

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	68	86	-20.9%	203	309	-34.3%
New Listing Volume	\$20,551,900	\$20,047,113	+2.5%	\$51,101,000	\$70,888,138	-27.9%
Active Listing Count	165	311	-46.9%	N/A	N/A	
Active Listing Volume	\$50,238,658	\$77,588,387	-35.2%	N/A	N/A	
Average Listing Price	\$304,477	\$249,480	+22%	\$275,600	\$246,151	+12%
Median Listing Price	\$215,000	\$198,000	+8.6%	\$197,923	\$193,048	+2.5%
Median Days in RPR	110	58	+89.7%	194.77	141.55	+37.6%
Months of Inventory	6.9	12	-42.5%	10	10.3	-2.6%
Absorption Rate	14.55%	8.36%	+6.2%	9.99%	9.74%	+0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	67	48	+39.6%	220	183	+20.2%
New Pending Sales Volume	\$16,608,350	\$8,036,500	+106.7%	\$46,882,365	\$34,654,499	+35.3%
Pending Sales Count	102	57	+78.9%	N/A	N/A	
Pending Sales Volume	\$23,757,650	\$11,166,400	+112.8%	N/A	N/A	
Closed Sales Count	29	27	+7.4%	117	118	-0.8%
Closed Sales Volume	\$5,852,100	\$4,758,150	+23%	\$22,171,865	\$21,939,075	+1.1%
Average Sales Price	\$201,797	\$176,228	+14.5%	\$189,503	\$185,924	+1.9%
Median Sales Price	\$160,000	\$140,000	+14.3%	\$148,785	\$151,330	-1.7%

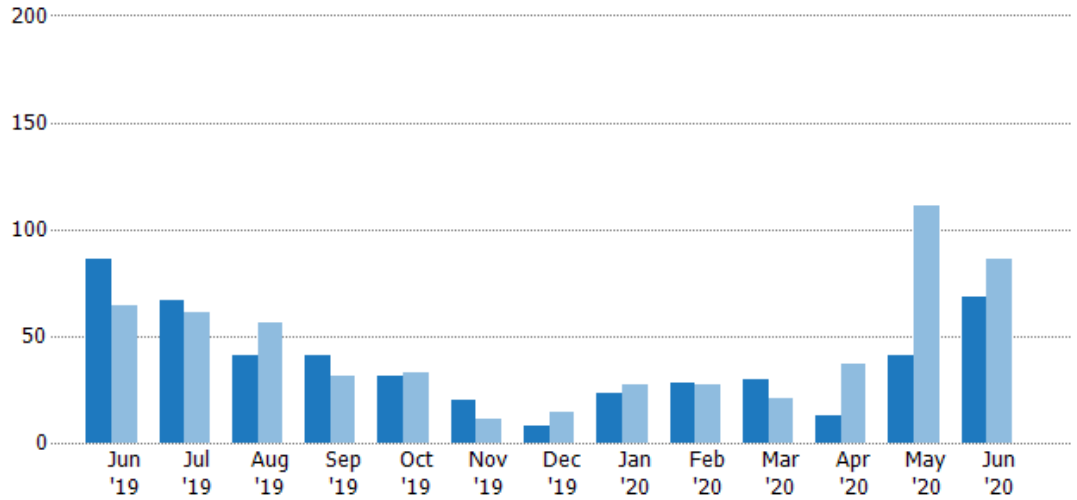
New Listings

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.
Jun '20	68	-20.9%
Jun '19	86	34.4%
Jun '18	64	20.3%



Current Year	86	67	41	41	31	20	8	23	28	30	13	41	68
Prior Year	64	61	56	31	33	11	14	27	27	21	37	111	86
Percent Change from Prior Year	34%	10%	-27%	32%	-6%	82%	-43%	-15%	4%	43%	-65%	-63%	-21%

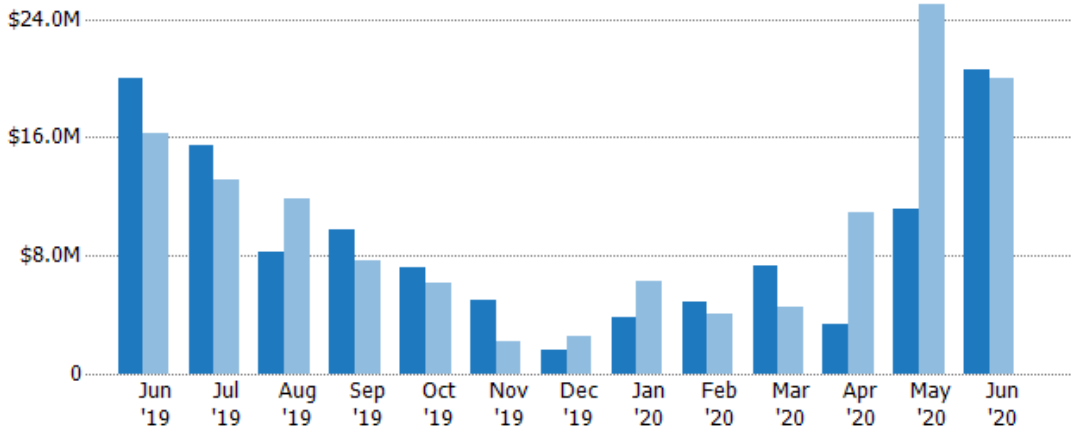
New Listing Volume

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.
Jun '20	\$20.6M	2.5%
Jun '19	\$20M	23.6%
Jun '18	\$16.2M	41.9%



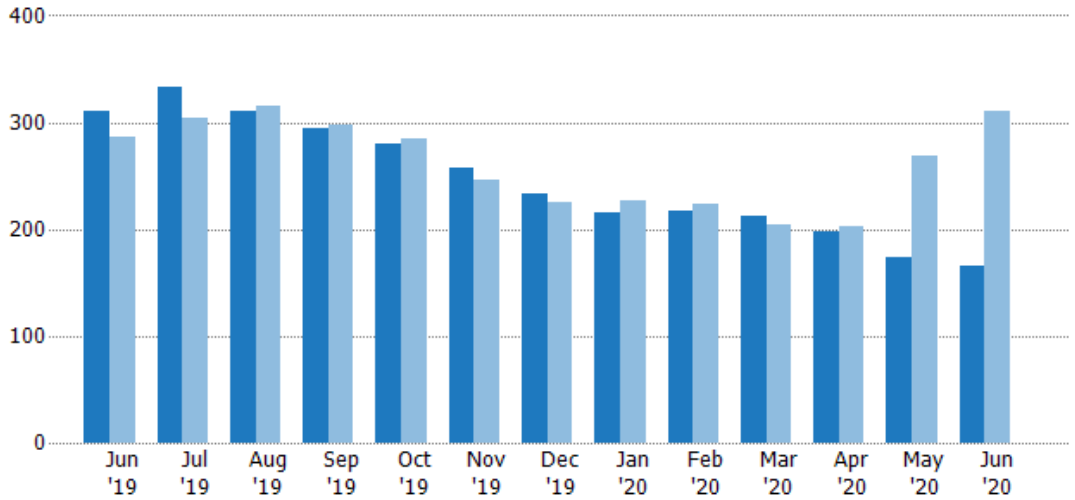
Current Year	\$20M	\$15.4M	\$8.22M	\$9.81M	\$7.19M	\$4.96M	\$1.57M	\$3.77M	\$4.92M	\$7.29M	\$3.36M	\$11.2M	\$20.6M
Prior Year	\$16.2M	\$13.1M	\$11.9M	\$7.69M	\$6.17M	\$2.22M	\$2.57M	\$6.3M	\$4.03M	\$4.57M	\$10.9M	\$25.1M	\$20M
Percent Change from Prior Year	24%	18%	-31%	28%	16%	123%	-39%	-40%	22%	60%	-69%	-55%	3%

