

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	39	-66.7%	93	114	-18.4%
New Listing Volume	\$3,363,250	\$11,150,300	-69.8%	\$19,252,600	\$26,075,525	-26.2%
Active Listing Count	169	208	-18.8%	N/A	N/A	
Active Listing Volume	\$46,037,658	\$53,073,824	-13.3%	N/A	N/A	
Average Listing Price	\$272,412	\$255,163	+6.8%	\$273,221	\$244,351	+11.8%
Median Listing Price	\$195,000	\$202,450	-3.7%	\$195,188	\$193,034	+1.1%
Median Days in RPR	226	207.5	+8.9%	213.62	205.95	+3.7%
Months of Inventory	9.4	13	-27.8%	11.7	11.8	-0.9%
Absorption Rate	10.65%	7.69%	+3%	8.55%	8.48%	+0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	21	30	-30%	104	94	+10.6%
New Pending Sales Volume	\$4,377,150	\$4,503,700	-2.8%	\$19,920,915	\$17,800,399	+11.9%
Pending Sales Count	53	42	+26.2%	N/A	N/A	
Pending Sales Volume	\$11,035,200	\$9,395,150	+17.5%	N/A	N/A	
Closed Sales Count	13	23	-43.5%	65	66	-1.5%
Closed Sales Volume	\$2,658,400	\$3,342,950	-20.5%	\$12,610,465	\$10,911,475	+15.6%
Average Sales Price	\$204,492	\$145,346	+40.7%	\$194,007	\$165,325	+17.3%
Median Sales Price	\$187,500	\$112,000	+67.4%	\$155,938	\$137,561	+13.4%

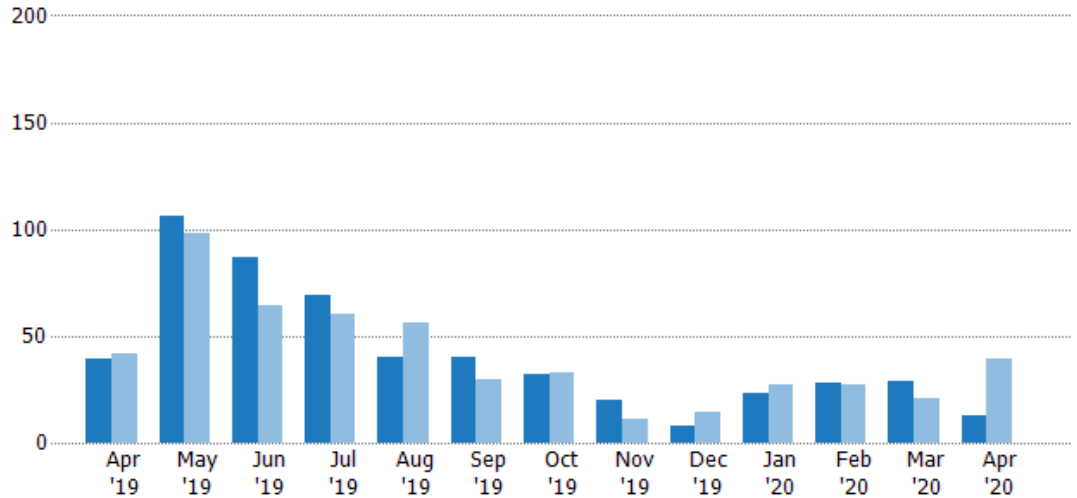
New Listings

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.
Apr '20	13	-66.7%
Apr '19	39	-7.1%
Apr '18	42	9.5%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	39	106	87	69	40	40	32	20	8	23	28	29	13
Prior Year	42	98	64	60	56	30	33	11	14	27	27	21	39
Percent Change from Prior Year	-7%	8%	36%	15%	-29%	33%	-3%	82%	-43%	-15%	4%	38%	-67%

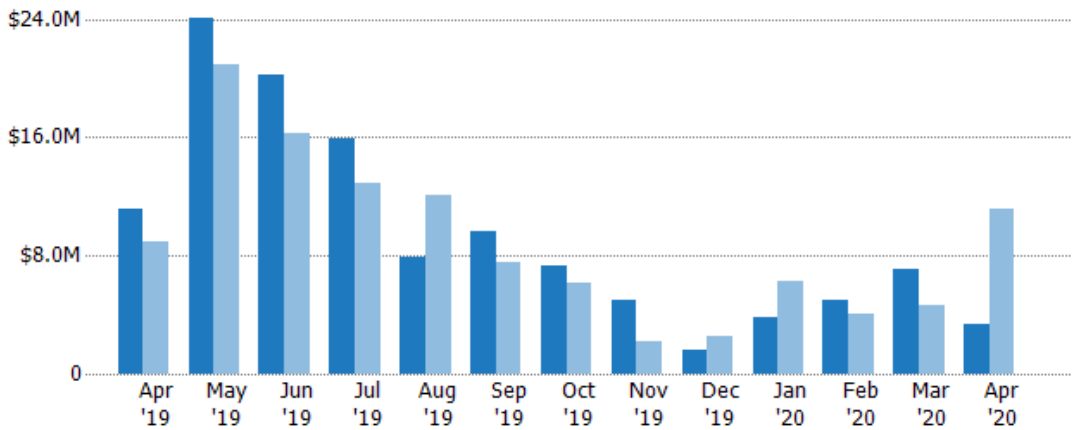
New Listing Volume

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.
Apr '20	\$3.36M	-69.8%
Apr '19	\$11.2M	25.3%
Apr '18	\$8.9M	14.7%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$11.2M	\$24.1M	\$20.3M	\$15.9M	\$7.9M	\$9.62M	\$7.35M	\$4.93M	\$1.58M	\$3.78M	\$5.01M	\$7.1M	\$3.36M
Prior Year	\$8.9M	\$20.9M	\$16.2M	\$12.9M	\$12M	\$7.56M	\$6.19M	\$2.22M	\$2.57M	\$6.3M	\$4.03M	\$4.59M	\$11.2M
Percent Change from Prior Year	25%	15%	25%	23%	-34%	27%	19%	122%	-38%	-40%	24%	55%	-70%

