

## 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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	4	+50%	208	202	+3%
New Listing Volume	\$2,657,000	\$2,147,262	+23.7%	\$97,886,222	\$75,035,488	+30.5%
Active Listing Count	31	68	-54.4%	N/A	N/A	
Active Listing Volume	\$16,791,300	\$31,271,062	-46.3%	N/A	N/A	
Average Listing Price	\$541,655	\$459,869	+17.8%	\$511,016	\$442,145	+15.6%
Median Listing Price	\$457,900	\$312,200	+46.7%	\$382,868	\$297,786	+28.6%
Median Days in RPR	109	219.5	-50.3%	110.16	155.36	-29.1%
Months of Inventory	2.1	5.2	-60.5%	10.3	13.6	-24%
Absorption Rate	48.39%	19.12%	+29.3%	9.68%	7.35%	+2.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	15	10	+50%	225	166	+35.5%
New Pending Sales Volume	\$4,926,600	\$3,103,799	+58.7%	\$96,043,567	\$51,047,208	+88.1%
Pending Sales Count	15	12	+25%	N/A	N/A	
Pending Sales Volume	\$6,337,500	\$4,107,799	+54.3%	N/A	N/A	
Closed Sales Count	11	3	+266.7%	178	133	+33.8%
Closed Sales Volume	\$3,649,300	\$721,000	+406.1%	\$75,364,502	\$39,692,749	+89.9%
Average Sales Price	\$331,755	\$240,333	+38%	\$423,396	\$298,442	+41.9%
Median Sales Price	\$259,900	\$216,000	+20.3%	\$334,485	\$257,246	+30%

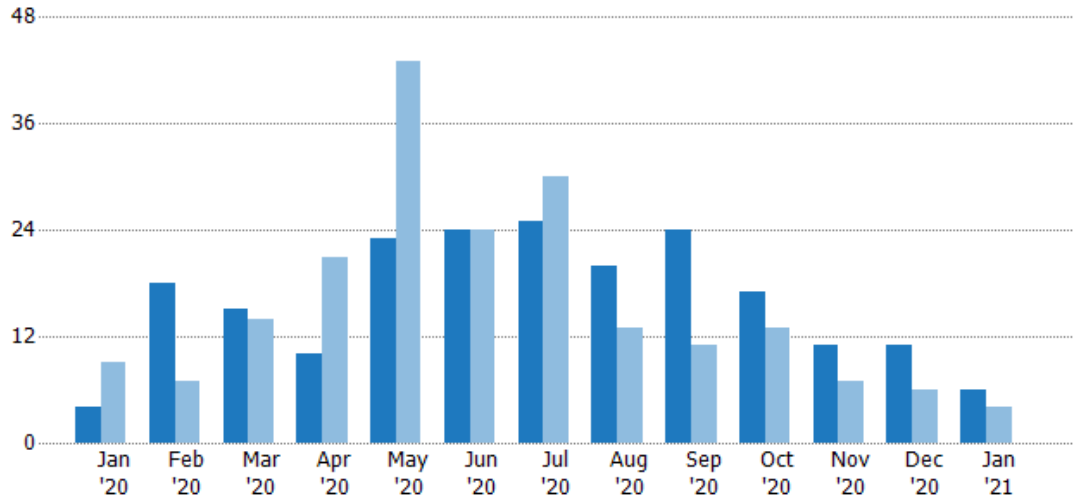
## New Listings

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.
Jan '21	6	50%
Jan '20	4	-55.6%
Jan '19	9	-44.4%



Current Year	4	18	15	10	23	24	25	20	24	17	11	11	6
Prior Year	9	7	14	21	43	24	30	13	11	13	7	6	4
Percent Change from Prior Year	-56%	157%	7%	-52%	-47%	0%	-17%	54%	118%	31%	57%	83%	50%

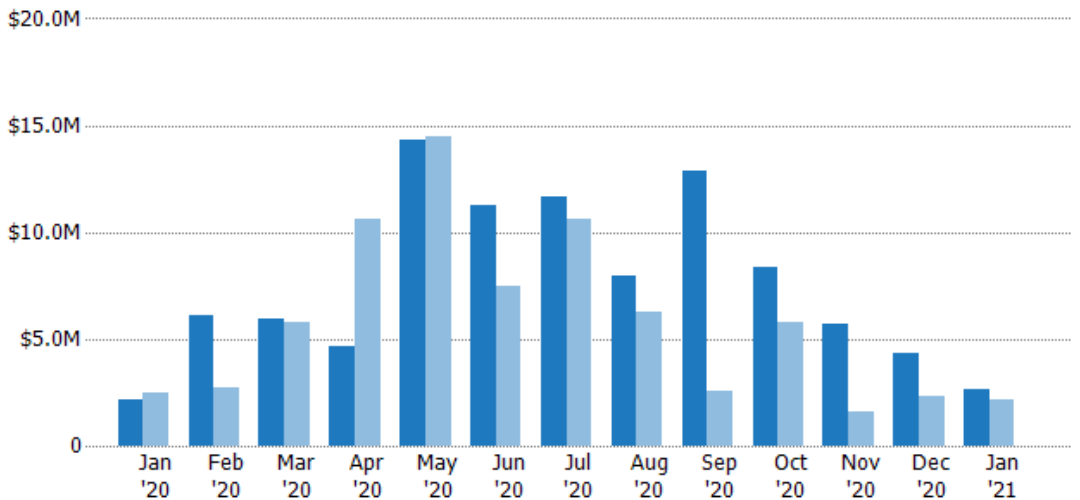
## New Listing Volume

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.
Jan '21	\$2.66M	23.7%
Jan '20	\$2.15M	-14.5%
Jan '19	\$2.51M	-42.4%



Current Year	\$2.15M	\$6.12M	\$5.94M	\$4.66M	\$14.3M	\$11.3M	\$11.6M	\$7.94M	\$12.9M	\$8.32M	\$5.67M	\$4.29M	\$2.66M
Prior Year	\$2.51M	\$2.74M	\$5.76M	\$10.6M	\$14.5M	\$7.51M	\$10.6M	\$6.27M	\$2.59M	\$5.82M	\$1.62M	\$2.3M	\$2.15M
Percent Change from Prior Year	-15%	123%	3%	-56%	-1%	50%	9%	27%	397%	43%	250%	87%	24%

