

## 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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	21	12	+75%	29	24	+20.8%
New Listing Volume	\$6,116,200	\$4,125,262	+48.3%	\$7,919,000	\$7,070,379	+12%
Active Listing Count	22	64	-65.6%	N/A	N/A	
Active Listing Volume	\$7,670,645	\$17,266,372	-55.6%	N/A	N/A	
Average Listing Price	\$348,666	\$269,787	+29.2%	\$339,613	\$257,094	+32.1%
Median Listing Price	\$314,400	\$249,000	+26.3%	\$317,322	\$246,896	+28.5%
Median Days in RPR	58	128.5	-54.9%	89.96	127.63	-29.5%
Months of Inventory	1.6	5.8	-73%	2.4	6.4	-62.3%
Absorption Rate	63.64%	17.19%	+46.4%	41.3%	15.56%	+25.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	19	+15.8%	33	36	-8.3%
New Pending Sales Volume	\$6,089,900	\$4,448,917	+36.9%	\$8,833,695	\$7,767,117	+13.7%
Pending Sales Count	30	21	+42.9%	N/A	N/A	
Pending Sales Volume	\$7,923,995	\$4,766,233	+66.3%	N/A	N/A	
Closed Sales Count	9	8	+12.5%	23	19	+21.1%
Closed Sales Volume	\$2,076,104	\$1,474,800	+40.8%	\$6,155,379	\$4,436,801	+38.7%
Average Sales Price	\$230,678	\$184,350	+25.1%	\$267,625	\$233,516	+14.6%
Median Sales Price	\$240,204	\$165,450	+45.2%	\$243,093	\$220,189	+10.4%

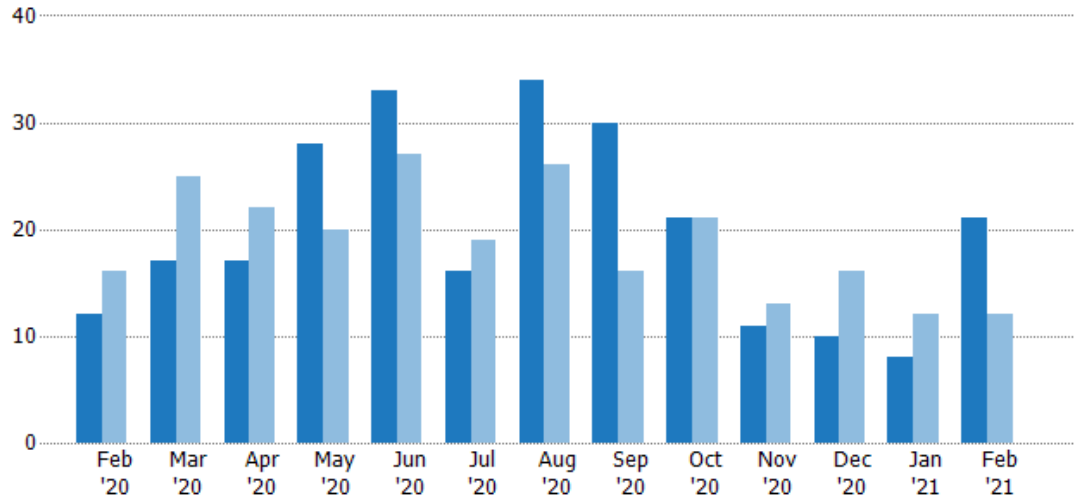
## New Listings

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



Month/Year	Count	% Chg.
Feb '21	21	75%
Feb '20	12	-25%
Feb '19	16	12.5%

	Feb '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
Current Year	12	17	17	28	33	16	34	30	21	11	10	8	21
Prior Year	16	25	22	20	27	19	26	16	21	13	16	12	12
Percent Change from Prior Year	-25%	-32%	-23%	40%	22%	-16%	31%	88%	0%	-15%	-38%	-33%	75%

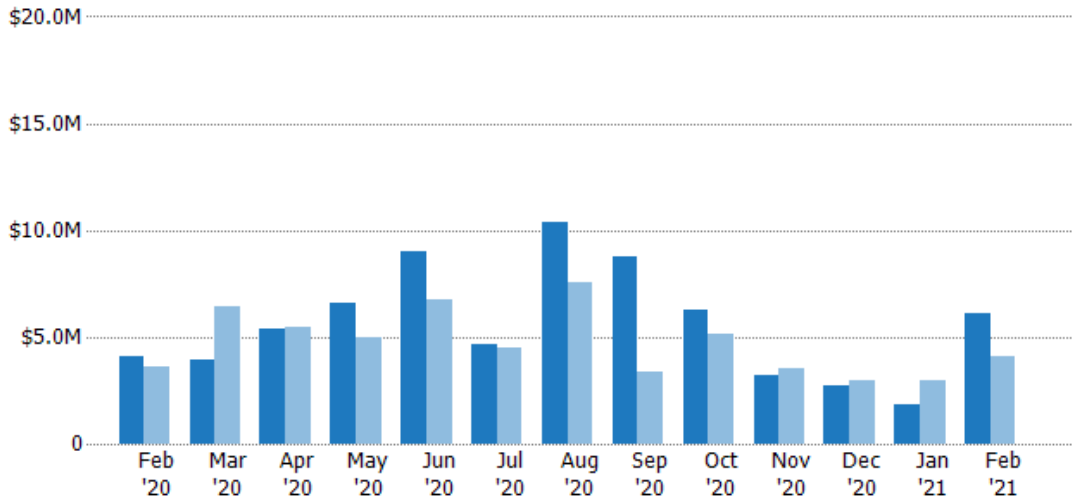
## New Listing Volume

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



Month/Year	Volume	% Chg.
Feb '21	\$6.12M	48.3%
Feb '20	\$4.13M	13.8%
Feb '19	\$3.63M	22.4%

	Feb '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
Current Year	\$4.13M	\$3.9M	\$5.35M	\$6.57M	\$8.99M	\$4.66M	\$10.3M	\$8.8M	\$6.25M	\$3.18M	\$2.72M	\$1.8M	\$6.12M
Prior Year	\$3.63M	\$6.4M	\$5.48M	\$4.97M	\$6.71M	\$4.53M	\$7.54M	\$3.35M	\$5.11M	\$3.56M	\$2.99M	\$2.95M	\$4.13M
Percent Change from Prior Year	14%	-39%	-3%	32%	34%	3%	37%	163%	22%	-11%	-9%	-39%	48%

