

## 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 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	45	38	+18.4%	273	298	-8.4%
New Listing Volume	\$13,424,600	\$12,248,904	+9.6%	\$81,686,519	\$81,051,750	+0.8%
Active Listing Count	74	162	-54.3%	N/A	N/A	
Active Listing Volume	\$27,362,700	\$53,002,329	-48.4%	N/A	N/A	
Average Listing Price	\$369,766	\$327,175	+13%	\$342,463	\$320,173	+7%
Median Listing Price	\$322,450	\$257,000	+25.5%	\$281,732	\$260,235	+8.3%
Median Days in RPR	64.5	87.5	-26.3%	86.56	124.14	-30.3%
Months of Inventory	1.7	3.8	-55.4%	3.5	5.7	-37.8%
Absorption Rate	59.46%	26.54%	+32.9%	28.48%	17.7%	+10.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	49	37	+32.4%	317	283	+12%
New Pending Sales Volume	\$16,338,027	\$9,395,265	+73.9%	\$83,781,790	\$71,143,636	+17.8%
Pending Sales Count	74	50	+48%	N/A	N/A	
Pending Sales Volume	\$24,243,284	\$12,824,601	+89%	N/A	N/A	
Closed Sales Count	41	35	+17.1%	214	215	-0.5%
Closed Sales Volume	\$10,197,687	\$7,793,625	+30.8%	\$52,445,279	\$53,381,619	-1.8%
Average Sales Price	\$248,724	\$222,675	+11.7%	\$245,071	\$248,287	-1.3%
Median Sales Price	\$214,900	\$219,000	-1.9%	\$232,424	\$235,391	-1.3%

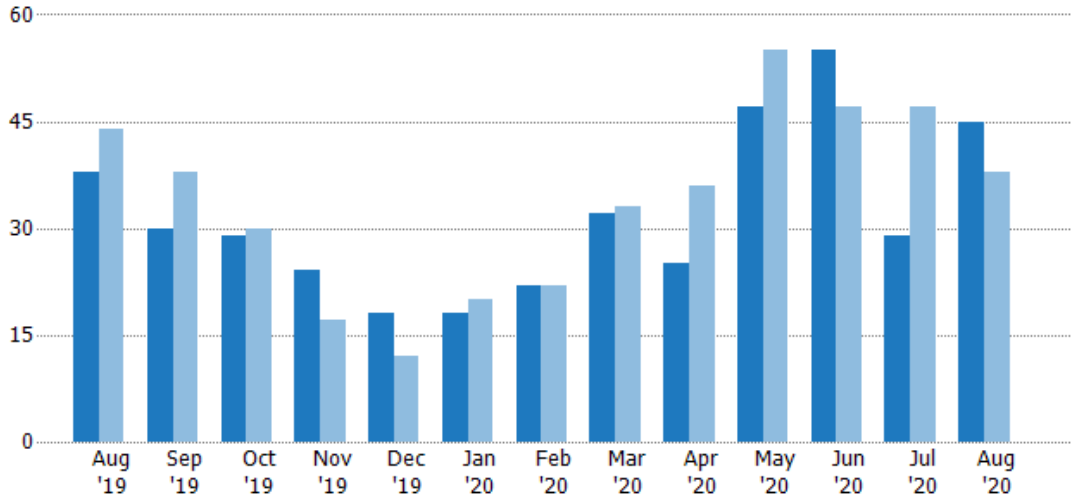
## New Listings

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 '20	45	18.4%
Aug '19	38	-13.6%
Aug '18	44	22.7%



Current Year	38	30	29	24	18	18	22	32	25	47	55	29	45
Prior Year	44	38	30	17	12	20	22	33	36	55	47	47	38
Percent Change from Prior Year	-14%	-21%	-3%	41%	50%	-10%	0%	-3%	-31%	-15%	17%	-38%	18%

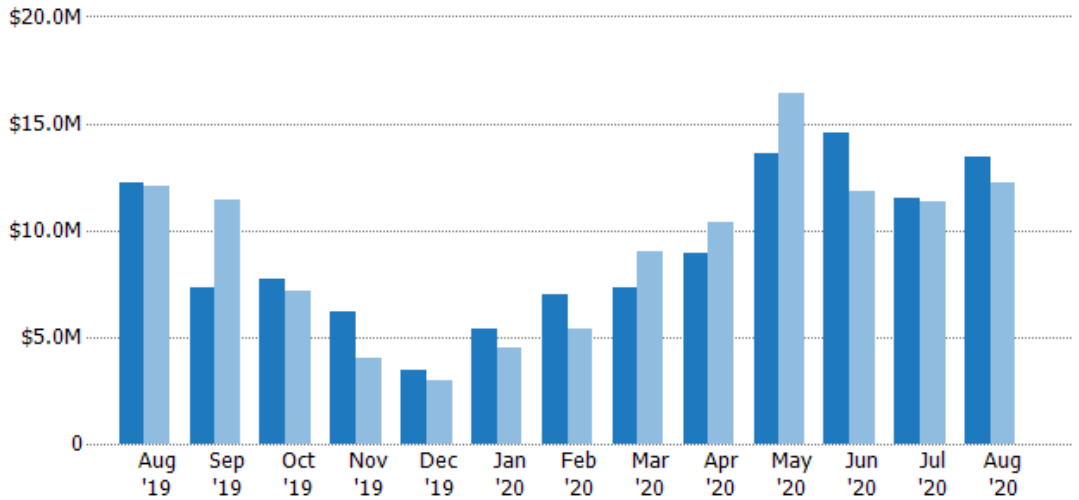
## New Listing Volume

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 '20	\$13.4M	9.6%
Aug '19	\$12.2M	1.8%
Aug '18	\$12M	15.8%



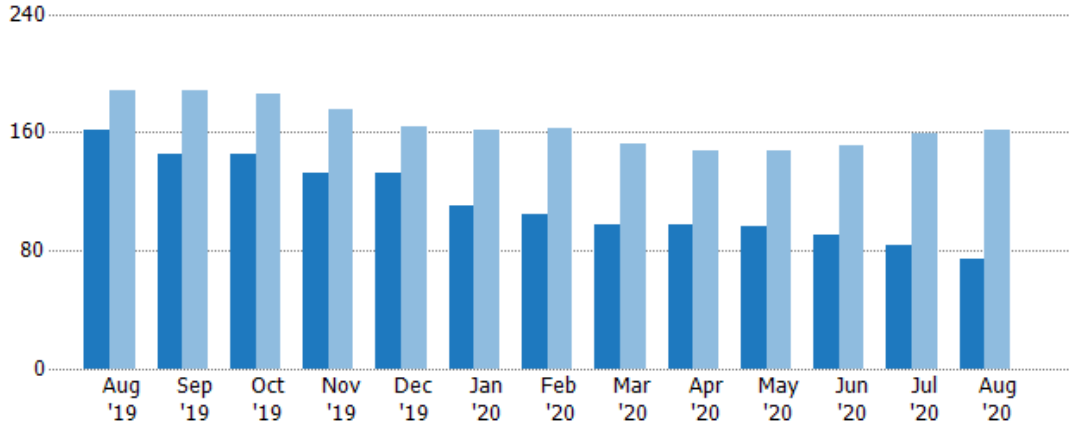
Current Year	\$12.2M	\$7.3M	\$7.7M	\$6.16M	\$3.48M	\$5.42M	\$6.99M	\$7.31M	\$8.95M	\$13.6M	\$14.6M	\$11.5M	\$13.4M
Prior Year	\$12M	\$11.4M	\$7.12M	\$4.01M	\$2.95M	\$4.51M	\$5.41M	\$8.97M	\$10.3M	\$16.4M	\$11.8M	\$11.3M	\$12.2M
Percent Change from Prior Year	2%	-36%	8%	53%	18%	20%	29%	-19%	-13%	-17%	23%	1%	10%

