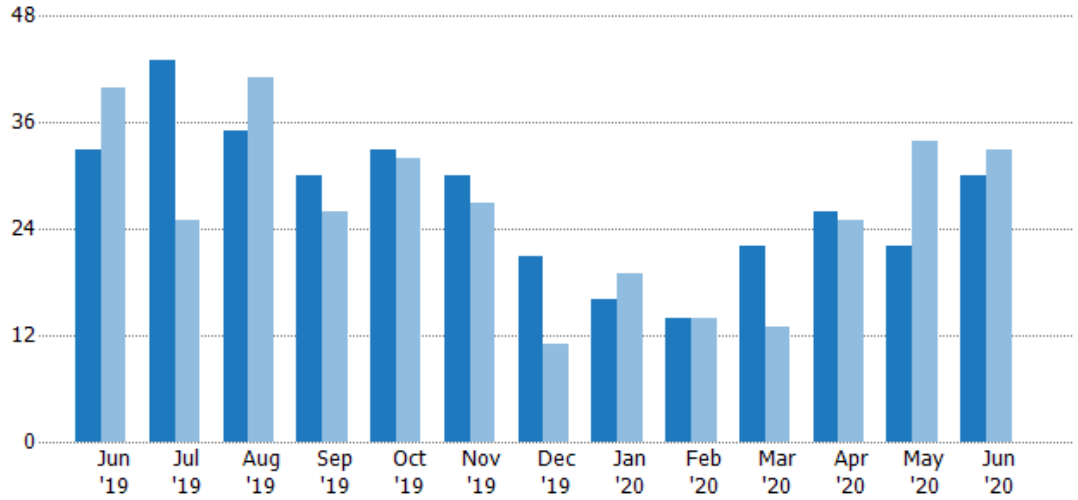
Closed Sales

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 '20	30	-9.1%
Jun '19	33	-17.5%
Jun '18	40	-42.5%



Current Year	33	43	35	30	33	30	21	16	14	22	26	22	30
Prior Year	40	25	41	26	32	27	11	19	14	13	25	34	33
Percent Change from Prior Year	-18%	72%	-15%	15%	3%	11%	91%	-16%	0%	69%	4%	-35%	-9%

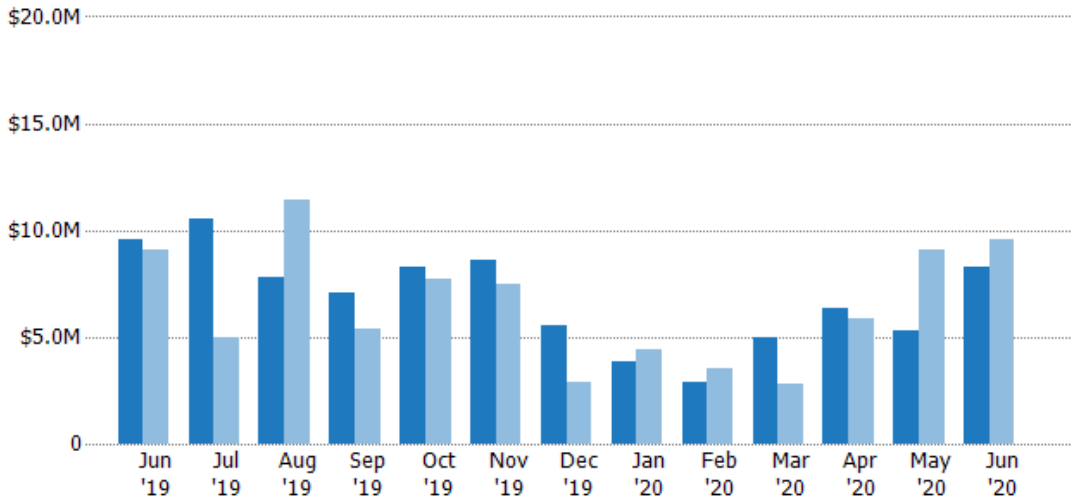
Closed Sales Volume

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 '20	\$8.28M	-13.6%
Jun '19	\$9.58M	5.8%
Jun '18	\$9.06M	-50.5%



