

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 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	43	-60.5%	94	124	-24.2%
New Listing Volume	\$5,132,200	\$8,788,950	-41.6%	\$20,856,505	\$27,552,350	-24.3%
Active Listing Count	–	233	–	N/A	N/A	
Active Listing Volume	–	\$59,376,350	–	N/A	N/A	
Average Listing Price	–	\$254,834	–	\$241,158	\$256,283	-5.9%
Median Listing Price	–	\$179,000	–	\$190,907	\$183,287	+4.2%
Median Days in RPR	–	185	–	158.25	191.7	-17.4%
Months of Inventory	–	12.9	-100%	8.3	14.3	-41.8%
Absorption Rate	–	7.73%	–	12.03%	7%	+5%
Sales Activity Charts Metrics						
New Pending Sales Count	22	42	-47.6%	88	108	-18.5%
New Pending Sales Volume	\$3,422,500	\$8,830,850	-61.2%	\$16,505,949	\$20,436,349	-19.2%
Pending Sales Count	–	48	–	N/A	N/A	
Pending Sales Volume	–	\$9,431,250	–	N/A	N/A	
Closed Sales Count	11	30	-63.3%	55	74	-25.7%
Closed Sales Volume	\$1,809,150	\$6,247,270	-71%	\$8,772,675	\$13,578,970	-35.4%
Average Sales Price	\$164,468	\$208,242	-21%	\$159,503	\$183,500	-13.1%
Median Sales Price	\$140,000	\$183,250	-23.6%	\$145,840	\$160,358	-9.1%

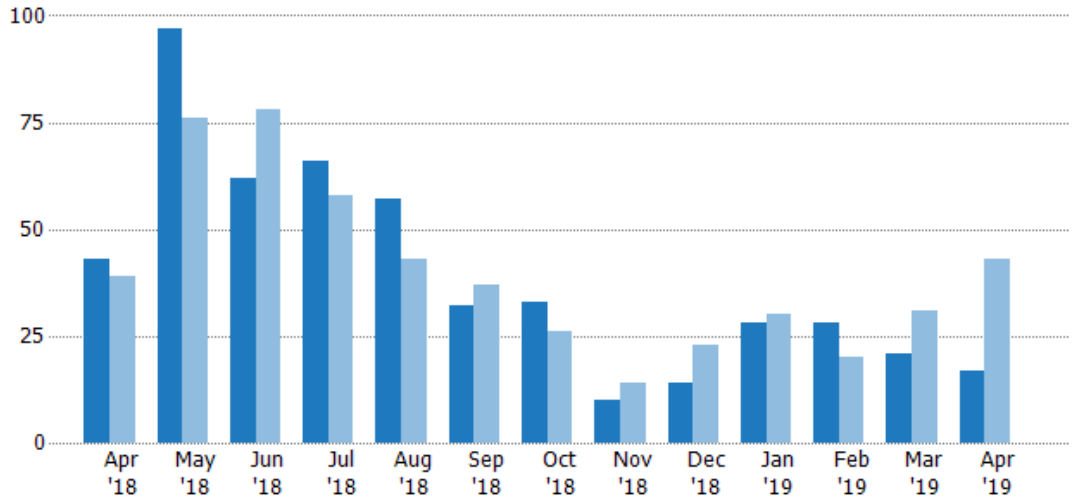
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Apr '19	17	-60.5%
Apr '18	43	10.3%
Apr '17	39	59%



Current Year	43	97	62	66	57	32	33	10	14	28	28	21	17
Prior Year	39	76	78	58	43	37	26	14	23	30	20	31	43
Percent Change from Prior Year	10%	28%	-21%	14%	33%	-14%	27%	-29%	-30%	-7%	40%	-32%	-60%

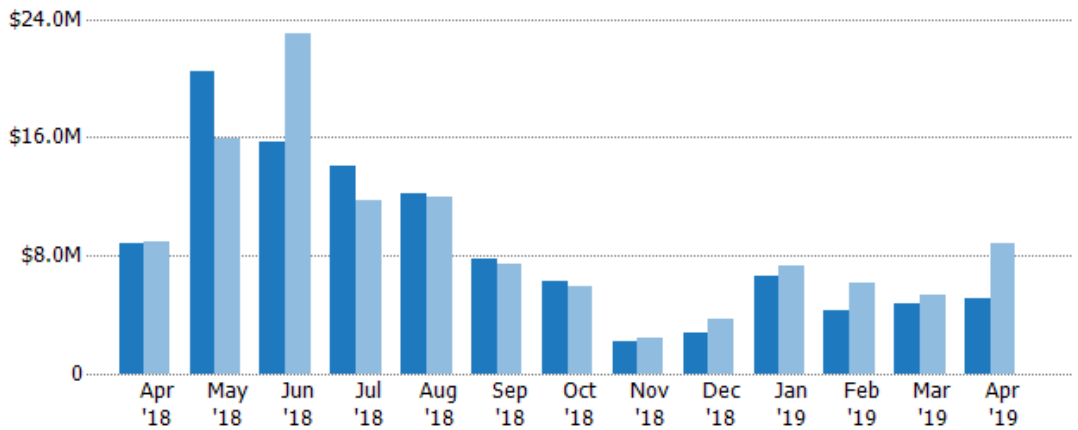
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Apr '19	\$5.13M	-41.6%
Apr '18	\$8.79M	-1.6%
Apr '17	\$8.94M	59.8%



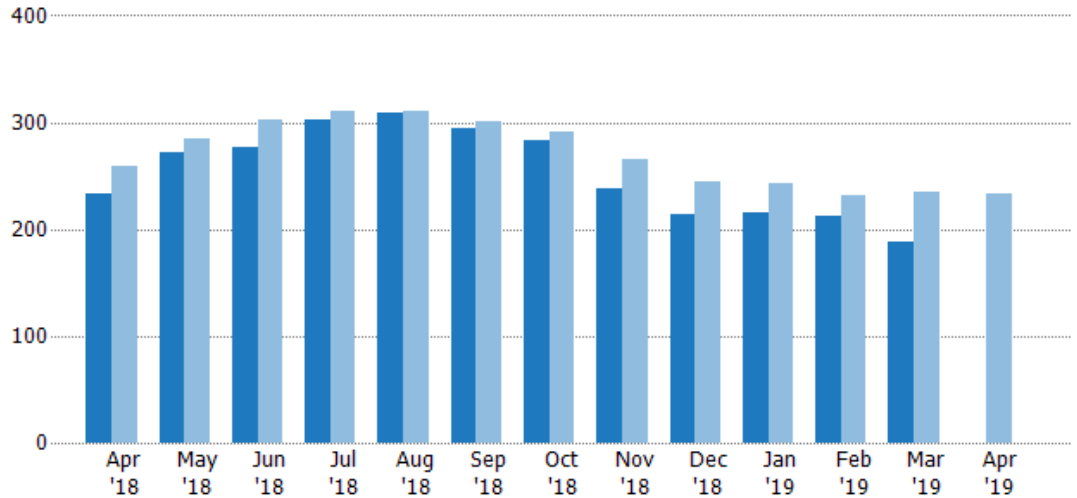
Current Year	\$8.79M	\$20.5M	\$15.7M	\$14.1M	\$12.2M	\$7.8M	\$6.24M	\$2.17M	\$2.77M	\$6.58M	\$4.34M	\$4.8M	\$5.13M
Prior Year	\$8.94M	\$15.9M	\$23M	\$11.8M	\$11.9M	\$7.47M	\$5.9M	\$2.46M	\$3.74M	\$7.3M	\$6.12M	\$5.34M	\$8.79M
Percent Change from Prior Year	-2%	29%	-32%	19%	2%	4%	6%	-12%	-26%	-10%	-29%	-10%	-42%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

