

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	33	34	-2.9%	488	458	+6.6%
New Listing Volume	\$7,429,900	\$6,334,600	+17.3%	\$112,742,850	\$101,332,549	+11.3%
Active Listing Count	268	282	-5%	N/A	N/A	
Active Listing Volume	\$72,643,405	\$73,817,149	-1.6%	N/A	N/A	
Average Listing Price	\$271,057	\$261,763	+3.6%	\$253,574	\$258,451	-1.9%
Median Listing Price	\$197,000	\$199,000	-1%	\$197,082	\$189,188	+4.2%
Median Days in RPR	132.5	145	-8.6%	121.67	134.48	-9.5%
Months of Inventory	8.4	11.3	-25.8%	9.9	10.8	-8.2%
Absorption Rate	11.94%	8.87%	+3.1%	10.07%	9.24%	+0.8%
Sales Activity Charts Metrics						
New Pending Sales Count	35	27	+29.6%	384	316	+21.5%
New Pending Sales Volume	\$6,711,450	\$5,851,600	+14.7%	\$71,826,673	\$62,770,449	+14.4%
Pending Sales Count	71	49	+44.9%	N/A	N/A	
Pending Sales Volume	\$13,744,950	\$10,407,700	+32.1%	N/A	N/A	
Closed Sales Count	53	34	+55.9%	277	264	+4.9%
Closed Sales Volume	\$9,952,200	\$6,823,900	+45.8%	\$50,360,021	\$47,901,566	+5.1%
Average Sales Price	\$187,777	\$200,703	-6.4%	\$181,805	\$181,445	+0.2%
Median Sales Price	\$173,500	\$146,250	+18.6%	\$158,701	\$153,294	+3.5%

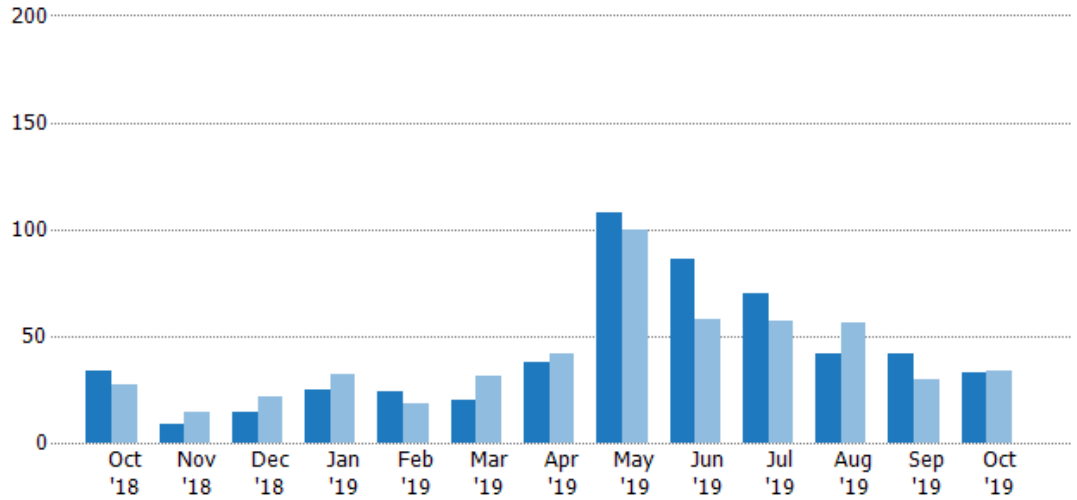
New Listings

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.
Oct '19	33	-2.9%
Oct '18	34	25.9%
Oct '17	27	-3.7%



Current Year	34	9	14	25	24	20	38	108	86	70	42	42	33
Prior Year	27	14	22	32	18	31	42	100	58	57	56	30	34
Percent Change from Prior Year	26%	-36%	-36%	-22%	33%	-35%	-10%	8%	48%	23%	-25%	40%	-3%

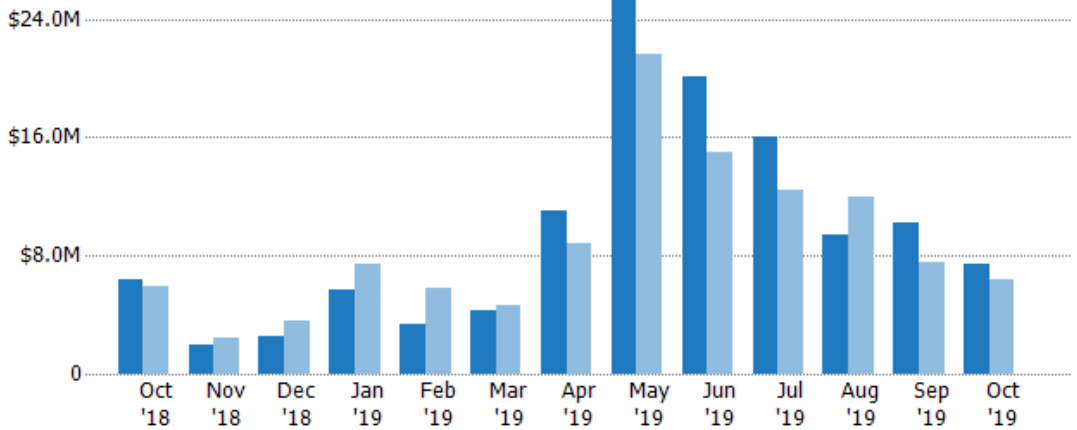
New Listing Volume

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.
Oct '19	\$7.43M	17.3%
Oct '18	\$6.33M	6.8%
Oct '17	\$5.93M	-36.1%



Current Year	\$6.33M	\$1.98M	\$2.58M	\$5.64M	\$3.33M	\$4.33M	\$11M	\$25.3M	\$20.1M	\$16M	\$9.4M	\$10.2M	\$7.43M
Prior Year	\$5.93M	\$2.43M	\$3.54M	\$7.47M	\$5.74M	\$4.6M	\$8.81M	\$21.6M	\$15M	\$12.4M	\$11.9M	\$7.5M	\$6.33M
Percent Change from Prior Year	7%	-19%	-27%	-24%	-42%	-6%	25%	17%	34%	29%	-21%	36%	17%

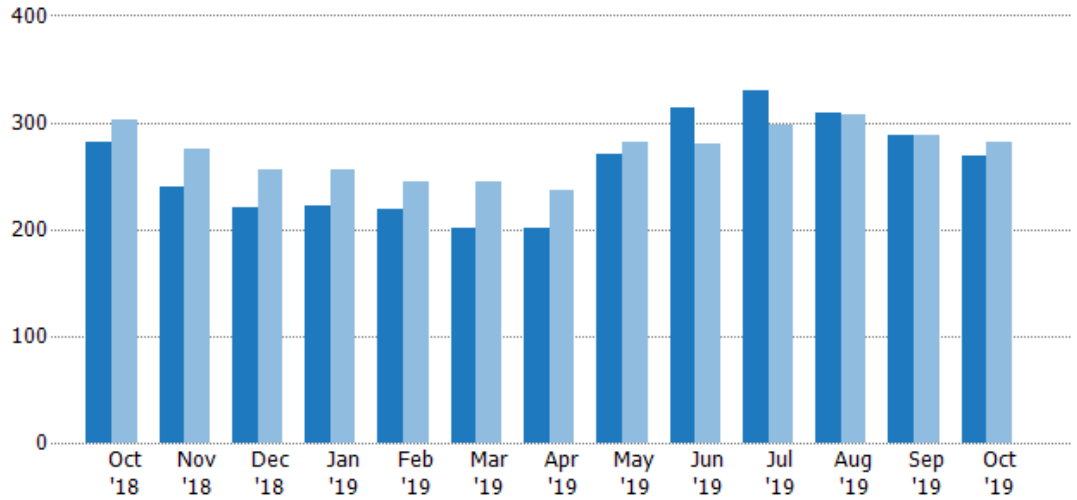
Active Listings

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.
Oct '19	268	-5%
Oct '18	282	-6.9%
Oct '17	303	-6.9%



