

## 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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	70	40	+75%	323	408	-20.8%
New Listing Volume	\$17,944,372	\$8,714,750	+105.9%	\$83,387,672	\$93,687,688	-11%
Active Listing Count	143	301	-52.5%	N/A	N/A	
Active Listing Volume	\$47,412,972	\$77,840,962	-39.1%	N/A	N/A	
Average Listing Price	\$331,559	\$258,608	+28.2%	\$284,482	\$250,909	+13.4%
Median Listing Price	\$238,950	\$199,000	+20.1%	\$203,445	\$196,250	+3.7%
Median Days in RPR	66	96	-31.3%	140.85	119.21	+18.2%
Months of Inventory	2.9	7.3	-61%	7.8	9.4	-17.1%
Absorption Rate	34.97%	13.62%	+21.3%	12.88%	10.68%	+2.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	73	58	+25.9%	355	288	+23.3%
New Pending Sales Volume	\$17,239,500	\$11,447,000	+50.6%	\$81,515,123	\$53,390,224	+52.7%
Pending Sales Count	110	68	+61.8%	N/A	N/A	
Pending Sales Volume	\$26,503,808	\$13,509,650	+96.2%	N/A	N/A	
Closed Sales Count	49	33	+48.5%	214	192	+11.5%
Closed Sales Volume	\$11,861,864	\$5,290,200	+124.2%	\$45,590,429	\$34,669,221	+31.5%
Average Sales Price	\$242,079	\$160,309	+51%	\$213,039	\$180,569	+18%
Median Sales Price	\$199,900	\$147,500	+35.5%	\$164,421	\$154,658	+6.3%

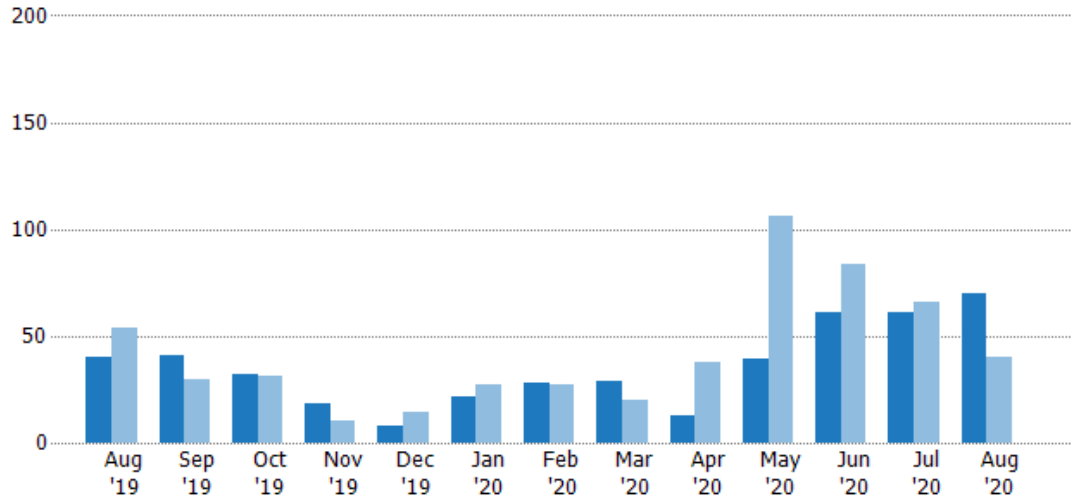
## New Listings

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.
Aug '20	70	75%
Aug '19	40	-25.9%
Aug '18	54	-9.3%



Current Year	40	41	32	18	8	22	28	29	13	39	61	61	70
Prior Year	54	30	31	10	14	27	27	20	38	106	84	66	40
Percent Change from Prior Year	-26%	37%	3%	80%	-43%	-19%	4%	45%	-66%	-63%	-27%	-8%	75%

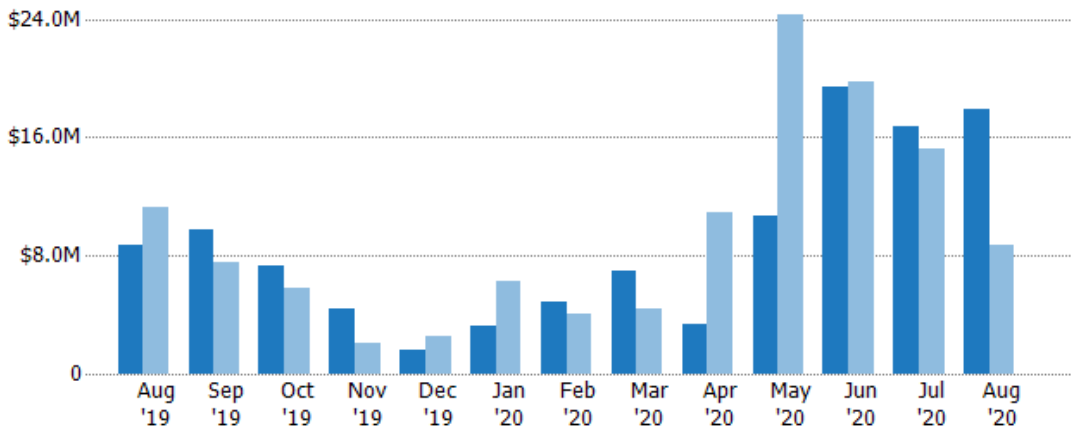
## New Listing Volume

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.
Aug '20	\$17.9M	105.9%
Aug '19	\$8.71M	-22.6%
Aug '18	\$11.3M	8.1%



Current Year	\$8.71M	\$9.8M	\$7.27M	\$4.45M	\$1.57M	\$3.28M	\$4.92M	\$7M	\$3.36M	\$10.7M	\$19.4M	\$16.8M	\$17.9M
Prior Year	\$11.3M	\$7.58M	\$5.78M	\$2.08M	\$2.57M	\$6.3M	\$4.03M	\$4.36M	\$11M	\$24.3M	\$19.8M	\$15.2M	\$8.71M
Percent Change from Prior Year	-23%	29%	26%	114%	-39%	-48%	22%	60%	-69%	-56%	-2%	10%	106%

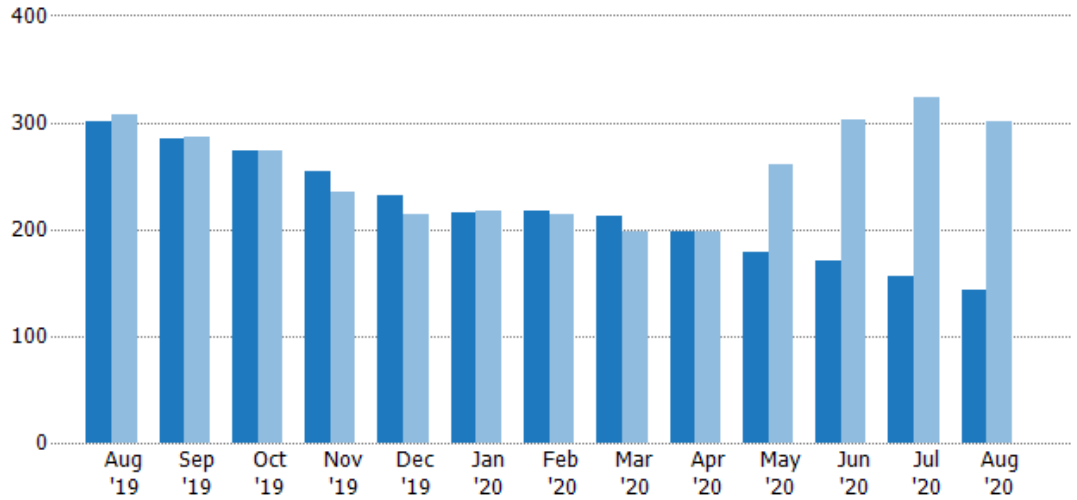
## Active Listings

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.
Aug '20	143	-52.5%
Aug '19	301	-2%
Aug '18	307	2%



