

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	71	64	+10.9%	390	351	+11.1%
New Listing Volume	\$16,590,600	\$13,716,500	+21%	\$89,988,579	\$78,083,199	+15.2%
Active Listing Count	326	302	+7.9%	N/A	N/A	
Active Listing Volume	\$84,065,253	\$77,865,099	+8%	N/A	N/A	
Average Listing Price	\$257,869	\$257,831	+0%	\$244,421	\$252,474	-3.2%
Median Listing Price	\$202,400	\$199,000	+1.7%	\$196,328	\$185,524	+5.8%
Median Days in RPR	74	85	-12.9%	123.51	133.67	-7.6%
Months of Inventory	12.1	8.4	+43.9%	10.8	11.9	-9.7%
Absorption Rate	8.28%	11.92%	-3.6%	9.29%	8.39%	+0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	50	27	+85.2%	239	219	+9.1%
New Pending Sales Volume	\$7,691,225	\$6,145,100	+25.2%	\$43,755,224	\$41,130,999	+6.4%
Pending Sales Count	64	51	+25.5%	N/A	N/A	
Pending Sales Volume	\$11,209,400	\$10,561,150	+6.1%	N/A	N/A	
Closed Sales Count	41	31	+32.3%	160	164	-2.4%
Closed Sales Volume	\$7,439,946	\$5,066,366	+46.8%	\$29,659,121	\$27,791,335	+6.7%
Average Sales Price	\$181,462	\$163,431	+11%	\$185,370	\$169,459	+9.4%
Median Sales Price	\$170,000	\$156,000	+9%	\$156,625	\$152,341	+2.8%

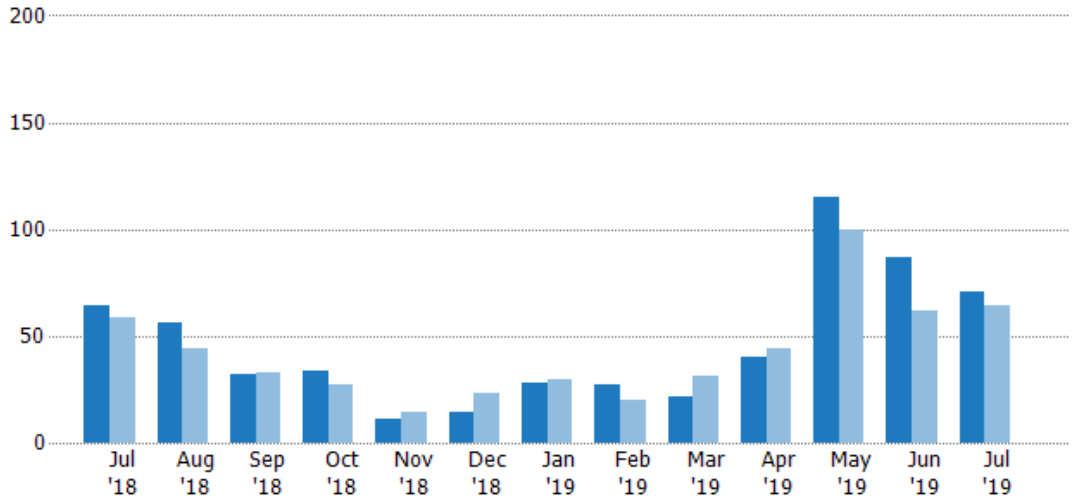
New Listings

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.
Jul '19	71	10.9%
Jul '18	64	8.5%
Jul '17	59	-11.9%



Current Year	64	56	32	34	11	14	28	27	22	40	115	87	71
Prior Year	59	44	33	27	14	23	30	20	31	44	100	62	64
Percent Change from Prior Year	8%	27%	-3%	26%	-21%	-39%	-7%	35%	-29%	-9%	15%	40%	11%

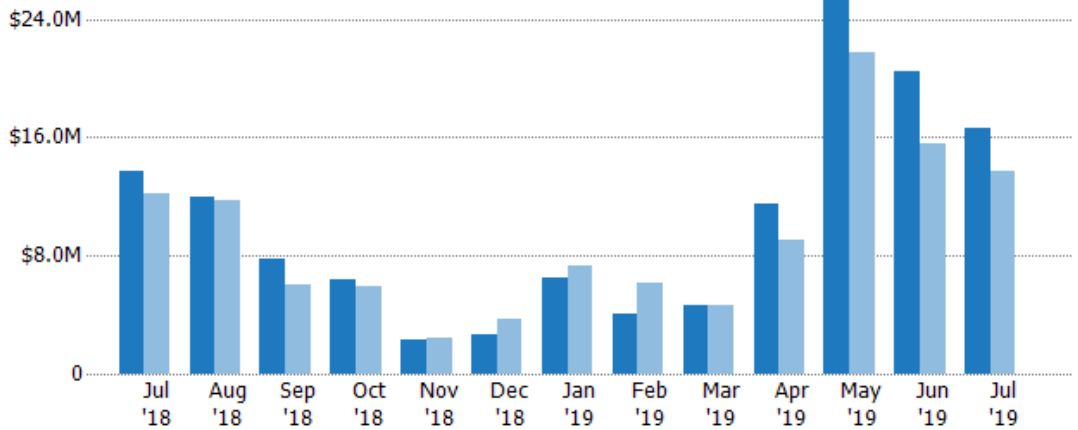
New Listing Volume

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.
Jul '19	\$16.6M	21%
Jul '18	\$13.7M	12.5%
Jul '17	\$12.2M	-21.9%



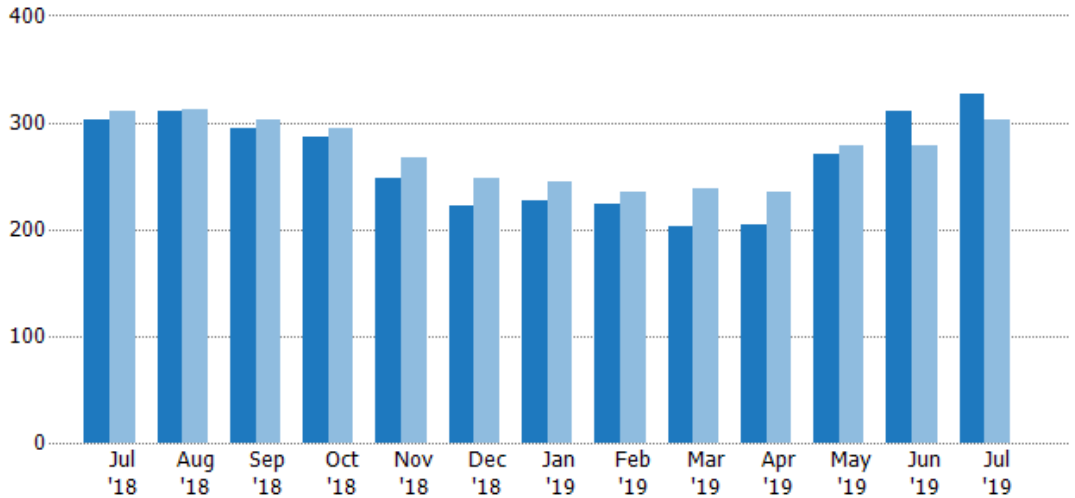
Current Year	\$13.7M	\$11.9M	\$7.74M	\$6.35M	\$2.26M	\$2.61M	\$6.49M	\$4.06M	\$4.66M	\$11.5M	\$26.2M	\$20.5M	\$16.6M
Prior Year	\$12.2M	\$11.7M	\$6.09M	\$5.96M	\$2.43M	\$3.74M	\$7.3M	\$6.12M	\$4.6M	\$9.06M	\$21.7M	\$15.6M	\$13.7M
Percent Change from Prior Year	13%	2%	27%	7%	-7%	-30%	-11%	-34%	1%	27%	21%	31%	21%

