

## 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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	29	37	-21.6%	157	152	+3.3%
New Listing Volume	\$10,854,695	\$11,983,150	-9.4%	\$57,768,161	\$54,121,379	+6.7%
Active Listing Count	142	144	-1.4%	N/A	N/A	
Active Listing Volume	\$64,038,317	\$54,965,948	+16.5%	N/A	N/A	
Average Listing Price	\$450,974	\$381,708	+18.1%	\$418,103	\$382,689	+9.3%
Median Listing Price	\$299,750	\$273,700	+9.5%	\$283,231	\$275,820	+2.7%
Median Days in RPR	90.5	81.5	+11%	139.13	143.28	-2.9%
Months of Inventory	9.5	18	-47.4%	15.6	11.3	+37.4%
Absorption Rate	10.56%	5.56%	+5%	6.43%	8.83%	-2.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	26	21	+23.8%	99	80	+23.8%
New Pending Sales Volume	\$7,480,600	\$7,238,199	+3.3%	\$28,124,143	\$25,342,331	+11%
Pending Sales Count	30	27	+11.1%	N/A	N/A	
Pending Sales Volume	\$7,704,295	\$10,787,431	-28.6%	N/A	N/A	
Closed Sales Count	14	9	+55.6%	69	58	+19%
Closed Sales Volume	\$3,618,549	\$2,508,521	+44.3%	\$19,522,249	\$17,053,071	+14.5%
Average Sales Price	\$258,468	\$278,725	-7.3%	\$282,931	\$294,018	-3.8%
Median Sales Price	\$235,000	\$263,121	-10.7%	\$244,845	\$223,655	+9.5%

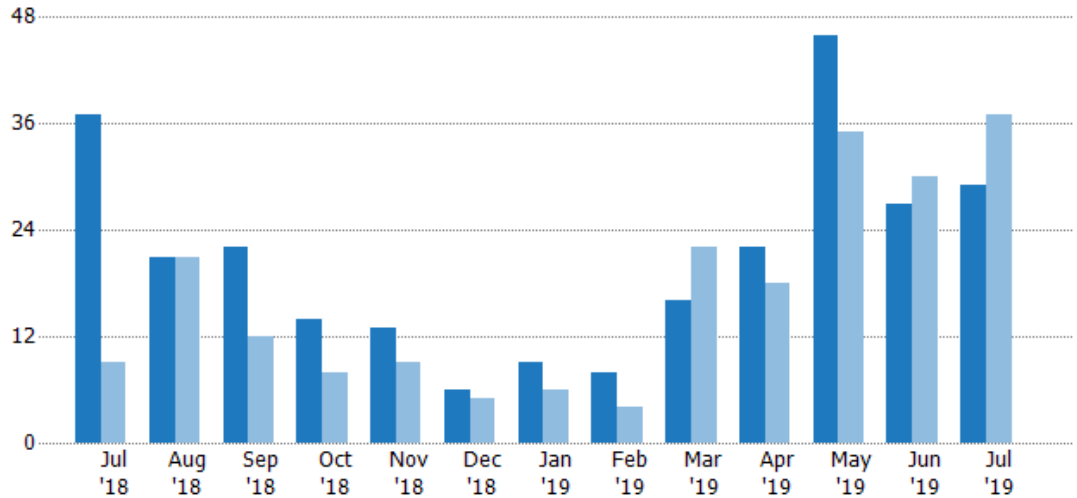
## New Listings

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.
Jul '19	29	-21.6%
Jul '18	37	311.1%
Jul '17	9	211.1%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	37	21	22	14	13	6	9	8	16	22	46	27	29
Prior Year	9	21	12	8	9	5	6	4	22	18	35	30	37
Percent Change from Prior Year	311%	0%	83%	75%	44%	20%	50%	100%	-27%	22%	31%	-10%	-22%

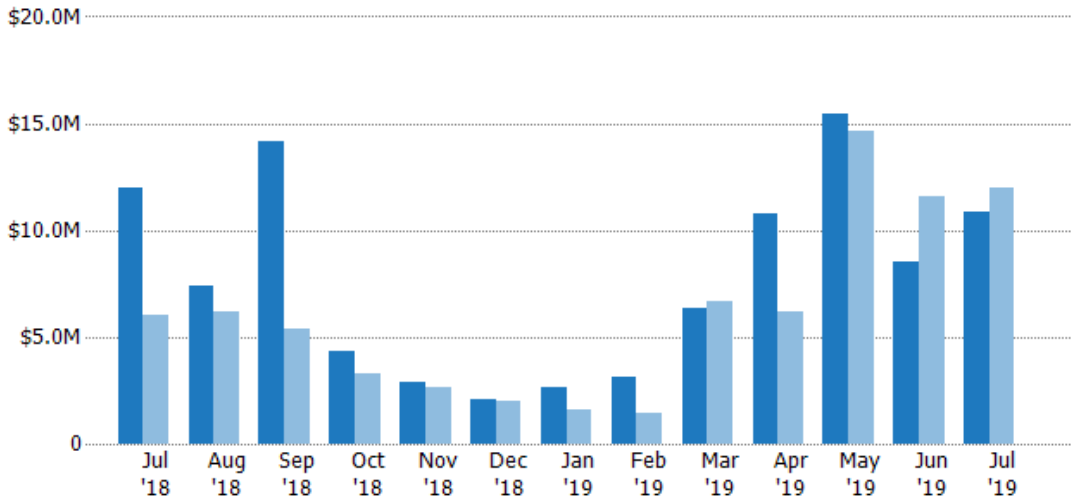
## New Listing Volume

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.
Jul '19	\$10.9M	-9.4%
Jul '18	\$12M	98.6%
Jul '17	\$6.03M	41.5%



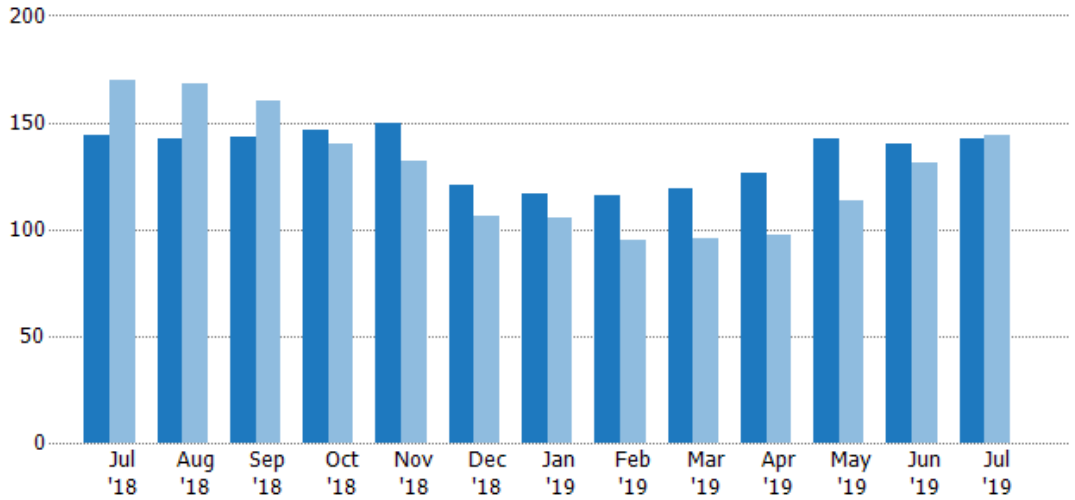
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$12M	\$7.39M	\$14.2M	\$4.3M	\$2.92M	\$2.1M	\$2.61M	\$3.1M	\$6.38M	\$10.8M	\$15.5M	\$8.53M	\$10.9M
Prior Year	\$6.03M	\$6.21M	\$5.36M	\$3.32M	\$2.61M	\$1.98M	\$1.63M	\$1.46M	\$6.65M	\$6.21M	\$14.6M	\$11.6M	\$12M
Percent Change from Prior Year	99%	19%	165%	29%	12%	6%	61%	113%	-4%	74%	6%	-26%	-9%

