

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	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	20	+40%	56	50	+12%
New Listing Volume	\$4,342,955	\$6,119,900	-29%	\$10,919,355	\$13,424,650	-18.7%
Active Listing Count	212	232	-8.6%	N/A	N/A	
Active Listing Volume	\$50,501,505	\$60,631,400	-16.7%	N/A	N/A	
Average Listing Price	\$238,215	\$261,342	-8.8%	\$241,778	\$256,089	-5.6%
Median Listing Price	\$189,450	\$185,950	+1.9%	\$189,677	\$187,510	+1.2%
Median Days in RPR	194	205	-5.4%	184.86	194.38	-4.9%
Months of Inventory	13.3	19.3	-31.5%	16.4	21.6	-23.9%
Absorption Rate	7.55%	5.17%	+2.4%	6.09%	4.63%	+1.5%
Sales Activity Charts Metrics						
New Pending Sales Count	20	20	±	33	46	-28.3%
New Pending Sales Volume	\$3,341,199	\$3,584,600	-6.8%	\$6,160,299	\$8,018,499	-23.2%
Pending Sales Count	37	35	+5.7%	N/A	N/A	
Pending Sales Volume	\$7,065,999	\$7,402,300	-4.5%	N/A	N/A	
Closed Sales Count	12	14	-14.3%	28	26	+7.7%
Closed Sales Volume	\$2,041,500	\$2,602,900	-21.6%	\$4,084,125	\$4,210,900	-3%
Average Sales Price	\$170,125	\$185,921	-8.5%	\$145,862	\$161,958	-9.9%
Median Sales Price	\$153,500	\$171,000	-10.2%	\$152,357	\$151,846	+0.3%

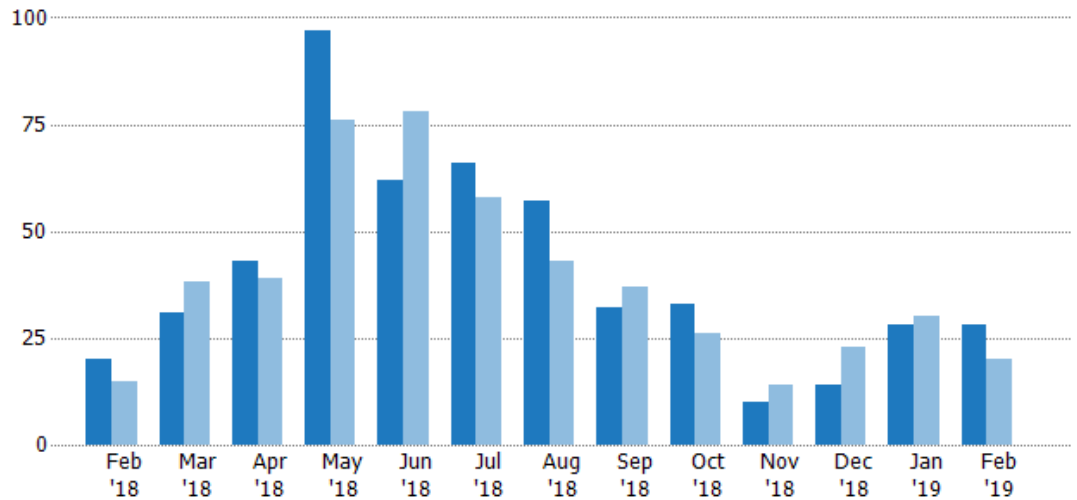
New Listings

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	28	40%
Feb '18	20	33.3%
Feb '17	15	73.3%



Current Year	20	31	43	97	62	66	57	32	33	10	14	28	28
Prior Year	15	38	39	76	78	58	43	37	26	14	23	30	20
Percent Change from Prior Year	33%	-18%	10%	28%	-21%	14%	33%	-14%	27%	-29%	-39%	-7%	40%

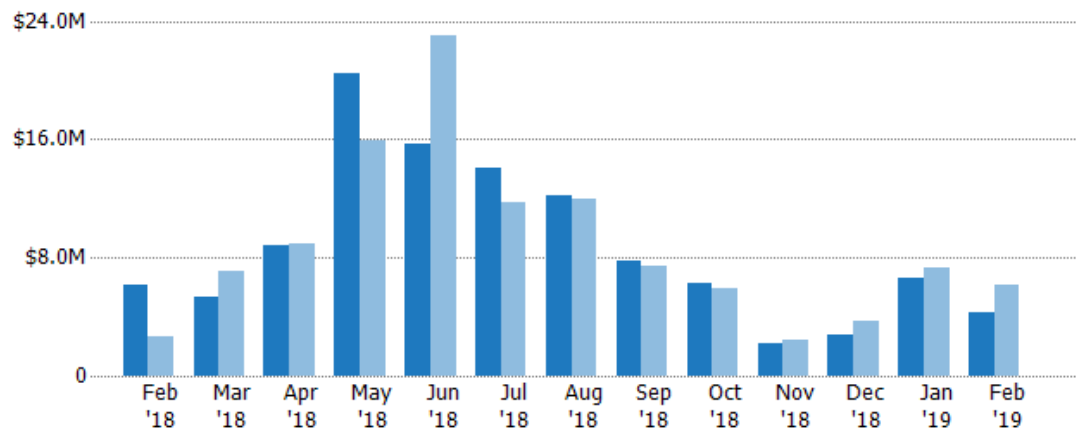
New Listing Volume

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	\$4.34M	-29%
Feb '18	\$6.12M	134.8%
Feb '17	\$2.61M	121.9%



Current Year	\$6.12M	\$5.34M	\$8.79M	\$20.5M	\$15.7M	\$14.1M	\$12.2M	\$7.8M	\$6.24M	\$2.17M	\$2.77M	\$6.58M	\$4.34M
Prior Year	\$2.61M	\$7.03M	\$8.94M	\$15.9M	\$23M	\$11.8M	\$11.9M	\$7.47M	\$5.9M	\$2.46M	\$3.74M	\$7.3M	\$6.12M
Percent Change from Prior Year	135%	-24%	-2%	29%	-32%	19%	2%	4%	6%	-12%	-26%	-10%	-29%

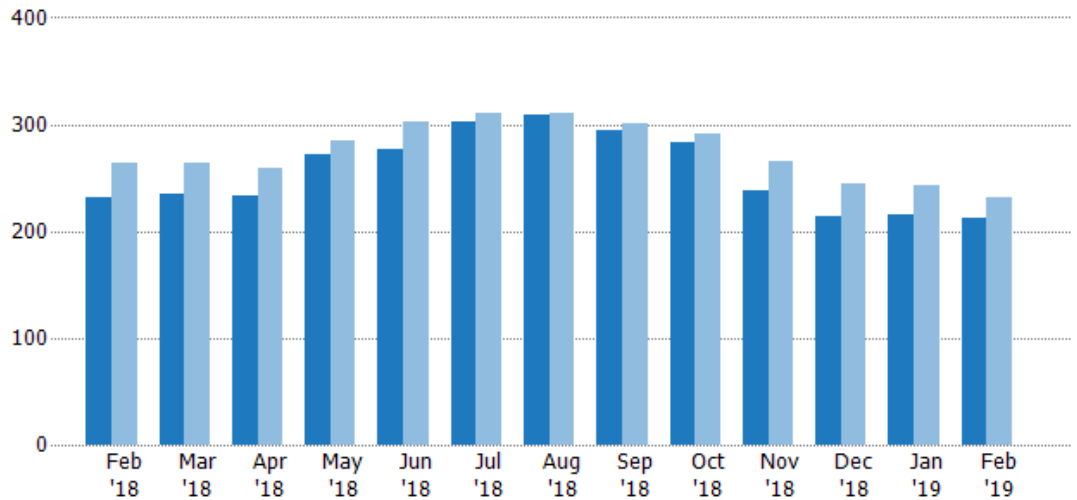
Active Listings

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	212	-8.6%
Feb '18	232	-12.1%
Feb '17	264	-6.1%



