

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

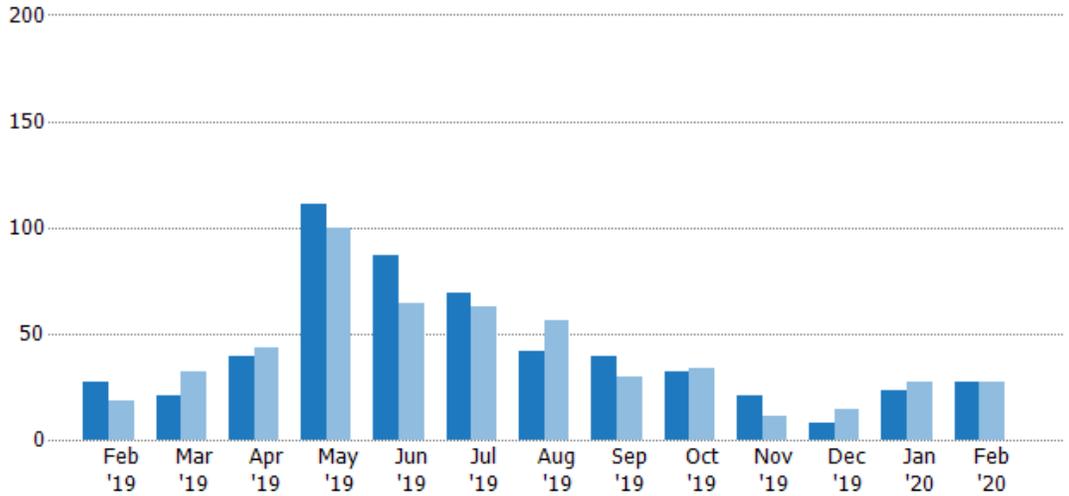
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	27	+/-	50	54	-7.4%
New Listing Volume	\$4,922,450	\$4,037,425	+21.9%	\$8,752,350	\$10,281,675	-14.9%
Active Listing Count	189	227	-16.7%	N/A	N/A	
Active Listing Volume	\$52,073,358	\$54,433,424	-4.3%	N/A	N/A	
Average Listing Price	\$275,520	\$239,795	+14.9%	\$278,293	\$242,850	+14.6%
Median Listing Price	\$195,000	\$189,000	+3.2%	\$200,078	\$189,226	+5.7%
Median Days in RPR	211	202	+4.5%	204.29	193.14	+5.8%
Months of Inventory	9.9	14.2	-29.9%	13.7	18.3	-25%
Absorption Rate	10.05%	7.05%	+3%	7.29%	5.47%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	24	19	+26.3%	51	33	+54.5%
New Pending Sales Volume	\$5,064,380	\$3,137,199	+61.4%	\$9,961,465	\$6,706,299	+48.5%
Pending Sales Count	40	30	+33.3%	N/A	N/A	
Pending Sales Volume	\$9,243,155	\$6,712,999	+37.7%	N/A	N/A	
Closed Sales Count	15	12	+25%	34	28	+21.4%
Closed Sales Volume	\$2,971,150	\$2,041,500	+45.5%	\$6,158,895	\$4,084,125	+50.8%
Average Sales Price	\$198,077	\$170,125	+16.4%	\$181,144	\$145,862	+24.2%
Median Sales Price	\$119,900	\$153,500	-21.9%	\$131,132	\$152,357	-13.9%

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



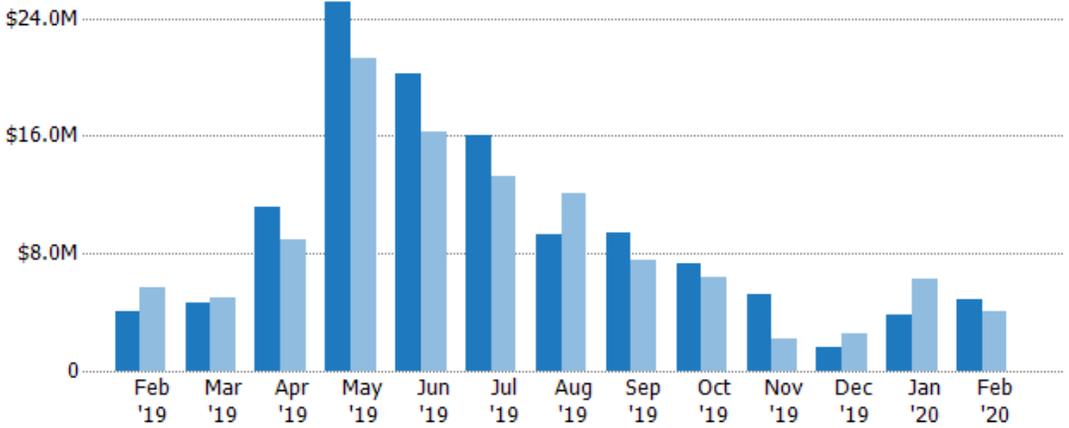
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	27	21	39	111	87	69	42	39	32	21	8	23	27
Prior Year	18	32	43	100	64	63	56	30	34	11	14	27	27
Percent Change from Prior Year	50%	-34%	-9%	11%	36%	10%	-25%	30%	-6%	91%	-43%	-15%	0%

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



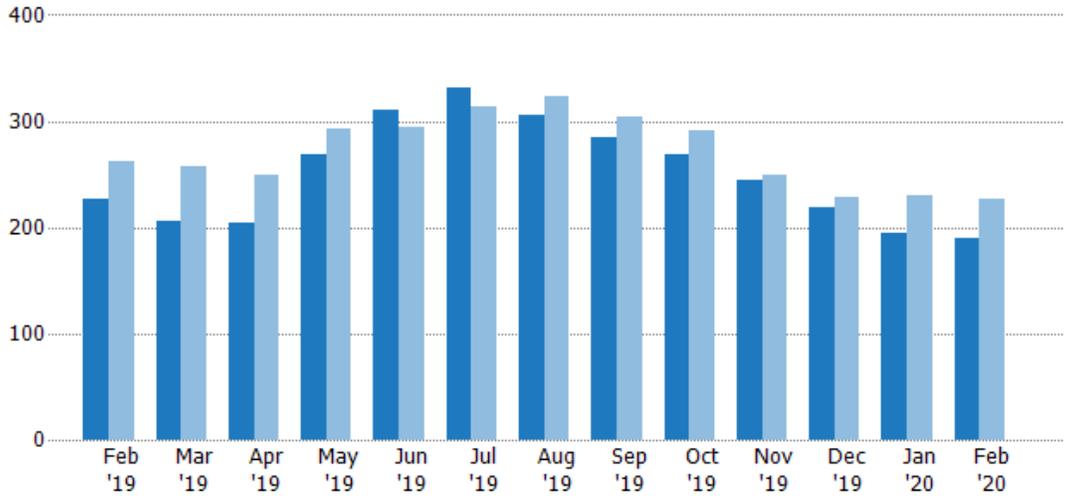
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$4.04M	\$4.59M	\$11.2M	\$25.1M	\$20.3M	\$16.1M	\$9.24M	\$9.45M	\$7.35M	\$5.18M	\$1.59M	\$3.83M	\$4.92M
Prior Year	\$5.74M	\$5M	\$8.98M	\$21.3M	\$16.2M	\$13.3M	\$12M	\$7.56M	\$6.33M	\$2.22M	\$2.58M	\$6.24M	\$4.04M
Percent Change from Prior Year	-30%	-8%	24%	18%	25%	21%	-23%	25%	16%	133%	-39%	-39%	22%

