

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	38	17	+123.5%	91	58	+56.9%
New Listing Volume	\$10,409,000	\$5,345,300	+94.7%	\$24,942,300	\$16,314,189	+52.9%
Active Listing Count	30	59	-49.2%	N/A	N/A	
Active Listing Volume	\$8,798,500	\$16,735,097	-47.4%	N/A	N/A	
Average Listing Price	\$293,283	\$283,646	+3.4%	\$325,489	\$264,932	+22.9%
Median Listing Price	\$260,000	\$278,850	-6.8%	\$316,363	\$253,441	+24.8%
Median Days in RPR	24	99	-75.8%	56.7	112.43	-49.6%
Months of Inventory	1.9	4.9	-61.9%	2.1	6	-64.7%
Absorption Rate	53.33%	20.34%	+33%	47.57%	16.8%	+30.8%
Sales Activity Charts Metrics						
New Pending Sales Count	27	12	+125%	88	68	+29.4%
New Pending Sales Volume	\$8,363,645	\$3,096,275	+170.1%	\$25,252,740	\$15,830,067	+59.5%
Pending Sales Count	46	20	+130%	N/A	N/A	
Pending Sales Volume	\$13,515,745	\$5,029,775	+168.7%	N/A	N/A	
Closed Sales Count	22	18	+22.2%	61	49	+24.5%
Closed Sales Volume	\$6,158,520	\$4,328,950	+42.3%	\$16,684,999	\$11,354,267	+46.9%
Average Sales Price	\$279,933	\$240,497	+16.4%	\$273,525	\$231,720	+18%
Median Sales Price	\$263,750	\$245,000	+7.7%	\$255,437	\$223,796	+14.1%

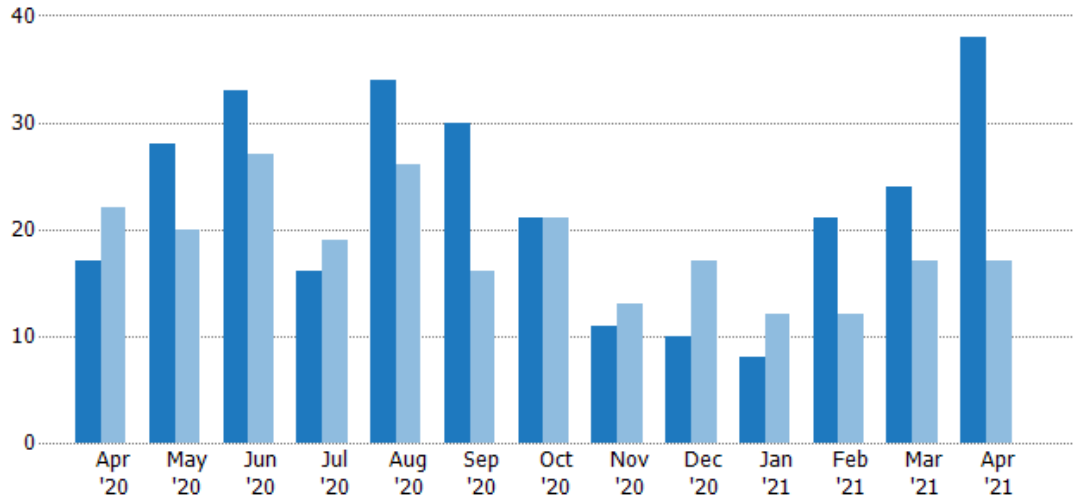
New Listings

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.
Apr '21	38	123.5%
Apr '20	17	-22.7%
Apr '19	22	31.8%



Current Year	17	28	33	16	34	30	21	11	10	8	21	24	38
Prior Year	22	20	27	19	26	16	21	13	17	12	12	17	17
Percent Change from Prior Year	-23%	40%	22%	-16%	31%	88%	0%	-15%	-41%	-33%	75%	41%	124%

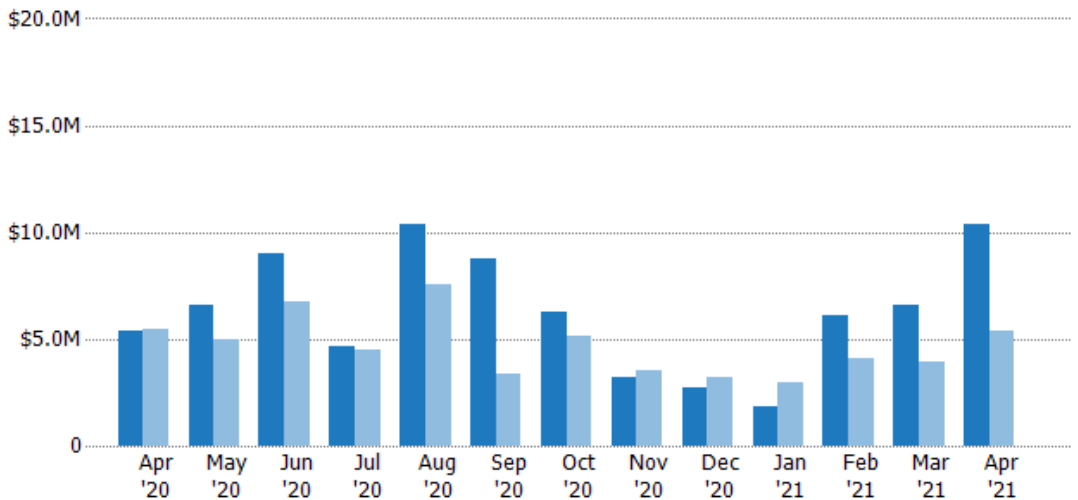
New Listing Volume

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.
Apr '21	\$10.4M	94.7%
Apr '20	\$5.35M	-2.5%
Apr '19	\$5.48M	17.2%



