

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

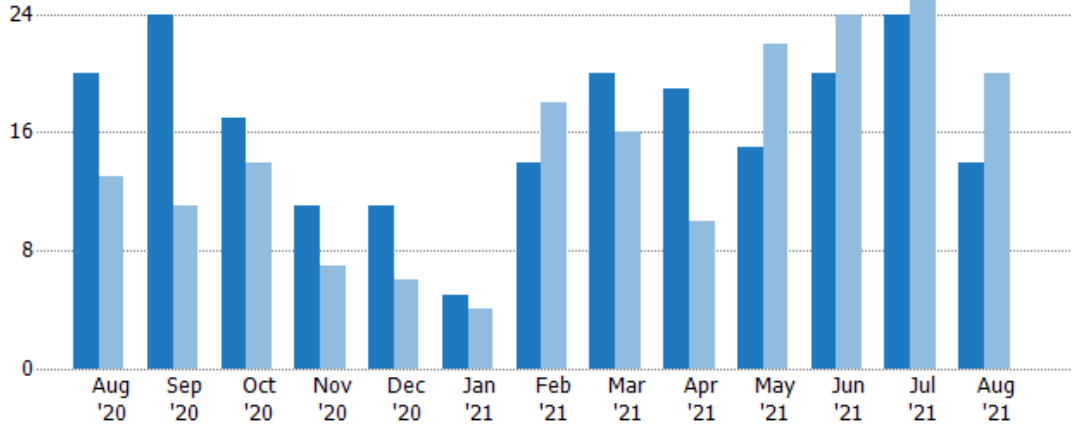
Key Metrics	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	20	-30%	131	140	-6.4%
New Listing Volume	\$5,044,600	\$7,941,000	-36.5%	\$59,130,481	\$64,209,675	-7.9%
Active Listing Count	49	80	-38.8%	N/A	N/A	
Active Listing Volume	\$23,245,884	\$42,604,360	-45.4%	N/A	N/A	
Average Listing Price	\$474,406	\$532,555	-10.9%	\$516,541	\$486,504	+6.2%
Median Listing Price	\$400,000	\$429,000	-6.8%	\$462,721	\$341,733	+35.4%
Median Days in RPR	61	105.5	-42.2%	89.05	124.79	-28.6%
Months of Inventory	3.8	3.3	+13.1%	3.8	8.3	-54.8%
Absorption Rate	26.53%	30%	-3.5%	26.52%	12%	+14.5%
Sales Activity Charts Metrics						
New Pending Sales Count	7	25	-72%	120	132	-9.1%
New Pending Sales Volume	\$2,411,900	\$12,903,200	-81.3%	\$52,218,857	\$52,543,667	-0.6%
Pending Sales Count	17	33	-48.5%	N/A	N/A	
Pending Sales Volume	\$8,706,300	\$16,325,700	-46.7%	N/A	N/A	
Closed Sales Count	14	25	-44%	101	87	+16.1%
Closed Sales Volume	\$5,506,350	\$8,064,950	-31.7%	\$41,513,282	\$28,657,746	+44.9%
Average Sales Price	\$393,311	\$322,598	+21.9%	\$411,023	\$329,399	+24.8%
Median Sales Price	\$382,175	\$220,000	+73.7%	\$369,465	\$279,500	+32.2%

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



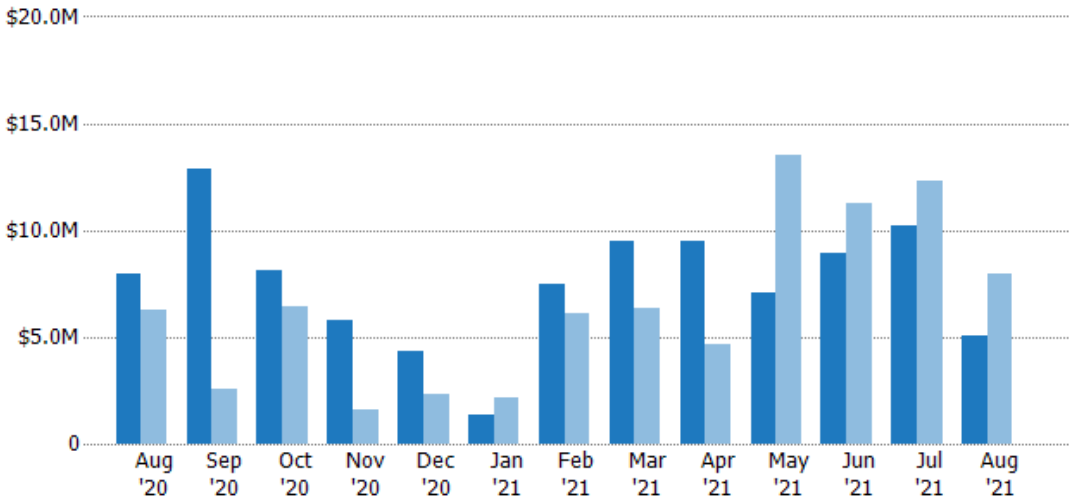
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	20	24	17	11	11	5	14	20	19	15	20	24	14
Prior Year	13	11	14	7	6	4	18	16	10	22	24	26	20
Percent Change from Prior Year	54%	118%	21%	57%	83%	25%	-22%	25%	90%	-32%	-17%	-8%	-30%

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



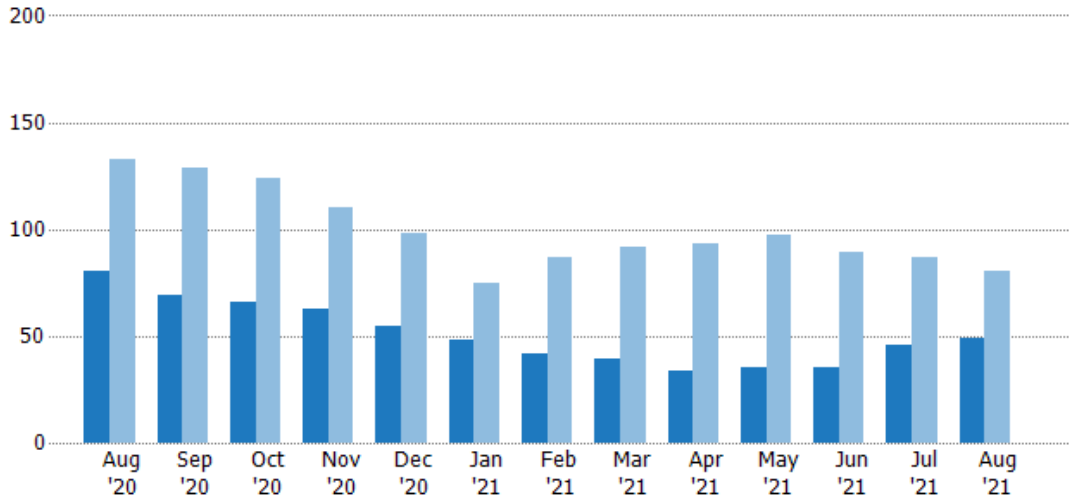
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$7.94M	\$12.9M	\$8.14M	\$5.79M	\$4.29M	\$1.33M	\$7.5M	\$9.48M	\$9.52M	\$7.09M	\$8.95M	\$10.2M	\$5.04M
Prior Year	\$6.26M	\$2.59M	\$6.41M	\$1.62M	\$2.3M	\$2.15M	\$6.12M	\$6.31M	\$4.66M	\$13.5M	\$11.3M	\$12.3M	\$7.94M
Percent Change from Prior Year	27%	397%	27%	257%	87%	-38%	23%	50%	104%	-47%	-21%	-17%	-36%

