

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 | Sep 2018 | Sep 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|---------------------------------|--------------|--------------|---------|--------------|-------------|---------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 22 | 11 | +100% | 22 | 11 | +100% |
| New Listing Volume | \$14,360,300 | \$4,984,700 | +188.1% | \$14,360,300 | \$4,984,700 | +188.1% |
| Active Listing Count | 137 | 146 | -6.2% | N/A | NA | |
| Active Listing Volume | \$56,211,846 | \$54,789,498 | +2.6% | N/A | NA | |
| Average Listing Price | \$410,305 | \$375,271 | +9.3% | \$410,305 | \$375,271 | +9.3% |
| Median Listing Price | \$279,000 | \$258,200 | +8.1% | \$279,000 | \$258,200 | +8.1% |
| Median Daysin RPR | 94 | 150.5 | -37.5% | 94 | 150.5 | -37.5% |
| Months of Inventory | _ | _ | - | 13.7 | 10.4 | +31.4% |
| Absorption Rate | _ | _ | +_ | 7.3% | 9.59% | -2.3% |
| Sales Activity Charts Metrics | | | | | | |
| New Pending Sales Count | 12 | 12 | +_ | 12 | 12 | +_ |
| New Pending Sales Volume | \$6,199,800 | \$4,846,500 | +27.9% | \$6,199,800 | \$4,846,500 | +27.9% |
| Pending Sales Count | 23 | 21 | +9.5% | NA | NA | |
| Pending Sales Volume | \$9,518,302 | \$7,431,900 | +28.1% | NA | NA | |
| Closed Sales Count | 15 | 10 | +50% | 15 | 10 | +50% |
| Closed Sales Volume | \$5,713,500 | \$1,725,650 | +231.1% | \$5,713,500 | \$1,725,650 | +231.1% |
| Average Sales Price | \$380,900 | \$172,565 | +120.7% | \$380,900 | \$172,565 | +120.7% |
| Median Sales Price | \$266,000 | \$165,000 | +61.2% | \$266,000 | \$165,000 | +61.2% |





New Listings

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

Filters Used

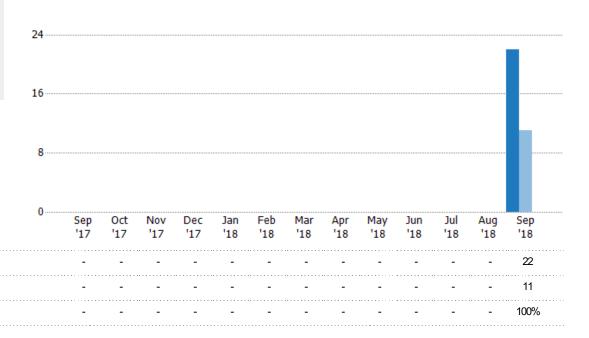
State: VT

County: Grand Isle County, Vermont

Property Type:

Condo/Townhouse/Apt, Single

Family Residence



New Listing Volume

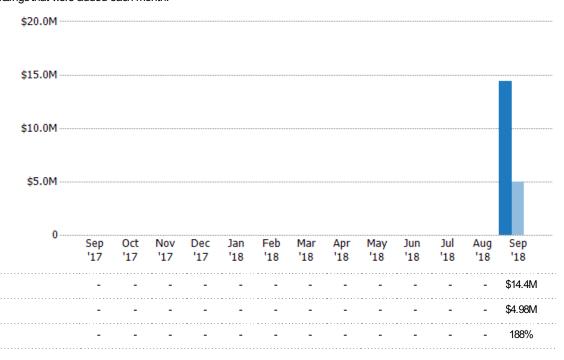
Percent Change from Prior Year

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



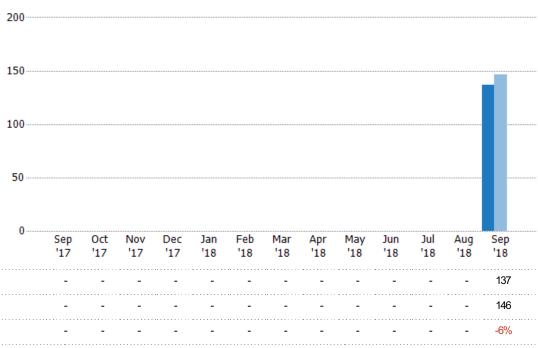
Current Year

Percent Change from Prior Year

Active Listings

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





Active Listing Volume

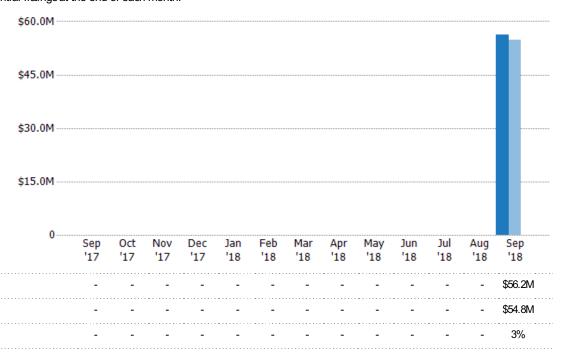
Percent Change from Prior Year

Current Year

Prior Year

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

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 |
| |

| \$375K \$250K \$250K \$375K | | | | | | | | | | |
|--|------|------|------|---------|-----|-----|-----|-----|------------|------------|
| 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep | 75K | | | | | | | | | ••••• |
| 0 | 50K | | | | | | | | | |
| Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep | | | | | | | | | | |
| Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep | .25K | | | | | | | | | |
| | 25K | | | | | | | | | |
| | 0 | | | Mar | Apr | | Jun | | | |
| \$410 | 0 | | | Mar | Apr | May | Jun | Jul | Aug '18 | Sep '18 |

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

| | | | | | | | | | | | Sep |
|----|-----|-----|-----|-----|-----|-----|-----|-----|-------------------------------------|-----|---|
| 17 | '17 | '17 | '18 | '18 | '18 | '18 | '18 | '18 | | '18 | '18 |
| 17 | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | Oct Nov Dec Jan Feb Mar Apr May Jun | | Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug |



Current Year
Prior Year

Percent Change from Prior Year





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.

| Avg Est Value | 0 Sep '17 | 0ct '17 | Nov '17 | Dec '17 | Jan '18 - | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Se '18 |
|--|-----------------|------------|------------|------------|-----------------|------------|------------|------------|------------|------------|------------|------------|---------------------|
| | | | | | | | | Apr '18 | May '18 | | | | |
| | 0 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | \$150K | | | | | | | | | | | | |
| rainily residence | \$300K | | | | | | | | | | | | |
| State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$450K | | | | | | | | | | | | |
| Filters Used | | | | | | | | | | | | | |

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.

\$400K

| Filters Used | |
|---|--|
| State: VT County: Grand Isle County, Ve Property Type: Condo/Townhouse/Apt, Single Family Residence | |
| • | |

Med Listing Price as a % of Med Est Value

| 00K | | | | | | | | | | | | |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------------|
| 00K | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep '18 |
| Sep | Oct | Nov | | Jan | Feb | Mar | Apr | May | Jun | | | Sep |
| Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep '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 | 200 | | | | | | | | | | | | ••••• |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 150 | | | | | | | | | | | | |
| | 100 | | | | | | | | | | | | |
| | 50 | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | Sep '17 | 0ct '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 | - | - | - | - | - | - | - | - | - | - | - | - | 94 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 151 |
| Percent Change from Prior Year | - | - | - | - | - | - | _ | - | - | - | - | - | -38% |

Months of Inventory

| | 20 | | | | | | | | | | | | |
|---|-----------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------------|
| Filters Used | | | | | | | | | | | | | |
| State: VT | | | | | | | | | | | | | |
| County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | 15 | | | | | | | | | | | | |
| , | 10 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 5 | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 | | | | | | | | | | | | |
| | 0 Sep | 0ct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
| | 0 Sep '17 | | | | | | | | | | | | |
| Current Year | | 0ct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
| Current Year Prior Year | | 0ct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep '18 |





Absorption Rate

The percentage of inventory sold per month.