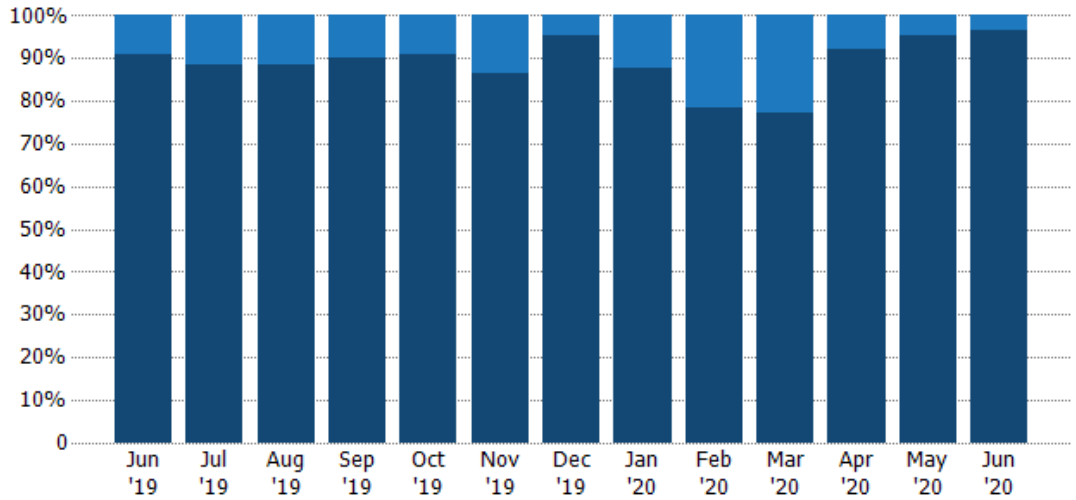
Current Year	\$9.58M	\$10.5M	\$7.79M	\$7.08M	\$8.26M	\$8.57M	\$5.53M	\$3.89M	\$2.91M	\$4.99M	\$6.35M	\$5.3M	\$8.28M
Prior Year	\$9.06M	\$4.95M	\$11.4M	\$5.39M	\$7.72M	\$7.48M	\$2.88M	\$4.44M	\$3.53M	\$2.79M	\$5.82M	\$9.12M	\$9.58M
Percent Change from Prior Year	6%	113%	-32%	31%	7%	15%	92%	-12%	-18%	79%	9%	-42%	-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



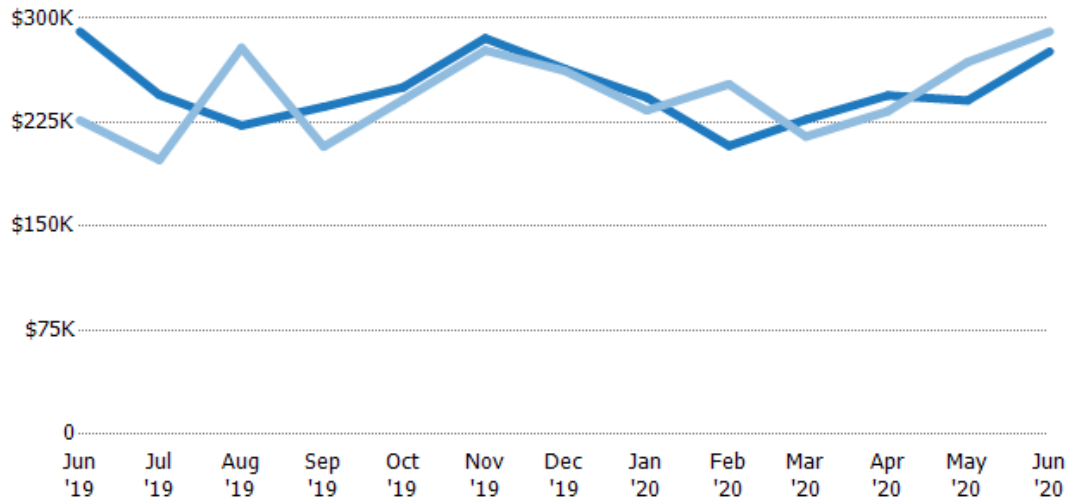
Condo/Townhouse	9%	12%	11%	10%	9%	13%	5%	13%	21%	23%	8%	5%	3%
Single Family Residence	91%	88%	89%	90%	91%	87%	95%	88%	79%	77%	92%	95%	97%

