

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	+/-	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
+34.8%	23	31	+34.8%	23	31	New Listing Count
+7.6%	\$5,488,000	\$5,907,700	+7.6%	\$5,488,000	\$5,907,700	New Listing Volume
	NA	N⁄A	+3.7%	269	279	Active Listing Count
	NA	N⁄A	+3.3%	\$71,433,300	\$73,790,650	Active Listing Volume
-0.4%	\$265,551	\$264,483	-0.4%	\$265,551	\$264,483	Average Listing Price
+5.3%	\$189,000	\$199,000	+5.3%	\$189,000	\$199,000	Median Listing Price
+0.7%	139	140	+0.7%	139	140	Median Days in RPR
-30.9%	14.9	10.3	-	_	_	Months of Inventory
+3%	6.69%	9.68%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+	23	23	+	23	23	New Pending Sales Count
+12.9%	\$4,506,100	\$5,088,800	+12.9%	\$4,506,100	\$5,088,800	New Pending Sales Volume
	N⁄A	N∕A	+36.1%	36	49	Pending Sales Count
	N⁄A	N∕A	+20%	\$8,300,500	\$9,964,400	Pending Sales Volume
+18.5%	27	32	+18.5%	27	32	Closed Sales Count
+37.7%	\$4,740,050	\$6,527,400	+37.7%	\$4,740,050	\$6,527,400	Cloæd Sales Volume
+16.2%	\$175,557	\$203,981	+16.2%	\$175,557	\$203,981	Average Sales Price
-0.5%	\$147,000	\$146,250	-0.5%	\$147,000	\$146,250	Median Sales Price





Caledonia

New Listings

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

Filters Used	40													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10													
	10													
	0													
	Ŭ	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	31
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	23
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	35%

New Listing Volume

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

	\$6.0M ······													
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$4.5M													
	\$3.0M ······													
	\$1.5M													
	-	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.91M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.49M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8%





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	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
				17	10	10	10	10	10	10	10	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	279	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	269	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4%	

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	\$60.0M													
	\$40.0M													
	\$20.0M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$73.8M
Current Year Prior Year		-	-	-	-	-			- -		- -	-	-	\$73.8M \$71.4M





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												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$266k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

Median Listing Price

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

	\$100K												
	45.0V												
	\$50K												
	0												
	۵ Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Current Year Prior Year	0 Oct '17 -	Nov '17 -	Dec '17 -	Jan '18 -	Feb	Mar	Apr	May	Jun	Jul	Aug	'18	'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.

	\$300K ······												
Filters Used													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$225K												
Family Residence	\$150K												
	\$150K												
	\$75K												
	φνοις												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$211K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	125%

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	\$150K												
Family Residence	\$100K												
	\$50K												
	0												
	Öct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$165K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$199K
Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	121%





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: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Oct	Nov	Dec	Jan	Feb		Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	140
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	139
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

Months of Inventory

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

	30												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11.2
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7.47
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	49%





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	15%												
	5%												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%

Active/Pending/Sold Units

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

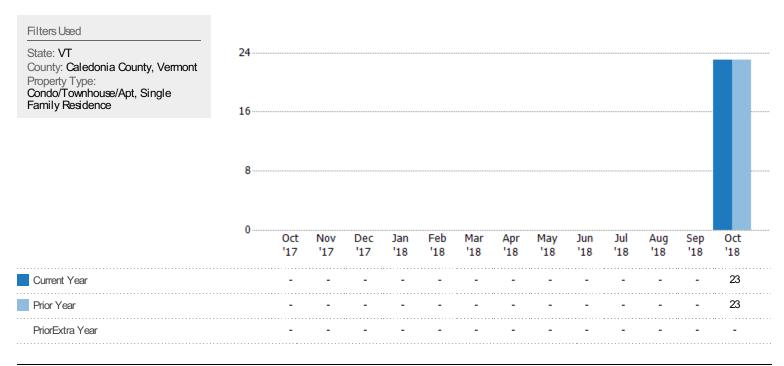
	300												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	279
Pending	-	-	-	-	-	-	-	-	-	-	-	-	49
Sold	-	-	-	-	-	-	-	-	-	-	-	-	32





