

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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	17	+41.2%	53	41	+29.3%
New Listing Volume	\$6,638,300	\$3,898,510	+70.3%	\$14,557,300	\$10,968,889	+32.7%
Active Listing Count	18	56	-67.9%	N/A	N/A	
Active Listing Volume	\$6,370,145	\$14,790,172	-56.9%	N/A	N/A	
Average Listing Price	\$353,897	\$264,110	+34%	\$343,630	\$259,151	+32.6%
Median Listing Price	\$368,950	\$242,450	+52.2%	\$331,842	\$245,593	+35.1%
Median Days in RPR	28.5	108.5	-73.7%	64.74	120.23	-46.1%
Months of Inventory	2	7	-71.4%	2.1	6.2	-66.5%
Absorption Rate	50%	14.29%	+35.7%	48.44%	16.23%	+32.2%
Sales Activity Charts Metrics						
New Pending Sales Count	27	20	+35%	60	56	+7.1%
New Pending Sales Volume	\$7,680,400	\$4,966,675	+54.6%	\$16,514,095	\$12,733,792	+29.7%
Pending Sales Count	40	25	+60%	N/A	N/A	
Pending Sales Volume	\$10,942,795	\$6,286,400	+74.1%	N/A	N/A	
Closed Sales Count	16	12	+33.3%	39	31	+25.8%
Closed Sales Volume	\$4,371,100	\$2,588,516	+68.9%	\$10,526,479	\$7,025,317	+49.8%
Average Sales Price	\$273,194	\$215,710	+26.6%	\$269,910	\$226,623	+19.1%
Median Sales Price	\$261,750	\$197,700	+32.4%	\$250,747	\$211,484	+18.6%

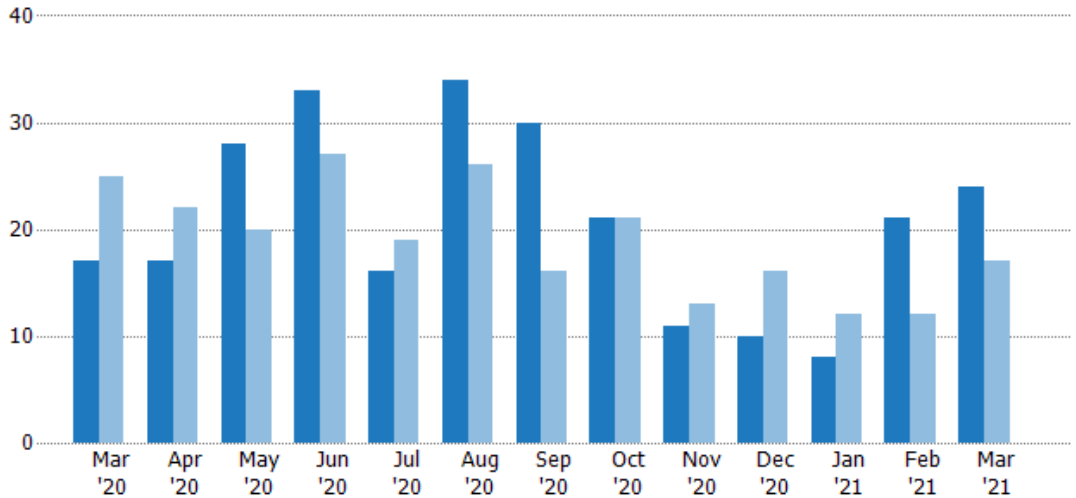
New Listings

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	17	17	28	33	16	34	30	21	11	10	8	21	24
Prior Year	25	22	20	27	19	26	16	21	13	16	12	12	17
Percent Change from Prior Year	-32%	-23%	40%	22%	-16%	31%	88%	0%	-15%	-38%	-33%	75%	41%

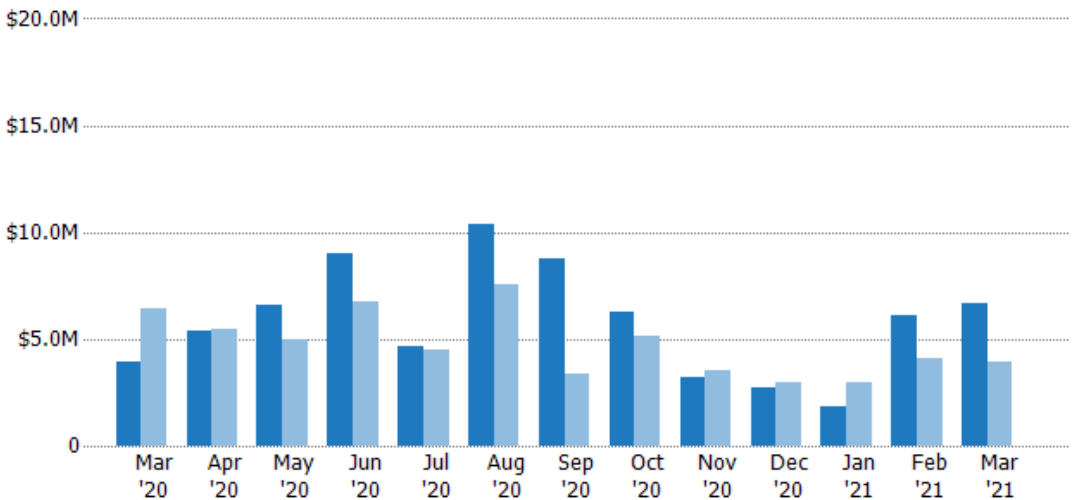
New Listing Volume

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



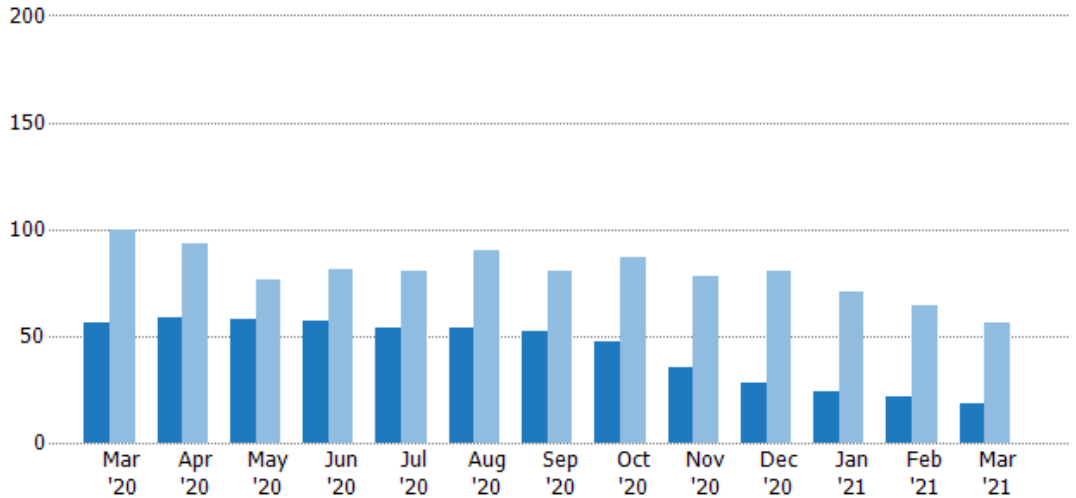
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$3.9M	\$5.35M	\$6.57M	\$8.99M	\$4.66M	\$10.3M	\$8.8M	\$6.25M	\$3.18M	\$2.72M	\$1.8M	\$6.12M	\$6.64M
Prior Year	\$6.4M	\$5.48M	\$4.97M	\$6.71M	\$4.53M	\$7.54M	\$3.35M	\$5.11M	\$3.56M	\$2.99M	\$2.95M	\$4.13M	\$3.9M
Percent Change from Prior Year	-39%	-3%	32%	34%	3%	37%	163%	22%	-11%	-9%	-39%	48%	70%