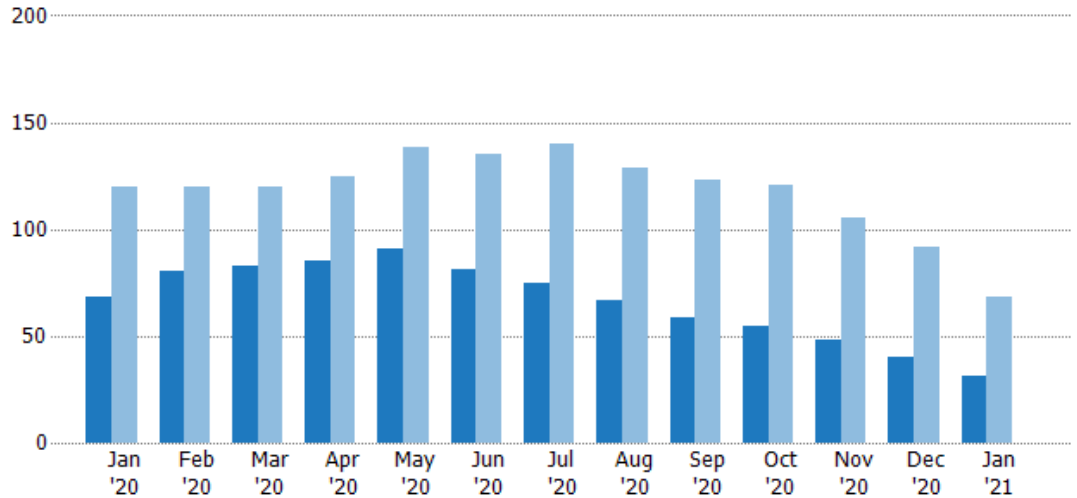
## Active Listings

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.
Jan '21	31	-54.4%
Jan '20	68	-43.3%
Jan '19	120	-19.2%



Current Year	68	80	83	85	91	81	75	67	59	55	48	40	31
Prior Year	120	120	120	125	138	135	140	129	123	121	105	92	68
Percent Change from Prior Year	-43%	-33%	-31%	-32%	-34%	-40%	-46%	-48%	-52%	-55%	-54%	-57%	-54%

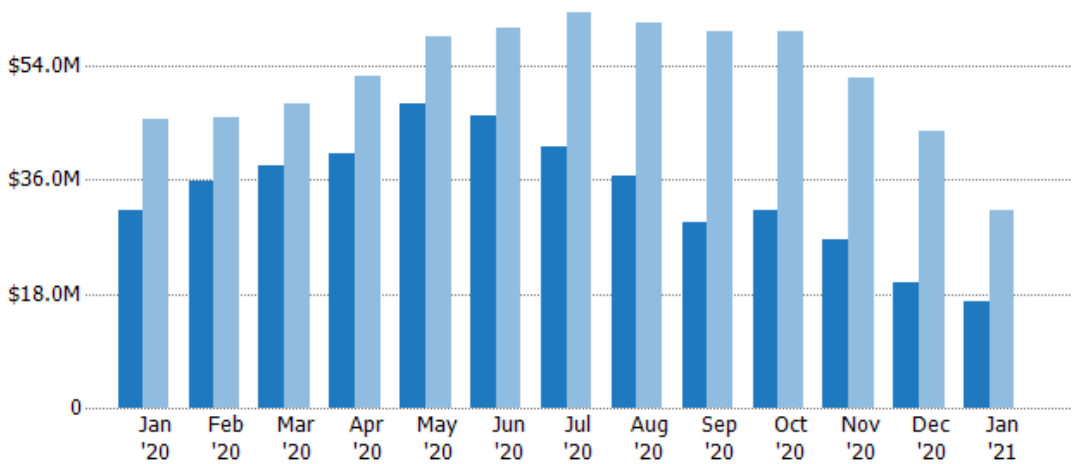
## Active Listing Volume

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.
Jan '21	\$16.8M	-46.3%
Jan '20	\$31.3M	-31.3%
Jan '19	\$45.5M	-21.6%



Current Year	\$31.3M	\$35.9M	\$38.3M	\$40.2M	\$48M	\$46.2M	\$41.1M	\$36.5M	\$29.2M	\$31.1M	\$26.5M	\$19.9M	\$16.8M
Prior Year	\$45.5M	\$46M	\$48M	\$52.4M	\$58.6M	\$59.9M	\$62.5M	\$60.7M	\$59.3M	\$59.3M	\$52M	\$43.7M	\$31.3M
Percent Change from Prior Year	-31%	-22%	-20%	-23%	-18%	-23%	-34%	-40%	-51%	-48%	-49%	-55%	-46%

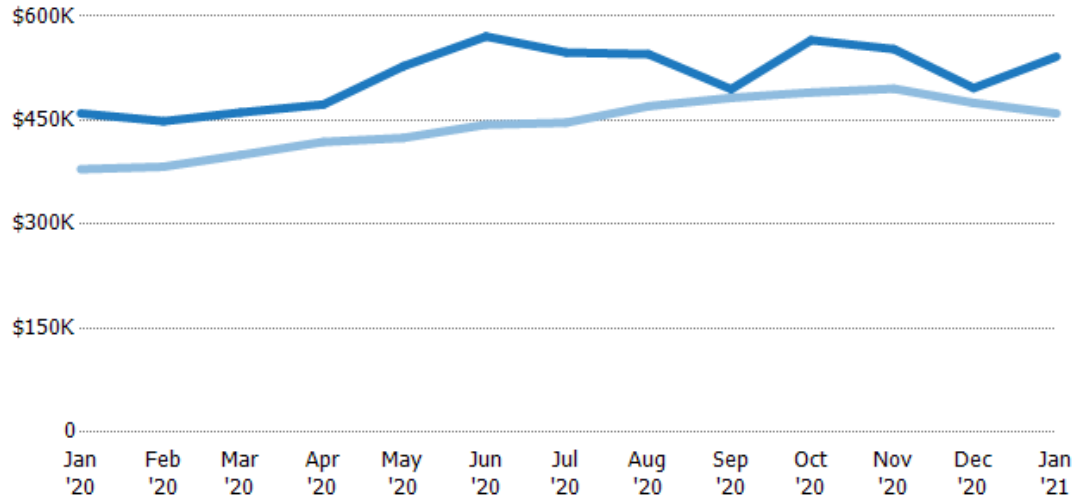
## Average Listing Price

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.
Jan '21	\$542K	17.8%
Jan '20	\$460K	21.2%
Jan '19	\$379K	-3%



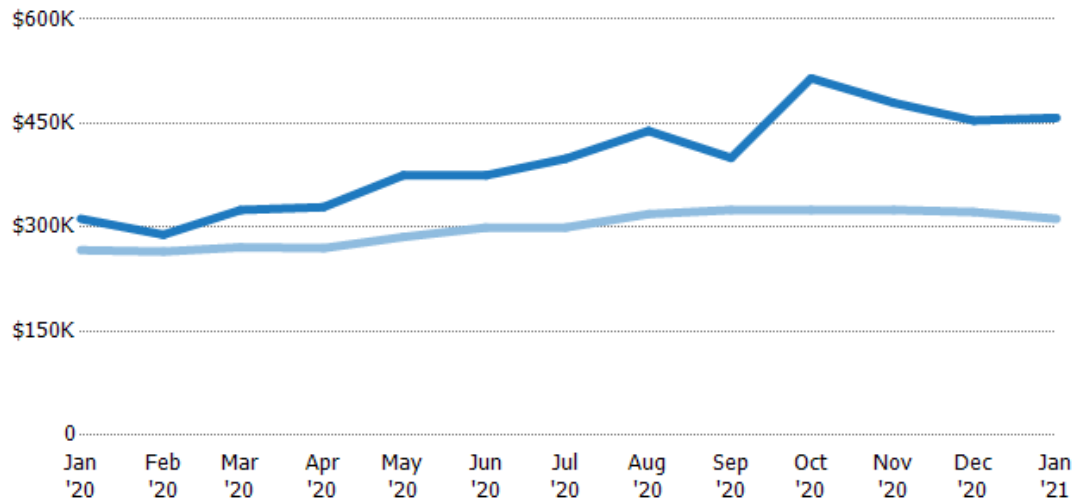
## Median Listing Price

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.
Jan '21	\$458K	46.7%
Jan '20	\$312K	16.9%
Jan '19	\$267K	-2.7%

