

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	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	29	-17.2%	216	199	+8.5%
New Listing Volume	\$6,214,001	\$8,547,195	-27.3%	\$64,848,873	\$55,421,180	+17%
Active Listing Count	47	58	-19%	N/A	N/A	
Active Listing Volume	\$17,070,401	\$18,775,695	-9.1%	N/A	N/A	
Average Listing Price	\$363,200	\$323,719	+12.2%	\$329,468	\$289,190	+13.9%
Median Listing Price	\$324,500	\$277,000	+17.1%	\$309,743	\$269,635	+14.9%
Median Days in RPR	46	83.5	-44.9%	56.8	90.58	-37.3%
Months of Inventory	1.9	1.9	-2.8%	2.3	4	-43.6%
Absorption Rate	53.19%	51.72%	+1.5%	44.08%	24.87%	+19.2%
Sales Activity Charts Metrics						
New Pending Sales Count	4	31	-87.1%	177	227	-22%
New Pending Sales Volume	\$1,029,800	\$9,310,900	-88.9%	\$53,086,212	\$57,160,666	-7.1%
Pending Sales Count	12	47	-74.5%	N/A	N/A	
Pending Sales Volume	\$4,195,600	\$13,861,639	-69.7%	N/A	N/A	
Closed Sales Count	23	18	+27.8%	164	149	+10.1%
Closed Sales Volume	\$7,019,245	\$4,098,888	+71.2%	\$48,387,129	\$36,017,777	+34.3%
Average Sales Price	\$305,185	\$227,716	+34%	\$295,043	\$241,730	+22.1%
Median Sales Price	\$274,900	\$234,950	+17%	\$279,145	\$237,485	+17.5%

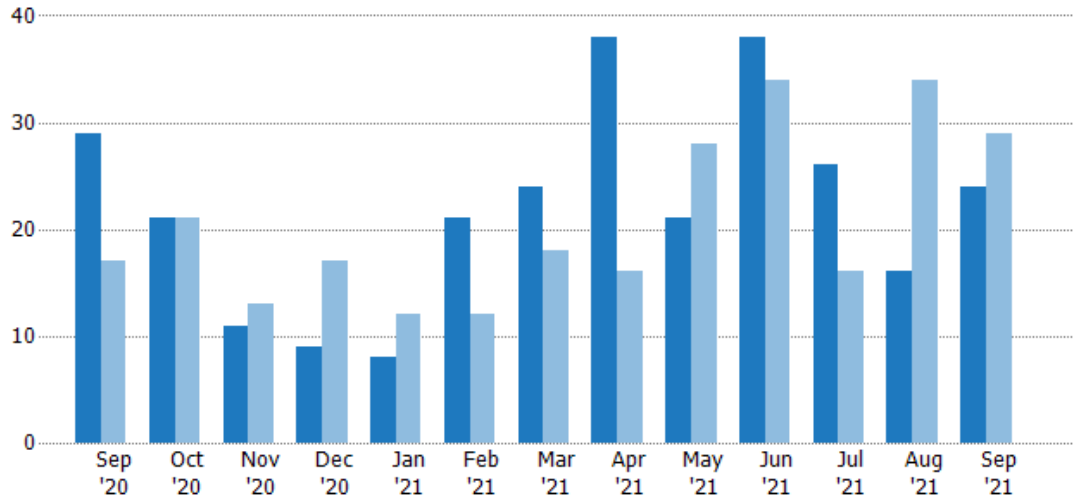
New Listings

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.
Sep '21	24	-17.2%
Sep '20	29	70.6%
Sep '19	17	23.5%



Current Year	29	21	11	9	8	21	24	38	21	38	26	16	24
Prior Year	17	21	13	17	12	12	18	16	28	34	16	34	29
Percent Change from Prior Year	71%	0%	-15%	-47%	-33%	75%	33%	138%	-25%	12%	63%	-53%	-17%

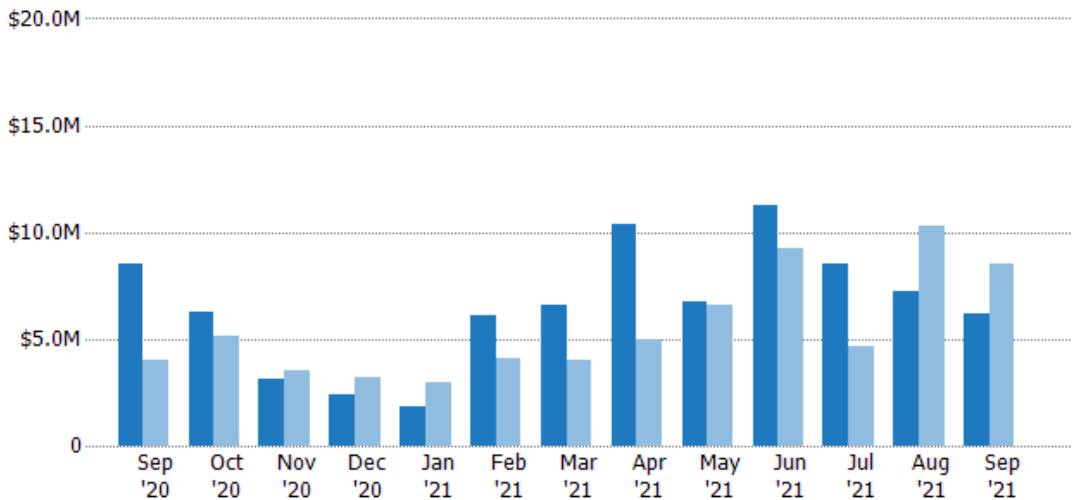
New Listing Volume

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.
Sep '21	\$6.21M	-27.3%
Sep '20	\$8.55M	111.3%
Sep '19	\$4.04M	51.9%



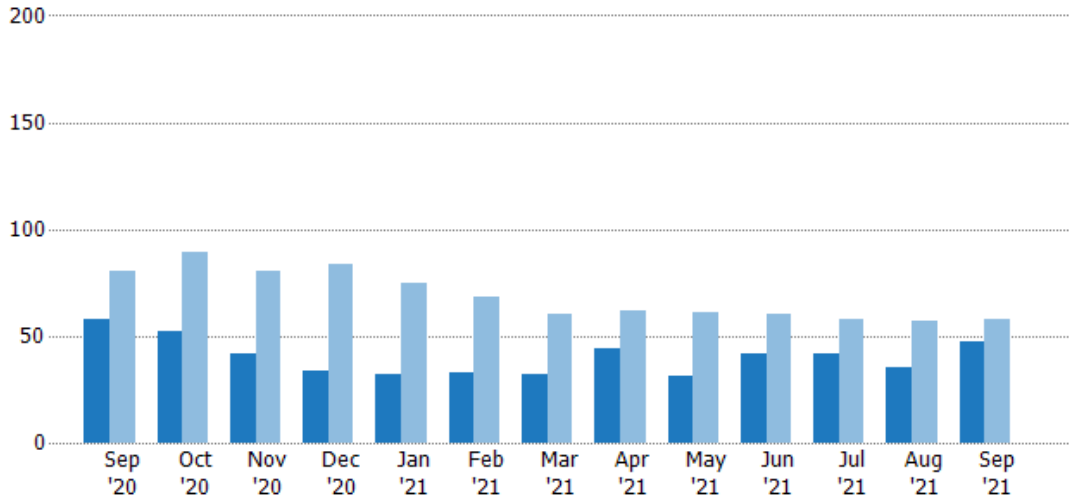
Current Year	\$8.55M	\$6.25M	\$3.13M	\$2.44M	\$1.8M	\$6.12M	\$6.57M	\$10.4M	\$6.72M	\$11.3M	\$8.53M	\$7.21M	\$6.21M
Prior Year	\$4.04M	\$5.11M	\$3.56M	\$3.23M	\$2.95M	\$4.13M	\$4.05M	\$4.97M	\$6.57M	\$9.24M	\$4.66M	\$10.3M	\$8.55M
Percent Change from Prior Year	111%	22%	-12%	-24%	-39%	48%	62%	109%	2%	22%	83%	-30%	-27%

