

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	25	-4%	113	139	-18.7%
New Listing Volume	\$11,257,400	\$9,618,995	+17%	\$53,952,162	\$51,898,761	+4%
Active Listing Count	70	132	-47%	N/A	N/A	
Active Listing Volume	\$39,374,700	\$60,192,117	-34.6%	N/A	N/A	
Average Listing Price	\$562,496	\$456,001	+23.4%	\$499,801	\$415,246	+20.4%
Median Listing Price	\$399,450	\$299,750	+33.3%	\$335,730	\$279,089	+20.3%
Median Days in RPR	94	104.5	-10%	130.79	163.14	-19.8%
Months of Inventory	5.8	9.4	-38.1%	8.1	14.8	-45.6%
Absorption Rate	17.14%	10.61%	+6.5%	12.4%	6.75%	+5.7%
Sales Activity Charts Metrics						
New Pending Sales Count	26	24	+8.3%	103	95	+8.4%
New Pending Sales Volume	\$13,602,415	\$7,155,900	+90.1%	\$38,351,667	\$27,350,643	+40.2%
Pending Sales Count	36	28	+28.6%	N/A	N/A	
Pending Sales Volume	\$16,296,000	\$7,034,395	+131.7%	N/A	N/A	
Closed Sales Count	24	13	+84.6%	63	64	-1.6%
Closed Sales Volume	\$10,580,996	\$3,383,549	+212.7%	\$20,868,102	\$18,838,849	+10.8%
Average Sales Price	\$440,875	\$260,273	+69.4%	\$331,240	\$294,357	+12.5%
Median Sales Price	\$394,500	\$235,000	+67.9%	\$303,794	\$251,386	+20.8%

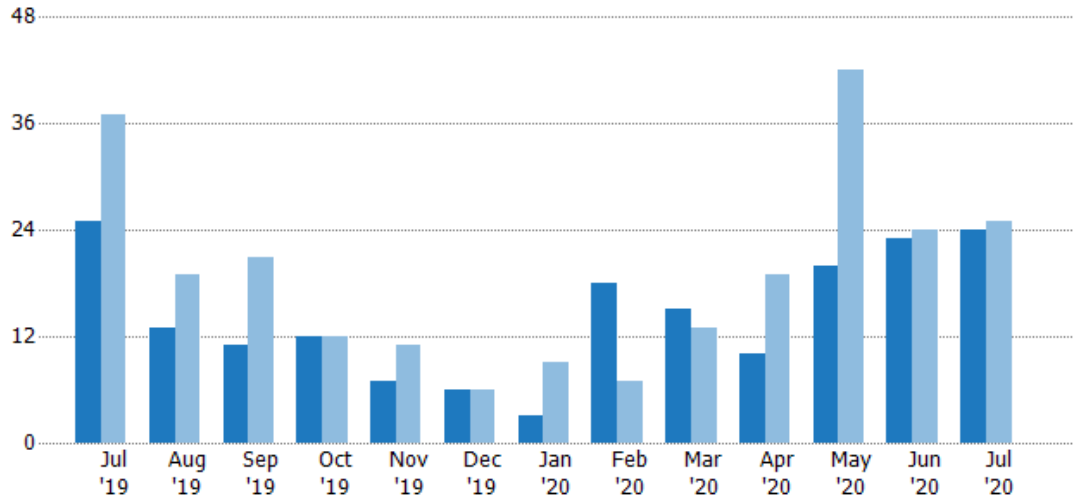
New Listings

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.
Jul '20	24	-4%
Jul '19	25	-32.4%
Jul '18	37	-73%



Current Year	25	13	11	12	7	6	3	18	15	10	20	23	24
Prior Year	37	19	21	12	11	6	9	7	13	19	42	24	25
Percent Change from Prior Year	-32%	-32%	-48%	0%	-36%	0%	-67%	157%	15%	-47%	-52%	-4%	-4%

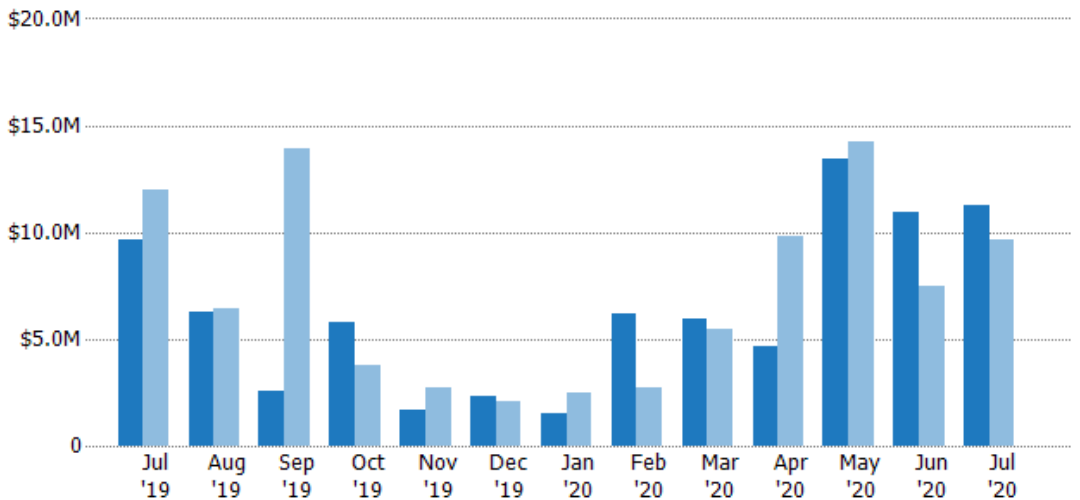
New Listing Volume

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.
Jul '20	\$11.3M	17%
Jul '19	\$9.62M	-19.7%
Jul '18	\$12M	-47.5%



Current Year	\$9.62M	\$6.27M	\$2.59M	\$5.78M	\$1.64M	\$2.3M	\$1.5M	\$6.2M	\$5.94M	\$4.69M	\$13.4M	\$10.9M	\$11.3M
Prior Year	\$12M	\$6.41M	\$13.9M	\$3.8M	\$2.73M	\$2.1M	\$2.51M	\$2.74M	\$5.44M	\$9.8M	\$14.3M	\$7.51M	\$9.62M
Percent Change from Prior Year	-20%	-2%	-81%	52%	-40%	10%	-40%	126%	9%	-52%	-6%	46%	17%

