

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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	18	-16.7%	21	22	-4.5%
New Listing Volume	\$7,543,300	\$6,116,300	+23.3%	\$10,170,300	\$8,263,562	+23.1%
Active Listing Count	31	81	-61.7%	N/A	N/A	
Active Listing Volume	\$18,324,700	\$36,011,157	-49.1%	N/A	N/A	
Average Listing Price	\$591,119	\$444,582	+33%	\$562,499	\$449,345	+25.2%
Median Listing Price	\$500,000	\$279,000	+79.2%	\$486,397	\$288,430	+68.6%
Median Days in RPR	107	194	-44.8%	118	200	-41%
Months of Inventory	2.8	27	-89.6%	6.8	9.4	-27.5%
Absorption Rate	35.48%	3.7%	+31.8%	14.71%	10.67%	+4%
Sales Activity Charts Metrics						
New Pending Sales Count	18	4	+350%	33	14	+135.7%
New Pending Sales Volume	\$7,798,800	\$860,800	+806%	\$12,725,400	\$3,964,599	+221%
Pending Sales Count	25	8	+212.5%	N/A	N/A	
Pending Sales Volume	\$10,506,600	\$2,304,100	+356%	N/A	N/A	
Closed Sales Count	5	7	-28.6%	16	10	+60%
Closed Sales Volume	\$2,342,900	\$2,315,900	+1.2%	\$5,992,200	\$3,036,900	+97.3%
Average Sales Price	\$468,580	\$330,843	+41.6%	\$374,512	\$303,690	+23.3%
Median Sales Price	\$479,900	\$275,000	+74.5%	\$328,650	\$257,300	+27.7%

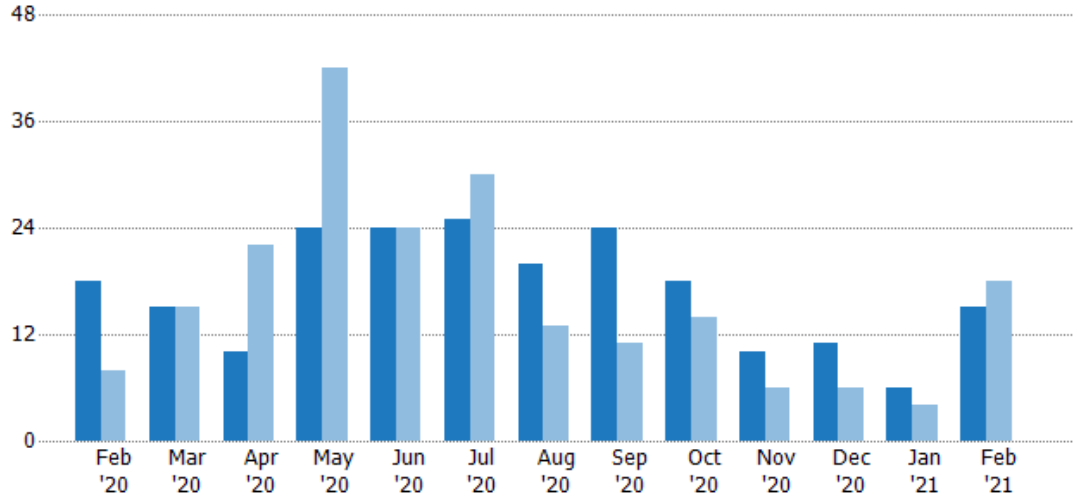
New Listings

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

Month/Year	Count	% Chg.
Feb '21	15	-16.7%
Feb '20	18	125%
Feb '19	8	-50%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	18	15	10	24	24	25	20	24	18	10	11	6	15
Prior Year	8	15	22	42	24	30	13	11	14	6	6	4	18
Percent Change from Prior Year	125%	0%	-55%	-43%	0%	-17%	54%	118%	29%	67%	83%	50%	-17%

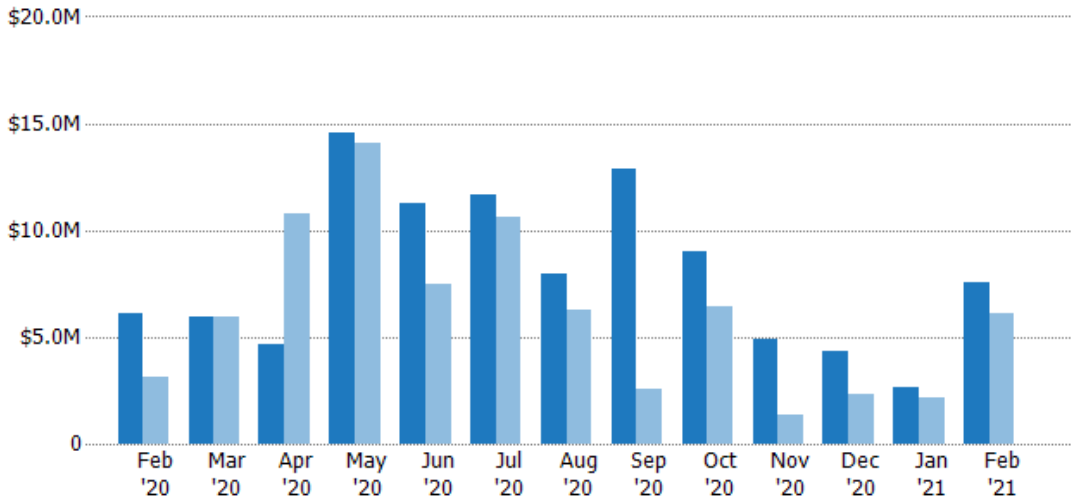
New Listing Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$7.54M	23.3%
Feb '20	\$6.12M	97.2%
Feb '19	\$3.1M	-53%



