

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	11	+100%	156	161	-3.1%
New Listing Volume	\$11,426,400	\$2,592,500	+340.7%	\$73,750,662	\$60,279,932	+22.3%
Active Listing Count	55	120	-54.2%	N/A	N/A	
Active Listing Volume	\$27,470,200	\$57,728,923	-52.4%	N/A	N/A	
Average Listing Price	\$499,458	\$481,074	+3.8%	\$506,357	\$429,227	+18%
Median Listing Price	\$379,000	\$319,000	+18.8%	\$346,679	\$287,176	+20.7%
Median Days in RPR	80	134.5	-40.5%	116.43	147.07	-20.8%
Months of Inventory	2.4	5.7	-58.2%	6.8	12.4	-44.9%
Absorption Rate	41.82%	17.5%	+24.3%	14.68%	8.09%	+6.6%
Sales Activity Charts Metrics						
New Pending Sales Count	33	13	+153.8%	163	122	+33.6%
New Pending Sales Volume	\$20,381,500	\$4,057,400	+402.3%	\$72,728,467	\$37,123,914	+95.9%
Pending Sales Count	40	15	+166.7%	N/A	N/A	
Pending Sales Volume	\$24,041,600	\$5,482,466	+338.5%	N/A	N/A	
Closed Sales Count	20	12	+66.7%	105	95	+10.5%
Closed Sales Volume	\$10,786,400	\$3,373,400	+219.7%	\$39,115,452	\$27,780,549	+40.8%
Average Sales Price	\$539,320	\$281,117	+91.8%	\$372,528	\$292,427	+27.4%
Median Sales Price	\$346,500	\$183,750	+88.6%	\$293,476	\$253,899	+15.6%

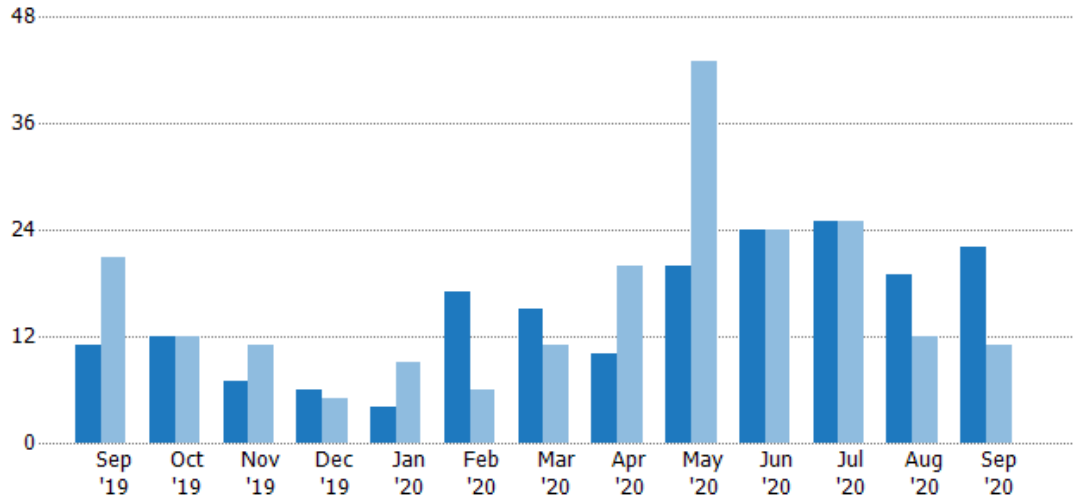
New Listings

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.
Sep '20	22	100%
Sep '19	11	-47.6%
Sep '18	21	-42.9%



Current Year	11	12	7	6	4	17	15	10	20	24	25	19	22
Prior Year	21	12	11	5	9	6	11	20	43	24	25	12	11
Percent Change from Prior Year	-48%	0%	-36%	20%	-56%	183%	36%	-50%	-53%	0%	0%	58%	100%

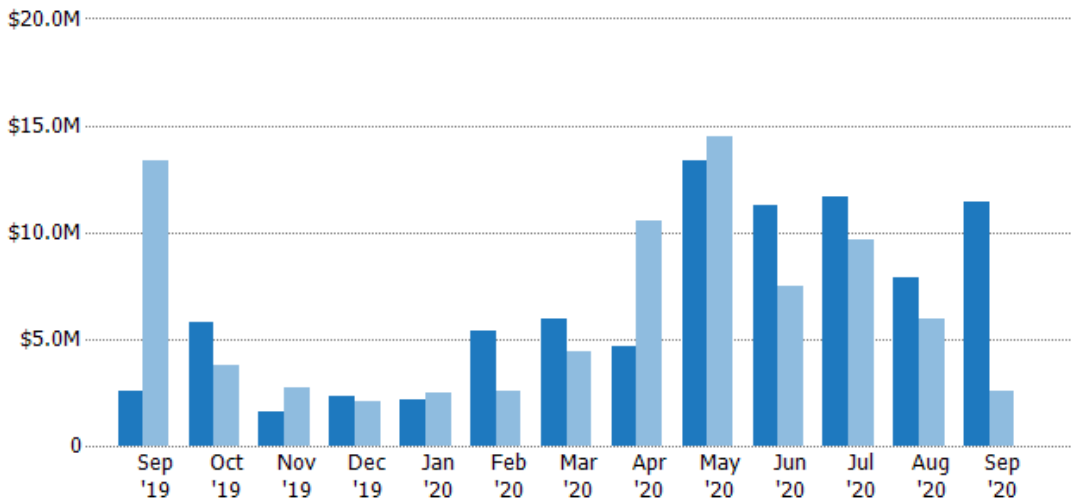
New Listing Volume

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.
Sep '20	\$11.4M	340.7%
Sep '19	\$2.59M	-80.6%
Sep '18	\$13.4M	-55.4%



Current Year	\$2.59M	\$5.78M	\$1.62M	\$2.3M	\$2.15M	\$5.42M	\$5.94M	\$4.66M	\$13.4M	\$11.3M	\$11.7M	\$7.87M	\$11.4M
Prior Year	\$13.4M	\$3.8M	\$2.73M	\$2.05M	\$2.51M	\$2.59M	\$4.45M	\$10.5M	\$14.5M	\$7.51M	\$9.62M	\$5.98M	\$2.59M
Percent Change from Prior Year	-81%	52%	-41%	12%	-15%	109%	33%	-56%	-8%	50%	21%	32%	341%

