

## 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%

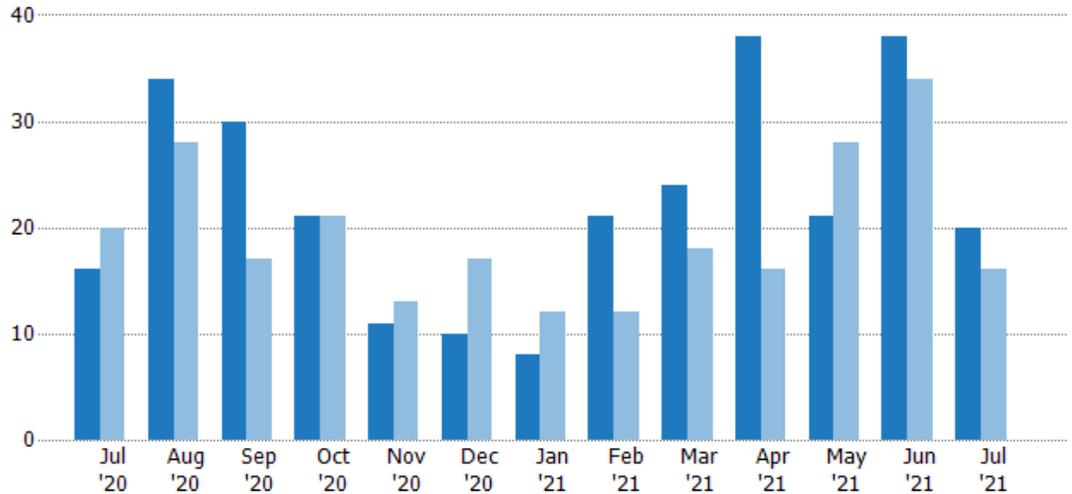
## New Listings

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%

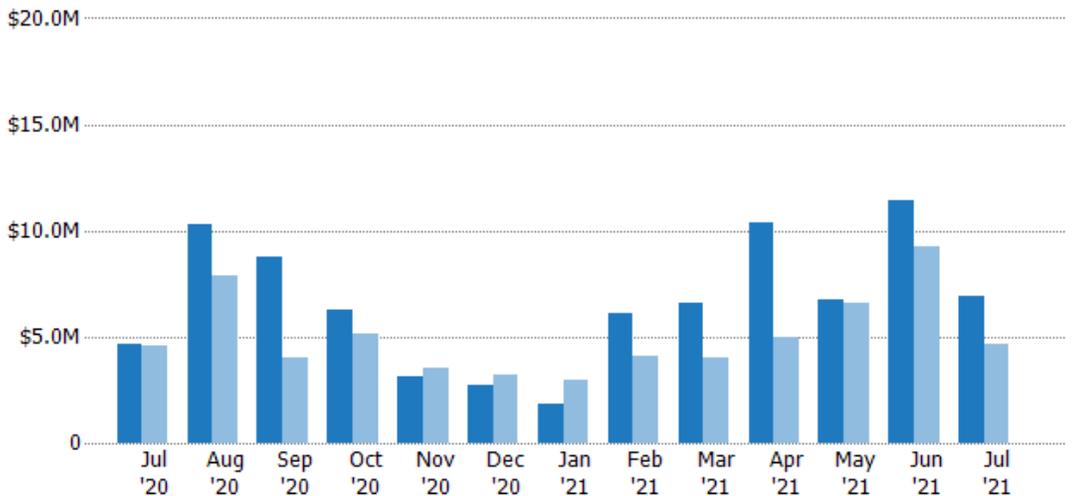
## New Listing Volume

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%



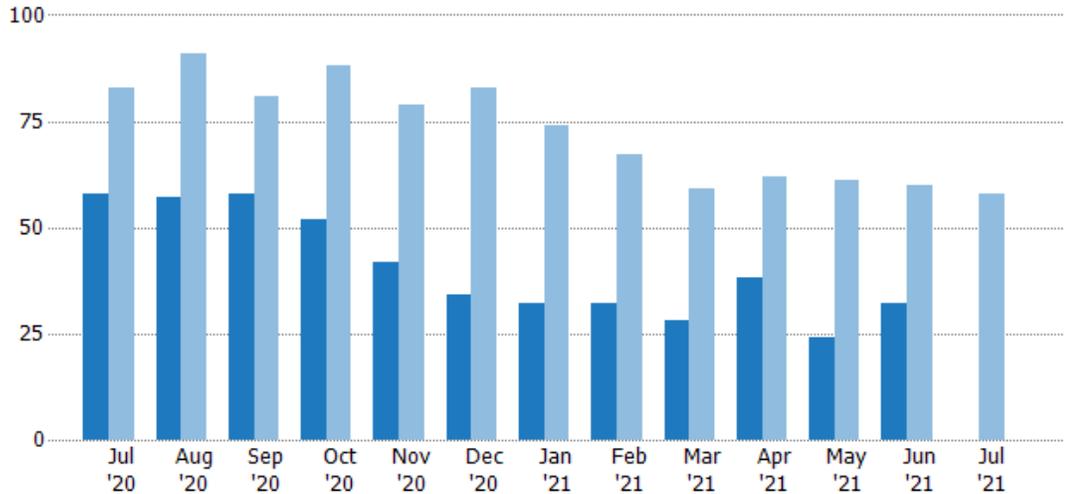
Current Year	\$4.66M	\$10.3M	\$8.8M	\$6.25M	\$3.13M	\$2.72M	\$1.8M	\$6.12M	\$6.57M	\$10.4M	\$6.73M	\$11.4M	\$6.93M
Prior Year	\$4.57M	\$7.91M	\$4.04M	\$5.11M	\$3.56M	\$3.23M	\$2.95M	\$4.13M	\$4.05M	\$4.97M	\$6.57M	\$9.24M	\$4.66M
Percent Change from Prior Year	2%	30%	118%	22%	-12%	-16%	-39%	48%	62%	109%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



