

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	42	30	+40%	455	424	+7.3%
New Listing Volume	\$10,162,300	\$7,496,400	+35.6%	\$105,312,950	\$94,997,949	+10.9%
Active Listing Count	288	288	+/-	N/A	N/A	
Active Listing Volume	\$77,082,355	\$77,140,549	-0.1%	N/A	N/A	
Average Listing Price	\$267,647	\$267,849	-0.1%	\$251,584	\$258,067	-2.5%
Median Listing Price	\$199,000	\$199,950	-0.5%	\$197,091	\$188,052	+4.8%
Median Days in RPR	111.5	129	-13.6%	119.11	132.92	-10.4%
Months of Inventory	8.2	7.8	+5.7%	10.2	10.9	-5.8%
Absorption Rate	12.15%	12.85%	-0.7%	9.77%	9.2%	+0.6%
Sales Activity Charts Metrics						
New Pending Sales Count	52	34	+52.9%	349	289	+20.8%
New Pending Sales Volume	\$9,912,999	\$9,174,300	+8.1%	\$65,115,223	\$56,918,849	+14.4%
Pending Sales Count	90	58	+55.2%	N/A	N/A	
Pending Sales Volume	\$17,561,049	\$12,647,000	+38.9%	N/A	N/A	
Closed Sales Count	32	25	+28%	224	230	-2.6%
Closed Sales Volume	\$5,670,500	\$4,530,281	+25.2%	\$40,407,821	\$41,077,666	-1.6%
Average Sales Price	\$177,203	\$181,211	-2.2%	\$180,392	\$178,599	+1%
Median Sales Price	\$156,200	\$149,000	+4.8%	\$155,199	\$154,336	+0.6%

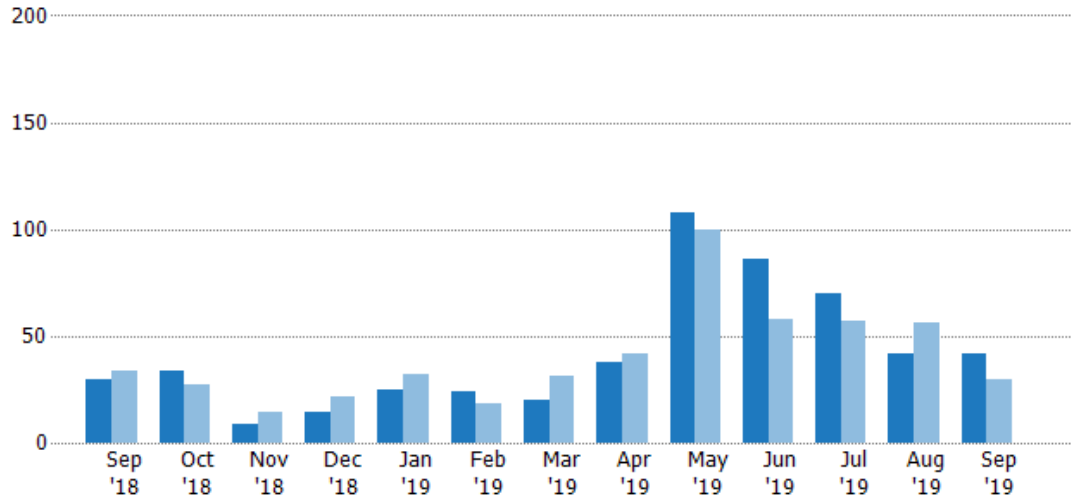
New Listings

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.
Sep '19	42	40%
Sep '18	30	-11.8%
Sep '17	34	5.9%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	30	34	9	14	25	24	20	38	108	86	70	42	42
Prior Year	34	27	14	22	32	18	31	42	100	58	57	56	30
Percent Change from Prior Year	-12%	26%	-36%	-36%	-22%	33%	-35%	-10%	8%	48%	23%	-25%	40%

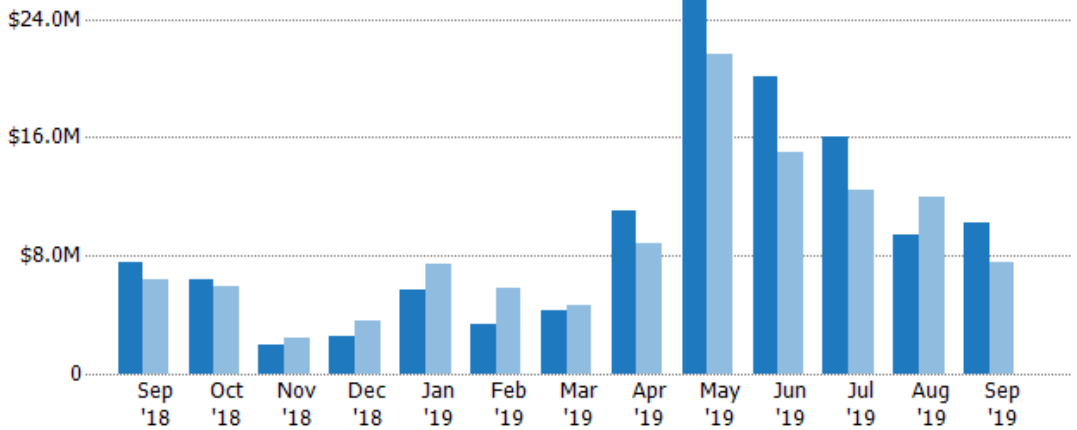
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Caledonia County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Sep '19	\$10.2M	35.6%
Sep '18	\$7.5M	17.2%
Sep '17	\$6.4M	2.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$7.5M	\$6.33M	\$1.98M	\$2.58M	\$5.64M	\$3.33M	\$4.33M	\$11M	\$25.3M	\$20.1M	\$16M	\$9.4M	\$10.2M
Prior Year	\$6.4M	\$5.93M	\$2.43M	\$3.54M	\$7.47M	\$5.74M	\$4.6M	\$8.81M	\$21.6M	\$15M	\$12.4M	\$11.9M	\$7.5M
Percent Change from Prior Year	17%	7%	-19%	-27%	-24%	-42%	-6%	25%	17%	34%	29%	-21%	36%

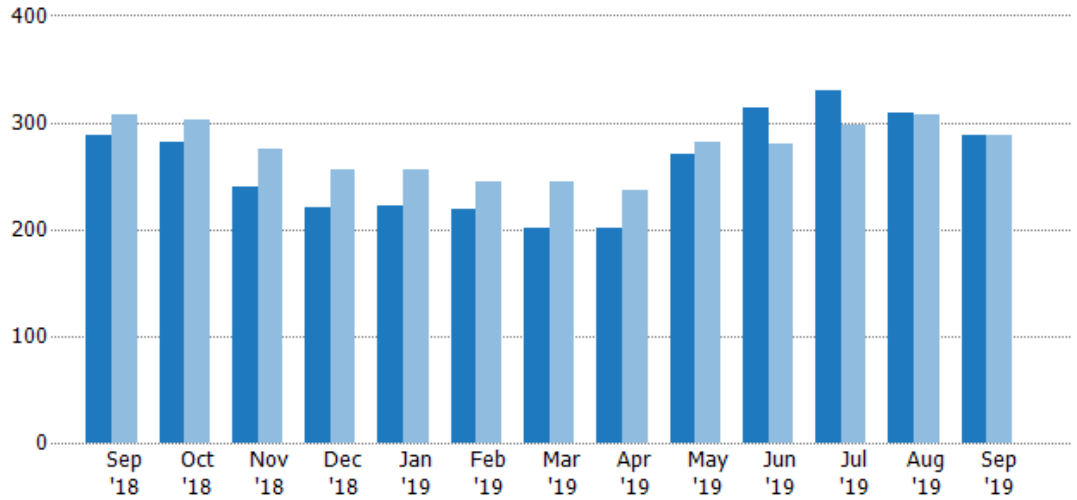
Active Listings

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.
Sep '19	288	0%
Sep '18	288	-6.5%
Sep '17	308	-5.5%



