

## 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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	13	21	-38.1%	170	173	-1.7%
New Listing Volume	\$6,358,666	\$7,388,800	-13.9%	\$64,105,027	\$61,507,179	+4.2%
Active Listing Count	133	142	-6.3%	N/A	N/A	
Active Listing Volume	\$62,533,522	\$53,429,348	+17%	N/A	N/A	
Average Listing Price	\$470,177	\$376,263	+25%	\$424,794	\$381,700	+11.3%
Median Listing Price	\$305,000	\$273,750	+11.4%	\$286,028	\$275,502	+3.8%
Median Days in RPR	113	93	+21.5%	132.81	130.73	+1.6%
Months of Inventory	9.5	14.2	-33.1%	13.4	10.5	+28.2%
Absorption Rate	10.53%	7.04%	+3.5%	7.44%	9.53%	-2.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	20	17	+17.6%	119	97	+22.7%
New Pending Sales Volume	\$6,801,466	\$6,368,100	+6.8%	\$34,925,609	\$31,710,431	+10.1%
Pending Sales Count	23	27	-14.8%	N/A	N/A	
Pending Sales Volume	\$7,526,266	\$10,139,902	-25.8%	N/A	N/A	
Closed Sales Count	22	18	+22.2%	91	77	+18.2%
Closed Sales Volume	\$5,901,300	\$7,065,700	-16.5%	\$25,423,549	\$24,630,771	+3.2%
Average Sales Price	\$268,241	\$392,539	-31.7%	\$279,380	\$319,880	-12.7%
Median Sales Price	\$272,450	\$261,150	+4.3%	\$251,519	\$235,327	+6.9%

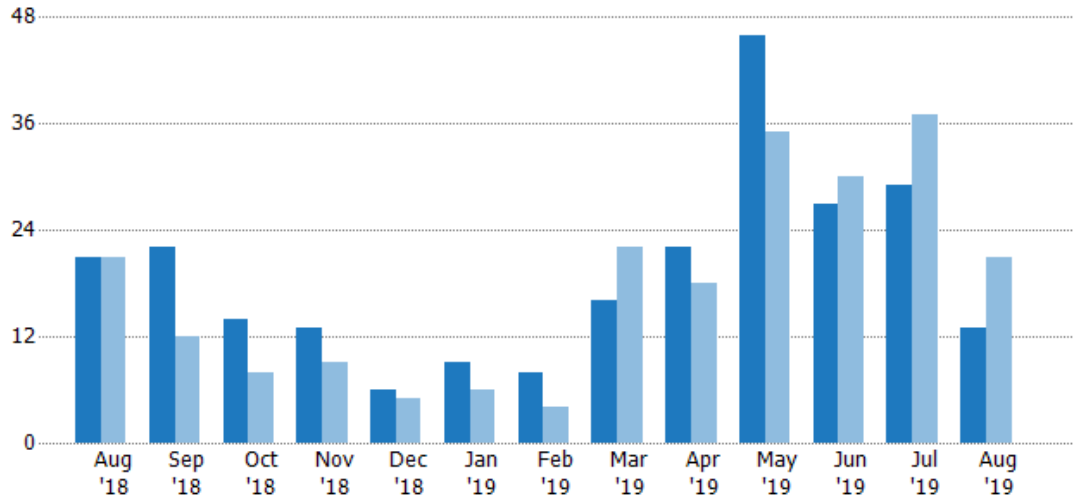
## New Listings

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.
Aug '19	13	-38.1%
Aug '18	21	0%
Aug '17	21	-28.6%



Current Year	21	22	14	13	6	9	8	16	22	46	27	29	13
Prior Year	21	12	8	9	5	6	4	22	18	35	30	37	21
Percent Change from Prior Year	0%	83%	75%	44%	20%	50%	100%	-27%	22%	31%	-10%	-22%	-38%

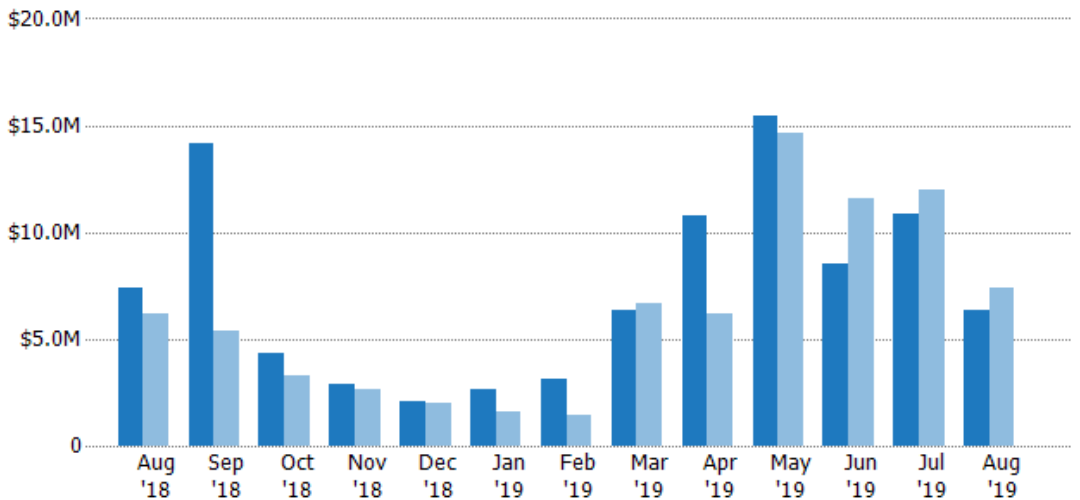
## New Listing Volume

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.
Aug '19	\$6.36M	-13.9%
Aug '18	\$7.39M	19%
Aug '17	\$6.21M	-29.8%



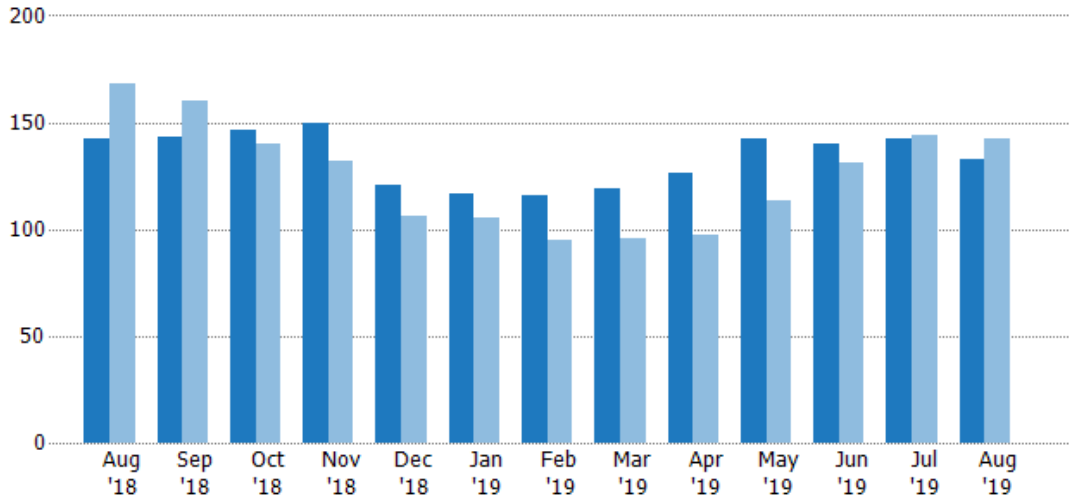
Current Year	\$7.39M	\$14.2M	\$4.3M	\$2.92M	\$2.1M	\$2.61M	\$3.1M	\$6.38M	\$10.8M	\$15.5M	\$8.53M	\$10.9M	\$6.36M
Prior Year	\$6.21M	\$5.36M	\$3.32M	\$2.61M	\$1.98M	\$1.63M	\$1.46M	\$6.65M	\$6.2M	\$14.6M	\$11.6M	\$12M	\$7.39M
Percent Change from Prior Year	19%	165%	29%	12%	6%	61%	113%	-4%	74%	6%	-26%	-9%	-14%

