

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	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	19	-15.8%	41	58	-29.3%
New Listing Volume	\$8,494,182	\$9,412,242	-9.8%	\$22,779,382	\$27,767,945	-18%
Active Listing Count	35	40	-12.5%	N/A	N/A	
Active Listing Volume	\$21,817,268	\$21,704,503	+0.5%	N/A	N/A	
Average Listing Price	\$623,351	\$542,613	+14.9%	\$614,133	\$537,383	+14.3%
Median Listing Price	\$550,000	\$509,557	+7.9%	\$513,863	\$504,262	+1.9%
Median Days in RPR	37	63	-41.3%	162.85	109.35	+48.9%
Months of Inventory	5	2.7	+87.5%	2.5	8.3	-69.4%
Absorption Rate	20%	37.5%	-17.5%	39.42%	12.07%	+27.4%
Sales Activity Charts Metrics						
New Pending Sales Count	2	21	-90.5%	19	65	-70.8%
New Pending Sales Volume	\$275,000	\$11,545,242	-97.6%	\$5,522,500	\$29,373,542	-81.2%
Pending Sales Count	2	30	-93.3%	N/A	N/A	
Pending Sales Volume	\$384,000	\$14,833,042	-97.4%	N/A	N/A	
Closed Sales Count	4	10	-60%	26	41	-36.6%
Closed Sales Volume	\$1,193,900	\$4,206,400	-71.6%	\$8,203,400	\$16,372,800	-49.9%
Average Sales Price	\$298,475	\$420,640	-29%	\$315,515	\$399,337	-21%
Median Sales Price	\$317,000	\$335,000	-5.4%	\$329,712	\$347,156	-5%

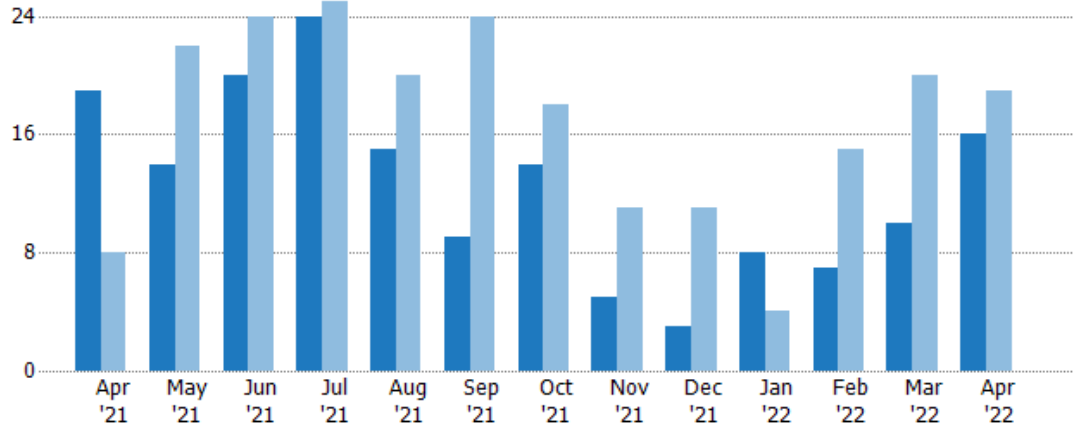
New Listings

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

Month/ Year	Count	% Chg.
Apr '22	16	-15.8%
Apr '21	19	137.5%
Apr '20	8	150%



Current Year	19	14	20	24	15	9	14	5	3	8	7	10	16
Prior Year	8	22	24	25	20	24	18	11	11	4	15	20	19
Percent Change from Prior Year	138%	-36%	-17%	-4%	-25%	-63%	-22%	-55%	-73%	100%	-53%	-50%	-16%

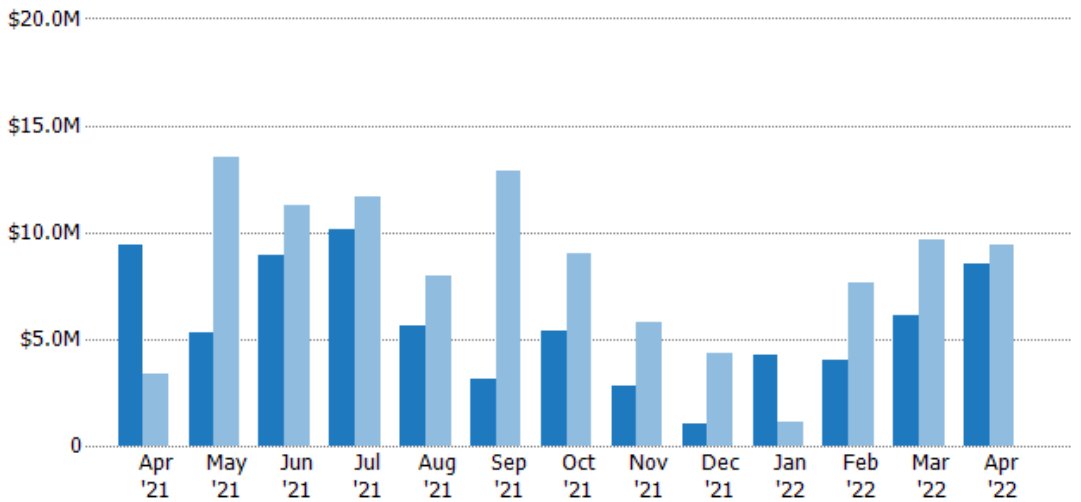
New Listing Volume

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.
Apr '22	\$8.49M	-9.8%
Apr '21	\$9.41M	179.2%
Apr '20	\$3.37M	210%



Current Year	\$9.41M	\$5.29M	\$8.95M	\$10.1M	\$5.63M	\$3.15M	\$5.37M	\$2.79M	\$1.01M	\$4.22M	\$3.99M	\$6.07M	\$8.49M
Prior Year	\$3.37M	\$13.5M	\$11.3M	\$11.6M	\$7.94M	\$12.9M	\$9.02M	\$5.79M	\$4.29M	\$1.11M	\$7.62M	\$9.63M	\$9.41M
Percent Change from Prior Year	179%	-61%	-21%	-13%	-29%	-76%	-40%	-52%	-77%	281%	-48%	-37%	-10%

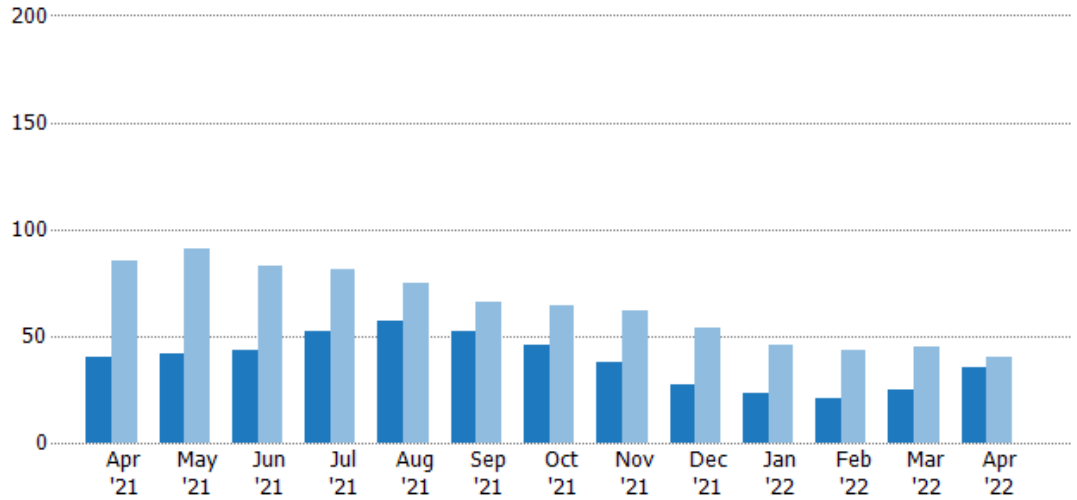
Active Listings

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.
Apr '22	35	-12.5%
Apr '21	40	-52.9%
Apr '20	85	37.6%



