

## 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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	22	43	-48.8%	70	95	-26.3%
New Listing Volume	\$14,531,700	\$14,495,522	+0.2%	\$34,134,162	\$36,586,266	-6.7%
Active Listing Count	86	142	-39.4%	N/A	N/A	
Active Listing Volume	\$46,914,762	\$59,622,767	-21.3%	N/A	N/A	
Average Listing Price	\$545,520	\$419,879	+29.9%	\$471,205	\$399,775	+17.9%
Median Listing Price	\$377,450	\$283,750	+33%	\$323,162	\$271,382	+19.1%
Median Days in RPR	103.5	158	-34.5%	162.02	193.34	-16.2%
Months of Inventory	28.7	28.4	+0.9%	10.2	15.9	-35.7%
Absorption Rate	3.49%	3.52%	0%	9.82%	6.31%	+3.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	15	19	-21.1%	48	49	-2%
New Pending Sales Volume	\$4,590,653	\$5,142,199	-10.7%	\$12,965,852	\$14,414,548	-10.1%
Pending Sales Count	18	21	-14.3%	N/A	N/A	
Pending Sales Volume	\$5,737,300	\$6,138,698	-6.5%	N/A	N/A	
Closed Sales Count	6	14	-57.1%	27	38	-28.9%
Closed Sales Volume	\$1,243,000	\$4,478,200	-72.2%	\$6,851,606	\$11,307,500	-39.4%
Average Sales Price	\$207,167	\$319,871	-35.2%	\$253,763	\$297,566	-14.7%
Median Sales Price	\$198,500	\$262,450	-24.4%	\$235,852	\$246,579	-4.4%

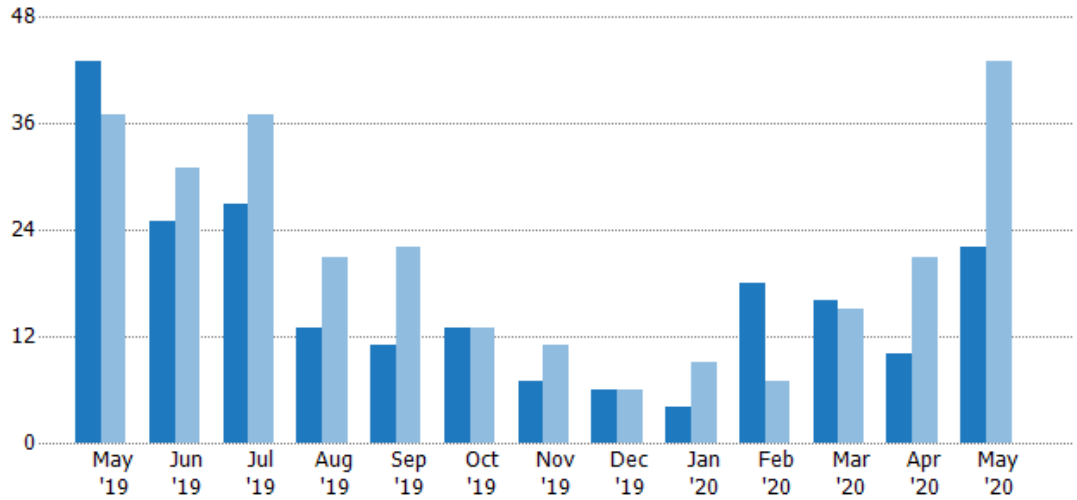
## New Listings

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.
May '20	22	-48.8%
May '19	43	16.2%
May '18	37	13.5%



Current Year	43	25	27	13	11	13	7	6	4	18	16	10	22
Prior Year	37	31	37	21	22	13	11	6	9	7	15	21	43
Percent Change from Prior Year	16%	-19%	-27%	-38%	-50%	0%	-36%	0%	-56%	157%	7%	-52%	-49%

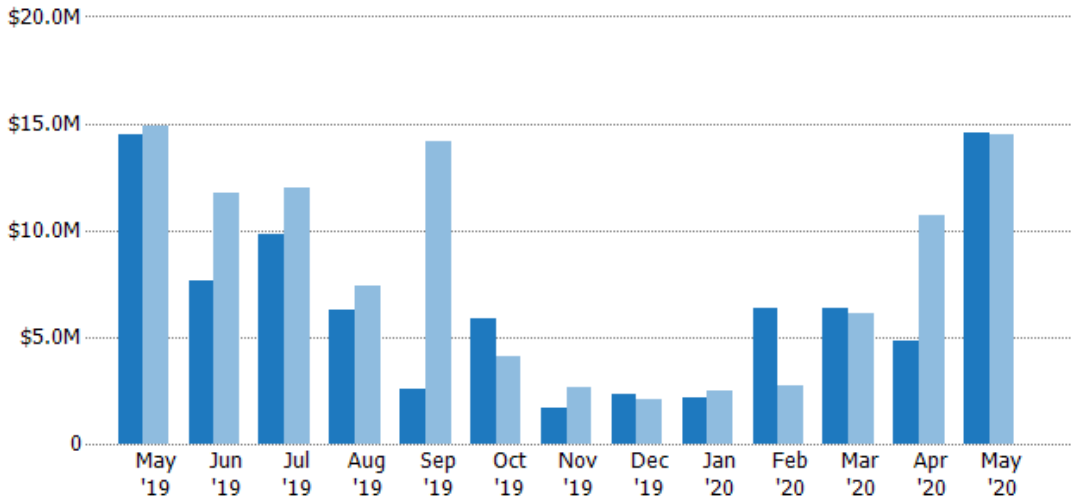
## New Listing Volume

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.
May '20	\$14.5M	0.2%
May '19	\$14.5M	-2.7%
May '18	\$14.9M	-0.3%



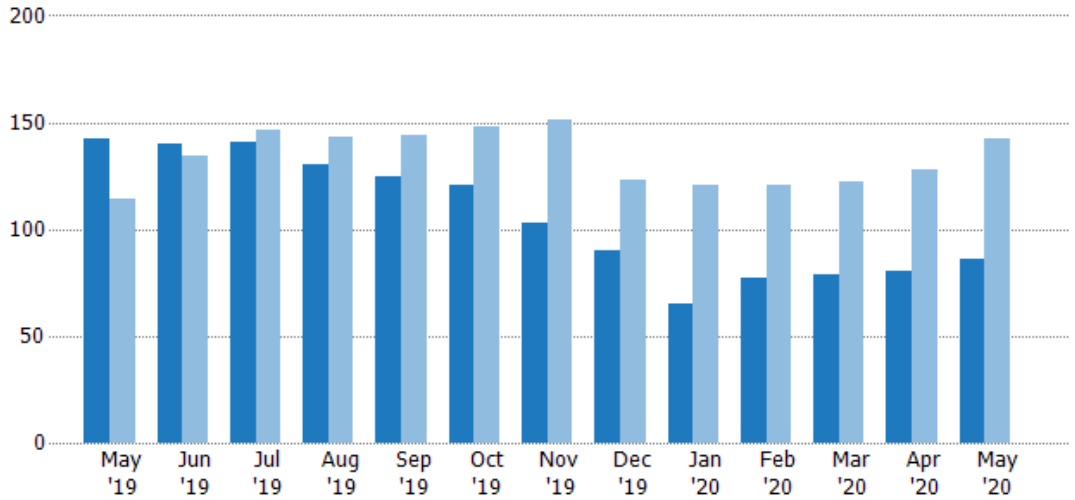
Current Year	\$14.5M	\$7.64M	\$9.82M	\$6.27M	\$2.59M	\$5.87M	\$1.68M	\$2.29M	\$2.15M	\$6.35M	\$6.31M	\$4.79M	\$14.5M
Prior Year	\$14.9M	\$11.8M	\$12M	\$7.39M	\$14.2M	\$4.11M	\$2.63M	\$2.1M	\$2.51M	\$2.74M	\$6.12M	\$10.7M	\$14.5M
Percent Change from Prior Year	-3%	-35%	-18%	-15%	-82%	43%	-36%	9%	-15%	132%	3%	-55%	0%

