

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	23	+/-	91	115	-20.9%
New Listing Volume	\$10,989,299	\$7,308,400	+50.4%	\$44,032,261	\$42,535,666	+3.5%
Active Listing Count	73	134	-45.5%	N/A	N/A	
Active Listing Volume	\$44,002,561	\$59,021,122	-25.4%	N/A	N/A	
Average Listing Price	\$602,775	\$440,456	+36.9%	\$500,857	\$404,156	+23.9%
Median Listing Price	\$399,900	\$299,000	+33.7%	\$344,658	\$273,478	+26%
Median Days in RPR	121	114	+6.1%	149.45	175.03	-14.6%
Months of Inventory	14.6	8.9	+63.4%	8.4	16.1	-48.1%
Absorption Rate	6.85%	11.19%	-4.3%	11.95%	6.2%	+5.8%
Sales Activity Charts Metrics						
New Pending Sales Count	32	21	+52.4%	78	71	+9.9%
New Pending Sales Volume	\$12,197,400	\$5,571,195	+118.9%	\$24,708,352	\$20,194,743	+22.4%
Pending Sales Count	35	19	+84.2%	N/A	N/A	
Pending Sales Volume	\$13,468,200	\$4,396,494	+206.3%	N/A	N/A	
Closed Sales Count	12	14	-14.3%	38	52	-26.9%
Closed Sales Volume	\$3,578,000	\$4,270,800	-16.2%	\$10,210,606	\$15,535,200	-34.3%
Average Sales Price	\$298,167	\$305,057	-2.3%	\$268,700	\$298,754	-10.1%
Median Sales Price	\$287,750	\$274,950	+4.7%	\$251,447	\$250,633	+0.3%

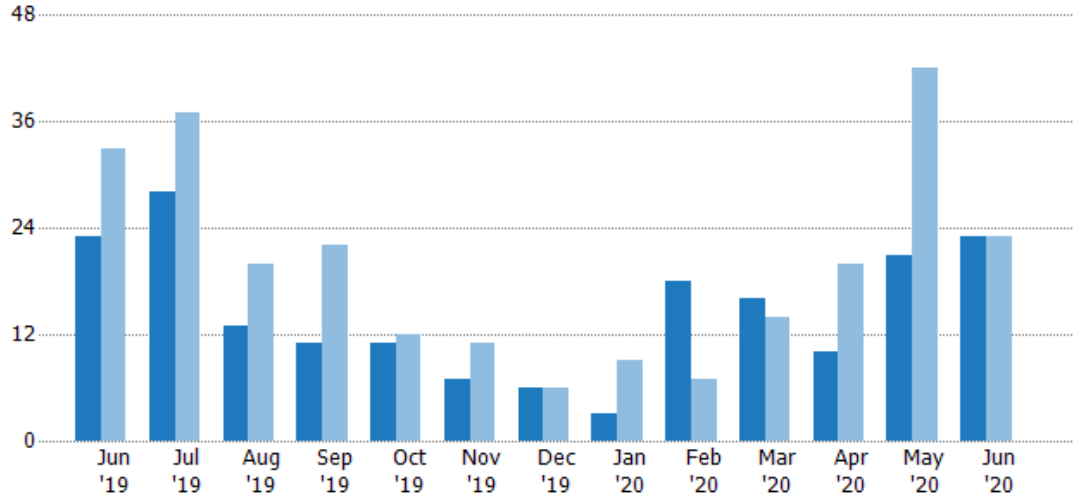
New Listings

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

Month/ Year	Count	% Chg.
Jun '20	23	0%
Jun '19	23	-30.3%
Jun '18	33	0%



Current Year	23	28	13	11	11	7	6	3	18	16	10	21	23
Prior Year	33	37	20	22	12	11	6	9	7	14	20	42	23
Percent Change from Prior Year	-30%	-24%	-35%	-50%	-8%	-36%	0%	-67%	157%	14%	-50%	-50%	0%

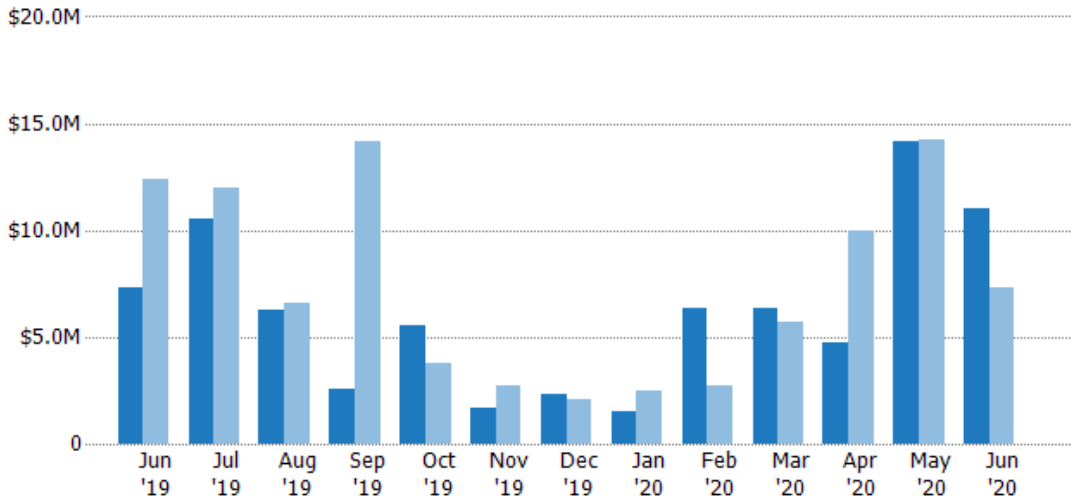
New Listing Volume

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.
Jun '20	\$11M	50.4%
Jun '19	\$7.31M	-40.9%
Jun '18	\$12.4M	-15.9%



