

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	10	+90%	60	47	+27.7%
New Listing Volume	\$9,654,242	\$4,655,100	+107.4%	\$29,365,466	\$18,860,762	+55.7%
Active Listing Count	30	86	-65.1%	N/A	N/A	
Active Listing Volume	\$16,085,074	\$40,303,857	-60.1%	N/A	N/A	
Average Listing Price	\$536,169	\$468,650	+14.4%	\$564,656	\$456,586	+23.7%
Median Listing Price	\$483,197	\$327,000	+47.8%	\$497,678	\$305,088	+63.1%
Median Days in RPR	54	183.5	-70.6%	91.64	193.64	-52.7%
Months of Inventory	1.9	10.8	-82.6%	6.7	13.3	-49.6%
Absorption Rate	53.33%	9.3%	+44%	14.89%	7.5%	+7.4%
Sales Activity Charts Metrics						
New Pending Sales Count	21	7	+200%	66	31	+112.9%
New Pending Sales Volume	\$11,343,442	\$1,947,100	+482.6%	\$29,891,742	\$8,075,199	+270.2%
Pending Sales Count	30	10	+200%	N/A	N/A	
Pending Sales Volume	\$15,228,042	\$2,641,500	+476.5%	N/A	N/A	
Closed Sales Count	10	3	+233.3%	42	21	+100%
Closed Sales Volume	\$4,206,400	\$576,806	+629.3%	\$17,084,800	\$5,608,606	+204.6%
Average Sales Price	\$420,640	\$192,269	+118.8%	\$406,781	\$267,076	+52.3%
Median Sales Price	\$335,000	\$208,000	+61.1%	\$350,010	\$246,524	+42%

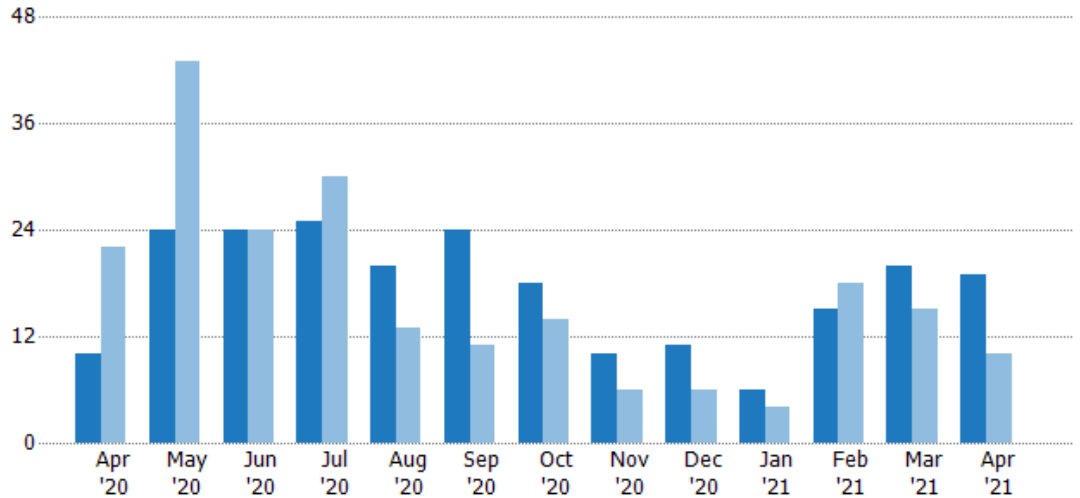
New Listings

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.
Apr '21	19	90%
Apr '20	10	-54.5%
Apr '19	22	-18.2%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	10	24	24	25	20	24	18	10	11	6	15	20	19
Prior Year	22	43	24	30	13	11	14	6	6	4	18	15	10
Percent Change from Prior Year	-55%	-44%	0%	-17%	54%	118%	29%	67%	83%	50%	-17%	33%	90%

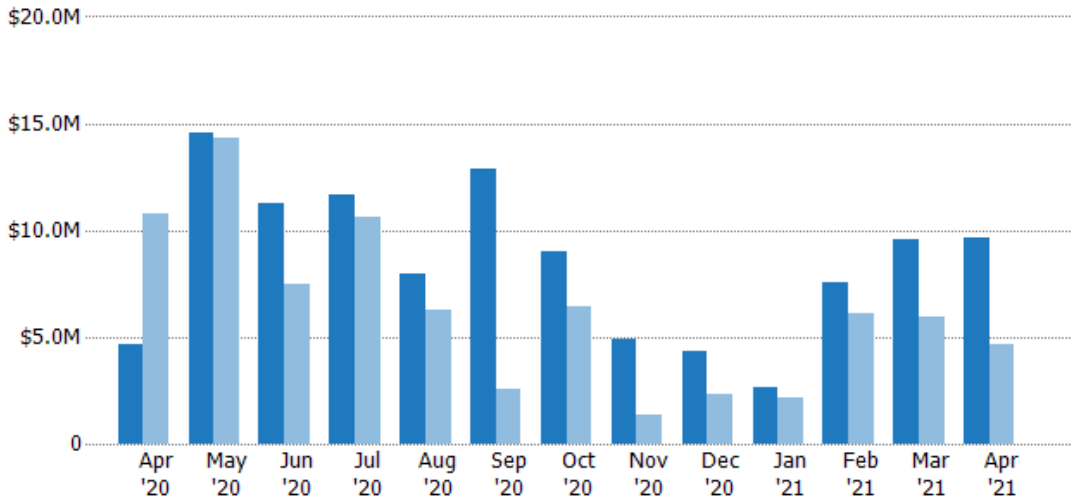
New Listing Volume

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.
Apr '21	\$9.65M	107.4%
Apr '20	\$4.66M	-56.9%
Apr '19	\$10.8M	-42.6%



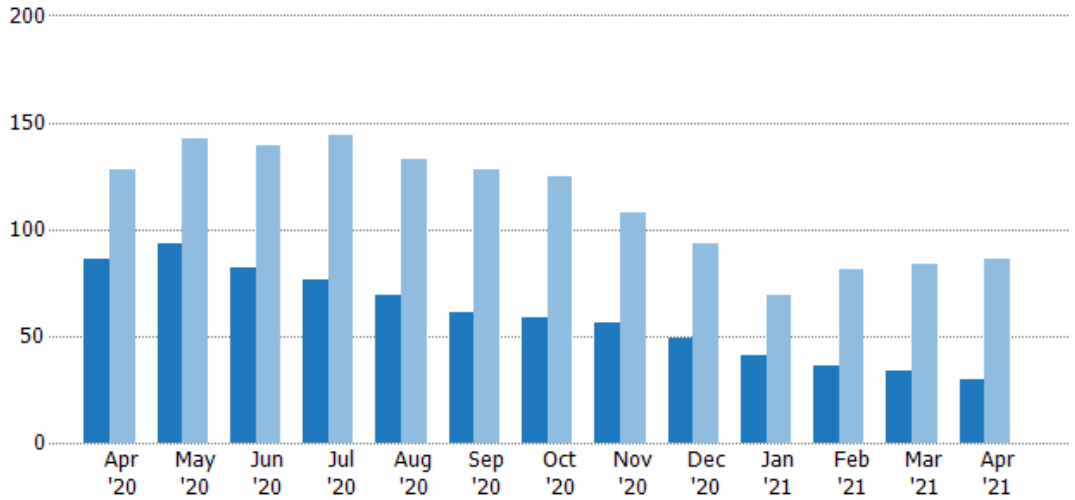
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$4.66M	\$14.6M	\$11.3M	\$11.6M	\$7.94M	\$12.9M	\$9.02M	\$4.87M	\$4.29M	\$2.63M	\$7.54M	\$9.54M	\$9.65M
Prior Year	\$10.8M	\$14.3M	\$7.51M	\$10.6M	\$6.27M	\$2.59M	\$6.41M	\$1.39M	\$2.3M	\$2.15M	\$6.12M	\$5.94M	\$4.66M
Percent Change from Prior Year	-57%	2%	50%	9%	27%	397%	41%	251%	87%	22%	23%	61%	107%

