

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	Apr 2018	Apr 2017	+/-	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	31	-38.7%	19	31	-38.7%
New Listing Volume	\$6,922,100	\$14,079,694	-50.8%	\$6,922,100	\$14,079,694	-50.8%
Active Listing Count	90	152	-40.8%	90	152	-40.8%
Active Listing Volume	\$33,413,919	\$60,696,393	-44.9%	\$33,413,919	\$60,696,393	-44.9%
Average Listing Price	\$371,266	\$399,318	-7%	\$371,266	\$399,318	-7%
Median Listing Price	\$273,700	\$259,000	+5.7%	\$273,700	\$259,000	+5.7%
Median Daysin RPR	171	136	+25.7%	171	136	+25.7%
Months of Inventory	_	_	-	22.5	30.4	-26%
Absorption Rate	_	_	+-	4.44%	3.29%	+1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	12	15	-20%	12	15	-20%
New Pending Sales Volume	\$3,090,302	\$3,477,012	-11.1%	\$3,090,302	\$3,477,012	-11.1%
Pending Sales Count	21	25	-16%	21	25	-16%
Pending Sales Volume	\$5,152,602	\$5,905,612	-12.8%	\$5,152,602	\$5,905,612	-12.8%
Cloæd Sales Count	11	4	+175%	11	4	+175%
Cloæd Sales Volume	\$4,429,425	\$888,850	+398.3%	\$4,429,425	\$888,850	+398.3%
Average Sales Price	\$402,675	\$222,213	+81.2%	\$402,675	\$222,213	+81.2%
Median Sales Price	\$179,000	\$189,357	-5.5%	\$179,000	\$189,357	-5.5%





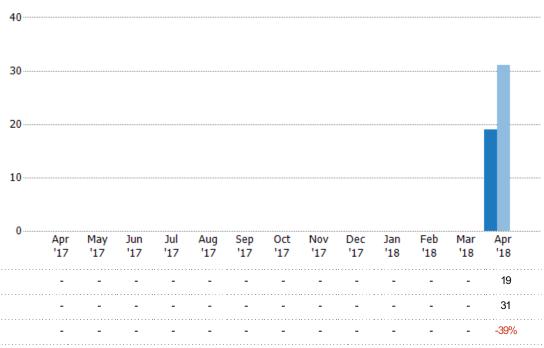


New Listings

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

Filters Used

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



New Listing Volume

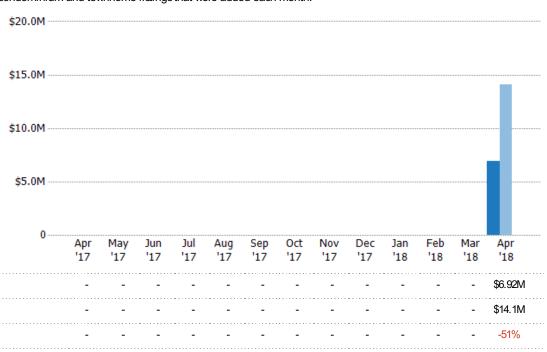
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

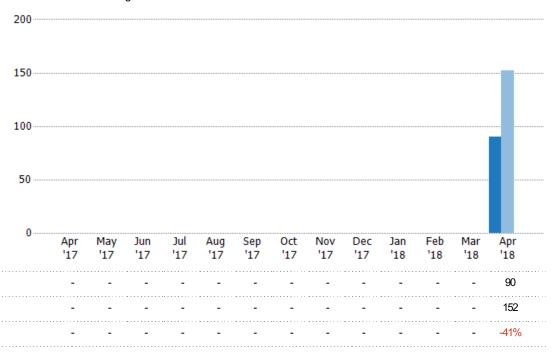




Active Listings

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





Active Listing Volume

Percent Change from Prior Year

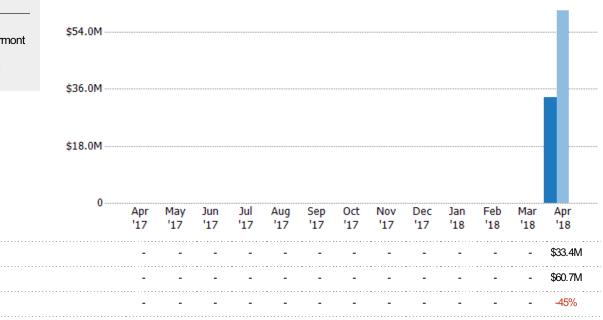
Current Year

Prior Year

Filters Used

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

State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year





Average Listing Price

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

Filters Used	\$400K												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	44.0014												
	\$100K												
	\$100K												
	\$100K 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	0 Apr		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17						
Current Year Prior Year	0 Apr		Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	0ct '17 -					'18	'18

