

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	22	-54.5%	175	195	-10.3%
New Listing Volume	\$2,411,600	\$14,172,200	-83%	\$63,336,127	\$74,562,879	-15.1%
Active Listing Count	125	141	-11.3%	N/A	N/A	
Active Listing Volume	\$60,352,923	\$56,955,648	+6%	N/A	N/A	
Average Listing Price	\$482,823	\$403,941	+19.5%	\$428,975	\$383,683	+11.8%
Median Listing Price	\$319,000	\$277,500	+15%	\$288,420	\$277,415	+4%
Median Days in RPR	133	100	+33%	132.88	126.36	+5.2%
Months of Inventory	6	7.8	-24%	12.6	10.4	+21%
Absorption Rate	16.8%	12.77%	+4%	7.96%	9.63%	-1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	15	12	+25%	132	109	+21.1%
New Pending Sales Volume	\$4,378,000	\$6,199,800	-29.4%	\$38,823,909	\$37,910,231	+2.4%
Pending Sales Count	19	22	-13.6%	N/A	N/A	
Pending Sales Volume	\$6,450,566	\$9,429,302	-31.6%	N/A	N/A	
Closed Sales Count	14	16	-12.5%	101	92	+9.8%
Closed Sales Volume	\$3,692,400	\$5,978,500	-38.2%	\$28,260,949	\$30,520,271	-7.4%
Average Sales Price	\$263,743	\$373,656	-29.4%	\$279,811	\$331,742	-15.7%
Median Sales Price	\$183,750	\$265,500	-30.8%	\$245,185	\$241,876	+1.4%

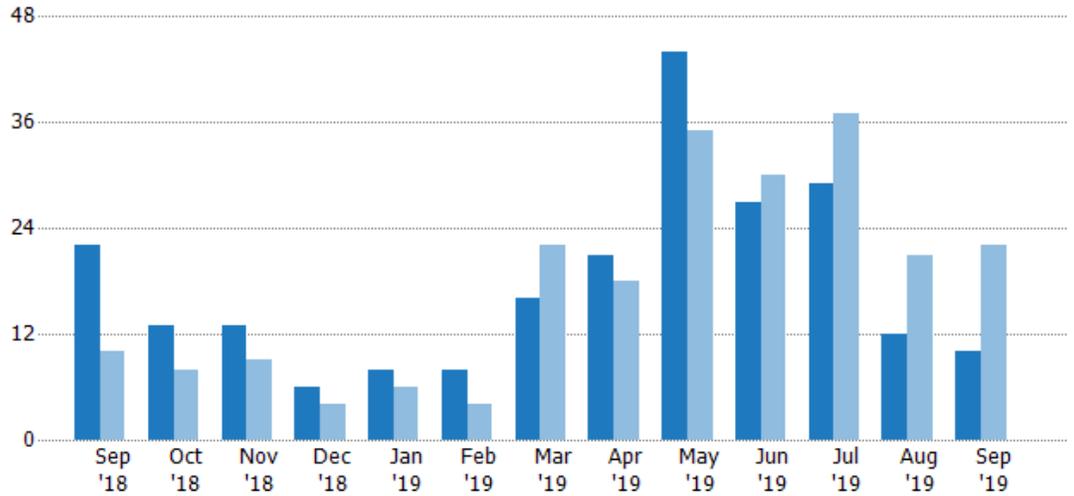
New Listings

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.
Sep '19	10	-54.5%
Sep '18	22	120%
Sep '17	10	140%



Current Year	22	13	13	6	8	8	16	21	44	27	29	12	10
Prior Year	10	8	9	4	6	4	22	18	35	30	37	21	22
Percent Change from Prior Year	120%	63%	44%	50%	33%	100%	-27%	17%	26%	-10%	-22%	-43%	-55%

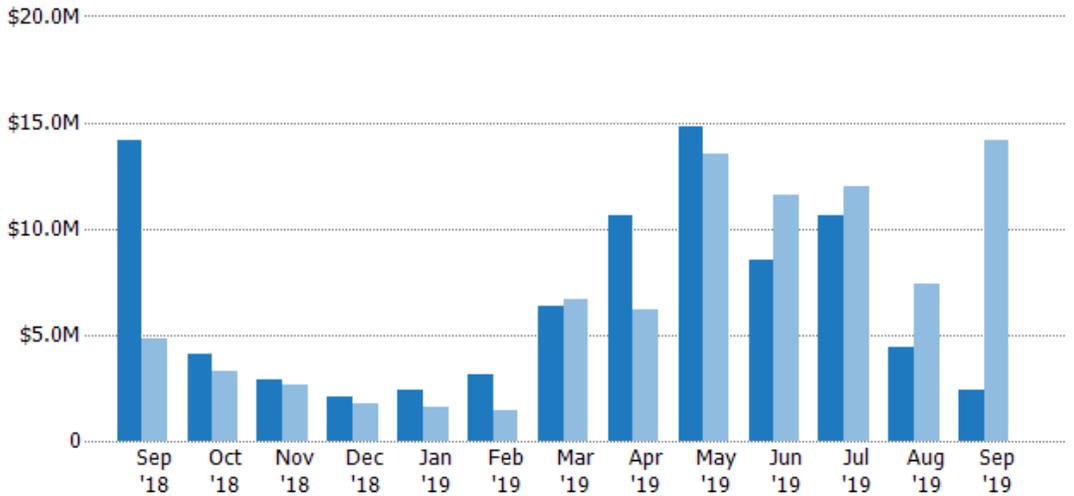
New Listing Volume

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.
Sep '19	\$2.41M	-83%
Sep '18	\$14.2M	194%
Sep '17	\$4.82M	57.5%



Current Year	\$14.2M	\$4.11M	\$2.92M	\$2.1M	\$2.43M	\$3.1M	\$6.37M	\$10.6M	\$14.8M	\$8.52M	\$10.6M	\$4.44M	\$2.41M
Prior Year	\$4.82M	\$3.32M	\$2.61M	\$1.74M	\$1.63M	\$1.46M	\$6.65M	\$6.2M	\$13.5M	\$11.6M	\$12M	\$7.39M	\$14.2M
Percent Change from Prior Year	194%	24%	12%	21%	49%	113%	-4%	71%	10%	-26%	-11%	-40%	-83%