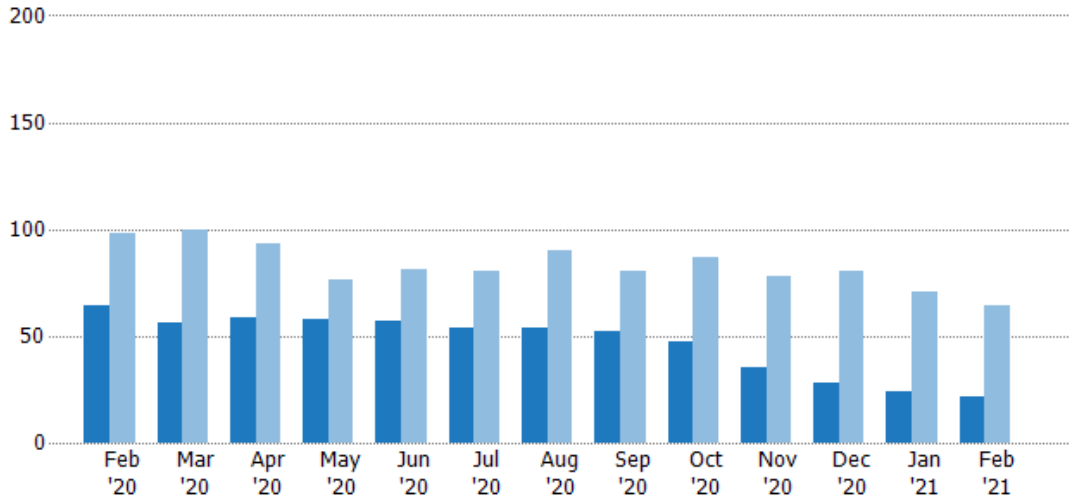
## Active Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Feb '21	22	64	-66%
Mar '21	24	71	-66%
Apr '21	28	80	-65%
May '21	35	78	-55%
Jun '21	47	87	-46%
Jul '21	52	80	-35%
Aug '21	54	90	-40%
Sep '21	54	80	-33%
Oct '21	57	81	-30%
Nov '21	58	76	-24%
Dec '21	59	93	-37%
Jan '21	56	100	-44%
Feb '21	64	98	-35%

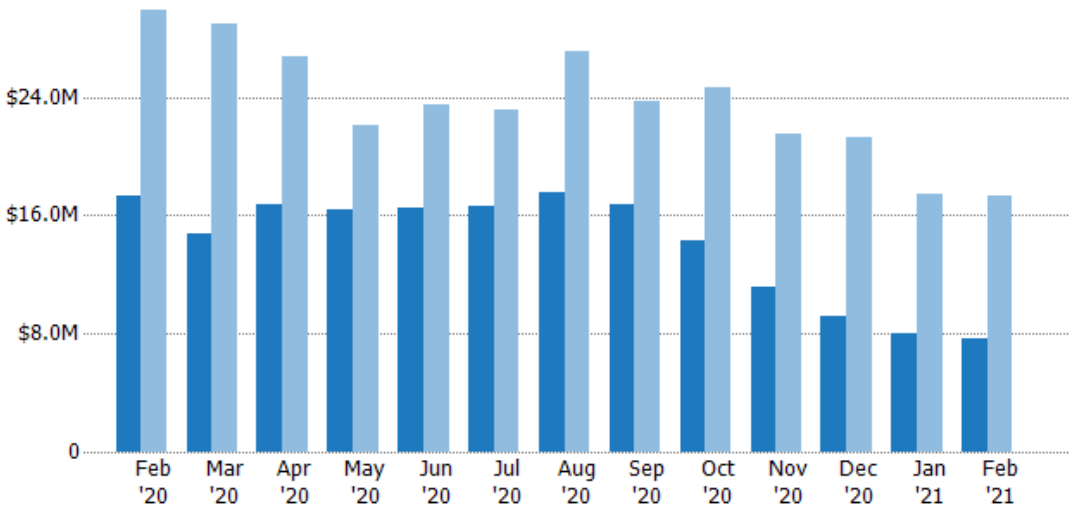
## Active Listing Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Feb '21	\$7.67M	\$17.3M	-56%
Mar '21	\$7.95M	\$17.4M	-54%
Apr '21	\$9.12M	\$21.2M	-57%
May '21	\$11.1M	\$21.5M	-48%
Jun '21	\$14.3M	\$24.7M	-42%
Jul '21	\$16.7M	\$23.7M	-29%
Aug '21	\$17.5M	\$27.1M	-35%
Sep '21	\$16.6M	\$23.2M	-28%
Oct '21	\$16.5M	\$23.5M	-30%
Nov '21	\$16.4M	\$22.1M	-26%
Dec '21	\$16.7M	\$26.7M	-37%
Jan '21	\$14.8M	\$28.9M	-49%
Feb '21	\$17.3M	\$29.9M	-42%

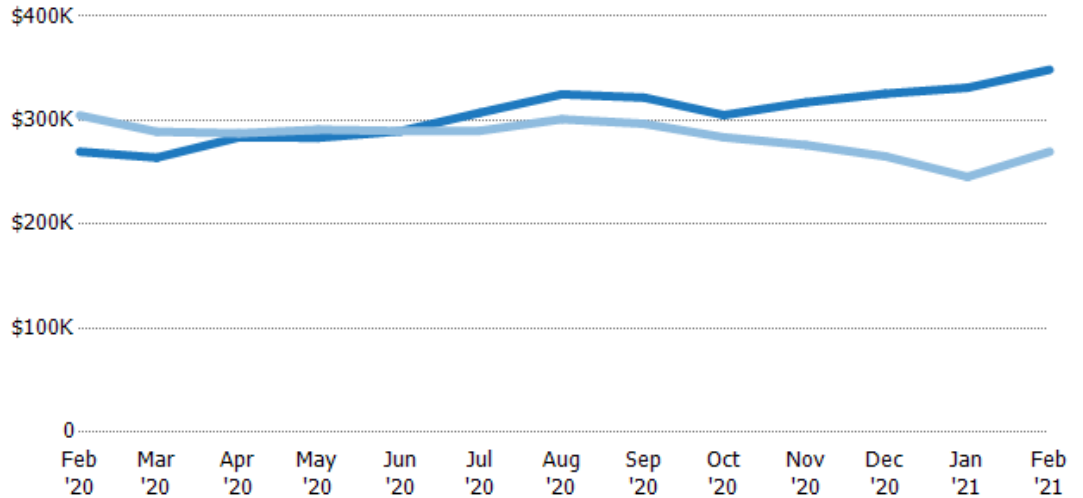
## Average Listing Price

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.
Feb '21	\$349K	29.2%
Feb '20	\$270K	-11.4%
Feb '19	\$305K	-10.2%



Current Year	\$270K	\$264K	\$284K	\$283K	\$289K	\$307K	\$325K	\$322K	\$305K	\$317K	\$326K	\$331K	\$349K
Prior Year	\$305K	\$289K	\$287K	\$291K	\$290K	\$290K	\$301K	\$297K	\$284K	\$276K	\$265K	\$246K	\$270K
Percent Change from Prior Year	-11%	-9%	-1%	-3%	0%	6%	8%	8%	8%	15%	23%	35%	29%

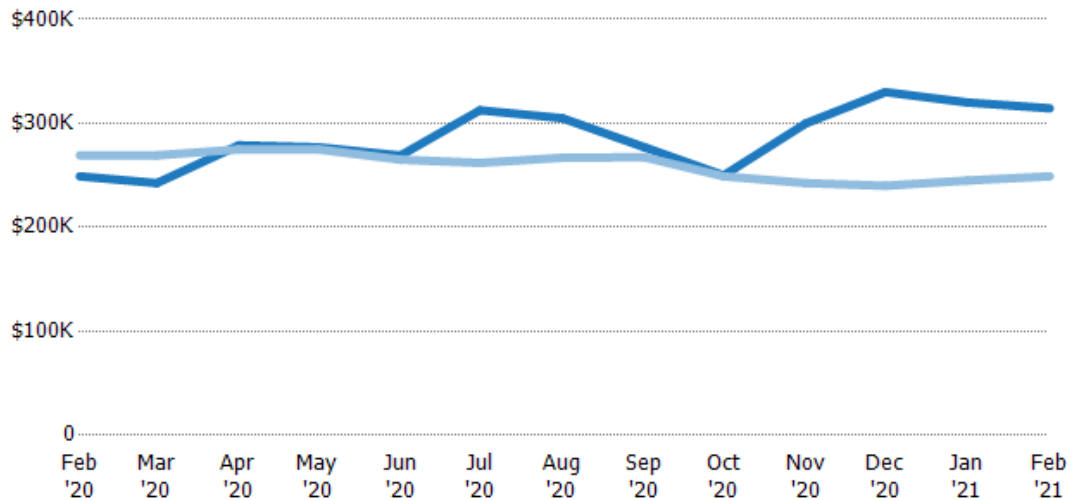
## Median Listing Price

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.
Feb '21	\$314K	26.3%
Feb '20	\$249K	-7.5%
Feb '19	\$269K	-0.1%