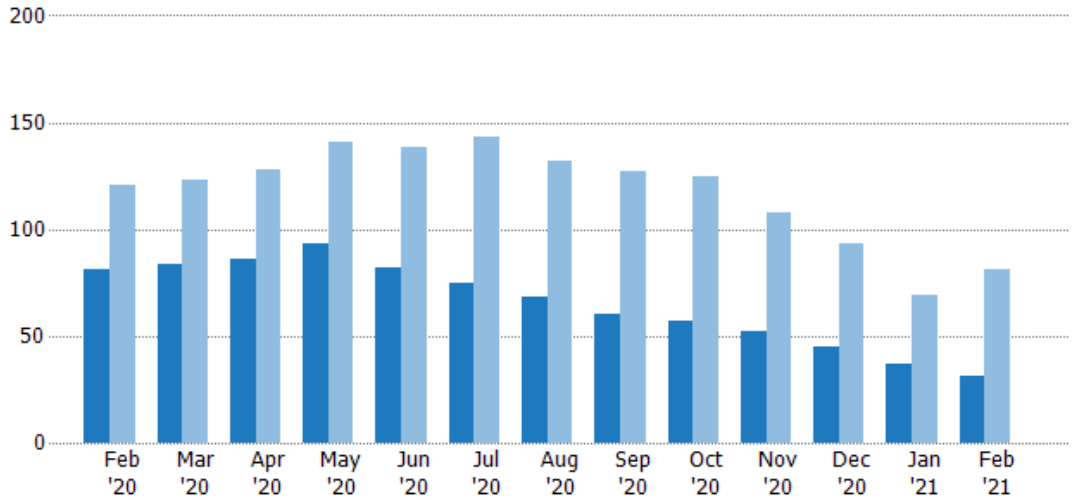
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$6.12M	\$5.94M	\$4.66M	\$14.6M	\$11.3M	\$11.6M	\$7.94M	\$12.9M	\$9.02M	\$4.87M	\$4.29M	\$2.63M	\$7.54M
Prior Year	\$3.1M	\$5.96M	\$10.8M	\$14.1M	\$7.51M	\$10.6M	\$6.27M	\$2.59M	\$6.41M	\$1.39M	\$2.3M	\$2.15M	\$6.12M
Percent Change from Prior Year	97%	0%	-57%	3%	50%	9%	27%	397%	41%	251%	87%	22%	23%

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



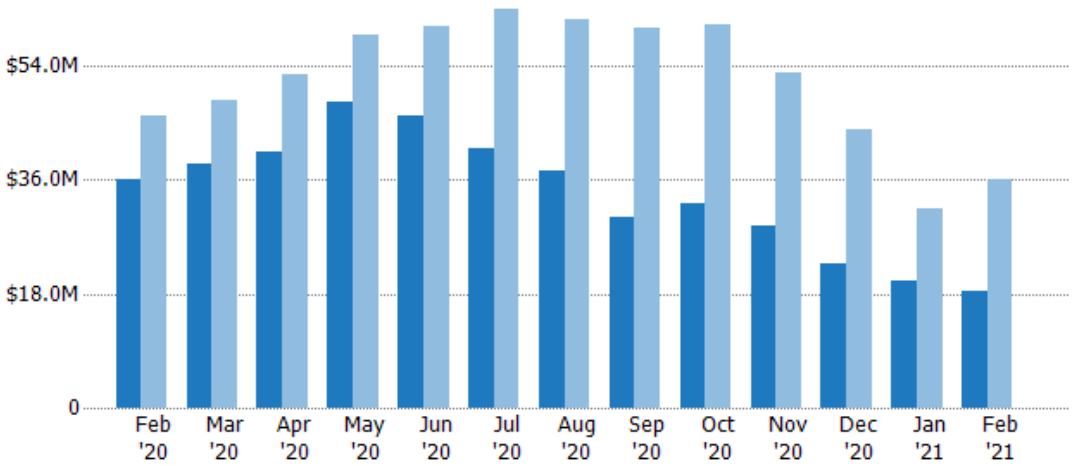
Month/Year	Count	% Chg.
Feb '21	31	-61.7%
Feb '20	81	-33.1%
Feb '19	121	-33.1%

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



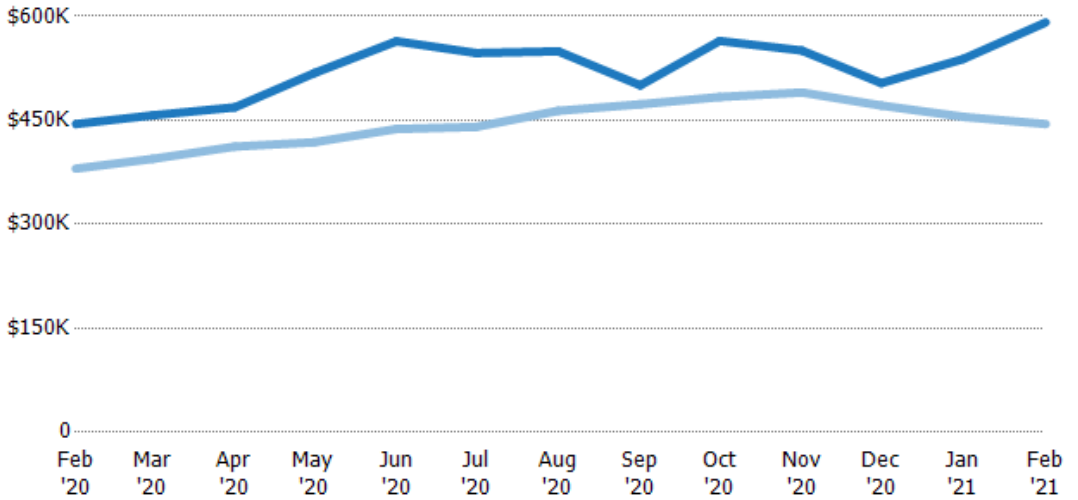
Month/Year	Volume	% Chg.
Feb '21	\$18.3M	-49.1%
Feb '20	\$36M	-21.7%
Feb '19	\$46M	-34%

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



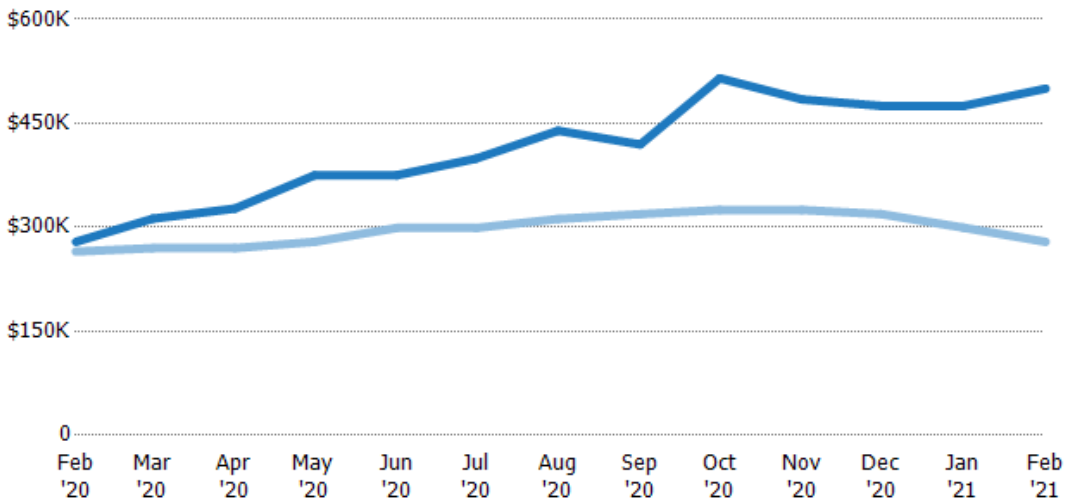
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$445K	\$457K	\$469K	\$518K	\$564K	\$547K	\$550K	\$500K	\$564K	\$551K	\$504K	\$539K	\$591K
Prior Year	\$380K	\$394K	\$412K	\$418K	\$437K	\$440K	\$464K	\$473K	\$484K	\$490K	\$471K	\$455K	\$445K
Percent Change from Prior Year	17%	16%	14%	24%	29%	24%	19%	6%	17%	12%	7%	18%	33%

