

Summary of Key Listing and Sales Metrics

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

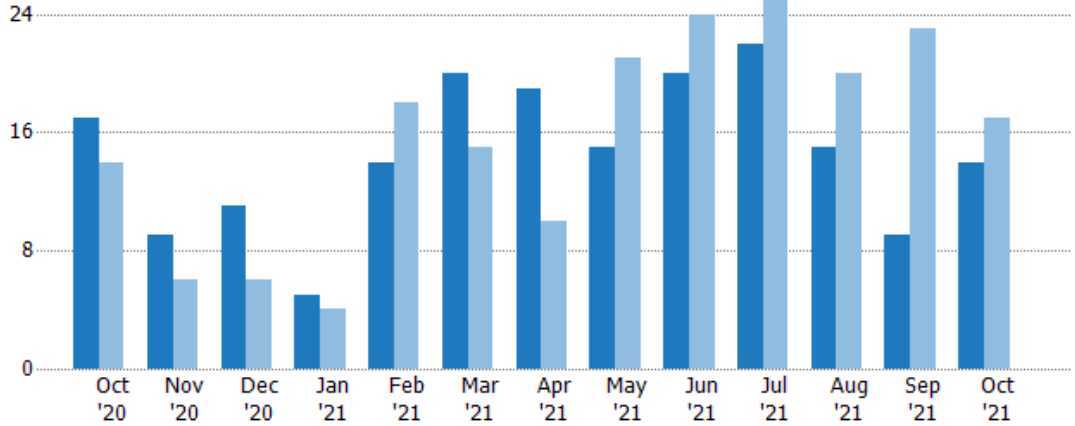
Key Metrics	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	17	-17.6%	153	178	-14%
New Listing Volume	\$5,373,200	\$8,140,000	-34%	\$66,998,160	\$83,948,122	-20.2%
Active Listing Count	45	65	-30.8%	N/A	N/A	
Active Listing Volume	\$20,611,431	\$34,795,560	-40.8%	N/A	N/A	
Average Listing Price	\$458,032	\$535,316	-14.4%	\$517,287	\$494,930	+4.5%
Median Listing Price	\$379,000	\$489,000	-22.5%	\$443,995	\$361,252	+22.9%
Median Days in RPR	101	109	-7.3%	90.33	120.36	-25%
Months of Inventory	3	3.3	-7.7%	3.3	8	-58.3%
Absorption Rate	33.33%	30.77%	+2.6%	30.07%	12.55%	+17.5%
Sales Activity Charts Metrics						
New Pending Sales Count	8	16	-50%	139	184	-24.5%
New Pending Sales Volume	\$4,766,900	\$5,114,400	-6.8%	\$60,257,657	\$79,609,467	-24.3%
Pending Sales Count	9	39	-76.9%	N/A	N/A	
Pending Sales Volume	\$3,041,800	\$20,556,300	-85.2%	N/A	N/A	
Closed Sales Count	10	17	-41.2%	124	123	+0.8%
Closed Sales Volume	\$4,460,400	\$8,538,100	-47.8%	\$53,012,483	\$47,767,246	+11%
Average Sales Price	\$446,040	\$502,241	-11.2%	\$427,520	\$388,352	+10.1%
Median Sales Price	\$393,500	\$457,000	-13.9%	\$381,150	\$316,386	+20.5%

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



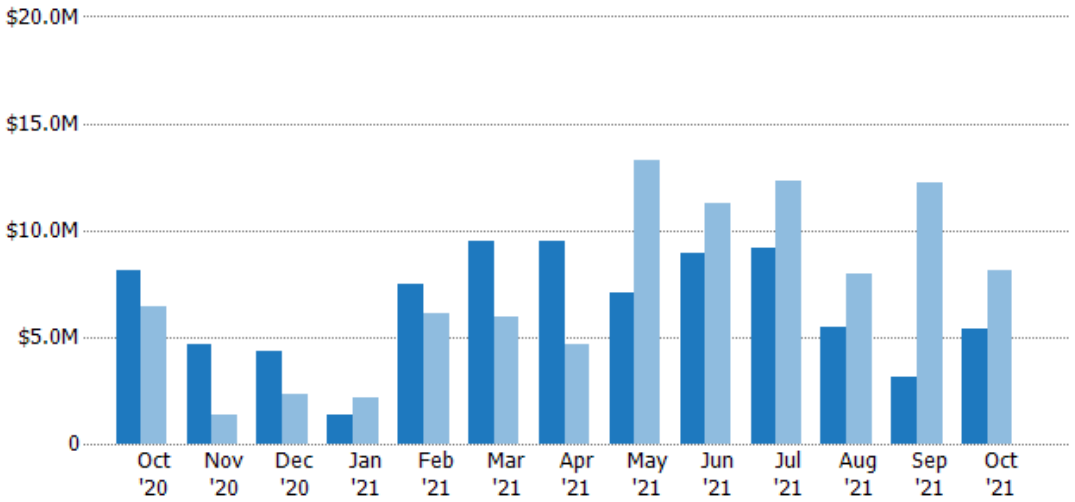
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	17	9	11	5	14	20	19	15	20	22	15	9	14
Prior Year	14	6	6	4	18	15	10	21	24	26	20	23	17
Percent Change from Prior Year	21%	50%	83%	25%	-22%	33%	90%	-29%	-17%	-15%	-25%	-61%	-18%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$8.14M	\$4.64M	\$4.29M	\$1.33M	\$7.5M	\$9.48M	\$9.52M	\$7.09M	\$8.95M	\$9.19M	\$5.42M	\$3.15M	\$5.37M
Prior Year	\$6.41M	\$1.39M	\$2.3M	\$2.15M	\$6.12M	\$5.94M	\$4.66M	\$13.3M	\$11.3M	\$12.3M	\$7.94M	\$12.2M	\$8.14M
Percent Change from Prior Year	27%	235%	87%	-38%	23%	60%	104%	-47%	-21%	-25%	-32%	-74%	-34%