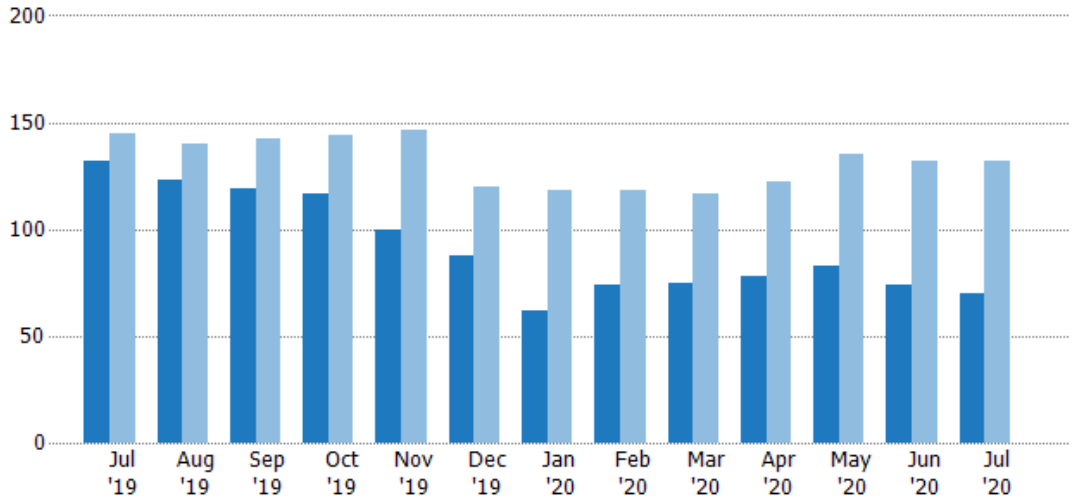
Active Listings

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.
Jul '20	70	-47%
Jul '19	132	-9%
Jul '18	145	6.9%



Current Year	132	123	119	117	100	88	62	74	75	78	83	74	70
Prior Year	145	140	142	144	146	120	118	118	117	122	135	132	132
Percent Change from Prior Year	-9%	-12%	-16%	-19%	-32%	-27%	-47%	-37%	-36%	-36%	-39%	-44%	-47%

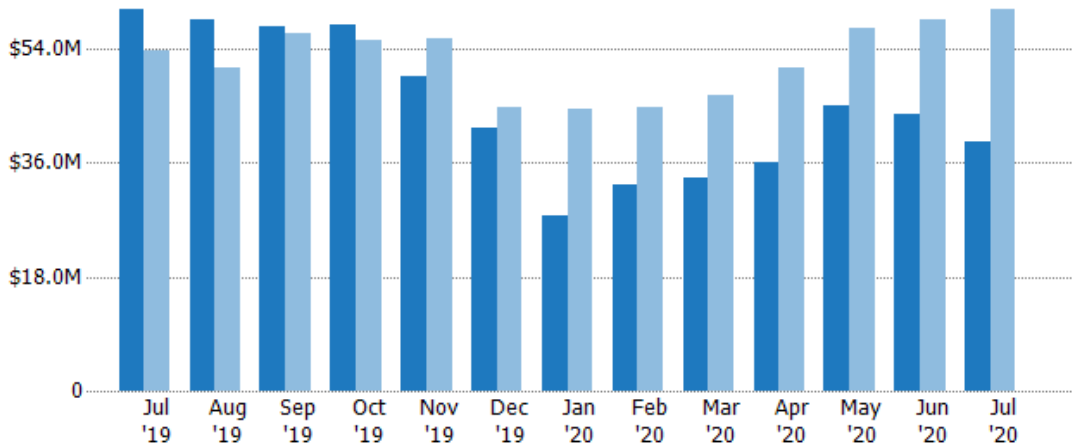
Active Listing Volume

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.
Jul '20	\$39.4M	-34.6%
Jul '19	\$60.2M	12.1%
Jul '18	\$53.7M	11.2%



Current Year	\$60.2M	\$58.6M	\$57.6M	\$57.9M	\$49.5M	\$41.6M	\$27.7M	\$32.4M	\$33.7M	\$36M	\$45M	\$43.7M	\$39.4M
Prior Year	\$53.7M	\$51.1M	\$56.5M	\$55.3M	\$55.5M	\$44.9M	\$44.4M	\$44.9M	\$46.6M	\$51M	\$57.3M	\$58.6M	\$60.2M
Percent Change from Prior Year	12%	15%	2%	5%	-11%	-7%	-38%	-28%	-28%	-29%	-21%	-25%	-35%

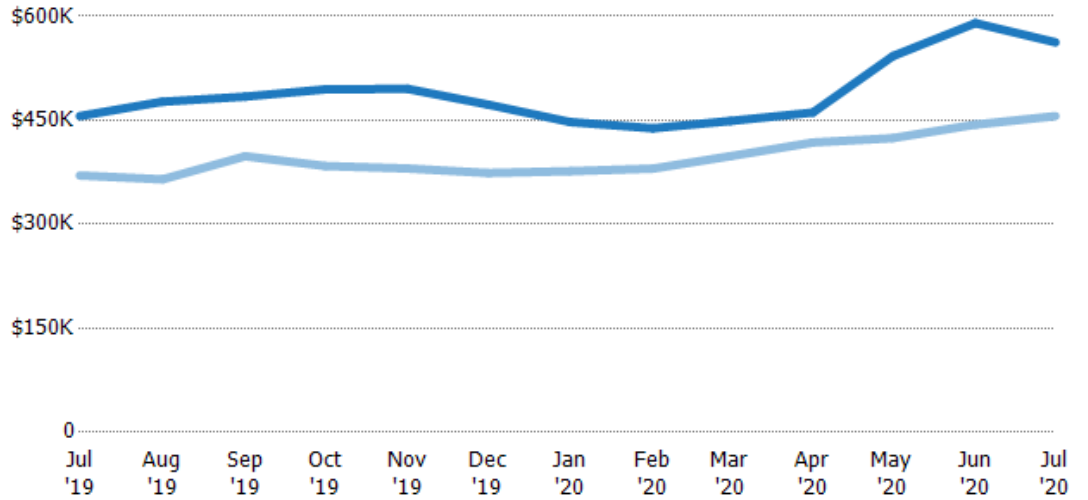
Average Listing Price

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.
Jul '20	\$562K	23.4%
Jul '19	\$456K	23.1%
Jul '18	\$370K	4.1%



Current Year	\$456K	\$477K	\$484K	\$495K	\$495K	\$473K	\$448K	\$438K	\$449K	\$461K	\$542K	\$590K	\$562K
Prior Year	\$370K	\$365K	\$398K	\$384K	\$380K	\$374K	\$377K	\$380K	\$398K	\$418K	\$424K	\$444K	\$456K
Percent Change from Prior Year	23%	31%	22%	29%	30%	26%	19%	15%	13%	10%	28%	33%	23%

