

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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	20	+5%	235	213	+10.3%
New Listing Volume	\$7,382,000	\$6,026,200	+22.5%	\$71,758,873	\$59,755,980	+20.1%
Active Listing Count	44	51	-13.7%	N/A	N/A	
Active Listing Volume	\$16,493,100	\$15,690,495	+5.1%	N/A	N/A	
Average Listing Price	\$374,843	\$307,657	+21.8%	\$337,162	\$291,659	+15.6%
Median Listing Price	\$322,250	\$249,900	+29%	\$310,321	\$268,175	+15.7%
Median Days in RPR	31.5	64	-50.8%	54.83	88.23	-37.9%
Months of Inventory	1.9	3	-36.2%	2.1	3.8	-45.5%
Absorption Rate	52.27%	33.33%	+18.9%	48.74%	26.58%	+22.2%
Sales Activity Charts Metrics						
New Pending Sales Count	9	26	-65.4%	203	253	-19.8%
New Pending Sales Volume	\$3,368,700	\$7,780,100	-56.7%	\$61,759,513	\$64,940,766	-4.9%
Pending Sales Count	22	38	-42.1%	N/A	N/A	
Pending Sales Volume	\$7,681,001	\$12,064,229	-36.3%	N/A	N/A	
Closed Sales Count	17	28	-39.3%	180	174	+3.4%
Closed Sales Volume	\$5,692,400	\$7,846,689	-27.5%	\$53,804,529	\$43,067,928	+24.9%
Average Sales Price	\$334,847	\$280,239	+19.5%	\$298,914	\$247,517	+20.8%
Median Sales Price	\$300,000	\$270,000	+11.1%	\$281,113	\$241,081	+16.6%

New Listings

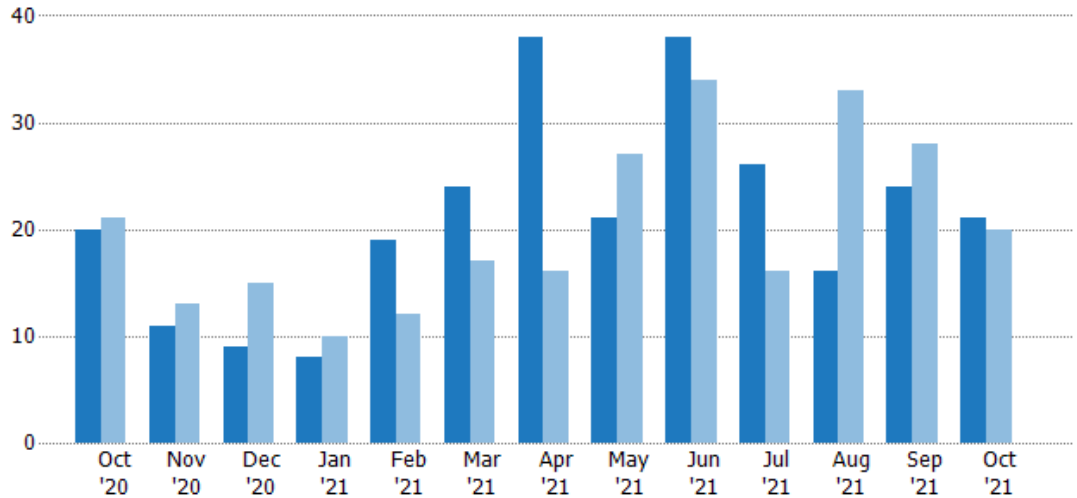
The number of new residential listings that were added each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Oct '21	21	5%
Oct '20	20	-4.8%
Oct '19	21	-19%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	20	11	9	8	19	24	38	21	38	26	16	24	21
Prior Year	21	13	15	10	12	17	16	27	34	16	33	28	20
Percent Change from Prior Year	-5%	-15%	-40%	-20%	58%	41%	138%	-22%	12%	63%	-52%	-14%	5%

New Listing Volume

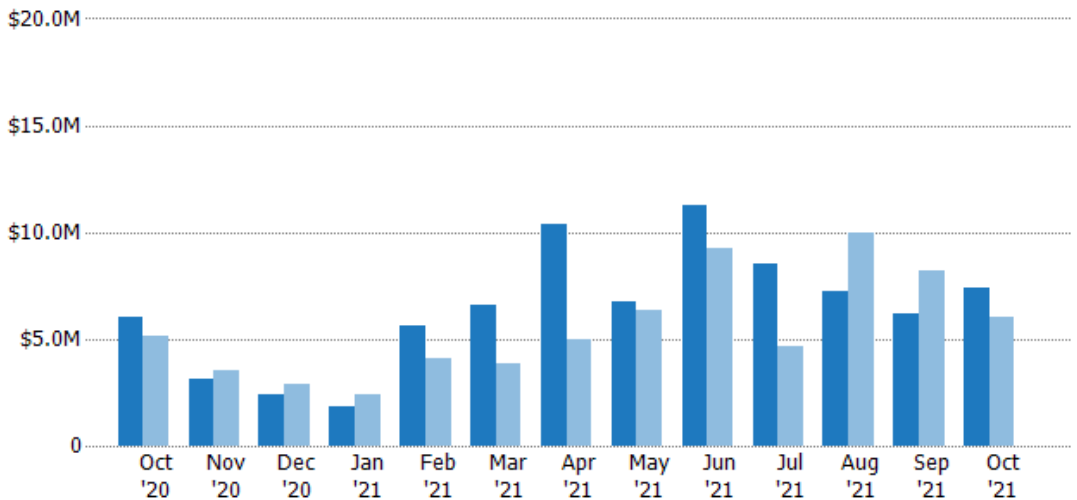
The sum of the listing price of residential listings that were added each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Oct '21	\$7.38M	22.5%
Oct '20	\$6.03M	17.8%
Oct '19	\$5.11M	-12.7%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$6.03M	\$3.13M	\$2.44M	\$1.8M	\$5.61M	\$6.57M	\$10.4M	\$6.72M	\$11.3M	\$8.53M	\$7.24M	\$6.21M	\$7.38M
Prior Year	\$5.11M	\$3.56M	\$2.86M	\$2.39M	\$4.13M	\$3.81M	\$4.97M	\$6.33M	\$9.24M	\$4.66M	\$9.98M	\$8.22M	\$6.03M
Percent Change from Prior Year	18%	-12%	-15%	-24%	36%	72%	109%	6%	22%	83%	-27%	-24%	22%

