

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

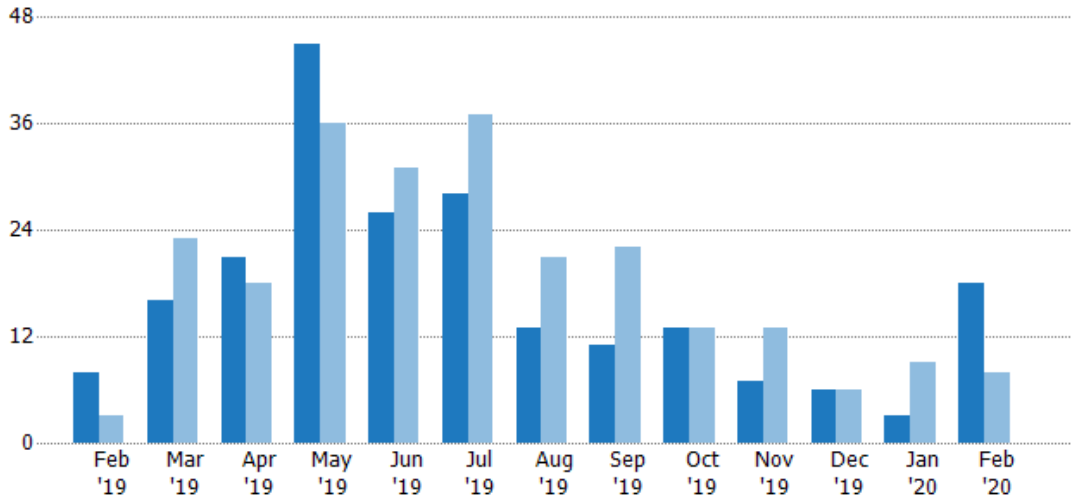
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	8	+125%	21	17	+23.5%
New Listing Volume	\$6,352,000	\$3,101,799	+104.8%	\$7,633,100	\$5,613,799	+36%
Active Listing Count	72	122	-41%	N/A	N/A	
Active Listing Volume	\$32,343,600	\$46,572,748	-30.6%	N/A	N/A	
Average Listing Price	\$449,217	\$381,744	+17.7%	\$453,522	\$380,067	+19.3%
Median Listing Price	\$312,400	\$265,000	+17.9%	\$318,105	\$265,000	+20%
Median Days in RPR	169	211.5	-20.1%	181	204.16	-11.3%
Months of Inventory	24	24.4	-1.6%	8.3	22.1	-62.7%
Absorption Rate	4.17%	4.1%	+0.1%	12.12%	4.53%	+7.6%
Sales Activity Charts Metrics						
New Pending Sales Count	5	3	+66.7%	15	14	+7.1%
New Pending Sales Volume	\$1,010,800	\$1,207,900	-16.3%	\$4,114,599	\$4,012,800	+2.5%
Pending Sales Count	9	12	-25%	N/A	N/A	
Pending Sales Volume	\$2,394,100	\$3,547,002	-32.5%	N/A	N/A	
Closed Sales Count	7	11	-36.4%	10	16	-37.5%
Closed Sales Volume	\$2,315,900	\$2,683,200	-13.7%	\$3,036,900	\$4,416,400	-31.2%
Average Sales Price	\$330,843	\$243,927	+35.6%	\$303,690	\$276,025	+10%
Median Sales Price	\$275,000	\$255,000	+7.8%	\$257,300	\$258,188	-0.3%

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



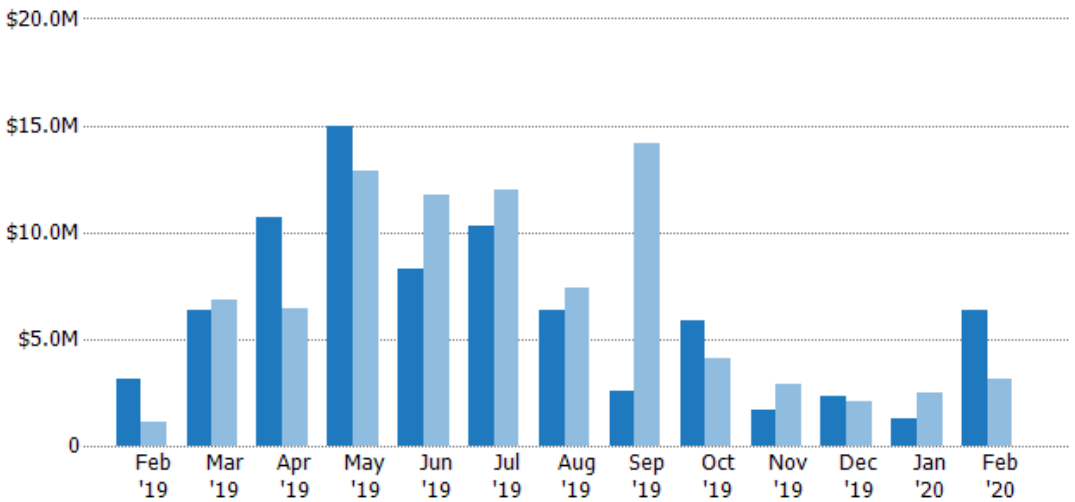
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	8	16	21	45	26	28	13	11	13	7	6	3	18
Prior Year	3	23	18	36	31	37	21	22	13	13	6	9	8
Percent Change from Prior Year	167%	-30%	17%	25%	-16%	-24%	-38%	-50%	0%	-46%	0%	-67%	125%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$3.1M	\$6.35M	\$10.7M	\$15M	\$8.28M	\$10.3M	\$6.33M	\$2.59M	\$5.87M	\$1.68M	\$2.32M	\$1.28M	\$6.35M
Prior Year	\$1.13M	\$6.86M	\$6.42M	\$12.9M	\$11.8M	\$12M	\$7.39M	\$14.2M	\$4.11M	\$2.92M	\$2.1M	\$2.51M	\$3.1M
Percent Change from Prior Year	174%	-7%	67%	16%	-30%	-14%	-14%	-82%	43%	-43%	11%	-49%	105%

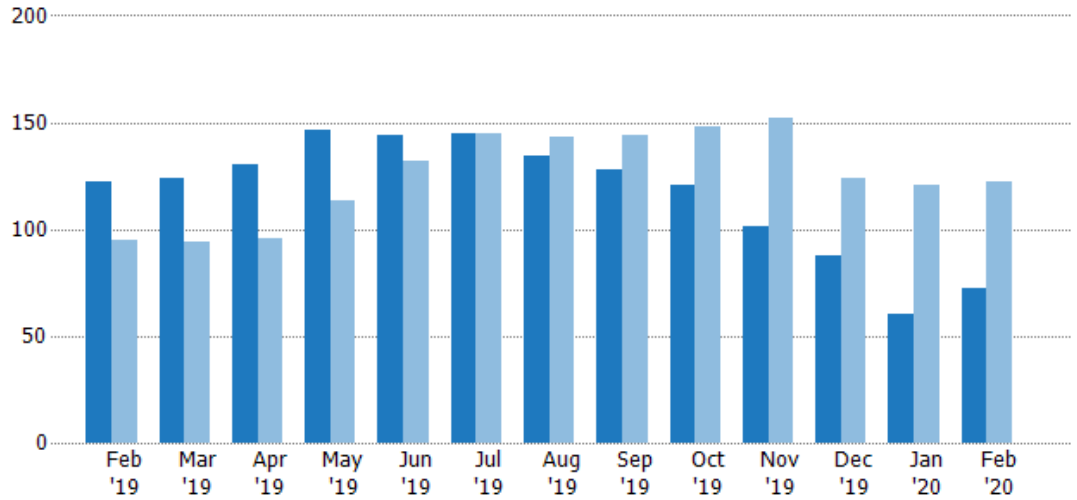
Active Listings

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.
Feb '20	72	-41%
Feb '19	122	28.4%
Feb '18	95	23.2%