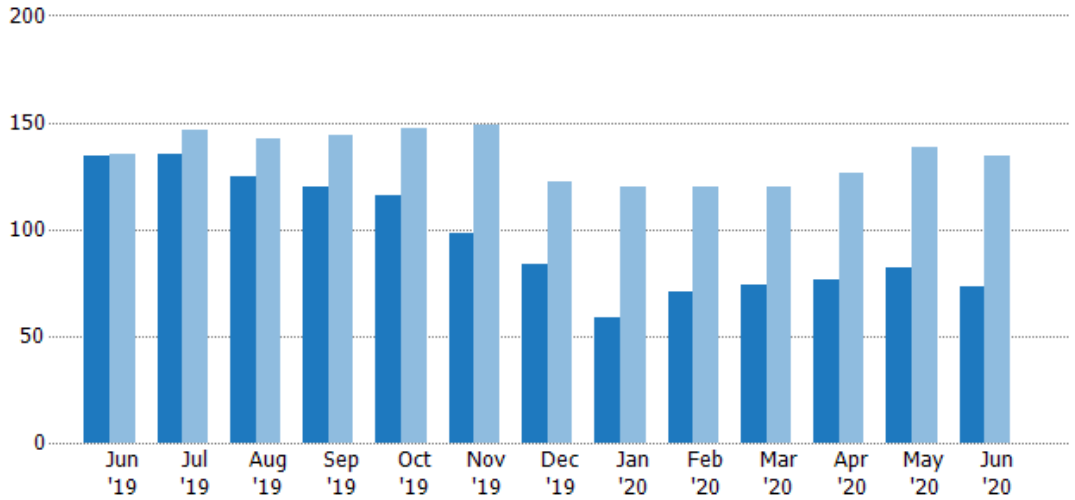
Current Year	\$7.31M	\$10.5M	\$6.27M	\$2.59M	\$5.55M	\$1.67M	\$2.31M	\$1.5M	\$6.34M	\$6.31M	\$4.74M	\$14.2M	\$11M
Prior Year	\$12.4M	\$12M	\$6.61M	\$14.2M	\$3.8M	\$2.73M	\$2.1M	\$2.51M	\$2.74M	\$5.71M	\$9.99M	\$14.3M	\$7.31M
Percent Change from Prior Year	-41%	-12%	-5%	-82%	46%	-39%	10%	-40%	131%	10%	-53%	-1%	50%

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



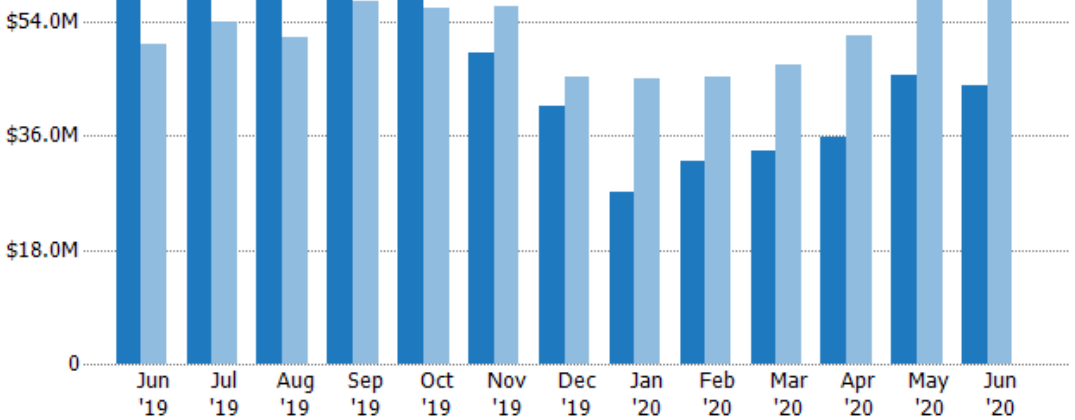
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	134	135	125	120	116	98	84	59	71	74	76	82	73
Prior Year	135	146	142	144	147	149	122	120	120	120	126	138	134
Percent Change from Prior Year	-1%	-8%	-12%	-17%	-21%	-34%	-31%	-51%	-41%	-38%	-40%	-41%	-46%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$59M	\$61.1M	\$59.3M	\$58M	\$57.8M	\$49.2M	\$40.7M	\$27.1M	\$31.9M	\$33.7M	\$35.7M	\$45.5M	\$44M
Prior Year	\$50.6M	\$54M	\$51.4M	\$57.2M	\$56.1M	\$56.3M	\$45.3M	\$44.9M	\$45.3M	\$47.3M	\$51.9M	\$57.9M	\$59M
Percent Change from Prior Year	17%	13%	15%	1%	3%	-13%	-10%	-40%	-30%	-29%	-31%	-21%	-25%

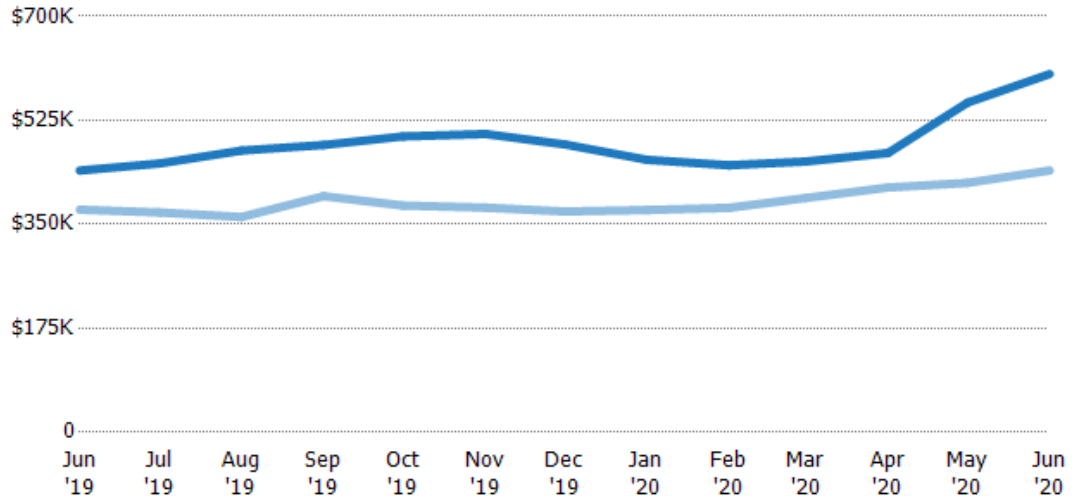
Average Listing Price

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.
Jun '20	\$603K	36.9%
Jun '19	\$440K	17.6%
Jun '18	\$375K	-3.6%



Current Year	\$440K	\$452K	\$474K	\$483K	\$498K	\$502K	\$484K	\$459K	\$449K	\$456K	\$470K	\$555K	\$603K
Prior Year	\$375K	\$370K	\$362K	\$397K	\$382K	\$378K	\$372K	\$374K	\$378K	\$394K	\$412K	\$420K	\$440K
Percent Change from Prior Year	18%	22%	31%	22%	31%	33%	30%	23%	19%	16%	14%	32%	37%