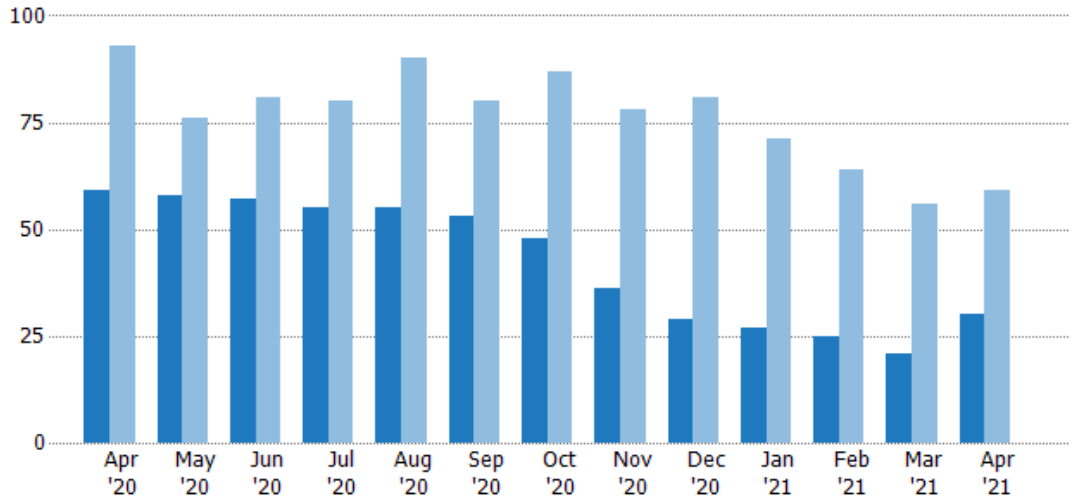
Current Year	\$5.35M	\$6.57M	\$8.99M	\$4.66M	\$10.3M	\$8.8M	\$6.25M	\$3.17M	\$2.72M	\$1.8M	\$6.12M	\$6.61M	\$10.4M
Prior Year	\$5.48M	\$4.97M	\$6.71M	\$4.53M	\$7.54M	\$3.35M	\$5.11M	\$3.56M	\$3.23M	\$2.95M	\$4.13M	\$3.9M	\$5.35M
Percent Change from Prior Year	-3%	32%	34%	3%	37%	163%	22%	-11%	-16%	-39%	48%	70%	95%

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



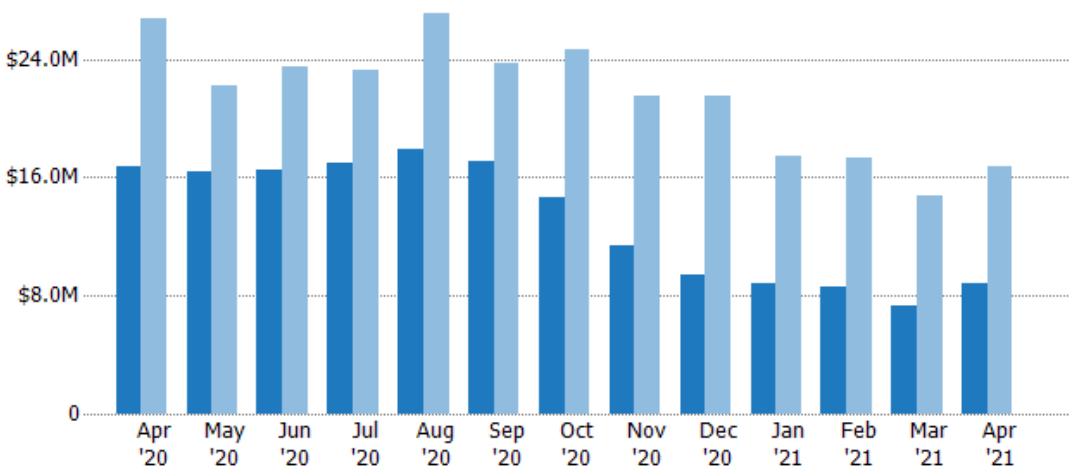
Month/Year	Count	% Chg.
Apr '21	30	-49.2%
Apr '20	59	-36.6%
Apr '19	93	-3.2%

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.
Apr '21	\$8.8M	-47.4%
Apr '20	\$16.7M	-37.5%
Apr '19	\$26.8M	-9.5%

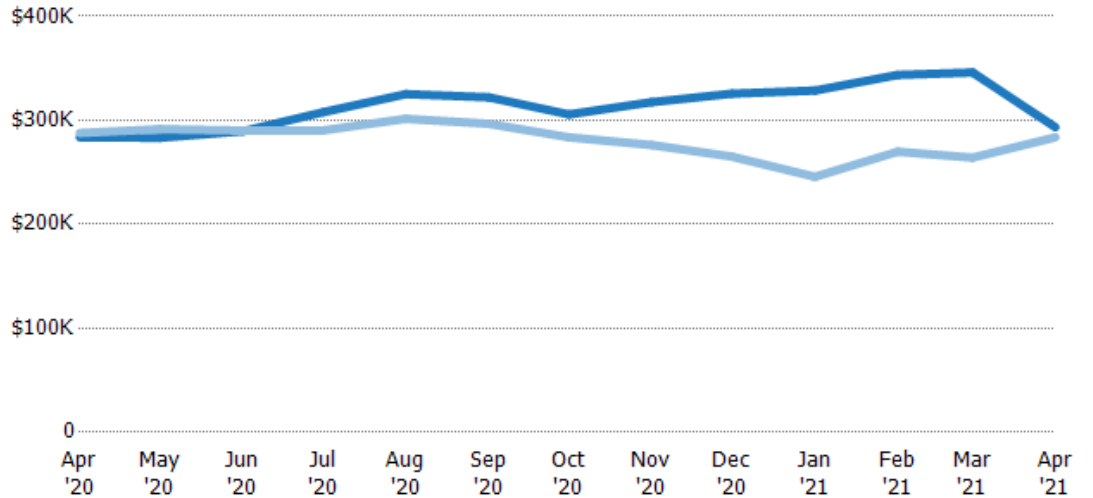
Average Listing Price

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.
Apr '21	\$293K	3.4%
Apr '20	\$284K	-1.4%
Apr '19	\$288K	-6.5%



Current Year	\$284K	\$283K	\$289K	\$308K	\$325K	\$322K	\$306K	\$317K	\$326K	\$329K	\$344K	\$346K	\$293K
Prior Year	\$288K	\$291K	\$290K	\$290K	\$301K	\$297K	\$284K	\$276K	\$265K	\$246K	\$270K	\$264K	\$284K
Percent Change from Prior Year	-1%	-3%	0%	6%	8%	9%	8%	15%	23%	34%	27%	31%	3%

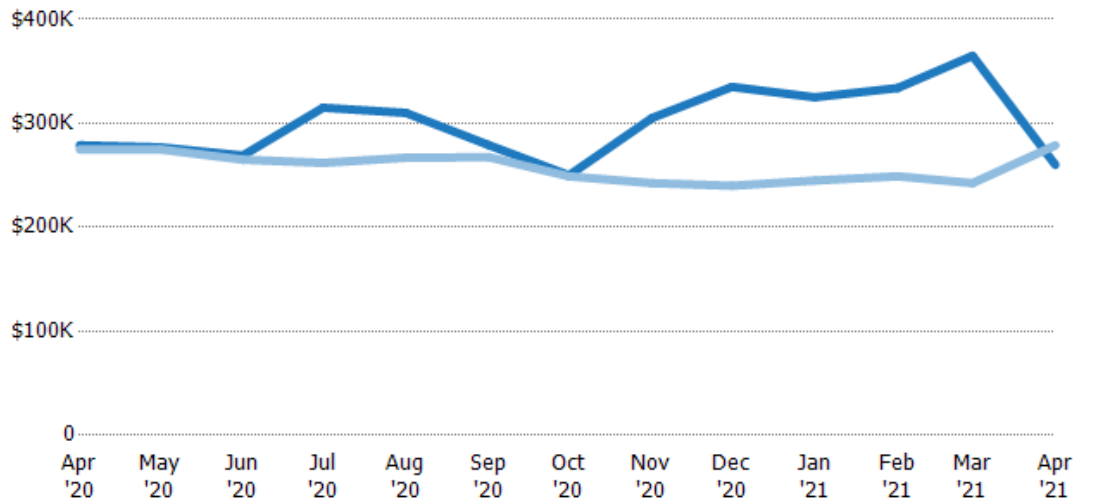
Median Listing Price

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.
Apr '21	\$260K	-6.8%
Apr '20	\$279K	1.4%
Apr '19	\$275K	-2.1%