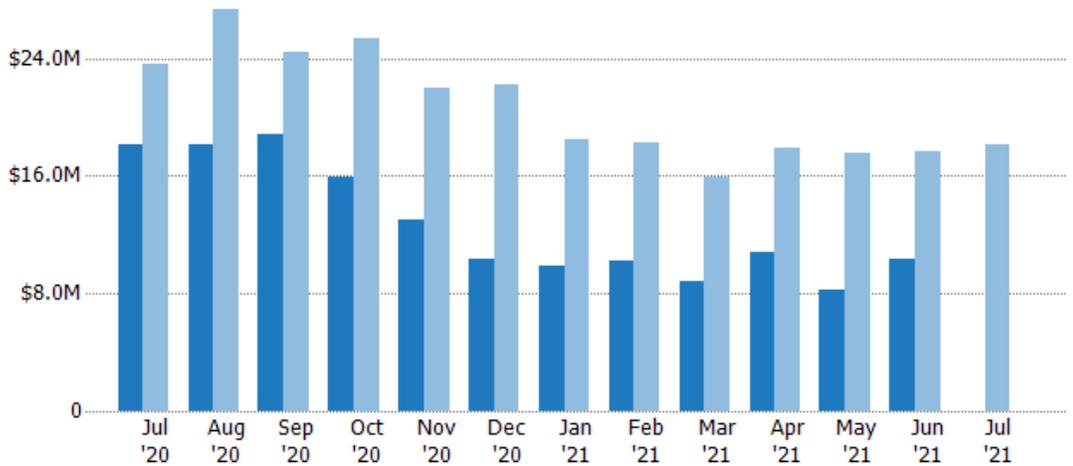
Current Year	58	57	58	52	42	34	32	32	28	38	24	32	-
Prior Year	83	91	81	88	79	83	74	67	59	62	61	60	58
Percent Change from Prior Year	-30%	-37%	-28%	-41%	-47%	-59%	-57%	-52%	-53%	-39%	-61%	-47%	-100%

## 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



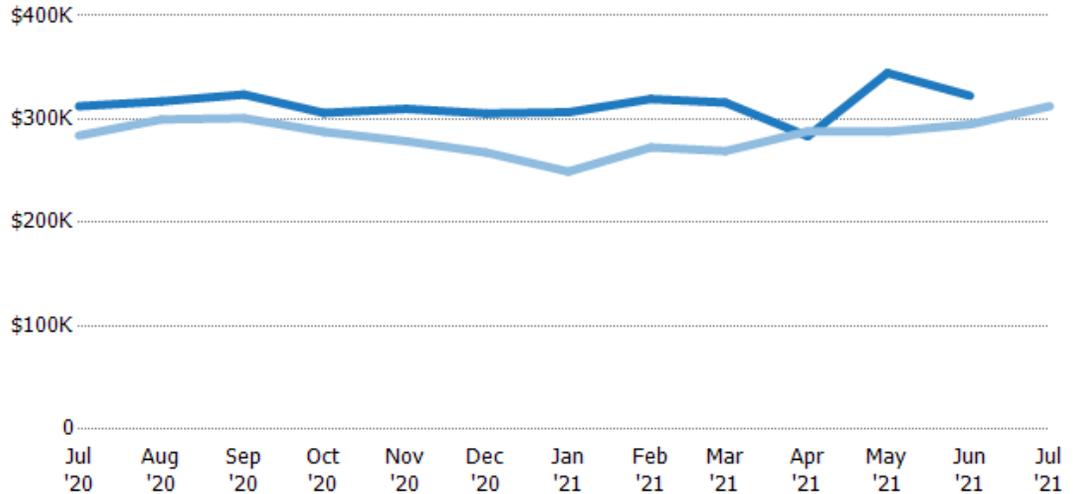
Current Year	\$18.1M	\$18.1M	\$18.8M	\$15.9M	\$13M	\$10.4M	\$9.81M	\$10.2M	\$8.85M	\$10.8M	\$8.27M	\$10.3M	-
Prior Year	\$23.6M	\$27.3M	\$24.4M	\$25.3M	\$22M	\$22.2M	\$18.4M	\$18.3M	\$15.9M	\$17.9M	\$17.6M	\$17.7M	\$18.1M
Percent Change from Prior Year	-23%	-34%	-23%	-37%	-41%	-53%	-47%	-44%	-44%	-40%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



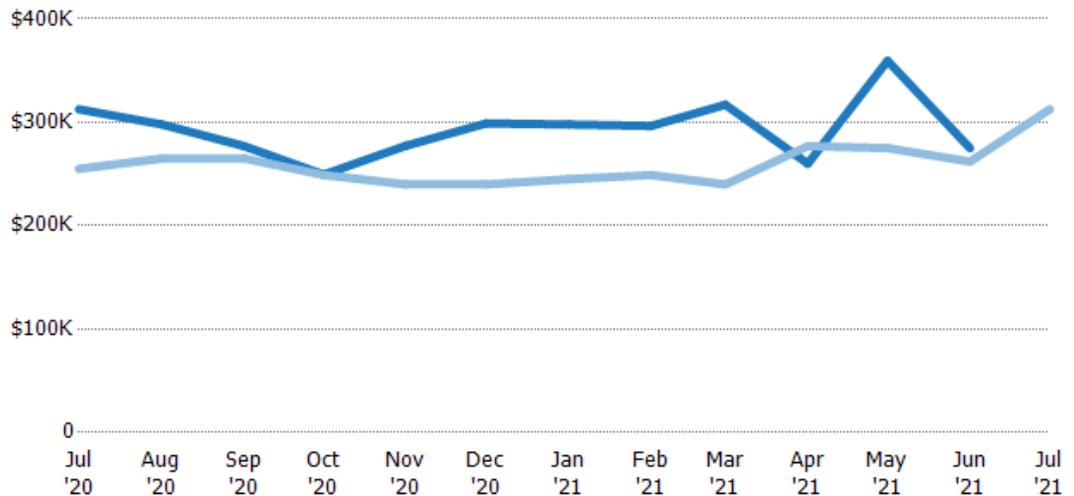
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	\$312K	\$317K	\$324K	\$306K	\$310K	\$305K	\$307K	\$319K	\$316K	\$283K	\$345K	\$323K	-
Prior Year	\$284K	\$300K	\$301K	\$288K	\$279K	\$268K	\$249K	\$273K	\$269K	\$288K	\$288K	\$295K	\$312K
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



