

## 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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	16	34	-52.9%	192	170	+12.9%
New Listing Volume	\$7,206,500	\$10,314,700	-30.1%	\$58,634,872	\$46,873,985	+25.1%
Active Listing Count	35	57	-38.6%	N/A	N/A	
Active Listing Volume	\$13,934,200	\$18,075,700	-22.9%	N/A	N/A	
Average Listing Price	\$398,120	\$317,118	+25.5%	\$324,020	\$285,193	+13.6%
Median Listing Price	\$355,000	\$298,000	+19.1%	\$307,360	\$268,782	+14.4%
Median Days in RPR	64	70	-8.6%	58.56	91.55	-36%
Months of Inventory	1.8	2.2	-16%	2.2	3.9	-43.7%
Absorption Rate	54.29%	45.61%	+8.7%	45.02%	25.35%	+19.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	15	34	-55.9%	173	196	-11.7%
New Pending Sales Volume	\$4,916,672	\$8,997,539	-45.4%	\$52,056,412	\$47,849,766	+8.8%
Pending Sales Count	31	42	-26.2%	N/A	N/A	
Pending Sales Volume	\$10,129,817	\$10,649,089	-4.9%	N/A	N/A	
Closed Sales Count	25	30	-16.7%	141	131	+7.6%
Closed Sales Volume	\$7,174,400	\$7,613,387	-5.8%	\$41,367,884	\$31,918,889	+29.6%
Average Sales Price	\$286,976	\$253,780	+13.1%	\$293,389	\$243,656	+20.4%
Median Sales Price	\$287,400	\$236,500	+21.5%	\$279,838	\$237,833	+17.7%

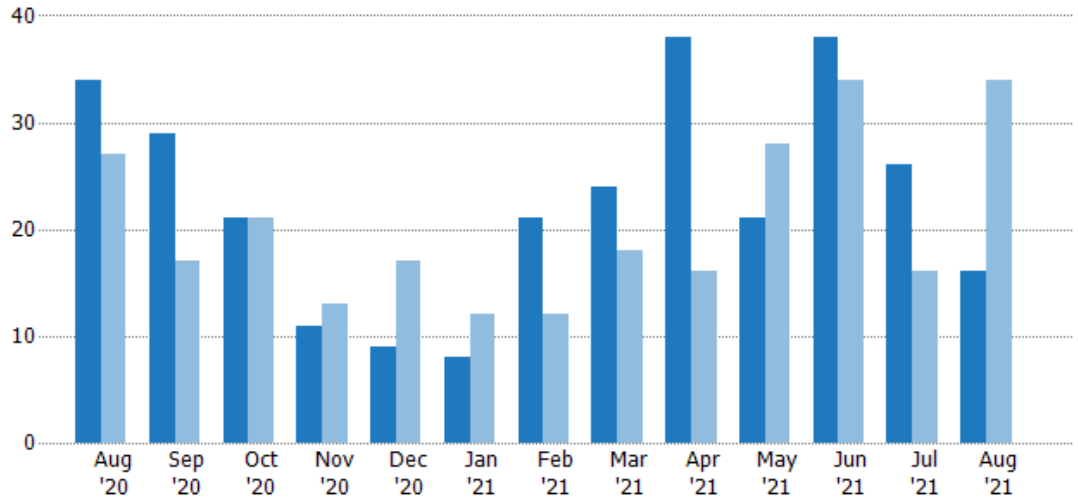
## New Listings

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.
Aug '21	16	-52.9%
Aug '20	34	25.9%
Aug '19	27	14.8%



Current Year	34	29	21	11	9	8	21	24	38	21	38	26	16
Prior Year	27	17	21	13	17	12	12	18	16	28	34	16	34
Percent Change from Prior Year	26%	71%	0%	-15%	-47%	-33%	75%	33%	138%	-25%	12%	63%	-53%

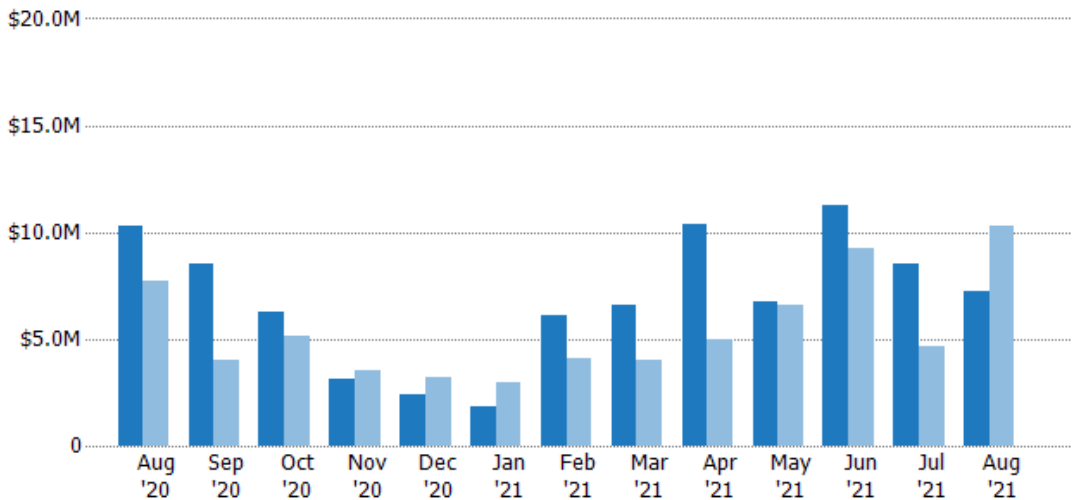
## New Listing Volume

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.
Aug '21	\$7.21M	-30.1%
Aug '20	\$10.3M	33.7%
Aug '19	\$7.71M	2.3%



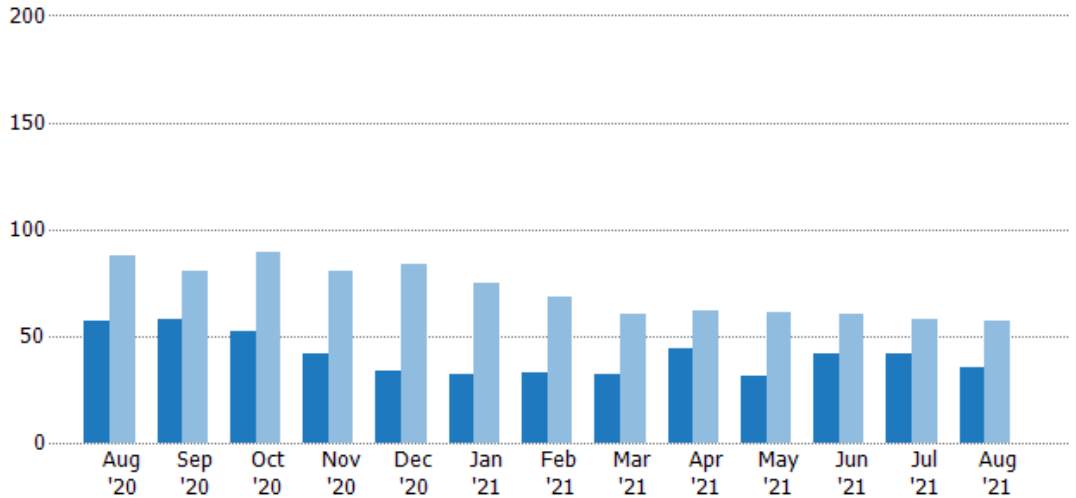
Current Year	\$10.3M	\$8.55M	\$6.25M	\$3.13M	\$2.44M	\$1.8M	\$6.12M	\$6.57M	\$10.4M	\$6.72M	\$11.3M	\$8.53M	\$7.21M
Prior Year	\$7.71M	\$4.04M	\$5.11M	\$3.56M	\$3.23M	\$2.95M	\$4.13M	\$4.05M	\$4.97M	\$6.57M	\$9.24M	\$4.66M	\$10.3M
Percent Change from Prior Year	34%	111%	22%	-12%	-24%	-39%	48%	62%	109%	2%	22%	83%	-30%

