

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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	9	+133.3%	506	469	+7.9%
New Listing Volume	\$5,203,300	\$1,977,049	+163.2%	\$116,646,550	\$103,041,198	+13.2%
Active Listing Count	233	241	-3.3%	N/A	N/A	
Active Listing Volume	\$63,802,755	\$64,377,298	-0.9%	N/A	N/A	
Average Listing Price	\$273,832	\$267,126	+2.5%	\$256,168	\$259,254	-1.2%
Median Listing Price	\$199,000	\$205,000	-2.9%	\$200,238	\$191,192	+4.7%
Median Days in RPR	156	155	+0.6%	126.82	134.42	-5.7%
Months of Inventory	4.4	7.5	-41.6%	9.7	11.2	-13.3%
Absorption Rate	22.75%	13.28%	+9.5%	10.33%	8.96%	+1.4%
Sales Activity Charts Metrics						
New Pending Sales Count	20	20	+/-	404	336	+20.2%
New Pending Sales Volume	\$5,162,950	\$3,505,050	+47.3%	\$76,989,623	\$66,275,499	+16.2%
Pending Sales Count	55	32	+71.9%	N/A	N/A	
Pending Sales Volume	\$11,679,100	\$5,940,350	+96.6%	N/A	N/A	
Closed Sales Count	33	33	+/-	312	292	+6.8%
Closed Sales Volume	\$6,372,500	\$6,786,400	-6.1%	\$57,047,421	\$54,183,466	+5.3%
Average Sales Price	\$193,106	\$205,648	-6.1%	\$182,844	\$185,560	-1.5%
Median Sales Price	\$178,000	\$169,500	+5%	\$161,054	\$156,119	+3.2%

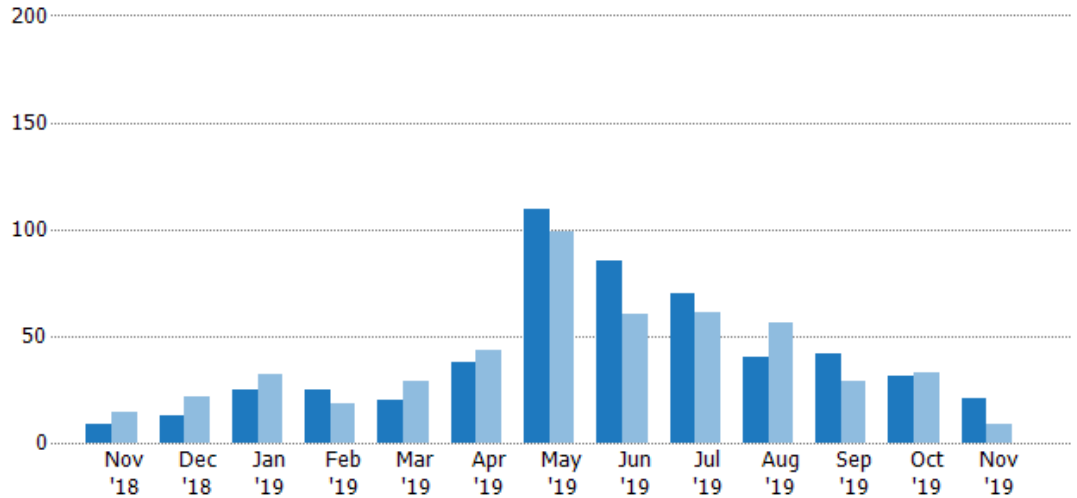
New Listings

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.
Nov '19	21	133.3%
Nov '18	9	-35.7%
Nov '17	14	42.9%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	9	13	25	25	20	38	109	85	70	40	42	31	21
Prior Year	14	22	32	18	29	43	99	60	61	56	29	33	9
Percent Change from Prior Year	-36%	-41%	-22%	39%	-31%	-12%	10%	42%	15%	-29%	45%	-6%	133%

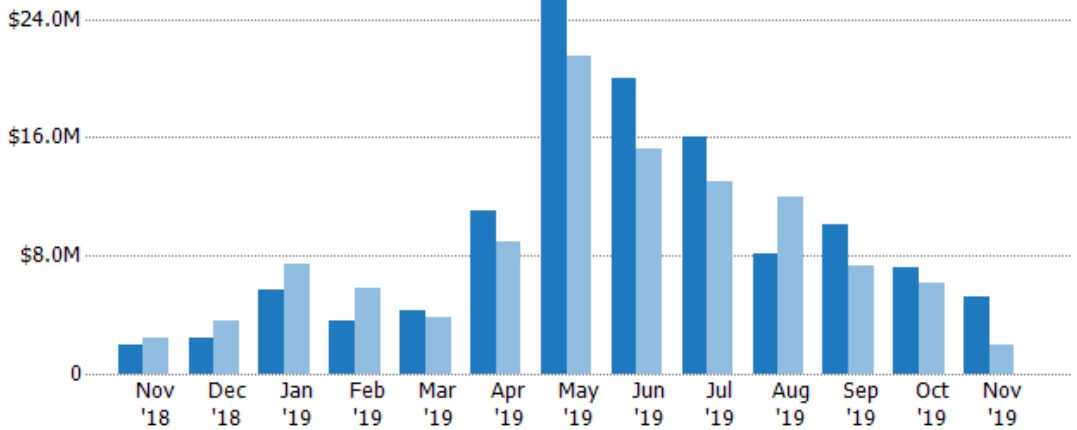
New Listing Volume

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.
Nov '19	\$5.2M	163.2%
Nov '18	\$1.98M	-18.8%
Nov '17	\$2.43M	101.2%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.98M	\$2.46M	\$5.64M	\$3.6M	\$4.33M	\$11M	\$25.5M	\$20M	\$16M	\$8.07M	\$10.1M	\$7.21M	\$5.2M
Prior Year	\$2.43M	\$3.54M	\$7.47M	\$5.74M	\$3.87M	\$8.93M	\$21.5M	\$15.2M	\$13M	\$11.9M	\$7.26M	\$6.2M	\$1.98M
Percent Change from Prior Year	-19%	-30%	-24%	-37%	12%	23%	19%	31%	24%	-32%	40%	16%	163%