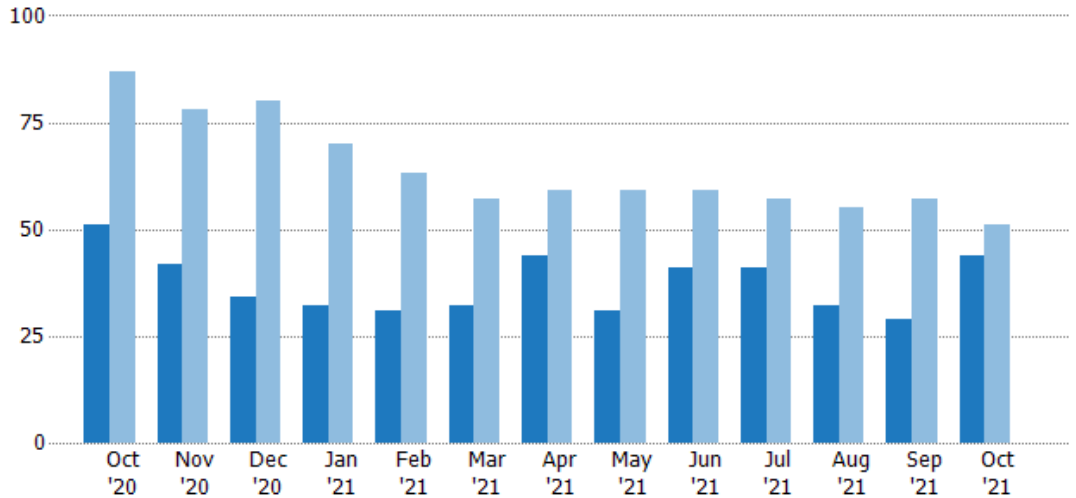
Active Listings

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.
Oct '21	44	-13.7%
Oct '20	51	-41.4%
Oct '19	87	12.6%



Current Year	51	42	34	32	31	32	44	31	41	41	32	29	44
Prior Year	87	78	80	70	63	57	59	59	59	57	55	57	51
Percent Change from Prior Year	-41%	-46%	-58%	-54%	-51%	-44%	-25%	-47%	-31%	-28%	-42%	-49%	-14%

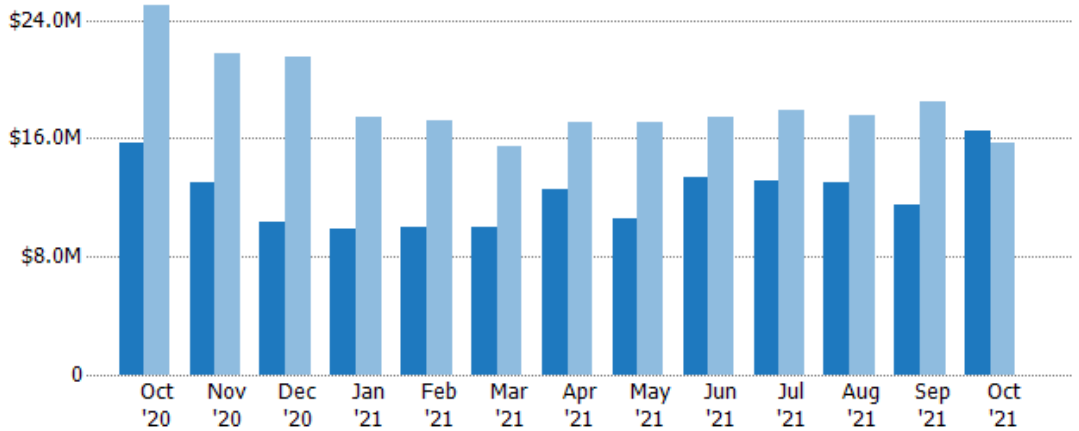
Active Listing Volume

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.
Oct '21	\$16.5M	5.1%
Oct '20	\$15.7M	-37.2%
Oct '19	\$25M	18%



Current Year	\$15.7M	\$13M	\$10.4M	\$9.81M	\$10M	\$9.97M	\$12.5M	\$10.6M	\$13.3M	\$13.2M	\$13M	\$11.5M	\$16.5M
Prior Year	\$25M	\$21.7M	\$21.5M	\$17.4M	\$17.3M	\$15.4M	\$17.1M	\$17.1M	\$17.5M	\$17.9M	\$17.5M	\$18.4M	\$15.7M
Percent Change from Prior Year	-37%	-40%	-52%	-44%	-42%	-35%	-27%	-38%	-24%	-26%	-26%	-38%	5%

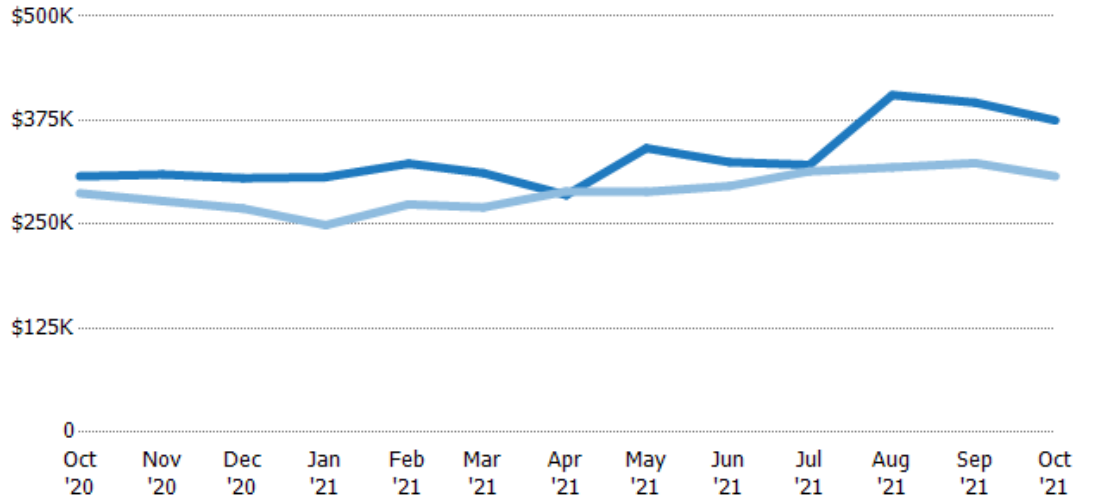
Average Listing Price

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.
Oct '21	\$375K	21.8%
Oct '20	\$308K	7.1%
Oct '19	\$287K	4.8%



Current Year	\$308K	\$310K	\$305K	\$307K	\$323K	\$312K	\$285K	\$341K	\$325K	\$321K	\$405K	\$396K	\$375K
Prior Year	\$287K	\$278K	\$269K	\$249K	\$274K	\$270K	\$290K	\$289K	\$296K	\$314K	\$318K	\$324K	\$308K
Percent Change from Prior Year	7%	11%	14%	23%	18%	15%	-2%	18%	10%	2%	27%	22%	22%