## 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



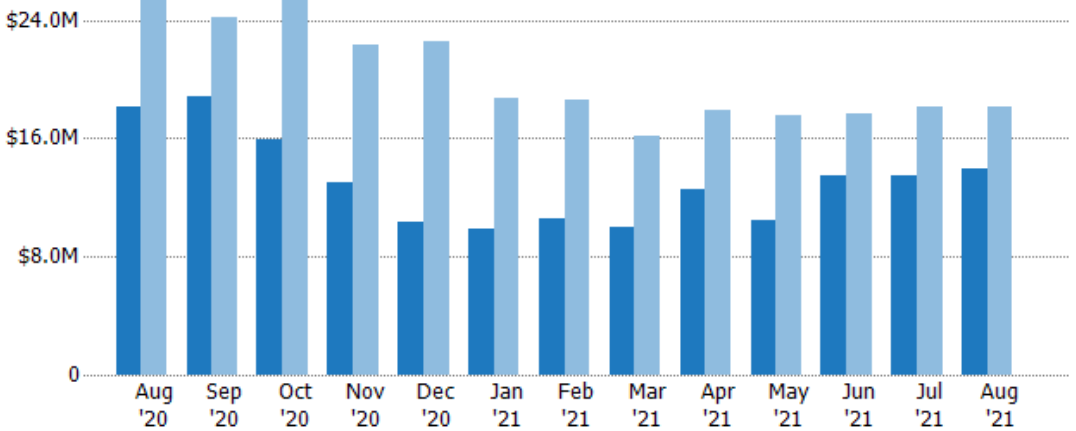
Month/Year	Count	% Chg.
Aug '21	35	-38.6%
Aug '20	57	-35.2%
Aug '19	88	17%

## 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.
Aug '21	\$13.9M	-22.9%
Aug '20	\$18.1M	-32.1%
Aug '19	\$26.6M	11.6%

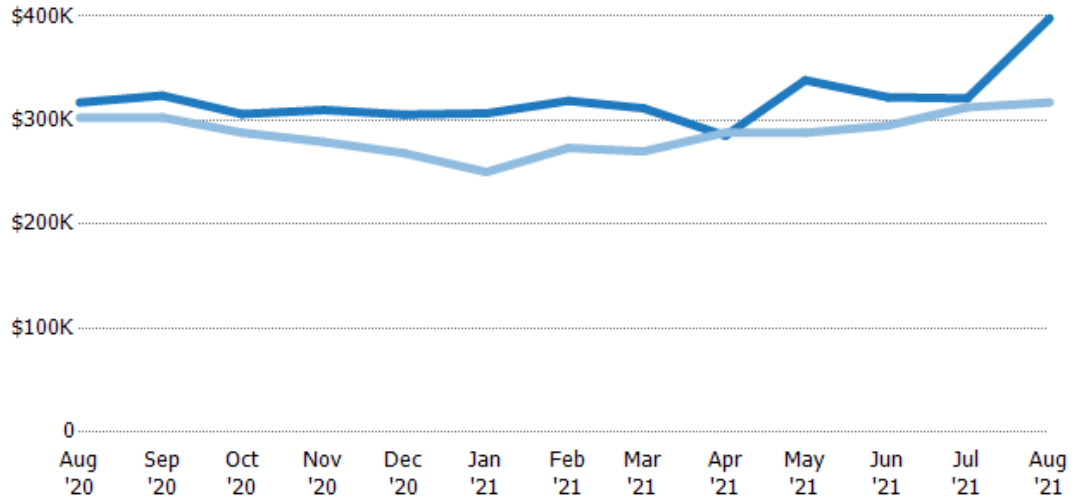
## Average Listing Price

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.
Aug '21	\$398K	25.5%
Aug '20	\$317K	4.8%
Aug '19	\$303K	-4.7%



Current Year	\$317K	\$324K	\$306K	\$310K	\$305K	\$307K	\$319K	\$312K	\$285K	\$338K	\$322K	\$321K	\$398K
Prior Year	\$303K	\$303K	\$288K	\$279K	\$268K	\$250K	\$273K	\$270K	\$288K	\$288K	\$295K	\$312K	\$317K
Percent Change from Prior Year	5%	7%	6%	11%	14%	23%	17%	15%	-1%	18%	9%	3%	26%

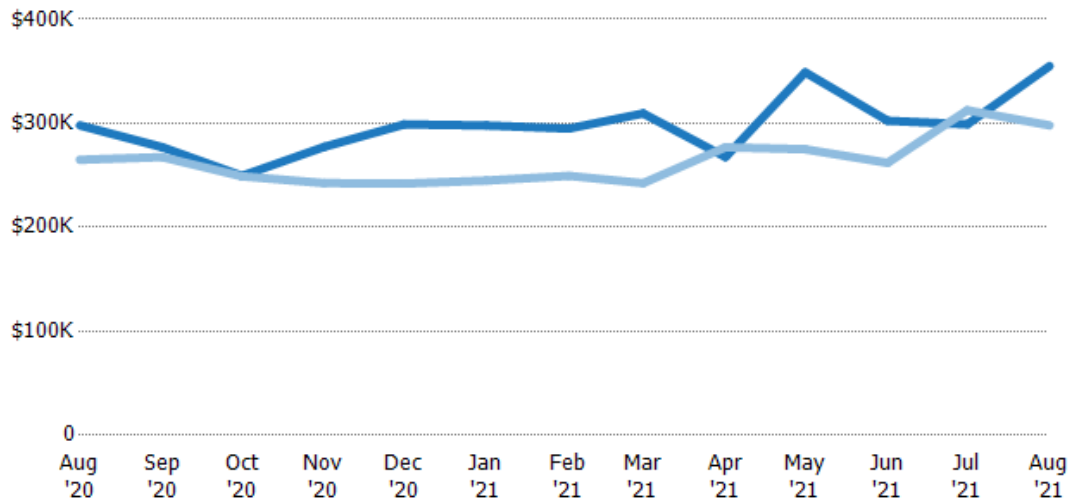
## Median Listing Price

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.
Aug '21	\$355K	19.1%
Aug '20	\$298K	12.5%
Aug '19	\$265K	-2.2%



