

## Summary of Key Listing and Sales Metrics

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

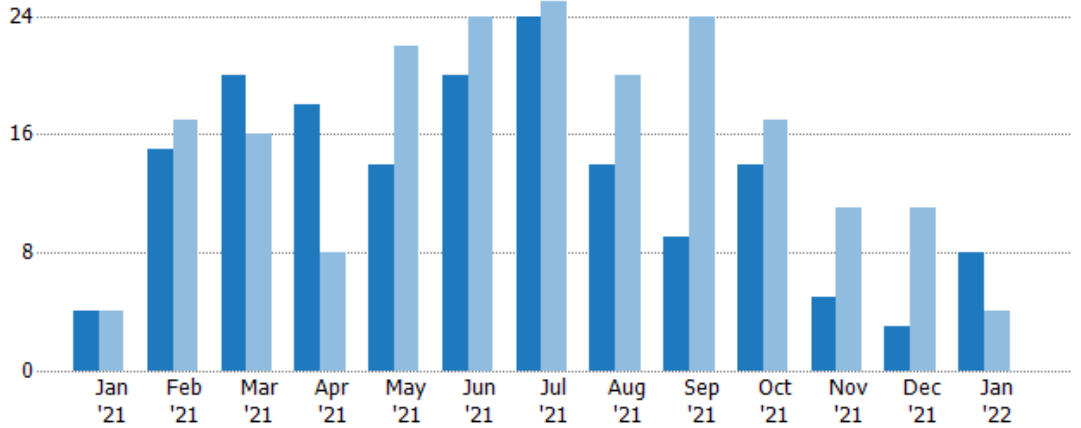
Key Metrics	Jan 2022	Jan 2021	+ / -	YTD 2022	YTD 2021	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	4	+100%	168	203	-17.2%
New Listing Volume	\$4,229,400	\$1,108,000	+281.7%	\$73,384,959	\$93,729,175	-21.7%
Active Listing Count	19	47	-59.6%	N/A	N/A	
Active Listing Volume	\$10,225,468	\$24,168,200	-57.7%	N/A	N/A	
Average Listing Price	\$538,183	\$514,217	+4.7%	\$529,957	\$495,196	+7%
Median Listing Price	\$519,213	\$479,000	+8.4%	\$473,332	\$377,062	+25.5%
Median Days in RPR	300	145	+106.9%	126.33	122.67	+3%
Months of Inventory	1.1	3.1	-66.3%	1.7	15.7	-89%
Absorption Rate	94.74%	31.91%	+62.8%	57.89%	6.38%	+51.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	15	-33.3%	174	219	-20.5%
New Pending Sales Volume	\$3,321,600	\$4,926,600	-32.6%	\$73,939,856	\$92,839,567	-20.4%
Pending Sales Count	14	12	+16.7%	N/A	N/A	
Pending Sales Volume	\$5,000,699	\$4,174,500	+19.8%	N/A	N/A	
Closed Sales Count	5	11	-54.5%	155	175	-11.4%
Closed Sales Volume	\$1,402,000	\$3,649,300	-61.6%	\$63,929,133	\$73,471,296	-13%
Average Sales Price	\$280,400	\$331,755	-15.5%	\$412,446	\$419,836	-1.8%
Median Sales Price	\$284,900	\$259,900	+9.6%	\$368,342	\$328,713	+12.1%

## 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



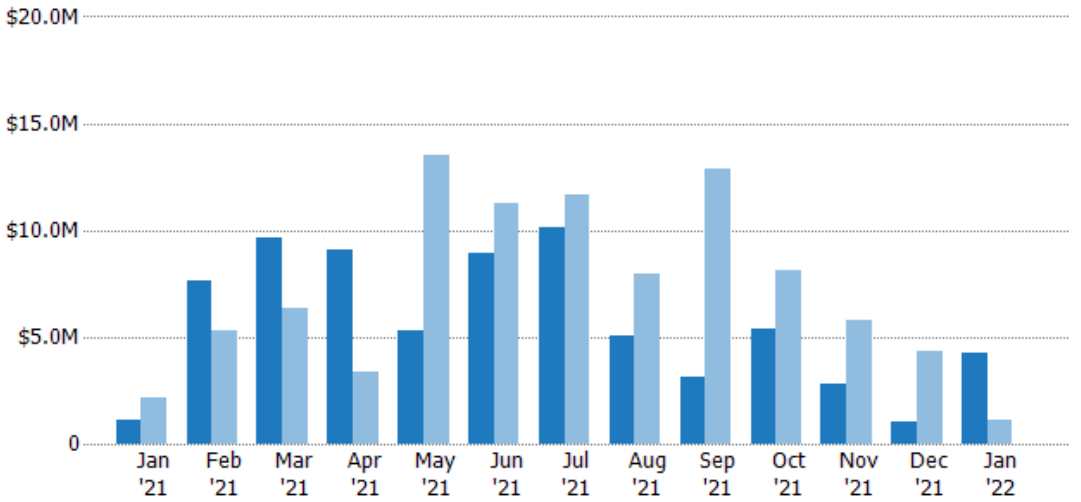
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	4	15	20	18	14	20	24	14	9	14	5	3	8
Prior Year	4	17	16	8	22	24	25	20	24	17	11	11	4
Percent Change from Prior Year	0%	-12%	25%	125%	-36%	-17%	-4%	-30%	-63%	-18%	-55%	-73%	100%

## 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



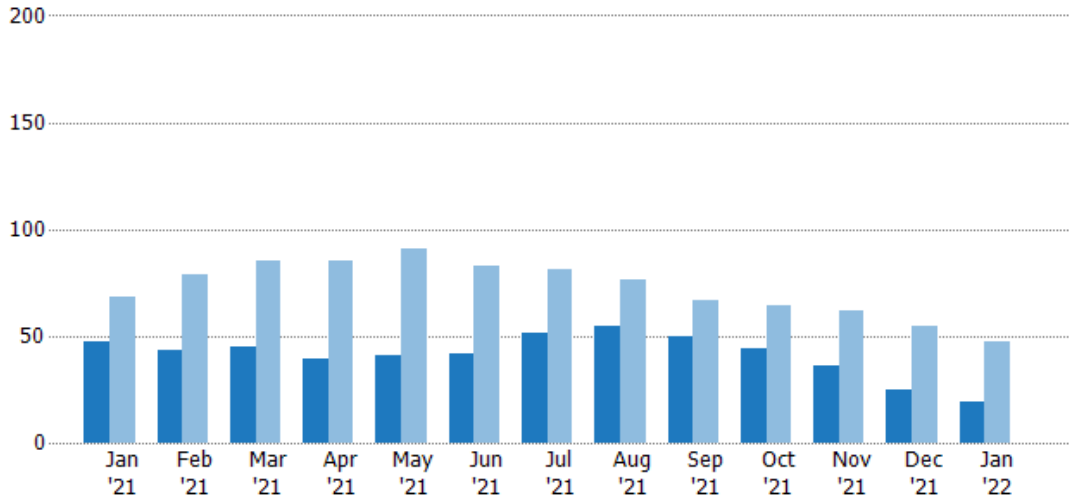
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$1.11M	\$7.62M	\$9.63M	\$9.09M	\$5.29M	\$8.95M	\$10.1M	\$5.03M	\$3.15M	\$5.37M	\$2.77M	\$1.01M	\$4.23M
Prior Year	\$2.15M	\$5.32M	\$6.31M	\$3.37M	\$13.5M	\$11.3M	\$11.6M	\$7.94M	\$12.9M	\$8.14M	\$5.79M	\$4.29M	\$1.11M
Percent Change from Prior Year	-48%	43%	53%	170%	-61%	-21%	-13%	-37%	-76%	-34%	-52%	-77%	282%