## 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



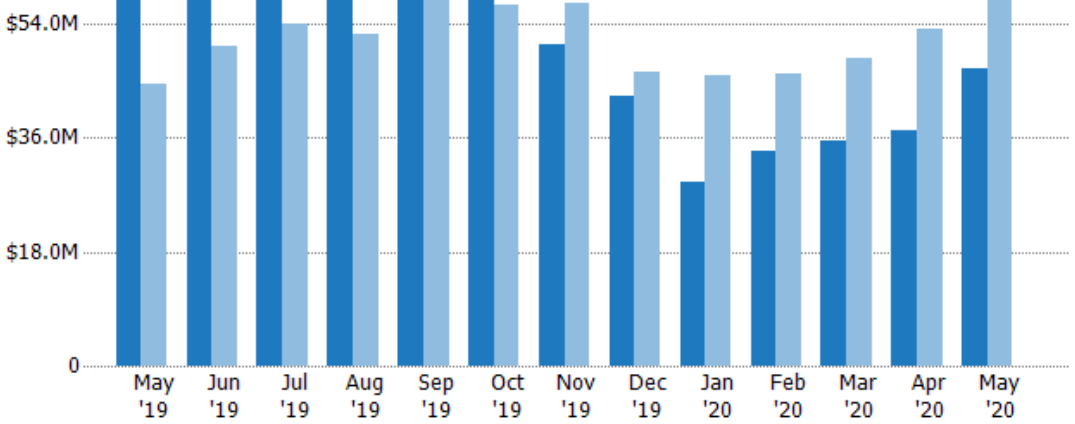
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	142	140	141	130	125	121	103	90	65	77	79	80	86
Prior Year	114	134	146	143	144	148	151	123	121	121	122	128	142
Percent Change from Prior Year	25%	4%	-3%	-9%	-13%	-18%	-32%	-27%	-46%	-36%	-35%	-38%	-39%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$59.6M	\$61.1M	\$62.7M	\$60.8M	\$59.7M	\$59.4M	\$50.8M	\$42.7M	\$29M	\$33.8M	\$35.4M	\$37.2M	\$46.9M
Prior Year	\$44.5M	\$50.4M	\$54.1M	\$52.3M	\$57.8M	\$57M	\$57.3M	\$46.2M	\$45.8M	\$46.2M	\$48.6M	\$53.2M	\$59.6M
Percent Change from Prior Year	34%	21%	16%	16%	3%	4%	-11%	-8%	-37%	-27%	-27%	-30%	-21%

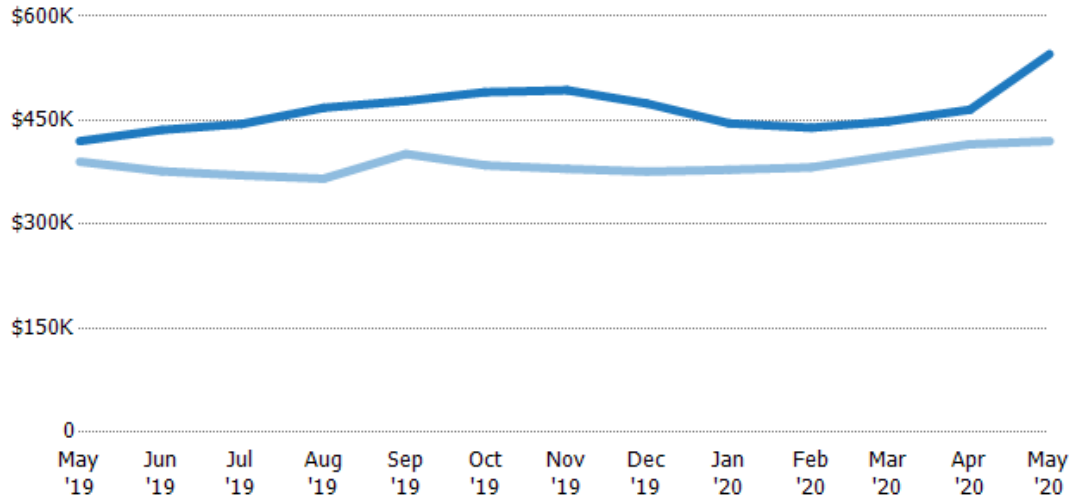
## Average Listing Price

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.
May '20	\$546K	29.9%
May '19	\$420K	7.6%
May '18	\$390K	-3.7%



Current Year	\$420K	\$436K	\$445K	\$468K	\$478K	\$491K	\$493K	\$474K	\$446K	\$439K	\$448K	\$465K	\$546K
Prior Year	\$390K	\$376K	\$371K	\$366K	\$401K	\$385K	\$380K	\$376K	\$379K	\$382K	\$399K	\$415K	\$420K
Percent Change from Prior Year	8%	16%	20%	28%	19%	27%	30%	26%	18%	15%	12%	12%	30%

