

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	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	9	-44.4%	158	187	-15.5%
New Listing Volume	\$2,768,700	\$4,640,700	-40.3%	\$69,766,860	\$88,588,822	-21.2%
Active Listing Count	47	60	-21.7%	N/A	N/A	
Active Listing Volume	\$20,031,231	\$31,544,900	-36.5%	N/A	N/A	
Average Listing Price	\$426,196	\$525,748	-18.9%	\$507,898	\$497,029	+2.2%
Median Listing Price	\$379,000	\$479,000	-20.9%	\$437,296	\$369,271	+18.4%
Median Days in RPR	103	129.5	-20.5%	91.1	122.06	-25.4%
Months of Inventory	4.7	3.5	+33.2%	3	8	-62.3%
Absorption Rate	21.28%	28.33%	-7.1%	33.11%	12.49%	+20.6%
Sales Activity Charts Metrics						
New Pending Sales Count	–	13	–	139	197	-29.4%
New Pending Sales Volume	–	\$6,707,400	–	\$60,257,657	\$86,316,867	-30.2%
Pending Sales Count	1	22	-95.5%	N/A	N/A	
Pending Sales Volume	\$379,000	\$10,865,800	-96.5%	N/A	N/A	
Closed Sales Count	8	28	-71.4%	132	151	-12.6%
Closed Sales Volume	\$2,654,000	\$15,207,750	-82.5%	\$55,666,483	\$62,974,996	-11.6%
Average Sales Price	\$331,750	\$543,134	-38.9%	\$421,716	\$417,053	+1.1%
Median Sales Price	\$282,000	\$369,500	-23.7%	\$375,141	\$326,235	+15%

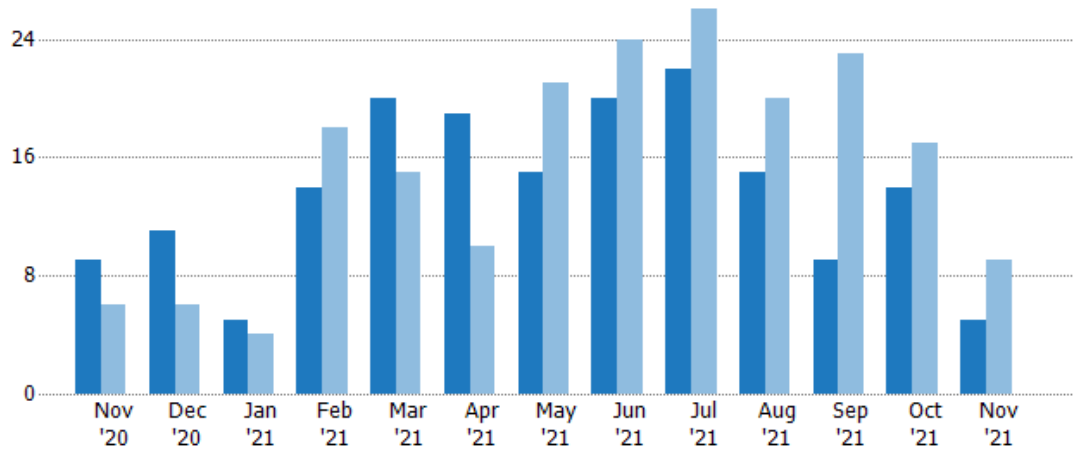
New Listings

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.
Nov '21	5	-44.4%
Nov '20	9	50%
Nov '19	6	116.7%



Current Year	9	11	5	14	20	19	15	20	22	15	9	14	5
Prior Year	6	6	4	18	15	10	21	24	26	20	23	17	9
Percent Change from Prior Year	50%	83%	25%	-22%	33%	90%	-29%	-17%	-15%	-25%	-61%	-18%	-44%

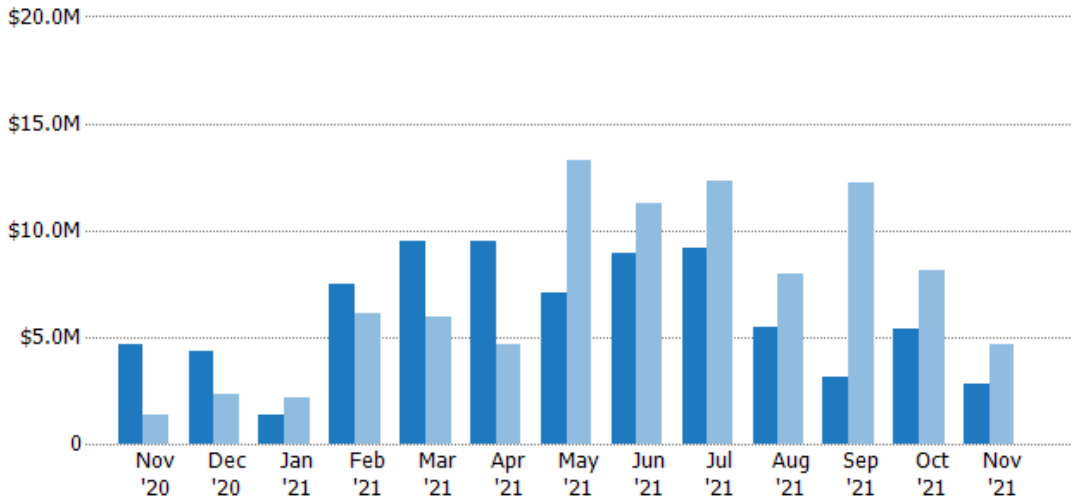
New Listing Volume

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.
Nov '21	\$2.77M	-40.3%
Nov '20	\$4.64M	234.9%
Nov '19	\$1.39M	111.7%