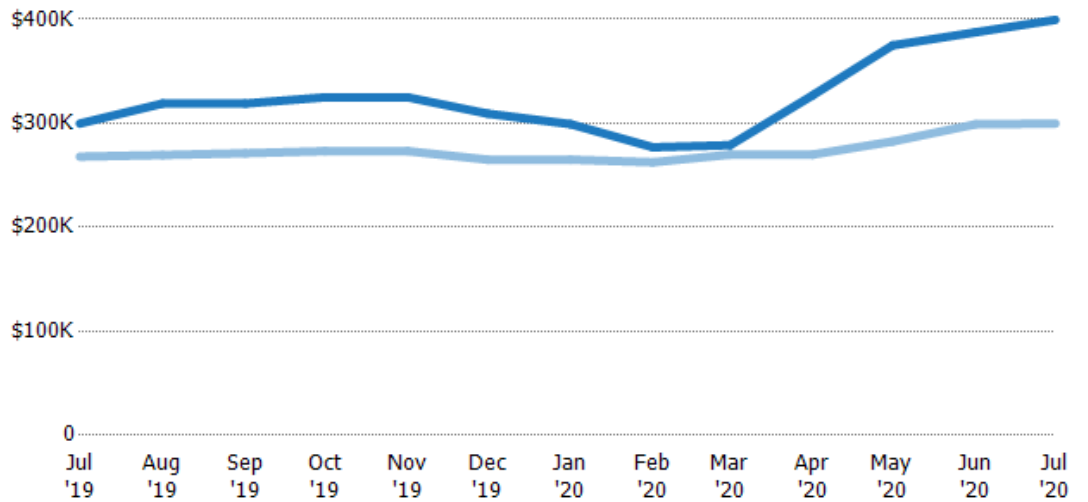
Median Listing Price

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.
Jul '20	\$399K	33.3%
Jul '19	\$300K	11.9%
Jul '18	\$268K	0.7%



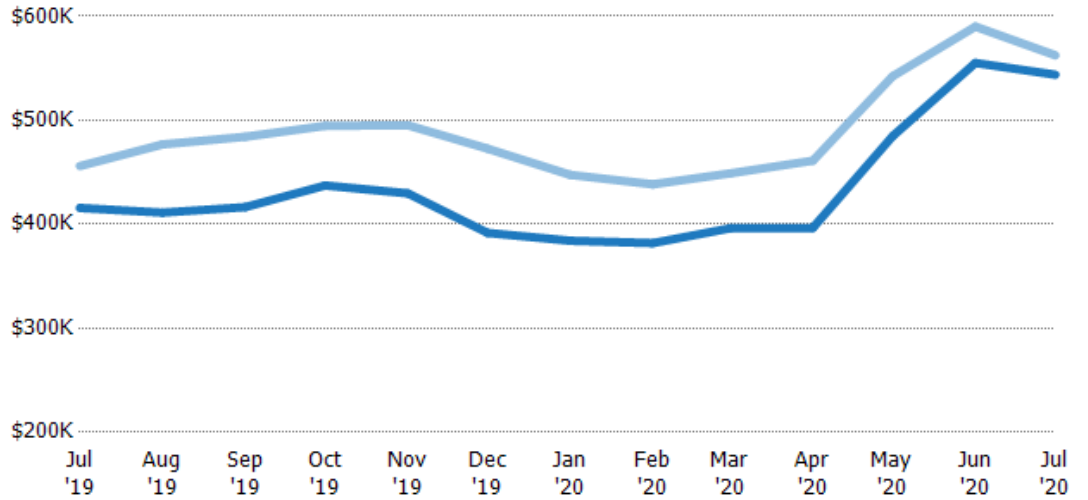
Current Year	\$300K	\$319K	\$319K	\$325K	\$325K	\$309K	\$299K	\$277K	\$279K	\$327K	\$375K	\$387K	\$399K
Prior Year	\$268K	\$269K	\$271K	\$273K	\$273K	\$265K	\$265K	\$263K	\$270K	\$270K	\$283K	\$299K	\$300K
Percent Change from Prior Year	12%	18%	18%	19%	19%	17%	13%	6%	3%	21%	33%	30%	33%

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

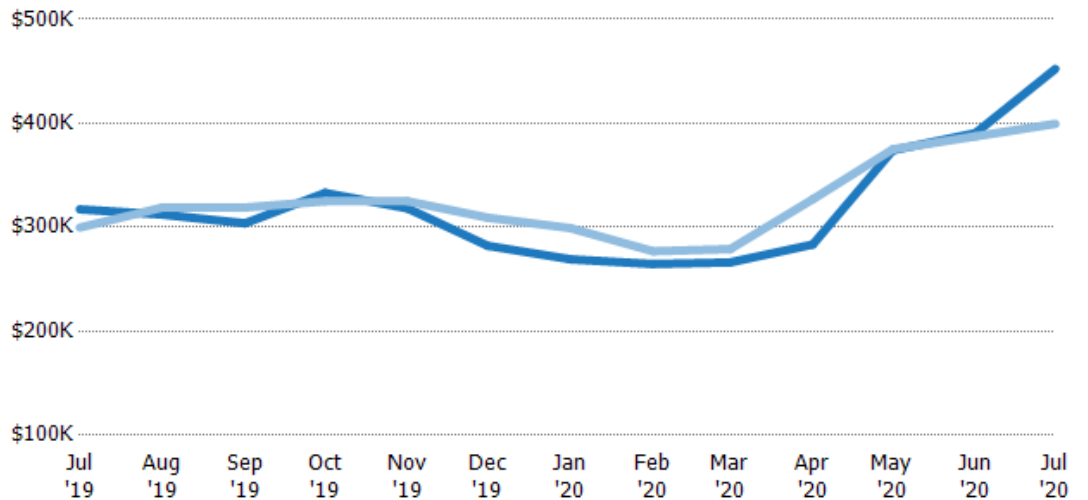


Median Listing Price vs Median Est Value

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



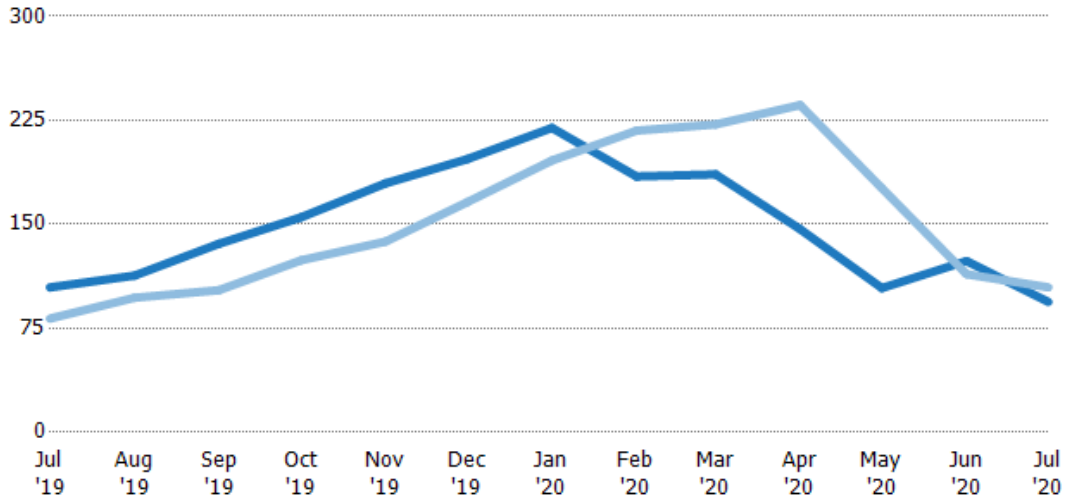
Median Days in RPR

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.
Jul '20	94	-10%
Jul '19	105	27.4%
Jul '18	82	42.7%