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



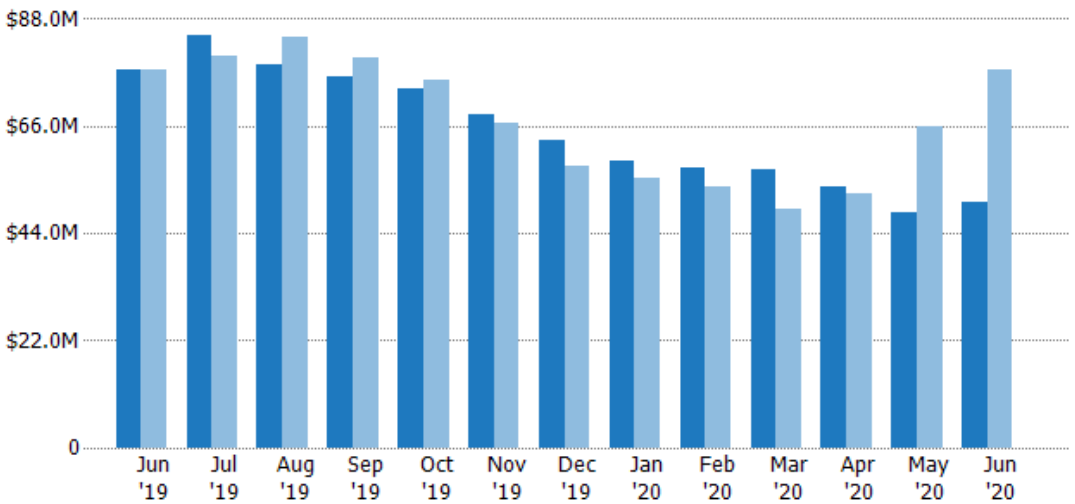
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	311	333	310	294	280	258	233	216	217	212	197	174	165
Prior Year	286	304	315	297	284	246	225	227	224	205	203	268	311
Percent Change from Prior Year	9%	10%	-2%	-1%	-1%	5%	4%	-5%	-3%	3%	-3%	-35%	-47%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$77.6M	\$84.8M	\$78.6M	\$76.3M	\$73.6M	\$68.4M	\$63.2M	\$58.9M	\$57.5M	\$57.2M	\$53.4M	\$48.2M	\$50.2M
Prior Year	\$77.4M	\$80.3M	\$84.2M	\$80.1M	\$75.4M	\$66.6M	\$57.9M	\$55.5M	\$53.5M	\$49.1M	\$52.2M	\$66.1M	\$77.6M
Percent Change from Prior Year	0%	6%	-7%	-5%	-2%	3%	9%	6%	7%	17%	2%	-27%	-35%

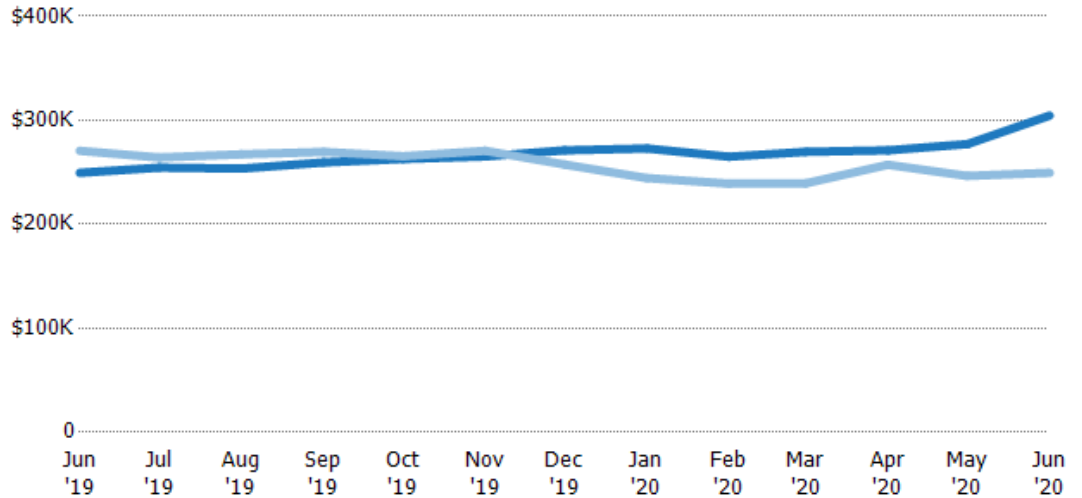
Average Listing Price

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.
Jun '20	\$304K	22%
Jun '19	\$249K	-7.8%
Jun '18	\$271K	-9.8%



Current Year	\$249K	\$255K	\$254K	\$259K	\$263K	\$265K	\$271K	\$273K	\$265K	\$270K	\$271K	\$277K	\$304K
Prior Year	\$271K	\$264K	\$267K	\$270K	\$265K	\$271K	\$257K	\$244K	\$239K	\$239K	\$257K	\$246K	\$249K
Percent Change from Prior Year	-8%	-4%	-5%	-4%	-1%	-2%	5%	12%	11%	13%	5%	12%	22%

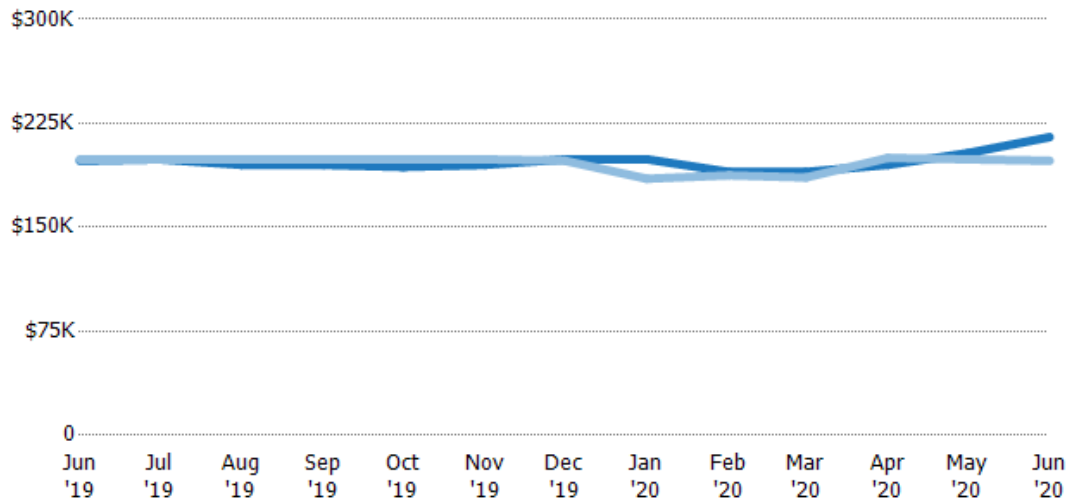
Median Listing Price

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.
Jun '20	\$215K	8.6%
Jun '19	\$198K	-0.5%
Jun '18	\$199K	-10.1%



