

## 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                            | Aug 2019     | Aug 2018     | + / -  | YTD 2019     | YTD 2018     | + / -  |
|--|--------------|--------------|--------|--------------|--------------|--------|
| <b>Listing Activity Charts Metrics</b> |              |              |        |              |              |        |
| New Listing Count                      | 43           | 56           | -23.2% | 433          | 407          | +6.4%  |
| New Listing Volume                     | \$9,664,500  | \$11,917,000 | -18.9% | \$99,629,279 | \$90,000,199 | +10.7% |
| Active Listing Count                   | 302          | 311          | -2.9%  | N/A          | N/A          |        |
| Active Listing Volume                  | \$79,764,803 | \$81,215,749 | -1.8%  | N/A          | N/A          |        |
| Average Listing Price                  | \$264,122    | \$261,144    | +1.1%  | \$247,298    | \$253,744    | -2.5%  |
| Median Listing Price                   | \$199,925    | \$199,000    | +0.5%  | \$196,853    | \$187,498    | +5%    |
| Median Days in RPR                     | 94           | 100          | -6%    | 118.22       | 127.48       | -7.3%  |
| Months of Inventory                    | 7.4          | 10           | -26.6% | 10.3         | 11.2         | -7.9%  |
| Absorption Rate                        | 13.58%       | 9.97%        | +3.6%  | 9.72%        | 8.95%        | +0.8%  |
| <b>Sales Activity Charts Metrics</b>   |              |              |        |              |              |        |
| New Pending Sales Count                | 58           | 37           | +56.8% | 297          | 256          | +16%   |
| New Pending Sales Volume               | \$11,447,000 | \$6,735,550  | +69.9% | \$55,202,224 | \$47,866,549 | +15.3% |
| Pending Sales Count                    | 77           | 51           | +51%   | N/A          | N/A          |        |
| Pending Sales Volume                   | \$14,847,150 | \$8,649,850  | +71.6% | N/A          | N/A          |        |
| Closed Sales Count                     | 35           | 37           | -5.4%  | 195          | 201          | -3%    |
| Closed Sales Volume                    | \$5,570,200  | \$8,185,050  | -31.9% | \$35,229,321 | \$35,976,385 | -2.1%  |
| Average Sales Price                    | \$159,149    | \$221,218    | -28.1% | \$180,663    | \$178,987    | +0.9%  |
| Median Sales Price                     | \$147,500    | \$169,000    | -12.7% | \$154,987    | \$155,408    | -0.3%  |

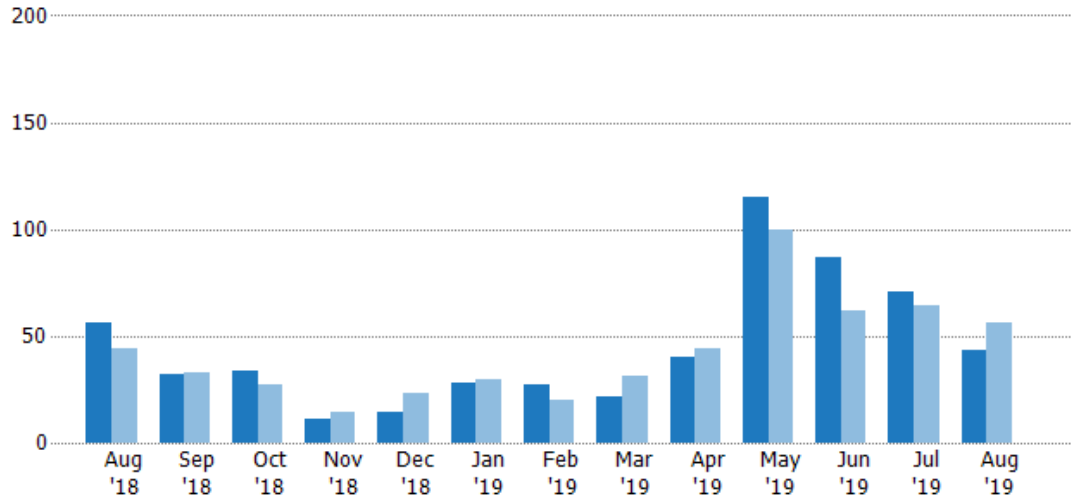
## New Listings

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Aug '19        | 43    | -23.2% |
| Aug '18        | 56    | 27.3%  |
| Aug '17        | 44    | 0%     |



|                                |     |     |     |      |      |     |     |      |     |     |     |     |      |
|--------------------------------|-----|-----|-----|------|------|-----|-----|------|-----|-----|-----|-----|------|
| Current Year                   | 56  | 32  | 34  | 11   | 14   | 28  | 27  | 22   | 40  | 115 | 87  | 71  | 43   |
| Prior Year                     | 44  | 33  | 27  | 14   | 23   | 30  | 20  | 31   | 44  | 100 | 62  | 64  | 56   |
| Percent Change from Prior Year | 27% | -3% | 26% | -21% | -39% | -7% | 35% | -29% | -9% | 15% | 40% | 11% | -23% |

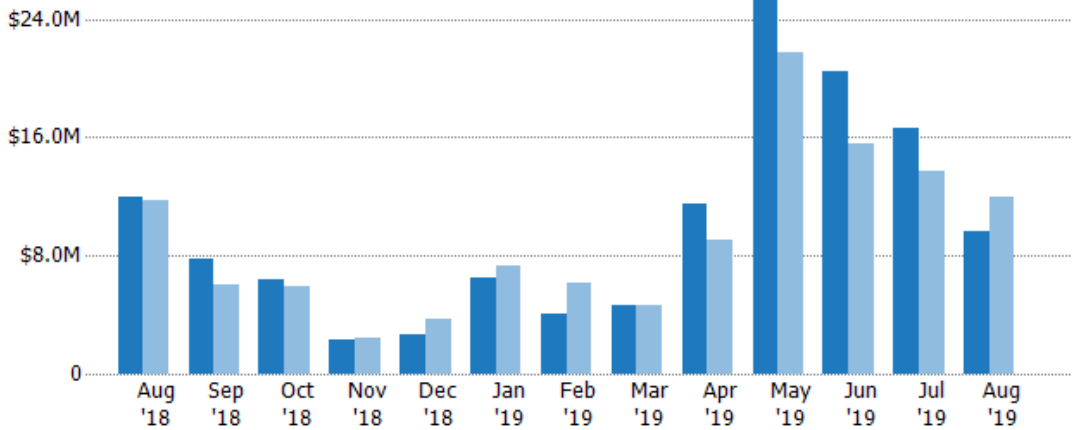
## New Listing Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Aug '19        | \$9.66M | -18.9% |
| Aug '18        | \$11.9M | 1.8%   |
| Aug '17        | \$11.7M | -22.8% |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$11.9M | \$7.74M | \$6.35M | \$2.26M | \$2.61M | \$6.49M | \$4.06M | \$4.66M | \$11.5M | \$26.2M | \$20.5M | \$16.6M | \$9.66M |
| Prior Year                     | \$11.7M | \$6.09M | \$5.96M | \$2.43M | \$3.74M | \$7.3M  | \$6.12M | \$4.6M  | \$9.06M | \$21.7M | \$15.6M | \$13.7M | \$11.9M |
| Percent Change from Prior Year | 2%      | 27%     | 6%      | -7%     | -30%    | -11%    | -34%    | 1%      | 27%     | 21%     | 31%     | 21%     | -19%    |

