

## 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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	61	66	-7.6%	253	368	-31.3%
New Listing Volume	\$16,751,850	\$15,214,700	+10.1%	\$65,443,300	\$84,972,938	-23%
Active Listing Count	155	324	-52.2%	N/A	N/A	
Active Listing Volume	\$48,867,650	\$83,161,362	-41.2%	N/A	N/A	
Average Listing Price	\$315,275	\$256,671	+22.8%	\$281,190	\$249,557	+12.7%
Median Listing Price	\$224,950	\$202,400	+11.1%	\$201,317	\$195,767	+2.8%
Median Days in RPR	80	76	+5.3%	163.92	124.03	+32.2%
Months of Inventory	5.5	12	-53.9%	8.4	9.6	-12.1%
Absorption Rate	18.06%	8.33%	+9.7%	11.89%	10.45%	+1.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	66	47	+40.4%	281	230	+22.2%
New Pending Sales Volume	\$17,988,208	\$7,288,725	+146.8%	\$64,189,623	\$41,943,224	+53%
Pending Sales Count	98	54	+81.5%	N/A	N/A	
Pending Sales Volume	\$24,987,858	\$9,646,900	+159%	N/A	N/A	
Closed Sales Count	49	41	+19.5%	164	159	+3.1%
Closed Sales Volume	\$11,947,400	\$7,439,946	+60.6%	\$33,642,565	\$29,379,021	+14.5%
Average Sales Price	\$243,824	\$181,462	+34.4%	\$205,138	\$184,774	+11%
Median Sales Price	\$170,000	\$170,000	±	\$155,463	\$156,144	-0.4%

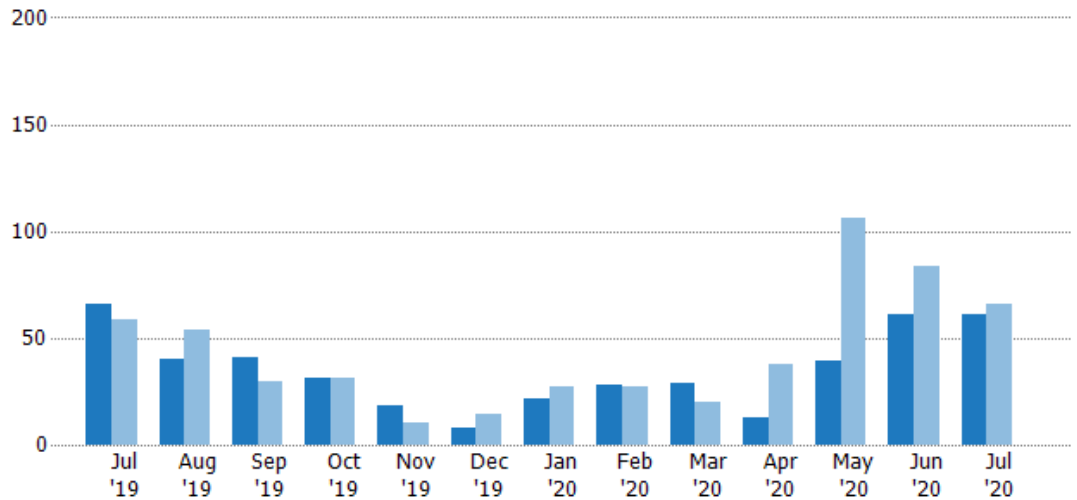
## New Listings

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.
Jul '20	61	-7.6%
Jul '19	66	11.9%
Jul '18	59	1.7%



Current Year	66	40	41	31	18	8	22	28	29	13	39	61	61
Prior Year	59	54	30	31	10	14	27	27	20	38	106	84	66
Percent Change from Prior Year	12%	-26%	37%	0%	80%	-43%	-19%	4%	45%	-66%	-63%	-27%	-8%

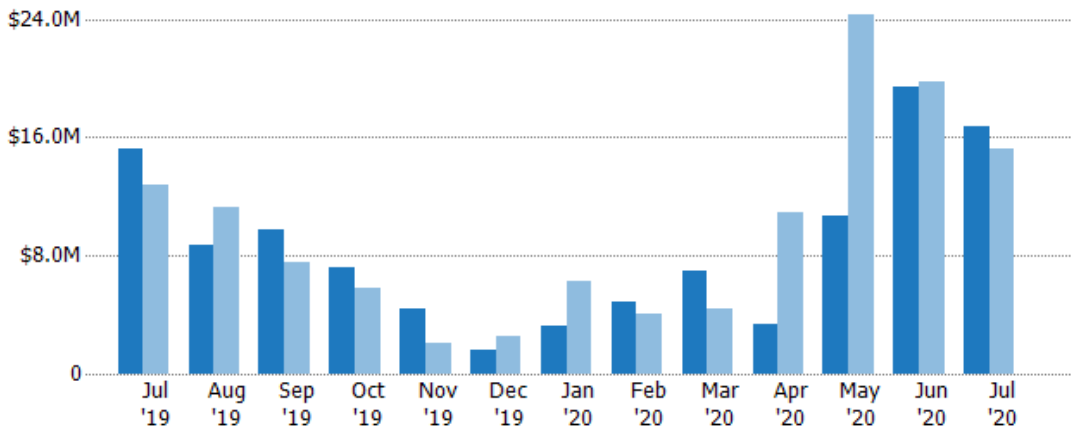
## New Listing Volume

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.
Jul '20	\$16.8M	10.1%
Jul '19	\$15.2M	19.6%
Jul '18	\$12.7M	-3.3%



Current Year	\$15.2M	\$8.71M	\$9.8M	\$7.18M	\$4.45M	\$1.57M	\$3.28M	\$4.92M	\$7M	\$3.36M	\$10.7M	\$19.4M	\$16.8M
Prior Year	\$12.7M	\$11.3M	\$7.58M	\$5.78M	\$2.08M	\$2.57M	\$6.3M	\$4.03M	\$4.36M	\$11M	\$24.3M	\$19.8M	\$15.2M
Percent Change from Prior Year	20%	-23%	29%	24%	114%	-39%	-48%	22%	60%	-69%	-56%	-2%	10%

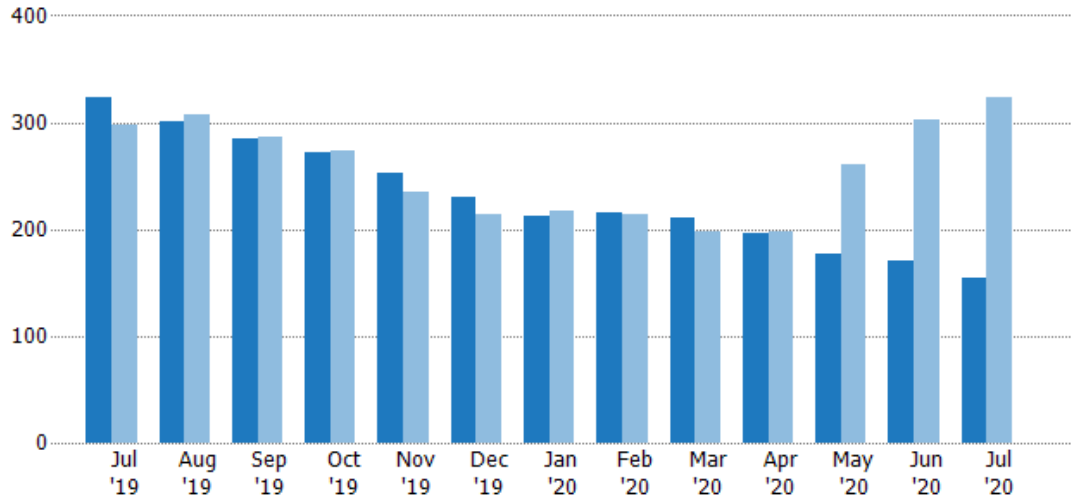
## Active Listings

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.
Jul '20	155	-52.2%
Jul '19	324	8.7%
Jul '18	298	3.4%



