

## 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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	4	+100%	17	10	+70%
New Listing Volume	\$3,115,899	\$1,458,100	+113.7%	\$5,787,399	\$3,084,900	+87.6%
Active Listing Count	103	88	+17%	N/A	N/A	
Active Listing Volume	\$41,094,448	\$30,380,700	+35.3%	N/A	N/A	
Average Listing Price	\$398,975	\$345,235	+15.6%	\$394,560	\$349,846	+12.8%
Median Listing Price	\$272,500	\$262,400	+3.8%	\$271,841	\$260,635	+4.3%
Median Days in RPR	212	243	-12.8%	204.34	247.44	-17.4%
Months of Inventory	20.6	17.6	+17%	23.2	16.6	+39.6%
Absorption Rate	4.85%	5.68%	-0.8%	4.31%	6.01%	-1.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	7	-42.9%	16	10	+60%
New Pending Sales Volume	\$1,382,800	\$1,903,700	-27.4%	\$4,461,600	\$3,282,600	+35.9%
Pending Sales Count	18	12	+50%	N/A	N/A	
Pending Sales Volume	\$5,070,502	\$6,358,400	-20.3%	N/A	N/A	
Closed Sales Count	11	4	+175%	16	9	+77.8%
Closed Sales Volume	\$2,683,200	\$577,500	+364.6%	\$4,416,400	\$1,912,500	+130.9%
Average Sales Price	\$243,927	\$144,375	+69%	\$276,025	\$212,500	+29.9%
Median Sales Price	\$255,000	\$119,000	+114.3%	\$258,188	\$236,222	+9.3%

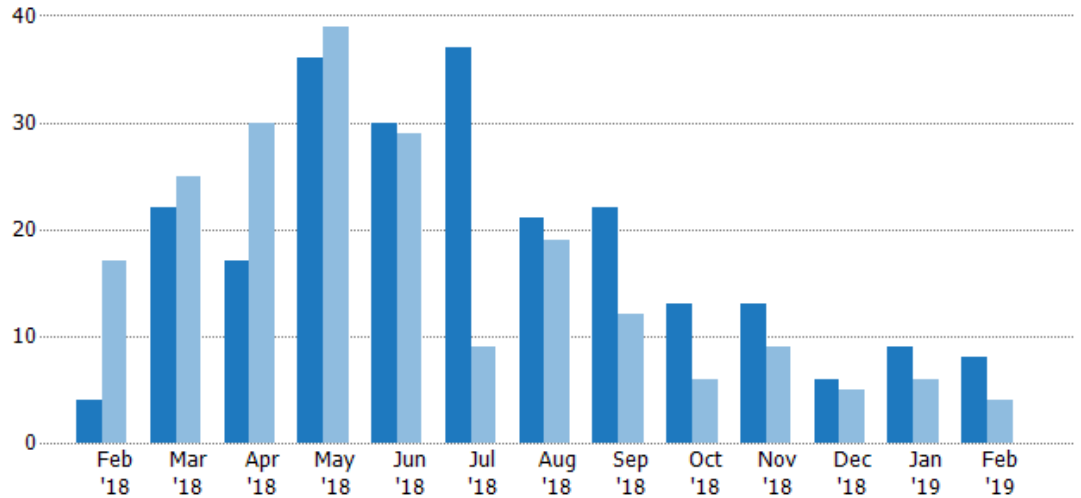
## New Listings

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.
Feb '19	8	100%
Feb '18	4	-76.5%
Feb '17	17	-29.4%



Current Year	4	22	17	36	30	37	21	22	13	13	6	9	8
Prior Year	17	25	30	39	29	9	19	12	6	9	5	6	4
Percent Change from Prior Year	-76%	-12%	-43%	-8%	3%	311%	11%	83%	117%	44%	20%	50%	100%

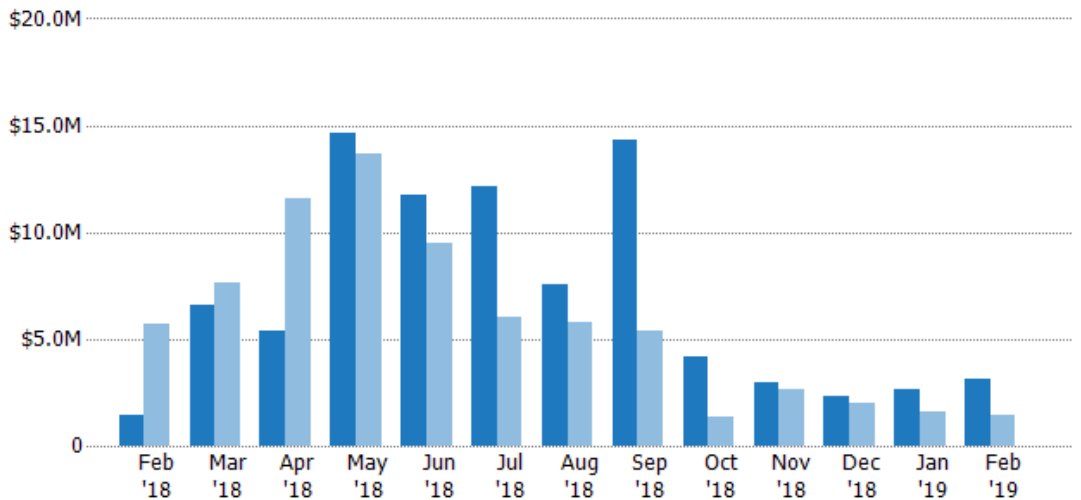
## New Listing Volume

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.
Feb '19	\$3.12M	113.7%
Feb '18	\$1.46M	-74.4%
Feb '17	\$5.69M	-55.3%



Current Year	\$1.46M	\$6.57M	\$5.34M	\$14.7M	\$11.8M	\$12.1M	\$7.54M	\$14.3M	\$4.14M	\$2.98M	\$2.36M	\$2.67M	\$3.12M
Prior Year	\$5.69M	\$7.63M	\$11.5M	\$13.6M	\$9.5M	\$6M	\$5.82M	\$5.41M	\$1.38M	\$2.61M	\$1.98M	\$1.63M	\$1.46M
Percent Change from Prior Year	-74%	-14%	-54%	8%	24%	102%	30%	164%	199%	14%	19%	64%	114%