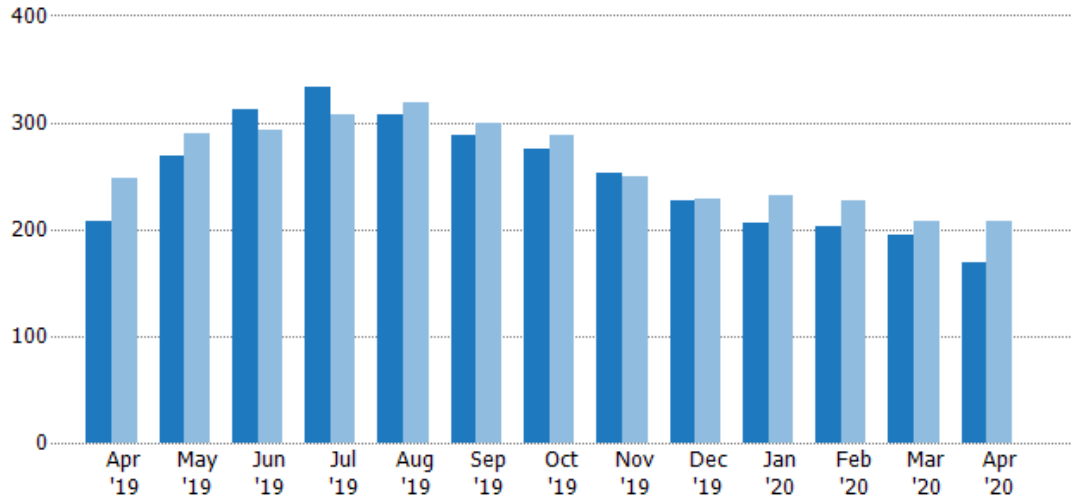
Active Listings

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.
Apr '20	169	-18.8%
Apr '19	208	-16.1%
Apr '18	248	4.4%



Current Year	208	268	312	333	307	288	275	252	227	206	203	194	169
Prior Year	248	289	292	308	319	300	288	250	229	231	227	207	208
Percent Change from Prior Year	-16%	-7%	7%	8%	-4%	-4%	-5%	1%	-1%	-11%	-11%	-6%	-19%

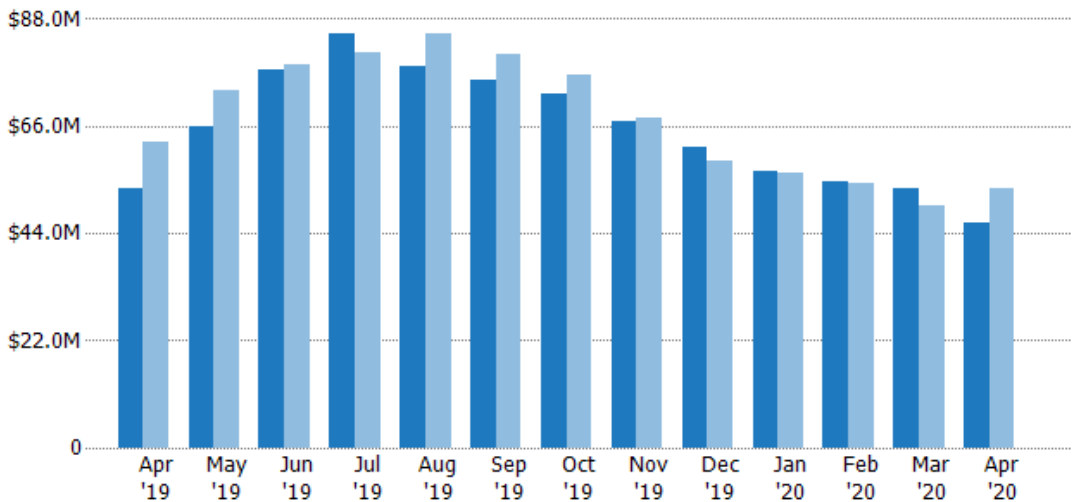
Active Listing Volume

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.
Apr '20	\$46M	-13.3%
Apr '19	\$53.1M	-15.5%
Apr '18	\$62.8M	-13.5%



Current Year	\$53.1M	\$66M	\$77.7M	\$84.8M	\$78.3M	\$75.4M	\$72.7M	\$67M	\$61.7M	\$56.9M	\$54.7M	\$53.3M	\$46M
Prior Year	\$62.8M	\$73.4M	\$78.6M	\$81.2M	\$85.1M	\$80.9M	\$76.4M	\$67.6M	\$58.9M	\$56.5M	\$54.2M	\$49.6M	\$53.1M
Percent Change from Prior Year	-15%	-10%	-1%	4%	-8%	-7%	-5%	-1%	5%	1%	1%	7%	-13%

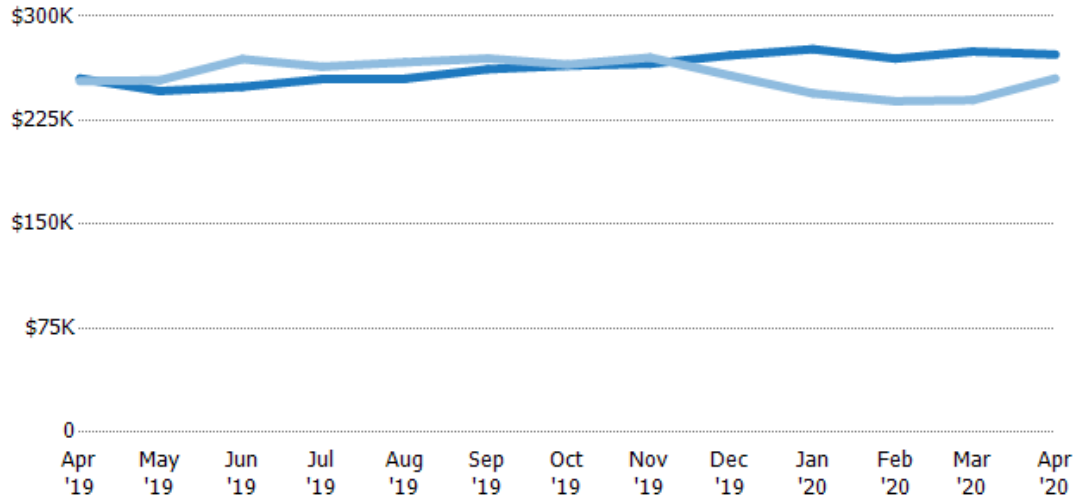
Average Listing Price

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

Month/ Year	Price	% Chg.
Apr '20	\$272K	6.8%
Apr '19	\$255K	0.8%
Apr '18	\$253K	-17.2%



Current Year	\$255K	\$246K	\$249K	\$255K	\$255K	\$262K	\$264K	\$266K	\$272K	\$276K	\$269K	\$275K	\$272K
Prior Year	\$253K	\$254K	\$269K	\$264K	\$267K	\$270K	\$265K	\$270K	\$257K	\$244K	\$239K	\$240K	\$255K
Percent Change from Prior Year	1%	-3%	-7%	-3%	-4%	-3%	0%	-2%	6%	13%	13%	15%	7%