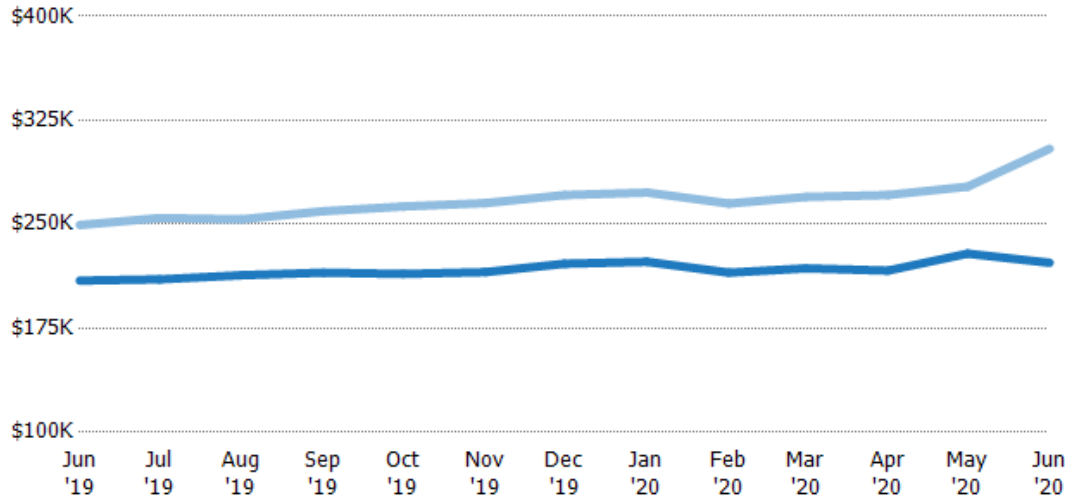
Current Year	\$198K	\$199K	\$195K	\$195K	\$194K	\$195K	\$199K	\$199K	\$190K	\$190K	\$195K	\$203K	\$215K
Prior Year	\$199K	\$199K	\$199K	\$199K	\$199K	\$199K	\$198K	\$185K	\$187K	\$186K	\$200K	\$199K	\$198K
Percent Change from Prior Year	-1%	0%	-2%	-2%	-3%	-2%	1%	8%	1%	2%	-3%	2%	9%

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



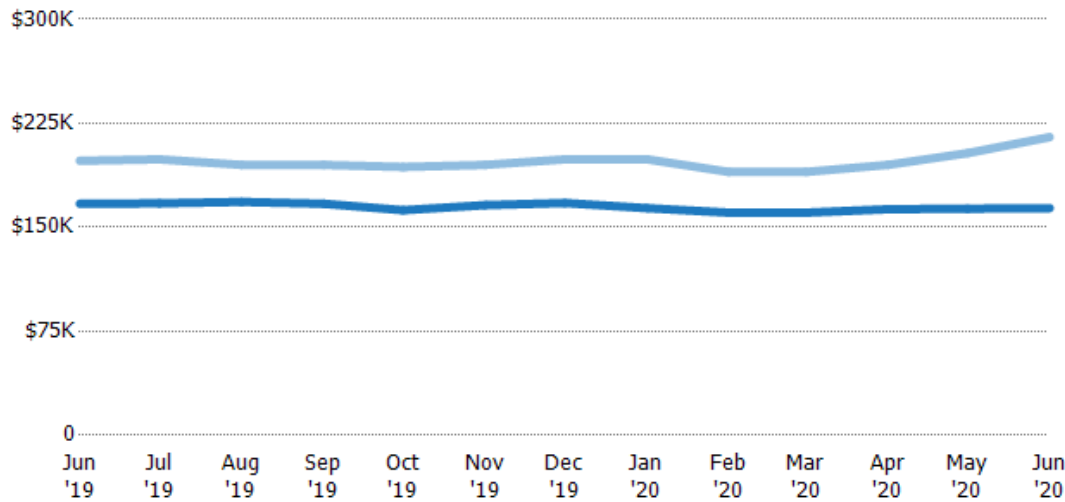
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$209K	\$210K	\$213K	\$215K	\$214K	\$216K	\$222K	\$223K	\$215K	\$218K	\$217K	\$229K	\$222K
Avg Listing Price	\$249K	\$255K	\$254K	\$259K	\$263K	\$265K	\$271K	\$273K	\$265K	\$270K	\$271K	\$277K	\$304K
Avg Listing Price as a % of Avg Est Value	119%	121%	119%	121%	123%	123%	122%	122%	123%	124%	125%	121%	137%

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



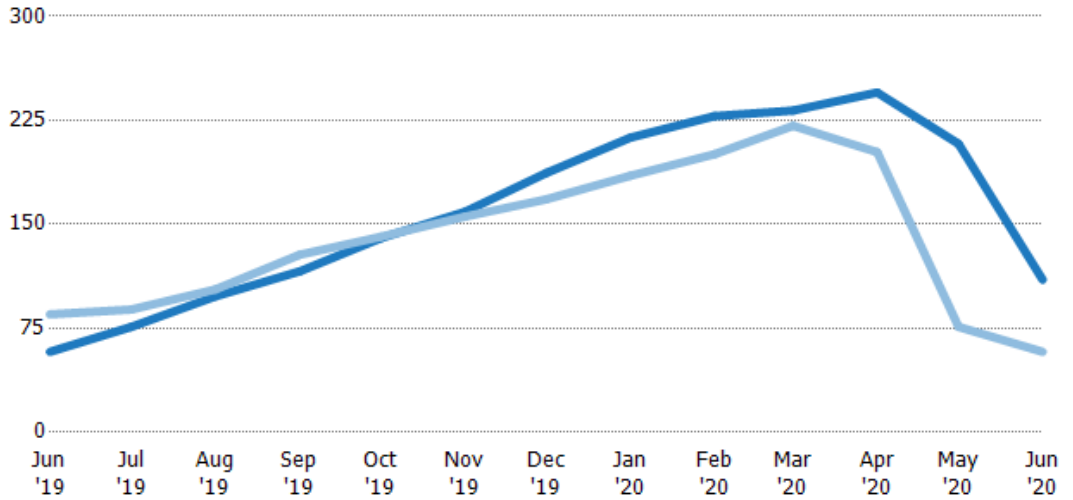
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$167K	\$167K	\$168K	\$167K	\$162K	\$166K	\$168K	\$164K	\$161K	\$161K	\$163K	\$163K	\$164K
Median Listing Price	\$198K	\$199K	\$195K	\$195K	\$194K	\$195K	\$199K	\$199K	\$190K	\$190K	\$195K	\$203K	\$215K
Med Listing Price as a % of Med Est Value	119%	119%	116%	117%	119%	117%	119%	121%	118%	118%	120%	125%	131%

