

Summary of Key Listing and Sales Metrics

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

+ / -	YTD 2017	YTD 2018	+ / -	Jun 2017	Jun 2018	Key Metrics
						isting Activity Charts Metrics
-9.1%	33	30	-9.1%	33	30	New Listing Count
+12.6%	\$10,902,400	\$12,271,897	+12.6%	\$10,902,400	\$12,271,897	New Listing Volume
-41%	188	111	-41%	188	111	Active Listing Count
-39.5%	\$70,843,592	\$42,851,915	-39.5%	\$70,843,592	\$42,851,915	Active Listing Volume
+2.4%	\$376,828	\$386,053	+2.4%	\$376,828	\$386,053	Average Listing Price
+7.3%	\$259,900	\$279,000	+7.3%	\$259,900	\$279,000	Median Listing Price
-25.9%	102.5	76	-25.9%	102.5	76	Median Daysin RPR
-45.2%	14.5	7.9	-	_	_	Months of Inventory
+5.7%	6.91%	12.61%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
+11.1%	9	10	+11.1%	9	10	New Pending Sales Count
+36.2%	\$3,590,800	\$4,890,130	+36.2%	\$3,590,800	\$4,890,130	New Pending Sales Volume
+-	21	21	+_	21	21	Pending Sales Count
+35.2%	\$5,738,700	\$7,756,632	+35.2%	\$5,738,700	\$7,756,632	Pending Sales Volume
-50%	14	7	-50%	14	7	Closed Sales Count
-71.1%	\$4,746,000	\$1,373,900	-71.1%	\$4,746,000	\$1,373,900	Goæd Sales Volume
-42.1%	\$339,000	\$196,271	-42.1%	\$339,000	\$196,271	Average Sales Price
-45.5%	\$269,500	\$146,900	-45.5%	\$269,500	\$146,900	Median Sales Price





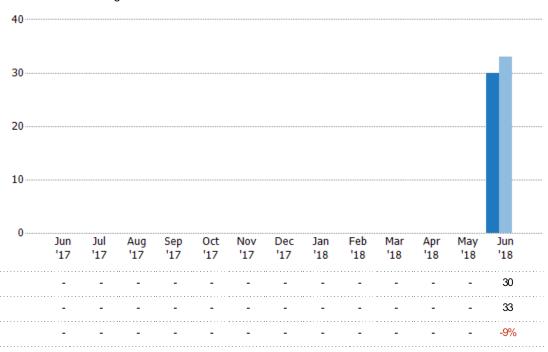


New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



New Listing Volume

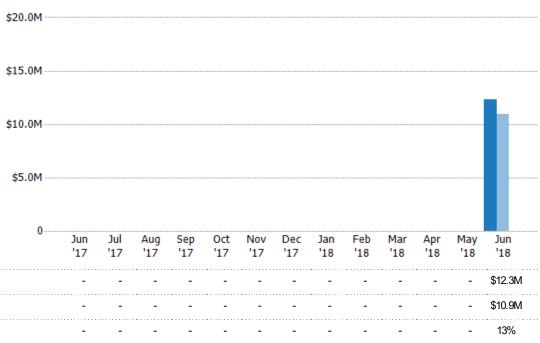
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

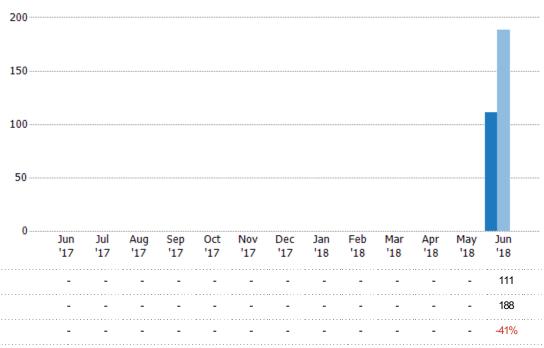




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

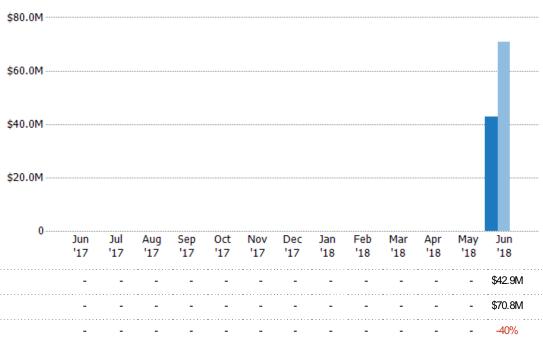
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year



