

## 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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	20	16	+25%	170	136	+25%
New Listing Volume	\$6,933,300	\$4,660,800	+48.8%	\$49,950,100	\$36,559,285	+36.6%
Active Listing Count	—	58	—	N/A	N/A	
Active Listing Volume	—	\$18,120,339	—	N/A	N/A	
Average Listing Price	—	\$312,420	—	\$313,136	\$280,793	+11.5%
Median Listing Price	—	\$312,500	—	\$296,766	\$264,754	+12.1%
Median Days in RPR	—	73	—	57.68	94.43	-38.9%
Months of Inventory	—	3.2	-100%	1.8	3.9	-53.3%
Absorption Rate	—	31.03%	—	55.38%	25.85%	+29.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	25	-12%	153	162	-5.6%
New Pending Sales Volume	\$6,858,400	\$6,245,506	+9.8%	\$45,496,340	\$38,852,227	+17.1%
Pending Sales Count	—	39	—	N/A	N/A	
Pending Sales Volume	—	\$9,620,814	—	N/A	N/A	
Closed Sales Count	13	26	-50%	111	103	+7.8%
Closed Sales Volume	\$3,979,500	\$6,190,750	-35.7%	\$31,849,984	\$24,678,502	+29.1%
Average Sales Price	\$306,115	\$238,106	+28.6%	\$286,937	\$239,597	+19.8%
Median Sales Price	\$328,500	\$249,000	+31.9%	\$275,217	\$238,885	+15.2%

## New Listings

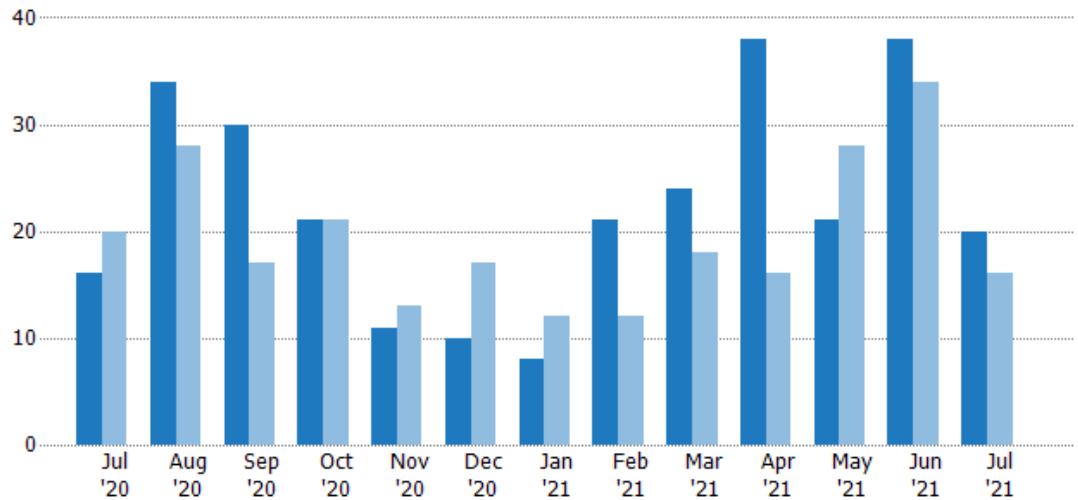
The number of new residential listings that were added each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Jul '21	20	25%
Jul '20	16	-20%
Jul '19	20	50%



Current Year	16	34	30	21	11	10	8	21	24	38	21	38	20
Prior Year	20	28	17	21	13	17	12	12	18	16	28	34	16
Percent Change from Prior Year	-20%	21%	76%	0%	-15%	-41%	-33%	75%	33%	138%	-25%	12%	25%

## New Listing Volume

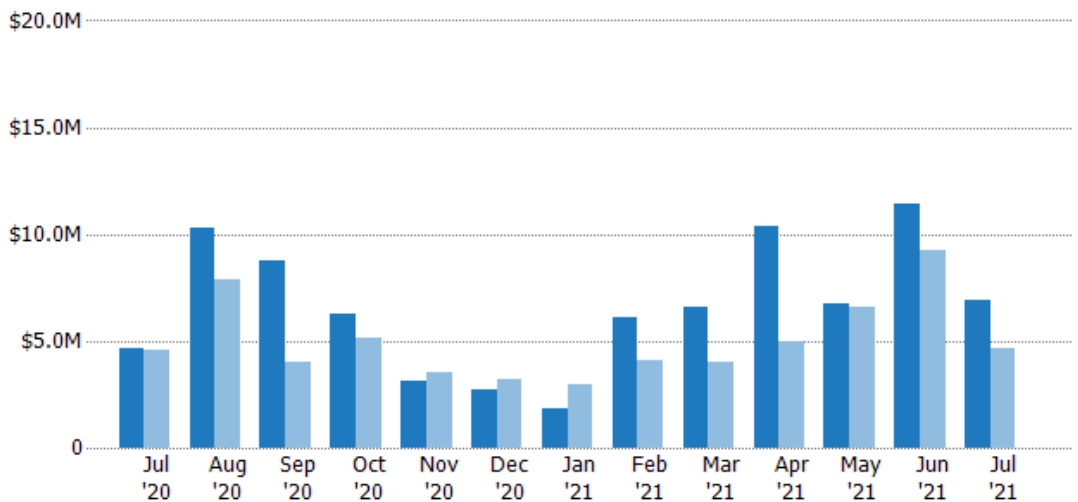
The sum of the listing price of residential listings that were added each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Jul '21	\$6.93M	48.8%
Jul '20	\$4.66M	2.1%
Jul '19	\$4.57M	64.7%



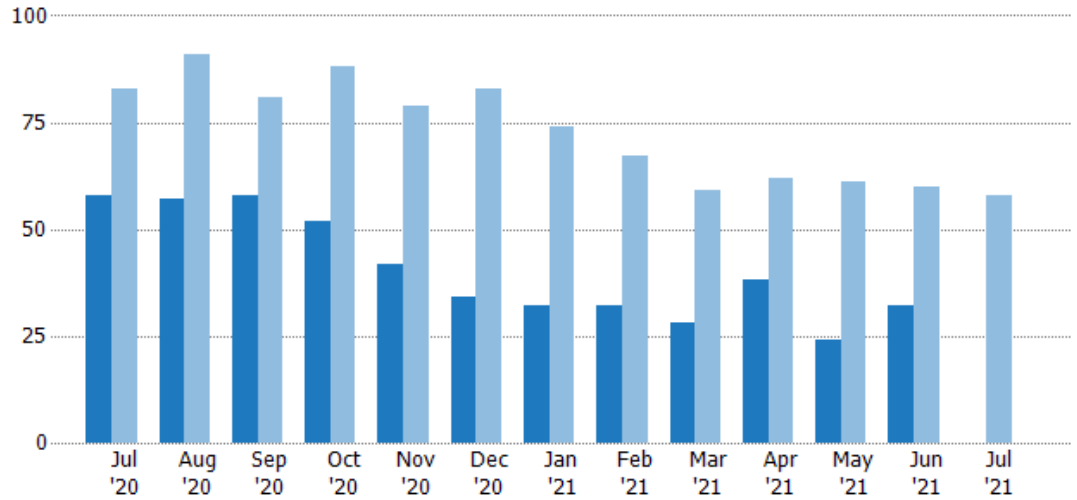
Current Year	\$4.66M	\$10.3M	\$8.8M	\$6.25M	\$3.13M	\$2.72M	\$1.8M	\$6.12M	\$6.57M	\$10.4M	\$6.73M	\$11.4M	\$6.93M
Prior Year	\$4.57M	\$7.91M	\$4.04M	\$5.11M	\$3.56M	\$3.23M	\$2.95M	\$4.13M	\$4.05M	\$4.97M	\$6.57M	\$9.24M	\$4.66M
Percent Change from Prior Year	2%	30%	118%	22%	-12%	-16%	-39%	48%	62%	109%	2%	23%	49%