## 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



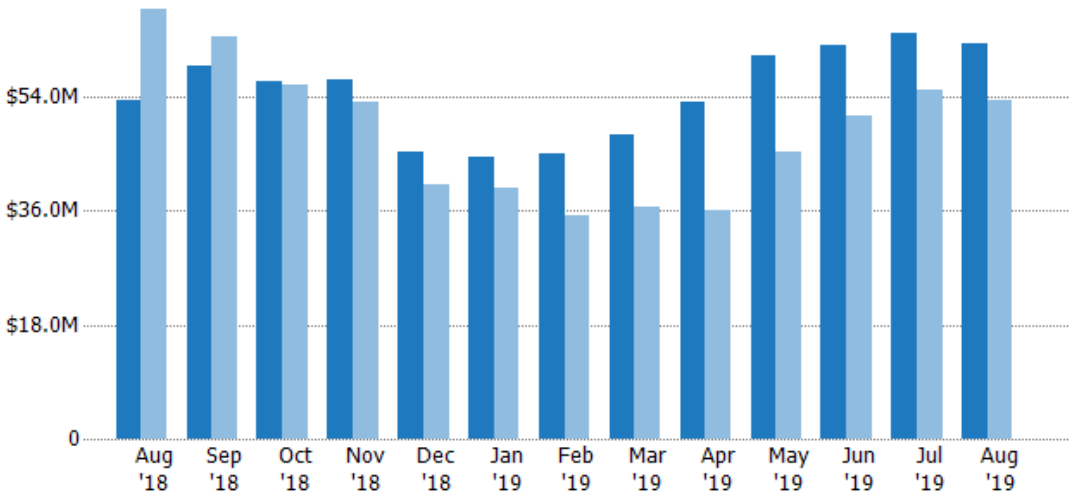
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	142	143	146	150	121	117	116	119	126	142	140	142	133
Prior Year	168	160	140	132	106	105	95	96	97	113	131	144	142
Percent Change from Prior Year	-15%	-11%	4%	14%	14%	11%	22%	24%	30%	26%	7%	-1%	-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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$53.4M	\$59M	\$56.5M	\$56.8M	\$45.2M	\$44.6M	\$44.9M	\$47.9M	\$53.1M	\$60.4M	\$62.2M	\$64M	\$62.5M
Prior Year	\$67.9M	\$63.6M	\$55.8M	\$53.1M	\$40M	\$39.7M	\$35.2M	\$36.6M	\$36M	\$45.3M	\$51.1M	\$55M	\$53.4M
Percent Change from Prior Year	-21%	-7%	1%	7%	13%	12%	28%	31%	48%	33%	22%	17%	17%

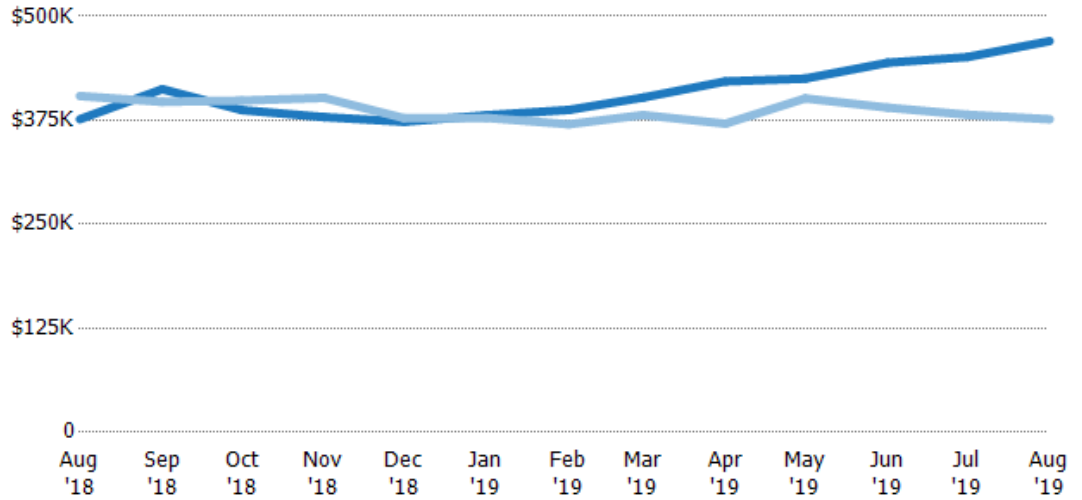
## Average Listing Price

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.
Aug '19	\$470K	25%
Aug '18	\$376K	-6.9%
Aug '17	\$404K	-5.8%



Current Year	\$376K	\$412K	\$387K	\$379K	\$373K	\$381K	\$387K	\$402K	\$422K	\$425K	\$444K	\$451K	\$470K
Prior Year	\$404K	\$397K	\$399K	\$402K	\$378K	\$378K	\$370K	\$381K	\$371K	\$401K	\$390K	\$382K	\$376K
Percent Change from Prior Year	-7%	4%	-3%	-6%	-1%	1%	5%	6%	14%	6%	14%	18%	25%

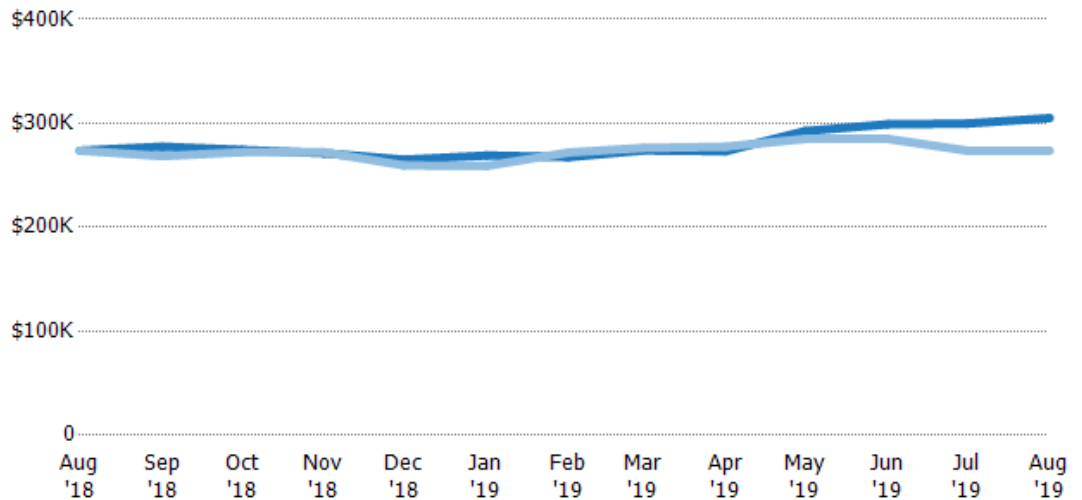
## Median Listing Price

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.
Aug '19	\$305K	11.4%
Aug '18	\$274K	0%
Aug '17	\$274K	-5%



