

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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	24	-37.5%	74	70	+5.7%
New Listing Volume	\$7,463,800	\$14,550,013	-48.7%	\$35,402,166	\$33,140,875	+6.8%
Active Listing Count	10	97	-89.7%	N/A	N/A	
Active Listing Volume	\$3,276,600	\$49,711,170	-93.4%	N/A	N/A	
Average Listing Price	\$327,660	\$512,486	-36.1%	\$518,487	\$468,945	+10.6%
Median Listing Price	\$314,950	\$359,000	-12.3%	\$473,106	\$326,563	+44.9%
Median Days in RPR	15.5	109	-85.8%	73.11	177.2	-58.7%
Months of Inventory	1	32.3	-96.9%	5.7	12.3	-53.2%
Absorption Rate	100%	3.09%	+96.9%	17.42%	8.14%	+9.3%
Sales Activity Charts Metrics						
New Pending Sales Count	14	15	-6.7%	80	46	+73.9%
New Pending Sales Volume	\$5,406,700	\$4,590,653	+17.8%	\$35,298,442	\$12,665,852	+178.7%
Pending Sales Count	8	15	-46.7%	N/A	N/A	
Pending Sales Volume	\$3,977,900	\$4,675,400	-14.9%	N/A	N/A	
Closed Sales Count	16	6	+166.7%	56	27	+107.4%
Closed Sales Volume	\$6,437,157	\$1,243,000	+417.9%	\$22,451,957	\$6,851,606	+227.7%
Average Sales Price	\$402,322	\$207,167	+94.2%	\$400,928	\$253,763	+58%
Median Sales Price	\$444,500	\$198,500	+123.9%	\$376,818	\$235,852	+59.8%

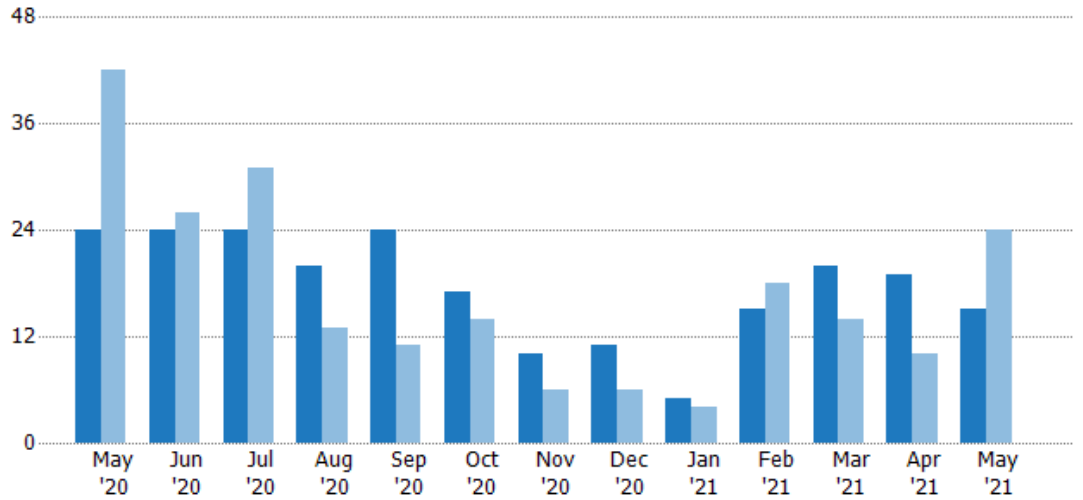
New Listings

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

Month/Year	Count	% Chg.
May '21	15	-37.5%
May '20	24	-42.9%
May '19	42	-14.3%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	24	24	24	20	24	17	10	11	5	15	20	19	15
Prior Year	42	26	31	13	11	14	6	6	4	18	14	10	24
Percent Change from Prior Year	-43%	-8%	-23%	54%	118%	21%	67%	83%	25%	-17%	43%	90%	-38%

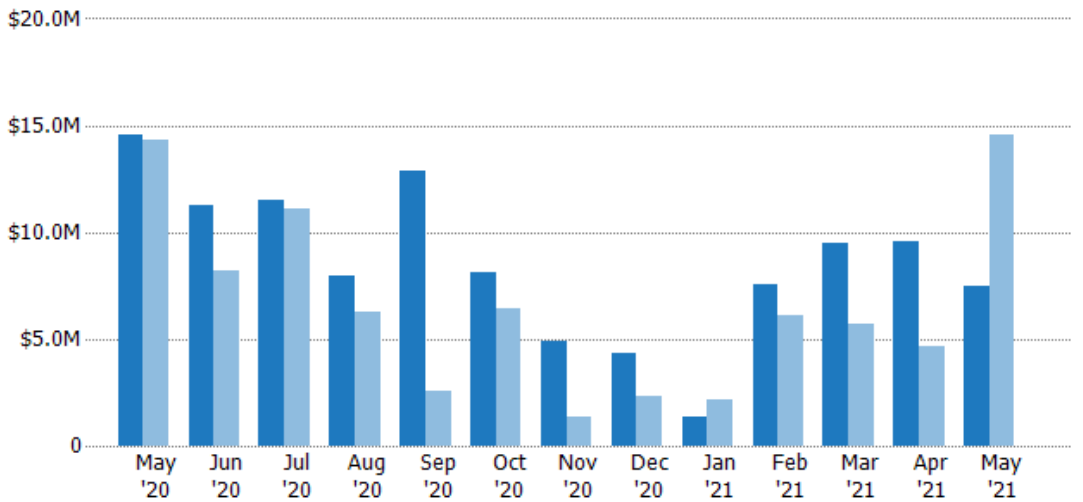
New Listing Volume

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.
May '21	\$7.46M	-48.7%
May '20	\$14.6M	1.7%
May '19	\$14.3M	-4.6%