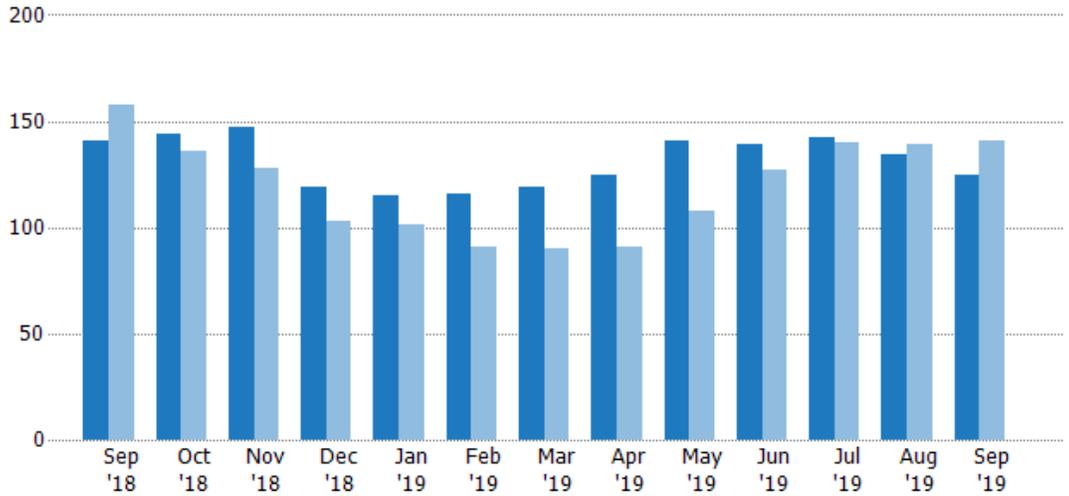
Active Listings

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.
Sep '19	125	-11.3%
Sep '18	141	-10.8%
Sep '17	158	-7.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	141	144	147	119	115	116	119	125	141	139	142	134	125
Prior Year	158	136	128	103	101	91	90	91	108	127	140	139	141
Percent Change from Prior Year	-11%	6%	15%	16%	14%	27%	32%	37%	31%	9%	1%	-4%	-11%

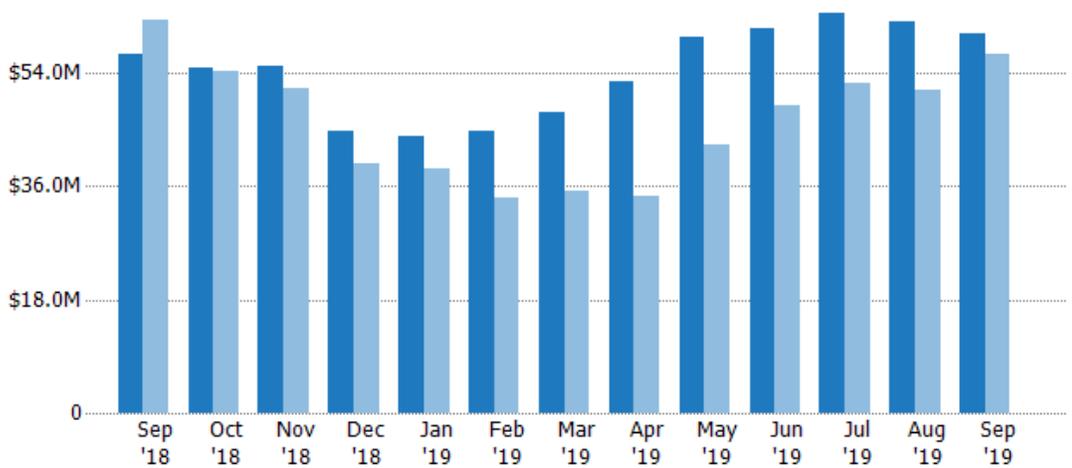
Active Listing Volume

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.
Sep '19	\$60.4M	6%
Sep '18	\$57M	-8.6%
Sep '17	\$62.3M	-14.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$57M	\$54.9M	\$55M	\$44.7M	\$44M	\$44.7M	\$47.6M	\$52.7M	\$59.7M	\$61.1M	\$63.4M	\$62.2M	\$60.4M
Prior Year	\$62.3M	\$54.2M	\$51.5M	\$39.6M	\$38.7M	\$34.2M	\$35.2M	\$34.5M	\$42.5M	\$48.8M	\$52.4M	\$51.2M	\$57M
Percent Change from Prior Year	-9%	1%	7%	13%	14%	31%	35%	53%	41%	25%	21%	21%	6%

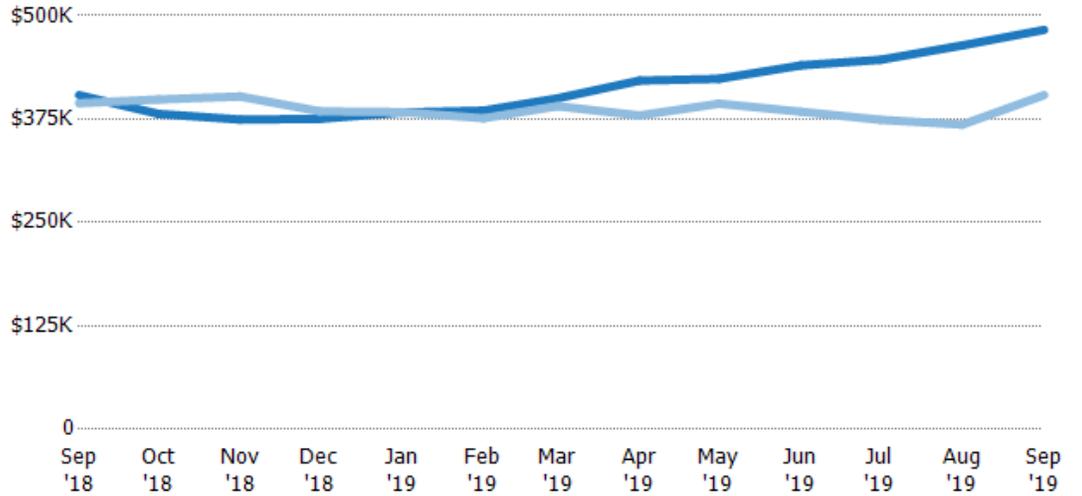
Average Listing Price

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.
Sep '19	\$483K	19.5%
Sep '18	\$404K	2.5%
Sep '17	\$394K	-7.1%



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

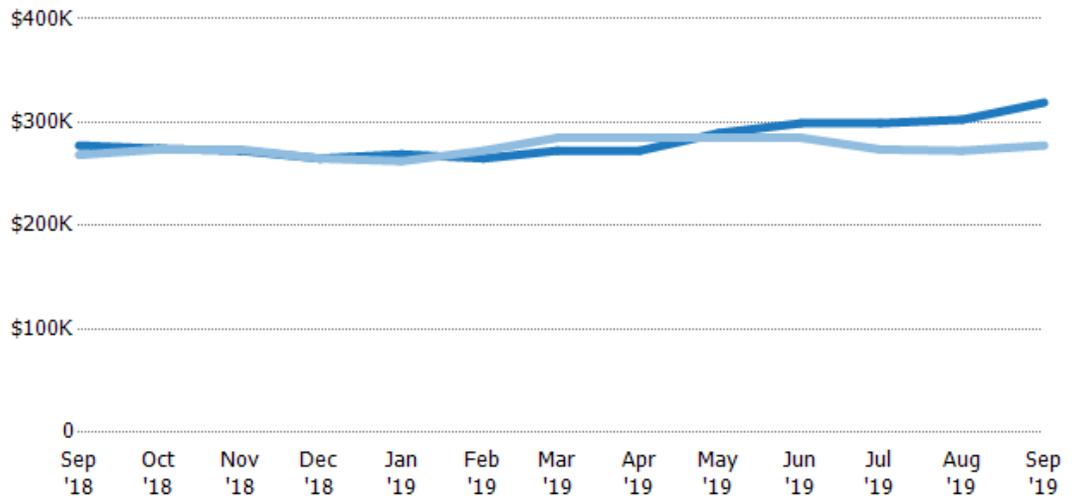
Median Listing Price

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.
Sep '19	\$319K	15%
Sep '18	\$278K	3.4%
Sep '17	\$268K	-0.7%



