

## Summary of Key Listing and Sales Metrics

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

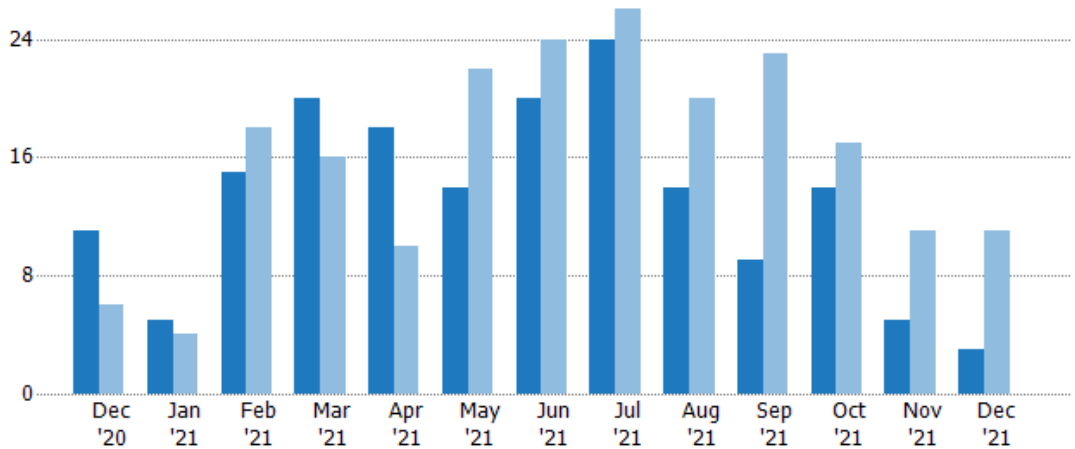
Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	11	-72.7%	161	202	-20.3%
New Listing Volume	\$1,008,900	\$4,294,400	-76.5%	\$69,232,080	\$94,621,075	-26.8%
Active Listing Count	21	54	-61.1%	N/A	N/A	
Active Listing Volume	\$8,554,006	\$27,139,900	-68.5%	N/A	N/A	
Average Listing Price	\$407,334	\$502,591	-19%	\$506,182	\$500,768	+1.1%
Median Listing Price	\$359,900	\$477,000	-24.5%	\$437,147	\$379,973	+15%
Median Days in RPR	140	126.5	+10.7%	99.3	120.88	-17.9%
Months of Inventory	2.6	1.9	+36.1%	2.7	7.4	-63.2%
Absorption Rate	38.1%	51.85%	-13.8%	36.54%	13.44%	+23.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	12	-75%	163	209	-22%
New Pending Sales Volume	\$1,184,800	\$4,542,100	-73.9%	\$70,339,757	\$90,858,967	-22.6%
Pending Sales Count	6	13	-53.8%	N/A	N/A	
Pending Sales Volume	\$2,123,600	\$4,762,900	-55.4%	N/A	N/A	
Closed Sales Count	18	15	+20%	152	167	-9%
Closed Sales Volume	\$7,634,300	\$8,199,000	-6.9%	\$63,850,783	\$71,388,996	-10.6%
Average Sales Price	\$424,128	\$546,600	-22.4%	\$420,071	\$427,479	-1.7%
Median Sales Price	\$390,000	\$477,500	-18.3%	\$371,878	\$338,467	+9.9%

## 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



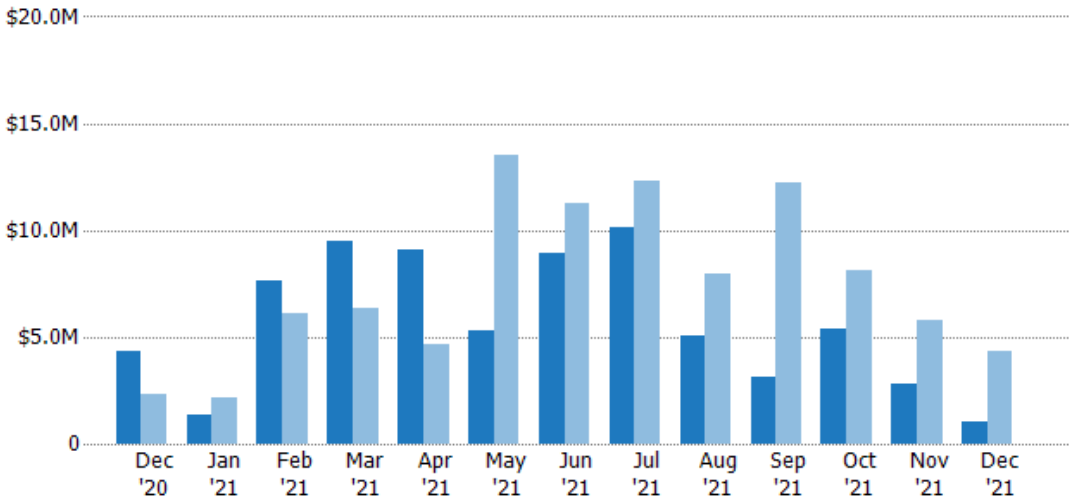
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	11	5	15	20	18	14	20	24	14	9	14	5	3
Prior Year	6	4	18	16	10	22	24	26	20	23	17	11	11
Percent Change from Prior Year	83%	25%	-17%	25%	80%	-36%	-17%	-8%	-30%	-61%	-18%	-55%	-73%

## 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



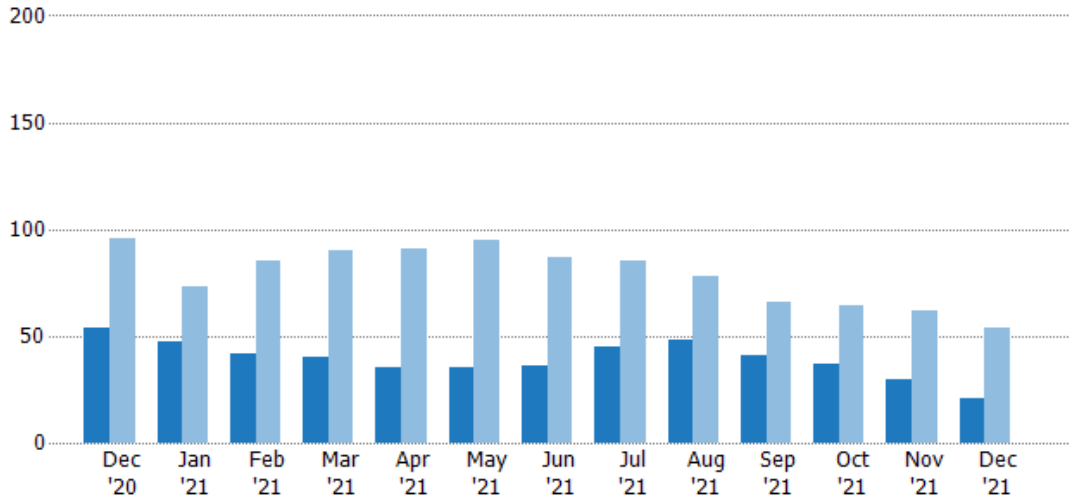
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$4.29M	\$1.33M	\$7.62M	\$9.48M	\$9.09M	\$5.29M	\$8.95M	\$10.1M	\$5.03M	\$3.15M	\$5.37M	\$2.77M	\$1.01M
Prior Year	\$2.3M	\$2.15M	\$6.12M	\$6.31M	\$4.66M	\$13.5M	\$11.3M	\$12.3M	\$7.94M	\$12.2M	\$8.14M	\$5.79M	\$4.29M
Percent Change from Prior Year	87%	-38%	25%	50%	95%	-61%	-21%	-17%	-37%	-74%	-34%	-52%	-77%

