

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	12	-33.3%	249	247	+0.8%
New Listing Volume	\$1,802,800	\$2,945,117	-38.8%	\$69,709,945	\$60,709,079	+14.8%
Active Listing Count	16	71	-77.5%	N/A	N/A	
Active Listing Volume	\$5,584,199	\$17,441,327	-68%	N/A	N/A	
Average Listing Price	\$349,012	\$245,652	+42.1%	\$290,494	\$288,450	+0.7%
Median Listing Price	\$320,000	\$245,000	+30.6%	\$269,073	\$260,449	+3.3%
Median Days in RPR	97	127	-23.6%	82.98	135	-38.5%
Months of Inventory	0.7	5.1	-86.9%	1.5	5.5	-73.4%
Absorption Rate	150%	19.72%	+130.3%	68.75%	18.31%	+50.4%
Sales Activity Charts Metrics						
New Pending Sales Count	11	17	-35.3%	301	251	+19.9%
New Pending Sales Volume	\$2,743,795	\$3,318,200	-17.3%	\$78,069,091	\$59,883,391	+30.4%
Pending Sales Count	22	18	+22.2%	N/A	N/A	
Pending Sales Volume	\$5,438,599	\$3,871,816	+40.5%	N/A	N/A	
Closed Sales Count	14	11	+27.3%	235	204	+15.2%
Closed Sales Volume	\$4,079,275	\$2,962,001	+37.7%	\$61,762,643	\$48,818,697	+26.5%
Average Sales Price	\$291,377	\$269,273	+8.2%	\$262,820	\$239,307	+9.8%
Median Sales Price	\$244,950	\$260,000	-5.8%	\$250,951	\$235,797	+6.4%

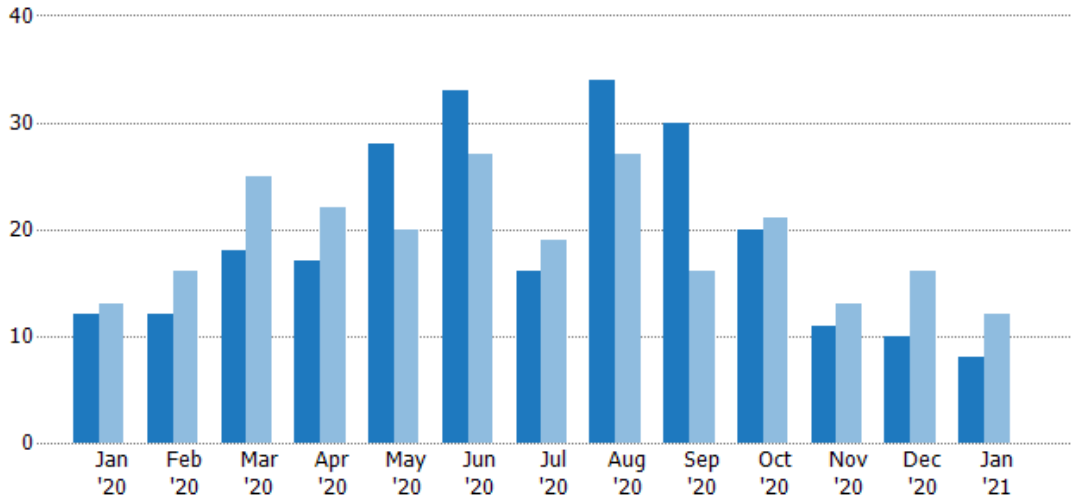
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Jan '21	8	-33.3%
Jan '20	12	-7.7%
Jan '19	13	-15.4%

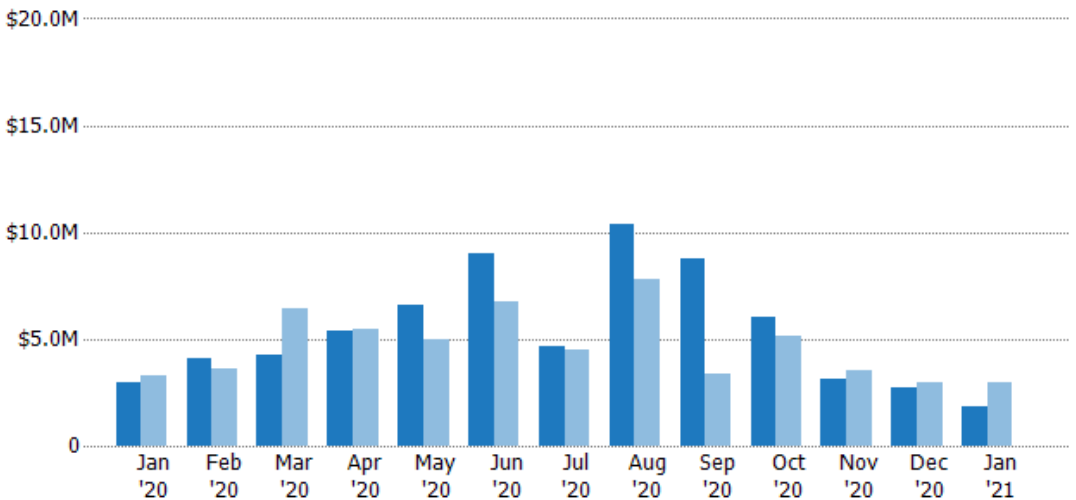
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481

Property Type:
Condo/Townhouse/Apt, Single Family Residence



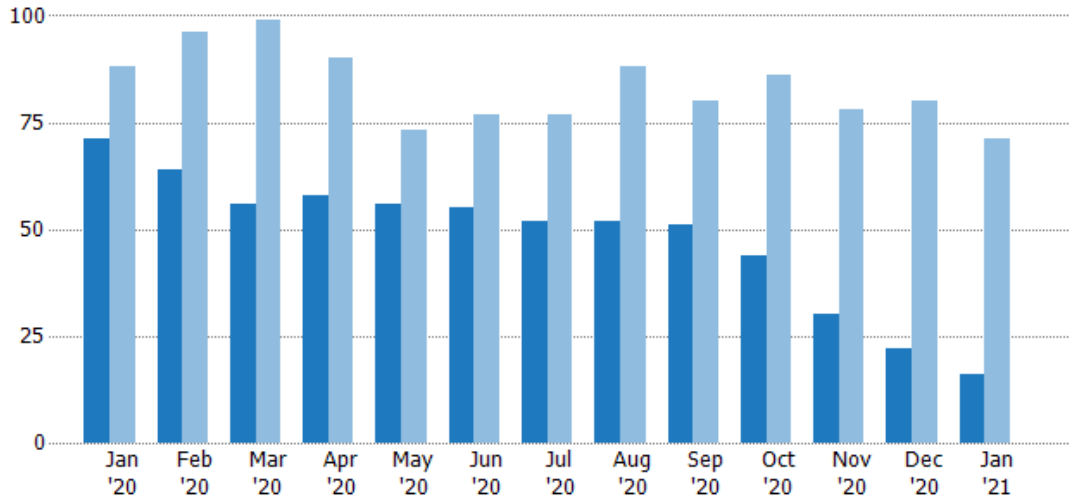
Month/Year	Volume	% Chg.
Jan '21	\$1.8M	-38.8%
Jan '20	\$2.95M	-9.8%
Jan '19	\$3.26M	-24.2%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence