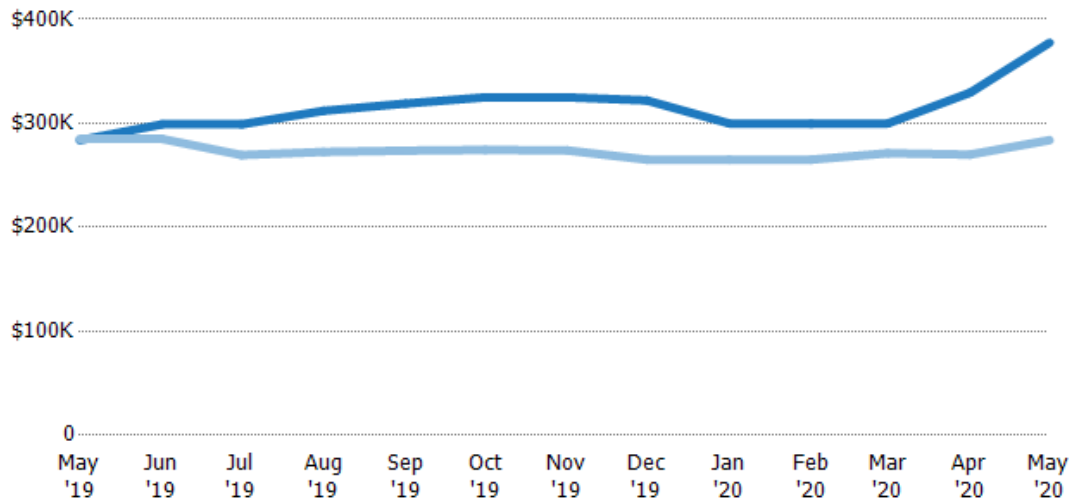
## Median Listing Price

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.
May '20	\$377K	33%
May '19	\$284K	-0.4%
May '18	\$285K	-6.2%



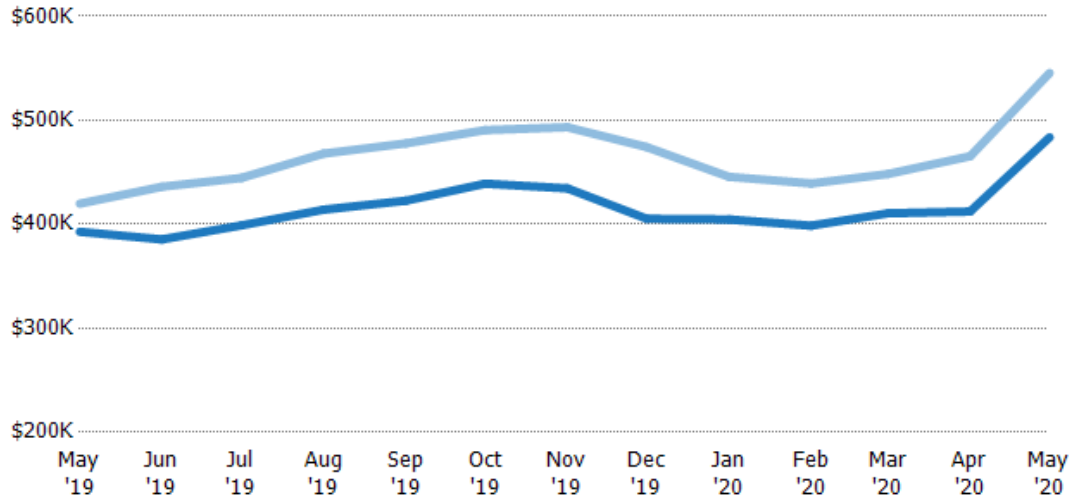
Current Year	\$284K	\$299K	\$299K	\$312K	\$319K	\$325K	\$325K	\$322K	\$300K	\$300K	\$300K	\$329K	\$377K
Prior Year	\$285K	\$285K	\$269K	\$273K	\$274K	\$274K	\$274K	\$265K	\$265K	\$265K	\$271K	\$270K	\$284K
Percent Change from Prior Year	0%	5%	11%	14%	17%	18%	19%	21%	13%	13%	11%	22%	33%

## 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



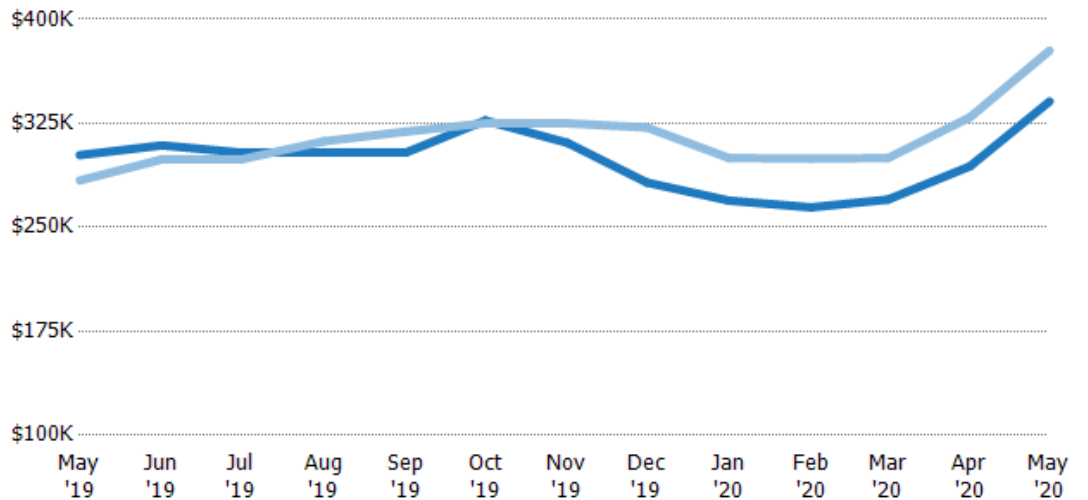
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$393K	\$385K	\$399K	\$414K	\$423K	\$439K	\$435K	\$405K	\$405K	\$399K	\$411K	\$412K	\$484K
Avg Listing Price	\$420K	\$436K	\$445K	\$468K	\$478K	\$491K	\$493K	\$474K	\$446K	\$439K	\$448K	\$465K	\$546K
Avg Listing Price as a % of Avg Est Value	107%	113%	111%	113%	113%	112%	114%	117%	110%	110%	109%	113%	113%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$302K	\$309K	\$304K	\$304K	\$304K	\$327K	\$311K	\$282K	\$269K	\$264K	\$270K	\$294K	\$341K
Median Listing Price	\$284K	\$299K	\$299K	\$312K	\$319K	\$325K	\$325K	\$322K	\$300K	\$300K	\$300K	\$329K	\$377K
Med Listing Price as a % of Med Est Value	94%	97%	98%	103%	105%	99%	105%	114%	111%	113%	111%	112%	111%