Current Year	324	301	285	272	252	230	213	215	211	196	177	170	155
Prior Year	298	307	287	274	235	214	217	214	197	198	260	303	324
Percent Change from Prior Year	9%	-2%	-1%	-1%	7%	7%	-2%	0%	7%	-1%	-32%	-44%	-52%

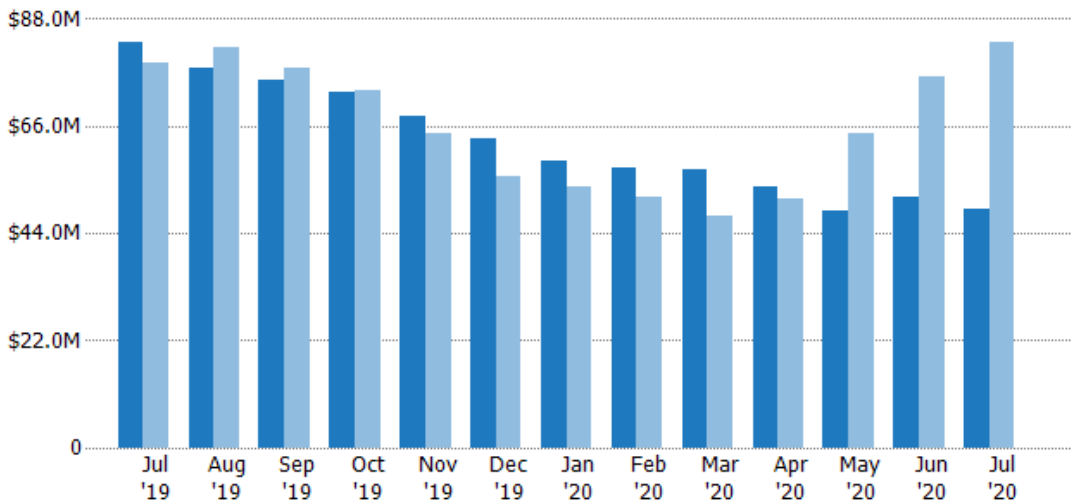
## Active Listing Volume

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.
Jul '20	\$48.9M	-41.2%
Jul '19	\$83.2M	5.1%
Jul '18	\$79.1M	-8.2%



Current Year	\$83.2M	\$77.8M	\$75.5M	\$73M	\$68M	\$63.3M	\$58.8M	\$57.6M	\$57.2M	\$53.4M	\$48.8M	\$51.3M	\$48.9M
Prior Year	\$79.1M	\$82.3M	\$77.9M	\$73.4M	\$64.4M	\$55.7M	\$53.5M	\$51.5M	\$47.4M	\$51.2M	\$64.6M	\$76.1M	\$83.2M
Percent Change from Prior Year	5%	-5%	-3%	-1%	6%	14%	10%	12%	21%	4%	-24%	-33%	-41%

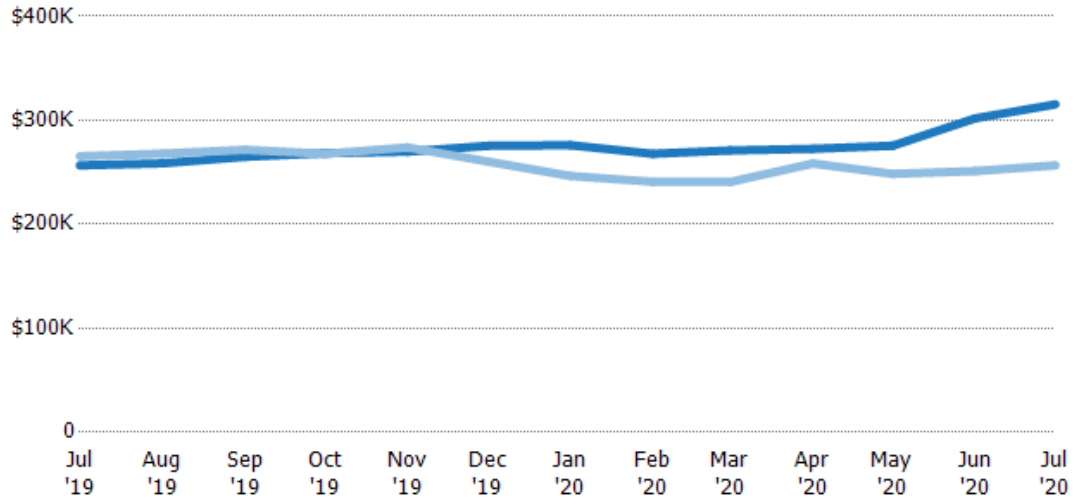
## Average Listing Price

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.
Jul '20	\$315K	22.8%
Jul '19	\$257K	-3.3%
Jul '18	\$265K	-11.1%



Current Year	\$257K	\$259K	\$265K	\$268K	\$270K	\$275K	\$276K	\$268K	\$271K	\$273K	\$276K	\$302K	\$315K
Prior Year	\$265K	\$268K	\$272K	\$268K	\$274K	\$260K	\$246K	\$241K	\$241K	\$258K	\$248K	\$251K	\$257K
Percent Change from Prior Year	-3%	-3%	-2%	0%	-1%	6%	12%	11%	13%	5%	11%	20%	23%