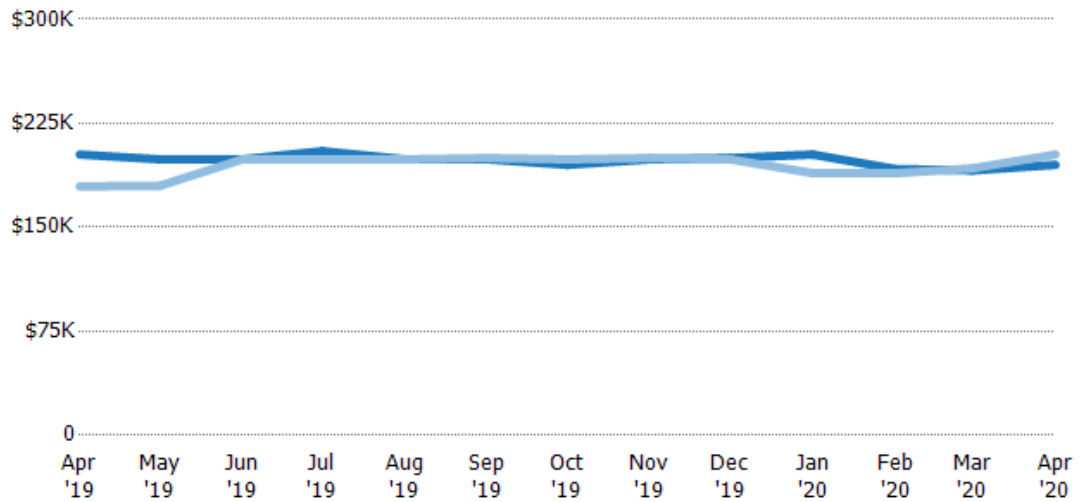
Median Listing Price

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

Month/ Year	Price	% Chg.
Apr '20	\$195K	-3.7%
Apr '19	\$202K	12.8%
Apr '18	\$179K	-5.8%



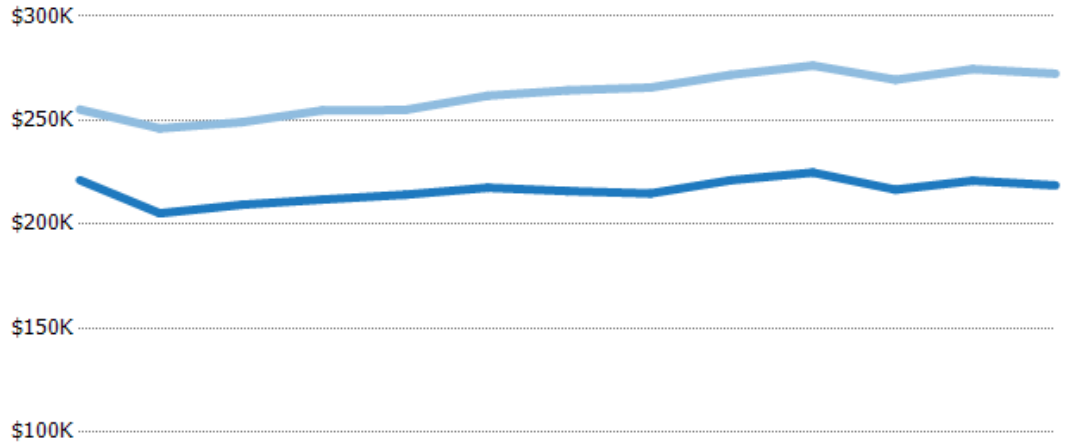
Current Year	\$202K	\$199K	\$199K	\$205K	\$199K	\$199K	\$195K	\$199K	\$200K	\$202K	\$192K	\$191K	\$195K
Prior Year	\$179K	\$180K	\$199K	\$199K	\$199K	\$200K	\$199K	\$200K	\$199K	\$189K	\$189K	\$193K	\$202K
Percent Change from Prior Year	13%	11%	0%	3%	0%	0%	-2%	0%	0%	7%	2%	-1%	-4%

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



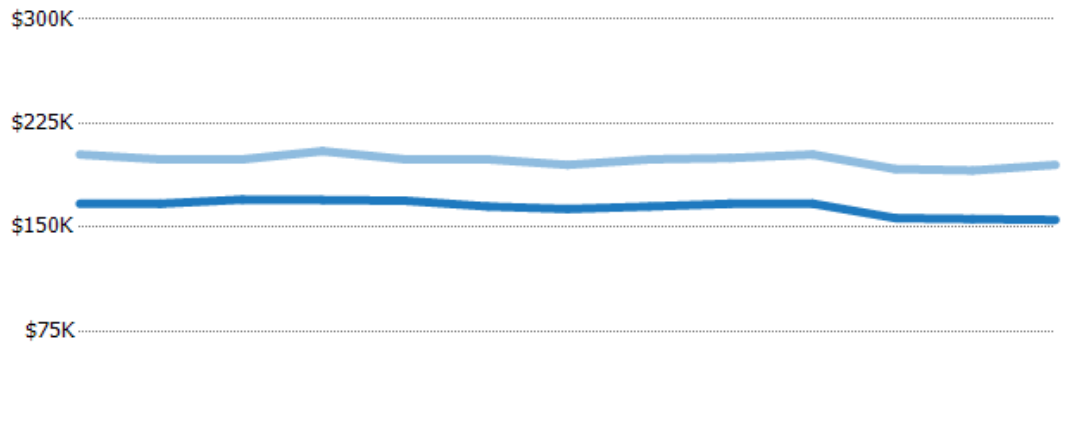
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$221K	\$205K	\$209K	\$212K	\$214K	\$218K	\$216K	\$215K	\$221K	\$225K	\$217K	\$221K	\$219K
Avg Listing Price	\$255K	\$246K	\$249K	\$255K	\$255K	\$262K	\$264K	\$266K	\$272K	\$276K	\$269K	\$275K	\$272K
Avg Listing Price as a % of Avg Est Value	115%	120%	119%	120%	119%	120%	122%	124%	123%	123%	124%	124%	125%

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



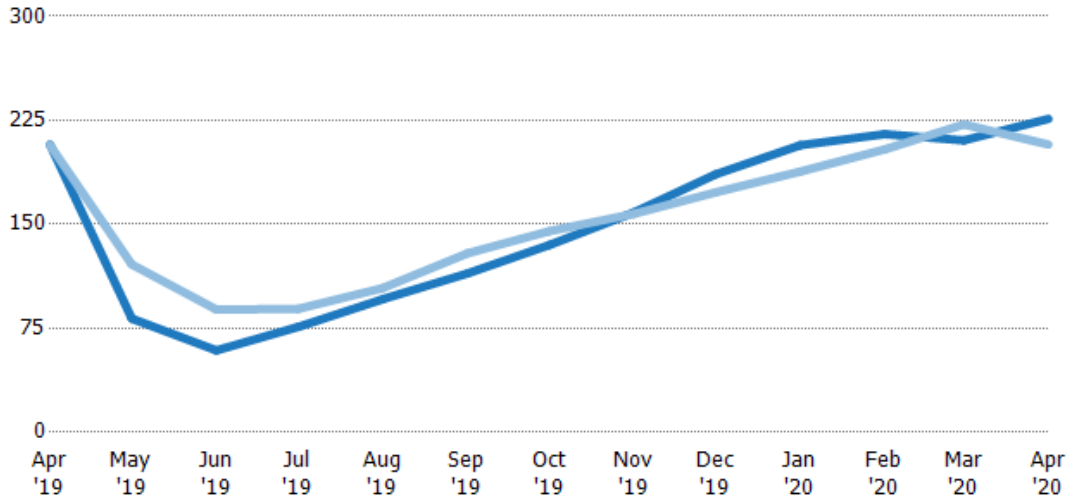
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$167K	\$167K	\$170K	\$170K	\$169K	\$165K	\$163K	\$165K	\$167K	\$167K	\$157K	\$156K	\$155K
Median Listing Price	\$202K	\$199K	\$199K	\$205K	\$199K	\$199K	\$195K	\$199K	\$200K	\$202K	\$192K	\$191K	\$195K
Med Listing Price as a % of Med Est Value	121%	119%	117%	121%	118%	121%	120%	121%	120%	121%	123%	122%	126%