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



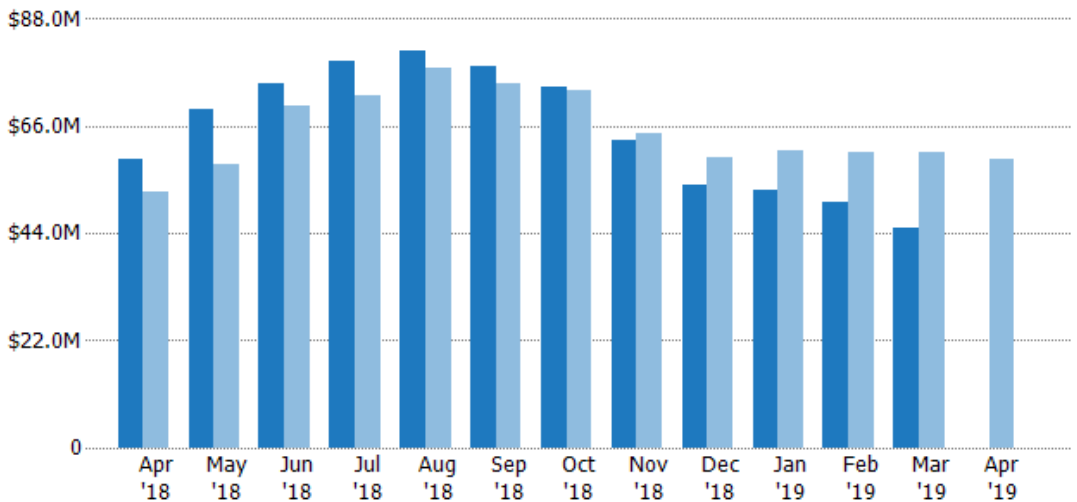
Current Year	233	272	276	302	309	295	283	238	214	215	212	188	-
Prior Year	259	285	303	311	311	301	291	266	245	243	232	235	233
Percent Change from Prior Year	-10%	-5%	-9%	-3%	-1%	-2%	-3%	-11%	-13%	-12%	-9%	-20%	-100%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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



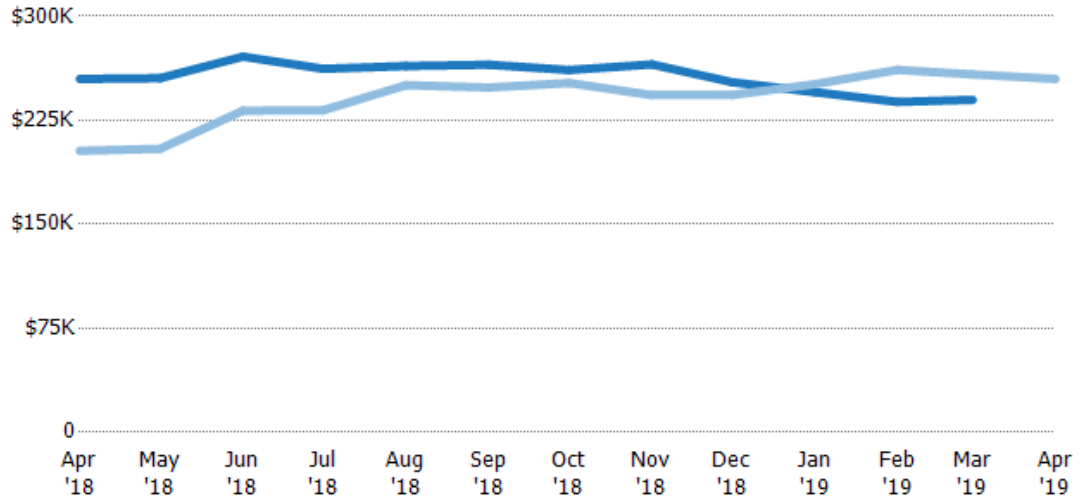
Current Year	\$59.4M	\$69.5M	\$74.8M	\$79.2M	\$81.6M	\$78.2M	\$73.9M	\$63.1M	\$54M	\$52.7M	\$50.5M	\$45.1M	-
Prior Year	\$52.6M	\$58.3M	\$70.3M	\$72.2M	\$77.8M	\$74.8M	\$73.3M	\$64.7M	\$59.6M	\$61M	\$60.6M	\$60.7M	\$59.4M
Percent Change from Prior Year	13%	19%	6%	10%	5%	4%	1%	-2%	-9%	-14%	-17%	-26%	-100%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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



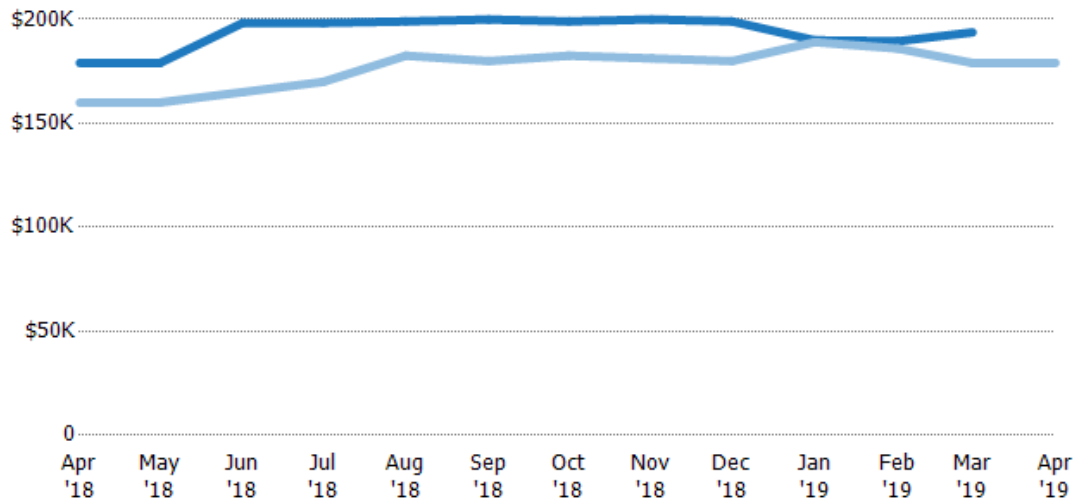
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$255K	\$255K	\$271K	\$262K	\$264K	\$265K	\$261K	\$265K	\$252K	\$245K	\$238K	\$240K	-
Prior Year	\$203K	\$204K	\$232K	\$232K	\$250K	\$249K	\$252K	\$243K	\$243K	\$251K	\$261K	\$258K	\$255K
Percent Change from Prior Year	26%	25%	17%	13%	6%	7%	4%	9%	4%	-2%	-9%	-7%	-100%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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



