

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

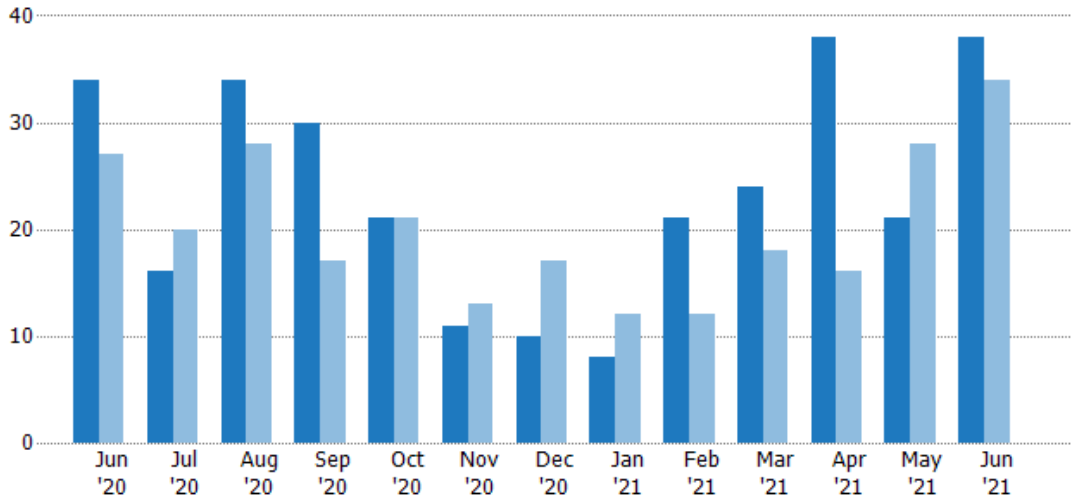
Key Metrics	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	38	34	+11.8%	150	120	+25%
New Listing Volume	\$11,403,300	\$9,236,806	+23.5%	\$43,016,800	\$31,898,485	+34.9%
Active Listing Count	32	60	-46.7%	N/A	N/A	
Active Listing Volume	\$10,321,100	\$17,693,339	-41.7%	N/A	N/A	
Average Listing Price	\$322,534	\$294,889	+9.4%	\$313,136	\$276,384	+13.3%
Median Listing Price	\$274,900	\$262,000	+4.9%	\$296,766	\$257,899	+15.1%
Median Days in RPR	8	62	-87.1%	65.34	101.98	-35.9%
Months of Inventory	2	6.7	-70%	2.4	4.5	-46.2%
Absorption Rate	50%	15%	+35%	41.4%	22.28%	+19.1%
Sales Activity Charts Metrics						
New Pending Sales Count	25	38	-34.2%	131	137	-4.4%
New Pending Sales Volume	\$8,394,500	\$9,661,127	-13.1%	\$38,637,940	\$32,606,721	+18.5%
Pending Sales Count	48	49	-2%	N/A	N/A	
Pending Sales Volume	\$14,874,245	\$12,128,364	+22.6%	N/A	N/A	
Closed Sales Count	21	18	+16.7%	98	77	+27.3%
Closed Sales Volume	\$6,542,785	\$5,014,285	+30.5%	\$27,870,484	\$18,487,752	+50.8%
Average Sales Price	\$311,561	\$278,571	+11.8%	\$284,393	\$240,101	+18.4%
Median Sales Price	\$301,000	\$264,000	+14%	\$268,149	\$235,470	+13.9%

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



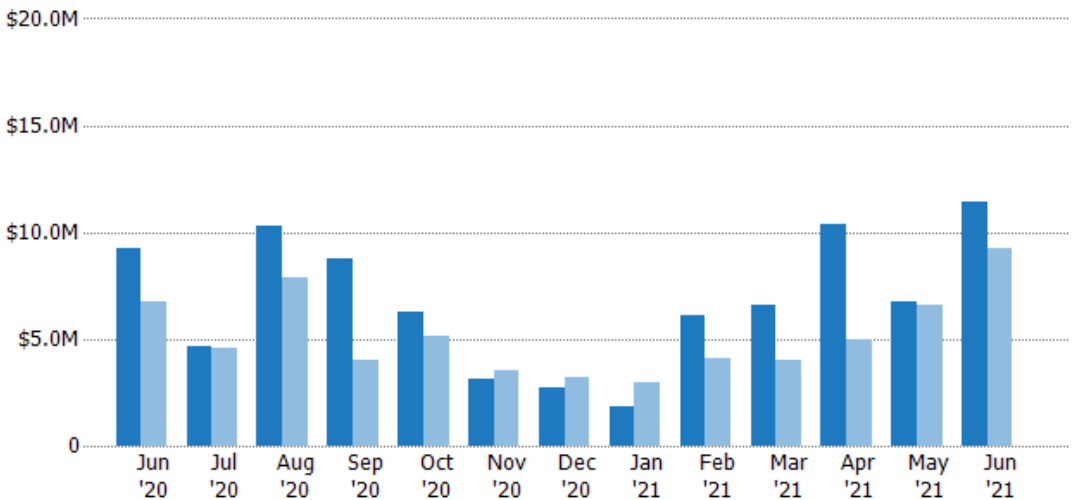
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	34	16	34	30	21	11	10	8	21	24	38	21	38
Prior Year	27	20	28	17	21	13	17	12	12	18	16	28	34
Percent Change from Prior Year	26%	-20%	21%	76%	0%	-15%	-41%	-33%	75%	33%	138%	-25%	12%

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



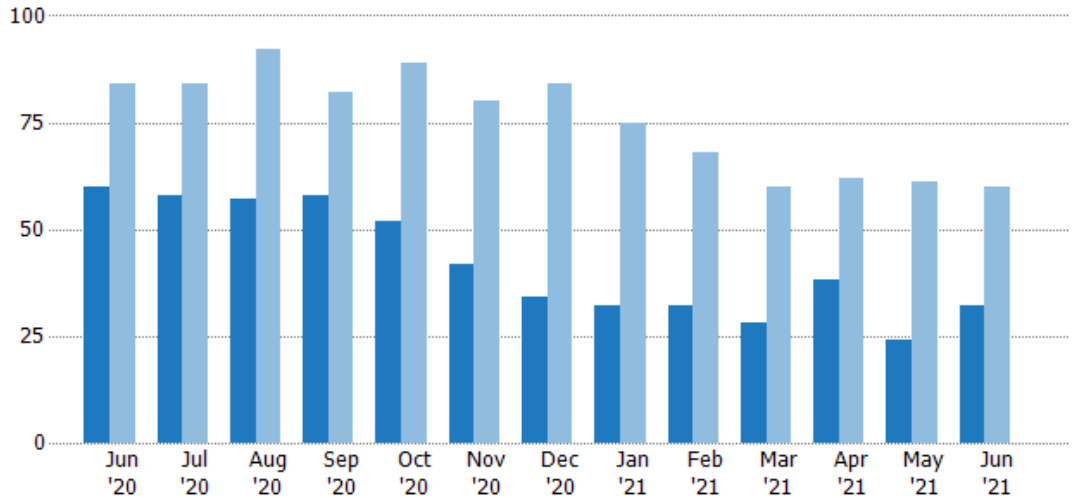
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$9.24M	\$4.66M	\$10.3M	\$8.8M	\$6.25M	\$3.13M	\$2.72M	\$1.8M	\$6.12M	\$6.57M	\$10.4M	\$6.73M	\$11.4M
Prior Year	\$6.71M	\$4.57M	\$7.91M	\$4.04M	\$5.11M	\$3.56M	\$3.23M	\$2.95M	\$4.13M	\$4.05M	\$4.97M	\$6.57M	\$9.24M
Percent Change from Prior Year	38%	2%	30%	118%	22%	-12%	-16%	-39%	48%	62%	109%	2%	23%

