

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

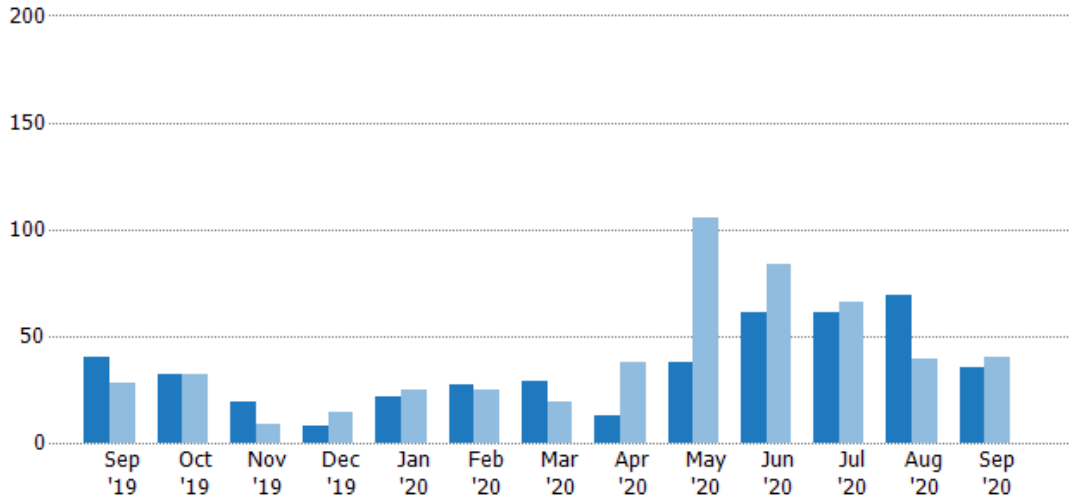
Key Metrics	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	35	40	-12.5%	355	441	-19.5%
New Listing Volume	\$13,063,449	\$9,305,800	+40.4%	\$95,410,721	\$101,361,938	-5.9%
Active Listing Count	124	283	-56.2%	N/A	N/A	
Active Listing Volume	\$46,414,899	\$74,156,413	-37.4%	N/A	N/A	
Average Listing Price	\$374,314	\$262,037	+42.8%	\$291,388	\$251,238	+16%
Median Listing Price	\$230,000	\$199,000	+15.6%	\$203,253	\$194,457	+4.5%
Median Days in RPR	84	115	-27%	130.86	119.38	+9.6%
Months of Inventory	2.5	8.8	-72%	7.6	9.6	-20.6%
Absorption Rate	40.32%	11.31%	+29%	13.19%	10.47%	+2.7%
Sales Activity Charts Metrics						
New Pending Sales Count	58	51	+13.7%	413	330	+25.2%
New Pending Sales Volume	\$13,797,972	\$9,677,999	+42.6%	\$95,352,095	\$62,006,573	+53.8%
Pending Sales Count	99	81	+22.2%	N/A	N/A	
Pending Sales Volume	\$23,589,422	\$15,897,549	+48.4%	N/A	N/A	
Closed Sales Count	54	32	+68.8%	269	213	+26.3%
Closed Sales Volume	\$13,679,650	\$5,670,500	+141.2%	\$59,770,079	\$38,586,471	+54.9%
Average Sales Price	\$253,327	\$177,203	+43%	\$222,194	\$181,157	+22.7%
Median Sales Price	\$182,000	\$156,200	+16.5%	\$169,511	\$155,584	+9%