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



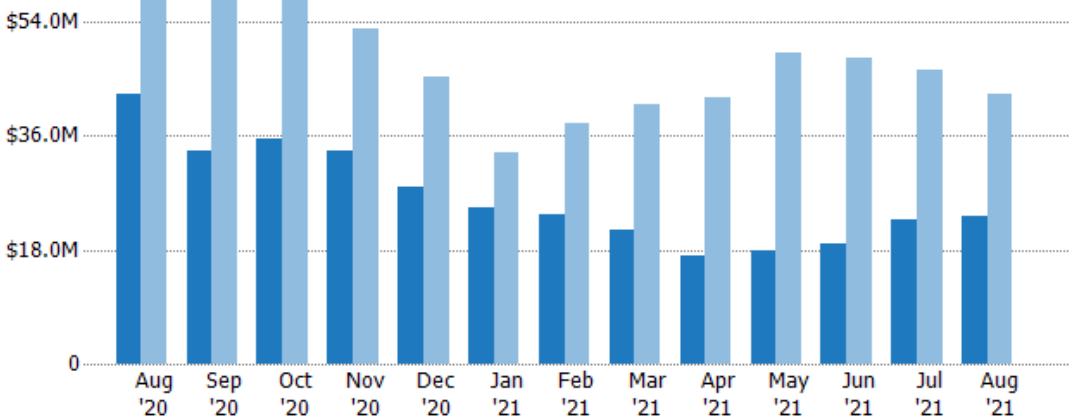
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	80	69	66	63	55	48	42	39	34	35	35	46	49
Prior Year	133	129	124	110	98	75	87	92	93	97	89	87	80
Percent Change from Prior Year	-40%	-47%	-47%	-43%	-44%	-36%	-52%	-58%	-63%	-64%	-61%	-47%	-39%

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



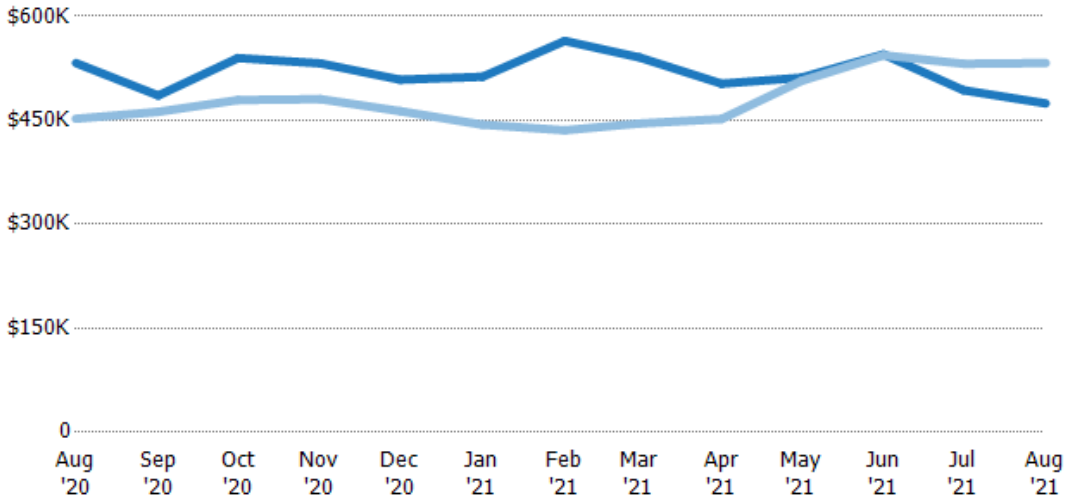
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$42.6M	\$33.5M	\$35.6M	\$33.5M	\$28M	\$24.6M	\$23.7M	\$21.1M	\$17.1M	\$17.9M	\$19.1M	\$22.7M	\$23.2M
Prior Year	\$60.1M	\$59.6M	\$59.4M	\$52.9M	\$45.4M	\$33.3M	\$37.9M	\$41M	\$42M	\$49.1M	\$48.4M	\$46.2M	\$42.6M
Percent Change from Prior Year	-29%	-44%	-40%	-37%	-38%	-26%	-37%	-49%	-59%	-64%	-61%	-51%	-45%

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



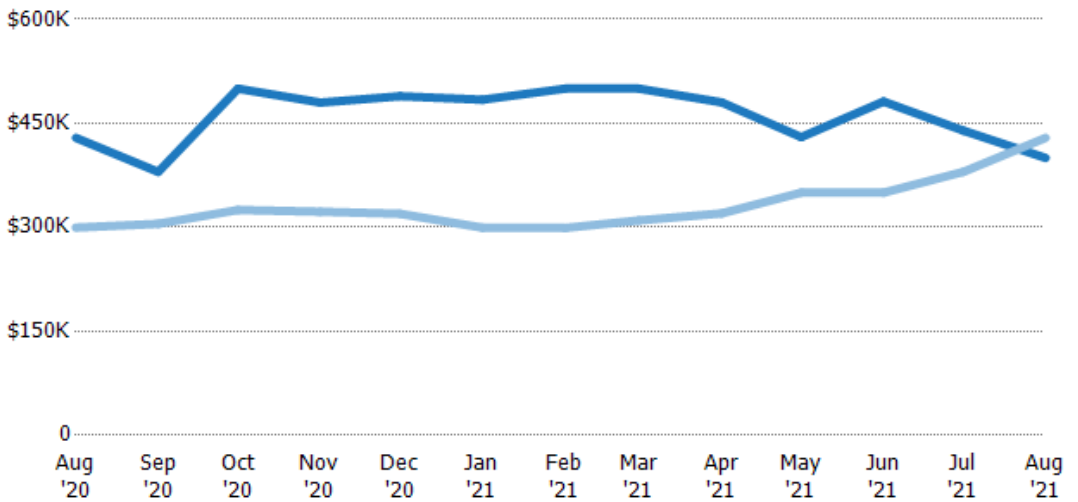
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$533K	\$486K	\$540K	\$532K	\$509K	\$513K	\$564K	\$541K	\$503K	\$511K	\$545K	\$493K	\$474K
Prior Year	\$452K	\$462K	\$479K	\$481K	\$463K	\$444K	\$436K	\$445K	\$452K	\$507K	\$544K	\$532K	\$533K
Percent Change from Prior Year	18%	5%	13%	11%	10%	16%	30%	21%	11%	1%	0%	-7%	-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