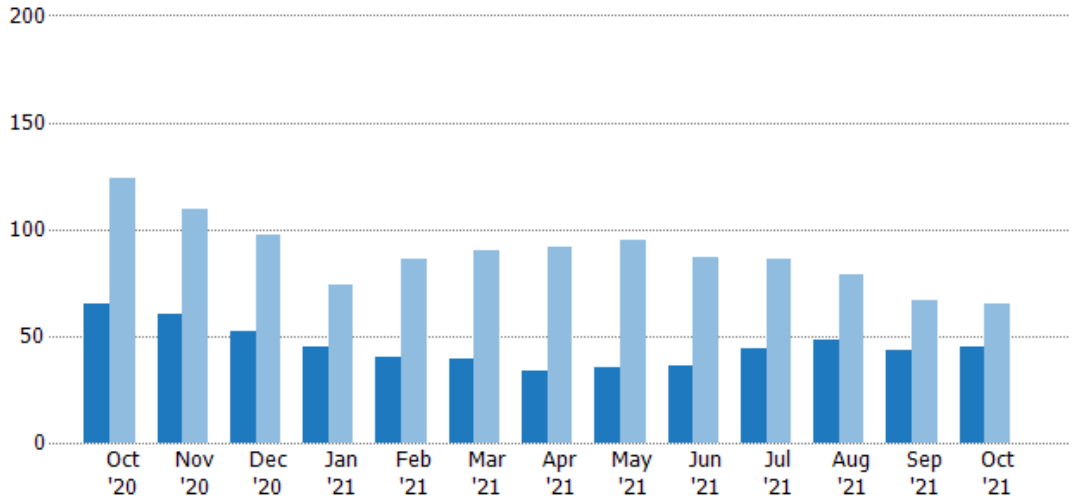
Active Listings

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.
Oct '21	45	-30.8%
Oct '20	65	-47.6%
Oct '19	124	10.5%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	65	60	52	45	40	39	34	35	36	44	48	43	45
Prior Year	124	109	97	74	86	90	92	95	87	86	79	67	65
Percent Change from Prior Year	-48%	-45%	-46%	-39%	-53%	-57%	-63%	-63%	-59%	-49%	-39%	-36%	-31%

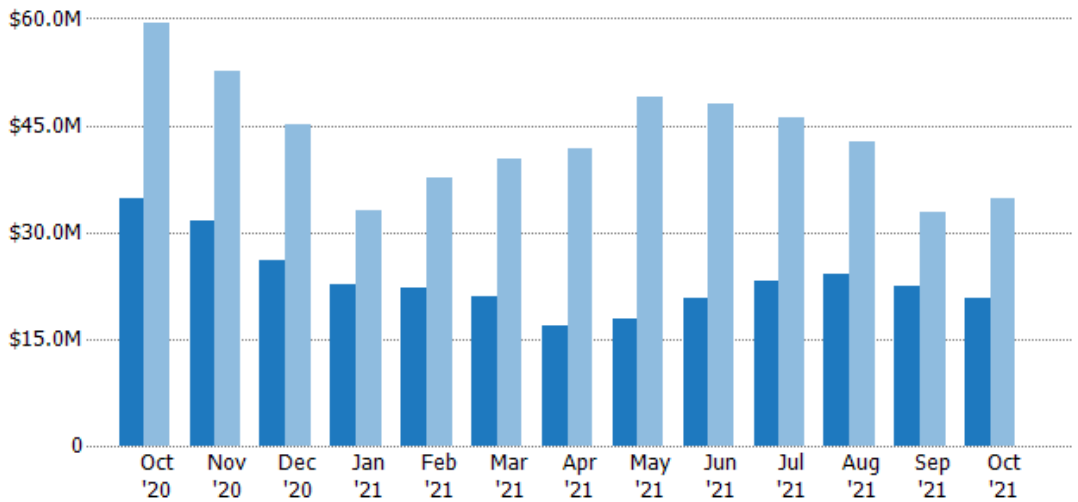
Active Listing Volume

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.
Oct '21	\$20.6M	-40.8%
Oct '20	\$34.8M	-41.4%
Oct '19	\$59.4M	-10.7%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$34.8M	\$31.5M	\$26M	\$22.6M	\$22.1M	\$21M	\$17M	\$17.8M	\$20.8M	\$23.2M	\$24.2M	\$22.4M	\$20.6M
Prior Year	\$59.4M	\$52.6M	\$45.2M	\$33M	\$37.7M	\$40.4M	\$41.8M	\$48.9M	\$48.1M	\$46.2M	\$42.6M	\$32.8M	\$34.8M
Percent Change from Prior Year	-41%	-40%	-42%	-32%	-41%	-48%	-59%	-64%	-57%	-50%	-43%	-32%	-41%

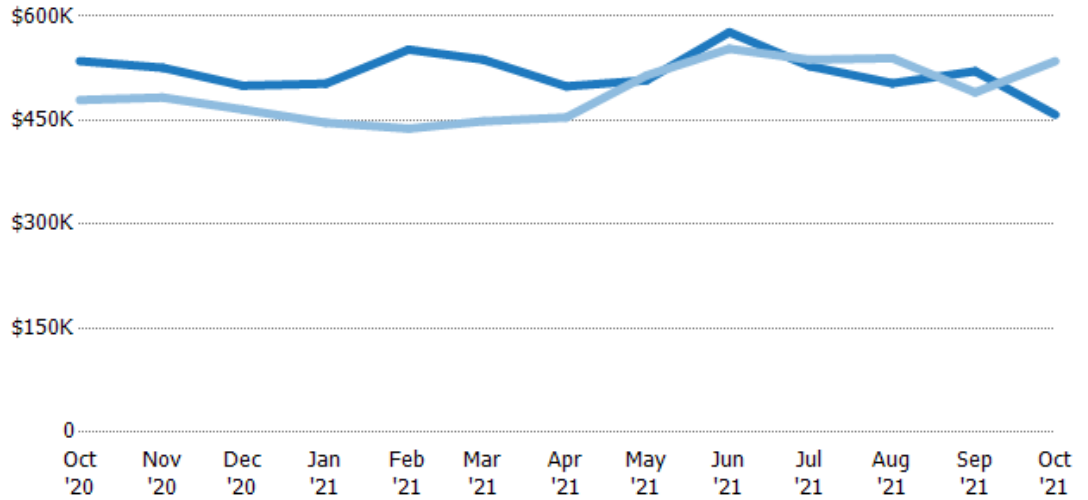
Average Listing Price

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.
Oct '21	\$458K	-14.4%
Oct '20	\$535K	11.7%
Oct '19	\$479K	-19.2%



Current Year	\$535K	\$526K	\$500K	\$503K	\$552K	\$537K	\$499K	\$508K	\$577K	\$528K	\$503K	\$521K	\$458K
Prior Year	\$479K	\$483K	\$466K	\$447K	\$438K	\$449K	\$454K	\$515K	\$553K	\$537K	\$540K	\$490K	\$535K
Percent Change from Prior Year	12%	9%	7%	13%	26%	20%	10%	-1%	4%	-2%	-7%	6%	-14%

