

## 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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	29	21	+38.1%	78	76	+2.6%
New Listing Volume	\$7,098,200	\$4,586,450	+54.8%	\$15,511,950	\$15,115,125	+2.6%
Active Listing Count	182	210	-13.3%	N/A	N/A	
Active Listing Volume	\$50,736,508	\$50,013,374	+1.4%	N/A	N/A	
Average Listing Price	\$278,772	\$238,159	+17.1%	\$274,702	\$240,153	+14.4%
Median Listing Price	\$193,250	\$189,950	+1.7%	\$194,788	\$189,452	+2.8%
Median Days in RPR	199.5	222	-10.1%	203.94	204.59	-0.3%
Months of Inventory	12.1	17.5	-30.7%	13.5	16.1	-16.2%
Absorption Rate	8.24%	5.71%	+2.5%	7.43%	6.22%	+1.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	32	31	+3.2%	83	64	+29.7%
New Pending Sales Volume	\$5,821,300	\$6,590,400	-11.7%	\$15,782,765	\$13,296,699	+18.7%
Pending Sales Count	51	40	+27.5%	N/A	N/A	
Pending Sales Volume	\$10,447,650	\$8,764,300	+19.2%	N/A	N/A	
Closed Sales Count	18	16	+12.5%	52	43	+20.9%
Closed Sales Volume	\$3,793,170	\$3,559,400	+6.6%	\$9,952,065	\$7,568,525	+31.5%
Average Sales Price	\$210,732	\$222,463	-5.3%	\$191,386	\$176,012	+8.7%
Median Sales Price	\$180,000	\$146,000	+23.3%	\$148,048	\$151,233	-2.1%

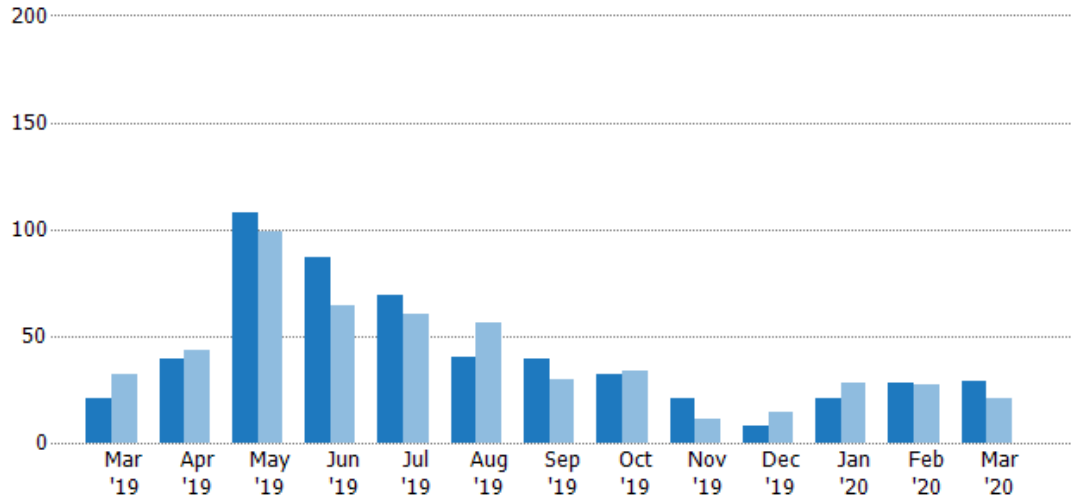
## New Listings

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.
Mar '20	29	38.1%
Mar '19	21	-34.4%
Mar '18	32	9.4%



Current Year	21	39	108	87	69	40	39	32	21	8	21	28	29
Prior Year	32	43	99	64	60	56	30	34	11	14	28	27	21
Percent Change from Prior Year	-34%	-9%	9%	36%	15%	-29%	30%	-6%	91%	-43%	-25%	4%	38%

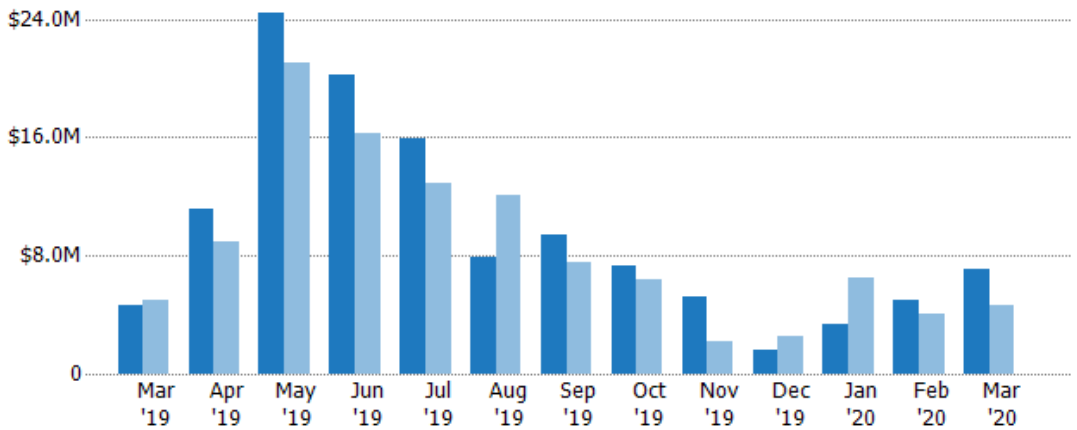
## New Listing Volume

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.
Mar '20	\$7.1M	54.8%
Mar '19	\$4.59M	-8.3%
Mar '18	\$5M	24.9%



Current Year	\$4.59M	\$11.2M	\$24.5M	\$20.3M	\$15.9M	\$7.91M	\$9.45M	\$7.35M	\$5.18M	\$1.59M	\$3.39M	\$5.02M	\$7.1M
Prior Year	\$5M	\$8.98M	\$21.1M	\$16.2M	\$12.9M	\$12M	\$7.56M	\$6.33M	\$2.22M	\$2.58M	\$6.49M	\$4.03M	\$4.59M
Percent Change from Prior Year	-8%	24%	16%	25%	23%	-34%	25%	16%	133%	-39%	-48%	24%	55%

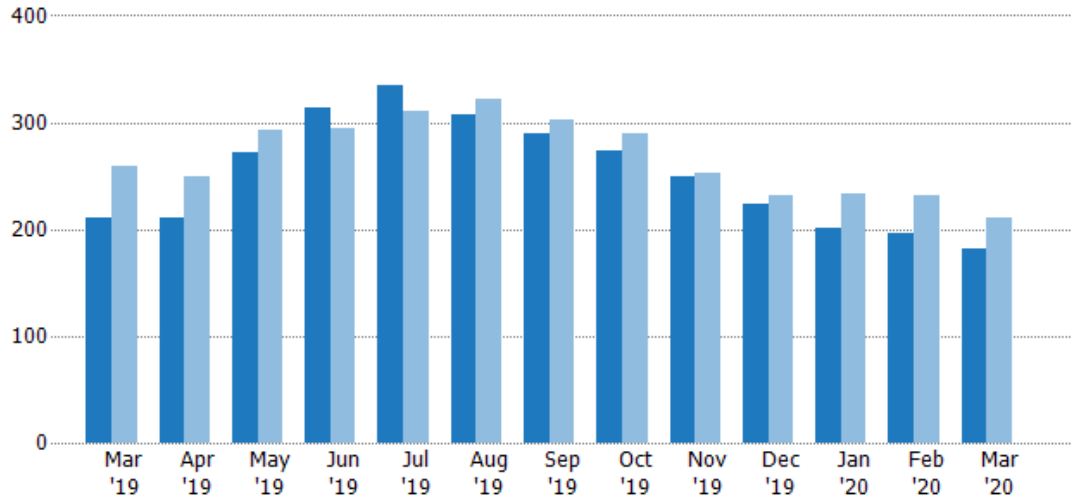
## Active Listings

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.
Mar '20	182	-13.3%
Mar '19	210	-18.9%
Mar '18	259	0.8%



