

## 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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	7	+28.6%	182	182	+/-
New Listing Volume	\$4,894,800	\$1,620,700	+202%	\$86,982,222	\$68,833,531	+26.4%
Active Listing Count	42	103	-59.2%	N/A	N/A	
Active Listing Volume	\$23,604,200	\$51,594,799	-54.3%	N/A	N/A	
Average Listing Price	\$562,005	\$500,920	+12.2%	\$518,542	\$443,187	+17%
Median Listing Price	\$479,450	\$325,000	+47.5%	\$380,724	\$295,436	+28.9%
Median Days in RPR	99	180	-45%	113.29	148.8	-23.9%
Months of Inventory	2.6	12.9	-79.6%	7	12.4	-43.6%
Absorption Rate	38.1%	7.77%	+30.3%	14.32%	8.08%	+6.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	12	10	+20%	192	144	+33.3%
New Pending Sales Volume	\$6,437,500	\$2,826,800	+127.7%	\$84,655,267	\$44,551,314	+90%
Pending Sales Count	23	15	+53.3%	N/A	N/A	
Pending Sales Volume	\$11,390,400	\$4,601,800	+147.5%	N/A	N/A	
Closed Sales Count	25	7	+257.1%	148	110	+34.5%
Closed Sales Volume	\$13,657,000	\$2,742,500	+398%	\$61,925,452	\$33,959,049	+82.4%
Average Sales Price	\$546,280	\$391,786	+39.4%	\$418,415	\$308,719	+35.5%
Median Sales Price	\$399,000	\$309,000	+29.1%	\$332,135	\$261,776	+26.9%

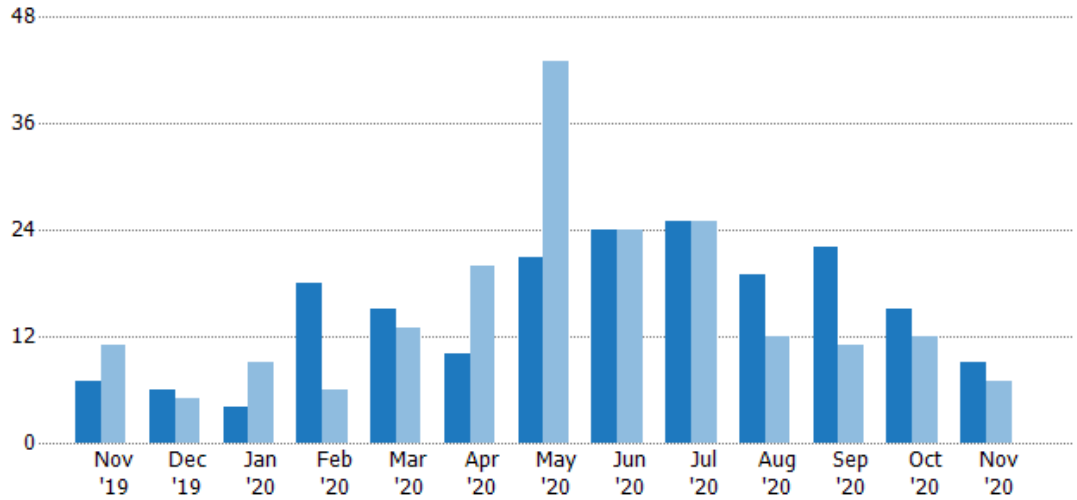
## New Listings

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.
Nov '20	9	28.6%
Nov '19	7	-36.4%
Nov '18	11	-18.2%



Current Year	7	6	4	18	15	10	21	24	25	19	22	15	9
Prior Year	11	5	9	6	13	20	43	24	25	12	11	12	7
Percent Change from Prior Year	-36%	20%	-56%	200%	15%	-50%	-51%	0%	0%	58%	100%	25%	29%

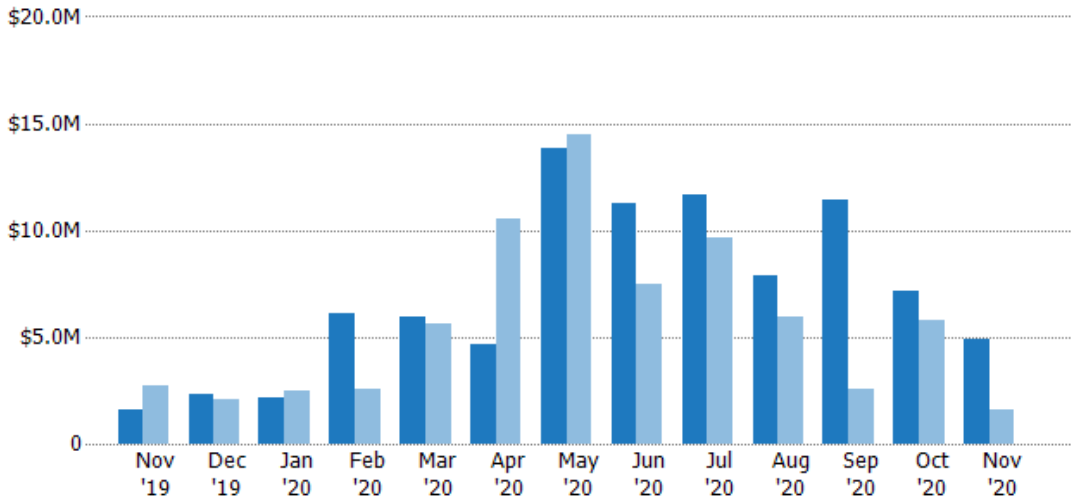
## New Listing Volume

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.
Nov '20	\$4.89M	202%
Nov '19	\$1.62M	-40.6%
Nov '18	\$2.73M	-5.2%



Current Year	\$1.62M	\$2.3M	\$2.15M	\$6.12M	\$5.94M	\$4.66M	\$13.9M	\$11.3M	\$11.7M	\$7.84M	\$11.4M	\$7.17M	\$4.89M
Prior Year	\$2.73M	\$2.05M	\$2.51M	\$2.59M	\$5.61M	\$10.5M	\$14.5M	\$7.51M	\$9.62M	\$5.98M	\$2.59M	\$5.78M	\$1.62M
Percent Change from Prior Year	-41%	12%	-15%	136%	6%	-56%	-4%	50%	21%	31%	341%	24%	202%