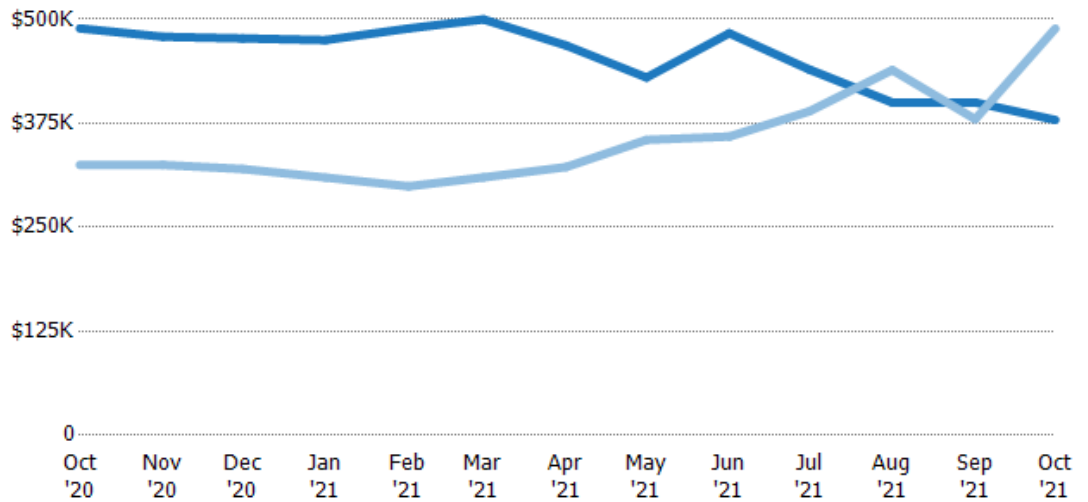
Median Listing Price

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.
Oct '21	\$379K	-22.5%
Oct '20	\$489K	50.5%
Oct '19	\$325K	-14.6%



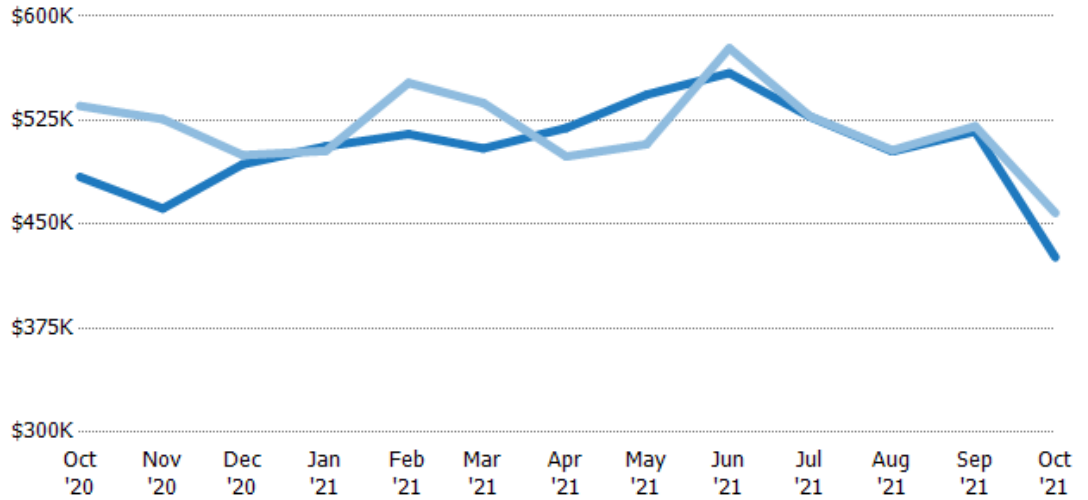
Current Year	\$489K	\$479K	\$477K	\$475K	\$489K	\$500K	\$468K	\$430K	\$483K	\$440K	\$400K	\$400K	\$379K
Prior Year	\$325K	\$325K	\$320K	\$310K	\$299K	\$310K	\$322K	\$355K	\$359K	\$389K	\$439K	\$380K	\$489K
Percent Change from Prior Year	50%	47%	49%	53%	63%	61%	45%	21%	35%	13%	-9%	5%	-22%

