

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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	24	-12.5%	95	96	-1%
New Listing Volume	\$9,473,815	\$11,275,700	-16%	\$44,641,081	\$45,051,375	-0.9%
Active Listing Count	32	90	-64.4%	N/A	N/A	
Active Listing Volume	\$18,179,484	\$49,038,970	-62.9%	N/A	N/A	
Average Listing Price	\$568,109	\$544,877	+4.3%	\$523,439	\$477,459	+9.6%
Median Listing Price	\$502,107	\$354,450	+41.7%	\$468,109	\$327,761	+42.8%
Median Days in RPR	82	126.5	-35.2%	97.37	157.75	-38.3%
Months of Inventory	2	15	-86.7%	5.7	9.8	-42.5%
Absorption Rate	50%	6.67%	+43.3%	17.7%	10.19%	+7.5%
Sales Activity Charts Metrics						
New Pending Sales Count	19	32	-40.6%	100	78	+28.2%
New Pending Sales Volume	\$6,279,515	\$12,123,300	-48.2%	\$42,197,857	\$24,789,152	+70.2%
Pending Sales Count	28	36	-22.2%	N/A	N/A	
Pending Sales Volume	\$11,880,315	\$13,867,200	-14.3%	N/A	N/A	
Closed Sales Count	16	13	+23.1%	75	40	+87.5%
Closed Sales Volume	\$7,211,325	\$3,793,000	+90.1%	\$31,344,932	\$10,644,606	+194.5%
Average Sales Price	\$450,708	\$291,769	+54.5%	\$417,932	\$266,115	+57%
Median Sales Price	\$334,050	\$285,500	+17%	\$367,296	\$251,988	+45.8%

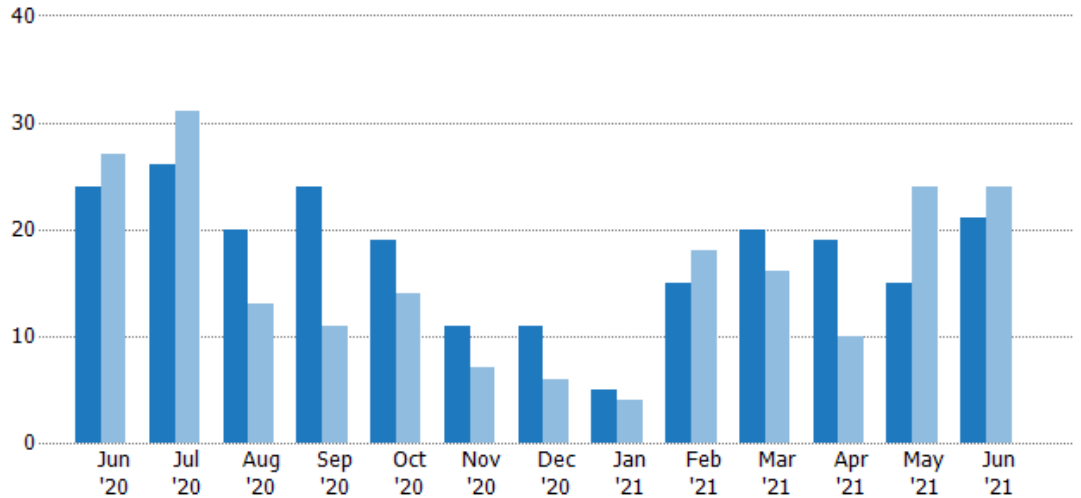
New Listings

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.
Jun '21	21	-12.5%
Jun '20	24	-11.1%
Jun '19	27	18.5%



Current Year	24	26	20	24	19	11	11	5	15	20	19	15	21
Prior Year	27	31	13	11	14	7	6	4	18	16	10	24	24
Percent Change from Prior Year	-11%	-16%	54%	118%	36%	57%	83%	25%	-17%	25%	90%	-38%	-13%

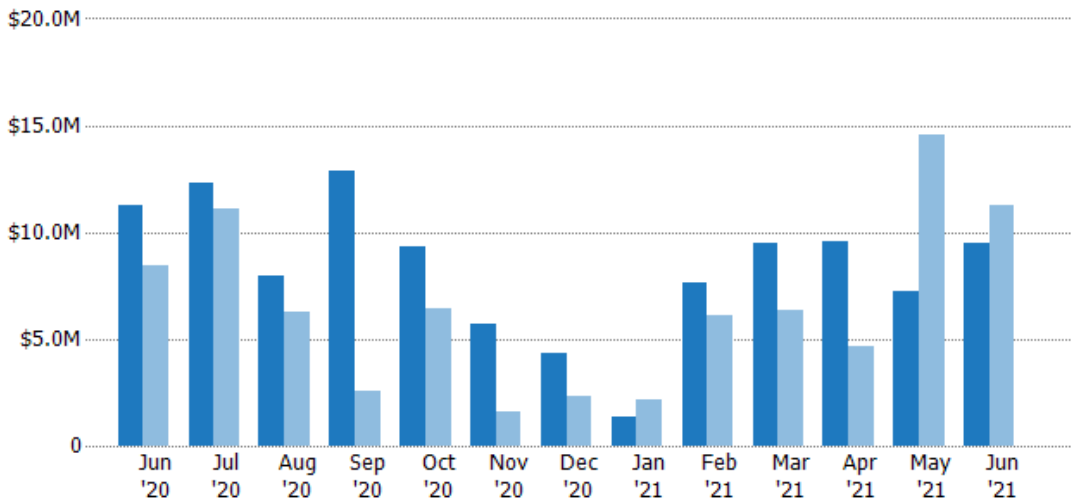
New Listing Volume

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.
Jun '21	\$9.47M	-16%
Jun '20	\$11.3M	33.3%
Jun '19	\$8.46M	41.6%



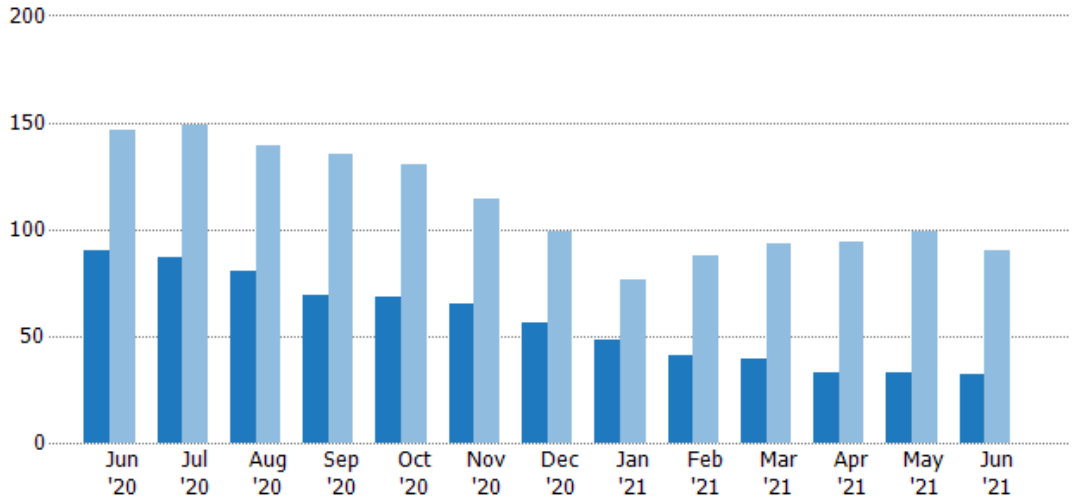
Current Year	\$11.3M	\$12.3M	\$7.94M	\$12.9M	\$9.31M	\$5.67M	\$4.29M	\$1.33M	\$7.62M	\$9.48M	\$9.54M	\$7.2M	\$9.47M
Prior Year	\$8.46M	\$11.1M	\$6.26M	\$2.59M	\$6.41M	\$1.62M	\$2.3M	\$2.15M	\$6.12M	\$6.31M	\$4.66M	\$14.6M	\$11.3M
Percent Change from Prior Year	33%	11%	27%	397%	45%	250%	87%	-38%	25%	50%	105%	-50%	-16%

