

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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	26	-26.9%	114	122	-6.6%
New Listing Volume	\$8,889,000	\$12,265,300	-27.5%	\$53,530,081	\$57,316,675	-6.6%
Active Listing Count	1	87	-98.9%	N/A	N/A	
Active Listing Volume	\$589,900	\$46,245,860	-98.7%	N/A	N/A	
Average Listing Price	\$589,900	\$531,562	+11%	\$523,731	\$484,966	+8%
Median Listing Price	\$589,900	\$379,900	+55.3%	\$468,645	\$334,995	+39.9%
Median Days in RPR	344	94	+266%	123.79	133.23	-7.1%
Months of Inventory	0.1	6.7	-99.1%	3.5	9.5	-63.2%
Absorption Rate	1,600%	14.94%	+1,585.1%	28.63%	10.53%	+18.1%
Sales Activity Charts Metrics						
New Pending Sales Count	11	29	-62.1%	111	107	+3.7%
New Pending Sales Volume	\$6,118,800	\$14,851,315	-58.8%	\$48,316,657	\$39,640,467	+21.9%
Pending Sales Count	—	39	—	N/A	N/A	
Pending Sales Volume	—	\$17,383,953	—	N/A	N/A	
Closed Sales Count	9	25	-64%	84	65	+29.2%
Closed Sales Volume	\$3,913,000	\$10,979,996	-64.4%	\$35,257,932	\$21,624,602	+63%
Average Sales Price	\$434,778	\$439,200	-1%	\$419,737	\$332,686	+26.2%
Median Sales Price	\$400,000	\$399,000	+0.3%	\$370,800	\$308,531	+20.2%

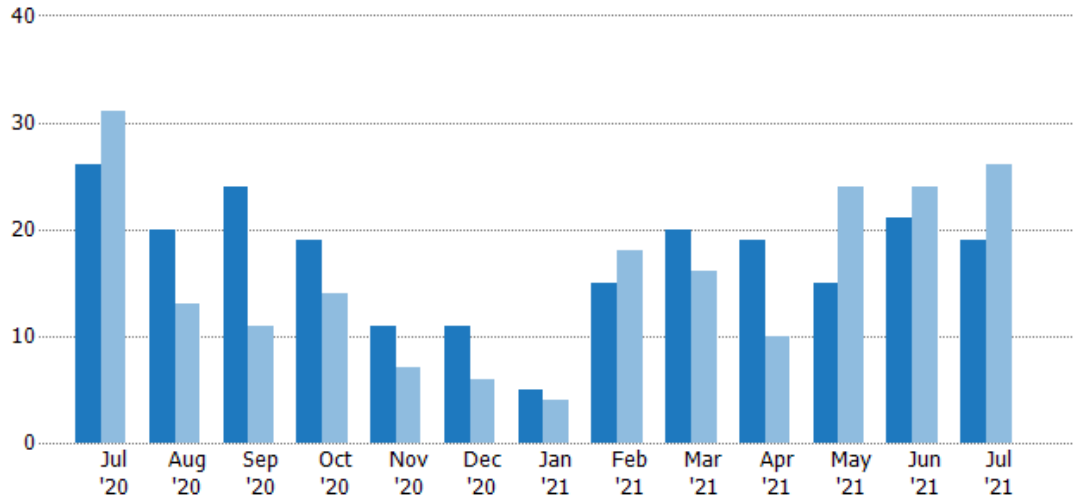
New Listings

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.
Jul '21	19	-26.9%
Jul '20	26	-16.1%
Jul '19	31	22.6%



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

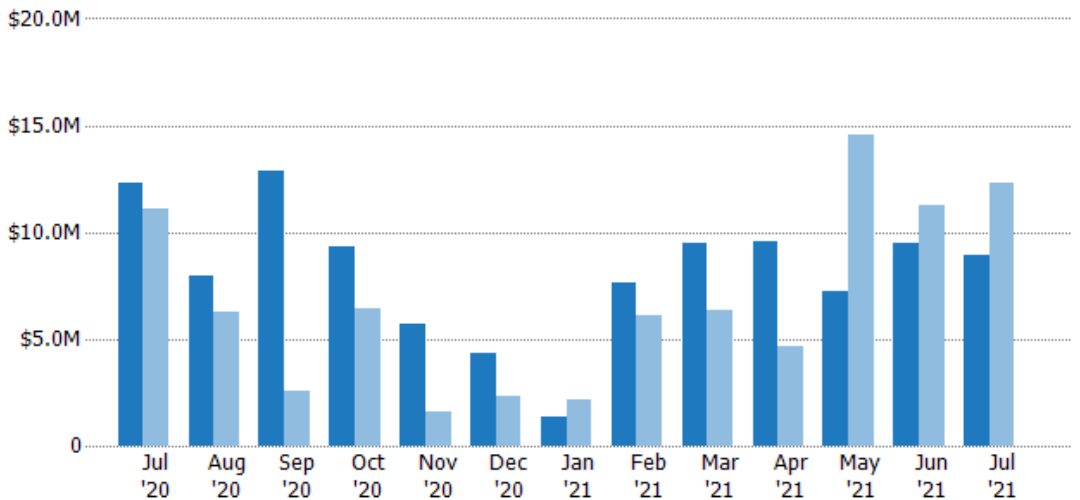
New Listing Volume

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.
Jul '21	\$8.89M	-27.5%
Jul '20	\$12.3M	10.8%
Jul '19	\$11.1M	10.7%



Current Year	\$12.3M	\$7.94M	\$12.9M	\$9.31M	\$5.67M	\$4.29M	\$1.33M	\$7.62M	\$9.48M	\$9.54M	\$7.2M	\$9.47M	\$8.89M
Prior Year	\$11.1M	\$6.26M	\$2.59M	\$6.41M	\$1.62M	\$2.3M	\$2.15M	\$6.12M	\$6.31M	\$4.66M	\$14.6M	\$11.3M	\$12.3M
Percent Change from Prior Year	11%	27%	397%	45%	250%	87%	-38%	25%	50%	105%	-50%	-16%	-28%

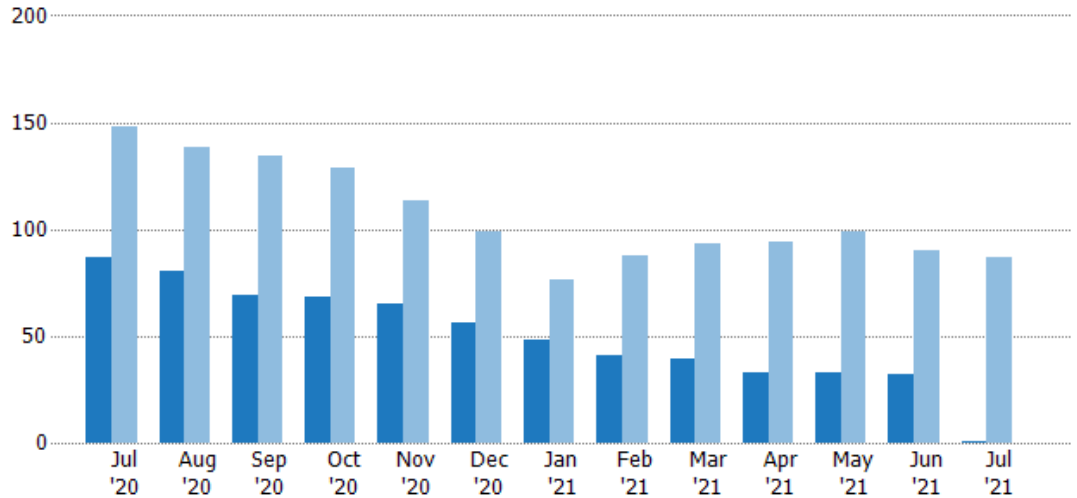
Active Listings

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.
Jul '21	1	-98.9%
Jul '20	87	-41.2%
Jul '19	148	-10.1%



