

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	45	35	+28.6%	101	86	+17.4%
New Listing Volume	\$15,492,922	\$14,631,129	+5.9%	\$39,912,266	\$31,129,629	+28.2%
Active Listing Count	134	113	+18.6%	N/A	N/A	
Active Listing Volume	\$60,041,567	\$45,647,127	+31.5%	N/A	N/A	
Average Listing Price	\$448,071	\$403,957	+10.9%	\$419,029	\$383,932	+9.1%
Median Listing Price	\$297,000	\$279,000	+6.5%	\$276,831	\$270,095	+2.5%
Median Days in RPR	102.5	75	+36.7%	167.86	166.39	+0.9%
Months of Inventory	26.8	9.4	+184.6%	14.4	12.2	+18.6%
Absorption Rate	3.73%	10.62%	-6.9%	6.93%	8.22%	-1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	21	13	+61.5%	53	48	+10.4%
New Pending Sales Volume	\$5,586,199	\$3,542,600	+57.7%	\$15,307,348	\$12,389,002	+23.6%
Pending Sales Count	28	18	+55.6%	N/A	N/A	
Pending Sales Volume	\$7,829,998	\$4,147,202	+88.8%	N/A	N/A	
Closed Sales Count	15	14	+7.1%	39	41	-4.9%
Closed Sales Volume	\$4,558,100	\$3,671,225	+24.2%	\$11,387,400	\$12,434,150	-8.4%
Average Sales Price	\$303,873	\$262,230	+15.9%	\$291,985	\$303,272	-3.7%
Median Sales Price	\$244,900	\$207,950	+17.8%	\$240,236	\$230,251	+4.3%

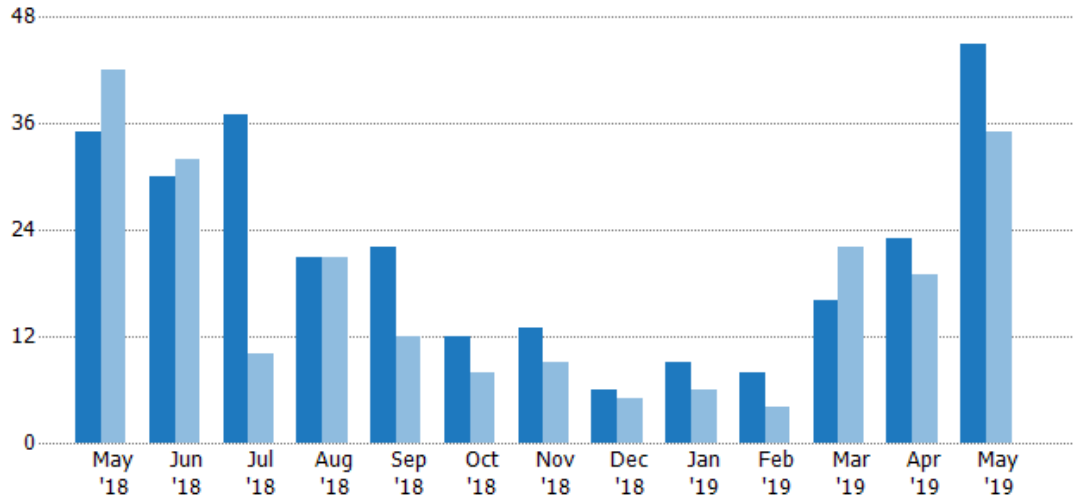
New Listings

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.
May '19	45	28.6%
May '18	35	-16.7%
May '17	42	-33.3%



Current Year	35	30	37	21	22	12	13	6	9	8	16	23	45
Prior Year	42	32	10	21	12	8	9	5	6	4	22	19	35
Percent Change from Prior Year	-17%	-6%	270%	0%	83%	50%	44%	20%	50%	100%	-27%	21%	29%

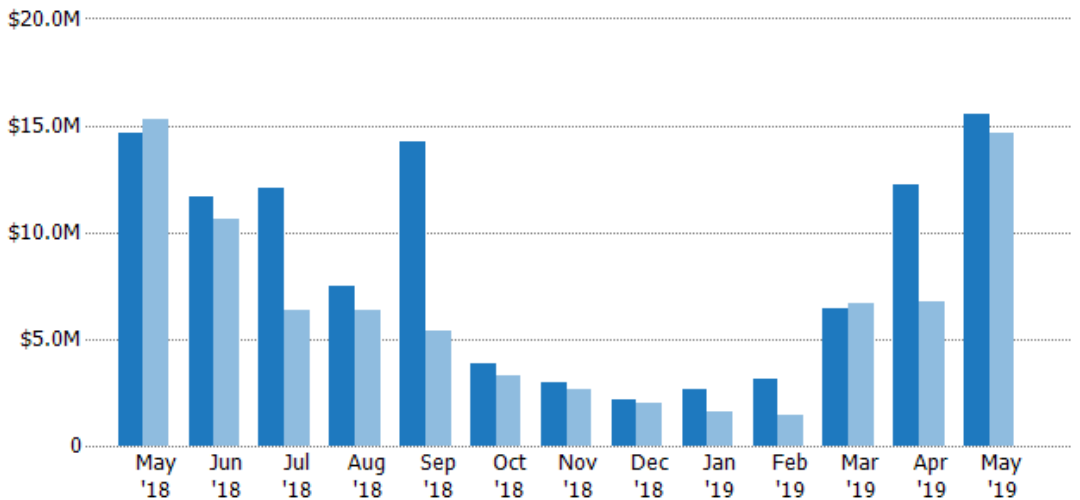
New Listing Volume

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.
May '19	\$15.5M	5.9%
May '18	\$14.6M	-4.1%
May '17	\$15.3M	-52%



Current Year	\$14.6M	\$11.6M	\$12.1M	\$7.49M	\$14.3M	\$3.83M	\$2.97M	\$2.2M	\$2.67M	\$3.12M	\$6.41M	\$12.2M	\$15.5M
Prior Year	\$15.3M	\$10.6M	\$6.33M	\$6.32M	\$5.39M	\$3.32M	\$2.61M	\$1.98M	\$1.63M	\$1.46M	\$6.66M	\$6.75M	\$14.6M
Percent Change from Prior Year	-4%	10%	91%	18%	164%	15%	14%	11%	64%	114%	-4%	81%	6%