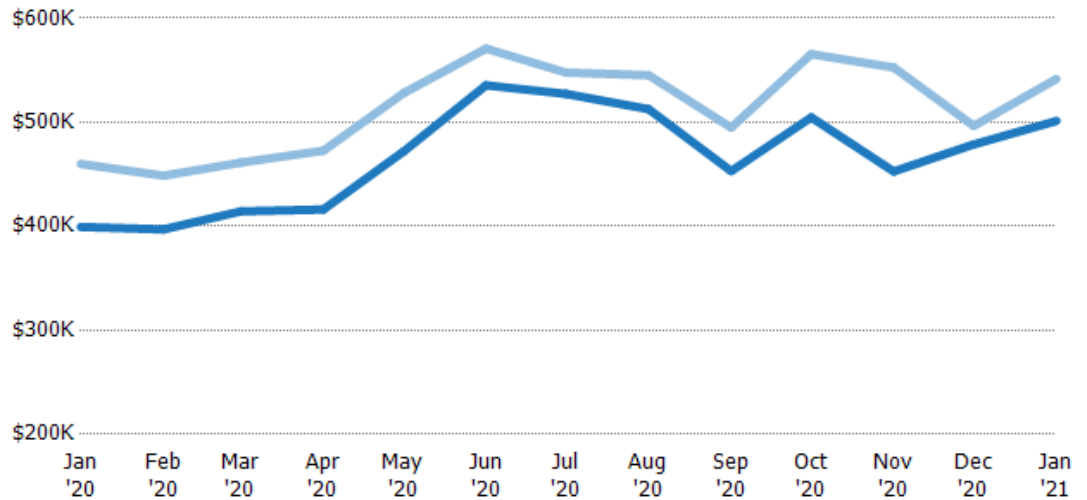


## Average Listing Price vs Average Est Value

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

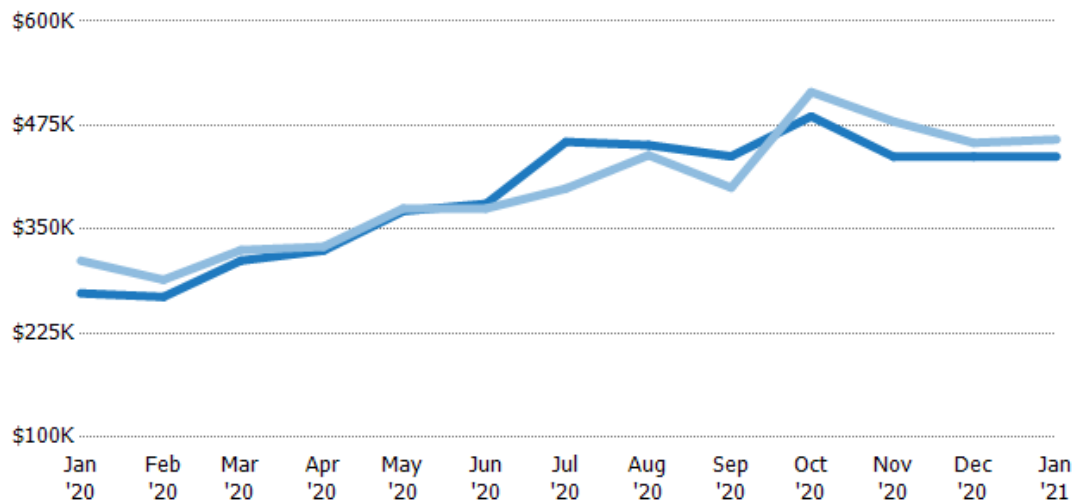


## Median Listing Price vs Median Est Value

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:  
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Family Residence



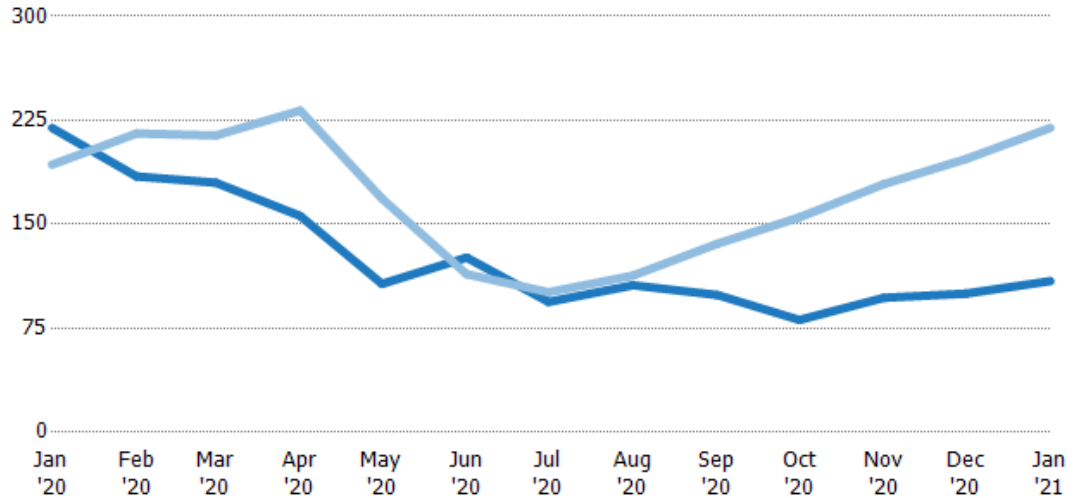
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Jan '21	109	-50.3%
Jan '20	220	13.7%
Jan '19	193	26.4%



Current Year	220	185	180	156	107	126	94	106	99	81	97	100	109
Prior Year	193	216	214	232	169	114	101	113	136	155	179	197	220
Percent Change from Prior Year	14%	-14%	-16%	-33%	-36%	11%	-7%	-6%	-27%	-48%	-46%	-49%	-50%