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.
Sep '21	47	-19%
Sep '20	58	-27.5%
Sep '19	80	27.5%

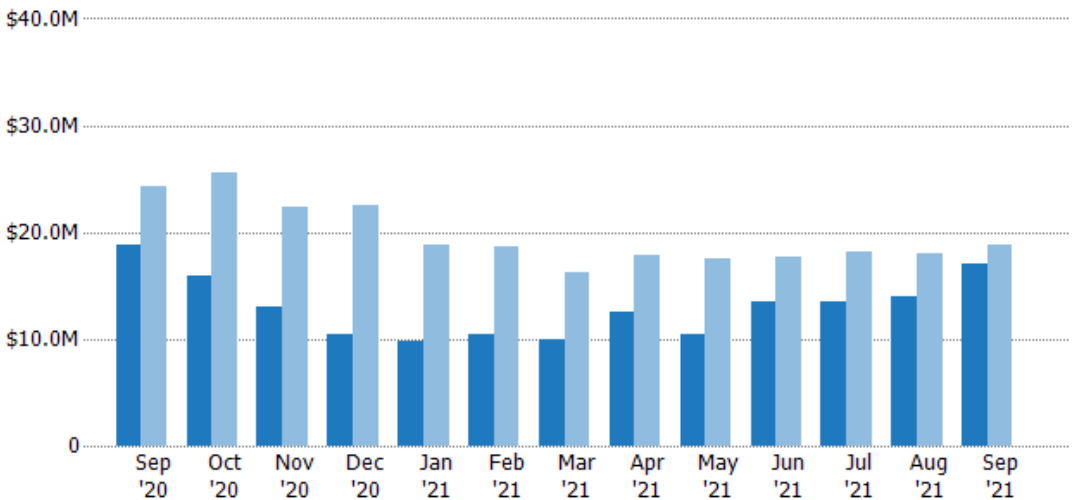
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	58	52	42	34	32	33	32	44	31	42	42	35	47
Prior Year	80	89	80	84	75	68	60	62	61	60	58	57	58
Percent Change from Prior Year	-28%	-42%	-48%	-60%	-57%	-51%	-47%	-29%	-49%	-30%	-28%	-39%	-19%

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.
Sep '21	\$17.1M	-9.1%
Sep '20	\$18.8M	-22.5%
Sep '19	\$24.2M	25.4%

	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$18.8M	\$15.9M	\$13M	\$10.4M	\$9.81M	\$10.5M	\$9.97M	\$12.5M	\$10.5M	\$13.5M	\$13.5M	\$13.9M	\$17.1M
Prior Year	\$24.2M	\$25.6M	\$22.3M	\$22.5M	\$18.8M	\$18.6M	\$16.2M	\$17.9M	\$17.6M	\$17.7M	\$18.1M	\$18.1M	\$18.8M
Percent Change from Prior Year	-22%	-38%	-42%	-54%	-48%	-43%	-38%	-30%	-40%	-24%	-26%	-23%	-9%

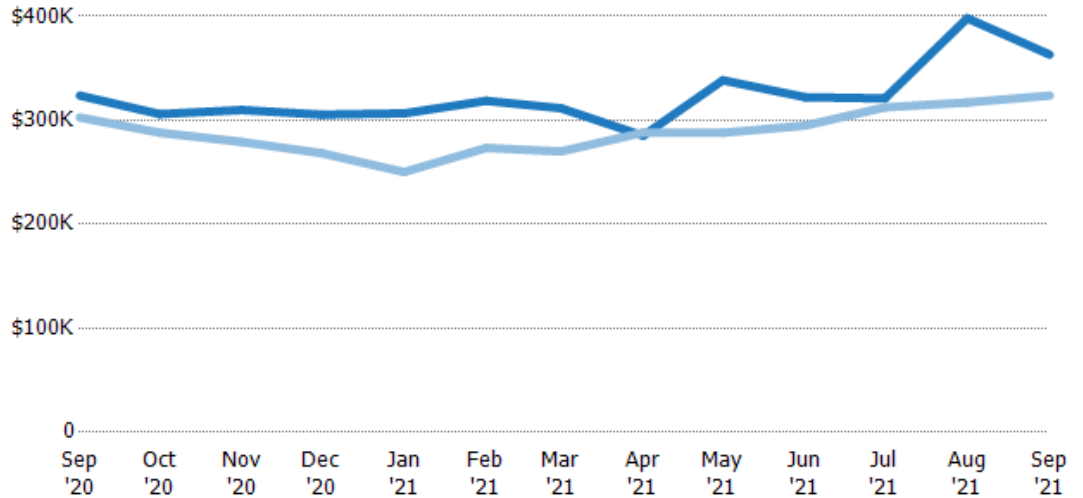
Average Listing Price

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.
Sep '21	\$363K	12.2%
Sep '20	\$324K	7%
Sep '19	\$303K	-1.6%



Current Year	\$324K	\$306K	\$310K	\$305K	\$307K	\$319K	\$312K	\$285K	\$338K	\$322K	\$321K	\$398K	\$363K
Prior Year	\$303K	\$288K	\$279K	\$268K	\$250K	\$273K	\$270K	\$288K	\$288K	\$295K	\$312K	\$317K	\$324K
Percent Change from Prior Year	7%	6%	11%	14%	23%	17%	15%	-1%	18%	9%	3%	26%	12%

