

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	41	109	-62.4%	136	222	-38.7%
New Listing Volume	\$11,306,700	\$24,613,250	-54.1%	\$31,005,300	\$50,517,775	-38.6%
Active Listing Count	163	267	-39%	N/A	N/A	
Active Listing Volume	\$44,530,308	\$65,850,124	-32.4%	N/A	N/A	
Average Listing Price	\$273,192	\$246,630	+10.8%	\$269,844	\$245,328	+10%
Median Listing Price	\$199,900	\$199,000	+0.5%	\$194,741	\$193,452	+0.7%
Median Days in RPR	191	78	+144.9%	210.02	167.3	+25.5%
Months of Inventory	12.5	12.1	+3.3%	10.9	11.1	-1.6%
Absorption Rate	7.98%	8.24%	-0.3%	9.16%	9.02%	+0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	52	43	+20.9%	155	133	+16.5%
New Pending Sales Volume	\$10,658,600	\$9,145,100	+16.5%	\$30,424,515	\$25,987,999	+17.1%
Pending Sales Count	73	51	+43.1%	N/A	N/A	
Pending Sales Volume	\$15,730,750	\$10,309,800	+52.6%	N/A	N/A	
Closed Sales Count	23	26	-11.5%	88	90	-2.2%
Closed Sales Volume	\$3,708,800	\$6,544,450	-43.3%	\$16,319,265	\$16,685,925	-2.2%
Average Sales Price	\$161,252	\$251,710	-35.9%	\$185,446	\$185,399	+0%
Median Sales Price	\$115,000	\$197,000	-41.6%	\$145,239	\$153,910	-5.6%

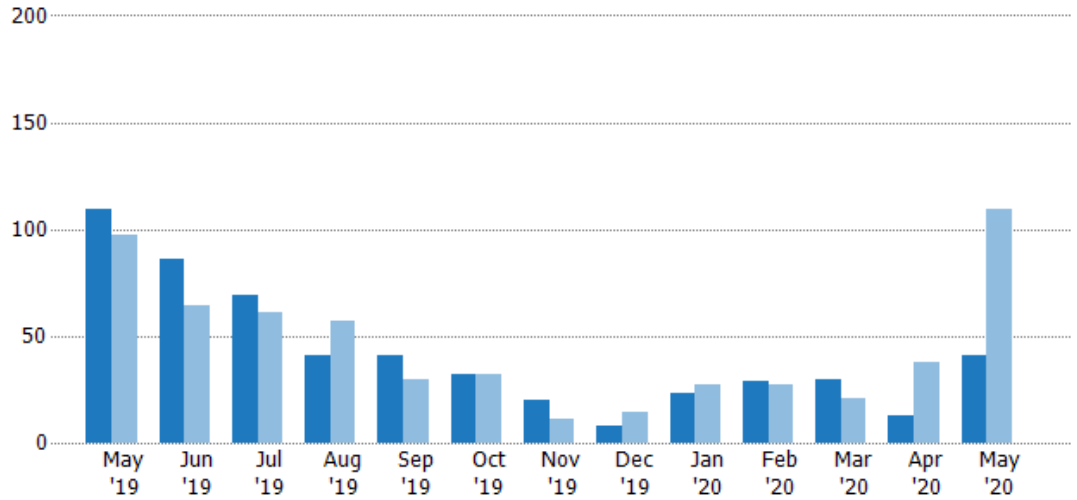
New Listings

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.
May '20	41	-62.4%
May '19	109	12.4%
May '18	97	-20.6%



Current Year	109	86	69	41	41	32	20	8	23	29	30	13	41
Prior Year	97	64	61	57	30	32	11	14	27	27	21	38	109
Percent Change from Prior Year	12%	34%	13%	-28%	37%	0%	82%	-43%	-15%	7%	43%	-66%	-62%

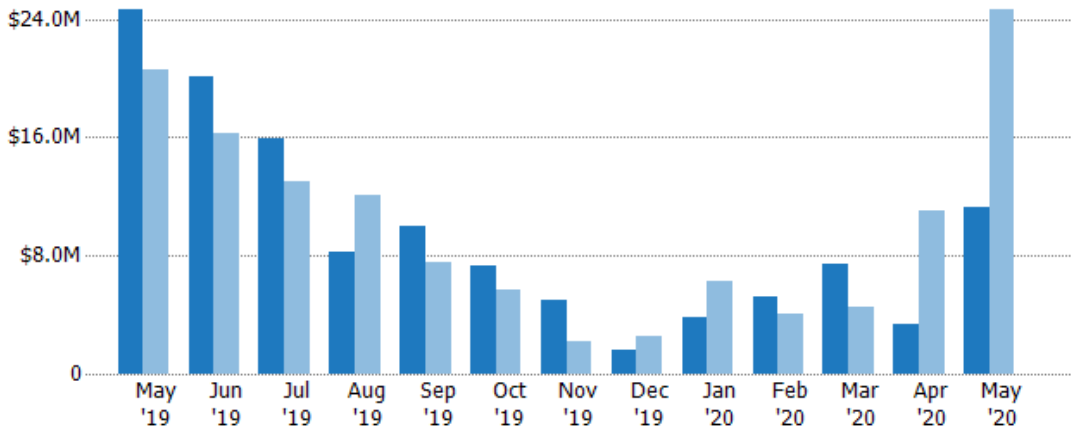
New Listing Volume

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.
May '20	\$11.3M	-54.1%
May '19	\$24.6M	19.3%
May '18	\$20.6M	-11.1%



Current Year	\$24.6M	\$20.1M	\$15.9M	\$8.22M	\$9.94M	\$7.35M	\$4.96M	\$1.58M	\$3.78M	\$5.18M	\$7.38M	\$3.36M	\$11.3M
Prior Year	\$20.6M	\$16.2M	\$13M	\$12.1M	\$7.56M	\$5.7M	\$2.22M	\$2.57M	\$6.3M	\$4.03M	\$4.57M	\$11M	\$24.6M
Percent Change from Prior Year	19%	24%	22%	-32%	31%	29%	123%	-38%	-40%	28%	61%	-69%	-54%

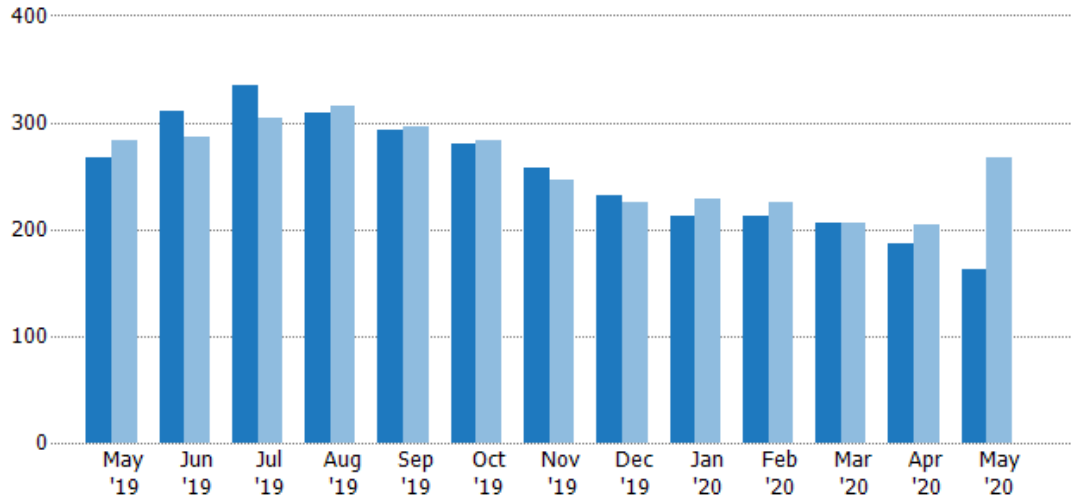
Active Listings

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.
May '20	163	-39%
May '19	267	-5.7%
May '18	283	1.1%