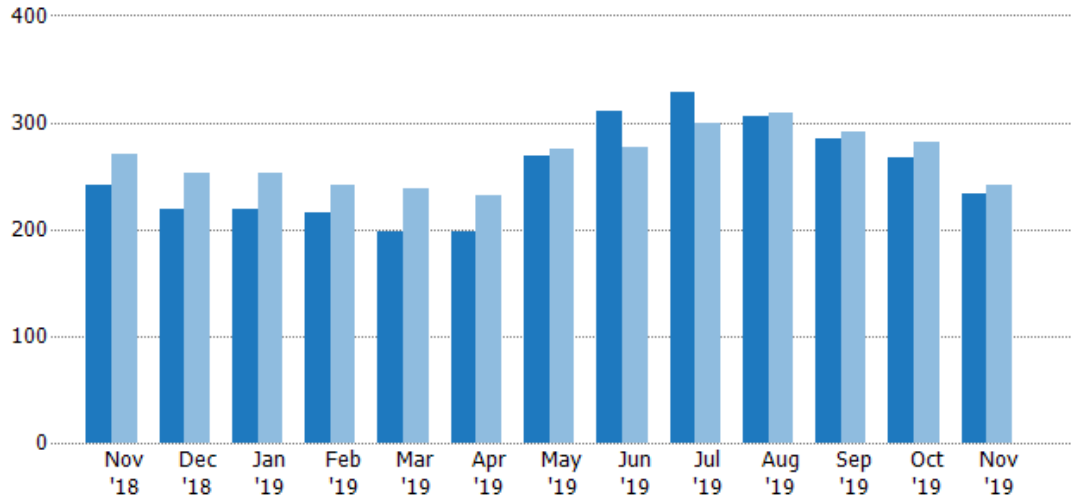
Active Listings

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.
Nov '19	233	-3.3%
Nov '18	241	-11.1%
Nov '17	271	-5.5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	241	218	219	215	198	198	268	311	328	305	284	267	233
Prior Year	271	252	252	241	238	232	275	276	299	309	291	282	241
Percent Change from Prior Year	-11%	-13%	-13%	-11%	-17%	-15%	-3%	13%	10%	-1%	-2%	-5%	-3%

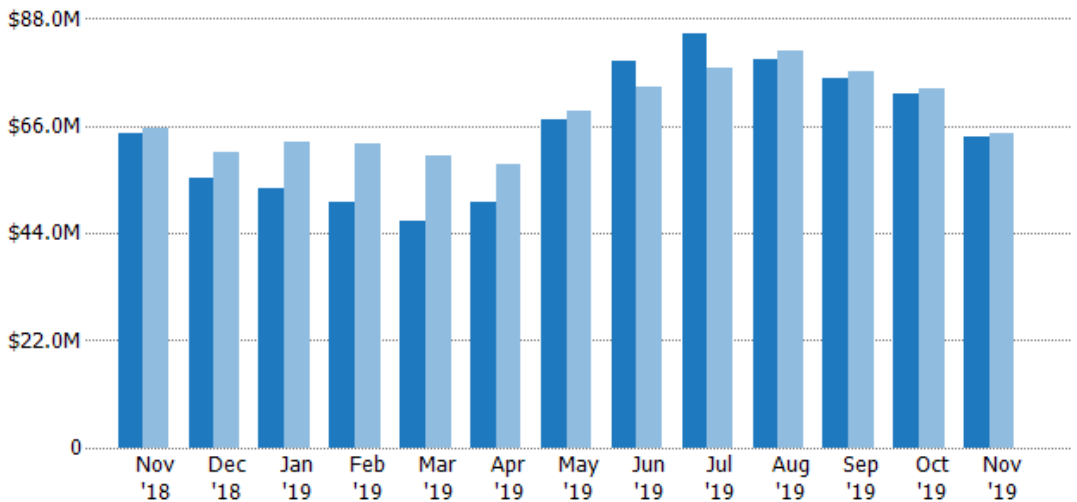
Active Listing Volume

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.
Nov '19	\$63.8M	-0.9%
Nov '18	\$64.4M	-2.1%
Nov '17	\$65.7M	-12.8%



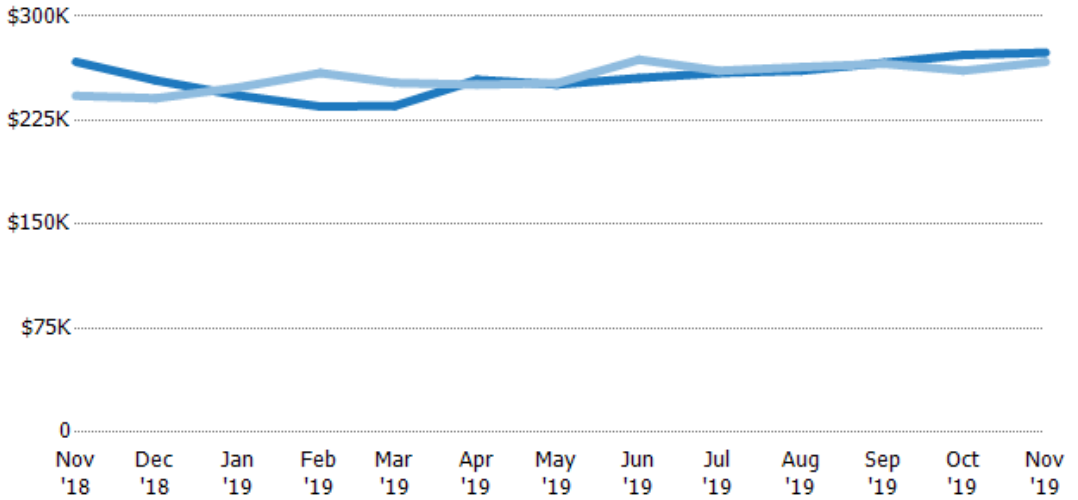
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$64.4M	\$55.3M	\$53.2M	\$50.5M	\$46.6M	\$50.3M	\$67.2M	\$79.4M	\$85M	\$79.5M	\$75.7M	\$72.7M	\$63.8M
Prior Year	\$65.7M	\$60.7M	\$62.7M	\$62.4M	\$60M	\$58.1M	\$69.2M	\$74.2M	\$78M	\$81.4M	\$77.3M	\$73.5M	\$64.4M
Percent Change from Prior Year	-2%	-9%	-15%	-19%	-22%	-13%	-3%	7%	9%	-2%	-2%	-1%	-1%

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



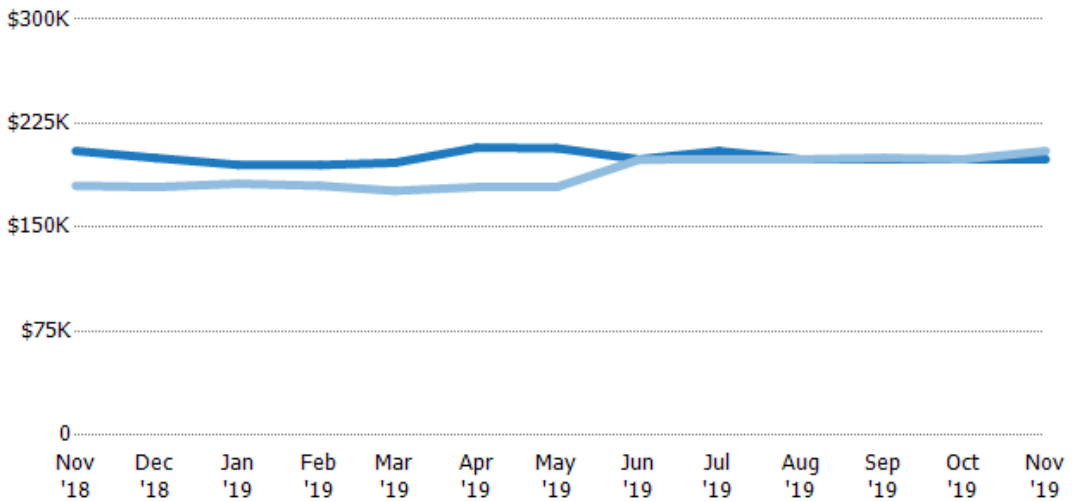
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$267K	\$254K	\$243K	\$235K	\$235K	\$254K	\$251K	\$255K	\$259K	\$261K	\$266K	\$272K	\$274K
Prior Year	\$243K	\$241K	\$249K	\$259K	\$252K	\$251K	\$252K	\$269K	\$261K	\$263K	\$266K	\$261K	\$267K
Percent Change from Prior Year	10%	5%	-2%	-9%	-7%	1%	0%	-5%	-1%	-1%	0%	4%	3%

