

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	21	-52.4%	48	52	-7.7%
New Listing Volume	\$4,791,200	\$10,713,900	-55.3%	\$19,697,580	\$22,094,844	-10.8%
Active Listing Count	74	128	-42.2%	N/A	N/A	
Active Listing Volume	\$36,152,780	\$53,145,144	-32%	N/A	N/A	
Average Listing Price	\$488,551	\$415,196	+17.7%	\$465,273	\$393,750	+18.2%
Median Listing Price	\$345,950	\$269,900	+28.2%	\$323,811	\$267,812	+20.9%
Median Days in RPR	114	231	-50.6%	167.8	211.21	-20.6%
Months of Inventory	10.6	42.7	-75.2%	11.9	18.2	-34.8%
Absorption Rate	9.46%	2.34%	+7.1%	8.42%	5.49%	+2.9%
Sales Activity Charts Metrics						
New Pending Sales Count	7	12	-41.7%	35	30	+16.7%
New Pending Sales Volume	\$1,947,100	\$4,364,900	-55.4%	\$8,958,099	\$9,272,349	-3.4%
Pending Sales Count	15	16	-6.3%	N/A	N/A	
Pending Sales Volume	\$3,899,300	\$5,802,949	-32.8%	N/A	N/A	
Closed Sales Count	3	5	-40%	20	24	-16.7%
Closed Sales Volume	\$576,806	\$1,343,000	-57.1%	\$5,385,606	\$6,829,300	-21.1%
Average Sales Price	\$192,269	\$268,600	-28.4%	\$269,280	\$284,554	-5.4%
Median Sales Price	\$208,000	\$148,000	+40.5%	\$255,050	\$237,321	+7.5%

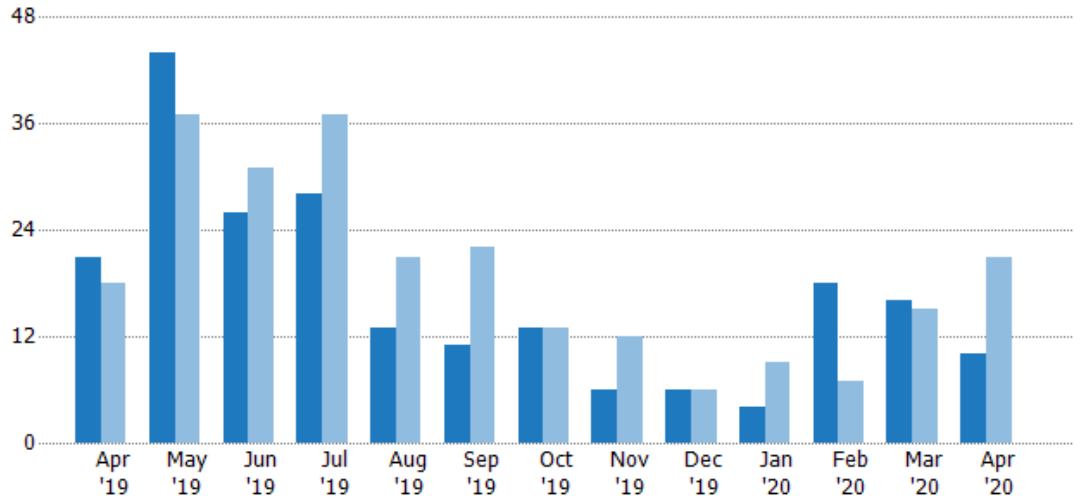
New Listings

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.
Apr '20	10	-52.4%
Apr '19	21	16.7%
Apr '18	18	66.7%



Current Year	21	44	26	28	13	11	13	6	6	4	18	16	10
Prior Year	18	37	31	37	21	22	13	12	6	9	7	15	21
Percent Change from Prior Year	17%	19%	-16%	-24%	-38%	-50%	0%	-50%	0%	-56%	157%	7%	-52%

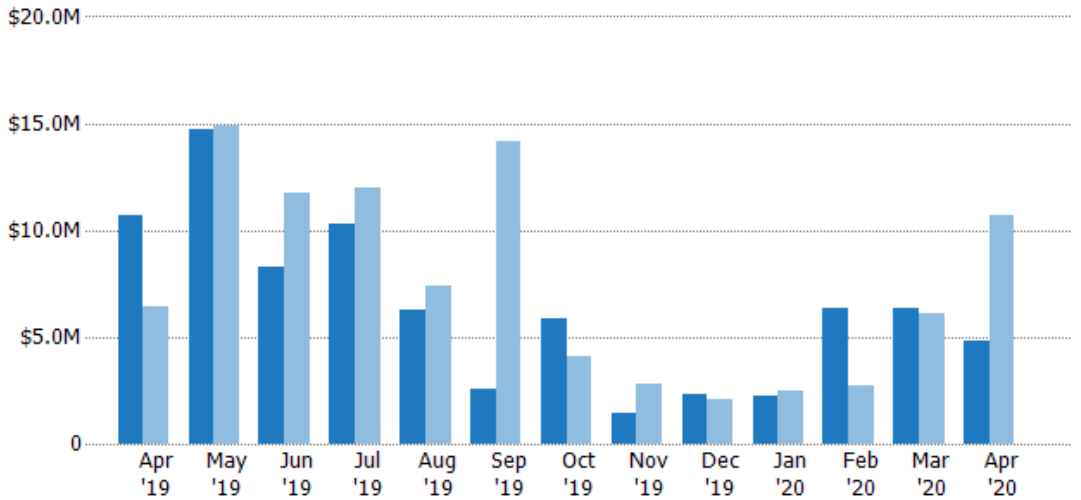
New Listing Volume

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.
Apr '20	\$4.79M	-55.3%
Apr '19	\$10.7M	66.8%
Apr '18	\$6.42M	87.3%



Current Year	\$10.7M	\$14.7M	\$8.24M	\$10.3M	\$6.27M	\$2.59M	\$5.87M	\$1.45M	\$2.32M	\$2.24M	\$6.35M	\$6.32M	\$4.79M
Prior Year	\$6.42M	\$14.9M	\$11.8M	\$12M	\$7.39M	\$14.2M	\$4.11M	\$2.84M	\$2.1M	\$2.51M	\$2.74M	\$6.13M	\$10.7M
Percent Change from Prior Year	67%	-1%	-30%	-14%	-15%	-82%	43%	-49%	11%	-11%	132%	3%	-55%