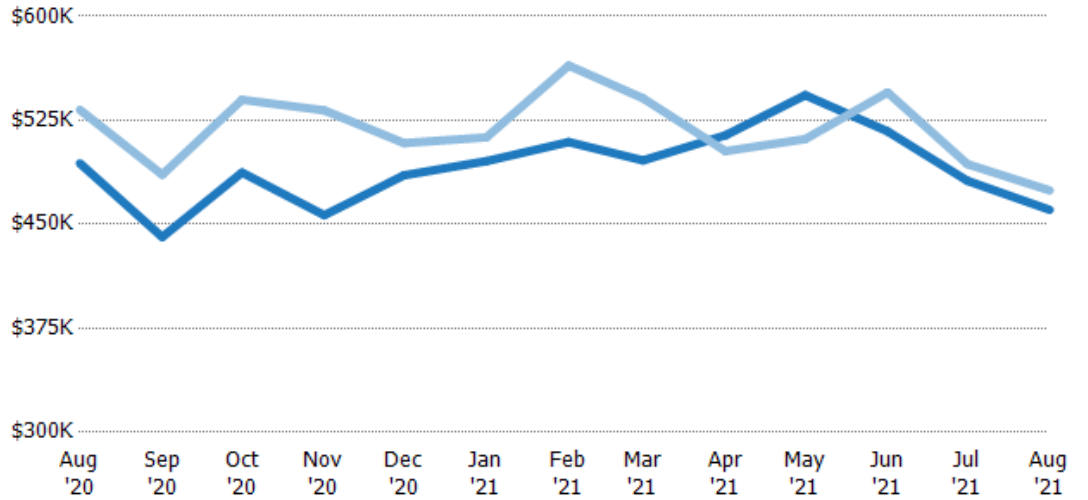
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$429K	\$380K	\$500K	\$480K	\$489K	\$484K	\$500K	\$500K	\$480K	\$430K	\$481K	\$440K	\$400K
Prior Year	\$300K	\$305K	\$325K	\$322K	\$320K	\$300K	\$299K	\$310K	\$320K	\$350K	\$350K	\$380K	\$429K
Percent Change from Prior Year	43%	25%	54%	49%	53%	62%	67%	61%	50%	23%	38%	16%	-7%

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



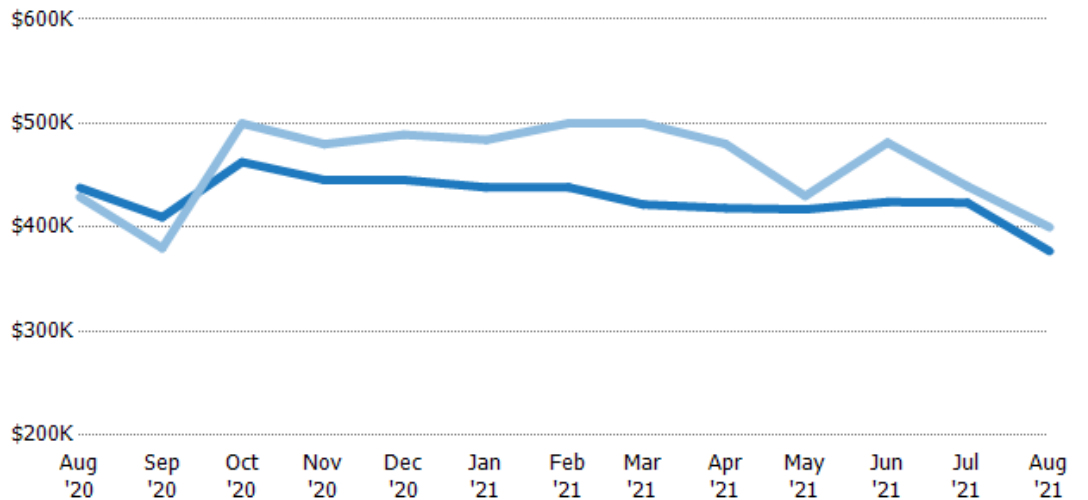
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$494K	\$441K	\$487K	\$457K	\$485K	\$496K	\$509K	\$496K	\$514K	\$543K	\$517K	\$481K	\$460K
Avg Listing Price	\$533K	\$486K	\$540K	\$532K	\$509K	\$513K	\$564K	\$541K	\$503K	\$511K	\$545K	\$493K	\$474K
Avg Listing Price as a % of Avg Est Value	108%	110%	111%	117%	105%	103%	111%	109%	98%	94%	105%	102%	103%

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



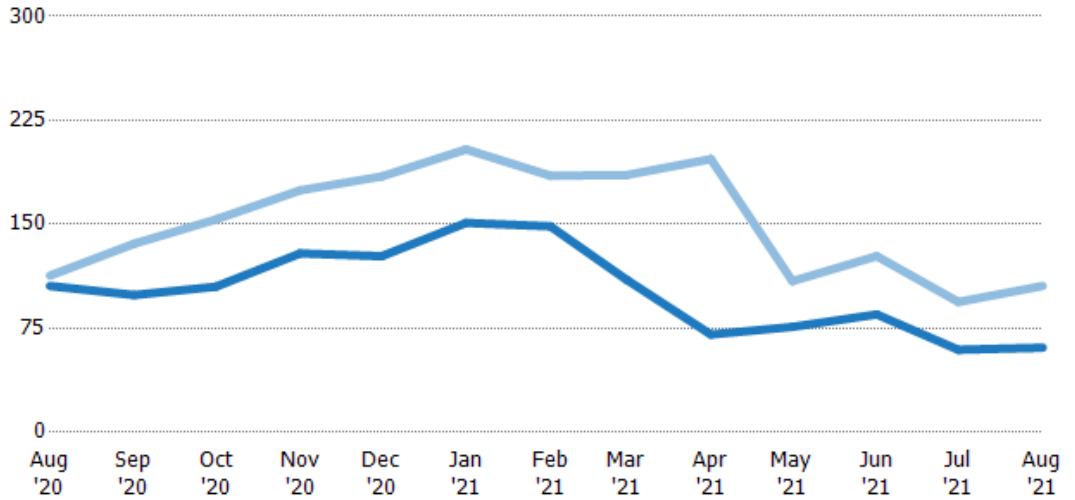
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$438K	\$410K	\$463K	\$446K	\$446K	\$438K	\$438K	\$422K	\$418K	\$417K	\$424K	\$424K	\$377K
Median Listing Price	\$429K	\$380K	\$500K	\$480K	\$489K	\$484K	\$500K	\$500K	\$480K	\$430K	\$481K	\$440K	\$400K
Med Listing Price as a % of Med Est Value	98%	93%	108%	108%	110%	110%	114%	118%	115%	103%	113%	104%	106%