Current Year	105	113	136	155	180	197	220	185	186	147	104	124	94
Prior Year	82	97	103	124	138	166	196	218	222	236	176	114	105
Percent Change from Prior Year	27%	16%	33%	25%	31%	19%	12%	-15%	-16%	-38%	-41%	8%	-10%

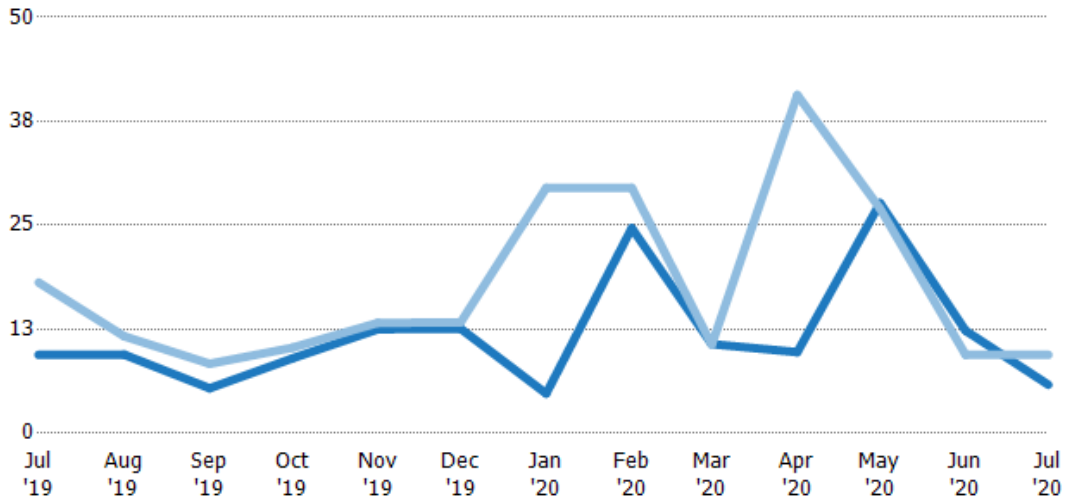
Months of Inventory

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.
Jul '20	5.83	-38.1%
Jul '19	9.43	-48%
Jul '18	18.1	-34.2%



Current Year	9.43	9.46	5.41	9	12.5	12.6	4.77	24.7	10.7	9.75	27.7	12.3	5.83
Prior Year	18.1	11.7	8.35	10.3	13.3	13.3	29.5	29.5	10.6	40.7	27	9.43	9.43
Percent Change from Prior Year	-48%	-19%	-35%	-12%	-6%	-6%	-84%	-16%	1%	-76%	2%	31%	-38%

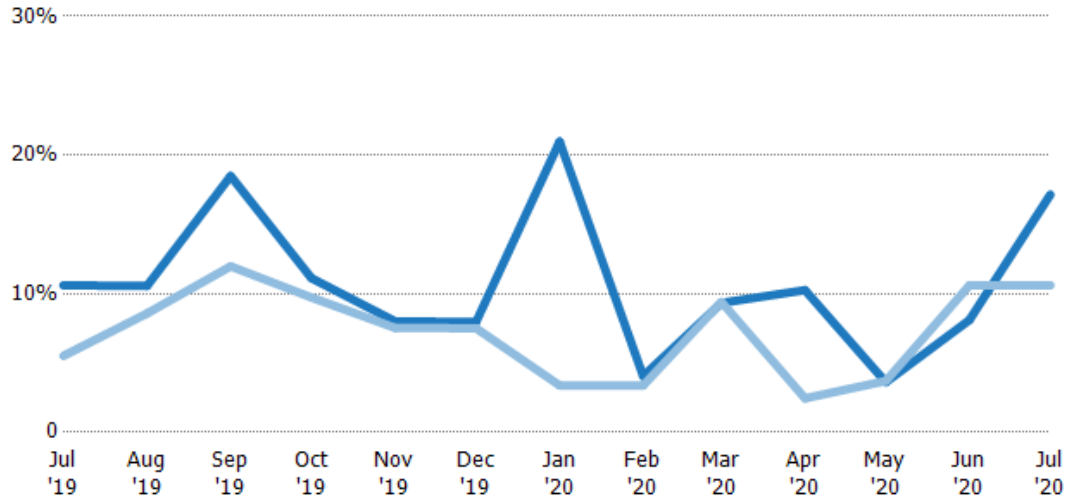
Absorption Rate

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.
Jul '20	17%	-6.5%
Jul '19	11%	-5.1%
Jul '18	6%	52.1%



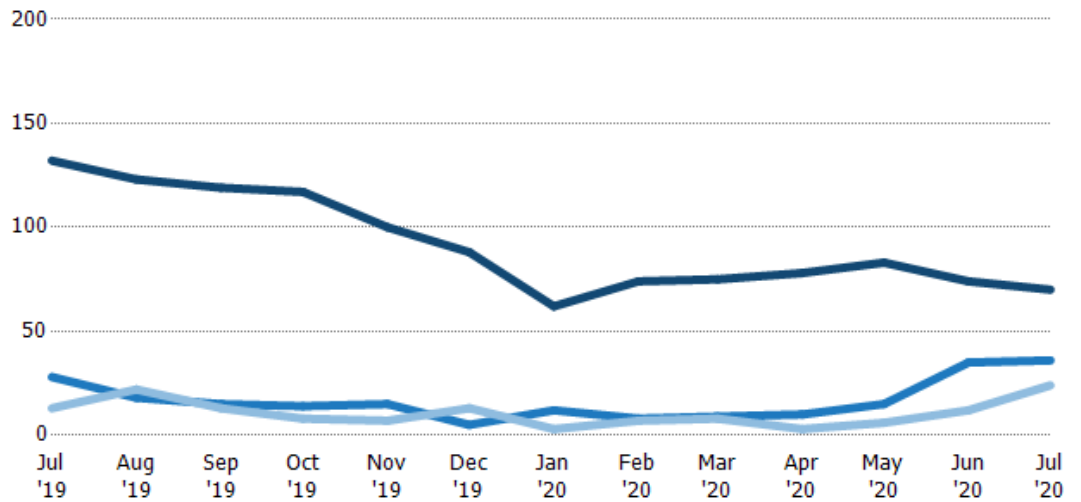
Current Year	11%	11%	18%	11%	8%	8%	21%	4%	9%	10%	4%	8%	17%
Prior Year	6%	9%	12%	10%	8%	8%	3%	3%	9%	2%	4%	11%	11%
Change from Prior Year	-5%	-2%	-7%	-1%	0%	0%	-18%	-1%	0%	-8%	0%	3%	-7%

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	132	123	119	117	100	88	62	74	75	78	83	74	70
Pending	28	18	15	14	15	5	12	8	9	10	15	35	36
Sold	13	22	13	8	7	13	3	7	8	3	6	12	24