Current Year	87	80	69	68	65	56	48	41	39	33	33	32	1
Prior Year	148	138	134	129	113	99	76	88	93	94	99	90	87
Percent Change from Prior Year	-41%	-42%	-49%	-47%	-42%	-43%	-37%	-53%	-58%	-65%	-67%	-64%	-99%

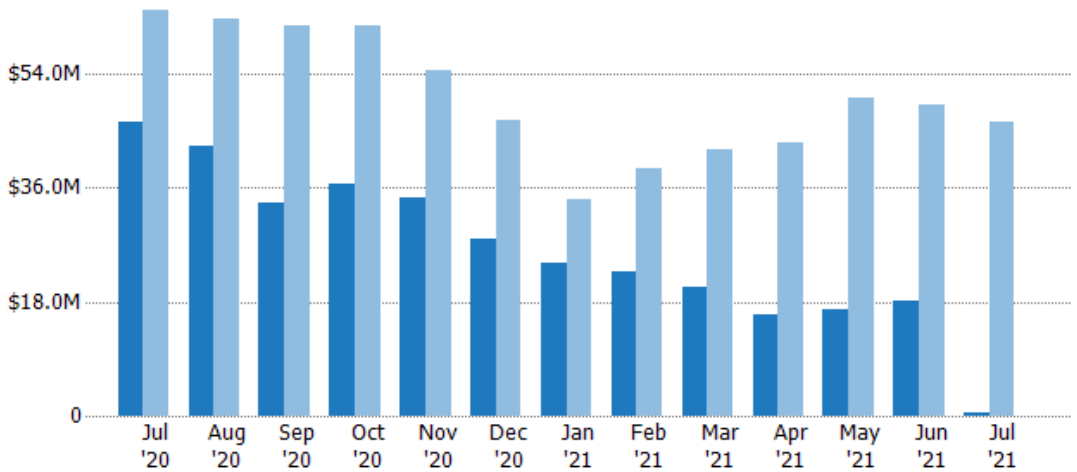
Active Listing Volume

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.
Jul '21	\$590K	-98.7%
Jul '20	\$46.2M	-27.7%
Jul '19	\$64M	-23.7%



Current Year	\$46.2M	\$42.6M	\$33.5M	\$36.7M	\$34.4M	\$28M	\$24.1M	\$22.7M	\$20.3M	\$16.1M	\$16.9M	\$18.2M	\$590K
Prior Year	\$64M	\$62.7M	\$61.7M	\$61.7M	\$54.5M	\$46.6M	\$34.3M	\$39.1M	\$42M	\$43.2M	\$50.2M	\$49M	\$46.2M
Percent Change from Prior Year	-28%	-32%	-46%	-41%	-37%	-40%	-30%	-42%	-52%	-63%	-66%	-63%	-99%

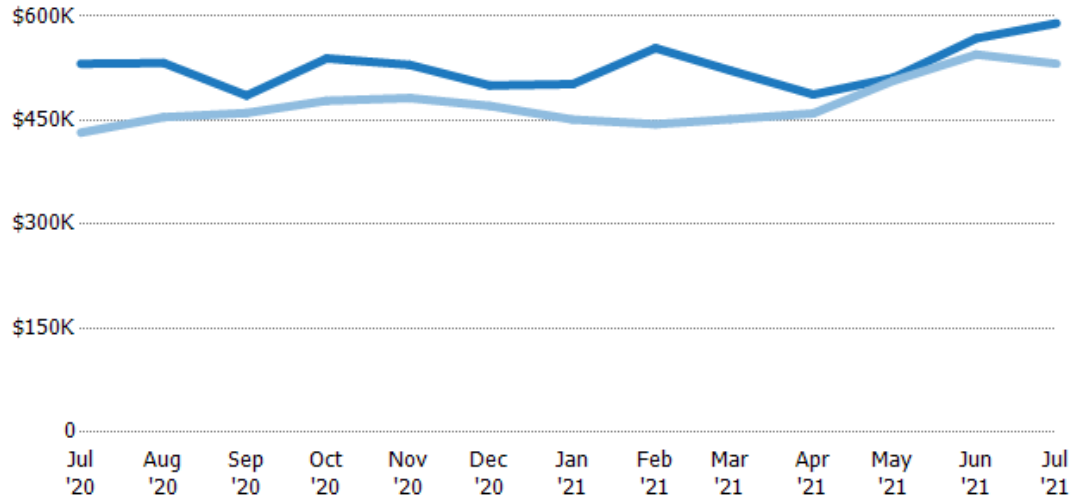
Average Listing Price

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.
Jul '21	\$590K	11%
Jul '20	\$532K	23%
Jul '19	\$432K	-15.1%



Current Year	\$532K	\$533K	\$486K	\$539K	\$530K	\$500K	\$502K	\$554K	\$522K	\$487K	\$511K	\$568K	\$590K
Prior Year	\$432K	\$455K	\$460K	\$478K	\$482K	\$471K	\$451K	\$444K	\$451K	\$460K	\$507K	\$545K	\$532K
Percent Change from Prior Year	23%	17%	5%	13%	10%	6%	11%	25%	16%	6%	1%	4%	11%

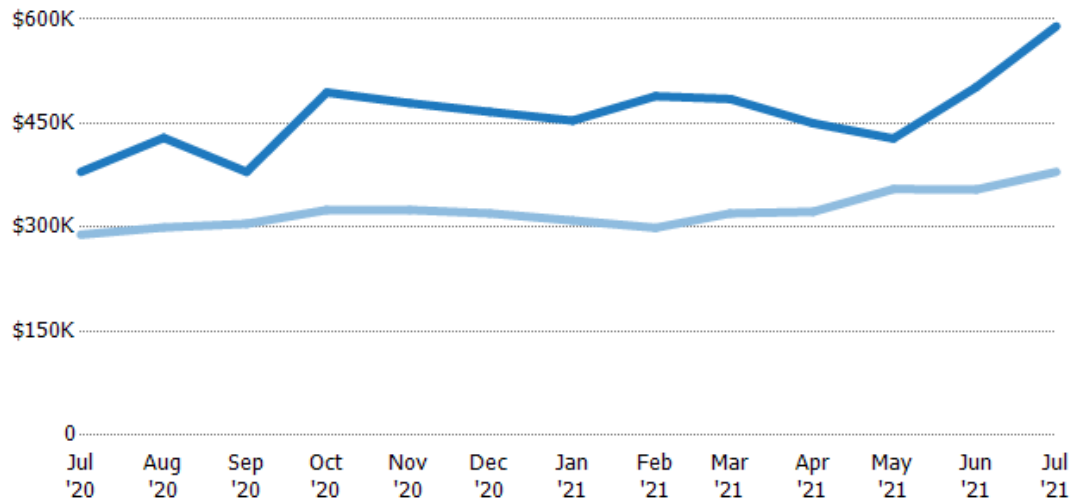
Median Listing Price

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.
Jul '21	\$590K	55.3%
Jul '20	\$380K	31.3%
Jul '19	\$289K	-9.8%