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



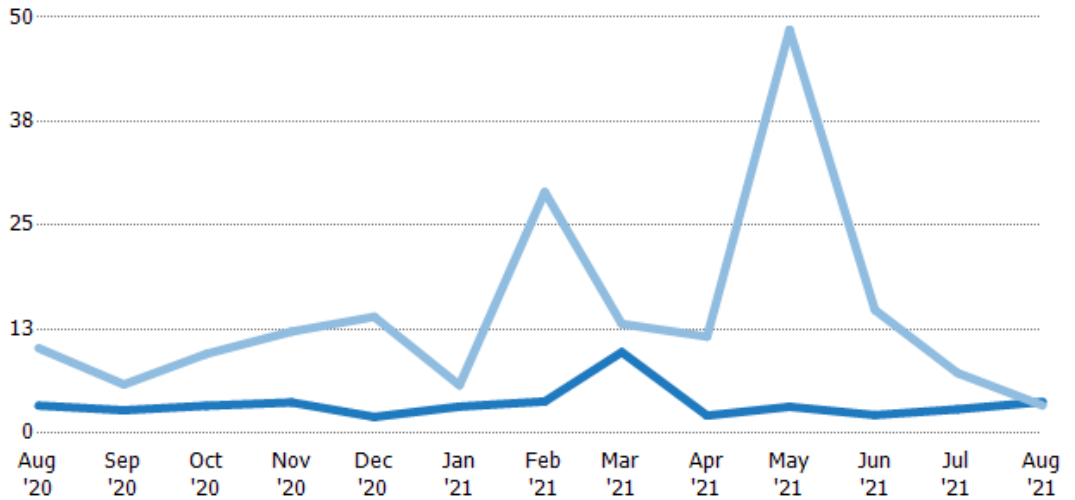
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	106	99	105	129	127	151	149	110	70.5	76	85	59.5	61
Prior Year	113	136	154	175	185	204	185	186	197	109	127	94	106
Percent Change from Prior Year	-7%	-27%	-32%	-26%	-31%	-26%	-20%	-41%	-64%	-30%	-33%	-37%	-42%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	3.33	2.76	3.3	3.71	1.96	3.2	3.82	9.75	2.13	3.18	2.19	2.88	3.77
Prior Year	10.2	5.86	9.54	12.2	14	5.77	29	13.1	11.6	48.5	14.8	7.25	3.33
Percent Change from Prior Year	-67%	-53%	-65%	-70%	-86%	-45%	-87%	-26%	-82%	-93%	-85%	-60%	13%

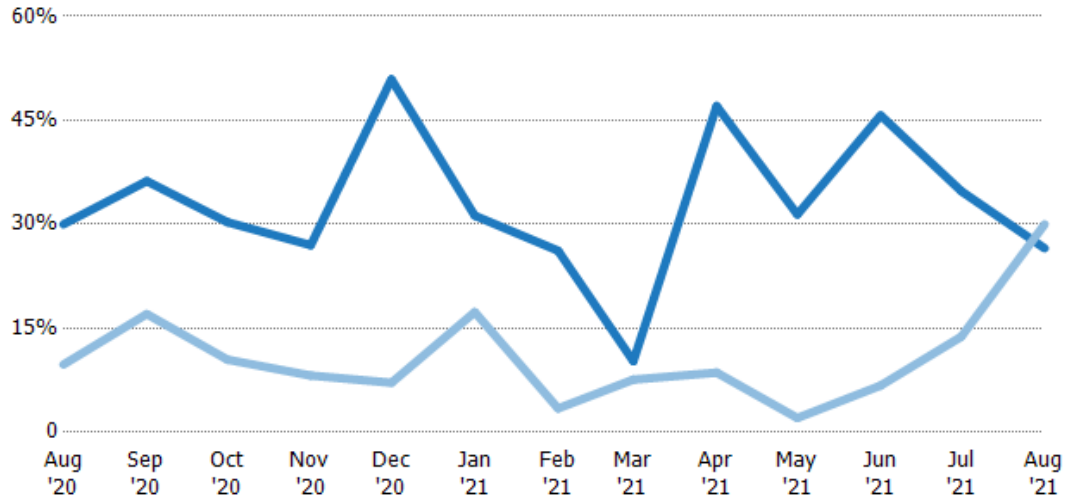
Absorption Rate

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.
Aug '21	27%	3.5%
Aug '20	30%	-20.2%
Aug '19	10%	-2.6%



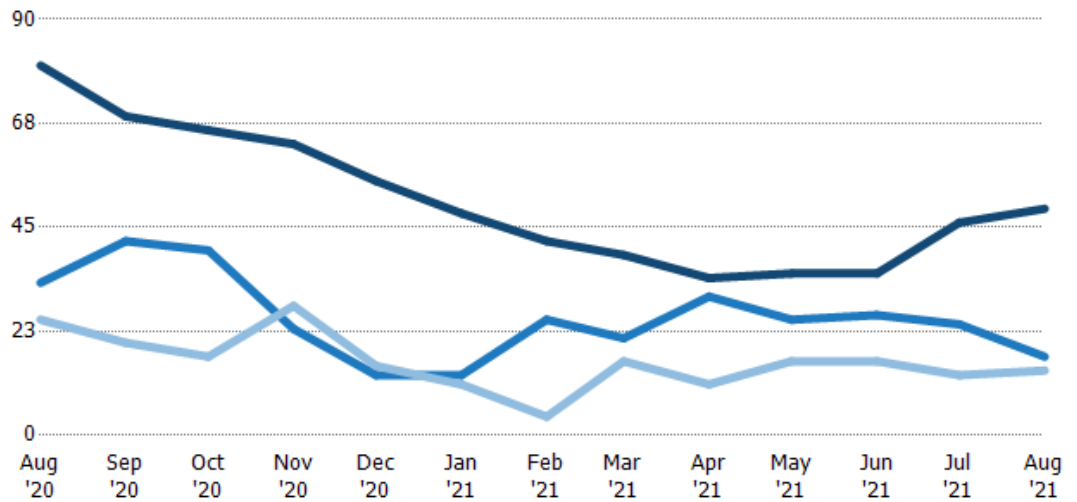
Current Year	30%	36%	30%	27%	51%	31%	26%	10%	47%	31%	46%	35%	27%
Prior Year	10%	17%	10%	8%	7%	17%	3%	8%	9%	2%	7%	14%	30%
Change from Prior Year	-20%	-19%	-20%	-19%	-44%	-14%	-23%	-3%	-38%	-29%	-39%	-21%	3%

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	80	69	66	63	55	48	42	39	34	35	35	46	49
Pending	33	42	40	23	13	13	25	21	30	25	26	24	17
Sold	25	20	17	28	15	11	4	16	11	16	16	13	14

