

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	13	+46.2%	132	152	-13.2%
New Listing Volume	\$7,983,500	\$6,268,166	+27.4%	\$61,909,662	\$58,166,927	+6.4%
Active Listing Count	60	123	-51.2%	N/A	N/A	
Active Listing Volume	\$32,223,000	\$58,644,422	-45.1%	N/A	N/A	
Average Listing Price	\$537,050	\$476,784	+12.6%	\$503,501	\$422,838	+19.1%
Median Listing Price	\$429,250	\$319,000	+34.6%	\$345,194	\$284,013	+21.5%
Median Days in RPR	100.5	113	-11.1%	122.95	150.31	-18.2%
Months of Inventory	2.5	9.5	-73.6%	6.7	13.1	-48.9%
Absorption Rate	40%	10.57%	+29.4%	14.93%	7.62%	+7.3%
Sales Activity Charts Metrics						
New Pending Sales Count	24	18	+33.3%	127	113	+12.4%
New Pending Sales Volume	\$12,622,300	\$6,357,466	+98.5%	\$50,973,967	\$33,708,109	+51.2%
Pending Sales Count	34	18	+88.9%	N/A	N/A	
Pending Sales Volume	\$18,525,700	\$6,139,866	+201.7%	N/A	N/A	
Closed Sales Count	22	22	+/-	85	86	-1.2%
Closed Sales Volume	\$7,870,950	\$5,901,300	+33.4%	\$28,739,052	\$24,740,149	+16.2%
Average Sales Price	\$357,770	\$268,241	+33.4%	\$338,106	\$287,676	+17.5%
Median Sales Price	\$240,000	\$272,450	-11.9%	\$287,282	\$256,774	+11.9%

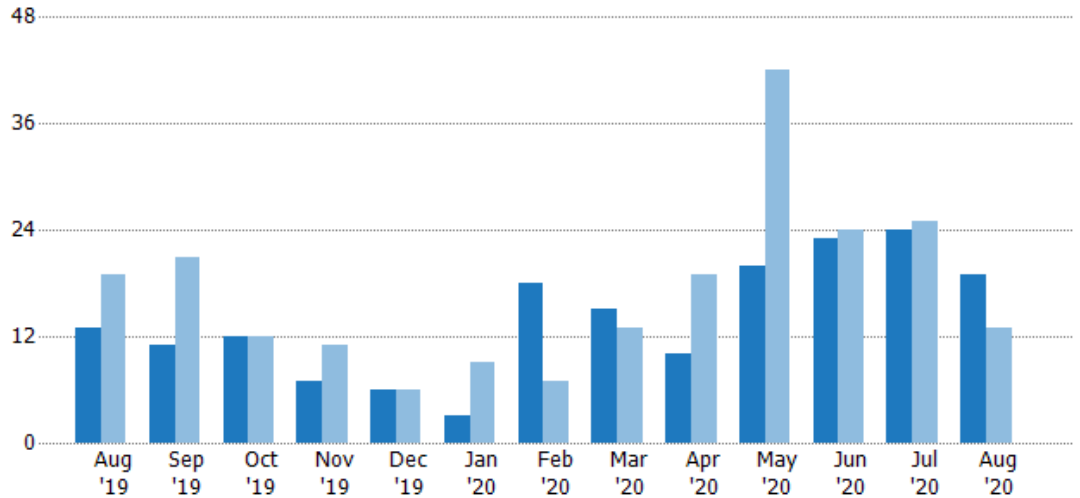
New Listings

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.
Aug '20	19	46.2%
Aug '19	13	-31.6%
Aug '18	19	10.5%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	13	11	12	7	6	3	18	15	10	20	23	24	19
Prior Year	19	21	12	11	6	9	7	13	19	42	24	25	13
Percent Change from Prior Year	-32%	-48%	0%	-36%	0%	-67%	157%	15%	-47%	-52%	-4%	-4%	46%

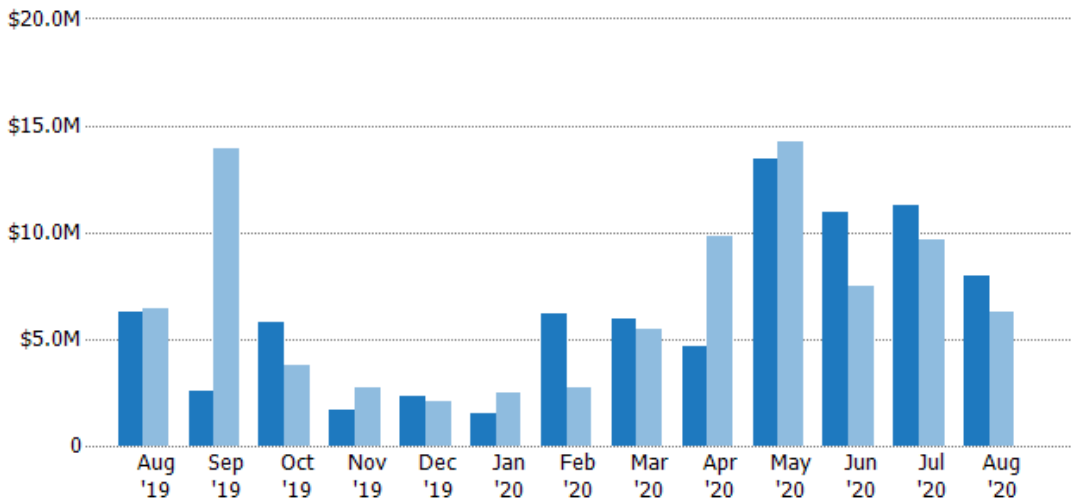
New Listing Volume

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.
Aug '20	\$7.98M	27.4%
Aug '19	\$6.27M	-2.2%
Aug '18	\$6.41M	-2.6%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$6.27M	\$2.59M	\$5.78M	\$1.64M	\$2.3M	\$1.5M	\$6.2M	\$5.94M	\$4.66M	\$13.4M	\$10.9M	\$11.3M	\$7.98M
Prior Year	\$6.41M	\$13.9M	\$3.8M	\$2.73M	\$2.1M	\$2.51M	\$2.74M	\$5.44M	\$9.8M	\$14.3M	\$7.51M	\$9.62M	\$6.27M
Percent Change from Prior Year	-2%	-81%	52%	-40%	10%	-40%	126%	9%	-52%	-6%	46%	17%	27%