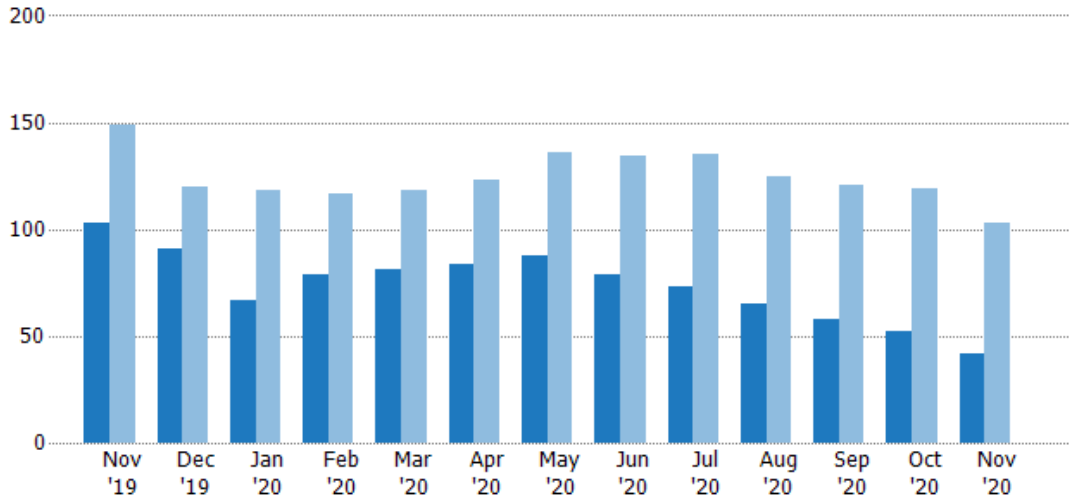
## Active Listings

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.
Nov '20	42	-59.2%
Nov '19	103	-30.9%
Nov '18	149	-17.4%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	103	91	67	79	81	84	88	79	73	65	58	52	42
Prior Year	149	120	118	117	118	123	136	134	135	125	121	119	103
Percent Change from Prior Year	-31%	-24%	-43%	-32%	-31%	-32%	-35%	-41%	-46%	-48%	-52%	-56%	-59%

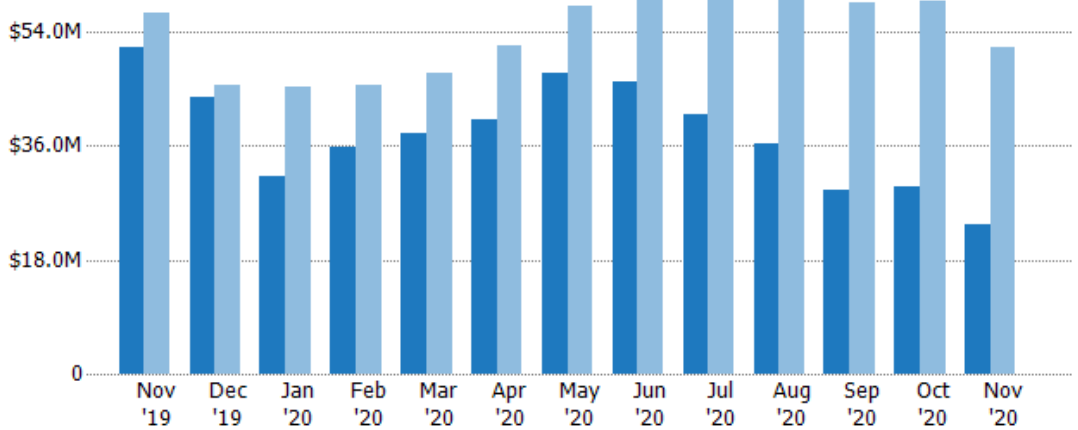
## Active Listing Volume

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.
Nov '20	\$23.6M	-54.3%
Nov '19	\$51.6M	-9.4%
Nov '18	\$56.9M	-15.6%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$51.6M	\$43.7M	\$31.2M	\$35.9M	\$37.9M	\$40.1M	\$47.5M	\$46.1M	\$41M	\$36.4M	\$29.1M	\$29.4M	\$23.6M
Prior Year	\$56.9M	\$45.6M	\$45.2M	\$45.4M	\$47.5M	\$51.9M	\$58.1M	\$59.6M	\$61.4M	\$59.6M	\$58.6M	\$58.9M	\$51.6M
Percent Change from Prior Year	-9%	-4%	-31%	-21%	-20%	-23%	-18%	-23%	-33%	-39%	-50%	-50%	-54%

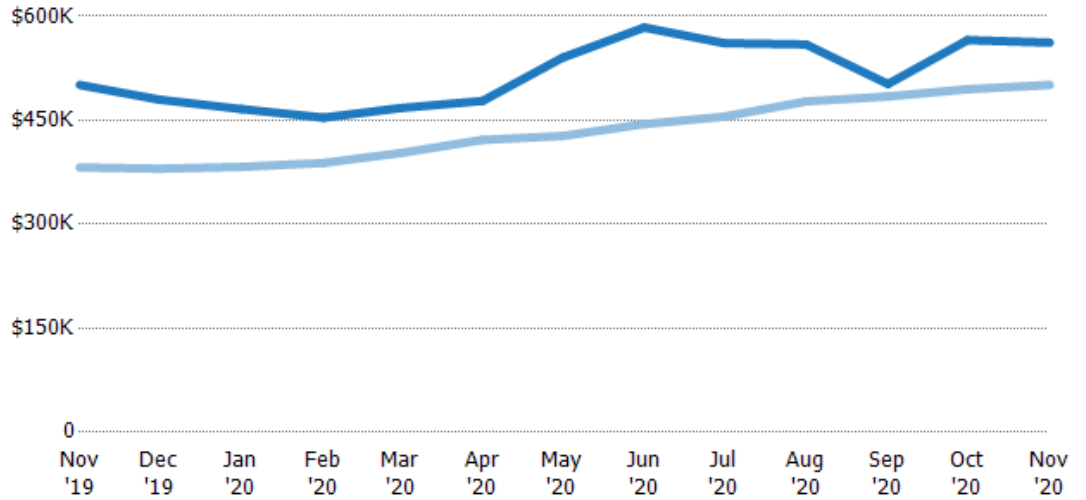
## Average Listing Price

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.
Nov '20	\$562K	12.2%
Nov '19	\$501K	31.1%
Nov '18	\$382K	2.2%



Current Year	\$501K	\$480K	\$466K	\$454K	\$468K	\$478K	\$540K	\$584K	\$561K	\$559K	\$502K	\$566K	\$562K
Prior Year	\$382K	\$380K	\$383K	\$388K	\$403K	\$422K	\$427K	\$445K	\$455K	\$477K	\$484K	\$495K	\$501K
Percent Change from Prior Year	31%	26%	22%	17%	16%	13%	26%	31%	23%	17%	4%	14%	12%