Current Year	210	210	272	314	335	308	289	273	250	224	201	196	182
Prior Year	259	250	292	295	311	322	302	290	252	231	234	231	210
Percent Change from Prior Year	-19%	-16%	-7%	6%	8%	-4%	-4%	-6%	-1%	-3%	-14%	-15%	-13%

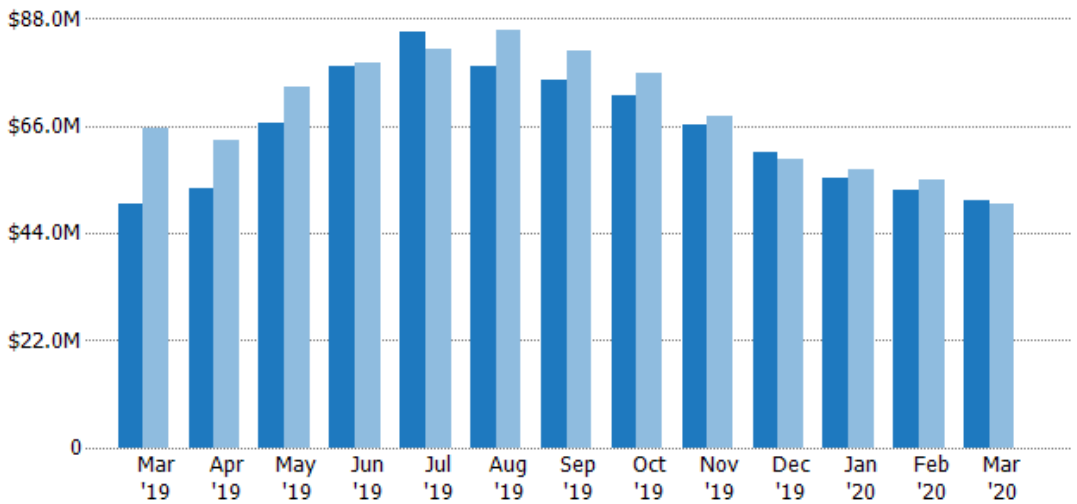
## Active Listing Volume

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.
Mar '20	\$50.7M	1.4%
Mar '19	\$50M	-23.6%
Mar '18	\$65.5M	-12.6%



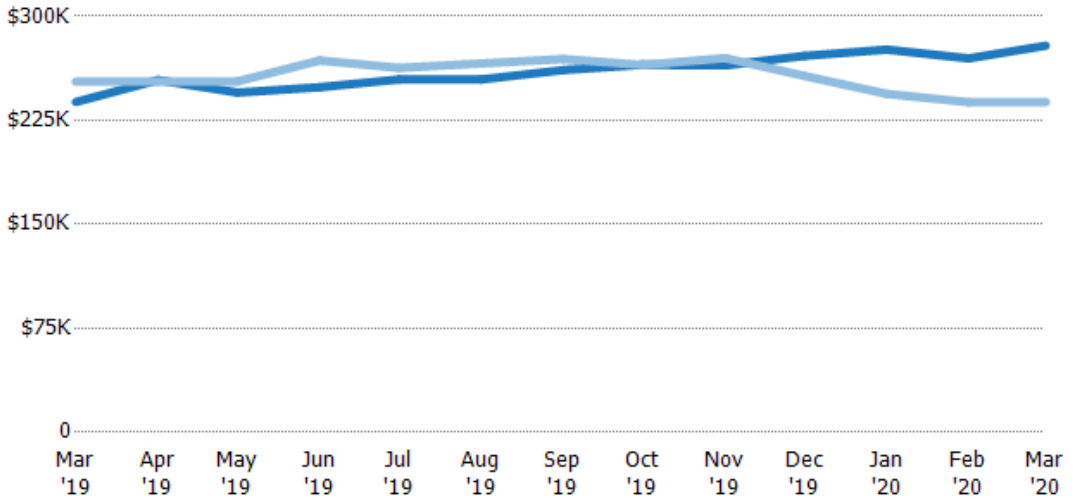
Current Year	\$50M	\$53.3M	\$66.6M	\$78.1M	\$85.2M	\$78.4M	\$75.5M	\$72.4M	\$66.1M	\$60.8M	\$55.5M	\$52.8M	\$50.7M
Prior Year	\$65.5M	\$63.2M	\$73.9M	\$79.1M	\$81.7M	\$85.6M	\$81.3M	\$76.8M	\$68M	\$59.4M	\$57.1M	\$55M	\$50M
Percent Change from Prior Year	-24%	-16%	-10%	-1%	4%	-8%	-7%	-6%	-3%	2%	-3%	-4%	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



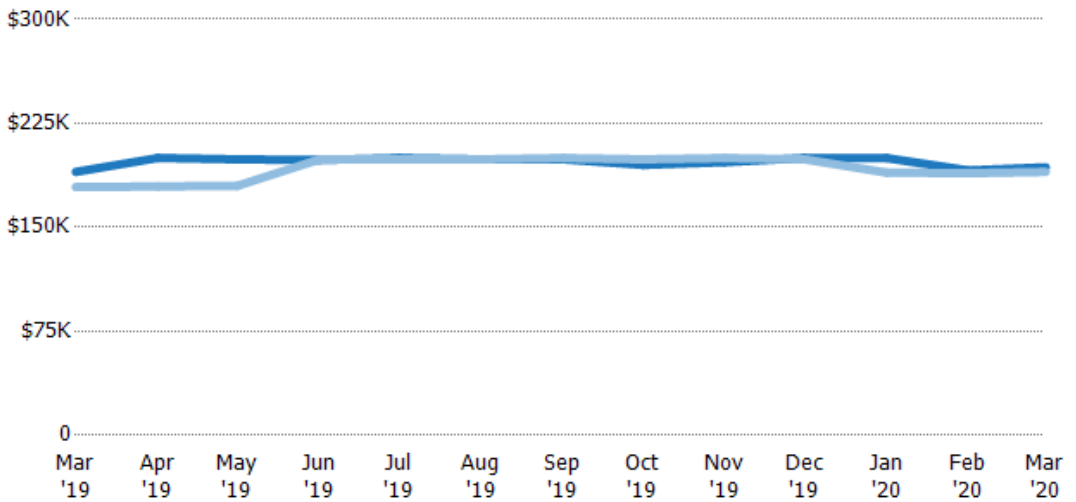
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$238K	\$254K	\$245K	\$249K	\$254K	\$254K	\$261K	\$265K	\$265K	\$271K	\$276K	\$270K	\$279K
Prior Year	\$253K	\$253K	\$253K	\$268K	\$263K	\$266K	\$269K	\$265K	\$270K	\$257K	\$244K	\$238K	\$238K
Percent Change from Prior Year	-6%	0%	-3%	-7%	-3%	-4%	-3%	0%	-2%	6%	13%	13%	17%

