

## Summary of Key Listing and Sales Metrics

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

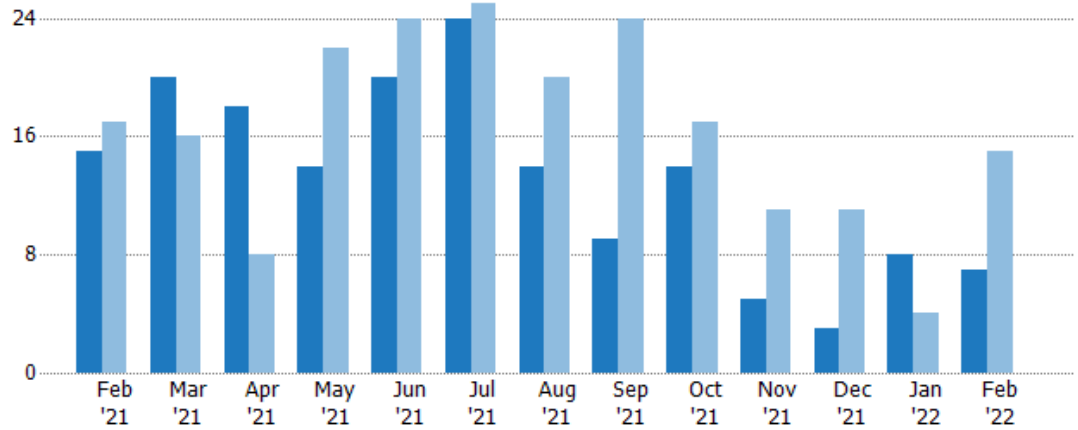
Key Metrics	Feb 2022	Feb 2021	+ / -	YTD 2022	YTD 2021	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	15	-53.3%	15	19	-21.1%
New Listing Volume	\$3,992,000	\$7,618,300	-47.6%	\$8,221,400	\$8,726,300	-5.8%
Active Listing Count	10	43	-76.7%	N/A	N/A	
Active Listing Volume	\$7,529,386	\$24,010,700	-68.6%	N/A	N/A	
Average Listing Price	\$752,939	\$558,388	+34.8%	\$612,236	\$535,321	+14.4%
Median Listing Price	\$661,986	\$499,900	+32.4%	\$568,445	\$488,986	+16.2%
Median Days in RPR	267.5	146	+83.2%	278.33	145.27	+91.6%
Months of Inventory	2	3.9	-48.8%	1.9	9	-78.5%
Absorption Rate	50%	25.58%	+24.4%	51.72%	11.11%	+40.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	18	-94.4%	10	33	-69.7%
New Pending Sales Volume	\$215,000	\$7,798,800	-97.2%	\$3,136,600	\$12,725,400	-75.4%
Pending Sales Count	4	23	-82.6%	N/A	N/A	
Pending Sales Volume	\$1,594,600	\$8,826,600	-81.9%	N/A	N/A	
Closed Sales Count	10	4	+150%	15	15	+/-
Closed Sales Volume	\$3,126,500	\$1,492,900	+109.4%	\$4,528,500	\$5,142,200	-11.9%
Average Sales Price	\$312,650	\$373,225	-16.2%	\$301,900	\$342,813	-11.9%
Median Sales Price	\$315,000	\$358,950	-12.2%	\$304,967	\$286,313	+6.5%

## 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



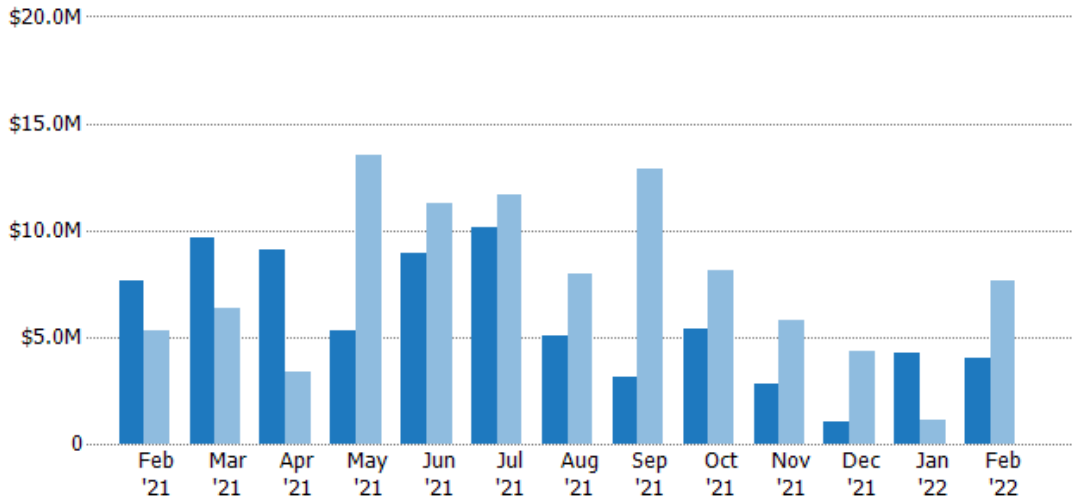
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	15	20	18	14	20	24	14	9	14	5	3	8	7
Prior Year	17	16	8	22	24	25	20	24	17	11	11	4	15
Percent Change from Prior Year	-12%	25%	125%	-36%	-17%	-4%	-30%	-63%	-18%	-55%	-73%	100%	-53%

## 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



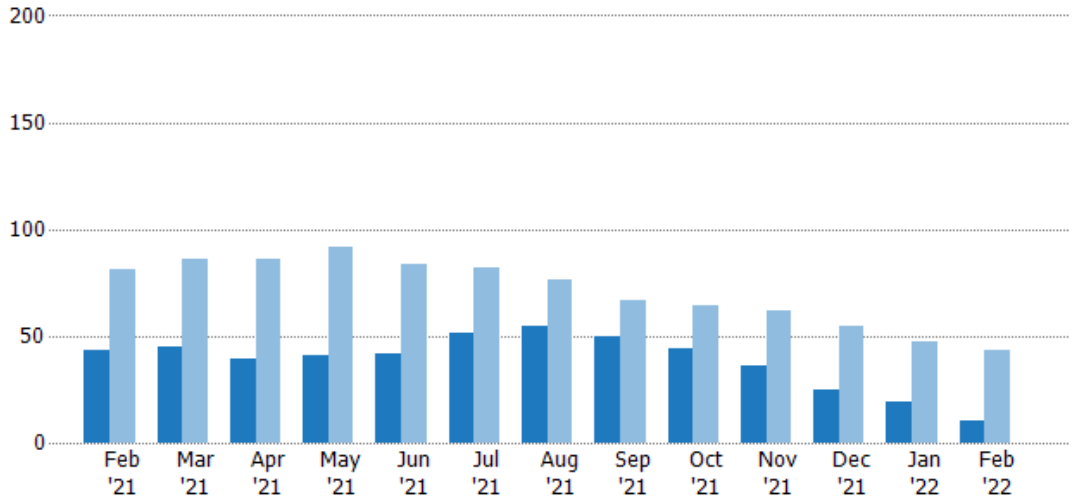
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$7.62M	\$9.63M	\$9.09M	\$5.29M	\$8.95M	\$10.1M	\$5.03M	\$3.15M	\$5.37M	\$2.77M	\$1.01M	\$4.23M	\$3.99M
Prior Year	\$5.32M	\$6.31M	\$3.37M	\$13.5M	\$11.3M	\$11.6M	\$7.94M	\$12.9M	\$8.14M	\$5.79M	\$4.29M	\$1.11M	\$7.62M
Percent Change from Prior Year	43%	53%	170%	-61%	-21%	-13%	-37%	-76%	-34%	-52%	-77%	282%	-48%