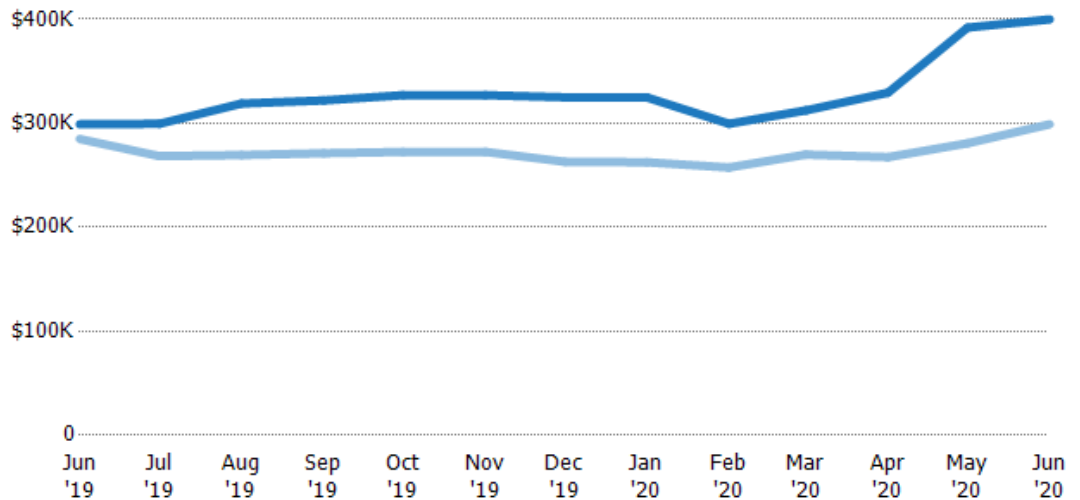
Median Listing Price

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.
Jun '20	\$400K	33.7%
Jun '19	\$299K	4.9%
Jun '18	\$285K	-8.8%



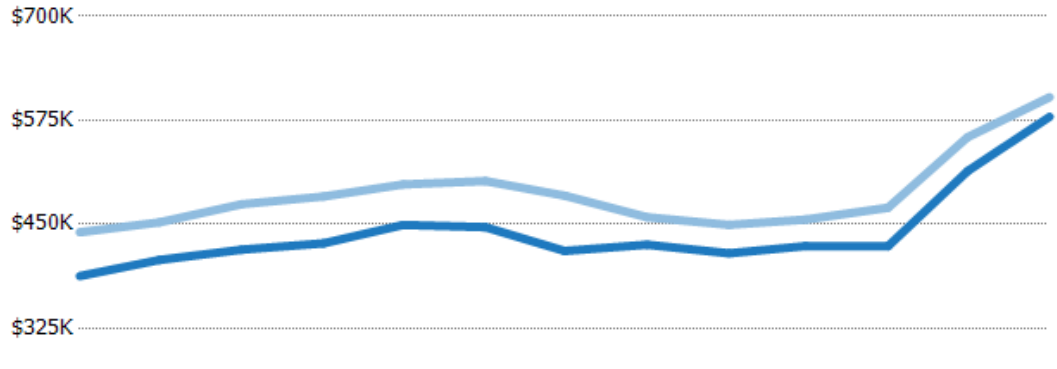
Current Year	\$299K	\$300K	\$319K	\$322K	\$327K	\$327K	\$325K	\$325K	\$300K	\$312K	\$329K	\$392K	\$400K
Prior Year	\$285K	\$268K	\$269K	\$271K	\$273K	\$273K	\$263K	\$263K	\$258K	\$270K	\$267K	\$281K	\$299K
Percent Change from Prior Year	5%	12%	18%	19%	20%	20%	24%	24%	16%	16%	23%	40%	34%

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



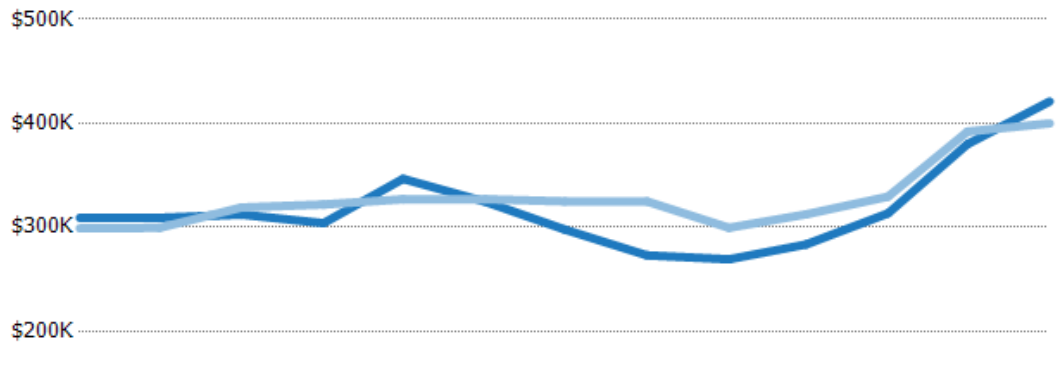
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$388K	\$407K	\$419K	\$427K	\$449K	\$447K	\$418K	\$425K	\$415K	\$424K	\$424K	\$514K	\$579K
Avg Listing Price	\$440K	\$452K	\$474K	\$483K	\$498K	\$502K	\$484K	\$459K	\$449K	\$456K	\$470K	\$555K	\$603K
Avg Listing Price as a % of Avg Est Value	114%	111%	113%	113%	111%	112%	116%	108%	108%	108%	111%	108%	104%

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



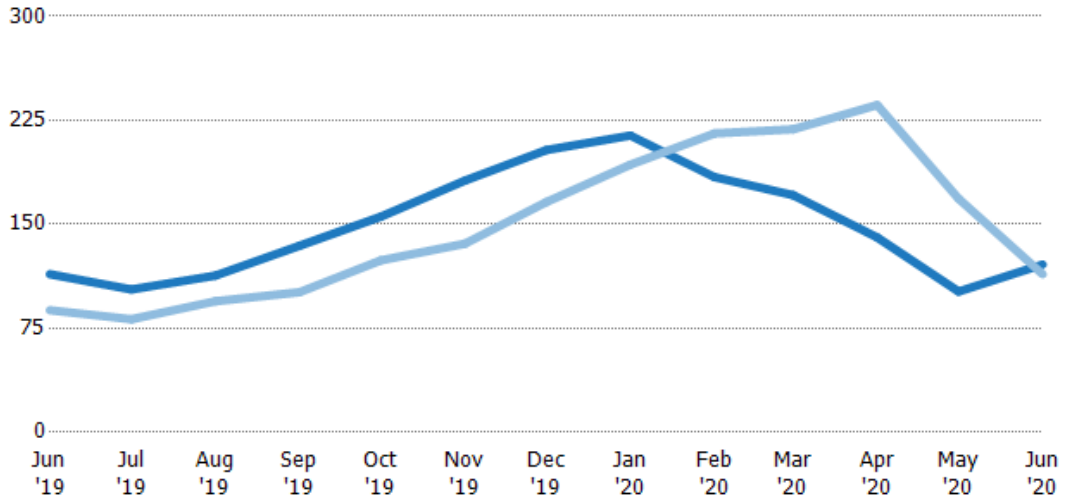
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$309K	\$309K	\$312K	\$304K	\$347K	\$325K	\$298K	\$273K	\$269K	\$283K	\$313K	\$380K	\$421K
Median Listing Price	\$299K	\$300K	\$319K	\$322K	\$327K	\$327K	\$325K	\$325K	\$300K	\$312K	\$329K	\$392K	\$400K
Med Listing Price as a % of Med Est Value	97%	97%	102%	106%	94%	101%	109%	119%	111%	110%	105%	103%	95%