## 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



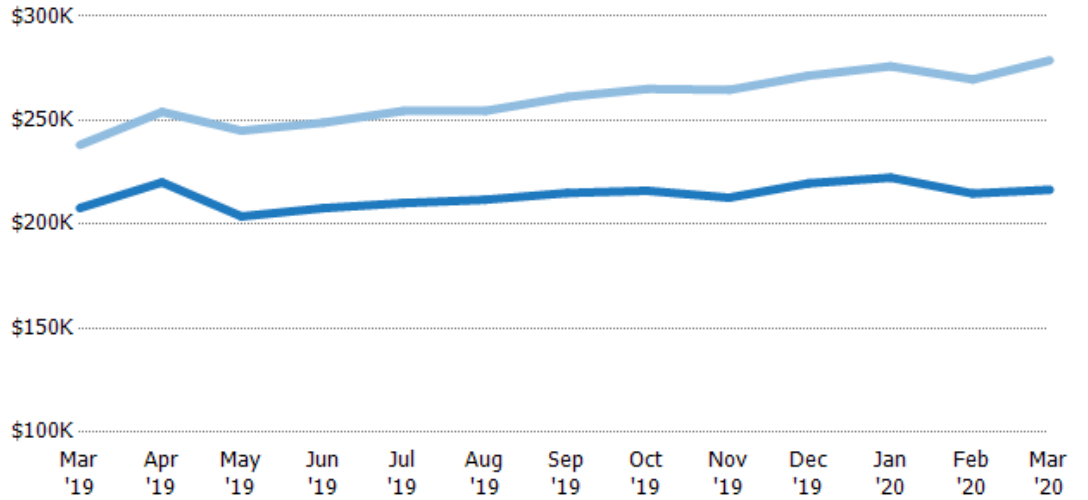
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$190K	\$200K	\$199K	\$199K	\$200K	\$199K	\$199K	\$195K	\$197K	\$200K	\$200K	\$191K	\$193K
Prior Year	\$179K	\$179K	\$180K	\$199K	\$199K	\$199K	\$200K	\$199K	\$200K	\$199K	\$189K	\$189K	\$190K
Percent Change from Prior Year	6%	11%	11%	0%	0%	0%	0%	-2%	-1%	0%	6%	1%	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



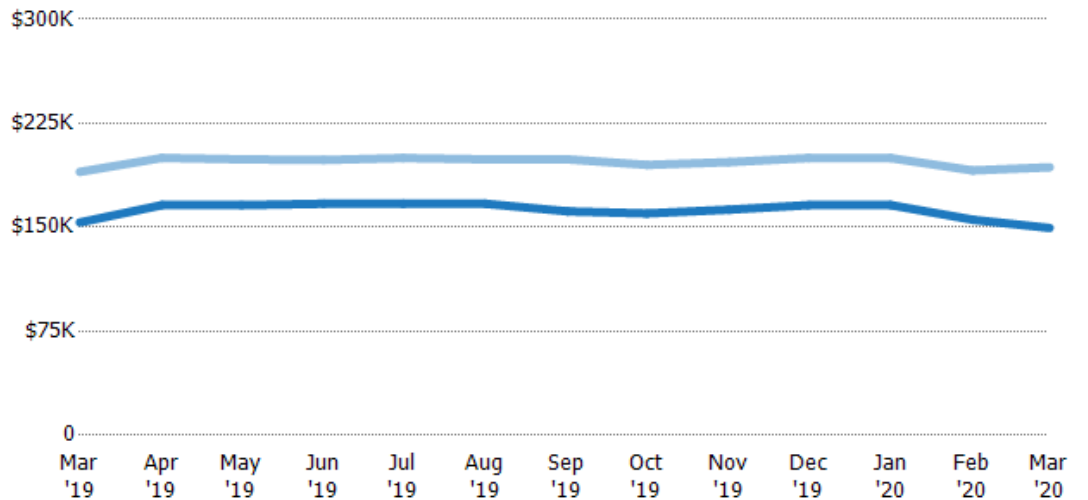
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$208K	\$220K	\$204K	\$208K	\$210K	\$212K	\$215K	\$216K	\$213K	\$220K	\$222K	\$215K	\$217K
Avg Listing Price	\$238K	\$254K	\$245K	\$249K	\$254K	\$254K	\$261K	\$265K	\$265K	\$271K	\$276K	\$270K	\$279K
Avg Listing Price as a % of Avg Est Value	115%	115%	120%	120%	121%	120%	121%	123%	124%	124%	124%	126%	129%

## 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



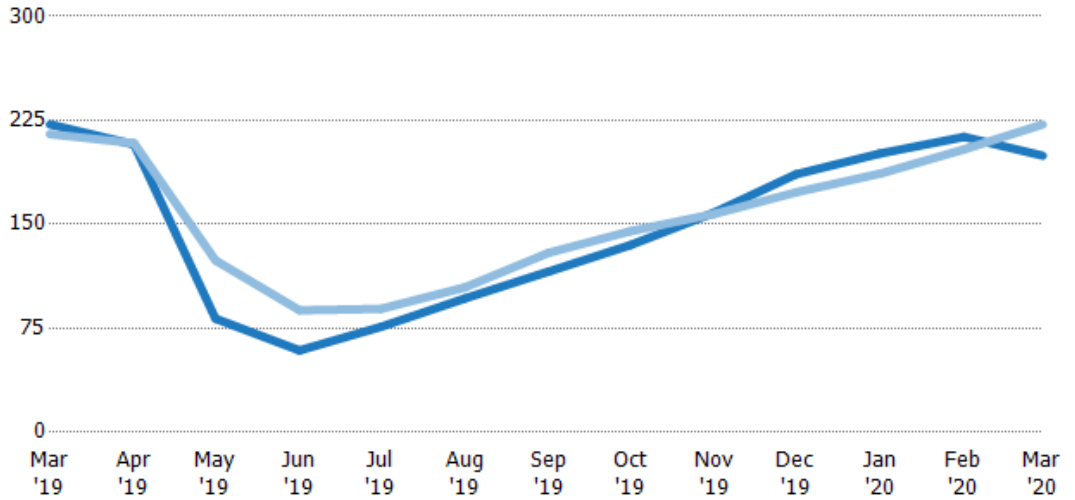
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$154K	\$166K	\$166K	\$167K	\$167K	\$167K	\$162K	\$160K	\$163K	\$166K	\$166K	\$155K	\$150K
Median Listing Price	\$190K	\$200K	\$199K	\$199K	\$200K	\$199K	\$199K	\$195K	\$197K	\$200K	\$200K	\$191K	\$193K
Med Listing Price as a % of Med Est Value	124%	120%	120%	119%	120%	119%	123%	122%	121%	120%	120%	123%	129%