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



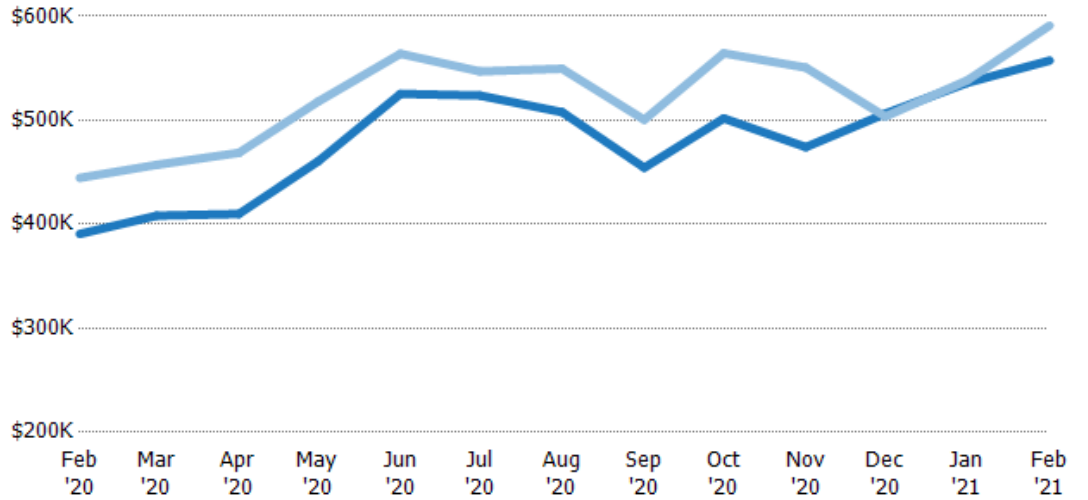
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$279K	\$312K	\$327K	\$375K	\$375K	\$399K	\$439K	\$420K	\$515K	\$484K	\$475K	\$475K	\$500K
Prior Year	\$265K	\$270K	\$270K	\$279K	\$299K	\$299K	\$312K	\$319K	\$325K	\$325K	\$319K	\$300K	\$279K
Percent Change from Prior Year	5%	16%	21%	34%	25%	33%	41%	32%	58%	49%	49%	59%	79%

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



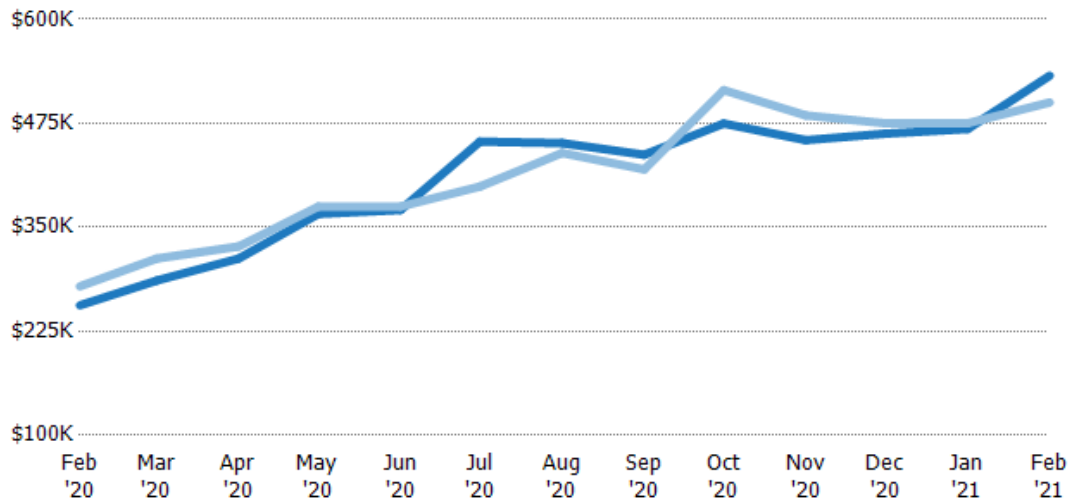
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$391K	\$408K	\$410K	\$461K	\$525K	\$524K	\$508K	\$454K	\$502K	\$474K	\$506K	\$536K	\$557K
Avg Listing Price	\$445K	\$457K	\$469K	\$518K	\$564K	\$547K	\$550K	\$500K	\$564K	\$551K	\$504K	\$539K	\$591K
Avg Listing Price as a % of Avg Est Value	114%	112%	114%	112%	107%	104%	108%	110%	112%	116%	99%	100%	106%

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



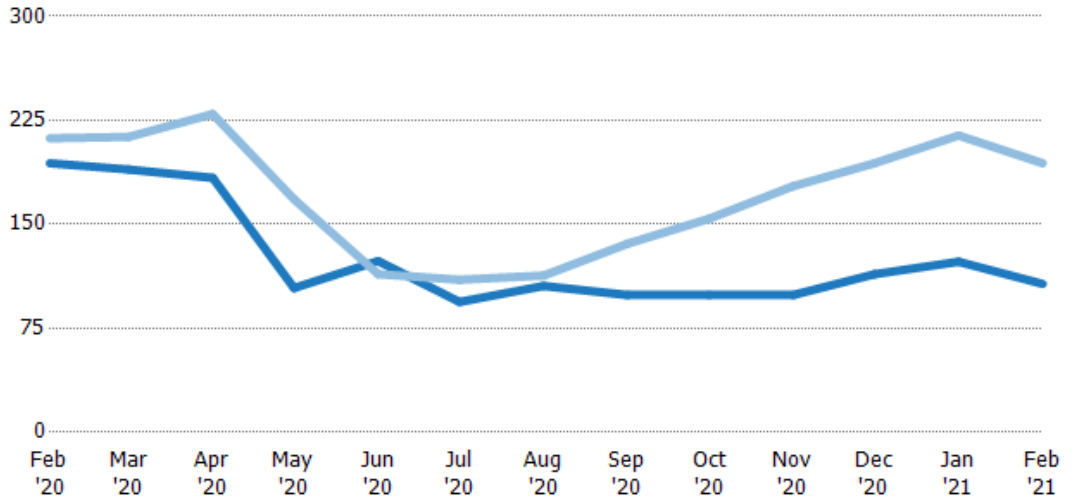
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$256K	\$286K	\$313K	\$366K	\$371K	\$453K	\$451K	\$437K	\$475K	\$455K	\$463K	\$468K	\$532K
Median Listing Price	\$279K	\$312K	\$327K	\$375K	\$375K	\$399K	\$439K	\$420K	\$515K	\$484K	\$475K	\$475K	\$500K
Med Listing Price as a % of Med Est Value	109%	109%	105%	102%	101%	88%	97%	96%	108%	107%	103%	101%	94%