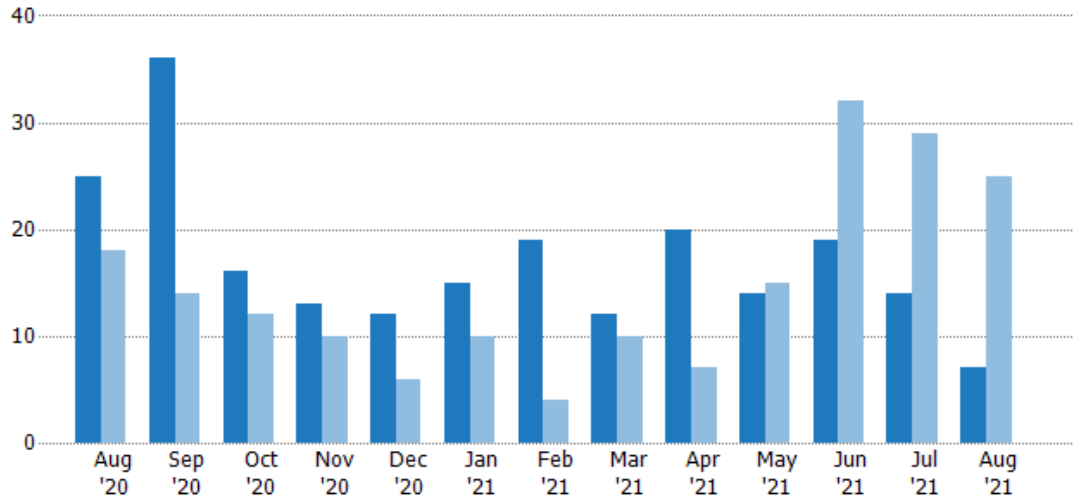
New Pending Sales

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.
Aug '21	7	-72%
Aug '20	25	38.9%
Aug '19	18	-16.7%



Current Year	25	36	16	13	12	15	19	12	20	14	19	14	7
Prior Year	18	14	12	10	6	10	4	10	7	15	32	29	25
Percent Change from Prior Year	39%	157%	33%	30%	100%	50%	375%	20%	186%	-7%	-41%	-52%	-72%

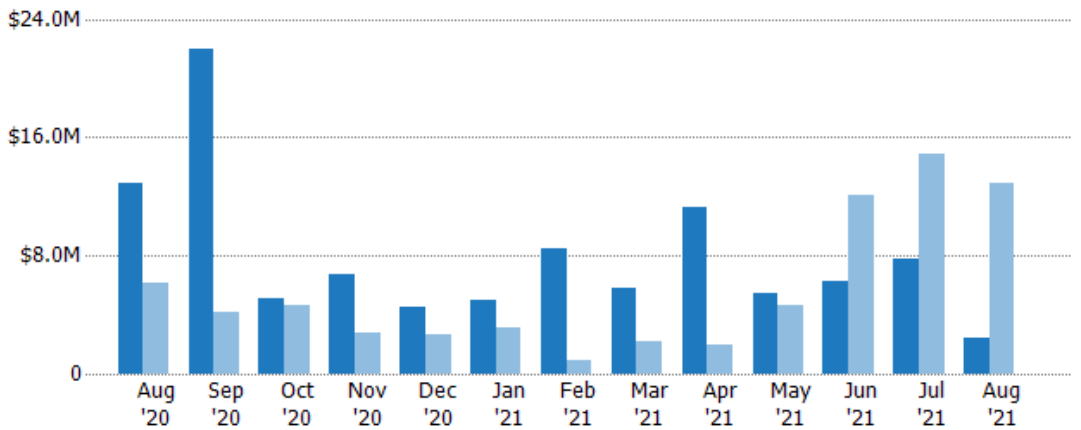
New Pending Sales Volume

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.
Aug '21	\$2.41M	-81.3%
Aug '20	\$12.9M	110.4%
Aug '19	\$6.13M	-3%



Current Year	\$12.9M	\$22M	\$5.11M	\$6.71M	\$4.54M	\$4.93M	\$8.42M	\$5.82M	\$11.2M	\$5.41M	\$6.28M	\$7.73M	\$2.41M
Prior Year	\$6.13M	\$4.14M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.9M	\$12.9M
Percent Change from Prior Year	110%	430%	11%	137%	73%	59%	878%	169%	476%	18%	-48%	-48%	-81%

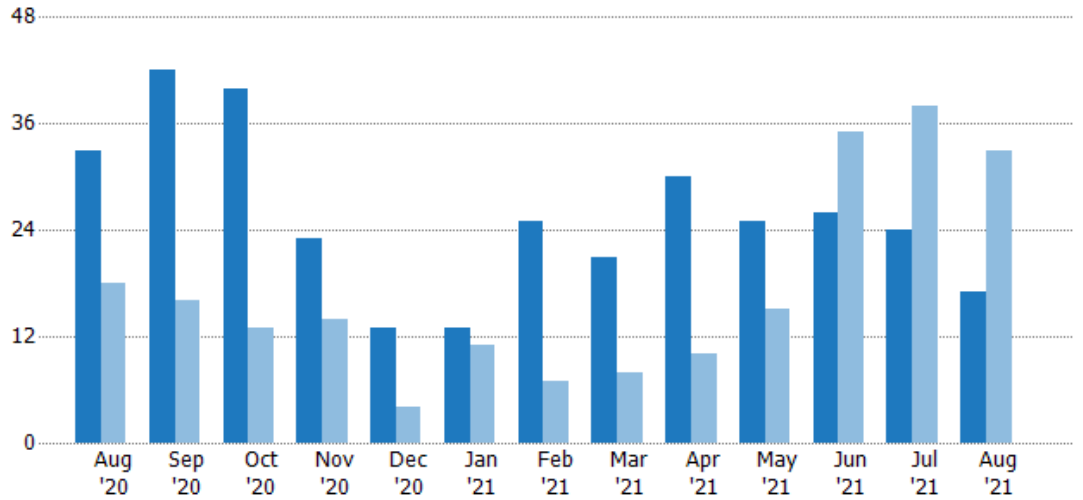
Pending Sales

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.
Aug '21	17	-48.5%
Aug '20	33	83.3%
Aug '19	18	22.2%



Current Year	33	42	40	23	13	13	25	21	30	25	26	24	17
Prior Year	18	16	13	14	4	11	7	8	10	15	35	38	33
Percent Change from Prior Year	83%	163%	208%	64%	225%	18%	257%	163%	200%	67%	-26%	-37%	-48%