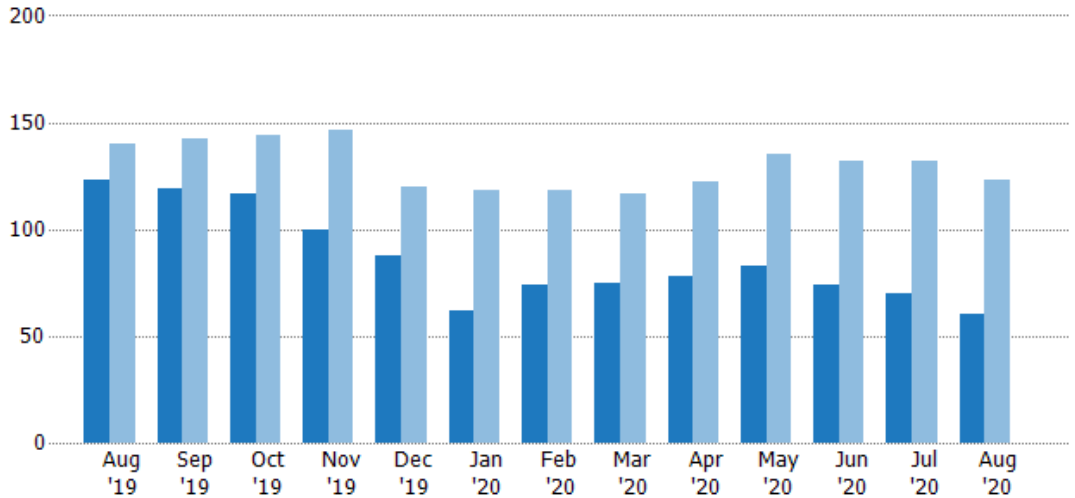
Active Listings

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.
Aug '20	60	-51.2%
Aug '19	123	-12.1%
Aug '18	140	13.6%



Current Year	123	119	117	100	88	62	74	75	78	83	74	70	60
Prior Year	140	142	144	146	120	118	118	117	122	135	132	132	123
Percent Change from Prior Year	-12%	-16%	-19%	-32%	-27%	-47%	-37%	-36%	-36%	-39%	-44%	-47%	-51%

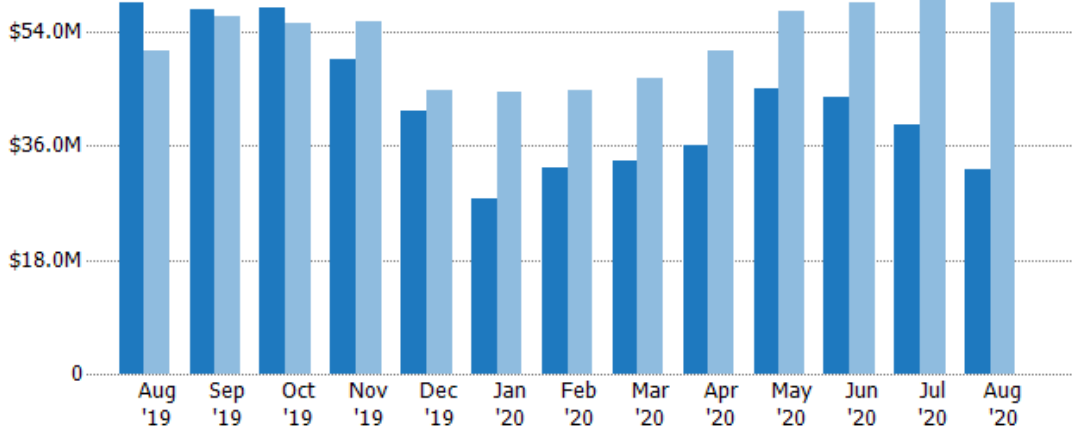
Active Listing Volume

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.
Aug '20	\$32.2M	-45.1%
Aug '19	\$58.6M	14.8%
Aug '18	\$51.1M	19.5%



Current Year	\$58.6M	\$57.6M	\$57.9M	\$49.5M	\$41.6M	\$27.7M	\$32.4M	\$33.7M	\$35.9M	\$45M	\$43.6M	\$39.3M	\$32.2M
Prior Year	\$51.1M	\$56.5M	\$55.3M	\$55.5M	\$44.9M	\$44.4M	\$44.9M	\$46.6M	\$51M	\$57.3M	\$58.6M	\$60.2M	\$58.6M
Percent Change from Prior Year	15%	2%	5%	-11%	-7%	-38%	-28%	-28%	-30%	-21%	-25%	-35%	-45%

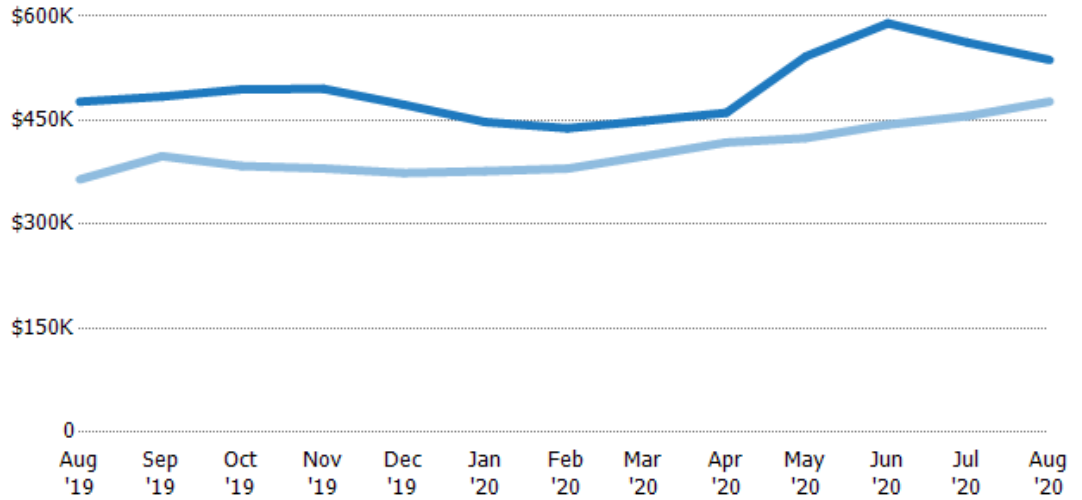
Average Listing Price

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.
Aug '20	\$537K	12.6%
Aug '19	\$477K	30.7%
Aug '18	\$365K	5.2%



Current Year	\$477K	\$484K	\$495K	\$495K	\$473K	\$448K	\$438K	\$449K	\$461K	\$542K	\$590K	\$562K	\$537K
Prior Year	\$365K	\$398K	\$384K	\$380K	\$374K	\$377K	\$380K	\$398K	\$418K	\$424K	\$444K	\$456K	\$477K
Percent Change from Prior Year	31%	22%	29%	30%	26%	19%	15%	13%	10%	28%	33%	23%	13%