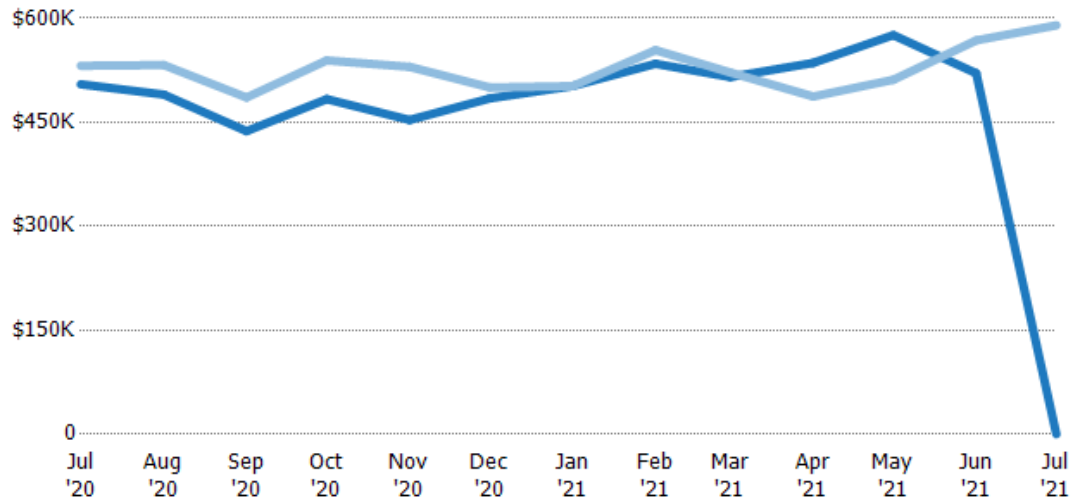
Current Year	\$380K	\$429K	\$380K	\$494K	\$479K	\$466K	\$454K	\$489K	\$485K	\$450K	\$428K	\$502K	\$590K
Prior Year	\$289K	\$300K	\$305K	\$325K	\$325K	\$320K	\$310K	\$299K	\$320K	\$322K	\$355K	\$354K	\$380K
Percent Change from Prior Year	31%	43%	25%	52%	47%	46%	47%	63%	52%	40%	21%	42%	55%

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



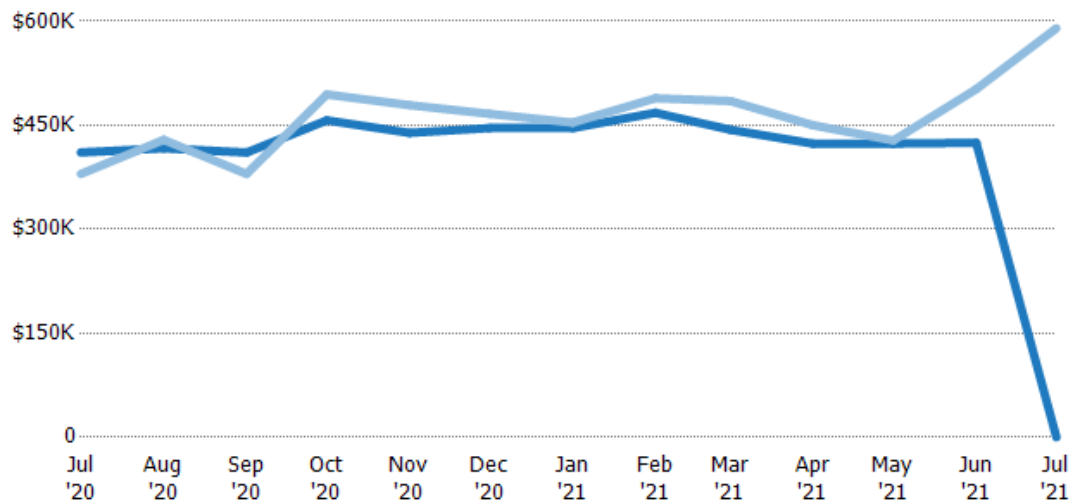
Avg Est Value	\$505K	\$490K	\$437K	\$483K	\$453K	\$484K	\$502K	\$534K	\$515K	\$536K	\$576K	\$521K	\$0
Avg Listing Price	\$532K	\$533K	\$486K	\$539K	\$530K	\$500K	\$502K	\$554K	\$522K	\$487K	\$511K	\$568K	\$590K
Avg Listing Price as a % of Avg Est Value	105%	109%	111%	112%	117%	103%	100%	104%	101%	91%	89%	109%	100%

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 Est Value	\$411K	\$417K	\$411K	\$457K	\$439K	\$446K	\$446K	\$468K	\$444K	\$424K	\$424K	\$425K	\$0
Median Listing Price	\$380K	\$429K	\$380K	\$494K	\$479K	\$466K	\$454K	\$489K	\$485K	\$450K	\$428K	\$502K	\$590K
Med Listing Price as a % of Med Est Value	92%	103%	93%	108%	109%	105%	102%	104%	109%	106%	101%	118%	100%

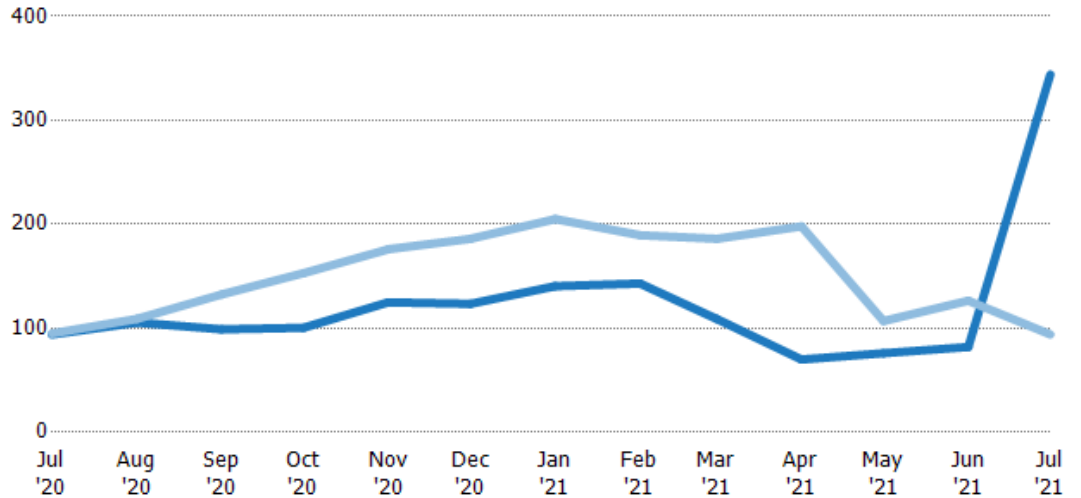
Median Days in RPR

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.
Jul '21	344	266%
Jul '20	94	-1.1%
Jul '19	95	-28.4%