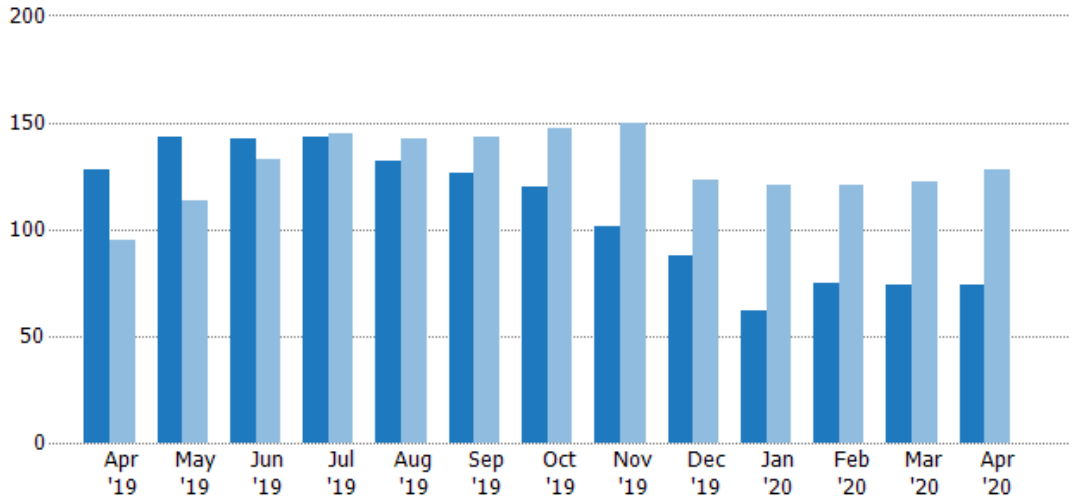
Active Listings

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.
Apr '20	74	-42.2%
Apr '19	128	34.7%
Apr '18	95	43.2%



Current Year	128	143	142	143	132	126	120	101	88	62	75	74	74
Prior Year	95	113	133	145	142	143	147	150	123	121	121	122	128
Percent Change from Prior Year	35%	27%	7%	-1%	-7%	-12%	-18%	-33%	-28%	-49%	-38%	-39%	-42%

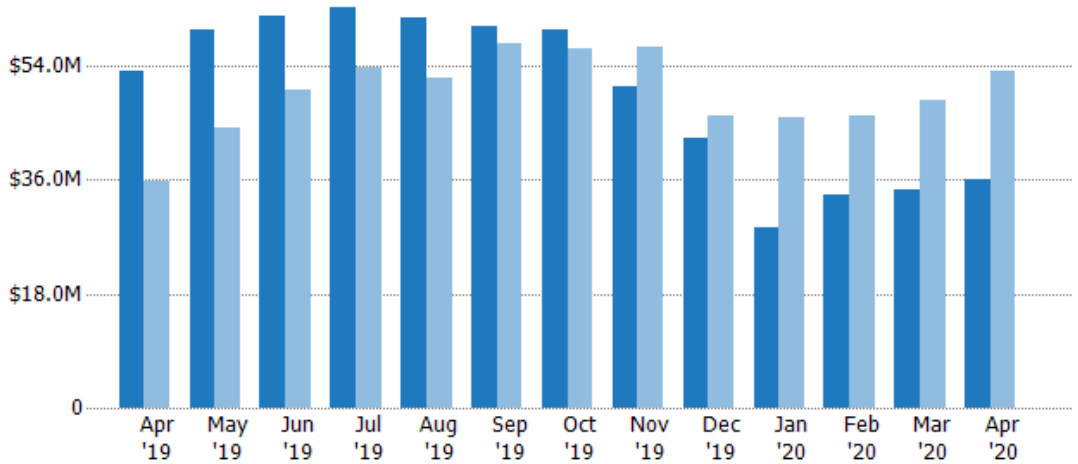
Active Listing Volume

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.
Apr '20	\$36.2M	-32%
Apr '19	\$53.1M	49%
Apr '18	\$35.7M	43.3%



Current Year	\$53.1M	\$59.7M	\$61.7M	\$63.3M	\$61.5M	\$60.3M	\$59.6M	\$50.8M	\$42.7M	\$28.5M	\$33.6M	\$34.4M	\$36.2M
Prior Year	\$35.7M	\$44.2M	\$50.1M	\$53.8M	\$52M	\$57.5M	\$56.7M	\$57M	\$46.2M	\$45.8M	\$46.2M	\$48.6M	\$53.1M
Percent Change from Prior Year	49%	35%	23%	18%	18%	5%	5%	-11%	-8%	-38%	-27%	-29%	-32%

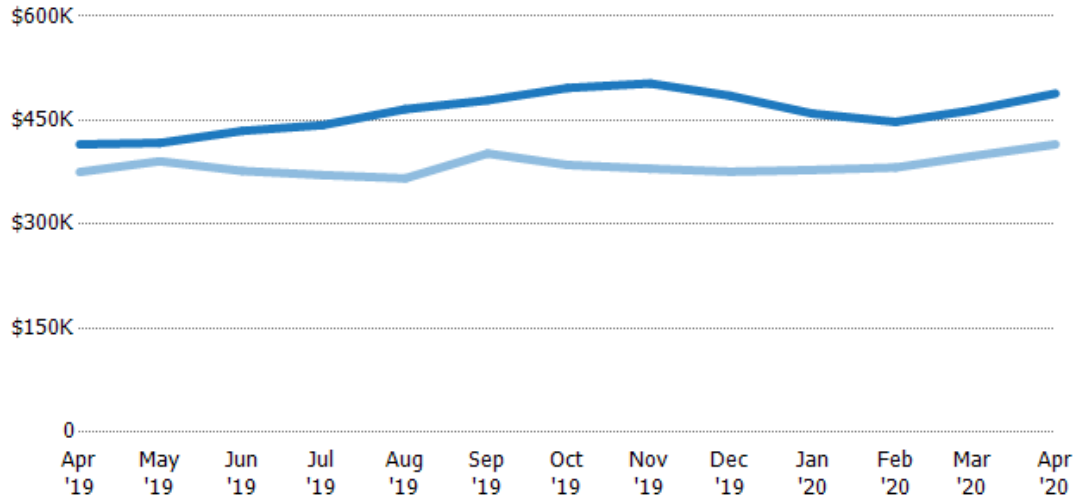
Average Listing Price

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.
Apr '20	\$489K	17.7%
Apr '19	\$415K	10.6%
Apr '18	\$375K	0.1%



Current Year	\$415K	\$417K	\$435K	\$443K	\$466K	\$479K	\$497K	\$503K	\$485K	\$460K	\$448K	\$465K	\$489K
Prior Year	\$375K	\$391K	\$377K	\$371K	\$366K	\$402K	\$386K	\$380K	\$376K	\$378K	\$382K	\$398K	\$415K
Percent Change from Prior Year	11%	7%	15%	19%	27%	19%	29%	32%	29%	21%	17%	17%	18%