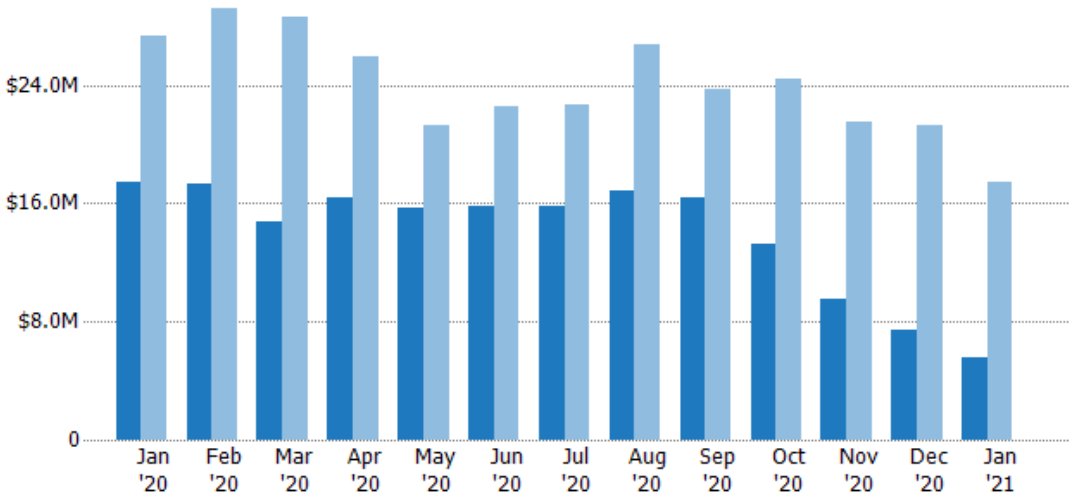
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jan '20	71	88	-19%
Feb '20	64	96	-33%
Mar '20	56	99	-43%
Apr '20	58	90	-36%
May '20	56	73	-23%
Jun '20	55	77	-29%
Jul '20	52	77	-32%
Aug '20	52	88	-41%
Sep '20	51	80	-36%
Oct '20	44	86	-49%
Nov '20	30	78	-62%
Dec '20	22	80	-73%
Jan '21	16	71	-77%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jan '20	\$17.4M	\$27.3M	-36%
Feb '20	\$17.3M	\$29.2M	-41%
Mar '20	\$14.8M	\$28.6M	-48%
Apr '20	\$16.4M	\$25.9M	-37%
May '20	\$15.7M	\$21.3M	-26%
Jun '20	\$15.8M	\$22.5M	-30%
Jul '20	\$15.9M	\$22.6M	-30%
Aug '20	\$16.8M	\$26.8M	-37%
Sep '20	\$16.4M	\$23.7M	-31%
Oct '20	\$13.3M	\$24.4M	-45%
Nov '20	\$9.54M	\$21.5M	-56%
Dec '20	\$7.38M	\$21.2M	-65%
Jan '21	\$5.58M	\$17.4M	-68%

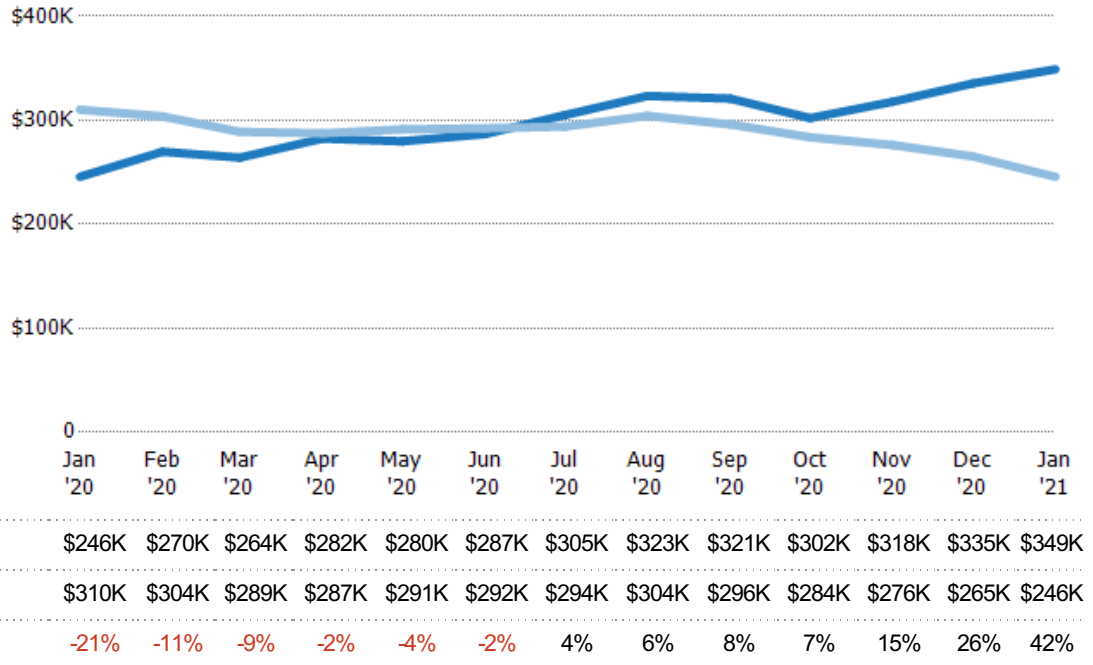
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Jan '21	\$349K	42.1%
Jan '20	\$246K	-20.8%
Jan '19	\$310K	-14%



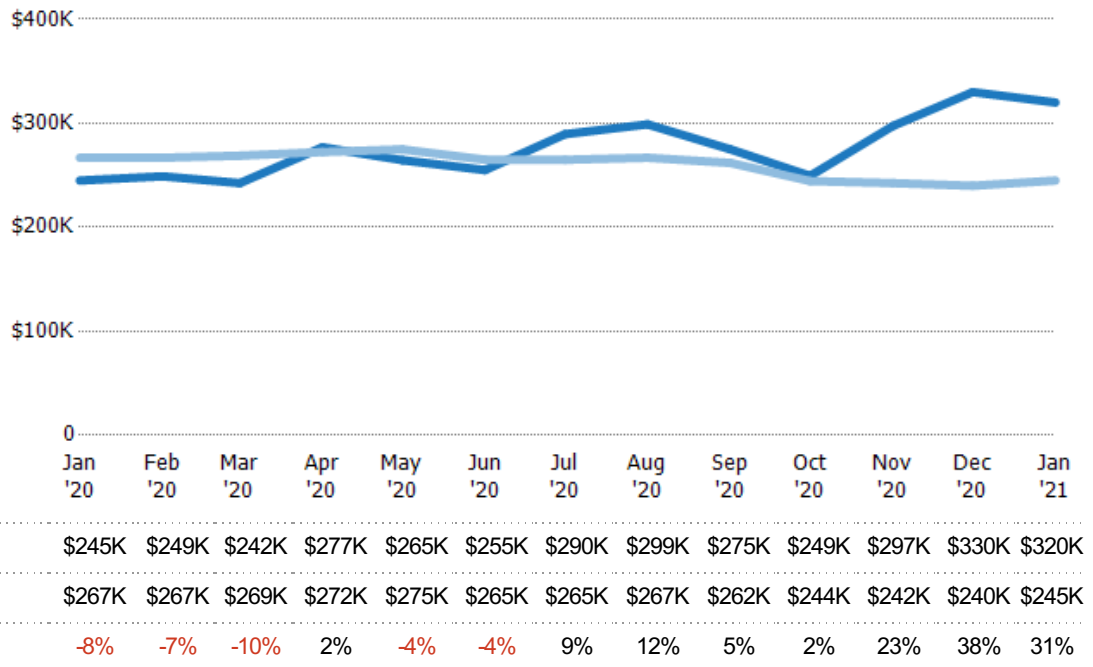
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Jan '21	\$320K	30.6%
Jan '20	\$245K	-8.2%
Jan '19	\$267K	0.4%