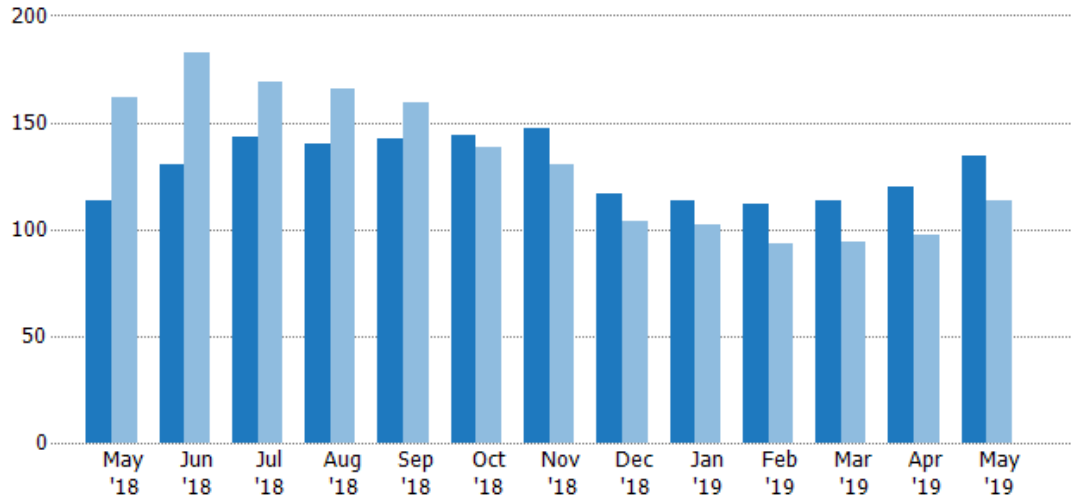
Active Listings

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.
May '19	134	18.6%
May '18	113	-30.2%
May '17	162	-3.7%



Current Year	113	130	143	140	142	144	147	117	113	112	113	120	134
Prior Year	162	183	169	166	159	138	130	104	102	93	94	97	113
Percent Change from Prior Year	-30%	-29%	-15%	-16%	-11%	4%	13%	13%	11%	20%	20%	24%	19%

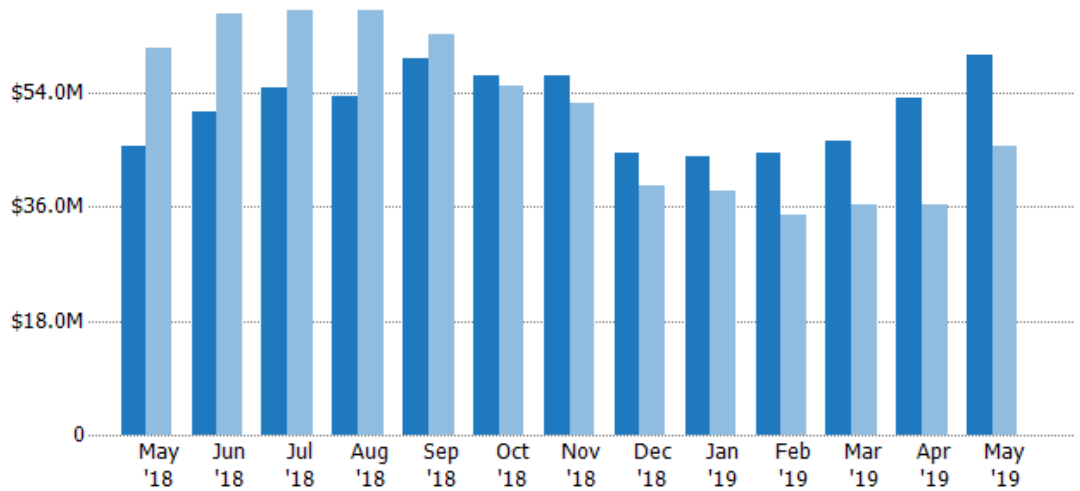
Active Listing Volume

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.
May '19	\$60M	31.5%
May '18	\$45.6M	-25.1%
May '17	\$60.9M	-11.2%



Current Year	\$45.6M	\$51M	\$54.9M	\$53.3M	\$59.3M	\$56.7M	\$56.7M	\$44.6M	\$44M	\$44.4M	\$46.3M	\$53.3M	\$60M
Prior Year	\$60.9M	\$66.4M	\$67M	\$67.1M	\$63.3M	\$55.1M	\$52.5M	\$39.4M	\$38.6M	\$34.8M	\$36.3M	\$36.3M	\$45.6M
Percent Change from Prior Year	-25%	-23%	-18%	-21%	-6%	3%	8%	13%	14%	27%	28%	47%	32%

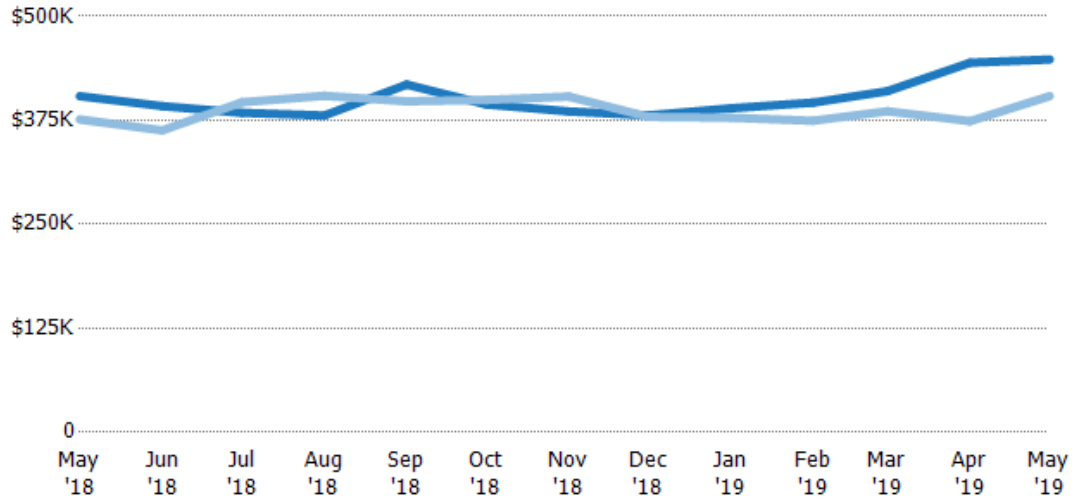
Average Listing Price

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.
May '19	\$448K	10.9%
May '18	\$404K	7.4%
May '17	\$376K	-7.8%



Current Year	\$404K	\$392K	\$384K	\$381K	\$418K	\$394K	\$386K	\$381K	\$389K	\$396K	\$410K	\$444K	\$448K
Prior Year	\$376K	\$363K	\$397K	\$404K	\$398K	\$399K	\$404K	\$379K	\$378K	\$374K	\$386K	\$374K	\$404K
Percent Change from Prior Year	7%	8%	-3%	-6%	5%	-1%	-4%	0%	3%	6%	6%	19%	11%

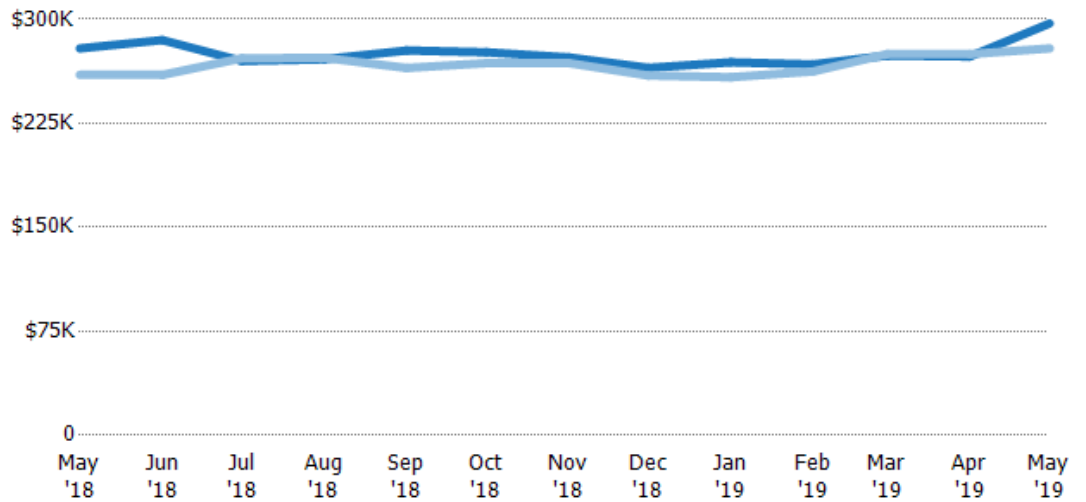
Median Listing Price

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.
May '19	\$297K	6.5%
May '18	\$279K	7.3%
May '17	\$260K	-8.1%



