

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	6	+83.3%	202	198	+2%
New Listing Volume	\$4,294,400	\$2,299,500	+86.8%	\$95,249,222	\$72,888,226	+30.7%
Active Listing Count	38	92	-58.7%	N/A	N/A	
Active Listing Volume	\$18,658,900	\$43,702,499	-57.3%	N/A	N/A	
Average Listing Price	\$491,024	\$475,027	+3.4%	\$509,289	\$441,324	+15.4%
Median Listing Price	\$444,450	\$321,950	+38%	\$378,667	\$297,119	+27.4%
Median Days in RPR	104	197	-47.2%	111.69	153.88	-27.4%
Months of Inventory	1.4	13.1	-89.7%	6.4	12.4	-48.7%
Absorption Rate	73.68%	7.61%	+66.1%	15.68%	8.04%	+7.6%
Sales Activity Charts Metrics						
New Pending Sales Count	12	6	+100%	210	156	+34.6%
New Pending Sales Volume	\$4,542,100	\$2,620,800	+73.3%	\$91,116,967	\$47,943,409	+90.1%
Pending Sales Count	16	5	+220%	N/A	N/A	
Pending Sales Volume	\$6,776,000	\$1,791,900	+278.1%	N/A	N/A	
Closed Sales Count	15	13	+15.4%	168	130	+29.2%
Closed Sales Volume	\$8,199,000	\$4,157,000	+97.2%	\$72,114,202	\$38,971,749	+85%
Average Sales Price	\$546,600	\$319,769	+70.9%	\$429,251	\$299,783	+43.2%
Median Sales Price	\$477,500	\$295,000	+61.9%	\$340,396	\$258,198	+31.8%

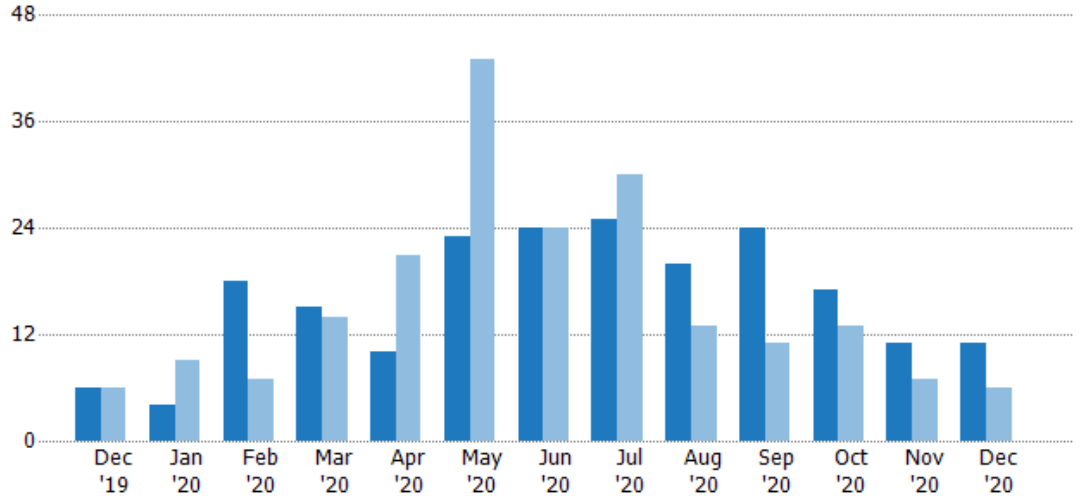
New Listings

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.
Dec '20	11	83.3%
Dec '19	6	0%
Dec '18	6	-16.7%



Current Year	6	4	18	15	10	23	24	25	20	24	17	11	11
Prior Year	6	9	7	14	21	43	24	30	13	11	13	7	6
Percent Change from Prior Year	0%	-56%	157%	7%	-52%	-47%	0%	-17%	54%	118%	31%	57%	83%

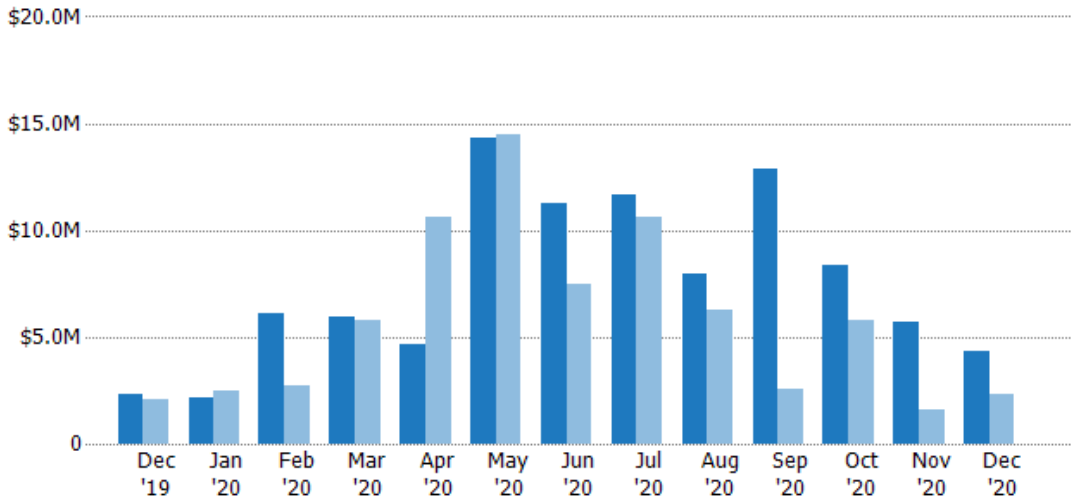
New Listing Volume

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.
Dec '20	\$4.29M	86.8%
Dec '19	\$2.3M	9.7%
Dec '18	\$2.1M	-5.3%



Current Year	\$2.3M	\$2.15M	\$6.12M	\$5.94M	\$4.66M	\$14.3M	\$11.3M	\$11.6M	\$7.94M	\$12.9M	\$8.32M	\$5.67M	\$4.29M
Prior Year	\$2.1M	\$2.51M	\$2.74M	\$5.76M	\$10.6M	\$14.5M	\$7.51M	\$10.6M	\$6.27M	\$2.59M	\$5.82M	\$1.62M	\$2.3M
Percent Change from Prior Year	10%	-15%	123%	3%	-56%	-1%	50%	9%	27%	397%	43%	250%	87%