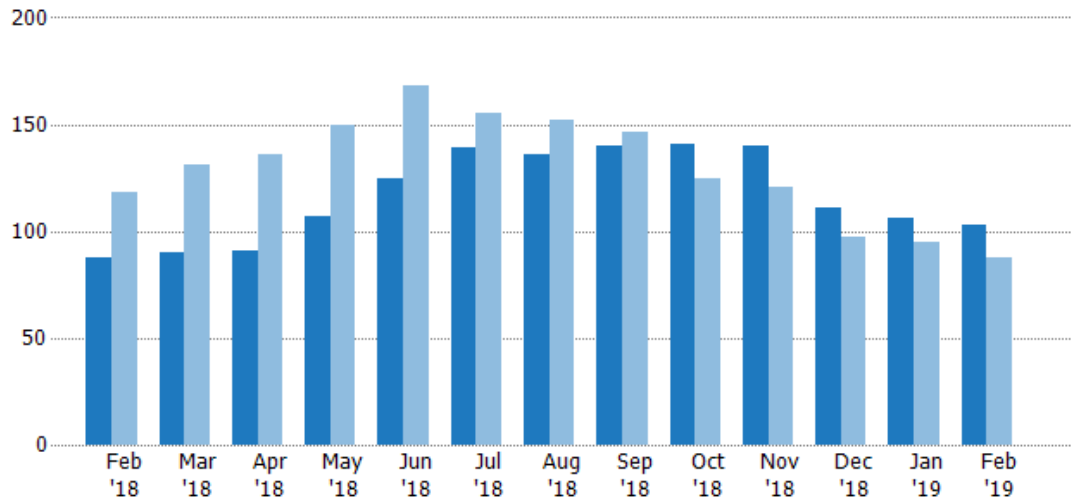
## Active Listings

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.
Feb '19	103	17%
Feb '18	88	-25.4%
Feb '17	118	-12.7%



Current Year	88	90	91	107	125	139	136	140	141	140	111	106	103
Prior Year	118	131	136	150	168	155	152	146	125	121	97	95	88
Percent Change from Prior Year	-25%	-31%	-33%	-29%	-26%	-10%	-11%	-4%	13%	16%	14%	12%	17%

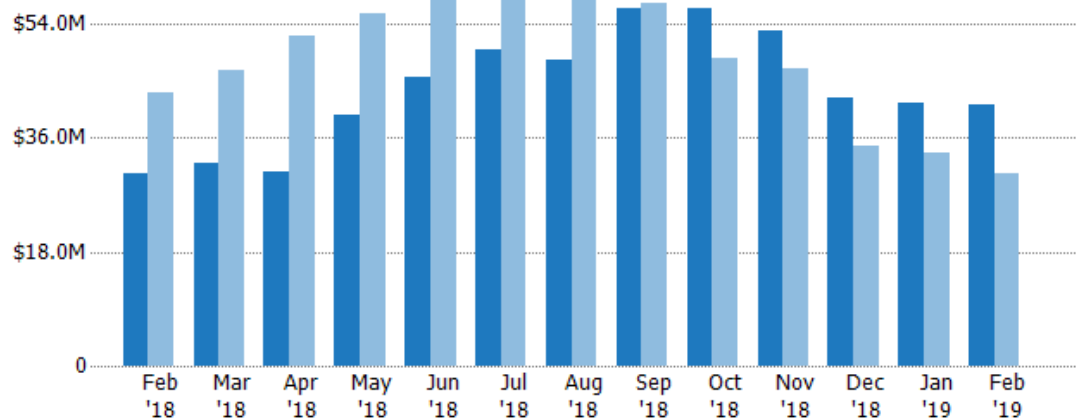
## Active Listing Volume

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.
Feb '19	\$41.1M	35.3%
Feb '18	\$30.4M	-29.4%
Feb '17	\$43M	-15.7%



Current Year	\$30.4M	\$32M	\$30.6M	\$39.7M	\$45.6M	\$49.9M	\$48.2M	\$56.4M	\$56.5M	\$52.9M	\$42.2M	\$41.4M	\$41.1M
Prior Year	\$43M	\$46.8M	\$52M	\$55.6M	\$60.1M	\$60.9M	\$60.9M	\$57.1M	\$48.6M	\$47M	\$34.6M	\$33.6M	\$30.4M
Percent Change from Prior Year	-29%	-32%	-41%	-29%	-24%	-18%	-21%	-1%	16%	13%	22%	23%	35%

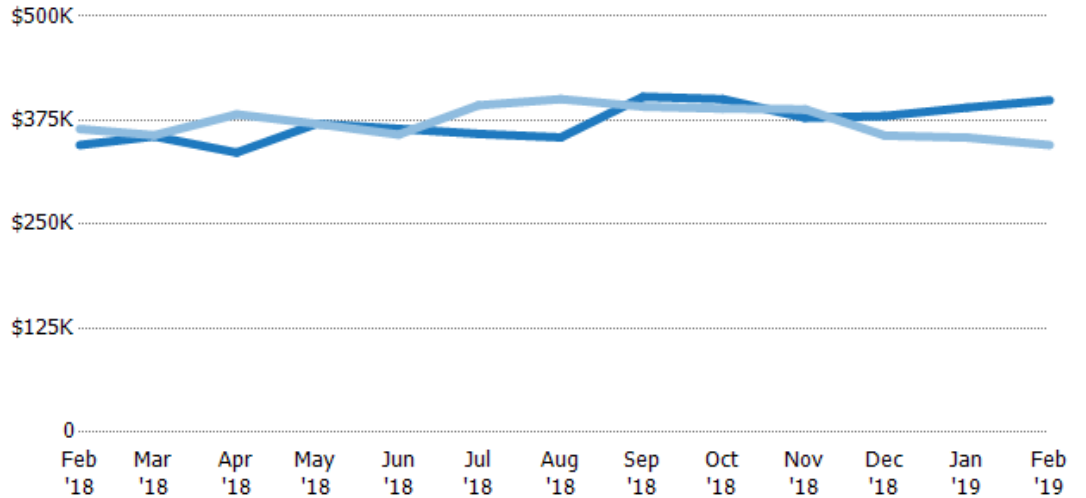
## Average Listing Price

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.
Feb '19	\$399K	15.6%
Feb '18	\$345K	-5.3%
Feb '17	\$365K	-3.4%



Current Year	\$345K	\$356K	\$336K	\$371K	\$365K	\$359K	\$354K	\$403K	\$400K	\$378K	\$380K	\$390K	\$399K
Prior Year	\$365K	\$357K	\$382K	\$371K	\$358K	\$393K	\$400K	\$391K	\$389K	\$388K	\$357K	\$354K	\$345K
Percent Change from Prior Year	-5%	0%	-12%	0	2%	-9%	-12%	3%	3%	-3%	7%	10%	16%

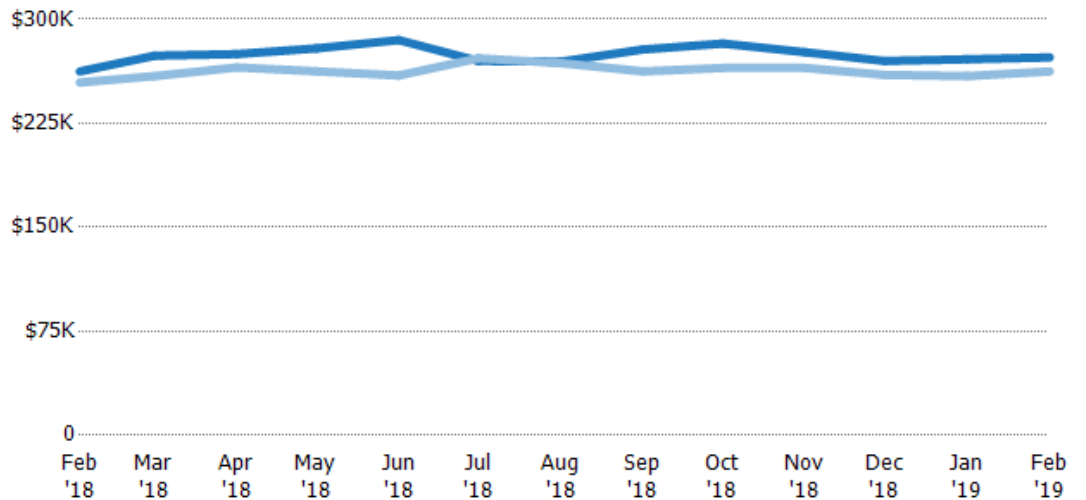
## Median Listing Price

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.
Feb '19	\$273K	3.8%
Feb '18	\$262K	3.1%
Feb '17	\$254K	-7.6%



