

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	22	-27.3%	33	32	+3.1%
New Listing Volume	\$6,414,945	\$6,567,200	-2.3%	\$12,202,344	\$9,652,100	+26.4%
Active Listing Count	105	90	+16.7%	N/A	N/A	
Active Listing Volume	\$43,528,044	\$32,005,200	+36%	N/A	N/A	
Average Listing Price	\$414,553	\$355,613	+16.6%	\$401,245	\$351,748	+14.1%
Median Listing Price	\$289,000	\$273,700	+5.6%	\$277,579	\$264,942	+4.8%
Median Days in RPR	206	225	-8.4%	204.61	240.54	-14.9%
Months of Inventory	9.5	22.5	-57.6%	24.2	13	+85.8%
Absorption Rate	10.48%	4.44%	+6%	4.14%	7.69%	-3.6%
Sales Activity Charts Metrics						
New Pending Sales Count	4	14	-71.4%	20	24	-16.7%
New Pending Sales Volume	\$894,649	\$3,422,000	-73.9%	\$5,356,249	\$6,704,600	-20.1%
Pending Sales Count	17	22	-22.7%	N/A	N/A	
Pending Sales Volume	\$4,540,551	\$7,936,500	-42.8%	N/A	N/A	
Closed Sales Count	3	4	-25%	19	13	+46.2%
Closed Sales Volume	\$1,069,900	\$1,768,000	-39.5%	\$5,486,300	\$3,680,500	+49.1%
Average Sales Price	\$356,633	\$442,000	-19.3%	\$288,753	\$283,115	+2%
Median Sales Price	\$274,900	\$404,000	-32%	\$260,826	\$287,846	-9.4%

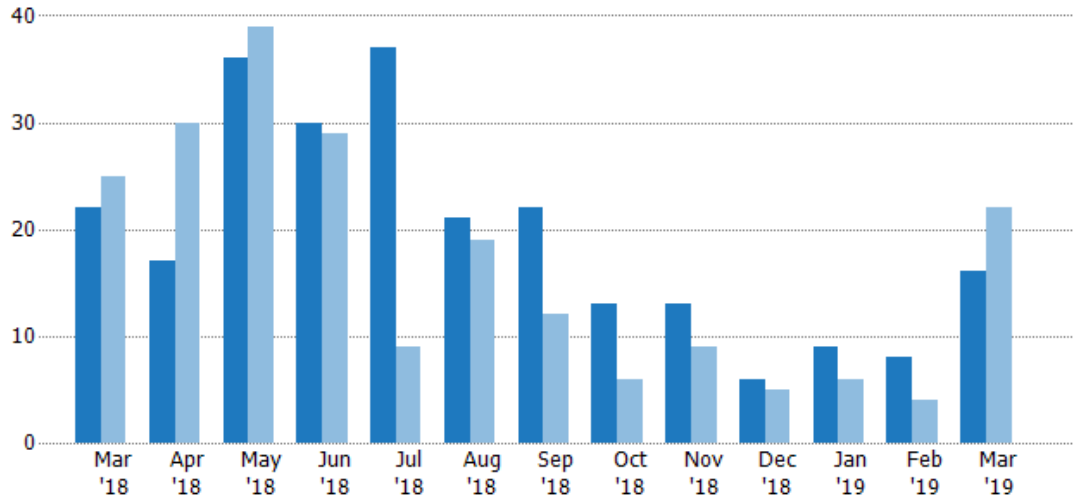
New Listings

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

Month/ Year	Count	% Chg.
Mar '19	16	-27.3%
Mar '18	22	-12%
Mar '17	25	0%



Current Year	22	17	36	30	37	21	22	13	13	6	9	8	16
Prior Year	25	30	39	29	9	19	12	6	9	5	6	4	22
Percent Change from Prior Year	-12%	-43%	-8%	3%	311%	11%	83%	117%	44%	20%	50%	100%	-27%

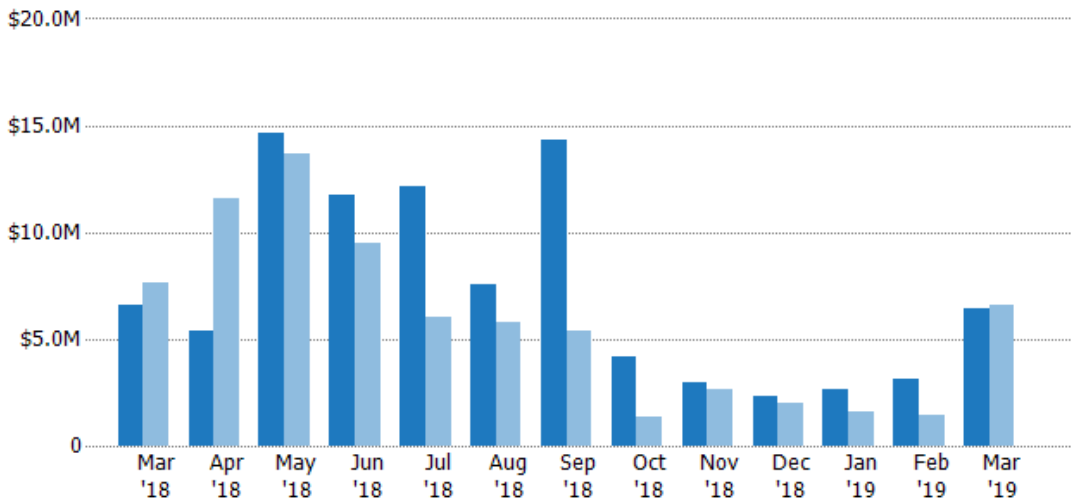
New Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$6.41M	-2.3%
Mar '18	\$6.57M	-13.9%
Mar '17	\$7.63M	16.1%



Current Year	\$6.57M	\$5.34M	\$14.7M	\$11.8M	\$12.1M	\$7.54M	\$14.3M	\$4.14M	\$2.98M	\$2.36M	\$2.67M	\$3.12M	\$6.41M
Prior Year	\$7.63M	\$11.5M	\$13.6M	\$9.5M	\$6M	\$5.82M	\$5.41M	\$1.38M	\$2.61M	\$1.98M	\$1.63M	\$1.46M	\$6.57M
Percent Change from Prior Year	-14%	-54%	8%	24%	102%	30%	164%	199%	14%	19%	64%	114%	-2%

