

## Summary of Key Listing and Sales Metrics

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

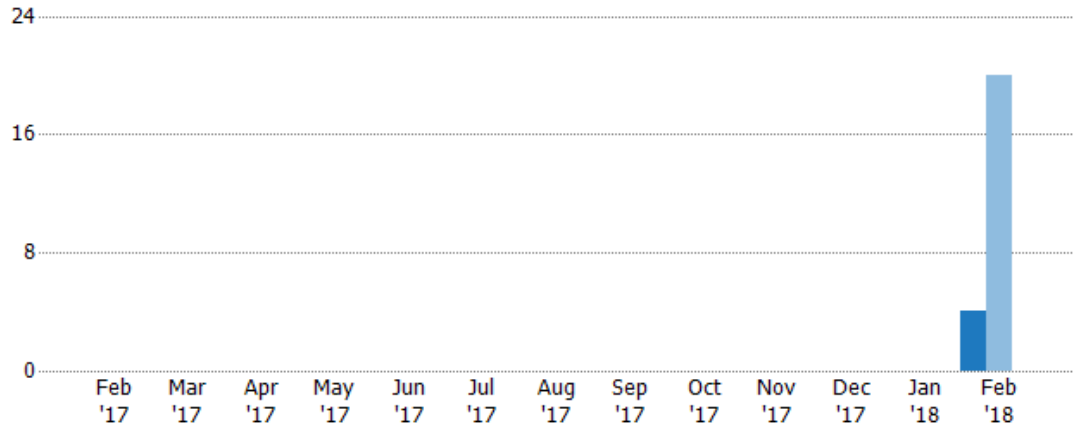
| Key Metrics                            | Feb 2018     | Feb 2017     | + / -  | YTD 2018     | YTD 2017     | + / -  |
|--|--------------|--------------|--------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |        |              |              |        |
| New Listing Count                      | 4            | 20           | -80%   | 4            | 20           | -80%   |
| New Listing Volume                     | \$1,558,100  | \$6,515,399  | -76.1% | \$1,558,100  | \$6,515,399  | -76.1% |
| Active Listing Count                   | 79           | 136          | -41.9% | 79           | 136          | -41.9% |
| Active Listing Volume                  | \$30,372,421 | \$49,914,509 | -39.2% | \$30,372,421 | \$49,914,509 | -39.2% |
| Average Listing Price                  | \$384,461    | \$367,018    | +4.8%  | \$384,461    | \$367,018    | +4.8%  |
| Median Listing Price                   | \$249,900    | \$239,500    | +4.3%  | \$249,900    | \$239,500    | +4.3%  |
| Median Days in RPR                     | 236          | 201          | +17.4% | 236          | 201          | +17.4% |
| Months of Inventory                    | -            | -            | -      | 19.8         | 34           | -41.9% |
| Absorption Rate                        | -            | -            | +/-    | 5.06%        | 2.94%        | +2.1%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |        |              |              |        |
| New Pending Sales Count                | 8            | 5            | +60%   | 8            | 5            | +60%   |
| New Pending Sales Volume               | \$1,973,700  | \$1,696,500  | +16.3% | \$1,973,700  | \$1,696,500  | +16.3% |
| Pending Sales Count                    | 15           | 18           | -16.7% | 15           | 18           | -16.7% |
| Pending Sales Volume                   | \$7,218,400  | \$5,333,900  | +35.3% | \$7,218,400  | \$5,333,900  | +35.3% |
| Closed Sales Count                     | 4            | 4            | +/-    | 4            | 4            | +/-    |
| Closed Sales Volume                    | \$577,500    | \$1,466,900  | -60.6% | \$577,500    | \$1,466,900  | -60.6% |
| Average Sales Price                    | \$144,375    | \$366,725    | -60.6% | \$144,375    | \$366,725    | -60.6% |
| Median Sales Price                     | \$119,000    | \$286,000    | -58.4% | \$119,000    | \$286,000    | -58.4% |

## 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



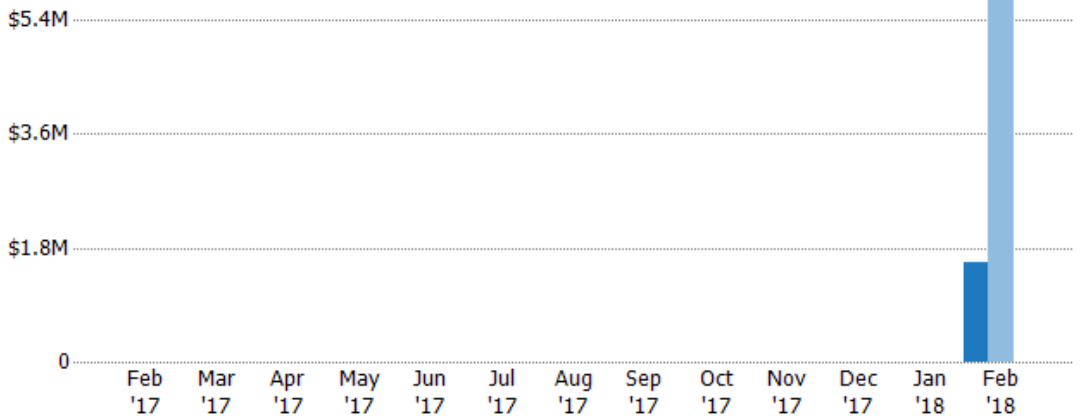
|                                | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 4       |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 20      |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -80%    |

## New Listing Volume

The sum of the listing price of 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



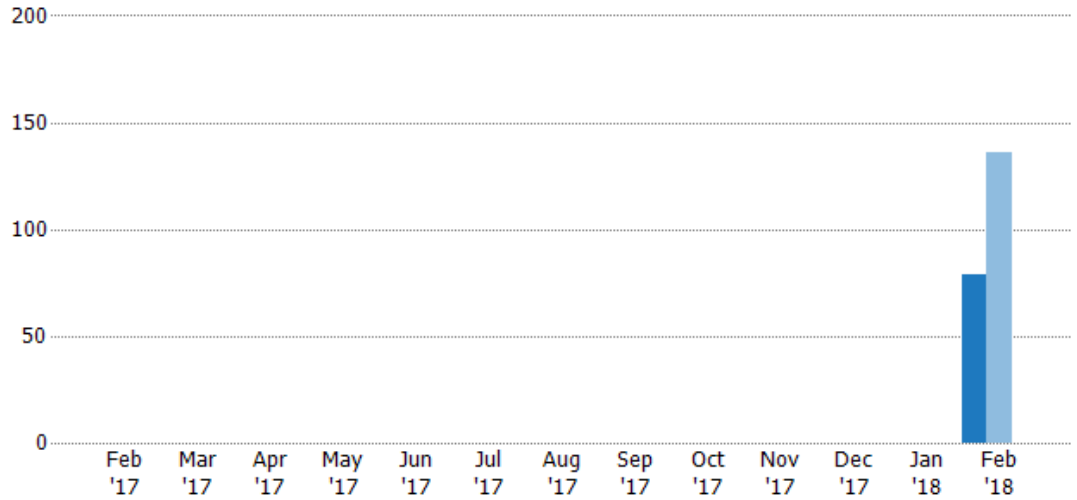
|                                | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$1.56M |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$6.52M |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -76%    |

