

## 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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	29	19	+52.6%	57	49	+16.3%
New Listing Volume	\$4,581,650	\$5,885,900	-22.2%	\$11,165,050	\$13,075,650	-14.6%
Active Listing Count	201	214	-6.1%	N/A	N/A	
Active Listing Volume	\$48,475,500	\$58,163,800	-16.7%	N/A	N/A	
Average Listing Price	\$241,172	\$271,793	-11.3%	\$244,803	\$266,519	-8.1%
Median Listing Price	\$192,500	\$191,450	+0.5%	\$193,729	\$190,659	+1.6%
Median Days in RPR	193	197	-2%	184.11	187.43	-1.8%
Months of Inventory	12.6	19.5	-35.4%	17.9	21.9	-18%
Absorption Rate	7.96%	5.14%	+2.8%	5.58%	4.58%	+1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	25	20	+25%	44	44	+—
New Pending Sales Volume	\$4,426,099	\$3,584,600	+23.5%	\$8,680,199	\$7,751,049	+12%
Pending Sales Count	44	32	+37.5%	N/A	N/A	
Pending Sales Volume	\$8,586,499	\$6,780,000	+26.6%	N/A	N/A	
Closed Sales Count	11	12	-8.3%	27	23	+17.4%
Closed Sales Volume	\$1,546,500	\$2,258,450	-31.5%	\$3,589,125	\$3,616,450	-0.8%
Average Sales Price	\$140,591	\$188,204	-25.3%	\$132,931	\$157,237	-15.5%
Median Sales Price	\$147,000	\$171,000	-14%	\$149,667	\$148,522	+0.8%

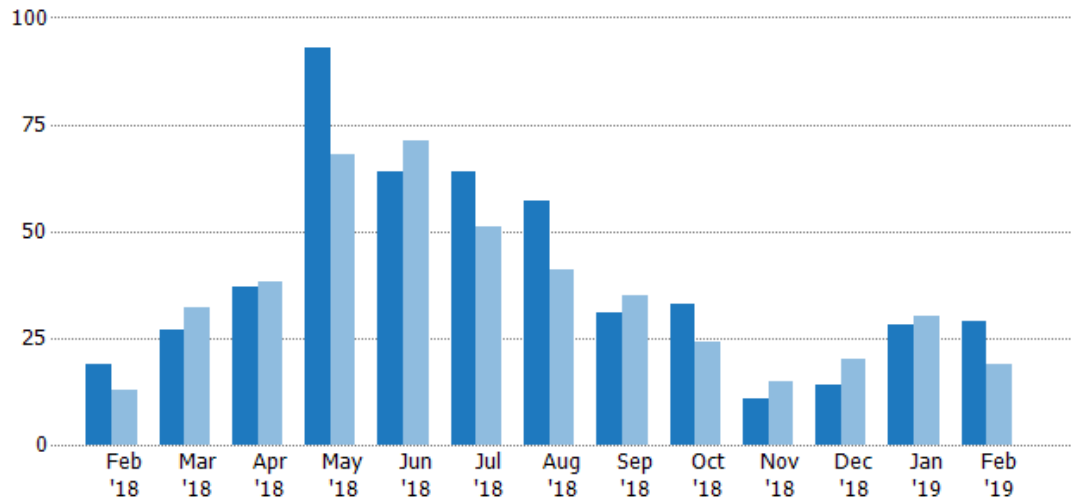
## New Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	29	52.6%
Feb '18	19	46.2%
Feb '17	13	92.3%



Current Year	19	27	37	93	64	64	57	31	33	11	14	28	29
Prior Year	13	32	38	68	71	51	41	35	24	15	20	30	19
Percent Change from Prior Year	46%	-16%	-3%	37%	-10%	25%	39%	-11%	38%	-27%	-30%	-7%	53%

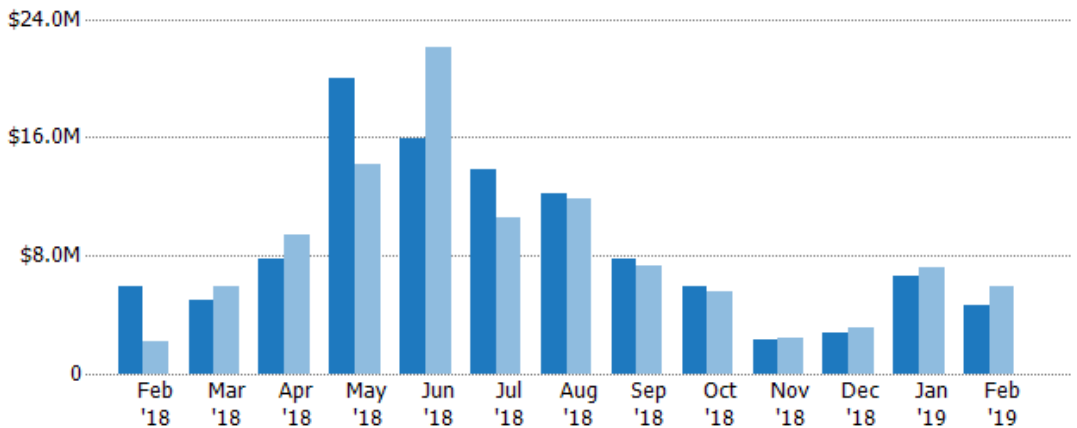
## New Listing Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$4.58M	-22.2%
Feb '18	\$5.89M	164.7%
Feb '17	\$2.22M	135.6%



Current Year	\$5.89M	\$4.94M	\$7.78M	\$20.1M	\$15.9M	\$13.8M	\$12.2M	\$7.74M	\$5.97M	\$2.35M	\$2.77M	\$6.58M	\$4.58M
Prior Year	\$2.22M	\$5.87M	\$9.43M	\$14.2M	\$22.1M	\$10.5M	\$11.8M	\$7.27M	\$5.59M	\$2.42M	\$3.11M	\$7.19M	\$5.89M
Percent Change from Prior Year	165%	-16%	-18%	41%	-28%	32%	3%	6%	7%	-3%	-11%	-8%	-22%

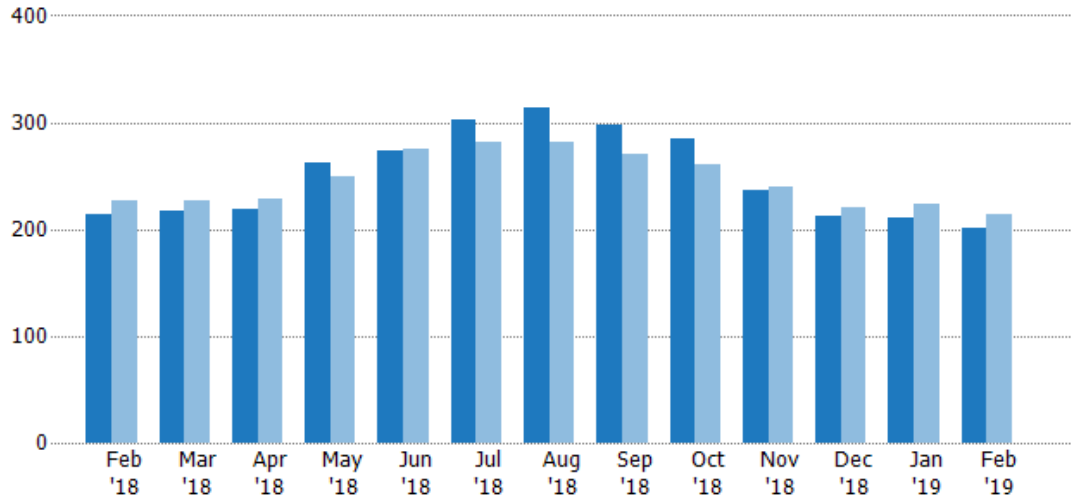
## Active Listings

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

Month/ Year	Count	% Chg.
Feb '19	201	-6.1%
Feb '18	214	-5.7%
Feb '17	227	-9.3%



Current Year	214	217	218	262	273	302	313	297	285	237	213	211	201
Prior Year	227	227	229	250	275	281	282	271	260	240	220	223	214
Percent Change from Prior Year	-6%	-4%	-5%	5%	-1%	7%	11%	10%	10%	-1%	-3%	-5%	-6%