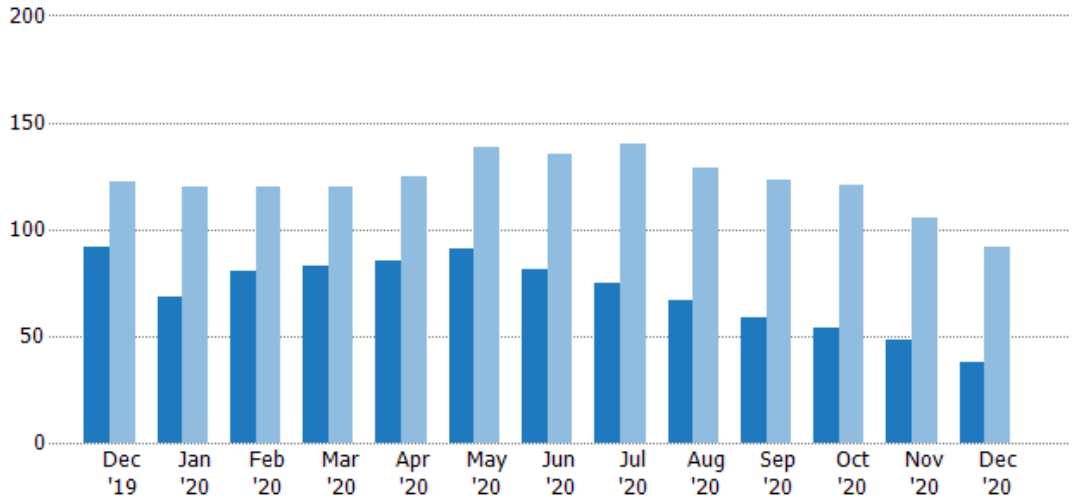
Active Listings

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.
Dec '20	38	-58.7%
Dec '19	92	-24.6%
Dec '18	122	-18.9%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	92	68	80	83	85	91	81	75	67	59	54	48	38
Prior Year	122	120	120	120	125	138	135	140	129	123	121	105	92
Percent Change from Prior Year	-25%	-43%	-33%	-31%	-32%	-34%	-40%	-46%	-48%	-52%	-55%	-54%	-59%

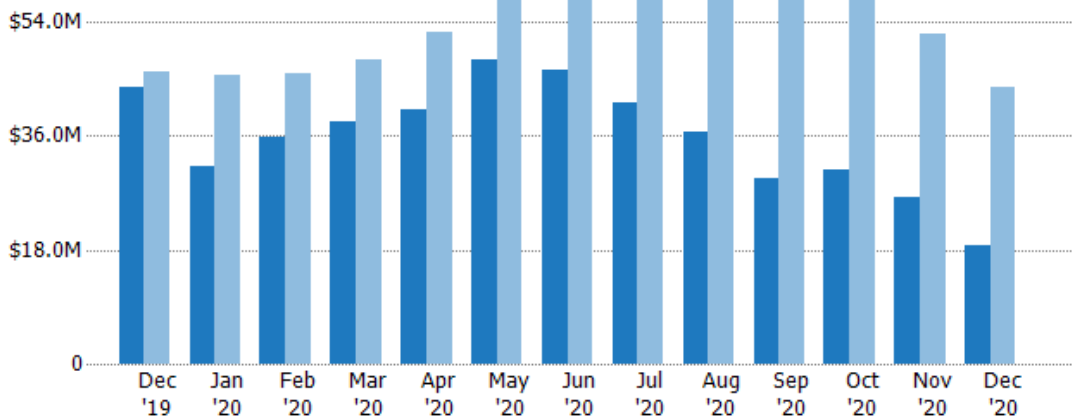
Active Listing Volume

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.
Dec '20	\$18.7M	-57.3%
Dec '19	\$43.7M	-4.9%
Dec '18	\$46M	-22.6%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$43.7M	\$31.3M	\$35.9M	\$38.3M	\$40.2M	\$48.1M	\$46.2M	\$41.1M	\$36.5M	\$29.2M	\$30.5M	\$26.2M	\$18.7M
Prior Year	\$46M	\$45.5M	\$46M	\$48M	\$52.4M	\$58.6M	\$59.9M	\$62.5M	\$60.7M	\$59.3M	\$59.3M	\$52M	\$43.7M
Percent Change from Prior Year	-5%	-31%	-22%	-20%	-23%	-18%	-23%	-34%	-40%	-51%	-48%	-50%	-57%

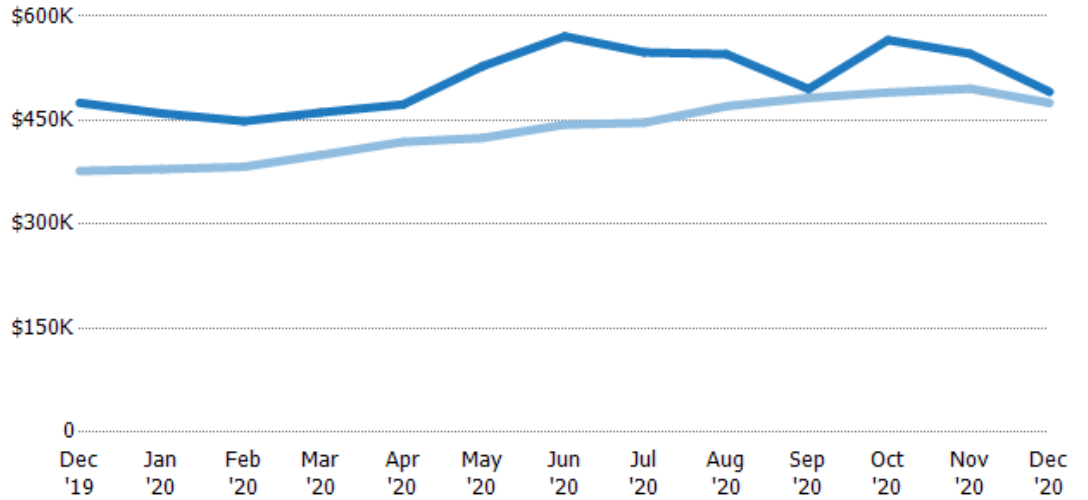
Average Listing Price

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.
Dec '20	\$491K	3.4%
Dec '19	\$475K	26%
Dec '18	\$377K	-4.7%



Current Year	\$475K	\$460K	\$449K	\$461K	\$473K	\$528K	\$571K	\$548K	\$545K	\$495K	\$566K	\$546K	\$491K
Prior Year	\$377K	\$379K	\$383K	\$400K	\$419K	\$425K	\$444K	\$446K	\$470K	\$482K	\$490K	\$496K	\$475K
Percent Change from Prior Year	26%	21%	17%	15%	13%	24%	29%	23%	16%	3%	15%	10%	3%

