

Summary of Key Listing and Sales Metrics

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

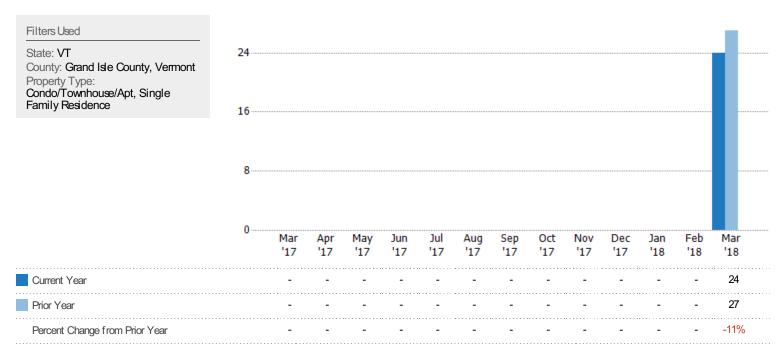
+ / -	YTD 2017	YTD 2018	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
-11.1%	27	24	-11.1%	27	24	New Listing Count
-10.7%	\$8,199,300	\$7,320,100	-10.7%	\$8,199,300	\$7,320,100	New Listing Volume
-41.7%	151	88	-41.7%	151	88	Active Listing Count
-43.6%	\$55,780,209	\$31,460,721	-43.6%	\$55,780,209	\$31,460,721	Active Listing Volume
-3.2%	\$369,405	\$357,508	-3.2%	\$369,405	\$357,508	Average Listing Price
+6.5%	\$249,900	\$266,250	+6.5%	\$249,900	\$266,250	Median Listing Price
+17.8%	191	225	+17.8%	191	225	Median Daysin RPR
-62.9%	21.6	8	-	_	_	Months of Inventory
+7.9%	4.64%	12.5%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+75%	8	14	+75%	8	14	New Pending Sales Count
+155%	\$1,341,700	\$3,422,000	+155%	\$1,341,700	\$3,422,000	New Pending Sales Volume
+37.5%	16	22	+37.5%	16	22	Pending Sales Count
+110.6%	\$3,768,900	\$7,936,500	+110.6%	\$3,768,900	\$7,936,500	Pending Sales Volume
-54.5%	11	5	-54.5%	11	5	Closed Sales Count
-37.3%	\$3,006,500	\$1,885,250	-37.3%	\$3,006,500	\$1,885,250	Closed Sales Volume
+38%	\$273,318	\$377,050	+38%	\$273,318	\$377,050	Average Sales Price
-0.8%	\$250,000	\$248,000	-0.8%	\$250,000	\$248,000	Median Sales Price





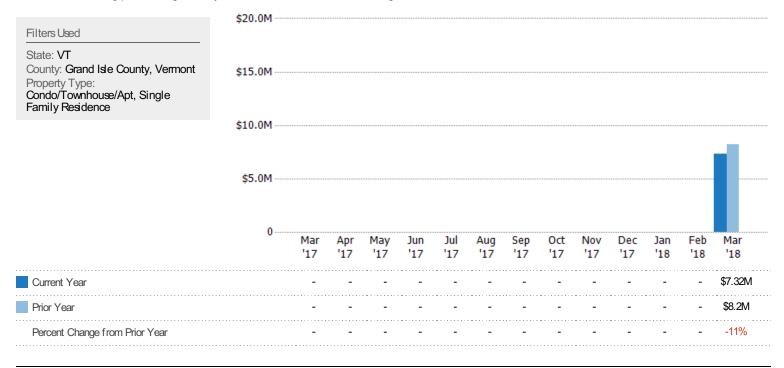
New Listings

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



New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.



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Active Listings

The number of active single-family, condominium and townhome 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		A		.	2.1	A	6	0.4	blass	Dee	1	E-F	M=
		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	88
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	151
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	\$60.0M ······													_
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$45.0M													
,	\$30.0M ······													
	\$15.0M													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb	Mar '18
		17	17	17	17	17	17	17	17	17	17	18	'18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$31.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$55.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-44%



Average Listing Price

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

\$400K												
\$300K												
\$200K												
\$100K 0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	\$358K
-	-	-	-	-	-	-	-	-	-	-	-	\$369K
	\$300K \$200K \$100K 0 Mar '17 	\$300K \$200K \$100K 0 Mar Apr '17 '17	\$300K \$200K \$100K 0 Mar Apr May '17 '17 '17	\$300K \$200K \$100K 0 Mar Apr May Jun '17 '17 '17 '17	\$300K \$200K \$100K 0 Mar Apr May Jun Jul '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Mar Apr May Jun Jul Aug '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Mar Apr May Jun Jul Aug Sep '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K \$100K Mar Apr May Jun Jul Aug Sep Oct	\$300K \$200K \$100K 0 Mar Apr May Jun Jul Aug Sep Oct Nov '17 '17 '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan '17 '17 '17 '17 '17 '17 '17 '18 	\$300K \$200K \$100K \$100K 0

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												
ranny headence	\$150K												
	\$75K												
	0 Mar	Apr	May	Jun	Jul	Δυσ	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	Apr '17	'17	'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$266K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%



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.