Current Year	40	42	43	52	57	52	46	38	27	23	21	25	35
Prior Year	85	91	83	81	75	66	64	62	54	46	43	45	40
Percent Change from Prior Year	-53%	-54%	-48%	-36%	-24%	-21%	-28%	-39%	-50%	-50%	-51%	-44%	-13%

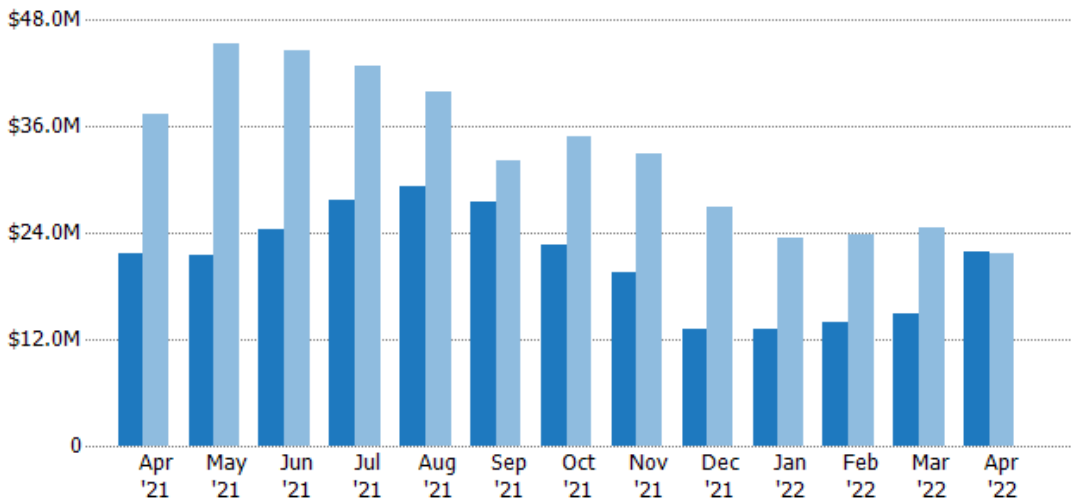
Active Listing Volume

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.
Apr '22	\$21.8M	0.5%
Apr '21	\$21.7M	-42.1%
Apr '20	\$37.5M	24.8%



Current Year	\$21.7M	\$21.5M	\$24.4M	\$27.7M	\$29.3M	\$27.5M	\$22.6M	\$19.6M	\$13.1M	\$13.2M	\$13.8M	\$15M	\$21.8M
Prior Year	\$37.5M	\$45.3M	\$44.5M	\$42.8M	\$39.9M	\$32.2M	\$34.9M	\$32.9M	\$26.9M	\$23.3M	\$23.9M	\$24.6M	\$21.7M
Percent Change from Prior Year	-42%	-53%	-45%	-35%	-27%	-14%	-35%	-40%	-51%	-43%	-42%	-39%	1%

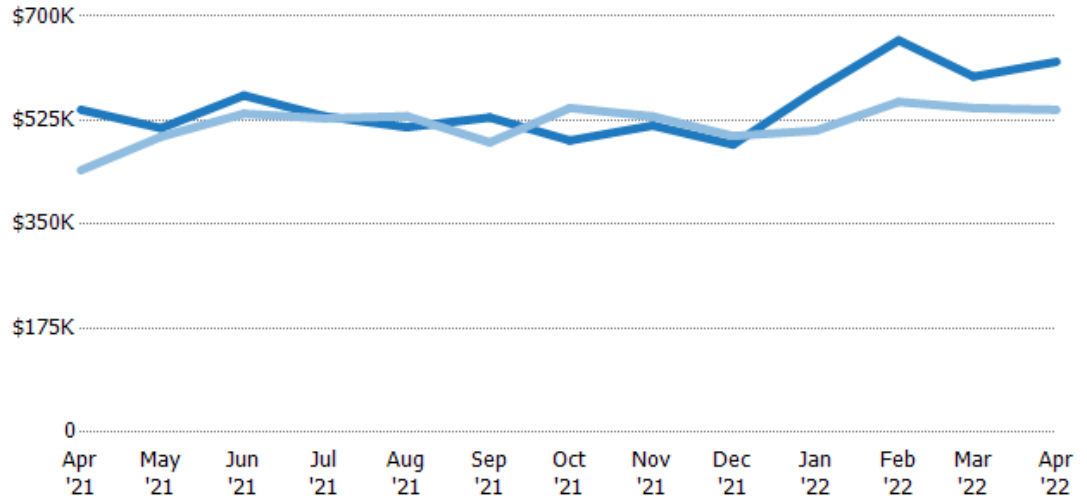
Average Listing Price

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.
Apr '22	\$623K	14.9%
Apr '21	\$543K	23.1%
Apr '20	\$441K	-9.3%



Current Year	\$543K	\$512K	\$567K	\$532K	\$513K	\$530K	\$491K	\$516K	\$484K	\$576K	\$659K	\$599K	\$623K
Prior Year	\$441K	\$497K	\$536K	\$528K	\$532K	\$488K	\$546K	\$531K	\$499K	\$507K	\$556K	\$546K	\$543K
Percent Change from Prior Year	23%	3%	6%	1%	-3%	9%	-10%	-3%	-3%	13%	19%	10%	15%

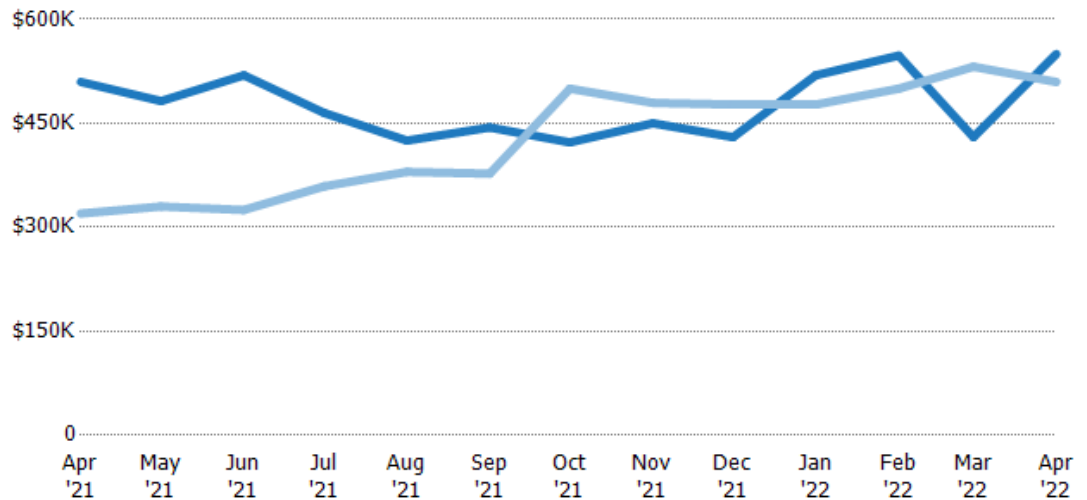
Median Listing Price

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.
Apr '22	\$550K	7.9%
Apr '21	\$510K	59.3%
Apr '20	\$320K	-15.6%