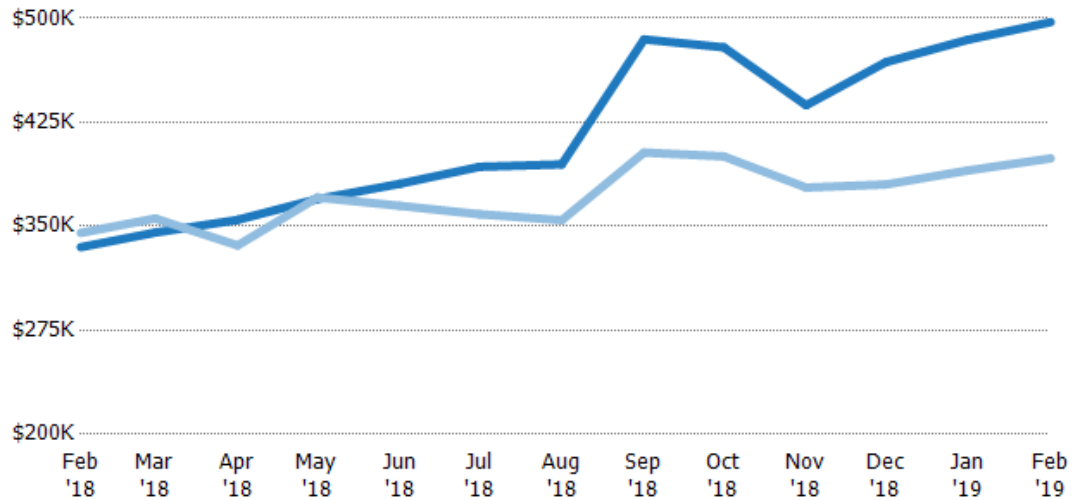
Current Year	\$262K	\$274K	\$275K	\$279K	\$285K	\$270K	\$269K	\$278K	\$283K	\$276K	\$270K	\$271K	\$273K
Prior Year	\$254K	\$259K	\$265K	\$263K	\$259K	\$272K	\$268K	\$262K	\$265K	\$265K	\$260K	\$259K	\$262K
Percent Change from Prior Year	3%	6%	4%	6%	10%	-1%	0%	6%	7%	4%	4%	5%	4%

## 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



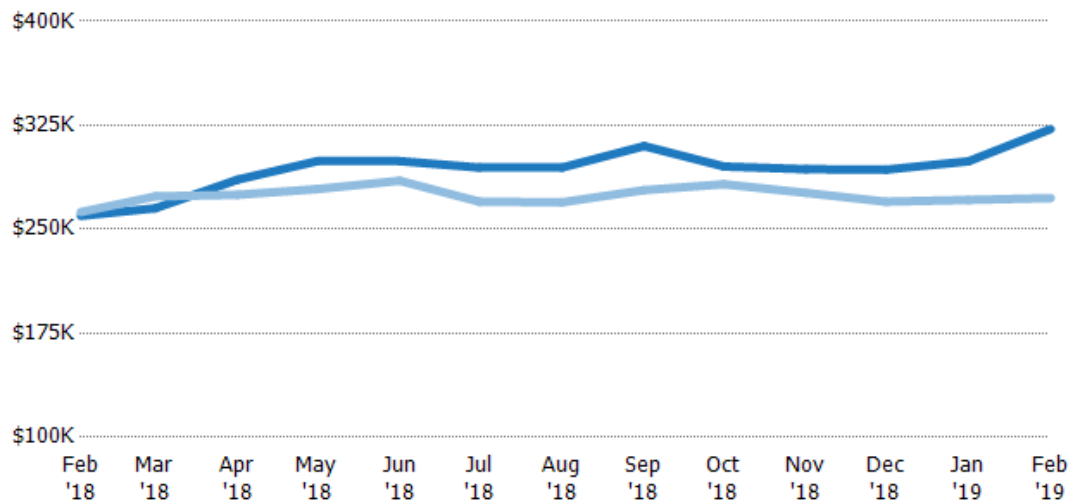
Avg Est Value	\$335K	\$345K	\$355K	\$370K	\$381K	\$393K	\$395K	\$485K	\$479K	\$437K	\$468K	\$485K	\$497K
Avg Listing Price	\$345K	\$356K	\$336K	\$371K	\$365K	\$359K	\$354K	\$403K	\$400K	\$378K	\$380K	\$390K	\$399K
Avg Listing Price as a % of Avg Est Value	103%	103%	95%	100%	96%	91%	90%	83%	84%	86%	81%	81%	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



Median Est Value	\$260K	\$265K	\$286K	\$299K	\$299K	\$294K	\$294K	\$310K	\$295K	\$293K	\$293K	\$299K	\$322K
Median Listing Price	\$262K	\$274K	\$275K	\$279K	\$285K	\$270K	\$269K	\$278K	\$283K	\$276K	\$270K	\$271K	\$273K
Med Listing Price as a % of Med Est Value	101%	103%	96%	93%	95%	92%	92%	90%	96%	94%	92%	91%	85%

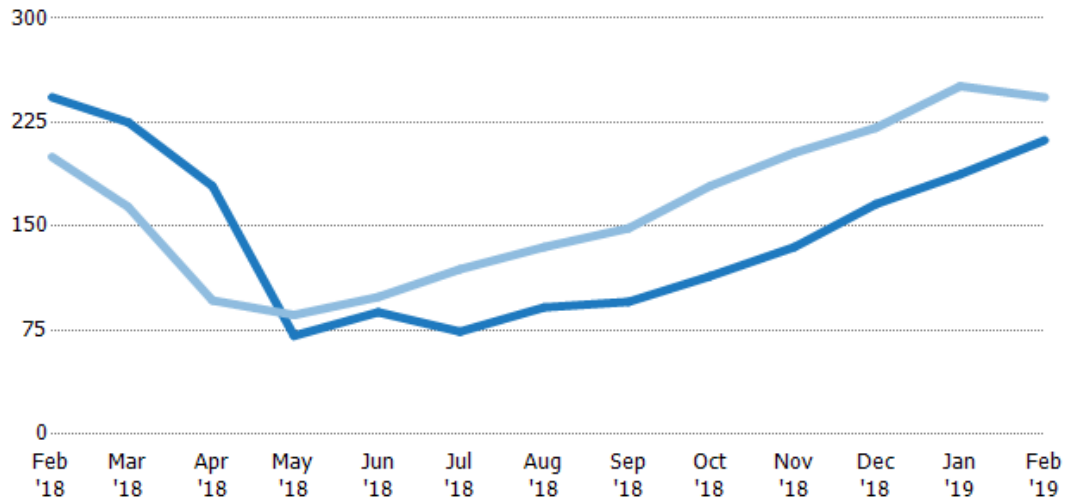
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Feb '19	212	-12.8%
Feb '18	243	21.5%
Feb '17	200	-10.5%