## 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



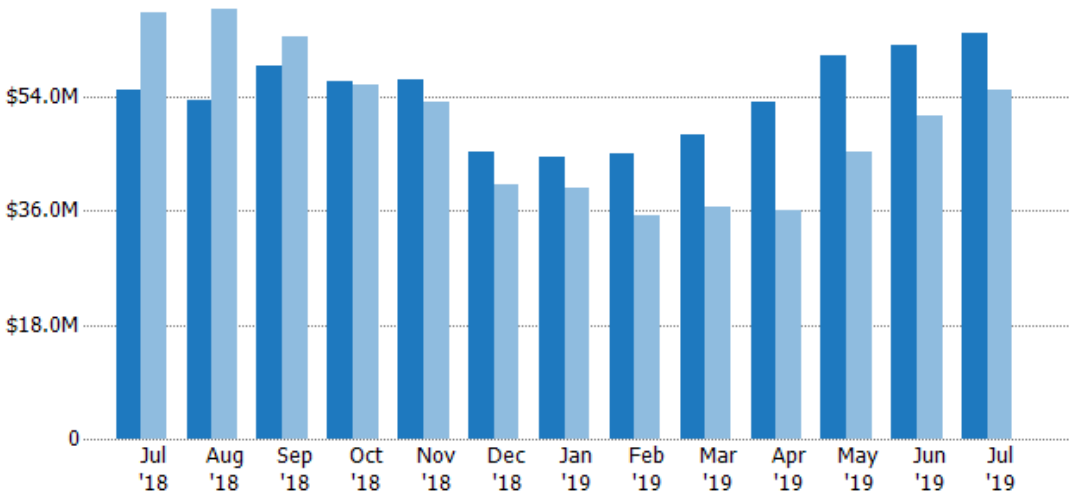
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	144	142	143	146	150	121	117	116	119	126	142	140	142
Prior Year	170	168	160	140	132	106	105	95	96	97	113	131	144
Percent Change from Prior Year	-15%	-15%	-11%	4%	14%	14%	11%	22%	24%	30%	26%	7%	-1%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$55M	\$53.4M	\$59M	\$56.5M	\$56.8M	\$45.2M	\$44.6M	\$44.9M	\$47.9M	\$53.1M	\$60.4M	\$62.2M	\$64M
Prior Year	\$67.3M	\$67.9M	\$63.6M	\$55.8M	\$53.1M	\$40M	\$39.7M	\$35.2M	\$36.6M	\$36M	\$45.3M	\$51.1M	\$55M
Percent Change from Prior Year	-18%	-21%	-7%	1%	7%	13%	12%	28%	31%	48%	33%	22%	17%

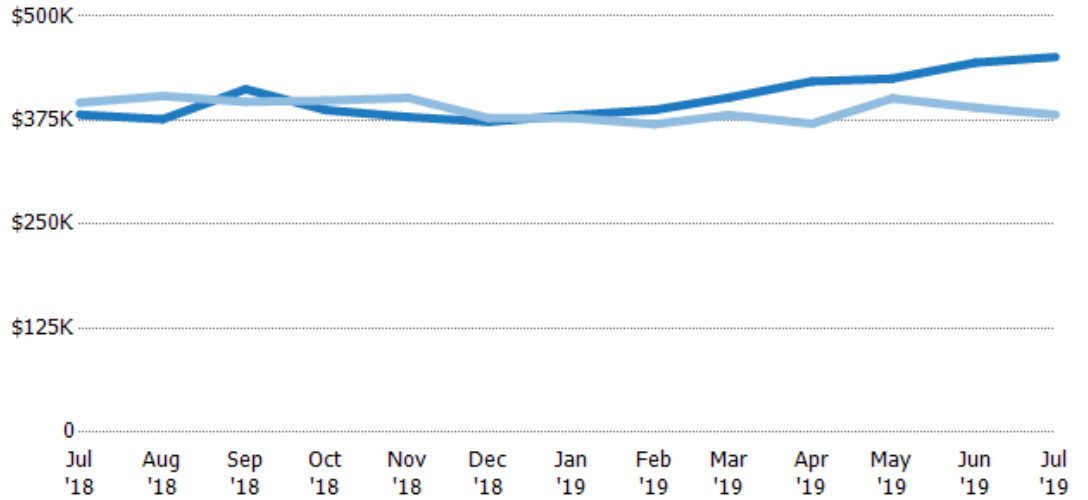
## Average Listing Price

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.
Jul '19	\$451K	18.1%
Jul '18	\$382K	-3.6%
Jul '17	\$396K	-5.8%



Current Year	\$382K	\$376K	\$412K	\$387K	\$379K	\$373K	\$381K	\$387K	\$402K	\$422K	\$425K	\$444K	\$451K
Prior Year	\$396K	\$404K	\$397K	\$399K	\$402K	\$378K	\$378K	\$370K	\$381K	\$371K	\$401K	\$390K	\$382K
Percent Change from Prior Year	-4%	-7%	4%	-3%	-6%	-1%	1%	5%	6%	14%	6%	14%	18%

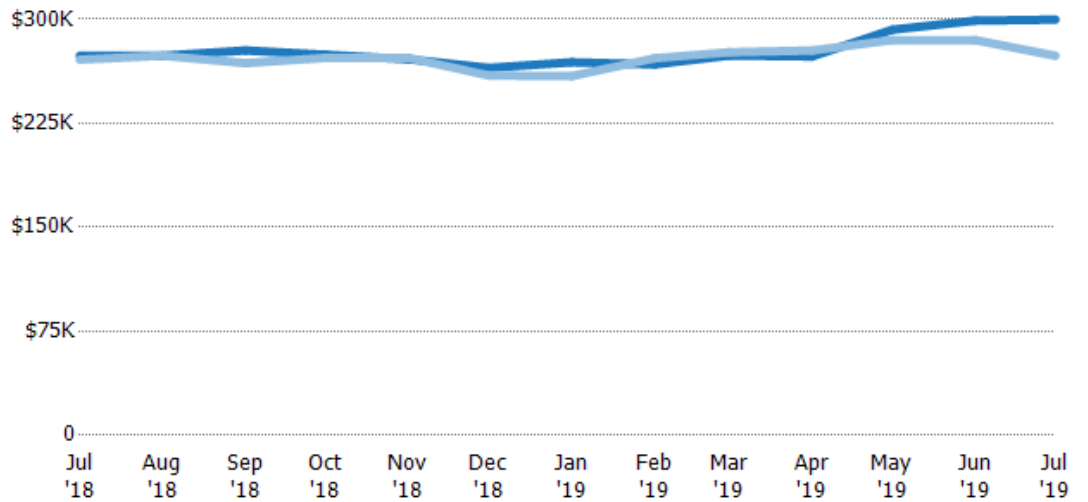
## Median Listing Price

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.
Jul '19	\$300K	9.5%
Jul '18	\$274K	1%
Jul '17	\$271K	-4.7%