Median Listing Price

Filters Used	\$300K												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K \$75K												
	,												
	Apr '17	May '17	Jun '17					Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$274h
			_	_	_		-		-	- -	-	· · · · · · · · · · · · · · · · ·	\$259
Prior Year	-	-											





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													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	#175V												
	\$125K												
	\$125K												
	\$125K 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	0 Apr		Jun '17	Jul '17	Aug '17	Sep '17	0ct '17						
Avg Est Value Avg Listing Price	0 Apr		Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	Oct '17 -					'18	'18

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	******
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K
Family Residence	\$150K
	\$75K

	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$282K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$274K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	97%







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													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												••••
	150												
	75												
	75												•••••
	75 0 Apr '17												A
Current Year	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	
Current Year Prior Year	0 Apr '17	May '17 -	Jun '17 -	Jul '17 -	Aug	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	': 17

Months of Inventory

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

Filters Used	30												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
Family Residence	15												
	8												
	0												
	0 Apr '17	May '17	Jun '17		Aug '17			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	Apr '17	May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17 -	Jan '18	Feb '18	Mar '18	'18
Current Year Prior Year	Apr '17 -	May '17	Jun '17 -	Jul '17 -	Aug	Sep '17	0ct '17 -	Nov '17	Dec '17 -	Jan '18	Feb '18	Mar '18	





5%

Absorption Rate

The percentage of inventory sold per month.

Filters Used
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

10%	 	

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Prior Year	_	-	-	-	-	_	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%

Active/Pending/Sold Units

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

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

/3											
50		 									
25		 									
_	May '17		Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
_			Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18
_			Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18



Active Pending

Sold

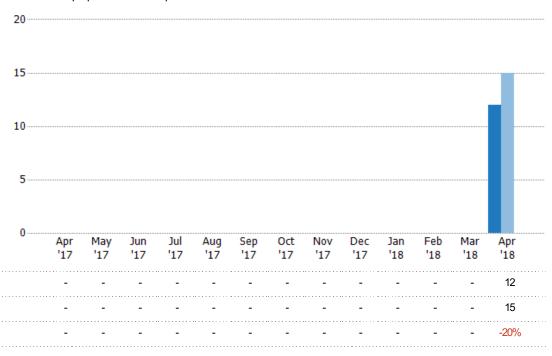




New Pending Sales

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





New Pending Sales Volume

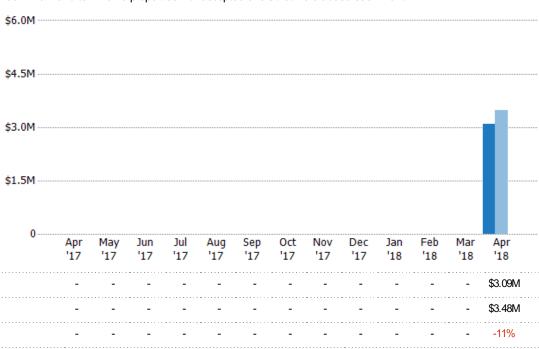
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year