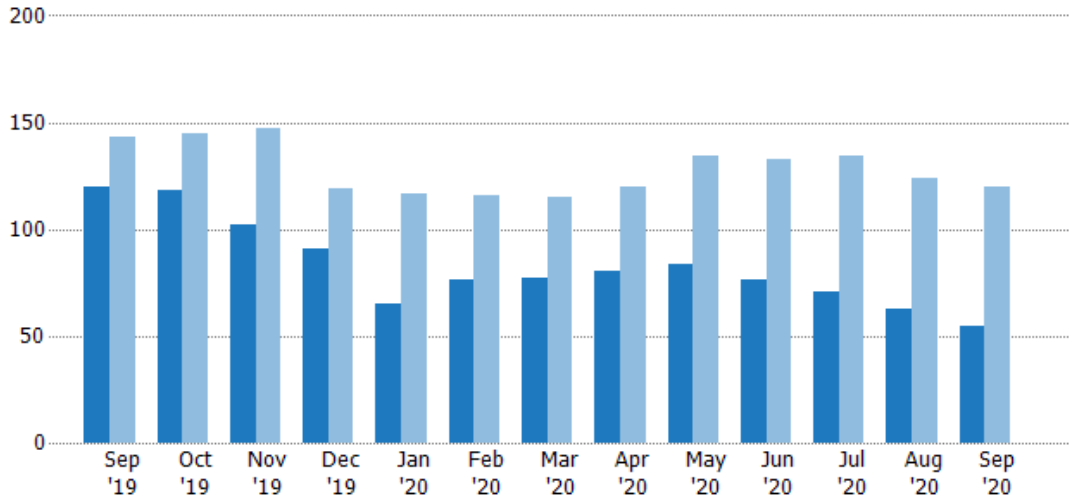
Active Listings

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.
Sep '20	55	-54.2%
Sep '19	120	-16.1%
Sep '18	143	2.1%



Current Year	120	118	102	91	65	76	77	80	84	76	71	63	55
Prior Year	143	145	147	119	117	116	115	120	134	133	134	124	120
Percent Change from Prior Year	-16%	-19%	-31%	-24%	-44%	-34%	-33%	-33%	-37%	-43%	-47%	-49%	-54%

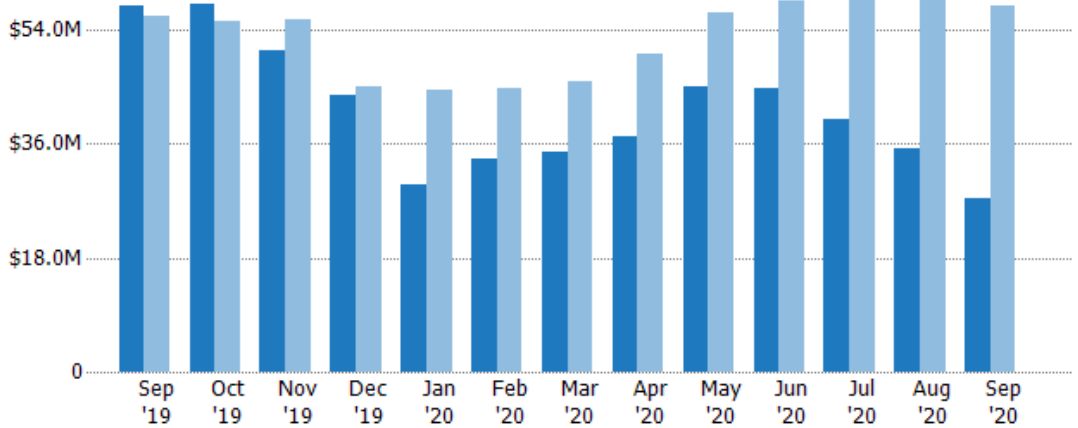
Active Listing Volume

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.
Sep '20	\$27.5M	-52.4%
Sep '19	\$57.7M	2.8%
Sep '18	\$56.2M	-0.7%



Current Year	\$57.7M	\$58M	\$50.7M	\$43.6M	\$29.6M	\$33.6M	\$34.8M	\$37.1M	\$45.1M	\$44.7M	\$39.9M	\$35.3M	\$27.5M
Prior Year	\$56.2M	\$55.3M	\$55.5M	\$45M	\$44.6M	\$44.8M	\$45.8M	\$50.1M	\$56.6M	\$58.7M	\$60.6M	\$58.8M	\$57.7M
Percent Change from Prior Year	3%	5%	-9%	-3%	-33%	-25%	-24%	-26%	-20%	-24%	-34%	-40%	-52%

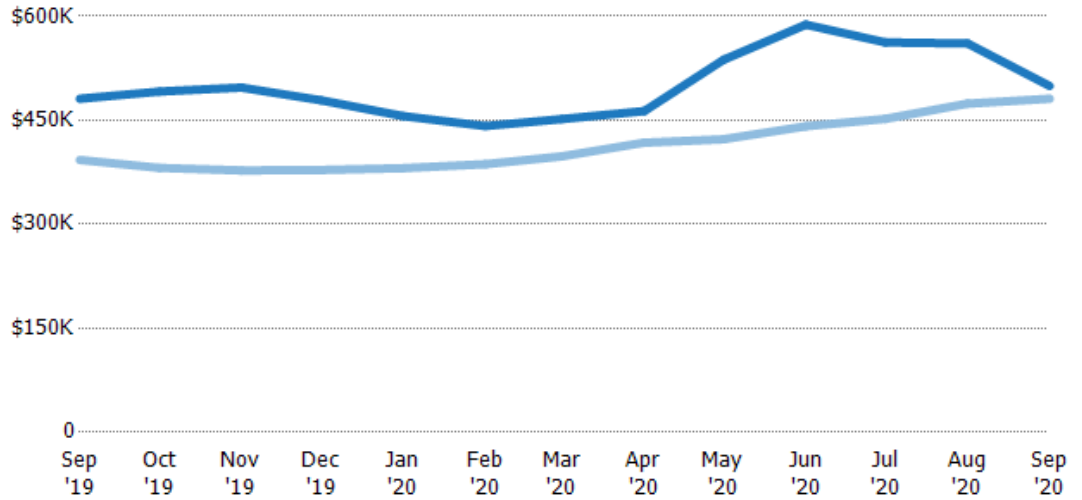
Average Listing Price

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.
Sep '20	\$499K	3.8%
Sep '19	\$481K	22.5%
Sep '18	\$393K	-2.8%



Current Year	\$481K	\$491K	\$497K	\$479K	\$456K	\$442K	\$452K	\$463K	\$537K	\$588K	\$562K	\$561K	\$499K
Prior Year	\$393K	\$381K	\$378K	\$378K	\$381K	\$387K	\$398K	\$418K	\$423K	\$441K	\$452K	\$474K	\$481K
Percent Change from Prior Year	22%	29%	32%	27%	20%	14%	14%	11%	27%	33%	24%	18%	4%

