

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	4	+100%	17	10	+70%
New Listing Volume	\$3,115,899	\$1,458,100	+113.7%	\$5,787,399	\$3,084,900	+87.6%
Active Listing Count	96	87	+10.3%	N/A	N/A	
Active Listing Volume	\$38,701,745	\$30,468,100	+27%	N/A	N/A	
Average Listing Price	\$403,143	\$350,208	+15.1%	\$395,922	\$352,343	+12.4%
Median Listing Price	\$271,200	\$262,400	+3.4%	\$270,534	\$259,817	+4.1%
Median Days in RPR	203	237	-14.3%	197.06	240.5	-18.1%
Months of Inventory	19.2	21.8	-11.7%	24.6	20	+23.1%
Absorption Rate	5.21%	4.6%	+0.6%	4.06%	5%	-0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	6	7	-14.3%	21	10	+110%
New Pending Sales Volume	\$1,701,800	\$1,903,700	-10.6%	\$5,444,400	\$3,282,600	+65.9%
Pending Sales Count	19	11	+72.7%	N/A	N/A	
Pending Sales Volume	\$5,229,602	\$6,088,500	-14.1%	N/A	N/A	
Closed Sales Count	11	4	+175%	16	8	+100%
Closed Sales Volume	\$2,683,200	\$577,500	+364.6%	\$4,416,400	\$1,862,500	+137.1%
Average Sales Price	\$243,927	\$144,375	+69%	\$276,025	\$232,813	+18.6%
Median Sales Price	\$255,000	\$119,000	+114.3%	\$258,188	\$229,500	+12.5%

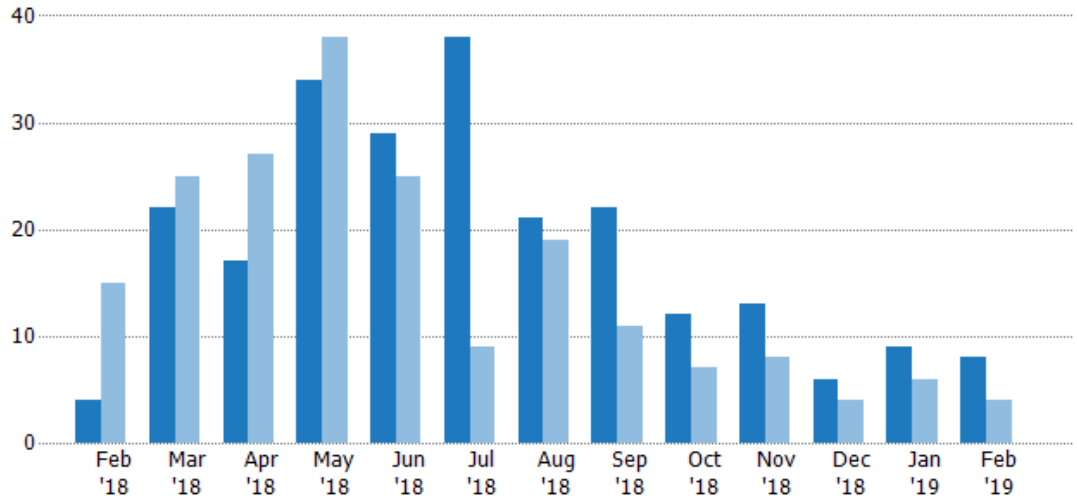
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	8	100%
Feb '18	4	-73.3%
Feb '17	15	-20%



Current Year	4	22	17	34	29	38	21	22	12	13	6	9	8
Prior Year	15	25	27	38	25	9	19	11	7	8	4	6	4
Percent Change from Prior Year	-73%	-12%	-37%	-11%	16%	322%	11%	100%	71%	63%	50%	50%	100%

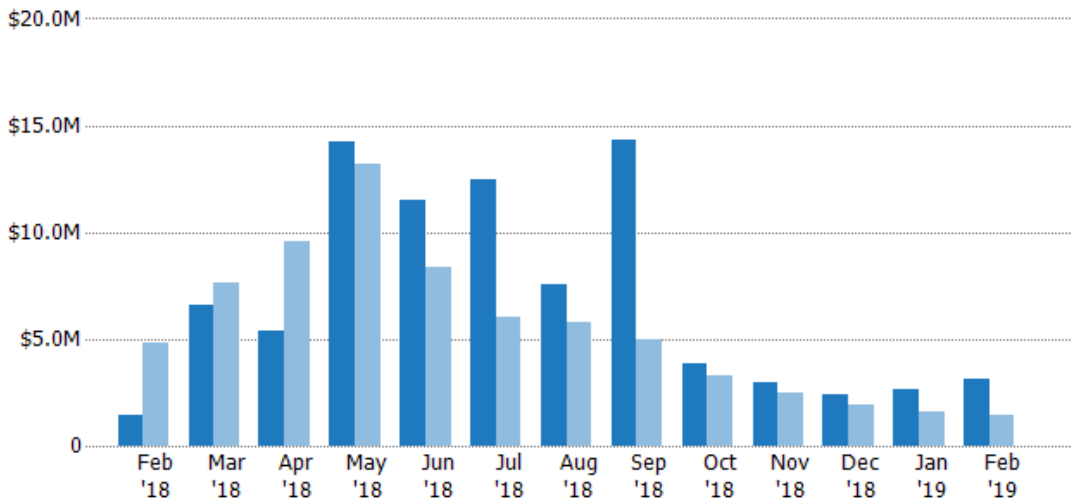
New Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$3.12M	113.7%
Feb '18	\$1.46M	-69.9%
Feb '17	\$4.84M	-47.5%



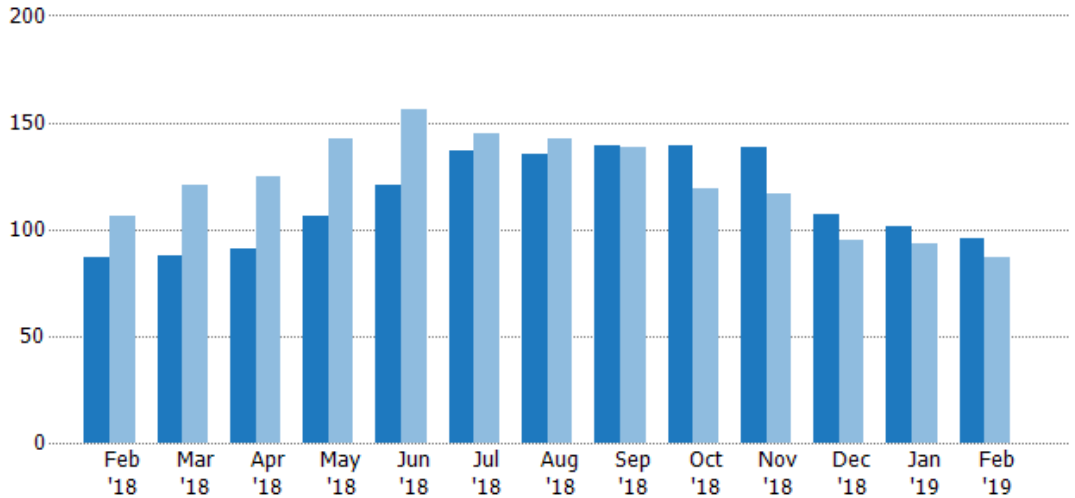
Current Year	\$1.46M	\$6.56M	\$5.34M	\$14.2M	\$11.5M	\$12.5M	\$7.55M	\$14.3M	\$3.83M	\$2.99M	\$2.37M	\$2.67M	\$3.12M
Prior Year	\$4.84M	\$7.62M	\$9.53M	\$13.2M	\$8.34M	\$6M	\$5.82M	\$4.97M	\$3.28M	\$2.47M	\$1.93M	\$1.63M	\$1.46M
Percent Change from Prior Year	-70%	-14%	-44%	8%	38%	108%	30%	188%	17%	21%	23%	64%	114%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