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



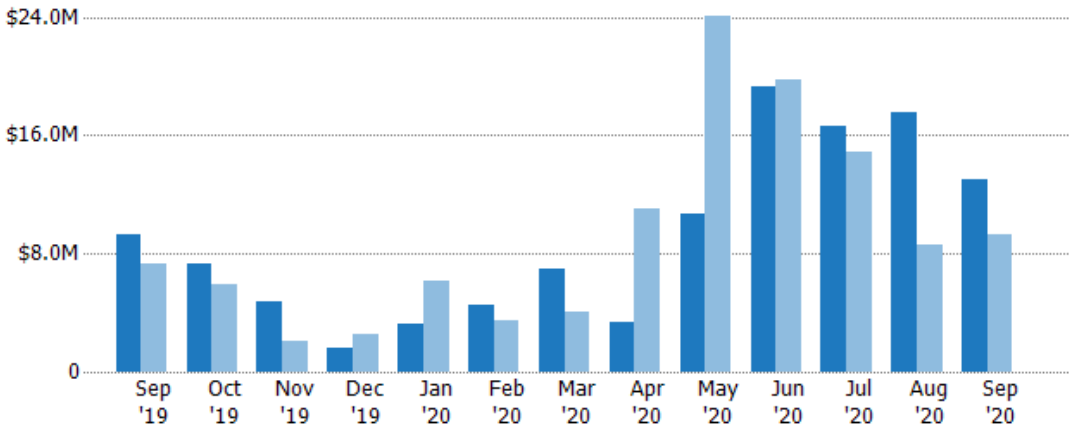
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	40	32	19	8	22	27	29	13	38	61	61	69	35
Prior Year	28	32	9	14	25	25	19	38	105	84	66	39	40
Percent Change from Prior Year	43%	0%	111%	-43%	-12%	8%	53%	-66%	-64%	-27%	-8%	77%	-13%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$9.31M	\$7.27M	\$4.81M	\$1.57M	\$3.28M	\$4.57M	\$7.01M	\$3.36M	\$10.6M	\$19.3M	\$16.6M	\$17.6M	\$13.1M
Prior Year	\$7.36M	\$5.91M	\$2.02M	\$2.57M	\$6.19M	\$3.5M	\$4M	\$11M	\$24.1M	\$19.8M	\$14.9M	\$8.62M	\$9.31M
Percent Change from Prior Year	26%	23%	138%	-39%	-47%	30%	75%	-69%	-56%	-3%	12%	104%	40%

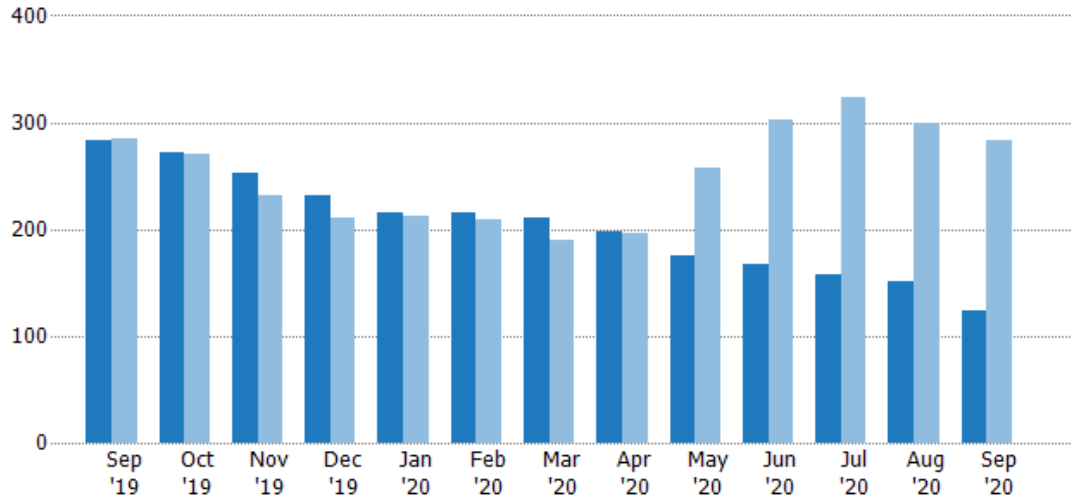
Active Listings

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.
Sep '20	124	-56.2%
Sep '19	283	-0.7%
Sep '18	285	2.1%



Current Year	283	272	253	232	215	216	211	198	175	167	158	151	124
Prior Year	285	271	232	211	212	209	190	196	258	303	324	299	283
Percent Change from Prior Year	-1%	0%	9%	10%	1%	3%	11%	1%	-32%	-45%	-51%	-49%	-56%