Current Year	267	310	334	309	293	280	257	232	213	213	206	187	163
Prior Year	283	286	304	315	296	283	246	225	228	225	206	205	267
Percent Change from Prior Year	-6%	8%	10%	-2%	-1%	-1%	4%	3%	-7%	-5%	0%	-9%	-39%

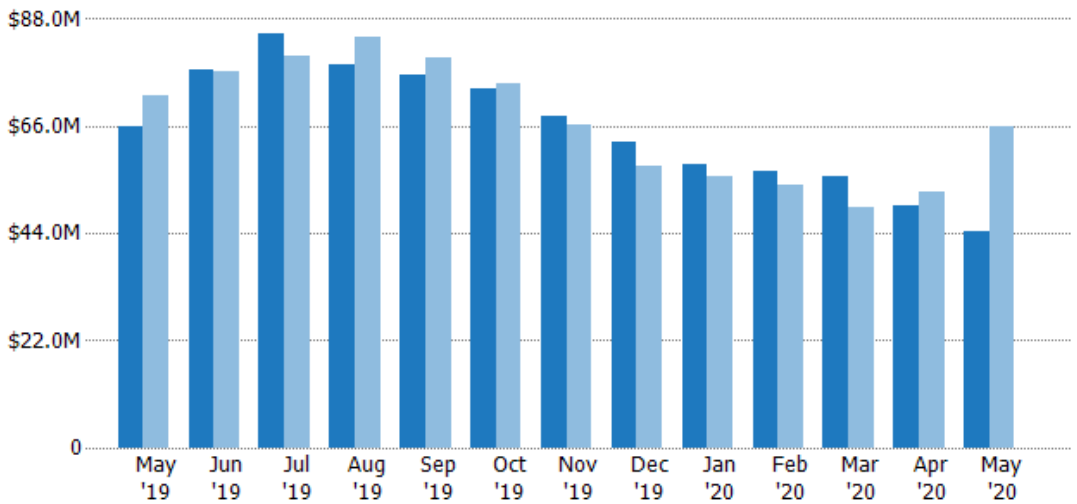
Active Listing Volume

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.
May '20	\$44.5M	-32.4%
May '19	\$65.9M	-8.8%
May '18	\$72.2M	-13.3%



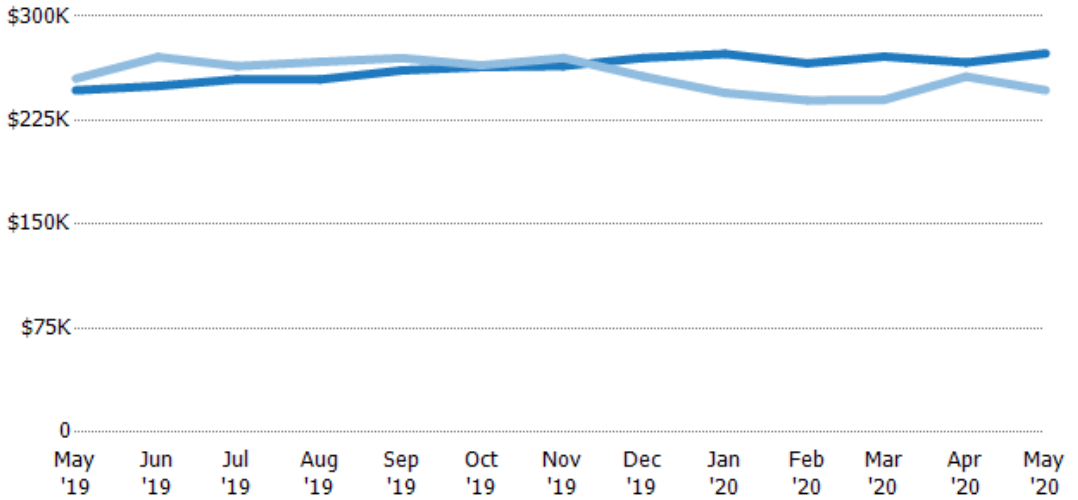
Current Year	\$65.9M	\$77.4M	\$85M	\$78.6M	\$76.5M	\$73.8M	\$67.9M	\$62.6M	\$58.1M	\$56.7M	\$55.8M	\$49.9M	\$44.5M
Prior Year	\$72.2M	\$77.4M	\$80.3M	\$84.1M	\$79.9M	\$74.9M	\$66.4M	\$57.7M	\$55.8M	\$53.9M	\$49.4M	\$52.6M	\$65.9M
Percent Change from Prior Year	-9%	0%	6%	-7%	-4%	-2%	2%	8%	4%	5%	13%	-5%	-32%

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



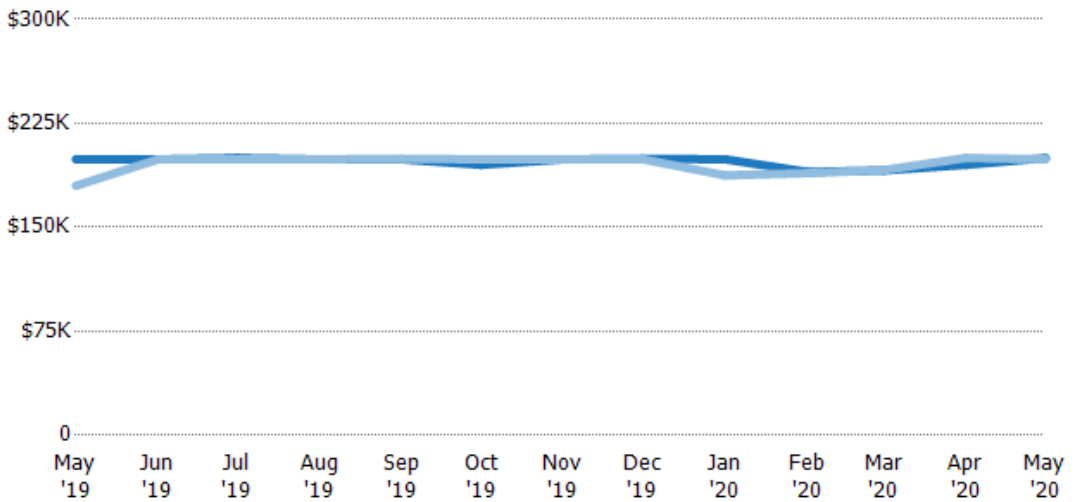
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$247K	\$250K	\$255K	\$254K	\$261K	\$263K	\$264K	\$270K	\$273K	\$266K	\$271K	\$267K	\$273K
Prior Year	\$255K	\$271K	\$264K	\$267K	\$270K	\$265K	\$270K	\$257K	\$245K	\$239K	\$240K	\$256K	\$247K
Percent Change from Prior Year	-3%	-8%	-4%	-5%	-3%	0%	-2%	5%	11%	11%	13%	4%	11%