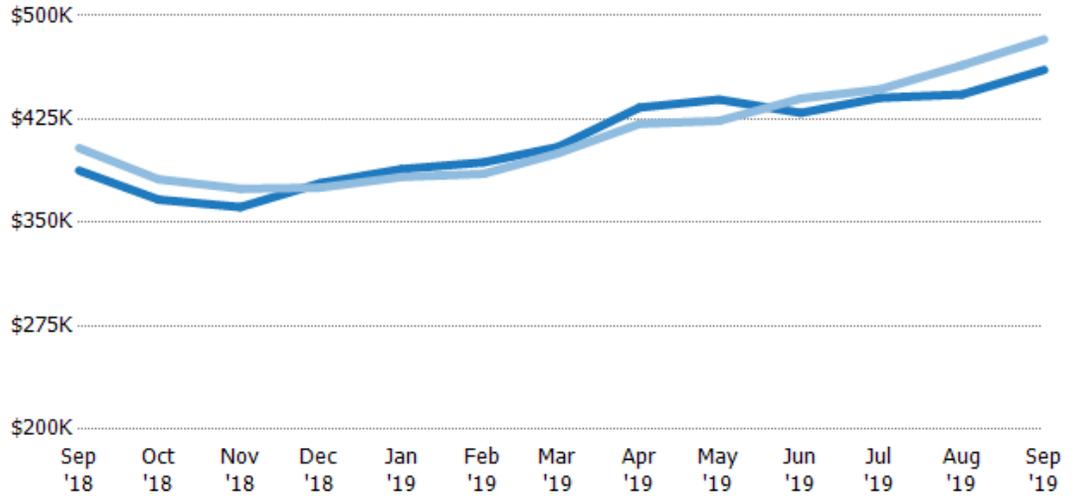
Current Year	\$278K	\$274K	\$273K	\$265K	\$269K	\$265K	\$273K	\$273K	\$290K	\$299K	\$299K	\$303K	\$319K
Prior Year	\$268K	\$274K	\$274K	\$265K	\$262K	\$273K	\$285K	\$285K	\$285K	\$285K	\$274K	\$273K	\$278K
Percent Change from Prior Year	3%	0%	0%	0%	3%	-3%	-4%	-4%	2%	5%	9%	11%	15%

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



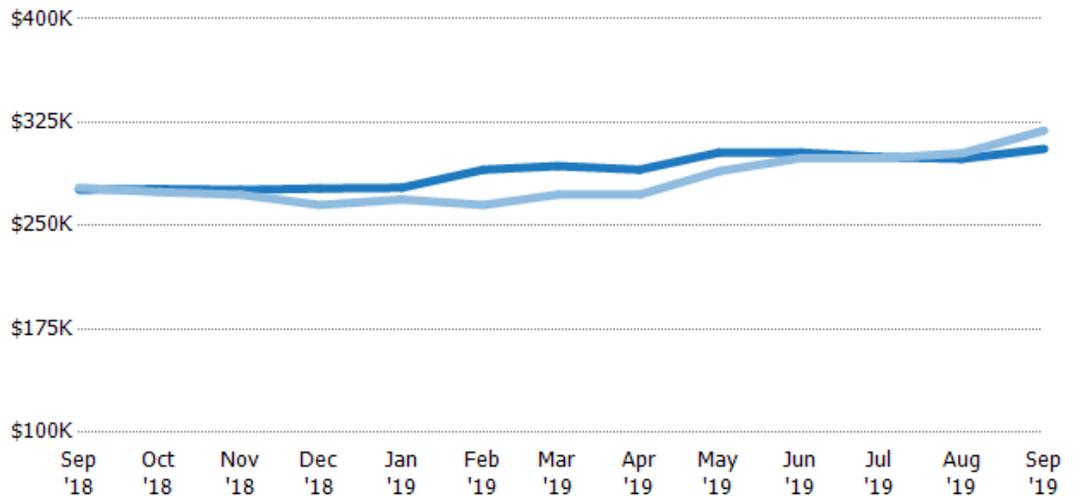
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$388K	\$367K	\$361K	\$378K	\$389K	\$394K	\$405K	\$433K	\$439K	\$430K	\$440K	\$443K	\$461K
Avg Listing Price	\$404K	\$381K	\$374K	\$375K	\$383K	\$385K	\$400K	\$422K	\$424K	\$440K	\$447K	\$464K	\$483K
Avg Listing Price as a % of Avg Est Value	104%	104%	104%	99%	99%	98%	99%	97%	96%	102%	101%	105%	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



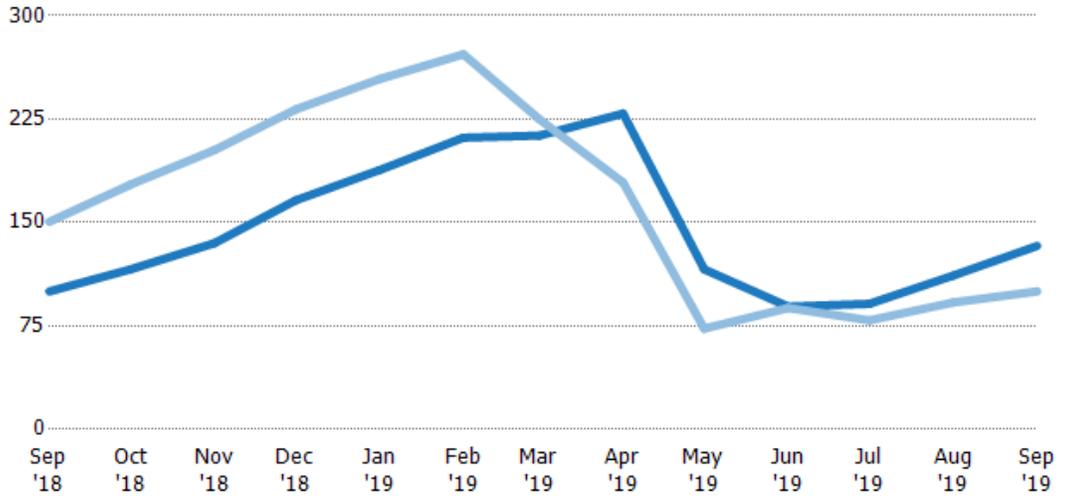
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$276K	\$277K	\$276K	\$277K	\$278K	\$291K	\$293K	\$291K	\$303K	\$303K	\$300K	\$298K	\$306K
Median Listing Price	\$278K	\$274K	\$273K	\$265K	\$269K	\$265K	\$273K	\$273K	\$290K	\$299K	\$299K	\$303K	\$319K
Med Listing Price as a % of Med Est Value	100%	99%	99%	96%	97%	91%	93%	94%	96%	99%	100%	101%	104%