## 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



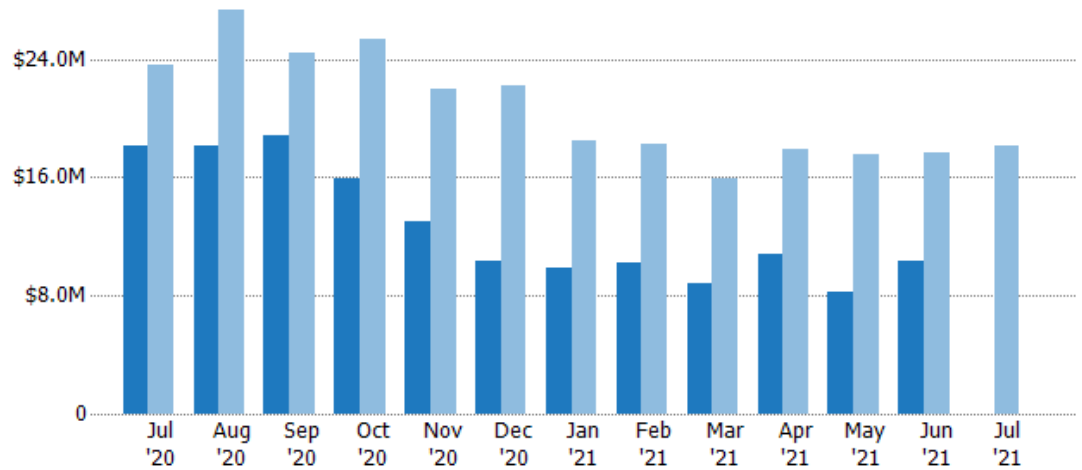
Current Year	58	57	58	52	42	34	32	32	28	38	24	32	-
Prior Year	83	91	81	88	79	83	74	67	59	62	61	60	58
Percent Change from Prior Year	-30%	-37%	-28%	-41%	-47%	-59%	-57%	-52%	-53%	-39%	-61%	-47%	-100%

## 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



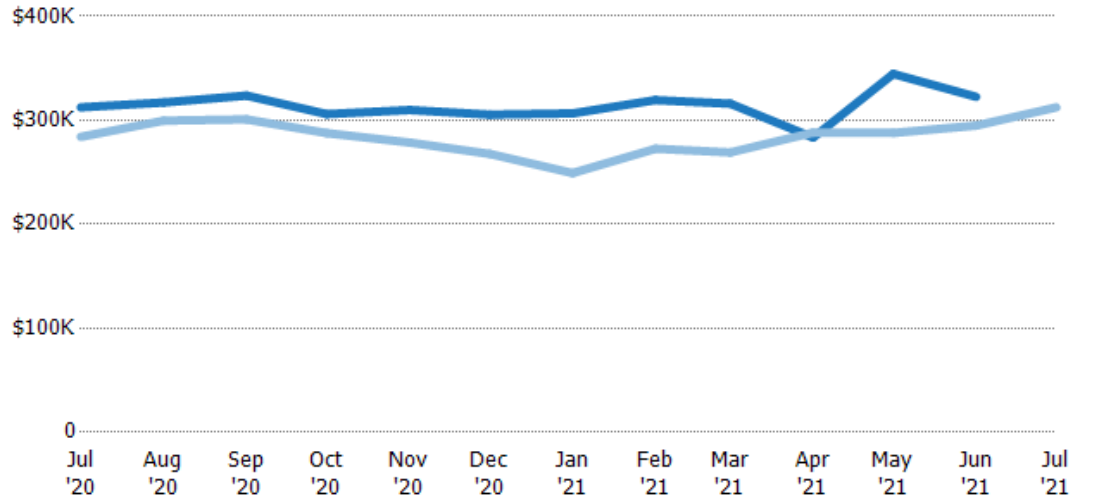
Current Year	\$18.1M	\$18.1M	\$18.8M	\$15.9M	\$13M	\$10.4M	\$9.81M	\$10.2M	\$8.85M	\$10.8M	\$8.27M	\$10.3M	-
Prior Year	\$23.6M	\$27.3M	\$24.4M	\$25.3M	\$22M	\$22.2M	\$18.4M	\$18.3M	\$15.9M	\$17.9M	\$17.6M	\$17.7M	\$18.1M
Percent Change from Prior Year	-23%	-34%	-23%	-37%	-41%	-53%	-47%	-44%	-44%	-40%	-53%	-42%	-100%

## 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



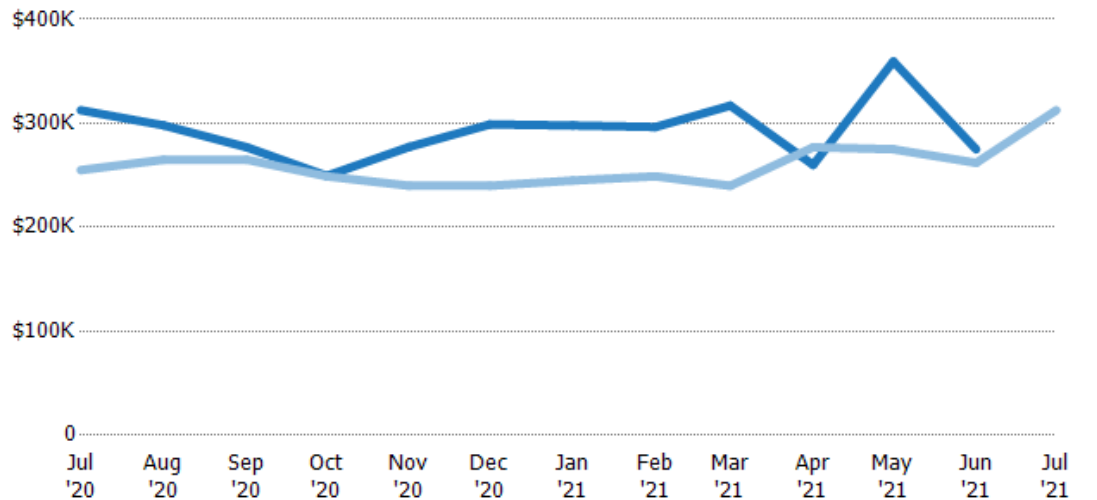
Current Year	\$312K	\$317K	\$324K	\$306K	\$310K	\$305K	\$307K	\$319K	\$316K	\$283K	\$345K	\$323K	-
Prior Year	\$284K	\$300K	\$301K	\$288K	\$279K	\$268K	\$249K	\$273K	\$269K	\$288K	\$288K	\$295K	\$312K
Percent Change from Prior Year	10%	6%	8%	6%	11%	14%	23%	17%	17%	-2%	20%	9%	-100%