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



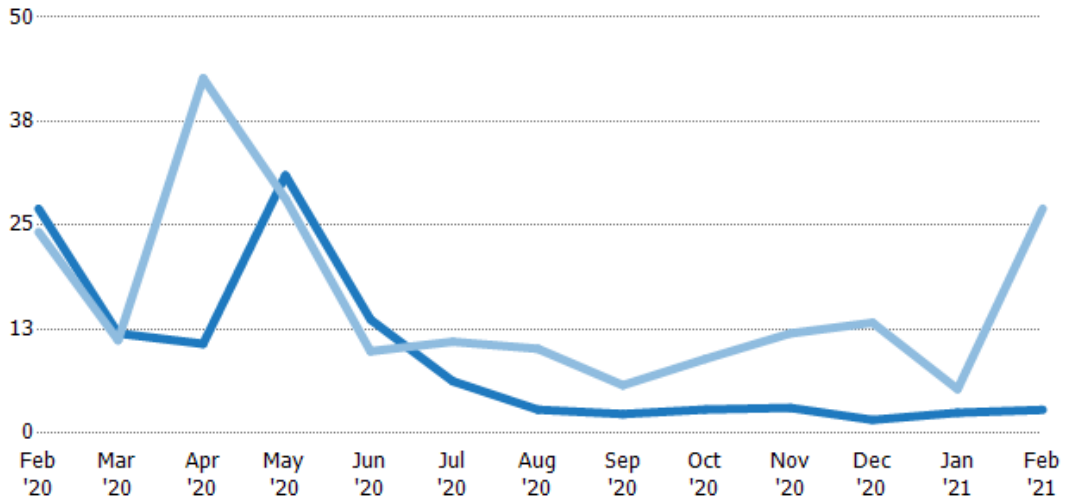
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	194	190	184	104	124	94	106	99	99	99	114	123	107
Prior Year	212	213	230	168	114	110	113	136	154	178	194	214	194
Percent Change from Prior Year	-8%	-11%	-20%	-38%	8%	-15%	-7%	-27%	-36%	-44%	-41%	-43%	-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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	27	12	10.8	31	13.7	6.25	2.83	2.31	2.85	3.06	1.61	2.47	2.82
Prior Year	24.2	11.2	42.7	28.2	9.86	11	10.2	5.77	8.93	12	13.3	5.31	27
Percent Change from Prior Year	12%	7%	-75%	10%	39%	-43%	-72%	-60%	-68%	-75%	-88%	-54%	-90%

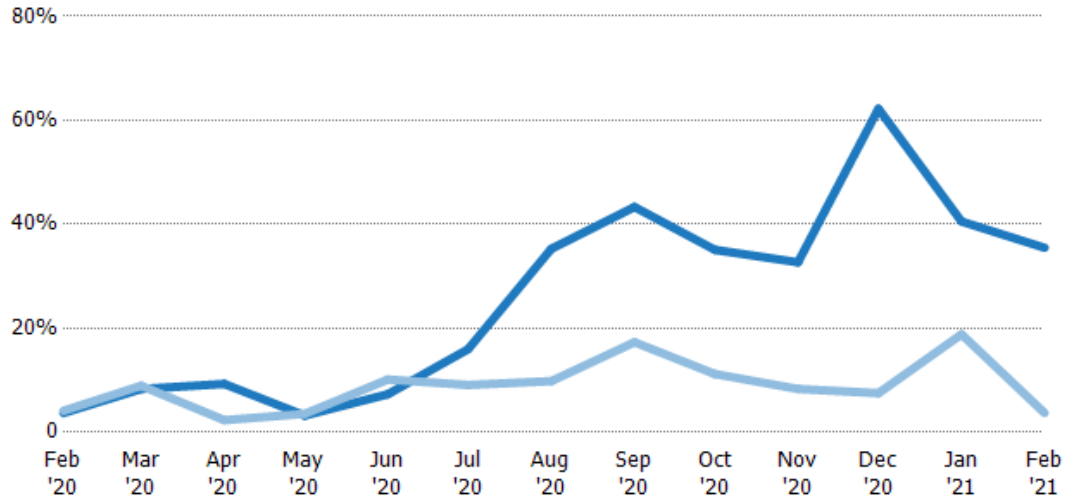
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Feb '21	35%	-31.8%
Feb '20	4%	0.4%
Feb '19	4%	49.4%



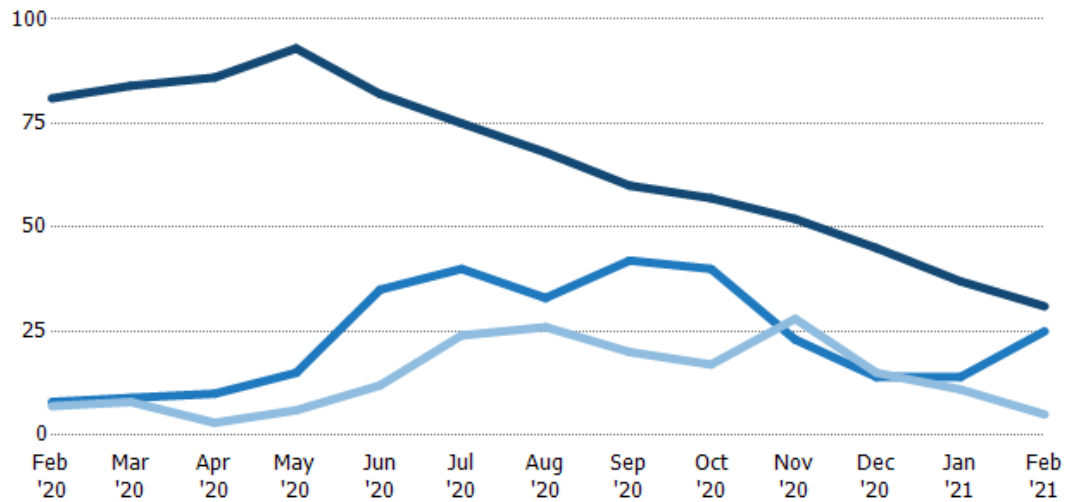
Current Year	4%	8%	9%	3%	7%	16%	35%	43%	35%	33%	62%	41%	35%
Prior Year	4%	9%	2%	4%	10%	9%	10%	17%	11%	8%	8%	19%	4%
Change from Prior Year	0%	1%	-7%	0%	3%	-7%	-25%	-26%	-24%	-24%	-55%	-22%	-32%