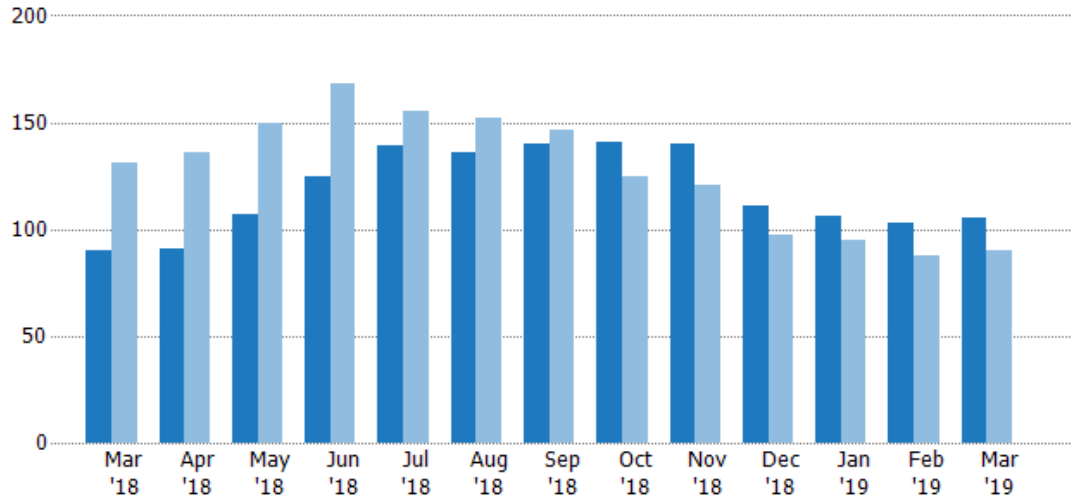
Active Listings

The number 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

Month/ Year	Count	% Chg.
Mar '19	105	16.7%
Mar '18	90	-31.3%
Mar '17	131	-8.4%



Current Year	90	91	107	125	139	136	140	141	140	111	106	103	105
Prior Year	131	136	150	168	155	152	146	125	121	97	95	88	90
Percent Change from Prior Year	-31%	-33%	-29%	-26%	-10%	-11%	-4%	13%	16%	14%	12%	17%	17%

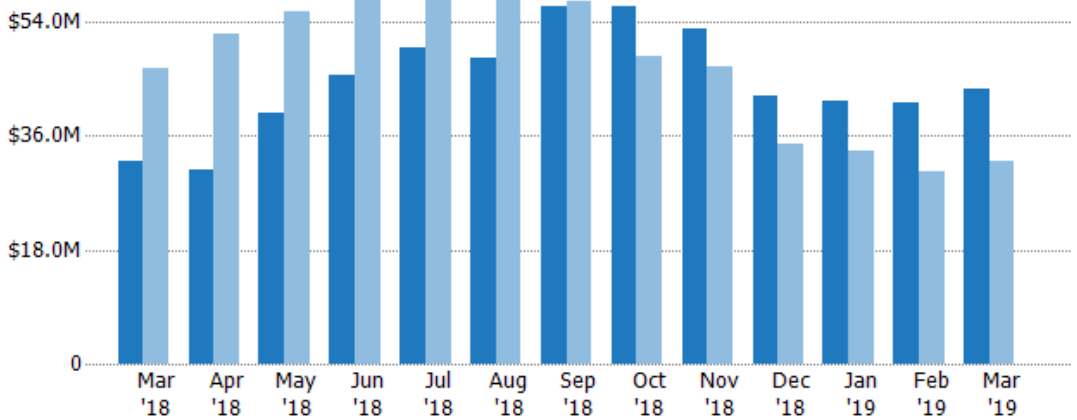
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '19	\$43.5M	36%
Mar '18	\$32M	-31.6%
Mar '17	\$46.8M	-7.5%



Current Year	\$32M	\$30.6M	\$39.7M	\$45.6M	\$49.9M	\$48.2M	\$56.4M	\$56.5M	\$52.9M	\$42.2M	\$41.4M	\$41.1M	\$43.5M
Prior Year	\$46.8M	\$52M	\$55.6M	\$60.1M	\$60.9M	\$60.9M	\$57.1M	\$48.6M	\$47M	\$34.6M	\$33.6M	\$30.4M	\$32M
Percent Change from Prior Year	-32%	-41%	-29%	-24%	-18%	-21%	-1%	16%	13%	22%	23%	35%	36%

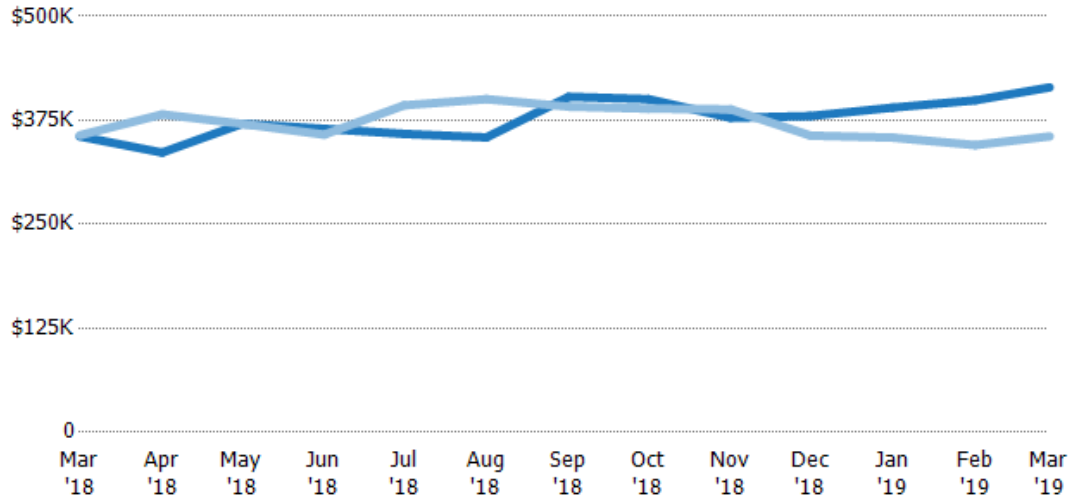
Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '19	\$415K	16.6%
Mar '18	\$356K	-0.4%
Mar '17	\$357K	1%



Current Year	\$356K	\$336K	\$371K	\$365K	\$359K	\$354K	\$403K	\$400K	\$378K	\$380K	\$390K	\$399K	\$415K
Prior Year	\$357K	\$382K	\$371K	\$358K	\$393K	\$400K	\$391K	\$389K	\$388K	\$357K	\$354K	\$345K	\$356K
Percent Change from Prior Year	0%	-12%	0	2%	-9%	-12%	3%	3%	-3%	7%	10%	16%	17%

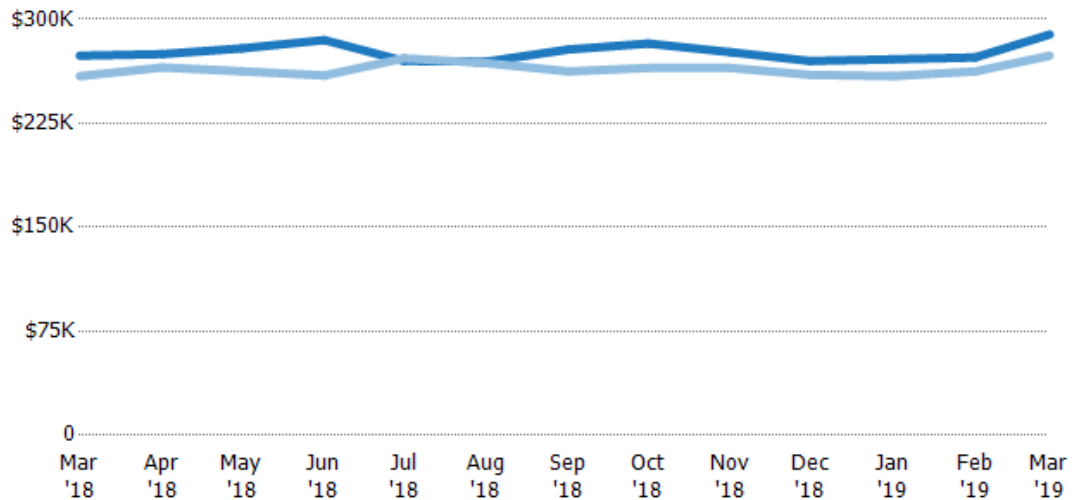
Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Mar '19	\$289K	5.6%
Mar '18	\$274K	5.7%
Mar '17	\$259K	-8.1%