## 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



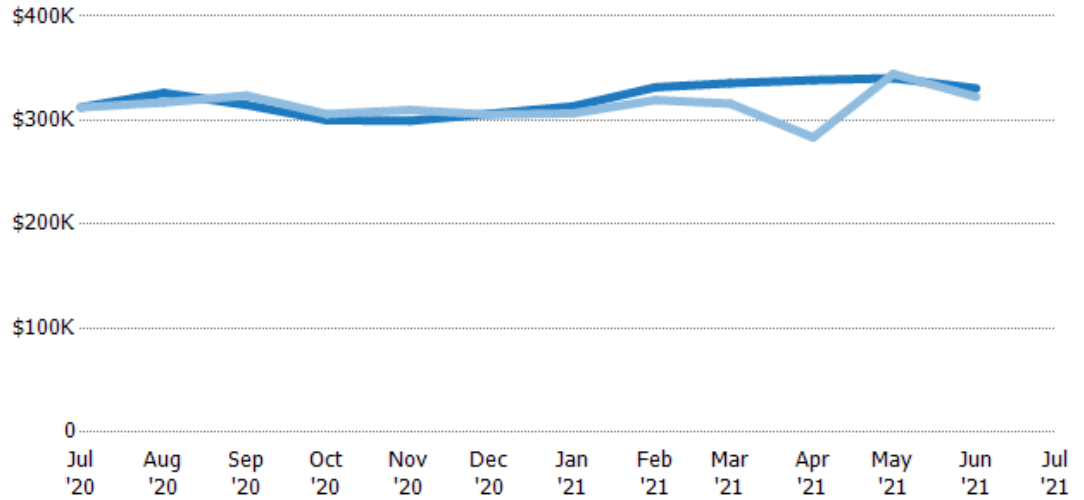
Current Year	\$313K	\$298K	\$277K	\$249K	\$277K	\$299K	\$298K	\$296K	\$317K	\$260K	\$360K	\$275K	-
Prior Year	\$255K	\$265K	\$265K	\$249K	\$240K	\$240K	\$245K	\$249K	\$240K	\$277K	\$275K	\$262K	\$313K
Percent Change from Prior Year	23%	12%	5%	0%	16%	25%	22%	19%	32%	-6%	31%	5%	-100%