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

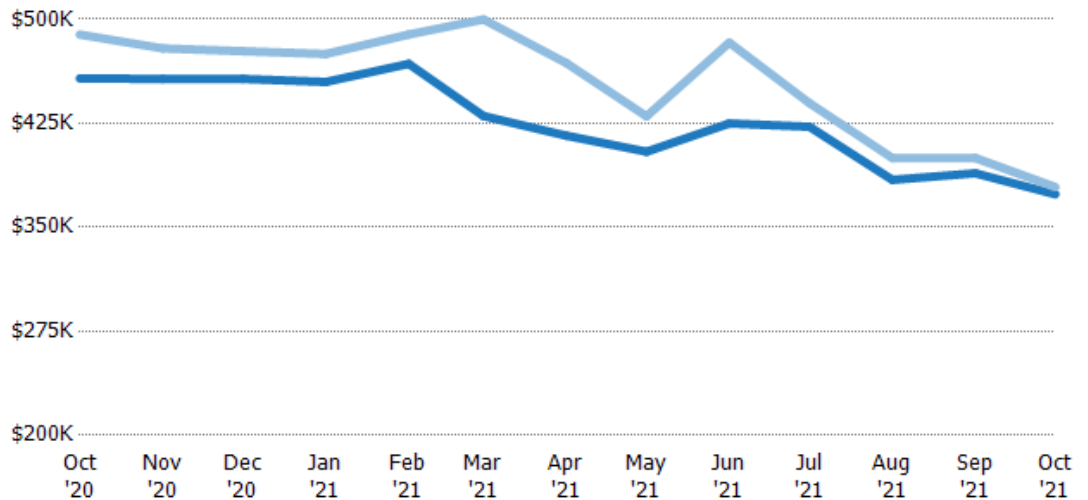


Median Listing Price vs Median Est Value

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

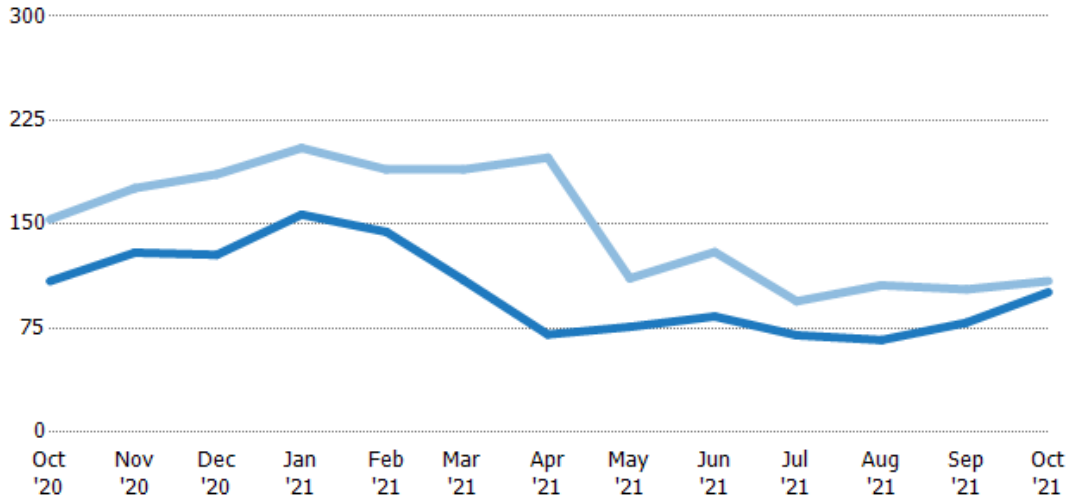


Median Days in RPR

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



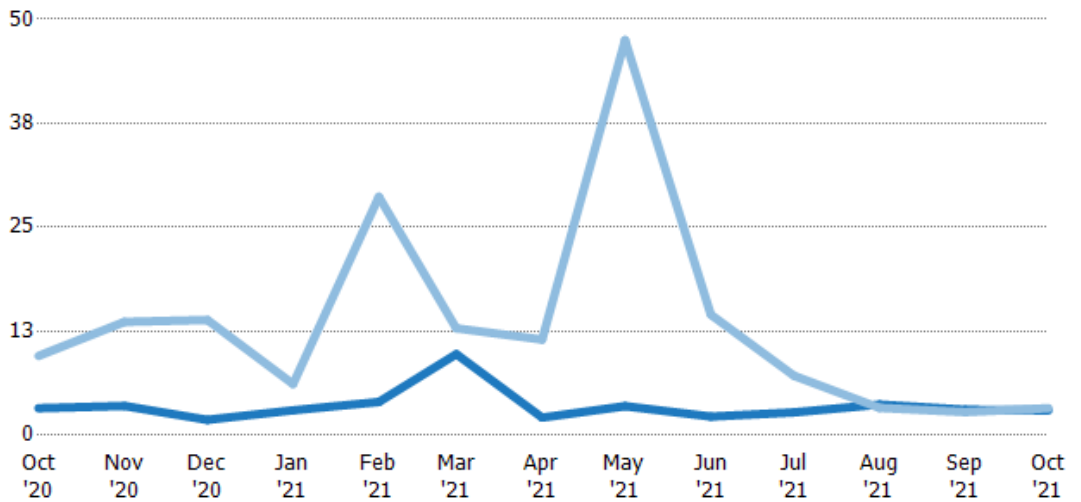
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	109	130	128	157	145	110	70.5	76	83.5	70	66.5	79	101
Prior Year	154	176	186	205	190	190	198	111	130	94.5	106	103	109
Percent Change from Prior Year	-29%	-26%	-31%	-23%	-24%	-42%	-64%	-32%	-36%	-26%	-37%	-23%	-7%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	3.25	3.53	1.86	3	4	9.75	2.13	3.5	2.25	2.75	3.69	3.07	3
Prior Year	9.54	13.6	13.9	6.17	28.7	12.9	11.5	47.5	14.5	7.17	3.29	2.79	3.25
Percent Change from Prior Year	-66%	-74%	-87%	-51%	-86%	-24%	-82%	-93%	-84%	-62%	12%	10%	-8%

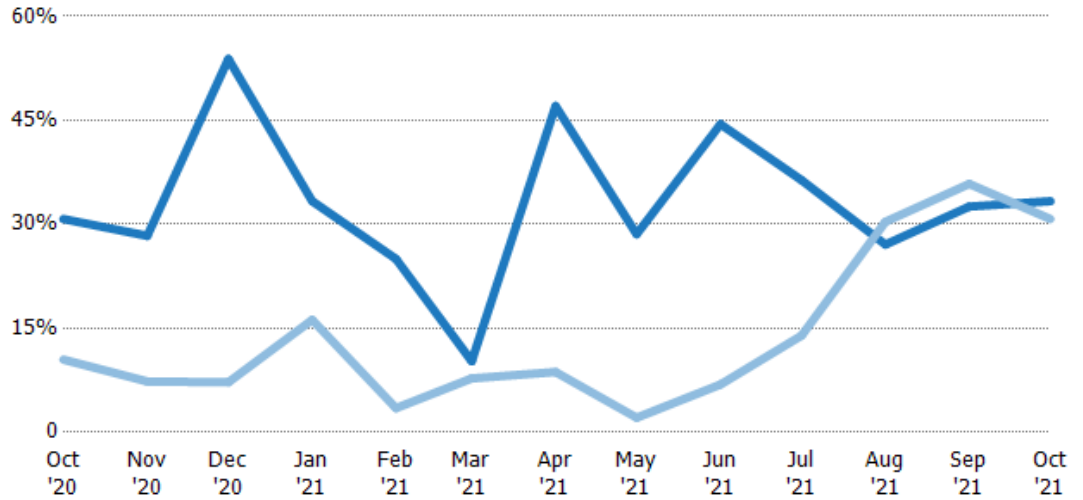
Absorption Rate

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.
Oct '21	33%	-2.6%
Oct '20	31%	-20.3%
Oct '19	10%	-16.5%



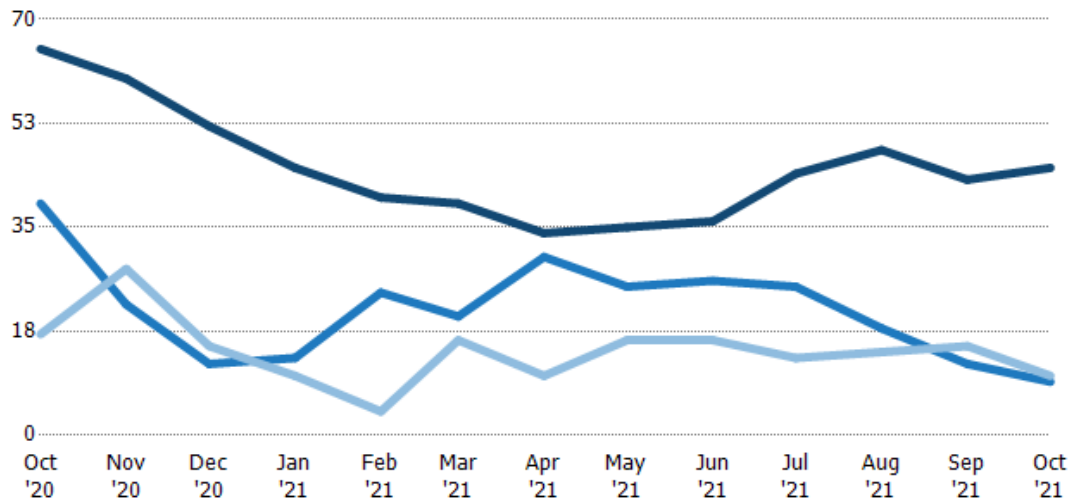
Current Year	31%	28%	54%	33%	25%	10%	47%	29%	44%	36%	27%	33%	33%
Prior Year	10%	7%	7%	16%	3%	8%	9%	2%	7%	14%	30%	36%	31%
Change from Prior Year	-20%	-21%	-47%	-17%	-22%	-2%	-38%	-26%	-38%	-22%	3%	3%	-3%