Current Year	288	282	240	221	222	218	201	201	271	314	330	309	288
Prior Year	308	303	275	255	255	244	244	237	281	280	298	307	288
Percent Change from Prior Year	-6%	-7%	-13%	-13%	-13%	-11%	-18%	-15%	-4%	12%	11%	1%	0%

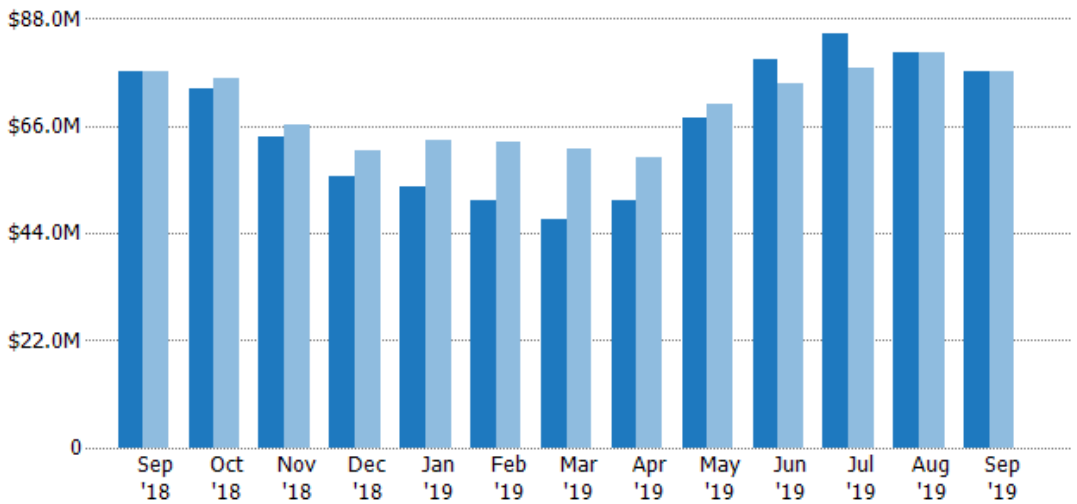
Active Listing Volume

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.
Sep '19	\$77.1M	-0.1%
Sep '18	\$77.1M	0.1%
Sep '17	\$77.1M	-13.3%



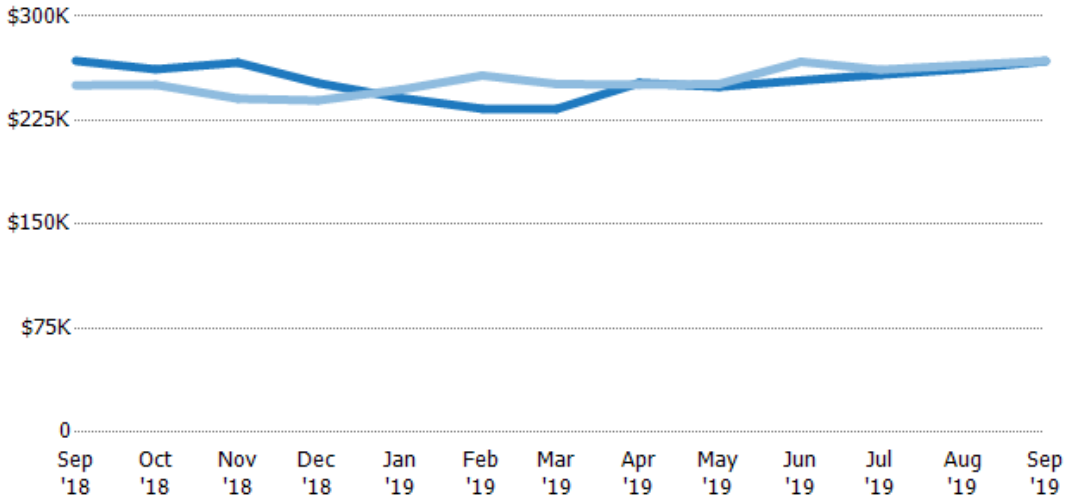
Current Year	\$77.1M	\$73.8M	\$64M	\$55.7M	\$53.5M	\$50.9M	\$46.9M	\$50.6M	\$67.5M	\$79.7M	\$85.1M	\$80.9M	\$77.1M
Prior Year	\$77.1M	\$75.9M	\$66.2M	\$61M	\$63M	\$62.8M	\$61.3M	\$59.4M	\$70.6M	\$74.8M	\$77.9M	\$81.3M	\$77.1M
Percent Change from Prior Year	0%	-3%	-3%	-9%	-15%	-19%	-24%	-15%	-4%	7%	9%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

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



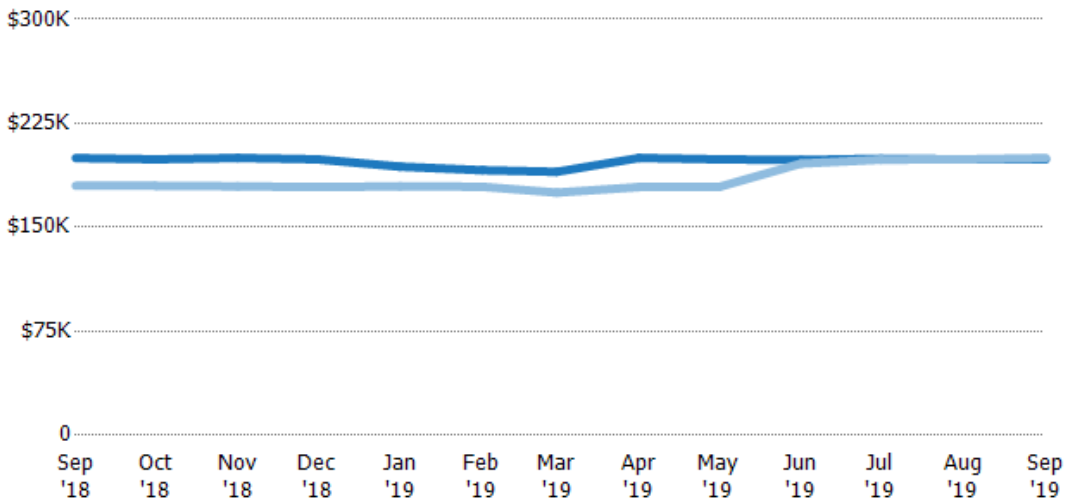
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$268K	\$262K	\$267K	\$252K	\$241K	\$233K	\$233K	\$252K	\$249K	\$254K	\$258K	\$262K	\$268K
Prior Year	\$250K	\$251K	\$241K	\$239K	\$247K	\$257K	\$251K	\$251K	\$251K	\$267K	\$261K	\$265K	\$268K
Percent Change from Prior Year	7%	4%	11%	5%	-2%	-9%	-7%	1%	-1%	-5%	-1%	-1%	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