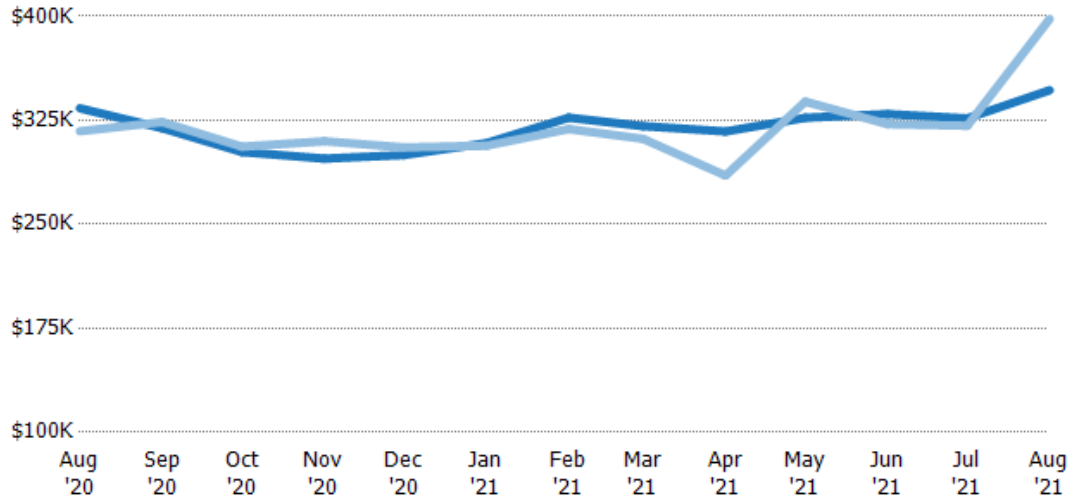
Current Year	\$298K	\$277K	\$249K	\$277K	\$299K	\$298K	\$295K	\$309K	\$268K	\$349K	\$302K	\$299K	\$355K
Prior Year	\$265K	\$267K	\$249K	\$242K	\$242K	\$245K	\$249K	\$242K	\$277K	\$275K	\$262K	\$313K	\$298K
Percent Change from Prior Year	12%	4%	0%	14%	24%	22%	18%	28%	-3%	27%	15%	-4%	19%

## 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



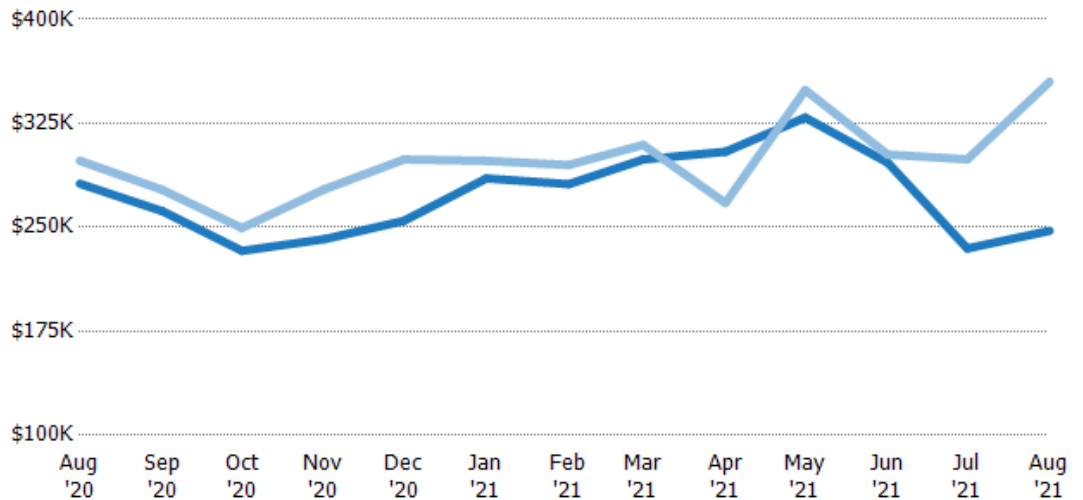
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$334K	\$319K	\$302K	\$297K	\$300K	\$308K	\$327K	\$321K	\$317K	\$327K	\$329K	\$326K	\$347K
Avg Listing Price	\$317K	\$324K	\$306K	\$310K	\$305K	\$307K	\$319K	\$312K	\$285K	\$338K	\$322K	\$321K	\$398K
Avg Listing Price as a % of Avg Est Value	95%	101%	101%	104%	102%	99%	97%	97%	90%	104%	98%	98%	115%

## 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



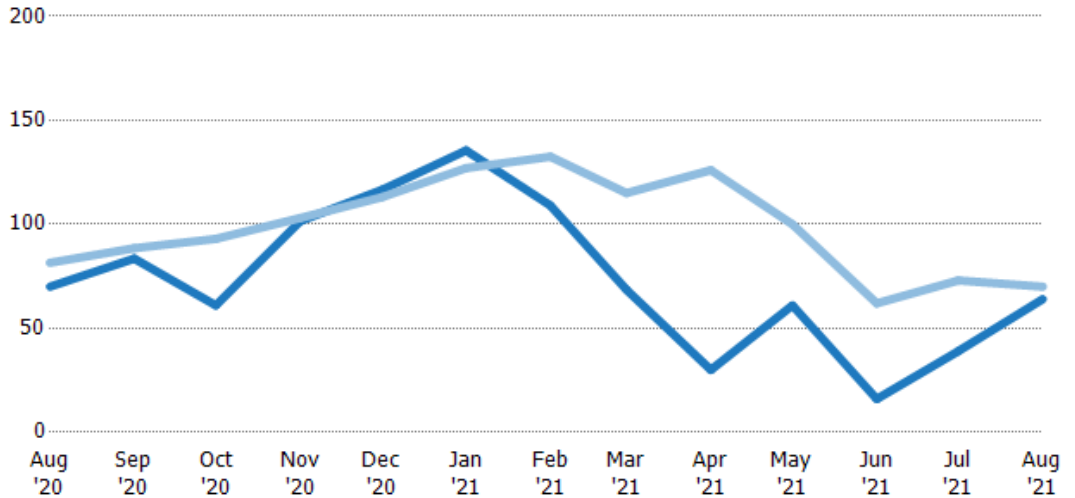
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$281K	\$262K	\$233K	\$241K	\$255K	\$285K	\$281K	\$299K	\$304K	\$329K	\$297K	\$235K	\$247K
Median Listing Price	\$298K	\$277K	\$249K	\$277K	\$299K	\$298K	\$295K	\$309K	\$268K	\$349K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