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



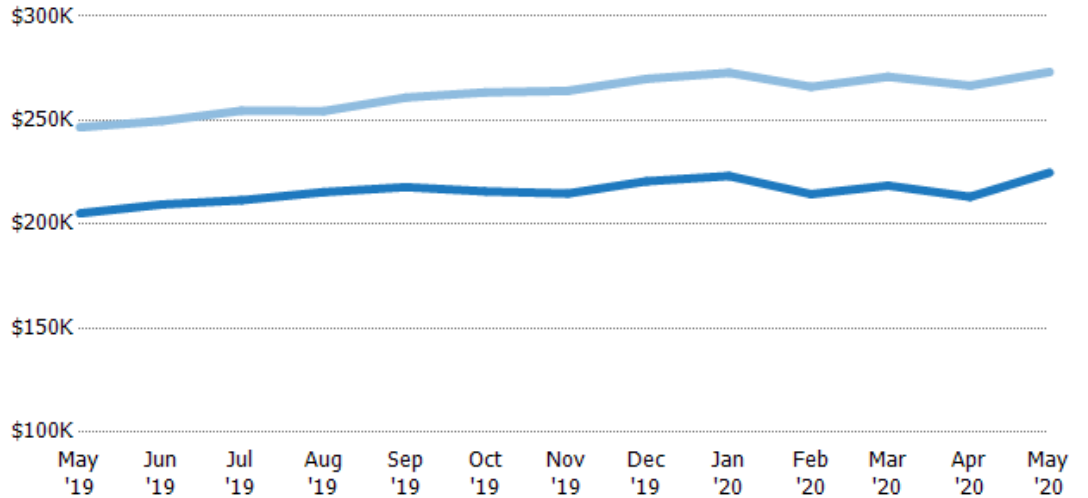
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$199K	\$199K	\$200K	\$199K	\$199K	\$195K	\$199K	\$199K	\$199K	\$190K	\$191K	\$195K	\$200K
Prior Year	\$180K	\$199K	\$199K	\$199K	\$199K	\$199K	\$199K	\$199K	\$187K	\$189K	\$191K	\$200K	\$199K
Percent Change from Prior Year	11%	0%	0%	0%	0%	-2%	0%	0%	6%	1%	0%	-3%	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



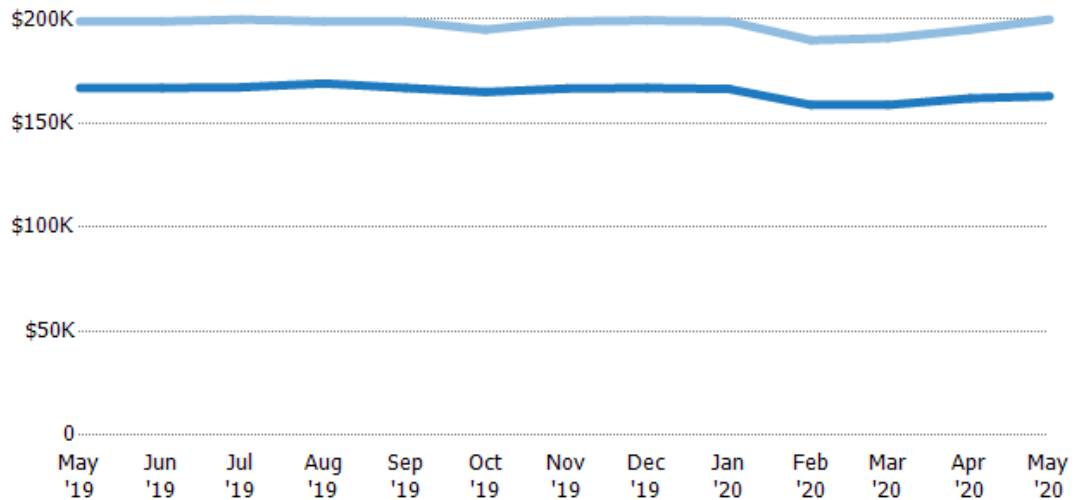
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$205K	\$210K	\$212K	\$215K	\$218K	\$216K	\$215K	\$221K	\$223K	\$214K	\$219K	\$213K	\$225K
Avg Listing Price	\$247K	\$250K	\$255K	\$254K	\$261K	\$263K	\$264K	\$270K	\$273K	\$266K	\$271K	\$267K	\$273K
Avg Listing Price as a % of Avg Est Value	120%	119%	120%	118%	120%	122%	123%	122%	122%	124%	124%	125%	122%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$167K	\$167K	\$167K	\$169K	\$167K	\$165K	\$167K	\$167K	\$166K	\$159K	\$159K	\$162K	\$163K
Median Listing Price	\$199K	\$199K	\$200K	\$199K	\$199K	\$195K	\$199K	\$199K	\$199K	\$190K	\$191K	\$195K	\$200K
Med Listing Price as a % of Med Est Value	119%	119%	120%	118%	119%	118%	119%	119%	120%	120%	120%	120%	123%

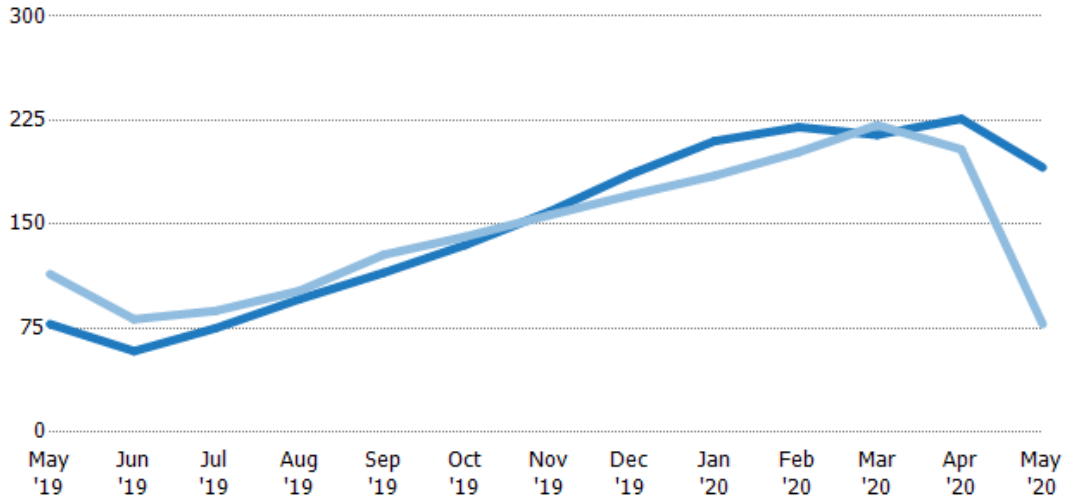
Median Days in RPR

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.
May '20	191	144.9%
May '19	78	-31.6%
May '18	114	22.8%