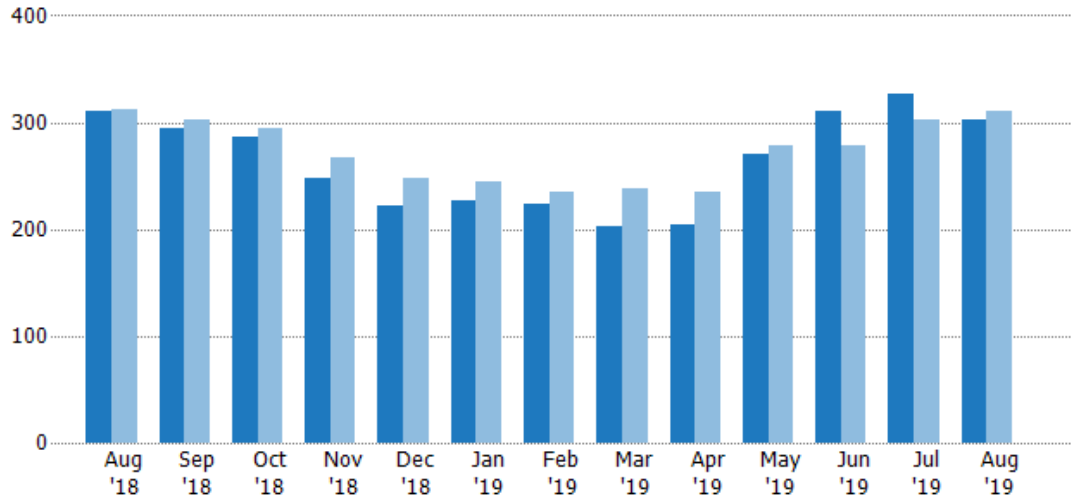
## Active Listings

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. |
|------------|-------|--------|
| Aug '19    | 302   | -2.9%  |
| Aug '18    | 311   | -0.3%  |
| Aug '17    | 312   | 4.2%   |



|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 311     | 295     | 286     | 247     | 222     | 227     | 224     | 203     | 204     | 271     | 311     | 326     | 302     |
| Prior Year                     | 312     | 303     | 295     | 267     | 247     | 245     | 235     | 238     | 235     | 278     | 279     | 302     | 311     |
| Percent Change from Prior Year | 0%      | -3%     | -3%     | -7%     | -10%    | -7%     | -5%     | -15%    | -13%    | -3%     | 11%     | 8%      | -3%     |

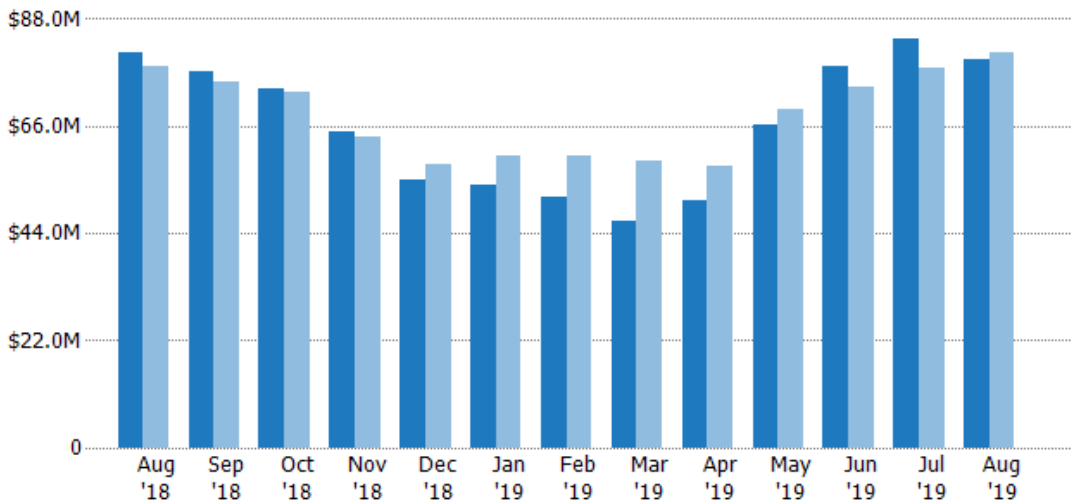
## Active Listing Volume

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. |
|------------|---------|--------|
| Aug '19    | \$79.8M | -1.8%  |
| Aug '18    | \$81.2M | 3.9%   |
| Aug '17    | \$78.2M | -3.3%  |



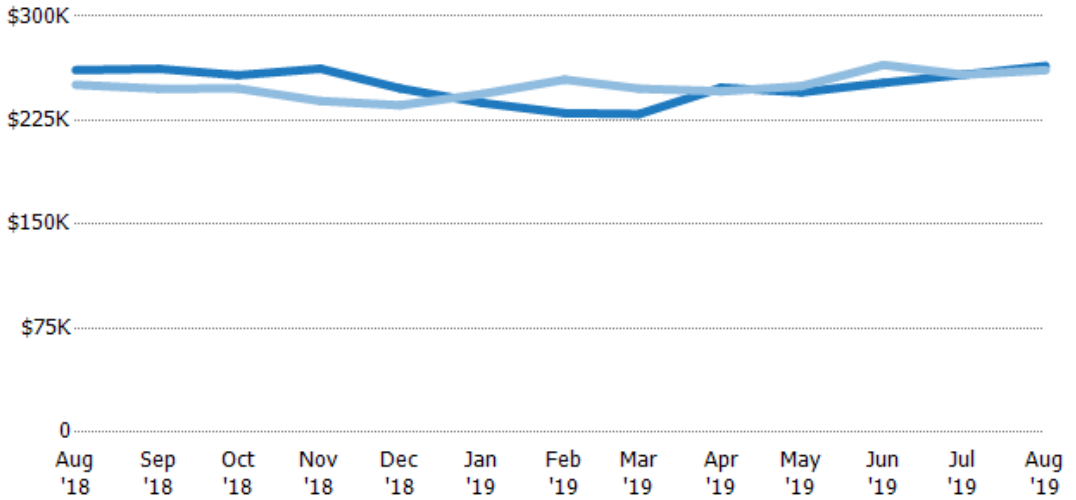
|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$81.2M | \$77.3M | \$73.6M | \$64.8M | \$55.1M | \$53.9M | \$51.6M | \$46.6M | \$50.7M | \$66.5M | \$78.4M | \$84.1M | \$79.8M |
| Prior Year                     | \$78.2M | \$75.1M | \$73.1M | \$63.8M | \$58.2M | \$59.8M | \$59.8M | \$59M   | \$57.8M | \$69.4M | \$73.9M | \$77.9M | \$81.2M |
| Percent Change from Prior Year | 4%      | 3%      | 1%      | 2%      | -5%     | -10%    | -14%    | -21%    | -12%    | -4%     | 6%      | 8%      | -2%     |

## 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



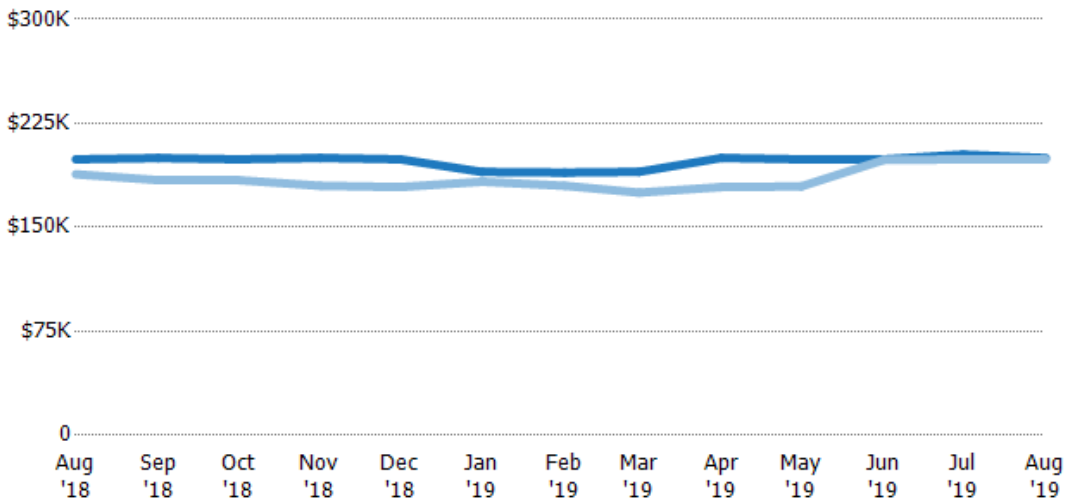
|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$261K  | \$262K  | \$257K  | \$262K  | \$248K  | \$237K  | \$230K  | \$230K  | \$249K  | \$245K  | \$252K  | \$258K  | \$264K  |
| Prior Year                     | \$251K  | \$248K  | \$248K  | \$239K  | \$236K  | \$244K  | \$254K  | \$248K  | \$246K  | \$250K  | \$265K  | \$258K  | \$261K  |
| Percent Change from Prior Year | 4%      | 6%      | 4%      | 10%     | 5%      | -3%     | -9%     | -7%     | 1%      | -2%     | -5%     | 0%      | 1%      |

