

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	Jul 2018	Jul 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	58	62	-6.5%	58	62	-6.5%
New Listing Volume	\$12,757,149	\$12,113,950	+5.3%	\$12,757,149	\$12,113,950	+5.3%
Active Listing Count	265	346	-23.4%	265	346	-23.4%
Active Listing Volume	\$75,411,199	\$83,122,099	-9.3%	\$75,411,199	\$83,122,099	-9.3%
Average Listing Price	\$284,571	\$240,237	+18.5%	\$284,571	\$240,237	+18.5%
Median Listing Price	\$208,000	\$177,000	+17.5%	\$208,000	\$177,000	+17.5%
Median Daysin RPR	82	89	-7.9%	82	89	-7.9%
Months of Inventory	_	_	-	8.3	13.8	-40.2%
Absorption Rate	_	_	+-	12.08%	7.23%	+4.9%
Sales Activity Charts Metrics						
New Pending Sales Count	30	34	-11.8%	30	34	-11.8%
New Pending Sales Volume	\$5,883,900	\$6,125,700	-3.9%	\$5,883,900	\$6,125,700	-3.9%
Pending Sales Count	52	61	-14.8%	52	61	-14.8%
Pending Sales Volume	\$10,049,350	\$11,829,850	-15.1%	\$10,049,350	\$11,829,850	-15.1%
Closed Sales Count	27	32	-15.6%	27	32	-15.6%
Closed Sales Volume	\$4,560,366	\$5,506,076	-17.2%	\$4,560,366	\$5,506,076	-17.2%
Average Sales Price	\$168,902	\$172,065	-1.8%	\$168,902	\$172,065	-1.8%
Median Sales Price	\$165,000	\$158,250	+4.3%	\$165,000	\$158,250	+4.3%





New Listings

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

Filters Used

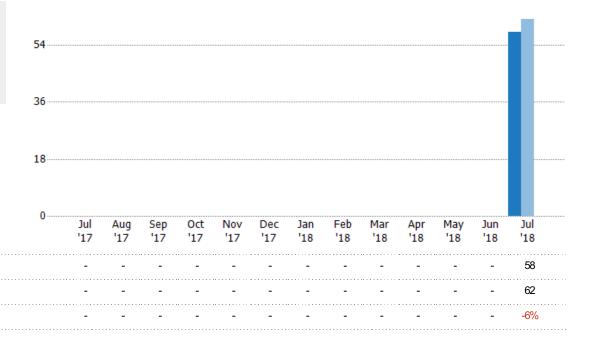
State: VT

County: Caledonia County, Vermont

Property Type:

Condo/Townhouse/Apt, Single

Family Residence



New Listing Volume

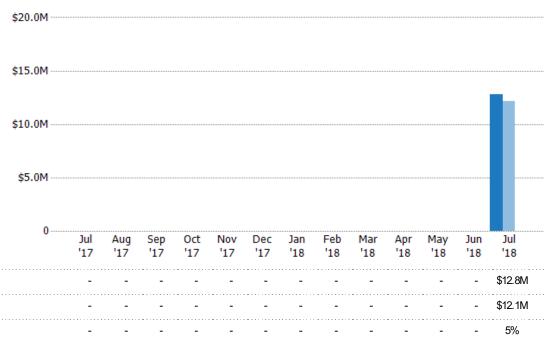
Percent Change from Prior Year

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



Current Year

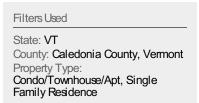
Percent Change from Prior Year

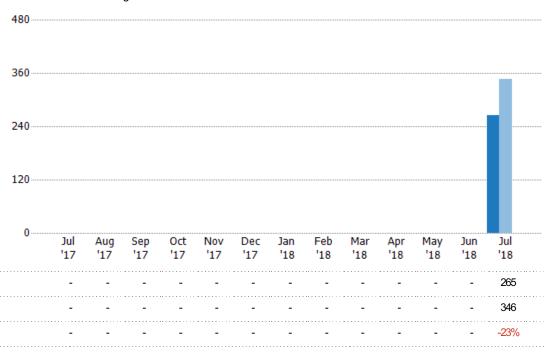




Active Listings

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





Active Listing Volume

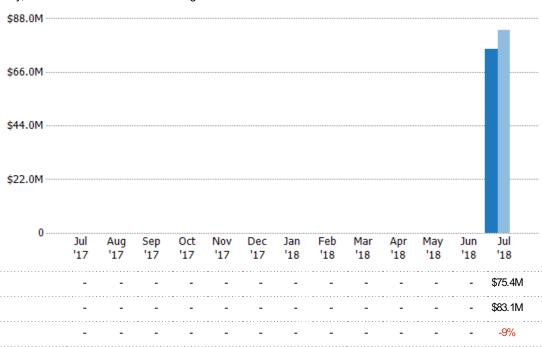
Percent Change from Prior Year

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



Current Year

Percent Change from Prior Year



Average Listing Price

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

Filters Used	\$300K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												•••••
	\$75K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$285K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$240K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18%

Median Listing Price

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

	\$300K ······												
Filters Used													
State: VT													
County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$130K												
	\$75K												
	0		_			_	_						
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$208K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$177K
Percent Change from Prior Year	_		_	_	_	_					_	_	18%







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	\$300K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												***********
	\$75K												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value		Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Avg Est Value Avg Listing Price	'17 - -	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '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.

	\$300K
Filters Used	
State: VT	
County: Caledonia County, Vermont	\$225K
Property Type:	
Condo/Townhouse/Apt, Single	
Family Residence	445017
	\$150K

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′5K						
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-					May	

Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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	68												
	45												
	23												
	23												
	23												
	23 0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	0 Jul		Sep '17	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
Current Year Prior Year	0 Jul		Sep '17	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	'18

Months of Inventory

	20												
Filters Used													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.79
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9.61





Absorption Rate

The percentage of inventory sold per month.

	tom	Used	
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State: VT

County: Caledonia County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

15%	 	 	

10%

0												
Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-		-	13%
-	-	-	-	-	-	-	-	-	-		-	10%
_	_	_	_	_	_	_	_	_	- -	_	_	-2%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Fil	ltare	П	haal

Current Year Prior Year

Change from Prior Year

State: VT

County: Caledonia County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

0		 		 	 				
5		 		 	 				
· .	<u>.</u>								_
0 Jul '17	Aug		Nov '17			Apr '18	May '18	Jun	 1
Jul	Aug					Apr	May	Jun	J
Jul	Aug					Apr	May	Jun] ':



Active Pending

Sold





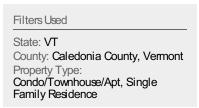
Current Year

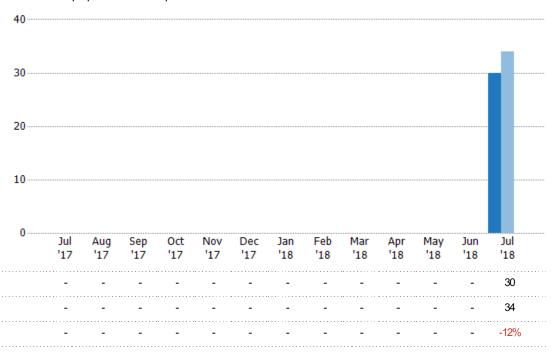
Prior Year

Market Data Report

New Pending Sales

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



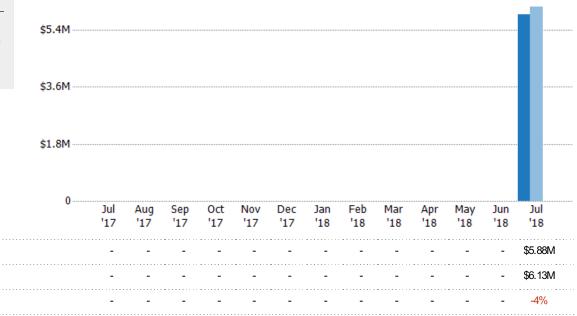


New Pending Sales Volume

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.