## 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



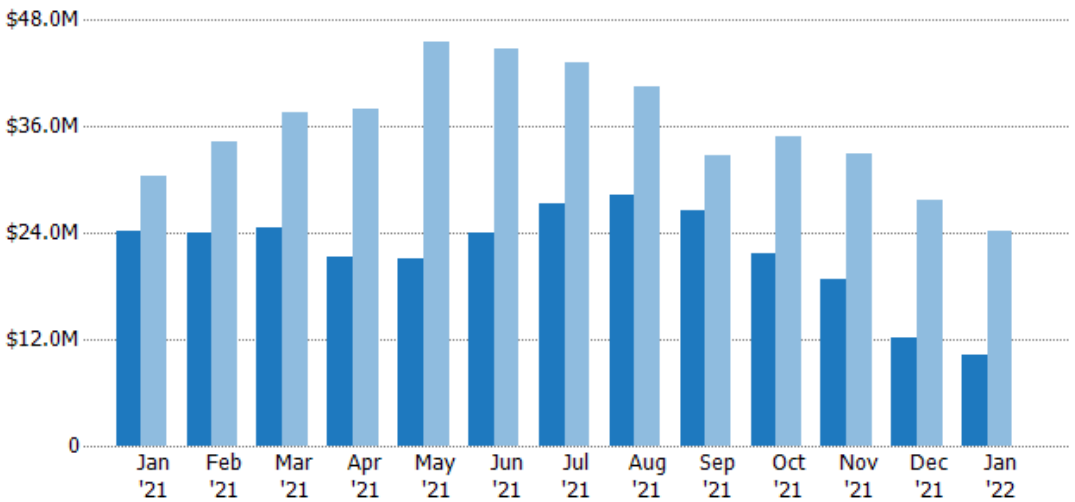
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	47	43	45	39	41	42	51	55	50	44	36	25	19
Prior Year	68	79	85	85	91	83	81	76	67	64	62	55	47
Percent Change from Prior Year	-31%	-46%	-47%	-54%	-55%	-49%	-37%	-28%	-25%	-31%	-42%	-55%	-60%

## 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



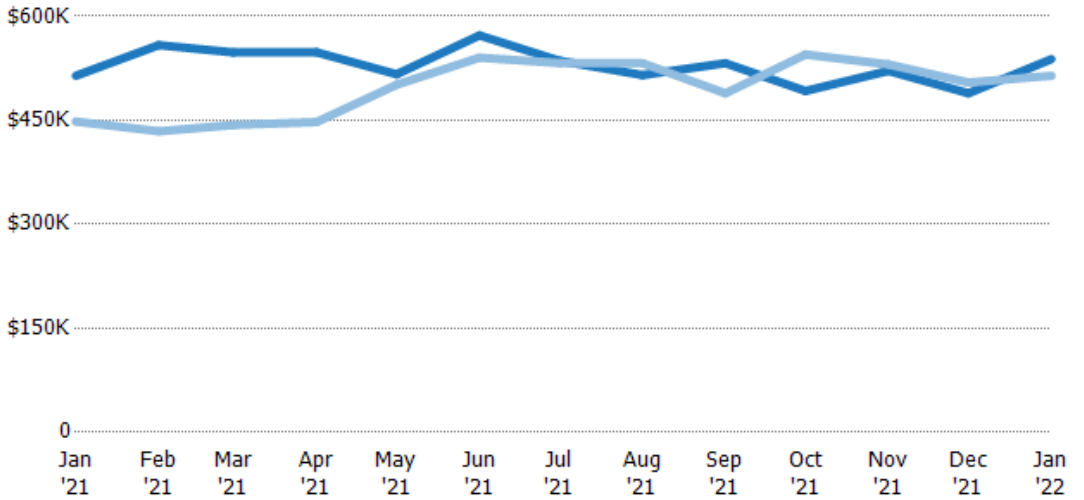
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$24.2M	\$24M	\$24.7M	\$21.4M	\$21.2M	\$24M	\$27.3M	\$28.3M	\$26.6M	\$21.7M	\$18.8M	\$12.2M	\$10.2M
Prior Year	\$30.5M	\$34.3M	\$37.7M	\$38M	\$45.6M	\$44.8M	\$43.1M	\$40.5M	\$32.8M	\$34.9M	\$32.9M	\$27.7M	\$24.2M
Percent Change from Prior Year	-21%	-30%	-35%	-44%	-54%	-46%	-37%	-30%	-19%	-38%	-43%	-56%	-58%

## 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



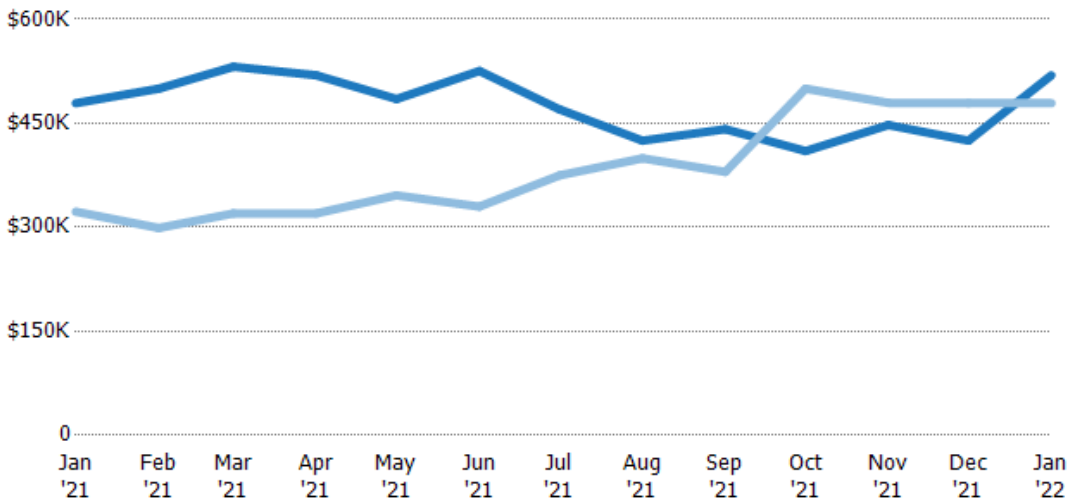
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$514K	\$558K	\$548K	\$548K	\$516K	\$572K	\$536K	\$515K	\$532K	\$492K	\$521K	\$489K	\$538K
Prior Year	\$448K	\$434K	\$443K	\$447K	\$501K	\$540K	\$533K	\$532K	\$489K	\$545K	\$531K	\$505K	\$514K
Percent Change from Prior Year	15%	29%	24%	23%	3%	6%	1%	-3%	9%	-10%	-2%	-3%	5%