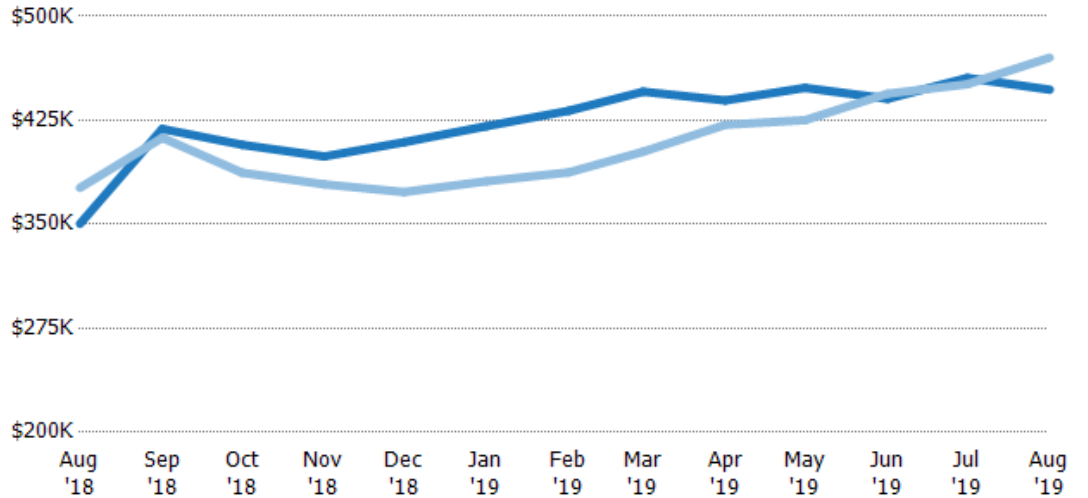
Current Year	\$274K	\$278K	\$274K	\$271K	\$265K	\$269K	\$267K	\$274K	\$273K	\$293K	\$299K	\$300K	\$305K
Prior Year	\$274K	\$268K	\$272K	\$272K	\$259K	\$259K	\$272K	\$276K	\$278K	\$285K	\$285K	\$274K	\$274K
Percent Change from Prior Year	0%	3%	1%	0%	2%	4%	-2%	-1%	-2%	3%	5%	10%	11%

## 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



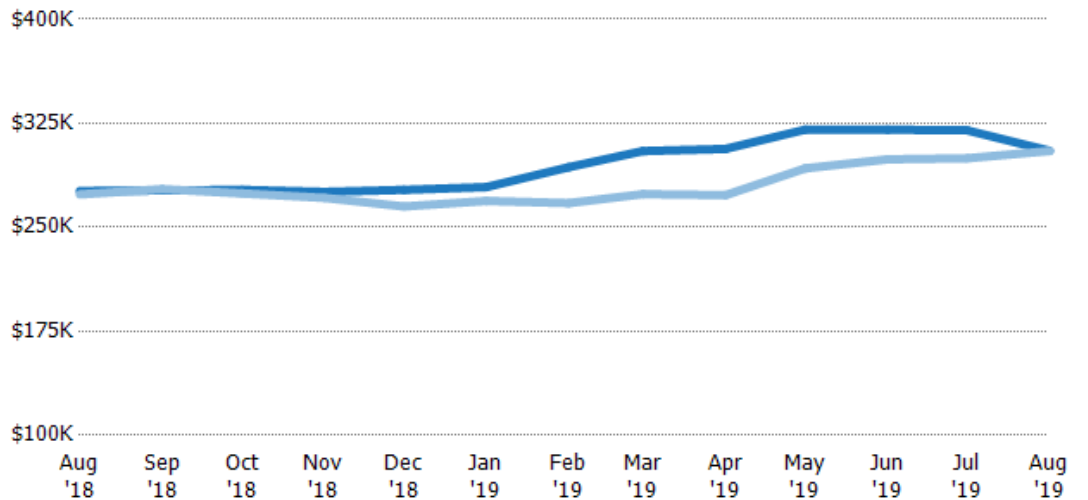
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$350K	\$419K	\$407K	\$399K	\$409K	\$421K	\$432K	\$446K	\$439K	\$448K	\$441K	\$456K	\$447K
Avg Listing Price	\$376K	\$412K	\$387K	\$379K	\$373K	\$381K	\$387K	\$402K	\$422K	\$425K	\$444K	\$451K	\$470K
Avg Listing Price as a % of Avg Est Value	107%	98%	95%	95%	91%	91%	90%	90%	96%	95%	101%	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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$276K	\$277K	\$277K	\$276K	\$277K	\$279K	\$293K	\$305K	\$307K	\$320K	\$320K	\$320K	\$305K
Median Listing Price	\$274K	\$278K	\$274K	\$271K	\$265K	\$269K	\$267K	\$274K	\$273K	\$293K	\$299K	\$300K	\$305K
Med Listing Price as a % of Med Est Value	99%	100%	99%	98%	96%	96%	91%	90%	89%	91%	93%	94%	100%

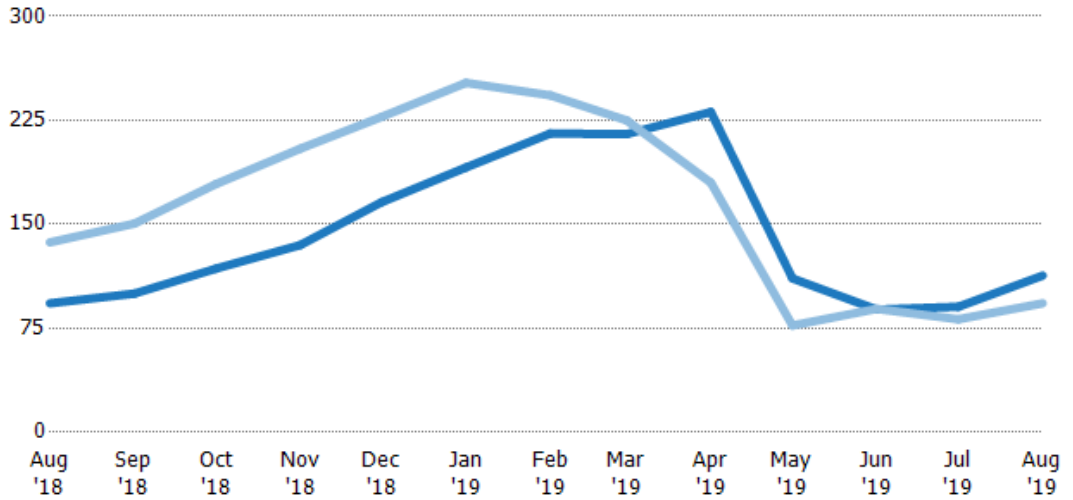
## Median Days in RPR

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.
Aug '19	113	21.5%
Aug '18	93	-32.1%
Aug '17	137	-4.4%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	93	100	118	135	166	191	216	215	231	111	88.5	90.5	113
Prior Year	137	151	179	205	228	252	243	225	180	77	89	81.5	93
Percent Change from Prior Year	-32%	-34%	-34%	-34%	-27%	-24%	-11%	-4%	28%	44%	-1%	11%	22%

