

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	Sep 2018	Sep 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	32	36	-11.1%	32	36	-11.1%
New Listing Volume	\$7,861,650	\$7,359,900	+6.8%	\$7,861,650	\$7,359,900	+6.8%
Active Listing Count	284	287	-1%	NA	N/A	
Active Listing Volume	\$79,433,449	\$76,400,700	+4%	NA	N/A	
Average Listing Price	\$279,695	\$266,205	+5.1%	\$279,695	\$266,205	+5.1%
Median Listing Price	\$200,000	\$189,000	+5.8%	\$200,000	\$189,000	+5.8%
Median Daysin RPR	126.5	116	+9.1%	126.5	116	+9.1%
Months of Inventory	_	_	-	7.9	13	-39.5%
Absorption Rate	_	_	+-	12.68%	7.67%	+5%
Sales Activity Charts Metrics						
New Pending Sales Count	36	32	+12.5%	36	32	+12.5%
New Pending Sales Volume	\$9,413,200	\$7,601,800	+23.8%	\$9,413,200	\$7,601,800	+23.8%
Pending Sales Count	60	42	+42.9%	N/A	N/A	
Pending Sales Volume	\$12,913,900	\$9,276,700	+39.2%	N/A	NA	
Closed Sales Count	26	36	-27.8%	26	36	-27.8%
Cloœd Sales Volume	\$4,670,281	\$5,715,750	-18.3%	\$4,670,281	\$5,715,750	-18.3%
Average Sales Price	\$179,626	\$158,771	+13.1%	\$179,626	\$158,771	+13.1%
Median Sales Price	\$144,500	\$112,250	+28.7%	\$144,500	\$112,250	+28.7%



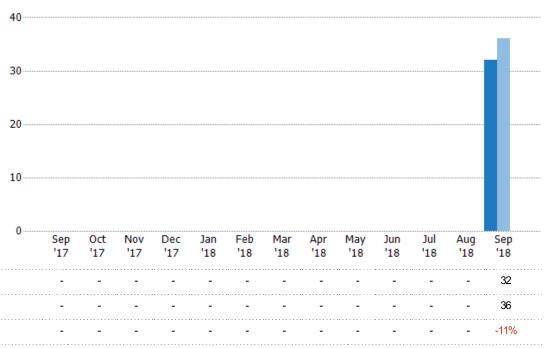




New Listings

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





New Listing Volume

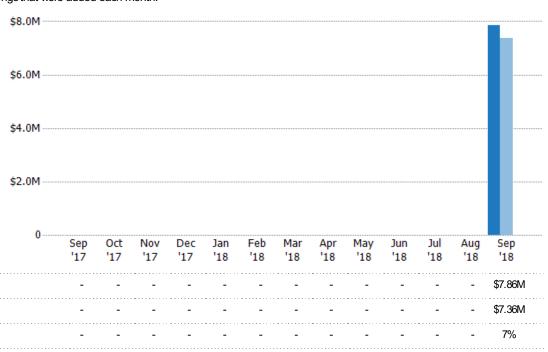
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

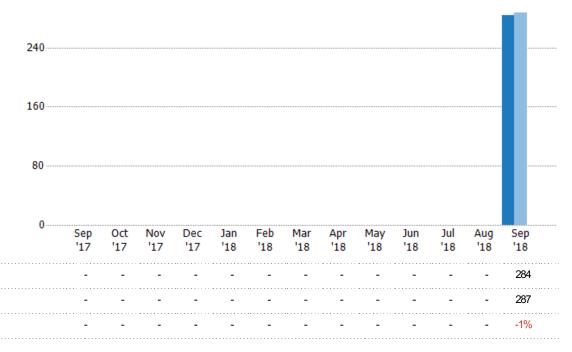
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

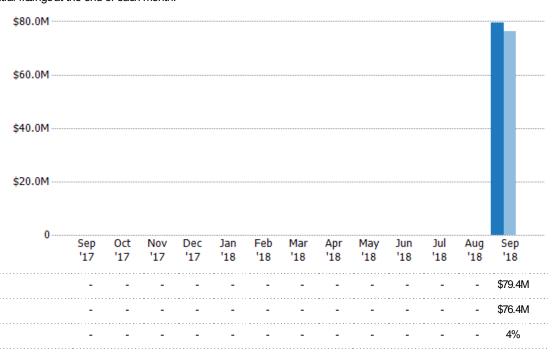
Percent Change from Prior Year

Current Year

Prior Year

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

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

\$300K	
\$225K	
\$150K	
\$75K	

0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$280K
_	-	-	-	-	-	-	-	-	-	-	-	\$266K
 -	-	-	-	-	-	-	-	-	-	-	-	5%