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



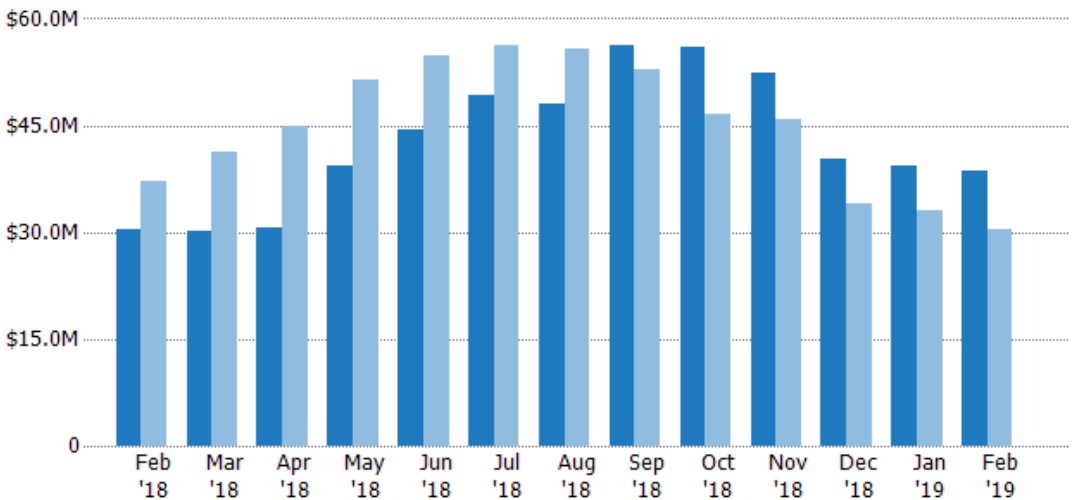
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	87	88	91	106	121	137	135	139	139	138	107	101	96
Prior Year	106	121	125	142	156	145	142	138	119	117	95	93	87
Percent Change from Prior Year	-18%	-27%	-27%	-25%	-22%	-6%	-5%	1%	17%	18%	13%	9%	10%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$30.5M	\$30.2M	\$30.7M	\$39.4M	\$44.5M	\$49.3M	\$48.1M	\$56.3M	\$55.9M	\$52.3M	\$40.3M	\$39.3M	\$38.7M
Prior Year	\$37.1M	\$41.3M	\$44.8M	\$51.5M	\$54.8M	\$56.2M	\$55.9M	\$52.8M	\$46.7M	\$45.8M	\$33.9M	\$33M	\$30.5M
Percent Change from Prior Year	-18%	-27%	-32%	-23%	-19%	-12%	-14%	7%	20%	14%	19%	19%	27%

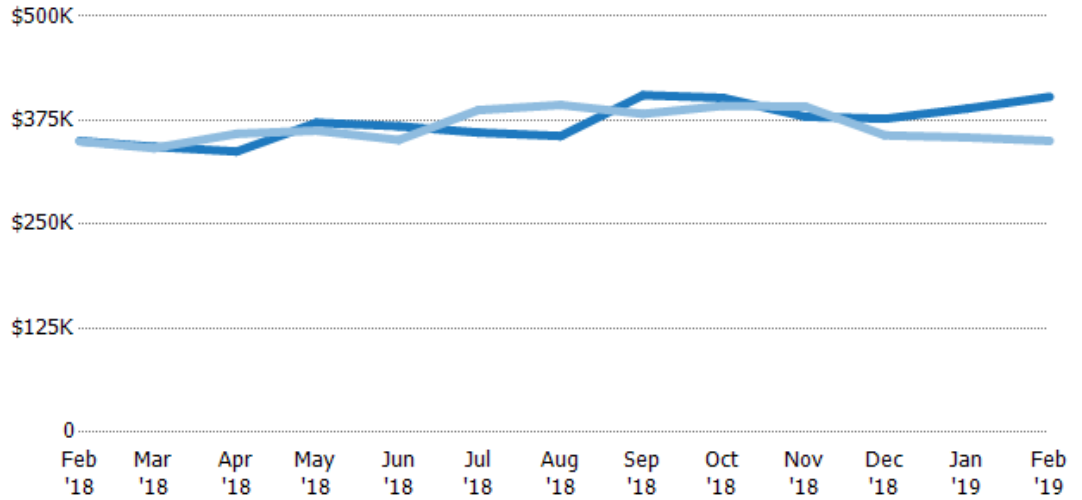
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$403K	15.1%
Feb '18	\$350K	0.2%
Feb '17	\$350K	-2.7%



Current Year	\$350K	\$343K	\$337K	\$372K	\$368K	\$360K	\$356K	\$405K	\$402K	\$379K	\$377K	\$389K	\$403K
Prior Year	\$350K	\$342K	\$359K	\$363K	\$351K	\$387K	\$393K	\$383K	\$392K	\$392K	\$357K	\$354K	\$350K
Percent Change from Prior Year	0%	0%	-6%	3%	5%	-7%	-9%	6%	2%	-3%	6%	10%	15%

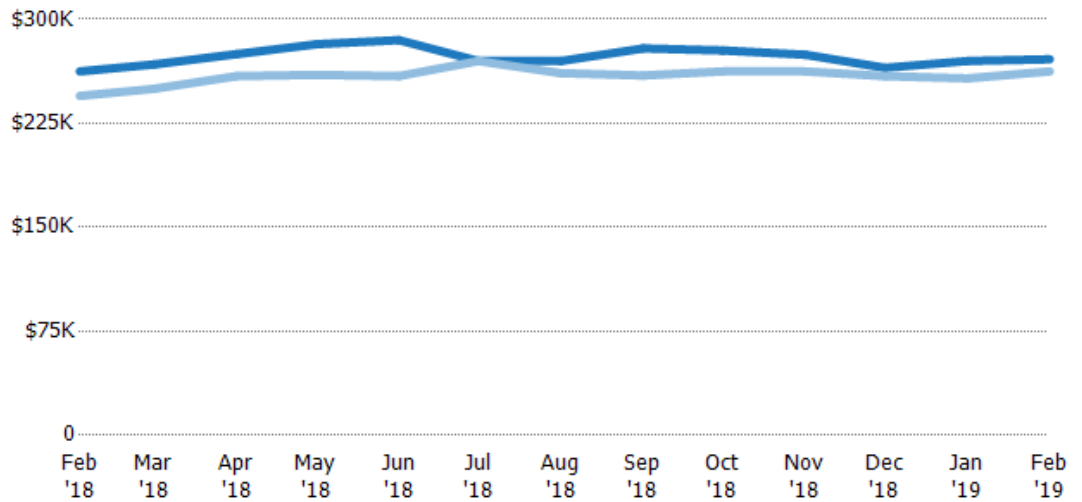
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$271K	3.4%
Feb '18	\$262K	7.2%
Feb '17	\$245K	-5.2%