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



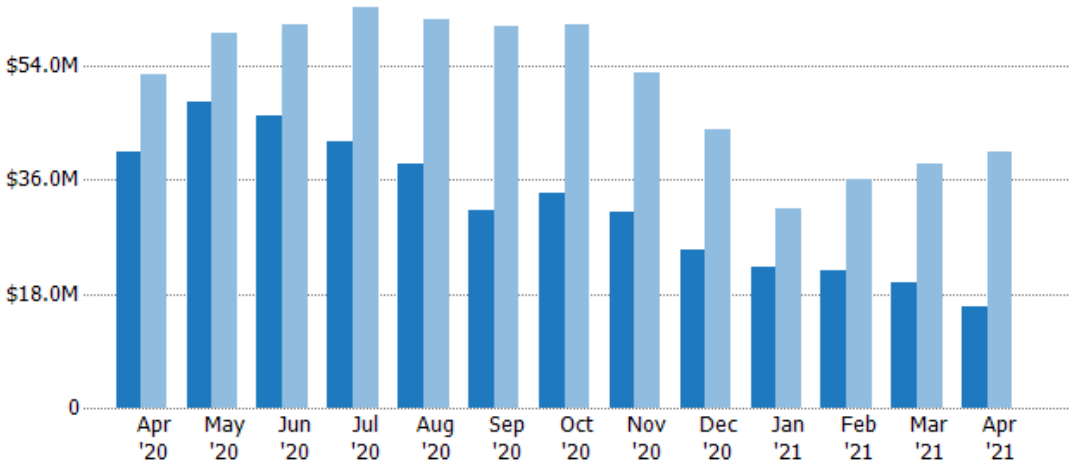
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	86	93	82	76	69	61	59	56	49	41	36	34	30
Prior Year	128	142	139	144	133	128	125	108	93	69	81	84	86
Percent Change from Prior Year	-33%	-35%	-41%	-47%	-48%	-52%	-53%	-48%	-47%	-41%	-56%	-60%	-65%

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



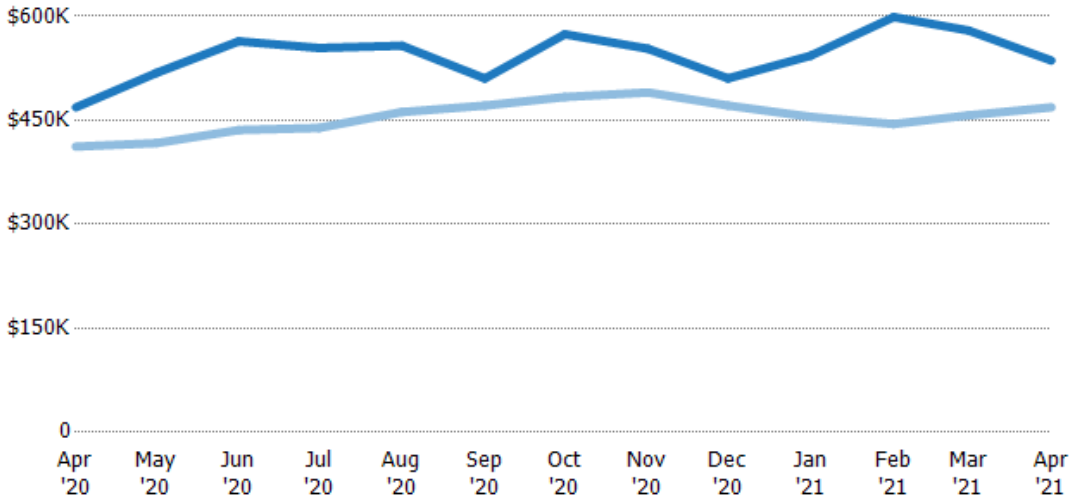
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$40.3M	\$48.2M	\$46.2M	\$42.1M	\$38.5M	\$31.1M	\$33.9M	\$31M	\$25M	\$22.3M	\$21.6M	\$19.7M	\$16.1M
Prior Year	\$52.7M	\$59.2M	\$60.6M	\$63.2M	\$61.4M	\$60.3M	\$60.4M	\$52.9M	\$43.8M	\$31.4M	\$36M	\$38.4M	\$40.3M
Percent Change from Prior Year	-24%	-19%	-24%	-33%	-37%	-48%	-44%	-41%	-43%	-29%	-40%	-49%	-60%

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



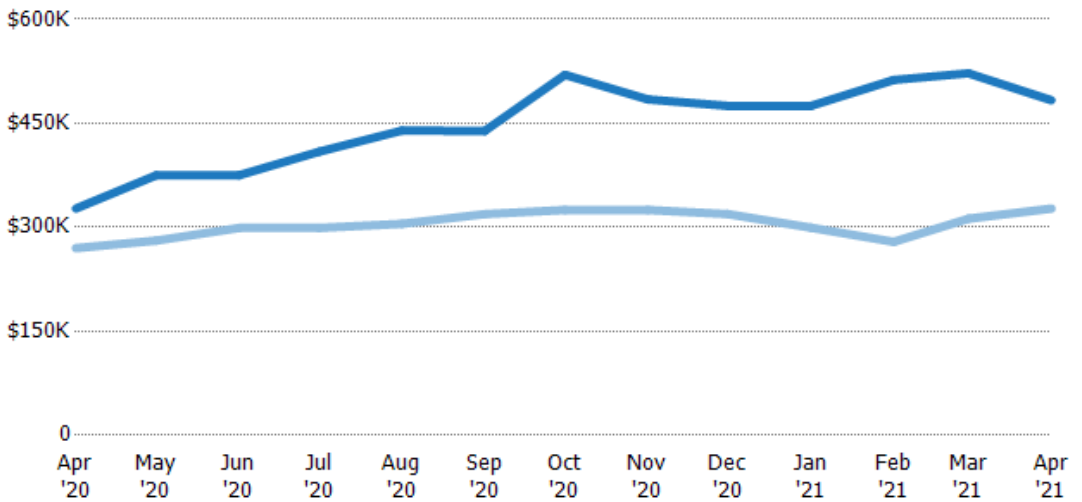
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$469K	\$518K	\$564K	\$554K	\$558K	\$510K	\$574K	\$553K	\$510K	\$543K	\$599K	\$579K	\$536K
Prior Year	\$412K	\$417K	\$436K	\$439K	\$462K	\$471K	\$484K	\$490K	\$471K	\$455K	\$445K	\$457K	\$469K
Percent Change from Prior Year	14%	24%	29%	26%	21%	8%	19%	13%	8%	19%	35%	27%	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