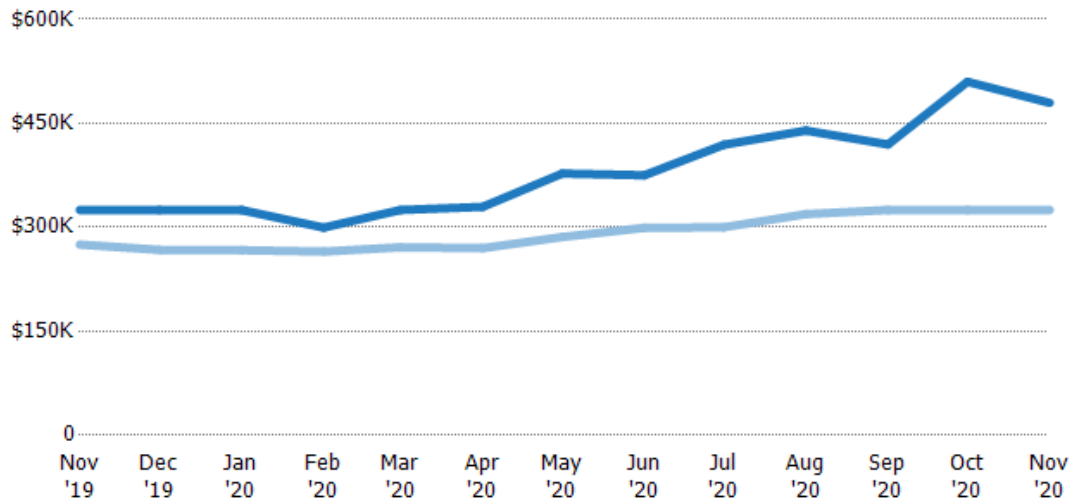
## Median Listing Price

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.
Nov '20	\$479K	47.5%
Nov '19	\$325K	18.2%
Nov '18	\$275K	-3.6%



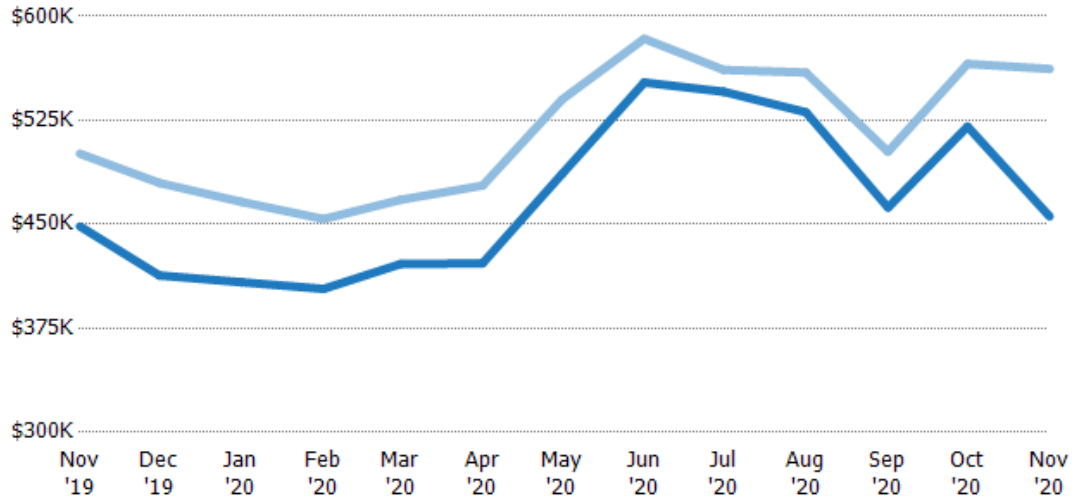
Current Year	\$325K	\$325K	\$325K	\$300K	\$325K	\$329K	\$377K	\$375K	\$419K	\$440K	\$420K	\$510K	\$479K
Prior Year	\$275K	\$267K	\$267K	\$265K	\$271K	\$270K	\$286K	\$299K	\$300K	\$319K	\$325K	\$325K	\$325K
Percent Change from Prior Year	18%	21%	22%	13%	20%	22%	32%	25%	40%	38%	29%	57%	48%

## 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  
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 Property Type:  
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 Family Residence



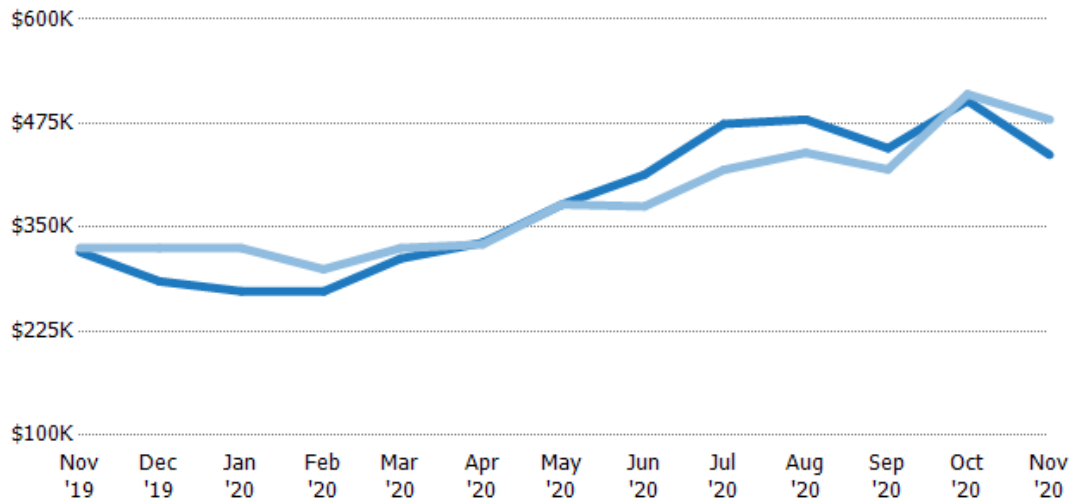
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$449K	\$413K	\$408K	\$403K	\$421K	\$422K	\$486K	\$552K	\$546K	\$531K	\$462K	\$520K	\$456K
Avg Listing Price	\$501K	\$480K	\$466K	\$454K	\$468K	\$478K	\$540K	\$584K	\$561K	\$559K	\$502K	\$566K	\$562K
Avg Listing Price as a % of Avg Est Value	112%	116%	114%	112%	111%	113%	111%	106%	103%	105%	109%	109%	123%

## 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



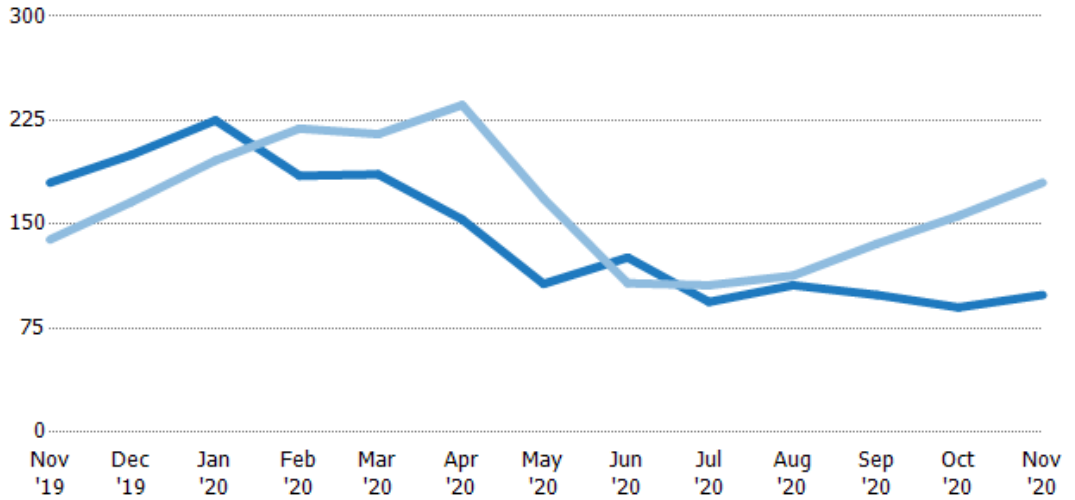
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$320K	\$285K	\$273K	\$273K	\$312K	\$331K	\$377K	\$413K	\$474K	\$479K	\$445K	\$502K	\$437K
Median Listing Price	\$325K	\$325K	\$325K	\$300K	\$325K	\$329K	\$377K	\$375K	\$419K	\$440K	\$420K	\$510K	\$479K
Med Listing Price as a % of Med Est Value	102%	114%	119%	110%	104%	99%	100%	91%	88%	92%	94%	102%	110%