Current Year	301	285	274	254	232	215	217	213	198	178	171	156	143
Prior Year	307	287	274	235	214	217	214	197	198	260	303	324	301
Percent Change from Prior Year	-2%	-1%	0%	8%	8%	-1%	1%	8%	0%	-32%	-44%	-52%	-52%

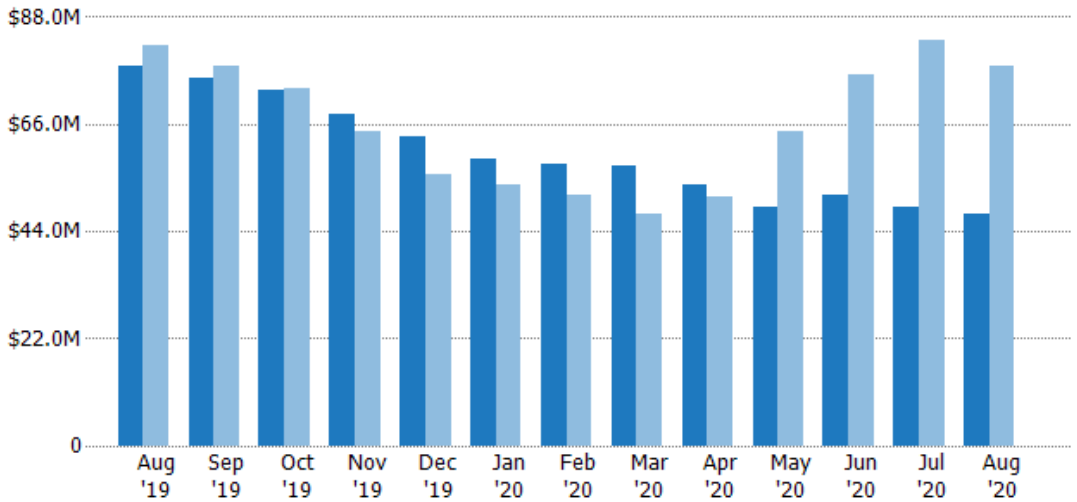
## Active Listing Volume

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.
Aug '20	\$47.4M	-39.1%
Aug '19	\$77.8M	-5.4%
Aug '18	\$82.3M	-4.8%



Current Year	\$77.8M	\$75.5M	\$73.1M	\$68.2M	\$63.5M	\$59M	\$57.7M	\$57.3M	\$53.6M	\$48.8M	\$51.4M	\$48.9M	\$47.4M
Prior Year	\$82.3M	\$77.9M	\$73.4M	\$64.4M	\$55.7M	\$53.5M	\$51.5M	\$47.4M	\$51.2M	\$64.6M	\$76.1M	\$83.2M	\$77.8M
Percent Change from Prior Year	-5%	-3%	0%	6%	14%	10%	12%	21%	5%	-24%	-32%	-41%	-39%

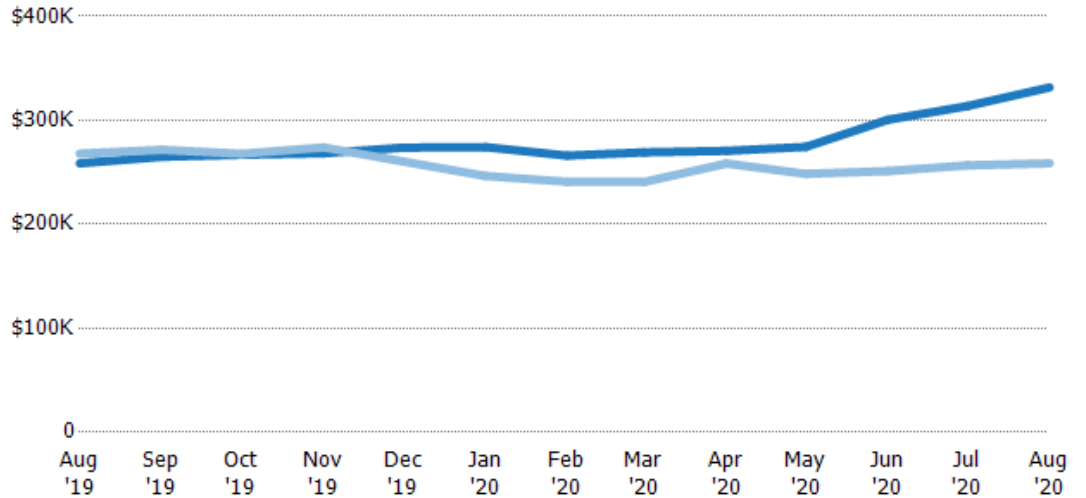
## Average Listing Price

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.
Aug '20	\$332K	28.2%
Aug '19	\$259K	-3.5%
Aug '18	\$268K	-6.6%



Current Year	\$259K	\$265K	\$267K	\$268K	\$274K	\$274K	\$266K	\$269K	\$271K	\$274K	\$301K	\$314K	\$332K
Prior Year	\$268K	\$272K	\$268K	\$274K	\$260K	\$246K	\$241K	\$241K	\$258K	\$248K	\$251K	\$257K	\$259K
Percent Change from Prior Year	-3%	-2%	0%	-2%	5%	11%	10%	12%	5%	10%	20%	22%	28%

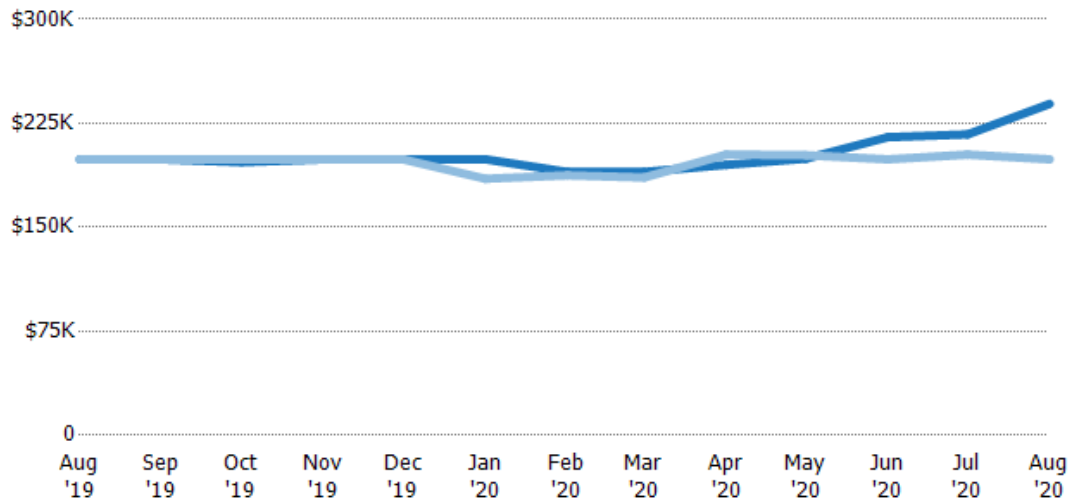
## Median Listing Price

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.
Aug '20	\$239K	20.1%
Aug '19	\$199K	0%
Aug '18	\$199K	-5%



