

## 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                            | Sep 2021     | Sep 2020     | + / -  | YTD 2021     | YTD 2020     | + / -  |
|--|--------------|--------------|--------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |        |              |              |        |
| New Listing Count                      | 9            | 24           | -62.5% | 140          | 164          | -14.6% |
| New Listing Volume                     | \$3,147,799  | \$12,886,400 | -75.6% | \$62,278,280 | \$77,096,075 | -19.2% |
| Active Listing Count                   | 48           | 69           | -30.4% | N/A          | N/A          |        |
| Active Listing Volume                  | \$22,766,151 | \$33,516,160 | -32.1% | N/A          | N/A          |        |
| Average Listing Price                  | \$474,295    | \$485,741    | -2.4%  | \$511,148    | \$486,436    | +5.1%  |
| Median Listing Price                   | \$389,500    | \$379,900    | +2.5%  | \$453,373    | \$345,158    | +31.4% |
| Median Days in RPR                     | 74.5         | 99           | -24.7% | 87.17        | 119.97       | -27.3% |
| Months of Inventory                    | 3.4          | 2.8          | +24.2% | 3.5          | 7.9          | -55.7% |
| Absorption Rate                        | 29.17%       | 36.23%       | -7.1%  | 28.46%       | 12.61%       | +15.8% |
| <b>Sales Activity Charts Metrics</b>   |              |              |        |              |              |        |
| New Pending Sales Count                | 4            | 36           | -88.9% | 124          | 168          | -26.2% |
| New Pending Sales Volume               | \$1,014,000  | \$21,951,400 | -95.4% | \$53,232,857 | \$74,495,067 | -28.5% |
| Pending Sales Count                    | 6            | 42           | -85.7% | N/A          | N/A          |        |
| Pending Sales Volume                   | \$1,993,000  | \$24,976,500 | -92%   | N/A          | N/A          |        |
| Closed Sales Count                     | 15           | 20           | -25%   | 116          | 107          | +8.4%  |
| Closed Sales Volume                    | \$7,588,801  | \$10,786,400 | -29.6% | \$49,102,083 | \$39,444,146 | +24.5% |
| Average Sales Price                    | \$505,920    | \$539,320    | -6.2%  | \$423,294    | \$368,637    | +14.8% |
| Median Sales Price                     | \$399,900    | \$346,500    | +15.4% | \$373,400    | \$292,023    | +27.9% |

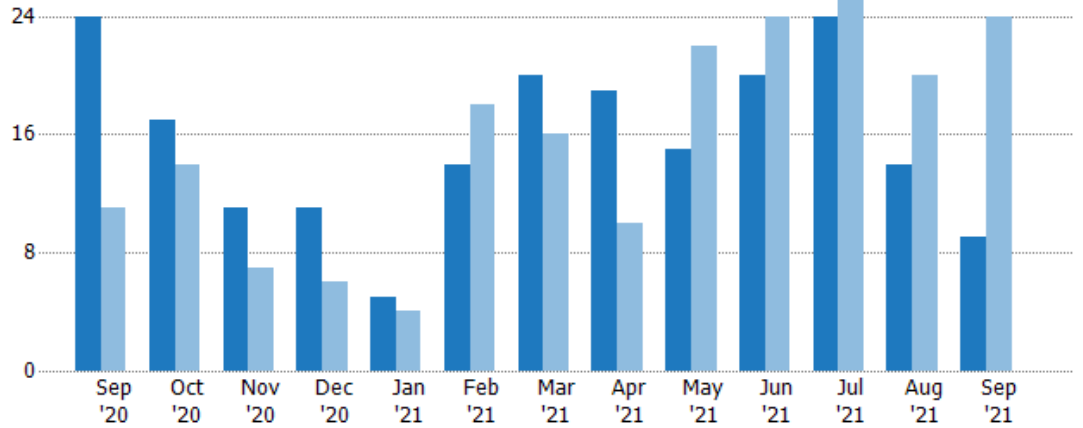
## New Listings

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. |
|------------|-------|--------|
| Sep '21    | 9     | -62.5% |
| Sep '20    | 24    | 118.2% |
| Sep '19    | 11    | 100%   |



|                                |      |     |     |     |     |      |     |     |      |      |     |      |      |
|--------------------------------|------|-----|-----|-----|-----|------|-----|-----|------|------|-----|------|------|
| Current Year                   | 24   | 17  | 11  | 11  | 5   | 14   | 20  | 19  | 15   | 20   | 24  | 14   | 9    |
| Prior Year                     | 11   | 14  | 7   | 6   | 4   | 18   | 16  | 10  | 22   | 24   | 26  | 20   | 24   |
| Percent Change from Prior Year | 118% | 21% | 57% | 83% | 25% | -22% | 25% | 90% | -32% | -17% | -8% | -30% | -63% |

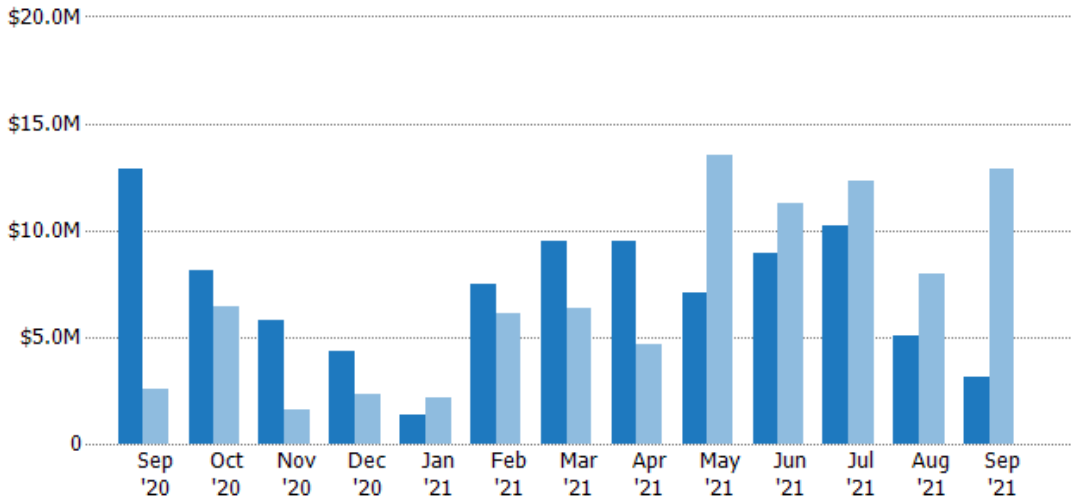
## New Listing Volume

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. |
|------------|---------|--------|
| Sep '21    | \$3.15M | -75.6% |
| Sep '20    | \$12.9M | 397.1% |
| Sep '19    | \$2.59M | 446.5% |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$12.9M | \$8.14M | \$5.79M | \$4.29M | \$1.33M | \$7.5M  | \$9.48M | \$9.52M | \$7.09M | \$8.95M | \$10.2M | \$5.04M | \$3.15M |
| Prior Year                     | \$2.59M | \$6.41M | \$1.62M | \$2.3M  | \$2.15M | \$6.12M | \$6.31M | \$4.66M | \$13.5M | \$11.3M | \$12.3M | \$7.94M | \$12.9M |
| Percent Change from Prior Year | 397%    | 27%     | 257%    | 87%     | -38%    | 23%     | 50%     | 104%    | -47%    | -21%    | -17%    | -36%    | -76%    |