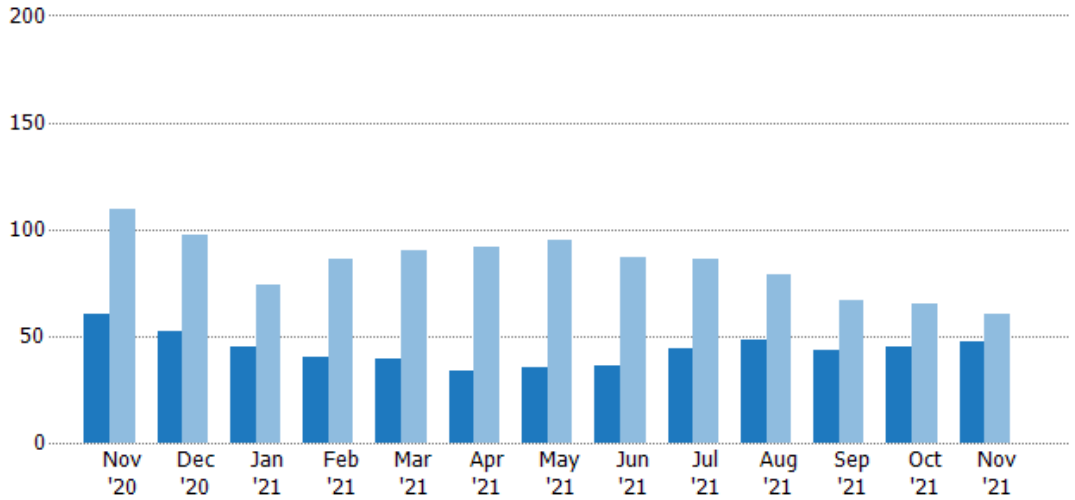
Current Year	\$4.64M	\$4.29M	\$1.33M	\$7.5M	\$9.48M	\$9.52M	\$7.09M	\$8.95M	\$9.19M	\$5.42M	\$3.15M	\$5.37M	\$2.77M
Prior Year	\$1.39M	\$2.3M	\$2.15M	\$6.12M	\$5.94M	\$4.66M	\$13.3M	\$11.3M	\$12.3M	\$7.94M	\$12.2M	\$8.14M	\$4.64M
Percent Change from Prior Year	235%	87%	-38%	23%	60%	104%	-47%	-21%	-25%	-32%	-74%	-34%	-40%

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



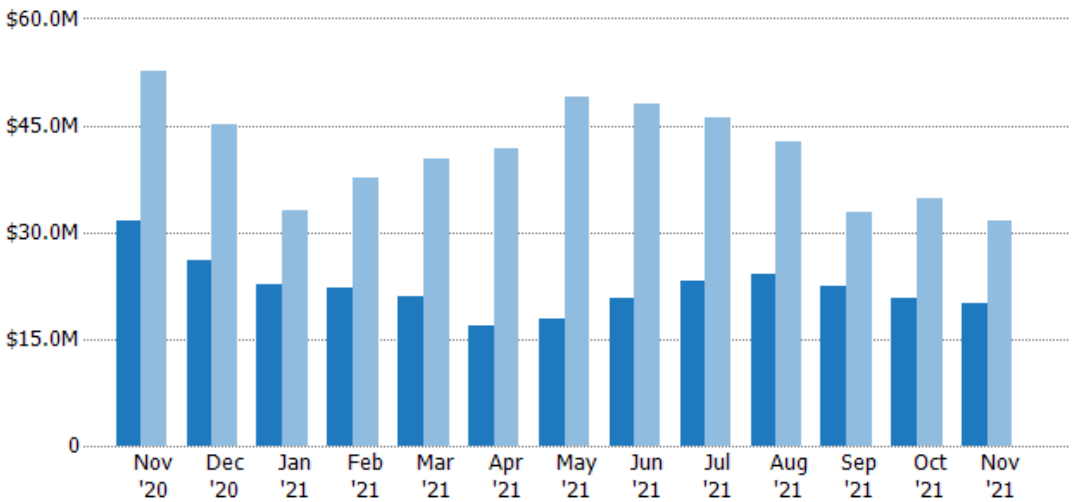
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	60	52	45	40	39	34	35	36	44	48	43	45	47
Prior Year	109	97	74	86	90	92	95	87	86	79	67	65	60
Percent Change from Prior Year	-45%	-46%	-39%	-53%	-57%	-63%	-63%	-59%	-49%	-39%	-36%	-31%	-22%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$31.5M	\$26M	\$22.6M	\$22.1M	\$21M	\$17M	\$17.8M	\$20.8M	\$23.2M	\$24.2M	\$22.4M	\$20.6M	\$20M
Prior Year	\$52.6M	\$45.2M	\$33M	\$37.7M	\$40.4M	\$41.8M	\$48.9M	\$48.1M	\$46.2M	\$42.6M	\$32.8M	\$34.8M	\$31.5M
Percent Change from Prior Year	-40%	-42%	-32%	-41%	-48%	-59%	-64%	-57%	-50%	-43%	-32%	-41%	-36%

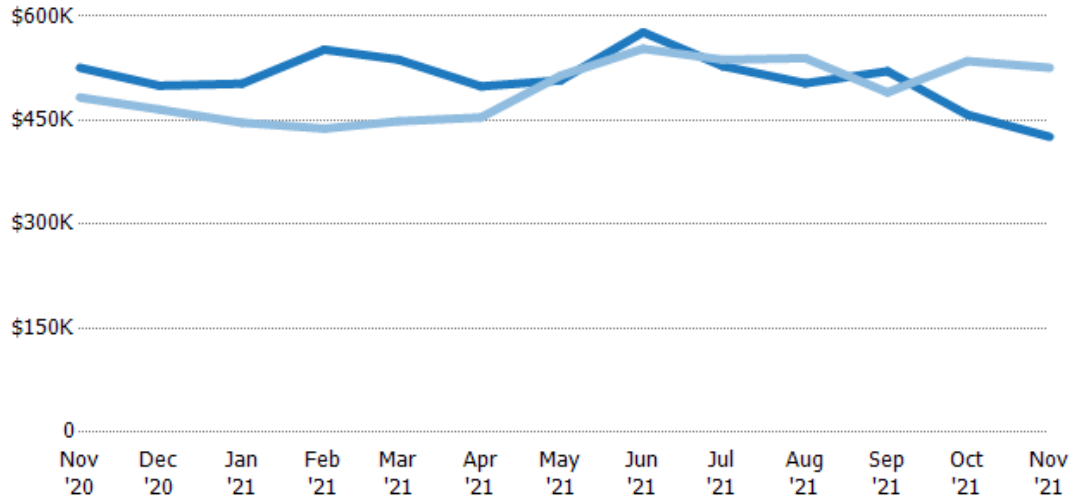
Average Listing Price

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.
Nov '21	\$426K	-18.9%
Nov '20	\$526K	8.9%
Nov '19	\$483K	-21.4%



Current Year	\$526K	\$500K	\$503K	\$552K	\$537K	\$499K	\$508K	\$577K	\$528K	\$503K	\$521K	\$458K	\$426K
Prior Year	\$483K	\$466K	\$447K	\$438K	\$449K	\$454K	\$515K	\$553K	\$537K	\$540K	\$490K	\$535K	\$526K
Percent Change from Prior Year	9%	7%	13%	26%	20%	10%	-1%	4%	-2%	-7%	6%	-14%	-19%