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

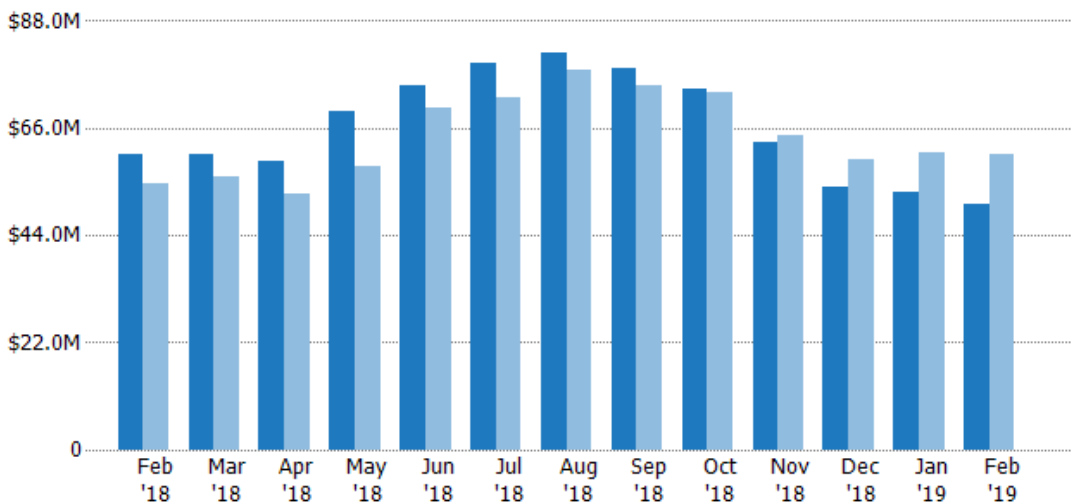
Active Listing Volume

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	\$50.5M	-16.7%
Feb '18	\$60.6M	11.2%
Feb '17	\$54.5M	6.7%



Current Year	\$60.6M	\$60.7M	\$59.4M	\$69.5M	\$74.8M	\$79.2M	\$81.6M	\$78.2M	\$73.9M	\$63.1M	\$54M	\$52.7M	\$50.5M
Prior Year	\$54.5M	\$55.9M	\$52.6M	\$58.3M	\$70.3M	\$72.2M	\$77.8M	\$74.8M	\$73.3M	\$64.7M	\$59.6M	\$61M	\$60.6M
Percent Change from Prior Year	11%	8%	13%	19%	6%	10%	5%	4%	1%	-2%	-9%	-14%	-17%

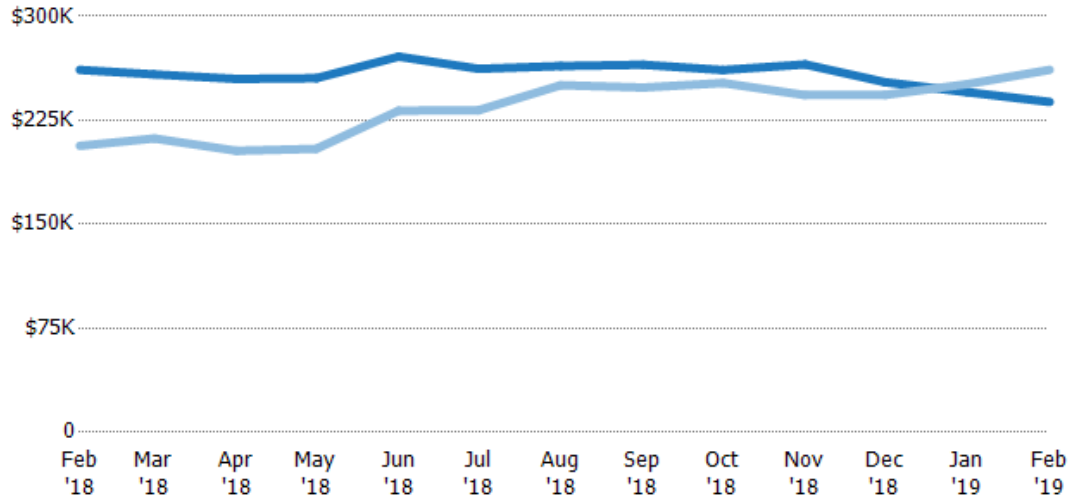
Average Listing Price

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	\$238K	-8.8%
Feb '18	\$261K	26.5%
Feb '17	\$207K	13.6%



Current Year	\$261K	\$258K	\$255K	\$255K	\$271K	\$262K	\$264K	\$265K	\$261K	\$265K	\$252K	\$245K	\$238K
Prior Year	\$207K	\$212K	\$203K	\$204K	\$232K	\$232K	\$250K	\$249K	\$252K	\$243K	\$243K	\$251K	\$261K
Percent Change from Prior Year	27%	22%	26%	25%	17%	13%	6%	7%	4%	9%	4%	-2%	-9%

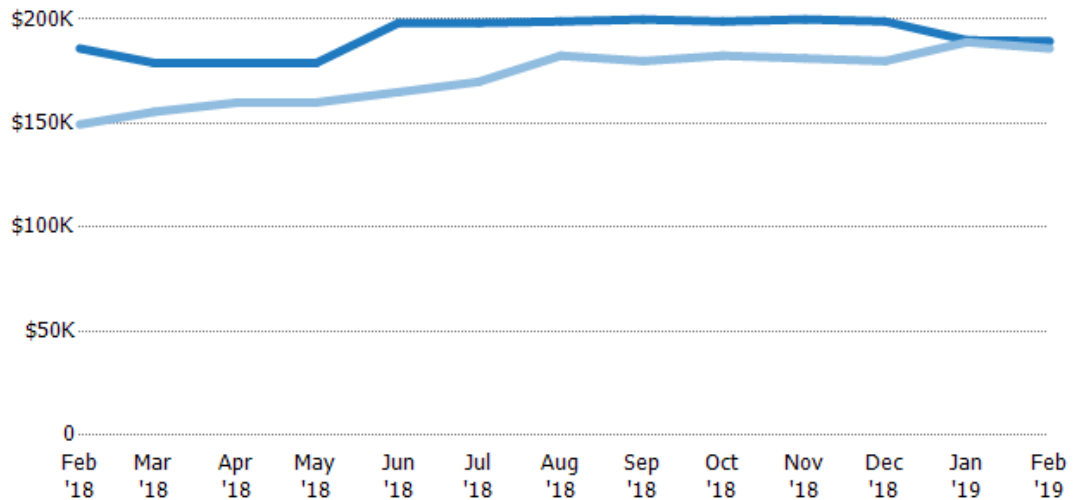
Median Listing Price

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	\$189K	1.9%
Feb '18	\$186K	24.4%
Feb '17	\$149K	13.2%