## 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



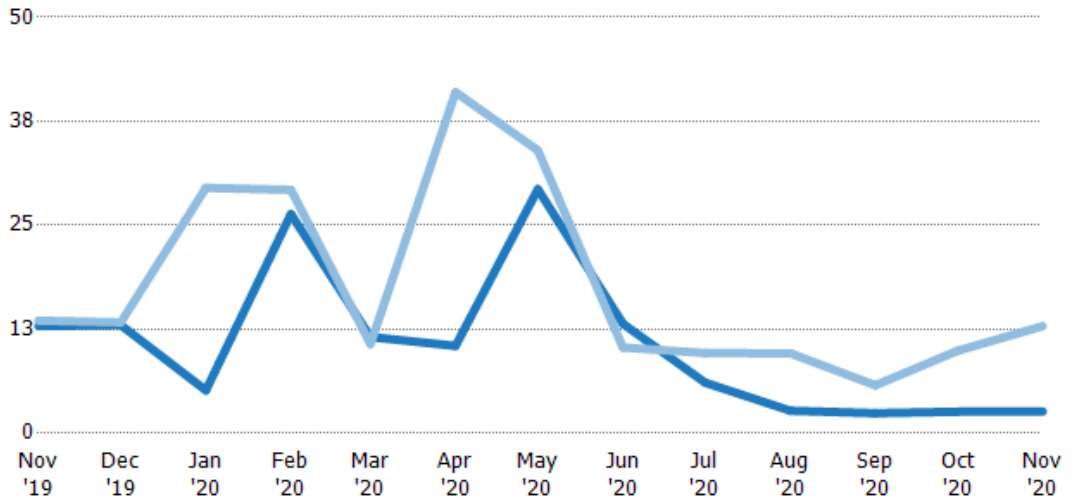
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	180	200	225	185	186	154	107	126	94	106	99	90	99
Prior Year	139	166	196	219	215	236	169	108	106	113	136	156	180
Percent Change from Prior Year	29%	20%	15%	-16%	-13%	-35%	-36%	17%	-11%	-6%	-27%	-42%	-45%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	12.9	13	5.15	26.3	11.6	10.5	29.3	13.2	6.08	2.71	2.42	2.6	2.63
Prior Year	13.5	13.3	29.5	29.3	10.7	41	34	10.3	9.64	9.62	5.76	9.92	12.9
Percent Change from Prior Year	-5%	-2%	-83%	-10%	8%	-74%	-14%	28%	-37%	-72%	-58%	-74%	-80%

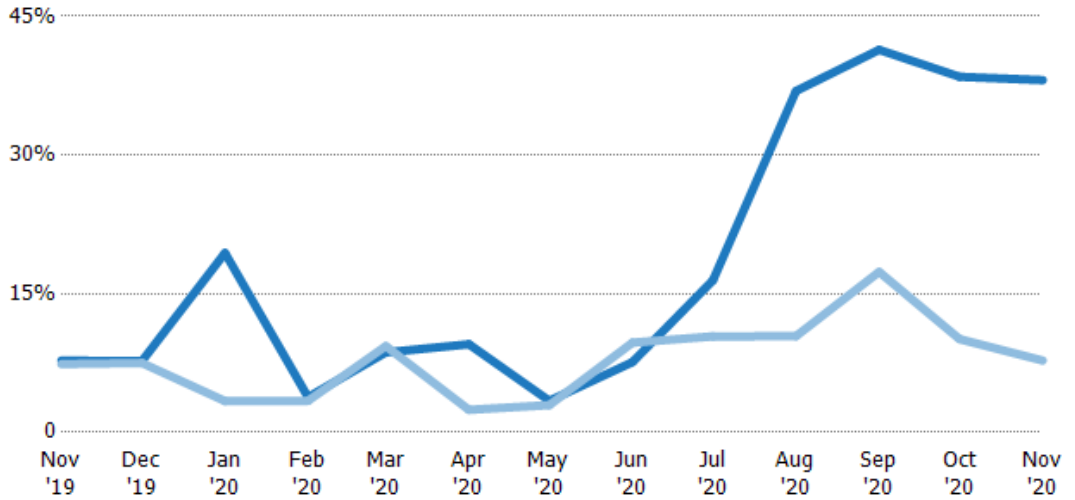
## Absorption Rate

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.
Nov '20	38%	-30.3%
Nov '19	8%	-0.4%
Nov '18	7%	131.3%



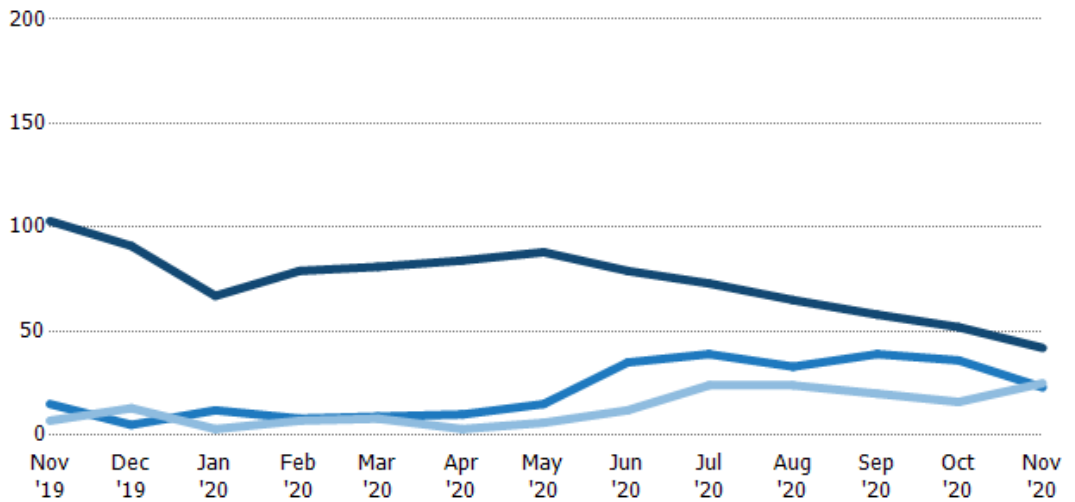
Current Year	8%	8%	19%	4%	9%	10%	3%	8%	16%	37%	41%	38%	38%
Prior Year	7%	8%	3%	3%	9%	2%	3%	10%	10%	10%	17%	10%	8%
Change from Prior Year	0%	0%	-16%	0%	1%	-7%	0%	2%	-6%	-27%	-24%	-28%	-30%

