

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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	17	-17.6%	47	49	-4.1%
New Listing Volume	\$10,223,300	\$5,342,900	+91.3%	\$22,425,644	\$14,995,000	+49.6%
Active Listing Count	–	91	–	N/A	N/A	
Active Listing Volume	–	\$30,594,698	–	N/A	N/A	
Average Listing Price	–	\$336,205	–	\$401,245	\$347,862	+15.3%
Median Listing Price	–	\$274,900	–	\$277,579	\$267,432	+3.8%
Median Days in RPR	–	179	–	176.7	211	-16.3%
Months of Inventory	–	22.8	-100%	12.6	14.6	-13.7%
Absorption Rate	–	4.4%	–	7.96%	6.87%	+1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	6	10	-40%	26	34	-23.5%
New Pending Sales Volume	\$2,753,700	\$2,096,902	+31.3%	\$8,109,949	\$8,801,502	-7.9%
Pending Sales Count	–	20	–	N/A	N/A	
Pending Sales Volume	–	\$4,598,702	–	N/A	N/A	
Closed Sales Count	3	12	-75%	22	25	-12%
Closed Sales Volume	\$445,000	\$4,704,925	-90.5%	\$5,931,300	\$8,385,425	-29.3%
Average Sales Price	\$148,333	\$392,077	-62.2%	\$269,605	\$335,417	-19.6%
Median Sales Price	\$135,000	\$214,000	-36.9%	\$243,668	\$252,400	-3.5%

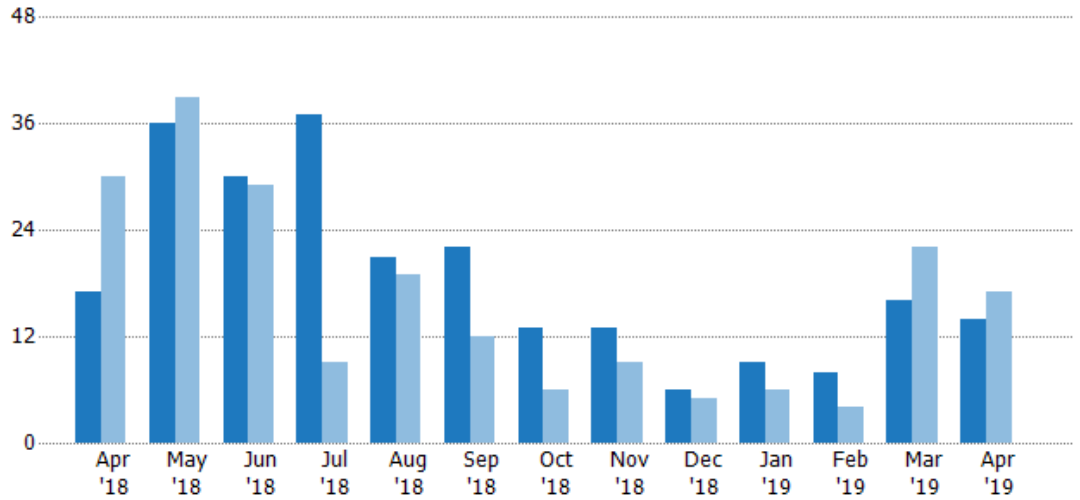
New Listings

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.
Apr '19	14	-17.6%
Apr '18	17	-43.3%
Apr '17	30	33.3%



Current Year	17	36	30	37	21	22	13	13	6	9	8	16	14
Prior Year	30	39	29	9	19	12	6	9	5	6	4	22	17
Percent Change from Prior Year	-43%	-8%	3%	311%	11%	83%	117%	44%	20%	50%	100%	-27%	-18%

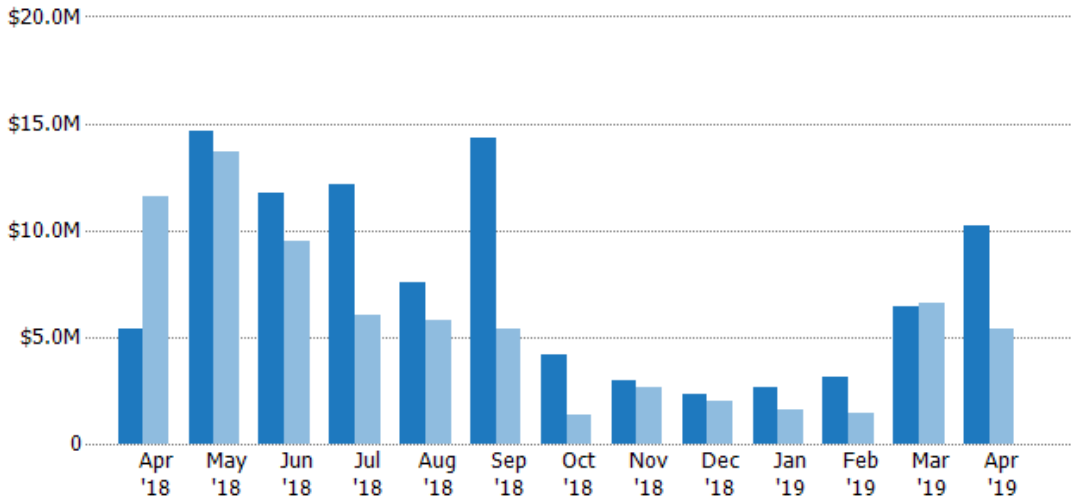
New Listing Volume

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.
Apr '19	\$10.2M	91.3%
Apr '18	\$5.34M	-53.7%
Apr '17	\$11.5M	8.1%



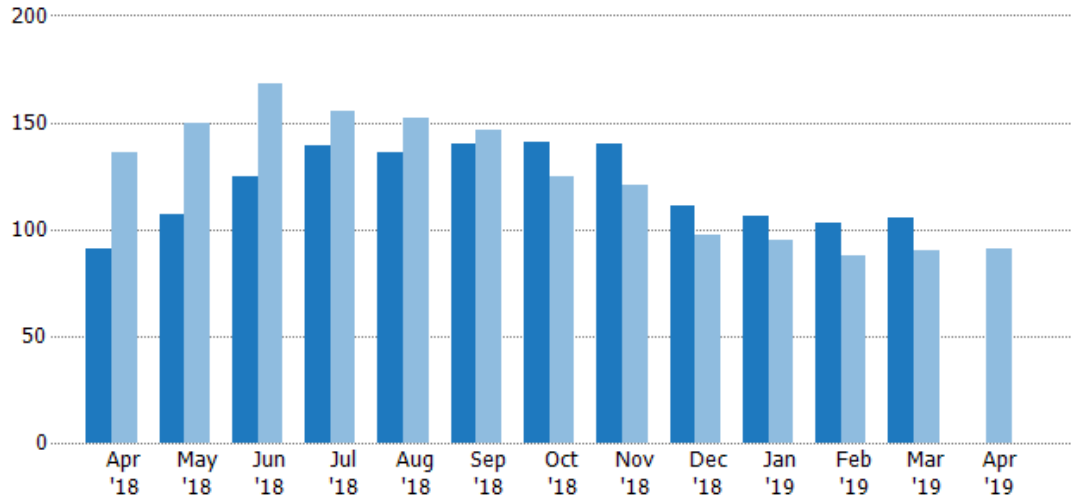
Current Year	\$5.34M	\$14.7M	\$11.8M	\$12.1M	\$7.54M	\$14.3M	\$4.14M	\$2.98M	\$2.36M	\$2.67M	\$3.12M	\$6.41M	\$10.2M
Prior Year	\$11.5M	\$13.6M	\$9.5M	\$6M	\$5.82M	\$5.41M	\$1.38M	\$2.61M	\$1.98M	\$1.63M	\$1.46M	\$6.57M	\$5.34M
Percent Change from Prior Year	-54%	8%	24%	102%	30%	164%	199%	14%	19%	64%	114%	-2%	91%