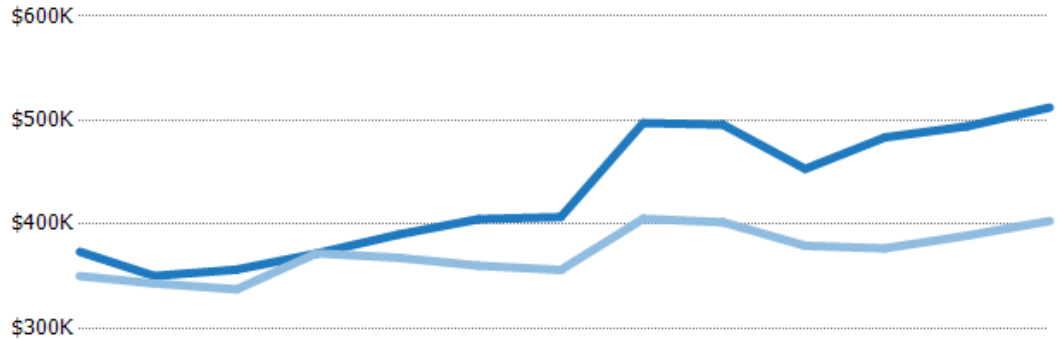
Current Year	\$262K	\$267K	\$275K	\$282K	\$285K	\$270K	\$270K	\$279K	\$278K	\$274K	\$265K	\$270K	\$271K
Prior Year	\$245K	\$250K	\$259K	\$260K	\$259K	\$270K	\$261K	\$259K	\$262K	\$262K	\$259K	\$257K	\$262K
Percent Change from Prior Year	7%	7%	6%	9%	10%	0%	3%	8%	6%	5%	2%	5%	3%

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



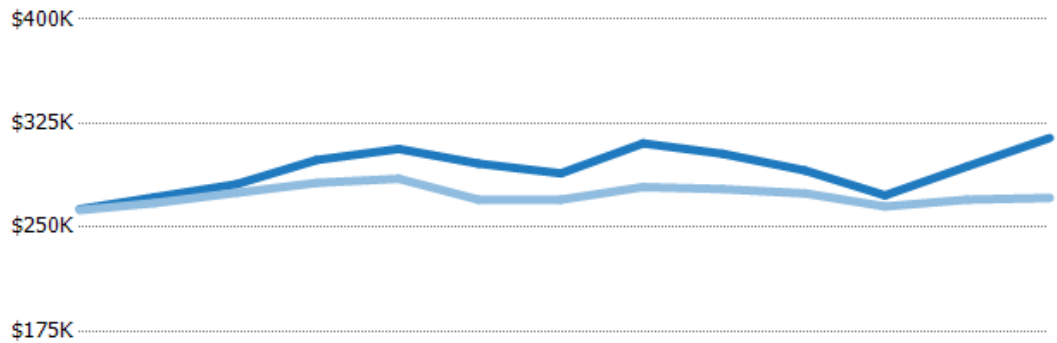
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$374K	\$350K	\$356K	\$372K	\$390K	\$405K	\$407K	\$497K	\$496K	\$453K	\$484K	\$494K	\$512K
Avg Listing Price	\$350K	\$343K	\$337K	\$372K	\$368K	\$360K	\$356K	\$405K	\$402K	\$379K	\$377K	\$389K	\$403K
Avg Listing Price as a % of Avg Est Value	94%	98%	95%	100%	94%	89%	88%	81%	81%	84%	78%	79%	79%

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

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



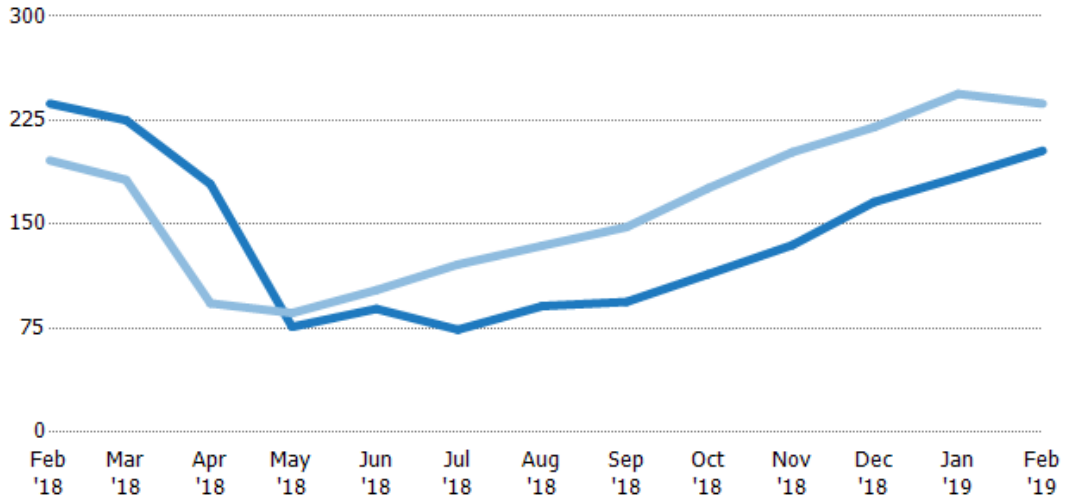
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$263K	\$272K	\$281K	\$299K	\$307K	\$296K	\$289K	\$311K	\$303K	\$291K	\$273K	\$294K	\$314K
Median Listing Price	\$262K	\$267K	\$275K	\$282K	\$285K	\$270K	\$270K	\$279K	\$278K	\$274K	\$265K	\$270K	\$271K
Med Listing Price as a % of Med Est Value	100%	98%	98%	94%	93%	91%	93%	90%	92%	94%	97%	92%	86%