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



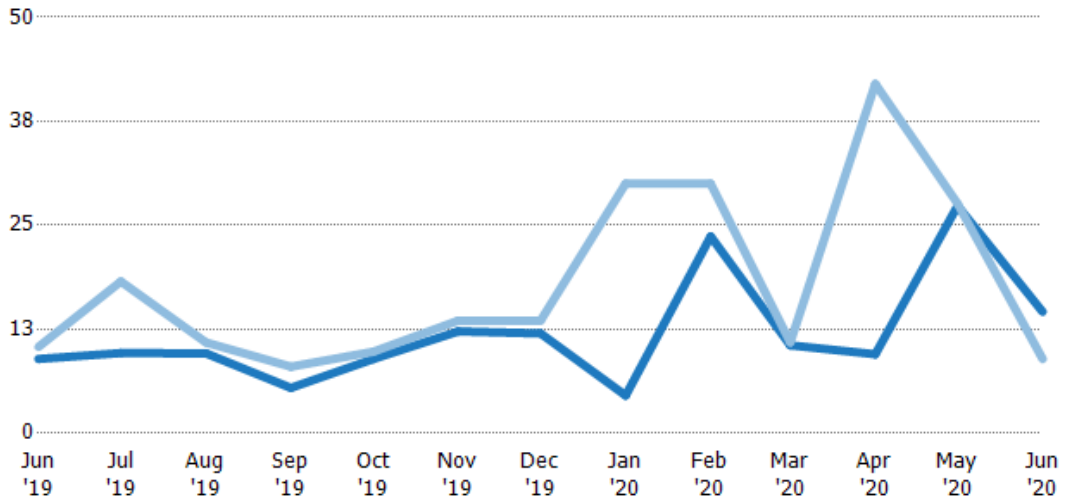
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	114	103	113	135	156	182	204	214	184	171	141	102	121
Prior Year	88	81.5	94.5	101	124	136	166	193	216	219	236	169	114
Percent Change from Prior Year	30%	26%	20%	33%	25%	33%	23%	11%	-15%	-22%	-40%	-40%	6%

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



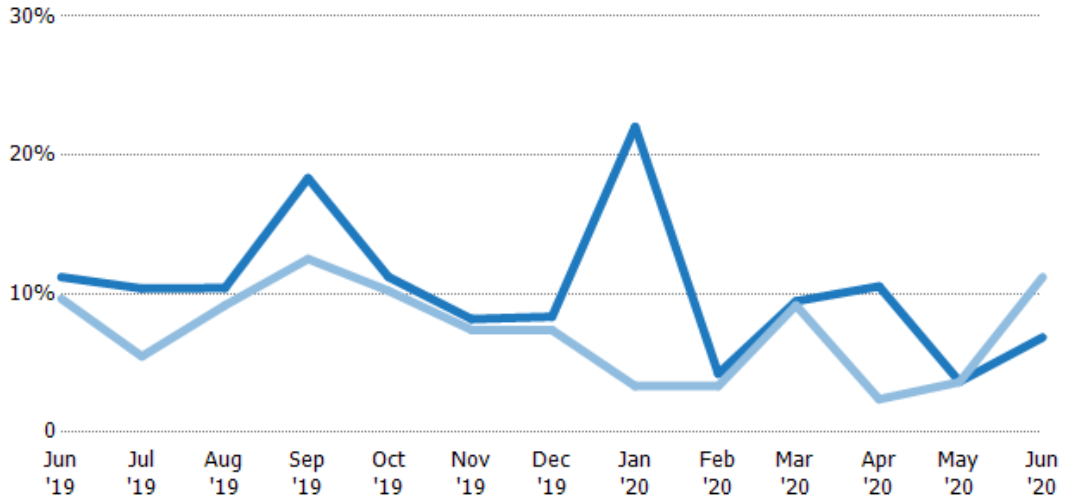
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	8.93	9.64	9.62	5.45	8.92	12.3	12	4.54	23.7	10.6	9.5	27.3	14.6
Prior Year	10.4	18.3	10.9	8	9.8	13.5	13.6	30	30	10.9	42	27.6	8.93
Percent Change from Prior Year	-14%	-47%	-12%	-32%	-9%	-10%	-11%	-85%	-21%	-3%	-77%	-1%	63%

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



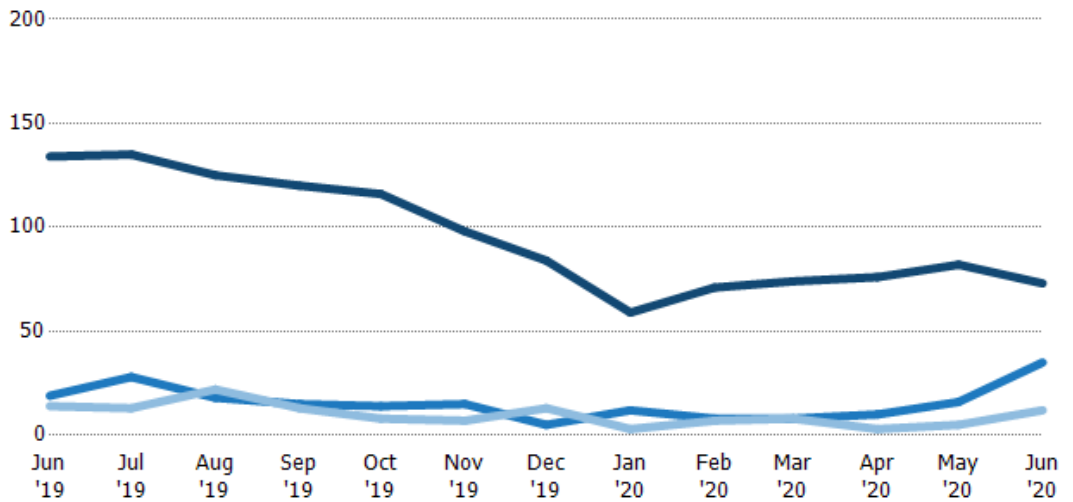
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	11%	10%	10%	18%	11%	8%	8%	22%	4%	9%	11%	4%	7%
Prior Year	10%	5%	9%	13%	10%	7%	7%	3%	3%	9%	2%	4%	11%
Change from Prior Year	-2%	-5%	-1%	-6%	-1%	-1%	-1%	-19%	-1%	0%	-8%	0%	4%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	134	135	125	120	116	98	84	59	71	74	76	82	73
Pending	19	28	18	15	14	15	5	12	8	8	10	16	35
Sold	14	13	22	13	8	7	13	3	7	8	3	5	12