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



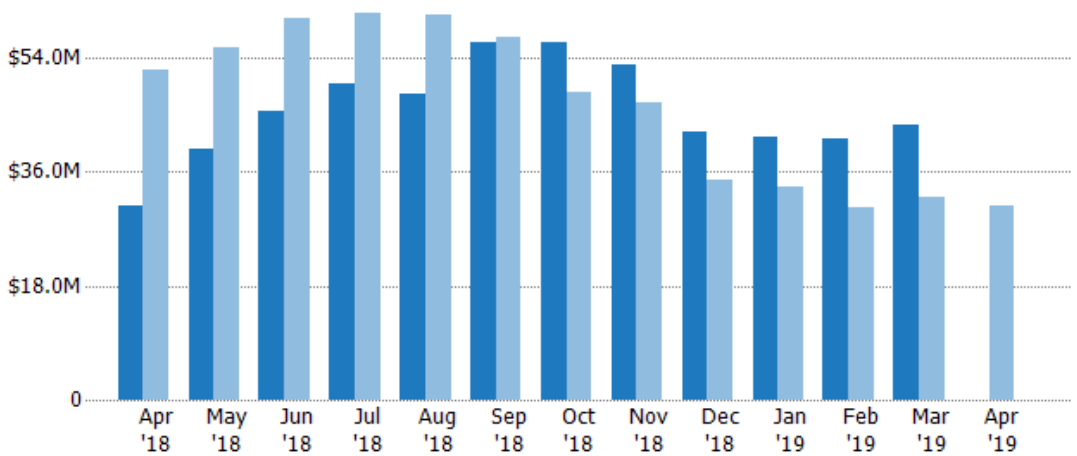
Current Year	91	107	125	139	136	140	141	140	111	106	103	105	-
Prior Year	136	150	168	155	152	146	125	121	97	95	88	90	91
Percent Change from Prior Year	-33%	-29%	-26%	-10%	-11%	-4%	13%	16%	14%	12%	17%	17%	-100%

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



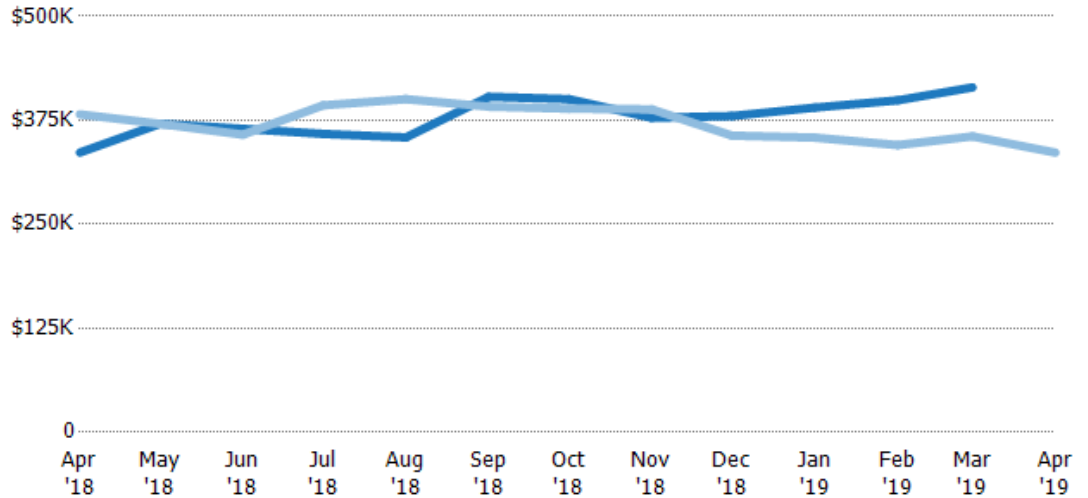
Current Year	\$30.6M	\$39.7M	\$45.6M	\$49.9M	\$48.2M	\$56.4M	\$56.5M	\$52.9M	\$42.2M	\$41.4M	\$41.1M	\$43.5M	-
Prior Year	\$52M	\$55.6M	\$60.1M	\$60.9M	\$60.9M	\$57.1M	\$48.6M	\$47M	\$34.6M	\$33.6M	\$30.4M	\$32M	\$30.6M
Percent Change from Prior Year	-41%	-29%	-24%	-18%	-21%	-1%	16%	13%	22%	23%	35%	36%	-100%

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



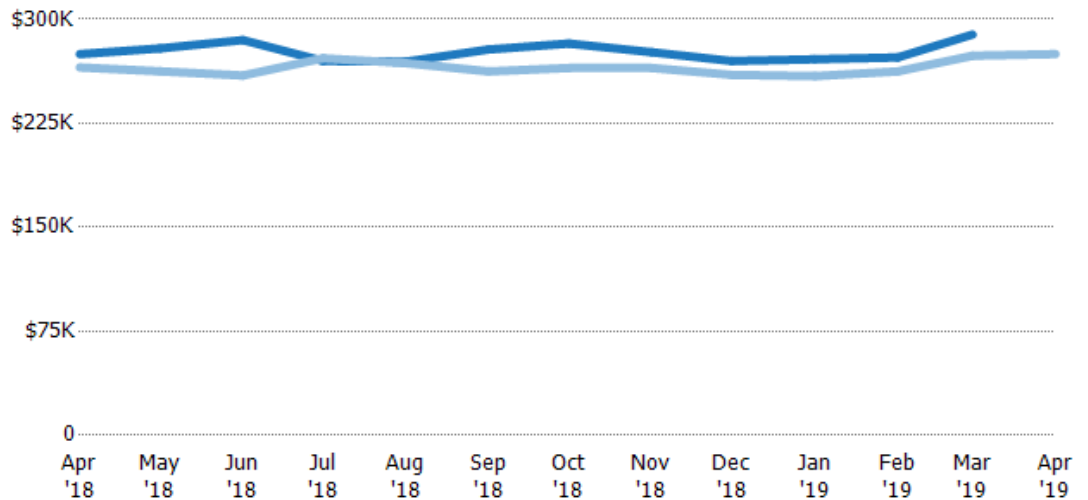
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$336K	\$371K	\$365K	\$359K	\$354K	\$403K	\$400K	\$378K	\$380K	\$390K	\$399K	\$415K	-
Prior Year	\$382K	\$371K	\$358K	\$393K	\$400K	\$391K	\$389K	\$388K	\$357K	\$354K	\$345K	\$356K	\$336K
Percent Change from Prior Year	-12%	0	2%	-9%	-12%	3%	3%	-3%	7%	10%	16%	17%	-100%