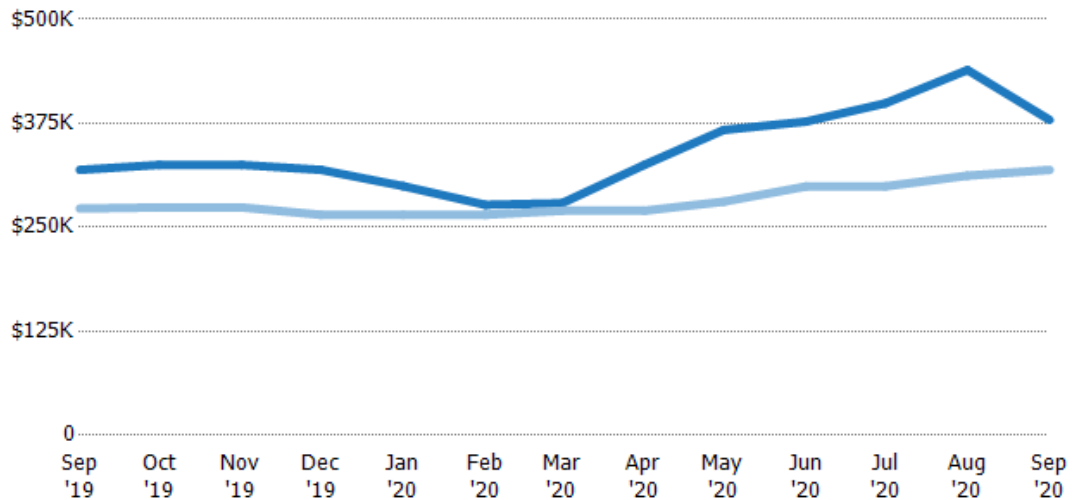
Median Listing Price

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.
Sep '20	\$379K	18.8%
Sep '19	\$319K	17.1%
Sep '18	\$273K	-4.1%



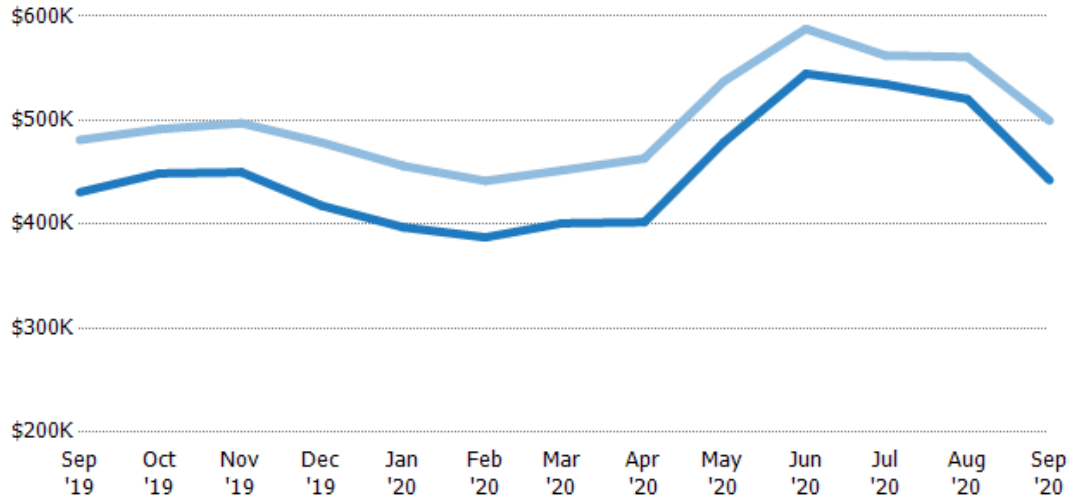
Current Year	\$319K	\$325K	\$325K	\$319K	\$300K	\$277K	\$279K	\$325K	\$367K	\$377K	\$399K	\$439K	\$379K
Prior Year	\$273K	\$274K	\$274K	\$265K	\$265K	\$265K	\$270K	\$270K	\$281K	\$299K	\$299K	\$312K	\$319K
Percent Change from Prior Year	17%	19%	19%	20%	13%	5%	3%	20%	31%	26%	33%	41%	19%

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



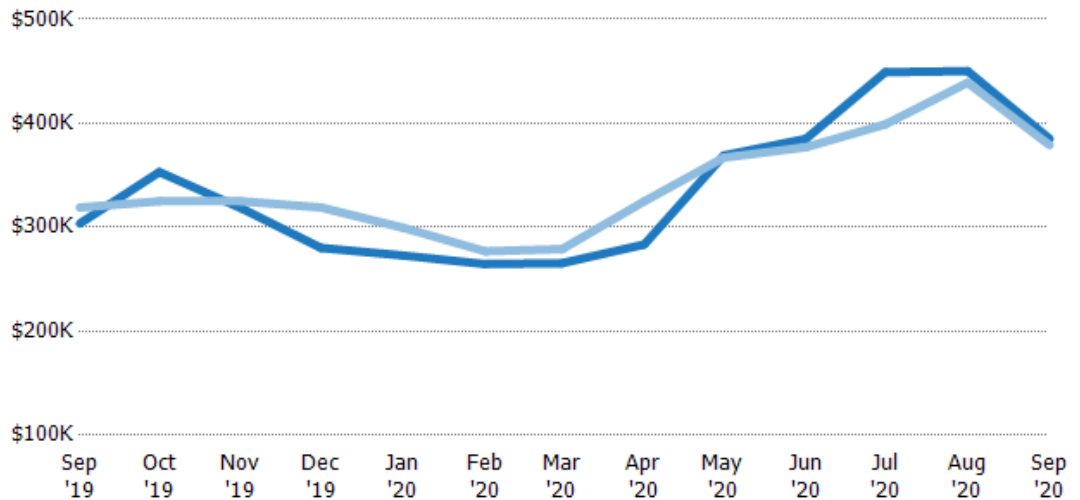
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$431K	\$449K	\$450K	\$418K	\$397K	\$387K	\$401K	\$402K	\$479K	\$545K	\$535K	\$520K	\$442K
Avg Listing Price	\$481K	\$491K	\$497K	\$479K	\$456K	\$442K	\$452K	\$463K	\$537K	\$588K	\$562K	\$561K	\$499K
Avg Listing Price as a % of Avg Est Value	112%	109%	110%	115%	115%	114%	113%	115%	112%	108%	105%	108%	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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$304K	\$353K	\$318K	\$280K	\$273K	\$265K	\$266K	\$283K	\$369K	\$385K	\$449K	\$450K	\$385K
Median Listing Price	\$319K	\$325K	\$325K	\$319K	\$300K	\$277K	\$279K	\$325K	\$367K	\$377K	\$399K	\$439K	\$379K
Med Listing Price as a % of Med Est Value	105%	92%	102%	114%	110%	105%	105%	115%	99%	98%	89%	98%	98%

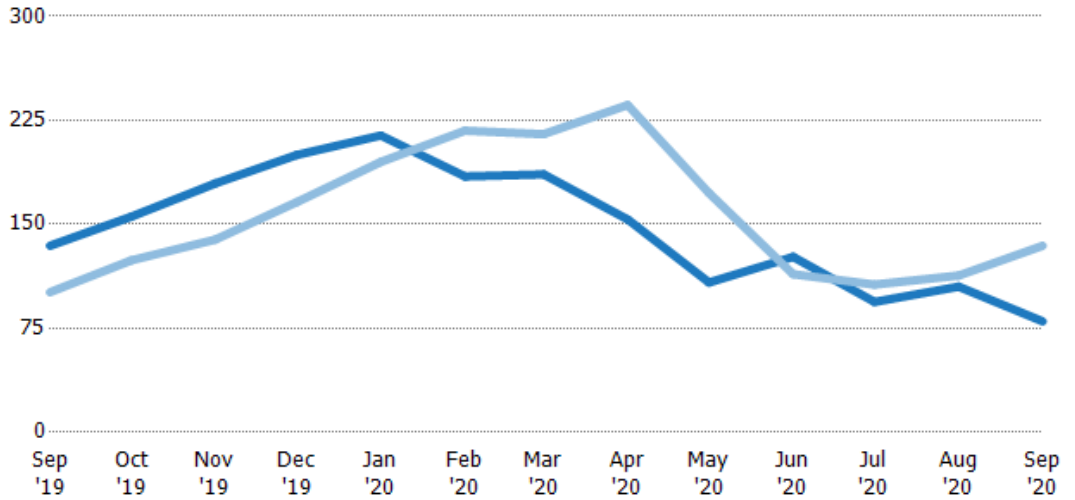
Median Days in RPR

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.
Sep '20	80	-40.5%
Sep '19	135	33.2%
Sep '18	101	43.6%