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



Month/Year	Days	% Chg.
Feb '19	203	-14.3%
Feb '18	237	20.9%
Feb '17	196	-12.8%

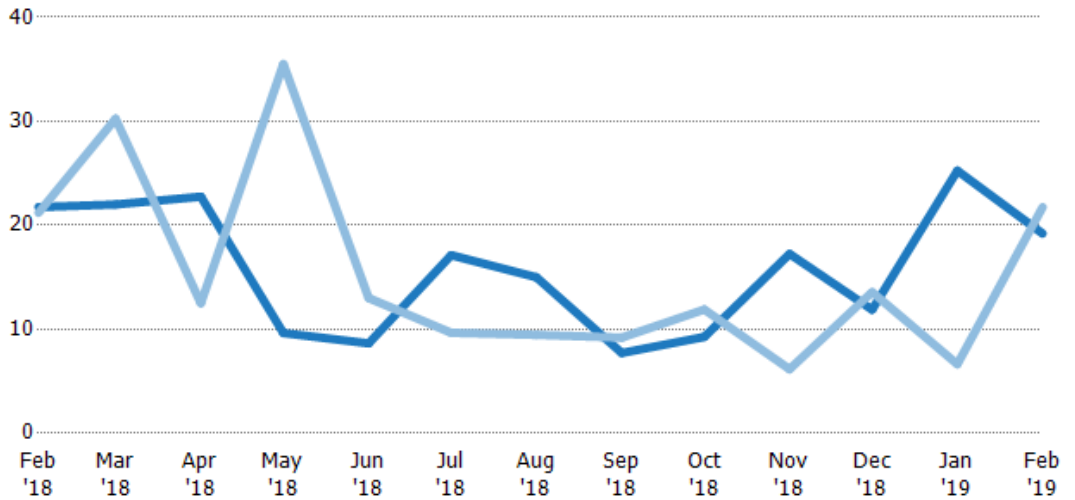
Current Year	237	225	179	76	89	74	91	94	114	135	166	184	203
Prior Year	196	182	93	86	103	121	135	148	176	202	220	244	237
Percent Change from Prior Year	21%	24%	92%	-12%	-13%	-39%	-32%	-36%	-35%	-33%	-25%	-25%	-14%

Months of Inventory

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

Filters Used

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



Month/Year	Months	% Chg.
Feb '19	19.2	-11.7%
Feb '18	21.8	2.6%
Feb '17	21.2	44.7%

Current Year	21.8	22	22.8	9.64	8.64	17.1	15	7.72	9.27	17.3	11.9	25.3	19.2
Prior Year	21.2	30.3	12.5	35.5	13	9.67	9.47	9.2	11.9	6.16	13.6	6.64	21.8
Percent Change from Prior Year	3%	-27%	82%	-73%	-34%	77%	58%	-16%	-22%	180%	-12%	280%	-12%

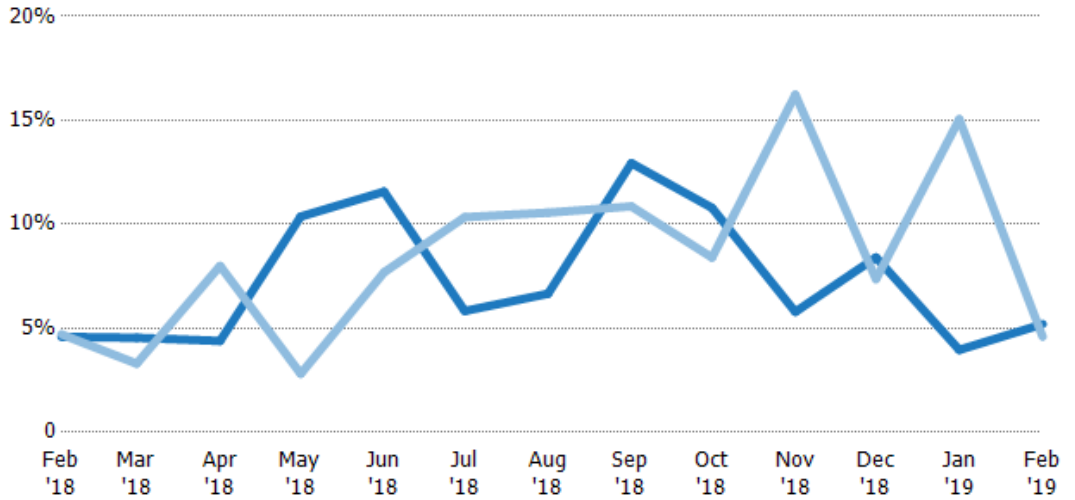
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	5%	-0.6%
Feb '18	5%	0.1%
Feb '17	5%	-30.8%



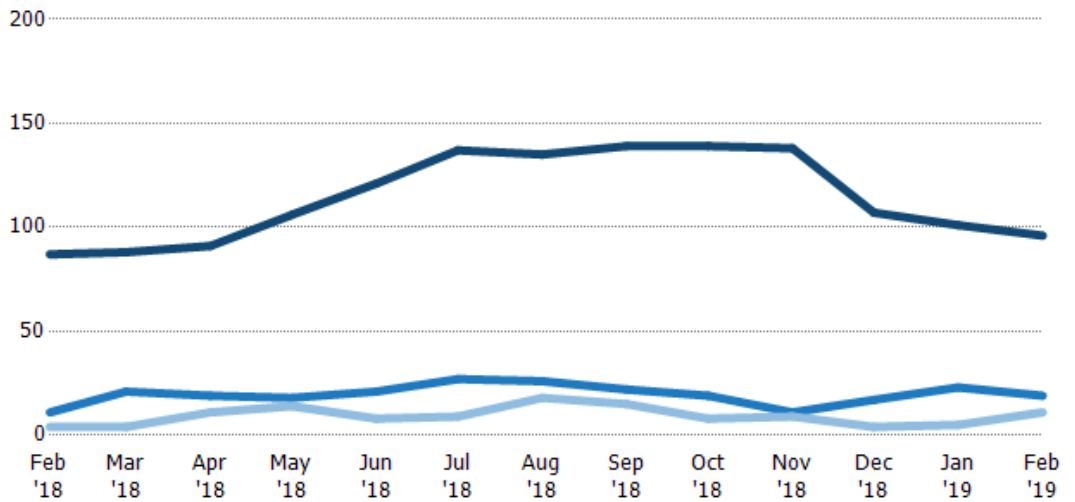
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	5%	5%	4%	10%	12%	6%	7%	13%	11%	6%	8%	4%	5%
Prior Year	5%	3%	8%	3%	8%	10%	11%	11%	8%	16%	7%	15%	5%
Change from Prior Year	0%	-1%	4%	-8%	-4%	5%	4%	-2%	-2%	10%	-1%	11%	-1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



