

## 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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	15	12	+25%	173	175	-1.1%
New Listing Volume	\$7,171,100	\$5,780,099	+24.1%	\$82,087,422	\$67,212,831	+22.1%
Active Listing Count	52	119	-56.3%	N/A	N/A	
Active Listing Volume	\$29,415,160	\$58,870,699	-50%	N/A	N/A	
Average Listing Price	\$565,676	\$494,712	+14.3%	\$516,028	\$438,414	+17.7%
Median Listing Price	\$509,880	\$325,000	+56.9%	\$375,013	\$292,993	+28%
Median Days in RPR	90	156	-42.3%	116.2	146.68	-20.8%
Months of Inventory	2.6	9.9	-73.8%	7	12.5	-43.4%
Absorption Rate	38.46%	10.08%	+28.4%	14.19%	8.03%	+6.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	16	12	+33.3%	180	134	+34.3%
New Pending Sales Volume	\$5,114,400	\$4,600,600	+11.2%	\$78,217,767	\$41,724,514	+87.5%
Pending Sales Count	36	14	+157.1%	N/A	N/A	
Pending Sales Volume	\$19,126,900	\$5,228,800	+265.8%	N/A	N/A	
Closed Sales Count	16	8	+100%	123	103	+19.4%
Closed Sales Volume	\$8,155,000	\$3,436,000	+137.3%	\$48,268,452	\$31,216,549	+54.6%
Average Sales Price	\$509,688	\$429,500	+18.7%	\$392,426	\$303,073	+29.5%
Median Sales Price	\$459,500	\$314,000	+46.3%	\$318,545	\$258,567	+23.2%

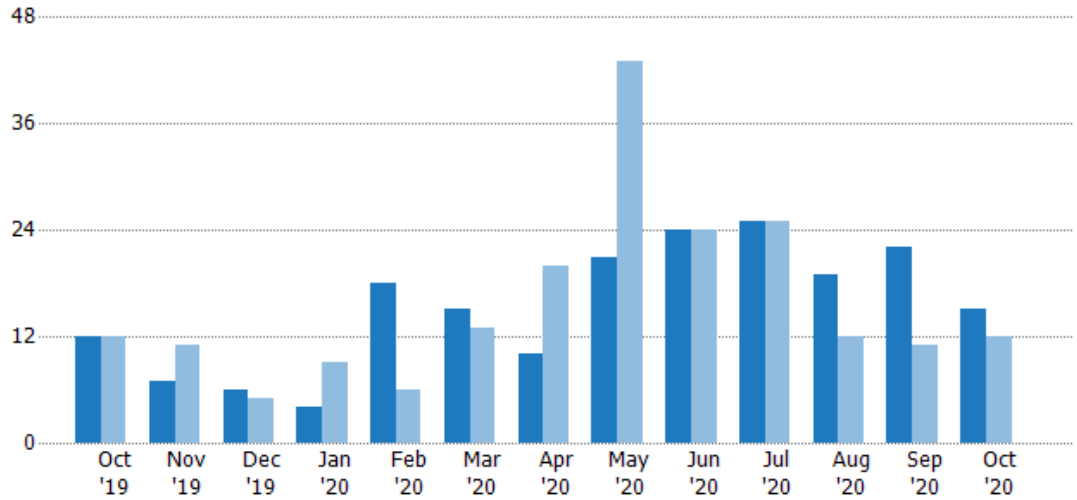
## New Listings

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.
Oct '20	15	25%
Oct '19	12	0%
Oct '18	12	-50%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	12	7	6	4	18	15	10	21	24	25	19	22	15
Prior Year	12	11	5	9	6	13	20	43	24	25	12	11	12
Percent Change from Prior Year	0%	-36%	20%	-56%	200%	15%	-50%	-51%	0%	0%	58%	100%	25%

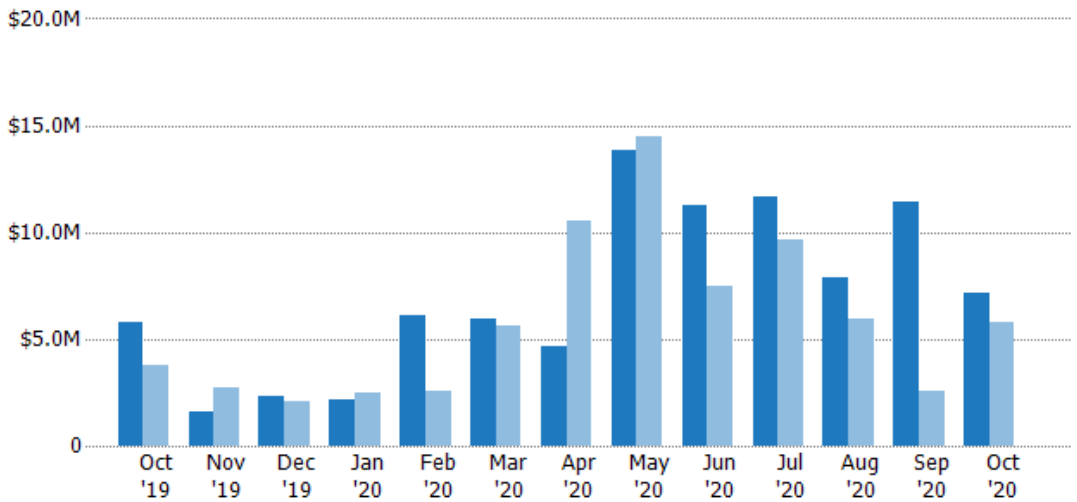
## New Listing Volume

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.
Oct '20	\$7.17M	24.1%
Oct '19	\$5.78M	52.3%
Oct '18	\$3.8M	-20.8%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$5.78M	\$1.62M	\$2.3M	\$2.15M	\$6.12M	\$5.94M	\$4.66M	\$13.9M	\$11.3M	\$11.7M	\$7.84M	\$11.4M	\$7.17M
Prior Year	\$3.8M	\$2.73M	\$2.05M	\$2.51M	\$2.59M	\$5.61M	\$10.5M	\$14.5M	\$7.51M	\$9.62M	\$5.98M	\$2.59M	\$5.78M
Percent Change from Prior Year	52%	-41%	12%	-15%	136%	6%	-56%	-4%	50%	21%	31%	341%	24%

