

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	15	+6.7%	38	32	+18.8%
New Listing Volume	\$6,331,100	\$6,126,145	+3.3%	\$14,939,200	\$11,739,944	+27.3%
Active Listing Count	70	123	-43.1%	N/A	N/A	
Active Listing Volume	\$33,581,900	\$48,971,644	-31.4%	N/A	N/A	
Average Listing Price	\$479,741	\$398,143	+20.5%	\$468,199	\$386,142	+21.3%
Median Listing Price	\$332,000	\$272,500	+21.8%	\$327,366	\$267,520	+22.4%
Median Days in RPR	168	213	-21.1%	174	205.55	-15.4%
Months of Inventory	10	11.2	-10.6%	10.7	28.2	-61.9%
Absorption Rate	10%	8.94%	+1.1%	9.31%	3.55%	+5.8%
Sales Activity Charts Metrics						
New Pending Sales Count	13	4	+225%	28	18	+55.6%
New Pending Sales Volume	\$2,896,400	\$894,649	+223.7%	\$7,010,999	\$4,907,449	+42.9%
Pending Sales Count	13	11	+18.2%	N/A	N/A	
Pending Sales Volume	\$3,087,400	\$3,127,051	-1.3%	N/A	N/A	
Closed Sales Count	8	3	+166.7%	18	19	-5.3%
Closed Sales Volume	\$1,994,900	\$1,069,900	+86.5%	\$5,031,800	\$5,486,300	-8.3%
Average Sales Price	\$249,363	\$356,633	-30.1%	\$279,544	\$288,753	-3.2%
Median Sales Price	\$247,500	\$274,900	-10%	\$252,944	\$260,826	-3%

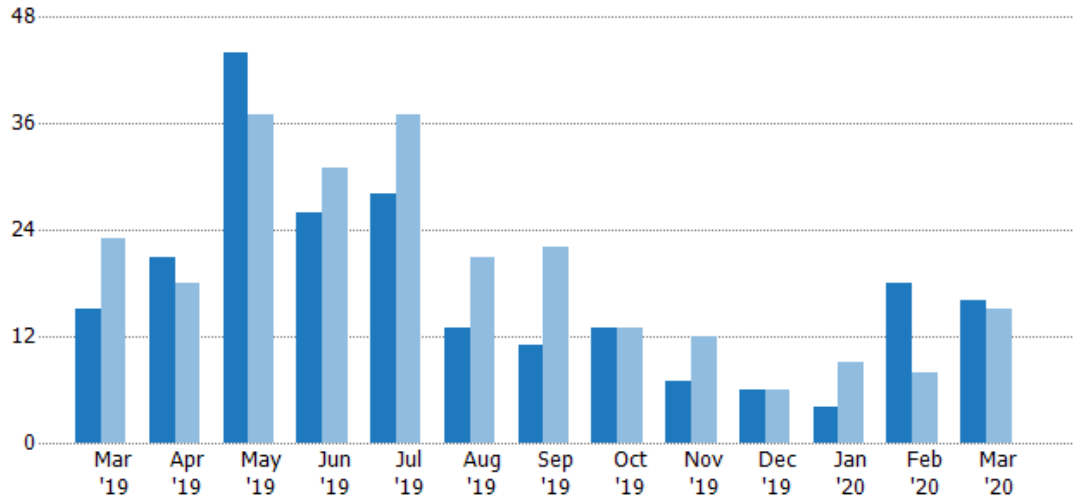
New Listings

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

Month/ Year	Count	% Chg.
Mar '20	16	6.7%
Mar '19	15	-34.8%
Mar '18	23	8.7%



Current Year	15	21	44	26	28	13	11	13	7	6	4	18	16
Prior Year	23	18	37	31	37	21	22	13	12	6	9	8	15
Percent Change from Prior Year	-35%	17%	19%	-16%	-24%	-38%	-50%	0%	-42%	0%	-56%	125%	7%

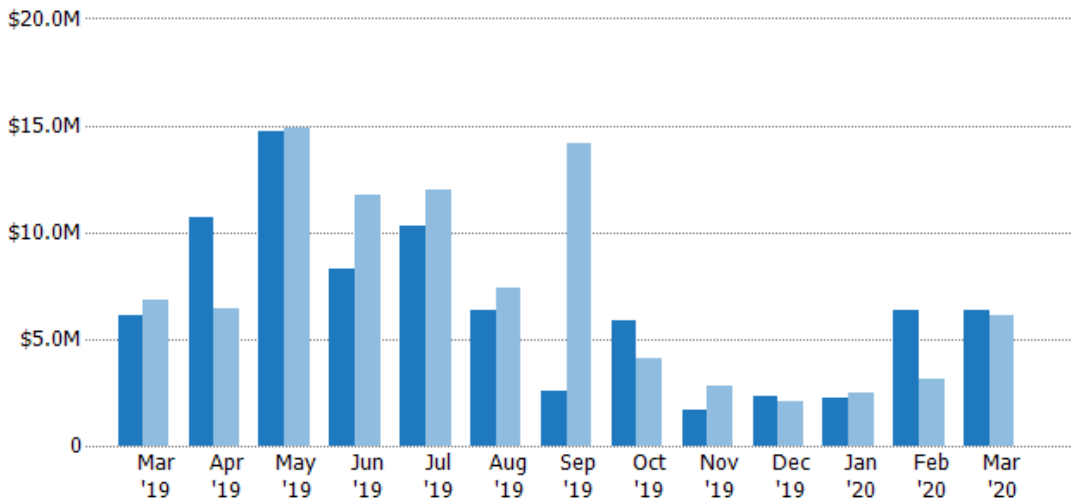
New Listing Volume

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.
Mar '20	\$6.33M	3.3%
Mar '19	\$6.13M	-10.6%
Mar '18	\$6.86M	4.3%



Current Year	\$6.13M	\$10.7M	\$14.8M	\$8.28M	\$10.3M	\$6.33M	\$2.59M	\$5.87M	\$1.68M	\$2.32M	\$2.26M	\$6.35M	\$6.33M
Prior Year	\$6.86M	\$6.42M	\$14.9M	\$11.8M	\$12M	\$7.39M	\$14.2M	\$4.11M	\$2.84M	\$2.1M	\$2.51M	\$3.1M	\$6.13M
Percent Change from Prior Year	-11%	67%	-1%	-30%	-14%	-14%	-82%	43%	-41%	11%	-10%	105%	3%