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



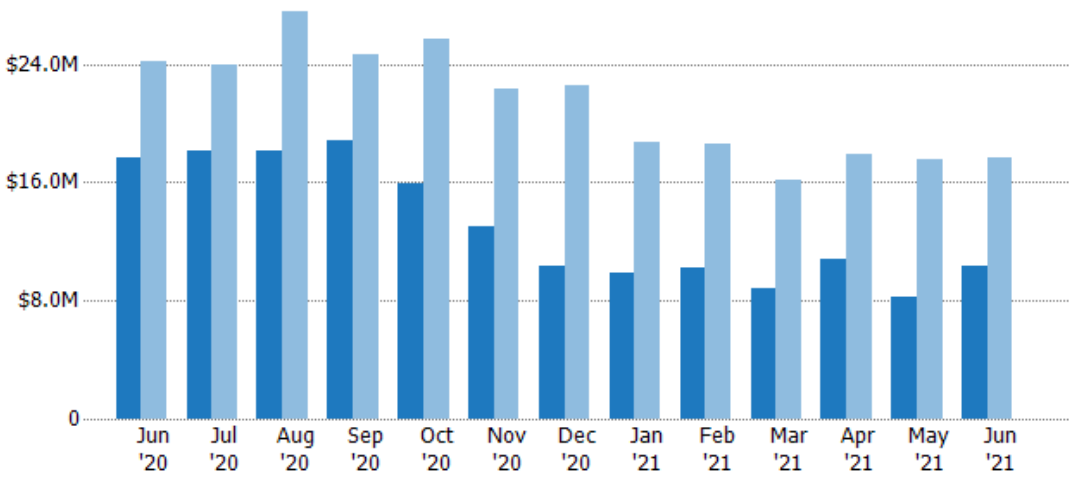
Month/Year	Count	% Chg.
Jun '21	32	-46.7%
Jun '20	60	-28.6%
Jun '19	84	17.9%

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



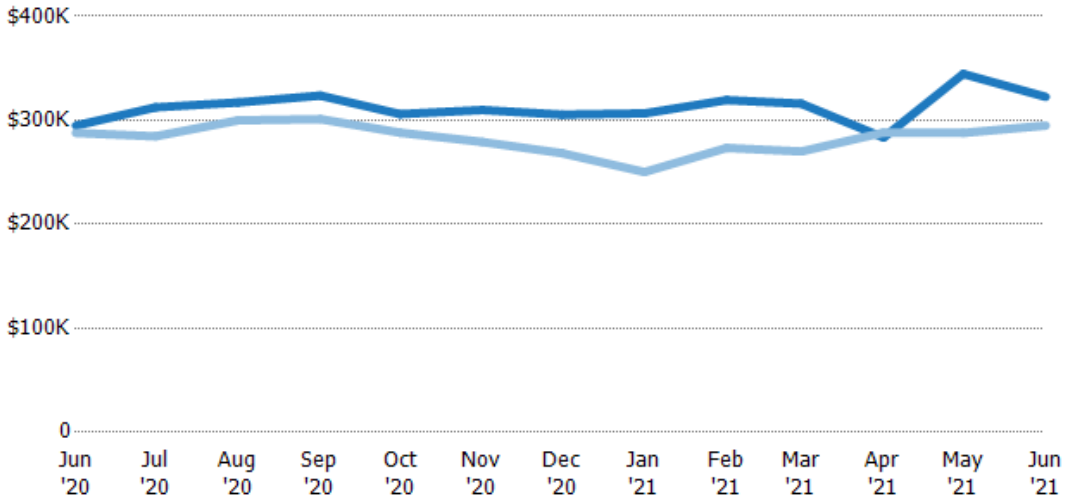
Month/Year	Volume	% Chg.
Jun '21	\$10.3M	-41.7%
Jun '20	\$17.7M	-26.8%
Jun '19	\$24.2M	17.7%

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



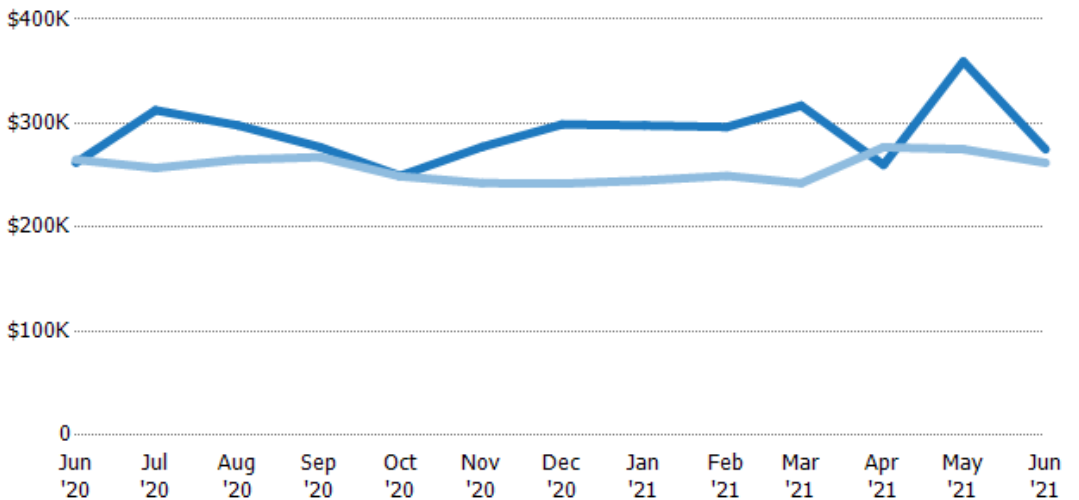
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$295K	\$312K	\$317K	\$324K	\$306K	\$310K	\$305K	\$307K	\$319K	\$316K	\$283K	\$345K	\$323K
Prior Year	\$288K	\$285K	\$300K	\$301K	\$288K	\$279K	\$268K	\$250K	\$273K	\$270K	\$288K	\$288K	\$295K
Percent Change from Prior Year	2%	10%	6%	8%	6%	11%	14%	23%	17%	17%	-2%	20%	9%