## 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



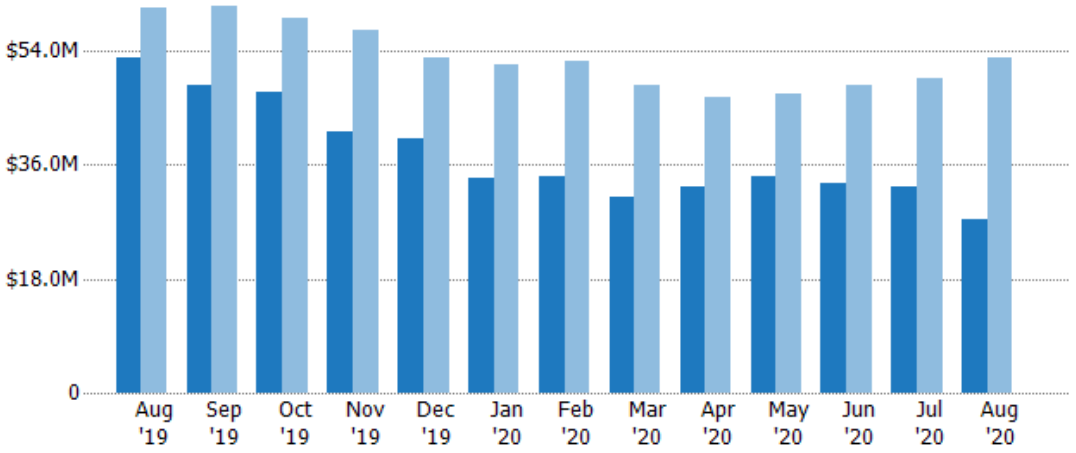
Month/Year	Count	% Chg.
Aug '20	74	-54.3%
Aug '19	162	-13.8%
Aug '18	188	10.1%

## 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.
Aug '20	\$27.4M	-48.4%
Aug '19	\$53M	-12.8%
Aug '18	\$60.8M	-10.9%

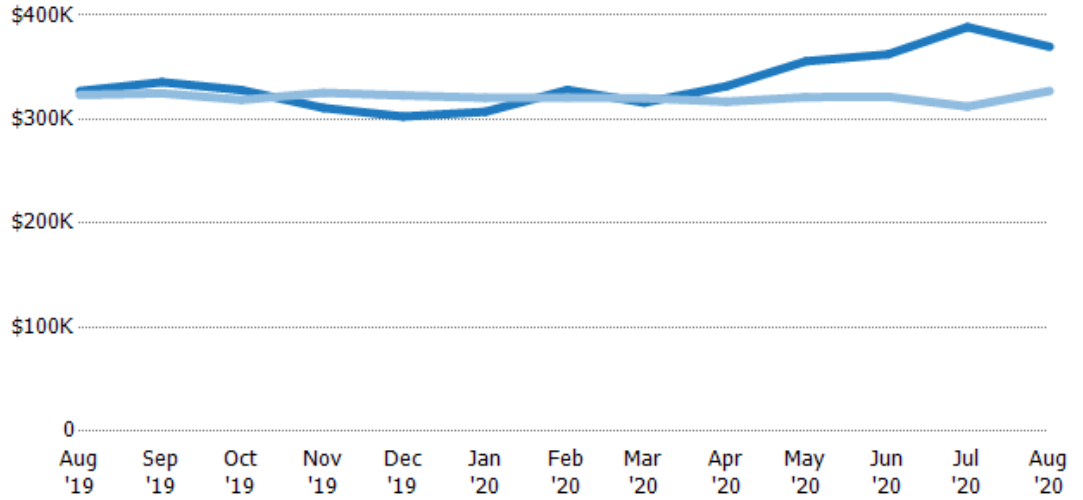
## Average Listing Price

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 '20	\$370K	13%
Aug '19	\$327K	1.2%
Aug '18	\$323K	-19.1%



Current Year	\$327K	\$336K	\$328K	\$311K	\$303K	\$307K	\$328K	\$316K	\$332K	\$356K	\$362K	\$389K	\$370K
Prior Year	\$323K	\$325K	\$319K	\$325K	\$323K	\$321K	\$321K	\$320K	\$317K	\$321K	\$322K	\$312K	\$327K
Percent Change from Prior Year	1%	3%	3%	-4%	-6%	-4%	2%	-1%	5%	11%	13%	24%	13%

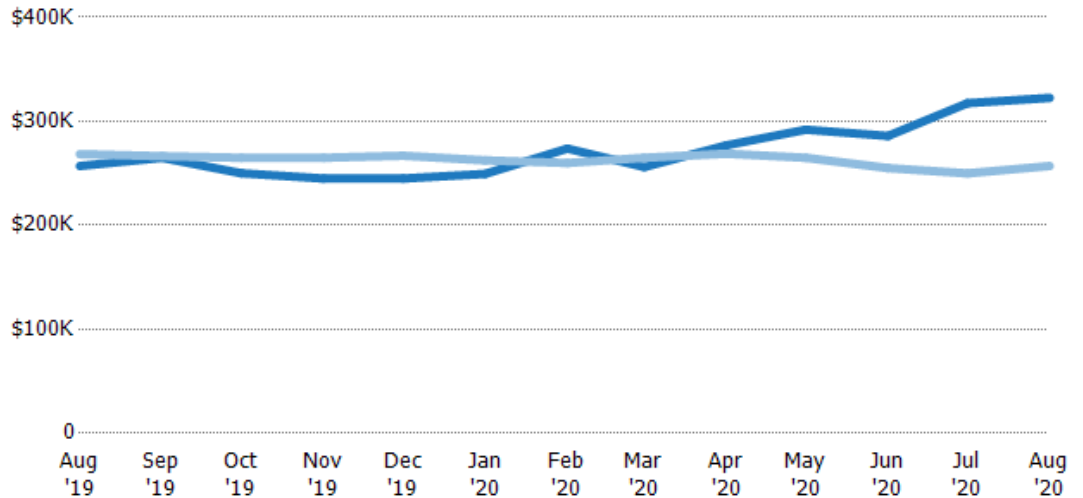
## Median Listing Price

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 '20	\$322K	25.5%
Aug '19	\$257K	-4.2%
Aug '18	\$268K	-10.6%