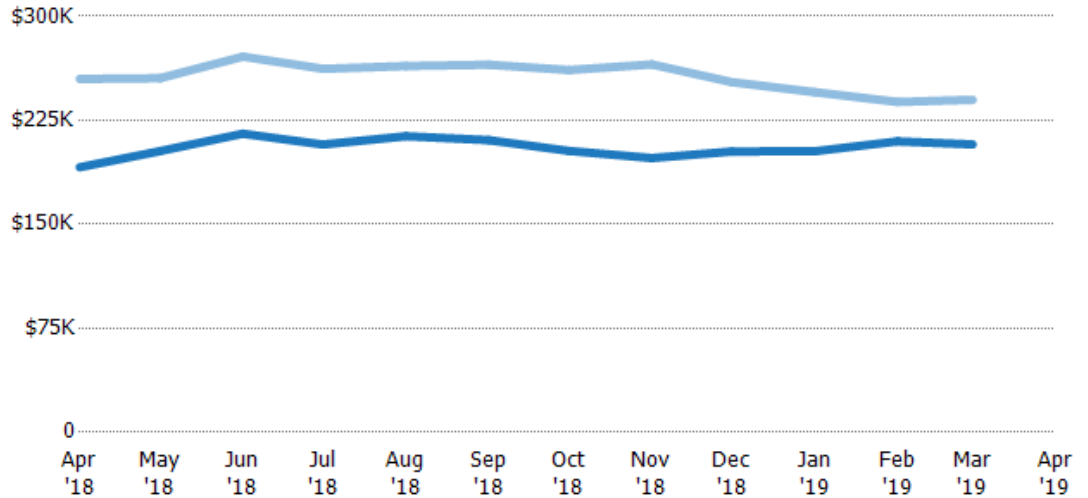
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$179K	\$179K	\$198K	\$198K	\$199K	\$200K	\$199K	\$200K	\$199K	\$190K	\$189K	\$194K	-
Prior Year	\$160K	\$160K	\$165K	\$170K	\$183K	\$180K	\$183K	\$181K	\$180K	\$189K	\$186K	\$179K	\$179K
Percent Change from Prior Year	12%	12%	20%	17%	9%	11%	9%	10%	11%	0%	2%	8%	-100%

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: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



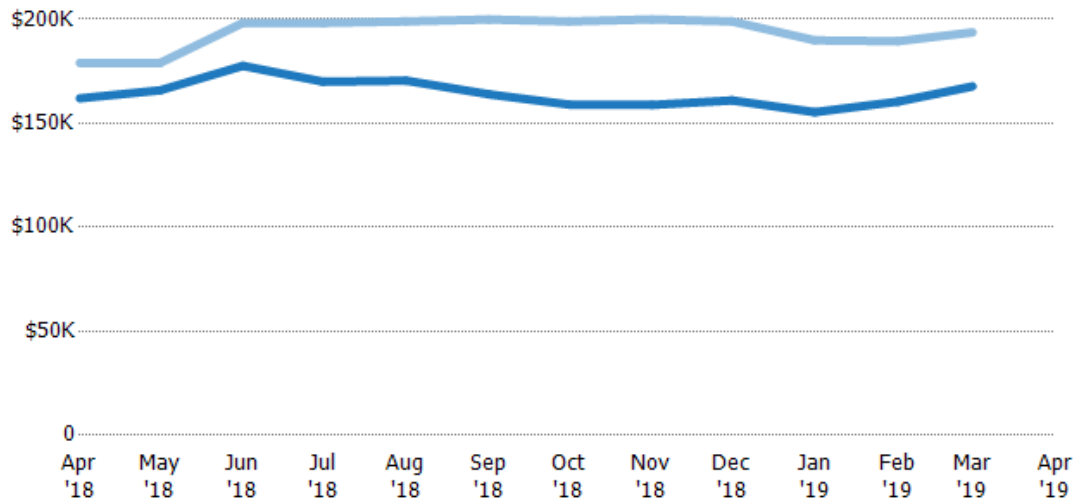
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$191K	\$203K	\$215K	\$208K	\$213K	\$211K	\$203K	\$198K	\$202K	\$203K	\$210K	\$208K	-
Avg Listing Price	\$255K	\$255K	\$271K	\$262K	\$264K	\$265K	\$261K	\$265K	\$252K	\$245K	\$238K	\$240K	-
Avg Listing Price as a % of Avg Est Value	133%	126%	126%	126%	124%	126%	129%	134%	125%	121%	114%	116%	-

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: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



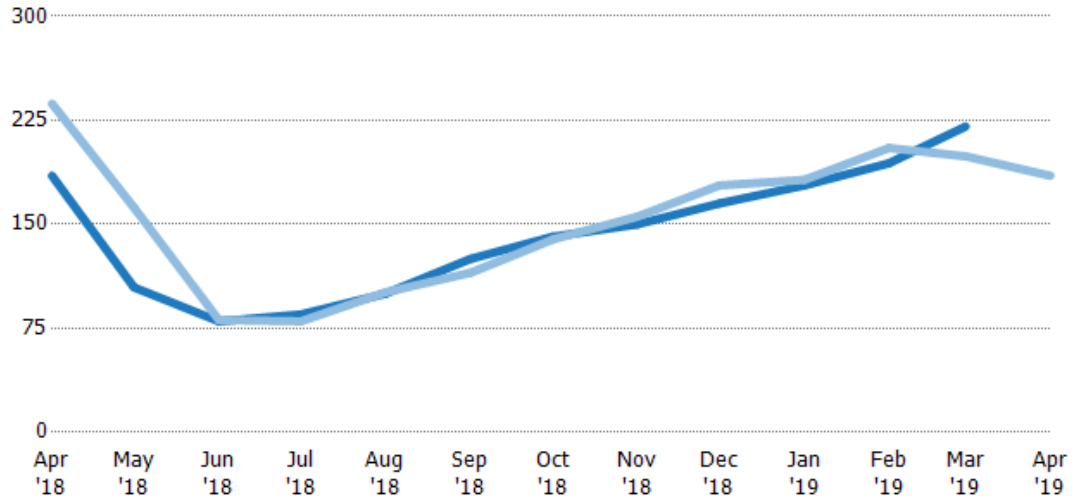
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$162K	\$166K	\$178K	\$170K	\$171K	\$164K	\$159K	\$159K	\$161K	\$155K	\$160K	\$168K	-
Median Listing Price	\$179K	\$179K	\$198K	\$198K	\$199K	\$200K	\$199K	\$200K	\$199K	\$190K	\$189K	\$194K	-
Med Listing Price as a % of Med Est Value	110%	108%	112%	117%	117%	122%	125%	126%	124%	122%	118%	115%	-

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: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