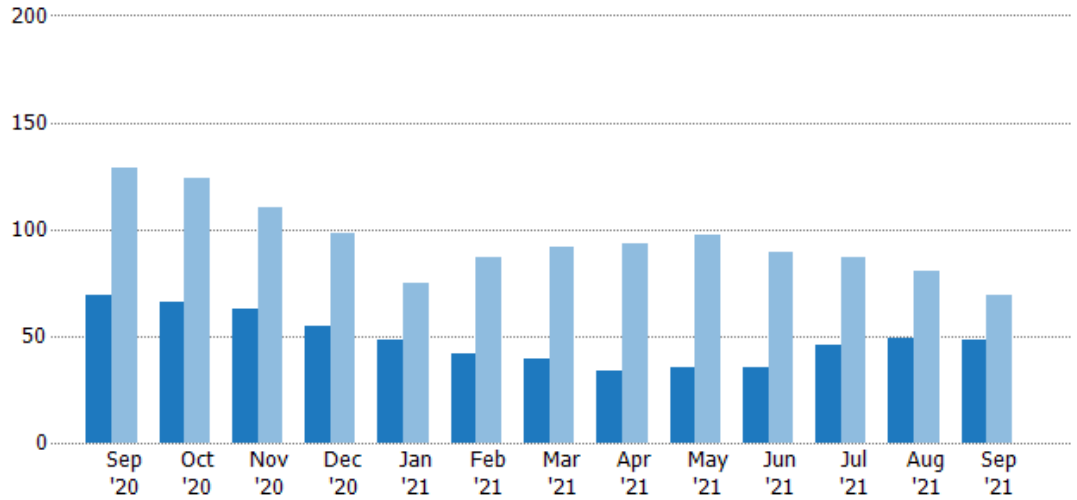
## Active Listings

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. |
|------------|-------|--------|
| Sep '21    | 48    | -30.4% |
| Sep '20    | 69    | -46.5% |
| Sep '19    | 129   | 3.9%   |



|                                | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 69      | 66      | 63      | 55      | 48      | 42      | 39      | 34      | 35      | 35      | 46      | 49      | 48      |
| Prior Year                     | 129     | 124     | 110     | 98      | 75      | 87      | 92      | 93      | 97      | 89      | 87      | 80      | 69      |
| Percent Change from Prior Year | -47%    | -47%    | -43%    | -44%    | -36%    | -52%    | -58%    | -63%    | -64%    | -61%    | -47%    | -39%    | -30%    |

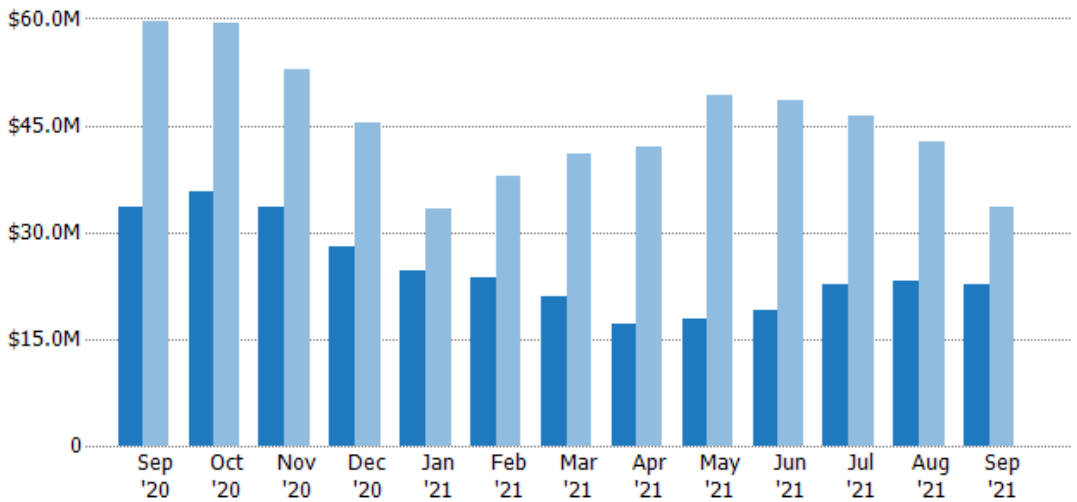
## Active Listing Volume

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. |
|------------|---------|--------|
| Sep '21    | \$22.8M | -32.1% |
| Sep '20    | \$33.5M | -43.8% |
| Sep '19    | \$59.6M | -9.1%  |



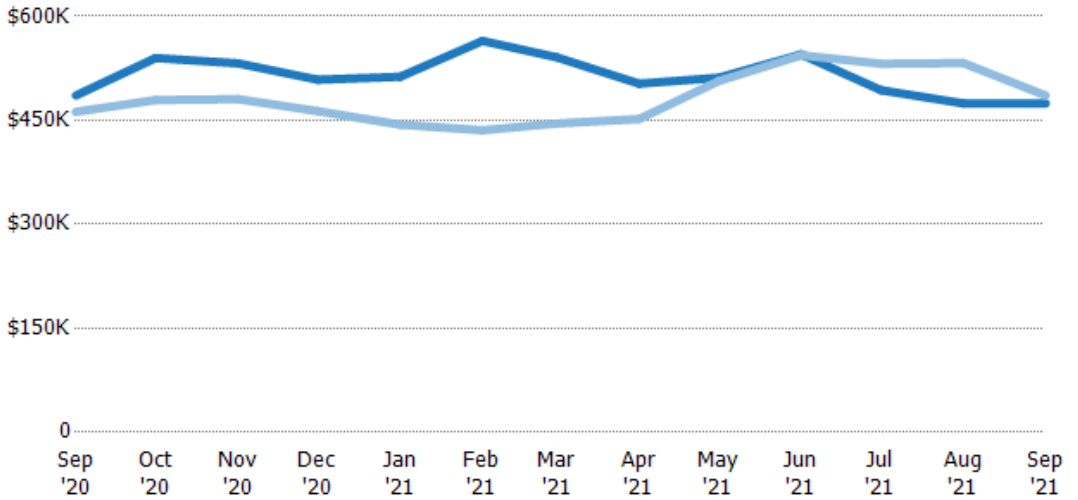
|                                | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$33.5M | \$35.6M | \$33.5M | \$28M   | \$24.6M | \$23.7M | \$21.1M | \$17.1M | \$17.9M | \$19.1M | \$22.7M | \$23.2M | \$22.8M |
| Prior Year                     | \$59.6M | \$59.4M | \$52.9M | \$45.4M | \$33.3M | \$37.9M | \$41M   | \$42M   | \$49.1M | \$48.4M | \$46.2M | \$42.6M | \$33.5M |
| Percent Change from Prior Year | -44%    | -40%    | -37%    | -38%    | -26%    | -37%    | -49%    | -59%    | -64%    | -61%    | -51%    | -45%    | -32%    |

## 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



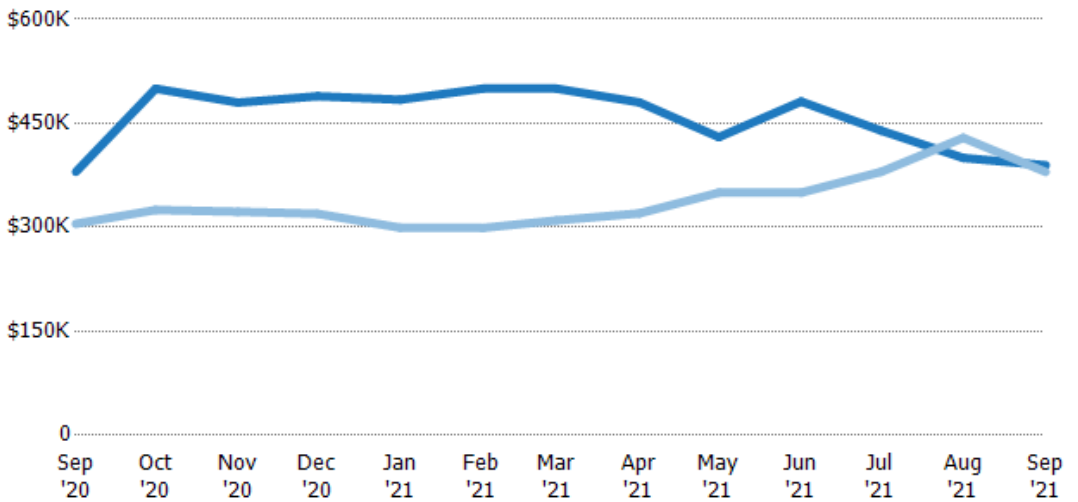
|                                | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$486K  | \$540K  | \$532K  | \$509K  | \$513K  | \$564K  | \$541K  | \$503K  | \$511K  | \$545K  | \$493K  | \$474K  | \$474K  |
| Prior Year                     | \$462K  | \$479K  | \$481K  | \$463K  | \$444K  | \$436K  | \$445K  | \$452K  | \$507K  | \$544K  | \$532K  | \$533K  | \$486K  |
| Percent Change from Prior Year | 5%      | 13%     | 11%     | 10%     | 16%     | 30%     | 21%     | 11%     | 1%      | 0%      | -7%     | -11%    | -2%     |