## 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



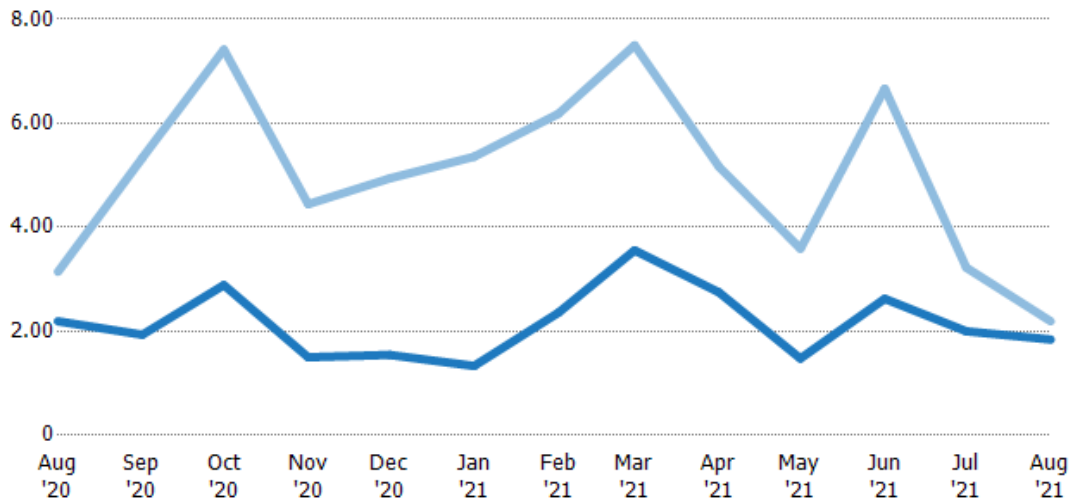
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	70	83.5	61	102	117	136	109	68.5	30	61	16	39	64
Prior Year	81.5	88.5	93	103	113	127	133	115	126	100	62	73	70
Percent Change from Prior Year	-14%	-6%	-34%	-1%	3%	7%	-18%	-40%	-76%	-39%	-74%	-47%	-9%

## 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



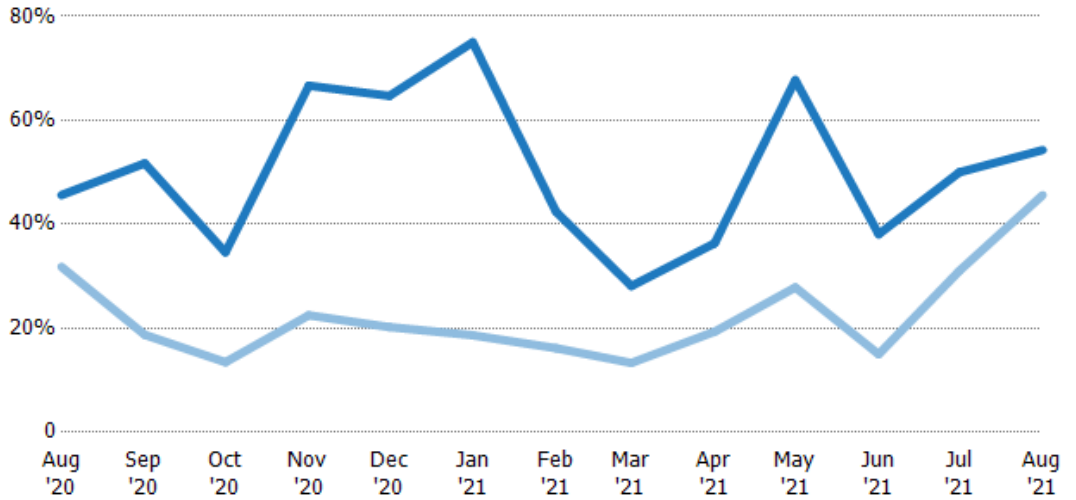
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	2.19	1.93	2.89	1.5	1.55	1.33	2.36	3.56	2.75	1.48	2.63	2	1.84
Prior Year	3.14	5.33	7.42	4.44	4.94	5.36	6.18	7.5	5.17	3.59	6.67	3.22	2.19
Percent Change from Prior Year	-30%	-64%	-61%	-66%	-69%	-75%	-62%	-53%	-47%	-59%	-61%	-38%	-16%

## 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



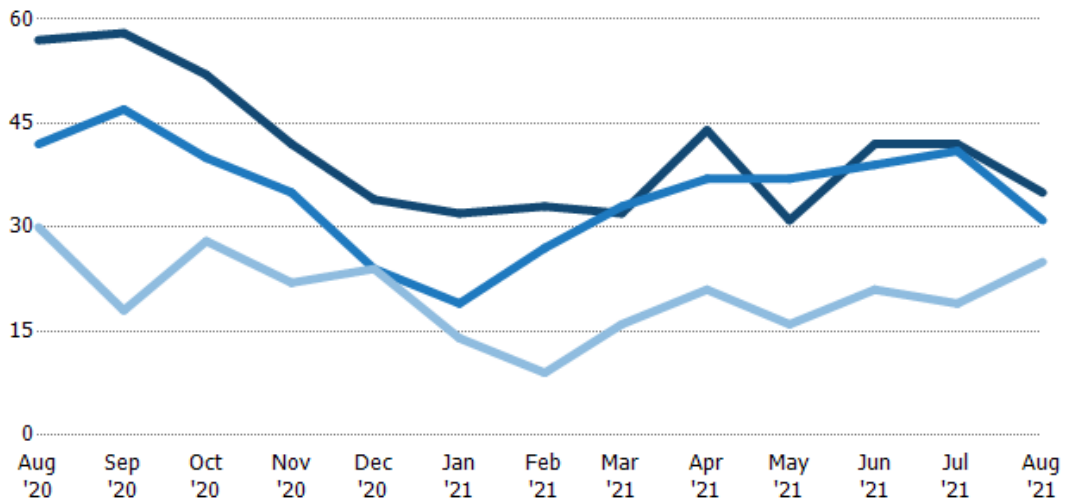
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	46%	52%	35%	67%	65%	75%	42%	28%	36%	68%	38%	50%	54%
Prior Year	32%	19%	13%	23%	20%	19%	16%	13%	19%	28%	15%	31%	46%
Change from Prior Year	-14%	-33%	-21%	-44%	-44%	-56%	-26%	-15%	-17%	-40%	-23%	-19%	-9%

## 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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	57	58	52	42	34	32	33	32	44	31	42	42	35
Pending	42	47	40	35	24	19	27	33	37	37	39	41	31
Sold	30	18	28	22	24	14	9	16	21	16	21	19	25