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



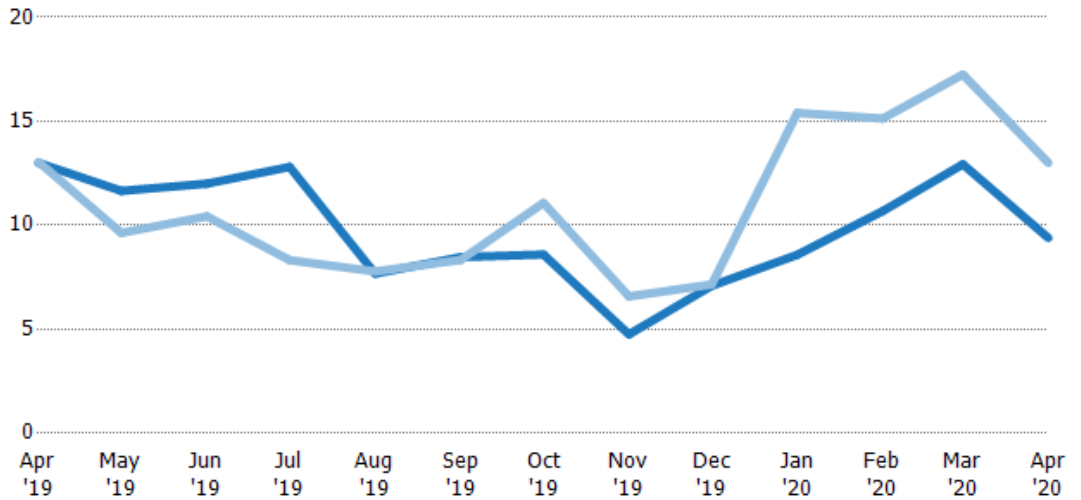
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	208	82	59	76	96	115	135	159	186	207	215	211	226
Prior Year	207	121	88.5	89	104	129	145	158	173	188	204	222	208
Percent Change from Prior Year	0%	-32%	-33%	-15%	-8%	-11%	-7%	1%	8%	10%	5%	-5%	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



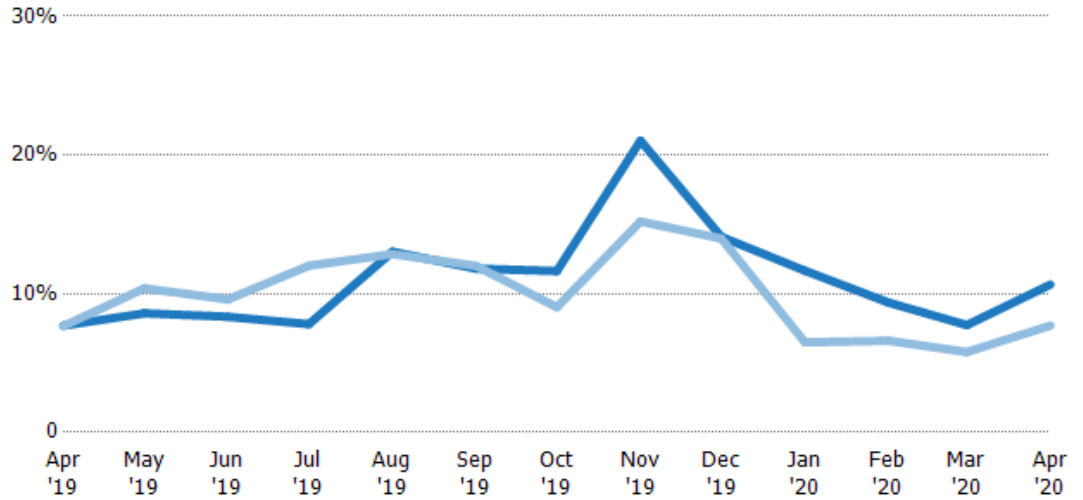
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	13	11.7	12	12.8	7.68	8.47	8.59	4.75	7.09	8.58	10.7	12.9	9.39
Prior Year	13.1	9.63	10.4	8.32	7.78	8.33	11.1	6.58	7.16	15.4	15.1	17.3	13
Percent Change from Prior Year	0%	21%	15%	54%	-1%	2%	-22%	-28%	-1%	-44%	-29%	-25%	-28%

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



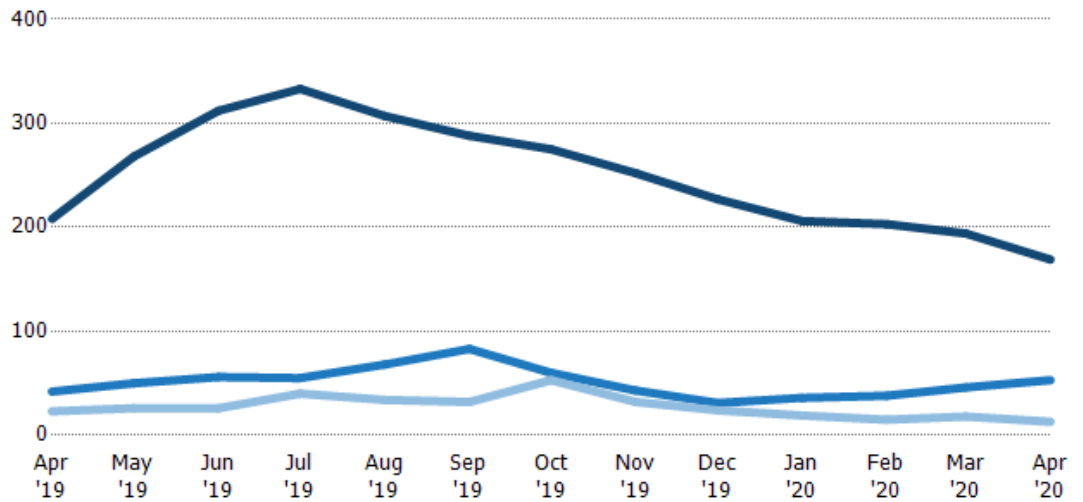
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	8%	9%	8%	8%	13%	12%	12%	21%	14%	12%	9%	8%	11%
Prior Year	8%	10%	10%	12%	13%	12%	9%	15%	14%	6%	7%	6%	8%
Change from Prior Year	0%	2%	1%	4%	0%	0%	-3%	-6%	0%	-5%	-3%	-2%	-3%