## 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



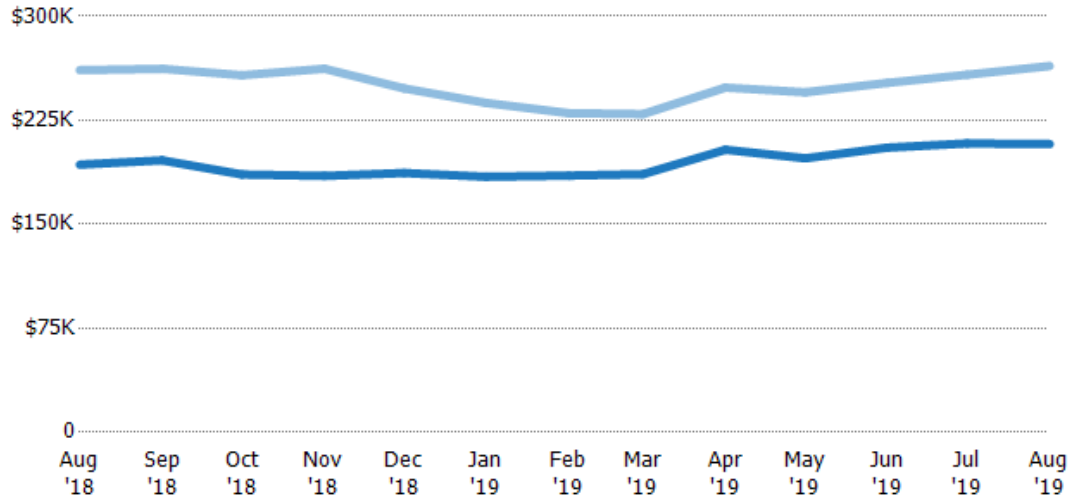
|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$199K  | \$200K  | \$199K  | \$200K  | \$199K  | \$190K  | \$189K  | \$190K  | \$200K  | \$199K  | \$199K  | \$202K  | \$200K  |
| Prior Year                     | \$188K  | \$184K  | \$184K  | \$180K  | \$179K  | \$183K  | \$180K  | \$175K  | \$179K  | \$179K  | \$199K  | \$199K  | \$199K  |
| Percent Change from Prior Year | 6%      | 9%      | 8%      | 11%     | 11%     | 4%      | 5%      | 9%      | 12%     | 11%     | 0%      | 2%      | 0%      |

## 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



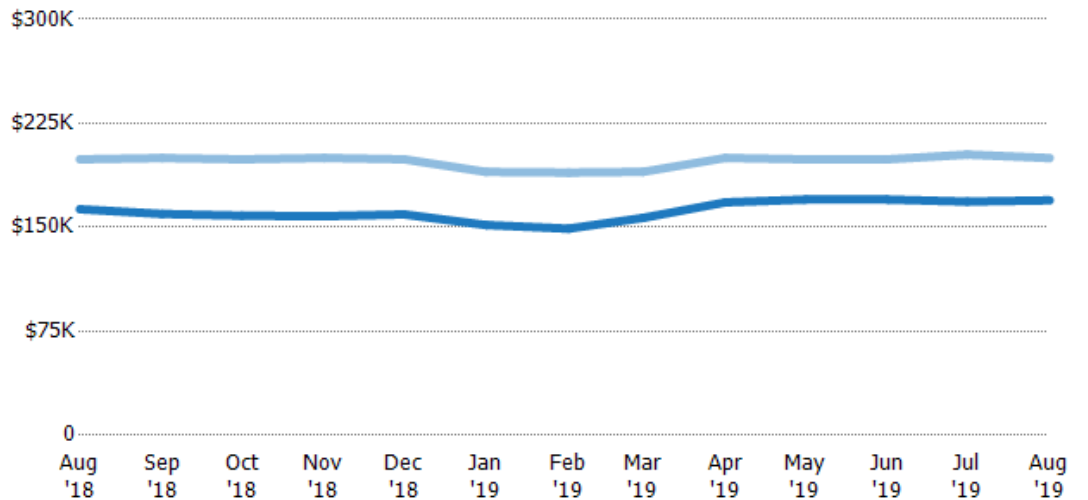
|   | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                             | \$193K  | \$196K  | \$186K  | \$185K  | \$187K  | \$184K  | \$185K  | \$186K  | \$204K  | \$198K  | \$205K  | \$208K  | \$208K  |
| Avg Listing Price                         | \$261K  | \$262K  | \$257K  | \$262K  | \$248K  | \$237K  | \$230K  | \$230K  | \$249K  | \$245K  | \$252K  | \$258K  | \$264K  |
| Avg Listing Price as a % of Avg Est Value | 135%    | 134%    | 138%    | 142%    | 133%    | 129%    | 124%    | 123%    | 122%    | 124%    | 123%    | 124%    | 127%    |

## 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



|   | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                          | \$163K  | \$160K  | \$158K  | \$158K  | \$159K  | \$152K  | \$149K  | \$157K  | \$168K  | \$170K  | \$170K  | \$169K  | \$169K  |
| Median Listing Price                      | \$199K  | \$200K  | \$199K  | \$200K  | \$199K  | \$190K  | \$189K  | \$190K  | \$200K  | \$199K  | \$199K  | \$202K  | \$200K  |
| Med Listing Price as a % of Med Est Value | 122%    | 125%    | 126%    | 127%    | 125%    | 125%    | 127%    | 121%    | 119%    | 117%    | 117%    | 120%    | 118%    |

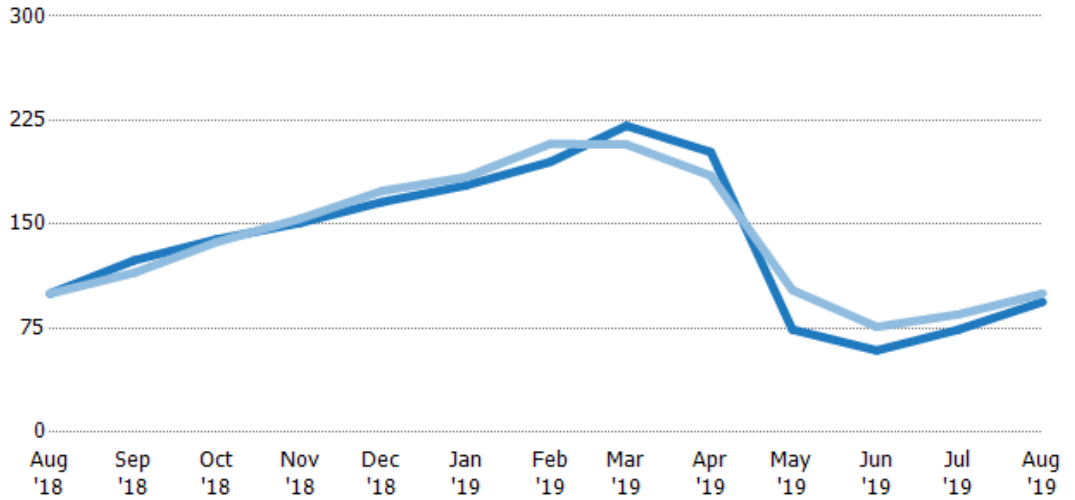
## Median Days in RPR

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. |
|------------|------|--------|
| Aug '19    | 94   | -6%    |
| Aug '18    | 100  | 0%     |
| Aug '17    | 100  | 10%    |



|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 100     | 124     | 139     | 151     | 166     | 178     | 195     | 221     | 202     | 74      | 59      | 74      | 94      |
| Prior Year                     | 100     | 115     | 137     | 154     | 174     | 184     | 208     | 208     | 185     | 103     | 76      | 85      | 100     |
| Percent Change from Prior Year | 0%      | 8%      | 1%      | -2%     | -5%     | -3%     | -6%     | 7%      | 9%      | -28%    | -22%    | -13%    | -6%     |

