

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	13	+7.7%	189	208	-9.1%
New Listing Volume	\$6,494,099	\$4,114,400	+57.8%	\$69,830,226	\$78,677,279	-11.2%
Active Listing Count	116	144	-19.4%	N/A	N/A	
Active Listing Volume	\$59,441,099	\$54,908,148	+8.3%	N/A	N/A	
Average Listing Price	\$512,423	\$381,307	+34.4%	\$436,585	\$383,391	+13.9%
Median Listing Price	\$345,000	\$274,450	+25.7%	\$293,580	\$277,051	+6%
Median Days in RPR	155.5	116	+34.1%	134.73	125.44	+7.4%
Months of Inventory	8.3	9	-7.9%	12.6	9.5	+33.2%
Absorption Rate	12.07%	11.11%	+1%	7.94%	10.58%	-2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	12	5	+140%	144	114	+26.3%
New Pending Sales Volume	\$4,600,600	\$2,292,900	+100.6%	\$43,424,509	\$40,203,131	+8%
Pending Sales Count	20	18	+11.1%	N/A	N/A	
Pending Sales Volume	\$7,236,000	\$8,521,502	-15.1%	N/A	N/A	
Closed Sales Count	9	9	+/-	110	101	+8.9%
Closed Sales Volume	\$3,516,700	\$3,053,100	+15.2%	\$31,777,649	\$33,573,371	-5.3%
Average Sales Price	\$390,744	\$339,233	+15.2%	\$288,888	\$332,410	-13.1%
Median Sales Price	\$303,000	\$300,600	+0.8%	\$249,915	\$247,109	+1.1%

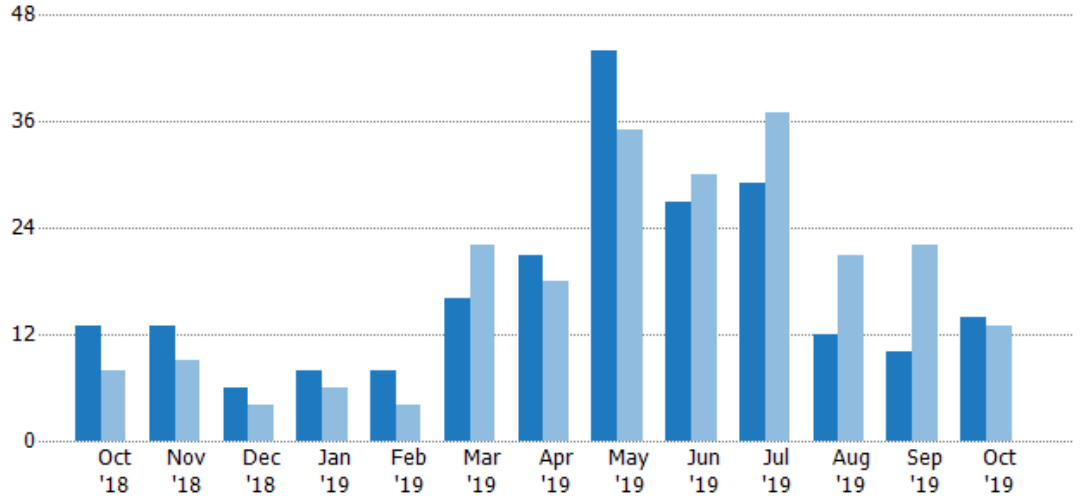
New Listings

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.
Oct '19	14	7.7%
Oct '18	13	62.5%
Oct '17	8	-12.5%



Current Year	13	13	6	8	8	16	21	44	27	29	12	10	14
Prior Year	8	9	4	6	4	22	18	35	30	37	21	22	13
Percent Change from Prior Year	63%	44%	50%	33%	100%	-27%	17%	26%	-10%	-22%	-43%	-55%	8%

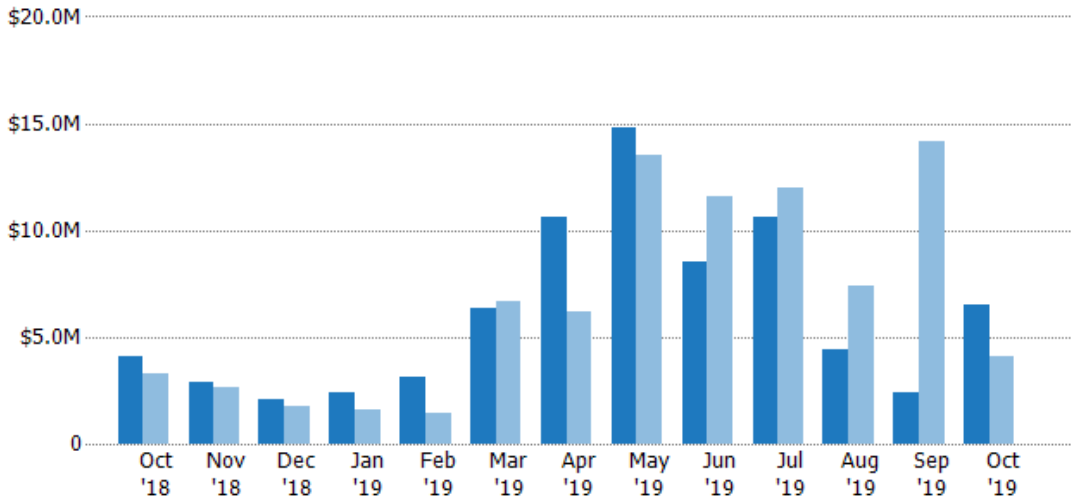
New Listing Volume

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.
Oct '19	\$6.49M	57.8%
Oct '18	\$4.11M	23.8%
Oct '17	\$3.32M	-36.8%



Current Year	\$4.11M	\$2.92M	\$2.1M	\$2.43M	\$3.1M	\$6.37M	\$10.6M	\$14.8M	\$8.52M	\$10.6M	\$4.44M	\$2.41M	\$6.49M
Prior Year	\$3.32M	\$2.61M	\$1.74M	\$1.63M	\$1.46M	\$6.65M	\$6.2M	\$13.5M	\$11.6M	\$12M	\$7.39M	\$14.2M	\$4.11M
Percent Change from Prior Year	24%	12%	21%	49%	113%	-4%	71%	10%	-26%	-11%	-40%	-83%	58%