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



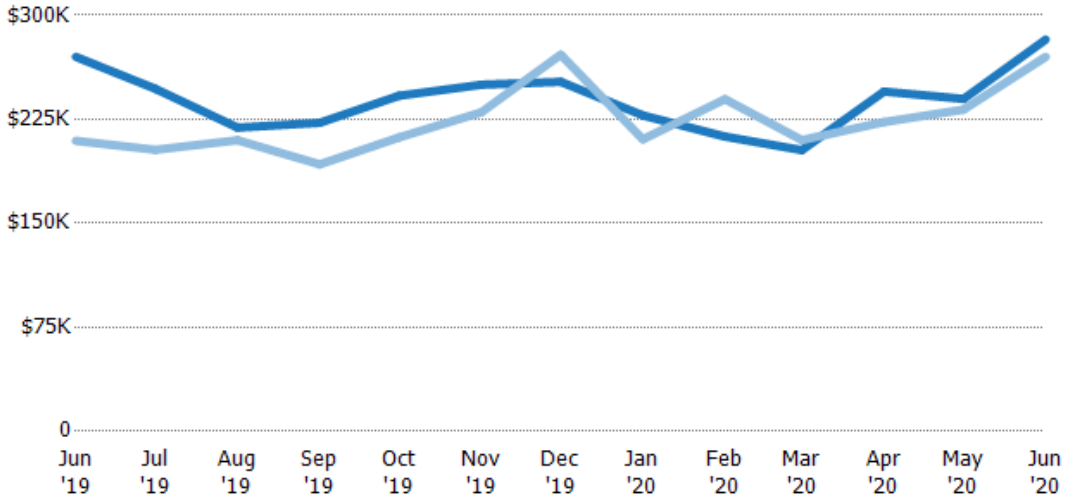
Current Year	\$290K	\$245K	\$223K	\$236K	\$250K	\$286K	\$264K	\$243K	\$208K	\$227K	\$244K	\$241K	\$276K
Prior Year	\$226K	\$198K	\$279K	\$207K	\$241K	\$277K	\$262K	\$234K	\$252K	\$215K	\$233K	\$268K	\$290K
Percent Change from Prior Year	28%	24%	-20%	14%	4%	3%	1%	4%	-18%	6%	5%	-10%	-5%

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



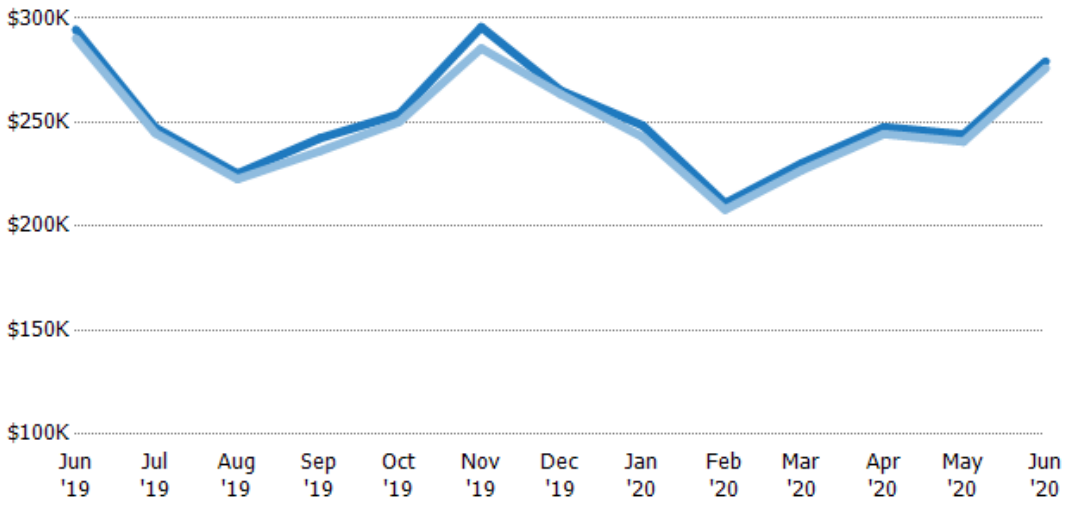
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$270K	\$247K	\$219K	\$222K	\$242K	\$250K	\$252K	\$228K	\$213K	\$203K	\$245K	\$240K	\$283K
Prior Year	\$209K	\$203K	\$210K	\$193K	\$212K	\$230K	\$272K	\$211K	\$240K	\$210K	\$223K	\$232K	\$270K
Percent Change from Prior Year	29%	22%	4%	16%	14%	9%	-7%	8%	-11%	-3%	10%	3%	5%

