

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 | Oct 2018 | Oct 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|---------------------------------|--------------|--------------|--------|-------------|-------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 12 | 7 | +71.4% | 12 | 7 | +71.4% |
| New Listing Volume | \$3,913,200 | \$3,279,600 | +19.3% | \$3,913,200 | \$3,279,600 | +19.3% |
| Active Listing Count | 135 | 124 | +8.9% | NA | NA | |
| Active Listing Volume | \$55,411,046 | \$47,983,900 | +15.5% | NA | NA | |
| Average Listing Price | \$410,452 | \$386,967 | +6.1% | \$410,452 | \$386,967 | +6.1% |
| Median Listing Price | \$285,000 | \$261,150 | +9.1% | \$285,000 | \$261,150 | +9.1% |
| Median Daysin RPR | 111 | 179 | -38% | 111 | 179 | -38% |
| Months of Inventory | _ | _ | - | 6.8 | 17.7 | -61.9% |
| Absorption Rate | _ | _ | +- | 14.81% | 5.65% | +9.2% |
| Sales Activity Charts Metrics | | | 1 | | | |
| New Pending Sales Count | 5 | 19 | -73.7% | 5 | 19 | -73.7% |
| New Pending Sales Volume | \$2,292,900 | \$6,494,599 | -64.7% | \$2,292,900 | \$6,494,599 | -64.7% |
| Pending Sales Count | 20 | 18 | +11.1% | N/A | NA | |
| Pending Sales Volume | \$8,825,402 | \$6,834,799 | +29.1% | N/A | NA | |
| Closed Sales Count | 8 | 20 | -60% | 8 | 20 | -60% |
| Closed Sales Volume | \$2,841,100 | \$5,803,900 | -51% | \$2,841,100 | \$5,803,900 | -51% |
| Average Sales Price | \$355,138 | \$290,195 | +22.4% | \$355,138 | \$290,195 | +22.4% |
| Median Sales Price | \$318,800 | \$247,450 | +28.8% | \$318,800 | \$247,450 | +28.8% |