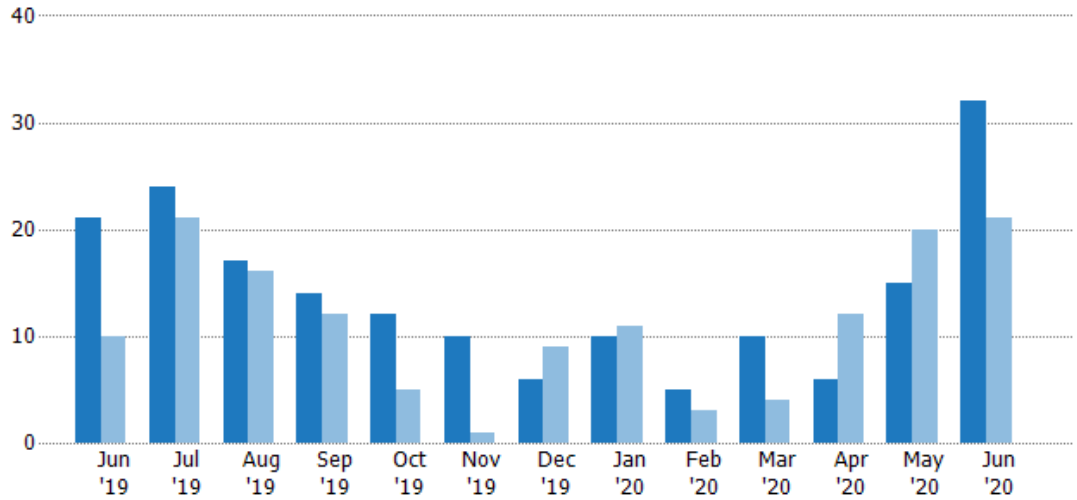
New Pending Sales

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.
Jun '20	32	52.4%
Jun '19	21	110%
Jun '18	10	-20%



Current Year	21	24	17	14	12	10	6	10	5	10	6	15	32
Prior Year	10	21	16	12	5	1	9	11	3	4	12	20	21
Percent Change from Prior Year	110%	14%	6%	17%	140%	900%	-33%	-9%	67%	150%	-50%	-25%	52%

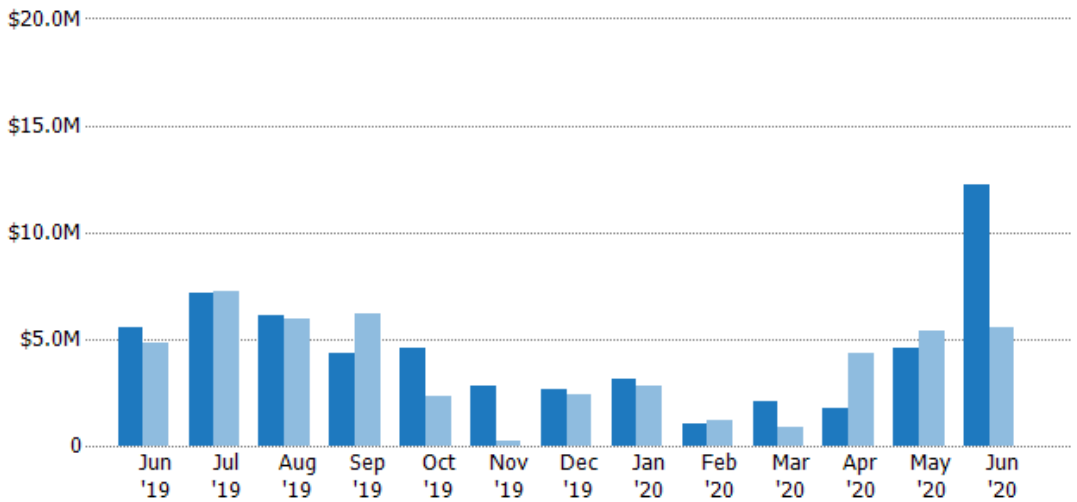
New Pending Sales Volume

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.
Jun '20	\$12.2M	118.9%
Jun '19	\$5.57M	15%
Jun '18	\$4.85M	-31%



Current Year	\$5.57M	\$7.16M	\$6.13M	\$4.3M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$1.01M	\$2.08M	\$1.72M	\$4.59M	\$12.2M
Prior Year	\$4.85M	\$7.24M	\$5.98M	\$6.2M	\$2.29M	\$230K	\$2.43M	\$2.8M	\$1.21M	\$895K	\$4.36M	\$5.35M	\$5.57M
Percent Change from Prior Year	15%	-1%	3%	-31%	101%	1,130%	8%	11%	-16%	133%	-61%	-14%	119%

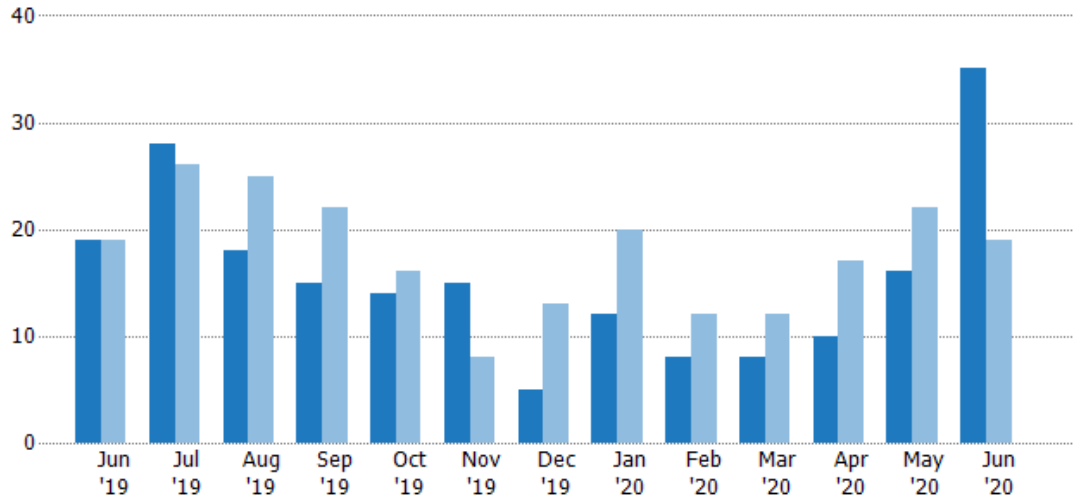
Pending Sales

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.
Jun '20	35	84.2%
Jun '19	19	0%
Jun '18	19	0%



Current Year	19	28	18	15	14	15	5	12	8	8	10	16	35
Prior Year	19	26	25	22	16	8	13	20	12	12	17	22	19
Percent Change from Prior Year	0%	8%	-28%	-32%	-13%	88%	-62%	-40%	-33%	-33%	-41%	-27%	84%