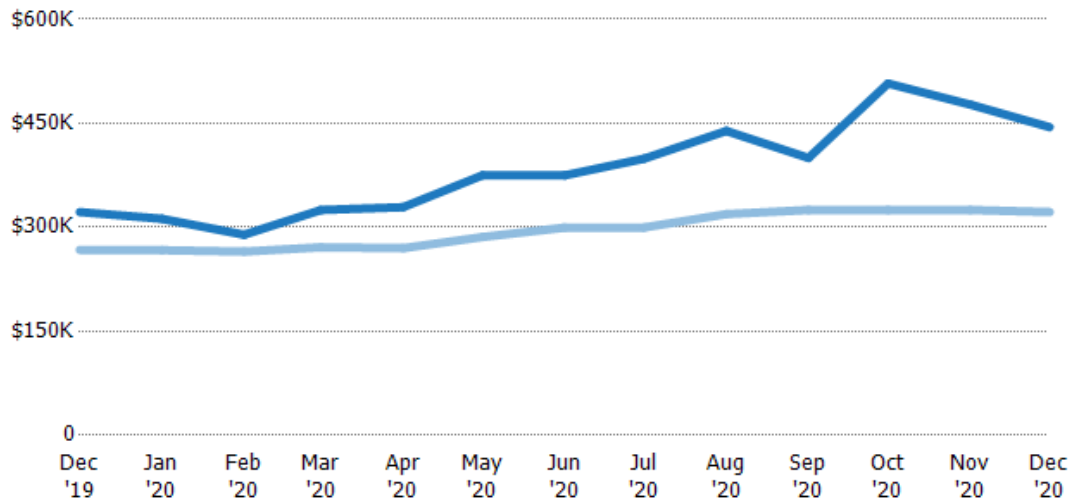
Median Listing Price

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.
Dec '20	\$444K	38%
Dec '19	\$322K	20.4%
Dec '18	\$267K	-3.2%



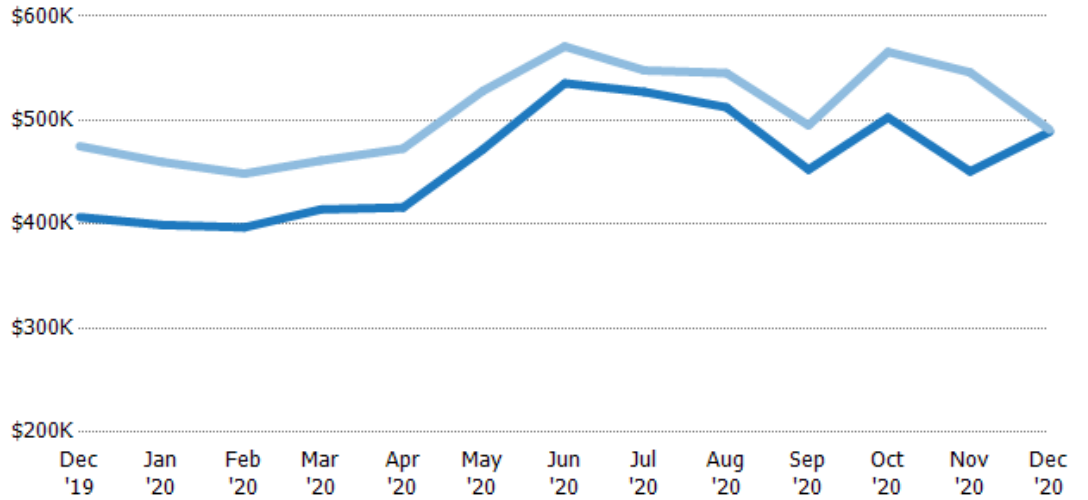
Current Year	\$322K	\$312K	\$289K	\$325K	\$329K	\$375K	\$375K	\$399K	\$439K	\$400K	\$507K	\$477K	\$444K
Prior Year	\$267K	\$267K	\$265K	\$271K	\$270K	\$286K	\$300K	\$300K	\$319K	\$325K	\$325K	\$325K	\$322K
Percent Change from Prior Year	20%	17%	9%	20%	22%	31%	25%	33%	38%	23%	56%	47%	38%