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.
Jul '19	326	7.9%
Jul '18	302	-2.6%
Jul '17	310	3.5%

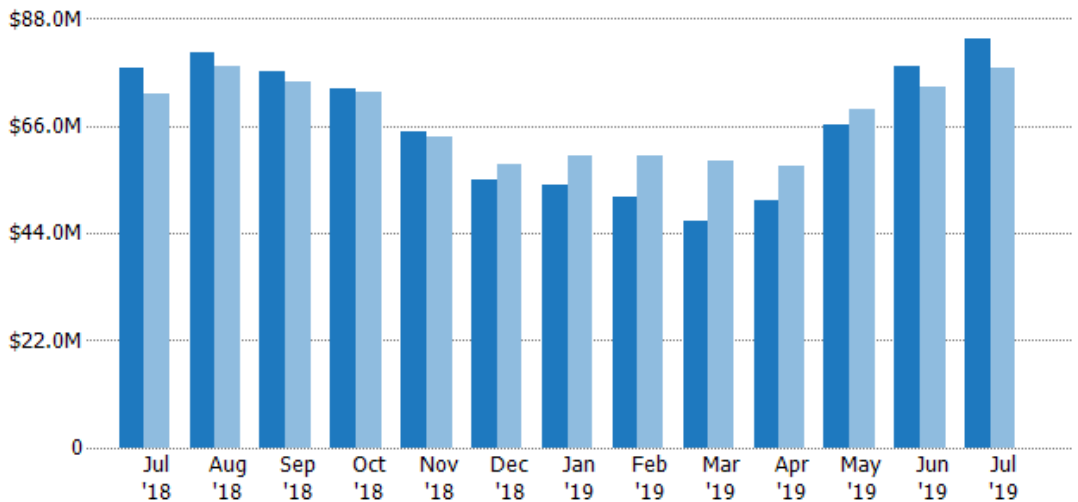
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	302	311	295	286	247	222	227	224	203	204	271	311	326
Prior Year	310	312	303	295	267	247	245	235	238	235	278	279	302
Percent Change from Prior Year	-3%	0%	-3%	-3%	-7%	-10%	-7%	-5%	-15%	-13%	-3%	11%	8%

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.
Jul '19	\$84.1M	8%
Jul '18	\$77.9M	7.1%
Jul '17	\$72.7M	0.8%

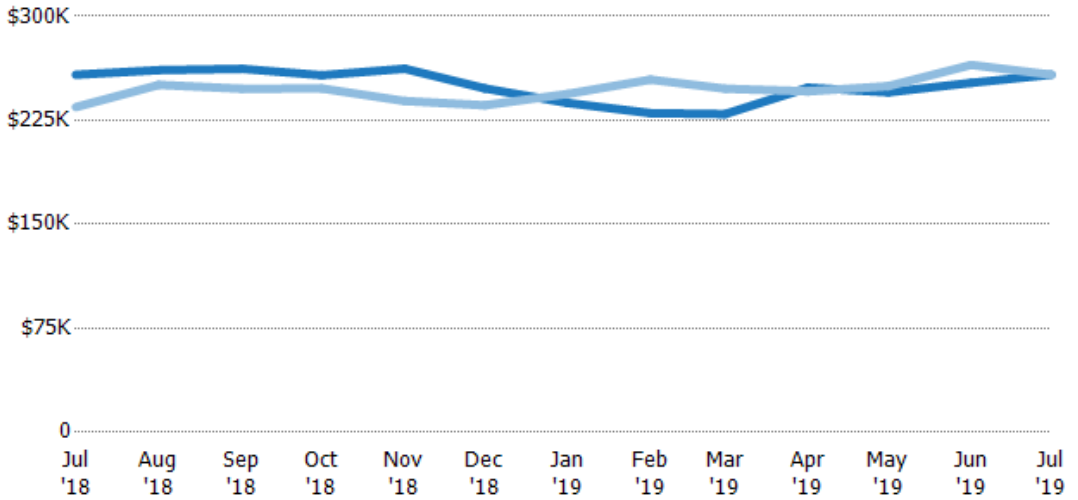
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$77.9M	\$81.2M	\$77.3M	\$73.6M	\$64.8M	\$55.1M	\$53.9M	\$51.6M	\$46.6M	\$50.7M	\$66.5M	\$78.4M	\$84.1M
Prior Year	\$72.7M	\$78.2M	\$75.1M	\$73.1M	\$63.8M	\$58.2M	\$59.8M	\$59.8M	\$59M	\$57.8M	\$69.4M	\$73.9M	\$77.9M
Percent Change from Prior Year	7%	4%	3%	1%	2%	-5%	-10%	-14%	-21%	-12%	-4%	6%	8%

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



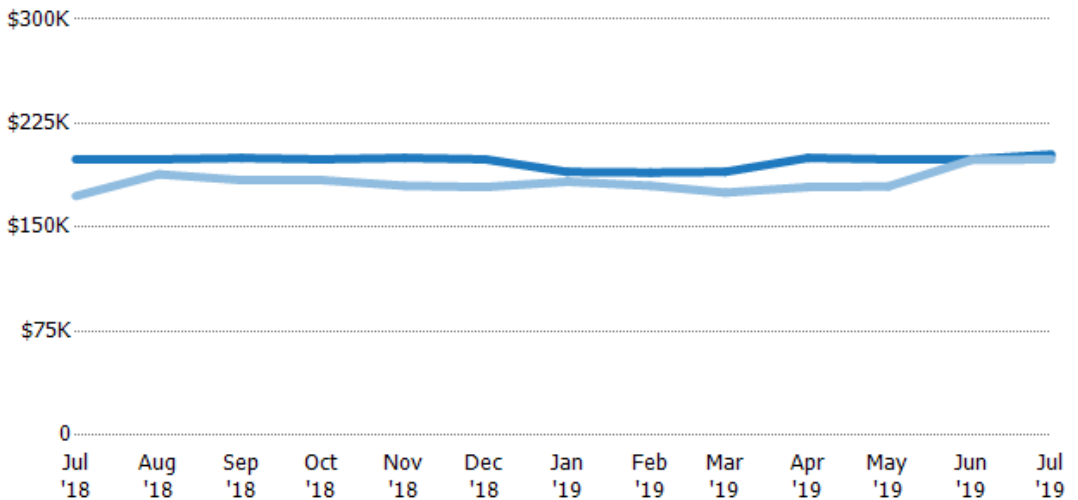
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$258K	\$261K	\$262K	\$257K	\$262K	\$248K	\$237K	\$230K	\$230K	\$249K	\$245K	\$252K	\$258K
Prior Year	\$235K	\$251K	\$248K	\$248K	\$239K	\$236K	\$244K	\$254K	\$248K	\$246K	\$250K	\$265K	\$258K
Percent Change from Prior Year	10%	4%	6%	4%	10%	5%	-3%	-9%	-7%	1%	-2%	-5%	0%

