

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	31	-32.3%	77	81	-4.9%
New Listing Volume	\$4,804,950	\$5,338,750	-10%	\$15,724,305	\$18,763,400	-16.2%
Active Listing Count	188	235	-20%	N/A	N/A	
Active Listing Volume	\$45,072,805	\$60,656,150	-25.7%	N/A	N/A	
Average Listing Price	\$239,749	\$258,111	-7.1%	\$241,158	\$256,759	-6.1%
Median Listing Price	\$193,700	\$179,000	+8.2%	\$190,907	\$184,694	+3.4%
Median Days in RPR	220.5	199	+10.8%	197.82	196.27	+0.8%
Months of Inventory	15.7	16.8	-6.7%	14	15.4	-9.4%
Absorption Rate	6.38%	5.96%	+0.4%	7.15%	6.48%	+0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	33	20	+65%	66	66	+/-
New Pending Sales Volume	\$6,923,150	\$3,587,000	+93%	\$13,083,449	\$11,605,499	+12.7%
Pending Sales Count	51	37	+37.8%	N/A	N/A	
Pending Sales Volume	\$10,405,050	\$7,491,800	+38.9%	N/A	N/A	
Closed Sales Count	16	18	-11.1%	44	44	+/-
Closed Sales Volume	\$2,879,400	\$3,120,800	-7.7%	\$6,963,525	\$7,331,700	-5%
Average Sales Price	\$179,963	\$173,378	+3.8%	\$158,262	\$166,630	-5%
Median Sales Price	\$138,450	\$134,500	+2.9%	\$147,300	\$144,750	+1.8%

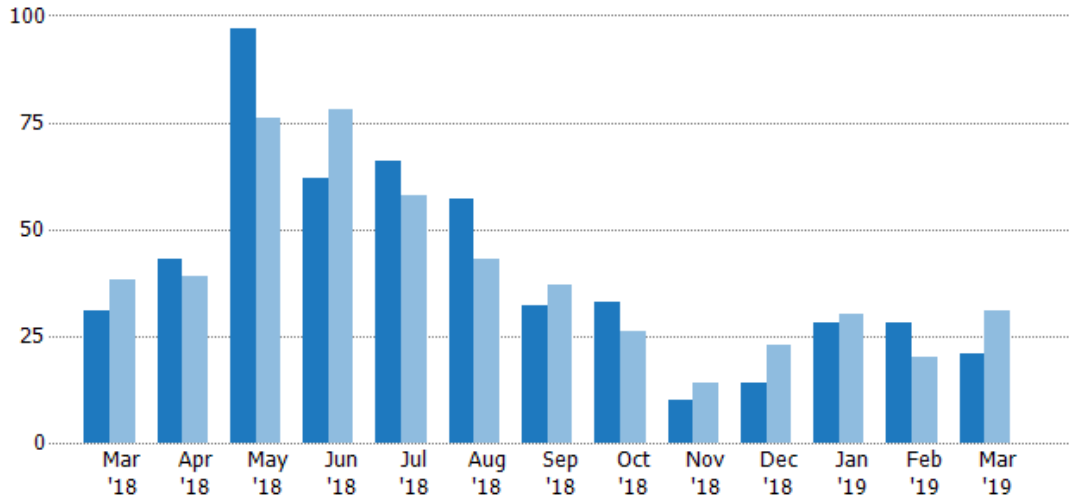
New Listings

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.
Mar '19	21	-32.3%
Mar '18	31	-18.4%
Mar '17	38	-5.3%



Current Year	31	43	97	62	66	57	32	33	10	14	28	28	21
Prior Year	38	39	76	78	58	43	37	26	14	23	30	20	31
Percent Change from Prior Year	-18%	10%	28%	-21%	14%	33%	-14%	27%	-29%	-39%	-7%	40%	-32%

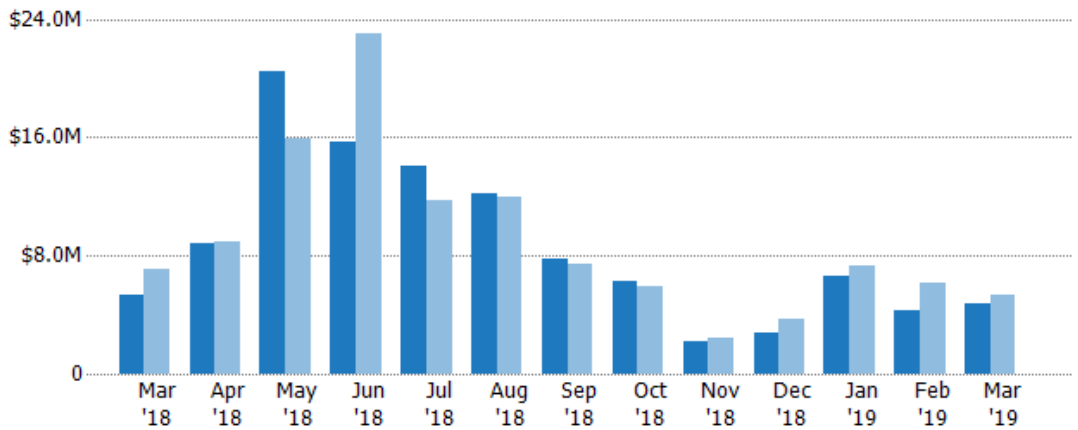
New Listing Volume

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.
Mar '19	\$4.8M	-10%
Mar '18	\$5.34M	-24.1%
Mar '17	\$7.03M	-15.6%



Current Year	\$5.34M	\$8.79M	\$20.5M	\$15.7M	\$14.1M	\$12.2M	\$7.8M	\$6.24M	\$2.17M	\$2.77M	\$6.58M	\$4.34M	\$4.8M
Prior Year	\$7.03M	\$8.94M	\$15.9M	\$23M	\$11.8M	\$11.9M	\$7.47M	\$5.9M	\$2.46M	\$3.74M	\$7.3M	\$6.12M	\$5.34M
Percent Change from Prior Year	-24%	-2%	29%	-32%	19%	2%	4%	6%	-12%	-26%	-10%	-29%	-10%