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



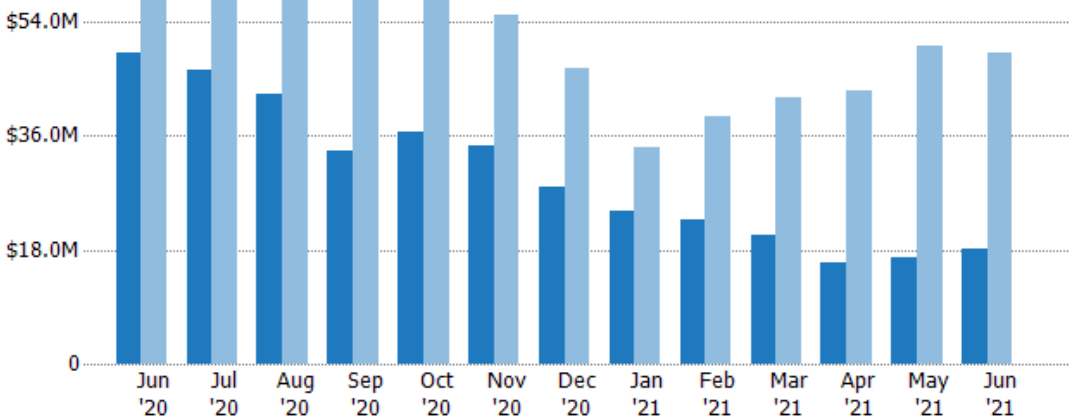
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	90	87	80	69	68	65	56	48	41	39	33	33	32
Prior Year	146	149	139	135	130	114	99	76	88	93	94	99	90
Percent Change from Prior Year	-38%	-42%	-42%	-49%	-48%	-43%	-43%	-37%	-53%	-58%	-65%	-67%	-64%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$49M	\$46.2M	\$42.6M	\$33.5M	\$36.7M	\$34.4M	\$28M	\$24.1M	\$22.7M	\$20.3M	\$16.1M	\$16.9M	\$18.2M
Prior Year	\$62.7M	\$64.5M	\$63.2M	\$62.2M	\$62.2M	\$55M	\$46.6M	\$34.3M	\$39.1M	\$42M	\$43.2M	\$50.2M	\$49M
Percent Change from Prior Year	-22%	-28%	-33%	-46%	-41%	-37%	-40%	-30%	-42%	-52%	-63%	-66%	-63%

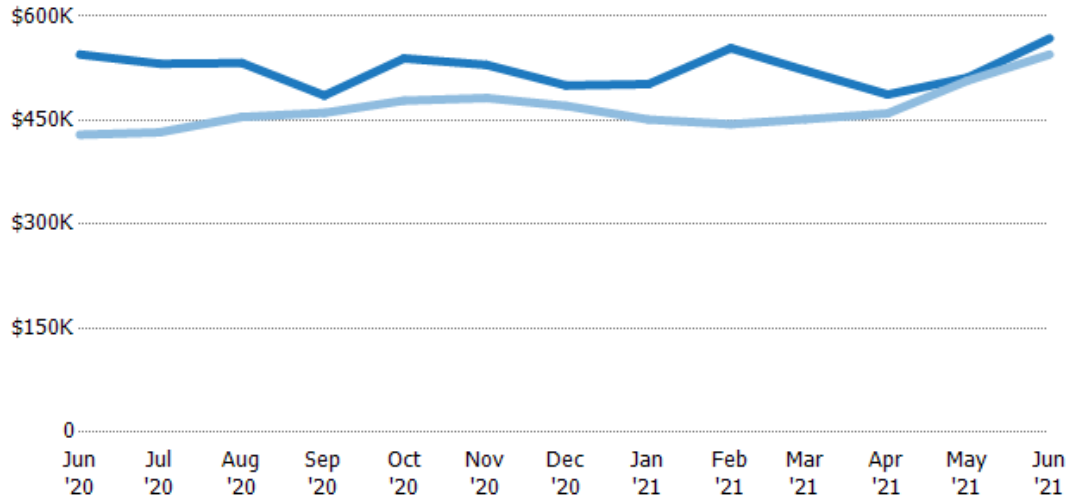
Average Listing Price

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

Month/ Year	Price	% Chg.
Jun '21	\$568K	4.3%
Jun '20	\$545K	26.9%
Jun '19	\$429K	-13%



Current Year	\$545K	\$532K	\$533K	\$486K	\$539K	\$530K	\$500K	\$502K	\$554K	\$522K	\$487K	\$511K	\$568K
Prior Year	\$429K	\$433K	\$455K	\$461K	\$478K	\$482K	\$471K	\$451K	\$444K	\$451K	\$460K	\$507K	\$545K
Percent Change from Prior Year	27%	23%	17%	5%	13%	10%	6%	11%	25%	16%	6%	1%	4%

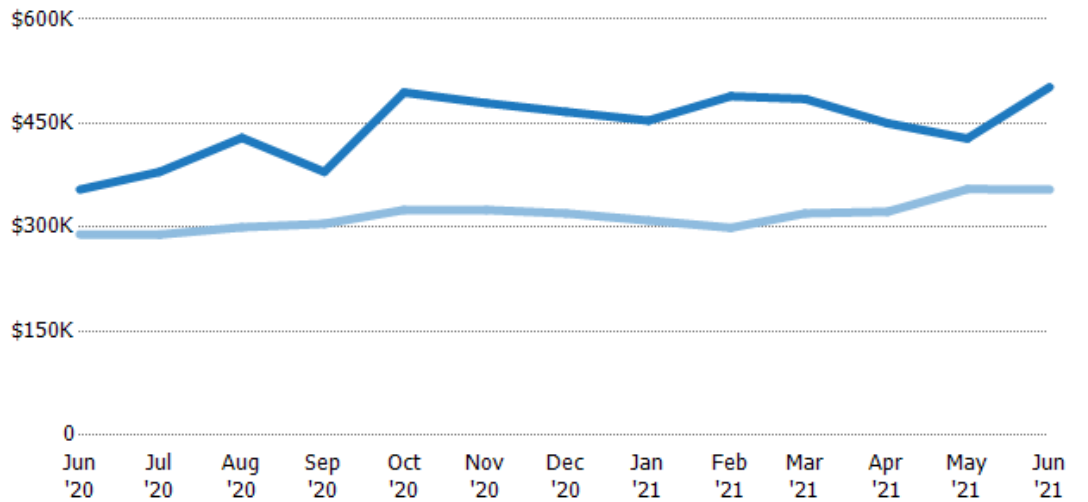
Median Listing Price

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

Month/ Year	Price	% Chg.
Jun '21	\$502K	41.7%
Jun '20	\$354K	22.3%
Jun '19	\$290K	-4.7%