## 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



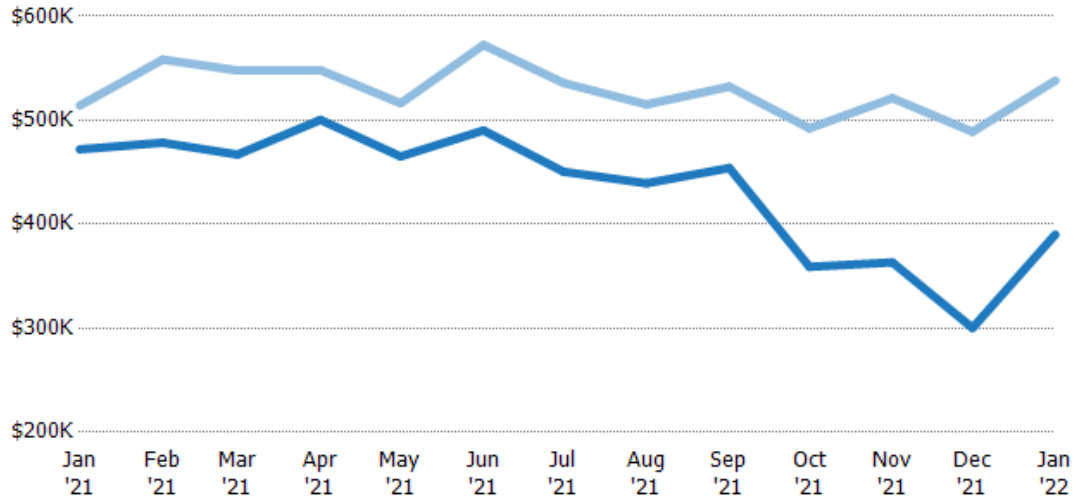
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$479K	\$500K	\$532K	\$519K	\$485K	\$525K	\$470K	\$425K	\$441K	\$410K	\$447K	\$425K	\$519K
Prior Year	\$322K	\$299K	\$320K	\$320K	\$346K	\$330K	\$375K	\$399K	\$380K	\$500K	\$479K	\$479K	\$479K
Percent Change from Prior Year	49%	67%	66%	62%	40%	59%	25%	6%	16%	-18%	-7%	-11%	8%

## 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



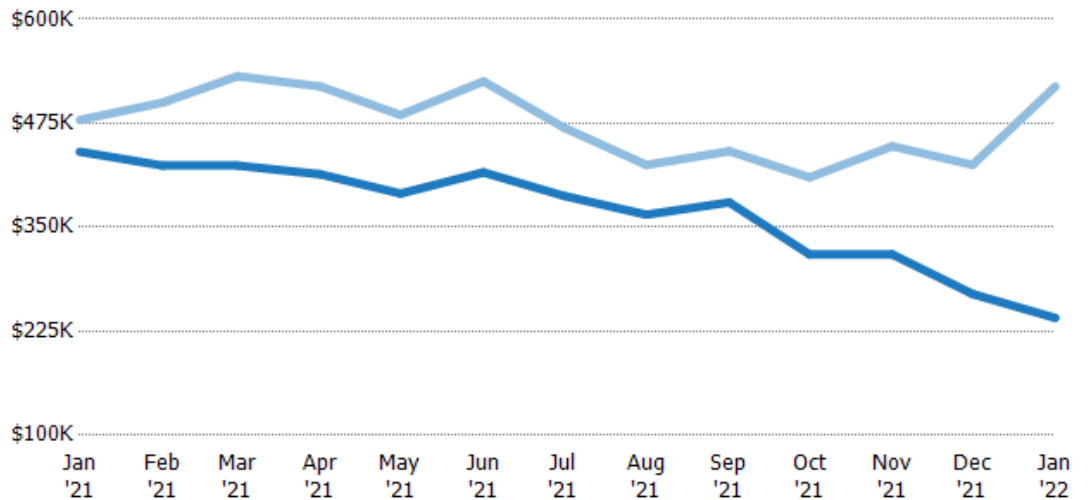
Avg Est Value	\$472K	\$478K	\$467K	\$500K	\$465K	\$490K	\$450K	\$439K	\$454K	\$359K	\$363K	\$300K	\$390K
Avg Listing Price	\$514K	\$558K	\$548K	\$548K	\$516K	\$572K	\$536K	\$515K	\$532K	\$492K	\$521K	\$489K	\$538K
Avg Listing Price as a % of Avg Est Value	109%	117%	117%	110%	111%	117%	119%	117%	117%	137%	143%	163%	138%

## 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 Est Value	\$441K	\$424K	\$424K	\$414K	\$391K	\$416K	\$388K	\$365K	\$380K	\$317K	\$317K	\$270K	\$241K
Median Listing Price	\$479K	\$500K	\$532K	\$519K	\$485K	\$525K	\$470K	\$425K	\$441K	\$410K	\$447K	\$425K	\$519K
Med Listing Price as a % of Med Est Value	109%	118%	125%	125%	124%	126%	121%	116%	116%	129%	141%	157%	215%

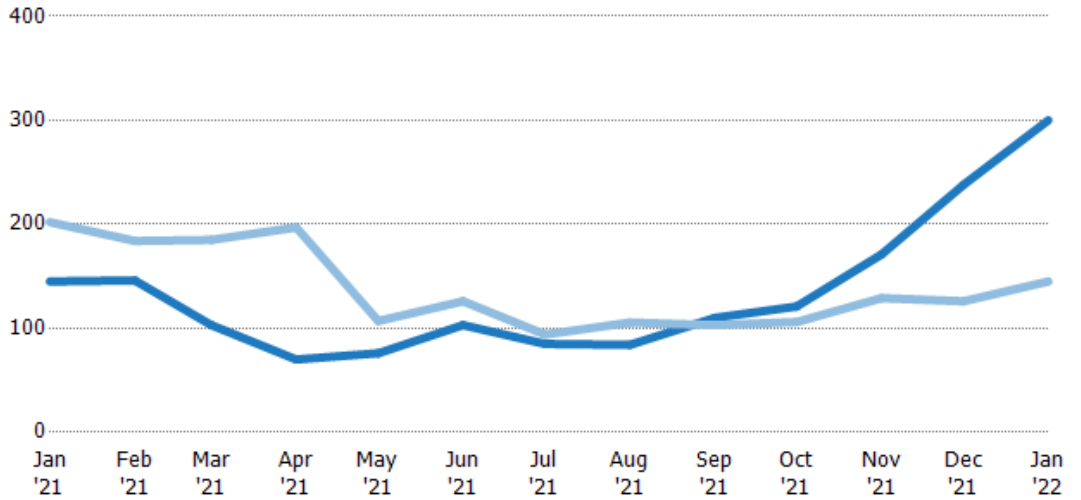
## Median Days in RPR

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.
Jan '22	300	106.9%
Jan '21	145	-28.2%
Jan '20	202	-15.3%