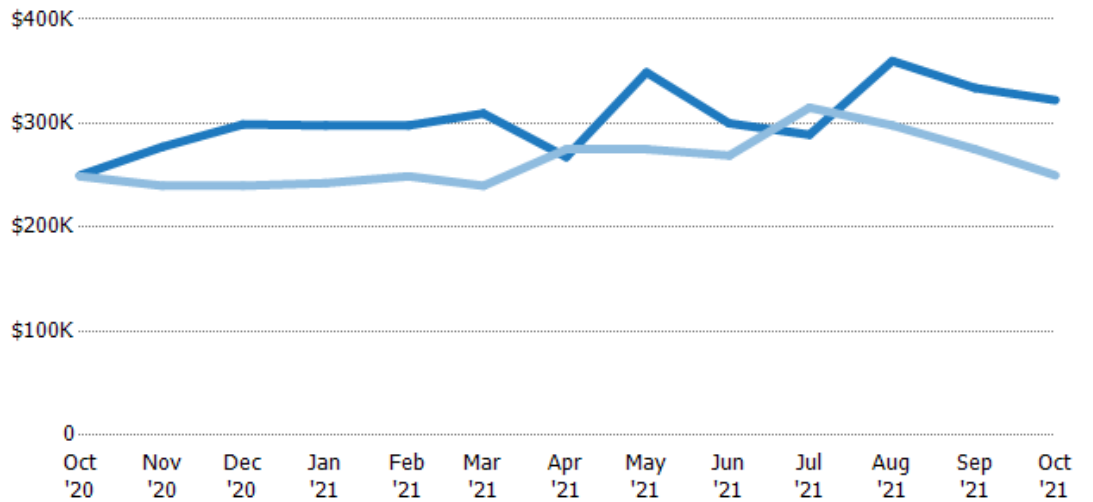
Median Listing Price

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.
Oct '21	\$322K	29%
Oct '20	\$250K	0.4%
Oct '19	\$249K	4%



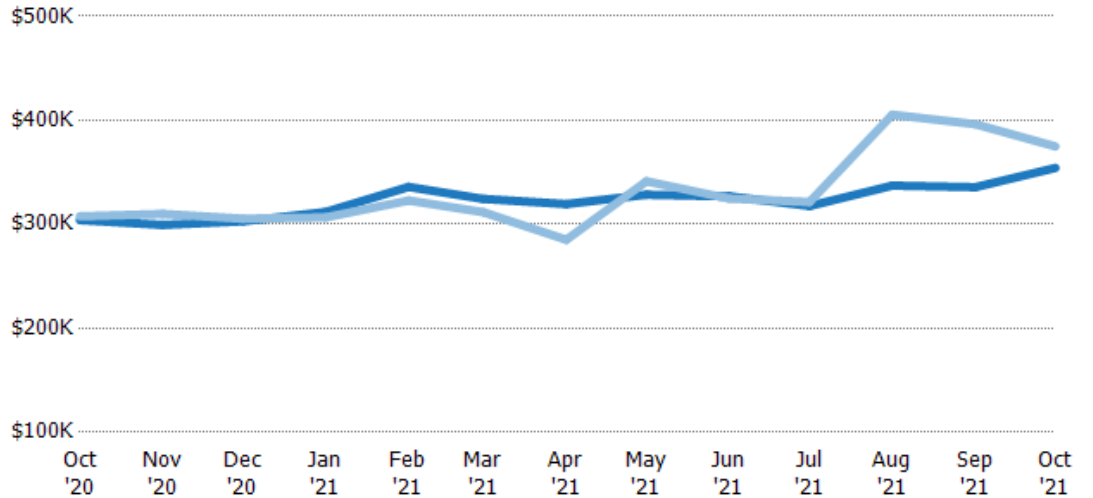
Current Year	\$250K	\$277K	\$299K	\$298K	\$298K	\$309K	\$268K	\$349K	\$300K	\$289K	\$360K	\$334K	\$322K
Prior Year	\$249K	\$240K	\$240K	\$242K	\$249K	\$240K	\$275K	\$275K	\$269K	\$315K	\$298K	\$275K	\$250K
Percent Change from Prior Year	0%	16%	25%	23%	20%	29%	-3%	27%	11%	-8%	21%	21%	29%