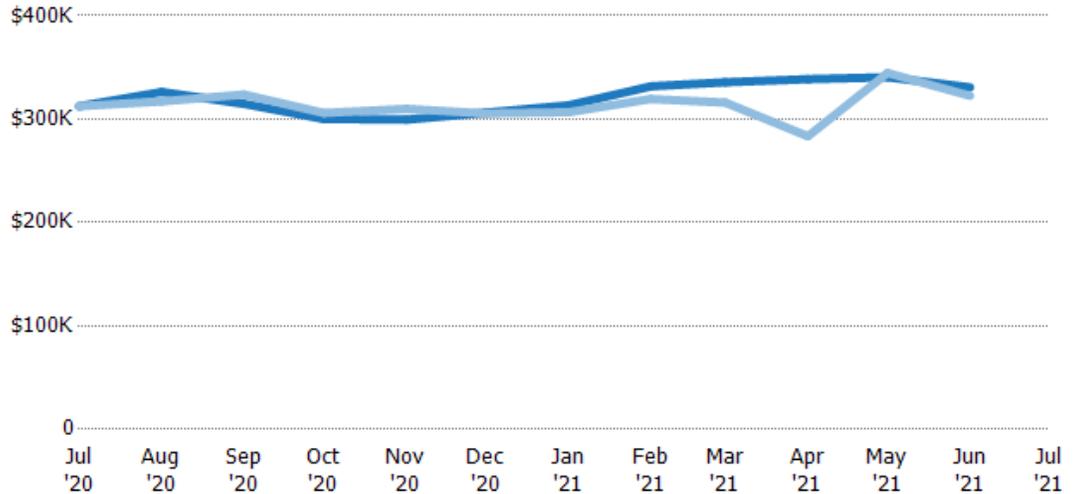
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	\$313K	\$298K	\$277K	\$249K	\$277K	\$299K	\$298K	\$296K	\$317K	\$260K	\$360K	\$275K	-
Prior Year	\$255K	\$265K	\$265K	\$249K	\$240K	\$240K	\$245K	\$249K	\$240K	\$277K	\$275K	\$262K	\$313K
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



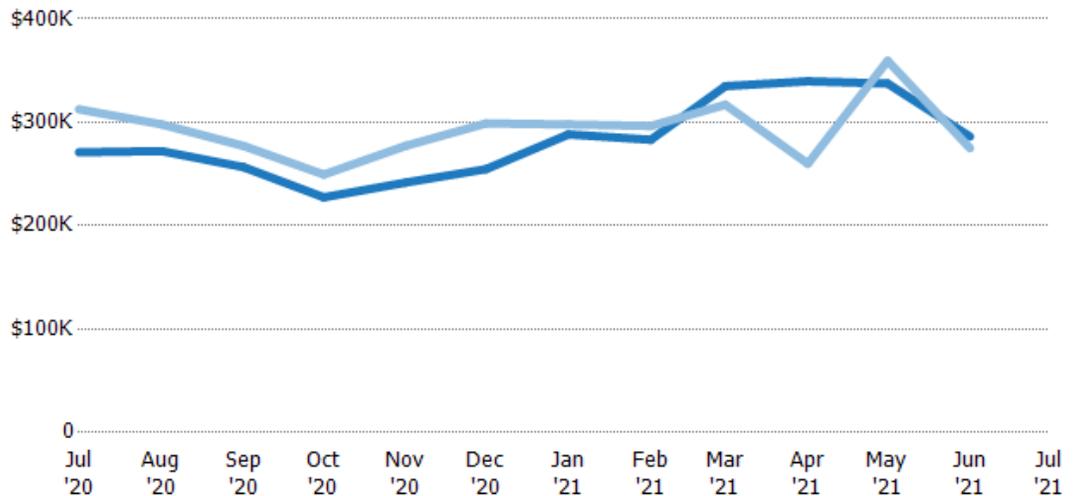
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Avg Est Value	\$312K	\$326K	\$315K	\$300K	\$299K	\$306K	\$313K	\$332K	\$336K	\$339K	\$341K	\$331K	-
Avg Listing Price	\$312K	\$317K	\$324K	\$306K	\$310K	\$305K	\$307K	\$319K	\$316K	\$283K	\$345K	\$323K	-
Avg Listing Price as a % of Avg Est Value	100%	97%	103%	102%	103%	100%	98%	96%	94%	84%	101%	98%	-

## 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



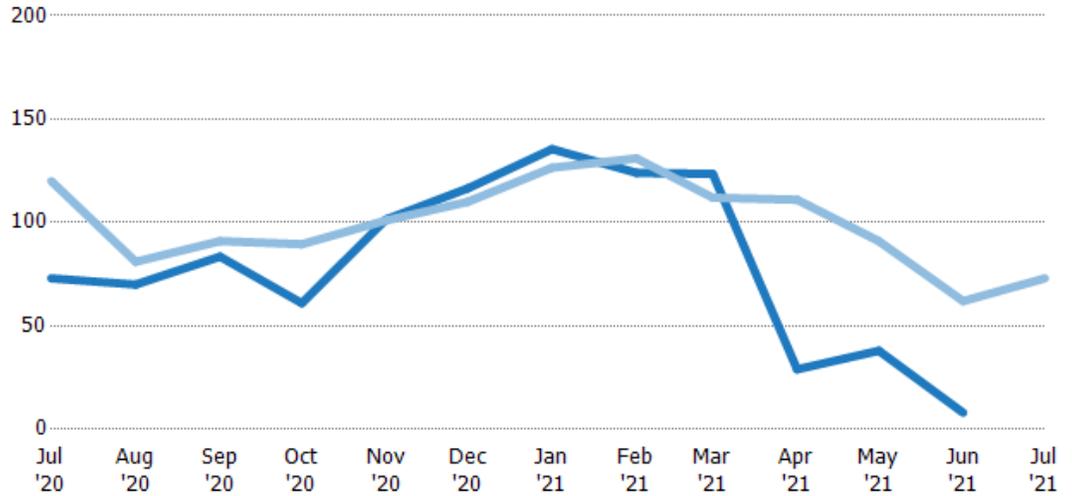
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Median Est Value	\$271K	\$272K	\$257K	\$227K	\$242K	\$255K	\$288K	\$283K	\$335K	\$340K	\$337K	\$286K	-
Median Listing Price	\$313K	\$298K	\$277K	\$249K	\$277K	\$299K	\$298K	\$296K	\$317K	\$260K	\$360K	\$275K	-
Med Listing Price as a % of Med Est Value	115%	109%	108%	110%	115%	117%	103%	105%	95%	77%	107%	96%	-