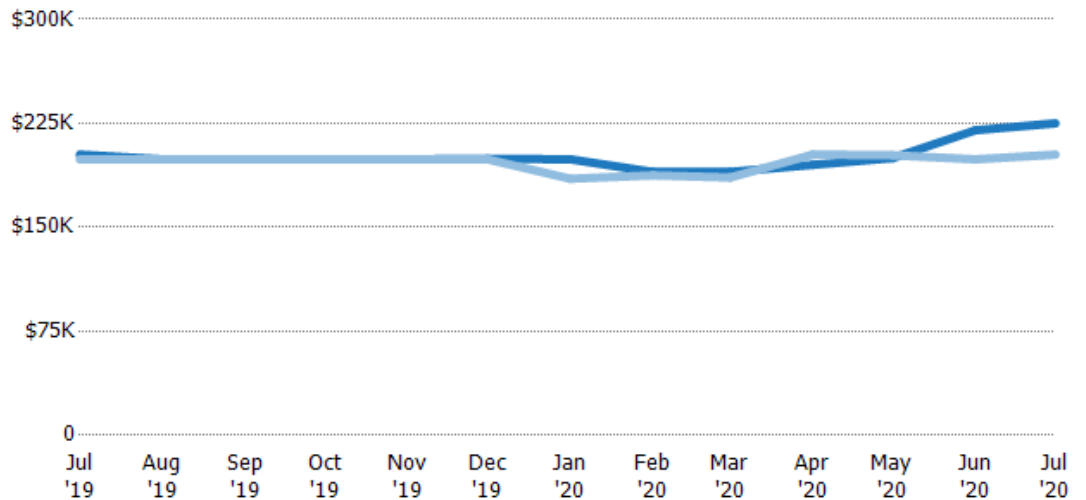
## Median Listing Price

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.
Jul '20	\$225K	11.1%
Jul '19	\$202K	1.7%
Jul '18	\$199K	-9.9%



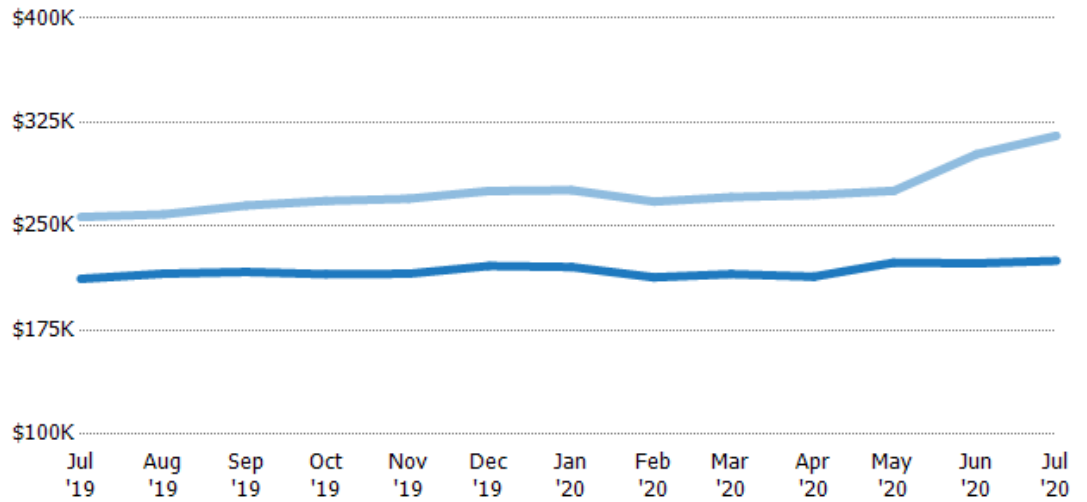
Current Year	\$202K	\$199K	\$199K	\$199K	\$199K	\$199K	\$199K	\$190K	\$190K	\$195K	\$200K	\$220K	\$225K
Prior Year	\$199K	\$199K	\$199K	\$199K	\$199K	\$199K	\$185K	\$187K	\$186K	\$202K	\$202K	\$199K	\$202K
Percent Change from Prior Year	2%	0%	0%	0%	0%	0%	8%	1%	2%	-4%	-1%	11%	11%

## 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

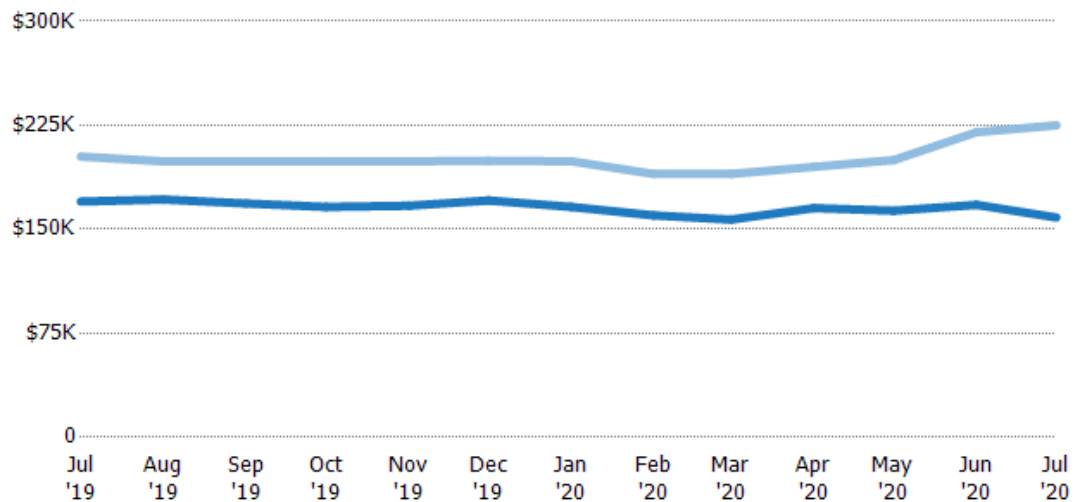


## Median Listing Price vs Median Est Value

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



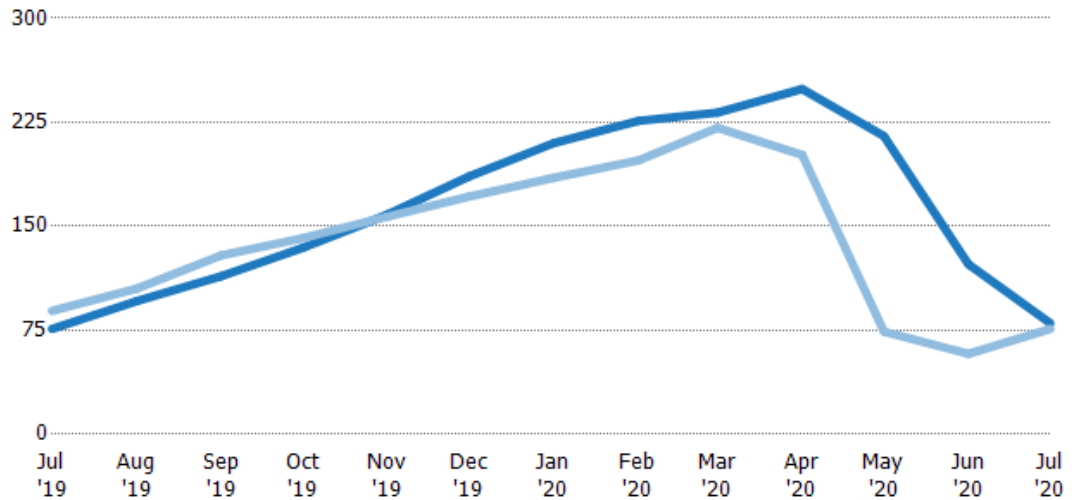
## Median Days in RPR

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.
Jul '20	80	5.3%
Jul '19	76	-14.6%
Jul '18	89	-14.6%



Current Year	76	96	114	135	159	186	210	226	232	249	215	123	80
Prior Year	89	105	129	142	157	172	185	198	221	202	74	58	76
Percent Change from Prior Year	-15%	-9%	-12%	-5%	1%	8%	14%	14%	5%	24%	191%	111%	5%