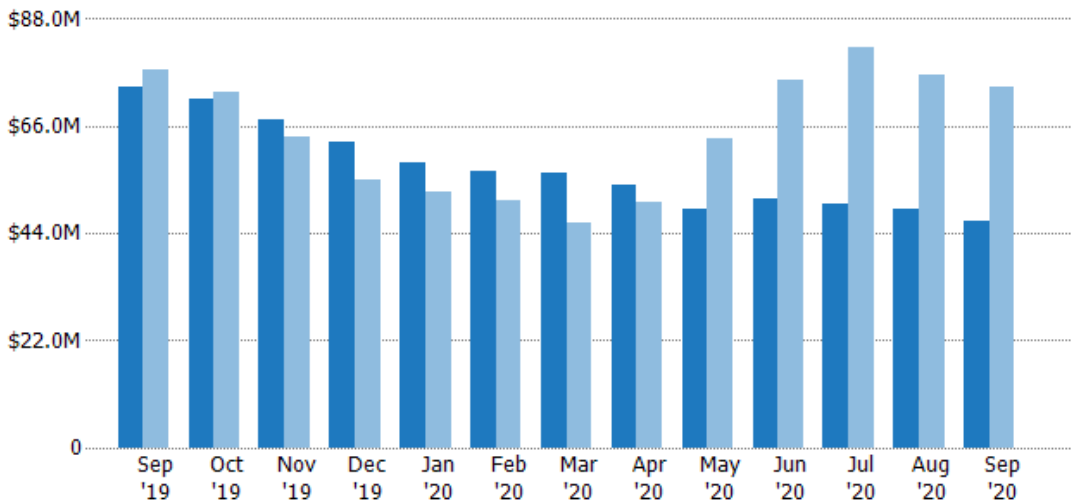
Active Listing Volume

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.
Sep '20	\$46.4M	-37.4%
Sep '19	\$74.2M	-4.6%
Sep '18	\$77.7M	-10%



Current Year	\$74.2M	\$71.7M	\$67.3M	\$62.7M	\$58.4M	\$56.8M	\$56.3M	\$53.8M	\$48.9M	\$51M	\$49.9M	\$49M	\$46.4M
Prior Year	\$77.7M	\$72.9M	\$63.9M	\$54.9M	\$52.5M	\$50.6M	\$46M	\$50.3M	\$63.5M	\$75.5M	\$82.2M	\$76.5M	\$74.2M
Percent Change from Prior Year	-5%	-2%	5%	14%	11%	12%	22%	7%	-23%	-32%	-39%	-36%	-37%

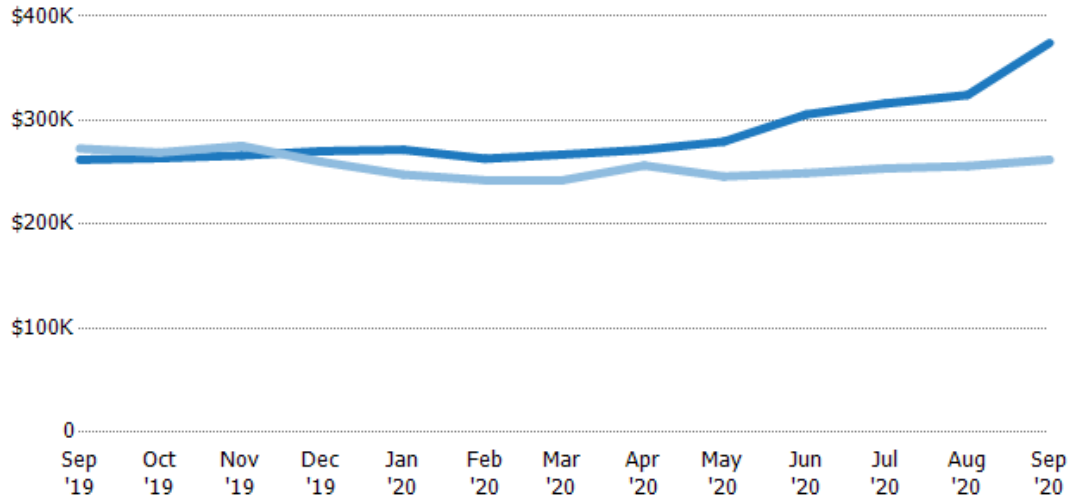
Average Listing Price

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.
Sep '20	\$374K	42.8%
Sep '19	\$262K	-3.9%
Sep '18	\$273K	-11.8%