## 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



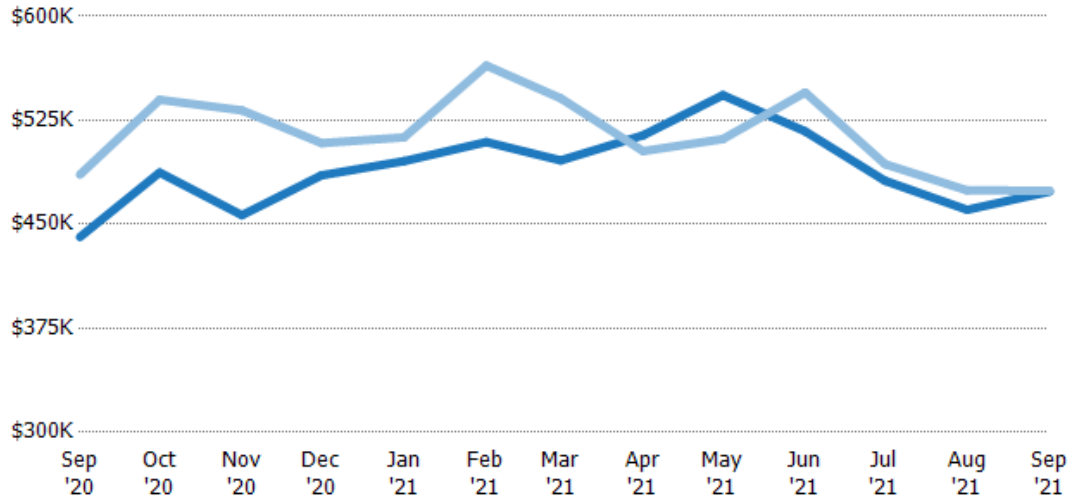
|                                | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$380K  | \$500K  | \$480K  | \$489K  | \$484K  | \$500K  | \$500K  | \$480K  | \$430K  | \$481K  | \$440K  | \$400K  | \$390K  |
| Prior Year                     | \$305K  | \$325K  | \$322K  | \$320K  | \$300K  | \$299K  | \$310K  | \$320K  | \$350K  | \$350K  | \$380K  | \$429K  | \$380K  |
| Percent Change from Prior Year | 25%     | 54%     | 49%     | 53%     | 62%     | 67%     | 61%     | 50%     | 23%     | 38%     | 16%     | -7%     | 3%      |

## 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



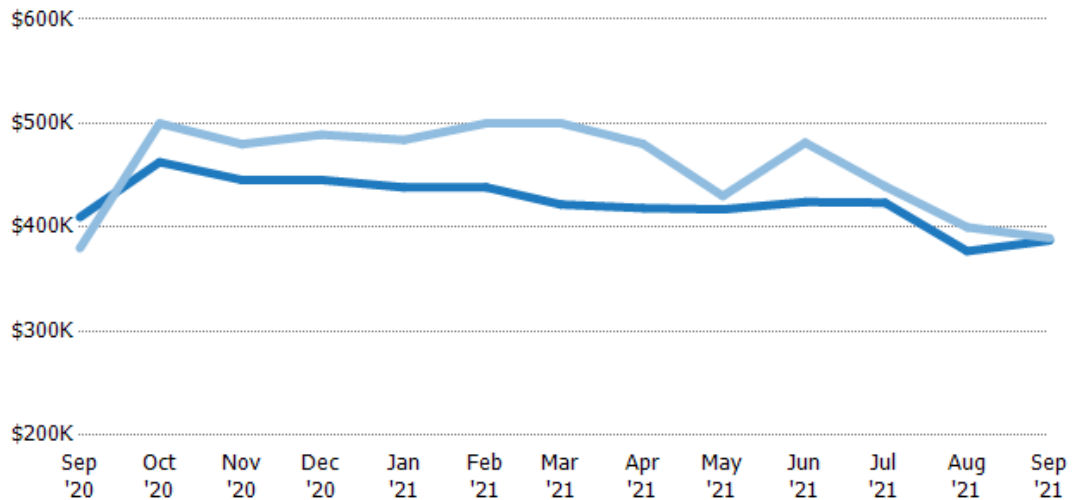
|   | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$441K  | \$487K  | \$457K  | \$485K  | \$496K  | \$509K  | \$496K  | \$514K  | \$543K  | \$517K  | \$481K  | \$460K  | \$474K  |
| Avg Listing Price                         | \$486K  | \$540K  | \$532K  | \$509K  | \$513K  | \$564K  | \$541K  | \$503K  | \$511K  | \$545K  | \$493K  | \$474K  | \$474K  |
| Avg Listing Price as a % of Avg Est Value | 110%    | 111%    | 117%    | 105%    | 103%    | 111%    | 109%    | 98%     | 94%     | 105%    | 102%    | 103%    | 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



|   | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$410K  | \$463K  | \$446K  | \$446K  | \$438K  | \$438K  | \$422K  | \$418K  | \$417K  | \$424K  | \$424K  | \$377K  | \$387K  |
| Median Listing Price                      | \$380K  | \$500K  | \$480K  | \$489K  | \$484K  | \$500K  | \$500K  | \$480K  | \$430K  | \$481K  | \$440K  | \$400K  | \$390K  |
| Med Listing Price as a % of Med Est Value | 93%     | 108%    | 108%    | 110%    | 110%    | 114%    | 118%    | 115%    | 103%    | 113%    | 104%    | 106%    | 101%    |

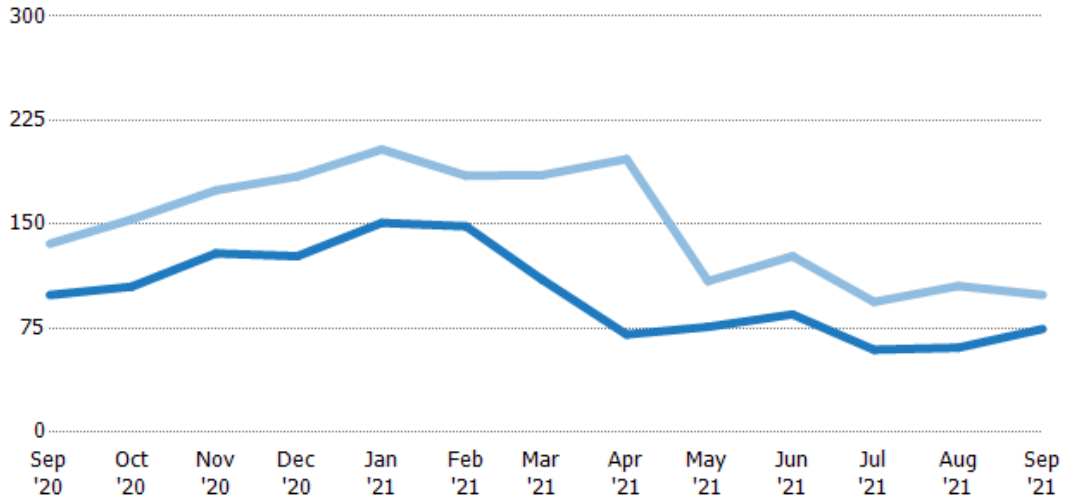
## Median Days in RPR

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. |
|------------|------|--------|
| Sep '21    | 74.5 | -24.7% |
| Sep '20    | 99   | -27.2% |
| Sep '19    | 136  | -30.9% |



|                                | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 99      | 105     | 129     | 127     | 151     | 149     | 110     | 70.5    | 76      | 85      | 59.5    | 61      | 74.5    |
| Prior Year                     | 136     | 154     | 175     | 185     | 204     | 185     | 186     | 197     | 109     | 127     | 94      | 106     | 99      |
| Percent Change from Prior Year | -27%    | -32%    | -26%    | -31%    | -26%    | -20%    | -41%    | -64%    | -30%    | -33%    | -37%    | -42%    | -25%    |