## 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



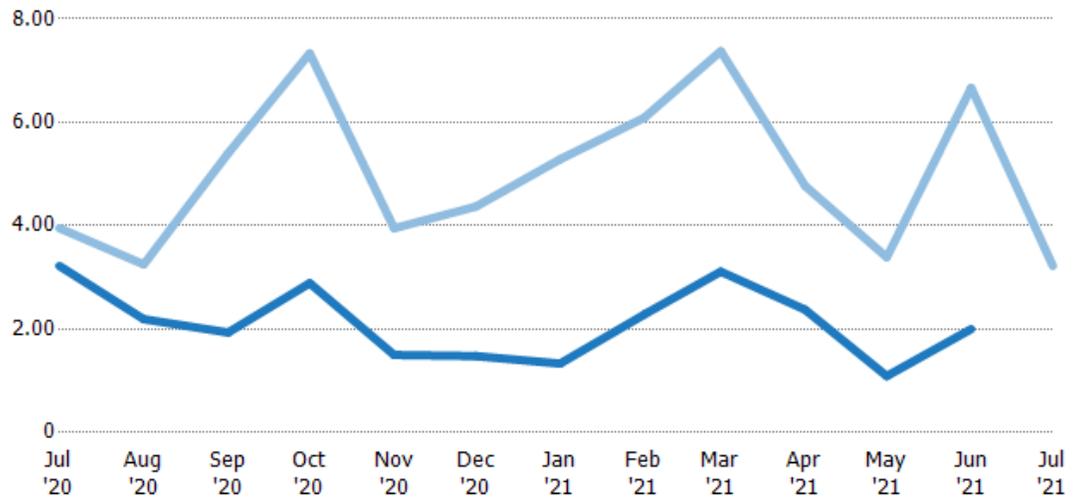
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	73	70	83.5	61	102	117	136	124	124	29	38	8	-
Prior Year	120	81	91	89.5	101	110	127	131	112	111	91	62	73
Percent Change from Prior Year	-39%	-14%	-8%	-32%	0%	6%	7%	-5%	10%	-74%	-58%	-87%	-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



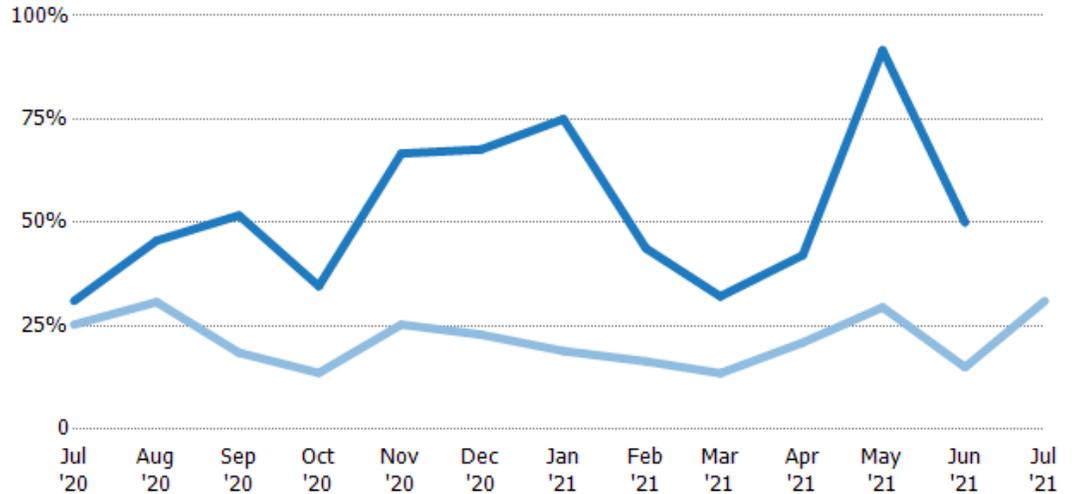
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	3.22	2.19	1.93	2.89	1.5	1.48	1.33	2.29	3.11	2.38	1.09	2	-
Prior Year	3.95	3.25	5.4	7.33	3.95	4.37	5.29	6.09	7.38	4.77	3.39	6.67	3.22
Percent Change from Prior Year	-18%	-33%	-64%	-61%	-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



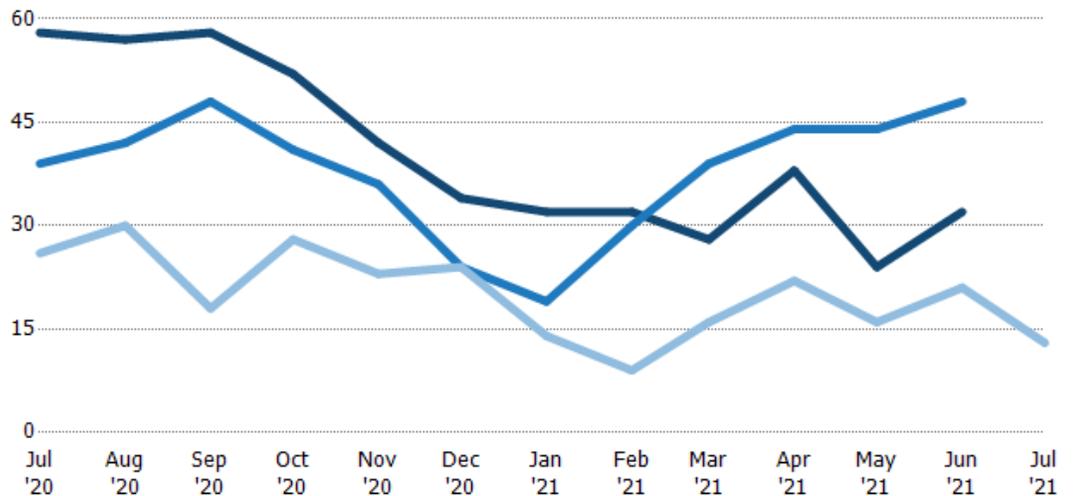
Current Year	31%	46%	52%	35%	67%	68%	75%	44%	32%	42%	92%	50%	-
Prior Year	25%	31%	19%	14%	25%	23%	19%	16%	14%	21%	30%	15%	31%
Change from Prior Year	-6%	-15%	-33%	-21%	-41%	-45%	-56%	-27%	-19%	-21%	-62%	-35%	31%