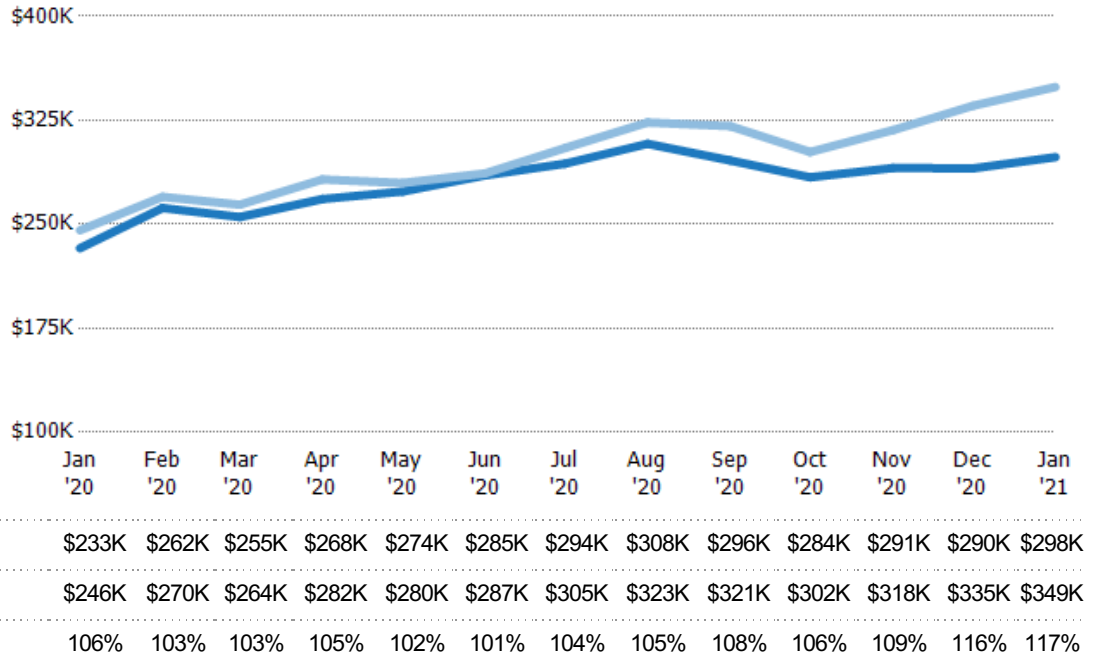


Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence

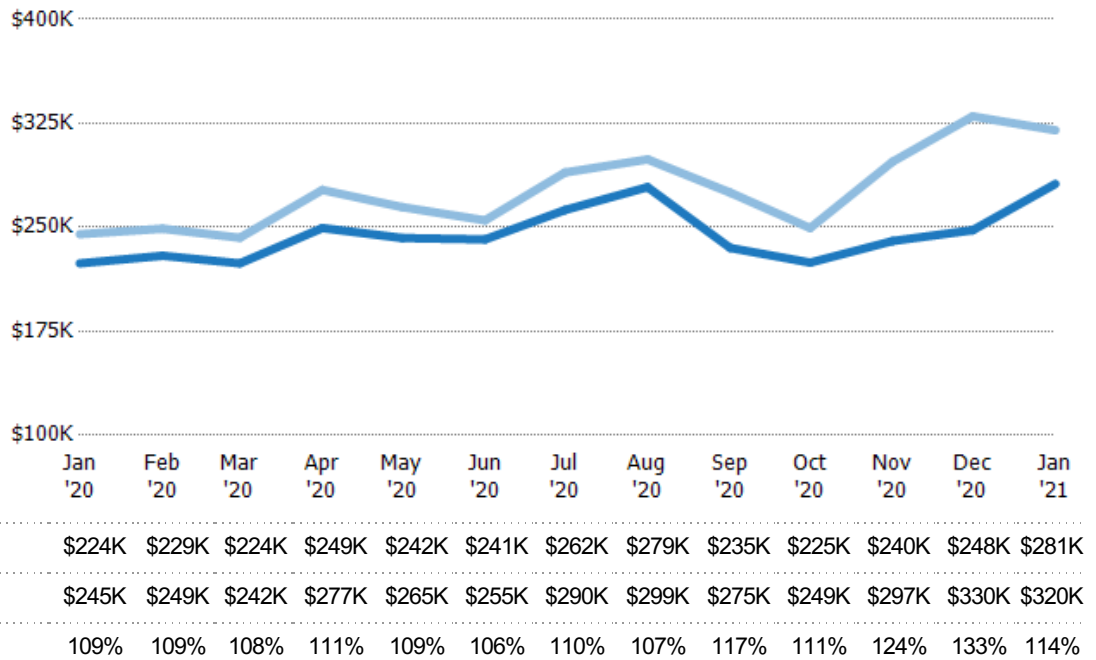


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence

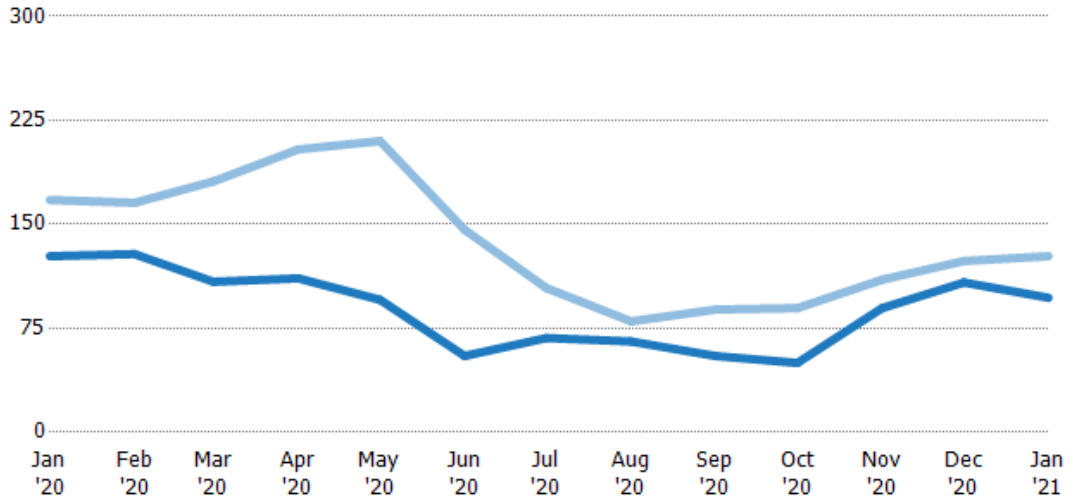


Median Days in RPR

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: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Days	% Chg.
Jan '21	97	-23.6%
Jan '20	127	-24.2%
Jan '19	168	-12.8%