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



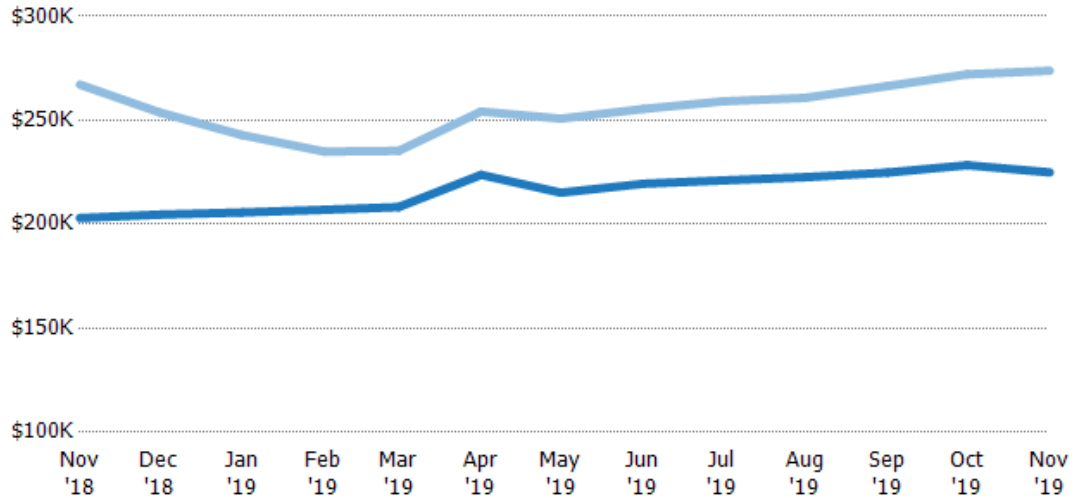
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$205K	\$200K	\$195K	\$195K	\$197K	\$207K	\$207K	\$199K	\$205K	\$199K	\$199K	\$199K	\$199K
Prior Year	\$180K	\$179K	\$181K	\$180K	\$176K	\$179K	\$179K	\$199K	\$199K	\$199K	\$200K	\$199K	\$205K
Percent Change from Prior Year	14%	12%	7%	8%	11%	16%	16%	0%	3%	0%	-1%	0%	-3%

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



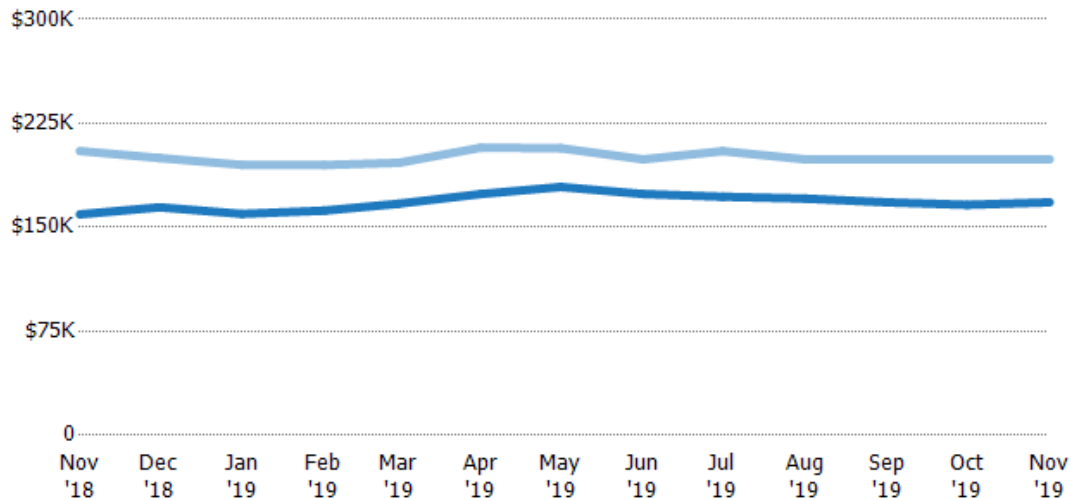
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$203K	\$205K	\$206K	\$207K	\$208K	\$224K	\$215K	\$219K	\$221K	\$223K	\$225K	\$228K	\$225K
Avg Listing Price	\$267K	\$254K	\$243K	\$235K	\$235K	\$254K	\$251K	\$255K	\$259K	\$261K	\$266K	\$272K	\$274K
Avg Listing Price as a % of Avg Est Value	132%	124%	118%	114%	113%	114%	117%	116%	117%	117%	118%	119%	122%

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



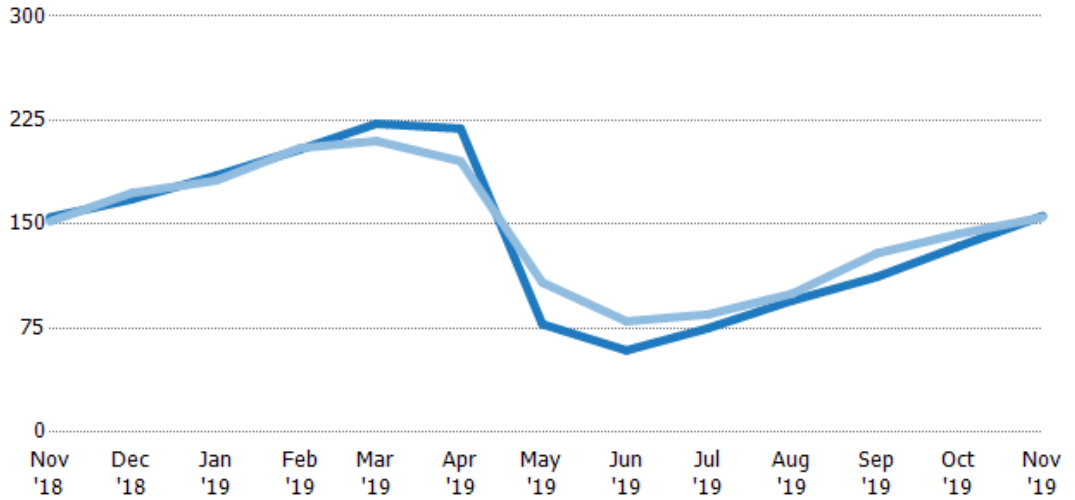
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$159K	\$164K	\$160K	\$162K	\$167K	\$174K	\$179K	\$174K	\$172K	\$171K	\$168K	\$166K	\$168K
Median Listing Price	\$205K	\$200K	\$195K	\$195K	\$197K	\$207K	\$207K	\$199K	\$205K	\$199K	\$199K	\$199K	\$199K
Med Listing Price as a % of Med Est Value	129%	122%	122%	120%	118%	119%	116%	114%	119%	117%	118%	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.
Nov '19	156	0.6%
Nov '18	155	2%
Nov '17	152	-1.6%