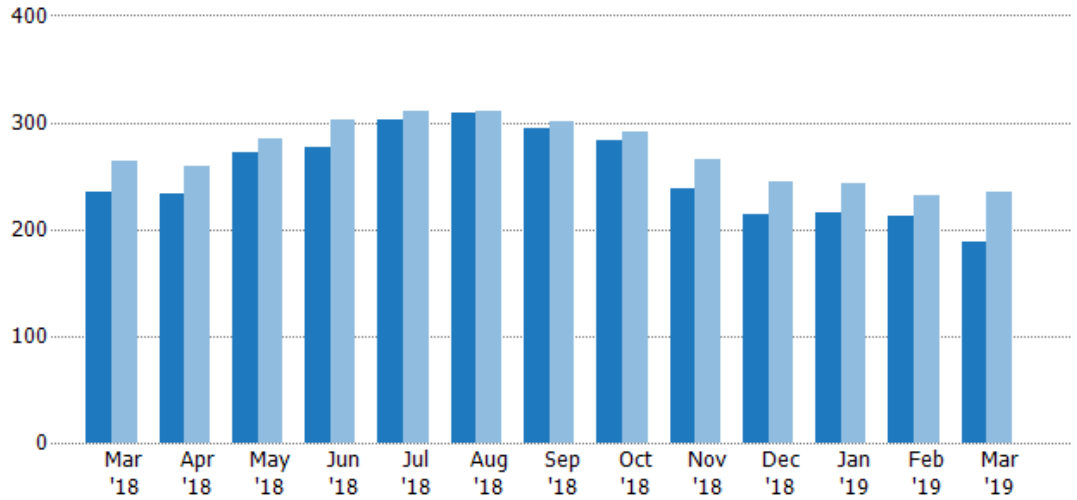
Active Listings

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.
Mar '19	188	-20%
Mar '18	235	-11%
Mar '17	264	-3%



Current Year	235	233	272	276	302	309	295	283	238	214	215	212	188
Prior Year	264	259	285	303	311	311	301	291	266	245	243	232	235
Percent Change from Prior Year	-11%	-10%	-5%	-9%	-3%	-1%	-2%	-3%	-11%	-13%	-12%	-9%	-20%

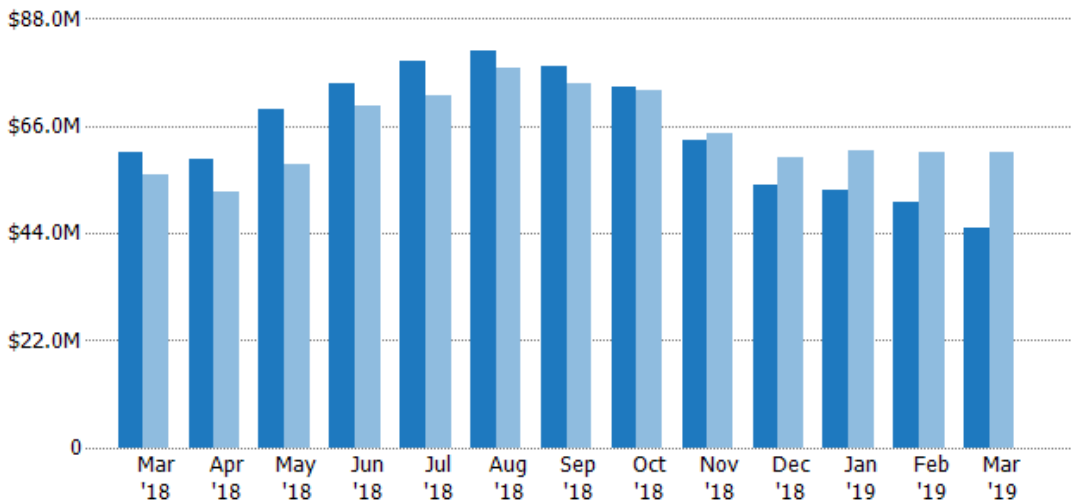
Active Listing Volume

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.
Mar '19	\$45.1M	-25.7%
Mar '18	\$60.7M	8.4%
Mar '17	\$55.9M	4.7%



Current Year	\$60.7M	\$59.4M	\$69.5M	\$74.8M	\$79.2M	\$81.6M	\$78.2M	\$73.9M	\$63.1M	\$54M	\$52.7M	\$50.5M	\$45.1M
Prior Year	\$55.9M	\$52.6M	\$58.3M	\$70.3M	\$72.2M	\$77.8M	\$74.8M	\$73.3M	\$64.7M	\$59.6M	\$61M	\$60.6M	\$60.7M
Percent Change from Prior Year	8%	13%	19%	6%	10%	5%	4%	1%	-2%	-9%	-14%	-17%	-26%

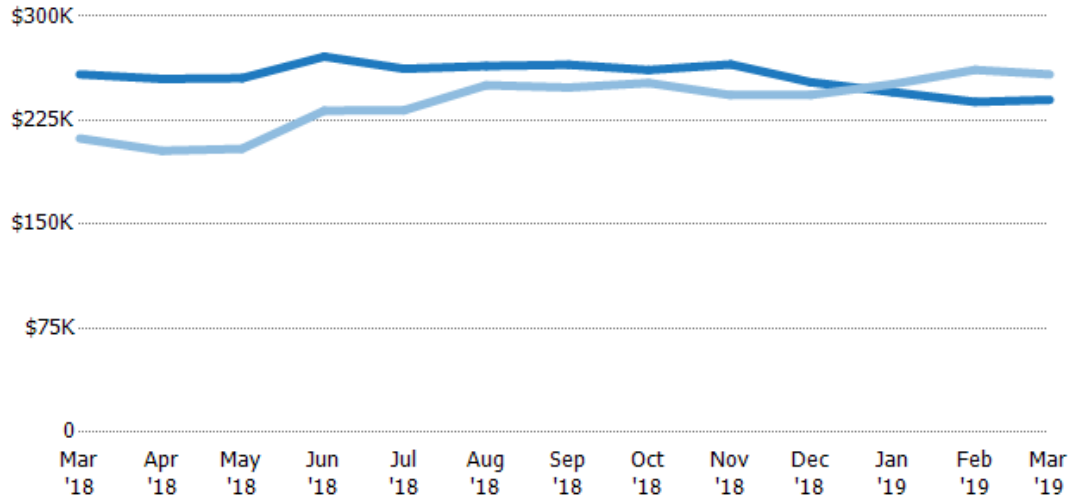
Average Listing Price

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.
Mar '19	\$240K	-7.1%
Mar '18	\$258K	21.8%
Mar '17	\$212K	8%



Current Year	\$258K	\$255K	\$255K	\$271K	\$262K	\$264K	\$265K	\$261K	\$265K	\$252K	\$245K	\$238K	\$240K
Prior Year	\$212K	\$203K	\$204K	\$232K	\$232K	\$250K	\$249K	\$252K	\$243K	\$243K	\$251K	\$261K	\$258K
Percent Change from Prior Year	22%	26%	25%	17%	13%	6%	7%	4%	9%	4%	-2%	-9%	-7%