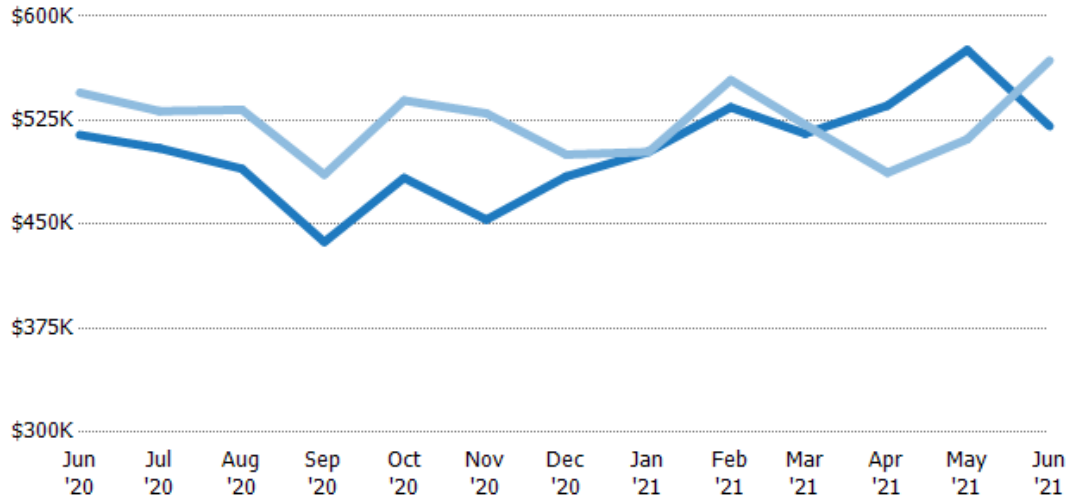
Current Year	\$354K	\$380K	\$429K	\$380K	\$494K	\$479K	\$466K	\$454K	\$489K	\$485K	\$450K	\$428K	\$502K
Prior Year	\$290K	\$290K	\$300K	\$305K	\$325K	\$325K	\$320K	\$310K	\$299K	\$320K	\$322K	\$355K	\$354K
Percent Change from Prior Year	22%	31%	43%	25%	52%	47%	46%	47%	63%	52%	40%	21%	42%

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



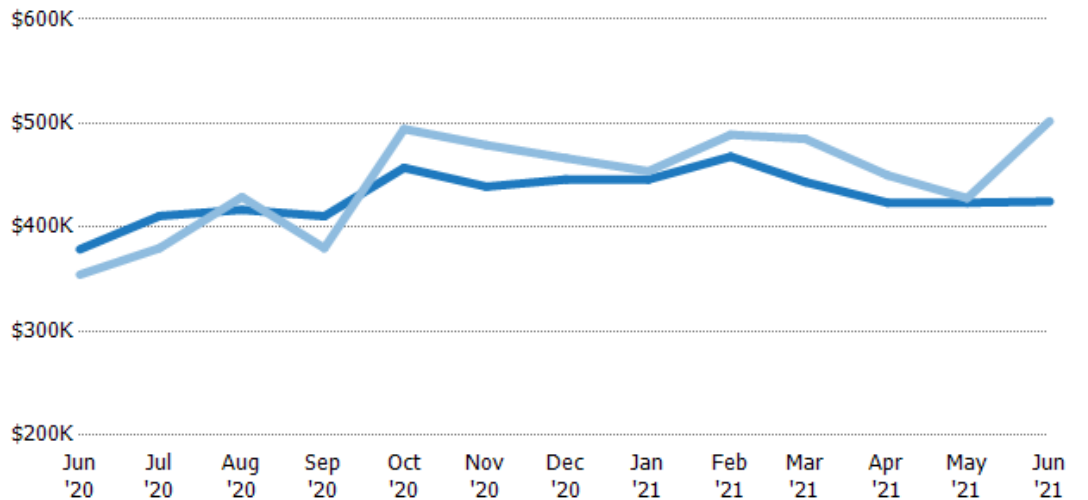
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$514K	\$505K	\$490K	\$437K	\$483K	\$453K	\$484K	\$502K	\$534K	\$515K	\$536K	\$576K	\$521K
Avg Listing Price	\$545K	\$532K	\$533K	\$486K	\$539K	\$530K	\$500K	\$502K	\$554K	\$522K	\$487K	\$511K	\$568K
Avg Listing Price as a % of Avg Est Value	106%	105%	109%	111%	112%	117%	103%	100%	104%	101%	91%	89%	109%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$379K	\$411K	\$417K	\$411K	\$457K	\$439K	\$446K	\$446K	\$468K	\$444K	\$424K	\$424K	\$425K
Median Listing Price	\$354K	\$380K	\$429K	\$380K	\$494K	\$479K	\$466K	\$454K	\$489K	\$485K	\$450K	\$428K	\$502K
Med Listing Price as a % of Med Est Value	94%	92%	103%	93%	108%	109%	105%	102%	104%	109%	106%	101%	118%

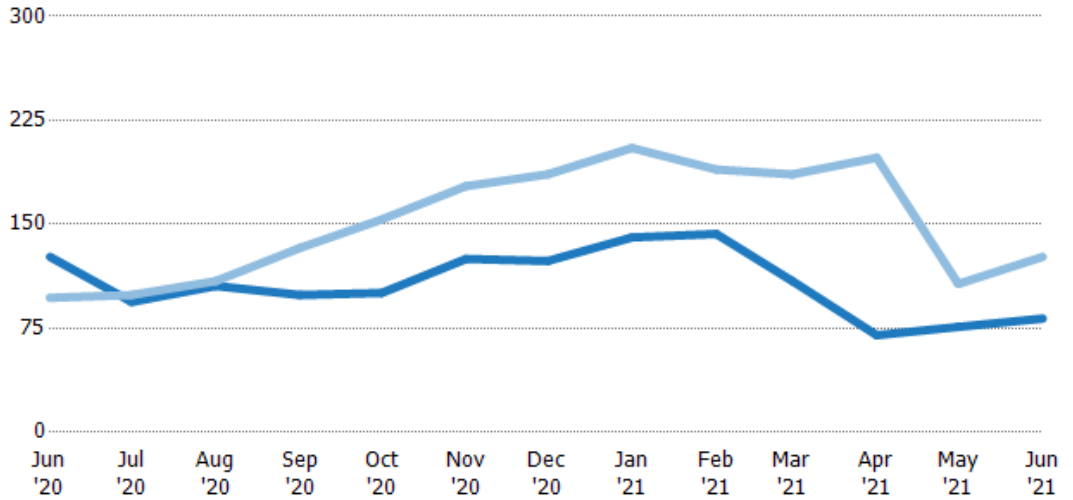
Median Days in RPR

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.
Jun '21	82	-35.2%
Jun '20	127	30.4%
Jun '19	97	-12.9%