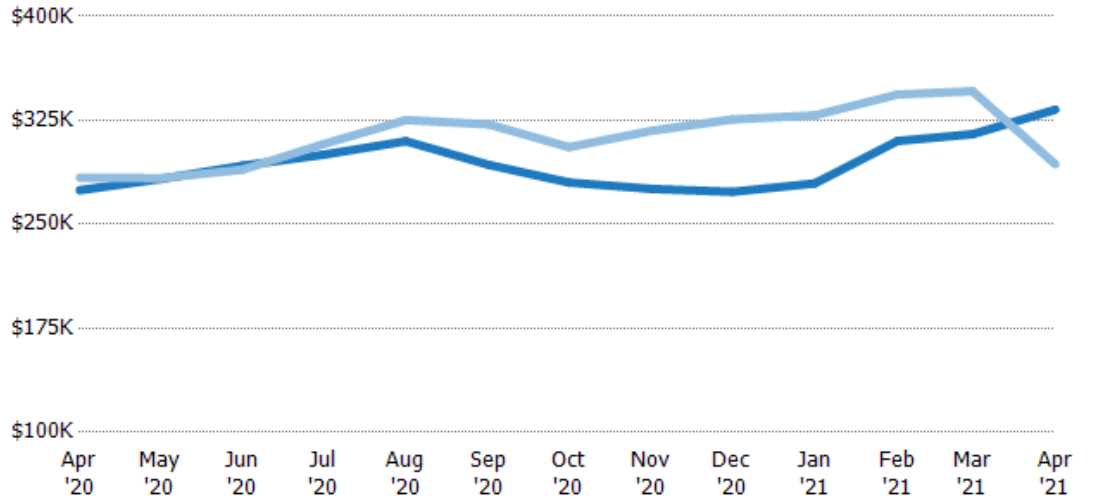
Current Year	\$279K	\$277K	\$269K	\$315K	\$310K	\$279K	\$250K	\$305K	\$335K	\$325K	\$334K	\$365K	\$260K
Prior Year	\$275K	\$275K	\$265K	\$262K	\$267K	\$267K	\$249K	\$242K	\$240K	\$245K	\$249K	\$242K	\$279K
Percent Change from Prior Year	1%	1%	2%	20%	16%	4%	0%	26%	40%	33%	34%	51%	-7%