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



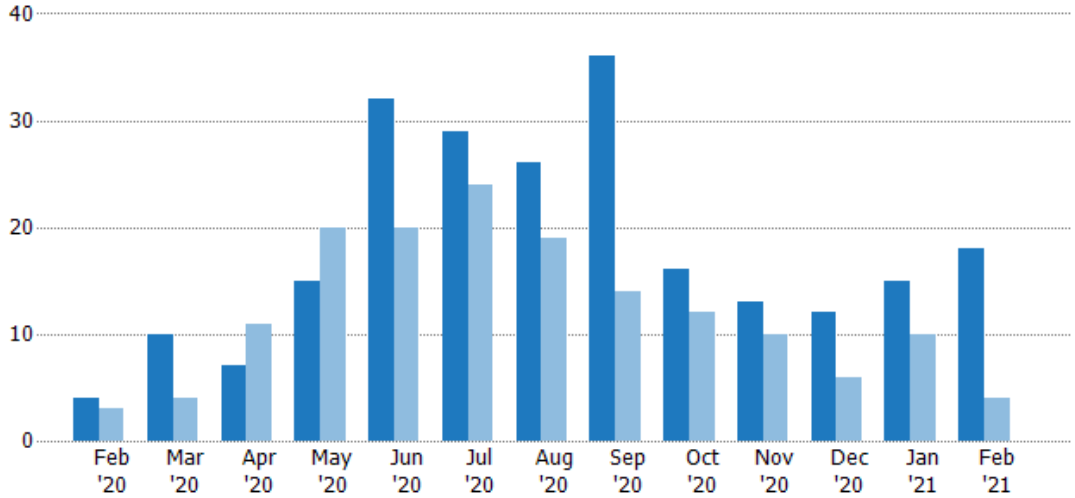
Active	81	84	86	93	82	75	68	60	57	52	45	37	31
Pending	8	9	10	15	35	40	33	42	40	23	14	14	25
Sold	7	8	3	6	12	24	26	20	17	28	15	11	5

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



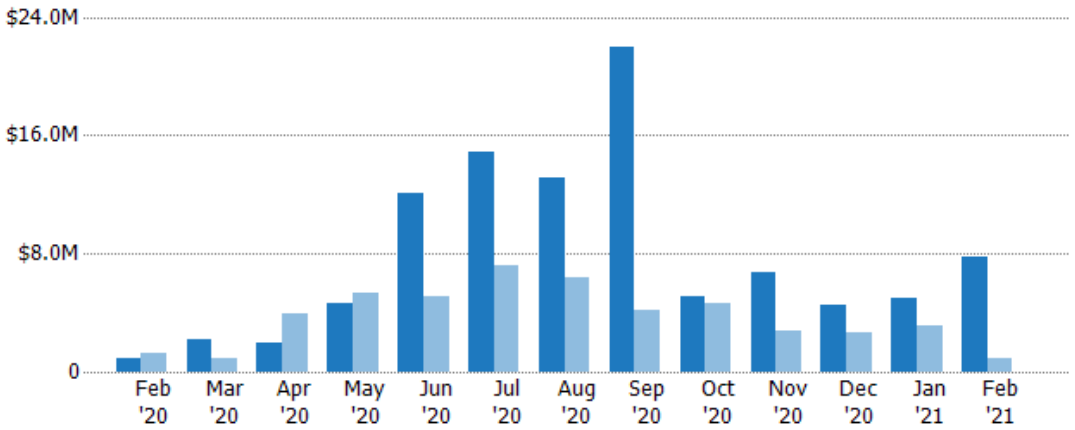
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '21	18	4	350%
Feb '20	4	3	33%
Feb '19	3	3	100%

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '21	\$7.8M	\$861K	806%
Feb '20	\$861K	\$1.21M	-28.7%
Feb '19	\$1.21M	\$1.21M	36.9%

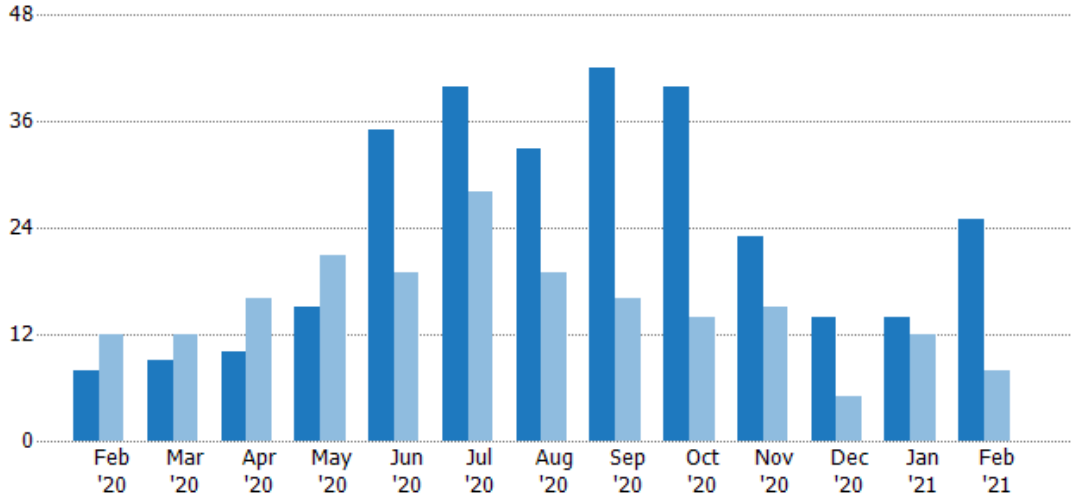
Pending Sales

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

Month/Year	Count	% Chg.
Feb '21	25	212.5%
Feb '20	8	-33.3%
Feb '19	12	-16.7%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	8	9	10	15	35	40	33	42	40	23	14	14	25
Prior Year	12	12	16	21	19	28	19	16	14	15	5	12	8
Percent Change from Prior Year	-33%	-25%	-38%	-29%	84%	43%	74%	163%	186%	53%	180%	17%	213%

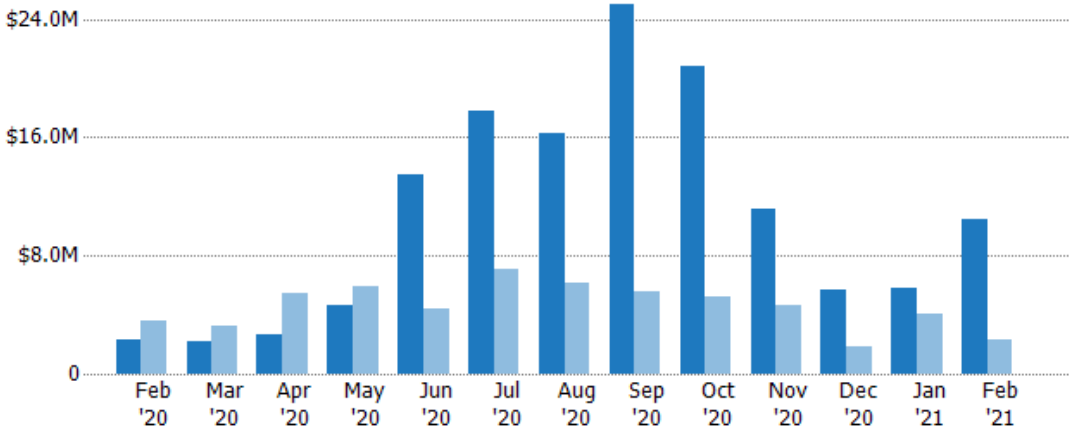
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$10.5M	356%
Feb '20	\$2.3M	-35%
Feb '19	\$3.55M	64.6%