Current Year	127	94	106	99	101	125	124	141	143	109	70	76	82
Prior Year	97	99	109	133	154	178	186	205	190	186	198	107	127
Percent Change from Prior Year	30%	-5%	-3%	-26%	-35%	-30%	-34%	-31%	-25%	-41%	-65%	-29%	-35%

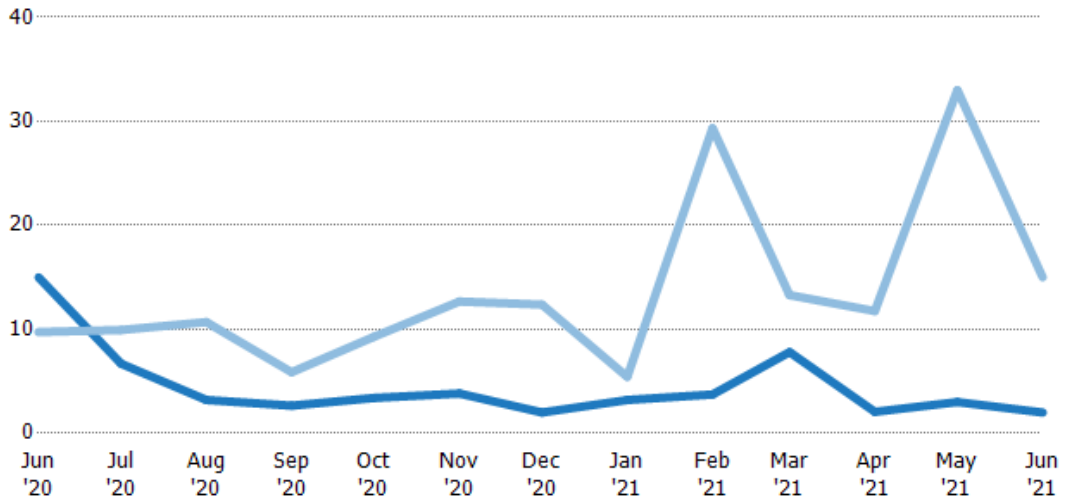
Months of Inventory

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.
Jun '21	2	-86.7%
Jun '20	15	54.1%
Jun '19	9.73	-3.1%



Current Year	15	6.69	3.2	2.65	3.4	3.82	2	3.2	3.73	7.8	2.06	3	2
Prior Year	9.73	9.93	10.7	5.87	9.29	12.7	12.4	5.43	29.3	13.3	11.8	33	15
Percent Change from Prior Year	54%	-33%	-70%	-55%	-63%	-70%	-84%	-41%	-87%	-41%	-82%	-91%	-87%

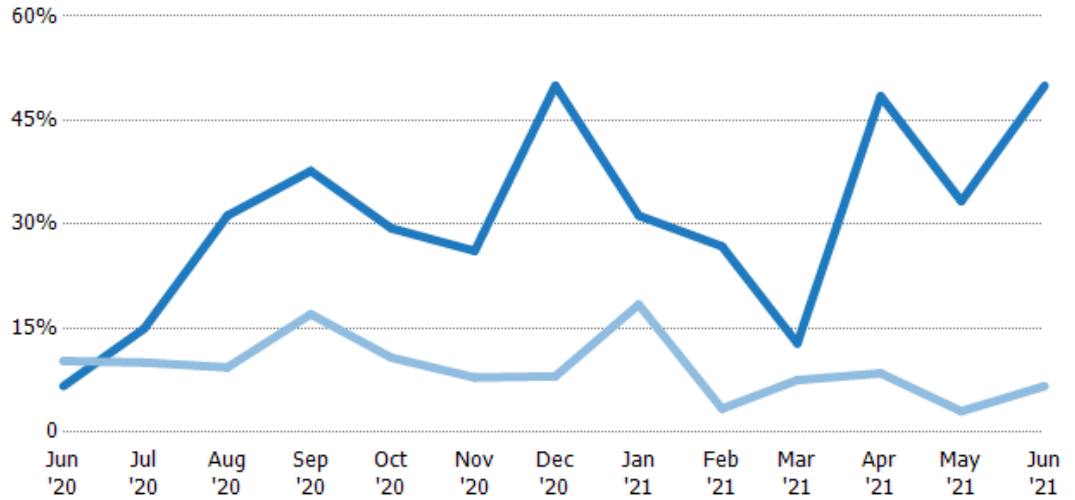
Absorption Rate

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.
Jun '21	50%	-43.3%
Jun '20	7%	3.6%
Jun '19	10%	3.2%



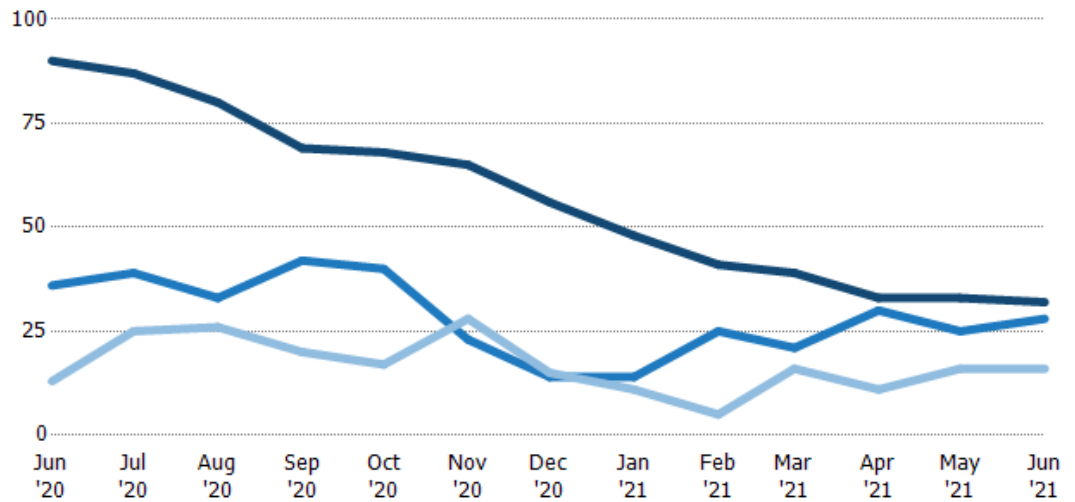
Current Year	7%	15%	31%	38%	29%	26%	50%	31%	27%	13%	48%	33%	50%
Prior Year	10%	10%	9%	17%	11%	8%	8%	18%	3%	8%	9%	3%	7%
Change from Prior Year	4%	-5%	-22%	-21%	-19%	-18%	-42%	-13%	-23%	-5%	-40%	-30%	-43%