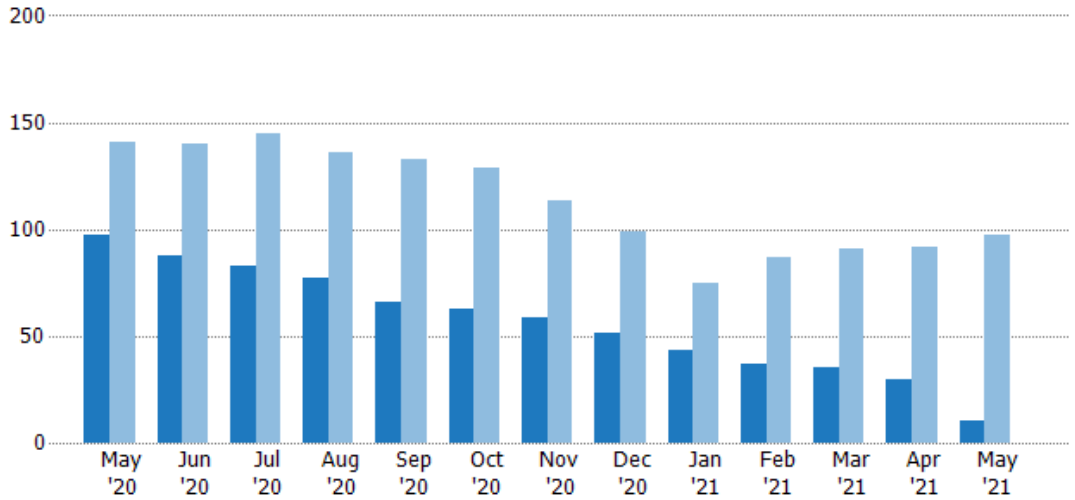
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$14.6M	\$11.3M	\$11.5M	\$7.94M	\$12.9M	\$8.14M	\$4.87M	\$4.29M	\$1.33M	\$7.54M	\$9.48M	\$9.59M	\$7.46M
Prior Year	\$14.3M	\$8.22M	\$11.1M	\$6.27M	\$2.59M	\$6.41M	\$1.39M	\$2.3M	\$2.15M	\$6.12M	\$5.67M	\$4.66M	\$14.6M
Percent Change from Prior Year	2%	37%	4%	27%	397%	27%	251%	87%	-38%	23%	67%	106%	-49%

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



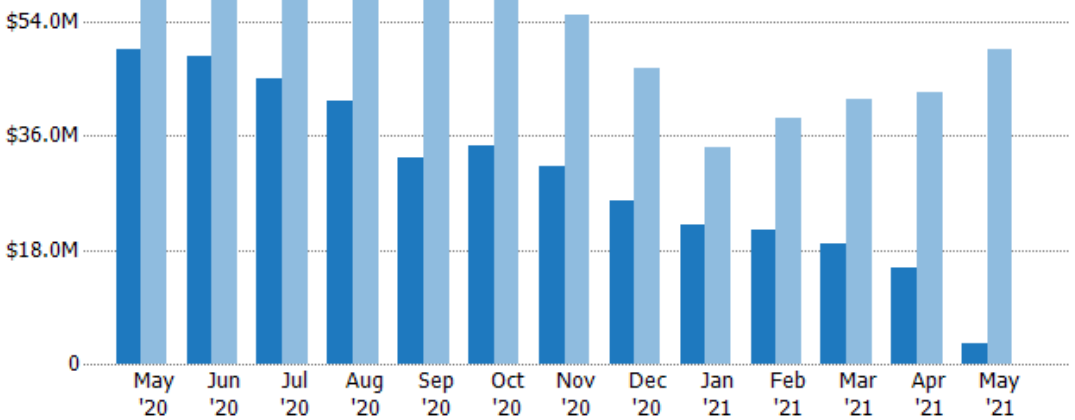
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	97	88	83	77	66	63	59	51	43	37	35	30	10
Prior Year	141	140	145	136	133	129	113	99	75	87	91	92	97
Percent Change from Prior Year	-31%	-37%	-43%	-43%	-50%	-51%	-48%	-48%	-43%	-57%	-62%	-67%	-90%

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



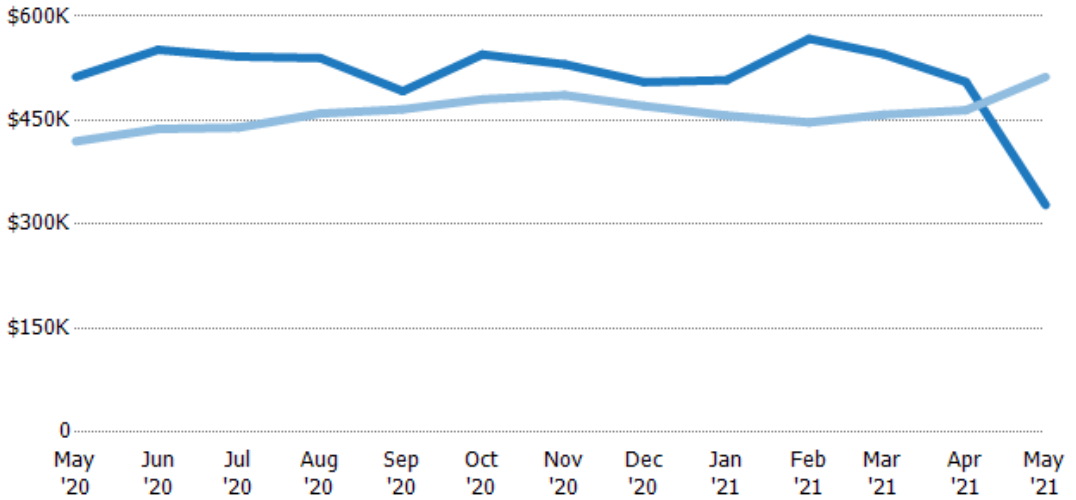
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$49.7M	\$48.5M	\$45M	\$41.6M	\$32.5M	\$34.3M	\$31.3M	\$25.8M	\$21.8M	\$21M	\$19.1M	\$15.2M	\$3.28M
Prior Year	\$59.2M	\$61.3M	\$63.7M	\$62.5M	\$62M	\$62M	\$54.9M	\$46.6M	\$34.3M	\$38.9M	\$41.7M	\$42.7M	\$49.7M
Percent Change from Prior Year	-16%	-21%	-29%	-34%	-48%	-45%	-43%	-45%	-36%	-46%	-54%	-65%	-93%

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



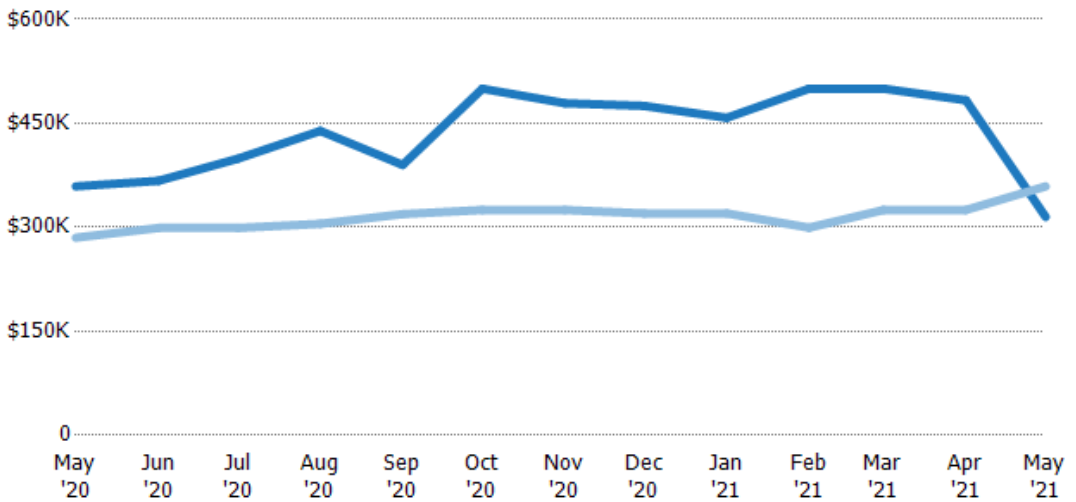
Current Year	\$512K	\$552K	\$542K	\$540K	\$492K	\$545K	\$531K	\$505K	\$508K	\$568K	\$545K	\$505K	\$328K
Prior Year	\$420K	\$438K	\$439K	\$460K	\$466K	\$480K	\$486K	\$470K	\$457K	\$447K	\$458K	\$465K	\$512K
Percent Change from Prior Year	22%	26%	23%	17%	6%	13%	9%	7%	11%	27%	19%	9%	-36%