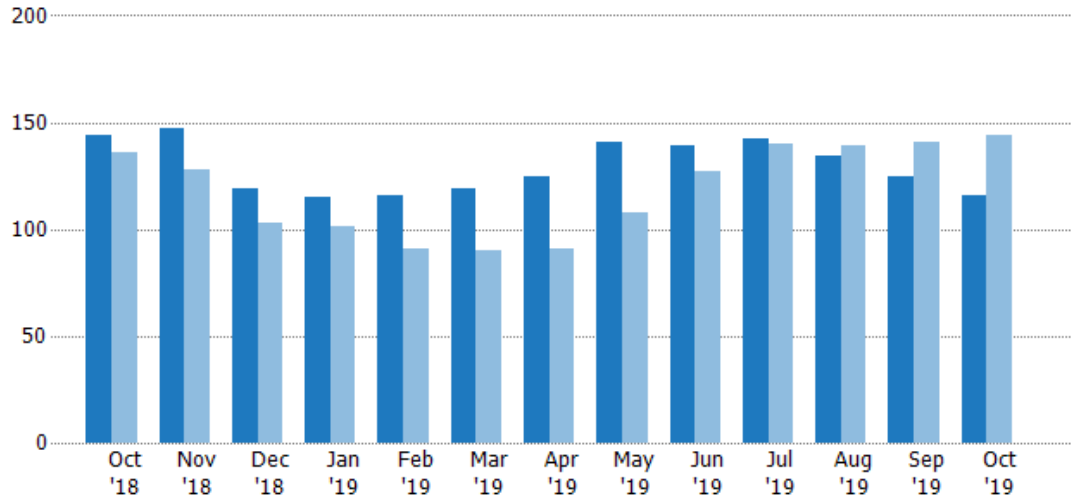
Active Listings

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.
Oct '19	116	-19.4%
Oct '18	144	5.9%
Oct '17	136	-2.2%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	144	147	119	115	116	119	125	141	139	142	134	125	116
Prior Year	136	128	103	101	91	90	91	108	127	140	139	141	144
Percent Change from Prior Year	6%	15%	16%	14%	27%	32%	37%	31%	9%	1%	-4%	-11%	-19%

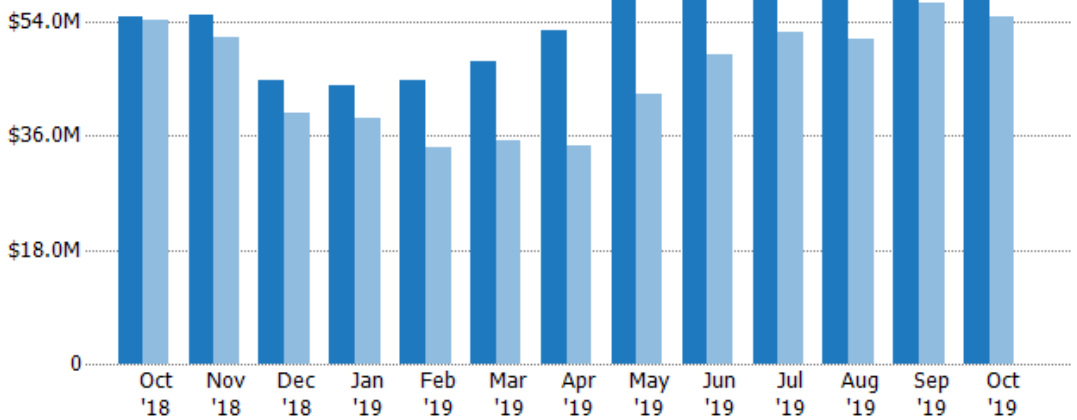
Active Listing Volume

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.
Oct '19	\$59.4M	8.3%
Oct '18	\$54.9M	1.3%
Oct '17	\$54.2M	-7.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$54.9M	\$55M	\$44.7M	\$44M	\$44.7M	\$47.6M	\$52.7M	\$59.7M	\$61.1M	\$63.4M	\$62.2M	\$60.4M	\$59.4M
Prior Year	\$54.2M	\$51.5M	\$39.6M	\$38.7M	\$34.2M	\$35.2M	\$34.5M	\$42.5M	\$48.8M	\$52.4M	\$51.2M	\$57M	\$54.9M
Percent Change from Prior Year	1%	7%	13%	14%	31%	35%	53%	41%	25%	21%	21%	6%	8%

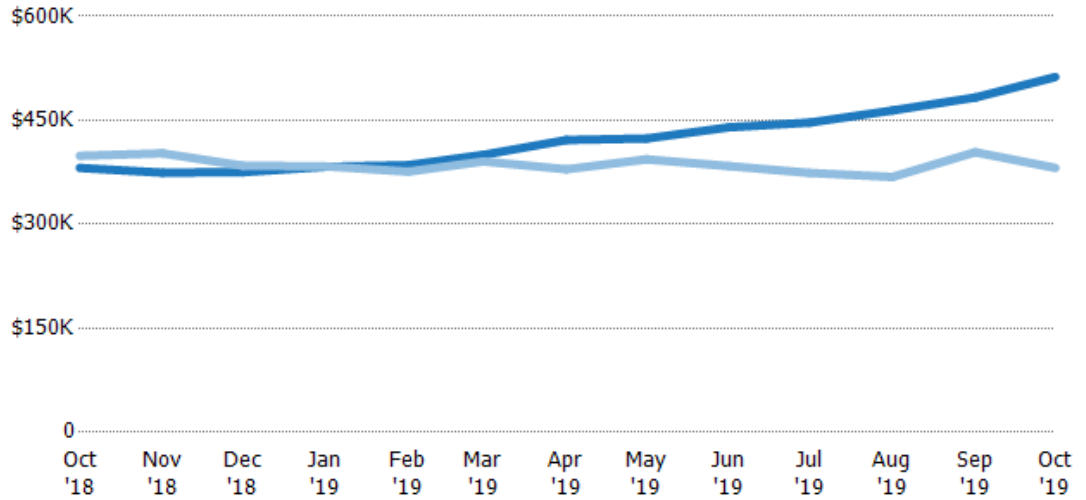
Average Listing Price

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.
Oct '19	\$512K	34.4%
Oct '18	\$381K	-4.4%
Oct '17	\$399K	-5.6%



Current Year	\$381K	\$374K	\$375K	\$383K	\$385K	\$400K	\$422K	\$424K	\$440K	\$447K	\$464K	\$483K	\$512K
Prior Year	\$399K	\$402K	\$384K	\$383K	\$376K	\$391K	\$379K	\$394K	\$384K	\$374K	\$368K	\$404K	\$381K
Percent Change from Prior Year	-4%	-7%	-2%	0%	2%	2%	11%	8%	15%	19%	26%	20%	34%