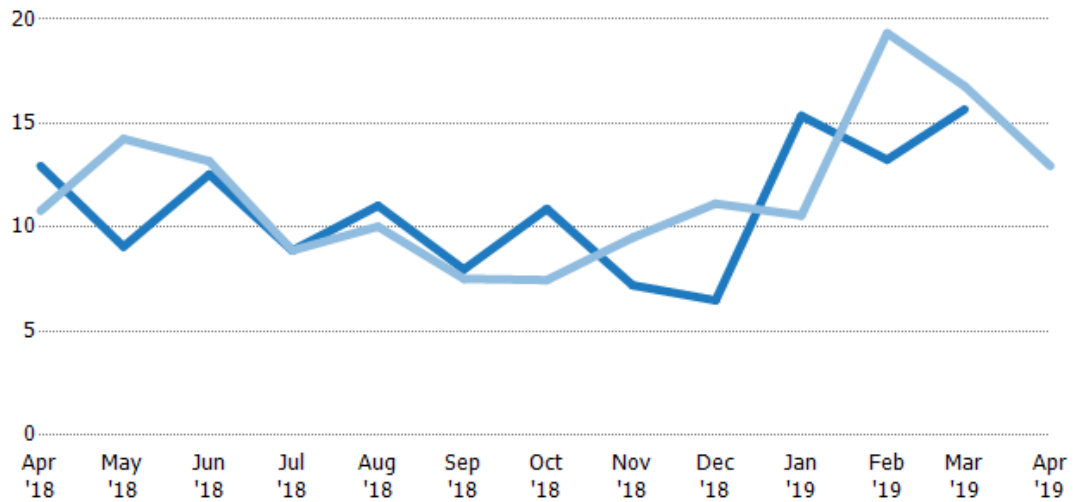
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	185	105	80	85	100	125	141	150	165	178	194	221	-
Prior Year	237	162	81	80	101	115	139	156	178	182	205	199	185
Percent Change from Prior Year	-22%	-35%	-1%	6%	-1%	9%	1%	-4%	-7%	-2%	-5%	11%	-100%

Months of Inventory

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

Filters Used

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



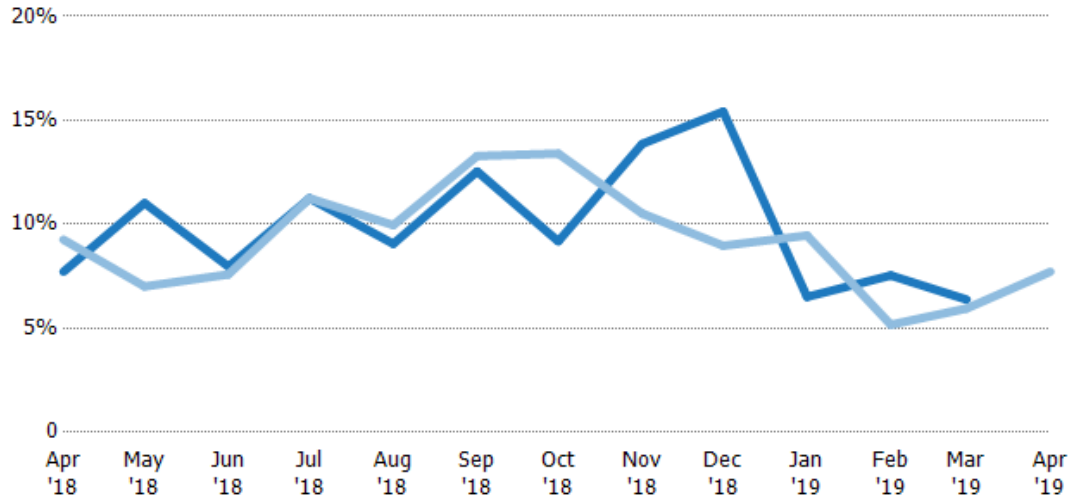
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	12.9	9.07	12.5	8.88	11	7.97	10.9	7.21	6.48	15.4	13.3	15.7	-
Prior Year	10.8	14.3	13.2	8.89	10	7.53	7.46	9.5	11.1	10.6	19.3	16.8	12.9
Percent Change from Prior Year	20%	-36%	-5%	0%	10%	6%	46%	-24%	-42%	45%	-31%	-7%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



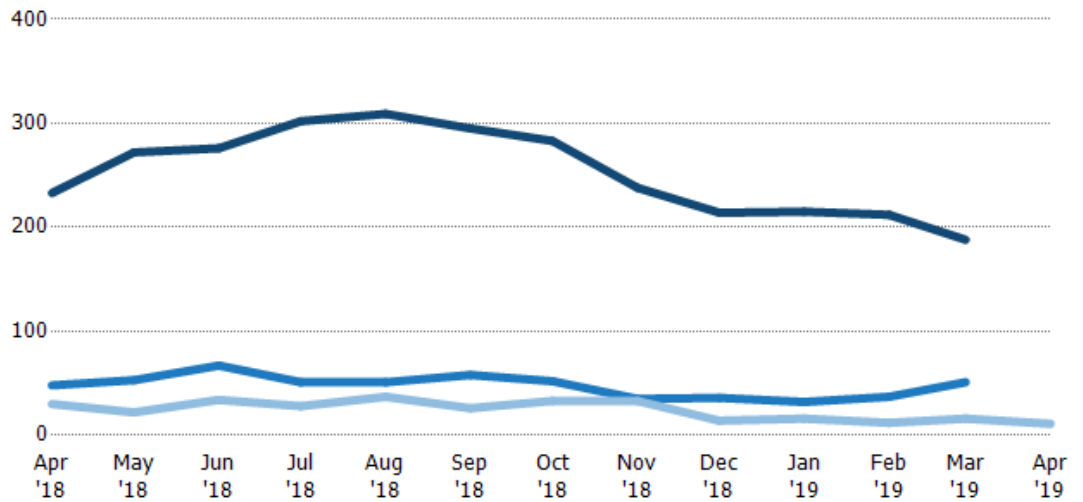
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	8%	11%	8%	11%	9%	13%	9%	14%	15%	7%	8%	6%	-
Prior Year	9%	7%	8%	11%	10%	13%	13%	11%	9%	9%	5%	6%	8%
Change from Prior Year	2%	-4%	0%	0%	1%	1%	4%	-3%	-6%	3%	-2%	0%	8%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