## 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



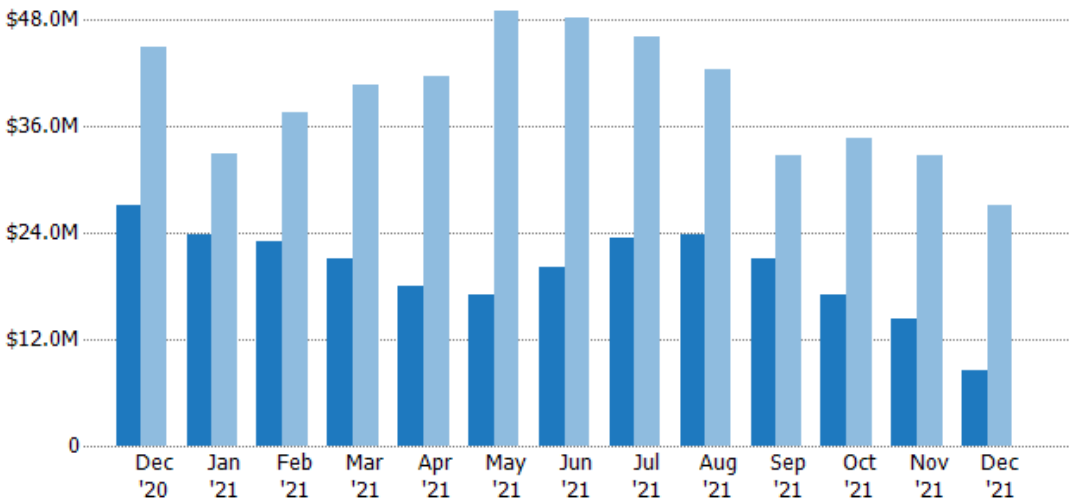
Month/Year	Count	% Chg.
Dec '21	21	-61.1%
Dec '20	54	-43.8%
Dec '19	96	21.9%

## 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.
Dec '21	\$8.55M	-68.5%
Dec '20	\$27.1M	-39.7%
Dec '19	\$45M	-6.1%

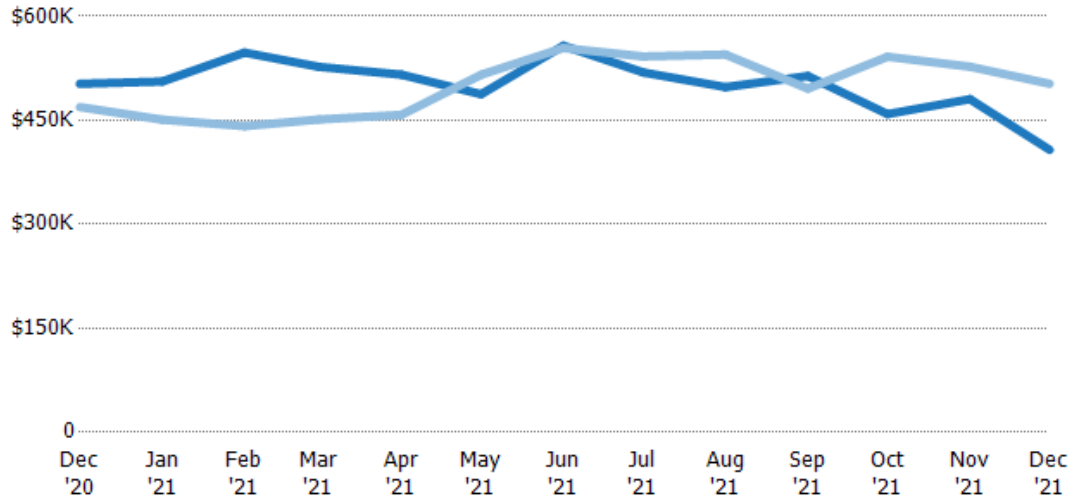
## Average Listing Price

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.
Dec '21	\$407K	-19%
Dec '20	\$503K	7.1%
Dec '19	\$469K	-22.9%



Current Year	\$503K	\$506K	\$548K	\$527K	\$516K	\$488K	\$558K	\$519K	\$498K	\$514K	\$459K	\$480K	\$407K
Prior Year	\$469K	\$451K	\$442K	\$451K	\$458K	\$516K	\$554K	\$542K	\$545K	\$496K	\$542K	\$527K	\$503K
Percent Change from Prior Year	7%	12%	24%	17%	13%	-5%	1%	-4%	-9%	4%	-15%	-9%	-19%

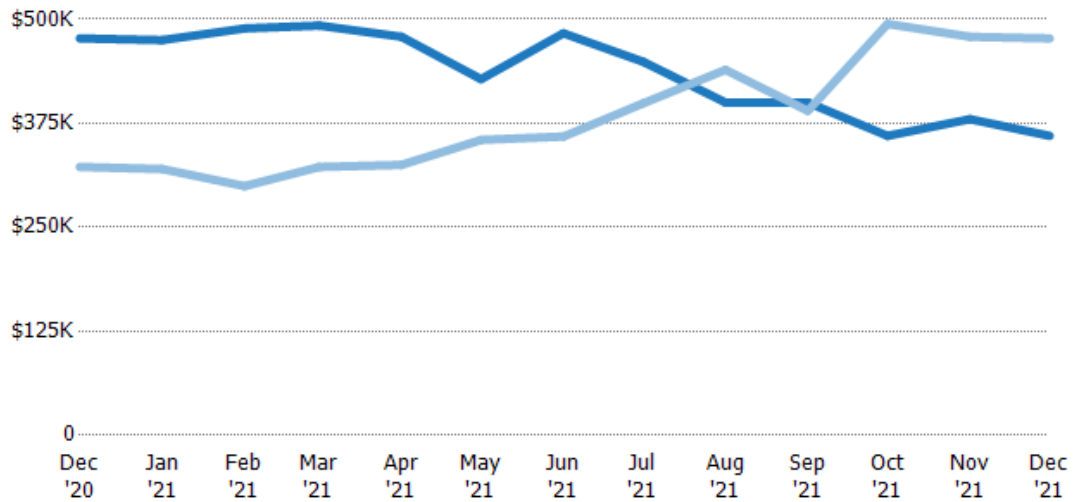
## Median Listing Price

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.
Dec '21	\$360K	-24.5%
Dec '20	\$477K	47.9%
Dec '19	\$322K	-19.1%