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



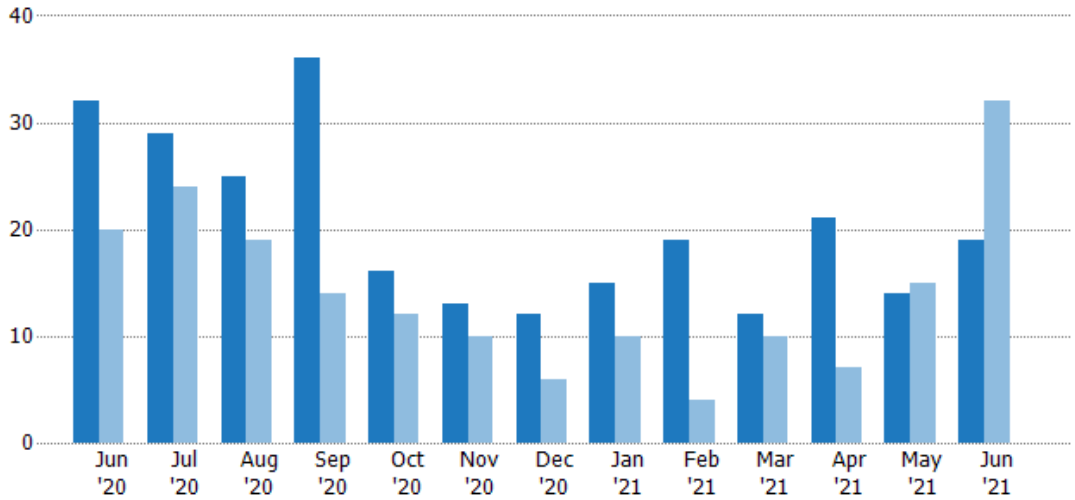
Active	90	87	80	69	68	65	56	48	41	39	33	33	32
Pending	36	39	33	42	40	23	14	14	25	21	30	25	28
Sold	13	25	26	20	17	28	15	11	5	16	11	16	16

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



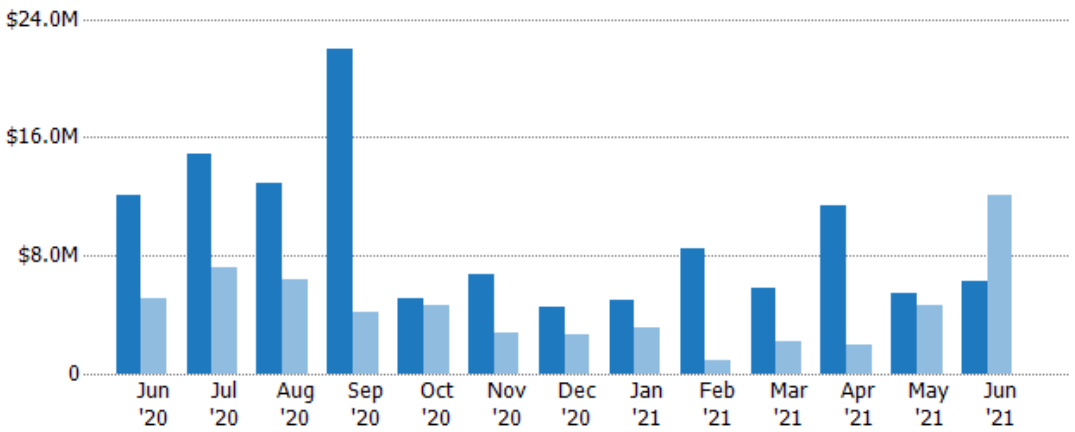
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	32	29	25	36	16	13	12	15	19	12	21	14	19
Prior Year	20	24	19	14	12	10	6	10	4	10	7	15	32
Percent Change from Prior Year	60%	21%	32%	157%	33%	30%	100%	50%	375%	20%	200%	-7%	-41%

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



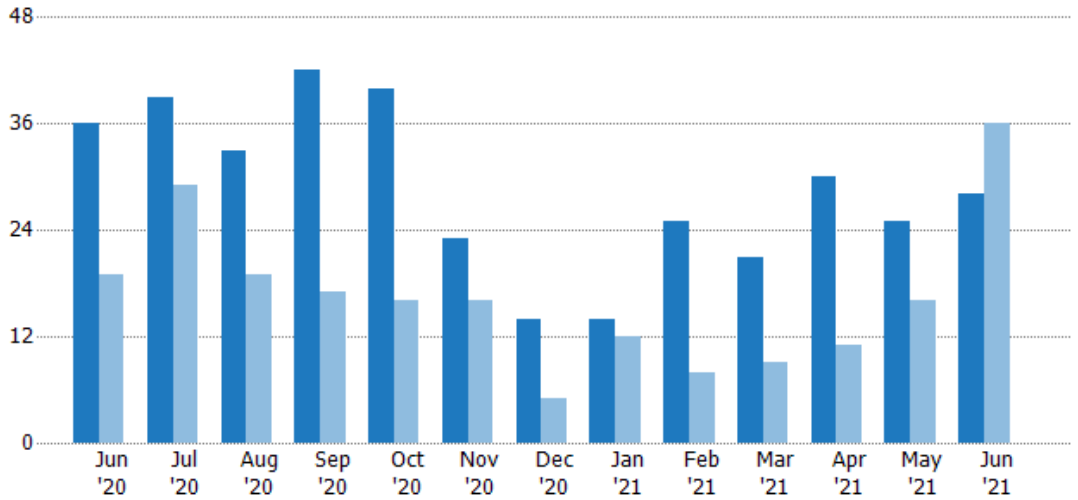
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$12.1M	\$14.9M	\$12.9M	\$22M	\$5.11M	\$6.71M	\$4.54M	\$4.93M	\$8.42M	\$5.82M	\$11.3M	\$5.41M	\$6.28M
Prior Year	\$5.14M	\$7.16M	\$6.41M	\$4.14M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M
Percent Change from Prior Year	136%	108%	101%	430%	11%	137%	73%	59%	878%	169%	483%	18%	-48%

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.
Jun '21	28	-22.2%
Jun '20	36	89.5%
Jun '19	19	5.3%