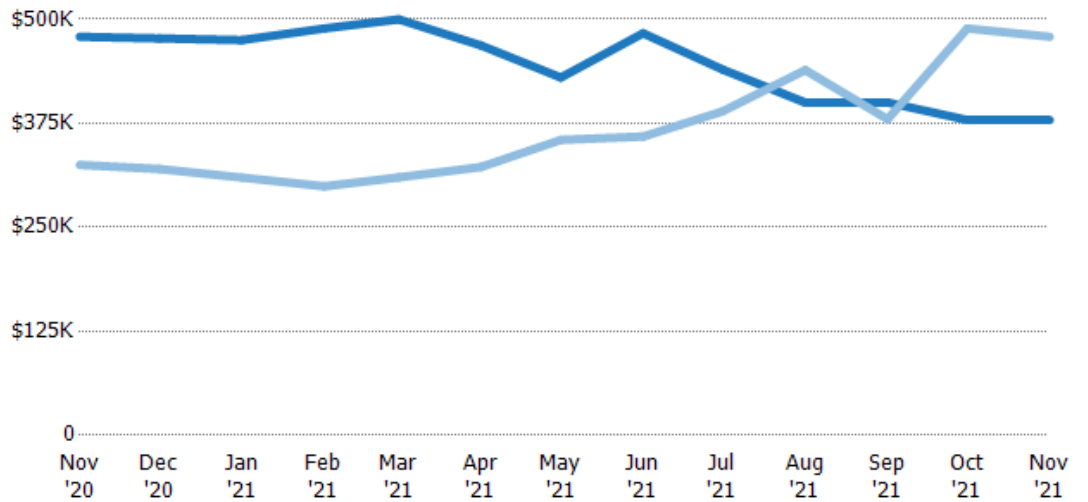
Median Listing Price

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.
Nov '21	\$379K	-20.9%
Nov '20	\$479K	47.4%
Nov '19	\$325K	-15.7%



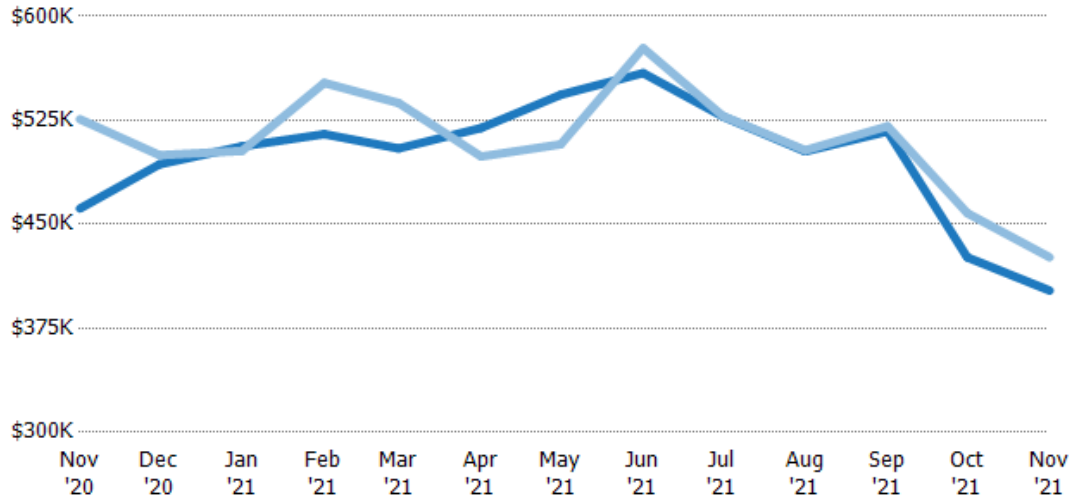
Current Year	\$479K	\$477K	\$475K	\$489K	\$500K	\$468K	\$430K	\$483K	\$440K	\$400K	\$400K	\$379K	\$379K
Prior Year	\$325K	\$320K	\$310K	\$299K	\$310K	\$322K	\$355K	\$359K	\$389K	\$439K	\$380K	\$489K	\$479K
Percent Change from Prior Year	47%	49%	53%	63%	61%	45%	21%	35%	13%	-9%	5%	-22%	-21%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