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



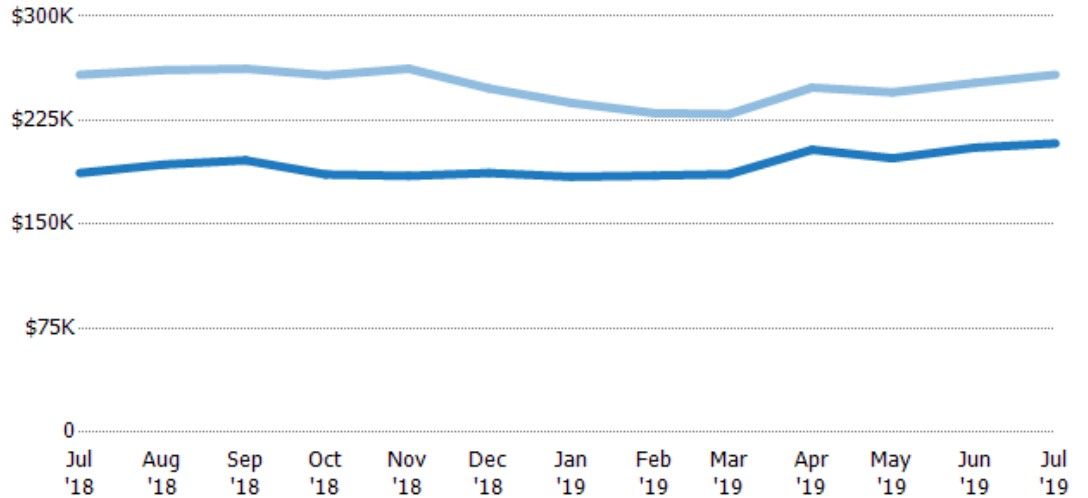
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$199K	\$199K	\$200K	\$199K	\$200K	\$199K	\$190K	\$189K	\$190K	\$200K	\$199K	\$199K	\$202K
Prior Year	\$173K	\$188K	\$184K	\$184K	\$180K	\$179K	\$183K	\$180K	\$175K	\$179K	\$179K	\$199K	\$199K
Percent Change from Prior Year	15%	6%	9%	8%	11%	11%	4%	5%	9%	12%	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



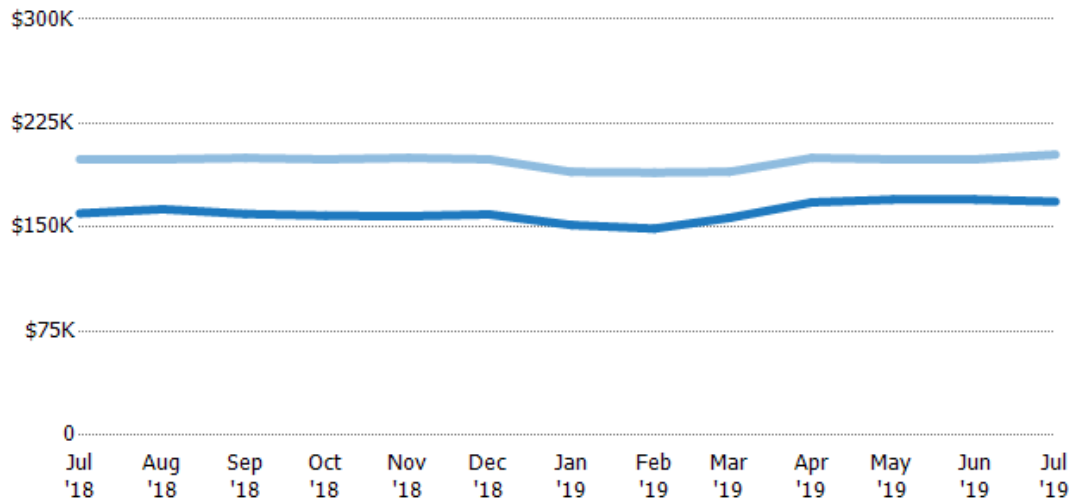
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$187K	\$193K	\$196K	\$186K	\$185K	\$187K	\$184K	\$185K	\$186K	\$204K	\$198K	\$205K	\$208K
Avg Listing Price	\$258K	\$261K	\$262K	\$257K	\$262K	\$248K	\$237K	\$230K	\$230K	\$249K	\$245K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

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



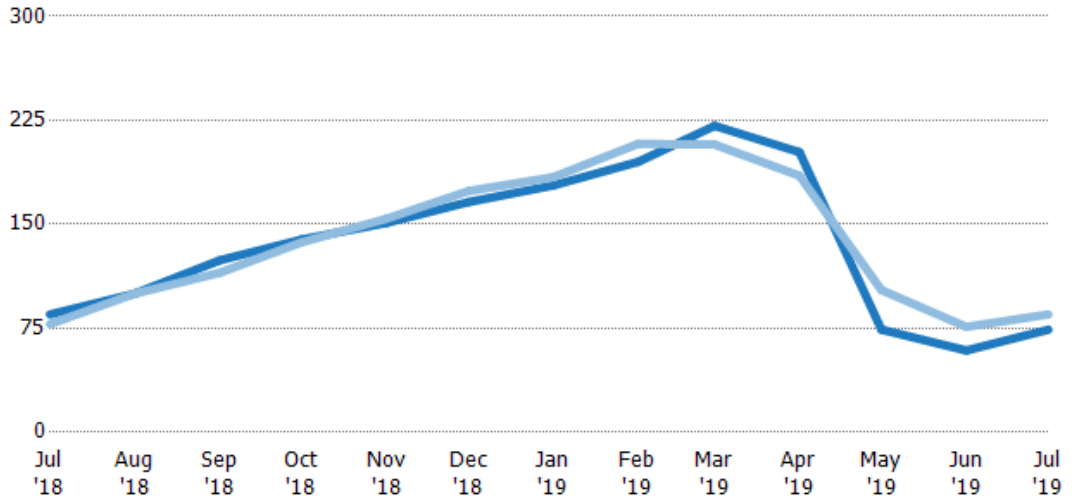
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$160K	\$163K	\$160K	\$158K	\$158K	\$159K	\$152K	\$149K	\$157K	\$168K	\$170K	\$170K	\$169K
Median Listing Price	\$199K	\$199K	\$200K	\$199K	\$200K	\$199K	\$190K	\$189K	\$190K	\$200K	\$199K	\$199K	\$202K
Med Listing Price as a % of Med Est Value	124%	122%	125%	126%	127%	125%	125%	127%	121%	119%	117%	117%	120%

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.
Jul '19	74	-12.9%
Jul '18	85	9%
Jul '17	78	21.8%