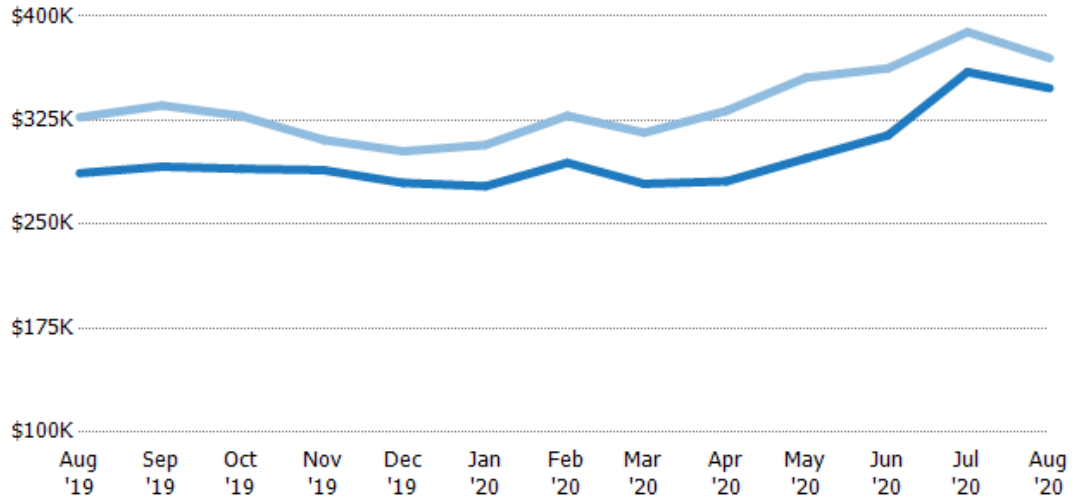
Current Year	\$257K	\$265K	\$250K	\$245K	\$245K	\$249K	\$274K	\$256K	\$277K	\$292K	\$286K	\$317K	\$322K
Prior Year	\$268K	\$267K	\$265K	\$265K	\$267K	\$262K	\$260K	\$265K	\$269K	\$265K	\$255K	\$250K	\$257K
Percent Change from Prior Year	-4%	-1%	-6%	-8%	-8%	-5%	5%	-3%	3%	10%	12%	27%	25%

## 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

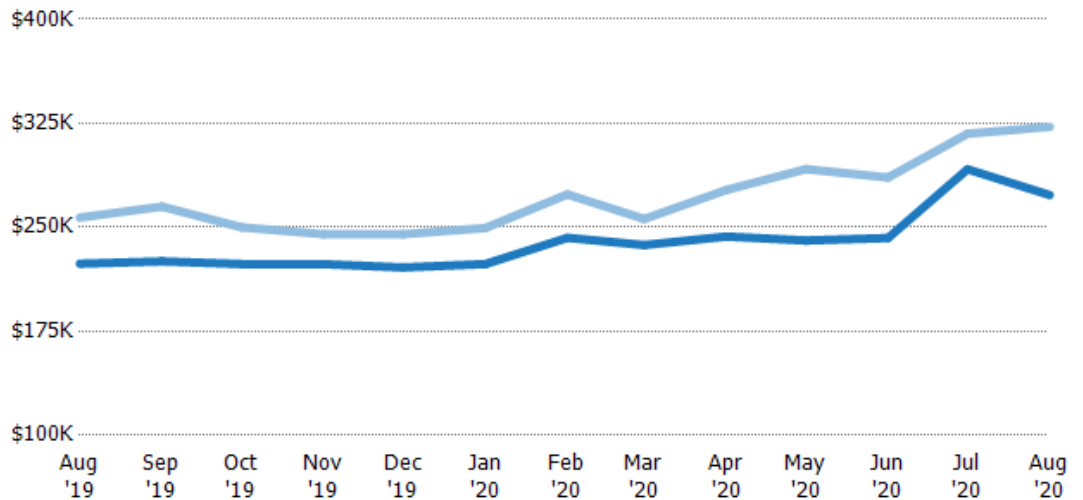


## Median Listing Price vs Median Est Value

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

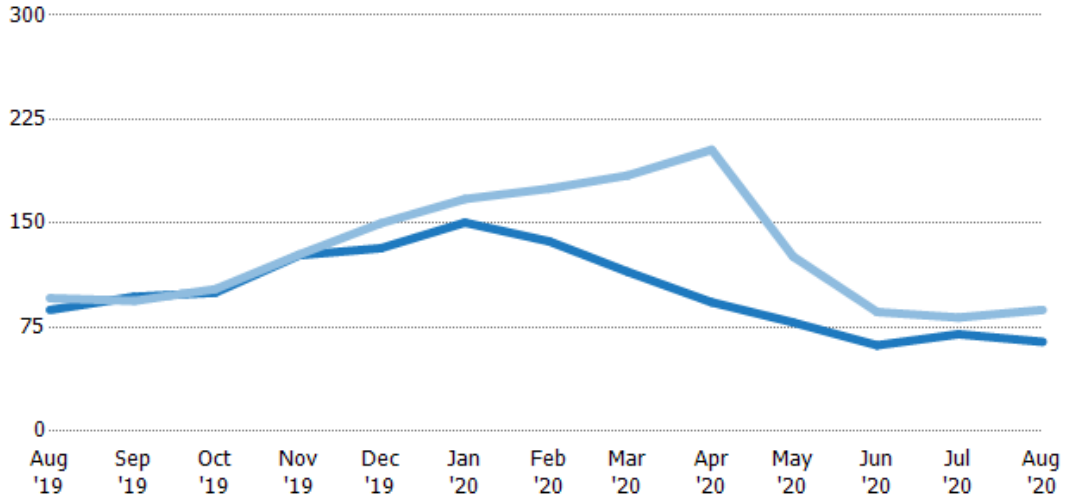


## Median Days in RPR

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



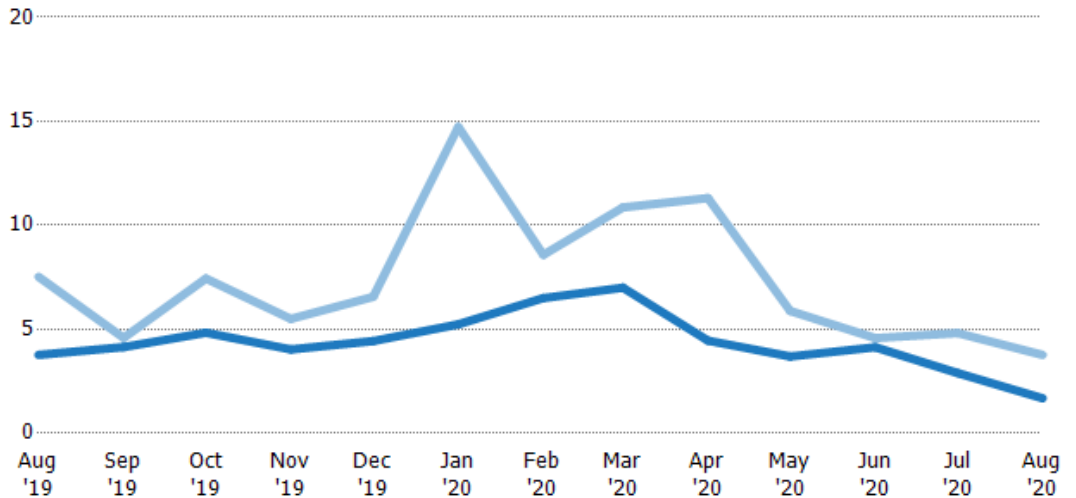
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	87.5	97	100	127	132	151	137	115	93	78.5	62	70	64.5
Prior Year	96	94	103	128	150	168	175	185	203	126	86	82	87.5
Percent Change from Prior Year	-9%	3%	-2%	0%	-12%	-10%	-22%	-38%	-54%	-38%	-28%	-15%	-26%