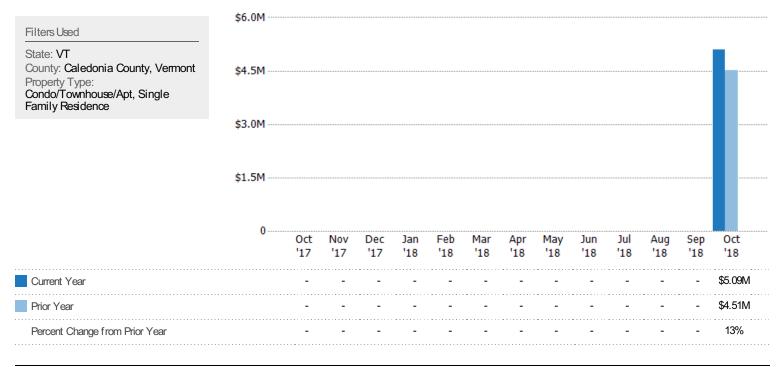
New Pending Sales

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



New Pending Sales Volume

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

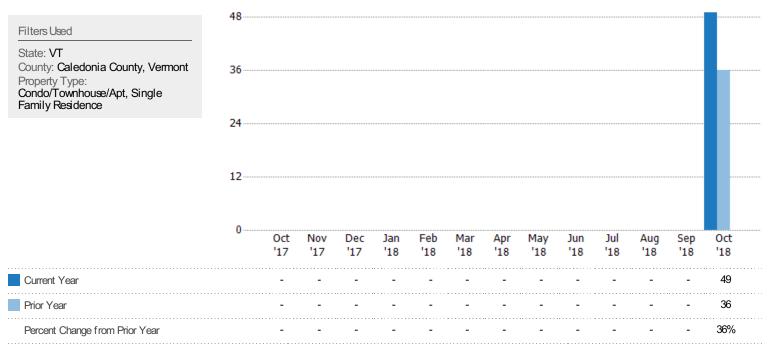






Pending Sales

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.

Filters Used	\$10.0M													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$7.5M													
	\$5.0M													
	\$2.5M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$9.96M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	20%





Caledonia

Closed Sales

The total number of residential properties sold each month.

Filters Uæd	40													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30													
	20													
	10													
	0	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	32
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	27
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	19%

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	\$5.4M \$3.6M													
	\$1.8M													
	0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.53M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.74M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	38%





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	Oct	Nov	Dec	Jan	Feb		Apr	May	Jun	Jul	Aug	Sep	0ct	
		'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	3%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	97%	

Average Sales Price

The average 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

\$75K-----

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$204K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$176K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%





Median Sales Price

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

	\$200K ······												
Filters Used													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K ······												
	\$50K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$146k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$147k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

Average Sales Price vs Average Listing Price

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

				• •• • • • • • • • • • •	•••••			• • • • • • • • • • • • •					87%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$204K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	\$150K \$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
State: VT County: Caledonia County, Vermont	\$225K												
Filters Used	\$300K ······												





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: Caledonia County, Vermont	\$150K												
Property Type: Condo/Townhouse/Apt, Single	\$130K												
Condo/Townhouse/Apt, Single Family Residence													
	\$100K												
	1.5.0.0												
	\$50K												
	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
	17	17	17	10	18	10	18	18	18	10	18	10	18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$146K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%

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	-	-			-	-	-			-	- -		
Avg Est Value	-	-		-	-	-	-	-	-	-	-	-	\$143K
													10
	0 Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	\$150K \$75K												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
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.

	\$200K												
Filters Used State: VT													
County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$132K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	117%