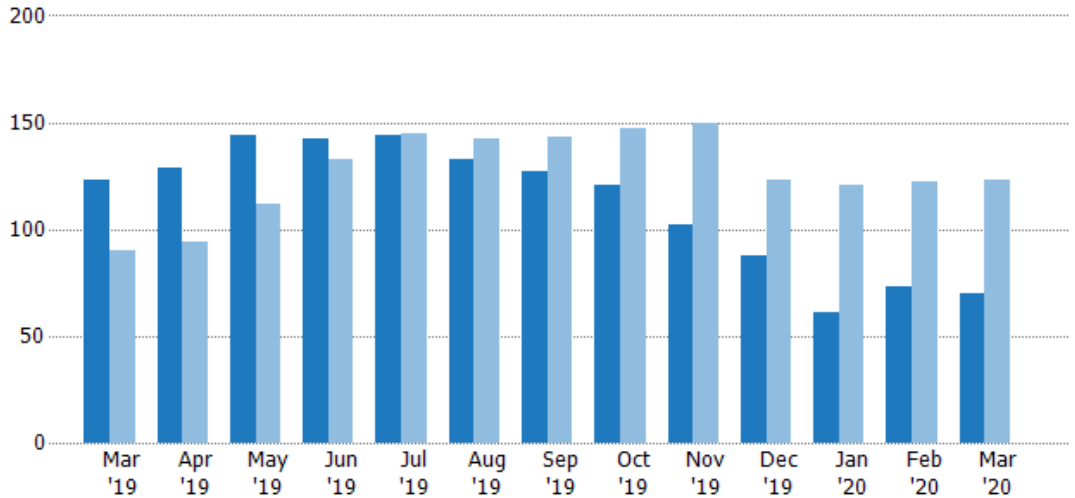
Active Listings

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.
Mar '20	70	-43.1%
Mar '19	123	36.7%
Mar '18	90	45.6%



Current Year	123	129	144	142	144	133	127	121	102	88	61	73	70
Prior Year	90	94	112	133	145	142	143	147	150	123	121	122	123
Percent Change from Prior Year	37%	37%	29%	7%	-1%	-6%	-11%	-18%	-32%	-28%	-50%	-40%	-43%

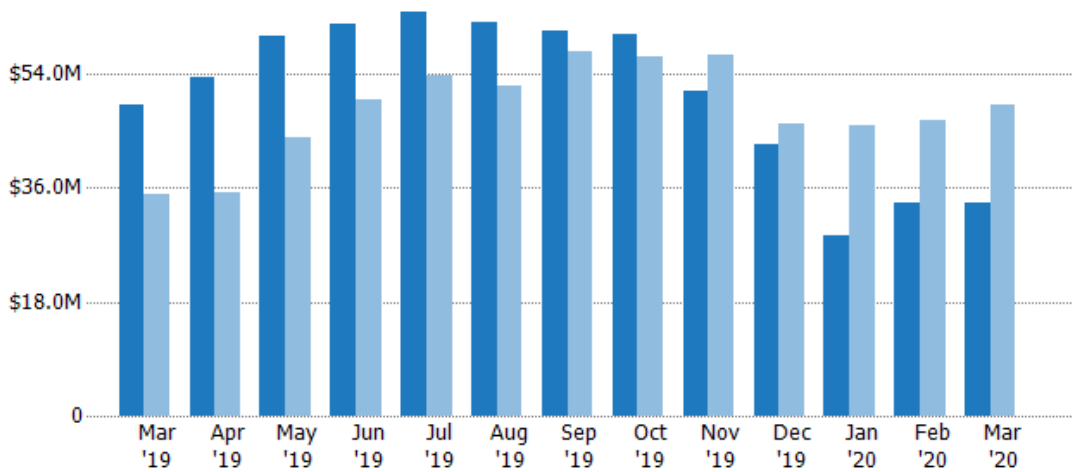
Active Listing Volume

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.
Mar '20	\$33.6M	-31.4%
Mar '19	\$49M	39.9%
Mar '18	\$35M	32.1%



Current Year	\$49M	\$53.5M	\$60.1M	\$62M	\$63.8M	\$62.2M	\$60.9M	\$60.3M	\$51.3M	\$43M	\$28.4M	\$33.5M	\$33.6M
Prior Year	\$35M	\$35.3M	\$43.8M	\$50M	\$53.8M	\$52M	\$57.5M	\$56.7M	\$57M	\$46.2M	\$45.8M	\$46.6M	\$49M
Percent Change from Prior Year	40%	51%	37%	24%	19%	20%	6%	6%	-10%	-7%	-38%	-28%	-31%

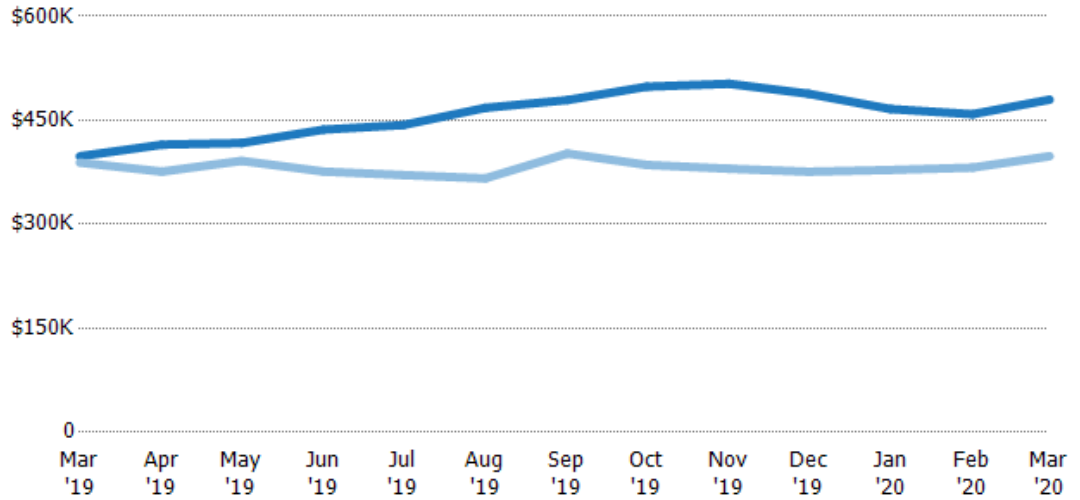
Average Listing Price

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.
Mar '20	\$480K	20.5%
Mar '19	\$398K	2.4%
Mar '18	\$389K	-9.3%



Current Year	\$398K	\$415K	\$417K	\$437K	\$443K	\$468K	\$479K	\$498K	\$503K	\$488K	\$466K	\$459K	\$480K
Prior Year	\$389K	\$376K	\$391K	\$376K	\$371K	\$366K	\$402K	\$386K	\$380K	\$376K	\$378K	\$382K	\$398K
Percent Change from Prior Year	2%	10%	7%	16%	19%	28%	19%	29%	32%	30%	23%	20%	20%

