

## 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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	27	30	-10%	128	113	+13.3%
New Listing Volume	\$8,580,200	\$11,578,100	-25.9%	\$48,269,616	\$39,940,729	+20.9%
Active Listing Count	136	128	+6.3%	N/A	N/A	
Active Listing Volume	\$62,388,872	\$48,674,197	+28.2%	N/A	N/A	
Average Listing Price	\$458,742	\$380,267	+20.6%	\$422,697	\$380,893	+11%
Median Listing Price	\$299,500	\$285,000	+5.1%	\$279,909	\$272,975	+2.5%
Median Days in RPR	82	89	-7.9%	146.51	154.63	-5.3%
Months of Inventory	9.1	9.1	-0.8%	15.1	11.1	+35.8%
Absorption Rate	11.03%	10.94%	+0.1%	6.64%	9.02%	-2.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	21	11	+90.9%	73	59	+23.7%
New Pending Sales Volume	\$5,571,195	\$5,715,130	-2.5%	\$20,643,543	\$18,104,132	+14%
Pending Sales Count	21	20	+5%	N/A	N/A	
Pending Sales Volume	\$5,066,394	\$7,231,632	-29.9%	N/A	N/A	
Closed Sales Count	15	8	+87.5%	54	49	+10.2%
Closed Sales Volume	\$4,366,300	\$2,110,400	+106.9%	\$15,753,700	\$14,544,550	+8.3%
Average Sales Price	\$291,087	\$263,800	+10.3%	\$291,735	\$296,828	-1.7%
Median Sales Price	\$270,000	\$145,450	+85.6%	\$248,504	\$216,406	+14.8%

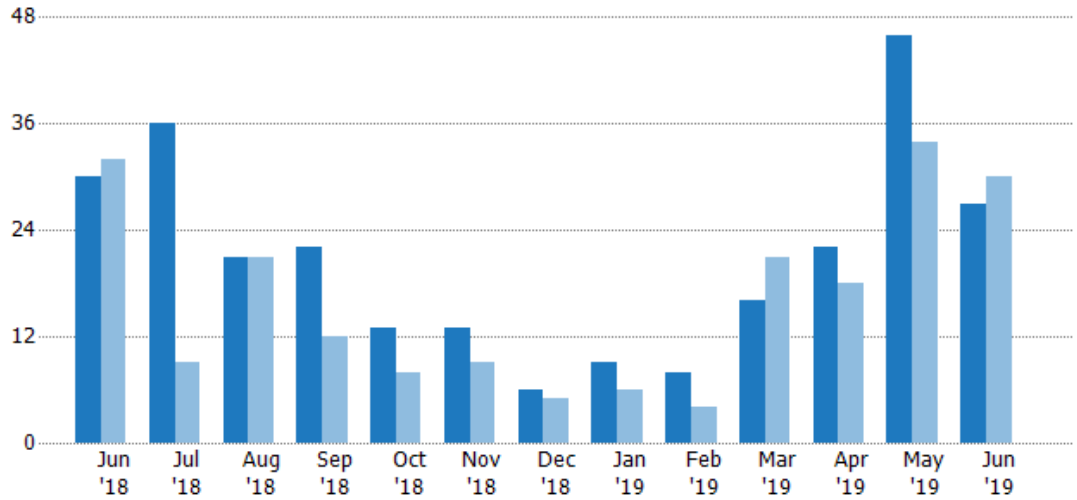
## New Listings

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

Month/ Year	Count	% Chg.
Jun '19	27	-10%
Jun '18	30	-6.3%
Jun '17	32	-6.3%



Current Year	30	36	21	22	13	13	6	9	8	16	22	46	27
Prior Year	32	9	21	12	8	9	5	6	4	21	18	34	30
Percent Change from Prior Year	-6%	300%	0%	83%	63%	44%	20%	50%	100%	-24%	22%	35%	-10%

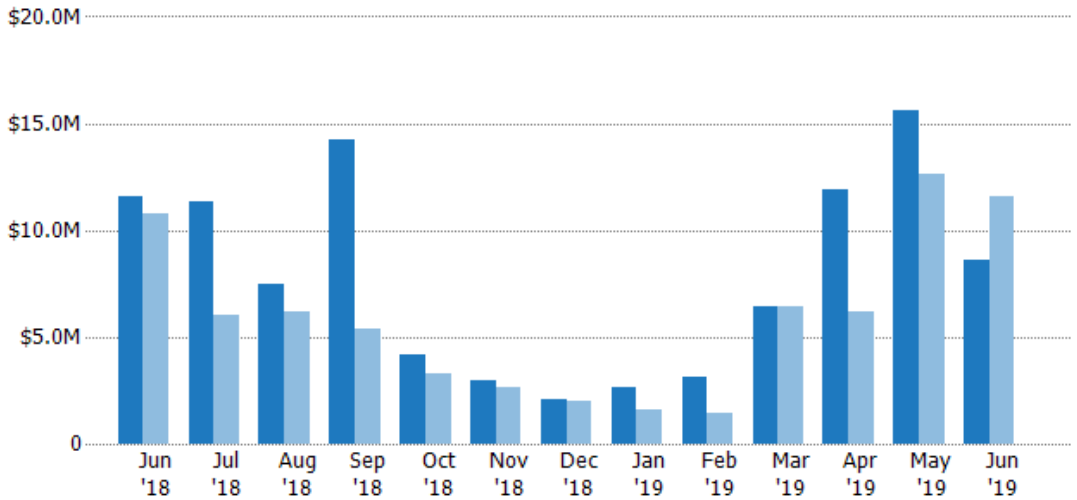
## New Listing Volume

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.
Jun '19	\$8.58M	-25.9%
Jun '18	\$11.6M	7.8%
Jun '17	\$10.7M	4.4%



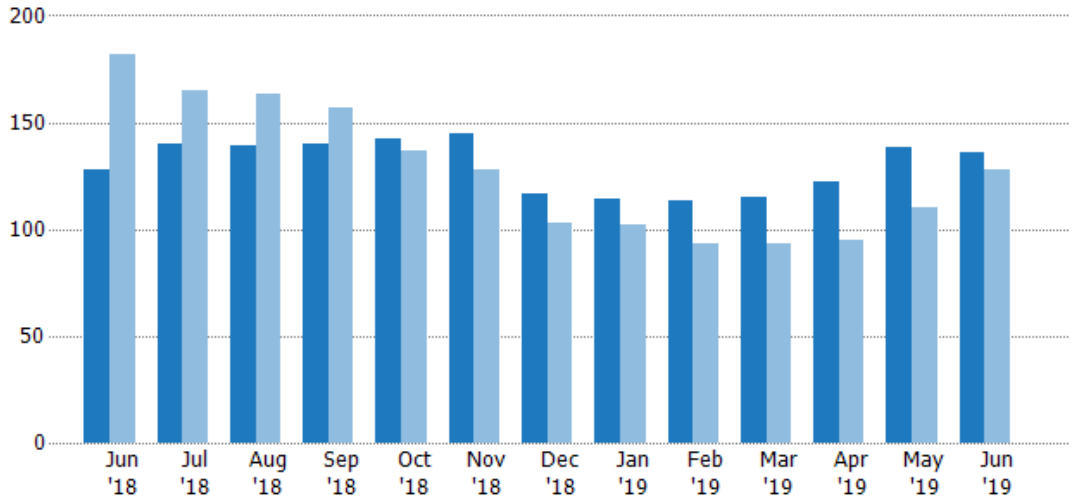
Current Year	\$11.6M	\$11.3M	\$7.45M	\$14.2M	\$4.14M	\$2.94M	\$2.1M	\$2.66M	\$3.1M	\$6.41M	\$11.9M	\$15.6M	\$8.58M
Prior Year	\$10.7M	\$6.03M	\$6.21M	\$5.37M	\$3.32M	\$2.61M	\$1.98M	\$1.63M	\$1.46M	\$6.42M	\$6.22M	\$12.6M	\$11.6M
Percent Change from Prior Year	8%	87%	20%	165%	25%	13%	6%	64%	113%	0%	91%	24%	-26%

