

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	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
-15.8%	38	32	-15.8%	38	32	New Listing Count
-21.3%	\$7,022,250	\$5,524,300	-21.3%	\$7,022,250	\$5,524,300	New Listing Volume
-20%	300	240	-20%	300	240	Active Listing Count
+1.4%	\$65,529,128	\$66,456,650	+1.4%	\$65,529,128	\$66,456,650	Active Listing Volume
+26.8%	\$218,430	\$276,903	+26.8%	\$218,430	\$276,903	Average Listing Price
+16.1%	\$159,250	\$184,950	+16.1%	\$159,250	\$184,950	Median Listing Price
-15.1%	239	203	-15.1%	239	203	Median Days in RPR
-23.5%	13.6	10.4	-	_	-	Months of Inventory
+2.3%	7.33%	9.58%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
-19.2%	26	21	-19.2%	26	21	New Pending Sales Count
+3.8%	\$3,875,700	\$4,022,000	+3.8%	\$3,875,700	\$4,022,000	New Pending Sales Volume
-9.5%	42	38	-9.5%	42	38	Pending Sales Count
+7.2%	\$7,269,708	\$7,794,200	+7.2%	\$7,269,708	\$7,794,200	Pending Sales Volume
-13%	23	20	-13%	23	20	Closed Sales Count
+3.4%	\$3,186,180	\$3,294,923	+3.4%	\$3,186,180	\$3,294,923	Closed Sales Volume
+18.9%	\$138,530	\$164,746	+18.9%	\$138,530	\$164,746	Average Sales Price
+16.1%	\$111,550	\$129,500	+16.1%	\$111,550	\$129,500	Median Sales Price





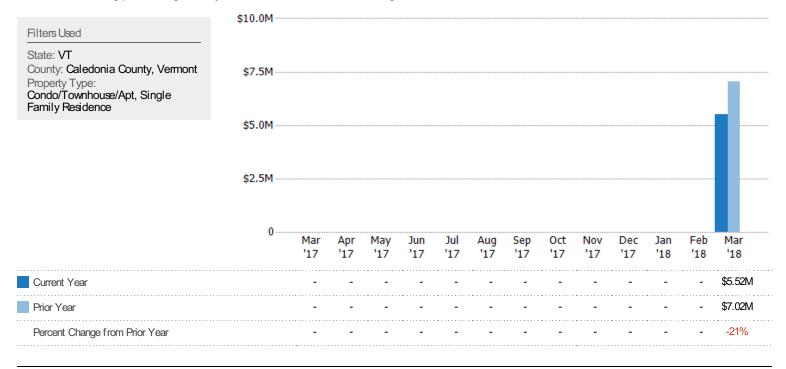
New Listings

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

Mar
'18
32
38
-16%

New Listing Volume

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





Active Listings

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

FiltersUsed	400													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300													
	200													
	100													
	0					-							-	
		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	240
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	300
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-20%

Active Listing Volume

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

Filters Used	\$80.0M ······													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$60.0M													
	\$40.0M													
	\$20.0M													
	0		_				-							
		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$66.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$65.5M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1%



Average Listing Price

The average 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:	\$225K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$277K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$218K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27%

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of 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												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$159K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%



Average Listing Price vs Average Est Value

 $\label{eq:constraint} The average\ listing\ price\ as\ a\ percentage\ of\ the\ average\ AVM\ or\ RVM\ valuation\ estimate\ for\ active\ listings\ each\ month.$

	\$300K ······												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K \$75K												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$277K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	129%

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.

	\$200K ······												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
-	\$100K ······												
	\$50K 0 Mar	Apr	May	Jun		Aug		0ct	Νον	Dec	Jan	Feb	
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$155K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	119%

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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.

	300												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75 0 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	203
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	239
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

Months of Inventory

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

	70												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	53												
	30												
	18												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	37.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-57%





Absorption Rate

The percentage of inventory sold per month.