## 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

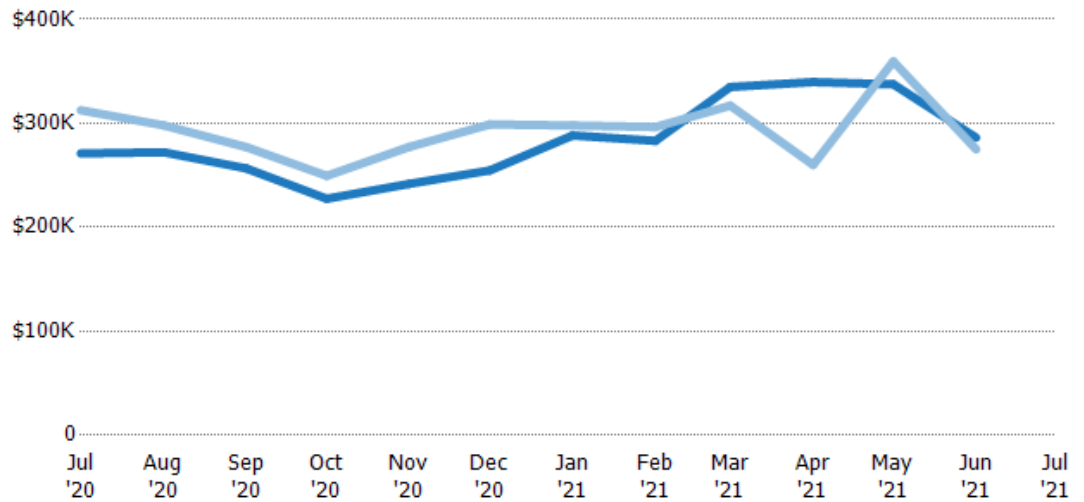


## Median Listing Price vs Median Est Value

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

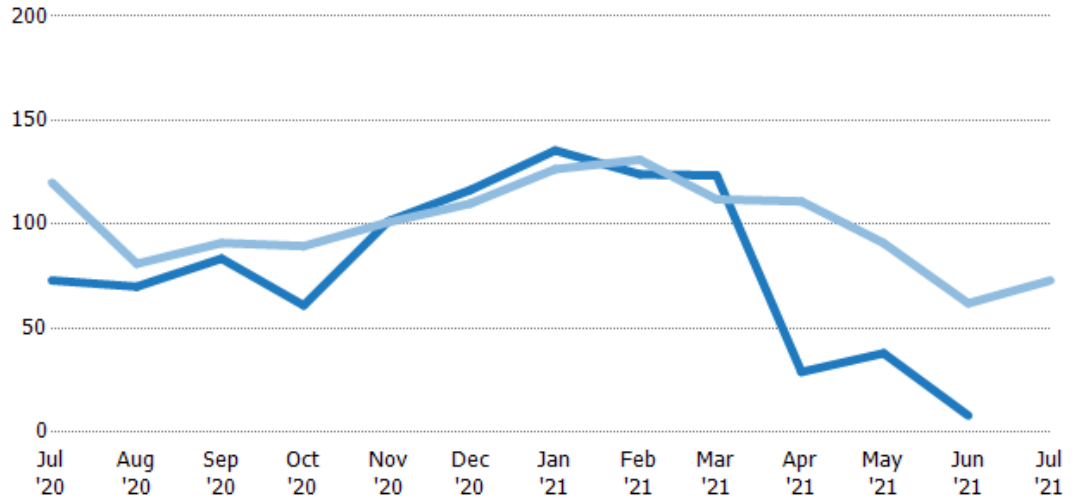


## Median Days in RPR

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



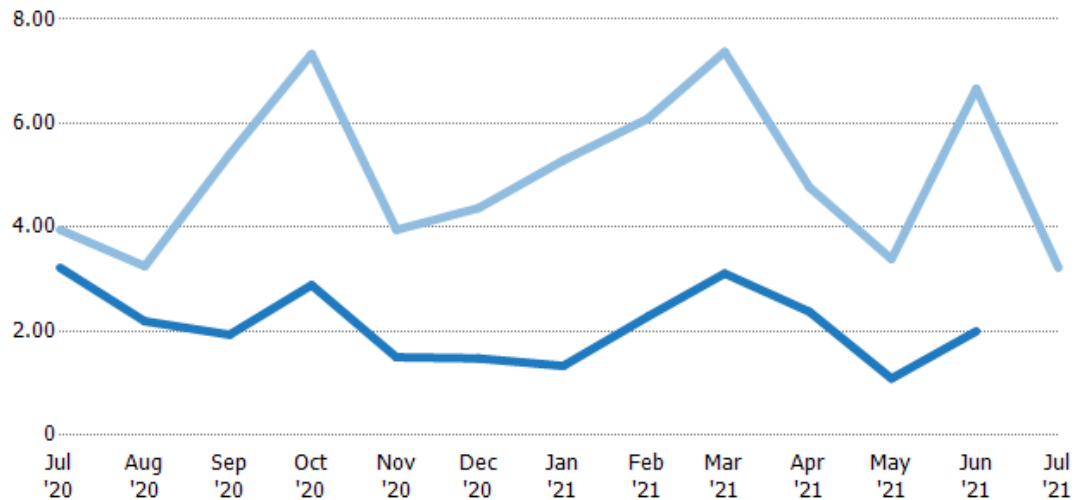
Current Year	73	70	83.5	61	102	117	136	124	124	29	38	8	-
Prior Year	120	81	91	89.5	101	110	127	131	112	111	91	62	73
Percent Change from Prior Year	-39%	-14%	-8%	-32%	0%	6%	7%	-5%	10%	-74%	-58%	-87%	-100%

## 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



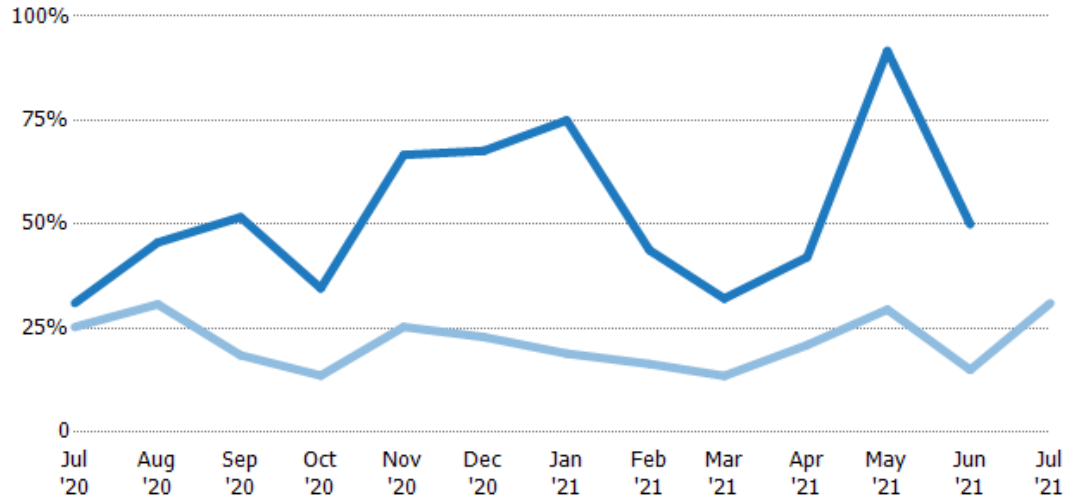
Current Year	3.22	2.19	1.93	2.89	1.5	1.48	1.33	2.29	3.11	2.38	1.09	2	-
Prior Year	3.95	3.25	5.4	7.33	3.95	4.37	5.29	6.09	7.38	4.77	3.39	6.67	3.22
Percent Change from Prior Year	-18%	-33%	-64%	-61%	-62%	-66%	-75%	-62%	-58%	-50%	-68%	-70%	-100%

## 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



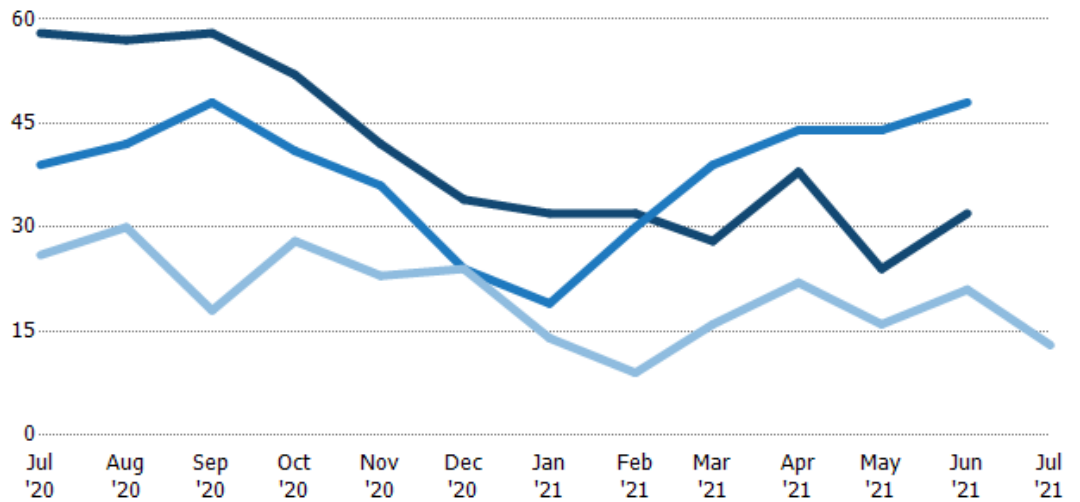
Current Year	31%	46%	52%	35%	67%	68%	75%	44%	32%	42%	92%	50%	-
Prior Year	25%	31%	19%	14%	25%	23%	19%	16%	14%	21%	30%	15%	31%
Change from Prior Year	-6%	-15%	-33%	-21%	-41%	-45%	-56%	-27%	-19%	-21%	-62%	-35%	31%

## 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



Active	58	57	58	52	42	34	32	32	28	38	24	32	-
Pending	39	42	48	41	36	24	19	30	39	44	44	48	-
Sold	26	30	18	28	23	24	14	9	16	22	16	21	13