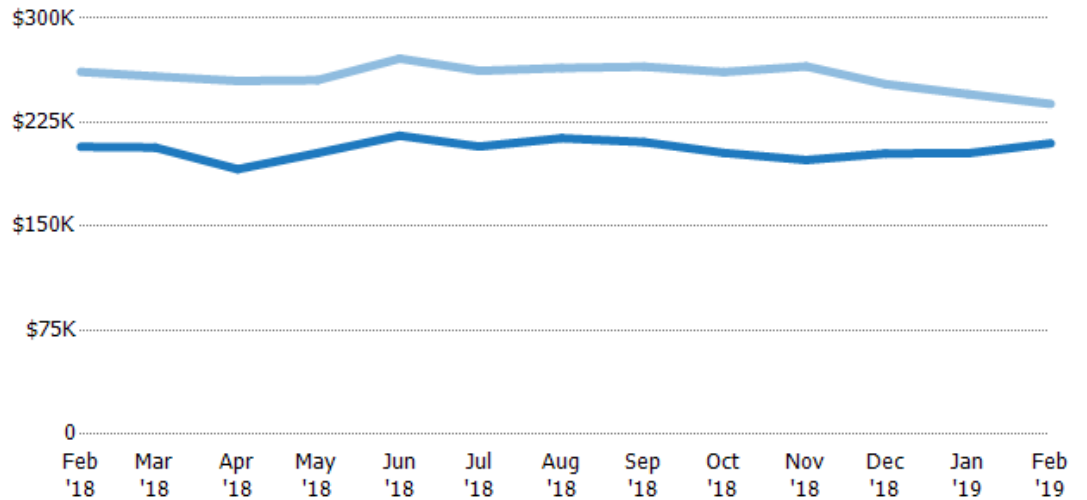
Current Year	\$186K	\$179K	\$179K	\$179K	\$198K	\$198K	\$199K	\$200K	\$199K	\$200K	\$199K	\$190K	\$189K
Prior Year	\$149K	\$156K	\$160K	\$160K	\$165K	\$170K	\$183K	\$180K	\$183K	\$181K	\$180K	\$189K	\$186K
Percent Change from Prior Year	24%	15%	12%	12%	20%	17%	9%	11%	9%	10%	11%	0%	2%

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



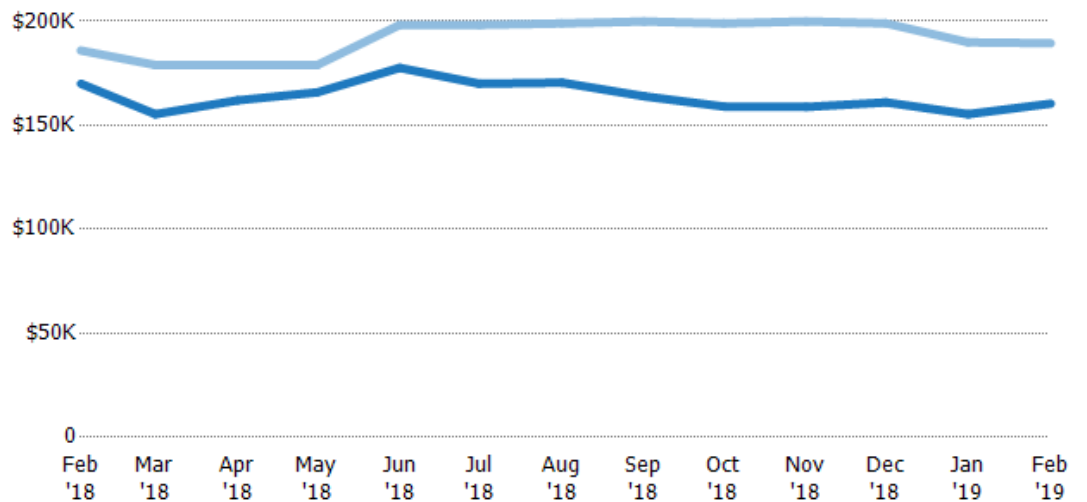
Avg Est Value	\$207K	\$207K	\$191K	\$203K	\$215K	\$208K	\$213K	\$211K	\$203K	\$198K	\$202K	\$203K	\$210K
Avg Listing Price	\$261K	\$258K	\$255K	\$255K	\$271K	\$262K	\$264K	\$265K	\$261K	\$265K	\$252K	\$245K	\$238K
Avg Listing Price as a % of Avg Est Value	126%	125%	133%	126%	126%	126%	124%	126%	129%	134%	125%	121%	114%

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	\$170K	\$155K	\$162K	\$166K	\$178K	\$170K	\$171K	\$164K	\$159K	\$159K	\$161K	\$155K	\$160K
Median Listing Price	\$186K	\$179K	\$179K	\$179K	\$198K	\$198K	\$199K	\$200K	\$199K	\$200K	\$199K	\$190K	\$189K
Med Listing Price as a % of Med Est Value	109%	115%	110%	108%	112%	117%	117%	122%	125%	126%	124%	122%	118%

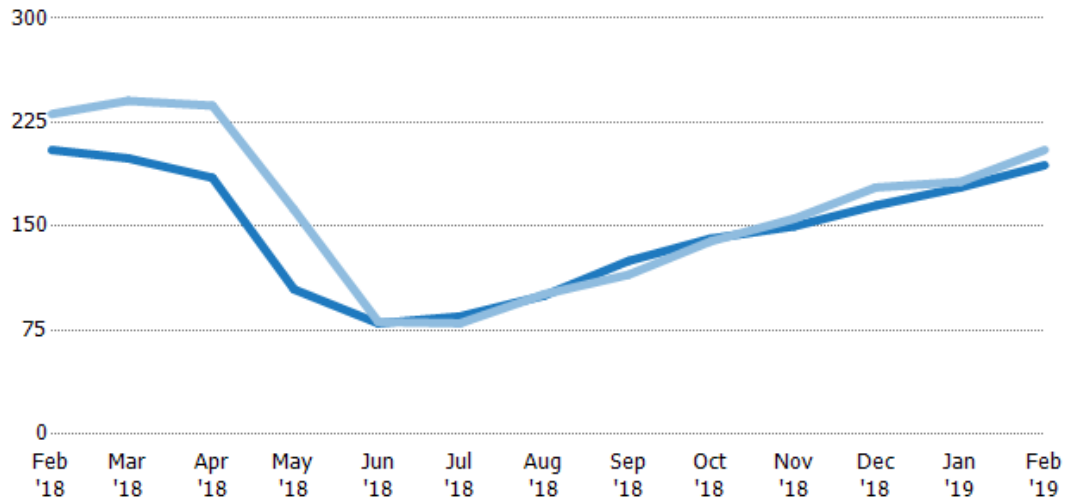
Median Days in RPR

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	194	-5.4%
Feb '18	205	-11.3%
Feb '17	231	-15.4%



Current Year	205	199	185	105	80	85	100	125	141	150	165	178	194
Prior Year	231	241	237	162	81	80	101	115	139	156	178	182	205
Percent Change from Prior Year	-11%	-17%	-22%	-35%	-1%	6%	-1%	9%	1%	-4%	-7%	-2%	-5%