## 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

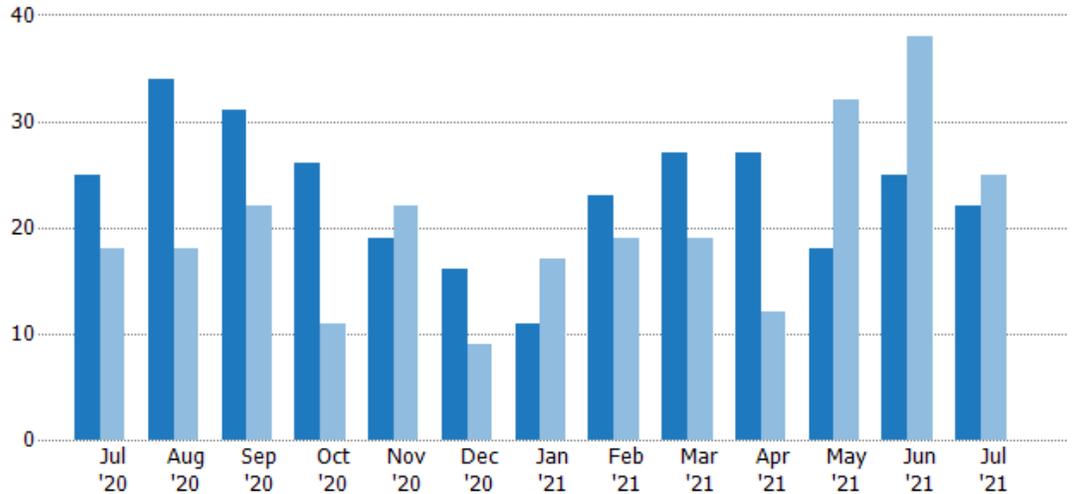
## New Pending Sales

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%

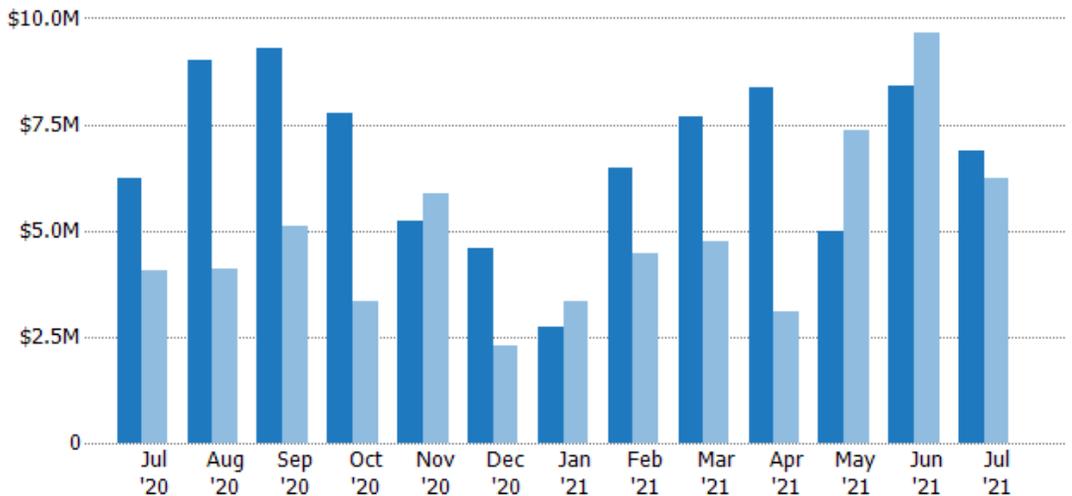
## New Pending Sales Volume

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%



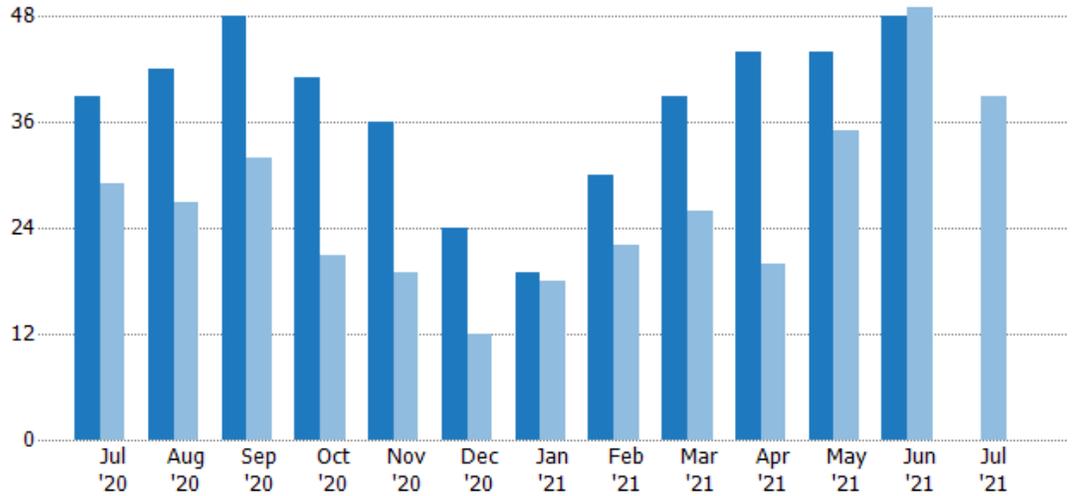
Current Year	\$6.25M	\$9M	\$9.31M	\$7.78M	\$5.24M	\$4.56M	\$2.74M	\$6.46M	\$7.68M	\$8.36M	\$4.99M	\$8.39M	\$6.86M
Prior Year	\$4.06M	\$4.1M	\$5.1M	\$3.32M	\$5.85M	\$2.27M	\$3.32M	\$4.45M	\$4.73M	\$3.1M	\$7.36M	\$9.66M	\$6.25M
Percent Change from Prior Year	54%	119%	83%	135%	-10%	101%	-17%	45%	62%	170%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