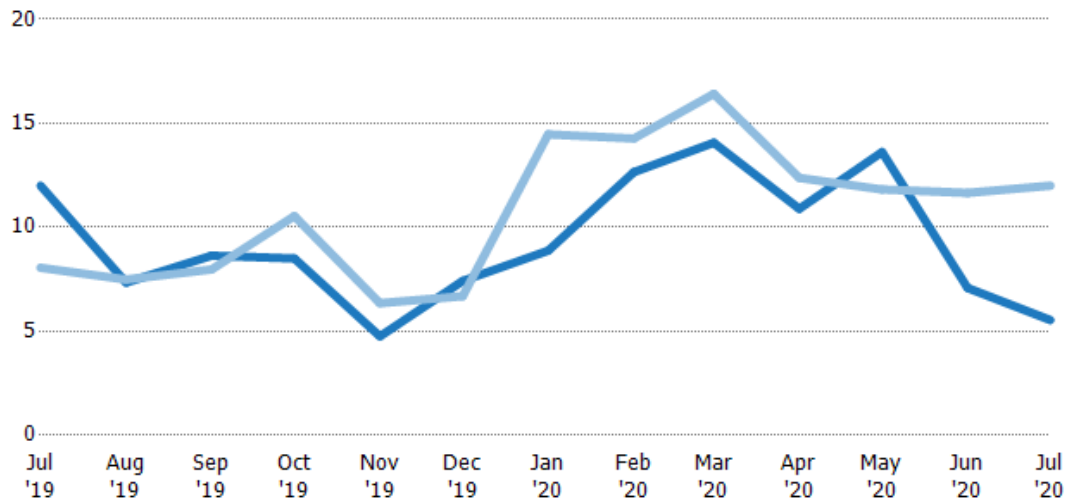
## Months of Inventory

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.
Jul '20	5.54	-53.9%
Jul '19	12	49%
Jul '18	8.05	27.5%



Current Year	12	7.34	8.64	8.5	4.75	7.42	8.88	12.6	14.1	10.9	13.6	7.08	5.54
Prior Year	8.05	7.49	7.97	10.5	6.35	6.69	14.5	14.3	16.4	12.4	11.8	11.7	12
Percent Change from Prior Year	49%	-2%	8%	-19%	-25%	11%	-39%	-11%	-14%	-12%	15%	-39%	-54%

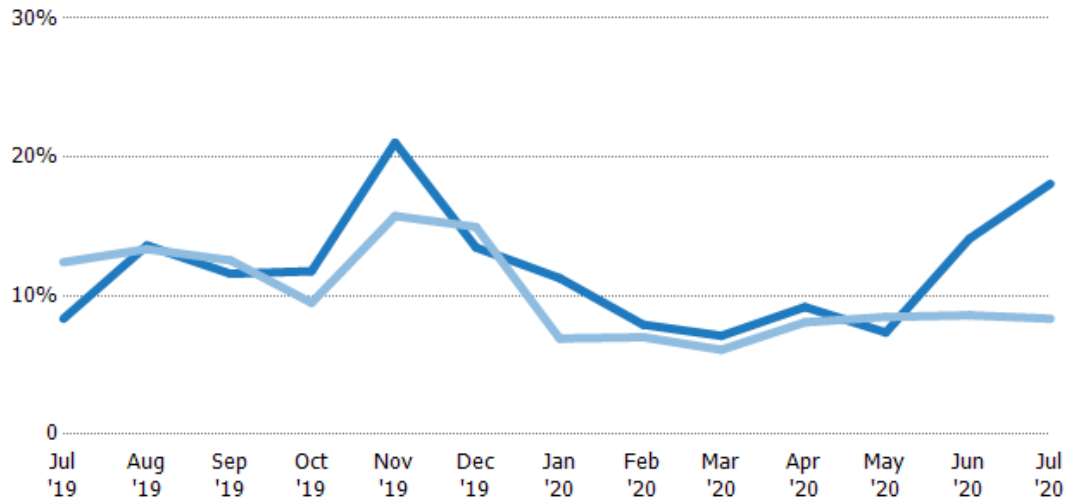
## Absorption Rate

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.
Jul '20	18%	-9.7%
Jul '19	8%	4.1%
Jul '18	12%	-21.5%



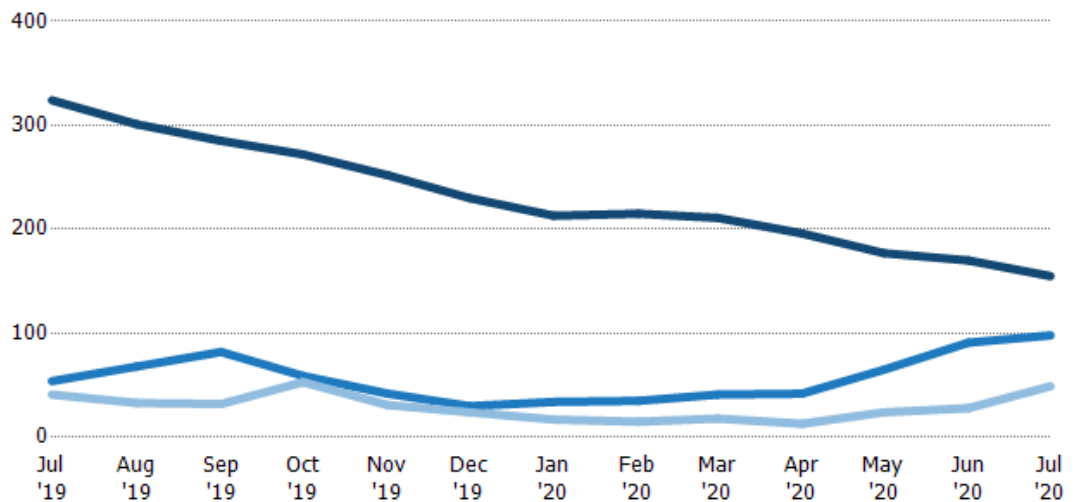
Current Year	8%	14%	12%	12%	21%	13%	11%	8%	7%	9%	7%	14%	18%
Prior Year	12%	13%	13%	9%	16%	15%	7%	7%	6%	8%	8%	9%	8%
Change from Prior Year	4%	0%	1%	-2%	-5%	1%	-4%	-1%	-1%	-1%	1%	-6%	-10%

## 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



Active	324	301	285	272	252	230	213	215	211	196	177	170	155
Pending	54	68	82	59	42	30	34	35	41	42	65	91	98
Sold	41	33	32	53	31	24	17	15	18	13	24	28	49