## 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



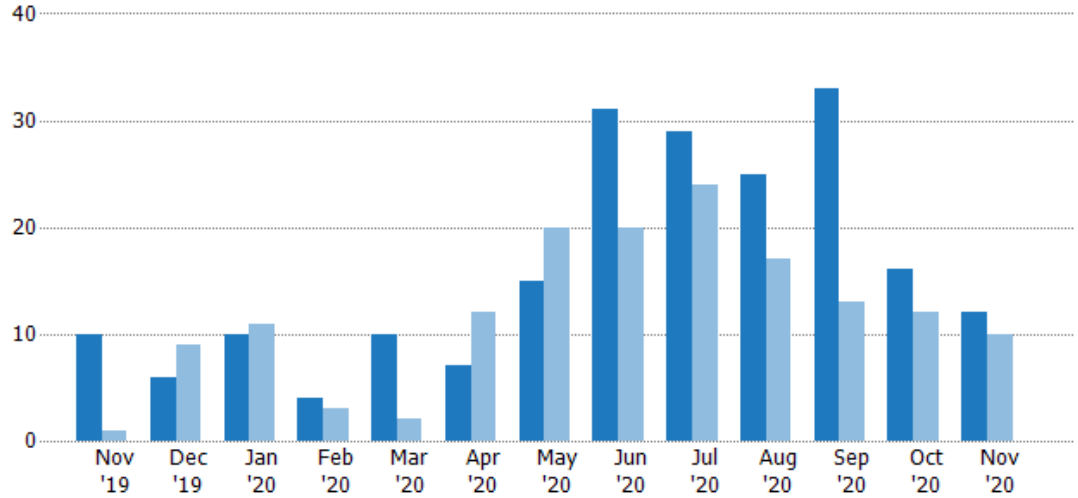
Active	103	91	67	79	81	84	88	79	73	65	58	52	42
Pending	15	5	12	8	9	10	15	35	39	33	39	36	23
Sold	7	13	3	7	8	3	6	12	24	24	20	16	25

## 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



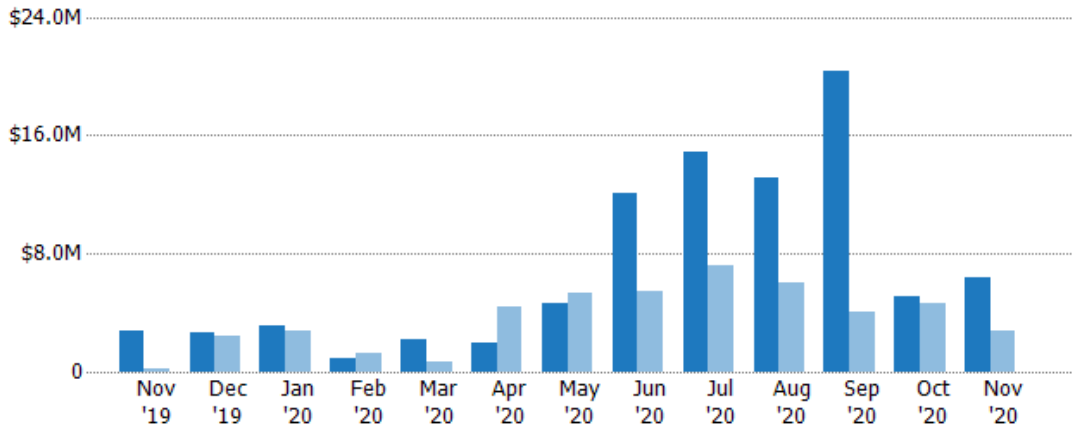
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	10	6	10	4	10	7	15	31	29	25	33	16	12
Prior Year	1	9	11	3	2	12	20	20	24	17	13	12	10
Percent Change from Prior Year	900%	-33%	-9%	33%	400%	-42%	-25%	55%	21%	47%	154%	33%	20%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.9M	\$13.1M	\$20.4M	\$5.11M	\$6.44M
Prior Year	\$230K	\$2.43M	\$2.8M	\$1.21M	\$700K	\$4.36M	\$5.35M	\$5.41M	\$7.16M	\$6.07M	\$4.06M	\$4.6M	\$2.83M
Percent Change from Prior Year	1,130%	8%	11%	-29%	209%	-55%	-14%	123%	108%	116%	402%	11%	128%



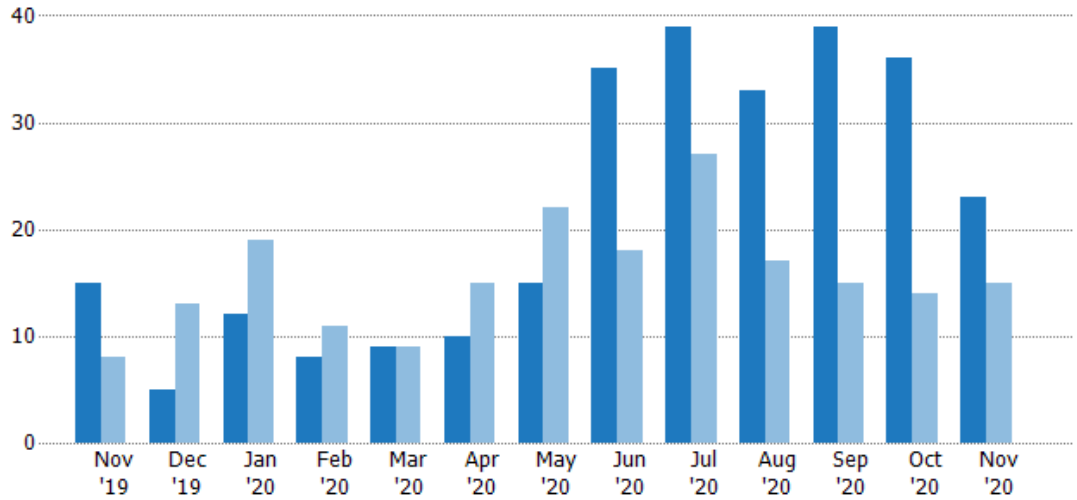
## Pending Sales

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.
Nov '20	23	53.3%
Nov '19	15	87.5%
Nov '18	8	87.5%



Current Year	15	5	12	8	9	10	15	35	39	33	39	36	23
Prior Year	8	13	19	11	9	15	22	18	27	17	15	14	15
Percent Change from Prior Year	88%	-62%	-37%	-27%	0%	-33%	-32%	94%	44%	94%	160%	157%	53%