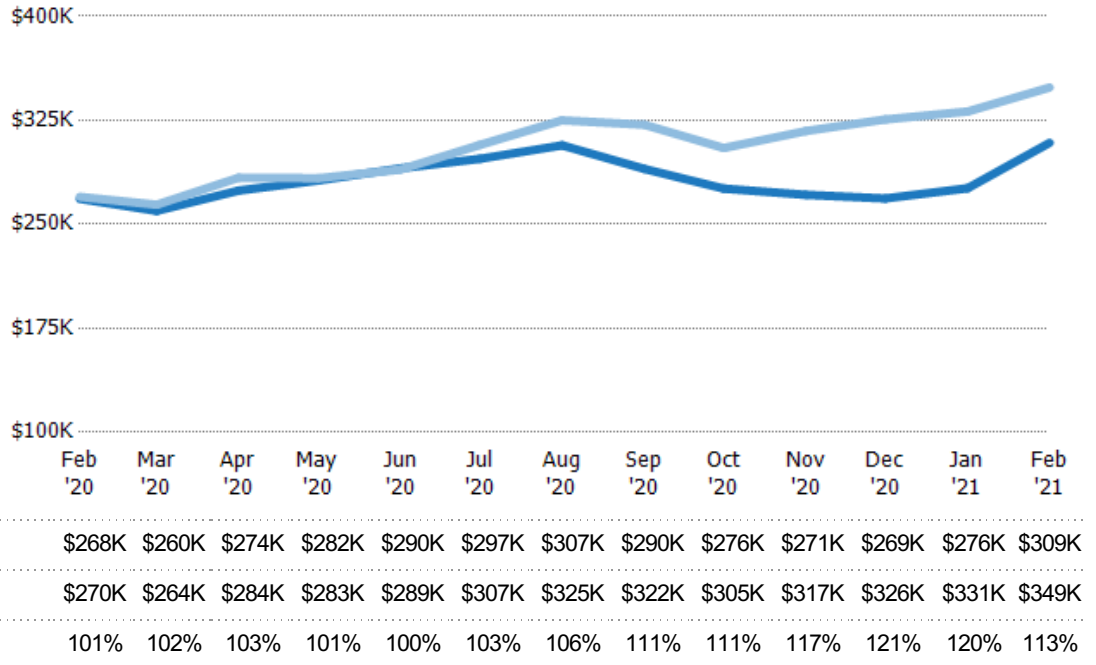
Current Year	\$249K	\$242K	\$279K	\$277K	\$269K	\$313K	\$305K	\$277K	\$250K	\$300K	\$330K	\$320K	\$314K
Prior Year	\$269K	\$269K	\$275K	\$275K	\$265K	\$262K	\$267K	\$267K	\$249K	\$242K	\$240K	\$245K	\$249K
Percent Change from Prior Year	-7%	-10%	1%	1%	2%	19%	14%	4%	0%	24%	38%	31%	26%