## 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



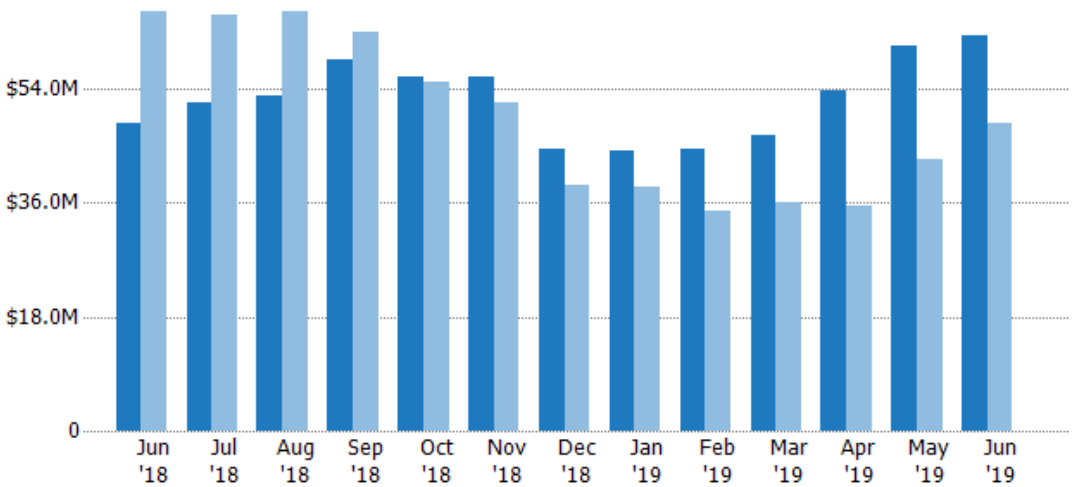
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	128	140	139	140	142	145	117	114	113	115	122	138	136
Prior Year	182	165	163	157	137	128	103	102	93	93	95	110	128
Percent Change from Prior Year	-30%	-15%	-15%	-11%	4%	13%	14%	12%	22%	24%	28%	25%	6%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$48.7M	\$51.8M	\$52.9M	\$58.5M	\$55.9M	\$55.8M	\$44.5M	\$44.1M	\$44.4M	\$46.6M	\$53.7M	\$60.7M	\$62.4M
Prior Year	\$66.2M	\$65.7M	\$66.2M	\$62.8M	\$55.1M	\$51.8M	\$38.9M	\$38.6M	\$34.8M	\$36M	\$35.5M	\$42.9M	\$48.7M
Percent Change from Prior Year	-26%	-21%	-20%	-7%	1%	8%	14%	14%	28%	29%	51%	42%	28%

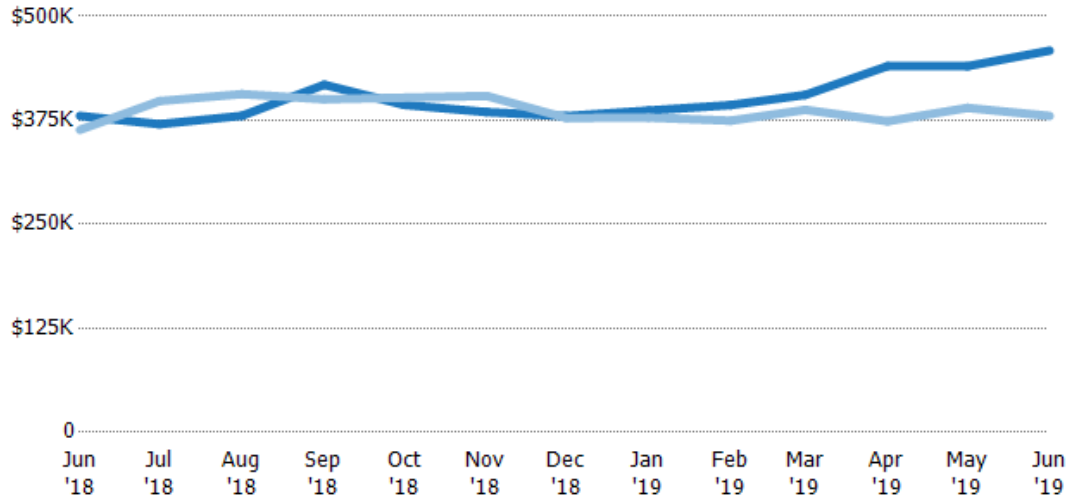
## Average Listing Price

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.
Jun '19	\$459K	20.6%
Jun '18	\$380K	4.6%
Jun '17	\$363K	1.6%



Current Year	\$380K	\$370K	\$380K	\$418K	\$394K	\$385K	\$380K	\$387K	\$393K	\$405K	\$440K	\$440K	\$459K
Prior Year	\$363K	\$398K	\$406K	\$400K	\$402K	\$404K	\$378K	\$378K	\$375K	\$388K	\$374K	\$390K	\$380K
Percent Change from Prior Year	5%	-7%	-6%	4%	-2%	-5%	1%	2%	5%	5%	18%	13%	21%