Current Year	78	58.5	75	96	115	135	159	186	210	220	215	226	191
Prior Year	114	81.5	87.5	102	128	141	157	171	185	202	222	204	78
Percent Change from Prior Year	-32%	-28%	-14%	-6%	-10%	-4%	2%	9%	14%	9%	-3%	11%	145%

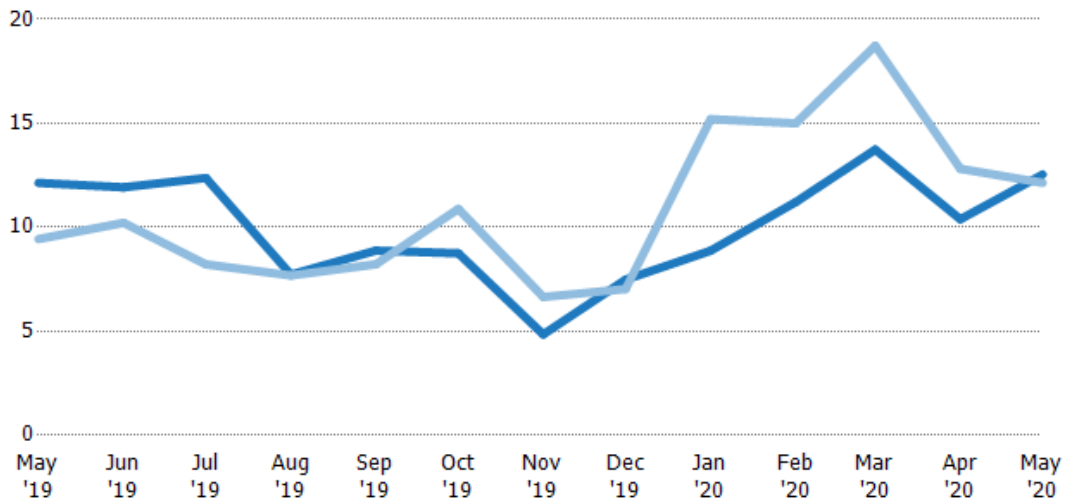
Months of Inventory

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.
May '20	12.5	3.3%
May '19	12.1	28.7%
May '18	9.43	89.5%



Current Year	12.1	11.9	12.4	7.73	8.88	8.75	4.85	7.48	8.88	11.2	13.7	10.4	12.5
Prior Year	9.43	10.2	8.22	7.68	8.22	10.9	6.65	7.03	15.2	15	18.7	12.8	12.1
Percent Change from Prior Year	29%	17%	51%	1%	8%	-20%	-27%	6%	-42%	-25%	-27%	-19%	3%

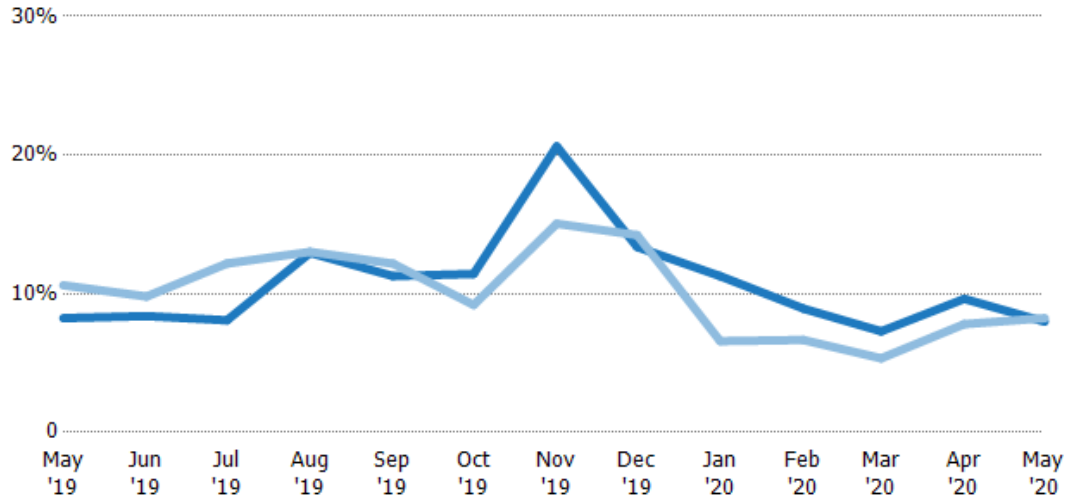
Absorption Rate

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.
May '20	8%	0.3%
May '19	8%	2.4%
May '18	11%	-47.3%



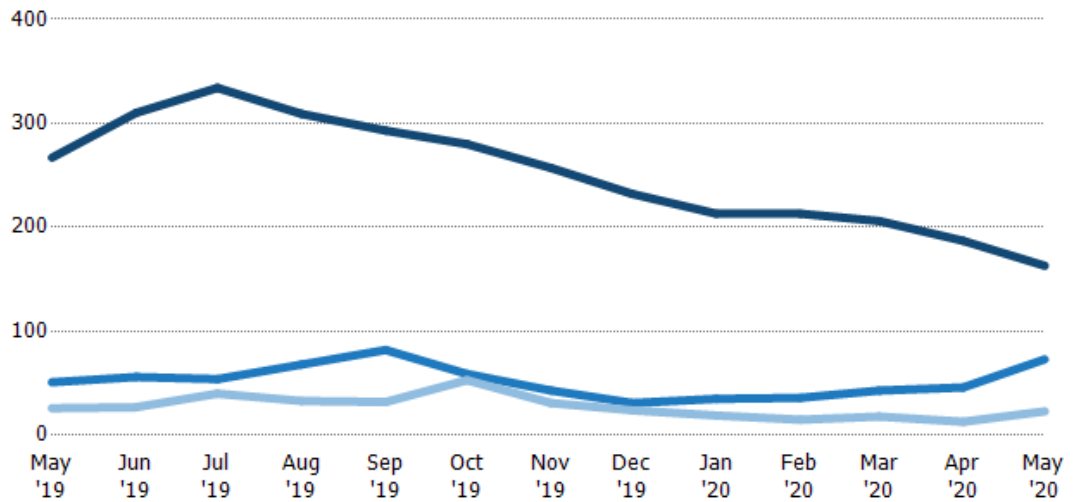
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	8%	8%	8%	13%	11%	11%	21%	13%	11%	9%	7%	10%	8%
Prior Year	11%	10%	12%	13%	12%	9%	15%	14%	7%	7%	5%	8%	8%
Change from Prior Year	2%	1%	4%	0%	1%	-2%	-6%	1%	-5%	-2%	-2%	-2%	0%