State: VT

County: Grand Isle County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

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

10%

| 0 | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
| - | - | - | | - | | | | - | | - | | 13% |
| - | - | - | - | - | - | - | - | - | | - | - | 10% |
| _ | _ | _ | - | - | _ | _ | - | _ | - - | _ | _ | -3% |

Active/Pending/Sold Units

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

200

| Fil | ltare | ı | 1 |
|-----|-------|---|---|

Current Year Prior Year

Change from Prior Year

State: VT

County: Grand Isle County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

| 0 | | | | | | | | | | | |
|-----|--------|--------|-----|-------|-----|-----|-----|-----|-----|-----|---|
| 0 | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| 0 | | | | ••••• | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| 0 | | | | | | | | | | | |
| Sep | Oct No | ov Dec | Jan | Feb | Mar | Apr | Mav | Jun | Jul | Aug | S |
| Sep | | ov Dec | Jan | Feb | Mar | Apr | | Jun | Jul | | |
| Sep | Oct No | ov Dec | Jan | Feb | Mar | Apr | Mav | Jun | Jul | Aug | S |



Active Pending

Sold





Current Year

PriorExtra Year

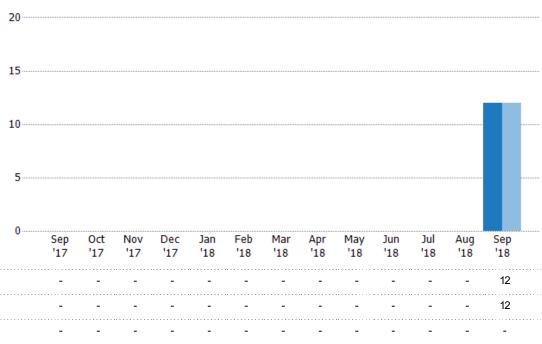
Prior Year

Market Data Report

New Pending Sales

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

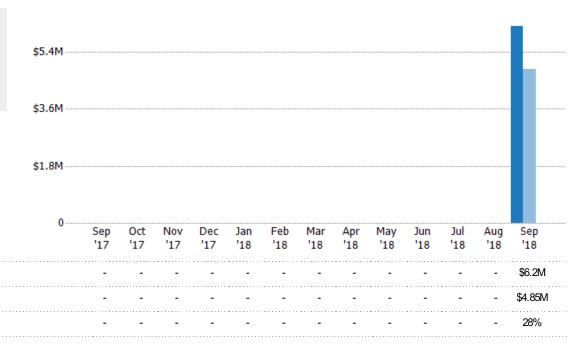




New Pending Sales Volume

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

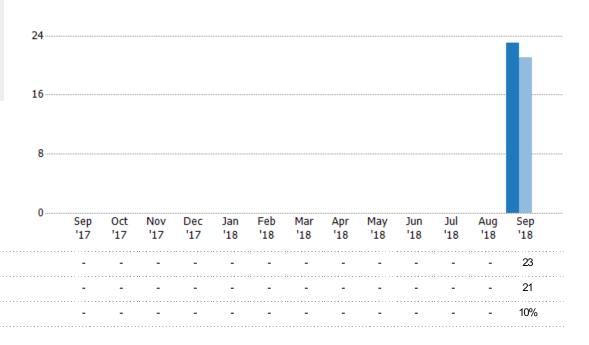
Percent Change from Prior Year



Pending Sales

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

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



Pending Sales Volume

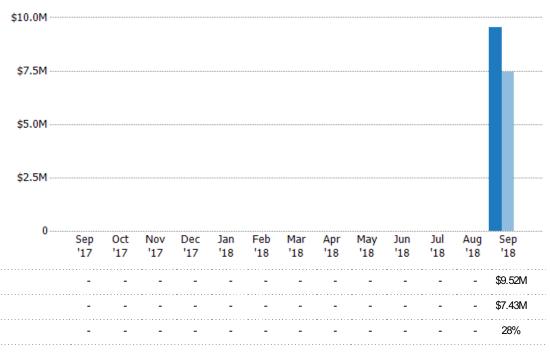
Percent Change from Prior Year

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

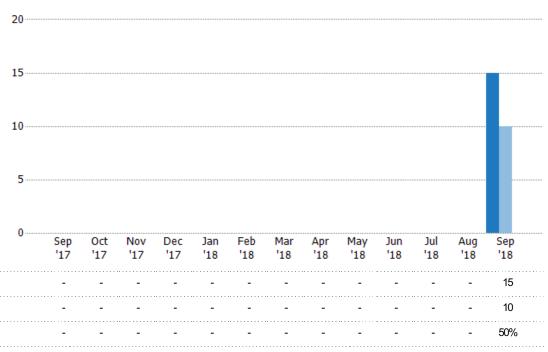
Percent Change from Prior Year



Closed Sales

The total number of residential properties sold each month.