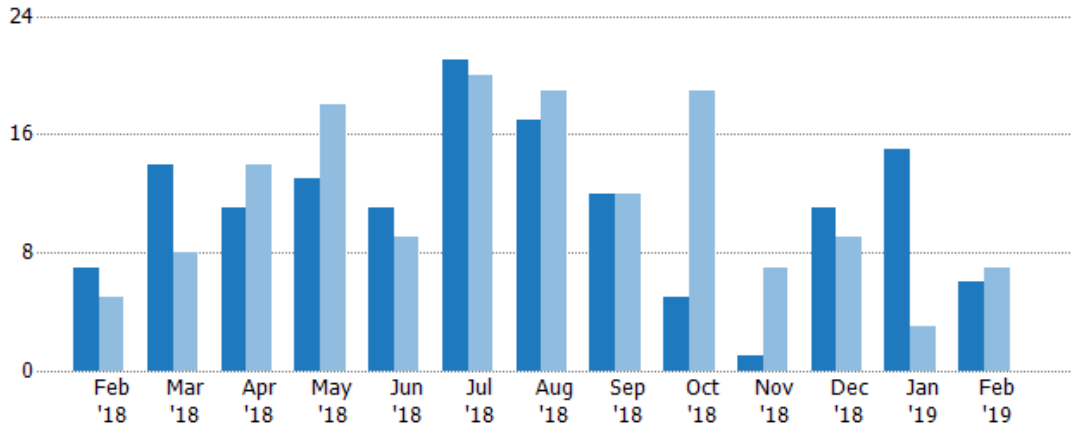
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	87	88	91	106	121	137	135	139	139	138	107	101	96
Pending	11	21	19	18	21	27	26	22	19	11	17	23	19
Sold	4	4	11	14	8	9	18	15	8	9	4	5	11

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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



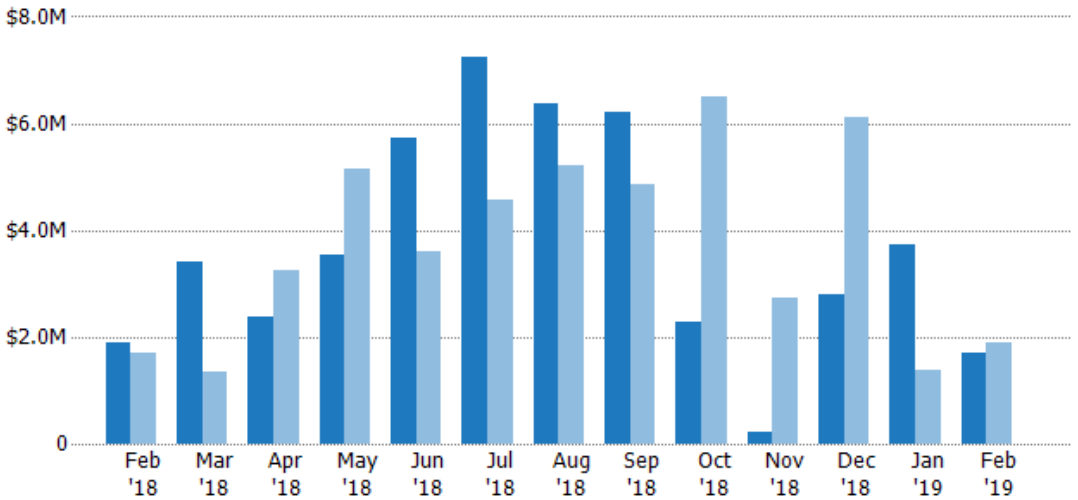
Month/Year	Count	% Chg.
Feb '19	6	-14.3%
Feb '18	7	40%
Feb '17	5	40%

New Pending Sales Volume

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

Filters Used

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



Month/Year	Volume	% Chg.
Feb '19	\$1.7M	-10.6%
Feb '18	\$1.9M	12.2%
Feb '17	\$1.7M	-20.8%

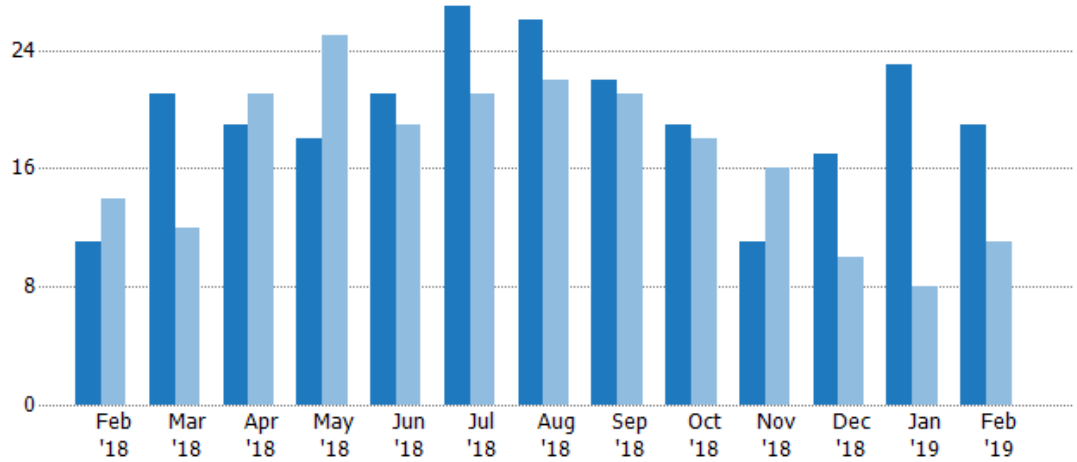
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	19	72.7%
Feb '18	11	-21.4%
Feb '17	14	0%



Current Year	11	21	19	18	21	27	26	22	19	11	17	23	19
Prior Year	14	12	21	25	19	21	22	21	18	16	10	8	11
Percent Change from Prior Year	-21%	75%	-10%	-28%	11%	29%	18%	5%	6%	-31%	70%	188%	73%

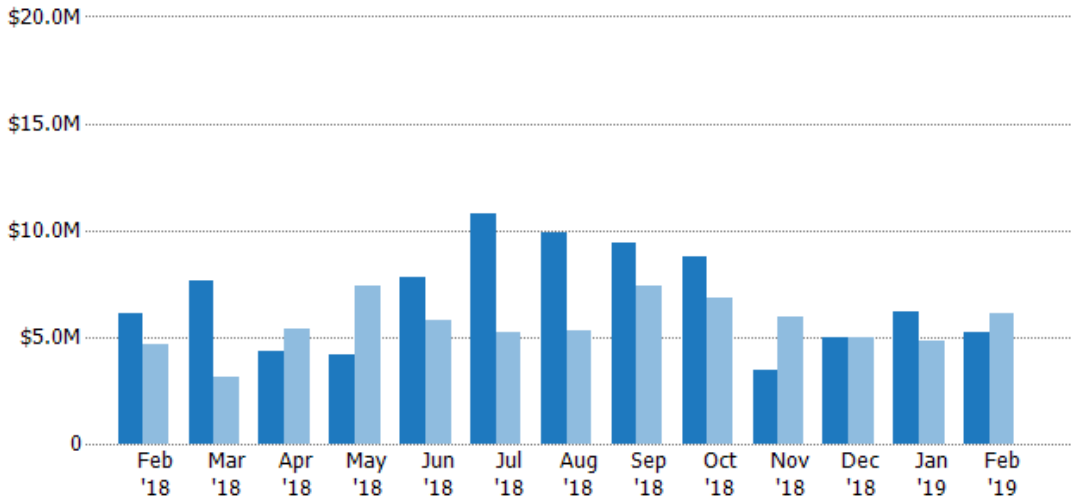
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$5.23M	-14.1%
Feb '18	\$6.09M	29.9%
Feb '17	\$4.69M	-23.5%