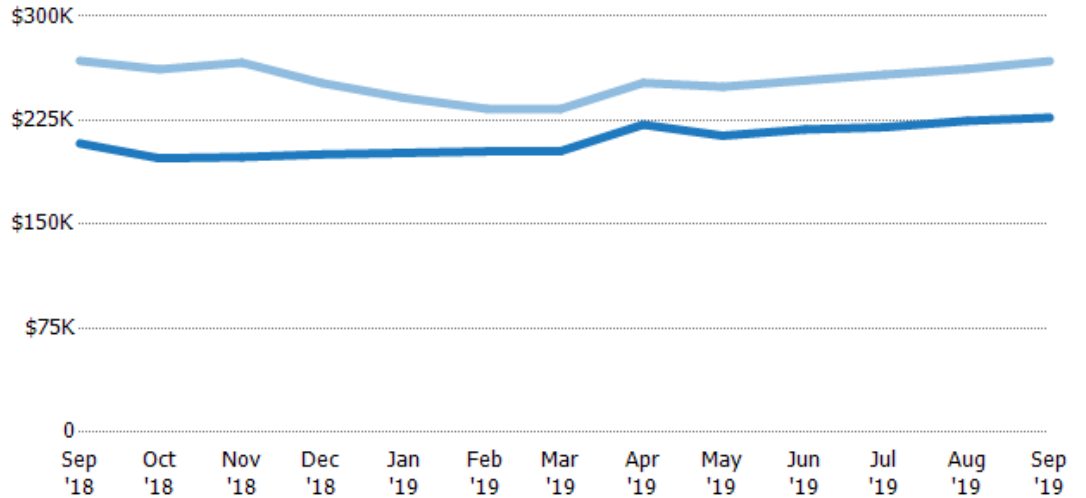
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$200K	\$199K	\$200K	\$199K	\$194K	\$191K	\$190K	\$200K	\$199K	\$199K	\$199K	\$199K	\$199K
Prior Year	\$180K	\$180K	\$180K	\$179K	\$180K	\$179K	\$175K	\$179K	\$179K	\$196K	\$199K	\$199K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



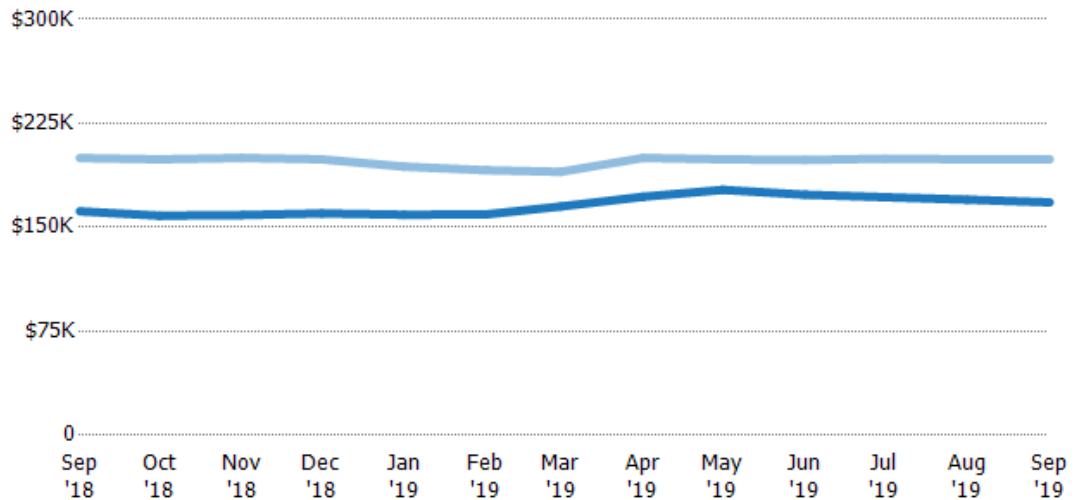
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$208K	\$198K	\$198K	\$200K	\$201K	\$203K	\$203K	\$222K	\$214K	\$218K	\$220K	\$225K	\$227K
Avg Listing Price	\$268K	\$262K	\$267K	\$252K	\$241K	\$233K	\$233K	\$252K	\$249K	\$254K	\$258K	\$262K	\$268K
Avg Listing Price as a % of Avg Est Value	129%	132%	134%	126%	120%	115%	115%	114%	116%	116%	117%	117%	118%

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



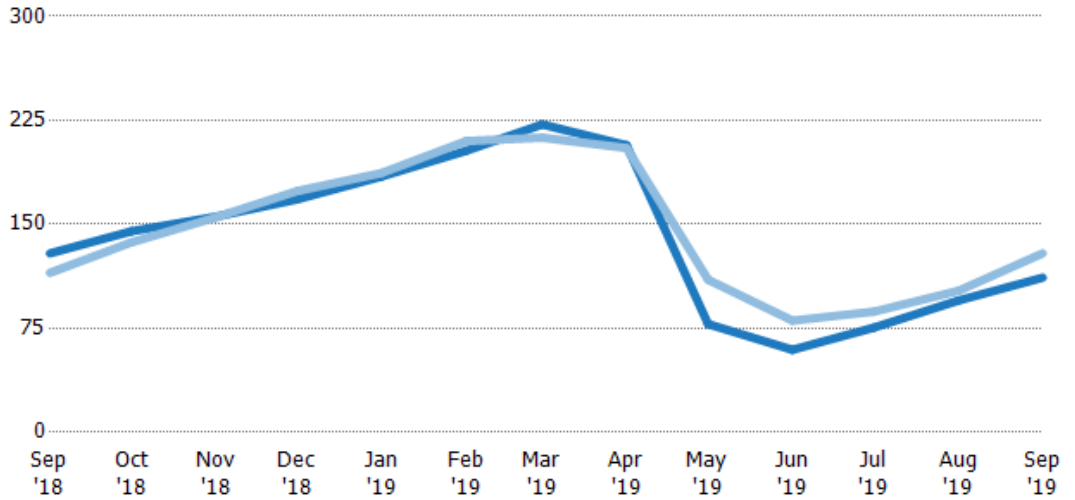
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$162K	\$158K	\$159K	\$160K	\$159K	\$159K	\$165K	\$172K	\$177K	\$174K	\$172K	\$170K	\$168K
Median Listing Price	\$200K	\$199K	\$200K	\$199K	\$194K	\$191K	\$190K	\$200K	\$199K	\$199K	\$199K	\$199K	\$199K
Med Listing Price as a % of Med Est Value	124%	126%	126%	124%	122%	120%	115%	116%	112%	114%	116%	117%	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.
Sep '19	112	-13.6%
Sep '18	129	12.2%
Sep '17	115	6.1%