## 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

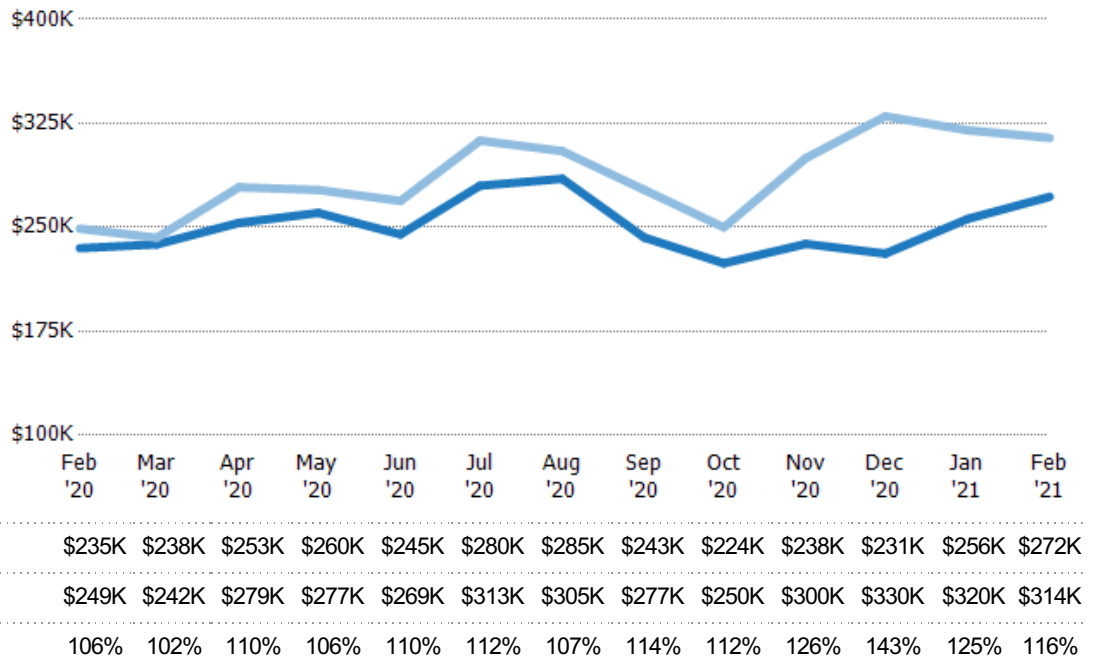


## Median Listing Price vs Median Est Value

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

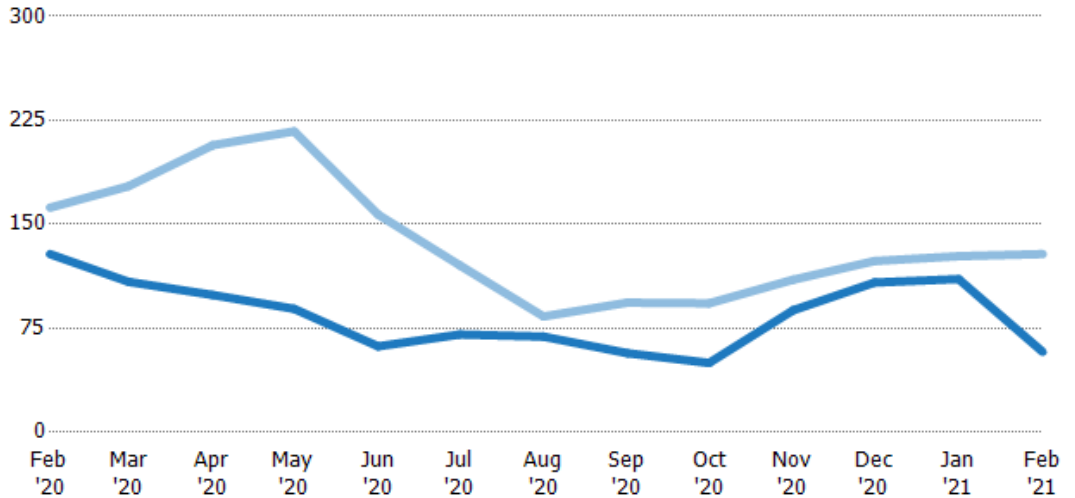


## Median Days in RPR

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



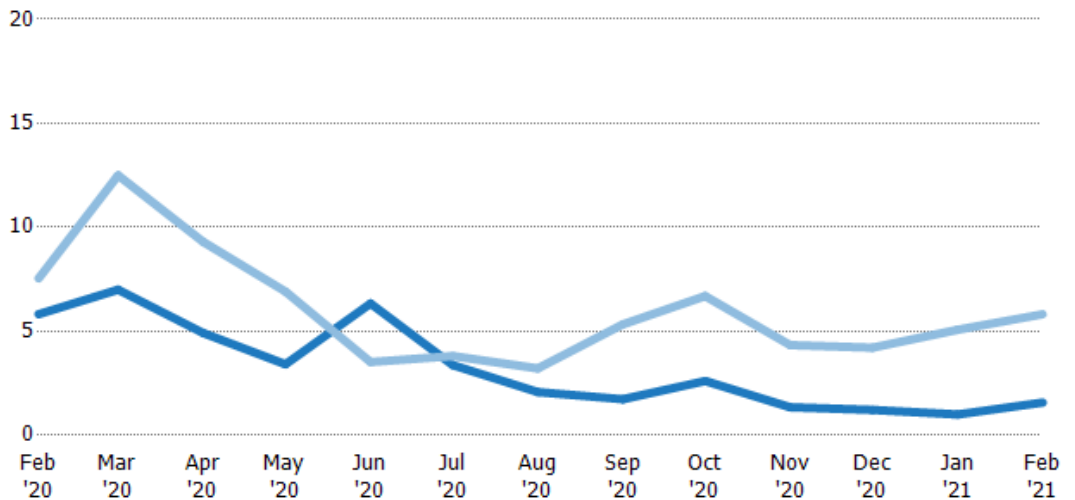
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	129	109	99	89	62	70.5	69	57	50	88	108	111	58
Prior Year	162	178	207	217	157	121	83.5	93.5	93	110	124	127	129
Percent Change from Prior Year	-21%	-39%	-52%	-59%	-61%	-41%	-17%	-39%	-46%	-20%	-13%	-13%	-55%

## 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



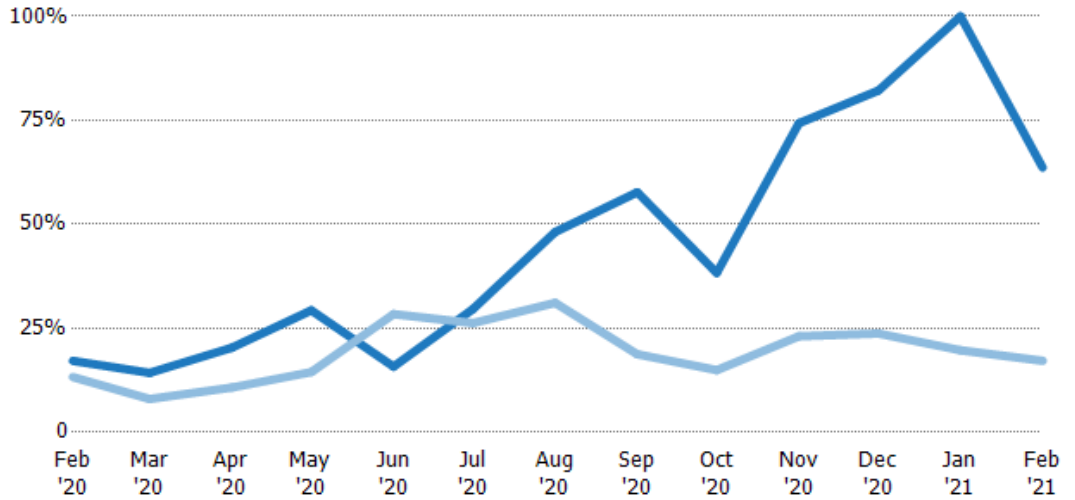
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	5.82	7	4.92	3.41	6.33	3.38	2.08	1.73	2.61	1.35	1.22	1	1.57
Prior Year	7.54	12.5	9.3	6.91	3.52	3.81	3.21	5.33	6.69	4.33	4.21	5.07	5.82
Percent Change from Prior Year	-23%	-44%	-47%	-51%	80%	-11%	-35%	-68%	-61%	-69%	-71%	-80%	-73%

## 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



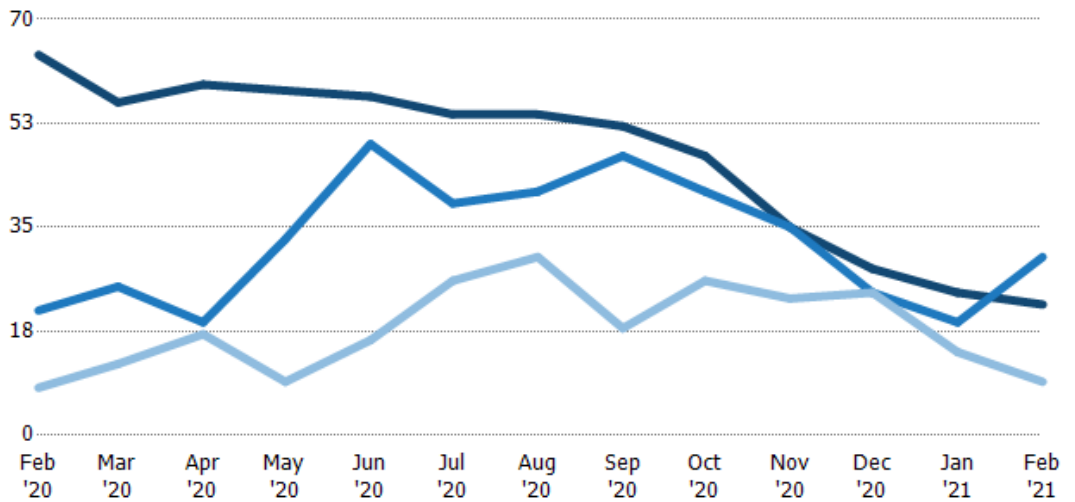
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	17%	14%	20%	29%	16%	30%	48%	58%	38%	74%	82%	100%	64%
Prior Year	13%	8%	11%	14%	28%	26%	31%	19%	15%	23%	24%	20%	17%
Change from Prior Year	-4%	-6%	-10%	-15%	13%	-3%	-17%	-39%	-23%	-51%	-58%	-80%	-46%

## 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



	Feb '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
Active	64	56	59	58	57	54	54	52	47	35	28	24	22
Pending	21	25	19	33	49	39	41	47	41	35	24	19	30
Sold	8	12	17	9	16	26	30	18	26	23	24	14	9