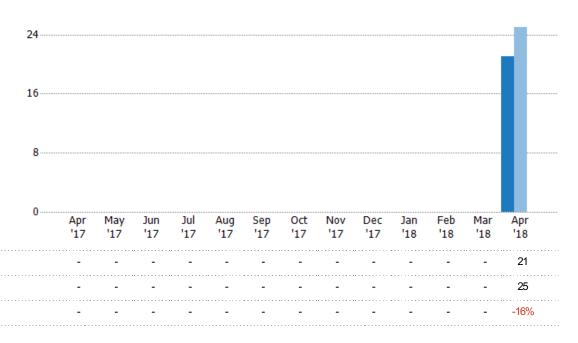




Pending Sales

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





Pending Sales Volume

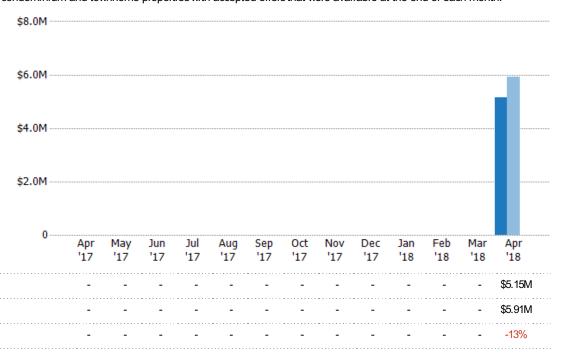
Percent Change from Prior Year

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.

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year

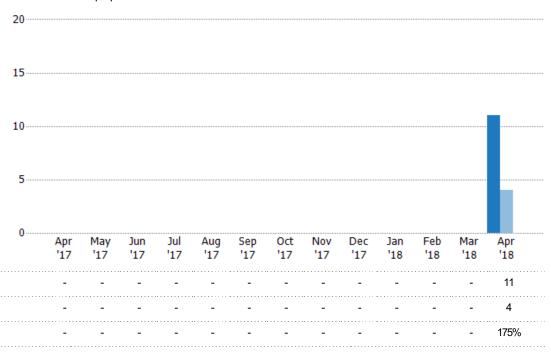




Closed Sales

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





Closed Sales Volume

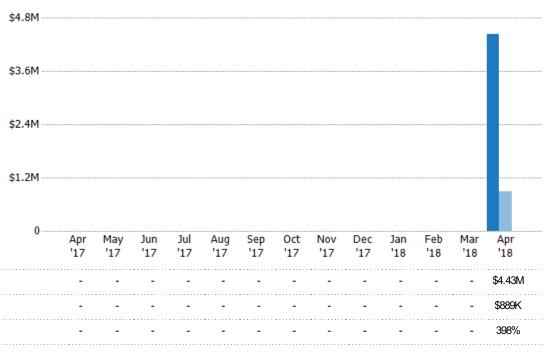
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year





Closed Sales by Property Type

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

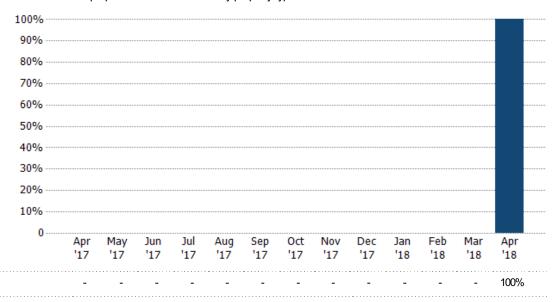


State: VT

County: Grand Isle County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



Average Sales Price

Single Family Residence

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

Filters Used	\$3000
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$375K
Family Residence	¢250K

Κ								
Κ	 	 		 	 			
_								
_			Sep '17			Feb '18	Mar '18	A '1
Apr						Feb	Mar	Α



Current Year Prior Year

Percent Change from Prior Year





Median Sales Price

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

	\$300K												
Filters Used													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
raining readdines	\$150K												
	\$75K												
	\$75K												
	\$75K												
	\$75K 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr
Current Year	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan			
Current Year Prior Year	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan		'18	'18

Average Sales Price vs Average Listing Price

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

Avg List Price	-		-	-	-		-	-	-	-	-	-	\$469K
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
State: VT County: Grand Isle County, Vermont	\$375K												
Filters Used	\$500K												



Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$403K

\$179K

92%



Market Data Report

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
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

Median List Price

Median Sales Price

|--|--|--|--|--|--|--|--|--|--|--|--|

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.

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

\$500K												
\$375K												
\$250K												
\$125K												
•	May											
	May '17	147	14.7		200	0.00			3411			
'17	17	17	17	'17	'17	'17	'17	'17	'18	'18	'18	Apr '18
'i7 -	- 17 -			'17 -								'18
'i7 - -	-					- - -		- - -	- - -	- - -		'18



Avg Est Value

Avg Sales Price





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.

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

\$150K		 	 							
\$100K		 	 							••••••
\$50K		 	 							
0			 							
	May '17									
			Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr
			Sep '17	0ct '17 -		Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18