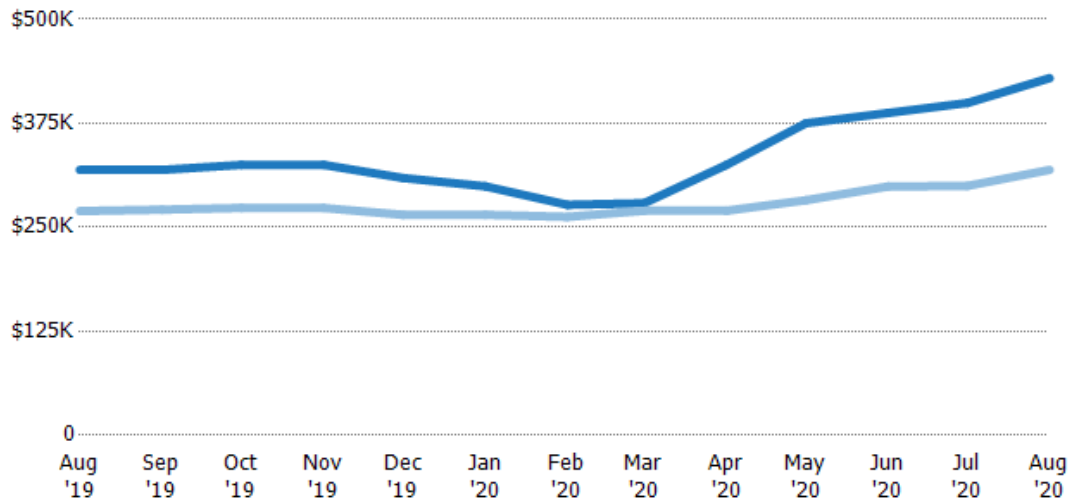
Median Listing Price

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.
Aug '20	\$429K	34.6%
Aug '19	\$319K	18.4%
Aug '18	\$269K	0.9%



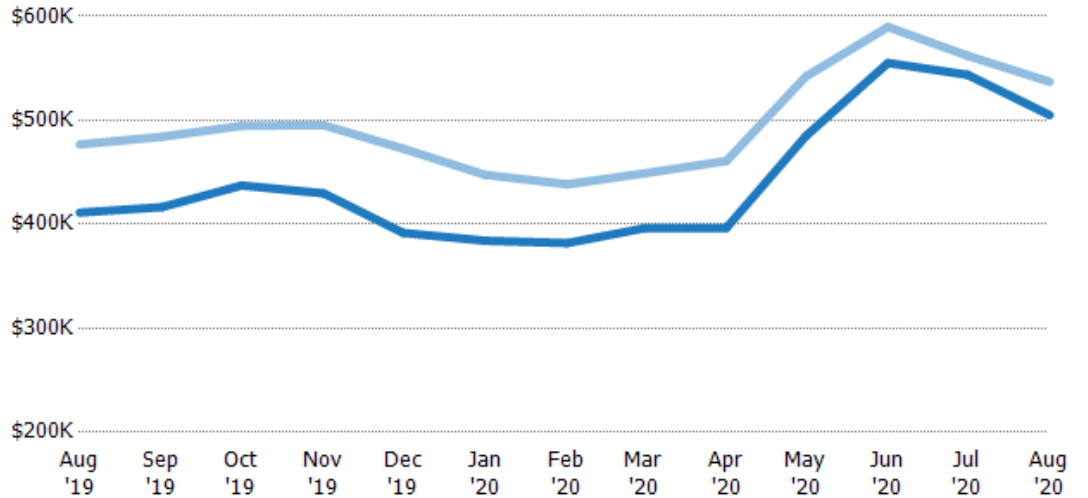
Current Year	\$319K	\$319K	\$325K	\$325K	\$309K	\$299K	\$277K	\$279K	\$325K	\$375K	\$387K	\$399K	\$429K
Prior Year	\$269K	\$271K	\$273K	\$273K	\$265K	\$265K	\$263K	\$270K	\$270K	\$283K	\$299K	\$300K	\$319K
Percent Change from Prior Year	18%	18%	19%	19%	17%	13%	6%	3%	20%	33%	30%	33%	35%

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



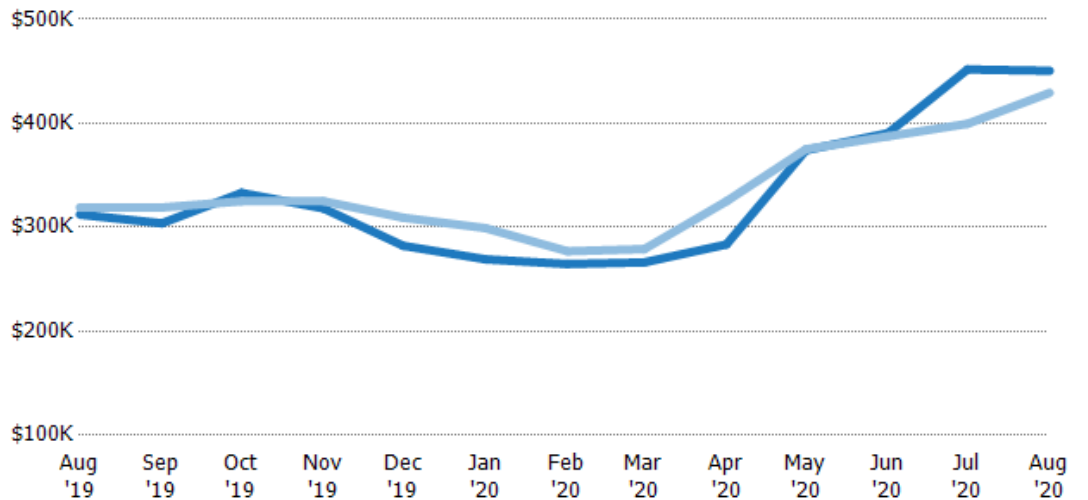
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$411K	\$416K	\$437K	\$430K	\$392K	\$384K	\$382K	\$396K	\$397K	\$485K	\$555K	\$544K	\$505K
Avg Listing Price	\$477K	\$484K	\$495K	\$495K	\$473K	\$448K	\$438K	\$449K	\$461K	\$542K	\$590K	\$562K	\$537K
Avg Listing Price as a % of Avg Est Value	116%	116%	113%	115%	121%	116%	115%	113%	116%	112%	106%	103%	106%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$312K	\$304K	\$333K	\$318K	\$282K	\$269K	\$265K	\$266K	\$283K	\$374K	\$391K	\$452K	\$450K
Median Listing Price	\$319K	\$319K	\$325K	\$325K	\$309K	\$299K	\$277K	\$279K	\$325K	\$375K	\$387K	\$399K	\$429K
Med Listing Price as a % of Med Est Value	102%	105%	98%	102%	110%	111%	105%	105%	115%	100%	99%	88%	95%