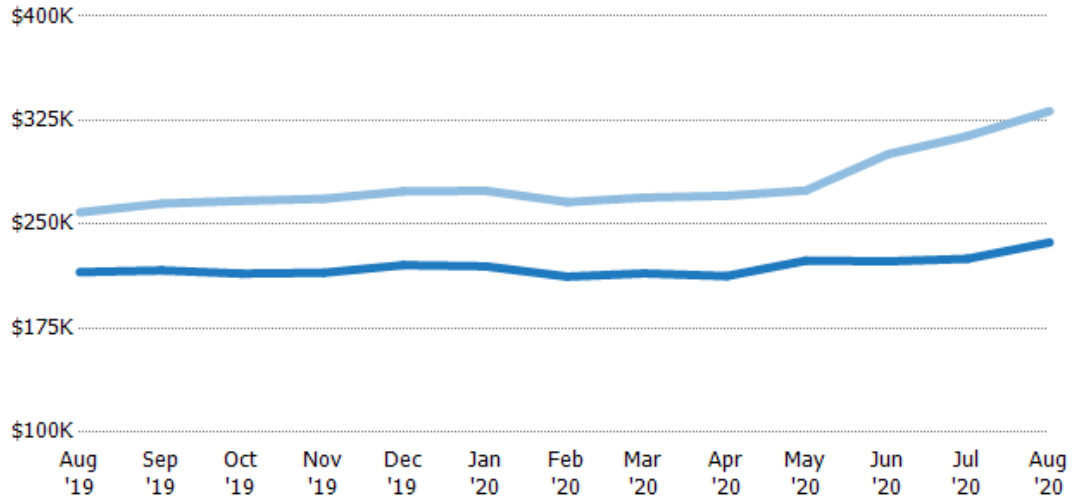
Current Year	\$199K	\$199K	\$197K	\$199K	\$199K	\$199K	\$190K	\$190K	\$195K	\$199K	\$215K	\$217K	\$239K
Prior Year	\$199K	\$199K	\$199K	\$199K	\$199K	\$185K	\$187K	\$186K	\$202K	\$202K	\$199K	\$202K	\$199K
Percent Change from Prior Year	0%	0%	-1%	0%	0%	8%	1%	2%	-4%	-1%	8%	7%	20%

## 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

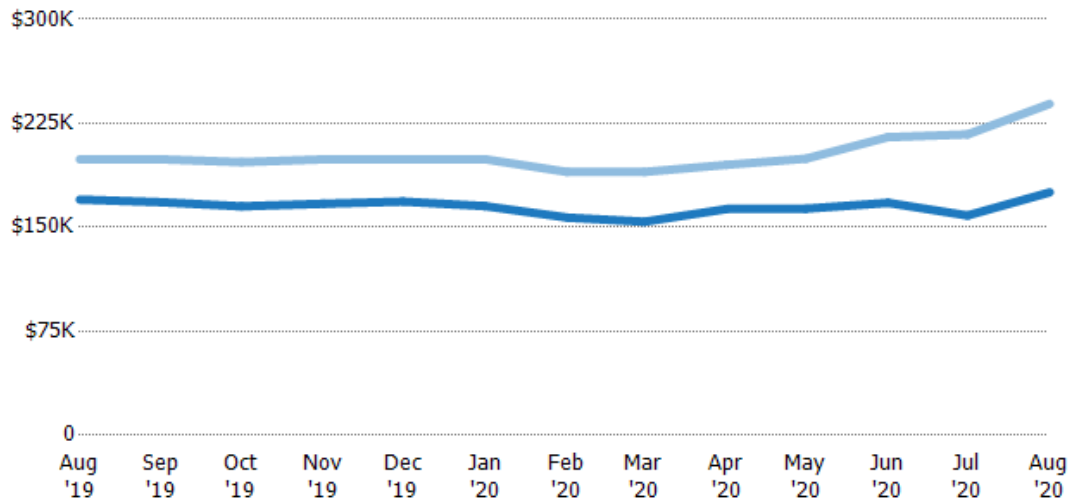


## Median Listing Price vs Median Est Value

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 Est Value	\$170K	\$168K	\$165K	\$167K	\$169K	\$165K	\$157K	\$154K	\$163K	\$163K	\$168K	\$159K	\$175K
Median Listing Price	\$199K	\$199K	\$197K	\$199K	\$199K	\$199K	\$190K	\$190K	\$195K	\$199K	\$215K	\$217K	\$239K
Med Listing Price as a % of Med Est Value	117%	118%	119%	119%	118%	120%	121%	123%	120%	122%	128%	137%	136%

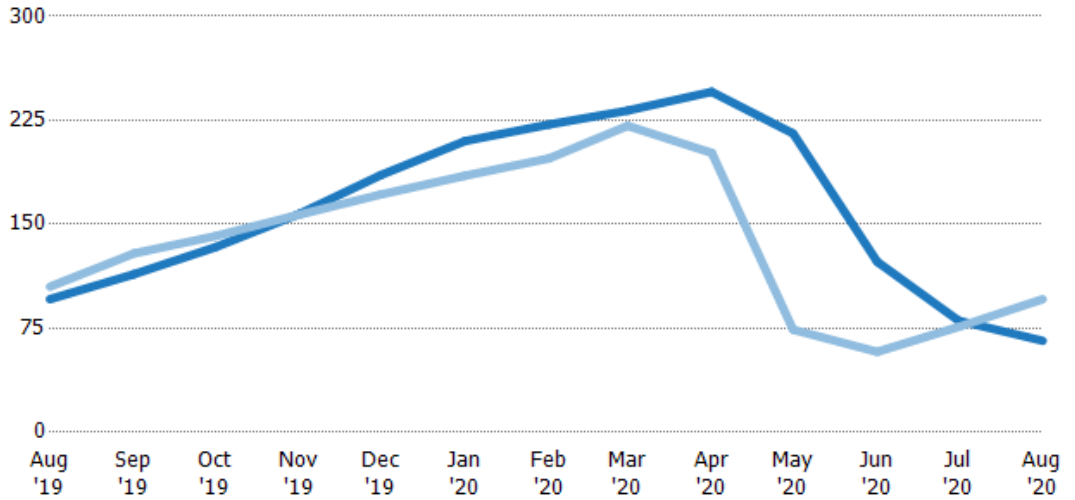
## Median Days in RPR

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.
Aug '20	66	-31.3%
Aug '19	96	-8.6%
Aug '18	105	-6.7%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	96	114	134	158	186	210	222	232	246	216	123	80.5	66
Prior Year	105	129	142	157	172	185	198	221	202	74	58	76	96
Percent Change from Prior Year	-9%	-12%	-6%	0%	8%	14%	12%	5%	22%	191%	112%	6%	-31%