Current Year	94	106	99	101	125	124	141	143	109	70	76	82	344
Prior Year	95	109	133	153	176	186	205	190	186	198	107	127	94
Percent Change from Prior Year	-1%	-3%	-25%	-34%	-29%	-34%	-31%	-25%	-41%	-65%	-29%	-35%	266%

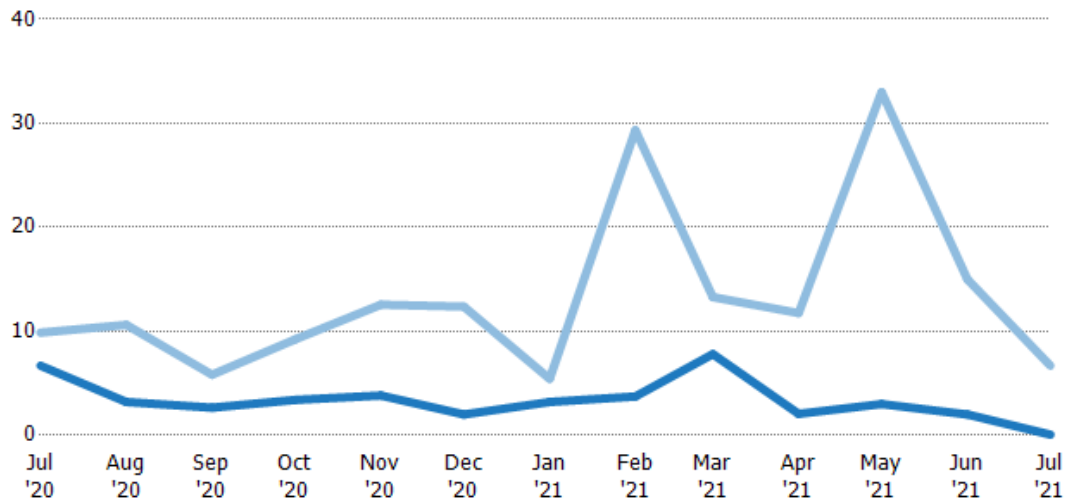
Months of Inventory

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.
Jul '21	0	-99.1%
Jul '20	6.69	-32.2%
Jul '19	9.87	92.6%



Current Year	6.69	3.2	2.65	3.4	3.82	2	3.2	3.73	7.8	2.06	3	2	0
Prior Year	9.87	10.6	5.83	9.21	12.6	12.4	5.43	29.3	13.3	11.8	33	15	6.69
Percent Change from Prior Year	-32%	-70%	-54%	-63%	-70%	-84%	-41%	-87%	-41%	-82%	-91%	-87%	-99%

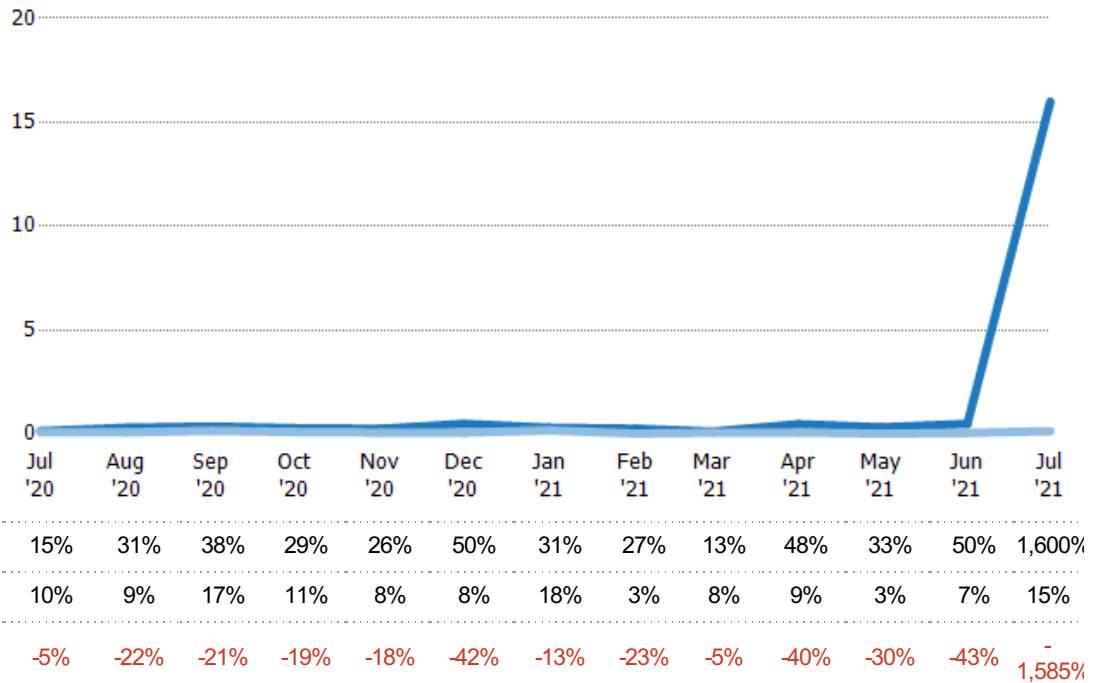
Absorption Rate

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.
Jul '21	1,600%	-1,585.1%
Jul '20	15%	-4.8%
Jul '19	10%	-48.1%

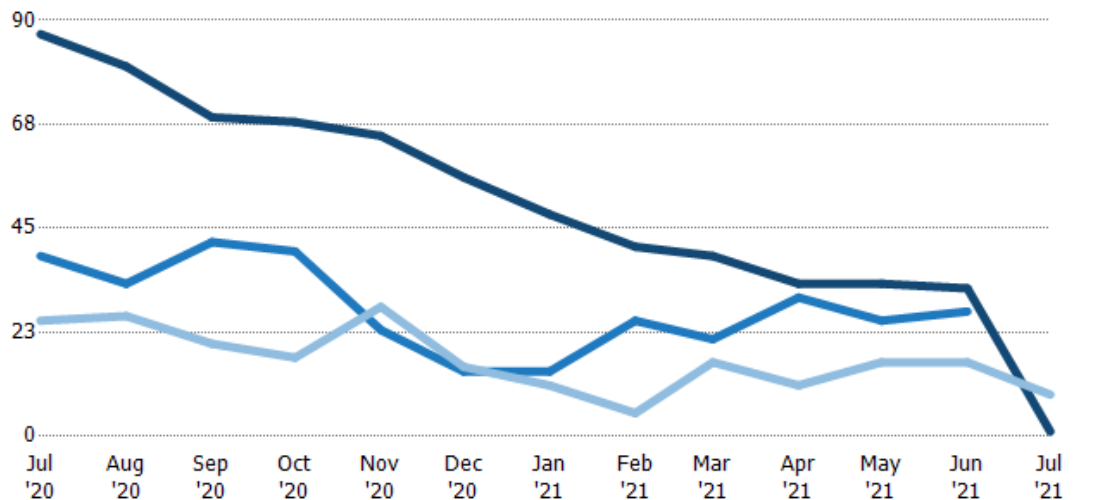


Active/Pending/Sold Units

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	87	80	69	68	65	56	48	41	39	33	33	32	1
Pending	39	33	42	40	23	14	14	25	21	30	25	27	-
Sold	25	26	20	17	28	15	11	5	16	11	16	16	9