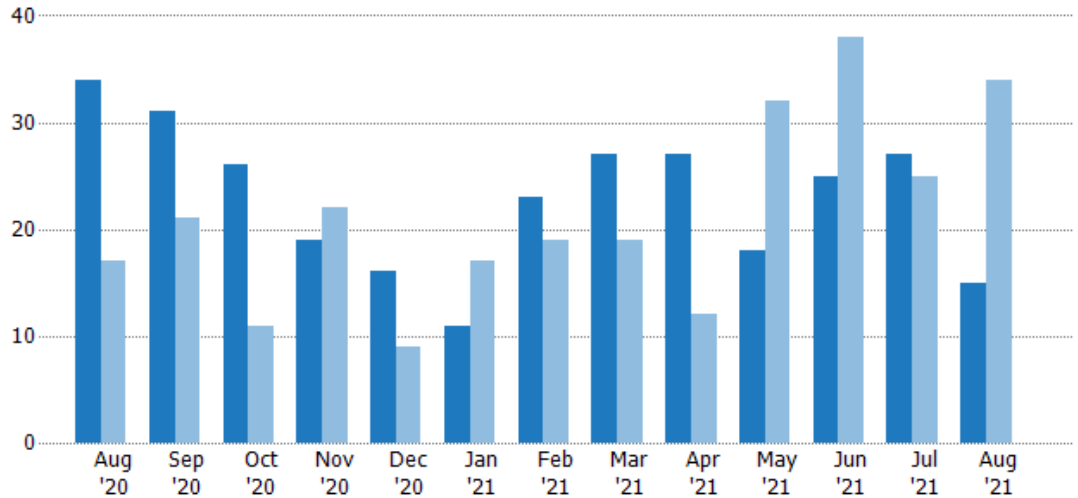
## New Pending Sales

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.
Aug '21	15	-55.9%
Aug '20	34	100%
Aug '19	17	-29.4%



Current Year	34	31	26	19	16	11	23	27	27	18	25	27	15
Prior Year	17	21	11	22	9	17	19	19	12	32	38	25	34
Percent Change from Prior Year	100%	48%	136%	-14%	78%	-35%	21%	42%	125%	-44%	-34%	8%	-56%

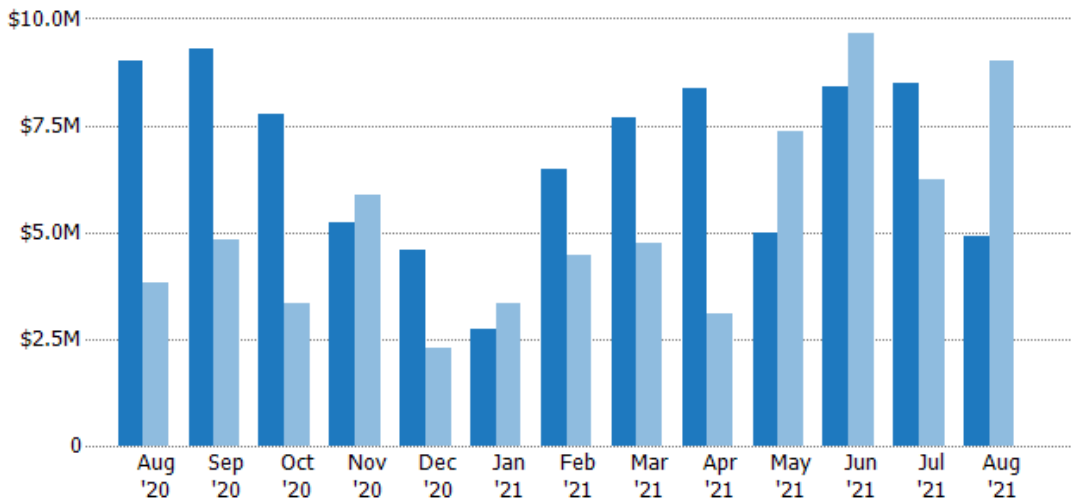
## New Pending Sales Volume

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.
Aug '21	\$4.92M	-45.4%
Aug '20	\$9M	135.6%
Aug '19	\$3.82M	-25.6%



Current Year	\$9M	\$9.31M	\$7.78M	\$5.24M	\$4.56M	\$2.74M	\$6.46M	\$7.68M	\$8.36M	\$4.99M	\$8.39M	\$8.5M	\$4.92M
Prior Year	\$3.82M	\$4.81M	\$3.32M	\$5.85M	\$2.27M	\$3.32M	\$4.45M	\$4.73M	\$3.1M	\$7.36M	\$9.66M	\$6.25M	\$9M
Percent Change from Prior Year	136%	94%	135%	-10%	101%	-17%	45%	62%	170%	-32%	-13%	36%	-45%



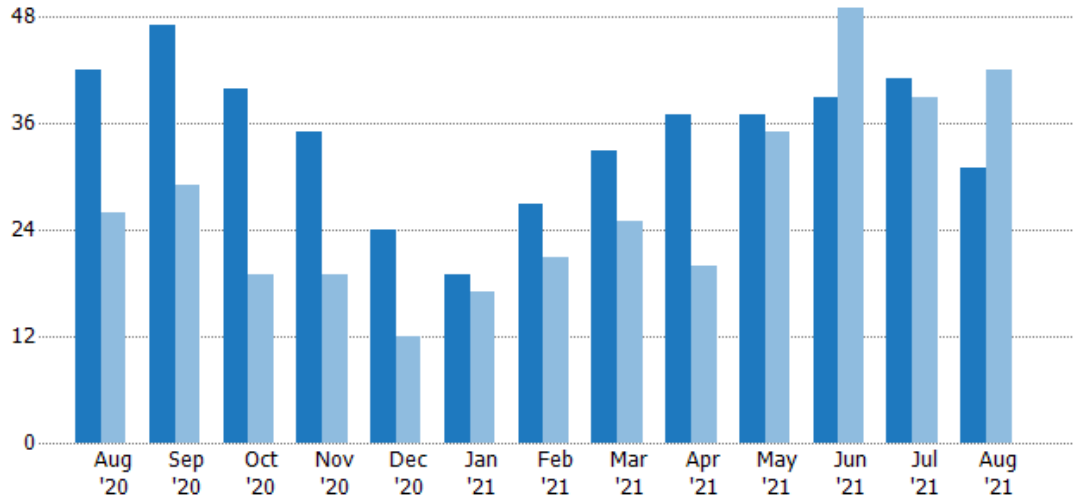
## Pending Sales

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.
Aug '21	31	-26.2%
Aug '20	42	61.5%
Aug '19	26	-19.2%



Current Year	42	47	40	35	24	19	27	33	37	37	39	41	31
Prior Year	26	29	19	19	12	17	21	25	20	35	49	39	42
Percent Change from Prior Year	62%	62%	111%	84%	100%	12%	29%	32%	85%	6%	-20%	5%	-26%