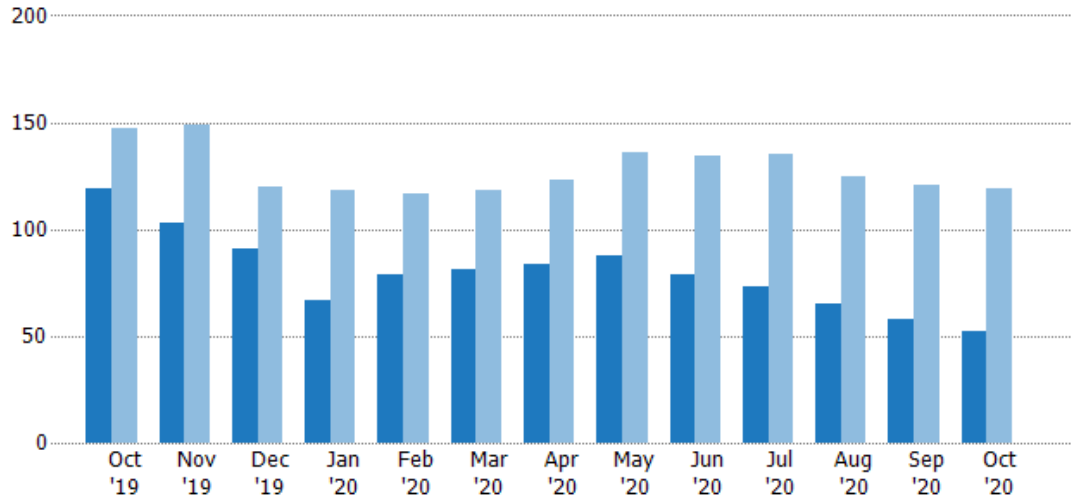
## Active Listings

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.
Oct '20	52	-56.3%
Oct '19	119	-19%
Oct '18	147	-11.6%



Current Year	119	103	91	67	79	81	84	88	79	73	65	58	52
Prior Year	147	149	120	118	117	118	123	136	134	135	125	121	119
Percent Change from Prior Year	-19%	-31%	-24%	-43%	-32%	-31%	-32%	-35%	-41%	-46%	-48%	-52%	-56%

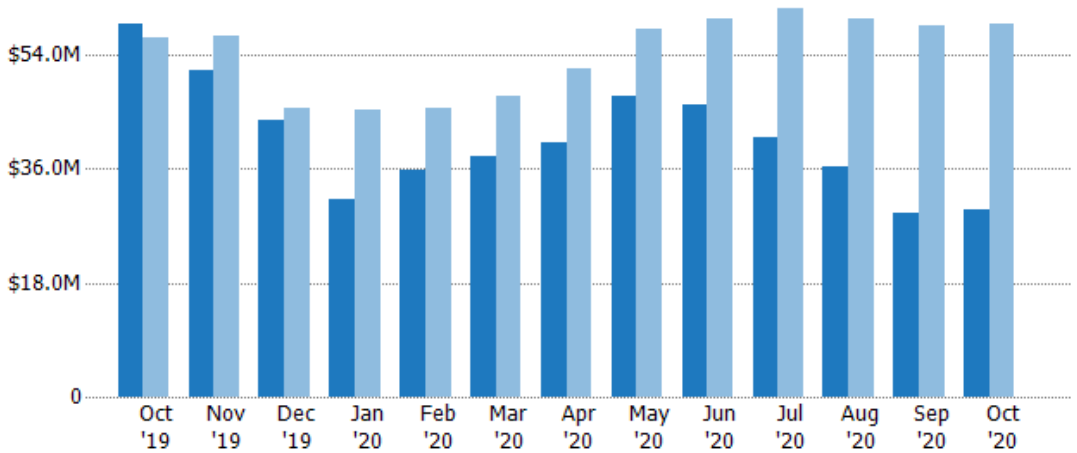
## Active Listing Volume

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.
Oct '20	\$29.4M	-50%
Oct '19	\$58.9M	3.9%
Oct '18	\$56.7M	-10.7%



Current Year	\$58.9M	\$51.6M	\$43.7M	\$31.2M	\$35.9M	\$37.9M	\$40.1M	\$47.5M	\$46.1M	\$41M	\$36.4M	\$29.1M	\$29.4M
Prior Year	\$56.7M	\$56.9M	\$45.6M	\$45.2M	\$45.4M	\$47.5M	\$51.9M	\$58.1M	\$59.6M	\$61.4M	\$59.6M	\$58.6M	\$58.9M
Percent Change from Prior Year	4%	-9%	-4%	-31%	-21%	-20%	-23%	-18%	-23%	-33%	-39%	-50%	-50%

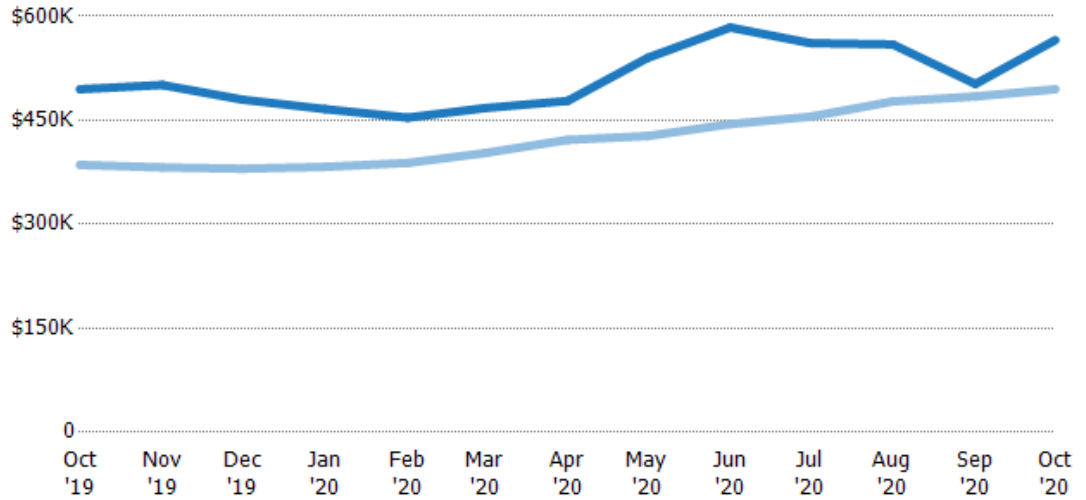
## Average Listing Price

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.
Oct '20	\$566K	14.3%
Oct '19	\$495K	28.3%
Oct '18	\$386K	1%



Current Year	\$495K	\$501K	\$480K	\$466K	\$454K	\$468K	\$478K	\$540K	\$584K	\$561K	\$559K	\$502K	\$566K
Prior Year	\$386K	\$382K	\$380K	\$383K	\$388K	\$403K	\$422K	\$427K	\$445K	\$455K	\$477K	\$484K	\$495K
Percent Change from Prior Year	28%	31%	26%	22%	17%	16%	13%	26%	31%	23%	17%	4%	14%