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



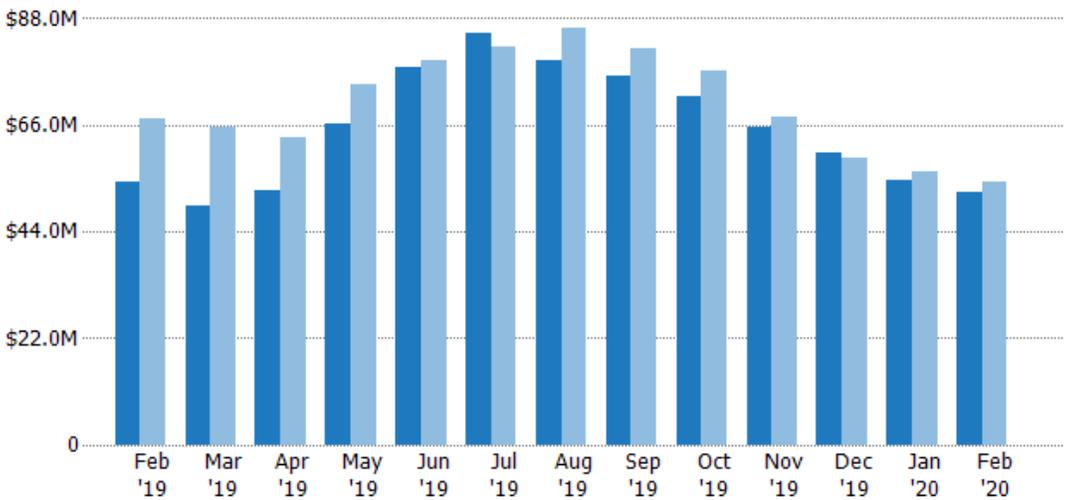
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	227	206	205	268	310	331	305	285	268	244	218	195	189
Prior Year	262	258	250	293	295	314	324	304	291	250	228	230	227
Percent Change from Prior Year	-13%	-20%	-18%	-9%	5%	5%	-6%	-6%	-8%	-2%	-4%	-15%	-17%

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



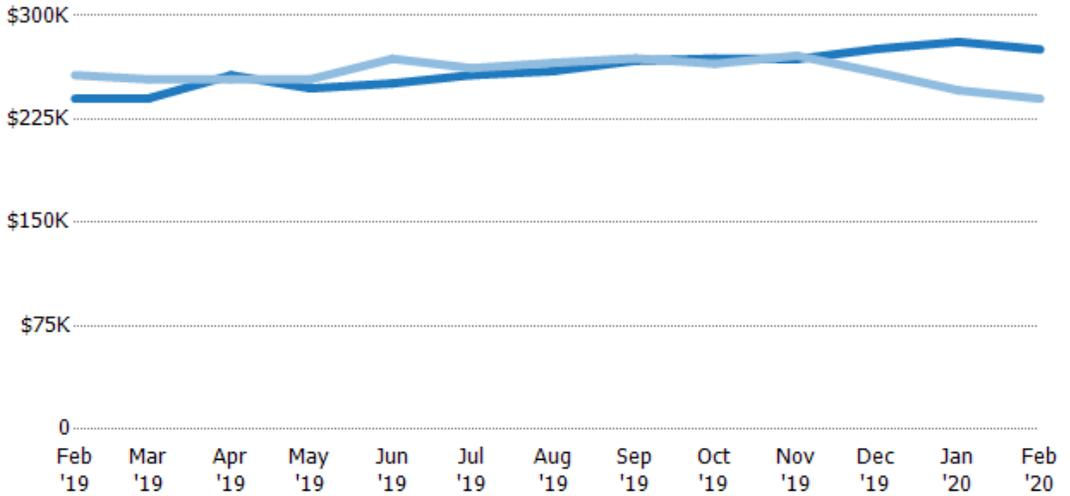
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$54.4M	\$49.5M	\$52.6M	\$66.3M	\$77.8M	\$85M	\$79.2M	\$76.2M	\$72M	\$65.5M	\$60.1M	\$54.8M	\$52.1M
Prior Year	\$67.3M	\$65.5M	\$63.5M	\$74.4M	\$79.3M	\$82.3M	\$86.1M	\$81.8M	\$77.2M	\$67.7M	\$59.1M	\$56.5M	\$54.4M
Percent Change from Prior Year	-19%	-24%	-17%	-11%	-2%	3%	-8%	-7%	-7%	-3%	2%	-3%	-4%

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



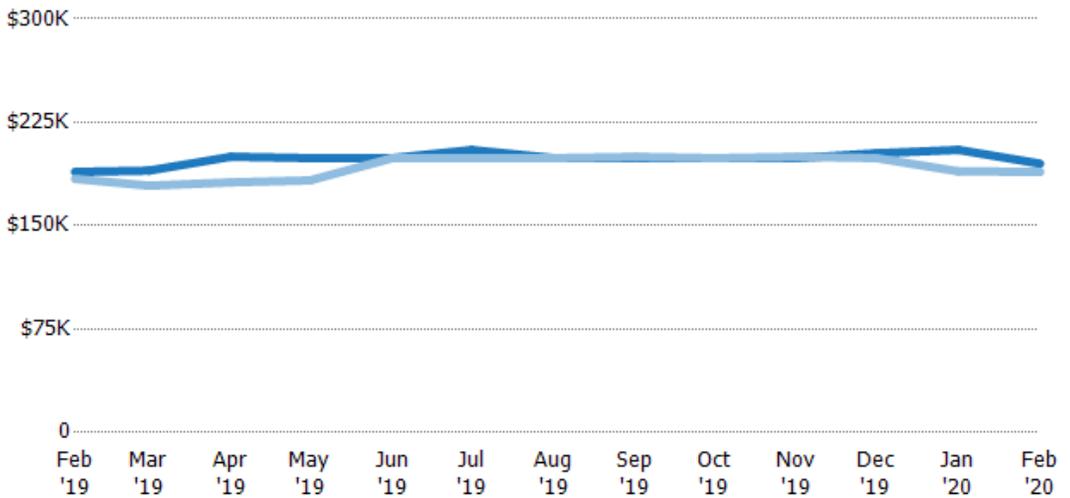
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$240K	\$240K	\$257K	\$247K	\$251K	\$257K	\$260K	\$267K	\$269K	\$269K	\$276K	\$281K	\$276K
Prior Year	\$257K	\$254K	\$254K	\$254K	\$269K	\$262K	\$266K	\$269K	\$265K	\$271K	\$259K	\$246K	\$240K
Percent Change from Prior Year	-7%	-5%	1%	-3%	-7%	-2%	-2%	-1%	1%	-1%	6%	14%	15%