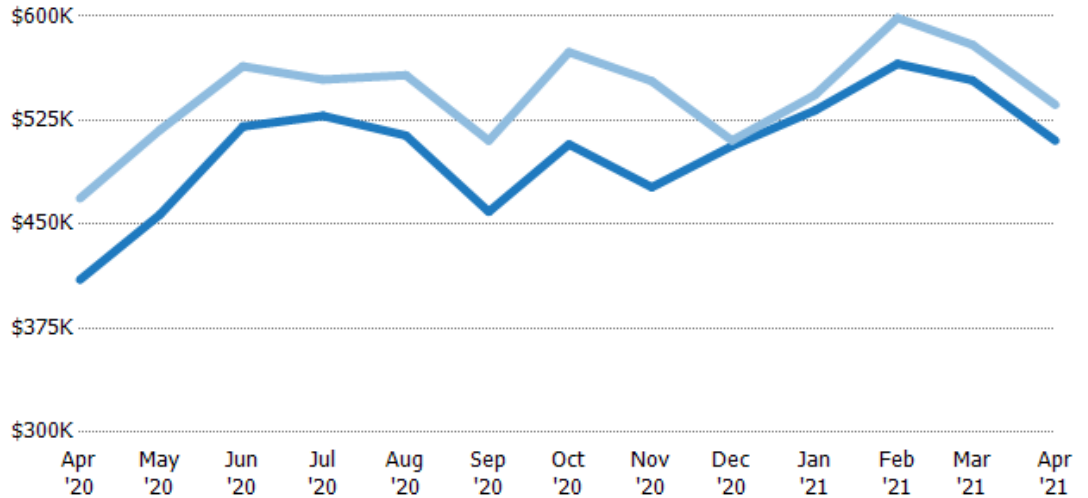
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$327K	\$375K	\$375K	\$409K	\$440K	\$439K	\$520K	\$484K	\$475K	\$475K	\$513K	\$522K	\$483K
Prior Year	\$270K	\$281K	\$299K	\$299K	\$305K	\$319K	\$325K	\$325K	\$319K	\$300K	\$279K	\$312K	\$327K
Percent Change from Prior Year	21%	34%	25%	37%	44%	38%	60%	49%	49%	59%	84%	67%	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
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



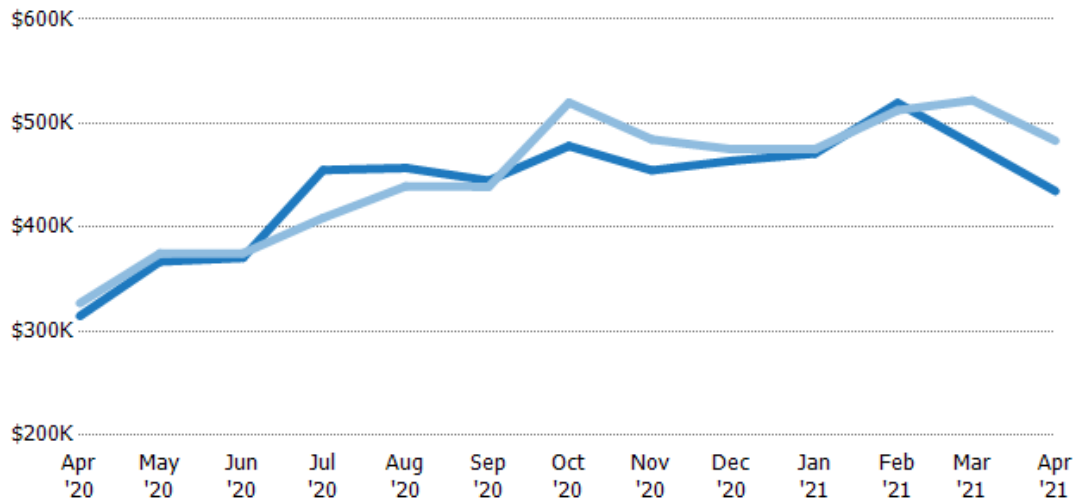
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$410K	\$457K	\$520K	\$528K	\$514K	\$459K	\$508K	\$477K	\$506K	\$532K	\$566K	\$554K	\$510K
Avg Listing Price	\$469K	\$518K	\$564K	\$554K	\$558K	\$510K	\$574K	\$553K	\$510K	\$543K	\$599K	\$579K	\$536K
Avg Listing Price as a % of Avg Est Value	114%	113%	108%	105%	108%	111%	113%	116%	101%	102%	106%	105%	105%

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



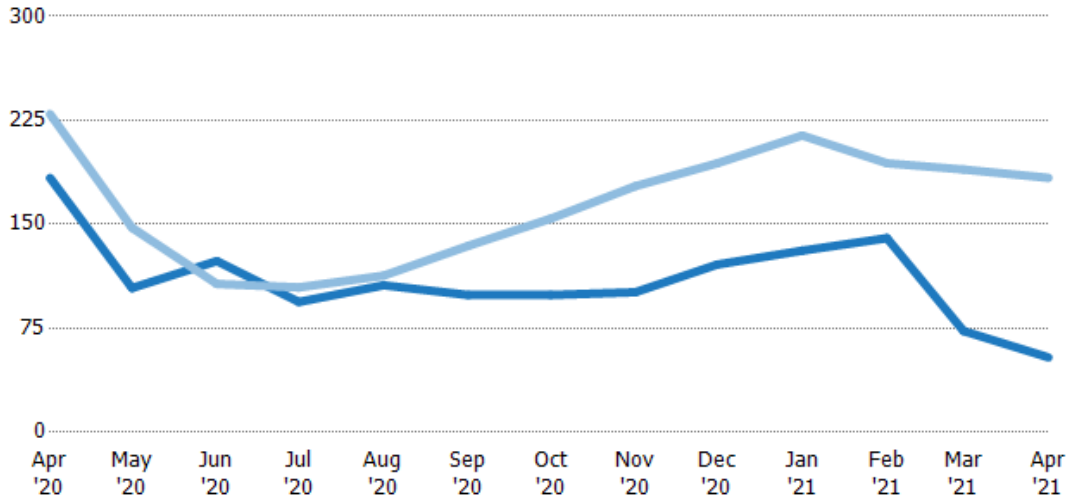
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$315K	\$367K	\$371K	\$455K	\$457K	\$445K	\$478K	\$455K	\$464K	\$471K	\$520K	\$479K	\$435K
Median Listing Price	\$327K	\$375K	\$375K	\$409K	\$440K	\$439K	\$520K	\$484K	\$475K	\$475K	\$513K	\$522K	\$483K
Med Listing Price as a % of Med Est Value	104%	102%	101%	90%	96%	99%	109%	107%	102%	101%	99%	109%	111%