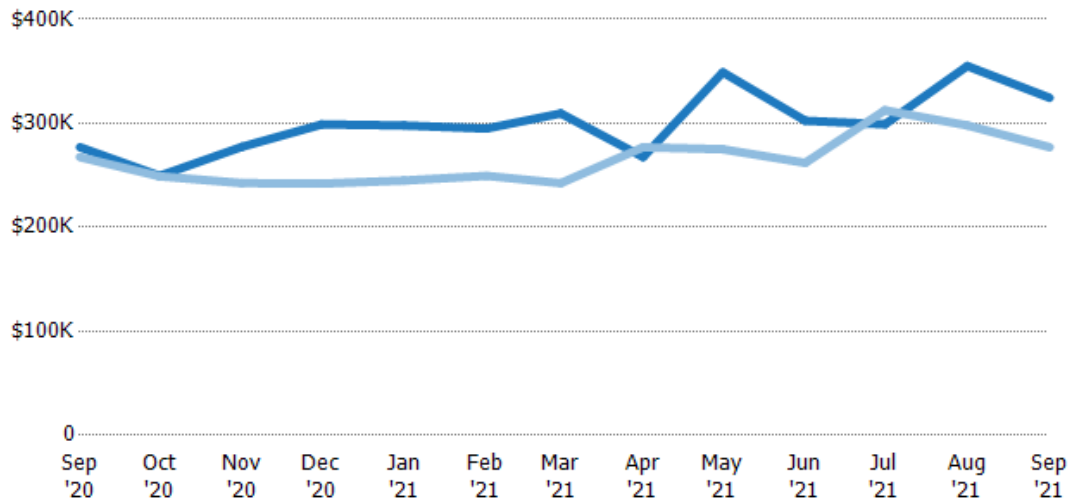
Median Listing Price

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.
Sep '21	\$325K	17.1%
Sep '20	\$277K	3.6%
Sep '19	\$267K	-3.2%



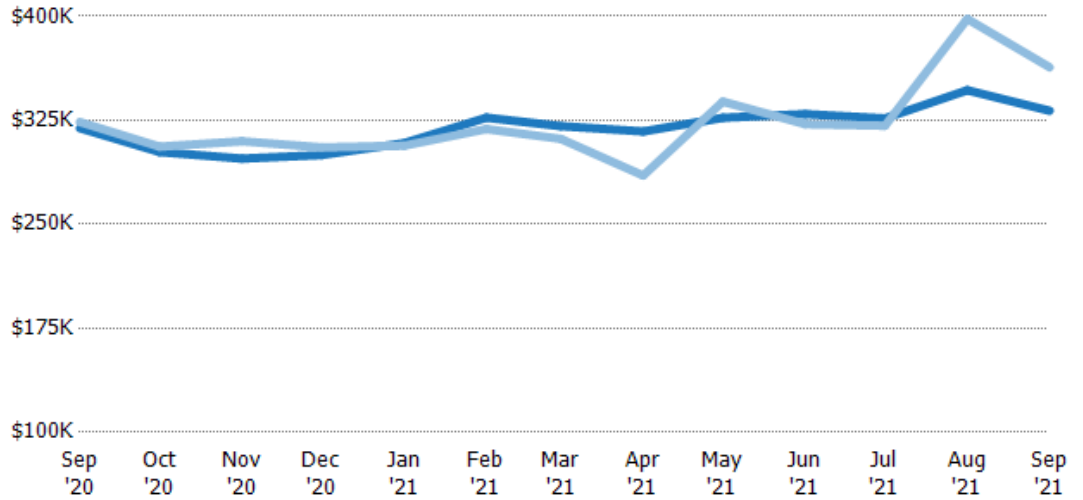
Current Year	\$277K	\$249K	\$277K	\$299K	\$298K	\$295K	\$309K	\$268K	\$349K	\$302K	\$299K	\$355K	\$325K
Prior Year	\$267K	\$249K	\$242K	\$242K	\$245K	\$249K	\$242K	\$277K	\$275K	\$262K	\$313K	\$298K	\$277K
Percent Change from Prior Year	4%	0%	14%	24%	22%	18%	28%	-3%	27%	15%	-4%	19%	17%

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



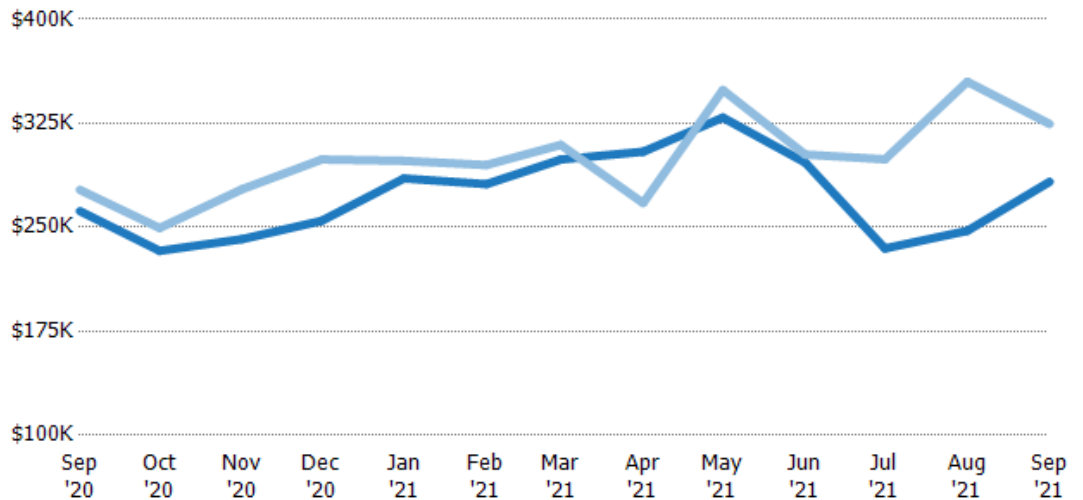
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$319K	\$302K	\$297K	\$300K	\$308K	\$327K	\$321K	\$317K	\$327K	\$329K	\$326K	\$347K	\$332K
Avg Listing Price	\$324K	\$306K	\$310K	\$305K	\$307K	\$319K	\$312K	\$285K	\$338K	\$322K	\$321K	\$398K	\$363K
Avg Listing Price as a % of Avg Est Value	101%	101%	104%	102%	99%	97%	97%	90%	104%	98%	98%	115%	109%

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



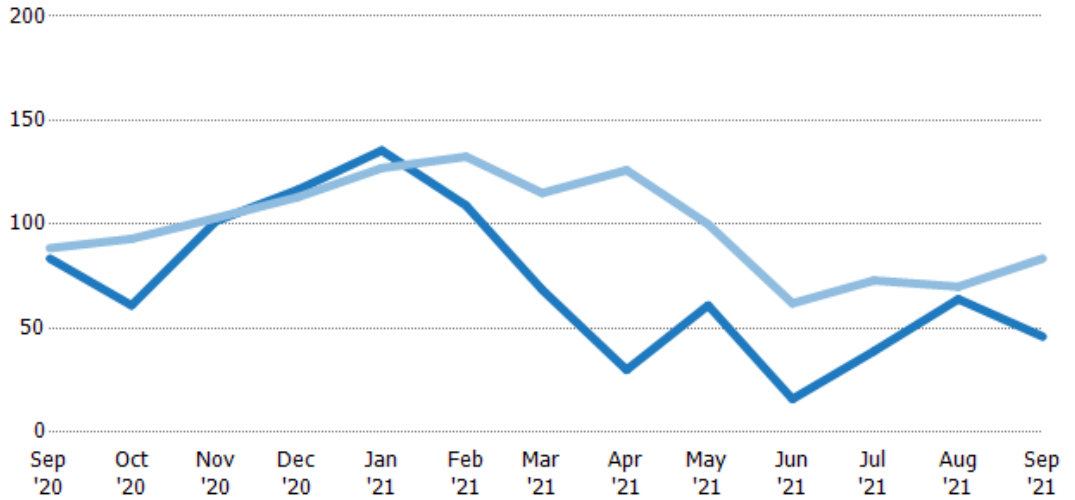
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$262K	\$233K	\$241K	\$255K	\$285K	\$281K	\$299K	\$304K	\$329K	\$297K	\$235K	\$247K	\$283K
Median Listing Price	\$277K	\$249K	\$277K	\$299K	\$298K	\$295K	\$309K	\$268K	\$349K	\$302K	\$299K	\$355K	\$325K
Med Listing Price as a % of Med Est Value	106%	107%	115%	117%	104%	105%	104%	88%	106%	102%	127%	143%	115%