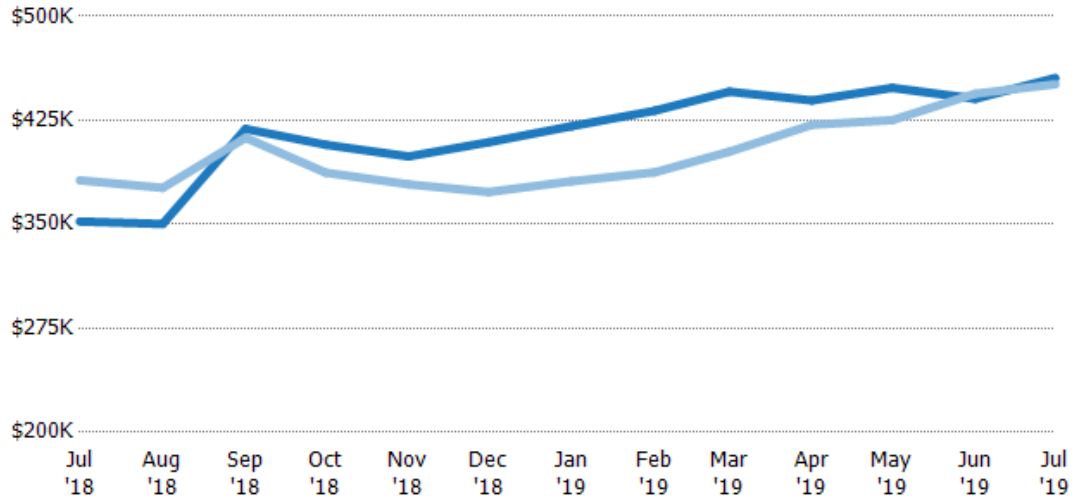
Current Year	\$274K	\$274K	\$278K	\$274K	\$271K	\$265K	\$269K	\$267K	\$274K	\$273K	\$293K	\$299K	\$300K
Prior Year	\$271K	\$274K	\$268K	\$272K	\$272K	\$259K	\$259K	\$272K	\$276K	\$278K	\$285K	\$285K	\$274K
Percent Change from Prior Year	1%	0%	3%	1%	0%	2%	4%	-2%	-1%	-2%	3%	5%	10%

## 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



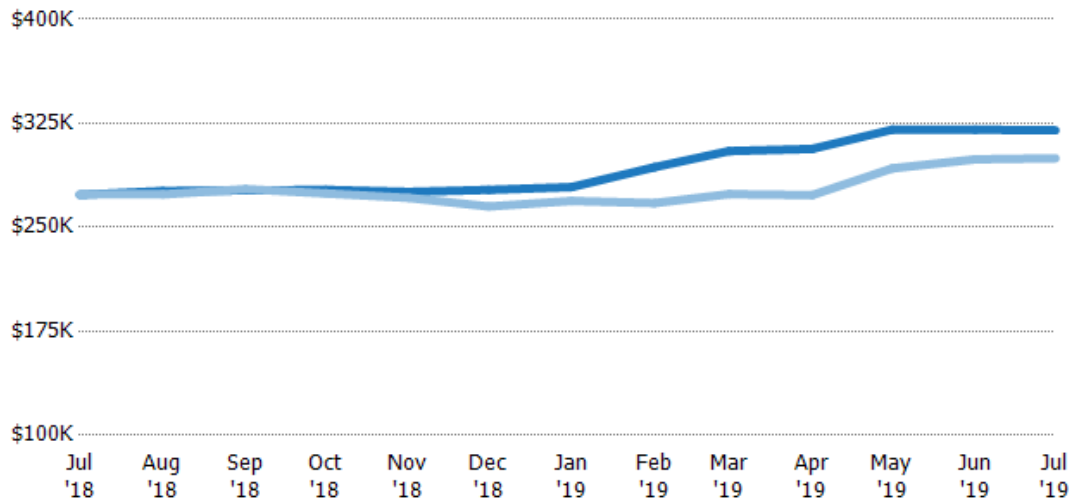
Avg Est Value	\$352K	\$350K	\$419K	\$407K	\$399K	\$409K	\$421K	\$432K	\$446K	\$439K	\$448K	\$441K	\$456K
Avg Listing Price	\$382K	\$376K	\$412K	\$387K	\$379K	\$373K	\$381K	\$387K	\$402K	\$422K	\$425K	\$444K	\$451K
Avg Listing Price as a % of Avg Est Value	108%	107%	98%	95%	95%	91%	91%	90%	90%	96%	95%	101%	99%

## 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



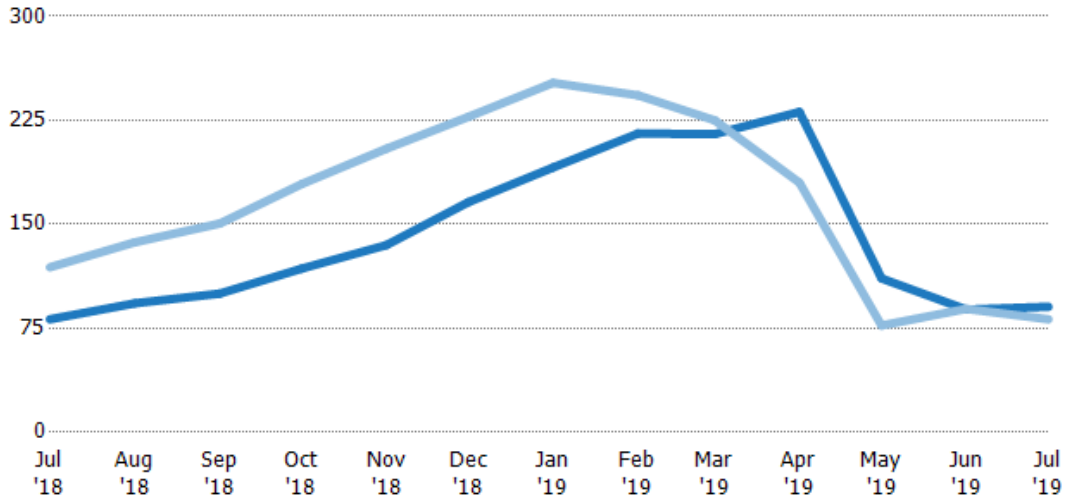
Median Est Value	\$273K	\$276K	\$277K	\$277K	\$276K	\$277K	\$279K	\$293K	\$305K	\$307K	\$320K	\$320K	\$320K
Median Listing Price	\$274K	\$274K	\$278K	\$274K	\$271K	\$265K	\$269K	\$267K	\$274K	\$273K	\$293K	\$299K	\$300K
Med Listing Price as a % of Med Est Value	100%	99%	100%	99%	98%	96%	96%	91%	90%	89%	91%	93%	94%