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



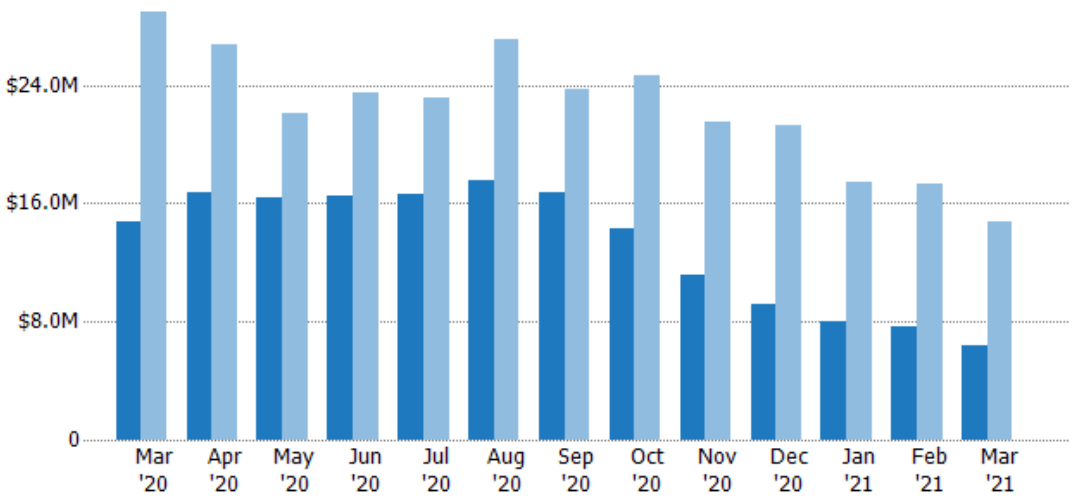
Month/Year	Count	% Chg.
Mar '21	18	-67.9%
Mar '20	56	-44%
Mar '19	100	-20%

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



Month/Year	Volume	% Chg.
Mar '21	\$6.37M	-56.9%
Mar '20	\$14.8M	-48.8%
Mar '19	\$28.9M	-22.3%

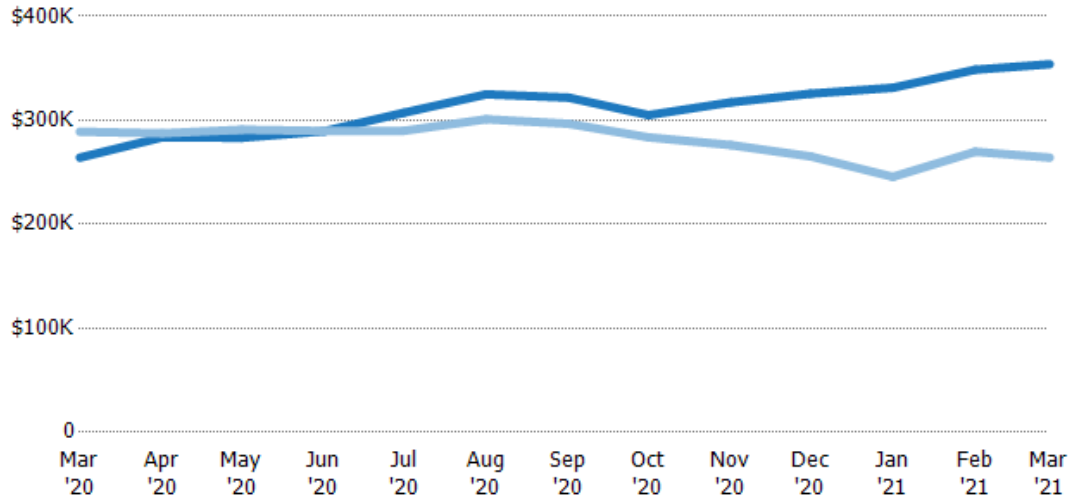
Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$354K	34%
Mar '20	\$264K	-8.6%
Mar '19	\$289K	-2.9%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$264K	\$284K	\$283K	\$289K	\$307K	\$325K	\$322K	\$305K	\$317K	\$326K	\$331K	\$349K	\$354K
Prior Year	\$289K	\$287K	\$291K	\$290K	\$290K	\$301K	\$297K	\$284K	\$276K	\$265K	\$246K	\$270K	\$264K
Percent Change from Prior Year	-9%	-1%	-3%	0%	6%	8%	8%	8%	15%	23%	35%	29%	34%

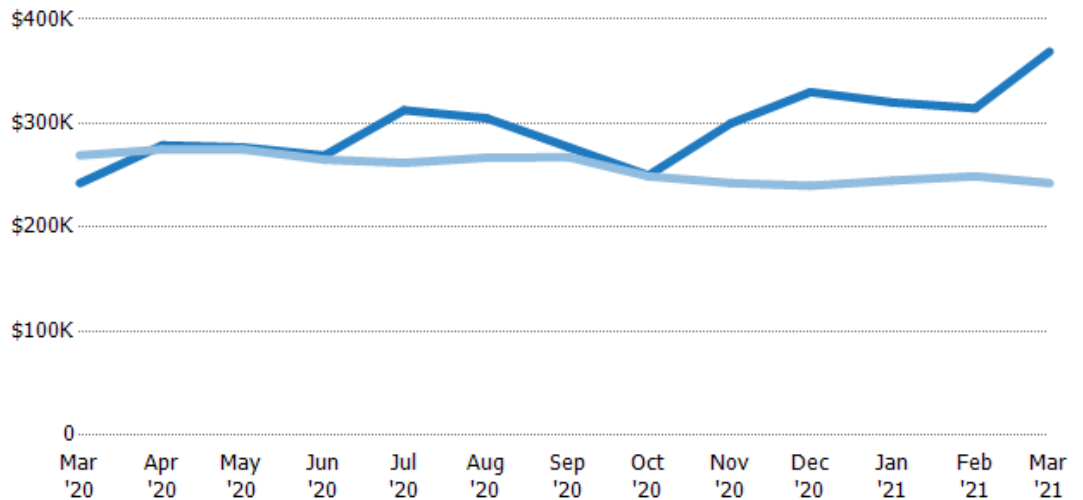
Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$369K	52.2%
Mar '20	\$242K	-9.9%
Mar '19	\$269K	3.9%