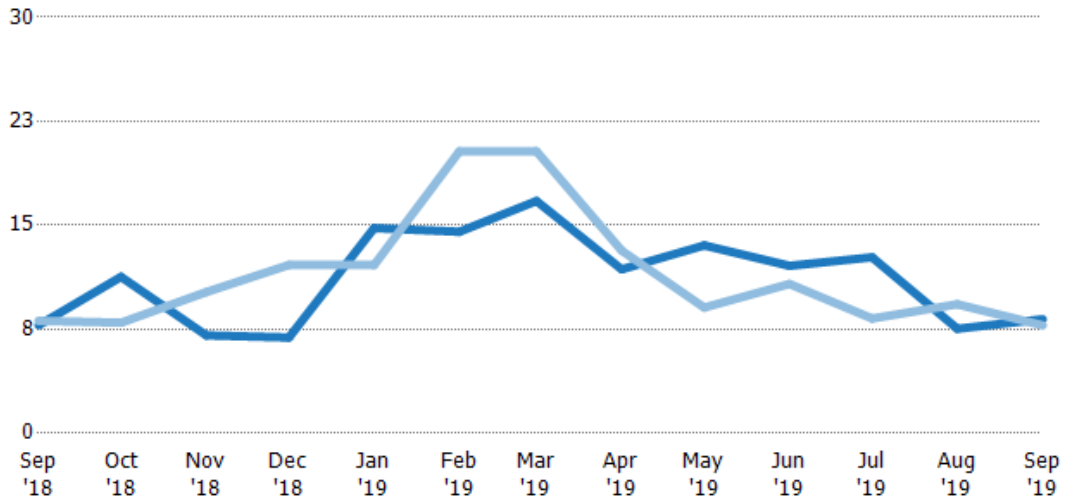
Current Year	129	145	156	168	185	203	222	207	78	59.5	75.5	95	112
Prior Year	115	137	155	174	187	210	213	205	110	80.5	87	102	129
Percent Change from Prior Year	12%	6%	0%	-3%	-1%	-3%	4%	1%	-29%	-26%	-13%	-7%	-14%

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.
Sep '19	8.23	5.7%
Sep '18	7.78	-4%
Sep '17	8.11	79.5%

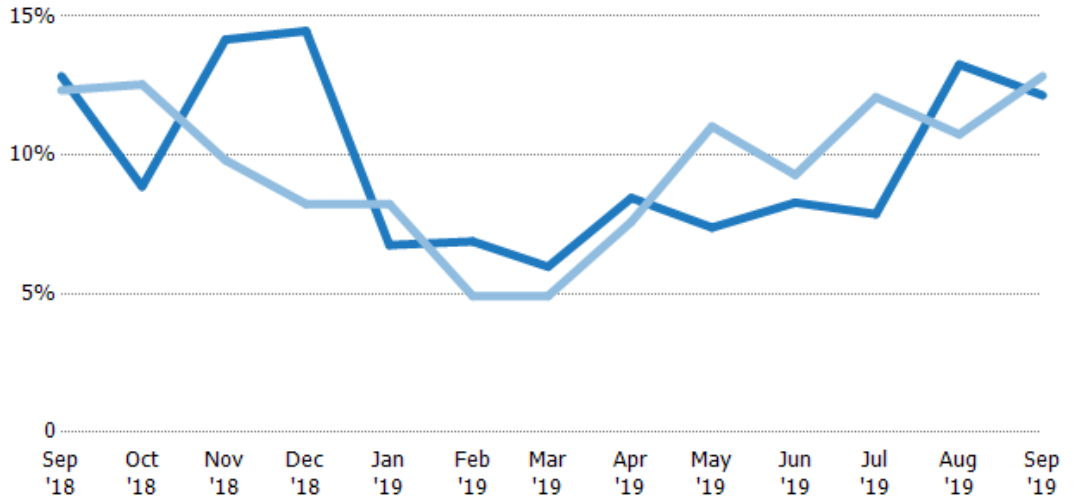
Current Year	7.78	11.3	7.06	6.91	14.8	14.5	16.8	11.8	13.6	12.1	12.7	7.54	8.23
Prior Year	8.11	7.97	10.2	12.1	12.1	20.3	20.3	13.2	9.06	10.8	8.28	9.3	7.78
Percent Change from Prior Year	-4%	41%	-31%	-43%	22%	-29%	-18%	-10%	49%	12%	53%	-19%	6%

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



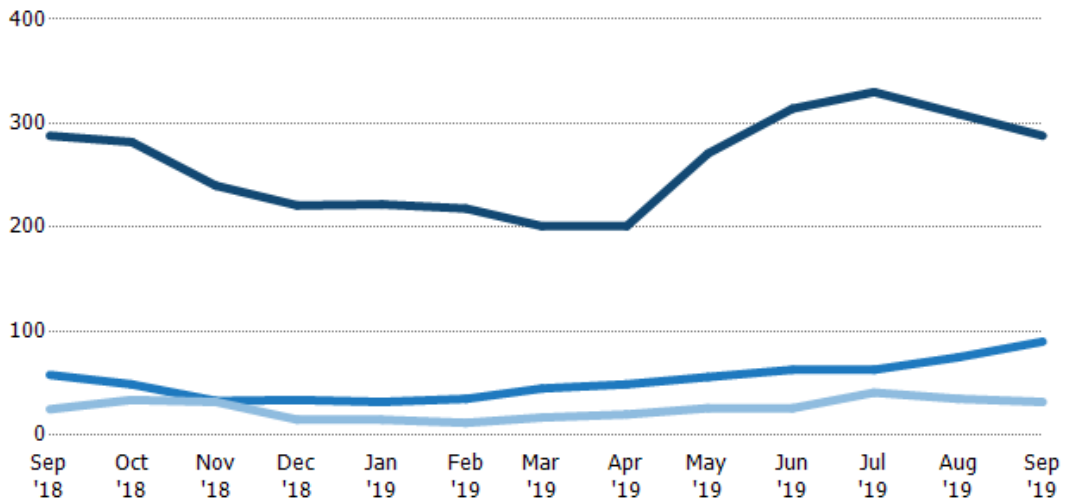
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	13%	9%	14%	14%	7%	7%	6%	8%	7%	8%	8%	13%	12%
Prior Year	12%	13%	10%	8%	8%	5%	5%	8%	11%	9%	12%	11%	13%
Change from Prior Year	-1%	4%	-4%	-6%	1%	-2%	-1%	-1%	4%	1%	4%	-3%	1%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	288	282	240	221	222	218	201	201	271	314	330	309	288
Pending	58	49	33	34	32	35	45	49	56	63	63	75	90
Sold	25	34	32	15	15	12	17	20	26	26	41	35	32