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



Closed Sales Volume

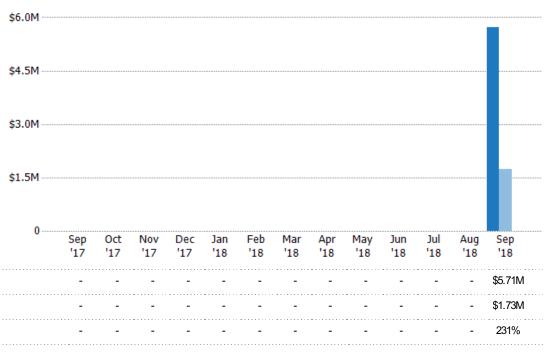
Percent Change from Prior Year

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

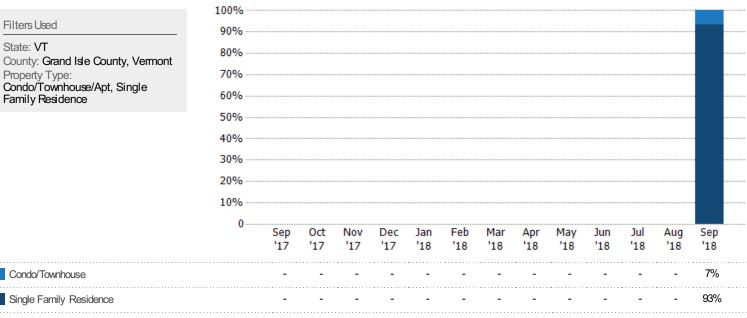
The percentage of residential properties sold each month by property type.

Filters Used

State: VT

County: Grand Isle County, Vermont

Family Residence



Average Sales Price

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

\$100K

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

\$400K \$300K \$200K





Sep '18

\$266K

\$165K



Current Year

Percent Change from Prior Year

Prior Year

Market Data Report

Median Sales Price

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

| Filters Used | \$300K | | | | | | | | | |
|--|------------|------------|------|------------|------------|------------|------------|------------|------------|---|
| State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence | \$225K | | | | | | | | | |
| ramily Residence | \$150K | | | | | | | | | |
| | \$75K | | | | | | | | | |
| | Sep '17 | Nov '17 | | Feb '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | 9 |

Average Sales Price vs Average Listing Price

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

\$125K

\$500K

State: VT

County: Grand Isle County, Vermont

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

\$500K

\$375K

| | 0 Sep | 0ct '17 | Nov '17 | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep |
|--|----------|------------|------------|----------|----------|----------|----------|----------|----------|----------|----------|-----|---------------|
| Avg List Price | - 17 | - 17 | -17 | '17 - | '18 - | '18 | '18 \$426K |
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | - | - | \$381K |
| Avg Sales Price as a % of Avg List Price | - | - | - | - | - | - | - | - | - | - | - | - | 89% |





Median List Price

Median Sales Price

Market Data Report

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

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

| \$500K ······ | | | | | | | | | | | | |
|-----------------|---|---|------------|---|---|---|---|---|---|------------|-----|--------|
| \$375K | | | | | | | | | | | | |
| \$250K | | | | | | | | | | | | |
| \$125K | | | | | | | | | | | | |
| 0 Sep '17 | | | Dec '17 | | | | | | | Jul '18 | Aug | Sep |
| - - | - | - | - | - | - | - | - | - | - | - | - | \$270K |
| - | - | - | - | - | - | - | - | - | - | - | - | \$426K |
| - | - | - | - | - | - | - | - | - | - | - | - | 158% |



Avg Est Value

Avg Sales Price





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 Family Residence |

Med Sales Price as a % of Med Est Value

| \$300K | | | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$225K | | | | | | | | | | | | |
| \$150K | | | | | | | | | | | | |
| \$75K | | | | | | | | | | | | |
| 0 | | | | | | | | | | | | |
| Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 | Jun '18 | Jul '18 | Aug '18 | Sep '18 |
| - | - | _ | - | - | - | - | - | - | - | - | - | \$258K |
| - | - | - | - | - | - | - | - | - | - | - | - | \$268K |
| | | | | | | | | | | | | |