Current Year	243	225	179	71	88	74	91.5	95.5	114	135	166	188	212
Prior Year	200	164	96.5	86	99	119	135	149	179	203	221	251	243
Percent Change from Prior Year	22%	37%	85%	-17%	-11%	-38%	-32%	-36%	-36%	-33%	-25%	-25%	-13%

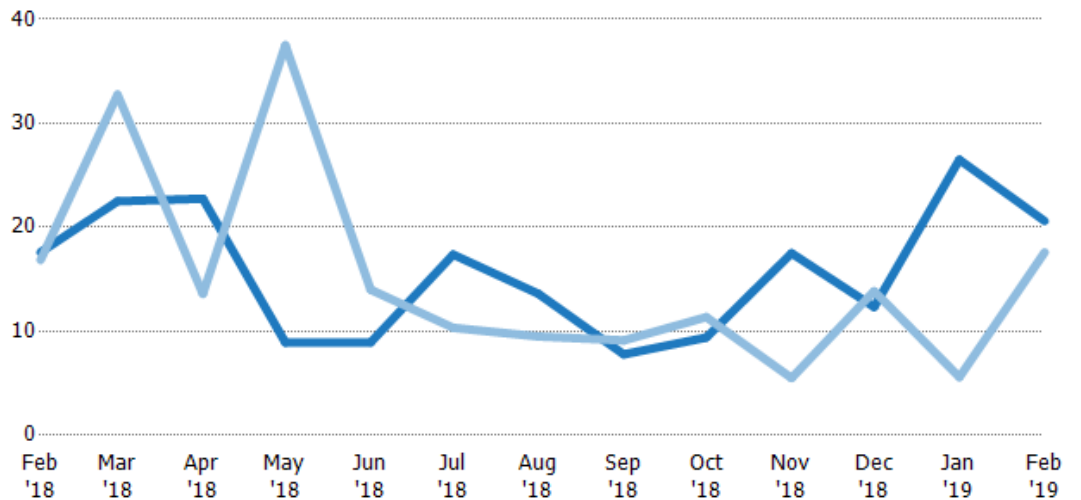
## Months of Inventory

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

Month/ Year	Months	% Chg.
Feb '19	20.6	17%
Feb '18	17.6	4.4%
Feb '17	16.9	103.7%



Current Year	17.6	22.5	22.8	8.92	8.93	17.4	13.6	7.78	9.4	17.5	12.3	26.5	20.6
Prior Year	16.9	32.8	13.6	37.5	14	10.3	9.5	9.13	11.4	5.5	13.9	5.59	17.6
Percent Change from Prior Year	4%	-31%	67%	-76%	-36%	68%	43%	-15%	-17%	218%	-11%	374%	17%

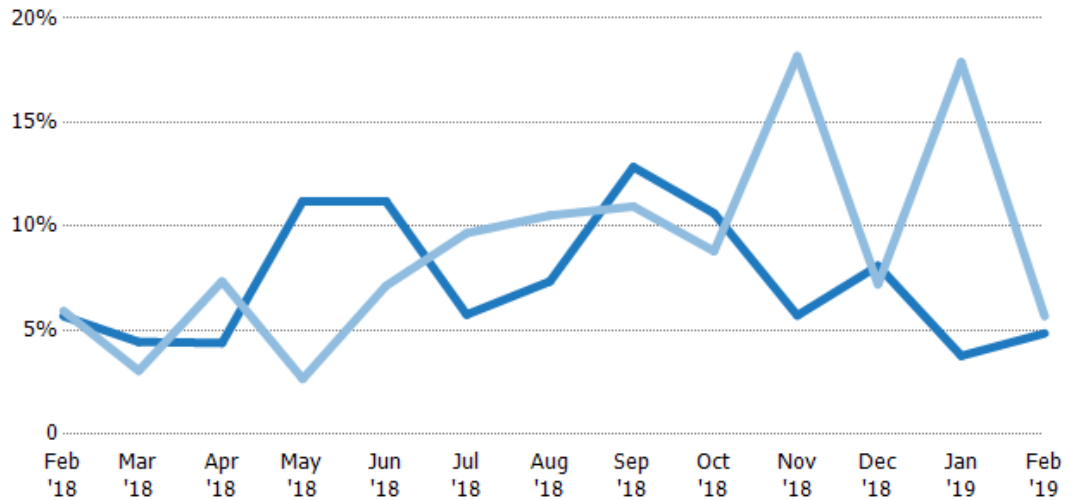
## Absorption Rate

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.
Feb '19	5%	0.8%
Feb '18	6%	0.3%
Feb '17	6%	-50.9%



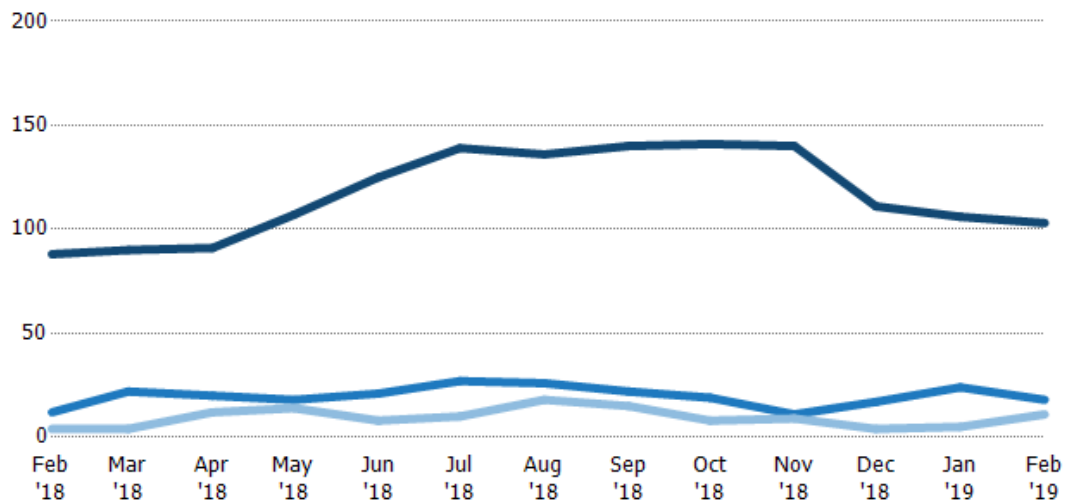
Current Year	6%	4%	4%	11%	11%	6%	7%	13%	11%	6%	8%	4%	5%
Prior Year	6%	3%	7%	3%	7%	10%	11%	11%	9%	18%	7%	18%	6%
Change from Prior Year	0%	-1%	3%	-9%	-4%	4%	3%	-2%	-2%	12%	-1%	14%	1%