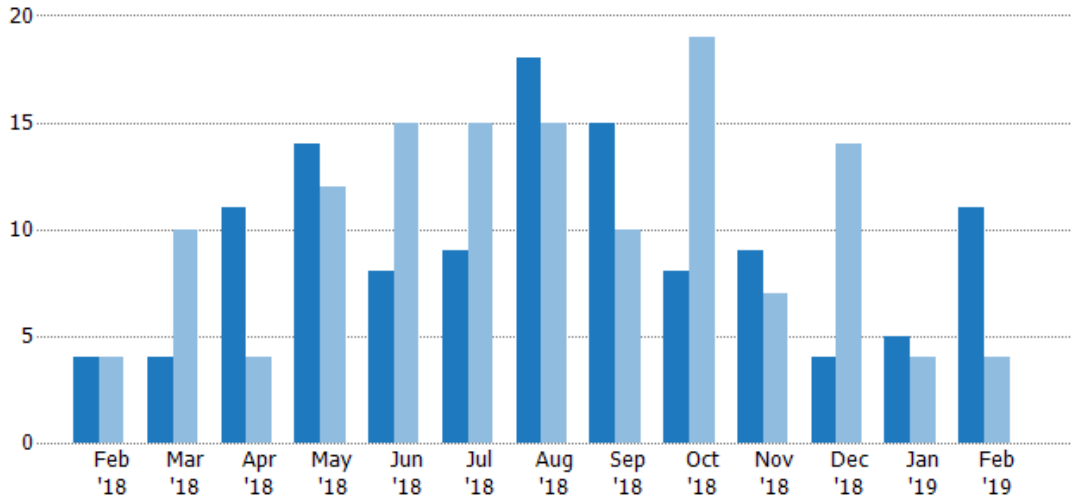
Current Year	\$6.09M	\$7.67M	\$4.33M	\$4.15M	\$7.76M	\$10.8M	\$9.88M	\$9.43M	\$8.74M	\$3.47M	\$5M	\$6.18M	\$5.23M
Prior Year	\$4.69M	\$3.14M	\$5.36M	\$7.36M	\$5.8M	\$5.25M	\$5.27M	\$7.43M	\$6.83M	\$5.92M	\$4.94M	\$4.82M	\$6.09M
Percent Change from Prior Year	30%	144%	-19%	-44%	34%	106%	88%	27%	28%	-41%	1%	28%	-14%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



Month/Year	Count	% Chg.
Feb '19	11	175%
Feb '18	4	0%
Feb '17	4	-50%

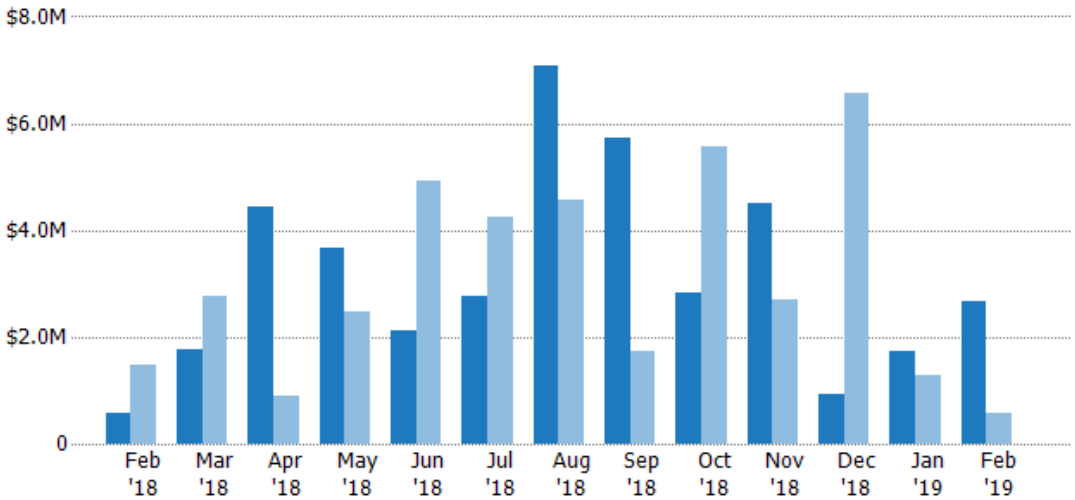
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	4	4	11	14	8	9	18	15	8	9	4	5	11
Prior Year	4	10	4	12	15	15	15	10	19	7	14	4	4
Percent Change from Prior Year	0%	-60%	175%	17%	-47%	-40%	20%	50%	-58%	29%	-71%	25%	175%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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



Month/Year	Volume	% Chg.
Feb '19	\$2.68M	364.6%
Feb '18	\$578K	-60.6%
Feb '17	\$1.47M	-31.4%

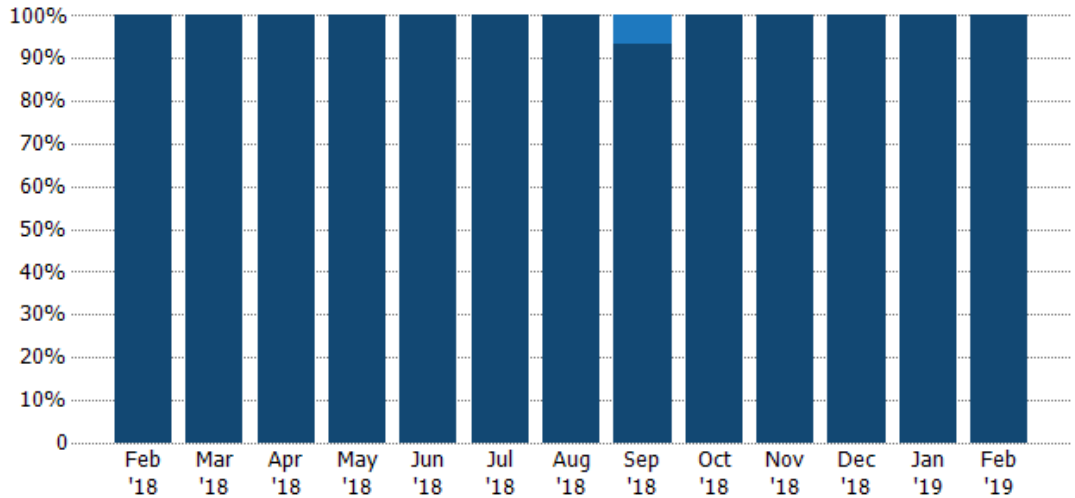
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$578K	\$1.77M	\$4.43M	\$3.67M	\$2.11M	\$2.78M	\$7.07M	\$5.71M	\$2.84M	\$4.51M	\$920K	\$1.73M	\$2.68M
Prior Year	\$1.47M	\$2.76M	\$889K	\$2.47M	\$4.91M	\$4.24M	\$4.57M	\$1.73M	\$5.58M	\$2.71M	\$6.57M	\$1.29M	\$578K
Percent Change from Prior Year	-61%	-36%	398%	49%	-57%	-35%	55%	231%	-49%	66%	-86%	35%	365%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