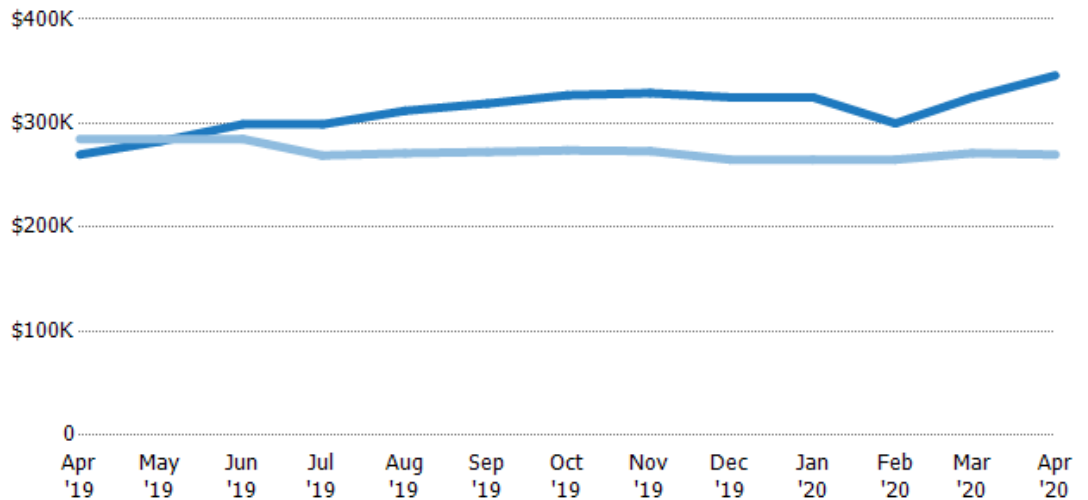
Median Listing Price

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.
Apr '20	\$346K	28.2%
Apr '19	\$270K	-5.3%
Apr '18	\$285K	-7.9%



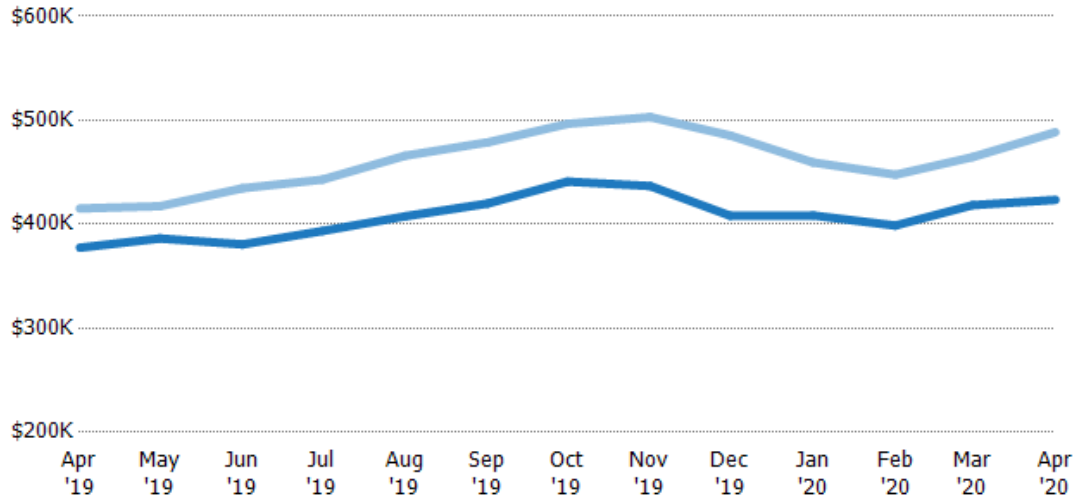
Current Year	\$270K	\$283K	\$299K	\$299K	\$312K	\$319K	\$327K	\$329K	\$325K	\$325K	\$300K	\$325K	\$346K
Prior Year	\$285K	\$285K	\$285K	\$269K	\$271K	\$273K	\$274K	\$273K	\$265K	\$265K	\$265K	\$271K	\$270K
Percent Change from Prior Year	-5%	-1%	5%	11%	15%	17%	19%	20%	23%	23%	13%	20%	28%

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

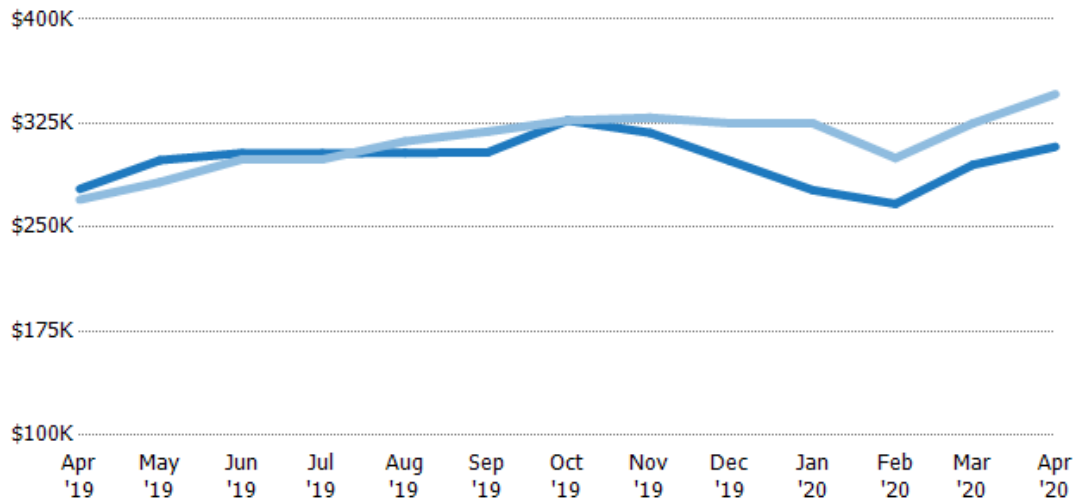


Median Listing Price vs Median Est Value

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



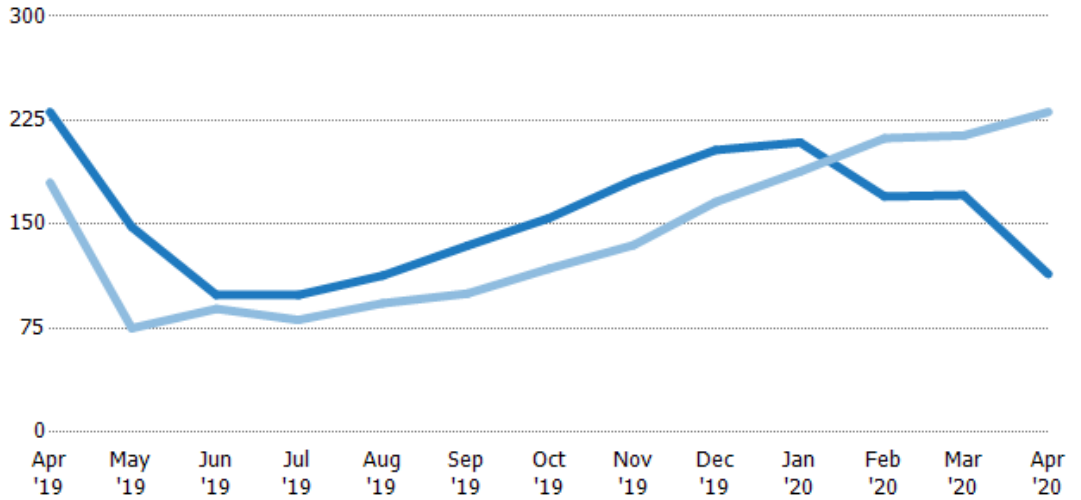
Median Days in RPR

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.
Apr '20	114	-50.6%
Apr '19	231	28.3%
Apr '18	180	-43.9%