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



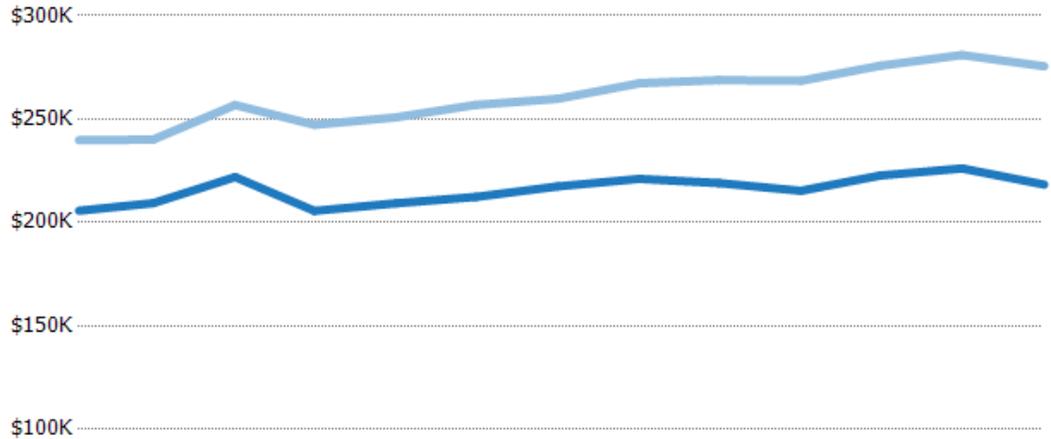
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$189K	\$190K	\$200K	\$199K	\$199K	\$205K	\$199K	\$199K	\$199K	\$199K	\$202K	\$205K	\$195K
Prior Year	\$184K	\$179K	\$181K	\$183K	\$199K	\$199K	\$199K	\$200K	\$199K	\$200K	\$199K	\$189K	\$189K
Percent Change from Prior Year	3%	6%	10%	9%	0%	3%	0%	0%	0%	0%	2%	8%	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



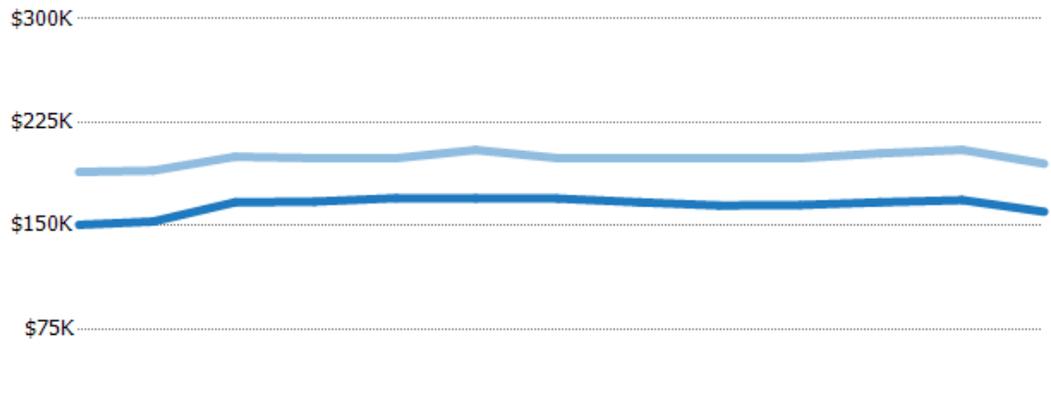
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$206K	\$209K	\$222K	\$206K	\$209K	\$212K	\$217K	\$221K	\$219K	\$215K	\$223K	\$226K	\$218K
Avg Listing Price	\$240K	\$240K	\$257K	\$247K	\$251K	\$257K	\$260K	\$267K	\$269K	\$269K	\$276K	\$281K	\$276K
Avg Listing Price as a % of Avg Est Value	117%	115%	116%	120%	120%	121%	119%	121%	123%	125%	124%	124%	126%

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



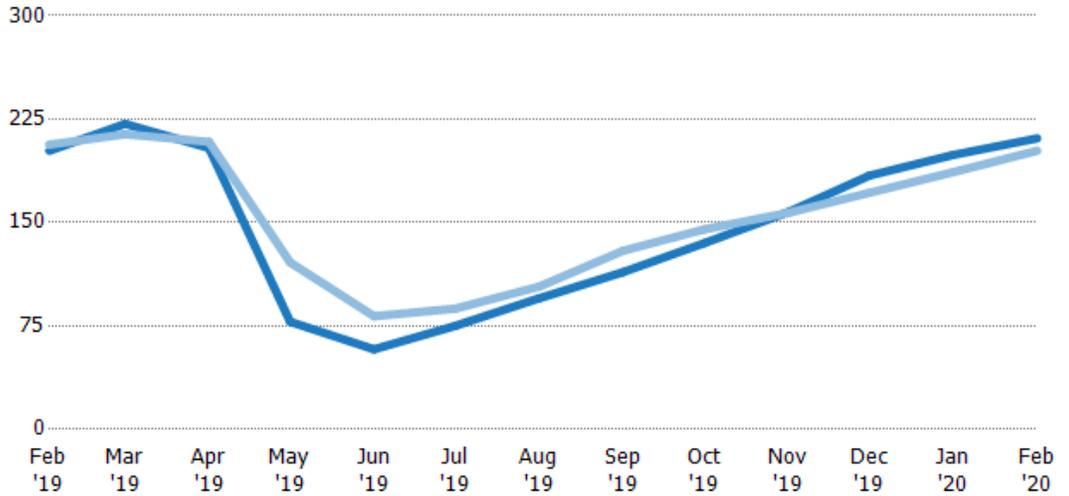
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$151K	\$153K	\$167K	\$167K	\$170K	\$170K	\$170K	\$167K	\$165K	\$165K	\$167K	\$169K	\$160K
Median Listing Price	\$189K	\$190K	\$200K	\$199K	\$199K	\$205K	\$199K	\$199K	\$199K	\$199K	\$202K	\$205K	\$195K
Med Listing Price as a % of Med Est Value	125%	124%	120%	119%	117%	121%	117%	119%	121%	121%	121%	122%	122%

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
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 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