Current Year	135	156	180	200	214	185	186	154	108	127	94	105	80
Prior Year	101	124	139	166	195	218	215	236	173	114	107	113	135
Percent Change from Prior Year	33%	25%	29%	20%	10%	-15%	-13%	-35%	-37%	11%	-12%	-7%	-41%

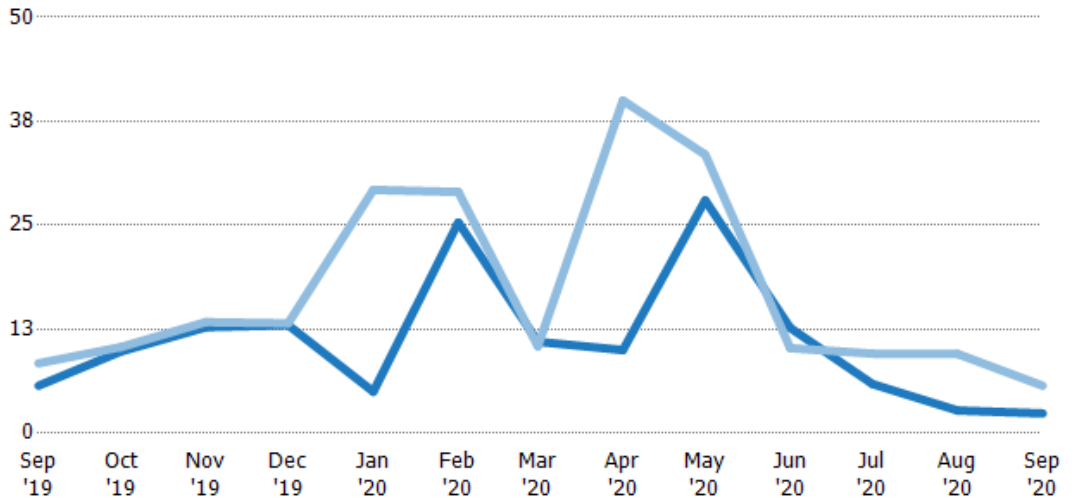
Months of Inventory

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.
Sep '20	2.39	-58.2%
Sep '19	5.71	-32.1%
Sep '18	8.41	57.8%



Current Year	5.71	9.83	12.8	13	5	25.3	11	10	28	12.7	5.92	2.74	2.39
Prior Year	8.41	10.4	13.4	13.2	29.3	29	10.5	40	33.5	10.2	9.57	9.54	5.71
Percent Change from Prior Year	-32%	-5%	-5%	-2%	-83%	-13%	5%	-75%	-16%	24%	-38%	-71%	-58%

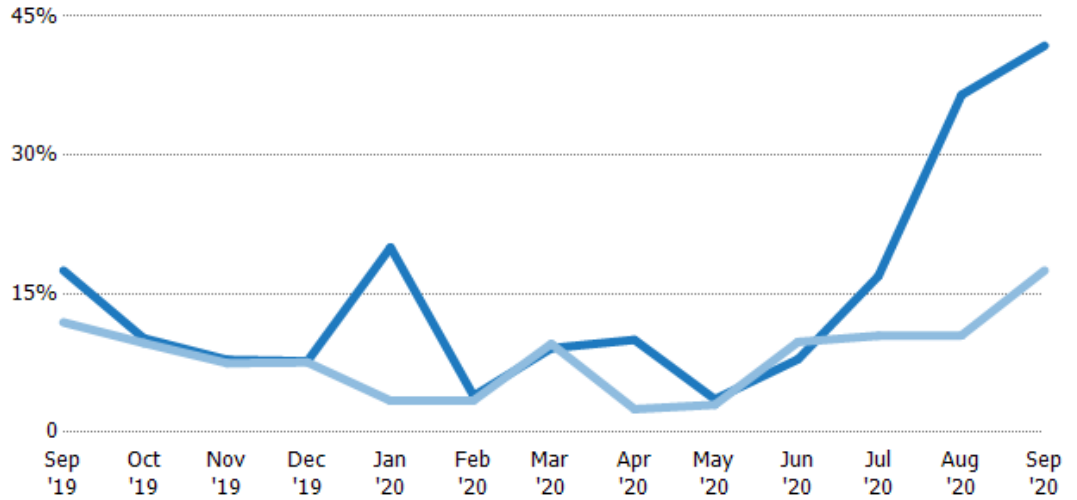
Absorption Rate

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.
Sep '20	42%	-24.3%
Sep '19	18%	-5.6%
Sep '18	12%	-36.6%



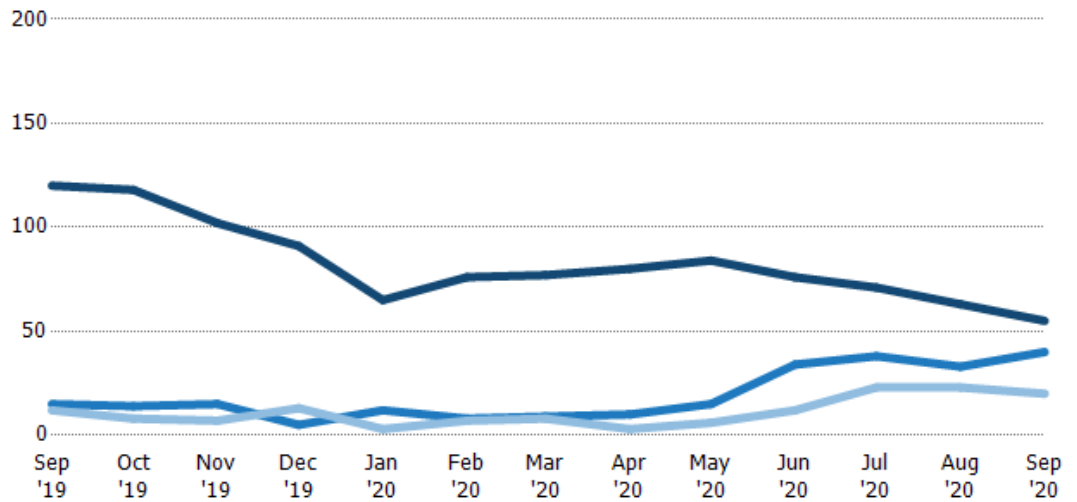
Current Year	18%	10%	8%	8%	20%	4%	9%	10%	4%	8%	17%	37%	42%
Prior Year	12%	10%	7%	8%	3%	3%	10%	3%	3%	10%	10%	10%	18%
Change from Prior Year	-6%	-1%	0%	0%	-17%	-1%	0%	-8%	-1%	2%	-6%	-26%	-24%

