

# 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	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	53	64	-17.2%	53	64	-17.2%
New Listing Volume	\$15,488,839	\$18,008,453	-14%	\$15,488,839	\$18,008,453	-14%
Active Listing Count	154	217	-29%	154	217	-29%
Active Listing Volume	\$47,466,013	\$56,184,628	-15.5%	\$47,466,013	\$56,184,628	-15.5%
Average Listing Price	\$308,221	\$258,915	+19%	\$308,221	\$258,915	+19%
Median Listing Price	\$275,700	\$237,900	+15.9%	\$275,700	\$237,900	+15.9%
Median Daysin RPR	70.5	100	-29.5%	70.5	100	-29.5%
Months of Inventory	_	_	-	5.9	7.2	-18.1%
Absorption Rate	_	_	+-	16.88%	13.82%	+3.1%
Sales Activity Charts Metrics						
New Pending Sales Count	32	36	-11.1%	32	36	-11.1%
New Pending Sales Volume	\$7,047,950	\$8,444,485	-16.5%	\$7,047,950	\$8,444,485	-16.5%
Pending Sales Count	56	52	+7.7%	56	52	+7.7%
Pending Sales Volume	\$12,470,450	\$11,203,892	+11.3%	\$12,470,450	\$11,203,892	+11.3%
Closed Sales Count	28	26	+7.7%	28	26	+7.7%
Closed Sales Volume	\$7,316,325	\$5,684,925	+28.7%	\$7,316,325	\$5,684,925	+28.7%
Average Sales Price	\$261,297	\$218,651	+19.5%	\$261,297	\$218,651	+19.5%
Median Sales Price	\$207,500	\$214,450	-3.2%	\$207,500	\$214,450	-3.2%



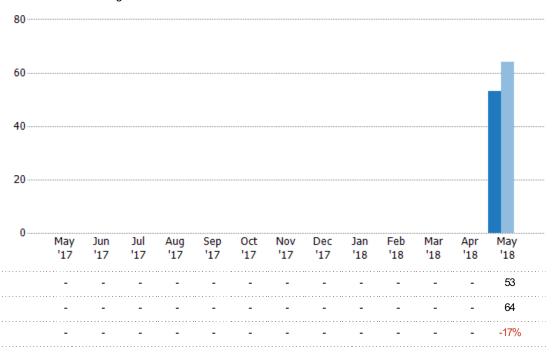




#### **New Listings**

The number of new single-family, condominium and townhome listings that were added each month.





### New Listing Volume

Percent Change from Prior Year

Current Year

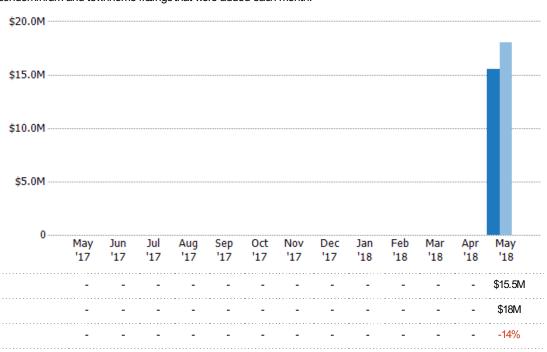
Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint
Albans, VT 05478, Saint Albans
Bay, VT 05481, Swanton, VT 05488

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





Current Year

Percent Change from Prior Year

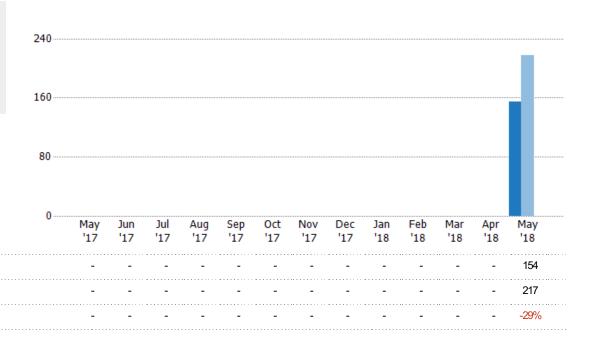


#### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.



ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence



### **Active Listing Volume**

Percent Change from Prior Year

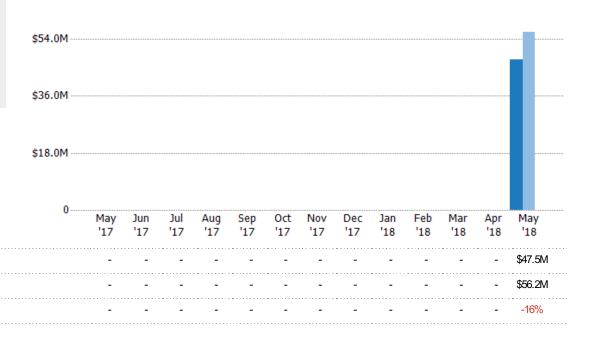
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.