Current Year	\$262K	\$264K	\$266K	\$270K	\$272K	\$263K	\$267K	\$272K	\$279K	\$306K	\$316K	\$324K	\$374K
Prior Year	\$273K	\$269K	\$275K	\$260K	\$248K	\$242K	\$242K	\$257K	\$246K	\$249K	\$254K	\$256K	\$262K
Percent Change from Prior Year	-4%	-2%	-3%	4%	10%	9%	10%	6%	14%	23%	25%	27%	43%

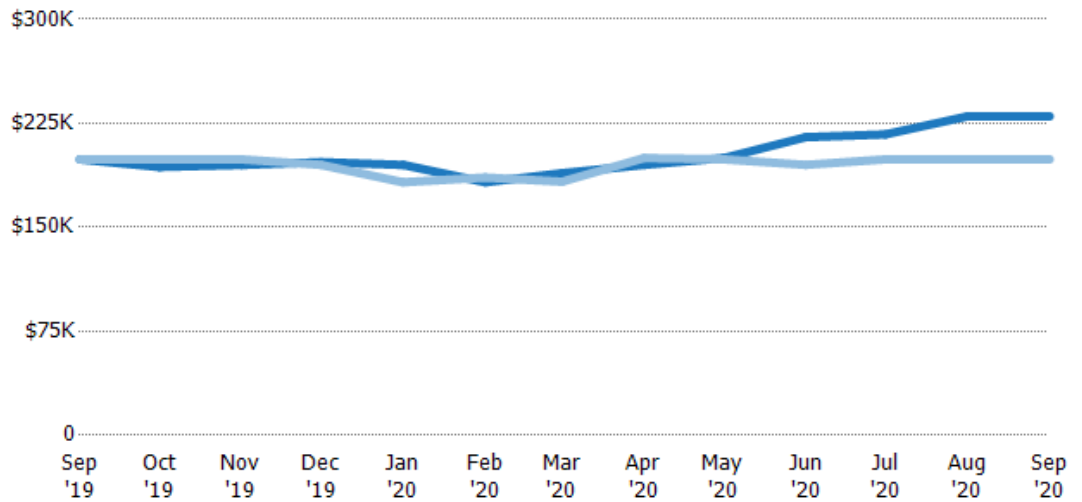
Median Listing Price

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.
Sep '20	\$230K	15.6%
Sep '19	\$199K	0%
Sep '18	\$199K	-9.6%



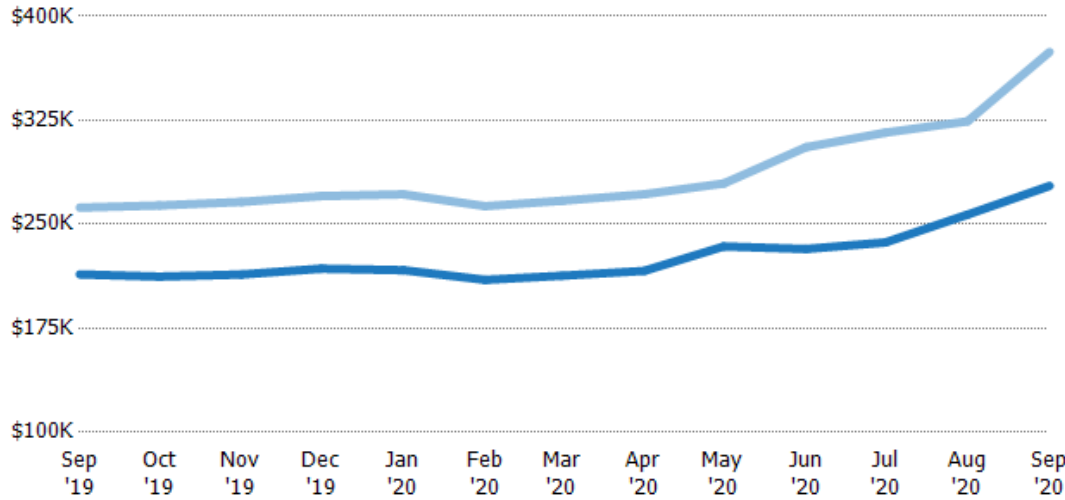
Current Year	\$199K	\$194K	\$195K	\$197K	\$195K	\$183K	\$189K	\$195K	\$200K	\$215K	\$217K	\$230K	\$230K
Prior Year	\$199K	\$199K	\$199K	\$195K	\$182K	\$186K	\$183K	\$200K	\$199K	\$195K	\$199K	\$199K	\$199K
Percent Change from Prior Year	0%	-3%	-2%	1%	7%	-2%	3%	-2%	0%	10%	9%	16%	16%