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

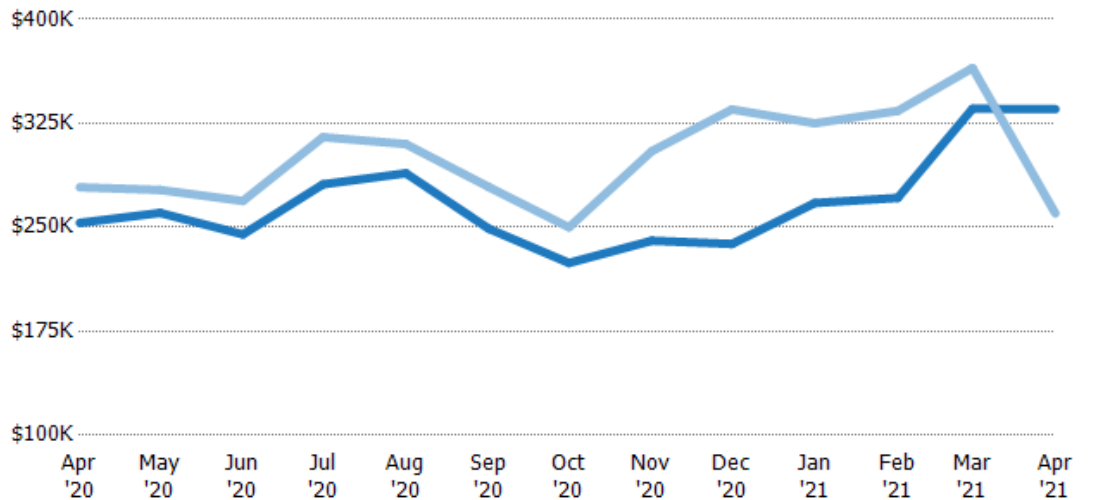


Median Listing Price vs Median Est Value

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

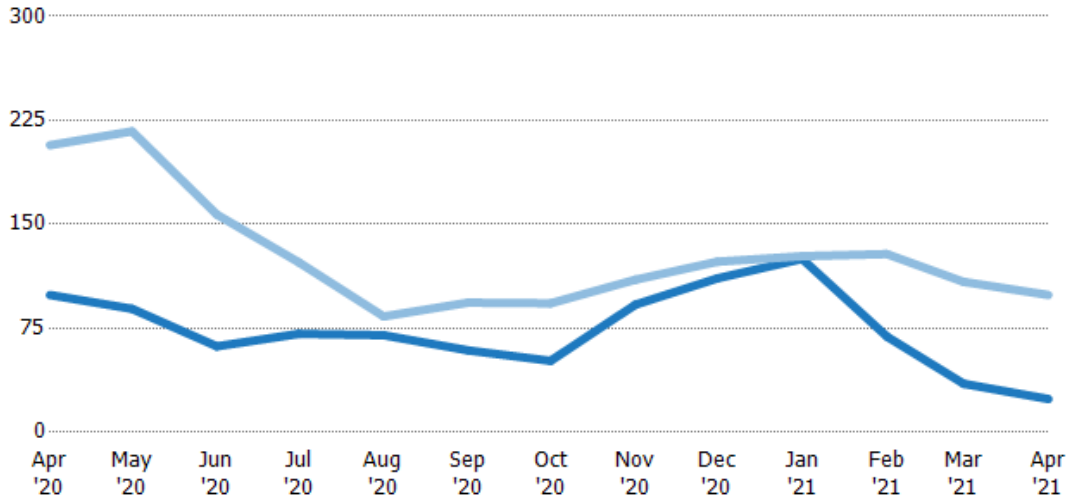


Median Days in RPR

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



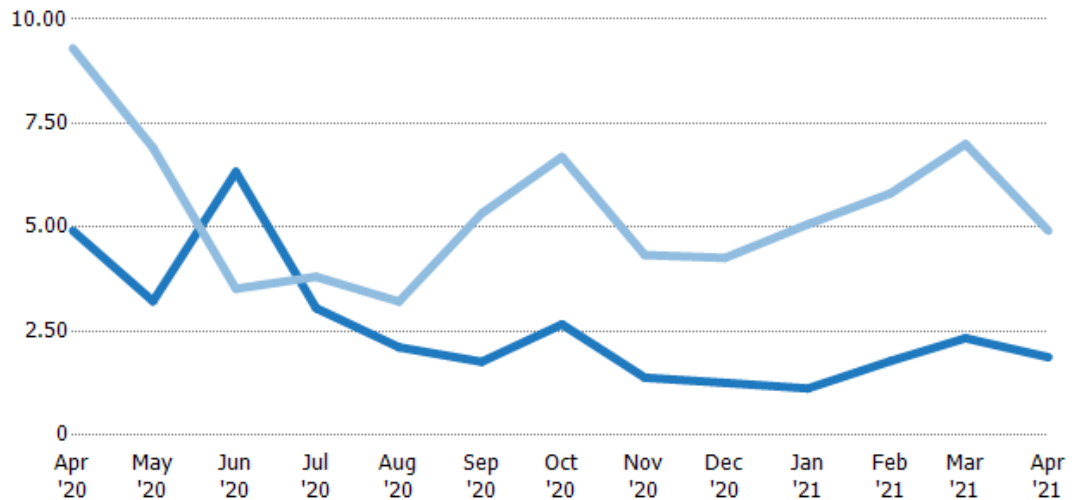
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	99	89	62	71	70	59	51.5	92	111	125	69	35	24
Prior Year	207	217	157	123	83.5	93.5	93	110	123	127	129	109	99
Percent Change from Prior Year	-52%	-59%	-61%	-42%	-16%	-37%	-45%	-16%	-10%	-2%	-46%	-68%	-76%

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



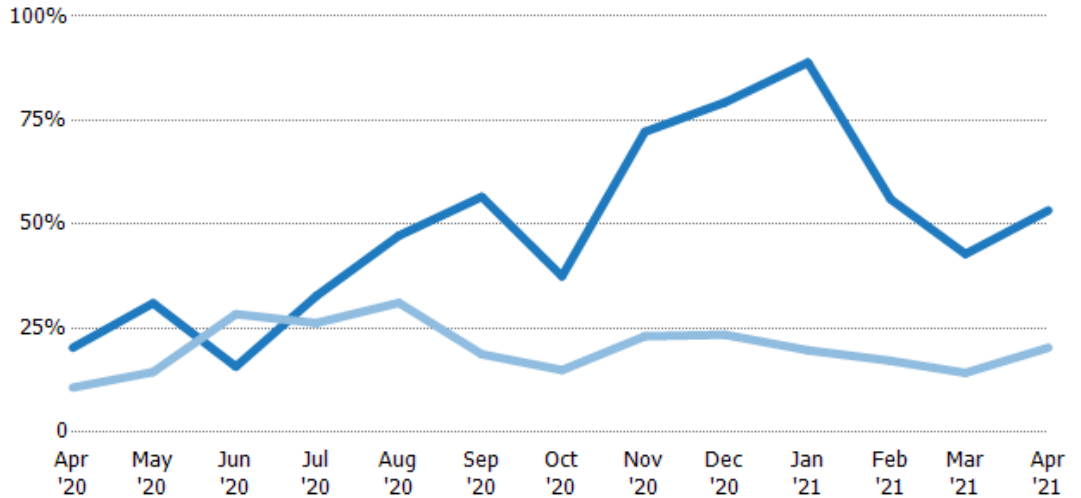
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	4.92	3.22	6.33	3.06	2.12	1.77	2.67	1.38	1.26	1.13	1.79	2.33	1.88
Prior Year	9.3	6.91	3.52	3.81	3.21	5.33	6.69	4.33	4.26	5.07	5.82	7	4.92
Percent Change from Prior Year	-47%	-53%	80%	-20%	-34%	-67%	-60%	-68%	-70%	-78%	-69%	-67%	-62%

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



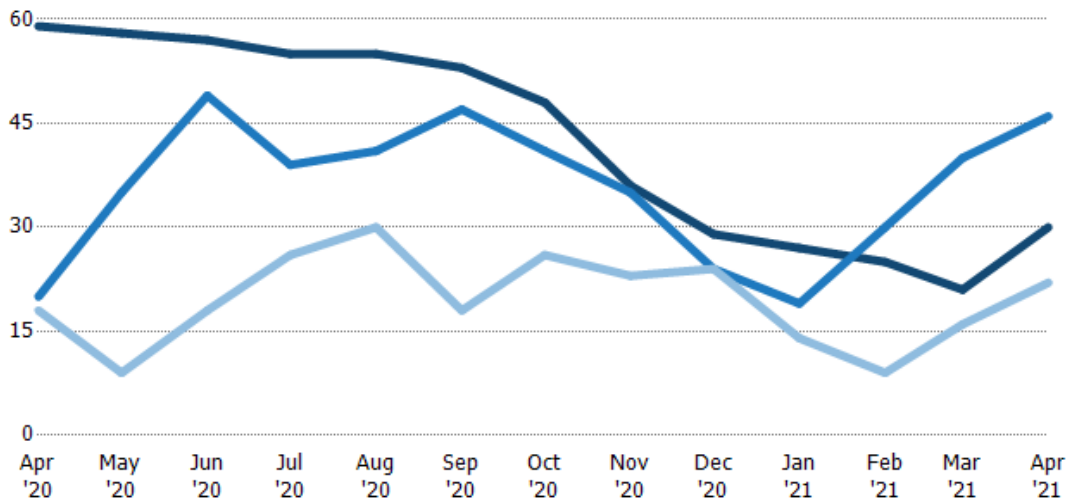
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	20%	31%	16%	33%	47%	57%	38%	72%	79%	89%	56%	43%	53%
Prior Year	11%	14%	28%	26%	31%	19%	15%	23%	23%	20%	17%	14%	20%
Change from Prior Year	-10%	-17%	13%	-6%	-16%	-38%	-23%	-49%	-56%	-69%	-39%	-29%	-33%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	59	58	57	55	55	53	48	36	29	27	25	21	30
Pending	20	35	49	39	41	47	41	35	24	19	30	40	46
Sold	18	9	18	26	30	18	26	23	24	14	9	16	22