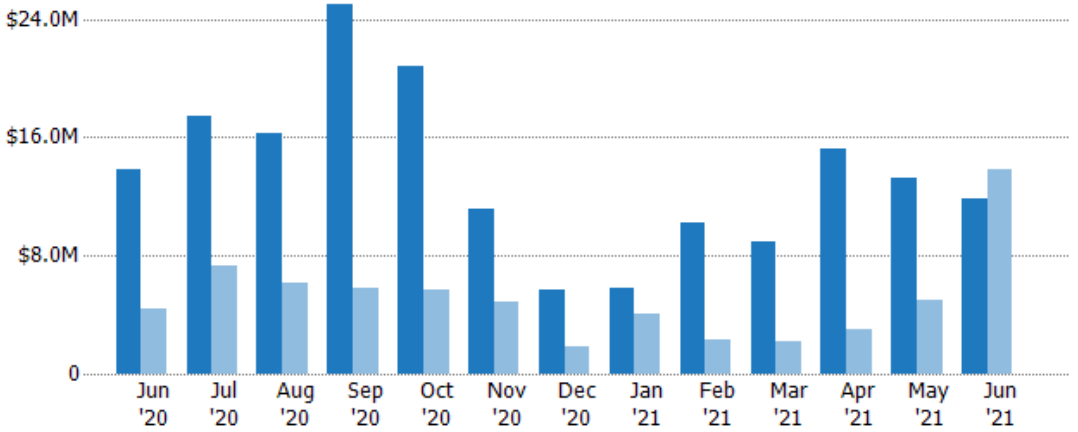
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	36	39	33	42	40	23	14	14	25	21	30	25	28
Prior Year	19	29	19	17	16	16	5	12	8	9	11	16	36
Percent Change from Prior Year	89%	34%	74%	147%	150%	44%	180%	17%	213%	133%	173%	56%	-22%

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.
Jun '21	\$11.9M	-14.3%
Jun '20	\$13.9M	215.4%
Jun '19	\$4.4M	74.4%

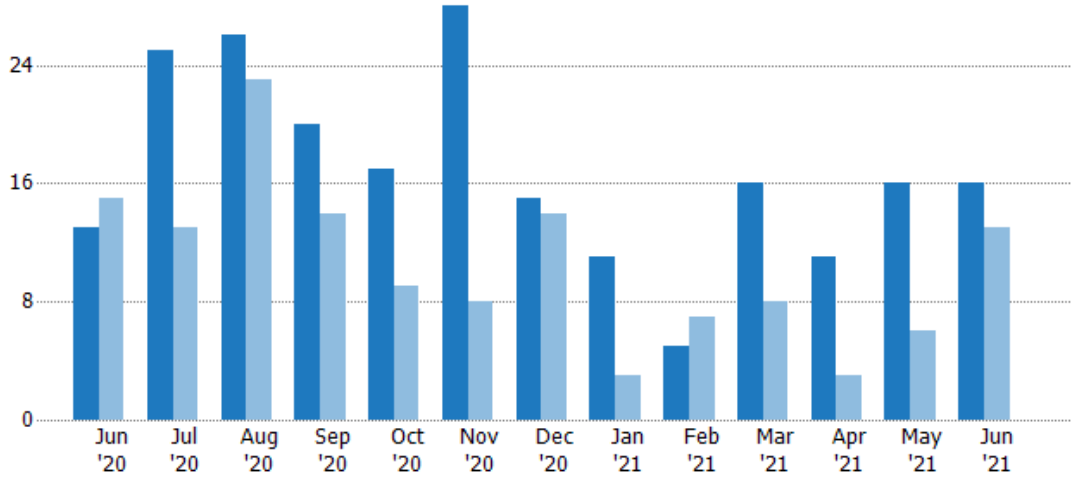
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$13.9M	\$17.4M	\$16.3M	\$25M	\$20.8M	\$11.1M	\$5.64M	\$5.85M	\$10.2M	\$8.99M	\$15.2M	\$13.2M	\$11.9M
Prior Year	\$4.4M	\$7.31M	\$6.19M	\$5.78M	\$5.67M	\$4.82M	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$3.01M	\$5.04M	\$13.9M
Percent Change from Prior Year	215%	138%	164%	332%	267%	130%	215%	42%	344%	311%	407%	162%	-14%

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.
Jun '21	16	23.1%
Jun '20	13	-13.3%
Jun '19	15	-46.7%

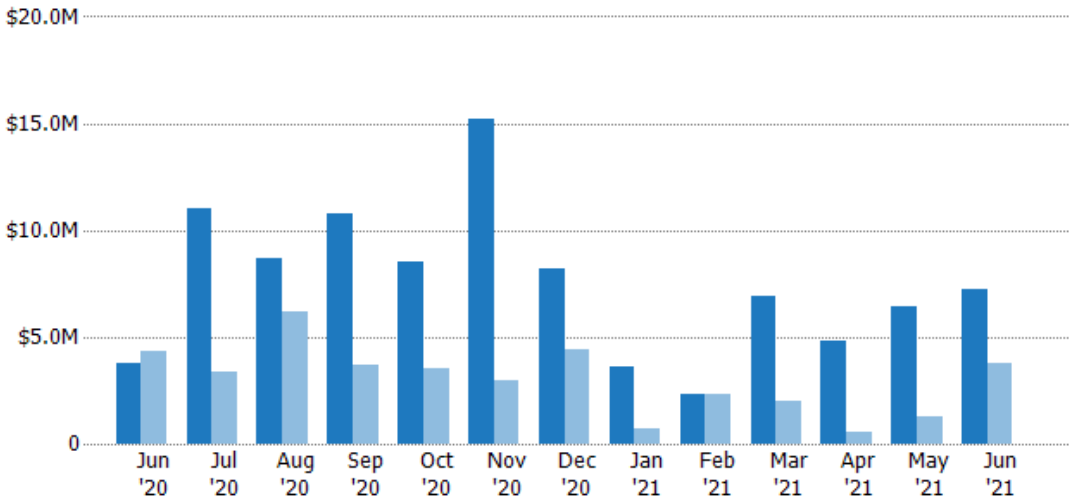
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	13	25	26	20	17	28	15	11	5	16	11	16	16
Prior Year	15	13	23	14	9	8	14	3	7	8	3	6	13
Percent Change from Prior Year	-13%	92%	13%	43%	89%	250%	7%	267%	-29%	100%	267%	167%	23%

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.
Jun '21	\$7.21M	90.1%
Jun '20	\$3.79M	-13.1%
Jun '19	\$4.37M	-51.7%

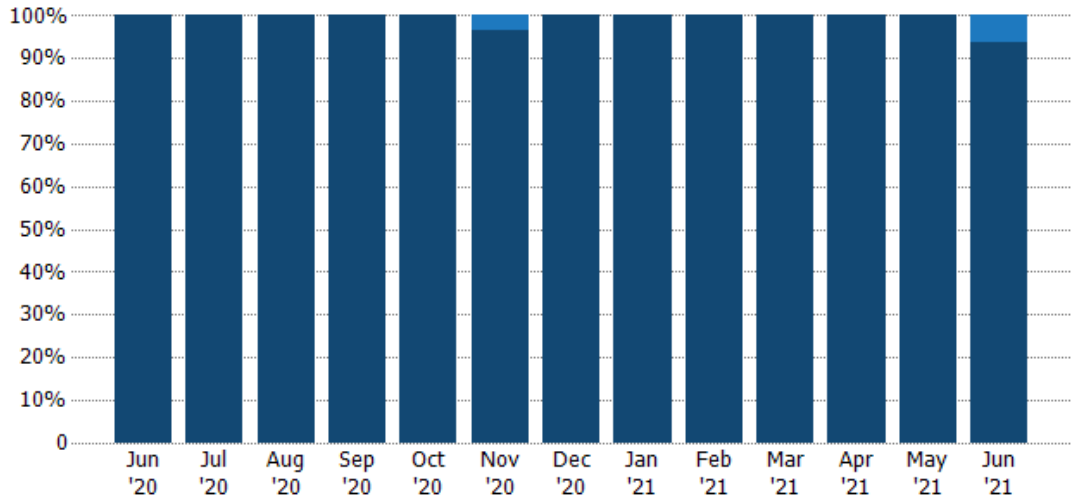
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$3.79M	\$11M	\$8.71M	\$10.8M	\$8.54M	\$15.2M	\$8.2M	\$3.65M	\$2.34M	\$6.89M	\$4.82M	\$6.44M	\$7.21M
Prior Year	\$4.37M	\$3.38M	\$6.18M	\$3.69M	\$3.52M	\$2.96M	\$4.38M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M	\$3.79M
Percent Change from Prior Year	-13%	225%	41%	192%	143%	415%	87%	406%	1%	245%	735%	418%	90%