	\$400K ······												
Filters Used													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	0		Maxe										Mar
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	-	-	-	-		-	-	-	-	-	-	-	\$385K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$358K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	93%

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												
	Mar	Apr		Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$258K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$266K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%





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	300												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	17					17					10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	225
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	191
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18%

Months of Inventory

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

Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	37.8
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	22
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	10												
Property Type: Condo/Townhouse/Apt, Single Family Residence	20												
Filters Used State: VT County: Grand Isle County, Vermont	30												





Absorption Rate

The percentage of inventory sold per month.

	5%												
Filters Used State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	4% 3%												
	2%												
	1%												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	90												
Filters Used													
State: VT County: Grand Isle County, Vermont	68												
Property Type: Condo/Townhouse/Apt, Single Family Residence	00												
Family Residence													
	45												
	23												
	0 Mar		May				Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	88
Pending	-	-	-	-		-	-	-	-	-	-	-	22
Sold		_				-						-	5





New Pending Sales

The number of single-family, condominium and townhome 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													
	5													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	14
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	75%

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.

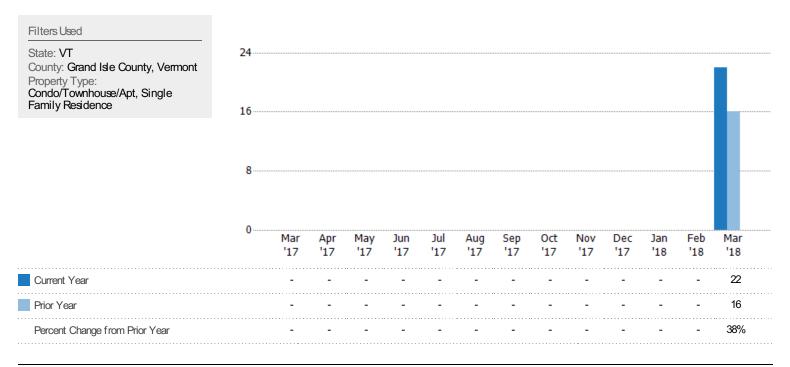
Filters Used	\$4.0M ······													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$2.0M ······													
	\$1.0M													
	-	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
			17	1/	17	17	17	17	17	17	17	10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.42M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.34M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	155%





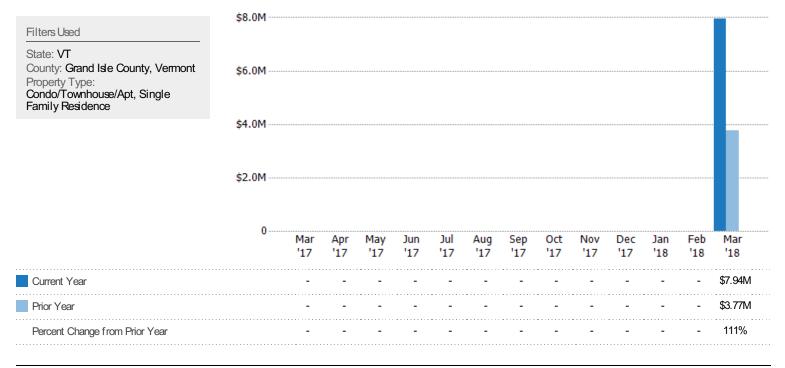
Pending Sales

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



Pending Sales Volume

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.



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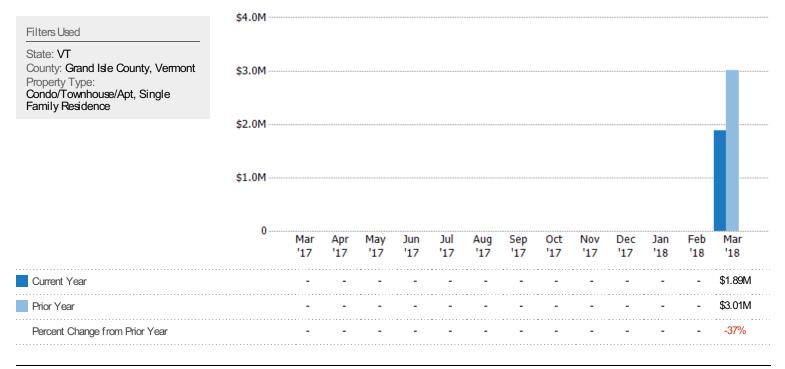
Closed Sales

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

Filters Used	20													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0								~ .					
		Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-55%

Closed Sales Volume

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







Closed Sales by Property Type

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

	100%														
Filters Used	90%														
State: VT County: Grand Isle County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0														
		Mar '17	Apr	May	Jun '17	Jul '17	Aug	Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	
		1/	1/	17	1/	1/	1/	1/	1/	17	1/	18	18	18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%)

Average Sales Price

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

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

\$100K ·····

	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$377K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$273K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	38%





Median Sales Price

The median sales price of the single-family, condominium and townhome 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 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$248K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

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 Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$377K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$398K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$100K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
State: VT County: Grand Isle County, Vermont	\$300K												
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	4225K												
County: Grand Isle County, Vermont Property Type:	\$225K												
Property Type: Condo/Townhouse/Apt, Single													
Family Residence	\$150K												
	\$1501												
	\$75K												
	4												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$248K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

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	\$400K ······												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
·	\$200K												
	\$100K												
	0 Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$398K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$300K ······												
Filters Used													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
ramity headence	\$150K												
	\$75K												
	0												
	Mar	Apr		Jun			Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