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



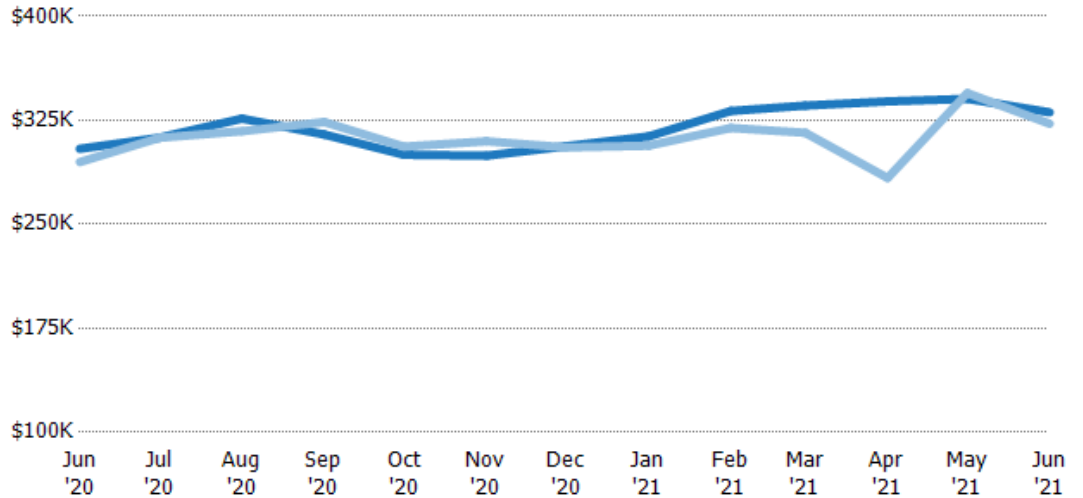
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$262K	\$313K	\$298K	\$277K	\$249K	\$277K	\$299K	\$298K	\$296K	\$317K	\$260K	\$360K	\$275K
Prior Year	\$265K	\$257K	\$265K	\$267K	\$249K	\$242K	\$242K	\$245K	\$249K	\$242K	\$277K	\$275K	\$262K
Percent Change from Prior Year	-1%	22%	12%	4%	0%	14%	24%	22%	19%	31%	-6%	31%	5%