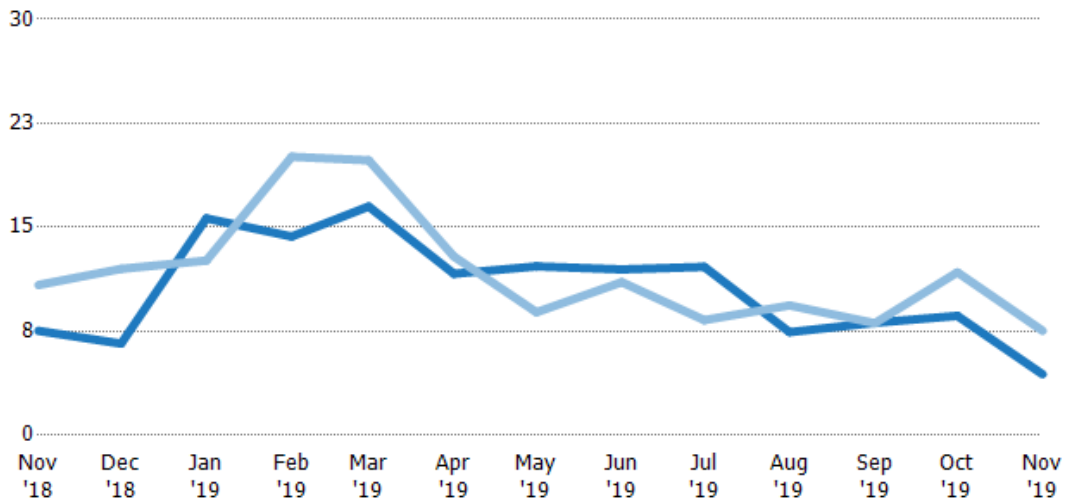
Current Year	155	168	185	204	223	219	78	59	75	95	112	134	156
Prior Year	152	173	182	205	210	196	108	80	85	100	129	143	155
Percent Change from Prior Year	2%	-3%	2%	0%	6%	12%	-28%	-26%	-12%	-5%	-13%	-6%	1%

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.
Nov '19	4.4	-41.6%
Nov '18	7.53	-30.5%
Nov '17	10.8	24.3%

Current Year	7.53	6.61	15.6	14.3	16.5	11.6	12.2	12	12.1	7.44	8.11	8.61	4.4
Prior Year	10.8	12	12.6	20.1	19.8	12.9	8.87	11	8.31	9.36	8.08	11.8	7.53
Percent Change from Prior Year	-31%	-45%	24%	-29%	-17%	-10%	37%	8%	46%	-21%	0%	-27%	-42%

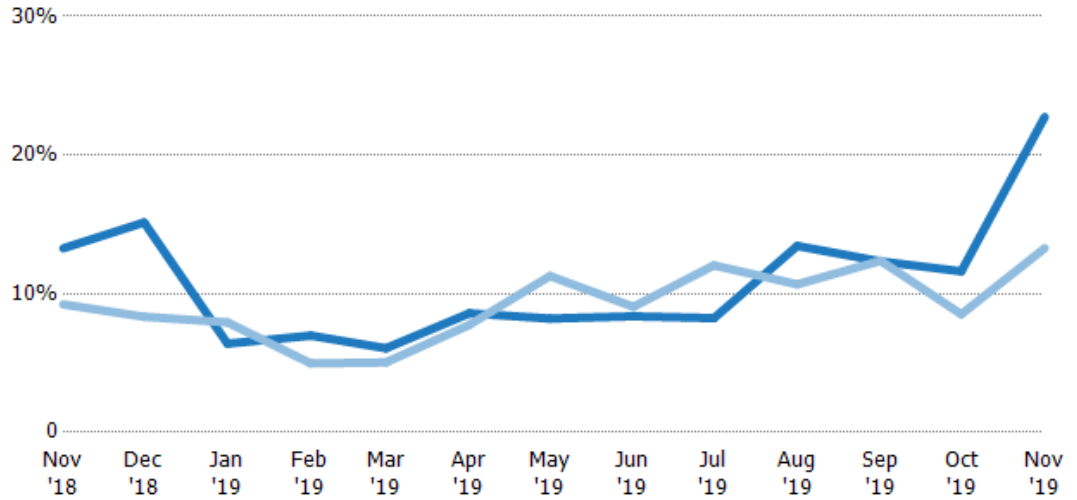
Absorption Rate

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.
Nov '19	23%	-9.5%
Nov '18	13%	-4.1%
Nov '17	9%	-19.5%



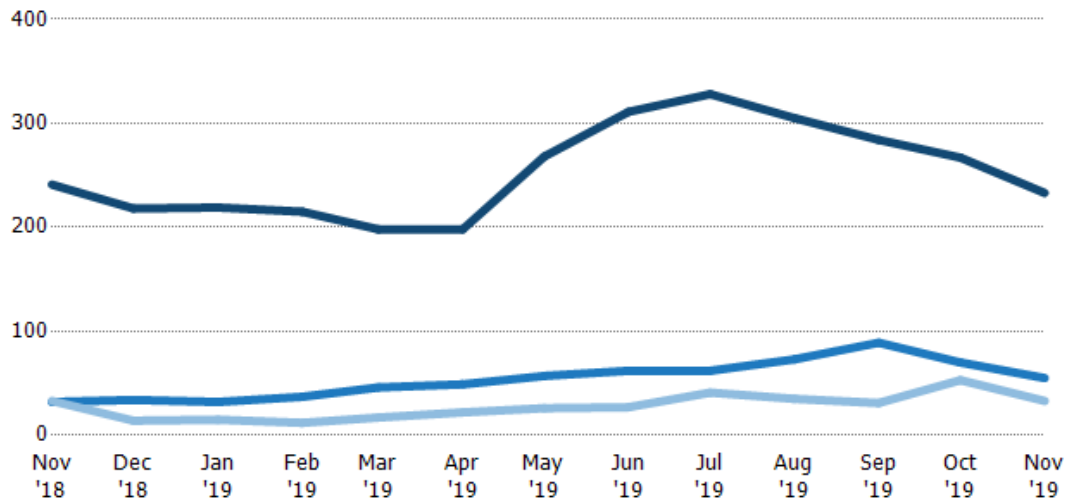
Current Year	13%	15%	6%	7%	6%	9%	8%	8%	8%	13%	12%	12%	23%
Prior Year	9%	8%	8%	5%	5%	8%	11%	9%	12%	11%	12%	9%	13%
Change from Prior Year	-4%	-7%	2%	-2%	-1%	-1%	3%	1%	4%	-3%	0%	-3%	-9%

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	241	218	219	215	198	198	268	311	328	305	284	267	233
Pending	32	34	32	37	46	49	57	62	62	73	89	70	55
Sold	33	14	15	12	17	22	26	27	41	35	31	53	33