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



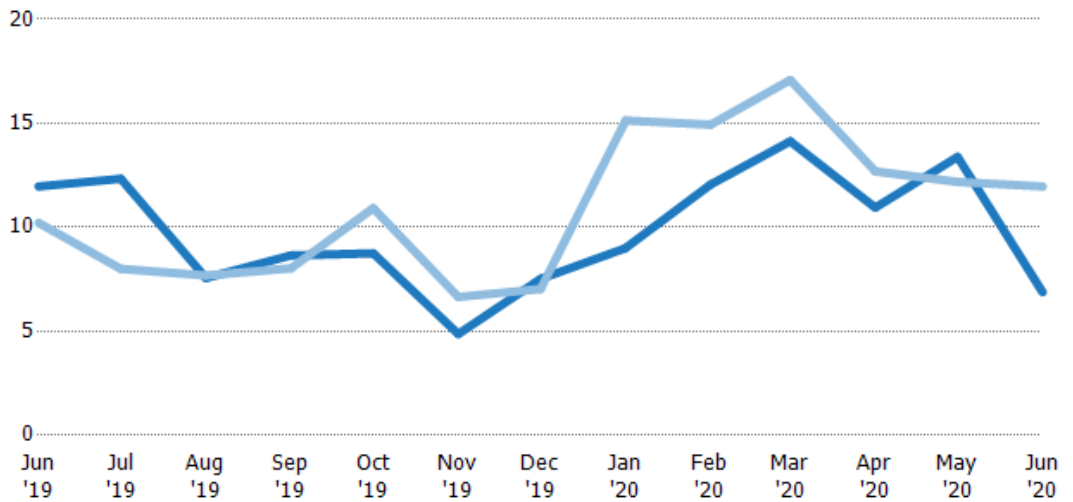
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	58	76	98	116	140	159	187	213	228	232	245	208	110
Prior Year	85	88.5	103	128	141	156	168	185	201	221	202	76	58
Percent Change from Prior Year	-32%	-14%	-5%	-9%	-1%	2%	11%	15%	14%	5%	21%	174%	90%

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



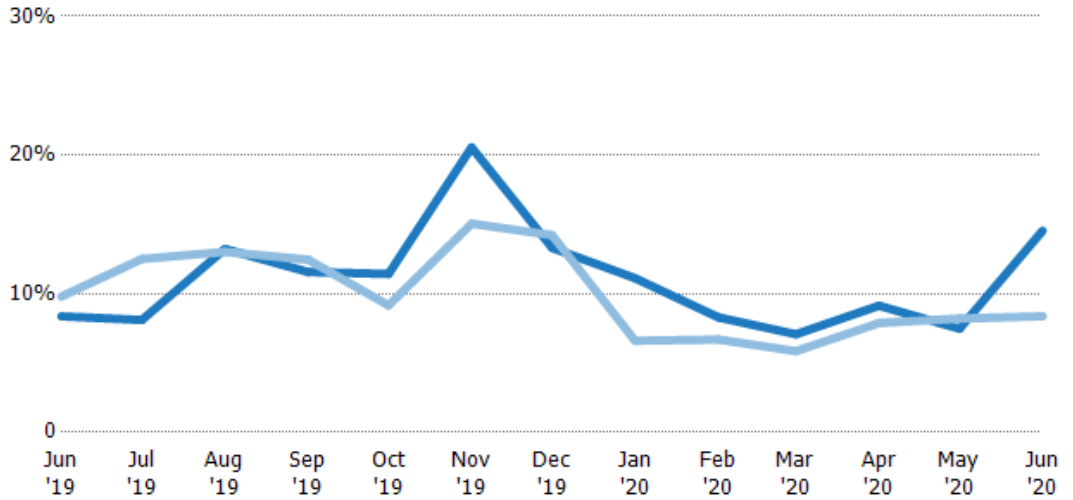
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	12	12.3	7.56	8.65	8.75	4.87	7.52	9	12.1	14.1	10.9	13.4	6.88
Prior Year	10.2	8	7.68	8.03	10.9	6.65	7.03	15.1	14.9	17.1	12.7	12.2	12
Percent Change from Prior Year	17%	54%	-2%	8%	-20%	-27%	7%	-41%	-19%	-17%	-14%	10%	-43%

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.
Jun '20	15%	-6.2%
Jun '19	8%	1.4%
Jun '18	10%	-32.9%

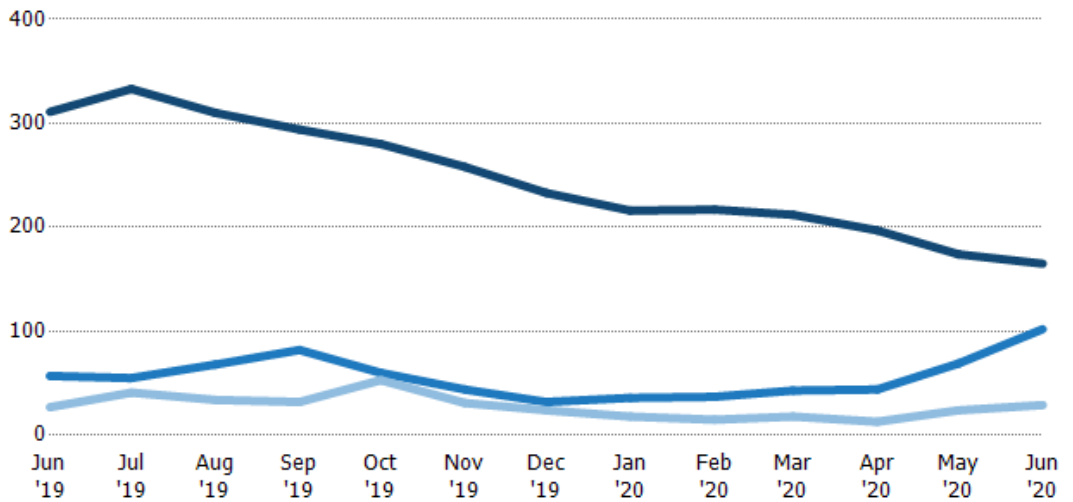
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	8%	8%	13%	12%	11%	21%	13%	11%	8%	7%	9%	7%	15%
Prior Year	10%	13%	13%	12%	9%	15%	14%	7%	7%	6%	8%	8%	8%
Change from Prior Year	1%	4%	0%	1%	-2%	-6%	1%	-5%	-2%	-1%	-1%	1%	-6%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	311	333	310	294	280	258	233	216	217	212	197	174	165
Pending	57	55	68	82	60	44	32	36	37	43	44	69	102
Sold	27	41	34	32	53	31	24	18	15	18	13	24	29