## 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



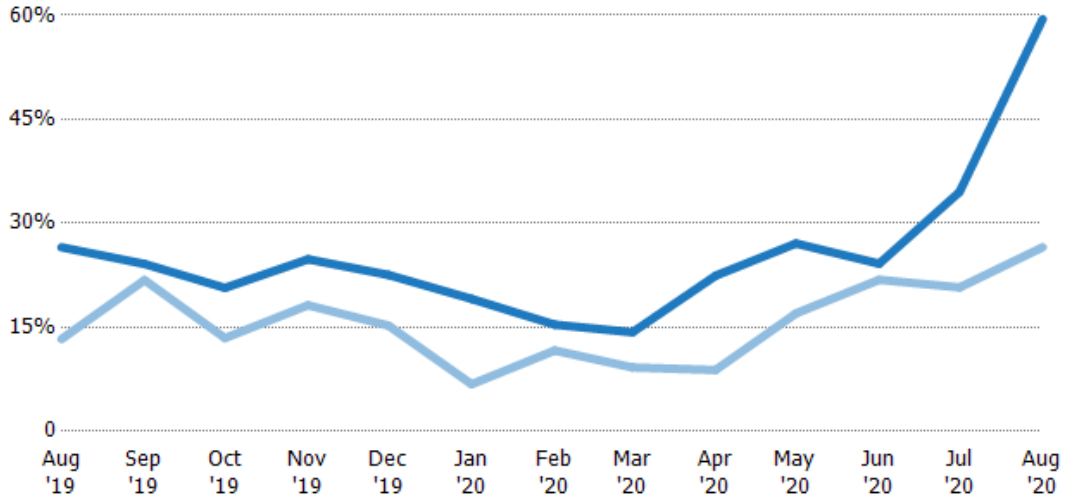
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	3.77	4.14	4.83	4.03	4.43	5.24	6.5	7	4.45	3.69	4.14	2.9	1.68
Prior Year	7.52	4.59	7.44	5.5	6.56	14.7	8.58	10.9	11.3	5.88	4.58	4.82	3.77
Percent Change from Prior Year	-50%	-10%	-35%	-27%	-32%	-64%	-24%	-36%	-61%	-37%	-10%	-40%	-55%

## 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



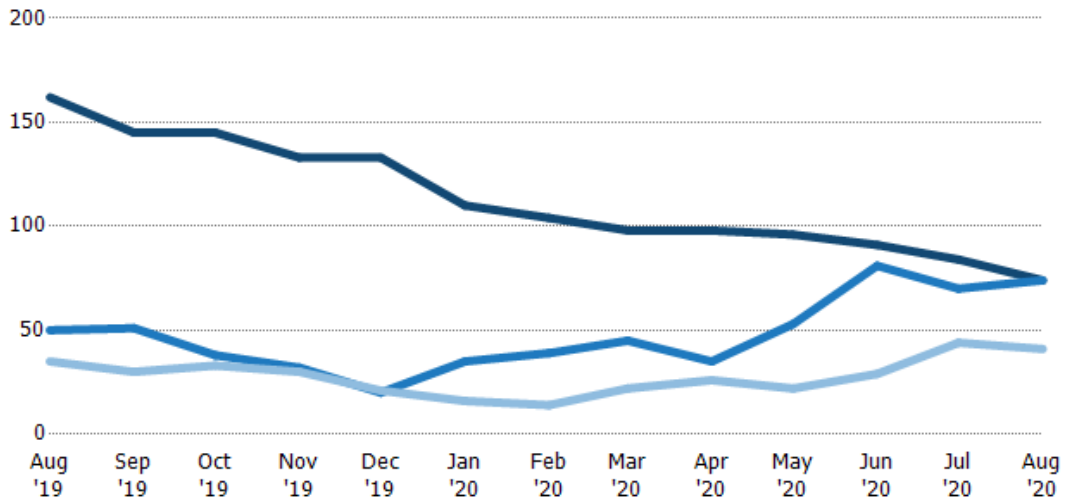
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	27%	24%	21%	25%	23%	19%	15%	14%	22%	27%	24%	35%	59%
Prior Year	13%	22%	13%	18%	15%	7%	12%	9%	9%	17%	22%	21%	27%
Change from Prior Year	-13%	-2%	-7%	-7%	-7%	-12%	-4%	-5%	-14%	-10%	-2%	-14%	-33%

## 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 '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	162	145	145	133	133	110	104	98	98	96	91	84	74
Pending	50	51	38	32	20	35	39	45	35	53	81	70	74
Sold	35	30	33	30	21	16	14	22	26	22	29	44	41

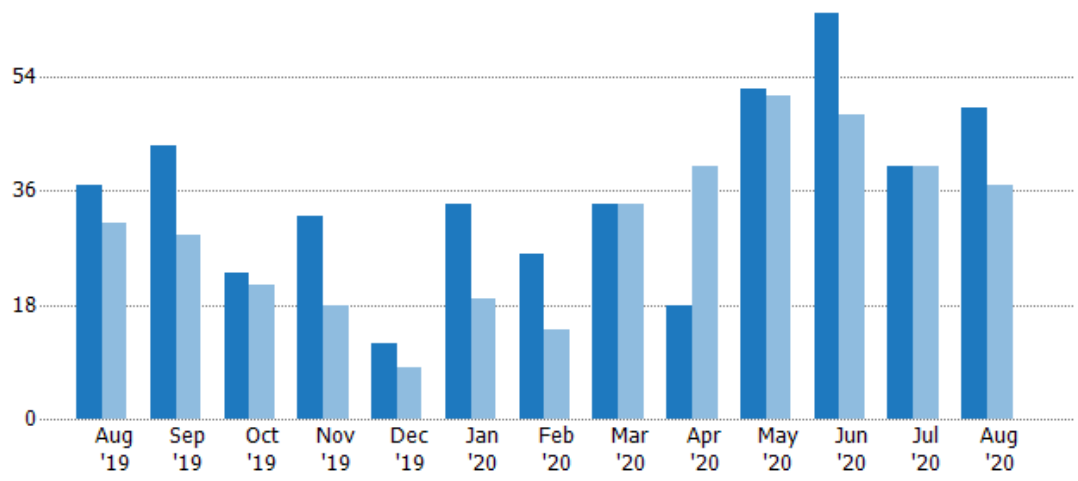
## New Pending Sales

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 '20	49	32.4%
Aug '19	37	19.4%
Aug '18	31	-12.9%