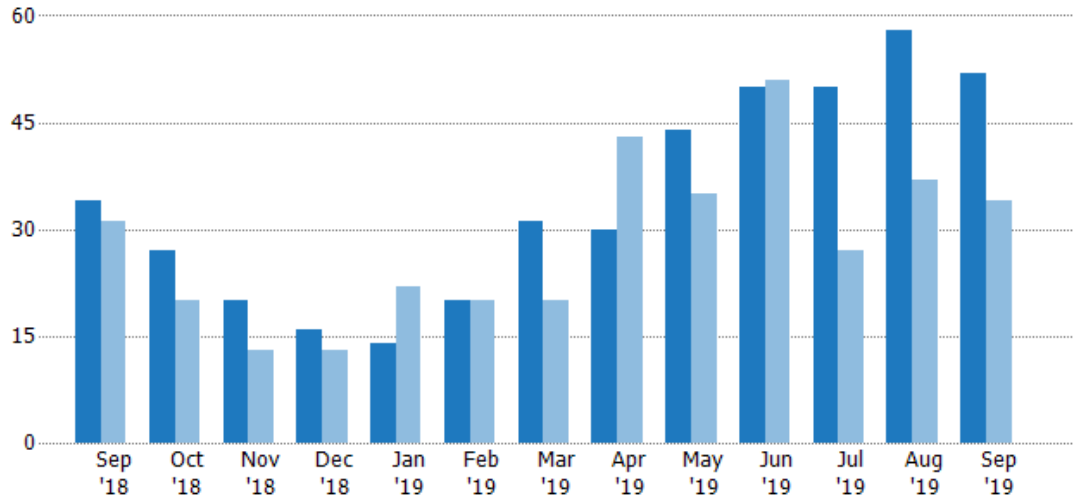
New Pending Sales

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.
Sep '19	52	52.9%
Sep '18	34	9.7%
Sep '17	31	6.5%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	34	27	20	16	14	20	31	30	44	50	50	58	52
Prior Year	31	20	13	13	22	20	20	43	35	51	27	37	34
Percent Change from Prior Year	10%	35%	54%	23%	-36%	0%	55%	-30%	26%	-2%	85%	57%	53%

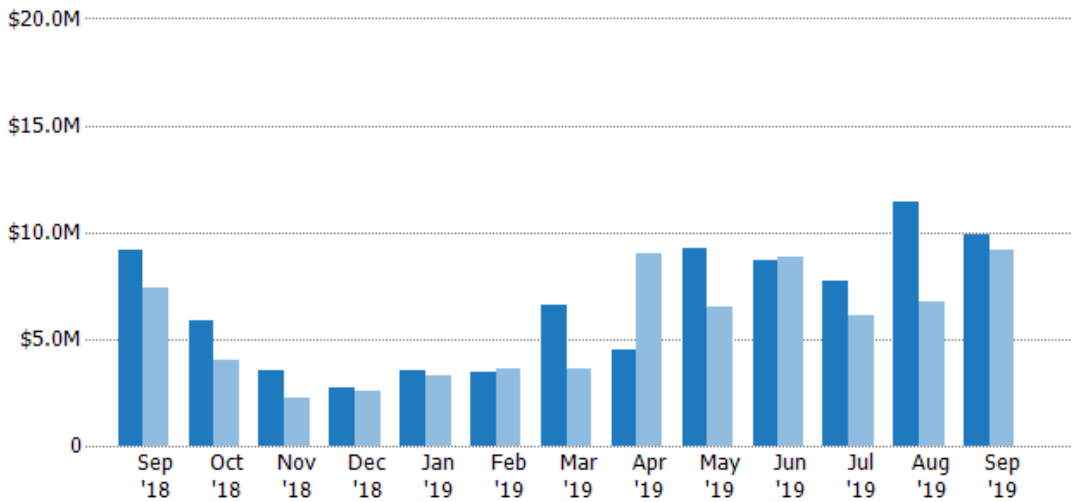
New Pending Sales Volume

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.
Sep '19	\$9.91M	8.1%
Sep '18	\$9.17M	23.6%
Sep '17	\$7.42M	-32.7%



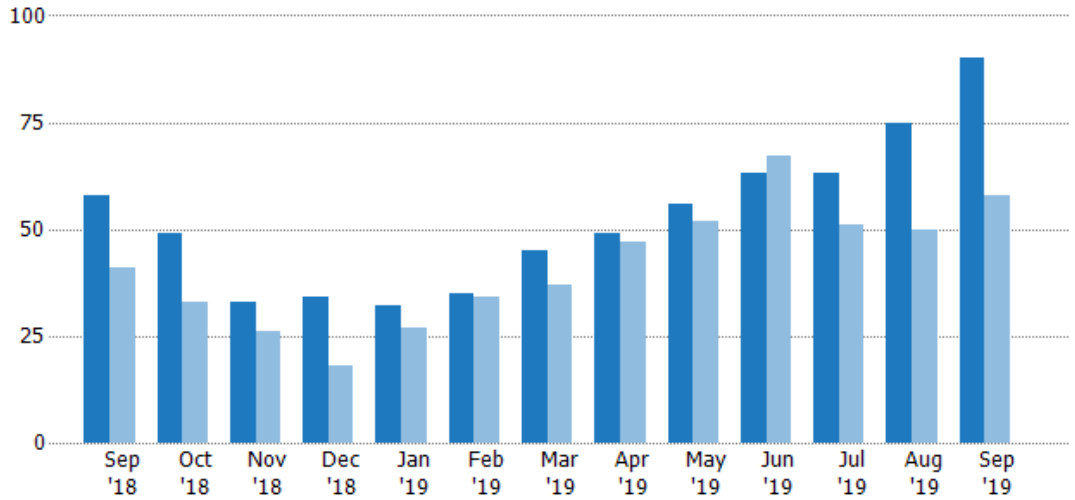
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$9.17M	\$5.85M	\$3.51M	\$2.76M	\$3.57M	\$3.47M	\$6.59M	\$4.5M	\$9.28M	\$8.65M	\$7.69M	\$11.4M	\$9.91M
Prior Year	\$7.42M	\$4.01M	\$2.25M	\$2.59M	\$3.31M	\$3.58M	\$3.59M	\$8.98M	\$6.53M	\$8.87M	\$6.15M	\$6.74M	\$9.17M
Percent Change from Prior Year	24%	46%	56%	7%	8%	-3%	84%	-50%	42%	-3%	25%	70%	8%

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



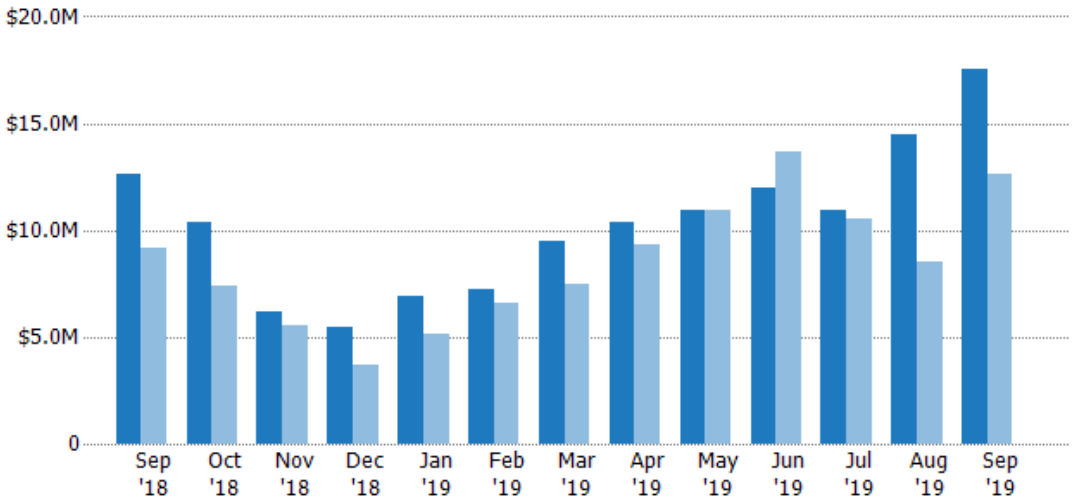
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	58	49	33	34	32	35	45	49	56	63	63	75	90
Prior Year	41	33	26	18	27	34	37	47	52	67	51	50	58
Percent Change from Prior Year	41%	48%	27%	89%	19%	3%	22%	4%	8%	-6%	24%	50%	55%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$12.6M	\$10.4M	\$6.18M	\$5.44M	\$6.89M	\$7.21M	\$9.52M	\$10.3M	\$10.9M	\$12M	\$10.9M	\$14.5M	\$17.6M
Prior Year	\$9.13M	\$7.39M	\$5.51M	\$3.67M	\$5.17M	\$6.6M	\$7.48M	\$9.35M	\$10.9M	\$13.7M	\$10.6M	\$8.51M	\$12.6M
Percent Change from Prior Year	39%	41%	12%	48%	33%	9%	27%	11%	0%	-12%	4%	70%	39%