\$377K

2%



Market Data Report

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$400K ······												
Filters Used													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Family Residence	±20014												
	\$200K												
	\$100K												
	0												
	Jun	Jul	Aug	Sep	0ct	Nov	Dec		Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$386k

Median Listing Price

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

	0	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun
	\$75K												
Family Residence	\$150K												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used	\$300K												

	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	_	-	_	-	-	\$279K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$260K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%







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	4												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Talling Feducities	\$250K												······································
	\$125K												
	0												
	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value			Aug '17										
Avg Est Value Avg Listing Price			Aug '17										'18

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.

	y room
Filters Used	
State: VT County: Grand Isle County, Vermont	\$300K
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$550K
,	\$200K

¢400K

State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K \$100K \$100K												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$316K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	88%







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	200												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	200												
	0 Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	 Jun
	'17	17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	76
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	103
Percent Change from Prior Year	_	_	_	_	-		_	_	_	_	- -	_	-26%

Months of Inventory

Percent Change from Prior Year

The number of months it would take to exhaust active listings at the current sales rate

	40												
Filters Used													
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
ranny readones	20												
	10												
	0												
	7	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
	Jun '17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	Ju '1
Current Year				'17 -	'17 -	'17 -	'17 -	'18 -	'18 -	'18 -			







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 Residence

0%	

5%

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	_	-	-	_	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

Active/Pending/Sold Units

The number of single-family, condominium and townhome 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 Residence

200 150 100 50

	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	111
Pending	-	-	-	-	-	-	-	-	-	-	-	-	21
Sold	-	-	-	-	-	-	-	-	-	-	-	-	7