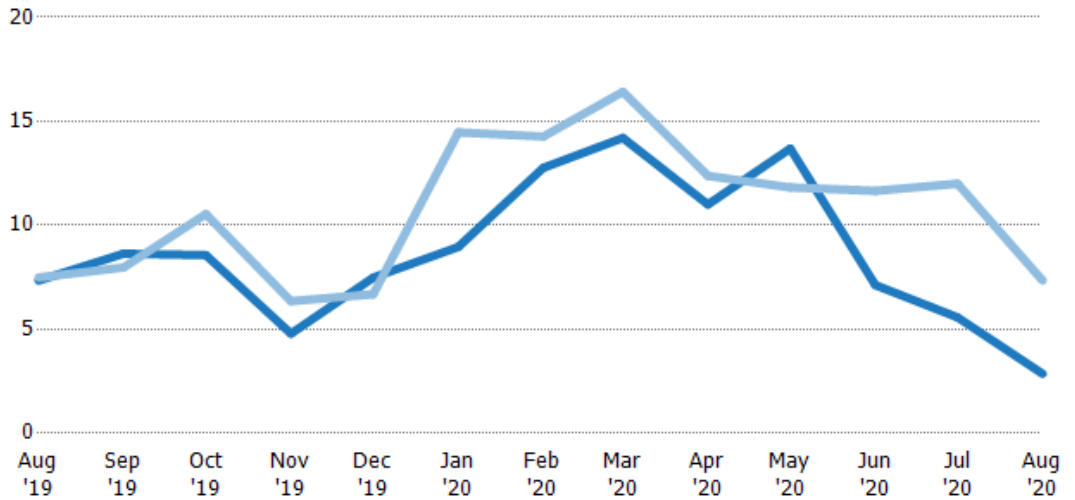
## Months of Inventory

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.
Aug '20	2.86	-61%
Aug '19	7.34	-2%
Aug '18	7.49	81.7%



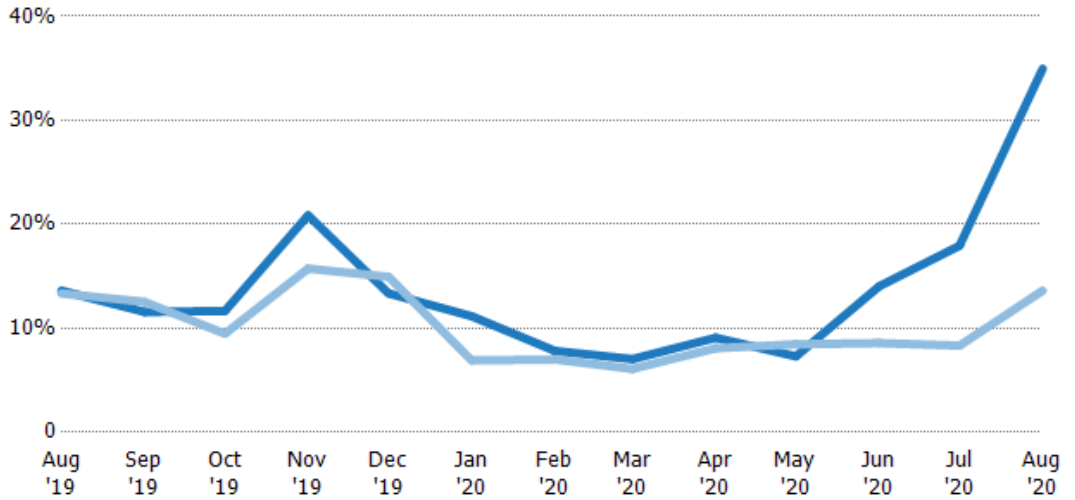
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	7.34	8.64	8.56	4.79	7.48	8.96	12.8	14.2	11	13.7	7.13	5.57	2.86
Prior Year	7.49	7.97	10.5	6.35	6.69	14.5	14.3	16.4	12.4	11.8	11.7	12	7.34
Percent Change from Prior Year	-2%	8%	-19%	-25%	12%	-38%	-11%	-14%	-11%	16%	-39%	-54%	-61%

## 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



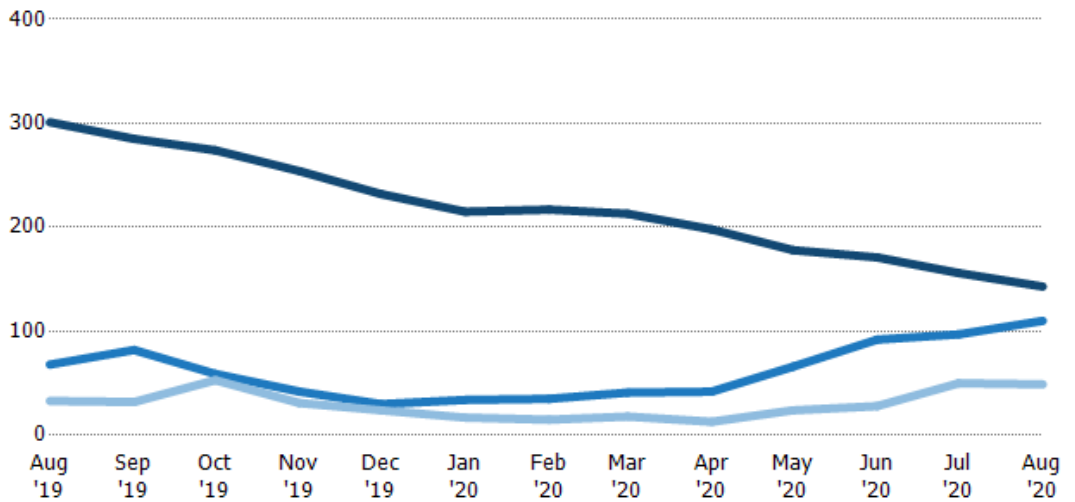
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	14%	12%	12%	21%	13%	11%	8%	7%	9%	7%	14%	18%	35%
Prior Year	13%	13%	9%	16%	15%	7%	7%	6%	8%	8%	9%	8%	14%
Change from Prior Year	0%	1%	-2%	-5%	2%	-4%	-1%	-1%	-1%	1%	-5%	-10%	-21%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	301	285	274	254	232	215	217	213	198	178	171	156	143
Pending	68	82	59	42	30	34	35	41	42	66	92	97	110
Sold	33	32	53	31	24	17	15	18	13	24	28	50	49