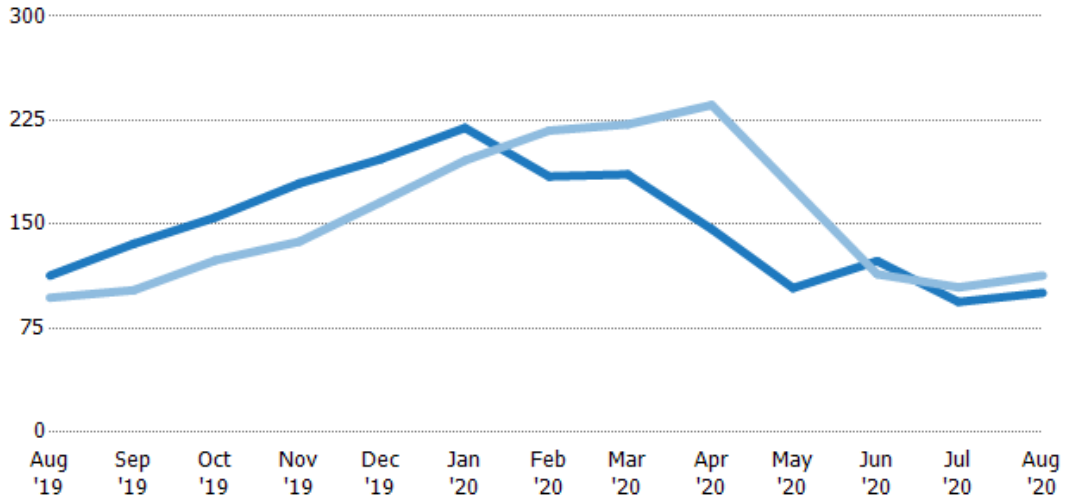
Median Days in RPR

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

Month/ Year	Days	% Chg.
Aug '20	101	-11.1%
Aug '19	113	16.5%
Aug '18	97	37.1%



Current Year	113	136	155	180	197	220	185	186	147	104	124	94	101
Prior Year	97	103	124	138	166	196	218	222	236	176	114	105	113
Percent Change from Prior Year	16%	33%	25%	31%	19%	12%	-15%	-16%	-38%	-41%	8%	-10%	-11%

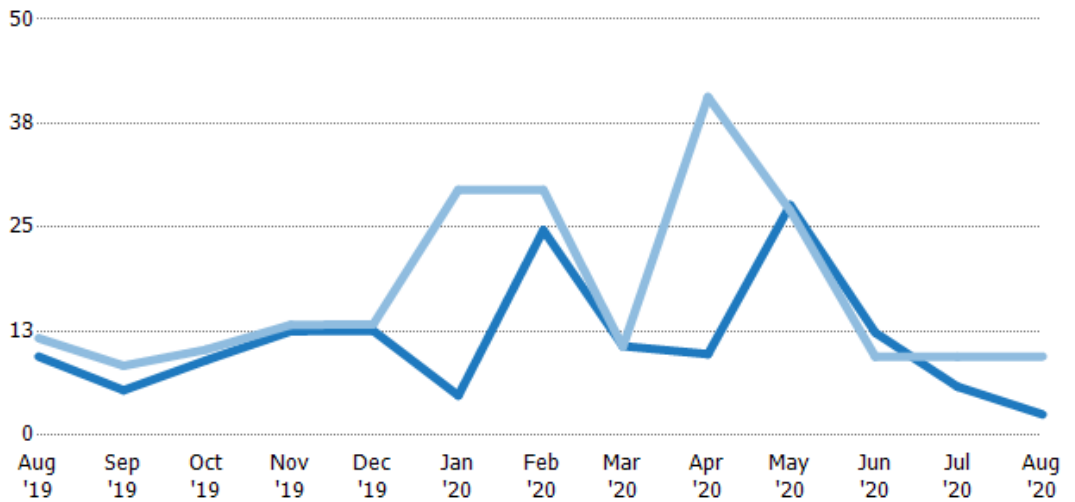
Months of Inventory

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.
Aug '20	2.5	-73.6%
Aug '19	9.46	-18.9%
Aug '18	11.7	13.6%



Current Year	9.46	5.41	9	12.5	12.6	4.77	24.7	10.7	9.75	27.7	12.3	5.83	2.5
Prior Year	11.7	8.35	10.3	13.3	13.3	29.5	29.5	10.6	40.7	27	9.43	9.43	9.46
Percent Change from Prior Year	-19%	-35%	-12%	-6%	-6%	-84%	-16%	1%	-76%	2%	31%	-38%	-74%

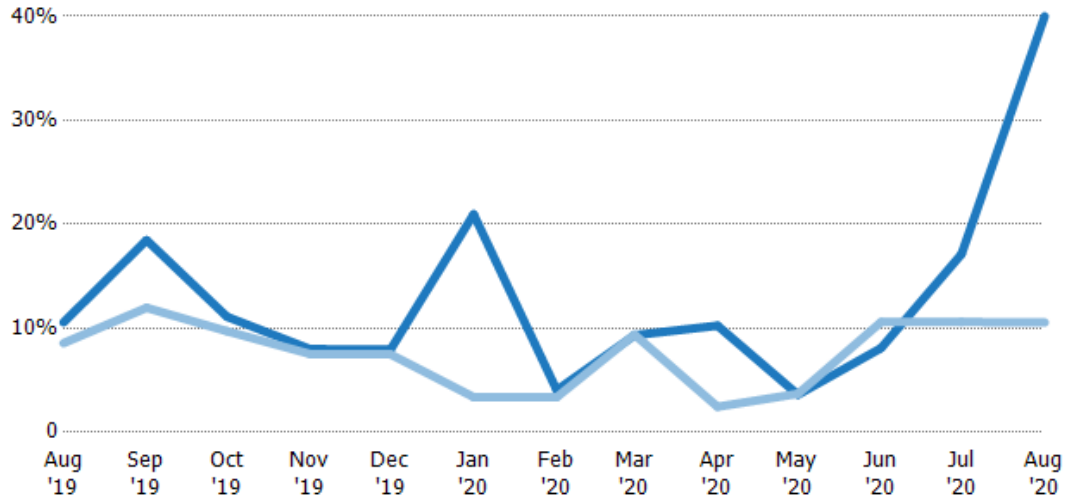
Absorption Rate

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.
Aug '20	40%	-29.4%
Aug '19	11%	-2%
Aug '18	9%	-12%



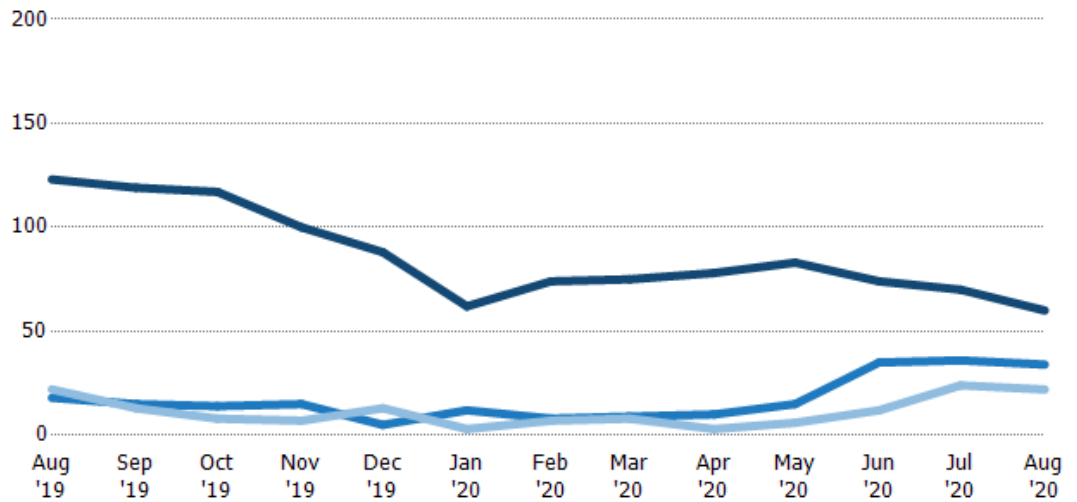
Current Year	11%	18%	11%	8%	8%	21%	4%	9%	10%	4%	8%	17%	40%
Prior Year	9%	12%	10%	8%	8%	3%	3%	9%	2%	4%	11%	11%	11%
Change from Prior Year	-2%	-7%	-1%	0%	0%	-18%	-1%	0%	-8%	0%	3%	-7%	-29%