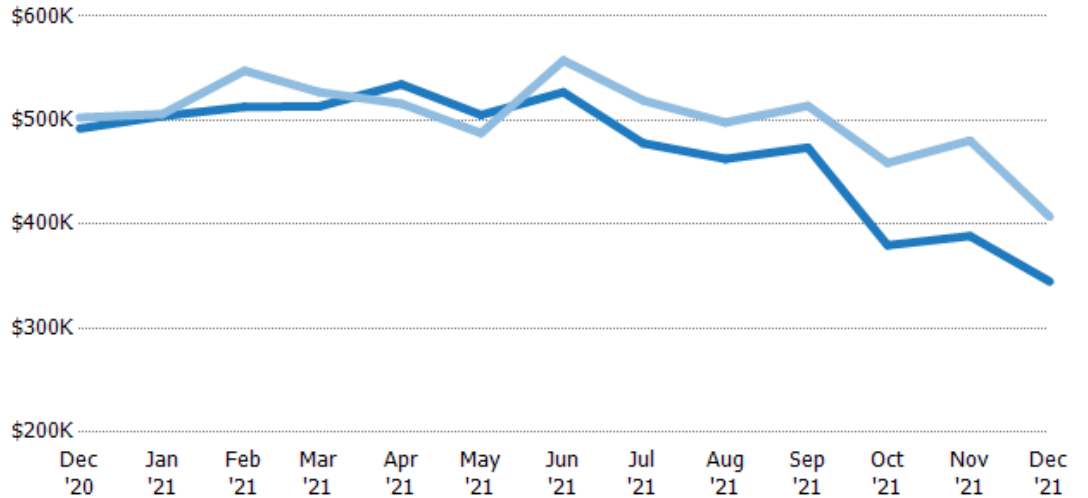
Current Year	\$477K	\$475K	\$489K	\$492K	\$479K	\$428K	\$483K	\$449K	\$400K	\$400K	\$360K	\$380K	\$360K
Prior Year	\$322K	\$320K	\$300K	\$322K	\$325K	\$355K	\$359K	\$399K	\$439K	\$390K	\$494K	\$479K	\$477K
Percent Change from Prior Year	48%	48%	63%	53%	47%	21%	35%	13%	-9%	3%	-27%	-21%	-25%

## 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



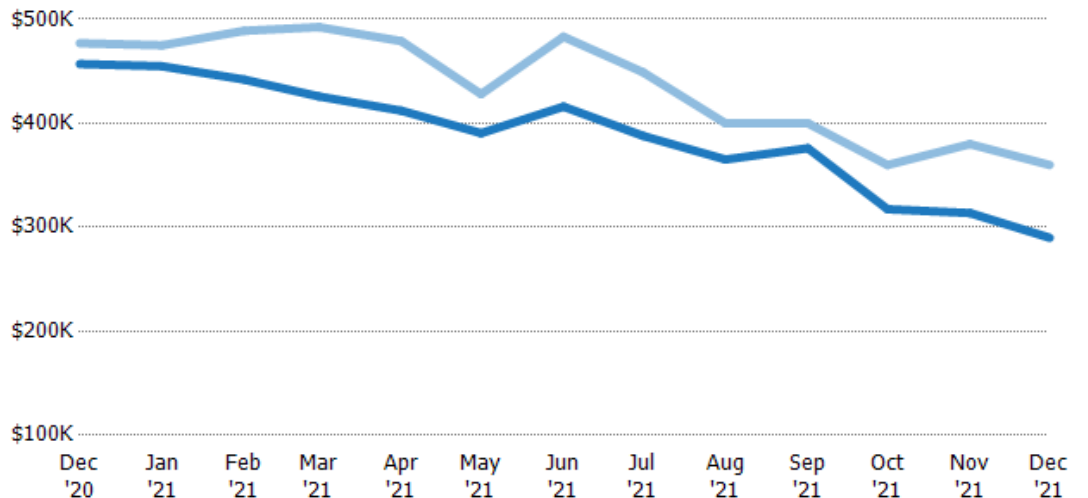
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$492K	\$504K	\$513K	\$513K	\$535K	\$505K	\$527K	\$478K	\$463K	\$474K	\$380K	\$389K	\$345K
Avg Listing Price	\$503K	\$506K	\$548K	\$527K	\$516K	\$488K	\$558K	\$519K	\$498K	\$514K	\$459K	\$480K	\$407K
Avg Listing Price as a % of Avg Est Value	102%	100%	107%	103%	97%	97%	106%	109%	108%	108%	121%	124%	118%

## 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



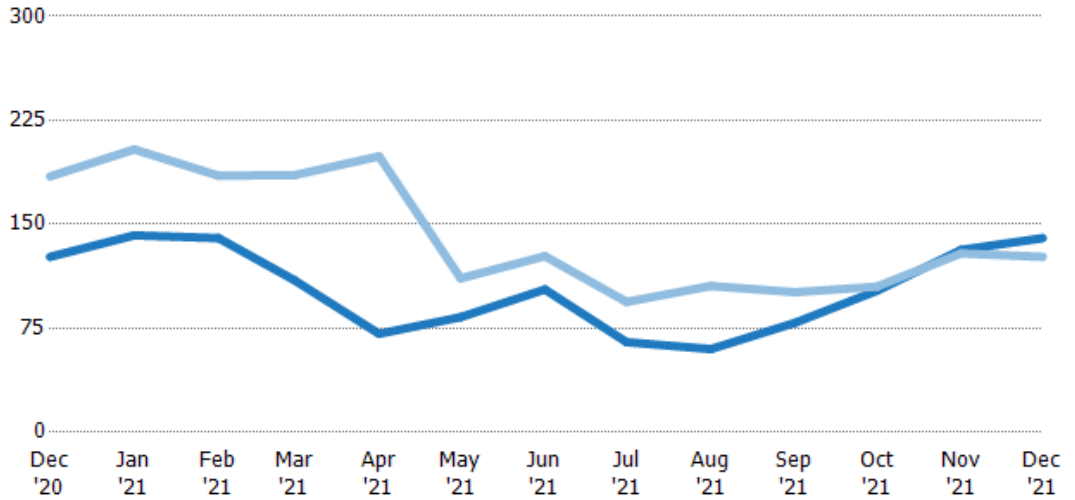
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$457K	\$455K	\$442K	\$426K	\$412K	\$390K	\$416K	\$388K	\$365K	\$376K	\$317K	\$314K	\$290K
Median Listing Price	\$477K	\$475K	\$489K	\$492K	\$479K	\$428K	\$483K	\$449K	\$400K	\$400K	\$360K	\$380K	\$360K
Med Listing Price as a % of Med Est Value	104%	104%	111%	116%	116%	110%	116%	116%	110%	106%	113%	121%	124%