Current Year	122	124	130	146	144	145	134	128	121	101	88	60	72
Prior Year	95	94	96	113	132	145	143	144	148	152	124	121	122
Percent Change from Prior Year	28%	32%	35%	29%	9%	0%	-6%	-11%	-18%	-34%	-29%	-50%	-41%

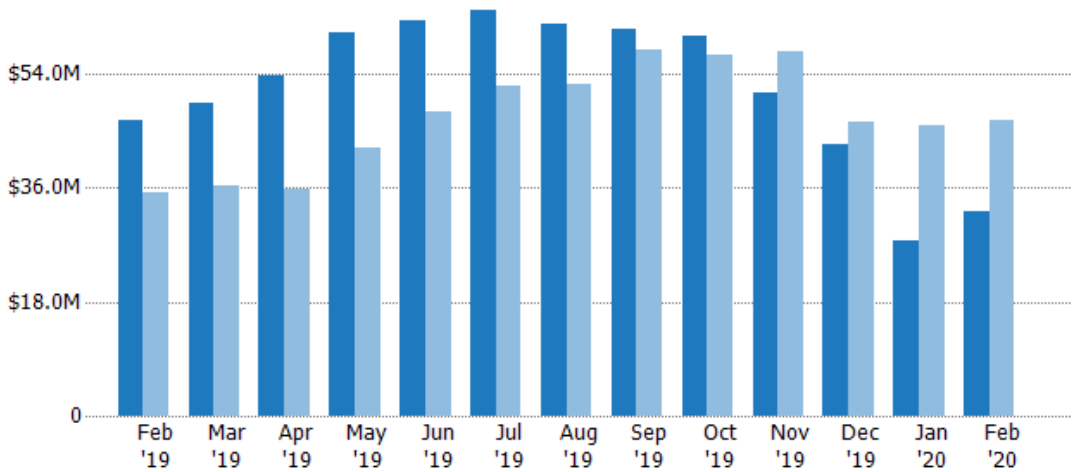
Active Listing Volume

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.
Feb '20	\$32.3M	-30.6%
Feb '19	\$46.6M	32.1%
Feb '18	\$35.2M	19.4%



Current Year	\$46.6M	\$49.2M	\$53.8M	\$60.6M	\$62.3M	\$63.9M	\$61.8M	\$61M	\$60M	\$50.9M	\$42.8M	\$27.5M	\$32.3M
Prior Year	\$35.2M	\$36.2M	\$35.9M	\$42.4M	\$48.1M	\$52.1M	\$52.3M	\$57.8M	\$57M	\$57.4M	\$46.3M	\$45.8M	\$46.6M
Percent Change from Prior Year	32%	36%	50%	43%	30%	23%	18%	5%	5%	-11%	-8%	-40%	-31%

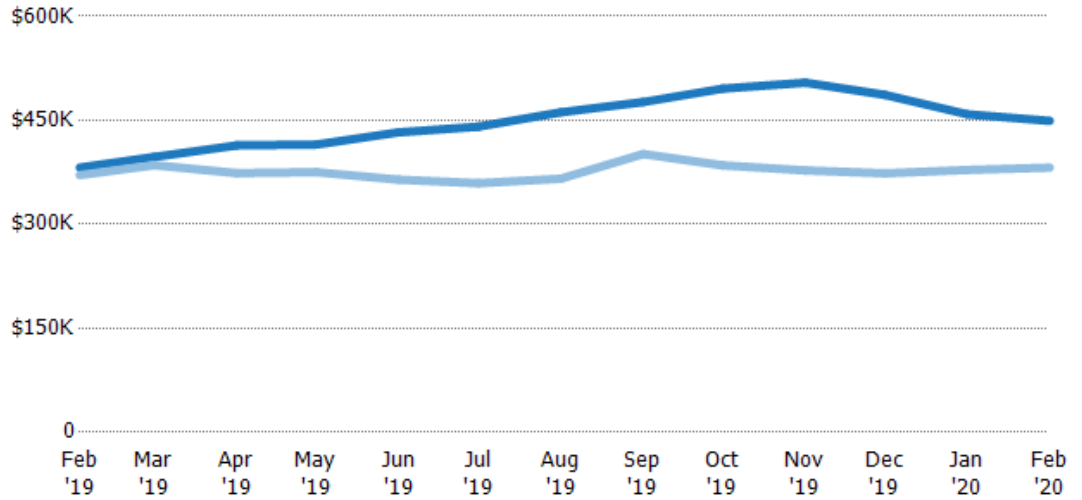
Average Listing Price

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.
Feb '20	\$449K	17.7%
Feb '19	\$382K	2.9%
Feb '18	\$371K	-3%



Current Year	\$382K	\$397K	\$414K	\$415K	\$433K	\$441K	\$461K	\$476K	\$496K	\$504K	\$487K	\$459K	\$449K
Prior Year	\$371K	\$385K	\$374K	\$375K	\$364K	\$359K	\$366K	\$401K	\$385K	\$378K	\$373K	\$378K	\$382K
Percent Change from Prior Year	3%	3%	11%	11%	19%	23%	26%	19%	29%	34%	30%	21%	18%

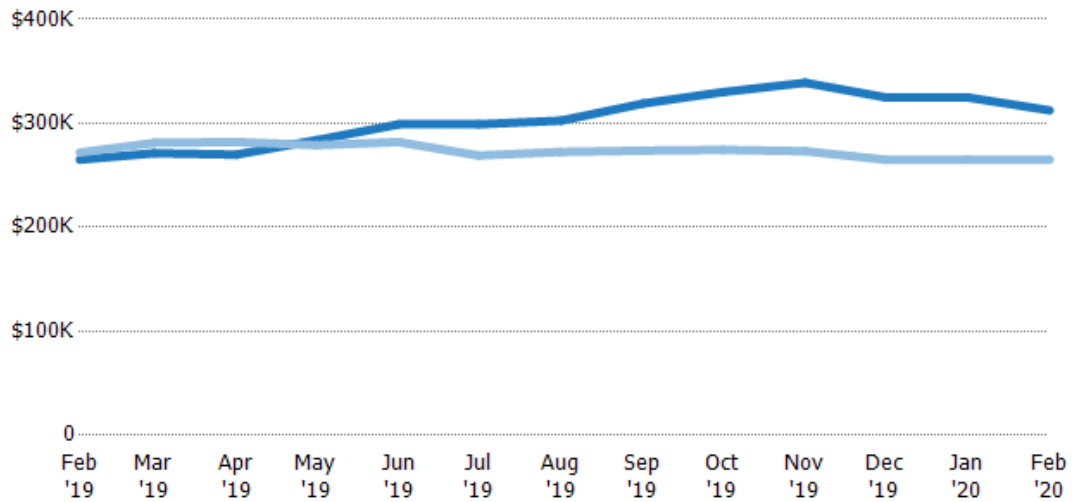
Median Listing Price

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.
Feb '20	\$312K	17.9%
Feb '19	\$265K	-2.5%
Feb '18	\$272K	-2.4%