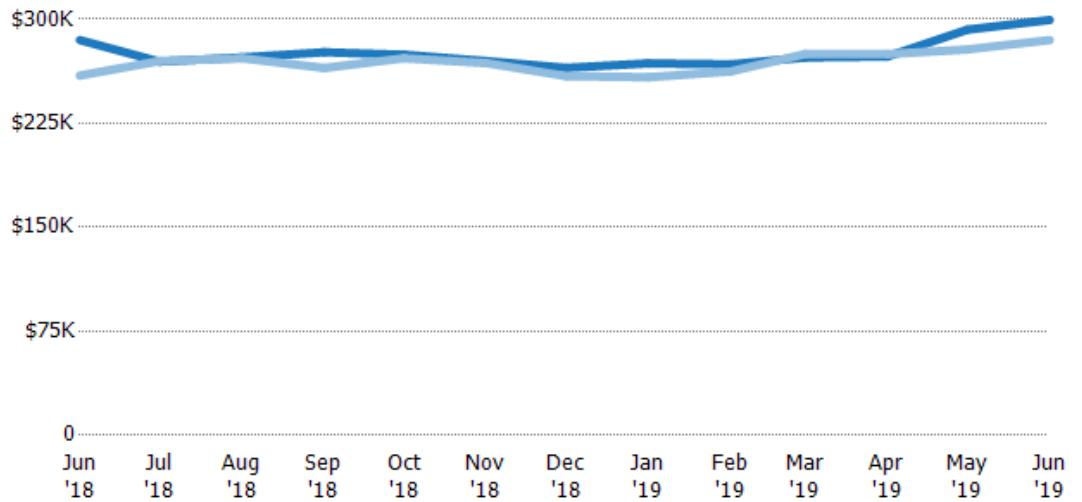
## Median Listing Price

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.
Jun '19	\$300K	5.1%
Jun '18	\$285K	9.8%
Jun '17	\$259K	-4%



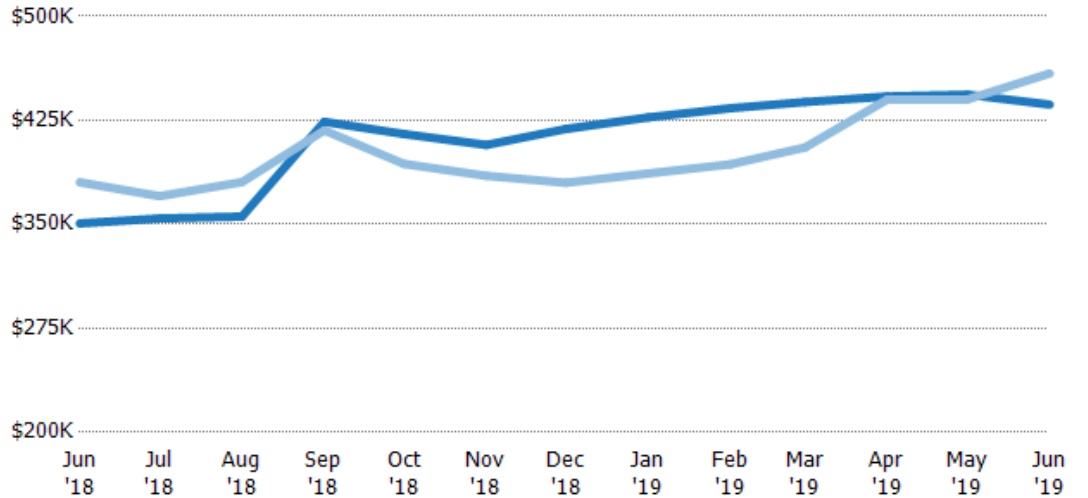
Current Year	\$285K	\$269K	\$273K	\$276K	\$274K	\$270K	\$265K	\$268K	\$268K	\$273K	\$273K	\$293K	\$300K
Prior Year	\$259K	\$270K	\$272K	\$265K	\$272K	\$268K	\$259K	\$258K	\$262K	\$275K	\$275K	\$278K	\$285K
Percent Change from Prior Year	10%	0%	0%	4%	1%	1%	2%	4%	2%	-1%	-1%	5%	5%

## 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



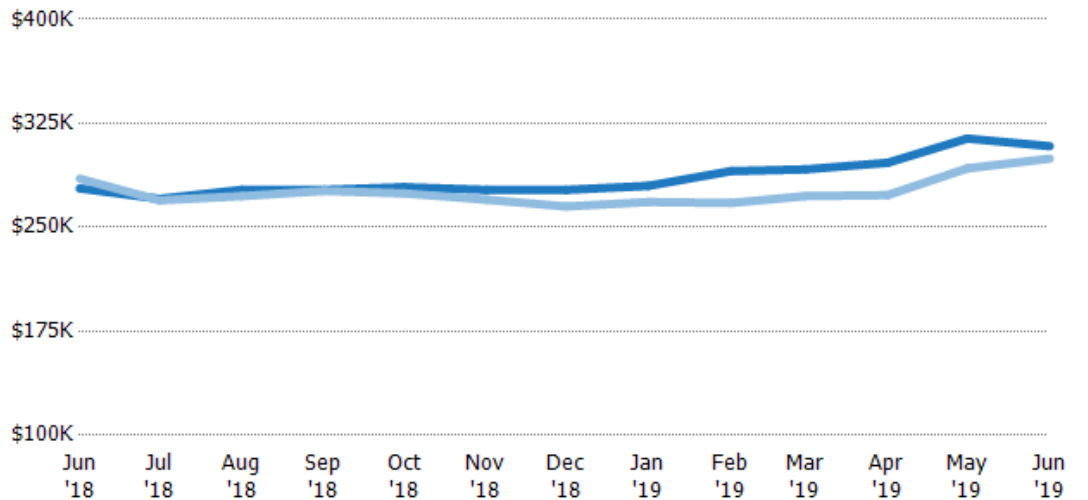
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$351K	\$354K	\$356K	\$424K	\$415K	\$407K	\$419K	\$427K	\$434K	\$438K	\$442K	\$444K	\$436K
Avg Listing Price	\$380K	\$370K	\$380K	\$418K	\$394K	\$385K	\$380K	\$387K	\$393K	\$405K	\$440K	\$440K	\$459K
Avg Listing Price as a % of Avg Est Value	108%	105%	107%	99%	95%	95%	91%	91%	91%	93%	100%	99%	105%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$278K	\$271K	\$277K	\$277K	\$279K	\$277K	\$277K	\$280K	\$291K	\$292K	\$297K	\$314K	\$309K
Median Listing Price	\$285K	\$269K	\$273K	\$276K	\$274K	\$270K	\$265K	\$268K	\$268K	\$273K	\$273K	\$293K	\$300K
Med Listing Price as a % of Med Est Value	103%	100%	98%	100%	98%	97%	96%	96%	92%	93%	92%	93%	97%