Current Year	145	146	103	70	76	103	85	84	110	121	171	238	300
Prior Year	202	184	185	197	107	126	94	106	103	106	129	126	145
Percent Change from Prior Year	-28%	-21%	-44%	-64%	-29%	-18%	-10%	-20%	7%	14%	33%	89%	107%

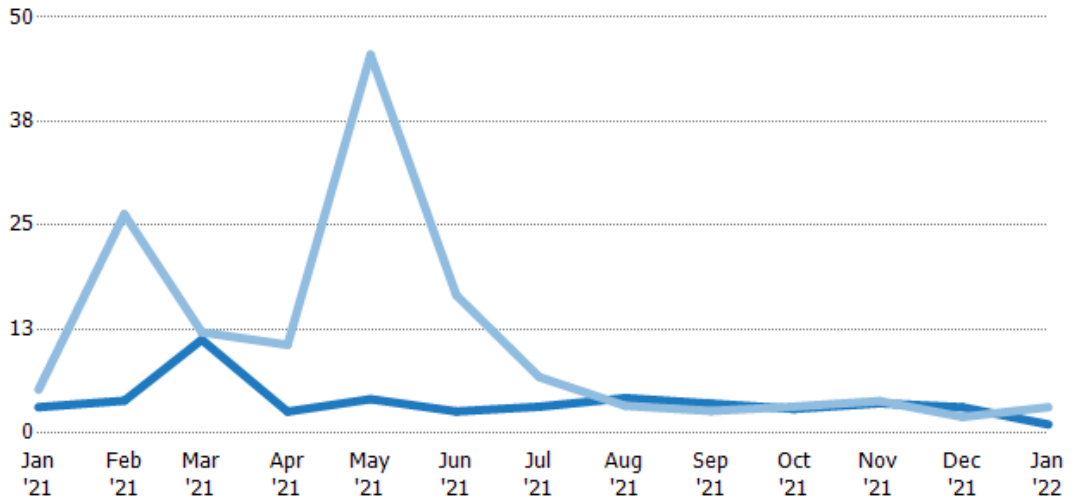
## Months of Inventory

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.
Jan '22	1.06	-66.3%
Jan '21	3.13	-40.1%
Jan '20	5.23	411.4%



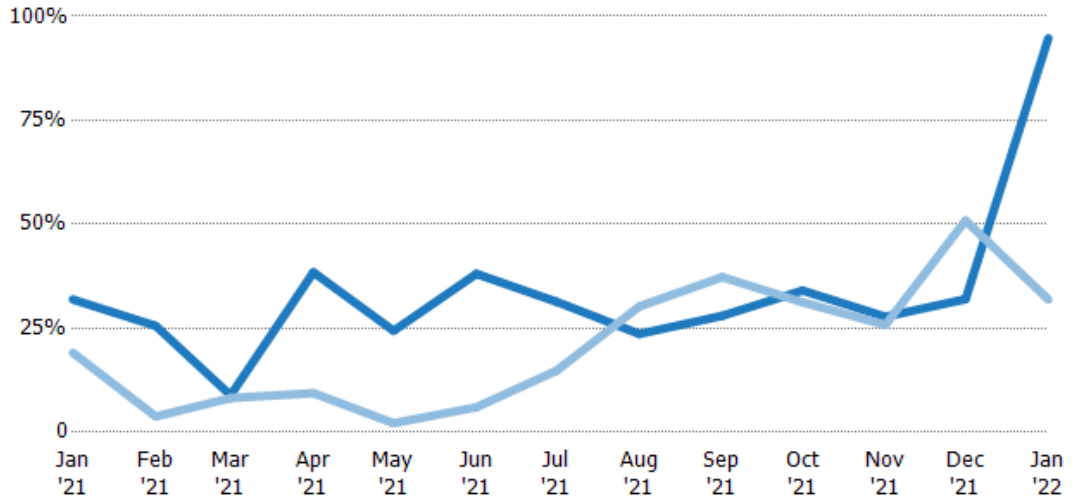
Current Year	3.13	3.91	11.3	2.6	4.1	2.63	3.19	4.23	3.57	2.93	3.6	3.13	1.06
Prior Year	5.23	26.3	12.1	10.6	45.5	16.6	6.75	3.3	2.68	3.2	3.88	1.96	3.13
Percent Change from Prior Year	-40%	-85%	-7%	-76%	-91%	-84%	-53%	28%	33%	-8%	-7%	59%	-66%

## 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



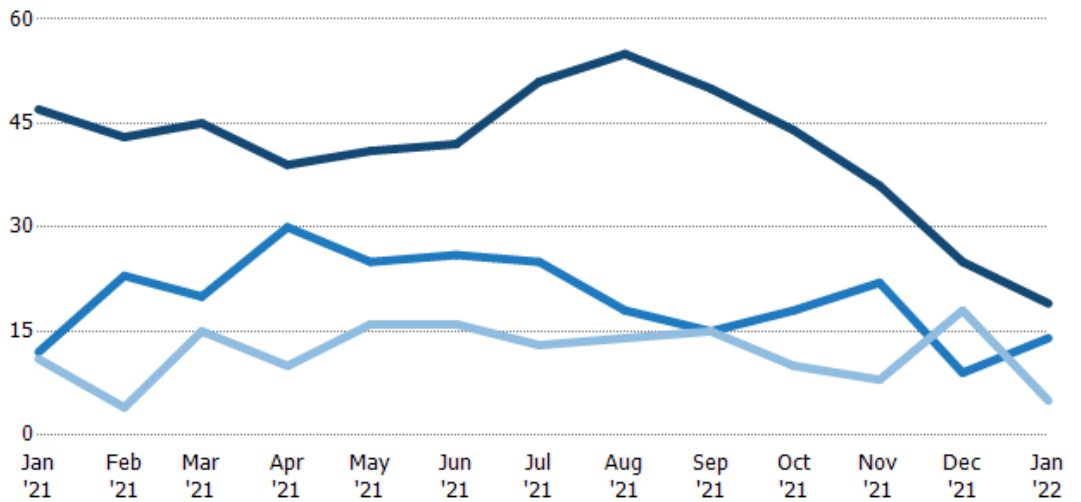
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	32%	26%	9%	38%	24%	38%	31%	24%	28%	34%	28%	32%	95%
Prior Year	19%	4%	8%	9%	2%	6%	15%	30%	37%	31%	26%	51%	32%
Change from Prior Year	-13%	-22%	-1%	-29%	-22%	-32%	-17%	7%	9%	-3%	-2%	19%	-63%

## 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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Active	47	43	45	39	41	42	51	55	50	44	36	25	19
Pending	12	23	20	30	25	26	25	18	15	18	22	9	14
Sold	11	4	15	10	16	16	13	14	15	10	8	18	5