## 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



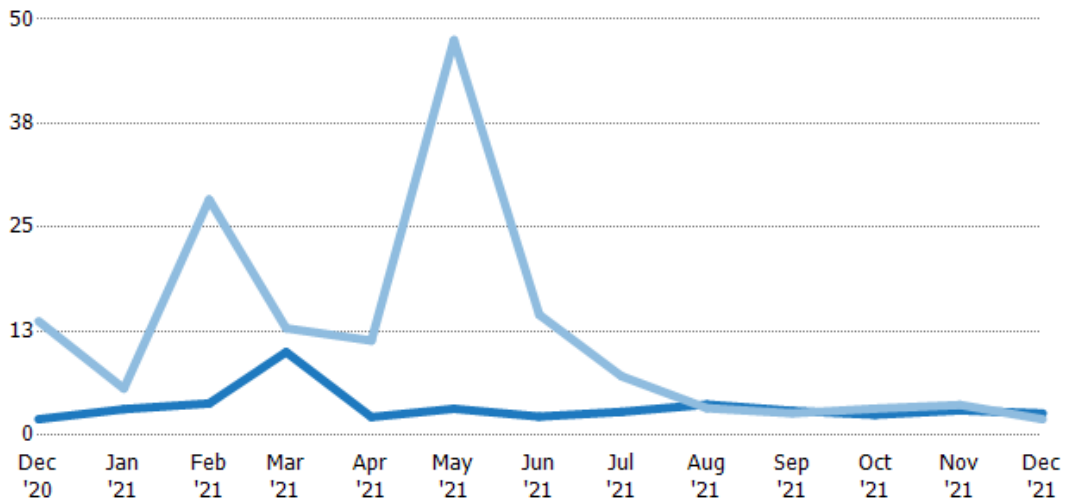
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	127	142	140	110	71	83	103	65	60	79	102	132	140
Prior Year	185	204	185	186	199	111	127	94	106	101	105	129	127
Percent Change from Prior Year	-31%	-30%	-24%	-41%	-64%	-25%	-19%	-31%	-43%	-22%	-3%	2%	11%

## 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



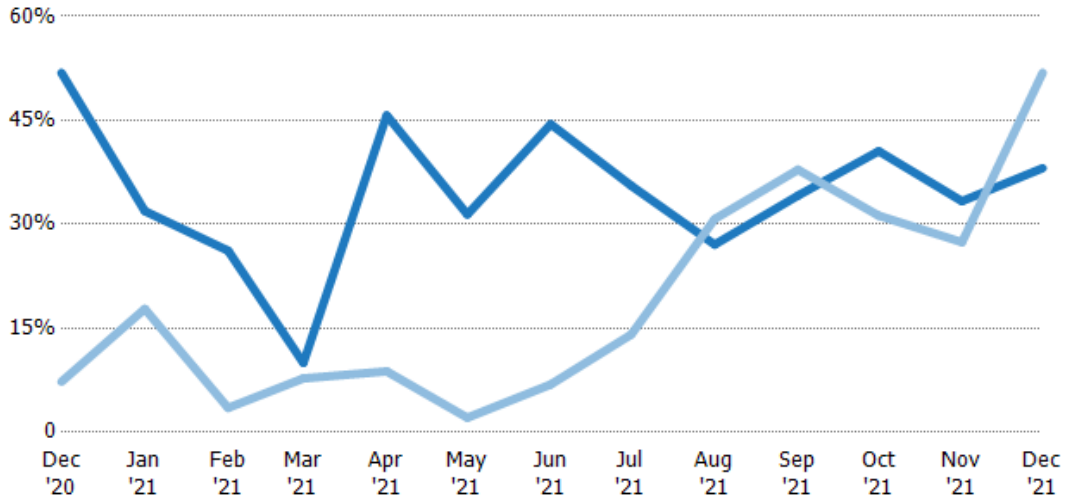
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	1.93	3.13	3.82	10	2.19	3.18	2.25	2.81	3.69	2.93	2.47	3	2.63
Prior Year	13.7	5.62	28.3	12.9	11.4	47.5	14.5	7.08	3.25	2.64	3.2	3.65	1.93
Percent Change from Prior Year	-86%	-44%	-87%	-22%	-81%	-93%	-84%	-60%	14%	11%	-23%	-18%	36%

## 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.
Dec '21	38%	13.8%
Dec '20	52%	-44.6%
Dec '19	7%	-18%

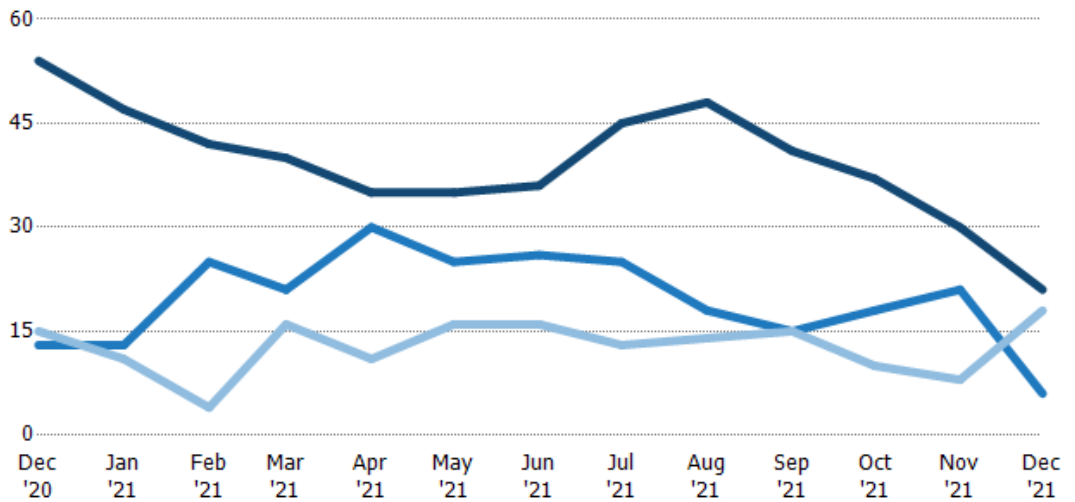
Current Year	52%	32%	26%	10%	46%	31%	44%	36%	27%	34%	41%	33%	38%
Prior Year	7%	18%	4%	8%	9%	2%	7%	14%	31%	38%	31%	27%	52%
Change from Prior Year	-45%	-14%	-23%	-2%	-37%	-29%	-38%	-21%	4%	4%	-9%	-6%	14%