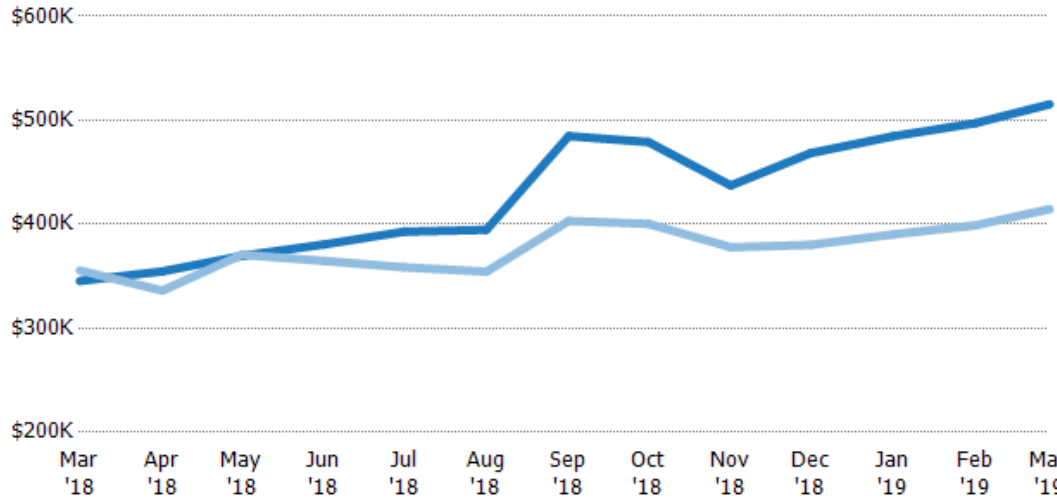
Current Year	\$274K	\$275K	\$279K	\$285K	\$270K	\$269K	\$278K	\$283K	\$276K	\$270K	\$271K	\$273K	\$289K
Prior Year	\$259K	\$265K	\$263K	\$259K	\$272K	\$268K	\$262K	\$265K	\$265K	\$260K	\$259K	\$262K	\$274K
Percent Change from Prior Year	6%	4%	6%	10%	-1%	0%	6%	7%	4%	4%	5%	4%	6%

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



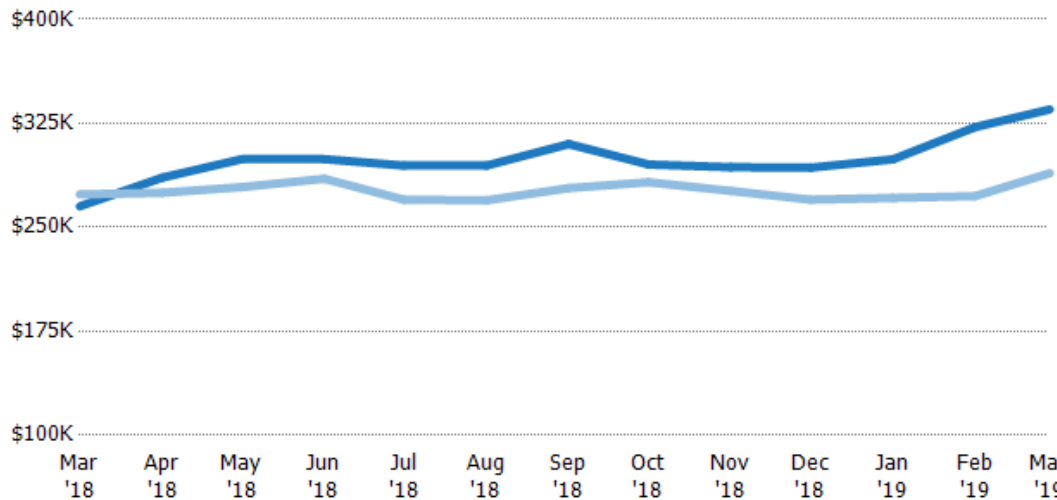
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$345K	\$355K	\$370K	\$381K	\$393K	\$395K	\$485K	\$479K	\$437K	\$468K	\$485K	\$497K	\$515K
Avg Listing Price	\$356K	\$336K	\$371K	\$365K	\$359K	\$354K	\$403K	\$400K	\$378K	\$380K	\$390K	\$399K	\$415K
Avg Listing Price as a % of Avg Est Value	103%	95%	100%	96%	91%	90%	83%	84%	86%	81%	81%	80%	80%

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



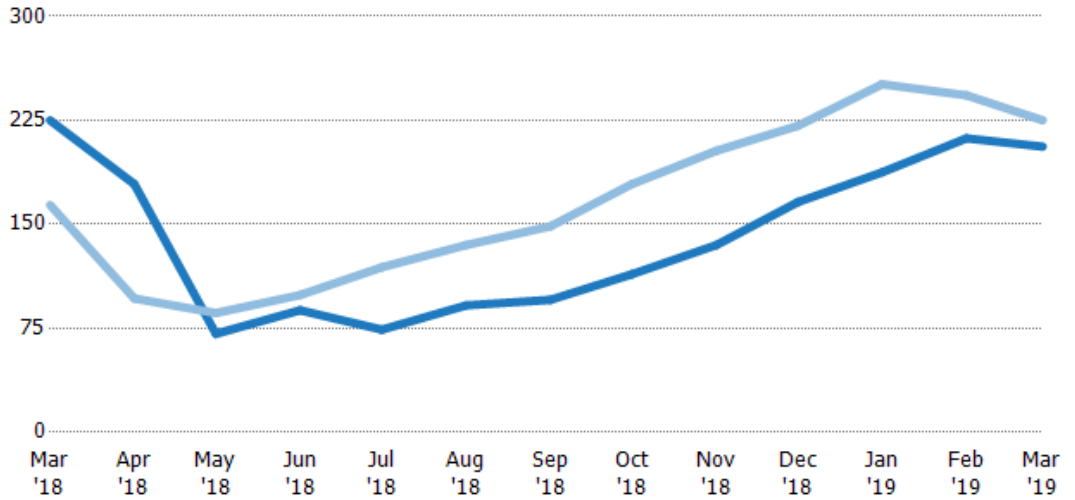
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$265K	\$286K	\$299K	\$299K	\$294K	\$294K	\$310K	\$295K	\$293K	\$293K	\$299K	\$322K	\$335K
Median Listing Price	\$274K	\$275K	\$279K	\$285K	\$270K	\$269K	\$278K	\$283K	\$276K	\$270K	\$271K	\$273K	\$289K
Med Listing Price as a % of Med Est Value	103%	96%	93%	95%	92%	92%	90%	96%	94%	92%	91%	85%	86%