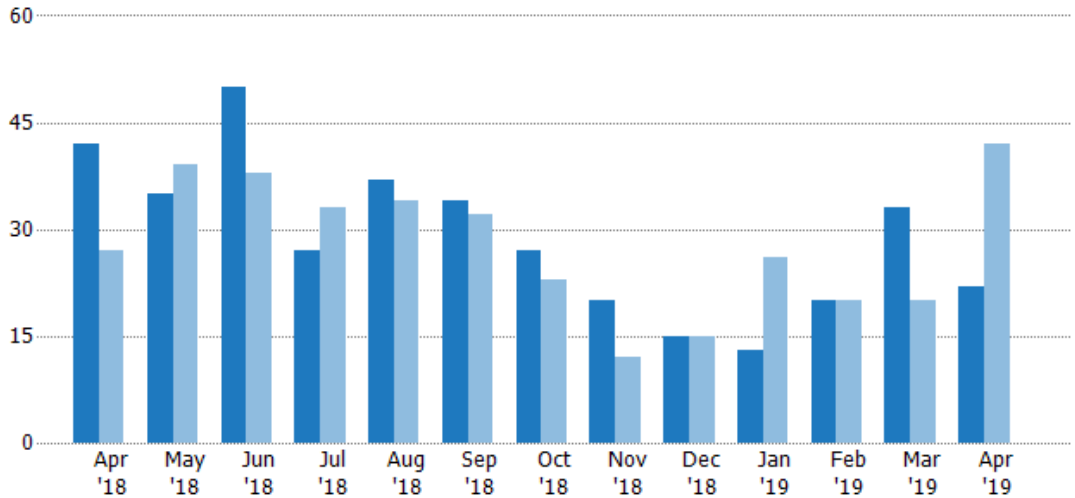
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	233	272	276	302	309	295	283	238	214	215	212	188	-
Pending	48	53	67	51	51	58	52	35	36	32	37	51	-
Sold	30	22	34	28	37	26	33	33	14	16	12	16	11

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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



Month/Year	Count	% Chg.
Apr '19	22	-47.6%
Apr '18	42	55.6%
Apr '17	27	-44.4%

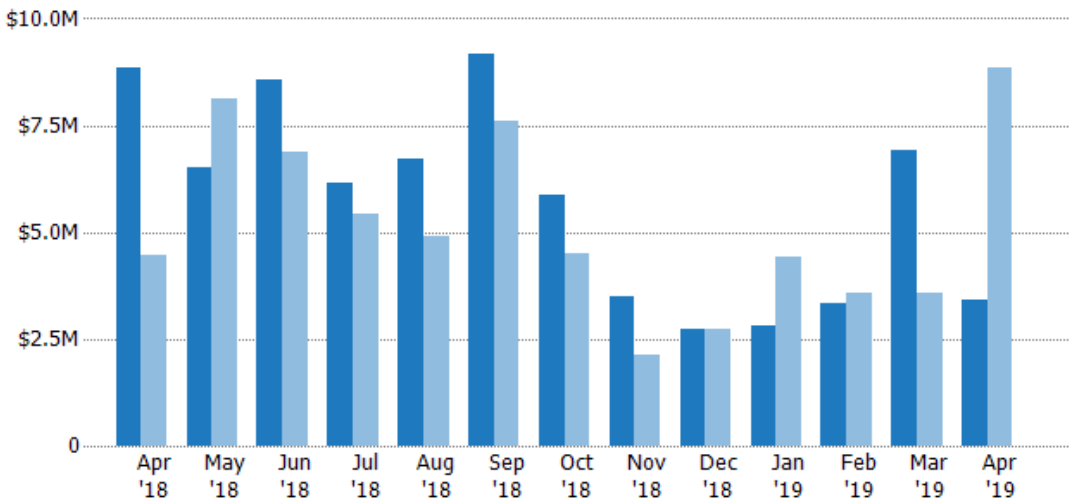
Current Year	42	35	50	27	37	34	27	20	15	13	20	33	22
Prior Year	27	39	38	33	34	32	23	12	15	26	20	20	42
Percent Change from Prior Year	56%	-10%	32%	-18%	9%	6%	17%	67%	0%	-50%	0%	65%	-48%

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: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Volume	% Chg.
Apr '19	\$3.42M	-61.2%
Apr '18	\$8.83M	98.7%
Apr '17	\$4.44M	-55.5%

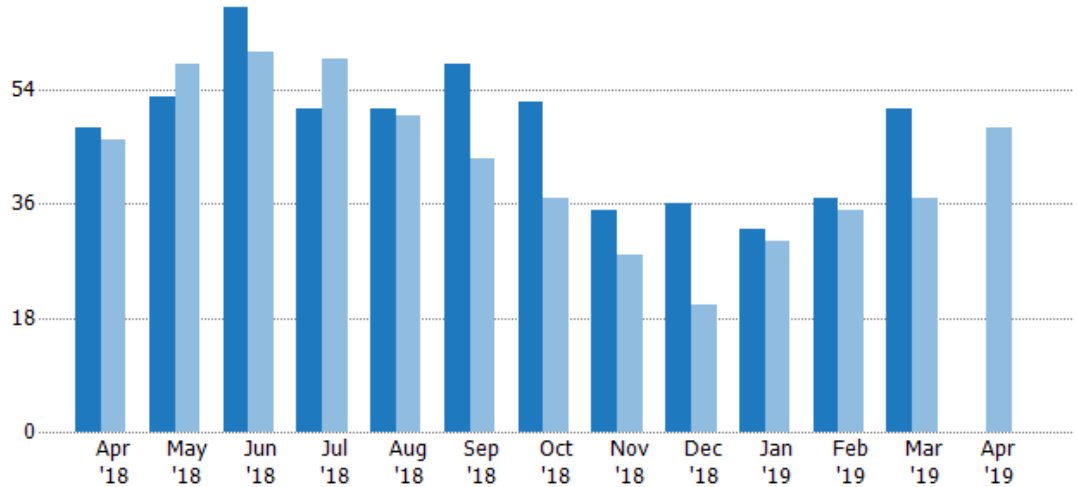
Current Year	\$8.83M	\$6.53M	\$8.56M	\$6.15M	\$6.74M	\$9.17M	\$5.85M	\$3.51M	\$2.72M	\$2.82M	\$3.34M	\$6.92M	\$3.42M
Prior Year	\$4.44M	\$8.14M	\$6.89M	\$5.41M	\$4.89M	\$7.6M	\$4.51M	\$2.11M	\$2.72M	\$4.43M	\$3.58M	\$3.59M	\$8.83M
Percent Change from Prior Year	99%	-20%	24%	14%	38%	21%	30%	66%	0	-36%	-7%	93%	-61%

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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



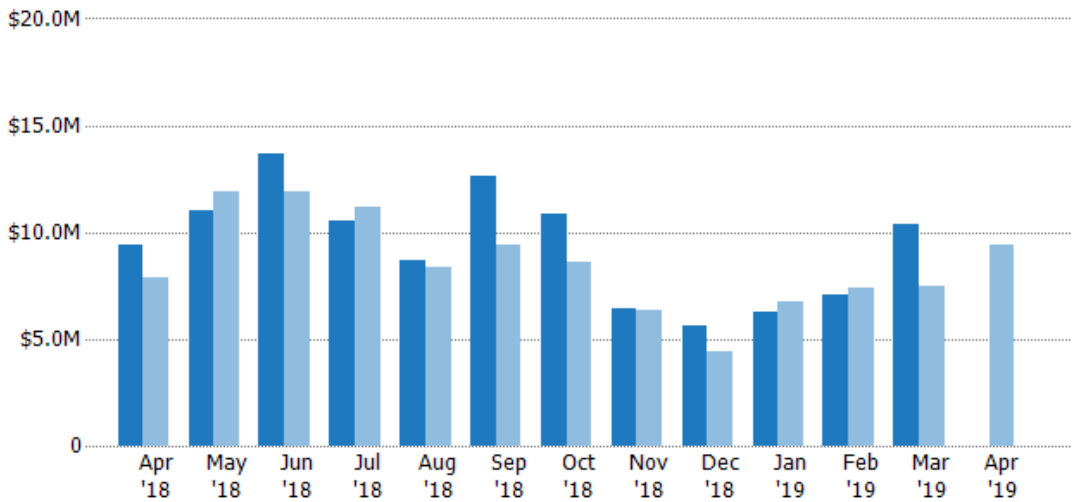
Current Year	48	53	67	51	51	58	52	35	36	32	37	51	-
Prior Year	46	58	60	59	50	43	37	28	20	30	35	37	48
Percent Change from Prior Year	4%	-9%	12%	-14%	2%	35%	41%	25%	80%	7%	6%	38%	-100%