## Active Listings

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

**Filters Used**

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



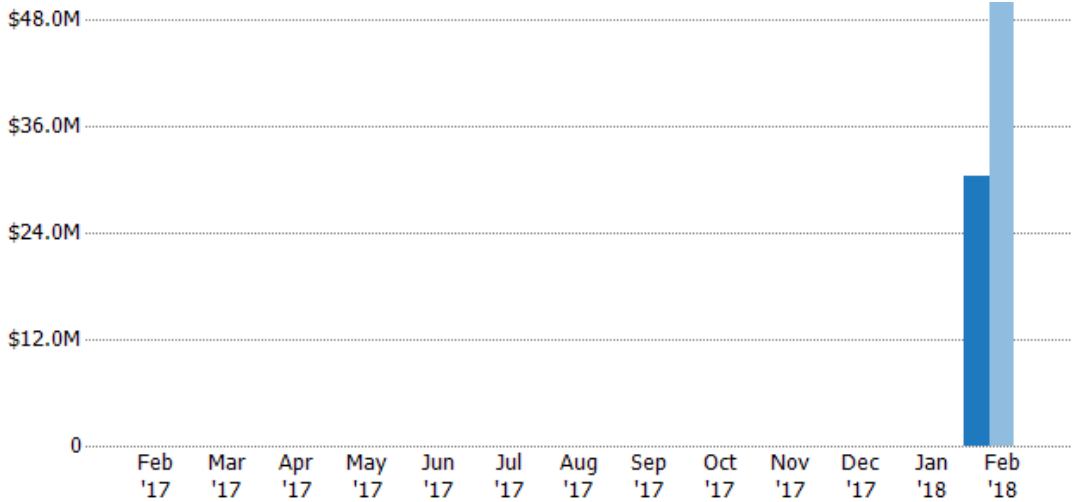
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 79   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 136  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -42% |

## Active Listing Volume

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

**Filters Used**

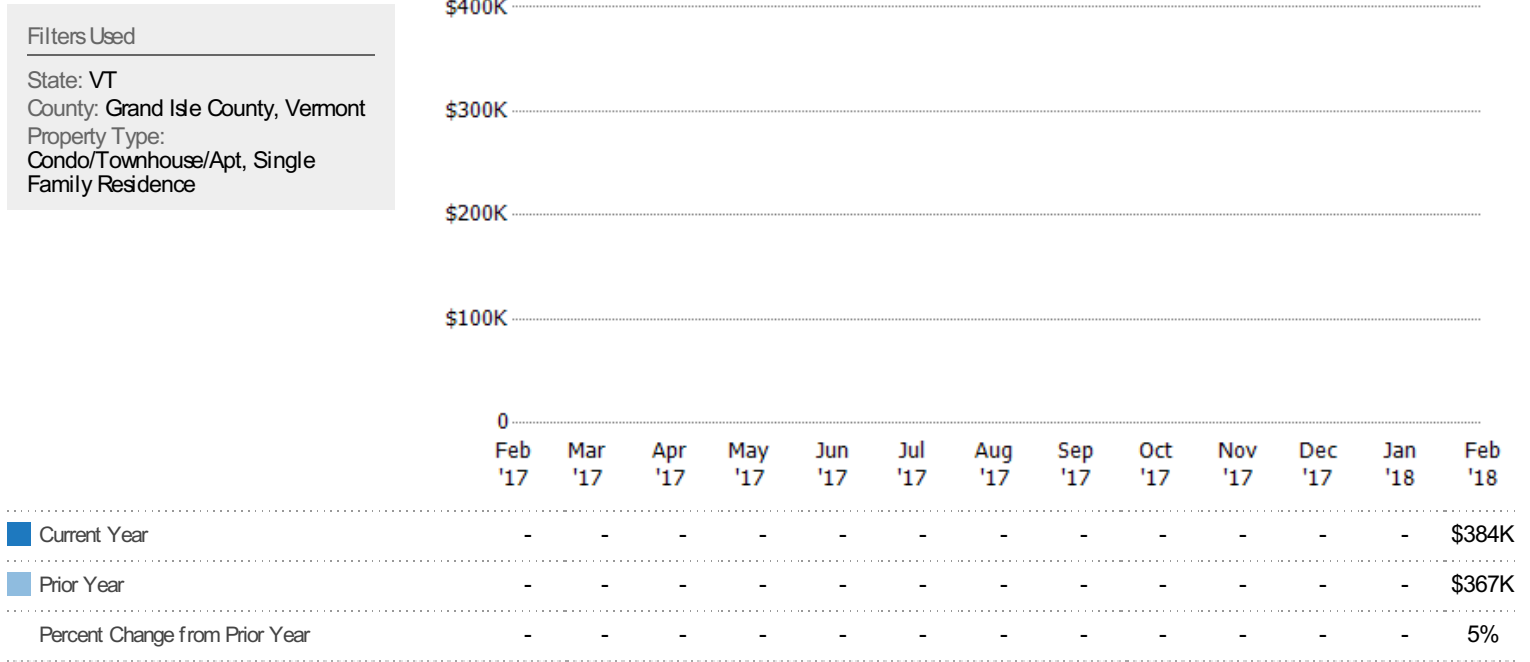
State: VT  
 County: Grand Isle County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single  
 Family Residence



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$30.4M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$49.9M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -39%    |