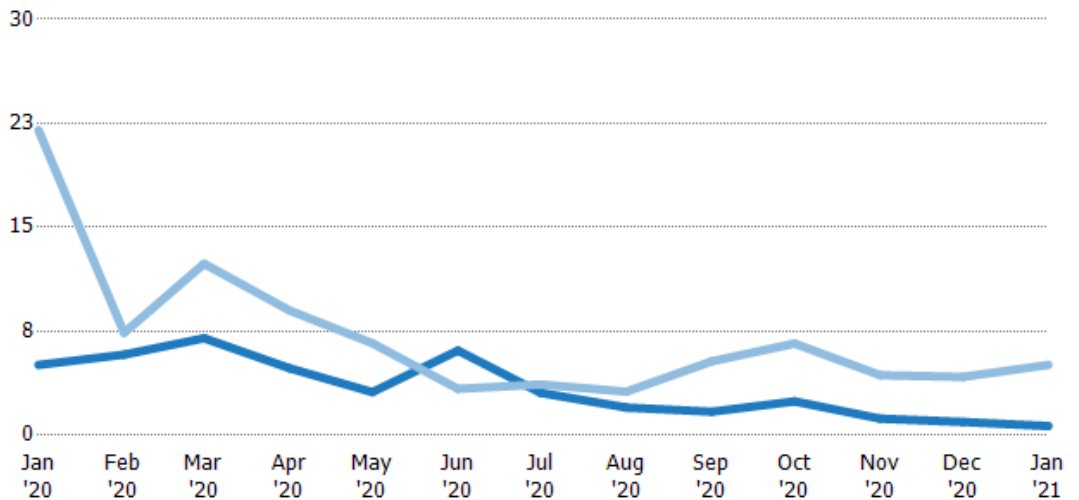
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	127	129	109	111	95.5	55	68	65.5	55	50	89.5	108	97
Prior Year	168	166	181	204	210	146	104	80	88.5	89.5	110	124	127
Percent Change from Prior Year	-24%	-22%	-40%	-46%	-55%	-62%	-35%	-18%	-38%	-44%	-19%	-13%	-24%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Months	% Chg.
Jan '21	0.67	-86.9%
Jan '20	5.07	-76.9%
Jan '19	22	-71.6%

	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	5.07	5.82	7	4.83	3.11	6.11	3.06	2	1.7	2.44	1.2	0.96	0.67
Prior Year	22	7.38	12.4	9	6.64	3.35	3.67	3.14	5.33	6.62	4.33	4.21	5.07
Percent Change from Prior Year	-77%	-21%	-43%	-46%	-53%	83%	-17%	-36%	-68%	-63%	-72%	-77%	-87%

Absorption Rate

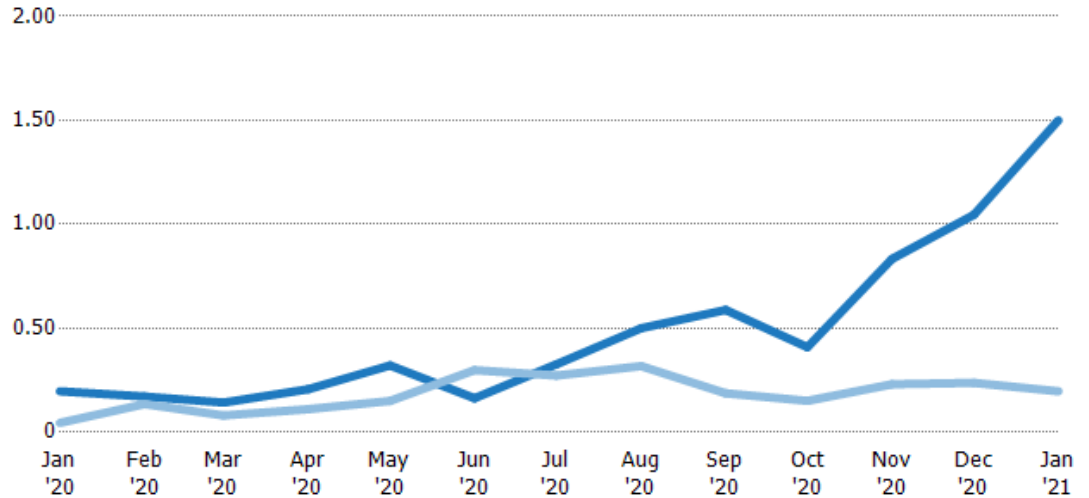
The percentage of inventory sold per month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481

Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/Year	Rate	Chg.
Jan '21	150%	-130.3%
Jan '20	20%	-15.2%
Jan '19	5%	252.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	20%	17%	14%	21%	32%	16%	33%	50%	59%	41%	83%	105%	150%
Prior Year	5%	14%	8%	11%	15%	30%	27%	32%	19%	15%	23%	24%	20%
Change from Prior Year	-15%	-4%	-6%	-10%	-17%	14%	-5%	-18%	-40%	-26%	-60%	-81%	-130%

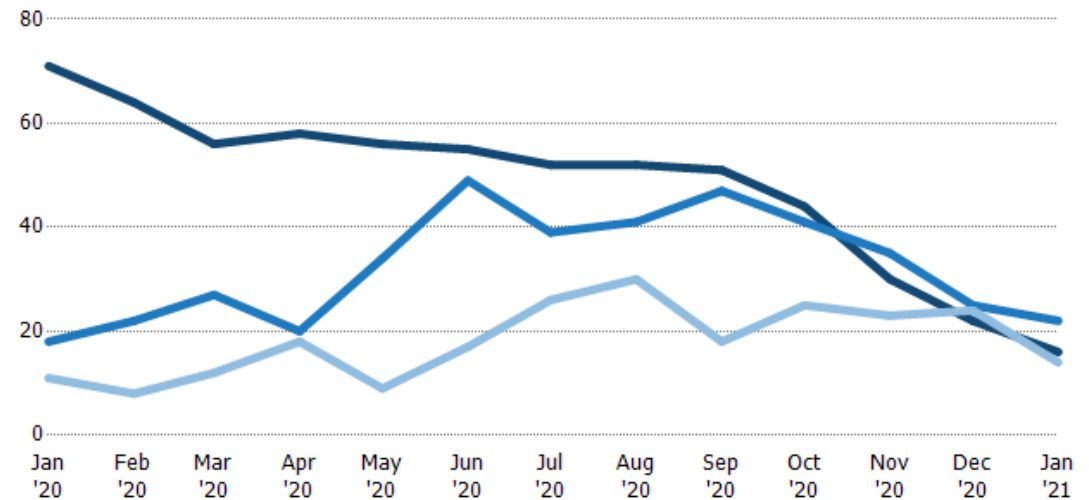
Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481

Property Type:
Condo/Townhouse/Apt, Single Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	71	64	56	58	56	55	52	52	51	44	30	22	16
Pending	18	22	27	20	34	49	39	41	47	41	35	25	22
Sold	11	8	12	18	9	17	26	30	18	25	23	24	14