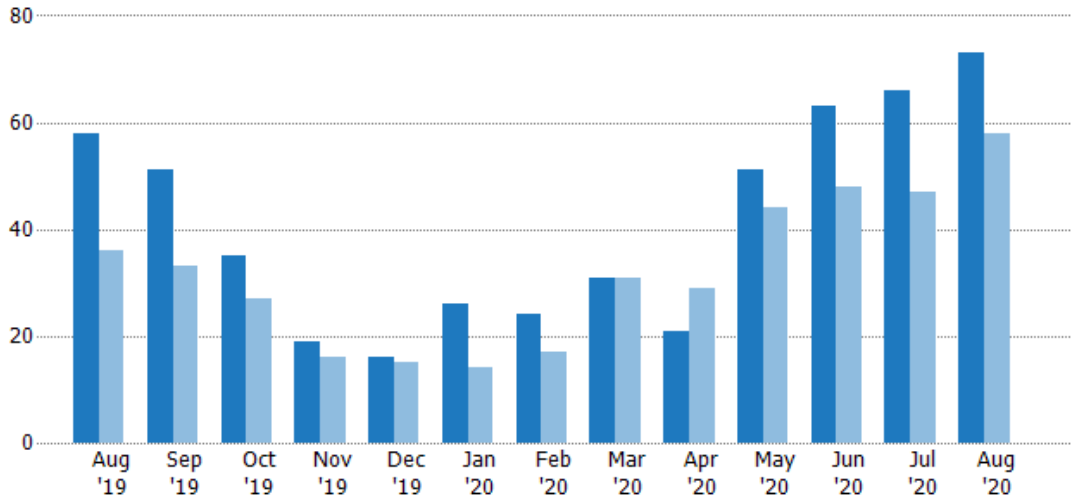
## New Pending Sales

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.
Aug '20	73	25.9%
Aug '19	58	61.1%
Aug '18	36	-11.1%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	58	51	35	19	16	26	24	31	21	51	63	66	73
Prior Year	36	33	27	16	15	14	17	31	29	44	48	47	58
Percent Change from Prior Year	61%	55%	30%	19%	7%	86%	41%	0%	-28%	16%	31%	40%	26%

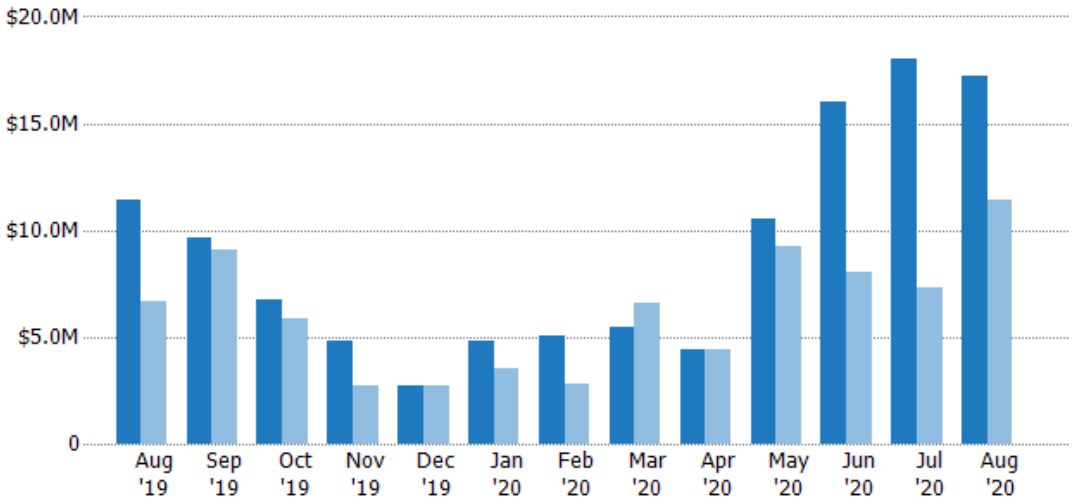
## New Pending Sales Volume

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.
Aug '20	\$17.2M	50.6%
Aug '19	\$11.4M	71.8%
Aug '18	\$6.66M	-30.4%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$11.4M	\$9.68M	\$6.71M	\$4.81M	\$2.75M	\$4.83M	\$5.06M	\$5.43M	\$4.38M	\$10.6M	\$16M	\$18M	\$17.2M
Prior Year	\$6.66M	\$9.05M	\$5.85M	\$2.7M	\$2.72M	\$3.57M	\$2.77M	\$6.59M	\$4.41M	\$9.28M	\$8.04M	\$7.29M	\$11.4M
Percent Change from Prior Year	72%	7%	15%	78%	1%	35%	83%	-18%	-1%	14%	99%	147%	51%



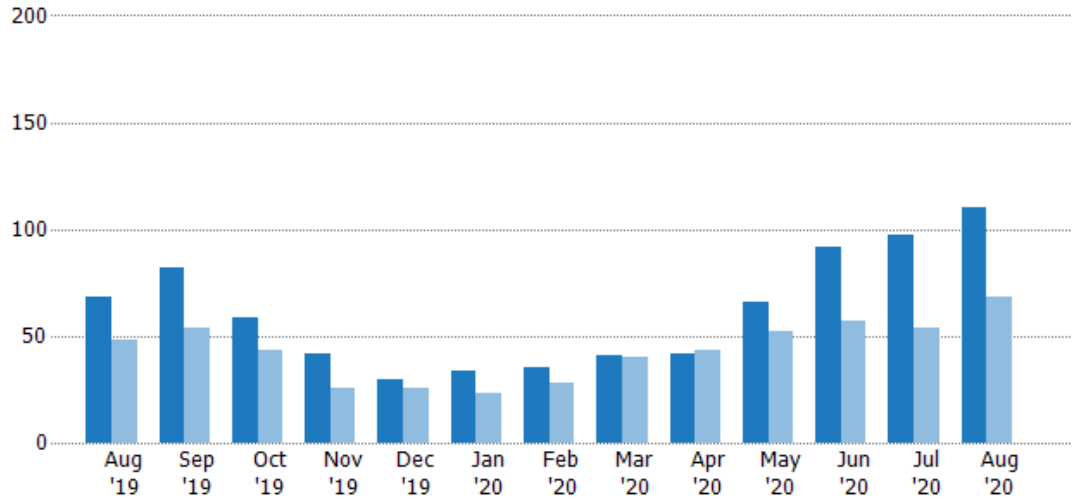
## Pending Sales

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.
Aug '20	110	61.8%
Aug '19	68	41.7%
Aug '18	48	-8.3%



Current Year	68	82	59	42	30	34	35	41	42	66	92	97	110
Prior Year	48	54	43	26	26	23	28	40	43	52	57	54	68
Percent Change from Prior Year	42%	52%	37%	62%	15%	48%	25%	3%	-2%	27%	61%	80%	62%