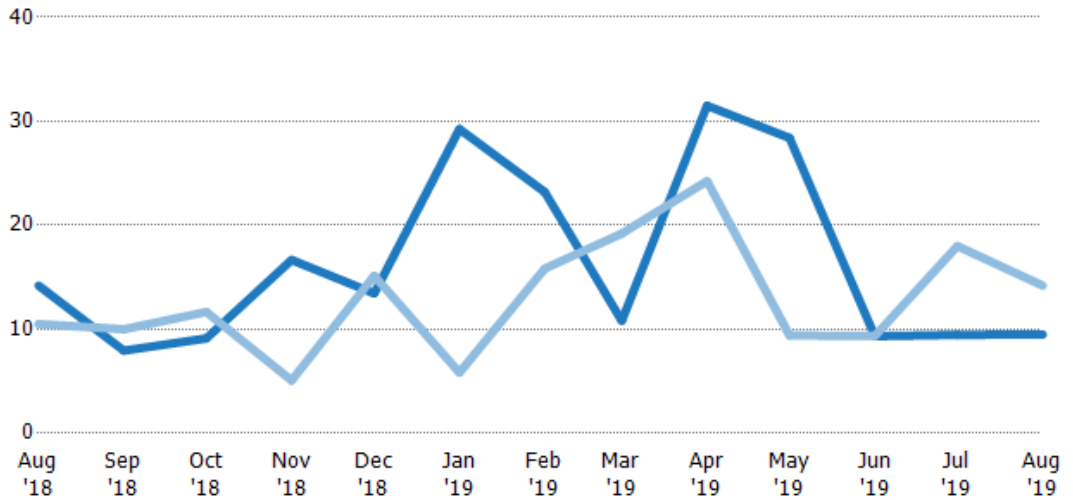
## Months of Inventory

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.
Aug '19	9.5	-33.1%
Aug '18	14.2	35.2%
Aug '17	10.5	-0.3%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	14.2	7.94	9.13	16.7	13.4	29.3	23.2	10.8	31.5	28.4	9.33	9.47	9.5
Prior Year	10.5	10	11.7	5.08	15.1	5.83	15.8	19.2	24.3	9.42	9.36	18	14.2
Percent Change from Prior Year	35%	-21%	-22%	228%	-11%	401%	47%	-44%	30%	202%	0%	-47%	-33%

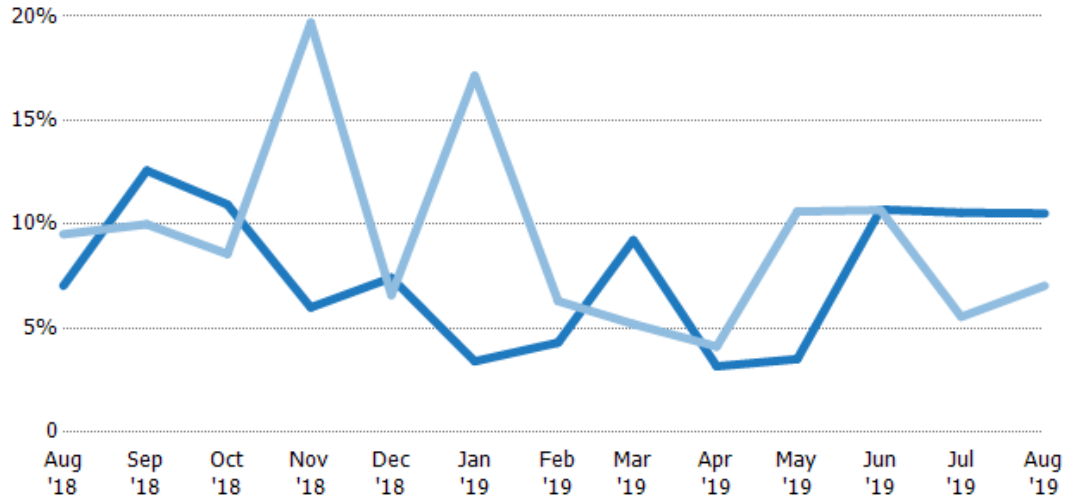
## Absorption Rate

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.
Aug '19	11%	-3.5%
Aug '18	7%	2.5%
Aug '17	10%	0.3%



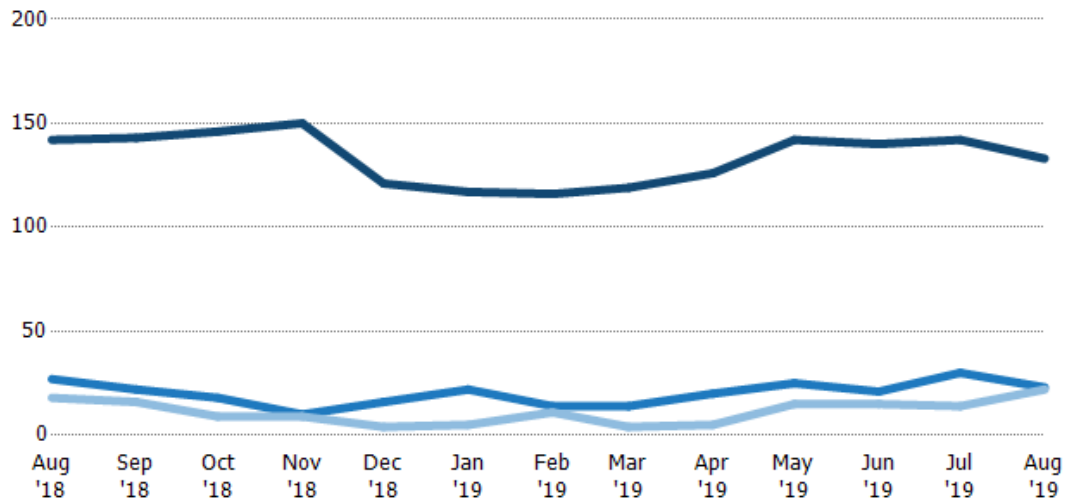
Current Year	7%	13%	11%	6%	7%	3%	4%	9%	3%	4%	11%	11%	11%
Prior Year	10%	10%	9%	20%	7%	17%	6%	5%	4%	11%	11%	6%	7%
Change from Prior Year	2%	-3%	-2%	14%	-1%	14%	2%	-4%	1%	7%	0%	-5%	-3%