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



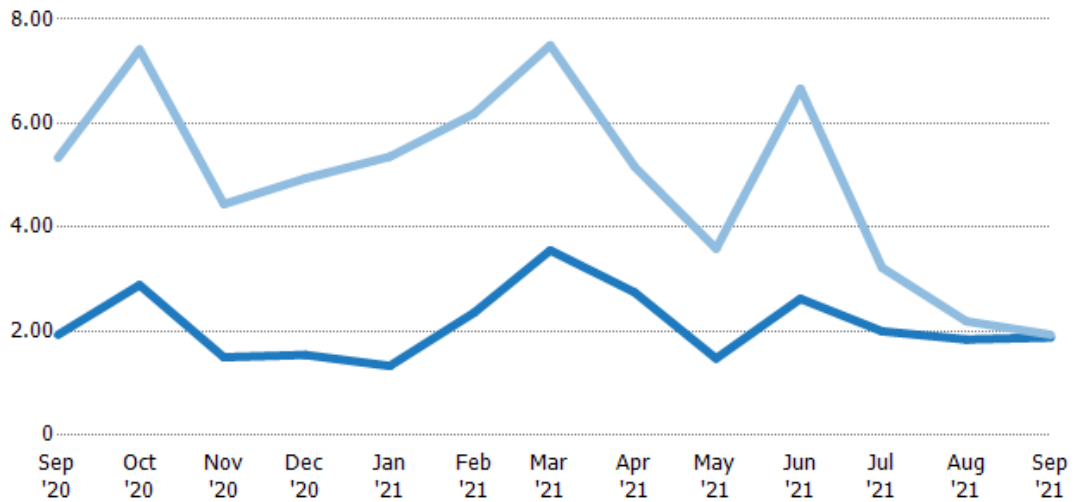
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	83.5	61	102	117	136	109	68.5	30	61	16	39	64	46
Prior Year	88.5	93	103	113	127	133	115	126	100	62	73	70	83.5
Percent Change from Prior Year	-6%	-34%	-1%	3%	7%	-18%	-40%	-76%	-39%	-74%	-47%	-9%	-45%

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



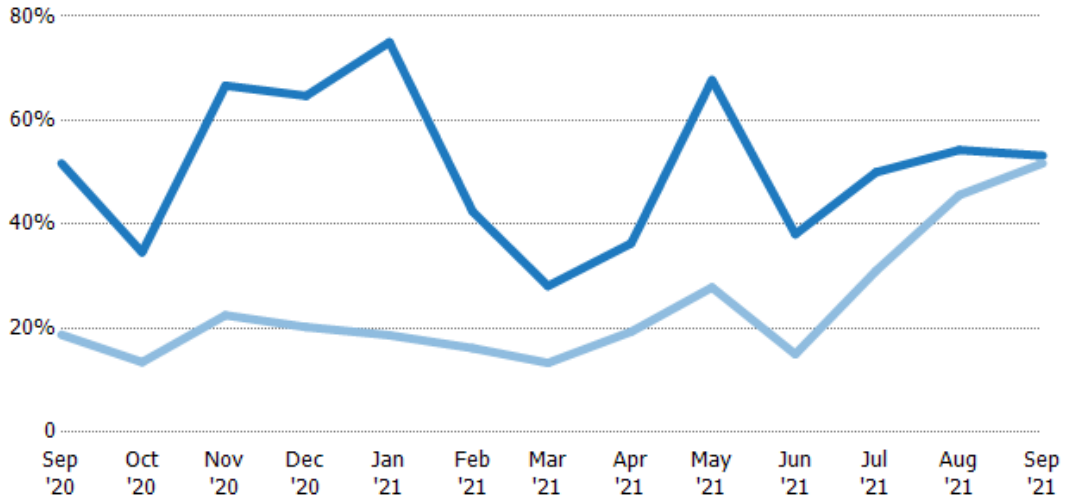
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	1.93	2.89	1.5	1.55	1.33	2.36	3.56	2.75	1.48	2.63	2	1.84	1.88
Prior Year	5.33	7.42	4.44	4.94	5.36	6.18	7.5	5.17	3.59	6.67	3.22	2.19	1.93
Percent Change from Prior Year	-64%	-61%	-66%	-69%	-75%	-62%	-53%	-47%	-59%	-61%	-38%	-16%	-3%

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



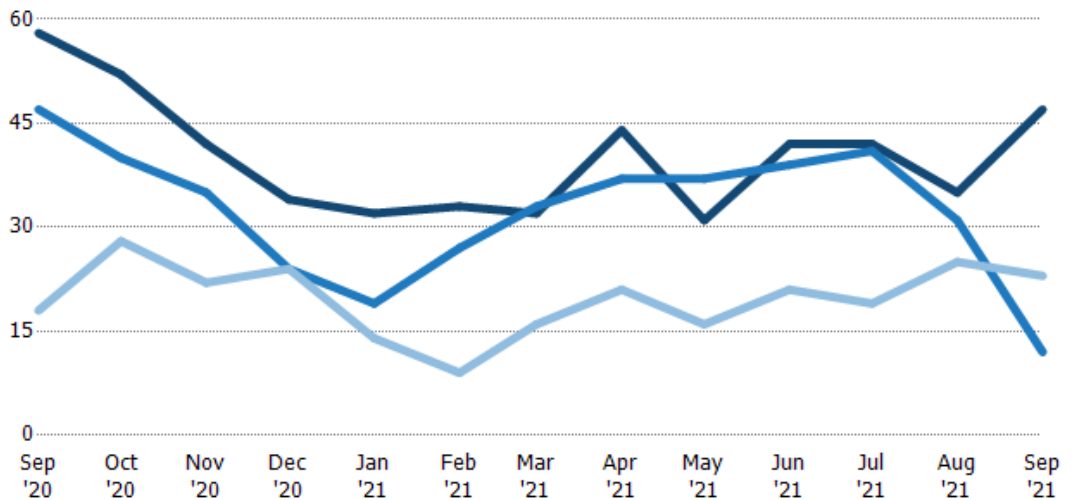
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	52%	35%	67%	65%	75%	42%	28%	36%	68%	38%	50%	54%	53%
Prior Year	19%	13%	23%	20%	19%	16%	13%	19%	28%	15%	31%	46%	52%
Change from Prior Year	-33%	-21%	-44%	-44%	-56%	-26%	-15%	-17%	-40%	-23%	-19%	-9%	-1%