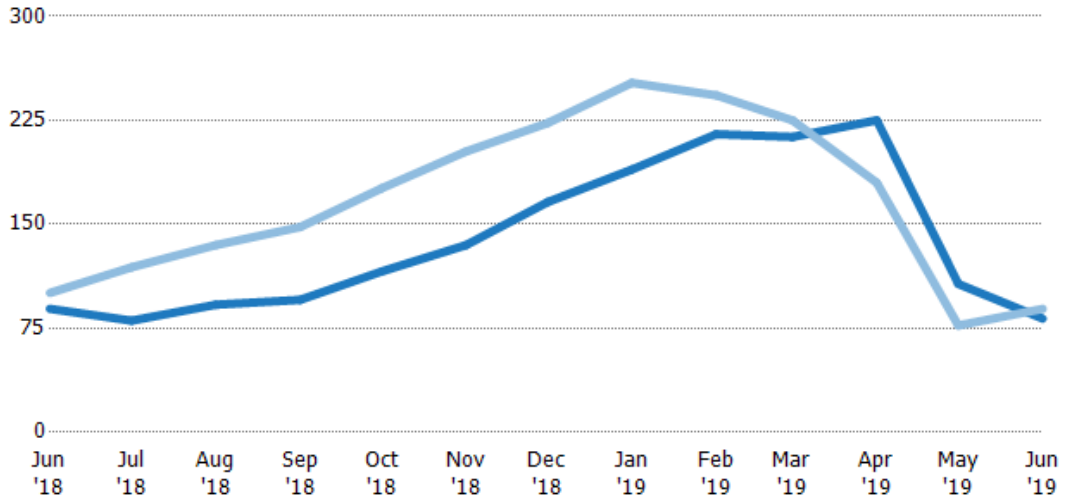
## Median Days in RPR

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.
Jun '19	82	-7.9%
Jun '18	89	-11.4%
Jun '17	101	-0.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	89	80.5	92	95.5	116	135	166	190	215	213	225	107	82
Prior Year	101	119	135	148	176	203	223	252	243	225	180	77	89
Percent Change from Prior Year	-11%	-32%	-32%	-35%	-34%	-33%	-26%	-25%	-12%	-5%	25%	39%	-8%

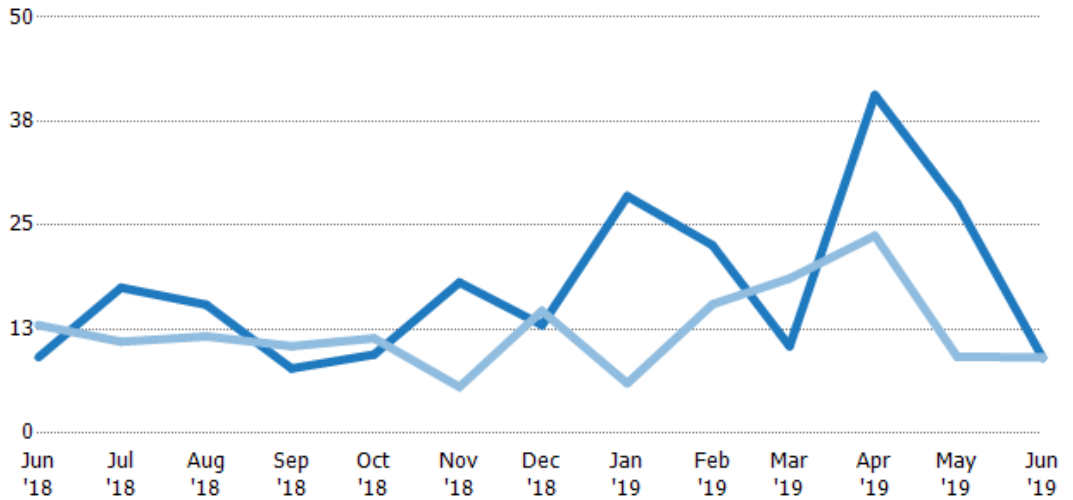
## Months of Inventory

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

Month/Year	Months	% Chg.
Jun '19	9.07	-0.8%
Jun '18	9.14	-29.7%
Jun '17	13	26.9%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	9.14	17.5	15.4	7.78	9.47	18.1	13	28.5	22.6	10.5	40.7	27.6	9.07
Prior Year	13	11	11.6	10.5	11.4	5.57	14.7	6	15.5	18.6	23.8	9.17	9.14
Percent Change from Prior Year	-30%	59%	33%	-26%	-17%	226%	-12%	375%	46%	-44%	71%	201%	-1%

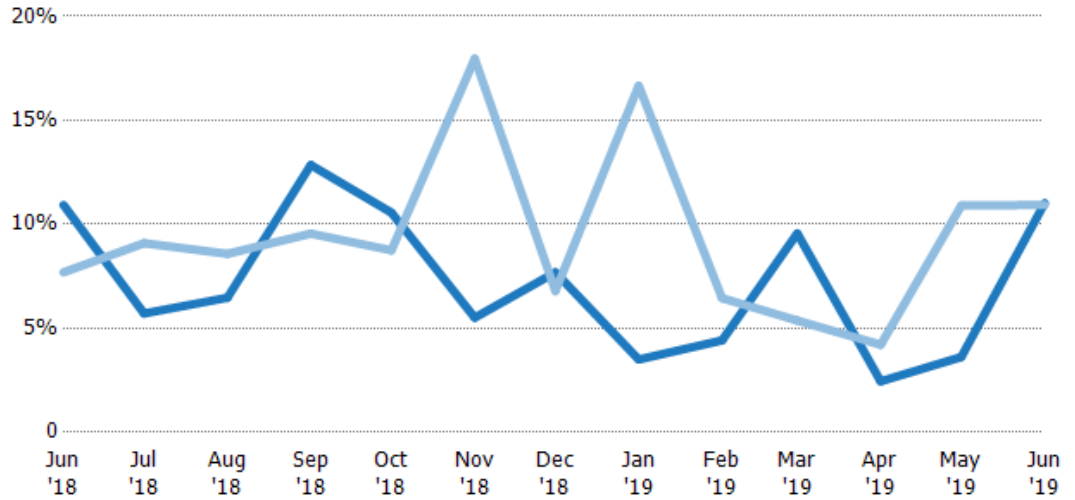
## Absorption Rate

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.
Jun '19	11%	-0.1%
Jun '18	11%	-3.2%
Jun '17	8%	-21.2%



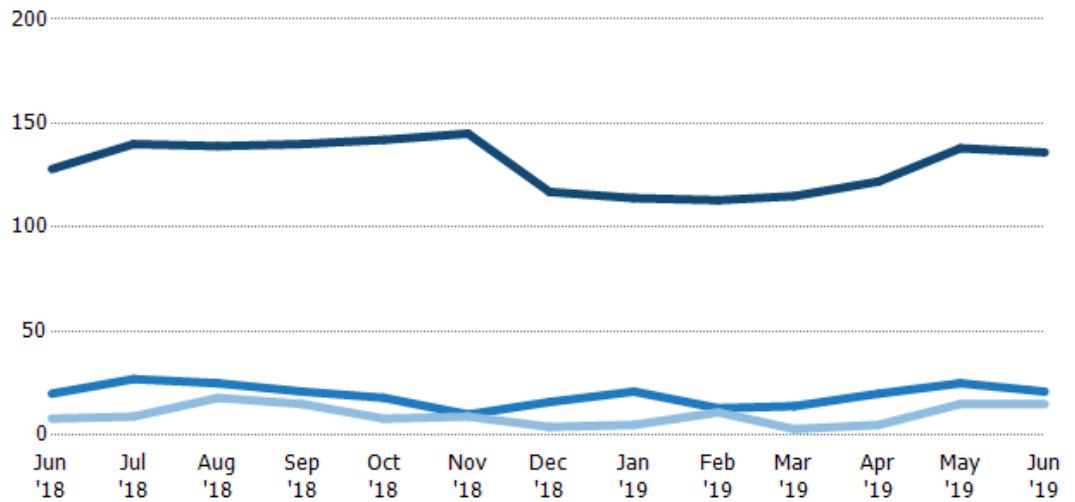
Current Year	11%	6%	6%	13%	11%	6%	8%	4%	4%	10%	2%	4%	11%
Prior Year	8%	9%	9%	10%	9%	18%	7%	17%	6%	5%	4%	11%	11%
Change from Prior Year	-3%	3%	2%	-3%	-2%	12%	-1%	13%	2%	-4%	2%	7%	0%