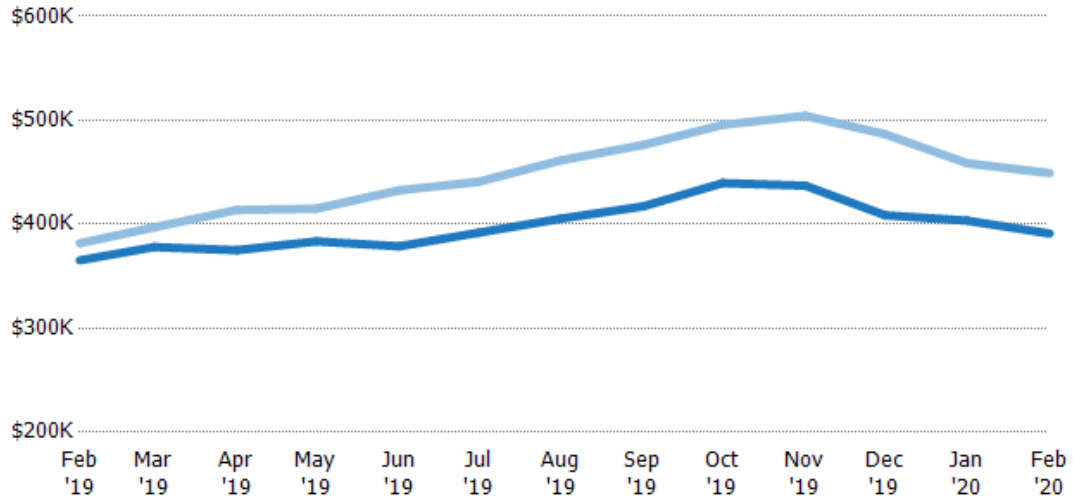
Current Year	\$265K	\$271K	\$270K	\$284K	\$299K	\$299K	\$303K	\$319K	\$330K	\$339K	\$325K	\$325K	\$312K
Prior Year	\$272K	\$281K	\$282K	\$279K	\$282K	\$269K	\$273K	\$274K	\$274K	\$273K	\$265K	\$265K	\$265K
Percent Change from Prior Year	-3%	-4%	-4%	2%	6%	11%	11%	17%	20%	24%	23%	23%	18%

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

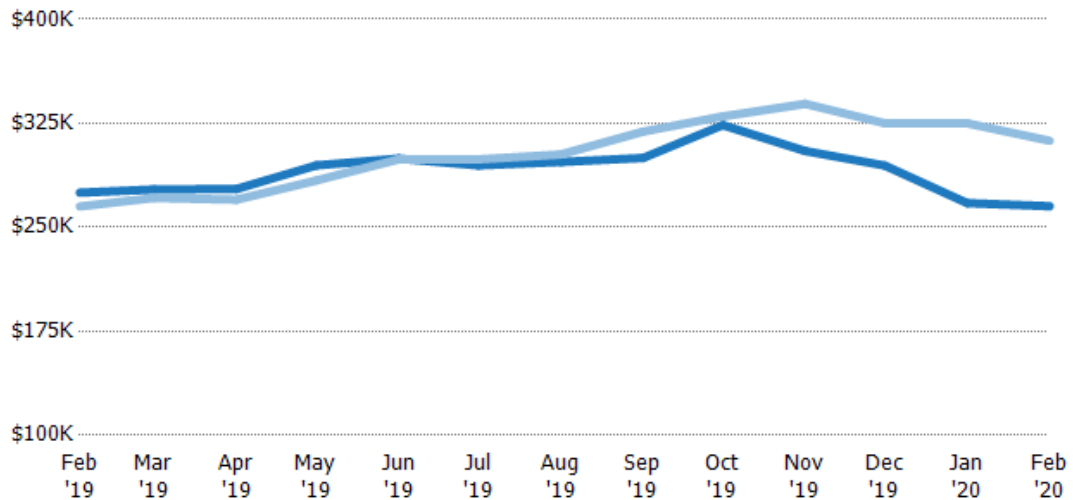


Median Listing Price vs Median Est Value

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



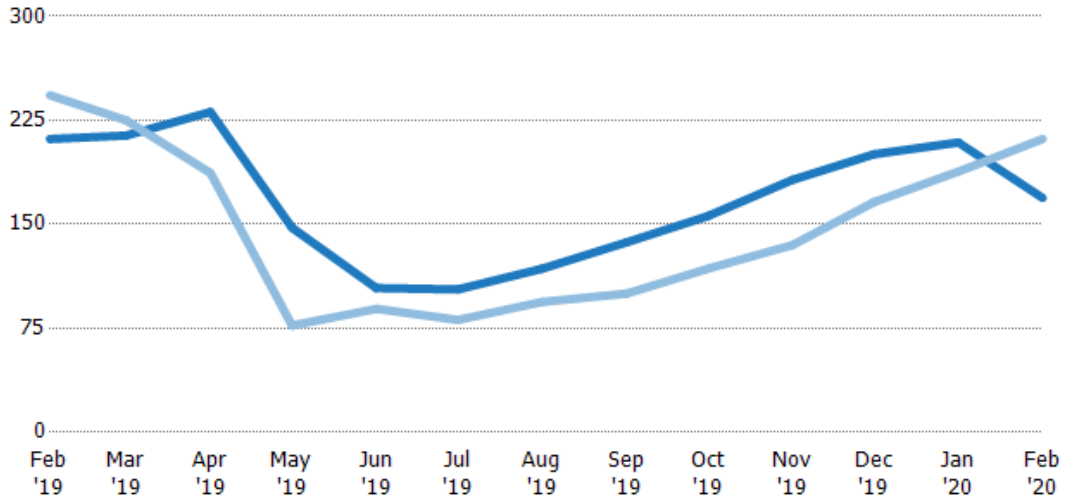
Median Days in RPR

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.
Feb '20	169	-20.1%
Feb '19	212	-13%
Feb '18	243	-28%



Current Year	212	214	231	148	104	103	118	137	156	182	201	209	169
Prior Year	243	225	187	77	89	81	94	100	118	135	166	188	212
Percent Change from Prior Year	-13%	-5%	24%	92%	17%	27%	26%	37%	32%	35%	21%	11%	-20%