## 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



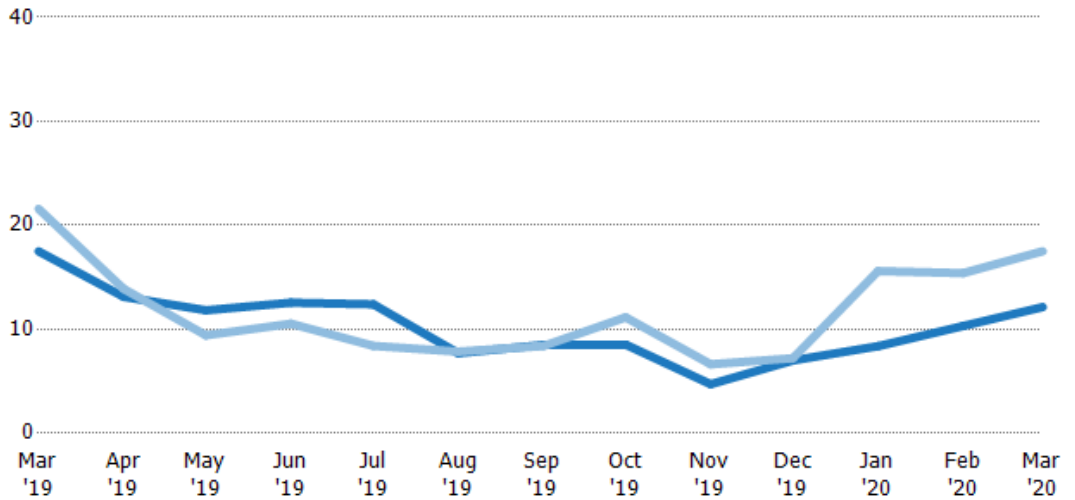
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	222	208	82	59	76	96.5	116	135	159	186	201	213	200
Prior Year	215	209	124	88	89	105	130	145	158	173	187	204	222
Percent Change from Prior Year	3%	0%	-34%	-33%	-15%	-8%	-10%	-7%	1%	8%	8%	4%	-10%

## 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



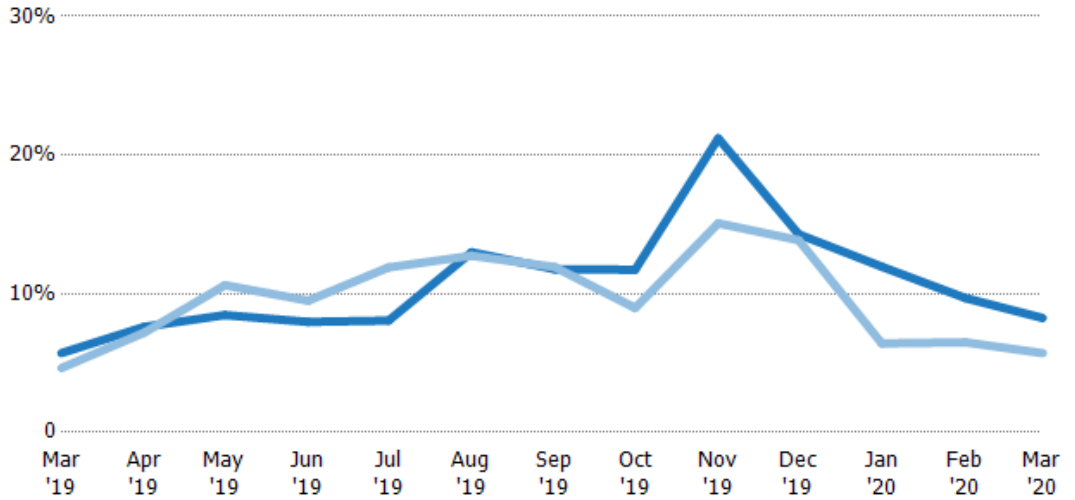
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	17.5	13.1	11.8	12.6	12.4	7.7	8.5	8.53	4.72	7	8.38	10.3	12.1
Prior Year	21.6	13.9	9.42	10.5	8.41	7.85	8.39	11.2	6.63	7.22	15.6	15.4	17.5
Percent Change from Prior Year	-19%	-5%	26%	19%	48%	-2%	1%	-24%	-29%	-3%	-46%	-33%	-31%

## 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



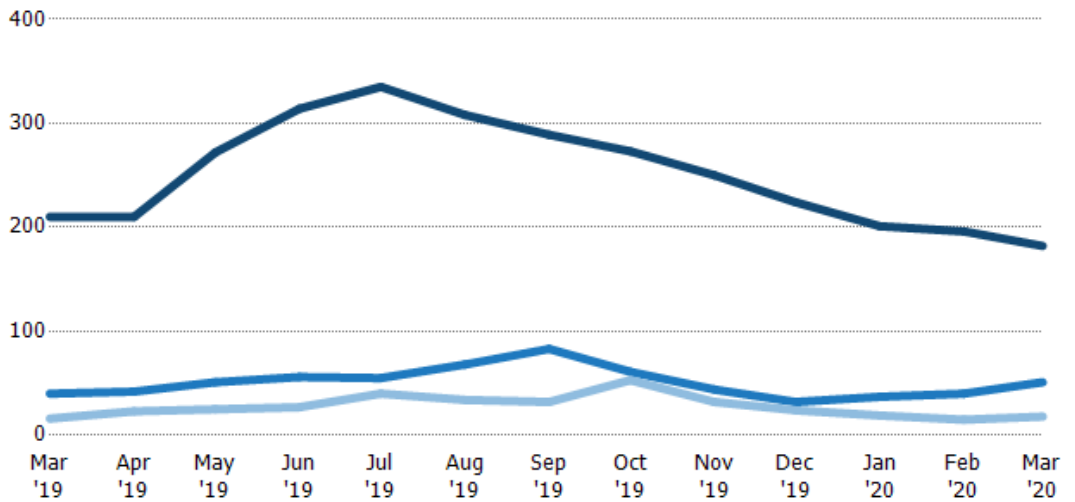
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	6%	8%	8%	8%	8%	13%	12%	12%	21%	14%	12%	10%	8%
Prior Year	5%	7%	11%	9%	12%	13%	12%	9%	15%	14%	6%	6%	6%
Change from Prior Year	-1%	0%	2%	2%	4%	0%	0%	-3%	-6%	0%	-6%	-3%	-3%

## 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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	210	210	272	314	335	308	289	273	250	224	201	196	182
Pending	40	42	51	56	55	68	83	61	44	32	37	40	51
Sold	16	23	25	27	40	34	32	53	32	24	19	15	18