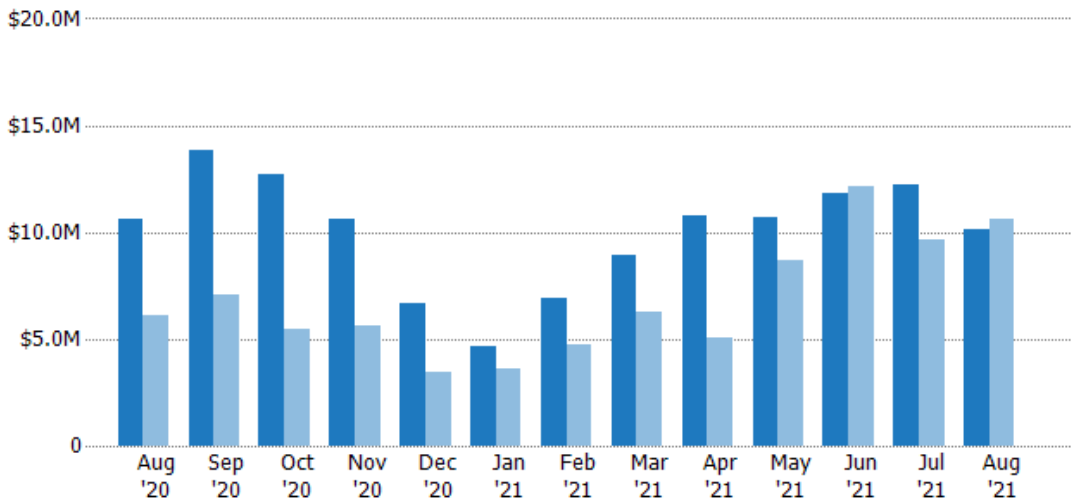
## Pending Sales Volume

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.
Aug '21	\$10.1M	-4.9%
Aug '20	\$10.6M	74.7%
Aug '19	\$6.1M	-13.7%



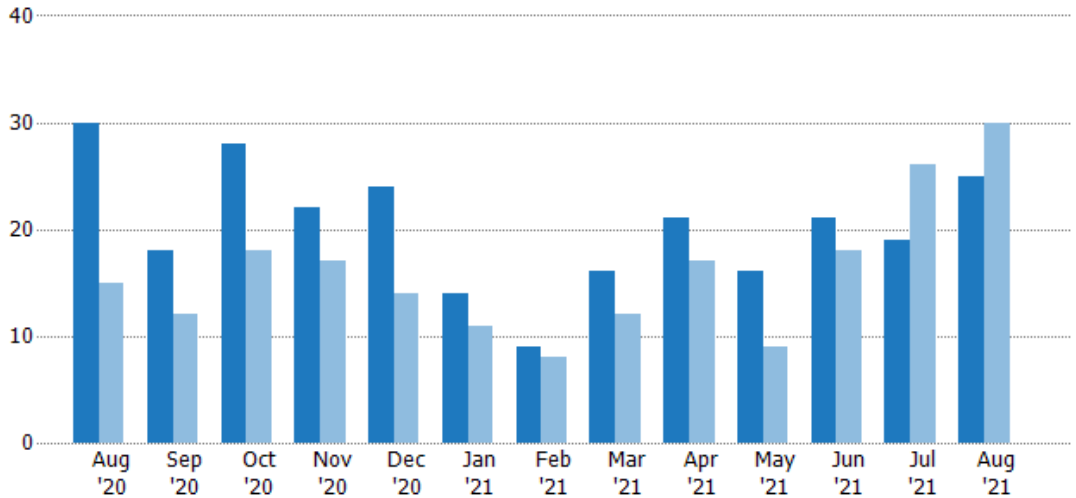
Current Year	\$10.6M	\$13.9M	\$12.7M	\$10.6M	\$6.7M	\$4.64M	\$6.94M	\$8.89M	\$10.8M	\$10.7M	\$11.8M	\$12.2M	\$10.1M
Prior Year	\$6.1M	\$7.08M	\$5.48M	\$5.59M	\$3.47M	\$3.63M	\$4.77M	\$6.29M	\$5.03M	\$8.67M	\$12.1M	\$9.62M	\$10.6M
Percent Change from Prior Year	75%	96%	132%	90%	93%	28%	46%	41%	114%	23%	-3%	27%	-5%

## 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



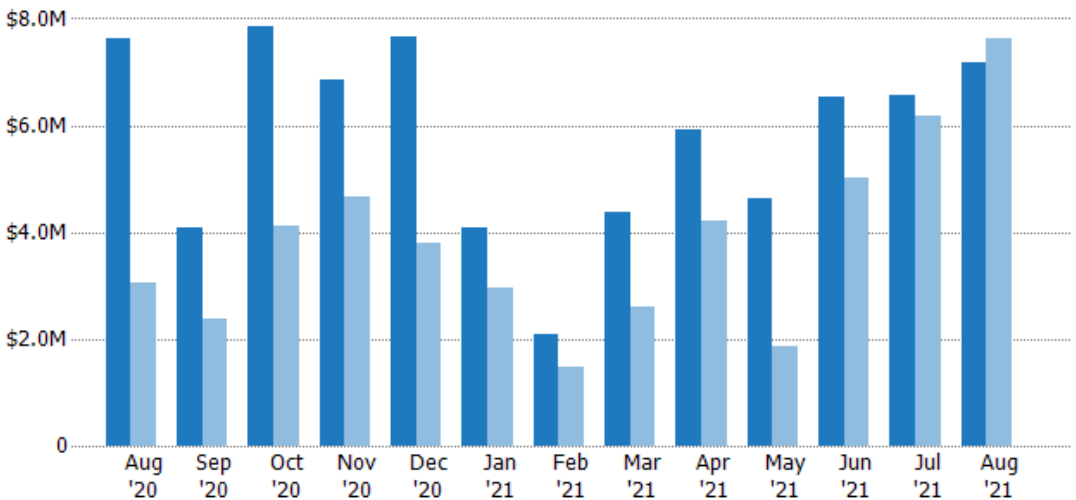
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	30	18	28	22	24	14	9	16	21	16	21	19	25
Prior Year	15	12	18	17	14	11	8	12	17	9	18	26	30
Percent Change from Prior Year	100%	50%	56%	29%	71%	27%	13%	33%	24%	78%	17%	-27%	-17%