Current Year

Prior Year

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year



\$259K

19%



# Market Data Report

### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3	\$400K												
Filters Used ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans	\$300K												
Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$200K												
	\$100K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	<del>-</del>	-	-	-	-		-	-	-	-	-	- -	\$308K

### **Median Listing Price**

Percent Change from Prior Year

Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$300K

Filters Used
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

0K	 		 				 		
5K	 								
0 May '17		Aug '17						Apr '18	M ':
May				Nov '17		Jan '18		Apr	М
May				Nov '17	Dec '17	Jan '18		Apr	М



Current Year
Prior Year

Percent Change from Prior Year



\$308K

112%



# Market Data Report

#### 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.

	\$400K												
Filters Used	4												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$275k

### 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.

\$300K

Filters Used
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Med Listing Price as a % of Med Est Value

Avg Listing Price as a % of Avg Est Value

Avg Listing Price

5K		 			 		 		
0K		 			 		 		
5K		 			 		 		***************************************
0					 		 		
		Aug			 		 Mar		M
0 May	Jun				 		 Mar	Apr	
0 May	Jun	Aug '17	Sep '17	0ct '17	 Dec '17	Jan '18	 Mar	Apr	M '1



Median Est Value

Median Listing Price





#### 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.

Current Year	_	_	_		_	_	_	_	-	_	-	_	70.5
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	50												
Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans	150												
Filters Used	200												

### Months of Inventory

Percent Change from Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

20.

Filters Used
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

20	
15	
10	

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	_	-	-	-	_	-	-	-	-	-	-	-	6.42
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13.6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-53%





### **Absorption Rate**

The percentage of inventory sold per month.

	Used

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence

20%	
15%	
10%	
5%	

May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
 -	-	-	-	-	-	-	-			-		16%
 -	-	-	-	-	-		-	-	-	-	-	7%
 -	-	-	-	-	-	-	-	-	-	-	-	-8%

### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Fil	ltare	П	haal

Current Year
Prior Year

Change from Prior Year

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence

May	Jun '17		Aug '17 -	- -	- -	- -	-	-	'18 -	Apr '18 -	May '18 154
May	Jun '17	'17							'18	'18	'18
_									Mar	_	
50						 					
100						 					
150						 					***********



Active Pending

Sold





Current Year

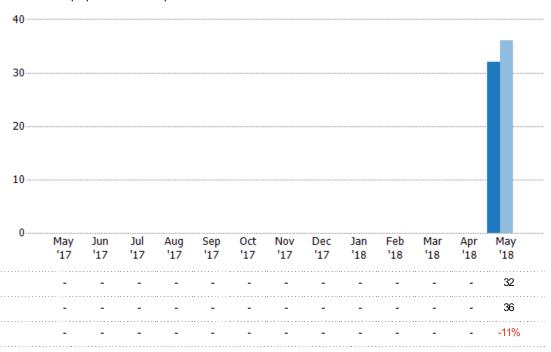
Prior Year

## Market Data Report

### **New Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



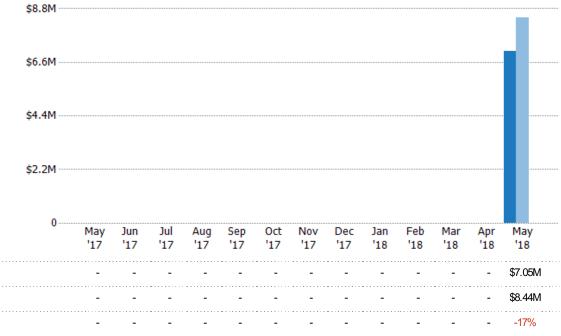


### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





Current Year

Percent Change from Prior Year

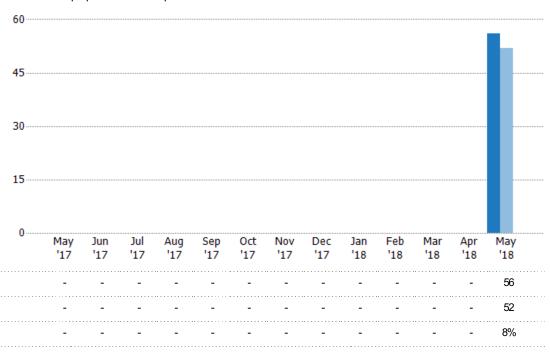




#### **Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





### Pending Sales Volume

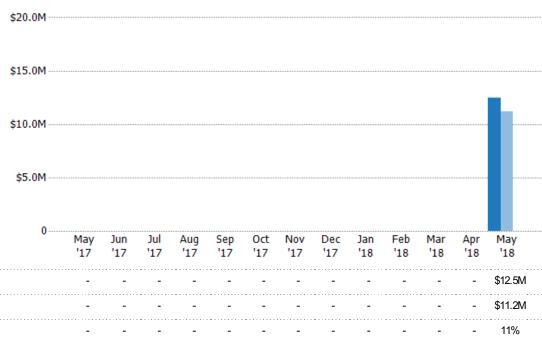
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.