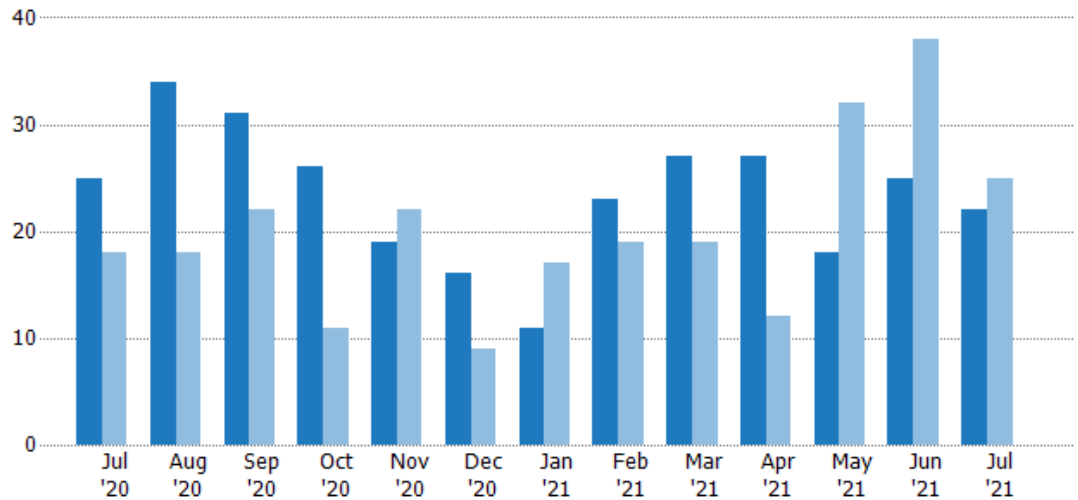
## New Pending Sales

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.
Jul '21	22	-12%
Jul '20	25	38.9%
Jul '19	18	0%



Current Year	25	34	31	26	19	16	11	23	27	27	18	25	22
Prior Year	18	18	22	11	22	9	17	19	19	12	32	38	25
Percent Change from Prior Year	39%	89%	41%	136%	-14%	78%	-35%	21%	42%	125%	-44%	-34%	-12%

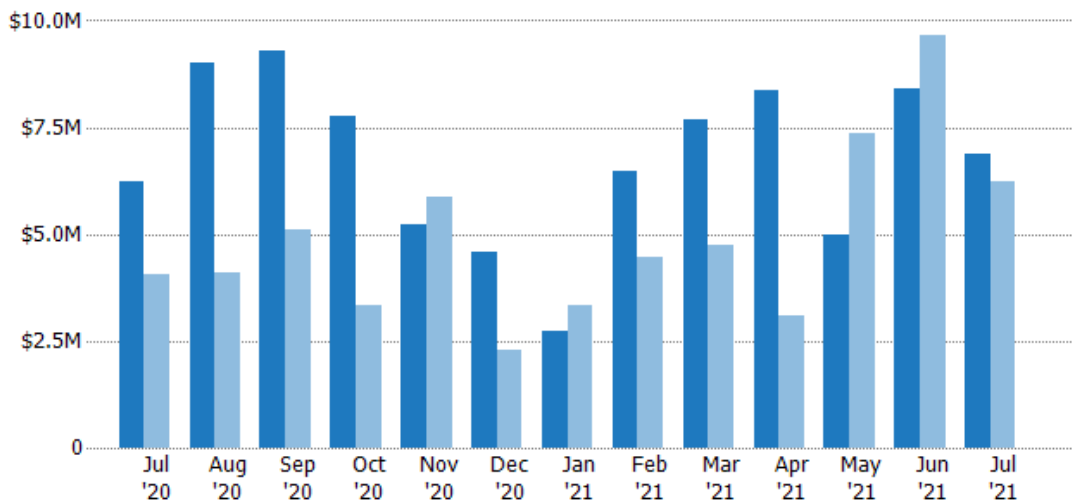
## New Pending Sales Volume

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.
Jul '21	\$6.86M	9.8%
Jul '20	\$6.25M	53.9%
Jul '19	\$4.06M	-1.7%



Current Year	\$6.25M	\$9M	\$9.31M	\$7.78M	\$5.24M	\$4.56M	\$2.74M	\$6.46M	\$7.68M	\$8.36M	\$4.99M	\$8.39M	\$6.86M
Prior Year	\$4.06M	\$4.1M	\$5.1M	\$3.32M	\$5.85M	\$2.27M	\$3.32M	\$4.45M	\$4.73M	\$3.1M	\$7.36M	\$9.66M	\$6.25M
Percent Change from Prior Year	54%	119%	83%	135%	-10%	101%	-17%	45%	62%	170%	-32%	-13%	10%

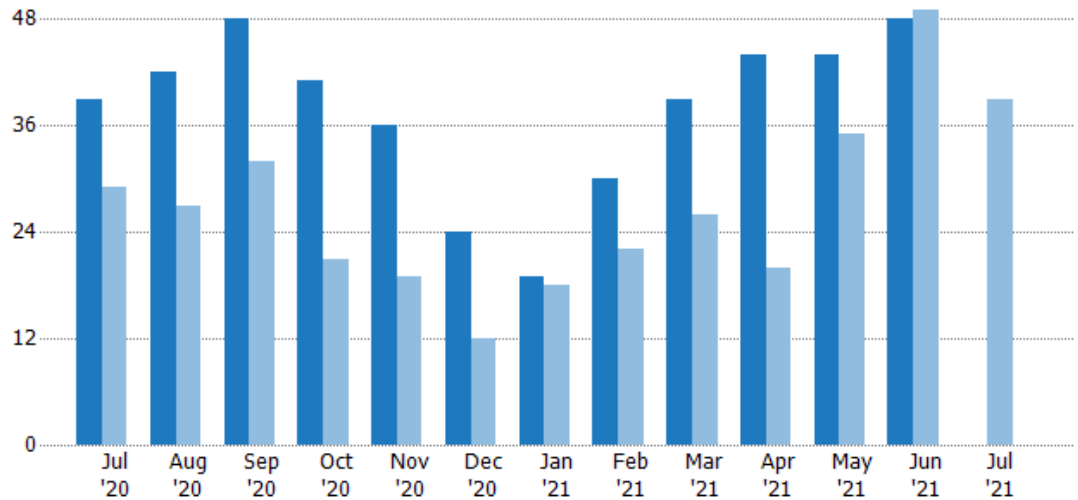


## Pending Sales

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



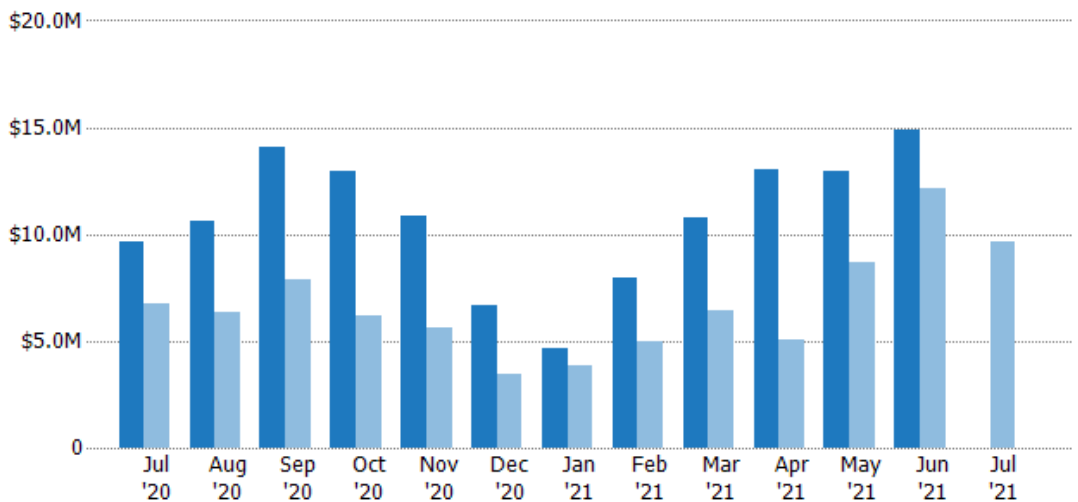
Current Year	39	42	48	41	36	24	19	30	39	44	44	48	-
Prior Year	29	27	32	21	19	12	18	22	26	20	35	49	39
Percent Change from Prior Year	34%	56%	50%	95%	89%	100%	6%	36%	50%	120%	26%	-2%	-100%