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



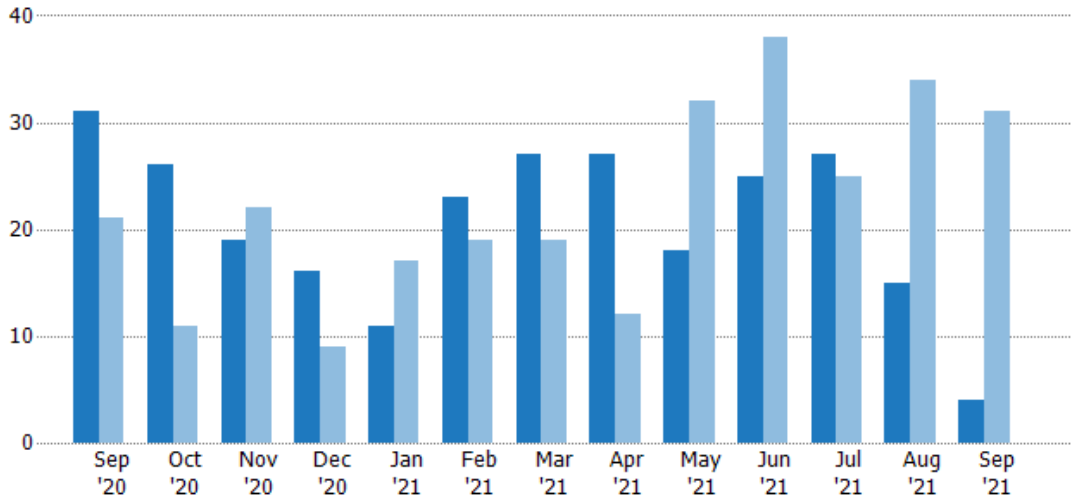
Active	58	52	42	34	32	33	32	44	31	42	42	35	47
Pending	47	40	35	24	19	27	33	37	37	39	41	31	12
Sold	18	28	22	24	14	9	16	21	16	21	19	25	23

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



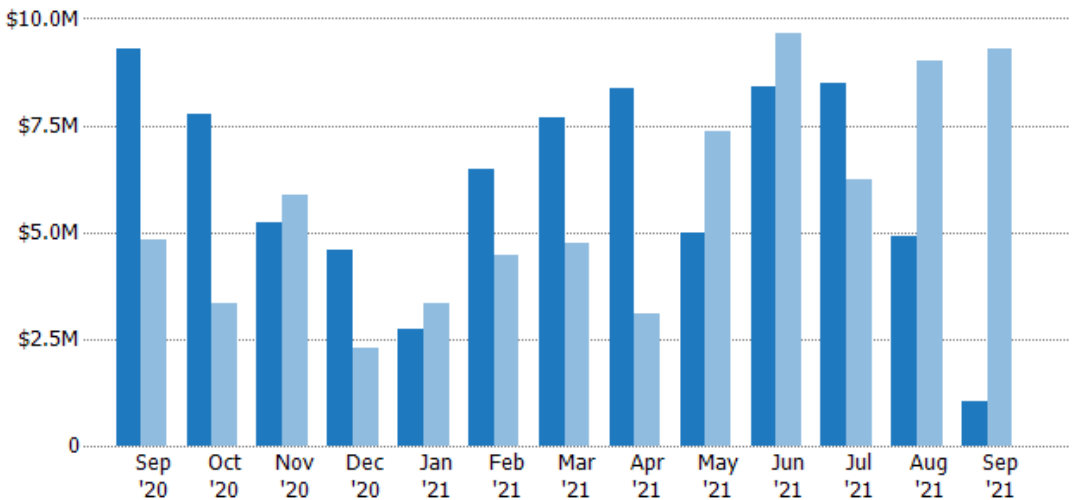
Month/Year	Count	% Chg.
Sep '21	4	-87.1%
Sep '20	31	47.6%
Sep '19	21	-19%

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.
Sep '21	\$1.03M	-88.9%
Sep '20	\$9.31M	93.6%
Sep '19	\$4.81M	-14.8%

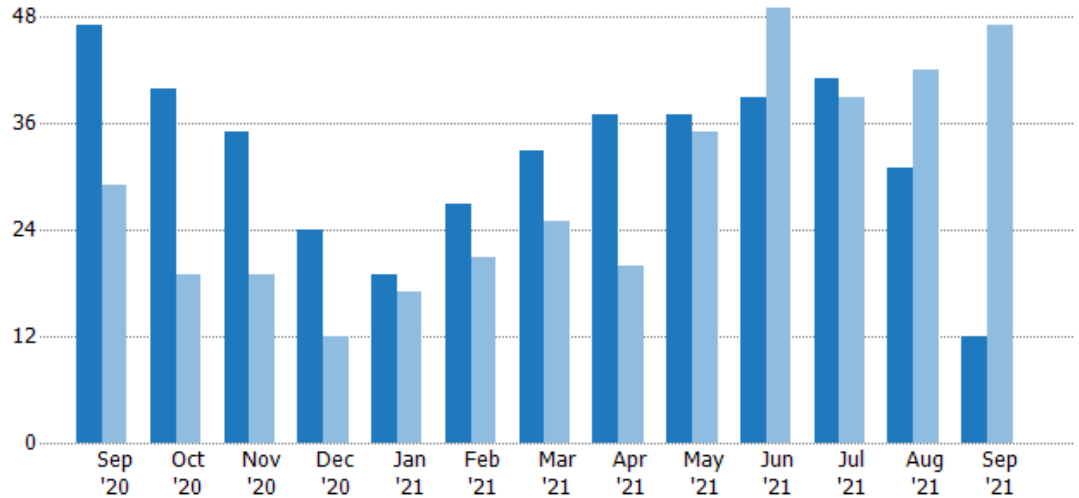
Pending Sales

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.
Sep '21	12	-74.5%
Sep '20	47	62.1%
Sep '19	29	-13.8%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	47	40	35	24	19	27	33	37	37	39	41	31	12
Prior Year	29	19	19	12	17	21	25	20	35	49	39	42	47
Percent Change from Prior Year	62%	111%	84%	100%	12%	29%	32%	85%	6%	-20%	5%	-26%	-74%