Current Year	282	240	221	222	218	201	201	271	314	330	309	288	268
Prior Year	303	275	255	255	244	244	237	281	280	298	307	288	282
Percent Change from Prior Year	-7%	-13%	-13%	-13%	-11%	-18%	-15%	-4%	12%	11%	1%	0%	-5%

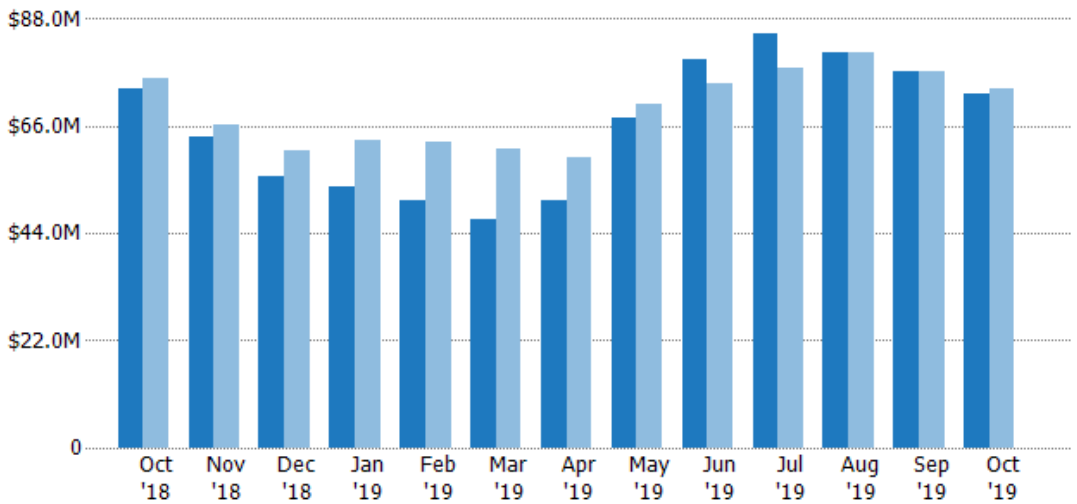
Active Listing Volume

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.
Oct '19	\$72.6M	-1.6%
Oct '18	\$73.8M	-2.8%
Oct '17	\$75.9M	-17.3%



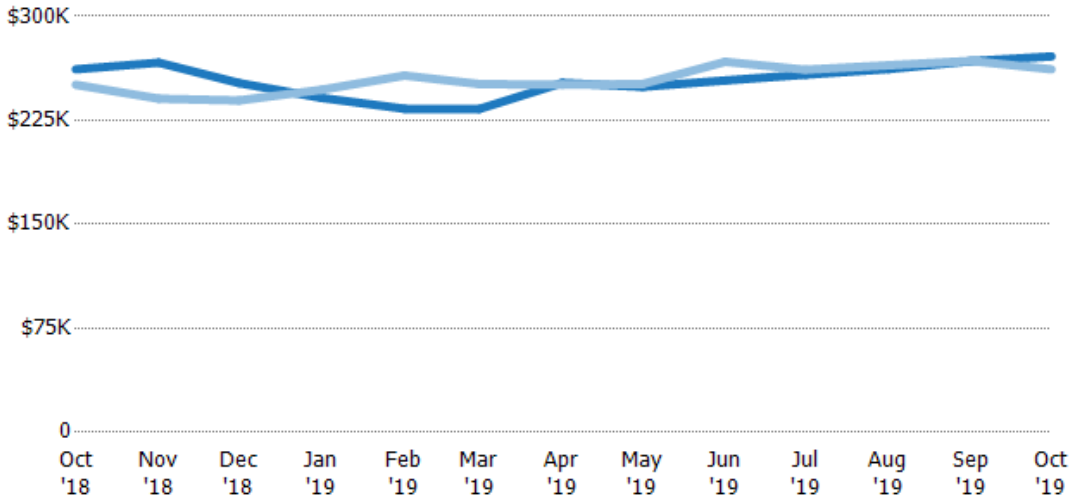
Current Year	\$73.8M	\$64M	\$55.7M	\$53.5M	\$50.9M	\$46.9M	\$50.6M	\$67.5M	\$79.7M	\$85.1M	\$80.9M	\$77.1M	\$72.6M
Prior Year	\$75.9M	\$66.2M	\$61M	\$63M	\$62.8M	\$61.3M	\$59.4M	\$70.6M	\$74.8M	\$77.9M	\$81.3M	\$77.1M	\$73.8M
Percent Change from Prior Year	-3%	-3%	-9%	-15%	-19%	-24%	-15%	-4%	7%	9%	0%	0%	-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



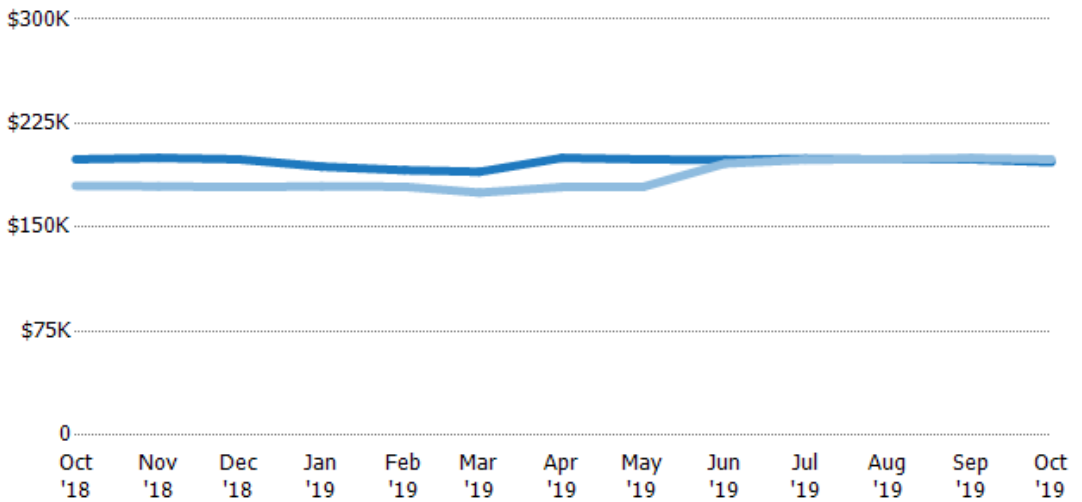
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$262K	\$267K	\$252K	\$241K	\$233K	\$233K	\$252K	\$249K	\$254K	\$258K	\$262K	\$268K	\$271K
Prior Year	\$251K	\$241K	\$239K	\$247K	\$257K	\$251K	\$251K	\$251K	\$267K	\$261K	\$265K	\$268K	\$262K
Percent Change from Prior Year	4%	11%	5%	-2%	-9%	-7%	1%	-1%	-5%	-1%	-1%	0%	4%