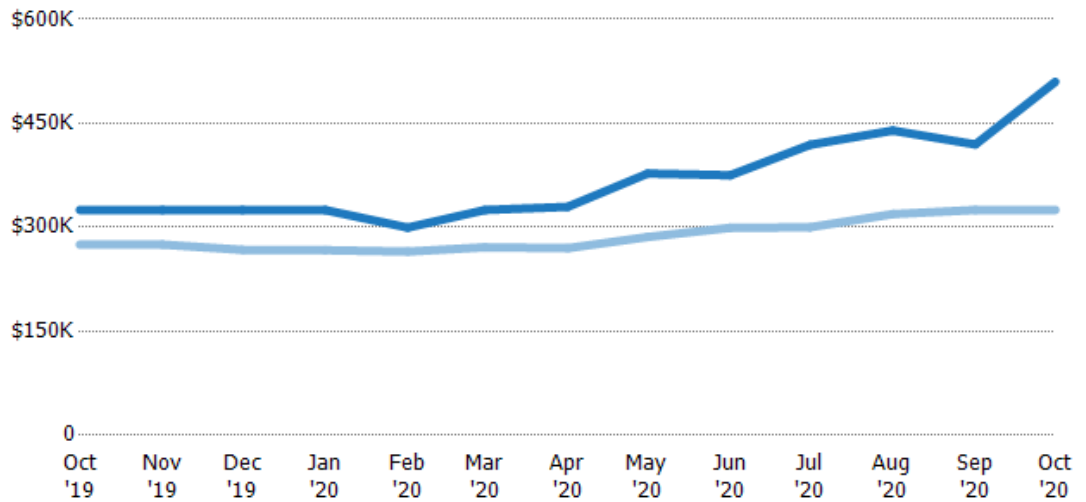
## Median Listing Price

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.
Oct '20	\$510K	56.9%
Oct '19	\$325K	18.2%
Oct '18	\$275K	-2.4%



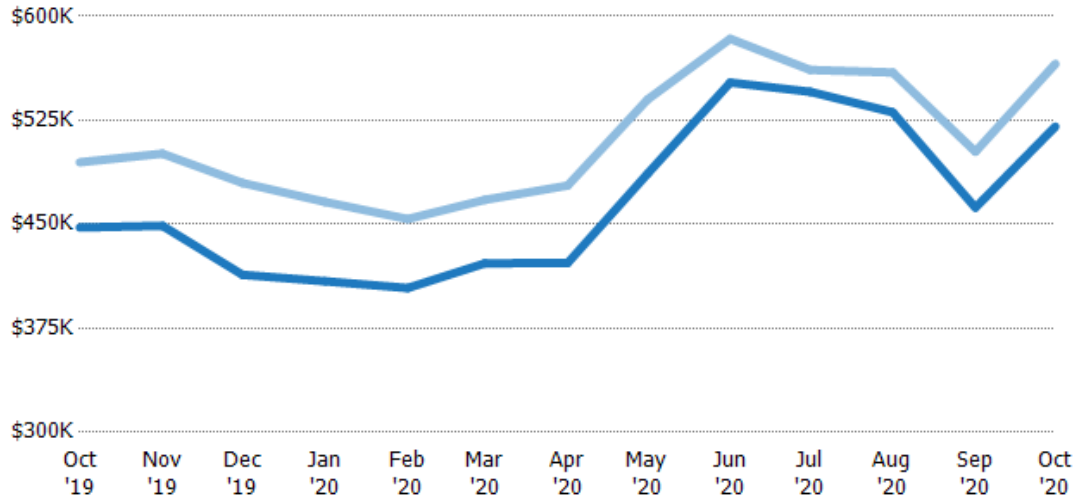
Current Year	\$325K	\$325K	\$325K	\$325K	\$300K	\$325K	\$329K	\$377K	\$375K	\$419K	\$440K	\$420K	\$510K
Prior Year	\$275K	\$275K	\$267K	\$267K	\$265K	\$271K	\$270K	\$286K	\$299K	\$300K	\$319K	\$325K	\$325K
Percent Change from Prior Year	18%	18%	21%	22%	13%	20%	22%	32%	25%	40%	38%	29%	57%