## 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



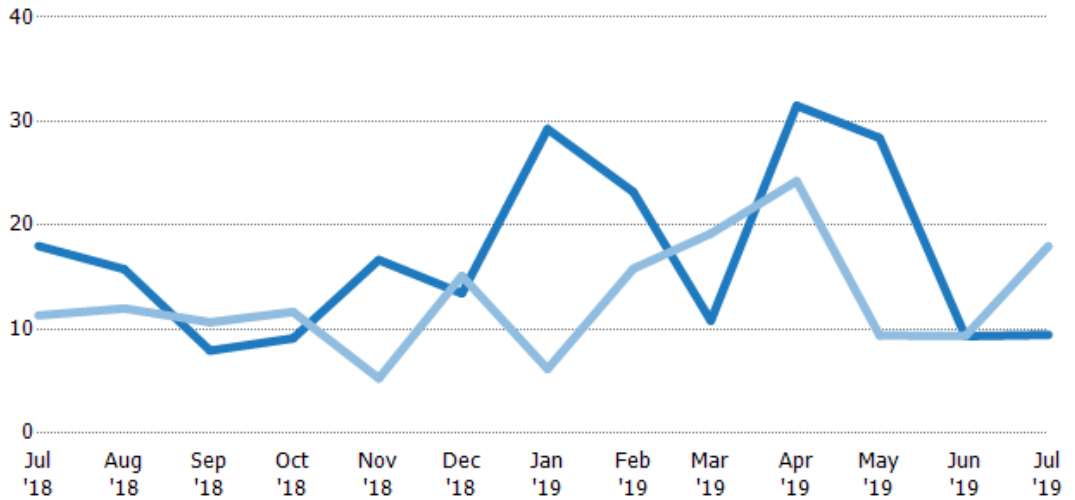
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	81.5	93	100	118	135	166	191	216	215	231	111	88.5	90.5
Prior Year	119	137	151	179	205	228	252	243	225	180	77	89	81.5
Percent Change from Prior Year	-32%	-32%	-34%	-34%	-34%	-27%	-24%	-11%	-4%	28%	44%	-1%	11%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	18	15.8	7.94	9.13	16.7	13.4	29.3	23.2	10.8	31.5	28.4	9.33	9.47
Prior Year	11.3	12	10.7	11.7	5.28	15.1	6.18	15.8	19.2	24.3	9.42	9.36	18
Percent Change from Prior Year	59%	31%	-26%	-22%	216%	-11%	374%	47%	-44%	30%	202%	0%	-47%

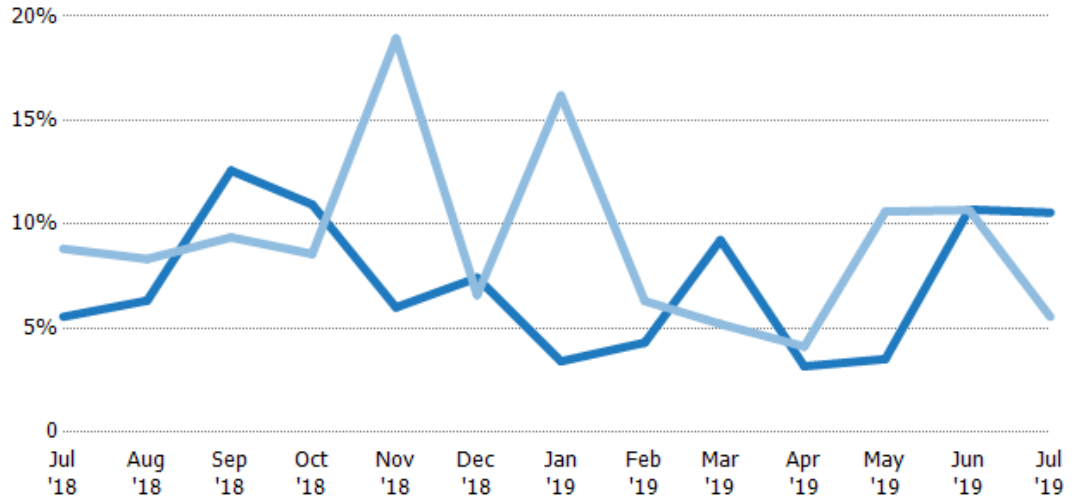
## Absorption Rate

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.
Jul '19	11%	-5%
Jul '18	6%	3.3%
Jul '17	9%	-36.3%



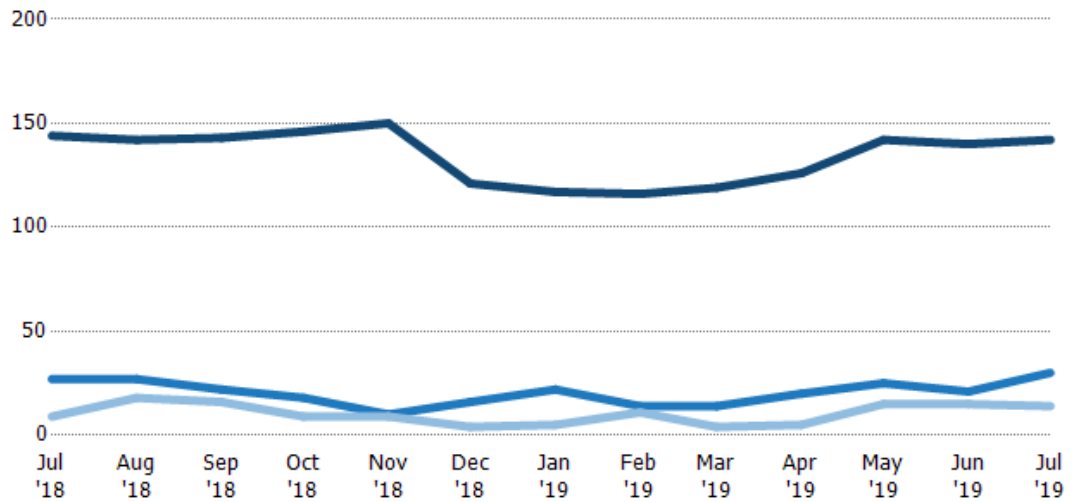
Current Year	6%	6%	13%	11%	6%	7%	3%	4%	9%	3%	4%	11%	11%
Prior Year	9%	8%	9%	9%	19%	7%	16%	6%	5%	4%	11%	11%	6%
Change from Prior Year	3%	2%	-3%	-2%	13%	-1%	13%	2%	-4%	1%	7%	0%	-5%