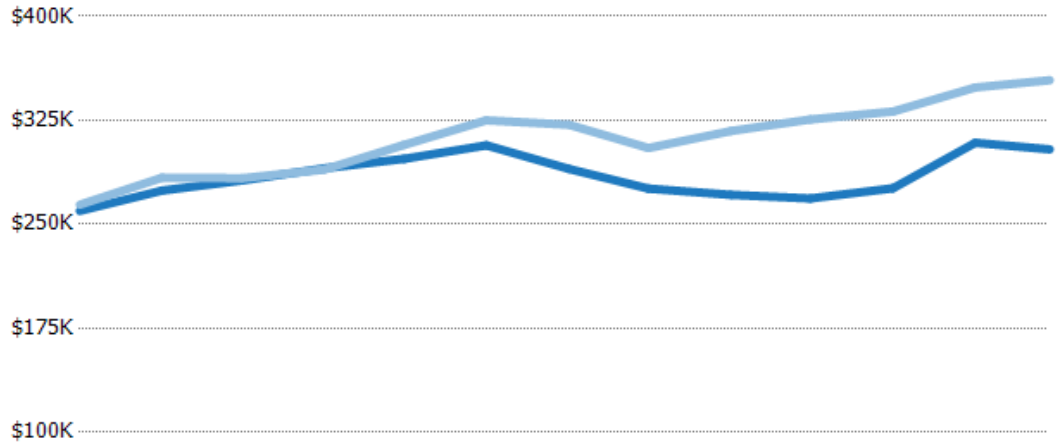
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$242K	\$279K	\$277K	\$269K	\$313K	\$305K	\$277K	\$250K	\$300K	\$330K	\$320K	\$314K	\$369K
Prior Year	\$269K	\$275K	\$275K	\$265K	\$262K	\$267K	\$267K	\$249K	\$242K	\$240K	\$245K	\$249K	\$242K
Percent Change from Prior Year	-10%	1%	1%	2%	19%	14%	4%	0%	24%	38%	31%	26%	52%

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



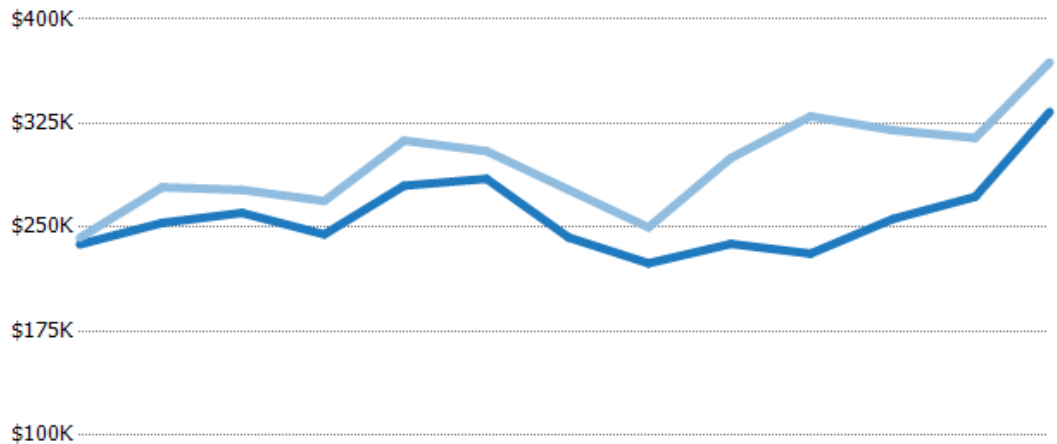
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$260K	\$274K	\$282K	\$290K	\$297K	\$307K	\$290K	\$276K	\$271K	\$269K	\$276K	\$309K	\$304K
Avg Listing Price	\$264K	\$284K	\$283K	\$289K	\$307K	\$325K	\$322K	\$305K	\$317K	\$326K	\$331K	\$349K	\$354K
Avg Listing Price as a % of Avg Est Value	102%	103%	101%	100%	103%	106%	111%	111%	117%	121%	120%	113%	116%

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



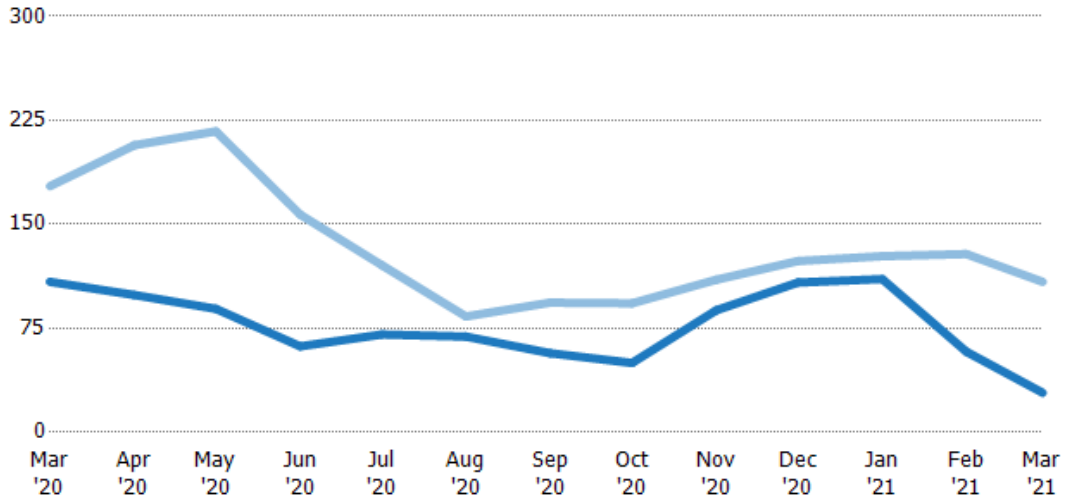
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$238K	\$253K	\$260K	\$245K	\$280K	\$285K	\$243K	\$224K	\$238K	\$231K	\$256K	\$272K	\$333K
Median Listing Price	\$242K	\$279K	\$277K	\$269K	\$313K	\$305K	\$277K	\$250K	\$300K	\$330K	\$320K	\$314K	\$369K
Med Listing Price as a % of Med Est Value	102%	110%	106%	110%	112%	107%	114%	112%	126%	143%	125%	116%	111%