## 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

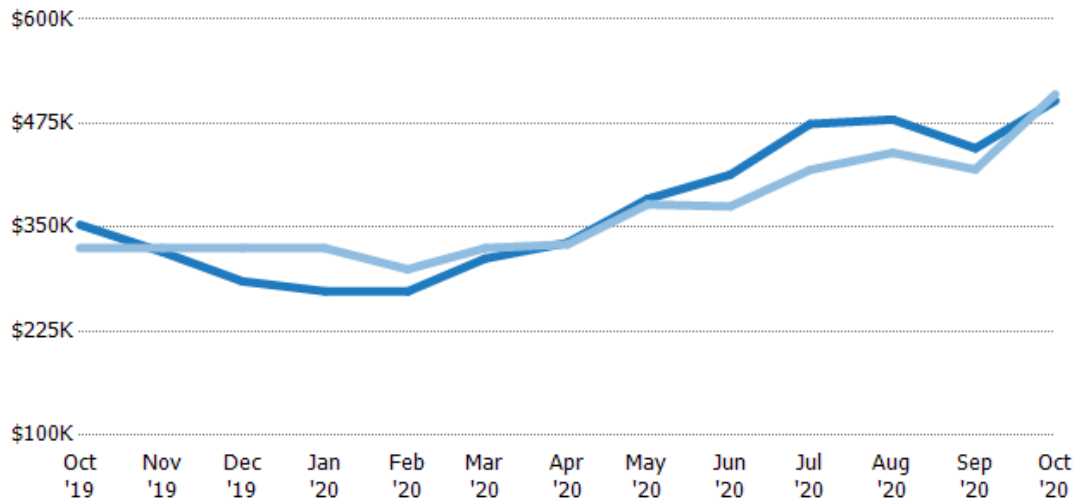


## Median Listing Price vs Median Est Value

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

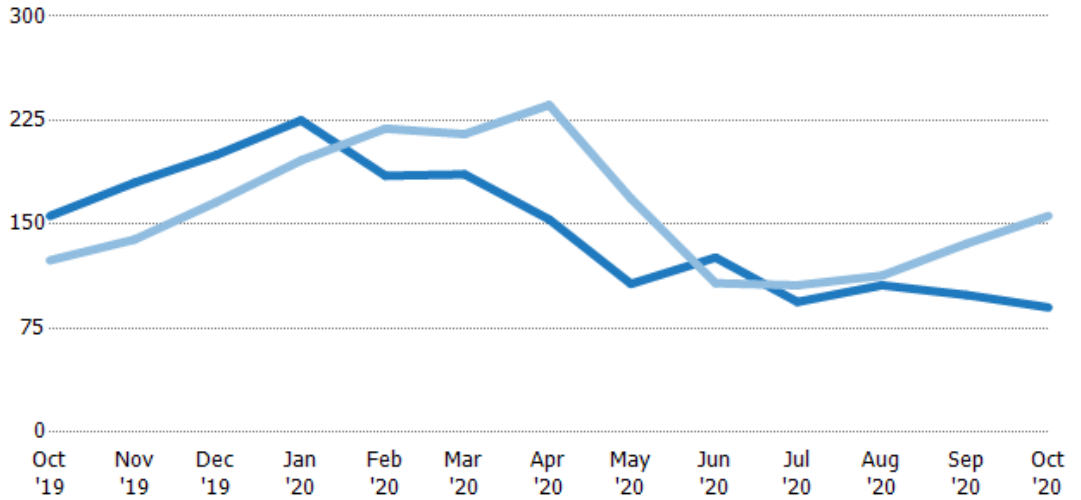


## Median Days in RPR

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



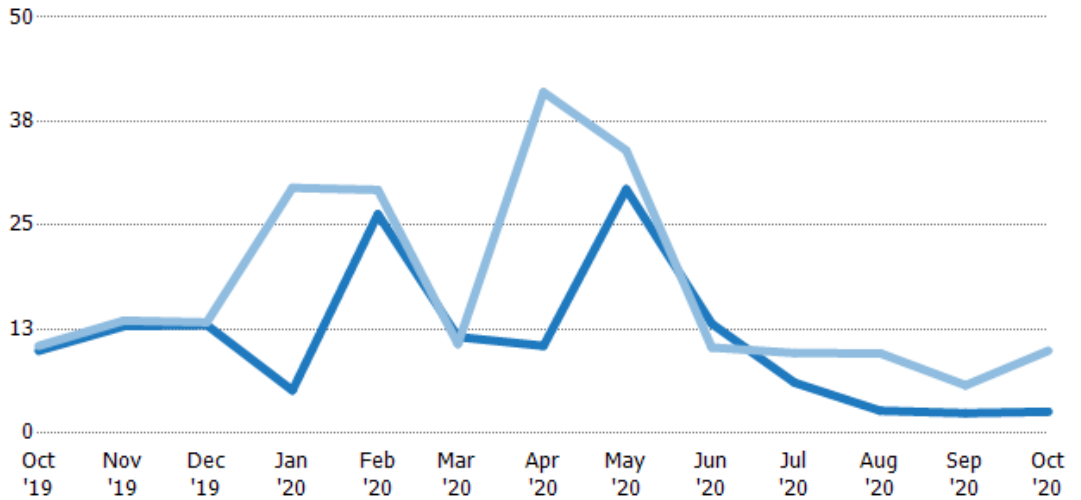
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	156	180	200	225	185	186	154	107	126	94	106	99	90
Prior Year	124	139	166	196	219	215	236	169	108	106	113	136	156
Percent Change from Prior Year	26%	29%	20%	15%	-16%	-13%	-35%	-36%	17%	-11%	-6%	-27%	-42%

## 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



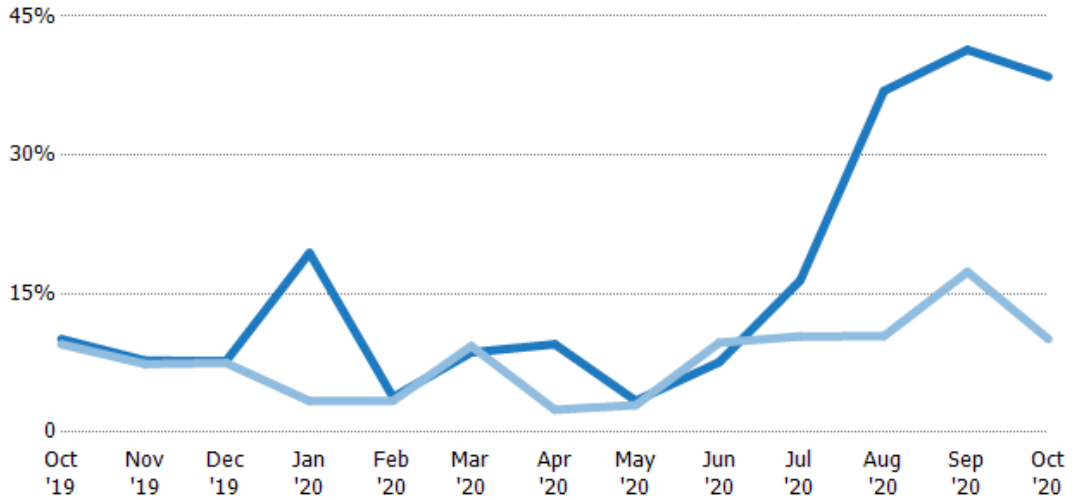
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	9.92	12.9	13	5.15	26.3	11.6	10.5	29.3	13.2	6.08	2.71	2.42	2.6
Prior Year	10.5	13.5	13.3	29.5	29.3	10.7	41	34	10.3	9.64	9.62	5.76	9.92
Percent Change from Prior Year	-6%	-5%	-2%	-83%	-10%	8%	-74%	-14%	28%	-37%	-72%	-58%	-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



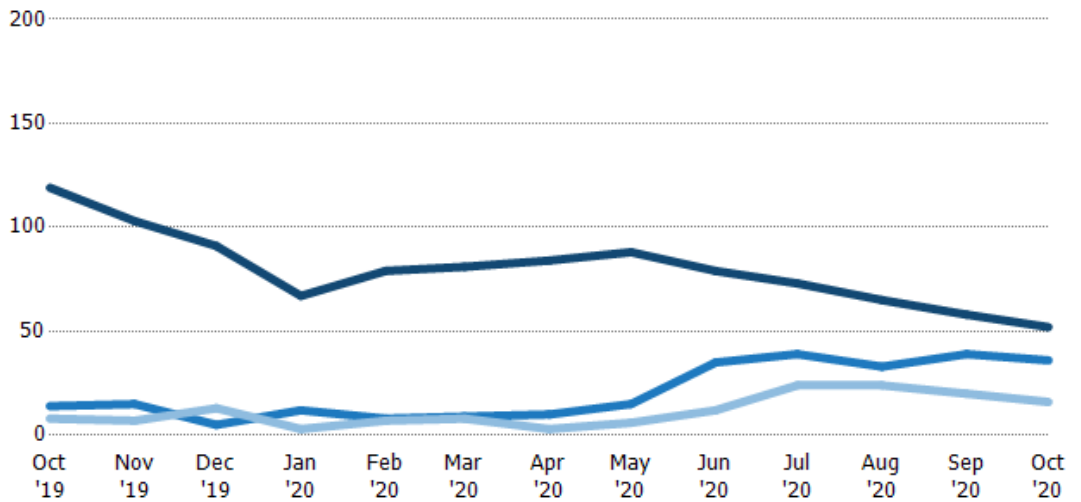
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	10%	8%	8%	19%	4%	9%	10%	3%	8%	16%	37%	41%	38%
Prior Year	10%	7%	8%	3%	3%	9%	2%	3%	10%	10%	10%	17%	10%
Change from Prior Year	-1%	0%	0%	-16%	0%	1%	-7%	0%	2%	-6%	-27%	-24%	-28%