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



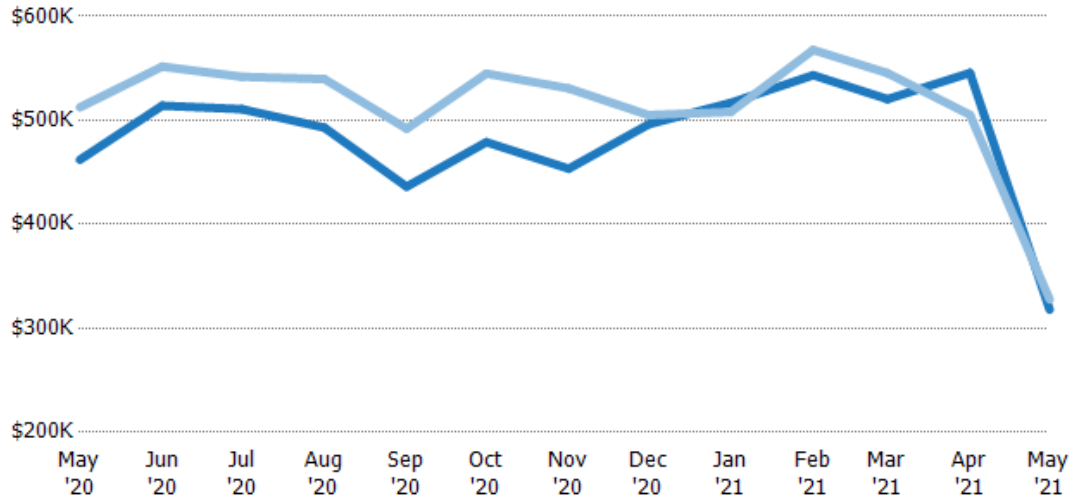
Current Year	\$359K	\$367K	\$399K	\$439K	\$390K	\$500K	\$479K	\$475K	\$458K	\$500K	\$500K	\$483K	\$315K
Prior Year	\$285K	\$299K	\$299K	\$305K	\$319K	\$325K	\$325K	\$320K	\$320K	\$300K	\$325K	\$325K	\$359K
Percent Change from Prior Year	26%	23%	33%	44%	22%	54%	47%	48%	43%	67%	54%	49%	-12%

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

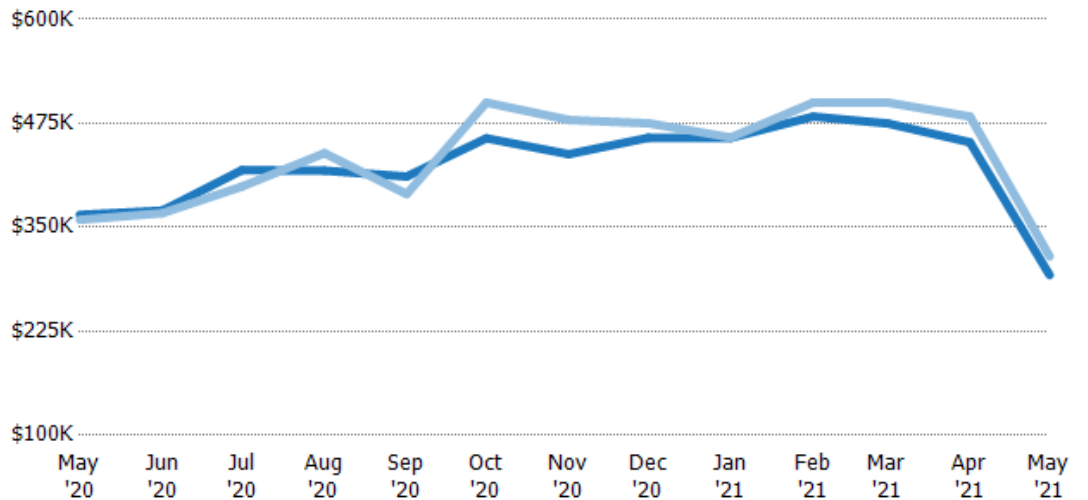


Median Listing Price vs Median Est Value

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



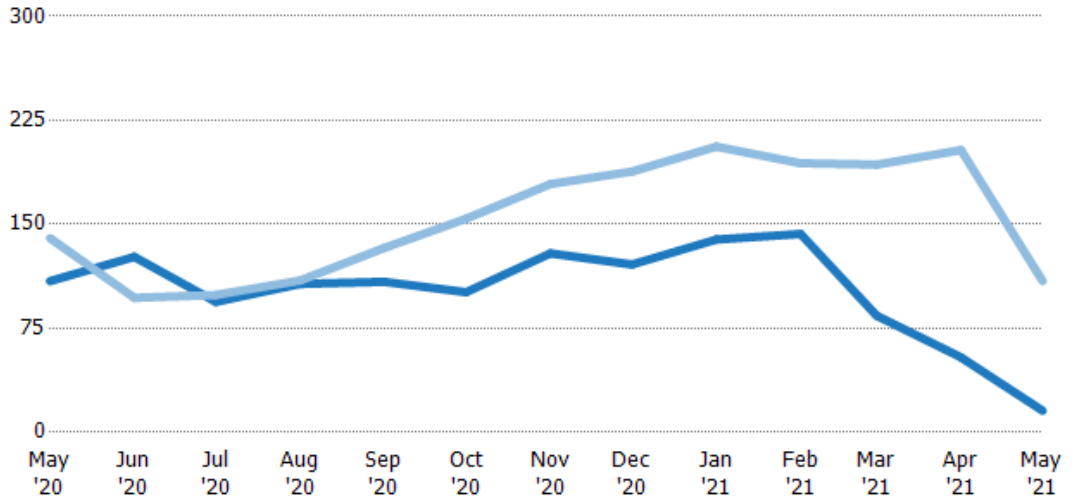
Median Days in RPR

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.
May '21	15.5	-85.8%
May '20	109	-22.1%
May '19	140	-49.3%



