

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+/-	YTD 2017	YTD 2018	+/-	Dec 2017	Dec 2018	Key Metrics
						Listing Activity Charts Metrics
+50%	4	6	+50%	4	6	New Listing Count
+22.5%	\$1,934,900	\$2,370,900	+22.5%	\$1,934,900	\$2,370,900	New Listing Volume
	N⁄A	N⁄A	+8.4%	95	103	Active Listing Count
	N⁄A	N⁄A	+17.5%	\$33,851,800	\$39,775,846	Active Listing Volume
+8.4%	\$356,335	\$386,173	+8.4%	\$356,335	\$386,173	Average Listing Price
+4.2%	\$259,000	\$269,900	+4.2%	\$259,000	\$269,900	Median Listing Price
-27.7%	220	159	-27.7%	220	159	Median Days in RPR
+0.7%	7.3	7.4	-	_	_	Months of Inventory
-0.1%	13.68%	13.59%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+22.2%	9	11	+22.2%	9	11	New Pending Sales Count
-54%	\$6,110,299	\$2,812,200	-54%	\$6,110,299	\$2,812,200	New Pending Sales Volume
	N/A	N⁄A	+90%	10	19	Pending Sales Count
	N⁄A	N⁄A	+8.3%	\$4,944,999	\$5,355,002	Pending Sales Volume
-71.4%	14	4	-71.4%	14	4	Cloæd Sales Count
-86%	\$6,570,000	\$920,000	-86%	\$6,570,000	\$920,000	Cloæd Sales Volume
-51%	\$469,286	\$230,000	-51%	\$469,286	\$230,000	Average Sales Price
-46.4%	\$415,000	\$222,500	-46.4%	\$415,000	\$222,500	Median Sales Price





New Listings

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

	20.00													
Filters Used State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
	10.00													
	5.00													
	-	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
			10	10	10	10				10				10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50%

New Listing Volume

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

Filters Used	\$6.0M ······													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$4.5M													
	\$3.0M													
	\$1.5M													
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year		 -	<u>-</u>	<u>-</u>	· · · · · · · · · · · · · · · · · · ·	<u>-</u>	<u>-</u>	- -				 -	 -	\$2.37M
														\$1.93M
Prior Year		-	-	-	-	-	-	-	-	-	-	-		
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	23%



Active Listings

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

Filters Used	200													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
		'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	103
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	95
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8%

Active Listing Volume

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

	\$40.0M ······													
Filters Used State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$30.0M													
	\$20.0M ······													
	\$10.0M											0.1		
		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
		17	10	10	10	10	10	10	10	10	10	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$39.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$33.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	17%



Average Listing Price

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

	\$400K ······												
Filters Used State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K						1				0.4		
	Dec '17	Jan '18	⊦eD '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
<u></u>													
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$386K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$356K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%

Median Listing Price

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

	\$300K												
Filters Used													
State: VT County: Grand Isle County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single													
Family Residence	\$150K												
	\$75K												
	0	•											_
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$259K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%





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.

	\$600K ······												
Filters Used State: VT													
County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Family nesuence	\$300K												
	\$150K												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$534K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$386K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	72%

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												
	\$150K												
	\$75K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$298K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	91%





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.

	300												
Filters Used State: VT County: Grand Isle County, Vermont Property Type:	225												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	150												
	75												
	73												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	159
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	220
Percent Change from Prior Year													
	-	-	-	-	-	-	-	-	-	-	-	-	-28%

Months of Inventory

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

Filters Used	20												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11.4
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13.6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-16%



Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Active/Pending/Sold Units

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

	200												
Filters Used													
State: VT													
County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0 Dec	Jan		Mar		May	Jun	Jul		Sep	0ct	Nov	Dec
	'17	'18	'18	'18	18	May '18	'18	'18	Aug '18	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	103
Pending	-	-	-	-	-	-	-	-	-	-	-	-	19
Sold	-	-	-	-	-	-	-	-	-	-	-	-	4







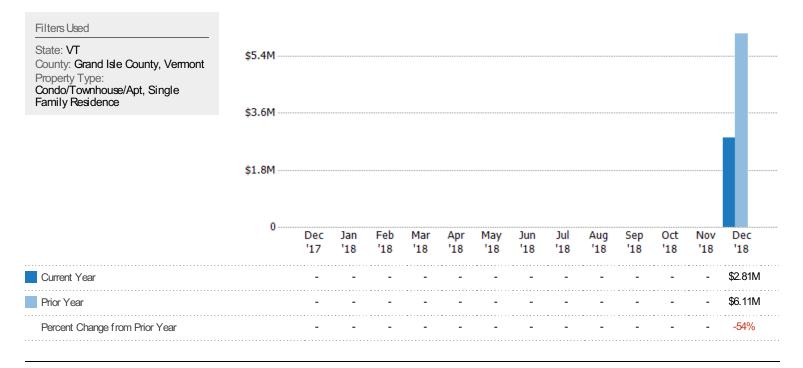
New Pending Sales

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

Filters Used	20													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10······													
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	22%