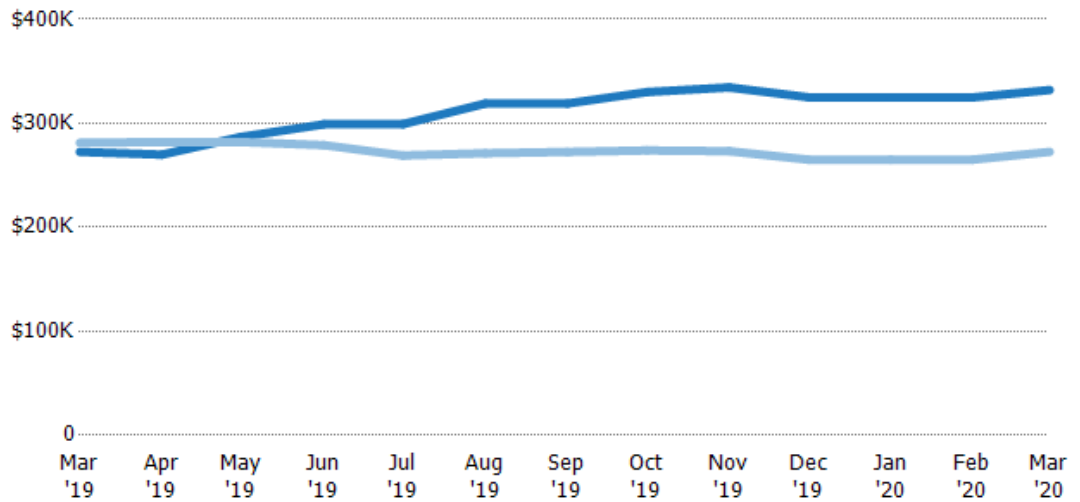
Median Listing Price

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.
Mar '20	\$332K	21.8%
Mar '19	\$273K	-3.1%
Mar '18	\$281K	-7.9%



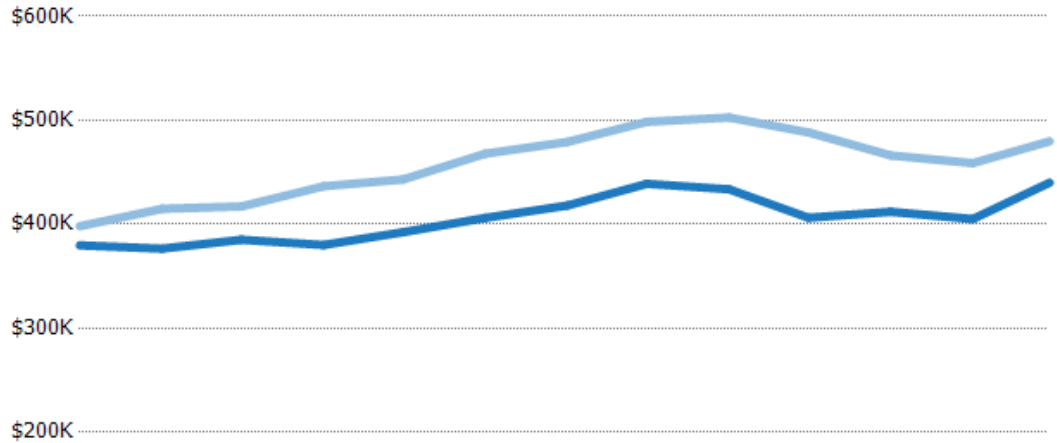
Current Year	\$273K	\$270K	\$287K	\$299K	\$299K	\$319K	\$319K	\$330K	\$335K	\$325K	\$325K	\$325K	\$332K
Prior Year	\$281K	\$282K	\$282K	\$279K	\$269K	\$271K	\$273K	\$274K	\$273K	\$265K	\$265K	\$265K	\$273K
Percent Change from Prior Year	-3%	-4%	2%	7%	11%	18%	17%	20%	22%	23%	23%	23%	22%

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



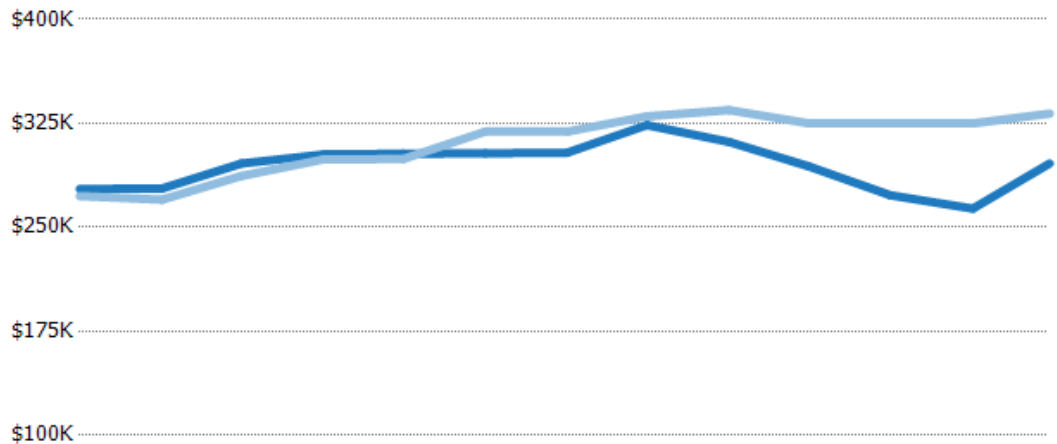
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$380K	\$377K	\$385K	\$380K	\$392K	\$406K	\$418K	\$439K	\$434K	\$406K	\$412K	\$405K	\$440K
Avg Listing Price	\$398K	\$415K	\$417K	\$437K	\$443K	\$468K	\$479K	\$498K	\$503K	\$488K	\$466K	\$459K	\$480K
Avg Listing Price as a % of Avg Est Value	105%	110%	108%	115%	113%	115%	115%	114%	116%	120%	113%	113%	109%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$278K	\$278K	\$296K	\$303K	\$303K	\$303K	\$304K	\$324K	\$312K	\$294K	\$273K	\$263K	\$296K
Median Listing Price	\$273K	\$270K	\$287K	\$299K	\$299K	\$319K	\$319K	\$330K	\$335K	\$325K	\$325K	\$325K	\$332K
Med Listing Price as a % of Med Est Value	98%	97%	97%	99%	99%	105%	105%	102%	107%	111%	119%	123%	112%

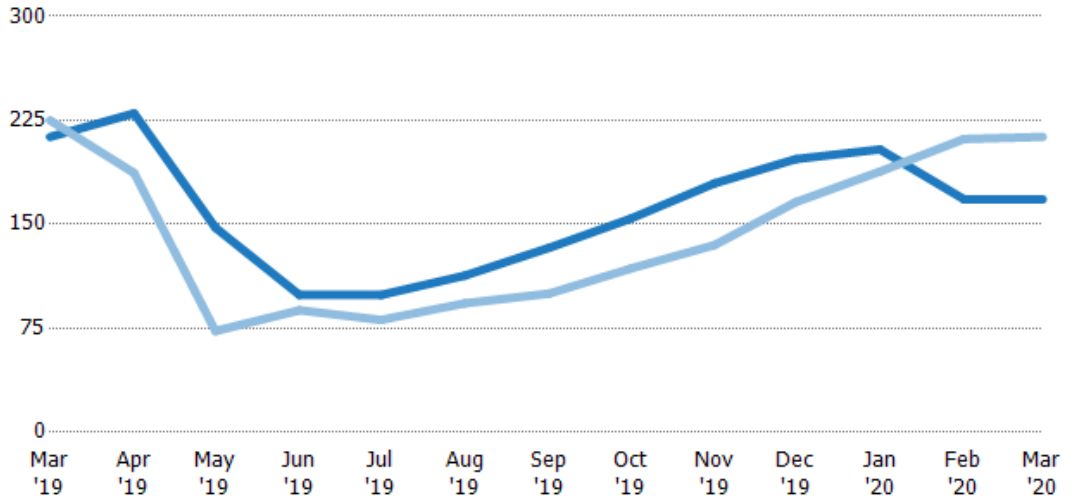
Median Days in RPR

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.
Mar '20	168	-21.1%
Mar '19	213	-5.3%
Mar '18	225	-27.1%