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

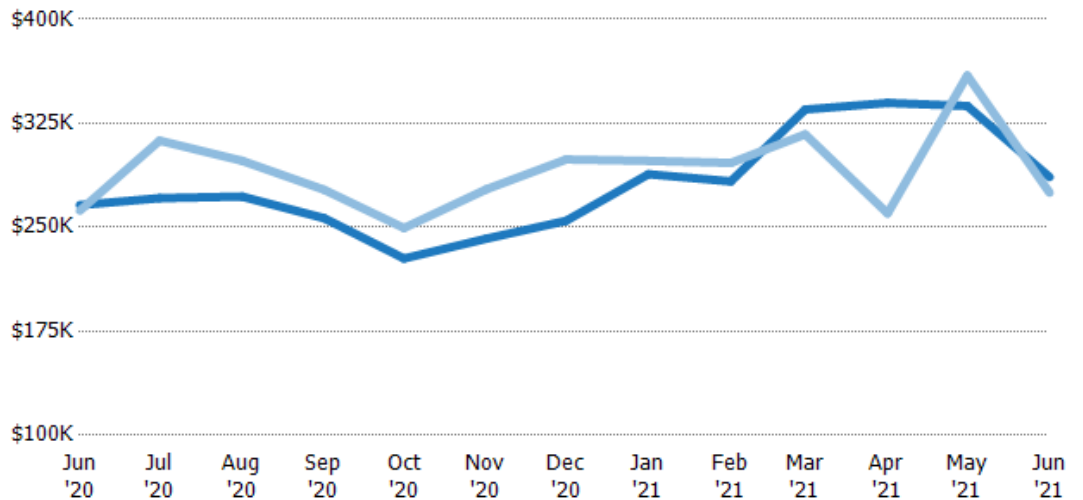


Median Listing Price vs Median Est Value

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

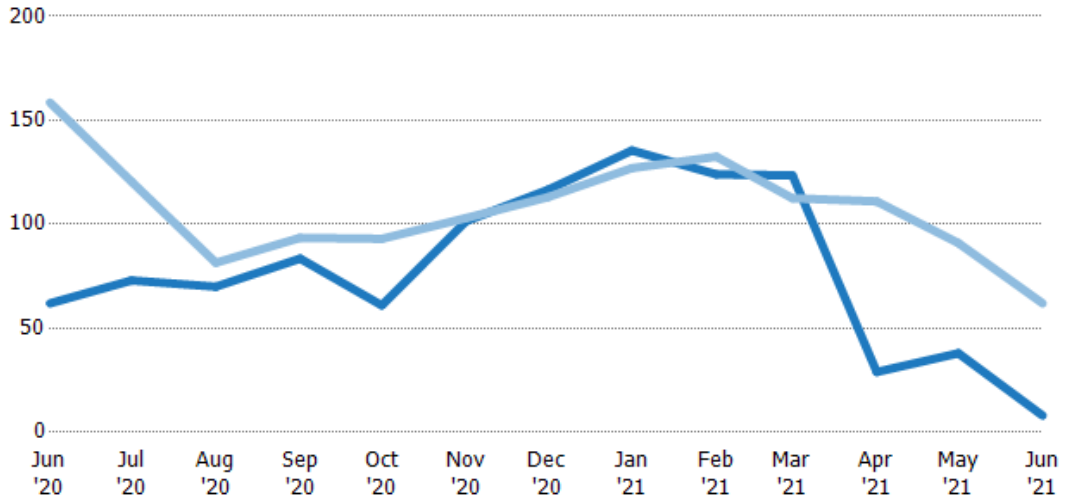


Median Days in RPR

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



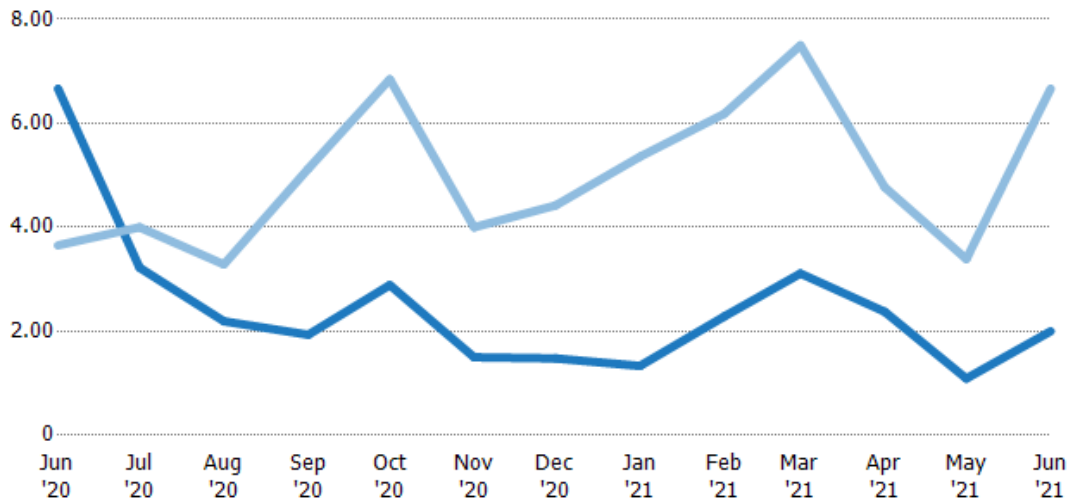
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '21	8	62	-87.1%
Jun '20	62	159	-60.9%
Jun '19	159		-40.1%

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



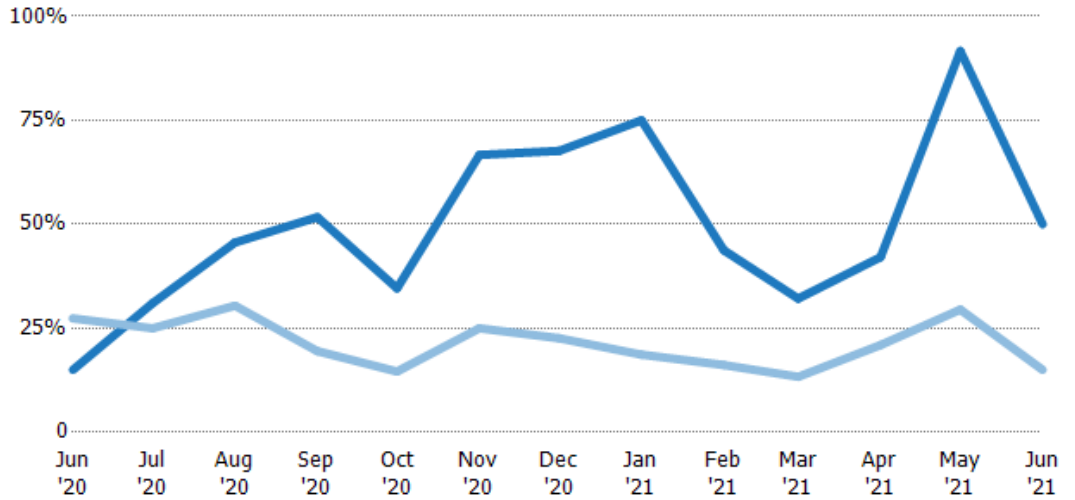
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '21	2	6.67	-70%
Jun '20	6.67	3.65	82.5%
Jun '19	3.65		59.5%

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



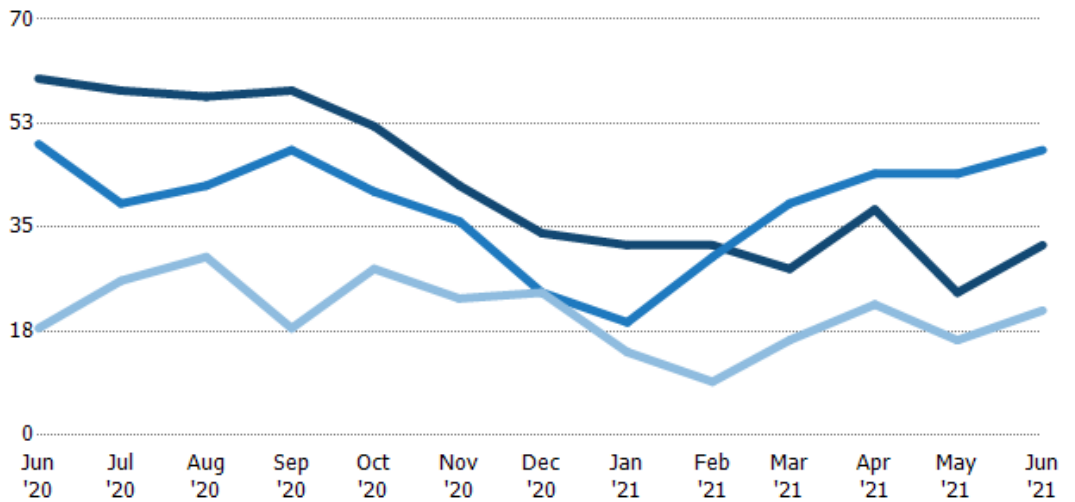
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	15%	31%	46%	52%	35%	67%	68%	75%	44%	32%	42%	92%	50%
Prior Year	27%	25%	30%	20%	15%	25%	23%	19%	16%	13%	21%	30%	15%
Change from Prior Year	12%	-6%	-15%	-32%	-20%	-42%	-45%	-56%	-28%	-19%	-21%	-62%	-35%

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



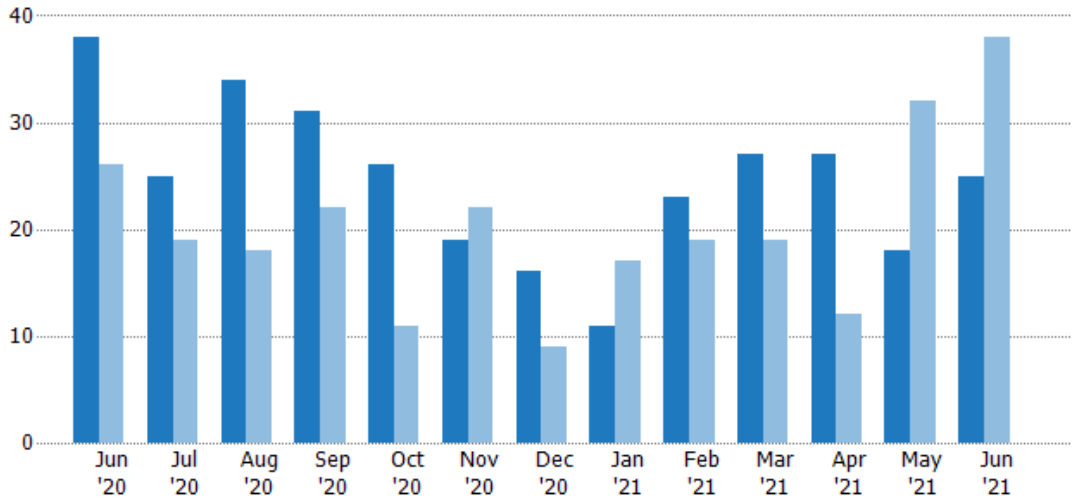
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	60	58	57	58	52	42	34	32	32	28	38	24	32
Pending	49	39	42	48	41	36	24	19	30	39	44	44	48
Sold	18	26	30	18	28	23	24	14	9	16	22	16	21