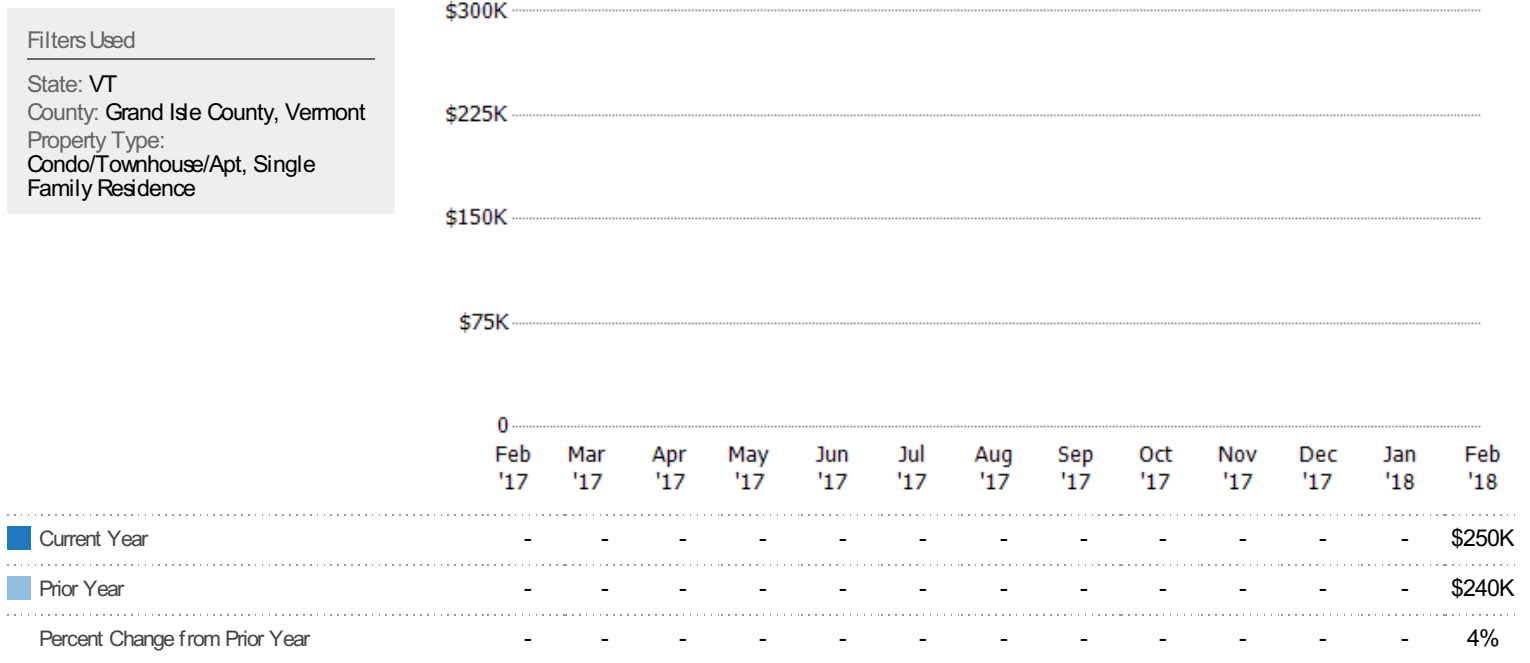
## Average Listing Price

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



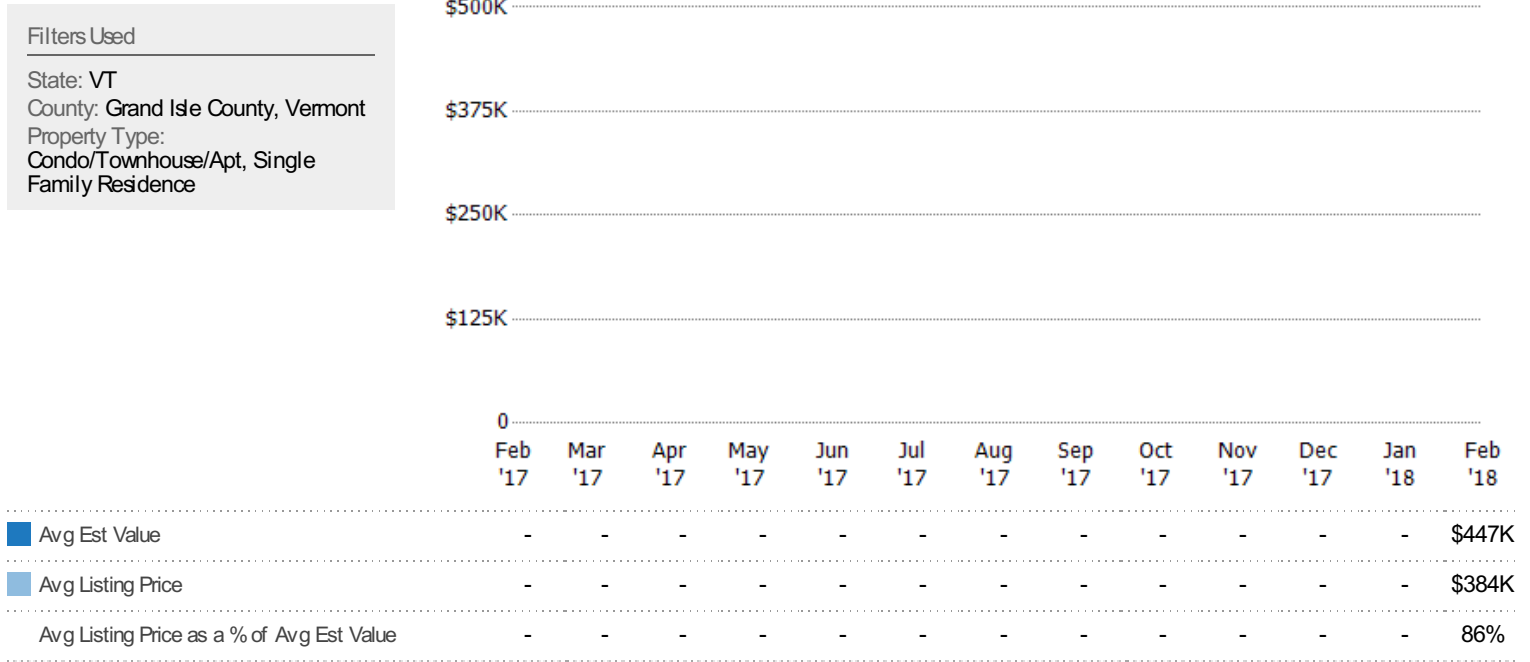
## Median Listing Price

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



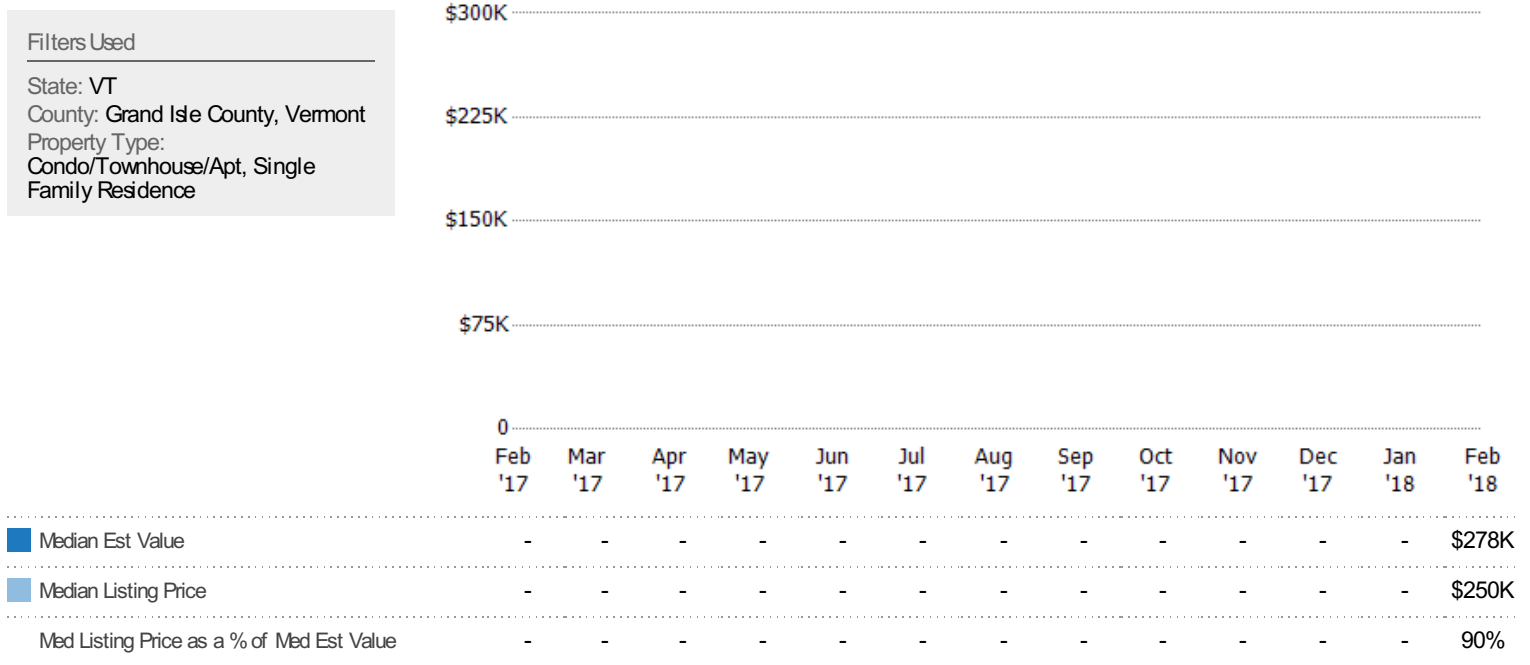
## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