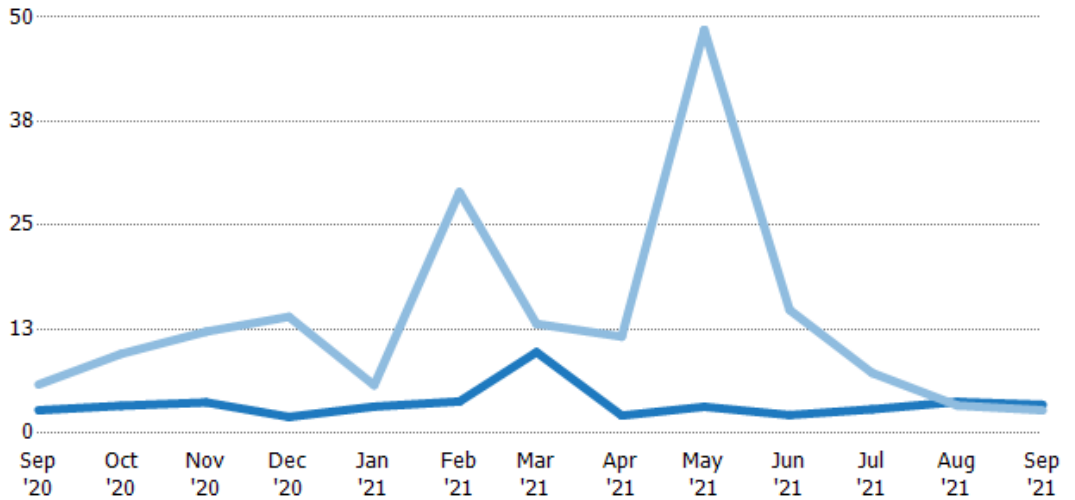
## Months of Inventory

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. |
|------------|--------|--------|
| Sep '21    | 3.43   | 24.2%  |
| Sep '20    | 2.76   | -52.9% |
| Sep '19    | 5.86   | 27%    |



|                                | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 2.76    | 3.3     | 3.71    | 1.96    | 3.2     | 3.82    | 9.75    | 2.13    | 3.18    | 2.19    | 2.88    | 3.77    | 3.43    |
| Prior Year                     | 5.86    | 9.54    | 12.2    | 14      | 5.77    | 29      | 13.1    | 11.6    | 48.5    | 14.8    | 7.25    | 3.33    | 2.76    |
| Percent Change from Prior Year | -53%    | -65%    | -70%    | -86%    | -45%    | -87%    | -26%    | -82%    | -93%    | -85%    | -60%    | 13%     | 24%     |

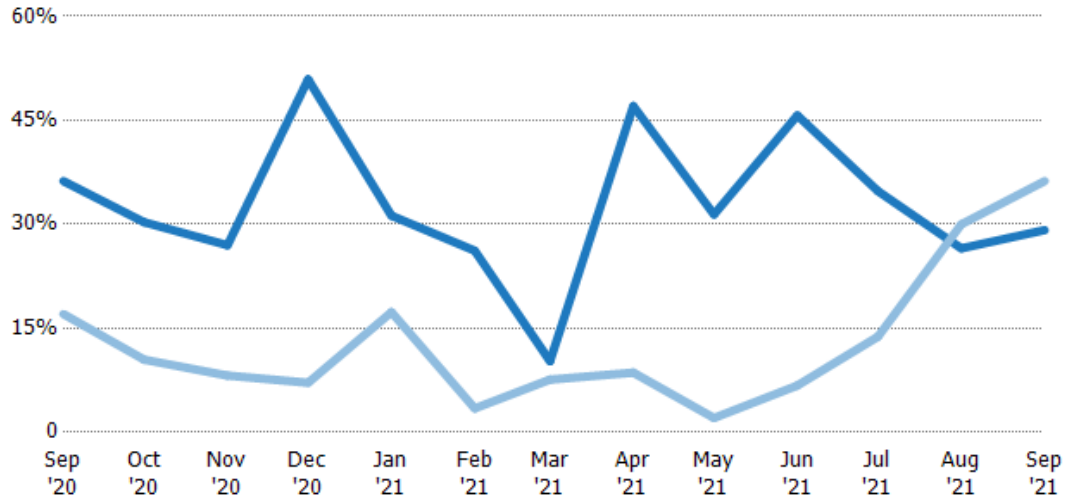
## Absorption Rate

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.   |
|------------|------|--------|
| Sep '21    | 29%  | 7.1%   |
| Sep '20    | 36%  | -19.2% |
| Sep '19    | 17%  | -21.2% |



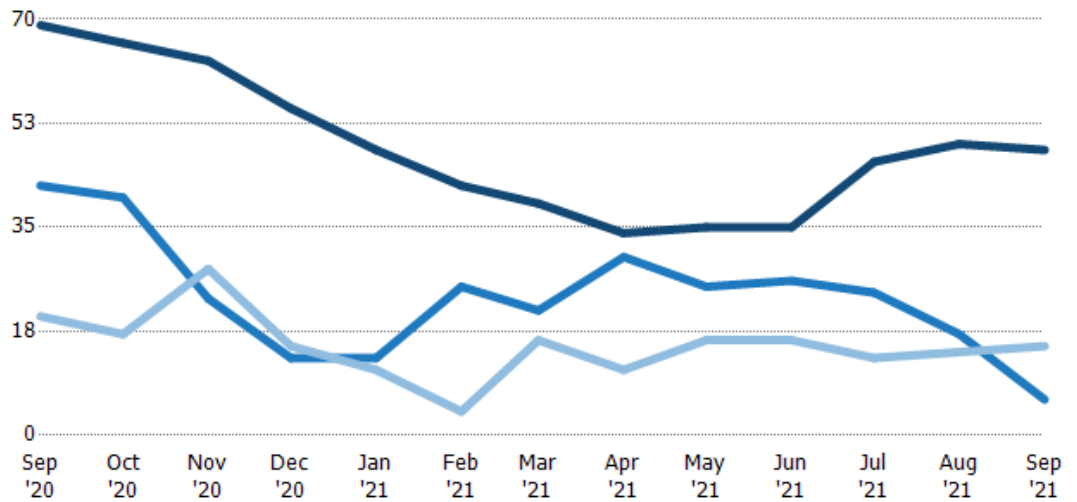
|                        |      |      |      |      |      |      |     |      |      |      |      |     |     |
|------------------------|------|------|------|------|------|------|-----|------|------|------|------|-----|-----|
| Current Year           | 36%  | 30%  | 27%  | 51%  | 31%  | 26%  | 10% | 47%  | 31%  | 46%  | 35%  | 27% | 29% |
| Prior Year             | 17%  | 10%  | 8%   | 7%   | 17%  | 3%   | 8%  | 9%   | 2%   | 7%   | 14%  | 30% | 36% |
| Change from Prior Year | -19% | -20% | -19% | -44% | -14% | -23% | -3% | -38% | -29% | -39% | -21% | 3%  | 7%  |