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



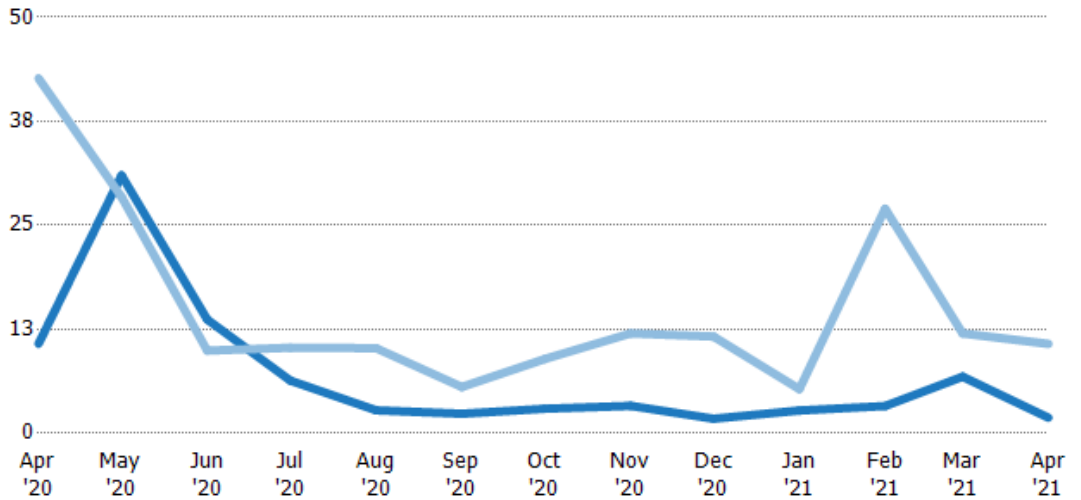
Month/Year	Days	% Chg.
Apr '21	54	-70.6%
Apr '20	184	-20%
Apr '19	230	-29.8%

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



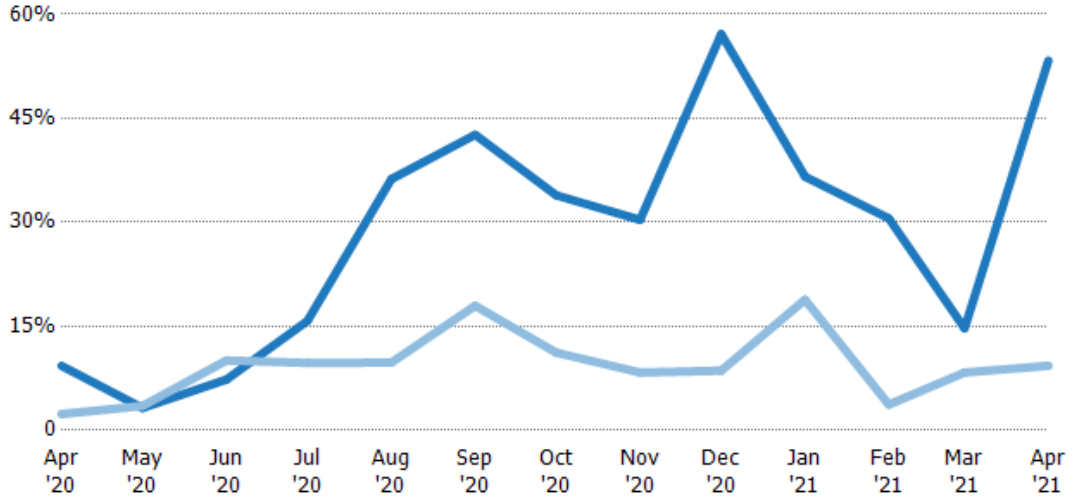
Month/Year	Months	% Chg.
Apr '21	1.88	-82.6%
Apr '20	10.8	-74.8%
Apr '19	42.7	-47.9%

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



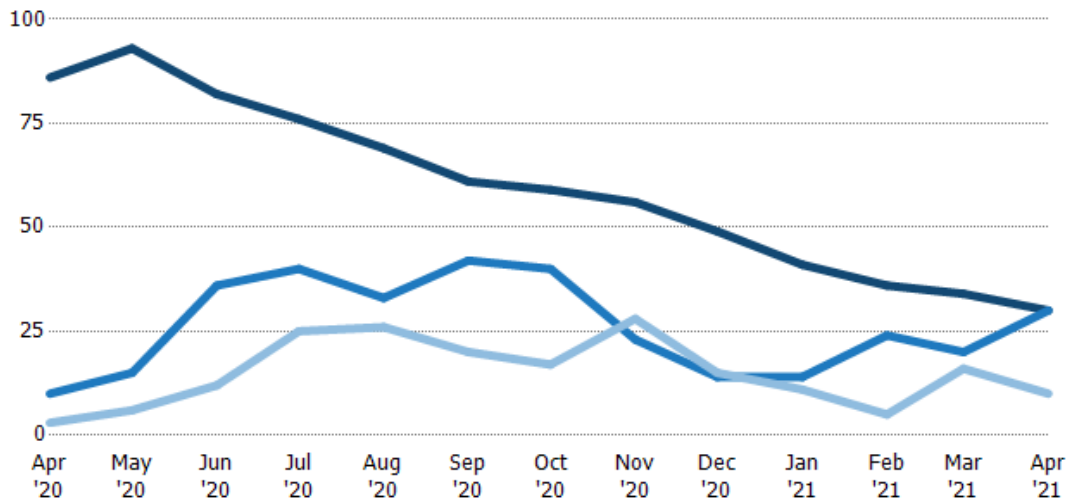
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	9%	3%	7%	16%	36%	43%	34%	30%	57%	37%	31%	15%	53%
Prior Year	2%	4%	10%	10%	10%	18%	11%	8%	9%	19%	4%	8%	9%
Change from Prior Year	-7%	0%	3%	-6%	-26%	-25%	-23%	-22%	-49%	-18%	-27%	-6%	-44%