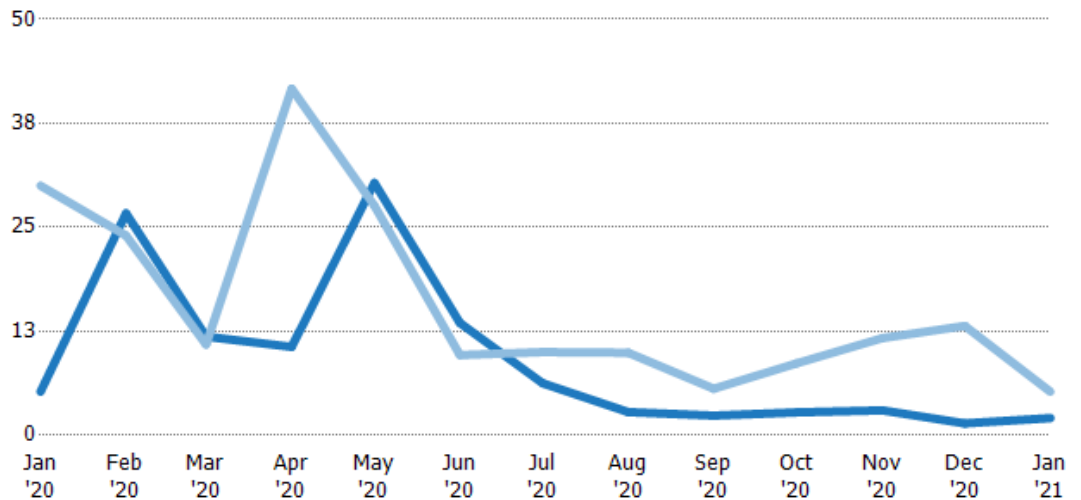
## Months of Inventory

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.
Jan '21	2.07	-60.5%
Jan '20	5.23	-82.6%
Jan '19	30	-76.9%



Current Year	5.23	26.7	11.9	10.6	30.3	13.5	6.25	2.79	2.36	2.75	3	1.43	2.07
Prior Year	30	24	10.9	41.7	27.6	9.64	10	9.92	5.59	8.64	11.7	13.1	5.23
Percent Change from Prior Year	-83%	11%	9%	-74%	10%	40%	-38%	-72%	-58%	-68%	-74%	-89%	-60%

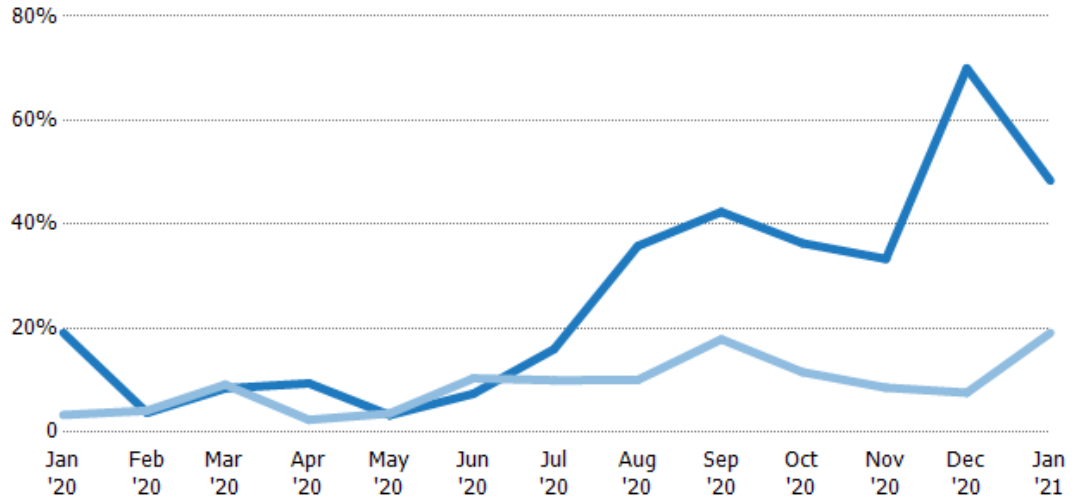
## Absorption Rate

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.
Jan '21	48%	-29.3%
Jan '20	19%	-15.8%
Jan '19	3%	333.3%



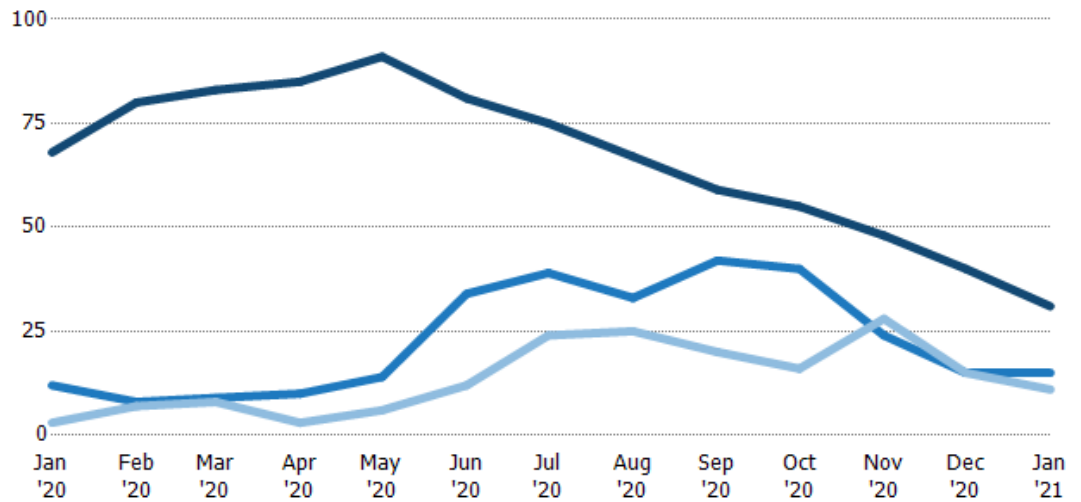
Current Year	19%	4%	8%	9%	3%	7%	16%	36%	42%	36%	33%	70%	48%
Prior Year	3%	4%	9%	2%	4%	10%	10%	10%	18%	12%	9%	8%	19%
Change from Prior Year	-16%	0%	1%	-7%	0%	3%	-6%	-26%	-24%	-25%	-25%	-62%	-29%

## 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	68	80	83	85	91	81	75	67	59	55	48	40	31
Pending	12	8	9	10	14	34	39	33	42	40	24	15	15
Sold	3	7	8	3	6	12	24	25	20	16	28	15	11