## 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



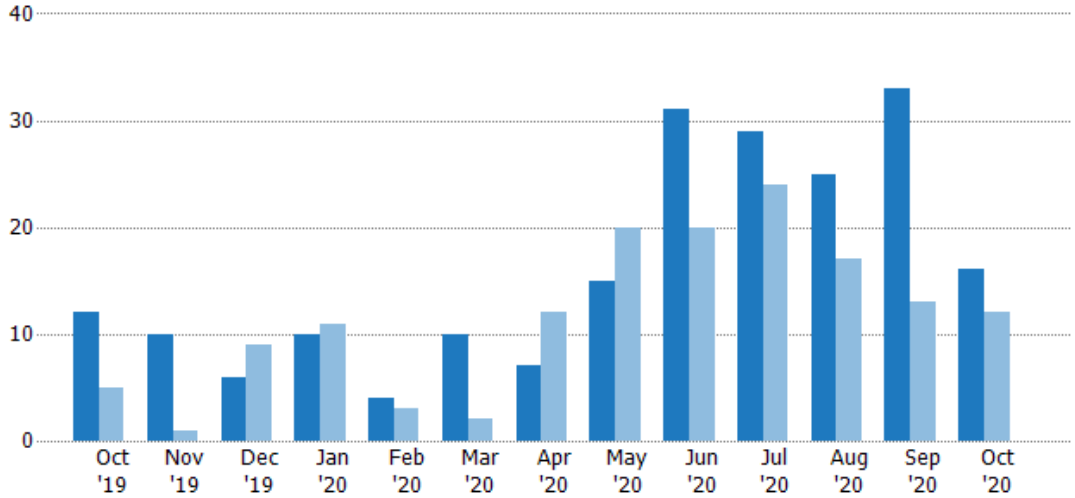
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	119	103	91	67	79	81	84	88	79	73	65	58	52
Pending	14	15	5	12	8	9	10	15	35	39	33	39	36
Sold	8	7	13	3	7	8	3	6	12	24	24	20	16

## 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



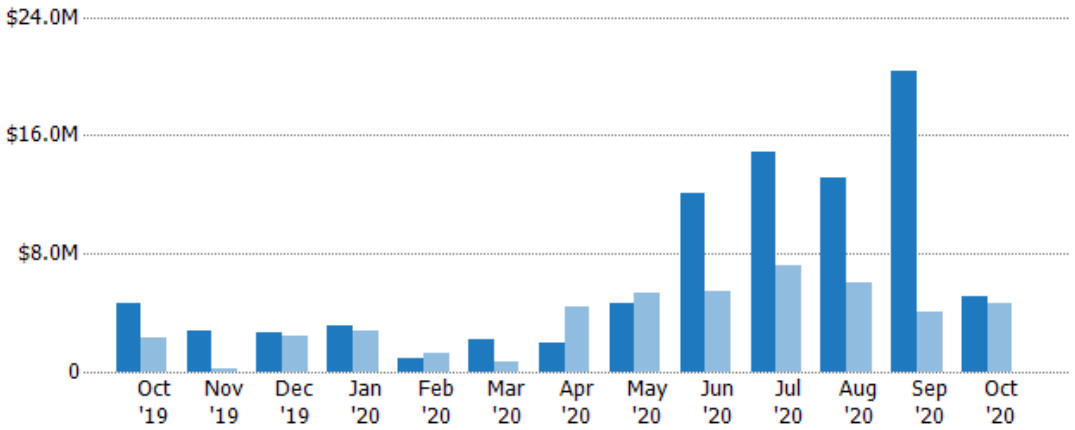
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	12	10	6	10	4	10	7	15	31	29	25	33	16
Prior Year	5	1	9	11	3	2	12	20	20	24	17	13	12
Percent Change from Prior Year	140%	900%	-33%	-9%	33%	400%	-42%	-25%	55%	21%	47%	154%	33%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.9M	\$13.1M	\$20.4M	\$5.11M
Prior Year	\$2.29M	\$230K	\$2.43M	\$2.8M	\$1.21M	\$700K	\$4.36M	\$5.35M	\$5.41M	\$7.16M	\$6.07M	\$4.06M	\$4.6M
Percent Change from Prior Year	101%	1,130%	8%	11%	-29%	209%	-55%	-14%	123%	108%	116%	402%	11%



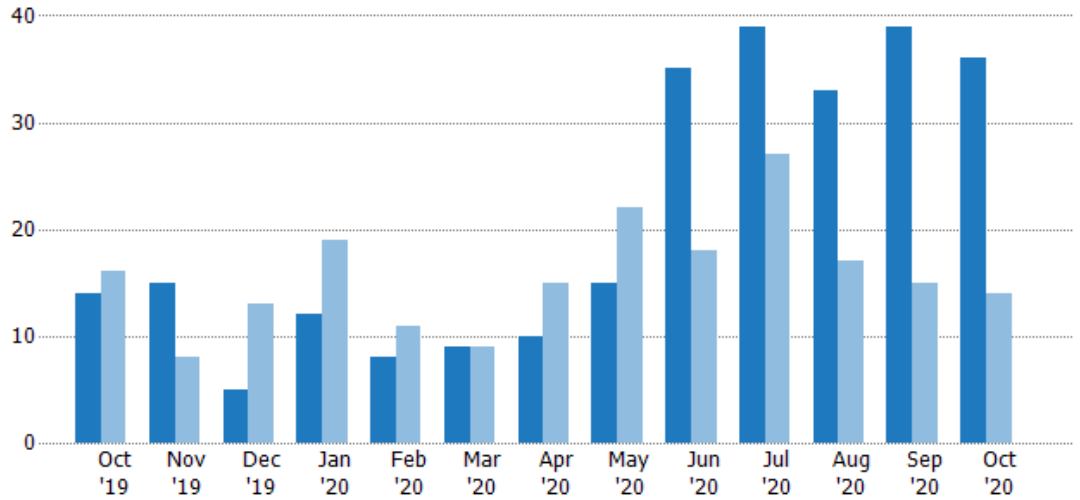
## Pending Sales

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.
Oct '20	36	157.1%
Oct '19	14	-12.5%
Oct '18	16	0%



Current Year	14	15	5	12	8	9	10	15	35	39	33	39	36
Prior Year	16	8	13	19	11	9	15	22	18	27	17	15	14
Percent Change from Prior Year	-13%	88%	-62%	-37%	-27%	0%	-33%	-32%	94%	44%	94%	160%	157%