Filters Uæd	10%
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

Active/Pending/Sold Units

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

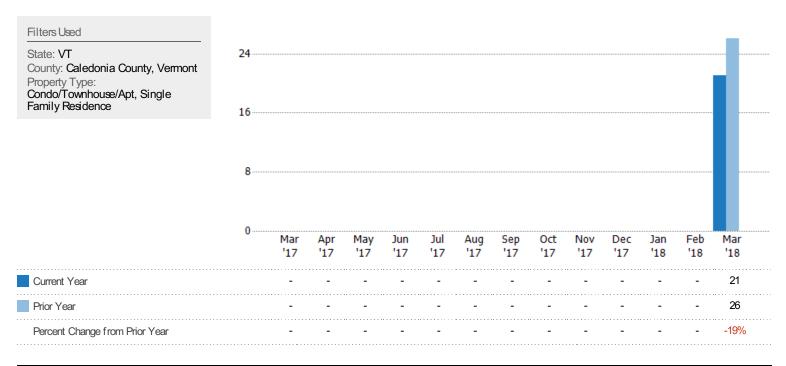
	300												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	240
Pending	-	-	-	-	-	-	-	-	-	-	-	-	38
Sold	-	-	-	-	-	-	-	-	-	-	-	-	20





New Pending Sales

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



New Pending Sales Volume

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

Filters Used	\$4.8M ······														
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M														
	\$2.4M														
	\$1.2M														
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	
					17		17	17			17	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.02M	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.88M	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4%	





Pending Sales

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

Filters Used	60													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sen	0ct '17	Nov		Jan '18	Feb '18	Mar '18
Current Year			·····		_	_				_		_		
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	42
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%

Pending Sales Volume

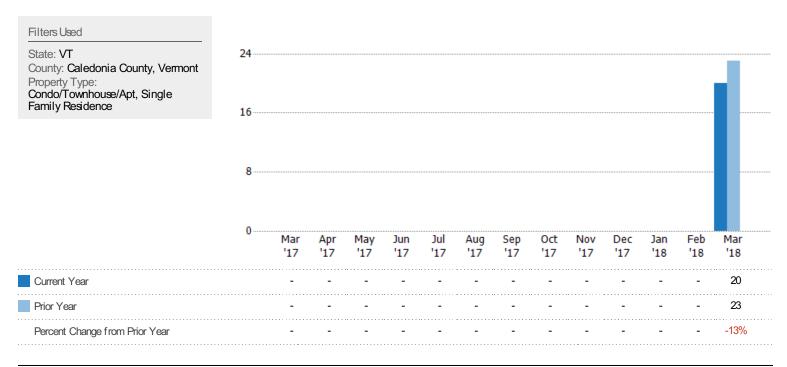
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$8.0M														
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$6.0M														
	\$4.0M ·····														
	\$2.0M														
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
		'17	Apr '17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.79	M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.27	Μ
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7%	•



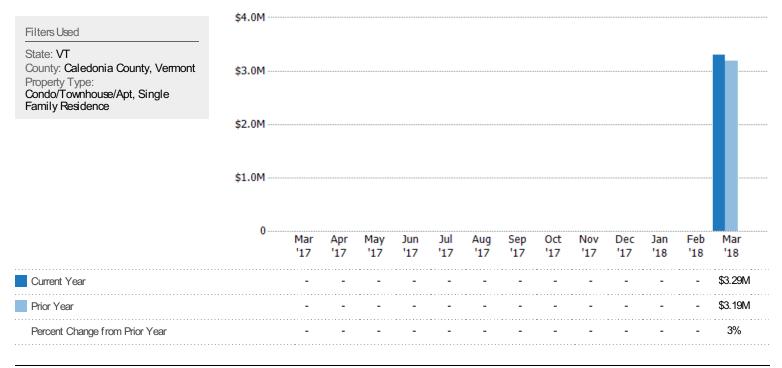
Closed Sales

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



Closed Sales Volume

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







Closed Sales by Property Type

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

	10%	 	 	 	 	 	 		
	2070						 		
	2004							• • • • •	
Property Type: Condo/Townhouse/Apt, Single Family Residence	6000							•••	
State: VT County: Caledonia County, Vermont	700/								
Filters Used	90%	 	 	 	 	 	 		
	100 /0								

Average Sales Price

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

FiltersUsed	\$200K
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K
r aminy headence	\$100K
	\$50K

	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$139K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	19%





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 Mar '17	Apr '17	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$130K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$112K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%

Average Sales Price vs Average Listing Price

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

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

	\$200K ······												
Filters Used													
State: VT	41 FOK												
County: Caledonia County, Vermont Property Type:	\$150K												
Property Type: Condo/Townhouse/Apt, Single													
Family Residence	\$100K												
	<i>q</i> 20010												
	\$50K												
	0	-		_		_	_			_	_		
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
									±1	±/			
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$138K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$130K
Med Sales Price as a % of Med List Price				-		-	-						94%
													0170

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 Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	102%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	+50%												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
State: VT County: Caledonia County, Vermont	\$150K												
Filters Used	\$200K ······												

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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.

	\$200K												
Filters Used State: VT County: Caledonia County, Vermont Property Type:	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$177K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$138K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	78%