Current Year	213	230	148	99	99	113	133	154	180	197	204	168	168
Prior Year	225	187	73	88	81	93	100	118	135	166	188	212	213
Percent Change from Prior Year	-5%	23%	102%	13%	22%	22%	33%	31%	33%	19%	9%	-21%	-21%

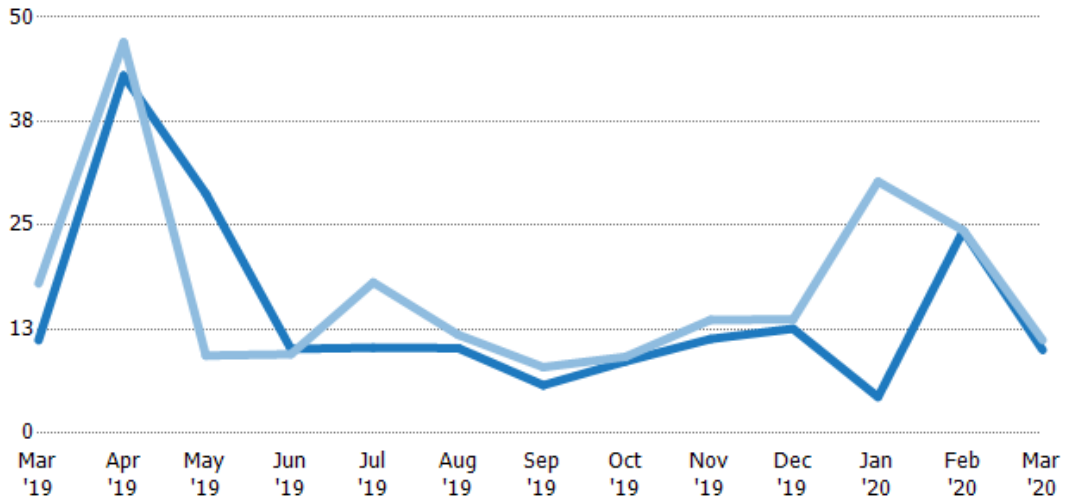
Months of Inventory

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.
Mar '20	10	-10.6%
Mar '19	11.2	-37.9%
Mar '18	18	81.9%



Current Year	11.2	43	28.8	10.1	10.3	10.2	5.77	8.64	11.3	12.6	4.36	24.3	10
Prior Year	18	47	9.33	9.5	18.1	11.8	7.94	9.19	13.6	13.7	30.3	24.4	11.2
Percent Change from Prior Year	-38%	-9%	209%	7%	-43%	-14%	-27%	-6%	-17%	-8%	-86%	0%	-11%

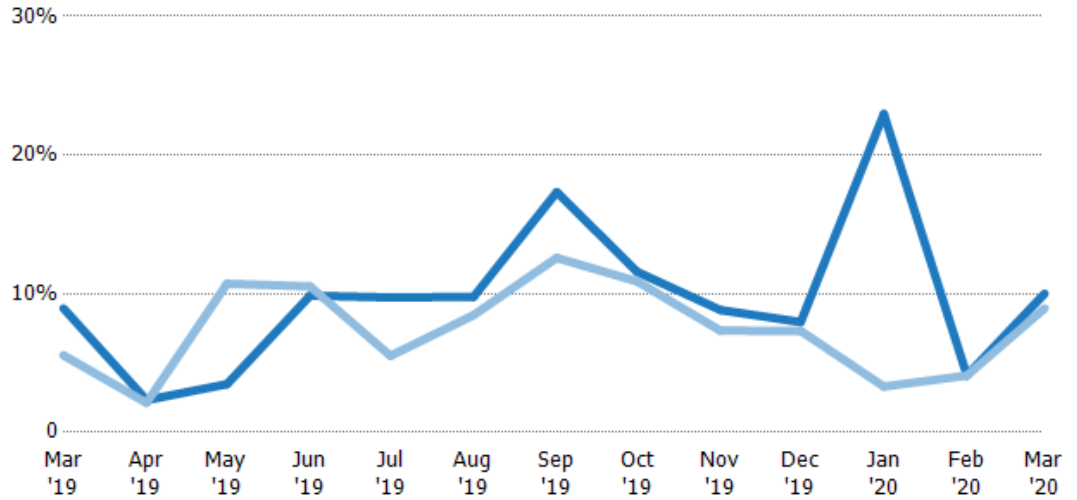
Absorption Rate

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.
Mar '20	10%	-1.1%
Mar '19	9%	-3.4%
Mar '18	6%	-45%



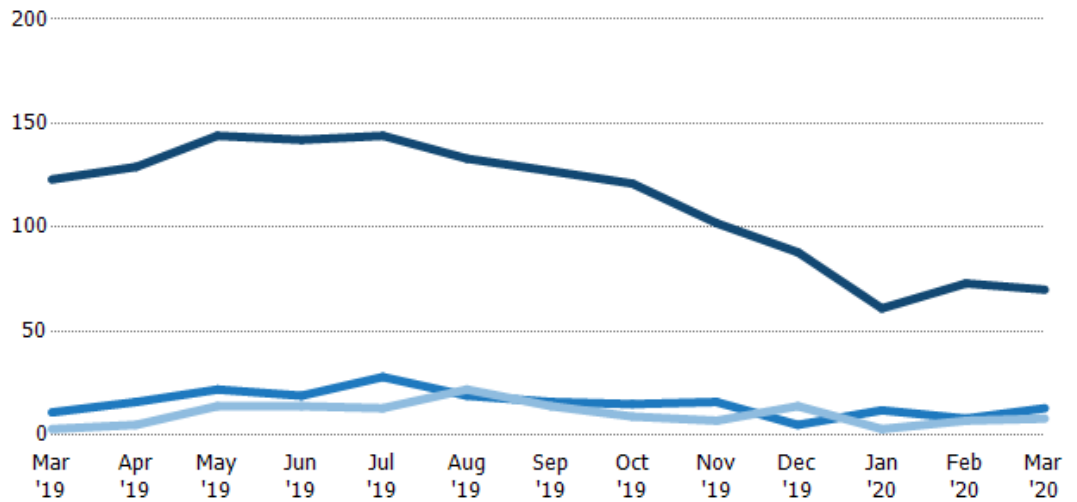
Current Year	9%	2%	3%	10%	10%	10%	17%	12%	9%	8%	23%	4%	10%
Prior Year	6%	2%	11%	11%	6%	8%	13%	11%	7%	7%	3%	4%	9%
Change from Prior Year	-3%	0%	7%	1%	-4%	-1%	-5%	-1%	-1%	-1%	-20%	0%	-1%