## 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



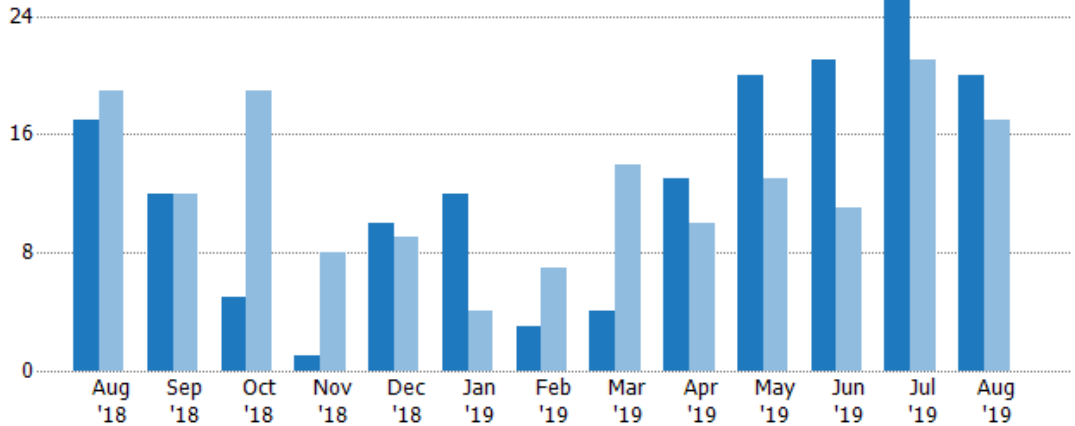
Active	142	143	146	150	121	117	116	119	126	142	140	142	133
Pending	27	22	18	10	16	22	14	14	20	25	21	30	23
Sold	18	16	9	9	4	5	11	4	5	15	15	14	22

## 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



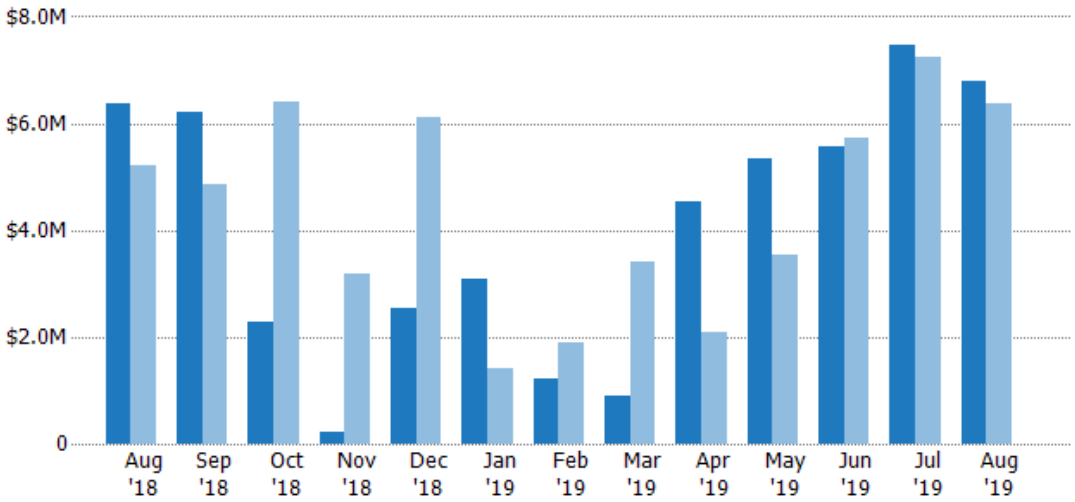
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	20	17	17.6%
Aug '18	17	17	-10.5%
Aug '17	19	19	-36.8%

## 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	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	\$6.8M	\$6.37M	6.8%
Aug '18	\$6.37M	\$6.37M	21.8%
Aug '17	\$5.23M	\$5.23M	-44%



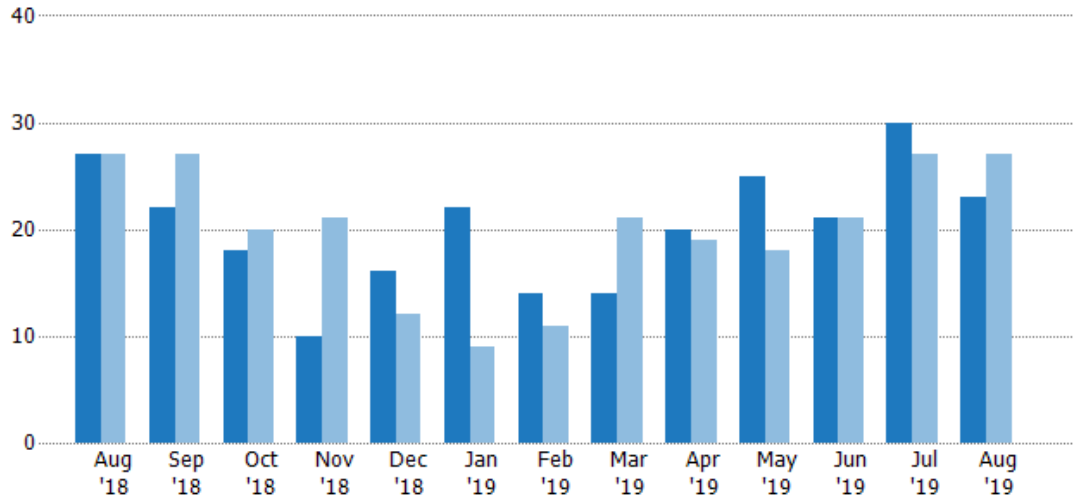
## Pending Sales

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.
Aug '19	23	-14.8%
Aug '18	27	0%
Aug '17	27	7.4%



Current Year	27	22	18	10	16	22	14	14	20	25	21	30	23
Prior Year	27	27	20	21	12	9	11	21	19	18	21	27	27
Percent Change from Prior Year	0%	-19%	-10%	-52%	33%	144%	27%	-33%	5%	39%	0%	11%	-15%

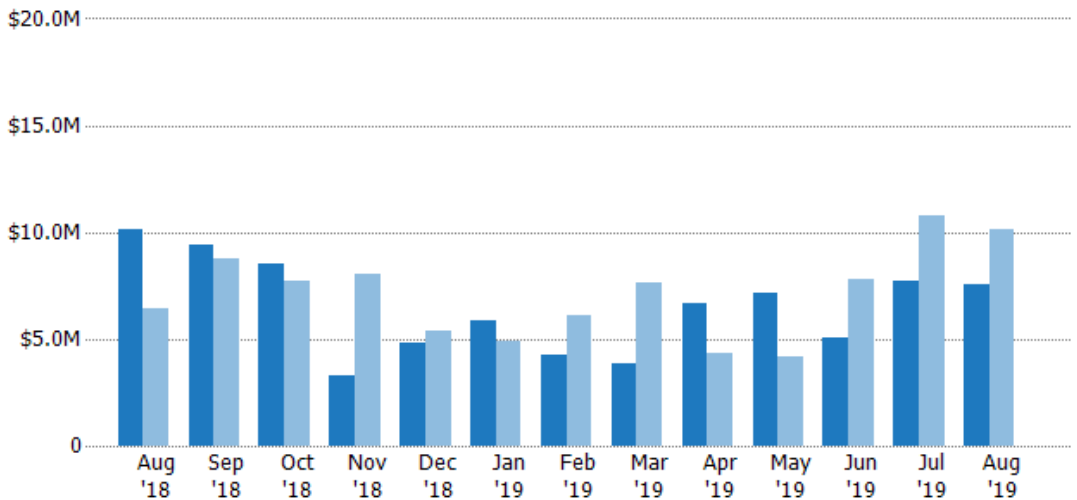
## Pending Sales Volume

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.
Aug '19	\$7.53M	-25.8%
Aug '18	\$10.1M	57.8%
Aug '17	\$6.43M	6.8%