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



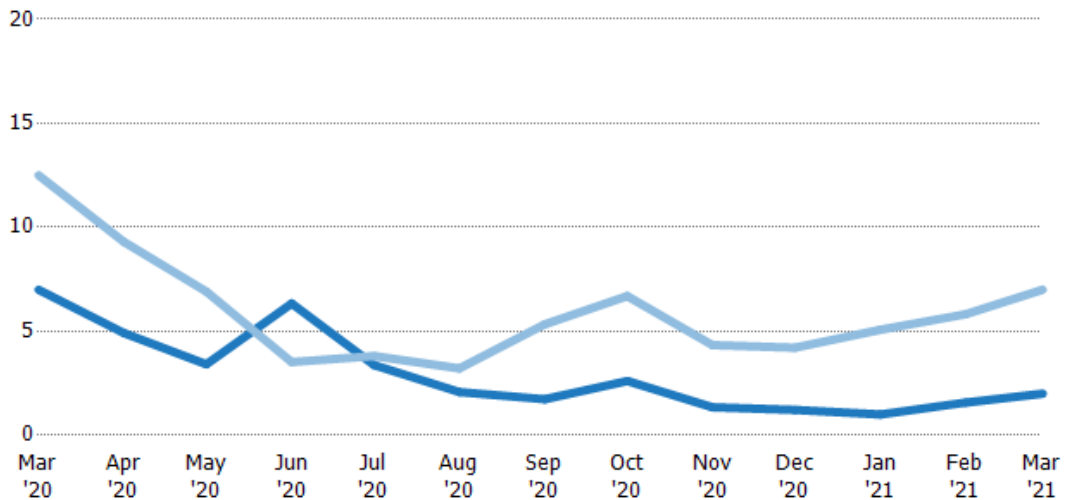
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	109	99	89	62	70.5	69	57	50	88	108	111	58	28.5
Prior Year	178	207	217	157	121	83.5	93.5	93	110	124	127	129	109
Percent Change from Prior Year	-39%	-52%	-59%	-61%	-41%	-17%	-39%	-46%	-20%	-13%	-13%	-55%	-74%

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



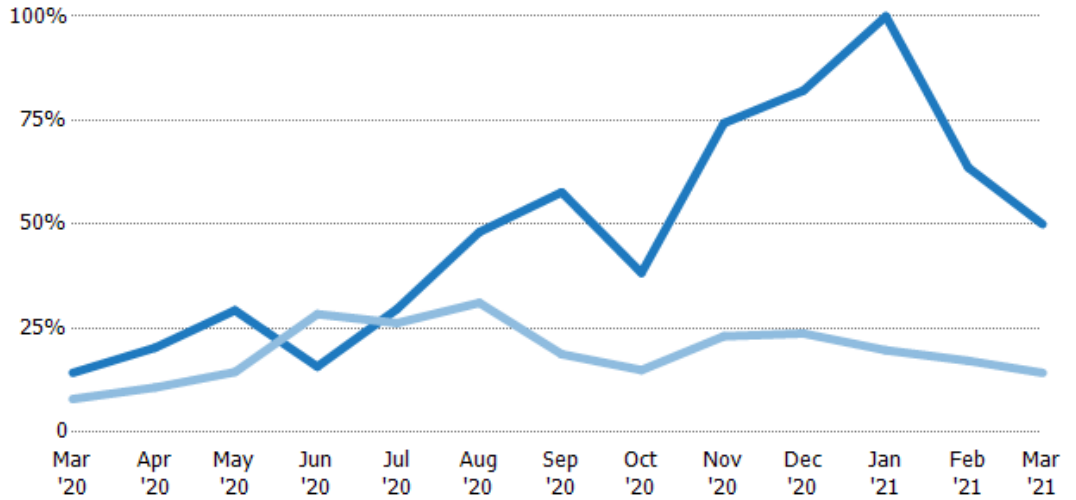
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	7	4.92	3.41	6.33	3.38	2.08	1.73	2.61	1.35	1.22	1	1.57	2
Prior Year	12.5	9.3	6.91	3.52	3.81	3.21	5.33	6.69	4.33	4.21	5.07	5.82	7
Percent Change from Prior Year	-44%	-47%	-51%	80%	-11%	-35%	-68%	-61%	-69%	-71%	-80%	-73%	-71%

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



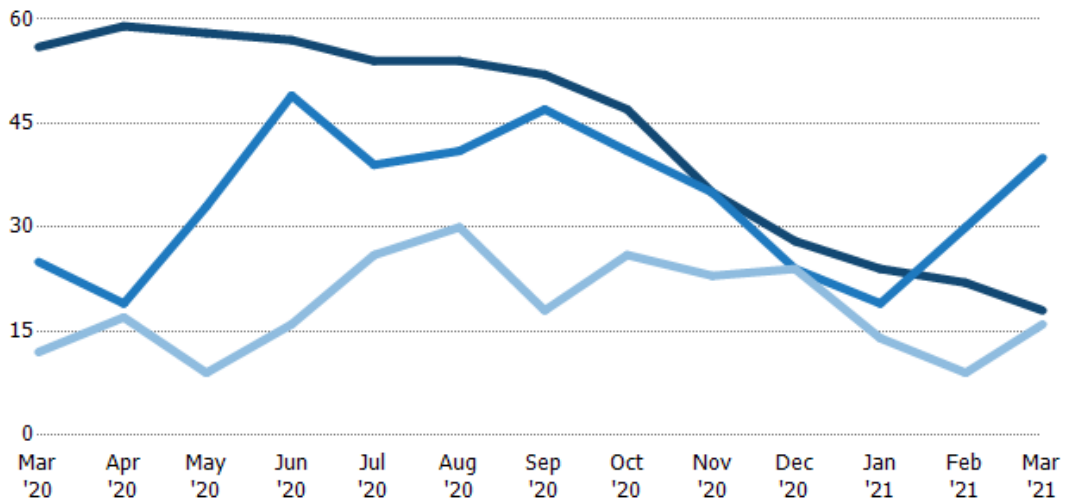
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	14%	20%	29%	16%	30%	48%	58%	38%	74%	82%	100%	64%	50%
Prior Year	8%	11%	14%	28%	26%	31%	19%	15%	23%	24%	20%	17%	14%
Change from Prior Year	-6%	-10%	-15%	13%	-3%	-17%	-39%	-23%	-51%	-58%	-80%	-46%	-36%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	56	59	58	57	54	54	52	47	35	28	24	22	18
Pending	25	19	33	49	39	41	47	41	35	24	19	30	40
Sold	12	17	9	16	26	30	18	26	23	24	14	9	16