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

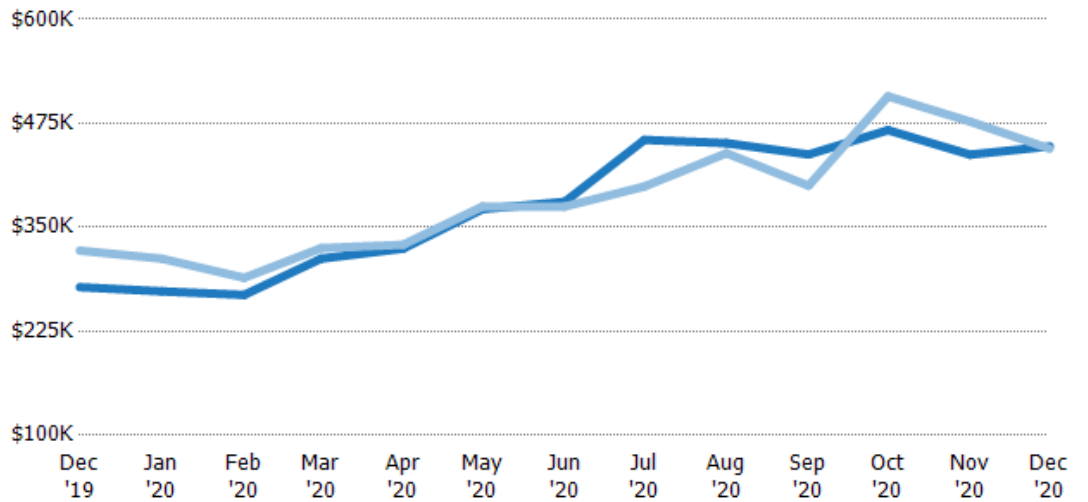


Median Listing Price vs Median Est Value

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

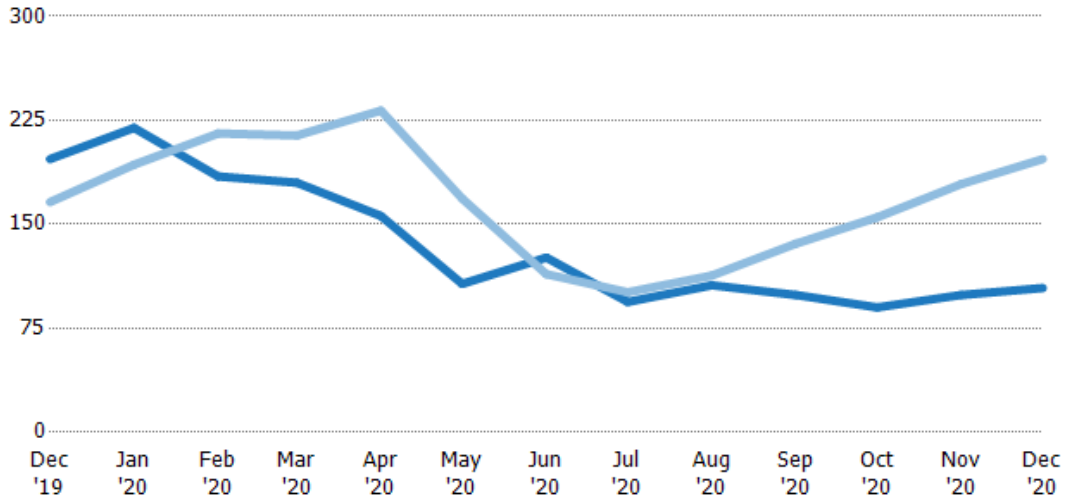


Median Days in RPR

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



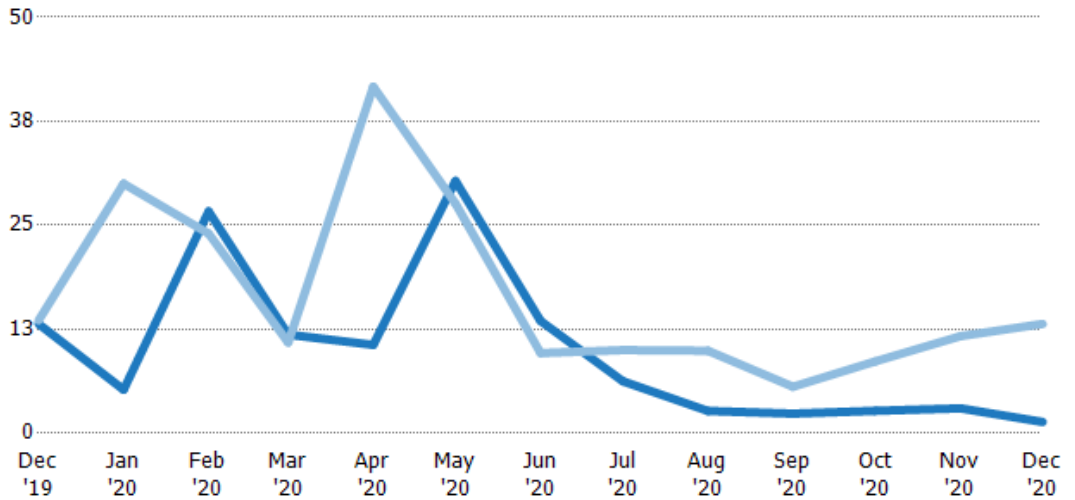
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	197	220	185	180	156	107	126	94	106	99	90	99	104
Prior Year	166	193	216	214	232	169	114	101	113	136	155	179	197
Percent Change from Prior Year	19%	14%	-14%	-16%	-33%	-36%	11%	-7%	-6%	-27%	-42%	-45%	-47%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	13.1	5.23	26.7	11.9	10.6	30.3	13.5	6.25	2.68	2.36	2.7	3	1.36
Prior Year	13.6	30	24	10.9	41.7	27.6	9.64	10	9.92	5.59	8.64	11.7	13.1
Percent Change from Prior Year	-3%	-83%	11%	9%	-74%	10%	40%	-38%	-73%	-58%	-69%	-74%	-90%

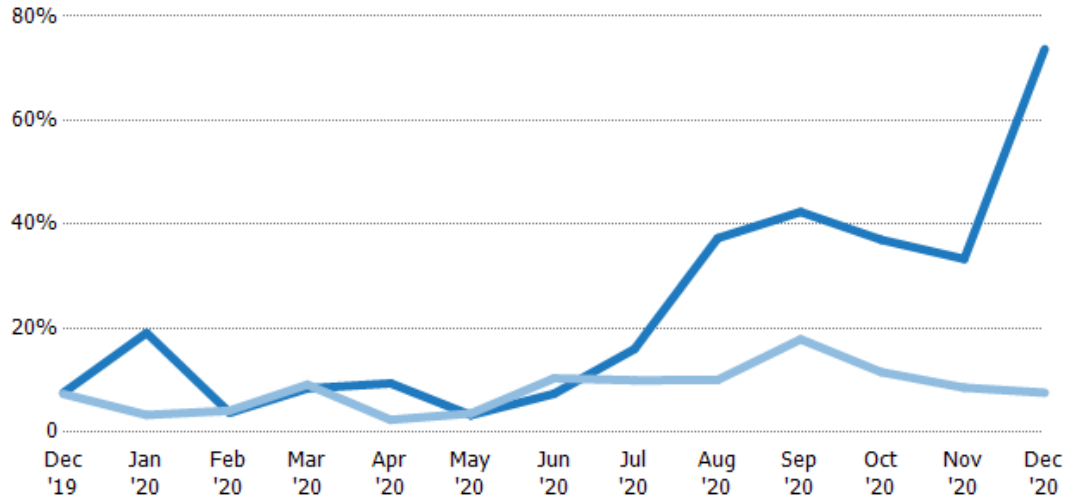
Absorption Rate

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.
Dec '20	74%	-66.1%
Dec '19	8%	-0.2%
Dec '18	7%	-4.1%



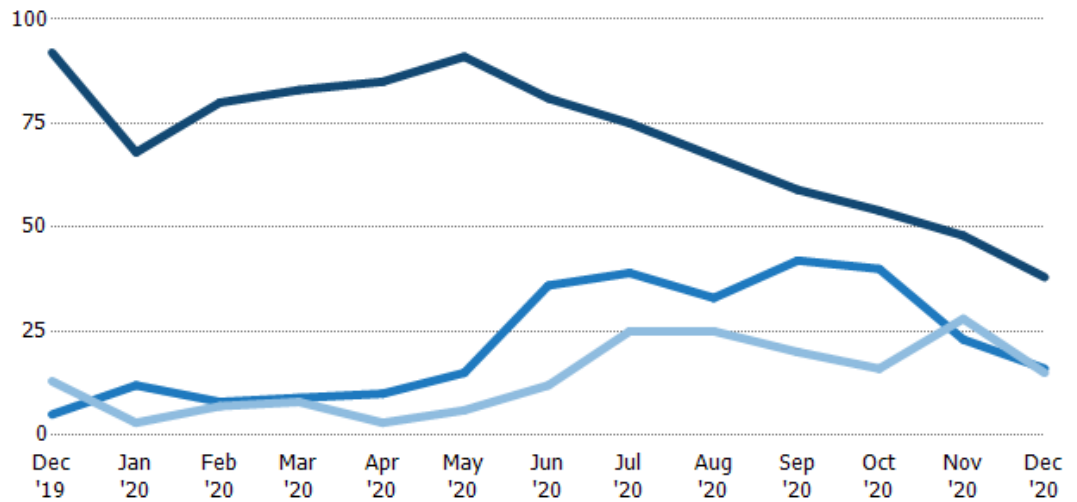
Current Year	8%	19%	4%	8%	9%	3%	7%	16%	37%	42%	37%	33%	74%
Prior Year	7%	3%	4%	9%	2%	4%	10%	10%	10%	18%	12%	9%	8%
Change from Prior Year	0%	-16%	0%	1%	-7%	0%	3%	-6%	-27%	-24%	-25%	-25%	-66%