## 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



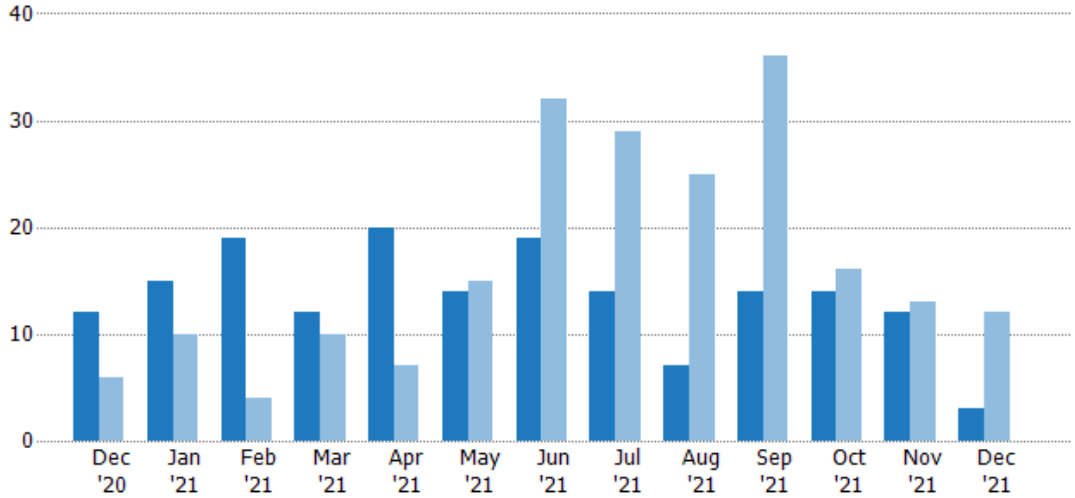
Active	54	47	42	40	35	35	36	45	48	41	37	30	21
Pending	13	13	25	21	30	25	26	25	18	15	18	21	6
Sold	15	11	4	16	11	16	16	13	14	15	10	8	18

## 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



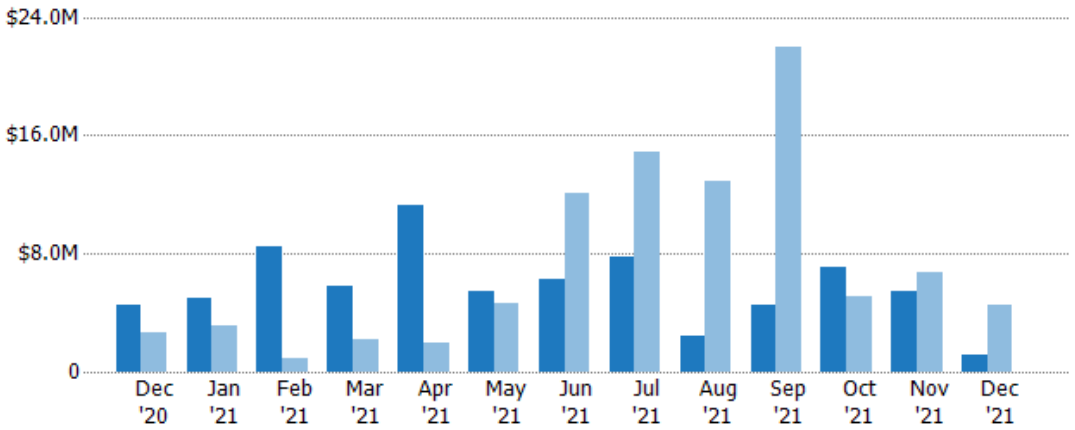
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	12	15	19	12	20	14	19	14	7	14	14	12	3
Prior Year	6	10	4	10	7	15	32	29	25	36	16	13	12
Percent Change from Prior Year	100%	50%	375%	20%	186%	-7%	-41%	-52%	-72%	-61%	-13%	-8%	-75%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$4.54M	\$4.93M	\$8.42M	\$5.82M	\$11.2M	\$5.41M	\$6.28M	\$7.73M	\$2.41M	\$4.46M	\$7.04M	\$5.43M	\$1.18M
Prior Year	\$2.62M	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.9M	\$12.9M	\$22M	\$5.11M	\$6.71M	\$4.54M
Percent Change from Prior Year	73%	59%	878%	169%	476%	18%	-48%	-48%	-81%	-80%	38%	-19%	-74%



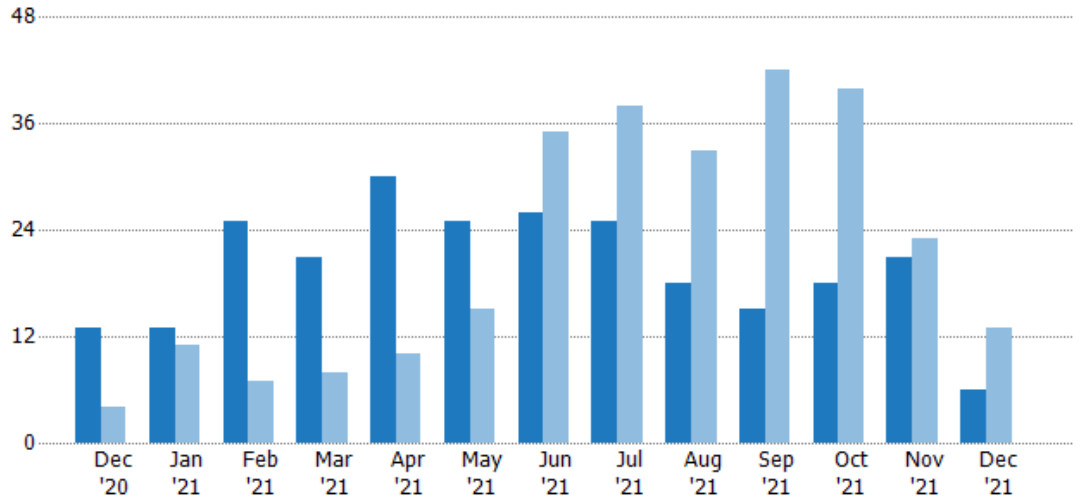
## Pending Sales

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.
Dec '21	6	-53.8%
Dec '20	13	225%
Dec '19	4	200%



Current Year	13	13	25	21	30	25	26	25	18	15	18	21	6
Prior Year	4	11	7	8	10	15	35	38	33	42	40	23	13
Percent Change from Prior Year	225%	18%	257%	163%	200%	67%	-26%	-34%	-45%	-64%	-55%	-9%	-54%