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



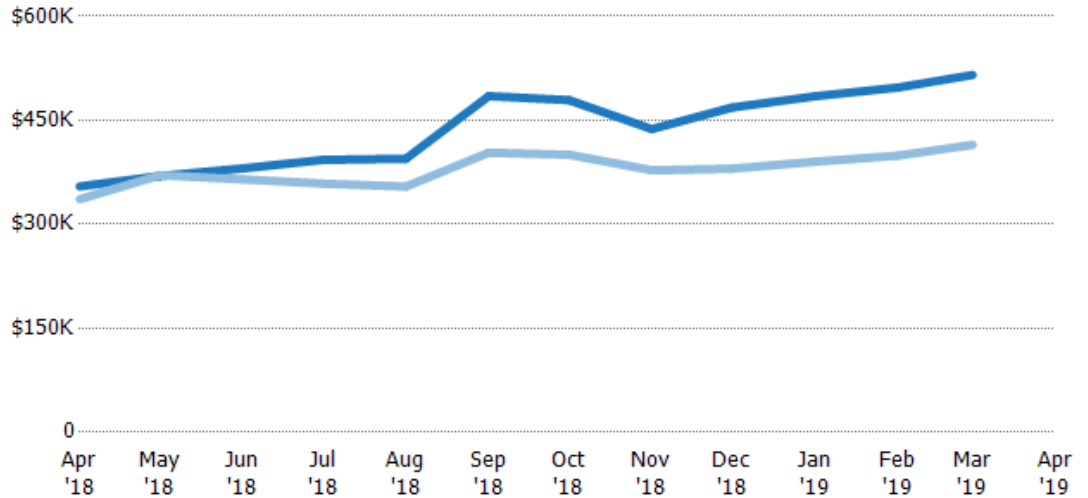
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$275K	\$279K	\$285K	\$270K	\$269K	\$278K	\$283K	\$276K	\$270K	\$271K	\$273K	\$289K	-
Prior Year	\$265K	\$263K	\$259K	\$272K	\$268K	\$262K	\$265K	\$265K	\$260K	\$259K	\$262K	\$274K	\$275K
Percent Change from Prior Year	4%	6%	10%	-1%	0%	6%	7%	4%	4%	5%	4%	6%	-100%

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



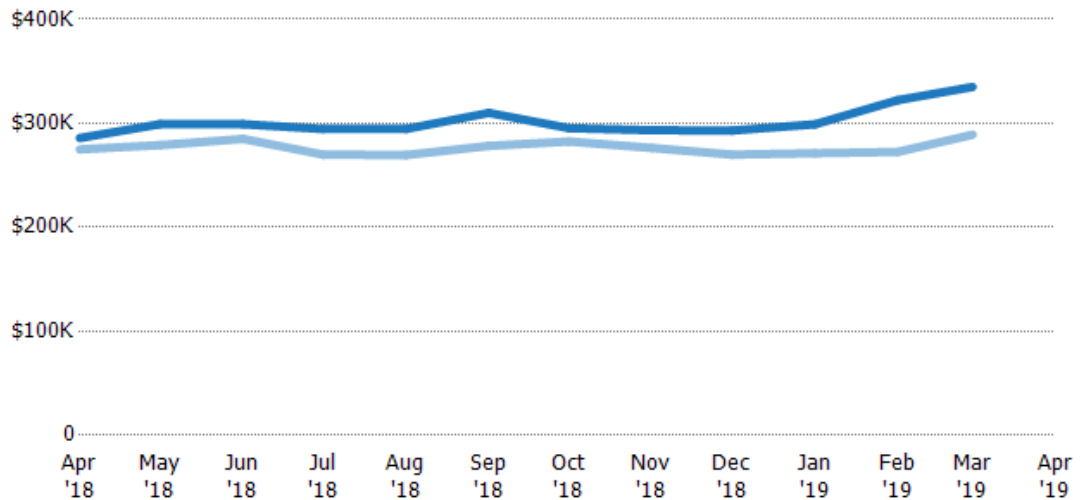
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$355K	\$370K	\$381K	\$393K	\$395K	\$485K	\$479K	\$437K	\$468K	\$485K	\$497K	\$515K	-
Avg Listing Price	\$336K	\$371K	\$365K	\$359K	\$354K	\$403K	\$400K	\$378K	\$380K	\$390K	\$399K	\$415K	-
Avg Listing Price as a % of Avg Est Value	95%	100%	96%	91%	90%	83%	84%	86%	81%	81%	80%	80%	-

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



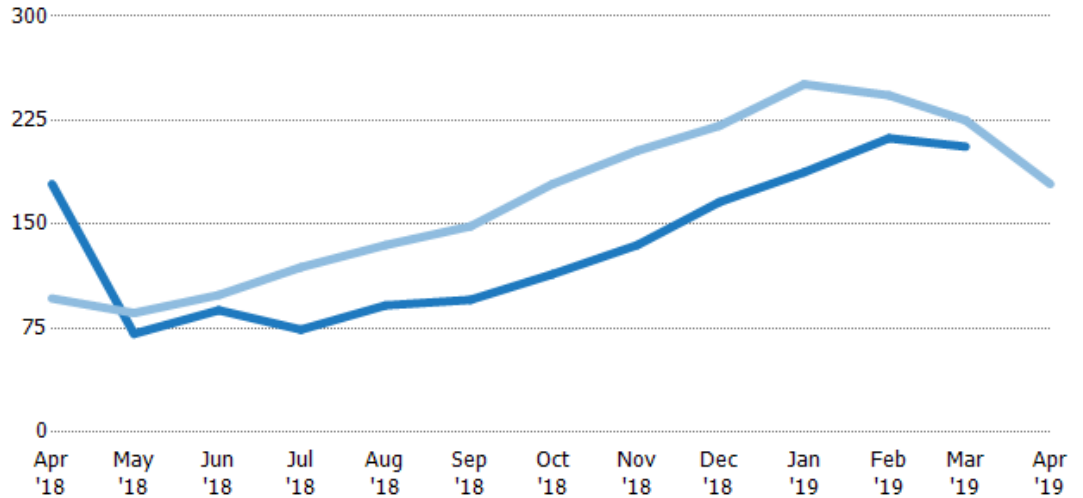
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$286K	\$299K	\$299K	\$294K	\$294K	\$310K	\$295K	\$293K	\$293K	\$299K	\$322K	\$335K	-
Median Listing Price	\$275K	\$279K	\$285K	\$270K	\$269K	\$278K	\$283K	\$276K	\$270K	\$271K	\$273K	\$289K	-
Med Listing Price as a % of Med Est Value	96%	93%	95%	92%	92%	90%	96%	94%	92%	91%	85%	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