New Pending Sales Volume

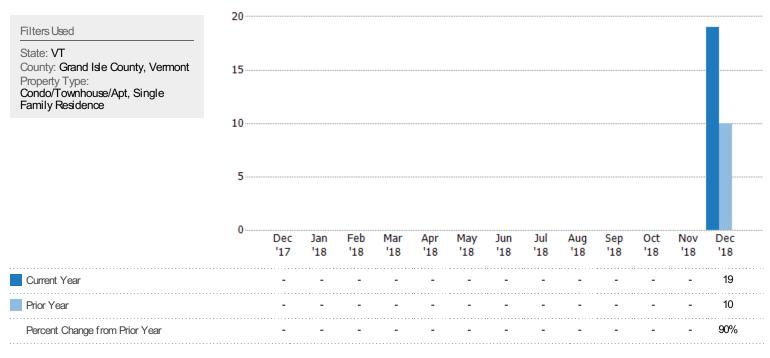
The sum of the sales price of residential properties with accepted offers that were added each month.





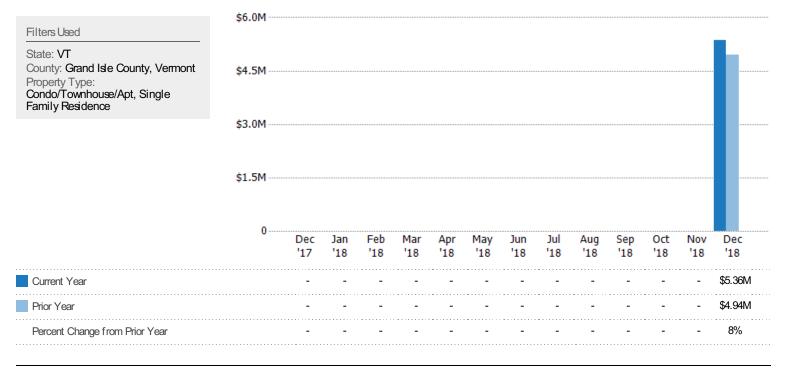
Pending Sales

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



Pending Sales Volume

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

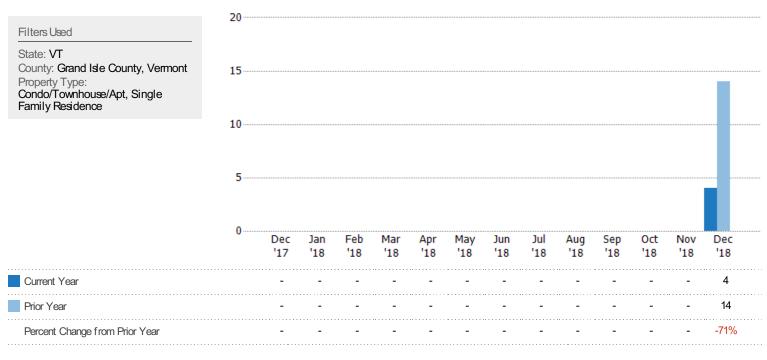


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Closed Sales

The total number of residential properties sold each month.



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	\$5.4M \$3.6M													
	\$1.8M													
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$920K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.57M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-86%



Closed Sales by Property Type

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

100%														
90%														
80%														
70%														
60%														
50%														
40%														
30%														
20%														
10%														
0														
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18	
	-	-	-	-	-	-	-	-	-	-	-	-	100%)
	90% 80% 60% 50% 40% 30%	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb Mar	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb Mar Apr	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb Mar Apr May	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb Mar Apr May Jun	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb Mar Apr May Jun Jul	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb Mar Apr May Jun Jul Aug	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov	90% 80% 70% 60% 50% 40% 30% 20% 10% 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Average Sales Price

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

	\$500K
Filters Used	
State: VT County: Grand Isle County, Vermont	¢375K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$J. J.
	\$250K

\$125K ····

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$469K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-51%





Median Sales Price

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

	\$500K ······												
Filters Used State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	\$125K												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$223K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$415K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-46%

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 Avg Sales Price	'17 	'18 - -	-		-		-	-		-	-	-	
Avg List Price	-17	-18			-		-	-	-	-	-		18 \$253K
	17	18	10	10	10							10	18
	Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
	\$75K												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$150K												
State: VT County: Grand Isle County, Vermont	\$225K												
Filters Used													





Median Sales Price vs Median Listing Price

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

	\$300K ······												
Filters Used													
State: VT County: Grand Isle County, Vermont	\$225K												
Property Type: Condo/Townhouse/Apt, Single	ψ2251												
Condo/Townhouse/Apt, Single Family Residence													
-	\$150K												
	\$75K												
	\$7JK												
	0	_							_				
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$223K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%

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.

Avg Est Value Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$253K
Avg Est Value													
·····	-	-	-	-	-	-	-	-	-	-	-	-	\$226K
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	\$130K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Grand Isle County, Vermont	\$225K												
Filters Used													





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.

	\$300K ······												
Filters Used State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	_			_				_				
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
		••••											
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	122%