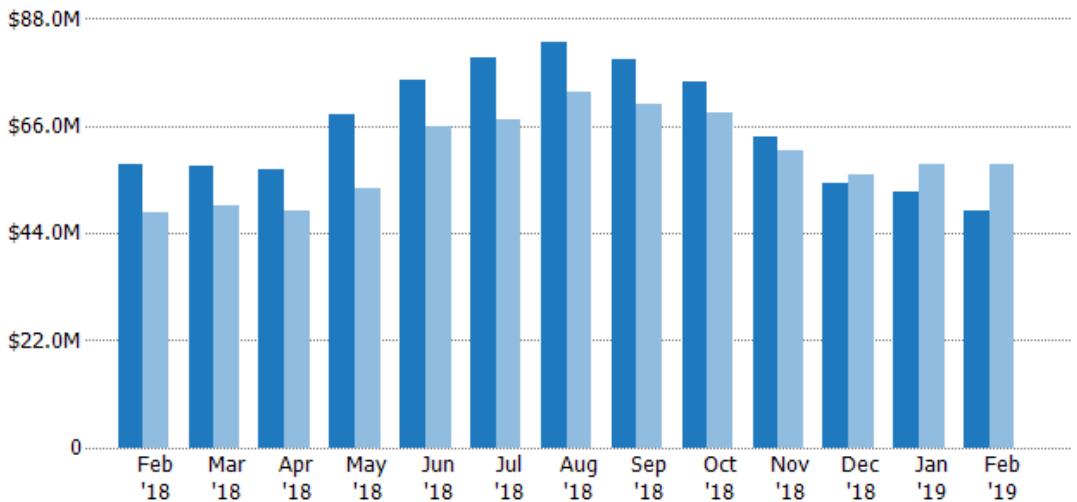
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$48.5M	-16.7%
Feb '18	\$58.2M	20.4%
Feb '17	\$48.3M	3.2%



Current Year	\$58.2M	\$58M	\$57M	\$68.3M	\$75.3M	\$80M	\$83.4M	\$79.8M	\$74.9M	\$63.6M	\$54.4M	\$52.4M	\$48.5M
Prior Year	\$48.3M	\$49.7M	\$48.7M	\$53.1M	\$66M	\$67.4M	\$73M	\$70.4M	\$68.8M	\$61.1M	\$56.2M	\$58.3M	\$58.2M
Percent Change from Prior Year	20%	17%	17%	29%	14%	19%	14%	13%	9%	4%	-3%	-10%	-17%

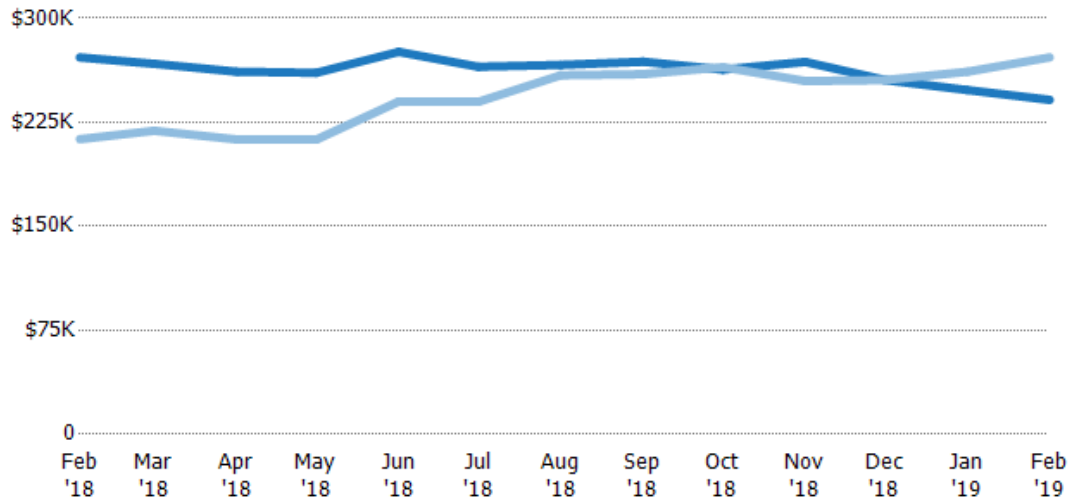
## Average Listing Price

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

Month/ Year	Price	% Chg.
Feb '19	\$241K	-11.3%
Feb '18	\$272K	27.7%
Feb '17	\$213K	13.7%



Current Year	\$272K	\$267K	\$261K	\$261K	\$276K	\$265K	\$266K	\$269K	\$263K	\$269K	\$256K	\$248K	\$241K
Prior Year	\$213K	\$219K	\$213K	\$213K	\$240K	\$240K	\$259K	\$260K	\$265K	\$255K	\$255K	\$261K	\$272K
Percent Change from Prior Year	28%	22%	23%	23%	15%	11%	3%	3%	-1%	5%	0%	-5%	-11%

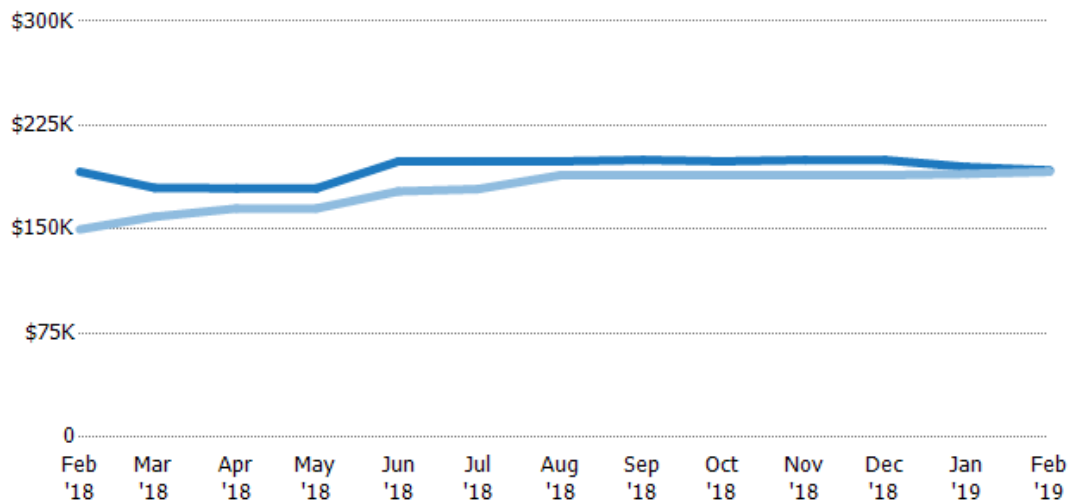
## Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Feb '19	\$193K	0.5%
Feb '18	\$191K	27.7%
Feb '17	\$150K	9.2%