Current Year	109	127	94	107	109	101	129	121	139	143	84	54	15.5
Prior Year	140	97	99	110	133	154	179	188	206	194	193	204	109
Percent Change from Prior Year	-22%	30%	-5%	-2%	-18%	-34%	-28%	-36%	-33%	-26%	-56%	-73%	-86%

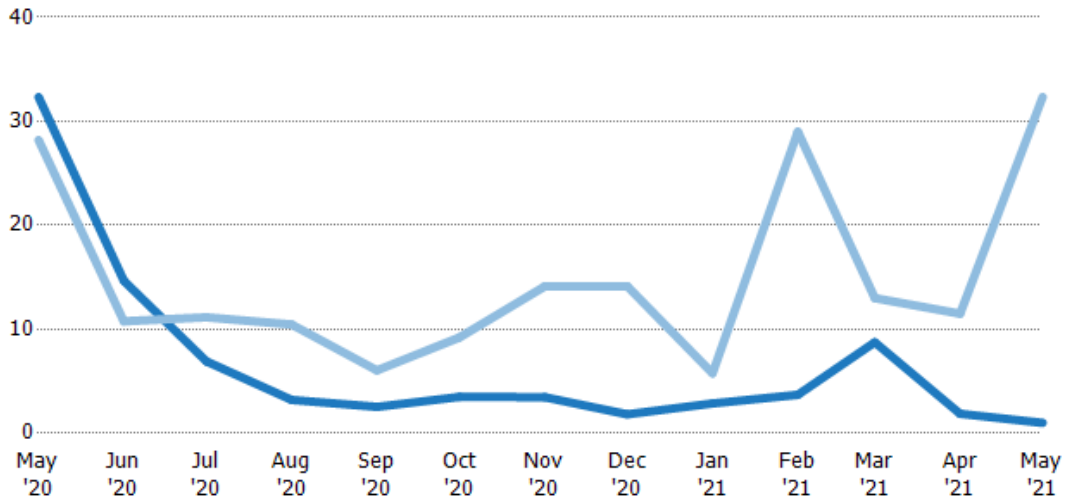
Months of Inventory

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.
May '21	1	-96.9%
May '20	32.3	14.7%
May '19	28.2	-57.8%



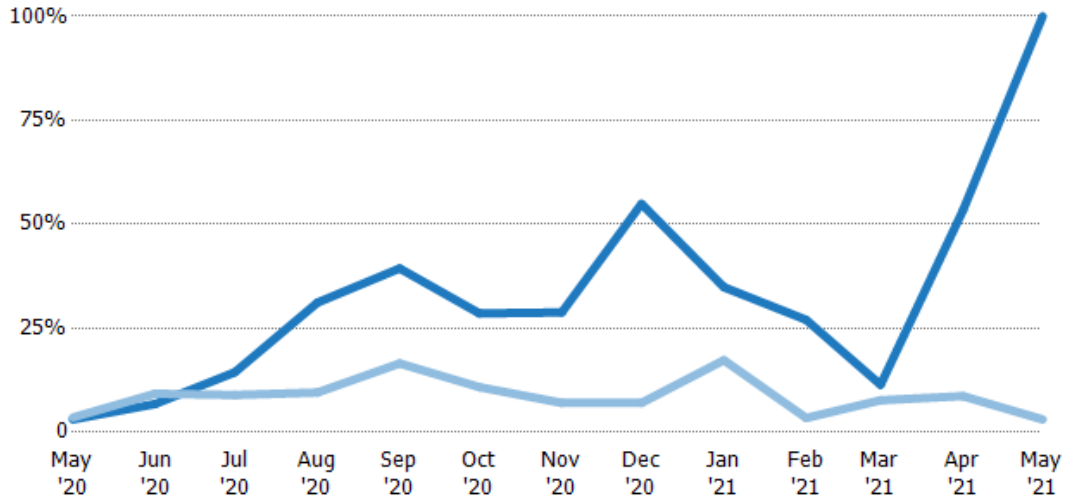
Current Year	32.3	14.7	6.92	3.21	2.54	3.5	3.47	1.82	2.87	3.7	8.75	1.88	1
Prior Year	28.2	10.8	11.2	10.5	6.05	9.21	14.1	14.1	5.77	29	13	11.5	32.3
Percent Change from Prior Year	15%	36%	-38%	-69%	-58%	-62%	-75%	-87%	-50%	-87%	-33%	-84%	-97%

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.
May '21	100%	-96.9%
May '20	3%	0.5%
May '19	4%	137.6%

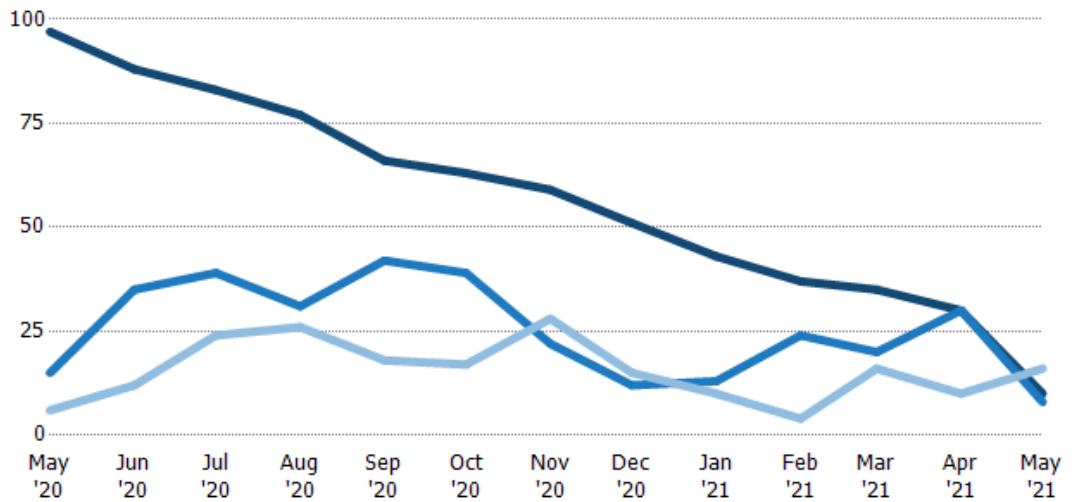
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	3%	7%	14%	31%	39%	29%	29%	55%	35%	27%	11%	53%	100%
Prior Year	4%	9%	9%	10%	17%	11%	7%	7%	17%	3%	8%	9%	3%
Change from Prior Year	0%	2%	-5%	-22%	-23%	-18%	-22%	-48%	-18%	-24%	-4%	-45%	-97%