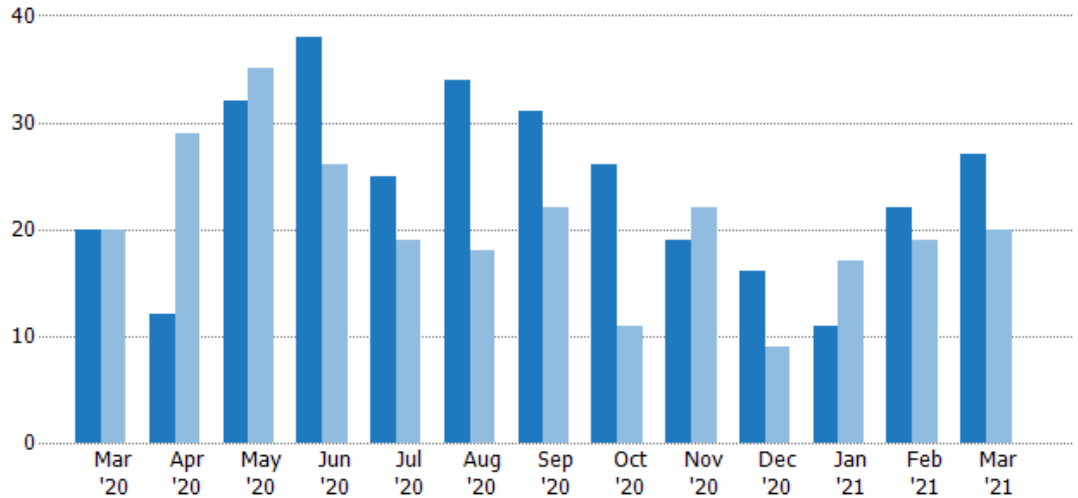
New Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	27	35%
Mar '20	20	0%
Mar '19	20	-15%



Current Year	20	12	32	38	25	34	31	26	19	16	11	22	27
Prior Year	20	29	35	26	19	18	22	11	22	9	17	19	20
Percent Change from Prior Year	0%	-59%	-9%	46%	32%	89%	41%	136%	-14%	78%	-35%	16%	35%

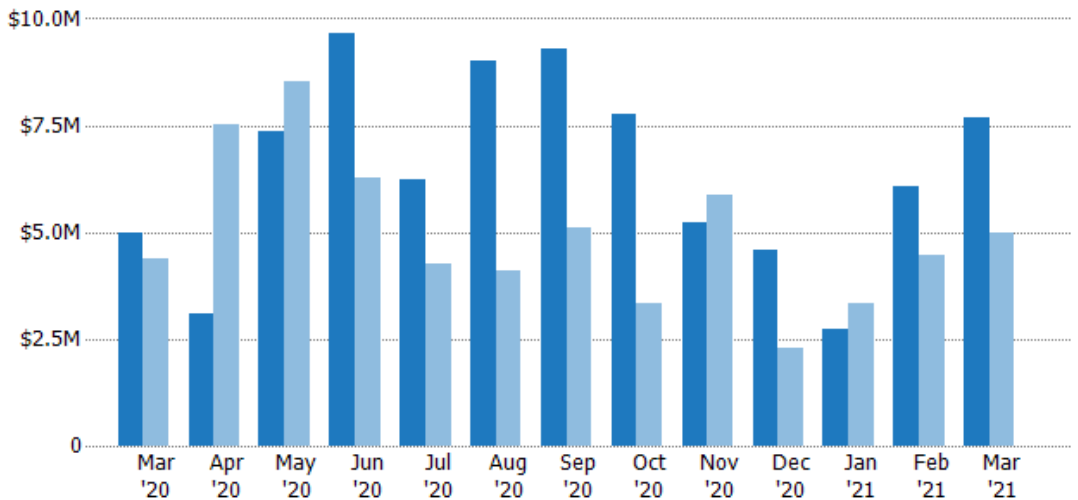
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$7.68M	54.6%
Mar '20	\$4.97M	13.7%
Mar '19	\$4.37M	-6.7%



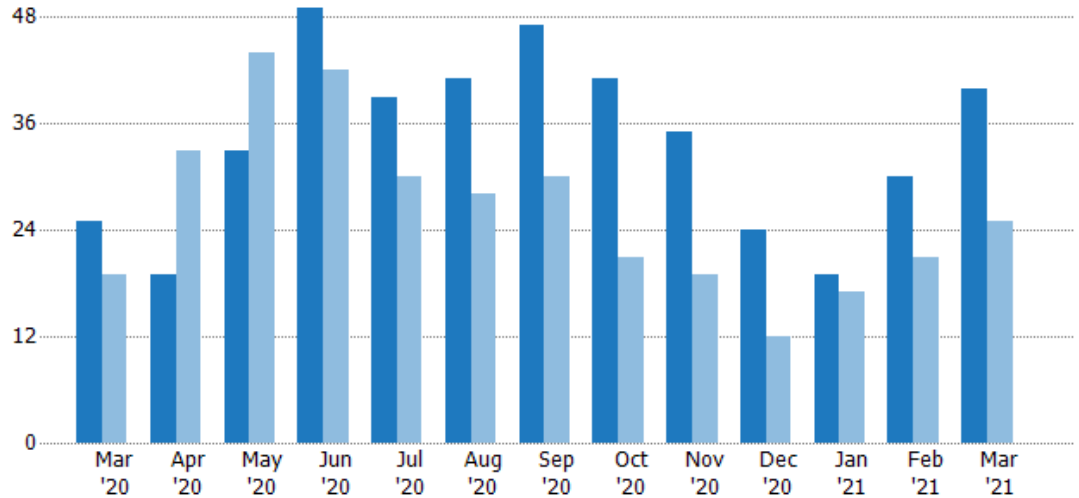
Current Year	\$4.97M	\$3.1M	\$7.36M	\$9.66M	\$6.25M	\$9M	\$9.31M	\$7.78M	\$5.24M	\$4.56M	\$2.74M	\$6.09M	\$7.68M
Prior Year	\$4.37M	\$7.53M	\$8.51M	\$6.28M	\$4.25M	\$4.1M	\$5.1M	\$3.32M	\$5.85M	\$2.27M	\$3.32M	\$4.45M	\$4.97M
Percent Change from Prior Year	14%	-59%	-14%	54%	47%	119%	83%	135%	-10%	101%	-17%	37%	55%

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



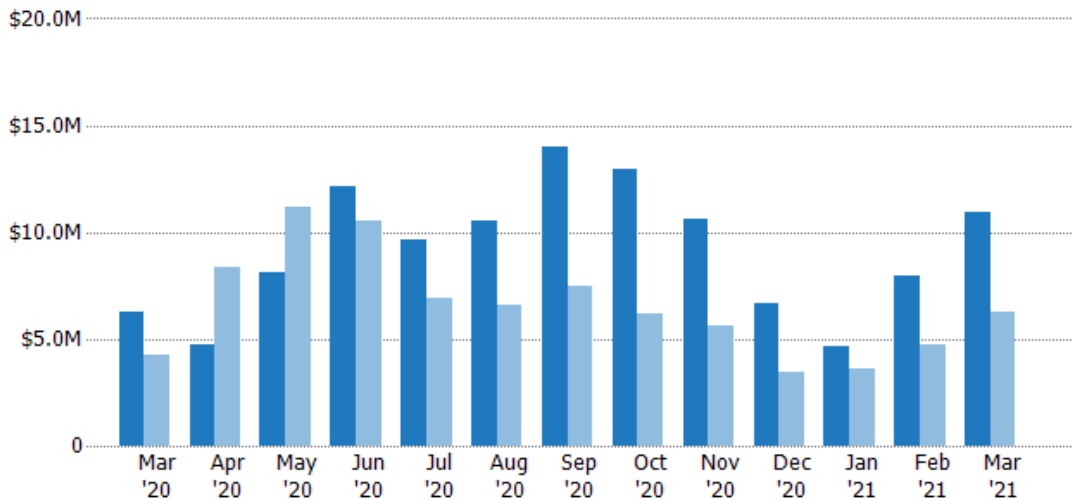
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	25	19	33	49	39	41	47	41	35	24	19	30	40
Prior Year	19	33	44	42	30	28	30	21	19	12	17	21	25
Percent Change from Prior Year	32%	-42%	-25%	17%	30%	46%	57%	95%	84%	100%	12%	43%	60%