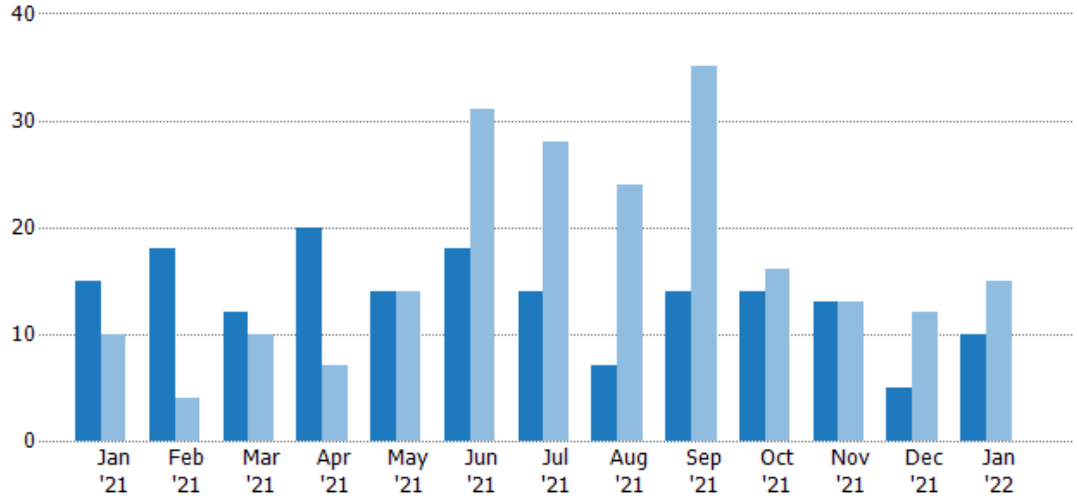
## New Pending Sales

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.
Jan '22	10	-33.3%
Jan '21	15	50%
Jan '20	10	0%



Current Year	15	18	12	20	14	18	14	7	14	14	13	5	10
Prior Year	10	4	10	7	14	31	28	24	35	16	13	12	15
Percent Change from Prior Year	50%	350%	20%	186%	0%	-42%	-50%	-71%	-60%	-13%	0%	-58%	-33%

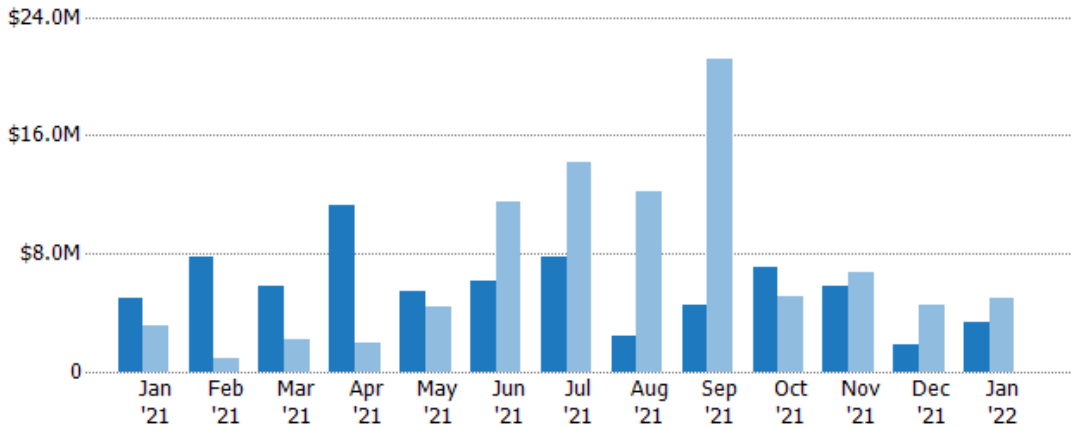
## New Pending Sales Volume

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.
Jan '22	\$3.32M	-32.6%
Jan '21	\$4.93M	58.7%
Jan '20	\$3.1M	-28%



Current Year	\$4.93M	\$7.8M	\$5.82M	\$11.2M	\$5.41M	\$6.17M	\$7.73M	\$2.41M	\$4.46M	\$7.04M	\$5.76M	\$1.87M	\$3.32M
Prior Year	\$3.1M	\$861K	\$2.16M	\$1.95M	\$4.37M	\$11.5M	\$14.2M	\$12.2M	\$21.2M	\$5.11M	\$6.71M	\$4.54M	\$4.93M
Percent Change from Prior Year	59%	806%	169%	476%	24%	-47%	-46%	-80%	-79%	38%	-14%	-59%	-33%



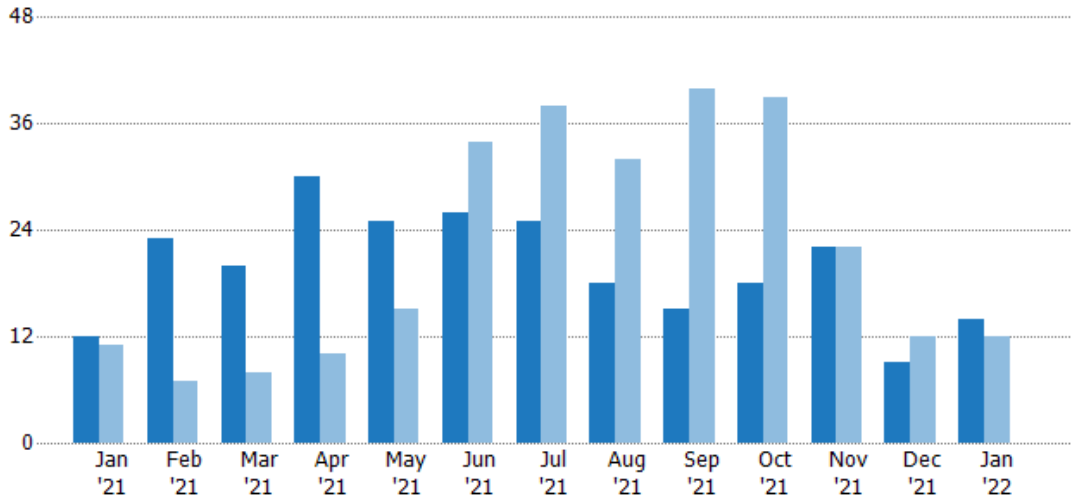
## Pending Sales

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.
Jan '22	14	16.7%
Jan '21	12	9.1%
Jan '20	11	54.5%



Current Year	12	23	20	30	25	26	25	18	15	18	22	9	14
Prior Year	11	7	8	10	15	34	38	32	40	39	22	12	12
Percent Change from Prior Year	9%	229%	150%	200%	67%	-24%	-34%	-44%	-63%	-54%	0%	-25%	17%