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



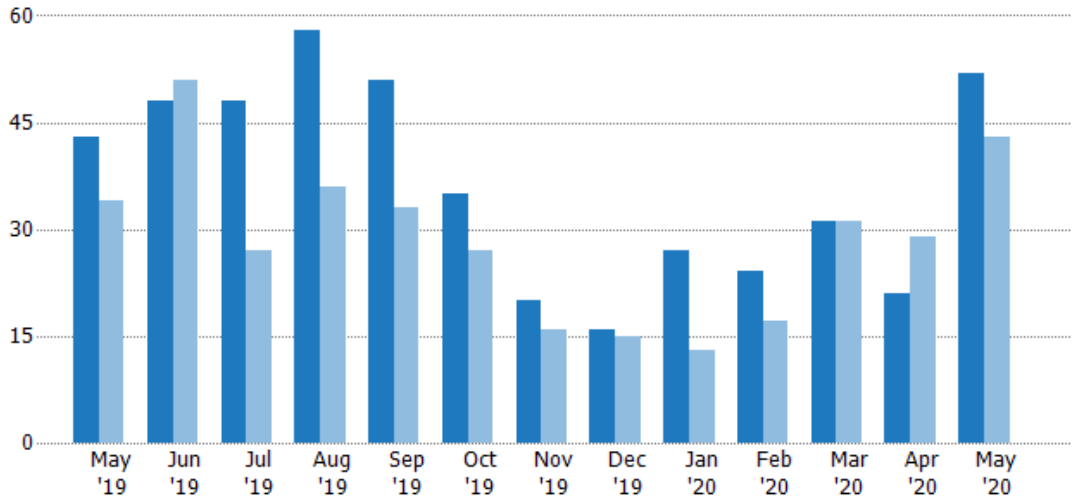
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	267	310	334	309	293	280	257	232	213	213	206	187	163
Pending	51	56	54	68	82	59	43	31	35	36	43	46	73
Sold	26	27	40	33	32	53	31	24	19	15	18	13	23

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



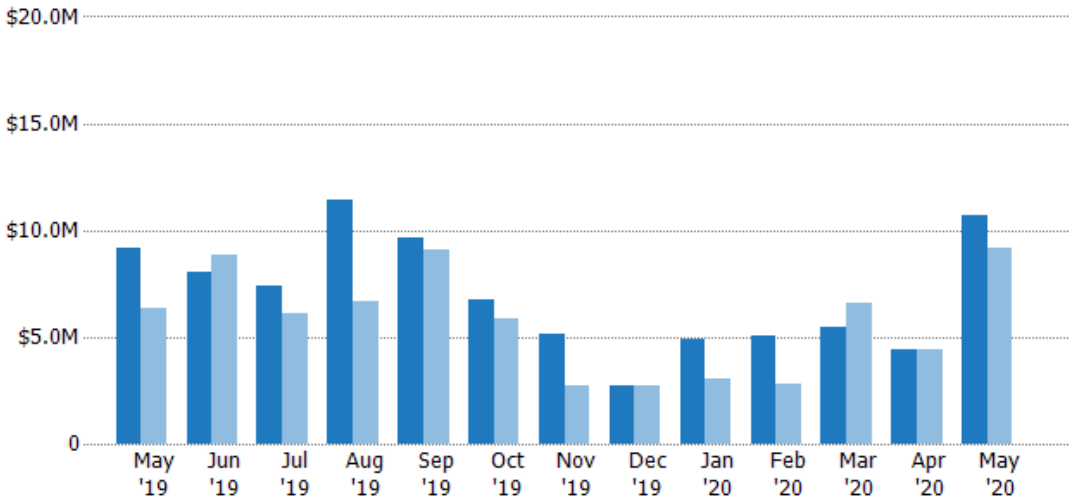
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	43	48	48	58	51	35	20	16	27	24	31	21	52
Prior Year	34	51	27	36	33	27	16	15	13	17	31	29	43
Percent Change from Prior Year	26%	-6%	78%	61%	55%	30%	25%	7%	108%	41%	0%	-28%	21%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$9.15M	\$8.04M	\$7.42M	\$11.4M	\$9.68M	\$6.71M	\$5.16M	\$2.75M	\$4.9M	\$5.06M	\$5.43M	\$4.38M	\$10.7M
Prior Year	\$6.36M	\$8.87M	\$6.15M	\$6.66M	\$9.05M	\$5.85M	\$2.7M	\$2.72M	\$3.07M	\$2.77M	\$6.59M	\$4.41M	\$9.15M
Percent Change from Prior Year	44%	-9%	21%	72%	7%	15%	91%	1%	59%	83%	-18%	-1%	17%

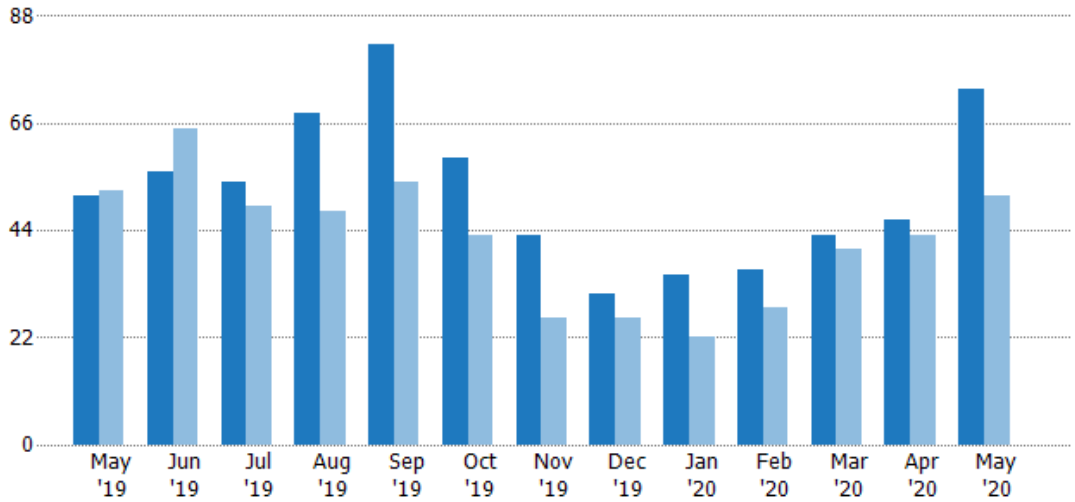
Pending Sales

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.
May '20	73	43.1%
May '19	51	-1.9%
May '18	52	-1.9%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	51	56	54	68	82	59	43	31	35	36	43	46	73
Prior Year	52	65	49	48	54	43	26	26	22	28	40	43	51
Percent Change from Prior Year	-2%	-14%	10%	42%	52%	37%	65%	19%	59%	29%	8%	7%	43%