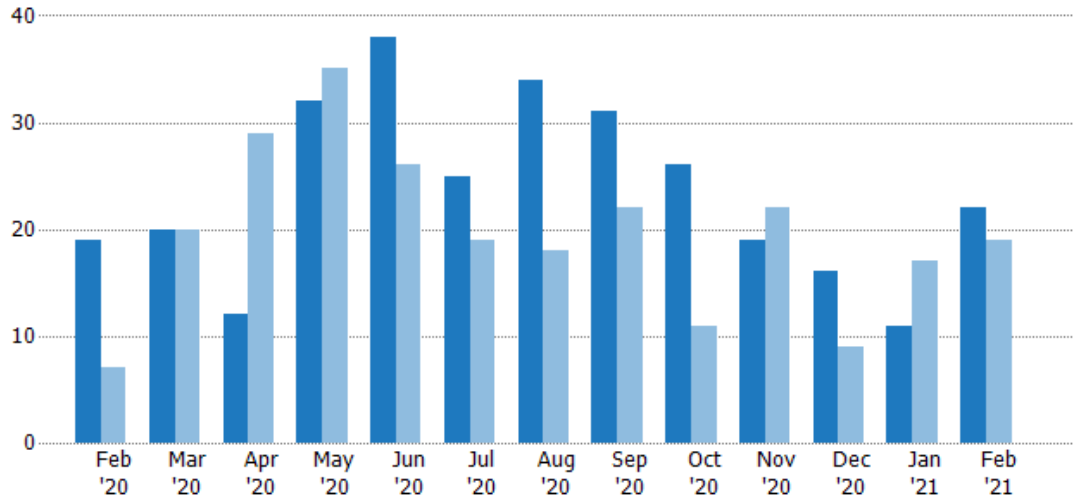
## New Pending Sales

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.
Feb '21	22	15.8%
Feb '20	19	171.4%
Feb '19	7	128.6%



	Feb '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
Current Year	19	20	12	32	38	25	34	31	26	19	16	11	22
Prior Year	7	20	29	35	26	19	18	22	11	22	9	17	19
Percent Change from Prior Year	171%	0%	-59%	-9%	46%	32%	89%	41%	136%	-14%	78%	-35%	16%

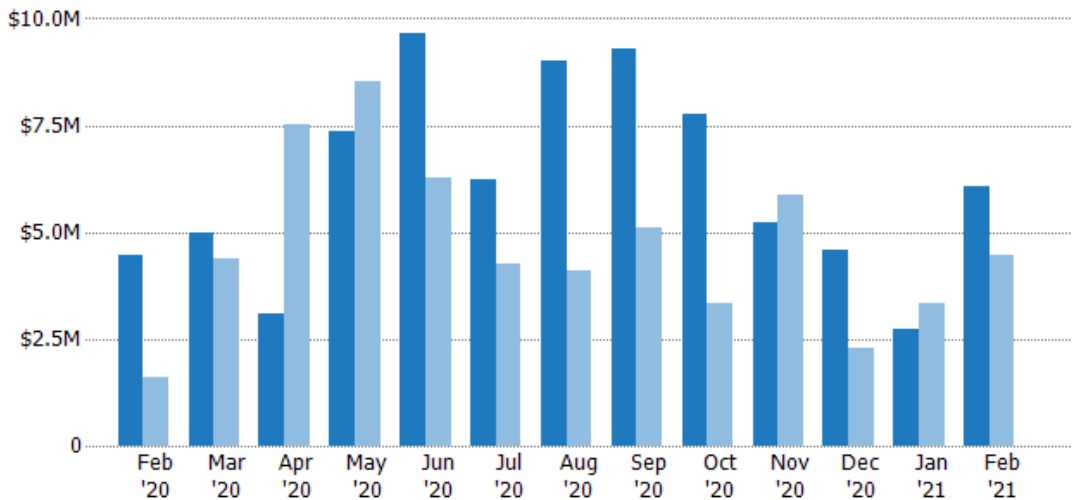
## New Pending Sales Volume

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.
Feb '21	\$6.09M	36.9%
Feb '20	\$4.45M	177.2%
Feb '19	\$1.6M	107.8%



	Feb '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
Current Year	\$4.45M	\$4.97M	\$3.1M	\$7.36M	\$9.66M	\$6.25M	\$9M	\$9.31M	\$7.78M	\$5.24M	\$4.56M	\$2.74M	\$6.09M
Prior Year	\$1.6M	\$4.37M	\$7.53M	\$8.51M	\$6.28M	\$4.25M	\$4.1M	\$5.1M	\$3.32M	\$5.85M	\$2.27M	\$3.32M	\$4.45M
Percent Change from Prior Year	177%	14%	-59%	-14%	54%	47%	119%	83%	135%	-10%	101%	-17%	37%