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	120	118	102	91	65	76	77	80	84	76	71	63	55
Pending	15	14	15	5	12	8	9	10	15	34	38	33	40
Sold	12	8	7	13	3	7	8	3	6	12	23	23	20

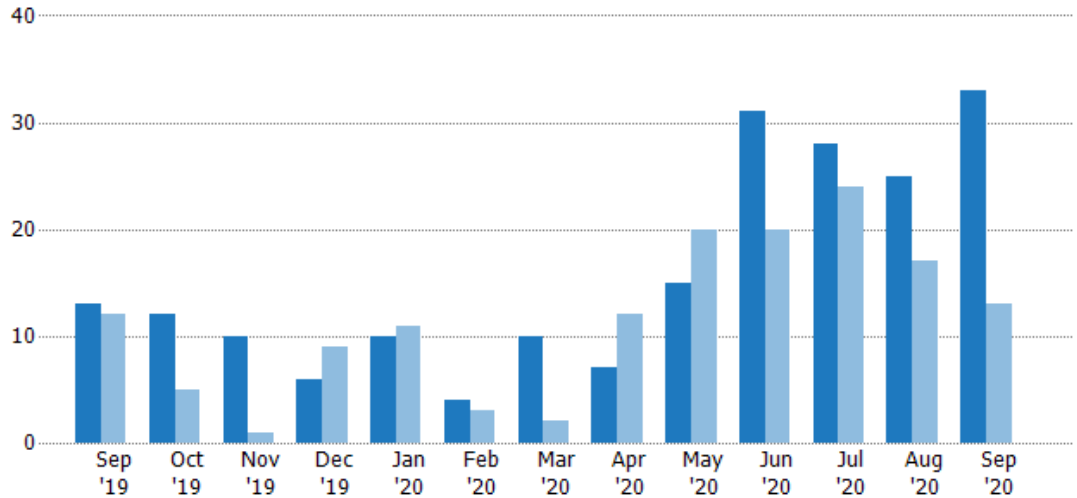
New Pending Sales

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.
Sep '20	33	153.8%
Sep '19	13	8.3%
Sep '18	12	0%



Current Year	13	12	10	6	10	4	10	7	15	31	28	25	33
Prior Year	12	5	1	9	11	3	2	12	20	20	24	17	13
Percent Change from Prior Year	8%	140%	900%	-33%	-9%	33%	400%	-42%	-25%	55%	17%	47%	154%

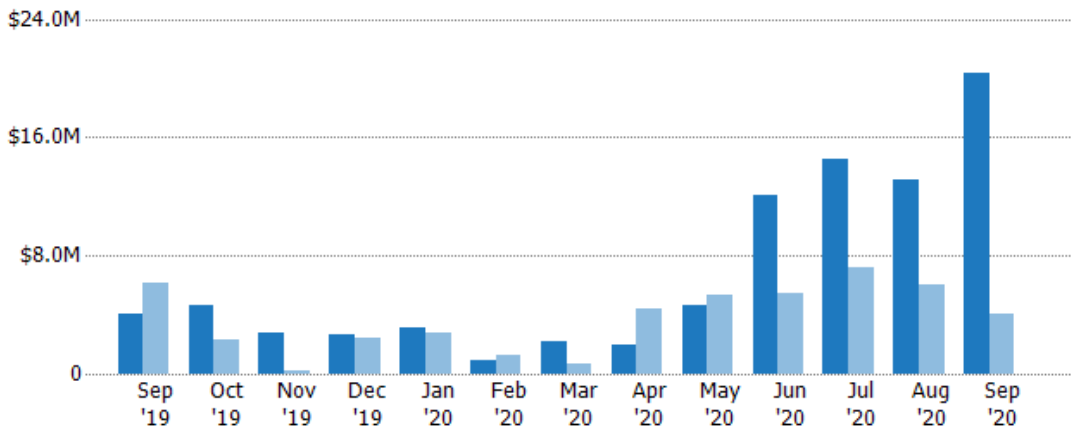
New Pending Sales Volume

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.
Sep '20	\$20.4M	402.3%
Sep '19	\$4.06M	-34.6%
Sep '18	\$6.2M	-21.8%



Current Year	\$4.06M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.5M	\$13.1M	\$20.4M
Prior Year	\$6.2M	\$2.29M	\$230K	\$2.43M	\$2.8M	\$1.21M	\$700K	\$4.36M	\$5.35M	\$5.41M	\$7.16M	\$6.07M	\$4.06M
Percent Change from Prior Year	-35%	101%	1,130%	8%	11%	-29%	209%	-55%	-14%	123%	102%	116%	402%

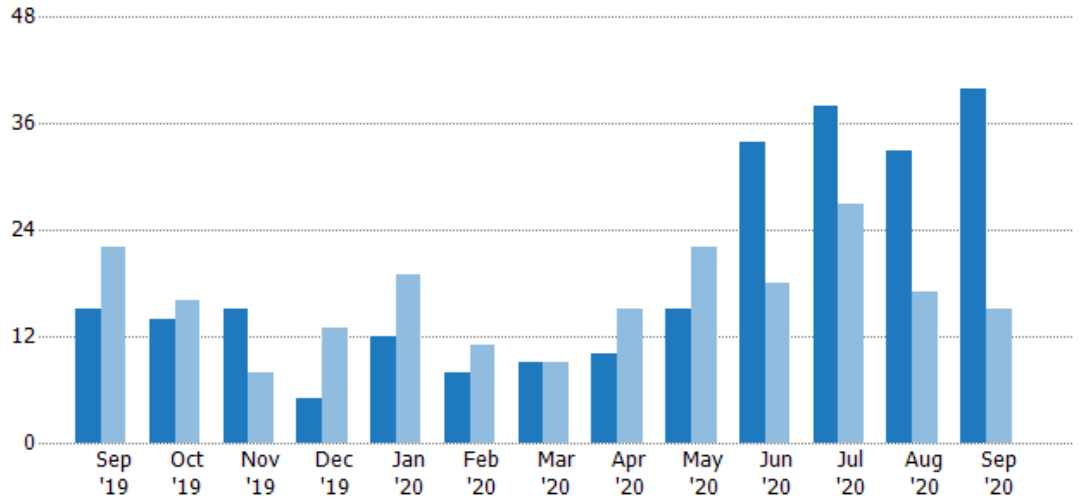
Pending Sales

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.
Sep '20	40	166.7%
Sep '19	15	-31.8%
Sep '18	22	9.1%



Current Year	15	14	15	5	12	8	9	10	15	34	38	33	40
Prior Year	22	16	8	13	19	11	9	15	22	18	27	17	15
Percent Change from Prior Year	-32%	-13%	88%	-62%	-37%	-27%	0%	-33%	-32%	89%	41%	94%	167%