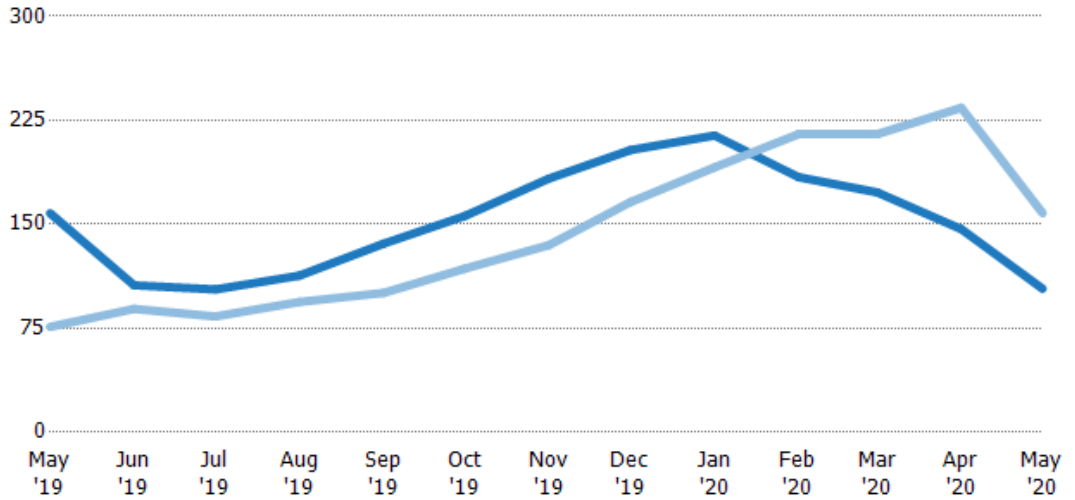
## Median Days in RPR

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.
May '20	104	-34.5%
May '19	158	107.9%
May '18	76	13.2%



Current Year	158	106	103	113	136	156	183	204	214	184	173	147	104
Prior Year	76	89	83.5	94	101	118	135	166	191	215	215	234	158
Percent Change from Prior Year	108%	19%	23%	20%	35%	32%	36%	23%	12%	-14%	-20%	-37%	-34%

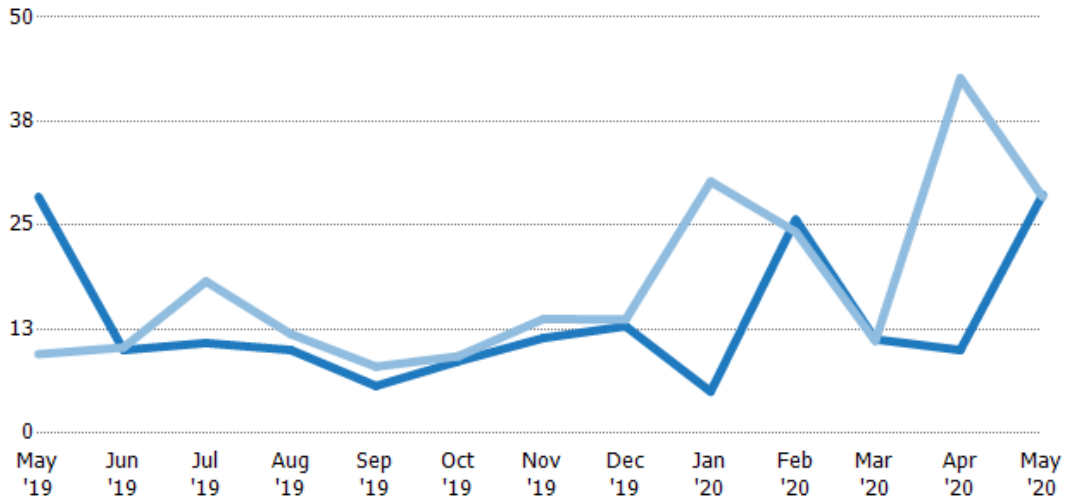
## Months of Inventory

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.
May '20	28.7	0.9%
May '19	28.4	198.9%
May '18	9.5	315.8%



Current Year	28.4	10	10.8	10	5.68	8.64	11.4	12.9	5	25.7	11.3	10	28.7
Prior Year	9.5	10.3	18.3	11.9	8	9.25	13.7	13.7	30.3	24.2	11.1	42.7	28.4
Percent Change from Prior Year	199%	-3%	-41%	-16%	-29%	-7%	-17%	-6%	-83%	6%	2%	-77%	1%

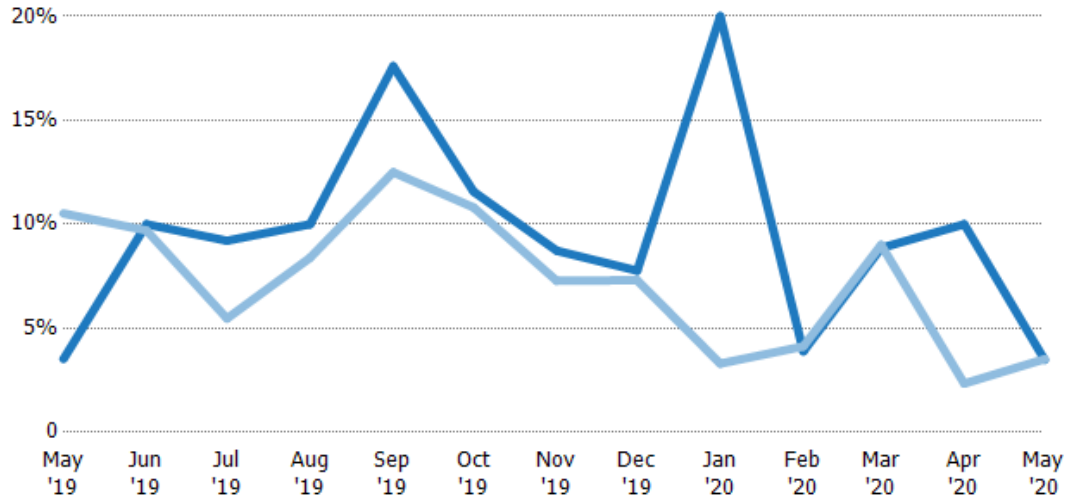
## Absorption Rate

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.
May '20	3%	0%
May '19	4%	7%
May '18	11%	-76%



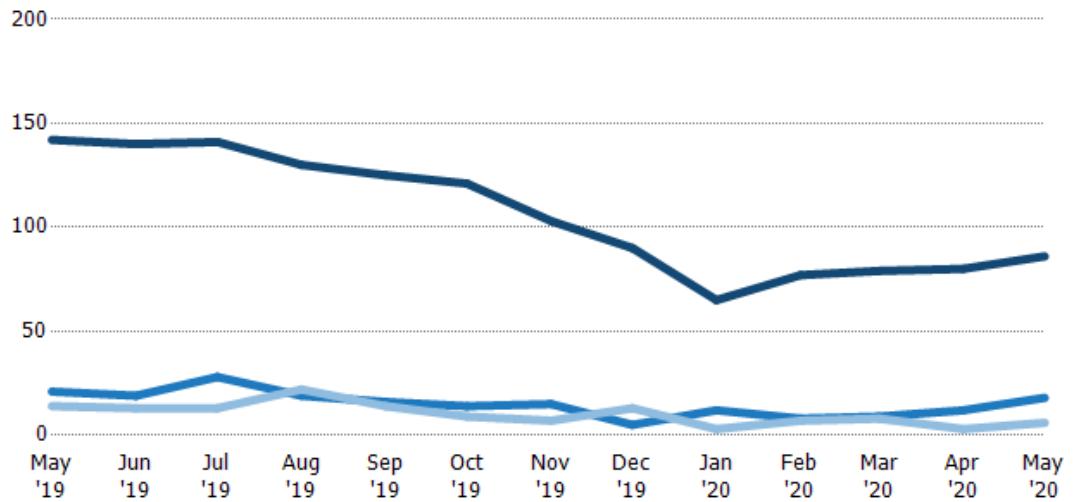
Current Year	4%	10%	9%	10%	18%	12%	9%	8%	20%	4%	9%	10%	3%
Prior Year	11%	10%	5%	8%	13%	11%	7%	7%	3%	4%	9%	2%	4%
Change from Prior Year	7%	0%	-4%	-2%	-5%	-1%	-1%	0%	-17%	0%	0%	-8%	0%