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



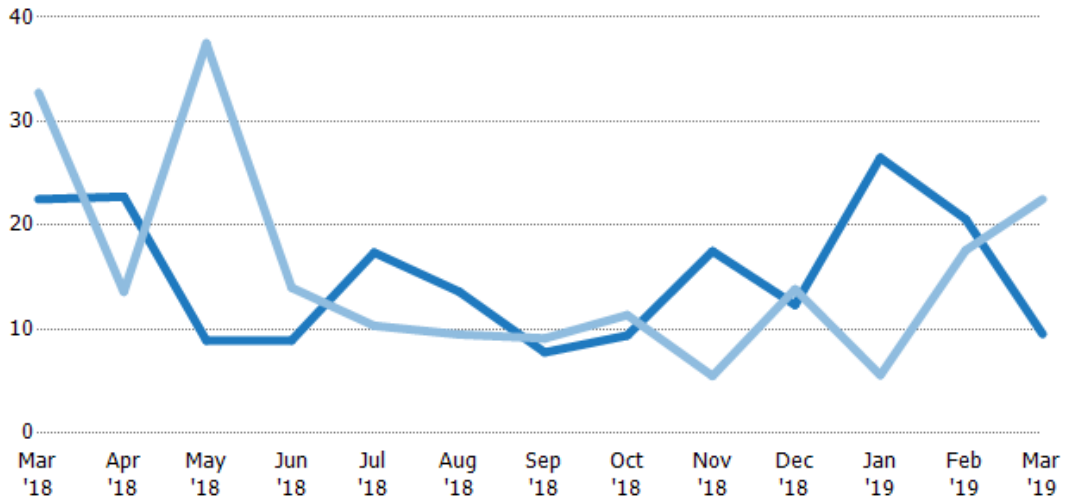
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	225	179	71	88	74	91.5	95.5	114	135	166	188	212	206
Prior Year	164	96.5	86	99	119	135	149	179	203	221	251	243	225
Percent Change from Prior Year	37%	85%	-17%	-11%	-38%	-32%	-36%	-36%	-33%	-25%	-25%	-13%	-8%

Months of Inventory

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

Filters Used

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



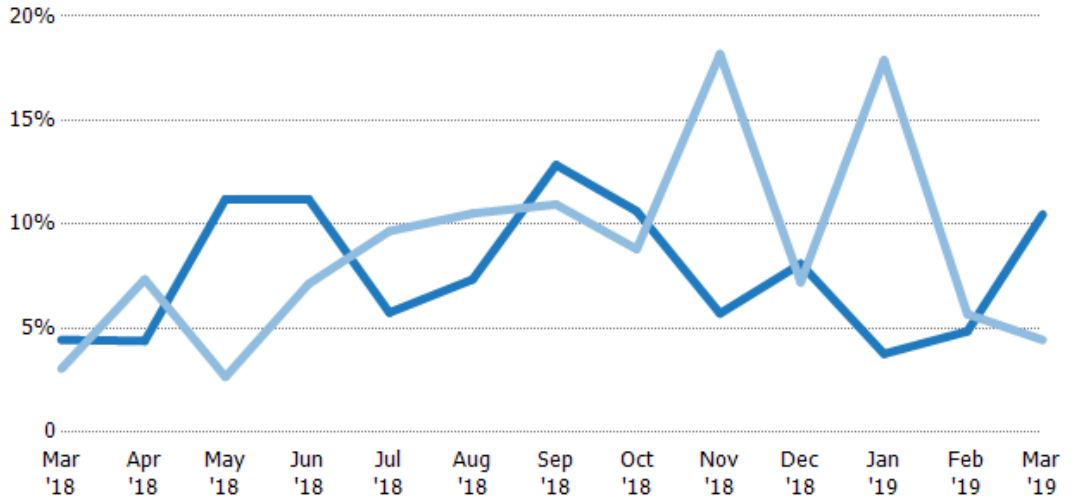
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	22.5	22.8	8.92	8.93	17.4	13.6	7.78	9.4	17.5	12.3	26.5	20.6	9.55
Prior Year	32.8	13.6	37.5	14	10.3	9.5	9.13	11.4	5.5	13.9	5.59	17.6	22.5
Percent Change from Prior Year	-31%	67%	-76%	-36%	68%	43%	-15%	-17%	218%	-11%	374%	17%	-58%

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



Month/Year	Rate	Chg.
Mar '19	10%	-6%
Mar '18	4%	-1.4%
Mar '17	3%	9.2%

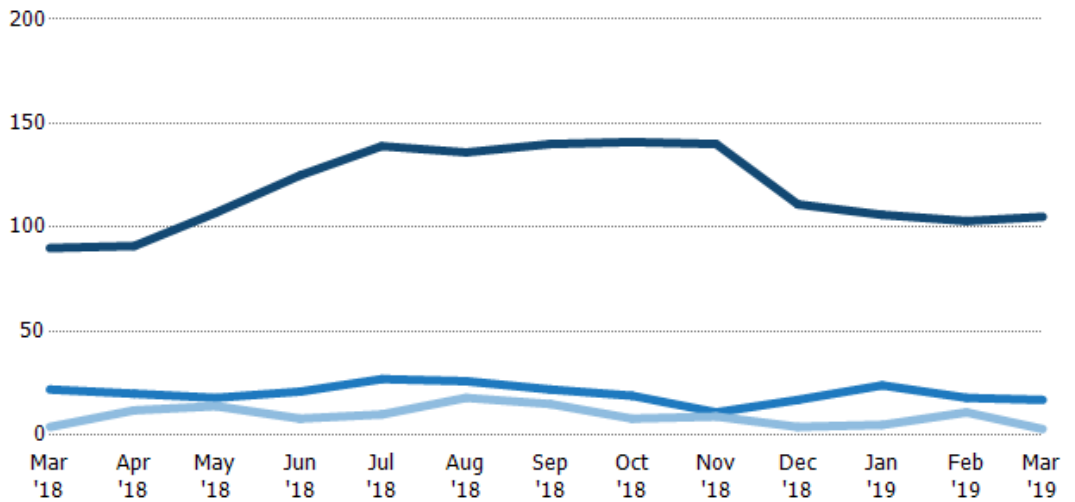
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	4%	4%	11%	11%	6%	7%	13%	11%	6%	8%	4%	5%	10%
Prior Year	3%	7%	3%	7%	10%	11%	11%	9%	18%	7%	18%	6%	4%
Change from Prior Year	-1%	3%	-9%	-4%	4%	3%	-2%	-2%	12%	-1%	14%	1%	-6%