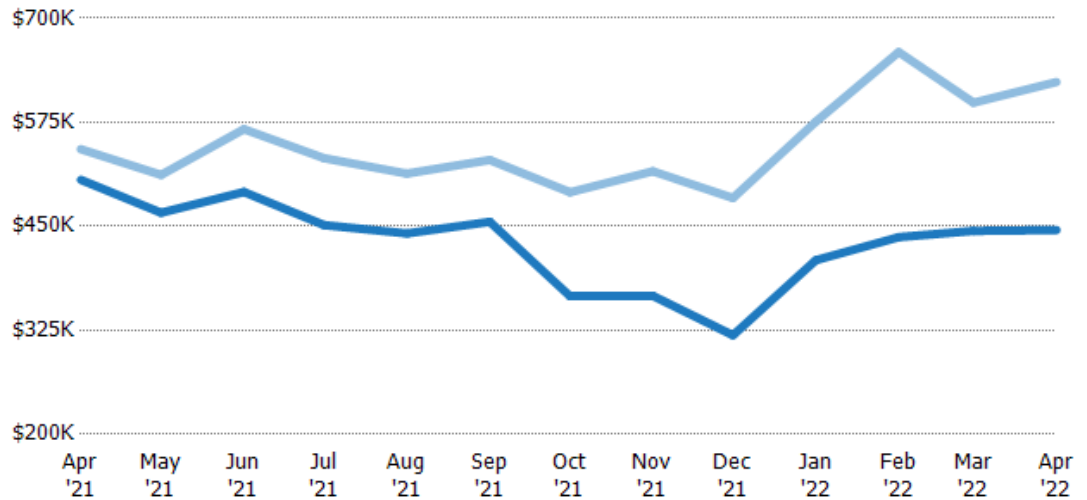
Current Year	\$510K	\$482K	\$519K	\$465K	\$425K	\$444K	\$422K	\$450K	\$430K	\$519K	\$548K	\$430K	\$550K
Prior Year	\$320K	\$330K	\$325K	\$359K	\$380K	\$377K	\$500K	\$479K	\$477K	\$477K	\$500K	\$532K	\$510K
Percent Change from Prior Year	59%	46%	60%	30%	12%	18%	-15%	-6%	-10%	9%	10%	-19%	8%

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

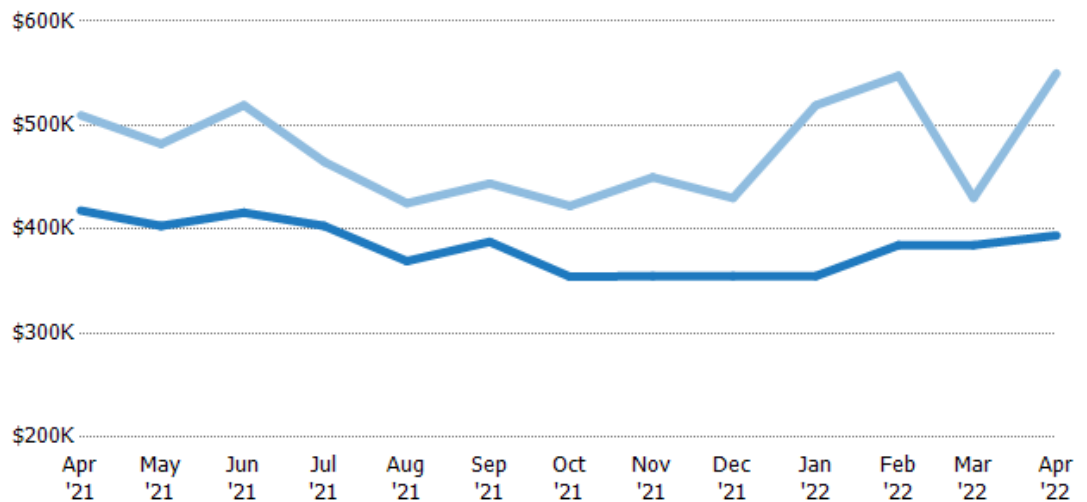


Median Listing Price vs Median Est Value

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



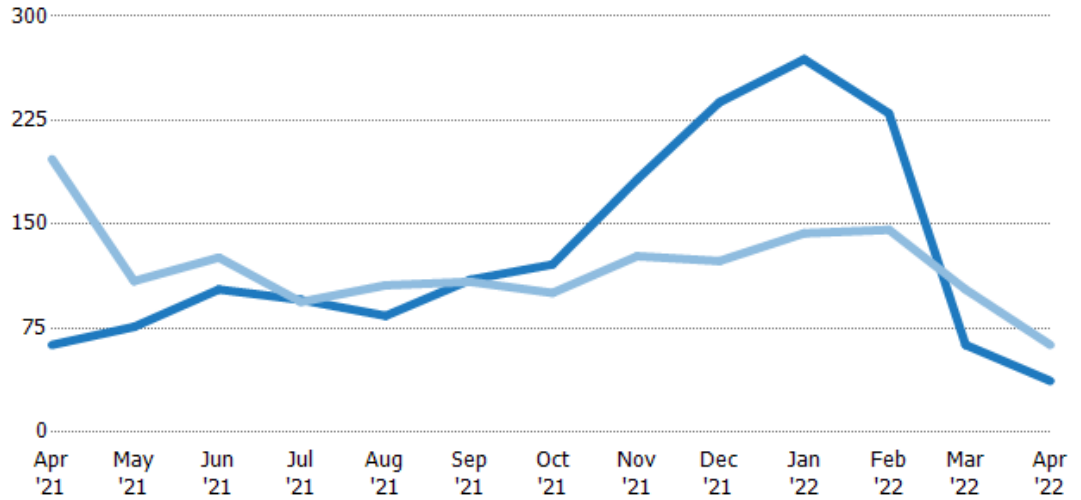
Median Days in RPR

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.
Apr '22	37	-41.3%
Apr '21	63	-68%
Apr '20	197	8.6%



Current Year	63	76	103	95.5	84	110	121	183	238	269	230	63	37
Prior Year	197	109	126	94	106	109	101	127	124	144	146	103	63
Percent Change from Prior Year	-68%	-30%	-18%	2%	-21%	1%	20%	44%	93%	87%	58%	-39%	-41%