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	92	68	80	83	85	91	81	75	67	59	54	48	38
Pending	5	12	8	9	10	15	36	39	33	42	40	23	16
Sold	13	3	7	8	3	6	12	25	25	20	16	28	15

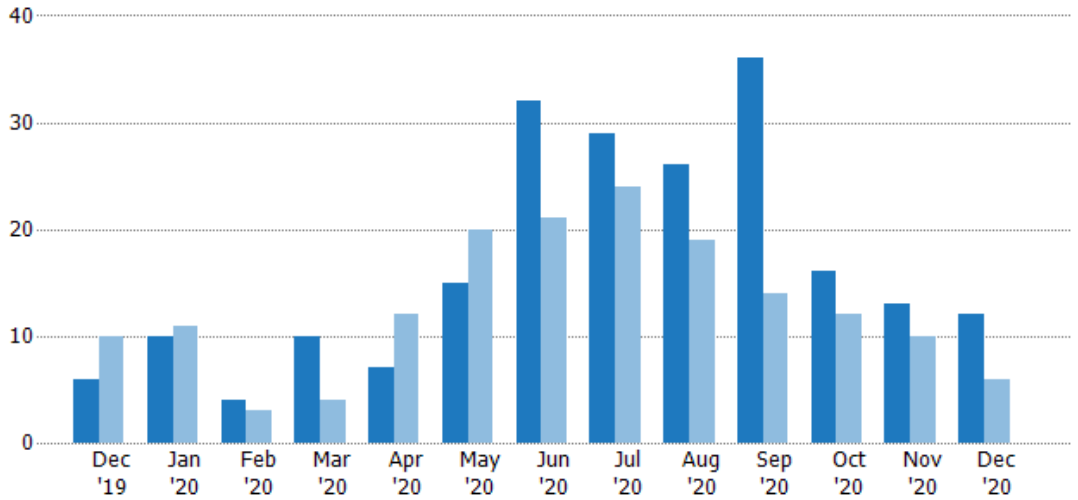
New Pending Sales

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.
Dec '20	12	100%
Dec '19	6	-40%
Dec '18	10	-10%



Current Year	6	10	4	10	7	15	32	29	26	36	16	13	12
Prior Year	10	11	3	4	12	20	21	24	19	14	12	10	6
Percent Change from Prior Year	-40%	-9%	33%	150%	-42%	-25%	52%	21%	37%	157%	33%	30%	100%

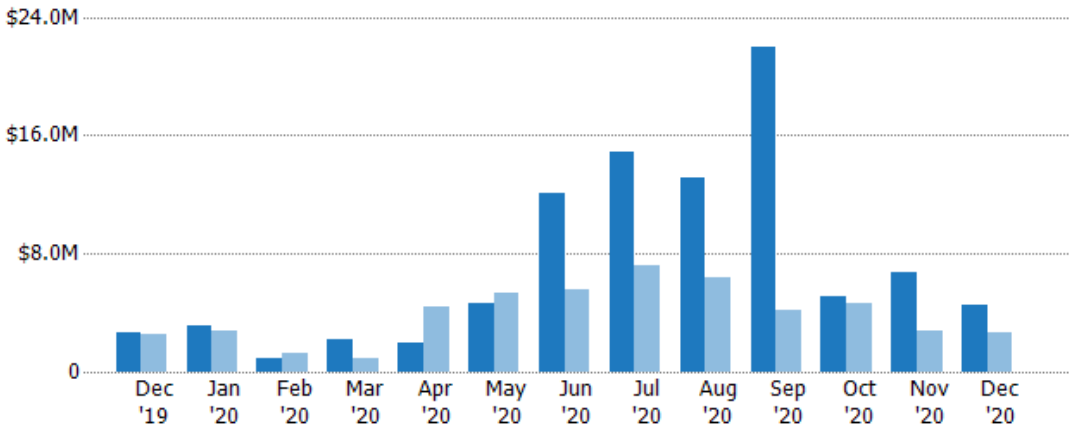
New Pending Sales Volume

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.
Dec '20	\$4.54M	73.3%
Dec '19	\$2.62M	2.9%
Dec '18	\$2.55M	139.9%



Current Year	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.9M	\$13.2M	\$22M	\$5.11M	\$6.71M	\$4.54M
Prior Year	\$2.55M	\$2.8M	\$1.21M	\$895K	\$4.36M	\$5.35M	\$5.57M	\$7.16M	\$6.41M	\$4.14M	\$4.6M	\$2.83M	\$2.62M
Percent Change from Prior Year	3%	11%	-29%	142%	-55%	-14%	118%	108%	105%	430%	11%	137%	73%

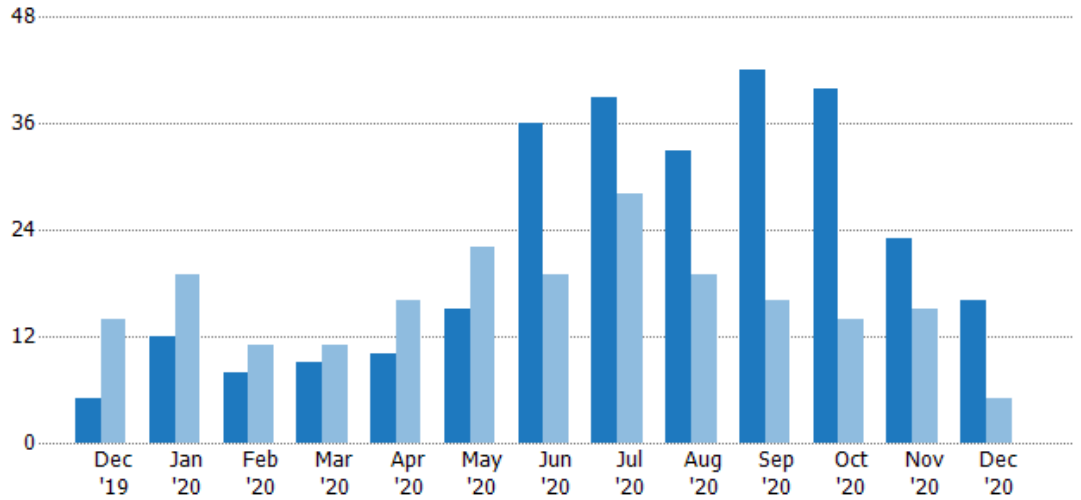
Pending Sales

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.
Dec '20	16	220%
Dec '19	5	-64.3%
Dec '18	14	-14.3%



Current Year	5	12	8	9	10	15	36	39	33	42	40	23	16
Prior Year	14	19	11	11	16	22	19	28	19	16	14	15	5
Percent Change from Prior Year	-64%	-37%	-27%	-18%	-38%	-32%	89%	39%	74%	163%	186%	53%	220%