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



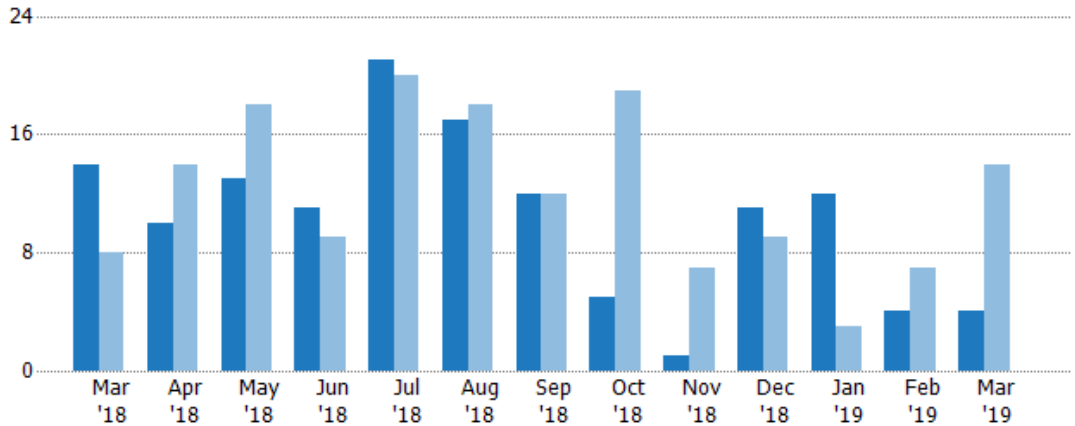
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	90	91	107	125	139	136	140	141	140	111	106	103	105
Pending	22	20	18	21	27	26	22	19	11	17	24	18	17
Sold	4	12	14	8	10	18	15	8	9	4	5	11	3

New Pending Sales

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

Filters Used

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



Month/Year	Count	% Chg.
Mar '19	4	-71.4%
Mar '18	14	75%
Mar '17	8	-25%

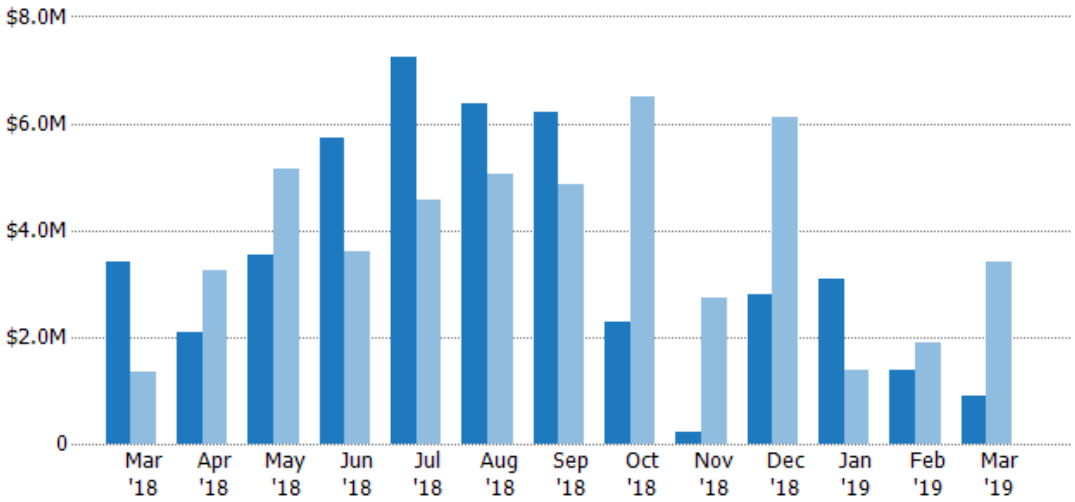
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	14	10	13	11	21	17	12	5	1	11	12	4	4
Prior Year	8	14	18	9	20	18	12	19	7	9	3	7	14
Percent Change from Prior Year	75%	-29%	-28%	22%	5%	-6%	0%	-74%	-86%	22%	300%	-43%	-71%

New Pending Sales Volume

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

Filters Used

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



Month/Year	Volume	% Chg.
Mar '19	\$895K	-73.9%
Mar '18	\$3.42M	155%
Mar '17	\$1.34M	-4.2%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$3.42M	\$2.1M	\$3.54M	\$5.72M	\$7.24M	\$6.37M	\$6.2M	\$2.29M	\$230K	\$2.81M	\$3.08M	\$1.38M	\$895K
Prior Year	\$1.34M	\$3.25M	\$5.14M	\$3.59M	\$4.58M	\$5.07M	\$4.85M	\$6.49M	\$2.72M	\$6.11M	\$1.38M	\$1.9M	\$3.42M
Percent Change from Prior Year	155%	-36%	-31%	59%	58%	26%	28%	-65%	-92%	-54%	123%	-27%	-74%

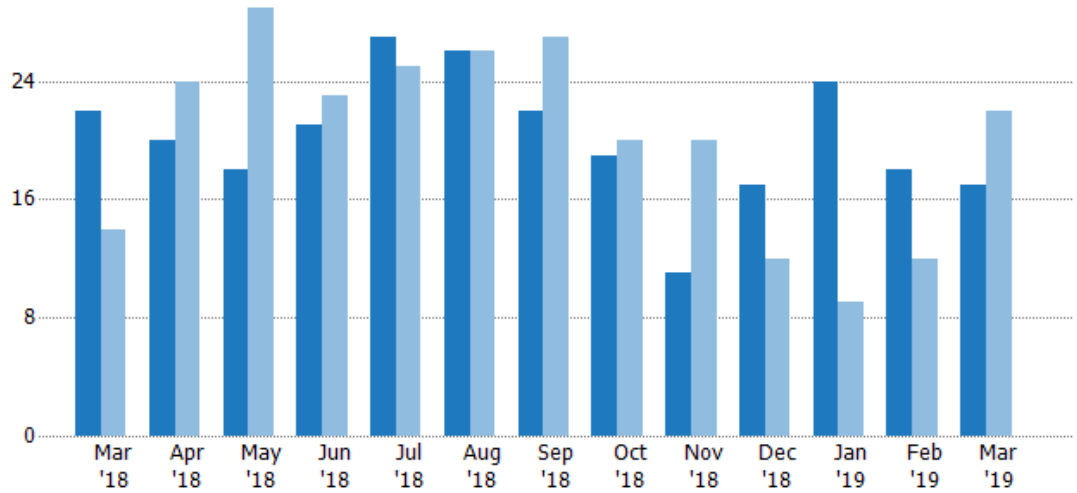
Pending Sales

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

Month/ Year	Count	% Chg.
Mar '19	17	-22.7%
Mar '18	22	57.1%
Mar '17	14	28.6%



Current Year	22	20	18	21	27	26	22	19	11	17	24	18	17
Prior Year	14	24	29	23	25	26	27	20	20	12	9	12	22
Percent Change from Prior Year	57%	-17%	-38%	-9%	8%	0%	-19%	-5%	-45%	42%	167%	50%	-23%