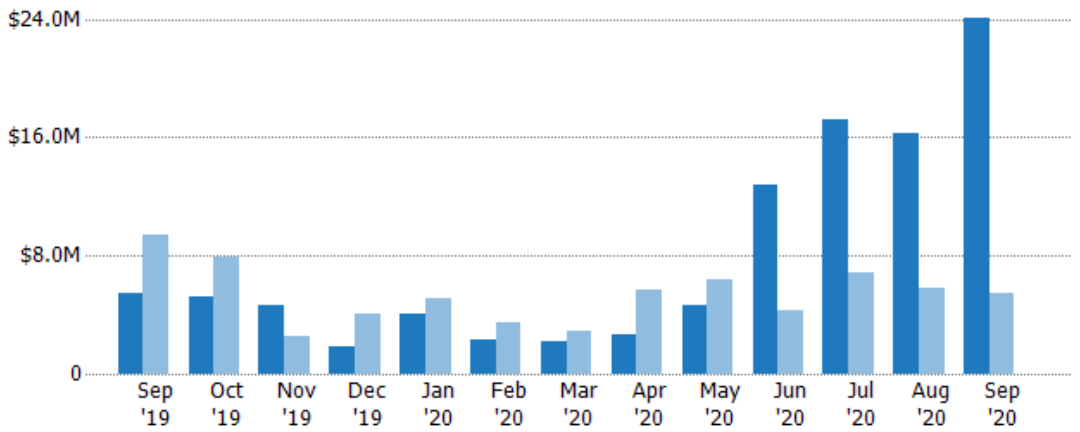
Pending Sales Volume

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.
Sep '20	\$24M	338.5%
Sep '19	\$5.48M	-41.9%
Sep '18	\$9.43M	-11.3%



Current Year	\$5.48M	\$5.23M	\$4.6M	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$2.64M	\$4.68M	\$12.8M	\$17.2M	\$16.3M	\$24M
Prior Year	\$9.43M	\$7.85M	\$2.58M	\$4M	\$5.1M	\$3.47M	\$2.93M	\$5.65M	\$6.35M	\$4.24M	\$6.88M	\$5.85M	\$5.48M
Percent Change from Prior Year	-42%	-33%	78%	-55%	-19%	-34%	-25%	-53%	-26%	201%	150%	179%	339%

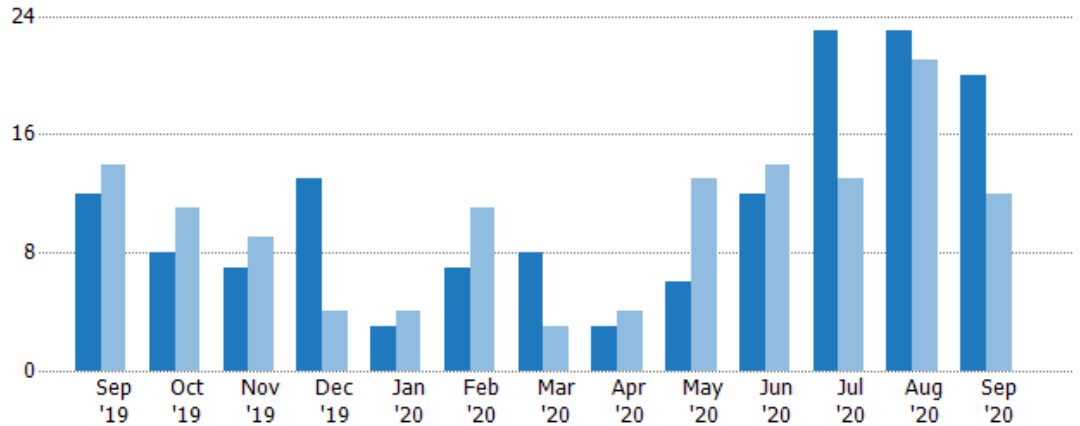
Closed Sales

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.
Sep '20	20	66.7%
Sep '19	12	-14.3%
Sep '18	14	-28.6%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	12	8	7	13	3	7	8	3	6	12	23	23	20
Prior Year	14	11	9	4	4	11	3	4	13	14	13	21	12
Percent Change from Prior Year	-14%	-27%	-22%	225%	-25%	-36%	167%	-25%	-54%	-14%	77%	10%	67%

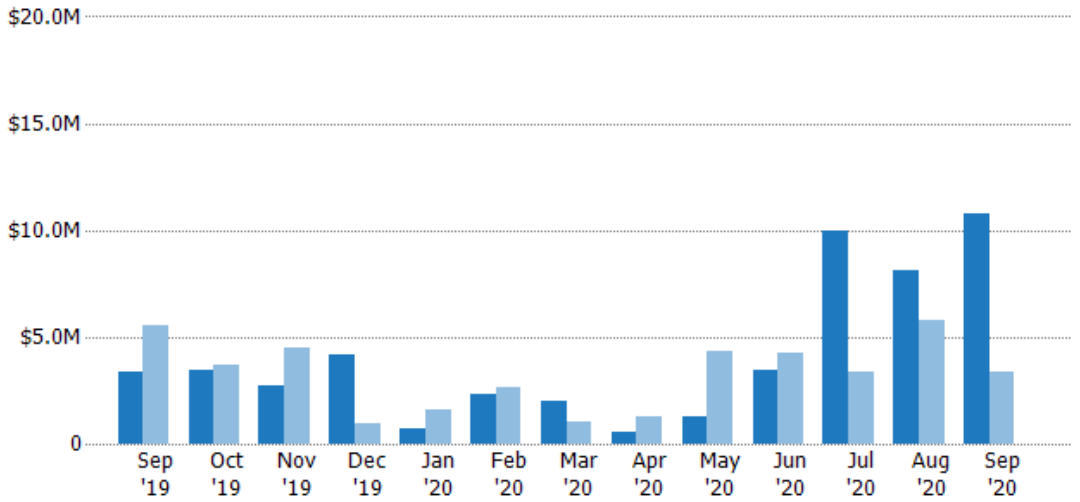
Closed Sales Volume

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.
Sep '20	\$10.8M	219.7%
Sep '19	\$3.37M	-39.5%
Sep '18	\$5.57M	-69.9%