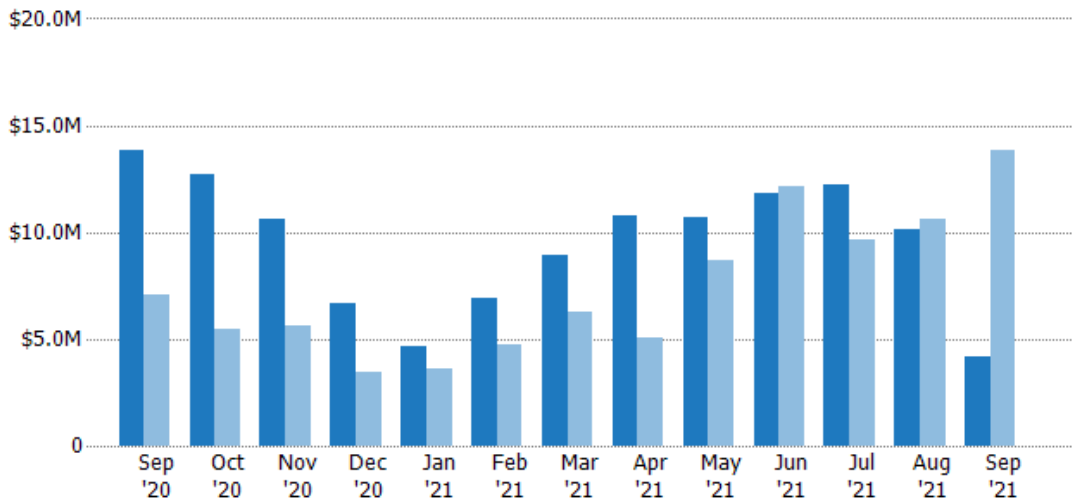
Pending Sales Volume

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.
Sep '21	\$4.2M	-69.7%
Sep '20	\$13.9M	95.8%
Sep '19	\$7.08M	-8.8%



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$13.9M	\$12.7M	\$10.6M	\$6.7M	\$4.64M	\$6.94M	\$8.89M	\$10.8M	\$10.7M	\$11.8M	\$12.2M	\$10.1M	\$4.2M
Prior Year	\$7.08M	\$5.48M	\$5.59M	\$3.47M	\$3.63M	\$4.77M	\$6.29M	\$5.03M	\$8.67M	\$12.1M	\$9.62M	\$10.6M	\$13.9M
Percent Change from Prior Year	96%	132%	90%	93%	28%	46%	41%	114%	23%	-3%	27%	-5%	-70%

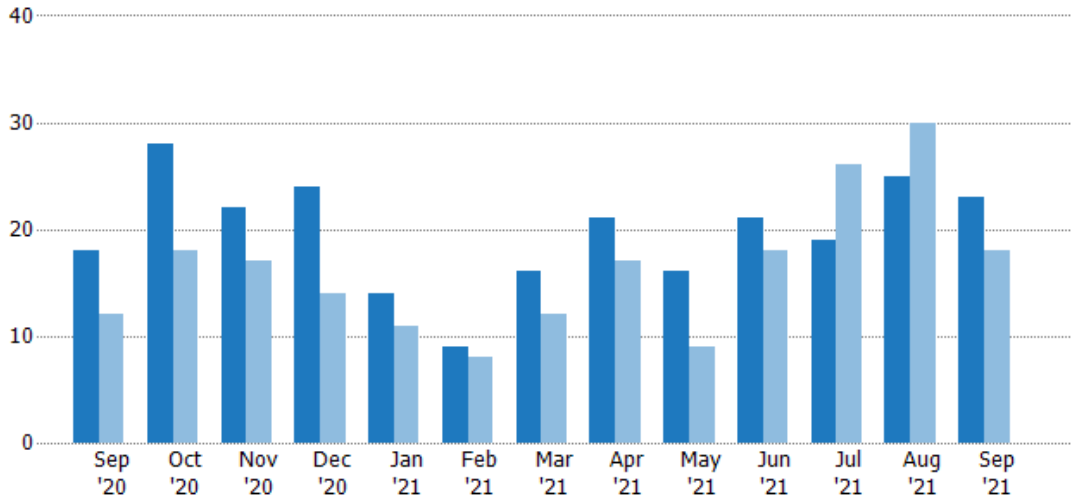
Closed Sales

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	18	28	22	24	14	9	16	21	16	21	19	25	23
Prior Year	12	18	17	14	11	8	12	17	9	18	26	30	18
Percent Change from Prior Year	50%	56%	29%	71%	27%	13%	33%	24%	78%	17%	-27%	-17%	28%

