

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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	8	+50%	12	8	+50%
New Listing Volume	\$2,904,500	\$2,467,800	+17.7%	\$2,904,500	\$2,467,800	+17.7%
Active Listing Count	121	_	-	NA	N/A	
Active Listing Volume	\$46,775,999	_	-	NA	N/A	
Average Listing Price	\$386,579	_	-	\$386,579	_	_
Median Listing Price	\$262,400	_	-	\$262,400	_	_
Median Days in RPR	203	_	-	203	_	_
Months of Inventory	_	_	-	_	10.1	_
Absorption Rate	_	_	-	_	9.92%	_
Sales Activity Charts Metrics			1	• • • • • • • • • • • • • • • • • • • •		
New Pending Sales Count	1	7	-85.7%	1	7	-85.7%
New Pending Sales Volume	\$229,900	\$2,723,700	-91.6%	\$229,900	\$2,723,700	-91.6%
Pending Sales Count	18	_	-	N/A	N/A	
Pending Sales Volume	\$6,519,800	_	-	N/A	N/A	
Cloæd Sales Count	9	7	+28.6%	9	7	+28.6%
Cloœd Sales Volume	\$4,509,900	\$2,711,400	+66.3%	\$4,509,900	\$2,711,400	+66.3%
Average Sales Price	\$501,100	\$387,343	+29.4%	\$501,100	\$387,343	+29.4%
Median Sales Price	\$360,000	\$280,000	+28.6%	\$360,000	\$280,000	+28.6%



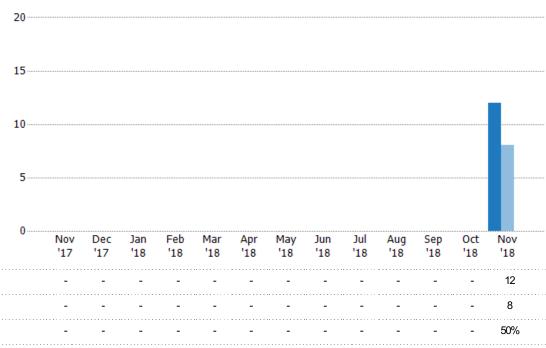




New Listings

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





New Listing Volume

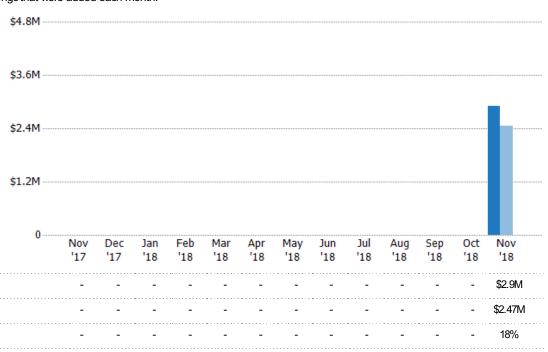
Percent Change from Prior Year

Current Year

Prior Year

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

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



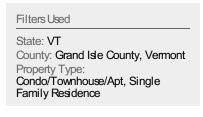
Current Year

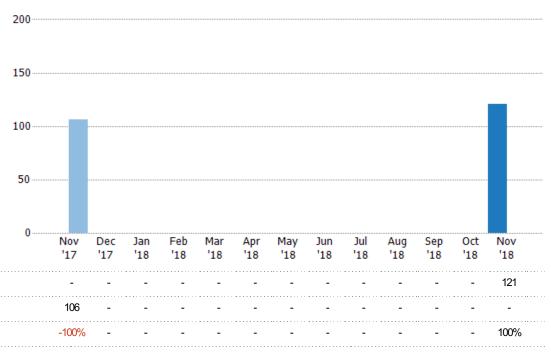
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

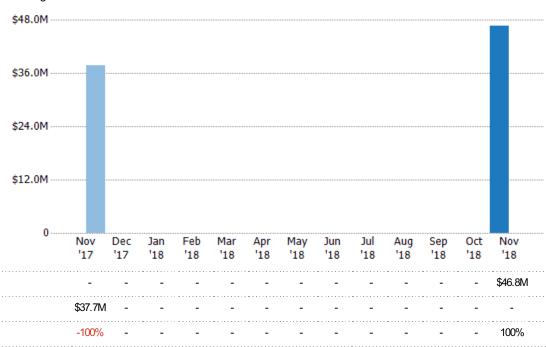
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active 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

Percent Change from Prior Year



67%

83% 100%



Market Data Report

Average Listing Price

The average listing price of active residential 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 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18		Aug '18	Sep '18	0ct '18	 Nov '18
Current Year	 -	-	-	-	-	-	-	-	-	-	-	-	\$387K

-67% -50% -33% -17%

Median Listing Price

Percent Change from Prior Year

\$356K

-100% -83%

	\$300K												
Filters Used													
State: VT													
County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
railing residence	\$150K												
	4												
	\$75K												
	\$75K												
													•••••
	0												
	0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	0												
Current Year	0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov '18
Current Year Prior Year	0 Nov	Dec '17	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov







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.