Current Year	\$10.1M	\$9.43M	\$8.52M	\$3.25M	\$4.79M	\$5.85M	\$4.22M	\$3.88M	\$6.65M	\$7.12M	\$5.07M	\$7.7M	\$7.53M
Prior Year	\$6.43M	\$8.78M	\$7.68M	\$8M	\$5.34M	\$4.86M	\$6.09M	\$7.67M	\$4.33M	\$4.15M	\$7.76M	\$10.8M	\$10.1M
Percent Change from Prior Year	58%	7%	11%	-59%	-10%	20%	-31%	-49%	54%	72%	-35%	-29%	-26%

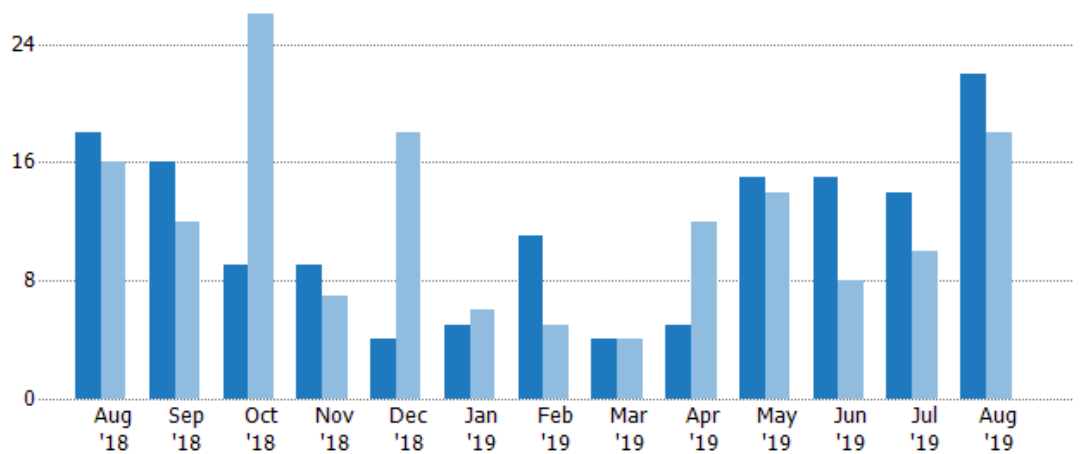
## Closed Sales

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.
Aug '19	22	22.2%
Aug '18	18	12.5%
Aug '17	16	-18.8%



Current Year	18	16	9	9	4	5	11	4	5	15	15	14	22
Prior Year	16	12	26	7	18	6	5	4	12	14	8	10	18
Percent Change from Prior Year	13%	33%	-65%	29%	-78%	-17%	120%	0%	-58%	7%	88%	40%	22%

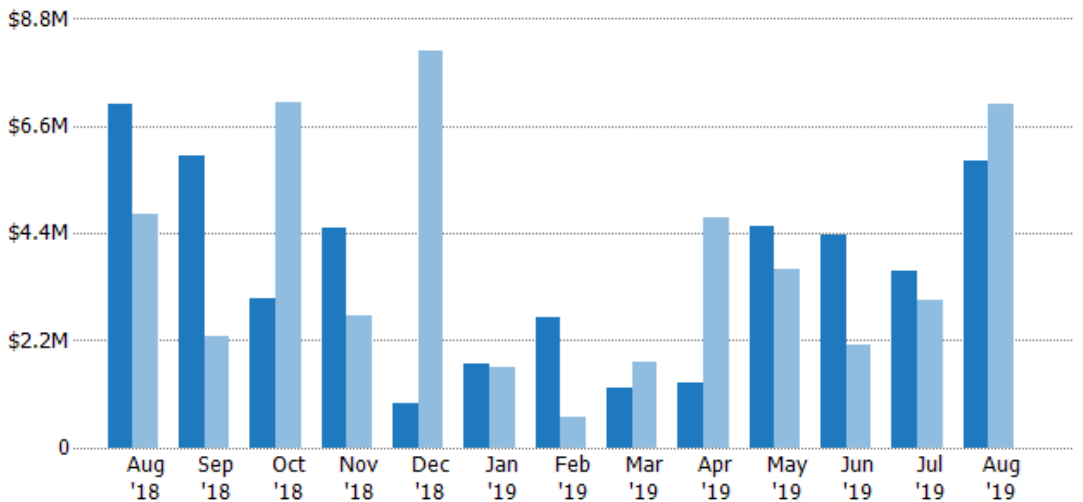
## Closed Sales Volume

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.
Aug '19	\$5.9M	-16.5%
Aug '18	\$7.07M	47.4%
Aug '17	\$4.79M	-28.2%



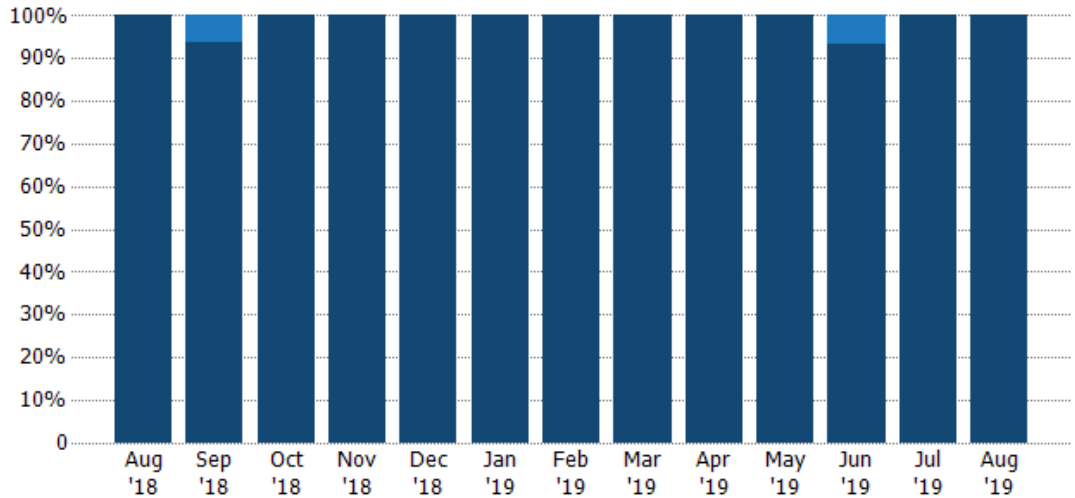
Current Year	\$7.07M	\$5.98M	\$3.05M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.22M	\$1.34M	\$4.56M	\$4.37M	\$3.62M	\$5.9M
Prior Year	\$4.79M	\$2.3M	\$7.09M	\$2.71M	\$8.14M	\$1.67M	\$625K	\$1.77M	\$4.7M	\$3.67M	\$2.11M	\$3.02M	\$7.07M
Percent Change from Prior Year	47%	160%	-57%	66%	-89%	4%	329%	-31%	-71%	24%	107%	20%	-16%