## 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  | 69 | 66 | 63 | 55 | 48 | 42 | 39 | 34 | 35 | 35 | 46 | 49 | 48 |
| Pending | 42 | 40 | 23 | 13 | 13 | 25 | 21 | 30 | 25 | 26 | 24 | 17 | 6  |
| Sold    | 20 | 17 | 28 | 15 | 11 | 4  | 16 | 11 | 16 | 16 | 13 | 14 | 15 |

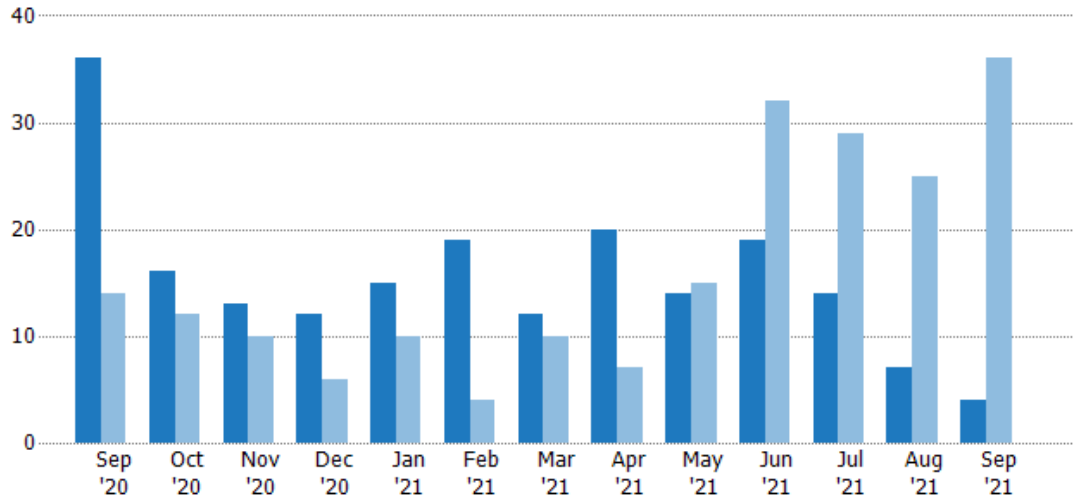
## New Pending Sales

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. |
|------------|-------|--------|
| Sep '21    | 4     | -88.9% |
| Sep '20    | 36    | 157.1% |
| Sep '19    | 14    | -21.4% |



|                                |      |     |     |      |     |      |     |      |     |      |      |      |      |
|--------------------------------|------|-----|-----|------|-----|------|-----|------|-----|------|------|------|------|
| Current Year                   | 36   | 16  | 13  | 12   | 15  | 19   | 12  | 20   | 14  | 19   | 14   | 7    | 4    |
| Prior Year                     | 14   | 12  | 10  | 6    | 10  | 4    | 10  | 7    | 15  | 32   | 29   | 25   | 36   |
| Percent Change from Prior Year | 157% | 33% | 30% | 100% | 50% | 375% | 20% | 186% | -7% | -41% | -52% | -72% | -89% |

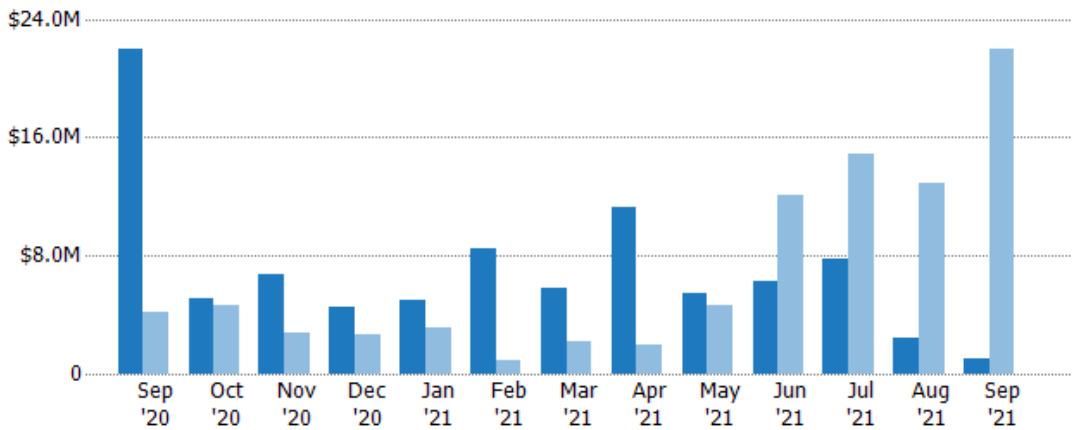
## New Pending Sales Volume

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. |
|------------|---------|--------|
| Sep '21    | \$1.01M | -95.4% |
| Sep '20    | \$22M   | 430.5% |
| Sep '19    | \$4.14M | 36.2%  |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$22M   | \$5.11M | \$6.71M | \$4.54M | \$4.93M | \$8.42M | \$5.82M | \$11.2M | \$5.41M | \$6.28M | \$7.73M | \$2.41M | \$1.01M |
| Prior Year                     | \$4.14M | \$4.6M  | \$2.83M | \$2.62M | \$3.1M  | \$861K  | \$2.16M | \$1.95M | \$4.59M | \$12.1M | \$14.9M | \$12.9M | \$22M   |
| Percent Change from Prior Year | 430%    | 11%     | 137%    | 73%     | 59%     | 878%    | 169%    | 476%    | 18%     | -48%    | -48%    | -81%    | -95%    |



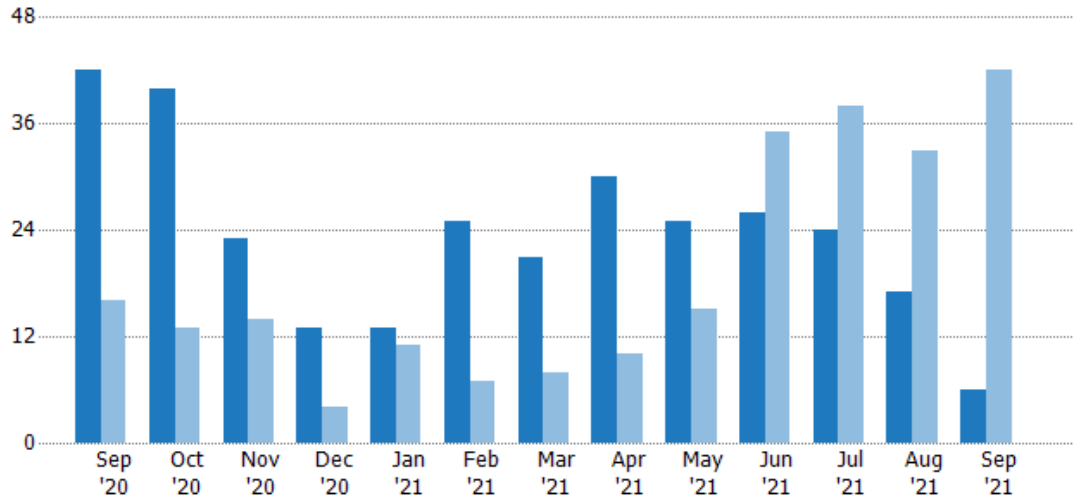
## Pending Sales

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. |
|------------|-------|--------|
| Sep '21    | 6     | -85.7% |
| Sep '20    | 42    | 162.5% |
| Sep '19    | 16    | 18.8%  |



|                                |      |      |     |      |     |      |      |      |     |      |      |      |      |
|--------------------------------|------|------|-----|------|-----|------|------|------|-----|------|------|------|------|
| Current Year                   | 42   | 40   | 23  | 13   | 13  | 25   | 21   | 30   | 25  | 26   | 24   | 17   | 6    |
| Prior Year                     | 16   | 13   | 14  | 4    | 11  | 7    | 8    | 10   | 15  | 35   | 38   | 33   | 42   |
| Percent Change from Prior Year | 163% | 208% | 64% | 225% | 18% | 257% | 163% | 200% | 67% | -26% | -37% | -48% | -86% |