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.
Sep '19	133	33%
Sep '18	100	-33.6%
Sep '17	151	-19.9%

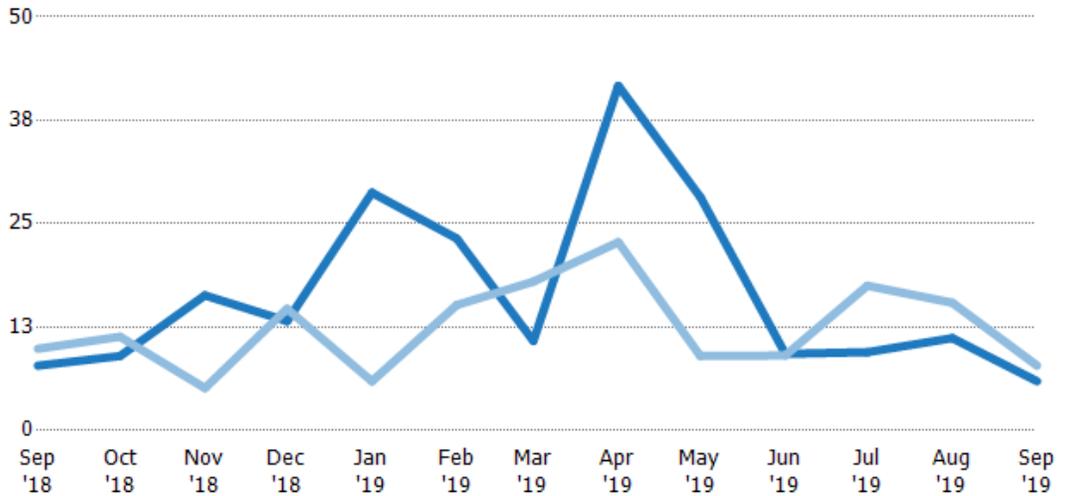
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	100	116	135	166	188	212	213	229	116	89	91	112	133
Prior Year	151	178	203	232	254	272	225	179	73	88	79	92	100
Percent Change from Prior Year	-34%	-35%	-33%	-28%	-26%	-22%	-5%	28%	59%	1%	15%	21%	33%

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.
Sep '19	5.95	-24%
Sep '18	7.83	-20.7%
Sep '17	9.88	23.2%

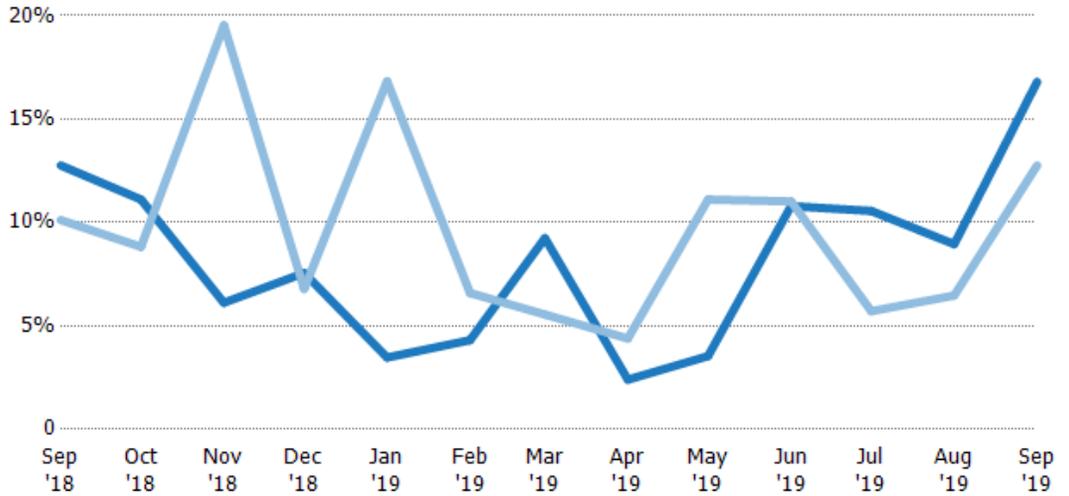
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	7.83	9	16.3	13.2	28.8	23.2	10.8	41.7	28.2	9.27	9.47	11.2	5.95
Prior Year	9.88	11.3	5.12	14.7	5.94	15.2	18	22.8	9	9.07	17.5	15.4	7.83
Percent Change from Prior Year	-21%	-21%	219%	-10%	384%	53%	-40%	83%	213%	2%	-46%	-28%	-24%

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



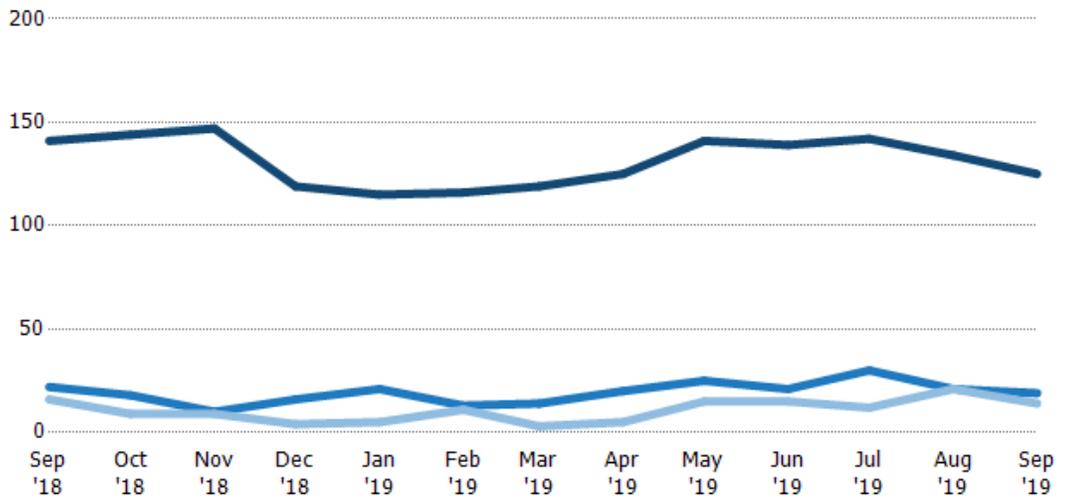
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	13%	11%	6%	8%	3%	4%	9%	2%	4%	11%	11%	9%	17%
Prior Year	10%	9%	20%	7%	17%	7%	6%	4%	11%	11%	6%	6%	13%
Change from Prior Year	-3%	-2%	13%	-1%	13%	2%	-4%	2%	8%	0%	-5%	-2%	-4%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	141	144	147	119	115	116	119	125	141	139	142	134	125
Pending	22	18	10	16	21	13	14	20	25	21	30	21	19
Sold	16	9	9	4	5	11	3	5	15	15	12	21	14