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



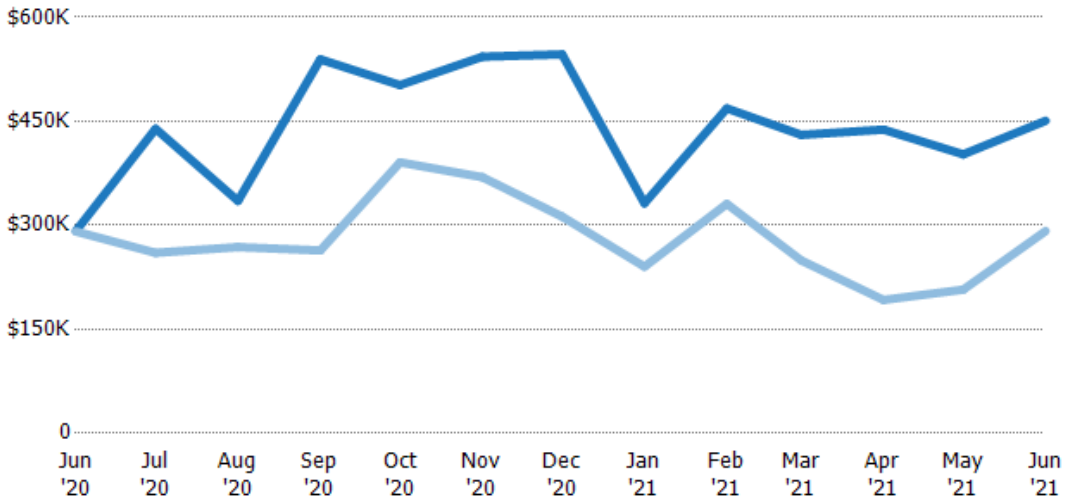
Condo/Townhouse	-	-	-	-	-	4%	-	-	-	-	-	-	6%
Single Family Residence	100%	100%	100%	100%	100%	96%	100%	100%	100%	100%	100%	100%	94%

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.
Jun '21	\$451K	54.5%
Jun '20	\$292K	0.2%
Jun '19	\$291K	-9.4%

Current Year	\$292K	\$439K	\$335K	\$539K	\$502K	\$543K	\$547K	\$332K	\$469K	\$430K	\$438K	\$402K	\$451K
Prior Year	\$291K	\$260K	\$269K	\$264K	\$391K	\$369K	\$313K	\$240K	\$331K	\$249K	\$192K	\$207K	\$292K
Percent Change from Prior Year	0%	69%	25%	104%	29%	47%	75%	38%	42%	73%	128%	94%	54%

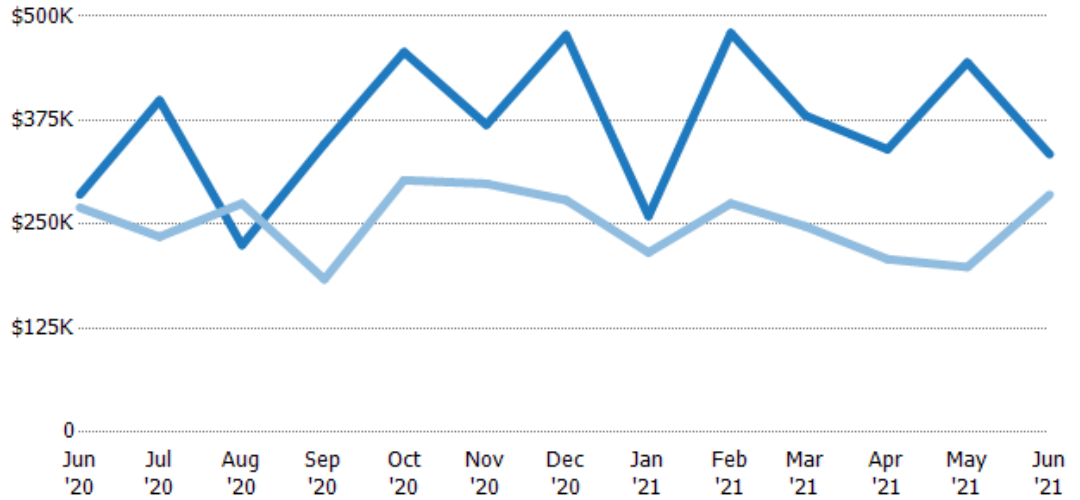
Median Sales Price

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.
Jun '21	\$334K	17%
Jun '20	\$286K	5.7%
Jun '19	\$270K	-46.1%



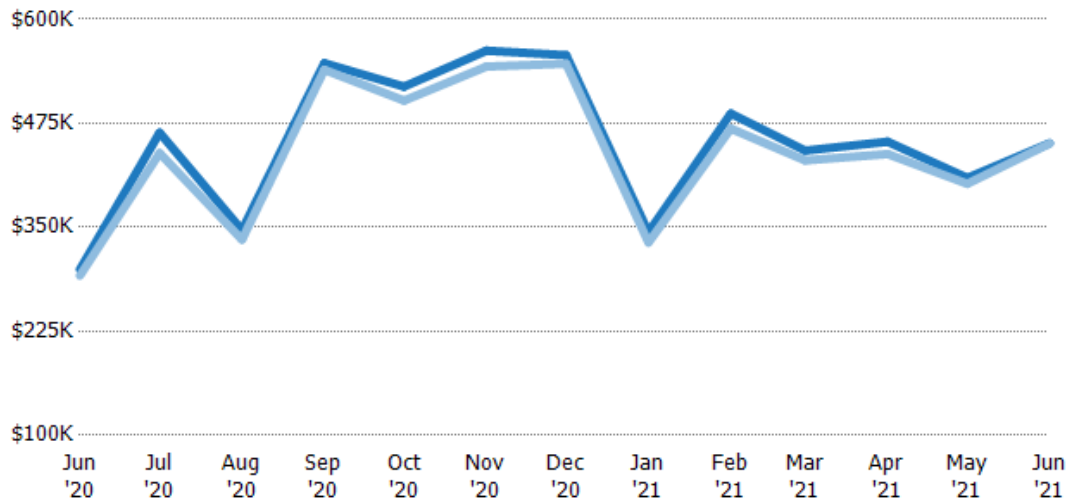
Current Year	\$286K	\$399K	\$225K	\$347K	\$457K	\$370K	\$478K	\$260K	\$480K	\$381K	\$340K	\$445K	\$334K
Prior Year	\$270K	\$235K	\$275K	\$184K	\$303K	\$299K	\$279K	\$216K	\$275K	\$248K	\$208K	\$199K	\$286K
Percent Change from Prior Year	6%	70%	-18%	89%	51%	24%	71%	20%	75%	54%	63%	124%	17%