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



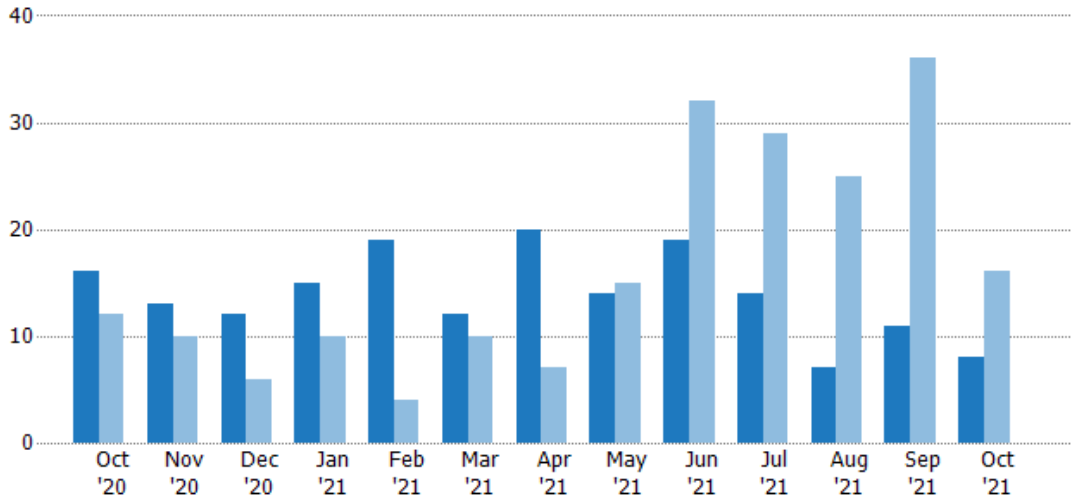
Active	65	60	52	45	40	39	34	35	36	44	48	43	45
Pending	39	22	12	13	24	20	30	25	26	25	18	12	9
Sold	17	28	15	10	4	16	10	16	16	13	14	15	10

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



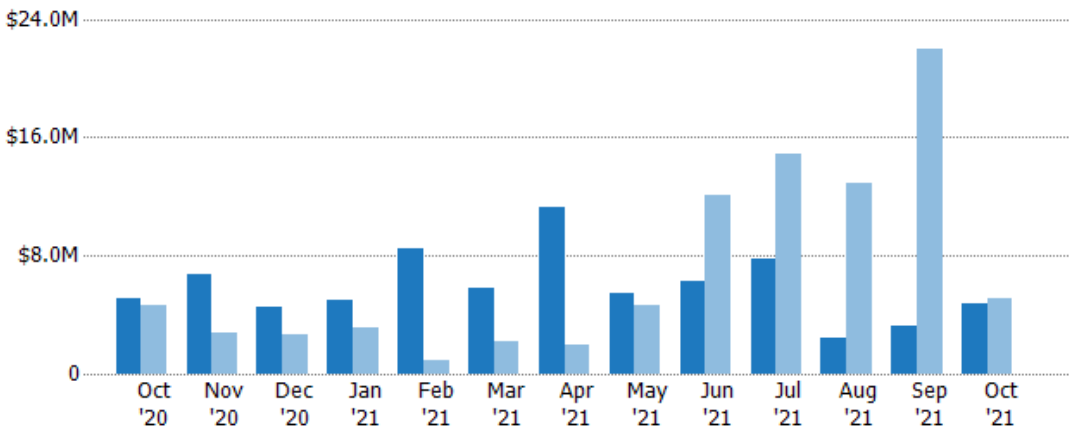
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	16	13	12	15	19	12	20	14	19	14	7	11	8
Prior Year	12	10	6	10	4	10	7	15	32	29	25	36	16
Percent Change from Prior Year	33%	30%	100%	50%	375%	20%	186%	-7%	-41%	-52%	-72%	-69%	-50%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$5.11M	\$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	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.9M	\$12.9M	\$22M	\$5.11M
Percent Change from Prior Year	11%	137%	73%	59%	878%	169%	476%	18%	-48%	-48%	-81%	-85%	-7%

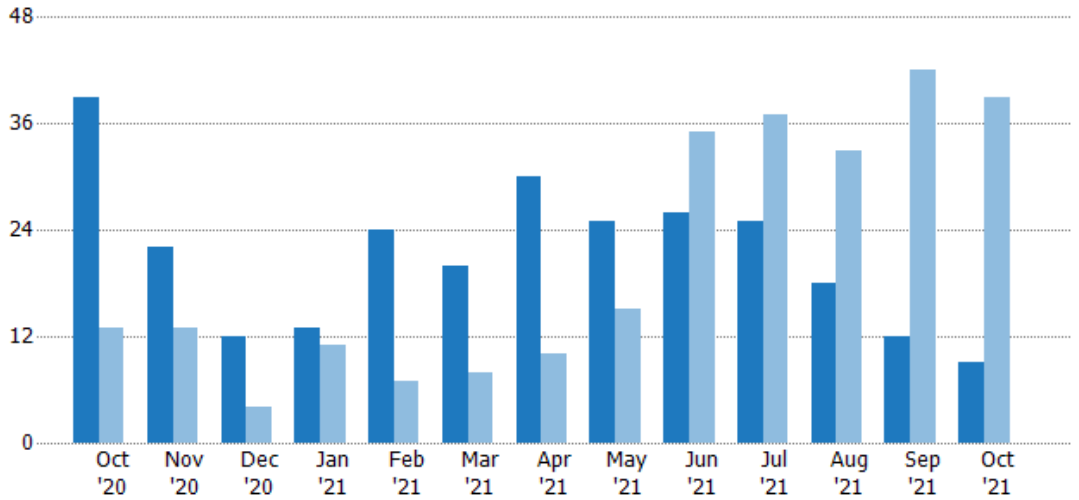
Pending Sales

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.
Oct '21	9	-76.9%
Oct '20	39	200%
Oct '19	13	7.7%