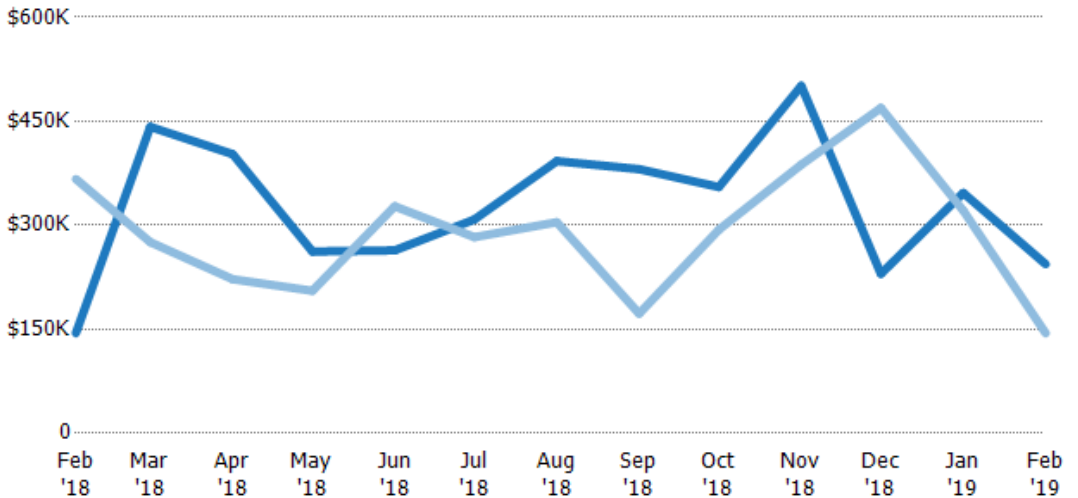
Condo/Townhouse	-	-	-	-	-	-	-	7%	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	93%	100%	100%	100%	100%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



Current Year	\$144K	\$442K	\$403K	\$262K	\$264K	\$308K	\$393K	\$381K	\$355K	\$501K	\$230K	\$347K	\$244K
Prior Year	\$367K	\$276K	\$222K	\$205K	\$327K	\$283K	\$304K	\$173K	\$294K	\$387K	\$469K	\$321K	\$144K
Percent Change from Prior Year	-61%	60%	81%	28%	-19%	9%	29%	121%	21%	29%	-51%	8%	69%

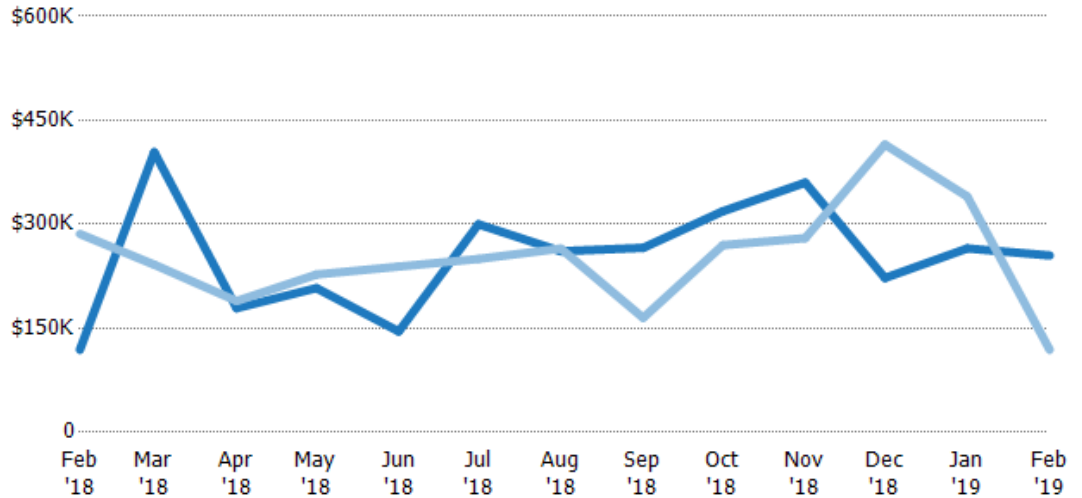
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$255K	114.3%
Feb '18	\$119K	-58.4%
Feb '17	\$286K	76%



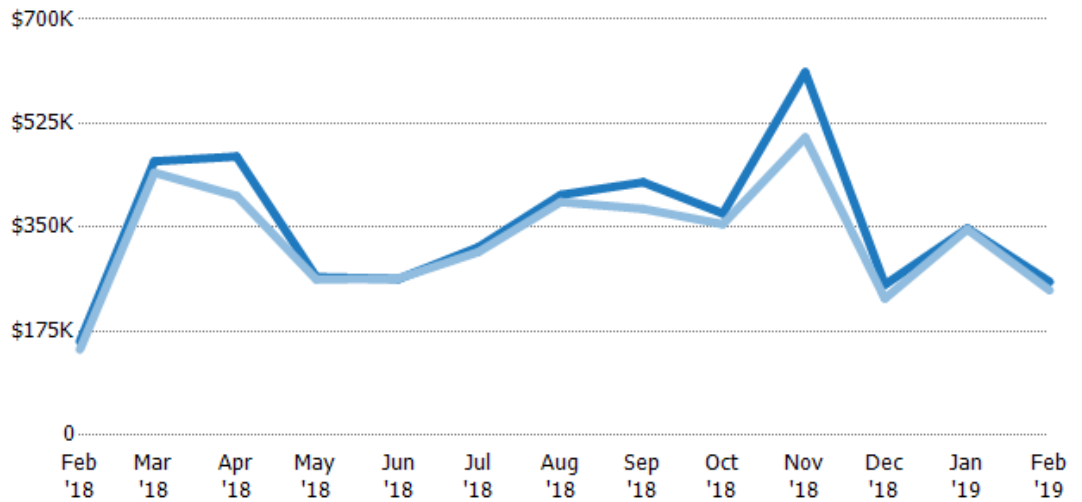
Current Year	\$119K	\$404K	\$179K	\$208K	\$145K	\$300K	\$261K	\$266K	\$319K	\$360K	\$223K	\$265K	\$255K
Prior Year	\$286K	\$242K	\$189K	\$228K	\$239K	\$250K	\$265K	\$165K	\$270K	\$280K	\$415K	\$340K	\$119K
Percent Change from Prior Year	-58%	67%	-5%	-9%	-39%	20%	-1%	61%	18%	29%	-46%	-22%	114%