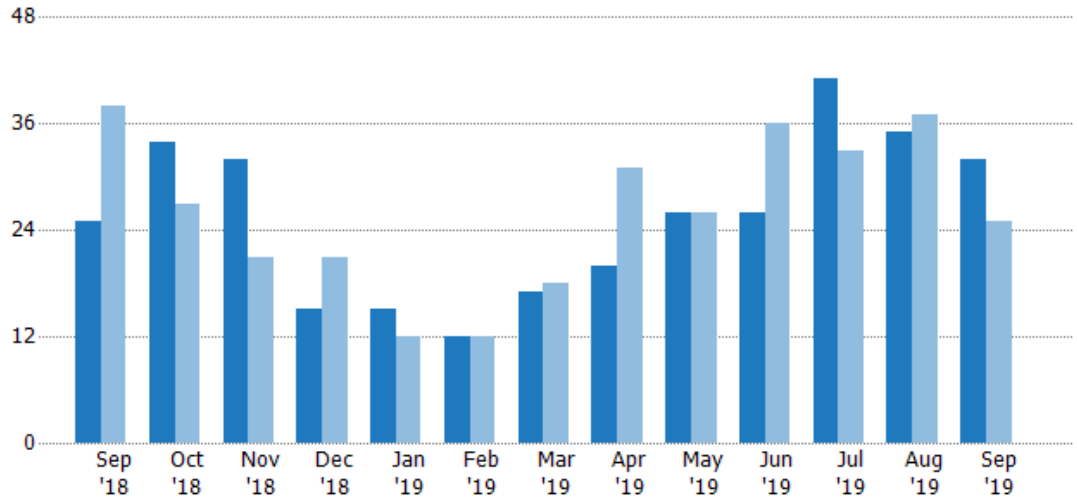
Closed Sales

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.
Sep '19	32	28%
Sep '18	25	-34.2%
Sep '17	38	-47.4%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	25	34	32	15	15	12	17	20	26	26	41	35	32
Prior Year	38	27	21	21	12	12	18	31	26	36	33	37	25
Percent Change from Prior Year	-34%	26%	52%	-29%	25%	0%	-6%	-35%	0%	-28%	24%	-5%	28%

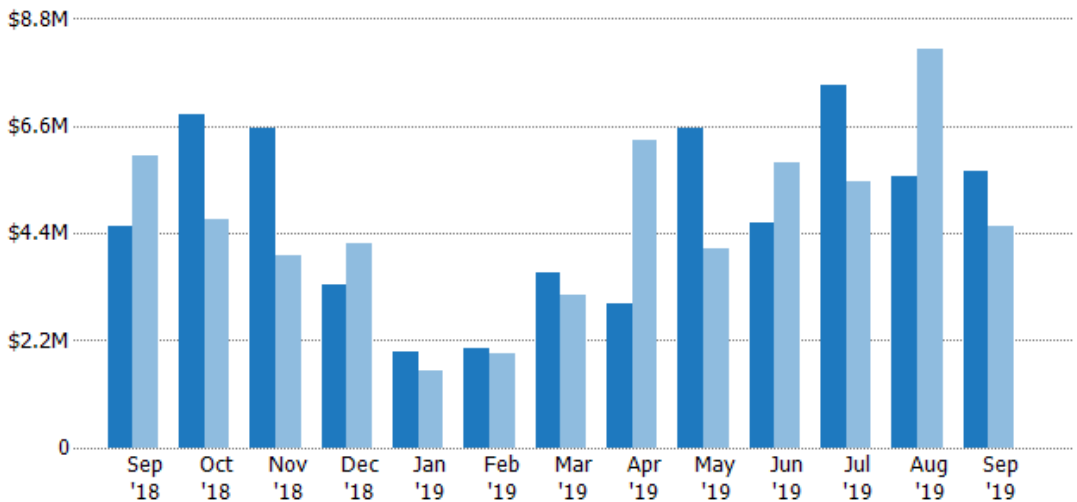
Closed Sales Volume

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.
Sep '19	\$5.67M	25.2%
Sep '18	\$4.53M	-24.4%
Sep '17	\$5.99M	-40.1%



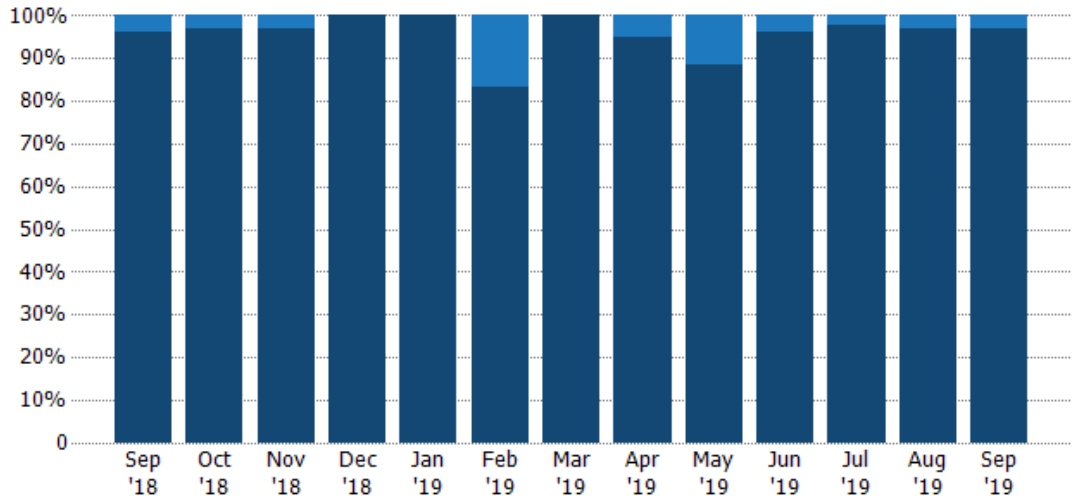
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$4.53M	\$6.82M	\$6.57M	\$3.36M	\$1.97M	\$2.04M	\$3.59M	\$2.97M	\$6.54M	\$4.62M	\$7.44M	\$5.57M	\$5.67M
Prior Year	\$5.99M	\$4.7M	\$3.93M	\$4.18M	\$1.6M	\$1.95M	\$3.12M	\$6.31M	\$4.08M	\$5.84M	\$5.47M	\$8.19M	\$4.53M
Percent Change from Prior Year	-24%	45%	67%	-20%	23%	5%	15%	-53%	61%	-21%	36%	-32%	25%