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



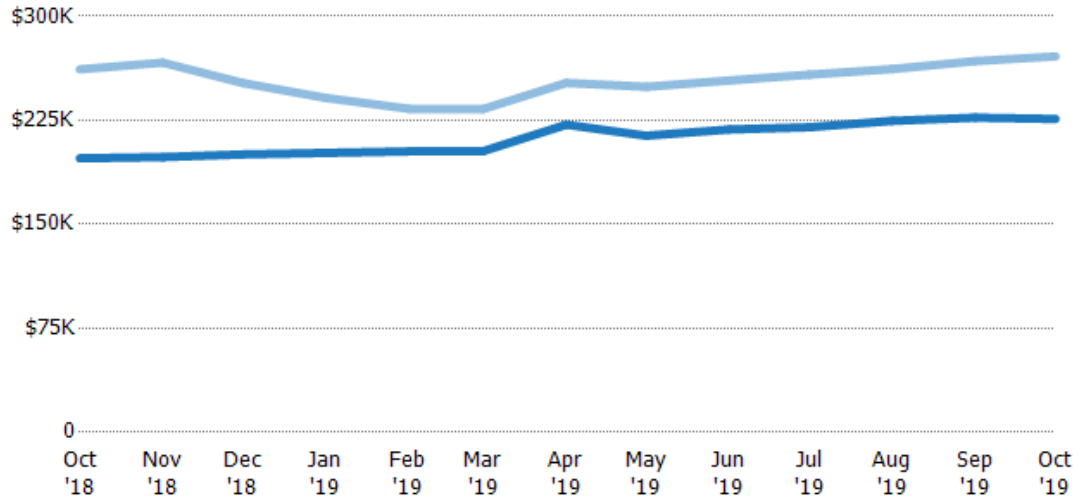
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$199K	\$200K	\$199K	\$194K	\$191K	\$190K	\$200K	\$199K	\$199K	\$199K	\$199K	\$199K	\$197K
Prior Year	\$180K	\$180K	\$179K	\$180K	\$179K	\$175K	\$179K	\$179K	\$196K	\$199K	\$199K	\$200K	\$199K
Percent Change from Prior Year	11%	11%	11%	8%	7%	9%	12%	11%	1%	0%	0%	0%	-1%

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



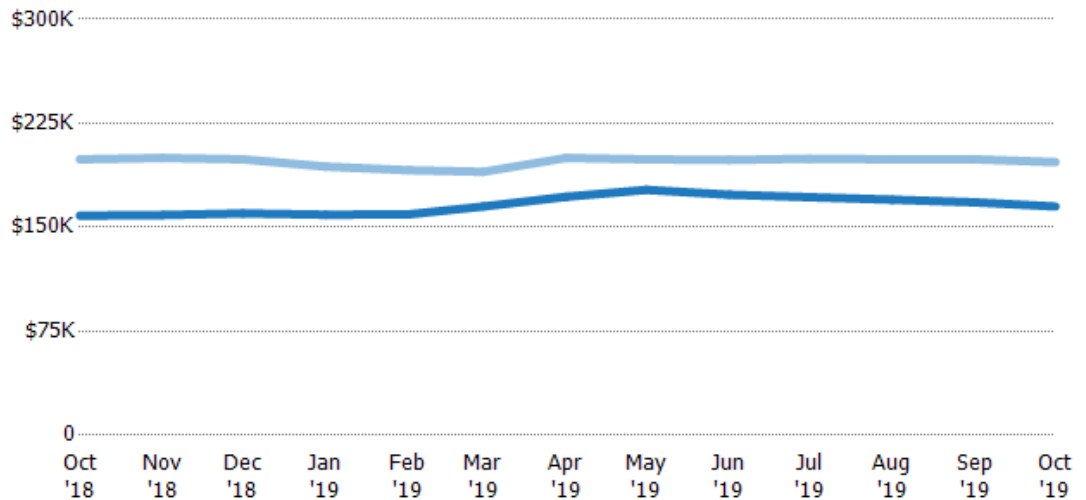
Avg Est Value	\$198K	\$198K	\$200K	\$201K	\$203K	\$203K	\$222K	\$214K	\$218K	\$220K	\$225K	\$227K	\$226K
Avg Listing Price	\$262K	\$267K	\$252K	\$241K	\$233K	\$233K	\$252K	\$249K	\$254K	\$258K	\$262K	\$268K	\$271K
Avg Listing Price as a % of Avg Est Value	132%	134%	126%	120%	115%	115%	114%	116%	116%	117%	117%	118%	120%

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



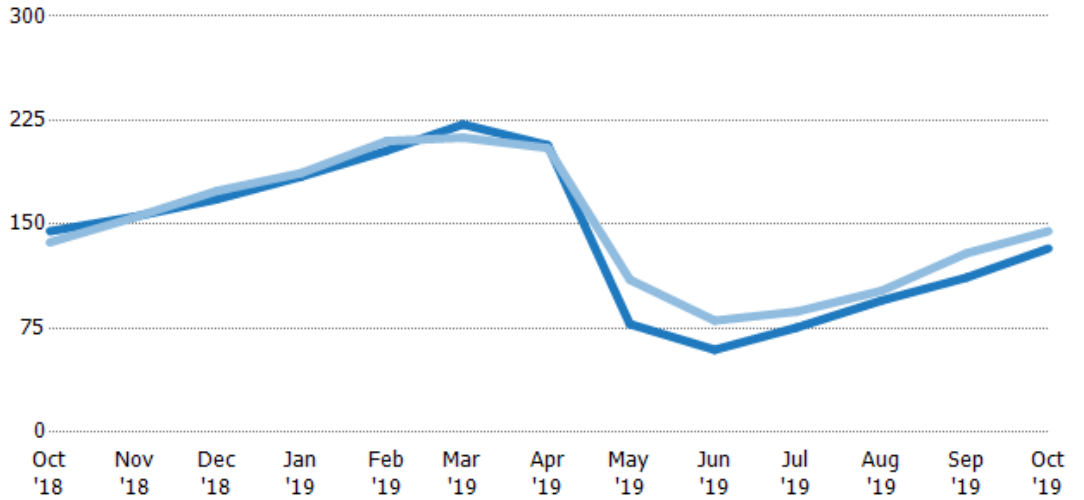
Median Est Value	\$158K	\$159K	\$160K	\$159K	\$159K	\$165K	\$172K	\$177K	\$174K	\$172K	\$170K	\$168K	\$165K
Median Listing Price	\$199K	\$200K	\$199K	\$194K	\$191K	\$190K	\$200K	\$199K	\$199K	\$199K	\$199K	\$199K	\$197K
Med Listing Price as a % of Med Est Value	126%	126%	124%	122%	120%	115%	116%	112%	114%	116%	117%	118%	119%