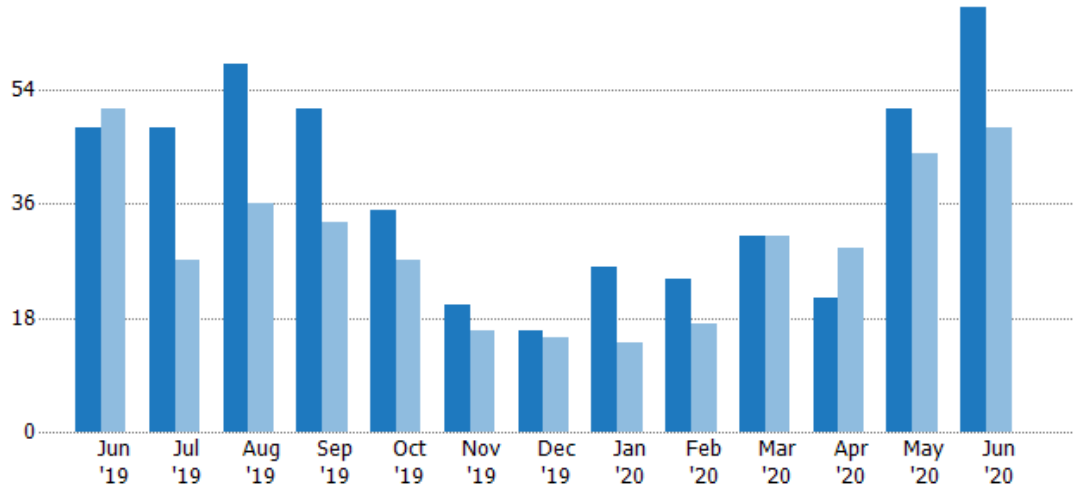
New Pending Sales

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.
Jun '20	67	39.6%
Jun '19	48	-5.9%
Jun '18	51	-39.2%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	48	48	58	51	35	20	16	26	24	31	21	51	67
Prior Year	51	27	36	33	27	16	15	14	17	31	29	44	48
Percent Change from Prior Year	-6%	78%	61%	55%	30%	25%	7%	86%	41%	0%	-28%	16%	40%

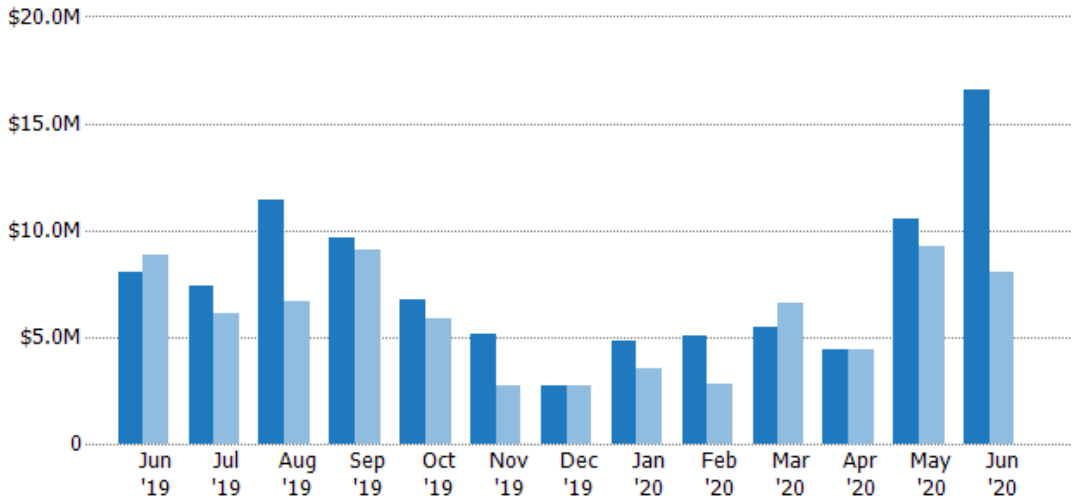
New Pending Sales Volume

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.
Jun '20	\$16.6M	106.7%
Jun '19	\$8.04M	-9.4%
Jun '18	\$8.87M	-34.8%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$8.04M	\$7.42M	\$11.4M	\$9.68M	\$6.71M	\$5.16M	\$2.75M	\$4.83M	\$5.06M	\$5.43M	\$4.38M	\$10.6M	\$16.6M
Prior Year	\$8.87M	\$6.15M	\$6.66M	\$9.05M	\$5.85M	\$2.7M	\$2.72M	\$3.57M	\$2.77M	\$6.59M	\$4.41M	\$9.28M	\$8.04M
Percent Change from Prior Year	-9%	21%	72%	7%	15%	91%	1%	35%	83%	-18%	-1%	14%	107%

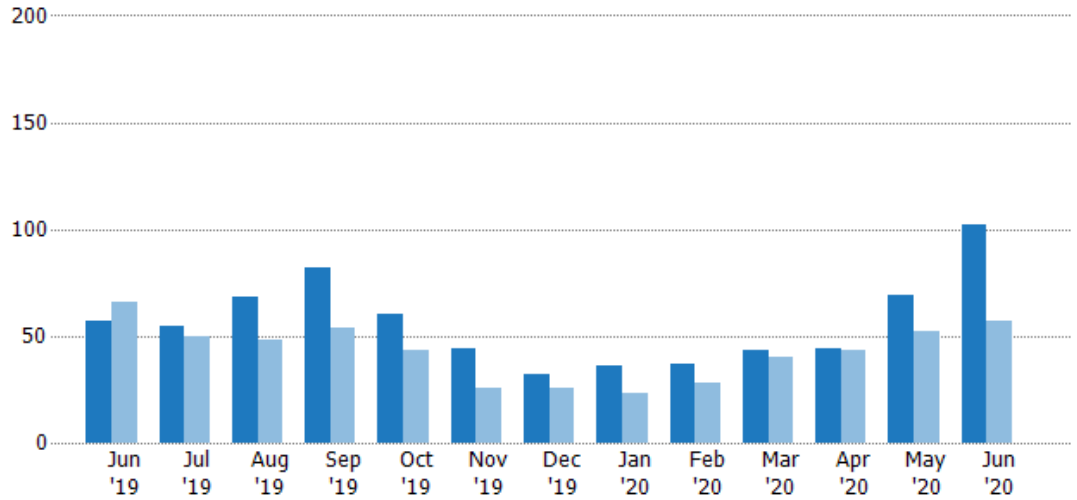
Pending Sales

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.
Jun '20	102	78.9%
Jun '19	57	-13.6%
Jun '18	66	-28.8%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	57	55	68	82	60	44	32	36	37	43	44	69	102
Prior Year	66	50	48	54	43	26	26	23	28	40	43	52	57
Percent Change from Prior Year	-14%	10%	42%	52%	40%	69%	23%	57%	32%	8%	2%	33%	79%