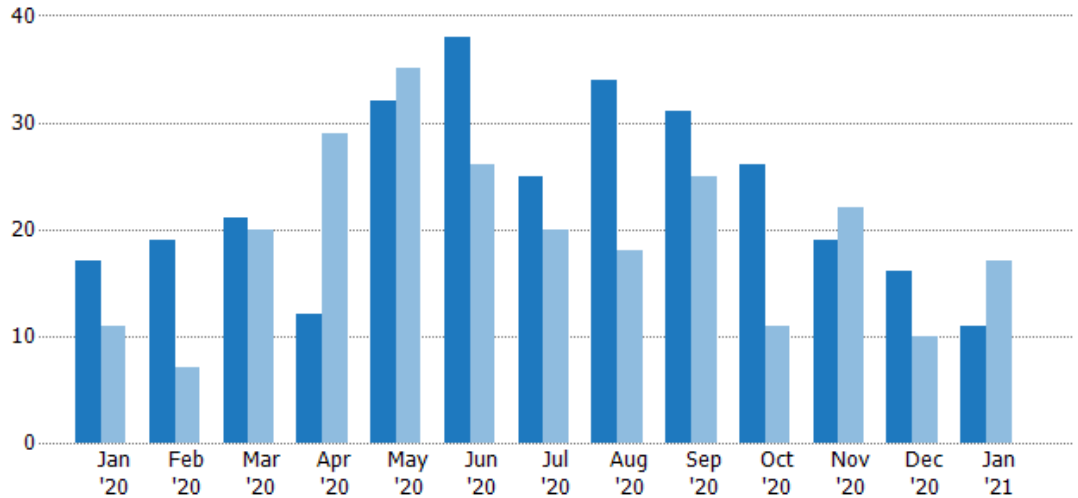
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '21	11	-35.3%
Jan '20	17	54.5%
Jan '19	11	0%



Current Year	17	19	21	12	32	38	25	34	31	26	19	16	11
Prior Year	11	7	20	29	35	26	20	18	25	11	22	10	17
Percent Change from Prior Year	55%	171%	5%	-59%	-9%	46%	25%	89%	24%	136%	-14%	60%	-35%

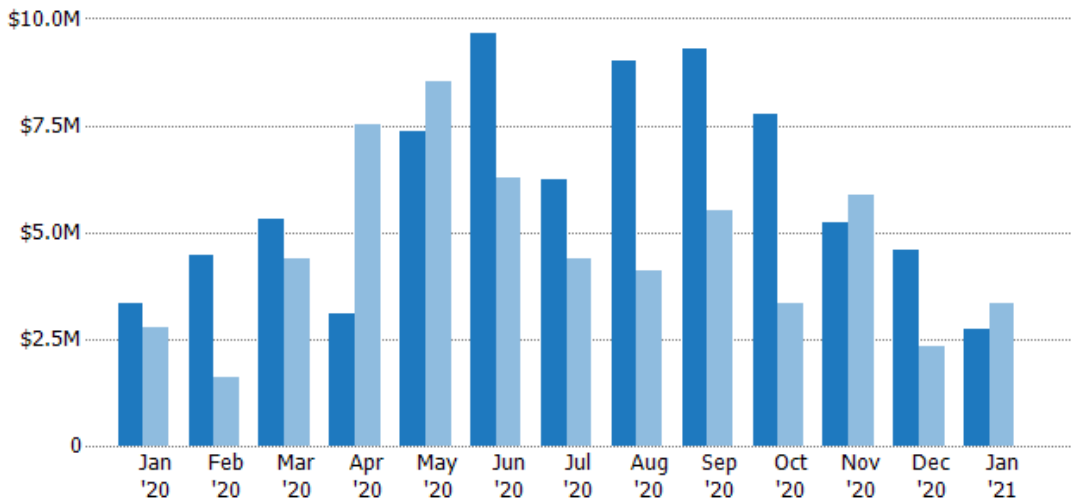
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '21	\$2.74M	-17.3%
Jan '20	\$3.32M	19%
Jan '19	\$2.79M	-40.9%



Current Year	\$3.32M	\$4.45M	\$5.3M	\$3.1M	\$7.36M	\$9.66M	\$6.25M	\$9M	\$9.31M	\$7.78M	\$5.24M	\$4.56M	\$2.74M
Prior Year	\$2.79M	\$1.6M	\$4.37M	\$7.53M	\$8.51M	\$6.28M	\$4.37M	\$4.1M	\$5.51M	\$3.32M	\$5.85M	\$2.33M	\$3.32M
Percent Change from Prior Year	19%	177%	21%	-59%	-14%	54%	43%	119%	69%	135%	-10%	95%	-17%

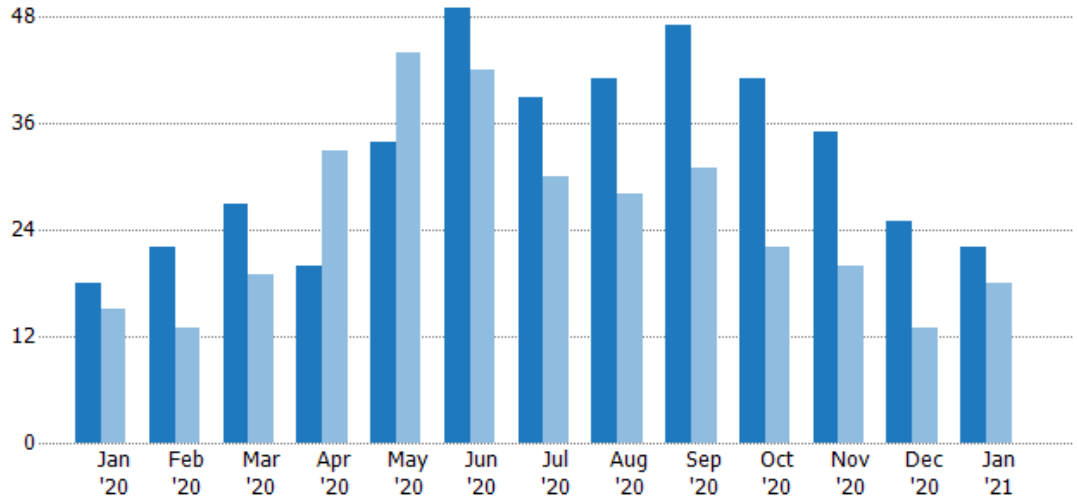
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Count	% Chg.
Jan '21	22	22.2%
Jan '20	18	20%
Jan '19	15	13.3%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	18	22	27	20	34	49	39	41	47	41	35	25	22
Prior Year	15	13	19	33	44	42	30	28	31	22	20	13	18
Percent Change from Prior Year	20%	69%	42%	-39%	-23%	17%	30%	46%	52%	86%	75%	92%	22%