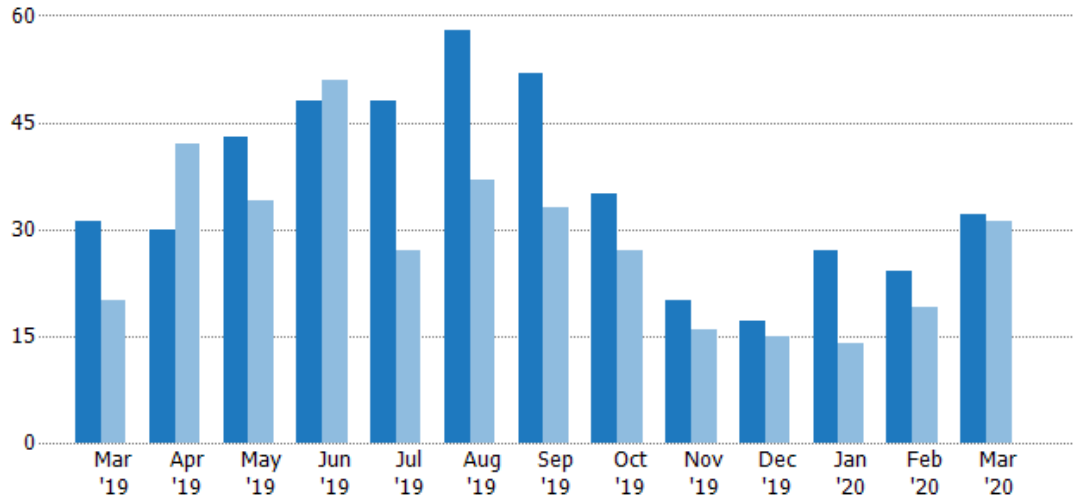
## New Pending Sales

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.
Mar '20	32	3.2%
Mar '19	31	55%
Mar '18	20	25%



Current Year	31	30	43	48	48	58	52	35	20	17	27	24	32
Prior Year	20	42	34	51	27	37	33	27	16	15	14	19	31
Percent Change from Prior Year	55%	-29%	26%	-6%	78%	57%	58%	30%	25%	13%	93%	26%	3%

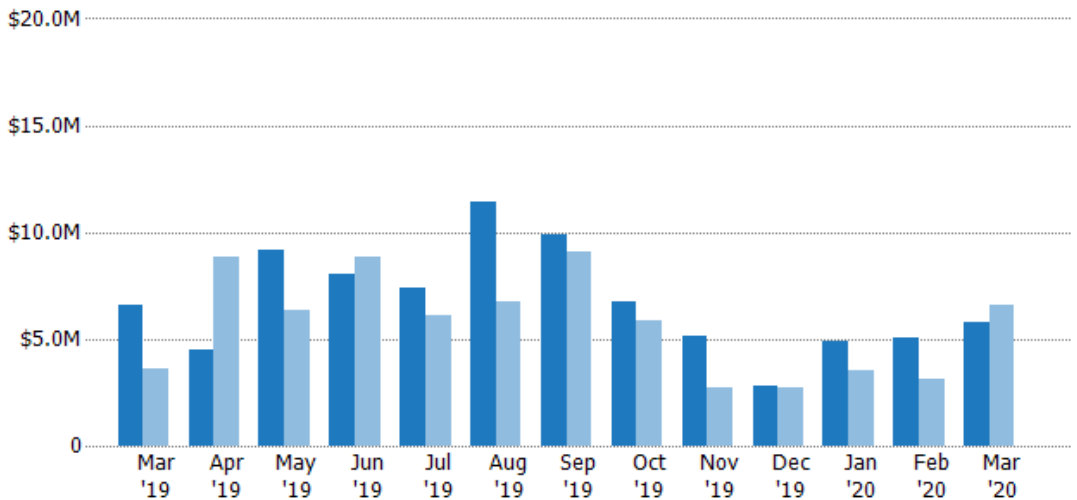
## New Pending Sales Volume

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.
Mar '20	\$5.82M	-11.7%
Mar '19	\$6.59M	83.7%
Mar '18	\$3.59M	-2.8%



Current Year	\$6.59M	\$4.5M	\$9.15M	\$8.04M	\$7.42M	\$11.4M	\$9.91M	\$6.71M	\$5.16M	\$2.83M	\$4.9M	\$5.06M	\$5.82M
Prior Year	\$3.59M	\$8.84M	\$6.36M	\$8.87M	\$6.15M	\$6.74M	\$9.05M	\$5.85M	\$2.7M	\$2.72M	\$3.57M	\$3.14M	\$6.59M
Percent Change from Prior Year	84%	-49%	44%	-9%	21%	70%	10%	15%	91%	4%	37%	61%	-12%



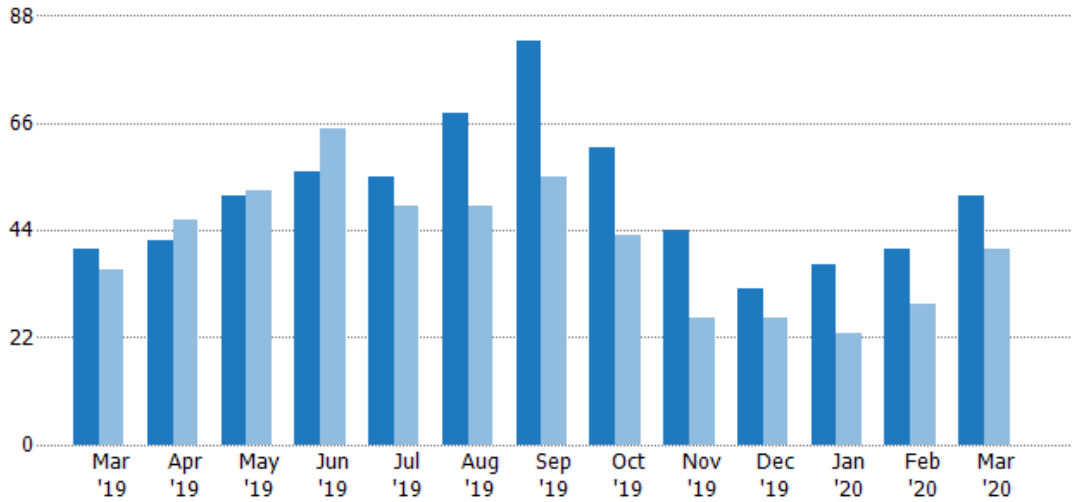
## Pending Sales

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.
Mar '20	51	27.5%
Mar '19	40	11.1%
Mar '18	36	2.8%



Current Year	40	42	51	56	55	68	83	61	44	32	37	40	51
Prior Year	36	46	52	65	49	49	55	43	26	26	23	29	40
Percent Change from Prior Year	11%	-9%	-2%	-14%	12%	39%	51%	42%	69%	23%	61%	38%	28%

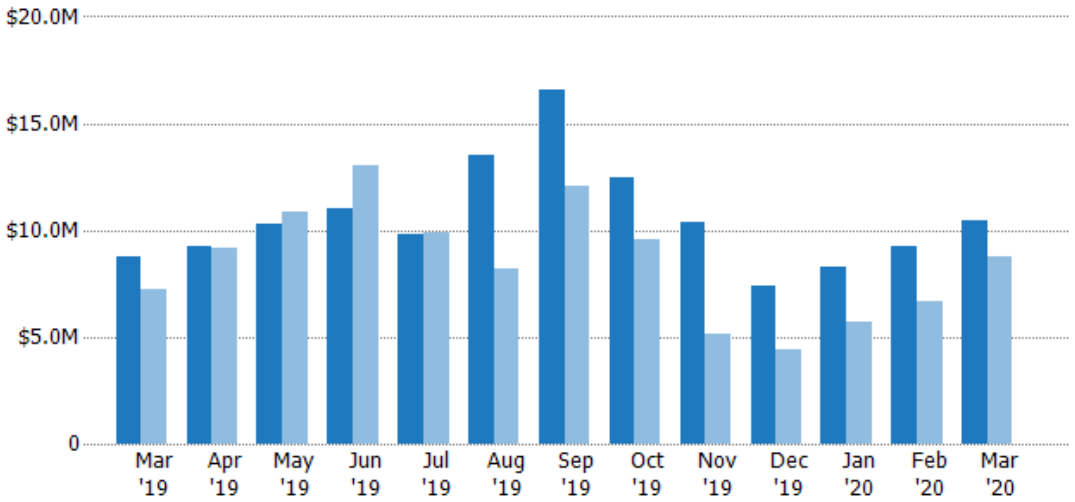
## Pending Sales Volume

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.
Mar '20	\$10.4M	19.2%
Mar '19	\$8.76M	21.2%
Mar '18	\$7.23M	-18%