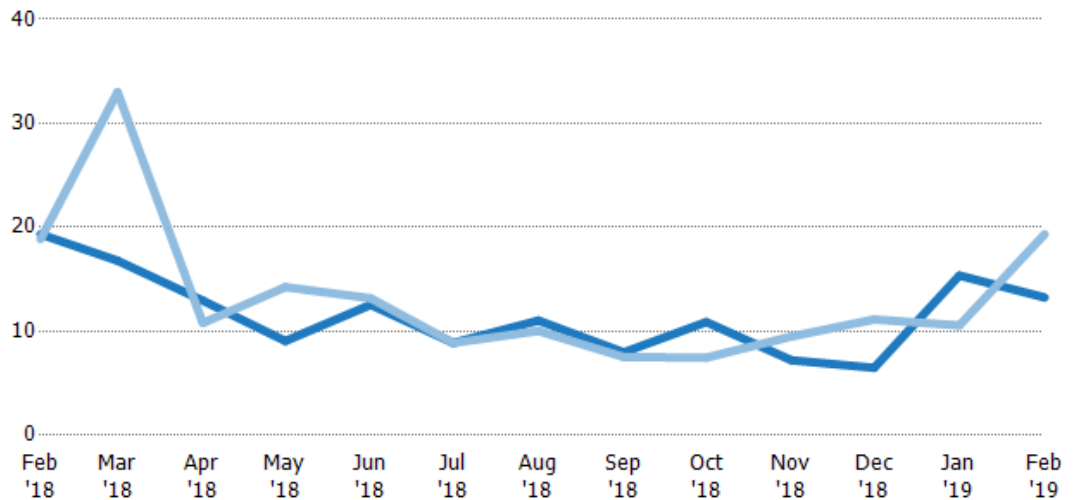
Months of Inventory

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	13.3	-31.5%
Feb '18	19.3	2.5%
Feb '17	18.9	87.9%



Current Year	19.3	16.8	12.9	9.07	12.5	8.88	11	7.97	10.9	7.21	6.48	15.4	13.3
Prior Year	18.9	33	10.8	14.3	13.2	8.89	10	7.53	7.46	9.5	11.1	10.6	19.3
Percent Change from Prior Year	3%	-49%	20%	-36%	-5%	0%	10%	6%	46%	-24%	-42%	45%	-31%

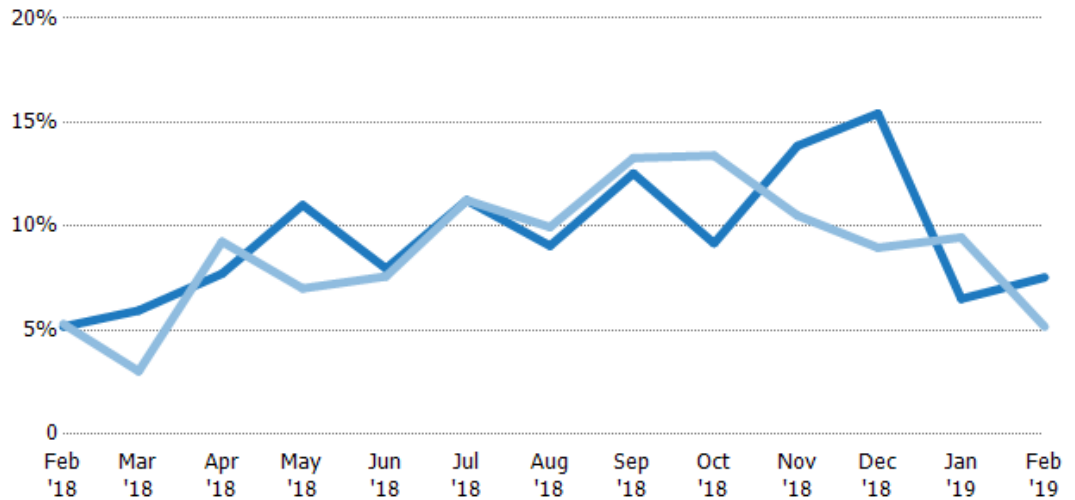
Absorption Rate

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%	-2.4%
Feb '18	5%	0.1%
Feb '17	5%	-46.8%



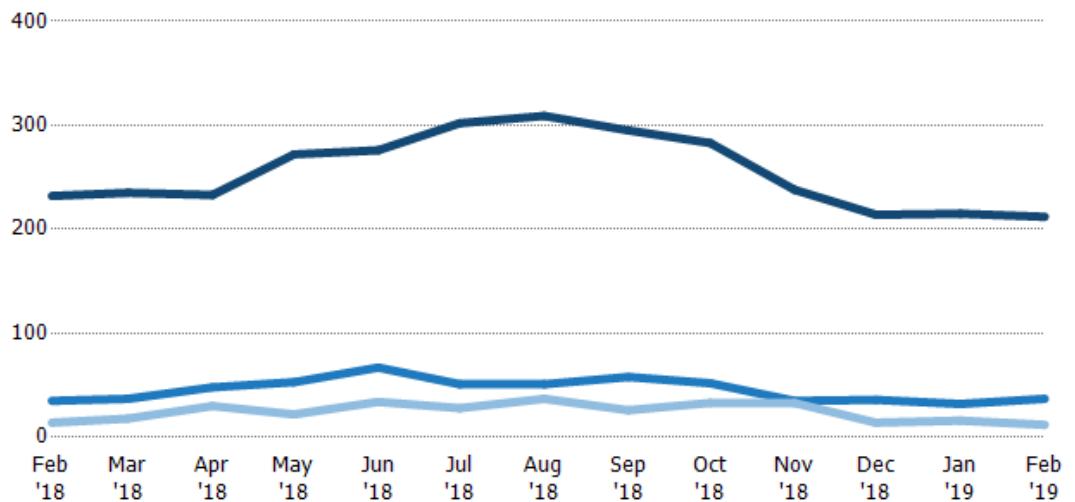
Current Year	5%	6%	8%	11%	8%	11%	9%	13%	9%	14%	15%	7%	8%
Prior Year	5%	3%	9%	7%	8%	11%	10%	13%	13%	11%	9%	9%	5%
Change from Prior Year	0%	-3%	2%	-4%	0%	0%	1%	1%	4%	-3%	-6%	3%	-2%

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	232	235	233	272	276	302	309	295	283	238	214	215	212
Pending	35	37	48	53	67	51	51	58	52	35	36	32	37
Sold	14	18	30	22	34	28	37	26	33	33	14	16	12