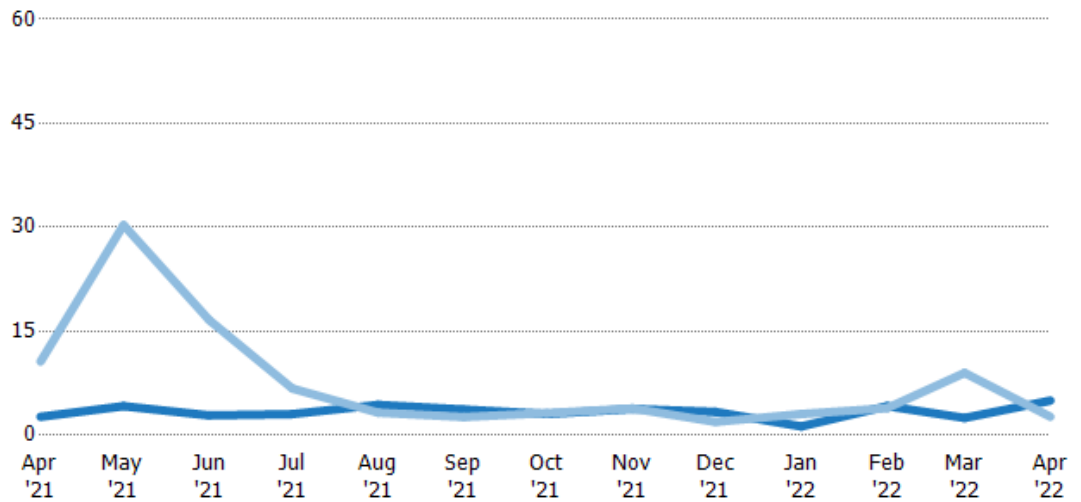
Months of Inventory

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.
Apr '22	5	87.5%
Apr '21	2.67	-74.9%
Apr '20	10.6	450.6%



Current Year	2.67	4.2	2.87	3.06	4.38	3.71	3.07	3.8	3.38	1.28	4.2	2.5	5
Prior Year	10.6	30.3	16.6	6.75	3.26	2.64	3.2	3.88	1.93	3.07	3.91	9	2.67
Percent Change from Prior Year	-75%	-86%	-83%	-55%	34%	41%	-4%	-2%	75%	-58%	7%	-72%	88%

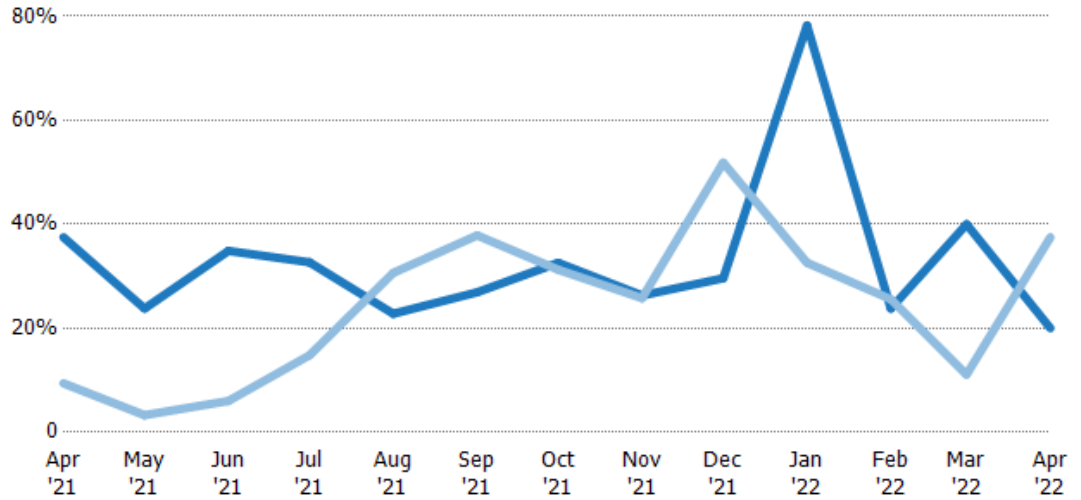
Absorption Rate

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.
Apr '22	20%	17.5%
Apr '21	38%	-28.1%
Apr '20	9%	-81.9%



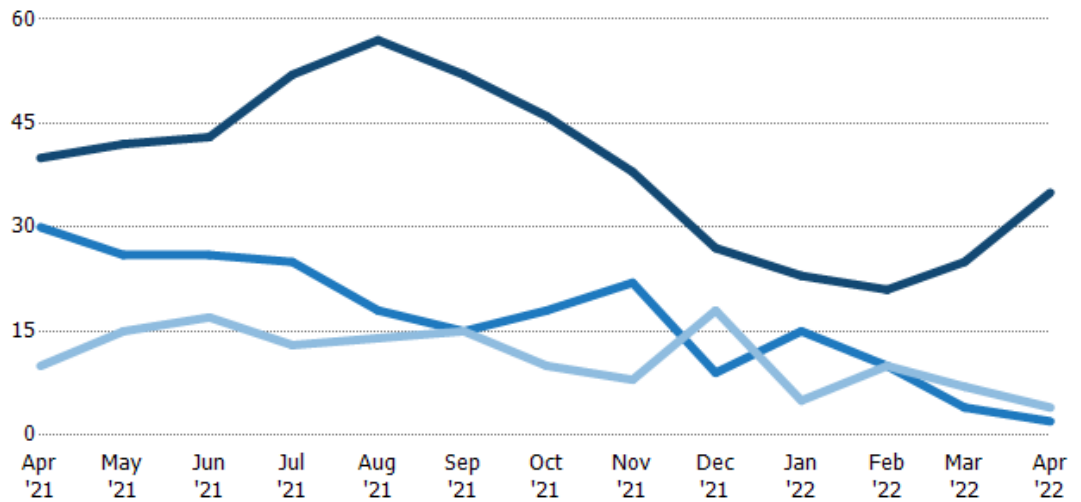
Current Year	38%	24%	35%	33%	23%	27%	33%	26%	30%	78%	24%	40%	20%
Prior Year	9%	3%	6%	15%	31%	38%	31%	26%	52%	33%	26%	11%	38%
Change from Prior Year	-28%	-21%	-29%	-18%	8%	11%	-1%	-1%	22%	-46%	2%	-29%	18%

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	40	42	43	52	57	52	46	38	27	23	21	25	35
Pending	30	26	26	25	18	15	18	22	9	15	10	4	2
Sold	10	15	17	13	14	15	10	8	18	5	10	7	4