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



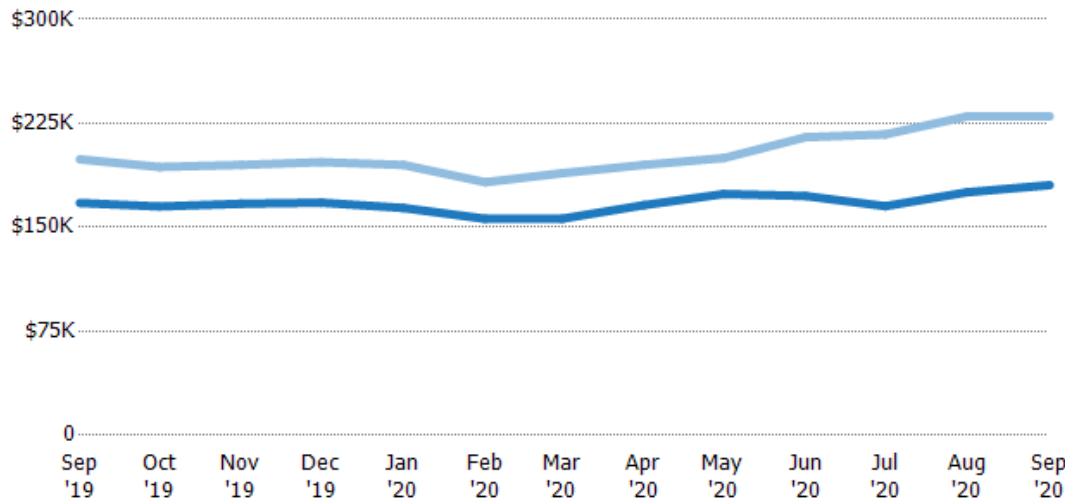
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$214K	\$212K	\$214K	\$218K	\$217K	\$210K	\$213K	\$216K	\$234K	\$232K	\$237K	\$257K	\$278K
Avg Listing Price	\$262K	\$264K	\$266K	\$270K	\$272K	\$263K	\$267K	\$272K	\$279K	\$306K	\$316K	\$324K	\$374K
Avg Listing Price as a % of Avg Est Value	123%	124%	124%	124%	125%	125%	125%	126%	119%	132%	133%	126%	135%

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



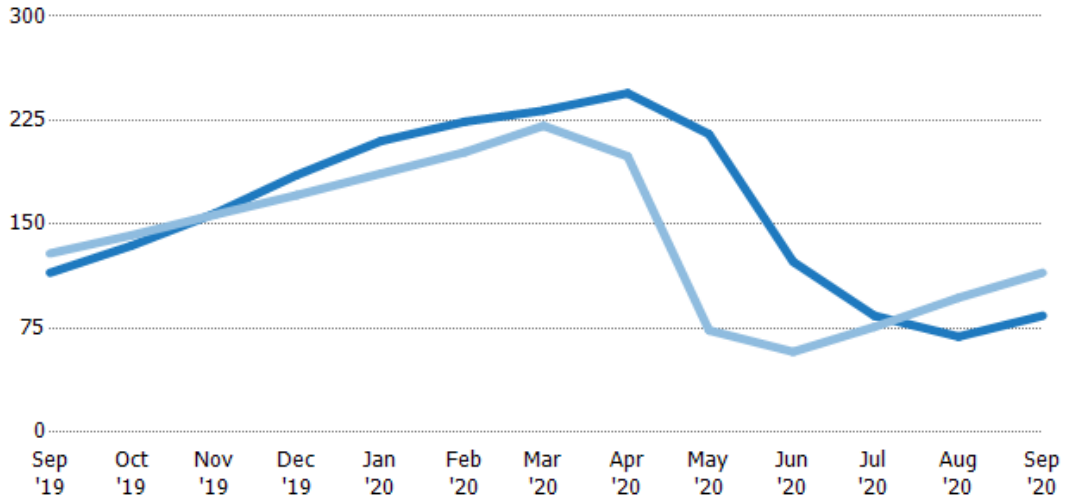
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$168K	\$165K	\$167K	\$168K	\$164K	\$156K	\$156K	\$166K	\$174K	\$173K	\$165K	\$175K	\$180K
Median Listing Price	\$199K	\$194K	\$195K	\$197K	\$195K	\$183K	\$189K	\$195K	\$200K	\$215K	\$217K	\$230K	\$230K
Med Listing Price as a % of Med Est Value	119%	117%	117%	117%	119%	117%	121%	117%	115%	125%	131%	131%	128%