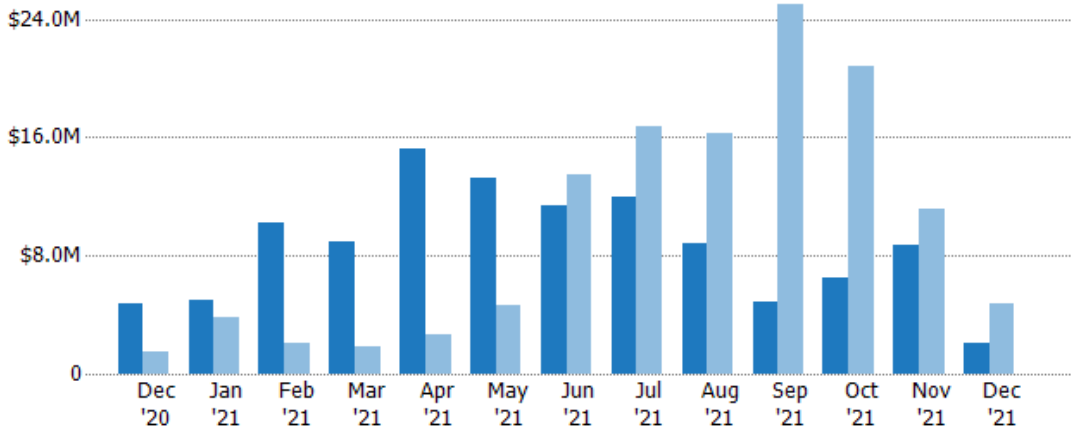
## Pending Sales Volume

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.
Dec '21	\$2.12M	-55.4%
Dec '20	\$4.76M	216.1%
Dec '19	\$1.51M	134.1%



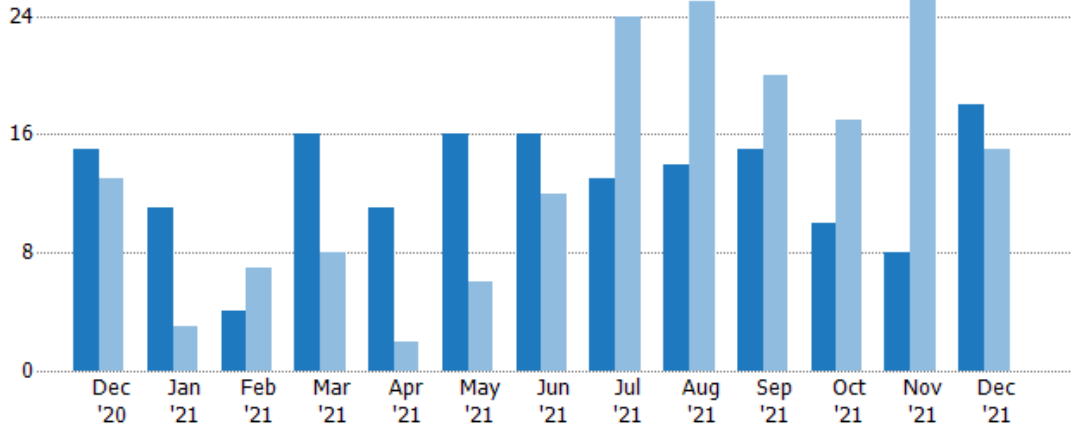
Current Year	\$4.76M	\$4.97M	\$10.2M	\$8.99M	\$15.2M	\$13.2M	\$11.4M	\$12M	\$8.83M	\$4.87M	\$6.5M	\$8.68M	\$2.12M
Prior Year	\$1.51M	\$3.82M	\$2.02M	\$1.9M	\$2.64M	\$4.68M	\$13.5M	\$16.7M	\$16.3M	\$25M	\$20.8M	\$11.1M	\$4.76M
Percent Change from Prior Year	216%	30%	407%	373%	476%	182%	-16%	-28%	-46%	-81%	-69%	-22%	-55%

## 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



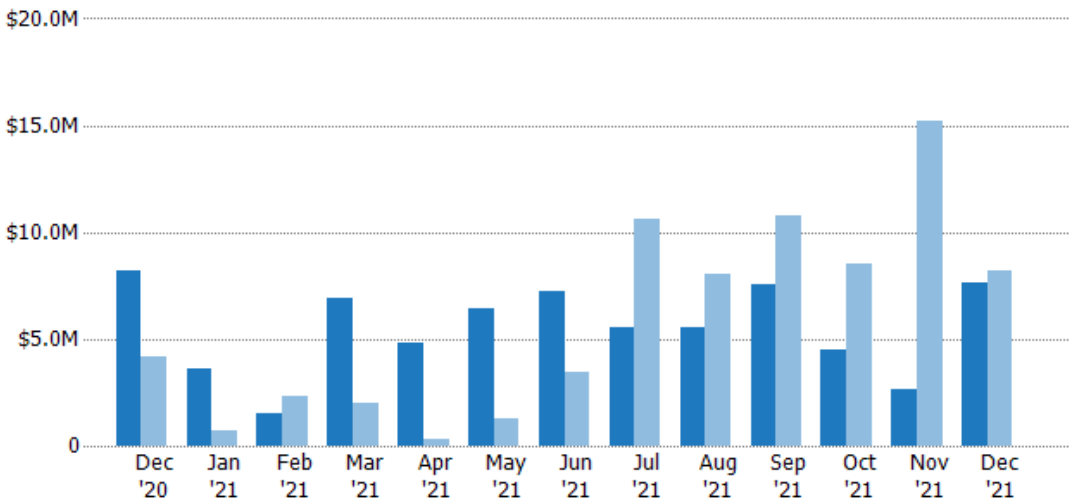
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	15	11	4	16	11	16	16	13	14	15	10	8	18
Prior Year	13	3	7	8	2	6	12	24	25	20	17	28	15
Percent Change from Prior Year	15%	267%	-43%	100%	450%	167%	33%	-46%	-44%	-25%	-41%	-71%	20%

## 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



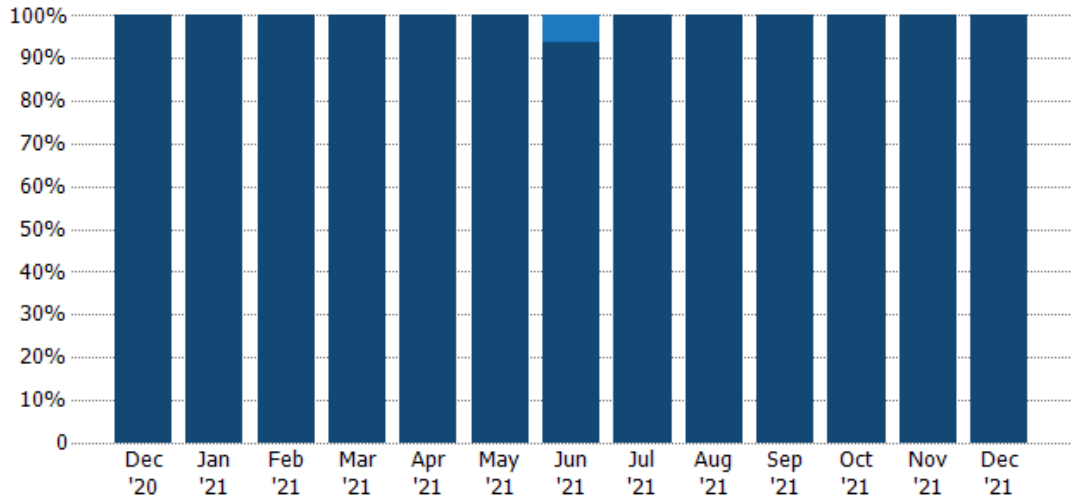
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$8.2M	\$3.65M	\$1.49M	\$6.89M	\$4.82M	\$6.44M	\$7.21M	\$5.51M	\$5.51M	\$7.59M	\$4.46M	\$2.65M	\$7.63M
Prior Year	\$4.16M	\$721K	\$2.32M	\$1.99M	\$302K	\$1.24M	\$3.44M	\$10.6M	\$8.06M	\$10.8M	\$8.54M	\$15.2M	\$8.2M
Percent Change from Prior Year	97%	406%	-36%	245%	1,498%	418%	110%	-48%	-32%	-30%	-48%	-83%	-7%