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

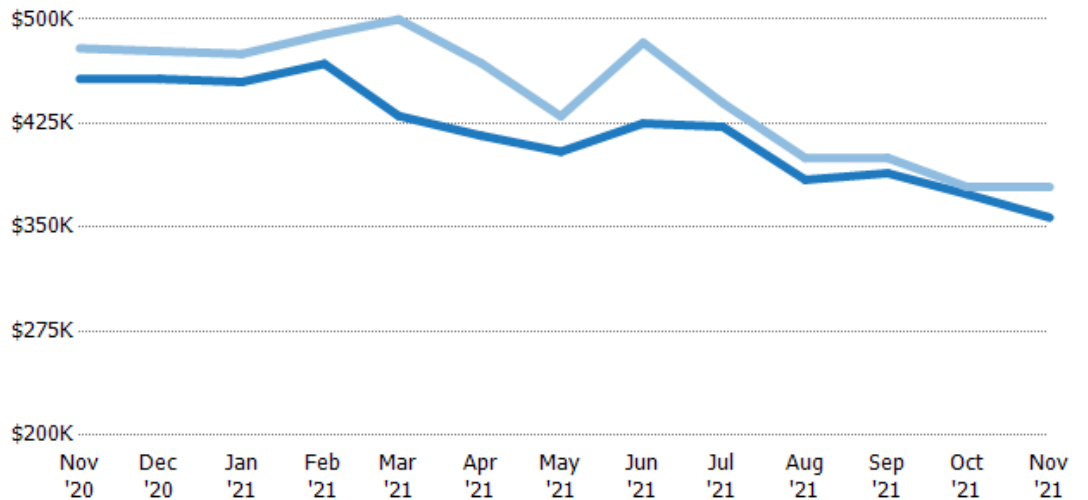


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

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

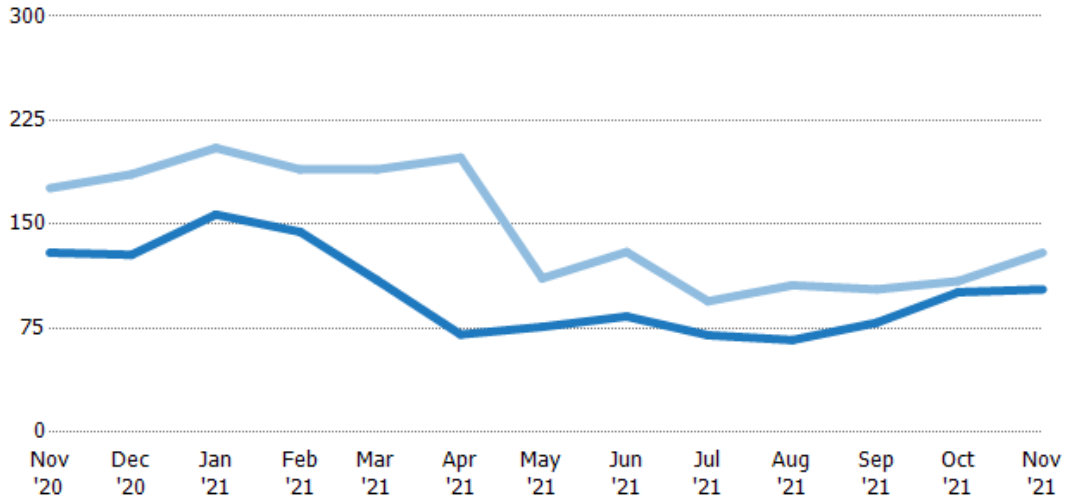


Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

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



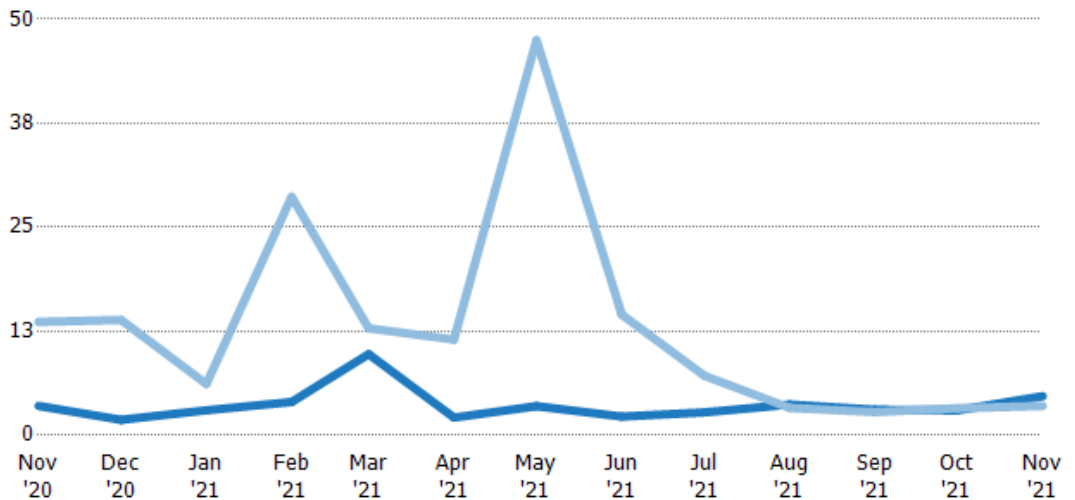
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	130	128	157	145	110	70.5	76	83.5	70	66.5	79	101	103
Prior Year	176	186	205	190	190	198	111	130	94.5	106	103	109	130
Percent Change from Prior Year	-26%	-31%	-23%	-24%	-42%	-64%	-32%	-36%	-26%	-37%	-23%	-7%	-20%

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



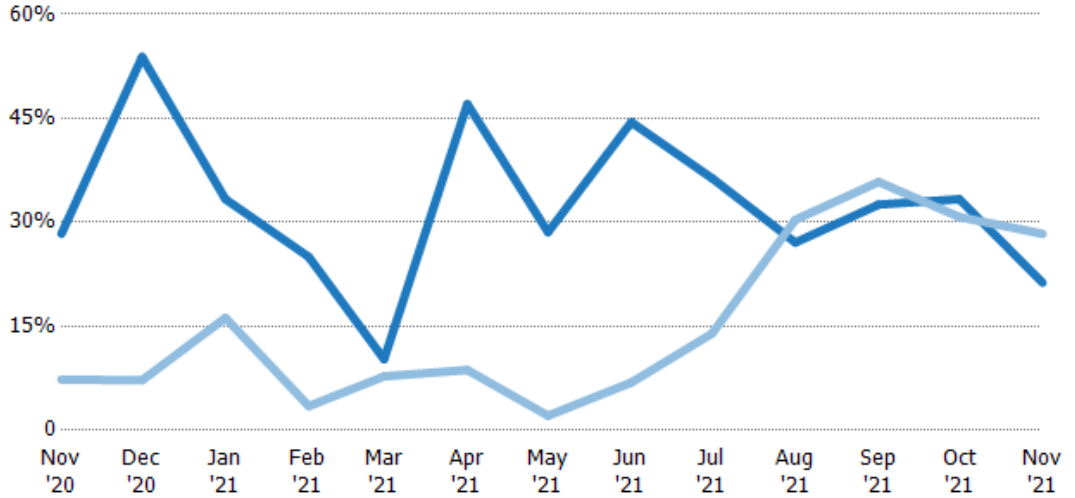
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	3.53	1.86	3	4	9.75	2.13	3.5	2.25	2.75	3.69	3.07	3	4.7
Prior Year	13.6	13.9	6.17	28.7	12.9	11.5	47.5	14.5	7.17	3.29	2.79	3.25	3.53
Percent Change from Prior Year	-74%	-87%	-51%	-86%	-24%	-82%	-93%	-84%	-62%	12%	10%	-8%	33%

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



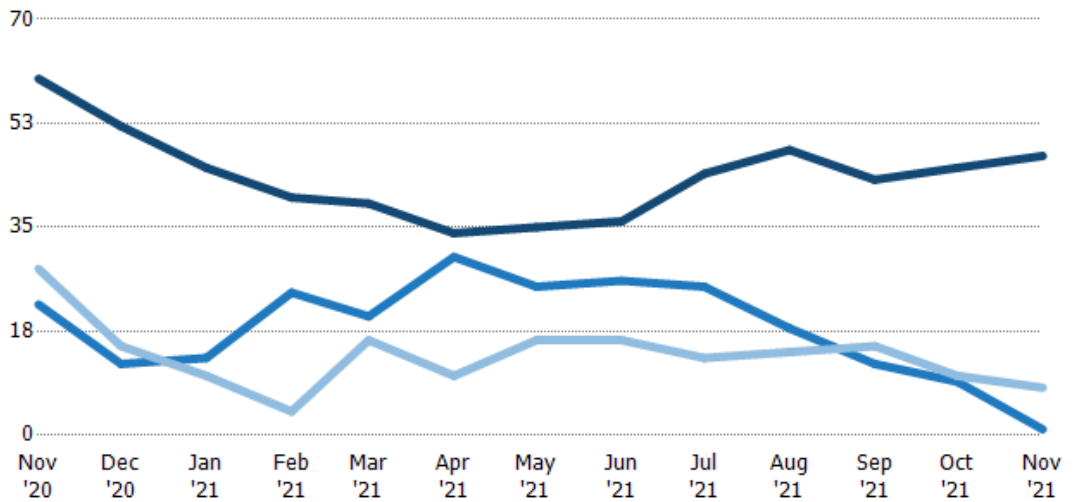
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	28%	54%	33%	25%	10%	47%	29%	44%	36%	27%	33%	33%	21%
Prior Year	7%	7%	16%	3%	8%	9%	2%	7%	14%	30%	36%	31%	28%
Change from Prior Year	-21%	-47%	-17%	-22%	-2%	-38%	-26%	-38%	-22%	3%	3%	-3%	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