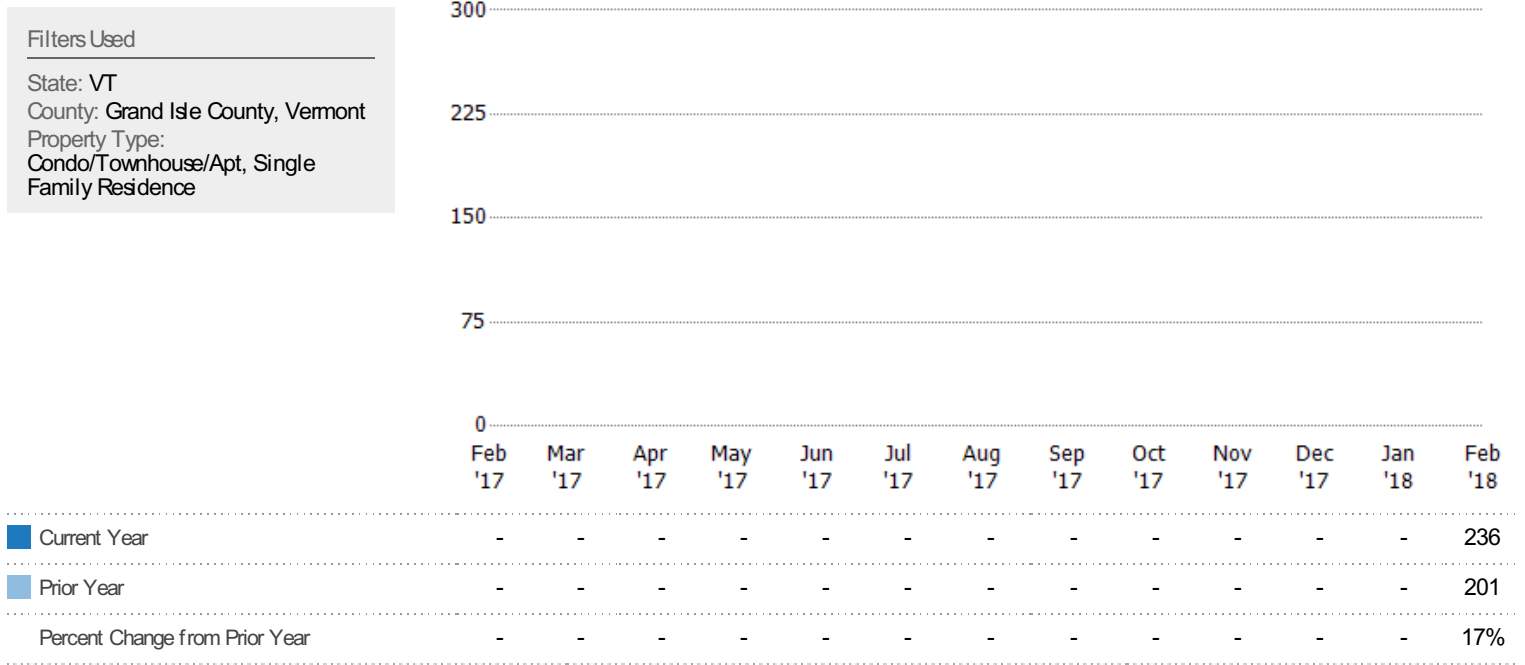
## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.



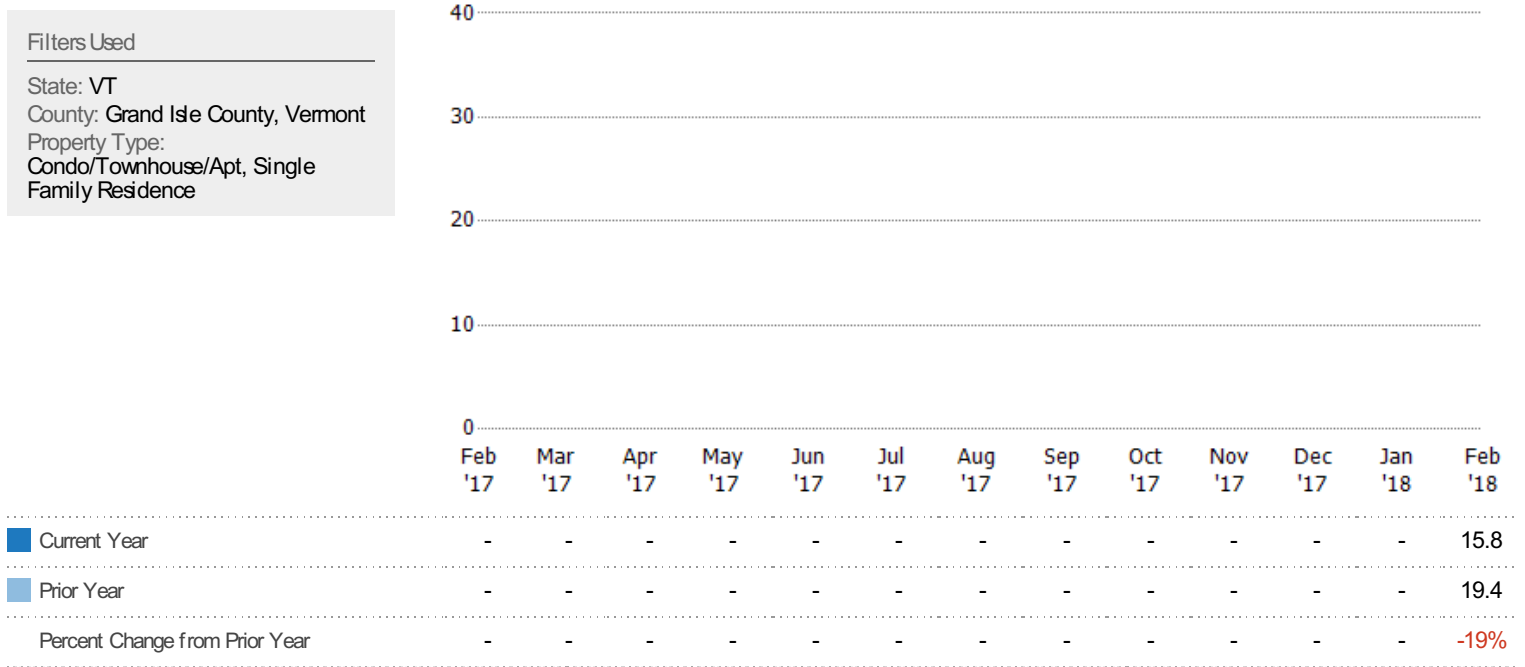
## Median Days in RPR

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.



## Months of Inventory

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

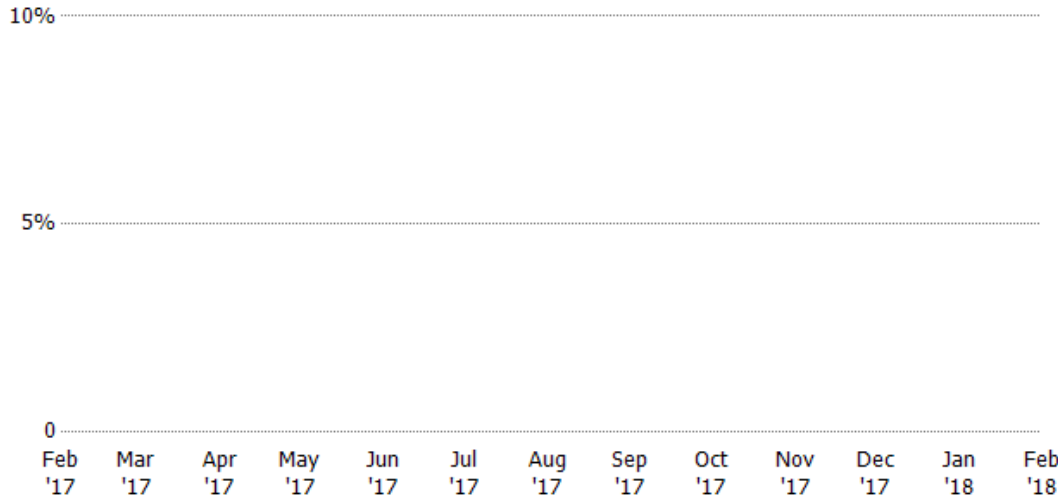


## Absorption Rate

The percentage of inventory sold per month.