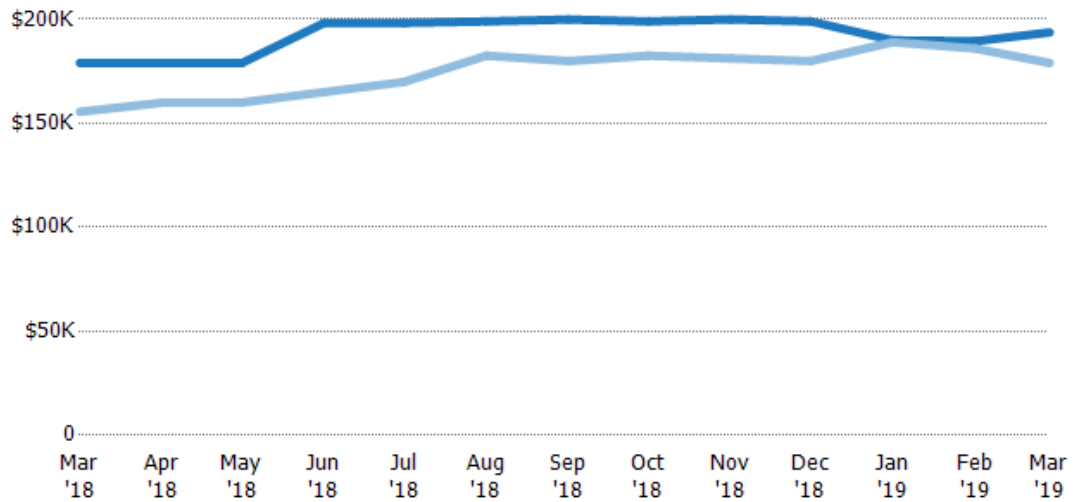
Median Listing Price

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.
Mar '19	\$194K	8.2%
Mar '18	\$179K	15.1%
Mar '17	\$156K	7.1%



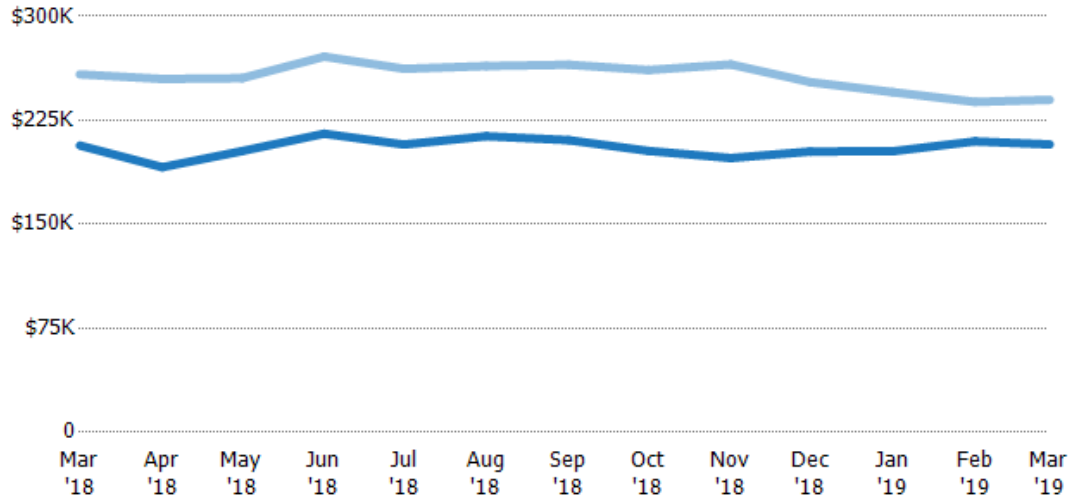
Current Year	\$179K	\$179K	\$179K	\$198K	\$198K	\$199K	\$200K	\$199K	\$200K	\$199K	\$190K	\$189K	\$194K
Prior Year	\$156K	\$160K	\$160K	\$165K	\$170K	\$183K	\$180K	\$183K	\$181K	\$180K	\$189K	\$186K	\$179K
Percent Change from Prior Year	15%	12%	12%	20%	17%	9%	11%	9%	10%	11%	0%	2%	8%

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



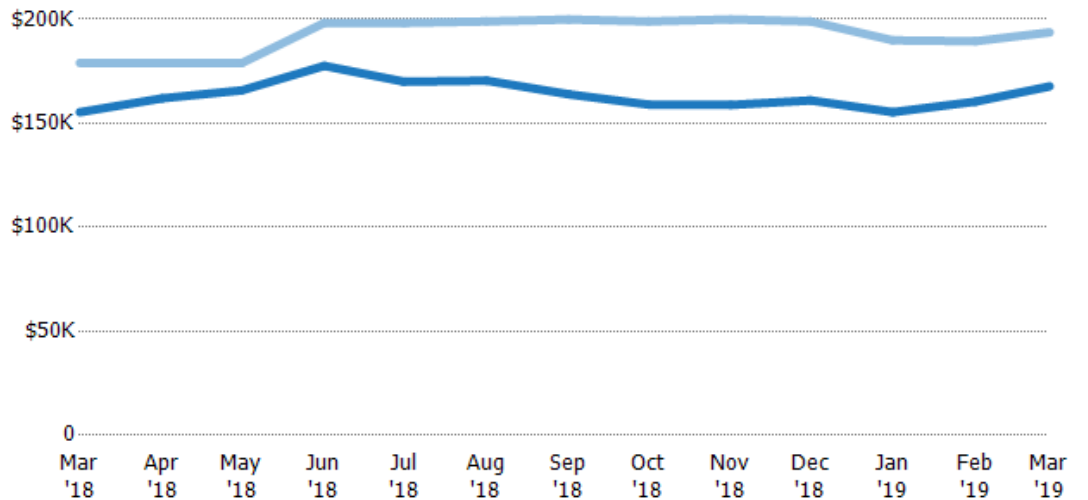
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$207K	\$191K	\$203K	\$215K	\$208K	\$213K	\$211K	\$203K	\$198K	\$202K	\$203K	\$210K	\$208K
Avg Listing Price	\$258K	\$255K	\$255K	\$271K	\$262K	\$264K	\$265K	\$261K	\$265K	\$252K	\$245K	\$238K	\$240K
Avg Listing Price as a % of Avg Est Value	125%	133%	126%	126%	126%	124%	126%	129%	134%	125%	121%	114%	116%