Current Year	\$8.76M	\$9.22M	\$10.3M	\$11M	\$9.79M	\$13.5M	\$16.6M	\$12.5M	\$10.4M	\$7.4M	\$8.28M	\$9.24M	\$10.4M
Prior Year	\$7.23M	\$9.16M	\$10.9M	\$13M	\$9.91M	\$8.22M	\$12.1M	\$9.53M	\$5.17M	\$4.38M	\$5.72M	\$6.67M	\$8.76M
Percent Change from Prior Year	21%	1%	-5%	-15%	-1%	64%	37%	31%	101%	69%	45%	39%	19%

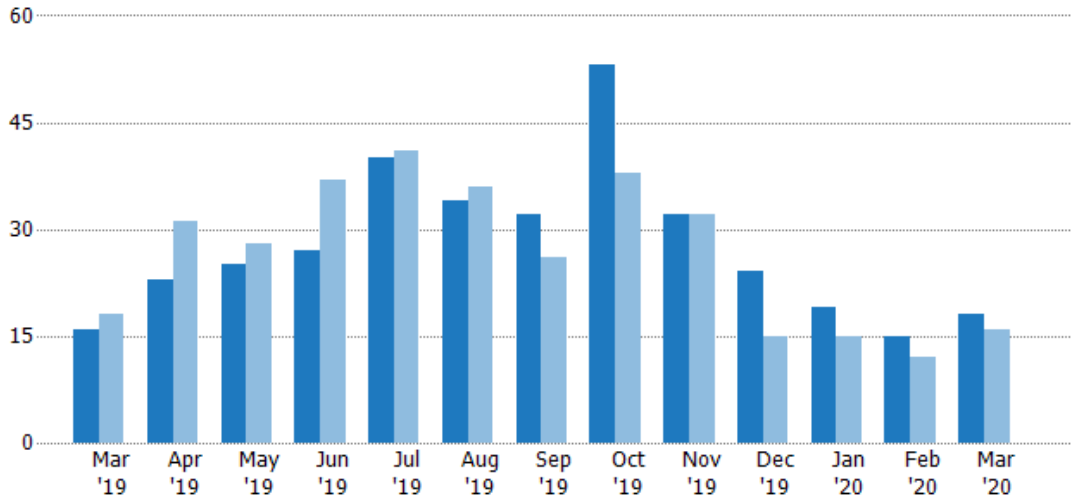
## Closed Sales

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.
Mar '20	18	12.5%
Mar '19	16	-11.1%
Mar '18	18	16.7%



Current Year	16	23	25	27	40	34	32	53	32	24	19	15	18
Prior Year	18	31	28	37	41	36	26	38	32	15	15	12	16
Percent Change from Prior Year	-11%	-26%	-11%	-27%	-2%	-6%	23%	39%	0%	60%	27%	25%	13%

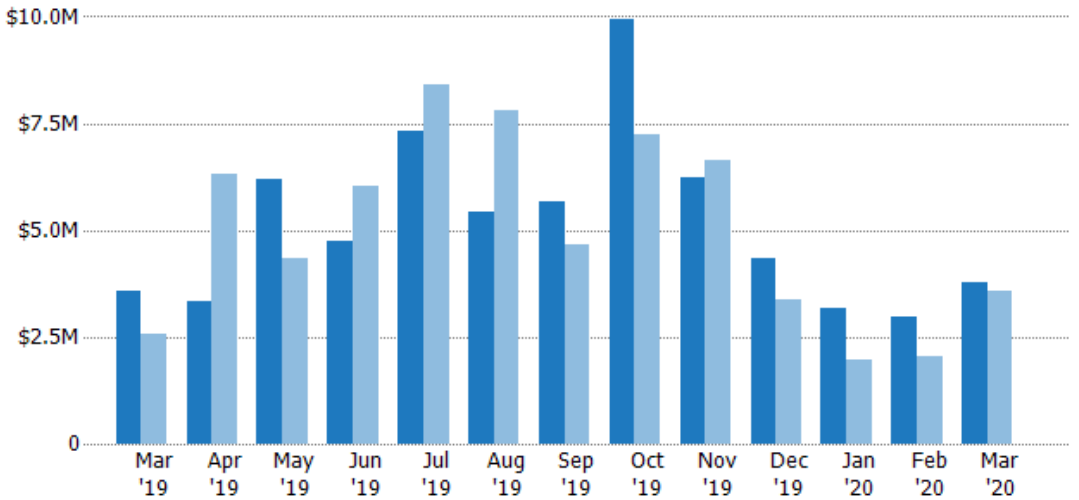
## Closed Sales Volume

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.
Mar '20	\$3.79M	6.6%
Mar '19	\$3.56M	38.7%
Mar '18	\$2.57M	-3.6%



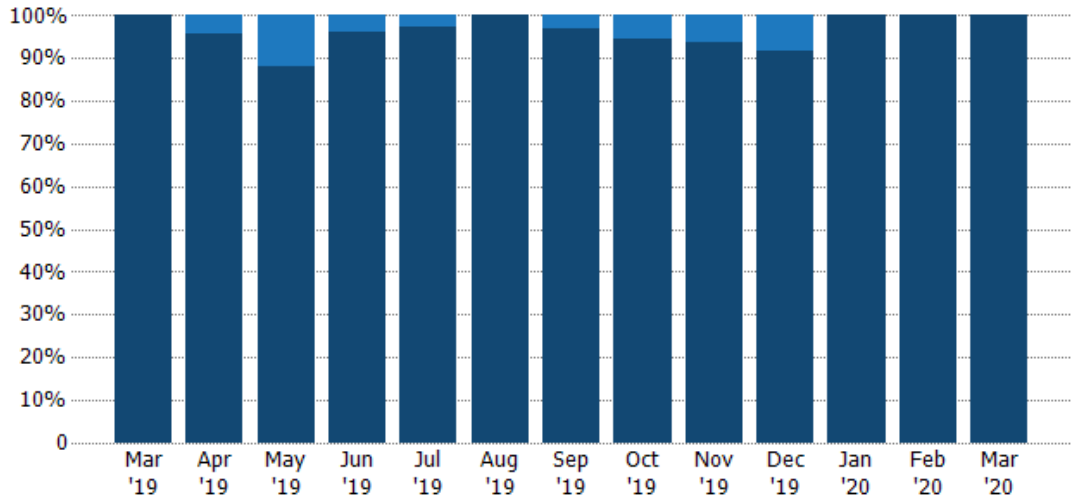
Current Year	\$3.56M	\$3.34M	\$6.2M	\$4.76M	\$7.31M	\$5.42M	\$5.67M	\$9.95M	\$6.23M	\$4.33M	\$3.19M	\$2.97M	\$3.79M
Prior Year	\$2.57M	\$6.31M	\$4.34M	\$6.04M	\$8.39M	\$7.82M	\$4.67M	\$7.24M	\$6.63M	\$3.36M	\$1.97M	\$2.04M	\$3.56M
Percent Change from Prior Year	39%	-47%	43%	-21%	-13%	-31%	21%	37%	-6%	29%	62%	46%	7%