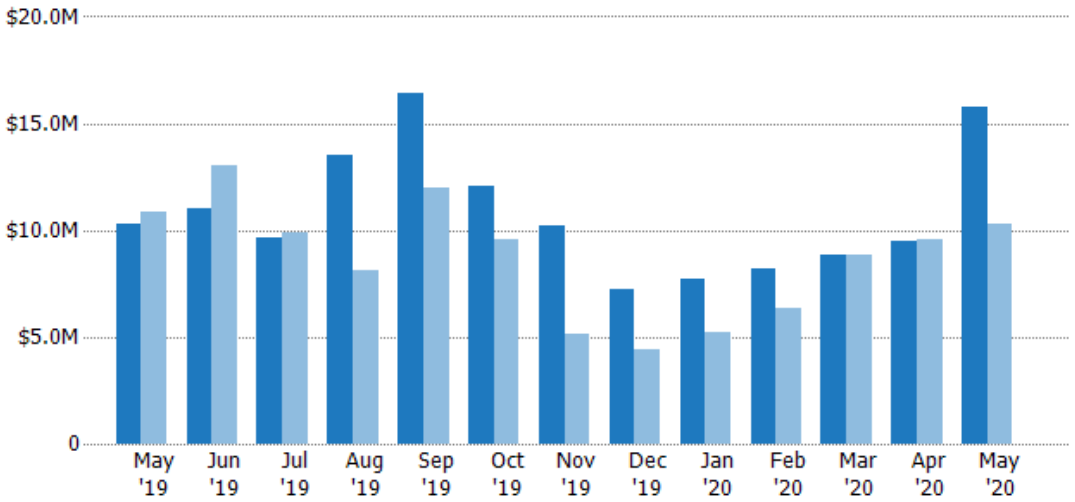
Pending Sales Volume

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.
May '20	\$15.7M	52.6%
May '19	\$10.3M	-5.2%
May '18	\$10.9M	2%



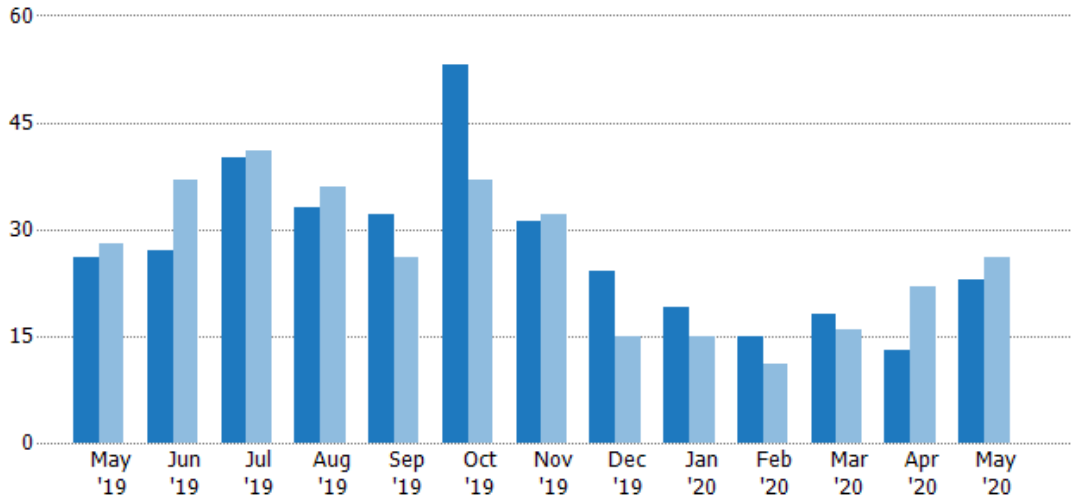
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$10.3M	\$11M	\$9.65M	\$13.5M	\$16.4M	\$12.1M	\$10.2M	\$7.23M	\$7.73M	\$8.24M	\$8.85M	\$9.5M	\$15.7M
Prior Year	\$10.9M	\$13M	\$9.91M	\$8.14M	\$12M	\$9.53M	\$5.17M	\$4.38M	\$5.23M	\$6.34M	\$8.8M	\$9.59M	\$10.3M
Percent Change from Prior Year	-5%	-15%	-3%	66%	36%	27%	97%	65%	48%	30%	1%	-1%	53%

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



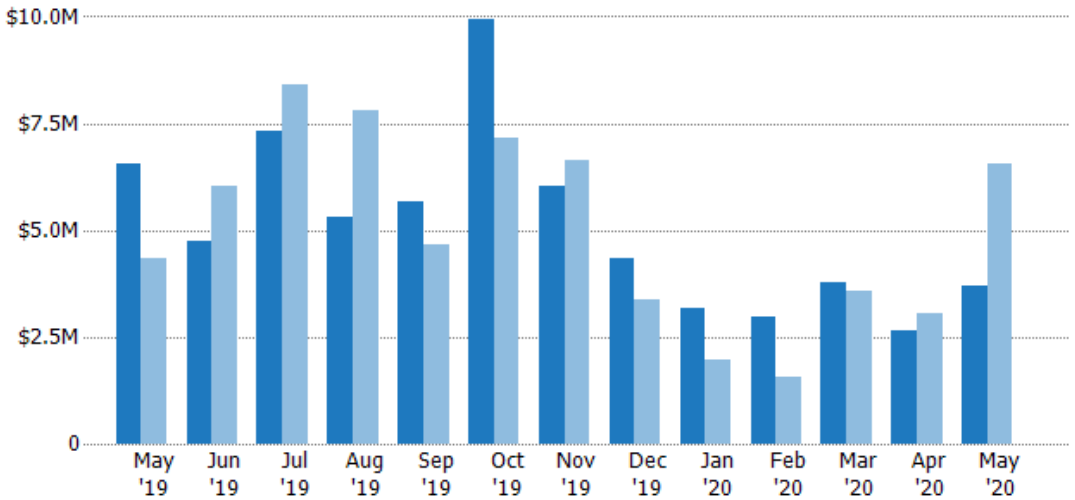
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	26	27	40	33	32	53	31	24	19	15	18	13	23
Prior Year	28	37	41	36	26	37	32	15	15	11	16	22	26
Percent Change from Prior Year	-7%	-27%	-2%	-8%	23%	43%	-3%	60%	27%	36%	13%	-41%	-12%

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



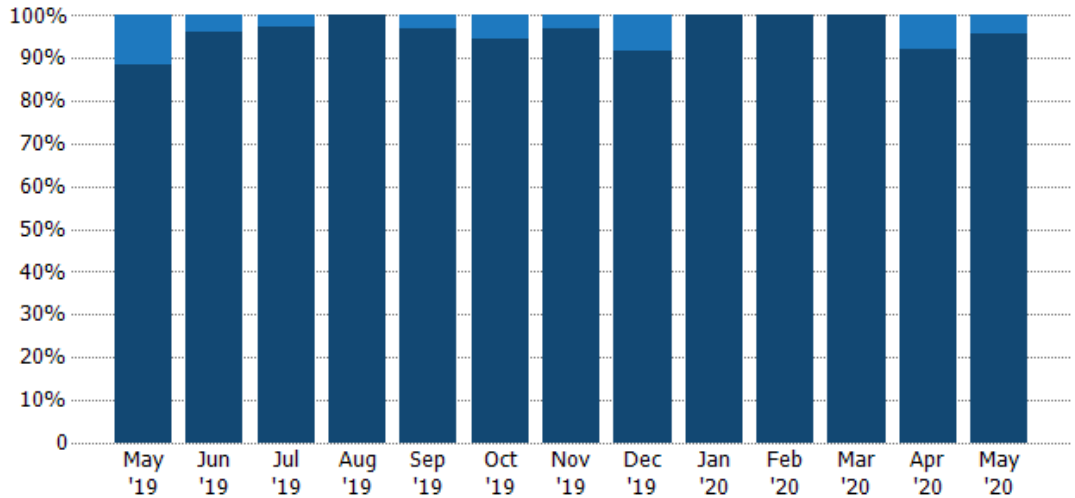
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$6.54M	\$4.76M	\$7.31M	\$5.29M	\$5.67M	\$9.95M	\$6.04M	\$4.33M	\$3.19M	\$2.97M	\$3.79M	\$2.66M	\$3.71M
Prior Year	\$4.34M	\$6.04M	\$8.39M	\$7.82M	\$4.67M	\$7.17M	\$6.63M	\$3.36M	\$1.97M	\$1.55M	\$3.56M	\$3.07M	\$6.54M
Percent Change from Prior Year	51%	-21%	-13%	-32%	21%	39%	-9%	29%	62%	92%	7%	-13%	-43%