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



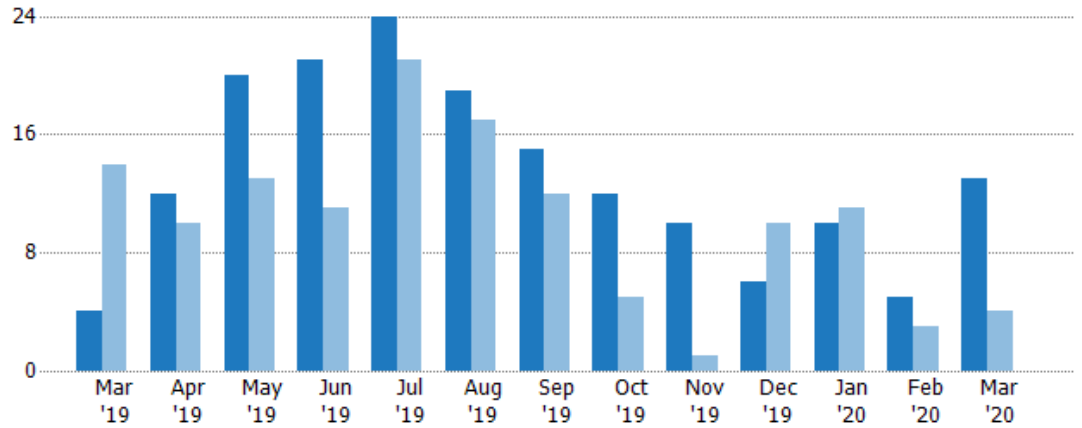
Active	123	129	144	142	144	133	127	121	102	88	61	73	70
Pending	11	16	22	19	28	19	16	15	16	5	12	8	13
Sold	3	5	14	14	13	22	14	9	7	14	3	7	8

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



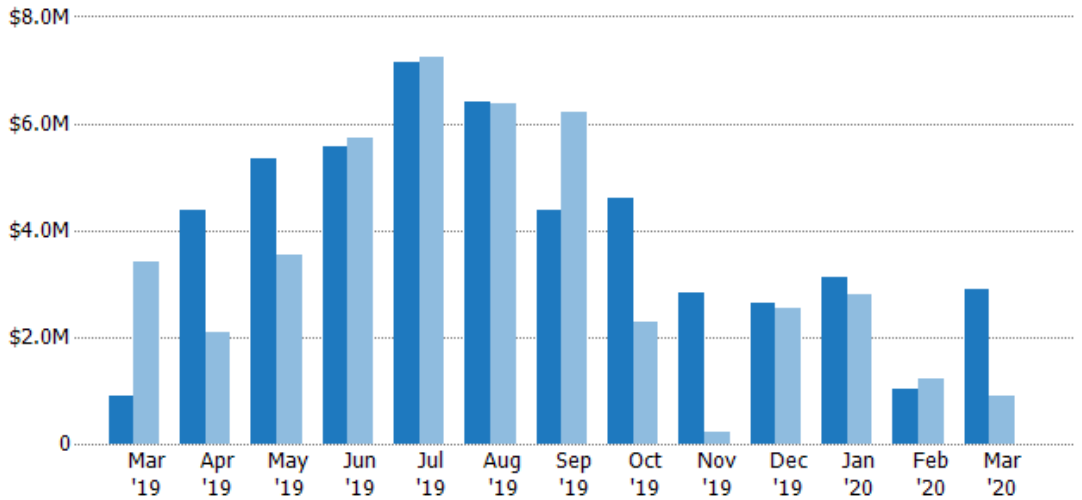
Month/Year	Count	% Chg.
Mar '20	13	225%
Mar '19	4	-71.4%
Mar '18	14	-42.9%

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.
Mar '20	\$2.9M	223.7%
Mar '19	\$895K	-73.9%
Mar '18	\$3.42M	-60.8%

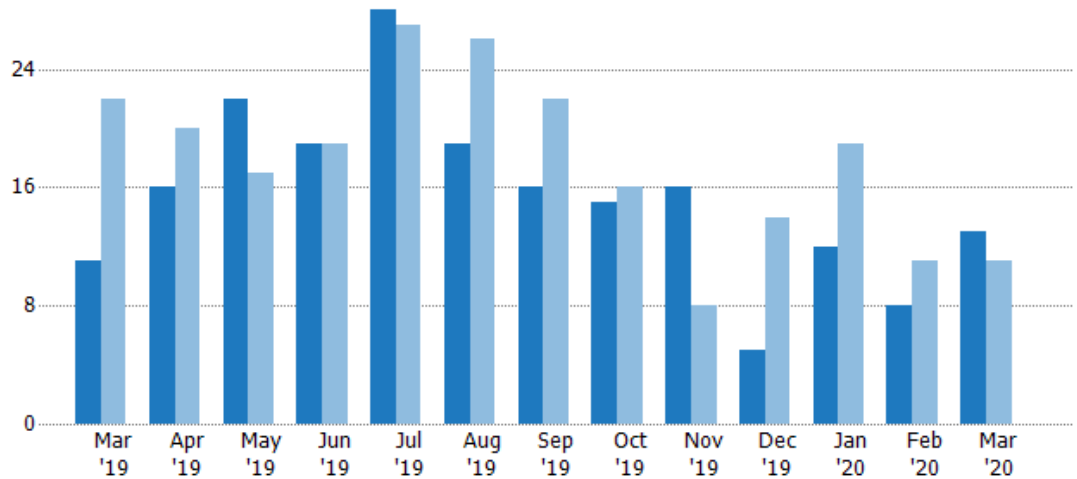
Pending Sales

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.
Mar '20	13	18.2%
Mar '19	11	-50%
Mar '18	22	-45.5%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	11	16	22	19	28	19	16	15	16	5	12	8	13
Prior Year	22	20	17	19	27	26	22	16	8	14	19	11	11
Percent Change from Prior Year	-50%	-20%	29%	0%	4%	-27%	-27%	-6%	100%	-64%	-37%	-27%	18%