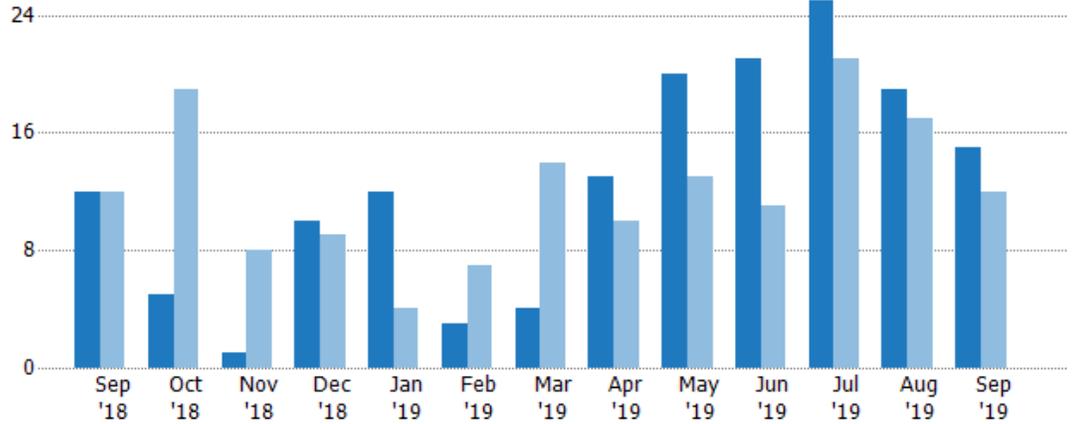
New Pending Sales

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

Month/ Year	Count	% Chg.
Sep '19	15	25%
Sep '18	12	0%
Sep '17	12	41.7%



Current Year	12	5	1	10	12	3	4	13	20	21	25	19	15
Prior Year	12	19	8	9	4	7	14	10	13	11	21	17	12
Percent Change from Prior Year	0%	-74%	-88%	11%	200%	-57%	-71%	30%	54%	91%	19%	12%	25%

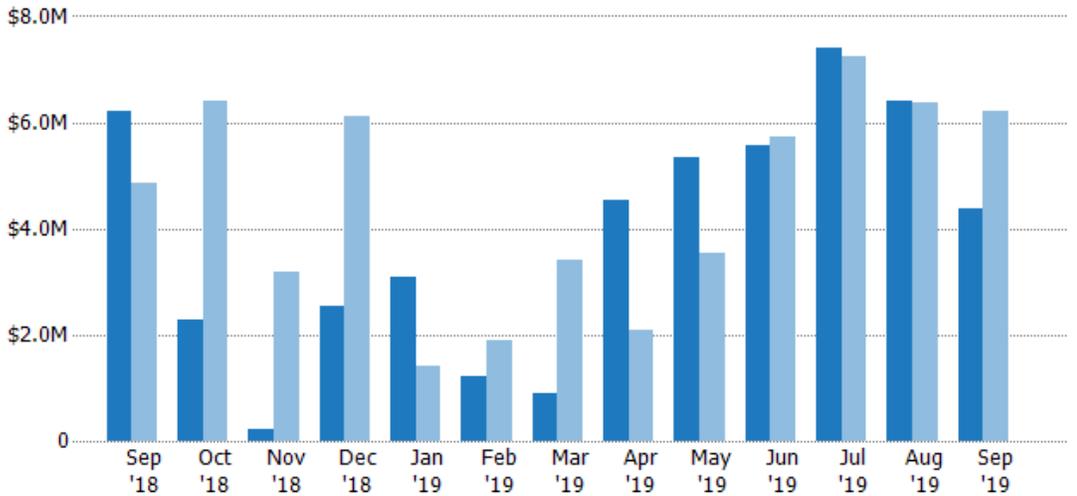
New Pending Sales Volume

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.
Sep '19	\$4.38M	-29.4%
Sep '18	\$6.2M	27.9%
Sep '17	\$4.85M	2%



Current Year	\$6.2M	\$2.29M	\$230K	\$2.55M	\$3.08M	\$1.21M	\$895K	\$4.54M	\$5.35M	\$5.57M	\$7.4M	\$6.41M	\$4.38M
Prior Year	\$4.85M	\$6.41M	\$3.17M	\$6.11M	\$1.42M	\$1.9M	\$3.42M	\$2.1M	\$3.54M	\$5.72M	\$7.24M	\$6.37M	\$6.2M
Percent Change from Prior Year	28%	-64%	-93%	-58%	116%	-37%	-74%	117%	51%	-3%	2%	1%	-29%

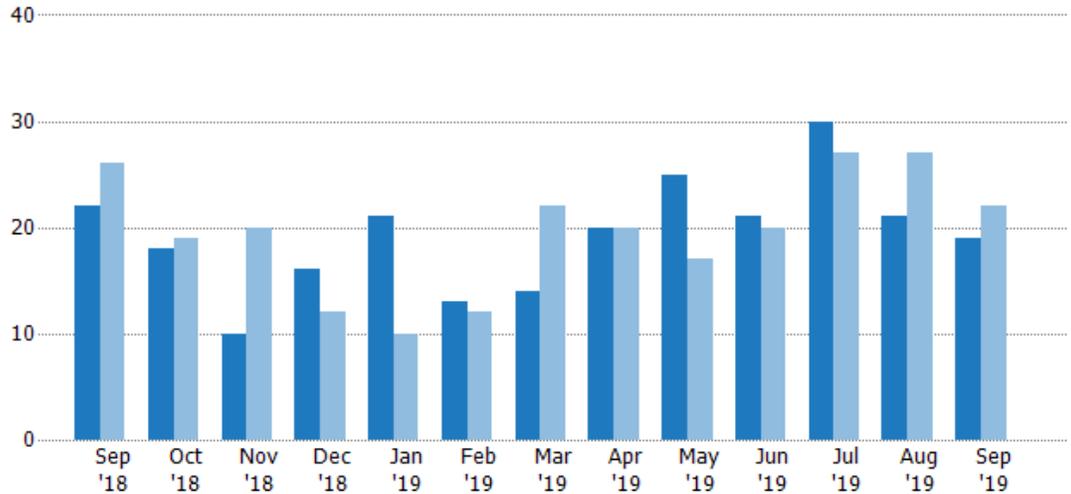
Pending Sales

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.
Sep '19	19	-13.6%
Sep '18	22	-15.4%
Sep '17	26	11.5%



Current Year	22	18	10	16	21	13	14	20	25	21	30	21	19
Prior Year	26	19	20	12	10	12	22	20	17	20	27	27	22
Percent Change from Prior Year	-15%	-5%	-50%	33%	110%	8%	-36%	0%	47%	5%	11%	-22%	-14%