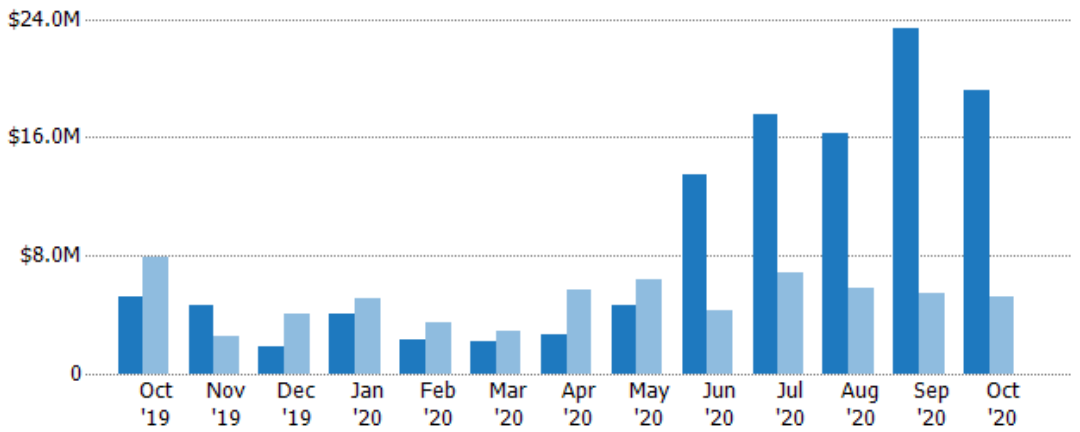
## Pending Sales Volume

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.
Oct '20	\$19.1M	265.8%
Oct '19	\$5.23M	-33.4%
Oct '18	\$7.85M	-26.2%



Current Year	\$5.23M	\$4.6M	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$2.64M	\$4.68M	\$13.5M	\$17.5M	\$16.3M	\$23.4M	\$19.1M
Prior Year	\$7.85M	\$2.58M	\$4M	\$5.1M	\$3.47M	\$2.93M	\$5.65M	\$6.35M	\$4.24M	\$6.88M	\$5.85M	\$5.48M	\$5.23M
Percent Change from Prior Year	-33%	78%	-55%	-19%	-34%	-25%	-53%	-26%	218%	155%	179%	327%	266%

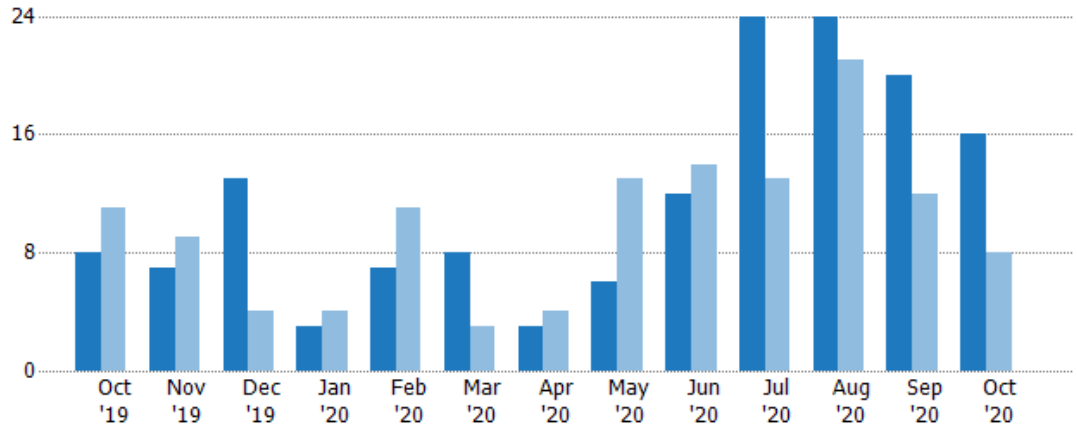
## Closed Sales

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.
Oct '20	16	100%
Oct '19	8	-27.3%
Oct '18	11	90.9%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	8	7	13	3	7	8	3	6	12	24	24	20	16
Prior Year	11	9	4	4	11	3	4	13	14	13	21	12	8
Percent Change from Prior Year	-27%	-22%	225%	-25%	-36%	167%	-25%	-54%	-14%	85%	14%	67%	100%

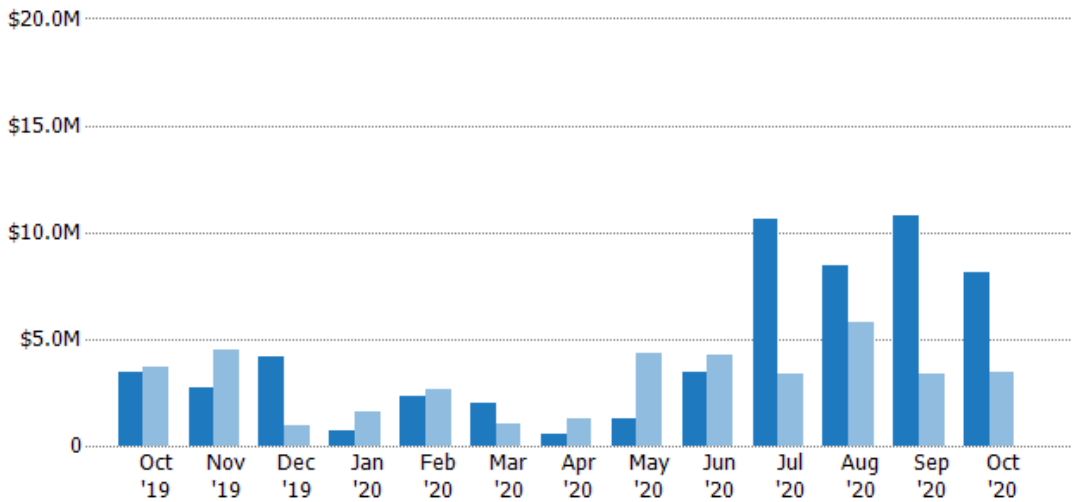
## Closed Sales Volume

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.
Oct '20	\$8.16M	137.3%
Oct '19	\$3.44M	-6.1%
Oct '18	\$3.66M	72.8%



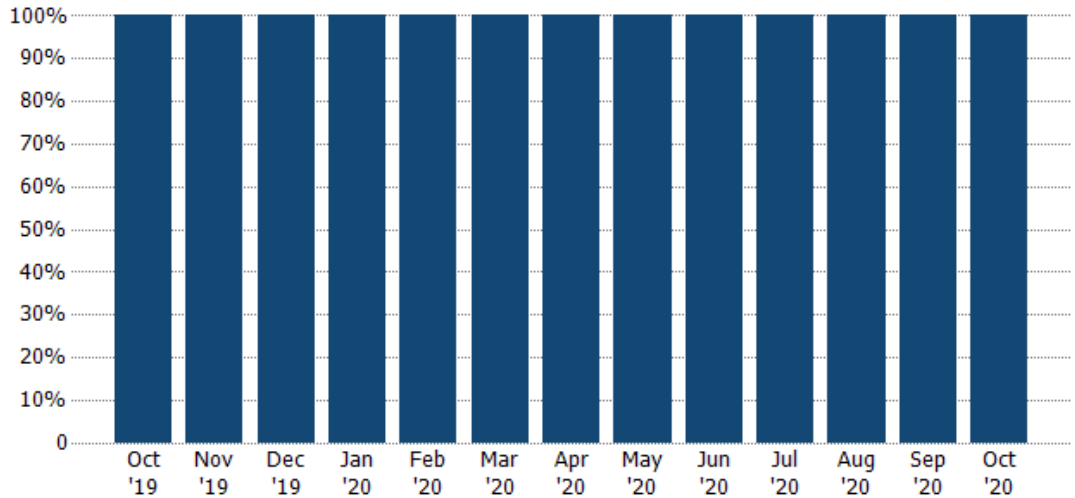
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$3.44M	\$2.74M	\$4.16M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M	\$3.44M	\$10.6M	\$8.46M	\$10.8M	\$8.16M
Prior Year	\$3.66M	\$4.51M	\$920K	\$1.61M	\$2.68M	\$1.07M	\$1.3M	\$4.32M	\$4.27M	\$3.38M	\$5.77M	\$3.37M	\$3.44M
Percent Change from Prior Year	-6%	-39%	352%	-55%	-14%	86%	-56%	-71%	-20%	213%	47%	220%	137%