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



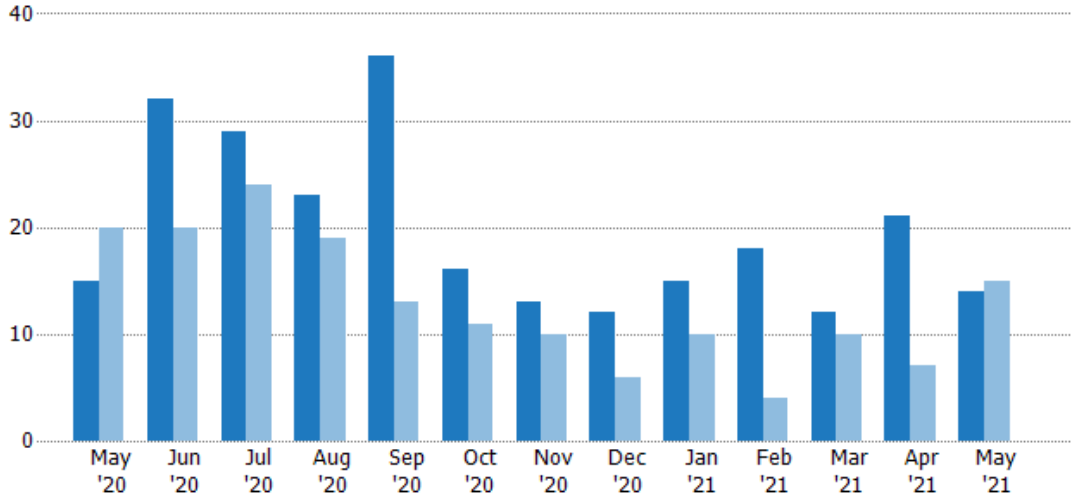
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	97	88	83	77	66	63	59	51	43	37	35	30	10
Pending	15	35	39	31	42	39	22	12	13	24	20	30	8
Sold	6	12	24	26	18	17	28	15	10	4	16	10	16

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



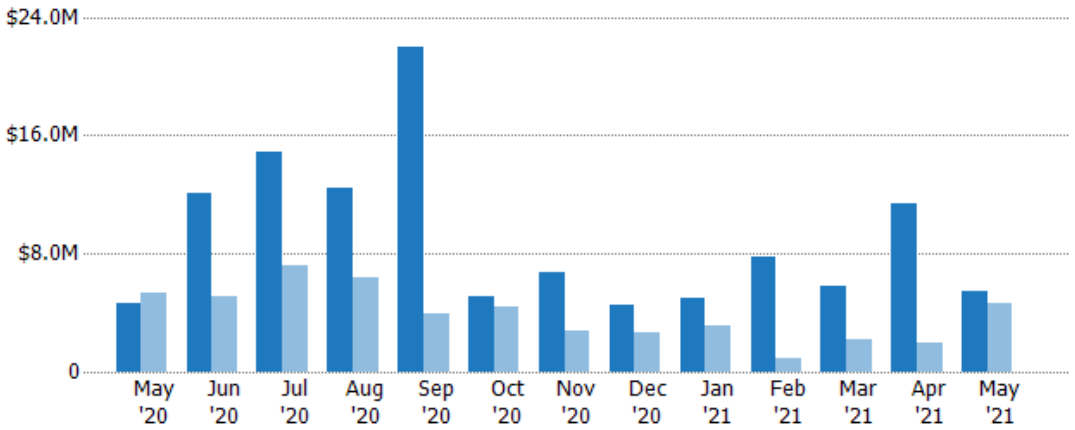
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	15	32	29	23	36	16	13	12	15	18	12	21	14
Prior Year	20	20	24	19	13	11	10	6	10	4	10	7	15
Percent Change from Prior Year	-25%	60%	21%	21%	177%	45%	30%	100%	50%	350%	20%	200%	-7%

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



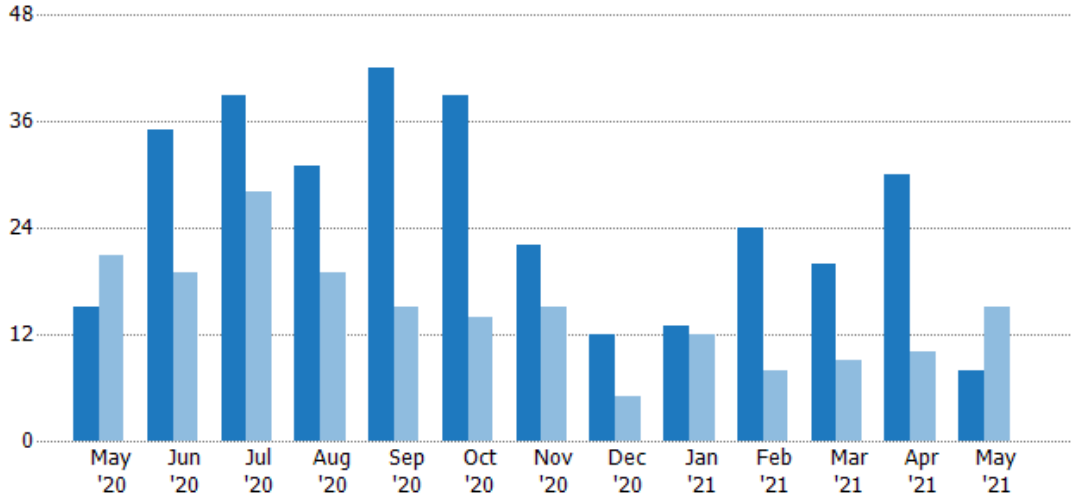
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$4.59M	\$12.1M	\$14.9M	\$12.5M	\$22M	\$5.11M	\$6.71M	\$4.54M	\$4.93M	\$7.8M	\$5.82M	\$11.3M	\$5.41M
Prior Year	\$5.35M	\$5.14M	\$7.16M	\$6.41M	\$3.89M	\$4.38M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M
Percent Change from Prior Year	-14%	136%	108%	95%	464%	17%	137%	73%	59%	806%	169%	483%	18%

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



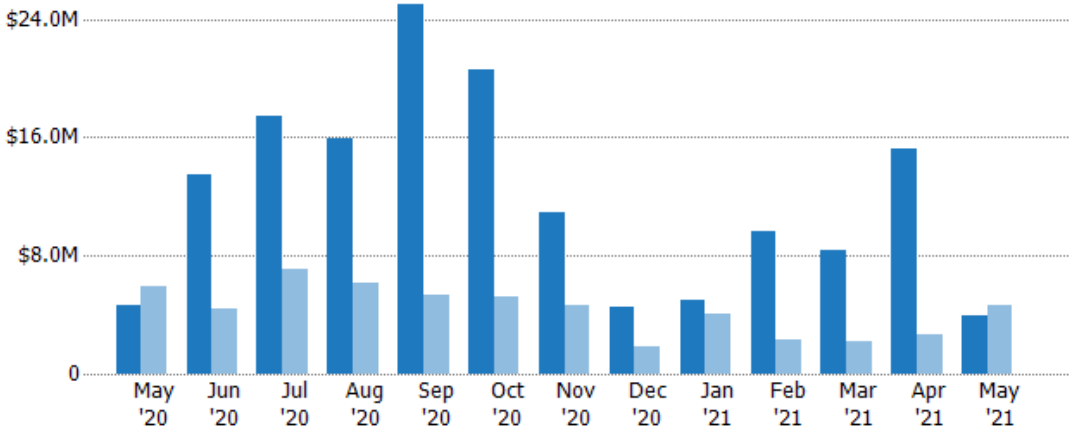
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	15	35	39	31	42	39	22	12	13	24	20	30	8
Prior Year	21	19	28	19	15	14	15	5	12	8	9	10	15
Percent Change from Prior Year	-29%	84%	39%	63%	180%	179%	47%	140%	8%	200%	122%	200%	-47%