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



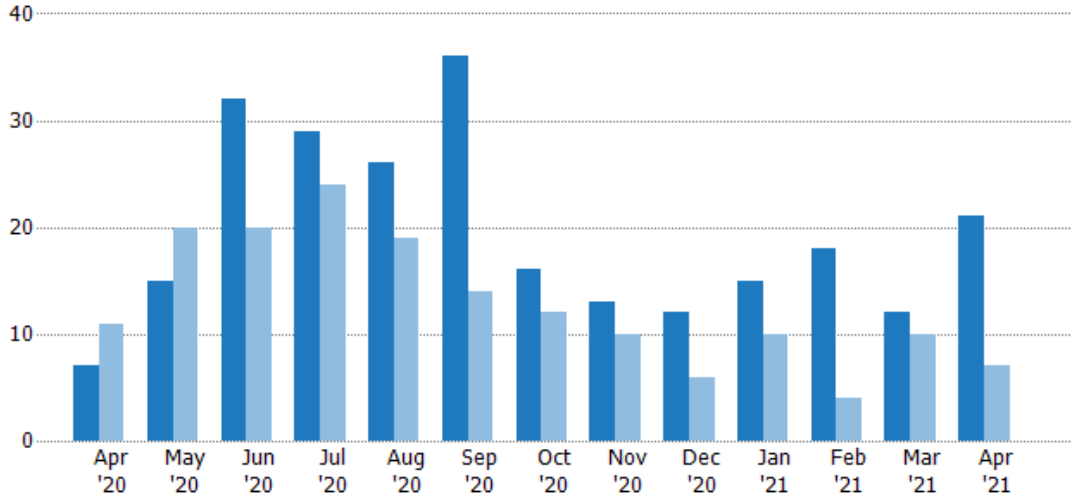
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	86	93	82	76	69	61	59	56	49	41	36	34	30
Pending	10	15	36	40	33	42	40	23	14	14	24	20	30
Sold	3	6	12	25	26	20	17	28	15	11	5	16	10

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



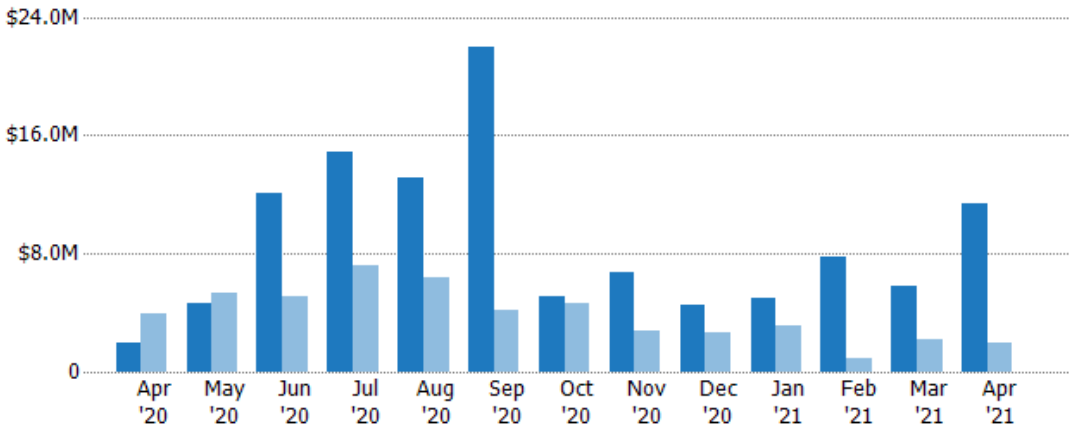
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	7	15	32	29	26	36	16	13	12	15	18	12	21
Prior Year	11	20	20	24	19	14	12	10	6	10	4	10	7
Percent Change from Prior Year	-36%	-25%	60%	21%	37%	157%	33%	30%	100%	50%	350%	20%	200%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$1.95M	\$4.59M	\$12.1M	\$14.9M	\$13.2M	\$22M	\$5.11M	\$6.71M	\$4.54M	\$4.93M	\$7.8M	\$5.82M	\$11.3M
Prior Year	\$3.97M	\$5.35M	\$5.14M	\$7.16M	\$6.41M	\$4.14M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M
Percent Change from Prior Year	-51%	-14%	136%	108%	105%	430%	11%	137%	73%	59%	806%	169%	483%

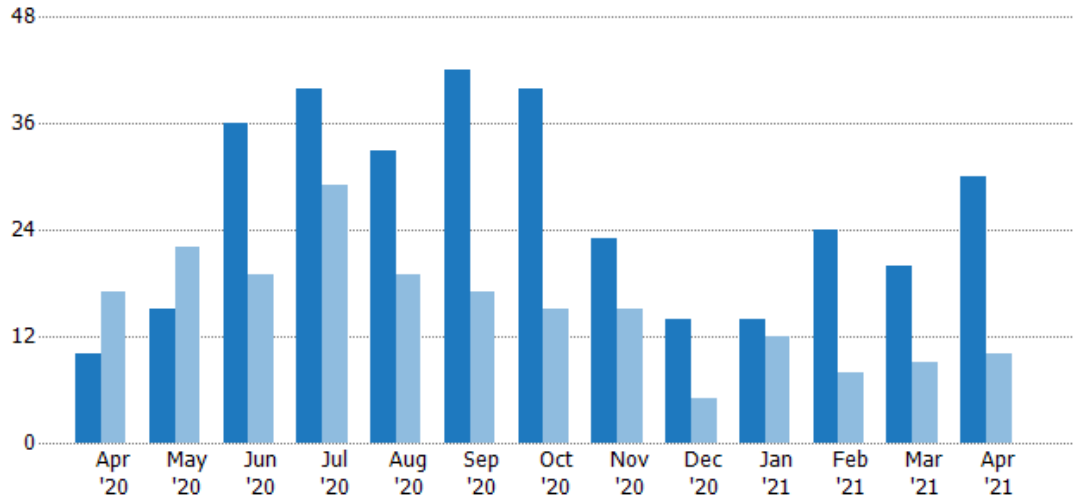
Pending Sales

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.
Apr '21	30	200%
Apr '20	10	-41.2%
Apr '19	17	11.8%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	10	15	36	40	33	42	40	23	14	14	24	20	30
Prior Year	17	22	19	29	19	17	15	15	5	12	8	9	10
Percent Change from Prior Year	-41%	-32%	89%	38%	74%	147%	167%	53%	180%	17%	200%	122%	200%

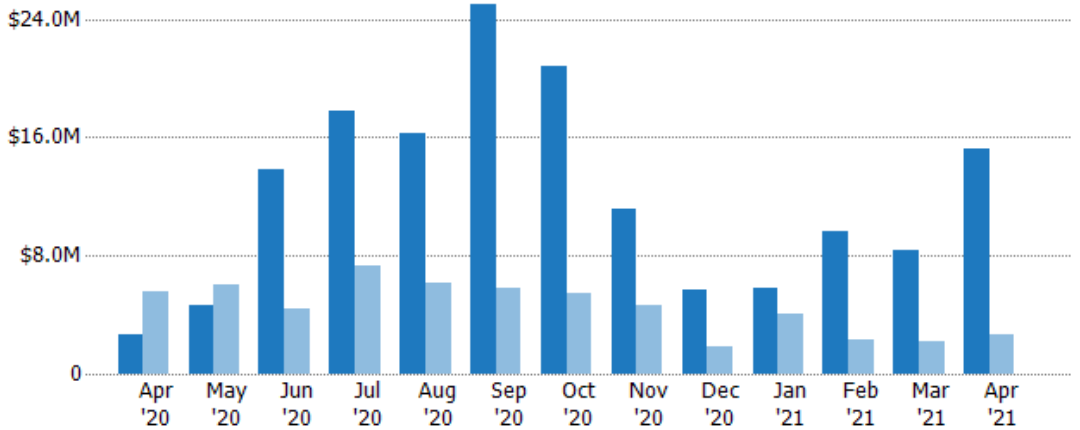
Pending Sales Volume

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.
Apr '21	\$15.2M	476.5%
Apr '20	\$2.64M	-52.7%
Apr '19	\$5.58M	-22.4%