## 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



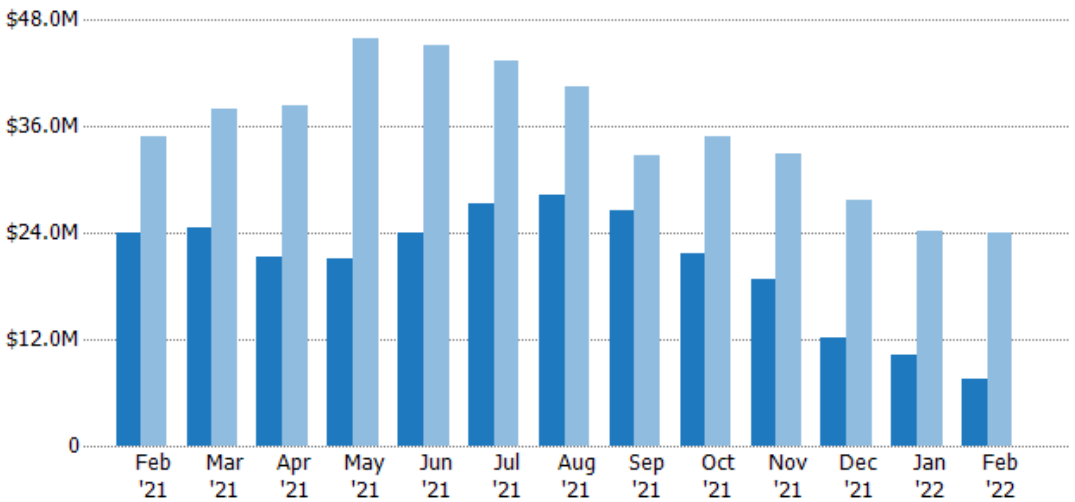
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	43	45	39	41	42	51	55	50	44	36	25	19	10
Prior Year	81	86	86	92	84	82	76	67	64	62	55	47	43
Percent Change from Prior Year	-47%	-48%	-55%	-55%	-50%	-38%	-28%	-25%	-31%	-42%	-55%	-60%	-77%

## 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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$24M	\$24.7M	\$21.4M	\$21.2M	\$24M	\$27.3M	\$28.3M	\$26.6M	\$21.7M	\$18.8M	\$12.2M	\$10.2M	\$7.53M
Prior Year	\$34.9M	\$37.9M	\$38.3M	\$45.9M	\$45.1M	\$43.4M	\$40.5M	\$32.8M	\$34.9M	\$32.9M	\$27.7M	\$24.2M	\$24M
Percent Change from Prior Year	-31%	-35%	-44%	-54%	-47%	-37%	-30%	-19%	-38%	-43%	-56%	-58%	-69%

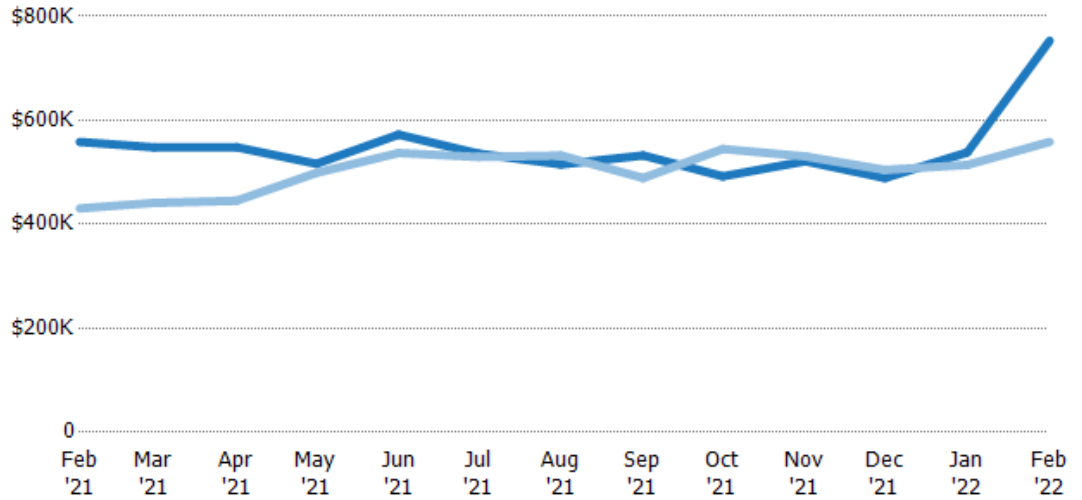
## Average Listing Price

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.
Feb '22	\$753K	34.8%
Feb '21	\$558K	29.7%
Feb '20	\$431K	-15.1%



Current Year	\$558K	\$548K	\$548K	\$516K	\$572K	\$536K	\$515K	\$532K	\$492K	\$521K	\$489K	\$538K	\$753K
Prior Year	\$431K	\$441K	\$445K	\$499K	\$537K	\$529K	\$532K	\$489K	\$545K	\$531K	\$505K	\$514K	\$558K
Percent Change from Prior Year	30%	24%	23%	4%	7%	1%	-3%	9%	-10%	-2%	-3%	5%	35%

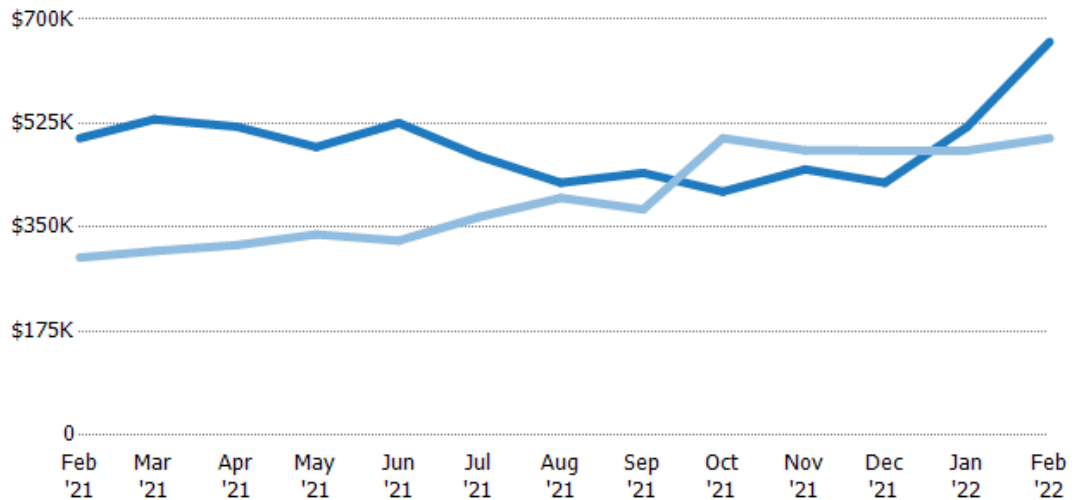
## Median Listing Price

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.
Feb '22	\$662K	32.4%
Feb '21	\$500K	67.2%
Feb '20	\$299K	-12.2%