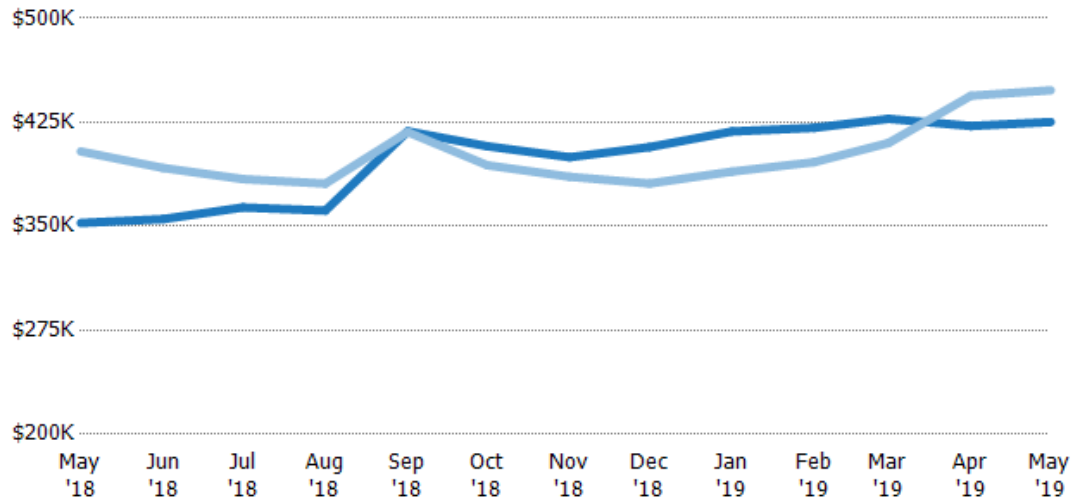
Current Year	\$279K	\$285K	\$270K	\$271K	\$278K	\$276K	\$273K	\$265K	\$269K	\$267K	\$274K	\$273K	\$297K
Prior Year	\$260K	\$260K	\$272K	\$272K	\$265K	\$268K	\$268K	\$259K	\$258K	\$262K	\$275K	\$275K	\$279K
Percent Change from Prior Year	7%	10%	-1%	0%	5%	3%	2%	2%	4%	2%	0%	-1%	6%

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

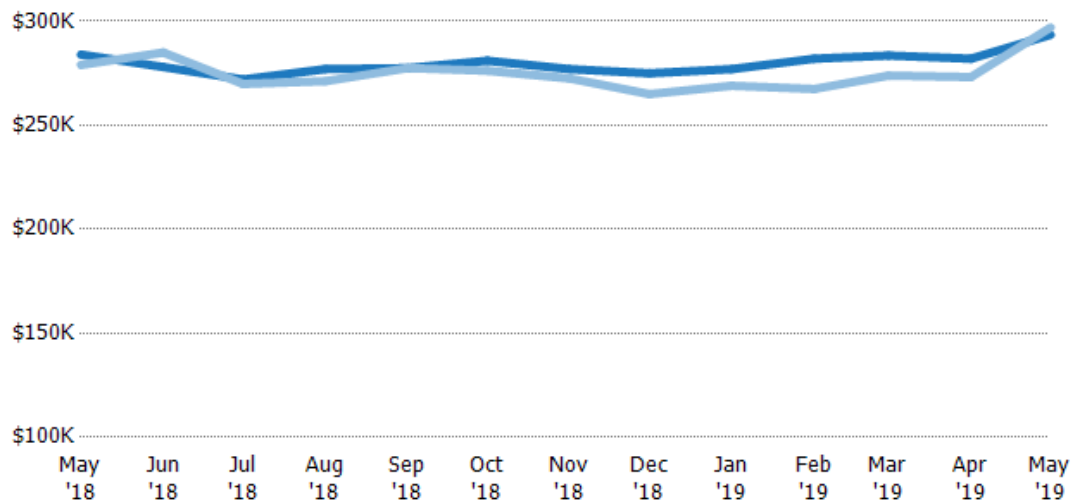


Median Listing Price vs Median Est Value

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



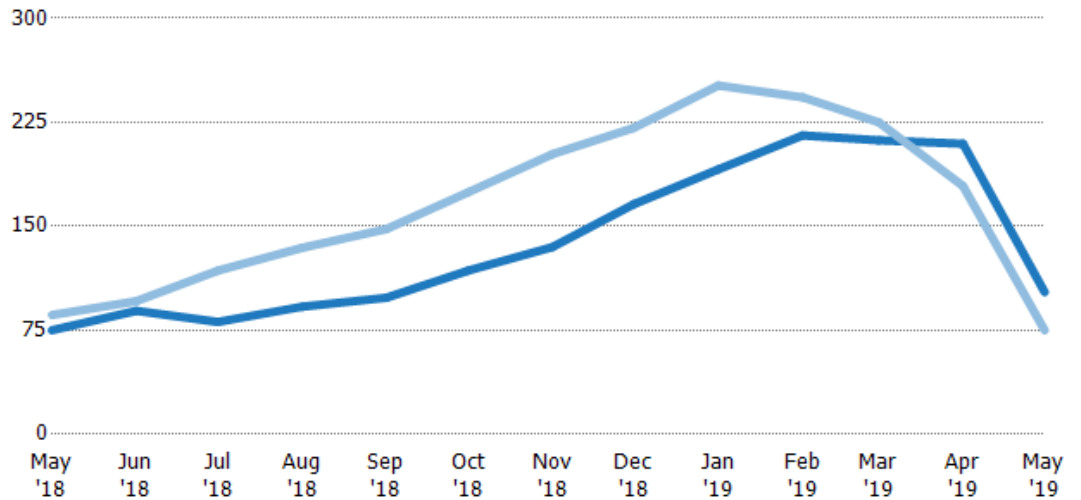
Median Days in RPR

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.
May '19	103	36.7%
May '18	75	-12.8%
May '17	86	4.1%



Current Year	75	89	81	92	98.5	118	135	166	191	216	212	210	103
Prior Year	86	96	118	135	148	175	202	221	252	243	225	179	75
Percent Change from Prior Year	-13%	-7%	-31%	-32%	-33%	-32%	-33%	-25%	-24%	-11%	-6%	17%	37%