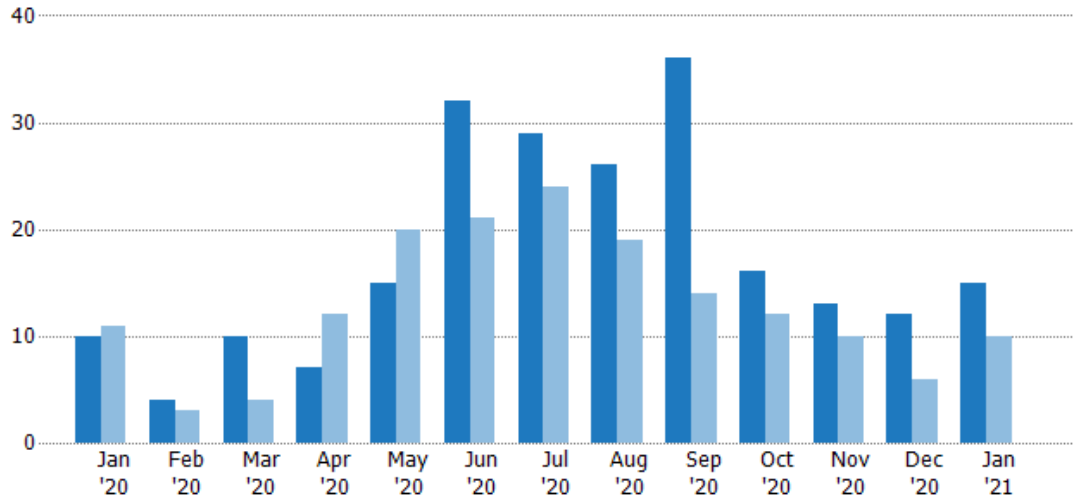
## New Pending Sales

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.
Jan '21	15	50%
Jan '20	10	-9.1%
Jan '19	11	-63.6%



Current Year	10	4	10	7	15	32	29	26	36	16	13	12	15
Prior Year	11	3	4	12	20	21	24	19	14	12	10	6	10
Percent Change from Prior Year	-9%	33%	150%	-42%	-25%	52%	21%	37%	157%	33%	30%	100%	50%

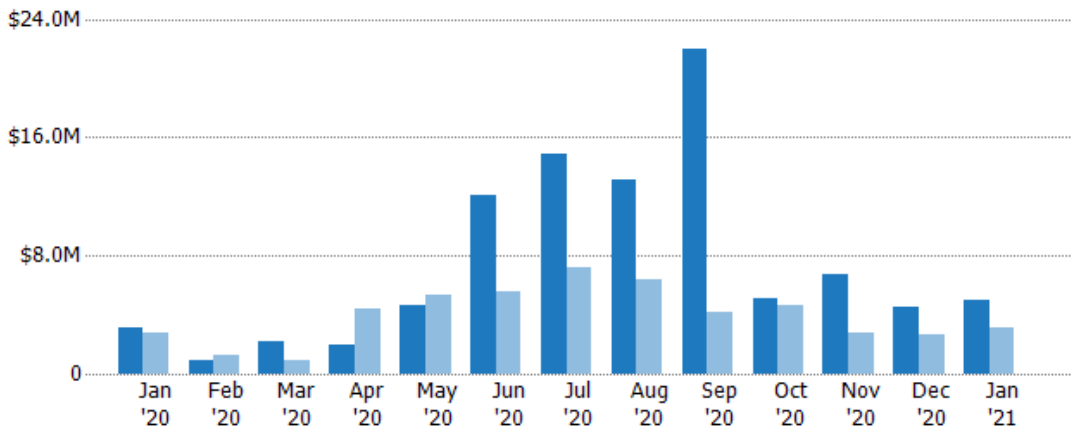
## New Pending Sales Volume

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.
Jan '21	\$4.93M	58.7%
Jan '20	\$3.1M	10.7%
Jan '19	\$2.8M	-49.2%



Current Year	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.9M	\$13.2M	\$22M	\$5.11M	\$6.71M	\$4.54M	\$4.93M
Prior Year	\$2.8M	\$1.21M	\$895K	\$4.36M	\$5.35M	\$5.57M	\$7.16M	\$6.41M	\$4.14M	\$4.6M	\$2.83M	\$2.62M	\$3.1M
Percent Change from Prior Year	11%	-29%	142%	-55%	-14%	118%	108%	105%	430%	11%	137%	73%	59%



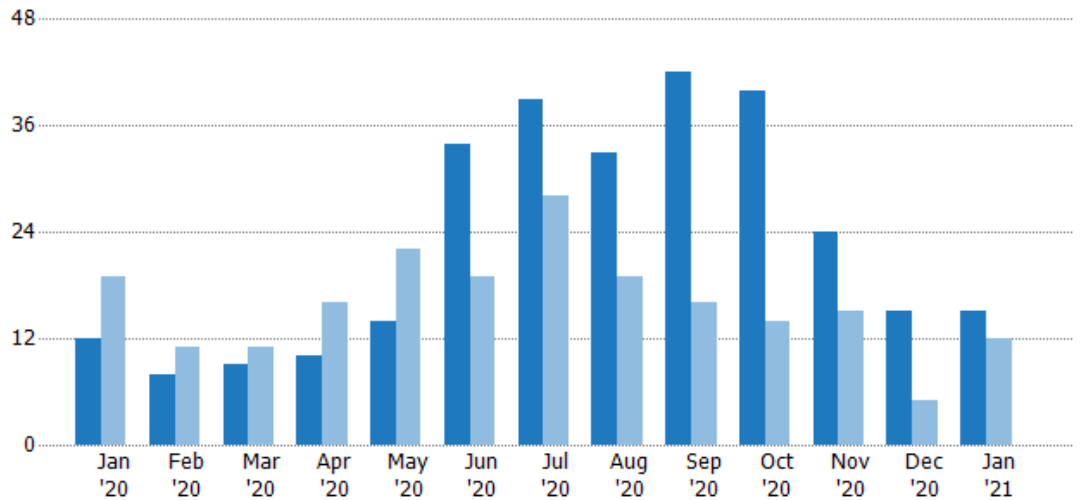
## Pending Sales

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.
Jan '21	15	25%
Jan '20	12	-36.8%
Jan '19	19	-63.2%



Current Year	12	8	9	10	14	34	39	33	42	40	24	15	15
Prior Year	19	11	11	16	22	19	28	19	16	14	15	5	12
Percent Change from Prior Year	-37%	-27%	-18%	-38%	-36%	79%	39%	74%	163%	186%	60%	200%	25%

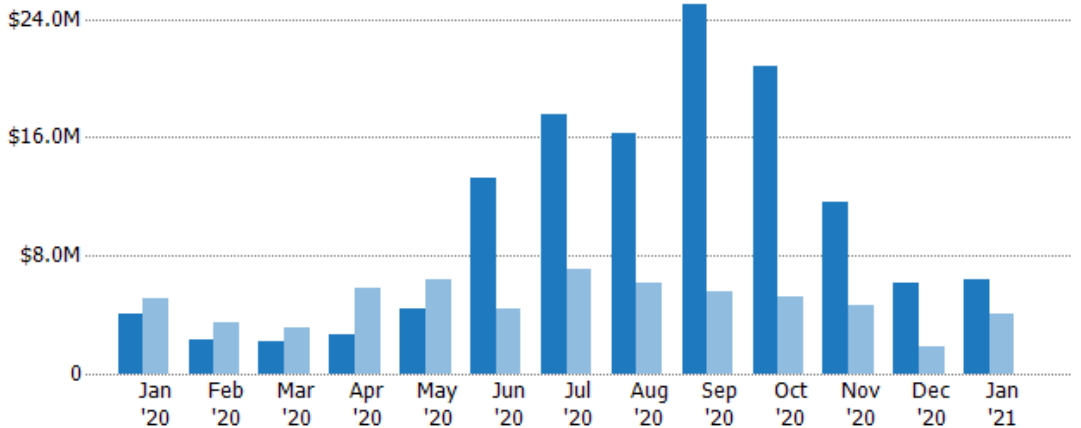
## Pending Sales Volume

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.
Jan '21	\$6.34M	54.3%
Jan '20	\$4.11M	-19.5%
Jan '19	\$5.1M	-32%