E11. 11. 1	300												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-		-	-	-	-	-	-	-	203
Prior Year	143	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year		-83%			-33%			17%	33%	50%	67%	83%	100%

Months of Inventory

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

= 11 11	20												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	5												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.05
Prior Year	11.8	_	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





Current Year
Prior Year

Change from Prior Year

Market Data Report

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

_	20%												
	15%												
	10%												
	5%												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	-	-	-	-	-	-	-	-	-	-	-	-	17%
	8%	-	-	-	-	-	-	-	-	-	-	-	-

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





Sold





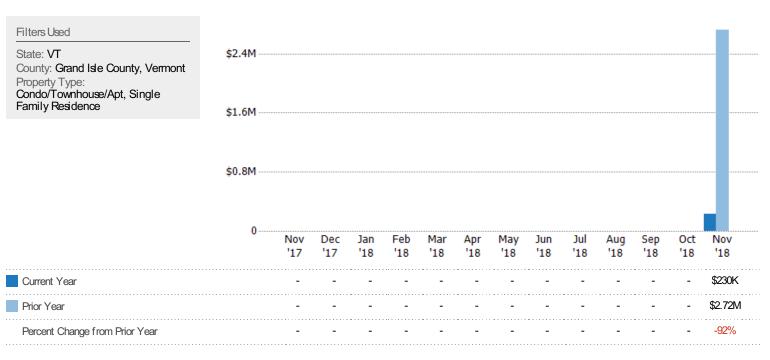
New Pending Sales

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



New Pending Sales Volume

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

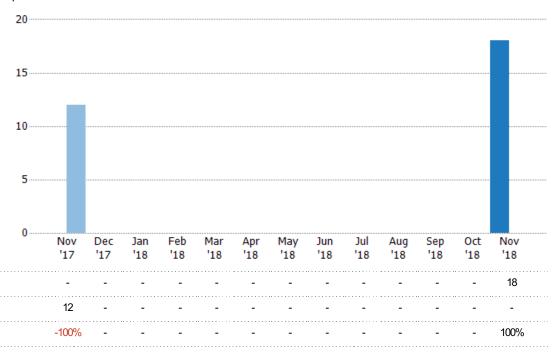




Pending Sales

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





Pending Sales Volume

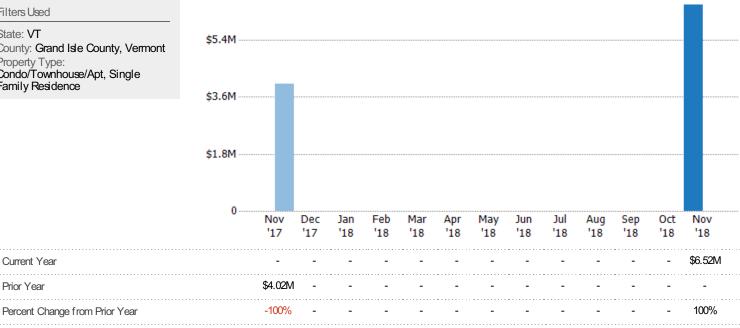
Percent Change from Prior Year

Current Year

Prior Year

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





Current Year

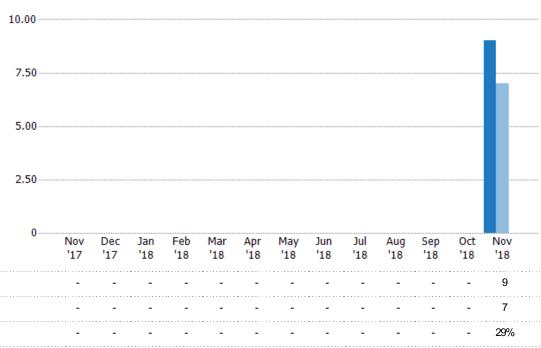




Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

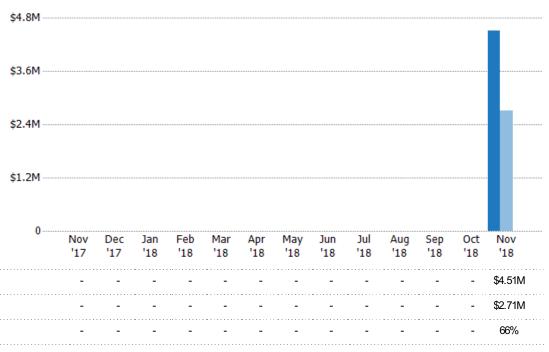
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential 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 residential properties sold each month by property type.

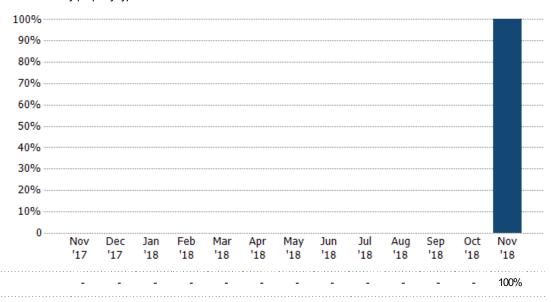


State: VT

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 residential properties sold each month.

Filters Used	\$600K ······												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$450K												
Family Residence	\$300K												
	\$150K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$501k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$387k
Percent Change from Prior Year	_	_	-	- · · · · · · · · · · · · · · · · · · ·	-			-	-	-			29%







Median Sales Price

The median sales price of the residential 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												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$360K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	29%

Average Sales Price vs Average Listing Price

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

	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$611K	
Avg Sales Price	-	_	-	-	-	-	_	-	-	-	-	-	\$501K	
Avg Sales Price as a % of Avg List Price	_	_	-	_	-	-	_	-	-	-	-	-	82%	







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	\$400K												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
<u></u>	-17	17	18	18	18	18	18	18	18	18	18	18	
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$360K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	90%

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.

¢700K

Filters Used	\$700K
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K
Family Residence	\$350K
	\$175K

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$306K	
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$611K	
Avg Sales Price as a % of Avg Est Value	_	_	_		_		_	_	· · · · · · · · · · · · · · · · ·	_		_	200%	







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	\$400K												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
,	\$200K												
	\$100K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median Est Value	-	- -	-	-	-	-	-	-	-	-	-	-	\$285K
Median Sales Price	_	-	-	-	-	-	-	-	-	-	-	-	\$399K
Med Sales Price as a % of Med Est Value	_		-	-	-	-		-	-	-	-	-	140%