## 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



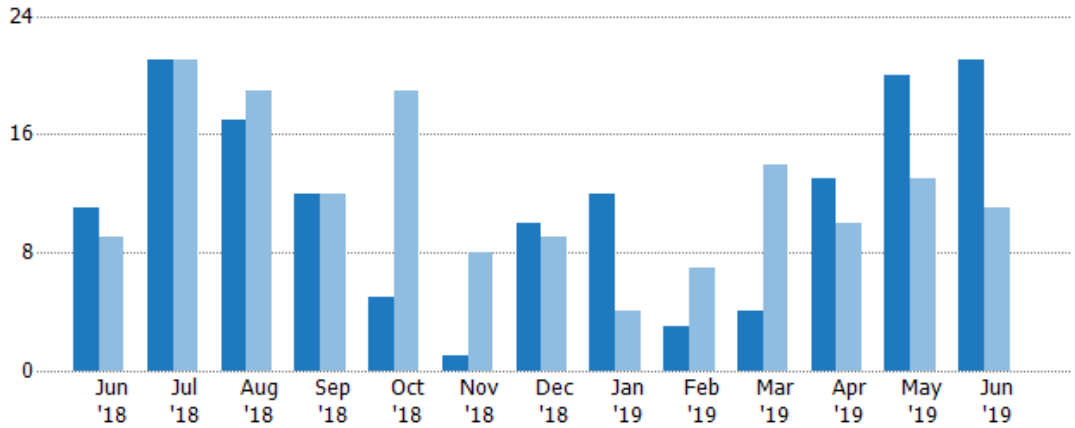
Active	128	140	139	140	142	145	117	114	113	115	122	138	136
Pending	20	27	25	21	18	10	16	21	13	14	20	25	21
Sold	8	9	18	15	8	9	4	5	11	3	5	15	15

## 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



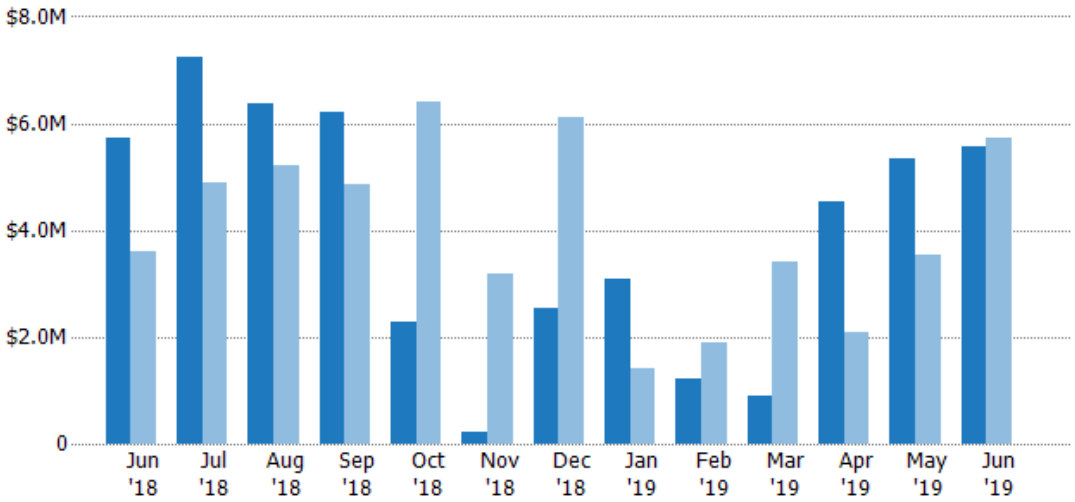
Month/Year	Count	% Chg.
Jun '19	21	90.9%
Jun '18	11	22.2%
Jun '17	9	122.2%

## 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.
Jun '19	\$5.57M	-2.5%
Jun '18	\$5.72M	59.2%
Jun '17	\$3.59M	28.8%