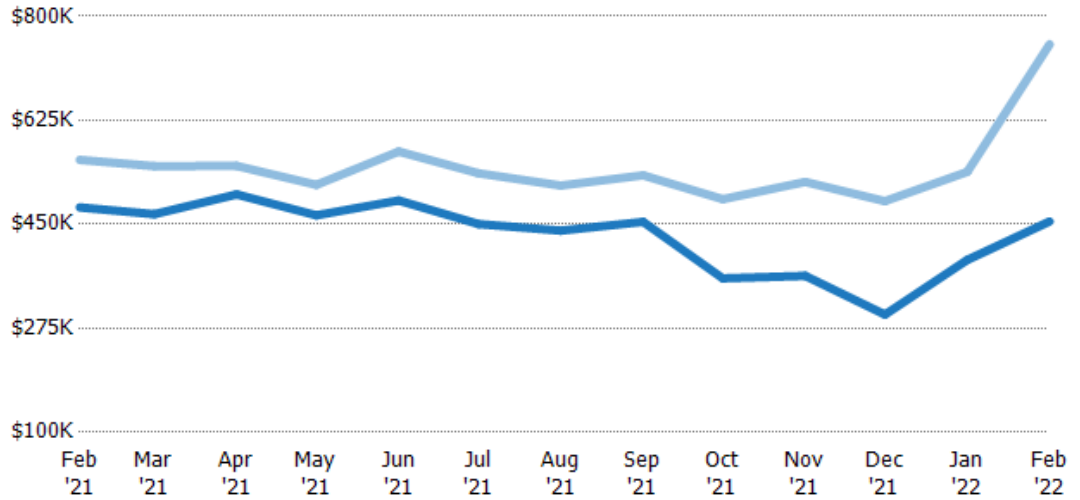
Current Year	\$500K	\$532K	\$519K	\$485K	\$525K	\$470K	\$425K	\$441K	\$410K	\$447K	\$425K	\$519K	\$662K
Prior Year	\$299K	\$310K	\$320K	\$338K	\$327K	\$367K	\$399K	\$380K	\$500K	\$479K	\$479K	\$479K	\$500K
Percent Change from Prior Year	67%	72%	62%	44%	60%	28%	6%	16%	-18%	-7%	-11%	8%	32%

## 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

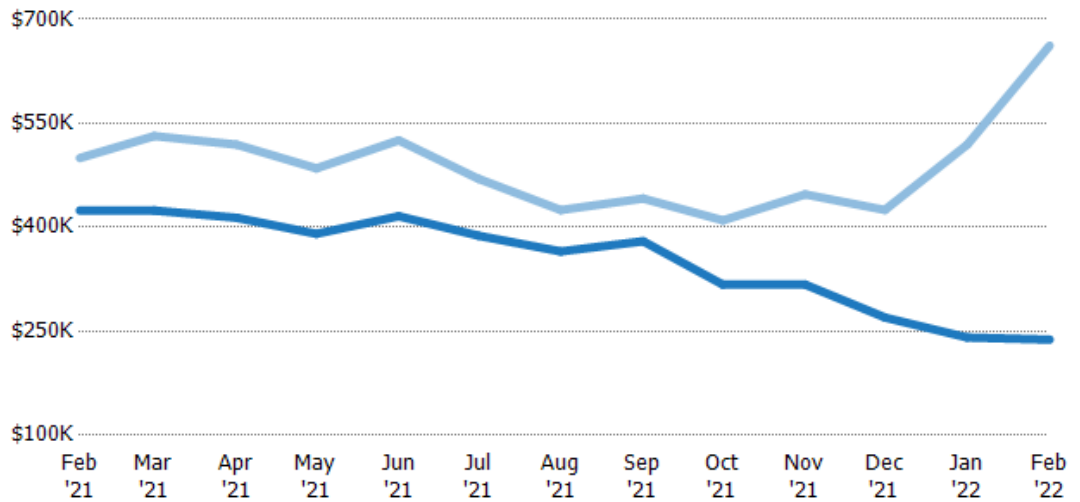


## Median Listing Price vs Median Est Value

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



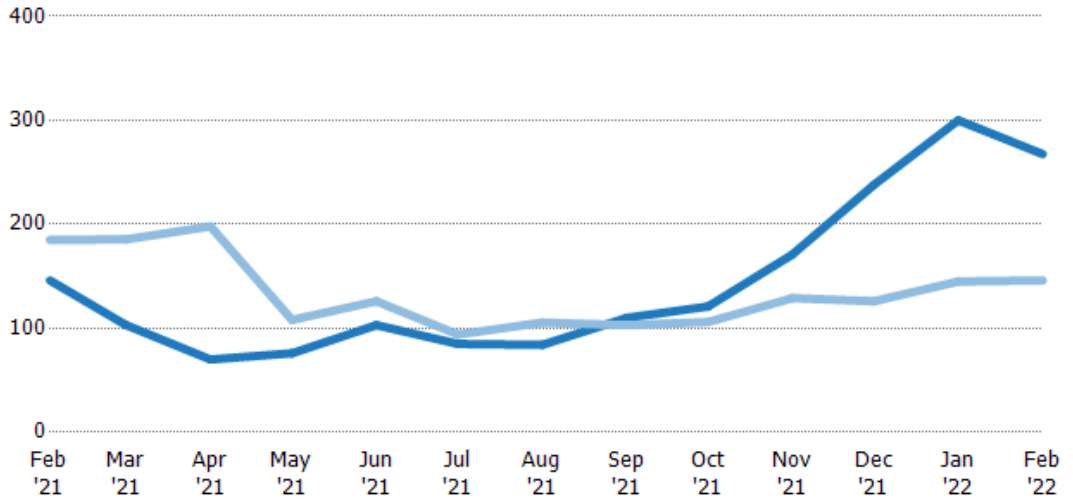
## Median Days in RPR

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

Month/Year	Days	% Chg.
Feb '22	268	83.2%
Feb '21	146	-21.1%
Feb '20	185	6.5%



Current Year	146	103	70	76	103	85	84	110	121	171	238	300	268
Prior Year	185	186	198	108	126	94	106	103	106	129	126	145	146
Percent Change from Prior Year	-21%	-44%	-65%	-30%	-18%	-10%	-20%	7%	14%	33%	89%	107%	83%