## 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%	-	-	-	-	-	-	-	-	7%	-	-
Single Family Residence	100%	94%	100%	100%	100%	100%	100%	100%	100%	100%	93%	100%	100%

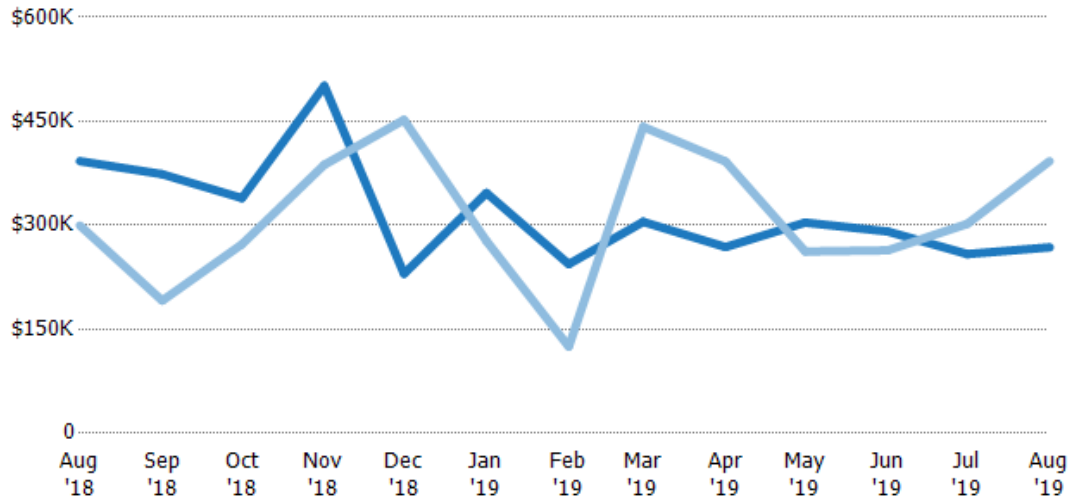
## Average Sales Price

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.
Aug '19	\$268K	-31.7%
Aug '18	\$393K	31%
Aug '17	\$300K	-11.6%



Current Year	\$393K	\$374K	\$339K	\$501K	\$230K	\$347K	\$244K	\$305K	\$269K	\$304K	\$291K	\$258K	\$268K
Prior Year	\$300K	\$191K	\$273K	\$387K	\$452K	\$278K	\$125K	\$442K	\$392K	\$262K	\$264K	\$302K	\$393K
Percent Change from Prior Year	31%	95%	24%	29%	-49%	25%	95%	-31%	-31%	16%	10%	-14%	-32%

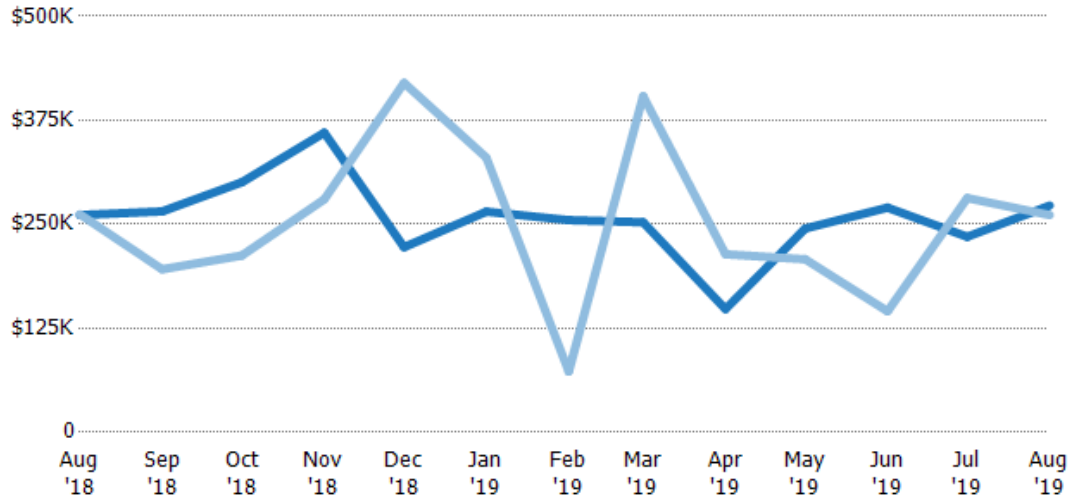
## Median Sales Price

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.
Aug '19	\$272K	4.3%
Aug '18	\$261K	-0.3%
Aug '17	\$262K	-17.9%



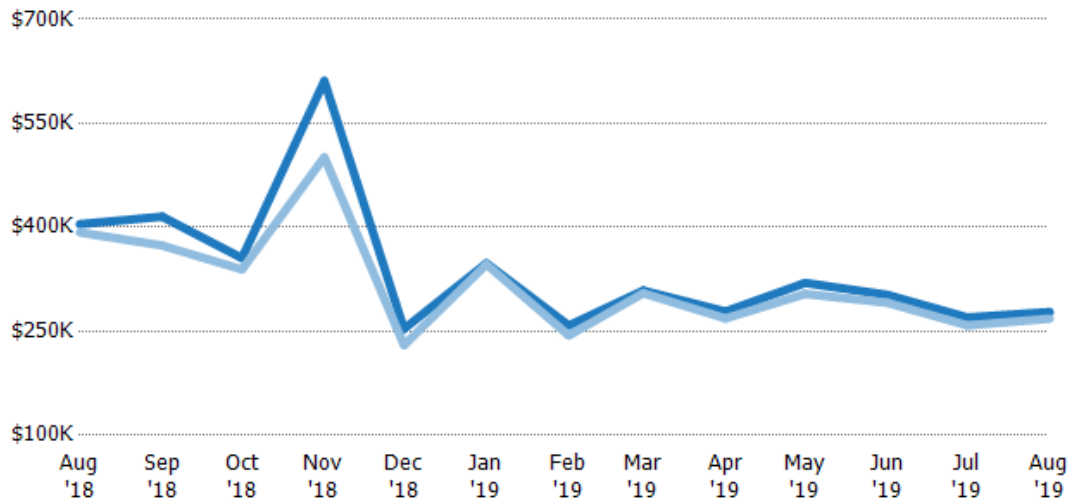
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$261K	\$266K	\$301K	\$360K	\$223K	\$265K	\$255K	\$252K	\$148K	\$245K	\$270K	\$235K	\$272K
Prior Year	\$262K	\$196K	\$213K	\$280K	\$420K	\$330K	\$73K	\$404K	\$214K	\$208K	\$145K	\$282K	\$261K
Percent Change from Prior Year	0%	36%	41%	29%	-47%	-20%	249%	-38%	-31%	18%	86%	-17%	4%