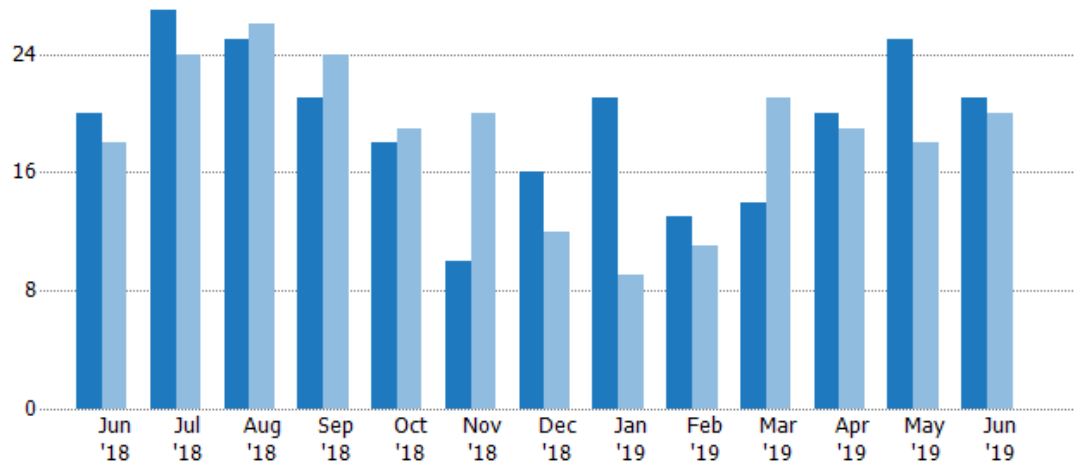


## Pending Sales

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



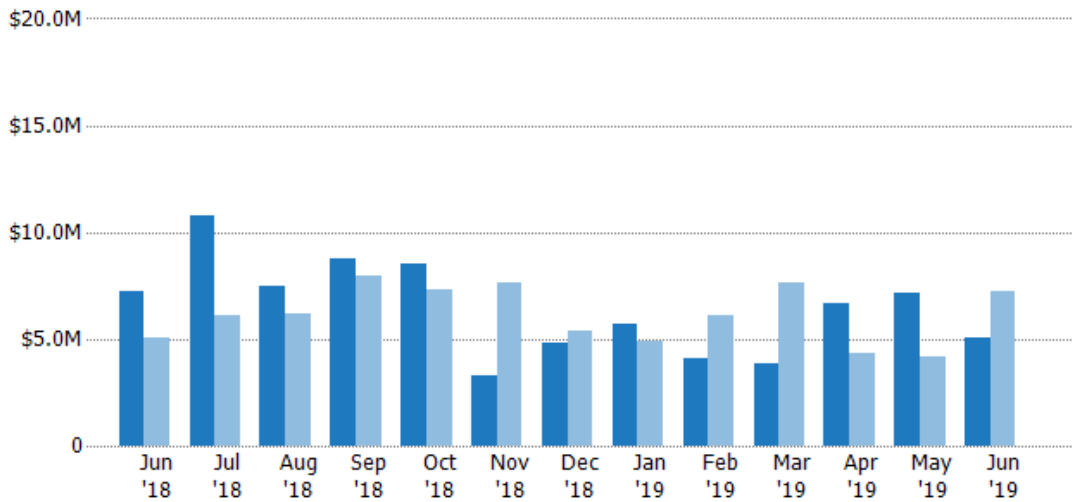
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	20	27	25	21	18	10	16	21	13	14	20	25	21
Prior Year	18	24	26	24	19	20	12	9	11	21	19	18	20
Percent Change from Prior Year	11%	13%	-4%	-13%	-5%	-50%	33%	133%	18%	-33%	5%	39%	5%

## 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



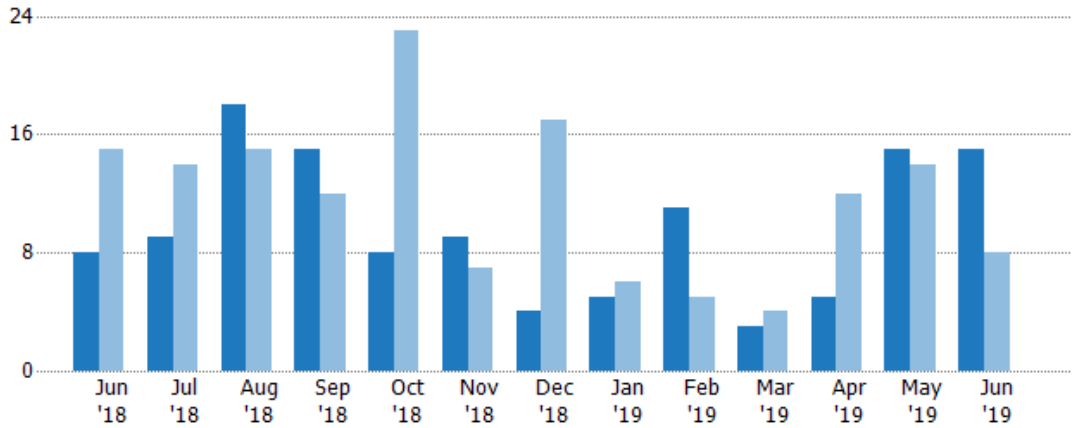
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$7.23M	\$10.8M	\$7.46M	\$8.74M	\$8.52M	\$3.25M	\$4.79M	\$5.69M	\$4.06M	\$3.88M	\$6.65M	\$7.12M	\$5.07M
Prior Year	\$5.1M	\$6.08M	\$6.2M	\$7.95M	\$7.28M	\$7.6M	\$5.34M	\$4.86M	\$6.09M	\$7.67M	\$4.33M	\$4.15M	\$7.23M
Percent Change from Prior Year	42%	77%	20%	10%	17%	-57%	-10%	17%	-33%	-49%	54%	72%	-30%

## 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



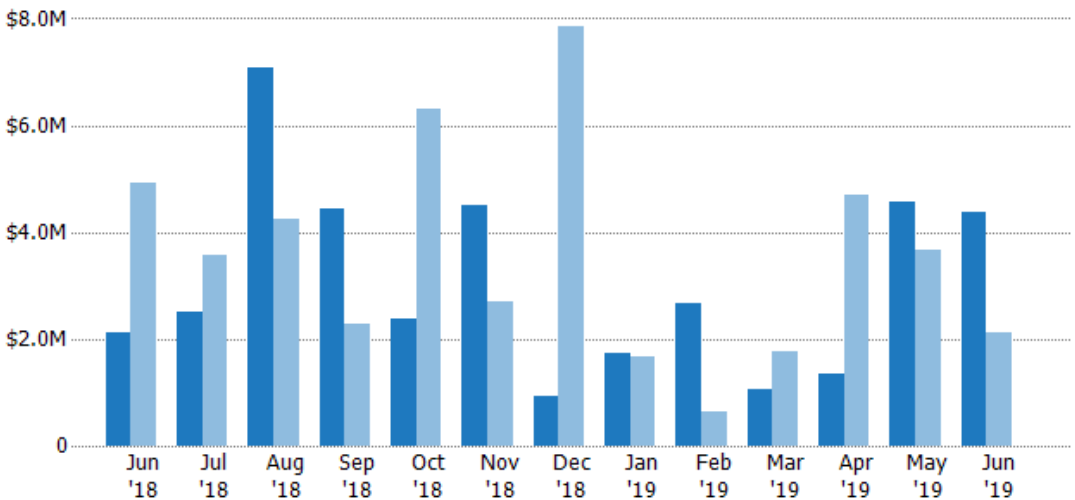
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	8	9	18	15	8	9	4	5	11	3	5	15	15
Prior Year	15	14	15	12	23	7	17	6	5	4	12	14	8
Percent Change from Prior Year	-47%	-36%	20%	25%	-65%	29%	-76%	-17%	120%	-25%	-58%	7%	88%

## 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



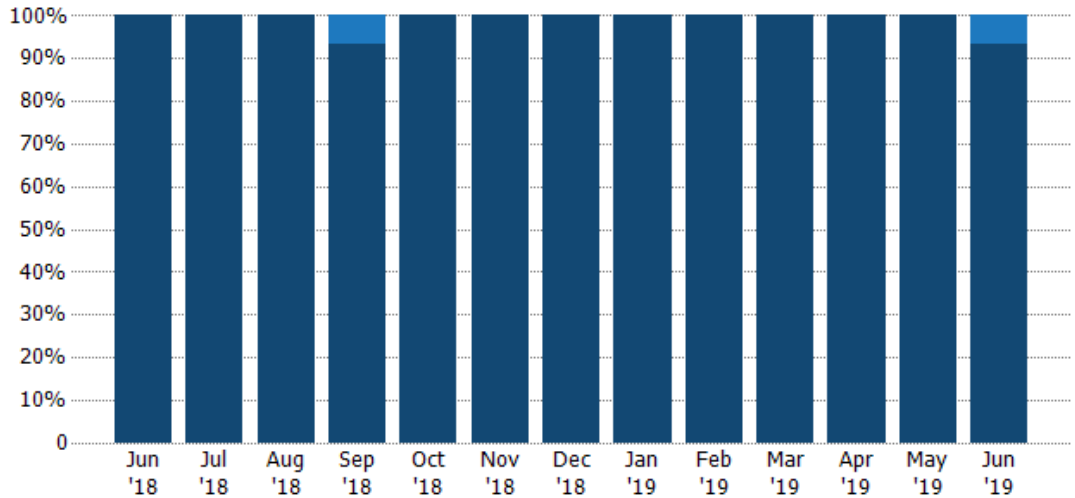
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$2.11M	\$2.51M	\$7.07M	\$4.44M	\$2.38M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.07M	\$1.34M	\$4.56M	\$4.37M
Prior Year	\$4.91M	\$3.57M	\$4.24M	\$2.3M	\$6.29M	\$2.71M	\$7.86M	\$1.67M	\$625K	\$1.77M	\$4.7M	\$3.67M	\$2.11M
Percent Change from Prior Year	-57%	-30%	66%	93%	-62%	66%	-88%	4%	329%	-39%	-71%	24%	107%