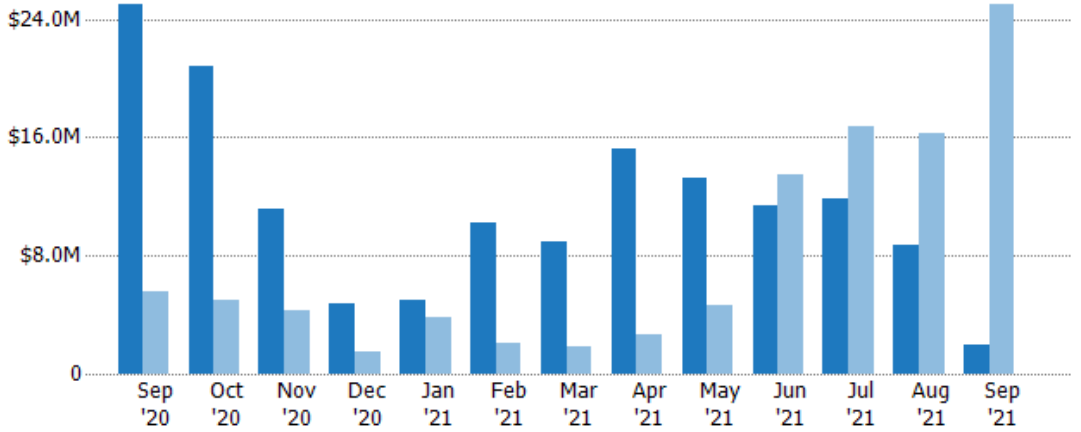
## Pending Sales Volume

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. |
|------------|---------|--------|
| Sep '21    | \$1.99M | -92%   |
| Sep '20    | \$25M   | 349%   |
| Sep '19    | \$5.56M | 43.7%  |



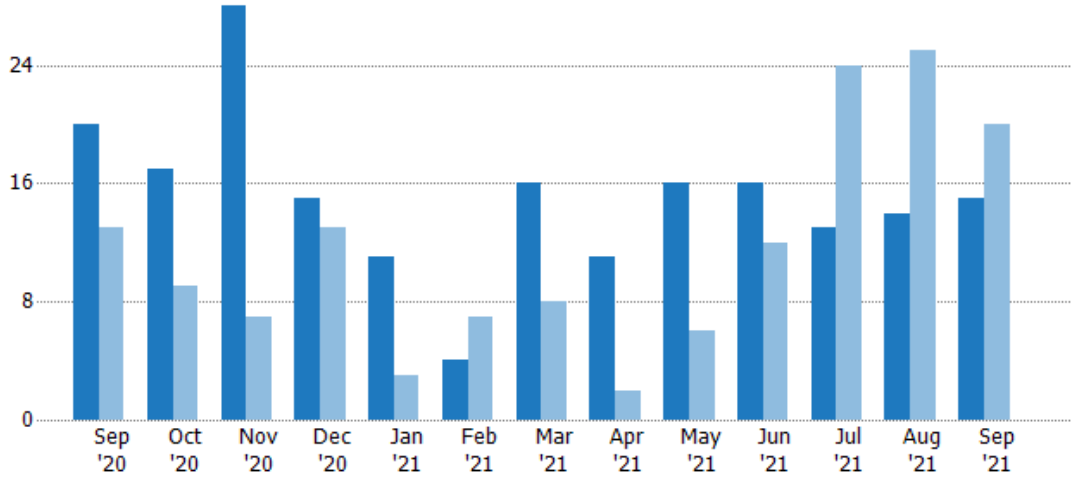
|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$25M   | \$20.8M | \$11.1M | \$4.76M | \$4.97M | \$10.2M | \$8.99M | \$15.2M | \$13.2M | \$11.4M | \$11.8M | \$8.71M | \$1.99M |
| Prior Year                     | \$5.56M | \$4.94M | \$4.32M | \$1.51M | \$3.82M | \$2.02M | \$1.9M  | \$2.64M | \$4.68M | \$13.5M | \$16.7M | \$16.3M | \$25M   |
| Percent Change from Prior Year | 349%    | 321%    | 157%    | 216%    | 30%     | 407%    | 373%    | 476%    | 182%    | -16%    | -29%    | -47%    | -92%    |

## 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



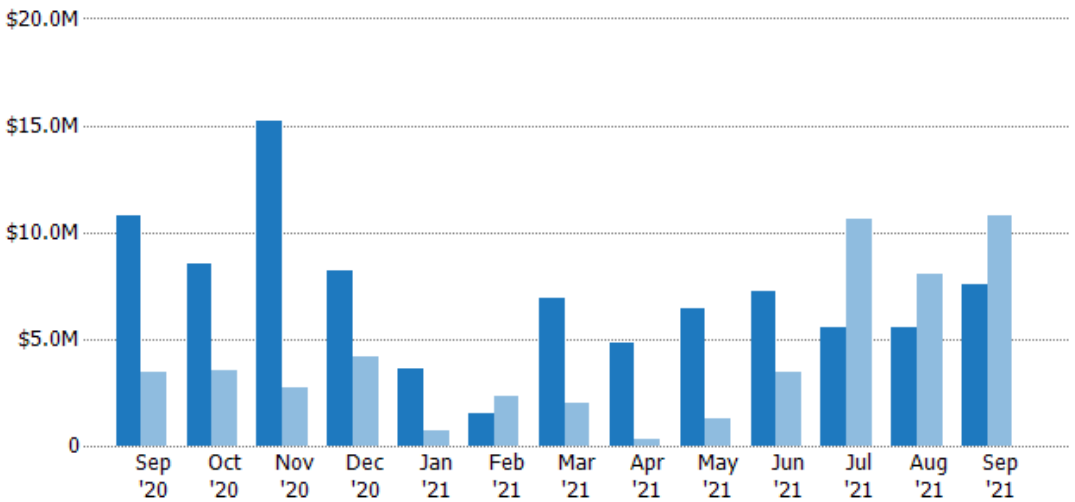
|                                | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 20      | 17      | 28      | 15      | 11      | 4       | 16      | 11      | 16      | 16      | 13      | 14      | 15      |
| Prior Year                     | 13      | 9       | 7       | 13      | 3       | 7       | 8       | 2       | 6       | 12      | 24      | 25      | 20      |
| Percent Change from Prior Year | 54%     | 89%     | 300%    | 15%     | 267%    | -43%    | 100%    | 450%    | 167%    | 33%     | -46%    | -44%    | -25%    |