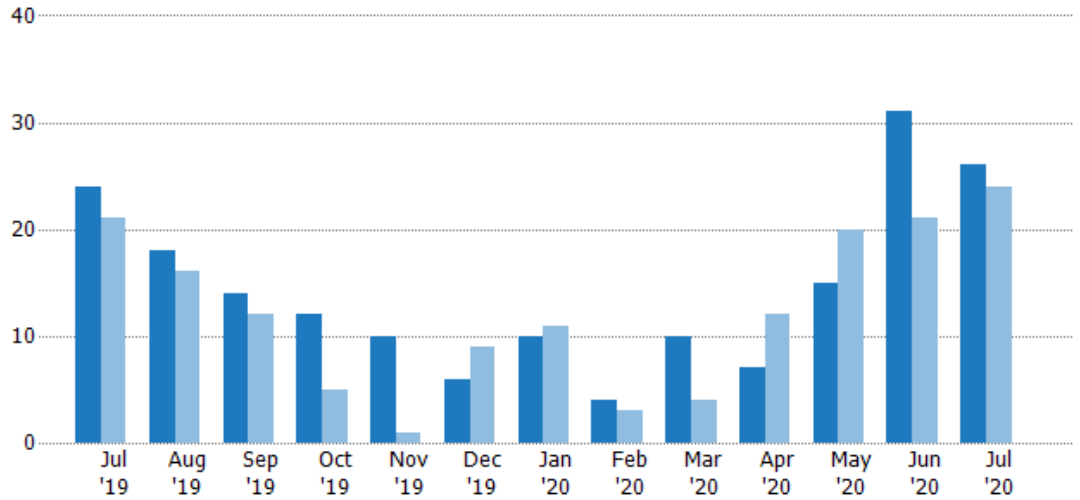
New Pending Sales

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.
Jul '20	26	8.3%
Jul '19	24	14.3%
Jul '18	21	-9.5%



Current Year	24	18	14	12	10	6	10	4	10	7	15	31	26
Prior Year	21	16	12	5	1	9	11	3	4	12	20	21	24
Percent Change from Prior Year	14%	13%	17%	140%	900%	-33%	-9%	33%	150%	-42%	-25%	48%	8%

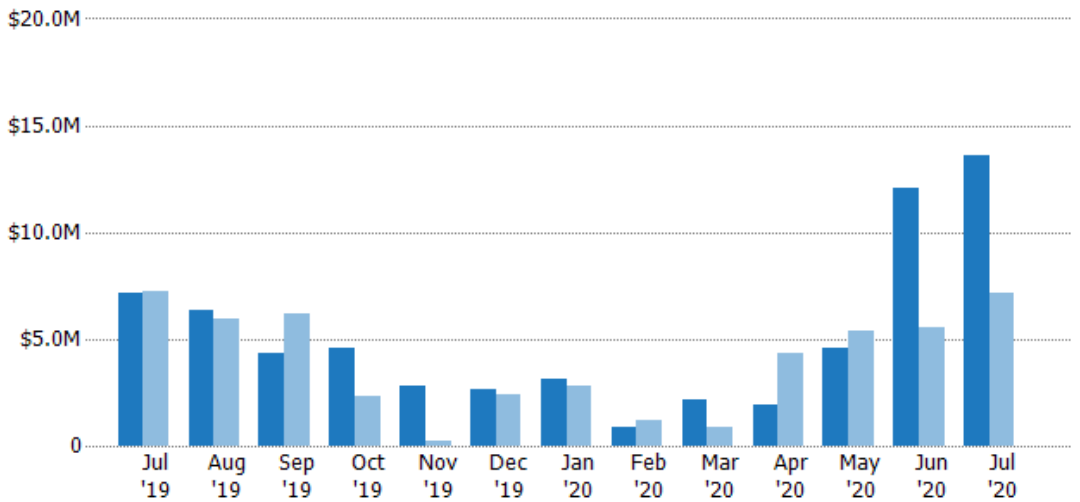
New Pending Sales Volume

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.
Jul '20	\$13.6M	90.1%
Jul '19	\$7.16M	-1.1%
Jul '18	\$7.24M	-40.2%



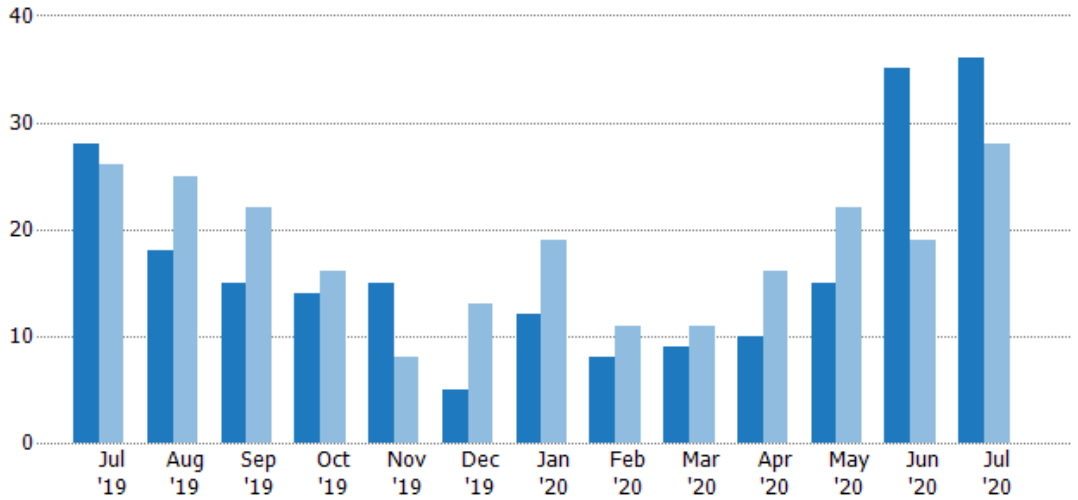
Current Year	\$7.16M	\$6.36M	\$4.3M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$13.6M
Prior Year	\$7.24M	\$5.98M	\$6.2M	\$2.29M	\$230K	\$2.43M	\$2.8M	\$1.21M	\$895K	\$4.36M	\$5.35M	\$5.57M	\$7.16M
Percent Change from Prior Year	-1%	6%	-31%	101%	1,130%	8%	11%	-29%	142%	-55%	-14%	117%	90%