Current Year	231	148	99	99	113	135	155	182	204	209	170	171	114
Prior Year	180	75	89	81	93	100	118	135	166	188	212	214	231
Percent Change from Prior Year	28%	97%	11%	22%	22%	35%	31%	35%	23%	11%	-20%	-20%	-51%

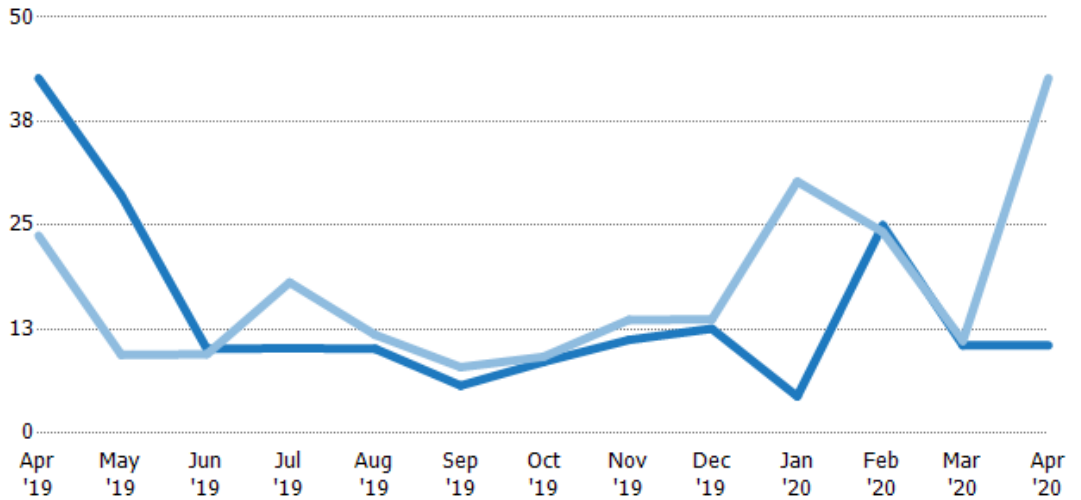
Months of Inventory

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.
Apr '20	10.6	-75.2%
Apr '19	42.7	79.6%
Apr '18	23.8	-28.4%



Current Year	42.7	28.6	10.1	10.2	10.2	5.73	8.57	11.2	12.6	4.43	25	10.6	10.6
Prior Year	23.8	9.42	9.5	18.1	11.8	7.94	9.19	13.6	13.7	30.3	24.2	11.1	42.7
Percent Change from Prior Year	80%	204%	7%	-44%	-14%	-28%	-7%	-18%	-8%	-85%	3%	-5%	-75%

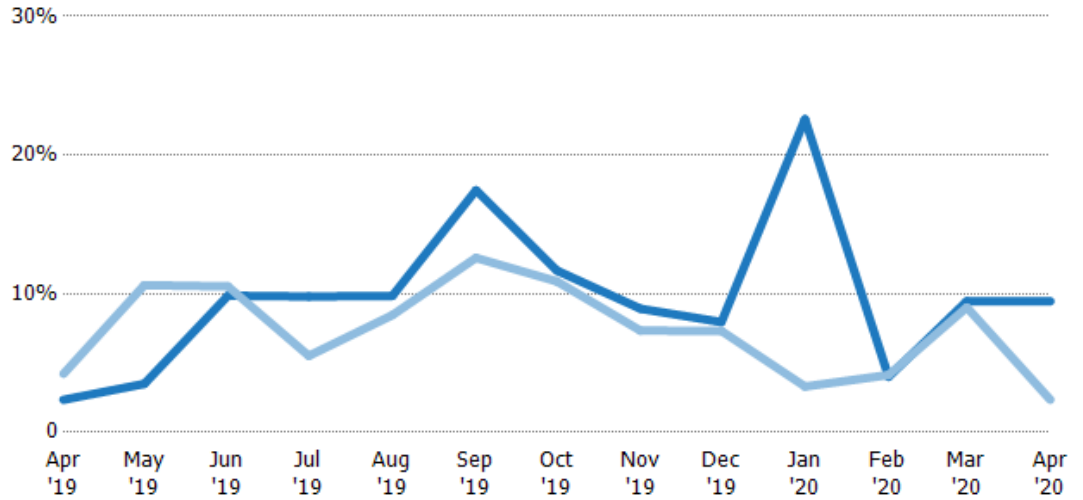
Absorption Rate

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.
Apr '20	9%	-7.1%
Apr '19	2%	1.9%
Apr '18	4%	39.7%



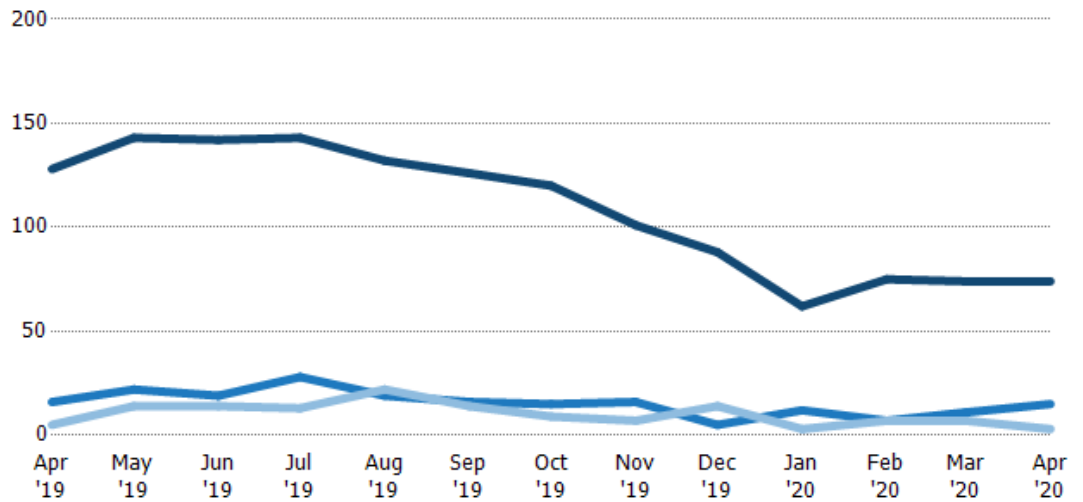
Current Year	2%	3%	10%	10%	10%	17%	12%	9%	8%	23%	4%	9%	9%
Prior Year	4%	11%	11%	6%	8%	13%	11%	7%	7%	3%	4%	9%	2%
Change from Prior Year	2%	7%	1%	-4%	-1%	-5%	-1%	-2%	-1%	-19%	0%	0%	-7%

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	128	143	142	143	132	126	120	101	88	62	75	74	74
Pending	16	22	19	28	19	16	15	16	5	12	7	11	15
Sold	5	14	14	13	22	14	9	7	14	3	7	7	3