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



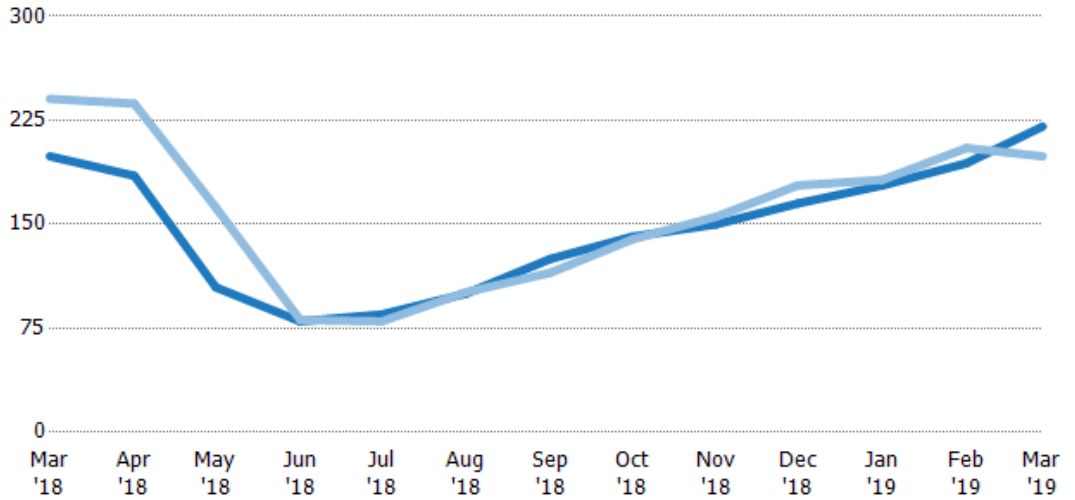
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$155K	\$162K	\$166K	\$178K	\$170K	\$171K	\$164K	\$159K	\$159K	\$161K	\$155K	\$160K	\$168K
Median Listing Price	\$179K	\$179K	\$179K	\$198K	\$198K	\$199K	\$200K	\$199K	\$200K	\$199K	\$190K	\$189K	\$194K
Med Listing Price as a % of Med Est Value	115%	110%	108%	112%	117%	117%	122%	125%	126%	124%	122%	118%	115%

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.
Mar '19	221	10.8%
Mar '18	199	-17.3%
Mar '17	241	-11.4%

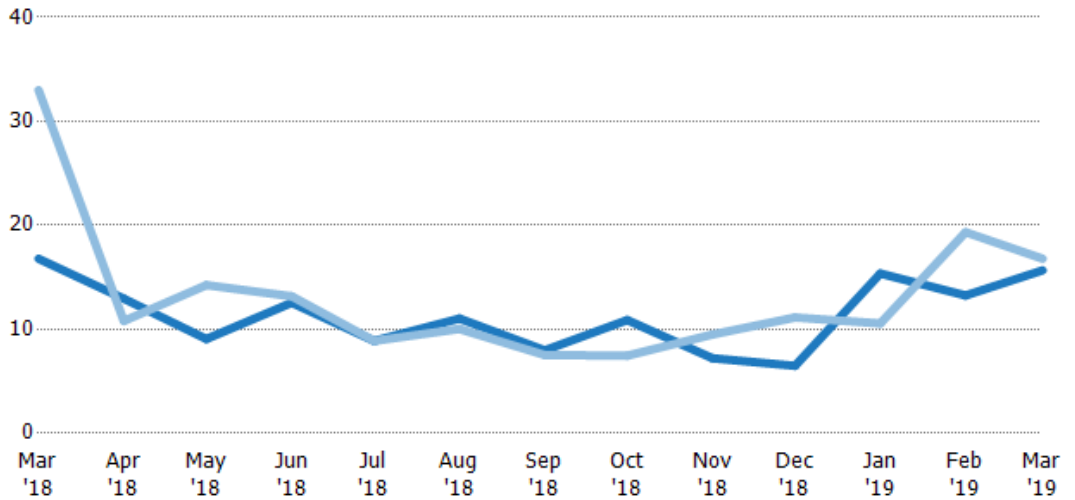
Current Year	199	185	105	80	85	100	125	141	150	165	178	194	221
Prior Year	241	237	162	81	80	101	115	139	156	178	182	205	199
Percent Change from Prior Year	-17%	-22%	-35%	-1%	6%	-1%	9%	1%	-4%	-7%	-2%	-5%	11%

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.
Mar '19	15.7	-6.7%
Mar '18	16.8	-49.1%
Mar '17	33	-3%

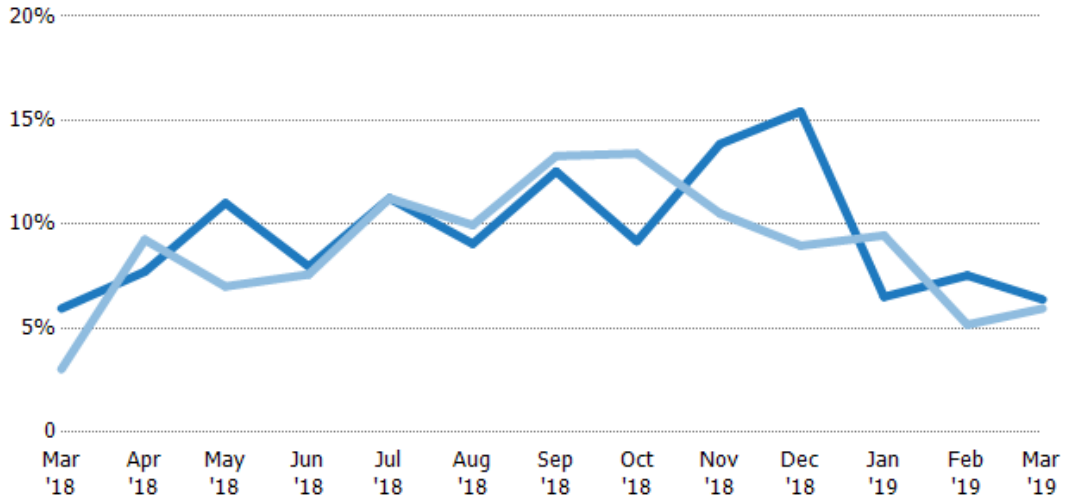
Current Year	16.8	12.9	9.07	12.5	8.88	11	7.97	10.9	7.21	6.48	15.4	13.3	15.7
Prior Year	33	10.8	14.3	13.2	8.89	10	7.53	7.46	9.5	11.1	10.6	19.3	16.8
Percent Change from Prior Year	-49%	20%	-36%	-5%	0%	10%	6%	46%	-24%	-42%	45%	-31%	-7%

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.
Mar '19	6%	-0.4%
Mar '18	6%	-2.9%
Mar '17	3%	3%

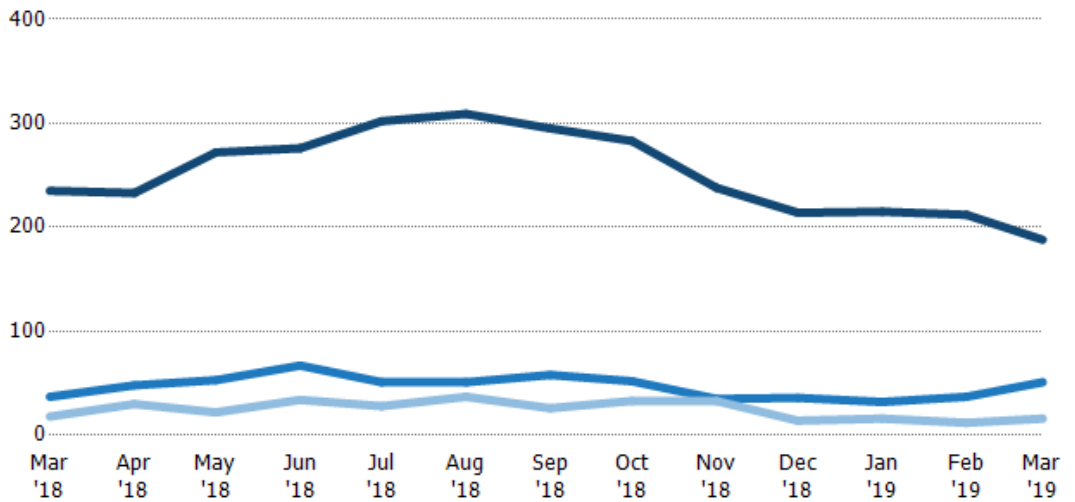
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	6%	8%	11%	8%	11%	9%	13%	9%	14%	15%	7%	8%	6%
Prior Year	3%	9%	7%	8%	11%	10%	13%	13%	11%	9%	9%	5%	6%
Change from Prior Year	-3%	2%	-4%	0%	0%	1%	1%	4%	-3%	-6%	3%	-2%	0%