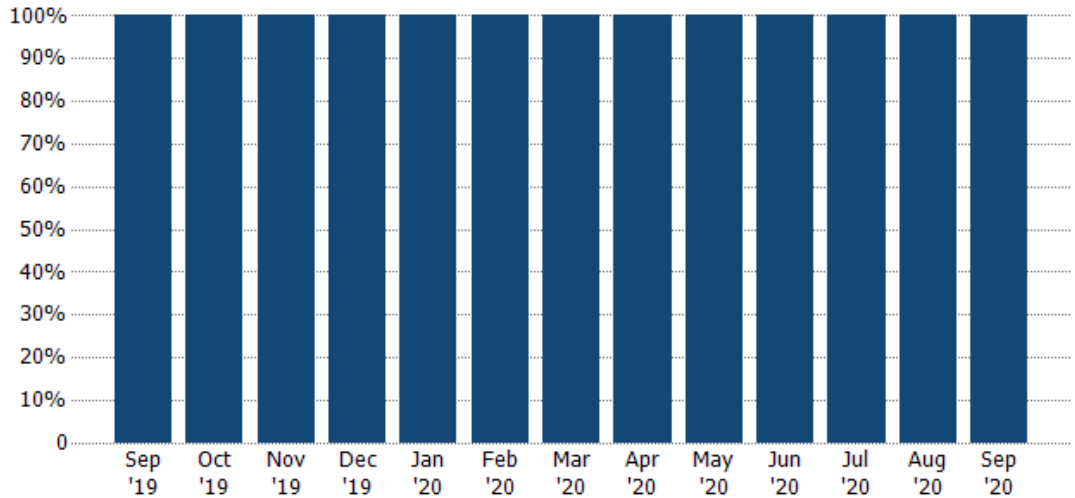
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$3.37M	\$3.44M	\$2.74M	\$4.16M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M	\$3.44M	\$9.95M	\$8.09M	\$10.8M
Prior Year	\$5.57M	\$3.66M	\$4.51M	\$920K	\$1.61M	\$2.68M	\$1.07M	\$1.3M	\$4.32M	\$4.27M	\$3.38M	\$5.77M	\$3.37M
Percent Change from Prior Year	-39%	-6%	-39%	352%	-55%	-14%	86%	-56%	-71%	-20%	194%	40%	220%

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



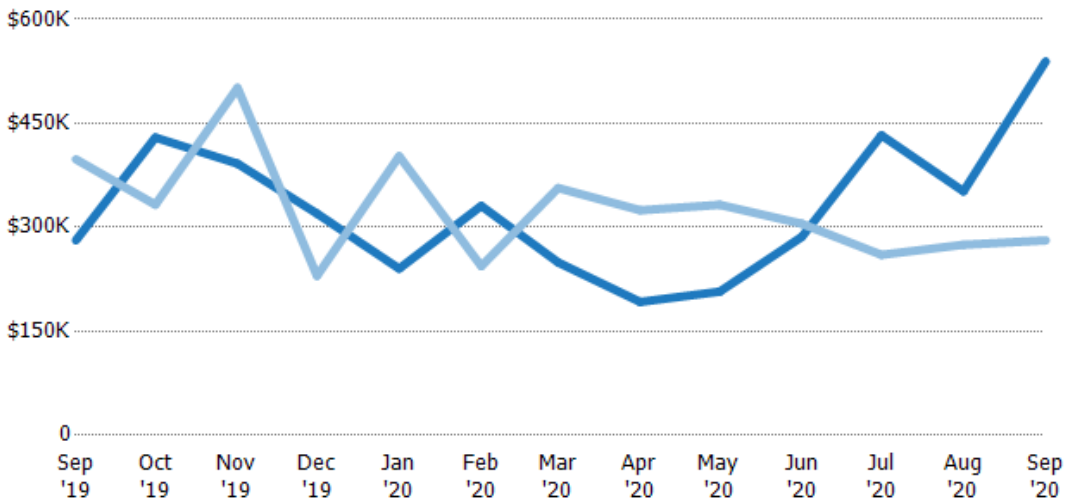
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Average Sales Price

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.
Sep '20	\$539K	91.8%
Sep '19	\$281K	-29.4%
Sep '18	\$398K	-57.9%

Current Year	\$281K	\$430K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$433K	\$352K	\$539K
Prior Year	\$398K	\$333K	\$501K	\$230K	\$403K	\$244K	\$357K	\$325K	\$332K	\$305K	\$260K	\$275K	\$281K
Percent Change from Prior Year	-29%	29%	-22%	39%	-40%	36%	-30%	-41%	-38%	-6%	66%	28%	92%

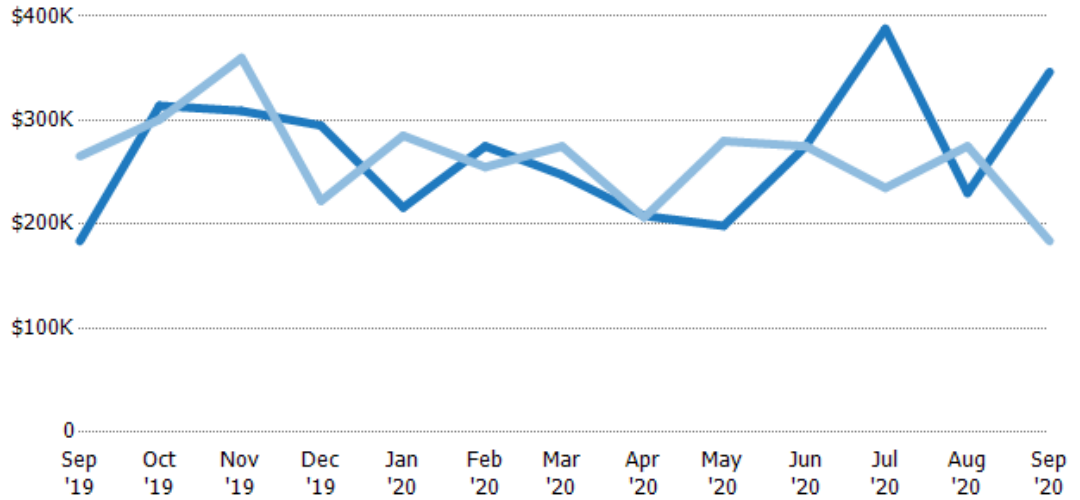
Median Sales Price

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.
Sep '20	\$347K	88.6%
Sep '19	\$184K	-30.8%
Sep '18	\$266K	-37.9%



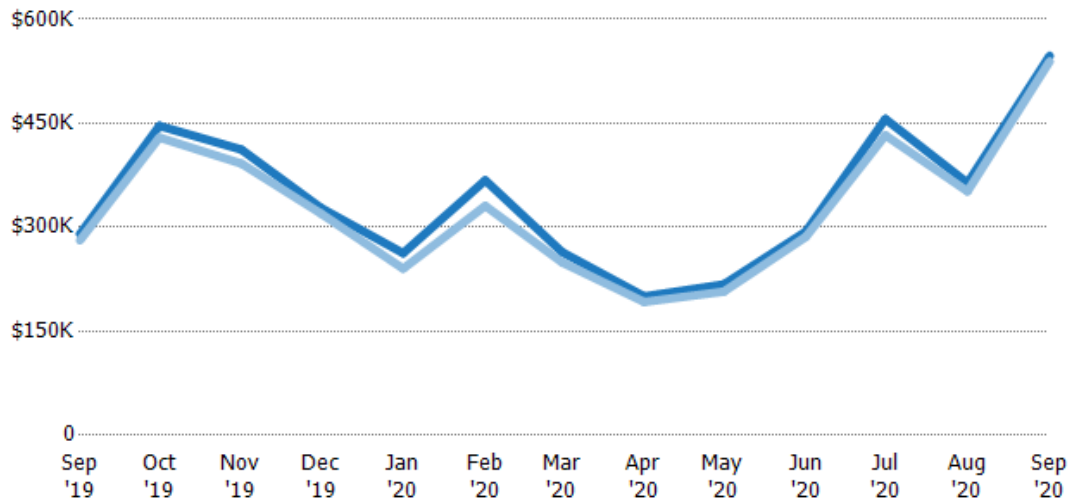
Current Year	\$184K	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$388K	\$230K	\$347K
Prior Year	\$266K	\$301K	\$360K	\$223K	\$285K	\$255K	\$275K	\$207K	\$280K	\$275K	\$235K	\$275K	\$184K
Percent Change from Prior Year	-31%	4%	-14%	33%	-24%	8%	-10%	1%	-29%	0%	65%	-16%	89%