## 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%	-	-	-	-	-	-	-	-	7%
Single Family Residence	100%	100%	100%	93%	100%	100%	100%	100%	100%	100%	100%	100%	93%

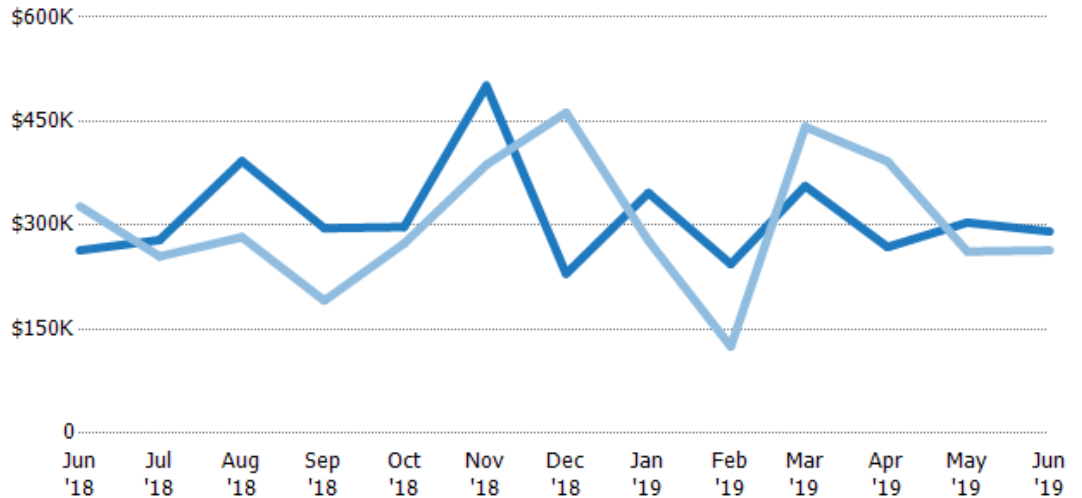
## Average Sales Price

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.
Jun '19	\$291K	10.3%
Jun '18	\$264K	-19.4%
Jun '17	\$327K	-26.2%



Current Year	\$264K	\$279K	\$393K	\$296K	\$298K	\$501K	\$230K	\$347K	\$244K	\$357K	\$269K	\$304K	\$291K
Prior Year	\$327K	\$255K	\$283K	\$191K	\$274K	\$387K	\$463K	\$278K	\$125K	\$442K	\$392K	\$262K	\$264K
Percent Change from Prior Year	-19%	9%	39%	55%	9%	29%	-50%	25%	95%	-19%	-31%	16%	10%

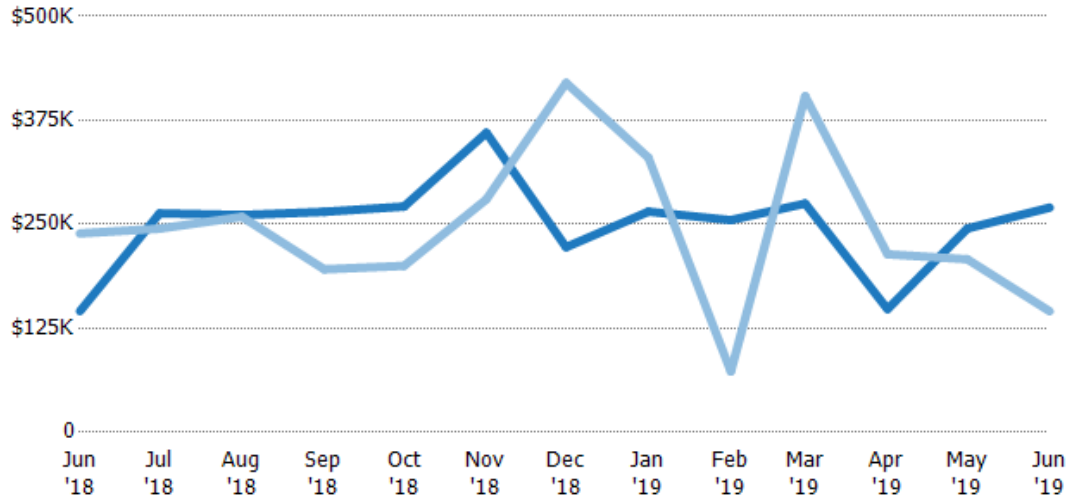
## Median Sales Price

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.
Jun '19	\$270K	85.6%
Jun '18	\$145K	-39.1%
Jun '17	\$239K	-8.5%



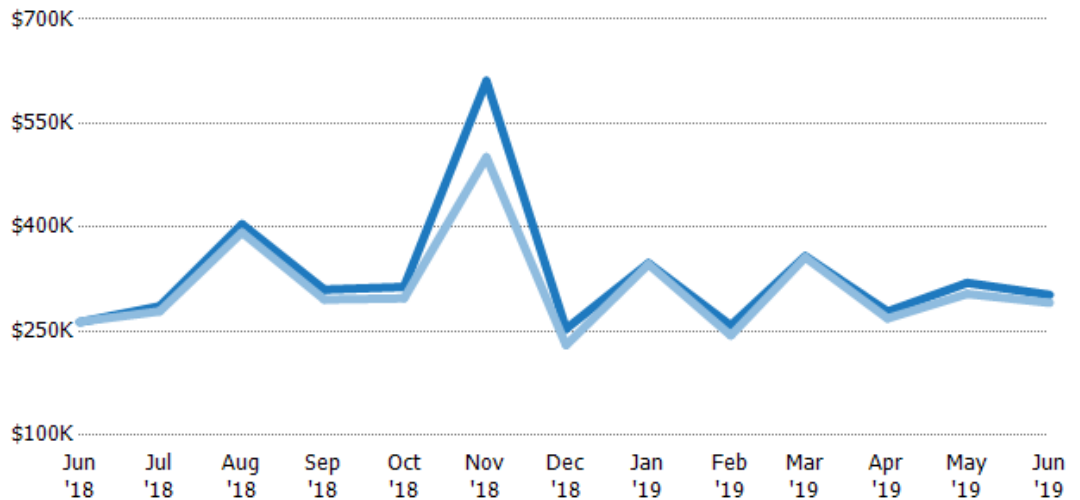
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$145K	\$263K	\$261K	\$265K	\$271K	\$360K	\$223K	\$265K	\$255K	\$275K	\$148K	\$245K	\$270K
Prior Year	\$239K	\$245K	\$259K	\$196K	\$200K	\$280K	\$420K	\$330K	\$73K	\$404K	\$214K	\$208K	\$145K
Percent Change from Prior Year	-39%	8%	1%	35%	36%	29%	-47%	-20%	249%	-32%	-31%	18%	86%

