

Summary of Key Listing and Sales Metrics

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

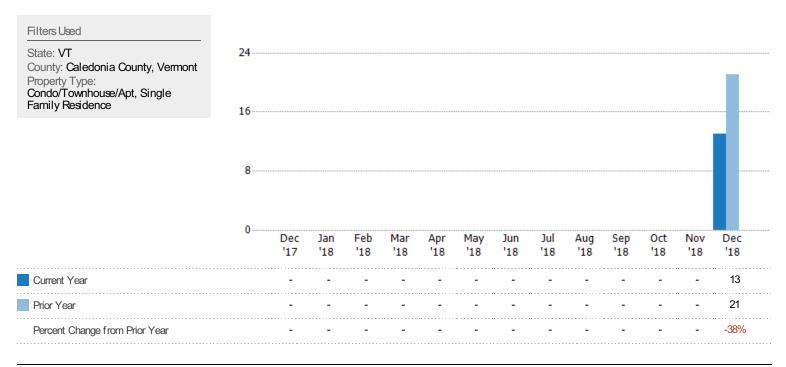
+/-	YTD 2017	YTD 2018	+/-	Dec 2017	Dec 2018	Key Metrics
						Listing Activity Charts Metrics
-38.1%	21	13	-38.1%	21	13	New Listing Count
-17.1%	\$3,303,249	\$2,737,400	-17.1%	\$3,303,249	\$2,737,400	New Listing Volume
	N⁄A	N⁄A	-8.9%	225	205	Active Listing Count
	N⁄A	N⁄A	-10.6%	\$57,236,099	\$51,192,249	Active Listing Volume
-1.8%	\$254,383	\$249,718	-1.8%	\$254,383	\$249,718	Average Listing Price
+5.8%	\$189,000	\$199,900	+5.8%	\$189,000	\$199,900	Median Listing Price
-6.3%	174	163	-6.3%	174	163	Median Daysin RPR
-22.6%	13.2	10.3	-	-	-	Months of Inventory
+2.2%	7.56%	9.76%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
+13.3%	15	17	+13.3%	15	17	New Pending Sales Count
+7.2%	\$2,754,150	\$2,953,200	+7.2%	\$2,754,150	\$2,953,200	New Pending Sales Volume
	N⁄A	N⁄A	+116.7%	18	39	Pending Sales Count
	N⁄A	N⁄A	+44.8%	\$4,109,500	\$5,950,800	Pending Sales Volume
-30%	20	14	-30%	20	14	Cloæd Sales Count
-14.1%	\$3,851,160	\$3,308,335	-14.1%	\$3,851,160	\$3,308,335	Closed Sales Volume
+22.7%	\$192,558	\$236,310	+22.7%	\$192,558	\$236,310	Average Sales Price
+41.6%	\$153,250	\$216,950	+41.6%	\$153,250	\$216,950	Median Sales Price





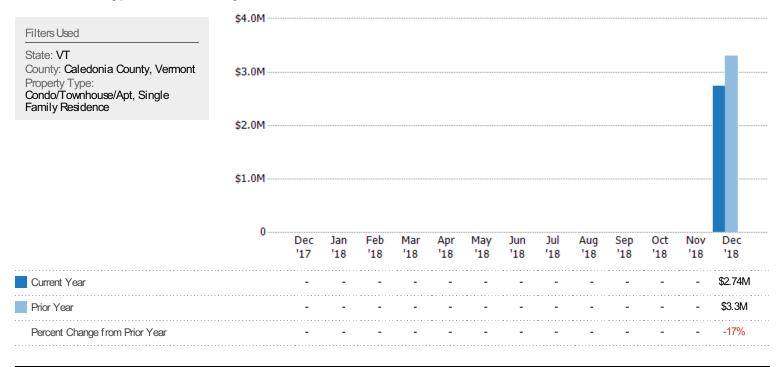
New Listings

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



New Listing Volume

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



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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	240													
	80													
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	205
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	225
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-9%

Active Listing Volume

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

	\$60.0M ······													
Filters Used														
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$45.0M													
-	\$30.0M ······													
	\$15.0M ······													
	0													
	0	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
		'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$51.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$57.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-11%



Average Listing Price

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

	\$300K												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
·, ·	\$150K												
	\$75K												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
	17	10	10	10	10	18	10	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$254K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

Median Listing Price

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

	\$200K												
Filters Used													
State: VT County: Caledonia County, Vermont	\$150K												
Property Type: Condo/Townhouse/Apt, Single													
Family Residence	\$100K												
	\$50K												
	950K												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$189K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%





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.