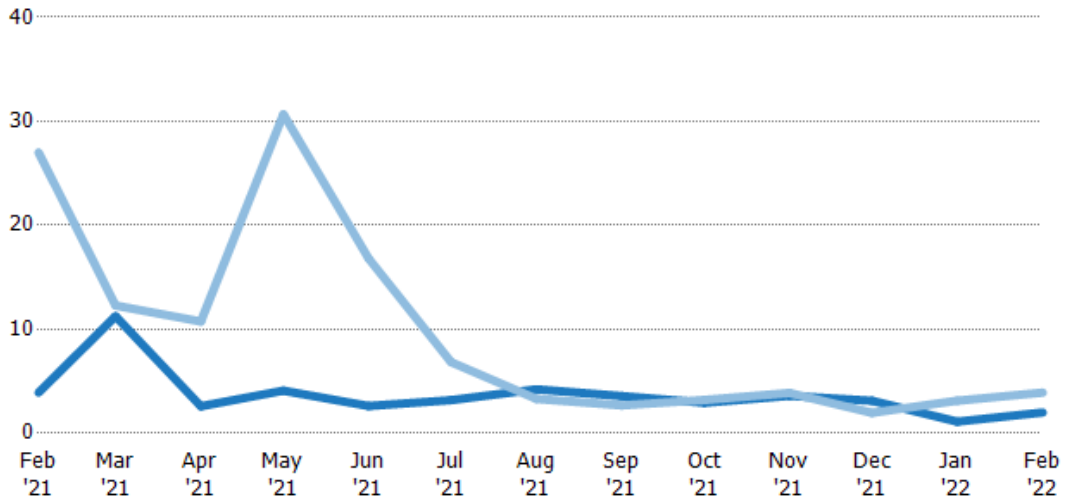
## Months of Inventory

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.
Feb '22	2	-48.8%
Feb '21	3.91	-85.5%
Feb '20	27	-17%



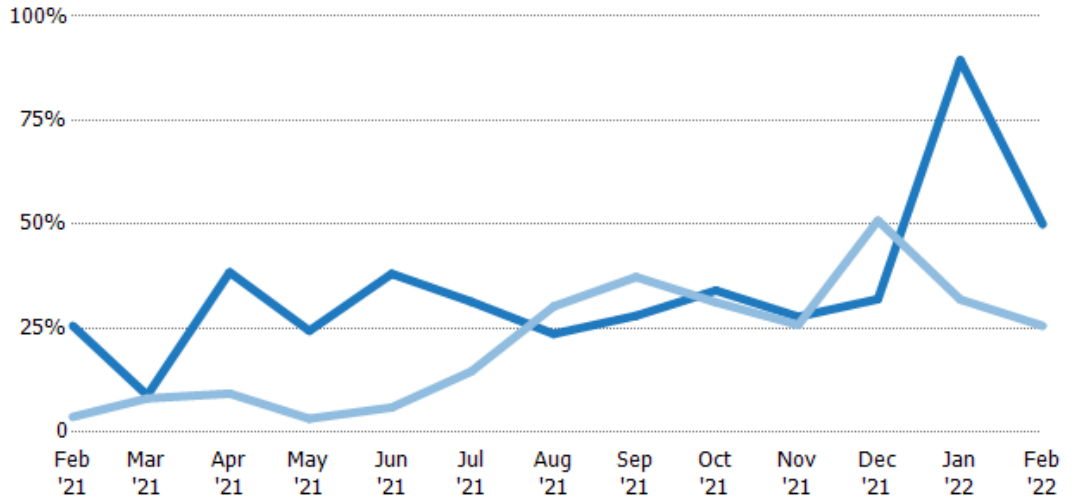
Current Year	3.91	11.3	2.6	4.1	2.63	3.19	4.23	3.57	2.93	3.6	3.13	1.12	2
Prior Year	27	12.3	10.8	30.7	16.8	6.83	3.3	2.68	3.2	3.88	1.96	3.13	3.91
Percent Change from Prior Year	-86%	-8%	-76%	-87%	-84%	-53%	28%	33%	-8%	-7%	59%	-64%	-49%

## 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



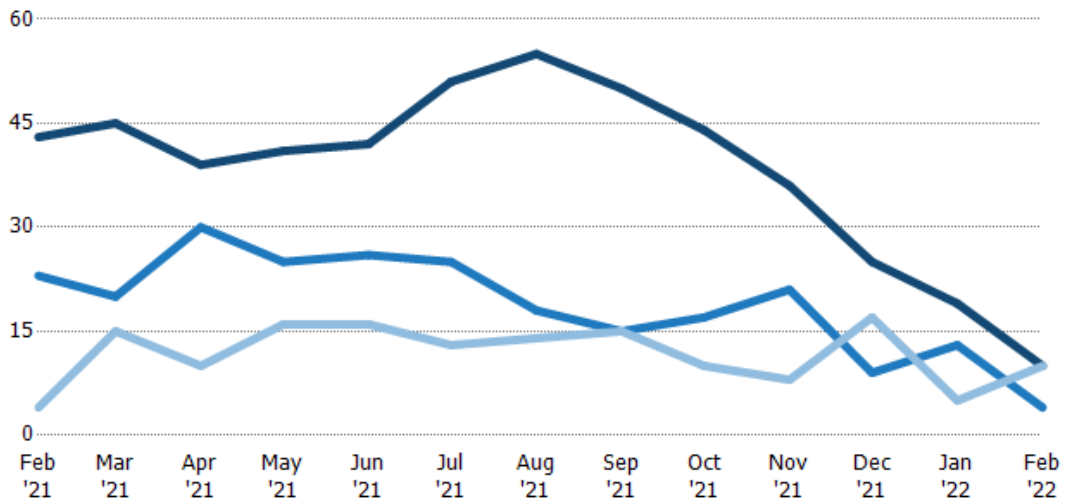
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	26%	9%	38%	24%	38%	31%	24%	28%	34%	28%	32%	89%	50%
Prior Year	4%	8%	9%	3%	6%	15%	30%	37%	31%	26%	51%	32%	26%
Change from Prior Year	-22%	-1%	-29%	-21%	-32%	-17%	7%	9%	-3%	-2%	19%	-58%	-24%