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



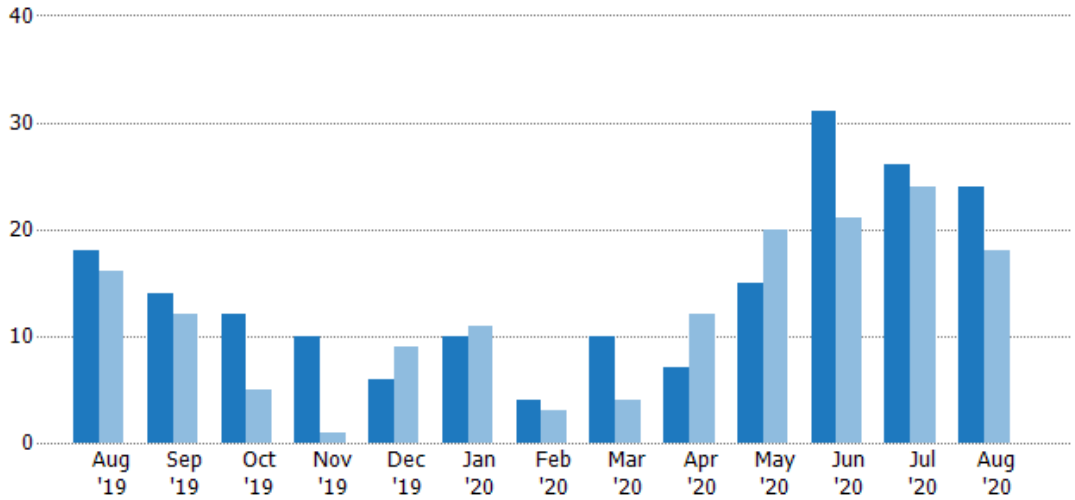
Active	123	119	117	100	88	62	74	75	78	83	74	70	60
Pending	18	15	14	15	5	12	8	9	10	15	35	36	34
Sold	22	13	8	7	13	3	7	8	3	6	12	24	22

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



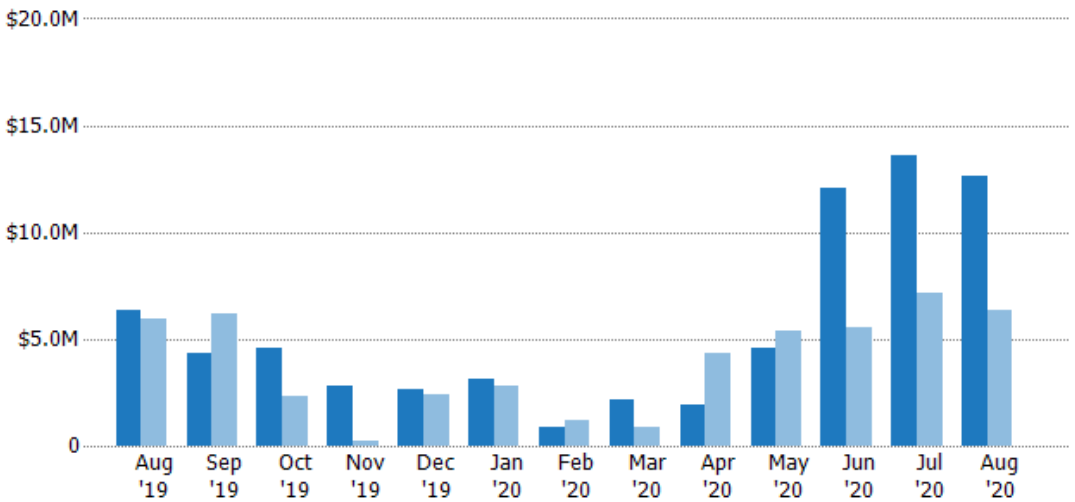
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	18	14	12	10	6	10	4	10	7	15	31	26	24
Prior Year	16	12	5	1	9	11	3	4	12	20	21	24	18
Percent Change from Prior Year	13%	17%	140%	900%	-33%	-9%	33%	150%	-42%	-25%	48%	8%	33%

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



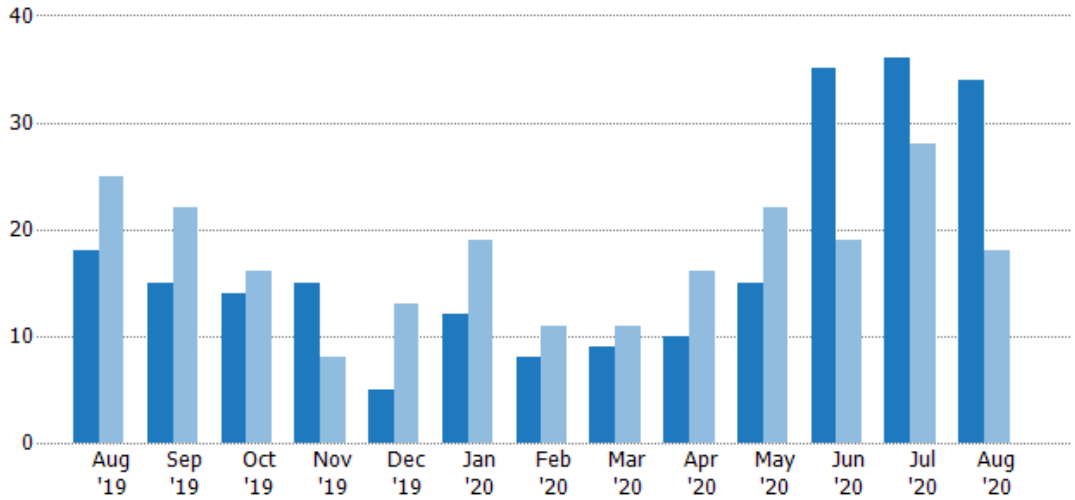
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$6.36M	\$4.3M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$13.6M	\$12.6M
Prior Year	\$5.98M	\$6.2M	\$2.29M	\$230K	\$2.43M	\$2.8M	\$1.21M	\$895K	\$4.36M	\$5.35M	\$5.57M	\$7.16M	\$6.36M
Percent Change from Prior Year	6%	-31%	101%	1,130%	8%	11%	-29%	142%	-55%	-14%	117%	90%	99%