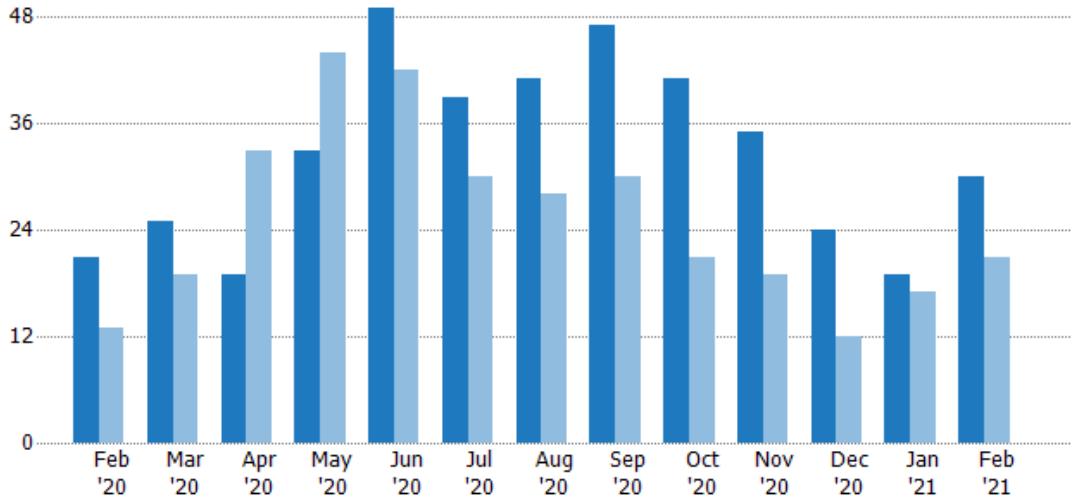


## Pending Sales

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



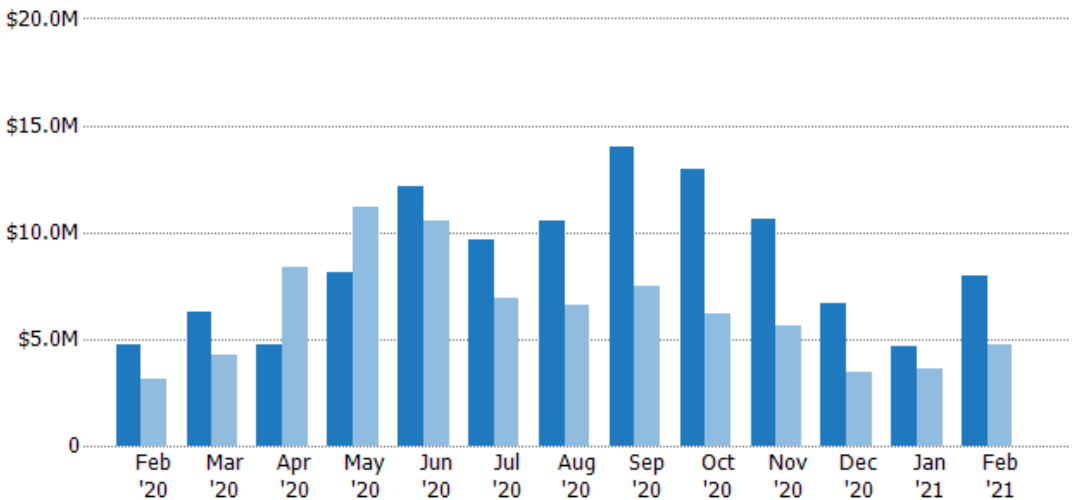
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	21	25	19	33	49	39	41	47	41	35	24	19	30
Prior Year	13	19	33	44	42	30	28	30	21	19	12	17	21
Percent Change from Prior Year	62%	32%	-42%	-25%	17%	30%	46%	57%	95%	84%	100%	12%	43%

## 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



	Feb '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
Current Year	\$4.77M	\$6.29M	\$4.76M	\$8.1M	\$12.1M	\$9.62M	\$10.5M	\$14M	\$13M	\$10.6M	\$6.7M	\$4.64M	\$7.92M
Prior Year	\$3.16M	\$4.22M	\$8.35M	\$11.2M	\$10.5M	\$6.93M	\$6.58M	\$7.48M	\$6.16M	\$5.59M	\$3.47M	\$3.63M	\$4.77M
Percent Change from Prior Year	51%	49%	-43%	-27%	15%	39%	60%	87%	111%	90%	93%	28%	66%

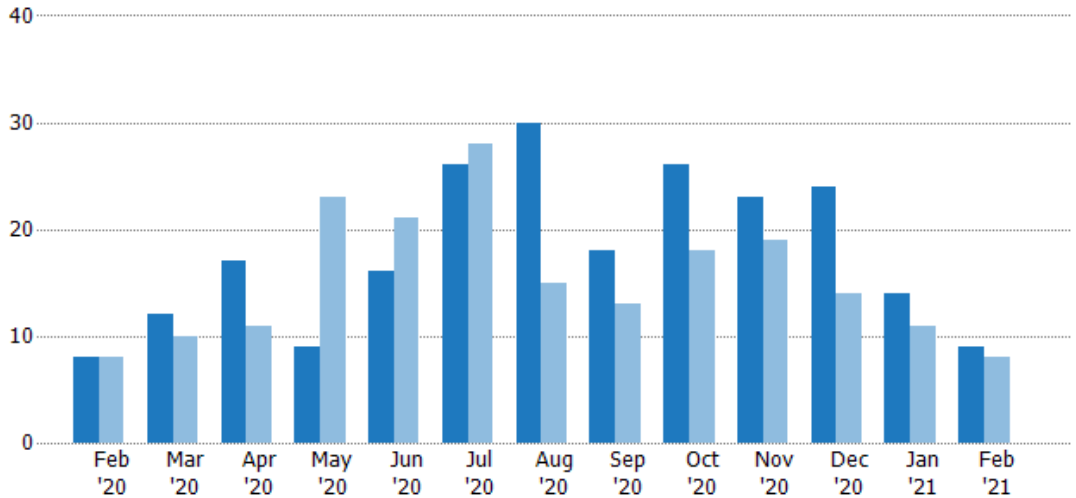
## Closed Sales

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



	Feb '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
Current Year	8	12	17	9	16	26	30	18	26	23	24	14	9
Prior Year	8	10	11	23	21	28	15	13	18	19	14	11	8
Percent Change from Prior Year	0%	20%	55%	-61%	-24%	-7%	100%	38%	44%	21%	71%	27%	13%

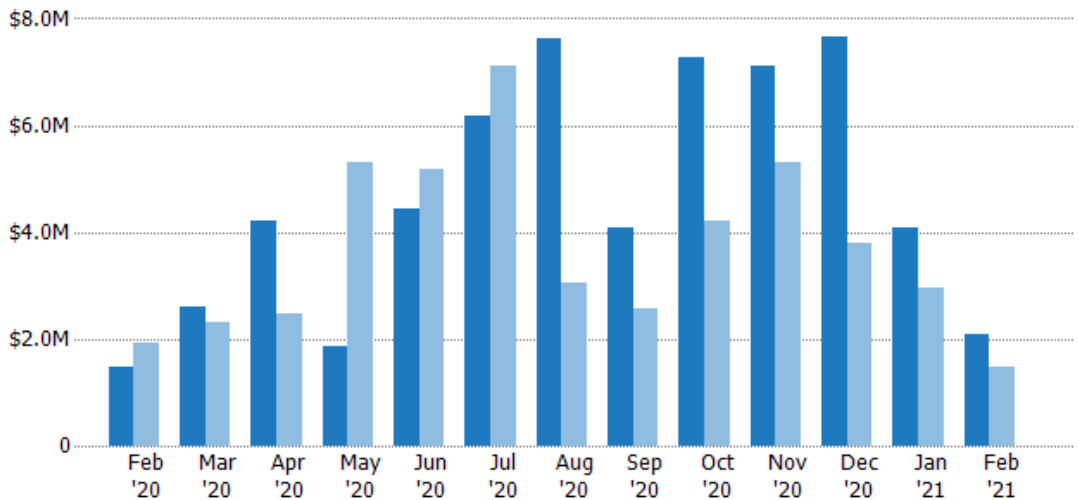
## Closed Sales Volume

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



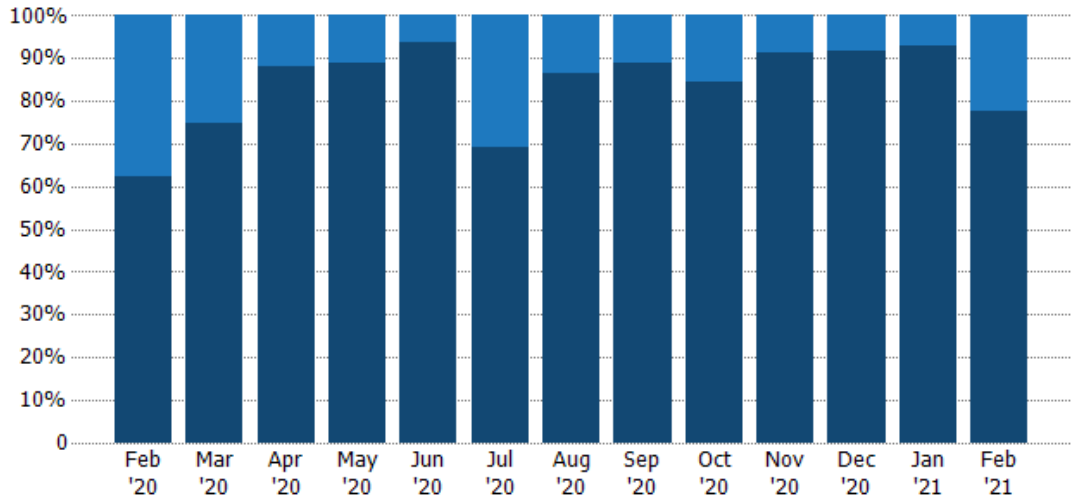
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$1.47M	\$2.59M	\$4.2M	\$1.88M	\$4.43M	\$6.19M	\$7.61M	\$4.1M	\$7.27M	\$7.11M	\$7.65M	\$4.08M	\$2.08M
Prior Year	\$1.91M	\$2.31M	\$2.49M	\$5.32M	\$5.19M	\$7.1M	\$3.06M	\$2.58M	\$4.22M	\$5.31M	\$3.8M	\$2.96M	\$1.47M
Percent Change from Prior Year	-23%	12%	69%	-65%	-15%	-13%	149%	59%	72%	34%	101%	38%	41%