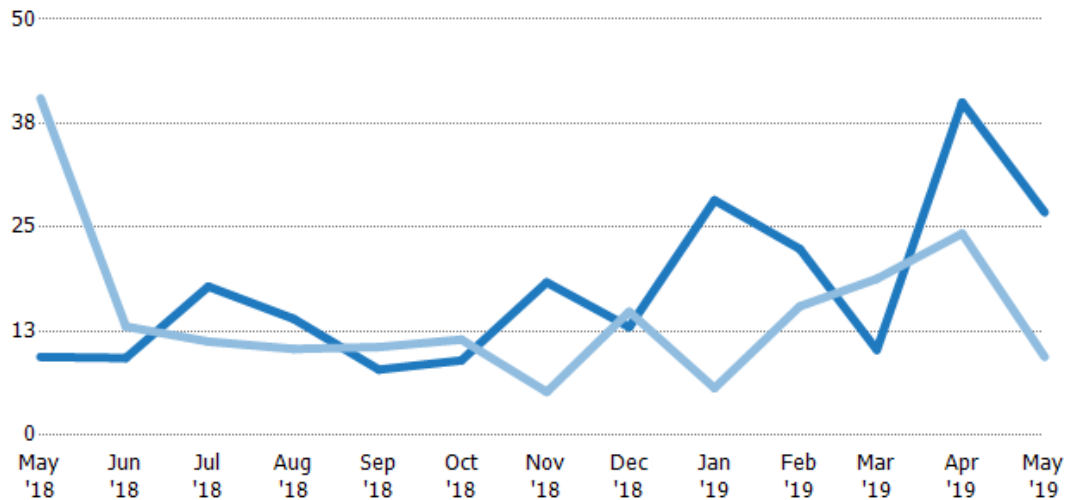
Months of Inventory

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.
May '19	26.8	184.6%
May '18	9.42	-76.7%
May '17	40.5	-23%



Current Year	9.42	9.29	17.9	14	7.89	9	18.4	13	28.3	22.4	10.3	40	26.8
Prior Year	40.5	13.1	11.3	10.4	10.6	11.5	5.2	14.9	5.67	15.5	18.8	24.3	9.42
Percent Change from Prior Year	-77%	-29%	59%	35%	-26%	-22%	253%	-12%	399%	45%	-45%	65%	185%

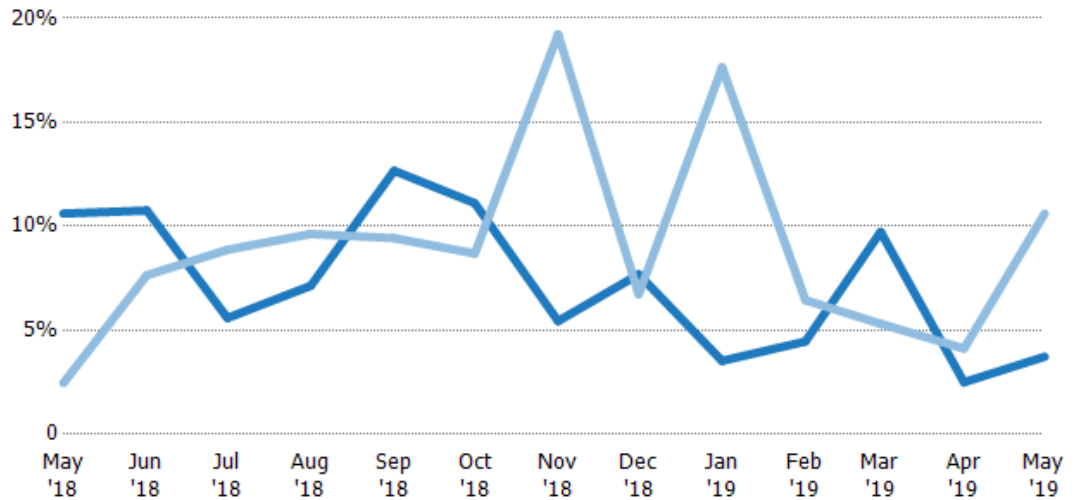
Absorption Rate

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.
May '19	4%	6.9%
May '18	11%	-8.2%
May '17	2%	30.1%



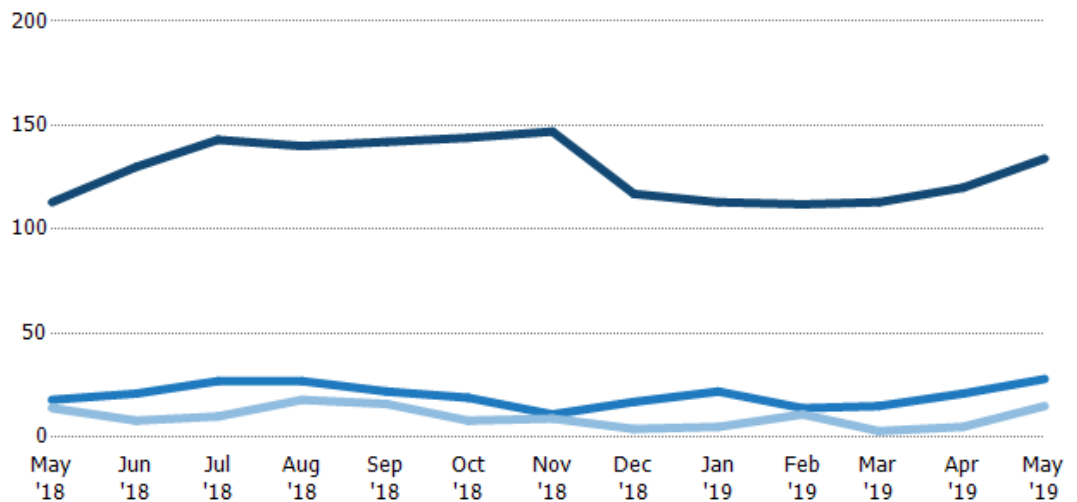
Current Year	11%	11%	6%	7%	13%	11%	5%	8%	4%	4%	10%	3%	4%
Prior Year	2%	8%	9%	10%	9%	9%	19%	7%	18%	6%	5%	4%	11%
Change from Prior Year	-8%	-3%	3%	2%	-3%	-2%	14%	-1%	14%	2%	-4%	2%	7%

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	113	130	143	140	142	144	147	117	113	112	113	120	134
Pending	18	21	27	27	22	19	11	17	22	14	15	21	28
Sold	14	8	10	18	16	8	9	4	5	11	3	5	15