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

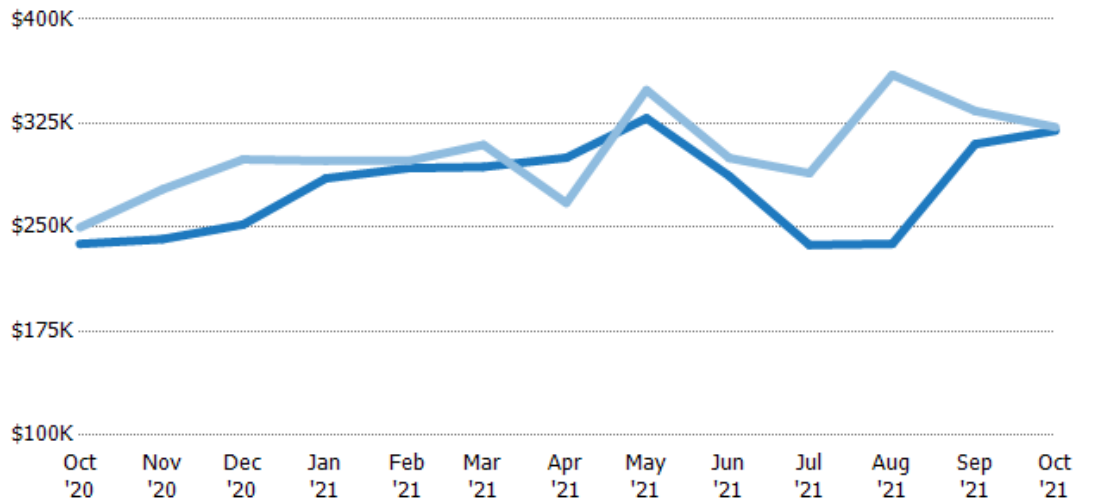


Median Listing Price vs Median Est Value

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

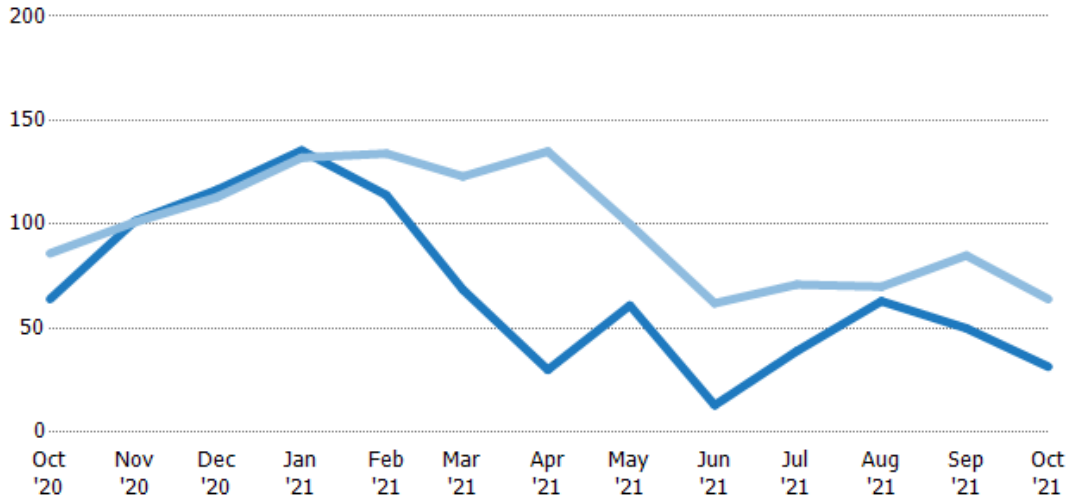


Median Days in RPR

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



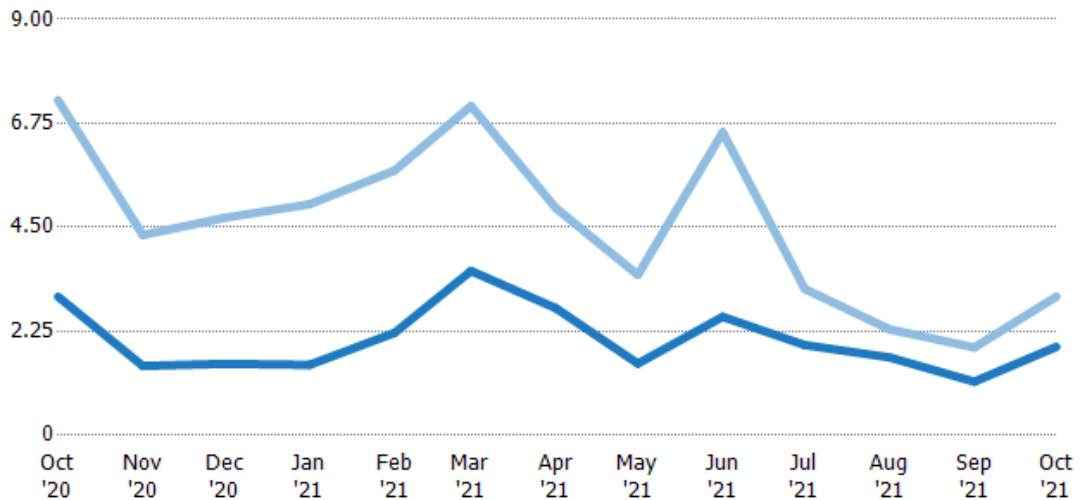
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	64	102	117	136	114	68.5	30	61	13	39	63	50	31.5
Prior Year	86	101	113	132	134	123	135	100	62	71	70	85	64
Percent Change from Prior Year	-26%	0%	3%	3%	-15%	-44%	-78%	-39%	-79%	-45%	-10%	-41%	-51%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	3	1.5	1.55	1.52	2.21	3.56	2.75	1.55	2.56	1.95	1.68	1.16	1.91
Prior Year	7.25	4.33	4.71	5	5.73	7.13	4.92	3.47	6.56	3.17	2.29	1.9	3
Percent Change from Prior Year	-59%	-65%	-67%	-70%	-61%	-50%	-44%	-55%	-61%	-38%	-27%	-39%	-36%

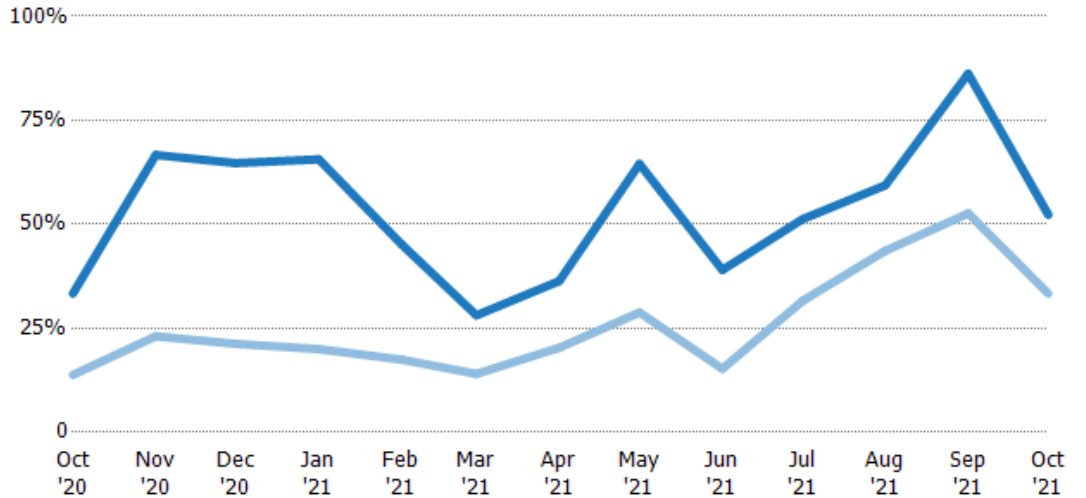
Absorption Rate

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	33%	67%	65%	66%	45%	28%	36%	65%	39%	51%	59%	86%	52%
Prior Year	14%	23%	21%	20%	17%	14%	20%	29%	15%	32%	44%	53%	33%
Change from Prior Year	-20%	-44%	-43%	-46%	-28%	-14%	-16%	-36%	-24%	-20%	-16%	-34%	-19%