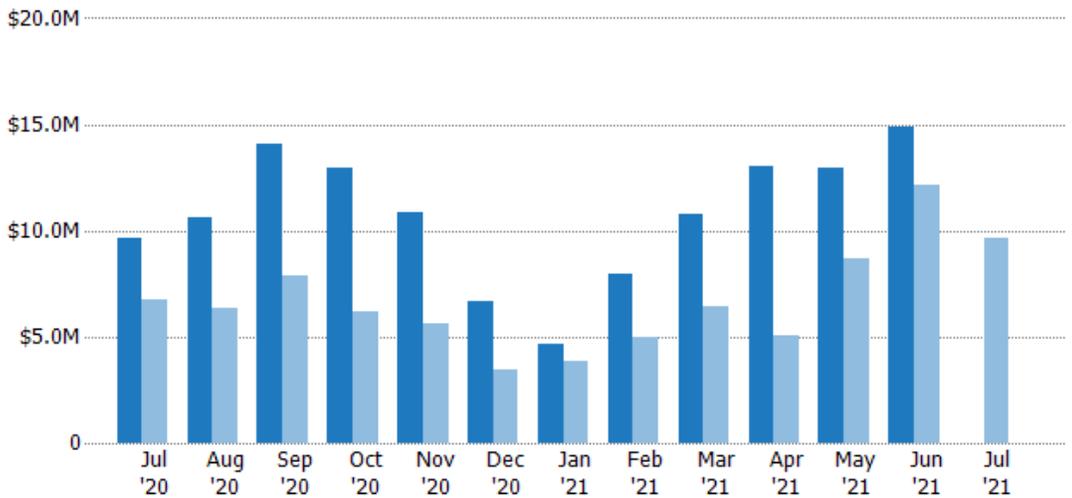
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	39	42	48	41	36	24	19	30	39	44	44	48	-
Prior Year	29	27	32	21	19	12	18	22	26	20	35	49	39
Percent Change from Prior Year	34%	56%	50%	95%	89%	100%	6%	36%	50%	120%	26%	-2%	-100%

## 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



	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
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%

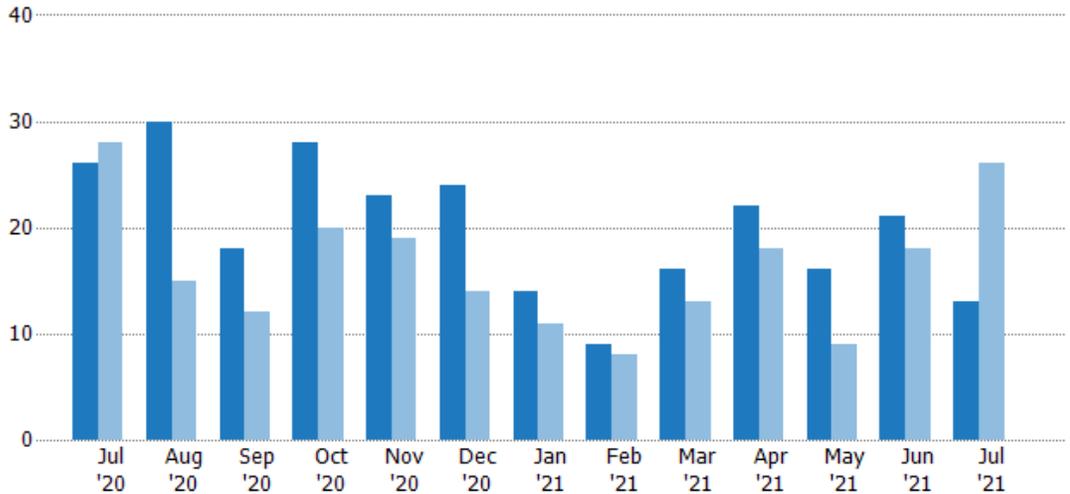
## Closed Sales

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%

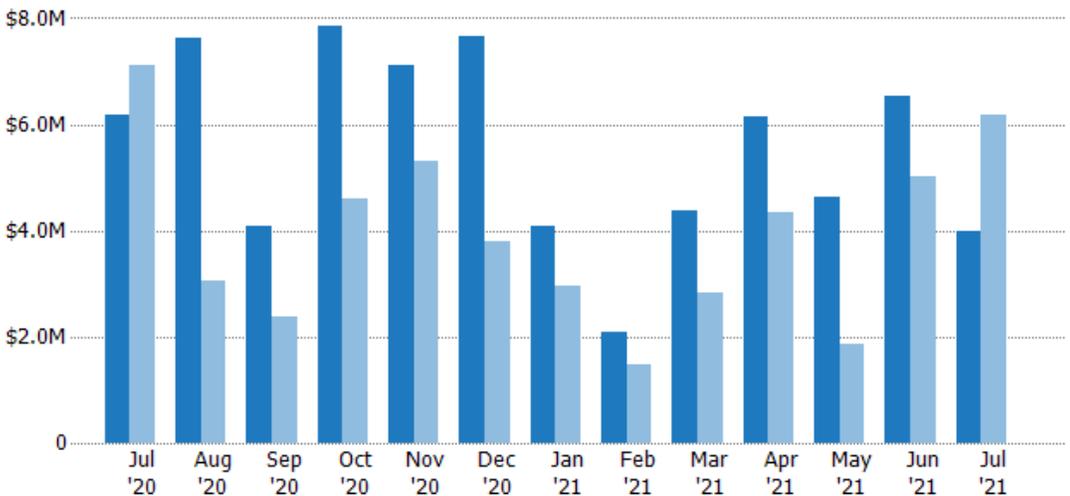
## Closed Sales Volume

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



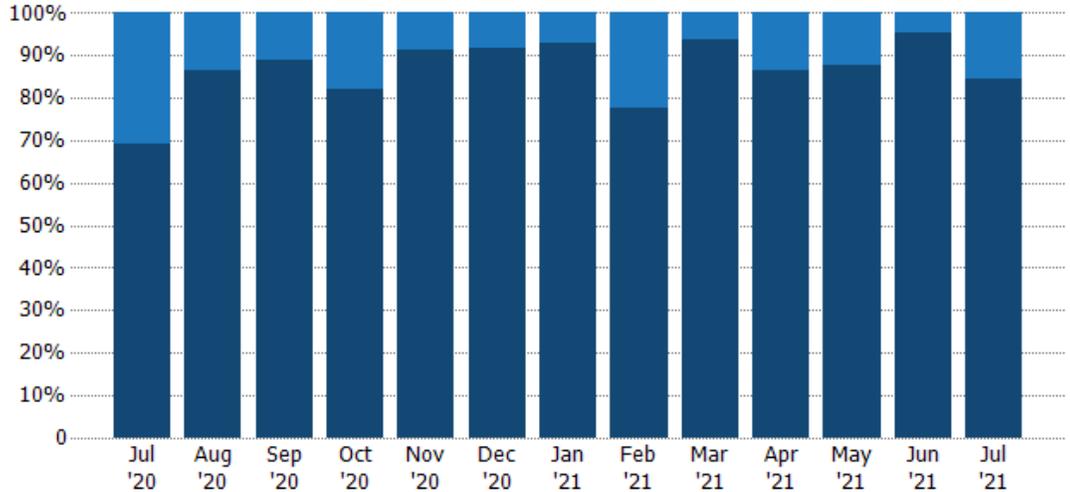
Month/Year	Volume	% Chg.
Jul '21	\$3.98M	-35.7%
Jul '20	\$6.19M	-12.8%
Jul '19	\$7.1M	-65.8%