## 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



Current Year	\$9.62M	\$10.6M	\$14.1M	\$13M	\$10.9M	\$6.7M	\$4.64M	\$7.92M	\$10.7M	\$13M	\$12.9M	\$14.9M	-
Prior Year	\$6.73M	\$6.38M	\$7.85M	\$6.16M	\$5.59M	\$3.47M	\$3.88M	\$5.01M	\$6.42M	\$5.03M	\$8.67M	\$12.1M	\$9.62M
Percent Change from Prior Year	43%	67%	80%	111%	94%	93%	20%	58%	67%	159%	49%	23%	-100%

## Closed Sales

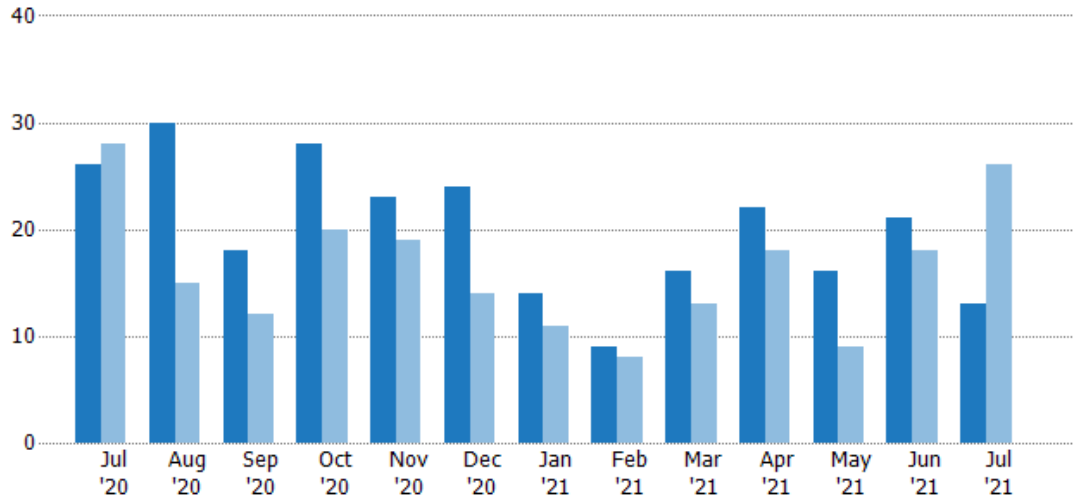
The total number of residential properties sold each month.

### Filters Used

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

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

Month/ Year	Count	% Chg.
Jul '21	13	-50%
Jul '20	26	-7.1%
Jul '19	28	-53.6%



Current Year	26	30	18	28	23	24	14	9	16	22	16	21	13
Prior Year	28	15	12	20	19	14	11	8	13	18	9	18	26
Percent Change from Prior Year	-7%	100%	50%	40%	21%	71%	27%	13%	23%	22%	78%	17%	-50%

## Closed Sales Volume

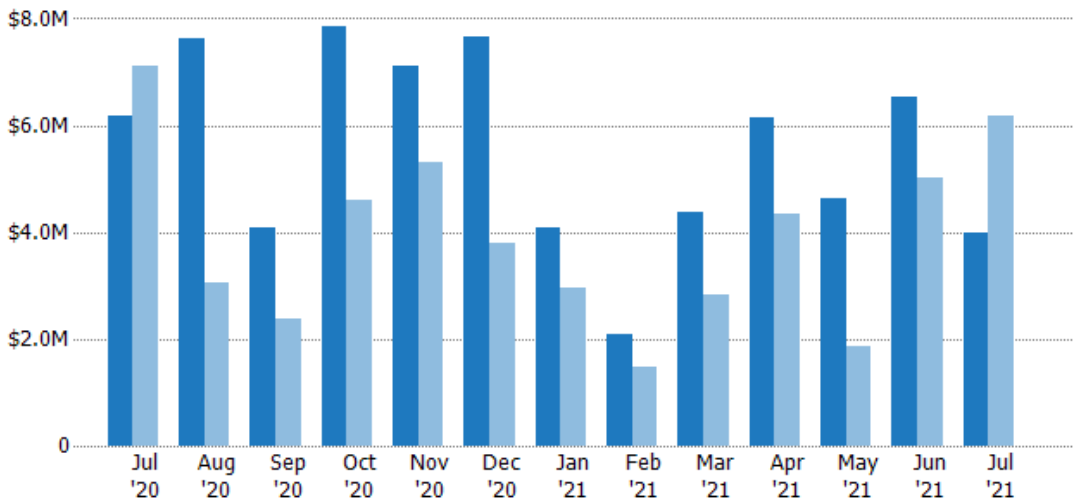
The sum of the sales price of residential properties sold each month.

### Filters Used

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

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

Month/ Year	Volume	% Chg.
Jul '21	\$3.98M	-35.7%
Jul '20	\$6.19M	-12.8%
Jul '19	\$7.1M	-65.8%



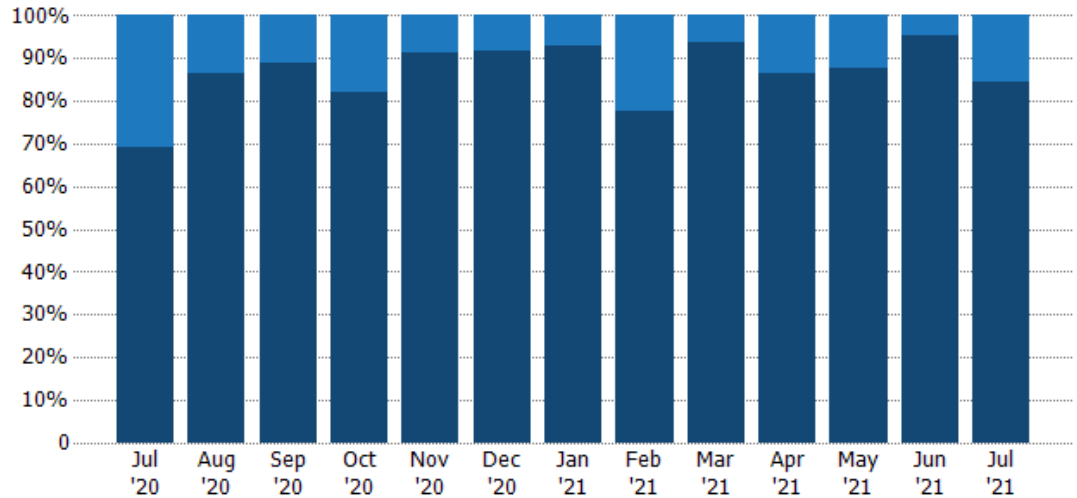
Current Year	\$6.19M	\$7.61M	\$4.1M	\$7.85M	\$7.11M	\$7.65M	\$4.08M	\$2.08M	\$4.37M	\$6.16M	\$4.64M	\$6.54M	\$3.98M
Prior Year	\$7.1M	\$3.06M	\$2.39M	\$4.59M	\$5.31M	\$3.8M	\$2.96M	\$1.47M	\$2.83M	\$4.33M	\$1.88M	\$5.01M	\$6.19M
Percent Change from Prior Year	-13%	149%	72%	71%	34%	101%	38%	41%	54%	42%	148%	30%	-36%