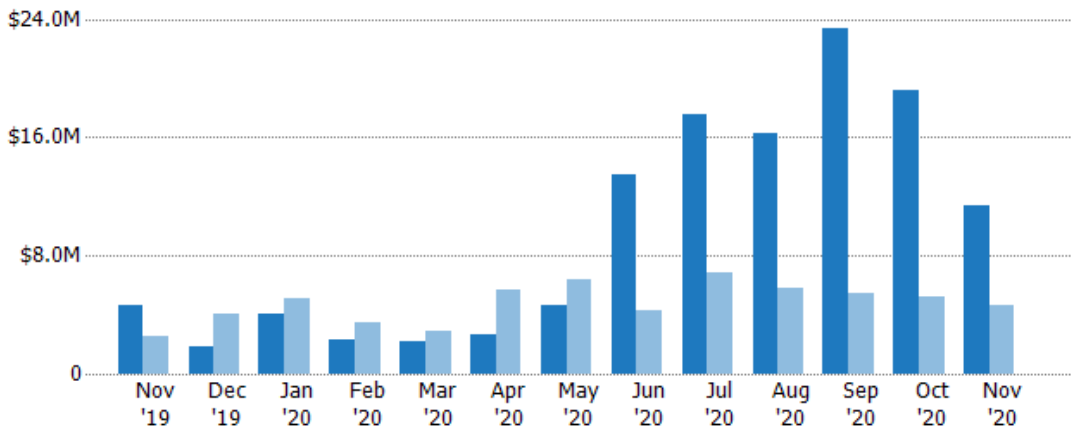
## Pending Sales Volume

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.
Nov '20	\$11.4M	147.5%
Nov '19	\$4.6M	78.2%
Nov '18	\$2.58M	101.6%



Current Year	\$4.6M	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$2.64M	\$4.68M	\$13.5M	\$17.5M	\$16.3M	\$23.4M	\$19.1M	\$11.4M
Prior Year	\$2.58M	\$4M	\$5.1M	\$3.47M	\$2.93M	\$5.65M	\$6.35M	\$4.24M	\$6.88M	\$5.85M	\$5.48M	\$5.23M	\$4.6M
Percent Change from Prior Year	78%	-55%	-19%	-34%	-25%	-53%	-26%	218%	155%	179%	327%	266%	148%

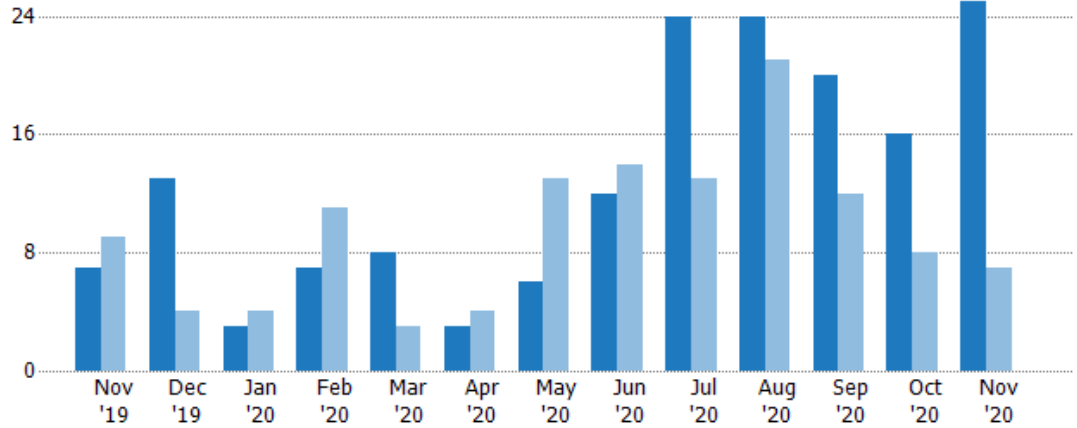
## Closed Sales

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.
Nov '20	25	257.1%
Nov '19	7	-22.2%
Nov '18	9	-22.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	7	13	3	7	8	3	6	12	24	24	20	16	25
Prior Year	9	4	4	11	3	4	13	14	13	21	12	8	7
Percent Change from Prior Year	-22%	225%	-25%	-36%	167%	-25%	-54%	-14%	85%	14%	67%	100%	257%

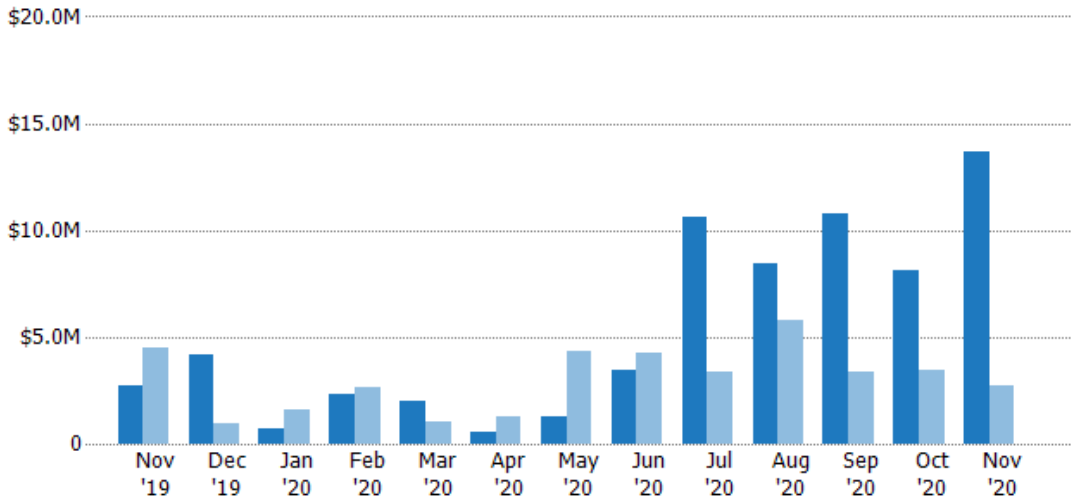
## Closed Sales Volume

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.
Nov '20	\$13.7M	398%
Nov '19	\$2.74M	-39.2%
Nov '18	\$4.51M	-39.9%