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



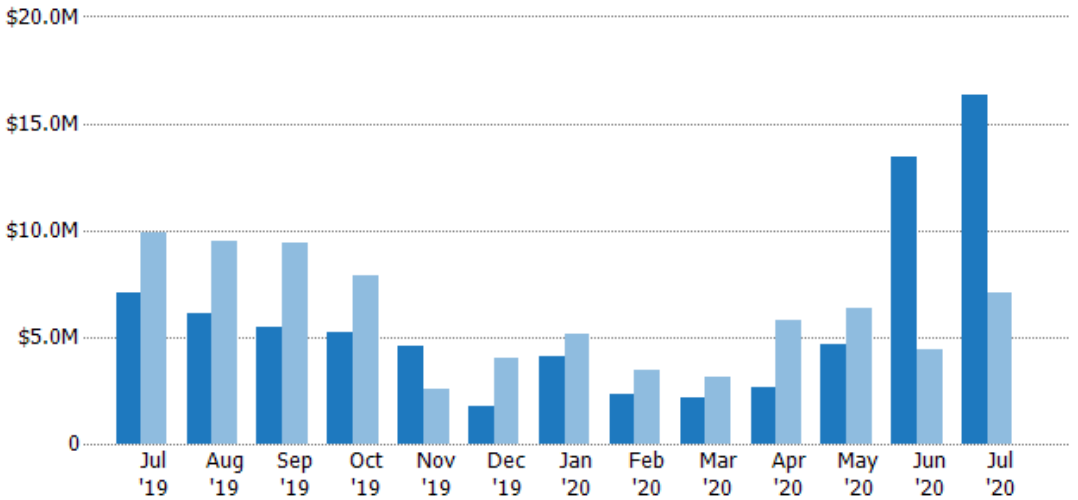
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	28	18	15	14	15	5	12	8	9	10	15	35	36
Prior Year	26	25	22	16	8	13	19	11	11	16	22	19	28
Percent Change from Prior Year	8%	-28%	-32%	-13%	88%	-62%	-37%	-27%	-18%	-38%	-32%	84%	29%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$7.03M	\$6.14M	\$5.48M	\$5.23M	\$4.6M	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$2.64M	\$4.68M	\$13.5M	\$16.3M
Prior Year	\$9.92M	\$9.48M	\$9.43M	\$7.85M	\$2.58M	\$4M	\$5.1M	\$3.47M	\$3.13M	\$5.8M	\$6.35M	\$4.4M	\$7.03M
Percent Change from Prior Year	-29%	-35%	-42%	-33%	78%	-55%	-19%	-34%	-30%	-54%	-26%	206%	132%

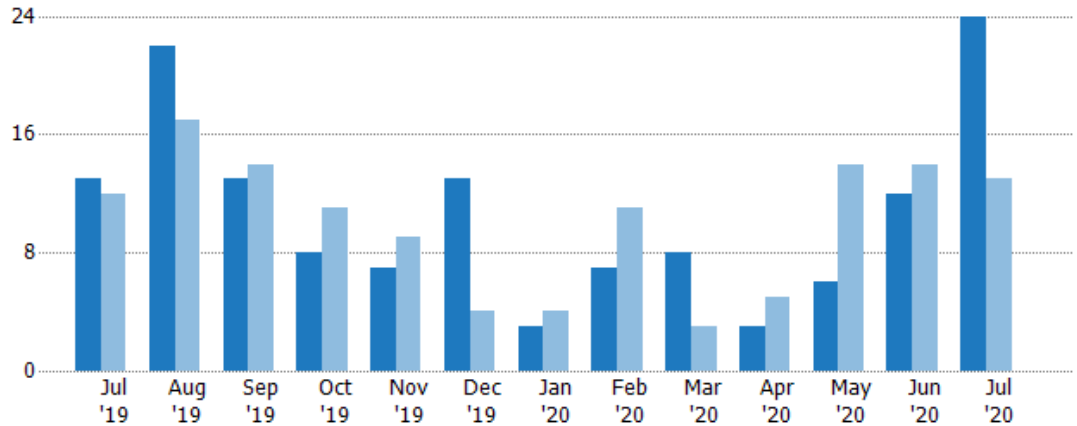
Closed Sales

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.
Jul '20	24	84.6%
Jul '19	13	8.3%
Jul '18	12	0%



Current Year	13	22	13	8	7	13	3	7	8	3	6	12	24
Prior Year	12	17	14	11	9	4	4	11	3	5	14	14	13
Percent Change from Prior Year	8%	29%	-7%	-27%	-22%	225%	-25%	-36%	167%	-40%	-57%	-14%	85%

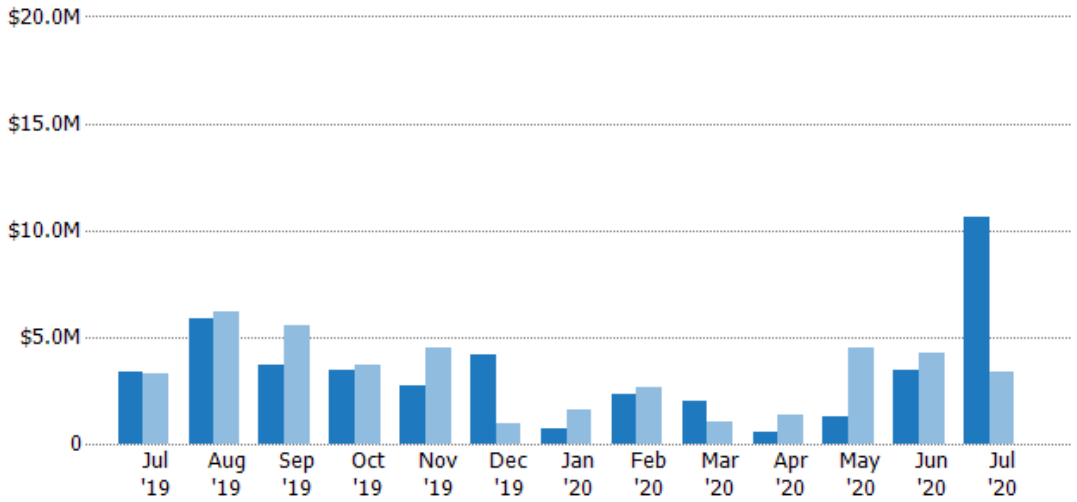
Closed Sales Volume

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.
Jul '20	\$10.6M	212.7%
Jul '19	\$3.38M	2.8%
Jul '18	\$3.29M	-2.6%



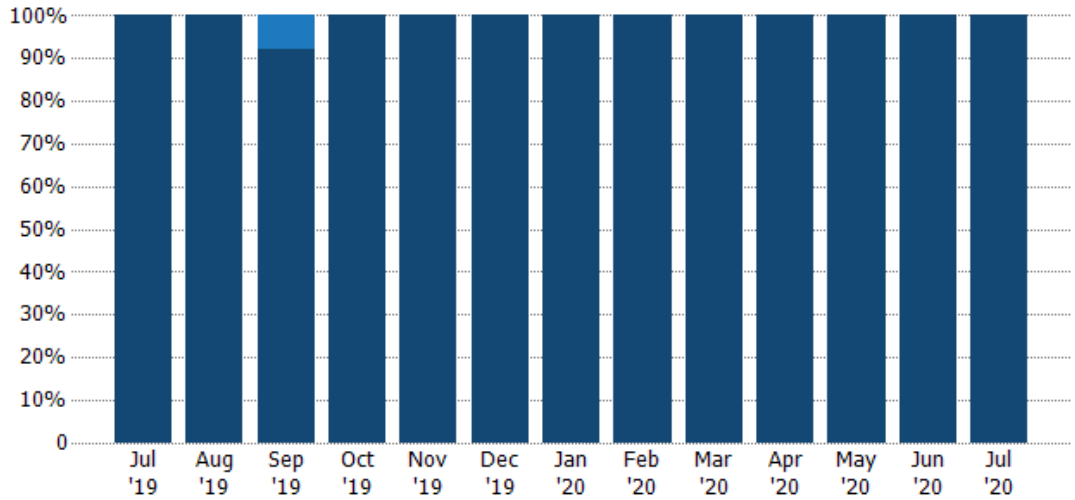
Current Year	\$3.38M	\$5.9M	\$3.66M	\$3.44M	\$2.74M	\$4.16M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M	\$3.44M	\$10.6M
Prior Year	\$3.29M	\$6.21M	\$5.57M	\$3.66M	\$4.51M	\$920K	\$1.61M	\$2.68M	\$1.07M	\$1.34M	\$4.48M	\$4.27M	\$3.38M
Percent Change from Prior Year	3%	-5%	-34%	-6%	-39%	352%	-55%	-14%	86%	-57%	-72%	-20%	213%