Current Year	37	43	23	32	12	34	26	34	18	52	64	40	49
Prior Year	31	29	21	18	8	19	14	34	40	51	48	40	37
Percent Change from Prior Year	19%	48%	10%	78%	50%	79%	86%	0%	-55%	2%	33%	0%	32%

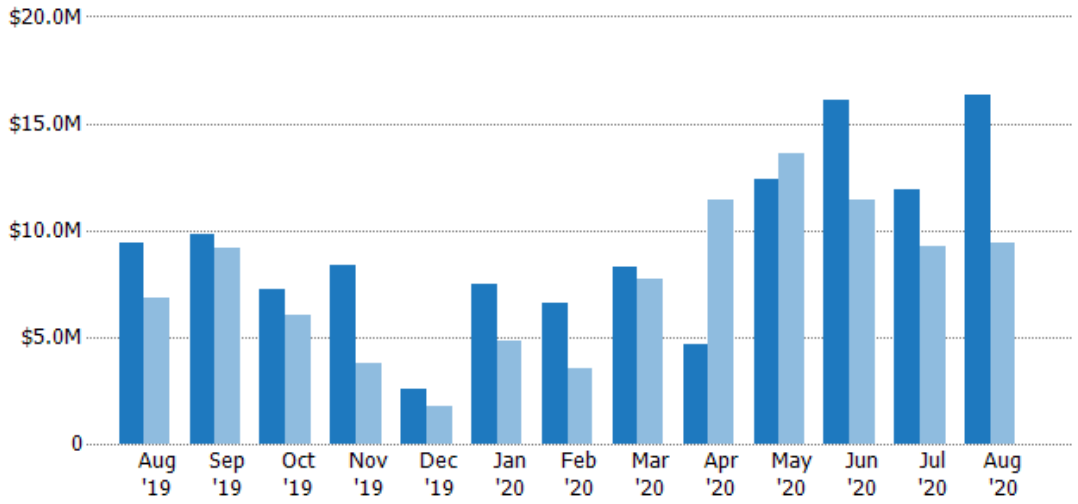
## New Pending Sales Volume

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 '20	\$16.3M	73.9%
Aug '19	\$9.4M	37.4%
Aug '18	\$6.84M	-7.3%



Current Year	\$9.4M	\$9.79M	\$7.22M	\$8.39M	\$2.57M	\$7.51M	\$6.59M	\$8.29M	\$4.63M	\$12.4M	\$16.1M	\$11.9M	\$16.3M
Prior Year	\$6.84M	\$9.13M	\$6.03M	\$3.76M	\$1.75M	\$4.81M	\$3.49M	\$7.75M	\$11.4M	\$13.6M	\$11.4M	\$9.26M	\$9.4M
Percent Change from Prior Year	37%	7%	20%	123%	47%	56%	89%	7%	-59%	-9%	41%	29%	74%



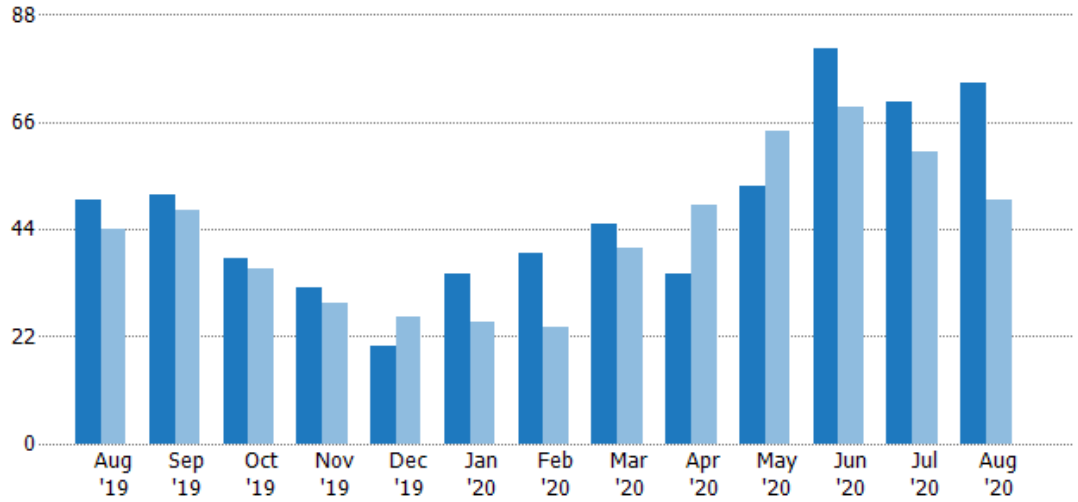
## Pending Sales

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 '20	74	48%
Aug '19	50	13.6%
Aug '18	44	-6.8%



Current Year	50	51	38	32	20	35	39	45	35	53	81	70	74
Prior Year	44	48	36	29	26	25	24	40	49	64	69	60	50
Percent Change from Prior Year	14%	6%	6%	10%	-23%	40%	63%	13%	-29%	-17%	17%	17%	48%

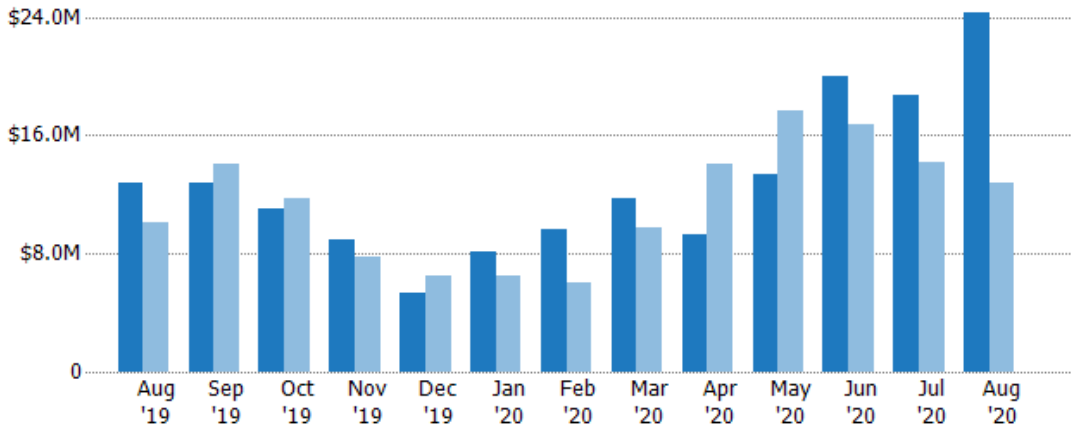
## Pending Sales Volume

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 '20	\$24.2M	89%
Aug '19	\$12.8M	26.9%
Aug '18	\$10.1M	-7.3%