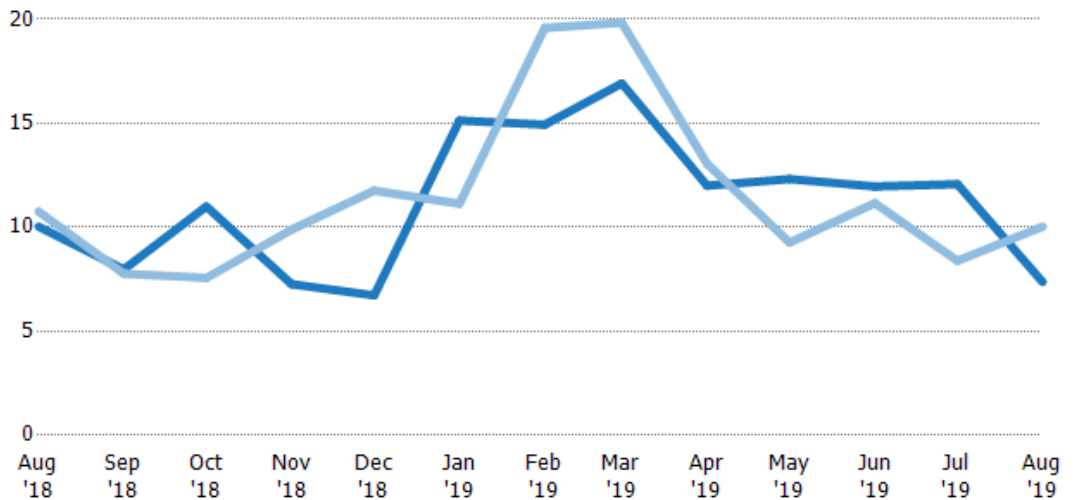
## Months of Inventory

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. |
|------------|--------|--------|
| Aug '19    | 7.37   | -26.6% |
| Aug '18    | 10     | -6.8%  |
| Aug '17    | 10.8   | 25.9%  |



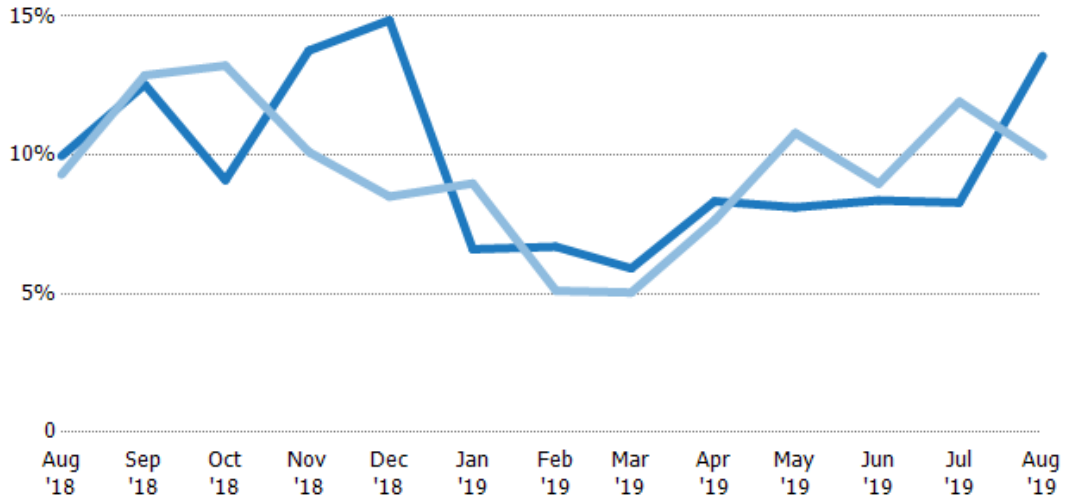
|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 10      | 7.97    | 11      | 7.26    | 6.73    | 15.1    | 14.9    | 16.9    | 12      | 12.3    | 12      | 12.1    | 7.37    |
| Prior Year                     | 10.8    | 7.77    | 7.56    | 9.89    | 11.8    | 11.1    | 19.6    | 19.8    | 13.1    | 9.27    | 11.2    | 8.39    | 10      |
| Percent Change from Prior Year | -7%     | 3%      | 45%     | -27%    | -43%    | 36%     | -24%    | -15%    | -8%     | 33%     | 7%      | 44%     | -27%    |

## 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



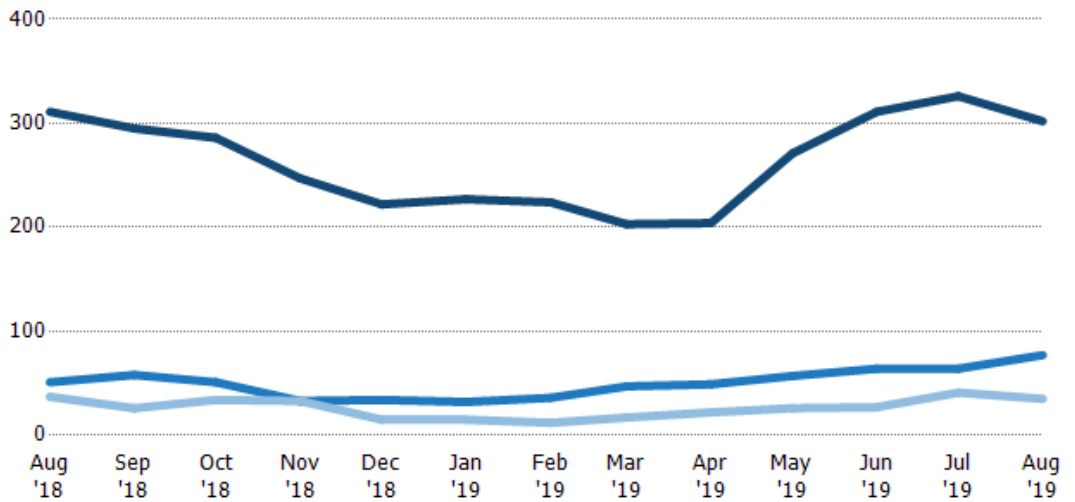
|                        | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year           | 10%     | 13%     | 9%      | 14%     | 15%     | 7%      | 7%      | 6%      | 8%      | 8%      | 8%      | 8%      | 14%     |
| Prior Year             | 9%      | 13%     | 13%     | 10%     | 9%      | 9%      | 5%      | 5%      | 8%      | 11%     | 9%      | 12%     | 10%     |
| Change from Prior Year | -1%     | 0%      | 4%      | -4%     | -6%     | 2%      | -2%     | -1%     | -1%     | 3%      | 1%      | 4%      | -4%     |

## 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



|         | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active  | 311     | 295     | 286     | 247     | 222     | 227     | 224     | 203     | 204     | 271     | 311     | 326     | 302     |
| Pending | 51      | 58      | 51      | 33      | 34      | 32      | 36      | 47      | 49      | 57      | 64      | 64      | 77      |
| Sold    | 37      | 26      | 34      | 33      | 15      | 15      | 12      | 17      | 22      | 26      | 27      | 41      | 35      |