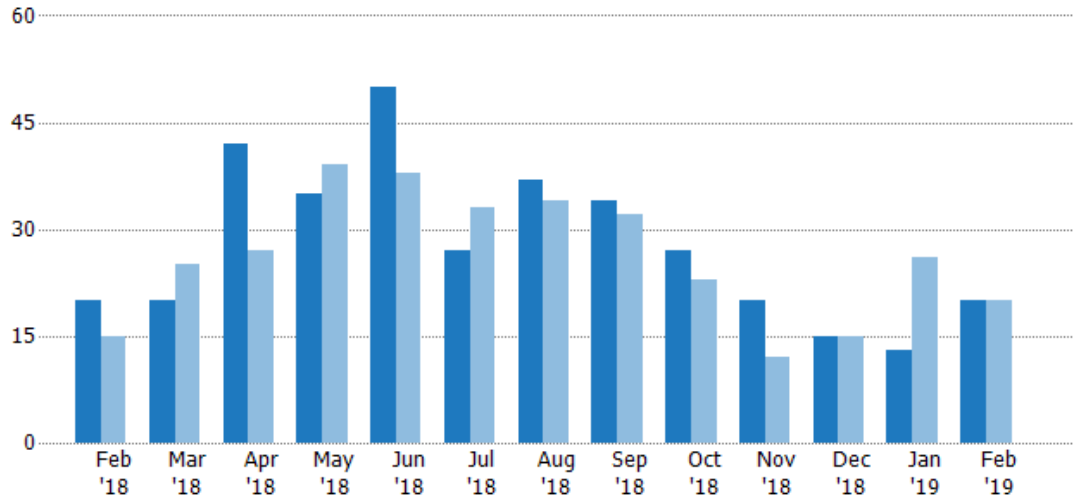
New Pending Sales

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	20	0%
Feb '18	20	33.3%
Feb '17	15	13.3%



Current Year	20	20	42	35	50	27	37	34	27	20	15	13	20
Prior Year	15	25	27	39	38	33	34	32	23	12	15	26	20
Percent Change from Prior Year	33%	-20%	56%	-10%	32%	-18%	9%	6%	17%	67%	0%	-50%	0%

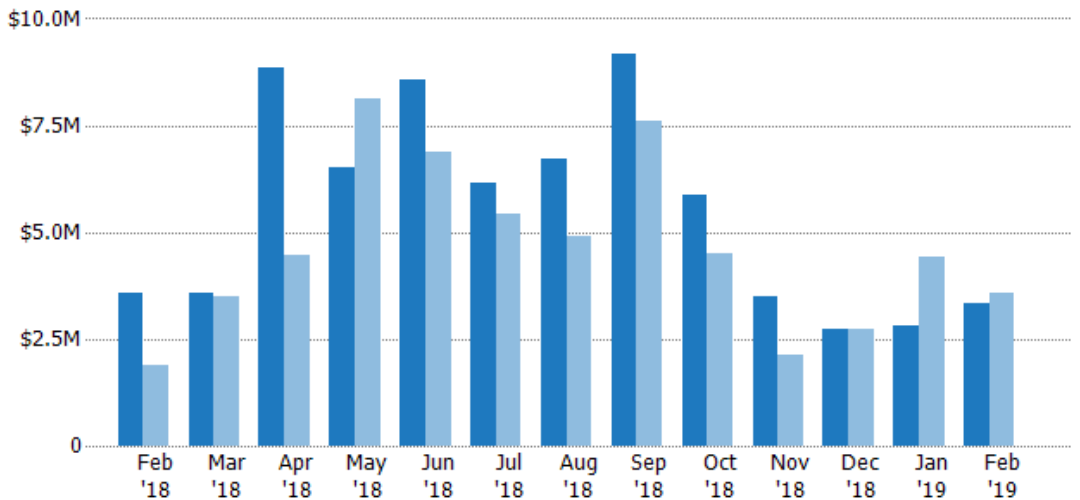
New Pending Sales Volume

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	\$3.34M	-6.8%
Feb '18	\$3.58M	89.4%
Feb '17	\$1.89M	58.6%



Current Year	\$3.58M	\$3.59M	\$8.83M	\$6.53M	\$8.56M	\$6.15M	\$6.74M	\$9.17M	\$5.85M	\$3.51M	\$2.72M	\$2.82M	\$3.34M
Prior Year	\$1.89M	\$3.49M	\$4.44M	\$8.14M	\$6.89M	\$5.41M	\$4.89M	\$7.6M	\$4.51M	\$2.11M	\$2.72M	\$4.43M	\$3.58M
Percent Change from Prior Year	89%	3%	99%	-20%	24%	14%	38%	21%	30%	66%	0	-36%	-7%

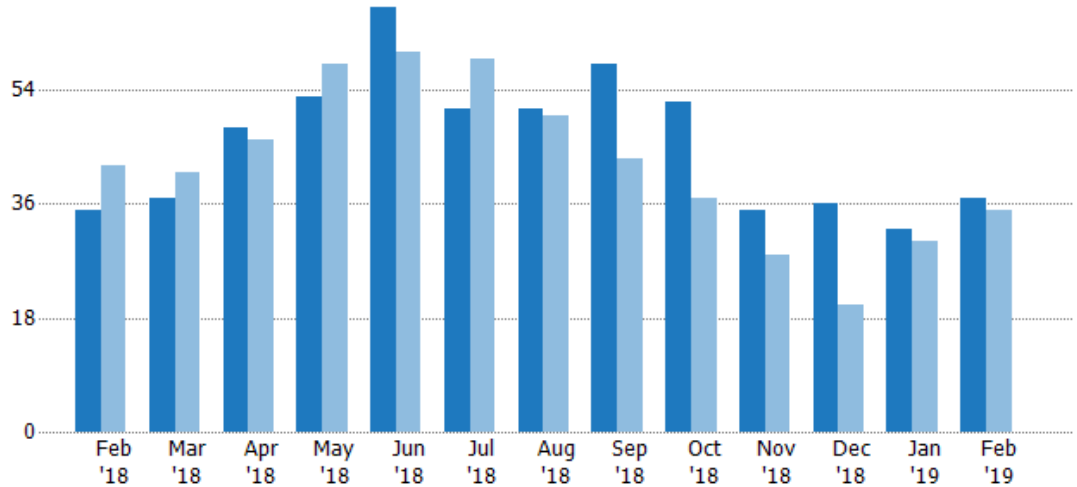
Pending Sales

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	37	5.7%
Feb '18	35	-16.7%
Feb '17	42	-2.4%



Current Year	35	37	48	53	67	51	51	58	52	35	36	32	37
Prior Year	42	41	46	58	60	59	50	43	37	28	20	30	35
Percent Change from Prior Year	-17%	-10%	4%	-9%	12%	-14%	2%	35%	41%	25%	80%	7%	6%

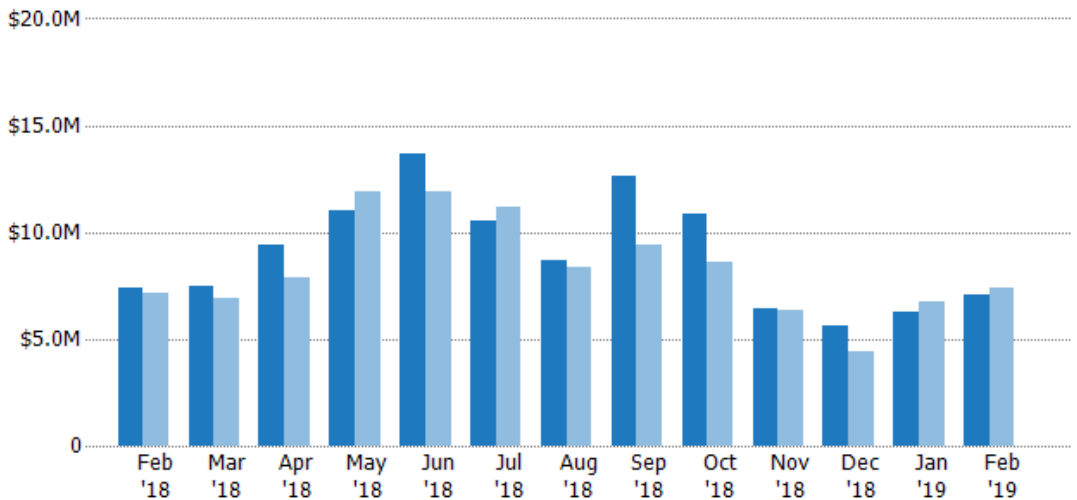
Pending Sales Volume

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	\$7.07M	-4.5%
Feb '18	\$7.4M	3.3%
Feb '17	\$7.17M	-0.1%