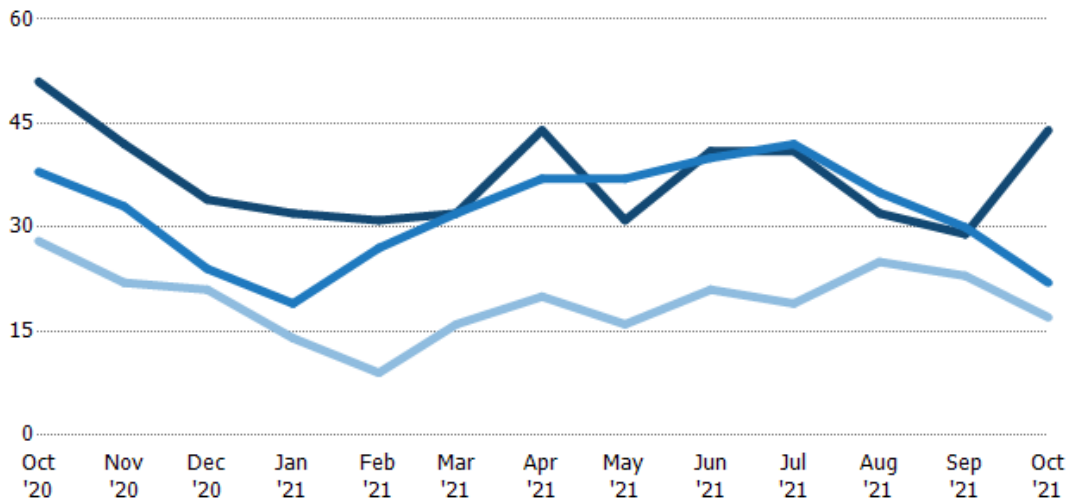
Active/Pending/Sold Units

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



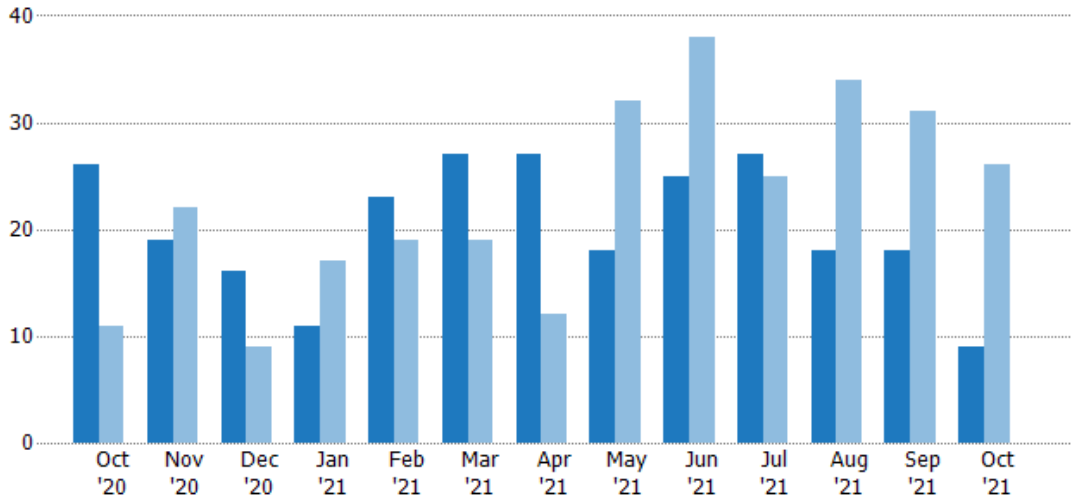
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	51	42	34	32	31	32	44	31	41	41	32	29	44
Pending	38	33	24	19	27	32	37	37	40	42	35	30	22
Sold	28	22	21	14	9	16	20	16	21	19	25	23	17

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



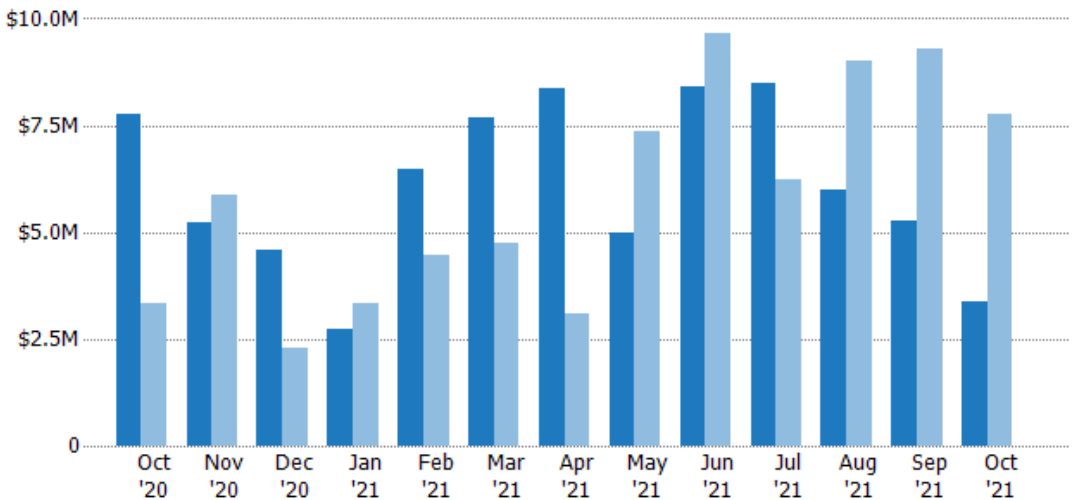
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '21	9	26	-65.4%
Oct '20	26	11	136.4%
Oct '19	11	11	0%

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	Current Year	Prior Year	Percent Change from Prior Year
Oct '21	\$3.37M	\$7.78M	-56.7%
Oct '20	\$7.78M	\$3.32M	134.7%
Oct '19	\$3.32M	\$3.32M	-20%

Pending Sales

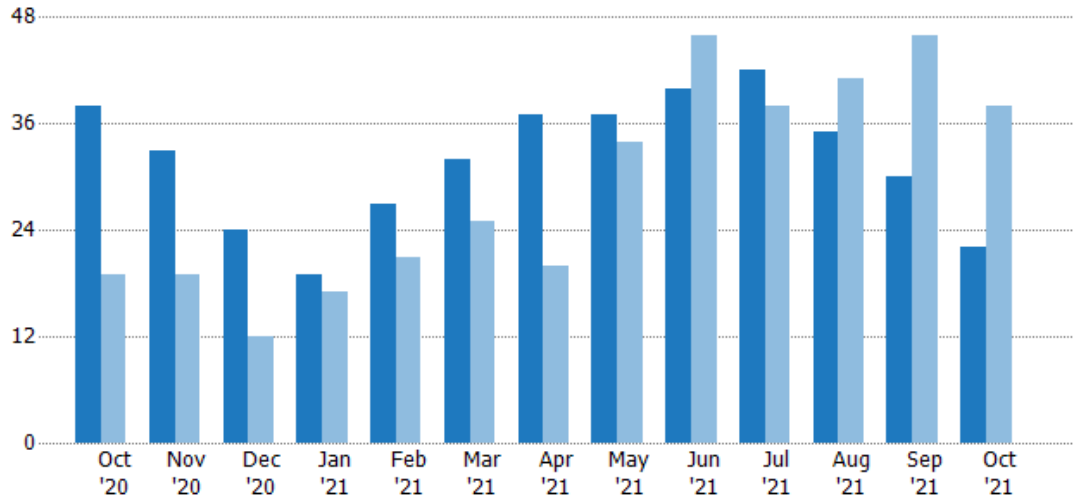
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

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

Month/Year	Count	% Chg.
Oct '21	22	-42.1%
Oct '20	38	100%
Oct '19	19	0%



Current Year	38	33	24	19	27	32	37	37	40	42	35	30	22
Prior Year	19	19	12	17	21	25	20	34	46	38	41	46	38
Percent Change from Prior Year	100%	74%	100%	12%	29%	28%	85%	9%	-13%	11%	-15%	-35%	-42%

Pending Sales Volume

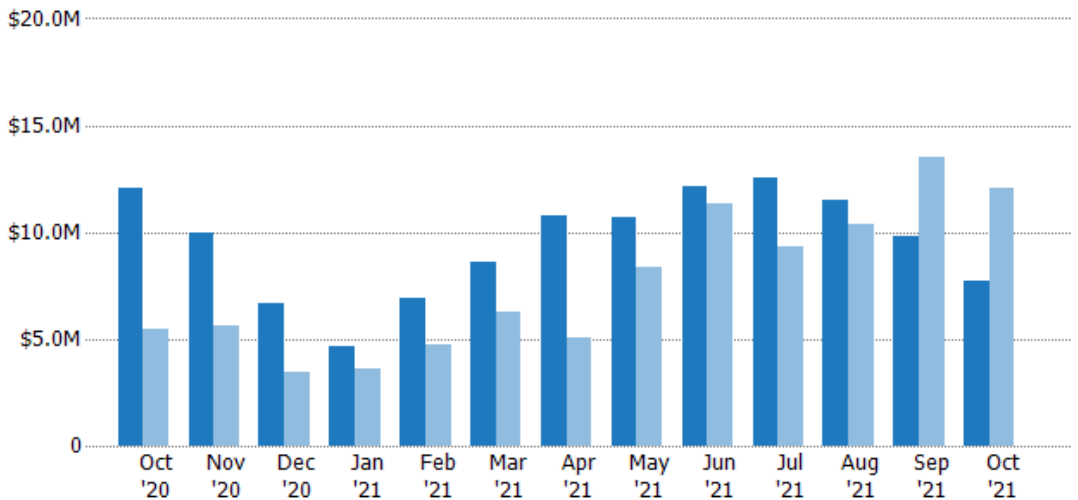
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