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



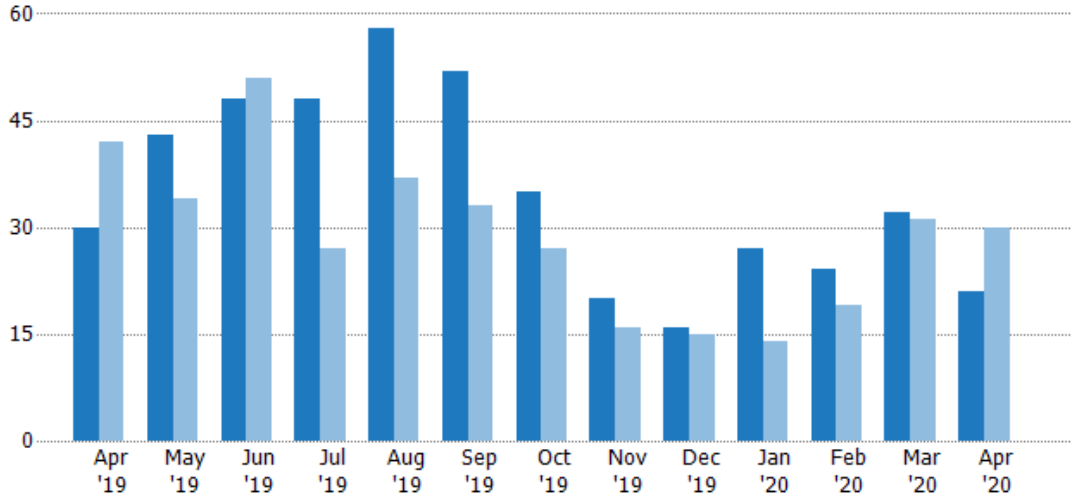
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	208	268	312	333	307	288	275	252	227	206	203	194	169
Pending	42	50	56	55	68	83	60	43	31	36	38	46	53
Sold	23	26	26	40	34	32	53	32	24	19	15	18	13

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



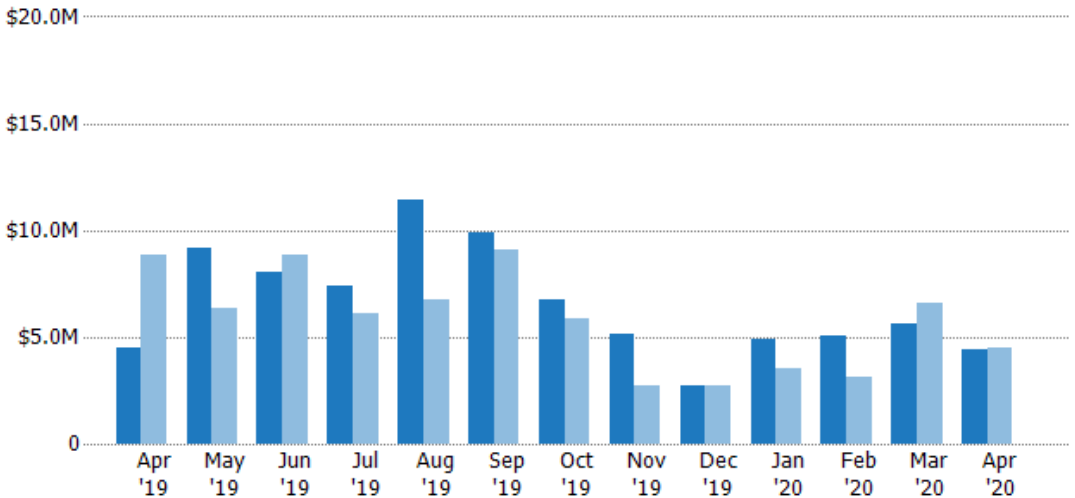
Month/Year	Count	% Chg.
Apr '20	21	-30%
Apr '19	30	-28.6%
Apr '18	42	-40.5%

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.
Apr '20	\$4.38M	-2.8%
Apr '19	\$4.5M	-49%
Apr '18	\$8.84M	-53.1%

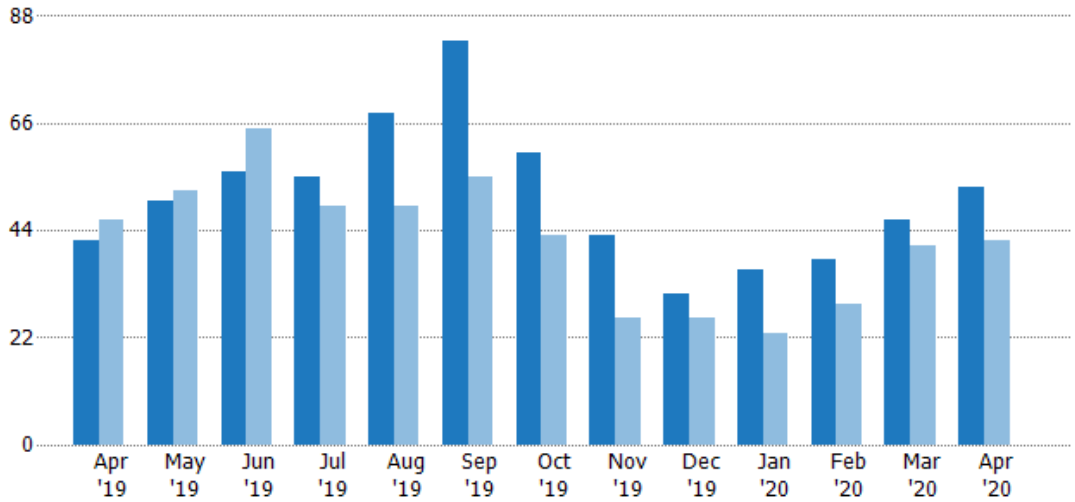
Pending Sales

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.
Apr '20	53	26.2%
Apr '19	42	-8.7%
Apr '18	46	-10.9%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	42	50	56	55	68	83	60	43	31	36	38	46	53
Prior Year	46	52	65	49	49	55	43	26	26	23	29	41	42
Percent Change from Prior Year	-9%	-4%	-14%	12%	39%	51%	40%	65%	19%	57%	31%	12%	26%

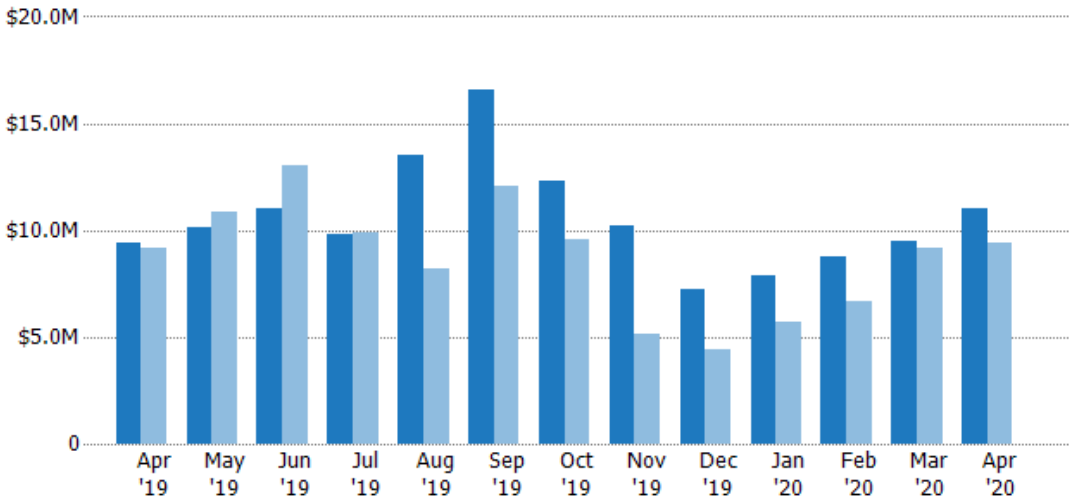
Pending Sales Volume

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.
Apr '20	\$11M	17.5%
Apr '19	\$9.4M	2.6%
Apr '18	\$9.16M	-22.6%