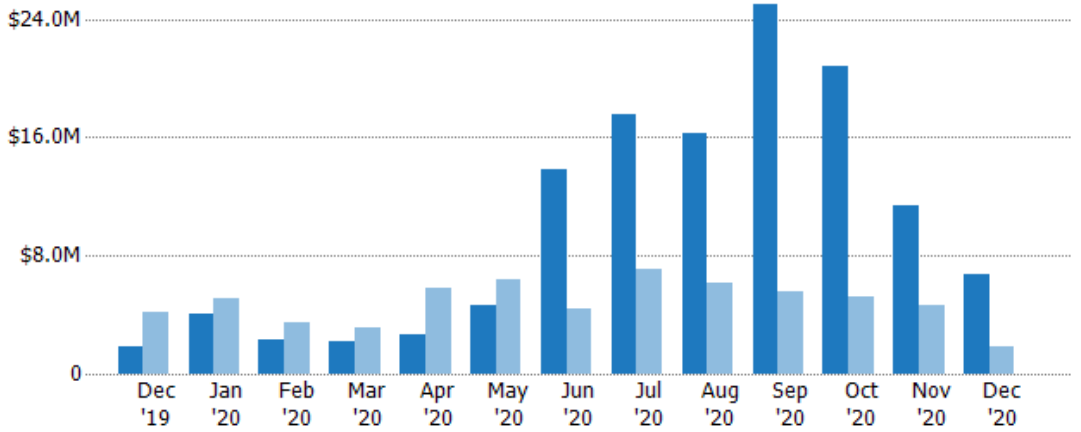
Pending Sales Volume

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.
Dec '20	\$6.78M	278.1%
Dec '19	\$1.79M	-56.5%
Dec '18	\$4.12M	31.8%



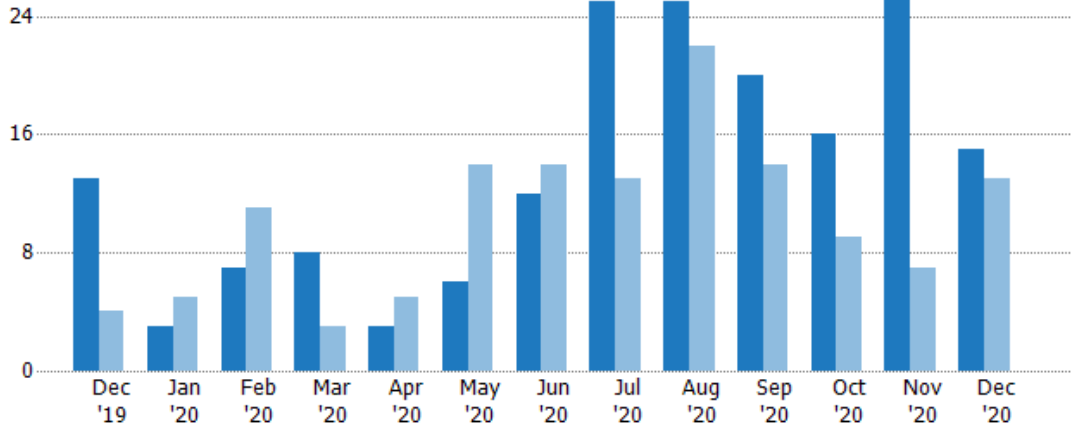
Current Year	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$2.64M	\$4.68M	\$13.9M	\$17.5M	\$16.3M	\$25M	\$20.8M	\$11.4M	\$6.78M
Prior Year	\$4.12M	\$5.1M	\$3.47M	\$3.13M	\$5.8M	\$6.35M	\$4.4M	\$7.03M	\$6.19M	\$5.56M	\$5.23M	\$4.6M	\$1.79M
Percent Change from Prior Year	-56%	-19%	-34%	-30%	-54%	-26%	215%	149%	164%	349%	298%	147%	278%

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



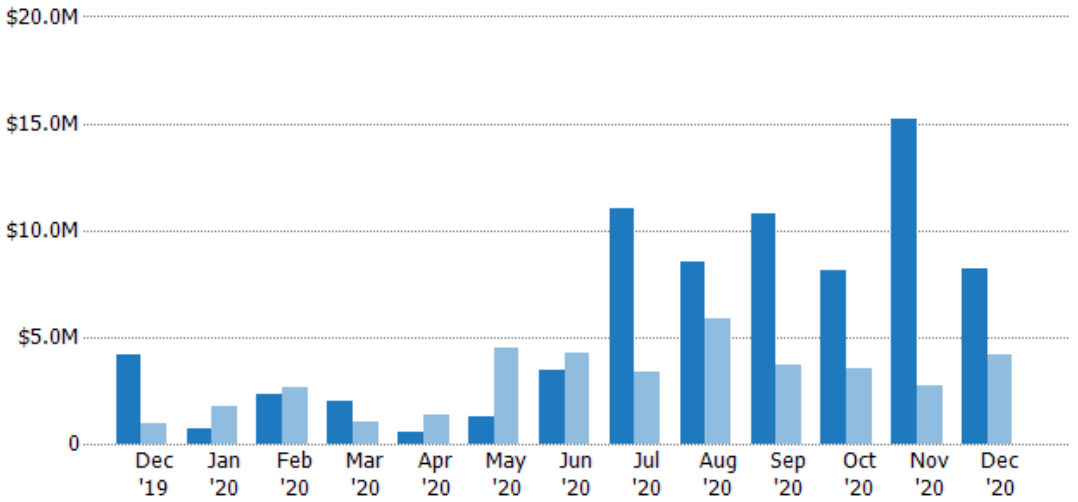
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	13	3	7	8	3	6	12	25	25	20	16	28	15
Prior Year	4	5	11	3	5	14	14	13	22	14	9	7	13
Percent Change from Prior Year	225%	-40%	-36%	167%	-40%	-57%	-14%	92%	14%	43%	78%	300%	15%