Current Year	\$7.4M	\$7.49M	\$9.43M	\$11M	\$13.7M	\$10.6M	\$8.65M	\$12.6M	\$10.9M	\$6.4M	\$5.66M	\$6.27M	\$7.07M
Prior Year	\$7.17M	\$6.88M	\$7.84M	\$11.9M	\$11.9M	\$11.2M	\$8.36M	\$9.37M	\$8.59M	\$6.38M	\$4.45M	\$6.73M	\$7.4M
Percent Change from Prior Year	3%	9%	20%	-8%	14%	-5%	3%	35%	26%	0%	27%	-7%	-5%

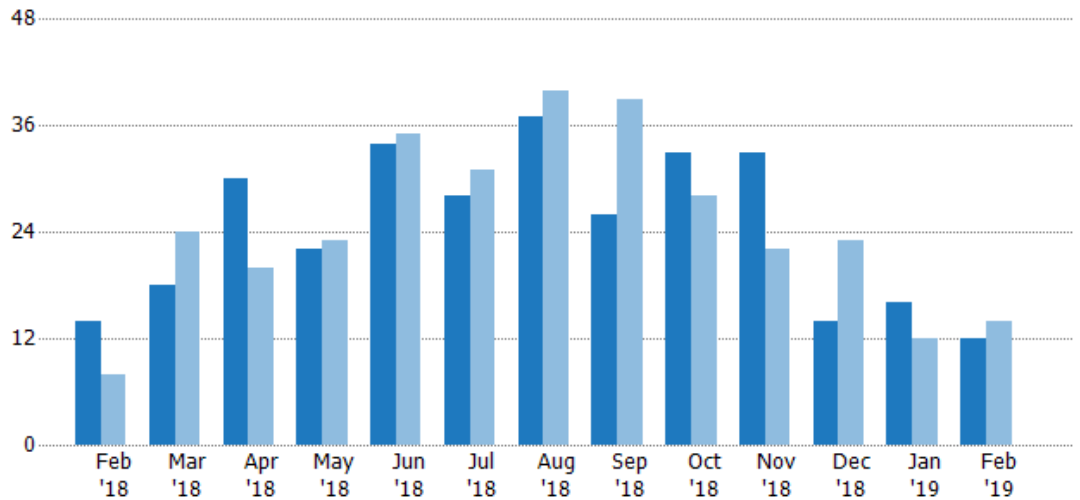
Closed Sales

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	12	-14.3%
Feb '18	14	75%
Feb '17	8	0%



Current Year	14	18	30	22	34	28	37	26	33	33	14	16	12
Prior Year	8	24	20	23	35	31	40	39	28	22	23	12	14
Percent Change from Prior Year	75%	-25%	50%	-4%	-3%	-10%	-8%	-33%	18%	50%	-39%	33%	-14%

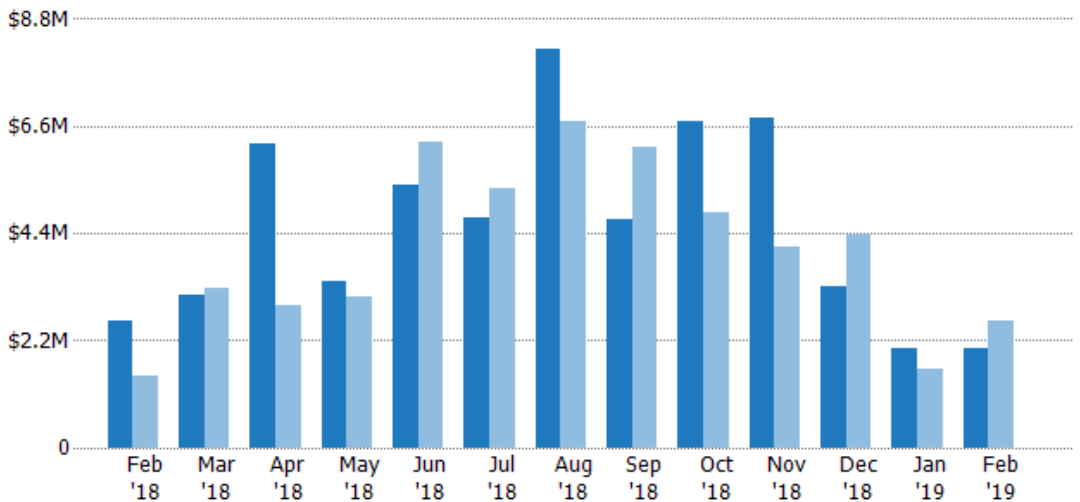
Closed Sales Volume

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	\$2.04M	-21.6%
Feb '18	\$2.6M	77.9%
Feb '17	\$1.46M	-35.2%



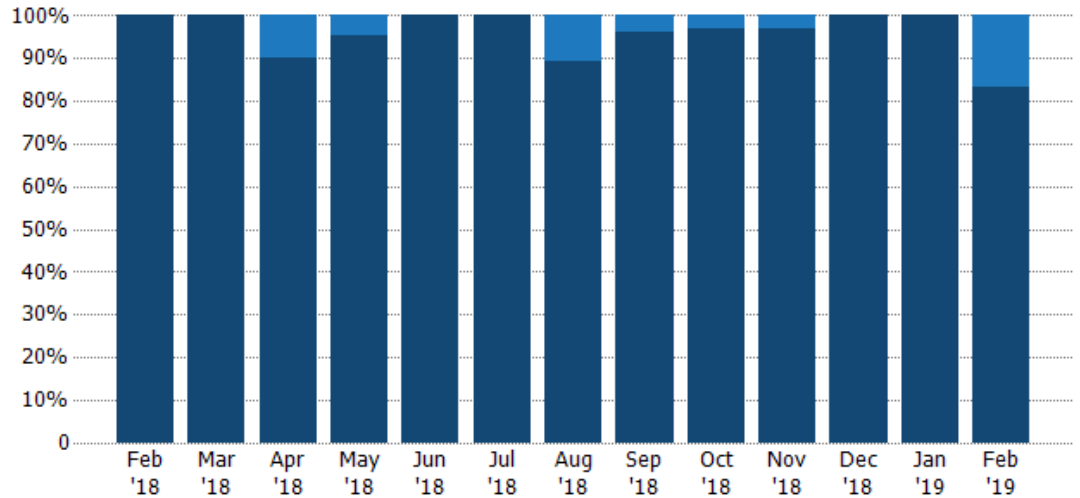
Current Year	\$2.6M	\$3.12M	\$6.25M	\$3.4M	\$5.39M	\$4.71M	\$8.19M	\$4.67M	\$6.69M	\$6.79M	\$3.31M	\$2.04M	\$2.04M
Prior Year	\$1.46M	\$3.28M	\$2.91M	\$3.11M	\$6.28M	\$5.33M	\$6.71M	\$6.17M	\$4.83M	\$4.11M	\$4.38M	\$1.61M	\$2.6M
Percent Change from Prior Year	78%	-5%	115%	9%	-14%	-12%	22%	-24%	38%	65%	-25%	27%	-22%