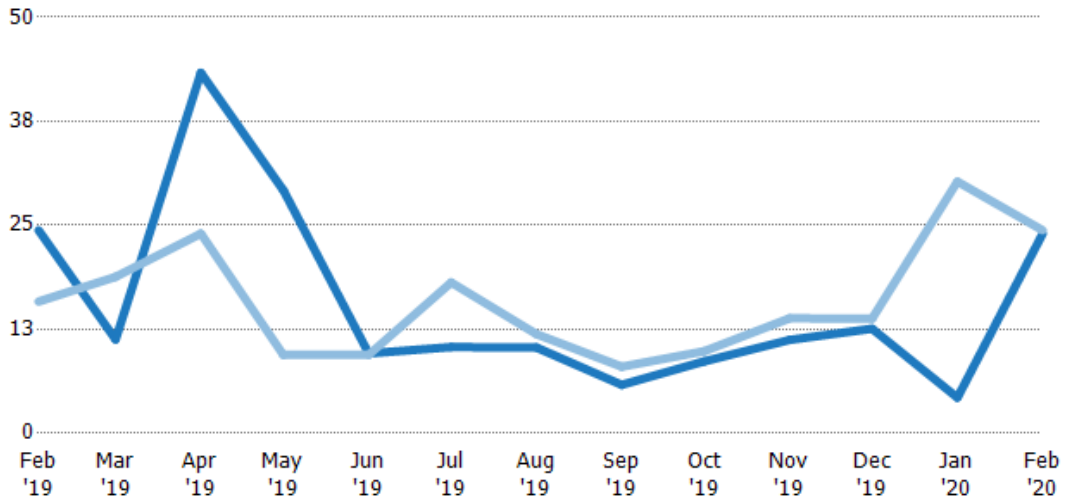
Months of Inventory

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.
Feb '20	24	-1.6%
Feb '19	24.4	54.1%
Feb '18	15.8	5.6%



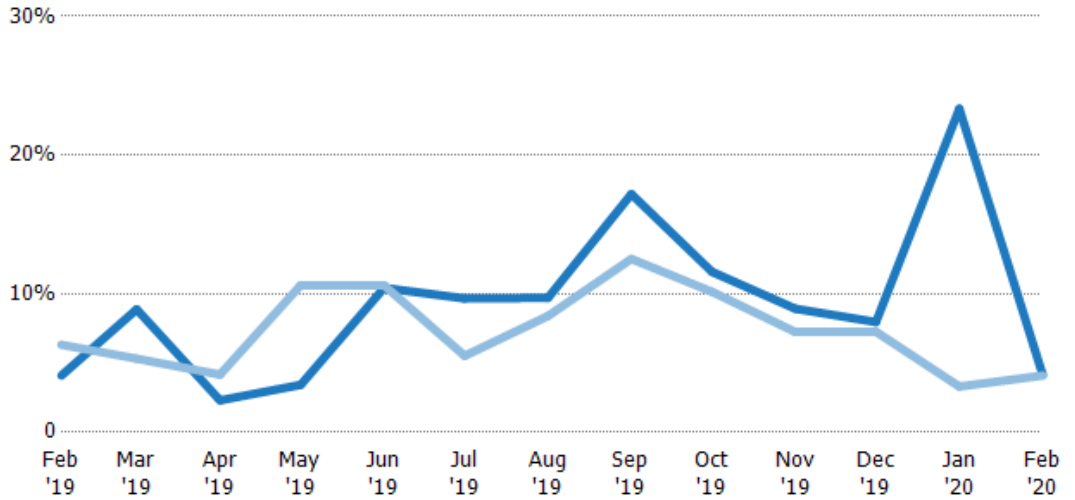
Current Year	24.4	11.3	43.3	29.2	9.6	10.4	10.3	5.82	8.64	11.2	12.6	4.29	24
Prior Year	15.8	18.8	24	9.42	9.43	18.1	11.9	8	9.87	13.8	13.8	30.3	24.4
Percent Change from Prior Year	54%	-40%	81%	210%	2%	-43%	-14%	-27%	-12%	-19%	-9%	-86%	-2%

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



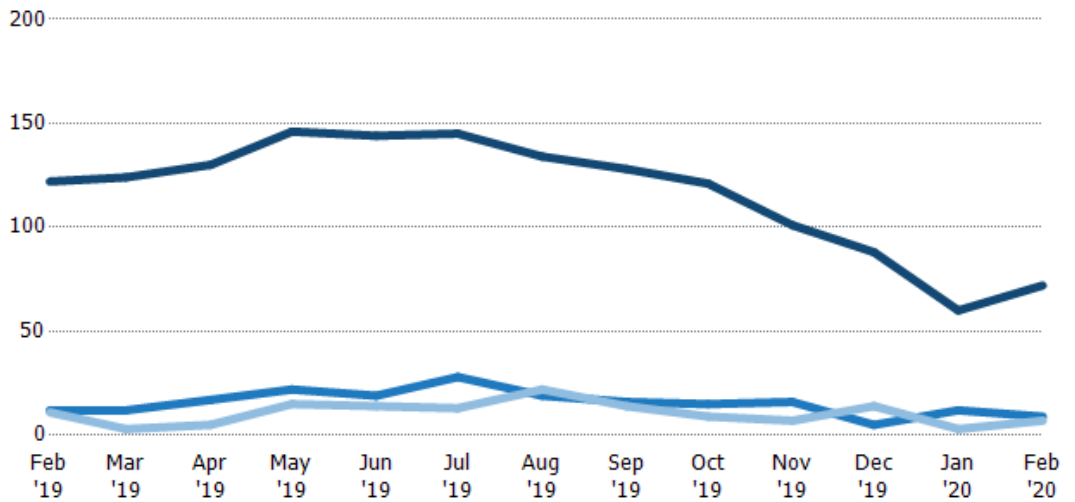
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	4%	9%	2%	3%	10%	10%	10%	17%	12%	9%	8%	23%	4%
Prior Year	6%	5%	4%	11%	11%	6%	8%	13%	10%	7%	7%	3%	4%
Change from Prior Year	2%	-4%	2%	7%	0%	-4%	-1%	-5%	-1%	-2%	-1%	-20%	0%

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



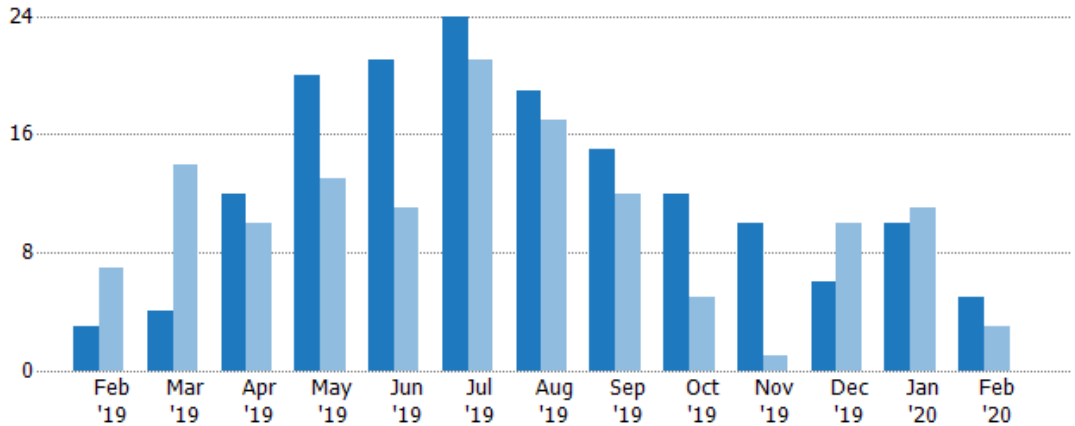
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	122	124	130	146	144	145	134	128	121	101	88	60	72
Pending	12	12	17	22	19	28	19	16	15	16	5	12	9
Sold	11	3	5	15	14	13	22	14	9	7	14	3	7