## 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



Active	88	90	91	107	125	139	136	140	141	140	111	106	103
Pending	12	22	20	18	21	27	26	22	19	11	17	24	18
Sold	4	4	12	14	8	10	18	15	8	9	4	5	11

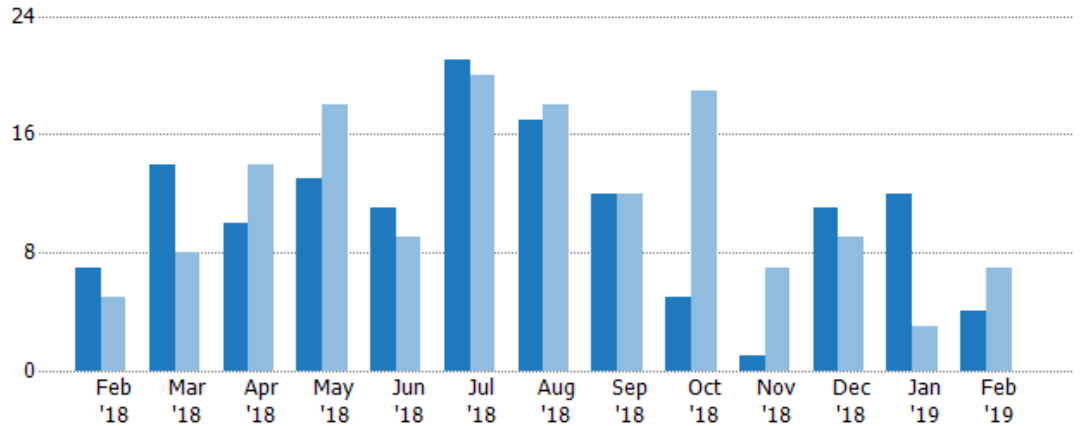
## New Pending Sales

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.
Feb '19	4	-42.9%
Feb '18	7	40%
Feb '17	5	40%



Current Year	7	14	10	13	11	21	17	12	5	1	11	12	4
Prior Year	5	8	14	18	9	20	18	12	19	7	9	3	7
Percent Change from Prior Year	40%	75%	-29%	-28%	22%	5%	-6%	0%	-74%	-86%	22%	300%	-43%

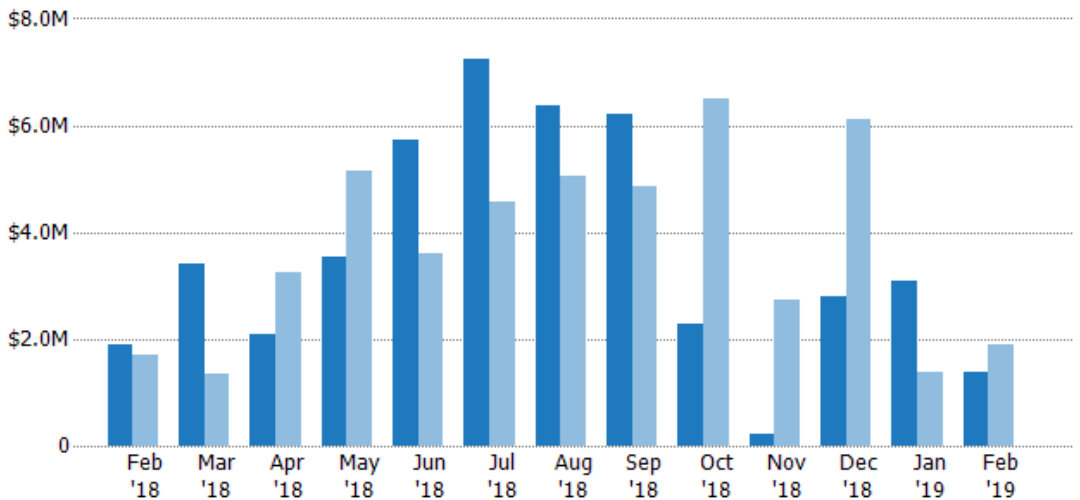
## New Pending Sales Volume

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.
Feb '19	\$1.38M	-27.4%
Feb '18	\$1.9M	12.2%
Feb '17	\$1.7M	-20.8%



Current Year	\$1.9M	\$3.42M	\$2.1M	\$3.54M	\$5.72M	\$7.24M	\$6.37M	\$6.2M	\$2.29M	\$230K	\$2.81M	\$3.08M	\$1.38M
Prior Year	\$1.7M	\$1.34M	\$3.25M	\$5.14M	\$3.59M	\$4.58M	\$5.07M	\$4.85M	\$6.49M	\$2.72M	\$6.11M	\$1.38M	\$1.9M
Percent Change from Prior Year	12%	155%	-36%	-31%	59%	58%	26%	28%	-65%	-92%	-54%	123%	-27%



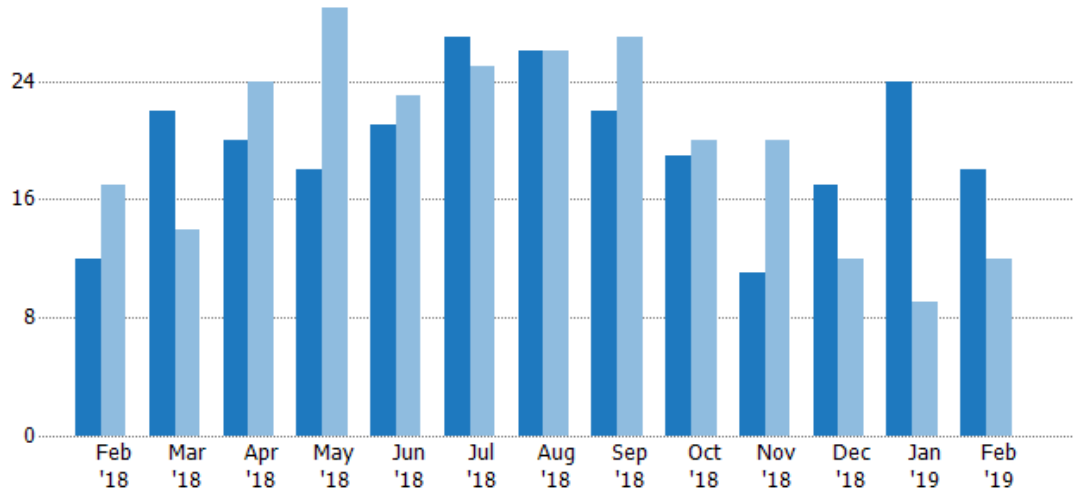
## Pending Sales

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.
Feb '19	18	50%
Feb '18	12	-29.4%
Feb '17	17	-5.9%