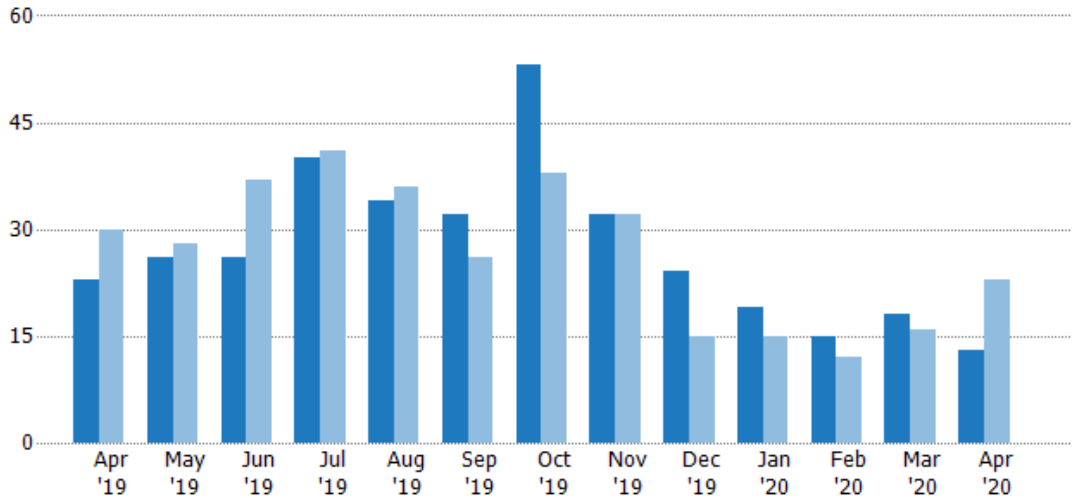
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$9.4M	\$10.1M	\$11M	\$9.79M	\$13.5M	\$16.6M	\$12.3M	\$10.2M	\$7.23M	\$7.84M	\$8.74M	\$9.51M	\$11M
Prior Year	\$9.16M	\$10.9M	\$13M	\$9.91M	\$8.22M	\$12.1M	\$9.53M	\$5.17M	\$4.38M	\$5.72M	\$6.67M	\$9.13M	\$9.4M
Percent Change from Prior Year	3%	-7%	-15%	-1%	64%	37%	29%	97%	65%	37%	31%	4%	17%

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



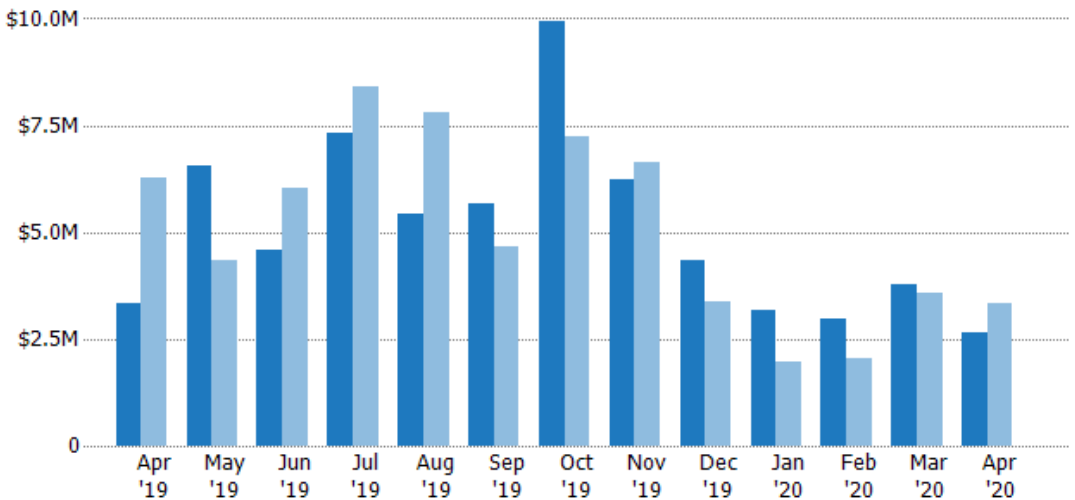
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	23	26	26	40	34	32	53	32	24	19	15	18	13
Prior Year	30	28	37	41	36	26	38	32	15	15	12	16	23
Percent Change from Prior Year	-23%	-7%	-30%	-2%	-6%	23%	39%	0%	60%	27%	25%	13%	-43%

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



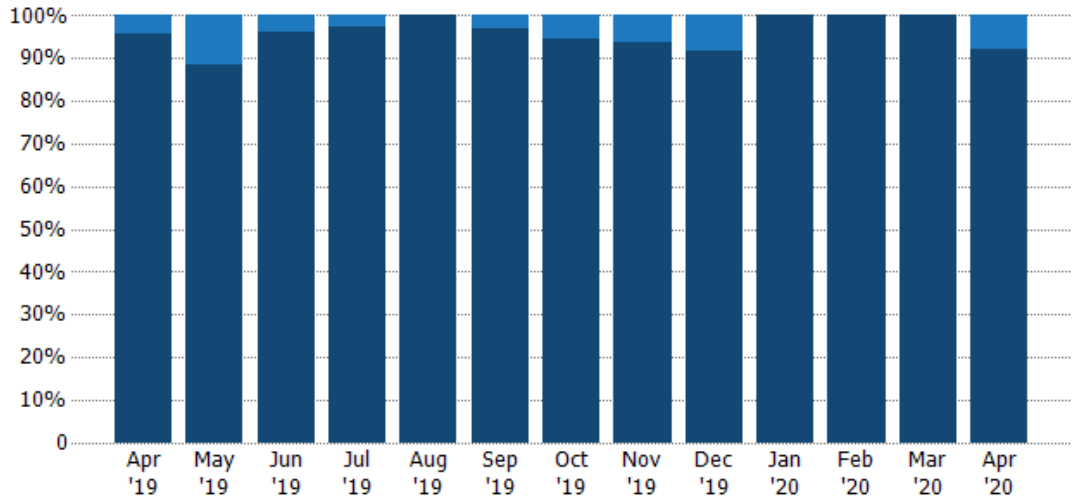
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$3.34M	\$6.54M	\$4.59M	\$7.31M	\$5.42M	\$5.67M	\$9.95M	\$6.23M	\$4.33M	\$3.19M	\$2.97M	\$3.79M	\$2.66M
Prior Year	\$6.26M	\$4.34M	\$6.04M	\$8.39M	\$7.82M	\$4.67M	\$7.24M	\$6.63M	\$3.36M	\$1.97M	\$2.04M	\$3.56M	\$3.34M
Percent Change from Prior Year	-47%	51%	-24%	-13%	-31%	21%	37%	-6%	29%	62%	46%	7%	-20%