**Filters Used**

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



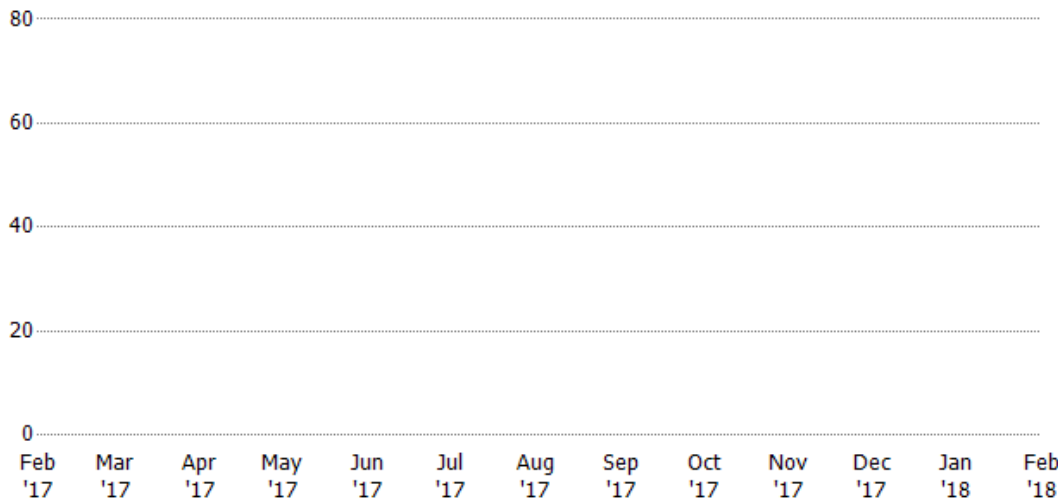
|                        | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 6%      |
| Prior Year             | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 5%      |
| Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -1%     |

## Active/Pending/Sold Units

The number of single-family, condominium and townhome 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



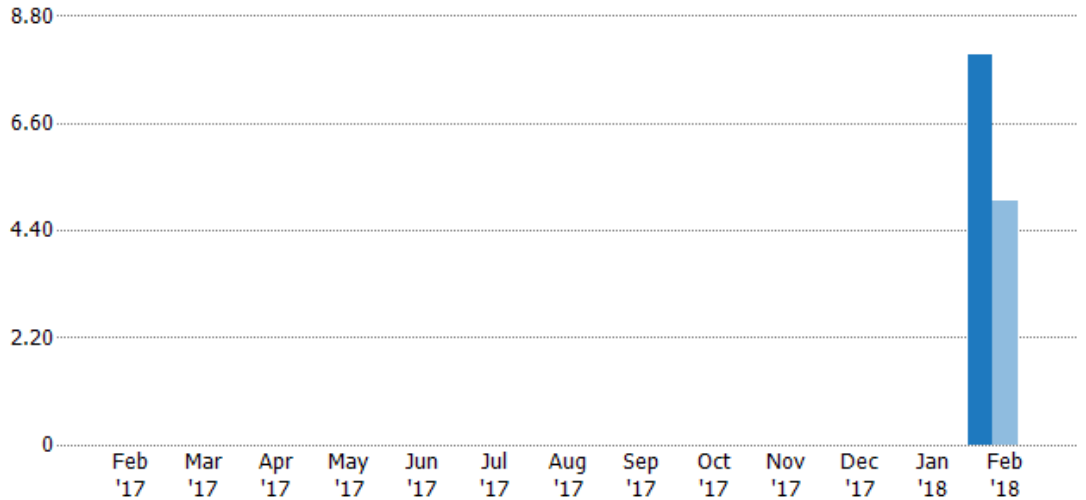
|         | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 79      |
| Pending | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 15      |
| Sold    | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 4       |

## New Pending Sales

The number of single-family, condominium and townhome 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



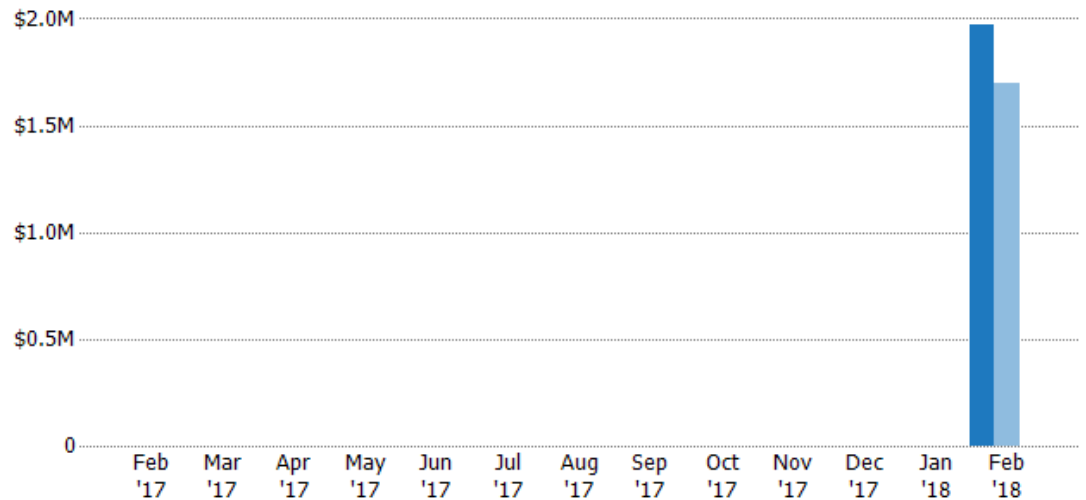
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |     |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|-----|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 8   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 5   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 60% |

## New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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



|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$1.97M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$1.7M  |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 16%     |

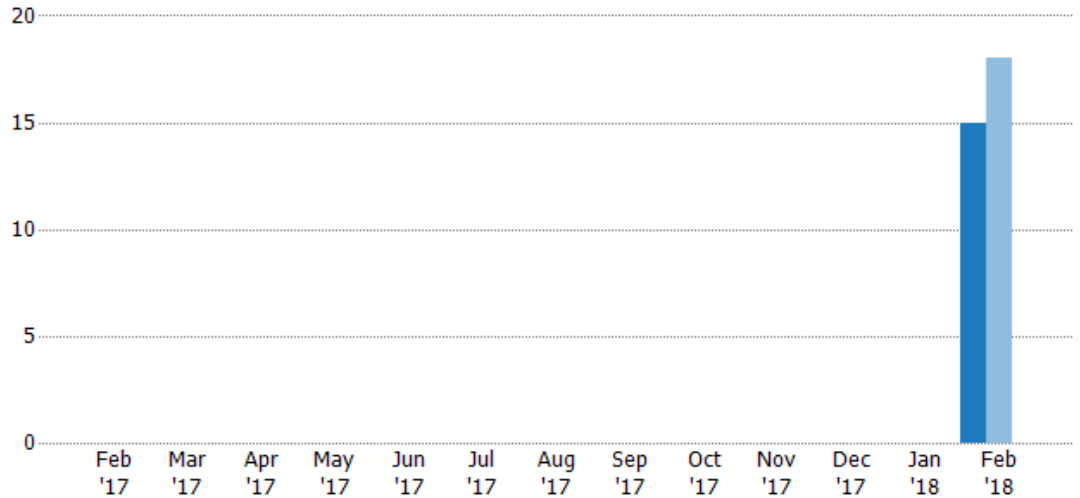


## Pending Sales

The number of single-family, condominium and townhome 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



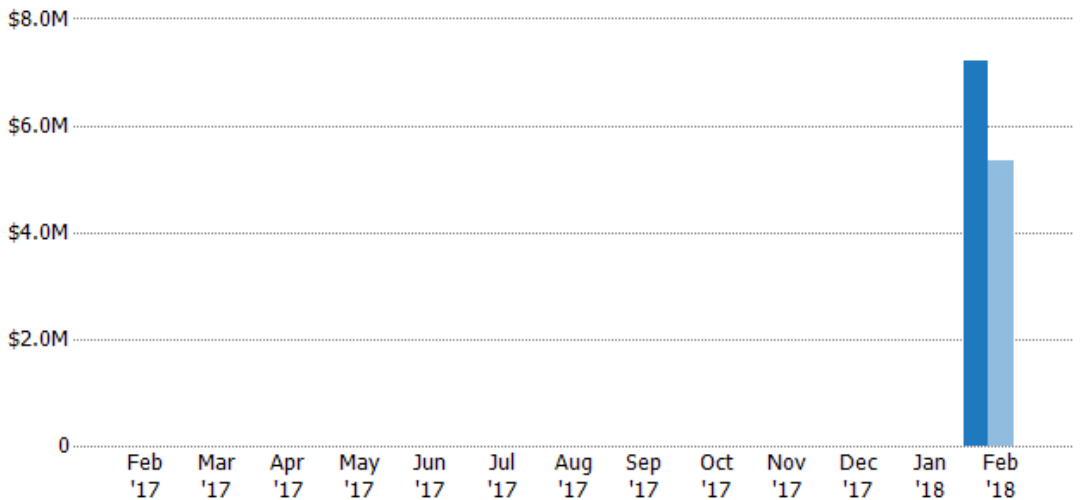
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |      |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | 15   |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | 18   |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | -17% |

## Pending Sales Volume

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.