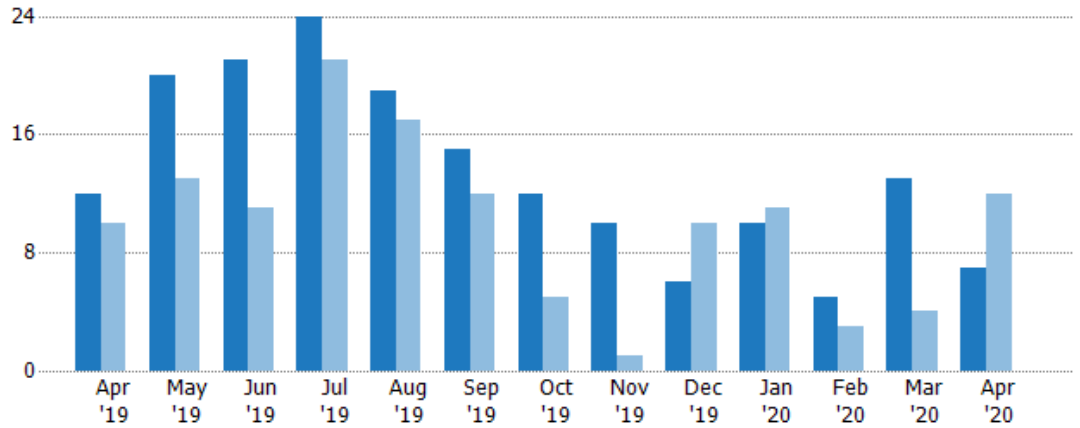
New Pending Sales

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.
Apr '20	7	-41.7%
Apr '19	12	20%
Apr '18	10	40%



Current Year	12	20	21	24	19	15	12	10	6	10	5	13	7
Prior Year	10	13	11	21	17	12	5	1	10	11	3	4	12
Percent Change from Prior Year	20%	54%	91%	14%	12%	25%	140%	900%	-40%	-9%	67%	225%	-42%

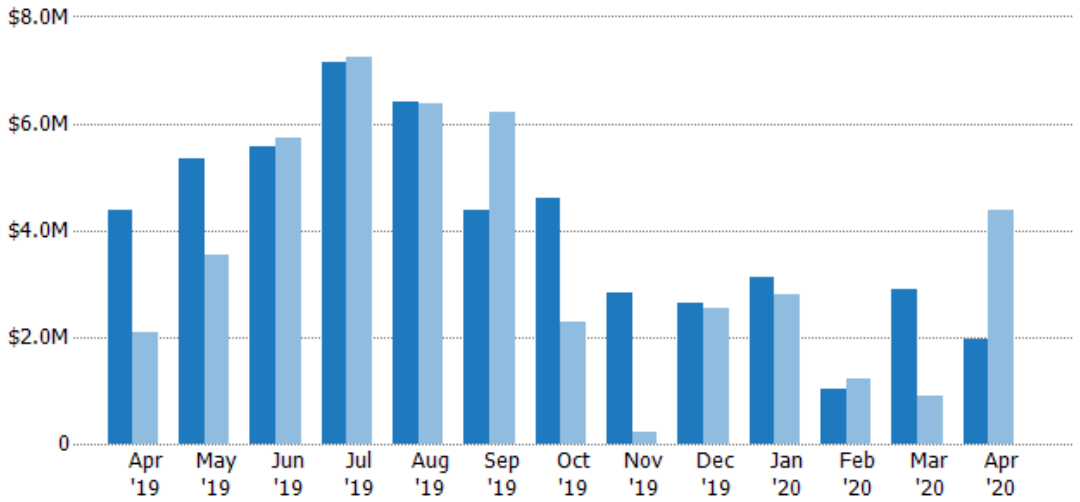
New Pending Sales Volume

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.
Apr '20	\$1.95M	-55.4%
Apr '19	\$4.36M	108.2%
Apr '18	\$2.1M	53.3%



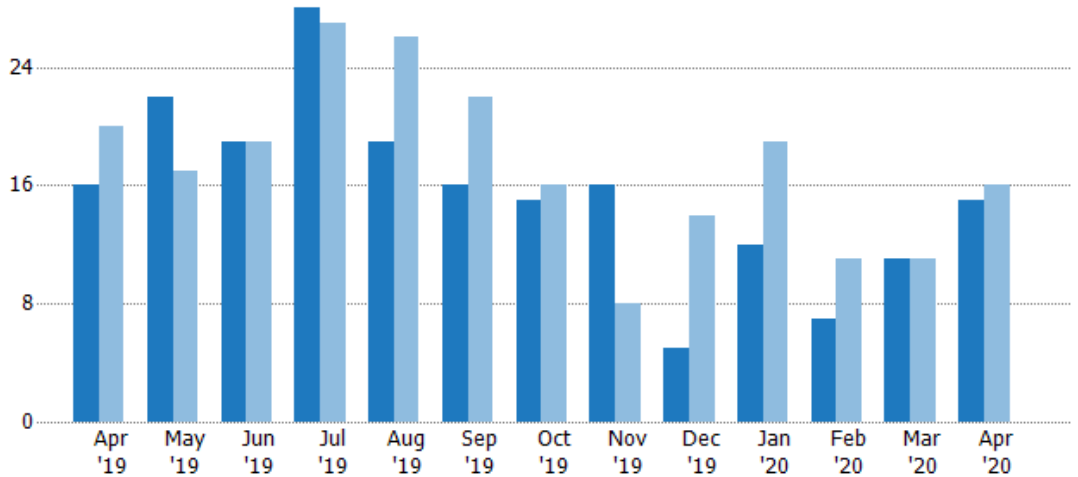
Current Year	\$4.36M	\$5.35M	\$5.57M	\$7.16M	\$6.41M	\$4.38M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$1.01M	\$2.9M	\$1.95M
Prior Year	\$2.1M	\$3.54M	\$5.72M	\$7.24M	\$6.37M	\$6.2M	\$2.29M	\$230K	\$2.55M	\$2.8M	\$1.21M	\$895K	\$4.36M
Percent Change from Prior Year	108%	51%	-3%	-1%	1%	-29%	101%	1,130%	3%	11%	-16%	224%	-55%