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



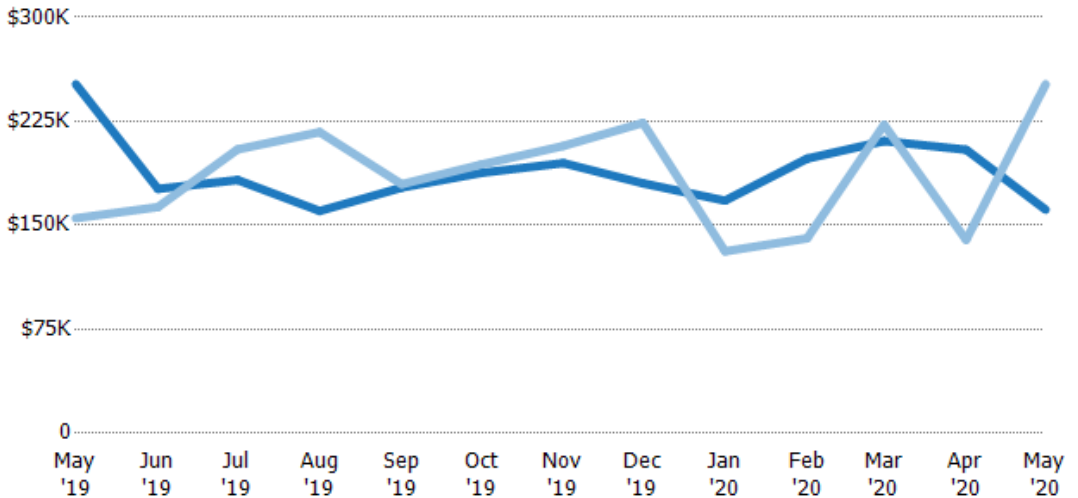
Condo/Townhouse	12%	4%	3%	-	3%	6%	3%	8%	-	-	-	8%	4%
Single Family Residence	88%	96%	98%	100%	97%	94%	97%	92%	100%	100%	100%	92%	96%

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.
May '20	\$161K	-35.9%
May '19	\$252K	62.3%
May '18	\$155K	-12.2%

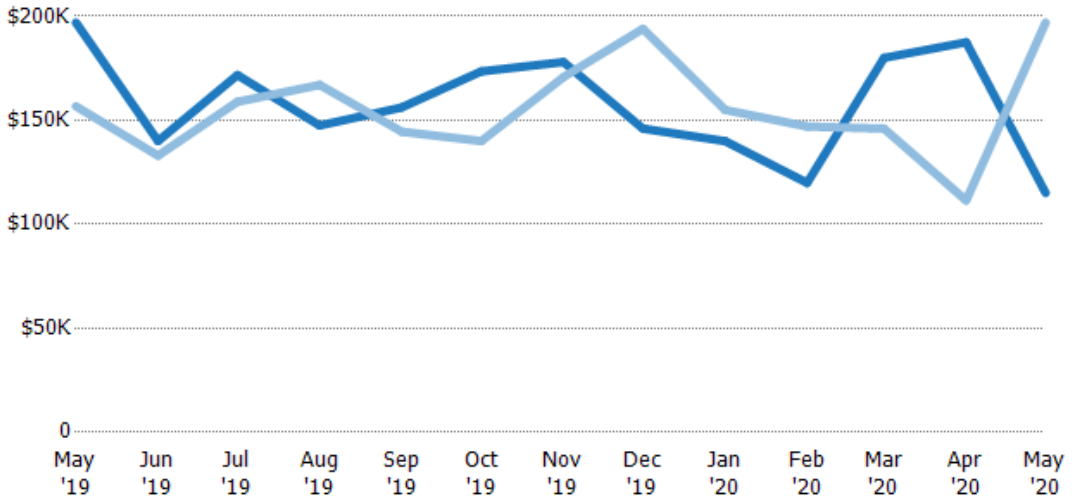
Current Year	\$252K	\$176K	\$183K	\$160K	\$177K	\$188K	\$195K	\$180K	\$168K	\$198K	\$211K	\$204K	\$161K
Prior Year	\$155K	\$163K	\$205K	\$217K	\$180K	\$194K	\$207K	\$224K	\$131K	\$141K	\$222K	\$139K	\$252K
Percent Change from Prior Year	62%	8%	-11%	-26%	-1%	-3%	-6%	-19%	28%	41%	-5%	47%	-36%

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



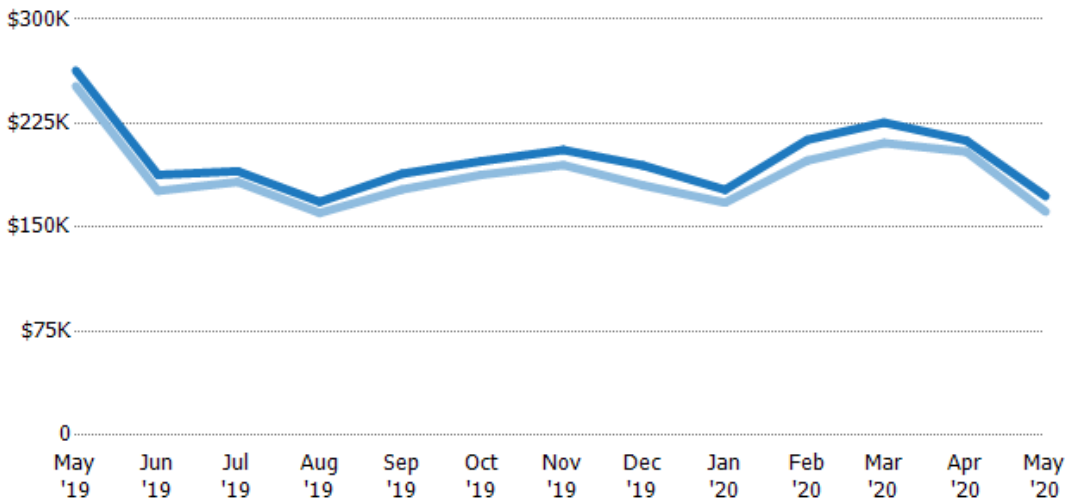
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$197K	\$140K	\$172K	\$148K	\$156K	\$174K	\$178K	\$146K	\$140K	\$120K	\$180K	\$188K	\$115K
Prior Year	\$157K	\$133K	\$159K	\$167K	\$145K	\$140K	\$171K	\$194K	\$155K	\$147K	\$146K	\$111K	\$197K
Percent Change from Prior Year	26%	5%	8%	-12%	8%	24%	4%	-25%	-10%	-18%	23%	68%	-42%