## 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



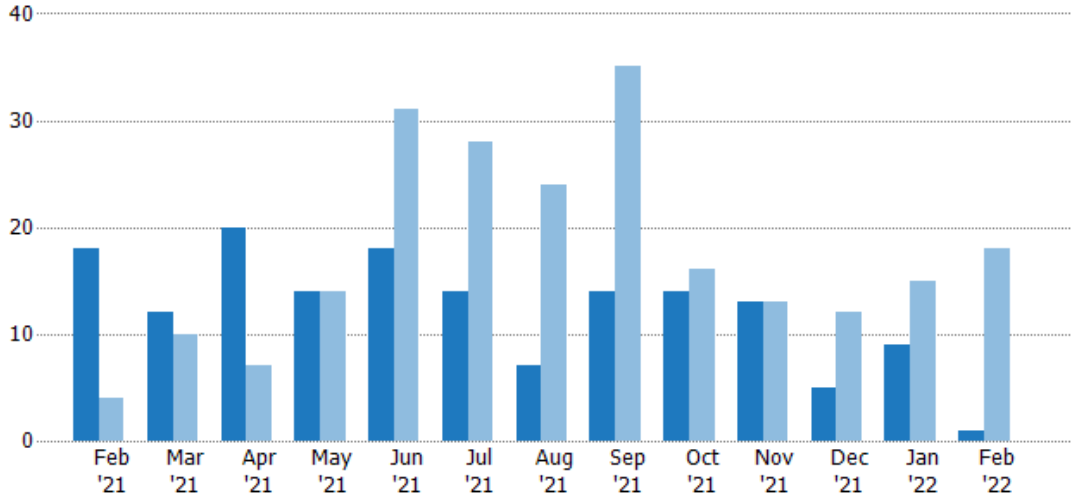
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Active	43	45	39	41	42	51	55	50	44	36	25	19	10
Pending	23	20	30	25	26	25	18	15	17	21	9	13	4
Sold	4	15	10	16	16	13	14	15	10	8	17	5	10

## 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



Month/Year	Count	% Chg.
Feb '22	1	-94.4%
Feb '21	18	350%
Feb '20	4	-25%

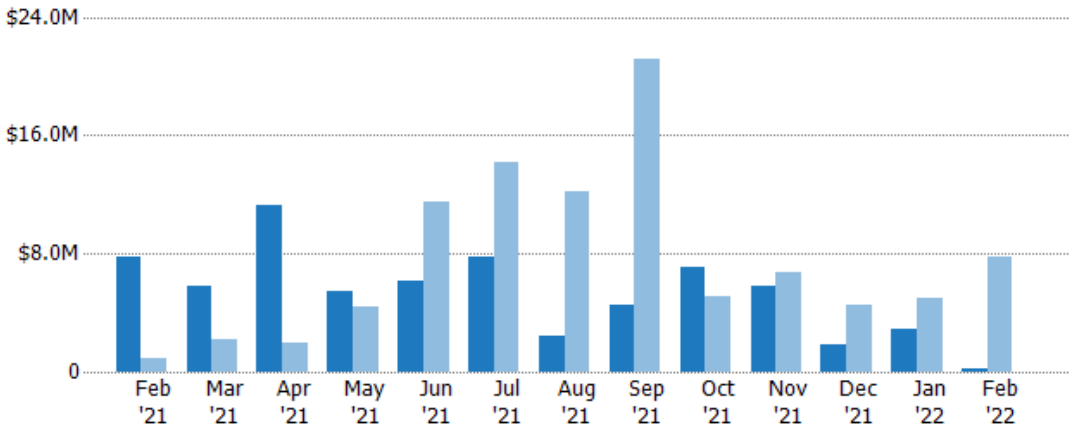
Current Year	18	12	20	14	18	14	7	14	14	13	5	9	1
Prior Year	4	10	7	14	31	28	24	35	16	13	12	15	18
Percent Change from Prior Year	350%	20%	186%	0%	-42%	-50%	-71%	-60%	-13%	0%	-58%	-40%	-94%

## 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.
Feb '22	\$215K	-97.2%
Feb '21	\$7.8M	806%
Feb '20	\$861K	40.3%

Current Year	\$7.8M	\$5.82M	\$11.2M	\$5.41M	\$6.17M	\$7.73M	\$2.41M	\$4.46M	\$7.04M	\$5.76M	\$1.87M	\$2.92M	\$215K
Prior Year	\$861K	\$2.16M	\$1.95M	\$4.37M	\$11.5M	\$14.2M	\$12.2M	\$21.2M	\$5.11M	\$6.71M	\$4.54M	\$4.93M	\$7.8M
Percent Change from Prior Year	806%	169%	476%	24%	-47%	-46%	-80%	-79%	38%	-14%	-59%	-41%	-97%



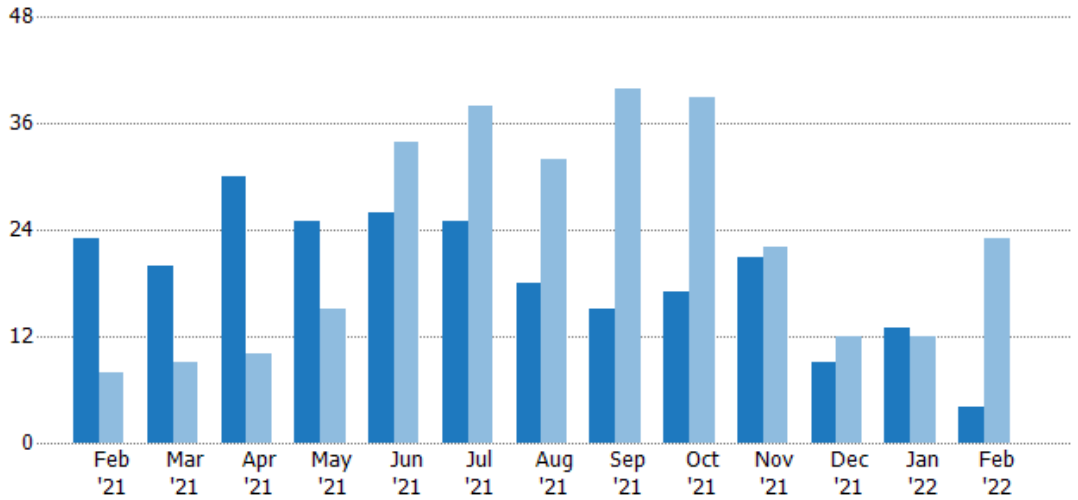
## Pending Sales

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.
Feb '22	4	-82.6%
Feb '21	23	187.5%
Feb '20	8	37.5%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	23	20	30	25	26	25	18	15	17	21	9	13	4
Prior Year	8	9	10	15	34	38	32	40	39	22	12	12	23
Percent Change from Prior Year	188%	122%	200%	67%	-24%	-34%	-44%	-63%	-56%	-5%	-25%	8%	-83%