## 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



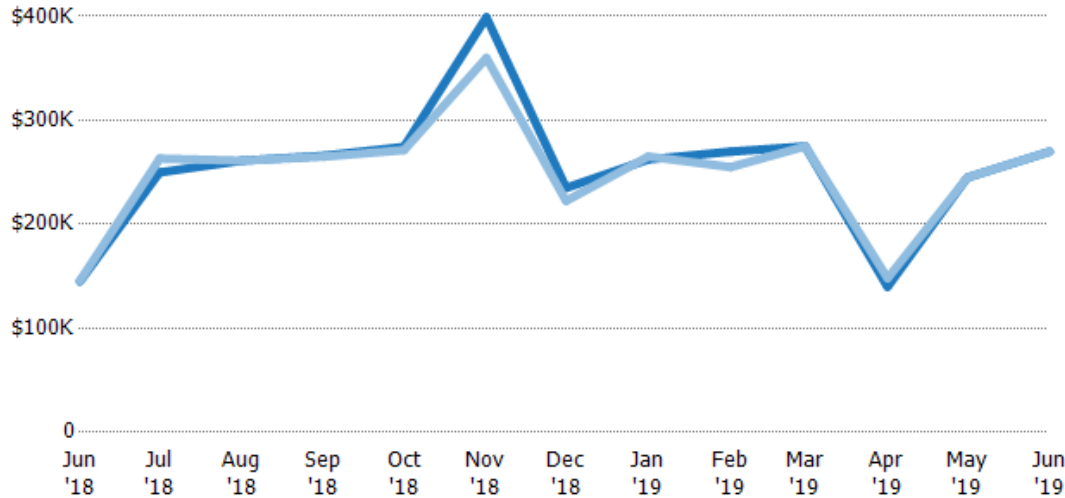
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	\$263K	\$286K	\$404K	\$310K	\$314K	\$611K	\$253K	\$348K	\$258K	\$358K	\$279K	\$320K	\$302K
Avg Sales Price	\$264K	\$279K	\$393K	\$296K	\$298K	\$501K	\$230K	\$347K	\$244K	\$357K	\$269K	\$304K	\$291K
Avg Sales Price as a % of Avg List Price	100%	97%	97%	95%	95%	82%	91%	100%	94%	100%	96%	95%	96%

## 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



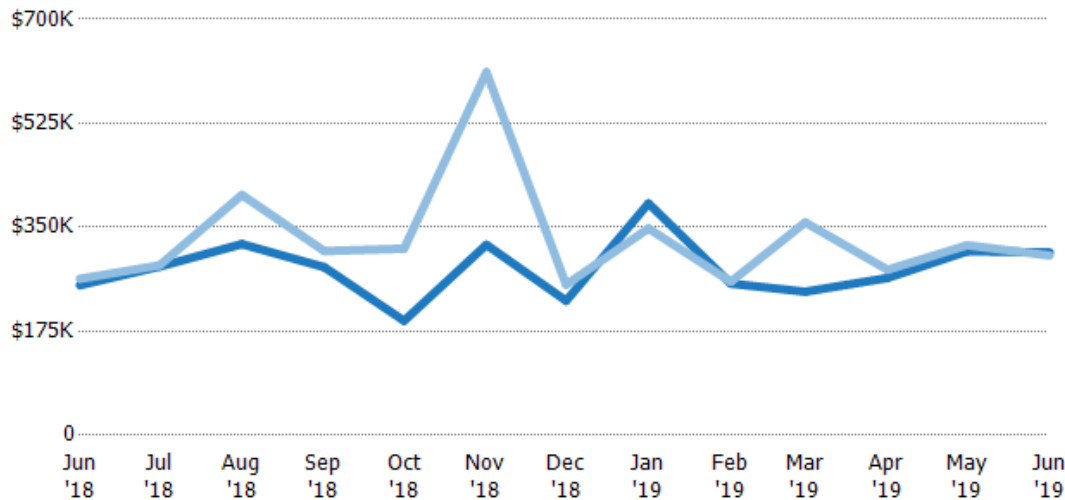
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$145K	\$250K	\$261K	\$266K	\$274K	\$399K	\$235K	\$262K	\$270K	\$275K	\$140K	\$245K	\$270K
Median Sales Price	\$145K	\$263K	\$261K	\$265K	\$271K	\$360K	\$223K	\$265K	\$255K	\$275K	\$148K	\$245K	\$270K
Med Sales Price as a % of Med List Price	100%	105%	100%	100%	99%	90%	95%	101%	94%	100%	106%	100%	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



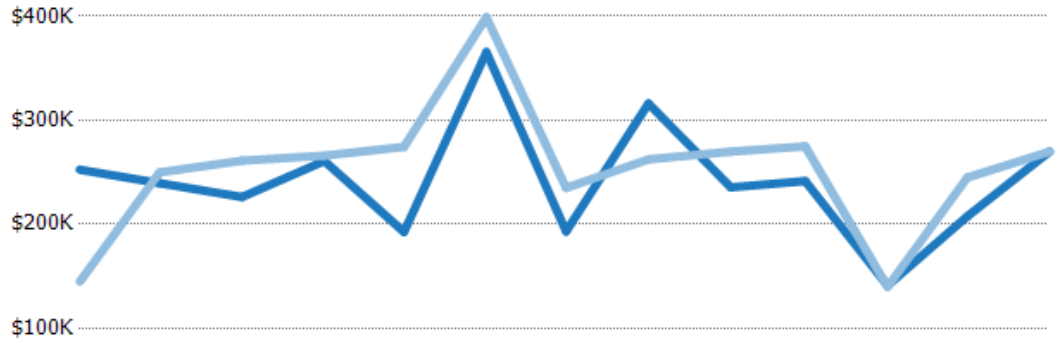
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$252K	\$284K	\$322K	\$283K	\$193K	\$321K	\$226K	\$390K	\$255K	\$242K	\$265K	\$310K	\$308K
Avg Sales Price	\$263K	\$286K	\$404K	\$310K	\$314K	\$611K	\$253K	\$348K	\$258K	\$358K	\$279K	\$320K	\$302K
Avg Sales Price as a % of Avg Est Value	104%	101%	126%	110%	163%	191%	112%	89%	101%	148%	105%	103%	98%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$252K	\$240K	\$226K	\$261K	\$193K	\$366K	\$193K	\$316K	\$236K	\$242K	\$141K	\$208K	\$270K
Median Sales Price	\$145K	\$250K	\$261K	\$266K	\$274K	\$399K	\$235K	\$262K	\$270K	\$275K	\$140K	\$245K	\$270K
Med Sales Price as a % of Med Est Value	57%	104%	115%	102%	143%	109%	122%	83%	115%	114%	99%	118%	100%