## 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



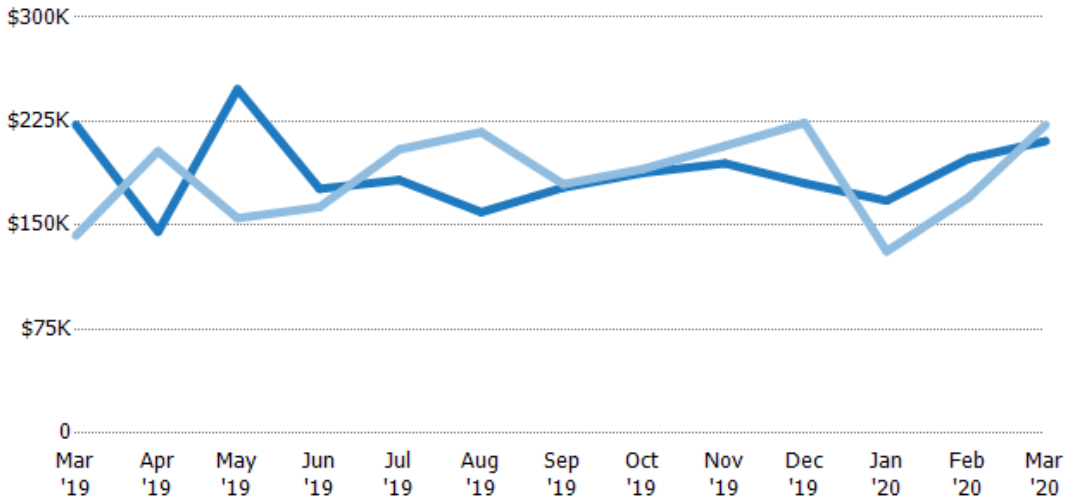
Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Condo/Townhouse	-	4%	12%	4%	3%	-	3%	6%	6%	8%	-	-	-
Single Family Residence	100%	96%	88%	96%	98%	100%	97%	94%	94%	92%	100%	100%	100%

## 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.
Mar '20	\$211K	-5.3%
Mar '19	\$222K	56.1%
Mar '18	\$143K	-17.4%

Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$222K	\$145K	\$248K	\$176K	\$183K	\$159K	\$177K	\$188K	\$195K	\$180K	\$168K	\$198K	\$211K
Prior Year	\$143K	\$203K	\$155K	\$163K	\$205K	\$217K	\$180K	\$191K	\$207K	\$224K	\$131K	\$170K	\$222K
Percent Change from Prior Year	56%	-29%	60%	8%	-11%	-27%	-1%	-1%	-6%	-19%	28%	16%	-5%

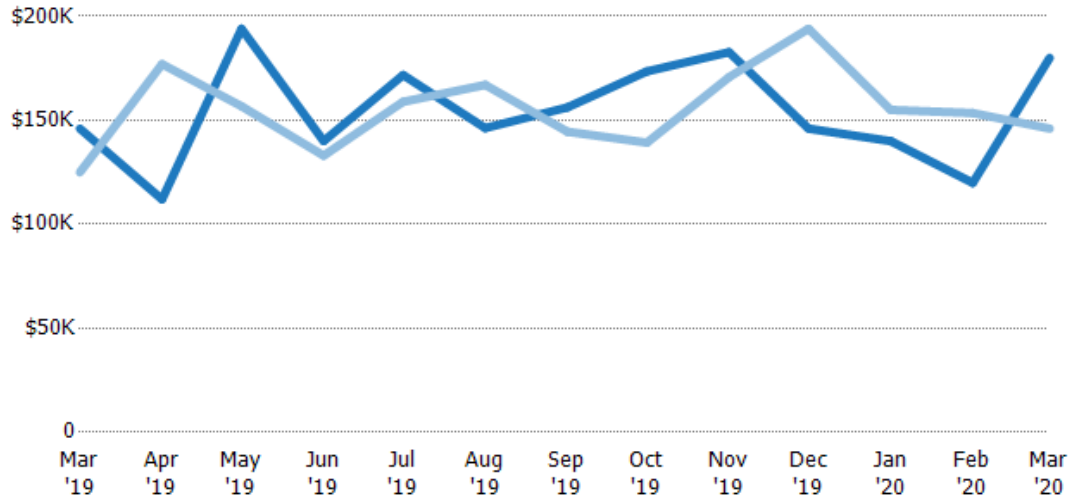
## Median Sales Price

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.
Mar '20	\$180K	23.3%
Mar '19	\$146K	16.8%
Mar '18	\$125K	-22.4%



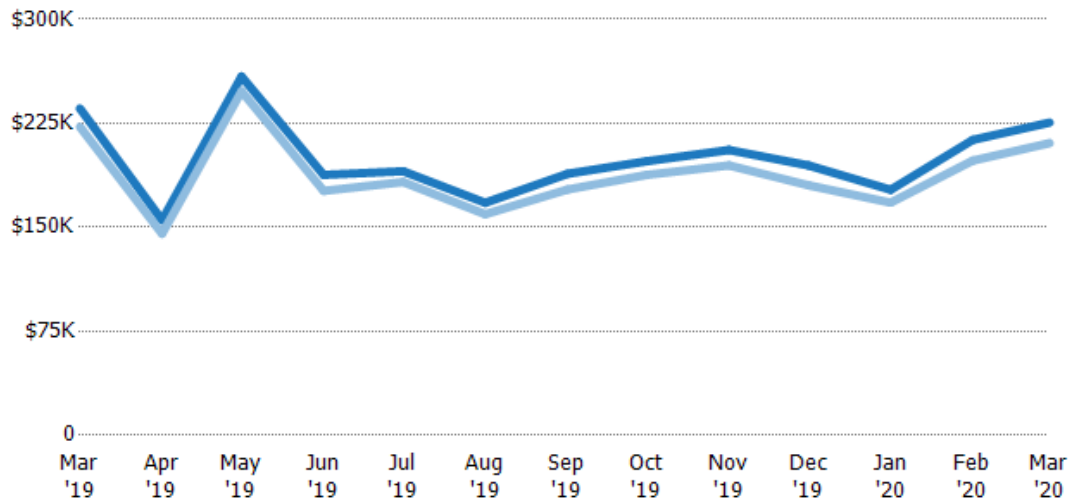
Current Year	\$146K	\$112K	\$194K	\$140K	\$172K	\$146K	\$156K	\$174K	\$183K	\$146K	\$140K	\$120K	\$180K
Prior Year	\$125K	\$177K	\$157K	\$133K	\$159K	\$167K	\$145K	\$139K	\$171K	\$194K	\$155K	\$154K	\$146K
Percent Change from Prior Year	17%	-37%	24%	5%	8%	-12%	8%	25%	7%	-25%	-10%	-22%	23%