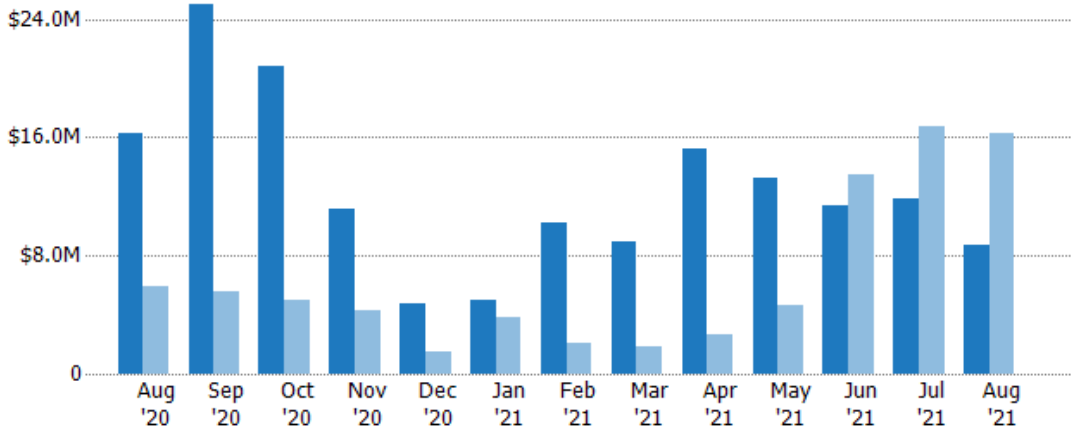
Pending Sales Volume

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.
Aug '21	\$8.71M	-46.7%
Aug '20	\$16.3M	175.6%
Aug '19	\$5.92M	33.7%



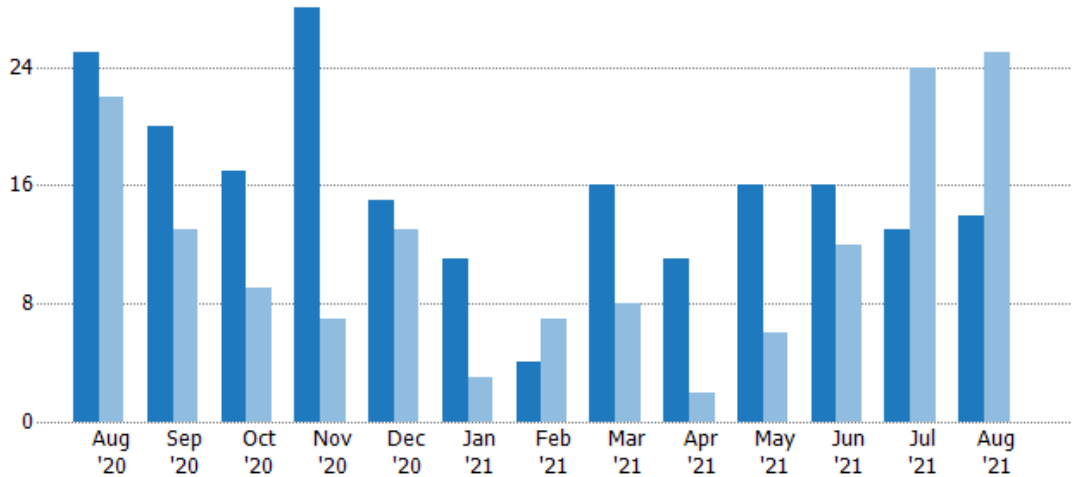
Current Year	\$16.3M	\$25M	\$20.8M	\$11.1M	\$4.76M	\$4.97M	\$10.2M	\$8.99M	\$15.2M	\$13.2M	\$11.4M	\$11.8M	\$8.71M
Prior Year	\$5.92M	\$5.56M	\$4.94M	\$4.32M	\$1.51M	\$3.82M	\$2.02M	\$1.9M	\$2.64M	\$4.68M	\$13.5M	\$16.7M	\$16.3M
Percent Change from Prior Year	176%	349%	321%	157%	216%	30%	407%	373%	476%	182%	-16%	-29%	-47%

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



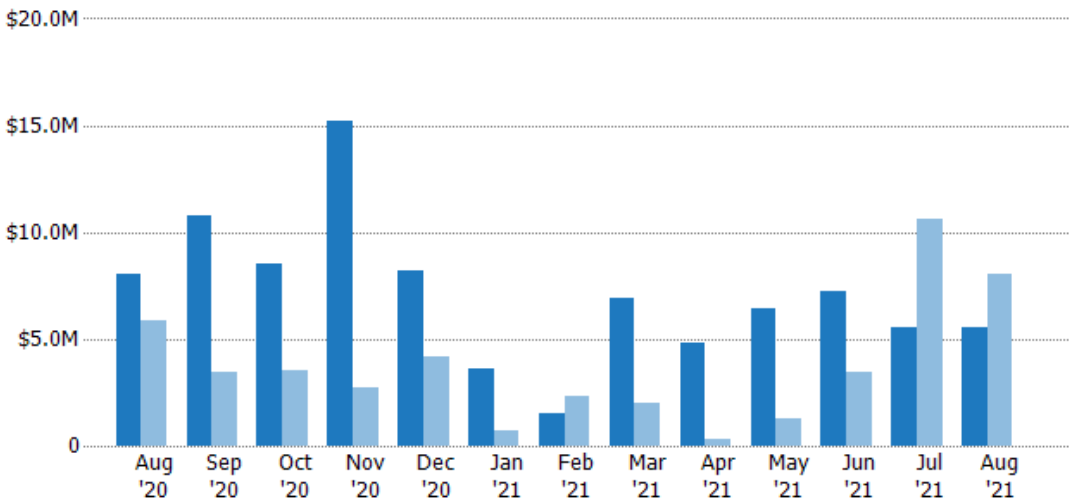
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	25	20	17	28	15	11	4	16	11	16	16	13	14
Prior Year	22	13	9	7	13	3	7	8	2	6	12	24	25
Percent Change from Prior Year	14%	54%	89%	300%	15%	267%	-43%	100%	450%	167%	33%	-46%	-44%

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



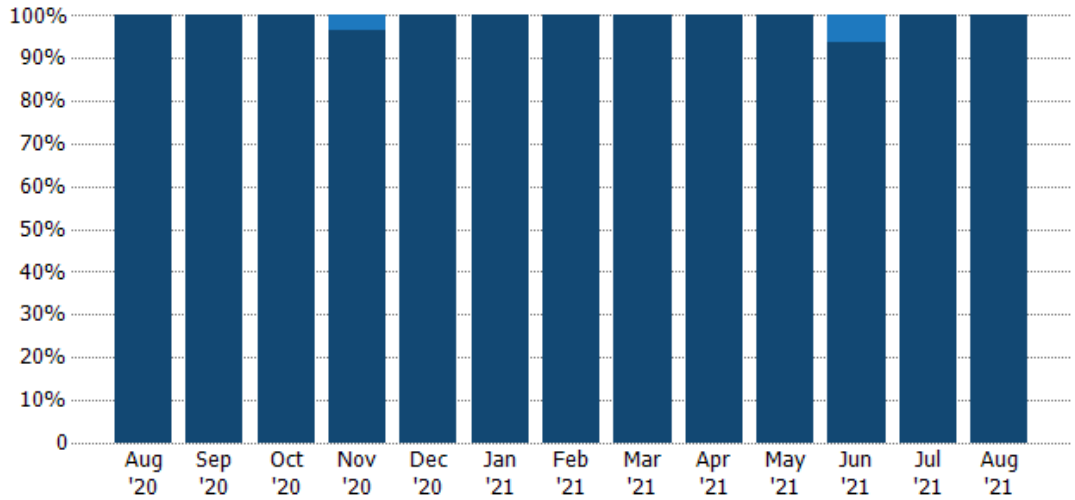
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$8.06M	\$10.8M	\$8.54M	\$15.2M	\$8.2M	\$3.65M	\$1.49M	\$6.89M	\$4.82M	\$6.44M	\$7.21M	\$5.51M	\$5.51M
Prior Year	\$5.9M	\$3.43M	\$3.52M	\$2.74M	\$4.16M	\$721K	\$2.32M	\$1.99M	\$302K	\$1.24M	\$3.44M	\$10.6M	\$8.06M
Percent Change from Prior Year	37%	214%	143%	455%	97%	406%	-36%	245%	1,498%	418%	110%	-48%	-32%