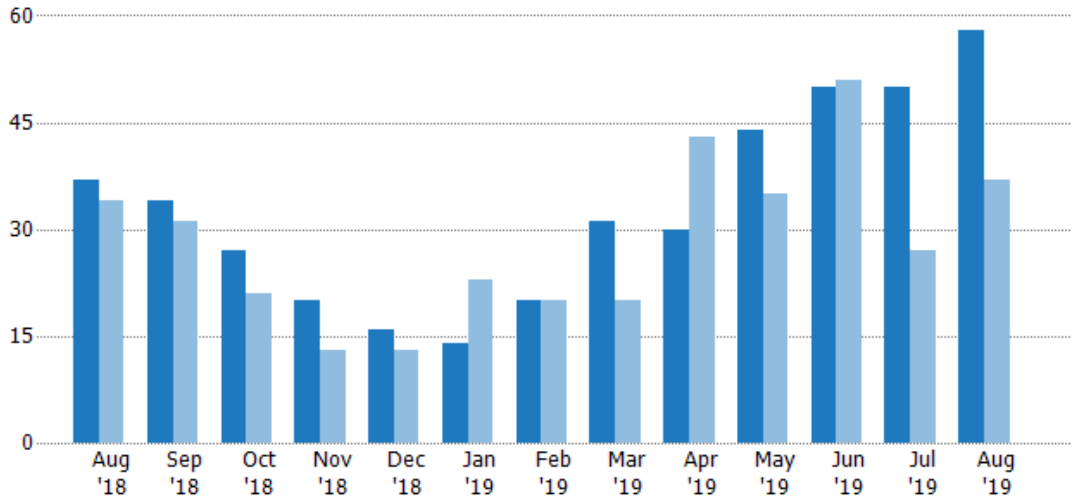
## New Pending Sales

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/<br>Year | Count | % Chg. |
|----------------|-------|--------|
| Aug '19        | 58    | 56.8%  |
| Aug '18        | 37    | 8.8%   |
| Aug '17        | 34    | -29.4% |



|                                |    |     |     |     |     |      |    |     |      |     |     |     |     |
|--------------------------------|----|-----|-----|-----|-----|------|----|-----|------|-----|-----|-----|-----|
| Current Year                   | 37 | 34  | 27  | 20  | 16  | 14   | 20 | 31  | 30   | 44  | 50  | 50  | 58  |
| Prior Year                     | 34 | 31  | 21  | 13  | 13  | 23   | 20 | 20  | 43   | 35  | 51  | 27  | 37  |
| Percent Change from Prior Year | 9% | 10% | 29% | 54% | 23% | -39% | 0% | 55% | -30% | 26% | -2% | 85% | 57% |

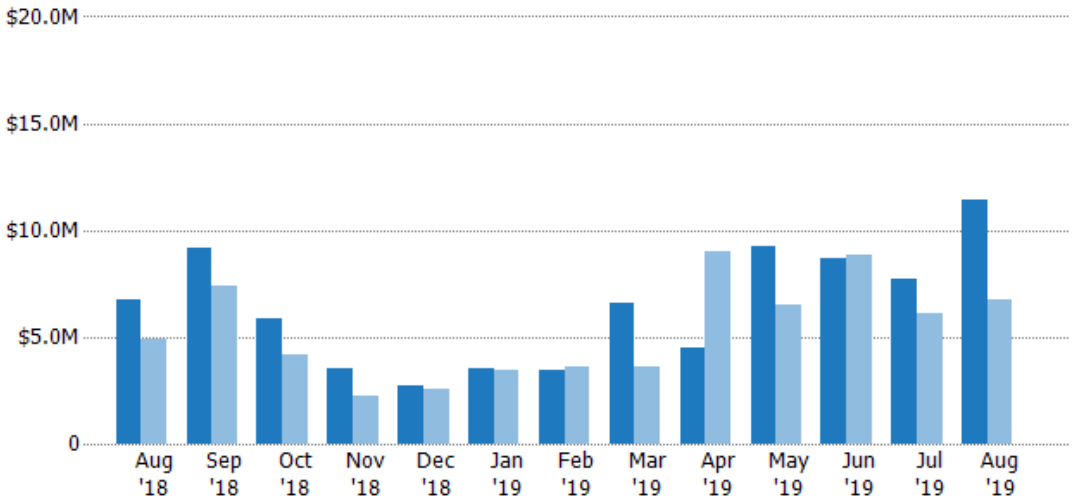
## New Pending Sales Volume

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/<br>Year | Volume  | % Chg. |
|----------------|---------|--------|
| Aug '19        | \$11.4M | 69.9%  |
| Aug '18        | \$6.74M | 37.9%  |
| Aug '17        | \$4.89M | -28.8% |



|                                |         |         |         |         |         |         |         |         |         |         |         |         |         |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$6.74M | \$9.17M | \$5.85M | \$3.51M | \$2.76M | \$3.57M | \$3.47M | \$6.59M | \$4.5M  | \$9.28M | \$8.65M | \$7.69M | \$11.4M |
| Prior Year                     | \$4.89M | \$7.42M | \$4.17M | \$2.25M | \$2.59M | \$3.43M | \$3.58M | \$3.59M | \$8.98M | \$6.53M | \$8.87M | \$6.15M | \$6.74M |
| Percent Change from Prior Year | 38%     | 24%     | 40%     | 56%     | 7%      | 4%      | -3%     | 84%     | -50%    | 42%     | -3%     | 25%     | 70%     |



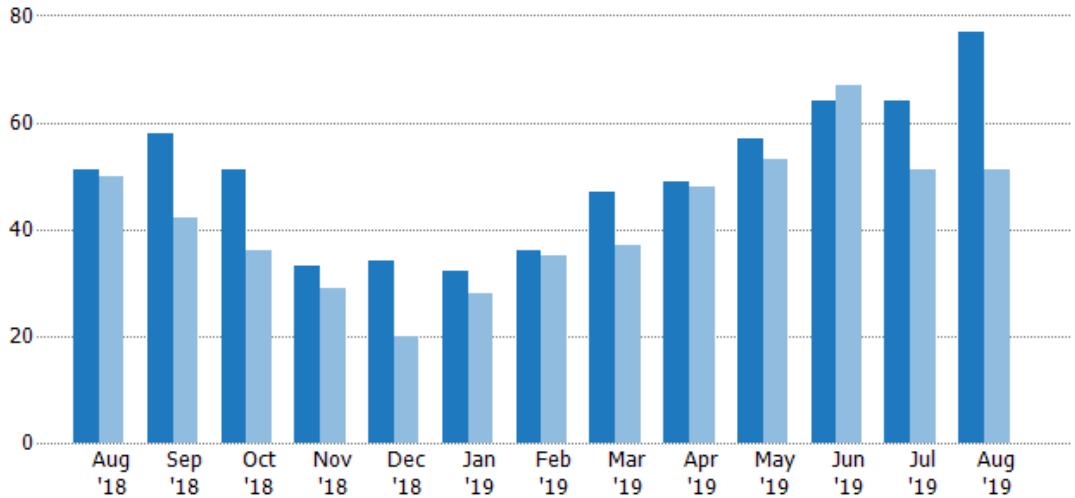
## Pending Sales

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. |
|------------|-------|--------|
| Aug '19    | 77    | 51%    |
| Aug '18    | 51    | 2%     |
| Aug '17    | 50    | -14%   |



|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 51      | 58      | 51      | 33      | 34      | 32      | 36      | 47      | 49      | 57      | 64      | 64      | 77      |
| Prior Year                     | 50      | 42      | 36      | 29      | 20      | 28      | 35      | 37      | 48      | 53      | 67      | 51      | 51      |
| Percent Change from Prior Year | 2%      | 38%     | 42%     | 14%     | 70%     | 14%     | 3%      | 27%     | 2%      | 8%      | -4%     | 25%     | 51%     |