## 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



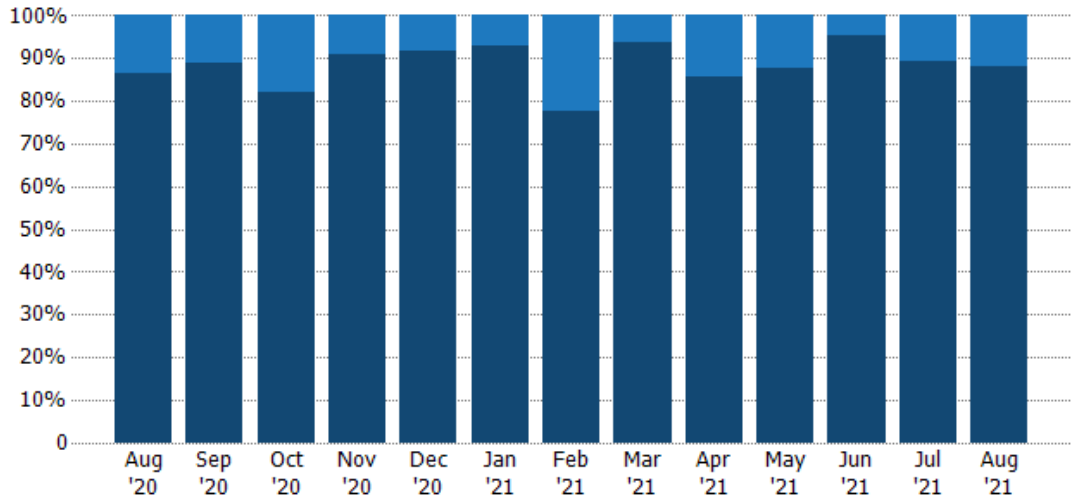
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$7.61M	\$4.1M	\$7.85M	\$6.87M	\$7.65M	\$4.08M	\$2.08M	\$4.37M	\$5.91M	\$4.64M	\$6.54M	\$6.57M	\$7.17M
Prior Year	\$3.06M	\$2.39M	\$4.11M	\$4.67M	\$3.8M	\$2.96M	\$1.47M	\$2.59M	\$4.2M	\$1.88M	\$5.01M	\$6.19M	\$7.61M
Percent Change from Prior Year	149%	72%	91%	47%	101%	38%	41%	69%	41%	148%	30%	6%	-6%

## 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



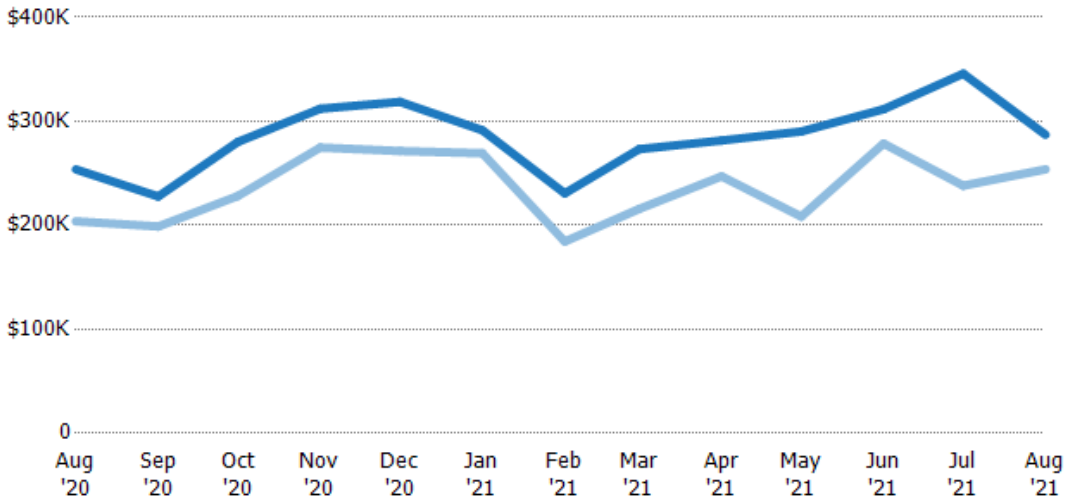
Condo/Townhouse	13%	11%	18%	9%	8%	7%	22%	6%	14%	13%	5%	11%	12%
Single Family Residence	87%	89%	82%	91%	92%	93%	78%	94%	86%	88%	95%	89%	88%

## 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	\$254K	\$228K	\$280K	\$312K	\$319K	\$291K	\$231K	\$273K	\$282K	\$290K	\$312K	\$346K	\$287K
Prior Year	\$204K	\$199K	\$228K	\$275K	\$271K	\$269K	\$184K	\$216K	\$247K	\$208K	\$279K	\$238K	\$254K
Percent Change from Prior Year	25%	15%	23%	14%	17%	8%	25%	27%	14%	39%	12%	45%	13%

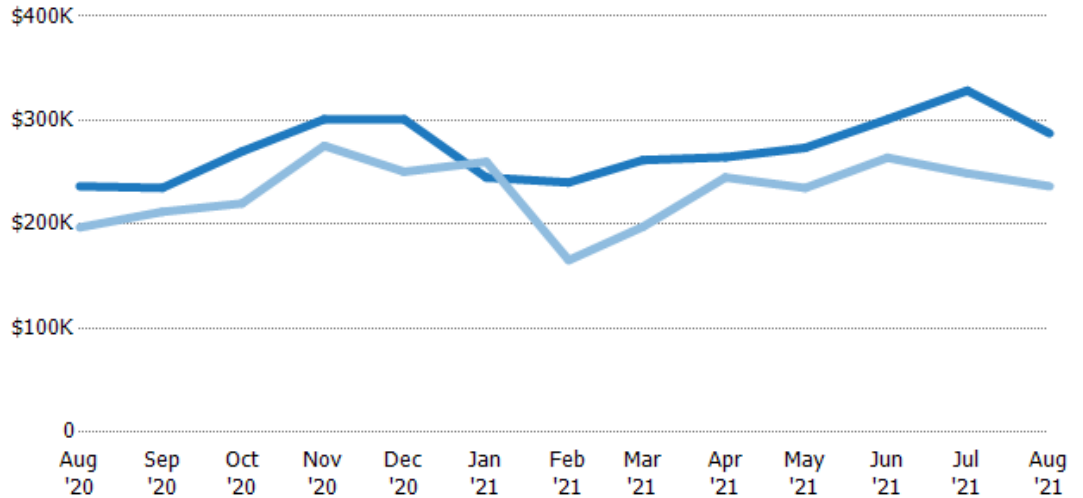
## Median Sales Price

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.
Aug '21	\$287K	21.5%
Aug '20	\$237K	20.1%
Aug '19	\$197K	16.8%



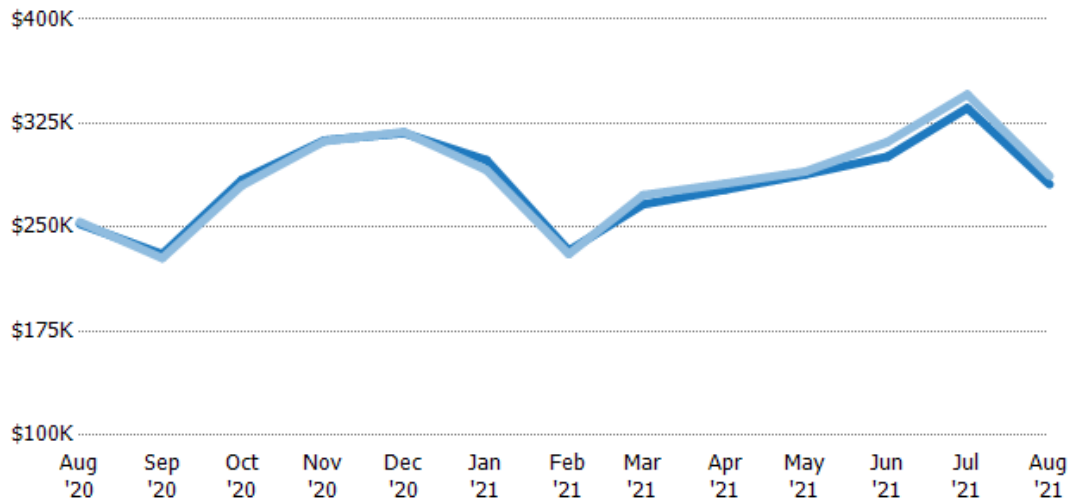
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$237K	\$235K	\$270K	\$301K	\$301K	\$245K	\$240K	\$262K	\$265K	\$274K	\$301K	\$329K	\$287K
Prior Year	\$197K	\$212K	\$220K	\$276K	\$251K	\$260K	\$165K	\$198K	\$245K	\$235K	\$264K	\$249K	\$237K
Percent Change from Prior Year	20%	11%	23%	9%	20%	-6%	45%	32%	8%	16%	14%	32%	22%