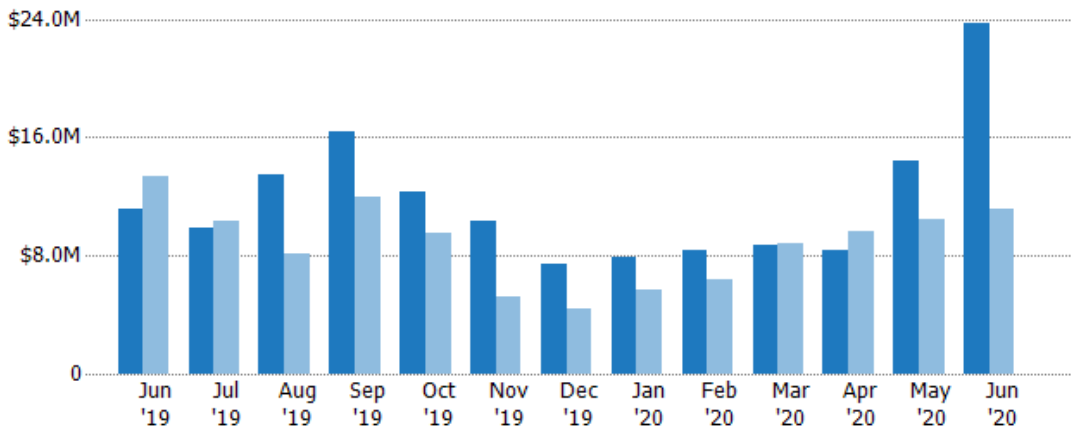
Pending Sales Volume

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.
Jun '20	\$23.8M	112.8%
Jun '19	\$11.2M	-16.7%
Jun '18	\$13.4M	-26%



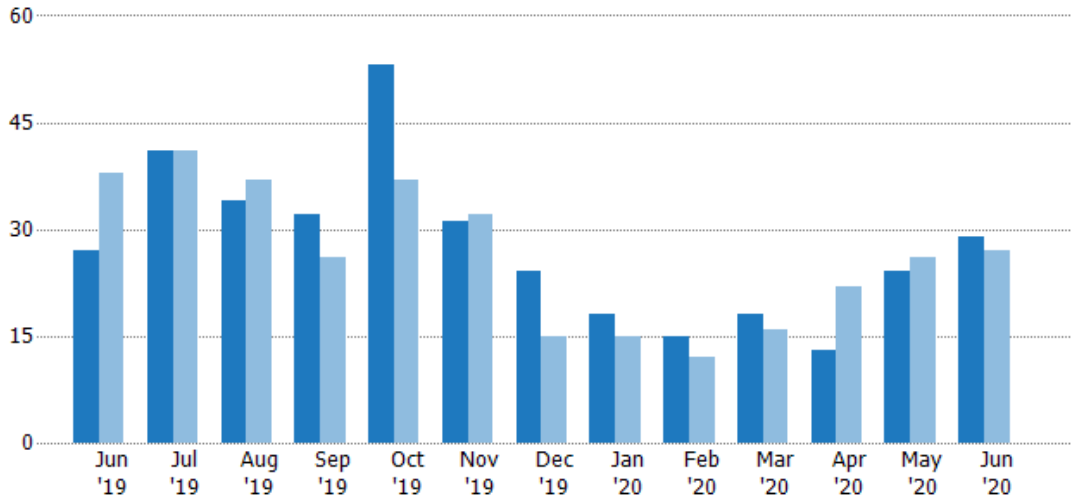
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$11.2M	\$9.83M	\$13.5M	\$16.4M	\$12.3M	\$10.4M	\$7.4M	\$7.9M	\$8.41M	\$8.71M	\$8.31M	\$14.4M	\$23.8M
Prior Year	\$13.4M	\$10.3M	\$8.14M	\$12M	\$9.53M	\$5.17M	\$4.38M	\$5.72M	\$6.34M	\$8.8M	\$9.59M	\$10.4M	\$11.2M
Percent Change from Prior Year	-17%	-5%	66%	36%	29%	101%	69%	38%	33%	-1%	-13%	38%	113%

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



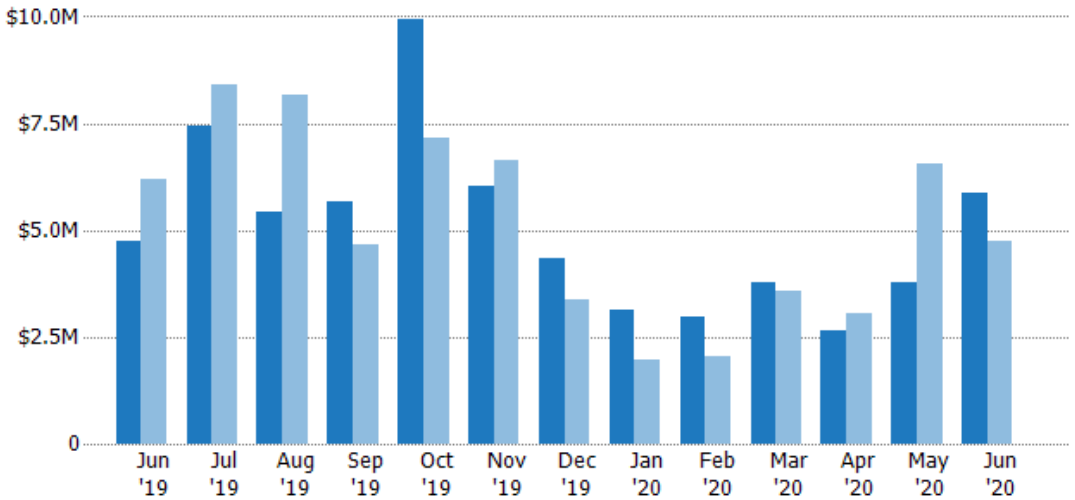
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	27	41	34	32	53	31	24	18	15	18	13	24	29
Prior Year	38	41	37	26	37	32	15	15	12	16	22	26	27
Percent Change from Prior Year	-29%	0%	-8%	23%	43%	-3%	60%	20%	25%	13%	-41%	-8%	7%

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



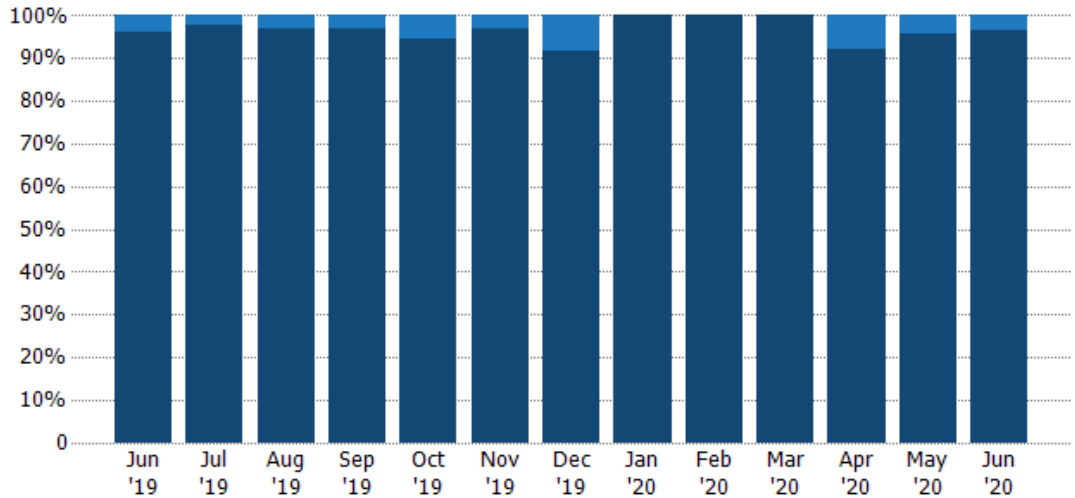
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$4.76M	\$7.44M	\$5.44M	\$5.67M	\$9.95M	\$6.04M	\$4.33M	\$3.12M	\$2.97M	\$3.79M	\$2.66M	\$3.77M	\$5.85M
Prior Year	\$6.19M	\$8.39M	\$8.19M	\$4.67M	\$7.17M	\$6.63M	\$3.36M	\$1.97M	\$2.04M	\$3.56M	\$3.07M	\$6.54M	\$4.76M
Percent Change from Prior Year	-23%	-11%	-34%	21%	39%	-9%	29%	59%	46%	7%	-13%	-42%	23%