	\$300K ······												
Filters Used													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$196K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$250K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	127%

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.

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Filters Used	\$200K ······												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Failing nesuence	\$100K												
	\$50K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$157K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	127%





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.

	200												
Filters Used State: VT County: Caledonia County, Vermont Property Type:	150												
Property Type: Condo/Townhouse/Apt, Single Family Residence	100												
	100												
	50												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	163
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	174
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

Months of Inventory

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

Filters Used	20												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	Apr '18	May '18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.21
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10.2
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-39%





Absorption Rate

The percentage of inventory sold per month.

	20%												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	1070												
	10%												
	5%												
	· · · ·											NI	D
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

Active/Pending/Sold Units

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

Filters Used	300												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	75												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	205
Pending	-	-	-	-	-	-	-	-	-	-	-	-	39
Sold	-	-	-	-	-	-	-	-	-	-	-	-	14





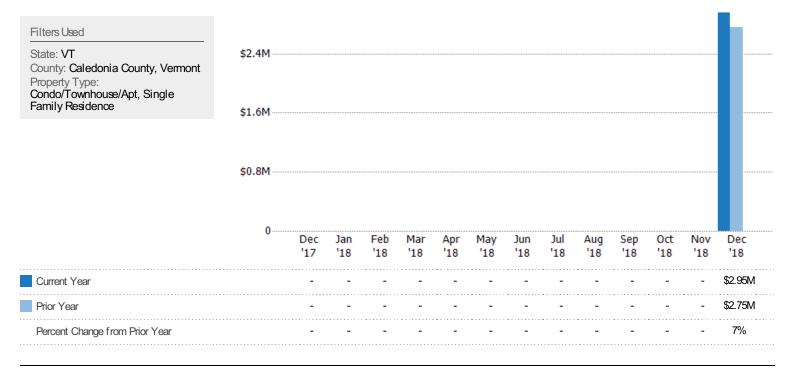
New Pending Sales

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

Filters Used	20													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	_													
	5													
	0													
	0	Dec '17	Jan '18		Mar '18		May '18	Jun '18	Jul	Aug		Oct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	17
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	13%

New Pending Sales Volume

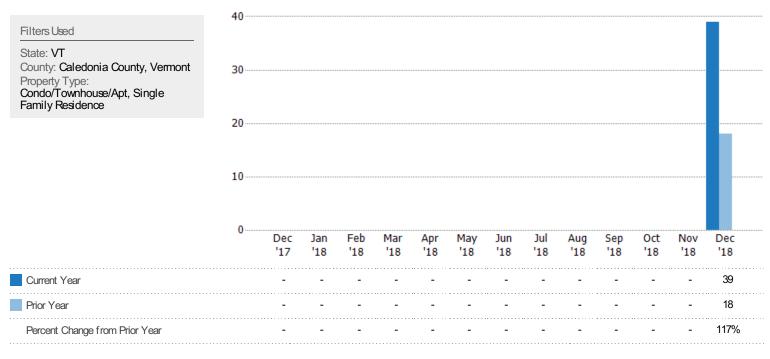
The sum of the sales price of residential properties with accepted offers that were added each month.