## 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



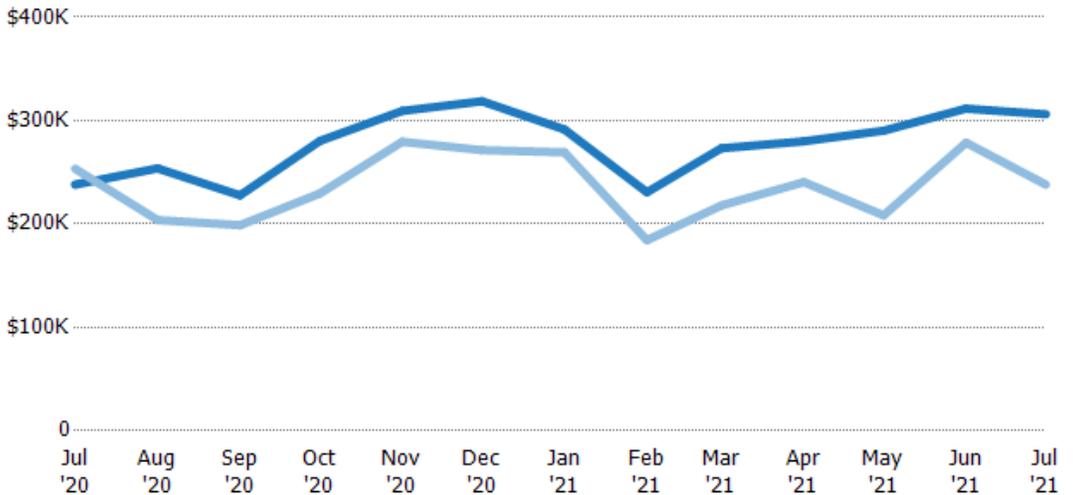
Condo/Townhouse	31%	13%	11%	18%	9%	8%	7%	22%	6%	14%	13%	5%	15%
Single Family Residence	69%	87%	89%	82%	91%	92%	93%	78%	94%	86%	88%	95%	85%

## 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



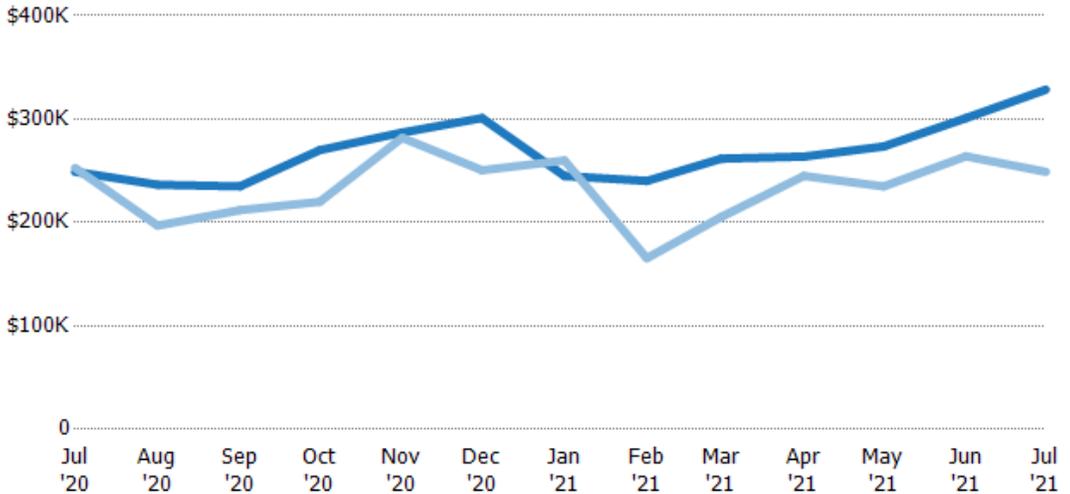
Current Year	\$238K	\$254K	\$228K	\$280K	\$309K	\$319K	\$291K	\$231K	\$273K	\$280K	\$290K	\$312K	\$306K
Prior Year	\$253K	\$204K	\$199K	\$229K	\$280K	\$271K	\$269K	\$184K	\$218K	\$240K	\$208K	\$279K	\$238K
Percent Change from Prior Year	-6%	25%	15%	22%	11%	17%	8%	25%	25%	16%	39%	12%	29%

## 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



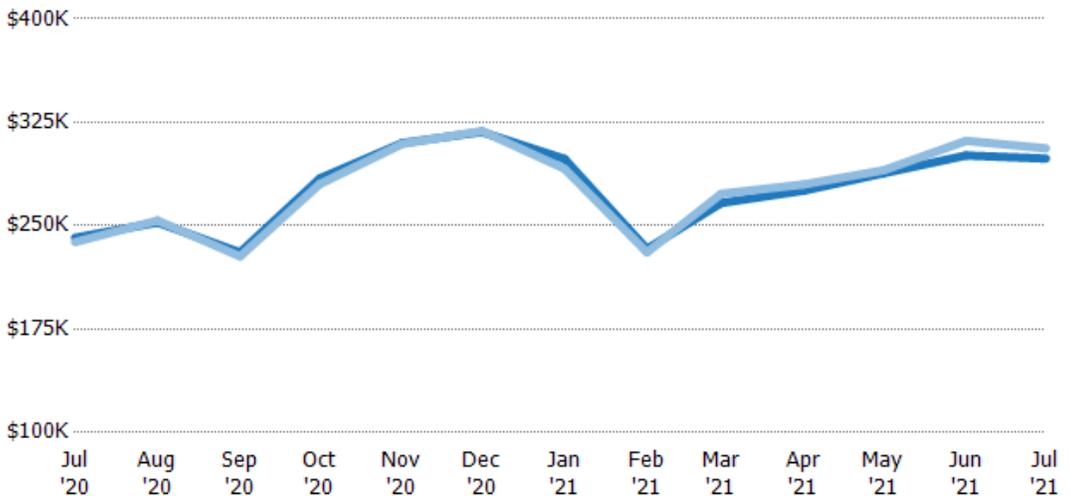
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jul '20	\$249K	\$253K	-1%
Aug '20	\$237K	\$197K	20%
Sep '20	\$235K	\$212K	11%
Oct '20	\$270K	\$220K	23%
Nov '20	\$287K	\$282K	2%
Dec '20	\$301K	\$251K	20%
Jan '21	\$245K	\$260K	-6%
Feb '21	\$240K	\$165K	45%
Mar '21	\$262K	\$206K	27%
Apr '21	\$264K	\$245K	8%
May '21	\$274K	\$235K	16%
Jun '21	\$301K	\$264K	14%
Jul '21	\$329K	\$249K	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