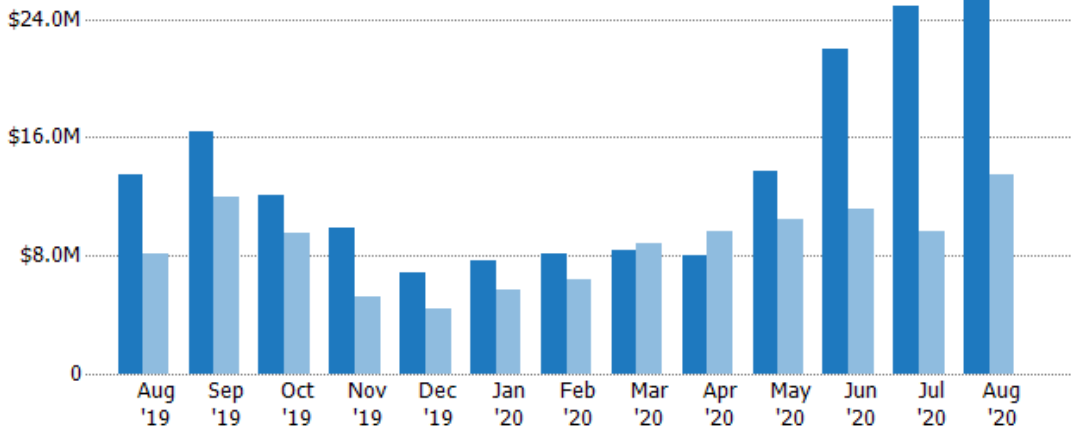
## Pending Sales Volume

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.
Aug '20	\$26.5M	96.2%
Aug '19	\$13.5M	65.9%
Aug '18	\$8.14M	-12.7%



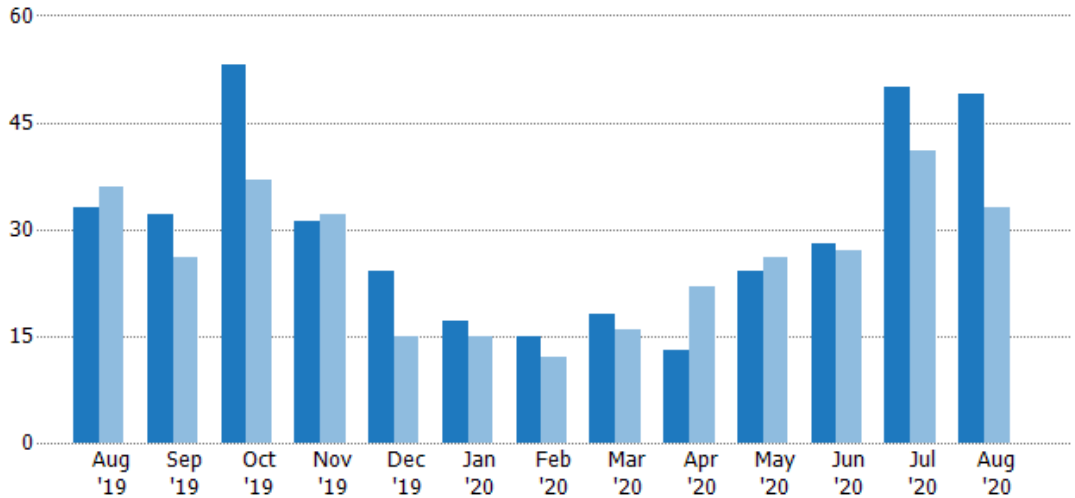
Current Year	\$13.5M	\$16.4M	\$12.1M	\$9.84M	\$6.88M	\$7.61M	\$8.12M	\$8.41M	\$8.01M	\$13.7M	\$21.9M	\$24.9M	\$26.5M
Prior Year	\$8.14M	\$12M	\$9.53M	\$5.17M	\$4.38M	\$5.72M	\$6.34M	\$8.8M	\$9.59M	\$10.4M	\$11.2M	\$9.65M	\$13.5M
Percent Change from Prior Year	66%	36%	27%	91%	57%	33%	28%	-4%	-16%	31%	96%	158%	96%

## 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



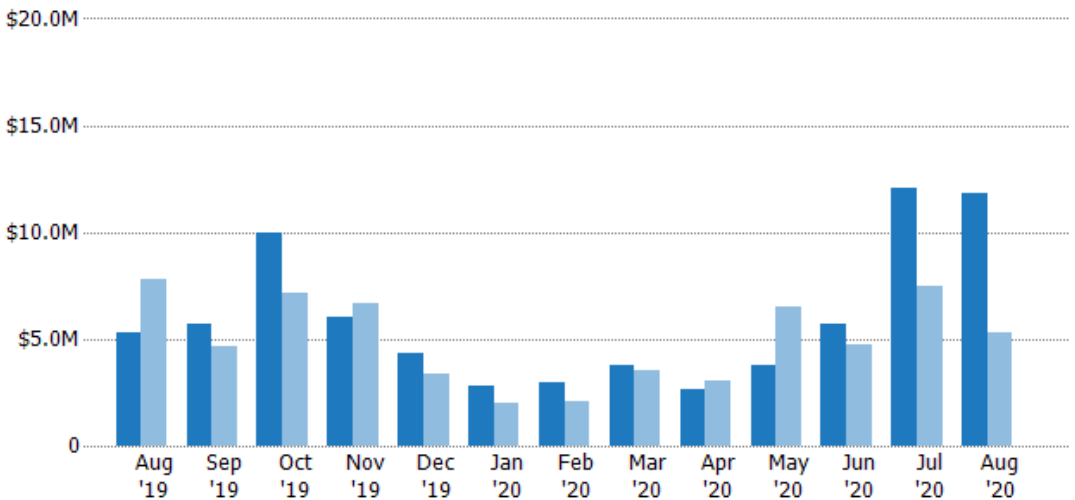
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	33	32	53	31	24	17	15	18	13	24	28	50	49
Prior Year	36	26	37	32	15	15	12	16	22	26	27	41	33
Percent Change from Prior Year	-8%	23%	43%	-3%	60%	13%	25%	13%	-41%	-8%	4%	22%	48%

## 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



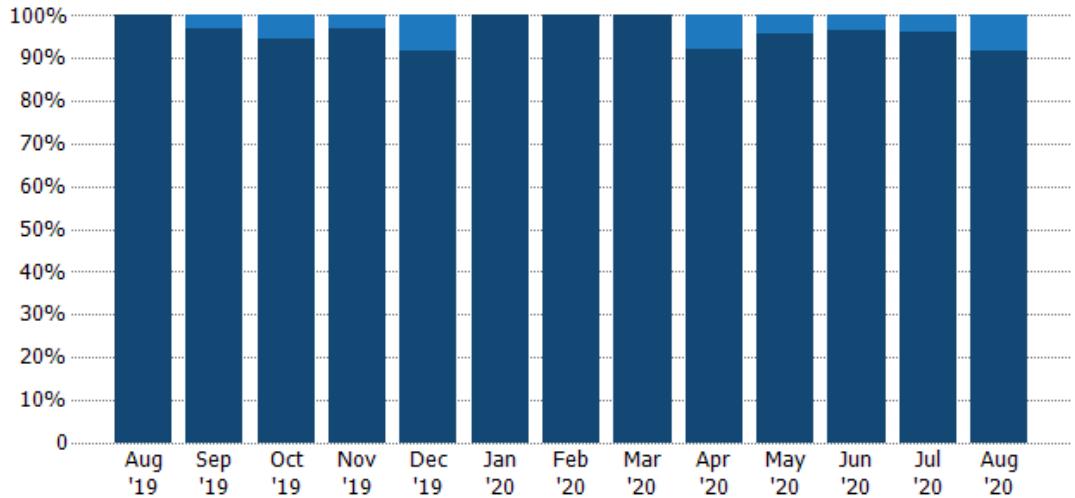
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$5.29M	\$5.67M	\$9.95M	\$6.04M	\$4.33M	\$2.78M	\$2.97M	\$3.79M	\$2.66M	\$3.77M	\$5.72M	\$12M	\$11.9M
Prior Year	\$7.82M	\$4.67M	\$7.17M	\$6.63M	\$3.36M	\$1.97M	\$2.04M	\$3.56M	\$3.07M	\$6.54M	\$4.76M	\$7.44M	\$5.29M
Percent Change from Prior Year	-32%	21%	39%	-9%	29%	41%	46%	7%	-13%	-42%	20%	62%	124%