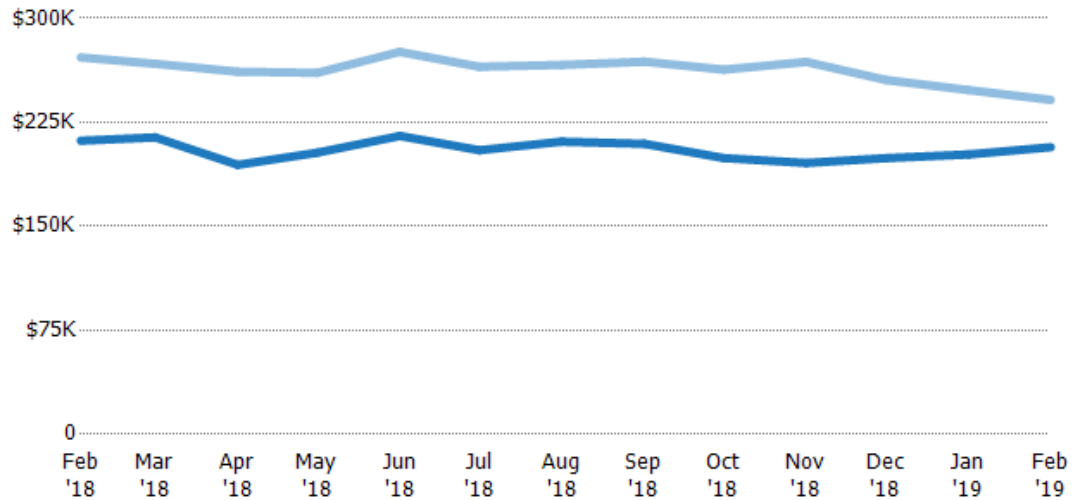
Current Year	\$191K	\$180K	\$179K	\$179K	\$199K	\$199K	\$199K	\$200K	\$199K	\$200K	\$200K	\$195K	\$193K
Prior Year	\$150K	\$159K	\$165K	\$165K	\$177K	\$179K	\$189K	\$189K	\$189K	\$189K	\$189K	\$190K	\$191K
Percent Change from Prior Year	28%	13%	9%	9%	12%	11%	5%	6%	5%	6%	6%	3%	1%

## 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

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



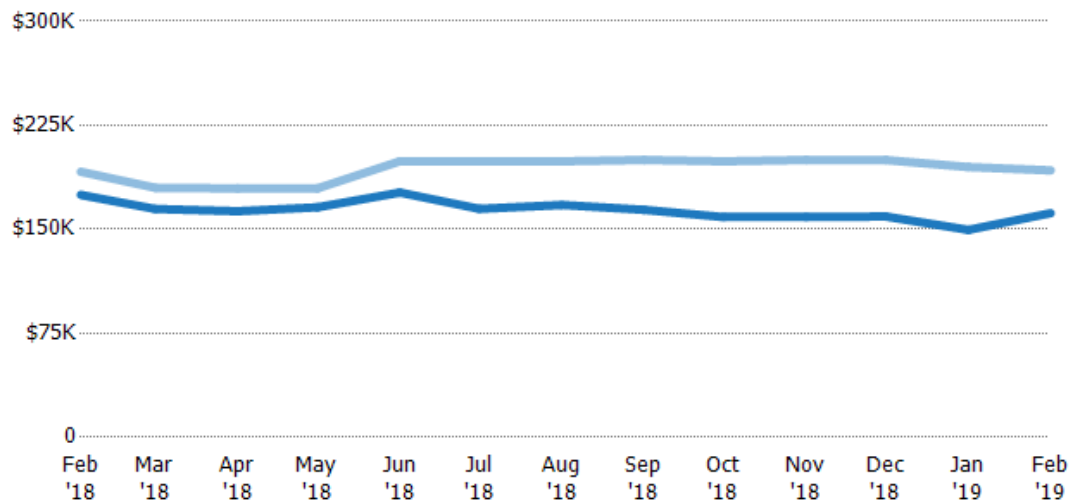
Avg Est Value	\$212K	\$214K	\$194K	\$203K	\$215K	\$205K	\$211K	\$209K	\$199K	\$196K	\$199K	\$202K	\$207K
Avg Listing Price	\$272K	\$267K	\$261K	\$261K	\$276K	\$265K	\$266K	\$269K	\$263K	\$269K	\$256K	\$248K	\$241K
Avg Listing Price as a % of Avg Est Value	128%	125%	135%	128%	128%	129%	126%	128%	132%	137%	128%	123%	117%

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



Median Est Value	\$175K	\$165K	\$163K	\$166K	\$177K	\$165K	\$168K	\$164K	\$159K	\$159K	\$159K	\$150K	\$162K
Median Listing Price	\$191K	\$180K	\$179K	\$179K	\$199K	\$199K	\$199K	\$200K	\$199K	\$200K	\$200K	\$195K	\$193K
Med Listing Price as a % of Med Est Value	110%	109%	110%	108%	113%	121%	119%	122%	125%	126%	126%	130%	119%

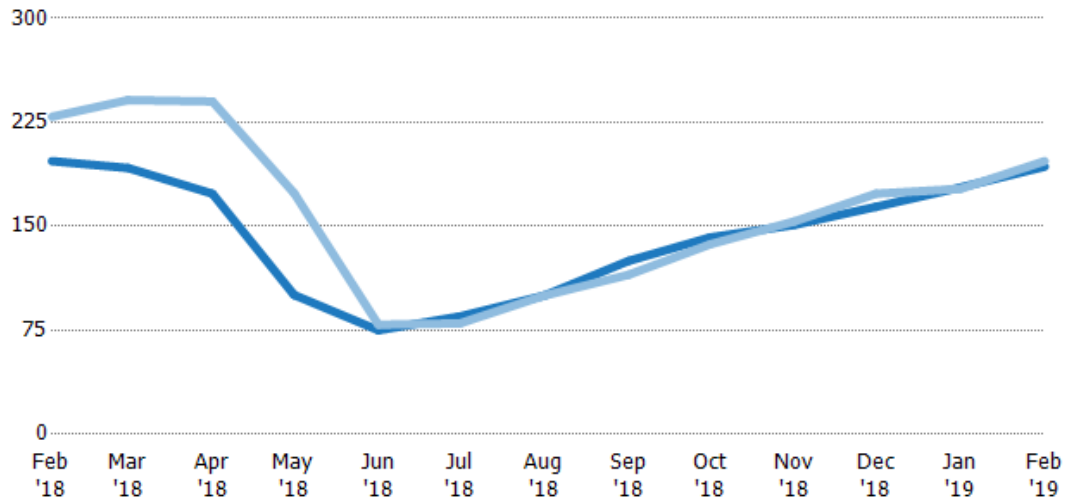
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Feb '19	193	-2%
Feb '18	197	-14%
Feb '17	229	-15.3%