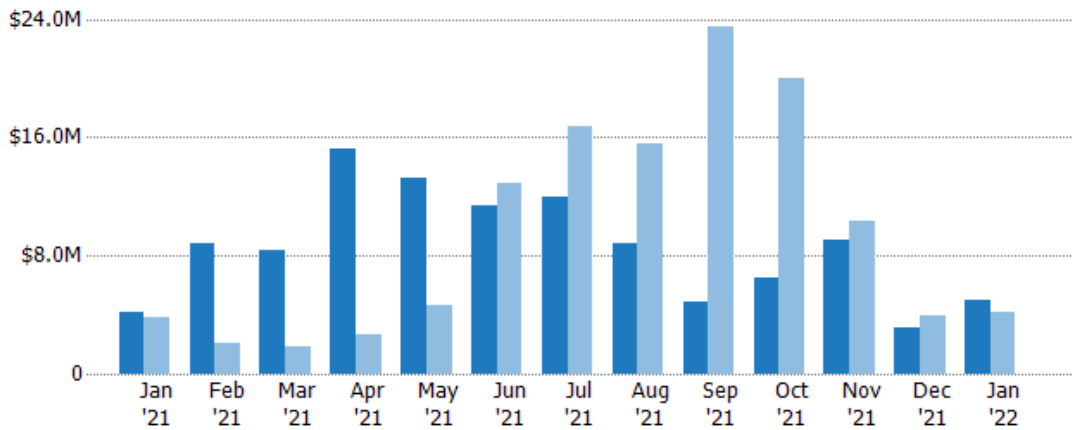
## Pending Sales Volume

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.
Jan '22	\$5M	19.8%
Jan '21	\$4.17M	9.2%
Jan '20	\$3.82M	5.2%



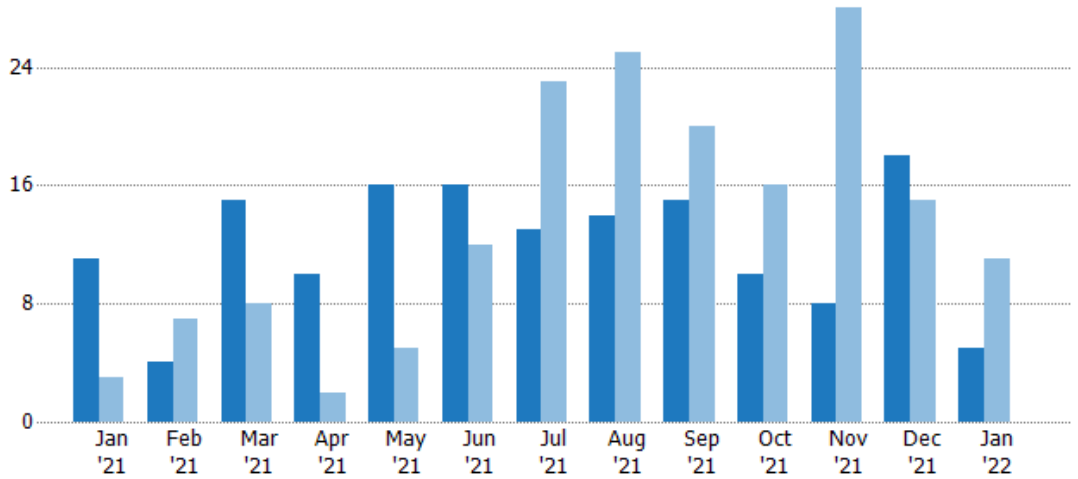
Current Year	\$4.17M	\$8.83M	\$8.37M	\$15.2M	\$13.2M	\$11.4M	\$12M	\$8.83M	\$4.87M	\$6.5M	\$9M	\$3.13M	\$5M
Prior Year	\$3.82M	\$2.02M	\$1.9M	\$2.64M	\$4.68M	\$12.9M	\$16.7M	\$15.6M	\$23.5M	\$20M	\$10.3M	\$3.97M	\$4.17M
Percent Change from Prior Year	9%	337%	341%	476%	182%	-12%	-28%	-43%	-79%	-67%	-13%	-21%	20%

## 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



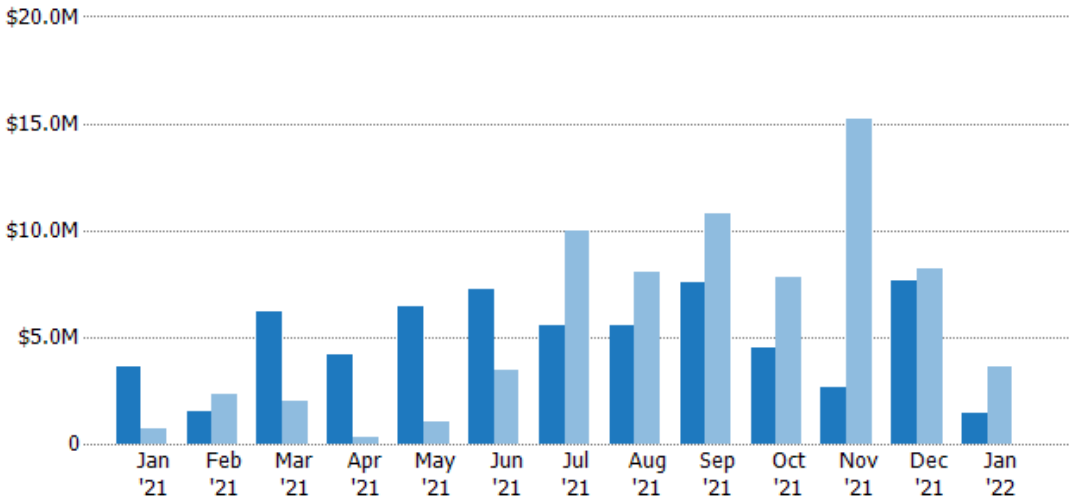
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	11	4	15	10	16	16	13	14	15	10	8	18	5
Prior Year	3	7	8	2	5	12	23	25	20	16	28	15	11
Percent Change from Prior Year	267%	-43%	88%	400%	220%	33%	-43%	-44%	-25%	-38%	-71%	20%	-55%

## 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



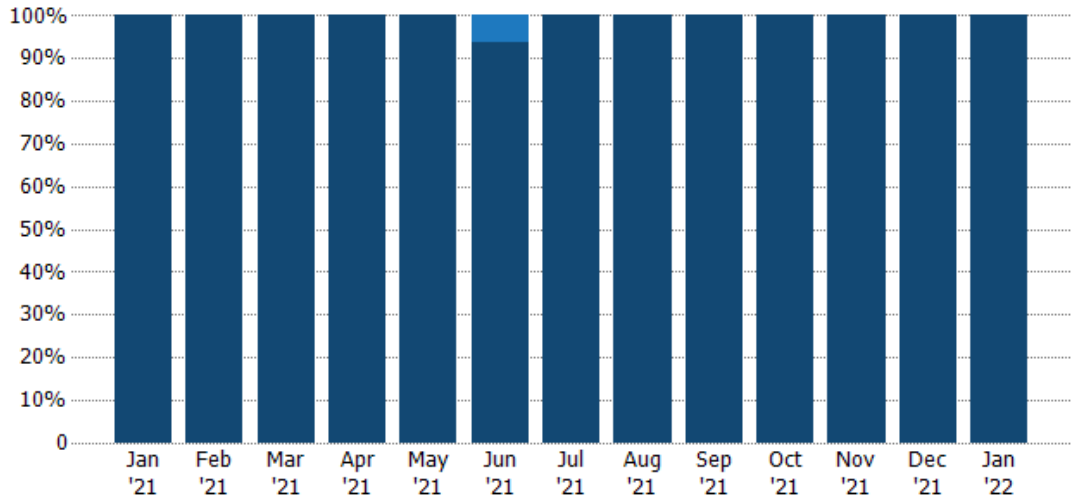
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Current Year	\$3.65M	\$1.49M	\$6.17M	\$4.21M	\$6.44M	\$7.21M	\$5.51M	\$5.51M	\$7.59M	\$4.46M	\$2.65M	\$7.63M	\$1.4M
Prior Year	\$721K	\$2.32M	\$1.99M	\$302K	\$1.03M	\$3.44M	\$10M	\$8.06M	\$10.8M	\$7.76M	\$15.2M	\$8.2M	\$3.65M
Percent Change from Prior Year	406%	-36%	209%	1,295%	524%	110%	-45%	-32%	-30%	-43%	-83%	-7%	-62%