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



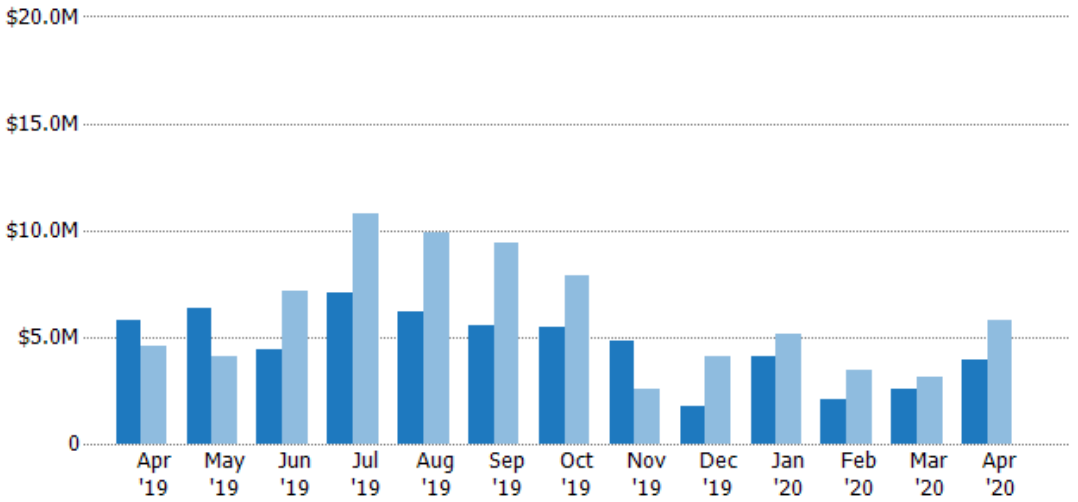
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	16	22	19	28	19	16	15	16	5	12	7	11	15
Prior Year	20	17	19	27	26	22	16	8	14	19	11	11	16
Percent Change from Prior Year	-20%	29%	0%	4%	-27%	-27%	-6%	100%	-64%	-37%	-36%	0%	-6%

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



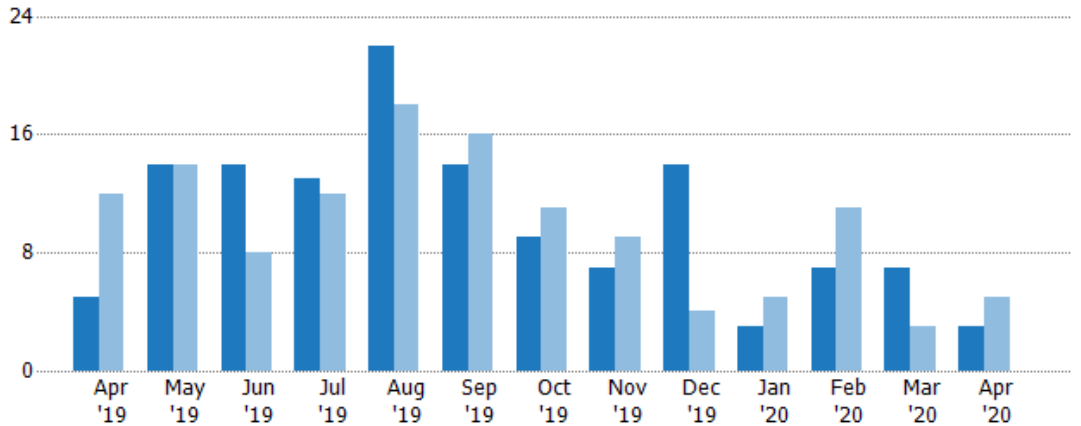
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$5.8M	\$6.35M	\$4.4M	\$7.03M	\$6.19M	\$5.56M	\$5.45M	\$4.82M	\$1.79M	\$4.11M	\$2.07M	\$2.55M	\$3.9M
Prior Year	\$4.57M	\$4.06M	\$7.14M	\$10.8M	\$9.88M	\$9.43M	\$7.85M	\$2.58M	\$4.12M	\$5.1M	\$3.47M	\$3.13M	\$5.8M
Percent Change from Prior Year	27%	56%	-38%	-35%	-37%	-41%	-31%	87%	-56%	-19%	-40%	-18%	-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



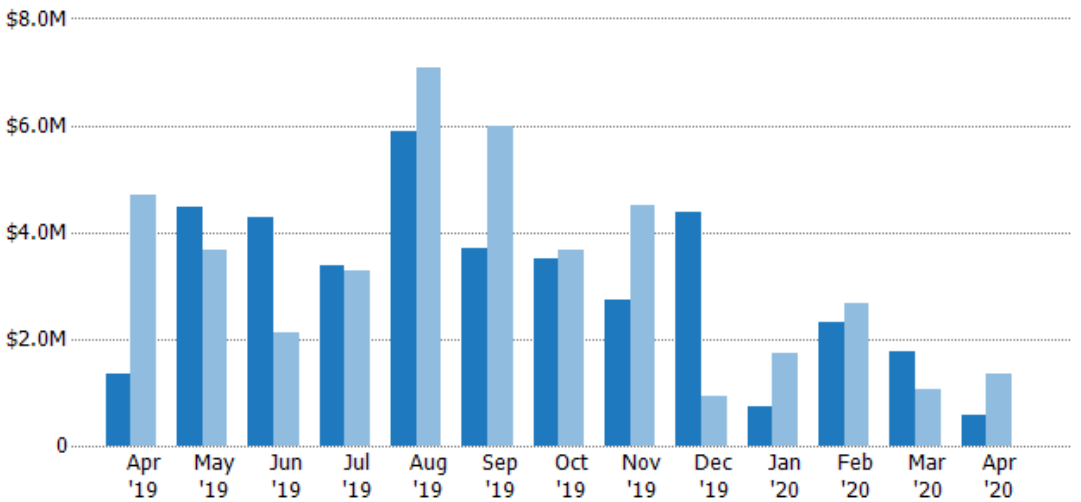
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	5	14	14	13	22	14	9	7	14	3	7	7	3
Prior Year	12	14	8	12	18	16	11	9	4	5	11	3	5
Percent Change from Prior Year	-58%	0%	75%	8%	22%	-13%	-18%	-22%	250%	-40%	-36%	133%	-40%

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



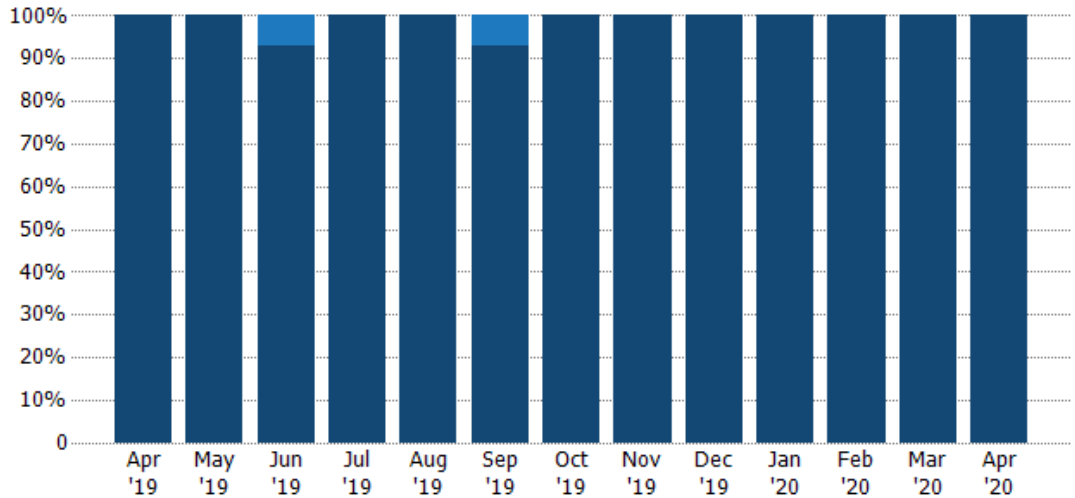
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$1.34M	\$4.48M	\$4.27M	\$3.38M	\$5.9M	\$3.69M	\$3.52M	\$2.74M	\$4.38M	\$721K	\$2.32M	\$1.77M	\$577K
Prior Year	\$4.7M	\$3.67M	\$2.11M	\$3.29M	\$7.07M	\$5.98M	\$3.66M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.07M	\$1.34M
Percent Change from Prior Year	-71%	22%	102%	3%	-16%	-38%	-4%	-30%	376%	-58%	-14%	66%	-57%