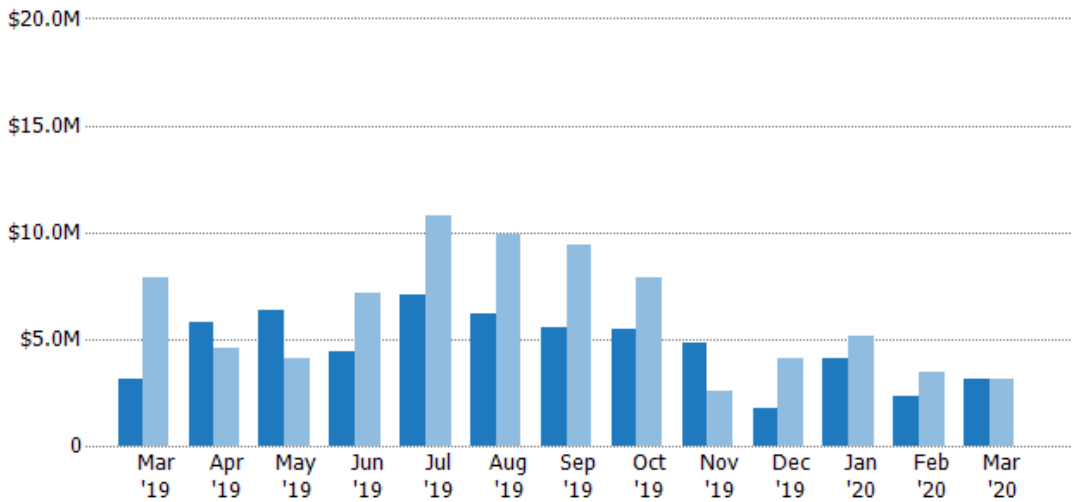
Pending Sales Volume

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.
Mar '20	\$3.09M	-1.3%
Mar '19	\$3.13M	-60.4%
Mar '18	\$7.91M	-62.7%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$3.13M	\$5.8M	\$6.35M	\$4.4M	\$7.03M	\$6.19M	\$5.56M	\$5.45M	\$4.82M	\$1.79M	\$4.11M	\$2.3M	\$3.09M
Prior Year	\$7.91M	\$4.57M	\$4.06M	\$7.14M	\$10.8M	\$9.88M	\$9.43M	\$7.85M	\$2.58M	\$4.12M	\$5.1M	\$3.47M	\$3.13M
Percent Change from Prior Year	-60%	27%	56%	-38%	-35%	-37%	-41%	-31%	87%	-56%	-19%	-34%	-1%

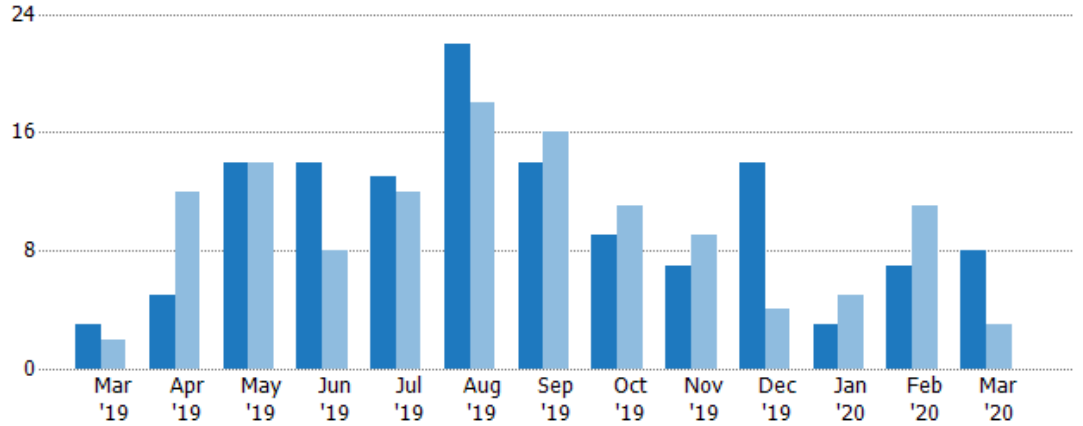
Closed Sales

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.
Mar '20	8	166.7%
Mar '19	3	50%
Mar '18	2	350%



Current Year	3	5	14	14	13	22	14	9	7	14	3	7	8
Prior Year	2	12	14	8	12	18	16	11	9	4	5	11	3
Percent Change from Prior Year	50%	-58%	0%	75%	8%	22%	-13%	-18%	-22%	250%	-40%	-36%	167%

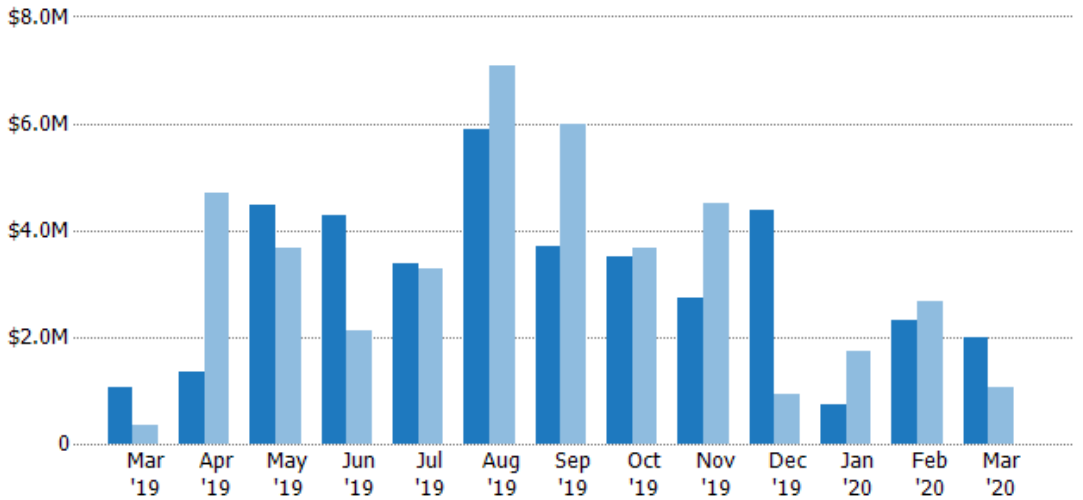
Closed Sales Volume

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.
Mar '20	\$1.99M	86.5%
Mar '19	\$1.07M	221.3%
Mar '18	\$333K	657.7%



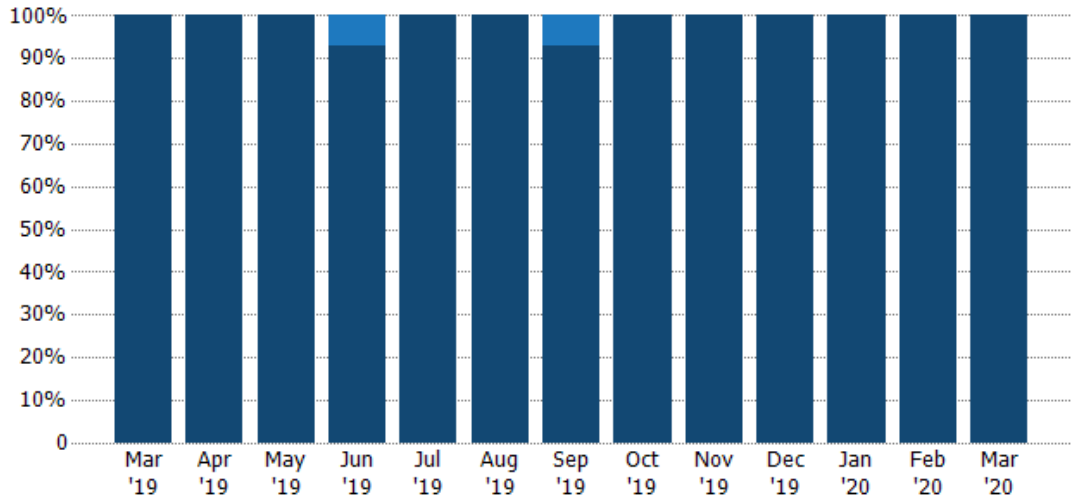
Current Year	\$1.07M	\$1.34M	\$4.48M	\$4.27M	\$3.38M	\$5.9M	\$3.69M	\$3.52M	\$2.74M	\$4.38M	\$721K	\$2.32M	\$1.99M
Prior Year	\$333K	\$4.7M	\$3.67M	\$2.11M	\$3.29M	\$7.07M	\$5.98M	\$3.66M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.07M
Percent Change from Prior Year	221%	-71%	22%	102%	3%	-16%	-38%	-4%	-39%	376%	-58%	-14%	86%