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: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Current Year	\$9.43M	\$11M	\$13.7M	\$10.6M	\$8.65M	\$12.6M	\$10.9M	\$6.4M	\$5.66M	\$6.27M	\$7.07M	\$10.4M	-
Prior Year	\$7.84M	\$11.9M	\$11.9M	\$11.2M	\$8.36M	\$9.37M	\$8.59M	\$6.38M	\$4.45M	\$6.73M	\$7.4M	\$7.49M	\$9.43M
Percent Change from Prior Year	20%	-8%	14%	-5%	3%	35%	26%	0%	27%	-7%	-5%	39%	-100%

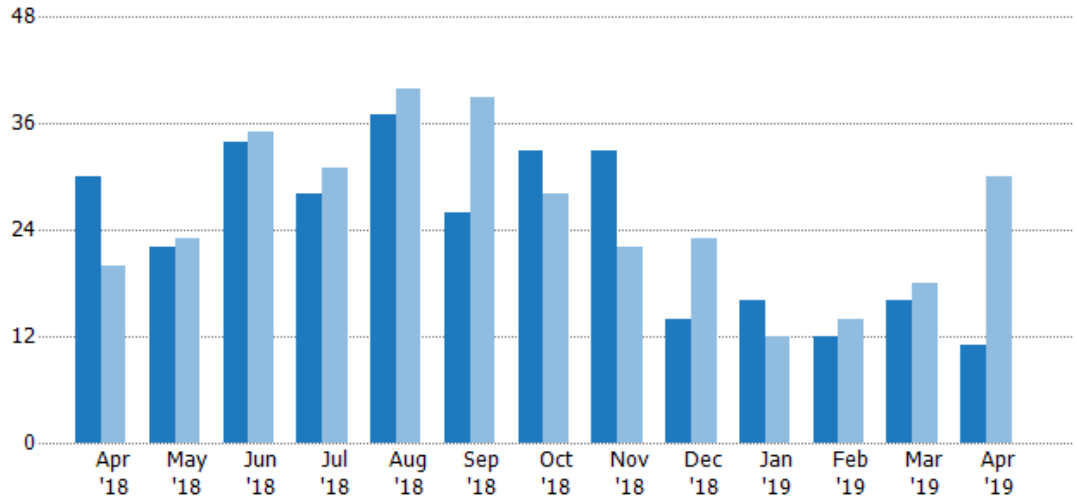
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Apr '19	11	-63.3%
Apr '18	30	50%
Apr '17	20	-20%



Current Year	30	22	34	28	37	26	33	33	14	16	12	16	11
Prior Year	20	23	35	31	40	39	28	22	23	12	14	18	30
Percent Change from Prior Year	50%	-4%	-3%	-10%	-8%	-33%	18%	50%	-39%	33%	-14%	-11%	-63%

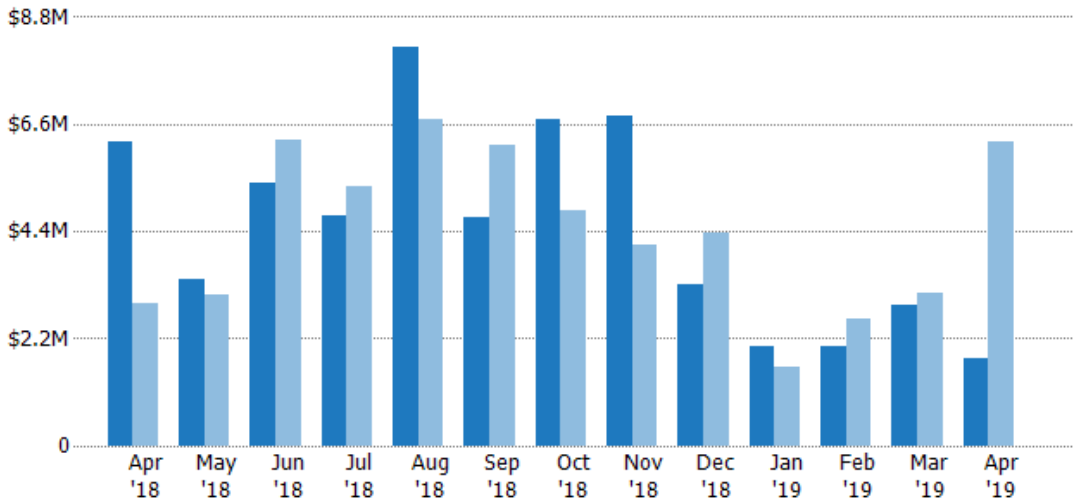
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

Month/Year	Volume	% Chg.
Apr '19	\$1.81M	-71%
Apr '18	\$6.25M	114.8%
Apr '17	\$2.91M	-23.5%



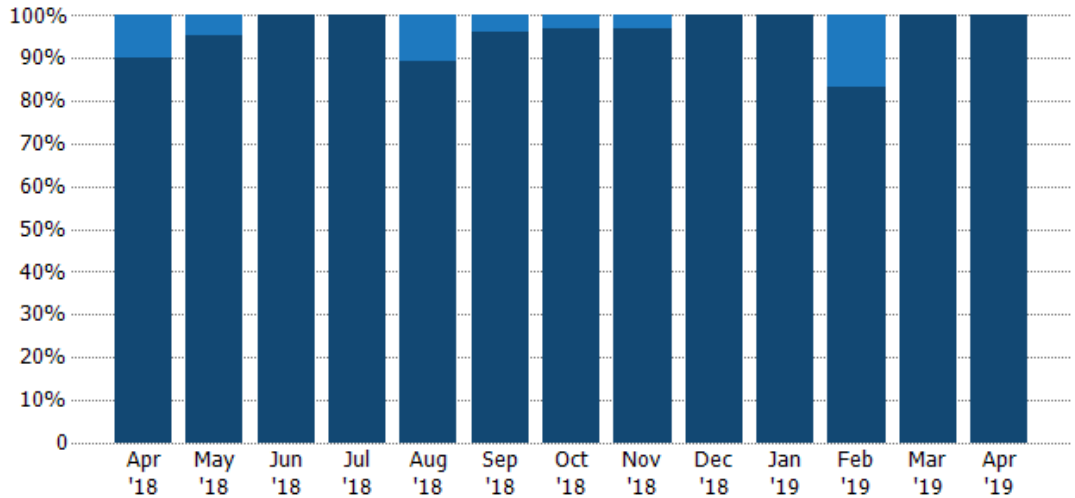
Current Year	\$6.25M	\$3.4M	\$5.39M	\$4.71M	\$8.19M	\$4.67M	\$6.69M	\$6.79M	\$3.31M	\$2.04M	\$2.04M	\$2.88M	\$1.81M
Prior Year	\$2.91M	\$3.11M	\$6.28M	\$5.33M	\$6.71M	\$6.17M	\$4.83M	\$4.11M	\$4.38M	\$1.61M	\$2.6M	\$3.12M	\$6.25M
Percent Change from Prior Year	115%	9%	-14%	-12%	22%	-24%	38%	65%	-25%	27%	-22%	-8%	-71%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