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.
Feb '20	5	66.7%
Feb '19	3	-57.1%
Feb '18	7	-42.9%

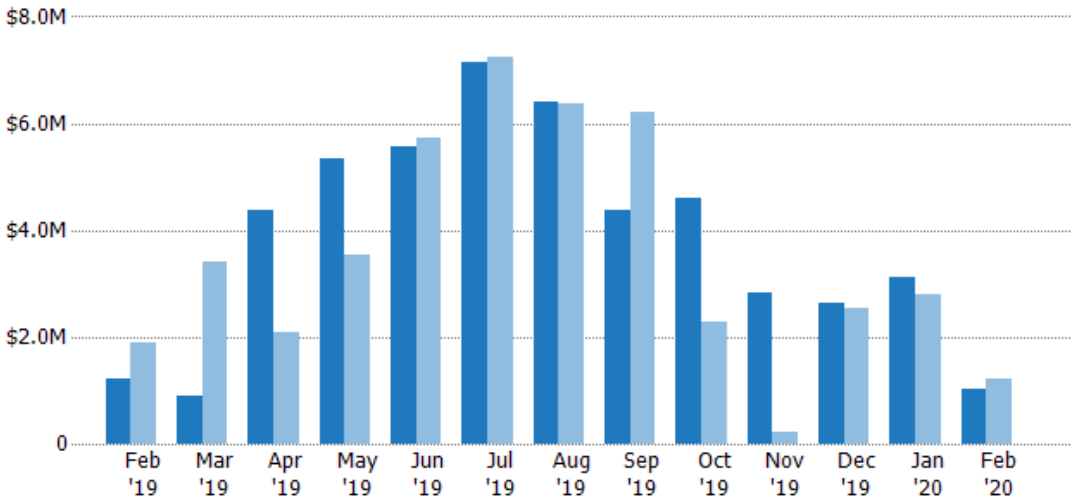
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	3	4	12	20	21	24	19	15	12	10	6	10	5
Prior Year	7	14	10	13	11	21	17	12	5	1	10	11	3
Percent Change from Prior Year	-57%	-71%	20%	54%	91%	14%	12%	25%	140%	900%	-40%	-9%	67%

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.
Feb '20	\$1.01M	-16.3%
Feb '19	\$1.21M	-36.5%
Feb '18	\$1.9M	-23.4%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$1.21M	\$895K	\$4.36M	\$5.35M	\$5.57M	\$7.16M	\$6.41M	\$4.38M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$1.01M
Prior Year	\$1.9M	\$3.42M	\$2.1M	\$3.54M	\$5.72M	\$7.24M	\$6.37M	\$6.2M	\$2.29M	\$230K	\$2.55M	\$2.8M	\$1.21M
Percent Change from Prior Year	-37%	-74%	108%	51%	-3%	-1%	1%	-29%	101%	1,130%	3%	11%	-16%

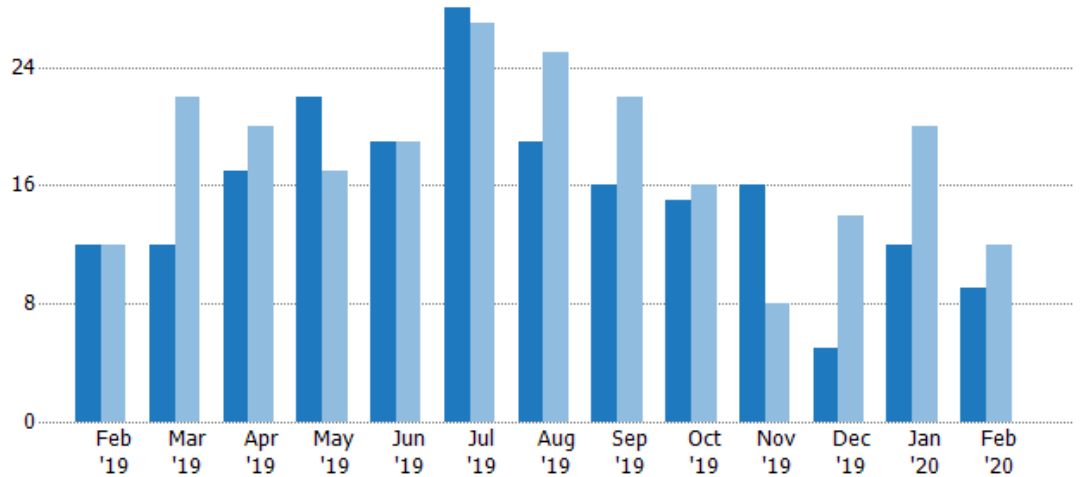
Pending Sales

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.
Feb '20	9	-25%
Feb '19	12	0%
Feb '18	12	8.3%



Current Year	12	12	17	22	19	28	19	16	15	16	5	12	9
Prior Year	12	22	20	17	19	27	25	22	16	8	14	20	12
Percent Change from Prior Year	0%	-45%	-15%	29%	0%	4%	-24%	-27%	-6%	100%	-64%	-40%	-25%

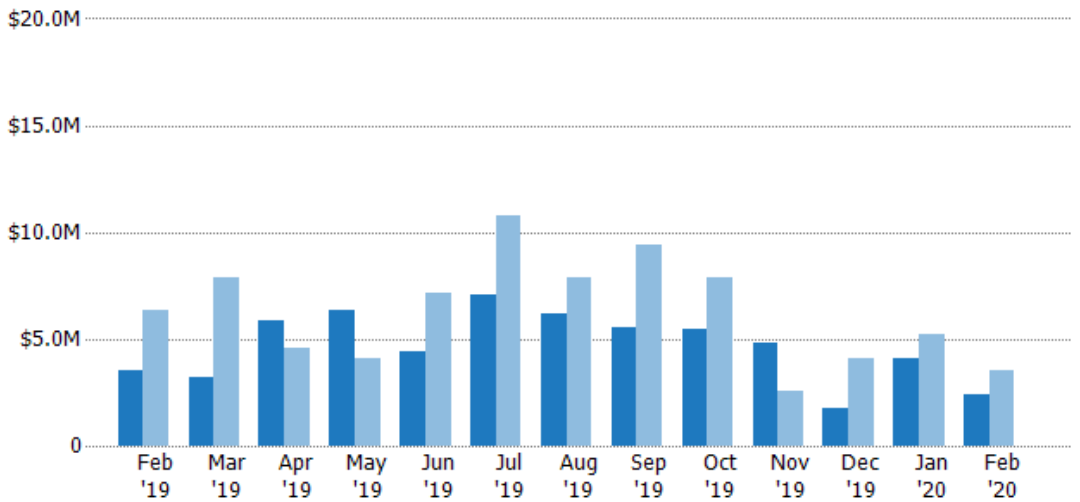
Pending Sales Volume

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.
Feb '20	\$2.39M	-32.5%
Feb '19	\$3.55M	-44%
Feb '18	\$6.33M	-32.8%