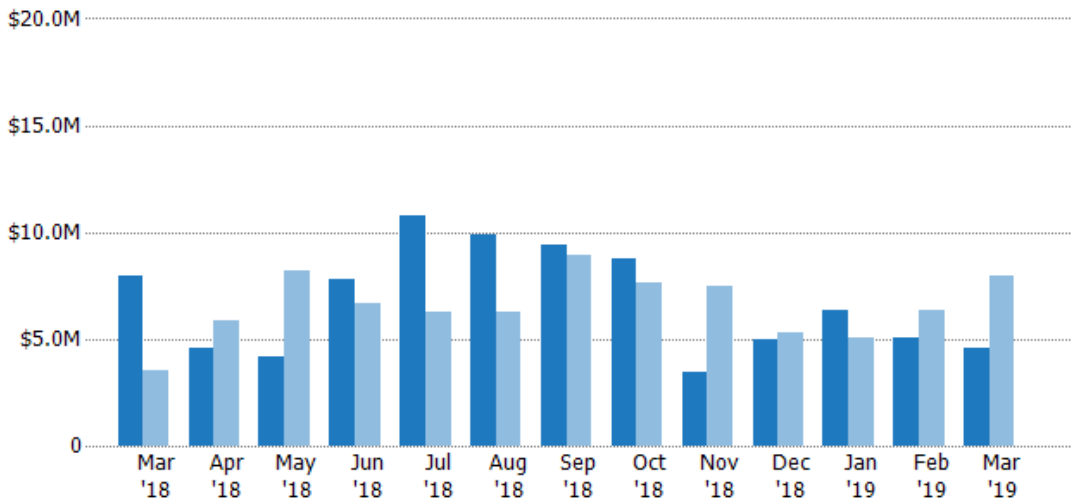
Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$4.54M	-42.8%
Mar '18	\$7.94M	126.1%
Mar '17	\$3.51M	16.7%



Current Year	\$7.94M	\$4.6M	\$4.15M	\$7.76M	\$10.8M	\$9.88M	\$9.43M	\$8.74M	\$3.47M	\$5M	\$6.34M	\$5.07M	\$4.54M
Prior Year	\$3.51M	\$5.88M	\$8.23M	\$6.67M	\$6.27M	\$6.24M	\$8.89M	\$7.6M	\$7.47M	\$5.26M	\$5.09M	\$6.36M	\$7.94M
Percent Change from Prior Year	126%	-22%	-50%	16%	72%	58%	6%	15%	-54%	-5%	25%	-20%	-43%

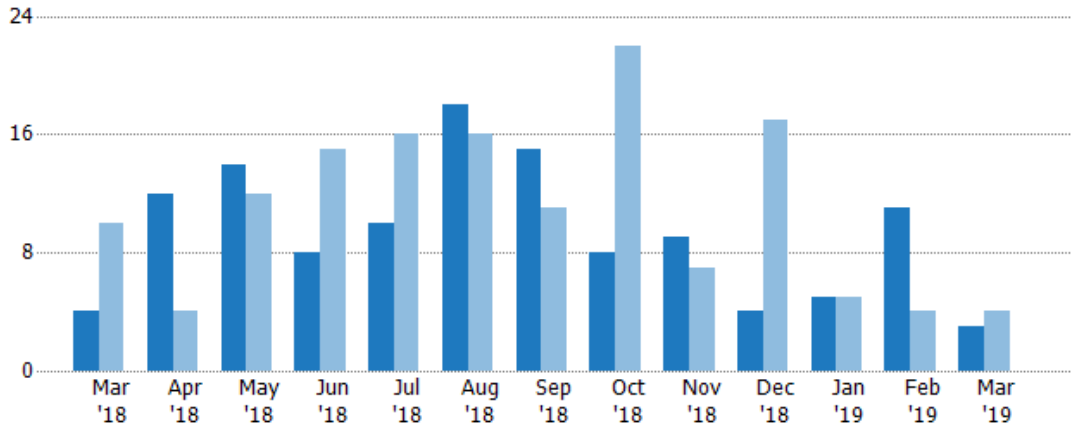
Closed Sales

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

Month/Year	Count	% Chg.
Mar '19	3	-25%
Mar '18	4	-60%
Mar '17	10	-50%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	4	12	14	8	10	18	15	8	9	4	5	11	3
Prior Year	10	4	12	15	16	16	11	22	7	17	5	4	4
Percent Change from Prior Year	-60%	200%	17%	-47%	-38%	13%	36%	-64%	29%	-76%	0%	175%	-25%

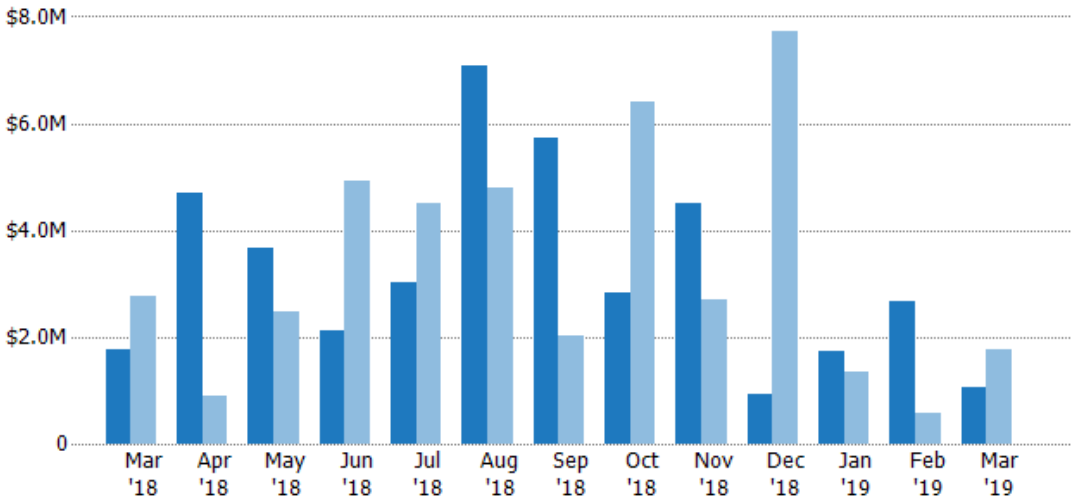
Closed Sales Volume

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

Month/Year	Volume	% Chg.
Mar '19	\$1.07M	-39.5%
Mar '18	\$1.77M	-35.9%
Mar '17	\$2.76M	-49.2%



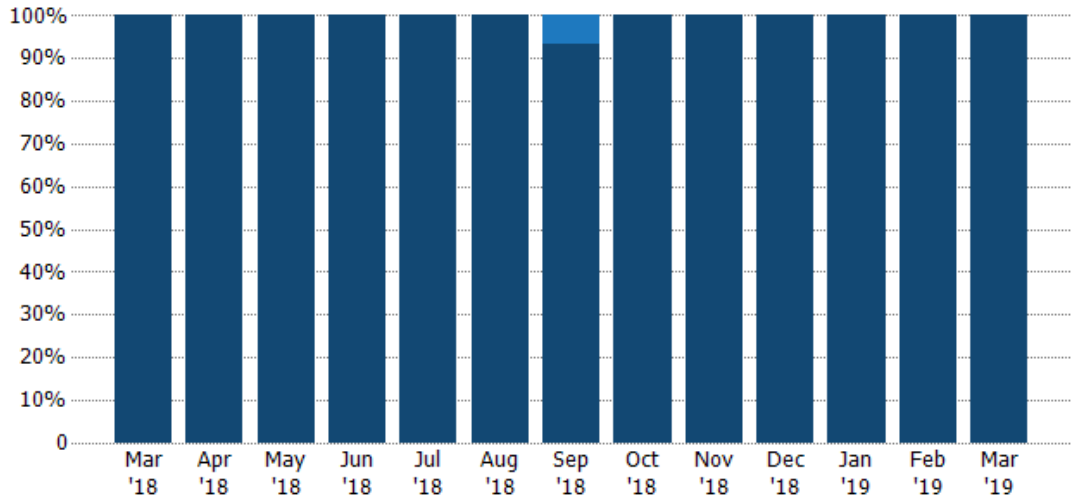
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$1.77M	\$4.7M	\$3.67M	\$2.11M	\$3.02M	\$7.07M	\$5.71M	\$2.84M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.07M
Prior Year	\$2.76M	\$889K	\$2.47M	\$4.91M	\$4.5M	\$4.79M	\$2.01M	\$6.39M	\$2.71M	\$7.72M	\$1.34M	\$578K	\$1.77M
Percent Change from Prior Year	-36%	429%	49%	-57%	-33%	47%	184%	-56%	66%	-88%	30%	365%	-39%