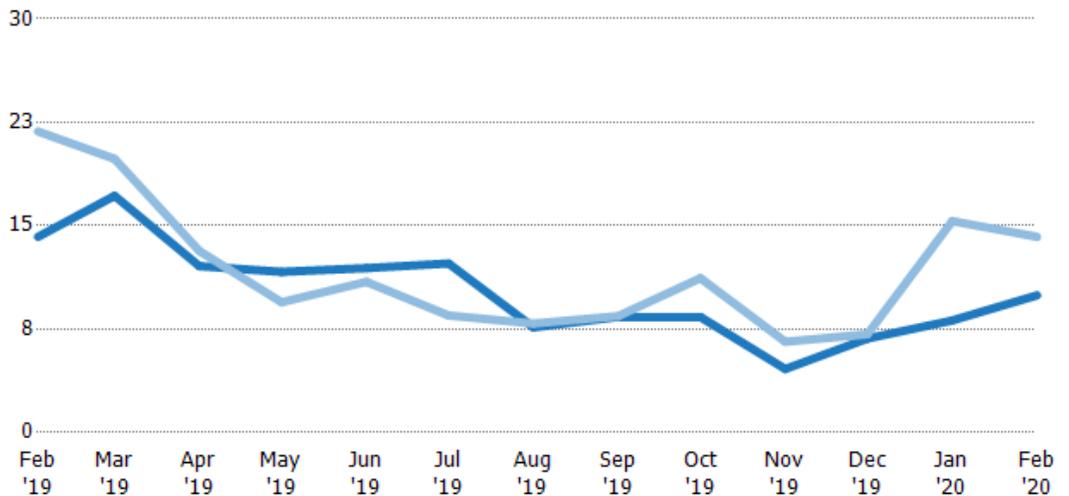
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	202	222	204	78	58	75	95	114	135	158	184	199	211
Prior Year	207	214	209	121	82	87.5	104	130	145	157	172	187	202
Percent Change from Prior Year	-2%	4%	-2%	-36%	-29%	-14%	-8%	-12%	-7%	0%	7%	7%	4%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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



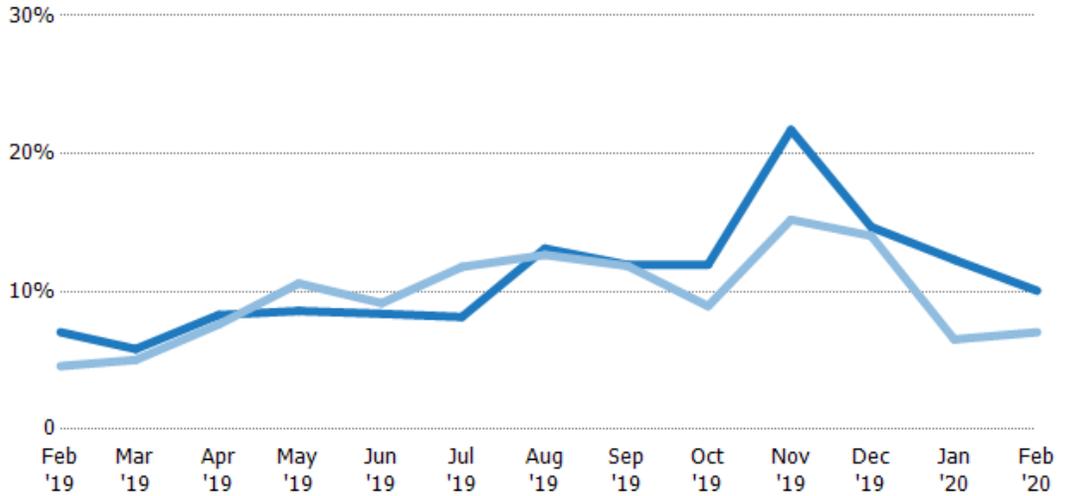
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	14.2	17.2	12.1	11.7	11.9	12.3	7.63	8.38	8.38	4.6	6.81	8.13	9.95
Prior Year	21.8	19.8	13.2	9.45	10.9	8.49	7.9	8.44	11.2	6.58	7.13	15.3	14.2
Percent Change from Prior Year	-35%	-14%	-8%	23%	9%	44%	-4%	-1%	-25%	-30%	-4%	-47%	-30%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
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 Family Residence



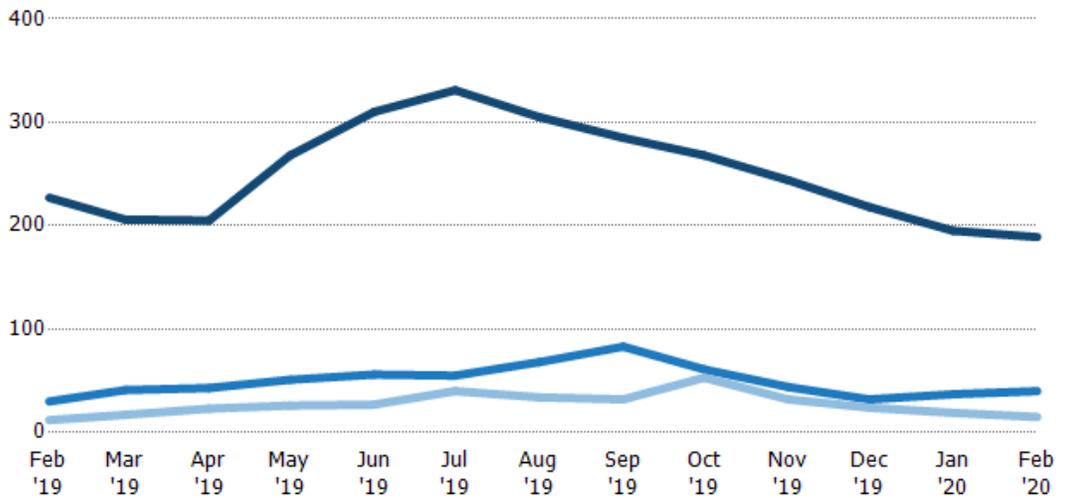
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	7%	6%	8%	9%	8%	8%	13%	12%	12%	22%	15%	12%	10%
Prior Year	5%	5%	8%	11%	9%	12%	13%	12%	9%	15%	14%	7%	7%
Change from Prior Year	-2%	-1%	-1%	2%	1%	4%	0%	0%	-3%	-7%	-1%	-6%	-3%

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



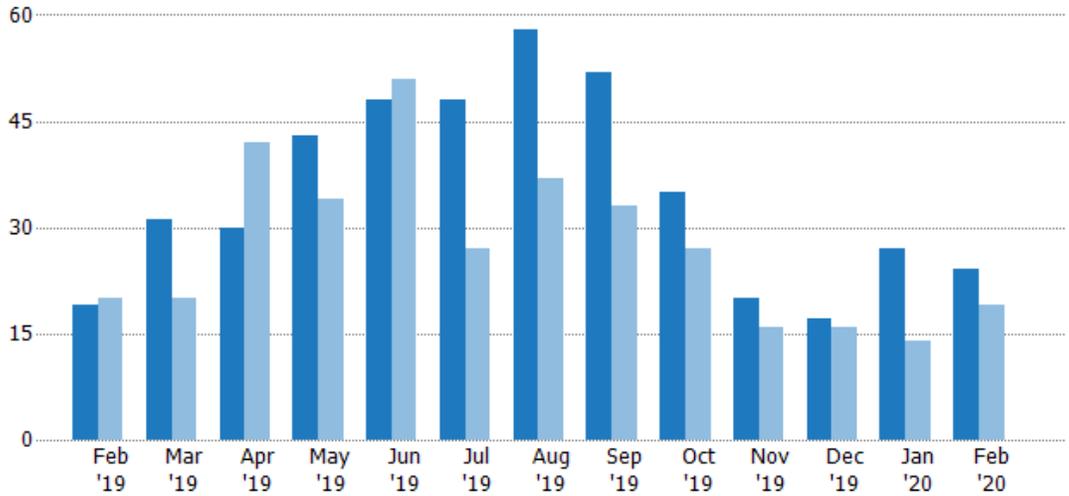
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	227	206	205	268	310	331	305	285	268	244	218	195	189
Pending	30	41	43	51	56	55	68	83	61	44	32	37	40
Sold	12	17	23	26	27	40	34	32	53	32	24	19	15