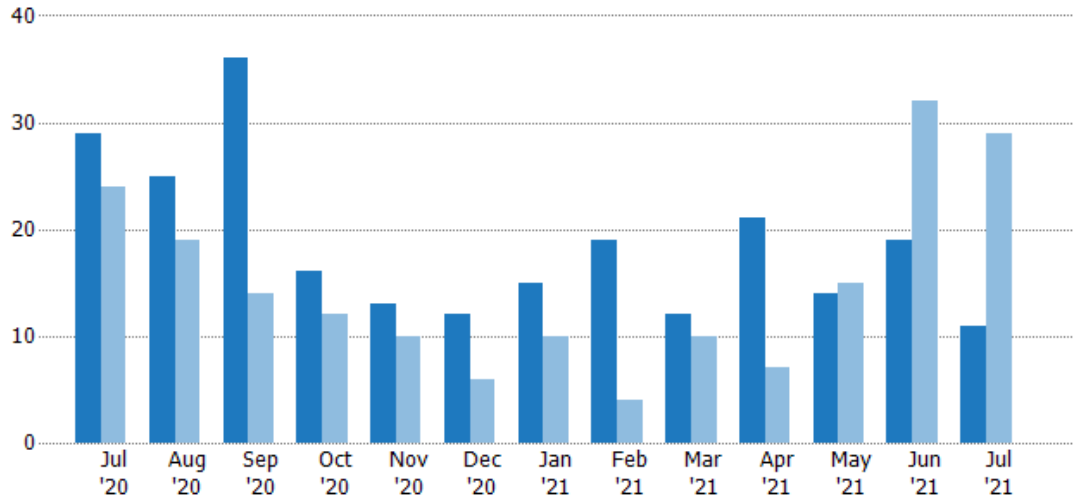
New Pending Sales

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	Count	% Chg.
Jul '21	11	-62.1%
Jul '20	29	20.8%
Jul '19	24	-20.8%



Current Year	29	25	36	16	13	12	15	19	12	21	14	19	11
Prior Year	24	19	14	12	10	6	10	4	10	7	15	32	29
Percent Change from Prior Year	21%	32%	157%	33%	30%	100%	50%	375%	20%	200%	-7%	-41%	-62%

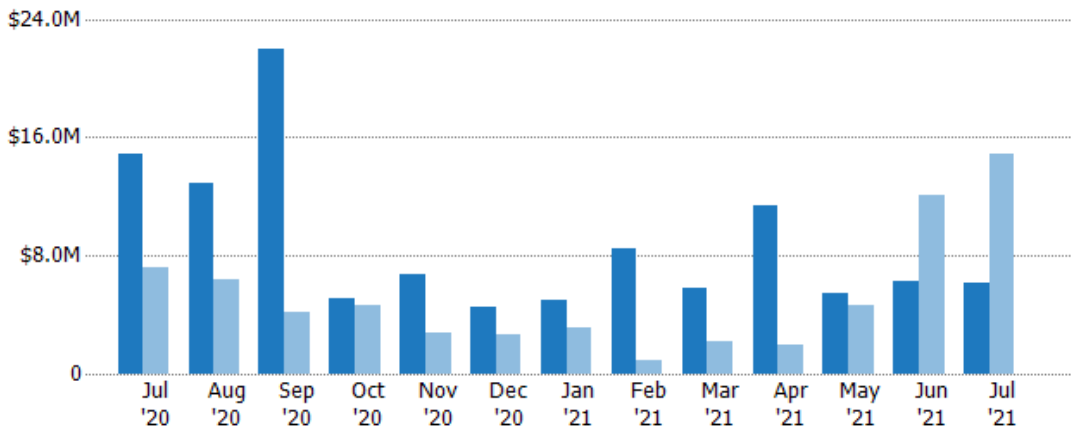
New Pending Sales Volume

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	Volume	% Chg.
Jul '21	\$6.12M	-58.8%
Jul '20	\$14.9M	107.5%
Jul '19	\$7.16M	-13.5%



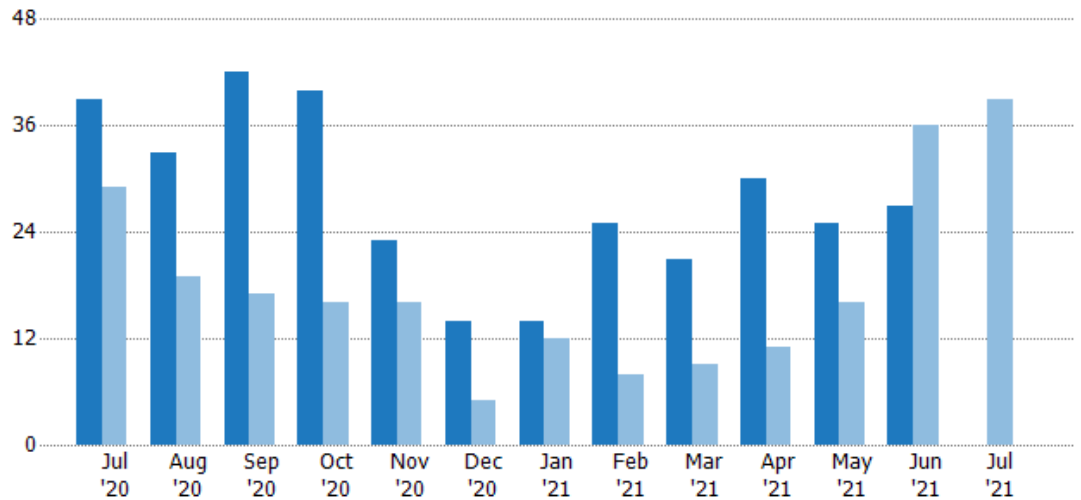
Current Year	\$14.9M	\$12.9M	\$22M	\$5.11M	\$6.71M	\$4.54M	\$4.93M	\$8.42M	\$5.82M	\$11.3M	\$5.41M	\$6.28M	\$6.12M
Prior Year	\$7.16M	\$6.41M	\$4.14M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.9M
Percent Change from Prior Year	108%	101%	430%	11%	137%	73%	59%	878%	169%	483%	18%	-48%	-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