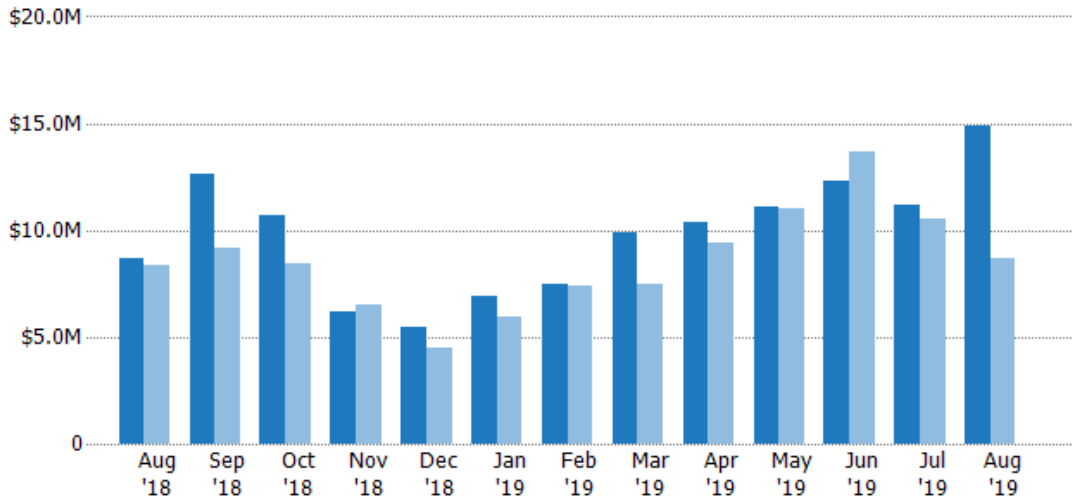
## Pending Sales Volume

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. |
|------------|---------|--------|
| Aug '19    | \$14.8M | 71.6%  |
| Aug '18    | \$8.65M | 3.5%   |
| Aug '17    | \$8.36M | -12.7% |



|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$8.65M | \$12.6M | \$10.7M | \$6.18M | \$5.44M | \$6.89M | \$7.48M | \$9.9M  | \$10.3M | \$11.1M | \$12.3M | \$11.2M | \$14.8M |
| Prior Year                     | \$8.36M | \$9.19M | \$8.4M  | \$6.52M | \$4.53M | \$5.98M | \$7.4M  | \$7.49M | \$9.42M | \$11M   | \$13.7M | \$10.6M | \$8.65M |
| Percent Change from Prior Year | 3%      | 38%     | 28%     | -5%     | 20%     | 15%     | 1%      | 32%     | 10%     | 1%      | -10%    | 6%      | 72%     |

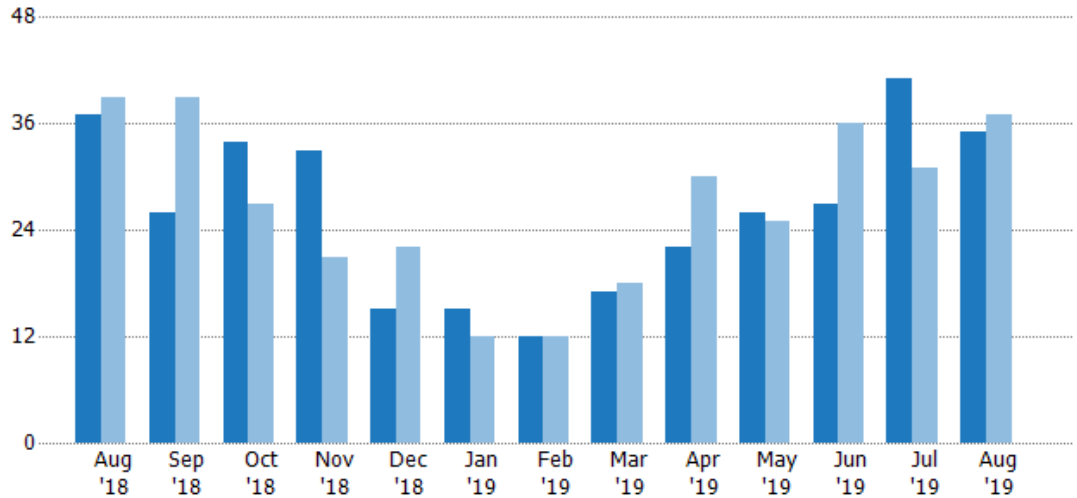
## Closed Sales

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. |
|------------|-------|--------|
| Aug '19    | 35    | -5.4%  |
| Aug '18    | 37    | -5.1%  |
| Aug '17    | 39    | -51.3% |



|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | 37      | 26      | 34      | 33      | 15      | 15      | 12      | 17      | 22      | 26      | 27      | 41      | 35      |
| Prior Year                     | 39      | 39      | 27      | 21      | 22      | 12      | 12      | 18      | 30      | 25      | 36      | 31      | 37      |
| Percent Change from Prior Year | -5%     | -33%    | 26%     | 57%     | -32%    | 25%     | 0%      | -6%     | -27%    | 4%      | -25%    | 32%     | -5%     |

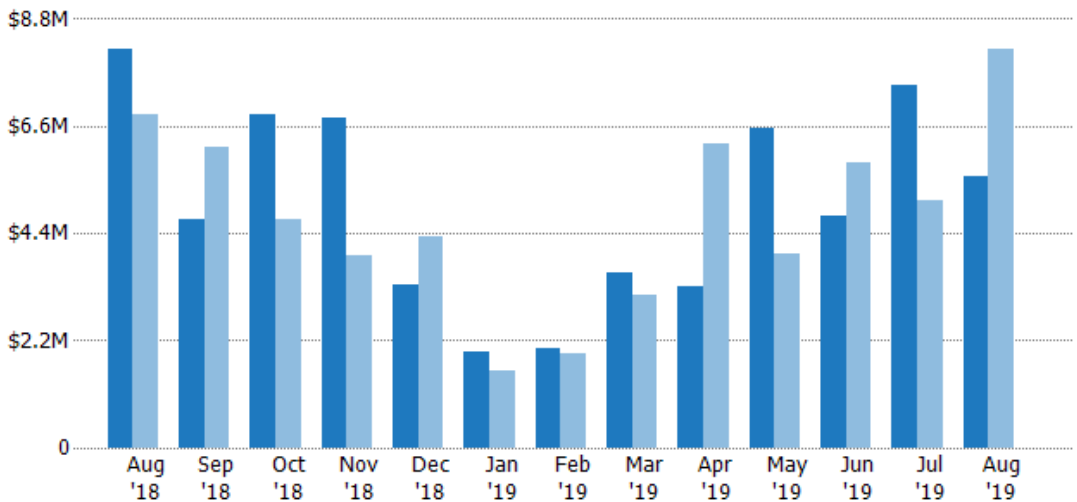
## Closed Sales Volume

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. |
|------------|---------|--------|
| Aug '19    | \$5.57M | -31.9% |
| Aug '18    | \$8.19M | 19.9%  |
| Aug '17    | \$6.83M | -57.8% |



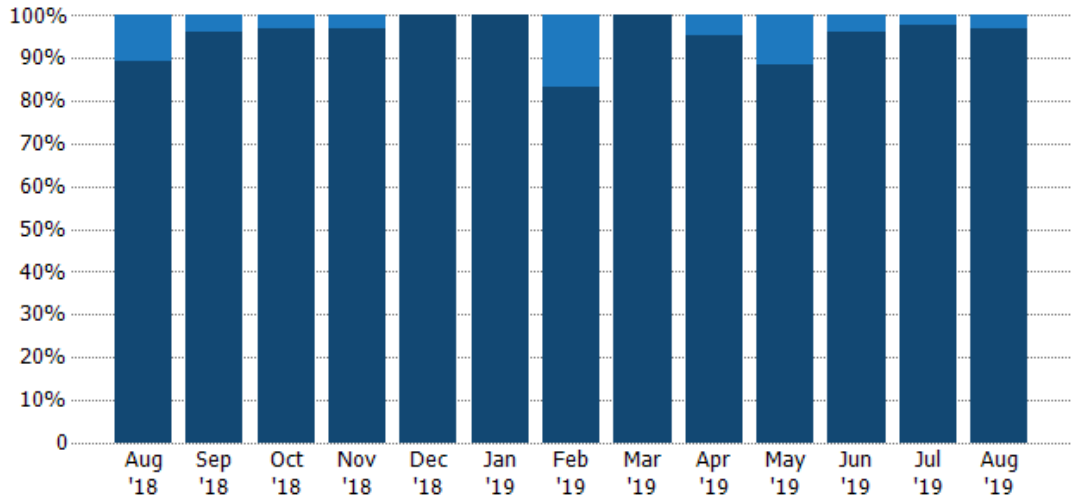
|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$8.19M | \$4.67M | \$6.82M | \$6.79M | \$3.36M | \$1.97M | \$2.04M | \$3.59M | \$3.32M | \$6.54M | \$4.76M | \$7.44M | \$5.57M |
| Prior Year                     | \$6.83M | \$6.17M | \$4.7M  | \$3.93M | \$4.33M | \$1.6M  | \$1.95M | \$3.12M | \$6.25M | \$3.97M | \$5.84M | \$5.07M | \$8.19M |
| Percent Change from Prior Year | 20%     | -24%    | 45%     | 73%     | -22%    | 23%     | 5%      | 15%     | -47%    | 65%     | -19%    | 47%     | -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