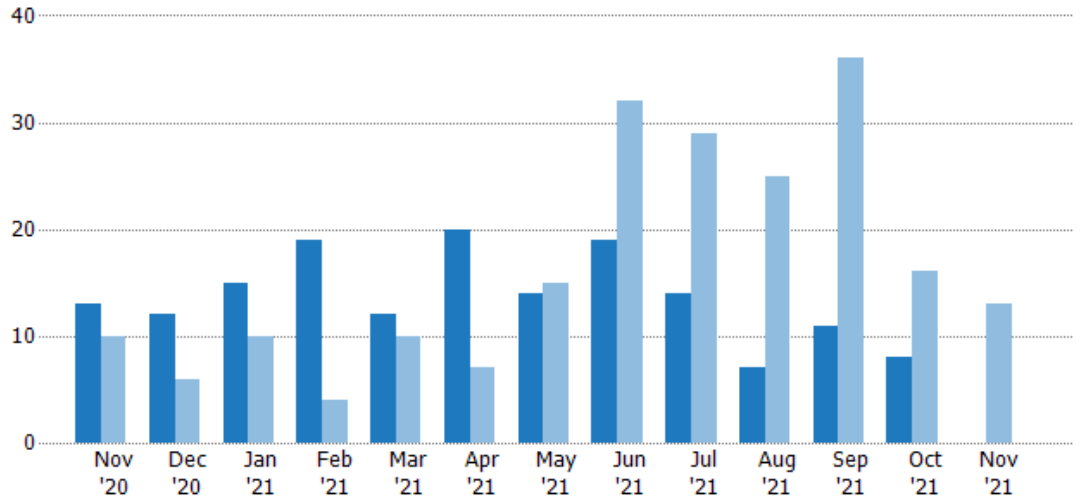
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	60	52	45	40	39	34	35	36	44	48	43	45	47
Pending	22	12	13	24	20	30	25	26	25	18	12	9	1
Sold	28	15	10	4	16	10	16	16	13	14	15	10	8

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



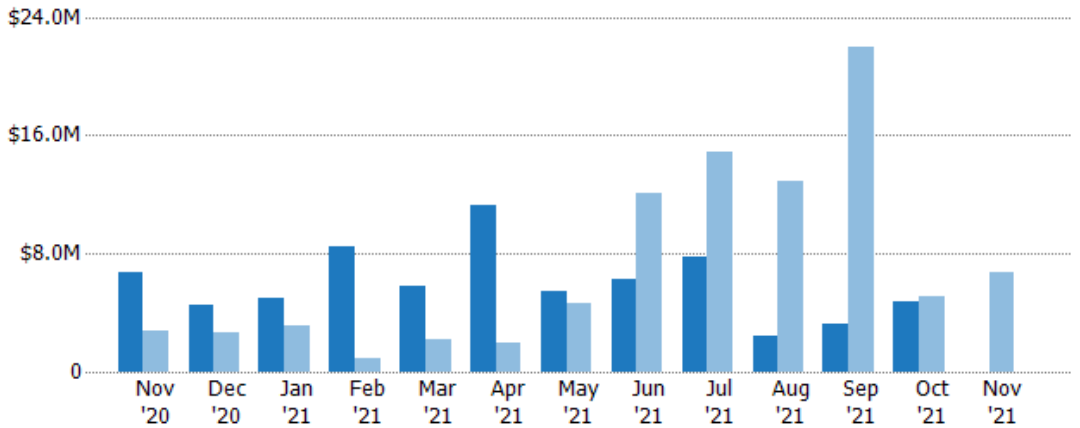
Current Year	13	12	15	19	12	20	14	19	14	7	11	8	-
Prior Year	10	6	10	4	10	7	15	32	29	25	36	16	13
Percent Change from Prior Year	30%	100%	50%	375%	20%	186%	-7%	-41%	-52%	-72%	-69%	-50%	-100%

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



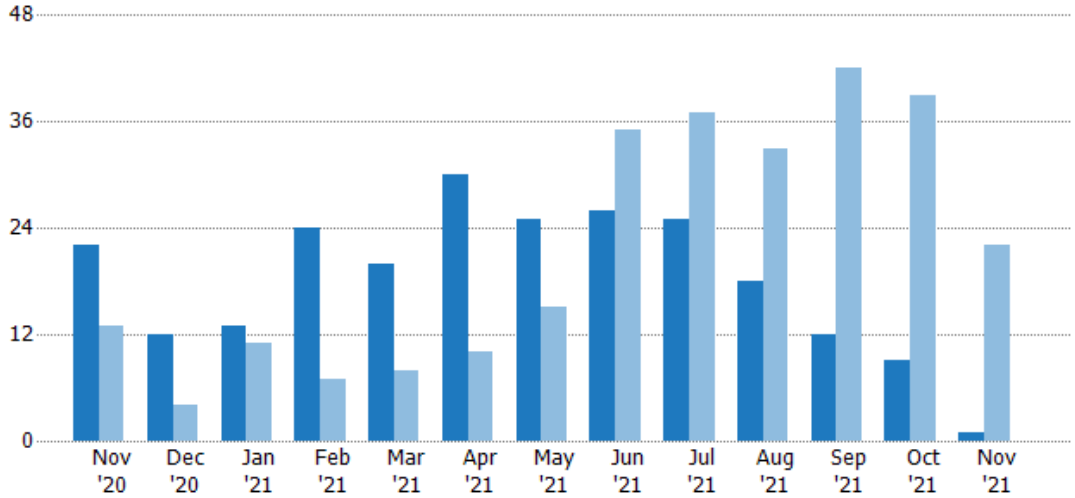
Current Year	\$6.71M	\$4.54M	\$4.93M	\$8.42M	\$5.82M	\$11.2M	\$5.41M	\$6.28M	\$7.73M	\$2.41M	\$3.27M	\$4.77M	-
Prior Year	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.9M	\$12.9M	\$22M	\$5.11M	\$6.71M
Percent Change from Prior Year	137%	73%	59%	878%	169%	476%	18%	-48%	-48%	-81%	-85%	-7%	-100%