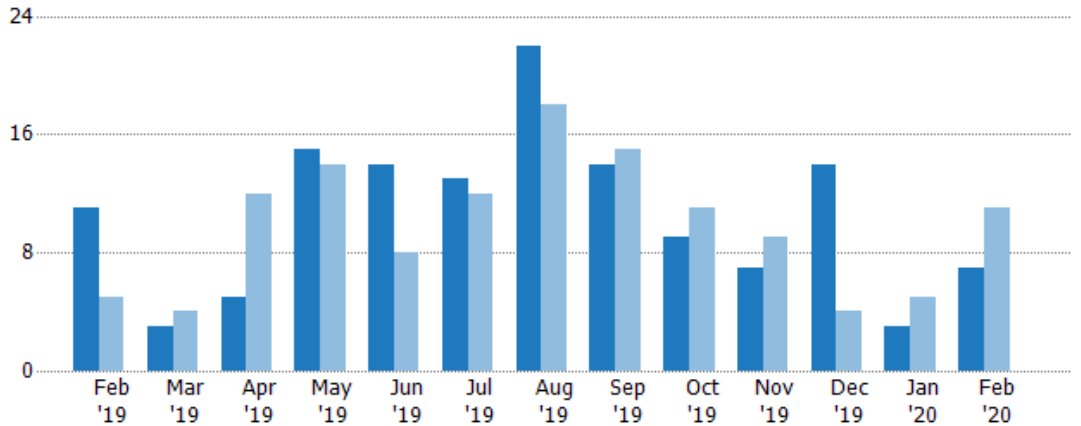
Current Year	\$3.55M	\$3.21M	\$5.88M	\$6.35M	\$4.4M	\$7.03M	\$6.19M	\$5.56M	\$5.45M	\$4.82M	\$1.79M	\$4.11M	\$2.39M
Prior Year	\$6.33M	\$7.91M	\$4.57M	\$4.06M	\$7.14M	\$10.8M	\$7.88M	\$9.43M	\$7.85M	\$2.58M	\$4.12M	\$5.18M	\$3.55M
Percent Change from Prior Year	-44%	-59%	29%	56%	-38%	-35%	-21%	-41%	-31%	87%	-56%	-21%	-33%

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



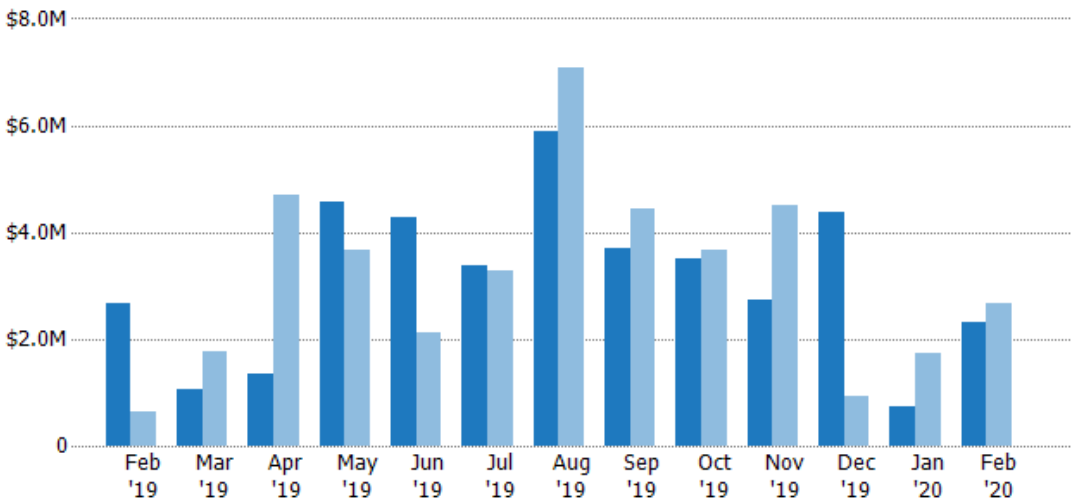
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	11	3	5	15	14	13	22	14	9	7	14	3	7
Prior Year	5	4	12	14	8	12	18	15	11	9	4	5	11
Percent Change from Prior Year	120%	-25%	-58%	7%	75%	8%	22%	-7%	-18%	-22%	250%	-40%	-36%

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



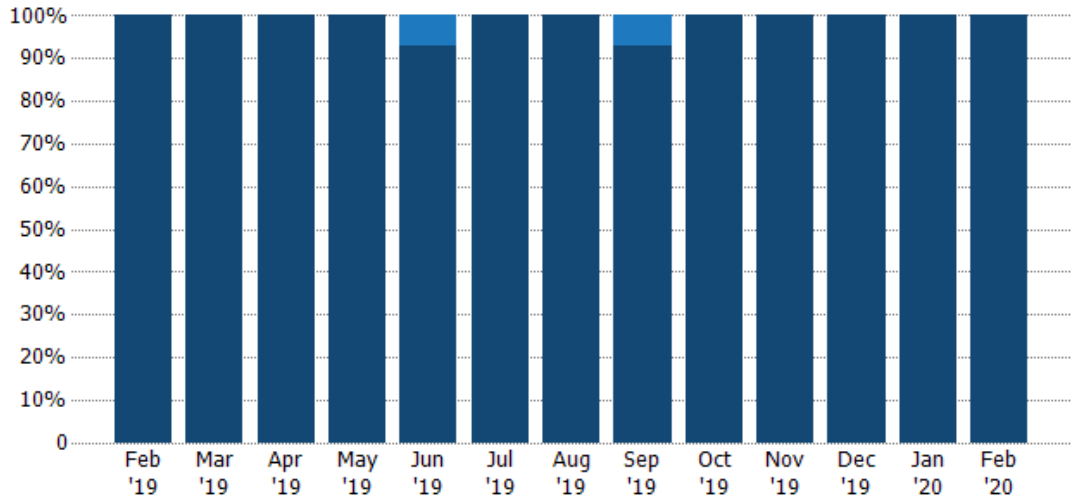
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$2.68M	\$1.07M	\$1.34M	\$4.56M	\$4.27M	\$3.38M	\$5.9M	\$3.69M	\$3.52M	\$2.74M	\$4.38M	\$721K	\$2.32M
Prior Year	\$625K	\$1.77M	\$4.7M	\$3.67M	\$2.11M	\$3.29M	\$7.07M	\$4.44M	\$3.66M	\$4.51M	\$920K	\$1.73M	\$2.68M
Percent Change from Prior Year	329%	-39%	-71%	24%	102%	3%	-16%	-17%	-4%	-39%	376%	-58%	-14%