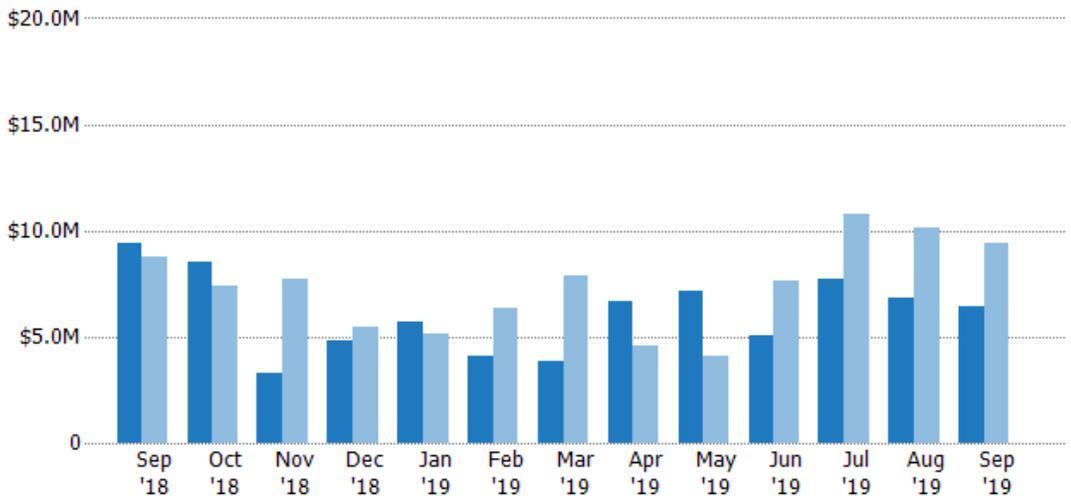
Pending Sales Volume

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.
Sep '19	\$6.45M	-31.6%
Sep '18	\$9.43M	7.7%
Sep '17	\$8.75M	-7.5%



Current Year	\$9.43M	\$8.52M	\$3.25M	\$4.79M	\$5.69M	\$4.06M	\$3.88M	\$6.65M	\$7.12M	\$5.07M	\$7.7M	\$6.86M	\$6.45M
Prior Year	\$8.75M	\$7.37M	\$7.69M	\$5.43M	\$5.1M	\$6.33M	\$7.91M	\$4.57M	\$4.06M	\$7.67M	\$10.8M	\$10.1M	\$9.43M
Percent Change from Prior Year	8%	16%	-58%	-12%	12%	-36%	-51%	46%	75%	-34%	-29%	-32%	-32%

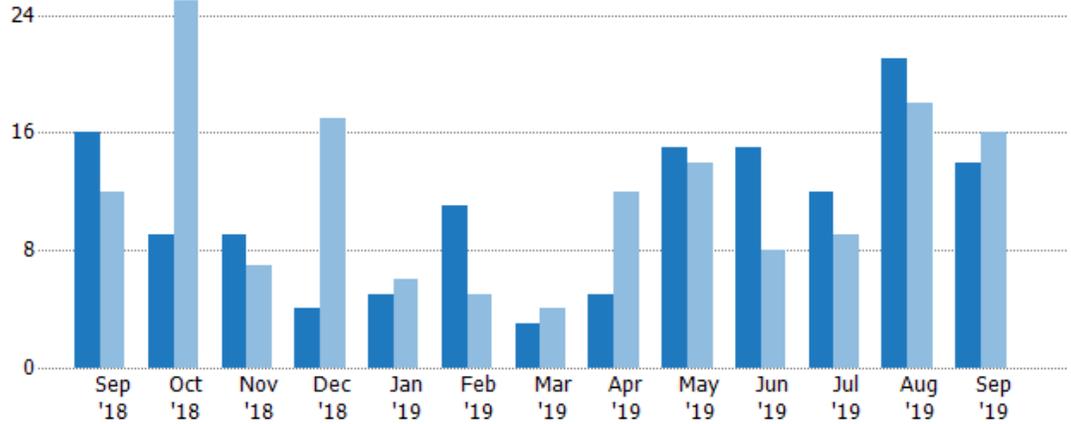
Closed Sales

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.
Sep '19	14	-12.5%
Sep '18	16	33.3%
Sep '17	12	16.7%



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

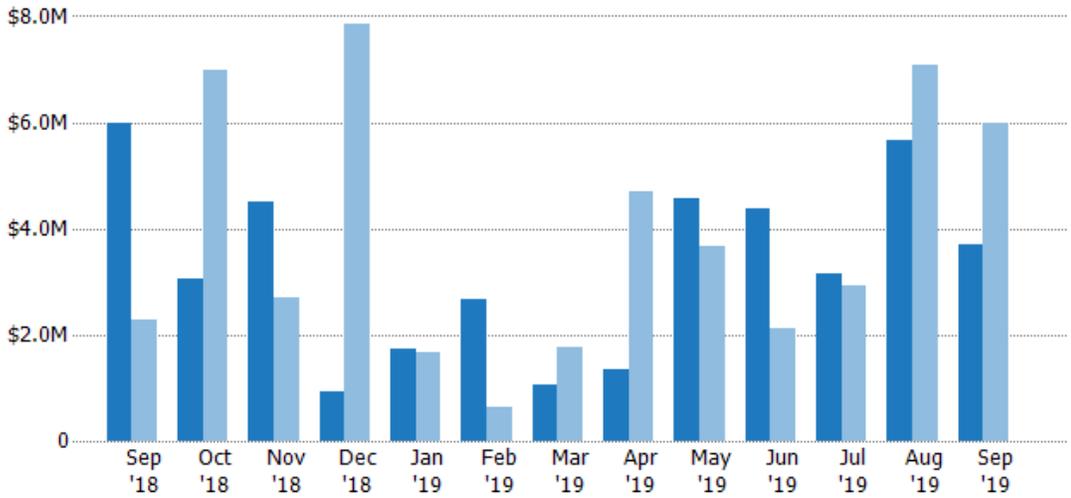
Closed Sales Volume

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.
Sep '19	\$3.69M	-38.2%
Sep '18	\$5.98M	160.4%
Sep '17	\$2.3M	23.3%



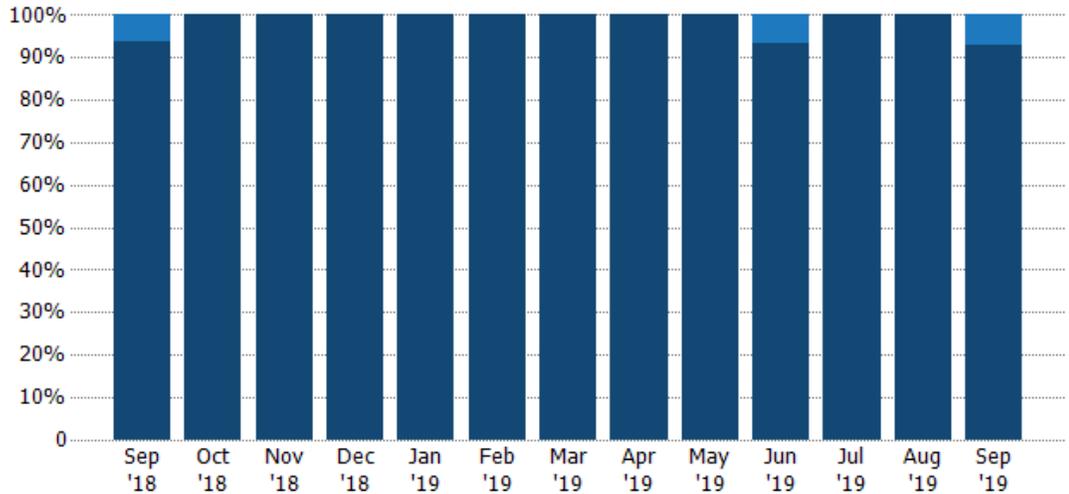
Current Year	\$5.98M	\$3.05M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.07M	\$1.34M	\$4.56M	\$4.37M	\$3.15M	\$5.67M	\$3.69M
Prior Year	\$2.3M	\$6.98M	\$2.71M	\$7.86M	\$1.67M	\$625K	\$1.77M	\$4.7M	\$3.67M	\$2.11M	\$2.93M	\$7.07M	\$5.98M
Percent Change from Prior Year	160%	-56%	66%	-88%	4%	329%	-39%	-71%	24%	107%	7%	-20%	-38%