## 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

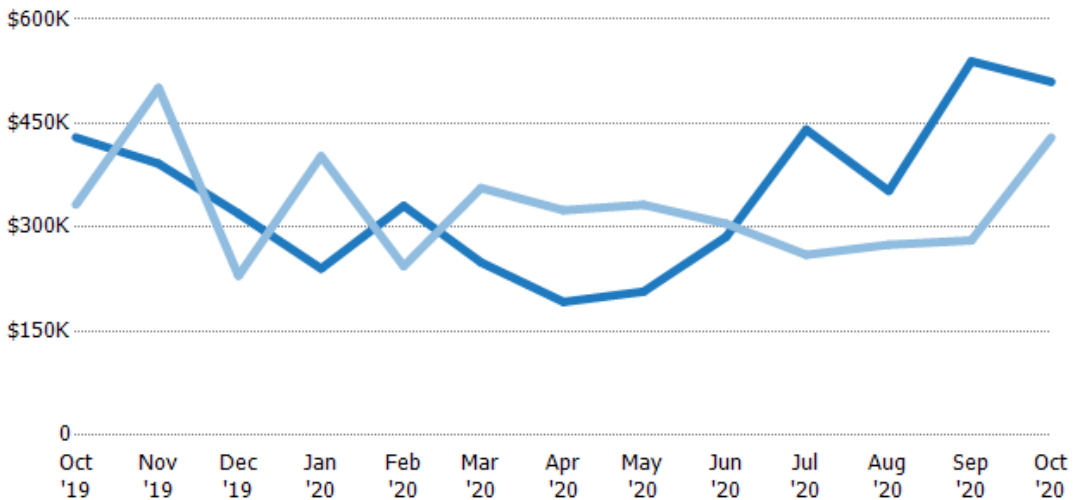
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

■ Prior Year

Percent Change from Prior Year

\$430K \$392K \$320K \$240K \$331K \$249K \$192K \$207K \$286K \$441K \$352K \$539K \$510K  
 \$333K \$501K \$230K \$403K \$244K \$357K \$325K \$332K \$305K \$260K \$275K \$281K \$430K  
 29% -22% 39% -40% 36% -30% -41% -38% -6% 69% 28% 92% 19%

Month/Year	Price	% Chg.
Oct '20	\$510K	18.7%
Oct '19	\$430K	29.2%
Oct '18	\$333K	-9.5%

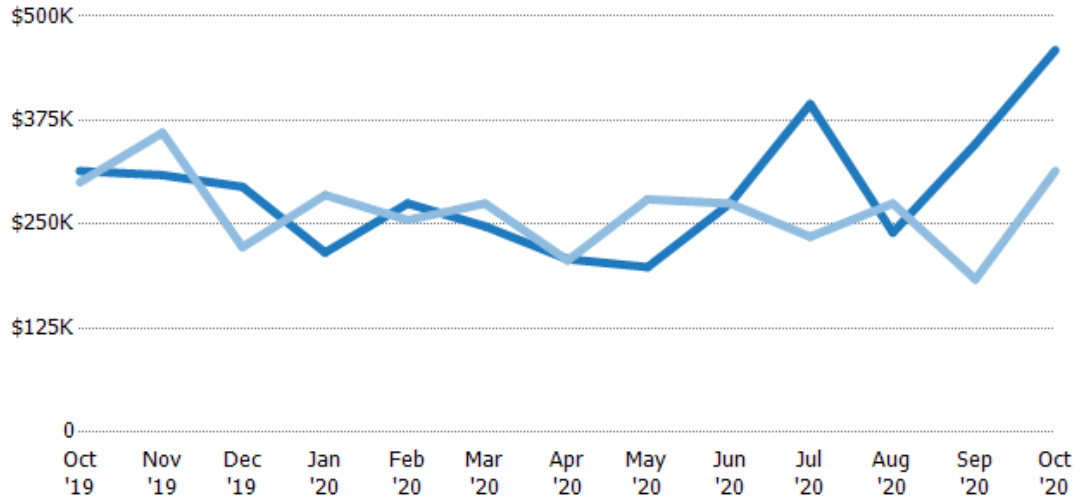
## Median Sales Price

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.
Oct '20	\$460K	46.3%
Oct '19	\$314K	4.5%
Oct '18	\$301K	-10.2%



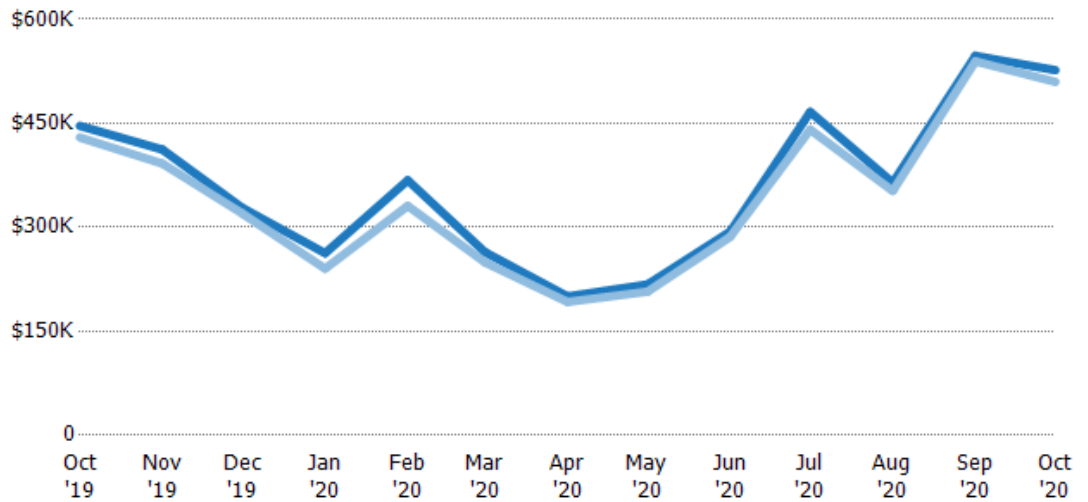
Current Year	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K	\$240K	\$347K	\$460K
Prior Year	\$301K	\$360K	\$223K	\$285K	\$255K	\$275K	\$207K	\$280K	\$275K	\$235K	\$275K	\$184K	\$314K
Percent Change from Prior Year	4%	-14%	33%	-24%	8%	-10%	1%	-29%	0%	68%	-13%	89%	46%