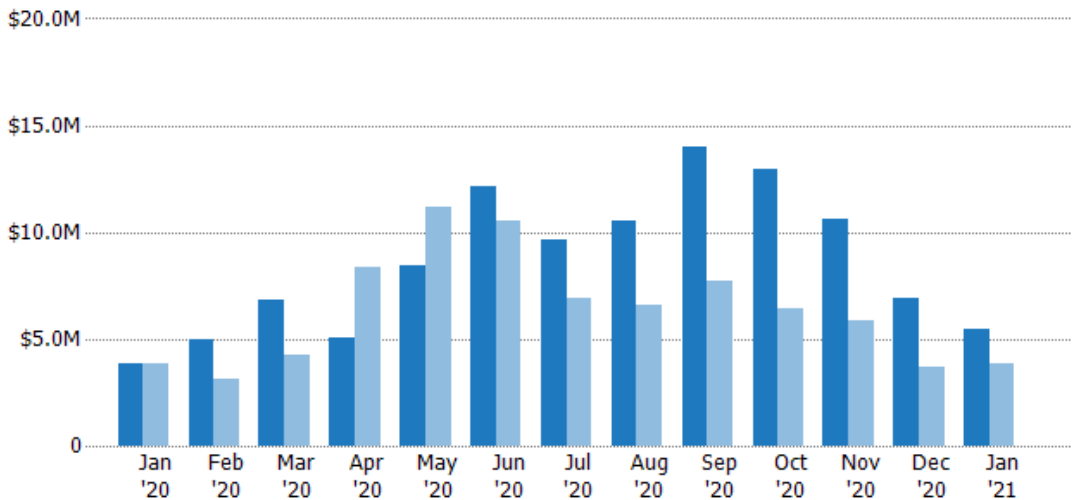
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Volume	% Chg.
Jan '21	\$5.44M	40.5%
Jan '20	\$3.87M	-0.4%
Jan '19	\$3.89M	-17.9%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$3.87M	\$5.01M	\$6.86M	\$5.1M	\$8.44M	\$12.1M	\$9.62M	\$10.5M	\$14M	\$13M	\$10.6M	\$6.87M	\$5.44M
Prior Year	\$3.89M	\$3.16M	\$4.22M	\$8.35M	\$11.2M	\$10.5M	\$6.93M	\$6.58M	\$7.72M	\$6.4M	\$5.83M	\$3.71M	\$3.87M
Percent Change from Prior Year	0%	58%	63%	-39%	-24%	15%	39%	60%	81%	103%	83%	85%	40%

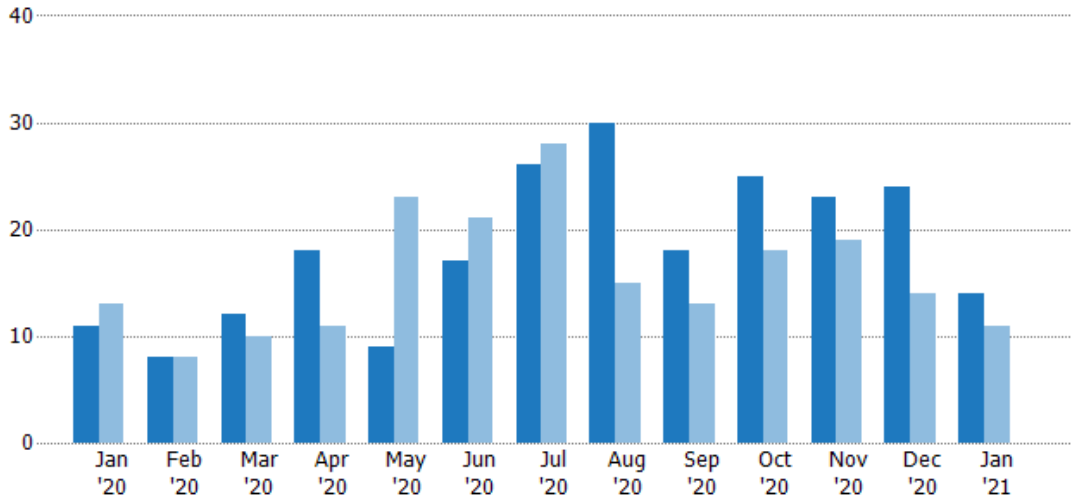
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Count	% Chg.
Jan '21	14	27.3%
Jan '20	11	-15.4%
Jan '19	13	0%

Month/Year	Count	% Chg.
Jan '21	14	27.3%
Jan '20	11	-15.4%
Jan '19	13	0%

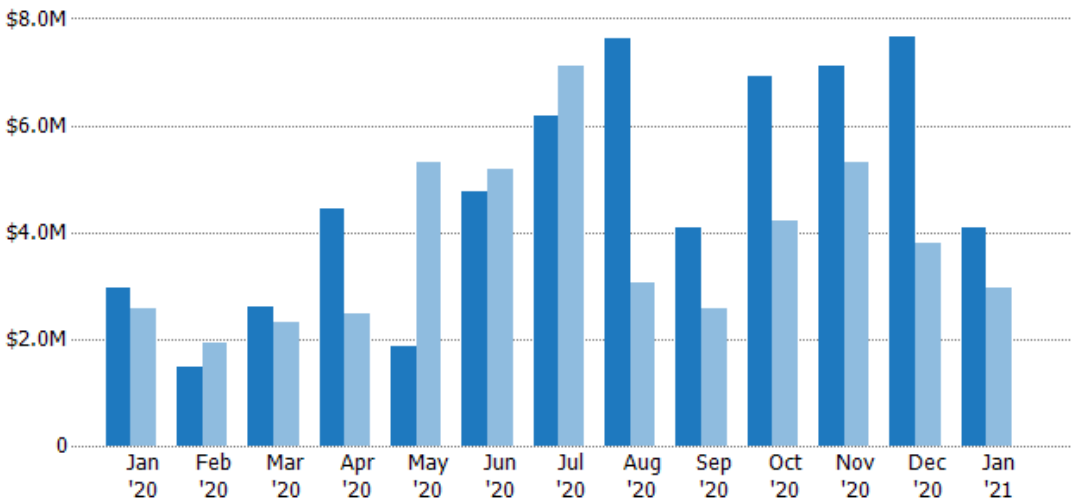
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481

Property Type:
Condo/Townhouse/Apt, Single Family Residence



Month/Year	Volume	% Chg.
Jan '21	\$4.08M	37.7%
Jan '20	\$2.96M	15.5%
Jan '19	\$2.57M	-8.4%

Month/Year	Volume	% Chg.
Jan '21	\$4.08M	37.7%
Jan '20	\$2.96M	15.5%
Jan '19	\$2.57M	-8.4%

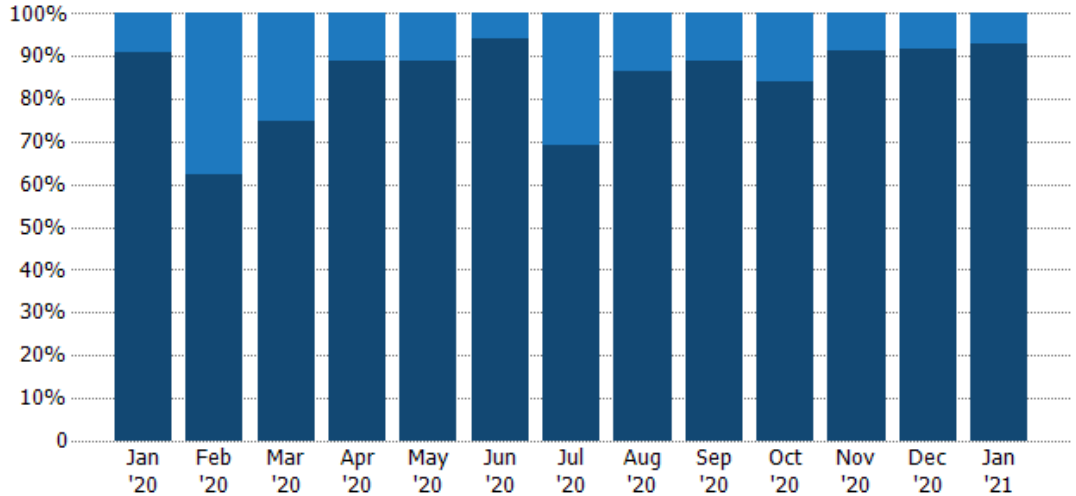
Month/Year	Volume	% Chg.
Jan '21	\$4.08M	37.7%
Jan '20	\$2.96M	15.5%
Jan '19	\$2.57M	-8.4%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence