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



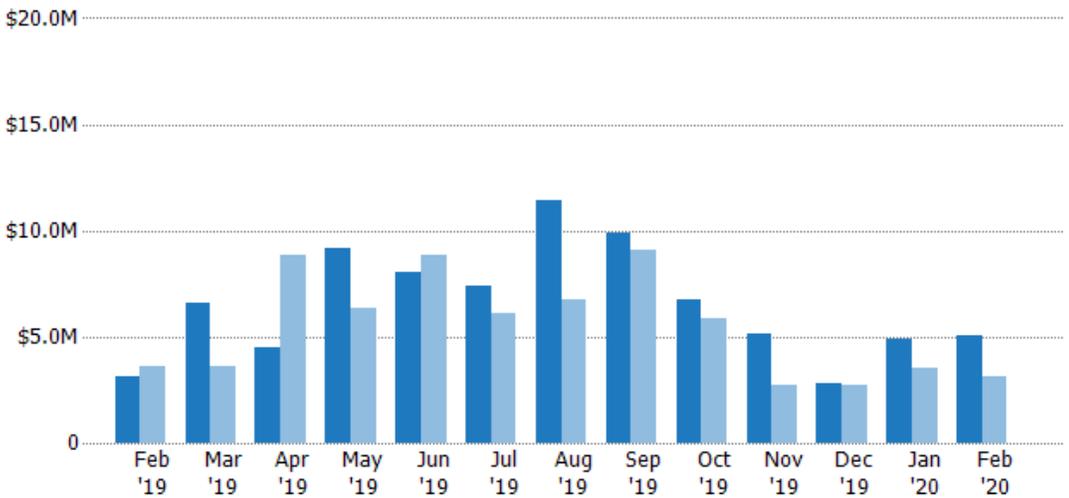
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	19	31	30	43	48	48	58	52	35	20	17	27	24
Prior Year	20	20	42	34	51	27	37	33	27	16	16	14	19
Percent Change from Prior Year	-5%	55%	-29%	26%	-6%	78%	57%	58%	30%	25%	6%	93%	26%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$3.14M	\$6.59M	\$4.5M	\$9.15M	\$8.04M	\$7.42M	\$11.4M	\$9.91M	\$6.71M	\$5.16M	\$2.83M	\$4.9M	\$5.06M
Prior Year	\$3.58M	\$3.59M	\$8.84M	\$6.36M	\$8.87M	\$6.15M	\$6.74M	\$9.05M	\$5.85M	\$2.7M	\$2.76M	\$3.57M	\$3.14M
Percent Change from Prior Year	-12%	84%	-49%	44%	-9%	21%	70%	10%	15%	91%	2%	37%	61%

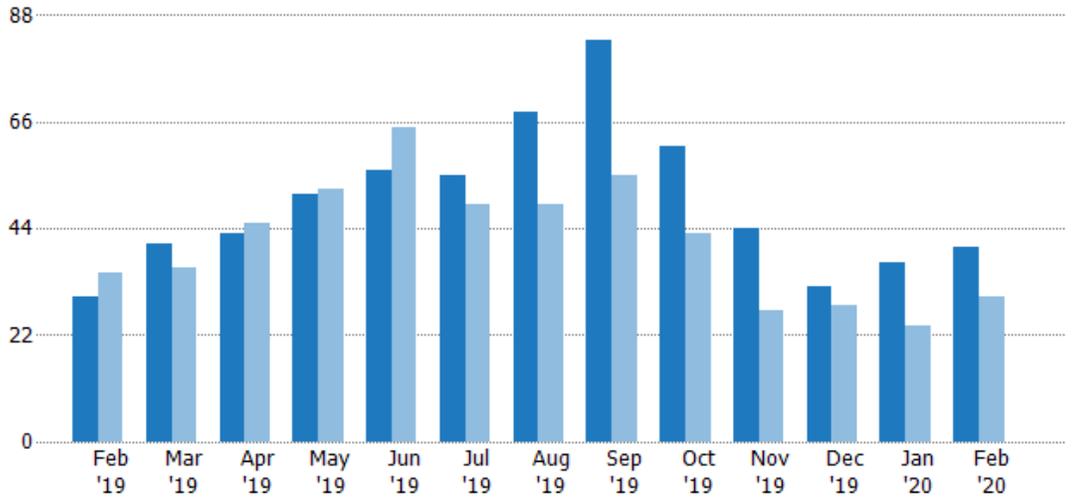
Pending Sales

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.
Feb '20	40	33.3%
Feb '19	30	-14.3%
Feb '18	35	0%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	30	41	43	51	56	55	68	83	61	44	32	37	40
Prior Year	35	36	45	52	65	49	49	55	43	27	28	24	30
Percent Change from Prior Year	-14%	14%	-4%	-2%	-14%	12%	39%	51%	42%	63%	14%	54%	33%

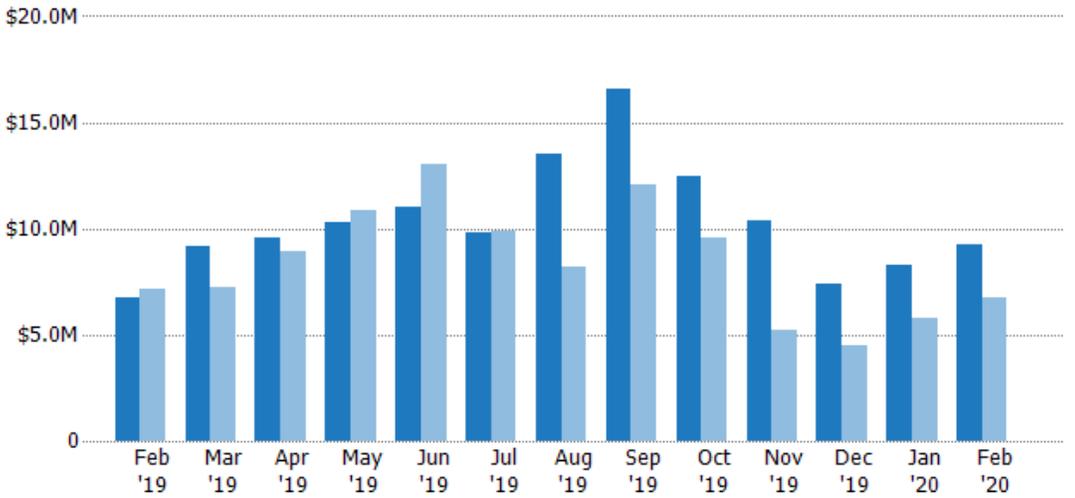
Pending Sales Volume

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.
Feb '20	\$9.24M	37.7%
Feb '19	\$6.71M	-6.7%
Feb '18	\$7.19M	-24.2%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$6.71M	\$9.13M	\$9.59M	\$10.3M	\$11M	\$9.79M	\$13.5M	\$16.6M	\$12.5M	\$10.4M	\$7.4M	\$8.28M	\$9.24M
Prior Year	\$7.19M	\$7.23M	\$8.92M	\$10.9M	\$13M	\$9.91M	\$8.22M	\$12.1M	\$9.53M	\$5.25M	\$4.51M	\$5.77M	\$6.71M
Percent Change from Prior Year	-7%	26%	7%	-5%	-15%	-1%	64%	37%	31%	97%	64%	44%	38%