Current Year	\$12.8M	\$12.8M	\$11.1M	\$8.94M	\$5.32M	\$8.13M	\$9.58M	\$11.7M	\$9.32M	\$13.4M	\$20M	\$18.7M	\$24.2M
Prior Year	\$10.1M	\$14.1M	\$11.7M	\$7.74M	\$6.52M	\$6.53M	\$5.99M	\$9.81M	\$14M	\$17.6M	\$16.8M	\$14.2M	\$12.8M
Percent Change from Prior Year	27%	-9%	-6%	15%	-18%	24%	60%	20%	-33%	-24%	20%	32%	89%

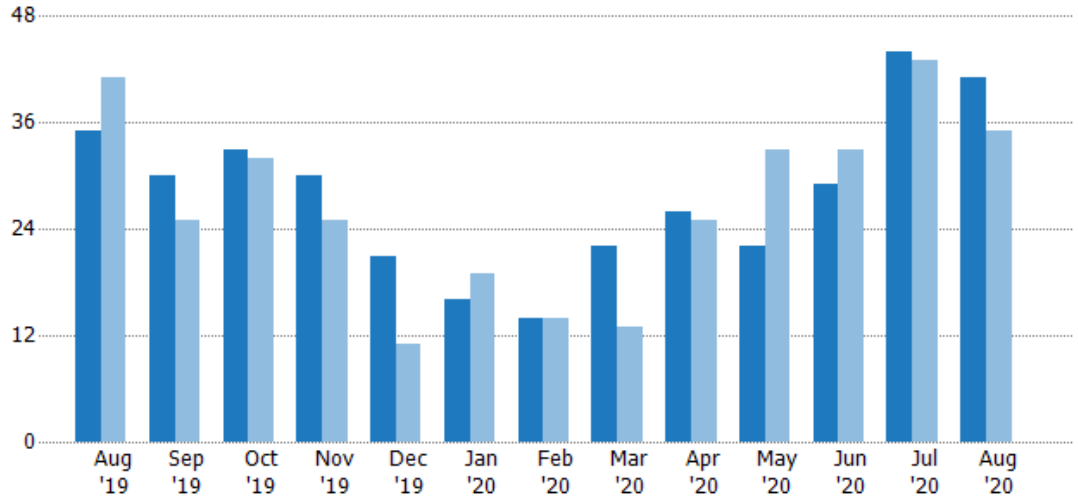
## Closed Sales

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 '20	41	17.1%
Aug '19	35	-14.6%
Aug '18	41	-22%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	35	30	33	30	21	16	14	22	26	22	29	44	41
Prior Year	41	25	32	25	11	19	14	13	25	33	33	43	35
Percent Change from Prior Year	-15%	20%	3%	20%	91%	-16%	0%	69%	4%	-33%	-12%	2%	17%

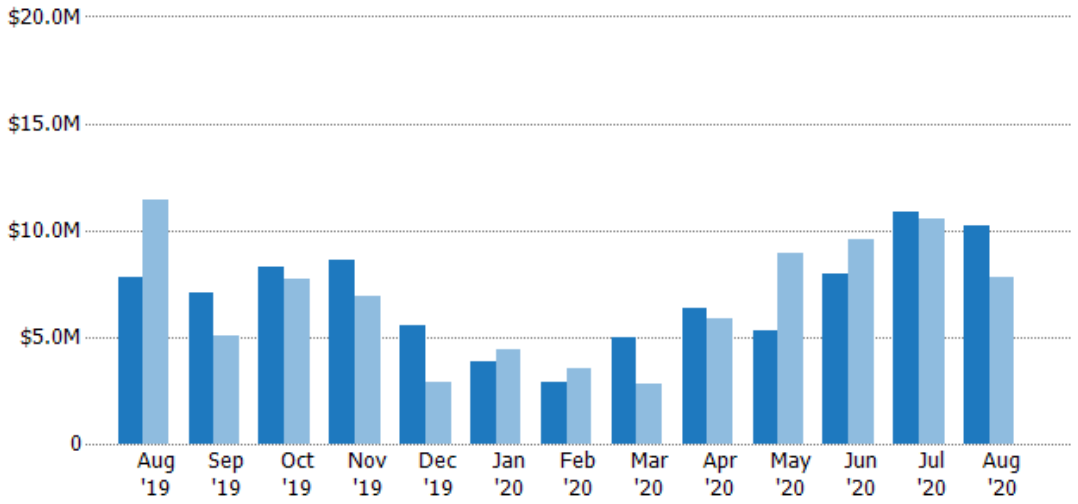
## Closed Sales Volume

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 '20	\$10.2M	30.8%
Aug '19	\$7.79M	-31.8%
Aug '18	\$11.4M	-39.2%



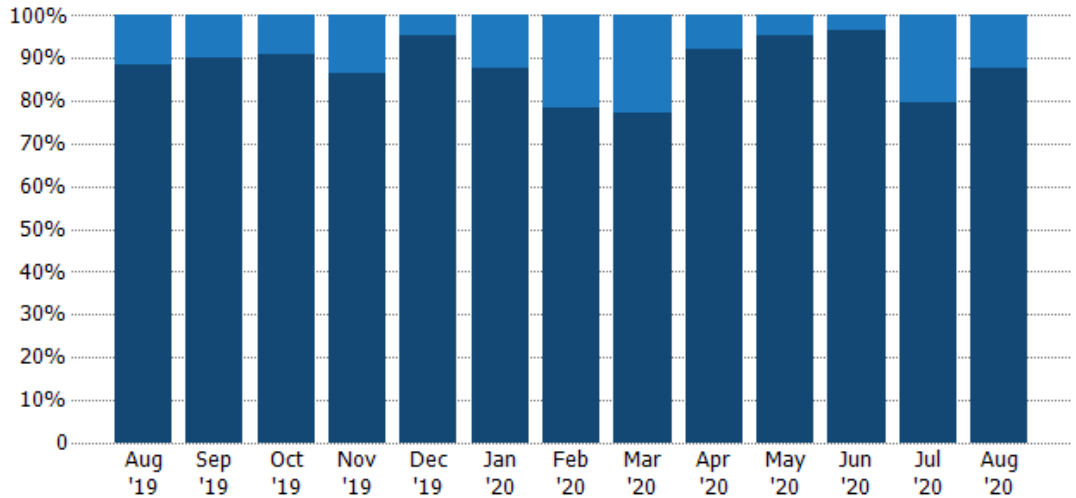
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$7.79M	\$7.08M	\$8.26M	\$8.57M	\$5.53M	\$3.89M	\$2.91M	\$4.99M	\$6.35M	\$5.3M	\$7.98M	\$10.8M	\$10.2M
Prior Year	\$11.4M	\$5.02M	\$7.72M	\$6.94M	\$2.88M	\$4.44M	\$3.53M	\$2.79M	\$5.82M	\$8.9M	\$9.58M	\$10.5M	\$7.79M
Percent Change from Prior Year	-32%	41%	7%	23%	92%	-12%	-18%	79%	9%	-40%	-17%	3%	31%