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



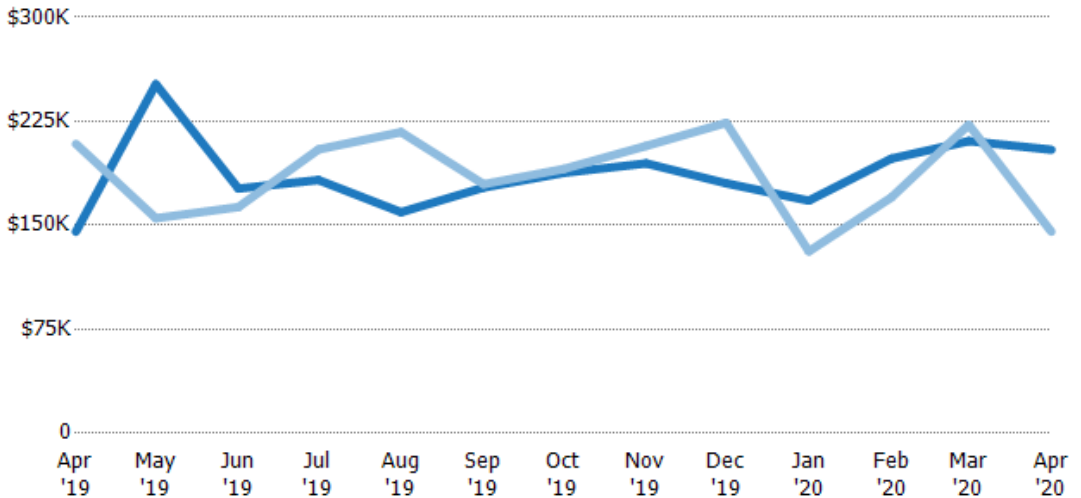
Condo/Townhouse	4%	12%	4%	3%	-	3%	6%	6%	8%	-	-	-	8%
Single Family Residence	96%	88%	96%	98%	100%	97%	94%	94%	92%	100%	100%	100%	92%

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	\$145K	\$252K	\$176K	\$183K	\$159K	\$177K	\$188K	\$195K	\$180K	\$168K	\$198K	\$211K	\$204K
Prior Year	\$209K	\$155K	\$163K	\$205K	\$217K	\$180K	\$191K	\$207K	\$224K	\$131K	\$170K	\$222K	\$145K
Percent Change from Prior Year	-30%	62%	8%	-11%	-27%	-1%	-1%	-6%	-19%	28%	16%	-5%	41%

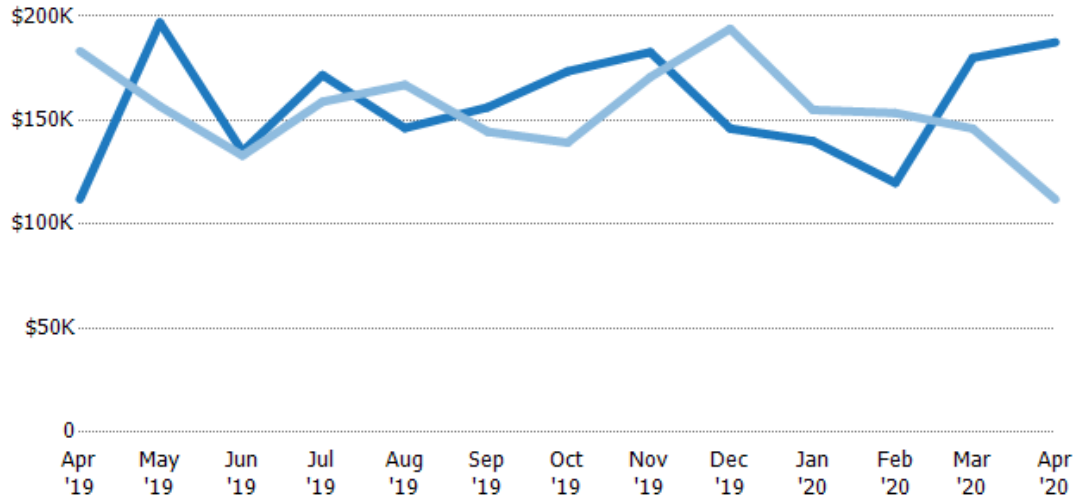
Median Sales Price

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.
Apr '20	\$188K	67.4%
Apr '19	\$112K	-38.9%
Apr '18	\$183K	-39.6%



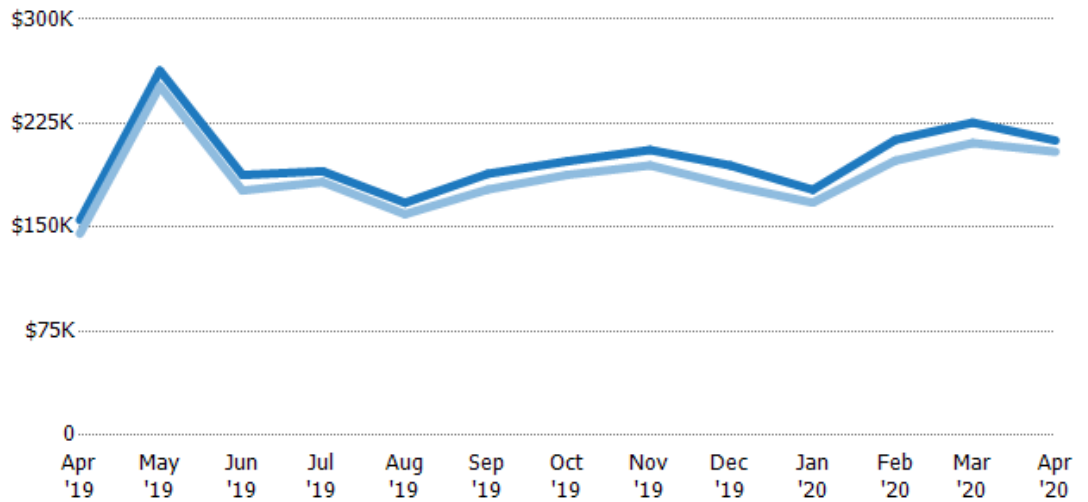
Current Year	\$112K	\$197K	\$135K	\$172K	\$146K	\$156K	\$174K	\$183K	\$146K	\$140K	\$120K	\$180K	\$188K
Prior Year	\$183K	\$157K	\$133K	\$159K	\$167K	\$145K	\$139K	\$171K	\$194K	\$155K	\$154K	\$146K	\$112K
Percent Change from Prior Year	-39%	26%	1%	8%	-12%	8%	25%	7%	-25%	-10%	-22%	23%	67%