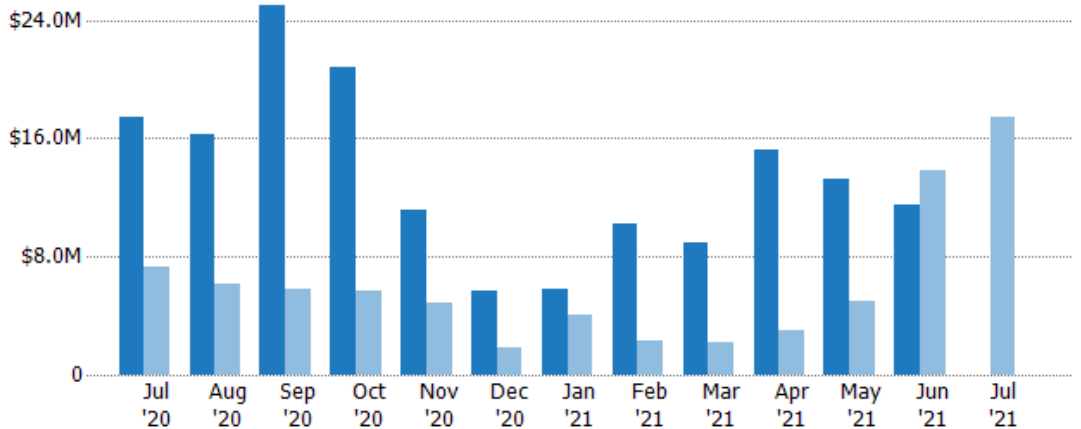
Current Year	39	33	42	40	23	14	14	25	21	30	25	27	-
Prior Year	29	19	17	16	16	5	12	8	9	11	16	36	39
Percent Change from Prior Year	34%	74%	147%	150%	44%	180%	17%	213%	133%	173%	56%	-25%	-100%

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



Current Year	\$17.4M	\$16.3M	\$25M	\$20.8M	\$11.1M	\$5.64M	\$5.85M	\$10.2M	\$8.99M	\$15.2M	\$13.2M	\$11.5M	-
Prior Year	\$7.31M	\$6.19M	\$5.78M	\$5.67M	\$4.82M	\$1.79M	\$4.11M	\$2.3M	\$2.19M	\$3.01M	\$5.04M	\$13.9M	\$17.4M
Percent Change from Prior Year	138%	164%	332%	267%	130%	215%	42%	344%	311%	407%	162%	-17%	-100%

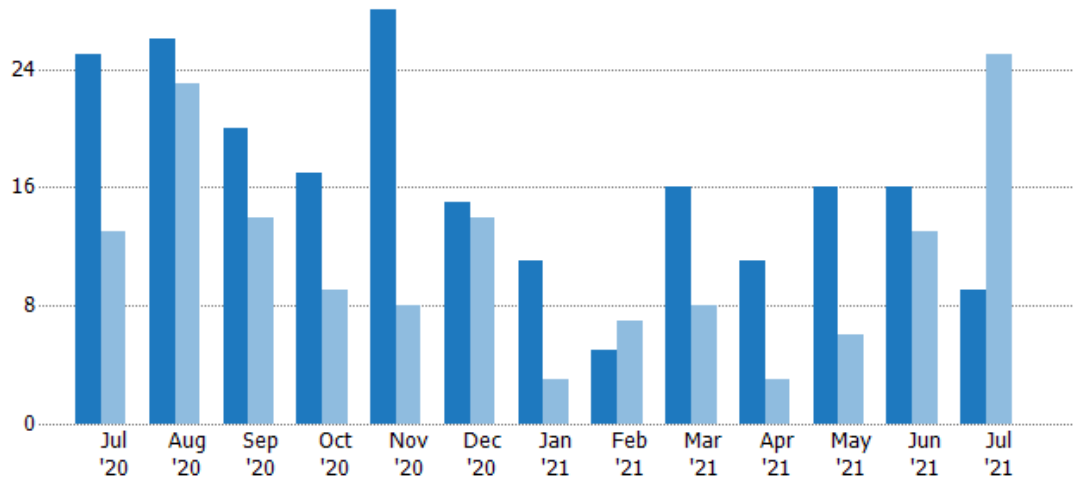
Closed Sales

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.
Jul '21	9	-64%
Jul '20	25	92.3%
Jul '19	13	-7.7%



Current Year	25	26	20	17	28	15	11	5	16	11	16	16	9
Prior Year	13	23	14	9	8	14	3	7	8	3	6	13	25
Percent Change from Prior Year	92%	13%	43%	89%	250%	7%	267%	-29%	100%	267%	167%	23%	-64%

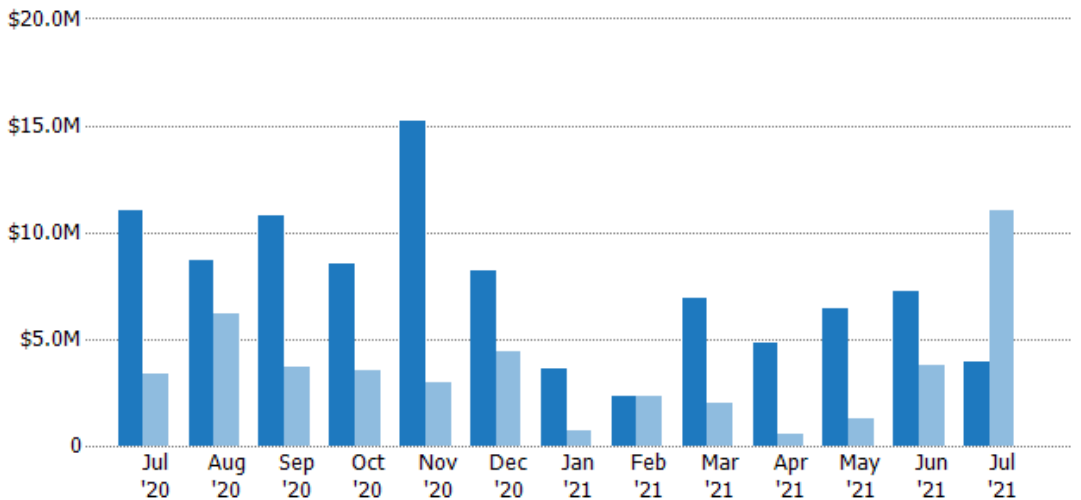
Closed Sales Volume

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.
Jul '21	\$3.91M	-64.4%
Jul '20	\$11M	224.5%
Jul '19	\$3.38M	-2.7%



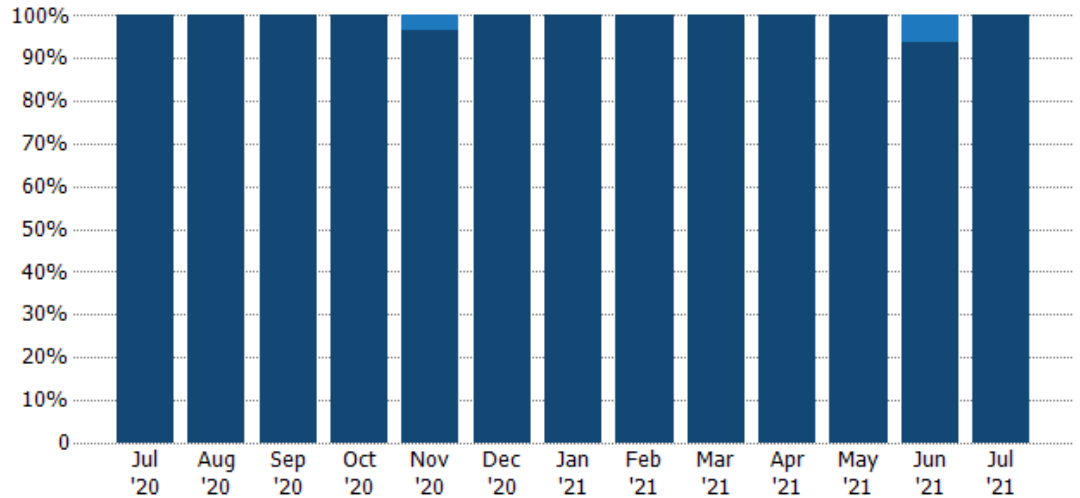
Current Year	\$11M	\$8.71M	\$10.8M	\$8.54M	\$15.2M	\$8.2M	\$3.65M	\$2.34M	\$6.89M	\$4.82M	\$6.44M	\$7.21M	\$3.91M
Prior Year	\$3.38M	\$6.18M	\$3.69M	\$3.52M	\$2.96M	\$4.38M	\$721K	\$2.32M	\$1.99M	\$577K	\$1.24M	\$3.79M	\$11M
Percent Change from Prior Year	225%	41%	192%	143%	415%	87%	406%	1%	245%	735%	418%	90%	-64%