Current Year	197	192	174	101	75	85	100	125	142	151	164	178	193
Prior Year	229	241	240	174	79	80	100	115	137	154	174	177	197
Percent Change from Prior Year	-14%	-20%	-28%	-42%	-5%	6%	0%	9%	4%	-2%	-5%	1%	-2%

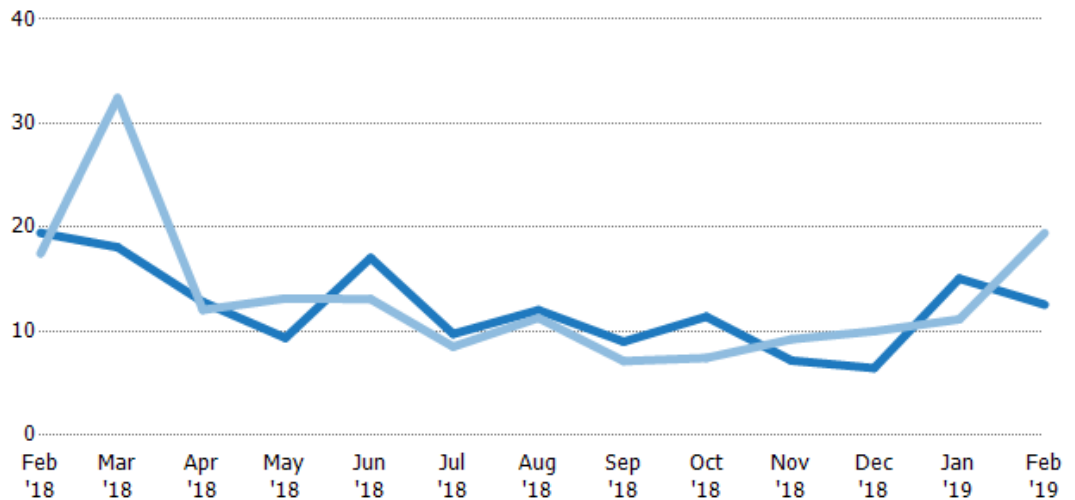
## Months of Inventory

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

### Filters Used

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

Month/ Year	Months	% Chg.
Feb '19	12.6	-35.4%
Feb '18	19.5	11.4%
Feb '17	17.5	96.6%



Current Year	19.5	18.1	12.8	9.36	17.1	9.74	12	9	11.4	7.18	6.45	15.1	12.6
Prior Year	17.5	32.4	12.1	13.2	13.1	8.52	11.3	7.13	7.43	9.23	10	11.2	19.5
Percent Change from Prior Year	11%	-44%	6%	-29%	30%	14%	7%	26%	53%	-22%	-35%	35%	-35%

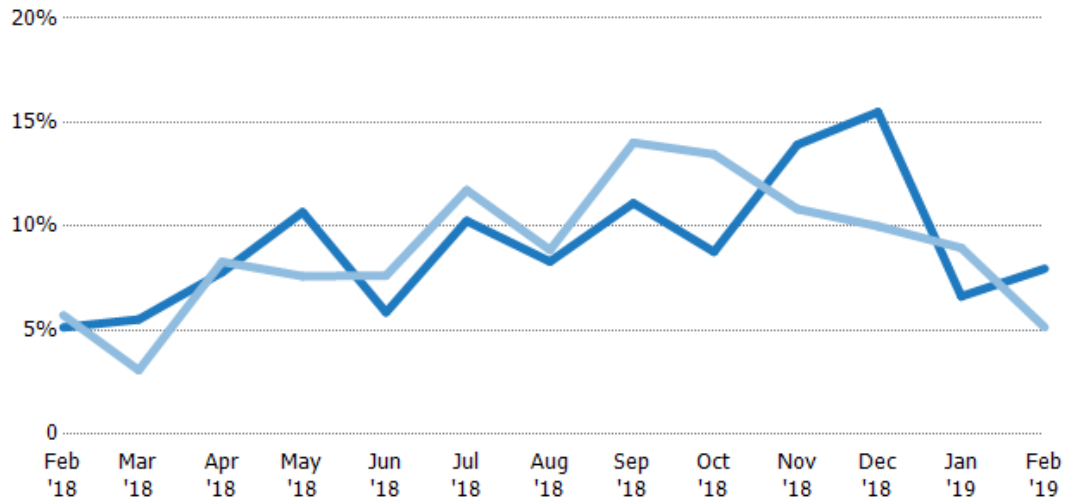
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	8%	-2.8%
Feb '18	5%	0.6%
Feb '17	6%	-49.1%



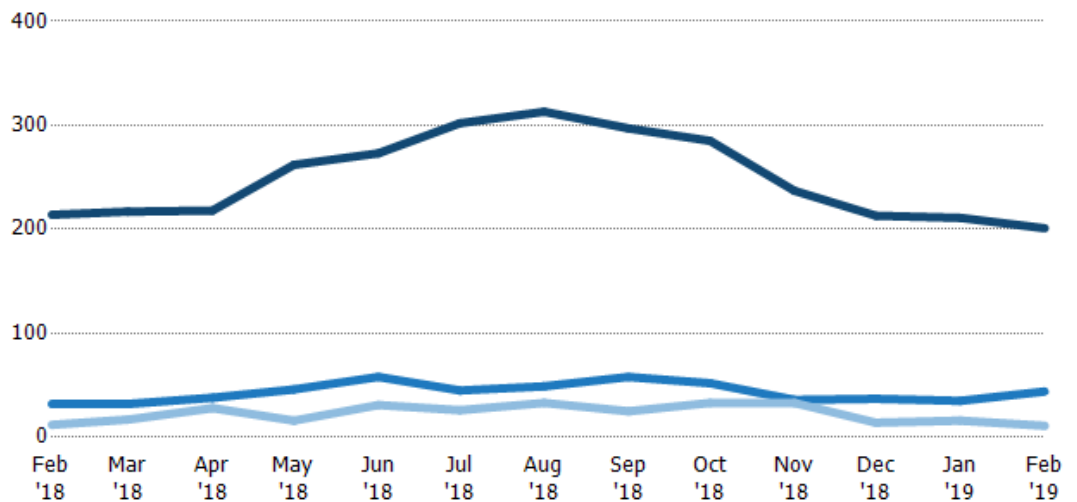
Current Year	5%	6%	8%	11%	6%	10%	8%	11%	9%	14%	15%	7%	8%
Prior Year	6%	3%	8%	8%	8%	12%	9%	14%	13%	11%	10%	9%	5%
Change from Prior Year	1%	-2%	1%	-3%	2%	1%	1%	3%	5%	-3%	-5%	2%	-3%

## Active/Pending/Sold Units

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

### Filters Used

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



Active	214	217	218	262	273	302	313	297	285	237	213	211	201
Pending	32	32	38	46	58	45	49	58	52	36	37	35	44
Sold	12	17	28	16	31	26	33	25	33	33	14	16	11