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



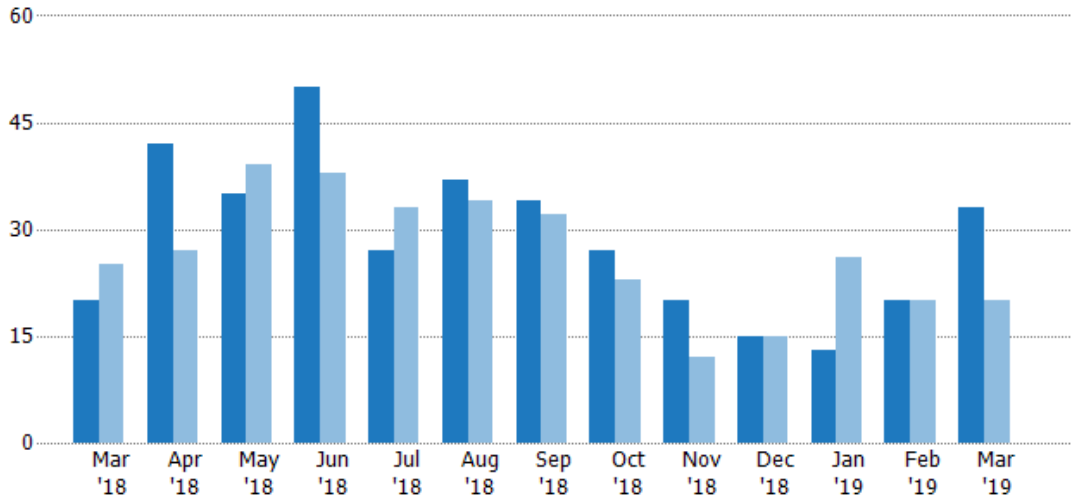
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	235	233	272	276	302	309	295	283	238	214	215	212	188
Pending	37	48	53	67	51	51	58	52	35	36	32	37	51
Sold	18	30	22	34	28	37	26	33	33	14	16	12	16

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



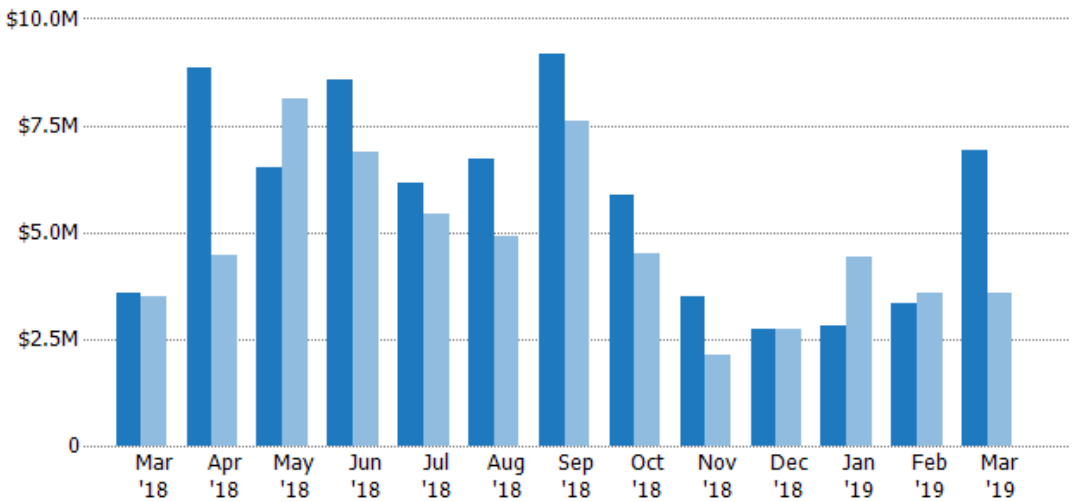
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	33	20	65%
Mar '18	20	25	-20%
Mar '17	25	38	-32%

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



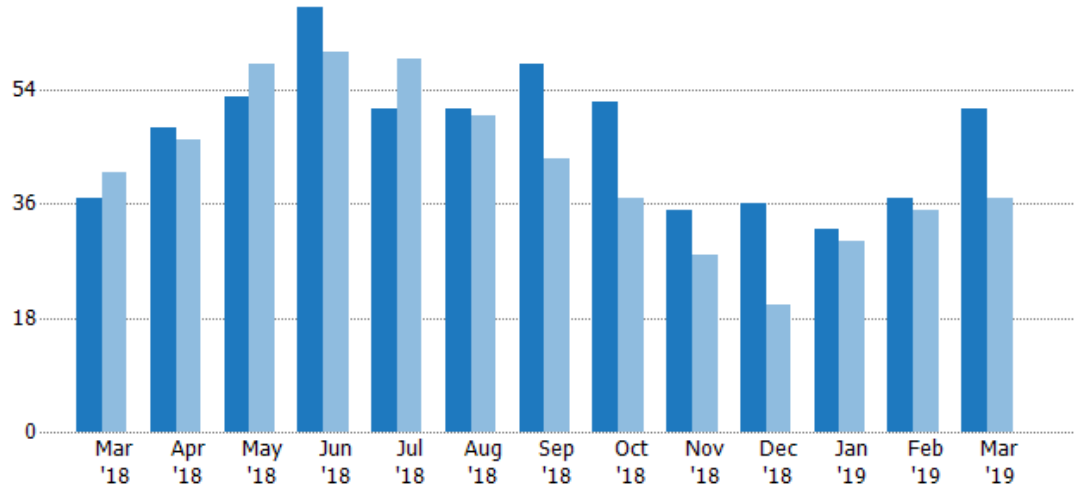
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$6.92M	\$3.59M	93%
Mar '18	\$3.59M	\$4.44M	2.9%
Mar '17	\$3.49M	\$8.14M	-31.1%

