Grand Isle County

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	+ / -
Listing Activity Charts Metrics						
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%
Sales Activity Charts Metrics						
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%



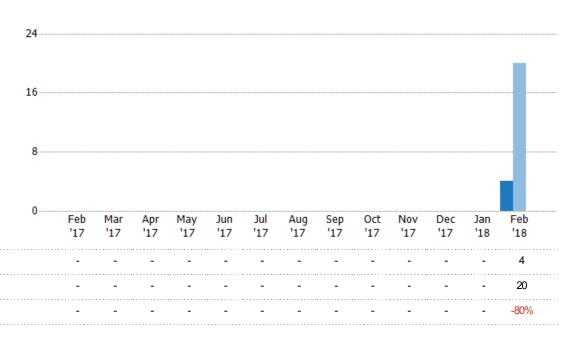




New Listings

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





New Listing Volume

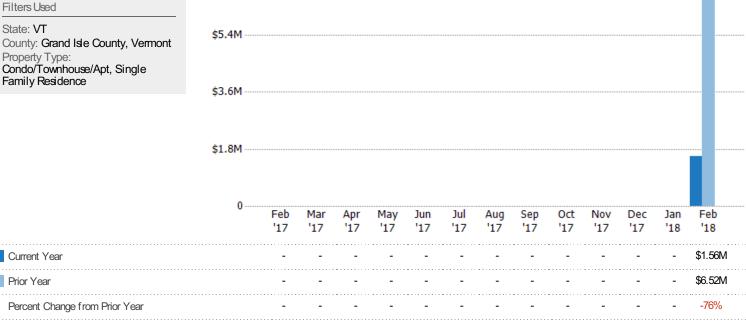
Percent Change from Prior Year

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



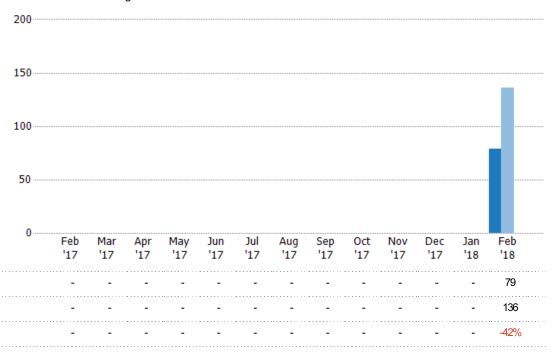




Active Listings

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





Active Listing Volume

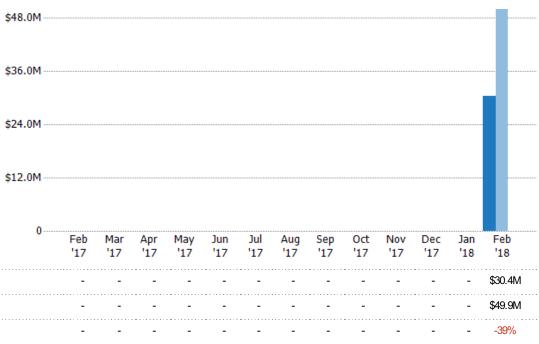
Percent Change from Prior Year

Current Year

Prior Year

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												
	\$100K												
	0												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$384K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$367K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%

Median Listing Price

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

Filters Used	\$300K												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K \$75K												
	Feb	Mar	Apr '17	May '17	Jun		Aug '17	Sep '17	Oct	Nov	Dec	Jan	Feb
Current Year	'17 -	'17 -	-17 	-17	'17 -	-17 	-17	-17	'17 -	'17 -	'17 	'18 -	'18 \$250K
Prior Year	-	-	-	-	-	-	-	-	-	-		-	\$240k
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.

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

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

Med Listing Price as a % of Med Est Value

\$300K												
\$225K												
\$150K					•••••							
\$75K												
_			May '17									
-	-	- -	- -	- -	- -	- -				- -	- -	\$278K
-	-	-	-	-	-	-	-	-	-	-	-	\$250K
_												90%



Median Est Value

Median Listing Price





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												
Current Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb '18
Current Year Prior Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	'18

Months of Inventory

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

Filters Used	40												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
Family Residence	20												
	10												
	0												
	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	-	-	-	-	-	-	-	-	-	-	-	-	15.8
Prior Year	-	-	-	-	-	-	-	_	-	-	-	-	19.4
Percent Change from Prior Year	_		_				_			-			-19%