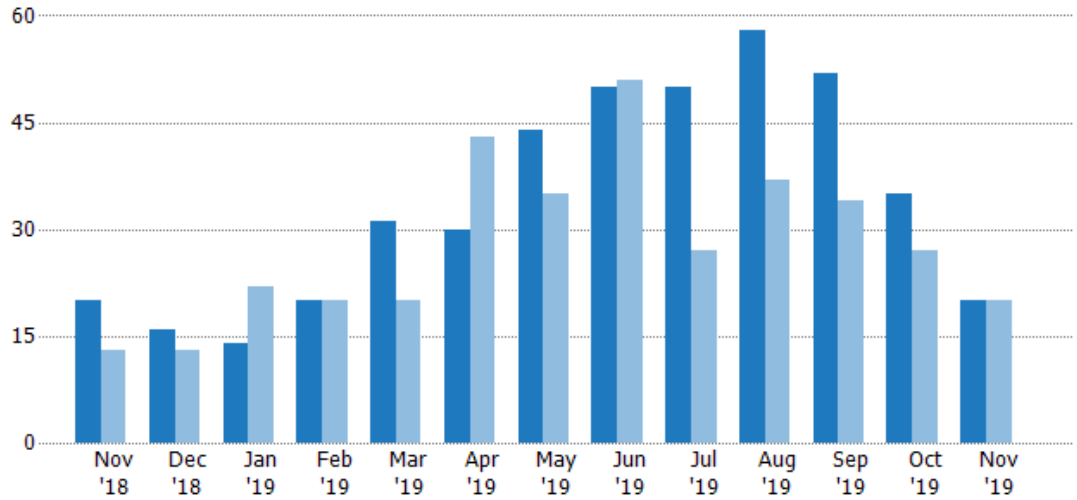
New Pending Sales

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.
Nov '19	20	0%
Nov '18	20	53.8%
Nov '17	13	23.1%



Current Year	20	16	14	20	31	30	44	50	50	58	52	35	20
Prior Year	13	13	22	20	20	43	35	51	27	37	34	27	20
Percent Change from Prior Year	54%	23%	-36%	0%	55%	-30%	26%	-2%	85%	57%	53%	30%	0%

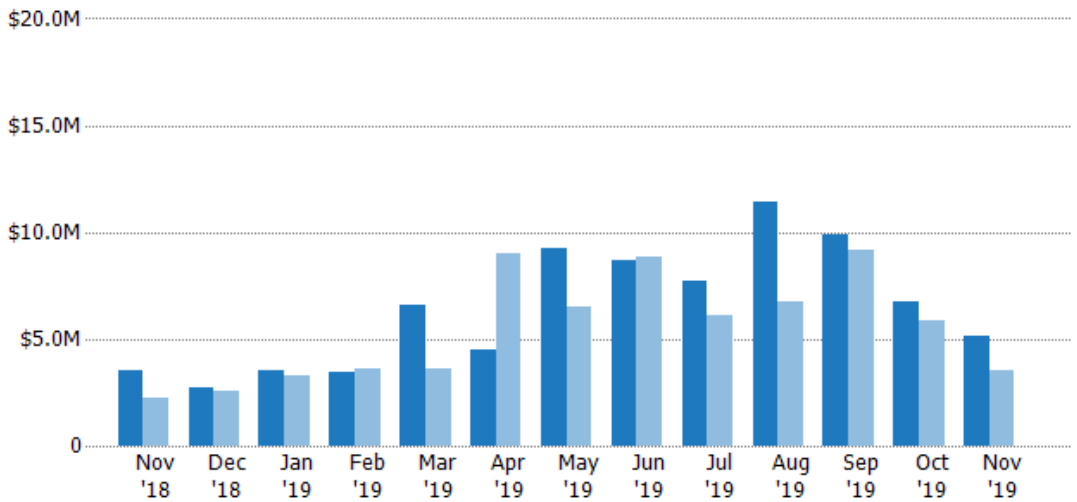
New Pending Sales Volume

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.
Nov '19	\$5.16M	47.3%
Nov '18	\$3.51M	55.9%
Nov '17	\$2.25M	0.2%



Current Year	\$3.51M	\$2.76M	\$3.57M	\$3.47M	\$6.59M	\$4.5M	\$9.28M	\$8.65M	\$7.69M	\$11.4M	\$9.91M	\$6.71M	\$5.16M
Prior Year	\$2.25M	\$2.59M	\$3.31M	\$3.58M	\$3.59M	\$8.98M	\$6.53M	\$8.87M	\$6.15M	\$6.74M	\$9.17M	\$5.85M	\$3.51M
Percent Change from Prior Year	56%	7%	8%	-3%	84%	-50%	42%	-3%	25%	70%	8%	15%	47%

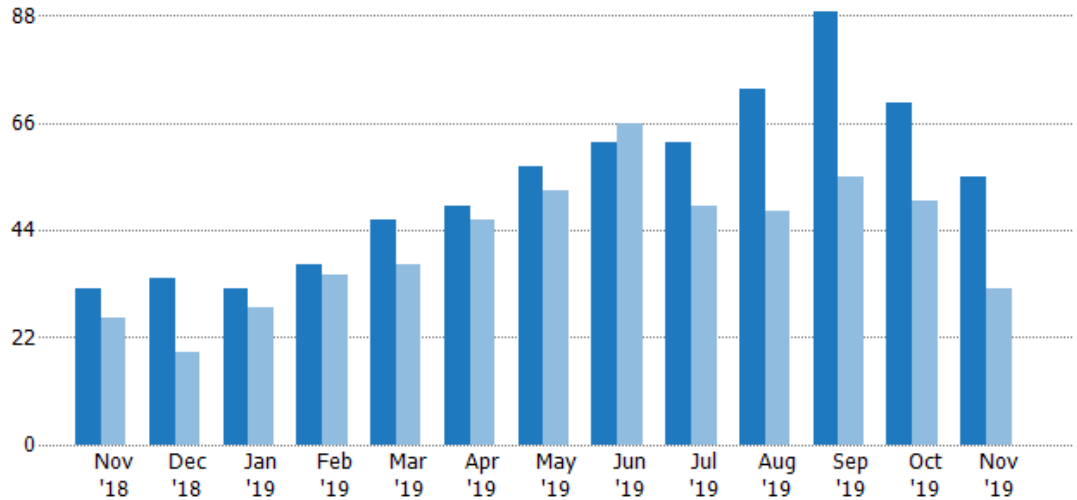
Pending Sales

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.
Nov '19	55	71.9%
Nov '18	32	23.1%
Nov '17	26	34.6%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	32	34	32	37	46	49	57	62	62	73	89	70	55
Prior Year	26	19	28	35	37	46	52	66	49	48	55	50	32
Percent Change from Prior Year	23%	79%	14%	6%	24%	7%	10%	-6%	27%	52%	62%	40%	72%