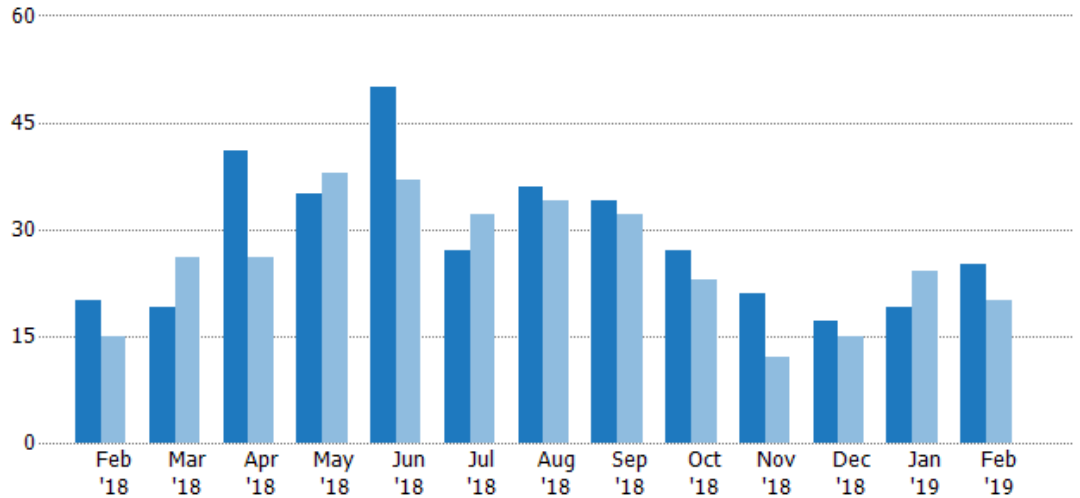
## New Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	25	25%
Feb '18	20	33.3%
Feb '17	15	13.3%



Current Year	20	19	41	35	50	27	36	34	27	21	17	19	25
Prior Year	15	26	26	38	37	32	34	32	23	12	15	24	20
Percent Change from Prior Year	33%	-27%	58%	-8%	35%	-16%	6%	6%	17%	75%	13%	-21%	25%

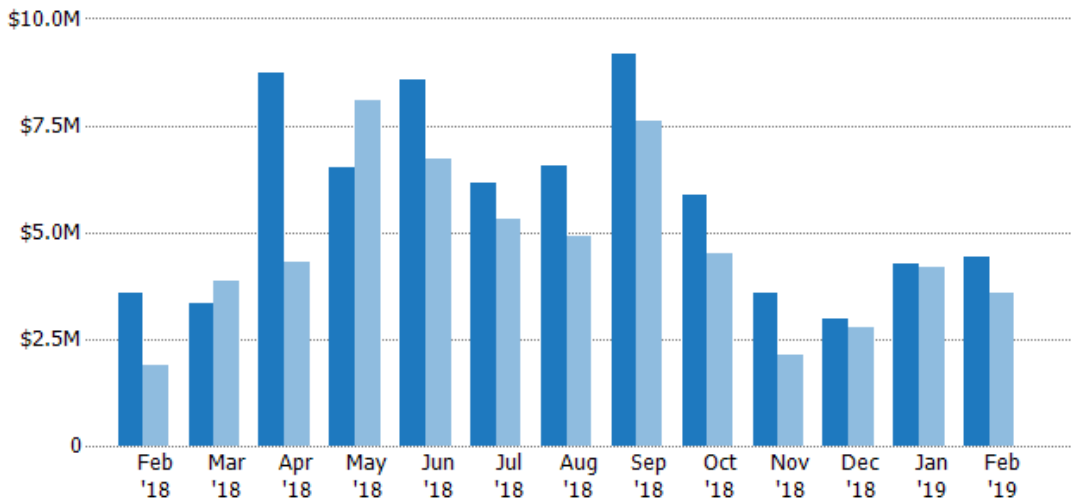
## New Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$4.43M	23.5%
Feb '18	\$3.58M	89.4%
Feb '17	\$1.89M	58.6%



Current Year	\$3.58M	\$3.32M	\$8.73M	\$6.53M	\$8.56M	\$6.15M	\$6.57M	\$9.17M	\$5.85M	\$3.58M	\$2.95M	\$4.25M	\$4.43M
Prior Year	\$1.89M	\$3.88M	\$4.32M	\$8.07M	\$6.7M	\$5.31M	\$4.89M	\$7.6M	\$4.51M	\$2.11M	\$2.75M	\$4.17M	\$3.58M
Percent Change from Prior Year	89%	-14%	102%	-19%	28%	16%	34%	21%	30%	70%	7%	2%	23%



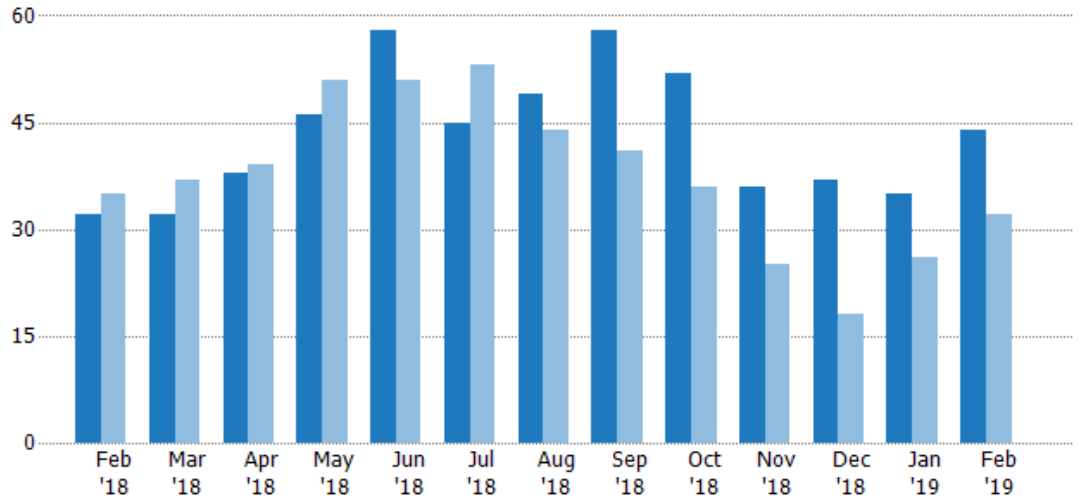
## Pending Sales

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

Month/ Year	Count	% Chg.
Feb '19	44	37.5%
Feb '18	32	-8.6%
Feb '17	35	0%



Current Year	32	32	38	46	58	45	49	58	52	36	37	35	44
Prior Year	35	37	39	51	51	53	44	41	36	25	18	26	32
Percent Change from Prior Year	-9%	-14%	-3%	-10%	14%	-15%	11%	41%	44%	44%	106%	35%	38%

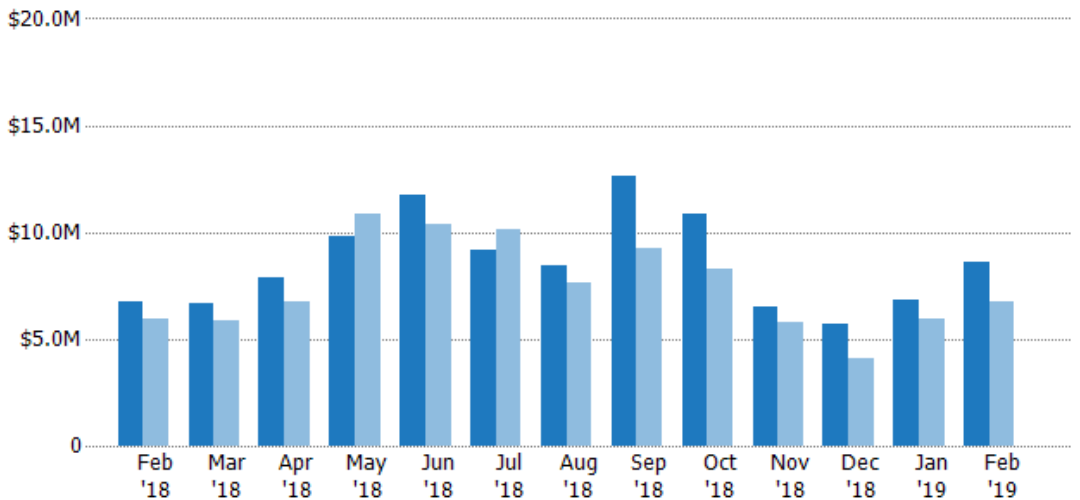
## Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Feb '19	\$8.59M	26.6%
Feb '18	\$6.78M	13.3%
Feb '17	\$5.98M	-1.1%