## 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



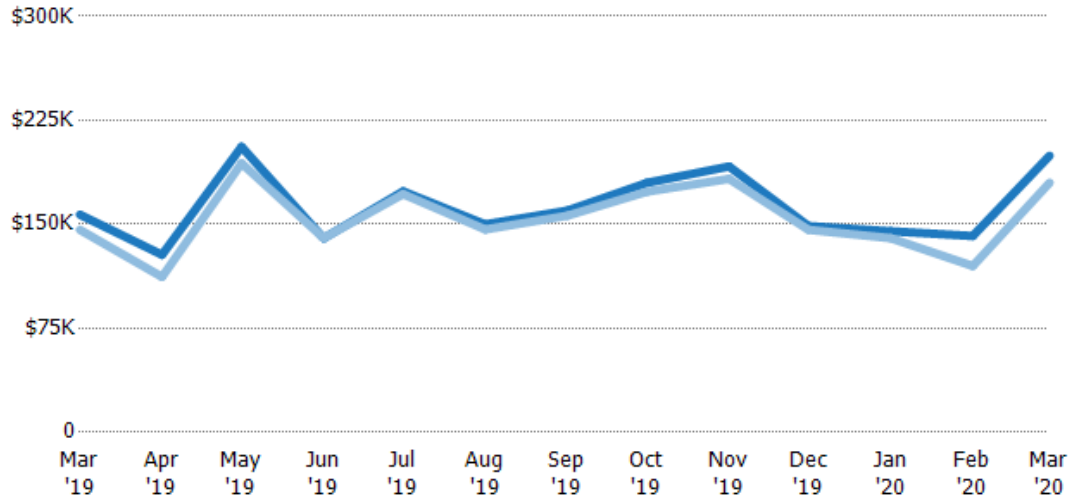
Avg List Price	\$236K	\$155K	\$259K	\$188K	\$190K	\$168K	\$189K	\$198K	\$206K	\$195K	\$177K	\$213K	\$225K
Avg Sales Price	\$222K	\$145K	\$248K	\$176K	\$183K	\$159K	\$177K	\$188K	\$195K	\$180K	\$168K	\$198K	\$211K
Avg Sales Price as a % of Avg List Price	94%	94%	96%	94%	96%	95%	94%	95%	95%	93%	95%	93%	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



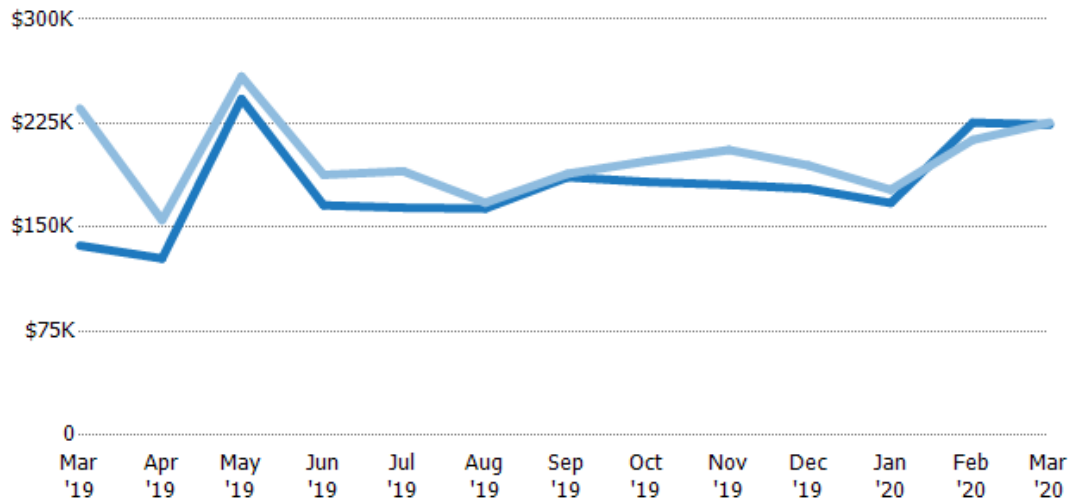
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$157K	\$128K	\$206K	\$140K	\$174K	\$150K	\$160K	\$180K	\$192K	\$149K	\$145K	\$142K	\$199K
Median Sales Price	\$146K	\$112K	\$194K	\$140K	\$172K	\$146K	\$156K	\$174K	\$183K	\$146K	\$140K	\$120K	\$180K
Med Sales Price as a % of Med List Price	93%	88%	94%	100%	99%	98%	98%	96%	95%	98%	97%	85%	90%

## 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



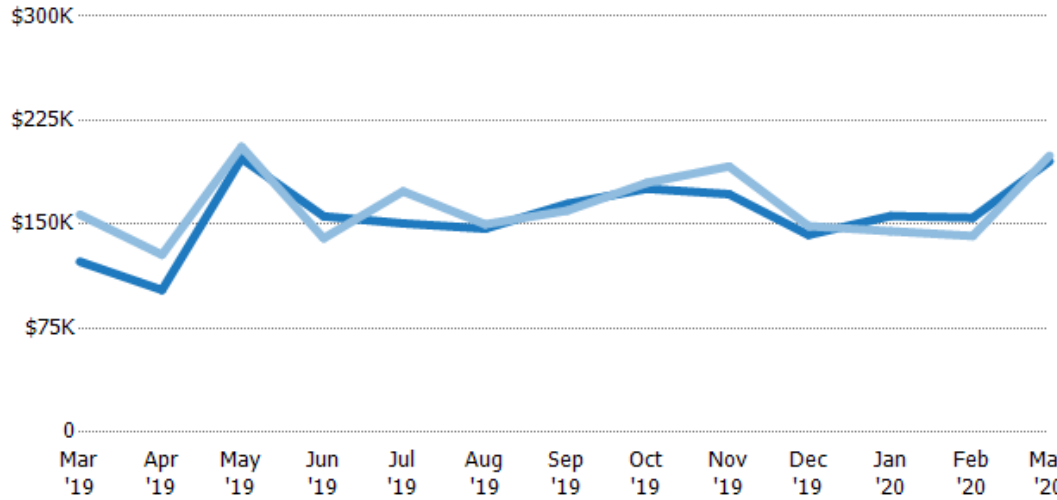
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$137K	\$127K	\$243K	\$166K	\$164K	\$164K	\$186K	\$183K	\$181K	\$178K	\$168K	\$225K	\$224K
Avg Sales Price	\$236K	\$155K	\$259K	\$188K	\$190K	\$168K	\$189K	\$198K	\$206K	\$195K	\$177K	\$213K	\$225K
Avg Sales Price as a % of Avg Est Value	172%	122%	107%	113%	116%	103%	101%	108%	114%	109%	106%	95%	101%

## 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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$123K	\$103K	\$197K	\$156K	\$151K	\$147K	\$165K	\$176K	\$172K	\$142K	\$156K	\$155K	\$196K
Median Sales Price	\$157K	\$128K	\$206K	\$140K	\$174K	\$150K	\$160K	\$180K	\$192K	\$149K	\$145K	\$142K	\$199K
Med Sales Price as a % of Med Est Value	128%	125%	104%	90%	115%	102%	97%	102%	112%	104%	93%	91%	102%