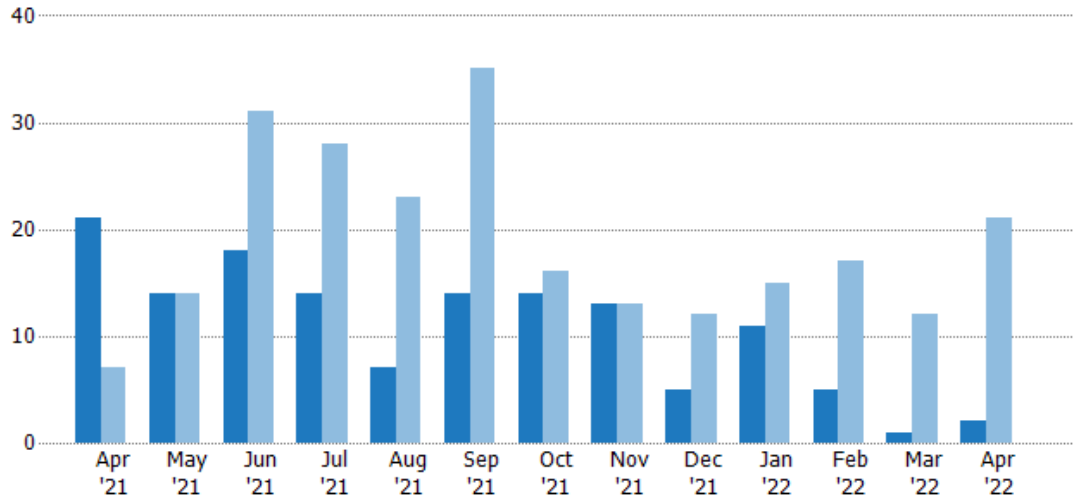
New Pending Sales

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.
Apr '22	2	-90.5%
Apr '21	21	200%
Apr '20	7	57.1%



Current Year	21	14	18	14	7	14	14	13	5	11	5	1	2
Prior Year	7	14	31	28	23	35	16	13	12	15	17	12	21
Percent Change from Prior Year	200%	0%	-42%	-50%	-70%	-60%	-13%	0%	-58%	-27%	-71%	-92%	-90%

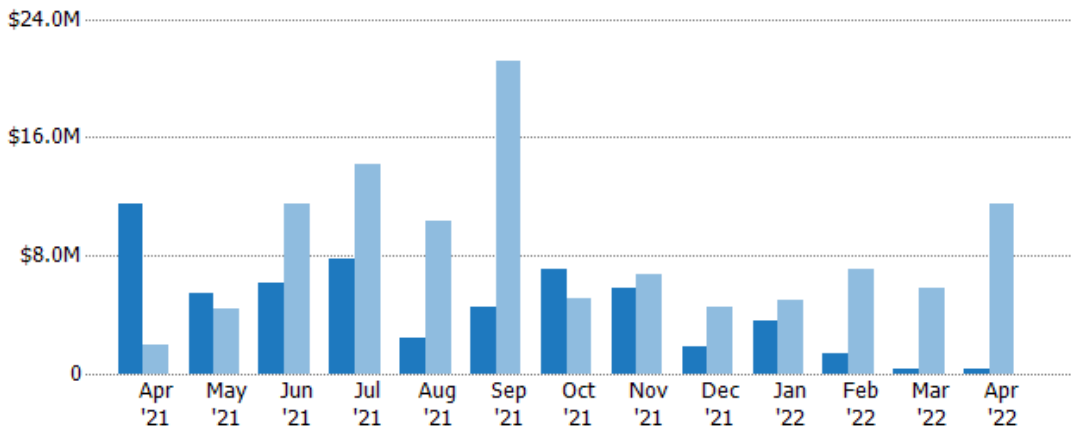
New Pending Sales Volume

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.
Apr '22	\$275K	-97.6%
Apr '21	\$11.5M	492.9%
Apr '20	\$1.95M	103.6%



Current Year	\$11.5M	\$5.41M	\$6.17M	\$7.73M	\$2.41M	\$4.46M	\$7.04M	\$5.76M	\$1.87M	\$3.54M	\$1.38M	\$325K	\$275K
Prior Year	\$1.95M	\$4.37M	\$11.5M	\$14.2M	\$10.3M	\$21.2M	\$5.11M	\$6.71M	\$4.54M	\$4.93M	\$7.08M	\$5.82M	\$11.5M
Percent Change from Prior Year	493%	24%	-47%	-46%	-77%	-79%	38%	-14%	-59%	-28%	-80%	-94%	-98%

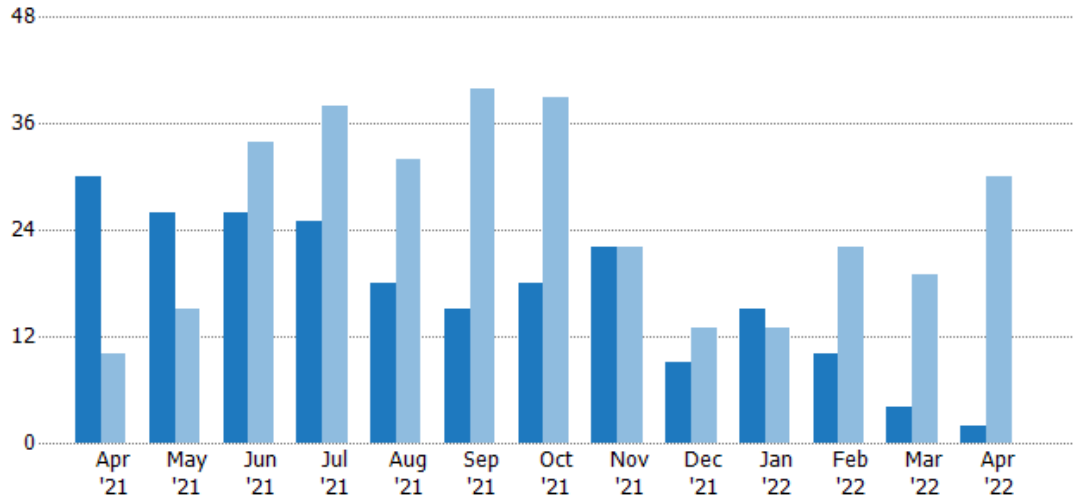
Pending Sales

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.
Apr '22	2	-93.3%
Apr '21	30	200%
Apr '20	10	60%



Current Year	30	26	26	25	18	15	18	22	9	15	10	4	2
Prior Year	10	15	34	38	32	40	39	22	13	13	22	19	30
Percent Change from Prior Year	200%	73%	-24%	-34%	-44%	-63%	-54%	0%	-31%	15%	-55%	-79%	-93%

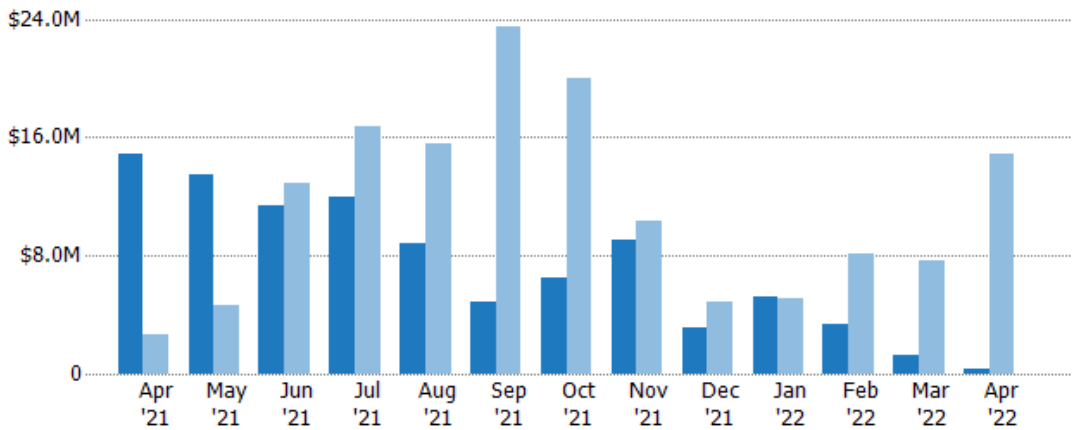
Pending Sales Volume

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.
Apr '22	\$384K	-97.4%
Apr '21	\$14.8M	461.5%
Apr '20	\$2.64M	107.6%