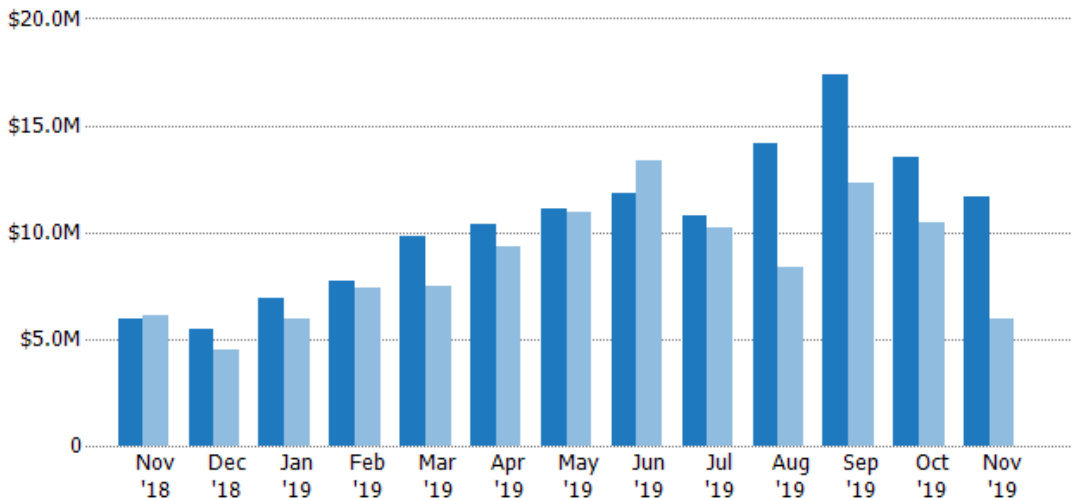
Pending Sales Volume

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.
Nov '19	\$11.7M	96.6%
Nov '18	\$5.94M	-3.3%
Nov '17	\$6.14M	-4.3%



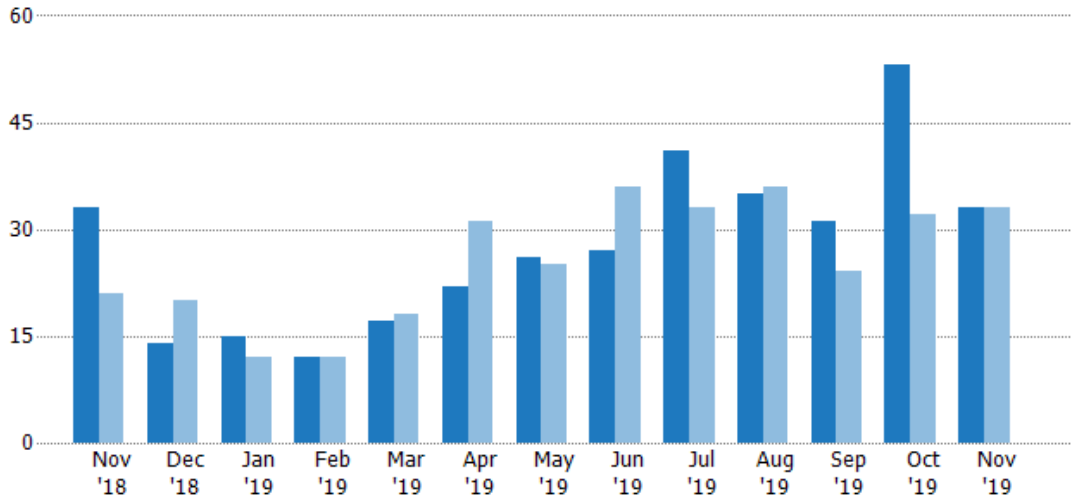
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$5.94M	\$5.44M	\$6.89M	\$7.73M	\$9.79M	\$10.3M	\$11.1M	\$11.8M	\$10.7M	\$14.2M	\$17.4M	\$13.5M	\$11.7M
Prior Year	\$6.14M	\$4.46M	\$5.97M	\$7.39M	\$7.48M	\$9.31M	\$10.9M	\$13.4M	\$10.2M	\$8.38M	\$12.3M	\$10.5M	\$5.94M
Percent Change from Prior Year	-3%	22%	15%	5%	31%	11%	1%	-12%	5%	69%	41%	29%	97%

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



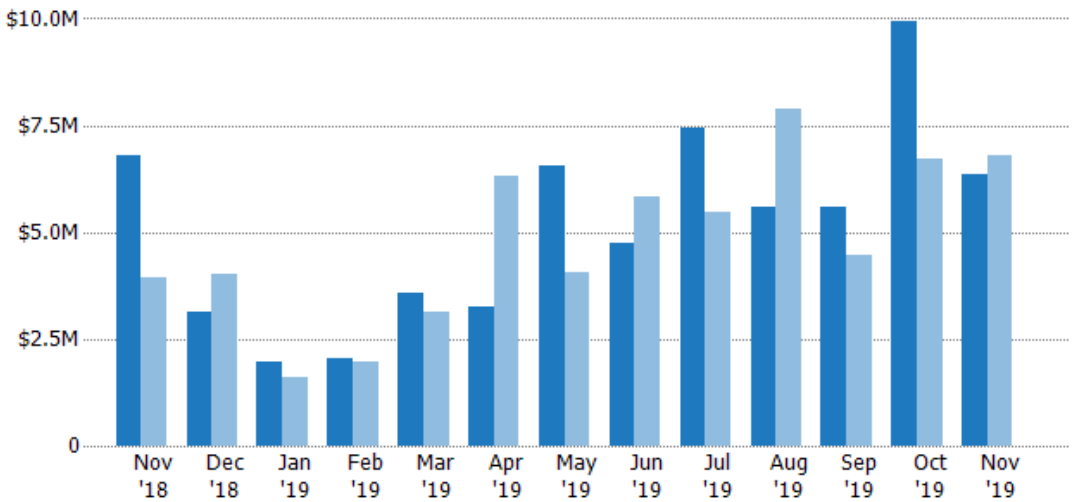
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	33	14	15	12	17	22	26	27	41	35	31	53	33
Prior Year	21	20	12	12	18	31	25	36	33	36	24	32	33
Percent Change from Prior Year	57%	-30%	25%	0%	-6%	-29%	4%	-25%	24%	-3%	29%	66%	0%

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



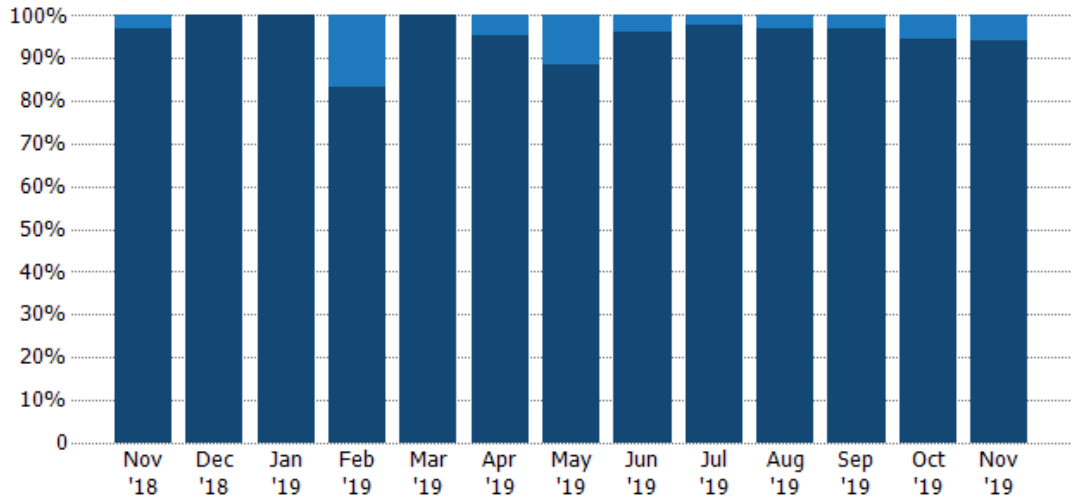
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$6.79M	\$3.12M	\$1.97M	\$2.04M	\$3.59M	\$3.24M	\$6.54M	\$4.76M	\$7.44M	\$5.57M	\$5.58M	\$9.95M	\$6.37M
Prior Year	\$3.93M	\$4.02M	\$1.6M	\$1.95M	\$3.12M	\$6.31M	\$4.04M	\$5.84M	\$5.47M	\$7.89M	\$4.48M	\$6.7M	\$6.79M
Percent Change from Prior Year	73%	-22%	23%	5%	15%	-49%	62%	-19%	36%	-29%	24%	49%	-6%