## 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



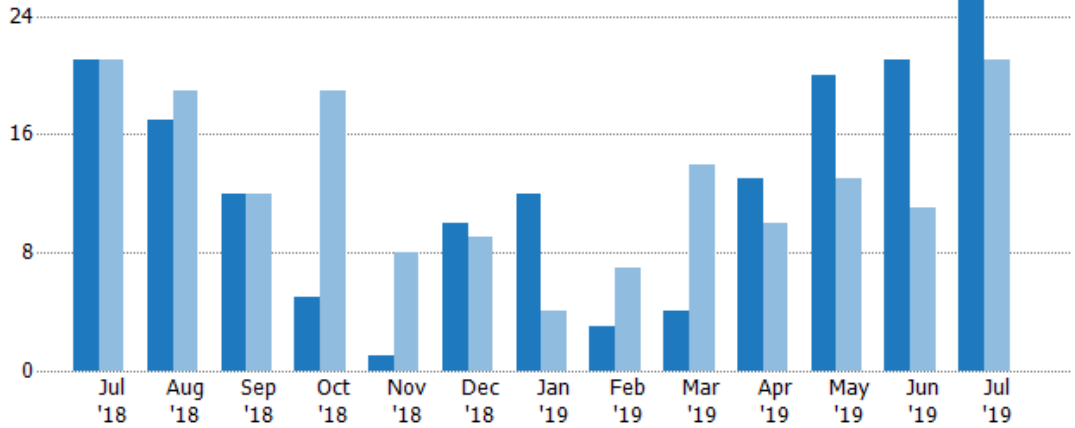
Active	144	142	143	146	150	121	117	116	119	126	142	140	142
Pending	27	27	22	18	10	16	22	14	14	20	25	21	30
Sold	9	18	16	9	9	4	5	11	4	5	15	15	14

## 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



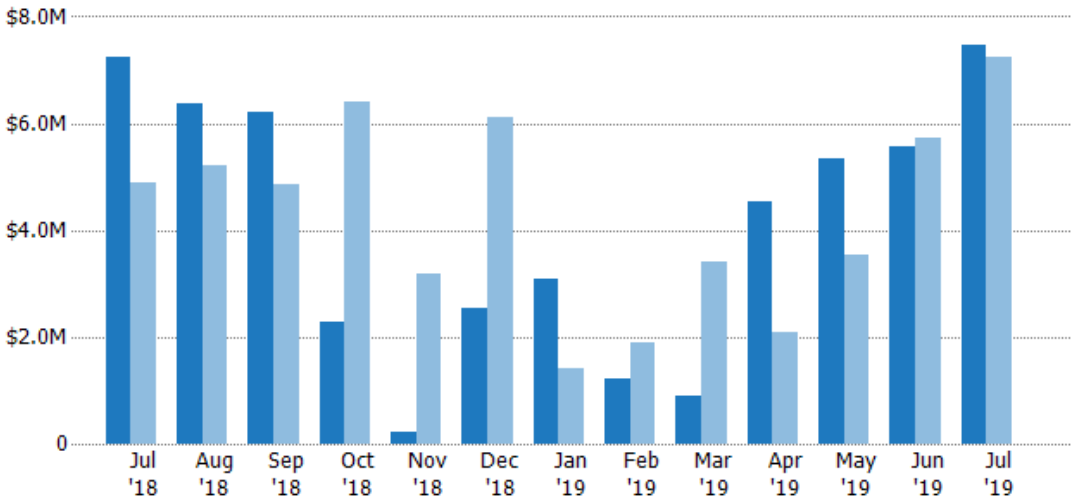
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	21	17	12	5	1	10	12	3	4	13	20	21	26
Prior Year	21	19	12	19	8	9	4	7	14	10	13	11	21
Percent Change from Prior Year	0%	-11%	0%	-74%	-88%	11%	200%	-57%	-71%	30%	54%	91%	24%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$7.24M	\$6.37M	\$6.2M	\$2.29M	\$230K	\$2.55M	\$3.08M	\$1.21M	\$895K	\$4.54M	\$5.35M	\$5.57M	\$7.48M
Prior Year	\$4.88M	\$5.23M	\$4.85M	\$6.41M	\$3.17M	\$6.11M	\$1.42M	\$1.9M	\$3.42M	\$2.1M	\$3.54M	\$5.72M	\$7.24M
Percent Change from Prior Year	48%	22%	28%	-64%	-93%	-58%	116%	-37%	-74%	117%	51%	-3%	3%



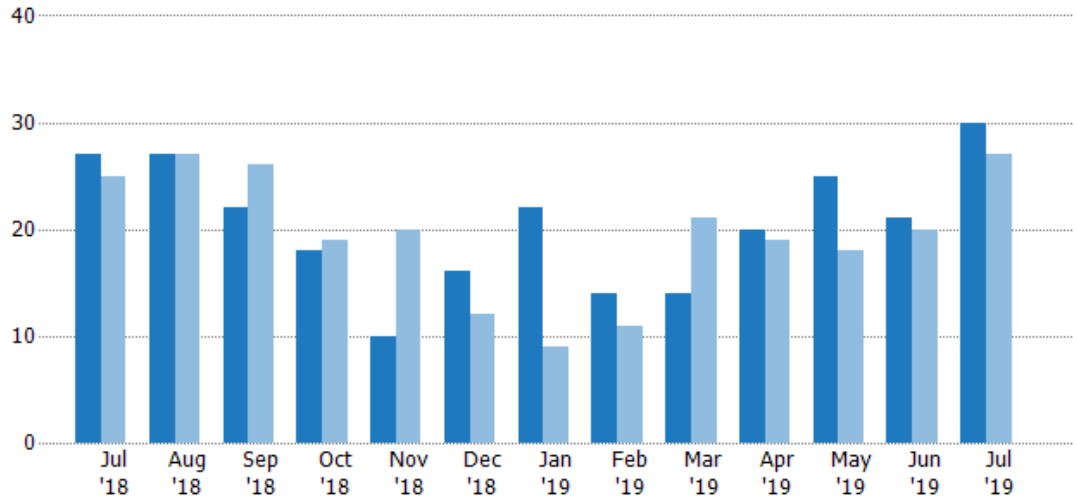
## Pending Sales

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.
Jul '19	30	11.1%
Jul '18	27	8%
Jul '17	25	20%



Current Year	27	27	22	18	10	16	22	14	14	20	25	21	30
Prior Year	25	27	26	19	20	12	9	11	21	19	18	20	27
Percent Change from Prior Year	8%	0%	-15%	-5%	-50%	33%	144%	27%	-33%	5%	39%	5%	11%