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%	93%	100%	100%	93%	100%	100%	100%	100%	100%

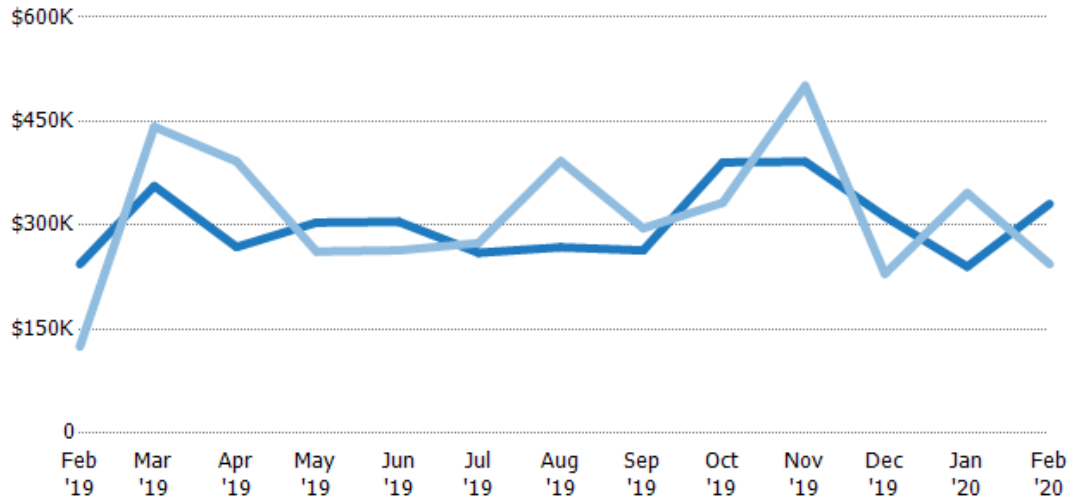
Average Sales Price

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.
Feb '20	\$331K	35.6%
Feb '19	\$244K	95.1%
Feb '18	\$125K	193.4%



Current Year	\$244K	\$357K	\$269K	\$304K	\$305K	\$260K	\$268K	\$264K	\$391K	\$392K	\$313K	\$240K	\$331K
Prior Year	\$125K	\$442K	\$392K	\$262K	\$264K	\$274K	\$393K	\$296K	\$333K	\$501K	\$230K	\$347K	\$244K
Percent Change from Prior Year	95%	-19%	-31%	16%	16%	-5%	-32%	-11%	17%	-22%	36%	-31%	36%

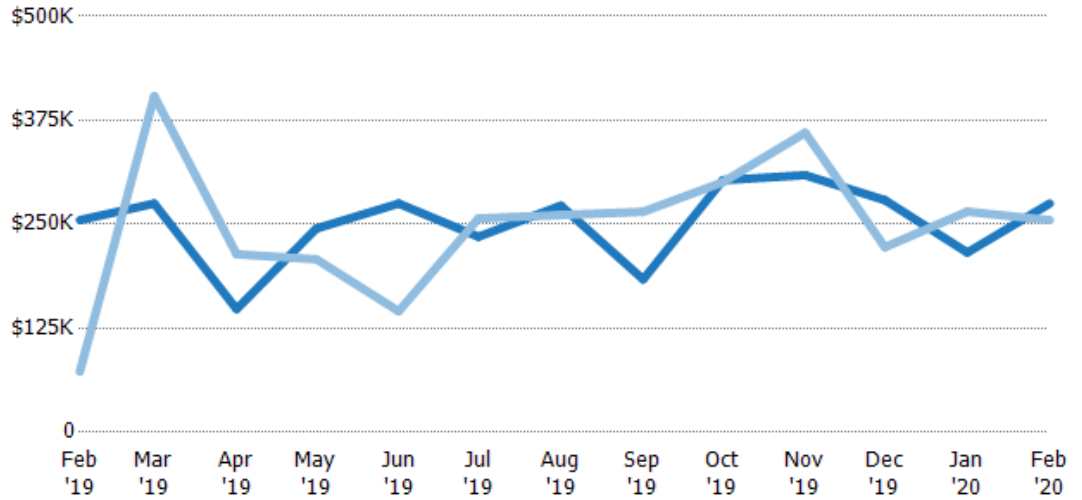
Median Sales Price

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.
Feb '20	\$275K	7.8%
Feb '19	\$255K	249.3%
Feb '18	\$73K	291.8%



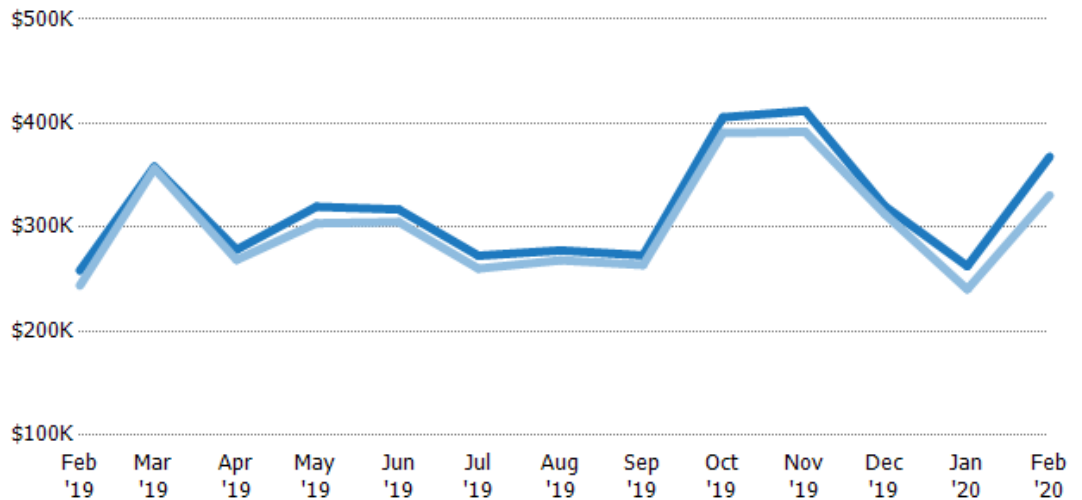
Current Year	\$255K	\$275K	\$148K	\$245K	\$275K	\$235K	\$272K	\$184K	\$303K	\$309K	\$279K	\$216K	\$275K
Prior Year	\$73K	\$404K	\$214K	\$208K	\$145K	\$257K	\$261K	\$265K	\$301K	\$360K	\$223K	\$265K	\$255K
Percent Change from Prior Year	249%	-32%	-31%	18%	89%	-9%	4%	-31%	1%	-14%	25%	-19%	8%