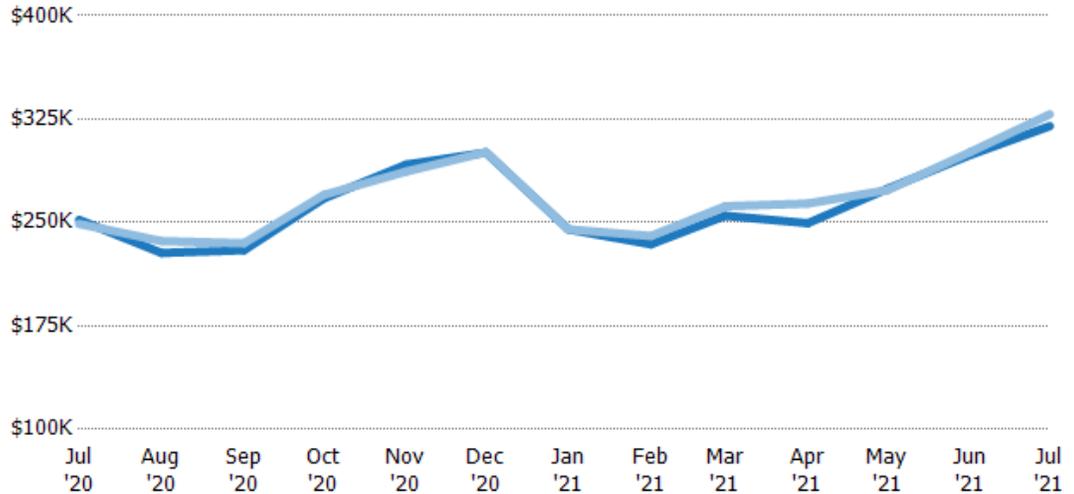
Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Jul '20	\$241K	\$238K	99%
Aug '20	\$252K	\$254K	101%
Sep '20	\$231K	\$228K	99%
Oct '20	\$284K	\$280K	99%
Nov '20	\$310K	\$309K	100%
Dec '20	\$318K	\$319K	100%
Jan '21	\$298K	\$291K	98%
Feb '21	\$233K	\$231K	99%
Mar '21	\$267K	\$273K	103%
Apr '21	\$275K	\$280K	102%
May '21	\$288K	\$290K	101%
Jun '21	\$301K	\$312K	104%
Jul '21	\$299K	\$306K	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

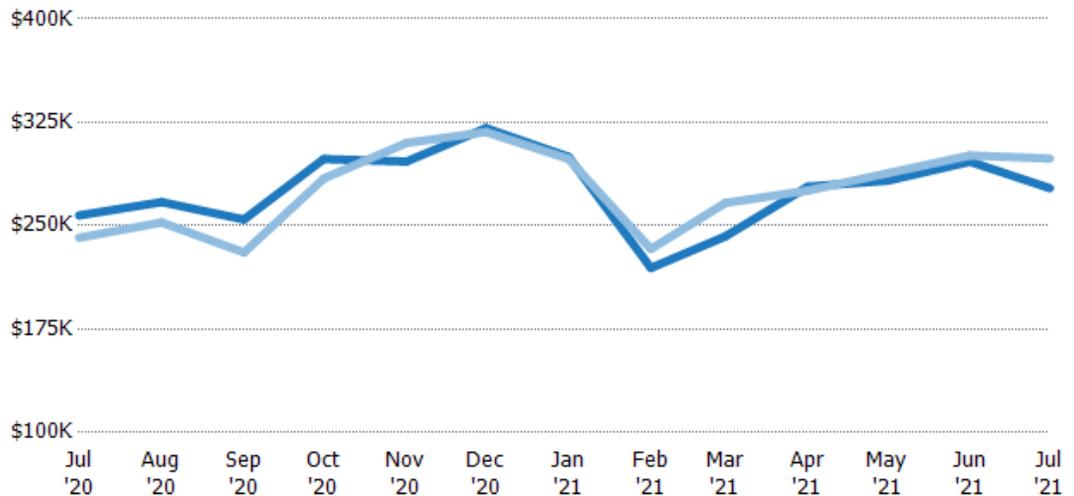


## Average Sales Price vs Average Est Value

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

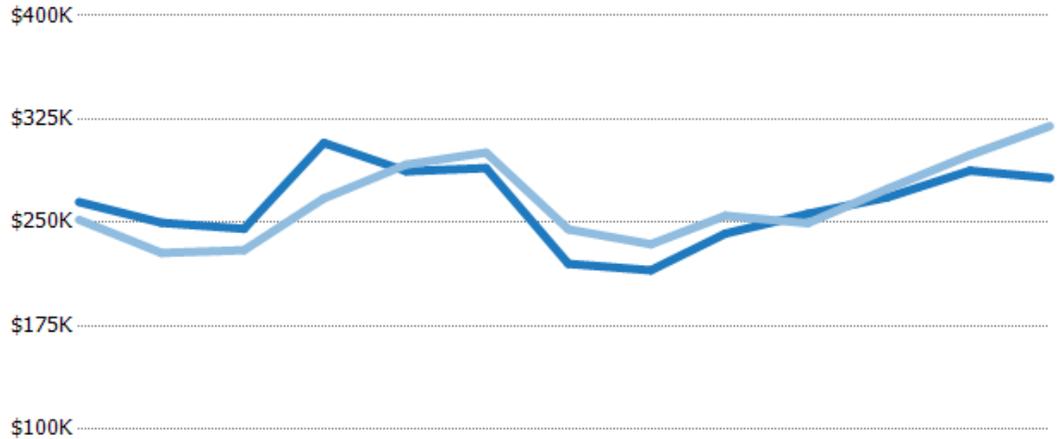


## Median Sales Price vs Median Est Value

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



	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
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%