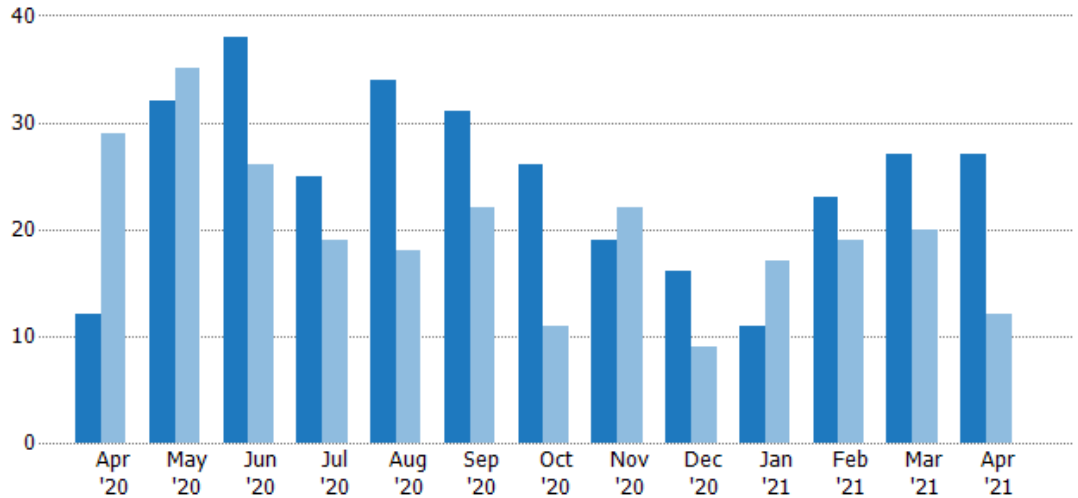
New Pending Sales

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.
Apr '21	27	125%
Apr '20	12	-58.6%
Apr '19	29	-41.4%



Current Year	12	32	38	25	34	31	26	19	16	11	23	27	27
Prior Year	29	35	26	19	18	22	11	22	9	17	19	20	12
Percent Change from Prior Year	-59%	-9%	46%	32%	89%	41%	136%	-14%	78%	-35%	21%	35%	125%

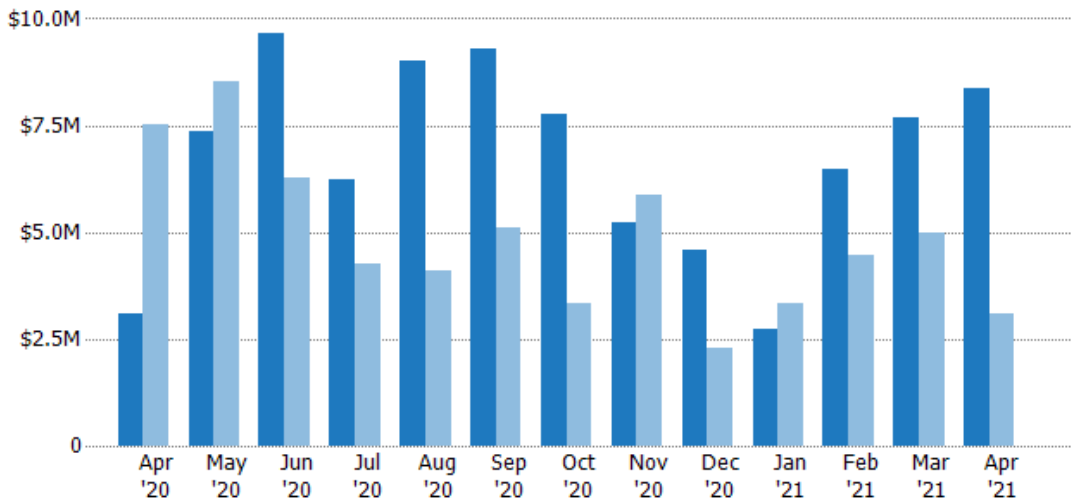
New Pending Sales Volume

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.
Apr '21	\$8.36M	170.1%
Apr '20	\$3.1M	-58.9%
Apr '19	\$7.53M	-48.9%



Current Year	\$3.1M	\$7.36M	\$9.66M	\$6.25M	\$9M	\$9.31M	\$7.78M	\$5.24M	\$4.56M	\$2.74M	\$6.46M	\$7.68M	\$8.36M
Prior Year	\$7.53M	\$8.51M	\$6.28M	\$4.25M	\$4.1M	\$5.1M	\$3.32M	\$5.85M	\$2.27M	\$3.32M	\$4.45M	\$4.97M	\$3.1M
Percent Change from Prior Year	-59%	-14%	54%	47%	119%	83%	135%	-10%	101%	-17%	45%	55%	170%

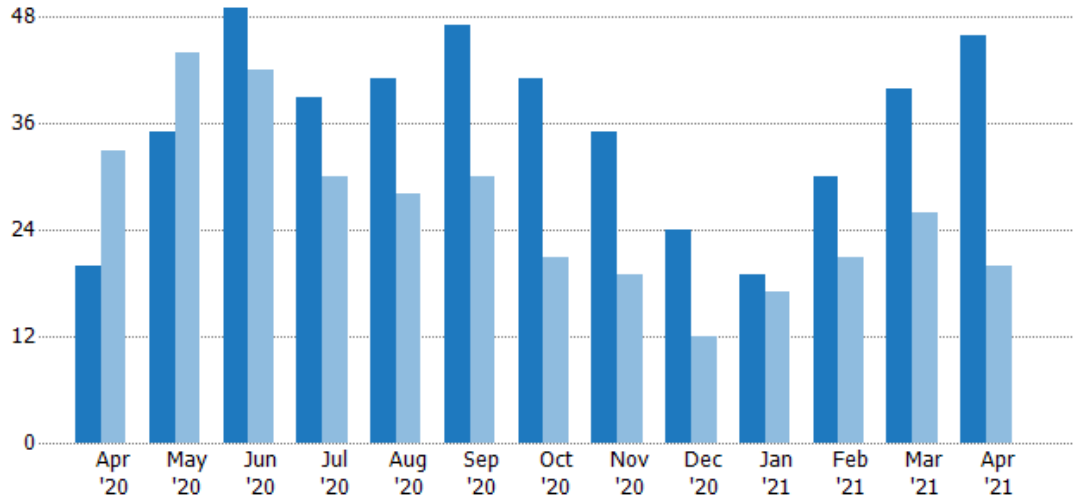
Pending Sales

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

Month/Year	Count	% Chg.
Apr '21	46	130%
Apr '20	20	-39.4%
Apr '19	33	-12.1%



Current Year	20	35	49	39	41	47	41	35	24	19	30	40	46
Prior Year	33	44	42	30	28	30	21	19	12	17	21	26	20
Percent Change from Prior Year	-39%	-20%	17%	30%	46%	57%	95%	84%	100%	12%	43%	54%	130%