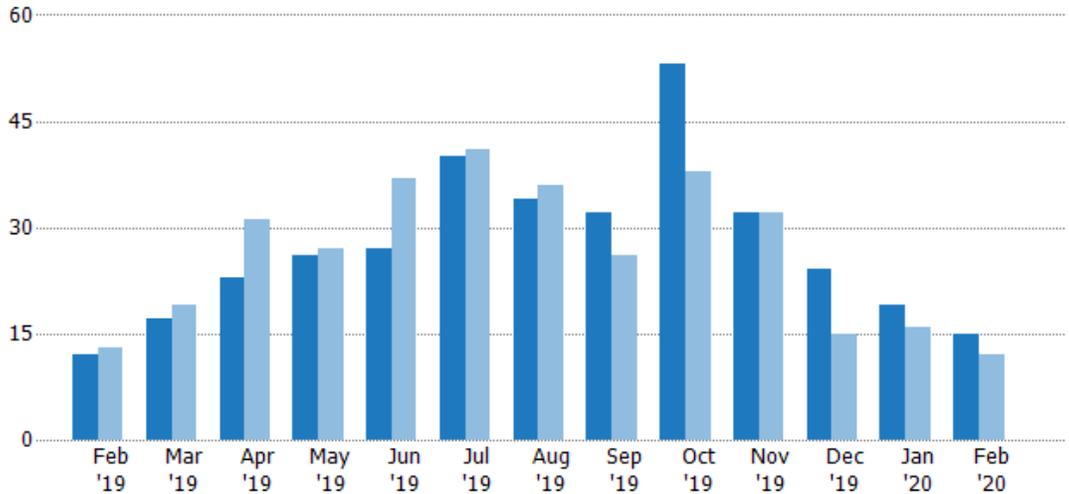
Closed Sales

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.
Feb '20	15	25%
Feb '19	12	-7.7%
Feb '18	13	-53.8%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	12	17	23	26	27	40	34	32	53	32	24	19	15
Prior Year	13	19	31	27	37	41	36	26	38	32	15	16	12
Percent Change from Prior Year	-8%	-11%	-26%	-4%	-27%	-2%	-6%	23%	39%	0%	60%	19%	25%

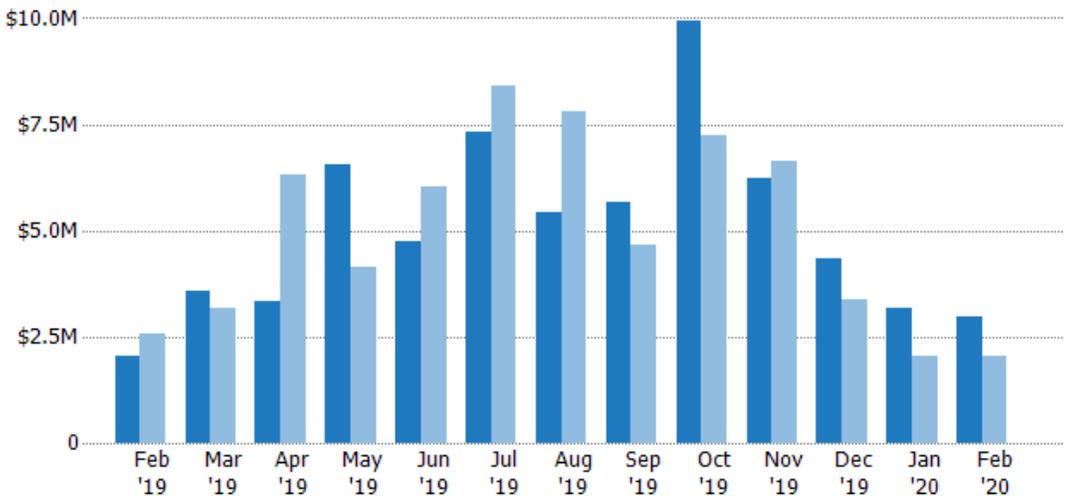
Closed Sales Volume

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.
Feb '20	\$2.97M	45.5%
Feb '19	\$2.04M	-20.1%
Feb '18	\$2.56M	-64.1%



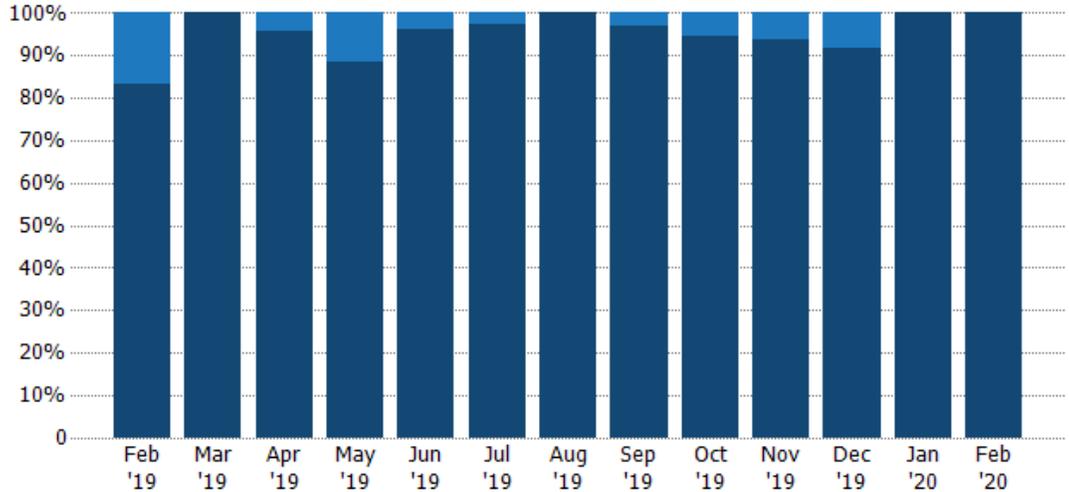
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$2.04M	\$3.59M	\$3.34M	\$6.54M	\$4.76M	\$7.31M	\$5.42M	\$5.67M	\$9.95M	\$6.23M	\$4.33M	\$3.19M	\$2.97M
Prior Year	\$2.56M	\$3.16M	\$6.31M	\$4.14M	\$6.04M	\$8.39M	\$7.82M	\$4.67M	\$7.24M	\$6.63M	\$3.36M	\$2.04M	\$2.04M
Percent Change from Prior Year	-20%	14%	-47%	58%	-21%	-13%	-31%	21%	37%	-6%	29%	56%	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