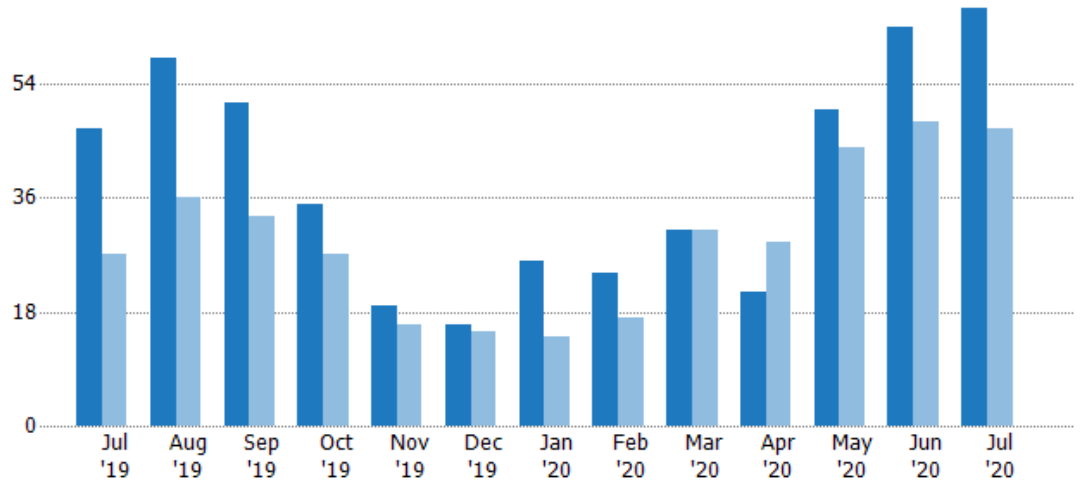
## New Pending Sales

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.
Jul '20	66	40.4%
Jul '19	47	74.1%
Jul '18	27	11.1%



Current Year	47	58	51	35	19	16	26	24	31	21	50	63	66
Prior Year	27	36	33	27	16	15	14	17	31	29	44	48	47
Percent Change from Prior Year	74%	61%	55%	30%	19%	7%	86%	41%	0%	-28%	14%	31%	40%

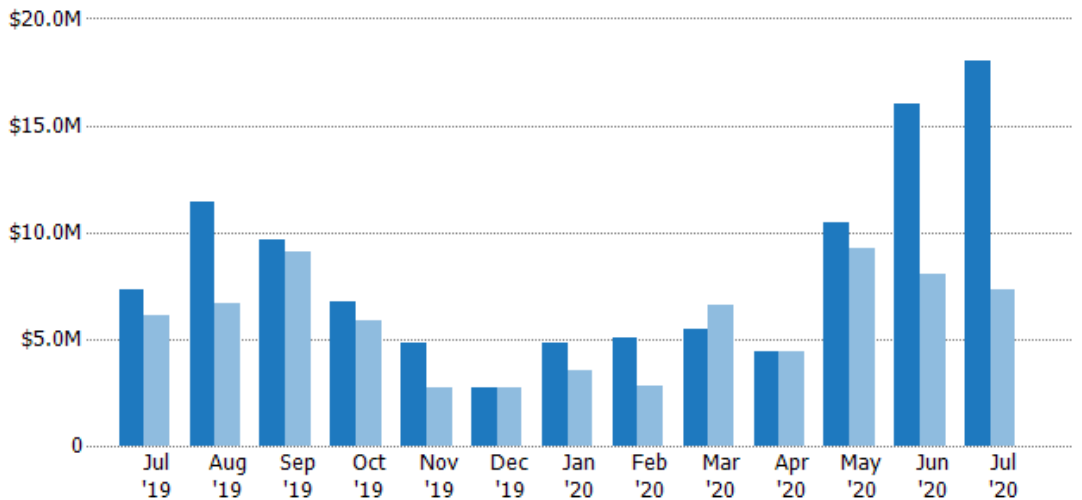
## New Pending Sales Volume

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.
Jul '20	\$18M	146.8%
Jul '19	\$7.29M	18.6%
Jul '18	\$6.15M	-17.3%



Current Year	\$7.29M	\$11.4M	\$9.68M	\$6.71M	\$4.81M	\$2.75M	\$4.83M	\$5.06M	\$5.43M	\$4.38M	\$10.5M	\$16M	\$18M
Prior Year	\$6.15M	\$6.66M	\$9.05M	\$5.85M	\$2.7M	\$2.72M	\$3.57M	\$2.77M	\$6.59M	\$4.41M	\$9.28M	\$8.04M	\$7.29M
Percent Change from Prior Year	19%	72%	7%	15%	78%	1%	35%	83%	-18%	-1%	13%	99%	147%



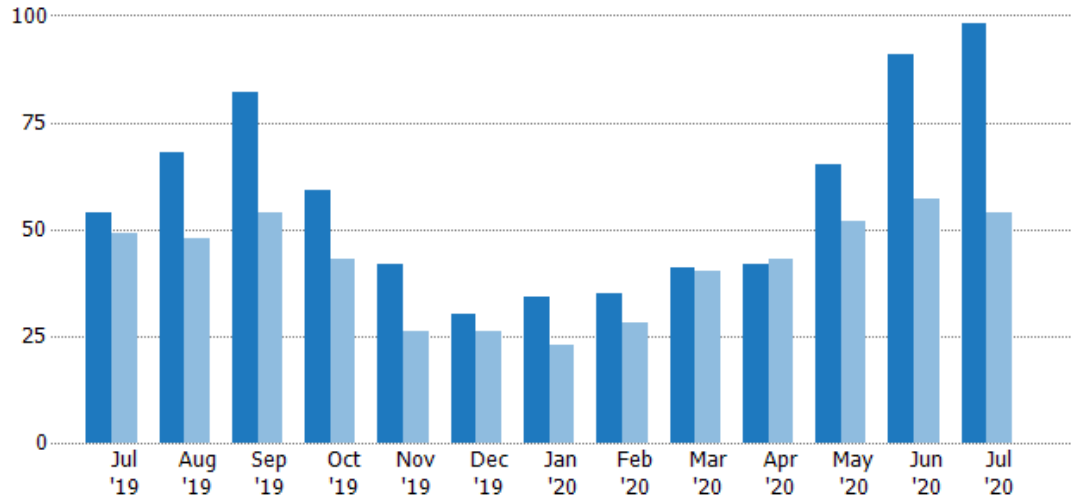
## Pending Sales

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.
Jul '20	98	81.5%
Jul '19	54	10.2%
Jul '18	49	-8.2%



Current Year	54	68	82	59	42	30	34	35	41	42	65	91	98
Prior Year	49	48	54	43	26	26	23	28	40	43	52	57	54
Percent Change from Prior Year	10%	42%	52%	37%	62%	15%	48%	25%	3%	-2%	25%	60%	81%