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

Month/Year	Volume	% Chg.
Oct '21	\$7.68M	-36.3%
Oct '20	\$12.1M	120.1%
Oct '19	\$5.48M	-10.7%



Current Year	\$12.1M	\$9.97M	\$6.7M	\$4.64M	\$6.94M	\$8.62M	\$10.8M	\$10.7M	\$12.1M	\$12.5M	\$11.5M	\$9.81M	\$7.68M
Prior Year	\$5.48M	\$5.59M	\$3.47M	\$3.63M	\$4.77M	\$6.29M	\$5.03M	\$8.39M	\$11.3M	\$9.34M	\$10.4M	\$13.5M	\$12.1M
Percent Change from Prior Year	120%	78%	93%	28%	46%	37%	114%	27%	7%	34%	11%	-28%	-36%

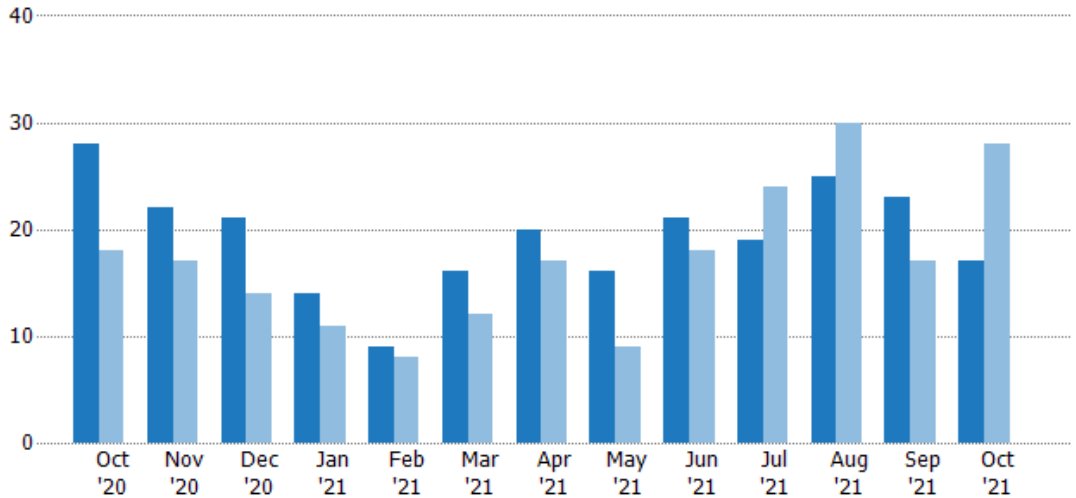
Closed Sales

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.
Oct '21	17	-39.3%
Oct '20	28	55.6%
Oct '19	18	-16.7%

	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	28	22	21	14	9	16	20	16	21	19	25	23	17
Prior Year	18	17	14	11	8	12	17	9	18	24	30	17	28
Percent Change from Prior Year	56%	29%	50%	27%	13%	33%	18%	78%	17%	-21%	-17%	35%	-39%

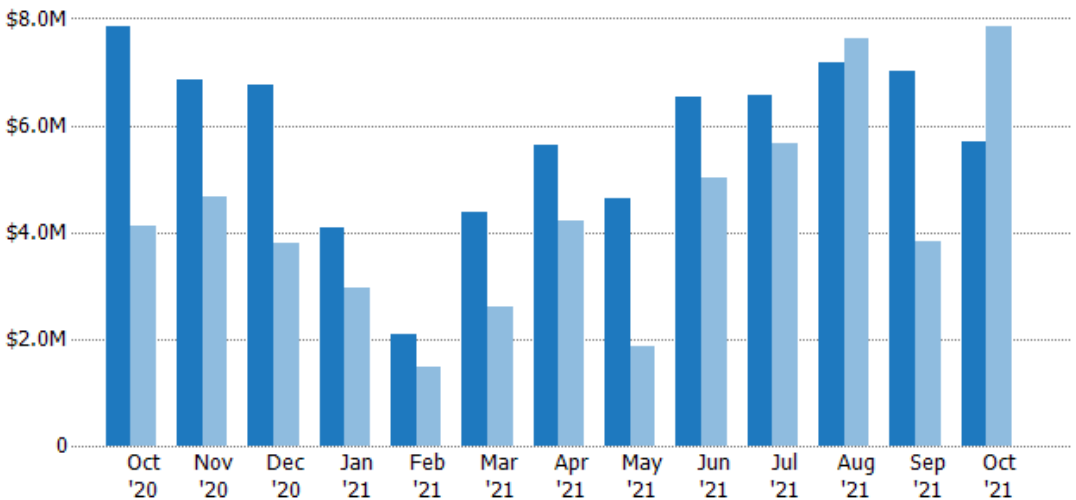
Closed Sales Volume

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.
Oct '21	\$5.69M	-27.5%
Oct '20	\$7.85M	91%
Oct '19	\$4.11M	-16.5%

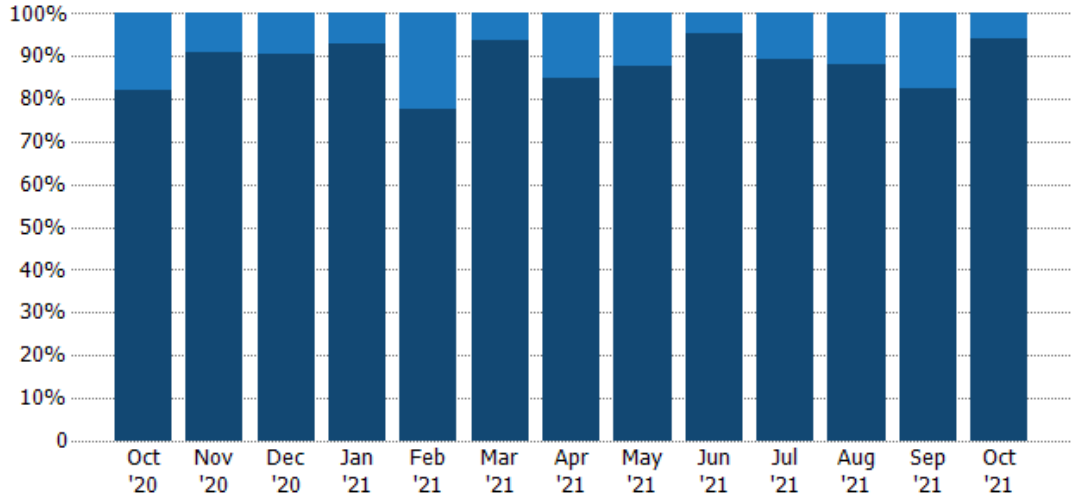
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$7.85M	\$6.87M	\$6.77M	\$4.08M	\$2.08M	\$4.37M	\$5.64M	\$4.64M	\$6.54M	\$6.57M	\$7.17M	\$7.02M	\$5.69M
Prior Year	\$4.11M	\$4.67M	\$3.8M	\$2.96M	\$1.47M	\$2.59M	\$4.2M	\$1.88M	\$5.01M	\$5.67M	\$7.61M	\$3.82M	\$7.85M
Percent Change from Prior Year	91%	47%	78%	38%	41%	69%	34%	148%	30%	16%	-6%	84%	-27%