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



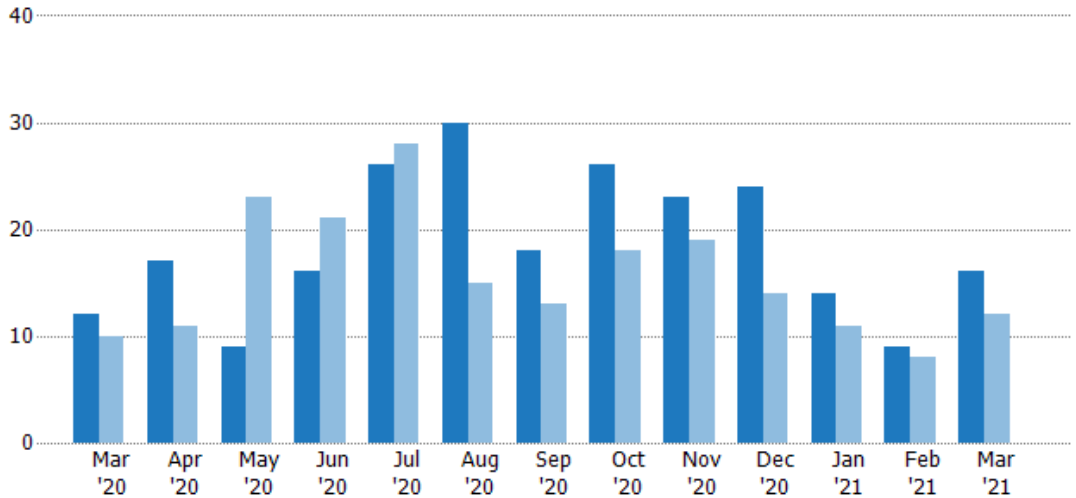
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$6.29M	\$4.76M	\$8.1M	\$12.1M	\$9.62M	\$10.5M	\$14M	\$13M	\$10.6M	\$6.7M	\$4.64M	\$7.92M	\$10.9M
Prior Year	\$4.22M	\$8.35M	\$11.2M	\$10.5M	\$6.93M	\$6.58M	\$7.48M	\$6.16M	\$5.59M	\$3.47M	\$3.63M	\$4.77M	\$6.29M
Percent Change from Prior Year	49%	-43%	-27%	15%	39%	60%	87%	111%	90%	93%	28%	66%	74%

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



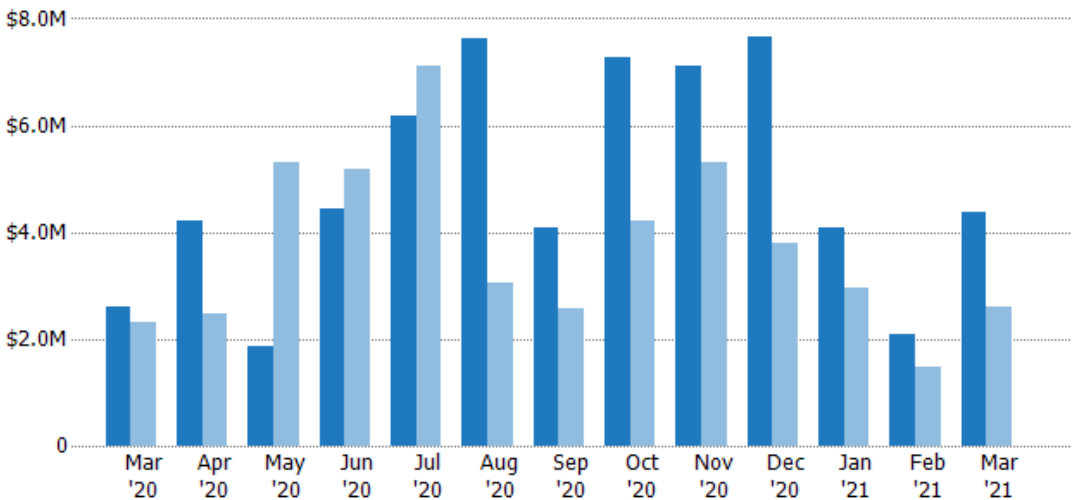
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	12	17	9	16	26	30	18	26	23	24	14	9	16
Prior Year	10	11	23	21	28	15	13	18	19	14	11	8	12
Percent Change from Prior Year	20%	55%	-61%	-24%	-7%	100%	38%	44%	21%	71%	27%	13%	33%

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



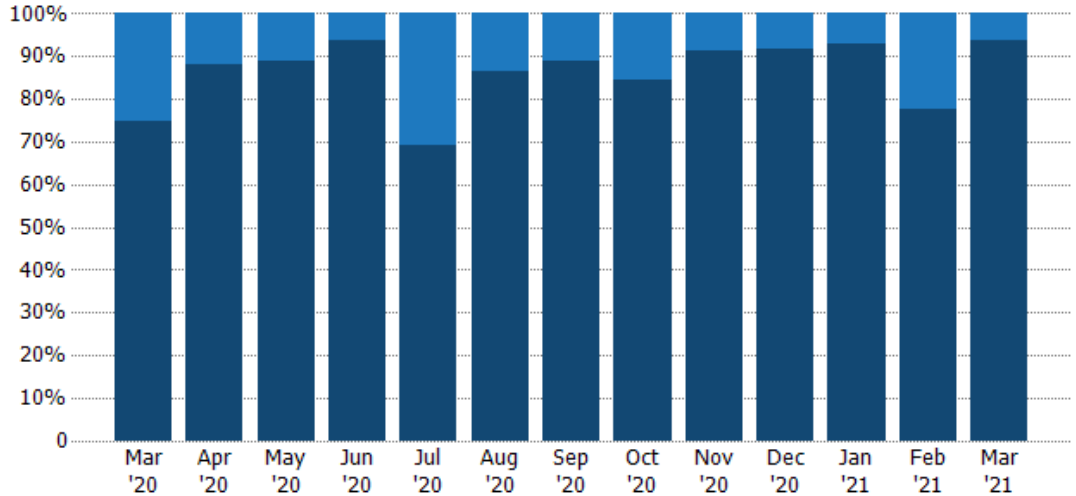
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$2.59M	\$4.2M	\$1.88M	\$4.43M	\$6.19M	\$7.61M	\$4.1M	\$7.27M	\$7.11M	\$7.65M	\$4.08M	\$2.08M	\$4.37M
Prior Year	\$2.31M	\$2.49M	\$5.32M	\$5.19M	\$7.1M	\$3.06M	\$2.58M	\$4.22M	\$5.31M	\$3.8M	\$2.96M	\$1.47M	\$2.59M
Percent Change from Prior Year	12%	69%	-65%	-15%	-13%	149%	59%	72%	34%	101%	38%	41%	69%