Current Year

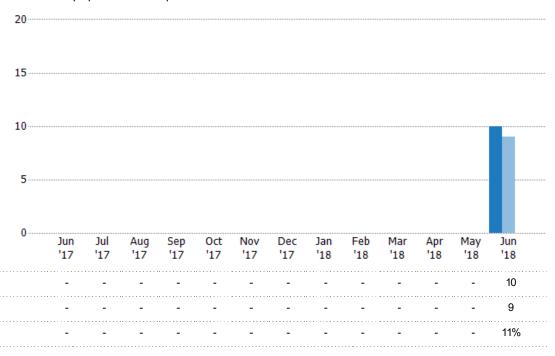
Prior Year

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



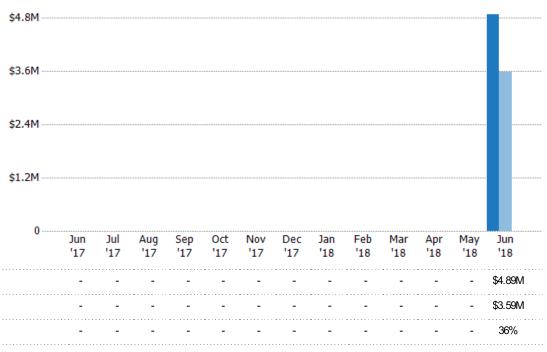


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

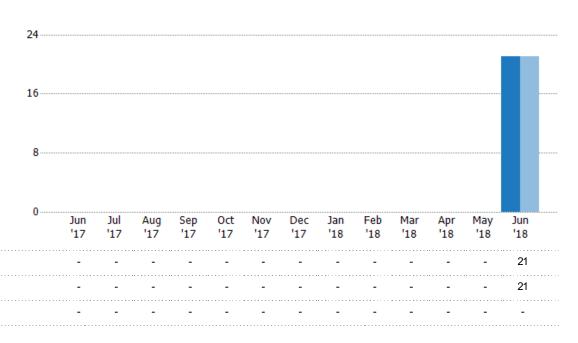
Percent Change from Prior Year



Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

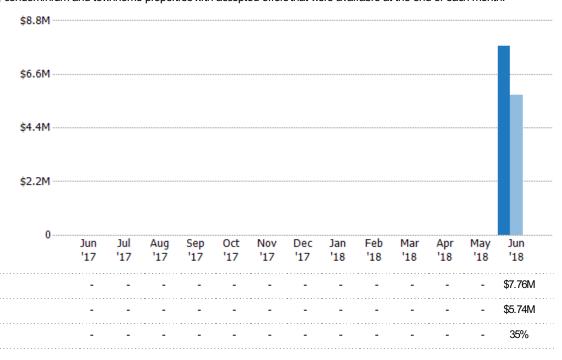
Current Year

PriorExtra Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year

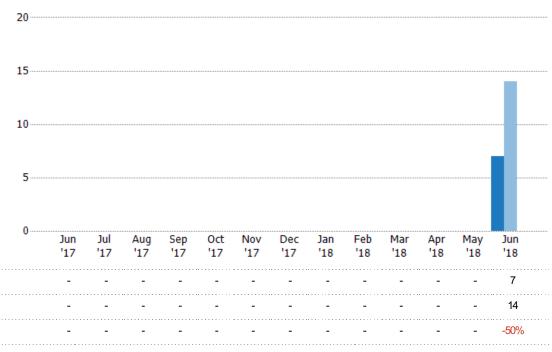




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.





Closed Sales Volume

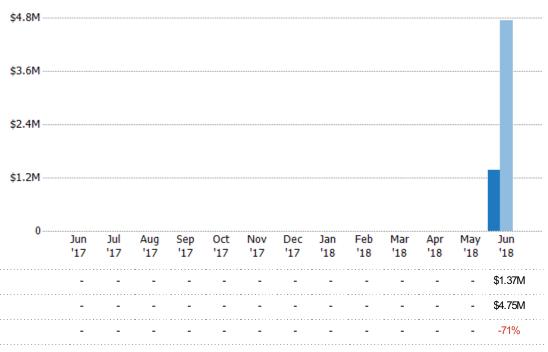
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year





Closed Sales by Property Type

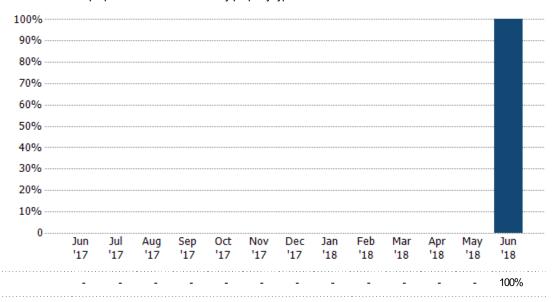
The percentage of single-family, condominium and townhome properties sold each month by property type.



State: VT

County: Grand Isle County, Vermont

Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used
State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single Family Residence

\$400K \$300K \$200K \$100K Jul Aug Sep 0ct Nov Dec Jan Feb Apr May Jun '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 \$196K \$339K



Current Year Prior Year

Percent Change from Prior Year





Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used	\$300K												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$147K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	- -	\$270K

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

00K												
50K												
•												
11						Doc						
Jun	Jul	Aug	Sep	Oct	NOV	Dec	Jan	reb	i'iai	Apr	iriay	Juli
_	Jul '17	Aug '17	Sep '17	17'	17	'17	'18	'18	'18	'18	May '18	'18
Jun	Jul '17 -	Aug '17	Sep '17	'17 -	'17 -	'17 -	'18	'18	'18		'18 -	'18
Jun	Jul '17 -	Aug '17	Sep '17	'17 -	'17 -	'17 -	'18 - -	'18 -	'18		'18	



Avg List Price

Avg Sales Price





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

\$200K

Filters Used
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

\$150K		
\$100K		
\$50K		

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median List Price	_	-	-	-	-	-	-	-	-	-	-	-	\$150K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$147K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%

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.

State: VT
County: Grand Isle County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg Est Value

0K									
DK	 	 			 				
Jun	Aug								
•	Aug '17				Feb '18	Mar '18	Apr '18	May '18	
Jun			Nov '17		Feb '18		Apr '18	May '18	
Jun				Dec '17	Feb '18	Mar '18	Apr '18	May '18	



Avg Est Value

Avg Sales Price



40%



Market Data Report

Median Sales Price vs Median Est Value

Med Sales Price as a % of Med Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used	\$400K ······												
State: VT County: Grand Isle County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Jun	Jul	Aug	Con	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	 Jun
	'17	17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
Median Sales Price	-	-	-	-	-	-	-	-	- -	-	-	-	\$150K