## 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



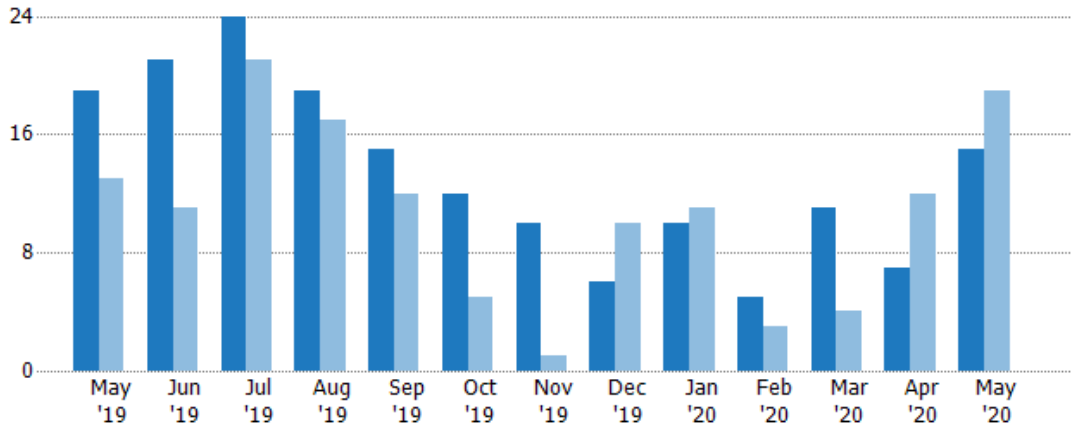
Active	142	140	141	130	125	121	103	90	65	77	79	80	86
Pending	21	19	28	19	16	14	15	5	12	8	9	12	18
Sold	14	13	13	22	14	9	7	13	3	7	8	3	6

## 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



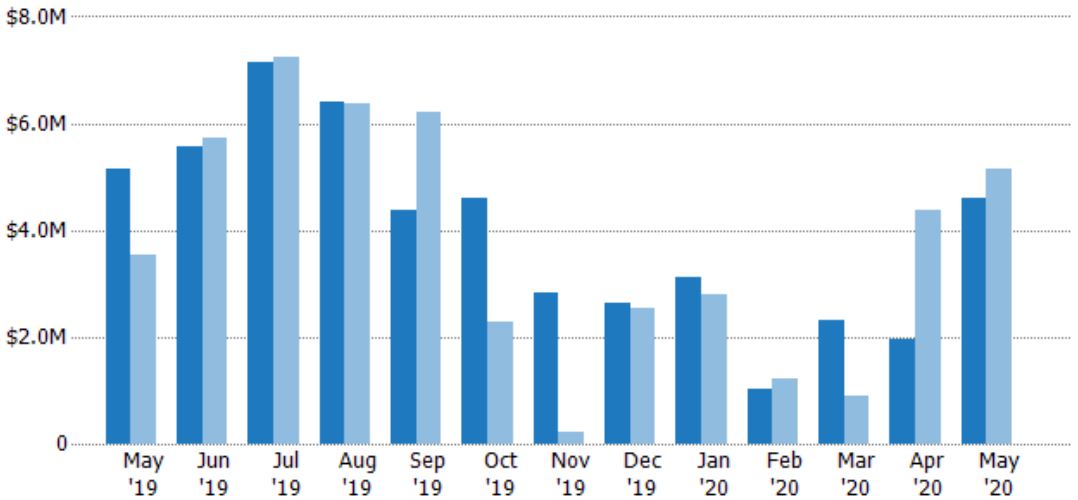
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	19	21	24	19	15	12	10	6	10	5	11	7	15
Prior Year	13	11	21	17	12	5	1	10	11	3	4	12	19
Percent Change from Prior Year	46%	91%	14%	12%	25%	140%	900%	-40%	-9%	67%	175%	-42%	-21%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$5.14M	\$5.57M	\$7.16M	\$6.41M	\$4.38M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$1.01M	\$2.31M	\$1.95M	\$4.59M
Prior Year	\$3.54M	\$5.72M	\$7.24M	\$6.37M	\$6.2M	\$2.29M	\$230K	\$2.55M	\$2.8M	\$1.21M	\$895K	\$4.36M	\$5.14M
Percent Change from Prior Year	45%	-3%	-1%	1%	-29%	101%	1,130%	3%	11%	-16%	159%	-55%	-11%