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



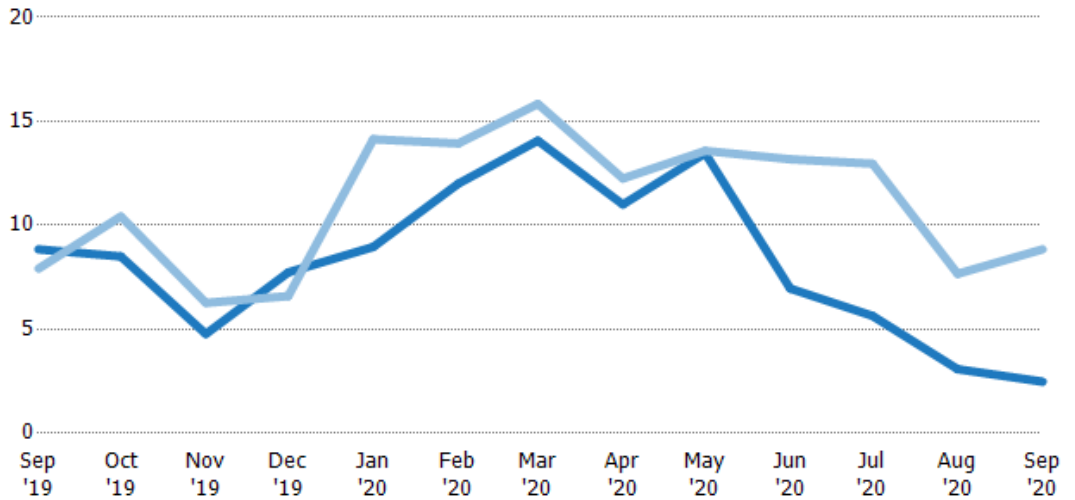
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	115	135	158	186	210	224	232	245	215	123	84	69	84
Prior Year	129	142	157	171	187	202	221	199	73.5	58	76	97	115
Percent Change from Prior Year	-11%	-5%	1%	8%	13%	11%	5%	23%	193%	112%	11%	-29%	-27%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	8.84	8.5	4.77	7.73	8.96	12	14.1	11	13.5	6.96	5.64	3.08	2.48
Prior Year	7.92	10.4	6.27	6.59	14.1	13.9	15.8	12.3	13.6	13.2	13	7.67	8.84
Percent Change from Prior Year	12%	-18%	-24%	17%	-37%	-14%	-11%	-10%	-1%	-47%	-56%	-60%	-72%