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



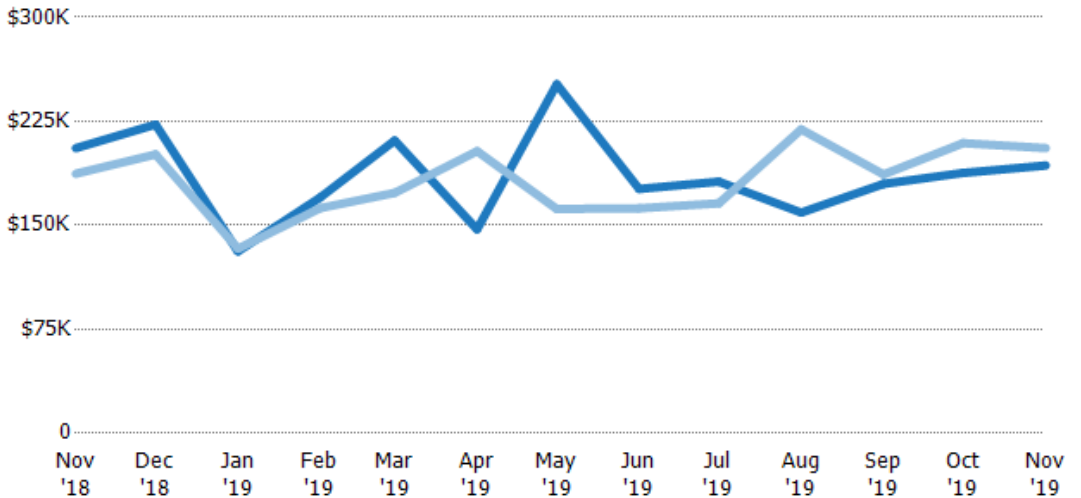
Condo/Townhouse	3%	-	-	17%	-	5%	12%	4%	2%	3%	3%	6%	6%
Single Family Residence	97%	100%	100%	83%	100%	95%	88%	96%	98%	97%	97%	94%	94%

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	\$206K	\$223K	\$131K	\$170K	\$211K	\$147K	\$252K	\$176K	\$181K	\$159K	\$180K	\$188K	\$193K
Prior Year	\$187K	\$201K	\$133K	\$162K	\$173K	\$203K	\$162K	\$162K	\$166K	\$219K	\$187K	\$209K	\$206K
Percent Change from Prior Year	10%	11%	-1%	5%	22%	-28%	56%	9%	9%	-27%	-4%	-10%	-6%

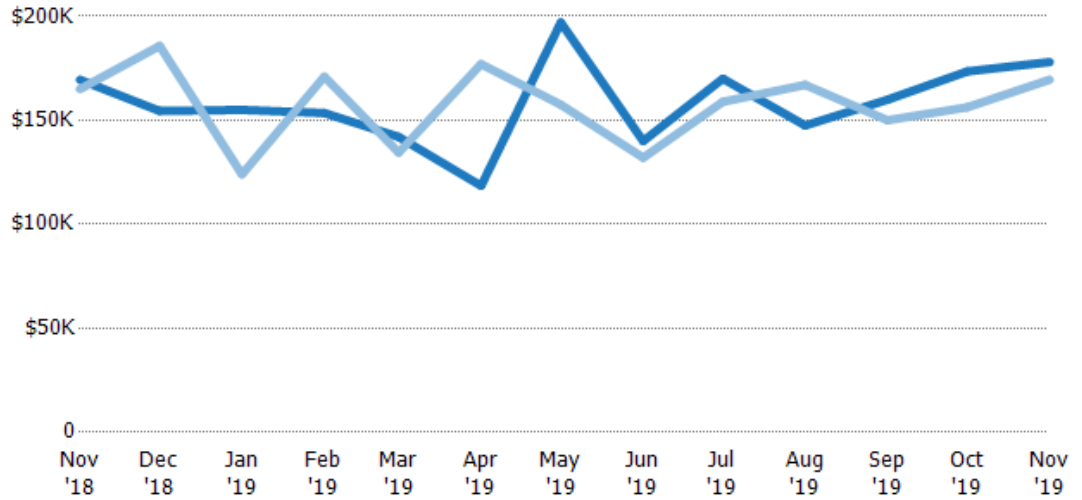
Median Sales Price

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.
Nov '19	\$178K	5%
Nov '18	\$170K	2.7%
Nov '17	\$165K	-15.2%



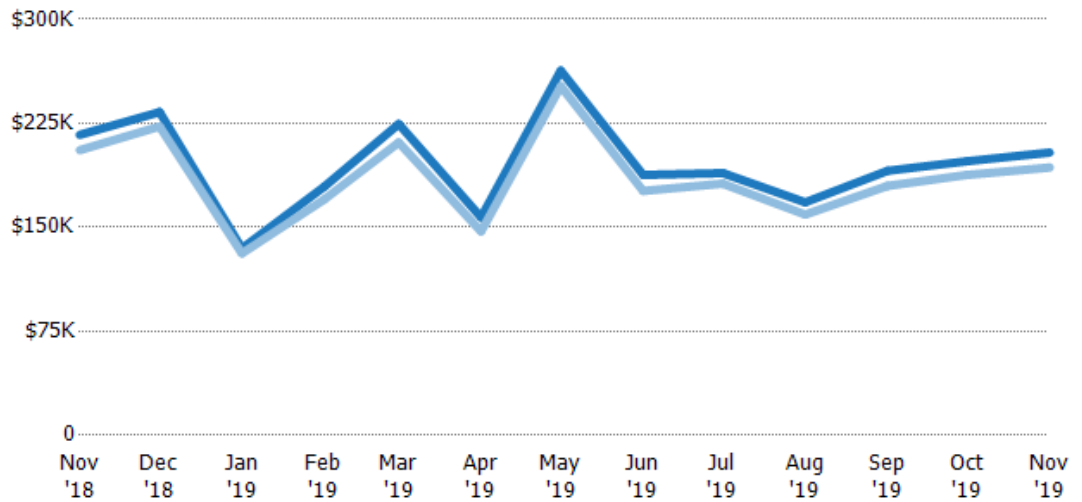
Current Year	\$170K	\$154K	\$155K	\$154K	\$142K	\$119K	\$197K	\$140K	\$170K	\$148K	\$160K	\$174K	\$178K
Prior Year	\$165K	\$186K	\$124K	\$171K	\$135K	\$177K	\$158K	\$132K	\$159K	\$167K	\$150K	\$156K	\$170K
Percent Change from Prior Year	3%	-17%	25%	-10%	6%	-33%	25%	6%	7%	-12%	7%	11%	5%