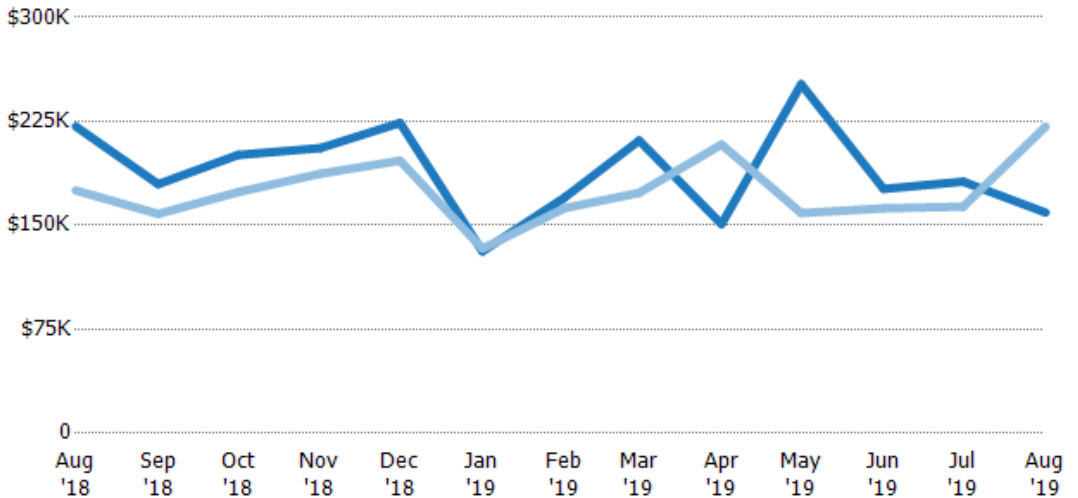
|                         |     |     |     |     |      |      |     |      |     |     |     |     |     |
|-------------------------|-----|-----|-----|-----|------|------|-----|------|-----|-----|-----|-----|-----|
| Condo/Townhouse         | 11% | 4%  | 3%  | 3%  | -    | -    | 17% | -    | 5%  | 12% | 4%  | 2%  | 3%  |
| Single Family Residence | 89% | 96% | 97% | 97% | 100% | 100% | 83% | 100% | 95% | 88% | 96% | 98% | 97% |

## 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                   | \$221K | \$180K | \$201K | \$206K | \$224K | \$131K | \$170K | \$211K | \$151K | \$252K | \$176K | \$181K | \$159K |
| Prior Year                     | \$175K | \$158K | \$174K | \$187K | \$197K | \$133K | \$162K | \$173K | \$208K | \$159K | \$162K | \$163K | \$221K |
| Percent Change from Prior Year | 26%    | 14%    | 15%    | 10%    | 14%    | -1%    | 5%     | 22%    | -28%   | 59%    | 9%     | 11%    | -28%   |

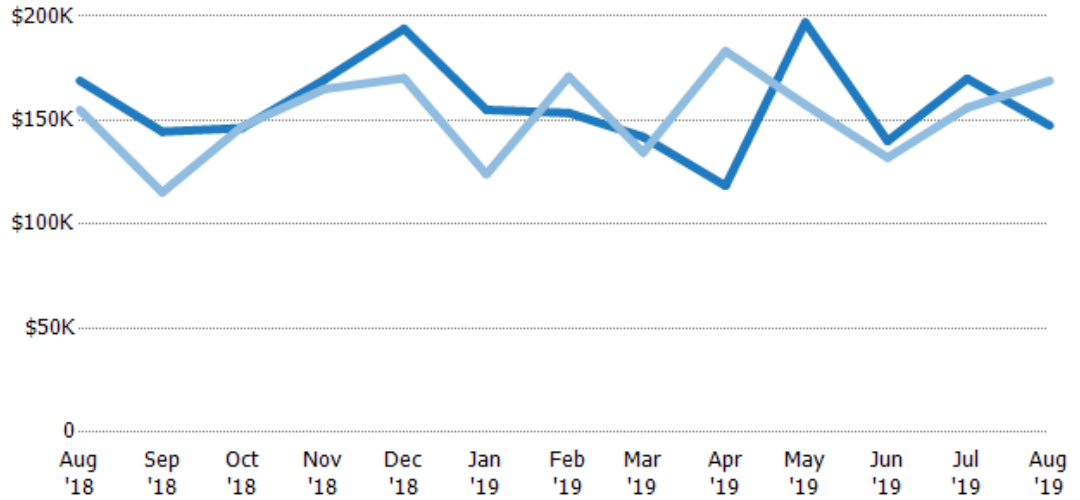
## Median Sales Price

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/<br>Year | Price  | % Chg. |
|----------------|--------|--------|
| Aug '19        | \$148K | -12.7% |
| Aug '18        | \$169K | 9%     |
| Aug '17        | \$155K | -4.5%  |



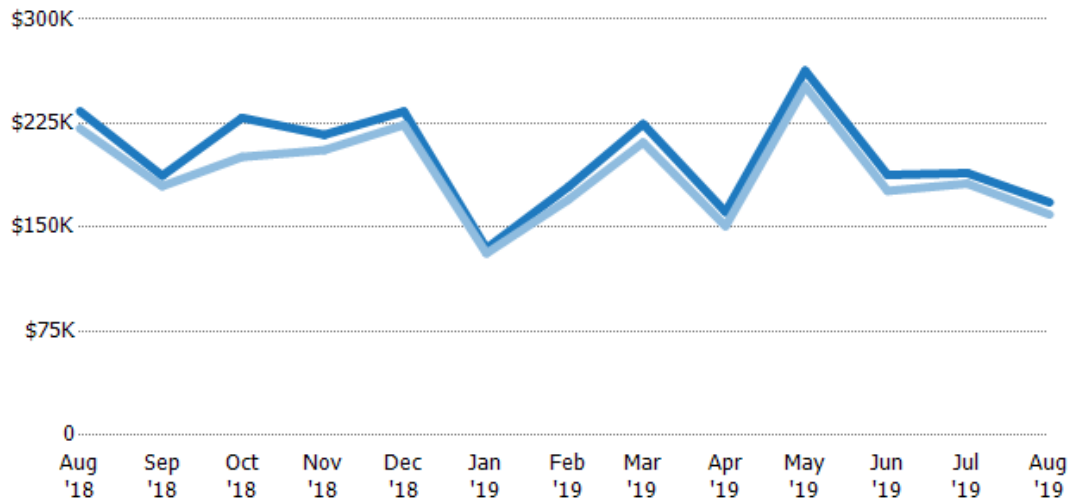
|                                | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year                   | \$169K  | \$145K  | \$146K  | \$170K  | \$194K  | \$155K  | \$154K  | \$142K  | \$119K  | \$197K  | \$140K  | \$170K  | \$148K  |
| Prior Year                     | \$155K  | \$115K  | \$147K  | \$165K  | \$170K  | \$124K  | \$171K  | \$135K  | \$183K  | \$158K  | \$132K  | \$156K  | \$169K  |
| Percent Change from Prior Year | 9%      | 25%     | -1%     | 3%      | 14%     | 25%     | -10%    | 6%      | -35%    | 25%     | 6%      | 9%      | -13%    |