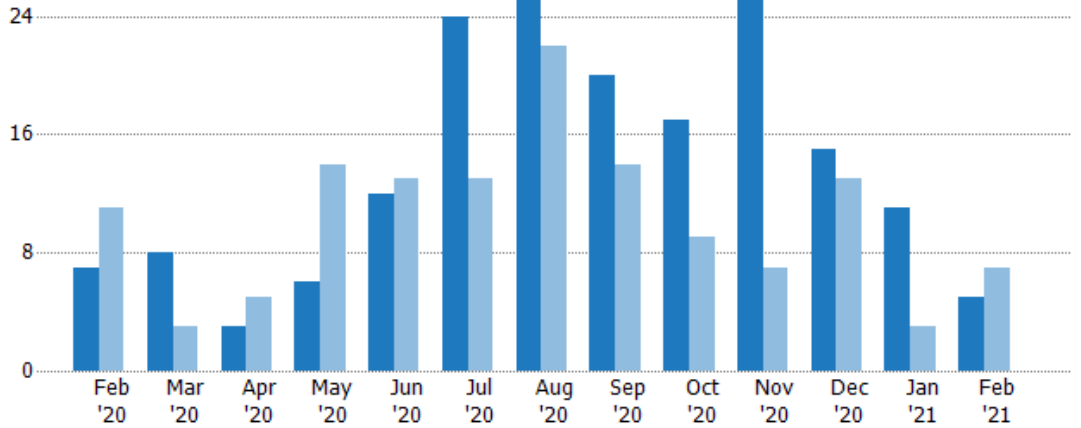
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$2.3M	\$2.19M	\$2.64M	\$4.68M	\$13.5M	\$17.8M	\$16.3M	\$25M	\$20.8M	\$11.1M	\$5.64M	\$5.85M	\$10.5M
Prior Year	\$3.55M	\$3.21M	\$5.48M	\$5.95M	\$4.4M	\$7.03M	\$6.19M	\$5.56M	\$5.23M	\$4.6M	\$1.79M	\$4.11M	\$2.3M
Percent Change from Prior Year	-35%	-32%	-52%	-21%	206%	153%	164%	349%	298%	141%	215%	42%	356%

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



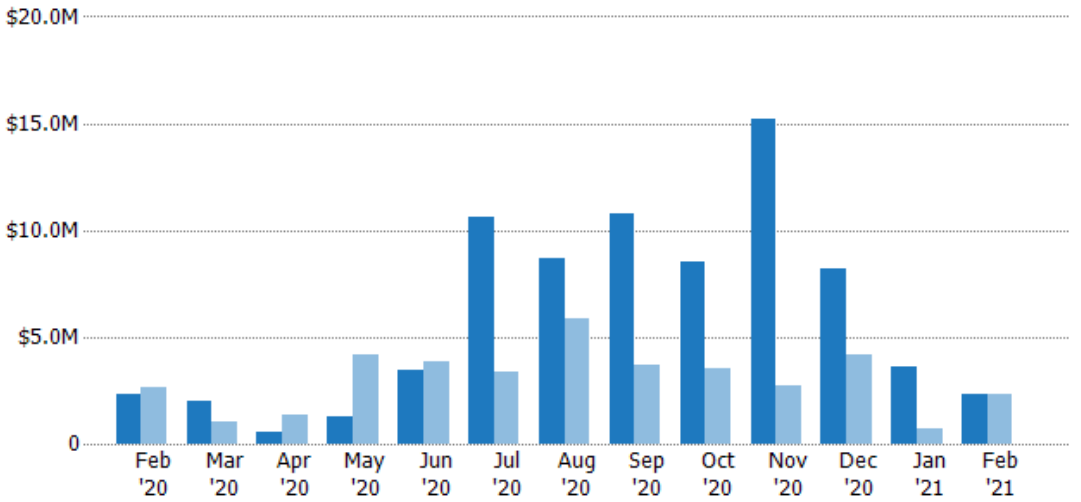
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '21	5	7	-28.6%
Feb '20	7	11	-36.4%
Feb '19	11	11	-54.5%

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



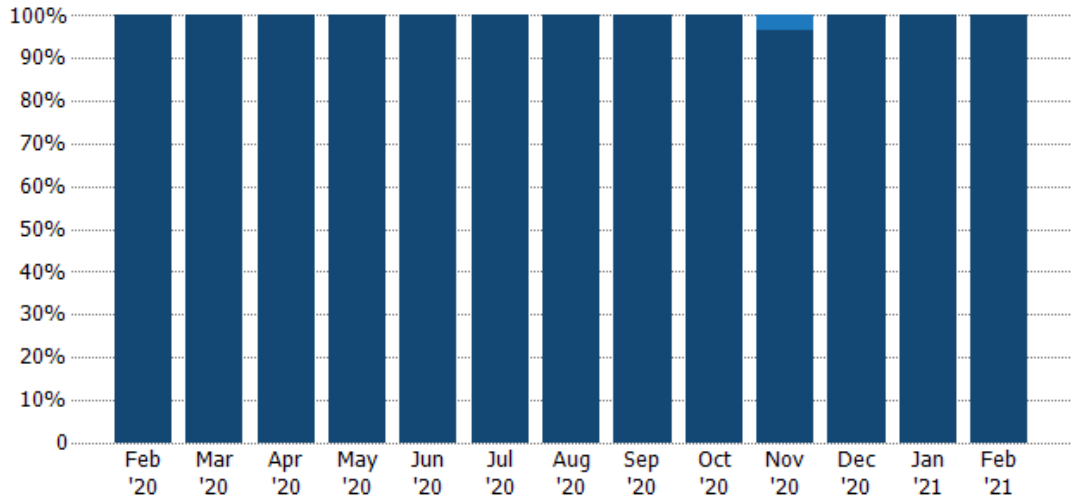
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Feb '21	\$2.34M	\$2.32M	1.2%
Feb '20	\$2.32M	\$2.68M	-13.7%
Feb '19	\$2.68M	\$2.68M	-76.7%