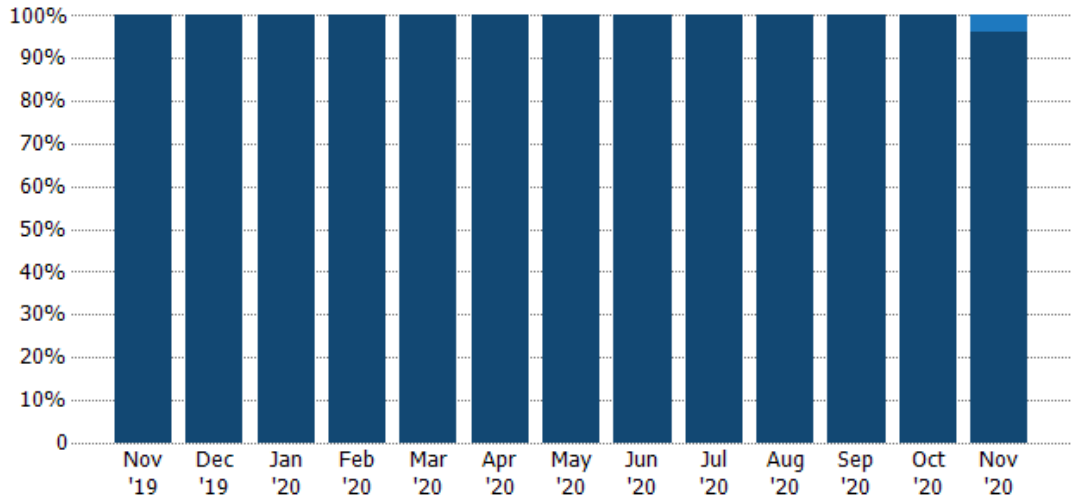
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$2.74M	\$4.16M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M	\$3.44M	\$10.6M	\$8.46M	\$10.8M	\$8.16M	\$13.7M
Prior Year	\$4.51M	\$920K	\$1.61M	\$2.68M	\$1.07M	\$1.3M	\$4.32M	\$4.27M	\$3.38M	\$5.77M	\$3.37M	\$3.44M	\$2.74M
Percent Change from Prior Year	-39%	352%	-55%	-14%	86%	-56%	-71%	-20%	213%	47%	220%	137%	398%

## 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



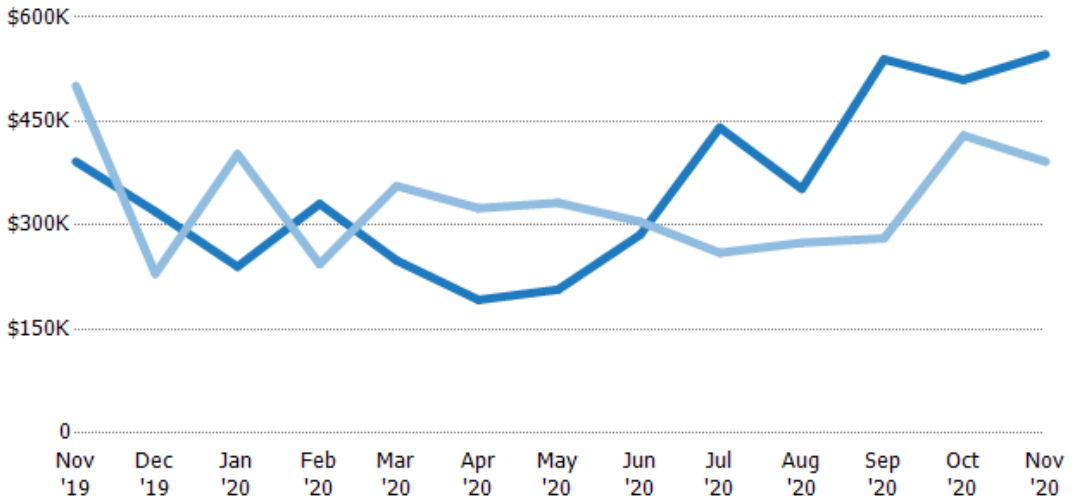
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	4%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	96%

## 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



Current Year	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K	\$352K	\$539K	\$510K	\$546K
Prior Year	\$501K	\$230K	\$403K	\$244K	\$357K	\$325K	\$332K	\$305K	\$260K	\$275K	\$281K	\$430K	\$392K
Percent Change from Prior Year	-22%	39%	-40%	36%	-30%	-41%	-38%	-6%	69%	28%	92%	19%	39%

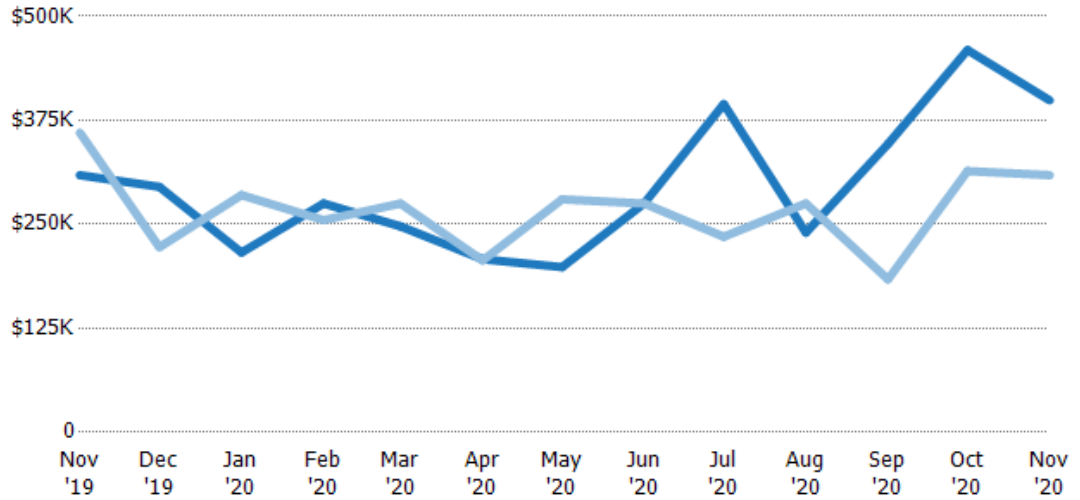
## Median Sales Price

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.
Nov '20	\$399K	29.1%
Nov '19	\$309K	-14.2%
Nov '18	\$360K	-22.2%



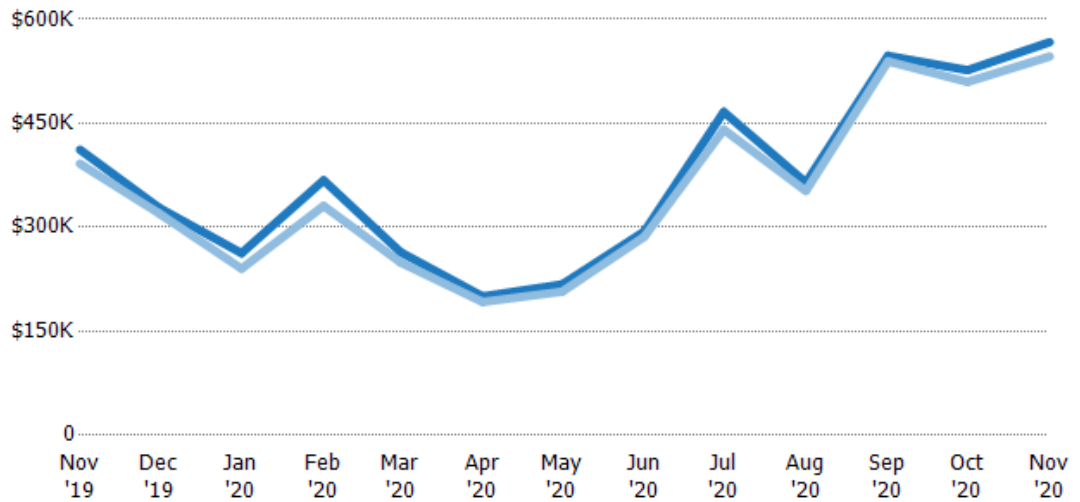
Current Year	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K	\$240K	\$347K	\$460K	\$399K
Prior Year	\$360K	\$223K	\$285K	\$255K	\$275K	\$207K	\$280K	\$275K	\$235K	\$275K	\$184K	\$314K	\$309K
Percent Change from Prior Year	-14%	33%	-24%	8%	-10%	1%	-29%	0%	68%	-13%	89%	46%	29%