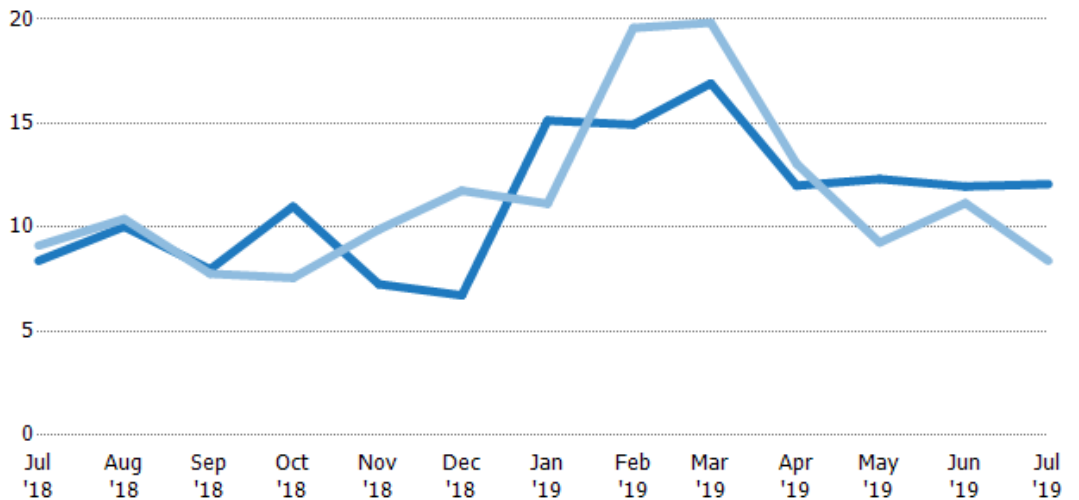
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	85	100	124	139	151	166	178	195	221	202	74	59	74
Prior Year	78	100	115	137	154	174	184	208	208	185	103	76	85
Percent Change from Prior Year	9%	0%	8%	1%	-2%	-5%	-3%	-6%	7%	9%	-28%	-22%	-13%

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.
Jul '19	12.1	43.9%
Jul '18	8.39	-8%
Jul '17	9.12	95.6%

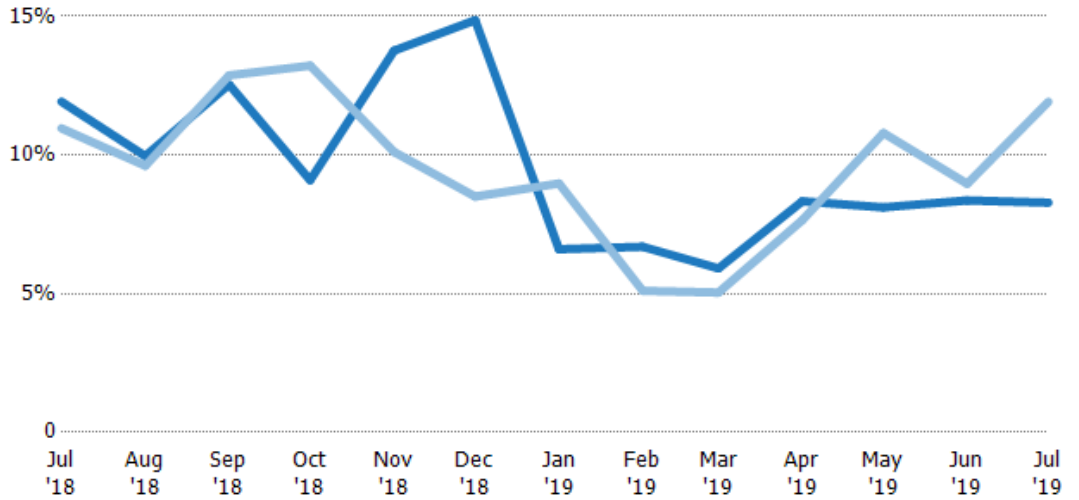
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	8.39	10	7.97	11	7.26	6.73	15.1	14.9	16.9	12	12.3	12	12.1
Prior Year	9.12	10.4	7.77	7.56	9.89	11.8	11.1	19.6	19.8	13.1	9.27	11.2	8.39
Percent Change from Prior Year	-8%	-4%	3%	45%	-27%	-43%	36%	-24%	-15%	-8%	33%	7%	44%

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



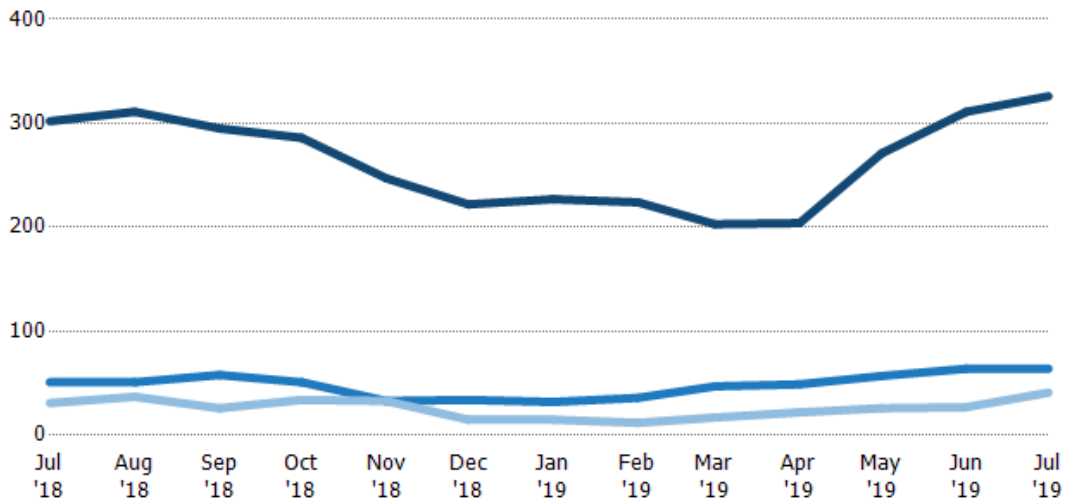
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	12%	10%	13%	9%	14%	15%	7%	7%	6%	8%	8%	8%	8%
Prior Year	11%	10%	13%	13%	10%	9%	9%	5%	5%	8%	11%	9%	12%
Change from Prior Year	-1%	0%	0%	4%	-4%	-6%	2%	-2%	-1%	-1%	3%	1%	4%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	302	311	295	286	247	222	227	224	203	204	271	311	326
Pending	51	51	58	51	33	34	32	36	47	49	57	64	64
Sold	31	37	26	34	33	15	15	12	17	22	26	27	41