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



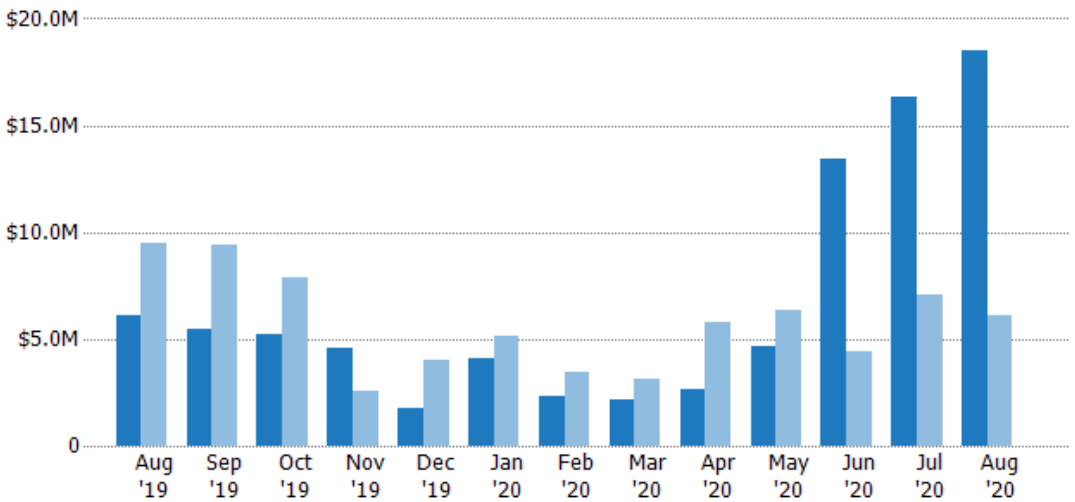
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	18	15	14	15	5	12	8	9	10	15	35	36	34
Prior Year	25	22	16	8	13	19	11	11	16	22	19	28	18
Percent Change from Prior Year	-28%	-32%	-13%	88%	-62%	-37%	-27%	-18%	-38%	-32%	84%	29%	89%

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



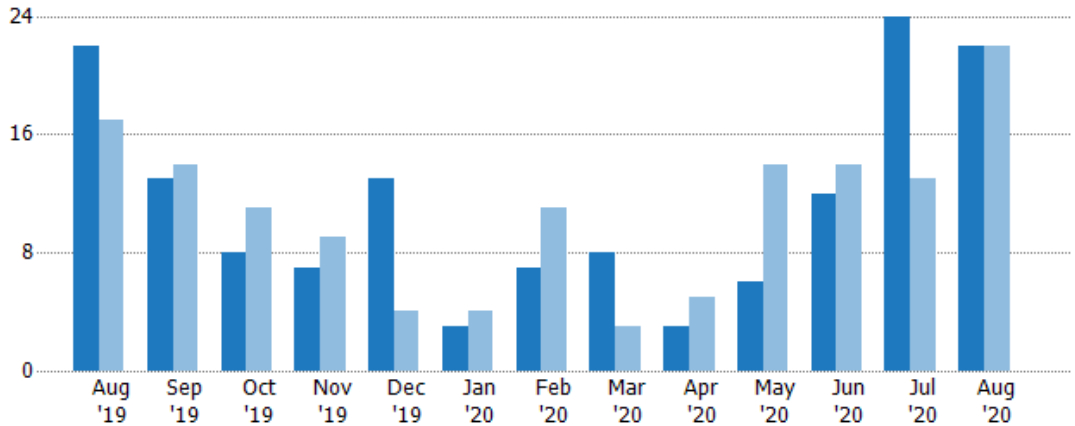
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$6.14M	\$5.48M	\$5.23M	\$4.6M	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$2.64M	\$4.68M	\$13.5M	\$16.3M	\$18.5M
Prior Year	\$9.48M	\$9.43M	\$7.85M	\$2.58M	\$4M	\$5.1M	\$3.47M	\$3.13M	\$5.8M	\$6.35M	\$4.4M	\$7.03M	\$6.14M
Percent Change from Prior Year	-35%	-42%	-33%	78%	-55%	-19%	-34%	-30%	-54%	-26%	206%	132%	202%

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



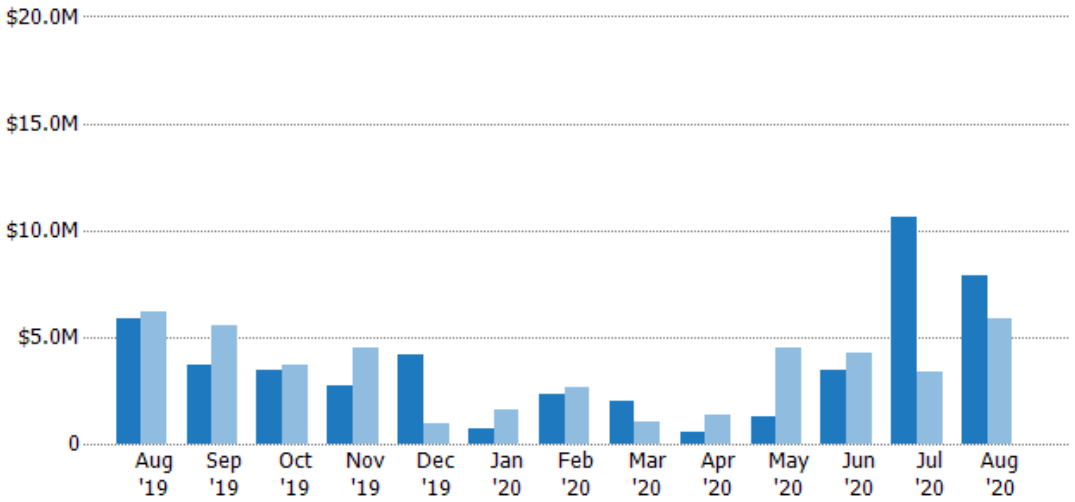
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	22	13	8	7	13	3	7	8	3	6	12	24	22
Prior Year	17	14	11	9	4	4	11	3	5	14	14	13	22
Percent Change from Prior Year	29%	-7%	-27%	-22%	225%	-25%	-36%	167%	-40%	-57%	-14%	85%	0%