## 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



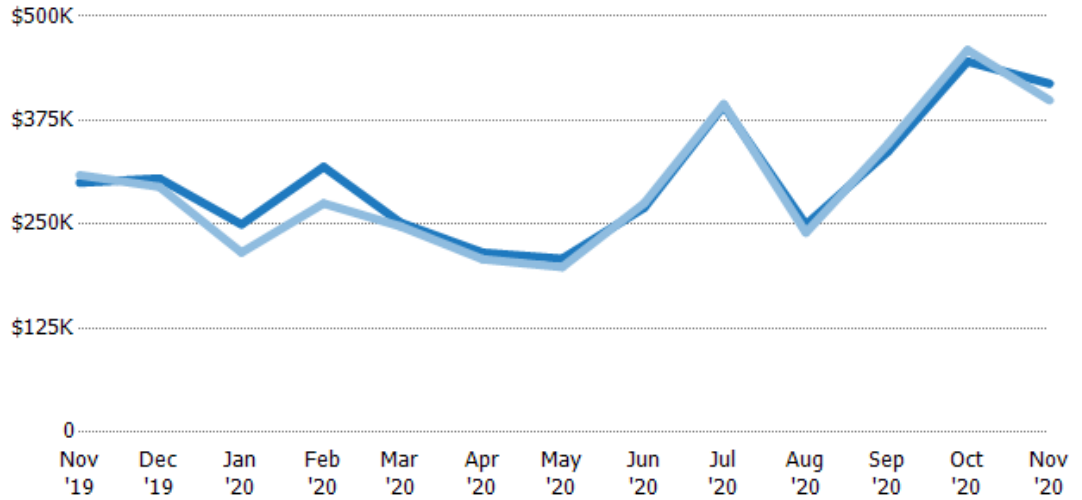
Avg List Price	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K	\$364K	\$547K	\$527K	\$567K
Avg Sales Price	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K	\$352K	\$539K	\$510K	\$546K
Avg Sales Price as a % of Avg List Price	95%	98%	92%	90%	94%	96%	95%	97%	95%	97%	99%	97%	96%

## 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



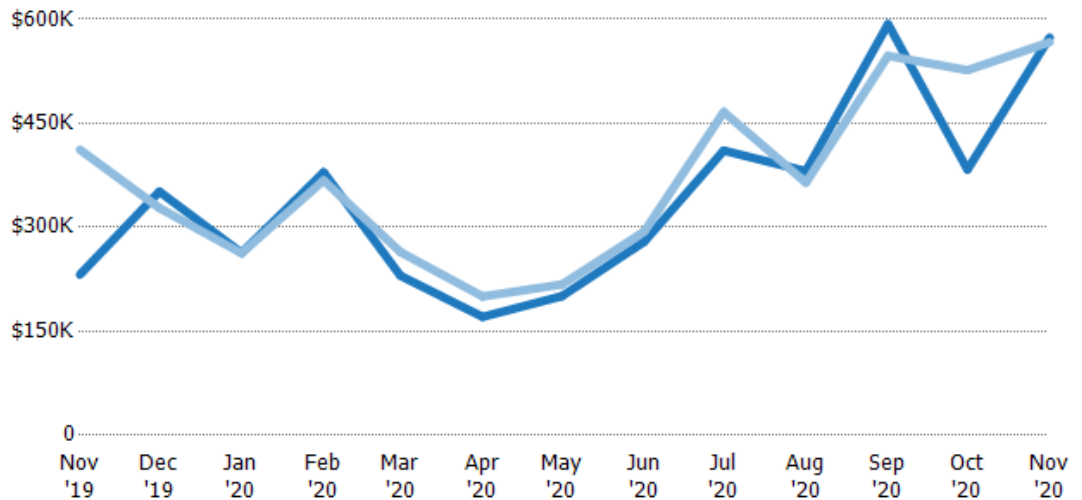
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K	\$250K	\$338K	\$446K	\$419K
Median Sales Price	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K	\$240K	\$347K	\$460K	\$399K
Med Sales Price as a % of Med List Price	103%	97%	86%	86%	98%	96%	95%	102%	101%	96%	103%	103%	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



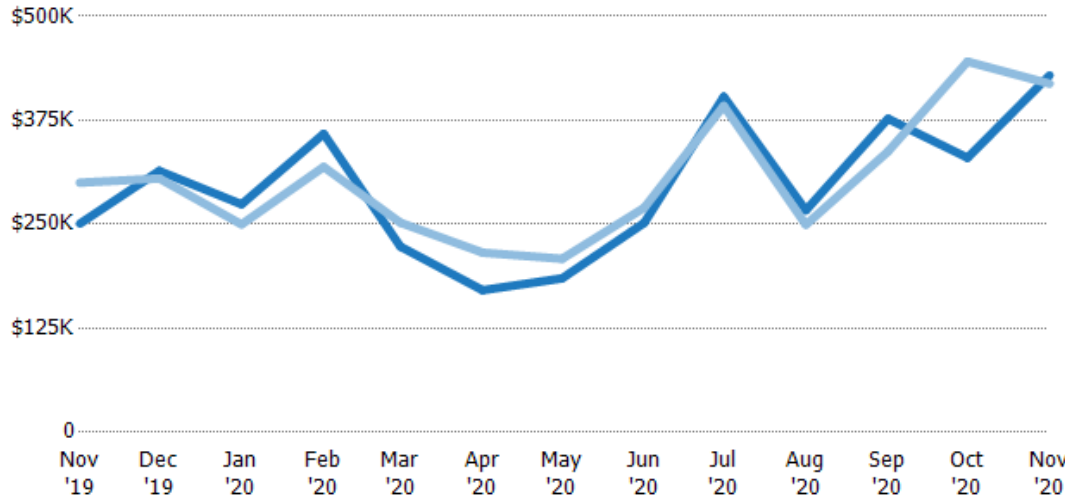
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$232K	\$352K	\$263K	\$379K	\$230K	\$171K	\$201K	\$279K	\$411K	\$381K	\$593K	\$383K	\$574K
Avg Sales Price	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K	\$364K	\$547K	\$527K	\$567K
Avg Sales Price as a % of Avg Est Value	178%	93%	100%	97%	115%	117%	108%	105%	114%	96%	92%	137%	99%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$251K	\$314K	\$274K	\$359K	\$223K	\$171K	\$185K	\$252K	\$403K	\$267K	\$377K	\$330K	\$429K
Median Sales Price	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K	\$250K	\$338K	\$446K	\$419K
Med Sales Price as a % of Med Est Value	120%	97%	91%	89%	113%	126%	113%	107%	97%	94%	90%	135%	98%