## 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



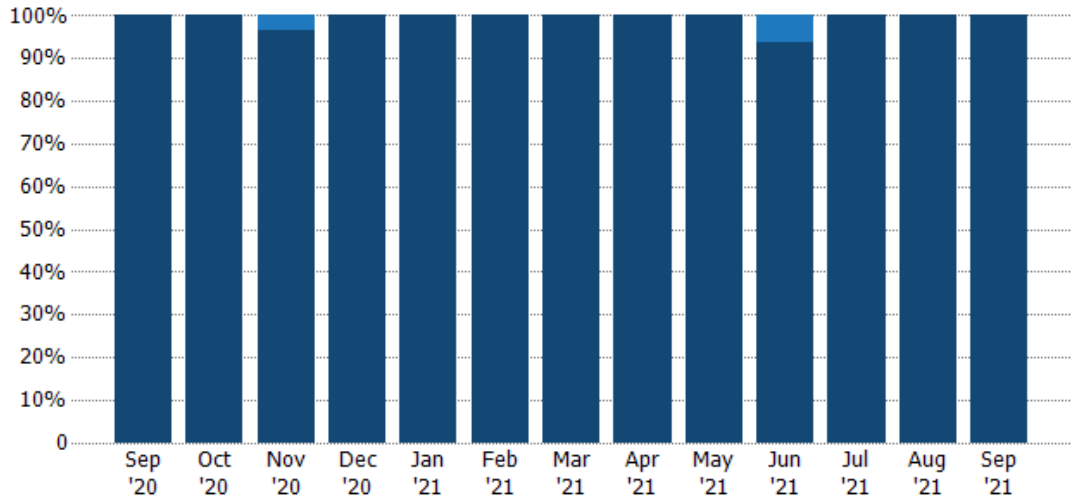
|                                | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$10.8M | \$8.54M | \$15.2M | \$8.2M  | \$3.65M | \$1.49M | \$6.89M | \$4.82M | \$6.44M | \$7.21M | \$5.51M | \$5.51M | \$7.59M |
| Prior Year                     | \$3.43M | \$3.52M | \$2.74M | \$4.16M | \$721K  | \$2.32M | \$1.99M | \$302K  | \$1.24M | \$3.44M | \$10.6M | \$8.06M | \$10.8M |
| Percent Change from Prior Year | 214%    | 143%    | 455%    | 97%     | 406%    | -36%    | 245%    | 1,498%  | 418%    | 110%    | -48%    | -32%    | -30%    |

## 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% | 96% | 100% | 100% | 100% | 100% | 100% | 100% | 94% | 100% | 100% | 100% |

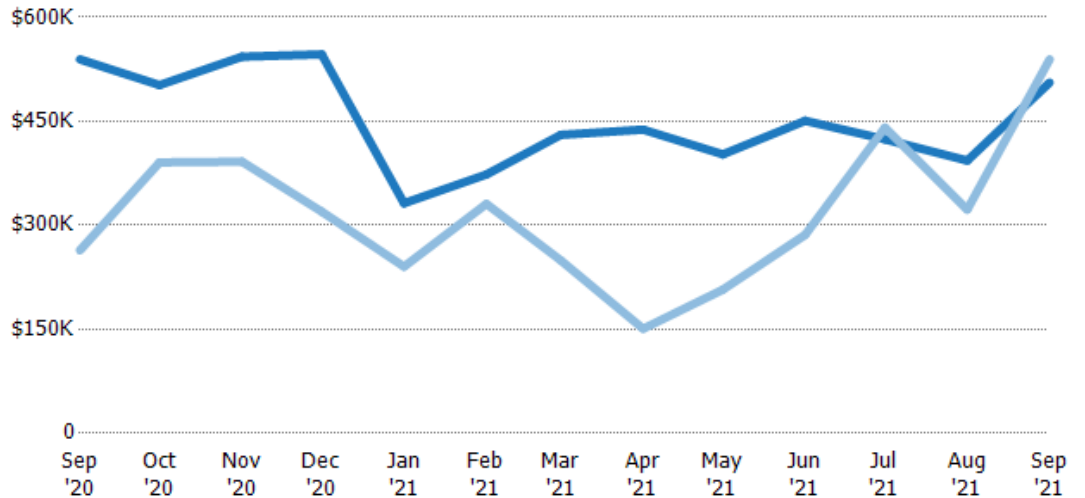
## Average Sales Price

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. |
|------------|--------|--------|
| Sep '21    | \$506K | -6.2%  |
| Sep '20    | \$539K | 104.4% |
| Sep '19    | \$264K | 49.8%  |



|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$539K | \$502K | \$543K | \$547K | \$332K | \$373K | \$430K | \$438K | \$402K | \$451K | \$424K | \$393K | \$506K |
| Prior Year                     | \$264K | \$391K | \$392K | \$320K | \$240K | \$331K | \$249K | \$151K | \$207K | \$286K | \$441K | \$323K | \$539K |
| Percent Change from Prior Year | 104%   | 29%    | 39%    | 71%    | 38%    | 13%    | 73%    | 191%   | 94%    | 57%    | -4%    | 22%    | -6%    |

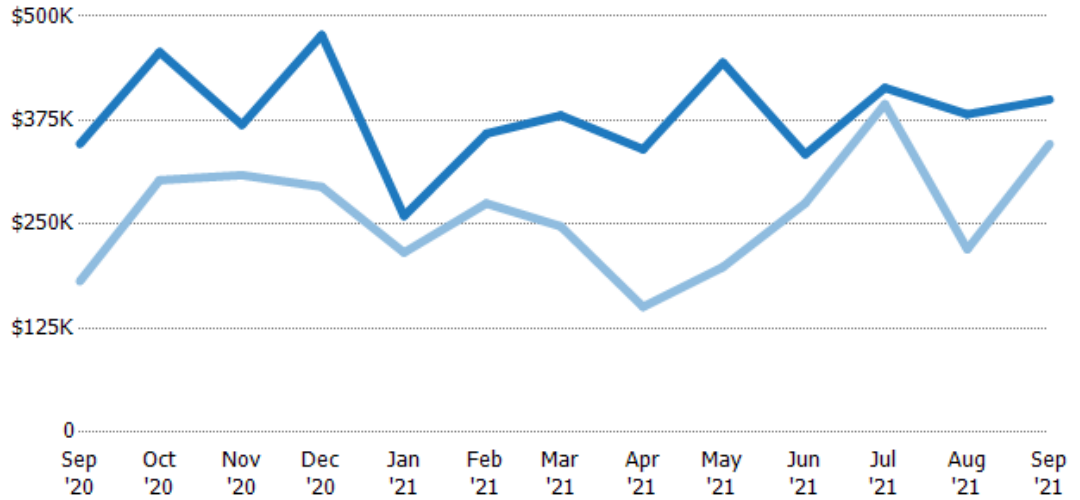
## Median Sales Price

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. |
|------------|--------|--------|
| Sep '21    | \$400K | 15.4%  |
| Sep '20    | \$347K | 90.9%  |
| Sep '19    | \$182K | 46.3%  |



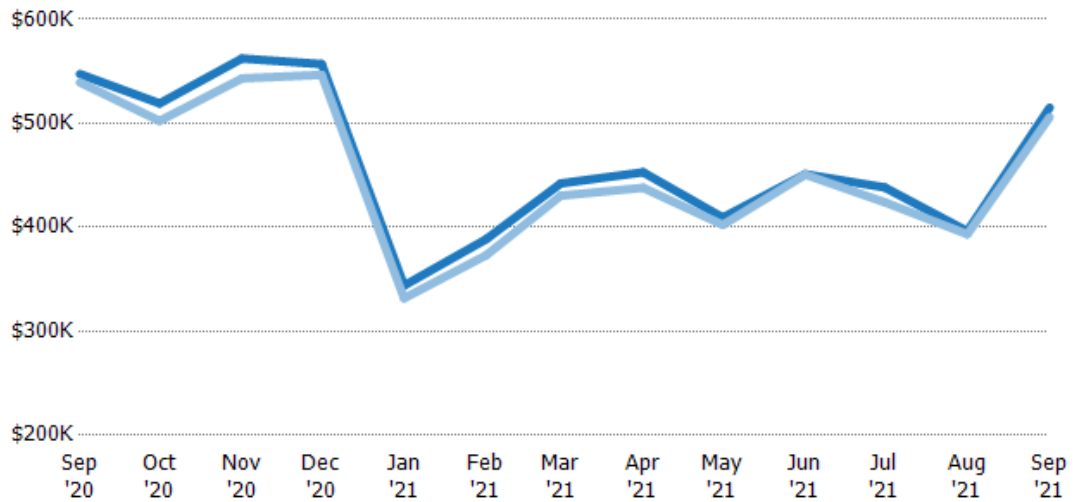
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year                   | \$347K | \$457K | \$370K | \$478K | \$260K | \$359K | \$381K | \$340K | \$445K | \$334K | \$414K | \$382K | \$400K |
| Prior Year                     | \$182K | \$303K | \$309K | \$295K | \$216K | \$275K | \$248K | \$151K | \$199K | \$275K | \$395K | \$220K | \$347K |
| Percent Change from Prior Year | 91%    | 51%    | 20%    | 62%    | 20%    | 31%    | 54%    | 126%   | 124%   | 21%    | 5%     | 74%    | 15%    |