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

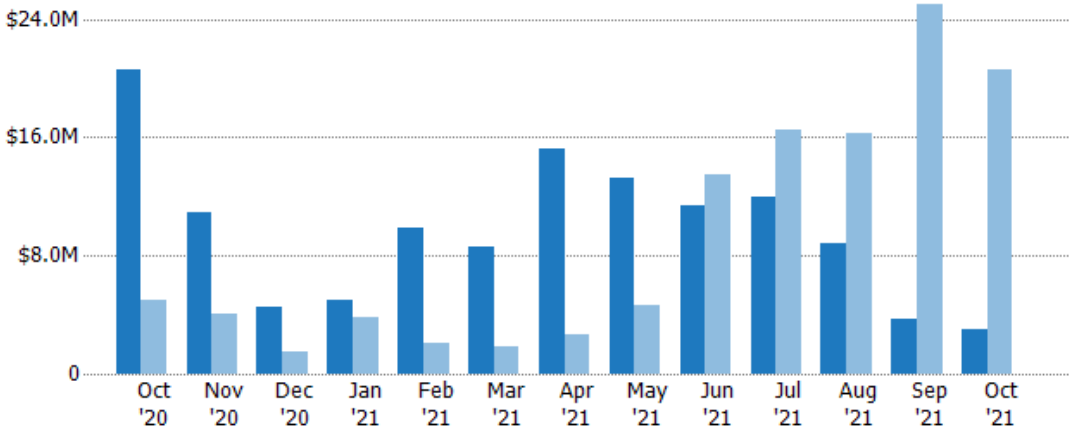
Pending Sales Volume

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.
Oct '21	\$3.04M	-85.2%
Oct '20	\$20.6M	315.8%
Oct '19	\$4.94M	43.7%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$20.6M	\$10.9M	\$4.53M	\$4.97M	\$9.89M	\$8.64M	\$15.2M	\$13.2M	\$11.4M	\$12M	\$8.83M	\$3.68M	\$3.04M
Prior Year	\$4.94M	\$4.09M	\$1.51M	\$3.82M	\$2.02M	\$1.9M	\$2.64M	\$4.68M	\$13.5M	\$16.5M	\$16.3M	\$25M	\$20.6M
Percent Change from Prior Year	316%	166%	200%	30%	390%	355%	476%	182%	-16%	-28%	-46%	-85%	-85%

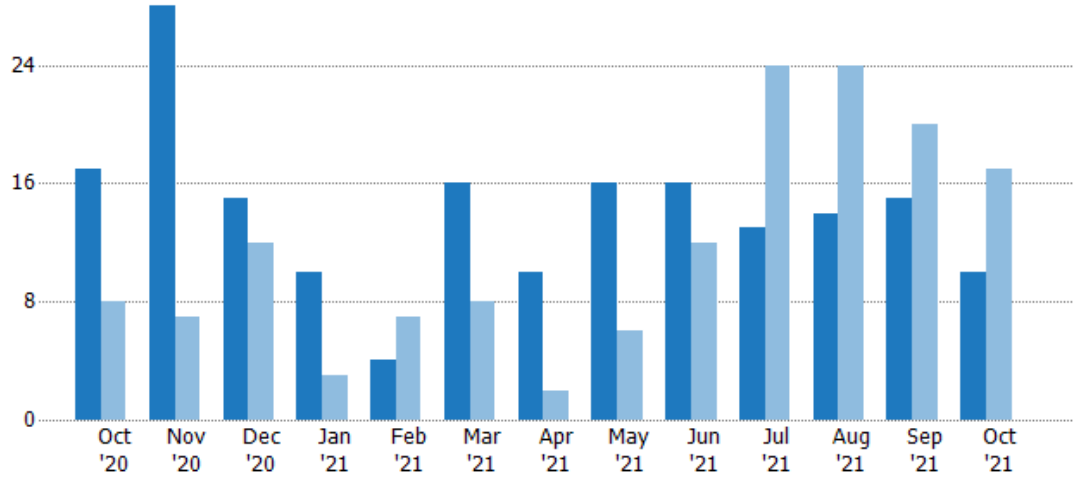
Closed Sales

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.
Oct '21	10	-41.2%
Oct '20	17	112.5%
Oct '19	8	25%



Current Year	17	28	15	10	4	16	10	16	16	13	14	15	10
Prior Year	8	7	12	3	7	8	2	6	12	24	24	20	17
Percent Change from Prior Year	113%	300%	25%	233%	-43%	100%	400%	167%	33%	-46%	-42%	-25%	-41%

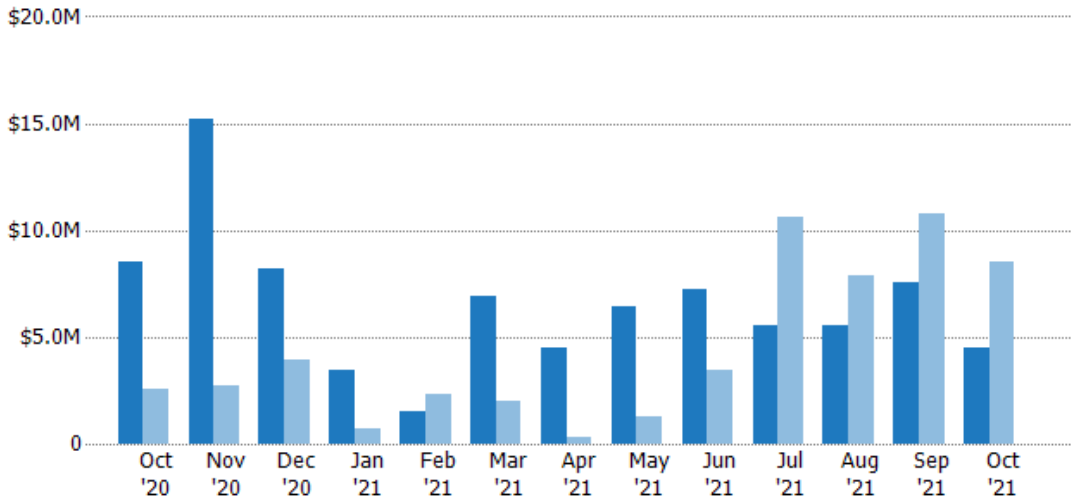
Closed Sales Volume

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.
Oct '21	\$4.46M	-47.8%
Oct '20	\$8.54M	232.6%
Oct '19	\$2.57M	16.3%



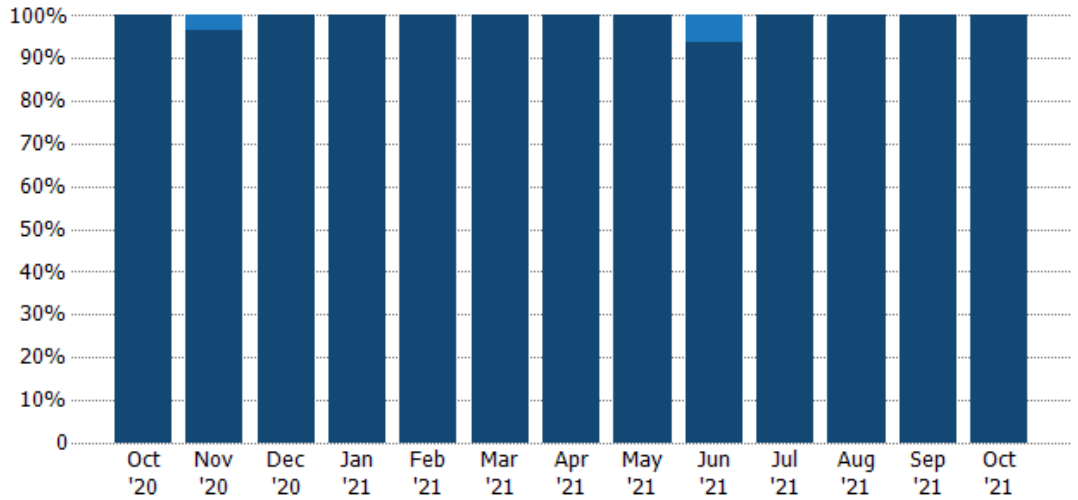
Current Year	\$8.54M	\$15.2M	\$8.2M	\$3.43M	\$1.49M	\$6.89M	\$4.49M	\$6.44M	\$7.21M	\$5.51M	\$5.51M	\$7.59M	\$4.46M
Prior Year	\$2.57M	\$2.74M	\$3.97M	\$721K	\$2.32M	\$1.99M	\$302K	\$1.24M	\$3.44M	\$10.6M	\$7.85M	\$10.8M	\$8.54M
Percent Change from Prior Year	233%	455%	107%	376%	-36%	245%	1,389%	418%	110%	-48%	-30%	-30%	-48%