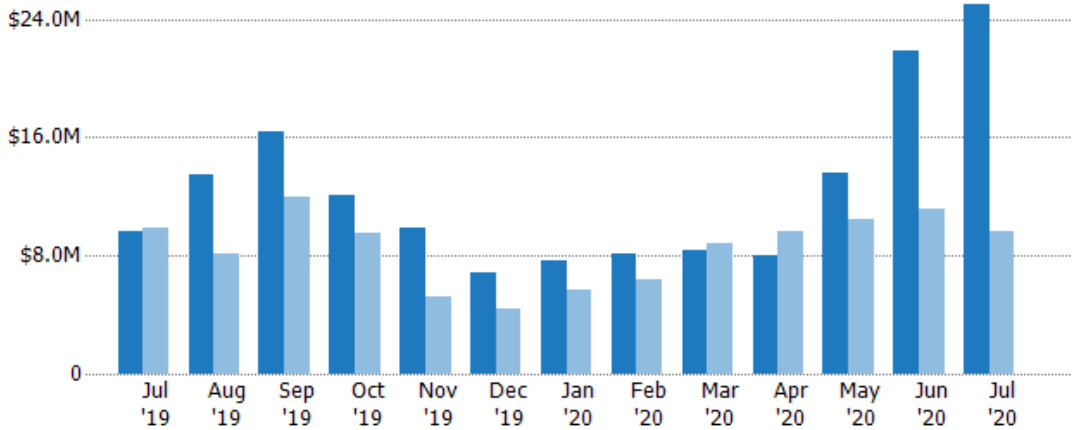
## Pending Sales Volume

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.
Jul '20	\$25M	159%
Jul '19	\$9.65M	-2.7%
Jul '18	\$9.91M	-10.8%



Current Year	\$9.65M	\$13.5M	\$16.4M	\$12.1M	\$9.84M	\$6.88M	\$7.61M	\$8.12M	\$8.41M	\$8.01M	\$13.6M	\$21.8M	\$25M
Prior Year	\$9.91M	\$8.14M	\$12M	\$9.53M	\$5.17M	\$4.38M	\$5.72M	\$6.34M	\$8.8M	\$9.59M	\$10.4M	\$11.2M	\$9.65M
Percent Change from Prior Year	-3%	66%	36%	27%	91%	57%	33%	28%	-4%	-16%	30%	96%	159%

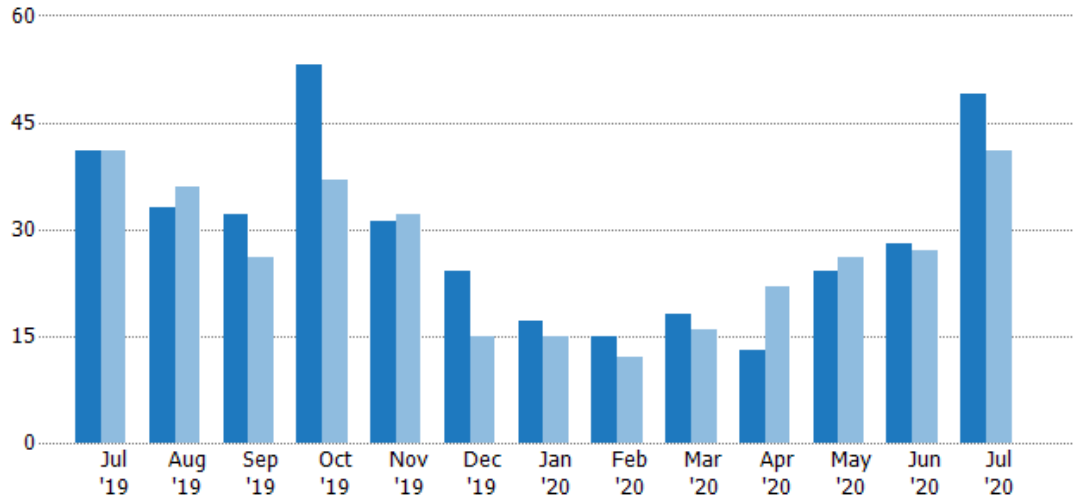
## Closed Sales

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.
Jul '20	49	19.5%
Jul '19	41	0%
Jul '18	41	-43.9%



Current Year	41	33	32	53	31	24	17	15	18	13	24	28	49
Prior Year	41	36	26	37	32	15	15	12	16	22	26	27	41
Percent Change from Prior Year	0%	-8%	23%	43%	-3%	60%	13%	25%	13%	-41%	-8%	4%	20%

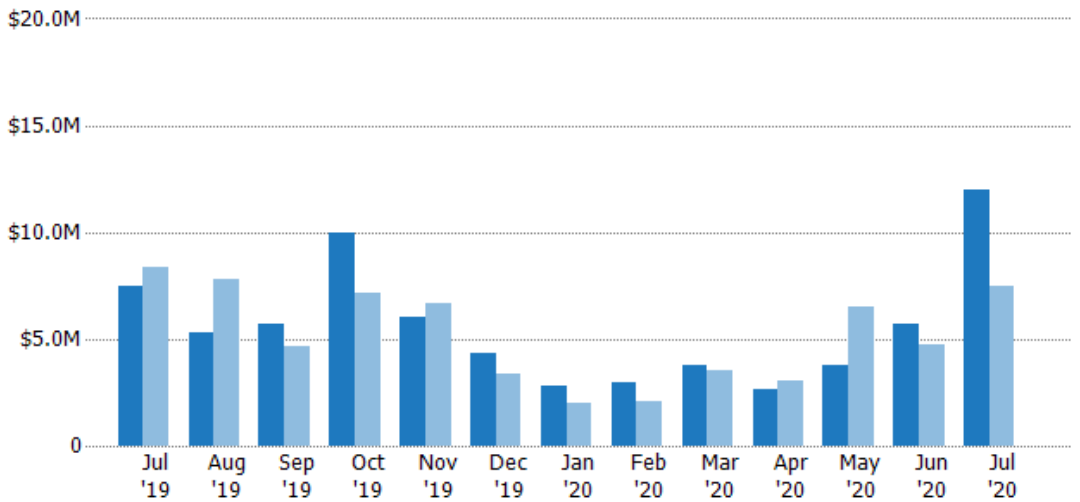
## Closed Sales Volume

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.
Jul '20	\$11.9M	60.6%
Jul '19	\$7.44M	-11.4%
Jul '18	\$8.39M	-52.9%



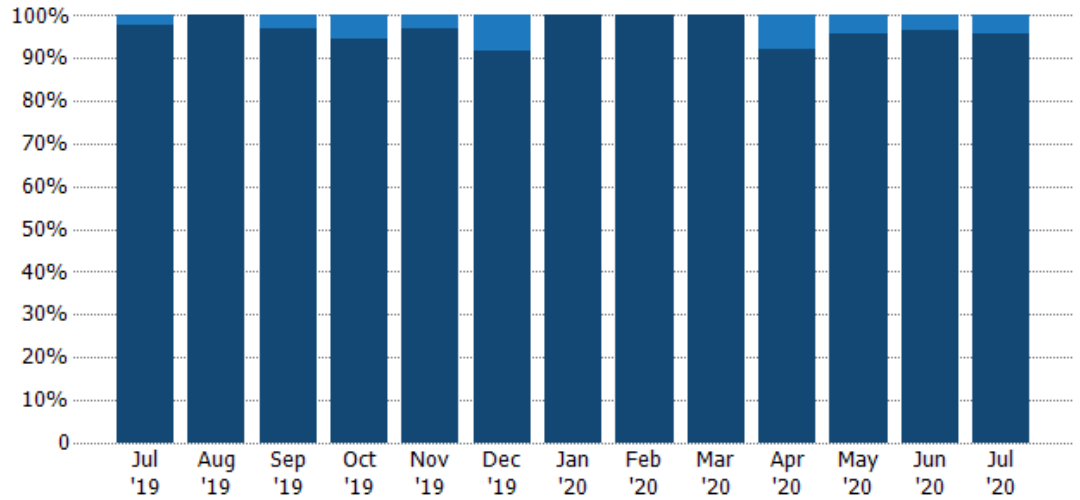
Current Year	\$7.44M	\$5.29M	\$5.67M	\$9.95M	\$6.04M	\$4.33M	\$2.78M	\$2.97M	\$3.79M	\$2.66M	\$3.77M	\$5.72M	\$11.9M
Prior Year	\$8.39M	\$7.82M	\$4.67M	\$7.17M	\$6.63M	\$3.36M	\$1.97M	\$2.04M	\$3.56M	\$3.07M	\$6.54M	\$4.76M	\$7.44M
Percent Change from Prior Year	-11%	-32%	21%	39%	-9%	29%	41%	46%	7%	-13%	-42%	20%	61%