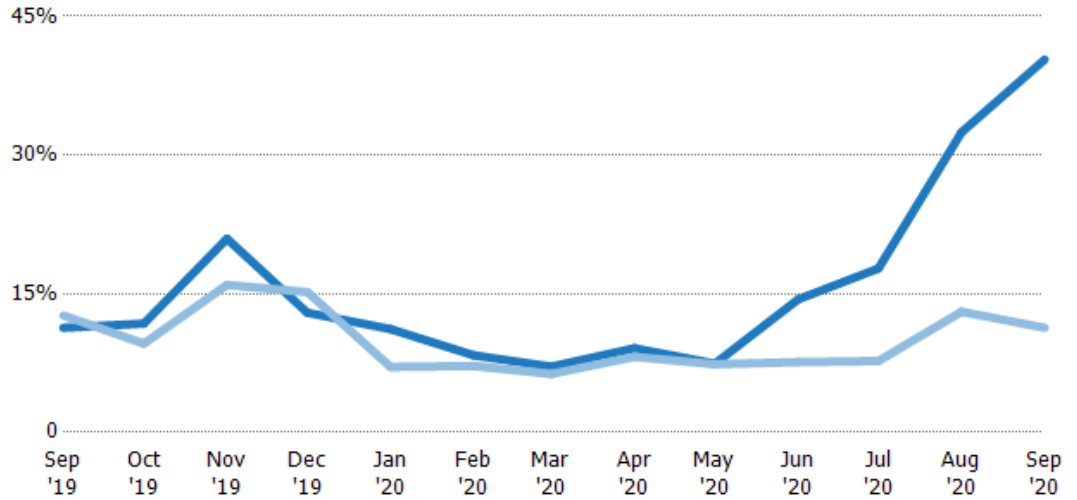
Absorption Rate

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.
Sep '20	40%	-29%
Sep '19	11%	1.3%
Sep '18	13%	-18.4%



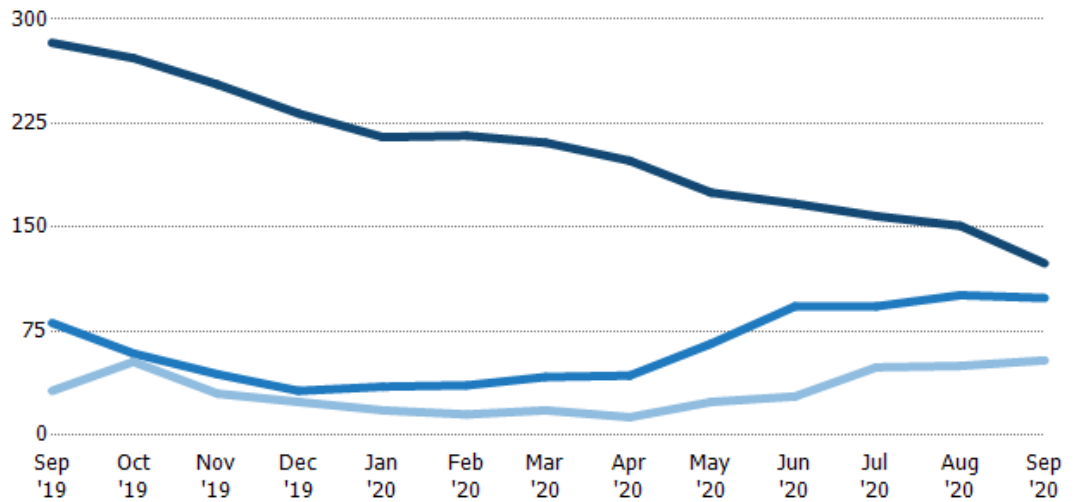
Current Year	11%	12%	21%	13%	11%	8%	7%	9%	7%	14%	18%	32%	40%
Prior Year	13%	10%	16%	15%	7%	7%	6%	8%	7%	8%	8%	13%	11%
Change from Prior Year	1%	-2%	-5%	2%	-4%	-1%	-1%	-1%	0%	-7%	-10%	-19%	-29%

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	283	272	253	232	215	216	211	198	175	167	158	151	124
Pending	81	59	44	32	35	36	42	43	66	93	93	101	99
Sold	32	53	30	24	18	15	18	13	24	28	49	50	54