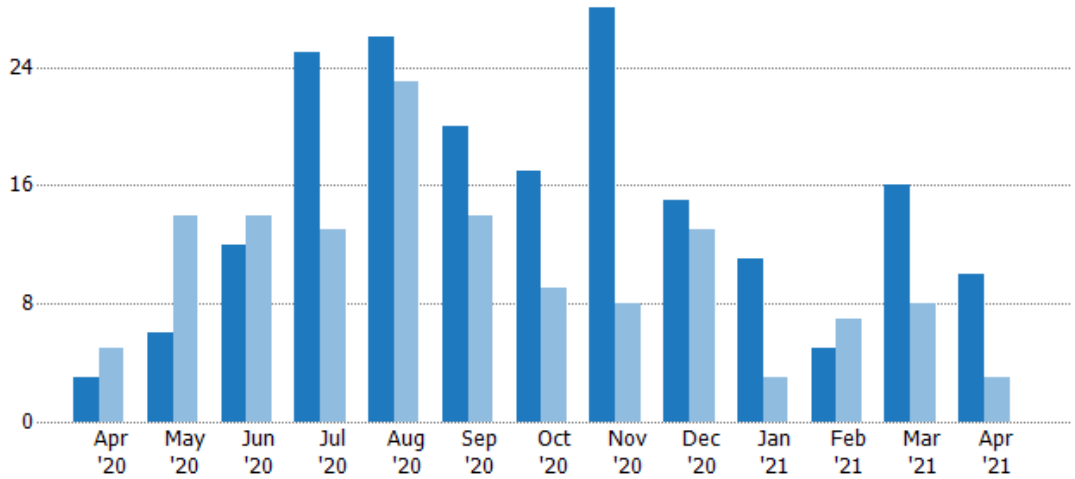
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$2.64M	\$4.68M	\$13.9M	\$17.8M	\$16.3M	\$25M	\$20.8M	\$11.1M	\$5.64M	\$5.85M	\$9.62M	\$8.37M	\$15.2M
Prior Year	\$5.58M	\$6.05M	\$4.4M	\$7.31M	\$6.19M	\$5.78M	\$5.45M	\$4.6M	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$2.64M
Percent Change from Prior Year	-53%	-23%	215%	143%	164%	332%	282%	141%	215%	42%	318%	283%	476%

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	Count	% Chg.
Apr '21	10	233.3%
Apr '20	3	-40%
Apr '19	5	80%

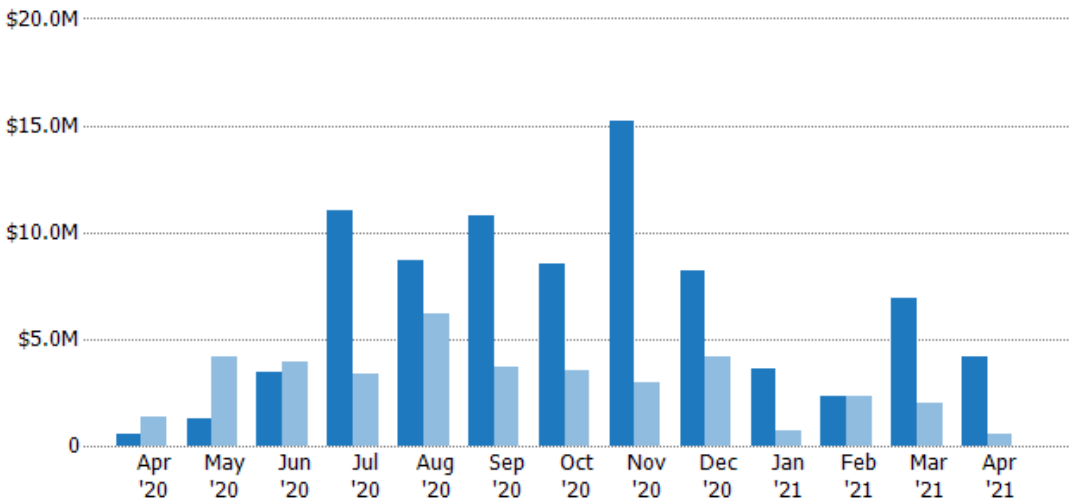
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	3	6	12	25	26	20	17	28	15	11	5	16	10
Prior Year	5	14	14	13	23	14	9	8	13	3	7	8	3
Percent Change from Prior Year	-40%	-57%	-14%	92%	13%	43%	89%	250%	15%	267%	-29%	100%	233%

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	Volume	% Chg.
Apr '21	\$4.21M	629.3%
Apr '20	\$577K	-57.1%
Apr '19	\$1.34M	182.7%

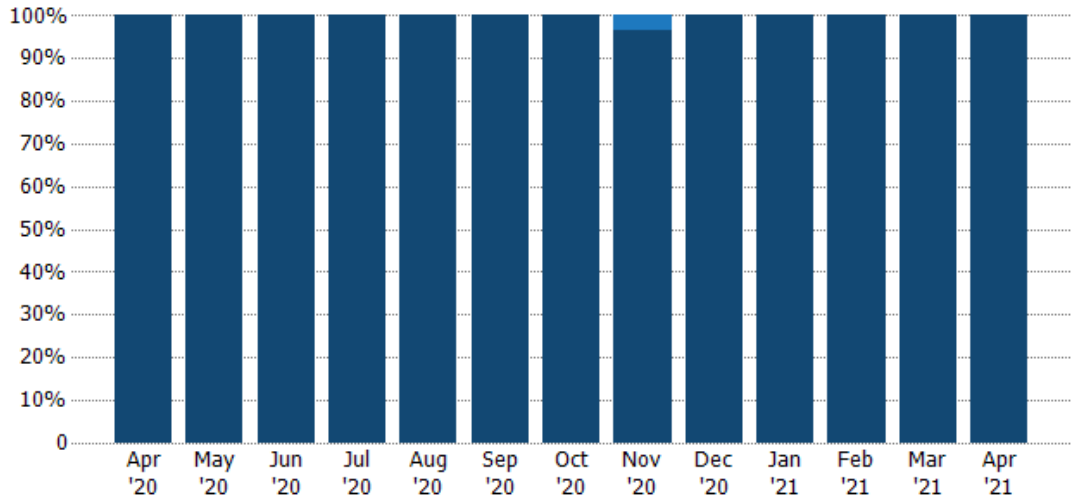
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$577K	\$1.24M	\$3.44M	\$11M	\$8.71M	\$10.8M	\$8.54M	\$15.2M	\$8.2M	\$3.65M	\$2.34M	\$6.89M	\$4.21M
Prior Year	\$1.34M	\$4.18M	\$3.97M	\$3.38M	\$6.18M	\$3.69M	\$3.52M	\$2.96M	\$4.16M	\$721K	\$2.32M	\$1.99M	\$577K
Percent Change from Prior Year	-57%	-70%	-13%	225%	41%	192%	143%	415%	97%	406%	1%	245%	629%