## 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



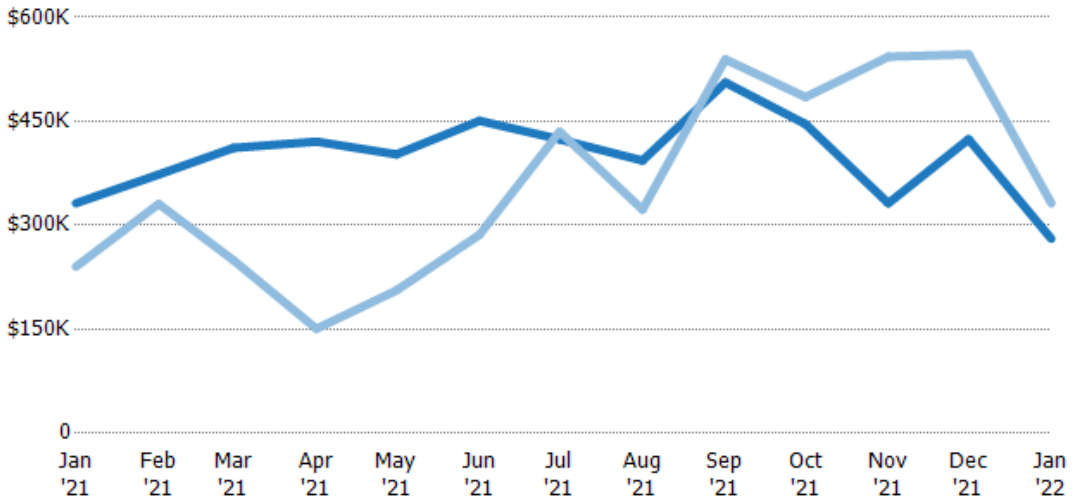
Condo/Townhouse	-	-	-	-	-	6%	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	94%	100%	100%	100%	100%	100%	100%	100%

## 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



Current Year	\$332K	\$373K	\$412K	\$421K	\$402K	\$451K	\$424K	\$393K	\$506K	\$446K	\$332K	\$424K	\$280K
Prior Year	\$240K	\$331K	\$249K	\$151K	\$206K	\$286K	\$435K	\$323K	\$539K	\$485K	\$543K	\$547K	\$332K
Percent Change from Prior Year	38%	13%	65%	179%	95%	57%	-3%	22%	-6%	-8%	-39%	-22%	-15%

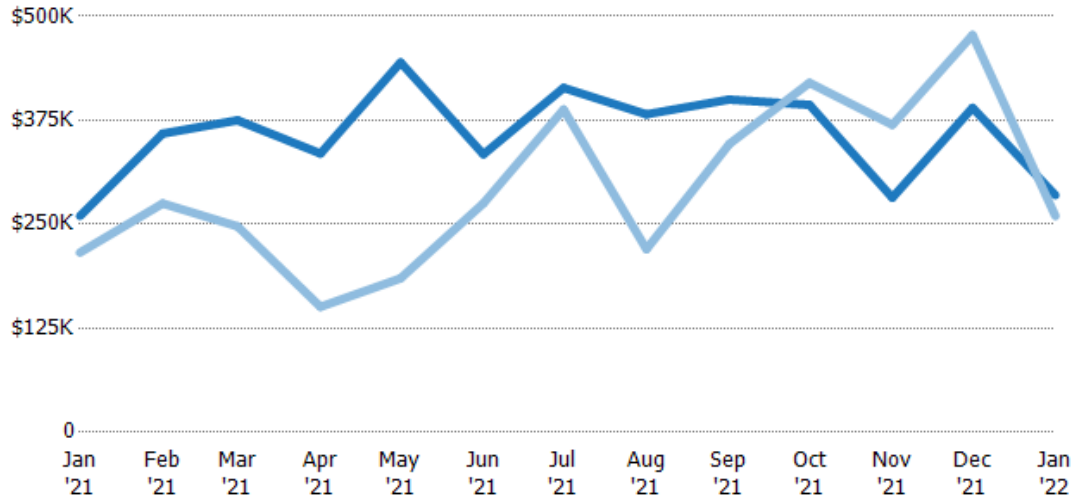
## Median Sales Price

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.
Jan '22	\$285K	9.6%
Jan '21	\$260K	20.3%
Jan '20	\$216K	22.8%



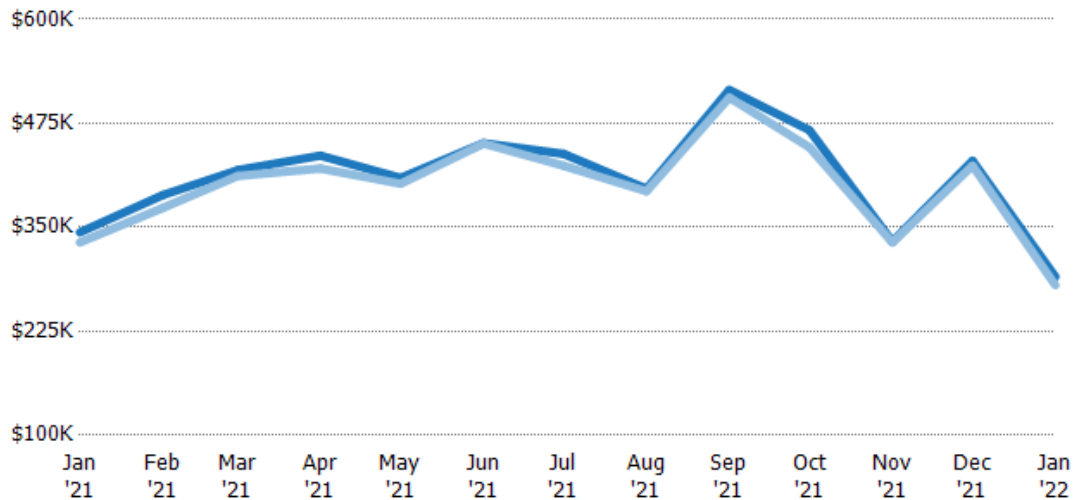
Current Year	\$260K	\$359K	\$375K	\$335K	\$445K	\$334K	\$414K	\$382K	\$400K	\$394K	\$282K	\$390K	\$285K
Prior Year	\$216K	\$275K	\$248K	\$151K	\$185K	\$275K	\$388K	\$220K	\$347K	\$420K	\$370K	\$478K	\$260K
Percent Change from Prior Year	20%	31%	52%	122%	140%	21%	7%	74%	15%	-6%	-24%	-18%	10%