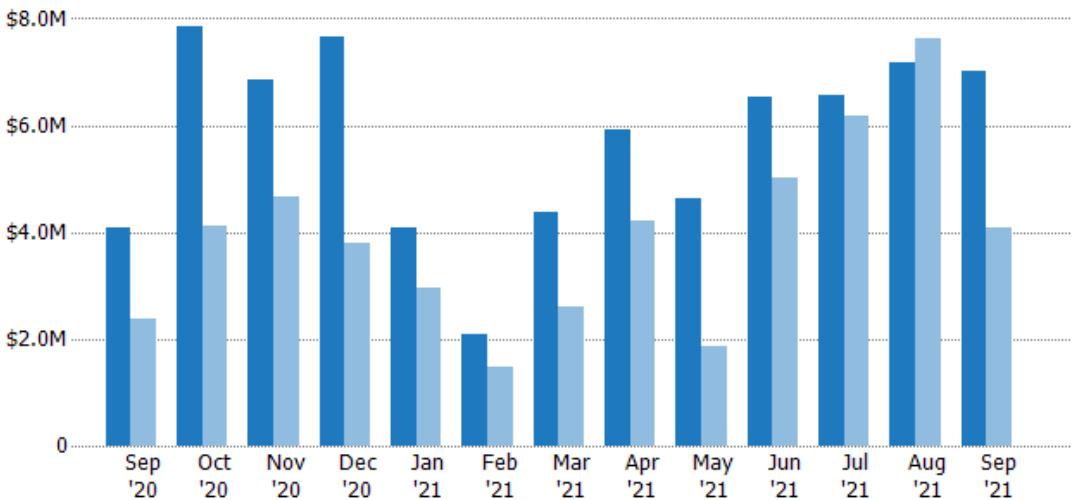
Closed Sales Volume

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



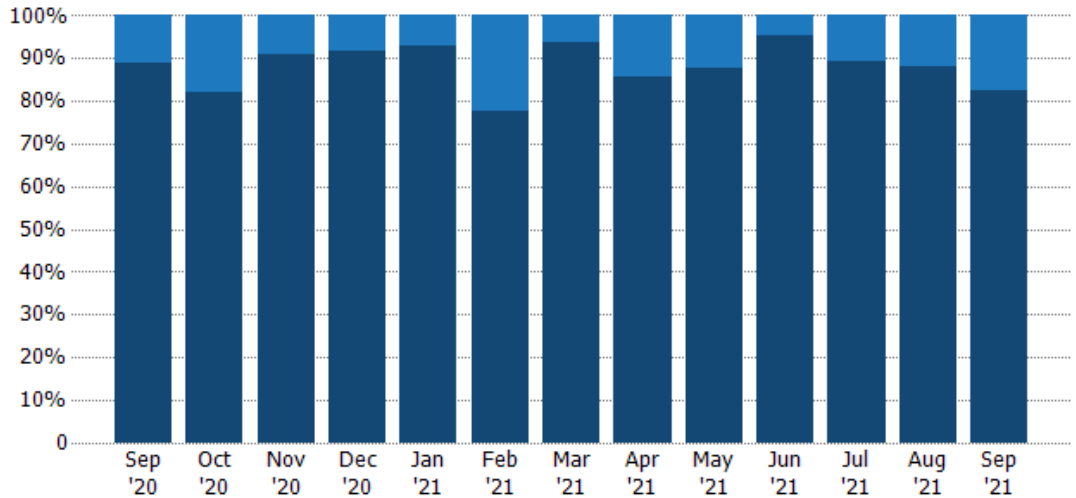
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$4.1M	\$7.85M	\$6.87M	\$7.65M	\$4.08M	\$2.08M	\$4.37M	\$5.91M	\$4.64M	\$6.54M	\$6.57M	\$7.17M	\$7.02M
Prior Year	\$2.39M	\$4.11M	\$4.67M	\$3.8M	\$2.96M	\$1.47M	\$2.59M	\$4.2M	\$1.88M	\$5.01M	\$6.19M	\$7.61M	\$4.1M
Percent Change from Prior Year	72%	91%	47%	101%	38%	41%	69%	41%	148%	30%	6%	-6%	71%

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



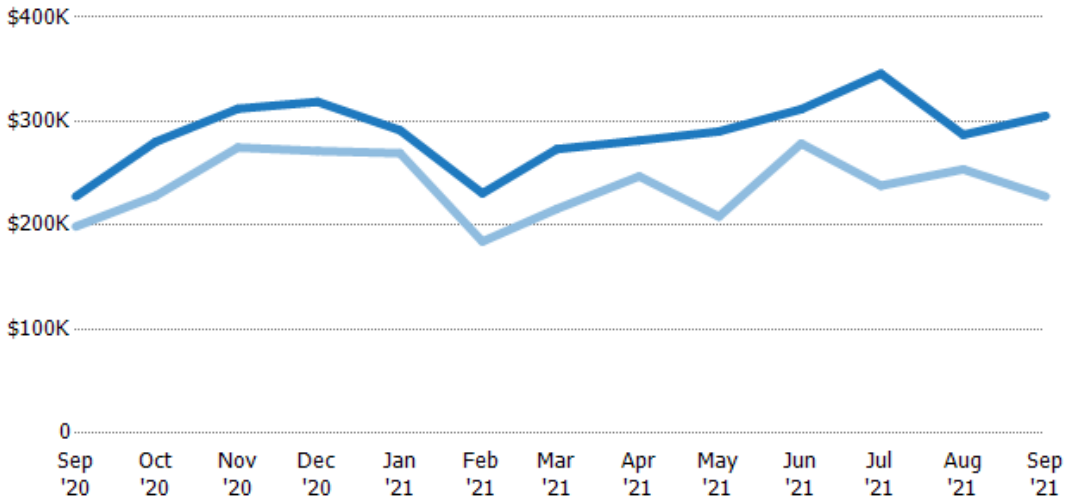
Condo/Townhouse	11%	18%	9%	8%	7%	22%	6%	14%	13%	5%	11%	12%	17%
Single Family Residence	89%	82%	91%	92%	93%	78%	94%	86%	88%	95%	89%	88%	83%

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	\$228K	\$280K	\$312K	\$319K	\$291K	\$231K	\$273K	\$282K	\$290K	\$312K	\$346K	\$287K	\$305K
Prior Year	\$199K	\$228K	\$275K	\$271K	\$269K	\$184K	\$216K	\$247K	\$208K	\$279K	\$238K	\$254K	\$228K
Percent Change from Prior Year	15%	23%	14%	17%	8%	25%	27%	14%	39%	12%	45%	13%	34%

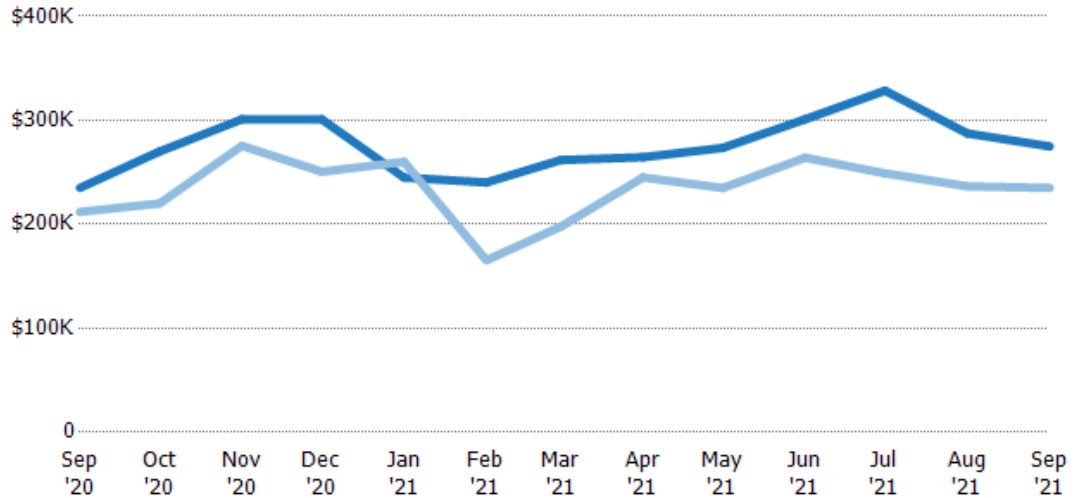
Median Sales Price

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.
Sep '21	\$275K	17%
Sep '20	\$235K	10.9%
Sep '19	\$212K	9.5%



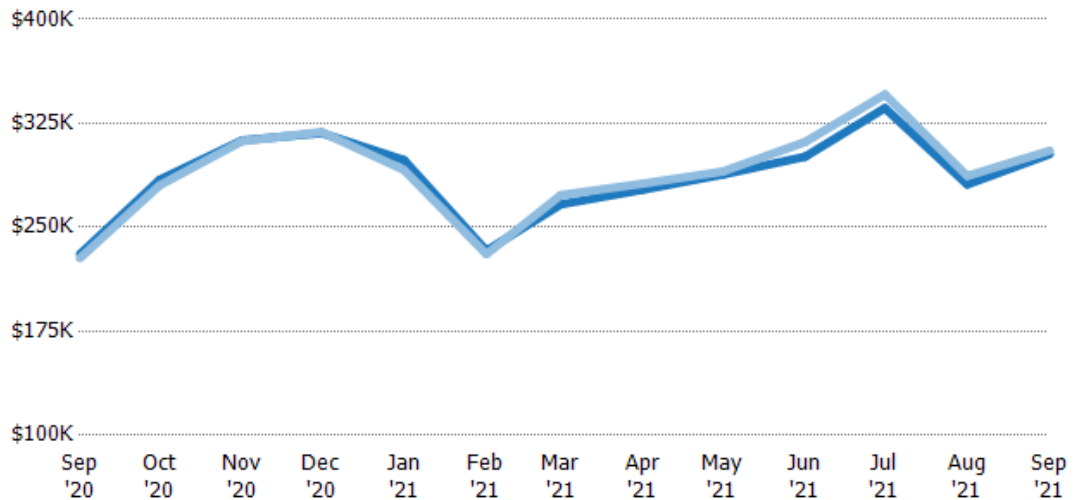
Current Year	\$235K	\$270K	\$301K	\$301K	\$245K	\$240K	\$262K	\$265K	\$274K	\$301K	\$329K	\$287K	\$275K
Prior Year	\$212K	\$220K	\$276K	\$251K	\$260K	\$165K	\$198K	\$245K	\$235K	\$264K	\$249K	\$237K	\$235K
Percent Change from Prior Year	11%	23%	9%	20%	-6%	45%	32%	8%	16%	14%	32%	22%	17%