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



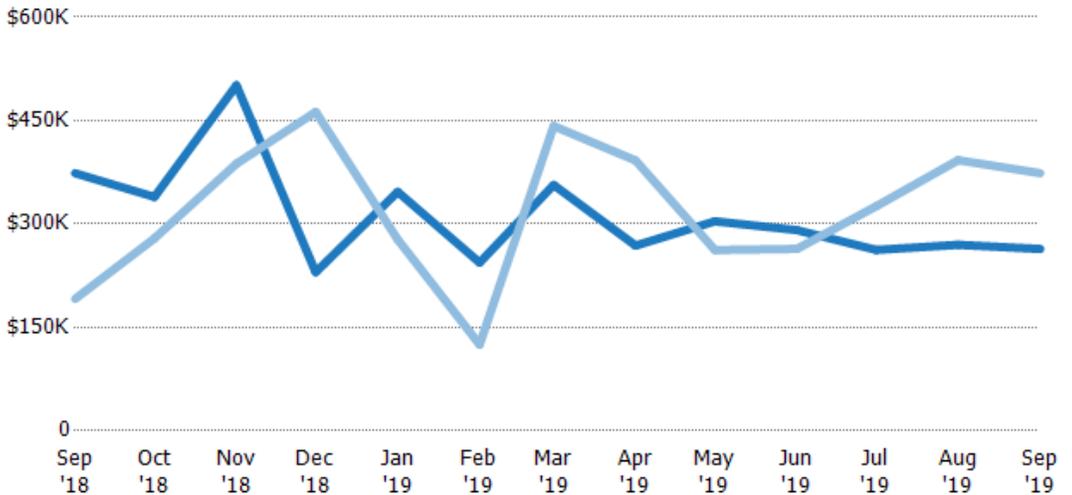
Condo/Townhouse	6%	-	-	-	-	-	-	-	-	7%	-	-	7%
Single Family Residence	94%	100%	100%	100%	100%	100%	100%	100%	100%	93%	100%	100%	93%

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



Current Year	\$374K	\$339K	\$501K	\$230K	\$347K	\$244K	\$357K	\$269K	\$304K	\$291K	\$262K	\$270K	\$264K
Prior Year	\$191K	\$279K	\$387K	\$463K	\$278K	\$125K	\$442K	\$392K	\$262K	\$264K	\$326K	\$393K	\$374K
Percent Change from Prior Year	95%	22%	29%	-50%	25%	95%	-19%	-31%	16%	10%	-19%	-31%	-29%

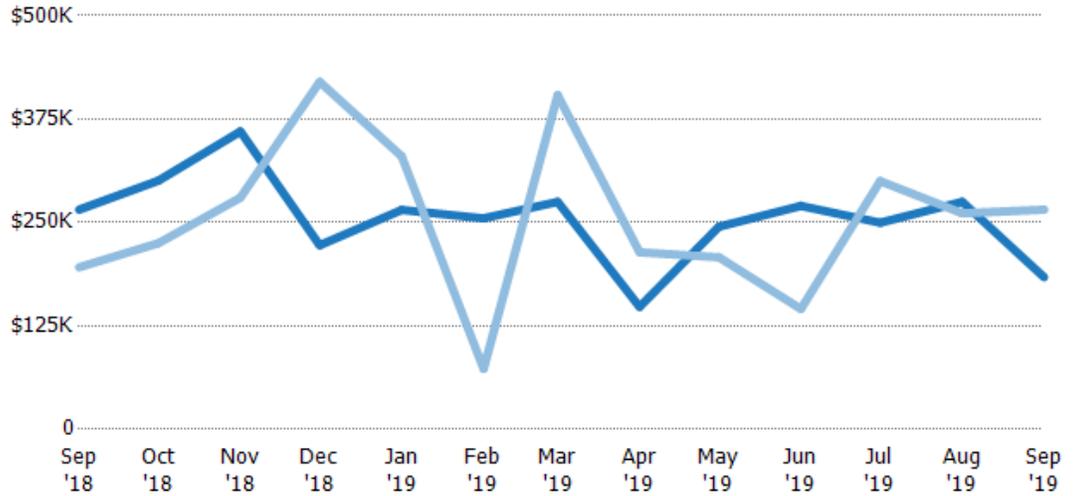
Median Sales Price

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.
Sep '19	\$184K	-30.8%
Sep '18	\$266K	35.5%
Sep '17	\$196K	-11.9%



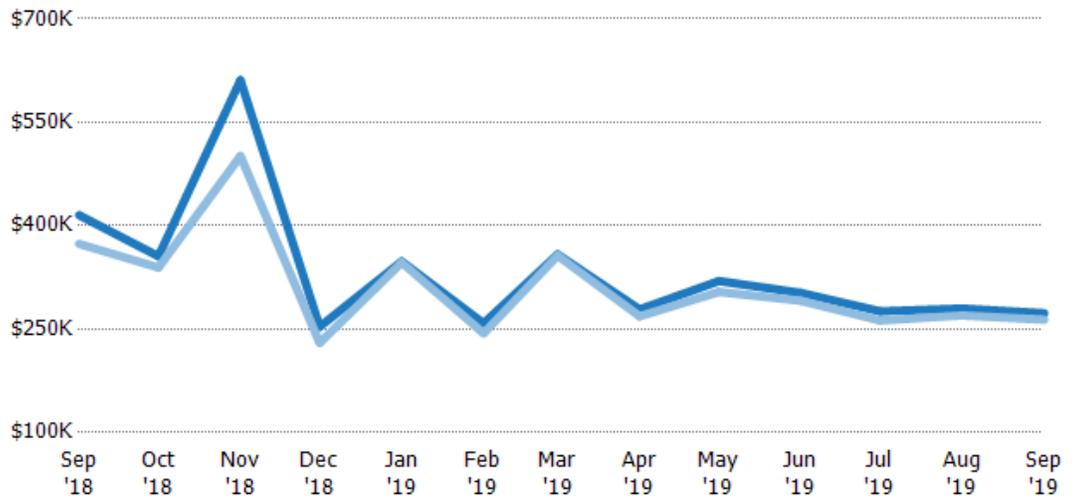
Current Year	\$266K	\$301K	\$360K	\$223K	\$265K	\$255K	\$275K	\$148K	\$245K	\$270K	\$250K	\$275K	\$184K
Prior Year	\$196K	\$225K	\$280K	\$420K	\$330K	\$73K	\$404K	\$214K	\$208K	\$145K	\$300K	\$261K	\$266K
Percent Change from Prior Year	36%	34%	29%	-47%	-20%	249%	-32%	-31%	18%	86%	-17%	5%	-31%