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%	96%	100%	100%	100%	100%	100%	100%	94%	100%

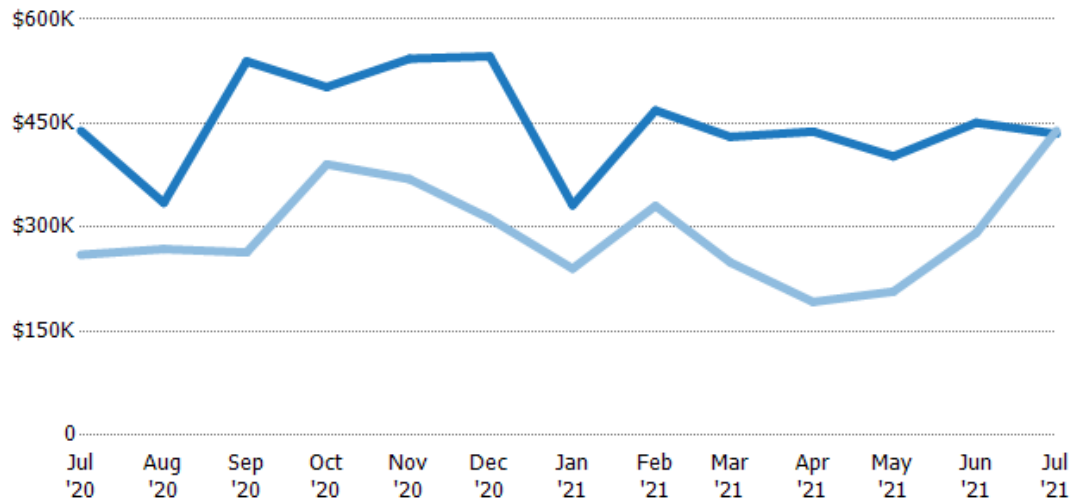
Average Sales Price

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.
Jul '21	\$435K	-1%
Jul '20	\$439K	68.7%
Jul '19	\$260K	5.4%



Current Year	\$439K	\$335K	\$539K	\$502K	\$543K	\$547K	\$332K	\$469K	\$430K	\$438K	\$402K	\$451K	\$435K
Prior Year	\$260K	\$269K	\$264K	\$391K	\$369K	\$313K	\$240K	\$331K	\$249K	\$192K	\$207K	\$292K	\$439K
Percent Change from Prior Year	69%	25%	104%	29%	47%	75%	38%	42%	73%	128%	94%	54%	-1%

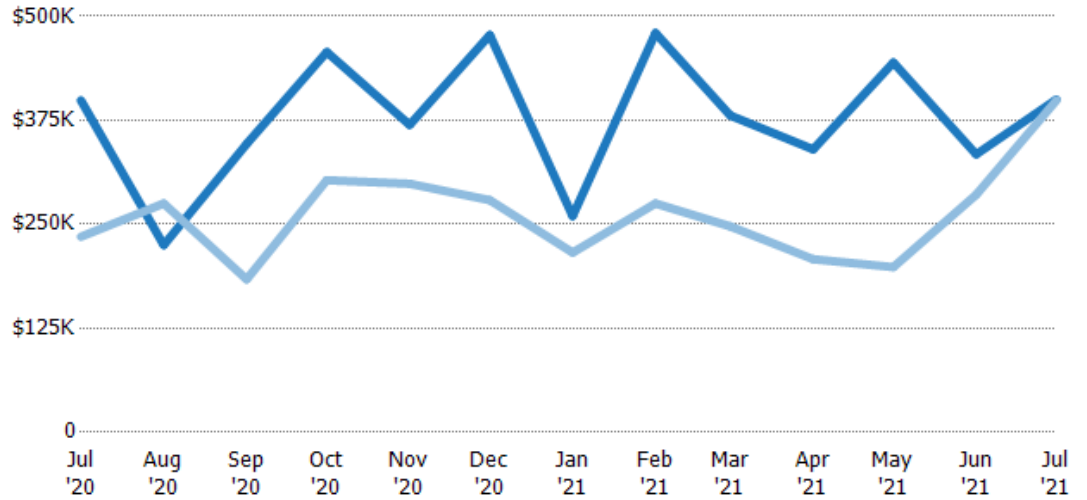
Median Sales Price

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.
Jul '21	\$400K	0.3%
Jul '20	\$399K	69.8%
Jul '19	\$235K	9.3%



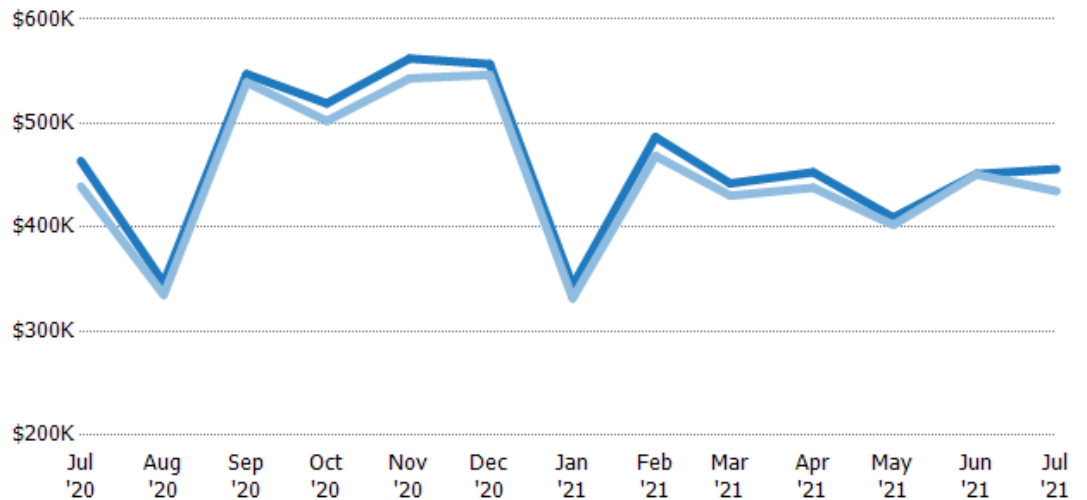
Current Year	\$399K	\$225K	\$347K	\$457K	\$370K	\$478K	\$260K	\$480K	\$381K	\$340K	\$445K	\$334K	\$400K
Prior Year	\$235K	\$275K	\$184K	\$303K	\$299K	\$279K	\$216K	\$275K	\$248K	\$208K	\$199K	\$286K	\$399K
Percent Change from Prior Year	70%	-18%	89%	51%	24%	71%	20%	75%	54%	63%	124%	17%	0%