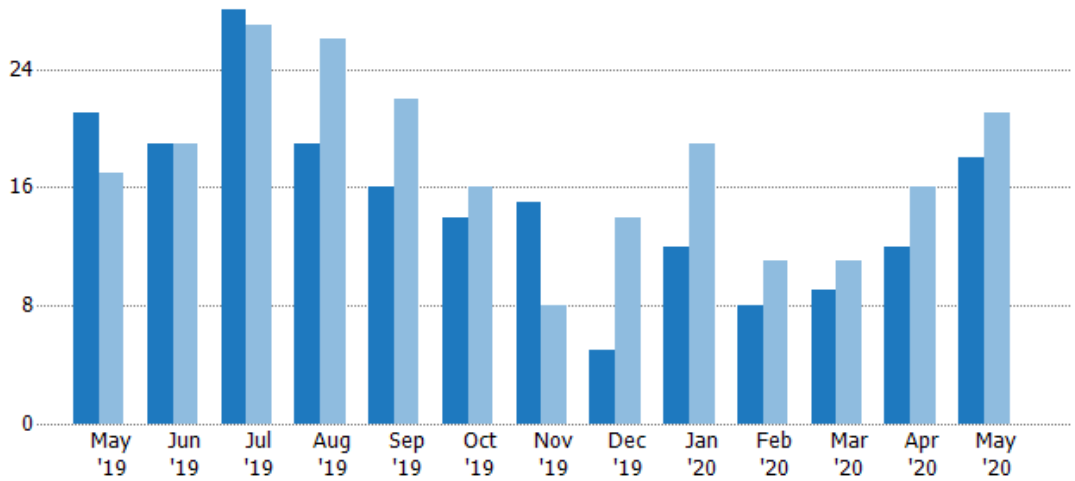


## Pending Sales

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



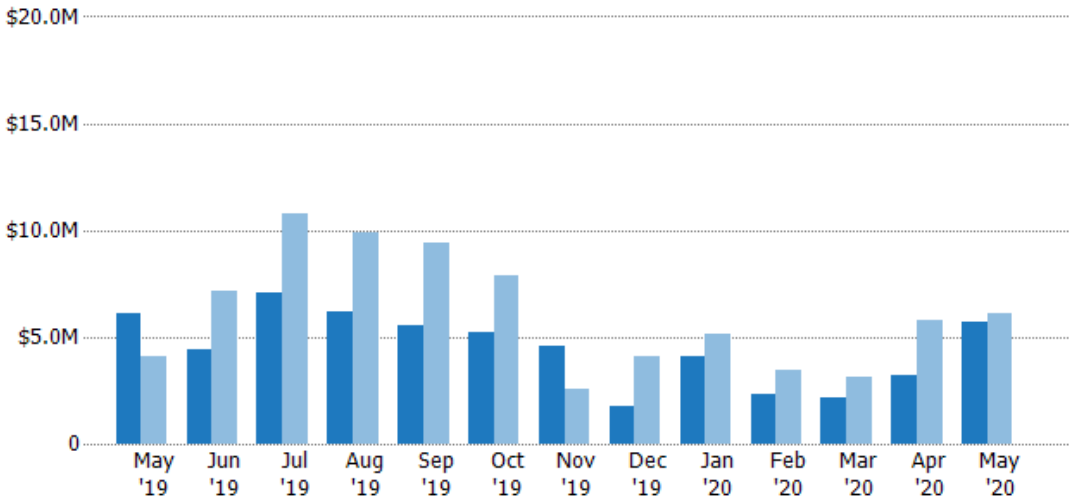
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	21	19	28	19	16	14	15	5	12	8	9	12	18
Prior Year	17	19	27	26	22	16	8	14	19	11	11	16	21
Percent Change from Prior Year	24%	0%	4%	-27%	-27%	-13%	88%	-64%	-37%	-27%	-18%	-25%	-14%

## 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



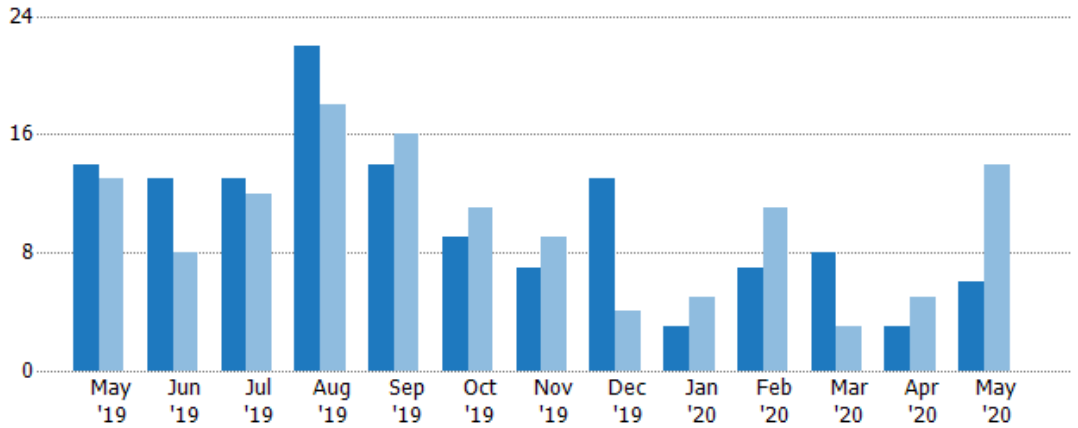
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$6.14M	\$4.4M	\$7.03M	\$6.19M	\$5.56M	\$5.23M	\$4.6M	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$3.23M	\$5.74M
Prior Year	\$4.06M	\$7.14M	\$10.8M	\$9.88M	\$9.43M	\$7.85M	\$2.58M	\$4.12M	\$5.1M	\$3.47M	\$3.13M	\$5.8M	\$6.14M
Percent Change from Prior Year	51%	-38%	-35%	-37%	-41%	-33%	78%	-56%	-19%	-34%	-30%	-44%	-7%

## 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



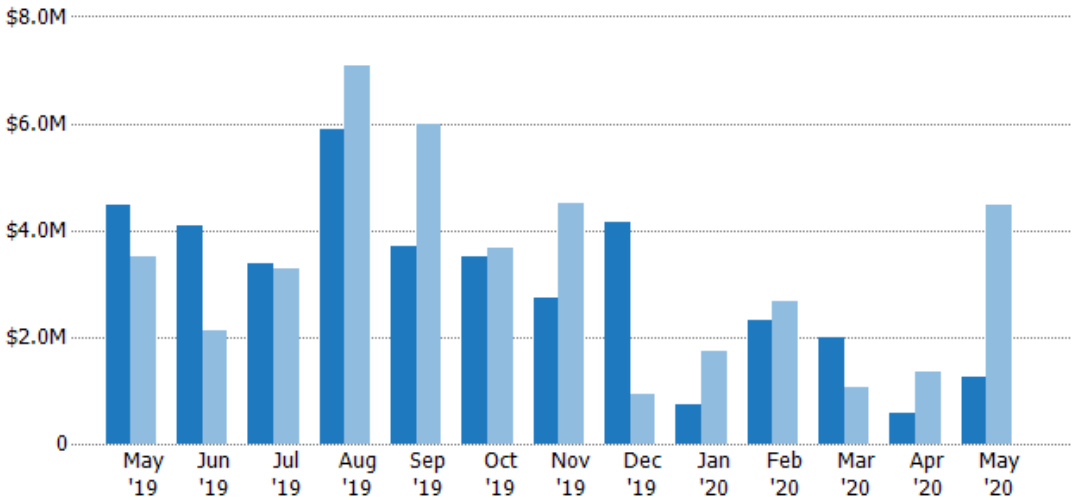
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	14	13	13	22	14	9	7	13	3	7	8	3	6
Prior Year	13	8	12	18	16	11	9	4	5	11	3	5	14
Percent Change from Prior Year	8%	63%	8%	22%	-13%	-18%	-22%	225%	-40%	-36%	167%	-40%	-57%