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



	0												
	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

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Active Pending

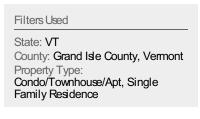
Sold

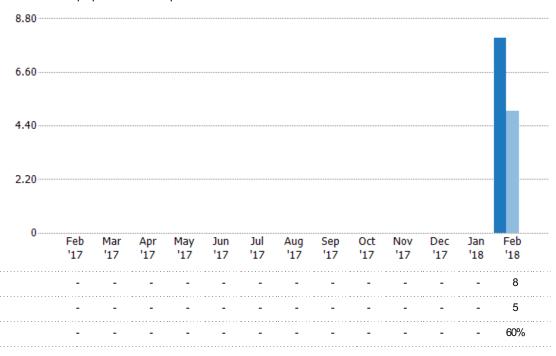




New Pending Sales

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





New Pending Sales Volume

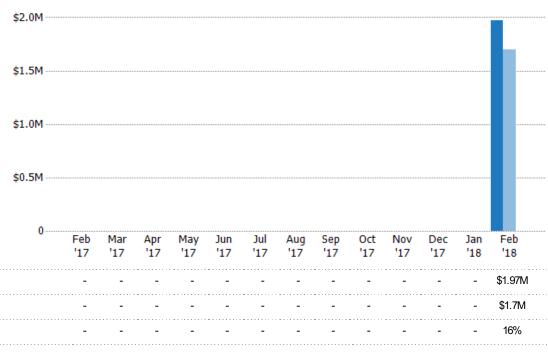
Percent Change from Prior Year

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

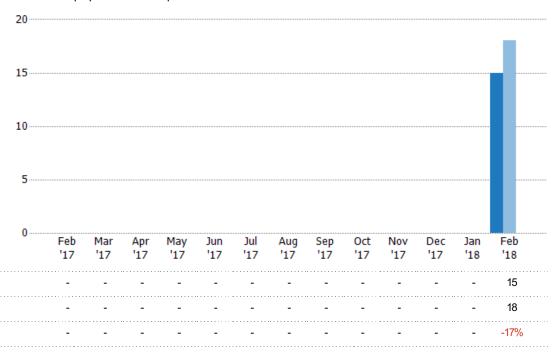




Pending Sales

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





Pending Sales Volume

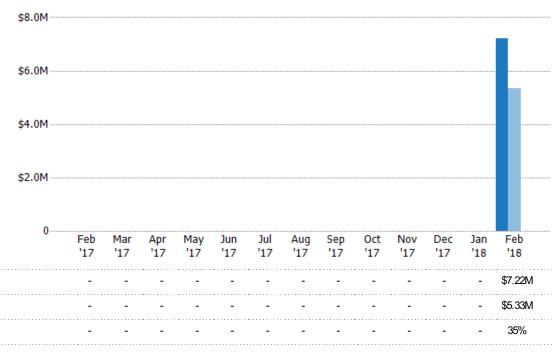
Percent Change from Prior Year

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.





Current Year

Percent Change from Prior Year

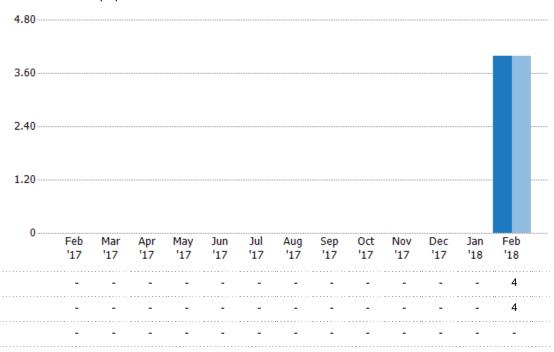




Closed Sales

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





Closed Sales Volume

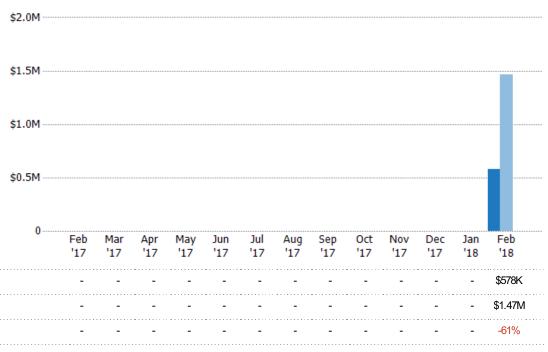
Current Year

PriorExtra 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

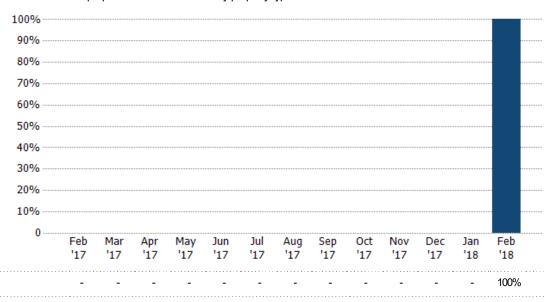
The percentage of single-family, condominium and townhome properties sold each month by property type.



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.

	\$400K ······												
Filters Used													
State: VT													
County: Grand Isle County, Vermont	\$300K												
Property Type:													
Property Type: Condo/Townhouse/Apt, Single Family Residence													
ranny nesdence	\$200K												
	φ2001												

	\$100K												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'12

	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct	Nov '17	Dec	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.

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

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	\$200K												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ranny residence	\$100K												
	\$50K												
	Ξ.						_						
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$158K



Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$144K



Median Sales Price vs Median Listing Price

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

	\$200K												
Filters Used													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
,	\$100K												
	\$50K												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$144K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$119K
Med Sales Price as a % of Med List Price		_			_		_	-			_		82%

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.

\$200K

State: VT

County: Grand Isle County, Vermont

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$100K

\$50K

	·												
					_			_			_		
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	'17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$98.7K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$158K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	160%







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

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

\$200K												
\$150K												
\$100K												
\$50K												
0												
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
-	-	-	-	-	-	-	-	-	-	-	-	\$98.7K
-	-	- -	-	-	-	-	-	-	-	-	-	\$144K
-	-	-	-	-	-	-	-	-	-	-	-	146%