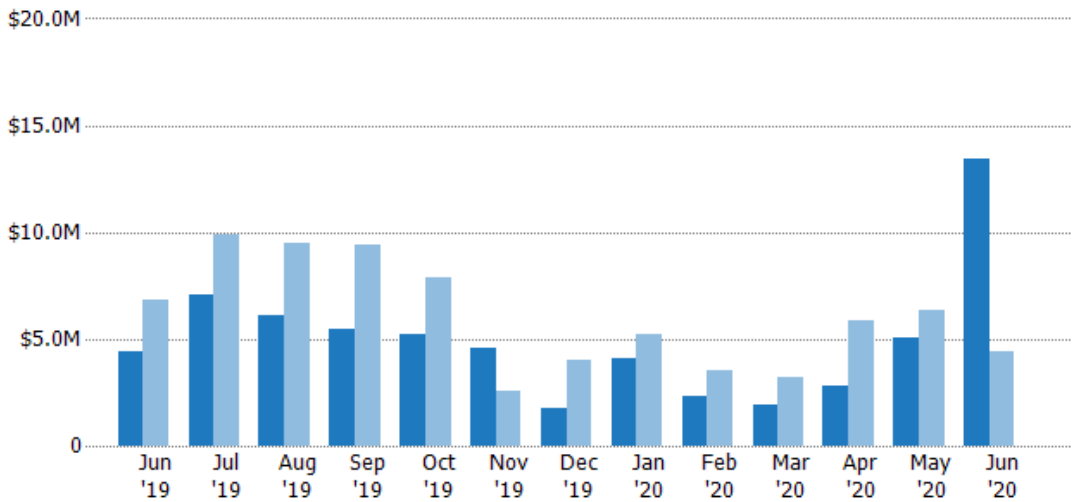
Pending Sales Volume

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.
Jun '20	\$13.5M	206.3%
Jun '19	\$4.4M	-35.3%
Jun '18	\$6.8M	-17.3%



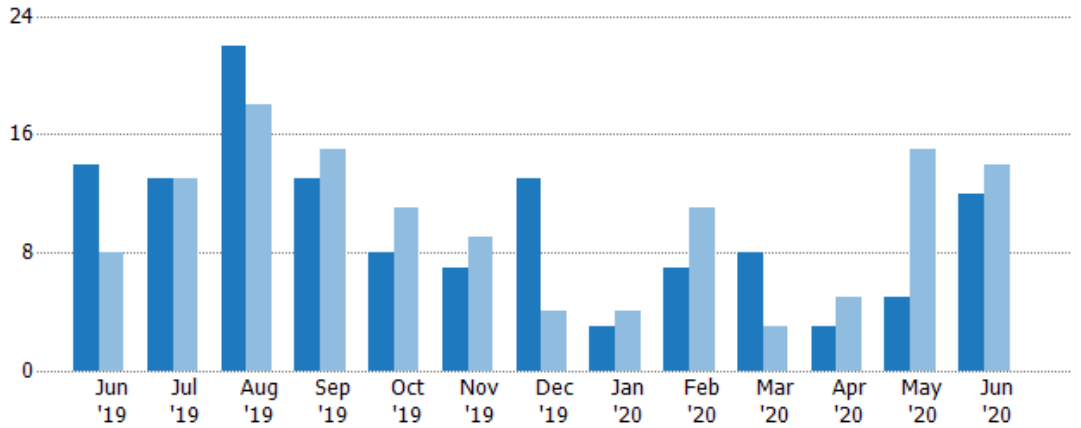
Current Year	\$4.4M	\$7.03M	\$6.14M	\$5.48M	\$5.23M	\$4.6M	\$1.79M	\$4.11M	\$2.3M	\$1.96M	\$2.78M	\$5.04M	\$13.5M
Prior Year	\$6.8M	\$9.92M	\$9.48M	\$9.43M	\$7.85M	\$2.58M	\$4M	\$5.18M	\$3.55M	\$3.21M	\$5.88M	\$6.35M	\$4.4M
Percent Change from Prior Year	-35%	-29%	-35%	-42%	-33%	78%	-55%	-21%	-35%	-39%	-53%	-21%	206%

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



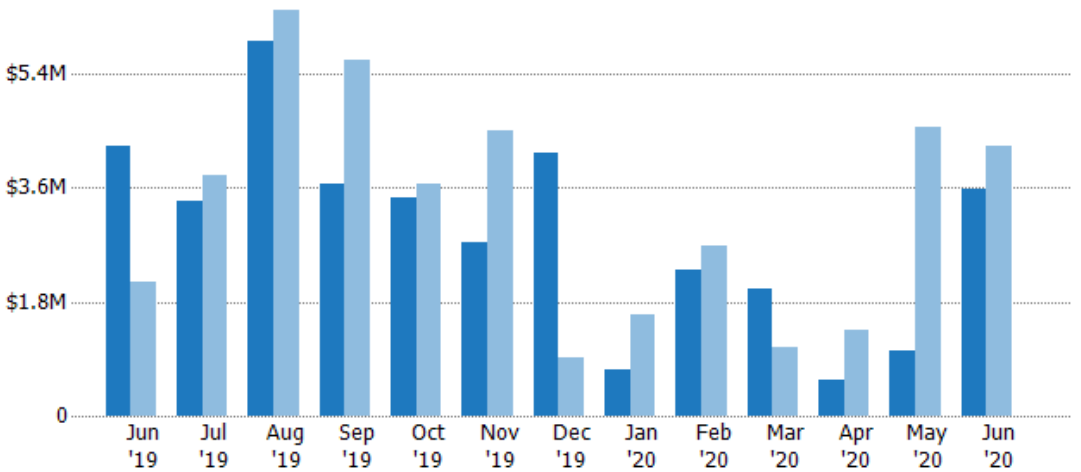
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	14	13	22	13	8	7	13	3	7	8	3	5	12
Prior Year	8	13	18	15	11	9	4	4	11	3	5	15	14
Percent Change from Prior Year	75%	0%	22%	-13%	-27%	-22%	225%	-25%	-36%	167%	-40%	-67%	-14%

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



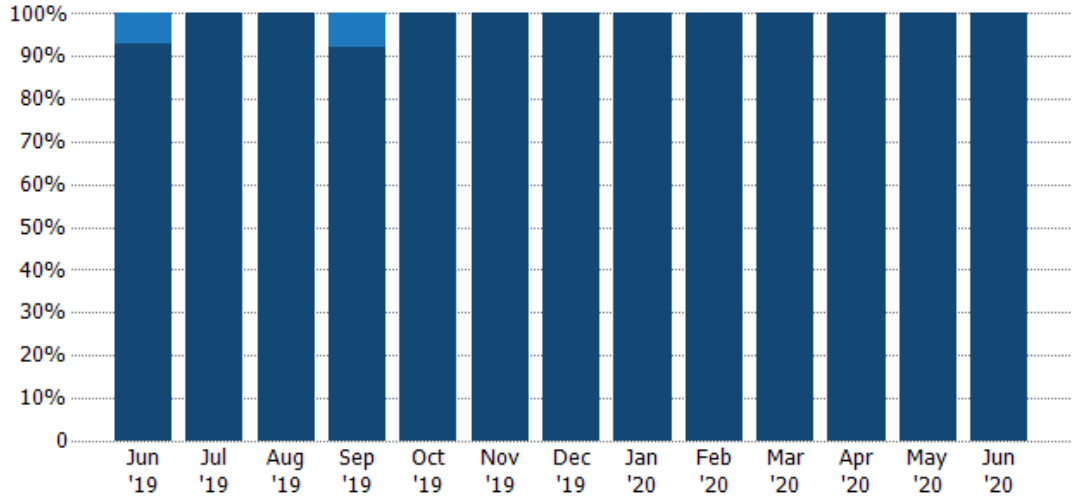
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$4.27M	\$3.38M	\$5.9M	\$3.66M	\$3.44M	\$2.74M	\$4.16M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.02M	\$3.58M
Prior Year	\$2.11M	\$3.8M	\$6.42M	\$5.63M	\$3.66M	\$4.51M	\$920K	\$1.61M	\$2.68M	\$1.07M	\$1.34M	\$4.56M	\$4.27M
Percent Change from Prior Year	102%	-11%	-8%	-35%	-6%	-39%	352%	-55%	-14%	86%	-57%	-78%	-16%