## 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



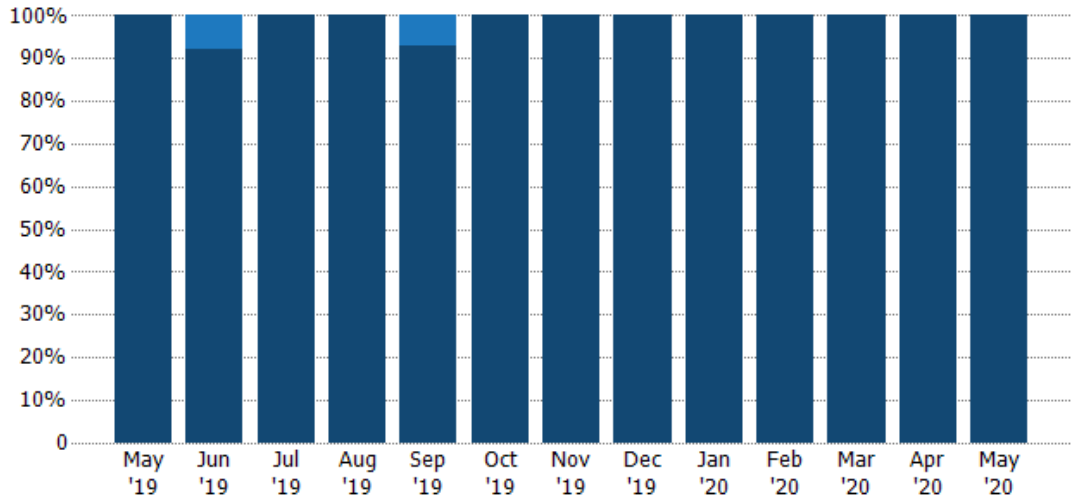
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$4.48M	\$4.08M	\$3.38M	\$5.9M	\$3.69M	\$3.52M	\$2.74M	\$4.16M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M
Prior Year	\$3.51M	\$2.11M	\$3.29M	\$7.07M	\$5.98M	\$3.66M	\$4.51M	\$920K	\$1.73M	\$2.68M	\$1.07M	\$1.34M	\$4.48M
Percent Change from Prior Year	28%	93%	3%	-16%	-38%	-4%	-39%	352%	-58%	-14%	86%	-57%	-72%

## 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	-	8%	-	-	7%	-	-	-	-	-	-	-	-
Single Family Residence	100%	92%	100%	100%	93%	100%	100%	100%	100%	100%	100%	100%	100%

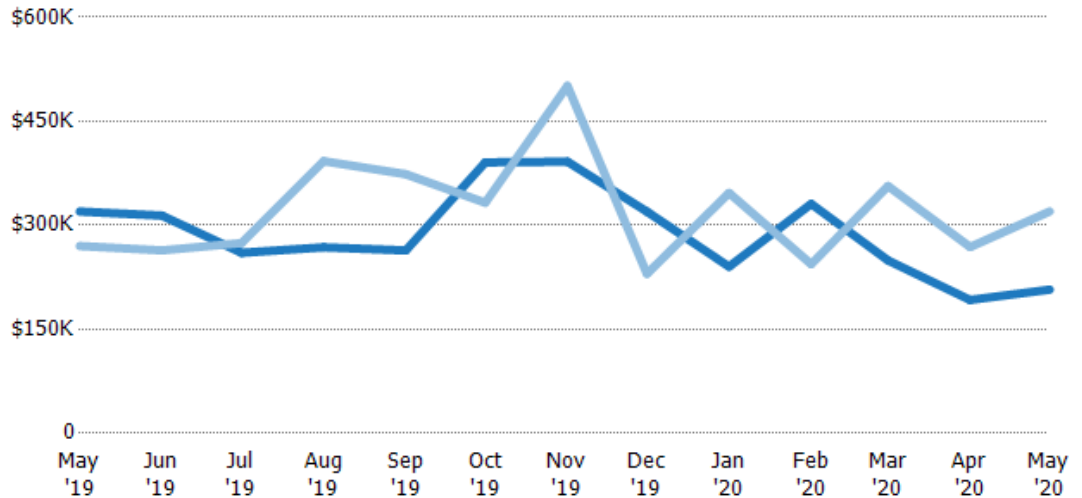
## Average Sales Price

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

Month/Year	Price	% Chg.
May '20	\$207K	-35.2%
May '19	\$320K	18.4%
May '18	\$270K	-27.7%



Current Year	\$320K	\$314K	\$260K	\$268K	\$264K	\$391K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K
Prior Year	\$270K	\$264K	\$274K	\$393K	\$374K	\$333K	\$501K	\$230K	\$347K	\$244K	\$357K	\$269K	\$320K
Percent Change from Prior Year	18%	19%	-5%	-32%	-29%	17%	-22%	39%	-31%	36%	-30%	-28%	-35%

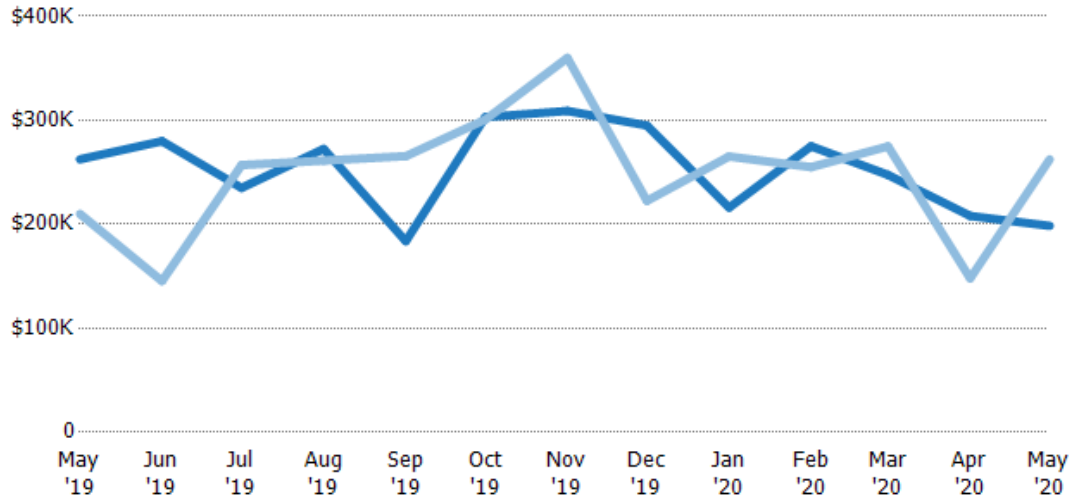
## Median Sales Price

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.
May '20	\$199K	-24.4%
May '19	\$262K	25%
May '18	\$210K	-13.6%