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



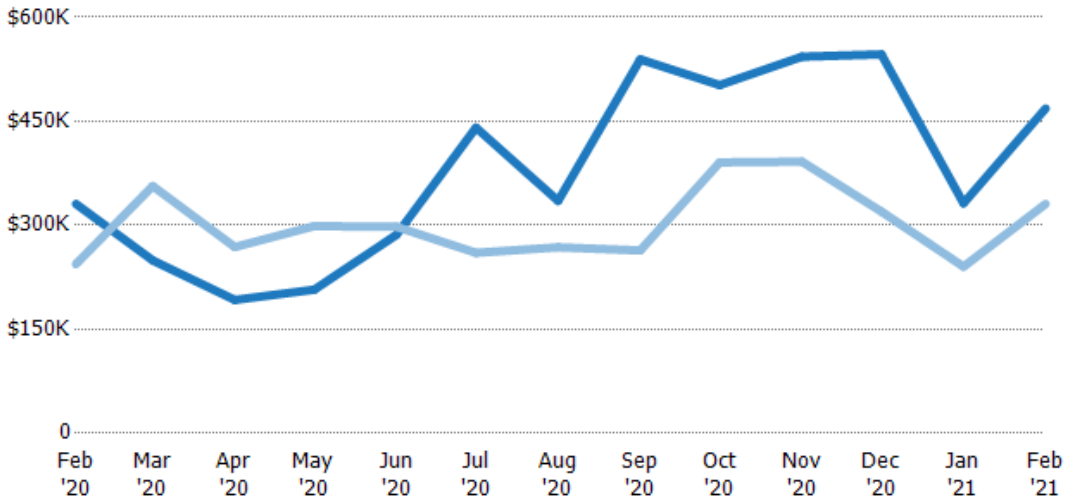
Condo/Townhouse	-	-	-	-	-	-	-	-	-	4%	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	96%	100%	100%	100%

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



Month/Year	Price	% Chg.
Feb '21	\$469K	41.6%
Feb '20	\$331K	35.6%
Feb '19	\$244K	-48.8%

Current Year	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K	\$335K	\$539K	\$502K	\$543K	\$547K	\$332K	\$469K
Prior Year	\$244K	\$357K	\$269K	\$299K	\$298K	\$260K	\$268K	\$264K	\$391K	\$392K	\$320K	\$240K	\$331K
Percent Change from Prior Year	36%	-30%	-28%	-31%	-4%	69%	25%	104%	29%	39%	71%	38%	42%

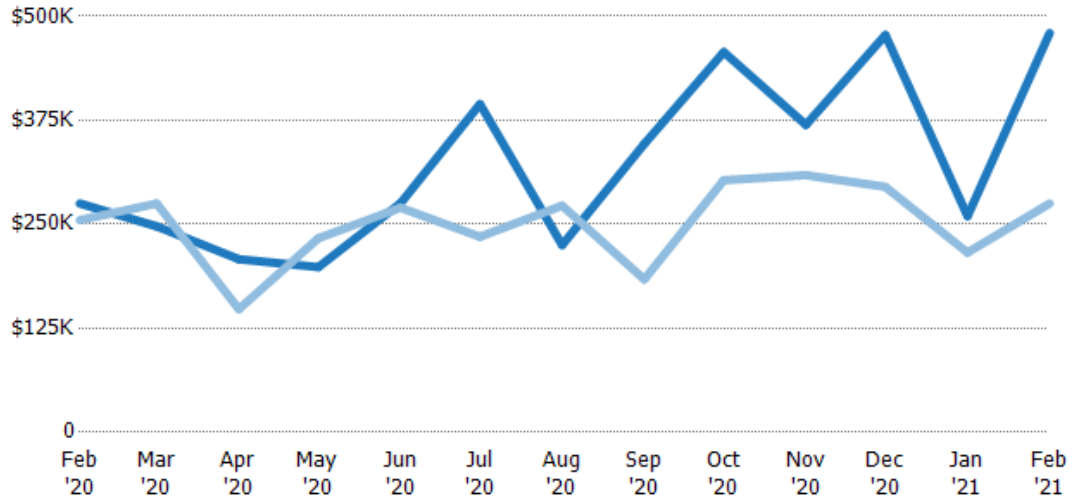
Median Sales Price

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

Month/Year	Price	% Chg.
Feb '21	\$480K	74.5%
Feb '20	\$275K	7.8%
Feb '19	\$255K	-71.4%



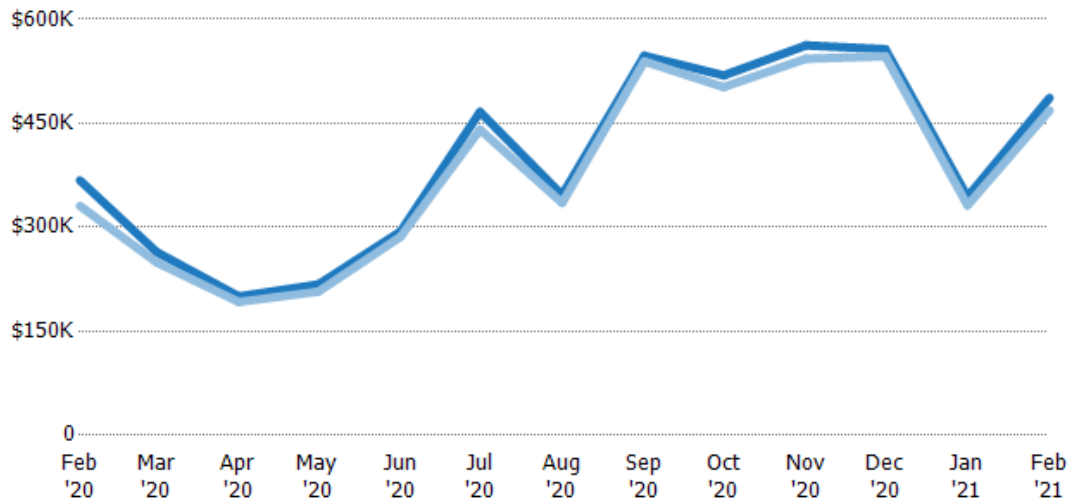
Current Year	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K	\$225K	\$347K	\$457K	\$370K	\$478K	\$260K	\$480K
Prior Year	\$255K	\$275K	\$148K	\$233K	\$270K	\$235K	\$272K	\$184K	\$303K	\$309K	\$295K	\$216K	\$275K
Percent Change from Prior Year	8%	-10%	41%	-15%	2%	68%	-17%	89%	51%	20%	62%	20%	75%