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%	96%	100%	100%	100%	100%	100%

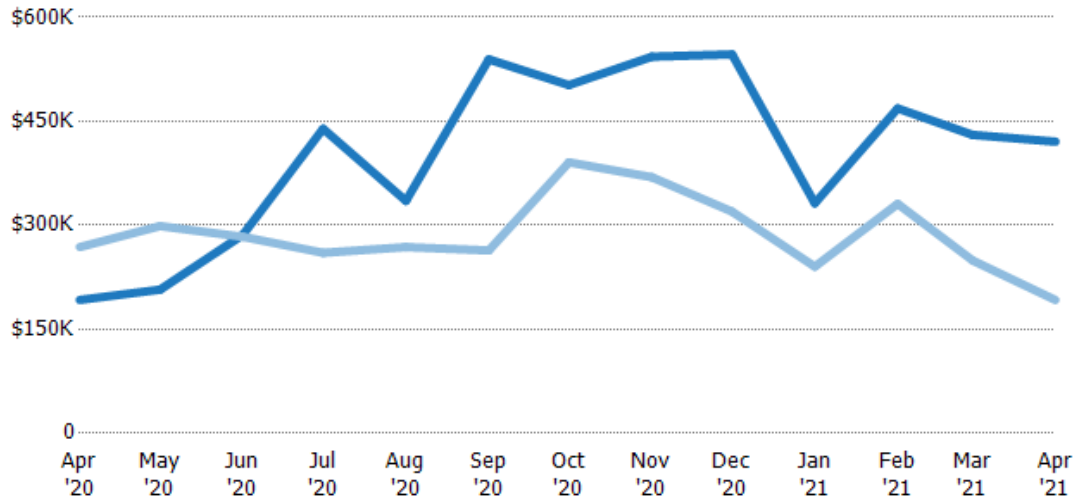
Average Sales Price

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

Month/Year	Price	% Chg.
Apr '21	\$421K	118.8%
Apr '20	\$192K	-28.4%
Apr '19	\$269K	57.1%



Current Year	\$192K	\$207K	\$286K	\$439K	\$335K	\$539K	\$502K	\$543K	\$547K	\$332K	\$469K	\$430K	\$421K
Prior Year	\$269K	\$299K	\$283K	\$260K	\$269K	\$264K	\$391K	\$369K	\$320K	\$240K	\$331K	\$249K	\$192K
Percent Change from Prior Year	-28%	-31%	1%	69%	25%	104%	29%	47%	71%	38%	42%	73%	119%

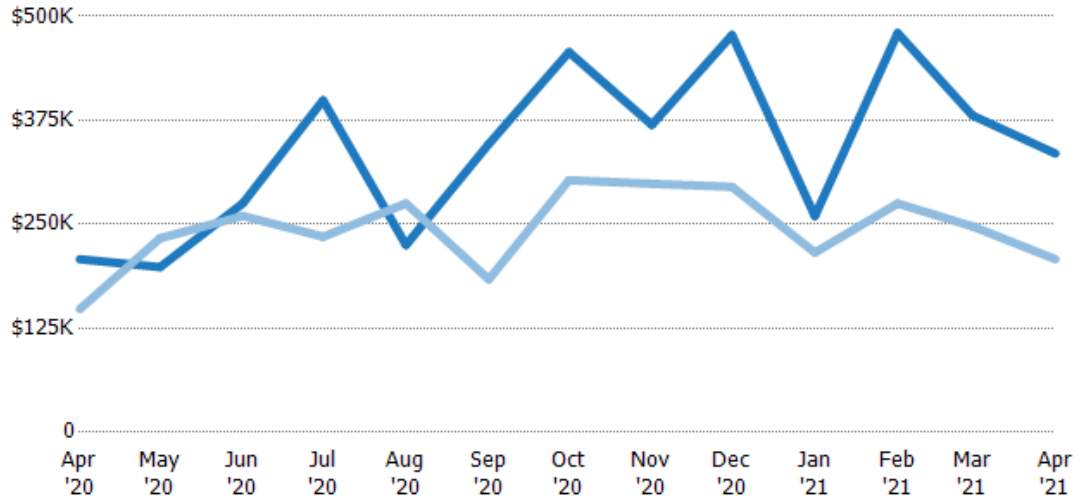
Median Sales Price

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.
Apr '21	\$335K	61.1%
Apr '20	\$208K	40.5%
Apr '19	\$148K	20.9%



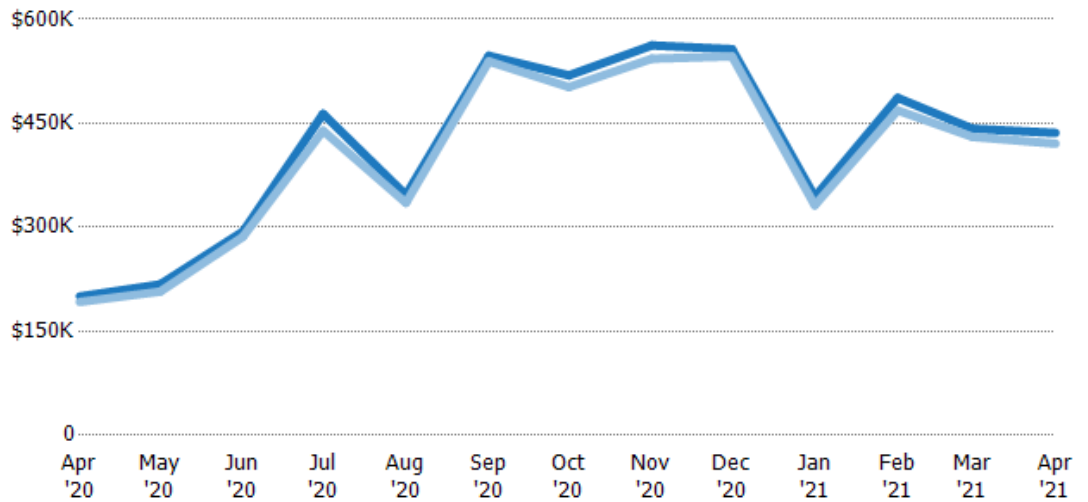
Current Year	\$208K	\$199K	\$275K	\$399K	\$225K	\$347K	\$457K	\$370K	\$478K	\$260K	\$480K	\$381K	\$335K
Prior Year	\$148K	\$233K	\$260K	\$235K	\$275K	\$184K	\$303K	\$299K	\$295K	\$216K	\$275K	\$248K	\$208K
Percent Change from Prior Year	41%	-15%	6%	70%	-18%	89%	51%	24%	62%	20%	75%	54%	61%