### Filters Used

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



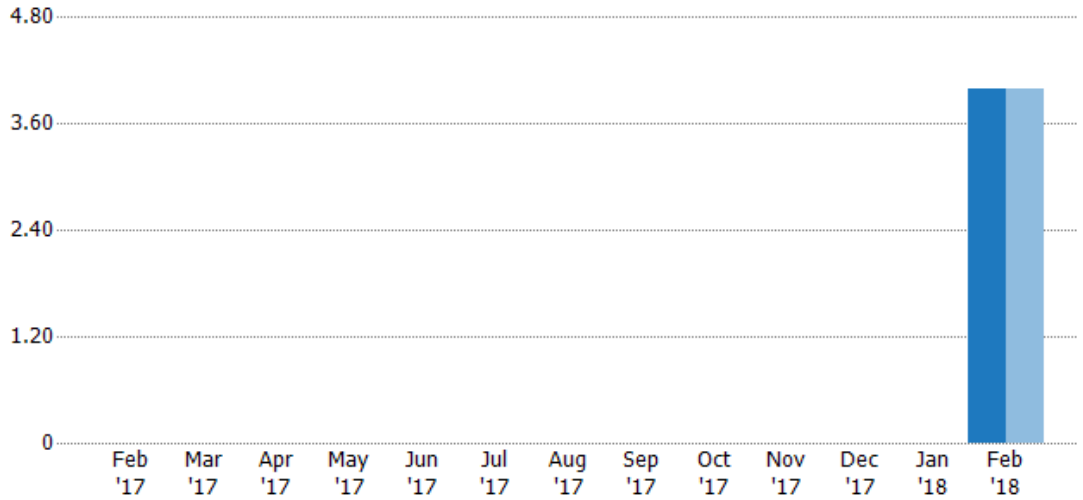
|                                |   |   |   |   |   |   |   |   |   |   |   |   |   |         |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---------|
| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | - | \$7.22M |
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | - | \$5.33M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | - | 35%     |

## Closed Sales

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

**Filters Used**

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



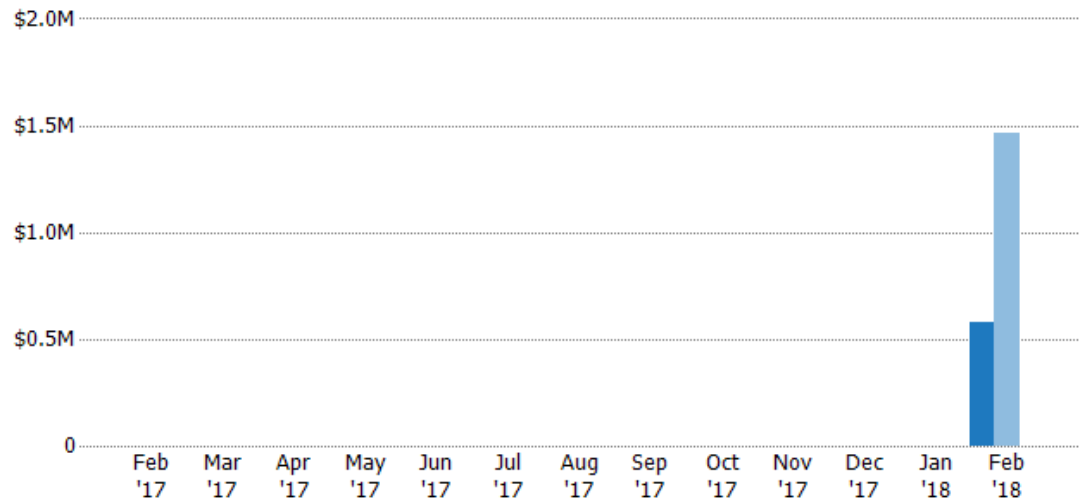
|                 | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year    | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 4       |
| Prior Year      | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 4       |
| PriorExtra Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       |

## Closed Sales Volume

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

**Filters Used**

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



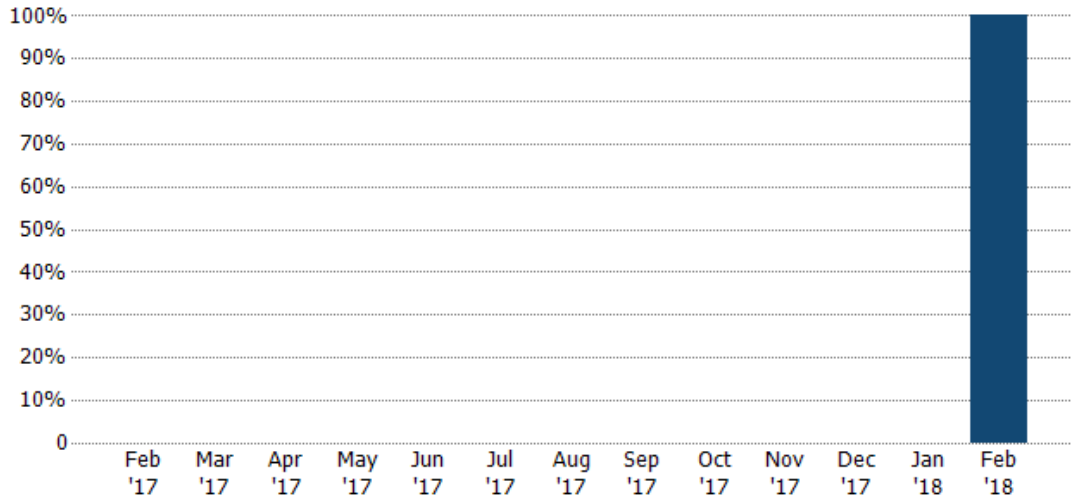
|                                | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$578K  |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$1.47M |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -61%    |

## Closed Sales by Property Type

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

**Filters Used**

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



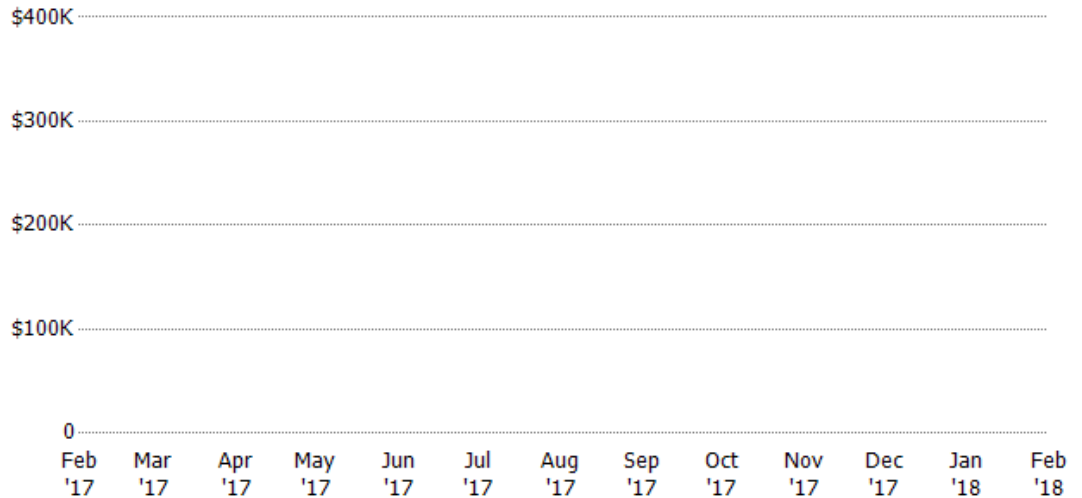
| Property Type           | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Single Family Residence | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 100%    |