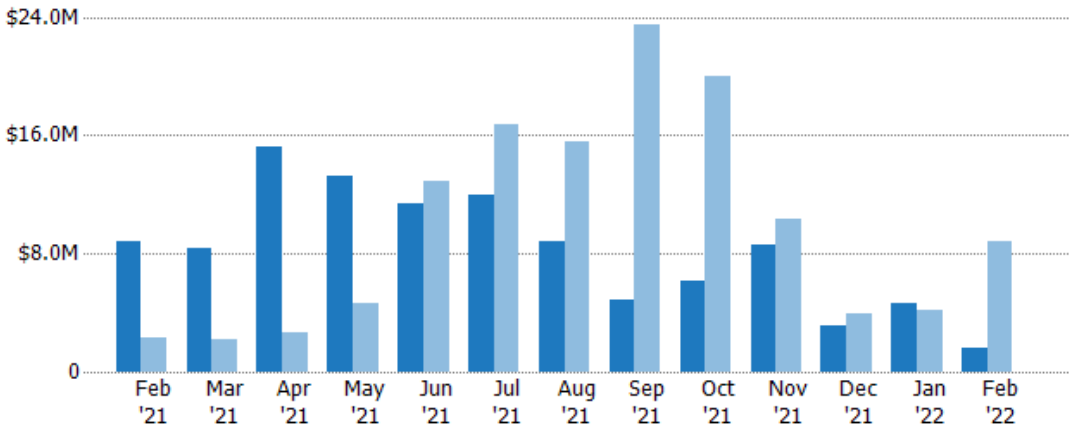
## Pending Sales Volume

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.
Feb '22	\$1.59M	-81.9%
Feb '21	\$8.83M	283.1%
Feb '20	\$2.3M	29.2%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$8.83M	\$8.37M	\$15.2M	\$13.2M	\$11.4M	\$12M	\$8.83M	\$4.87M	\$6.13M	\$8.62M	\$3.13M	\$4.6M	\$1.59M
Prior Year	\$2.3M	\$2.19M	\$2.64M	\$4.68M	\$12.9M	\$16.7M	\$15.6M	\$23.5M	\$20M	\$10.3M	\$3.97M	\$4.17M	\$8.83M
Percent Change from Prior Year	283%	283%	476%	182%	-12%	-28%	-43%	-79%	-69%	-16%	-21%	10%	-82%

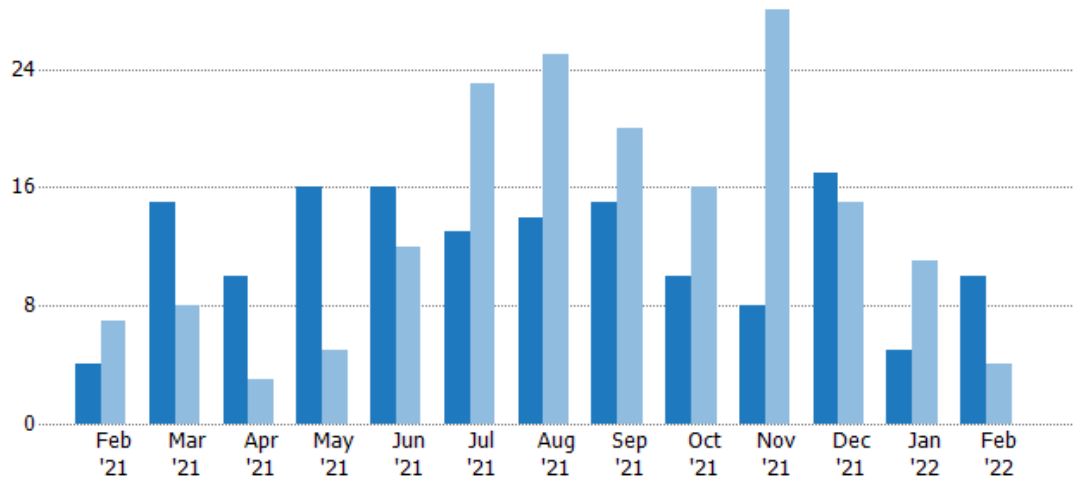
## Closed Sales

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.
Feb '22	10	150%
Feb '21	4	-42.9%
Feb '20	7	28.6%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	4	15	10	16	16	13	14	15	10	8	17	5	10
Prior Year	7	8	3	5	12	23	25	20	16	28	15	11	4
Percent Change from Prior Year	-43%	88%	233%	220%	33%	-43%	-44%	-25%	-38%	-71%	13%	-55%	150%

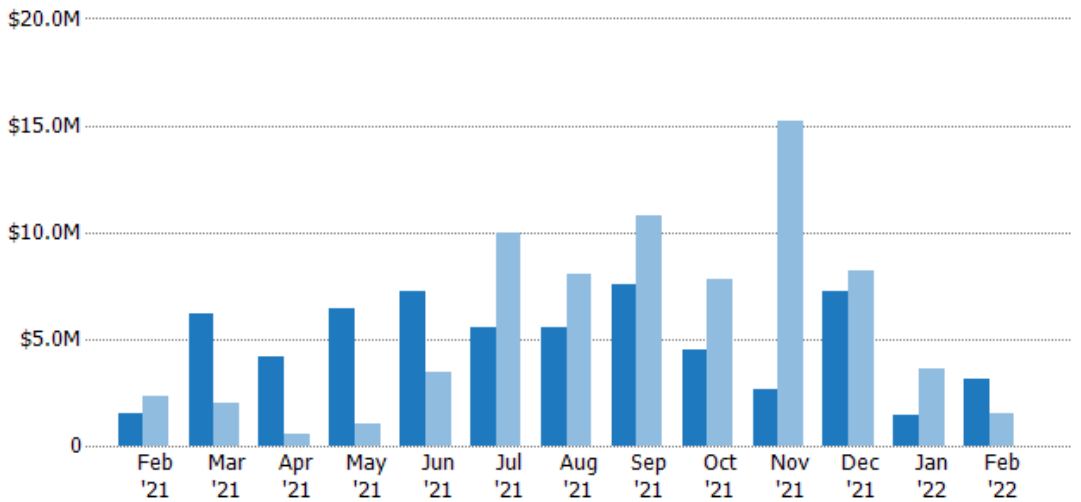
## Closed Sales Volume

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.
Feb '22	\$3.13M	109.4%
Feb '21	\$1.49M	-35.5%
Feb '20	\$2.32M	-8.5%



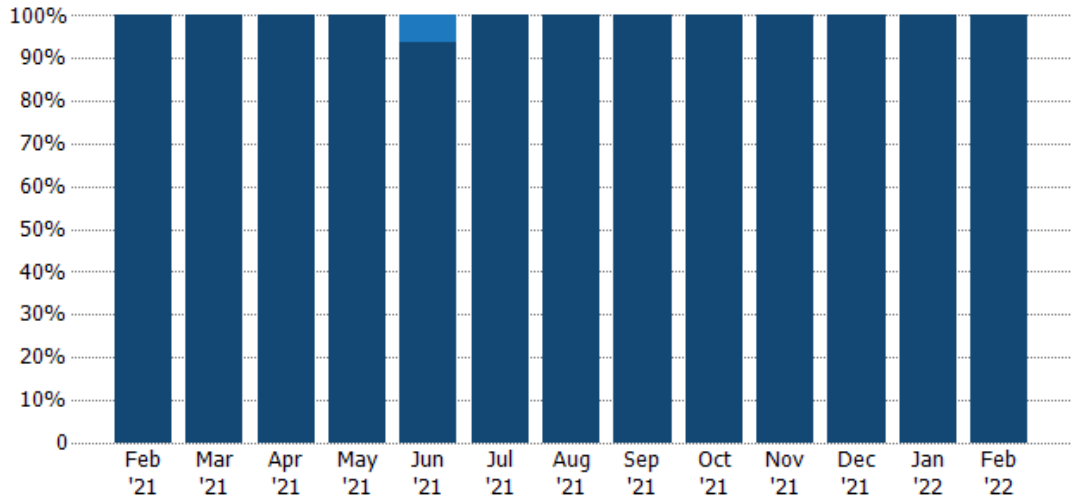
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$1.49M	\$6.17M	\$4.21M	\$6.44M	\$7.21M	\$5.51M	\$5.51M	\$7.59M	\$4.46M	\$2.65M	\$7.26M	\$1.4M	\$3.13M
Prior Year	\$2.32M	\$1.99M	\$577K	\$1.03M	\$3.44M	\$10M	\$8.06M	\$10.8M	\$7.76M	\$15.2M	\$8.2M	\$3.65M	\$1.49M
Percent Change from Prior Year	-36%	209%	629%	524%	110%	-45%	-32%	-30%	-43%	-83%	-11%	-62%	109%