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



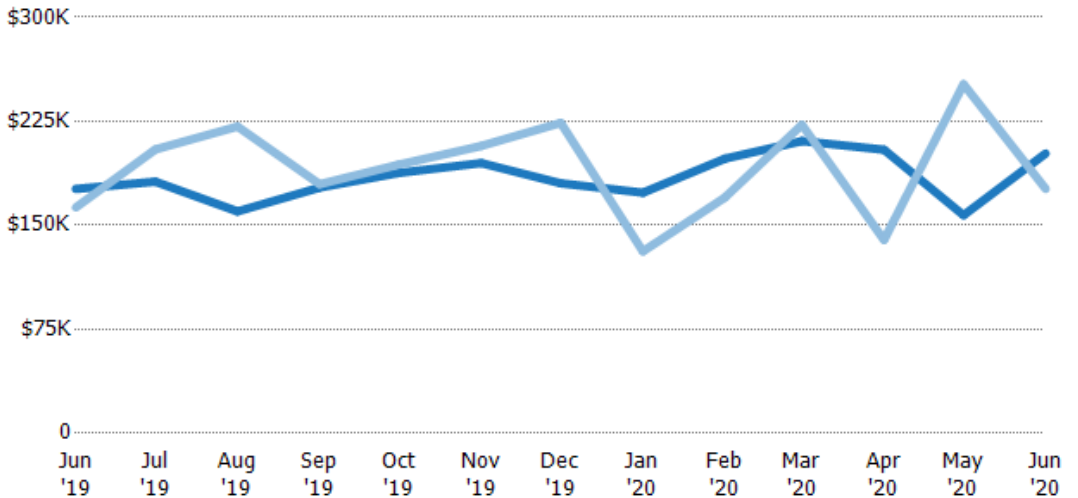
Condo/Townhouse	4%	2%	3%	3%	6%	3%	8%	-	-	-	8%	4%	3%
Single Family Residence	96%	98%	97%	97%	94%	97%	92%	100%	100%	100%	92%	96%	97%

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	\$176K	\$181K	\$160K	\$177K	\$188K	\$195K	\$180K	\$174K	\$198K	\$211K	\$204K	\$157K	\$202K
Prior Year	\$163K	\$205K	\$221K	\$180K	\$194K	\$207K	\$224K	\$131K	\$170K	\$222K	\$139K	\$252K	\$176K
Percent Change from Prior Year	8%	-11%	-28%	-1%	-3%	-6%	-19%	32%	16%	-5%	47%	-38%	15%

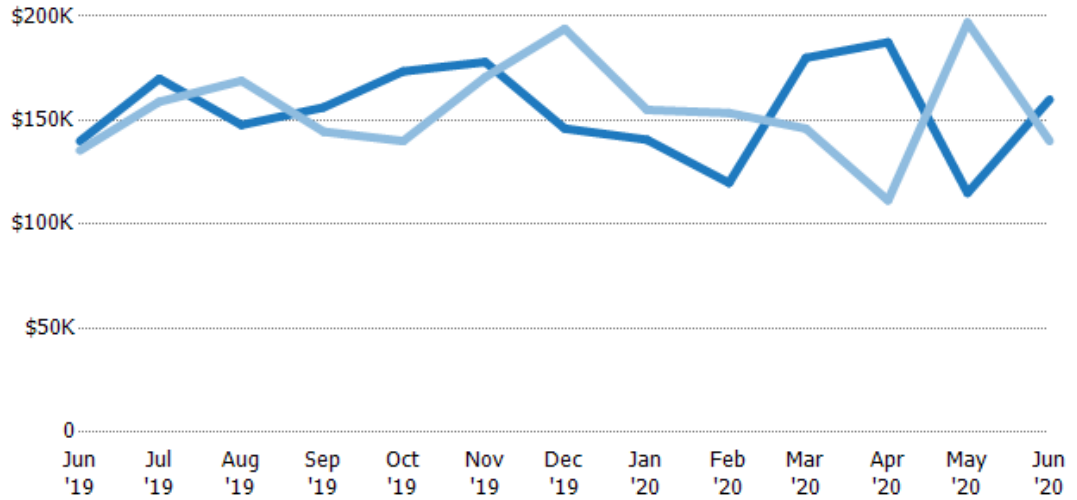
Median Sales Price

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.
Jun '20	\$160K	14.3%
Jun '19	\$140K	3.3%
Jun '18	\$136K	20.3%



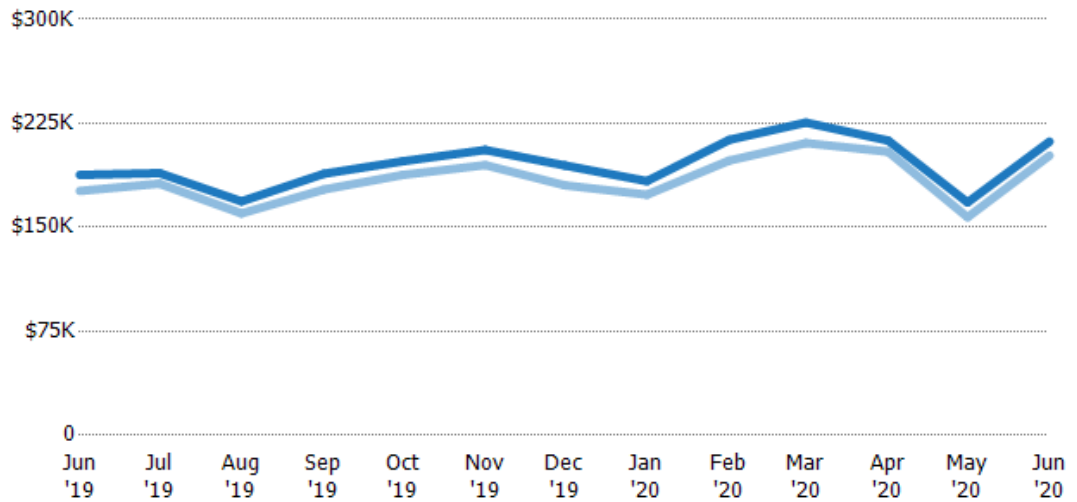
Current Year	\$140K	\$170K	\$148K	\$156K	\$174K	\$178K	\$146K	\$141K	\$120K	\$180K	\$188K	\$115K	\$160K
Prior Year	\$136K	\$159K	\$169K	\$145K	\$140K	\$171K	\$194K	\$155K	\$154K	\$146K	\$111K	\$197K	\$140K
Percent Change from Prior Year	3%	7%	-13%	8%	24%	4%	-25%	-9%	-22%	23%	68%	-42%	14%