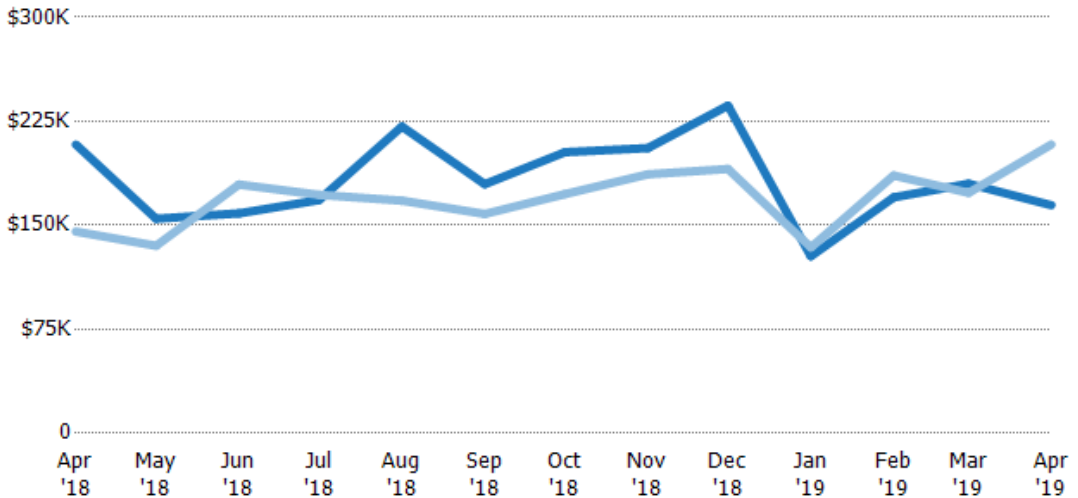
Condo/Townhouse	10%	5%	-	-	11%	4%	3%	3%	-	-	17%	-	-
Single Family Residence	90%	95%	100%	100%	89%	96%	97%	97%	100%	100%	83%	100%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



Current Year	\$208K	\$155K	\$159K	\$168K	\$221K	\$180K	\$203K	\$206K	\$236K	\$128K	\$170K	\$180K	\$164K
Prior Year	\$145K	\$135K	\$179K	\$172K	\$168K	\$158K	\$173K	\$187K	\$191K	\$134K	\$186K	\$173K	\$208K
Percent Change from Prior Year	43%	14%	-12%	-2%	32%	14%	18%	10%	24%	-5%	-8%	4%	-21%

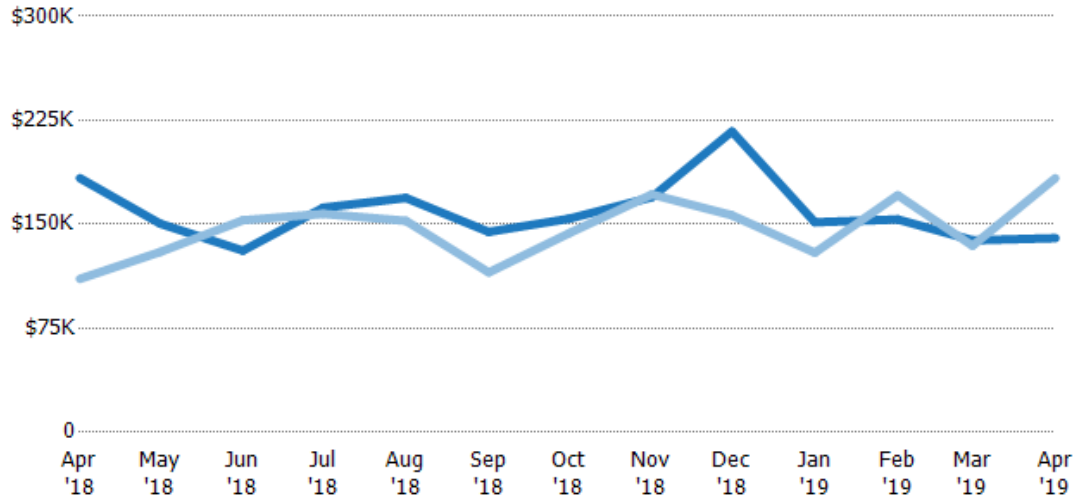
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

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

Month/ Year	Price	% Chg.
Apr '19	\$140K	-23.6%
Apr '18	\$183K	65.6%
Apr '17	\$111K	30.8%



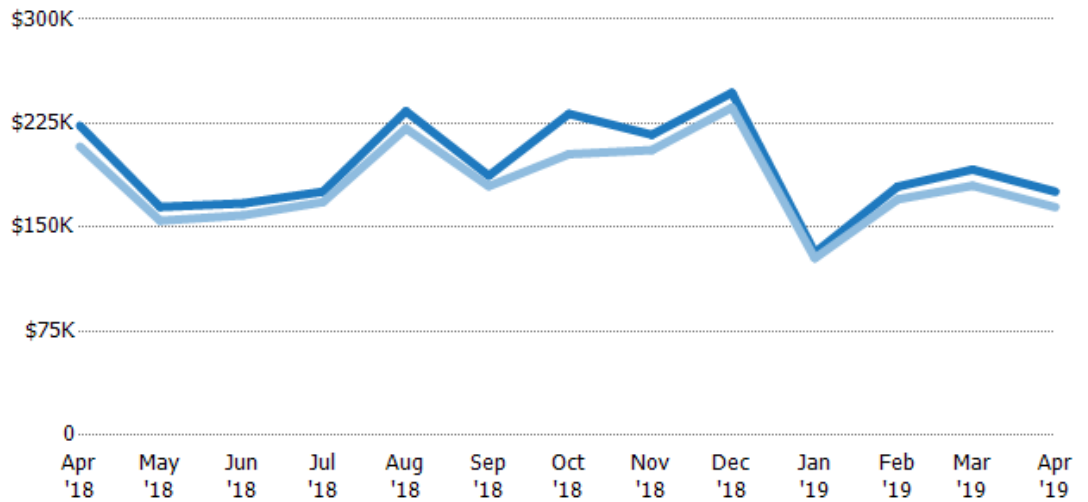
Current Year	\$183K	\$151K	\$131K	\$162K	\$169K	\$145K	\$154K	\$170K	\$217K	\$152K	\$154K	\$138K	\$140K
Prior Year	\$111K	\$130K	\$153K	\$158K	\$153K	\$115K	\$144K	\$172K	\$157K	\$130K	\$171K	\$135K	\$183K
Percent Change from Prior Year	66%	16%	-14%	3%	11%	25%	7%	-1%	39%	17%	-10%	3%	-24%