## 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



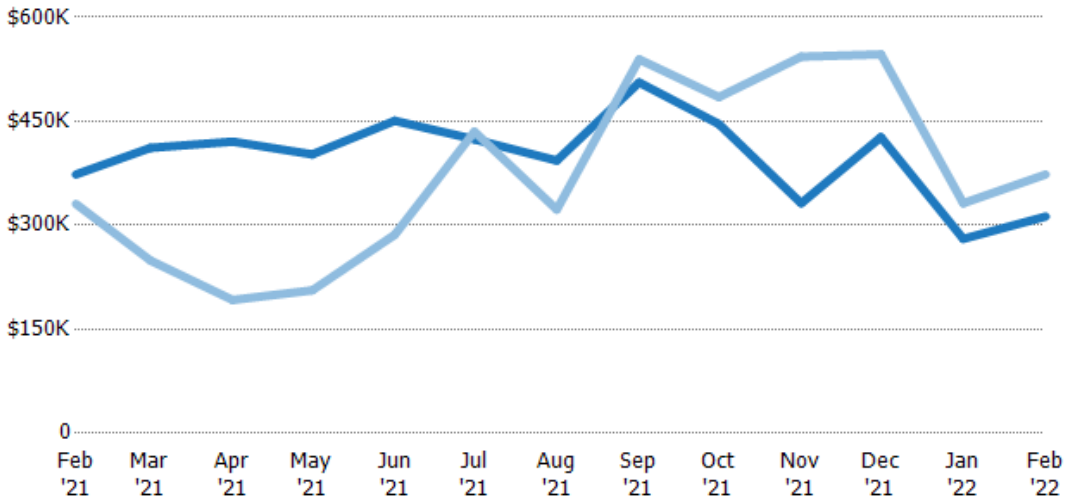
Condo/Townhouse	-	-	-	-	6%	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	94%	100%	100%	100%	100%	100%	100%	100%	100%

## 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



Month/Year	Price	% Chg.
Feb '22	\$313K	-16.2%
Feb '21	\$373K	12.8%
Feb '20	\$331K	-28.8%

Current Year	\$373K	\$412K	\$421K	\$402K	\$451K	\$424K	\$393K	\$506K	\$446K	\$332K	\$427K	\$280K	\$313K
Prior Year	\$331K	\$249K	\$192K	\$206K	\$286K	\$435K	\$323K	\$539K	\$485K	\$543K	\$547K	\$332K	\$373K
Percent Change from Prior Year	13%	65%	119%	95%	57%	-3%	22%	-6%	-8%	-39%	-22%	-15%	-16%

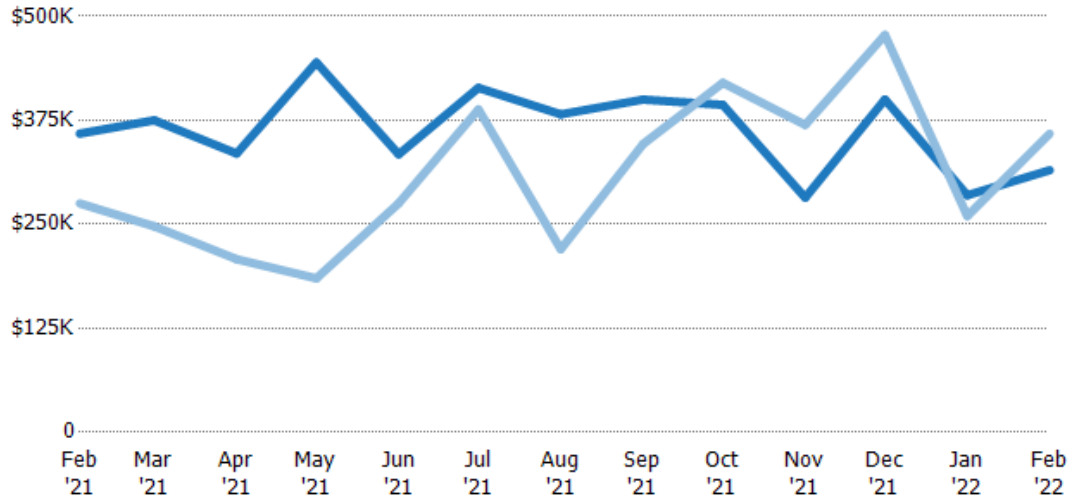
## Median Sales Price

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.
Feb '22	\$315K	-12.2%
Feb '21	\$359K	30.5%
Feb '20	\$275K	-7.3%



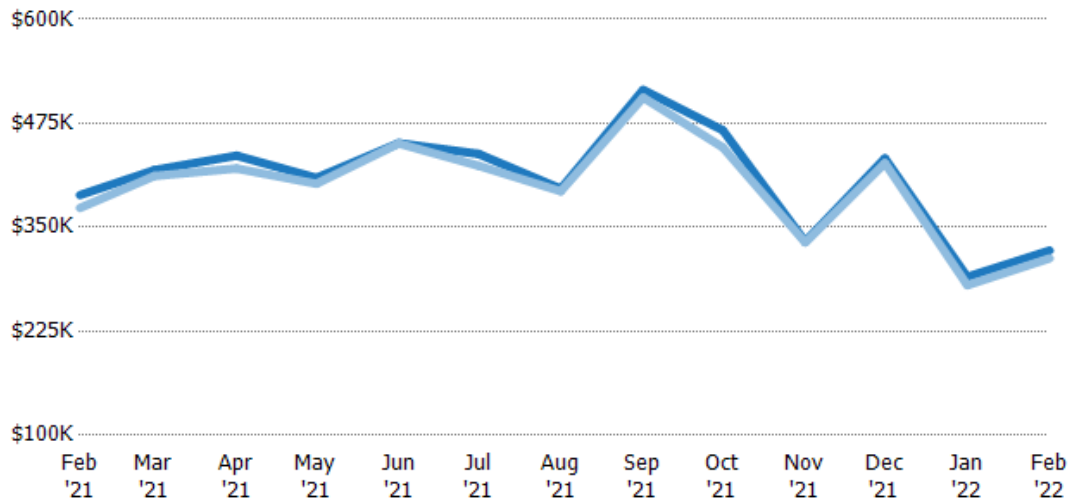
Current Year	\$359K	\$375K	\$335K	\$445K	\$334K	\$414K	\$382K	\$400K	\$394K	\$282K	\$400K	\$285K	\$315K
Prior Year	\$275K	\$248K	\$208K	\$185K	\$275K	\$388K	\$220K	\$347K	\$420K	\$370K	\$478K	\$260K	\$359K
Percent Change from Prior Year	31%	52%	61%	140%	21%	7%	74%	15%	-6%	-24%	-16%	10%	-12%