## 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



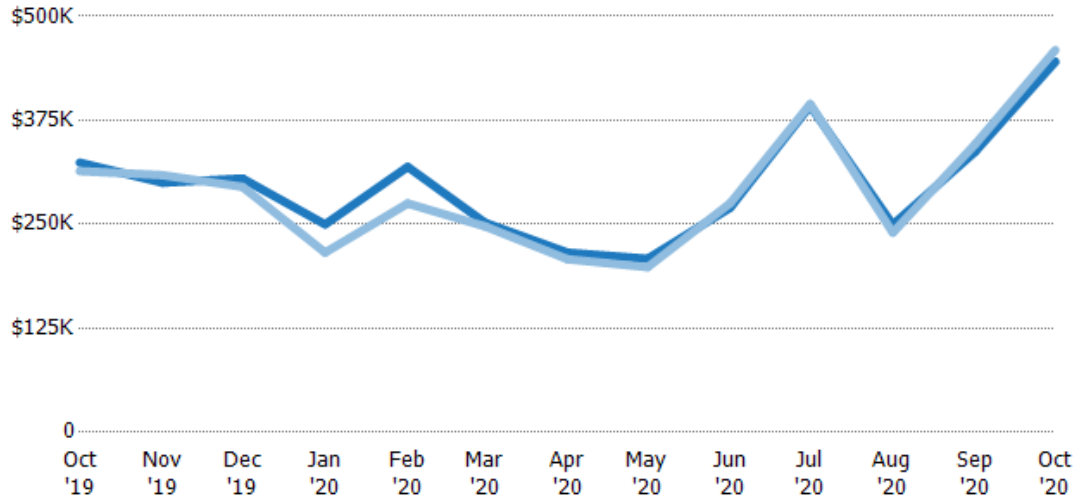
Avg List Price	\$446K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K	\$364K	\$547K	\$527K
Avg Sales Price	\$430K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K	\$352K	\$539K	\$510K
Avg Sales Price as a % of Avg List Price	96%	95%	98%	92%	90%	94%	96%	95%	97%	95%	97%	99%	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



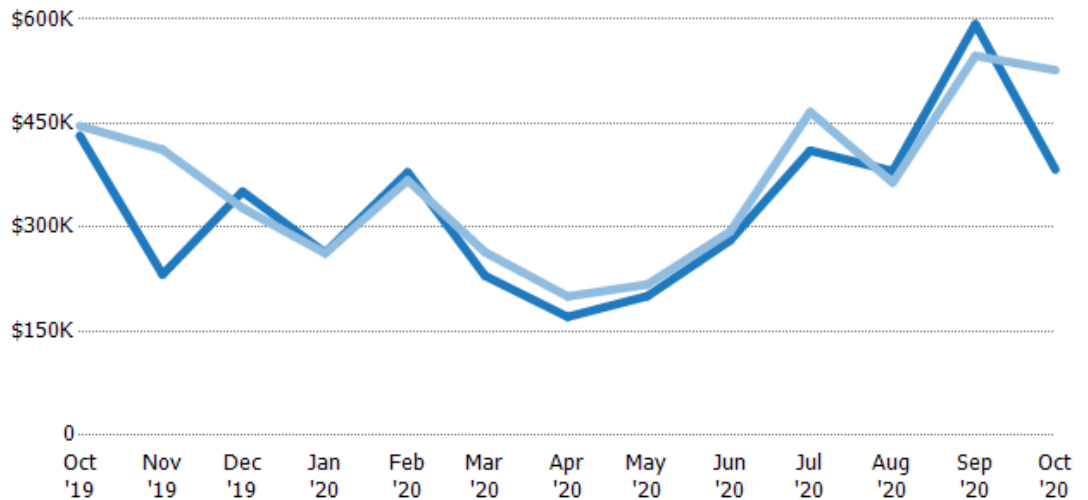
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$324K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K	\$250K	\$338K	\$446K
Median Sales Price	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K	\$240K	\$347K	\$460K
Med Sales Price as a % of Med List Price	97%	103%	97%	86%	86%	98%	96%	95%	102%	101%	96%	103%	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



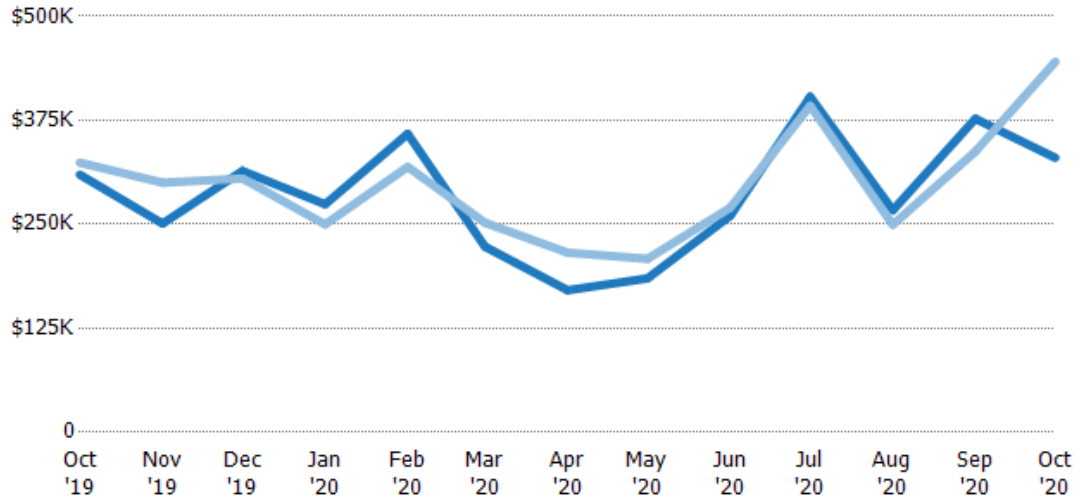
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$432K	\$232K	\$352K	\$263K	\$379K	\$230K	\$171K	\$201K	\$281K	\$411K	\$381K	\$593K	\$383K
Avg Sales Price	\$446K	\$412K	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K	\$364K	\$547K	\$527K
Avg Sales Price as a % of Avg Est Value	103%	178%	93%	100%	97%	115%	117%	108%	105%	114%	96%	92%	137%

## 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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$310K	\$251K	\$314K	\$274K	\$359K	\$223K	\$171K	\$185K	\$260K	\$403K	\$267K	\$377K	\$330K
Median Sales Price	\$324K	\$300K	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K	\$250K	\$338K	\$446K
Med Sales Price as a % of Med Est Value	105%	120%	97%	91%	89%	113%	126%	113%	104%	97%	94%	90%	135%