## 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



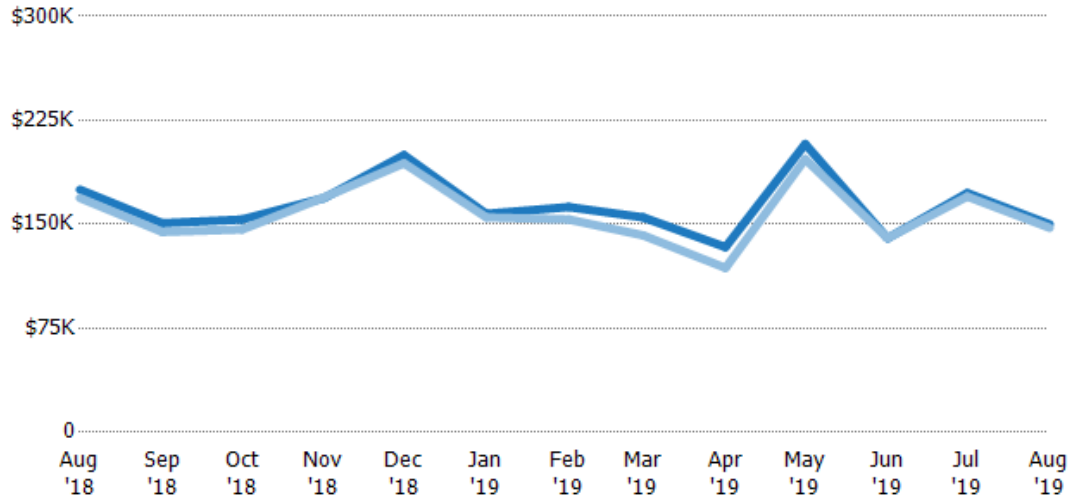
|  | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price                           | \$234K  | \$187K  | \$229K  | \$217K  | \$234K  | \$135K  | \$179K  | \$224K  | \$161K  | \$263K  | \$188K  | \$189K  | \$168K  |
| Avg Sales Price                          | \$221K  | \$180K  | \$201K  | \$206K  | \$224K  | \$131K  | \$170K  | \$211K  | \$151K  | \$252K  | \$176K  | \$181K  | \$159K  |
| Avg Sales Price as a % of Avg List Price | 95%     | 96%     | 88%     | 95%     | 96%     | 97%     | 95%     | 94%     | 94%     | 96%     | 94%     | 96%     | 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



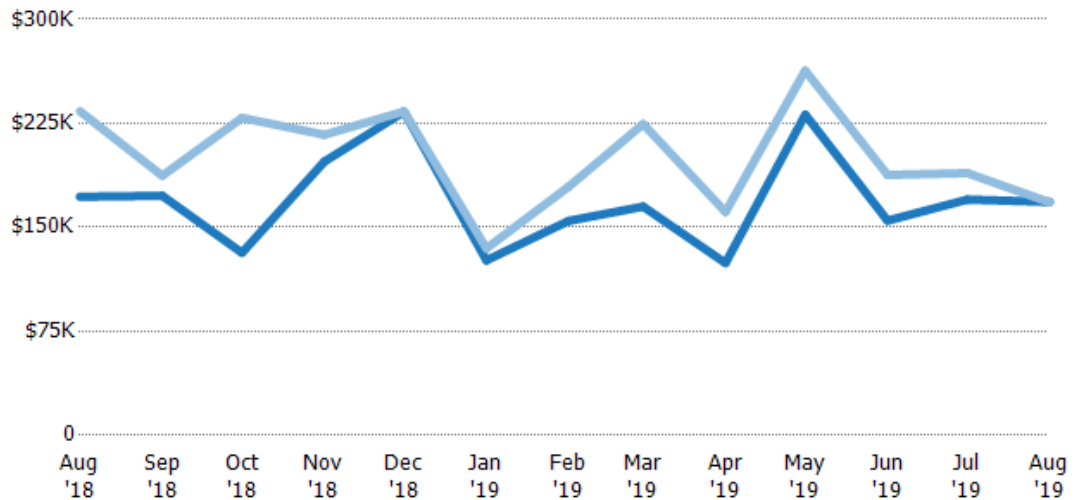
|  | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price                        | \$175K  | \$151K  | \$153K  | \$169K  | \$200K  | \$158K  | \$162K  | \$155K  | \$134K  | \$208K  | \$140K  | \$173K  | \$150K  |
| Median Sales Price                       | \$169K  | \$145K  | \$146K  | \$170K  | \$194K  | \$155K  | \$154K  | \$142K  | \$119K  | \$197K  | \$140K  | \$170K  | \$148K  |
| Med Sales Price as a % of Med List Price | 97%     | 96%     | 95%     | 100%    | 97%     | 98%     | 94%     | 92%     | 89%     | 95%     | 100%    | 99%     | 98%     |

## 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



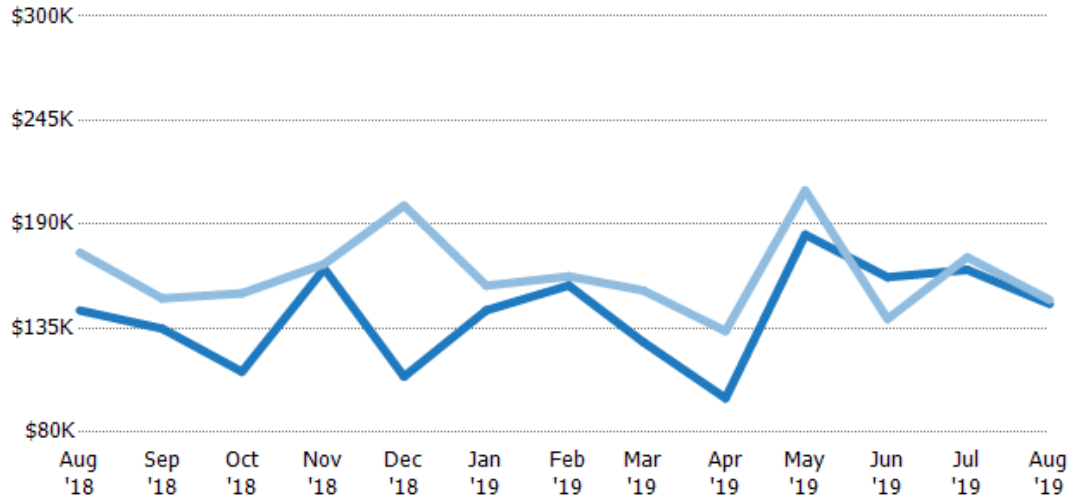
|   | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value                           | \$172K  | \$173K  | \$132K  | \$197K  | \$233K  | \$126K  | \$155K  | \$165K  | \$124K  | \$231K  | \$155K  | \$170K  | \$168K  |
| Avg Sales Price                         | \$234K  | \$187K  | \$229K  | \$217K  | \$234K  | \$135K  | \$179K  | \$224K  | \$161K  | \$263K  | \$188K  | \$189K  | \$168K  |
| Avg Sales Price as a % of Avg Est Value | 136%    | 108%    | 174%    | 110%    | 100%    | 107%    | 116%    | 136%    | 130%    | 114%    | 121%    | 111%    | 100%    |

## 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



|   | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value                        | \$144K  | \$135K  | \$112K  | \$167K  | \$109K  | \$145K  | \$158K  | \$128K  | \$98K   | \$185K  | \$162K  | \$166K  | \$148K  |
| Median Sales Price                      | \$175K  | \$151K  | \$153K  | \$169K  | \$200K  | \$158K  | \$162K  | \$155K  | \$134K  | \$208K  | \$140K  | \$173K  | \$150K  |
| Med Sales Price as a % of Med Est Value | 121%    | 112%    | 137%    | 102%    | 183%    | 109%    | 103%    | 121%    | 136%    | 113%    | 86%     | 104%    | 101%    |