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



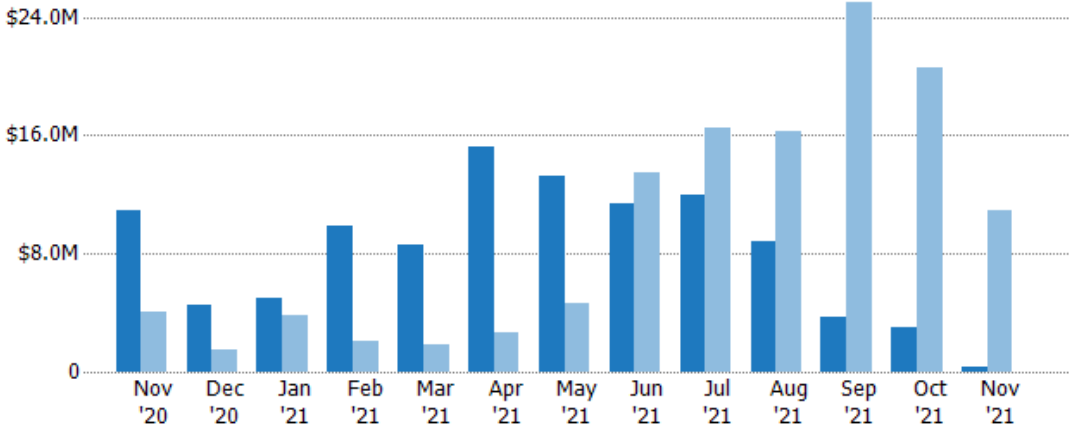
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	22	12	13	24	20	30	25	26	25	18	12	9	1
Prior Year	13	4	11	7	8	10	15	35	37	33	42	39	22
Percent Change from Prior Year	69%	200%	18%	243%	150%	200%	67%	-26%	-32%	-45%	-71%	-77%	-95%

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



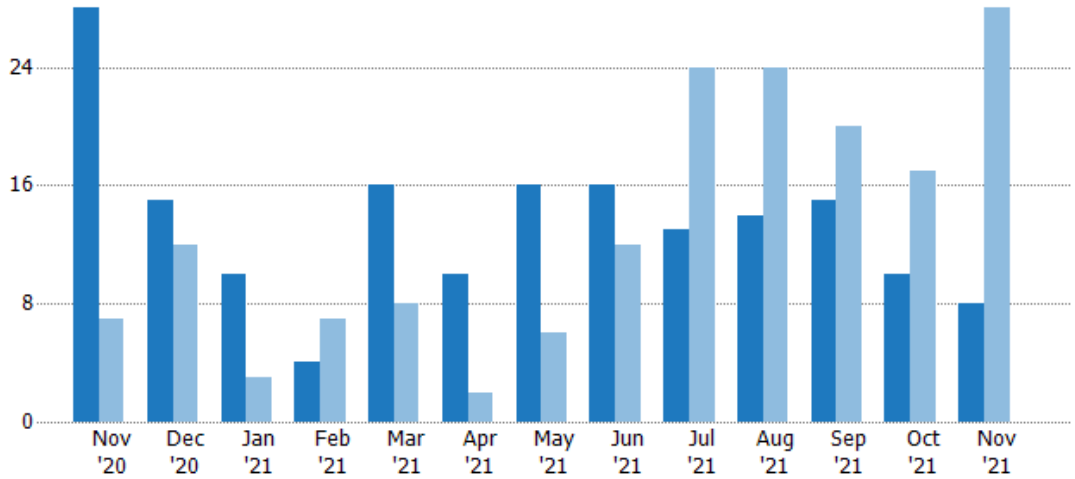
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$10.9M	\$4.53M	\$4.97M	\$9.89M	\$8.64M	\$15.2M	\$13.2M	\$11.4M	\$12M	\$8.83M	\$3.68M	\$3.04M	\$379K
Prior Year	\$4.09M	\$1.51M	\$3.82M	\$2.02M	\$1.9M	\$2.64M	\$4.68M	\$13.5M	\$16.5M	\$16.3M	\$25M	\$20.6M	\$10.9M
Percent Change from Prior Year	166%	200%	30%	390%	355%	476%	182%	-16%	-28%	-46%	-85%	-85%	-97%

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



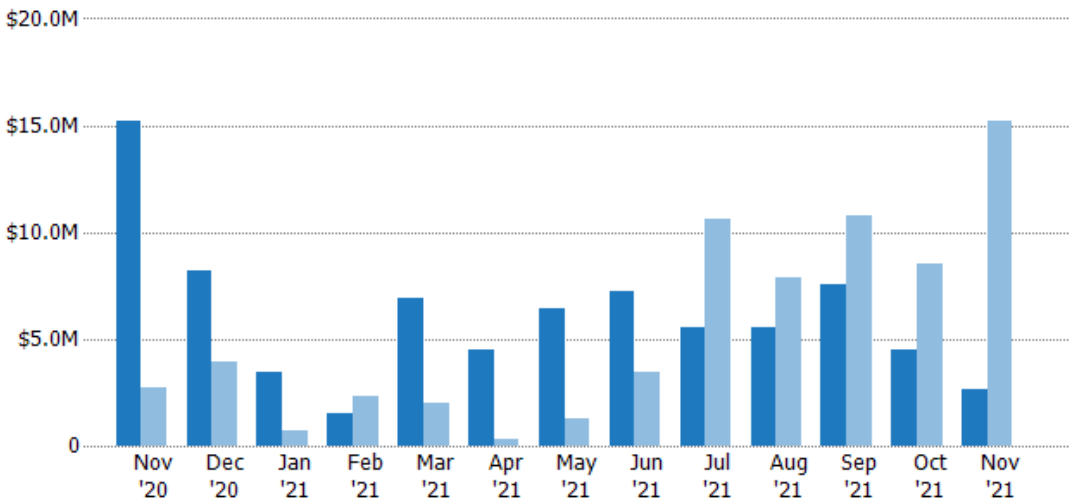
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	28	15	10	4	16	10	16	16	13	14	15	10	8
Prior Year	7	12	3	7	8	2	6	12	24	24	20	17	28
Percent Change from Prior Year	300%	25%	233%	-43%	100%	400%	167%	33%	-46%	-42%	-25%	-41%	-71%

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



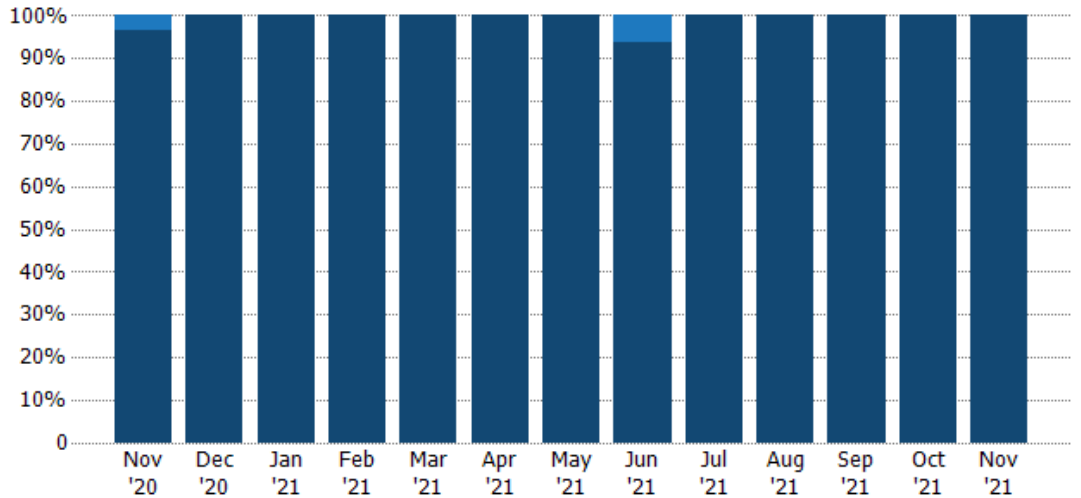
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$15.2M	\$8.2M	\$3.43M	\$1.49M	\$6.89M	\$4.49M	\$6.44M	\$7.21M	\$5.51M	\$5.51M	\$7.59M	\$4.46M	\$2.65M
Prior Year	\$2.74M	\$3.97M	\$721K	\$2.32M	\$1.99M	\$302K	\$1.24M	\$3.44M	\$10.6M	\$7.85M	\$10.8M	\$8.54M	\$15.2M
Percent Change from Prior Year	455%	107%	376%	-36%	245%	1,389%	418%	110%	-48%	-30%	-30%	-48%	-83%