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



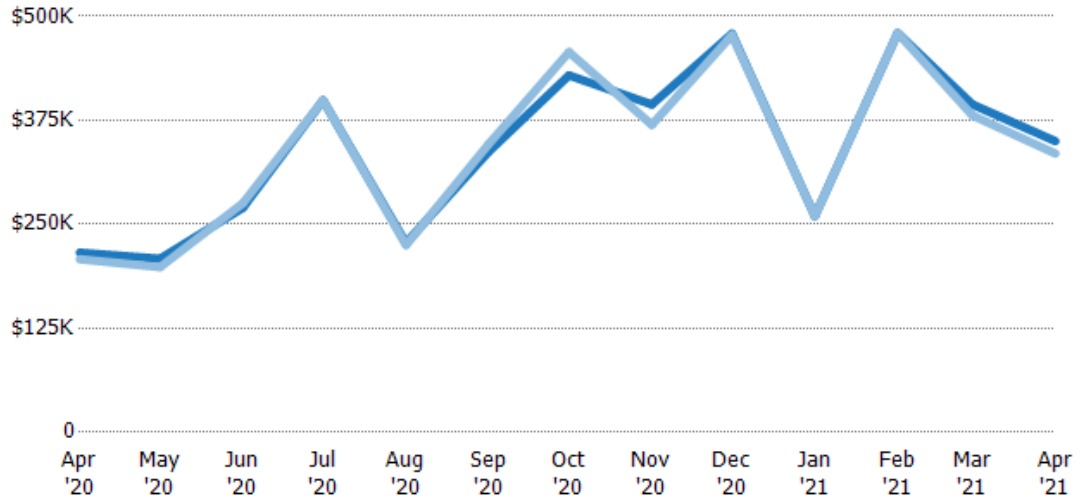
Avg List Price	\$200K	\$218K	\$294K	\$464K	\$347K	\$547K	\$519K	\$562K	\$557K	\$344K	\$487K	\$442K	\$436K
Avg Sales Price	\$192K	\$207K	\$286K	\$439K	\$335K	\$539K	\$502K	\$543K	\$547K	\$332K	\$469K	\$430K	\$421K
Avg Sales Price as a % of Avg List Price	96%	95%	97%	95%	97%	99%	97%	97%	98%	96%	96%	97%	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



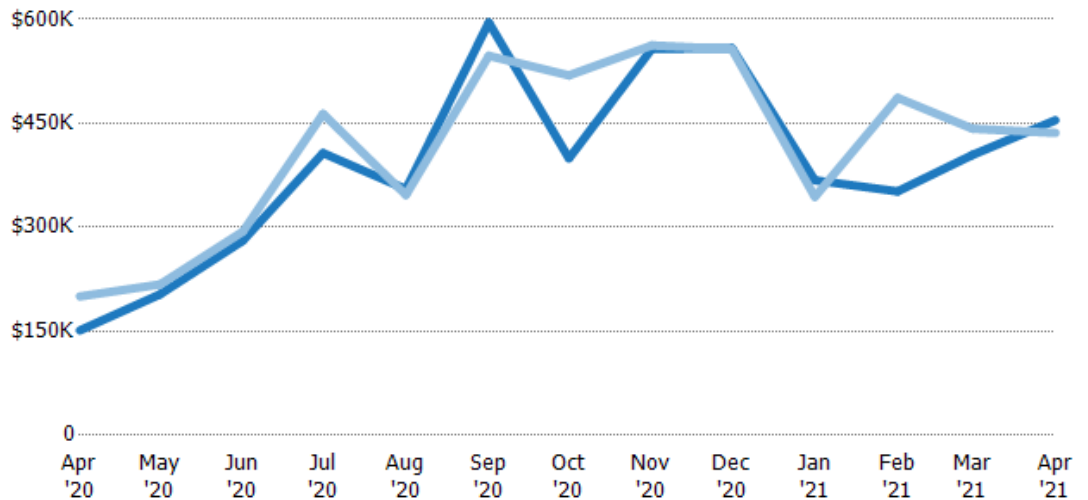
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$216K	\$209K	\$270K	\$399K	\$228K	\$338K	\$429K	\$394K	\$479K	\$260K	\$480K	\$394K	\$350K
Median Sales Price	\$208K	\$199K	\$275K	\$399K	\$225K	\$347K	\$457K	\$370K	\$478K	\$260K	\$480K	\$381K	\$335K
Med Sales Price as a % of Med List Price	96%	95%	102%	100%	99%	103%	107%	94%	100%	100%	100%	97%	96%

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



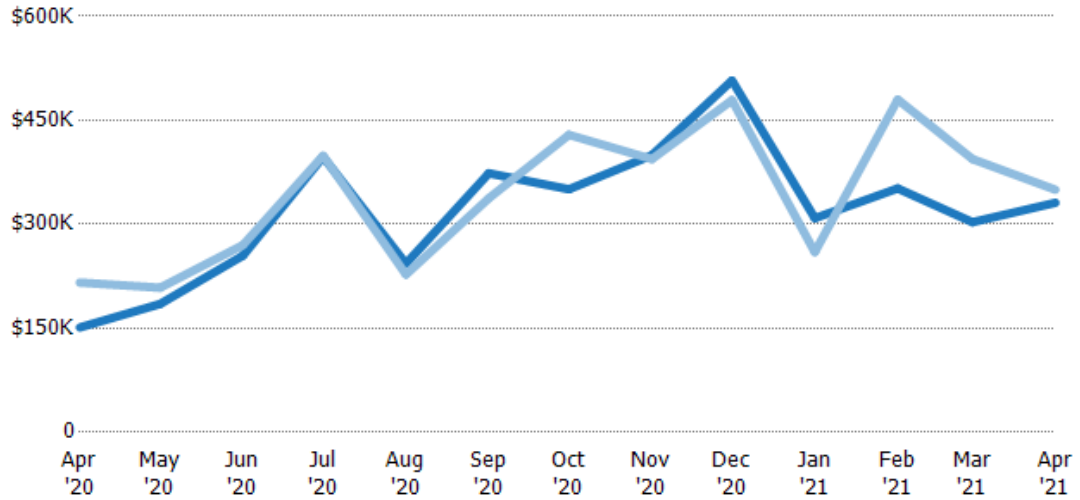
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$151K	\$203K	\$281K	\$407K	\$355K	\$595K	\$399K	\$557K	\$558K	\$368K	\$352K	\$404K	\$454K
Avg Sales Price	\$200K	\$218K	\$294K	\$464K	\$347K	\$547K	\$519K	\$562K	\$557K	\$344K	\$487K	\$442K	\$436K
Avg Sales Price as a % of Avg Est Value	132%	107%	105%	114%	98%	92%	130%	101%	100%	94%	138%	109%	96%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$151K	\$185K	\$255K	\$397K	\$243K	\$374K	\$350K	\$400K	\$507K	\$309K	\$352K	\$303K	\$331K
Median Sales Price	\$216K	\$209K	\$270K	\$399K	\$228K	\$338K	\$429K	\$394K	\$479K	\$260K	\$480K	\$394K	\$350K
Med Sales Price as a % of Med Est Value	143%	113%	106%	100%	93%	90%	122%	99%	94%	84%	136%	130%	106%