## 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



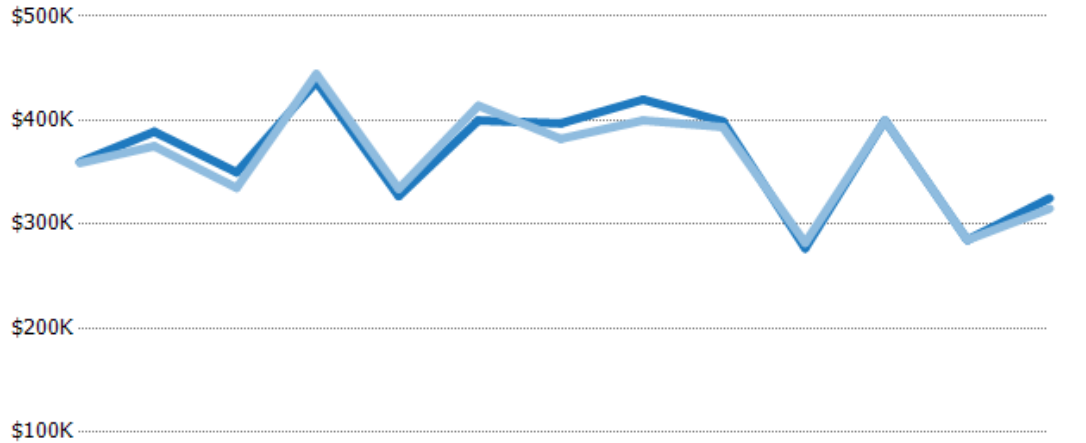
Avg List Price	\$389K	\$419K	\$436K	\$409K	\$451K	\$438K	\$396K	\$515K	\$467K	\$333K	\$433K	\$290K	\$322K
Avg Sales Price	\$373K	\$412K	\$421K	\$402K	\$451K	\$424K	\$393K	\$506K	\$446K	\$332K	\$427K	\$280K	\$313K
Avg Sales Price as a % of Avg List Price	96%	98%	96%	98%	100%	97%	99%	98%	96%	100%	99%	97%	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



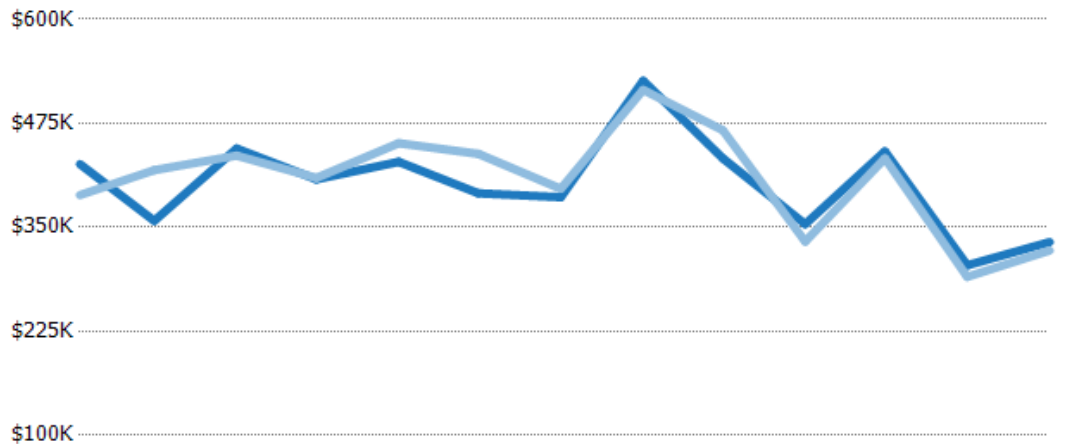
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median List Price	\$360K	\$389K	\$350K	\$437K	\$327K	\$400K	\$397K	\$420K	\$399K	\$277K	\$400K	\$285K	\$325K
Median Sales Price	\$359K	\$375K	\$335K	\$445K	\$334K	\$414K	\$382K	\$400K	\$394K	\$282K	\$400K	\$285K	\$315K
Med Sales Price as a % of Med List Price	100%	96%	96%	102%	102%	104%	96%	95%	99%	102%	100%	100%	97%

## 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



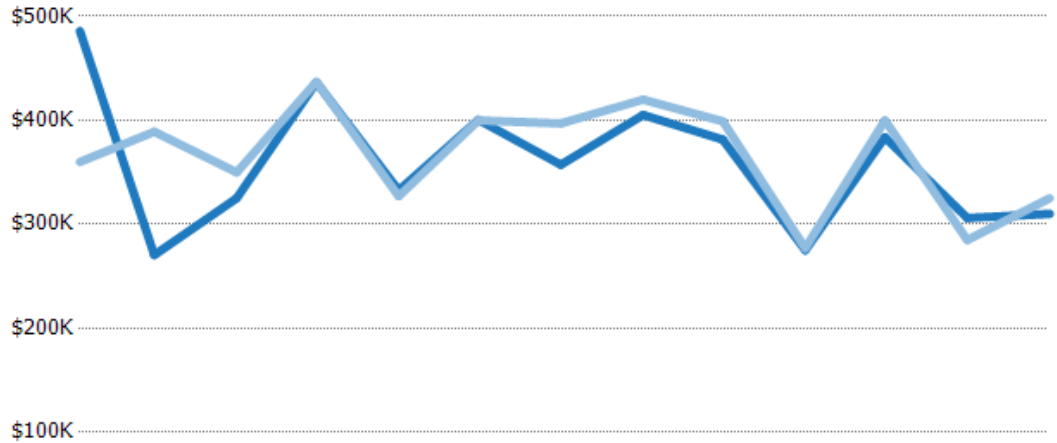
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$426K	\$358K	\$445K	\$408K	\$429K	\$391K	\$386K	\$526K	\$433K	\$354K	\$441K	\$304K	\$332K
Avg Sales Price	\$389K	\$419K	\$436K	\$409K	\$451K	\$438K	\$396K	\$515K	\$467K	\$333K	\$433K	\$290K	\$322K
Avg Sales Price as a % of Avg Est Value	91%	117%	98%	100%	105%	112%	103%	98%	108%	94%	98%	95%	97%

## 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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$486K	\$270K	\$325K	\$436K	\$333K	\$400K	\$357K	\$405K	\$381K	\$275K	\$384K	\$306K	\$310K
Median Sales Price	\$360K	\$389K	\$350K	\$437K	\$327K	\$400K	\$397K	\$420K	\$399K	\$277K	\$400K	\$285K	\$325K
Med Sales Price as a % of Med Est Value	74%	144%	108%	100%	98%	100%	111%	104%	105%	101%	104%	93%	105%