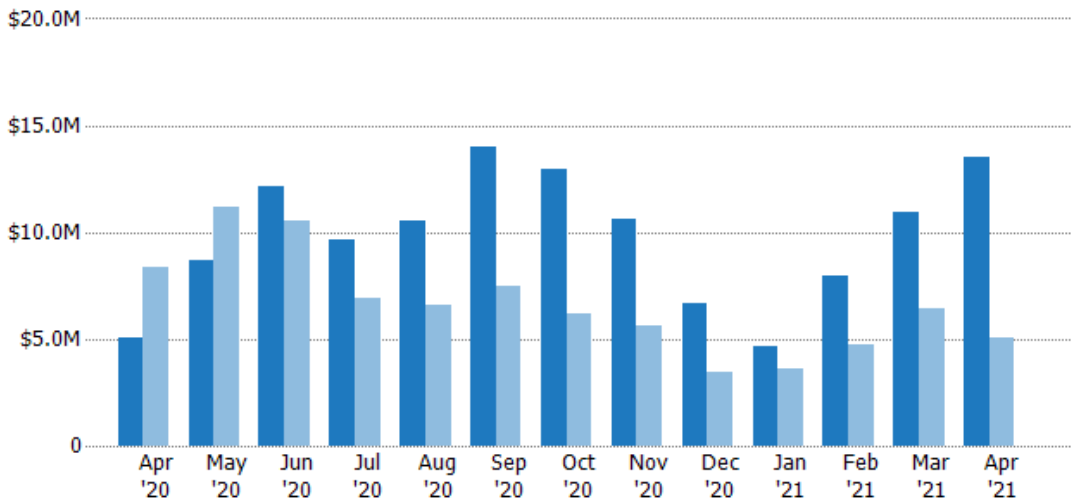
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Apr '21	\$13.5M	168.7%
Apr '20	\$5.03M	-39.8%
Apr '19	\$8.35M	-19.7%



Current Year	\$5.03M	\$8.67M	\$12.1M	\$9.62M	\$10.5M	\$14M	\$13M	\$10.6M	\$6.7M	\$4.64M	\$7.92M	\$10.9M	\$13.5M
Prior Year	\$8.35M	\$11.2M	\$10.5M	\$6.93M	\$6.58M	\$7.48M	\$6.16M	\$5.59M	\$3.47M	\$3.63M	\$4.77M	\$6.42M	\$5.03M
Percent Change from Prior Year	-40%	-22%	15%	39%	60%	87%	111%	90%	93%	28%	66%	71%	169%

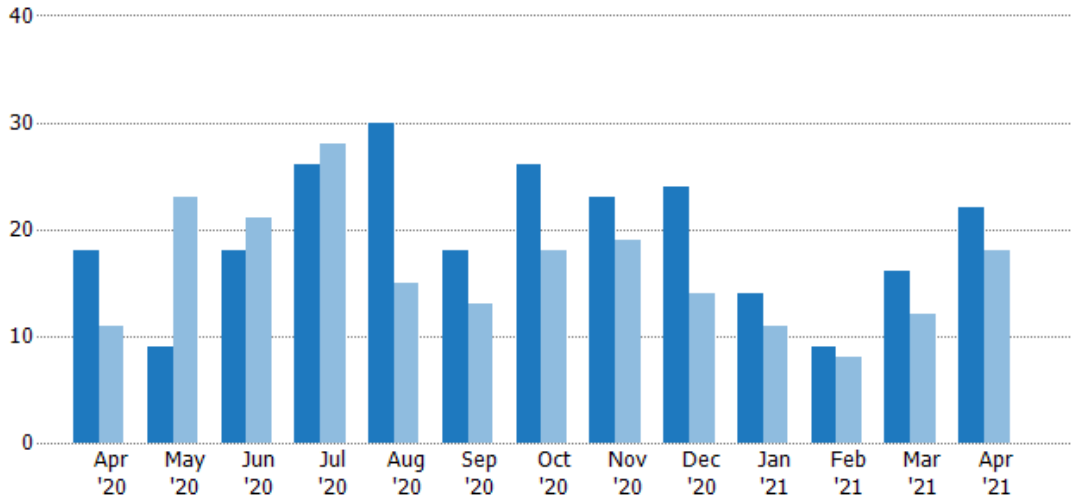
Closed Sales

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	18	9	18	26	30	18	26	23	24	14	9	16	22
Prior Year	11	23	21	28	15	13	18	19	14	11	8	12	18
Percent Change from Prior Year	64%	-61%	-14%	-7%	100%	38%	44%	21%	71%	27%	13%	33%	22%

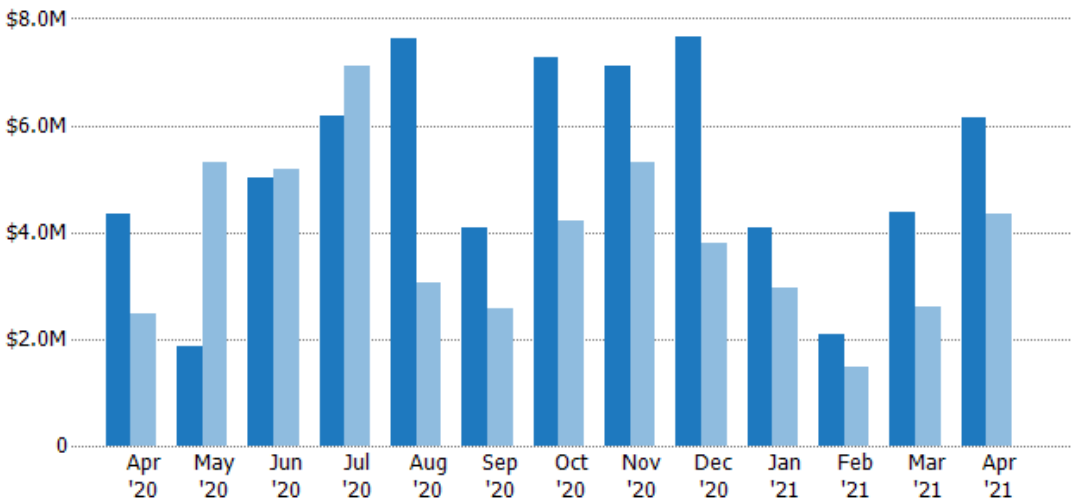
Closed Sales Volume

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



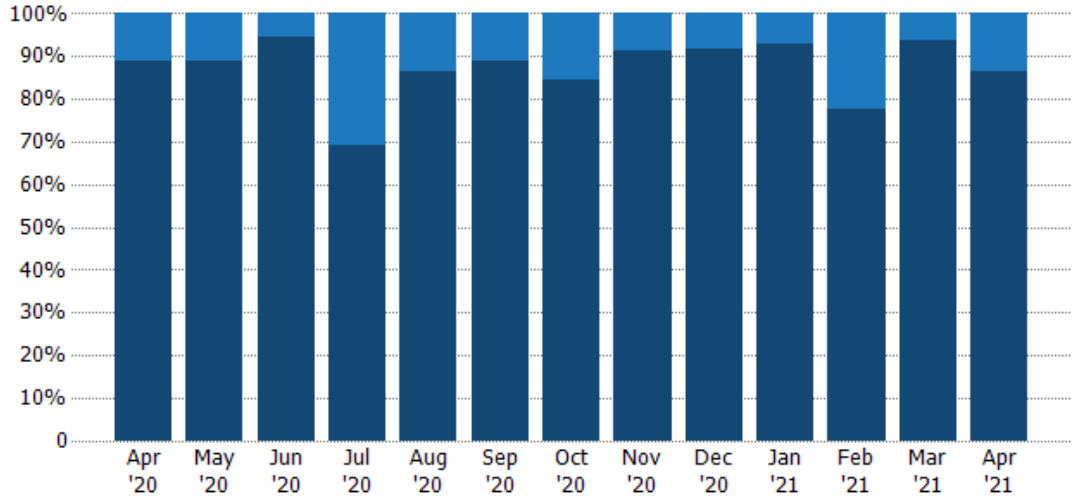
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$4.33M	\$1.88M	\$5.01M	\$6.19M	\$7.61M	\$4.1M	\$7.27M	\$7.11M	\$7.65M	\$4.08M	\$2.08M	\$4.37M	\$6.16M
Prior Year	\$2.49M	\$5.32M	\$5.19M	\$7.1M	\$3.06M	\$2.58M	\$4.22M	\$5.31M	\$3.8M	\$2.96M	\$1.47M	\$2.59M	\$4.33M
Percent Change from Prior Year	74%	-65%	-3%	-13%	149%	59%	72%	34%	101%	38%	41%	69%	42%