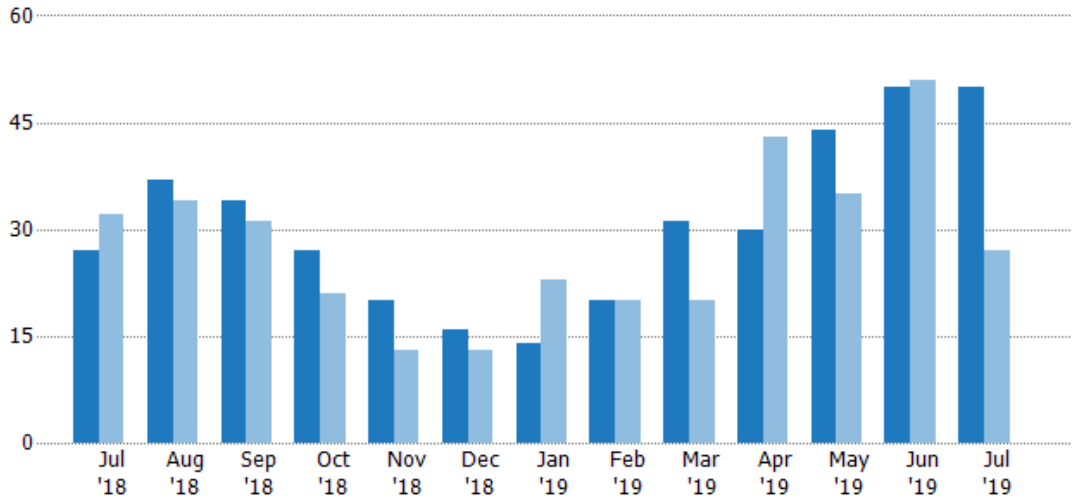
New Pending Sales

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.
Jul '19	50	85.2%
Jul '18	27	-15.6%
Jul '17	32	-31.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	27	37	34	27	20	16	14	20	31	30	44	50	50
Prior Year	32	34	31	21	13	13	23	20	20	43	35	51	27
Percent Change from Prior Year	-16%	9%	10%	29%	54%	23%	-39%	0%	55%	-30%	26%	-2%	85%

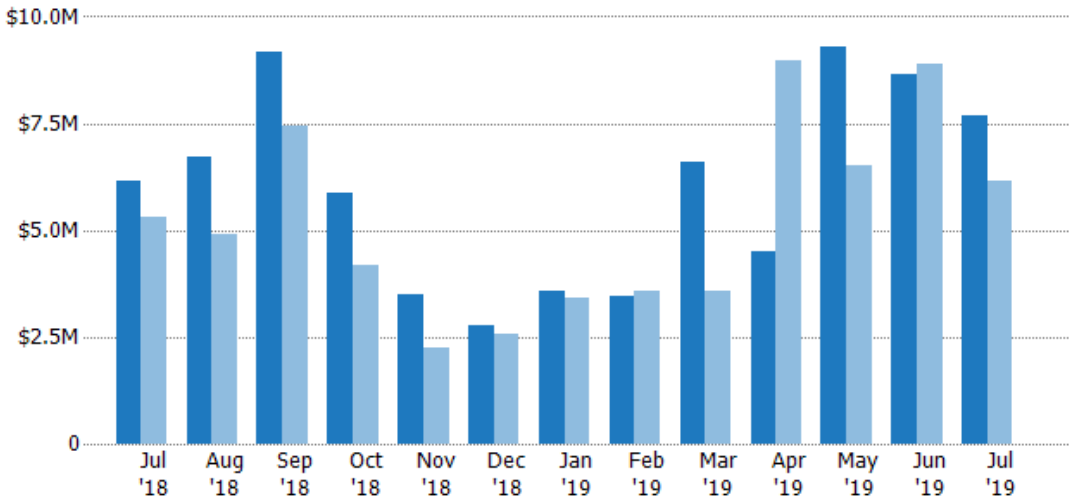
New Pending Sales Volume

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.
Jul '19	\$7.69M	25.2%
Jul '18	\$6.15M	15.7%
Jul '17	\$5.31M	-23.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$6.15M	\$6.74M	\$9.17M	\$5.85M	\$3.51M	\$2.76M	\$3.57M	\$3.47M	\$6.59M	\$4.5M	\$9.28M	\$8.65M	\$7.69M
Prior Year	\$5.31M	\$4.89M	\$7.42M	\$4.17M	\$2.25M	\$2.59M	\$3.43M	\$3.58M	\$3.59M	\$8.98M	\$6.53M	\$8.87M	\$6.15M
Percent Change from Prior Year	16%	38%	24%	40%	56%	7%	4%	-3%	84%	-50%	42%	-3%	25%

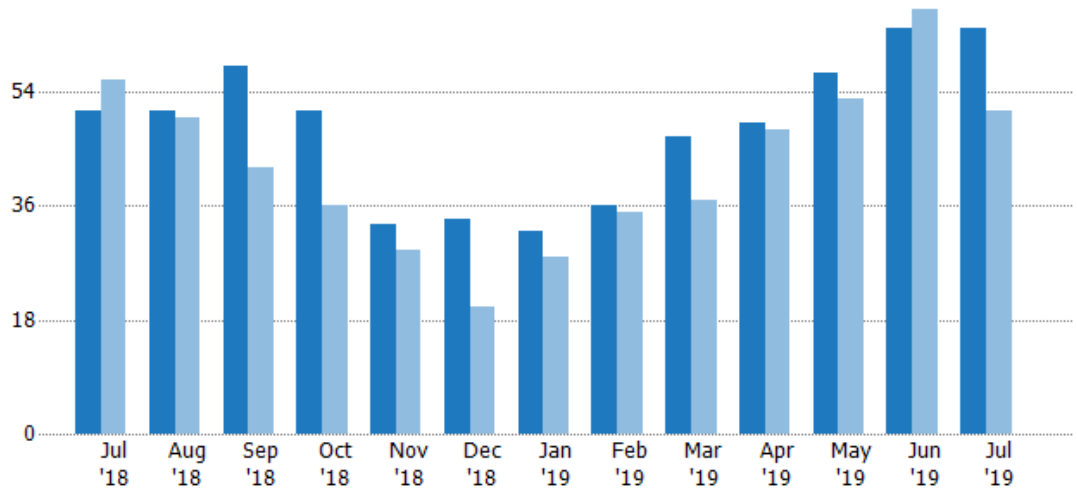
Pending Sales

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.
Jul '19	64	25.5%
Jul '18	51	-8.9%
Jul '17	56	-30.4%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	51	51	58	51	33	34	32	36	47	49	57	64	64
Prior Year	56	50	42	36	29	20	28	35	37	48	53	67	51
Percent Change from Prior Year	-9%	2%	38%	42%	14%	70%	14%	3%	27%	2%	8%	-4%	25%