## 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



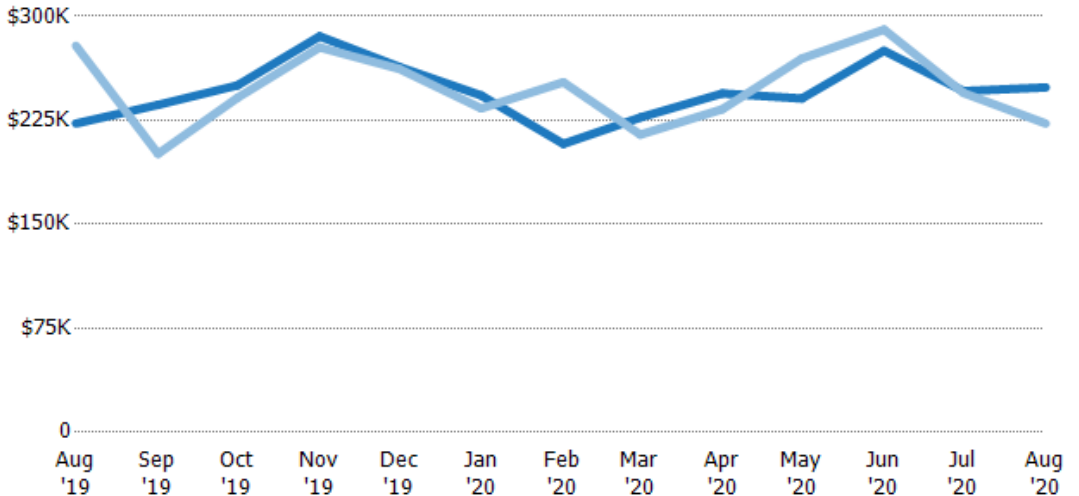
Condo/Townhouse	11%	10%	9%	13%	5%	13%	21%	23%	8%	5%	3%	20%	12%
Single Family Residence	89%	90%	91%	87%	95%	88%	79%	77%	92%	95%	97%	80%	88%

## 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



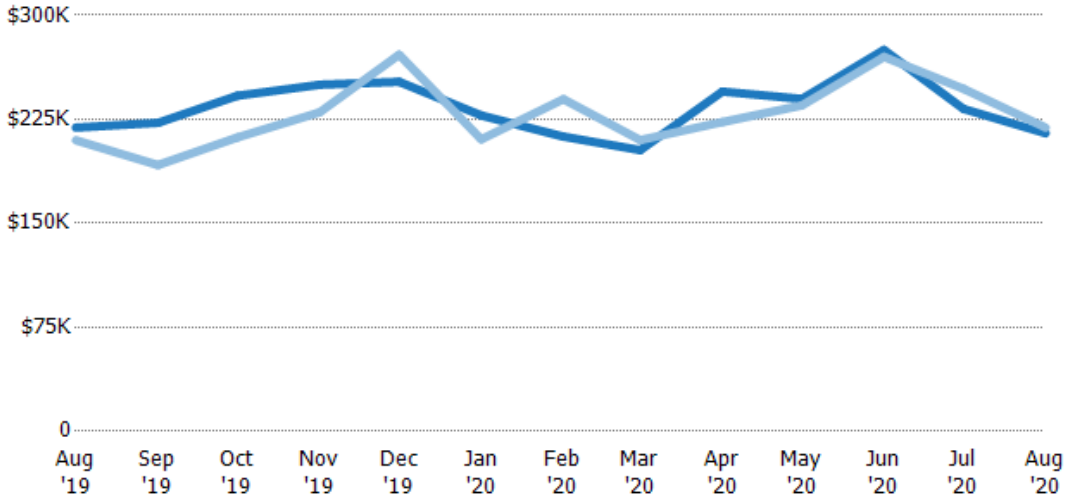
Current Year	\$223K	\$236K	\$250K	\$286K	\$264K	\$243K	\$208K	\$227K	\$244K	\$241K	\$275K	\$246K	\$249K
Prior Year	\$279K	\$201K	\$241K	\$278K	\$262K	\$234K	\$252K	\$215K	\$233K	\$270K	\$290K	\$245K	\$223K
Percent Change from Prior Year	-20%	18%	4%	3%	1%	4%	-18%	6%	5%	-11%	-5%	1%	12%

## 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



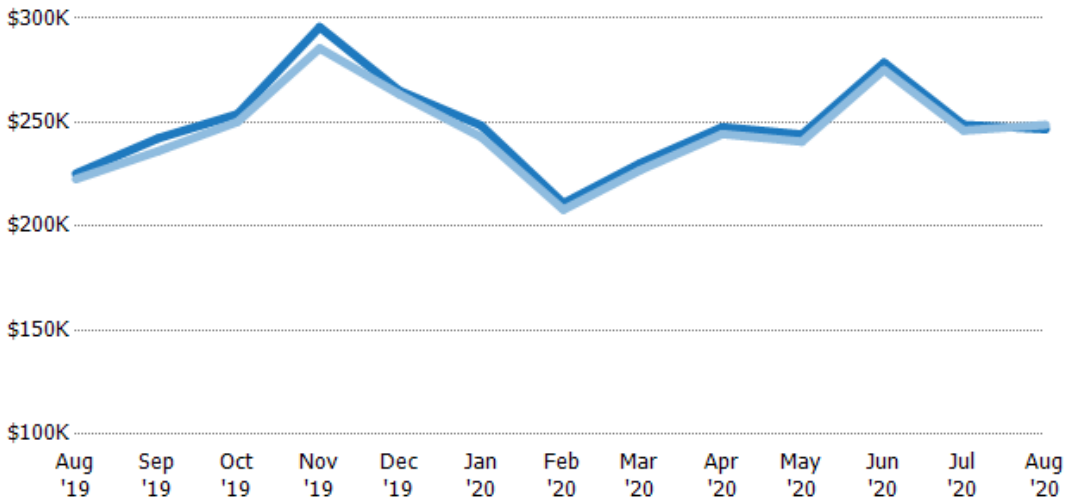
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$219K	\$222K	\$242K	\$250K	\$252K	\$228K	\$213K	\$203K	\$245K	\$240K	\$275K	\$233K	\$215K
Prior Year	\$210K	\$192K	\$212K	\$230K	\$272K	\$211K	\$240K	\$210K	\$223K	\$235K	\$270K	\$247K	\$219K
Percent Change from Prior Year	4%	16%	14%	9%	-7%	8%	-11%	-3%	10%	2%	2%	-6%	-2%