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



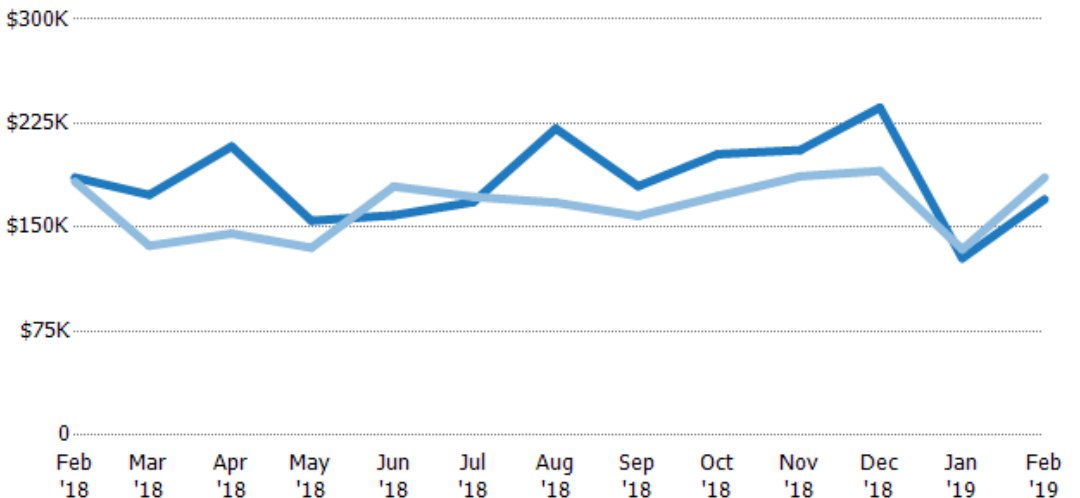
Condo/Townhouse	-	-	10%	5%	-	-	11%	4%	3%	3%	-	-	17%
Single Family Residence	100%	100%	90%	95%	100%	100%	89%	96%	97%	97%	100%	100%	83%

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



Current Year	\$186K	\$173K	\$208K	\$155K	\$159K	\$168K	\$221K	\$180K	\$203K	\$206K	\$236K	\$128K	\$170K
Prior Year	\$183K	\$137K	\$145K	\$135K	\$179K	\$172K	\$168K	\$158K	\$173K	\$187K	\$191K	\$134K	\$186K
Percent Change from Prior Year	2%	27%	43%	14%	-12%	-2%	32%	14%	18%	10%	24%	-5%	-8%

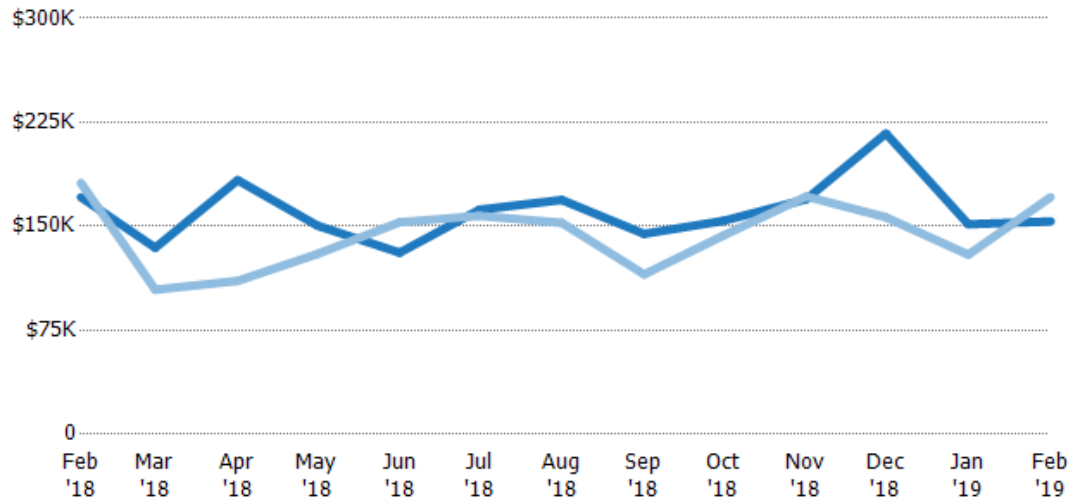
Median Sales Price

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	\$154K	-10.2%
Feb '18	\$171K	-5.7%
Feb '17	\$181K	-37.4%



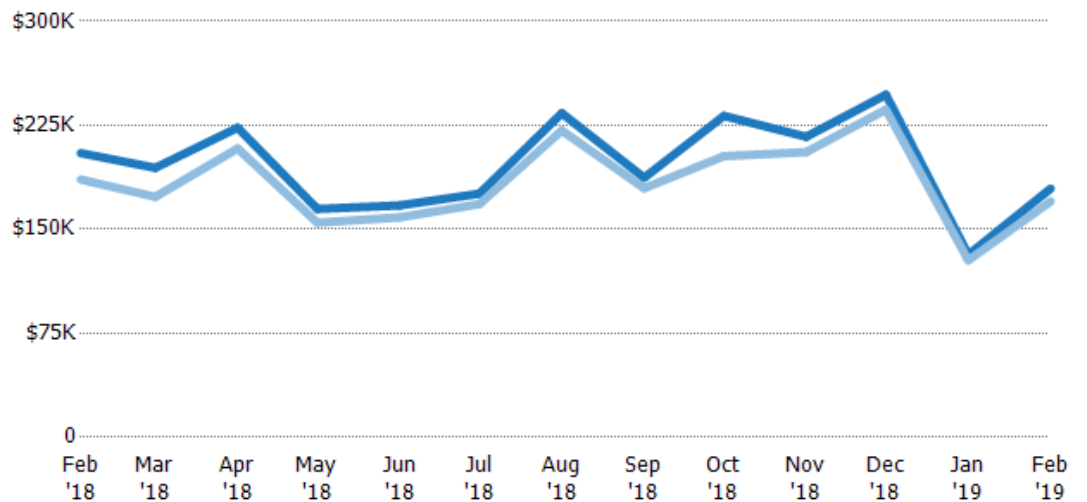
Current Year	\$171K	\$135K	\$183K	\$151K	\$131K	\$162K	\$169K	\$145K	\$154K	\$170K	\$217K	\$152K	\$154K
Prior Year	\$181K	\$104K	\$111K	\$130K	\$153K	\$158K	\$153K	\$115K	\$144K	\$172K	\$157K	\$130K	\$171K
Percent Change from Prior Year	-6%	29%	66%	16%	-14%	3%	11%	25%	7%	-1%	39%	17%	-10%