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



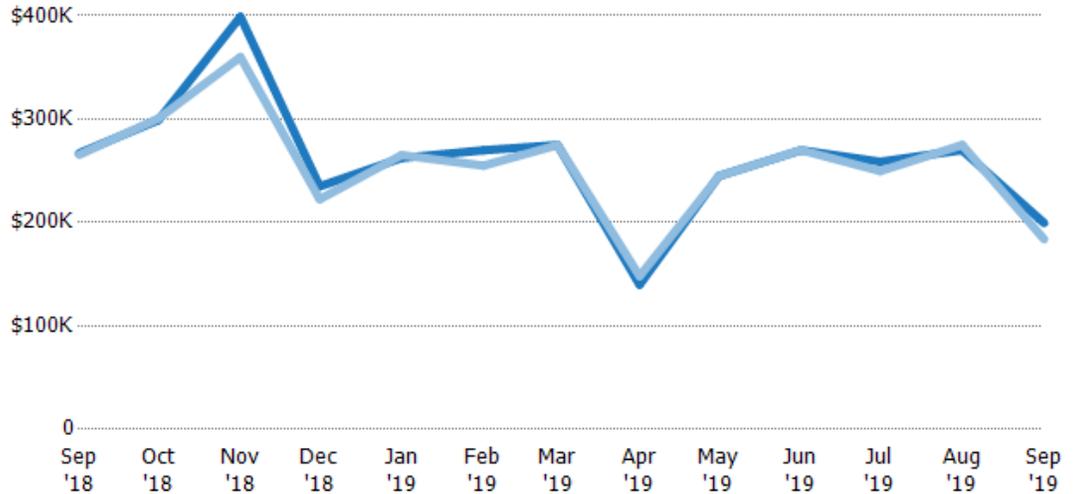
Avg List Price	\$415K	\$356K	\$611K	\$253K	\$348K	\$258K	\$358K	\$279K	\$320K	\$302K	\$276K	\$280K	\$273K
Avg Sales Price	\$374K	\$339K	\$501K	\$230K	\$347K	\$244K	\$357K	\$269K	\$304K	\$291K	\$262K	\$270K	\$264K
Avg Sales Price as a % of Avg List Price	90%	95%	82%	91%	100%	94%	100%	96%	95%	96%	95%	96%	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



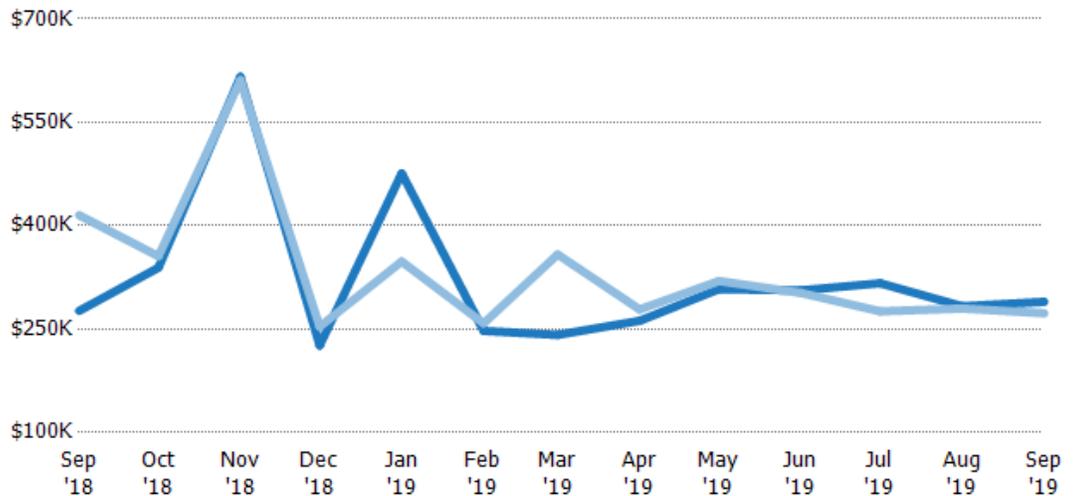
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$267K	\$299K	\$399K	\$235K	\$262K	\$270K	\$275K	\$140K	\$245K	\$270K	\$259K	\$270K	\$199K
Median Sales Price	\$266K	\$301K	\$360K	\$223K	\$265K	\$255K	\$275K	\$148K	\$245K	\$270K	\$250K	\$275K	\$184K
Med Sales Price as a % of Med List Price	99%	101%	90%	95%	101%	94%	100%	106%	100%	100%	97%	102%	92%

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



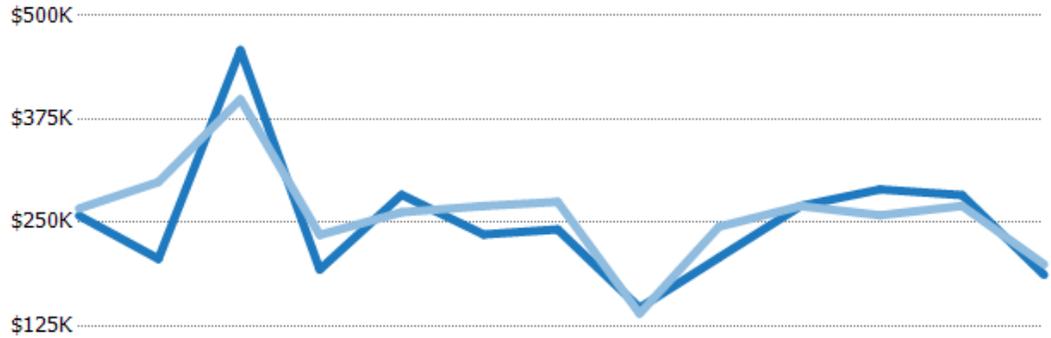
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$276K	\$339K	\$616K	\$226K	\$476K	\$247K	\$242K	\$262K	\$308K	\$306K	\$317K	\$283K	\$290K
Avg Sales Price	\$415K	\$356K	\$611K	\$253K	\$348K	\$258K	\$358K	\$279K	\$320K	\$302K	\$276K	\$280K	\$273K
Avg Sales Price as a % of Avg Est Value	150%	105%	99%	112%	73%	104%	148%	106%	104%	99%	87%	99%	94%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$258K	\$206K	\$458K	\$193K	\$283K	\$236K	\$242K	\$147K	\$208K	\$270K	\$290K	\$283K	\$187K
Median Sales Price	\$267K	\$299K	\$399K	\$235K	\$262K	\$270K	\$275K	\$140K	\$245K	\$270K	\$259K	\$270K	\$199K
Med Sales Price as a % of Med Est Value	103%	145%	87%	122%	93%	115%	114%	95%	118%	100%	89%	95%	107%