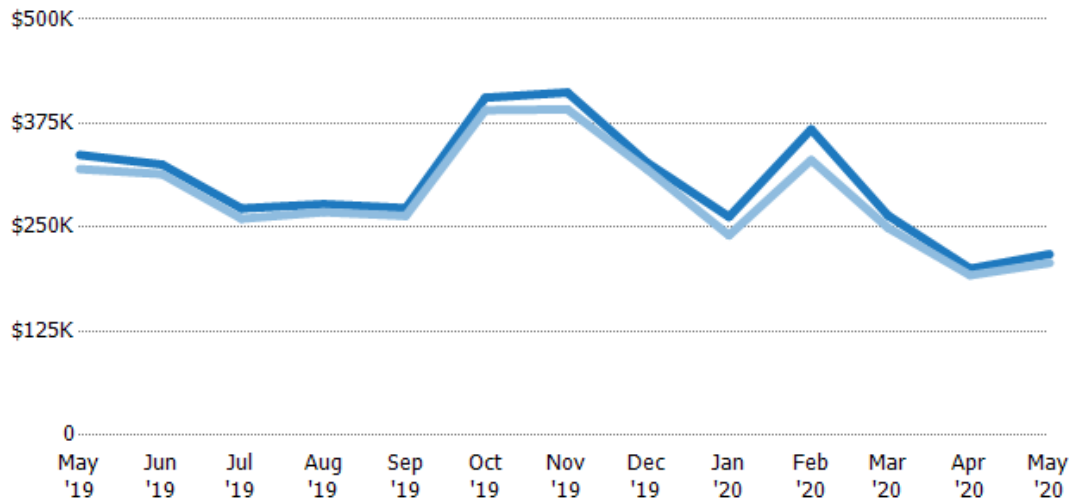
Current Year	\$262K	\$280K	\$235K	\$272K	\$184K	\$303K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K
Prior Year	\$210K	\$145K	\$257K	\$261K	\$266K	\$301K	\$360K	\$223K	\$265K	\$255K	\$275K	\$148K	\$262K
Percent Change from Prior Year	25%	92%	-9%	4%	-31%	1%	-14%	33%	-19%	8%	-10%	41%	-24%

## 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



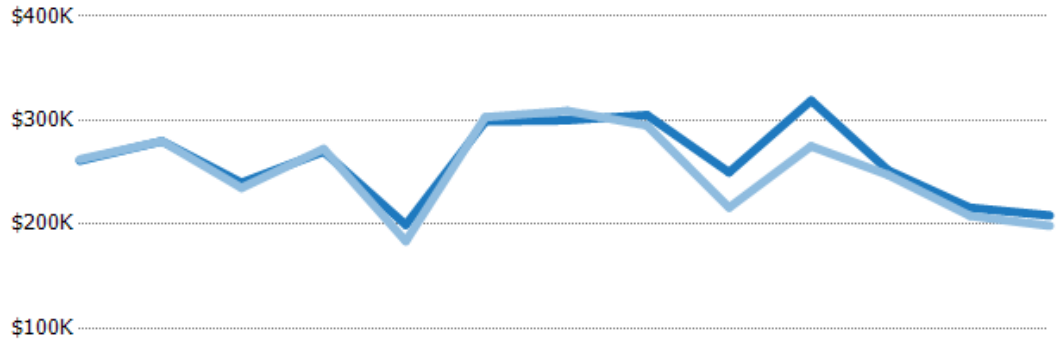
Avg List Price	\$337K	\$325K	\$273K	\$278K	\$273K	\$406K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K
Avg Sales Price	\$320K	\$314K	\$260K	\$268K	\$264K	\$391K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K
Avg Sales Price as a % of Avg List Price	95%	96%	95%	97%	97%	96%	95%	98%	92%	90%	94%	96%	95%

## 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



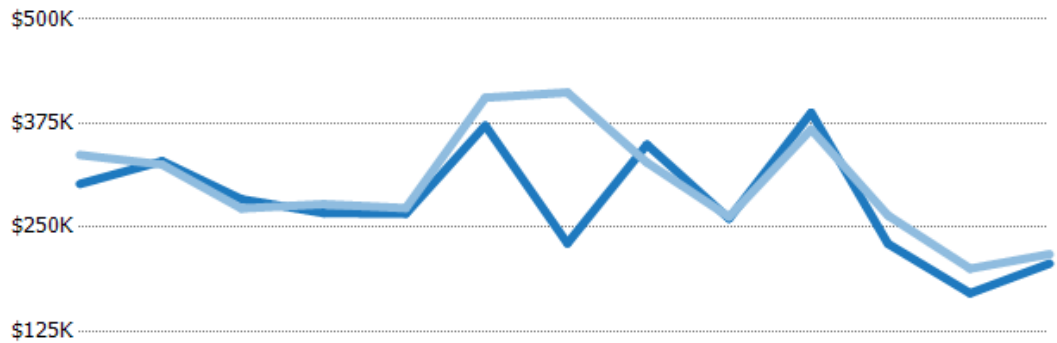
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$261K	\$280K	\$240K	\$270K	\$199K	\$299K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K
Median Sales Price	\$262K	\$280K	\$235K	\$272K	\$184K	\$303K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K
Med Sales Price as a % of Med List Price	100%	100%	98%	101%	92%	101%	103%	97%	86%	86%	98%	96%	95%

## 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



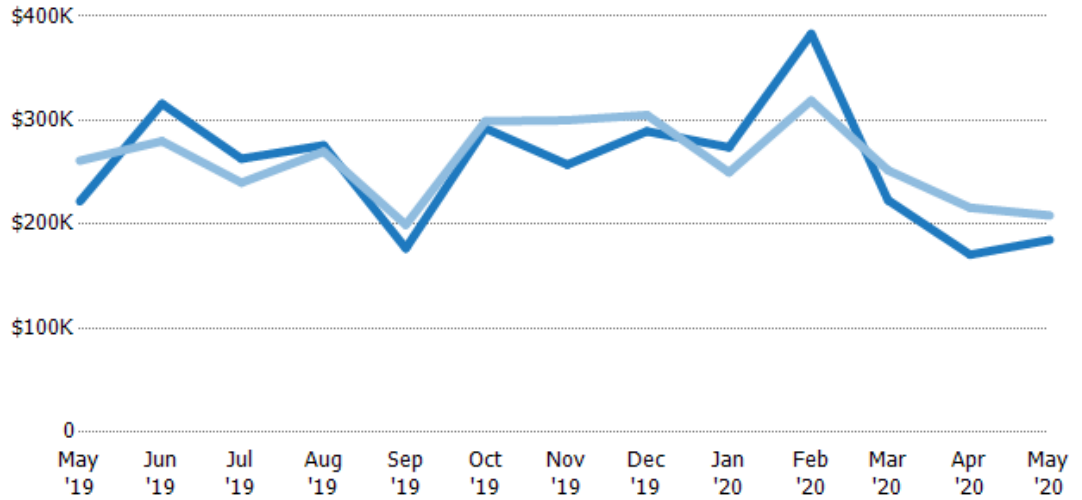
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$302K	\$329K	\$284K	\$267K	\$266K	\$372K	\$231K	\$349K	\$260K	\$388K	\$230K	\$171K	\$206K
Avg Sales Price	\$337K	\$325K	\$273K	\$278K	\$273K	\$406K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K
Avg Sales Price as a % of Avg Est Value	112%	99%	96%	104%	103%	109%	179%	94%	101%	95%	115%	117%	105%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$222K	\$316K	\$263K	\$276K	\$177K	\$292K	\$257K	\$289K	\$274K	\$383K	\$223K	\$171K	\$185K
Median Sales Price	\$261K	\$280K	\$240K	\$270K	\$199K	\$299K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K
Med Sales Price as a % of Med Est Value	118%	89%	91%	98%	113%	102%	117%	105%	91%	83%	113%	126%	113%