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



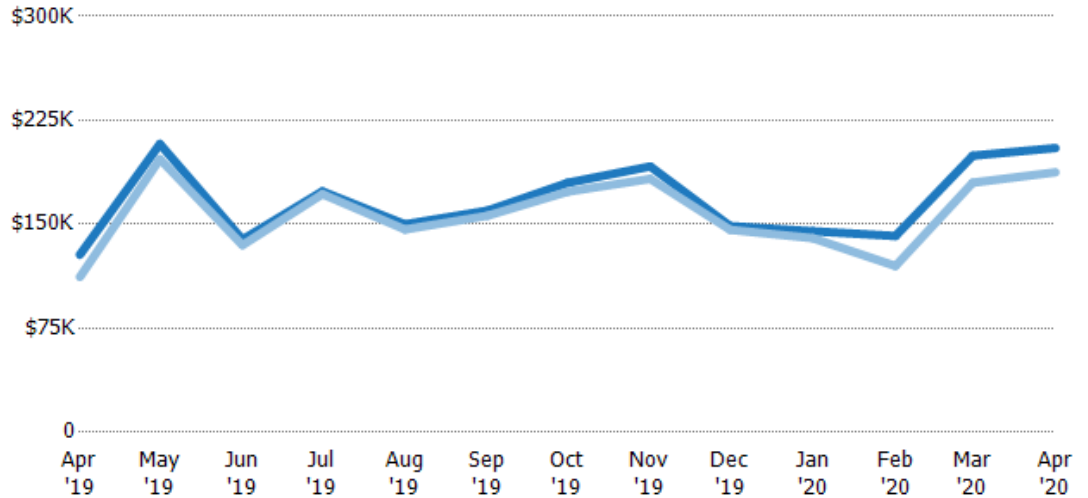
Avg List Price	\$155K	\$263K	\$188K	\$190K	\$168K	\$189K	\$198K	\$206K	\$195K	\$177K	\$213K	\$225K	\$213K
Avg Sales Price	\$145K	\$252K	\$176K	\$183K	\$159K	\$177K	\$188K	\$195K	\$180K	\$168K	\$198K	\$211K	\$204K
Avg Sales Price as a % of Avg List Price	94%	96%	94%	96%	95%	94%	95%	95%	93%	95%	93%	93%	96%

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



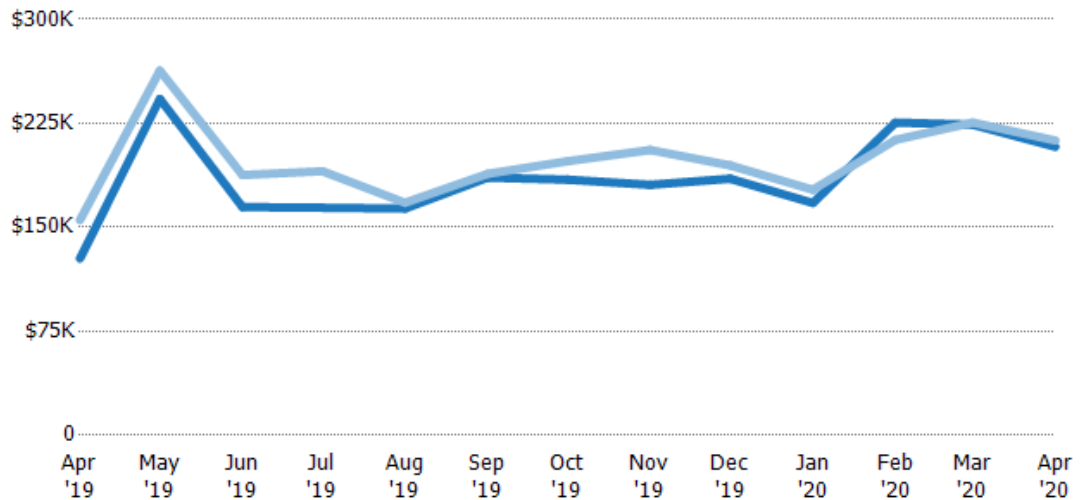
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$128K	\$208K	\$139K	\$174K	\$150K	\$160K	\$180K	\$192K	\$149K	\$145K	\$142K	\$199K	\$205K
Median Sales Price	\$112K	\$197K	\$135K	\$172K	\$146K	\$156K	\$174K	\$183K	\$146K	\$140K	\$120K	\$180K	\$188K
Med Sales Price as a % of Med List Price	88%	95%	97%	99%	98%	98%	96%	95%	98%	97%	85%	90%	91%

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



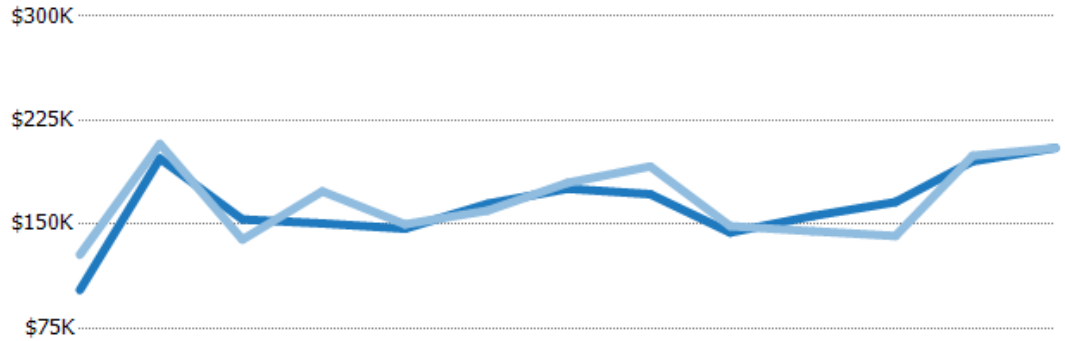
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$127K	\$243K	\$165K	\$164K	\$164K	\$186K	\$184K	\$181K	\$185K	\$168K	\$226K	\$224K	\$208K
Avg Sales Price	\$155K	\$263K	\$188K	\$190K	\$168K	\$189K	\$198K	\$206K	\$195K	\$177K	\$213K	\$225K	\$213K
Avg Sales Price as a % of Avg Est Value	122%	108%	114%	116%	103%	101%	107%	114%	105%	106%	94%	101%	102%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$103K	\$197K	\$154K	\$151K	\$147K	\$165K	\$176K	\$172K	\$144K	\$156K	\$166K	\$196K	\$205K
Median Sales Price	\$128K	\$208K	\$139K	\$174K	\$150K	\$160K	\$180K	\$192K	\$149K	\$145K	\$142K	\$199K	\$205K
Med Sales Price as a % of Med Est Value	125%	105%	91%	115%	102%	97%	102%	112%	103%	93%	85%	102%	100%