## 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



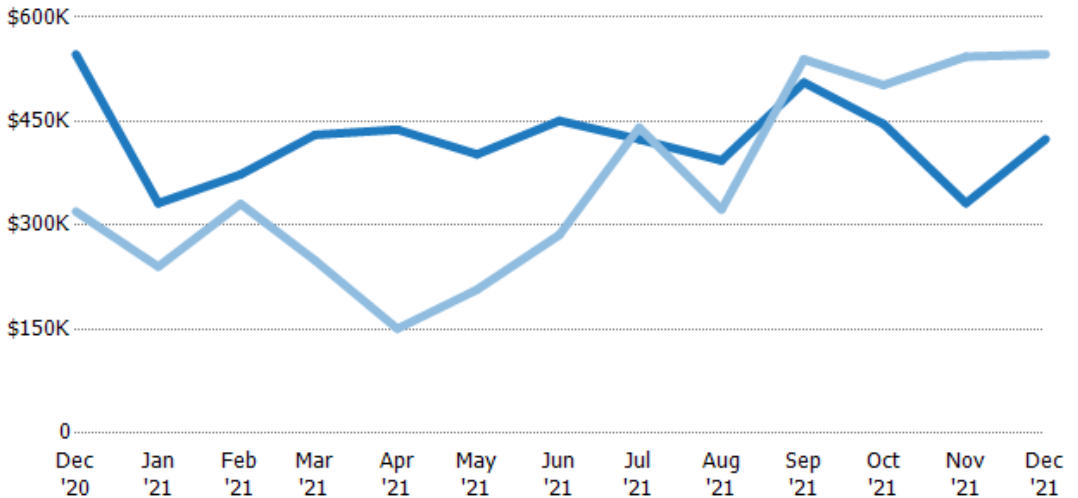
Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Condo/Townhouse	-	-	-	-	-	-	6%	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	94%	100%	100%	100%	100%	100%	100%

## 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



Month/Year	Price	% Chg.
Dec '21	\$424K	-22.4%
Dec '20	\$547K	70.9%
Dec '19	\$320K	-28.1%

Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$547K	\$332K	\$373K	\$430K	\$438K	\$402K	\$451K	\$424K	\$393K	\$506K	\$446K	\$332K	\$424K
Prior Year	\$320K	\$240K	\$331K	\$249K	\$151K	\$207K	\$286K	\$441K	\$323K	\$539K	\$502K	\$543K	\$547K
Percent Change from Prior Year	71%	38%	13%	73%	191%	94%	57%	-4%	22%	-6%	-11%	-39%	-22%

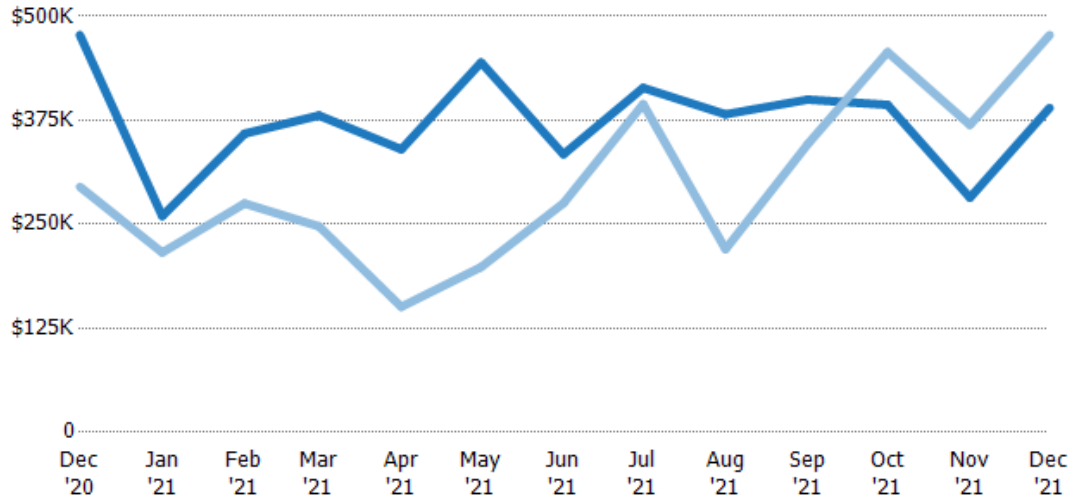
## Median Sales Price

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.
Dec '21	\$390K	-18.3%
Dec '20	\$478K	61.9%
Dec '19	\$295K	-24.6%



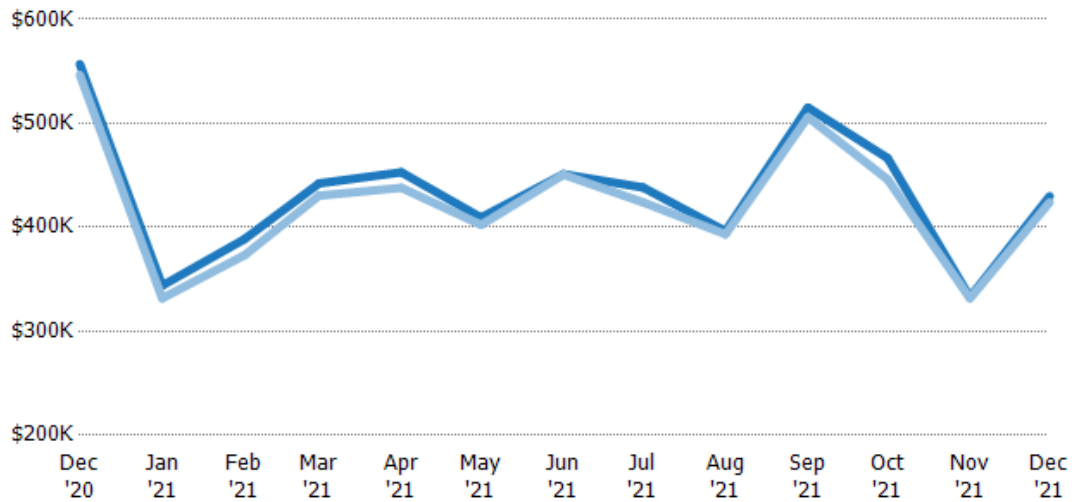
Current Year	\$478K	\$260K	\$359K	\$381K	\$340K	\$445K	\$334K	\$414K	\$382K	\$400K	\$394K	\$282K	\$390K
Prior Year	\$295K	\$216K	\$275K	\$248K	\$151K	\$199K	\$275K	\$395K	\$220K	\$347K	\$457K	\$370K	\$478K
Percent Change from Prior Year	62%	20%	31%	54%	126%	124%	21%	5%	74%	15%	-14%	-24%	-18%