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



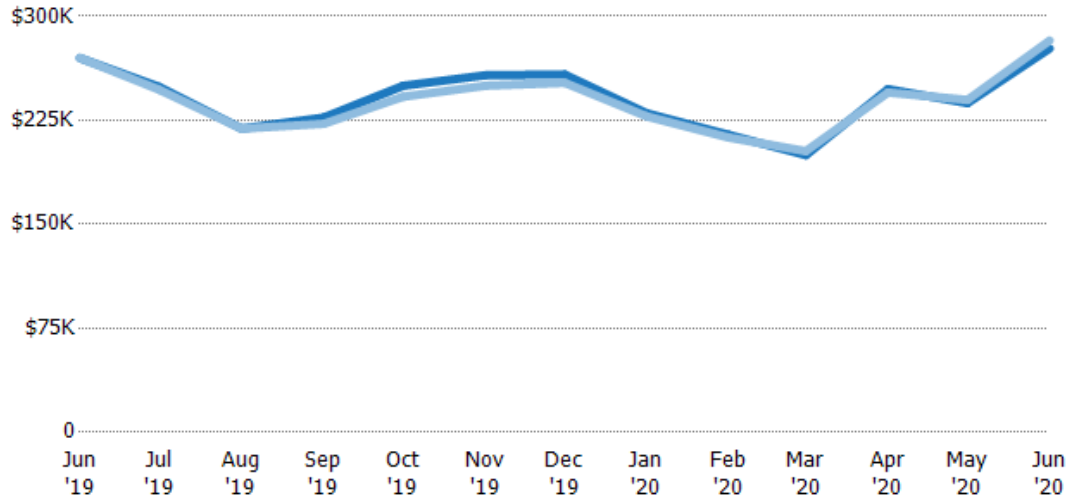
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$294K	\$247K	\$225K	\$242K	\$254K	\$296K	\$265K	\$248K	\$211K	\$230K	\$248K	\$244K	\$279K
Avg Sales Price	\$290K	\$245K	\$223K	\$236K	\$250K	\$286K	\$264K	\$243K	\$208K	\$227K	\$244K	\$241K	\$276K
Avg Sales Price as a % of Avg List Price	99%	99%	99%	97%	99%	97%	99%	98%	99%	99%	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