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



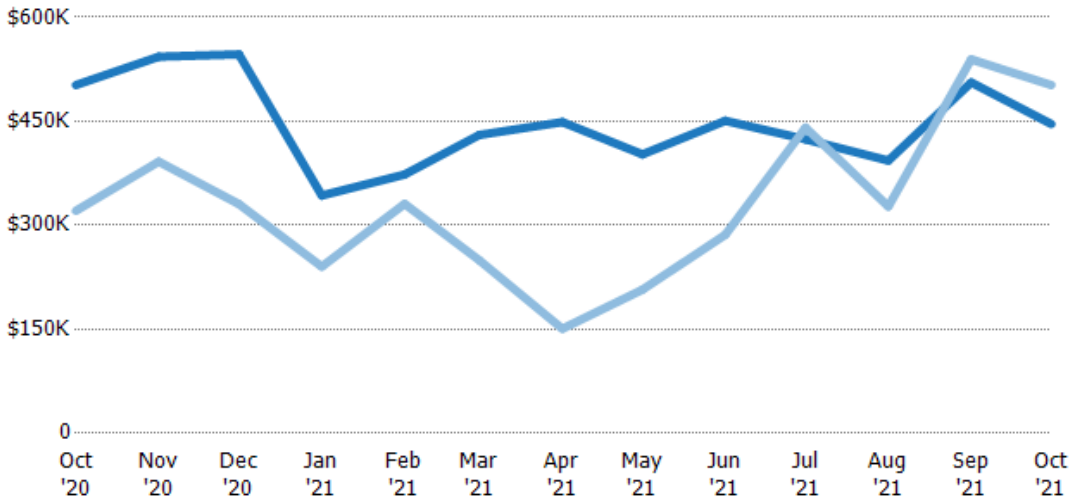
Condo/Townhouse	-	4%	-	-	-	-	-	-	6%	-	-	-	-
Single Family Residence	100%	96%	100%	100%	100%	100%	100%	100%	94%	100%	100%	100%	100%

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	\$502K	\$543K	\$547K	\$343K	\$373K	\$430K	\$449K	\$402K	\$451K	\$424K	\$393K	\$506K	\$446K
Prior Year	\$321K	\$392K	\$331K	\$240K	\$331K	\$249K	\$151K	\$207K	\$286K	\$441K	\$327K	\$539K	\$502K
Percent Change from Prior Year	57%	39%	65%	43%	13%	73%	198%	94%	57%	-4%	20%	-6%	-11%

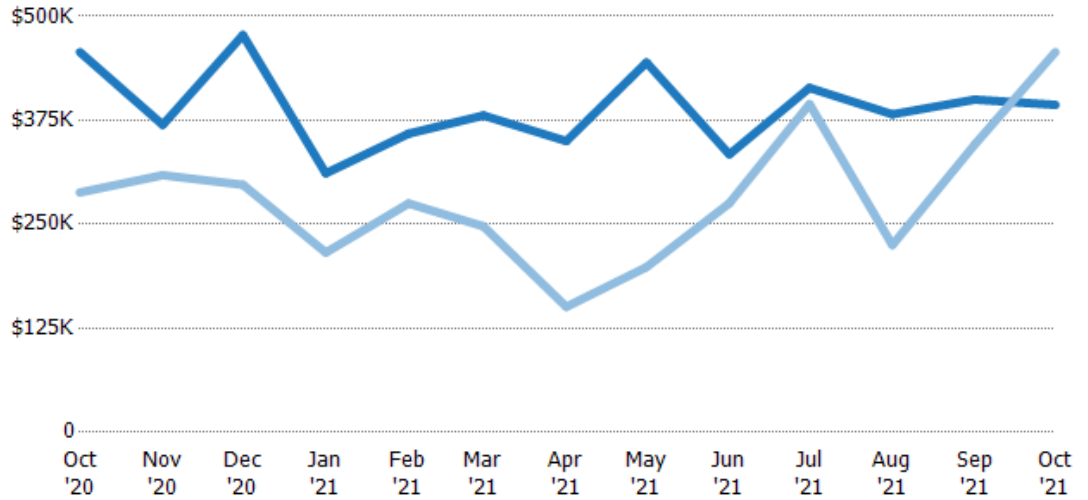
Median Sales Price

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.
Oct '21	\$394K	-13.9%
Oct '20	\$457K	58.5%
Oct '19	\$288K	-5.9%



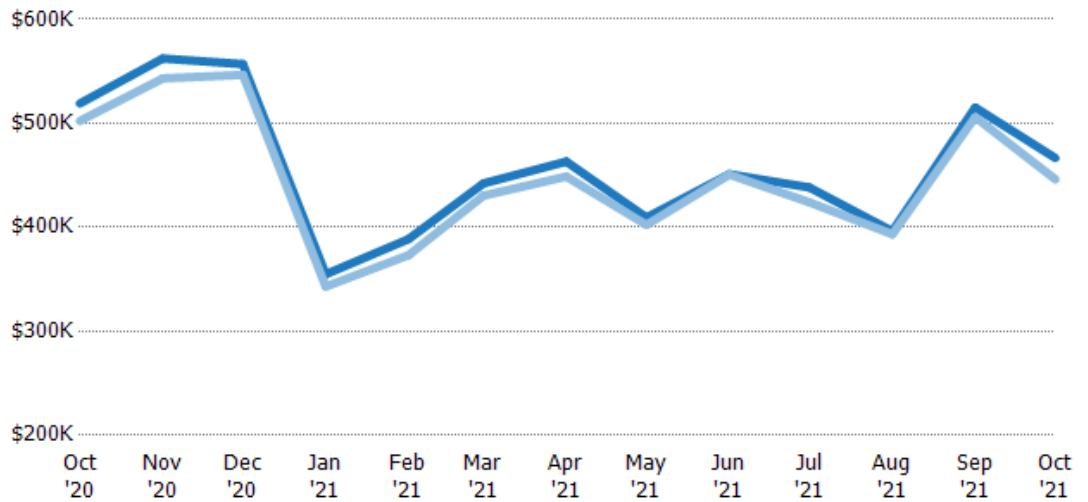
Current Year	\$457K	\$370K	\$478K	\$311K	\$359K	\$381K	\$350K	\$445K	\$334K	\$414K	\$382K	\$400K	\$394K
Prior Year	\$288K	\$309K	\$298K	\$216K	\$275K	\$248K	\$151K	\$199K	\$275K	\$395K	\$225K	\$347K	\$457K
Percent Change from Prior Year	59%	20%	61%	44%	31%	54%	132%	124%	21%	5%	70%	15%	-14%