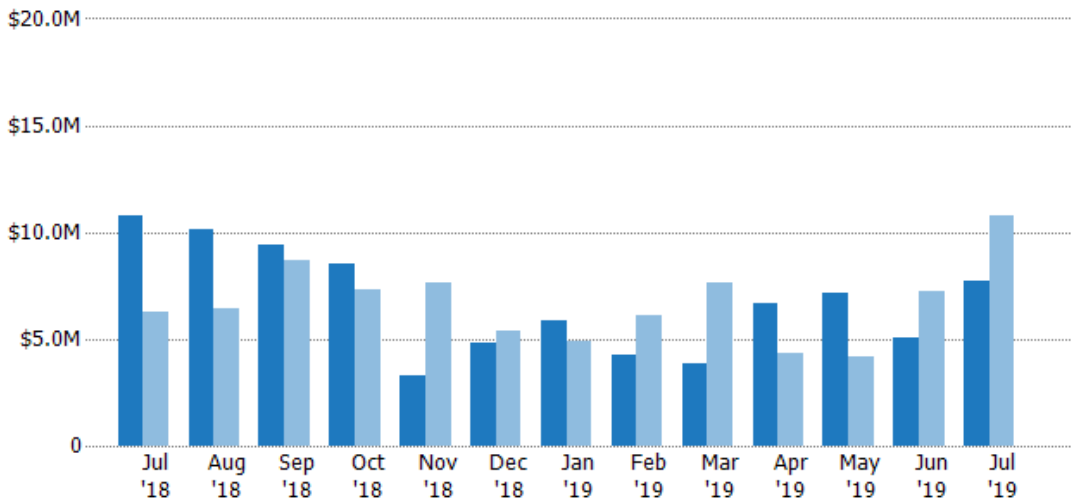
## Pending Sales Volume

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.
Jul '19	\$7.7M	-28.6%
Jul '18	\$10.8M	71.1%
Jul '17	\$6.3M	11.7%



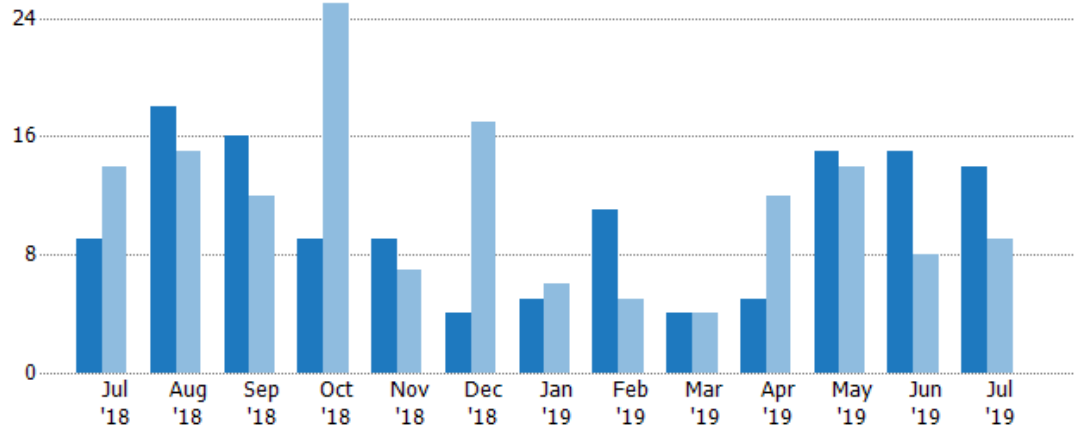
Current Year	\$10.8M	\$10.1M	\$9.43M	\$8.52M	\$3.25M	\$4.79M	\$5.85M	\$4.22M	\$3.88M	\$6.65M	\$7.12M	\$5.07M	\$7.7M
Prior Year	\$6.3M	\$6.43M	\$8.66M	\$7.28M	\$7.6M	\$5.34M	\$4.86M	\$6.09M	\$7.67M	\$4.33M	\$4.15M	\$7.23M	\$10.8M
Percent Change from Prior Year	71%	58%	9%	17%	-57%	-10%	20%	-31%	-49%	54%	72%	-30%	-29%

## 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



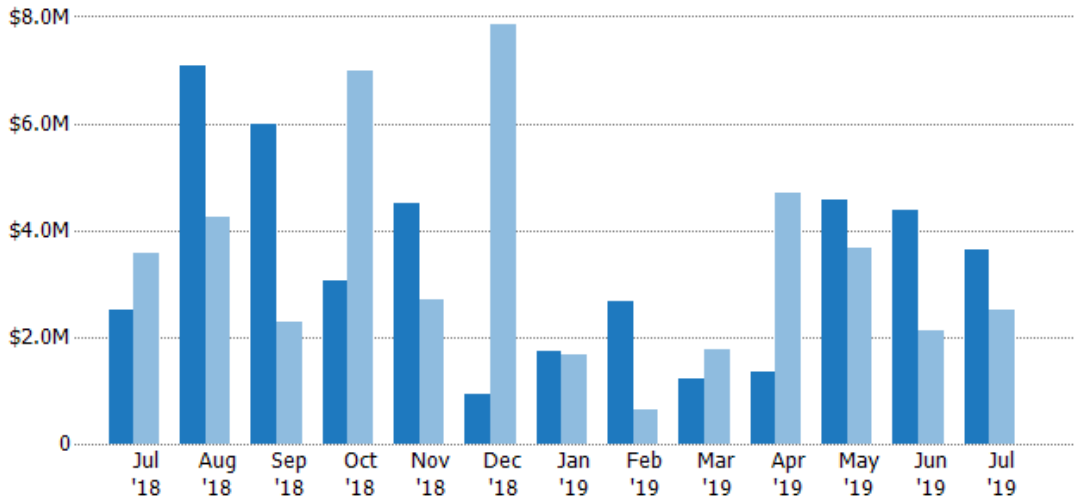
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	9	18	16	9	9	4	5	11	4	5	15	15	14
Prior Year	14	15	12	25	7	17	6	5	4	12	14	8	9
Percent Change from Prior Year	-36%	20%	33%	-64%	29%	-76%	-17%	120%	0%	-58%	7%	88%	56%

## 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



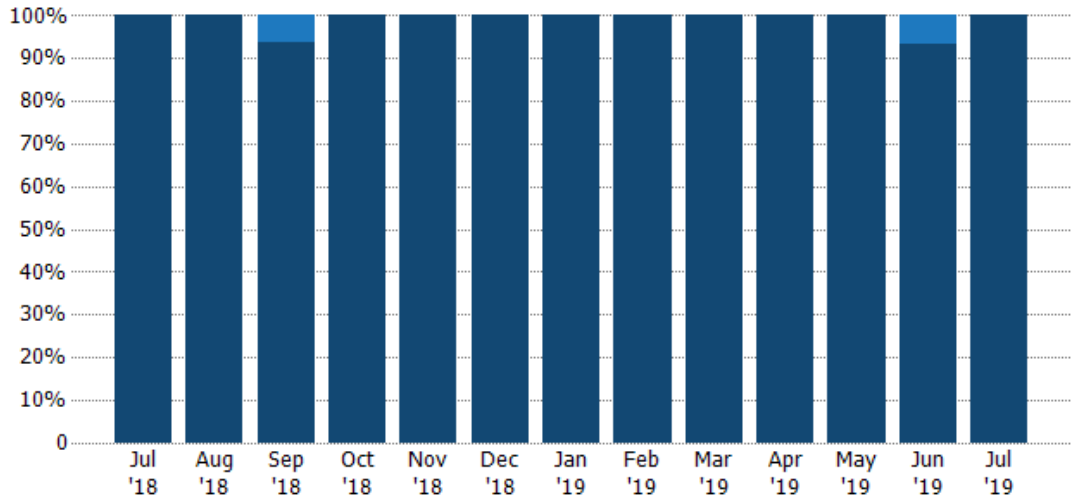
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$2.51M	\$7.07M	\$5.98M	\$3.05M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.22M	\$1.34M	\$4.56M	\$4.37M	\$3.62M
Prior Year	\$3.57M	\$4.24M	\$2.3M	\$6.98M	\$2.71M	\$7.86M	\$1.67M	\$625K	\$1.77M	\$4.7M	\$3.67M	\$2.11M	\$2.51M
Percent Change from Prior Year	-30%	66%	160%	-56%	66%	-88%	4%	329%	-31%	-71%	24%	107%	44%