## 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



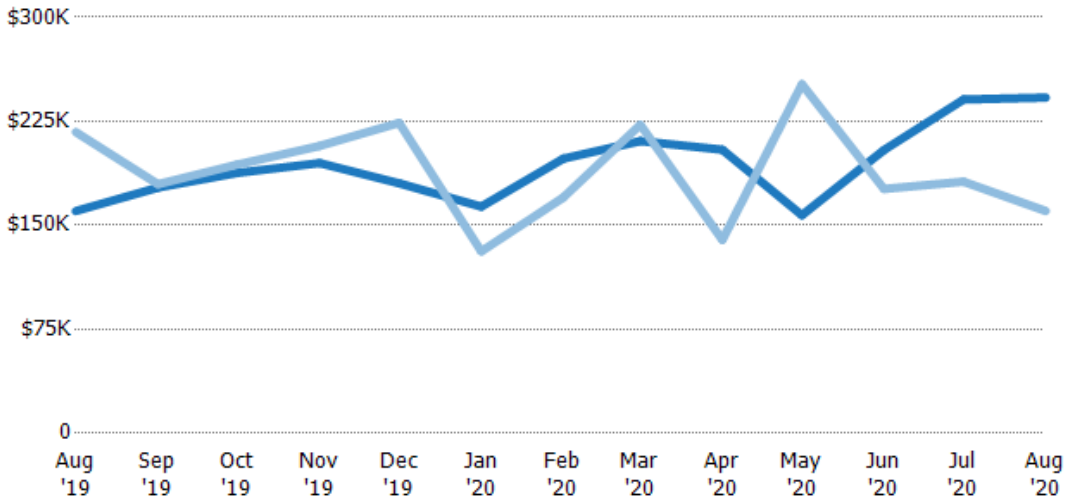
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	-	3%	6%	3%	8%	-	-	-	8%	4%	4%	4%	8%
Single Family Residence	100%	97%	94%	97%	92%	100%	100%	100%	92%	96%	96%	96%	92%

## 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



Month/Year	Price	% Chg.
Aug '20	\$242K	51%
Aug '19	\$160K	-26.2%
Aug '18	\$217K	-20.8%

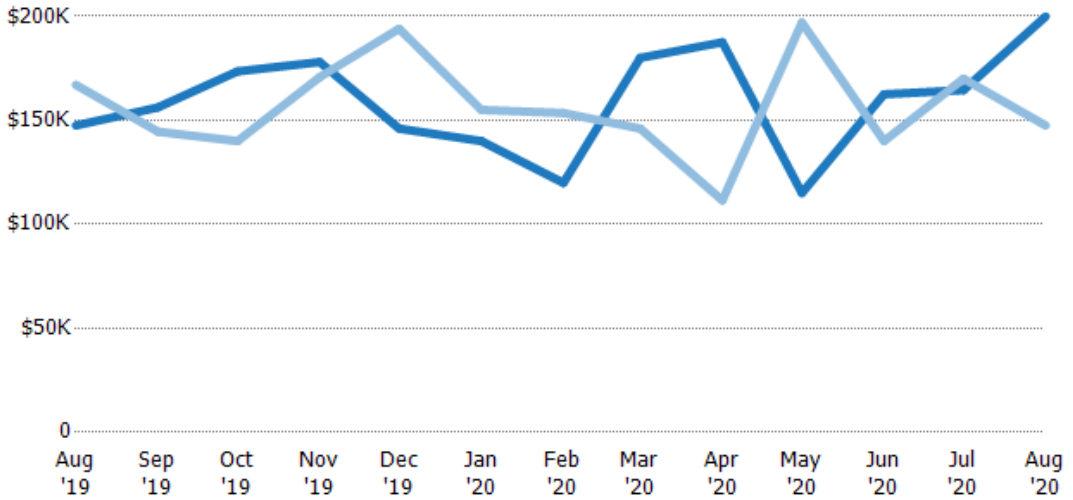
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$160K	\$177K	\$188K	\$195K	\$180K	\$163K	\$198K	\$211K	\$204K	\$157K	\$204K	\$241K	\$242K
Prior Year	\$217K	\$180K	\$194K	\$207K	\$224K	\$131K	\$170K	\$222K	\$139K	\$252K	\$176K	\$181K	\$160K
Percent Change from Prior Year	-26%	-1%	-3%	-6%	-19%	25%	16%	-5%	47%	-38%	16%	33%	51%

## 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.
Aug '20	\$200K	35.5%
Aug '19	\$148K	-11.7%
Aug '18	\$167K	-8.7%

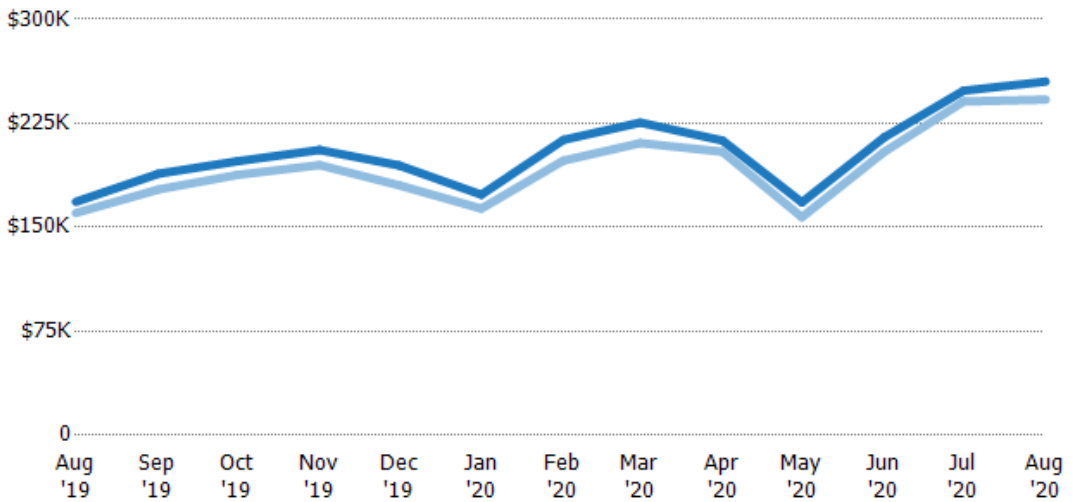
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$148K	\$156K	\$174K	\$178K	\$146K	\$140K	\$120K	\$180K	\$188K	\$115K	\$163K	\$165K	\$200K
Prior Year	\$167K	\$145K	\$140K	\$171K	\$194K	\$155K	\$154K	\$146K	\$111K	\$197K	\$140K	\$170K	\$148K
Percent Change from Prior Year	-12%	8%	24%	4%	-25%	-10%	-22%	23%	68%	-42%	16%	-3%	36%