## 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



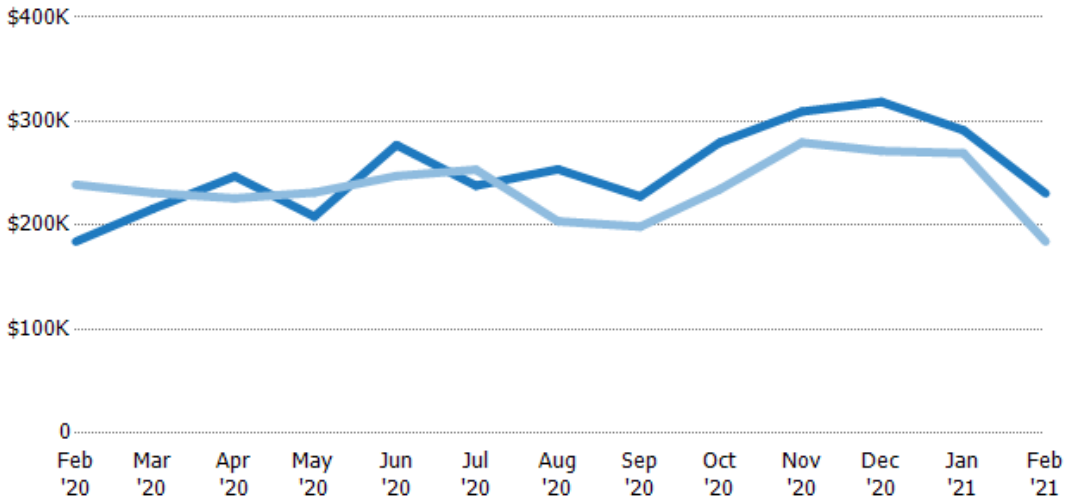
Condo/Townhouse	38%	25%	12%	11%	6%	31%	13%	11%	15%	9%	8%	7%	22%
Single Family Residence	63%	75%	88%	89%	94%	69%	87%	89%	85%	91%	92%	93%	78%

## 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



Current Year	\$184K	\$216K	\$247K	\$208K	\$277K	\$238K	\$254K	\$228K	\$280K	\$309K	\$319K	\$291K	\$231K
Prior Year	\$239K	\$231K	\$226K	\$231K	\$247K	\$253K	\$204K	\$199K	\$235K	\$280K	\$271K	\$269K	\$184K
Percent Change from Prior Year	-23%	-7%	9%	-10%	12%	-6%	25%	15%	19%	11%	17%	8%	25%

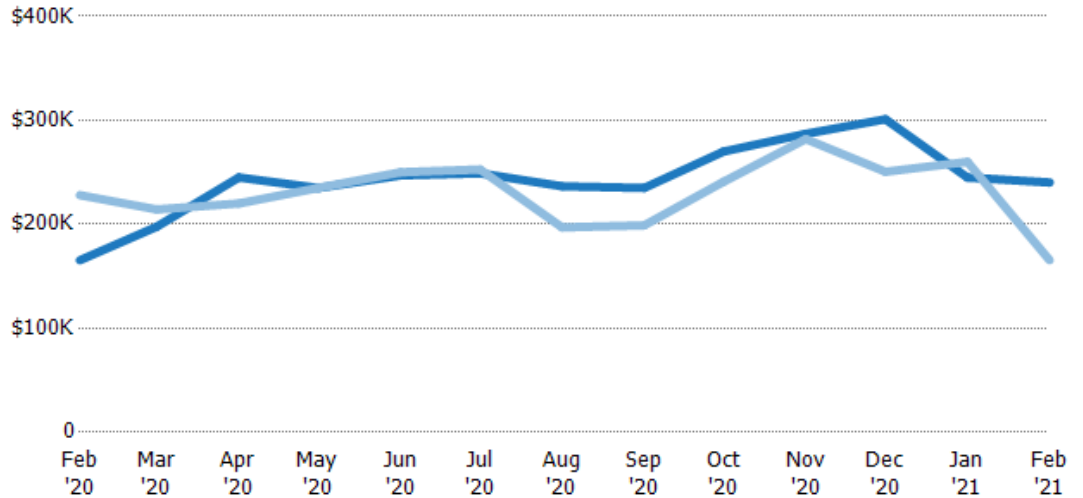
## Median Sales Price

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.
Feb '21	\$240K	45.2%
Feb '20	\$165K	-27.4%
Feb '19	\$228K	-29.2%



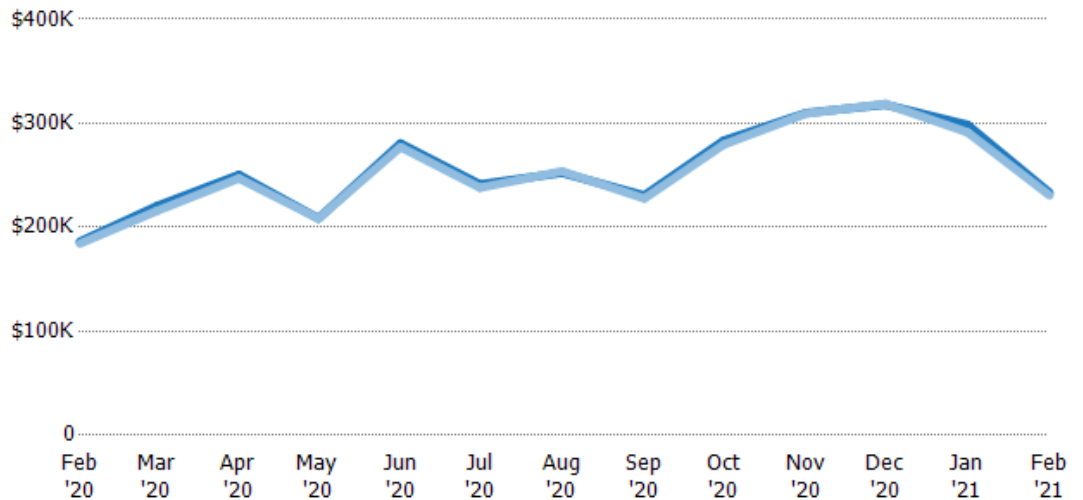
Current Year	\$165K	\$198K	\$245K	\$235K	\$247K	\$249K	\$237K	\$235K	\$270K	\$287K	\$301K	\$245K	\$240K
Prior Year	\$228K	\$214K	\$220K	\$235K	\$250K	\$253K	\$197K	\$199K	\$241K	\$282K	\$251K	\$260K	\$165K
Percent Change from Prior Year	-27%	-8%	11%	0%	-1%	-1%	20%	18%	12%	2%	20%	-6%	45%