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



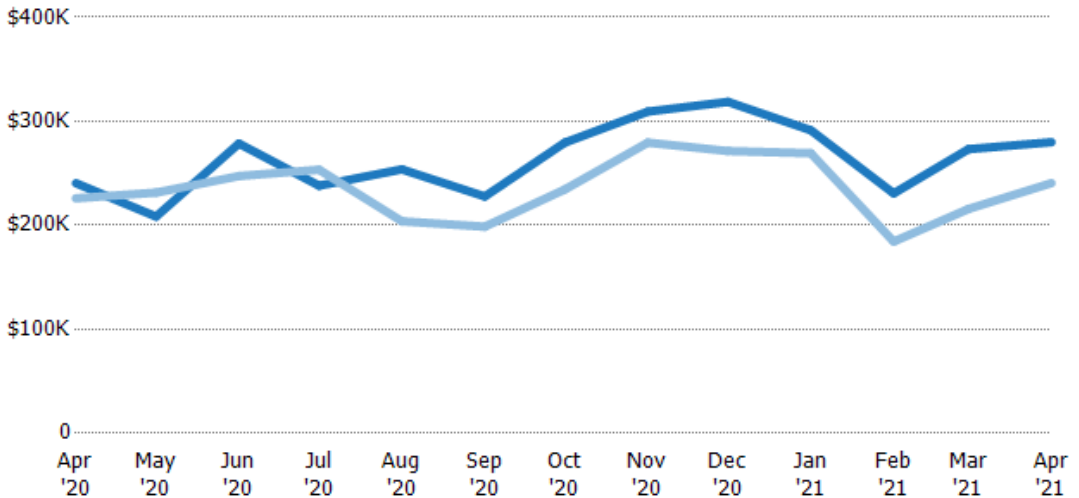
Condo/Townhouse	11%	11%	6%	31%	13%	11%	15%	9%	8%	7%	22%	6%	14%
Single Family Residence	89%	89%	94%	69%	87%	89%	85%	91%	92%	93%	78%	94%	86%

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	\$240K	\$208K	\$279K	\$238K	\$254K	\$228K	\$280K	\$309K	\$319K	\$291K	\$231K	\$273K	\$280K
Prior Year	\$226K	\$231K	\$247K	\$253K	\$204K	\$199K	\$235K	\$280K	\$271K	\$269K	\$184K	\$216K	\$240K
Percent Change from Prior Year	6%	-10%	13%	-6%	25%	15%	19%	11%	17%	8%	25%	27%	16%

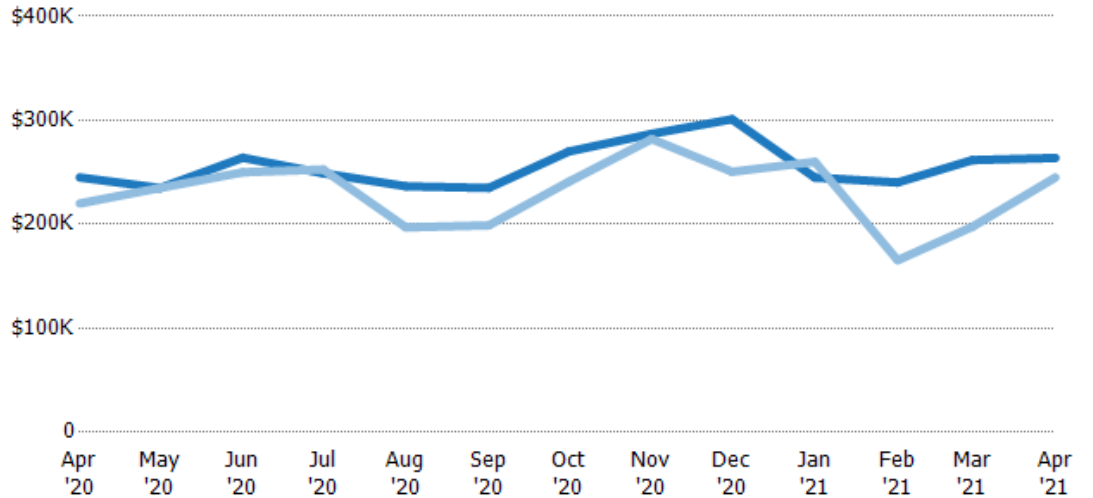
Median Sales Price

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.
Apr '21	\$264K	7.7%
Apr '20	\$245K	11.4%
Apr '19	\$220K	3.4%



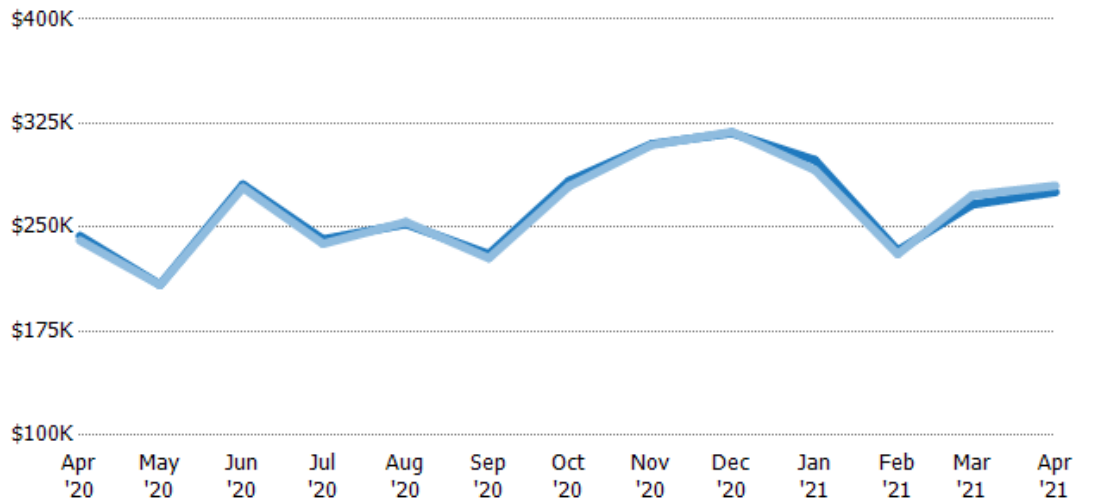
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$245K	\$235K	\$264K	\$249K	\$237K	\$235K	\$270K	\$287K	\$301K	\$245K	\$240K	\$262K	\$264K
Prior Year	\$220K	\$235K	\$250K	\$253K	\$197K	\$199K	\$241K	\$282K	\$251K	\$260K	\$165K	\$198K	\$245K
Percent Change from Prior Year	11%	0%	6%	-1%	20%	18%	12%	2%	20%	-6%	45%	32%	8%