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



Condo/Townhouse	-	-	-	-	-	-	7%	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	93%	100%	100%	100%	100%	100%	100%

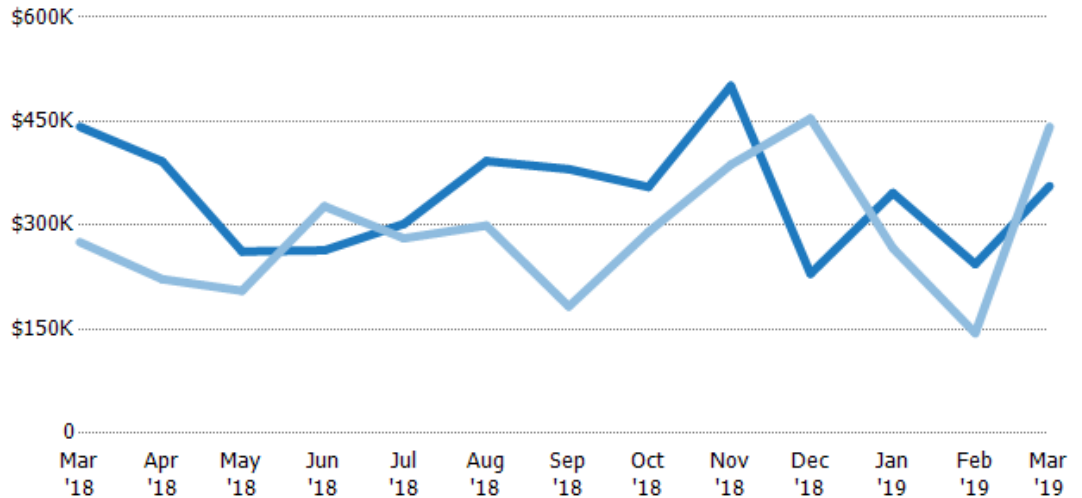
Average Sales Price

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

Month/Year	Price	% Chg.
Mar '19	\$357K	-19.3%
Mar '18	\$442K	60.3%
Mar '17	\$276K	1.7%



Current Year	\$442K	\$392K	\$262K	\$264K	\$302K	\$393K	\$381K	\$355K	\$501K	\$230K	\$347K	\$244K	\$357K
Prior Year	\$276K	\$222K	\$205K	\$327K	\$281K	\$300K	\$183K	\$290K	\$387K	\$454K	\$267K	\$144K	\$442K
Percent Change from Prior Year	60%	76%	28%	-19%	7%	31%	108%	22%	29%	-49%	30%	69%	-19%

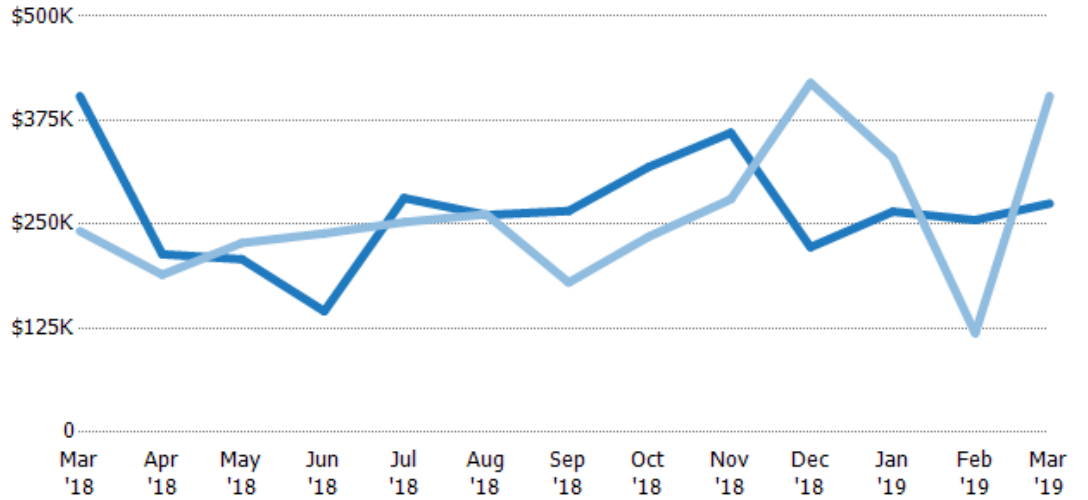
Median Sales Price

The median 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

Month/ Year	Price	% Chg.
Mar '19	\$275K	-32%
Mar '18	\$404K	67.1%
Mar '17	\$242K	28.2%



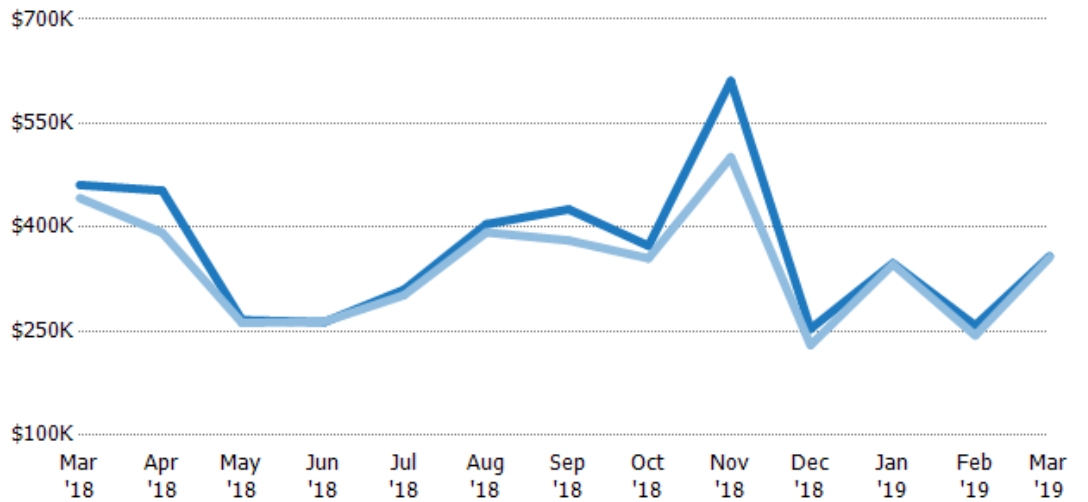
Current Year	\$404K	\$214K	\$208K	\$145K	\$282K	\$261K	\$266K	\$319K	\$360K	\$223K	\$265K	\$255K	\$275K
Prior Year	\$242K	\$189K	\$228K	\$239K	\$253K	\$262K	\$180K	\$235K	\$280K	\$420K	\$330K	\$119K	\$404K
Percent Change from Prior Year	67%	13%	-9%	-39%	12%	0%	48%	36%	29%	-47%	-20%	114%	-32%