Current Year	\$14.8M	\$13.5M	\$11.4M	\$12M	\$8.83M	\$4.87M	\$6.5M	\$9M	\$3.13M	\$5.22M	\$3.38M	\$1.26M	\$384K
Prior Year	\$2.64M	\$4.68M	\$12.9M	\$16.7M	\$15.6M	\$23.5M	\$20M	\$10.3M	\$4.85M	\$5.05M	\$8.11M	\$7.65M	\$14.8M
Percent Change from Prior Year	462%	189%	-12%	-28%	-43%	-79%	-67%	-13%	-35%	3%	-58%	-83%	-97%

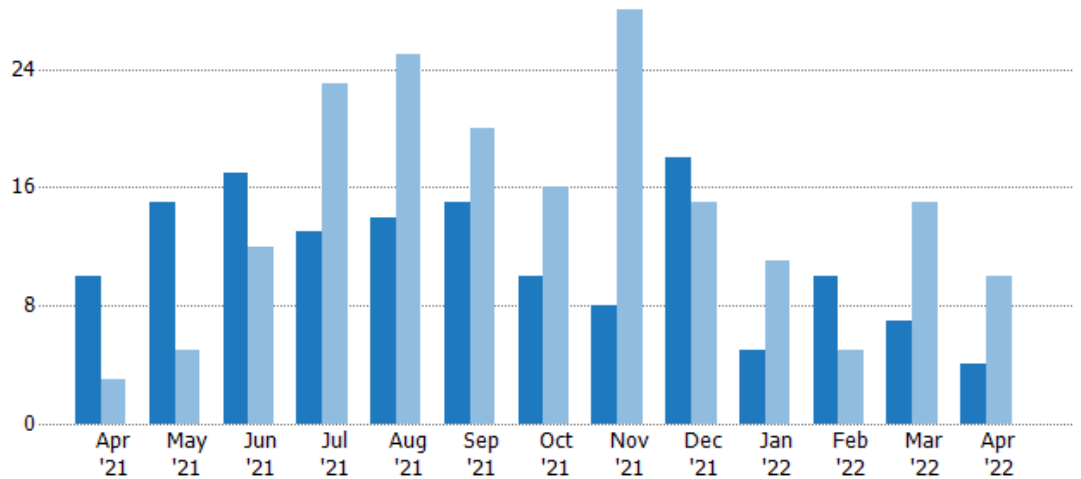
Closed Sales

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

Month/ Year	Count	% Chg.
Apr '22	4	-60%
Apr '21	10	233.3%
Apr '20	3	66.7%



Current Year	10	15	17	13	14	15	10	8	18	5	10	7	4
Prior Year	3	5	12	23	25	20	16	28	15	11	5	15	10
Percent Change from Prior Year	233%	200%	42%	-43%	-44%	-25%	-38%	-71%	20%	-55%	100%	-53%	-60%

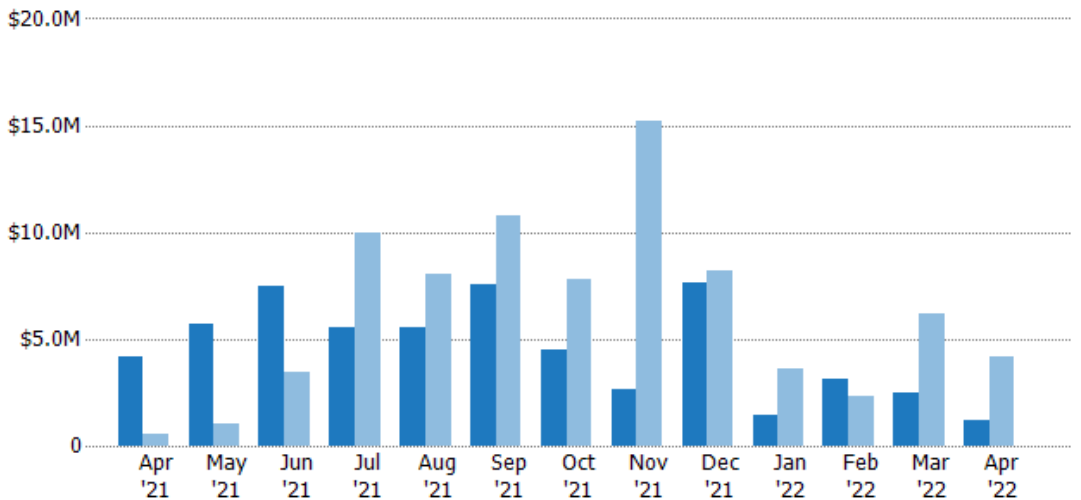
Closed Sales Volume

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.
Apr '22	\$1.19M	-71.6%
Apr '21	\$4.21M	629.3%
Apr '20	\$577K	132.8%



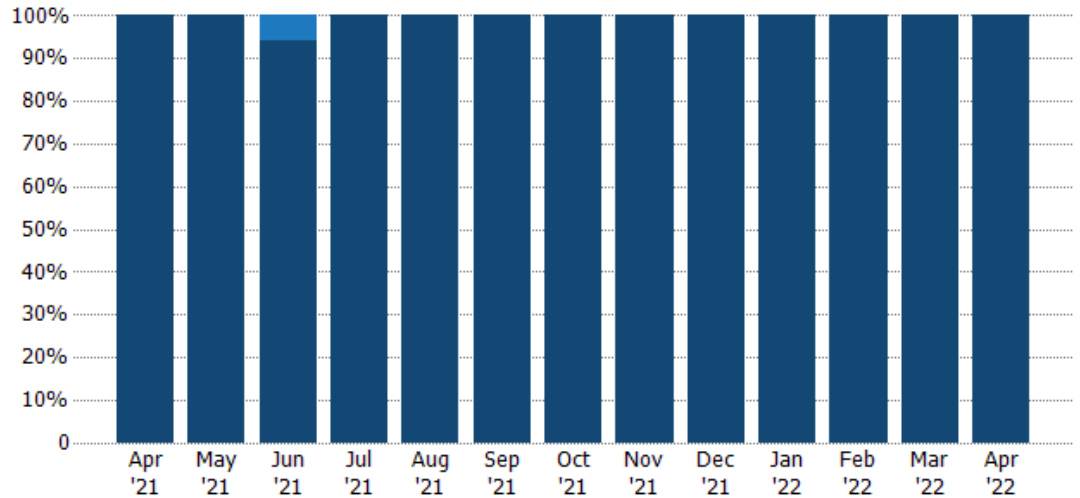
Current Year	\$4.21M	\$5.74M	\$7.51M	\$5.51M	\$5.51M	\$7.59M	\$4.46M	\$2.65M	\$7.63M	\$1.4M	\$3.13M	\$2.48M	\$1.19M
Prior Year	\$577K	\$1.03M	\$3.44M	\$10M	\$8.06M	\$10.8M	\$7.76M	\$15.2M	\$8.2M	\$3.65M	\$2.34M	\$6.17M	\$4.21M
Percent Change from Prior Year	629%	456%	119%	-45%	-32%	-30%	-43%	-83%	-7%	-62%	33%	-60%	-72%