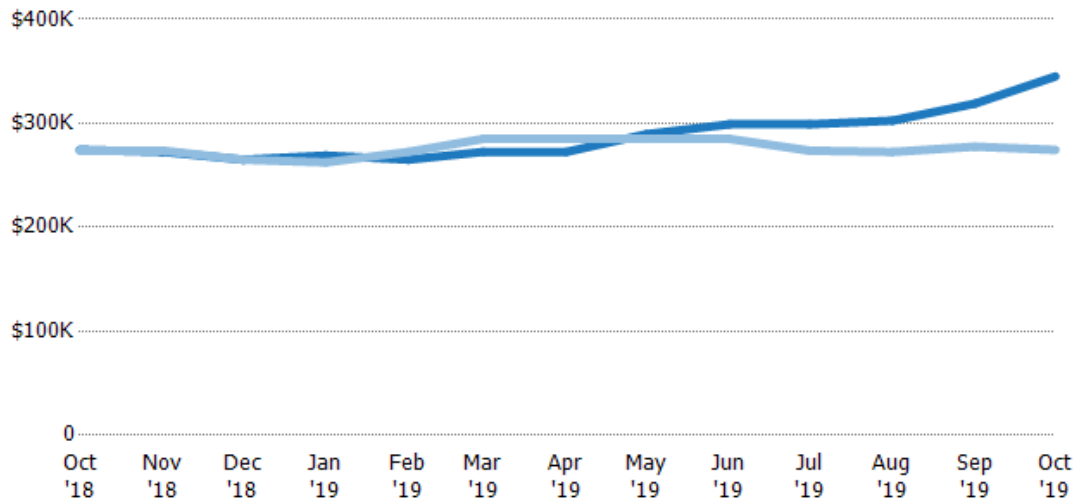
Median Listing Price

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.
Oct '19	\$345K	25.7%
Oct '18	\$274K	0.3%
Oct '17	\$274K	-3.5%



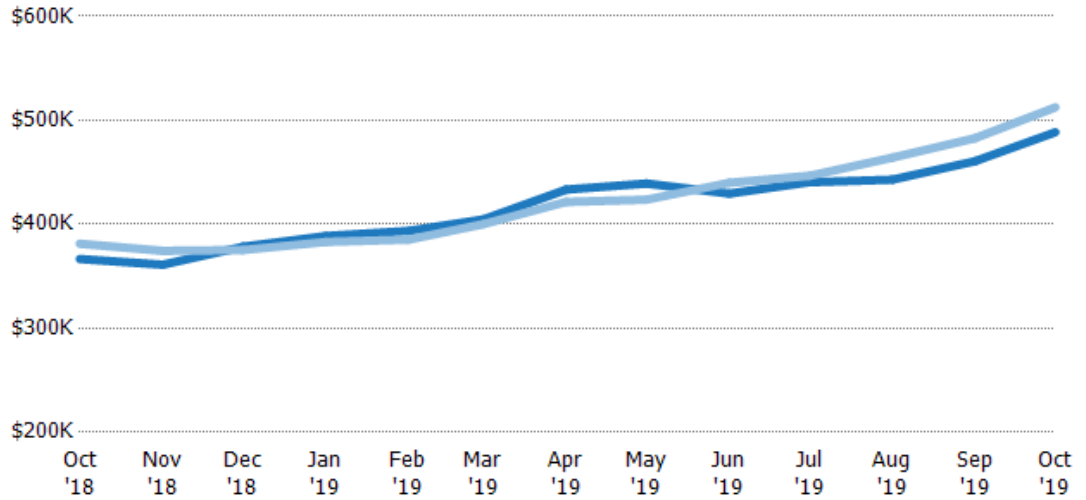
Current Year	\$274K	\$273K	\$265K	\$269K	\$265K	\$273K	\$273K	\$290K	\$299K	\$299K	\$303K	\$319K	\$345K
Prior Year	\$274K	\$274K	\$265K	\$262K	\$273K	\$285K	\$285K	\$285K	\$285K	\$274K	\$273K	\$278K	\$274K
Percent Change from Prior Year	0%	0%	0%	3%	-3%	-4%	-4%	2%	5%	9%	11%	15%	26%

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

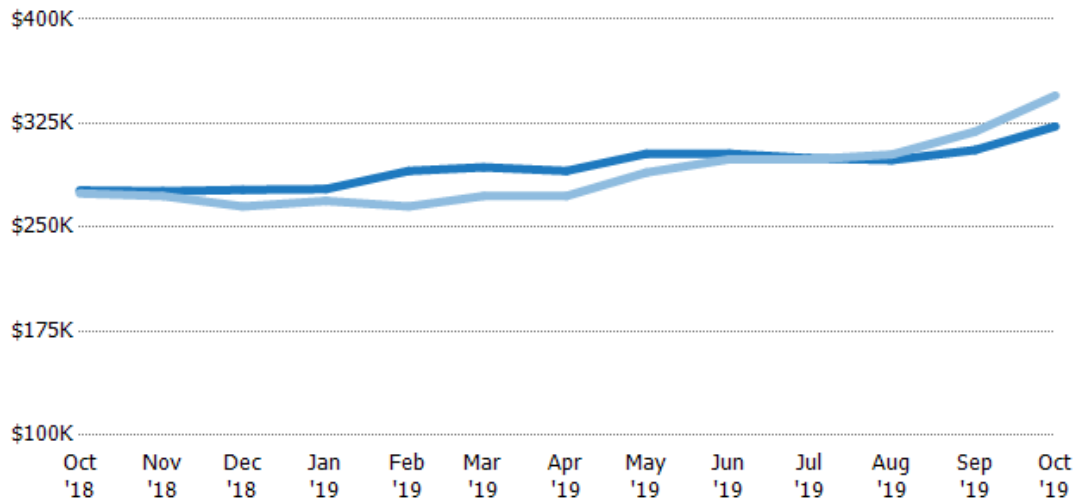


Median Listing Price vs Median Est Value

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



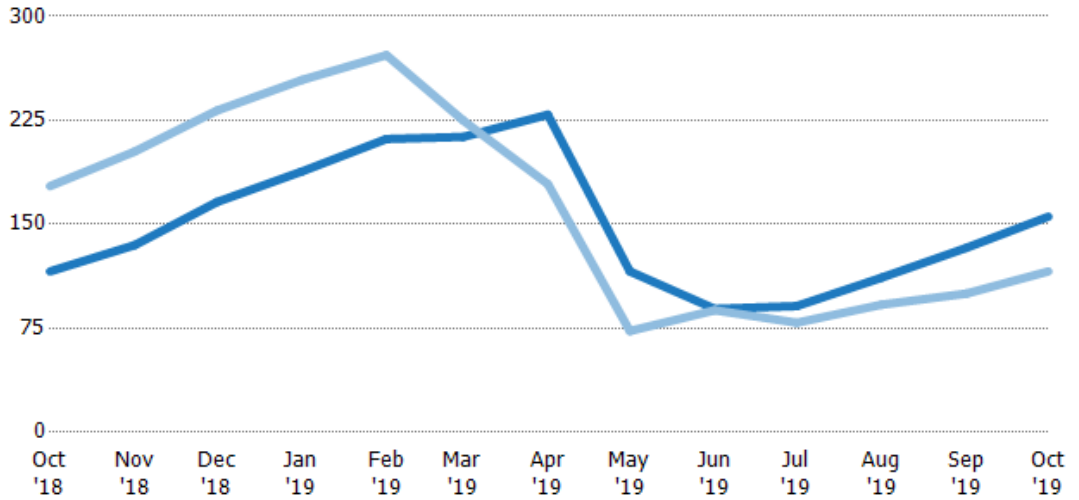
Median Days in RPR

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.
Oct '19	156	34.1%
Oct '18	116	-34.6%
Oct '17	178	-17.7%