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: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



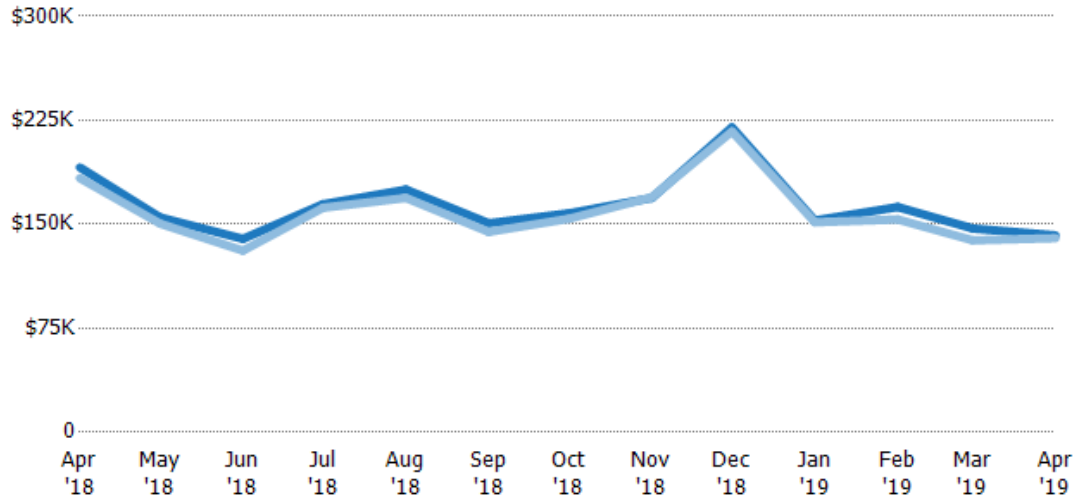
Avg List Price	\$223K	\$165K	\$167K	\$176K	\$234K	\$187K	\$232K	\$217K	\$247K	\$132K	\$179K	\$192K	\$176K
Avg Sales Price	\$208K	\$155K	\$159K	\$168K	\$221K	\$180K	\$203K	\$206K	\$236K	\$128K	\$170K	\$180K	\$164K
Avg Sales Price as a % of Avg List Price	93%	94%	95%	96%	95%	96%	87%	95%	96%	97%	95%	94%	94%

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: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



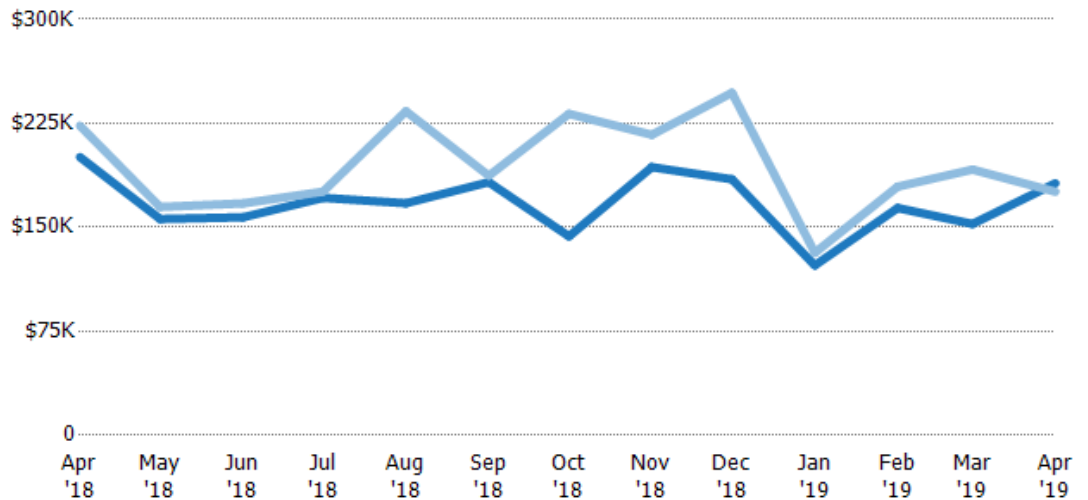
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$191K	\$155K	\$140K	\$165K	\$175K	\$151K	\$158K	\$169K	\$220K	\$153K	\$162K	\$147K	\$142K
Median Sales Price	\$183K	\$151K	\$131K	\$162K	\$169K	\$145K	\$154K	\$170K	\$217K	\$152K	\$154K	\$138K	\$140K
Med Sales Price as a % of Med List Price	96%	97%	94%	98%	97%	96%	98%	100%	99%	99%	94%	94%	99%

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: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



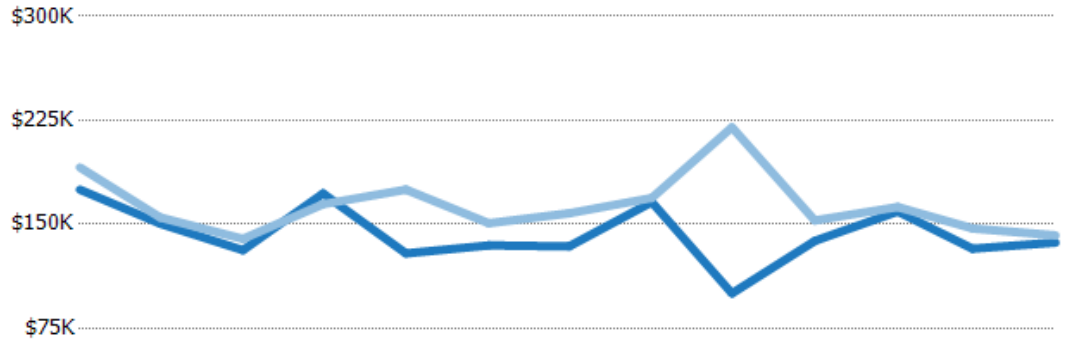
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$201K	\$156K	\$157K	\$171K	\$167K	\$183K	\$143K	\$193K	\$185K	\$123K	\$164K	\$152K	\$182K
Avg Sales Price	\$223K	\$165K	\$167K	\$176K	\$234K	\$187K	\$232K	\$217K	\$247K	\$132K	\$179K	\$192K	\$176K
Avg Sales Price as a % of Avg Est Value	111%	106%	106%	103%	140%	103%	162%	112%	134%	107%	109%	126%	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: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$175K	\$151K	\$131K	\$172K	\$129K	\$135K	\$134K	\$166K	\$100K	\$138K	\$159K	\$132K	\$137K
Median Sales Price	\$191K	\$155K	\$140K	\$165K	\$175K	\$151K	\$158K	\$169K	\$220K	\$153K	\$162K	\$147K	\$142K
Med Sales Price as a % of Med Est Value	109%	103%	106%	96%	136%	112%	118%	102%	220%	111%	102%	111%	104%