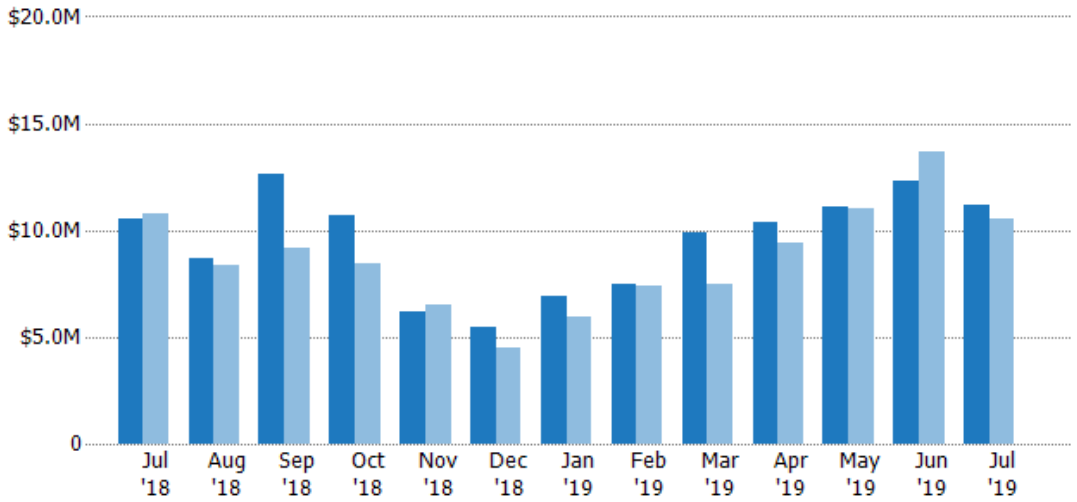
Pending Sales Volume

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.
Jul '19	\$11.2M	6.1%
Jul '18	\$10.6M	-1.9%
Jul '17	\$10.8M	-33.5%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$10.6M	\$8.65M	\$12.6M	\$10.7M	\$6.18M	\$5.44M	\$6.89M	\$7.48M	\$9.9M	\$10.3M	\$11.1M	\$12.3M	\$11.2M
Prior Year	\$10.8M	\$8.36M	\$9.19M	\$8.4M	\$6.52M	\$4.53M	\$5.98M	\$7.4M	\$7.49M	\$9.42M	\$11M	\$13.7M	\$10.6M
Percent Change from Prior Year	-2%	3%	38%	28%	-5%	20%	15%	1%	32%	10%	1%	-10%	6%

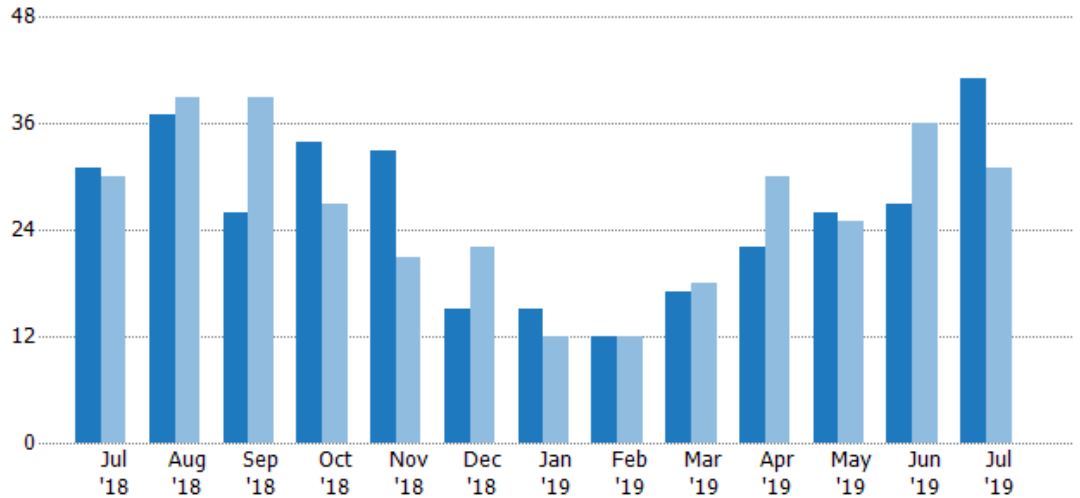
Closed Sales

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.
Jul '19	41	32.3%
Jul '18	31	3.3%
Jul '17	30	-20%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	31	37	26	34	33	15	15	12	17	22	26	27	41
Prior Year	30	39	39	27	21	22	12	12	18	30	25	36	31
Percent Change from Prior Year	3%	-5%	-33%	26%	57%	-32%	25%	0%	-6%	-27%	4%	-25%	32%

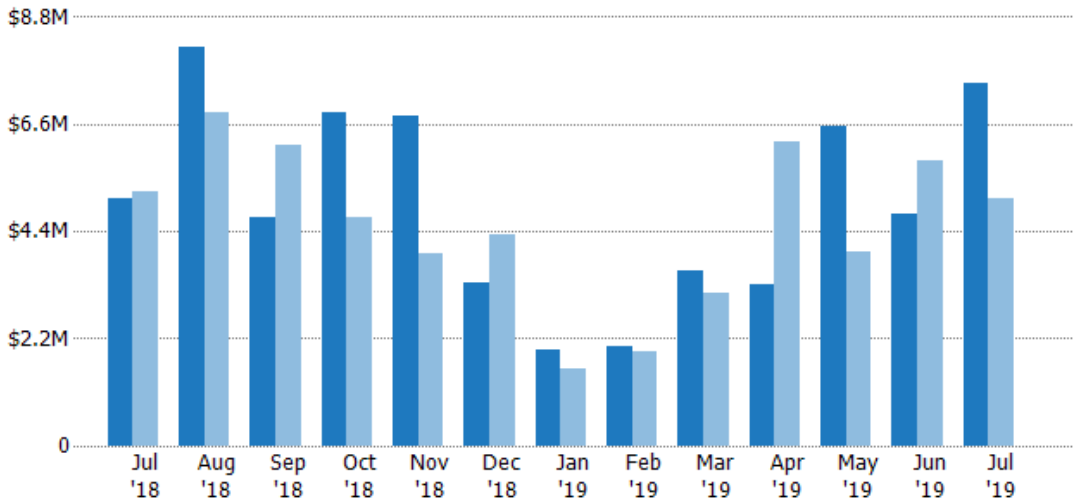
Closed Sales Volume

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.
Jul '19	\$7.44M	46.8%
Jul '18	\$5.07M	-2.9%
Jul '17	\$5.22M	-23.1%



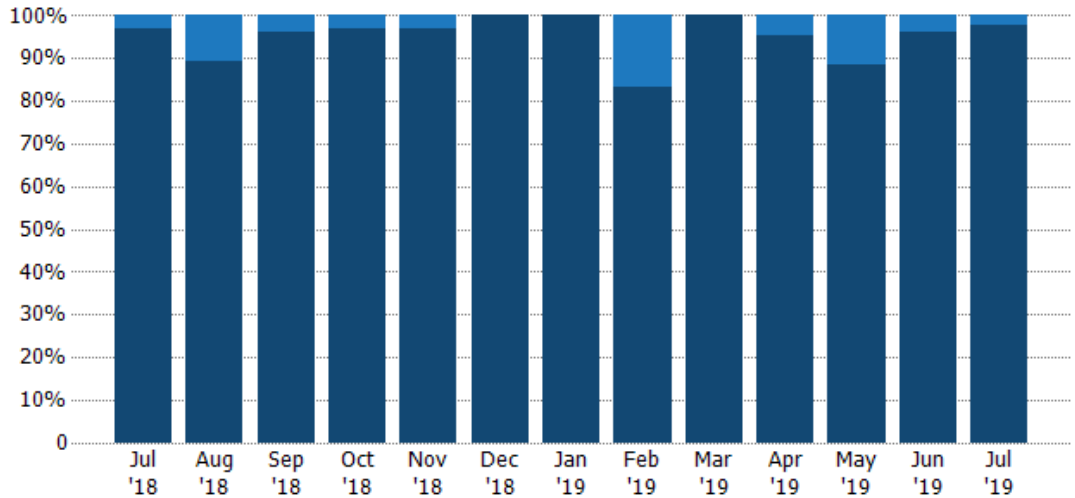
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$5.07M	\$8.19M	\$4.67M	\$6.82M	\$6.79M	\$3.36M	\$1.97M	\$2.04M	\$3.59M	\$3.32M	\$6.54M	\$4.76M	\$7.44M
Prior Year	\$5.22M	\$6.83M	\$6.17M	\$4.7M	\$3.93M	\$4.33M	\$1.6M	\$1.95M	\$3.12M	\$6.25M	\$3.97M	\$5.84M	\$5.07M
Percent Change from Prior Year	-3%	20%	-24%	45%	73%	-22%	23%	5%	15%	-47%	65%	-19%	47%