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



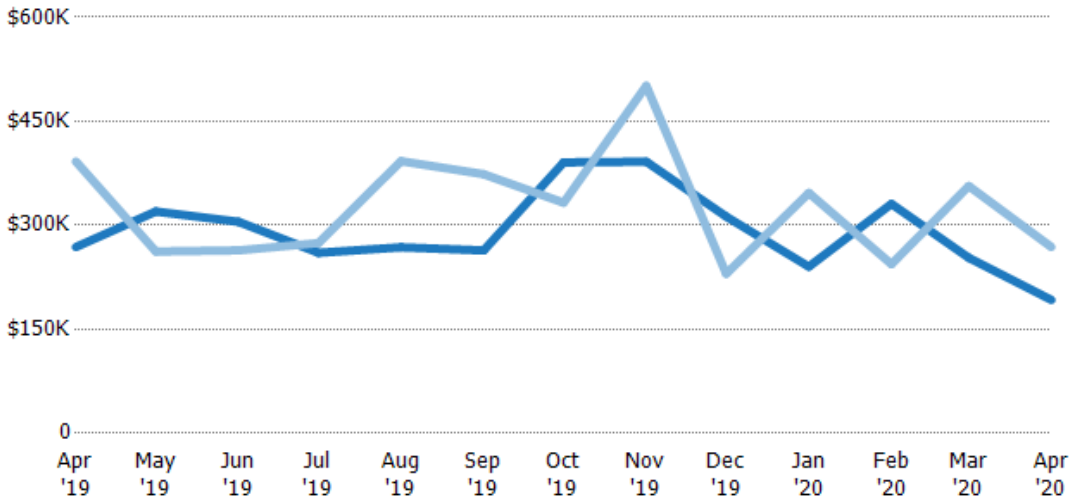
Condo/Townhouse	-	-	7%	-	-	7%	-	-	-	-	-	-	-
Single Family Residence	100%	100%	93%	100%	100%	93%	100%	100%	100%	100%	100%	100%	100%

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



Current Year	\$269K	\$320K	\$305K	\$260K	\$268K	\$264K	\$391K	\$392K	\$313K	\$240K	\$331K	\$253K	\$192K
Prior Year	\$392K	\$262K	\$264K	\$274K	\$393K	\$374K	\$333K	\$501K	\$230K	\$347K	\$244K	\$357K	\$269K
Percent Change from Prior Year	-31%	22%	16%	-5%	-32%	-29%	17%	-22%	36%	-31%	36%	-29%	-28%

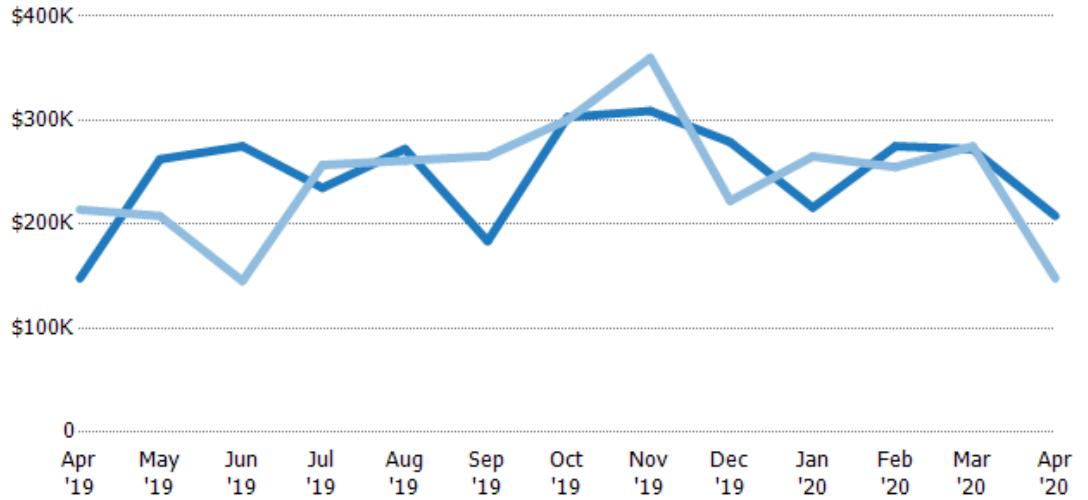
Median Sales Price

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.
Apr '20	\$208K	40.5%
Apr '19	\$148K	-30.8%
Apr '18	\$214K	-11.5%



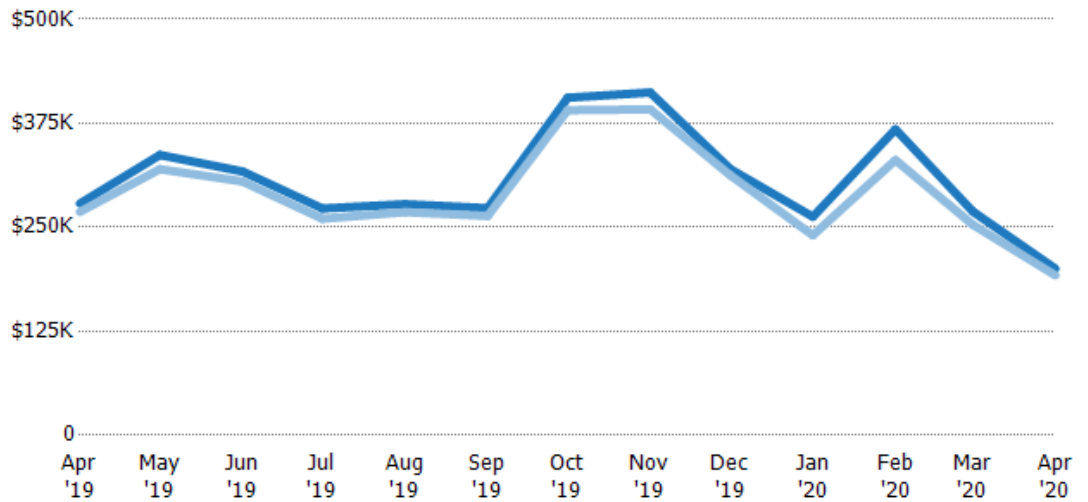
Current Year	\$148K	\$262K	\$275K	\$235K	\$272K	\$184K	\$303K	\$309K	\$279K	\$216K	\$275K	\$272K	\$208K
Prior Year	\$214K	\$208K	\$145K	\$257K	\$261K	\$266K	\$301K	\$360K	\$223K	\$265K	\$255K	\$275K	\$148K
Percent Change from Prior Year	-31%	26%	89%	-9%	4%	-31%	1%	-14%	25%	-19%	8%	-1%	41%