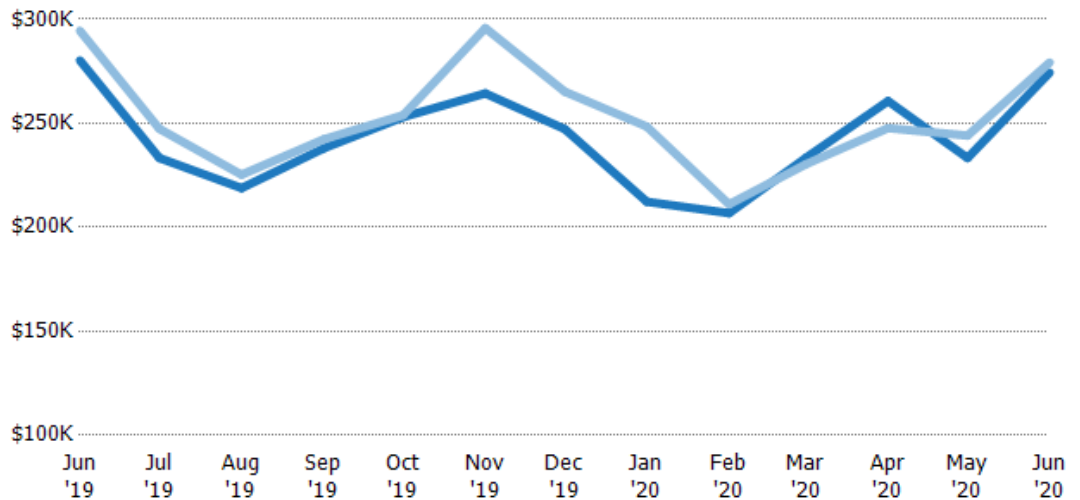
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$270K	\$249K	\$219K	\$227K	\$250K	\$258K	\$258K	\$230K	\$214K	\$200K	\$247K	\$237K	\$277K
Median Sales Price	\$270K	\$247K	\$219K	\$222K	\$242K	\$250K	\$252K	\$228K	\$213K	\$203K	\$245K	\$240K	\$283K
Med Sales Price as a % of Med List Price	100%	99%	100%	98%	97%	97%	98%	99%	99%	101%	99%	101%	102%

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



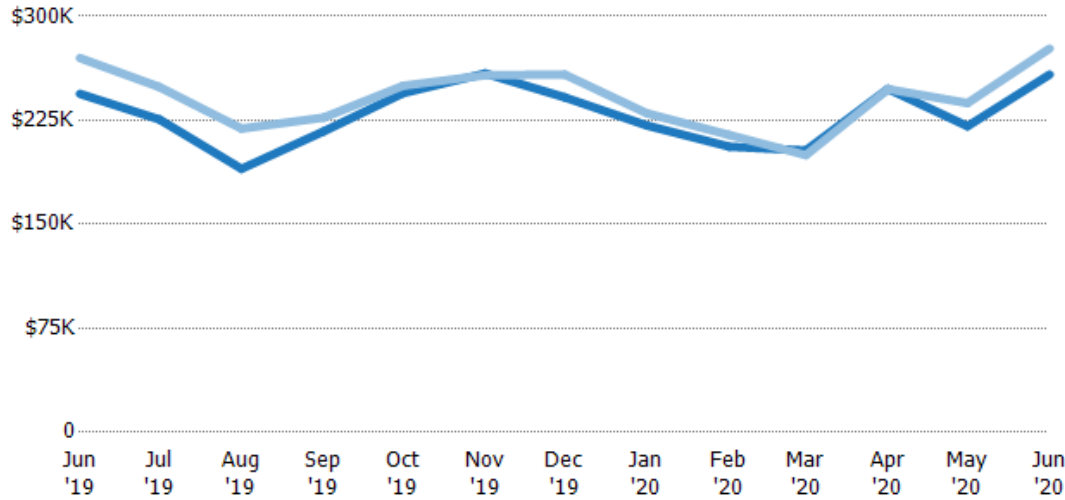
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$280K	\$233K	\$219K	\$238K	\$253K	\$264K	\$247K	\$212K	\$207K	\$233K	\$261K	\$233K	\$274K
Avg Sales Price	\$294K	\$247K	\$225K	\$242K	\$254K	\$296K	\$265K	\$248K	\$211K	\$230K	\$248K	\$244K	\$279K
Avg Sales Price as a % of Avg Est Value	105%	106%	103%	102%	100%	112%	107%	117%	102%	99%	95%	105%	102%

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 '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$244K	\$226K	\$190K	\$217K	\$245K	\$259K	\$242K	\$221K	\$206K	\$203K	\$248K	\$221K	\$258K
Median Sales Price	\$270K	\$249K	\$219K	\$227K	\$250K	\$258K	\$258K	\$230K	\$214K	\$200K	\$247K	\$237K	\$277K
Med Sales Price as a % of Med Est Value	111%	110%	115%	105%	102%	99%	107%	104%	104%	98%	100%	108%	107%