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

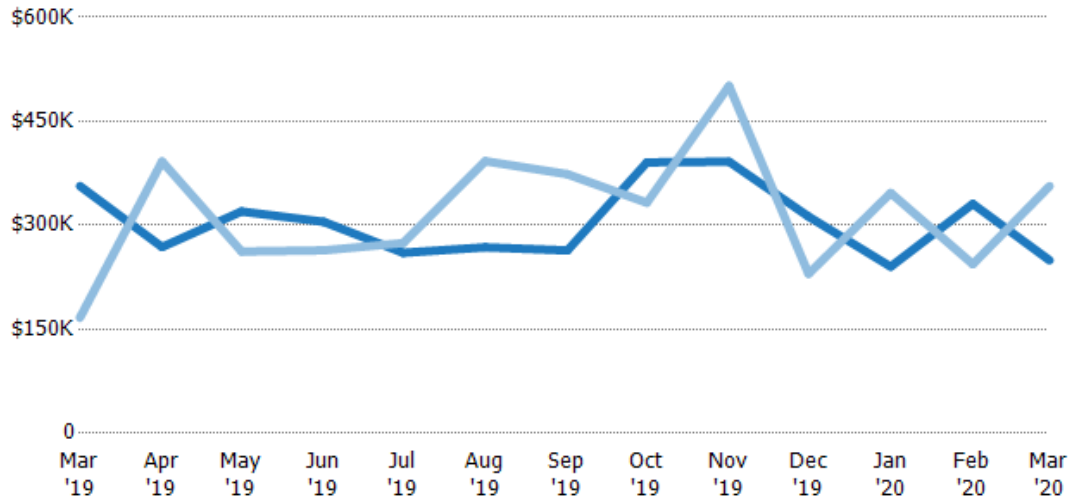
Average Sales Price

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.
Mar '20	\$249K	-30.1%
Mar '19	\$357K	114.2%
Mar '18	\$167K	68.4%



Current Year	\$357K	\$269K	\$320K	\$305K	\$260K	\$268K	\$264K	\$391K	\$392K	\$313K	\$240K	\$331K	\$249K
Prior Year	\$167K	\$392K	\$262K	\$264K	\$274K	\$393K	\$374K	\$333K	\$501K	\$230K	\$347K	\$244K	\$357K
Percent Change from Prior Year	114%	-31%	22%	16%	-5%	-32%	-29%	17%	-22%	36%	-31%	36%	-30%

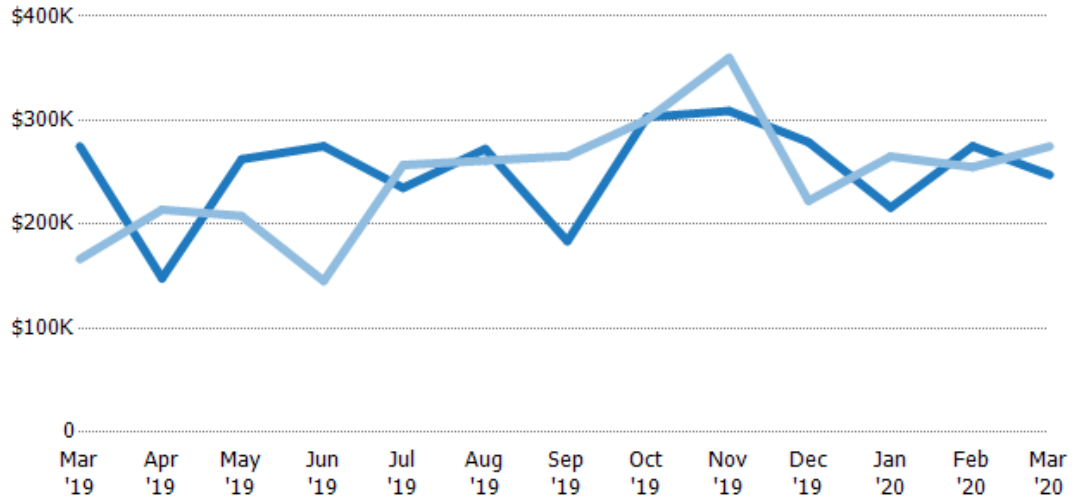
Median Sales Price

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.
Mar '20	\$248K	-10%
Mar '19	\$275K	65.1%
Mar '18	\$167K	50.2%



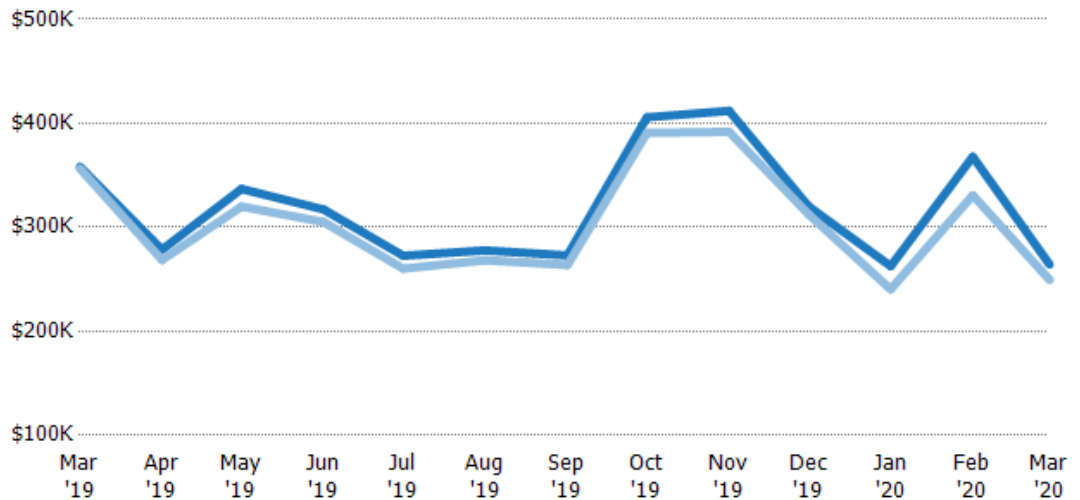
Current Year	\$275K	\$148K	\$262K	\$275K	\$235K	\$272K	\$184K	\$303K	\$309K	\$279K	\$216K	\$275K	\$248K
Prior Year	\$167K	\$214K	\$208K	\$145K	\$257K	\$261K	\$266K	\$301K	\$360K	\$223K	\$265K	\$255K	\$275K
Percent Change from Prior Year	65%	-31%	26%	89%	-9%	4%	-31%	1%	-14%	25%	-19%	8%	-10%