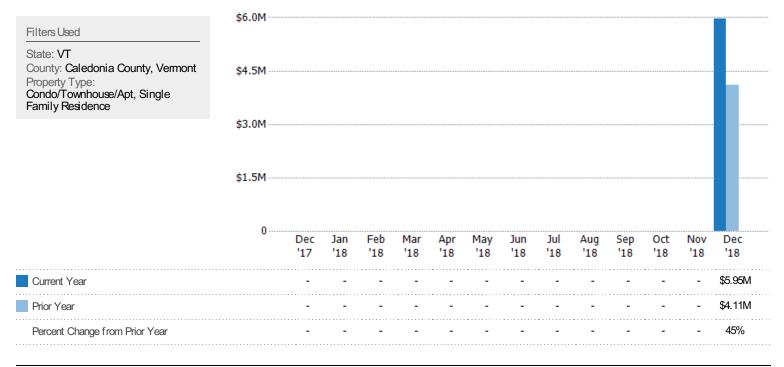
Pending Sales

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



Pending Sales Volume

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

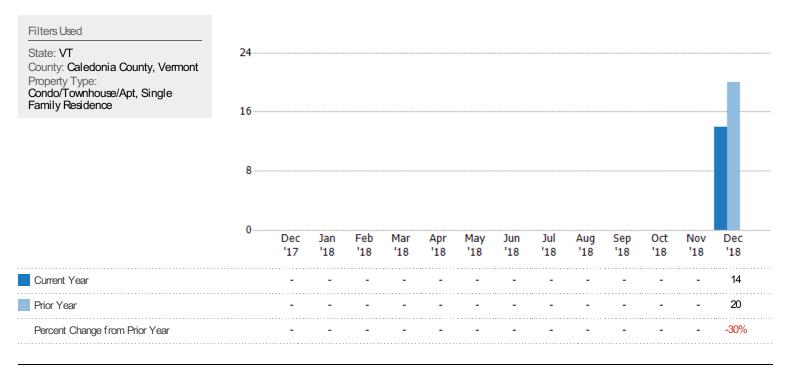


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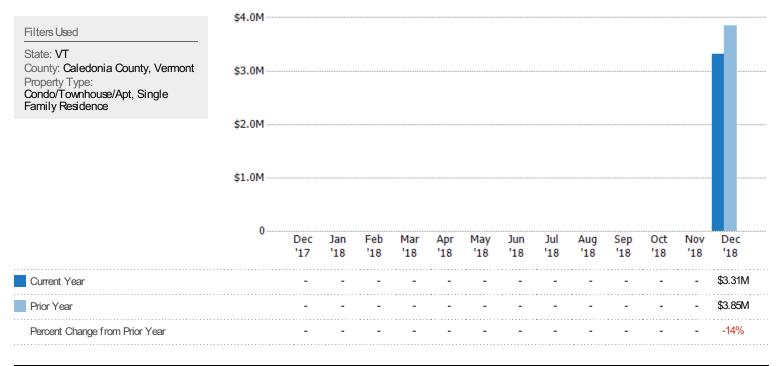
Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

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





Closed Sales by Property Type

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

	100%														
Filters Used	90%														
State: VT County: Caledonia County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Condo/Townhouse/Apt, Single Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0					-				-					
		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%)

Average Sales Price

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

Filters Used	\$300K
Fillers Osed	
State: VT	
County: Caledonia County, Vermont	\$225K
Property Type: Condo/Townhouse/Ant. Single	
Property Type: Condo/Townhouse/Apt, Single Family Residence	
	\$150K

\$75K----

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$236K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%





Median Sales Price

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

	\$300K ······												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	42%

Average Sales Price vs Average Listing Price

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

Avg List Price Avg Sales Price			-		-	-	-	-	-	-	-	-	'18 \$247K \$236K
Avg List Price	-				-	-	-	-		-	-		'18 \$247K
	17	10	10	10	10						10	10	'18
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Caledonia County, Vermont	\$225K												
Filters Used													





Median Sales Price vs Median Listing Price

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

	\$300K												
Filters Used													
State: VT	400EV												
County: Caledonia County, Vermont Property Type:	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
ranny residence	\$150K												
	\$75K												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$217K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

Avg Est Value Avg Sales Price	'17 - -	'18 - -	-	-	-	-	-	-	-	-	-	-	'18 \$185K \$247K
Avg Est Value	'17 _	-18 -		-	- 10	-	-	-	-	-	-		'18 \$185K
	'17	.18	18	10	16	10		10	10	10	10	10	'18
	0 Dec	Jan	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec
	\$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
State: VT County: Caledonia County, Vermont	\$225K												
Filters Used													





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.

	\$300K												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
· ·······	\$150K												
	\$75K												
	0												
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$100K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	220%