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



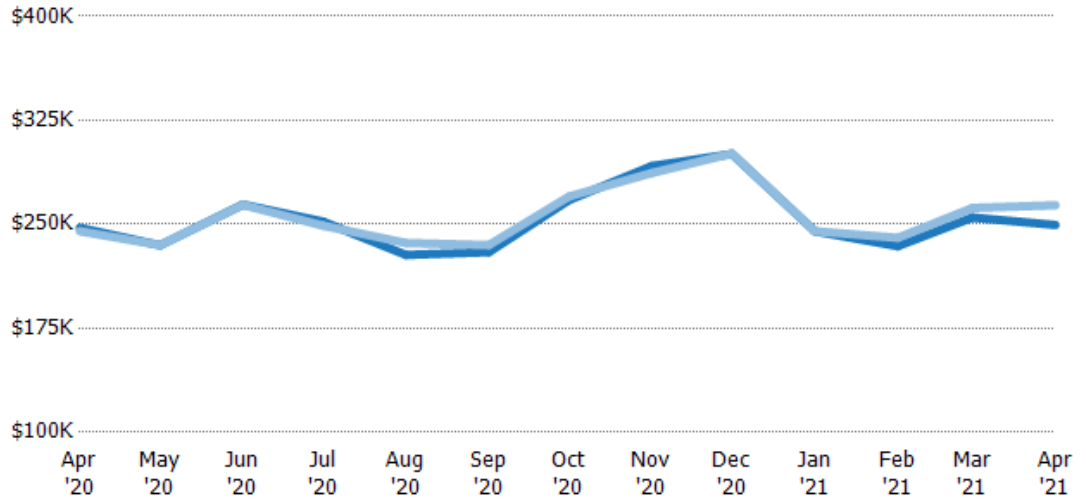
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg List Price	\$244K	\$209K	\$281K	\$241K	\$252K	\$231K	\$283K	\$310K	\$318K	\$298K	\$233K	\$267K	\$275K
Avg Sales Price	\$240K	\$208K	\$279K	\$238K	\$254K	\$228K	\$280K	\$309K	\$319K	\$291K	\$231K	\$273K	\$280K
Avg Sales Price as a % of Avg List Price	99%	100%	99%	99%	101%	99%	99%	100%	100%	98%	99%	103%	102%

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

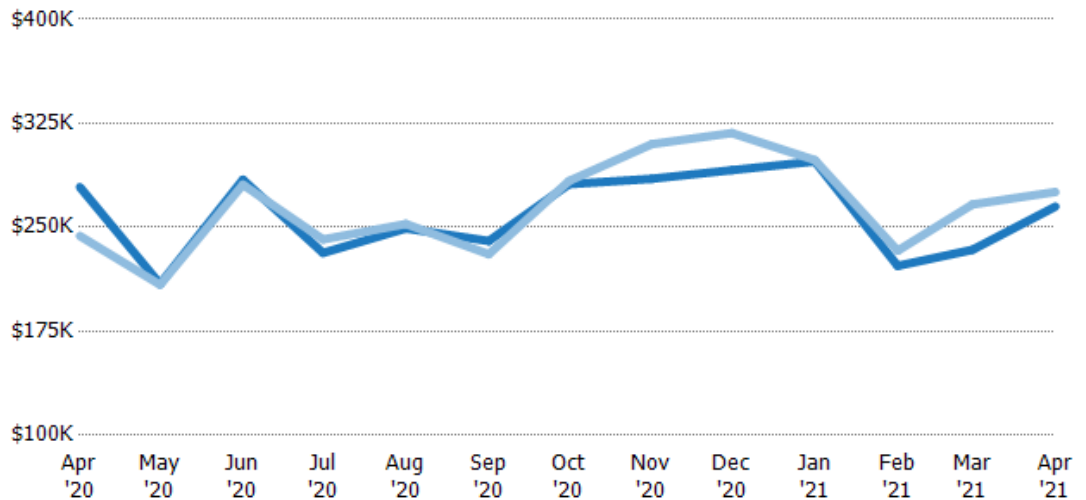


Average Sales Price vs Average Est Value

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

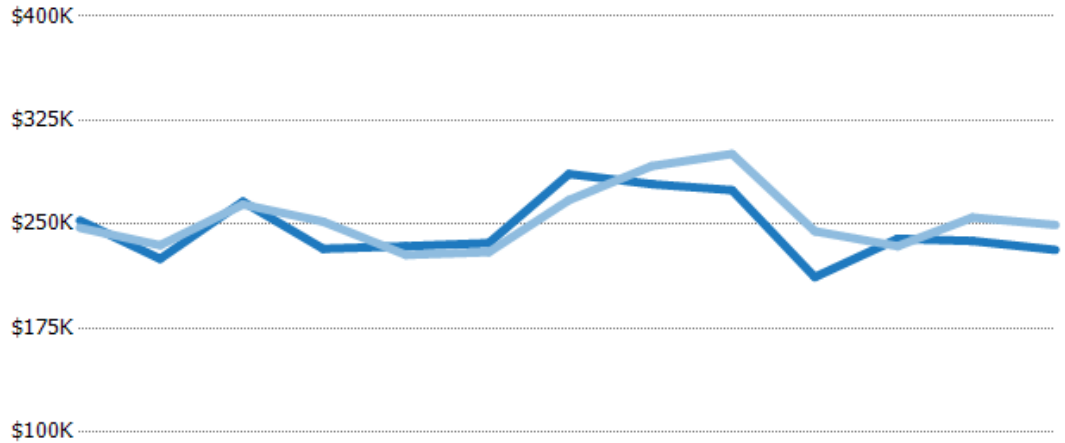


Median Sales Price vs Median Est Value

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$253K	\$225K	\$266K	\$232K	\$234K	\$236K	\$286K	\$279K	\$275K	\$212K	\$240K	\$238K	\$232K
Median Sales Price	\$247K	\$235K	\$264K	\$252K	\$228K	\$230K	\$267K	\$292K	\$301K	\$245K	\$234K	\$255K	\$250K
Med Sales Price as a % of Med Est Value	98%	104%	99%	108%	97%	97%	93%	105%	110%	116%	98%	107%	108%