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



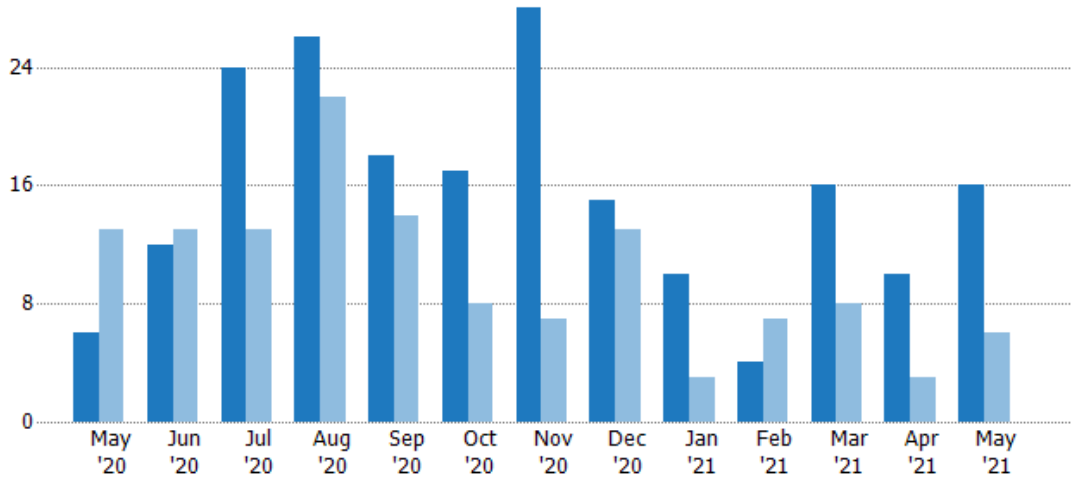
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$4.68M	\$13.5M	\$17.4M	\$15.9M	\$25M	\$20.6M	\$10.9M	\$4.53M	\$4.97M	\$9.62M	\$8.37M	\$15.2M	\$3.98M
Prior Year	\$5.95M	\$4.4M	\$7.03M	\$6.19M	\$5.32M	\$5.23M	\$4.6M	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$2.64M	\$4.68M
Percent Change from Prior Year	-21%	206%	147%	157%	370%	293%	136%	153%	21%	318%	283%	476%	-15%

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



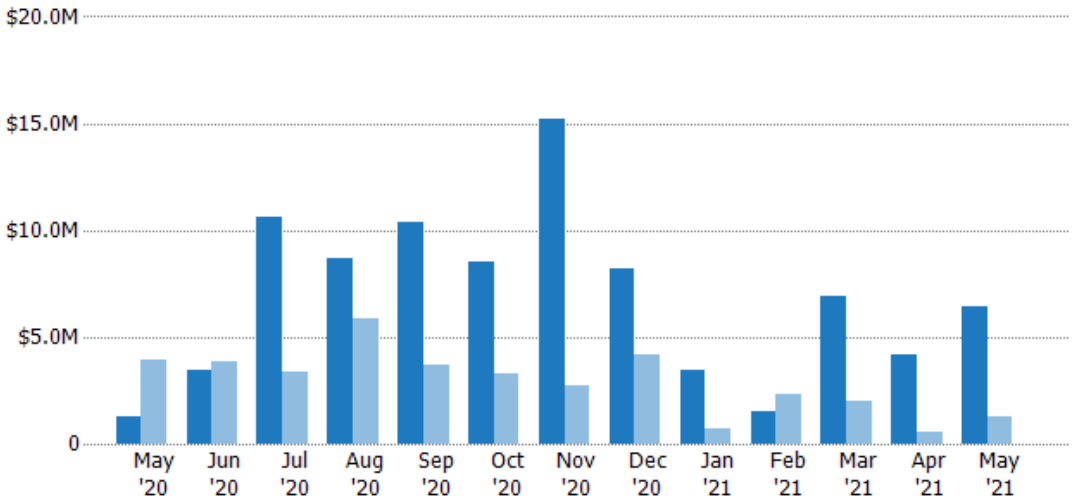
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	6	12	24	26	18	17	28	15	10	4	16	10	16
Prior Year	13	13	13	22	14	8	7	13	3	7	8	3	6
Percent Change from Prior Year	-54%	-8%	85%	18%	29%	113%	300%	15%	233%	-43%	100%	233%	167%

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



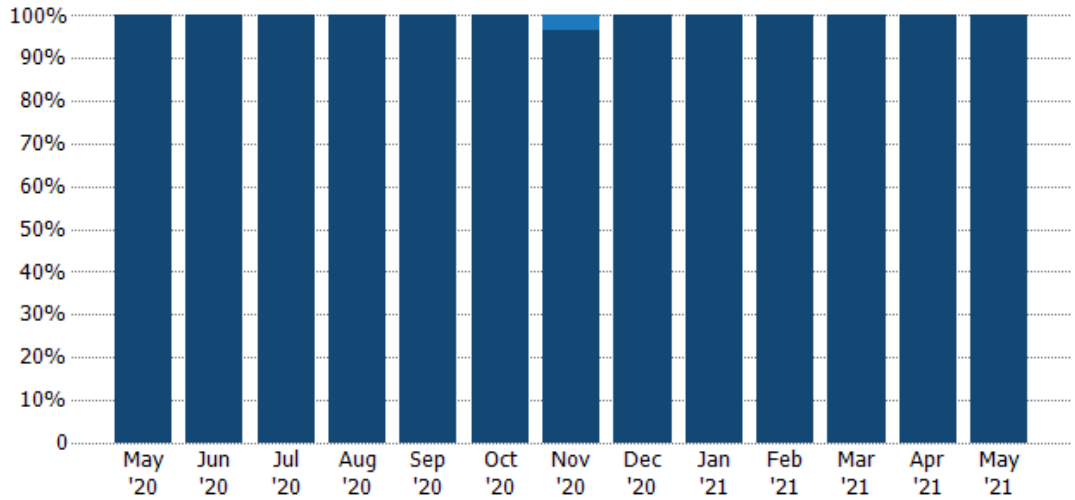
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$1.24M	\$3.44M	\$10.6M	\$8.71M	\$10.4M	\$8.54M	\$15.2M	\$8.2M	\$3.43M	\$1.49M	\$6.89M	\$4.21M	\$6.44M
Prior Year	\$3.94M	\$3.87M	\$3.38M	\$5.9M	\$3.69M	\$3.28M	\$2.74M	\$4.16M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M
Percent Change from Prior Year	-68%	-11%	213%	48%	181%	160%	455%	97%	376%	-36%	245%	629%	418%