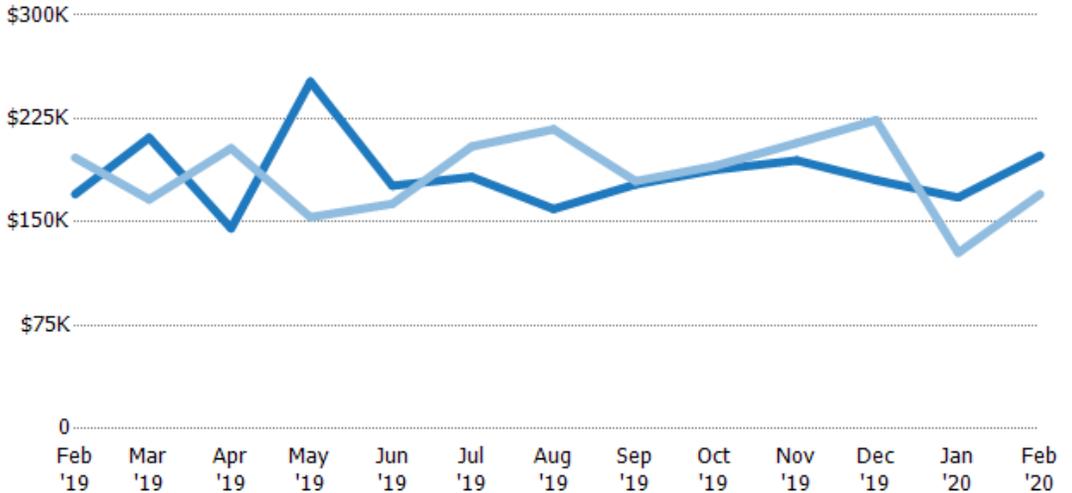
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	17%	-	4%	12%	4%	3%	-	3%	6%	6%	8%	-	-
Single Family Residence	83%	100%	96%	88%	96%	98%	100%	97%	94%	94%	92%	100%	100%

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



Month/Year	Price	% Chg.
Feb '20	\$198K	16.4%
Feb '19	\$170K	-13.5%
Feb '18	\$197K	-22.2%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$170K	\$211K	\$145K	\$252K	\$176K	\$183K	\$159K	\$177K	\$188K	\$195K	\$180K	\$168K	\$198K
Prior Year	\$197K	\$166K	\$203K	\$153K	\$163K	\$205K	\$217K	\$180K	\$191K	\$207K	\$224K	\$128K	\$170K
Percent Change from Prior Year	-13%	27%	-29%	64%	8%	-11%	-27%	-1%	-1%	-6%	-19%	31%	16%

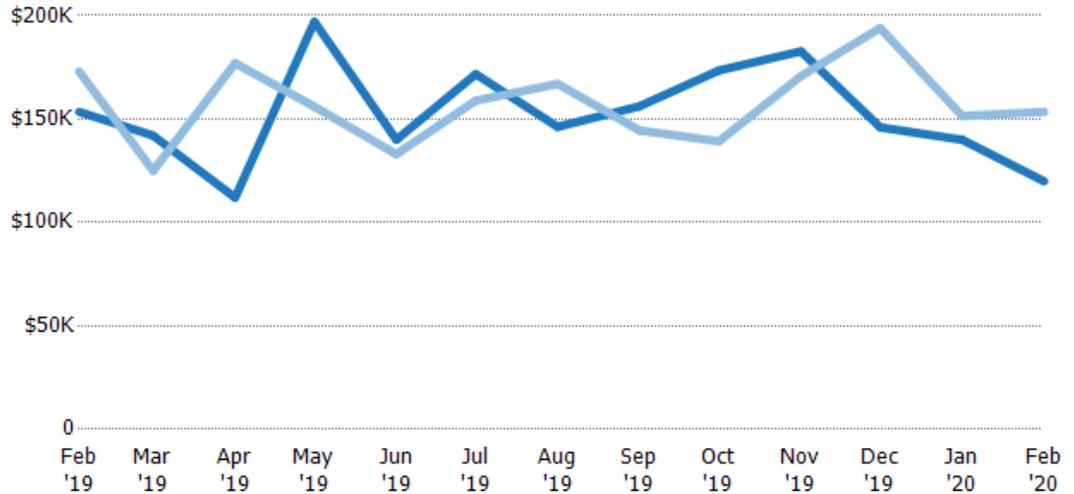
Median Sales Price

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.
Feb '20	\$120K	-21.9%
Feb '19	\$154K	-11.3%
Feb '18	\$173K	-7.9%



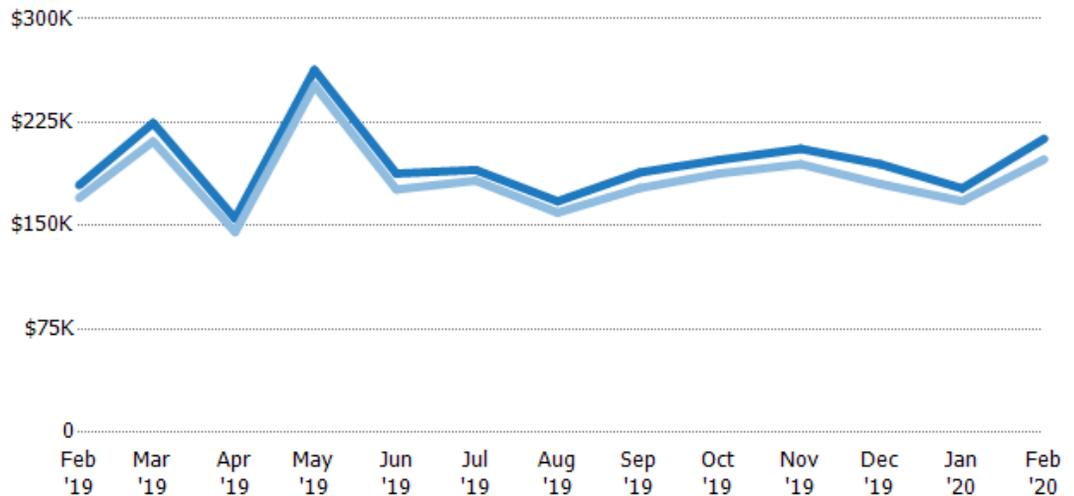
Current Year	\$154K	\$142K	\$112K	\$197K	\$140K	\$172K	\$146K	\$156K	\$174K	\$183K	\$146K	\$140K	\$120K
Prior Year	\$173K	\$125K	\$177K	\$156K	\$133K	\$159K	\$167K	\$145K	\$139K	\$171K	\$194K	\$152K	\$154K
Percent Change from Prior Year	-11%	14%	-37%	26%	5%	8%	-12%	8%	25%	7%	-25%	-8%	-22%