## 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



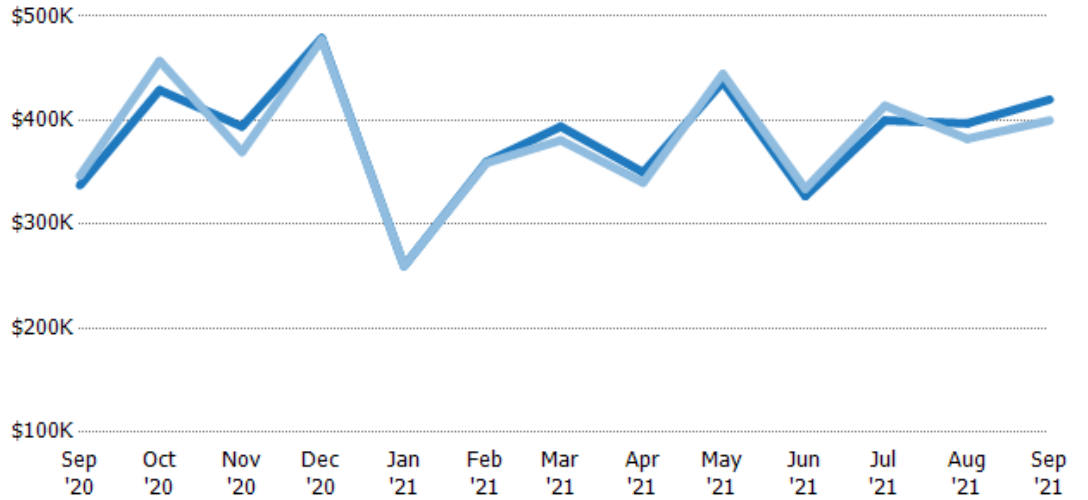
|  |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Avg List Price                           | \$547K | \$519K | \$562K | \$557K | \$344K | \$389K | \$442K | \$453K | \$409K | \$451K | \$438K | \$396K | \$515K |
| Avg Sales Price                          | \$539K | \$502K | \$543K | \$547K | \$332K | \$373K | \$430K | \$438K | \$402K | \$451K | \$424K | \$393K | \$506K |
| Avg Sales Price as a % of Avg List Price | 99%    | 97%    | 97%    | 98%    | 96%    | 96%    | 97%    | 97%    | 98%    | 100%   | 97%    | 99%    | 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



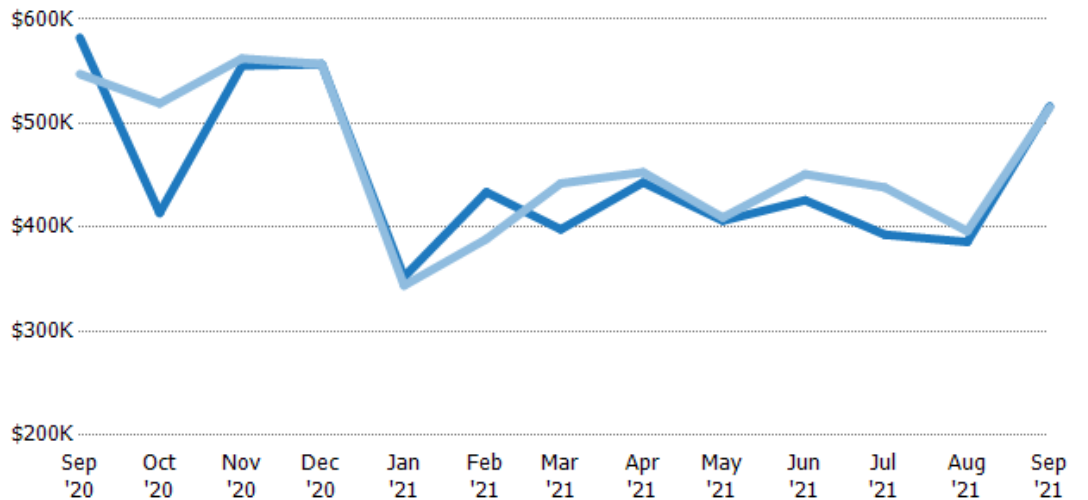
|  | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$338K  | \$429K  | \$394K  | \$479K  | \$260K  | \$360K  | \$394K  | \$350K  | \$437K  | \$327K  | \$400K  | \$397K  | \$420K  |
| Median Sales Price                       | \$347K  | \$457K  | \$370K  | \$478K  | \$260K  | \$359K  | \$381K  | \$340K  | \$445K  | \$334K  | \$414K  | \$382K  | \$400K  |
| Med Sales Price as a % of Med List Price | 103%    | 107%    | 94%     | 100%    | 100%    | 100%    | 97%     | 97%     | 102%    | 102%    | 104%    | 96%     | 95%     |

## 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



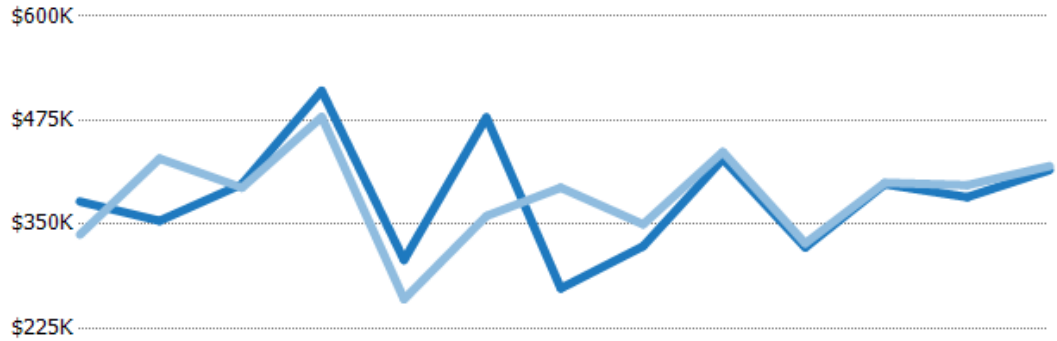
|   | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$582K  | \$414K  | \$555K  | \$557K  | \$352K  | \$434K  | \$398K  | \$443K  | \$406K  | \$426K  | \$393K  | \$386K  | \$516K  |
| Avg Sales Price                         | \$547K  | \$519K  | \$562K  | \$557K  | \$344K  | \$389K  | \$442K  | \$453K  | \$409K  | \$451K  | \$438K  | \$396K  | \$515K  |
| Avg Sales Price as a % of Avg Est Value | 94%     | 125%    | 101%    | 100%    | 98%     | 90%     | 111%    | 102%    | 101%    | 106%    | 112%    | 103%    | 100%    |

## 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



|   | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 | Jul '21 | Aug '21 | Sep '21 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$377K  | \$354K  | \$398K  | \$511K  | \$307K  | \$478K  | \$273K  | \$324K  | \$428K  | \$322K  | \$398K  | \$383K  | \$415K  |
| Median Sales Price                      | \$338K  | \$429K  | \$394K  | \$479K  | \$260K  | \$360K  | \$394K  | \$350K  | \$437K  | \$327K  | \$400K  | \$397K  | \$420K  |
| Med Sales Price as a % of Med Est Value | 89%     | 121%    | 99%     | 94%     | 85%     | 75%     | 144%    | 108%    | 102%    | 102%    | 100%    | 104%    | 101%    |