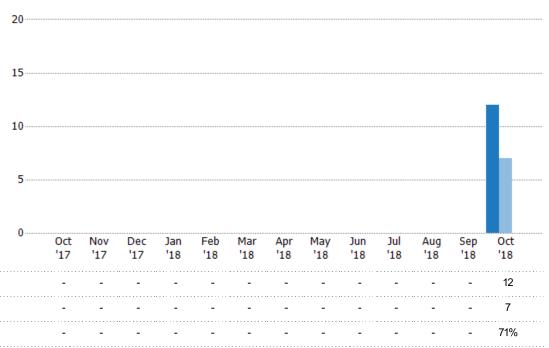




New Listings

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

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



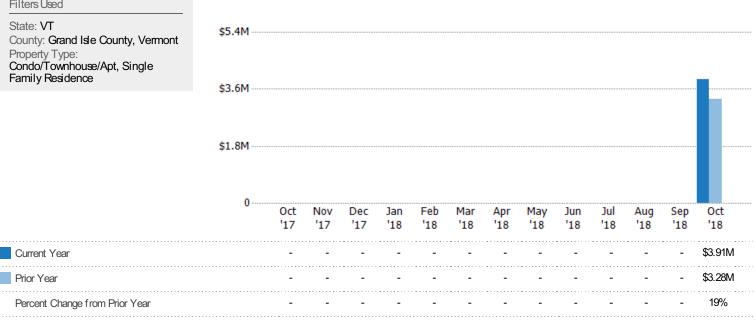
New Listing Volume

Percent Change from Prior Year

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

Filters Used

Current Year



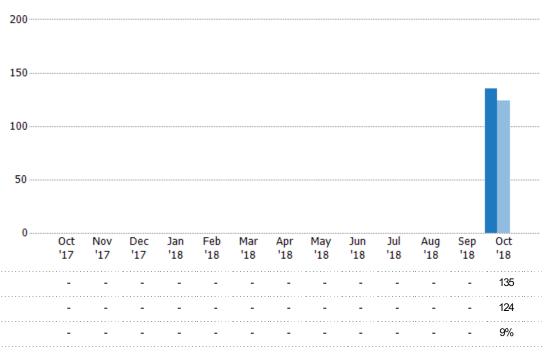




Active Listings

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





Active Listing Volume

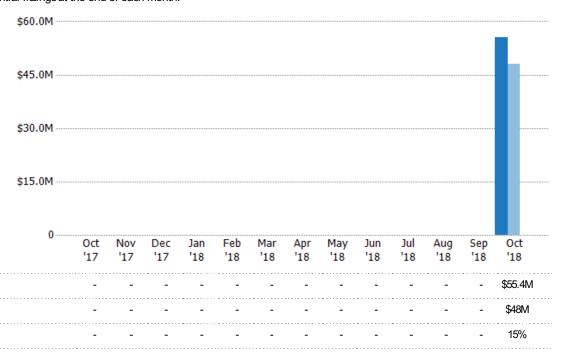
Percent Change from Prior Year

Current Year

Prior Year

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

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 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 |
| |

| \$50UK |
|--------|
| \$375K |
| \$250K |
| \$125K |

| 0 | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 |
| - | - | - | - | - | - | - | - | | - | - | - | \$410K |
| - | - | - | - | - | - | - | - | - | - | - | - | \$387K |
| - | - | - | - | - | - | - | - | - | - | - | - | 6% |

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

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

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

| \$300K | | | | | | |
|--------|------|------|------|------|------------|------|
| \$225K | | | | | | |
| \$150K | | | | | | |
| \$75K | | | | | | |
| _ | | | | | Aug '18 | |

| | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 |
|--------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | \$285K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | \$261K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 9% |





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 | ¢4E0V | | | | | | | | | | | | |
| Property Type: Condo/Townhouse/Apt, Single Family Residence | \$450K | | | | | | | | | | | | |
| railing Residence | \$300K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$150K | | | | | | | | | | | | |
| | \$150K | | ••••• | | | | | | | | | | ••••• |
| | \$150K | | | | | | | | | | | | |
| | \$150K | | | | | | | | | | | | |
| | \$150K 0 Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct |
| | 0 | | | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 |
| Avg Est Value | 0 Oct | Nov | Dec | | | | Apr '18 | | | | | | |
| Avg Est Value Avg Listing Price | 0 Oct | Nov | Dec | | | | Apr '18 | | | | | '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

| | | | | | | | | | | | | *********** |
|-----------------|------------|-----|-----|-----|-----|-----|------------|-----|-----|------------|-----|-------------|
| 200K | | | | | | | | | | | | |
| .00K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 0 Oct '17 | Nov '17 | Dec | Jan | Feb | Mar | Apr | May '18 | Jun | Jul | Aug '18 | Sep | 0ct |
| Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct |
| Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | 0d '18 |



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 | 150 | | | | | | | | | | | | |
| | 100 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 50 | | | | | | | | | | | | |
| | 50 | | | | | | | | | | | | |
| | 50 0 Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | |
| Current Year | 0 Oct | | | | | | Apr '18 | | | | Aug '18 | | Oct '18 |
| Current Year Prior Year | 0 Oct | | '17 | | '18 | '18 | Apr '18 | | | | Aug '18 - | | '18 |

Months of Inventory

| | 30 | | | | | | | | | | | | |
|--|-----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Filters Used | | | | | | | | | | | | | |
| State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 23 | | | | | | | | | | | | |
| | 15 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 8 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | 0 Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct |
| | 0 Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 |
| Current Year | | | | | | | | | | | _ | | |
| Current Year Prior Year | | | | | | | | | | | _ | | '18 |





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

| 15% | |
|-----|--|
| | |
| | |
| 10% | |
| | |

| | 0 | | | | | | | | | | | | |
|------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 |
| Current Year | - | - | - | - | - | - | - | - | - | - | - | - | 11% |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 8% |
| Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | -3% |