Current Year	\$6.78M	\$6.67M	\$7.92M	\$9.81M	\$11.8M	\$9.15M	\$8.43M	\$12.6M	\$10.9M	\$6.47M	\$5.74M	\$6.81M	\$8.59M
Prior Year	\$5.98M	\$5.89M	\$6.75M	\$10.8M	\$10.3M	\$10.2M	\$7.62M	\$9.22M	\$8.3M	\$5.81M	\$4.11M	\$5.98M	\$6.78M
Percent Change from Prior Year	13%	13%	17%	-10%	14%	-10%	11%	37%	31%	12%	40%	14%	27%

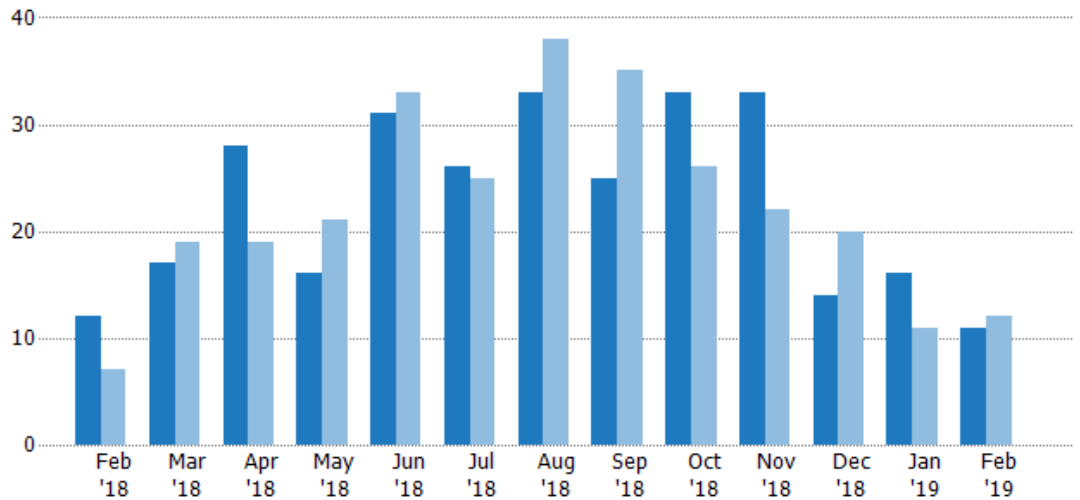
## Closed Sales

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

Month/ Year	Count	% Chg.
Feb '19	11	-8.3%
Feb '18	12	71.4%
Feb '17	7	0%



Current Year	12	17	28	16	31	26	33	25	33	33	14	16	11
Prior Year	7	19	19	21	33	25	38	35	26	22	20	11	12
Percent Change from Prior Year	71%	-11%	47%	-24%	-6%	4%	-13%	-29%	27%	50%	-30%	45%	-8%

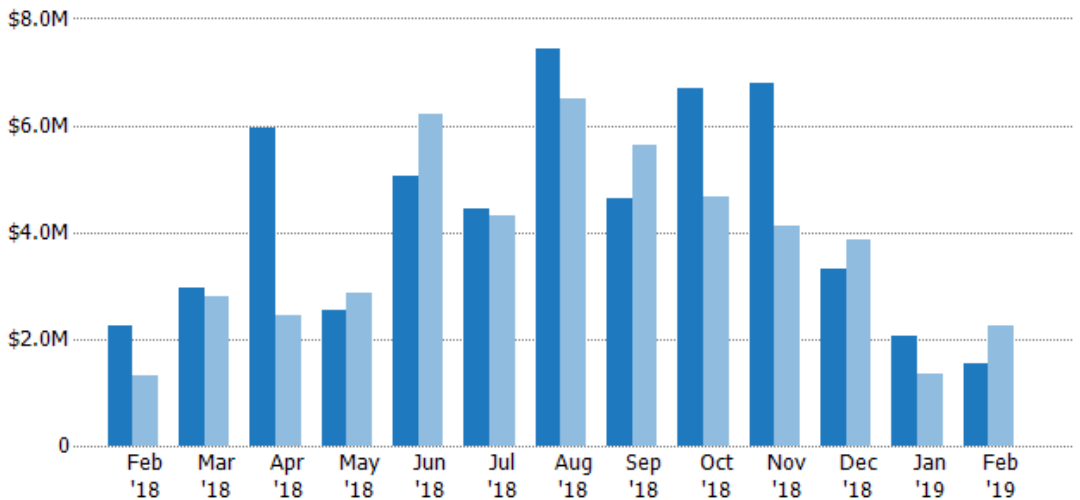
## Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Feb '19	\$1.55M	-31.5%
Feb '18	\$2.26M	72.8%
Feb '17	\$1.31M	-43.8%



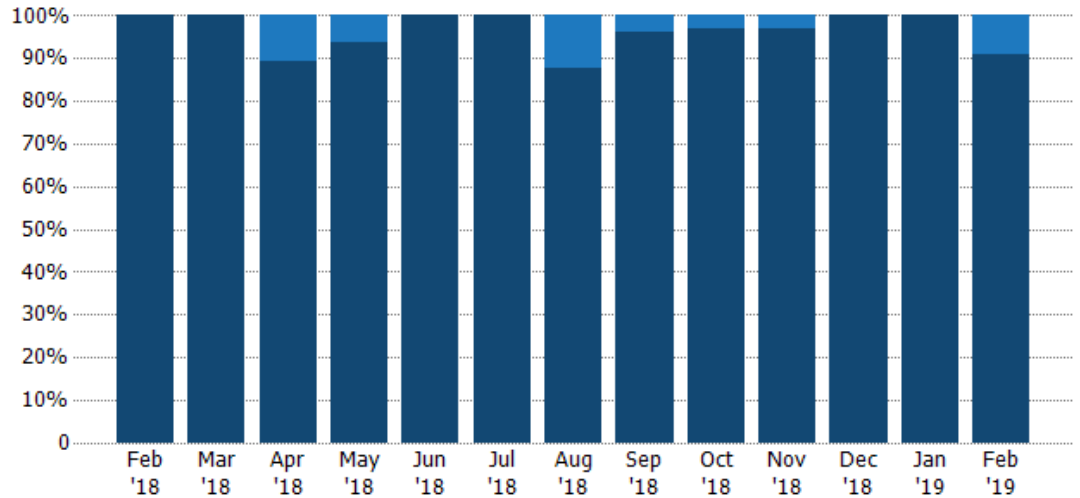
Current Year	\$2.26M	\$2.94M	\$5.97M	\$2.54M	\$5.05M	\$4.45M	\$7.45M	\$4.62M	\$6.69M	\$6.79M	\$3.31M	\$2.04M	\$1.55M
Prior Year	\$1.31M	\$2.78M	\$2.45M	\$2.87M	\$6.22M	\$4.31M	\$6.5M	\$5.62M	\$4.68M	\$4.11M	\$3.85M	\$1.36M	\$2.26M
Percent Change from Prior Year	73%	6%	144%	-12%	-19%	3%	15%	-18%	43%	65%	-14%	50%	-32%