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



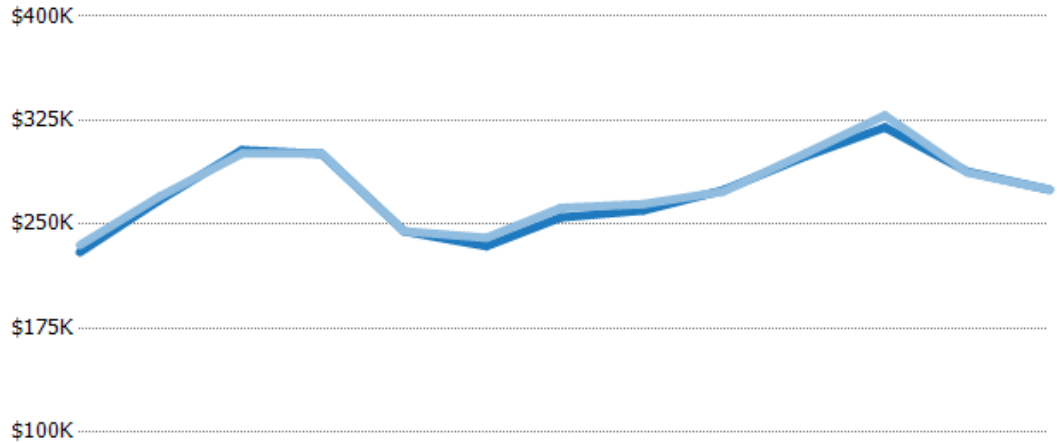
Avg List Price	\$231K	\$284K	\$313K	\$318K	\$298K	\$233K	\$267K	\$277K	\$288K	\$301K	\$336K	\$281K	\$303K
Avg Sales Price	\$228K	\$280K	\$312K	\$319K	\$291K	\$231K	\$273K	\$282K	\$290K	\$312K	\$346K	\$287K	\$305K
Avg Sales Price as a % of Avg List Price	99%	99%	100%	100%	98%	99%	103%	102%	101%	104%	103%	102%	101%

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



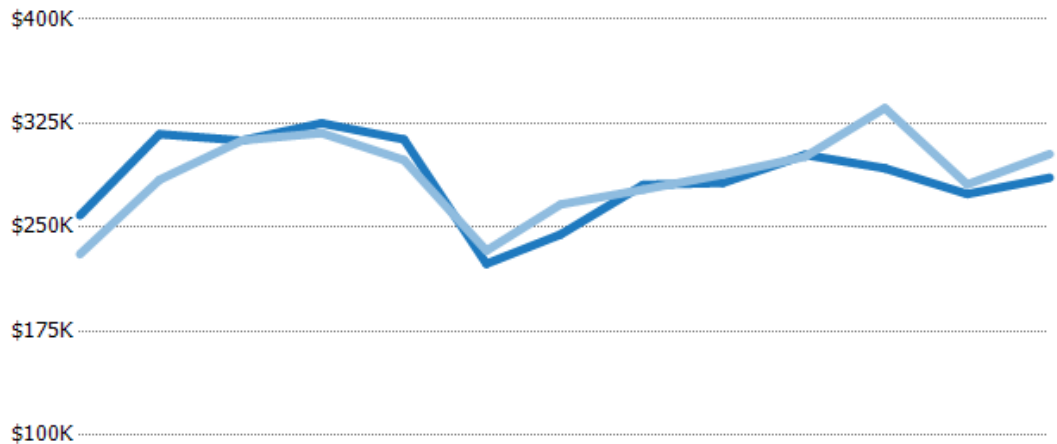
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$230K	\$267K	\$303K	\$301K	\$245K	\$234K	\$255K	\$260K	\$274K	\$299K	\$320K	\$288K	\$275K
Median Sales Price	\$235K	\$270K	\$301K	\$301K	\$245K	\$240K	\$262K	\$265K	\$274K	\$301K	\$329K	\$287K	\$275K
Med Sales Price as a % of Med List Price	102%	101%	99%	100%	100%	103%	103%	102%	100%	101%	103%	100%	100%

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



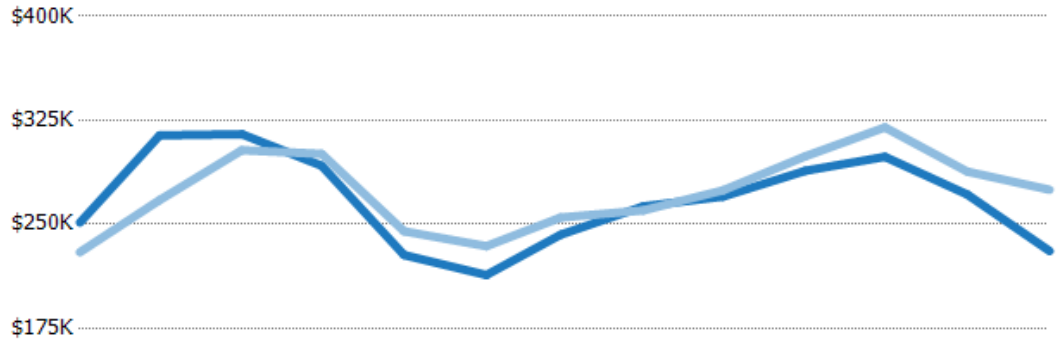
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$258K	\$317K	\$313K	\$325K	\$313K	\$224K	\$245K	\$281K	\$282K	\$302K	\$293K	\$274K	\$286K
Avg Sales Price	\$231K	\$284K	\$313K	\$318K	\$298K	\$233K	\$267K	\$277K	\$288K	\$301K	\$336K	\$281K	\$303K
Avg Sales Price as a % of Avg Est Value	89%	90%	100%	98%	95%	104%	109%	99%	102%	100%	115%	103%	106%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$251K	\$314K	\$315K	\$292K	\$228K	\$213K	\$243K	\$263K	\$270K	\$289K	\$299K	\$271K	\$231K
Median Sales Price	\$230K	\$267K	\$303K	\$301K	\$245K	\$234K	\$255K	\$260K	\$274K	\$299K	\$320K	\$288K	\$275K
Med Sales Price as a % of Med Est Value	92%	85%	96%	103%	108%	110%	105%	99%	102%	104%	107%	106%	119%