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.
Oct '19	133	-8.6%
Oct '18	145	5.8%
Oct '17	137	1.5%

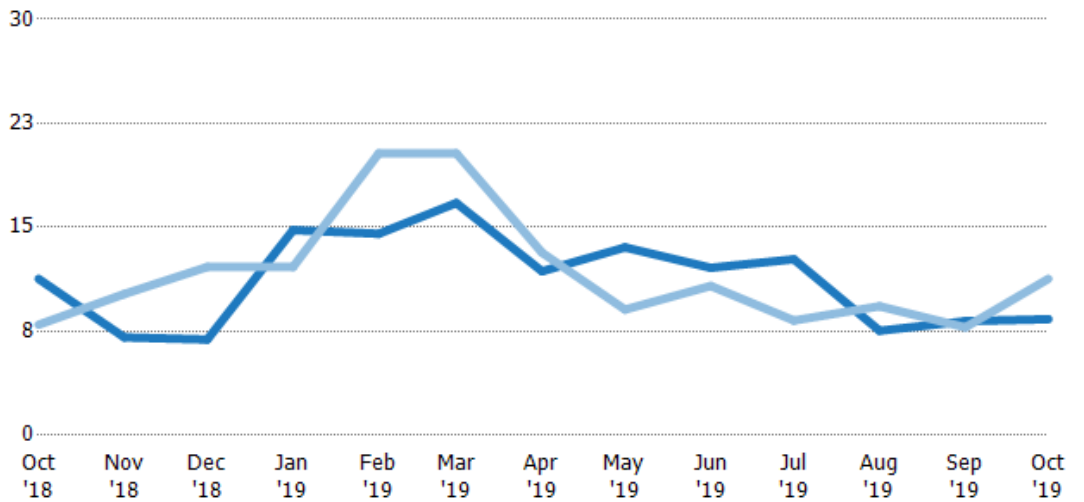
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	145	156	168	185	203	222	207	78	59.5	75.5	95	112	133
Prior Year	137	155	174	187	210	213	205	110	80.5	87	102	129	145
Percent Change from Prior Year	6%	0%	-3%	-1%	-3%	4%	1%	-29%	-26%	-13%	-7%	-14%	-9%

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.
Oct '19	8.38	-25.8%
Oct '18	11.3	41.5%
Oct '17	7.97	76.8%

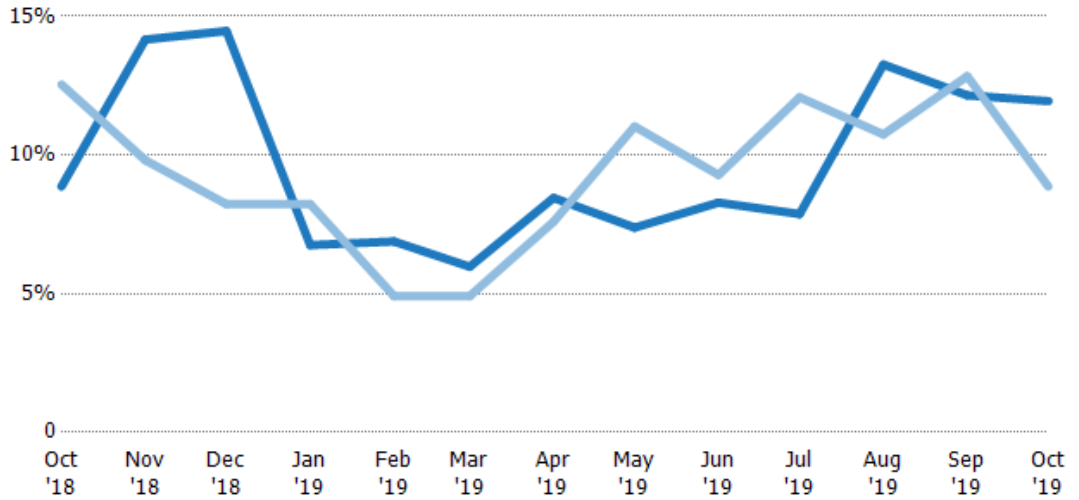
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	11.3	7.06	6.91	14.8	14.5	16.8	11.8	13.6	12.1	12.7	7.54	8.23	8.38
Prior Year	7.97	10.2	12.1	12.1	20.3	20.3	13.2	9.06	10.8	8.28	9.3	7.78	11.3
Percent Change from Prior Year	41%	-31%	-43%	22%	-29%	-18%	-10%	49%	12%	53%	-19%	6%	-26%

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.
Oct '19	12%	-3.1%
Oct '18	9%	3.7%
Oct '17	13%	-43.5%

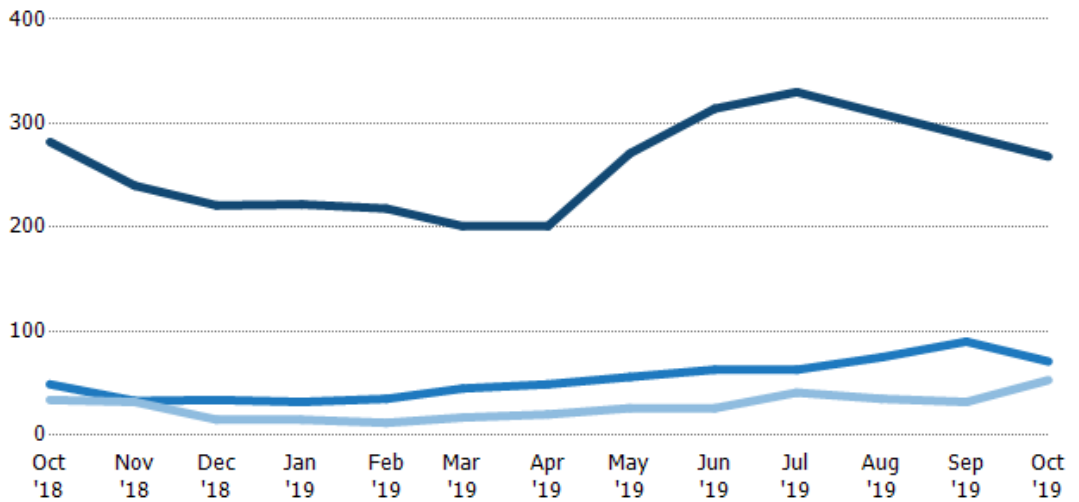
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	9%	14%	14%	7%	7%	6%	8%	7%	8%	8%	13%	12%	12%
Prior Year	13%	10%	8%	8%	5%	5%	8%	11%	9%	12%	11%	13%	9%
Change from Prior Year	4%	-4%	-6%	1%	-2%	-1%	-1%	4%	1%	4%	-3%	1%	-3%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	282	240	221	222	218	201	201	271	314	330	309	288	268
Pending	49	33	34	32	35	45	49	56	63	63	75	90	71
Sold	34	32	15	15	12	17	20	26	26	41	35	32	53