Active/Pending/Sold Units

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

200

| | 200 | | | | | | | | | | | | |
|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Filters Used | | | | | | | | | | | | | |
| State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 150 | | | | | | | | | | | | |
| Taring Federice | 100 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 50 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct |
| | '17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 | '18 |
| Active | - | - | - | - | - | - | - | - | - | - | - | - | 135 |
| Pending | - | - | - | - | - | - | - | - | - | - | - | - | 20 |
| | | | | | | | | | | | | | |
| Sold | - | - | - | - | - | - | - | - | - | - | - | - | 8 |





Current Year

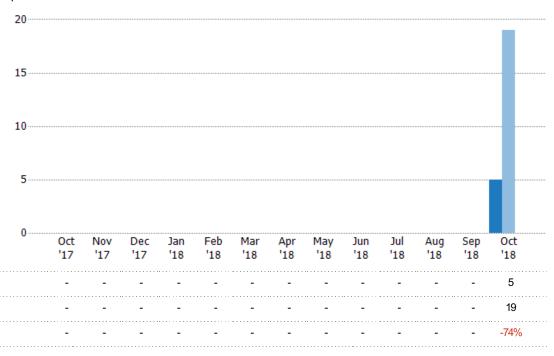
Prior Year

Market Data Report

New Pending Sales

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



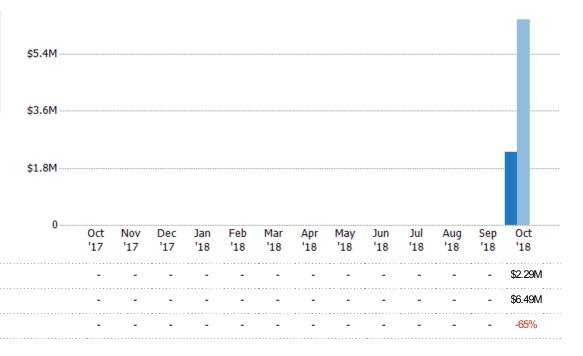


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential 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

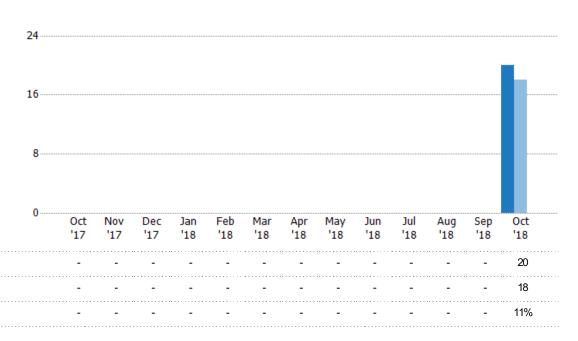
Percent Change from Prior Year



Pending Sales

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





Pending Sales Volume

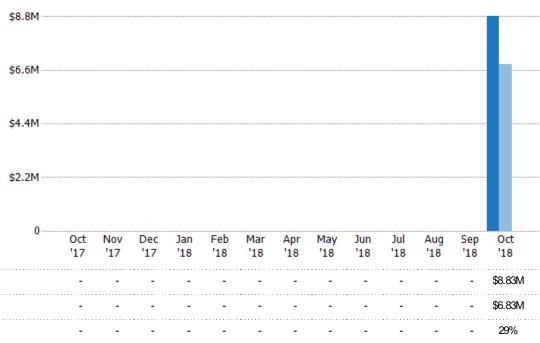
Percent Change from Prior Year

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.

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





Current Year

Percent Change from Prior Year



Closed Sales

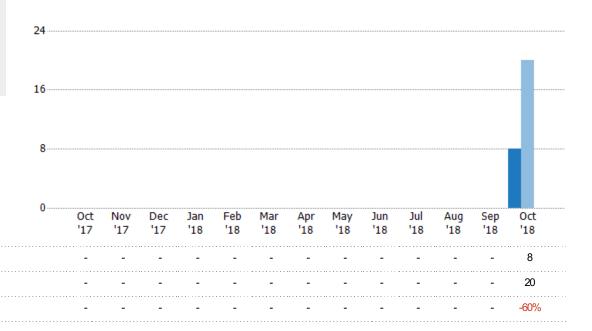
Family Residence

Current Year

Prior Year

The total number of residential properties sold each month.