## 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	-	-	11%	6%	-	-	12%	4%	3%	3%	-	-	9%
Single Family Residence	100%	100%	89%	94%	100%	100%	88%	96%	97%	97%	100%	100%	91%

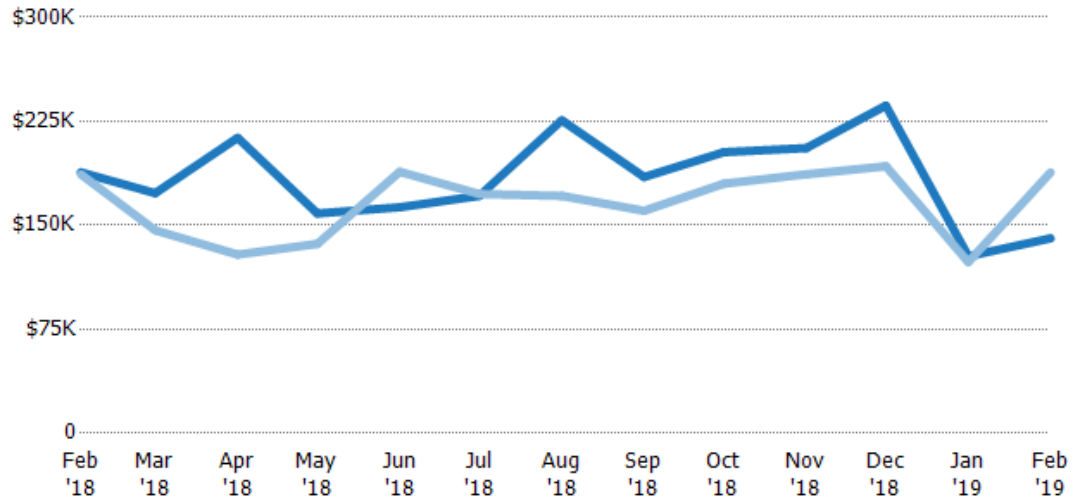
## Average Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$141K	-25.3%
Feb '18	\$188K	0.8%
Feb '17	\$187K	-43.8%



Current Year	\$188K	\$173K	\$213K	\$159K	\$163K	\$171K	\$226K	\$185K	\$203K	\$206K	\$236K	\$128K	\$141K
Prior Year	\$187K	\$146K	\$129K	\$137K	\$189K	\$173K	\$171K	\$160K	\$180K	\$187K	\$193K	\$123K	\$188K
Percent Change from Prior Year	1%	18%	65%	16%	-14%	-1%	32%	15%	13%	10%	23%	3%	-25%

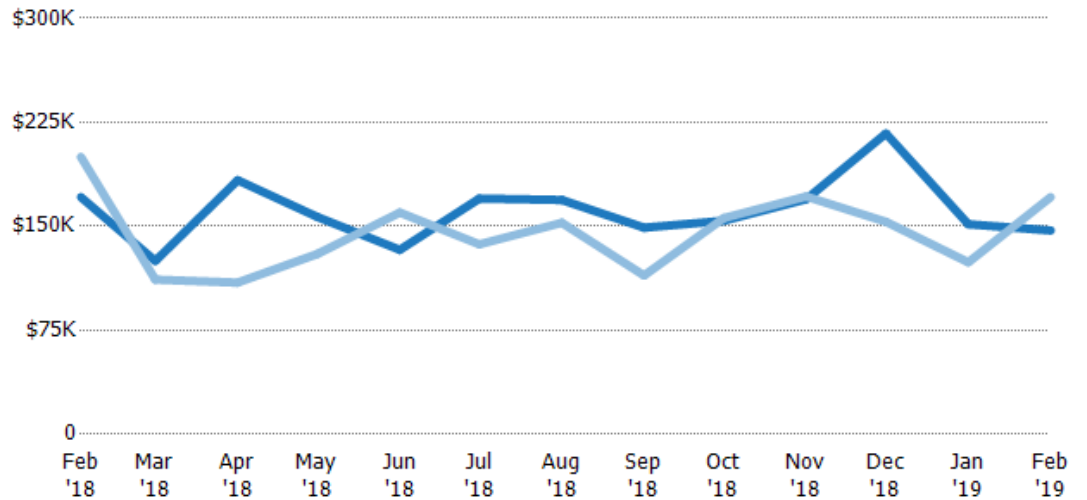
## Median Sales Price

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

### Filters Used

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

Month/ Year	Price	% Chg.
Feb '19	\$147K	-14%
Feb '18	\$171K	-14.5%
Feb '17	\$200K	-51%



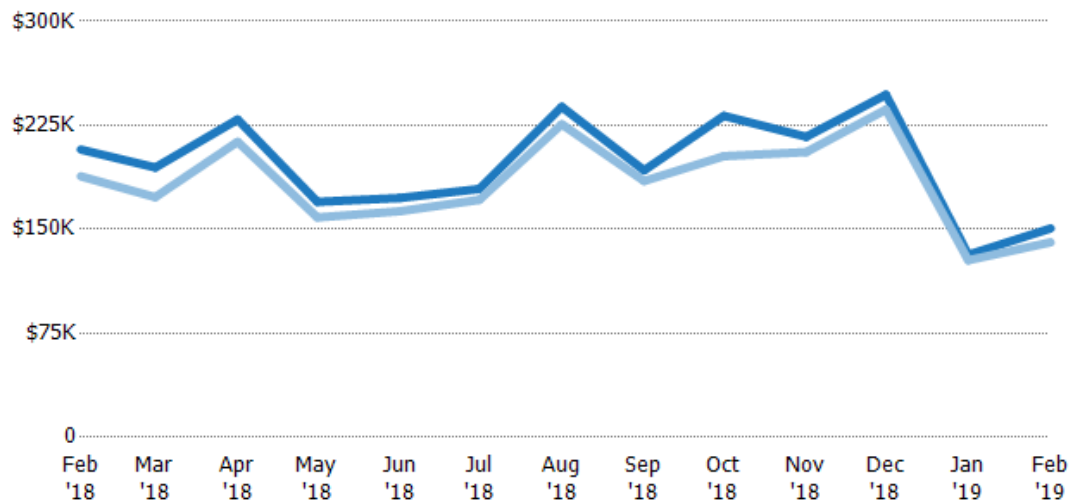
Current Year	\$171K	\$125K	\$183K	\$157K	\$133K	\$170K	\$169K	\$149K	\$154K	\$170K	\$217K	\$152K	\$147K
Prior Year	\$200K	\$112K	\$109K	\$130K	\$160K	\$137K	\$153K	\$115K	\$156K	\$172K	\$153K	\$124K	\$171K
Percent Change from Prior Year	-15%	12%	68%	21%	-17%	24%	11%	30%	-1%	-1%	42%	22%	-14%