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



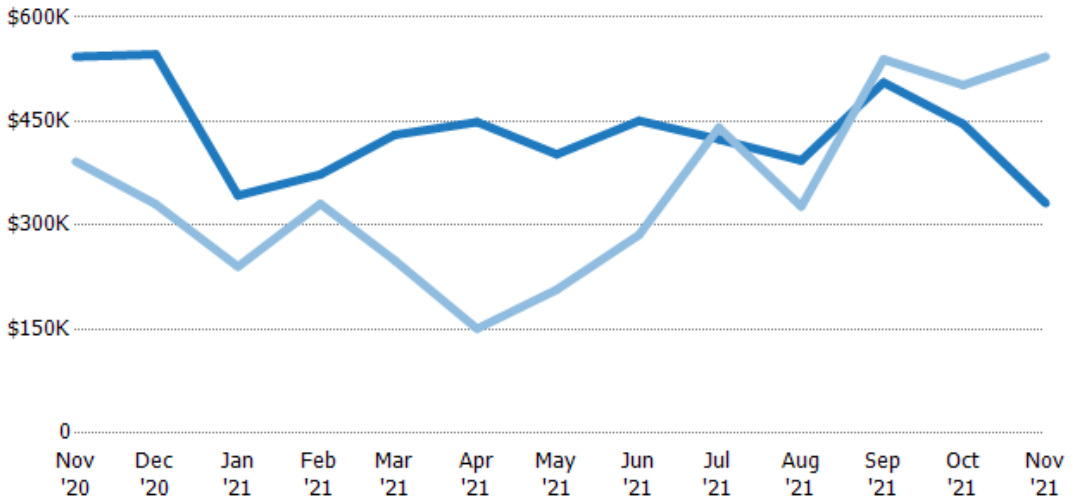
Condo/Townhouse	4%	-	-	-	-	-	-	6%	-	-	-	-	-
Single Family Residence	96%	100%	100%	100%	100%	100%	100%	94%	100%	100%	100%	100%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



Current Year	\$543K	\$547K	\$343K	\$373K	\$430K	\$449K	\$402K	\$451K	\$424K	\$393K	\$506K	\$446K	\$332K
Prior Year	\$392K	\$331K	\$240K	\$331K	\$249K	\$151K	\$207K	\$286K	\$441K	\$327K	\$539K	\$502K	\$543K
Percent Change from Prior Year	39%	65%	43%	13%	73%	198%	94%	57%	-4%	20%	-6%	-11%	-39%

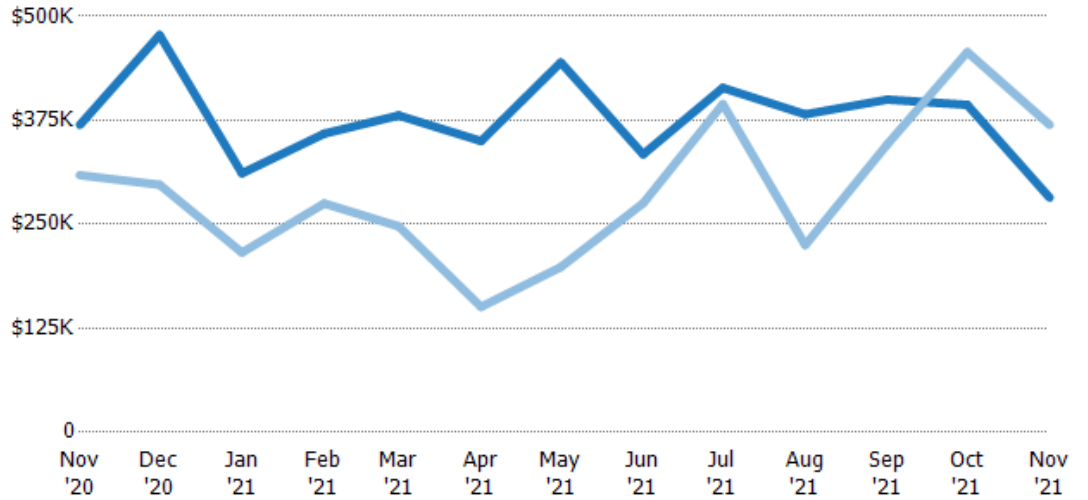
Median Sales Price

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.
Nov '21	\$282K	-23.7%
Nov '20	\$370K	19.6%
Nov '19	\$309K	-7.5%



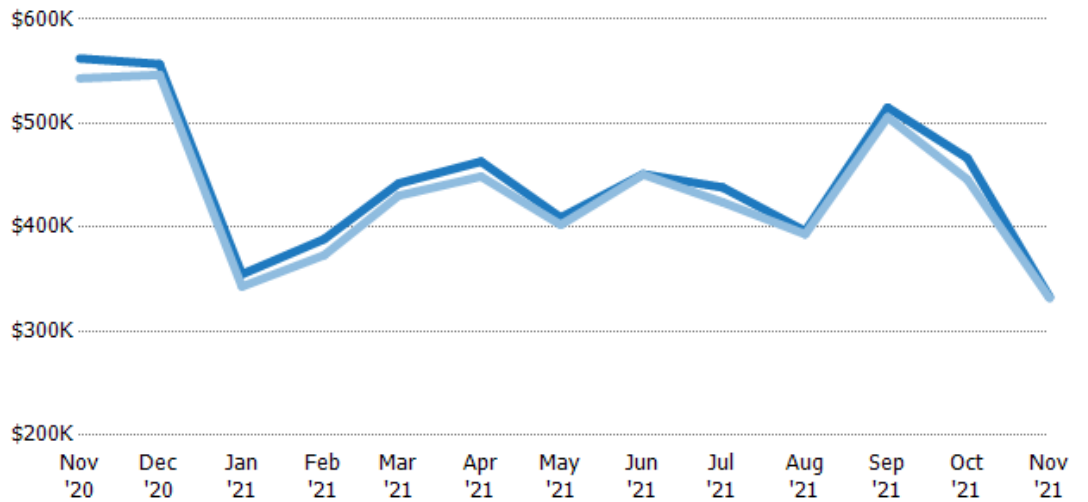
Current Year	\$370K	\$478K	\$311K	\$359K	\$381K	\$350K	\$445K	\$334K	\$414K	\$382K	\$400K	\$394K	\$282K
Prior Year	\$309K	\$298K	\$216K	\$275K	\$248K	\$151K	\$199K	\$275K	\$395K	\$225K	\$347K	\$457K	\$370K
Percent Change from Prior Year	20%	61%	44%	31%	54%	132%	124%	21%	5%	70%	15%	-14%	-24%