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

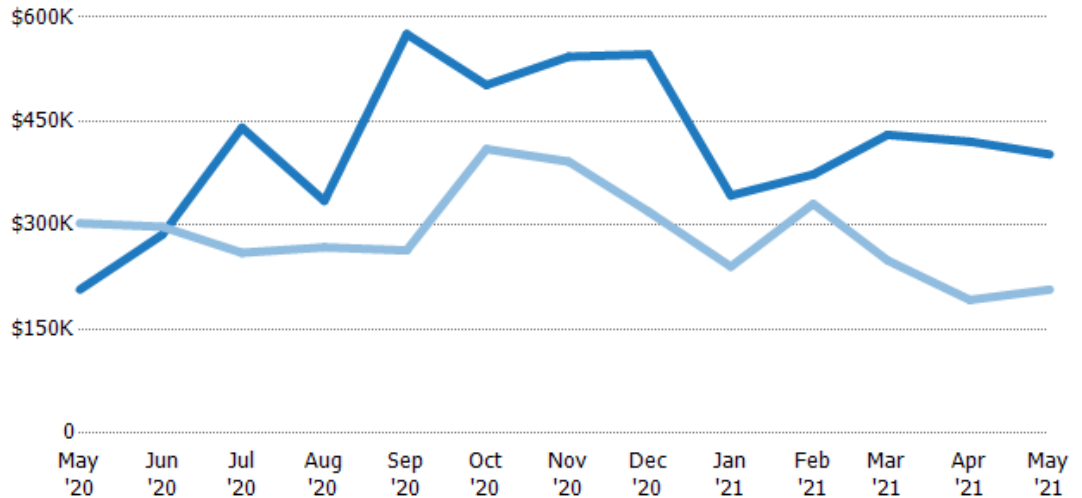
Average Sales Price

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

Month/Year	Price	% Chg.
May '21	\$402K	94.2%
May '20	\$207K	-31.6%
May '19	\$303K	-13.4%



Current Year	\$207K	\$286K	\$441K	\$335K	\$576K	\$502K	\$543K	\$547K	\$343K	\$373K	\$430K	\$421K	\$402K
Prior Year	\$303K	\$298K	\$260K	\$268K	\$264K	\$410K	\$392K	\$320K	\$240K	\$331K	\$249K	\$192K	\$207K
Percent Change from Prior Year	-32%	-4%	69%	25%	118%	23%	39%	71%	43%	13%	73%	119%	94%

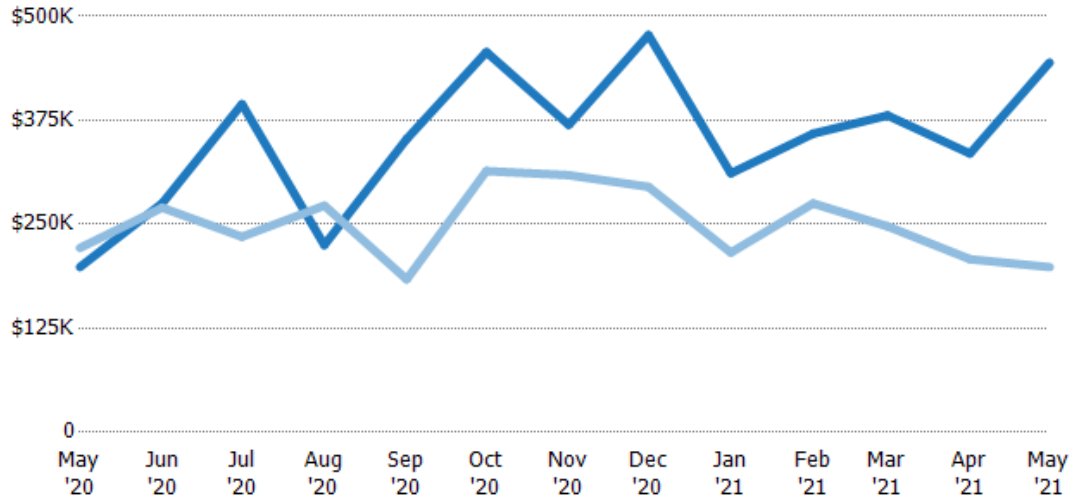
Median Sales Price

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.
May '21	\$445K	123.9%
May '20	\$199K	-10.4%
May '19	\$222K	-6.1%



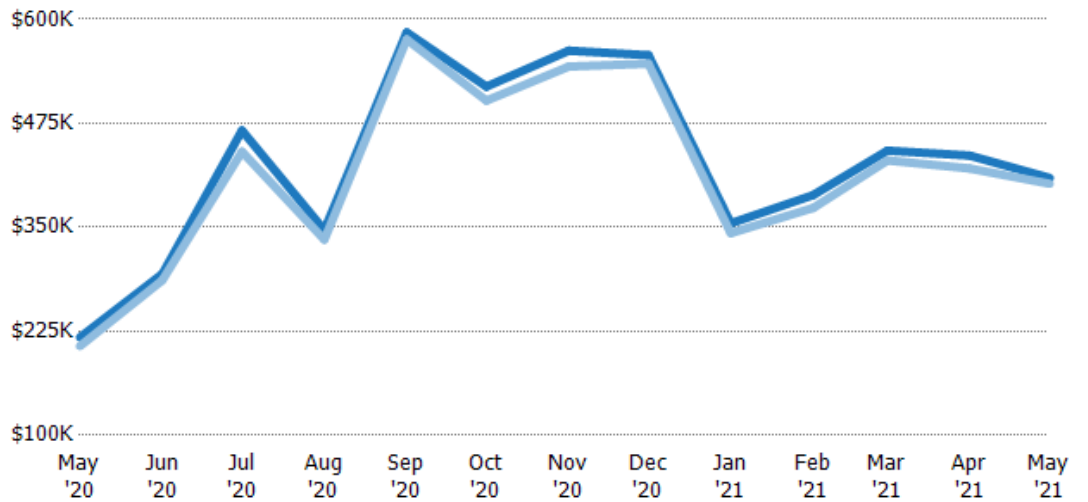
Current Year	\$199K	\$275K	\$395K	\$225K	\$353K	\$457K	\$370K	\$478K	\$311K	\$359K	\$381K	\$335K	\$445K
Prior Year	\$222K	\$270K	\$235K	\$272K	\$184K	\$314K	\$309K	\$295K	\$216K	\$275K	\$248K	\$208K	\$199K
Percent Change from Prior Year	-10%	2%	68%	-17%	92%	46%	20%	62%	44%	31%	54%	61%	124%