Current Year	116	135	166	188	212	213	229	116	89	91	112	133	156
Prior Year	178	203	232	254	272	225	179	73	88	79	92	100	116
Percent Change from Prior Year	-35%	-33%	-28%	-26%	-22%	-5%	28%	59%	1%	15%	21%	33%	34%

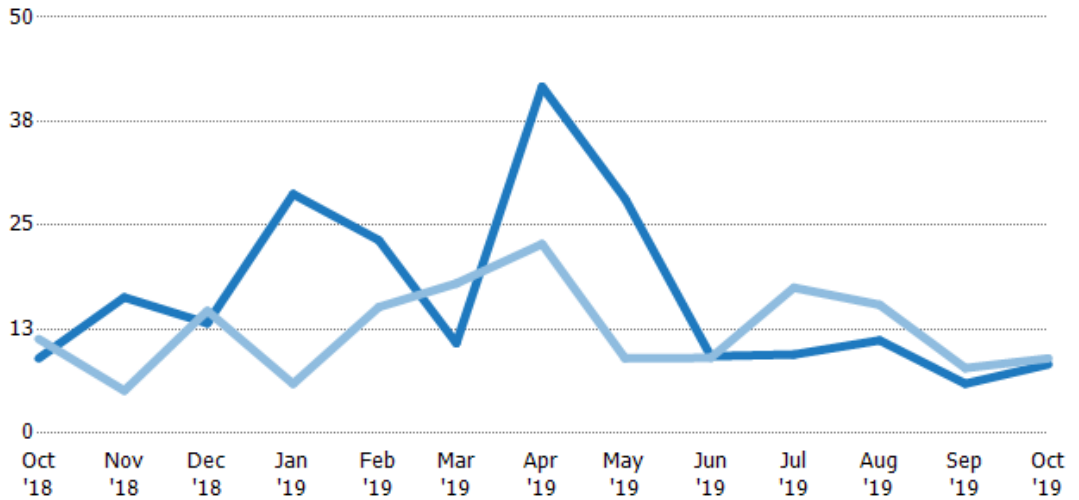
Months of Inventory

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.
Oct '19	8.29	-7.9%
Oct '18	9	-20.6%
Oct '17	11.3	-16.2%



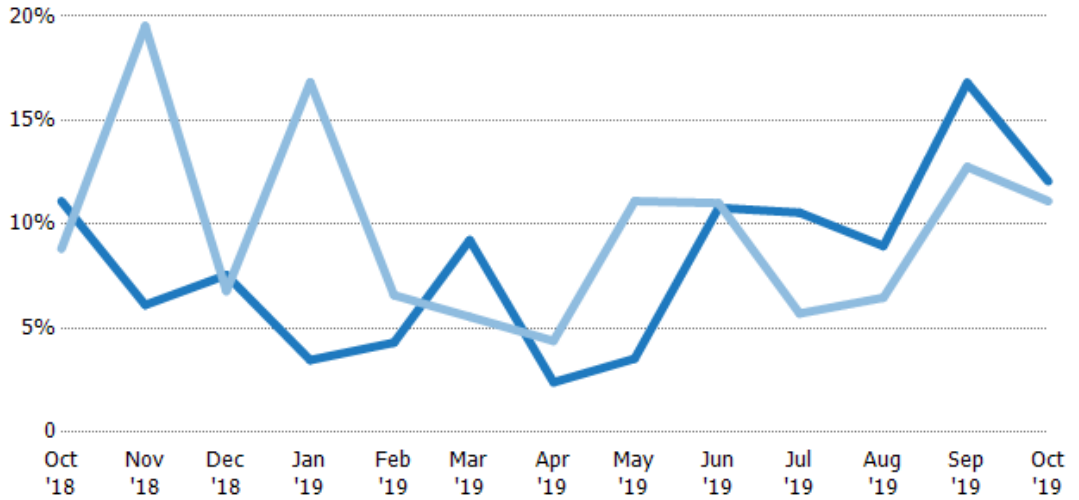
Current Year	9	16.3	13.2	28.8	23.2	10.8	41.7	28.2	9.27	9.47	11.2	5.95	8.29
Prior Year	11.3	5.12	14.7	5.94	15.2	18	22.8	9	9.07	17.5	15.4	7.83	9
Percent Change from Prior Year	-21%	219%	-10%	384%	53%	-40%	83%	213%	2%	-46%	-28%	-24%	-8%

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



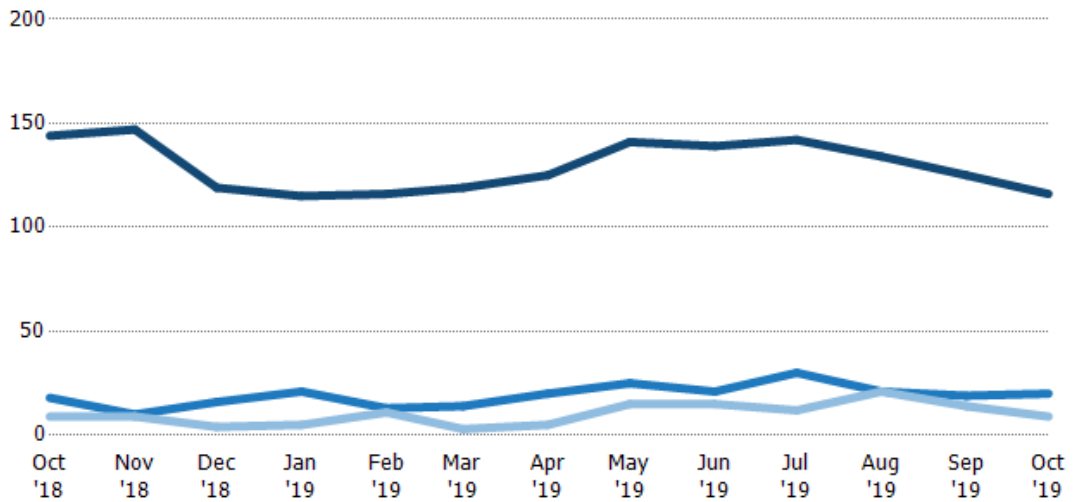
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	11%	6%	8%	3%	4%	9%	2%	4%	11%	11%	9%	17%	12%
Prior Year	9%	20%	7%	17%	7%	6%	4%	11%	11%	6%	6%	13%	11%
Change from Prior Year	-2%	13%	-1%	13%	2%	-4%	2%	8%	0%	-5%	-2%	-4%	-1%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	144	147	119	115	116	119	125	141	139	142	134	125	116
Pending	18	10	16	21	13	14	20	25	21	30	21	19	20
Sold	9	9	4	5	11	3	5	15	15	12	21	14	9