## Average Sales Price

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

**Filters Used**

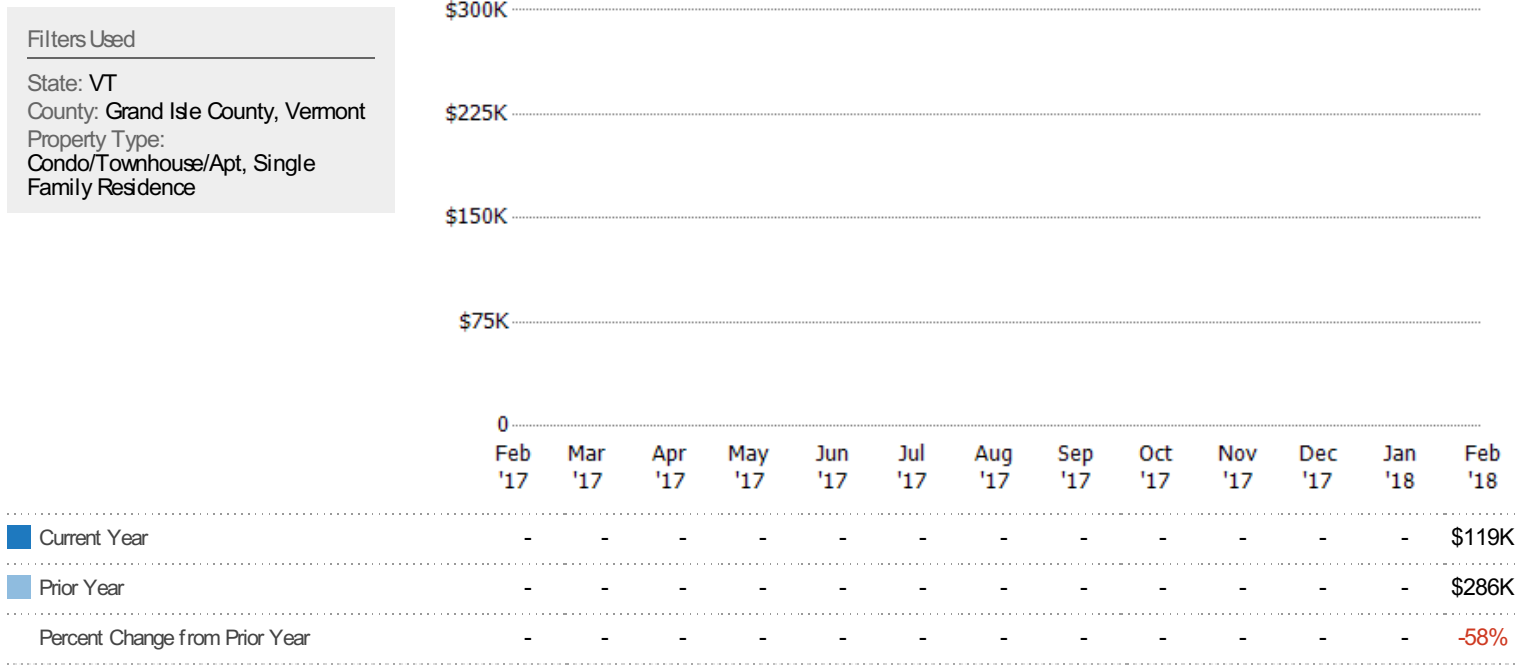
State: VT  
 County: Grand Isle County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt, Single Family Residence



| Property Type                  | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$144K  |
| Prior Year                     | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$367K  |
| Percent Change from Prior Year | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -61%    |