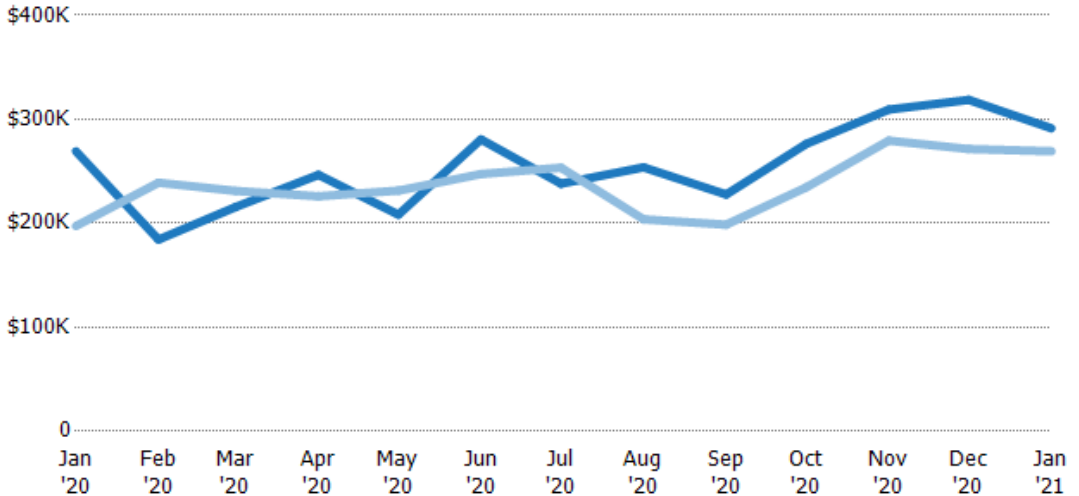
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	9%	38%	25%	11%	11%	6%	31%	13%	11%	16%	9%	8%	7%
Single Family Residence	91%	63%	75%	89%	89%	94%	69%	87%	89%	84%	91%	92%	93%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$269K	\$184K	\$216K	\$247K	\$208K	\$281K	\$238K	\$254K	\$228K	\$276K	\$309K	\$319K	\$291K
Prior Year	\$197K	\$239K	\$231K	\$226K	\$231K	\$247K	\$253K	\$204K	\$199K	\$235K	\$280K	\$271K	\$269K
Percent Change from Prior Year	36%	-23%	-7%	9%	-10%	13%	-6%	25%	15%	18%	11%	17%	8%

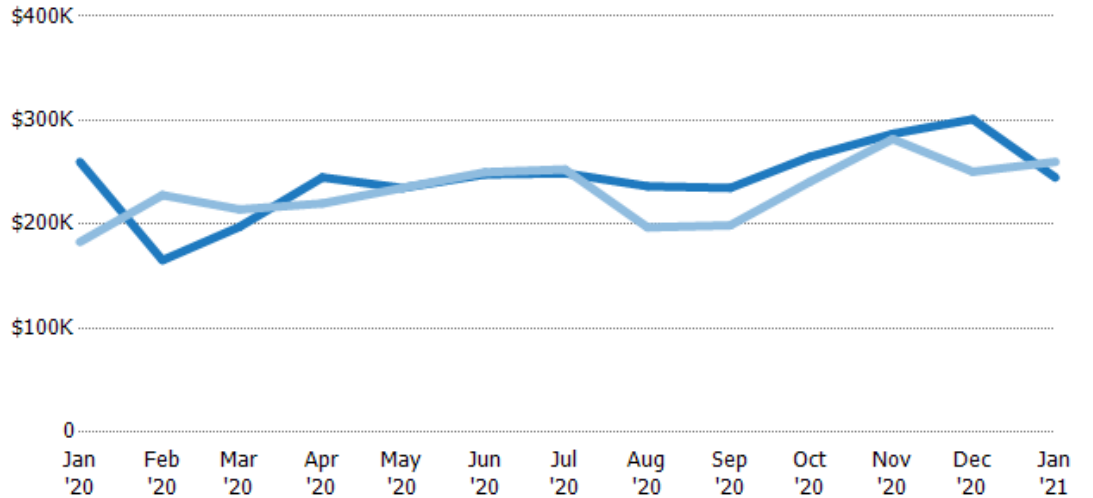
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/Year	Price	% Chg.
Jan '21	\$245K	-5.8%
Jan '20	\$260K	42.1%
Jan '19	\$183K	-13.1%



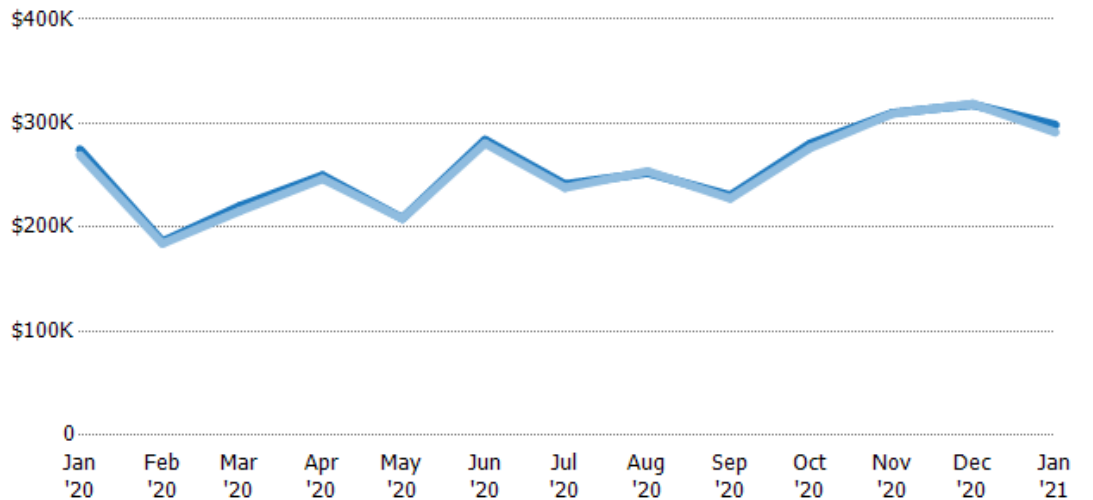
Current Year	\$260K	\$165K	\$198K	\$245K	\$235K	\$248K	\$249K	\$237K	\$235K	\$265K	\$287K	\$301K	\$245K
Prior Year	\$183K	\$228K	\$214K	\$220K	\$235K	\$250K	\$253K	\$197K	\$199K	\$241K	\$282K	\$251K	\$260K
Percent Change from Prior Year	42%	-27%	-8%	11%	0%	-1%	-1%	20%	18%	10%	2%	20%	-6%