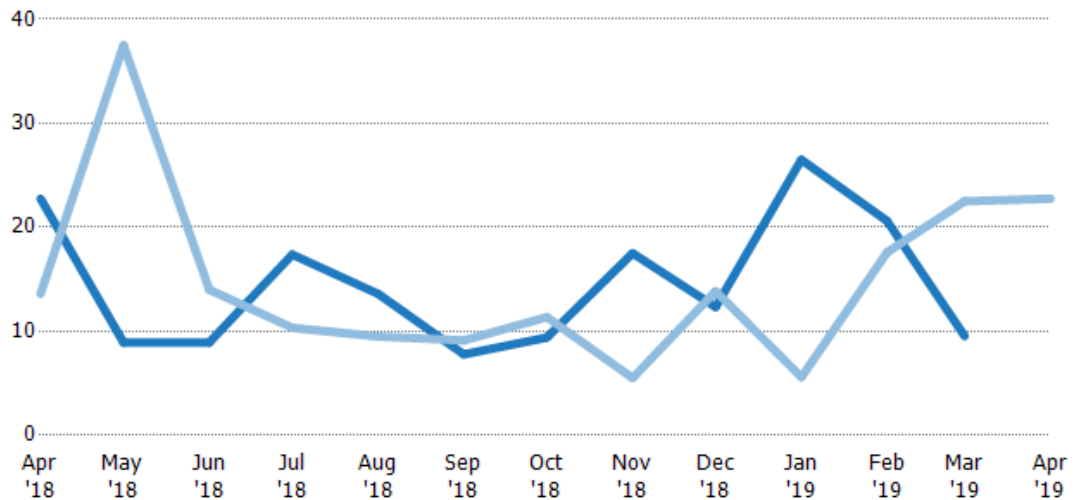
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	179	71	88	74	91.5	95.5	114	135	166	188	212	206	-
Prior Year	96.5	86	99	119	135	149	179	203	221	251	243	225	179
Percent Change from Prior Year	85%	-17%	-11%	-38%	-32%	-36%	-36%	-33%	-25%	-25%	-13%	-8%	-100%

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



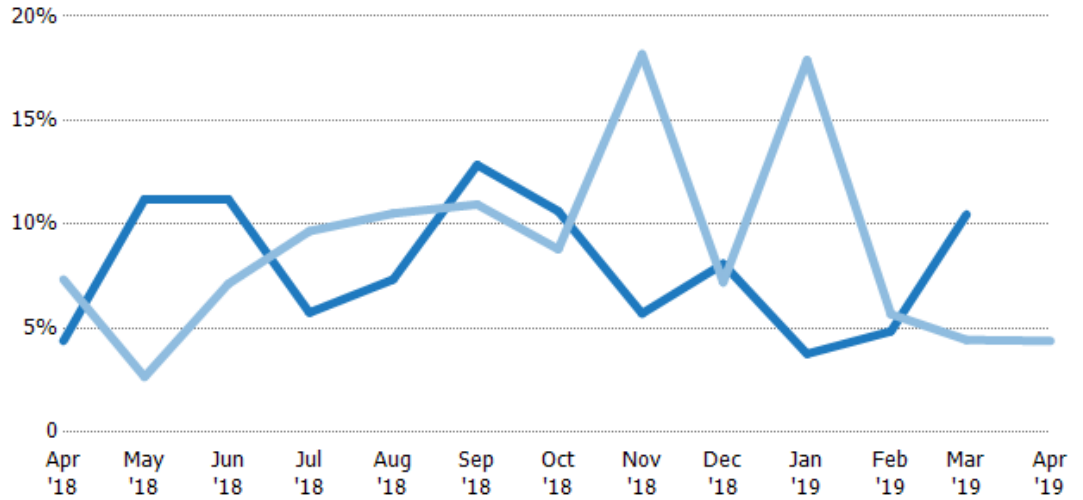
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	22.8	8.92	8.93	17.4	13.6	7.78	9.4	17.5	12.3	26.5	20.6	9.55	-
Prior Year	13.6	37.5	14	10.3	9.5	9.13	11.4	5.5	13.9	5.59	17.6	22.5	22.8
Percent Change from Prior Year	67%	-76%	-36%	68%	43%	-15%	-17%	218%	-11%	374%	17%	-58%	-100%

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



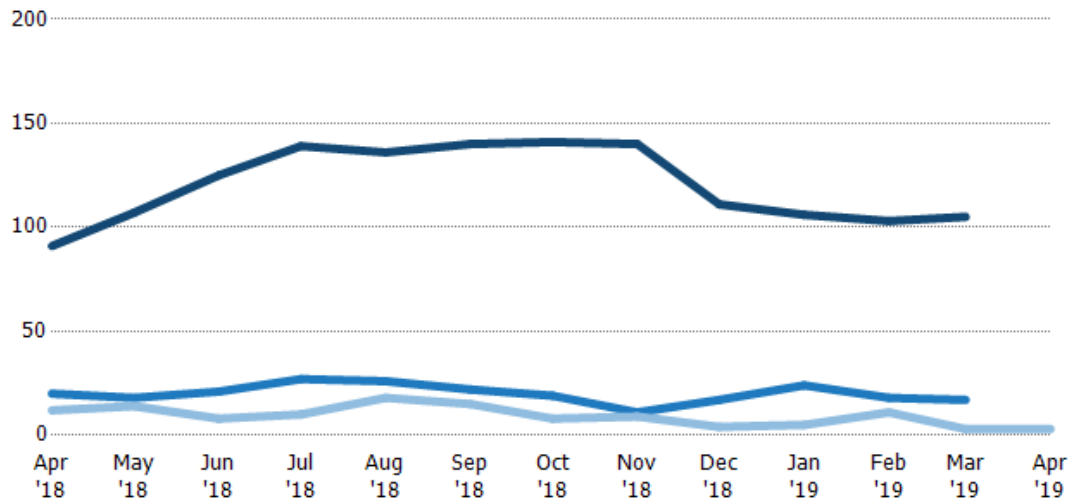
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	4%	11%	11%	6%	7%	13%	11%	6%	8%	4%	5%	10%	-
Prior Year	7%	3%	7%	10%	11%	11%	9%	18%	7%	18%	6%	4%	4%
Change from Prior Year	3%	-9%	-4%	4%	3%	-2%	-2%	12%	-1%	14%	1%	-6%	4%