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



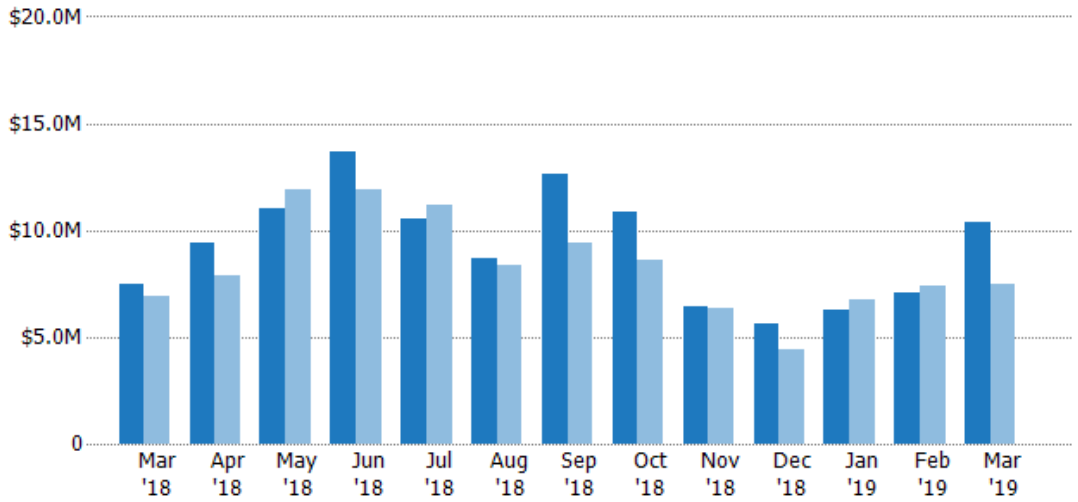
Month/Year	Count	% Chg.
Mar '19	51	37.8%
Mar '18	37	-9.8%
Mar '17	41	-9.8%

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.
Mar '19	\$10.4M	38.9%
Mar '18	\$7.49M	8.9%
Mar '17	\$6.88M	-12.6%

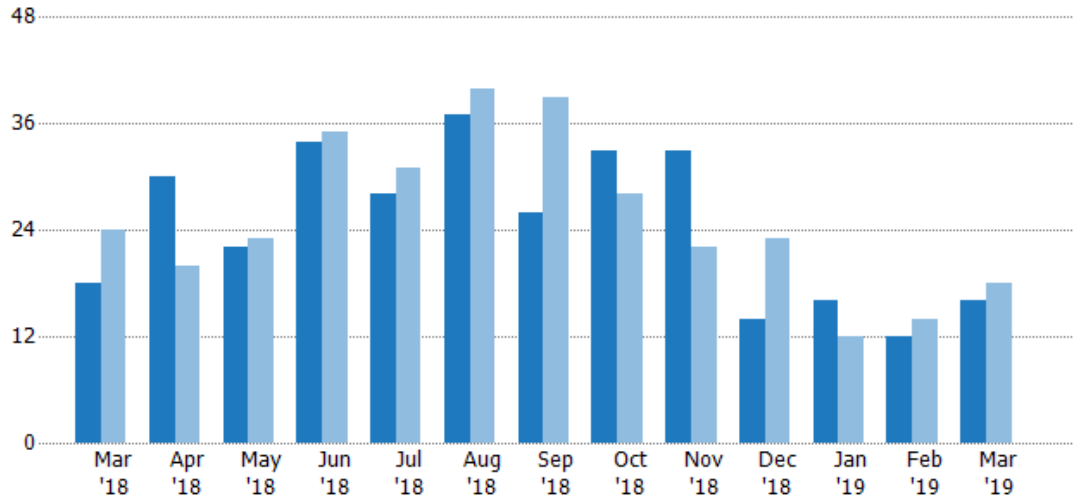
Closed Sales

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.
Mar '19	16	-11.1%
Mar '18	18	-25%
Mar '17	24	-16.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	18	30	22	34	28	37	26	33	33	14	16	12	16
Prior Year	24	20	23	35	31	40	39	28	22	23	12	14	18
Percent Change from Prior Year	-25%	50%	-4%	-3%	-10%	-8%	-33%	18%	50%	-39%	33%	-14%	-11%

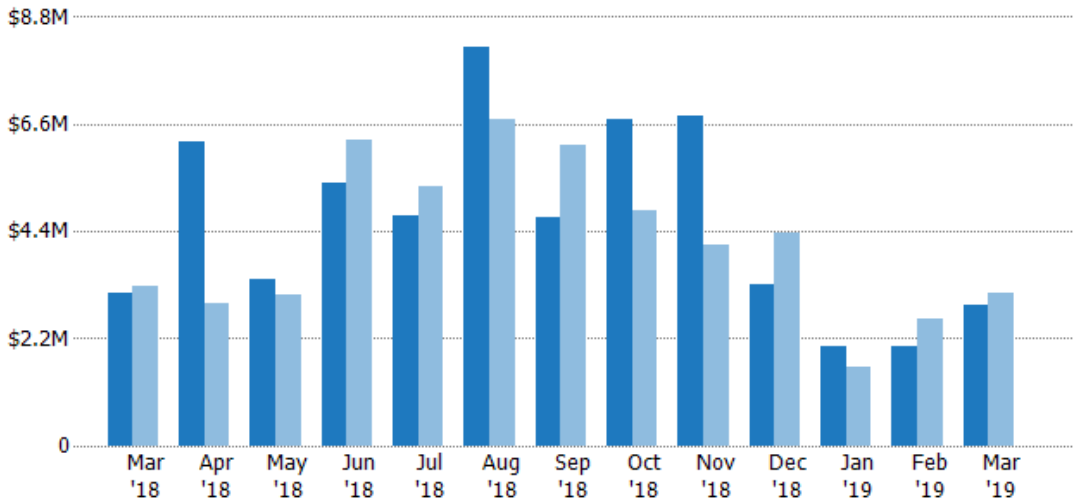
Closed Sales Volume

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.
Mar '19	\$2.88M	-7.7%
Mar '18	\$3.12M	-4.8%
Mar '17	\$3.28M	0.7%