## 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%	100%	94%	100%	100%	100%	100%	100%	100%	100%	100%	93%	100%

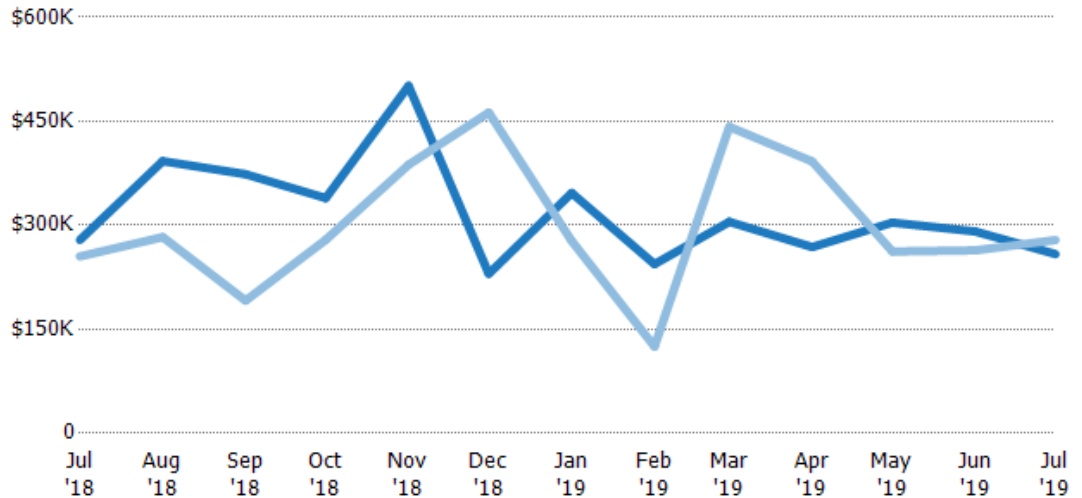
## Average Sales Price

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.
Jul '19	\$258K	-7.3%
Jul '18	\$279K	9.3%
Jul '17	\$255K	-16.3%



Current Year	\$279K	\$393K	\$374K	\$339K	\$501K	\$230K	\$347K	\$244K	\$305K	\$269K	\$304K	\$291K	\$258K
Prior Year	\$255K	\$283K	\$191K	\$279K	\$387K	\$463K	\$278K	\$125K	\$442K	\$392K	\$262K	\$264K	\$279K
Percent Change from Prior Year	9%	39%	95%	22%	29%	-50%	25%	95%	-31%	-31%	16%	10%	-7%

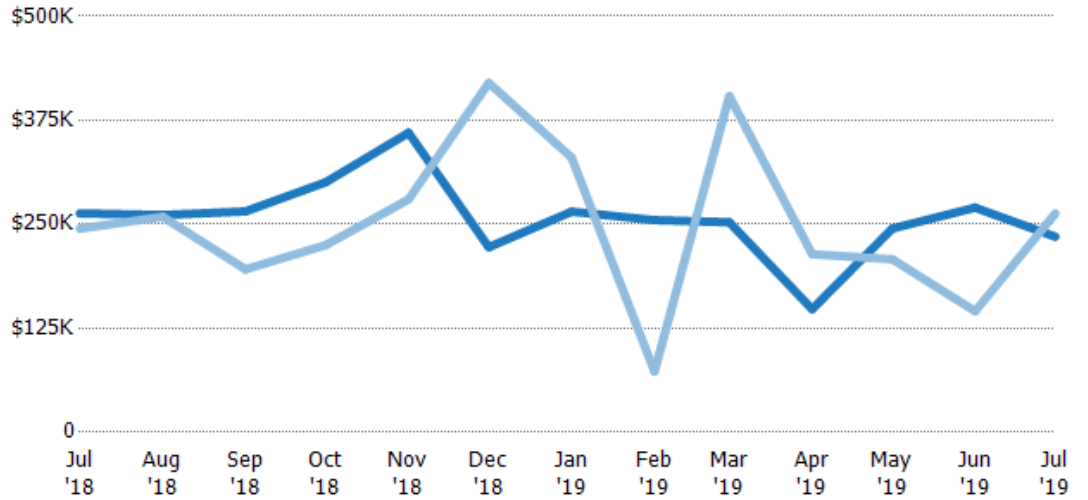
## Median Sales Price

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.
Jul '19	\$235K	-10.7%
Jul '18	\$263K	7.5%
Jul '17	\$245K	-11.1%



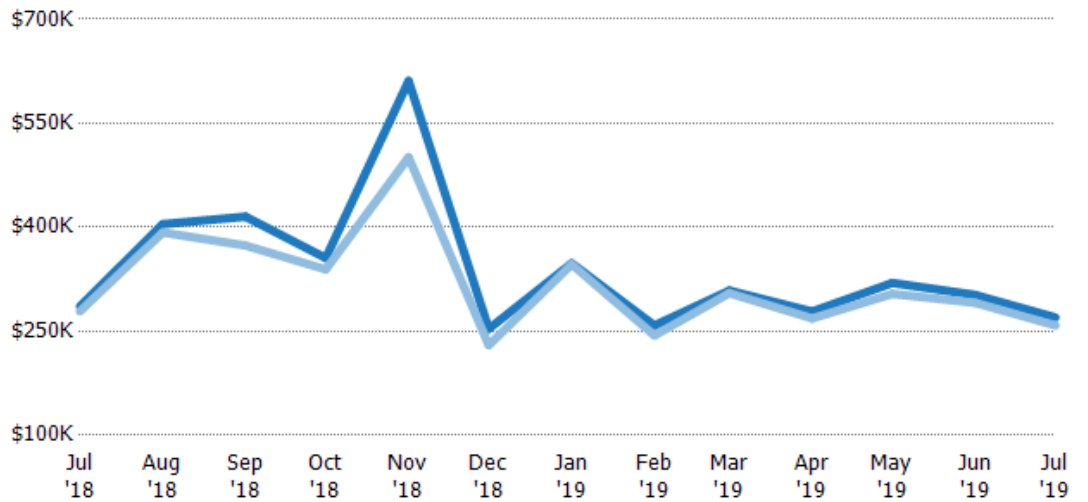
Current Year	\$263K	\$261K	\$266K	\$301K	\$360K	\$223K	\$265K	\$255K	\$252K	\$148K	\$245K	\$270K	\$235K
Prior Year	\$245K	\$259K	\$196K	\$225K	\$280K	\$420K	\$330K	\$73K	\$404K	\$214K	\$208K	\$145K	\$263K
Percent Change from Prior Year	8%	1%	36%	34%	29%	-47%	-20%	249%	-38%	-31%	18%	86%	-11%