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



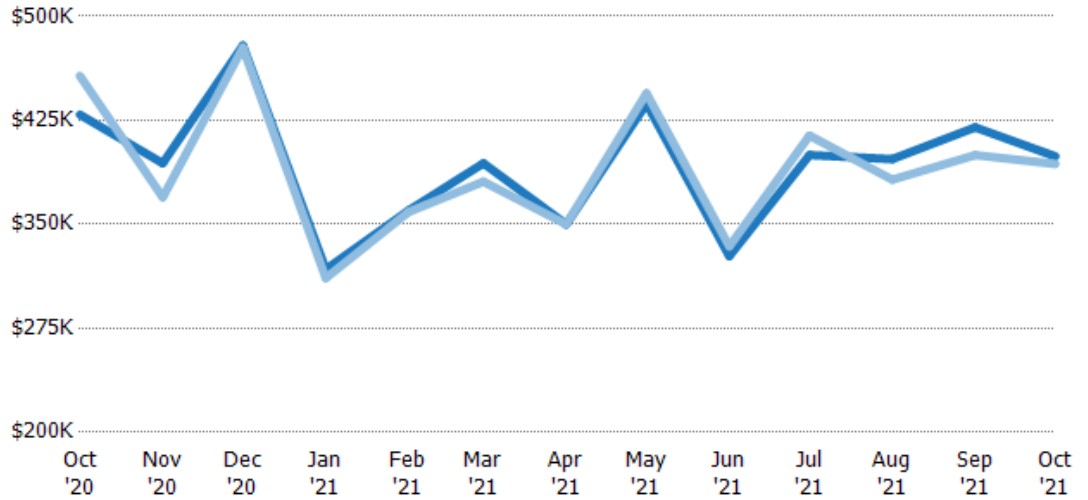
Avg List Price	\$519K	\$562K	\$557K	\$355K	\$389K	\$442K	\$463K	\$409K	\$451K	\$438K	\$396K	\$515K	\$467K
Avg Sales Price	\$502K	\$543K	\$547K	\$343K	\$373K	\$430K	\$449K	\$402K	\$451K	\$424K	\$393K	\$506K	\$446K
Avg Sales Price as a % of Avg List Price	97%	97%	98%	97%	96%	97%	97%	98%	100%	97%	99%	98%	96%

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



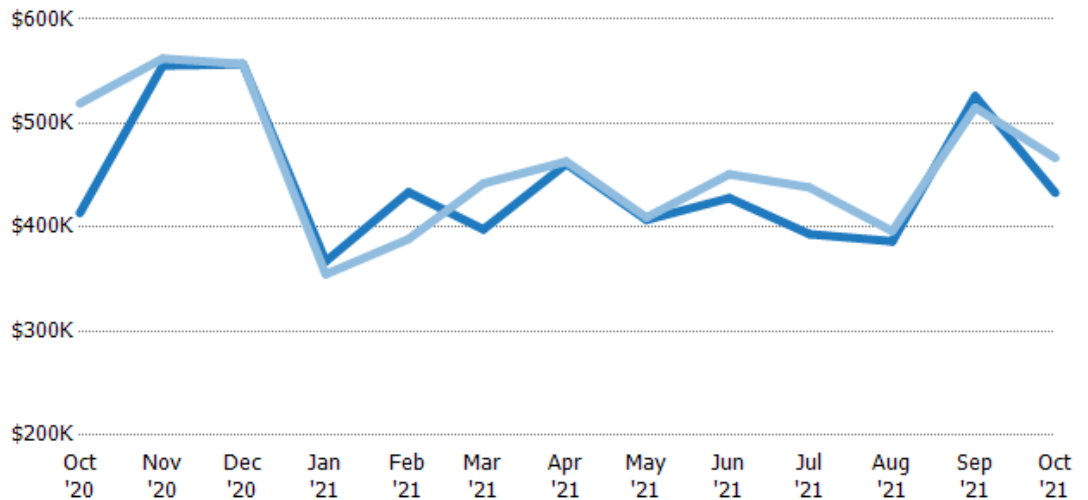
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Med Sales Price as a % of Med List Price	107%	94%	100%	98%	100%	97%	100%	102%	102%	104%	96%	95%	99%

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



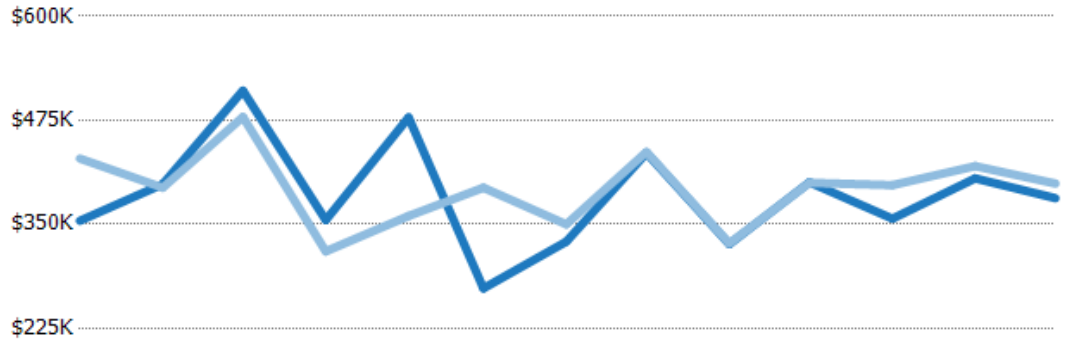
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Sales Price as a % of Avg Est Value	125%	101%	100%	97%	90%	111%	100%	101%	105%	111%	103%	98%	108%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$354K	\$398K	\$511K	\$355K	\$478K	\$273K	\$329K	\$436K	\$326K	\$400K	\$357K	\$405K	\$381K
Median Sales Price	\$429K	\$394K	\$479K	\$317K	\$360K	\$394K	\$350K	\$437K	\$327K	\$400K	\$397K	\$420K	\$399K
Med Sales Price as a % of Med Est Value	121%	99%	94%	89%	75%	144%	106%	100%	100%	100%	111%	104%	105%