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



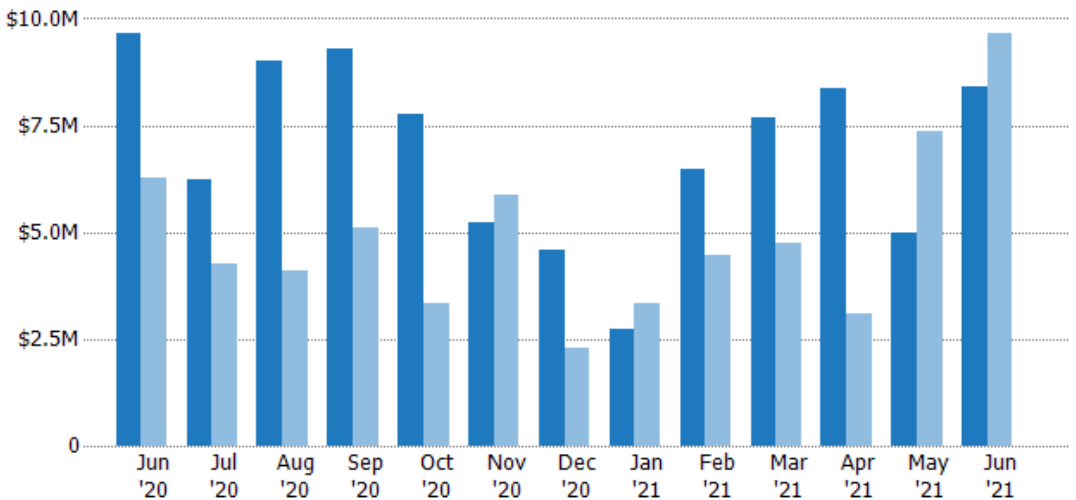
Month/Year	Count	% Chg.
Jun '21	25	-34.2%
Jun '20	38	46.2%
Jun '19	26	-11.5%

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



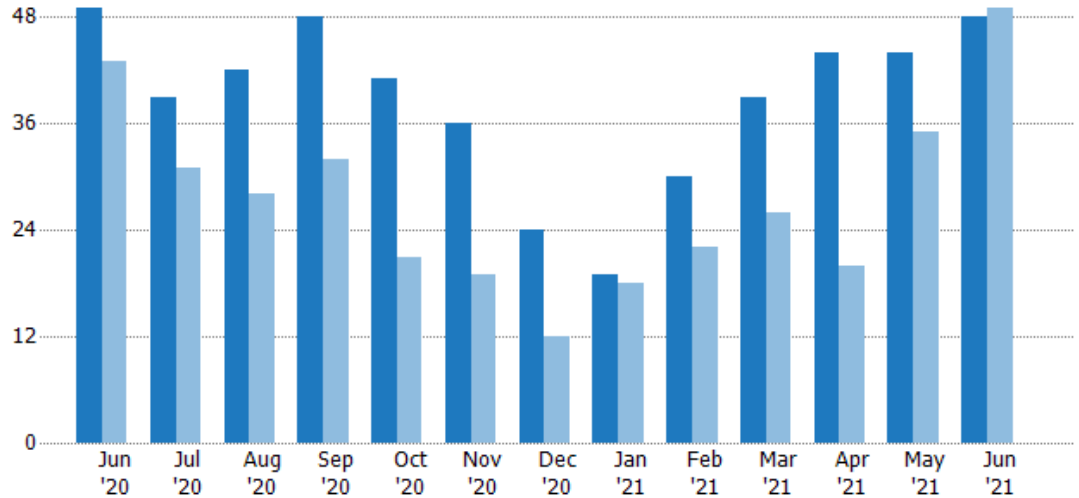
Month/Year	Volume	% Chg.
Jun '21	\$8.39M	-13.1%
Jun '20	\$9.66M	53.8%
Jun '19	\$6.28M	-15.9%

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.
Jun '21	48	-2%
Jun '20	49	14%
Jun '19	43	-32.6%

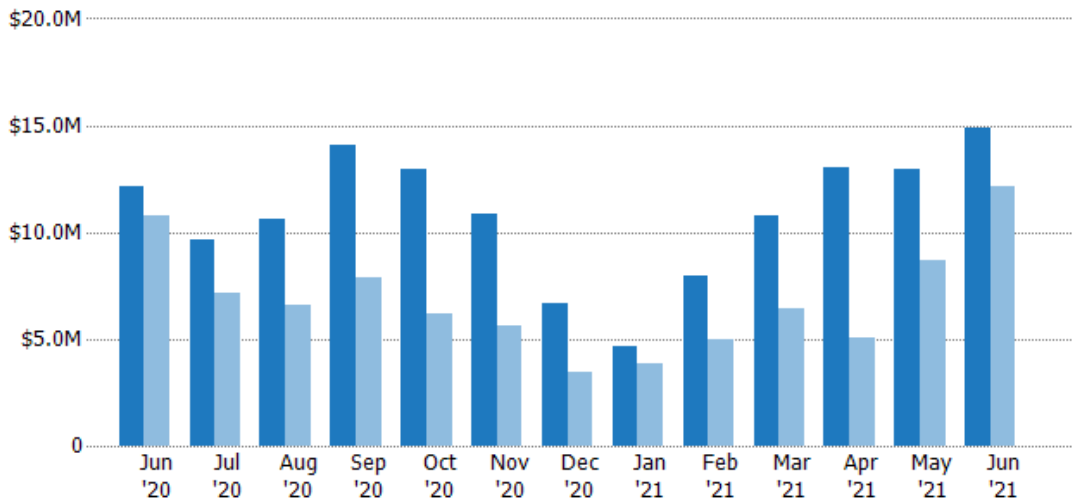
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	49	39	42	48	41	36	24	19	30	39	44	44	48
Prior Year	43	31	28	32	21	19	12	18	22	26	20	35	49
Percent Change from Prior Year	14%	26%	50%	50%	95%	89%	100%	6%	36%	50%	120%	26%	-2%

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.
Jun '21	\$14.9M	22.6%
Jun '20	\$12.1M	12.7%
Jun '19	\$10.8M	-36.2%