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



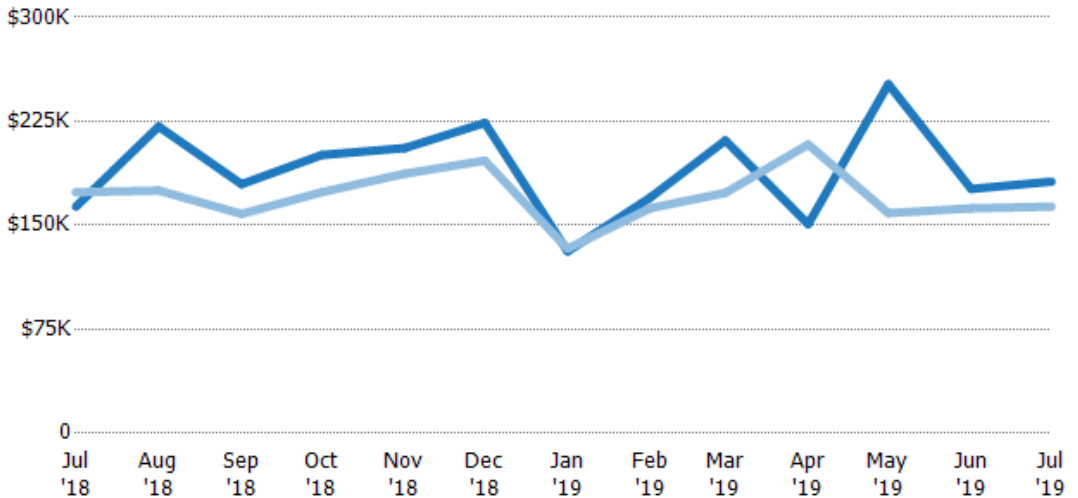
Condo/Townhouse	3%	11%	4%	3%	3%	-	-	17%	-	5%	12%	4%	2%
Single Family Residence	97%	89%	96%	97%	97%	100%	100%	83%	100%	95%	88%	96%	98%

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	\$163K	\$221K	\$180K	\$201K	\$206K	\$224K	\$131K	\$170K	\$211K	\$151K	\$252K	\$176K	\$181K
Prior Year	\$174K	\$175K	\$158K	\$174K	\$187K	\$197K	\$133K	\$162K	\$173K	\$208K	\$159K	\$162K	\$163K
Percent Change from Prior Year	-6%	26%	14%	15%	10%	14%	-1%	5%	22%	-28%	59%	9%	11%

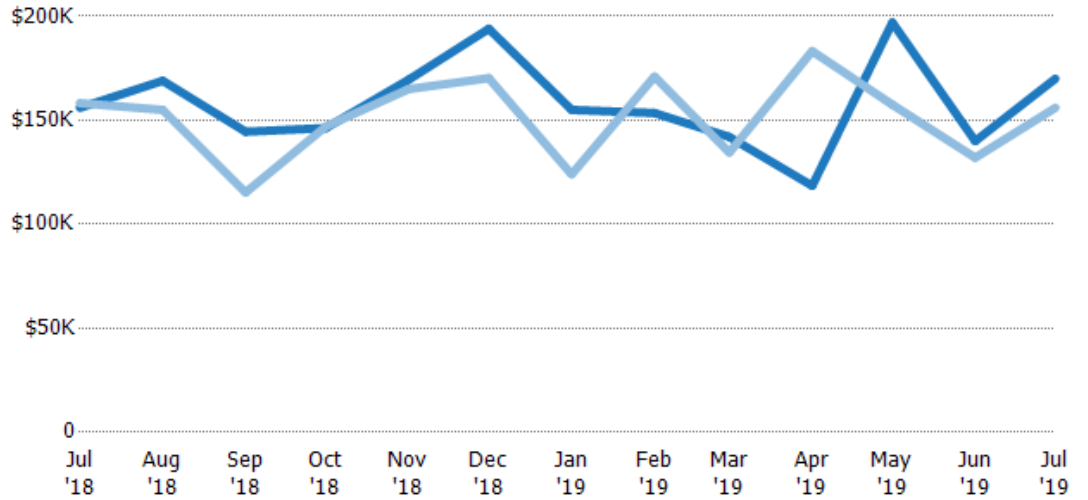
Median Sales Price

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.
Jul '19	\$170K	9%
Jul '18	\$156K	-1.4%
Jul '17	\$158K	11.2%



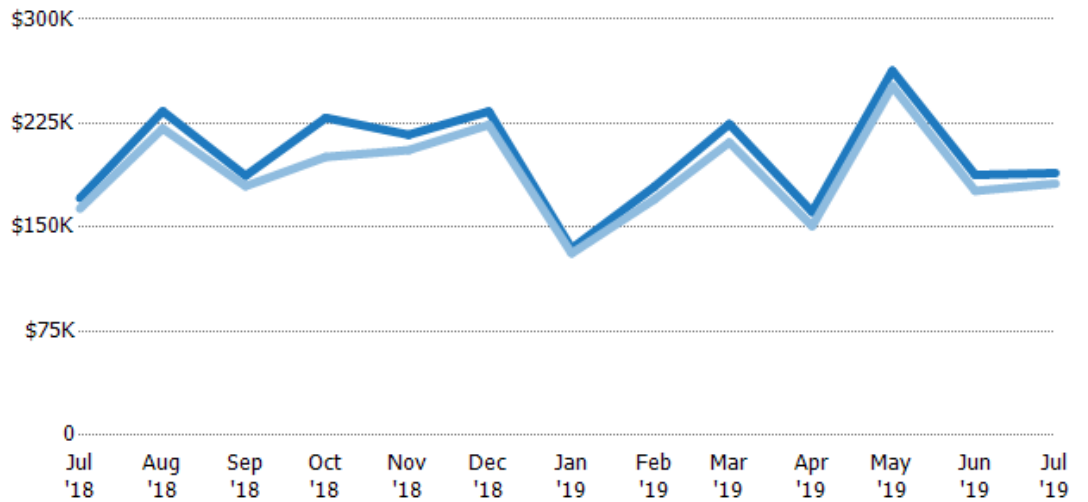
Current Year	\$156K	\$169K	\$145K	\$146K	\$170K	\$194K	\$155K	\$154K	\$142K	\$119K	\$197K	\$140K	\$170K
Prior Year	\$158K	\$155K	\$115K	\$147K	\$165K	\$170K	\$124K	\$171K	\$135K	\$183K	\$158K	\$132K	\$156K
Percent Change from Prior Year	-1%	9%	25%	-1%	3%	14%	25%	-10%	6%	-35%	25%	6%	9%