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%	94%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

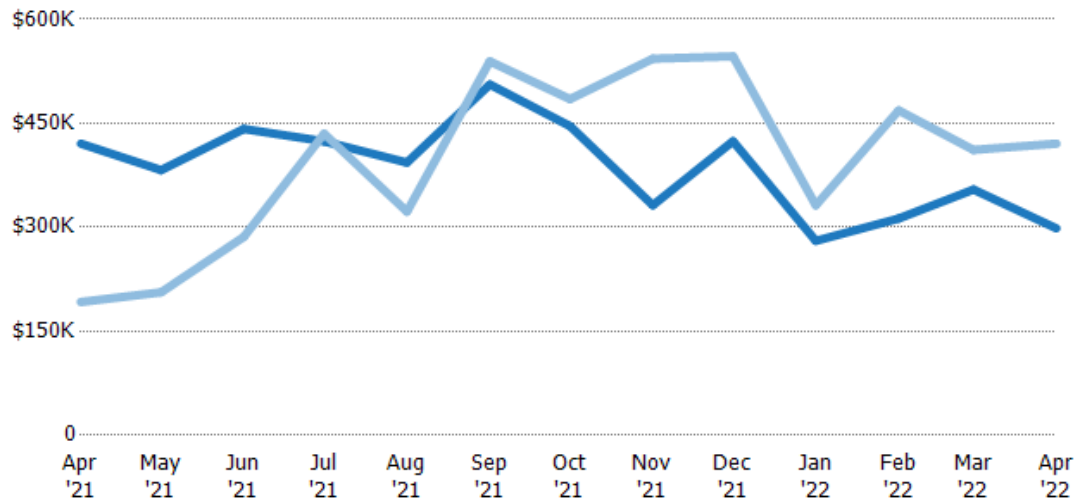
Average Sales Price

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.
Apr '22	\$298K	-29%
Apr '21	\$421K	118.8%
Apr '20	\$192K	39.7%



Current Year	\$421K	\$382K	\$442K	\$424K	\$393K	\$506K	\$446K	\$332K	\$424K	\$280K	\$313K	\$354K	\$298K
Prior Year	\$192K	\$206K	\$286K	\$435K	\$323K	\$539K	\$485K	\$543K	\$547K	\$332K	\$469K	\$412K	\$421K
Percent Change from Prior Year	119%	85%	54%	-3%	22%	-6%	-8%	-39%	-22%	-15%	-33%	-14%	-29%

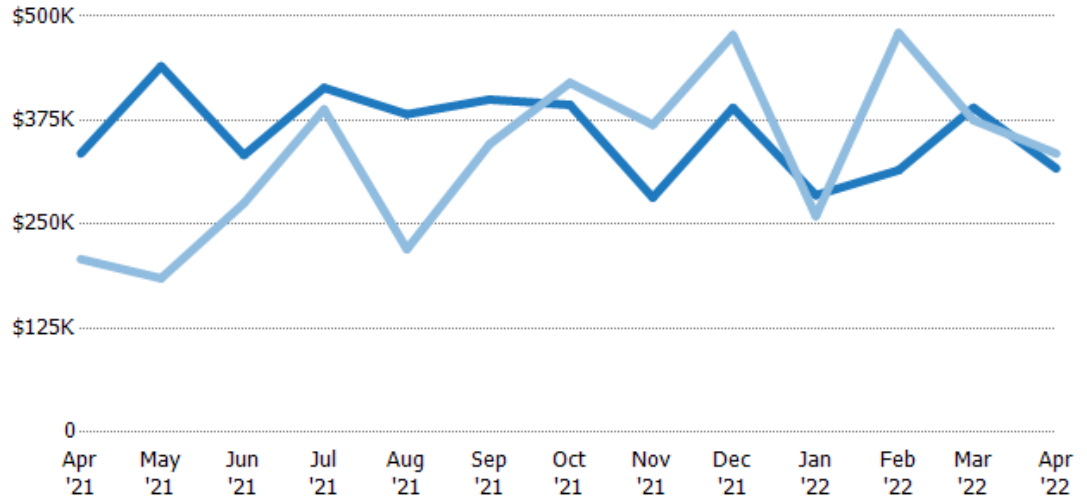
Median Sales Price

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.
Apr '22	\$317K	-5.4%
Apr '21	\$335K	61.1%
Apr '20	\$208K	-28.8%



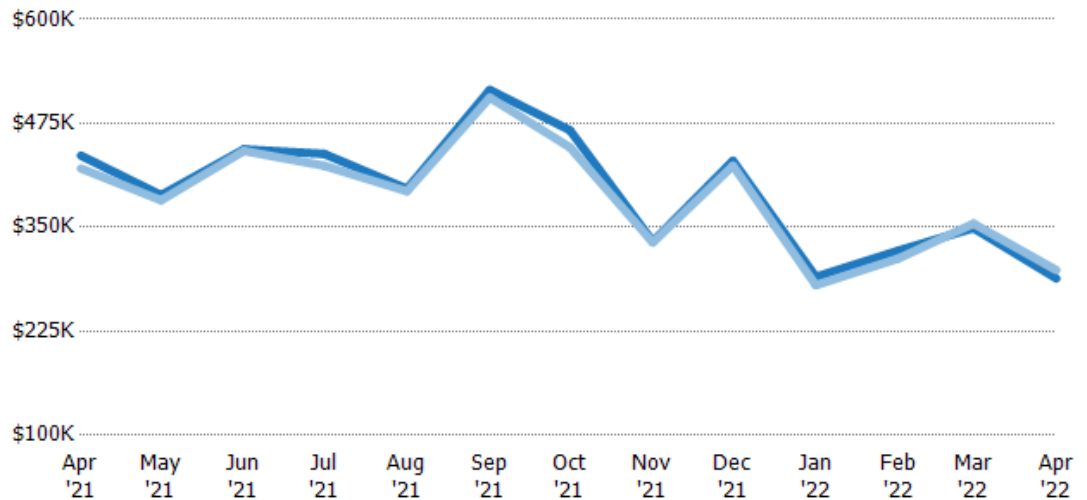
Current Year	\$335K	\$440K	\$333K	\$414K	\$382K	\$400K	\$394K	\$282K	\$390K	\$285K	\$315K	\$390K	\$317K
Prior Year	\$208K	\$185K	\$275K	\$388K	\$220K	\$347K	\$420K	\$370K	\$478K	\$260K	\$480K	\$375K	\$335K
Percent Change from Prior Year	61%	138%	21%	7%	74%	15%	-6%	-24%	-18%	10%	-34%	4%	-5%