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

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



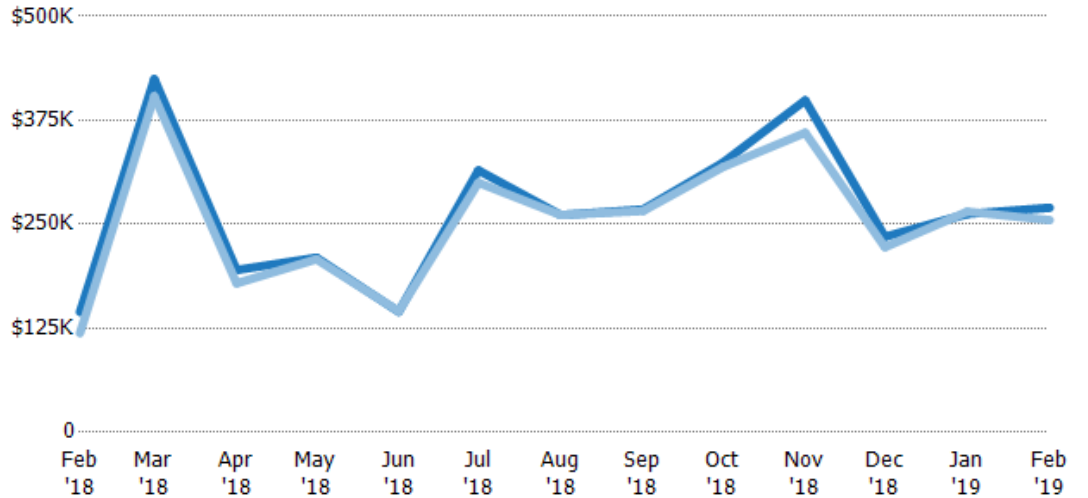
Avg List Price	\$158K	\$461K	\$469K	\$266K	\$263K	\$317K	\$404K	\$426K	\$373K	\$611K	\$253K	\$348K	\$258K
Avg Sales Price	\$144K	\$442K	\$403K	\$262K	\$264K	\$308K	\$393K	\$381K	\$355K	\$501K	\$230K	\$347K	\$244K
Avg Sales Price as a % of Avg List Price	91%	96%	86%	99%	100%	97%	97%	89%	95%	82%	91%	100%	94%

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



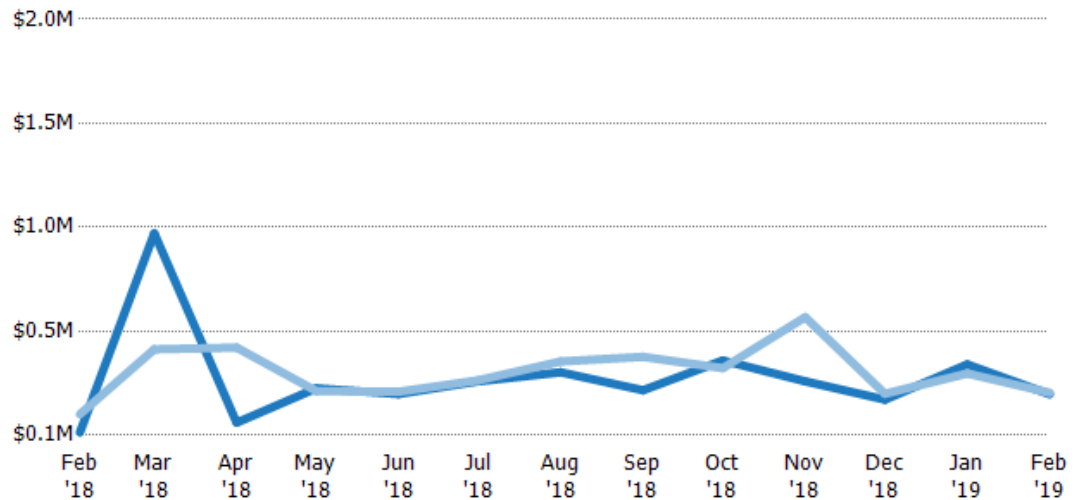
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$144K	\$425K	\$195K	\$210K	\$145K	\$315K	\$261K	\$268K	\$324K	\$399K	\$235K	\$262K	\$270K
Median Sales Price	\$119K	\$404K	\$179K	\$208K	\$145K	\$300K	\$261K	\$266K	\$319K	\$360K	\$223K	\$265K	\$255K
Med Sales Price as a % of Med List Price	82%	95%	92%	99%	100%	95%	100%	99%	98%	90%	95%	101%	94%

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

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



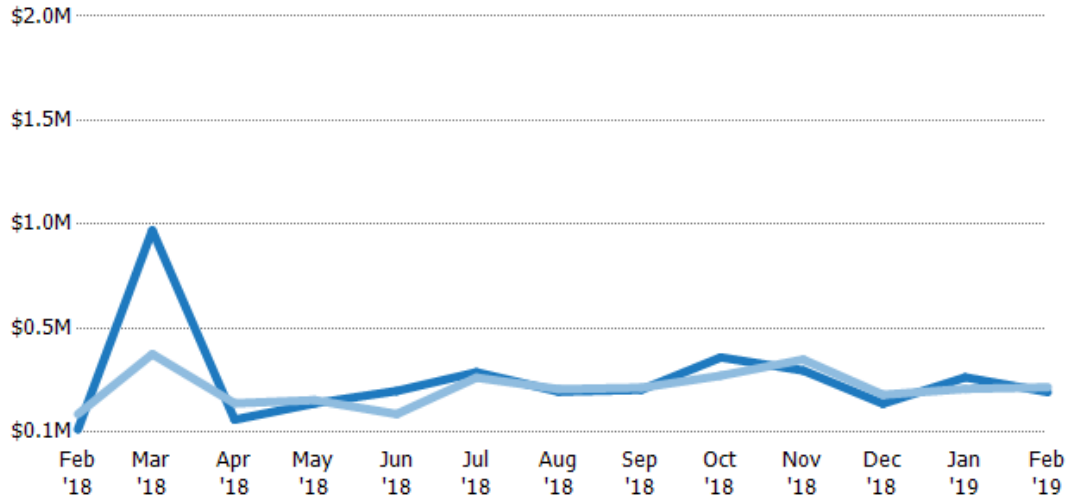
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$73K	\$1M	\$119K	\$279K	\$252K	\$312K	\$354K	\$270K	\$409K	\$312K	\$226K	\$390K	\$251K
Avg Sales Price	\$158K	\$461K	\$469K	\$266K	\$263K	\$317K	\$404K	\$426K	\$373K	\$611K	\$253K	\$348K	\$258K
Avg Sales Price as a % of Avg Est Value	216%	46%	395%	95%	104%	102%	114%	158%	91%	196%	112%	89%	103%

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

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



Median Est Value	\$73K	\$1M	\$119K	\$194K	\$252K	\$340K	\$249K	\$258K	\$409K	\$348K	\$193K	\$316K	\$248K
Median Sales Price	\$144K	\$425K	\$195K	\$210K	\$145K	\$315K	\$261K	\$268K	\$324K	\$399K	\$235K	\$262K	\$270K
Med Sales Price as a % of Med Est Value	198%	42%	164%	108%	57%	93%	105%	104%	79%	115%	122%	83%	109%