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



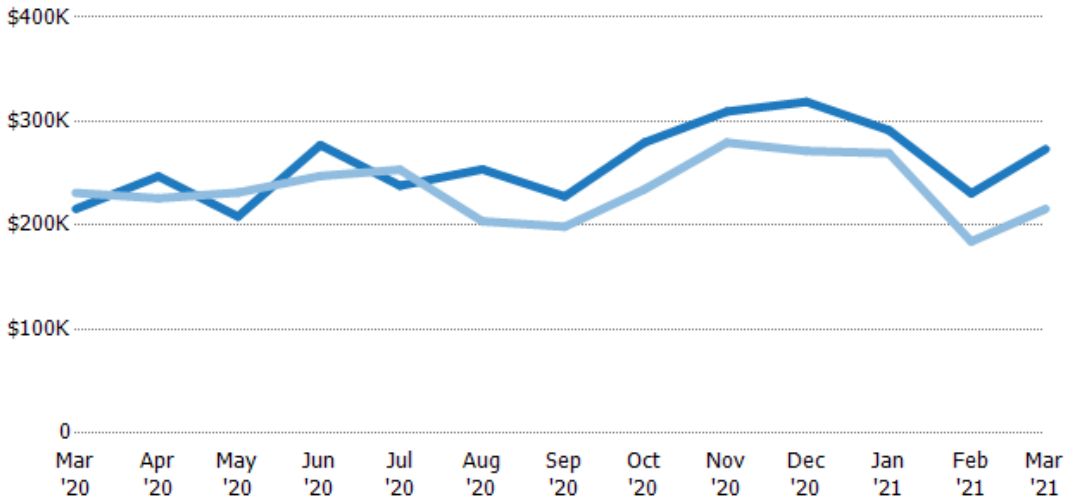
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	25%	12%	11%	6%	31%	13%	11%	15%	9%	8%	7%	22%	6%
Single Family Residence	75%	88%	89%	94%	69%	87%	89%	85%	91%	92%	93%	78%	94%

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



Month/Year	Price	% Chg.
Mar '21	\$273K	26.6%
Mar '20	\$216K	-6.7%
Mar '19	\$231K	-16%

Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$216K	\$247K	\$208K	\$277K	\$238K	\$254K	\$228K	\$280K	\$309K	\$319K	\$291K	\$231K	\$273K
Prior Year	\$231K	\$226K	\$231K	\$247K	\$253K	\$204K	\$199K	\$235K	\$280K	\$271K	\$269K	\$184K	\$216K
Percent Change from Prior Year	-7%	9%	-10%	12%	-6%	25%	15%	19%	11%	17%	8%	25%	27%

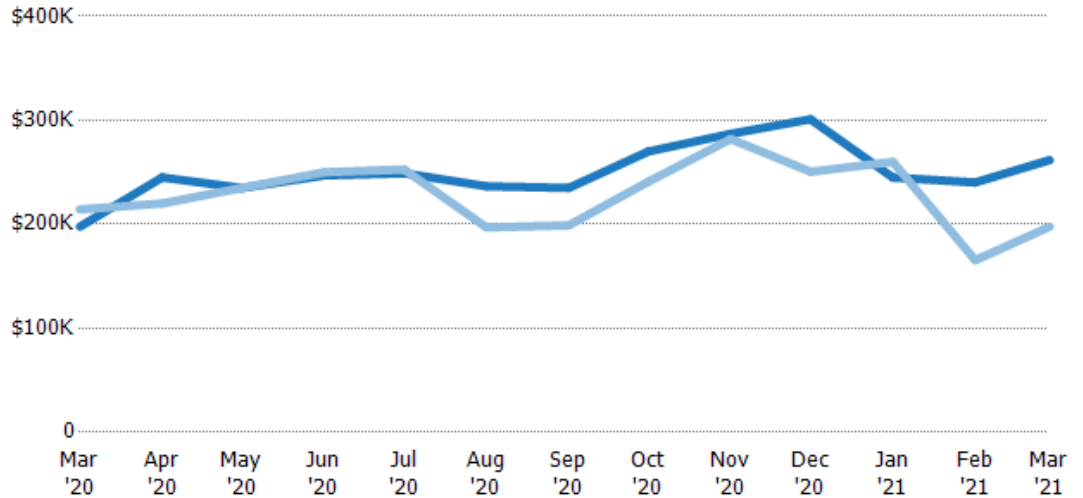
Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$262K	32.4%
Mar '20	\$198K	-7.7%
Mar '19	\$214K	-20%



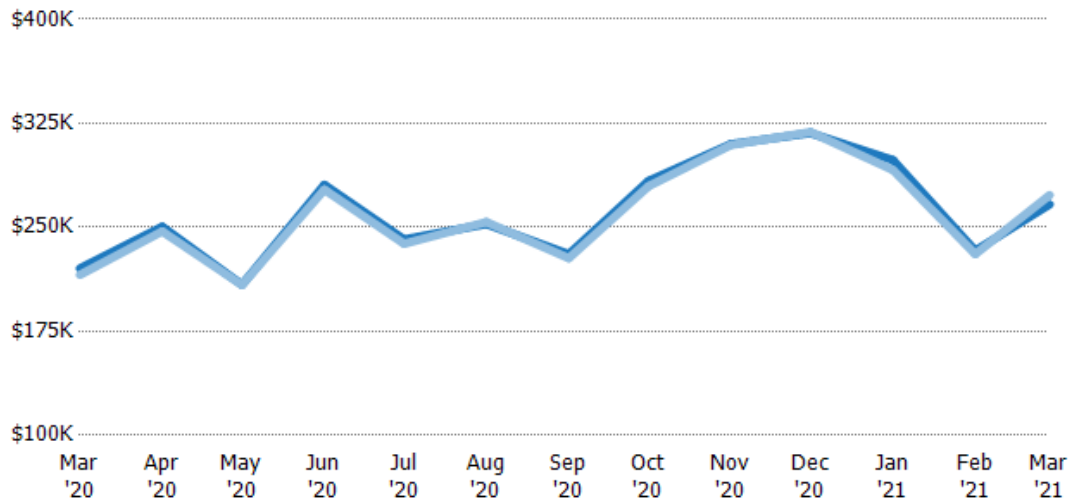
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$198K	\$245K	\$235K	\$247K	\$249K	\$237K	\$235K	\$270K	\$287K	\$301K	\$245K	\$240K	\$262K
Prior Year	\$214K	\$220K	\$235K	\$250K	\$253K	\$197K	\$199K	\$241K	\$282K	\$251K	\$260K	\$165K	\$198K
Percent Change from Prior Year	-8%	11%	0%	-1%	-1%	20%	18%	12%	2%	20%	-6%	45%	32%