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

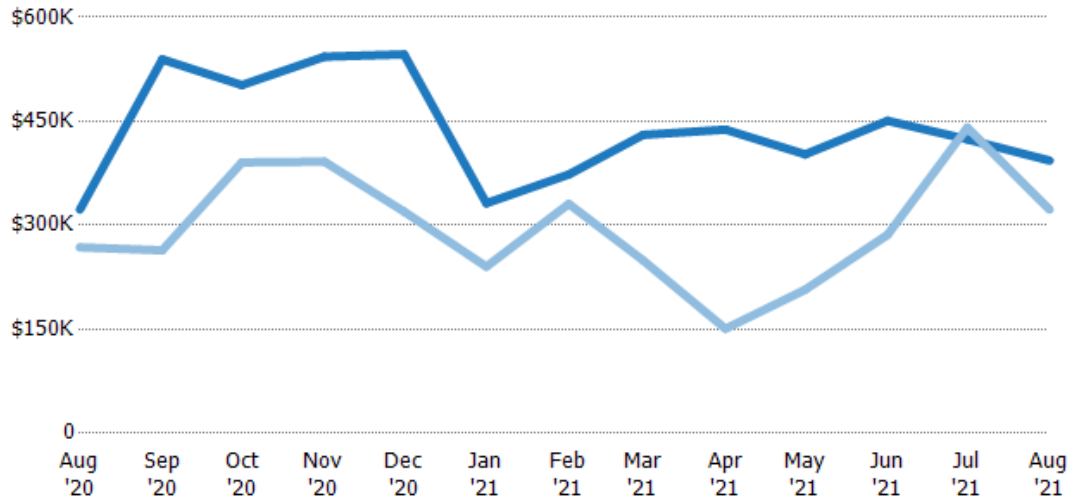
Average Sales Price

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.
Aug '21	\$393K	21.9%
Aug '20	\$323K	20.3%
Aug '19	\$268K	46.4%



Current Year	\$323K	\$539K	\$502K	\$543K	\$547K	\$332K	\$373K	\$430K	\$438K	\$402K	\$451K	\$424K	\$393K
Prior Year	\$268K	\$264K	\$391K	\$392K	\$320K	\$240K	\$331K	\$249K	\$151K	\$207K	\$286K	\$441K	\$323K
Percent Change from Prior Year	20%	104%	29%	39%	71%	38%	13%	73%	191%	94%	57%	-4%	22%

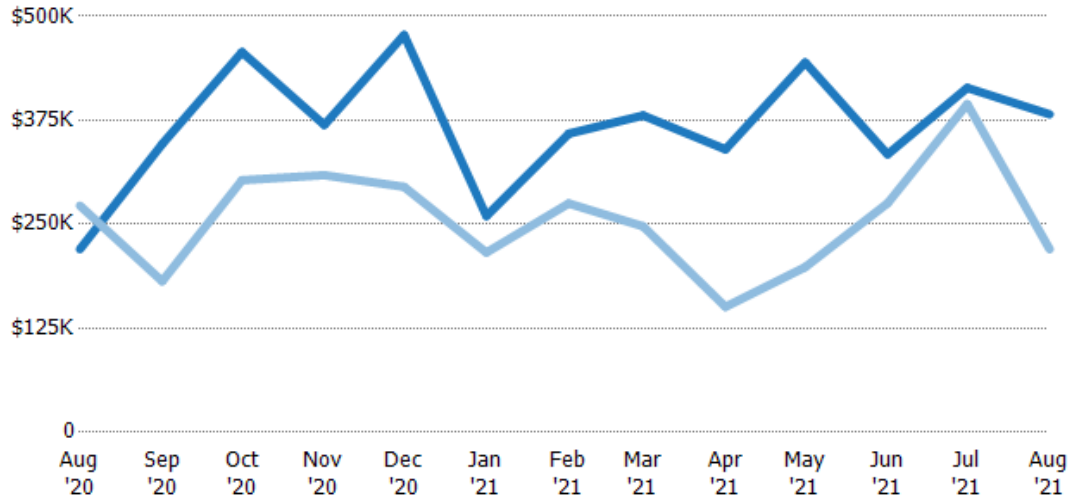
Median Sales Price

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.
Aug '21	\$382K	73.7%
Aug '20	\$220K	-19.3%
Aug '19	\$272K	-4.1%



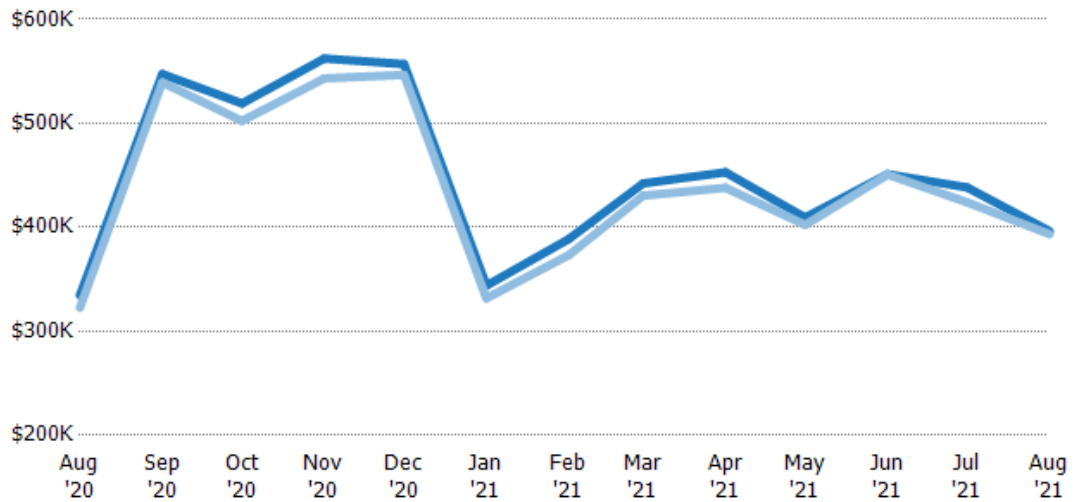
Current Year	\$220K	\$347K	\$457K	\$370K	\$478K	\$260K	\$359K	\$381K	\$340K	\$445K	\$334K	\$414K	\$382K
Prior Year	\$272K	\$182K	\$303K	\$309K	\$295K	\$216K	\$275K	\$248K	\$151K	\$199K	\$275K	\$395K	\$220K
Percent Change from Prior Year	-19%	91%	51%	20%	62%	20%	31%	54%	126%	124%	21%	5%	74%