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



Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Condo/Townhouse	7%	-	-	8%	-	-	-	-	-	-	-	-	-
Single Family Residence	93%	100%	100%	92%	100%	100%	100%	100%	100%	100%	100%	100%	100%

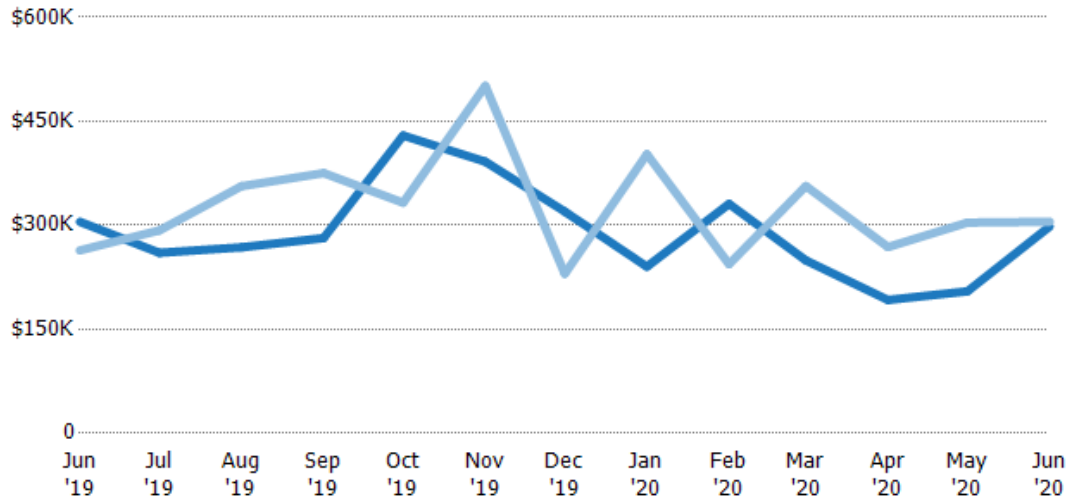
Average Sales Price

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.
Jun '20	\$298K	-2.3%
Jun '19	\$305K	15.6%
Jun '18	\$264K	24.1%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$305K	\$260K	\$268K	\$282K	\$430K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$205K	\$298K
Prior Year	\$264K	\$293K	\$356K	\$375K	\$333K	\$501K	\$230K	\$403K	\$244K	\$357K	\$269K	\$304K	\$305K
Percent Change from Prior Year	16%	-11%	-25%	-25%	29%	-22%	39%	-40%	36%	-30%	-28%	-33%	-2%

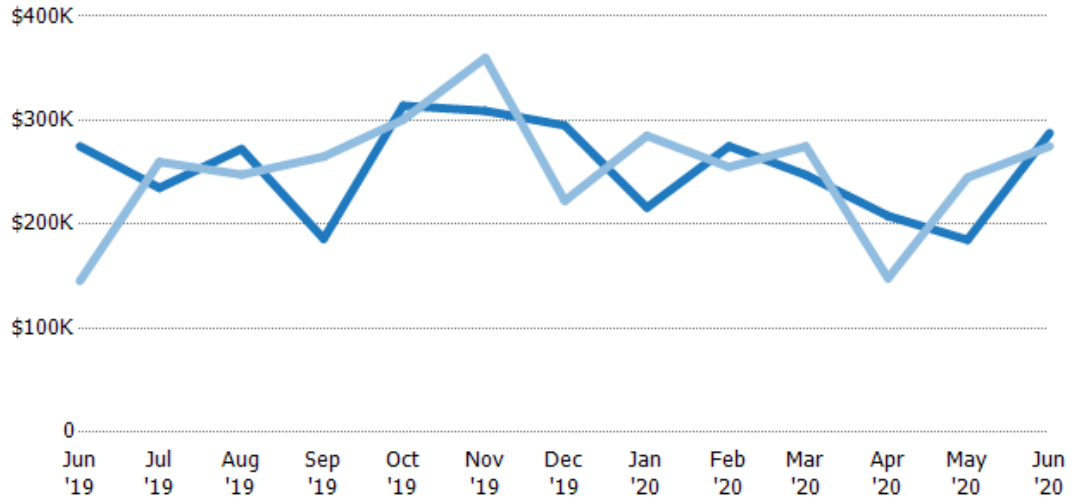
Median Sales Price

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.
Jun '20	\$288K	4.7%
Jun '19	\$275K	89%
Jun '18	\$145K	64.3%



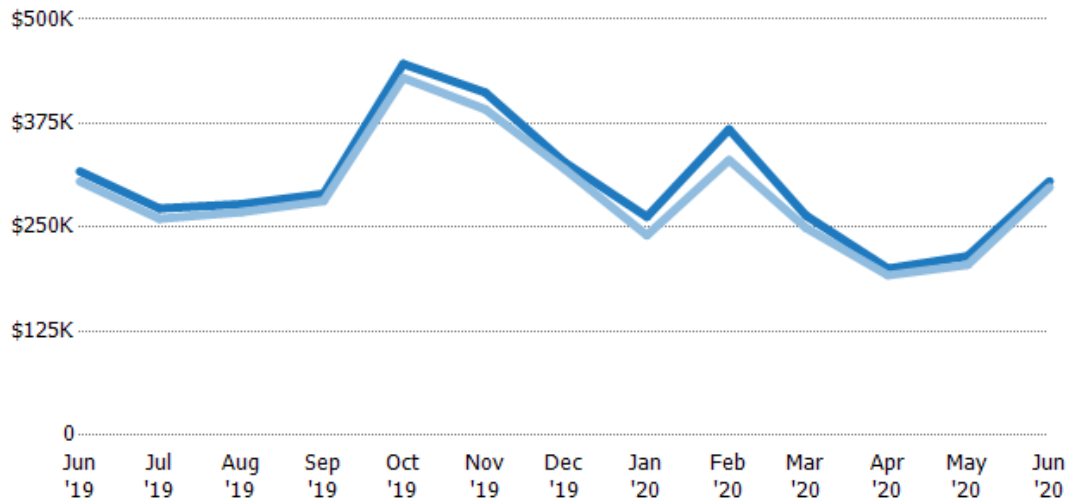
Current Year	\$275K	\$235K	\$272K	\$186K	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$185K	\$288K
Prior Year	\$145K	\$260K	\$248K	\$265K	\$301K	\$360K	\$223K	\$285K	\$255K	\$275K	\$148K	\$245K	\$275K
Percent Change from Prior Year	89%	-10%	10%	-30%	4%	-14%	33%	-24%	8%	-10%	41%	-24%	5%