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

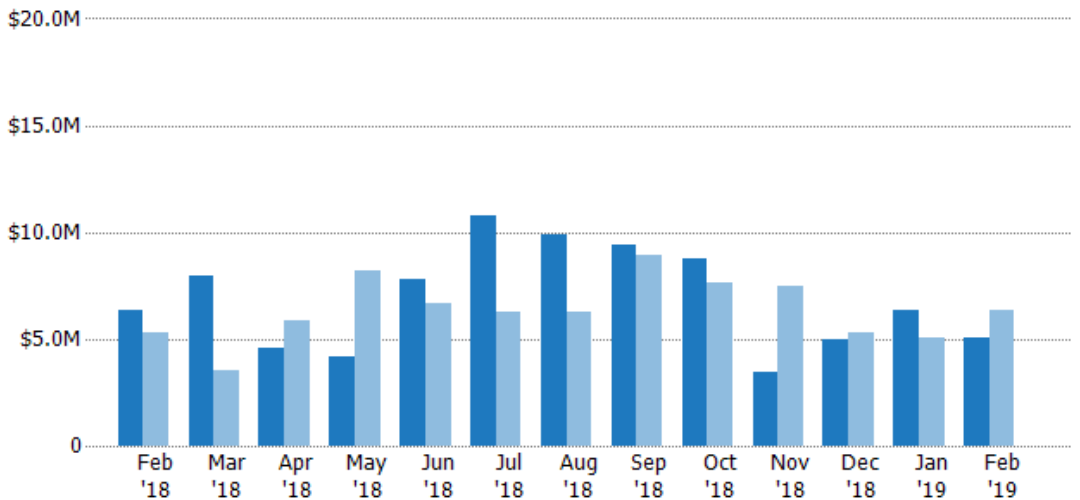
## Pending Sales Volume

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.
Feb '19	\$5.07M	-20.3%
Feb '18	\$6.36M	19.9%
Feb '17	\$5.3M	-21%



Current Year	\$6.36M	\$7.94M	\$4.6M	\$4.15M	\$7.76M	\$10.8M	\$9.88M	\$9.43M	\$8.74M	\$3.47M	\$5M	\$6.34M	\$5.07M
Prior Year	\$5.3M	\$3.51M	\$5.88M	\$8.23M	\$6.67M	\$6.27M	\$6.24M	\$8.89M	\$7.6M	\$7.47M	\$5.26M	\$5.09M	\$6.36M
Percent Change from Prior Year	20%	126%	-22%	-50%	16%	72%	58%	6%	15%	-54%	-5%	25%	-20%

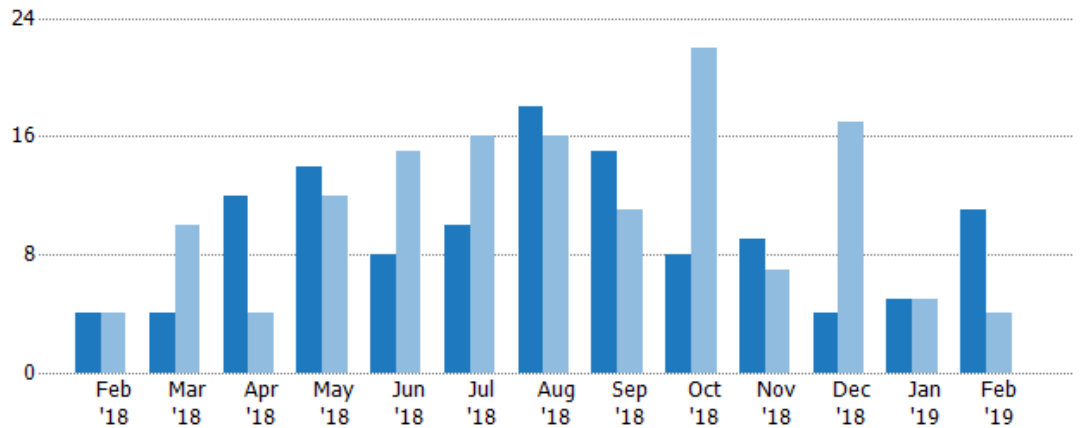
## Closed Sales

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.
Feb '19	11	175%
Feb '18	4	0%
Feb '17	4	0%



Current Year	4	4	12	14	8	10	18	15	8	9	4	5	11
Prior Year	4	10	4	12	15	16	16	11	22	7	17	5	4
Percent Change from Prior Year	0%	-60%	200%	17%	-47%	-38%	13%	36%	-64%	29%	-76%	0%	175%

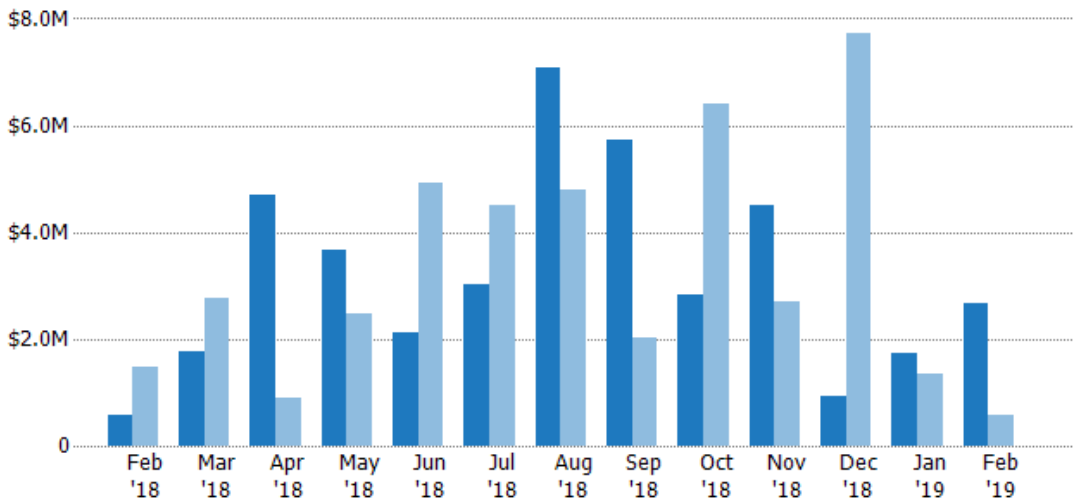
## Closed Sales Volume

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.
Feb '19	\$2.68M	364.6%
Feb '18	\$578K	-60.6%
Feb '17	\$1.47M	38.6%