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

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



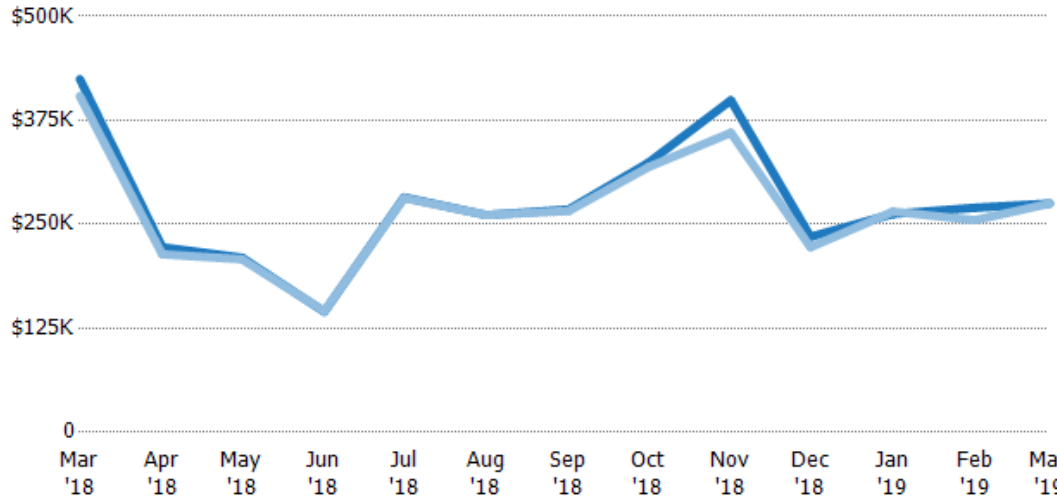
Avg List Price	\$461K	\$453K	\$266K	\$263K	\$310K	\$404K	\$426K	\$373K	\$611K	\$253K	\$348K	\$258K	\$358K
Avg Sales Price	\$442K	\$392K	\$262K	\$264K	\$302K	\$393K	\$381K	\$355K	\$501K	\$230K	\$347K	\$244K	\$357K
Avg Sales Price as a % of Avg List Price	96%	87%	99%	100%	97%	97%	89%	95%	82%	91%	100%	94%	100%

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



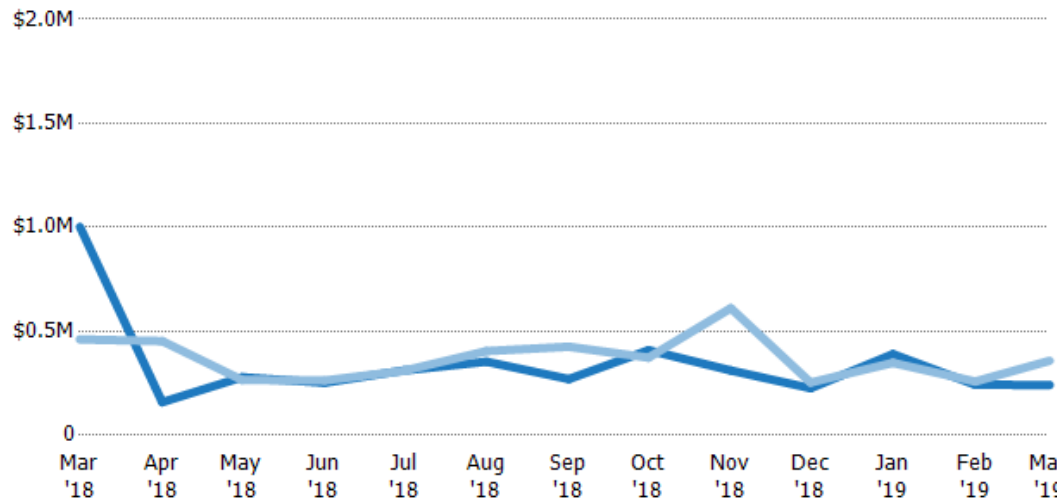
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$425K	\$222K	\$210K	\$145K	\$282K	\$261K	\$268K	\$324K	\$399K	\$235K	\$262K	\$270K	\$275K
Median Sales Price	\$404K	\$214K	\$208K	\$145K	\$282K	\$261K	\$266K	\$319K	\$360K	\$223K	\$265K	\$255K	\$275K
Med Sales Price as a % of Med List Price	95%	96%	99%	100%	100%	100%	99%	98%	90%	95%	101%	94%	100%

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

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



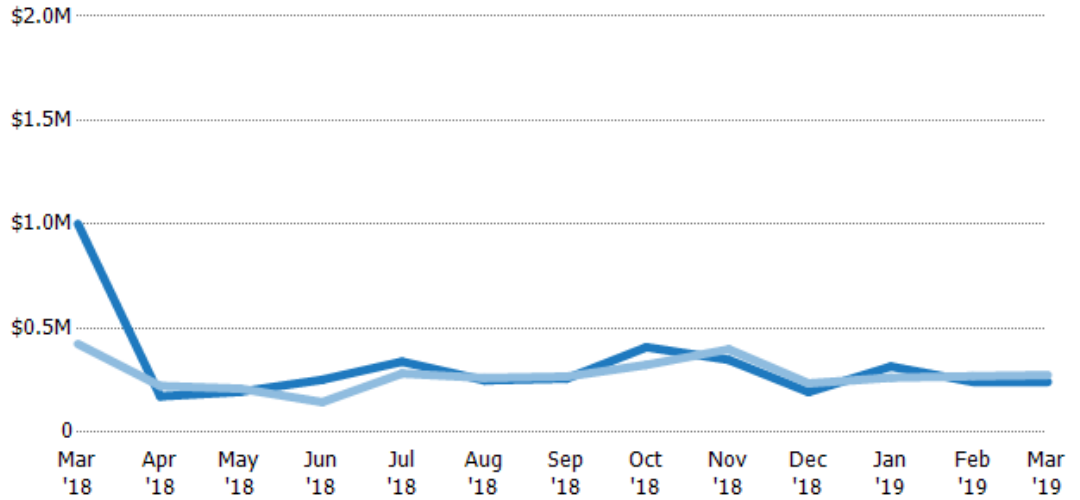
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$1M	\$159K	\$279K	\$252K	\$312K	\$354K	\$270K	\$409K	\$312K	\$226K	\$390K	\$243K	\$242K
Avg Sales Price	\$461K	\$453K	\$266K	\$263K	\$310K	\$404K	\$426K	\$373K	\$611K	\$253K	\$348K	\$258K	\$358K
Avg Sales Price as a % of Avg Est Value	46%	285%	95%	104%	99%	114%	158%	91%	196%	112%	89%	106%	148%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$1M	\$173K	\$194K	\$252K	\$340K	\$249K	\$258K	\$409K	\$348K	\$193K	\$316K	\$242K	\$242K
Median Sales Price	\$425K	\$222K	\$210K	\$145K	\$282K	\$261K	\$268K	\$324K	\$399K	\$235K	\$262K	\$270K	\$275K
Med Sales Price as a % of Med Est Value	42%	129%	108%	57%	83%	105%	104%	79%	115%	122%	83%	112%	114%