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



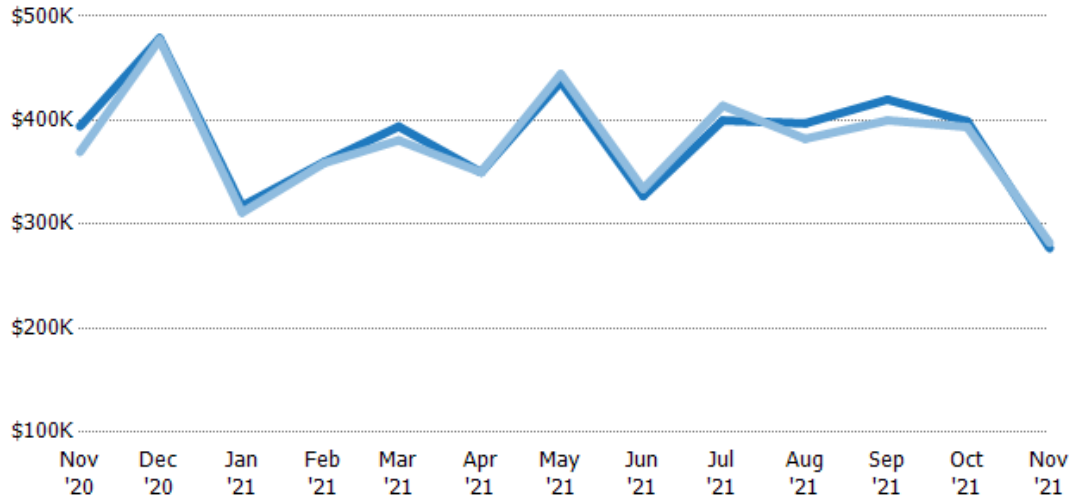
Avg List Price	\$562K	\$557K	\$355K	\$389K	\$442K	\$463K	\$409K	\$451K	\$438K	\$396K	\$515K	\$467K	\$333K
Avg Sales Price	\$543K	\$547K	\$343K	\$373K	\$430K	\$449K	\$402K	\$451K	\$424K	\$393K	\$506K	\$446K	\$332K
Avg Sales Price as a % of Avg List Price	97%	98%	97%	96%	97%	97%	98%	100%	97%	99%	98%	96%	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

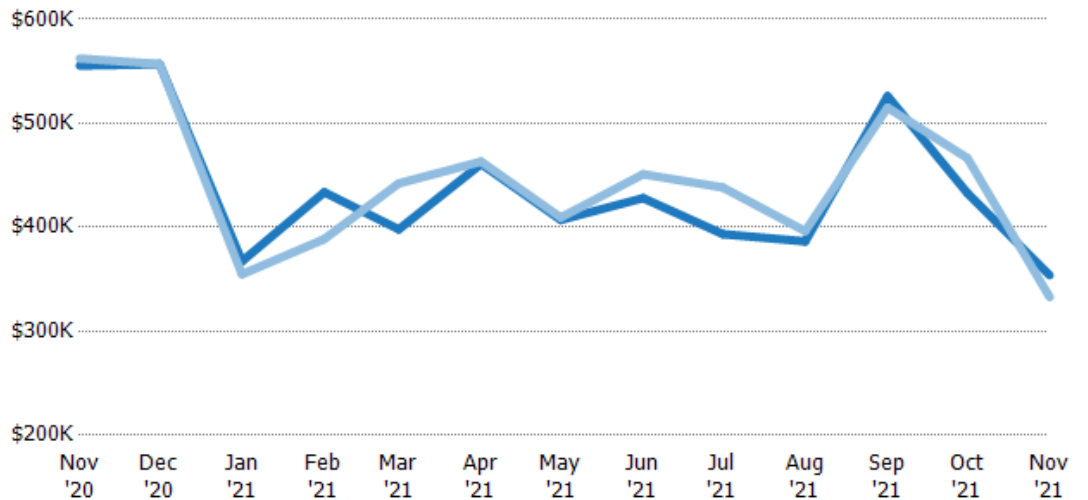


Average Sales Price vs Average Est Value

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

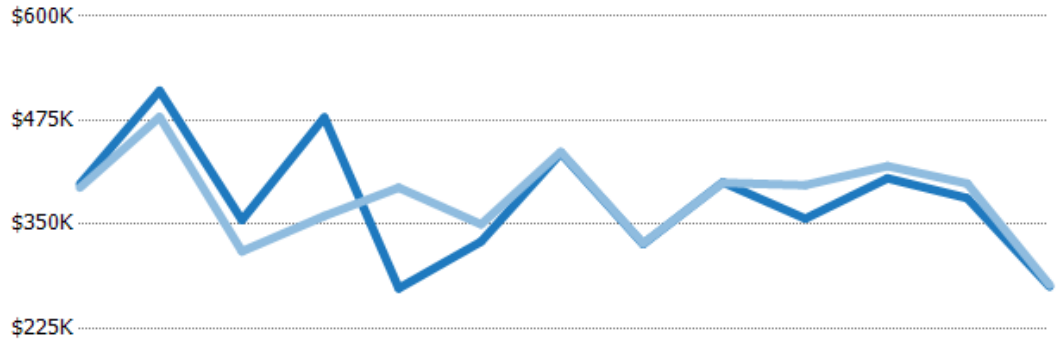


Median Sales Price vs Median Est Value

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$398K	\$511K	\$355K	\$478K	\$273K	\$329K	\$436K	\$326K	\$400K	\$357K	\$405K	\$381K	\$275K
Median Sales Price	\$394K	\$479K	\$317K	\$360K	\$394K	\$350K	\$437K	\$327K	\$400K	\$397K	\$420K	\$399K	\$277K
Med Sales Price as a % of Med Est Value	99%	94%	89%	75%	144%	106%	100%	100%	100%	111%	104%	105%	101%