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



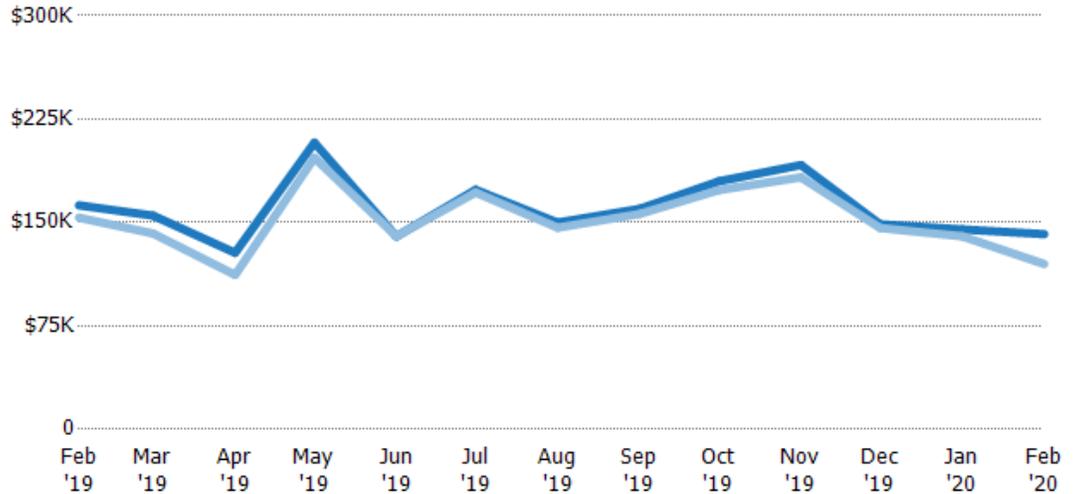
Avg List Price	\$179K	\$224K	\$155K	\$263K	\$188K	\$190K	\$168K	\$189K	\$198K	\$206K	\$195K	\$177K	\$213K
Avg Sales Price	\$170K	\$211K	\$145K	\$252K	\$176K	\$183K	\$159K	\$177K	\$188K	\$195K	\$180K	\$168K	\$198K
Avg Sales Price as a % of Avg List Price	95%	94%	94%	96%	94%	96%	95%	94%	95%	95%	93%	95%	93%

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



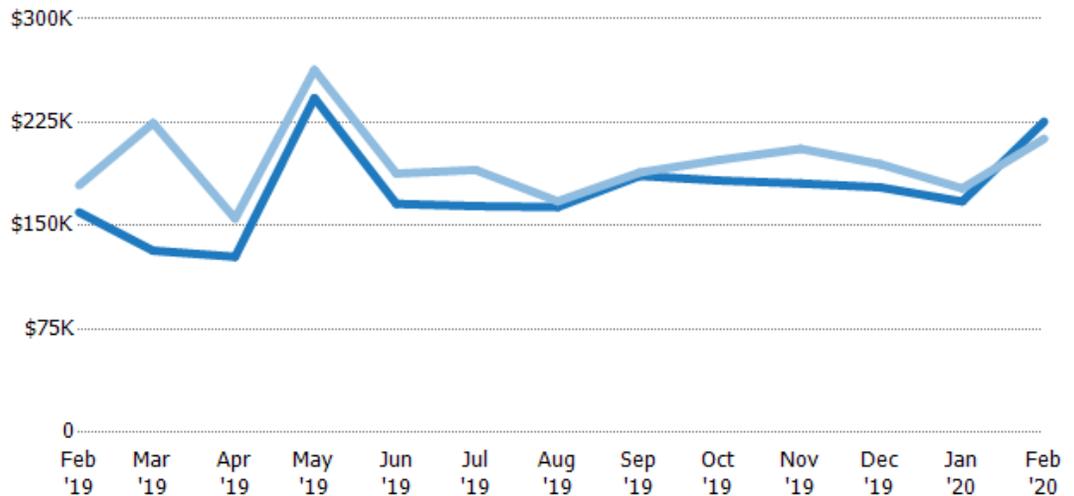
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$162K	\$155K	\$128K	\$208K	\$140K	\$174K	\$150K	\$160K	\$180K	\$192K	\$149K	\$145K	\$142K
Median Sales Price	\$154K	\$142K	\$112K	\$197K	\$140K	\$172K	\$146K	\$156K	\$174K	\$183K	\$146K	\$140K	\$120K
Med Sales Price as a % of Med List Price	94%	92%	88%	95%	100%	99%	98%	98%	96%	95%	98%	97%	85%

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



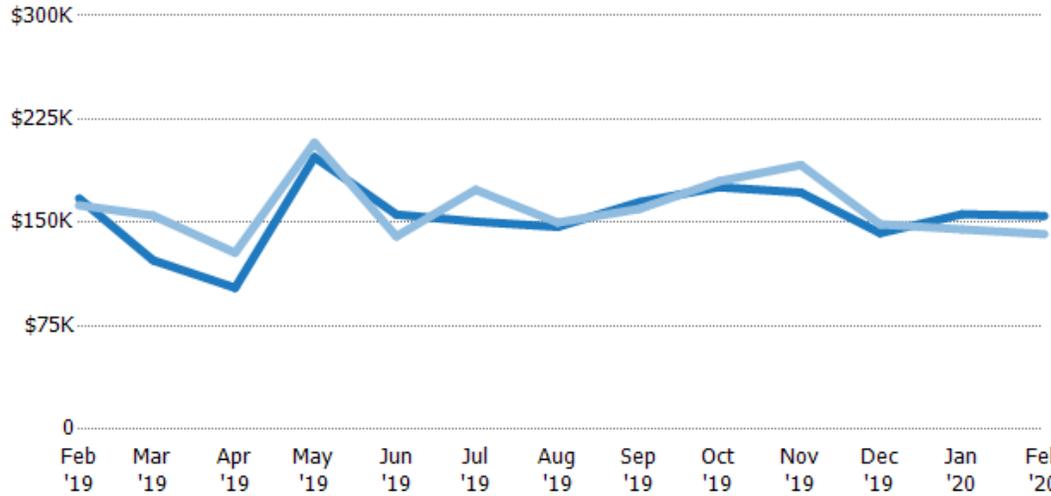
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$160K	\$132K	\$127K	\$243K	\$166K	\$164K	\$164K	\$186K	\$183K	\$181K	\$178K	\$168K	\$225K
Avg Sales Price	\$179K	\$224K	\$155K	\$263K	\$188K	\$190K	\$168K	\$189K	\$198K	\$206K	\$195K	\$177K	\$213K
Avg Sales Price as a % of Avg Est Value	112%	170%	122%	108%	113%	116%	103%	101%	108%	114%	109%	106%	95%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$168K	\$123K	\$103K	\$197K	\$156K	\$151K	\$147K	\$165K	\$176K	\$172K	\$142K	\$156K	\$155K
Median Sales Price	\$162K	\$155K	\$128K	\$208K	\$140K	\$174K	\$150K	\$160K	\$180K	\$192K	\$149K	\$145K	\$142K
Med Sales Price as a % of Med Est Value	97%	126%	125%	105%	90%	115%	102%	97%	102%	112%	104%	93%	91%