## 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

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



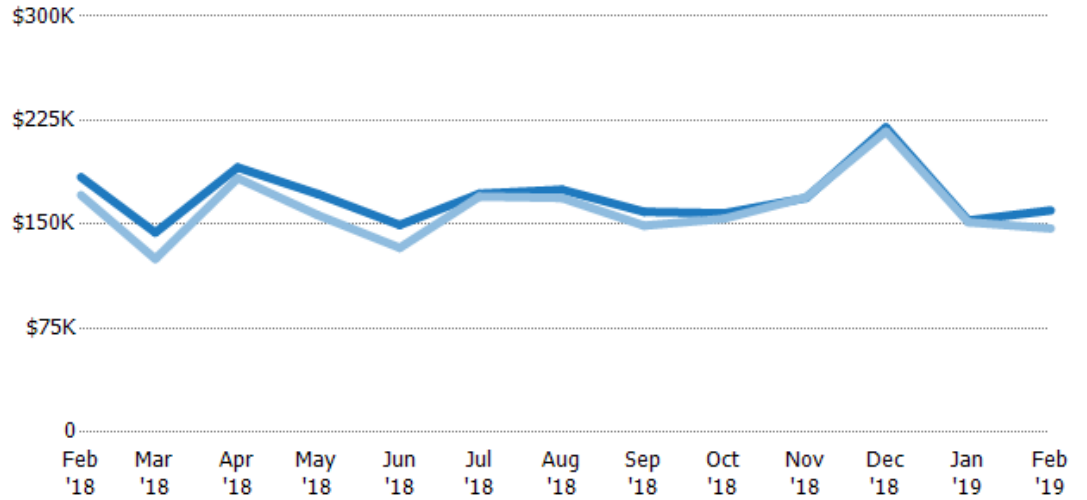
Avg List Price	\$207K	\$195K	\$229K	\$170K	\$173K	\$179K	\$238K	\$192K	\$232K	\$217K	\$247K	\$132K	\$151K
Avg Sales Price	\$188K	\$173K	\$213K	\$159K	\$163K	\$171K	\$226K	\$185K	\$203K	\$206K	\$236K	\$128K	\$141K
Avg Sales Price as a % of Avg List Price	91%	89%	93%	93%	94%	96%	95%	96%	87%	95%	96%	97%	93%

## 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



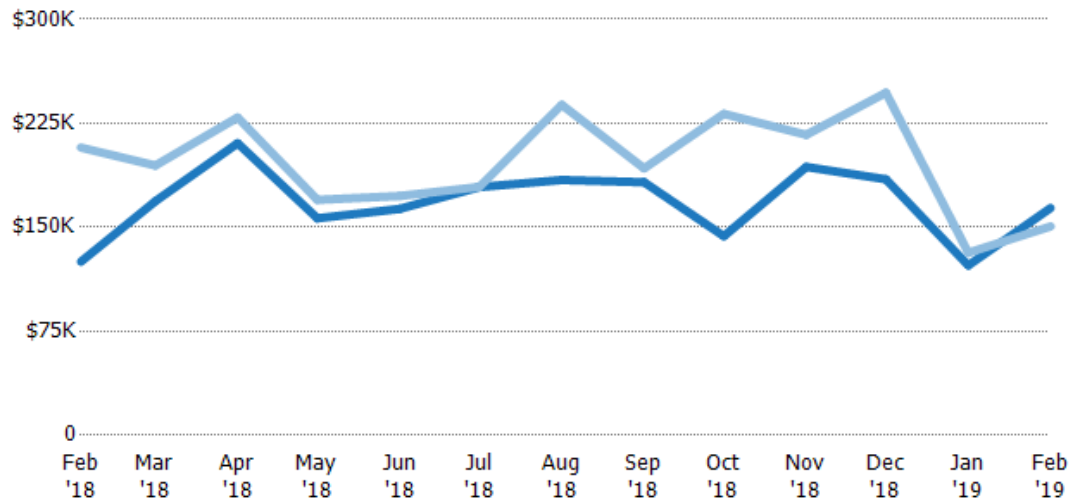
Median List Price	\$184K	\$144K	\$191K	\$172K	\$150K	\$172K	\$175K	\$159K	\$158K	\$169K	\$220K	\$153K	\$160K
Median Sales Price	\$171K	\$125K	\$183K	\$157K	\$133K	\$170K	\$169K	\$149K	\$154K	\$170K	\$217K	\$152K	\$147K
Med Sales Price as a % of Med List Price	93%	87%	96%	91%	89%	99%	97%	94%	98%	100%	99%	99%	92%

## 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.

### Filters Used

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



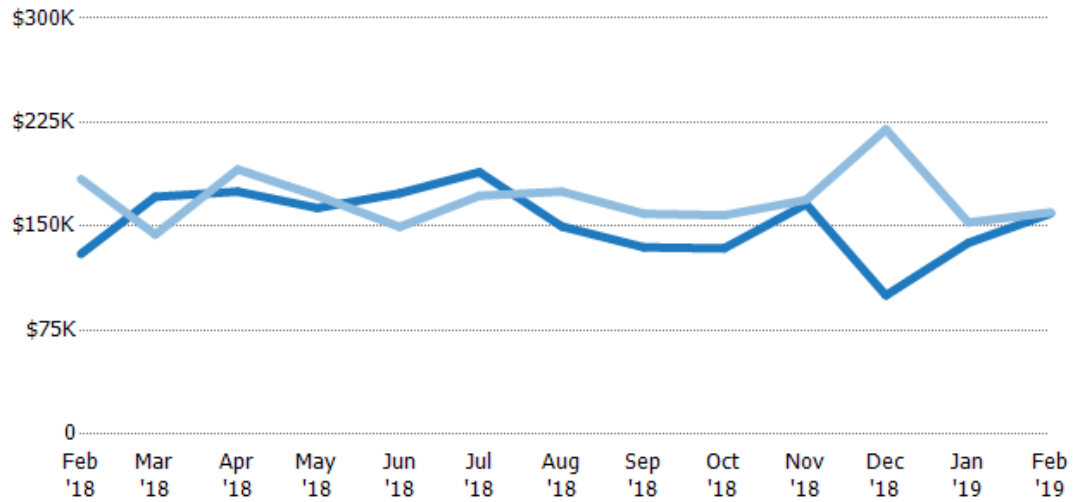
Avg Est Value	\$125K	\$169K	\$211K	\$156K	\$163K	\$179K	\$184K	\$183K	\$144K	\$193K	\$185K	\$123K	\$164K
Avg Sales Price	\$207K	\$195K	\$229K	\$170K	\$173K	\$179K	\$238K	\$192K	\$232K	\$217K	\$247K	\$132K	\$151K
Avg Sales Price as a % of Avg Est Value	166%	115%	109%	108%	106%	100%	129%	105%	161%	112%	134%	107%	92%

## 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



Median Est Value	\$130K	\$171K	\$175K	\$163K	\$174K	\$189K	\$150K	\$135K	\$134K	\$166K	\$100K	\$138K	\$159K
Median Sales Price	\$184K	\$144K	\$191K	\$172K	\$150K	\$172K	\$175K	\$159K	\$158K	\$169K	\$220K	\$153K	\$160K
Med Sales Price as a % of Med Est Value	142%	84%	109%	105%	86%	91%	117%	118%	118%	102%	220%	111%	101%