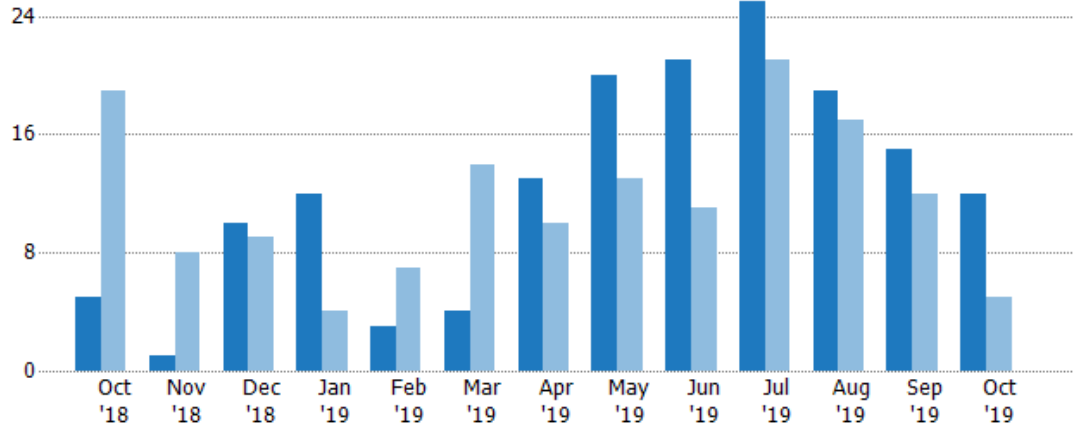
New Pending Sales

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.
Oct '19	12	140%
Oct '18	5	-73.7%
Oct '17	19	-47.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	5	1	10	12	3	4	13	20	21	25	19	15	12
Prior Year	19	8	9	4	7	14	10	13	11	21	17	12	5
Percent Change from Prior Year	-74%	-88%	11%	200%	-57%	-71%	30%	54%	91%	19%	12%	25%	140%

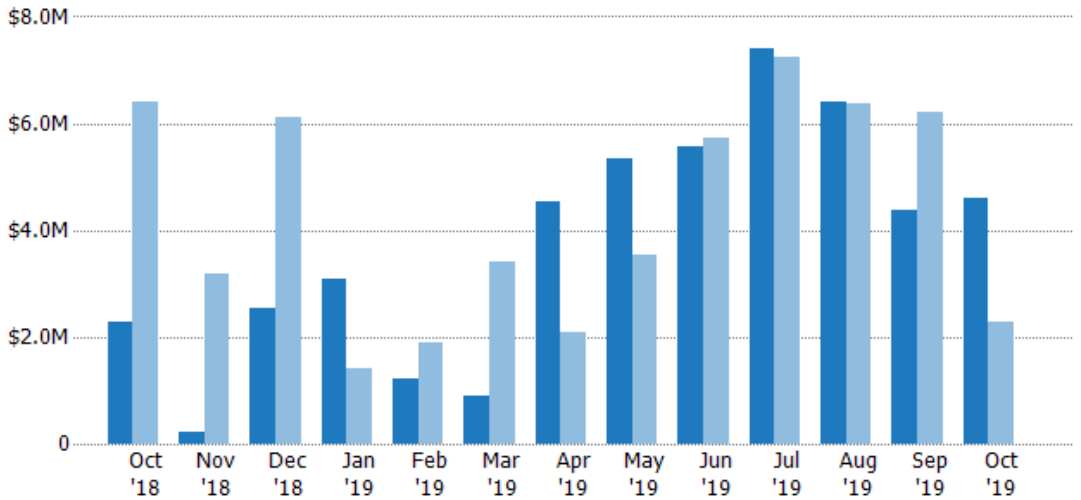
New Pending Sales Volume

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.
Oct '19	\$4.6M	100.6%
Oct '18	\$2.29M	-64.2%
Oct '17	\$6.41M	-51.3%



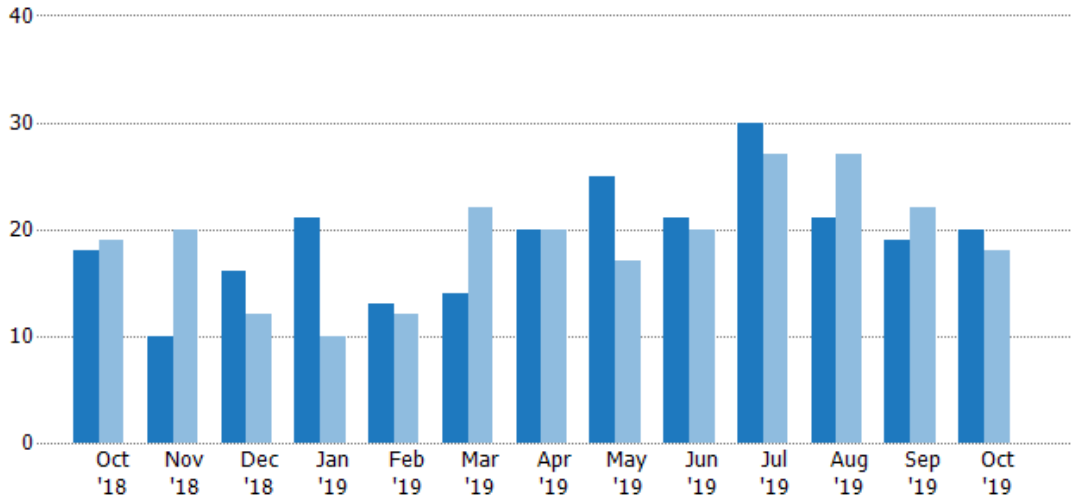
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$2.29M	\$230K	\$2.55M	\$3.08M	\$1.21M	\$895K	\$4.54M	\$5.35M	\$5.57M	\$7.4M	\$6.41M	\$4.38M	\$4.6M
Prior Year	\$6.41M	\$3.17M	\$6.11M	\$1.42M	\$1.9M	\$3.42M	\$2.1M	\$3.54M	\$5.72M	\$7.24M	\$6.37M	\$6.2M	\$2.29M
Percent Change from Prior Year	-64%	-93%	-58%	116%	-37%	-74%	117%	51%	-3%	2%	1%	-29%	101%