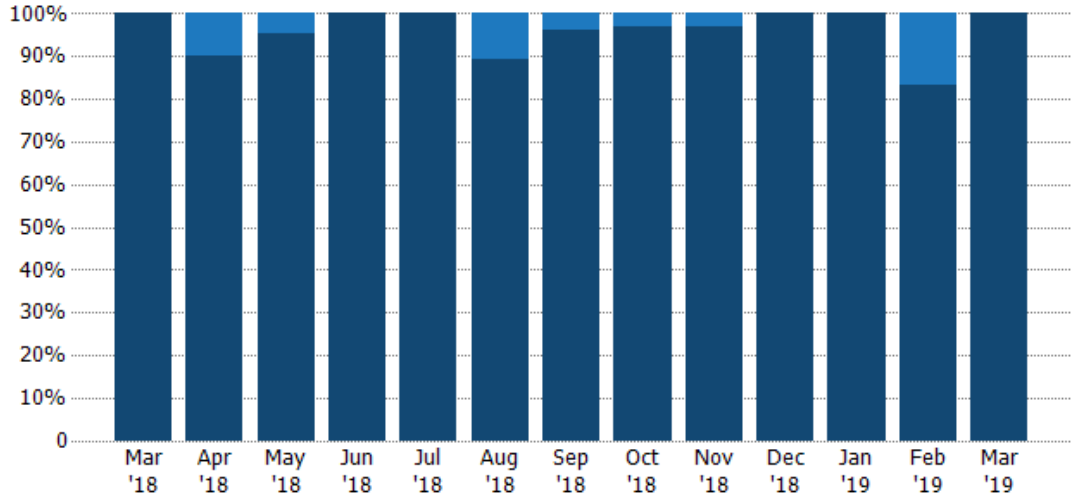
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$3.12M	\$6.25M	\$3.4M	\$5.39M	\$4.71M	\$8.19M	\$4.67M	\$6.69M	\$6.79M	\$3.31M	\$2.04M	\$2.04M	\$2.88M
Prior Year	\$3.28M	\$2.91M	\$3.11M	\$6.28M	\$5.33M	\$6.71M	\$6.17M	\$4.83M	\$4.11M	\$4.38M	\$1.61M	\$2.6M	\$3.12M
Percent Change from Prior Year	-5%	115%	9%	-14%	-12%	22%	-24%	38%	65%	-25%	27%	-22%	-8%

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



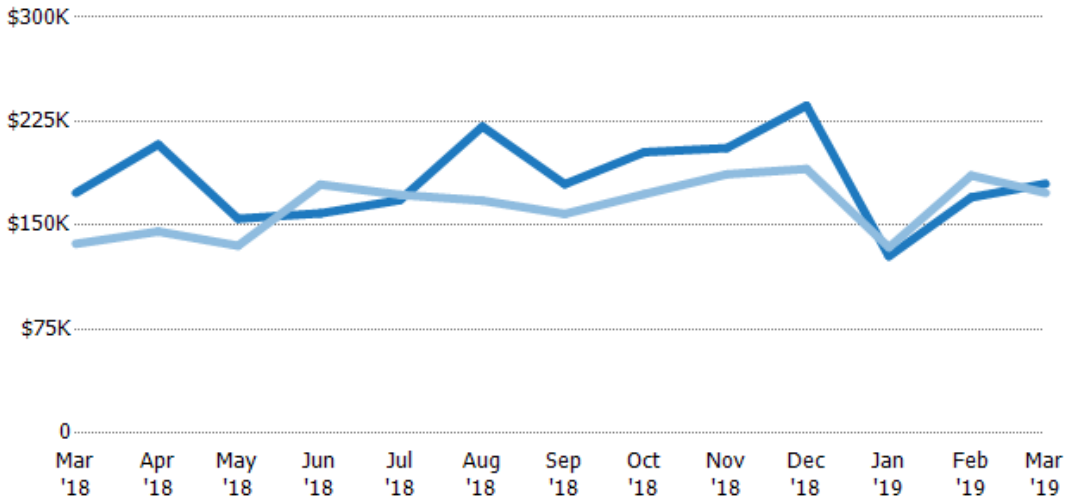
Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Condo/Townhouse	-	10%	5%	-	-	11%	4%	3%	3%	-	-	17%	-
Single Family Residence	100%	90%	95%	100%	100%	89%	96%	97%	97%	100%	100%	83%	100%

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.
Mar '19	\$180K	3.8%
Mar '18	\$173K	26.9%
Mar '17	\$137K	20.8%

Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$173K	\$208K	\$155K	\$159K	\$168K	\$221K	\$180K	\$203K	\$206K	\$236K	\$128K	\$170K	\$180K
Prior Year	\$137K	\$145K	\$135K	\$179K	\$172K	\$168K	\$158K	\$173K	\$187K	\$191K	\$134K	\$186K	\$173K
Percent Change from Prior Year	27%	43%	14%	-12%	-2%	32%	14%	18%	10%	24%	-5%	-8%	4%

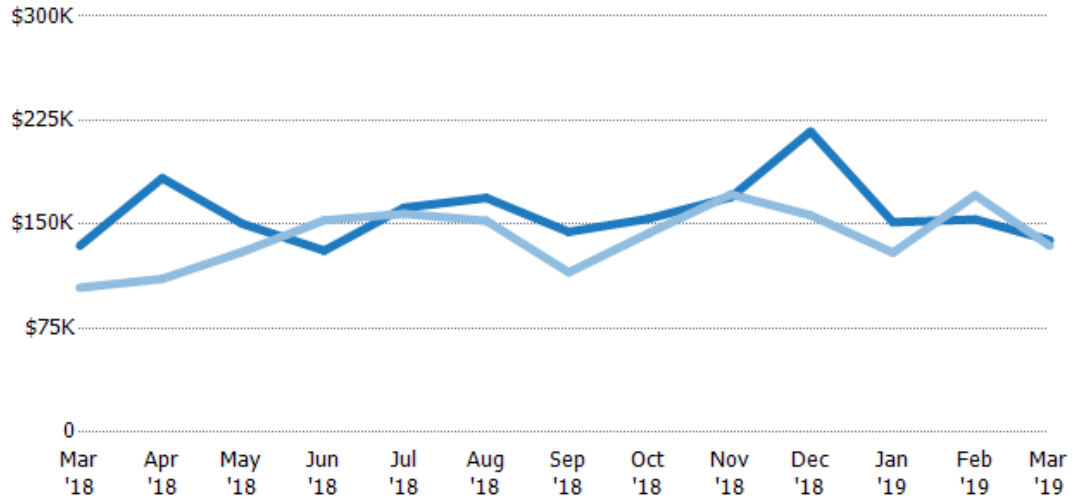
Median Sales Price

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.
Mar '19	\$138K	2.9%
Mar '18	\$135K	29%
Mar '17	\$104K	53.4%