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



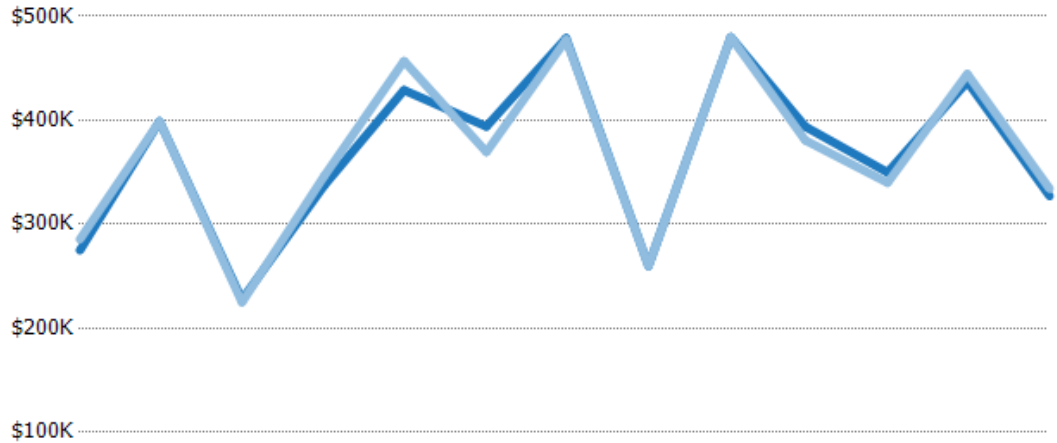
Avg List Price	\$299K	\$464K	\$347K	\$547K	\$519K	\$562K	\$557K	\$344K	\$487K	\$442K	\$453K	\$409K	\$451K
Avg Sales Price	\$292K	\$439K	\$335K	\$539K	\$502K	\$543K	\$547K	\$332K	\$469K	\$430K	\$438K	\$402K	\$451K
Avg Sales Price as a % of Avg List Price	97%	95%	97%	99%	97%	97%	98%	96%	96%	97%	97%	98%	100%

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



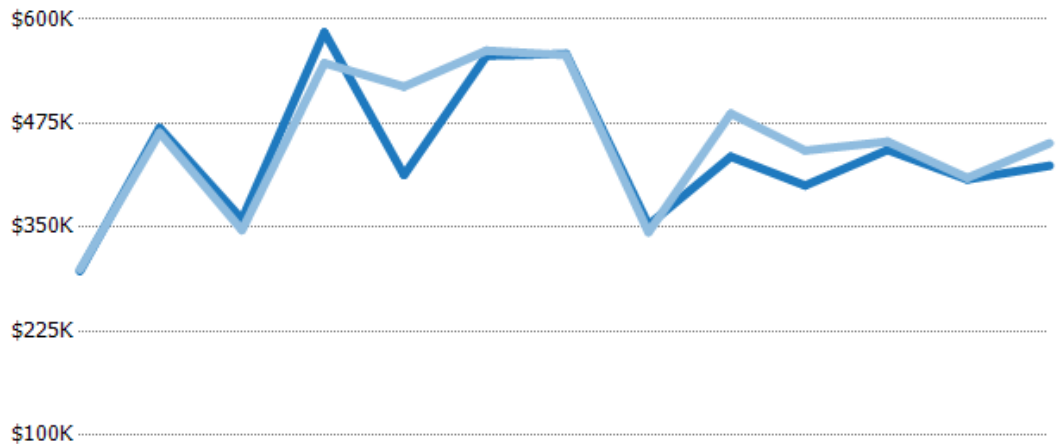
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median List Price	\$275K	\$399K	\$228K	\$338K	\$429K	\$394K	\$479K	\$260K	\$480K	\$394K	\$350K	\$437K	\$327K
Median Sales Price	\$286K	\$399K	\$225K	\$347K	\$457K	\$370K	\$478K	\$260K	\$480K	\$381K	\$340K	\$445K	\$334K
Med Sales Price as a % of Med List Price	104%	100%	99%	103%	107%	94%	100%	100%	100%	97%	97%	102%	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



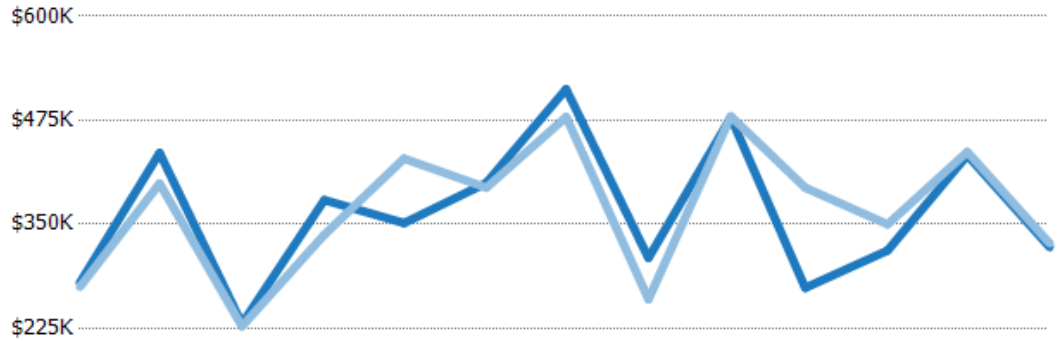
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$297K	\$470K	\$359K	\$584K	\$413K	\$556K	\$558K	\$353K	\$435K	\$400K	\$443K	\$408K	\$424K
Avg Sales Price	\$299K	\$464K	\$347K	\$547K	\$519K	\$562K	\$557K	\$344K	\$487K	\$442K	\$453K	\$409K	\$451K
Avg Sales Price as a % of Avg Est Value	101%	99%	96%	94%	126%	101%	100%	97%	112%	110%	102%	100%	106%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$280K	\$436K	\$230K	\$379K	\$351K	\$400K	\$512K	\$310K	\$479K	\$274K	\$318K	\$433K	\$323K
Median Sales Price	\$275K	\$399K	\$228K	\$338K	\$429K	\$394K	\$479K	\$260K	\$480K	\$394K	\$350K	\$437K	\$327K
Med Sales Price as a % of Med Est Value	98%	92%	99%	89%	122%	99%	93%	84%	100%	144%	110%	101%	101%