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



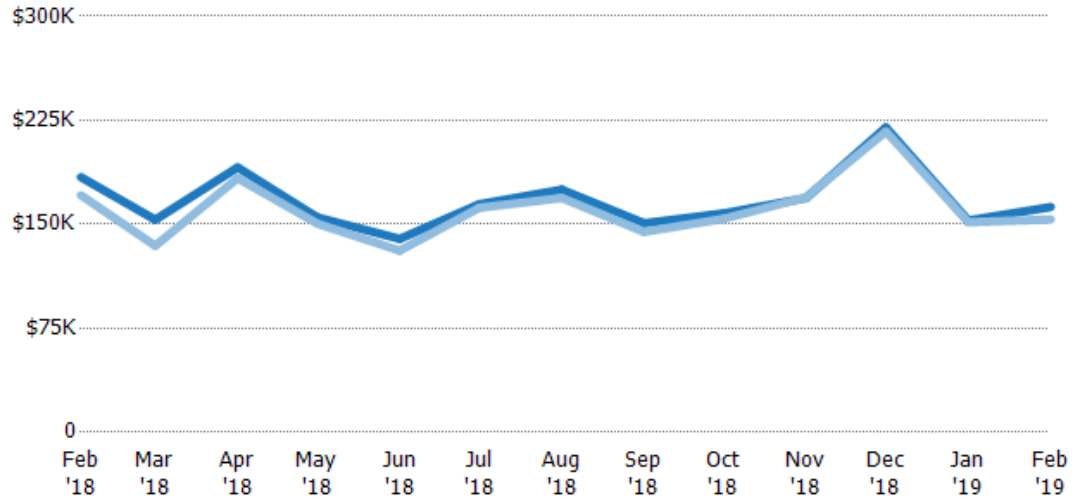
Avg List Price	\$205K	\$194K	\$223K	\$165K	\$167K	\$176K	\$234K	\$187K	\$232K	\$217K	\$247K	\$132K	\$179K
Avg Sales Price	\$186K	\$173K	\$208K	\$155K	\$159K	\$168K	\$221K	\$180K	\$203K	\$206K	\$236K	\$128K	\$170K
Avg Sales Price as a % of Avg List Price	91%	89%	93%	94%	95%	96%	95%	96%	87%	95%	96%	97%	95%

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



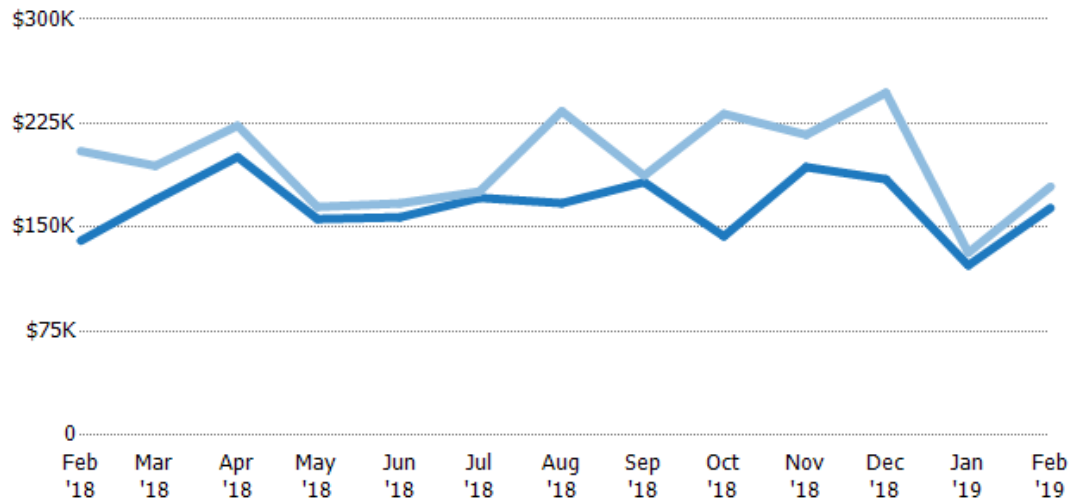
Median List Price	\$184K	\$153K	\$191K	\$155K	\$140K	\$165K	\$175K	\$151K	\$158K	\$169K	\$220K	\$153K	\$162K
Median Sales Price	\$171K	\$135K	\$183K	\$151K	\$131K	\$162K	\$169K	\$145K	\$154K	\$170K	\$217K	\$152K	\$154K
Med Sales Price as a % of Med List Price	93%	88%	96%	97%	94%	98%	97%	96%	98%	100%	99%	99%	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



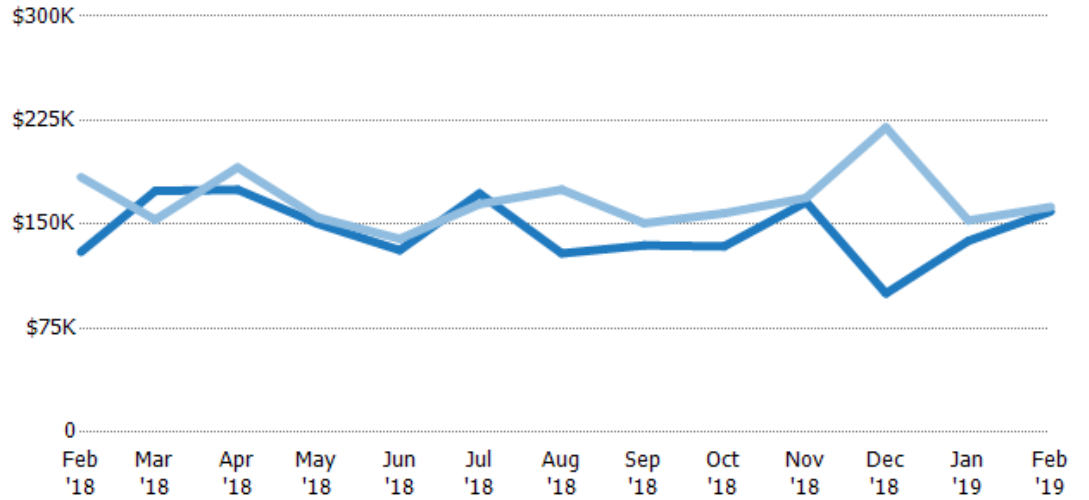
Avg Est Value	\$140K	\$170K	\$201K	\$156K	\$157K	\$171K	\$167K	\$183K	\$143K	\$193K	\$185K	\$123K	\$164K
Avg Sales Price	\$205K	\$194K	\$223K	\$165K	\$167K	\$176K	\$234K	\$187K	\$232K	\$217K	\$247K	\$132K	\$179K
Avg Sales Price as a % of Avg Est Value	146%	114%	111%	106%	106%	103%	140%	103%	162%	112%	134%	107%	109%

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	\$174K	\$175K	\$151K	\$131K	\$172K	\$129K	\$135K	\$134K	\$166K	\$100K	\$138K	\$159K
Median Sales Price	\$184K	\$153K	\$191K	\$155K	\$140K	\$165K	\$175K	\$151K	\$158K	\$169K	\$220K	\$153K	\$162K
Med Sales Price as a % of Med Est Value	142%	88%	109%	103%	106%	96%	136%	112%	118%	102%	220%	111%	102%