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



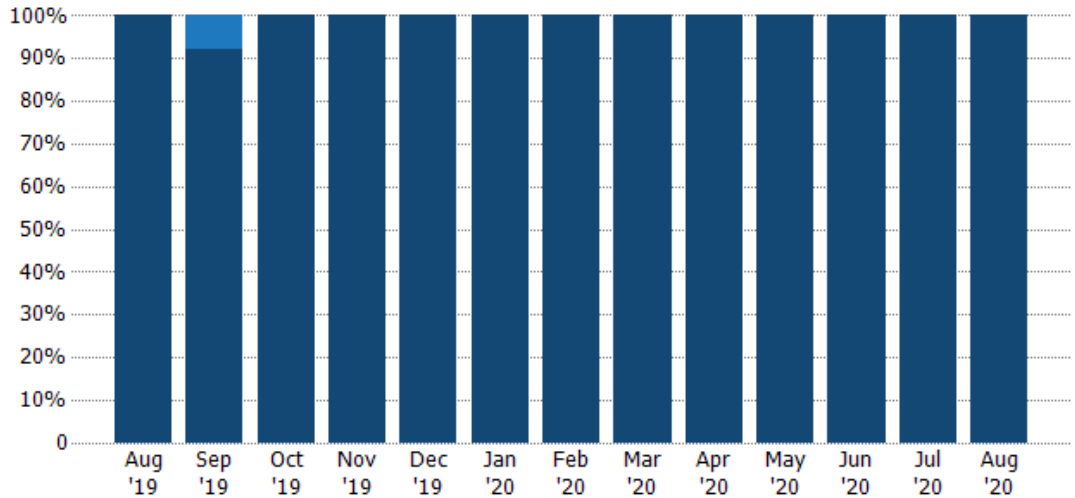
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$5.9M	\$3.66M	\$3.44M	\$2.74M	\$4.16M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M	\$3.44M	\$10.6M	\$7.87M
Prior Year	\$6.21M	\$5.57M	\$3.66M	\$4.51M	\$920K	\$1.61M	\$2.68M	\$1.07M	\$1.34M	\$4.48M	\$4.27M	\$3.38M	\$5.9M
Percent Change from Prior Year	-5%	-34%	-6%	-39%	352%	-55%	-14%	86%	-57%	-72%	-20%	213%	33%

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%	92%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

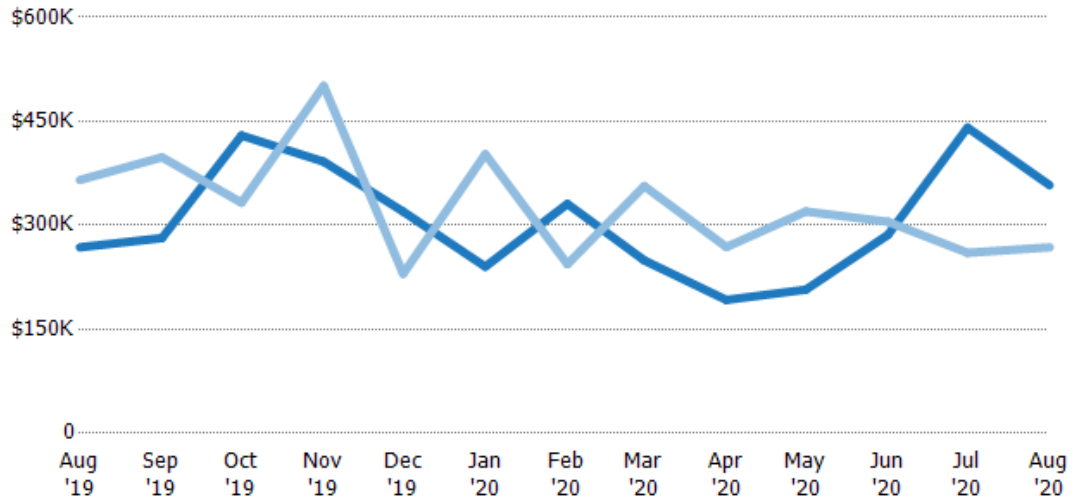
Average Sales Price

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.
Aug '20	\$358K	33.4%
Aug '19	\$268K	-26.6%
Aug '18	\$365K	-20.5%



Current Year	\$268K	\$282K	\$430K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K	\$358K
Prior Year	\$365K	\$398K	\$333K	\$501K	\$230K	\$403K	\$244K	\$357K	\$269K	\$320K	\$305K	\$260K	\$268K
Percent Change from Prior Year	-27%	-29%	29%	-22%	39%	-40%	36%	-30%	-28%	-35%	-6%	69%	33%

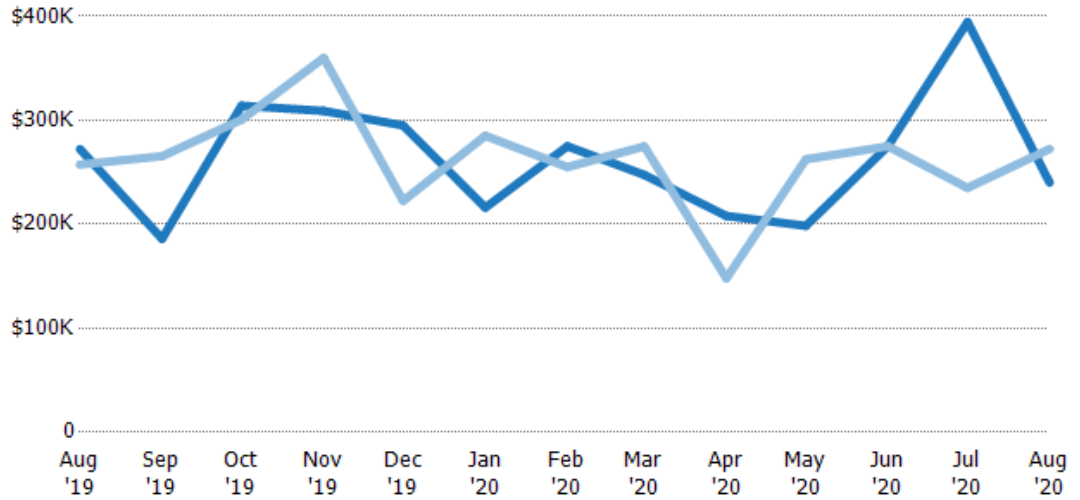
Median Sales Price

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.
Aug '20	\$240K	-11.9%
Aug '19	\$272K	5.8%
Aug '18	\$257K	0.3%



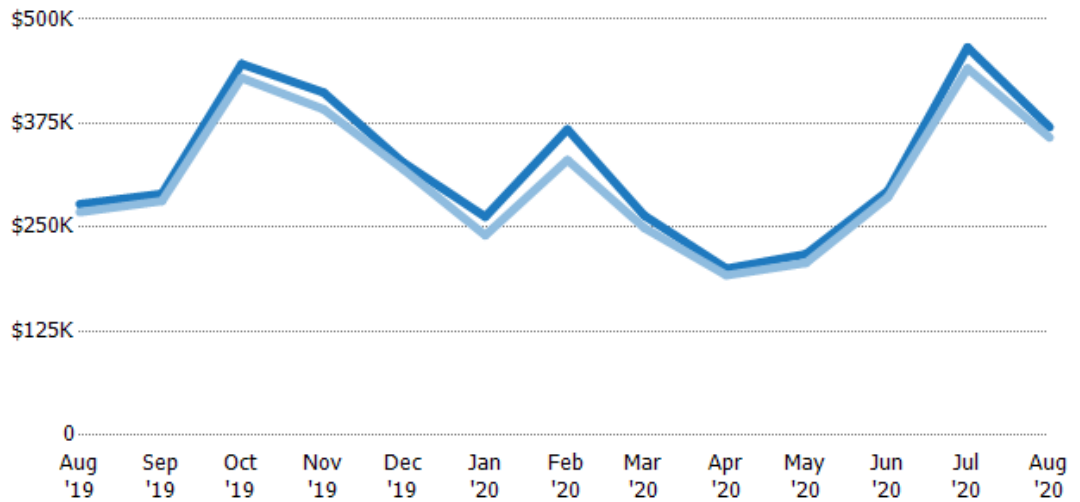
Current Year	\$272K	\$186K	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K	\$240K
Prior Year	\$257K	\$266K	\$301K	\$360K	\$223K	\$285K	\$255K	\$275K	\$148K	\$262K	\$275K	\$235K	\$272K
Percent Change from Prior Year	6%	-30%	4%	-14%	33%	-24%	8%	-10%	41%	-24%	0%	68%	-12%