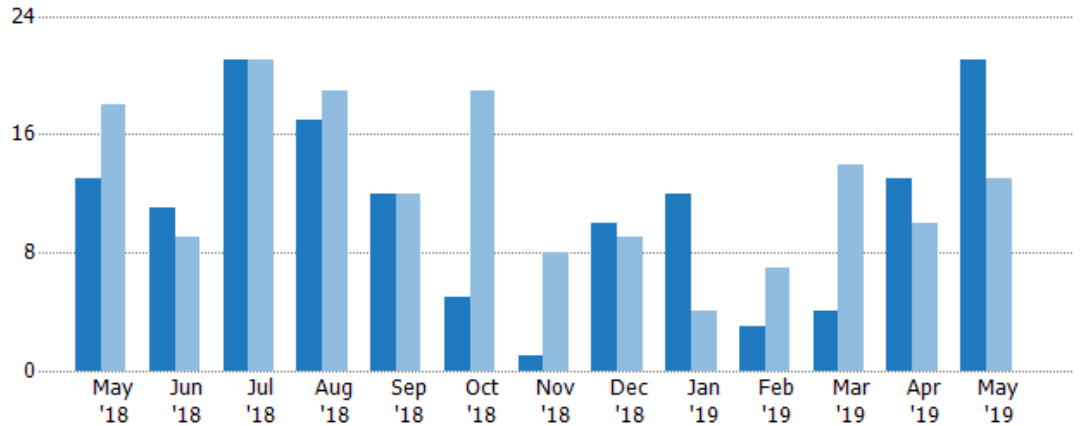
New Pending Sales

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.
May '19	21	61.5%
May '18	13	-27.8%
May '17	18	-11.1%



Current Year	13	11	21	17	12	5	1	10	12	3	4	13	21
Prior Year	18	9	21	19	12	19	8	9	4	7	14	10	13
Percent Change from Prior Year	-28%	22%	0%	-11%	0%	-74%	-88%	11%	200%	-57%	-71%	30%	62%

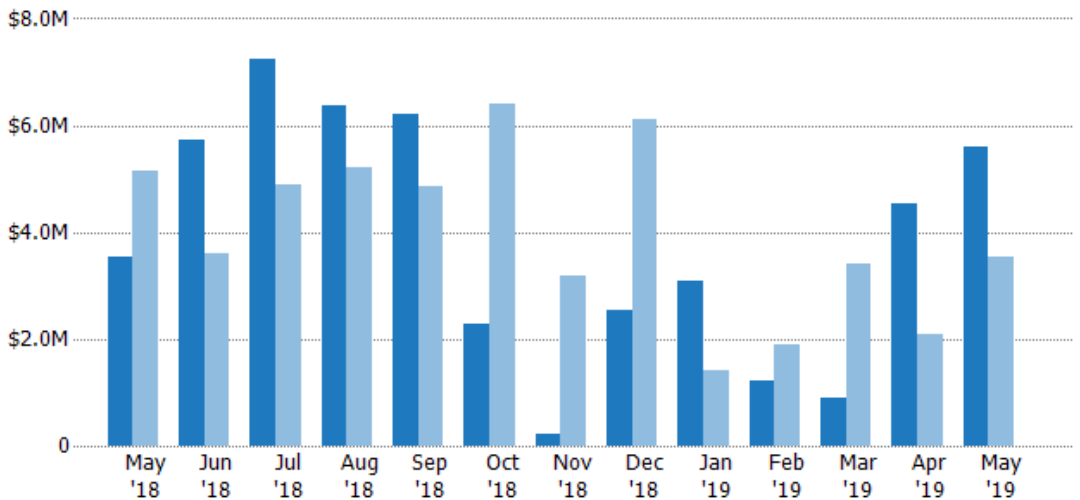
New Pending Sales Volume

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.
May '19	\$5.59M	57.7%
May '18	\$3.54M	-31.1%
May '17	\$5.14M	-19.6%



Current Year	\$3.54M	\$5.72M	\$7.24M	\$6.37M	\$6.2M	\$2.29M	\$230K	\$2.55M	\$3.08M	\$1.21M	\$895K	\$4.54M	\$5.59M
Prior Year	\$5.14M	\$3.59M	\$4.88M	\$5.23M	\$4.85M	\$6.41M	\$3.17M	\$6.11M	\$1.42M	\$1.9M	\$3.42M	\$2.1M	\$3.54M
Percent Change from Prior Year	-31%	59%	48%	22%	28%	-64%	-93%	-58%	116%	-37%	-74%	117%	58%

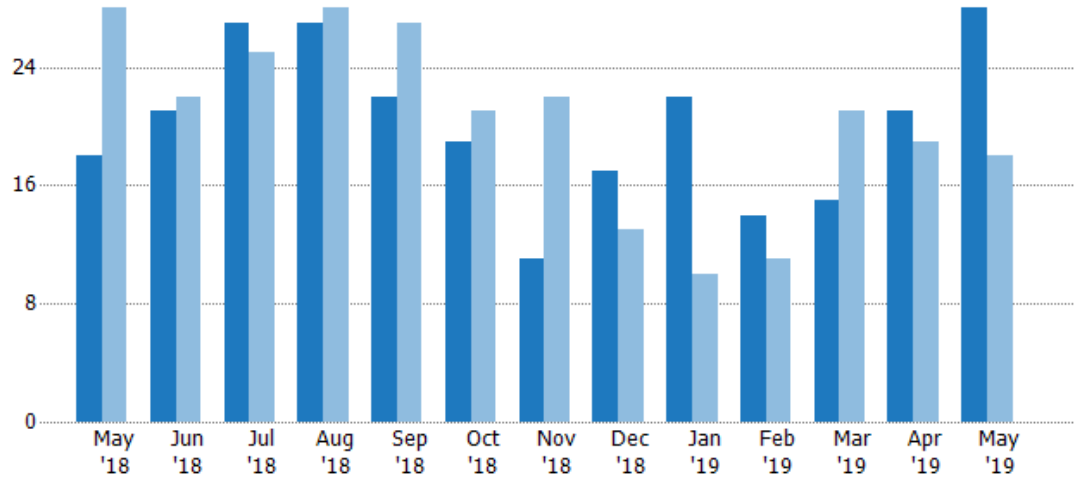
Pending Sales

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.
May '19	28	55.6%
May '18	18	-35.7%
May '17	28	-7.1%



Current Year	18	21	27	27	22	19	11	17	22	14	15	21	28
Prior Year	28	22	25	28	27	21	22	13	10	11	21	19	18
Percent Change from Prior Year	-36%	-5%	8%	-4%	-19%	-10%	-50%	31%	120%	27%	-29%	11%	56%

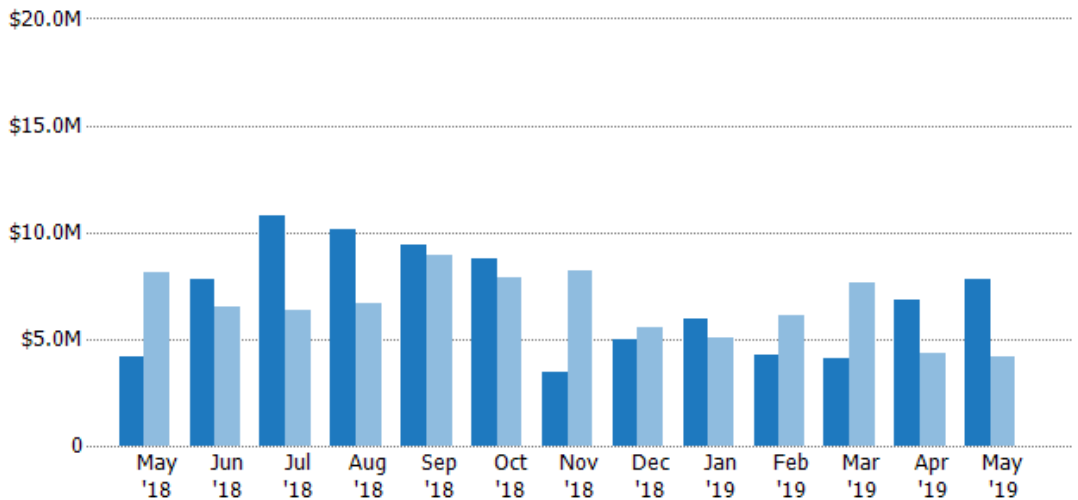
Pending Sales Volume

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.
May '19	\$7.83M	88.8%
May '18	\$4.15M	-48.7%
May '17	\$8.09M	-18.7%