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



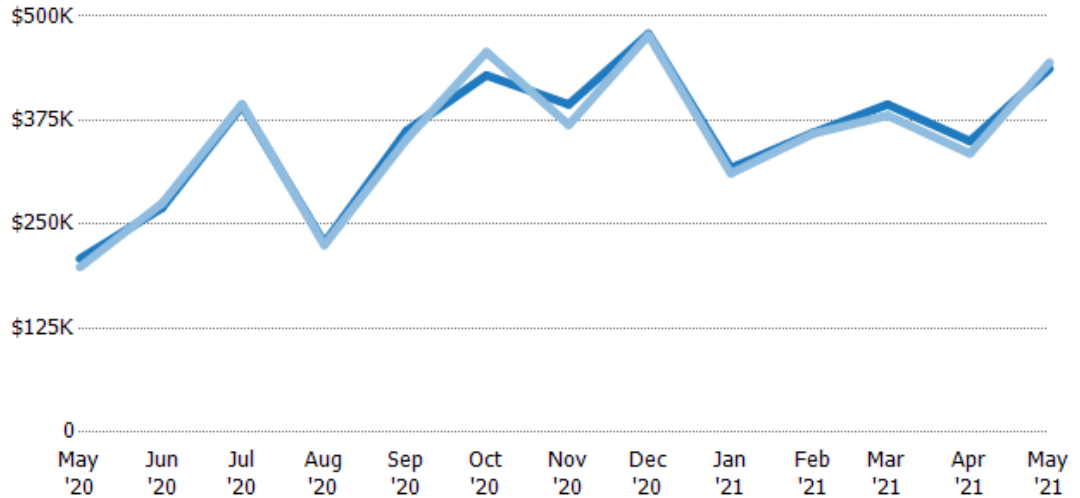
Avg List Price	\$218K	\$294K	\$466K	\$347K	\$584K	\$519K	\$562K	\$557K	\$355K	\$389K	\$442K	\$436K	\$409K
Avg Sales Price	\$207K	\$286K	\$441K	\$335K	\$576K	\$502K	\$543K	\$547K	\$343K	\$373K	\$430K	\$421K	\$402K
Avg Sales Price as a % of Avg List Price	95%	97%	95%	97%	99%	97%	97%	98%	97%	96%	97%	96%	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



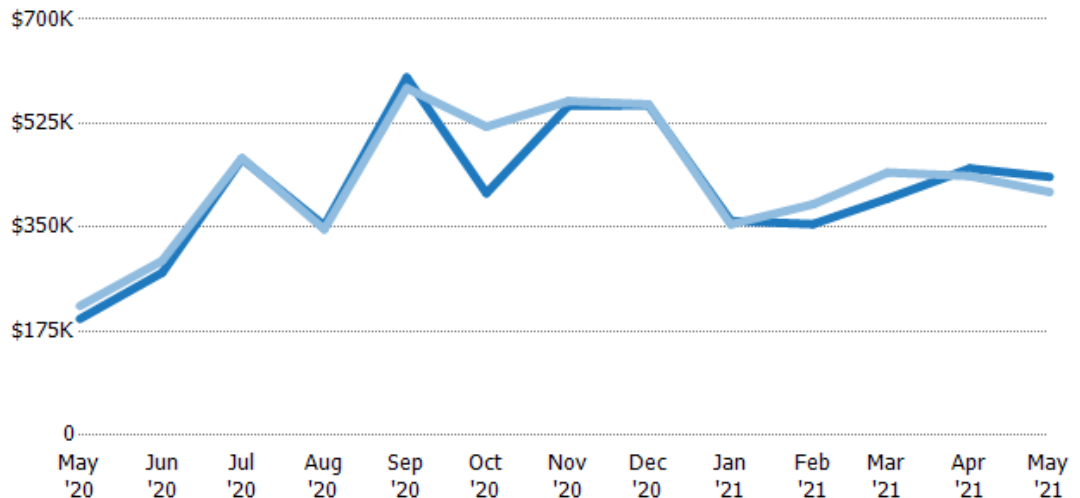
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$209K	\$270K	\$392K	\$228K	\$363K	\$429K	\$394K	\$479K	\$317K	\$360K	\$394K	\$350K	\$437K
Median Sales Price	\$199K	\$275K	\$395K	\$225K	\$353K	\$457K	\$370K	\$478K	\$311K	\$359K	\$381K	\$335K	\$445K
Med Sales Price as a % of Med List Price	95%	102%	101%	99%	97%	107%	94%	100%	98%	100%	97%	96%	102%

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



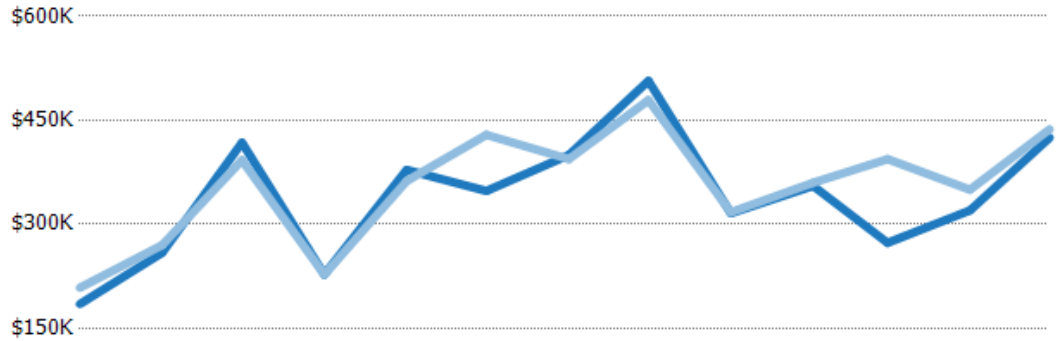
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$196K	\$274K	\$465K	\$353K	\$602K	\$407K	\$555K	\$555K	\$361K	\$355K	\$398K	\$449K	\$435K
Avg Sales Price	\$218K	\$294K	\$466K	\$347K	\$584K	\$519K	\$562K	\$557K	\$355K	\$389K	\$442K	\$436K	\$409K
Avg Sales Price as a % of Avg Est Value	111%	107%	100%	98%	97%	127%	101%	100%	98%	109%	111%	97%	94%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$185K	\$259K	\$418K	\$228K	\$378K	\$348K	\$400K	\$507K	\$316K	\$355K	\$273K	\$320K	\$425K
Median Sales Price	\$209K	\$270K	\$392K	\$228K	\$363K	\$429K	\$394K	\$479K	\$317K	\$360K	\$394K	\$350K	\$437K
Med Sales Price as a % of Med Est Value	113%	104%	94%	100%	96%	123%	99%	94%	100%	101%	144%	109%	103%