## 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



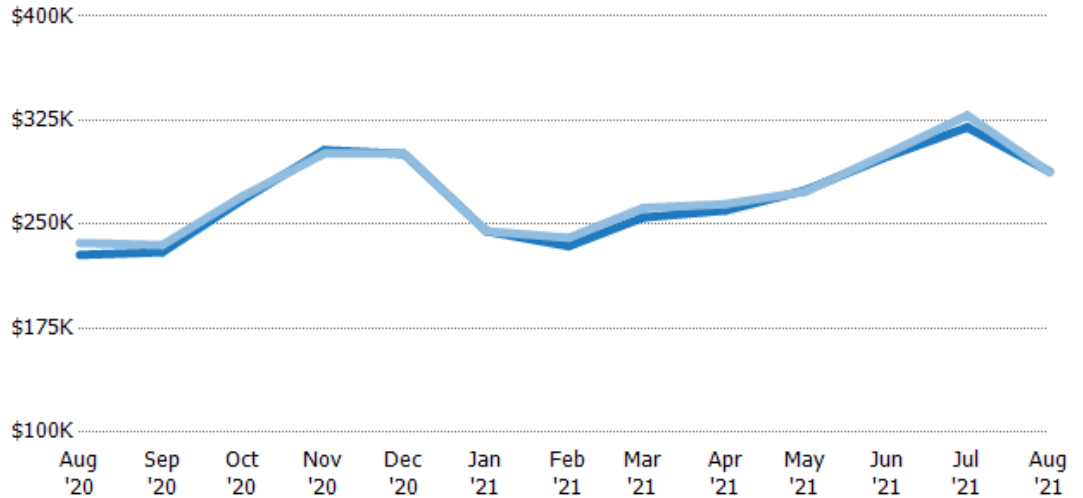
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg List Price	\$252K	\$231K	\$284K	\$313K	\$318K	\$298K	\$233K	\$267K	\$277K	\$288K	\$301K	\$336K	\$281K
Avg Sales Price	\$254K	\$228K	\$280K	\$312K	\$319K	\$291K	\$231K	\$273K	\$282K	\$290K	\$312K	\$346K	\$287K
Avg Sales Price as a % of Avg List Price	101%	99%	99%	100%	100%	98%	99%	103%	102%	101%	104%	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

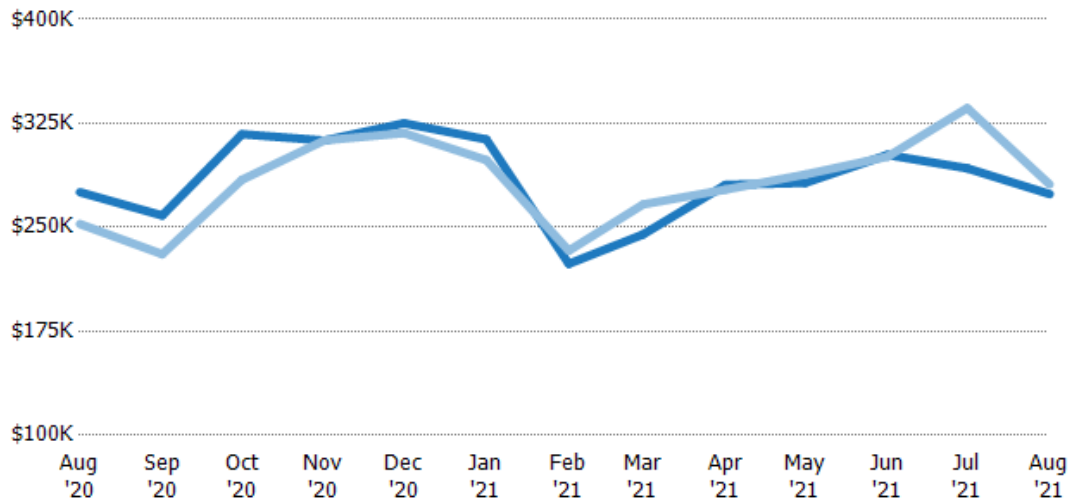


## Average Sales Price vs Average Est Value

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

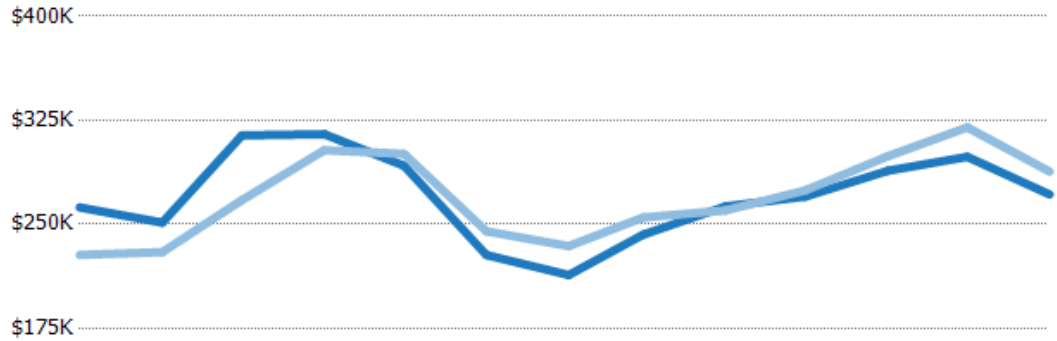


## Median Sales Price vs Median Est Value

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$262K	\$251K	\$314K	\$315K	\$292K	\$228K	\$213K	\$243K	\$263K	\$270K	\$289K	\$299K	\$271K
Median Sales Price	\$228K	\$230K	\$267K	\$303K	\$301K	\$245K	\$234K	\$255K	\$260K	\$274K	\$299K	\$320K	\$288K
Med Sales Price as a % of Med Est Value	87%	92%	85%	96%	103%	108%	110%	105%	99%	102%	104%	107%	106%