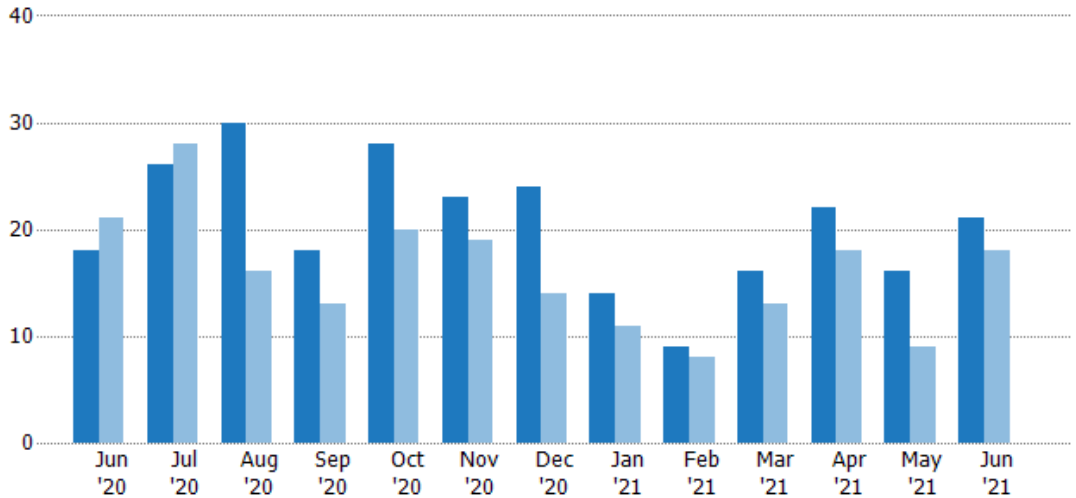
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$12.1M	\$9.62M	\$10.6M	\$14.1M	\$13M	\$10.9M	\$6.7M	\$4.64M	\$7.92M	\$10.7M	\$13M	\$12.9M	\$14.9M
Prior Year	\$10.8M	\$7.17M	\$6.58M	\$7.85M	\$6.16M	\$5.59M	\$3.47M	\$3.88M	\$5.01M	\$6.42M	\$5.03M	\$8.67M	\$12.1M
Percent Change from Prior Year	13%	34%	62%	80%	111%	94%	93%	20%	58%	67%	159%	49%	23%

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



Month/Year	Count	% Chg.
Jun '21	21	16.7%
Jun '20	18	-14.3%
Jun '19	21	23.8%

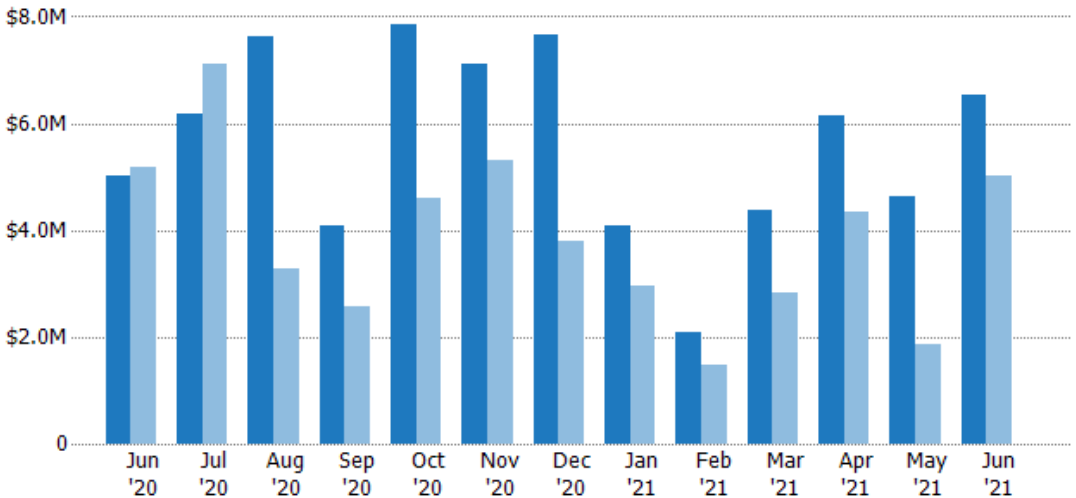
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	18	26	30	18	28	23	24	14	9	16	22	16	21
Prior Year	21	28	16	13	20	19	14	11	8	13	18	9	18
Percent Change from Prior Year	-14%	-7%	88%	38%	40%	21%	71%	27%	13%	23%	22%	78%	17%

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



Month/Year	Volume	% Chg.
Jun '21	\$6.54M	30.5%
Jun '20	\$5.01M	-3.5%
Jun '19	\$5.19M	11.9%

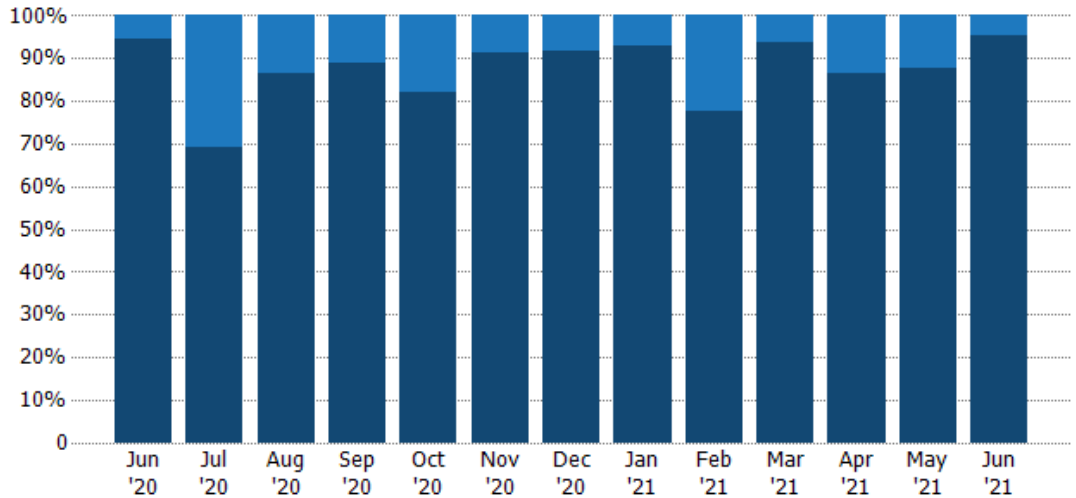
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$5.01M	\$6.19M	\$7.61M	\$4.1M	\$7.85M	\$7.11M	\$7.65M	\$4.08M	\$2.08M	\$4.37M	\$6.16M	\$4.64M	\$6.54M
Prior Year	\$5.19M	\$7.1M	\$3.29M	\$2.58M	\$4.59M	\$5.31M	\$3.8M	\$2.96M	\$1.47M	\$2.83M	\$4.33M	\$1.88M	\$5.01M
Percent Change from Prior Year	-3%	-13%	131%	59%	71%	34%	101%	38%	41%	54%	42%	148%	30%