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



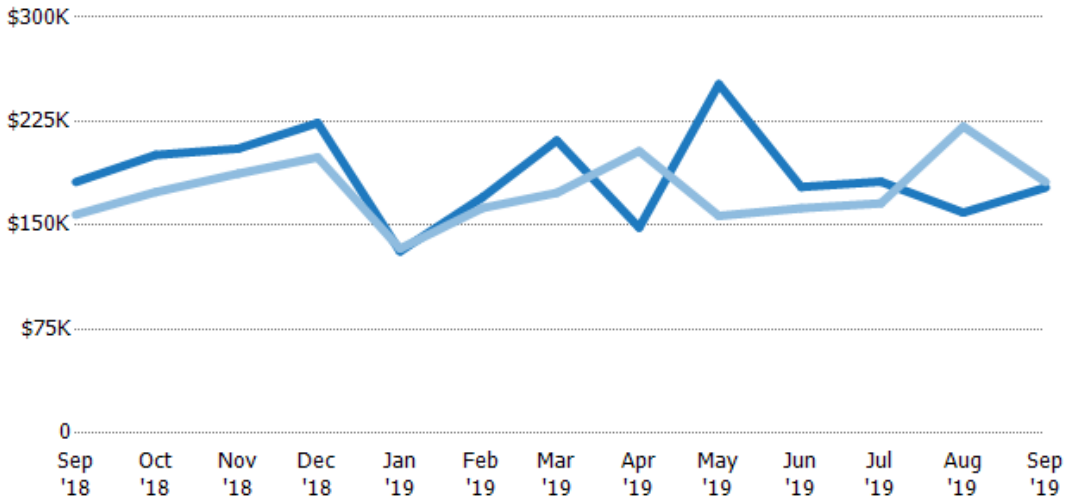
Condo/Townhouse	4%	3%	3%	-	-	17%	-	5%	12%	4%	2%	3%	3%
Single Family Residence	96%	97%	97%	100%	100%	83%	100%	95%	88%	96%	98%	97%	97%

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	\$181K	\$201K	\$205K	\$224K	\$131K	\$170K	\$211K	\$148K	\$252K	\$178K	\$181K	\$159K	\$177K
Prior Year	\$158K	\$174K	\$187K	\$199K	\$133K	\$162K	\$173K	\$203K	\$157K	\$162K	\$166K	\$221K	\$181K
Percent Change from Prior Year	15%	15%	10%	12%	-1%	5%	22%	-27%	61%	9%	9%	-28%	-2%

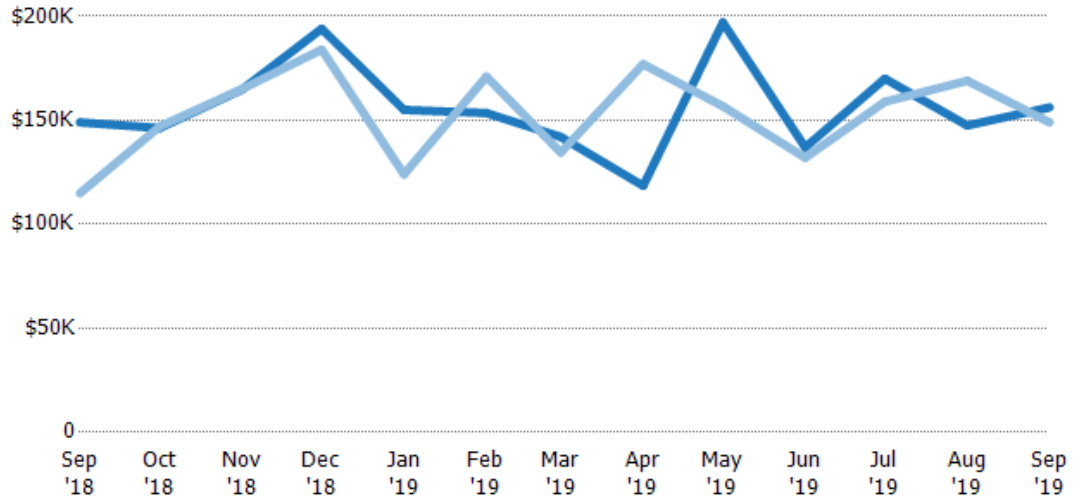
Median Sales Price

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.
Sep '19	\$156K	4.8%
Sep '18	\$149K	29.7%
Sep '17	\$115K	55.1%



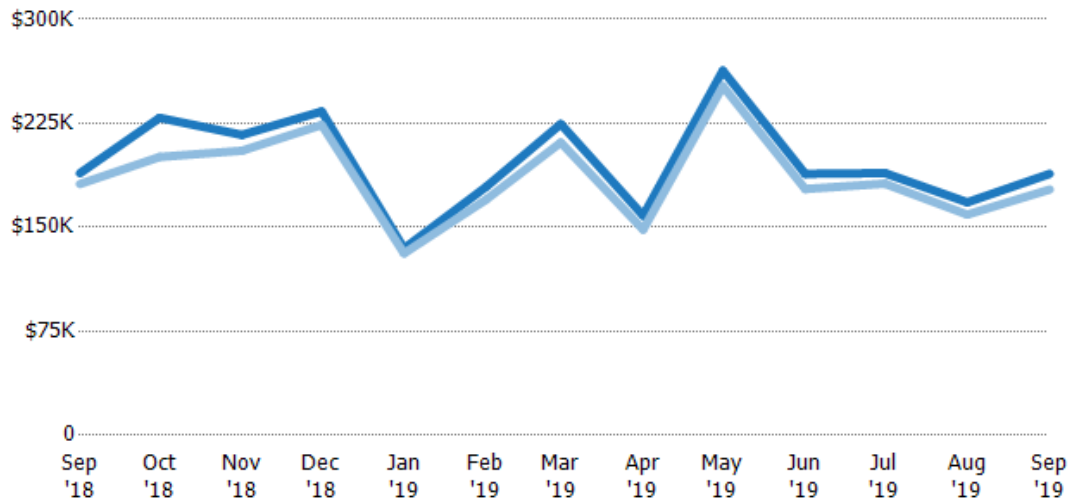
Current Year	\$149K	\$146K	\$165K	\$194K	\$155K	\$154K	\$142K	\$119K	\$197K	\$137K	\$170K	\$148K	\$156K
Prior Year	\$115K	\$147K	\$165K	\$184K	\$124K	\$171K	\$135K	\$177K	\$157K	\$132K	\$159K	\$169K	\$149K
Percent Change from Prior Year	30%	-1%	0%	5%	25%	-10%	6%	-33%	26%	4%	7%	-13%	5%