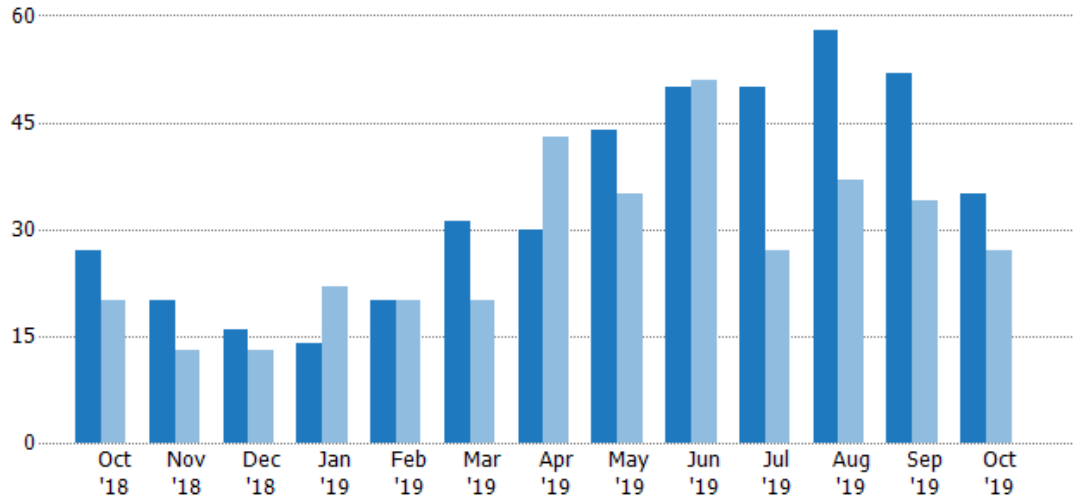
New Pending Sales

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.
Oct '19	35	29.6%
Oct '18	27	35%
Oct '17	20	0%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	27	20	16	14	20	31	30	44	50	50	58	52	35
Prior Year	20	13	13	22	20	20	43	35	51	27	37	34	27
Percent Change from Prior Year	35%	54%	23%	-36%	0%	55%	-30%	26%	-2%	85%	57%	53%	30%

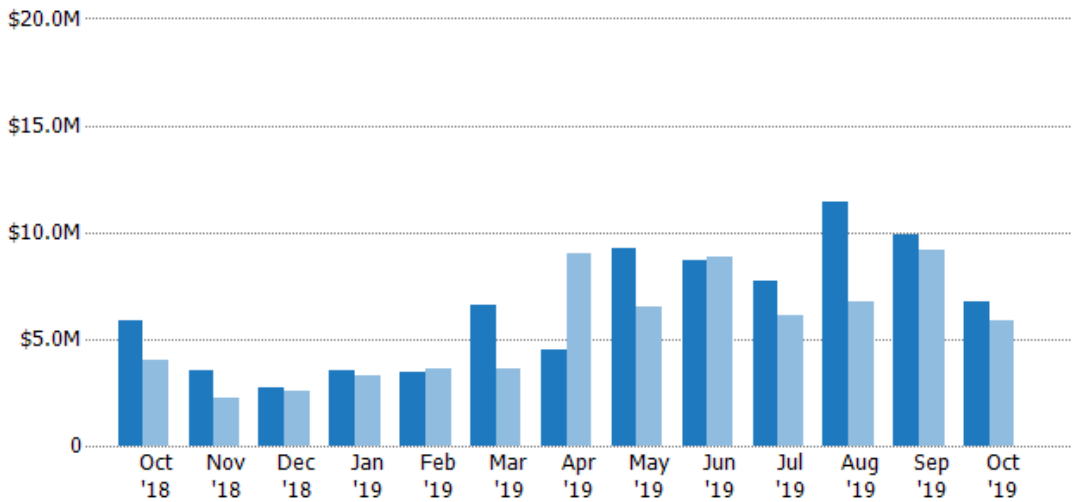
New Pending Sales Volume

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.
Oct '19	\$6.71M	14.7%
Oct '18	\$5.85M	45.8%
Oct '17	\$4.01M	-5.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$5.85M	\$3.51M	\$2.76M	\$3.57M	\$3.47M	\$6.59M	\$4.5M	\$9.28M	\$8.65M	\$7.69M	\$11.4M	\$9.91M	\$6.71M
Prior Year	\$4.01M	\$2.25M	\$2.59M	\$3.31M	\$3.58M	\$3.59M	\$8.98M	\$6.53M	\$8.87M	\$6.15M	\$6.74M	\$9.17M	\$5.85M
Percent Change from Prior Year	46%	56%	7%	8%	-3%	84%	-50%	42%	-3%	25%	70%	8%	15%

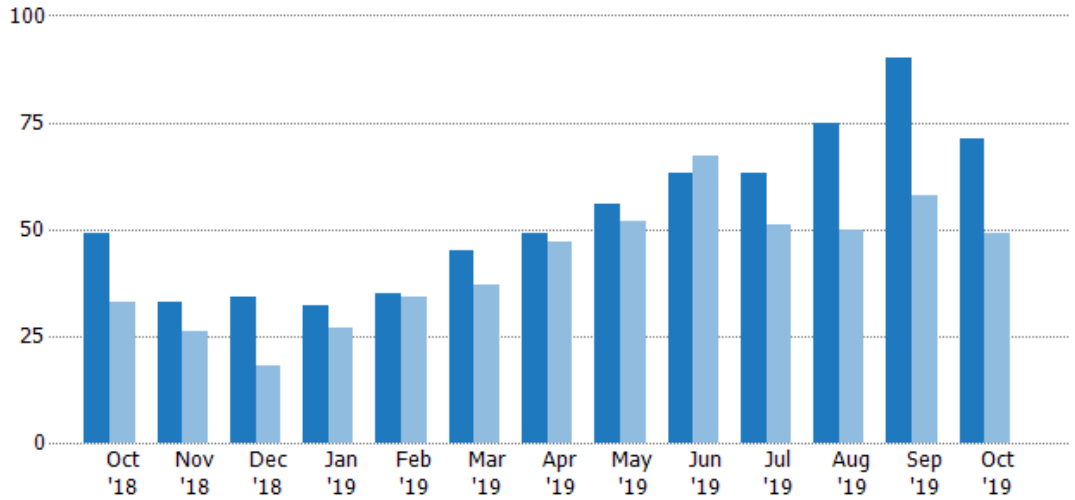
Pending Sales

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.
Oct '19	71	44.9%
Oct '18	49	48.5%
Oct '17	33	39.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	49	33	34	32	35	45	49	56	63	63	75	90	71
Prior Year	33	26	18	27	34	37	47	52	67	51	50	58	49
Percent Change from Prior Year	48%	27%	89%	19%	3%	22%	4%	8%	-6%	24%	50%	55%	45%