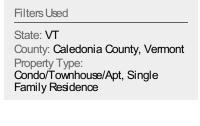


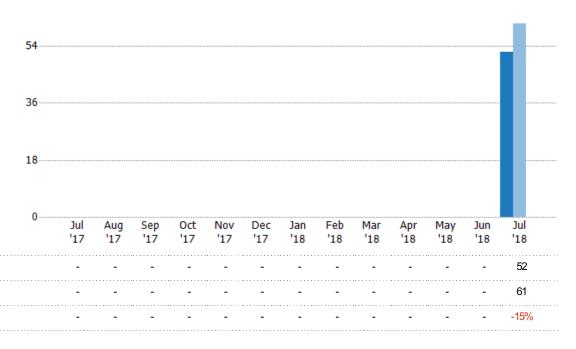
Current Year

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

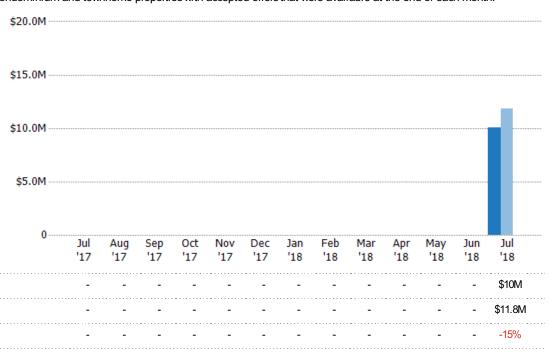
Percent Change from Prior Year

Current 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.





Current Year

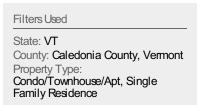
Percent Change from Prior Year

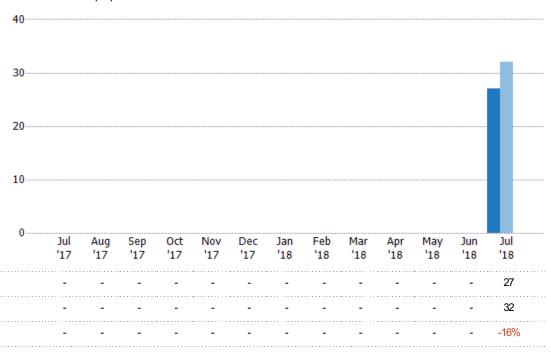




Closed Sales

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





Closed Sales Volume

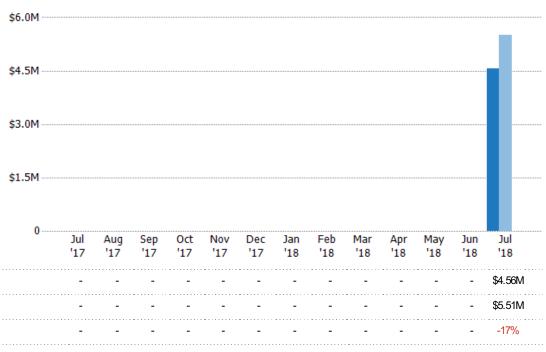
Percent Change from Prior Year

Current Year

Prior Year

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

State: VT
County: Caledonia 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.

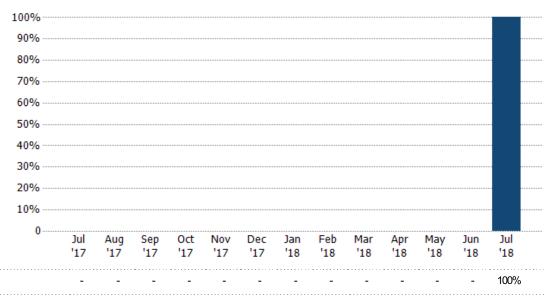


State: VT

County: Caledonia 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	\$200K
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K

0K	Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Ju	0	
0	0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Ju '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	0	
		1, 1, 1, 1, 1, 1, 10 10 10 10 10	Ju



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	\$200K ······												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$158K
Percent Change from Prior Year	-	-	-	-	-	-	-	_	-	-	-	-	4%

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	\$200K						 					
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K						 					
Family Residence	\$100K						 					
	\$50K						 					
	0											
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17		Mar '18	Apr '18	May '18	Jun '18	Jul '18



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$177K

\$169K

96%



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	\$200K ······												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median List Price	<u>-</u>		·····	<u>-</u>	<u>-</u>					·····			\$169K
<u> </u>													
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
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.

\$200K

Filters Used	
State: VT	
County: Caledonia County, Vermont	\$150K
Property Type:	
Condo/Townhouse/Apt, Single	
Family Residence	d100K

30K												
0K												
0K												
•												
Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul
Jul	Aug	Sep	Oct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18 -	Jul '18
Jul	Aug	Sep	Oct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18 \$186

Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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	\$200K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$169K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	89%