## 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



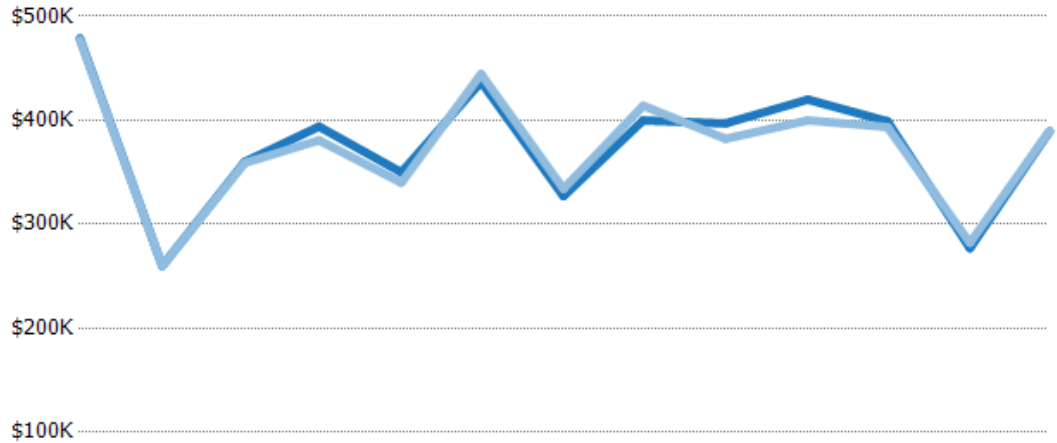
Avg List Price	\$557K	\$344K	\$389K	\$442K	\$453K	\$409K	\$451K	\$438K	\$396K	\$515K	\$467K	\$333K	\$430K
Avg Sales Price	\$547K	\$332K	\$373K	\$430K	\$438K	\$402K	\$451K	\$424K	\$393K	\$506K	\$446K	\$332K	\$424K
Avg Sales Price as a % of Avg List Price	98%	96%	96%	97%	97%	98%	100%	97%	99%	98%	96%	100%	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



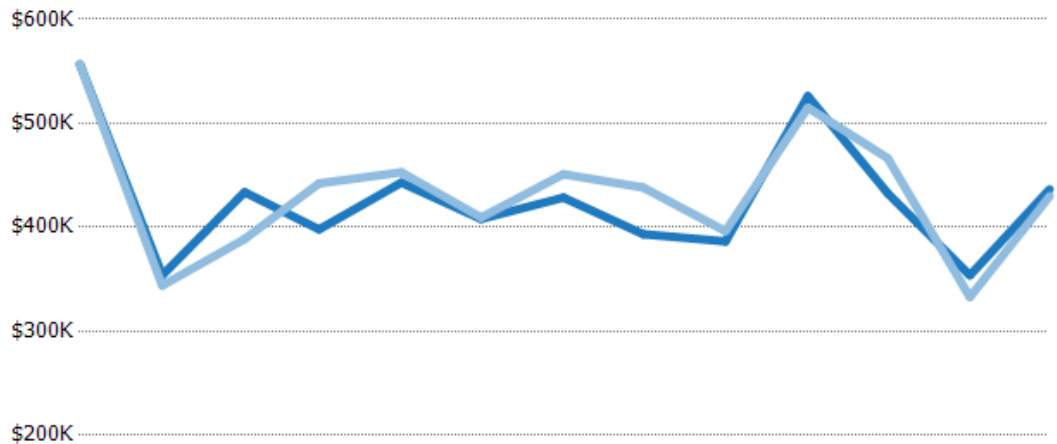
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$479K	\$260K	\$360K	\$394K	\$350K	\$437K	\$327K	\$400K	\$397K	\$420K	\$399K	\$277K	\$389K
Median Sales Price	\$478K	\$260K	\$359K	\$381K	\$340K	\$445K	\$334K	\$414K	\$382K	\$400K	\$394K	\$282K	\$390K
Med Sales Price as a % of Med List Price	100%	100%	100%	97%	97%	102%	102%	104%	96%	95%	99%	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



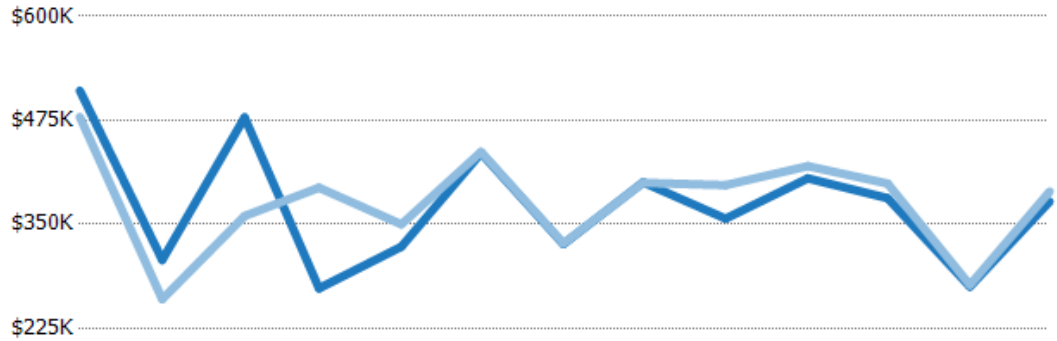
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$557K	\$354K	\$434K	\$398K	\$443K	\$408K	\$429K	\$393K	\$386K	\$526K	\$433K	\$354K	\$437K
Avg Sales Price	\$557K	\$344K	\$389K	\$442K	\$453K	\$409K	\$451K	\$438K	\$396K	\$515K	\$467K	\$333K	\$430K
Avg Sales Price as a % of Avg Est Value	100%	97%	90%	111%	102%	100%	105%	111%	103%	98%	108%	94%	98%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$511K	\$307K	\$478K	\$273K	\$323K	\$436K	\$326K	\$400K	\$357K	\$405K	\$381K	\$275K	\$377K
Median Sales Price	\$479K	\$260K	\$360K	\$394K	\$350K	\$437K	\$327K	\$400K	\$397K	\$420K	\$399K	\$277K	\$389K
Med Sales Price as a % of Med Est Value	94%	85%	75%	144%	108%	100%	100%	100%	111%	104%	105%	101%	103%