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



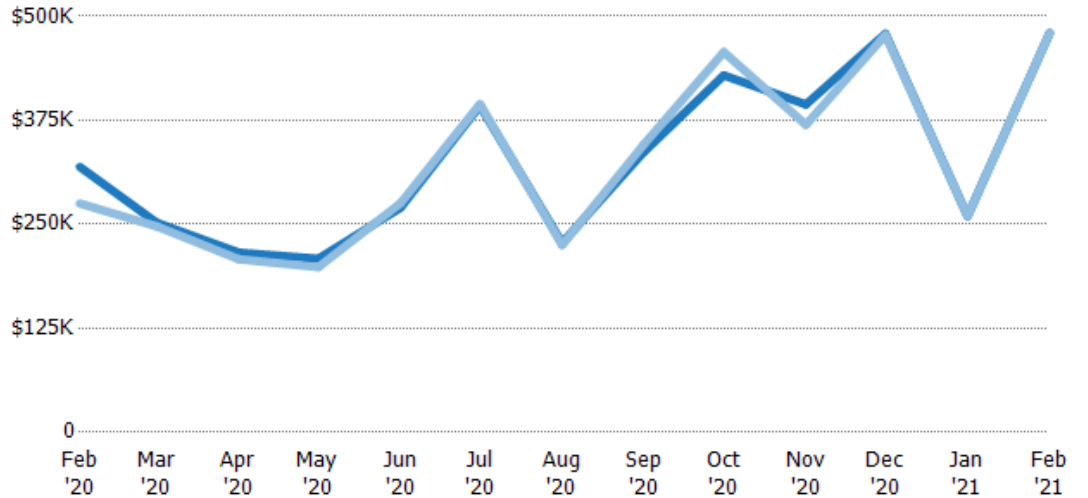
Avg List Price	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K	\$347K	\$547K	\$519K	\$562K	\$557K	\$344K	\$487K
Avg Sales Price	\$331K	\$249K	\$192K	\$207K	\$286K	\$441K	\$335K	\$539K	\$502K	\$543K	\$547K	\$332K	\$469K
Avg Sales Price as a % of Avg List Price	90%	94%	96%	95%	97%	95%	97%	99%	97%	97%	98%	96%	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



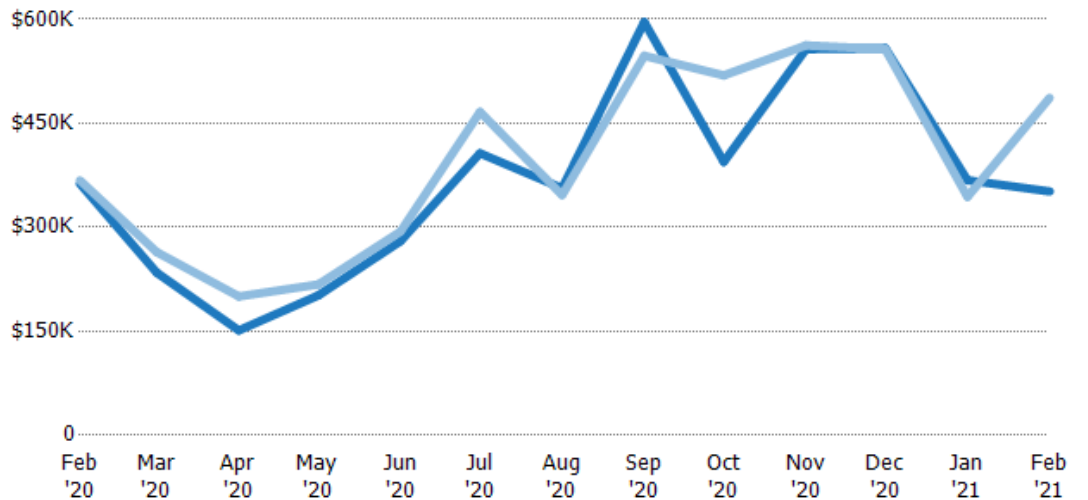
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K	\$228K	\$338K	\$429K	\$394K	\$479K	\$260K	\$480K
Median Sales Price	\$275K	\$248K	\$208K	\$199K	\$275K	\$395K	\$225K	\$347K	\$457K	\$370K	\$478K	\$260K	\$480K
Med Sales Price as a % of Med List Price	86%	98%	96%	95%	102%	101%	99%	103%	107%	94%	100%	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



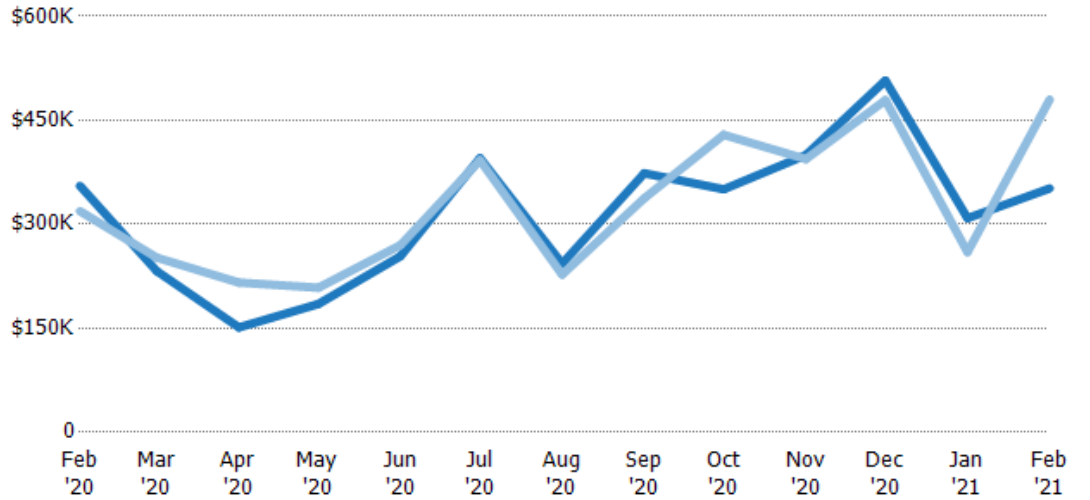
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$363K	\$235K	\$151K	\$202K	\$280K	\$407K	\$356K	\$596K	\$394K	\$557K	\$558K	\$368K	\$352K
Avg Sales Price	\$368K	\$264K	\$200K	\$218K	\$294K	\$466K	\$347K	\$547K	\$519K	\$562K	\$557K	\$344K	\$487K
Avg Sales Price as a % of Avg Est Value	101%	113%	132%	108%	105%	115%	97%	92%	132%	101%	100%	94%	138%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$356K	\$232K	\$151K	\$185K	\$254K	\$395K	\$243K	\$374K	\$350K	\$400K	\$507K	\$309K	\$352K
Median Sales Price	\$319K	\$252K	\$216K	\$209K	\$270K	\$392K	\$228K	\$338K	\$429K	\$394K	\$479K	\$260K	\$480K
Med Sales Price as a % of Med Est Value	90%	108%	143%	113%	106%	99%	93%	90%	122%	99%	94%	84%	136%