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



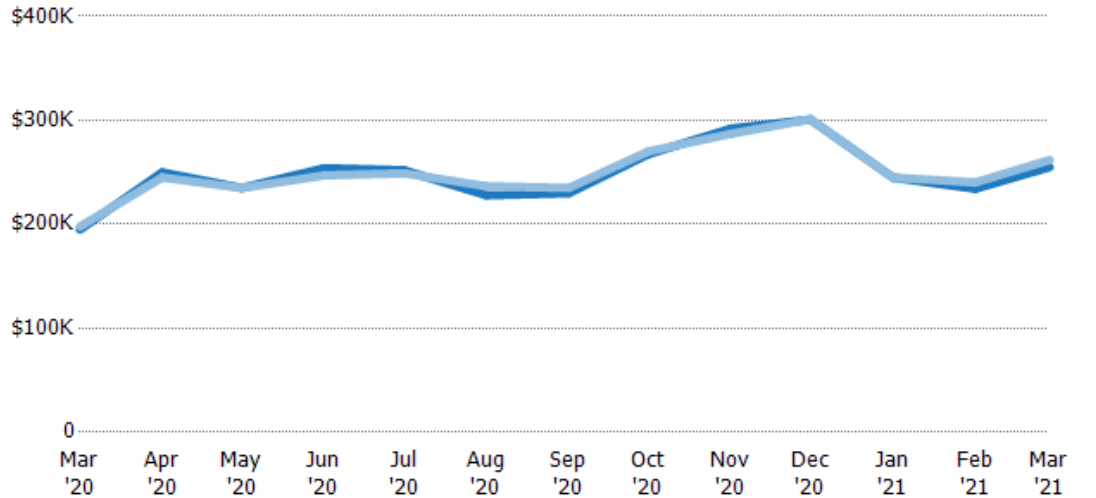
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg List Price	\$220K	\$250K	\$209K	\$281K	\$241K	\$252K	\$231K	\$283K	\$310K	\$318K	\$298K	\$233K	\$267K
Avg Sales Price	\$216K	\$247K	\$208K	\$277K	\$238K	\$254K	\$228K	\$280K	\$309K	\$319K	\$291K	\$231K	\$273K
Avg Sales Price as a % of Avg List Price	98%	99%	100%	99%	99%	101%	99%	99%	100%	100%	98%	99%	103%

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



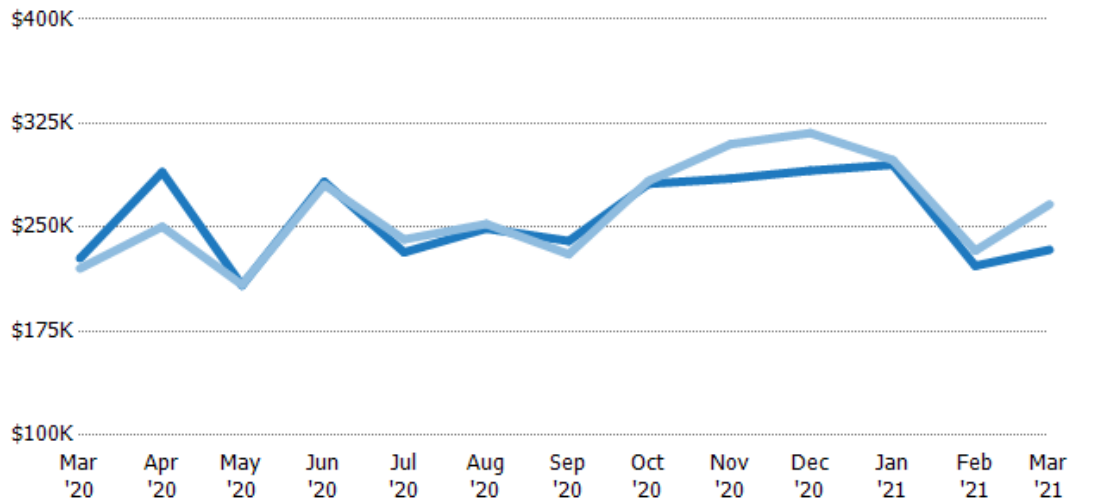
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$195K	\$250K	\$235K	\$254K	\$252K	\$228K	\$230K	\$267K	\$292K	\$301K	\$245K	\$234K	\$255K
Median Sales Price	\$198K	\$245K	\$235K	\$247K	\$249K	\$237K	\$235K	\$270K	\$287K	\$301K	\$245K	\$240K	\$262K
Med Sales Price as a % of Med List Price	101%	98%	100%	97%	99%	104%	102%	101%	98%	100%	100%	103%	103%

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



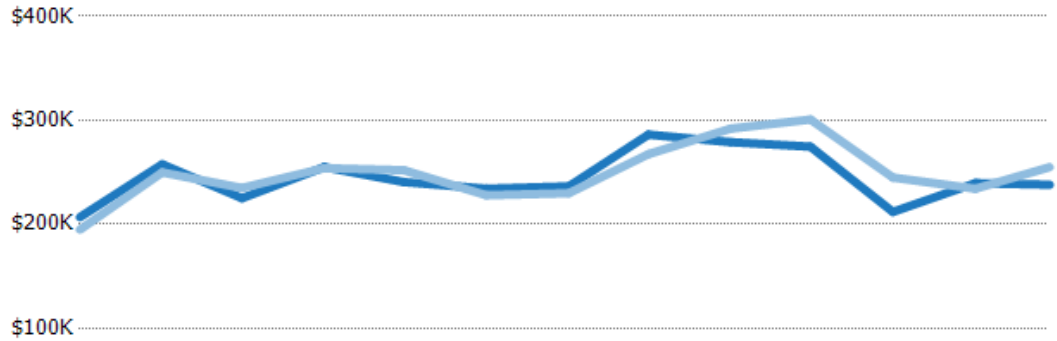
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$228K	\$290K	\$208K	\$283K	\$232K	\$249K	\$240K	\$281K	\$285K	\$291K	\$295K	\$222K	\$234K
Avg Sales Price	\$220K	\$250K	\$209K	\$281K	\$241K	\$252K	\$231K	\$283K	\$310K	\$318K	\$298K	\$233K	\$267K
Avg Sales Price as a % of Avg Est Value	97%	86%	100%	99%	104%	101%	96%	101%	109%	109%	101%	105%	114%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$207K	\$258K	\$225K	\$255K	\$241K	\$234K	\$236K	\$286K	\$279K	\$275K	\$212K	\$240K	\$238K
Median Sales Price	\$195K	\$250K	\$235K	\$254K	\$252K	\$228K	\$230K	\$267K	\$292K	\$301K	\$245K	\$234K	\$255K
Med Sales Price as a % of Med Est Value	94%	97%	104%	100%	105%	97%	97%	93%	105%	110%	116%	98%	107%