Current Year	\$4.11M	\$2.3M	\$2.19M	\$2.64M	\$4.44M	\$13.2M	\$17.5M	\$16.3M	\$25M	\$20.8M	\$11.6M	\$6.13M	\$6.34M
Prior Year	\$5.1M	\$3.47M	\$3.13M	\$5.8M	\$6.35M	\$4.4M	\$7.03M	\$6.19M	\$5.56M	\$5.23M	\$4.6M	\$1.79M	\$4.11M
Percent Change from Prior Year	-19%	-34%	-30%	-54%	-30%	201%	149%	164%	349%	298%	152%	242%	54%

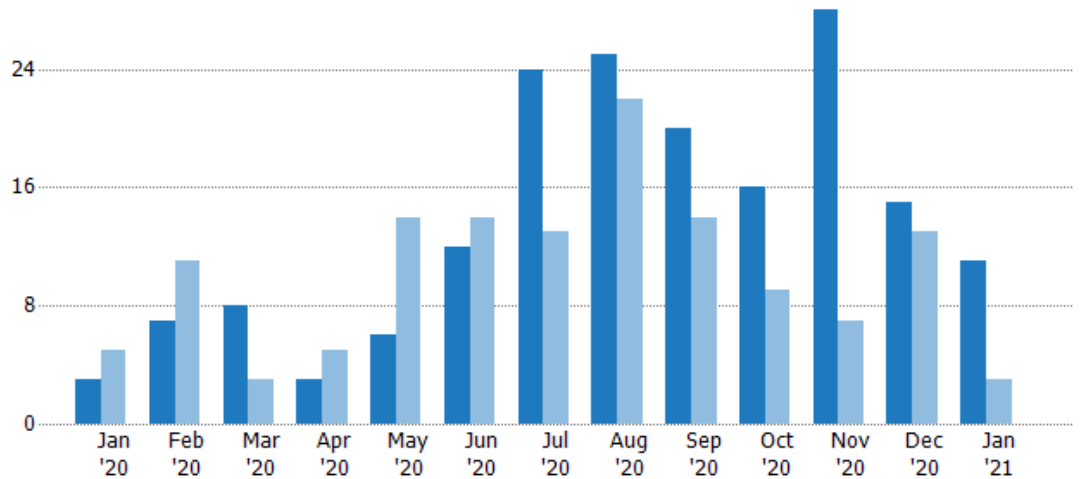
## Closed Sales

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.
Jan '21	11	266.7%
Jan '20	3	-40%
Jan '19	5	20%



Current Year	3	7	8	3	6	12	24	25	20	16	28	15	11
Prior Year	5	11	3	5	14	14	13	22	14	9	7	13	3
Percent Change from Prior Year	-40%	-36%	167%	-40%	-57%	-14%	85%	14%	43%	78%	300%	15%	267%

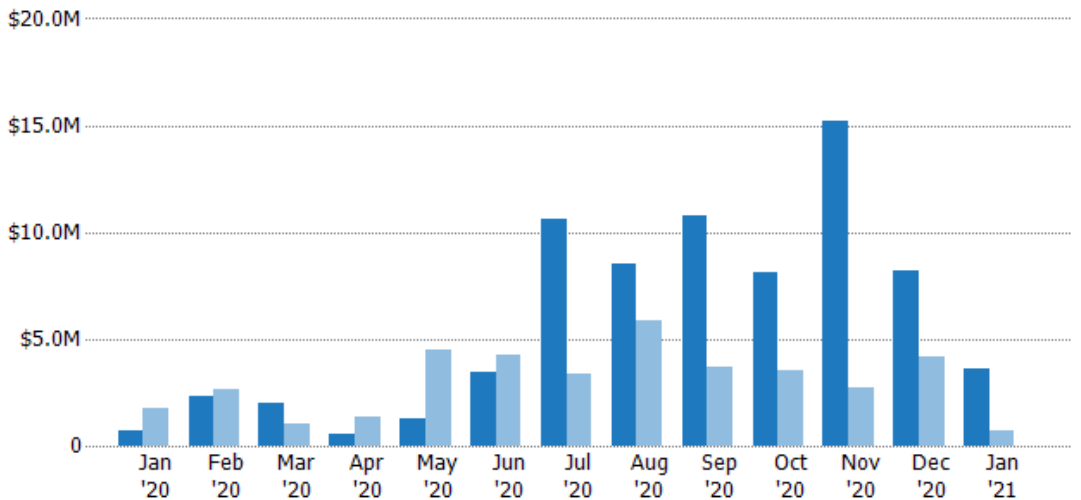
## Closed Sales Volume

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.
Jan '21	\$3.65M	406.1%
Jan '20	\$721K	-58.4%
Jan '19	\$1.73M	-3.9%



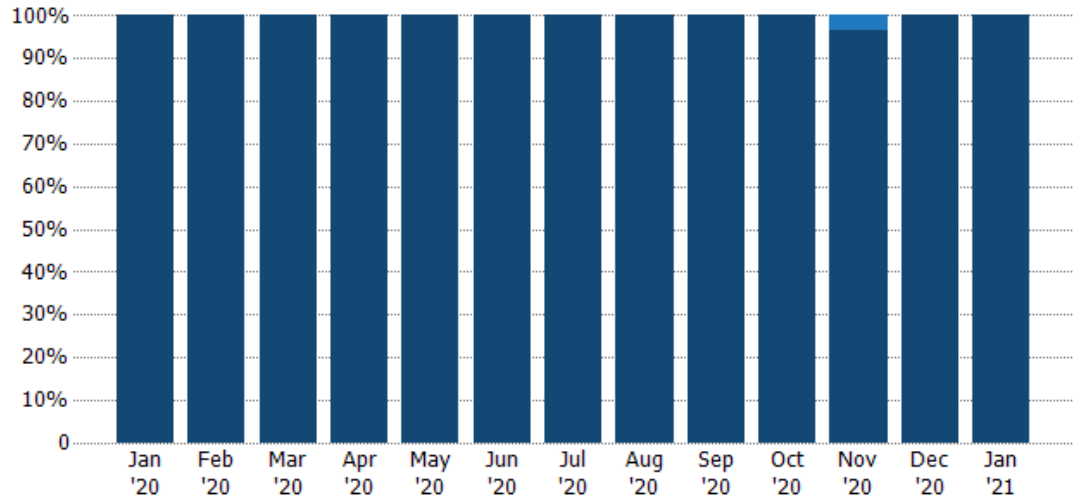
Current Year	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M	\$3.44M	\$10.6M	\$8.5M	\$10.8M	\$8.16M	\$15.2M	\$8.2M	\$3.65M
Prior Year	\$1.73M	\$2.68M	\$1.07M	\$1.34M	\$4.48M	\$4.27M	\$3.38M	\$5.9M	\$3.69M	\$3.52M	\$2.74M	\$4.16M	\$721K
Percent Change from Prior Year	-58%	-14%	86%	-57%	-72%	-20%	213%	44%	192%	132%	455%	97%	406%