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



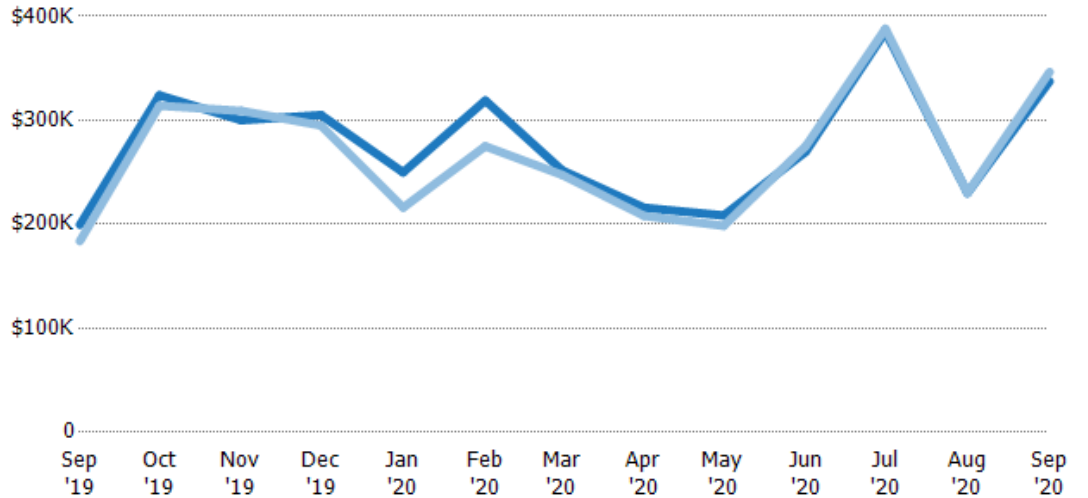
Avg List Price	\$290K	\$446K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$456K	\$364K	\$547K
Avg Sales Price	\$281K	\$430K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$433K	\$352K	\$539K
Avg Sales Price as a % of Avg List Price	97%	96%	95%	98%	92%	90%	94%	96%	95%	97%	95%	97%	99%

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



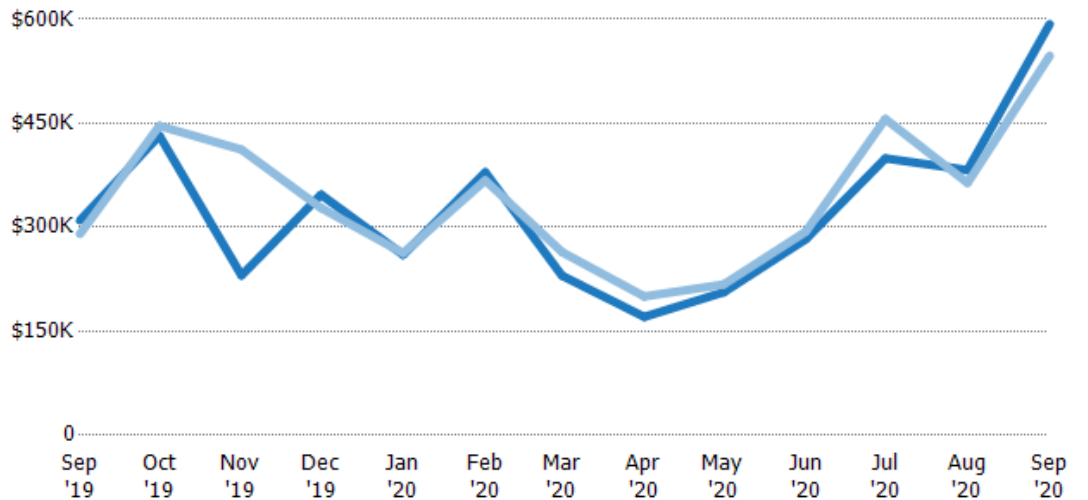
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$199K	\$324K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$385K	\$230K	\$338K
Median Sales Price	\$184K	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$388K	\$230K	\$347K
Med Sales Price as a % of Med List Price	92%	97%	103%	97%	86%	86%	98%	96%	95%	102%	101%	100%	103%

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



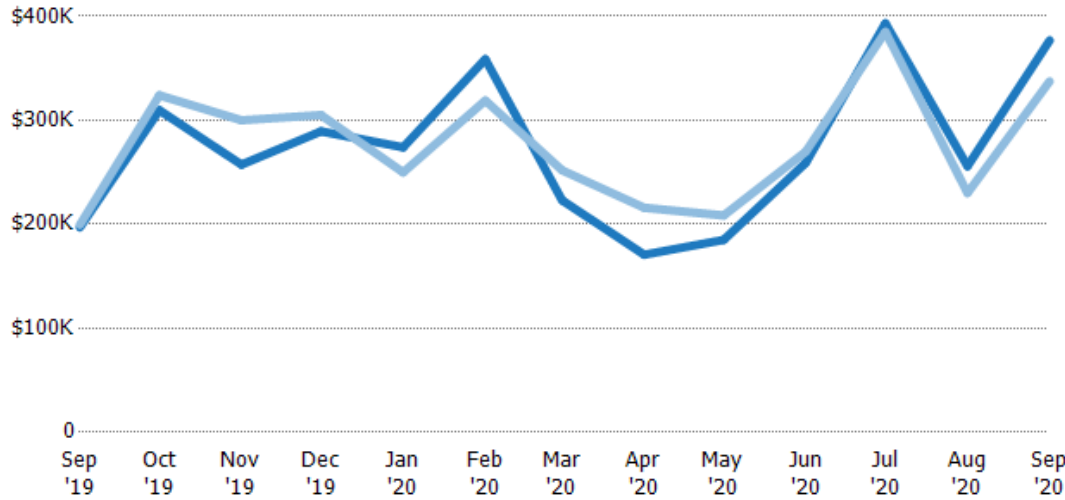
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$310K	\$432K	\$231K	\$347K	\$260K	\$379K	\$230K	\$171K	\$206K	\$283K	\$399K	\$383K	\$593K
Avg Sales Price	\$290K	\$446K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$456K	\$364K	\$547K
Avg Sales Price as a % of Avg Est Value	94%	103%	179%	94%	101%	97%	115%	117%	105%	104%	114%	95%	92%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$197K	\$310K	\$257K	\$289K	\$274K	\$359K	\$223K	\$171K	\$185K	\$259K	\$393K	\$256K	\$377K
Median Sales Price	\$199K	\$324K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$385K	\$230K	\$338K
Med Sales Price as a % of Med Est Value	101%	105%	117%	105%	91%	89%	113%	126%	113%	104%	98%	90%	90%