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



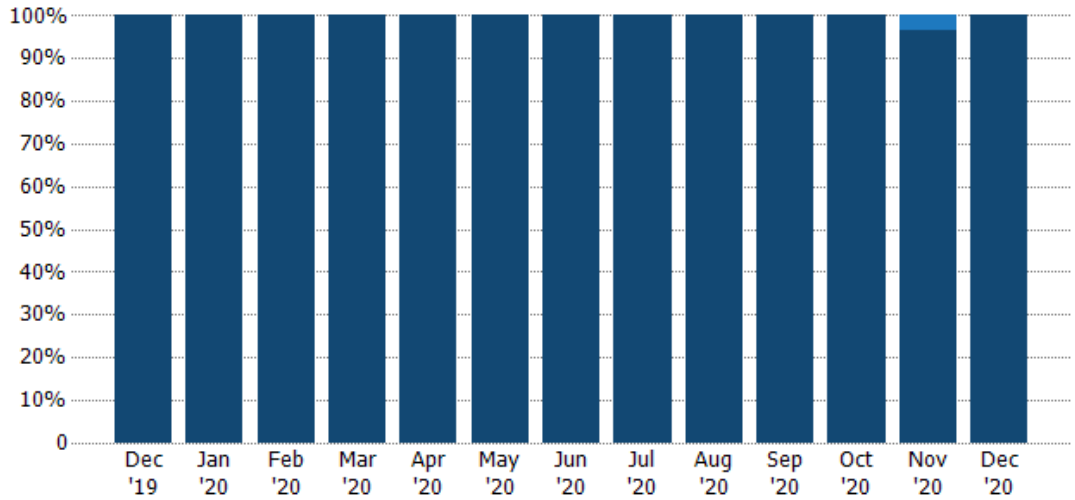
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$4.16M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M	\$3.44M	\$11M	\$8.5M	\$10.8M	\$8.16M	\$15.2M	\$8.2M
Prior Year	\$920K	\$1.73M	\$2.68M	\$1.07M	\$1.34M	\$4.48M	\$4.27M	\$3.38M	\$5.9M	\$3.69M	\$3.52M	\$2.74M	\$4.16M
Percent Change from Prior Year	352%	-58%	-14%	86%	-57%	-72%	-20%	225%	44%	192%	132%	455%	97%

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



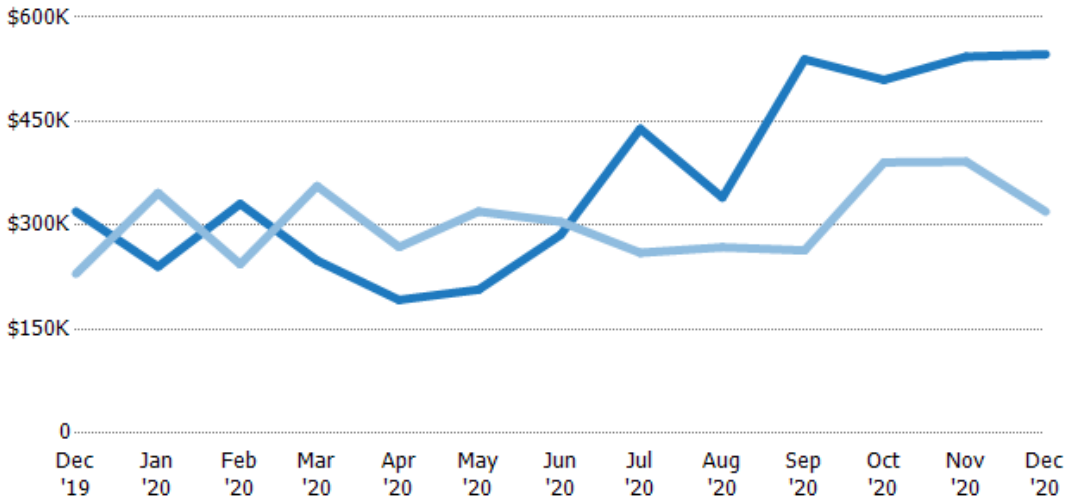
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	4%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	96%	100%

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	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$439K	\$340K	\$539K	\$510K	\$543K	\$547K
Prior Year	\$230K	\$347K	\$244K	\$357K	\$269K	\$320K	\$305K	\$260K	\$268K	\$264K	\$391K	\$392K	\$320K
Percent Change from Prior Year	39%	-31%	36%	-30%	-28%	-35%	-6%	69%	27%	104%	30%	39%	71%

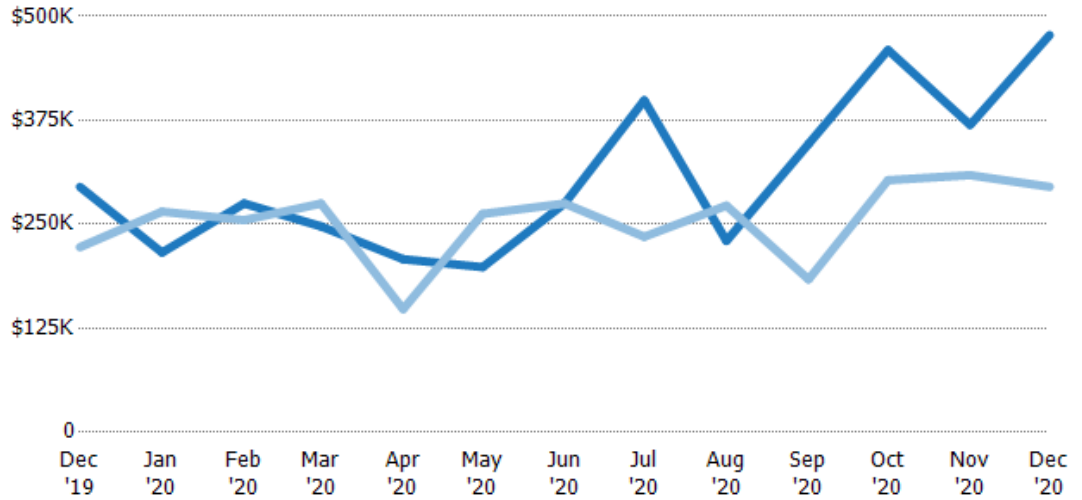
Median Sales Price

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.
Dec '20	\$478K	61.9%
Dec '19	\$295K	32.6%
Dec '18	\$223K	62.9%



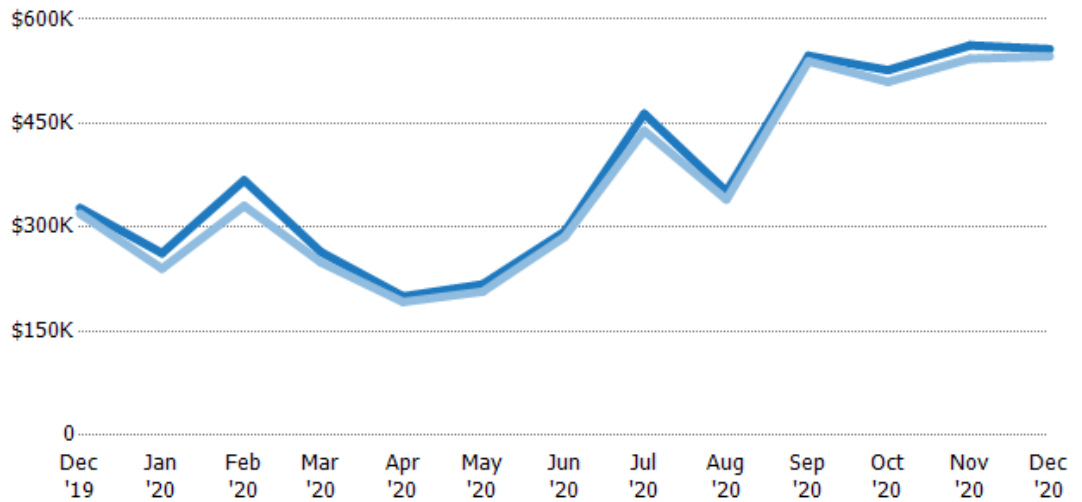
Current Year	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$399K	\$230K	\$347K	\$460K	\$370K	\$478K
Prior Year	\$223K	\$265K	\$255K	\$275K	\$148K	\$262K	\$275K	\$235K	\$272K	\$184K	\$303K	\$309K	\$295K
Percent Change from Prior Year	33%	-19%	8%	-10%	41%	-24%	0%	70%	-16%	89%	52%	20%	62%