## 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%	96%	100%	100%

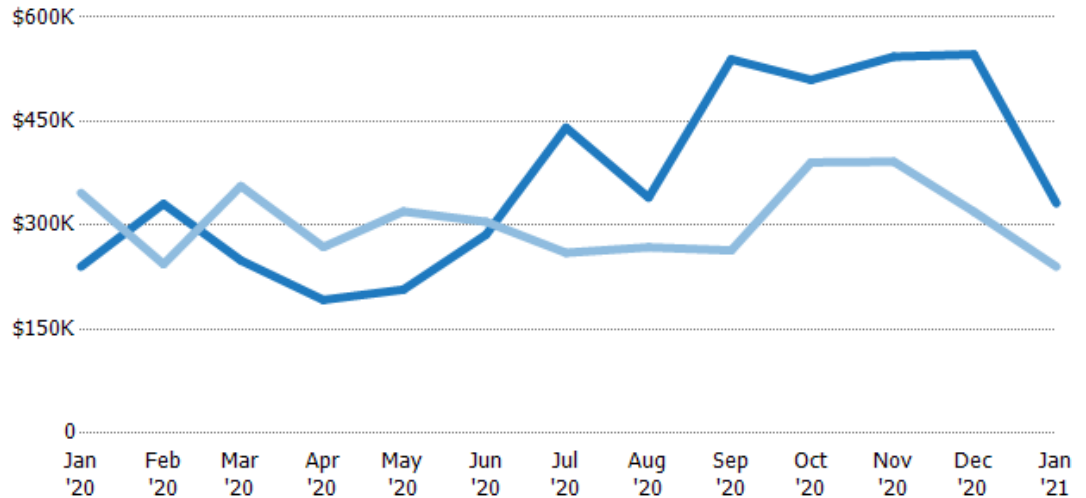
## Average Sales Price

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.
Jan '21	\$332K	38%
Jan '20	\$240K	-30.7%
Jan '19	\$347K	-19.9%



Current Year	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K	\$340K	\$539K	\$510K	\$543K	\$547K	\$332K
Prior Year	\$347K	\$244K	\$357K	\$269K	\$320K	\$305K	\$260K	\$268K	\$264K	\$391K	\$392K	\$320K	\$240K
Percent Change from Prior Year	-31%	36%	-30%	-28%	-35%	-6%	69%	27%	104%	30%	39%	71%	38%

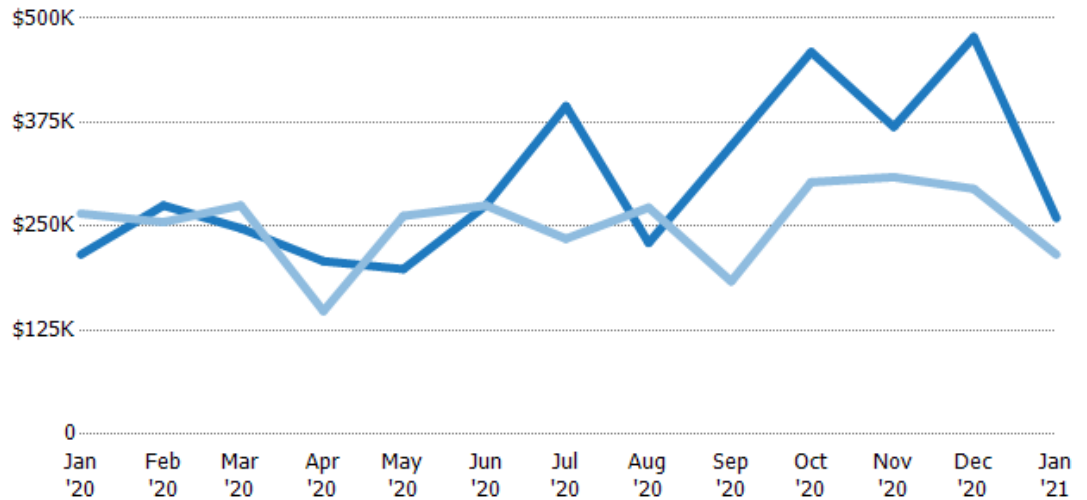
## Median Sales Price

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.
Jan '21	\$260K	20.3%
Jan '20	\$216K	-18.6%
Jan '19	\$265K	24.4%



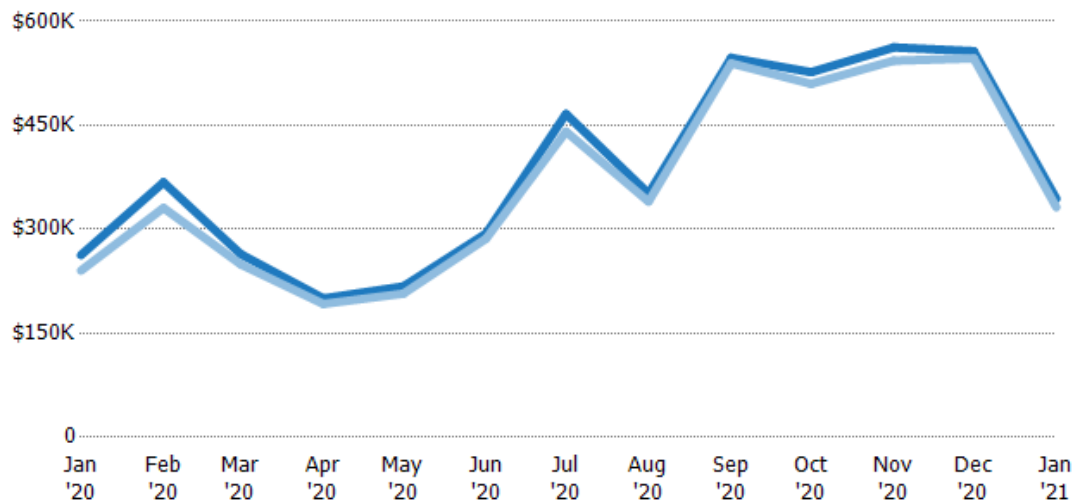
Current Year	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K	\$230K	\$347K	\$460K	\$370K	\$478K	\$260K
Prior Year	\$265K	\$255K	\$275K	\$148K	\$262K	\$275K	\$235K	\$272K	\$184K	\$303K	\$309K	\$295K	\$216K
Percent Change from Prior Year	-19%	8%	-10%	41%	-24%	0%	68%	-16%	89%	52%	20%	62%	20%