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



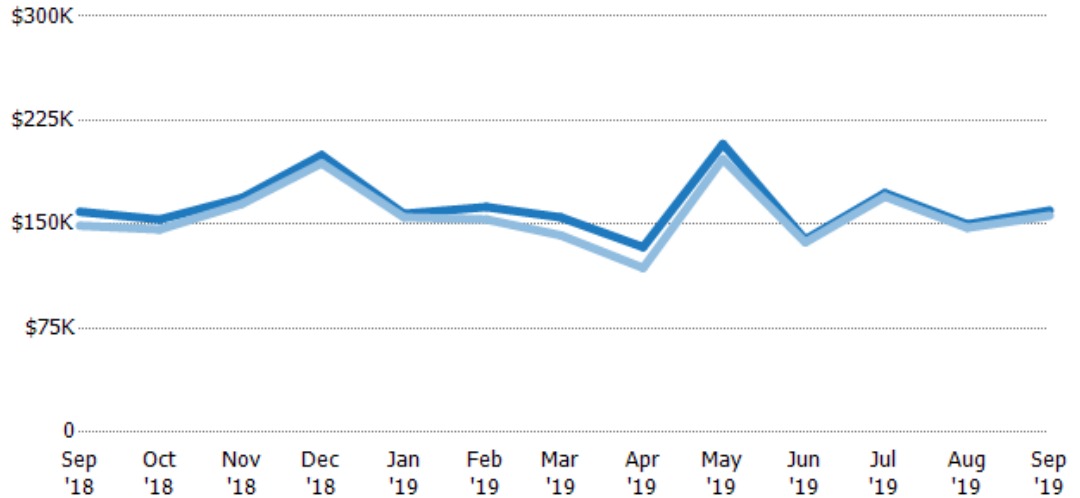
Avg List Price	\$189K	\$229K	\$217K	\$234K	\$135K	\$179K	\$224K	\$158K	\$263K	\$189K	\$189K	\$168K	\$189K
Avg Sales Price	\$181K	\$201K	\$205K	\$224K	\$131K	\$170K	\$211K	\$148K	\$252K	\$178K	\$181K	\$159K	\$177K
Avg Sales Price as a % of Avg List Price	96%	88%	95%	96%	97%	95%	94%	94%	96%	94%	96%	95%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

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



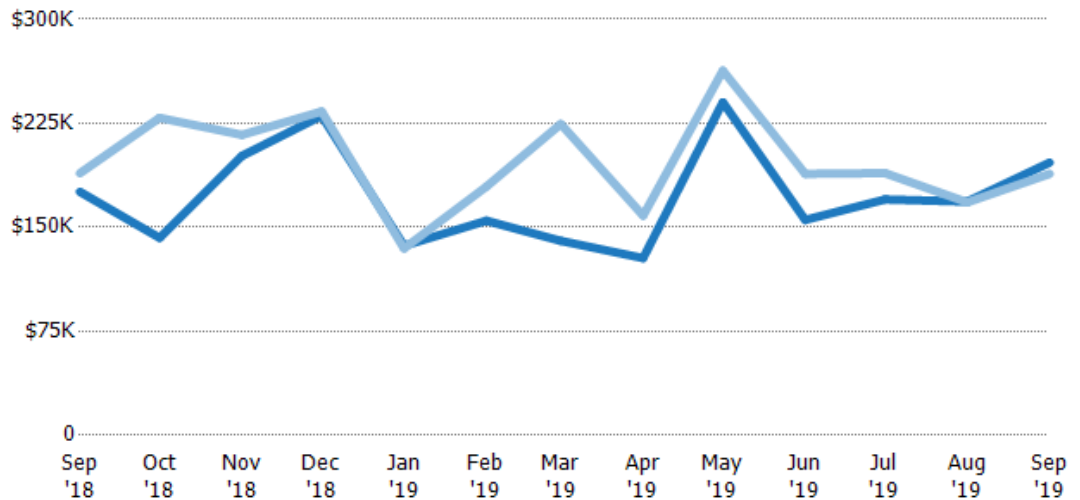
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$159K	\$153K	\$169K	\$200K	\$158K	\$162K	\$155K	\$134K	\$208K	\$139K	\$173K	\$150K	\$160K
Median Sales Price	\$149K	\$146K	\$165K	\$194K	\$155K	\$154K	\$142K	\$119K	\$197K	\$137K	\$170K	\$148K	\$156K
Med Sales Price as a % of Med List Price	94%	95%	97%	97%	98%	94%	92%	89%	95%	99%	99%	98%	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



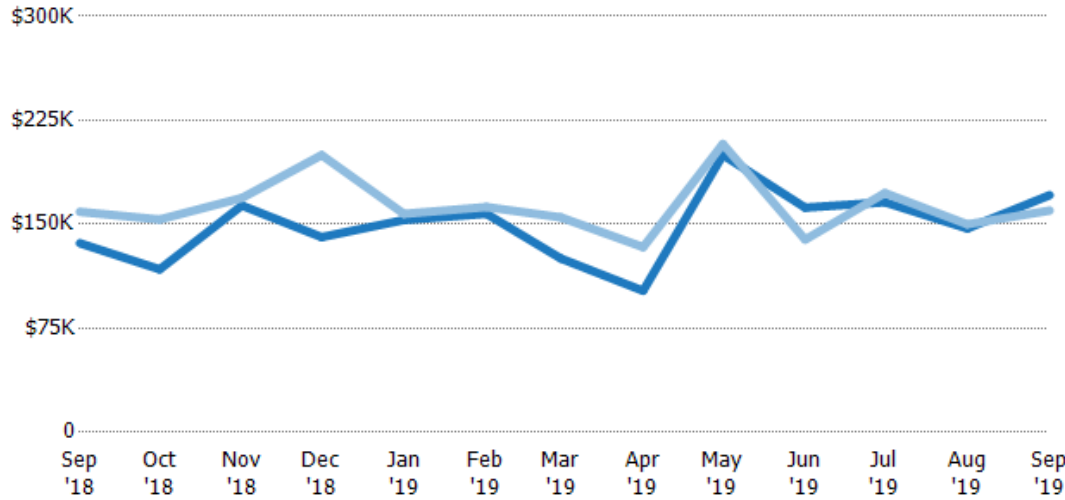
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$176K	\$142K	\$201K	\$230K	\$137K	\$155K	\$140K	\$128K	\$240K	\$155K	\$170K	\$169K	\$197K
Avg Sales Price	\$189K	\$229K	\$217K	\$234K	\$135K	\$179K	\$224K	\$158K	\$263K	\$189K	\$189K	\$168K	\$189K
Avg Sales Price as a % of Avg Est Value	108%	161%	108%	101%	99%	116%	160%	124%	110%	121%	111%	100%	96%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$136K	\$118K	\$164K	\$141K	\$153K	\$158K	\$125K	\$102K	\$200K	\$162K	\$166K	\$147K	\$171K
Median Sales Price	\$159K	\$153K	\$169K	\$200K	\$158K	\$162K	\$155K	\$134K	\$208K	\$139K	\$173K	\$150K	\$160K
Med Sales Price as a % of Med Est Value	117%	131%	103%	142%	103%	103%	124%	131%	104%	86%	104%	102%	93%