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



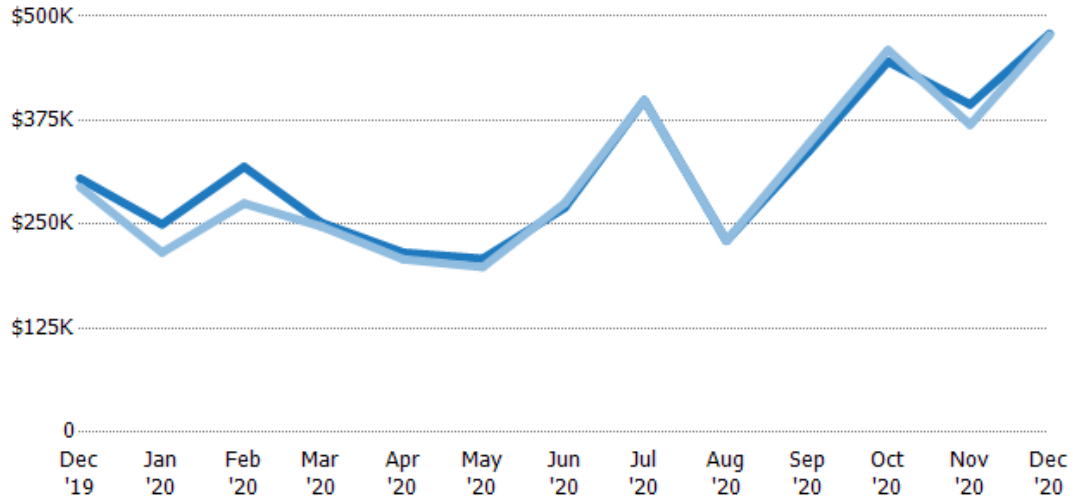
Avg List Price	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$464K	\$351K	\$547K	\$527K	\$562K	\$557K
Avg Sales Price	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$439K	\$340K	\$539K	\$510K	\$543K	\$547K
Avg Sales Price as a % of Avg List Price	98%	92%	90%	94%	96%	95%	97%	95%	97%	99%	97%	97%	98%

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



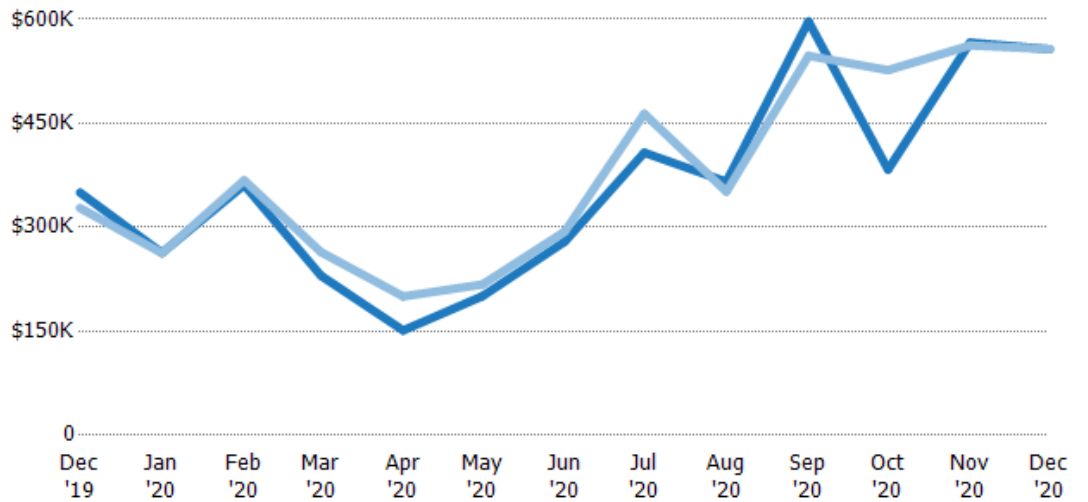
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$399K	\$230K	\$338K	\$446K	\$394K	\$479K
Median Sales Price	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$399K	\$230K	\$347K	\$460K	\$370K	\$478K
Med Sales Price as a % of Med List Price	97%	86%	86%	98%	96%	95%	102%	100%	100%	103%	103%	94%	100%

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



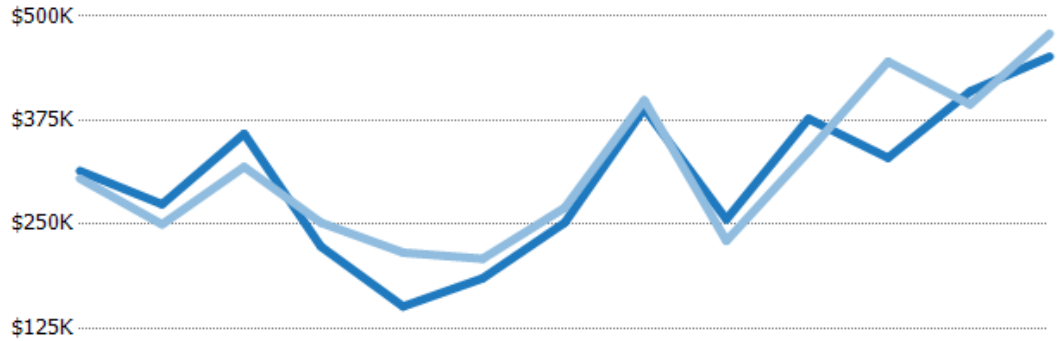
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$350K	\$263K	\$361K	\$230K	\$151K	\$201K	\$279K	\$408K	\$366K	\$597K	\$383K	\$566K	\$557K
Avg Sales Price	\$328K	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$464K	\$351K	\$547K	\$527K	\$562K	\$557K
Avg Sales Price as a % of Avg Est Value	94%	100%	102%	115%	132%	108%	105%	114%	96%	92%	137%	99%	100%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$314K	\$274K	\$359K	\$223K	\$151K	\$185K	\$252K	\$389K	\$256K	\$377K	\$330K	\$410K	\$452K
Median Sales Price	\$305K	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$399K	\$230K	\$338K	\$446K	\$394K	\$479K
Med Sales Price as a % of Med Est Value	97%	91%	89%	113%	143%	113%	107%	103%	90%	90%	135%	96%	106%