## 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



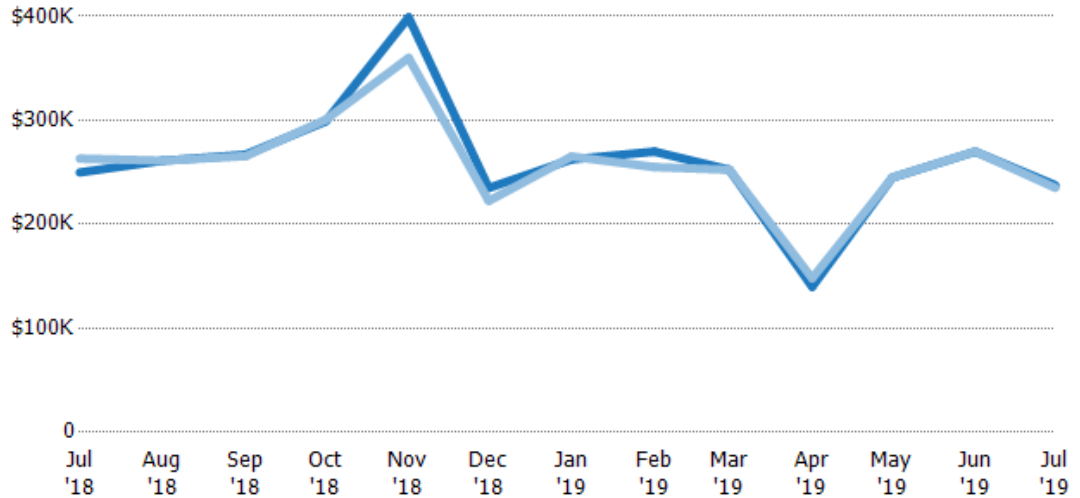
Avg List Price	\$286K	\$404K	\$415K	\$356K	\$611K	\$253K	\$348K	\$258K	\$309K	\$279K	\$320K	\$302K	\$270K
Avg Sales Price	\$279K	\$393K	\$374K	\$339K	\$501K	\$230K	\$347K	\$244K	\$305K	\$269K	\$304K	\$291K	\$258K
Avg Sales Price as a % of Avg List Price	97%	97%	90%	95%	82%	91%	100%	94%	99%	96%	95%	96%	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



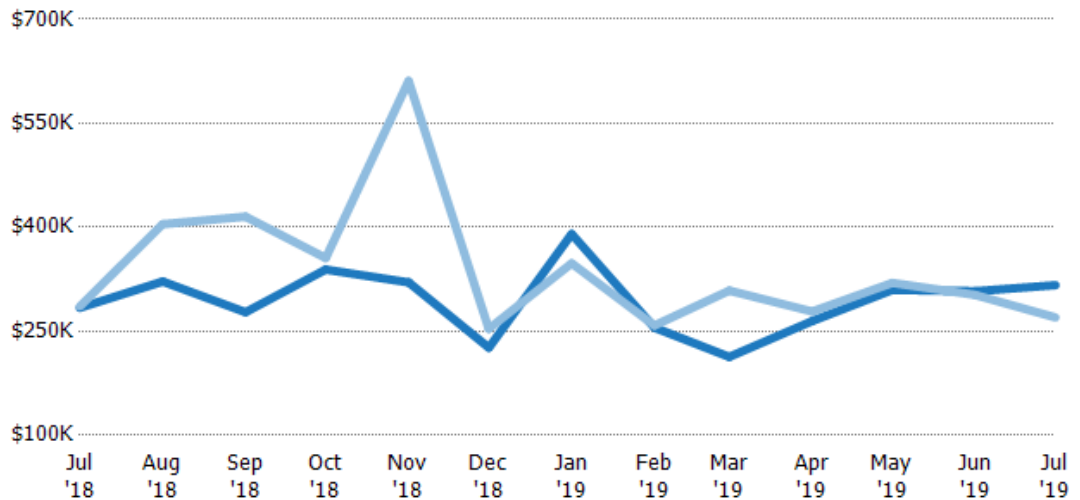
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$250K	\$261K	\$267K	\$299K	\$399K	\$235K	\$262K	\$270K	\$252K	\$140K	\$245K	\$270K	\$237K
Median Sales Price	\$263K	\$261K	\$266K	\$301K	\$360K	\$223K	\$265K	\$255K	\$252K	\$148K	\$245K	\$270K	\$235K
Med Sales Price as a % of Med List Price	105%	100%	99%	101%	90%	95%	101%	94%	100%	106%	100%	100%	99%

## 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



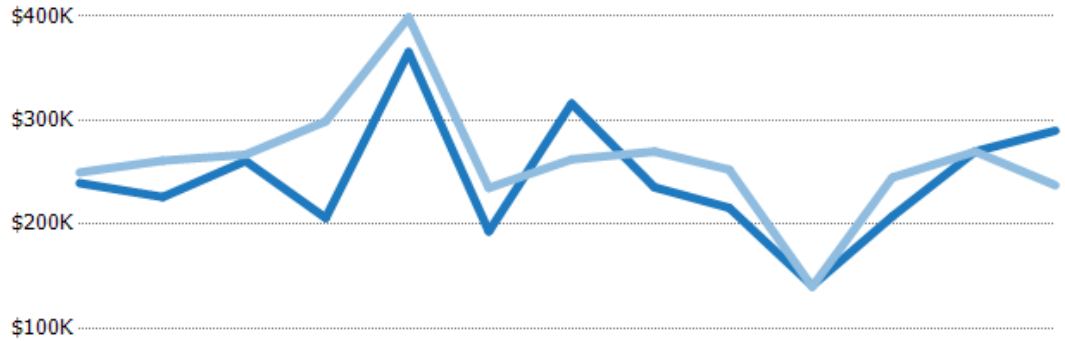
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$284K	\$322K	\$277K	\$339K	\$321K	\$226K	\$390K	\$255K	\$213K	\$265K	\$310K	\$308K	\$317K
Avg Sales Price	\$286K	\$404K	\$415K	\$356K	\$611K	\$253K	\$348K	\$258K	\$309K	\$279K	\$320K	\$302K	\$270K
Avg Sales Price as a % of Avg Est Value	101%	126%	150%	105%	191%	112%	89%	101%	145%	105%	103%	98%	85%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$240K	\$226K	\$261K	\$206K	\$366K	\$193K	\$316K	\$236K	\$216K	\$141K	\$208K	\$270K	\$290K
Median Sales Price	\$250K	\$261K	\$267K	\$299K	\$399K	\$235K	\$262K	\$270K	\$252K	\$140K	\$245K	\$270K	\$237K
Med Sales Price as a % of Med Est Value	104%	115%	102%	145%	109%	122%	83%	115%	117%	99%	118%	100%	82%