## 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



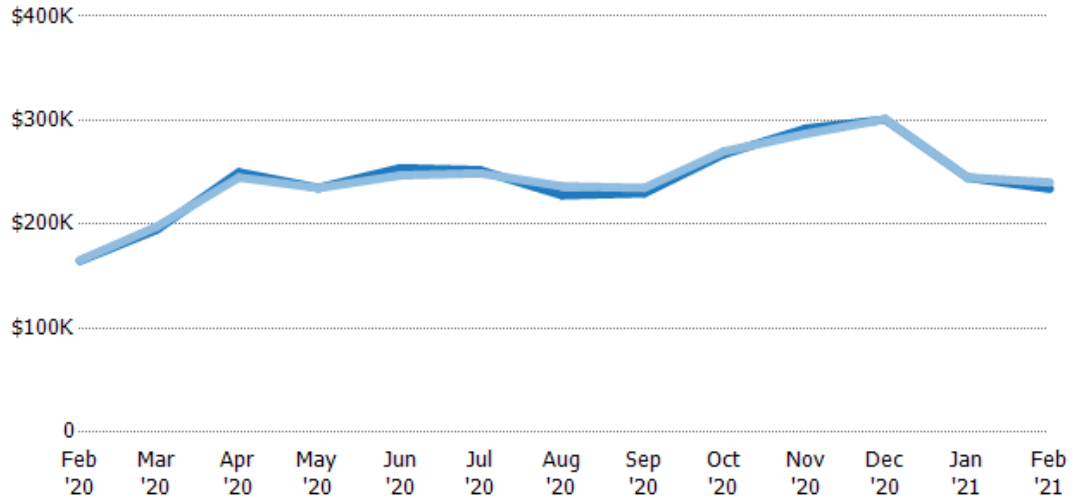
Avg List Price	\$186K	\$220K	\$250K	\$209K	\$281K	\$241K	\$252K	\$231K	\$283K	\$310K	\$318K	\$298K	\$233K
Avg Sales Price	\$184K	\$216K	\$247K	\$208K	\$277K	\$238K	\$254K	\$228K	\$280K	\$309K	\$319K	\$291K	\$231K
Avg Sales Price as a % of Avg List Price	99%	98%	99%	100%	99%	99%	101%	99%	99%	100%	100%	98%	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: Saint Albans, VT 05478, Saint Albans Bay, VT 05481  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



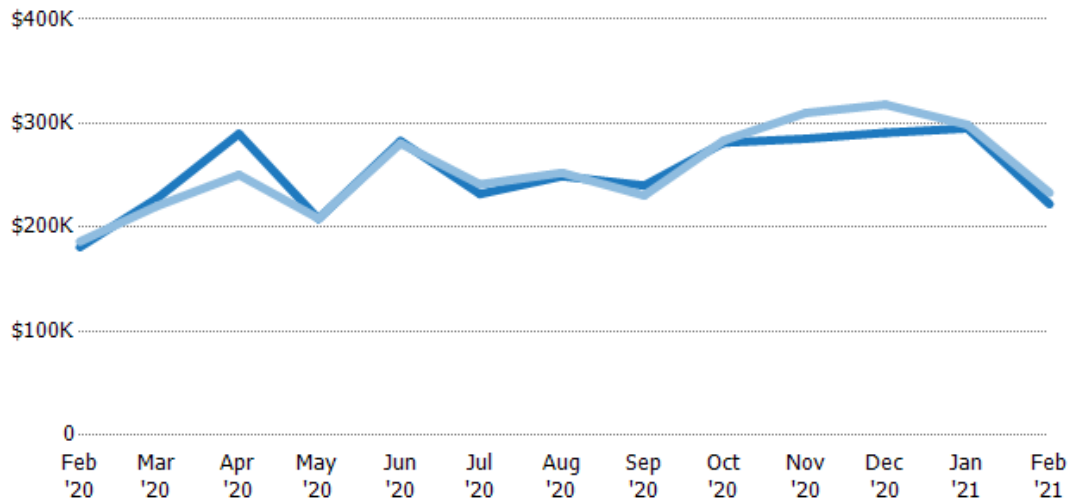
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$165K	\$195K	\$250K	\$235K	\$254K	\$252K	\$228K	\$230K	\$267K	\$292K	\$301K	\$245K	\$234K
Median Sales Price	\$165K	\$198K	\$245K	\$235K	\$247K	\$249K	\$237K	\$235K	\$270K	\$287K	\$301K	\$245K	\$240K
Med Sales Price as a % of Med List Price	100%	101%	98%	100%	97%	99%	104%	102%	101%	98%	100%	100%	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



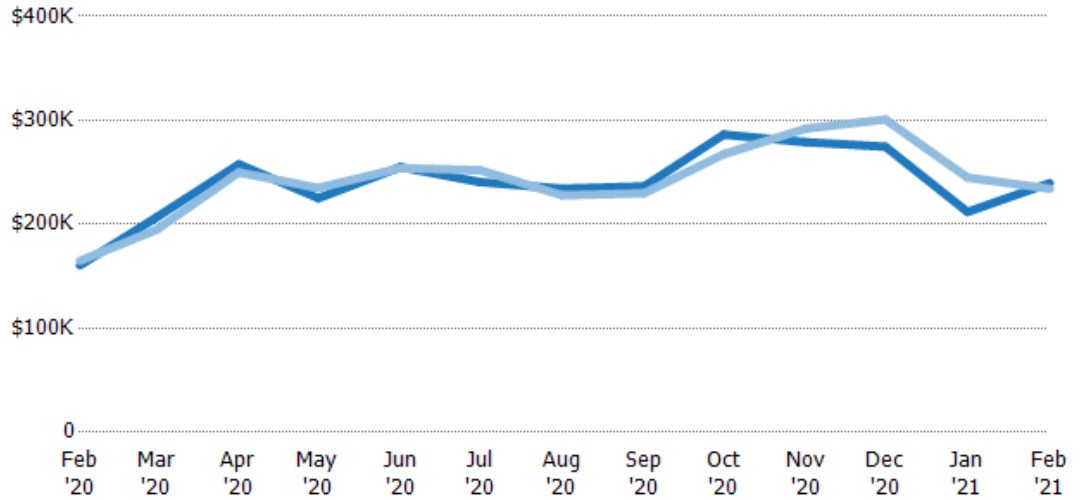
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$181K	\$228K	\$290K	\$208K	\$283K	\$232K	\$249K	\$240K	\$281K	\$285K	\$291K	\$295K	\$222K
Avg Sales Price	\$186K	\$220K	\$250K	\$209K	\$281K	\$241K	\$252K	\$231K	\$283K	\$310K	\$318K	\$298K	\$233K
Avg Sales Price as a % of Avg Est Value	103%	97%	86%	100%	99%	104%	101%	96%	101%	109%	109%	101%	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: Saint Albans, VT 05478, Saint Albans Bay, VT 05481  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



	Feb '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
Median Est Value	\$161K	\$207K	\$258K	\$225K	\$255K	\$241K	\$234K	\$236K	\$286K	\$279K	\$275K	\$212K	\$240K
Median Sales Price	\$165K	\$195K	\$250K	\$235K	\$254K	\$252K	\$228K	\$230K	\$267K	\$292K	\$301K	\$245K	\$234K
Med Sales Price as a % of Med Est Value	103%	94%	97%	104%	100%	105%	97%	97%	93%	105%	110%	116%	98%