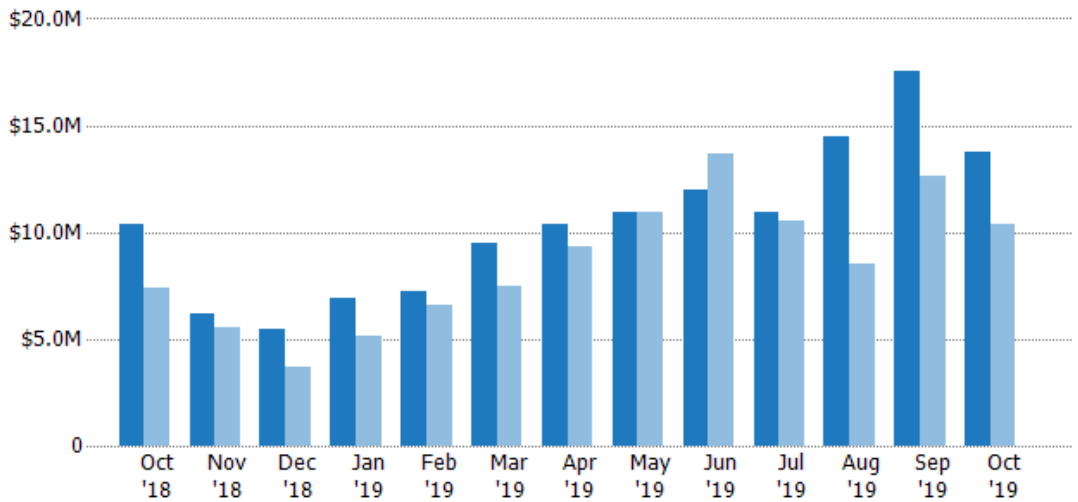
Pending Sales Volume

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.
Oct '19	\$13.7M	32.1%
Oct '18	\$10.4M	40.9%
Oct '17	\$7.39M	3.2%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$10.4M	\$6.18M	\$5.44M	\$6.89M	\$7.21M	\$9.52M	\$10.3M	\$10.9M	\$12M	\$10.9M	\$14.5M	\$17.6M	\$13.7M
Prior Year	\$7.39M	\$5.51M	\$3.67M	\$5.17M	\$6.6M	\$7.48M	\$9.35M	\$10.9M	\$13.7M	\$10.6M	\$8.51M	\$12.6M	\$10.4M
Percent Change from Prior Year	41%	12%	48%	33%	9%	27%	11%	0%	-12%	4%	70%	39%	32%

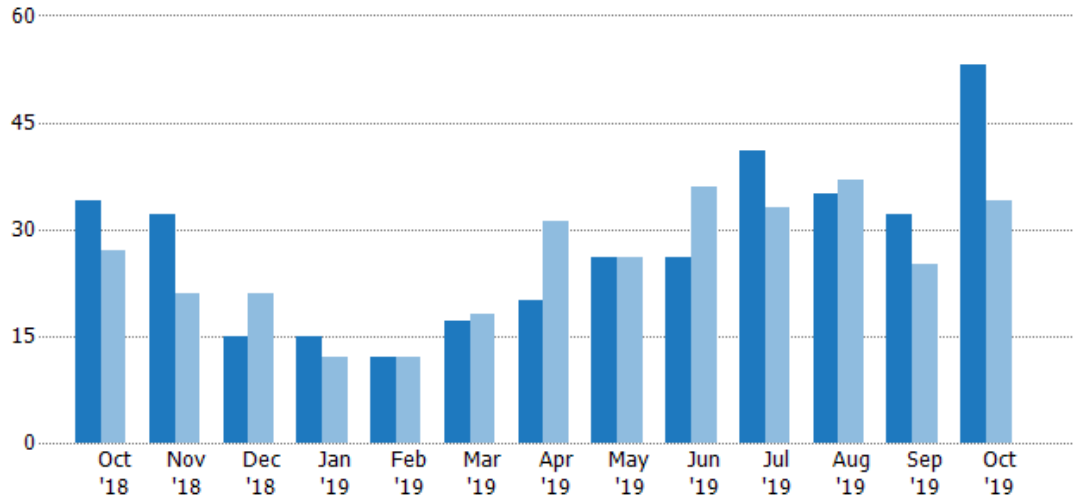
Closed Sales

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.
Oct '19	53	55.9%
Oct '18	34	25.9%
Oct '17	27	-22.2%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	34	32	15	15	12	17	20	26	26	41	35	32	53
Prior Year	27	21	21	12	12	18	31	26	36	33	37	25	34
Percent Change from Prior Year	26%	52%	-29%	25%	0%	-6%	-35%	0%	-28%	24%	-5%	28%	56%

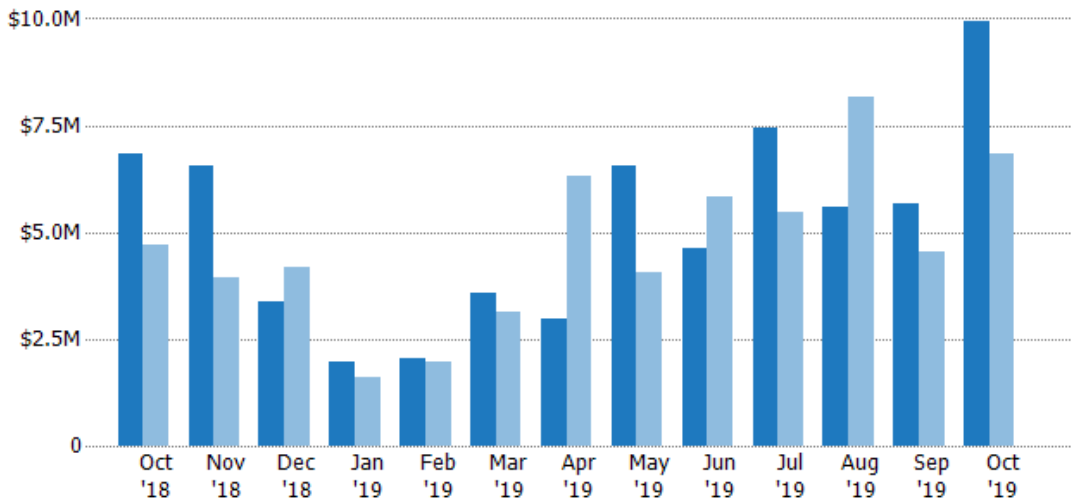
Closed Sales Volume

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.
Oct '19	\$9.95M	45.8%
Oct '18	\$6.82M	45.3%
Oct '17	\$4.7M	-35.7%



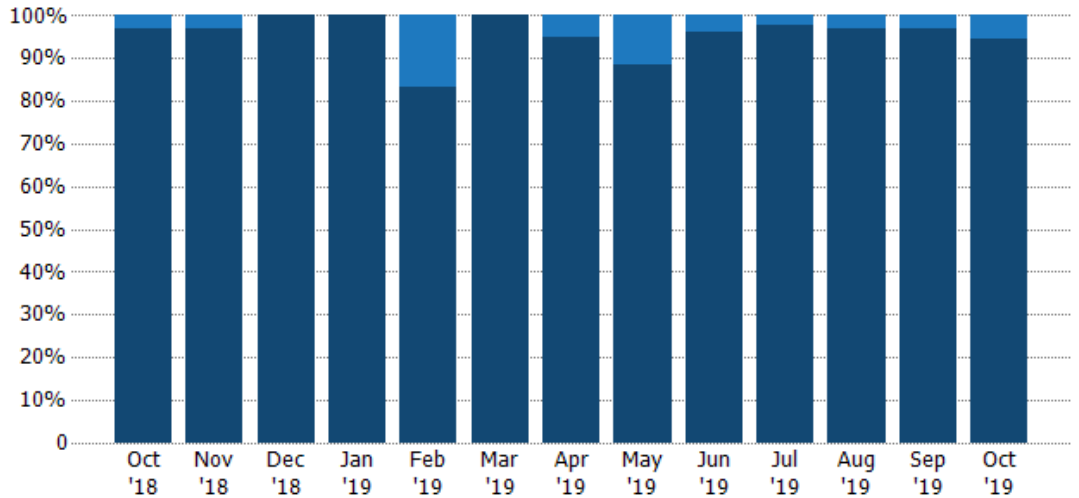
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$6.82M	\$6.57M	\$3.36M	\$1.97M	\$2.04M	\$3.59M	\$2.97M	\$6.54M	\$4.62M	\$7.44M	\$5.57M	\$5.67M	\$9.95M
Prior Year	\$4.7M	\$3.93M	\$4.18M	\$1.6M	\$1.95M	\$3.12M	\$6.31M	\$4.08M	\$5.84M	\$5.47M	\$8.19M	\$4.53M	\$6.82M
Percent Change from Prior Year	45%	67%	-20%	23%	5%	15%	-53%	61%	-21%	36%	-32%	25%	46%