## 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

31% 13% 11% 18% 9% 8% 7% 22% 6% 14% 13% 5% 15%

Single Family Residence

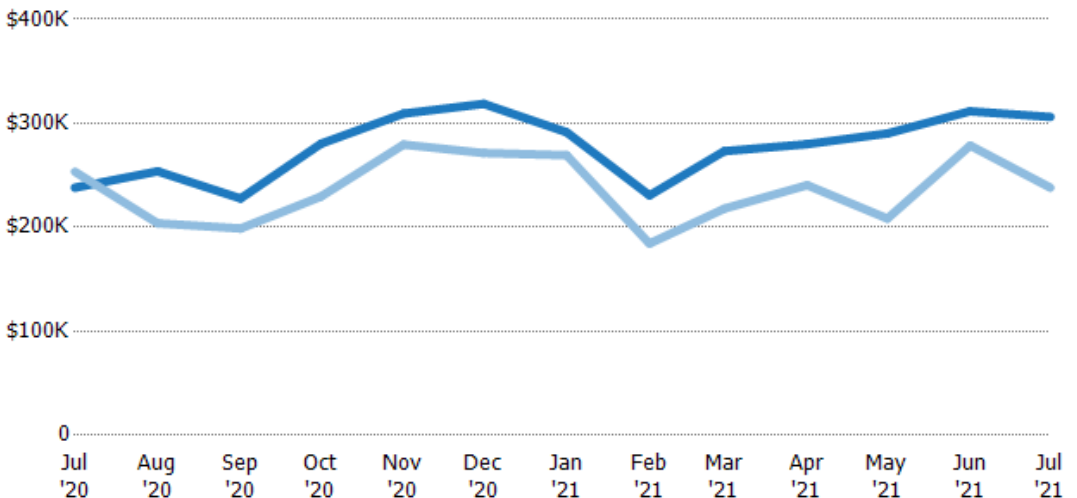
69% 87% 89% 82% 91% 92% 93% 78% 94% 86% 88% 95% 85%

## 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

\$238K \$254K \$228K \$280K \$309K \$319K \$291K \$231K \$273K \$280K \$290K \$312K \$306K

Prior Year

\$253K \$204K \$199K \$229K \$280K \$271K \$269K \$184K \$218K \$240K \$208K \$279K \$238K

Percent Change from Prior Year

-6% 25% 15% 22% 11% 17% 8% 25% 25% 16% 39% 12% 29%

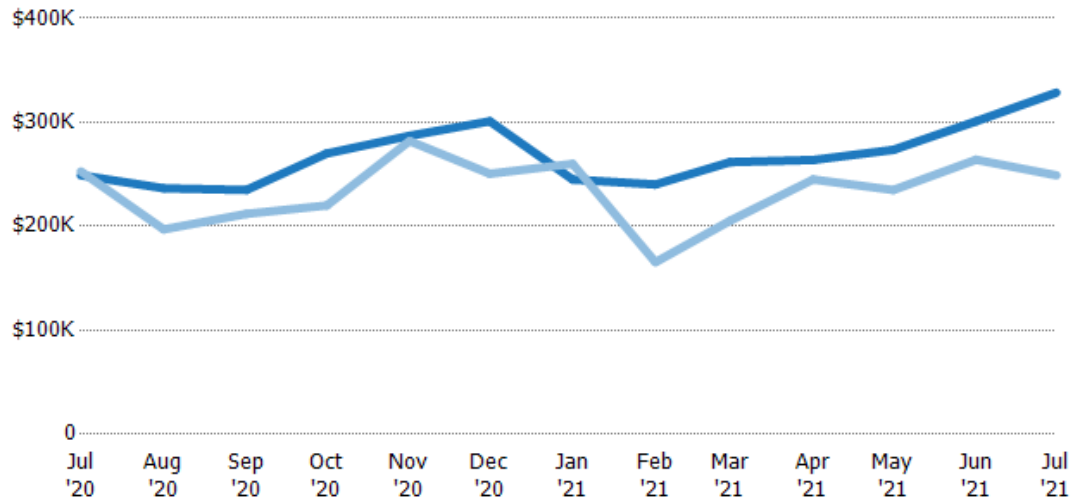
## Median Sales Price

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.
Jul '21	\$329K	31.9%
Jul '20	\$249K	-1.5%
Jul '19	\$253K	-24.8%



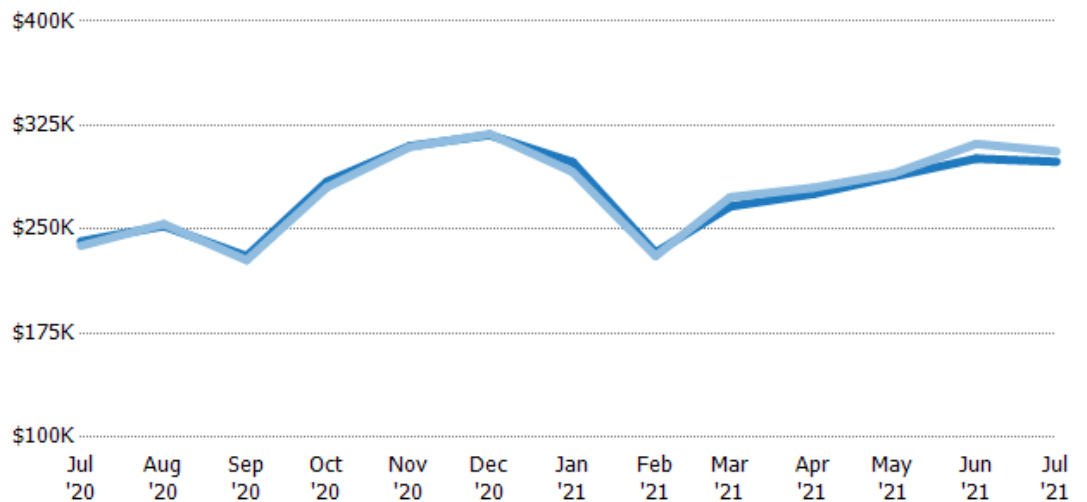
Current Year	\$249K	\$237K	\$235K	\$270K	\$287K	\$301K	\$245K	\$240K	\$262K	\$264K	\$274K	\$301K	\$329K
Prior Year	\$253K	\$197K	\$212K	\$220K	\$282K	\$251K	\$260K	\$165K	\$206K	\$245K	\$235K	\$264K	\$249K
Percent Change from Prior Year	-1%	20%	11%	23%	2%	20%	-6%	45%	27%	8%	16%	14%	32%