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



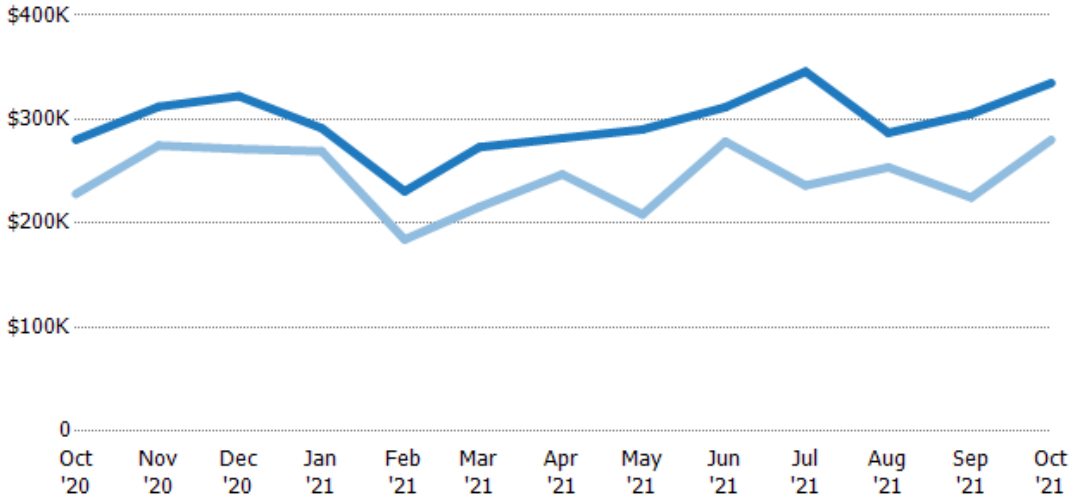
Property Type	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Condo/Townhouse	18%	9%	10%	7%	22%	6%	15%	13%	5%	11%	12%	17%	6%
Single Family Residence	82%	91%	90%	93%	78%	94%	85%	88%	95%	89%	88%	83%	94%

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



Month	Current Year	Prior Year	Percent Change from Prior Year
Oct '20	\$280K	\$228K	23%
Nov '20	\$312K	\$275K	14%
Dec '20	\$322K	\$271K	19%
Jan '21	\$291K	\$269K	8%
Feb '21	\$231K	\$184K	25%
Mar '21	\$273K	\$216K	27%
Apr '21	\$282K	\$247K	14%
May '21	\$290K	\$208K	39%
Jun '21	\$312K	\$279K	12%
Jul '21	\$346K	\$236K	46%
Aug '21	\$287K	\$254K	13%
Sep '21	\$305K	\$225K	36%
Oct '21	\$335K	\$280K	19%

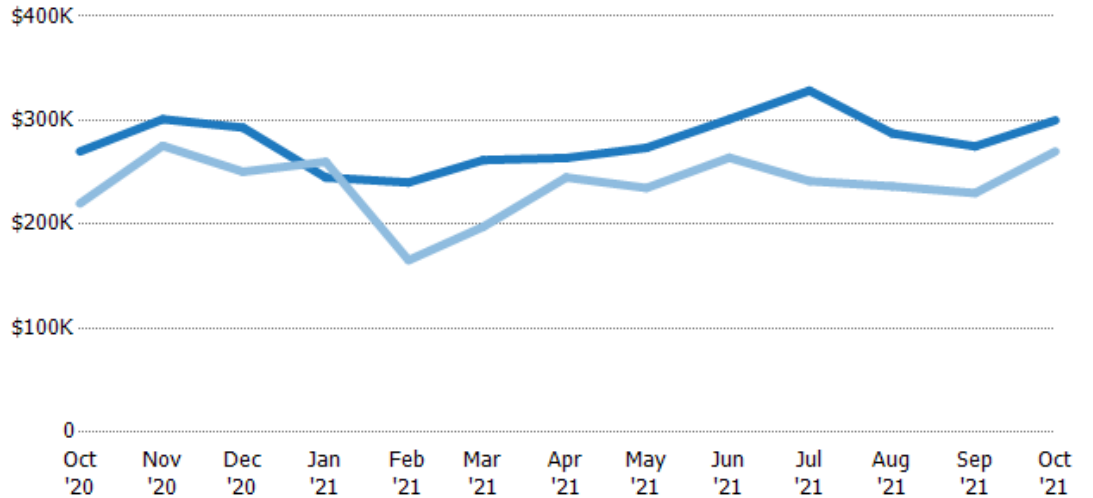
Median Sales Price

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.
Oct '21	\$300K	11.1%
Oct '20	\$270K	22.7%
Oct '19	\$220K	-2.7%



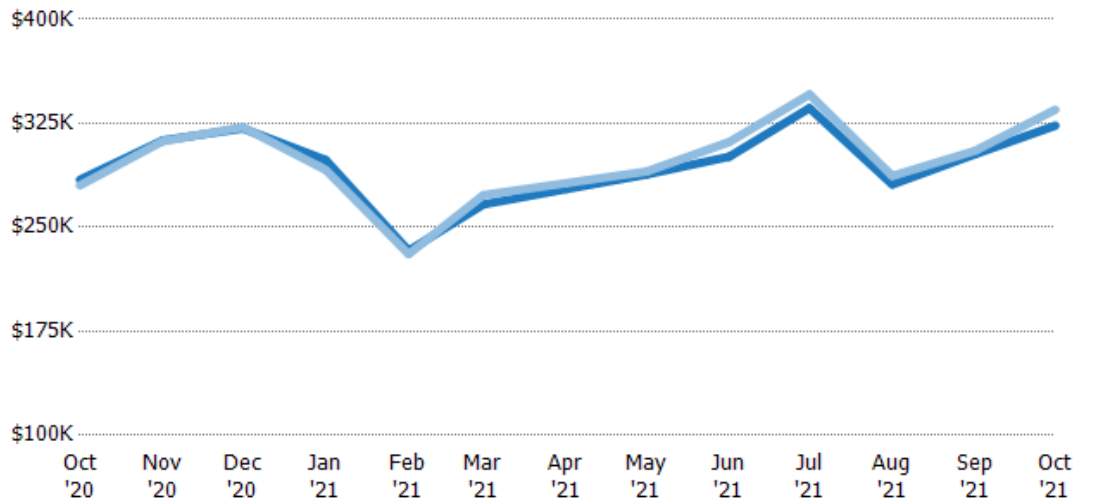
Current Year	\$270K	\$301K	\$293K	\$245K	\$240K	\$262K	\$264K	\$274K	\$301K	\$329K	\$287K	\$275K	\$300K
Prior Year	\$220K	\$276K	\$251K	\$260K	\$165K	\$198K	\$245K	\$235K	\$264K	\$242K	\$237K	\$230K	\$270K
Percent Change from Prior Year	23%	9%	17%	-6%	45%	32%	8%	16%	14%	36%	22%	20%	11%