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



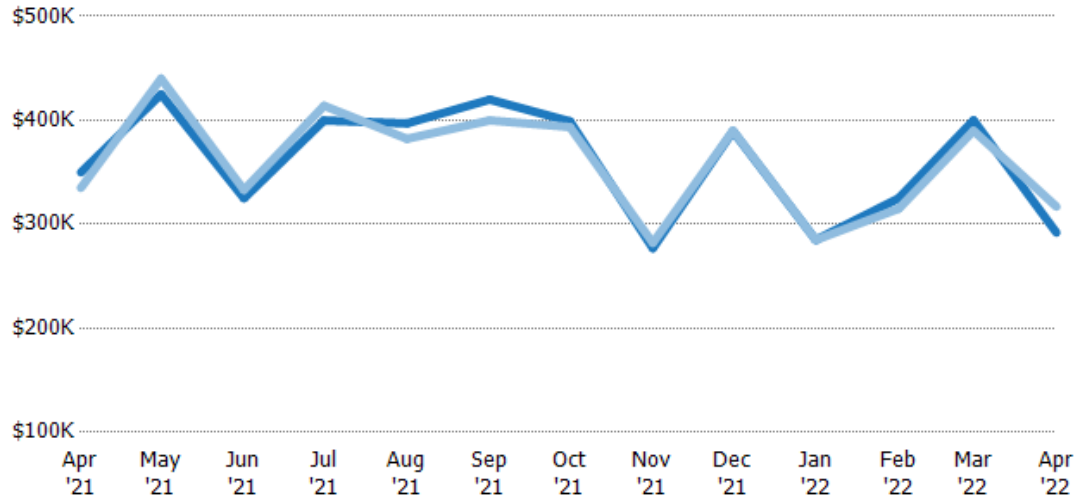
Avg List Price	\$436K	\$389K	\$444K	\$438K	\$396K	\$515K	\$467K	\$333K	\$430K	\$290K	\$322K	\$349K	\$288K
Avg Sales Price	\$421K	\$382K	\$442K	\$424K	\$393K	\$506K	\$446K	\$332K	\$424K	\$280K	\$313K	\$354K	\$298K
Avg Sales Price as a % of Avg List Price	96%	98%	100%	97%	99%	98%	96%	100%	99%	97%	97%	102%	103%

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



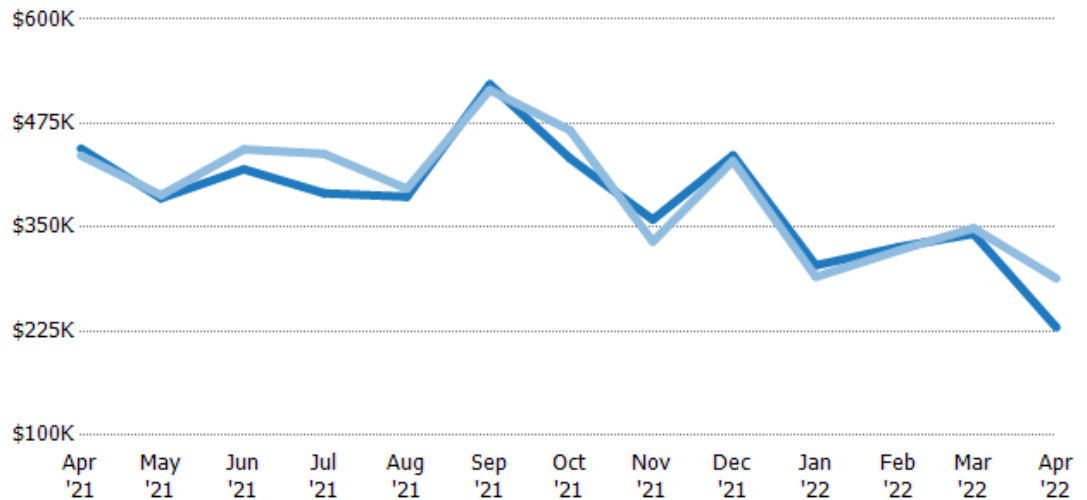
Median List Price	\$350K	\$425K	\$325K	\$400K	\$397K	\$420K	\$399K	\$277K	\$389K	\$285K	\$325K	\$400K	\$292K
Median Sales Price	\$335K	\$440K	\$333K	\$414K	\$382K	\$400K	\$394K	\$282K	\$390K	\$285K	\$315K	\$390K	\$317K
Med Sales Price as a % of Med List Price	96%	104%	102%	104%	96%	95%	99%	102%	100%	100%	97%	98%	109%

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



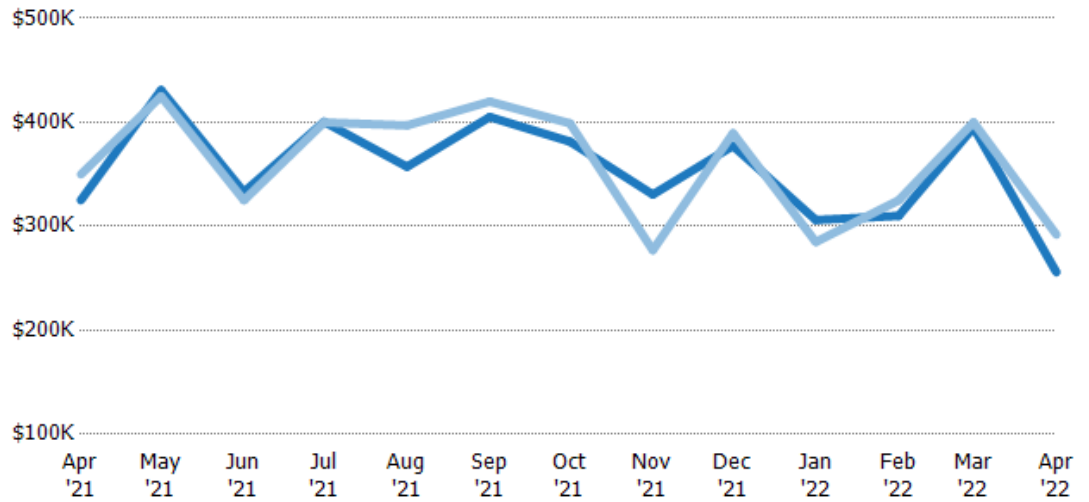
Avg Est Value	\$445K	\$385K	\$420K	\$391K	\$387K	\$522K	\$433K	\$359K	\$437K	\$304K	\$326K	\$342K	\$230K
Avg Sales Price	\$436K	\$389K	\$444K	\$438K	\$396K	\$515K	\$467K	\$333K	\$430K	\$290K	\$322K	\$349K	\$288K
Avg Sales Price as a % of Avg Est Value	98%	101%	106%	112%	102%	99%	108%	93%	98%	95%	99%	102%	126%

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



Median Est Value	\$325K	\$431K	\$333K	\$400K	\$357K	\$405K	\$381K	\$331K	\$377K	\$306K	\$310K	\$395K	\$256K
Median Sales Price	\$350K	\$425K	\$325K	\$400K	\$397K	\$420K	\$399K	\$277K	\$389K	\$285K	\$325K	\$400K	\$292K
Med Sales Price as a % of Med Est Value	108%	99%	98%	100%	111%	104%	105%	84%	103%	93%	105%	101%	114%