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



Closed Sales Volume

Percent Change from Prior Year

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

Filters Used

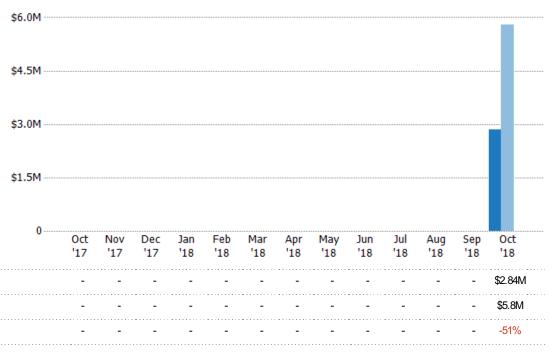
State: VT

County: Grand Isle County, Vermont

Property Type:

Condo/Townhouse/Apt, Single

Family Residence



Current Year

Percent Change from Prior Year



Closed Sales by Property Type

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

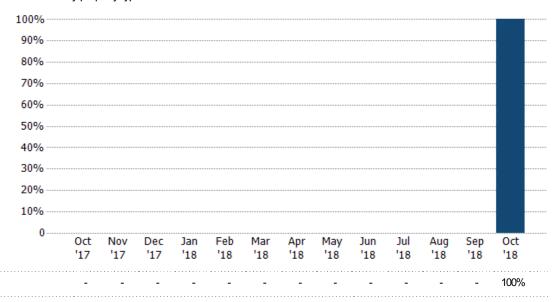


State: VT

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

\$400K \$300K \$200K \$100K 0ct Nov Dec Feb Mar Apr May Jun Jul Aug Sep 0ct '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$355K \$290K 22%



Current Year

Percent Change from Prior Year



\$247K

29%



Prior Year

Percent Change from Prior Year

Market Data Report

Median Sales Price

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

| Current Year | _ | | | _ | _ | - | | _ | - | - | | _ | \$319K |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|
| | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 |
| | 0 | | | | | | | | | | | | |
| | \$100K | | | | | | | | | | | | |
| ramily Residence | \$200K | | | | | | | | | | | | ************ |
| State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$300K | | | | | | | | | | | | |
| Filters Used | \$400K | | | | | | | | | | | | |

Average Sales Price vs Average Listing Price

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

\$400K

| Filters Used | |
|------------------------------------|--------|
| State: VT | |
| County: Grand Isle County, Vermont | \$300H |
| Property Type: | |
| Condo/Townhouse/Apt, Single | |
| Family Residence | |
| | |

| UK | | | | | | | | | | | | |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---|
| 0K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| • | | | | | | | | | | | | |
| Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | | Sep | |
| Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | 0 |



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





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 | |
| Family Residence | \$200K | ****** |
| | \$100K | |
| | | |

| | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Median List Price | - | - | - | _ | - | - | - | - | - | - | - | - | \$324K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$319K |
| Med Sales Price as a % of Med List Price | - | - | - | - | - | - | - | - | - | - | - | - | 98% |

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.

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

| \$125K | | |
|--|----------------------|---------------------------|
| 0 | | |
| | | |
| Oct Nov Dec Jan Feb Mar Apr May J '17 '17 '17 '18 '18 '18 '18 '18 ' | Jun Jul / '18 '18 | Aug Sep Oc '18 '18 '18 |

| | 0ct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | \$409K |
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$373K |
| Avg Sales Price as a % of Avg Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 91% |





Median Est Value

Median Sales Price

Market Data Report

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 |

Med Sales Price as a % of Med Est Value

| 375K | | | | | | | | | | | | |
|----------|-----|-----|-----|-----|------------|------------|-----|------------|------------|-----|-----|--------|
| | | | | | | | | | | | | |
| 250K | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| 125K | | | | | | | | | | | | |
| 125K | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| 0 Oct | Nov | Dec | Jan | Feb | Mar | Apr | | Jun | Jul | Aug | Sep | Oc |
| 0 Oct | Nov | Dec | Jan | Feb | Mar '18 | Apr '18 | May | Jun '18 | Jul '18 | Aug | Sep | |