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



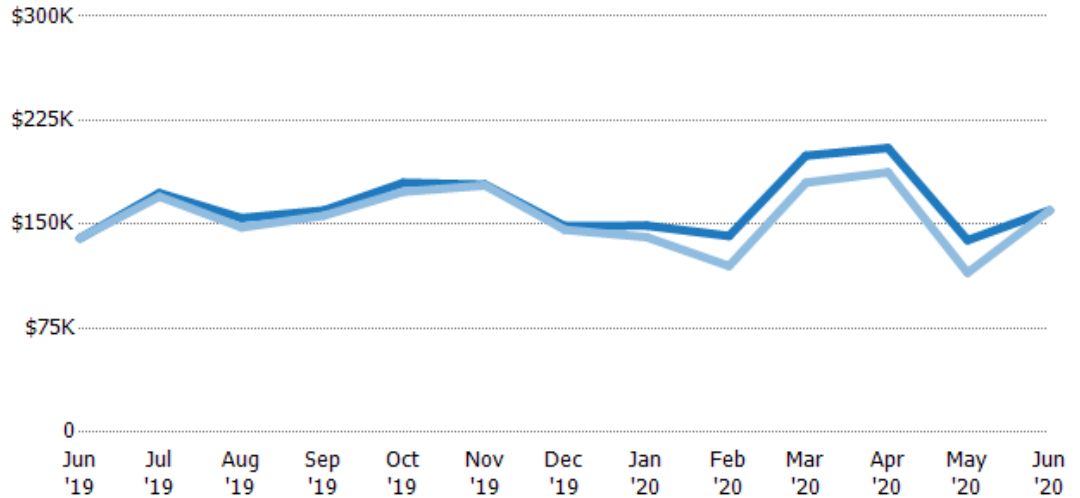
Avg List Price	\$188K	\$189K	\$169K	\$189K	\$198K	\$206K	\$195K	\$183K	\$213K	\$225K	\$213K	\$168K	\$212K
Avg Sales Price	\$176K	\$181K	\$160K	\$177K	\$188K	\$195K	\$180K	\$174K	\$198K	\$211K	\$204K	\$157K	\$202K
Avg Sales Price as a % of Avg List Price	94%	96%	95%	94%	95%	95%	93%	95%	93%	93%	96%	94%	95%

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



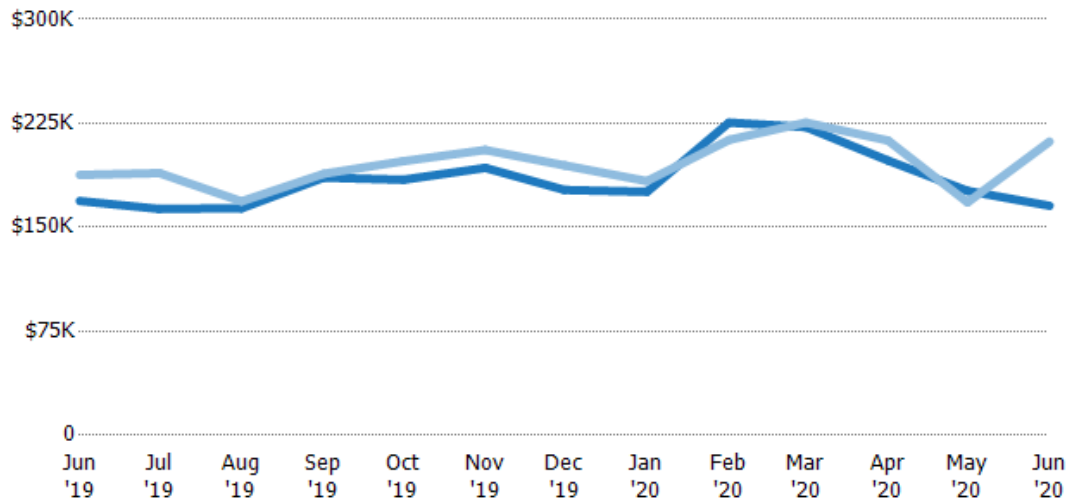
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$140K	\$173K	\$155K	\$160K	\$180K	\$179K	\$149K	\$149K	\$142K	\$199K	\$205K	\$139K	\$160K
Median Sales Price	\$140K	\$170K	\$148K	\$156K	\$174K	\$178K	\$146K	\$141K	\$120K	\$180K	\$188K	\$115K	\$160K
Med Sales Price as a % of Med List Price	100%	99%	96%	98%	96%	100%	98%	94%	85%	90%	91%	83%	100%

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



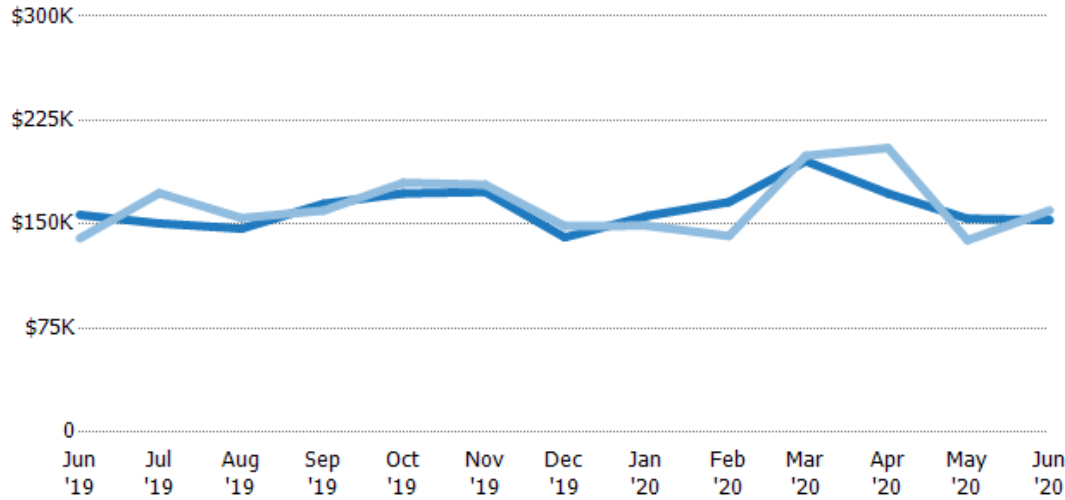
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$169K	\$163K	\$164K	\$186K	\$184K	\$193K	\$177K	\$176K	\$226K	\$222K	\$198K	\$176K	\$166K
Avg Sales Price	\$188K	\$189K	\$169K	\$189K	\$198K	\$206K	\$195K	\$183K	\$213K	\$225K	\$213K	\$168K	\$212K
Avg Sales Price as a % of Avg Est Value	111%	116%	103%	101%	107%	107%	110%	104%	94%	101%	107%	95%	128%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$157K	\$151K	\$147K	\$165K	\$172K	\$173K	\$141K	\$156K	\$166K	\$196K	\$172K	\$154K	\$153K
Median Sales Price	\$140K	\$173K	\$155K	\$160K	\$180K	\$179K	\$149K	\$149K	\$142K	\$199K	\$205K	\$139K	\$160K
Med Sales Price as a % of Med Est Value	89%	115%	105%	97%	104%	103%	106%	96%	85%	102%	119%	90%	105%