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



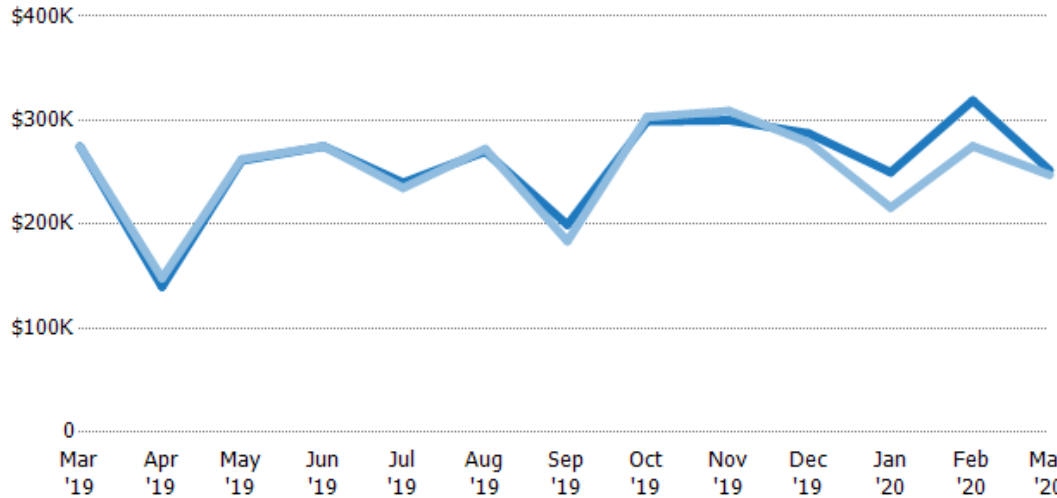
Avg List Price	\$358K	\$279K	\$337K	\$317K	\$273K	\$278K	\$273K	\$406K	\$412K	\$320K	\$263K	\$368K	\$264K
Avg Sales Price	\$357K	\$269K	\$320K	\$305K	\$260K	\$268K	\$264K	\$391K	\$392K	\$313K	\$240K	\$331K	\$249K
Avg Sales Price as a % of Avg List Price	100%	96%	95%	96%	95%	97%	97%	96%	95%	98%	92%	90%	94%

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



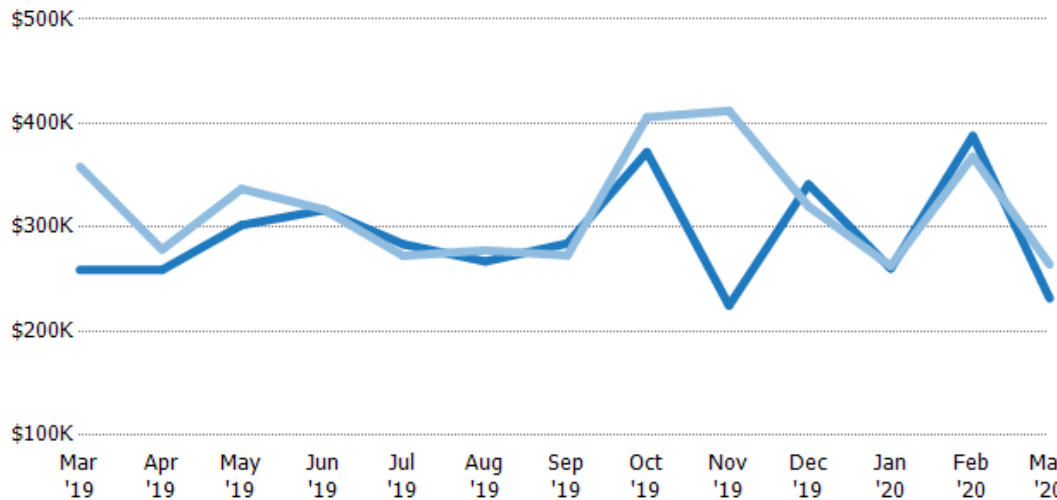
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$275K	\$140K	\$261K	\$275K	\$240K	\$270K	\$199K	\$299K	\$300K	\$287K	\$250K	\$319K	\$252K
Median Sales Price	\$275K	\$148K	\$262K	\$275K	\$235K	\$272K	\$184K	\$303K	\$309K	\$279K	\$216K	\$275K	\$248K
Med Sales Price as a % of Med List Price	100%	106%	100%	100%	98%	101%	92%	101%	103%	97%	86%	86%	98%

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



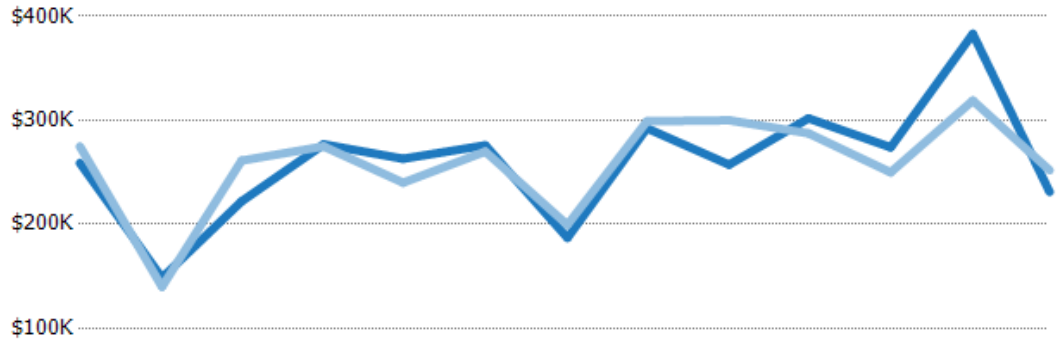
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$259K	\$259K	\$302K	\$317K	\$284K	\$267K	\$284K	\$372K	\$225K	\$341K	\$260K	\$388K	\$232K
Avg Sales Price	\$358K	\$279K	\$337K	\$317K	\$273K	\$278K	\$273K	\$406K	\$412K	\$320K	\$263K	\$368K	\$264K
Avg Sales Price as a % of Avg Est Value	138%	108%	112%	100%	96%	104%	96%	109%	183%	94%	101%	95%	114%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$259K	\$149K	\$222K	\$277K	\$263K	\$276K	\$187K	\$292K	\$257K	\$302K	\$274K	\$383K	\$231K
Median Sales Price	\$275K	\$140K	\$261K	\$275K	\$240K	\$270K	\$199K	\$299K	\$300K	\$287K	\$250K	\$319K	\$252K
Med Sales Price as a % of Med Est Value	106%	94%	118%	99%	91%	98%	107%	102%	117%	95%	91%	83%	109%