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



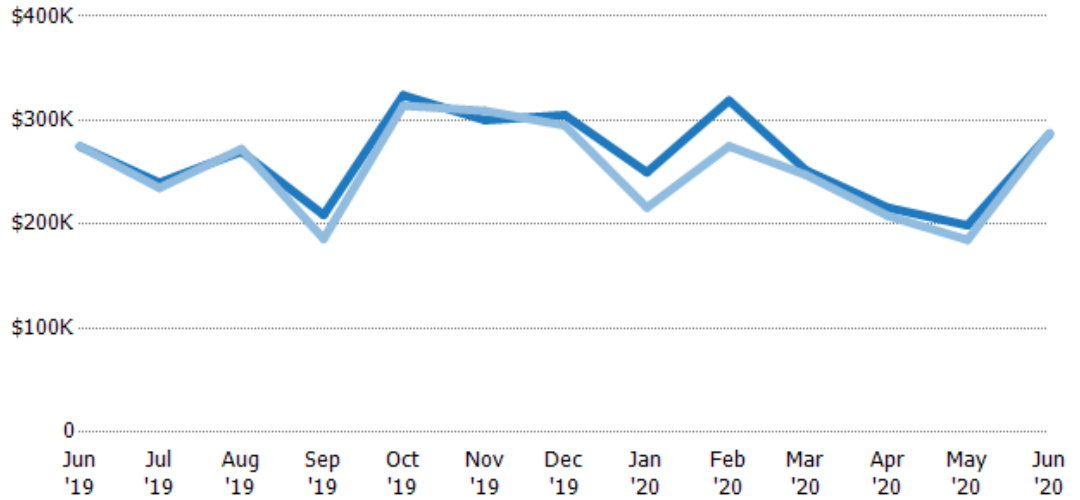
Avg List Price	\$317K	\$273K	\$278K	\$290K	\$446K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$215K	\$305K
Avg Sales Price	\$305K	\$260K	\$268K	\$282K	\$430K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$205K	\$298K
Avg Sales Price as a % of Avg List Price	96%	95%	97%	97%	96%	95%	98%	92%	90%	94%	96%	95%	98%

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



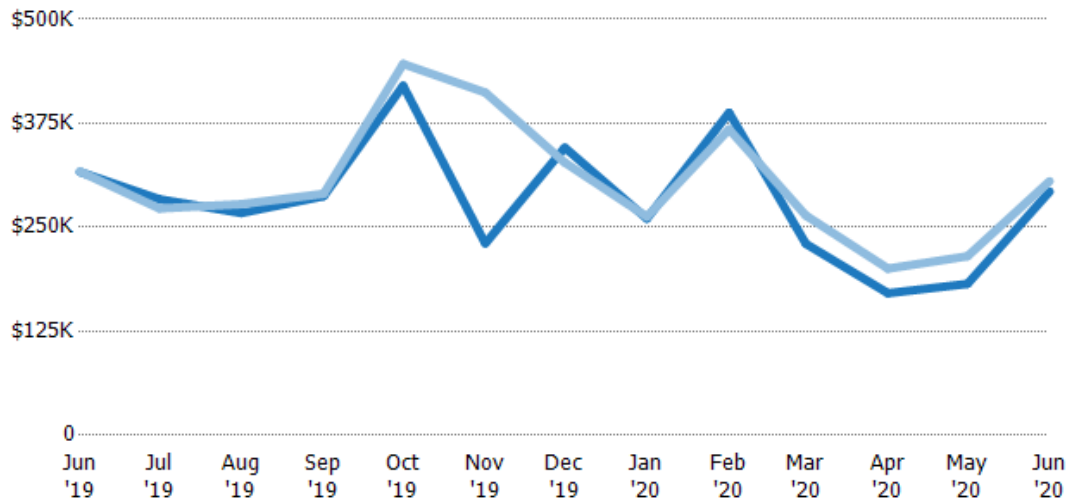
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$275K	\$240K	\$270K	\$209K	\$324K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$199K	\$287K
Median Sales Price	\$275K	\$235K	\$272K	\$186K	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$185K	\$288K
Med Sales Price as a % of Med List Price	100%	98%	101%	89%	97%	103%	97%	86%	86%	98%	96%	93%	100%

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



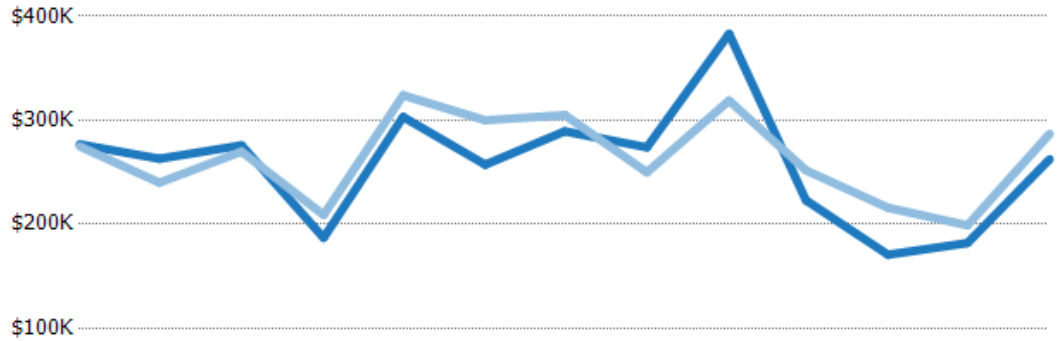
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$317K	\$284K	\$267K	\$287K	\$420K	\$231K	\$346K	\$260K	\$388K	\$230K	\$171K	\$182K	\$293K
Avg Sales Price	\$317K	\$273K	\$278K	\$290K	\$446K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$215K	\$305K
Avg Sales Price as a % of Avg Est Value	100%	96%	104%	101%	106%	179%	95%	101%	95%	115%	117%	118%	104%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$277K	\$263K	\$276K	\$187K	\$303K	\$257K	\$289K	\$274K	\$383K	\$223K	\$171K	\$182K	\$263K
Median Sales Price	\$275K	\$240K	\$270K	\$209K	\$324K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$199K	\$287K
Med Sales Price as a % of Med Est Value	99%	91%	98%	112%	107%	117%	105%	91%	83%	113%	126%	109%	109%