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



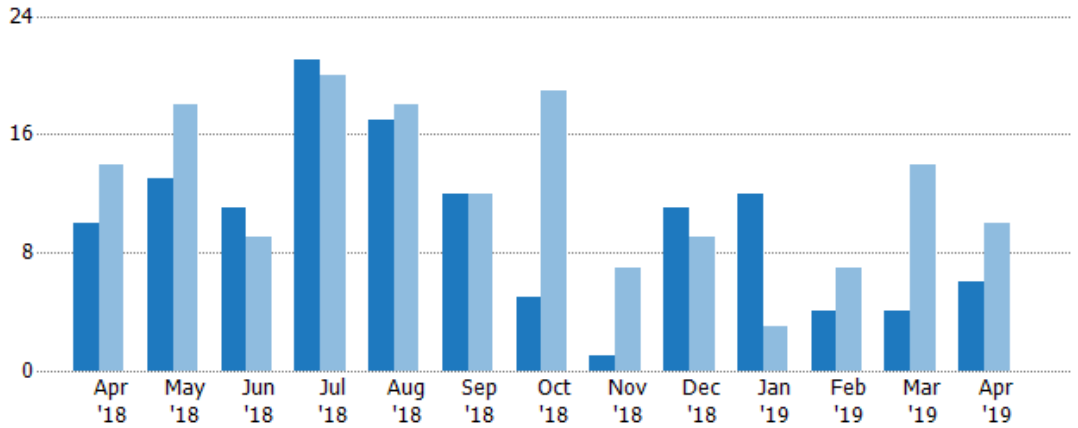
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	91	107	125	139	136	140	141	140	111	106	103	105	-
Pending	20	18	21	27	26	22	19	11	17	24	18	17	-
Sold	12	14	8	10	18	15	8	9	4	5	11	3	3

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



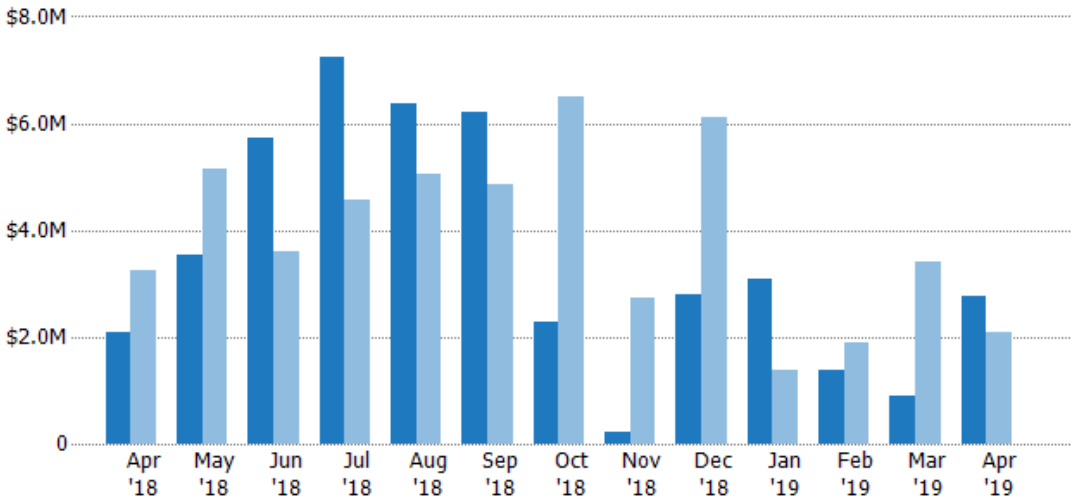
Month/Year	Count	% Chg.
Apr '19	6	-40%
Apr '18	10	-28.6%
Apr '17	14	-14.3%

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



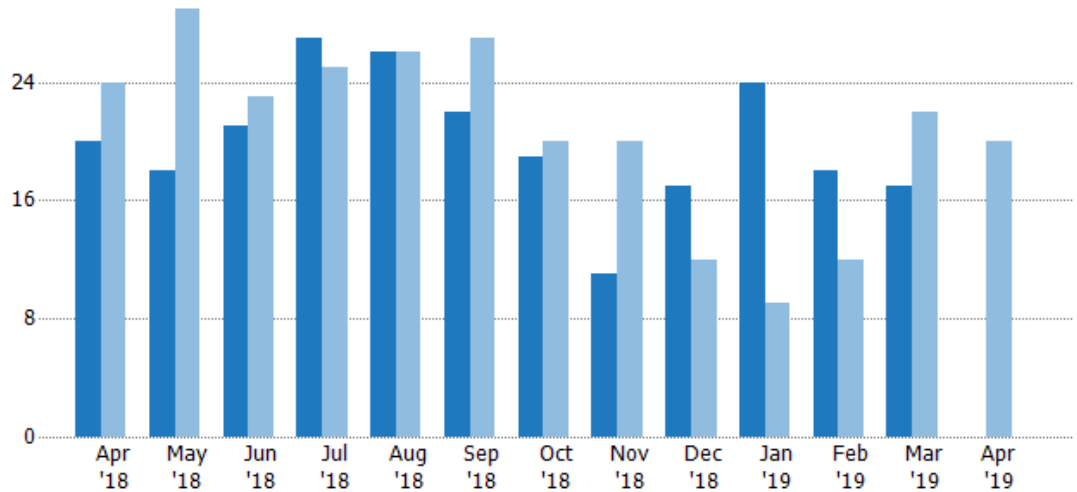
Month/Year	Volume	% Chg.
Apr '19	\$2.75M	31.3%
Apr '18	\$2.1M	-35.5%
Apr '17	\$3.25M	-25.1%

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



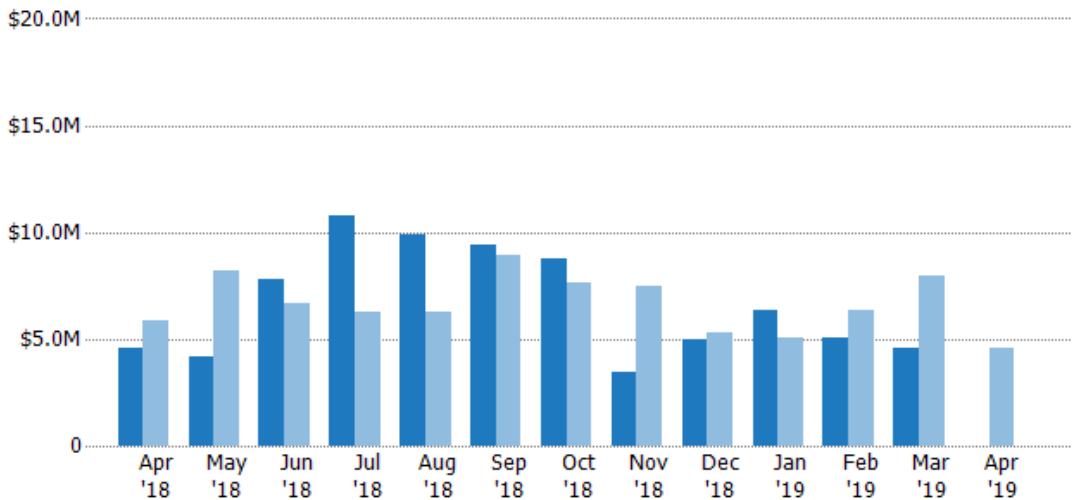
Current Year	20	18	21	27	26	22	19	11	17	24	18	17	-
Prior Year	24	29	23	25	26	27	20	20	12	9	12	22	20
Percent Change from Prior Year	-17%	-38%	-9%	8%	0%	-19%	-5%	-45%	42%	167%	50%	-23%	-100%