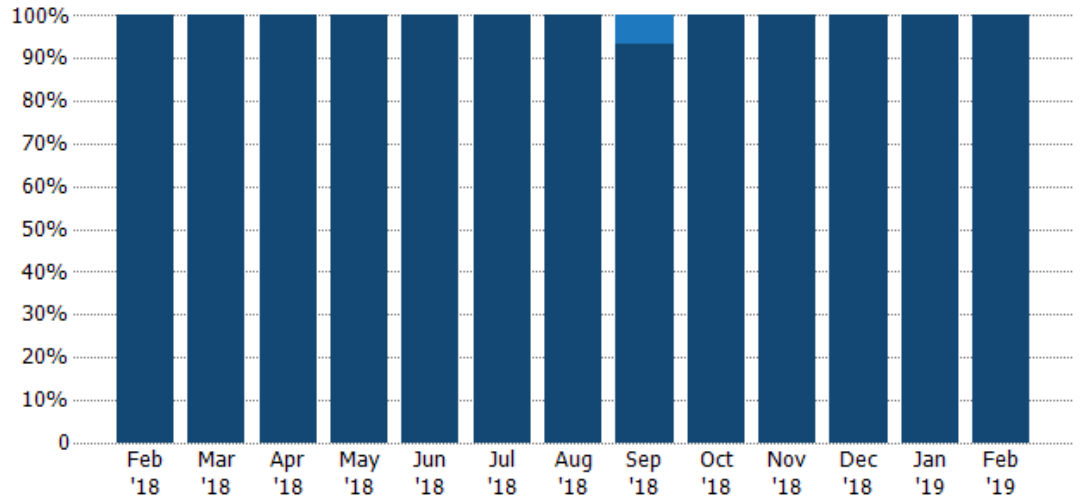
Current Year	\$578K	\$1.77M	\$4.7M	\$3.67M	\$2.11M	\$3.02M	\$7.07M	\$5.71M	\$2.84M	\$4.51M	\$920K	\$1.73M	\$2.68M
Prior Year	\$1.47M	\$2.76M	\$889K	\$2.47M	\$4.91M	\$4.5M	\$4.79M	\$2.01M	\$6.39M	\$2.71M	\$7.72M	\$1.34M	\$578K
Percent Change from Prior Year	-61%	-36%	429%	49%	-57%	-33%	47%	184%	-56%	66%	-88%	30%	365%

## 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%	100%	93%	100%	100%	100%	100%	100%

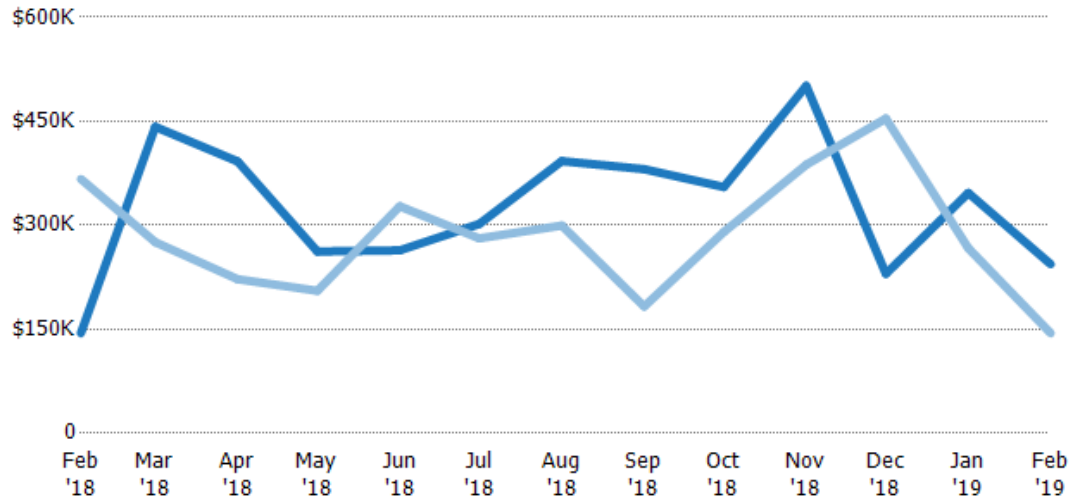
## Average Sales Price

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.
Feb '19	\$244K	69%
Feb '18	\$144K	-60.6%
Feb '17	\$367K	38.6%



Current Year	\$144K	\$442K	\$392K	\$262K	\$264K	\$302K	\$393K	\$381K	\$355K	\$501K	\$230K	\$347K	\$244K
Prior Year	\$367K	\$276K	\$222K	\$205K	\$327K	\$281K	\$300K	\$183K	\$290K	\$387K	\$454K	\$267K	\$144K
Percent Change from Prior Year	-61%	60%	76%	28%	-19%	7%	31%	108%	22%	29%	-49%	30%	69%

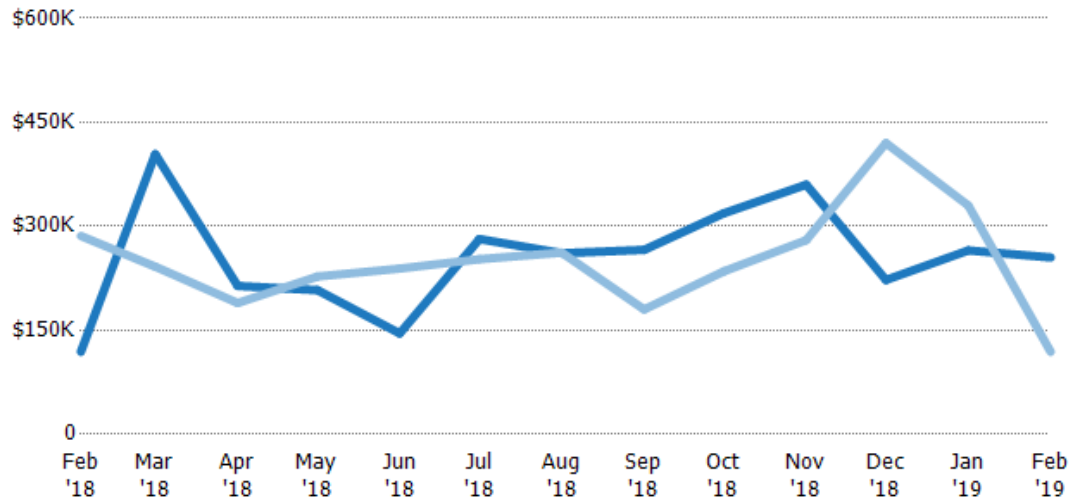
## Median Sales Price

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.
Feb '19	\$255K	114.3%
Feb '18	\$119K	-58.4%
Feb '17	\$286K	79.4%



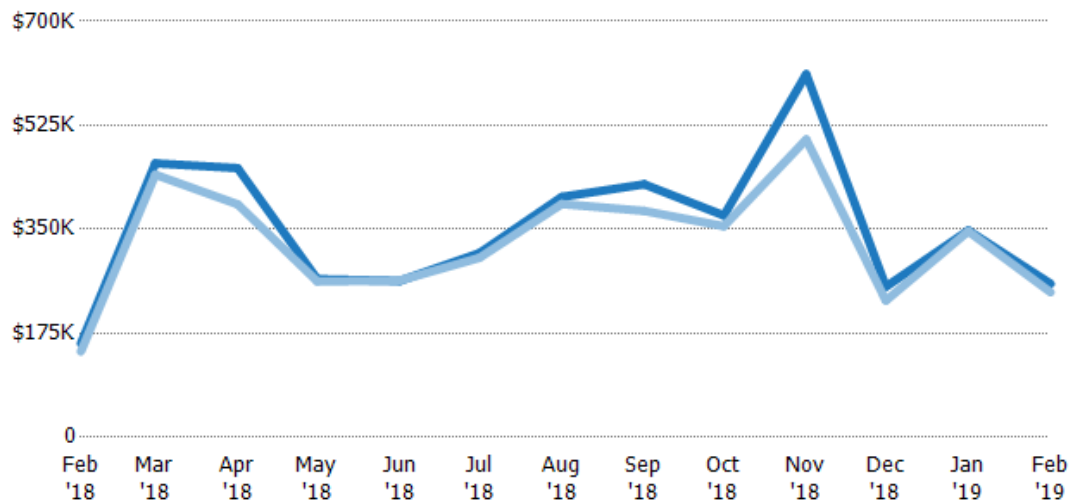
Current Year	\$119K	\$404K	\$214K	\$208K	\$145K	\$282K	\$261K	\$266K	\$319K	\$360K	\$223K	\$265K	\$255K
Prior Year	\$286K	\$242K	\$189K	\$228K	\$239K	\$253K	\$262K	\$180K	\$235K	\$280K	\$420K	\$330K	\$119K
Percent Change from Prior Year	-58%	67%	13%	-9%	-39%	12%	0%	48%	36%	29%	-47%	-20%	114%