## 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



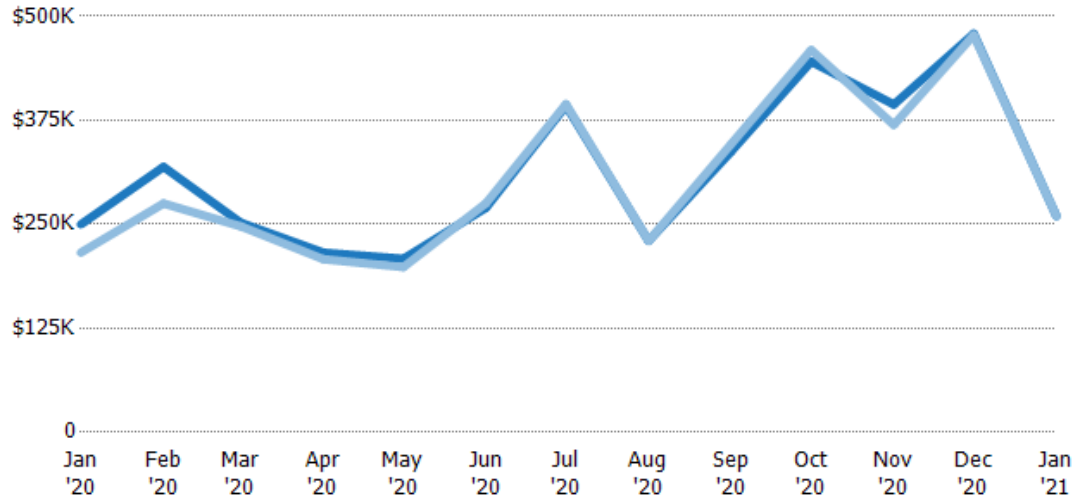
Avg List Price	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K	\$351K	\$547K	\$527K	\$562K	\$557K	\$344K
Avg Sales Price	\$240K	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K	\$340K	\$539K	\$510K	\$543K	\$547K	\$332K
Avg Sales Price as a % of Avg List Price	92%	90%	94%	96%	95%	97%	95%	97%	99%	97%	97%	98%	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



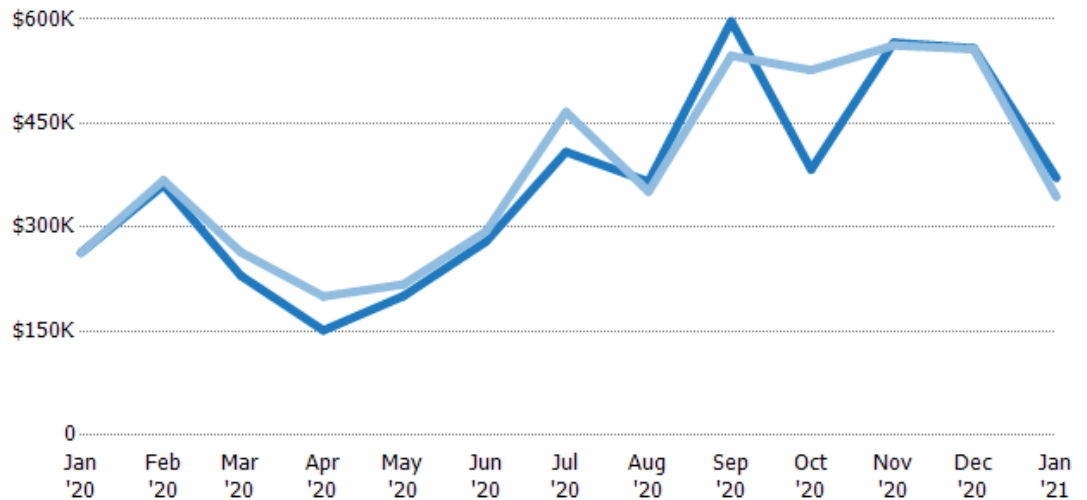
Median List Price	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K	\$230K	\$338K	\$446K	\$394K	\$479K	\$260K
Median Sales Price	\$216K	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K	\$230K	\$347K	\$460K	\$370K	\$478K	\$260K
Med Sales Price as a % of Med List Price	86%	86%	98%	96%	95%	102%	101%	100%	103%	103%	94%	100%	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



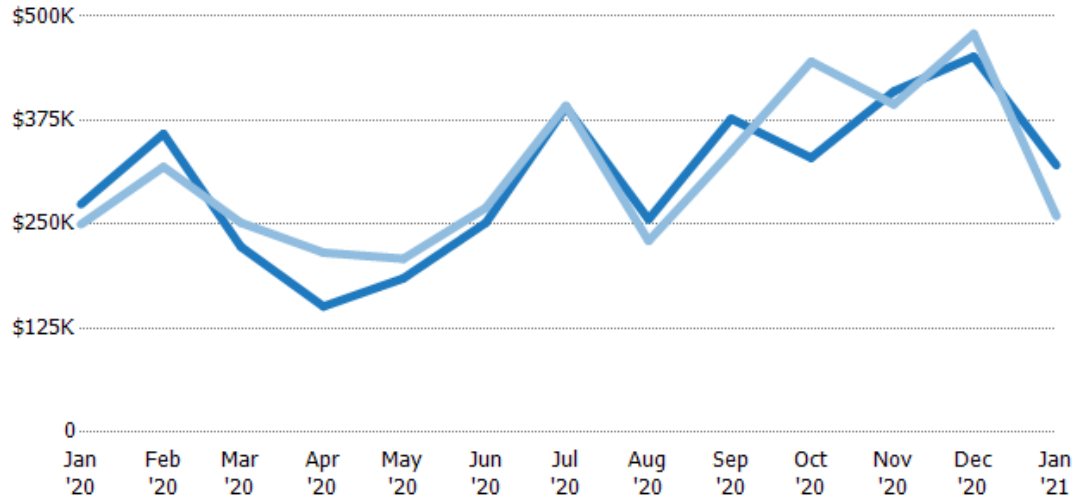
Avg Est Value	\$263K	\$361K	\$230K	\$151K	\$201K	\$279K	\$409K	\$366K	\$597K	\$383K	\$566K	\$558K	\$371K
Avg Sales Price	\$263K	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K	\$351K	\$547K	\$527K	\$562K	\$557K	\$344K
Avg Sales Price as a % of Avg Est Value	100%	102%	115%	132%	108%	105%	114%	96%	92%	137%	99%	100%	93%

## 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



Median Est Value	\$274K	\$359K	\$223K	\$151K	\$185K	\$252K	\$391K	\$256K	\$377K	\$330K	\$410K	\$452K	\$321K
Median Sales Price	\$250K	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K	\$230K	\$338K	\$446K	\$394K	\$479K	\$260K
Med Sales Price as a % of Med Est Value	91%	89%	113%	143%	113%	107%	100%	90%	90%	135%	96%	106%	81%