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



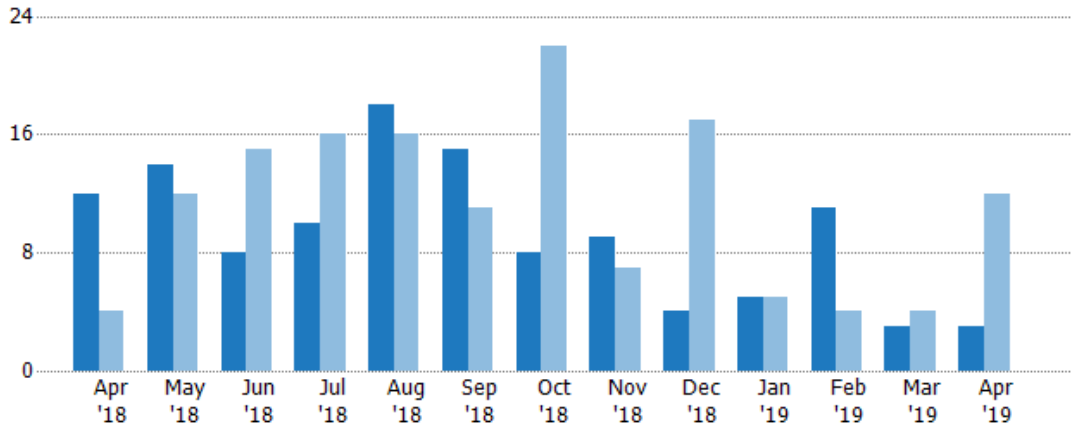
Current Year	\$4.6M	\$4.15M	\$7.76M	\$10.8M	\$9.88M	\$9.43M	\$8.74M	\$3.47M	\$5M	\$6.34M	\$5.07M	\$4.54M	-
Prior Year	\$5.88M	\$8.23M	\$6.67M	\$6.27M	\$6.24M	\$8.89M	\$7.6M	\$7.47M	\$5.26M	\$5.09M	\$6.36M	\$7.94M	\$4.6M
Percent Change from Prior Year	-22%	-50%	16%	72%	58%	6%	15%	-54%	-5%	25%	-20%	-43%	-100%

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.
Apr '19	3	-75%
Apr '18	12	200%
Apr '17	4	25%

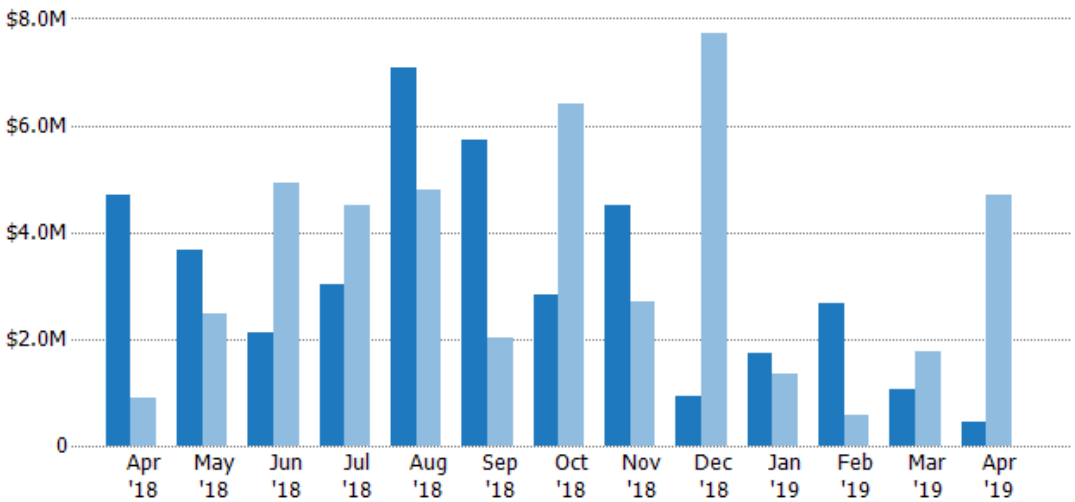
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	12	14	8	10	18	15	8	9	4	5	11	3	3
Prior Year	4	12	15	16	16	11	22	7	17	5	4	4	12
Percent Change from Prior Year	200%	17%	-47%	-38%	13%	36%	-64%	29%	-76%	0%	175%	-25%	-75%

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.
Apr '19	\$445K	-90.5%
Apr '18	\$4.7M	429.3%
Apr '17	\$889K	-11.5%

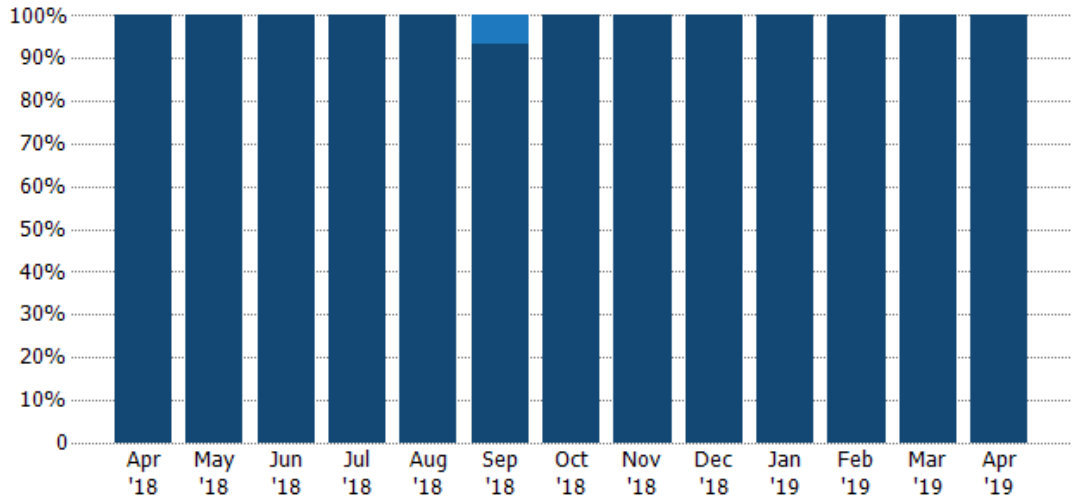
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$4.7M	\$3.67M	\$2.11M	\$3.02M	\$7.07M	\$5.71M	\$2.84M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.07M	\$445K
Prior Year	\$889K	\$2.47M	\$4.91M	\$4.5M	\$4.79M	\$2.01M	\$6.39M	\$2.71M	\$7.72M	\$1.34M	\$578K	\$1.77M	\$4.7M
Percent Change from Prior Year	429%	49%	-57%	-33%	47%	184%	-56%	66%	-88%	30%	365%	-39%	-91%