Current Year	\$4.15M	\$7.76M	\$10.8M	\$10.1M	\$9.43M	\$8.74M	\$3.47M	\$5M	\$5.91M	\$4.27M	\$4.09M	\$6.87M	\$7.83M
Prior Year	\$8.09M	\$6.53M	\$6.31M	\$6.66M	\$8.89M	\$7.91M	\$8.23M	\$5.57M	\$5.09M	\$6.09M	\$7.67M	\$4.33M	\$4.15M
Percent Change from Prior Year	-49%	19%	71%	52%	6%	10%	-58%	-10%	16%	-30%	-47%	59%	89%

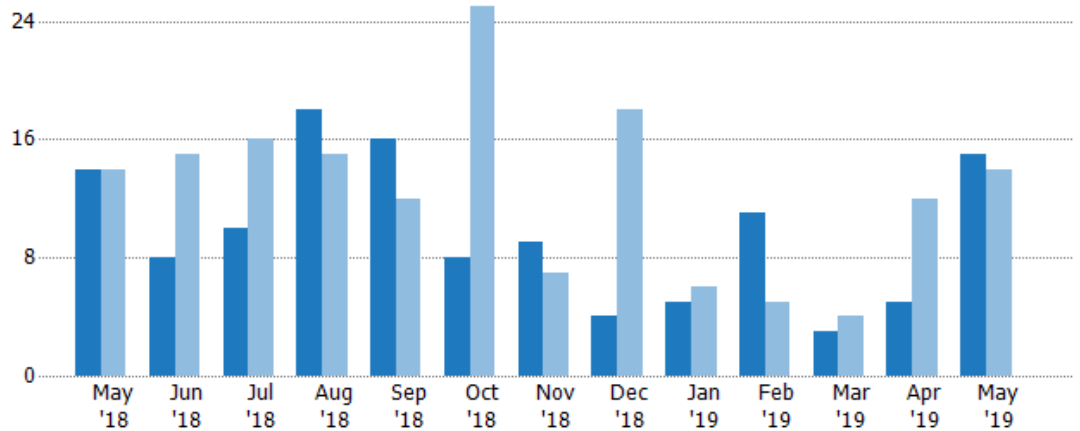
Closed Sales

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.
May '19	15	7.1%
May '18	14	0%
May '17	14	-28.6%



Current Year	14	8	10	18	16	8	9	4	5	11	3	5	15
Prior Year	14	15	16	15	12	25	7	18	6	5	4	12	14
Percent Change from Prior Year	0%	-47%	-38%	20%	33%	-68%	29%	-78%	-17%	120%	-25%	-58%	7%

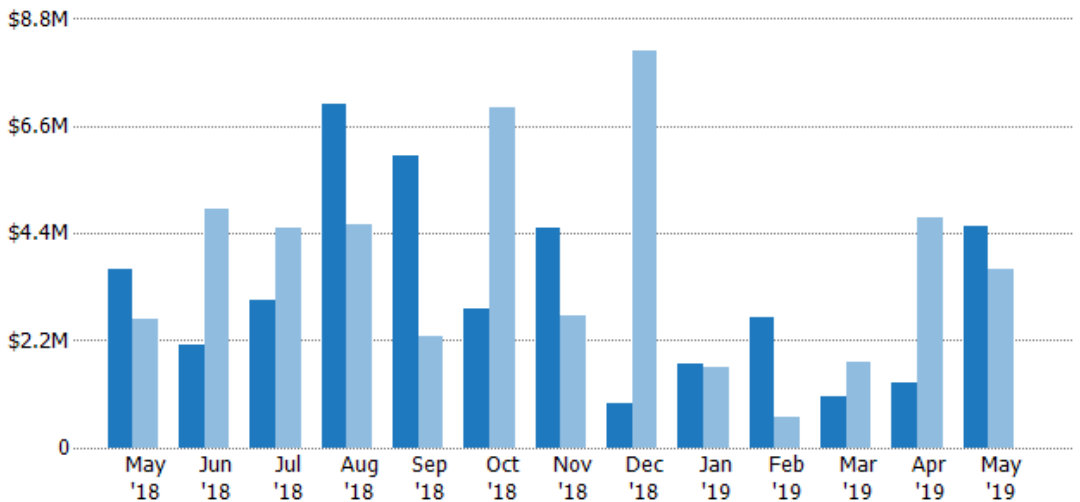
Closed Sales Volume

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.
May '19	\$4.56M	24.2%
May '18	\$3.67M	39.7%
May '17	\$2.63M	-10.4%



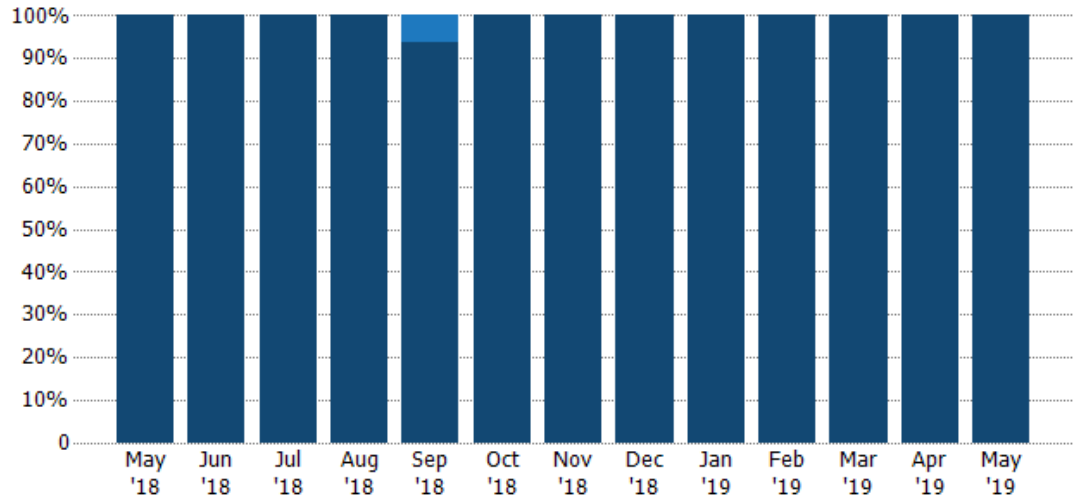
Current Year	\$3.67M	\$2.11M	\$3.02M	\$7.07M	\$5.98M	\$2.84M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.07M	\$1.34M	\$4.56M
Prior Year	\$2.63M	\$4.91M	\$4.5M	\$4.57M	\$2.3M	\$6.98M	\$2.71M	\$8.14M	\$1.67M	\$625K	\$1.77M	\$4.7M	\$3.67M
Percent Change from Prior Year	40%	-57%	-33%	54%	160%	-59%	66%	-89%	4%	329%	-39%	-71%	24%