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: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type: Condo/Townhouse/Apt, Single Family Residence



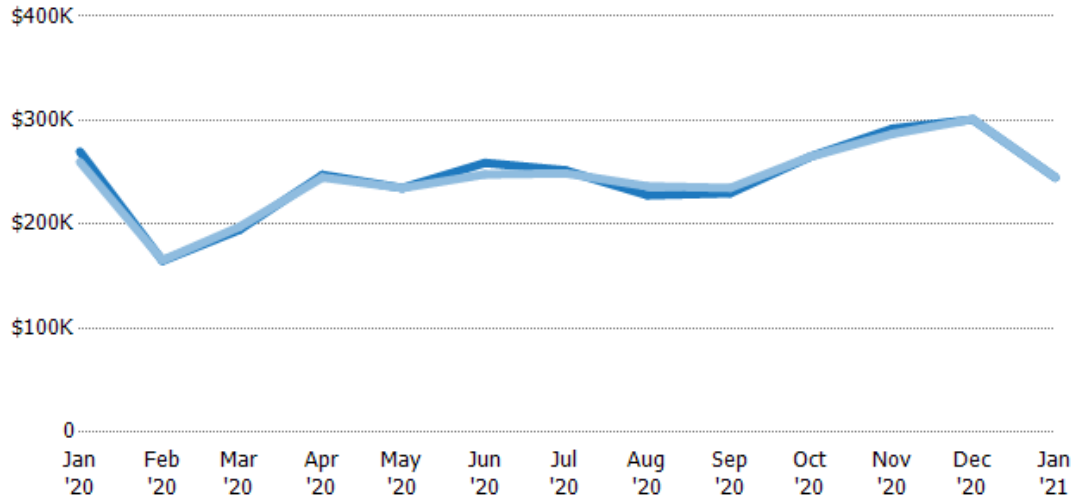
Avg List Price	\$275K	\$186K	\$220K	\$250K	\$209K	\$284K	\$241K	\$252K	\$231K	\$280K	\$310K	\$318K	\$298K
Avg Sales Price	\$269K	\$184K	\$216K	\$247K	\$208K	\$281K	\$238K	\$254K	\$228K	\$276K	\$309K	\$319K	\$291K
Avg Sales Price as a % of Avg List Price	98%	99%	98%	99%	100%	99%	99%	101%	99%	99%	100%	100%	98%

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: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



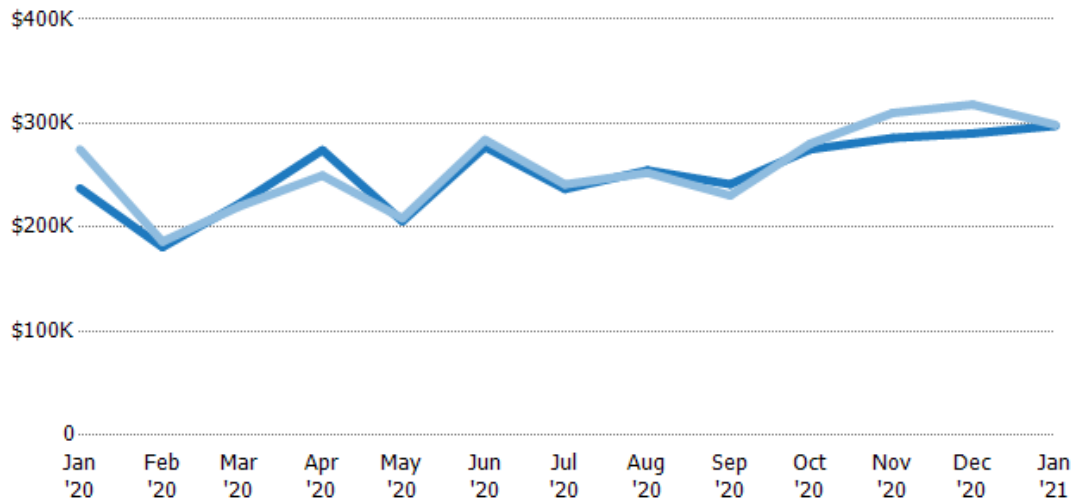
Median List Price	\$270K	\$165K	\$195K	\$247K	\$235K	\$259K	\$252K	\$228K	\$230K	\$265K	\$292K	\$301K	\$245K
Median Sales Price	\$260K	\$165K	\$198K	\$245K	\$235K	\$248K	\$249K	\$237K	\$235K	\$265K	\$287K	\$301K	\$245K
Med Sales Price as a % of Med List Price	96%	100%	101%	99%	100%	96%	99%	104%	102%	100%	98%	100%	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: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



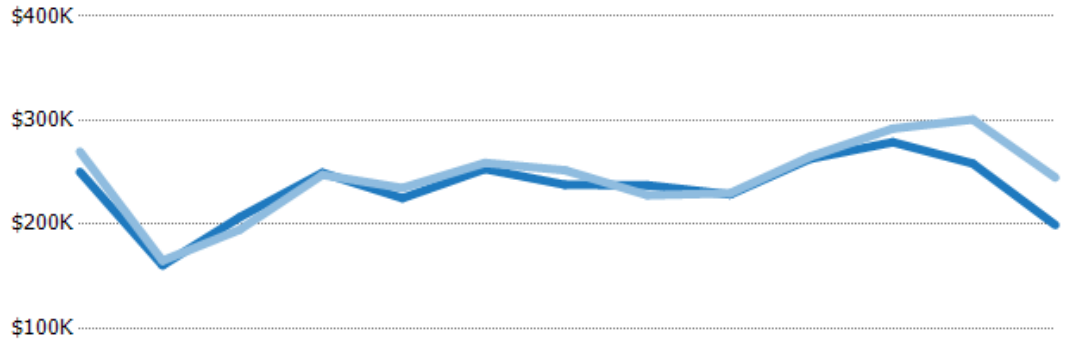
Avg Est Value	\$237K	\$181K	\$223K	\$274K	\$206K	\$277K	\$237K	\$255K	\$241K	\$275K	\$286K	\$290K	\$297K
Avg Sales Price	\$275K	\$186K	\$220K	\$250K	\$209K	\$284K	\$241K	\$252K	\$231K	\$280K	\$310K	\$318K	\$298K
Avg Sales Price as a % of Avg Est Value	116%	103%	99%	91%	101%	102%	102%	99%	96%	102%	108%	110%	100%

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: Saint Albans, VT 05478, Saint Albans Bay, VT 05481
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$250K	\$161K	\$207K	\$250K	\$225K	\$253K	\$238K	\$238K	\$229K	\$263K	\$279K	\$258K	\$199K
Median Sales Price	\$270K	\$165K	\$195K	\$247K	\$235K	\$259K	\$252K	\$228K	\$230K	\$265K	\$292K	\$301K	\$245K
Med Sales Price as a % of Med Est Value	108%	103%	94%	99%	104%	102%	106%	96%	101%	101%	105%	116%	123%