Current Year

Percent Change from Prior Year





#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.

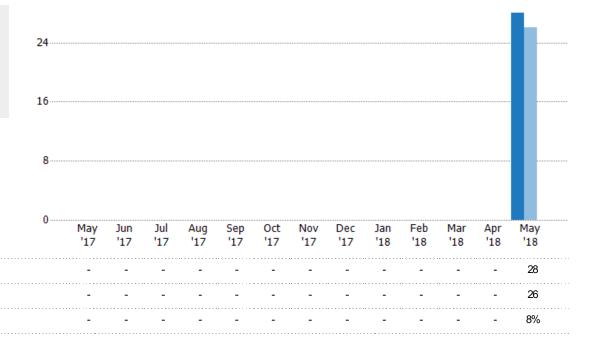
Filters Used

Current Year

Prior Year

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:

Condo/Townhouse/Apt, Single Family Residence



#### **Closed Sales Volume**

Percent Change from Prior Year

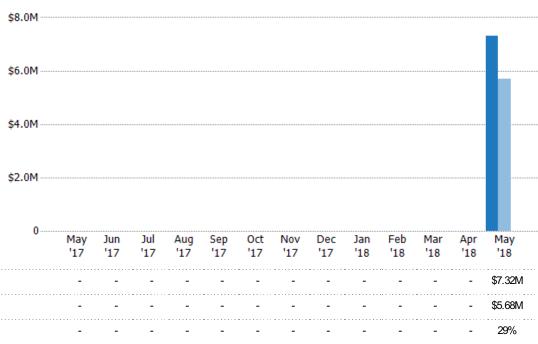
The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Grand Isle, VT 05458, Saint
Albans, VT 05478, Saint Albans
Bay, VT 05481, Swanton, VT 05488

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

Percent Change from Prior Year



Current Year



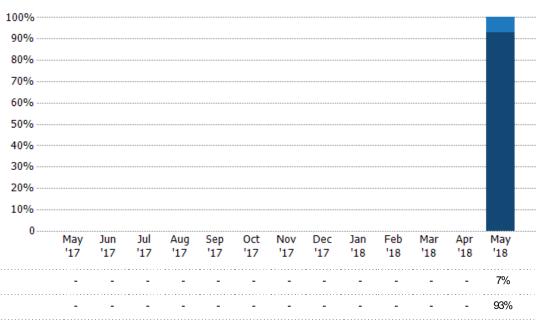


### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

\$75K

Fil	ltare	Ш	had

ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$300K
\$225K
\$150K

	0												
	May '17	Jun '17	Jul '17	Aug '17			Nov '17						
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$261K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$219K

Percent Change from Prior Year



20%



#### **Median Sales Price**

The median sales price of the single-family, condominium and townhome properties sold each month.

\$30 Filters Used	0K
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	5K
Condo/Townhouse/Apt, Single Family Residence \$15	0K
\$7	′5K

\$225K	
\$150K	
\$75K	
0	

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Percent Change from Prior Year	-	-	-	-		-	-	-	-	-	-	-	-3%

### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Eilters Used

ZIP: Grand Isle, VT 05458, Saint
Albans, VT 05478, Saint Albans
Bay, VT 05481, Swanton, VT 05488

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

\$300K \$225K \$150K

\$75K------

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$268K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$261K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%







### 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	\$300K
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488 Property Type:	\$225K
Condo/Townhouse/Apt, Single Family Residence	\$150K
	\$75K

	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$202K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	103%

### 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.

\$300K

Filters Used
ZIP: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg Est Value

50K		 	 	 		 		
75K		 	 	 		 		
•								
0 May '17	Jun	Aug '17					Apr '18	M '1
May	Jun			Dec '17			Apr	М
May	Jun			Dec '17	Jan '18		Apr	М



Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

# Market Data Report

#### 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: Grand Isle, VT 05458, Saint Albans, VT 05478, Saint Albans Bay, VT 05481, Swanton, VT 05488
Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med Est Value

25K	 	 	 	 	 		
50K	 	 	 	 	 		•••••
75K	 	 	 	 	 		
0	 	 	 	 	 		
0			 	 	 		M
0	 	 	 Nov '17	 	 	Apr	