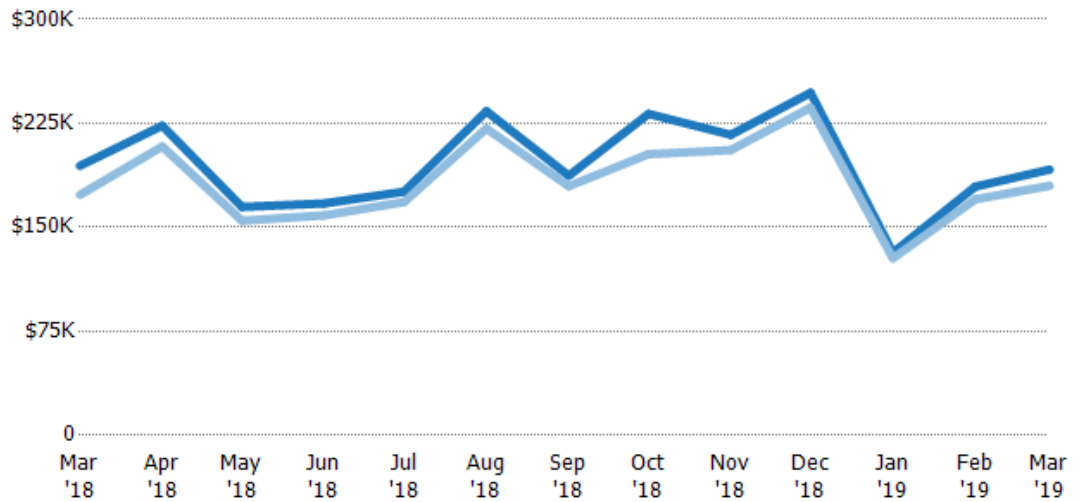
Current Year	\$135K	\$183K	\$151K	\$131K	\$162K	\$169K	\$145K	\$154K	\$170K	\$217K	\$152K	\$154K	\$138K
Prior Year	\$104K	\$111K	\$130K	\$153K	\$158K	\$153K	\$115K	\$144K	\$172K	\$157K	\$130K	\$171K	\$135K
Percent Change from Prior Year	29%	66%	16%	-14%	3%	11%	25%	7%	-1%	39%	17%	-10%	3%

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



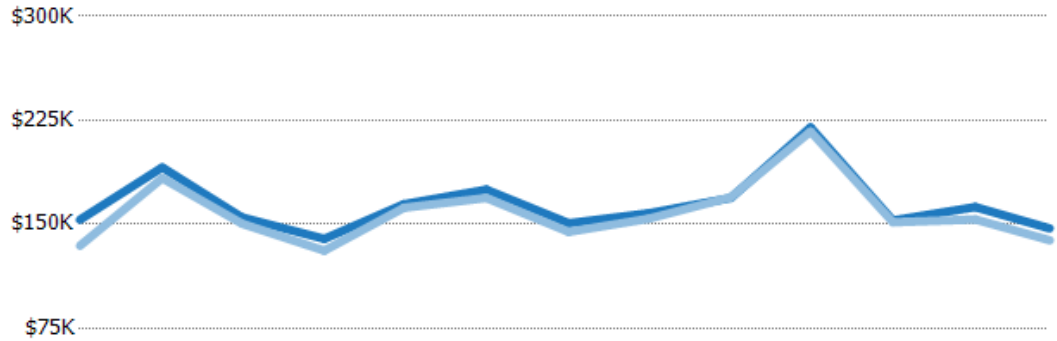
Avg List Price	\$194K	\$223K	\$165K	\$167K	\$176K	\$234K	\$187K	\$232K	\$217K	\$247K	\$132K	\$179K	\$192K
Avg Sales Price	\$173K	\$208K	\$155K	\$159K	\$168K	\$221K	\$180K	\$203K	\$206K	\$236K	\$128K	\$170K	\$180K
Avg Sales Price as a % of Avg List Price	89%	93%	94%	95%	96%	95%	96%	87%	95%	96%	97%	95%	94%

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



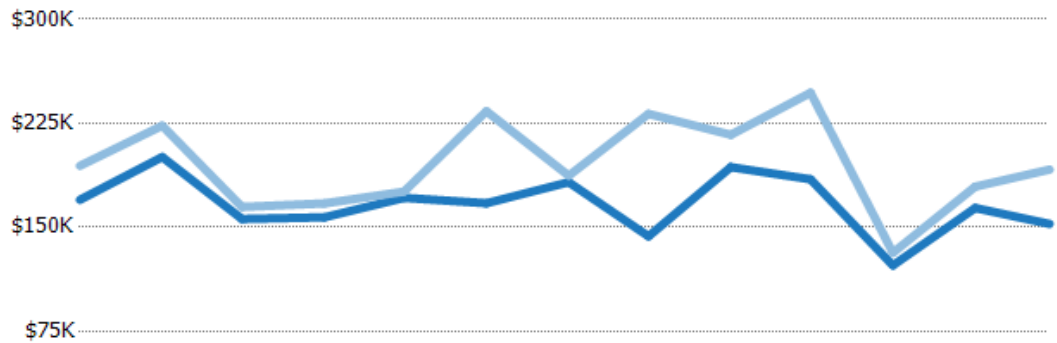
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$153K	\$191K	\$155K	\$140K	\$165K	\$175K	\$151K	\$158K	\$169K	\$220K	\$153K	\$162K	\$147K
Median Sales Price	\$135K	\$183K	\$151K	\$131K	\$162K	\$169K	\$145K	\$154K	\$170K	\$217K	\$152K	\$154K	\$138K
Med Sales Price as a % of Med List Price	88%	96%	97%	94%	98%	97%	96%	98%	100%	99%	99%	94%	94%

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



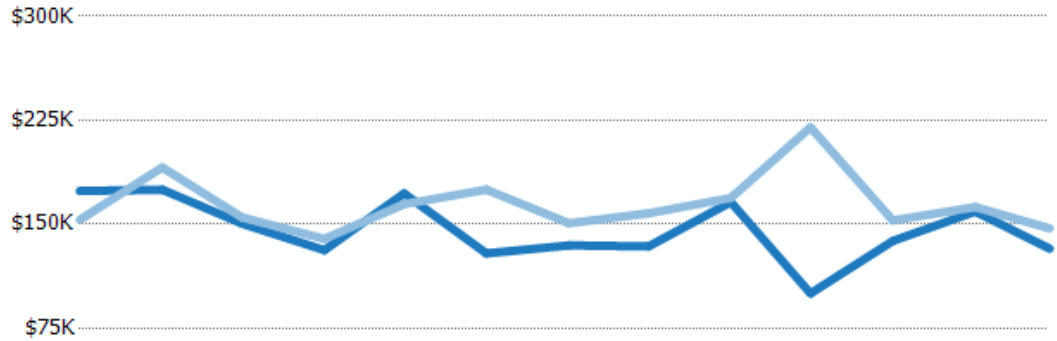
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$170K	\$201K	\$156K	\$157K	\$171K	\$167K	\$183K	\$143K	\$193K	\$185K	\$123K	\$164K	\$152K
Avg Sales Price	\$194K	\$223K	\$165K	\$167K	\$176K	\$234K	\$187K	\$232K	\$217K	\$247K	\$132K	\$179K	\$192K
Avg Sales Price as a % of Avg Est Value	114%	111%	106%	106%	103%	140%	103%	162%	112%	134%	107%	109%	126%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$174K	\$175K	\$151K	\$131K	\$172K	\$129K	\$135K	\$134K	\$166K	\$100K	\$138K	\$159K	\$132K
Median Sales Price	\$153K	\$191K	\$155K	\$140K	\$165K	\$175K	\$151K	\$158K	\$169K	\$220K	\$153K	\$162K	\$147K
Med Sales Price as a % of Med Est Value	88%	109%	103%	106%	96%	136%	112%	118%	102%	220%	111%	102%	111%