## 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



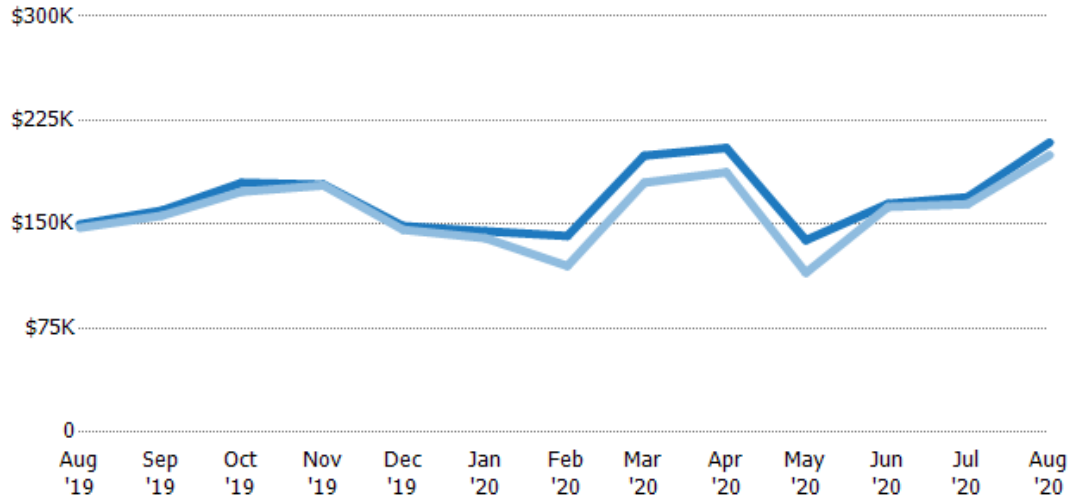
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$168K	\$189K	\$198K	\$206K	\$195K	\$174K	\$213K	\$225K	\$213K	\$168K	\$215K	\$248K	\$255K
Avg Sales Price	\$160K	\$177K	\$188K	\$195K	\$180K	\$163K	\$198K	\$211K	\$204K	\$157K	\$204K	\$241K	\$242K
Avg Sales Price as a % of Avg List Price	95%	94%	95%	95%	93%	94%	93%	93%	96%	94%	95%	97%	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



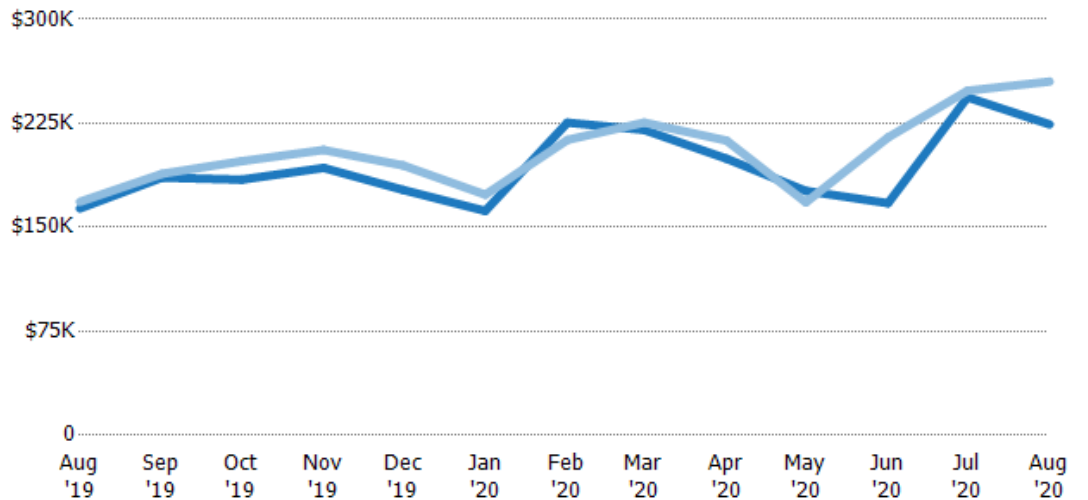
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$150K	\$160K	\$180K	\$179K	\$149K	\$145K	\$142K	\$199K	\$205K	\$139K	\$165K	\$169K	\$209K
Median Sales Price	\$148K	\$156K	\$174K	\$178K	\$146K	\$140K	\$120K	\$180K	\$188K	\$115K	\$163K	\$165K	\$200K
Med Sales Price as a % of Med List Price	98%	98%	96%	100%	98%	97%	85%	90%	91%	83%	99%	97%	96%

## 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



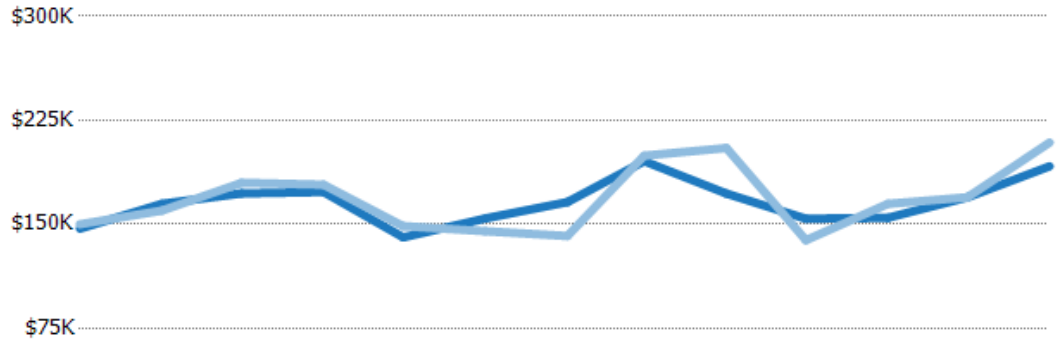
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$164K	\$186K	\$184K	\$193K	\$177K	\$162K	\$225K	\$220K	\$200K	\$176K	\$167K	\$244K	\$224K
Avg Sales Price	\$168K	\$189K	\$198K	\$206K	\$195K	\$174K	\$213K	\$225K	\$213K	\$168K	\$215K	\$248K	\$255K
Avg Sales Price as a % of Avg Est Value	103%	101%	107%	107%	110%	107%	94%	102%	107%	95%	128%	102%	114%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$147K	\$165K	\$172K	\$173K	\$141K	\$154K	\$166K	\$196K	\$172K	\$154K	\$155K	\$169K	\$192K
Median Sales Price	\$150K	\$160K	\$180K	\$179K	\$149K	\$145K	\$142K	\$199K	\$205K	\$139K	\$165K	\$169K	\$209K
Med Sales Price as a % of Med Est Value	102%	97%	104%	103%	106%	94%	85%	102%	119%	90%	107%	100%	109%