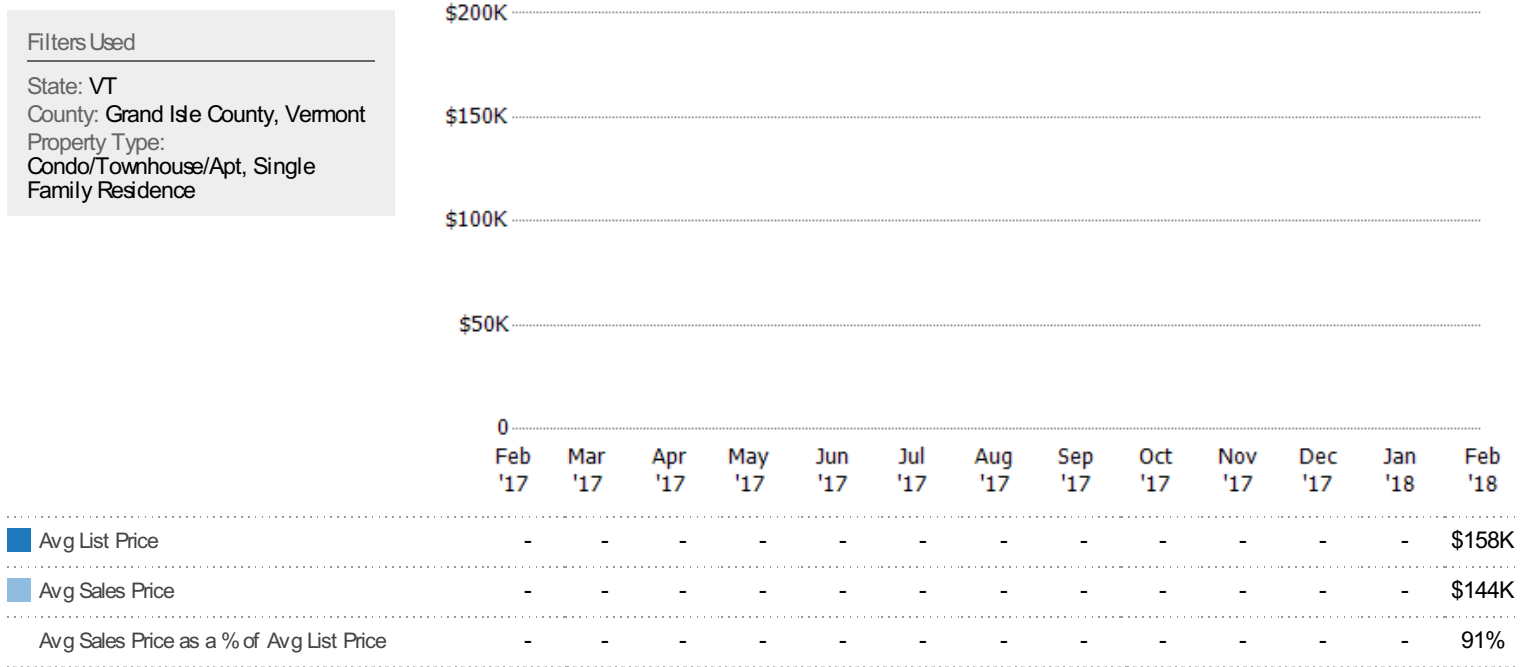
## Median Sales Price

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



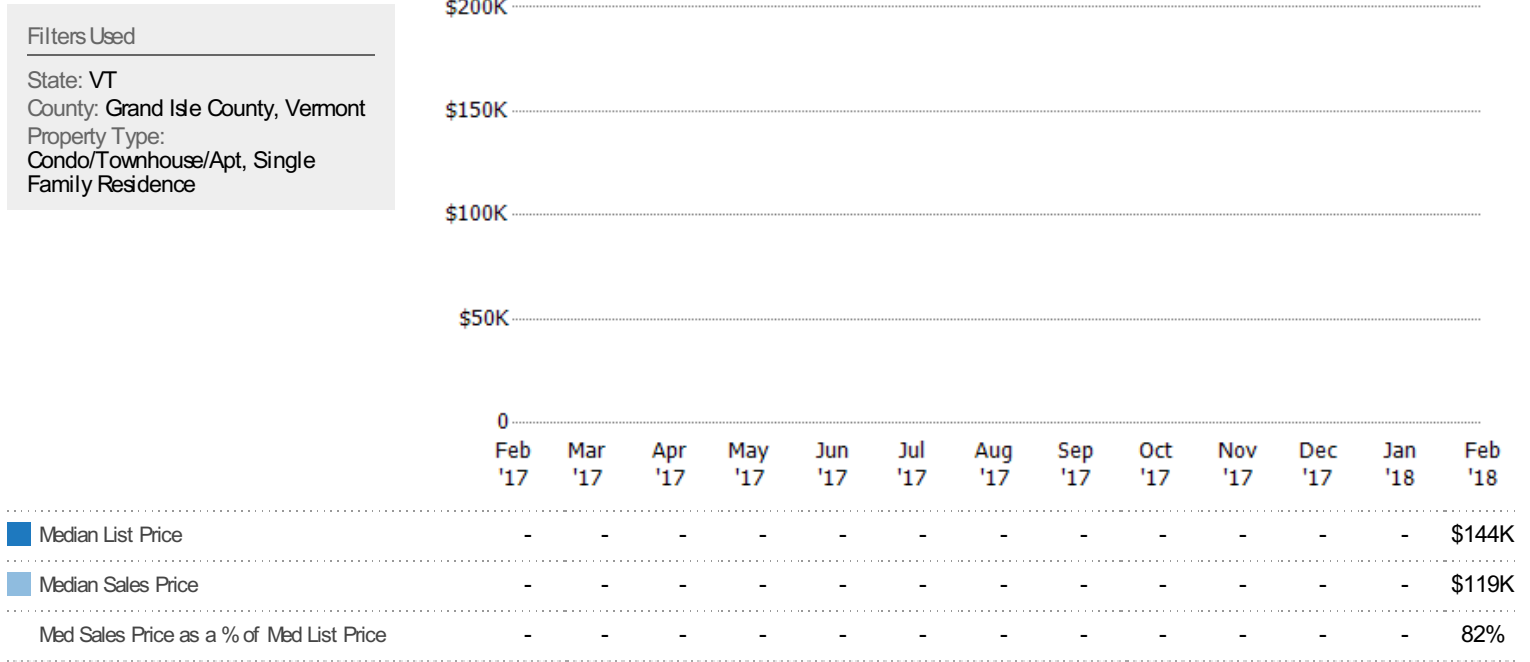
## Average Sales Price vs Average Listing Price

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



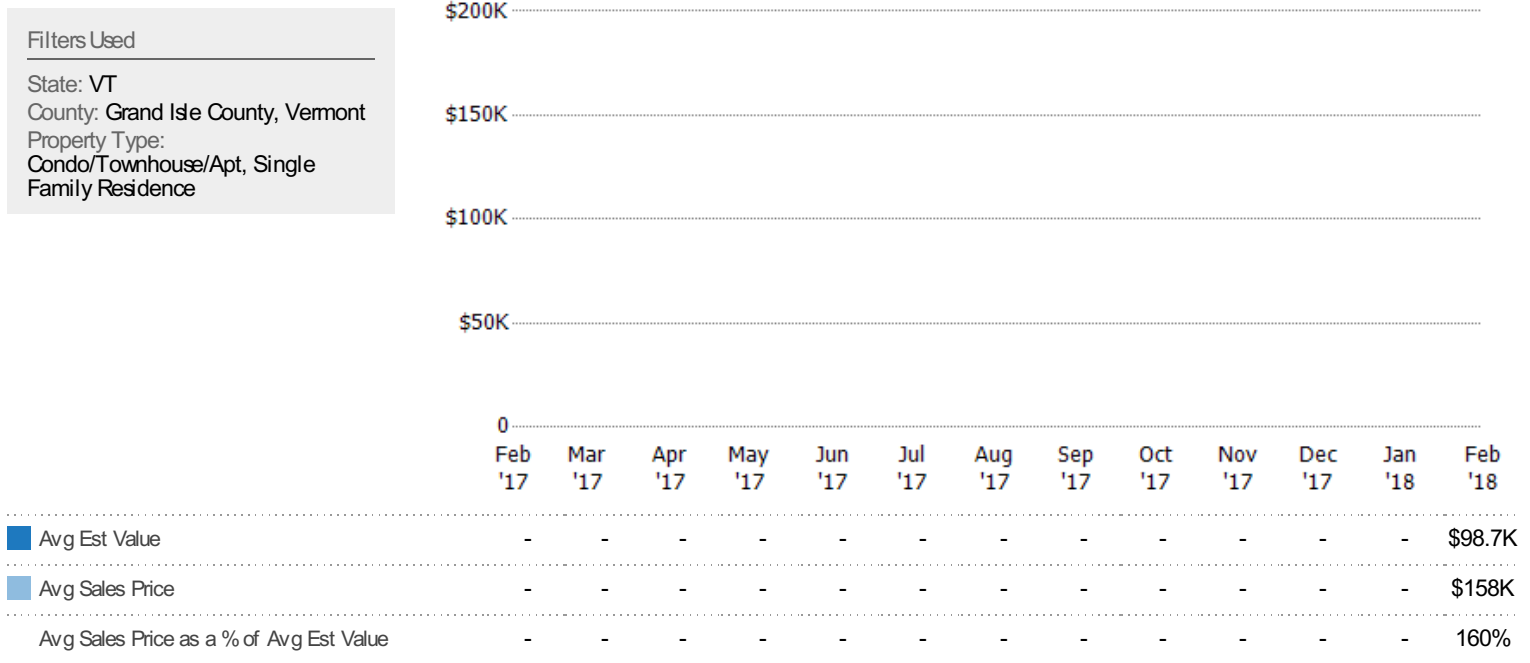
## Median Sales Price vs Median Listing Price

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



## 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.

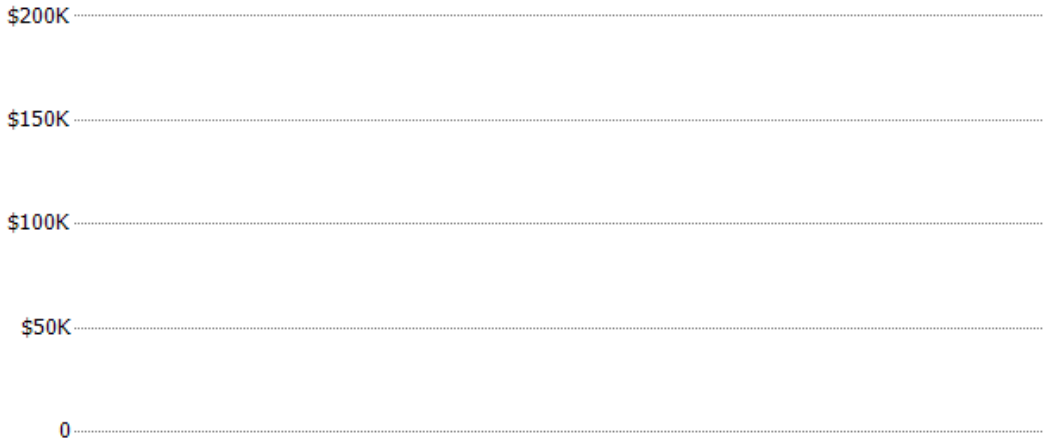


## Median Sales Price vs Median Est Value

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



|   | Feb '17 | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$98.7K |
| Median Sales Price                      | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | \$144K  |
| Med Sales Price as a % of Med Est Value | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | -       | 146%    |