## 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



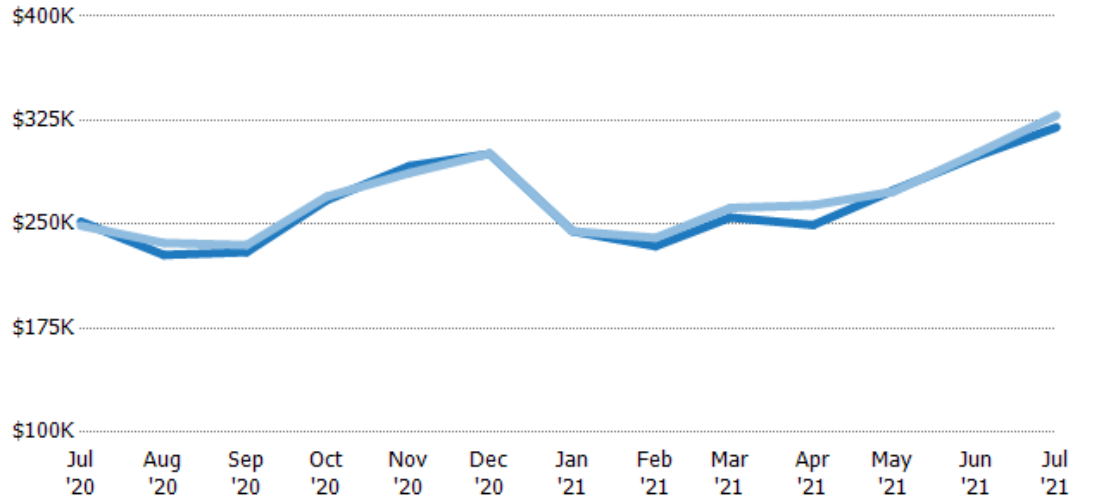
Avg List Price	\$241K	\$252K	\$231K	\$284K	\$310K	\$318K	\$298K	\$233K	\$267K	\$275K	\$288K	\$301K	\$299K
Avg Sales Price	\$238K	\$254K	\$228K	\$280K	\$309K	\$319K	\$291K	\$231K	\$273K	\$280K	\$290K	\$312K	\$306K
Avg Sales Price as a % of Avg List Price	99%	101%	99%	99%	100%	100%	98%	99%	103%	102%	101%	104%	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

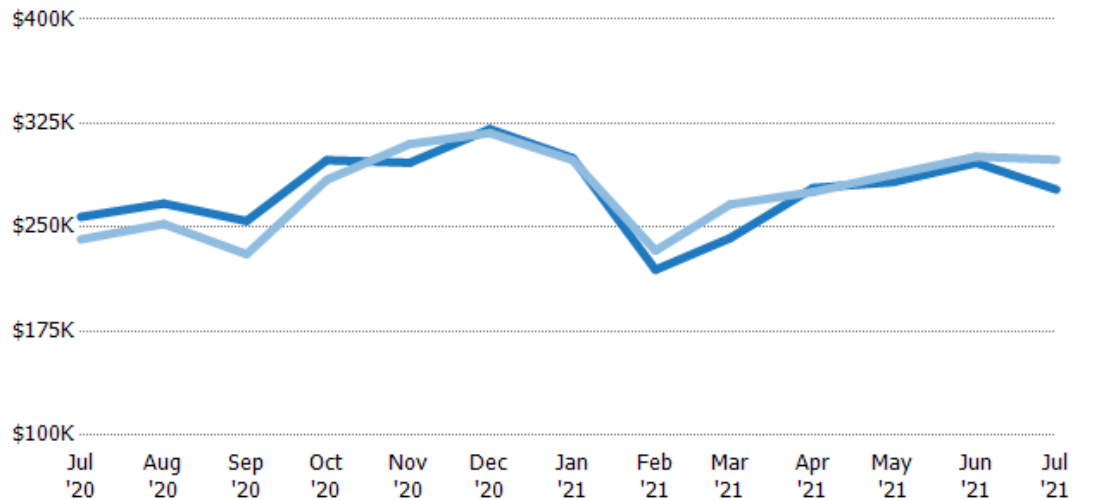


## Average Sales Price vs Average Est Value

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



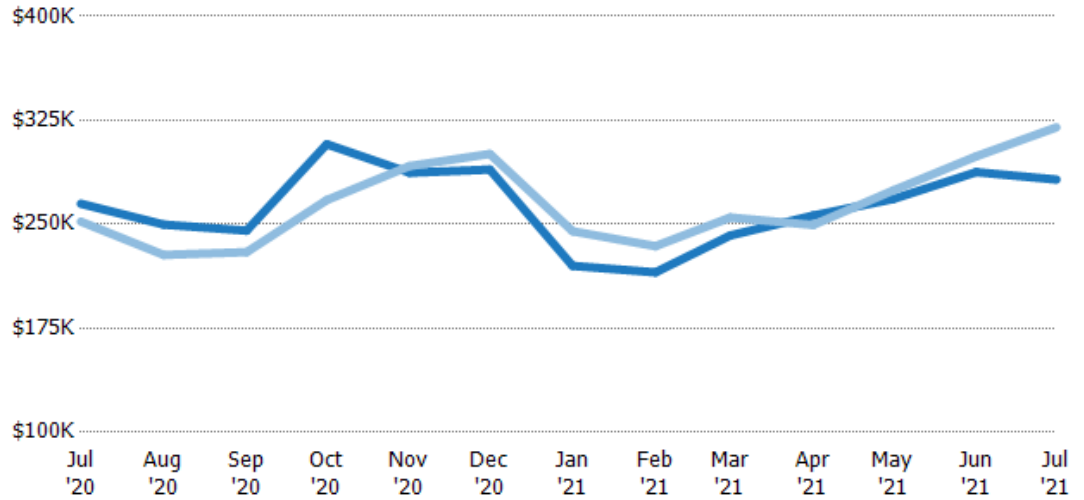
## Median Sales Price vs Median Est Value

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



Median Est Value	\$265K	\$250K	\$245K	\$308K	\$287K	\$289K	\$220K	\$215K	\$242K	\$256K	\$268K	\$288K	\$282K
Median Sales Price	\$252K	\$228K	\$230K	\$267K	\$292K	\$301K	\$245K	\$234K	\$255K	\$250K	\$274K	\$299K	\$320K
Med Sales Price as a % of Med Est Value	95%	91%	94%	87%	102%	104%	111%	109%	105%	97%	102%	104%	113%