## 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



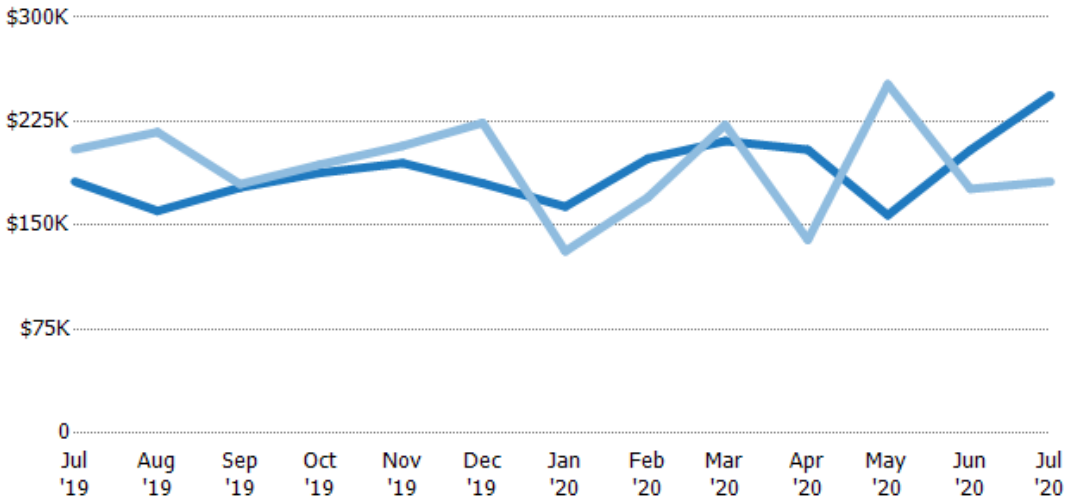
Condo/Townhouse	2%	-	3%	6%	3%	8%	-	-	-	8%	4%	4%	4%
Single Family Residence	98%	100%	97%	94%	97%	92%	100%	100%	100%	92%	96%	96%	96%

## 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



Current Year	\$181K	\$160K	\$177K	\$188K	\$195K	\$180K	\$163K	\$198K	\$211K	\$204K	\$157K	\$204K	\$244K
Prior Year	\$205K	\$217K	\$180K	\$194K	\$207K	\$224K	\$131K	\$170K	\$222K	\$139K	\$252K	\$176K	\$181K
Percent Change from Prior Year	-11%	-26%	-1%	-3%	-6%	-19%	25%	16%	-5%	47%	-38%	16%	34%

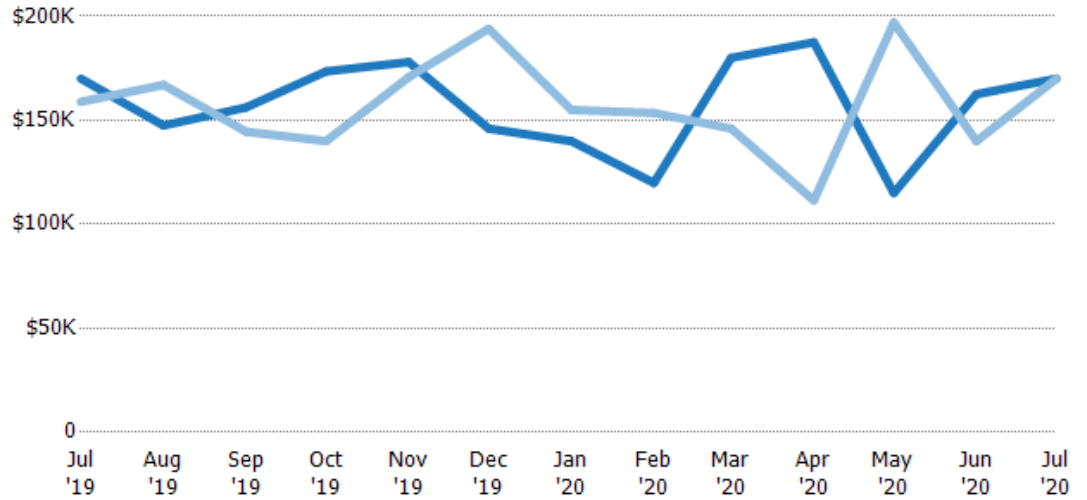
## Median Sales Price

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.
Jul '20	\$170K	0%
Jul '19	\$170K	7%
Jul '18	\$159K	-0.9%



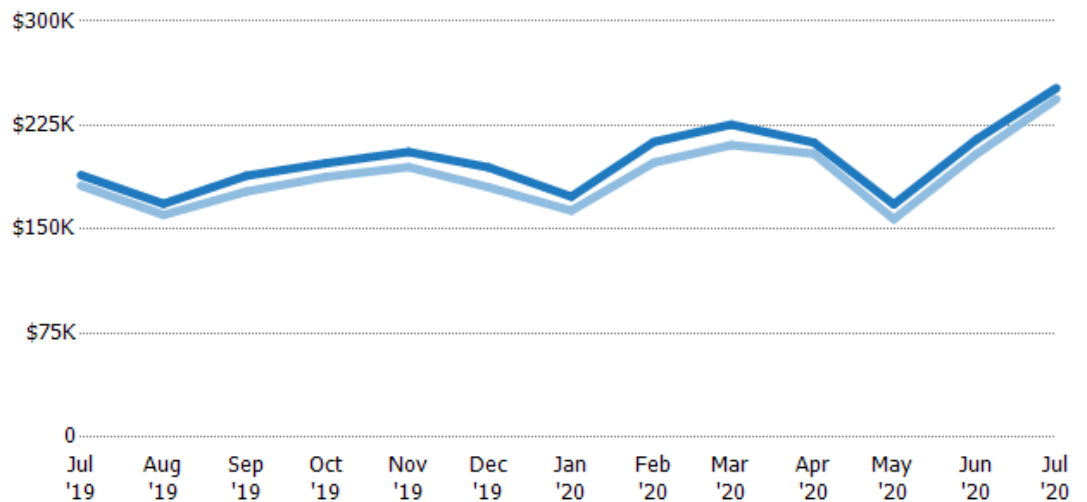
Current Year	\$170K	\$148K	\$156K	\$174K	\$178K	\$146K	\$140K	\$120K	\$180K	\$188K	\$115K	\$163K	\$170K
Prior Year	\$159K	\$167K	\$145K	\$140K	\$171K	\$194K	\$155K	\$154K	\$146K	\$111K	\$197K	\$140K	\$170K
Percent Change from Prior Year	7%	-12%	8%	24%	4%	-25%	-10%	-22%	23%	68%	-42%	16%	0%