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



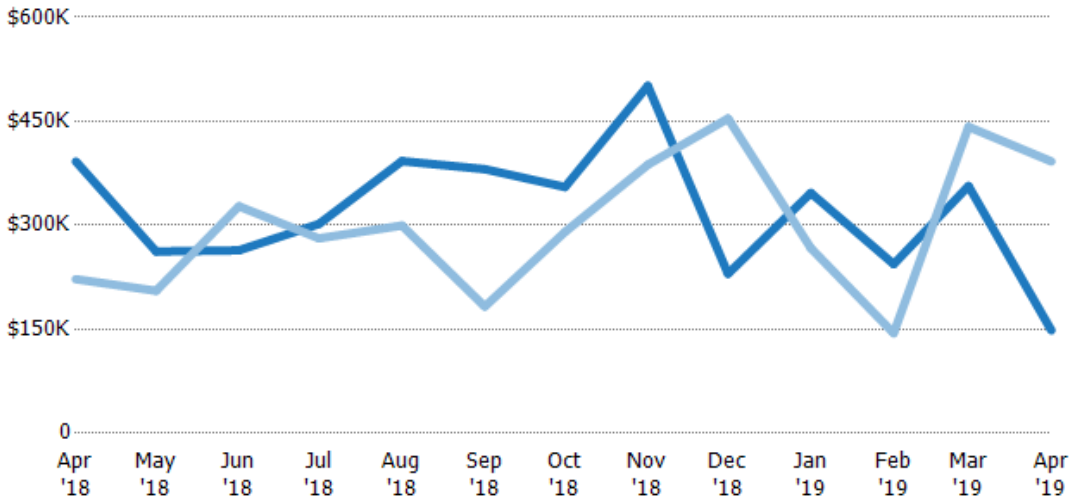
Condo/Townhouse	-	-	-	-	-	7%	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	93%	100%	100%	100%	100%	100%	100%	100%

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	\$392K	\$262K	\$264K	\$302K	\$393K	\$381K	\$355K	\$501K	\$230K	\$347K	\$244K	\$357K	\$148K
Prior Year	\$222K	\$205K	\$327K	\$281K	\$300K	\$183K	\$290K	\$387K	\$454K	\$267K	\$144K	\$442K	\$392K
Percent Change from Prior Year	76%	28%	-19%	7%	31%	108%	22%	29%	-49%	30%	69%	-19%	-62%

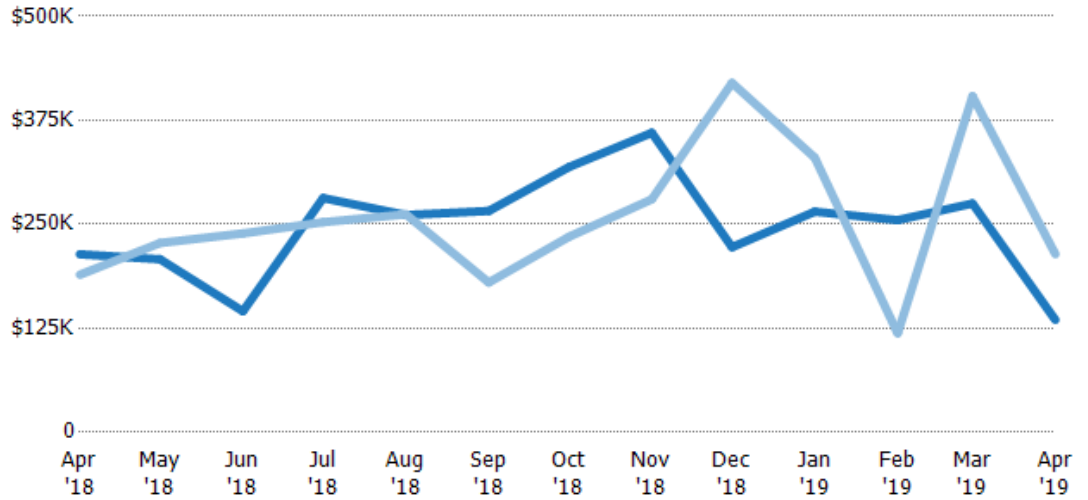
Median Sales Price

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.
Apr '19	\$135K	-36.9%
Apr '18	\$214K	13%
Apr '17	\$189K	-48.2%



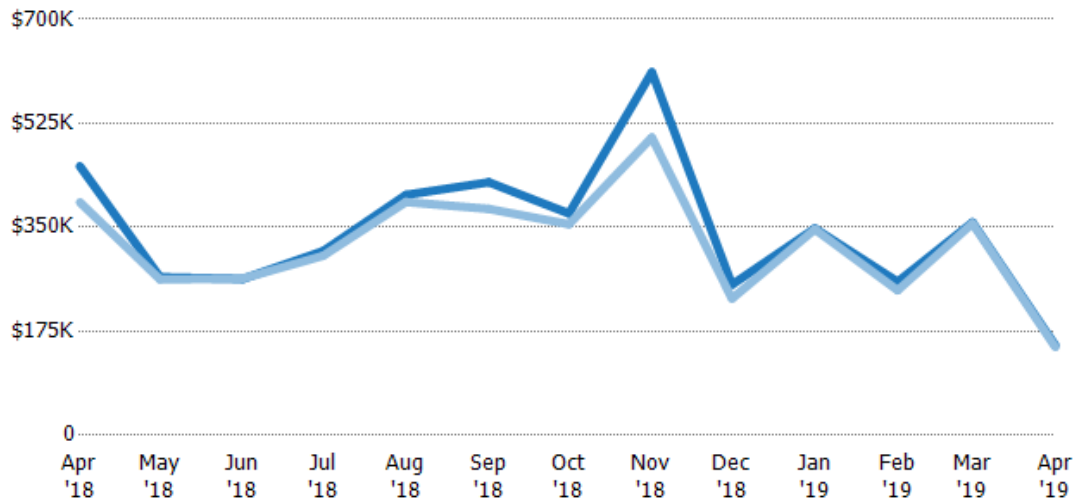
Current Year	\$214K	\$208K	\$145K	\$282K	\$261K	\$266K	\$319K	\$360K	\$223K	\$265K	\$255K	\$275K	\$135K
Prior Year	\$189K	\$228K	\$239K	\$253K	\$262K	\$180K	\$235K	\$280K	\$420K	\$330K	\$119K	\$404K	\$214K
Percent Change from Prior Year	13%	-9%	-39%	12%	0%	48%	36%	29%	-47%	-20%	114%	-32%	-37%