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



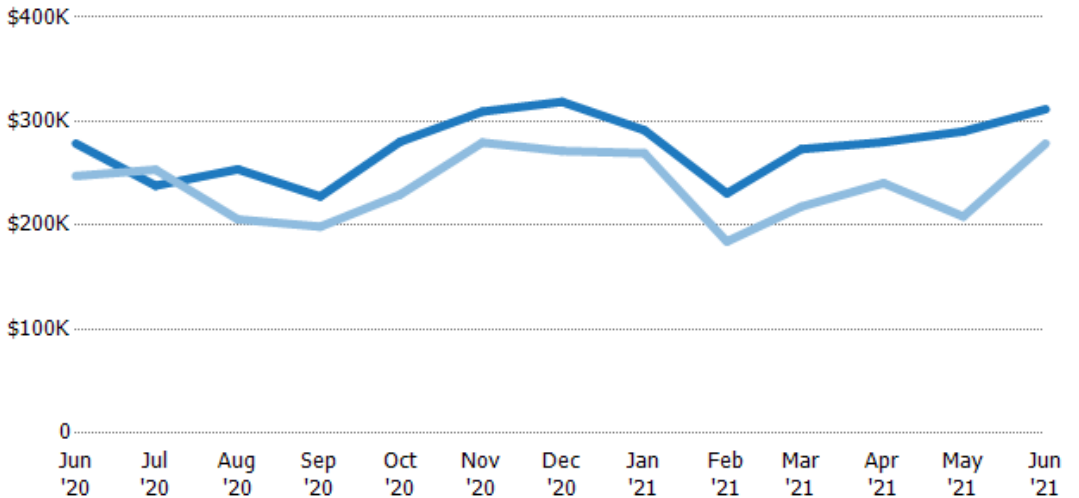
Condo/Townhouse	6%	31%	13%	11%	18%	9%	8%	7%	22%	6%	14%	13%	5%
Single Family Residence	94%	69%	87%	89%	82%	91%	92%	93%	78%	94%	86%	88%	95%

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	\$279K	\$238K	\$254K	\$228K	\$280K	\$309K	\$319K	\$291K	\$231K	\$273K	\$280K	\$290K	\$312K
Prior Year	\$247K	\$253K	\$206K	\$199K	\$229K	\$280K	\$271K	\$269K	\$184K	\$218K	\$240K	\$208K	\$279K
Percent Change from Prior Year	13%	-6%	23%	15%	22%	11%	17%	8%	25%	25%	16%	39%	12%

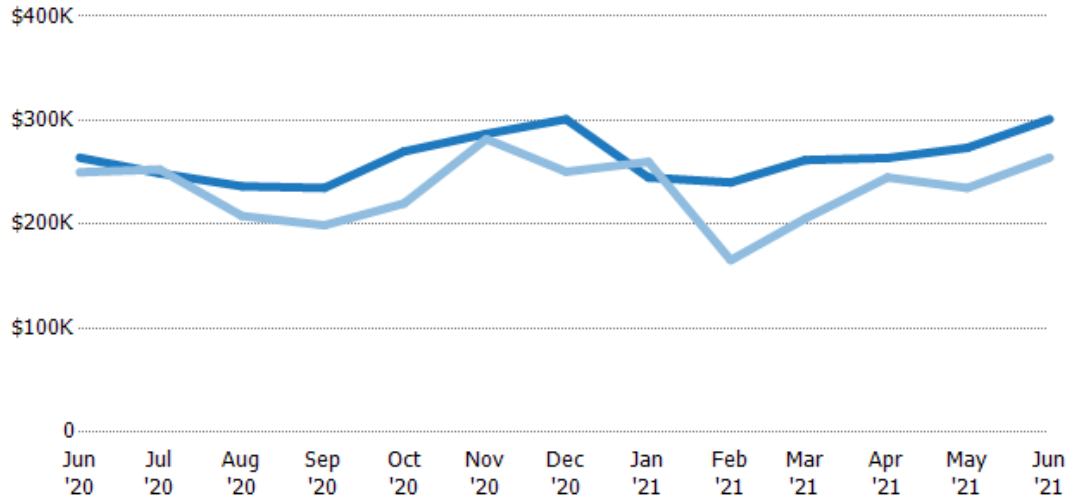
Median Sales Price

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.
Jun '21	\$301K	14%
Jun '20	\$264K	5.6%
Jun '19	\$250K	-20%



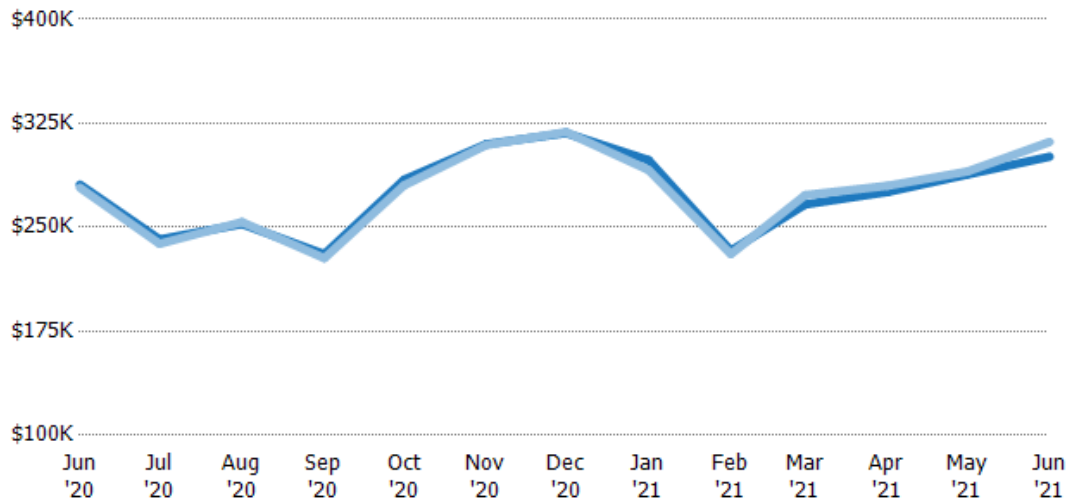
Current Year	\$264K	\$249K	\$237K	\$235K	\$270K	\$287K	\$301K	\$245K	\$240K	\$262K	\$264K	\$274K	\$301K
Prior Year	\$250K	\$253K	\$208K	\$199K	\$220K	\$282K	\$251K	\$260K	\$165K	\$206K	\$245K	\$235K	\$264K
Percent Change from Prior Year	6%	-1%	14%	18%	23%	2%	20%	-6%	45%	27%	8%	16%	14%