## 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



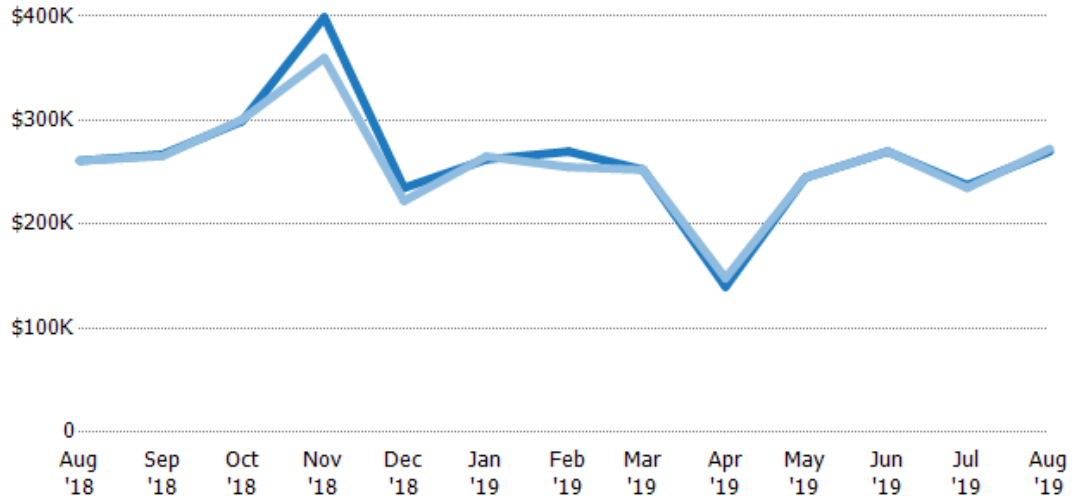
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$404K	\$415K	\$356K	\$611K	\$253K	\$348K	\$258K	\$309K	\$279K	\$320K	\$302K	\$270K	\$278K
Avg Sales Price	\$393K	\$374K	\$339K	\$501K	\$230K	\$347K	\$244K	\$305K	\$269K	\$304K	\$291K	\$258K	\$268K
Avg Sales Price as a % of Avg List Price	97%	90%	95%	82%	91%	100%	94%	99%	96%	95%	96%	96%	97%

## 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



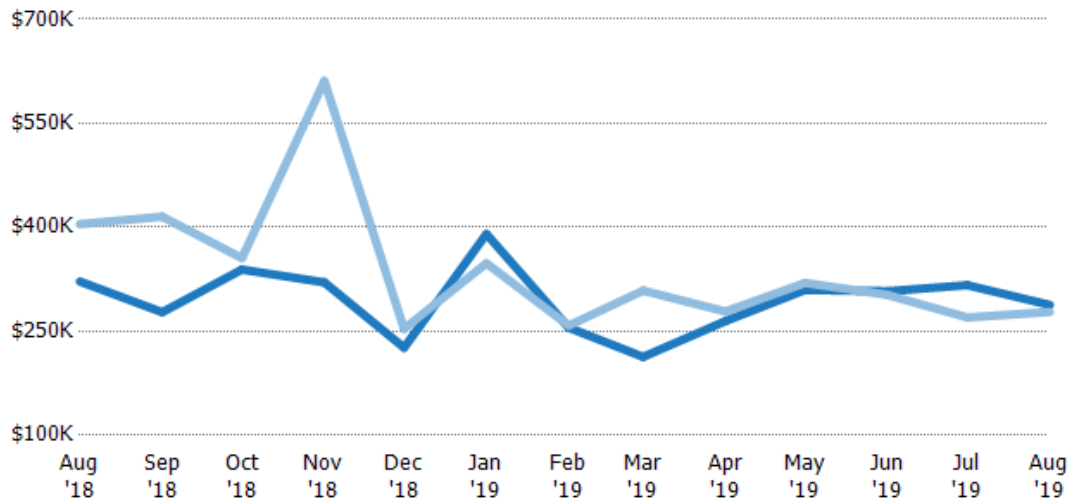
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$261K	\$267K	\$299K	\$399K	\$235K	\$262K	\$270K	\$252K	\$140K	\$245K	\$270K	\$237K	\$270K
Median Sales Price	\$261K	\$266K	\$301K	\$360K	\$223K	\$265K	\$255K	\$252K	\$148K	\$245K	\$270K	\$235K	\$272K
Med Sales Price as a % of Med List Price	100%	99%	101%	90%	95%	101%	94%	100%	106%	100%	100%	99%	101%

## 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



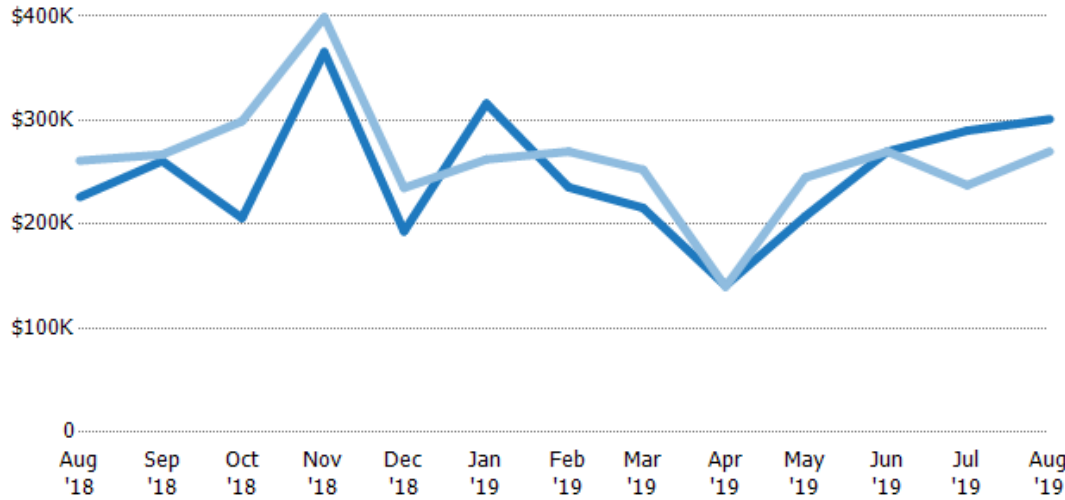
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$322K	\$277K	\$339K	\$321K	\$226K	\$390K	\$255K	\$213K	\$265K	\$310K	\$308K	\$317K	\$288K
Avg Sales Price	\$404K	\$415K	\$356K	\$611K	\$253K	\$348K	\$258K	\$309K	\$279K	\$320K	\$302K	\$270K	\$278K
Avg Sales Price as a % of Avg Est Value	126%	150%	105%	191%	112%	89%	101%	145%	105%	103%	98%	85%	96%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$226K	\$261K	\$206K	\$366K	\$193K	\$316K	\$236K	\$216K	\$141K	\$208K	\$270K	\$290K	\$301K
Median Sales Price	\$261K	\$267K	\$299K	\$399K	\$235K	\$262K	\$270K	\$252K	\$140K	\$245K	\$270K	\$237K	\$270K
Med Sales Price as a % of Med Est Value	115%	102%	145%	109%	122%	83%	115%	117%	99%	118%	100%	82%	90%