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



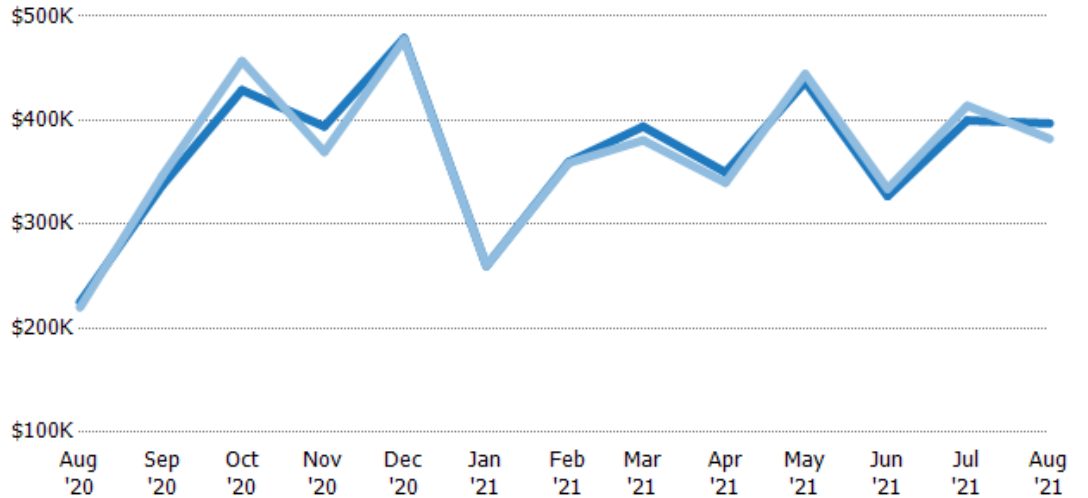
Avg List Price	\$334K	\$547K	\$519K	\$562K	\$557K	\$344K	\$389K	\$442K	\$453K	\$409K	\$451K	\$438K	\$396K
Avg Sales Price	\$323K	\$539K	\$502K	\$543K	\$547K	\$332K	\$373K	\$430K	\$438K	\$402K	\$451K	\$424K	\$393K
Avg Sales Price as a % of Avg List Price	96%	99%	97%	97%	98%	96%	96%	97%	97%	98%	100%	97%	99%

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



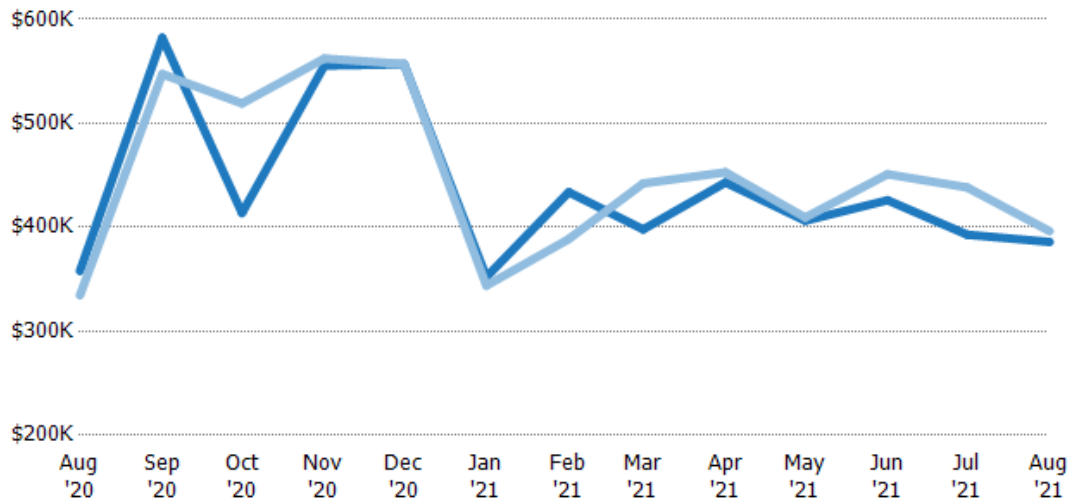
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$225K	\$338K	\$429K	\$394K	\$479K	\$260K	\$360K	\$394K	\$350K	\$437K	\$327K	\$400K	\$397K
Median Sales Price	\$220K	\$347K	\$457K	\$370K	\$478K	\$260K	\$359K	\$381K	\$340K	\$445K	\$334K	\$414K	\$382K
Med Sales Price as a % of Med List Price	98%	103%	107%	94%	100%	100%	100%	97%	97%	102%	102%	104%	96%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family



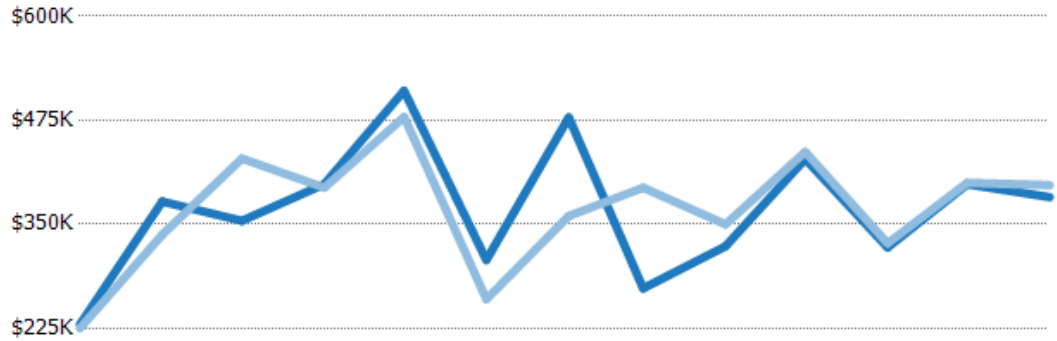
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$358K	\$582K	\$414K	\$555K	\$557K	\$352K	\$434K	\$398K	\$443K	\$406K	\$426K	\$393K	\$386K
Avg Sales Price	\$334K	\$547K	\$519K	\$562K	\$557K	\$344K	\$389K	\$442K	\$453K	\$409K	\$451K	\$438K	\$396K
Avg Sales Price as a % of Avg Est Value	93%	94%	125%	101%	100%	98%	90%	111%	102%	101%	106%	112%	103%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$230K	\$377K	\$354K	\$398K	\$511K	\$307K	\$478K	\$273K	\$324K	\$428K	\$322K	\$398K	\$383K
Median Sales Price	\$225K	\$338K	\$429K	\$394K	\$479K	\$260K	\$360K	\$394K	\$350K	\$437K	\$327K	\$400K	\$397K
Med Sales Price as a % of Med Est Value	98%	89%	121%	99%	94%	85%	75%	144%	108%	102%	102%	100%	104%