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

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

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

\$300K												
\$225K												
\$150K												
\$75K												
0												
Sep '17		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18		Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$200K
-	-	-	-	-	-	-	-	-	-	-	-	\$189K
-	-		-	-	-	-	-	-	-	-	-	6%



Current Year
Prior Year

Percent Change from Prior Year





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.

Avg Listing Price													\$280K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
,	\$150K \$75K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used	\$300K												

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, Vermor	nt
Property Type:	
Condo/Townhouse/Apt, Single	
Family Residence	

Med Listing Price as a % of Med Est Value

0K	 		 							
5K										
0 Sep		Dec		Mar	Apr	May	Jun	Jul	Aug	Sep



Median Est Value

Median Listing Price





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	200												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	_	-	-	-	-	-	-	-	-	-	-	127
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	116
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%

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												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	8.88
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7.55
Percent Change from Prior Year	-	-	-		-	-	-	-	-	-	-	-	18%





Absorption Rate

The percentage of inventory sold per month.

State: VT

County: Caledonia County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

15%

10%

5%

Sep	0ct	Nov '17	Dec	Jan '10	Feb	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep
											10	10
-	-	=-	-	-	=.			-			-	11%
-	-	-	-	-	-	-	-	-		-	-	13%
-	-	-	-	-	-	-	-	-	-	-	-	2%

Active/Pending/Sold Units

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

Eil	ltore	ı	hool

Current Year Prior Year

Change from Prior Year

State: VT

County: Caledonia County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

50	 	 	 	 	 	
_						
5	 	 	 	 	 	
0	 	 	 	 	 	
•						



Active Pending

Sold





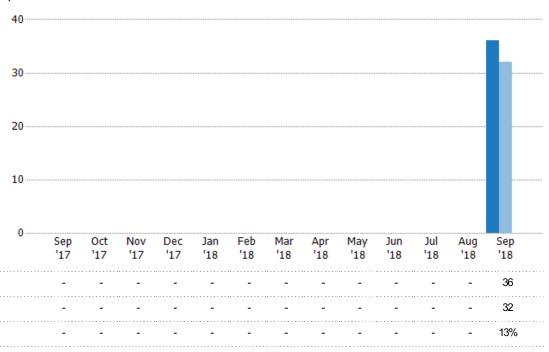
Current Year
Prior Year

Market Data Report

New Pending Sales

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



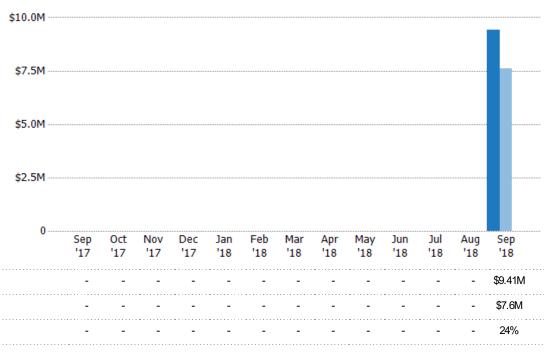


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers 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

Pending Sales

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

Filters Used

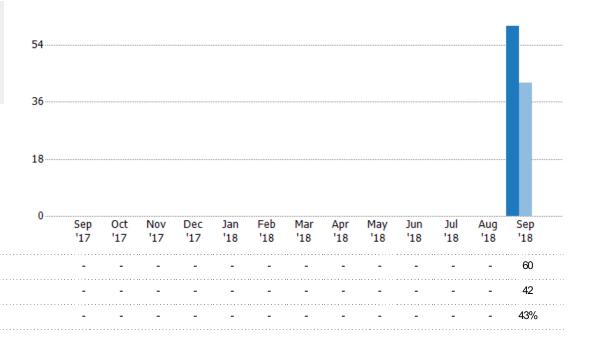
State: VT

County: Caledonia County, Vermont

Property Type:

Condo/Townhouse/Apt, Single

Family Residence



Pending Sales Volume

Percent Change from Prior Year

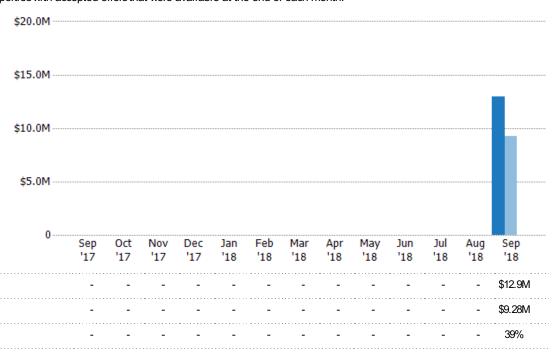
Current Year

Prior Year

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

Percent Change from Prior Year



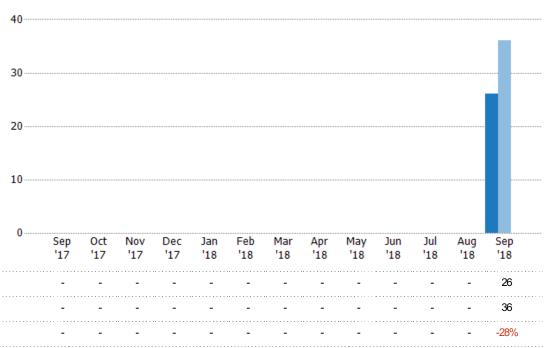


Closed Sales

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



Closed Sales Volume

Percent Change from Prior Year

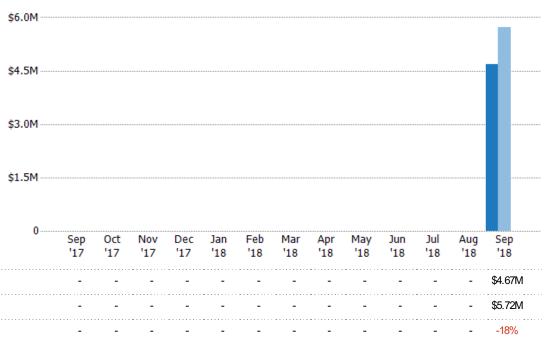
Current Year

Prior Year

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



Current Year

Percent Change from Prior Year





Closed Sales by Property Type

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

Filters Used

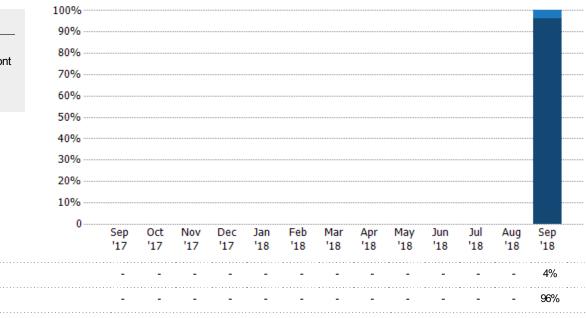
State: VT

County: Caledonia County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

Condo/Townhouse



Average Sales Price

Single Family Residence

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

\$75K

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

\$300K \$225K \$150K

Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Sep '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 Current Year \$180K Prior Year \$159K 13% Percent Change from Prior Year



\$112K

29%



Market Data Report

Median Sales Price

Percent Change from Prior Year

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

Elleration	\$200K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$50K												
	0	Oct	Nov	Dos	120	- Fab	Mar	Apr	May	lus	1	Aug	
	Sep '17	0ct '17	Nov '17	Dec '17	'18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	'18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$145k

Average Sales Price vs Average Listing Price

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

\$200K

State: VT

County: Caledonia County, Vermont

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$100K

\$50K

	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$187K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%





96%



Median List Price

Median Sales Price

Market Data Report

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

150K	 	 	 	 	 		
100K	 	 	 	 	 		
+===							
\$50K	 	 	 	 	 		
\$50K							
0	 	 	 	 	 1		
0		 	 		 1		S
0	 	 	 	 	 1	Aug	Se

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.

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

50K										
00K	 								 	
50K	 								 	•••••
0	 								 	
Sep									Aug	Sep
-		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18		
Sep			Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Aug	Se
Sep			Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Aug '18	Se



Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

Market Data Report

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

Med Sales Price as a % of Med Est Value

0K												
0K												
50K												
50K												
0 Sep											Aug	Se
0	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Se '1
0 Sep	0ct '17		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Se '18