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



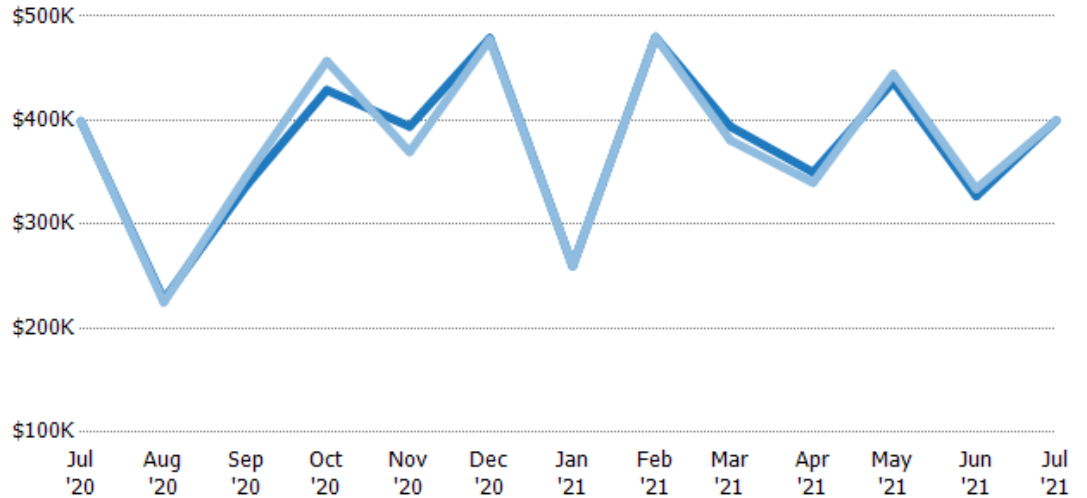
Avg List Price	\$464K	\$347K	\$547K	\$519K	\$562K	\$557K	\$344K	\$487K	\$442K	\$453K	\$409K	\$451K	\$456K
Avg Sales Price	\$439K	\$335K	\$539K	\$502K	\$543K	\$547K	\$332K	\$469K	\$430K	\$438K	\$402K	\$451K	\$435K
Avg Sales Price as a % of Avg List Price	95%	97%	99%	97%	97%	98%	96%	96%	97%	97%	98%	100%	95%

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



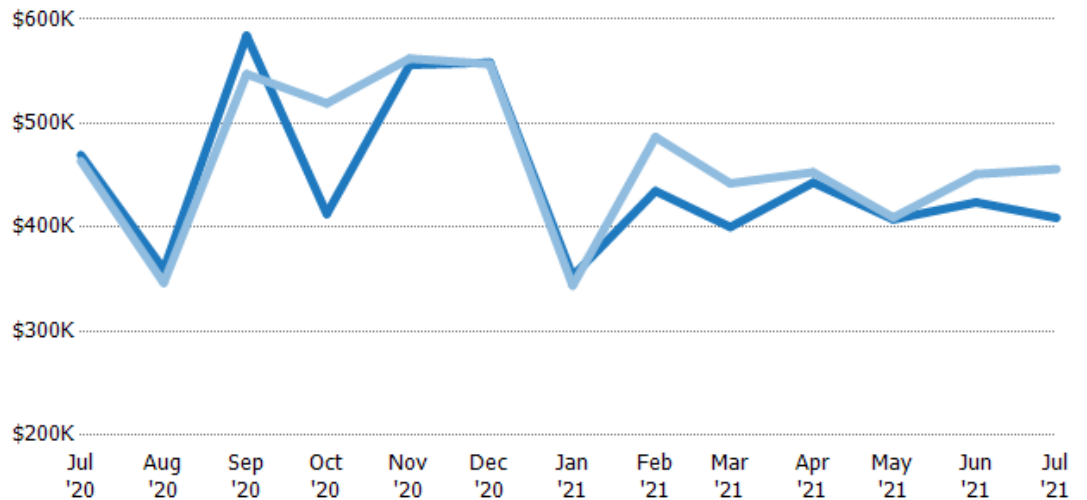
Median List Price	\$399K	\$228K	\$338K	\$429K	\$394K	\$479K	\$260K	\$480K	\$394K	\$350K	\$437K	\$327K	\$400K
Median Sales Price	\$399K	\$225K	\$347K	\$457K	\$370K	\$478K	\$260K	\$480K	\$381K	\$340K	\$445K	\$334K	\$400K
Med Sales Price as a % of Med List Price	100%	99%	103%	107%	94%	100%	100%	100%	97%	97%	102%	102%	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



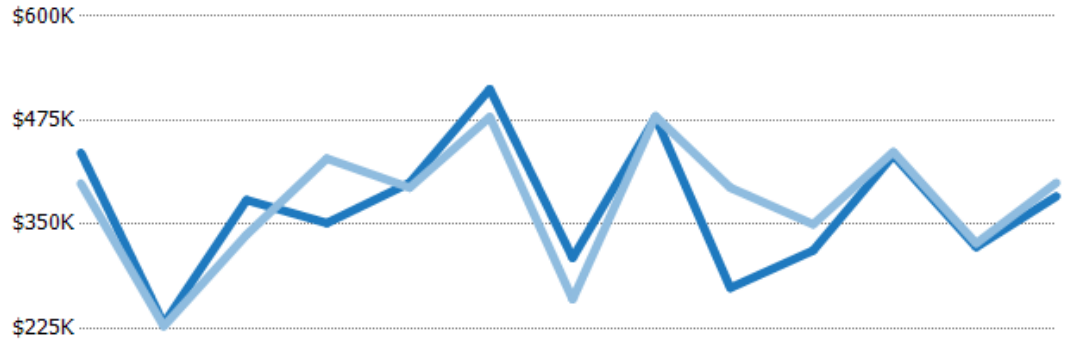
Avg Est Value	\$470K	\$359K	\$584K	\$413K	\$556K	\$558K	\$353K	\$435K	\$400K	\$443K	\$408K	\$424K	\$409K
Avg Sales Price	\$464K	\$347K	\$547K	\$519K	\$562K	\$557K	\$344K	\$487K	\$442K	\$453K	\$409K	\$451K	\$456K
Avg Sales Price as a % of Avg Est Value	99%	96%	94%	126%	101%	100%	97%	112%	110%	102%	100%	106%	111%

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



	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Median Est Value	\$436K	\$230K	\$379K	\$351K	\$400K	\$512K	\$310K	\$479K	\$274K	\$318K	\$433K	\$323K	\$384K
Median Sales Price	\$399K	\$228K	\$338K	\$429K	\$394K	\$479K	\$260K	\$480K	\$394K	\$350K	\$437K	\$327K	\$400K
Med Sales Price as a % of Med Est Value	92%	99%	89%	122%	99%	93%	84%	100%	144%	110%	101%	101%	104%