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



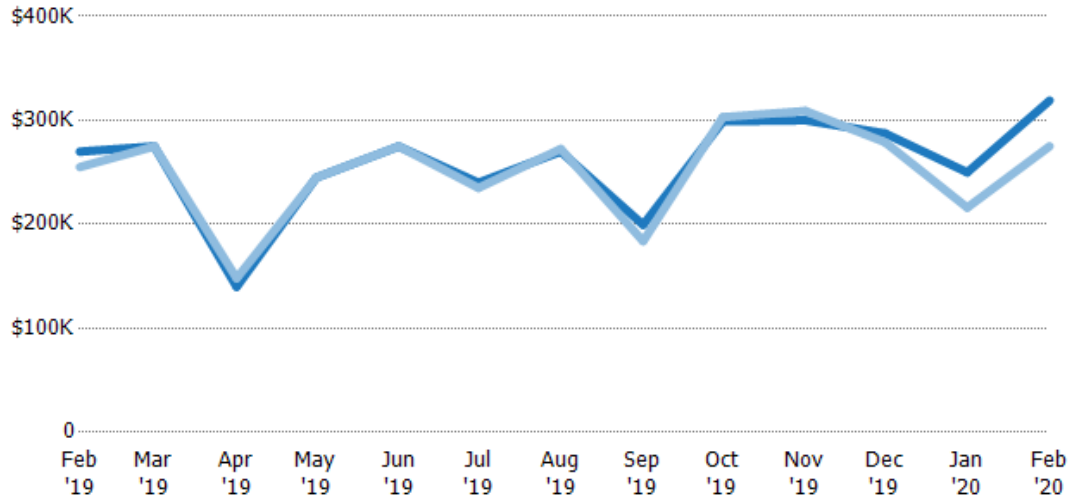
Avg List Price	\$258K	\$358K	\$279K	\$320K	\$317K	\$273K	\$278K	\$273K	\$406K	\$412K	\$320K	\$263K	\$368K
Avg Sales Price	\$244K	\$357K	\$269K	\$304K	\$305K	\$260K	\$268K	\$264K	\$391K	\$392K	\$313K	\$240K	\$331K
Avg Sales Price as a % of Avg List Price	94%	100%	96%	95%	96%	95%	97%	97%	96%	95%	98%	92%	90%

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



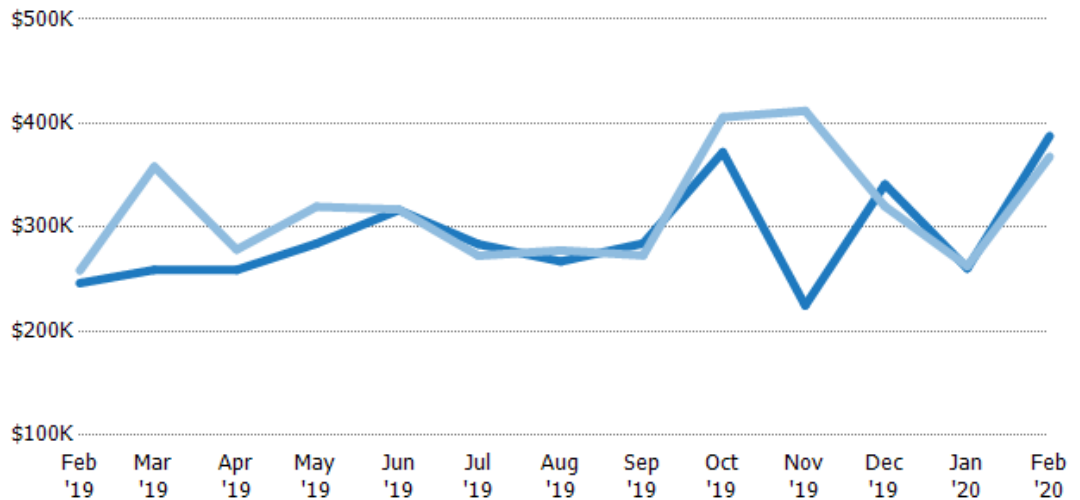
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$270K	\$275K	\$140K	\$245K	\$275K	\$240K	\$270K	\$199K	\$299K	\$300K	\$287K	\$250K	\$319K
Median Sales Price	\$255K	\$275K	\$148K	\$245K	\$275K	\$235K	\$272K	\$184K	\$303K	\$309K	\$279K	\$216K	\$275K
Med Sales Price as a % of Med List Price	94%	100%	106%	100%	100%	98%	101%	92%	101%	103%	97%	86%	86%

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



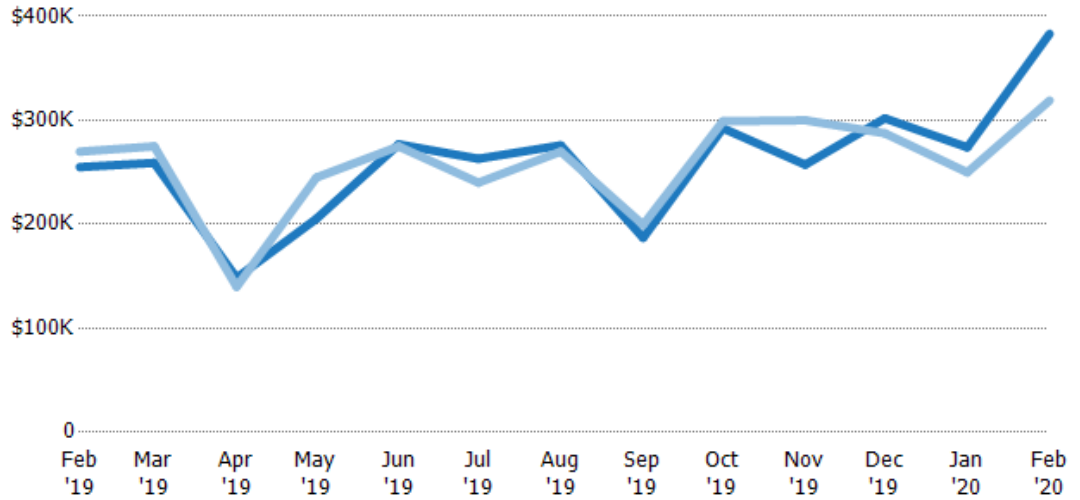
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$246K	\$259K	\$259K	\$284K	\$317K	\$284K	\$267K	\$284K	\$372K	\$225K	\$341K	\$260K	\$388K
Avg Sales Price	\$258K	\$358K	\$279K	\$320K	\$317K	\$273K	\$278K	\$273K	\$406K	\$412K	\$320K	\$263K	\$368K
Avg Sales Price as a % of Avg Est Value	105%	138%	108%	112%	100%	96%	104%	96%	109%	183%	94%	101%	95%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$255K	\$259K	\$149K	\$205K	\$277K	\$263K	\$276K	\$187K	\$292K	\$257K	\$302K	\$274K	\$383K
Median Sales Price	\$270K	\$275K	\$140K	\$245K	\$275K	\$240K	\$270K	\$199K	\$299K	\$300K	\$287K	\$250K	\$319K
Med Sales Price as a % of Med Est Value	106%	106%	94%	119%	99%	91%	98%	107%	102%	117%	95%	91%	83%