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



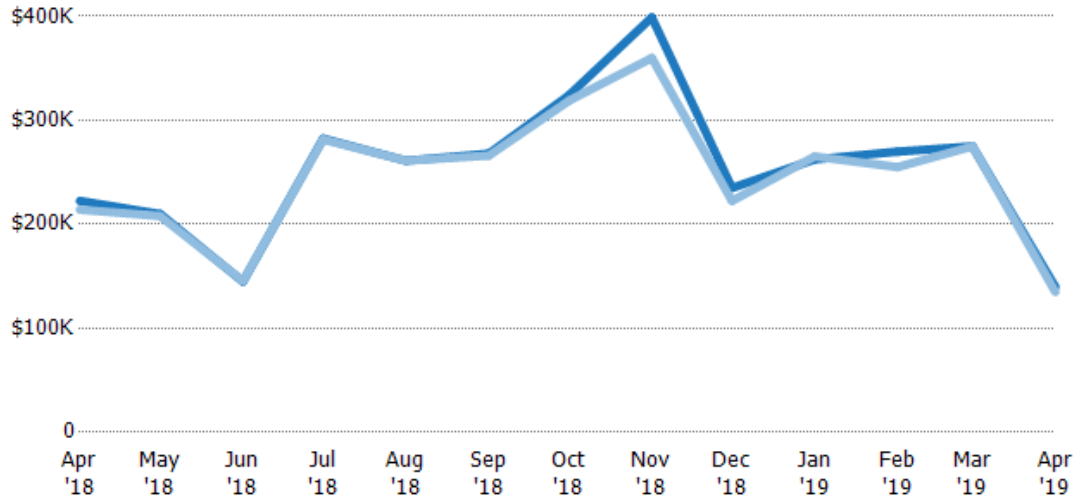
Avg List Price	\$453K	\$266K	\$263K	\$310K	\$404K	\$426K	\$373K	\$611K	\$253K	\$348K	\$258K	\$358K	\$151K
Avg Sales Price	\$392K	\$262K	\$264K	\$302K	\$393K	\$381K	\$355K	\$501K	\$230K	\$347K	\$244K	\$357K	\$148K
Avg Sales Price as a % of Avg List Price	87%	99%	100%	97%	97%	89%	95%	82%	91%	100%	94%	100%	98%

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



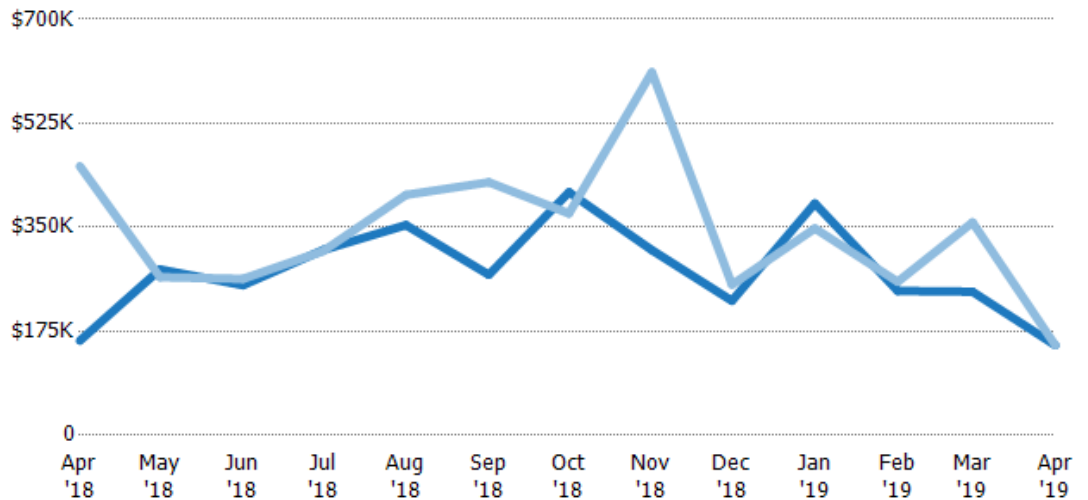
Median List Price	\$222K	\$210K	\$145K	\$282K	\$261K	\$268K	\$324K	\$399K	\$235K	\$262K	\$270K	\$275K	\$140K
Median Sales Price	\$214K	\$208K	\$145K	\$282K	\$261K	\$266K	\$319K	\$360K	\$223K	\$265K	\$255K	\$275K	\$135K
Med Sales Price as a % of Med List Price	96%	99%	100%	100%	100%	99%	98%	90%	95%	101%	94%	100%	97%

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



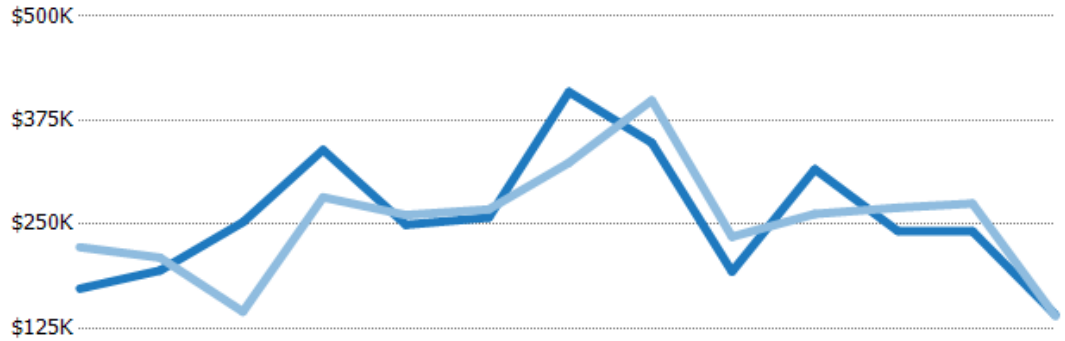
Avg Est Value	\$159K	\$279K	\$252K	\$312K	\$354K	\$270K	\$409K	\$312K	\$226K	\$390K	\$243K	\$242K	\$152K
Avg Sales Price	\$453K	\$266K	\$263K	\$310K	\$404K	\$426K	\$373K	\$611K	\$253K	\$348K	\$258K	\$358K	\$151K
Avg Sales Price as a % of Avg Est Value	285%	95%	104%	99%	114%	158%	91%	196%	112%	89%	106%	148%	100%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$173K	\$194K	\$252K	\$340K	\$249K	\$258K	\$409K	\$348K	\$193K	\$316K	\$242K	\$242K	\$141K
Median Sales Price	\$222K	\$210K	\$145K	\$282K	\$261K	\$268K	\$324K	\$399K	\$235K	\$262K	\$270K	\$275K	\$140K
Med Sales Price as a % of Med Est Value	129%	108%	57%	83%	105%	104%	79%	115%	122%	83%	112%	114%	99%