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%	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	92%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

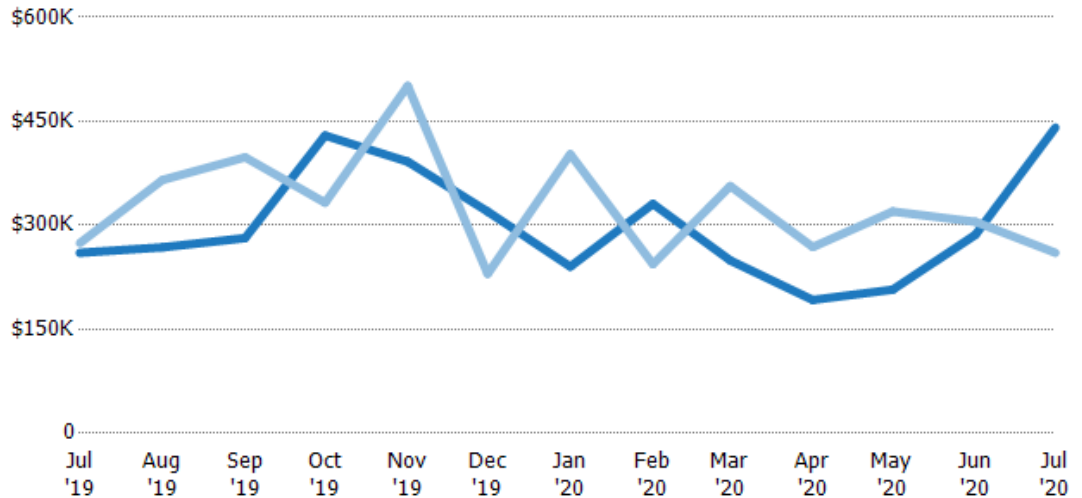
Average Sales Price

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.
Jul '20	\$441K	69.4%
Jul '19	\$260K	-5.1%
Jul '18	\$274K	-2.6%



Current Year	\$260K	\$268K	\$282K	\$430K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K
Prior Year	\$274K	\$365K	\$398K	\$333K	\$501K	\$230K	\$403K	\$244K	\$357K	\$269K	\$320K	\$305K	\$260K
Percent Change from Prior Year	-5%	-27%	-29%	29%	-22%	39%	-40%	36%	-30%	-28%	-35%	-6%	69%

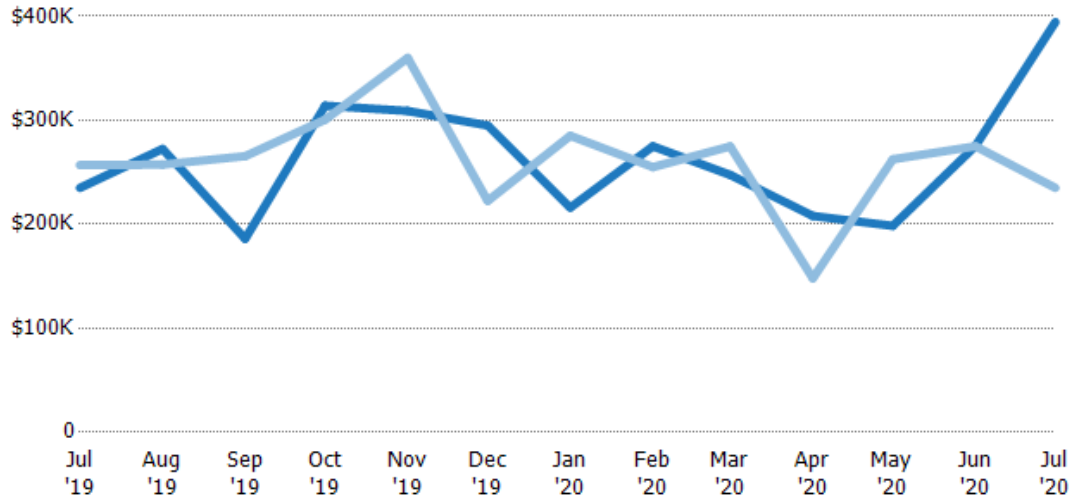
Median Sales Price

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.
Jul '20	\$395K	67.9%
Jul '19	\$235K	-8.5%
Jul '18	\$257K	-0.7%



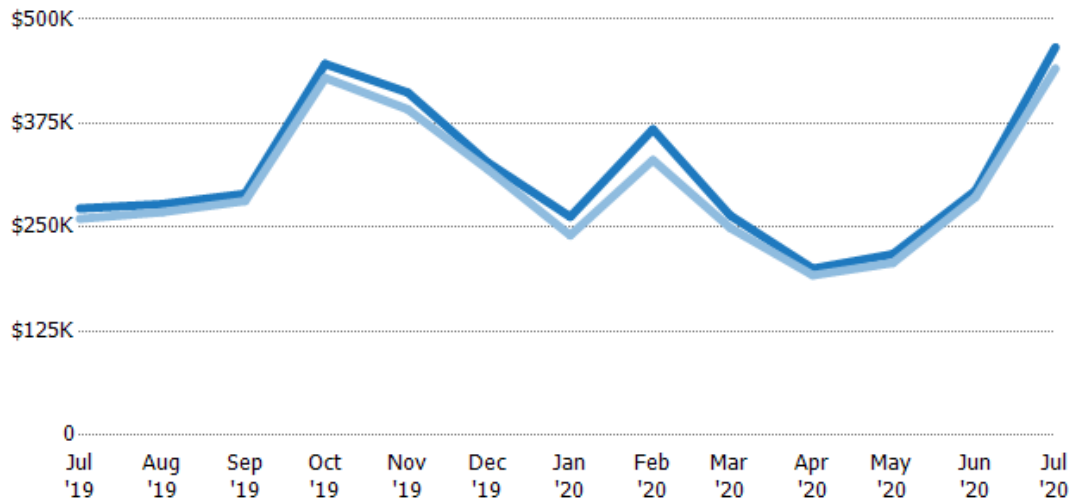
Current Year	\$235K	\$272K	\$186K	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K
Prior Year	\$257K	\$257K	\$266K	\$301K	\$360K	\$223K	\$285K	\$255K	\$275K	\$148K	\$262K	\$275K	\$235K
Percent Change from Prior Year	-9%	6%	-30%	4%	-14%	33%	-24%	8%	-10%	41%	-24%	0%	68%