## 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



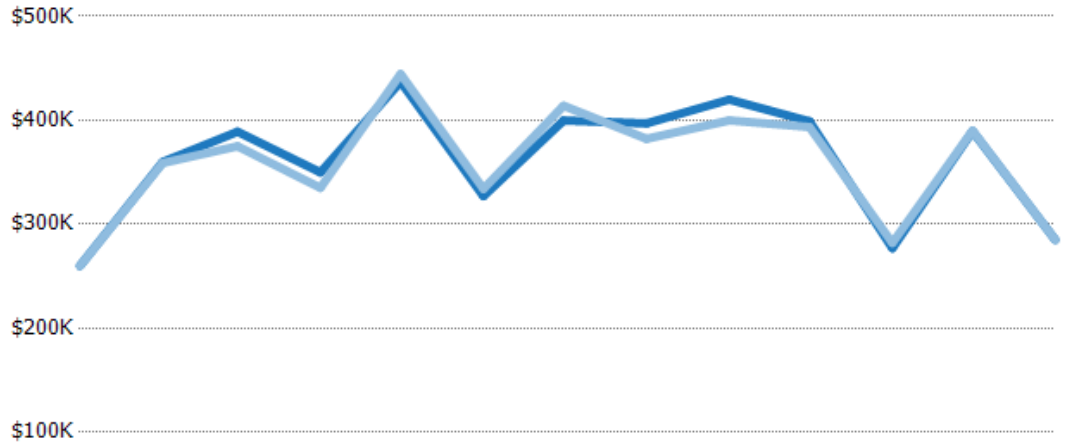
Avg List Price	\$344K	\$389K	\$419K	\$436K	\$409K	\$451K	\$438K	\$396K	\$515K	\$467K	\$333K	\$430K	\$290K
Avg Sales Price	\$332K	\$373K	\$412K	\$421K	\$402K	\$451K	\$424K	\$393K	\$506K	\$446K	\$332K	\$424K	\$280K
Avg Sales Price as a % of Avg List Price	96%	96%	98%	96%	98%	100%	97%	99%	98%	96%	100%	99%	97%

## 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



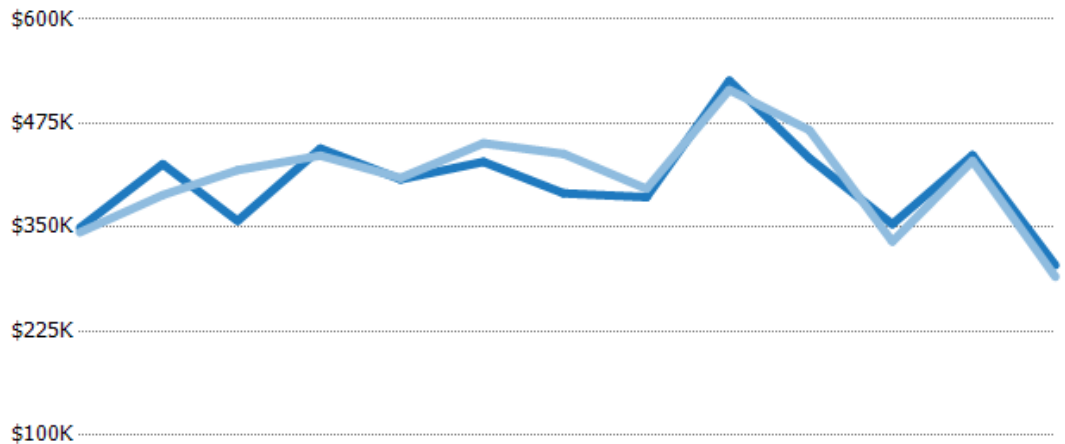
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median List Price	\$260K	\$360K	\$389K	\$350K	\$437K	\$327K	\$400K	\$397K	\$420K	\$399K	\$277K	\$389K	\$285K
Median Sales Price	\$260K	\$359K	\$375K	\$335K	\$445K	\$334K	\$414K	\$382K	\$400K	\$394K	\$282K	\$390K	\$285K
Med Sales Price as a % of Med List Price	100%	100%	96%	96%	102%	102%	104%	96%	95%	99%	102%	100%	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



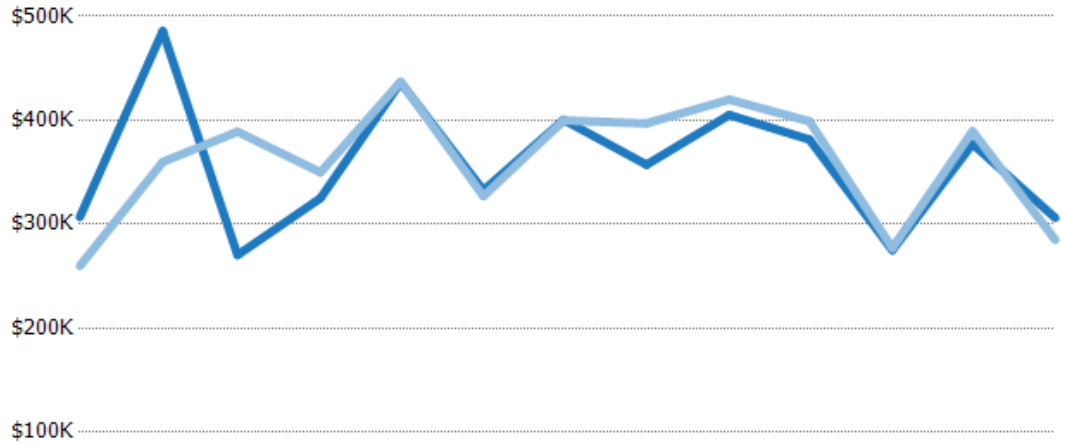
	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Avg Est Value	\$349K	\$426K	\$358K	\$445K	\$408K	\$429K	\$391K	\$386K	\$526K	\$433K	\$354K	\$437K	\$304K
Avg Sales Price	\$344K	\$389K	\$419K	\$436K	\$409K	\$451K	\$438K	\$396K	\$515K	\$467K	\$333K	\$430K	\$290K
Avg Sales Price as a % of Avg Est Value	98%	91%	117%	98%	100%	105%	112%	103%	98%	108%	94%	98%	95%

## 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



	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22
Median Est Value	\$307K	\$486K	\$270K	\$325K	\$436K	\$333K	\$400K	\$357K	\$405K	\$381K	\$275K	\$377K	\$306K
Median Sales Price	\$260K	\$360K	\$389K	\$350K	\$437K	\$327K	\$400K	\$397K	\$420K	\$399K	\$277K	\$389K	\$285K
Med Sales Price as a % of Med Est Value	85%	74%	144%	108%	100%	98%	100%	111%	104%	105%	101%	103%	93%