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



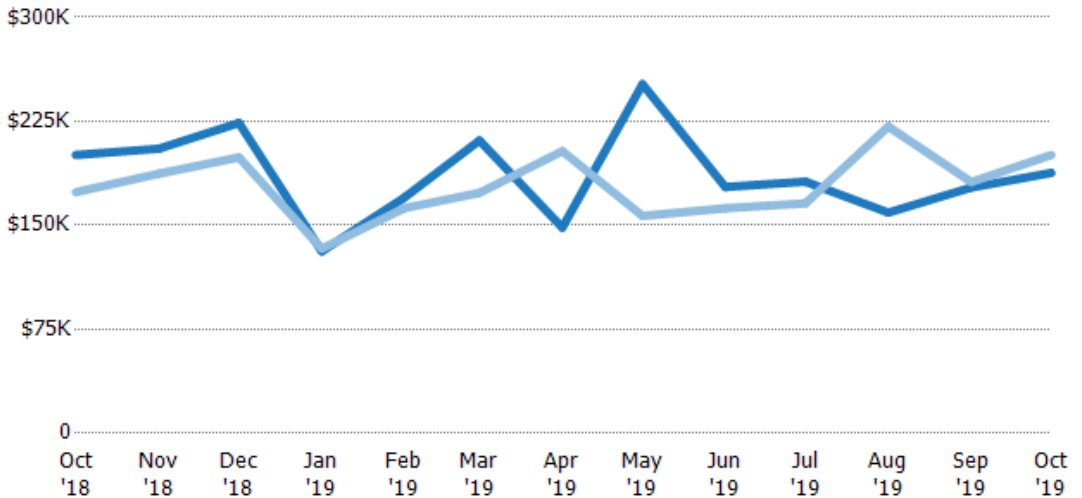
Condo/Townhouse	3%	3%	-	-	17%	-	5%	12%	4%	2%	3%	3%	6%
Single Family Residence	97%	97%	100%	100%	83%	100%	95%	88%	96%	98%	97%	97%	94%

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	\$201K	\$205K	\$224K	\$131K	\$170K	\$211K	\$148K	\$252K	\$178K	\$181K	\$159K	\$177K	\$188K
Prior Year	\$174K	\$187K	\$199K	\$133K	\$162K	\$173K	\$203K	\$157K	\$162K	\$166K	\$221K	\$181K	\$201K
Percent Change from Prior Year	15%	10%	12%	-1%	5%	22%	-27%	61%	9%	9%	-28%	-2%	-6%

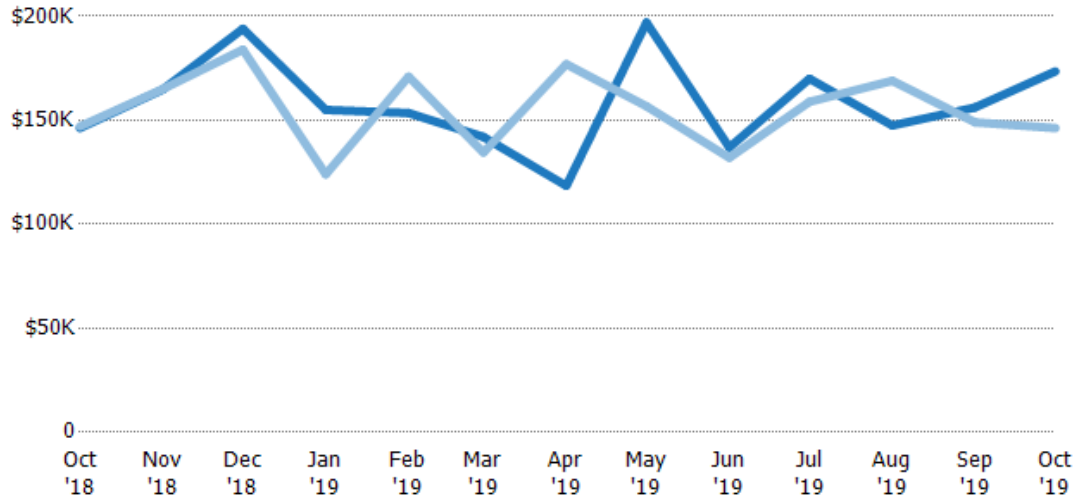
Median Sales Price

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.
Oct '19	\$174K	18.6%
Oct '18	\$146K	-0.5%
Oct '17	\$147K	-4.8%



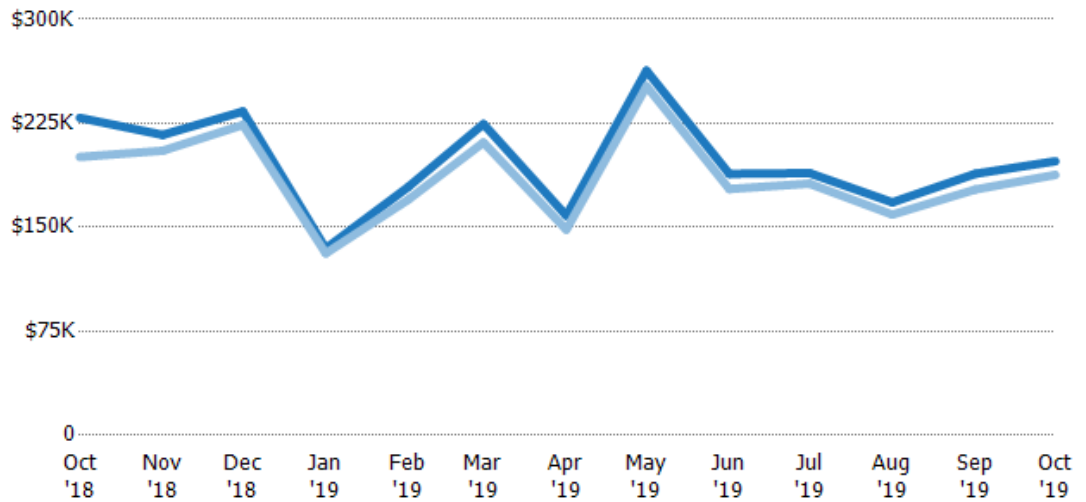
Current Year	\$146K	\$165K	\$194K	\$155K	\$154K	\$142K	\$119K	\$197K	\$137K	\$170K	\$148K	\$156K	\$174K
Prior Year	\$147K	\$165K	\$184K	\$124K	\$171K	\$135K	\$177K	\$157K	\$132K	\$159K	\$169K	\$149K	\$146K
Percent Change from Prior Year	-1%	0%	5%	25%	-10%	6%	-33%	26%	4%	7%	-13%	5%	19%