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



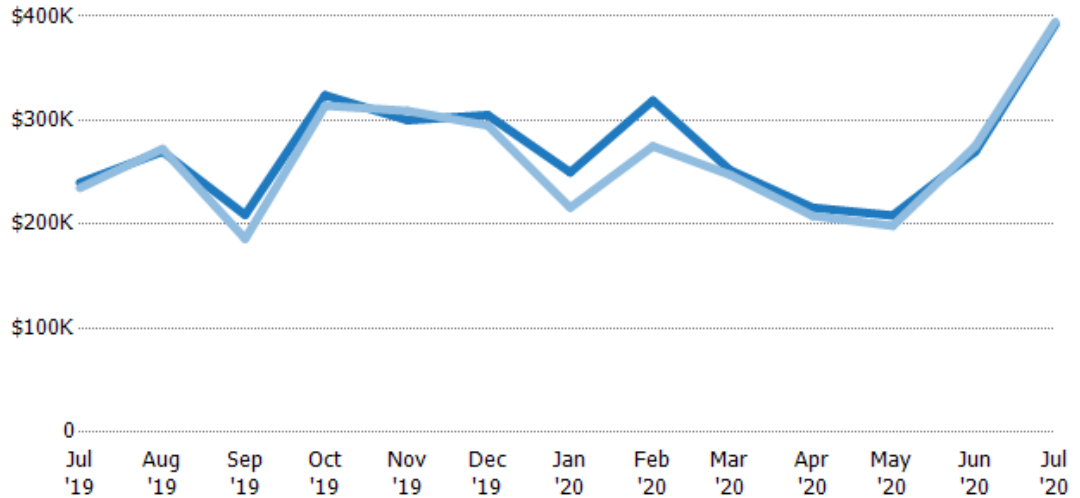
Avg List Price	\$273K	\$278K	\$290K	\$446K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K
Avg Sales Price	\$260K	\$268K	\$282K	\$430K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K
Avg Sales Price as a % of Avg List Price	95%	97%	97%	96%	95%	98%	92%	90%	94%	96%	95%	97%	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



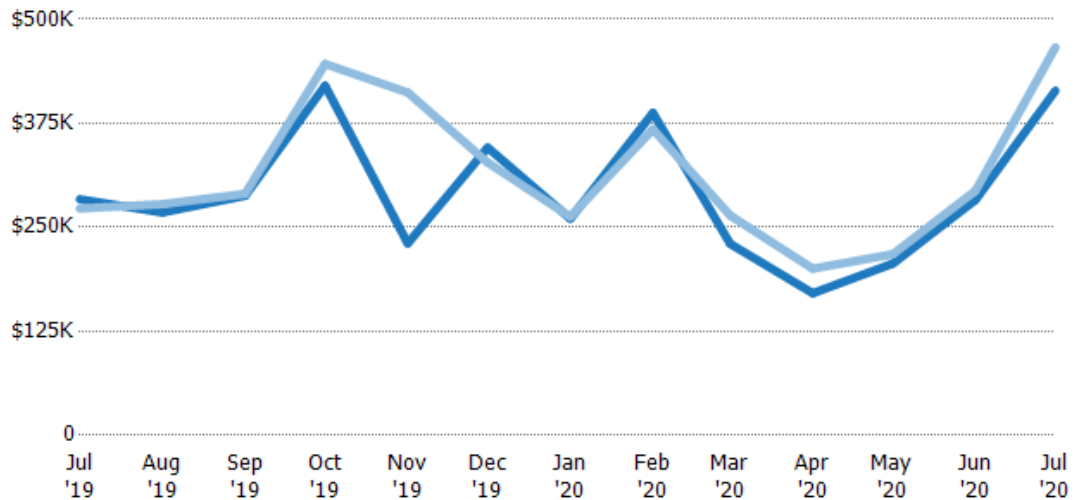
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$240K	\$270K	\$209K	\$324K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K
Median Sales Price	\$235K	\$272K	\$186K	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K
Med Sales Price as a % of Med List Price	98%	101%	89%	97%	103%	97%	86%	86%	98%	96%	95%	102%	101%

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



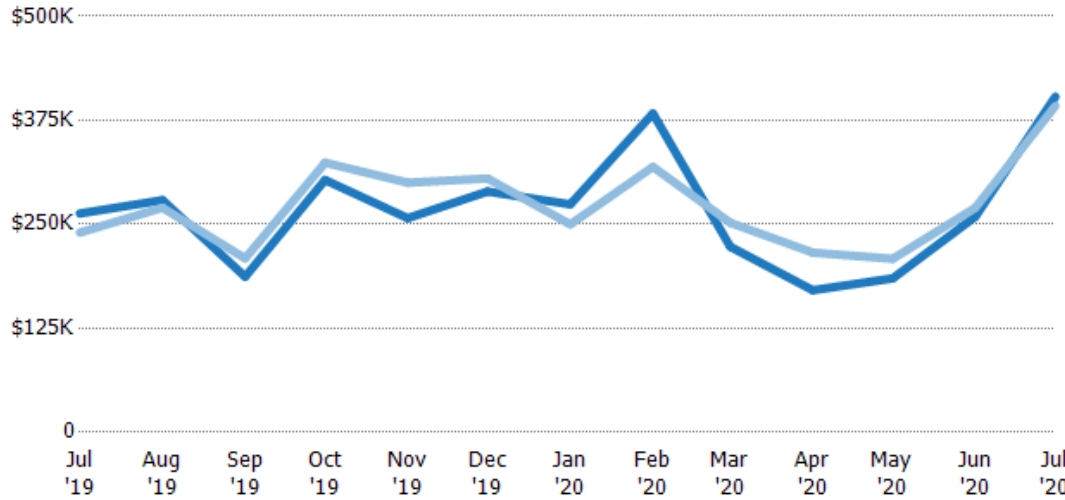
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$284K	\$268K	\$288K	\$420K	\$231K	\$346K	\$260K	\$387K	\$230K	\$171K	\$206K	\$283K	\$414K
Avg Sales Price	\$273K	\$278K	\$290K	\$446K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K
Avg Sales Price as a % of Avg Est Value	96%	104%	101%	106%	179%	95%	101%	95%	115%	117%	105%	104%	113%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$263K	\$279K	\$187K	\$303K	\$257K	\$289K	\$274K	\$383K	\$223K	\$171K	\$185K	\$259K	\$403K
Median Sales Price	\$240K	\$270K	\$209K	\$324K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K
Med Sales Price as a % of Med Est Value	91%	97%	112%	107%	117%	105%	91%	83%	113%	126%	113%	104%	97%