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



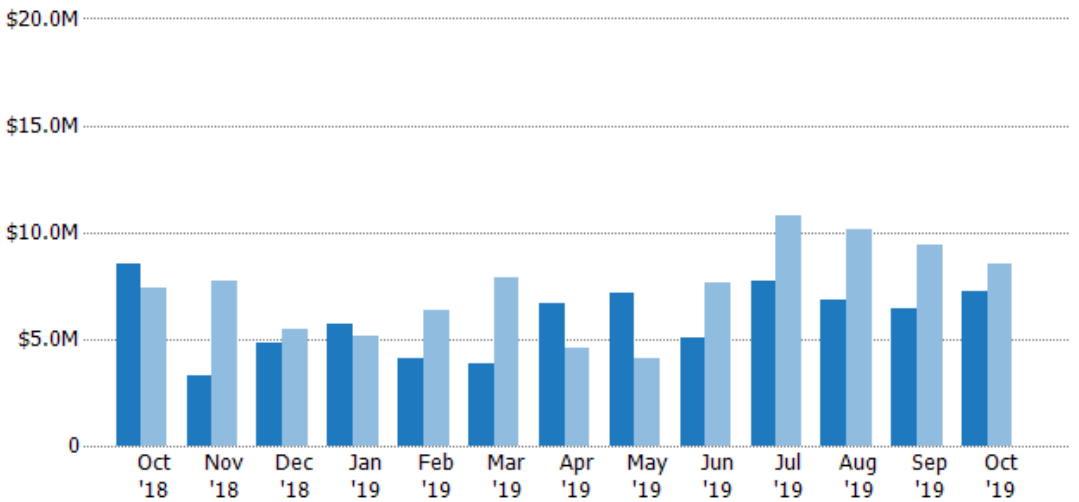
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	18	10	16	21	13	14	20	25	21	30	21	19	20
Prior Year	19	20	12	10	12	22	20	17	20	27	27	22	18
Percent Change from Prior Year	-5%	-50%	33%	110%	8%	-36%	0%	47%	5%	11%	-22%	-14%	11%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$8.52M	\$3.25M	\$4.79M	\$5.69M	\$4.06M	\$3.88M	\$6.65M	\$7.12M	\$5.07M	\$7.7M	\$6.86M	\$6.45M	\$7.24M
Prior Year	\$7.37M	\$7.69M	\$5.43M	\$5.1M	\$6.33M	\$7.91M	\$4.57M	\$4.06M	\$7.67M	\$10.8M	\$10.1M	\$9.43M	\$8.52M
Percent Change from Prior Year	16%	-58%	-12%	12%	-36%	-51%	46%	75%	-34%	-29%	-32%	-32%	-15%

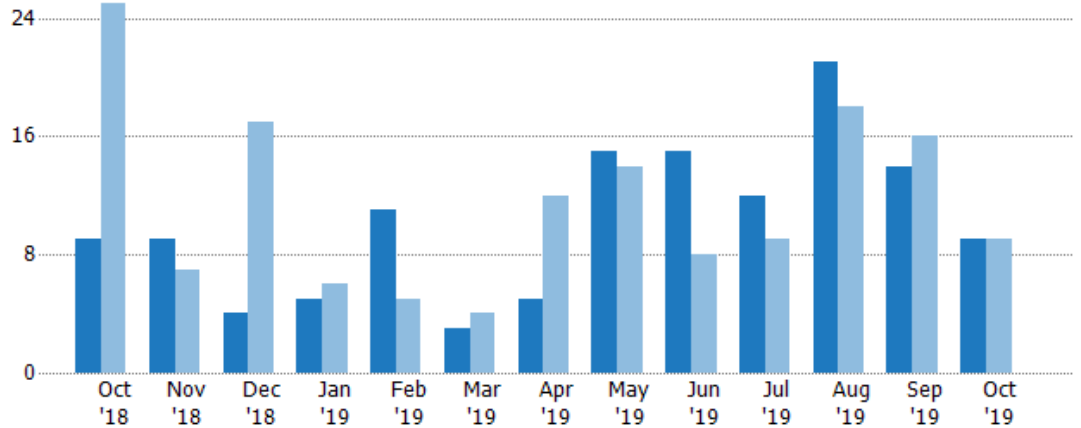
Closed Sales

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.
Oct '19	9	0%
Oct '18	9	-64%
Oct '17	25	-60%



Current Year	9	9	4	5	11	3	5	15	15	12	21	14	9
Prior Year	25	7	17	6	5	4	12	14	8	9	18	16	9
Percent Change from Prior Year	-64%	29%	-76%	-17%	120%	-25%	-58%	7%	88%	33%	17%	-13%	0%

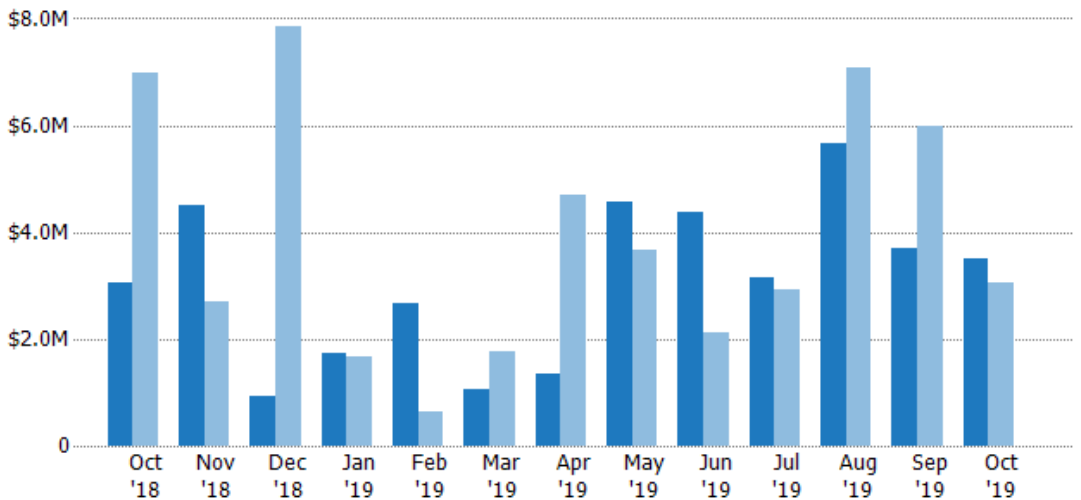
Closed Sales Volume

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.
Oct '19	\$3.52M	15.2%
Oct '18	\$3.05M	-56.2%
Oct '17	\$6.98M	-66.3%



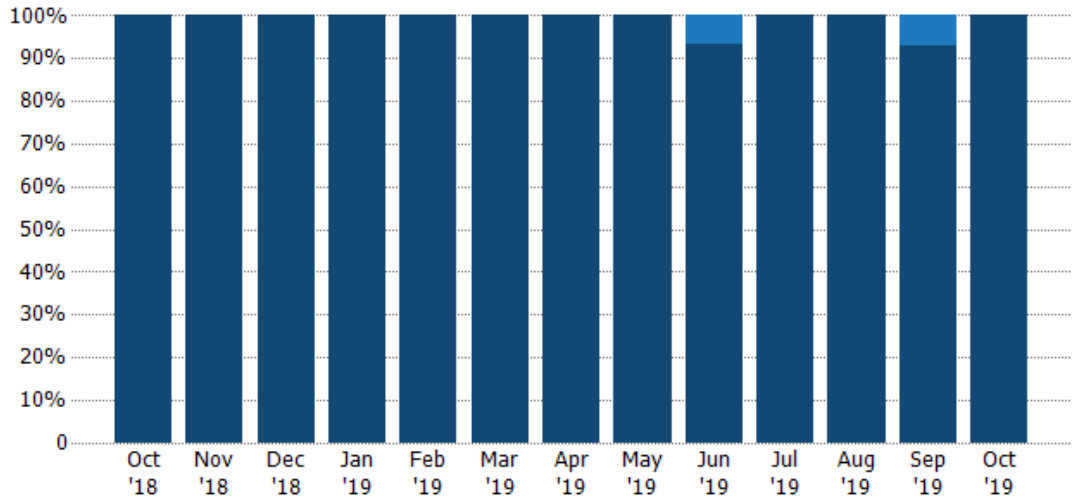
Current Year	\$3.05M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.07M	\$1.34M	\$4.56M	\$4.37M	\$3.15M	\$5.67M	\$3.69M	\$3.52M
Prior Year	\$6.98M	\$2.71M	\$7.86M	\$1.67M	\$625K	\$1.77M	\$4.7M	\$3.67M	\$2.11M	\$2.93M	\$7.07M	\$5.98M	\$3.05M
Percent Change from Prior Year	-56%	66%	-88%	4%	329%	-39%	-71%	24%	107%	7%	-20%	-38%	15%