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



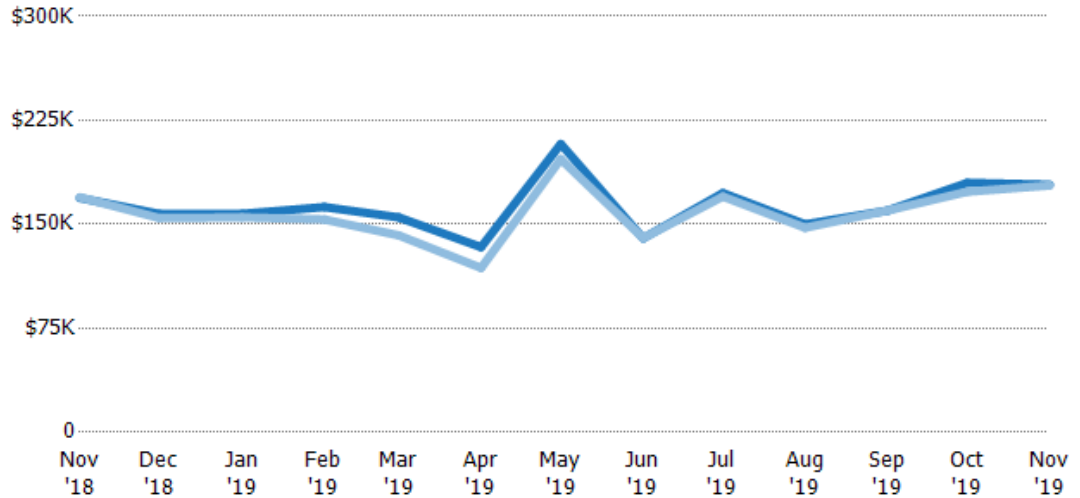
Avg List Price	\$217K	\$233K	\$135K	\$179K	\$224K	\$157K	\$263K	\$188K	\$189K	\$168K	\$191K	\$198K	\$204K
Avg Sales Price	\$206K	\$223K	\$131K	\$170K	\$211K	\$147K	\$252K	\$176K	\$181K	\$159K	\$180K	\$188K	\$193K
Avg Sales Price as a % of Avg List Price	95%	96%	97%	95%	94%	94%	96%	94%	96%	95%	94%	95%	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



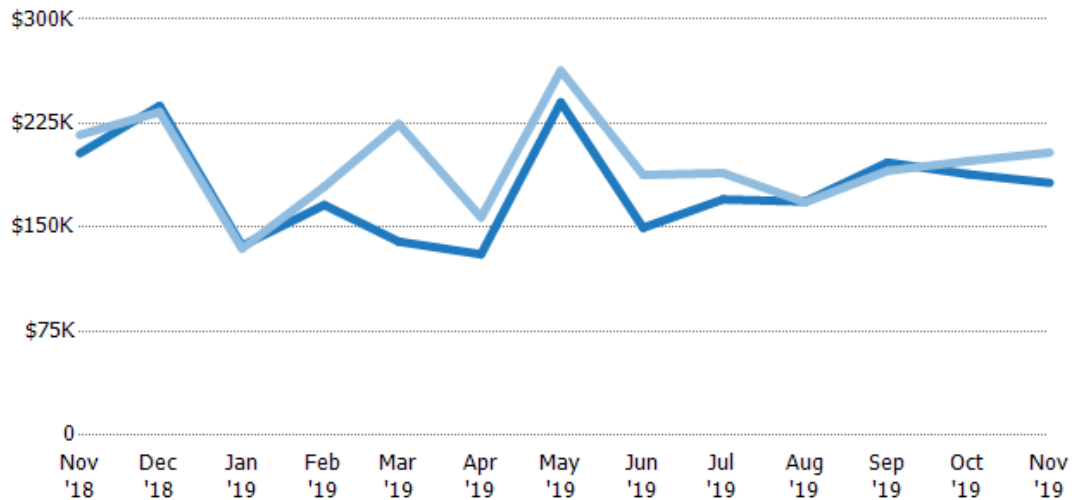
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$169K	\$157K	\$158K	\$162K	\$155K	\$134K	\$208K	\$140K	\$173K	\$150K	\$160K	\$180K	\$179K
Median Sales Price	\$170K	\$154K	\$155K	\$154K	\$142K	\$119K	\$197K	\$140K	\$170K	\$148K	\$160K	\$174K	\$178K
Med Sales Price as a % of Med List Price	100%	98%	98%	94%	92%	89%	95%	100%	99%	98%	100%	96%	100%

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



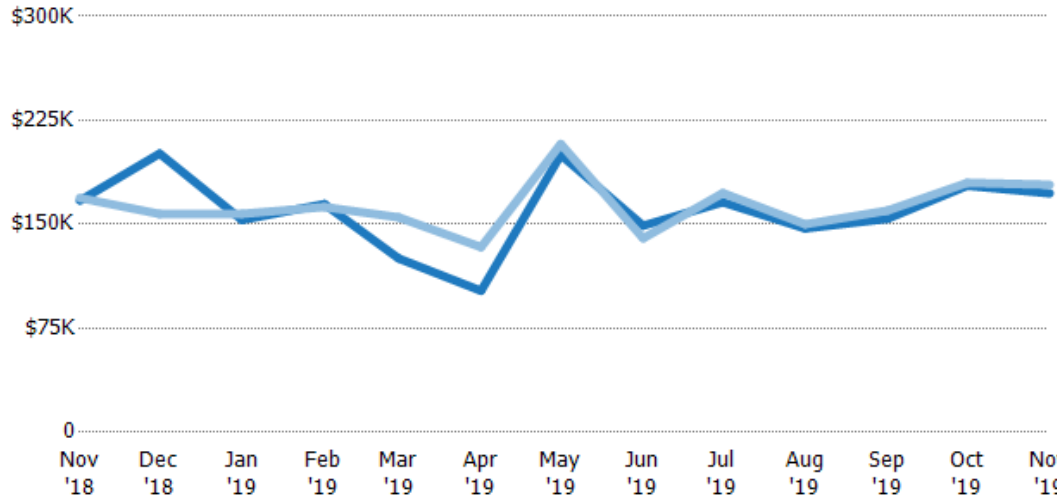
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$203K	\$238K	\$137K	\$166K	\$140K	\$131K	\$240K	\$150K	\$170K	\$169K	\$197K	\$188K	\$182K
Avg Sales Price	\$217K	\$233K	\$135K	\$179K	\$224K	\$157K	\$263K	\$188K	\$189K	\$168K	\$191K	\$198K	\$204K
Avg Sales Price as a % of Avg Est Value	107%	98%	99%	108%	161%	120%	110%	126%	111%	100%	97%	105%	112%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$167K	\$201K	\$153K	\$165K	\$125K	\$102K	\$200K	\$149K	\$166K	\$147K	\$154K	\$178K	\$172K
Median Sales Price	\$169K	\$157K	\$158K	\$162K	\$155K	\$134K	\$208K	\$140K	\$173K	\$150K	\$160K	\$180K	\$179K
Med Sales Price as a % of Med Est Value	101%	78%	103%	99%	124%	131%	104%	94%	104%	102%	104%	101%	104%