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



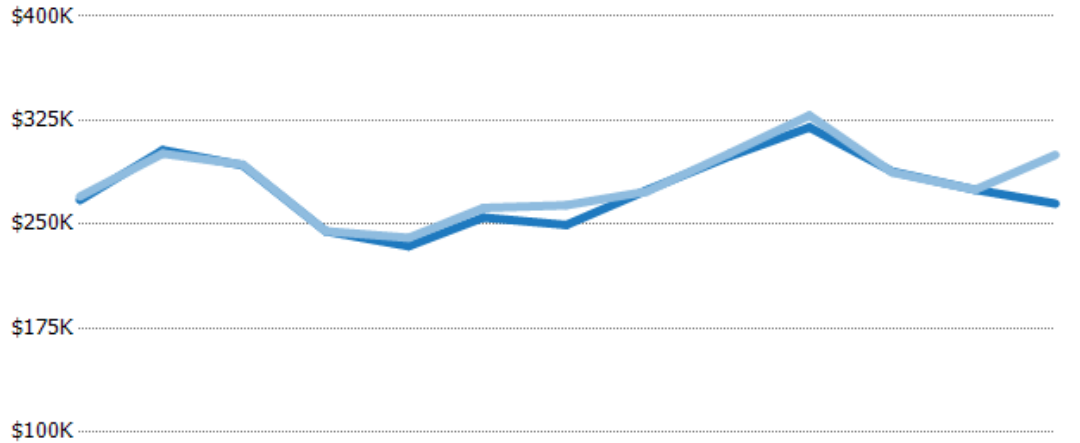
Avg List Price	\$284K	\$313K	\$321K	\$298K	\$233K	\$267K	\$278K	\$288K	\$301K	\$336K	\$281K	\$303K	\$323K
Avg Sales Price	\$280K	\$312K	\$322K	\$291K	\$231K	\$273K	\$282K	\$290K	\$312K	\$346K	\$287K	\$305K	\$335K
Avg Sales Price as a % of Avg List Price	99%	100%	100%	98%	99%	103%	102%	101%	104%	103%	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



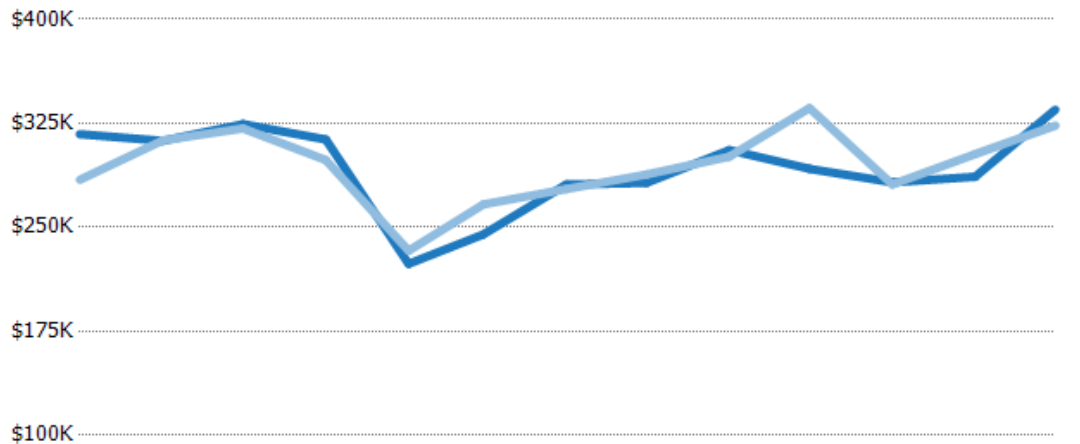
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$267K	\$303K	\$293K	\$245K	\$234K	\$255K	\$250K	\$274K	\$299K	\$320K	\$288K	\$275K	\$265K
Median Sales Price	\$270K	\$301K	\$293K	\$245K	\$240K	\$262K	\$264K	\$274K	\$301K	\$329K	\$287K	\$275K	\$300K
Med Sales Price as a % of Med List Price	101%	99%	100%	100%	103%	103%	106%	100%	101%	103%	100%	100%	113%

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



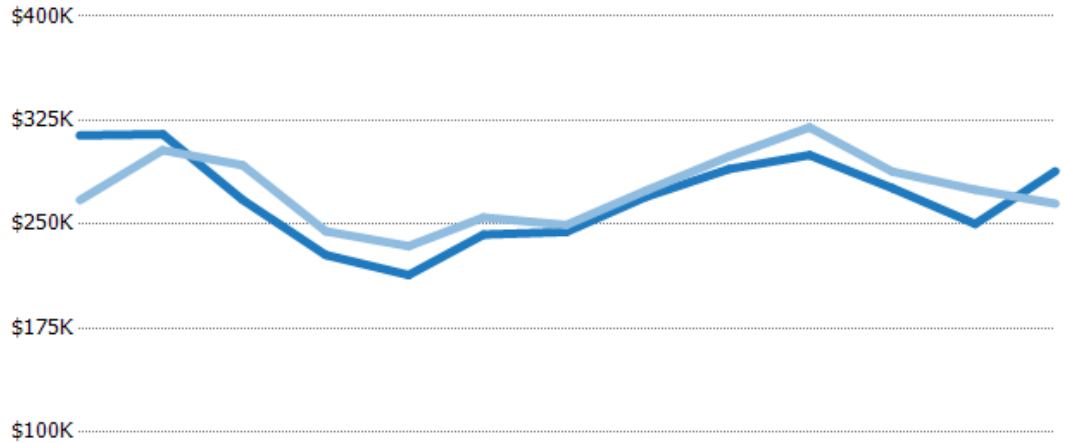
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$317K	\$312K	\$324K	\$313K	\$224K	\$245K	\$281K	\$282K	\$306K	\$292K	\$282K	\$286K	\$335K
Avg Sales Price	\$284K	\$313K	\$321K	\$298K	\$233K	\$267K	\$278K	\$288K	\$301K	\$336K	\$281K	\$303K	\$323K
Avg Sales Price as a % of Avg Est Value	90%	100%	99%	95%	104%	109%	99%	102%	98%	115%	99%	106%	97%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$314K	\$315K	\$267K	\$228K	\$213K	\$243K	\$244K	\$270K	\$290K	\$300K	\$276K	\$250K	\$288K
Median Sales Price	\$267K	\$303K	\$293K	\$245K	\$234K	\$255K	\$250K	\$274K	\$299K	\$320K	\$288K	\$275K	\$265K
Med Sales Price as a % of Med Est Value	85%	96%	109%	108%	110%	105%	102%	102%	103%	107%	104%	110%	92%