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	-	-	-	-	6%	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	94%	100%	100%	100%	100%	100%	100%	100%	100%

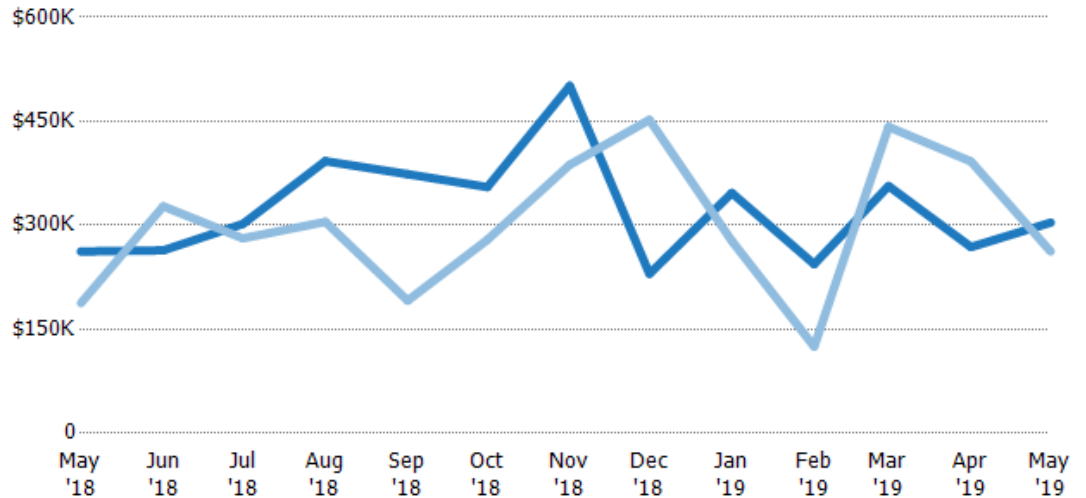
Average Sales Price

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.
May '19	\$304K	15.9%
May '18	\$262K	39.7%
May '17	\$188K	25.5%



Current Year	\$262K	\$264K	\$302K	\$393K	\$374K	\$355K	\$501K	\$230K	\$347K	\$244K	\$357K	\$269K	\$304K
Prior Year	\$188K	\$327K	\$281K	\$305K	\$191K	\$279K	\$387K	\$452K	\$278K	\$125K	\$442K	\$392K	\$262K
Percent Change from Prior Year	40%	-19%	7%	29%	95%	27%	29%	-49%	25%	95%	-19%	-31%	16%

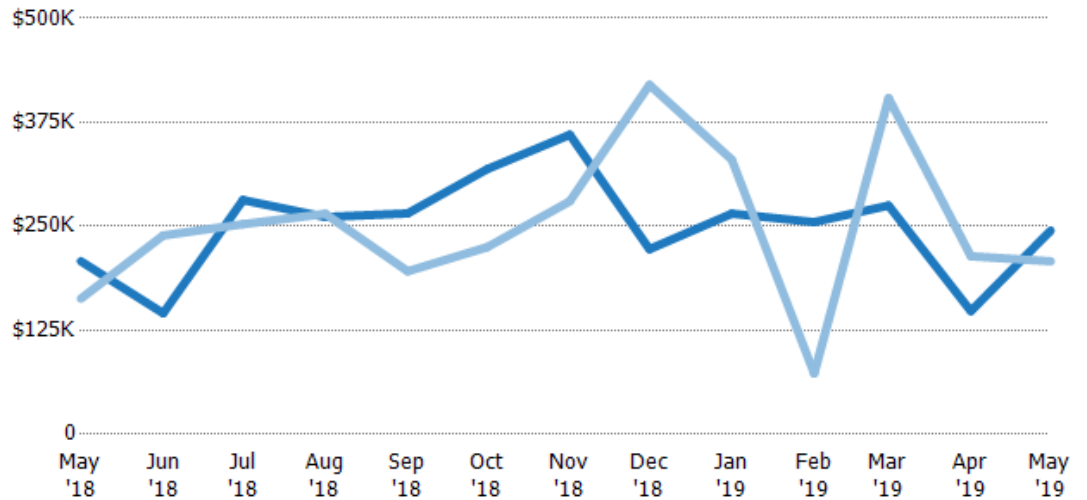
Median Sales Price

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.
May '19	\$245K	17.8%
May '18	\$208K	27.6%
May '17	\$163K	27.3%



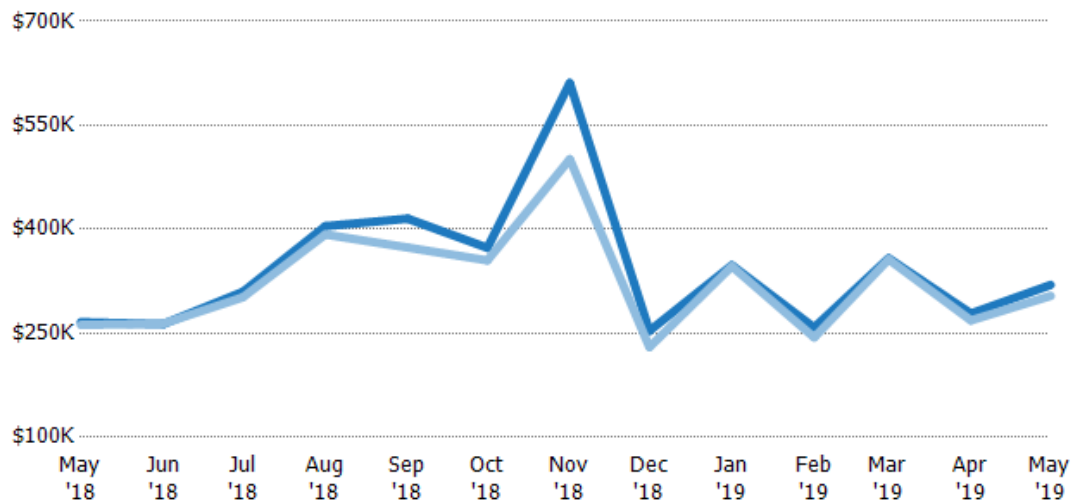
Current Year	\$208K	\$145K	\$282K	\$261K	\$266K	\$319K	\$360K	\$223K	\$265K	\$255K	\$275K	\$148K	\$245K
Prior Year	\$163K	\$239K	\$253K	\$265K	\$196K	\$225K	\$280K	\$420K	\$330K	\$73K	\$404K	\$214K	\$208K
Percent Change from Prior Year	28%	-39%	12%	-1%	36%	42%	29%	-47%	-20%	249%	-32%	-31%	18%