## 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



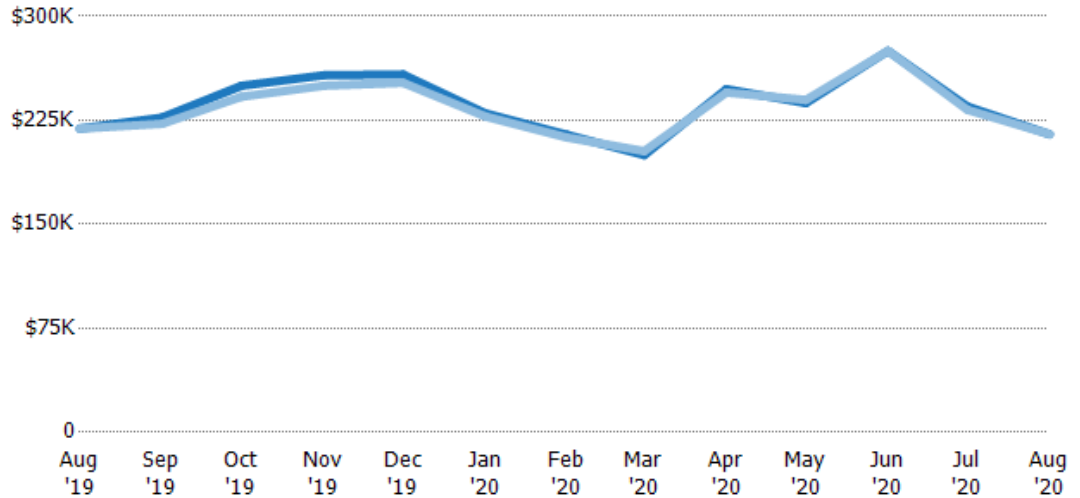
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$225K	\$242K	\$254K	\$296K	\$265K	\$248K	\$211K	\$230K	\$248K	\$244K	\$279K	\$249K	\$247K
Avg Sales Price	\$223K	\$236K	\$250K	\$286K	\$264K	\$243K	\$208K	\$227K	\$244K	\$241K	\$275K	\$246K	\$249K
Avg Sales Price as a % of Avg List Price	99%	97%	99%	97%	99%	98%	99%	99%	99%	99%	99%	99%	101%

## 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



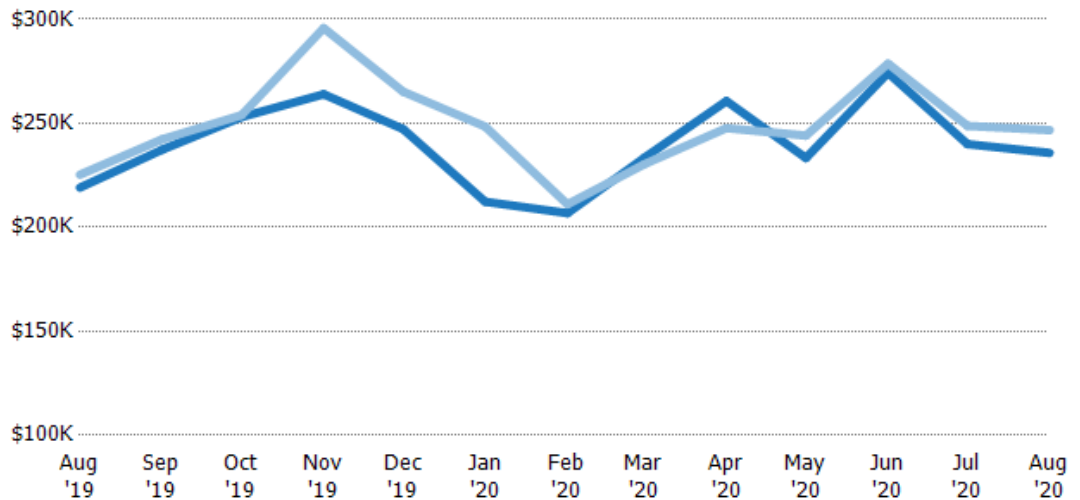
Median List Price	\$219K	\$227K	\$250K	\$258K	\$258K	\$230K	\$214K	\$200K	\$247K	\$237K	\$275K	\$235K	\$215K
Median Sales Price	\$219K	\$222K	\$242K	\$250K	\$252K	\$228K	\$213K	\$203K	\$245K	\$240K	\$275K	\$233K	\$215K
Med Sales Price as a % of Med List Price	100%	98%	97%	97%	98%	99%	99%	101%	99%	101%	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



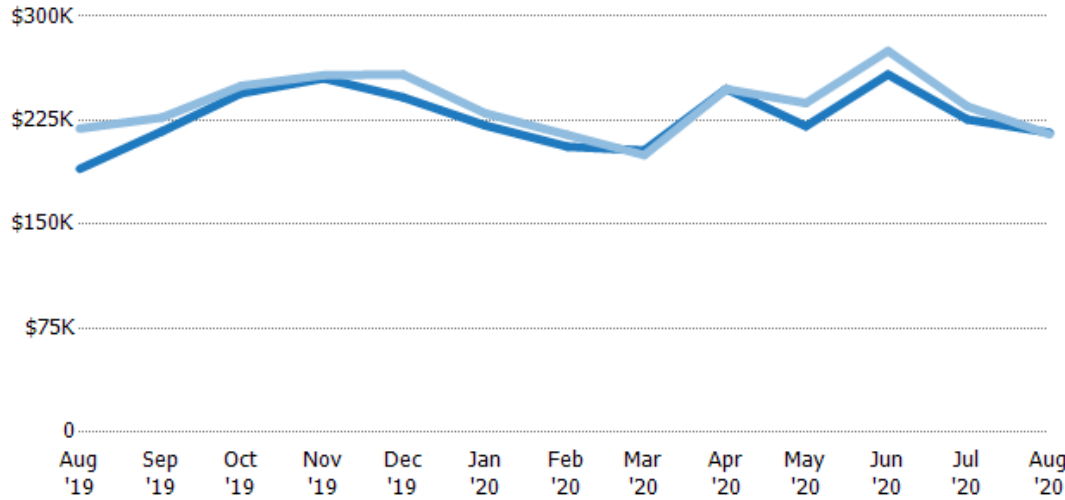
Avg Est Value	\$219K	\$237K	\$253K	\$264K	\$247K	\$212K	\$207K	\$233K	\$261K	\$233K	\$274K	\$240K	\$236K
Avg Sales Price	\$225K	\$242K	\$254K	\$296K	\$265K	\$248K	\$211K	\$230K	\$248K	\$244K	\$279K	\$249K	\$247K
Avg Sales Price as a % of Avg Est Value	103%	102%	100%	112%	107%	117%	102%	99%	95%	105%	102%	104%	105%

## 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 '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$190K	\$217K	\$245K	\$255K	\$242K	\$221K	\$206K	\$203K	\$248K	\$221K	\$258K	\$226K	\$216K
Median Sales Price	\$219K	\$227K	\$250K	\$258K	\$258K	\$230K	\$214K	\$200K	\$247K	\$237K	\$275K	\$235K	\$215K
Med Sales Price as a % of Med Est Value	115%	105%	102%	101%	107%	104%	104%	98%	100%	108%	107%	104%	99%