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



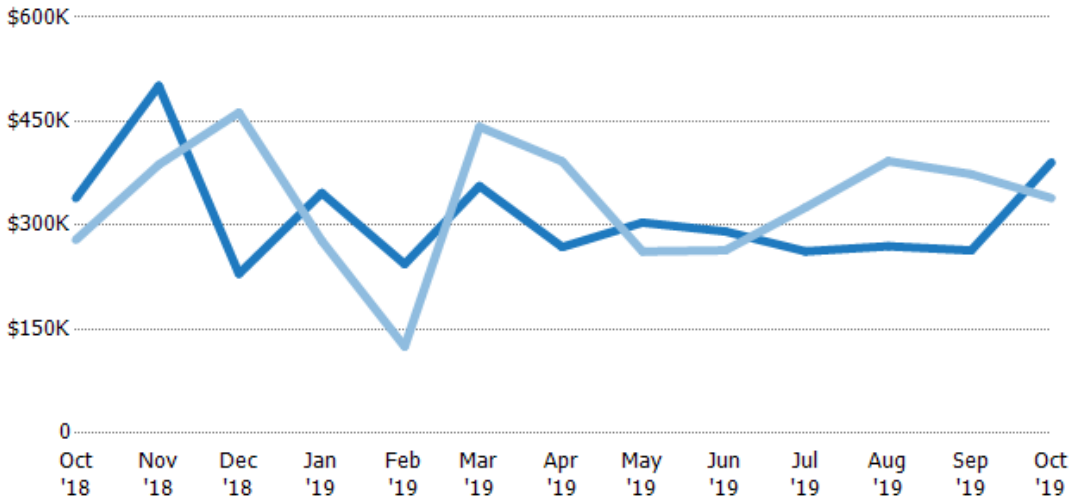
Condo/Townhouse	-	-	-	-	-	-	-	-	7%	-	-	7%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	93%	100%	100%	93%	100%

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



Current Year	\$339K	\$501K	\$230K	\$347K	\$244K	\$357K	\$269K	\$304K	\$291K	\$262K	\$270K	\$264K	\$391K
Prior Year	\$279K	\$387K	\$463K	\$278K	\$125K	\$442K	\$392K	\$262K	\$264K	\$326K	\$393K	\$374K	\$339K
Percent Change from Prior Year	22%	29%	-50%	25%	95%	-19%	-31%	16%	10%	-19%	-31%	-29%	15%

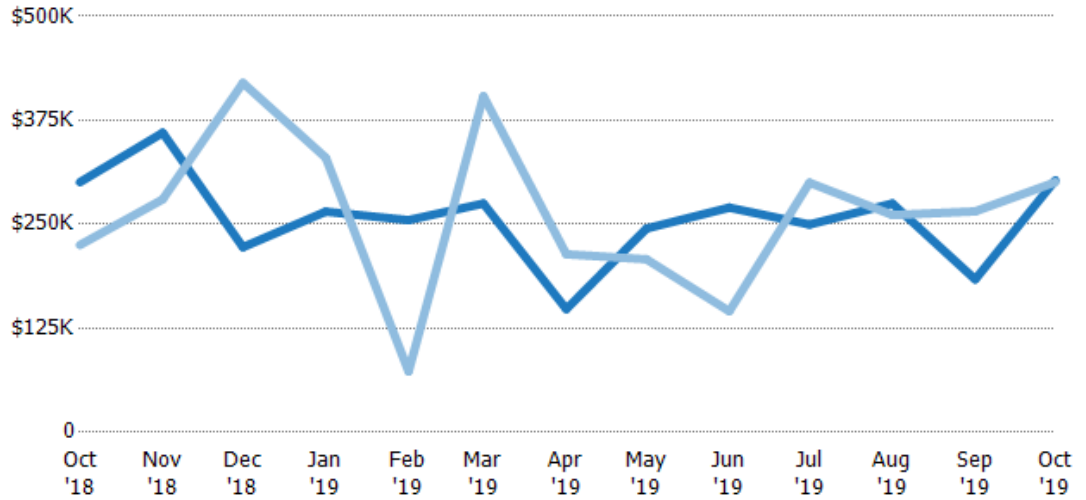
Median Sales Price

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.
Oct '19	\$303K	0.8%
Oct '18	\$301K	33.6%
Oct '17	\$225K	6.4%



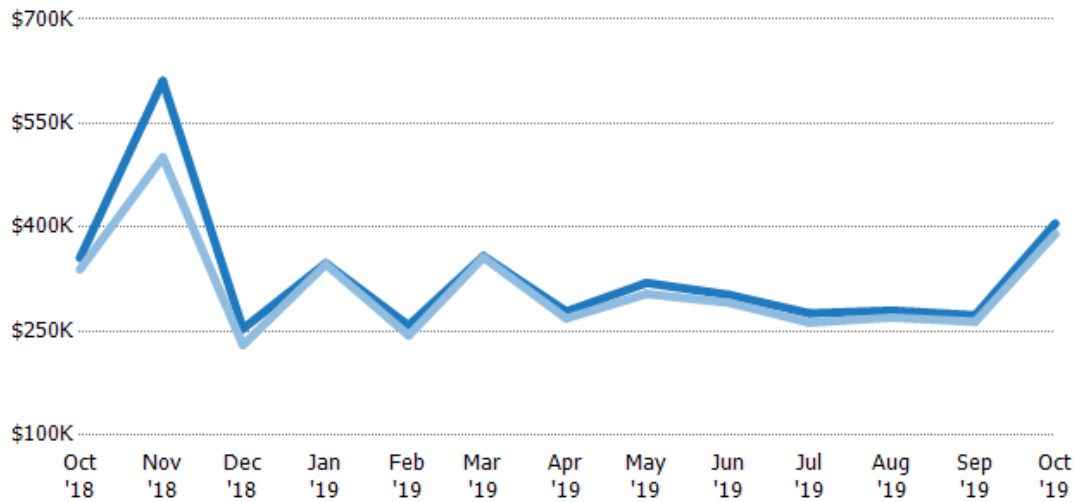
Current Year	\$301K	\$360K	\$223K	\$265K	\$255K	\$275K	\$148K	\$245K	\$270K	\$250K	\$275K	\$184K	\$303K
Prior Year	\$225K	\$280K	\$420K	\$330K	\$73K	\$404K	\$214K	\$208K	\$145K	\$300K	\$261K	\$266K	\$301K
Percent Change from Prior Year	34%	29%	-47%	-20%	249%	-32%	-31%	18%	86%	-17%	5%	-31%	1%