## 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



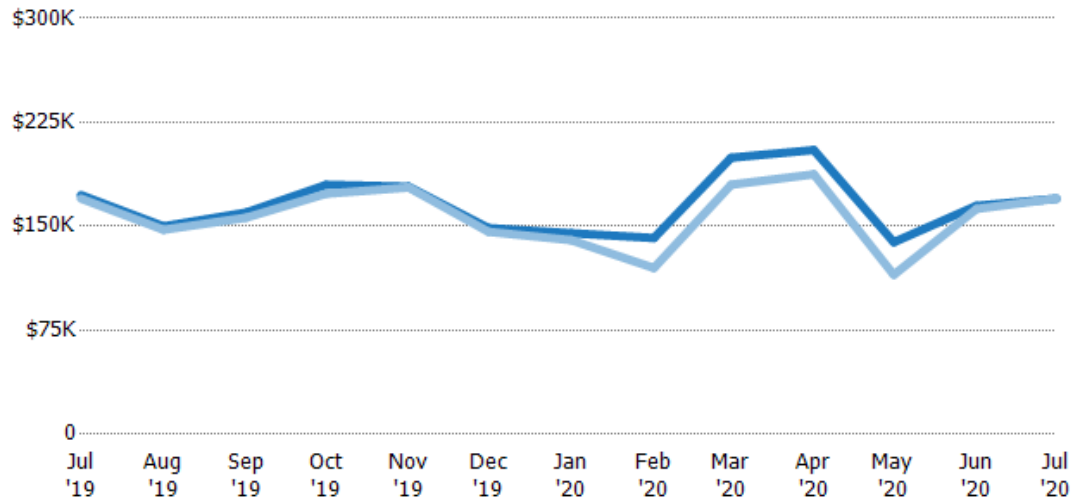
Avg List Price	\$189K	\$168K	\$189K	\$198K	\$206K	\$195K	\$174K	\$213K	\$225K	\$213K	\$168K	\$215K	\$252K
Avg Sales Price	\$181K	\$160K	\$177K	\$188K	\$195K	\$180K	\$163K	\$198K	\$211K	\$204K	\$157K	\$204K	\$244K
Avg Sales Price as a % of Avg List Price	96%	95%	94%	95%	95%	93%	94%	93%	93%	96%	94%	95%	97%

## 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

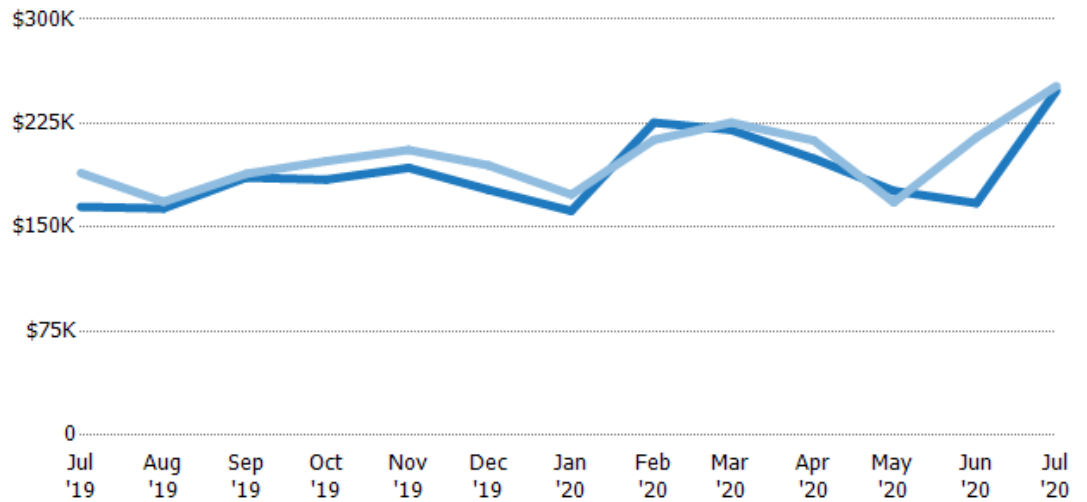


## Average Sales Price vs Average Est Value

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

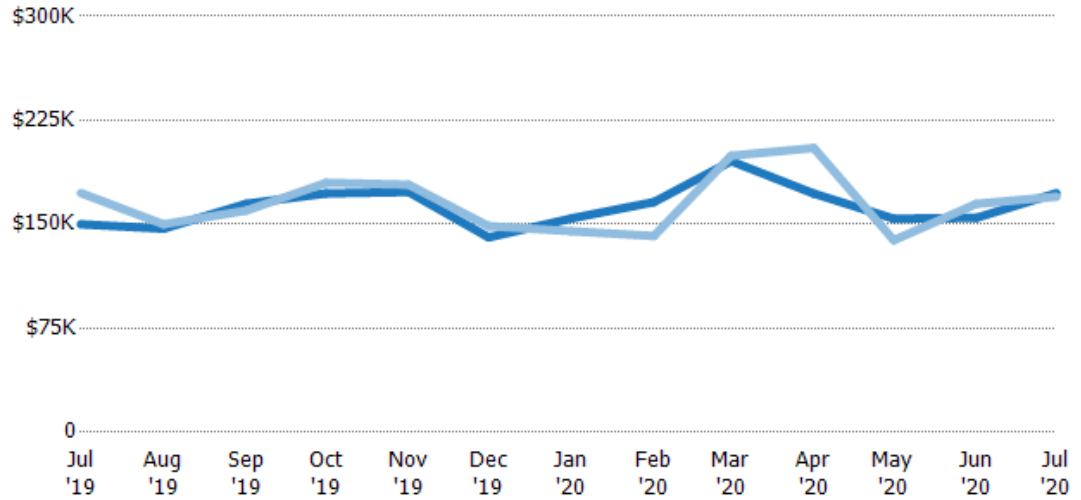


## Median Sales Price vs Median Est Value

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



Median Est Value	\$150K	\$147K	\$165K	\$172K	\$173K	\$141K	\$154K	\$166K	\$196K	\$172K	\$154K	\$155K	\$172K
Median Sales Price	\$173K	\$150K	\$160K	\$180K	\$179K	\$149K	\$145K	\$142K	\$199K	\$205K	\$139K	\$165K	\$170K
Med Sales Price as a % of Med Est Value	115%	102%	97%	104%	103%	106%	94%	85%	102%	119%	90%	107%	99%