## 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



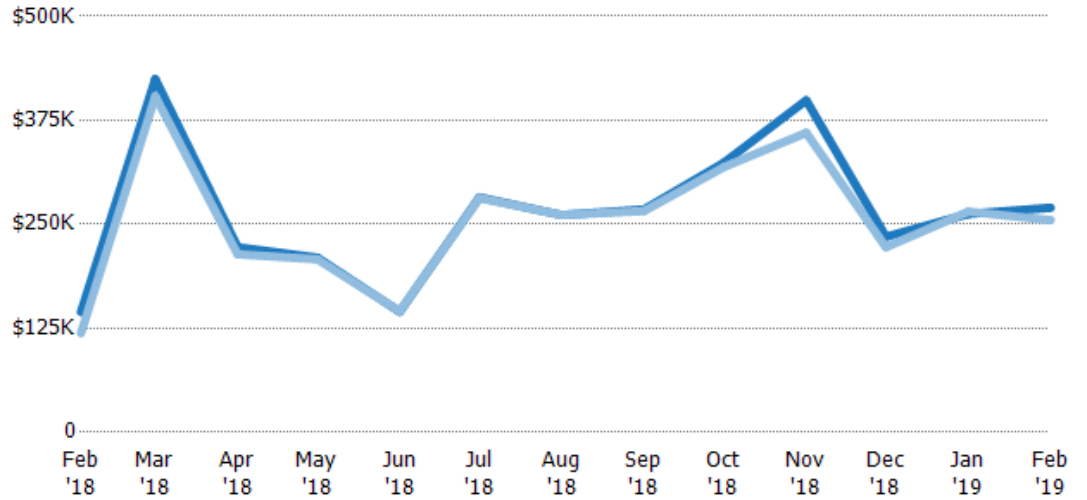
Avg List Price	\$158K	\$461K	\$453K	\$266K	\$263K	\$310K	\$404K	\$426K	\$373K	\$611K	\$253K	\$348K	\$258K
Avg Sales Price	\$144K	\$442K	\$392K	\$262K	\$264K	\$302K	\$393K	\$381K	\$355K	\$501K	\$230K	\$347K	\$244K
Avg Sales Price as a % of Avg List Price	91%	96%	87%	99%	100%	97%	97%	89%	95%	82%	91%	100%	94%

## 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

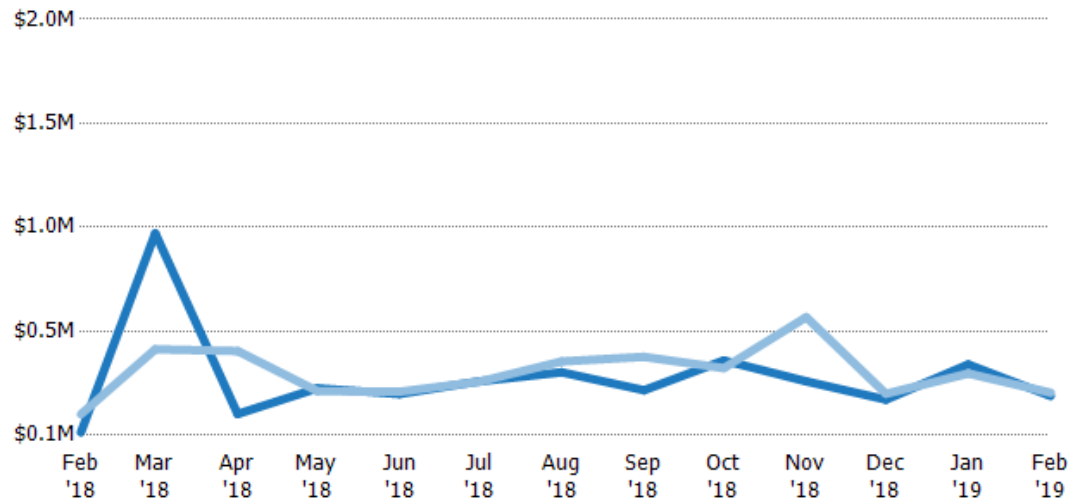


## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

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

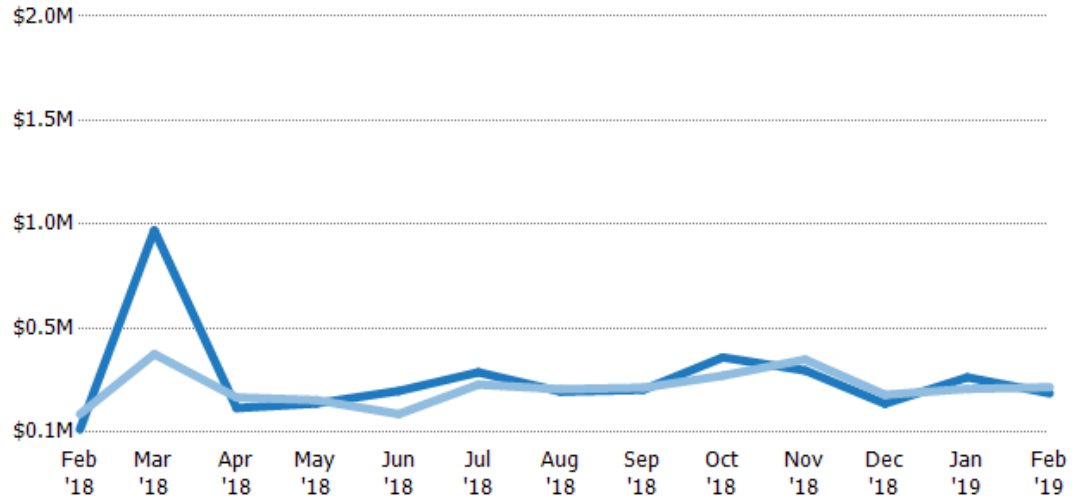


## Median Sales Price vs Median Est Value

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



Median Est Value	\$73K	\$1M	\$173K	\$194K	\$252K	\$340K	\$249K	\$258K	\$409K	\$348K	\$193K	\$316K	\$242K
Median Sales Price	\$144K	\$425K	\$222K	\$210K	\$145K	\$282K	\$261K	\$268K	\$324K	\$399K	\$235K	\$262K	\$270K
Med Sales Price as a % of Med Est Value	198%	42%	129%	108%	57%	83%	105%	104%	79%	115%	122%	83%	112%