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



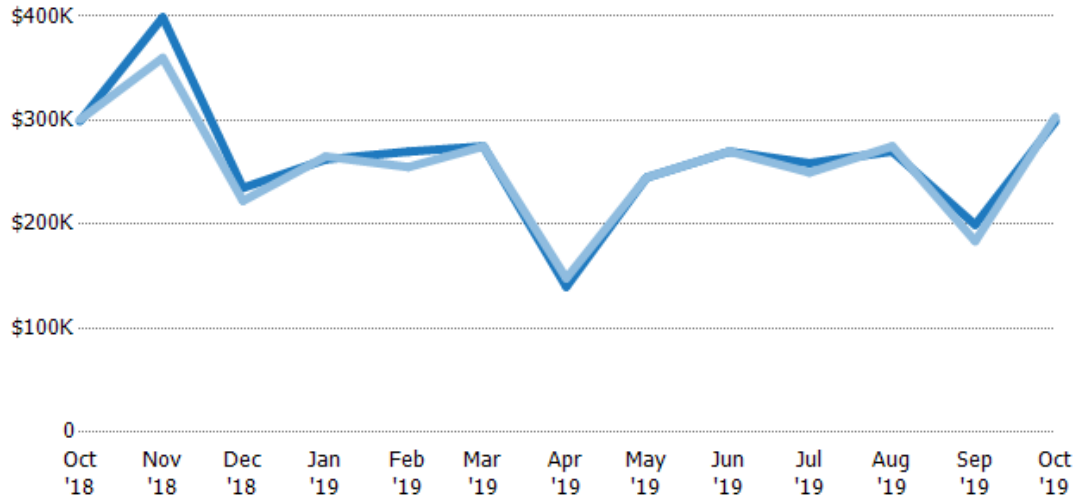
Avg List Price	\$356K	\$611K	\$253K	\$348K	\$258K	\$358K	\$279K	\$320K	\$302K	\$276K	\$280K	\$273K	\$406K
Avg Sales Price	\$339K	\$501K	\$230K	\$347K	\$244K	\$357K	\$269K	\$304K	\$291K	\$262K	\$270K	\$264K	\$391K
Avg Sales Price as a % of Avg List Price	95%	82%	91%	100%	94%	100%	96%	95%	96%	95%	96%	97%	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



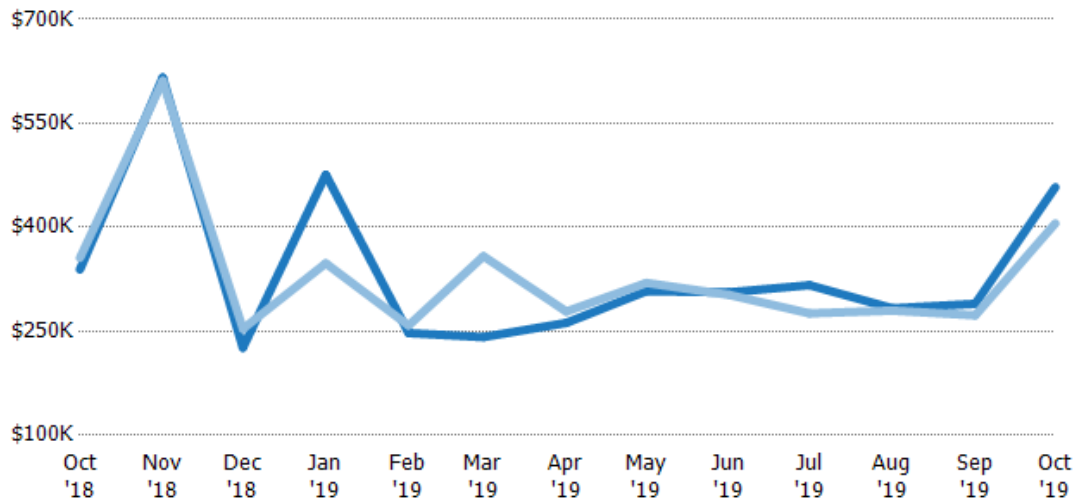
Median List Price	\$299K	\$399K	\$235K	\$262K	\$270K	\$275K	\$140K	\$245K	\$270K	\$259K	\$270K	\$199K	\$299K
Median Sales Price	\$301K	\$360K	\$223K	\$265K	\$255K	\$275K	\$148K	\$245K	\$270K	\$250K	\$275K	\$184K	\$303K
Med Sales Price as a % of Med List Price	101%	90%	95%	101%	94%	100%	106%	100%	100%	97%	102%	92%	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



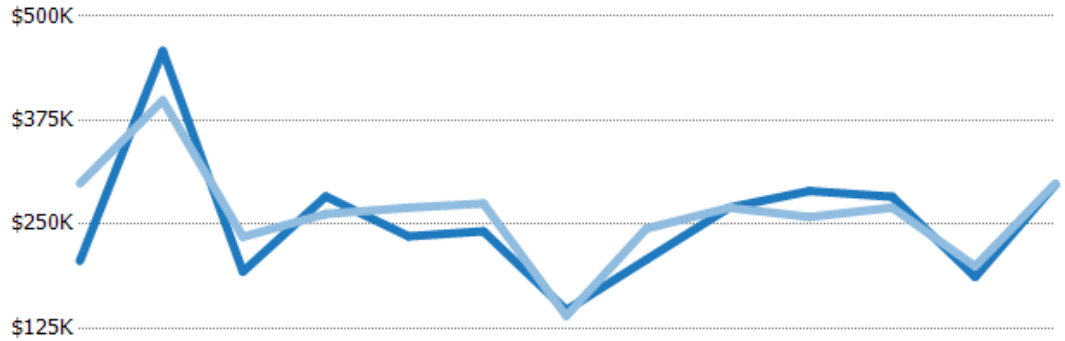
Avg Est Value	\$339K	\$616K	\$226K	\$476K	\$247K	\$242K	\$262K	\$308K	\$306K	\$317K	\$283K	\$290K	\$458K
Avg Sales Price	\$356K	\$611K	\$253K	\$348K	\$258K	\$358K	\$279K	\$320K	\$302K	\$276K	\$280K	\$273K	\$406K
Avg Sales Price as a % of Avg Est Value	105%	99%	112%	73%	104%	148%	106%	104%	99%	87%	99%	94%	89%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$206K	\$458K	\$193K	\$283K	\$236K	\$242K	\$147K	\$208K	\$270K	\$290K	\$283K	\$187K	\$298K
Median Sales Price	\$299K	\$399K	\$235K	\$262K	\$270K	\$275K	\$140K	\$245K	\$270K	\$259K	\$270K	\$199K	\$299K
Med Sales Price as a % of Med Est Value	145%	87%	122%	93%	115%	114%	95%	118%	100%	89%	95%	107%	100%