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



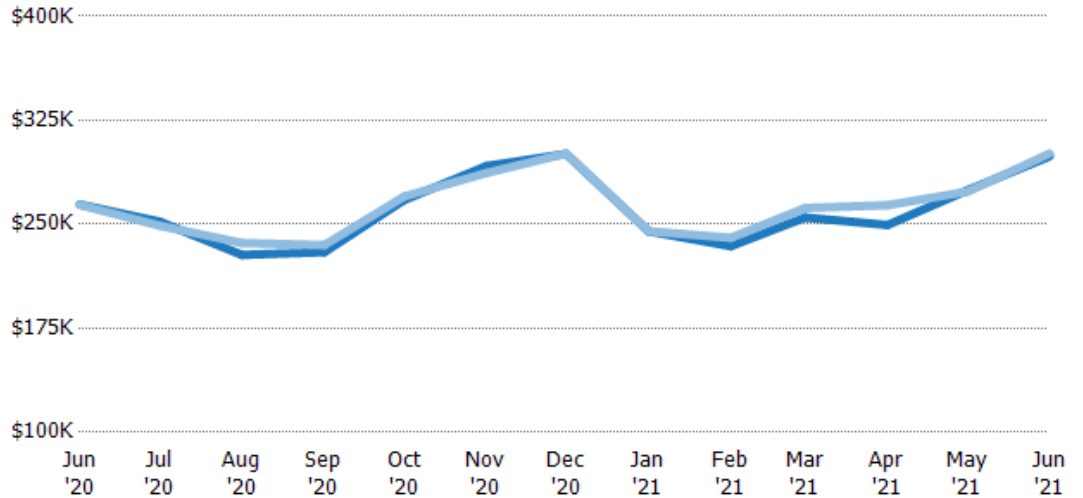
Avg List Price	\$281K	\$241K	\$252K	\$231K	\$284K	\$310K	\$318K	\$298K	\$233K	\$267K	\$275K	\$288K	\$301K
Avg Sales Price	\$279K	\$238K	\$254K	\$228K	\$280K	\$309K	\$319K	\$291K	\$231K	\$273K	\$280K	\$290K	\$312K
Avg Sales Price as a % of Avg List Price	99%	99%	101%	99%	99%	100%	100%	98%	99%	103%	102%	101%	104%

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



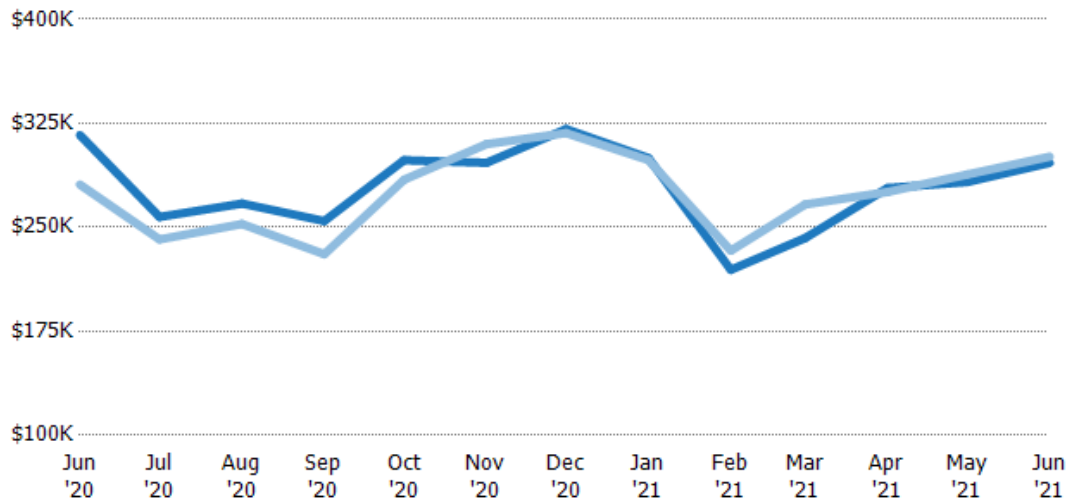
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median List Price	\$264K	\$252K	\$228K	\$230K	\$267K	\$292K	\$301K	\$245K	\$234K	\$255K	\$250K	\$274K	\$299K
Median Sales Price	\$264K	\$249K	\$237K	\$235K	\$270K	\$287K	\$301K	\$245K	\$240K	\$262K	\$264K	\$274K	\$301K
Med Sales Price as a % of Med List Price	100%	99%	104%	102%	101%	98%	100%	100%	103%	103%	106%	100%	101%

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



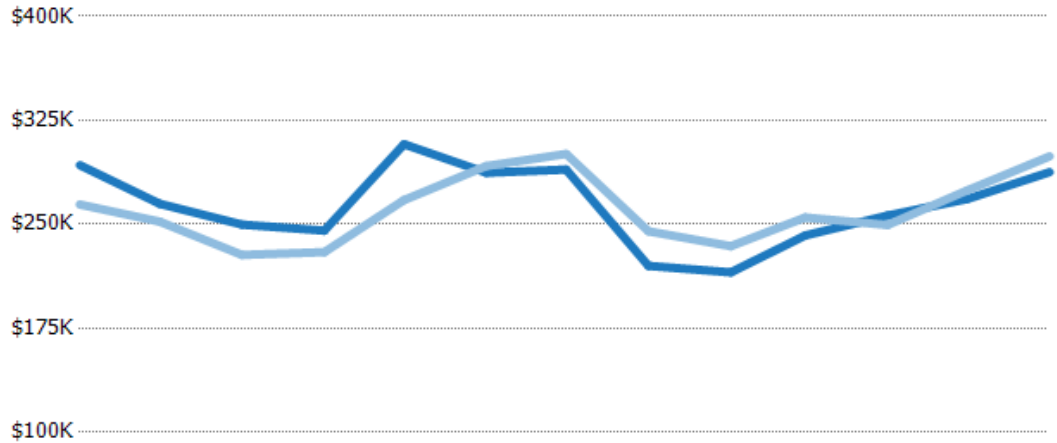
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$317K	\$257K	\$267K	\$255K	\$298K	\$296K	\$321K	\$300K	\$219K	\$242K	\$278K	\$283K	\$296K
Avg Sales Price	\$281K	\$241K	\$252K	\$231K	\$284K	\$310K	\$318K	\$298K	\$233K	\$267K	\$275K	\$288K	\$301K
Avg Sales Price as a % of Avg Est Value	89%	94%	94%	91%	95%	105%	99%	100%	106%	110%	99%	102%	102%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$293K	\$265K	\$250K	\$245K	\$308K	\$287K	\$289K	\$220K	\$215K	\$242K	\$256K	\$268K	\$288K
Median Sales Price	\$264K	\$252K	\$228K	\$230K	\$267K	\$292K	\$301K	\$245K	\$234K	\$255K	\$250K	\$274K	\$299K
Med Sales Price as a % of Med Est Value	90%	95%	91%	94%	87%	102%	104%	111%	109%	105%	97%	102%	104%