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



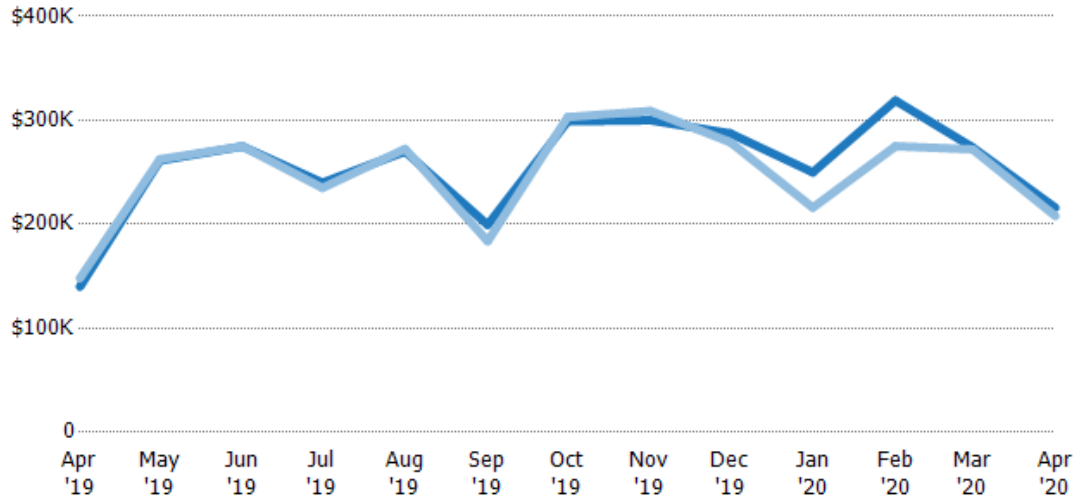
Avg List Price	\$279K	\$337K	\$317K	\$273K	\$278K	\$273K	\$406K	\$412K	\$320K	\$263K	\$368K	\$269K	\$200K
Avg Sales Price	\$269K	\$320K	\$305K	\$260K	\$268K	\$264K	\$391K	\$392K	\$313K	\$240K	\$331K	\$253K	\$192K
Avg Sales Price as a % of Avg List Price	96%	95%	96%	95%	97%	97%	96%	95%	98%	92%	90%	94%	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



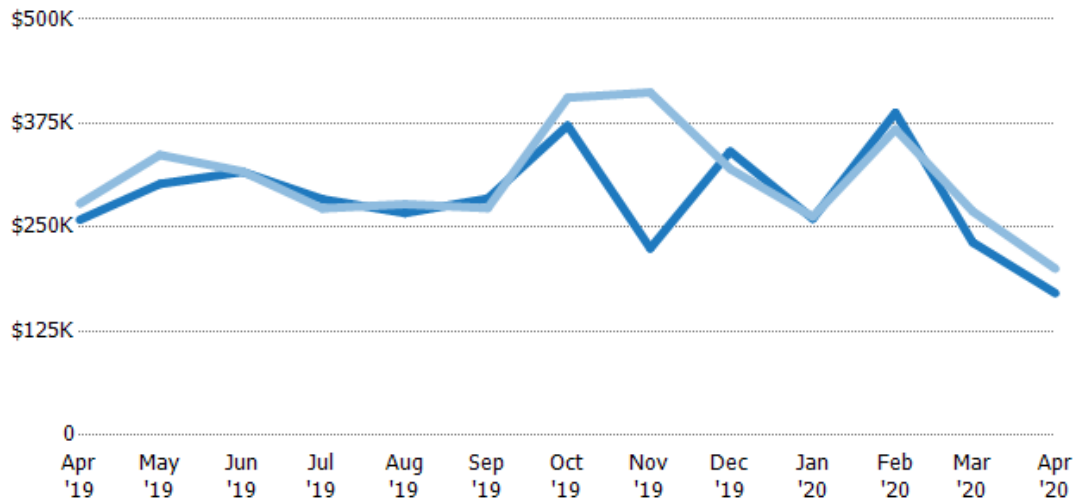
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$140K	\$261K	\$275K	\$240K	\$270K	\$199K	\$299K	\$300K	\$287K	\$250K	\$319K	\$274K	\$216K
Median Sales Price	\$148K	\$262K	\$275K	\$235K	\$272K	\$184K	\$303K	\$309K	\$279K	\$216K	\$275K	\$272K	\$208K
Med Sales Price as a % of Med List Price	106%	100%	100%	98%	101%	92%	101%	103%	97%	86%	86%	99%	96%

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



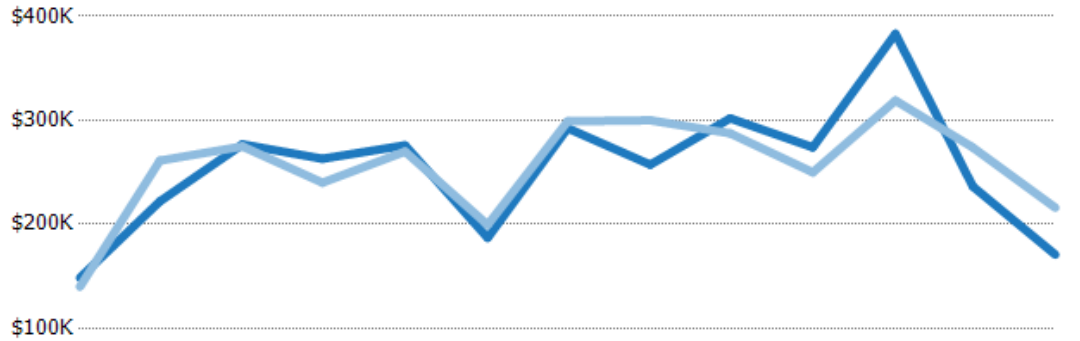
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$259K	\$302K	\$317K	\$284K	\$267K	\$284K	\$372K	\$225K	\$341K	\$260K	\$388K	\$232K	\$171K
Avg Sales Price	\$279K	\$337K	\$317K	\$273K	\$278K	\$273K	\$406K	\$412K	\$320K	\$263K	\$368K	\$269K	\$200K
Avg Sales Price as a % of Avg Est Value	108%	112%	100%	96%	104%	96%	109%	183%	94%	101%	95%	116%	117%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$149K	\$222K	\$277K	\$263K	\$276K	\$187K	\$292K	\$257K	\$302K	\$274K	\$383K	\$236K	\$171K
Median Sales Price	\$140K	\$261K	\$275K	\$240K	\$270K	\$199K	\$299K	\$300K	\$287K	\$250K	\$319K	\$274K	\$216K
Med Sales Price as a % of Med Est Value	94%	118%	99%	91%	98%	107%	102%	117%	95%	91%	83%	116%	126%