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



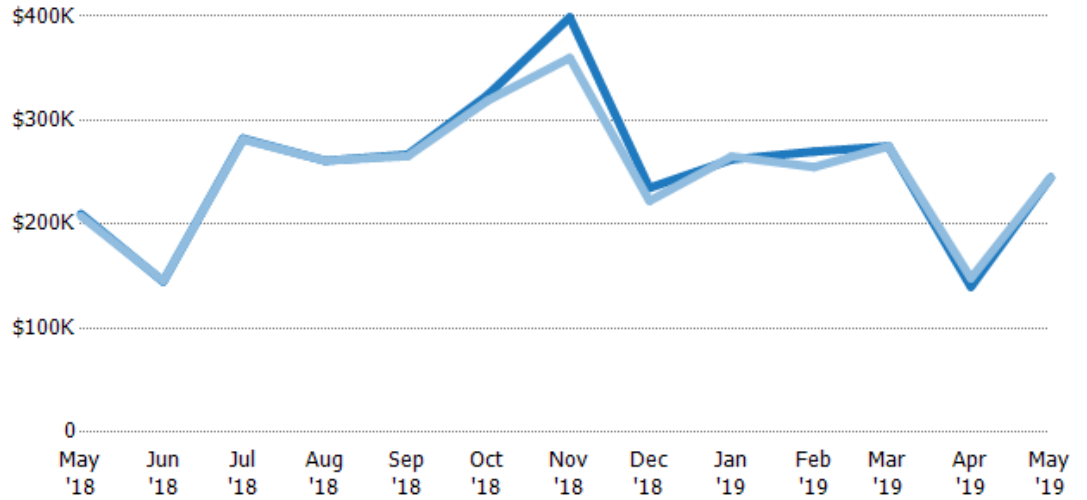
Avg List Price	\$266K	\$263K	\$310K	\$404K	\$415K	\$373K	\$611K	\$253K	\$348K	\$258K	\$358K	\$279K	\$320K
Avg Sales Price	\$262K	\$264K	\$302K	\$393K	\$374K	\$355K	\$501K	\$230K	\$347K	\$244K	\$357K	\$269K	\$304K
Avg Sales Price as a % of Avg List Price	99%	100%	97%	97%	90%	95%	82%	91%	100%	94%	100%	96%	95%

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



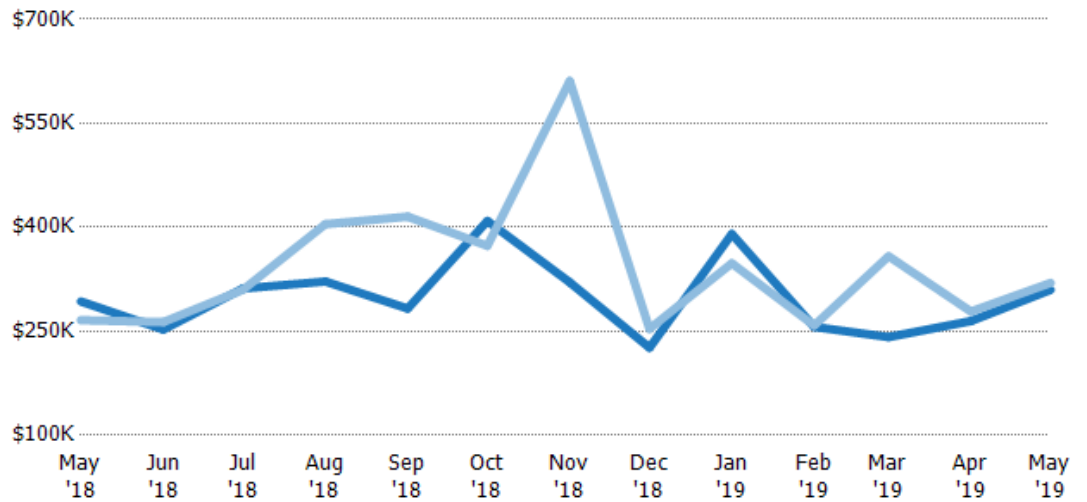
Median List Price	\$210K	\$145K	\$282K	\$261K	\$267K	\$324K	\$399K	\$235K	\$262K	\$270K	\$275K	\$140K	\$245K
Median Sales Price	\$208K	\$145K	\$282K	\$261K	\$266K	\$319K	\$360K	\$223K	\$265K	\$255K	\$275K	\$148K	\$245K
Med Sales Price as a % of Med List Price	99%	100%	100%	100%	99%	98%	90%	95%	101%	94%	100%	106%	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



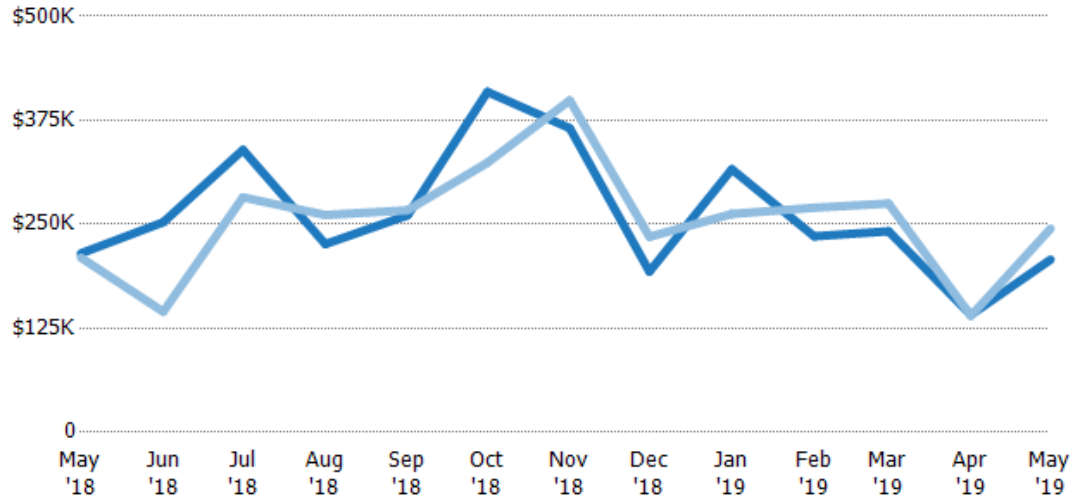
Avg Est Value	\$293K	\$252K	\$312K	\$322K	\$283K	\$409K	\$321K	\$226K	\$390K	\$256K	\$242K	\$265K	\$310K
Avg Sales Price	\$266K	\$263K	\$310K	\$404K	\$415K	\$373K	\$611K	\$253K	\$348K	\$258K	\$358K	\$279K	\$320K
Avg Sales Price as a % of Avg Est Value	91%	104%	99%	126%	147%	91%	191%	112%	89%	101%	148%	105%	103%

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	\$215K	\$252K	\$340K	\$226K	\$261K	\$409K	\$366K	\$193K	\$316K	\$236K	\$242K	\$141K	\$208K
Median Sales Price	\$210K	\$145K	\$282K	\$261K	\$267K	\$324K	\$399K	\$235K	\$262K	\$270K	\$275K	\$140K	\$245K
Med Sales Price as a % of Med Est Value	98%	57%	83%	115%	102%	79%	109%	122%	83%	115%	114%	99%	118%