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



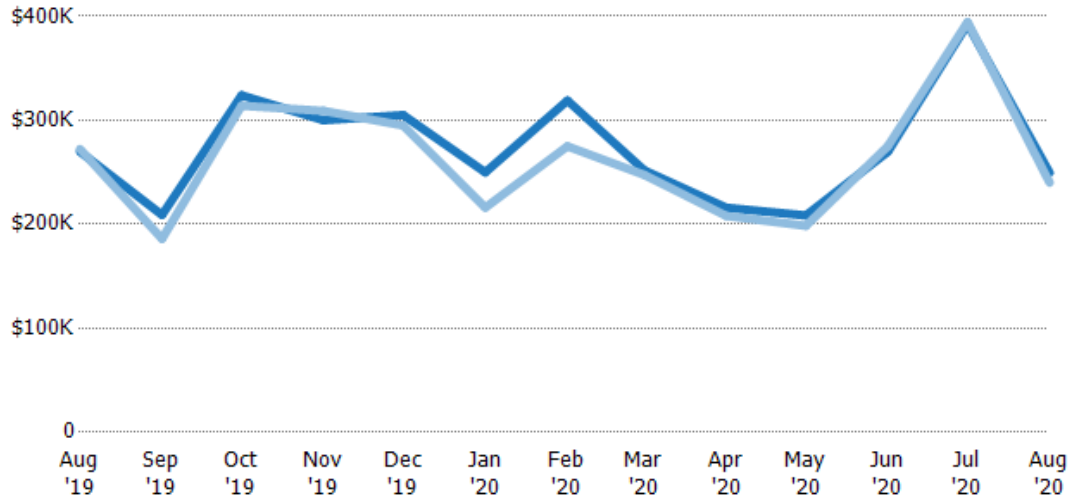
Avg List Price	\$278K	\$290K	\$446K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K	\$370K
Avg Sales Price	\$268K	\$282K	\$430K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K	\$358K
Avg Sales Price as a % of Avg List Price	97%	97%	96%	95%	98%	92%	90%	94%	96%	95%	97%	95%	97%

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



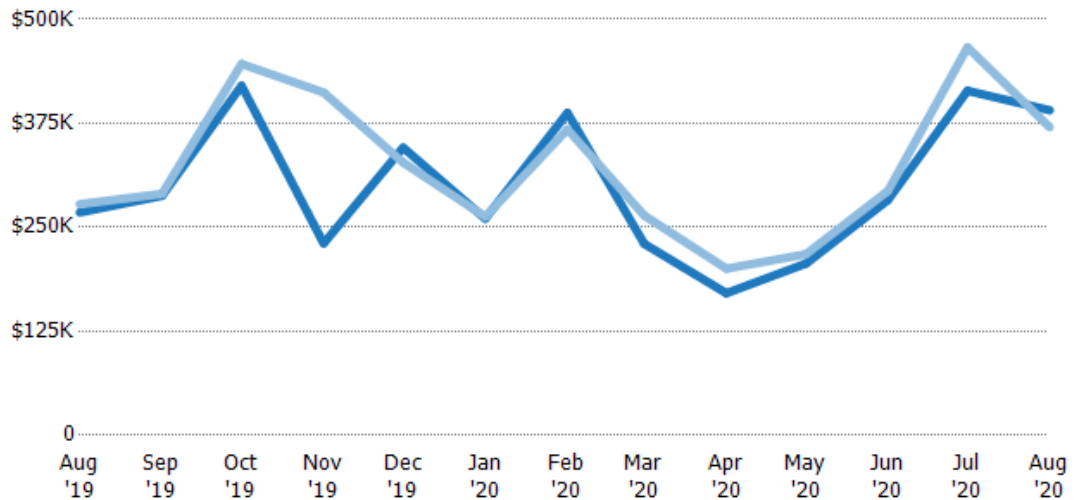
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$270K	\$209K	\$324K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K	\$250K
Median Sales Price	\$272K	\$186K	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K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



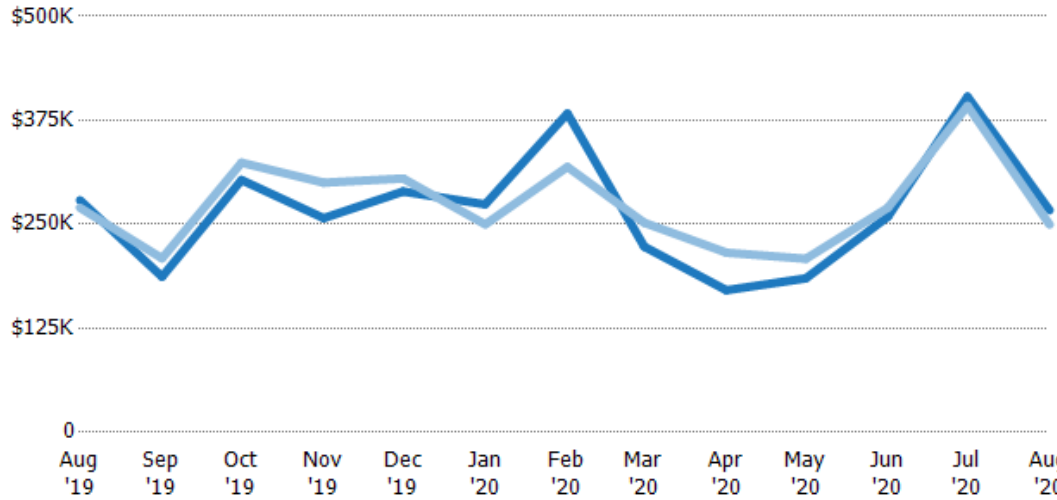
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$268K	\$288K	\$420K	\$231K	\$346K	\$260K	\$387K	\$230K	\$171K	\$206K	\$283K	\$414K	\$391K
Avg Sales Price	\$278K	\$290K	\$446K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K	\$370K
Avg Sales Price as a % of Avg Est Value	104%	101%	106%	179%	95%	101%	95%	115%	117%	105%	104%	113%	95%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$279K	\$187K	\$303K	\$257K	\$289K	\$274K	\$383K	\$223K	\$171K	\$185K	\$259K	\$403K	\$267K
Median Sales Price	\$270K	\$209K	\$324K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K	\$250K
Med Sales Price as a % of Med Est Value	97%	112%	107%	117%	105%	91%	83%	113%	126%	113%	104%	97%	94%