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



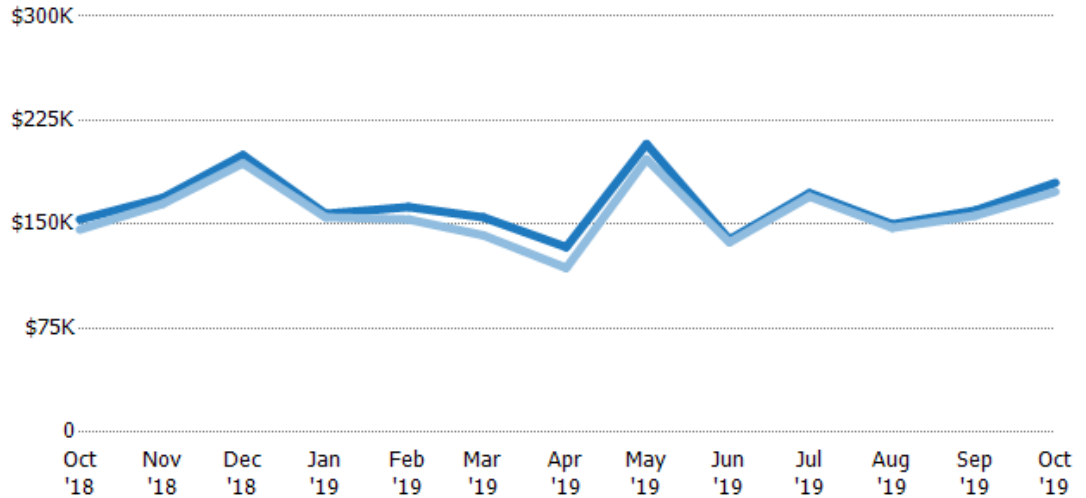
Avg List Price	\$229K	\$217K	\$234K	\$135K	\$179K	\$224K	\$158K	\$263K	\$189K	\$189K	\$168K	\$189K	\$198K
Avg Sales Price	\$201K	\$205K	\$224K	\$131K	\$170K	\$211K	\$148K	\$252K	\$178K	\$181K	\$159K	\$177K	\$188K
Avg Sales Price as a % of Avg List Price	88%	95%	96%	97%	95%	94%	94%	96%	94%	96%	95%	94%	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



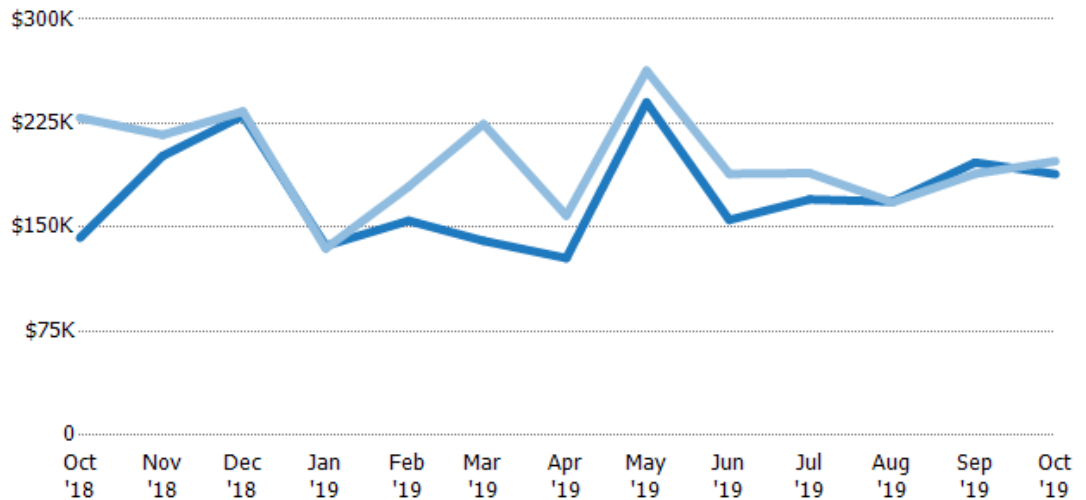
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$153K	\$169K	\$200K	\$158K	\$162K	\$155K	\$134K	\$208K	\$139K	\$173K	\$150K	\$160K	\$180K
Median Sales Price	\$146K	\$165K	\$194K	\$155K	\$154K	\$142K	\$119K	\$197K	\$137K	\$170K	\$148K	\$156K	\$174K
Med Sales Price as a % of Med List Price	95%	97%	97%	98%	94%	92%	89%	95%	99%	99%	98%	98%	96%

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



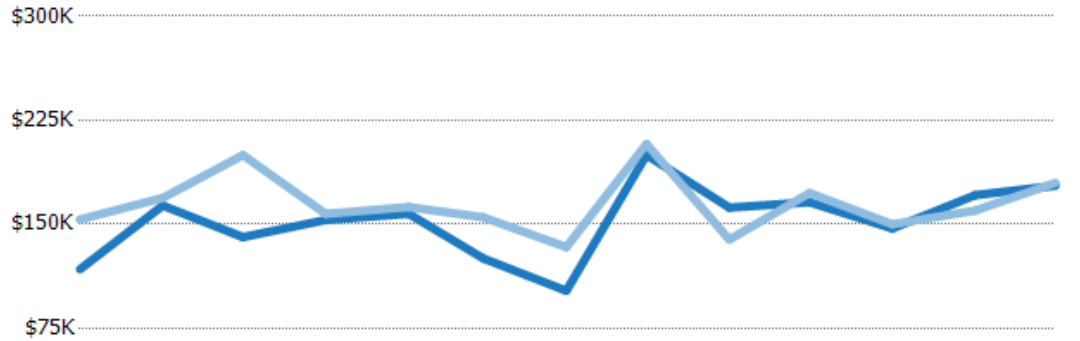
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$142K	\$201K	\$230K	\$137K	\$155K	\$140K	\$128K	\$240K	\$155K	\$170K	\$169K	\$197K	\$188K
Avg Sales Price	\$229K	\$217K	\$234K	\$135K	\$179K	\$224K	\$158K	\$263K	\$189K	\$189K	\$168K	\$189K	\$198K
Avg Sales Price as a % of Avg Est Value	161%	108%	101%	99%	116%	160%	124%	110%	121%	111%	100%	96%	105%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$118K	\$164K	\$141K	\$153K	\$158K	\$125K	\$102K	\$200K	\$162K	\$166K	\$147K	\$171K	\$178K
Median Sales Price	\$153K	\$169K	\$200K	\$158K	\$162K	\$155K	\$134K	\$208K	\$139K	\$173K	\$150K	\$160K	\$180K
Med Sales Price as a % of Med Est Value	131%	103%	142%	103%	103%	124%	131%	104%	86%	104%	102%	93%	101%