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



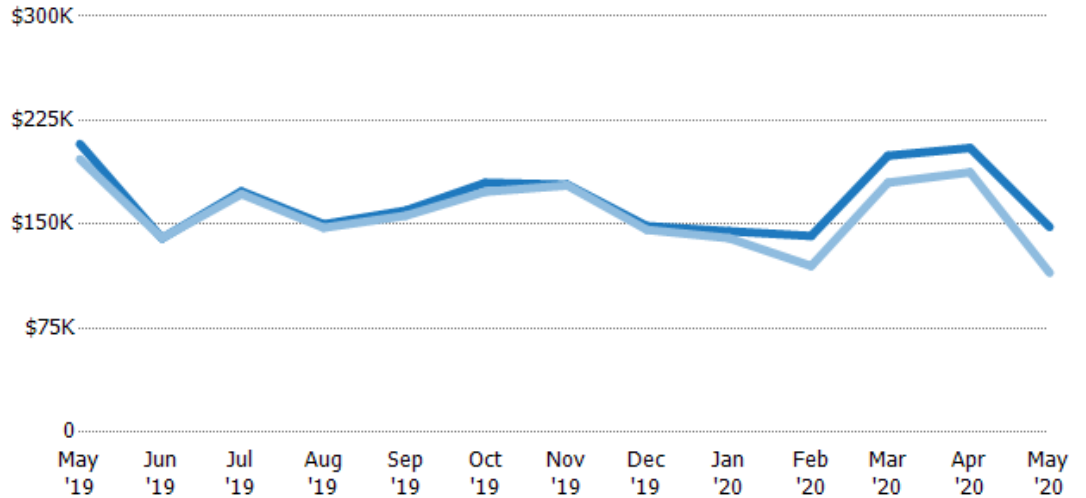
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg List Price	\$263K	\$188K	\$190K	\$168K	\$189K	\$198K	\$206K	\$195K	\$177K	\$213K	\$225K	\$213K	\$172K
Avg Sales Price	\$252K	\$176K	\$183K	\$160K	\$177K	\$188K	\$195K	\$180K	\$168K	\$198K	\$211K	\$204K	\$161K
Avg Sales Price as a % of Avg List Price	96%	94%	96%	95%	94%	95%	95%	93%	95%	93%	93%	96%	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



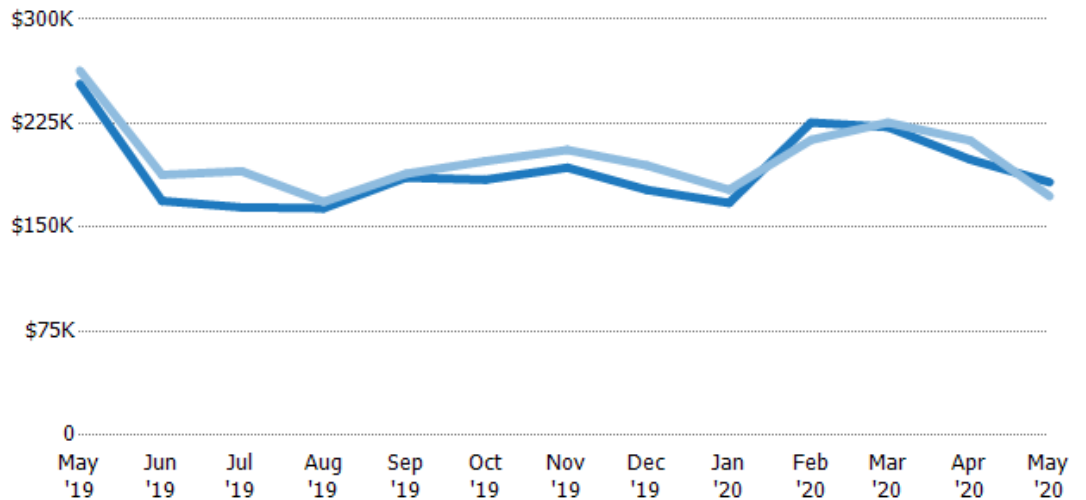
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$208K	\$140K	\$174K	\$150K	\$160K	\$180K	\$179K	\$149K	\$145K	\$142K	\$199K	\$205K	\$148K
Median Sales Price	\$197K	\$140K	\$172K	\$148K	\$156K	\$174K	\$178K	\$146K	\$140K	\$120K	\$180K	\$188K	\$115K
Med Sales Price as a % of Med List Price	95%	100%	99%	98%	98%	96%	100%	98%	97%	85%	90%	91%	78%

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



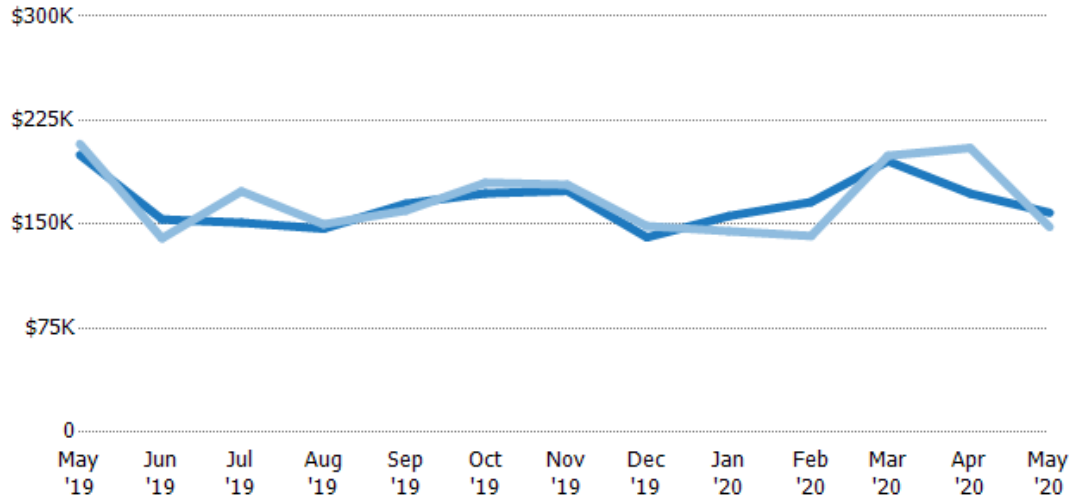
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$253K	\$169K	\$164K	\$164K	\$186K	\$184K	\$193K	\$177K	\$168K	\$226K	\$222K	\$199K	\$183K
Avg Sales Price	\$263K	\$188K	\$190K	\$168K	\$189K	\$198K	\$206K	\$195K	\$177K	\$213K	\$225K	\$213K	\$172K
Avg Sales Price as a % of Avg Est Value	104%	111%	116%	103%	101%	107%	107%	110%	106%	94%	101%	107%	94%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$200K	\$154K	\$151K	\$147K	\$165K	\$172K	\$174K	\$141K	\$156K	\$166K	\$196K	\$172K	\$158K
Median Sales Price	\$208K	\$140K	\$174K	\$150K	\$160K	\$180K	\$179K	\$149K	\$145K	\$142K	\$199K	\$205K	\$148K
Med Sales Price as a % of Med Est Value	104%	91%	115%	102%	97%	104%	103%	106%	93%	85%	102%	119%	93%