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



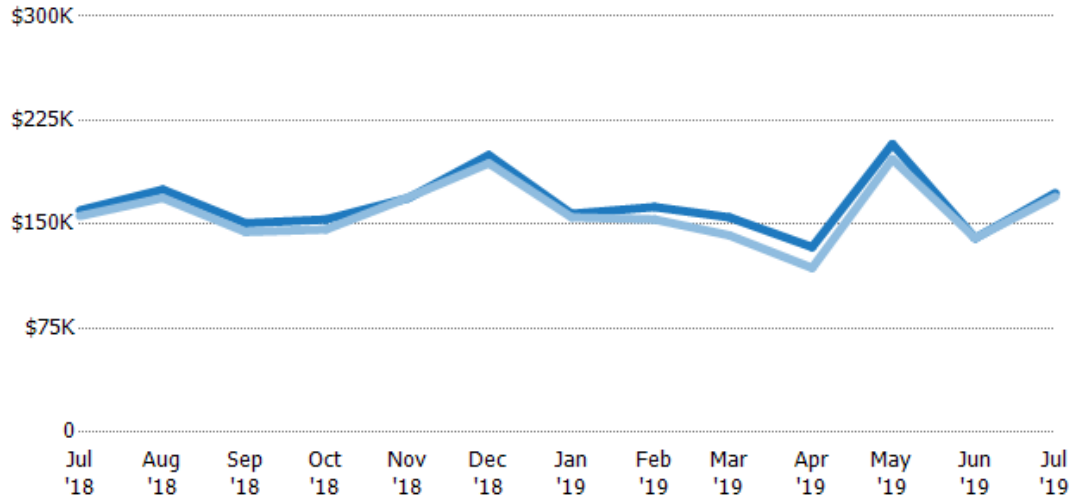
Avg List Price	\$171K	\$234K	\$187K	\$229K	\$217K	\$234K	\$135K	\$179K	\$224K	\$161K	\$263K	\$188K	\$189K
Avg Sales Price	\$163K	\$221K	\$180K	\$201K	\$206K	\$224K	\$131K	\$170K	\$211K	\$151K	\$252K	\$176K	\$181K
Avg Sales Price as a % of Avg List Price	96%	95%	96%	88%	95%	96%	97%	95%	94%	94%	96%	94%	96%

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



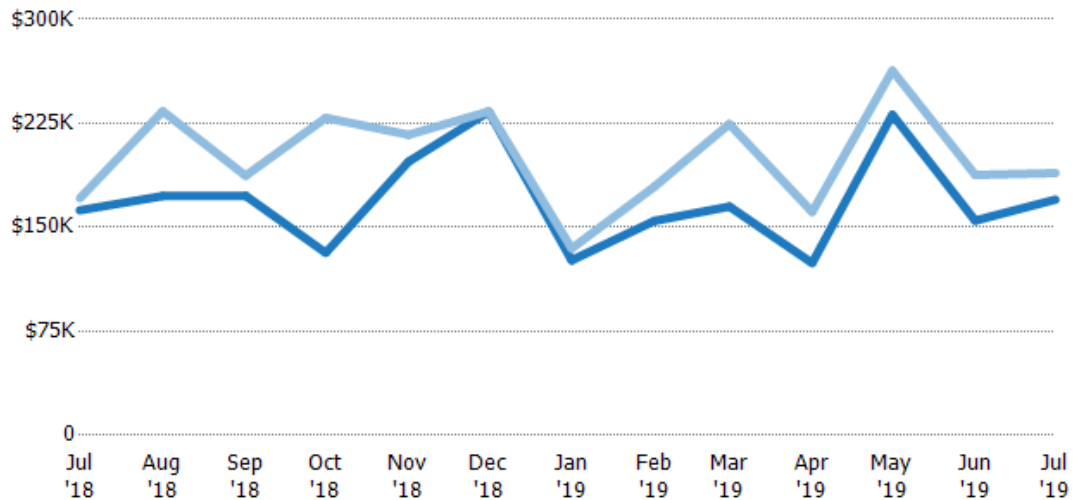
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$160K	\$175K	\$151K	\$153K	\$169K	\$200K	\$158K	\$162K	\$155K	\$134K	\$208K	\$140K	\$173K
Median Sales Price	\$156K	\$169K	\$145K	\$146K	\$170K	\$194K	\$155K	\$154K	\$142K	\$119K	\$197K	\$140K	\$170K
Med Sales Price as a % of Med List Price	98%	97%	96%	95%	100%	97%	98%	94%	92%	89%	95%	100%	99%

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



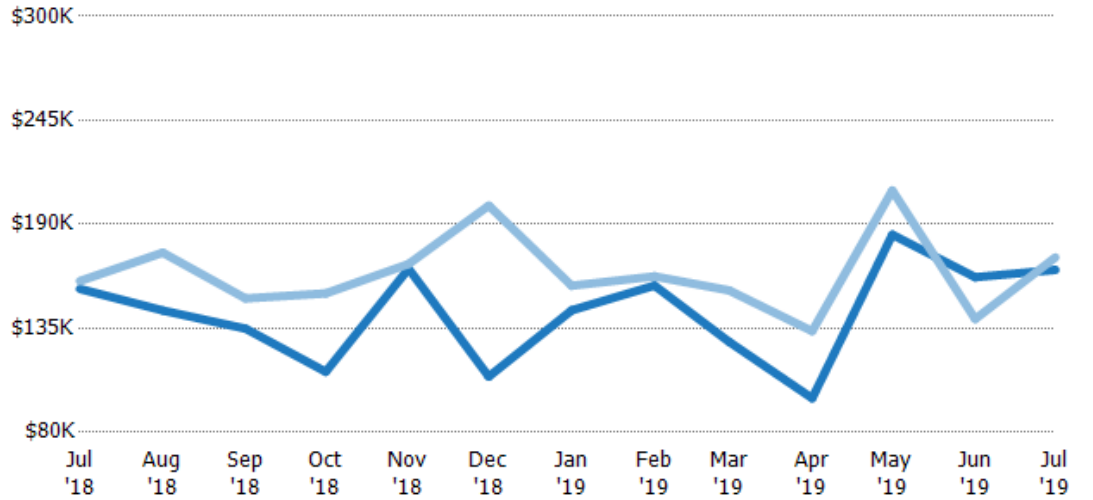
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$162K	\$173K	\$173K	\$132K	\$197K	\$233K	\$126K	\$155K	\$165K	\$124K	\$231K	\$155K	\$170K
Avg Sales Price	\$171K	\$234K	\$187K	\$229K	\$217K	\$234K	\$135K	\$179K	\$224K	\$161K	\$263K	\$188K	\$189K
Avg Sales Price as a % of Avg Est Value	105%	135%	108%	174%	110%	100%	107%	116%	136%	130%	114%	121%	111%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$156K	\$144K	\$135K	\$112K	\$167K	\$109K	\$145K	\$158K	\$128K	\$98K	\$185K	\$162K	\$166K
Median Sales Price	\$160K	\$175K	\$151K	\$153K	\$169K	\$200K	\$158K	\$162K	\$155K	\$134K	\$208K	\$140K	\$173K
Med Sales Price as a % of Med Est Value	103%	121%	112%	137%	102%	183%	109%	103%	121%	136%	113%	86%	104%