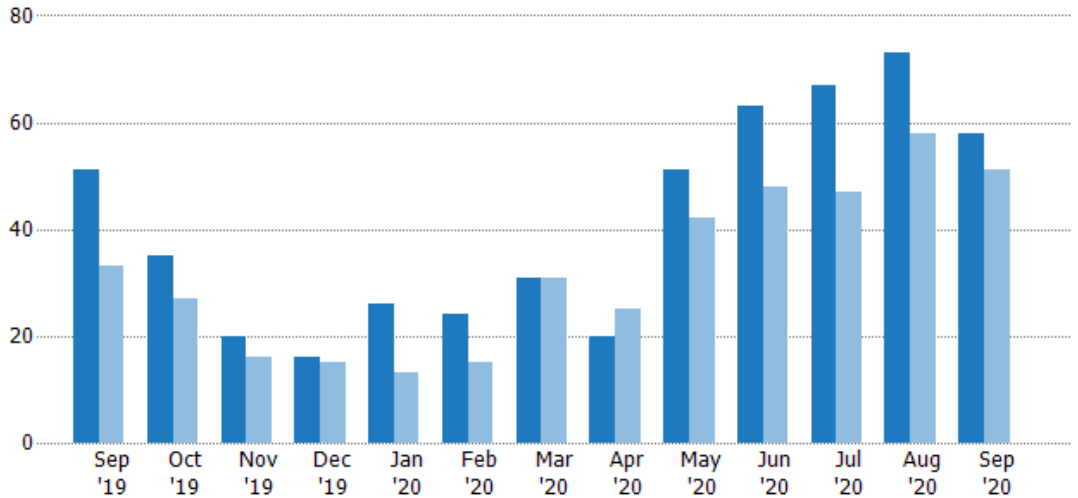
New Pending Sales

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.
Sep '20	58	13.7%
Sep '19	51	54.5%
Sep '18	33	-18.2%



Current Year	51	35	20	16	26	24	31	20	51	63	67	73	58
Prior Year	33	27	16	15	13	15	31	25	42	48	47	58	51
Percent Change from Prior Year	55%	30%	25%	7%	100%	60%	0%	-20%	21%	31%	43%	26%	14%

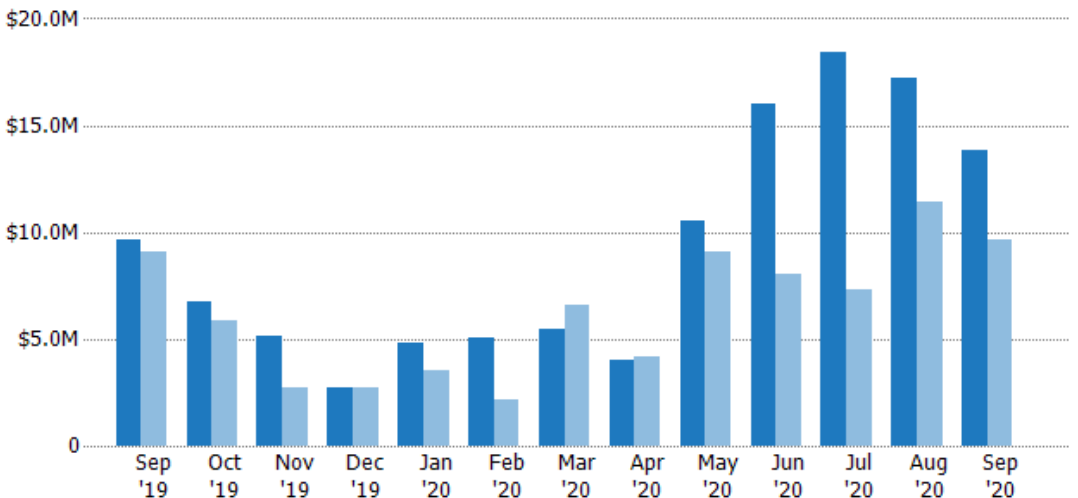
New Pending Sales Volume

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.
Sep '20	\$13.8M	42.6%
Sep '19	\$9.68M	7%
Sep '18	\$9.05M	-27.5%



Current Year	\$9.68M	\$6.71M	\$5.16M	\$2.75M	\$4.83M	\$5.06M	\$5.43M	\$4.03M	\$10.6M	\$16M	\$18.4M	\$17.2M	\$13.8M
Prior Year	\$9.05M	\$5.85M	\$2.7M	\$2.72M	\$3.51M	\$2.19M	\$6.59M	\$4.17M	\$9.1M	\$8.04M	\$7.29M	\$11.4M	\$9.68M
Percent Change from Prior Year	7%	15%	91%	1%	38%	131%	-18%	-3%	16%	99%	153%	51%	43%

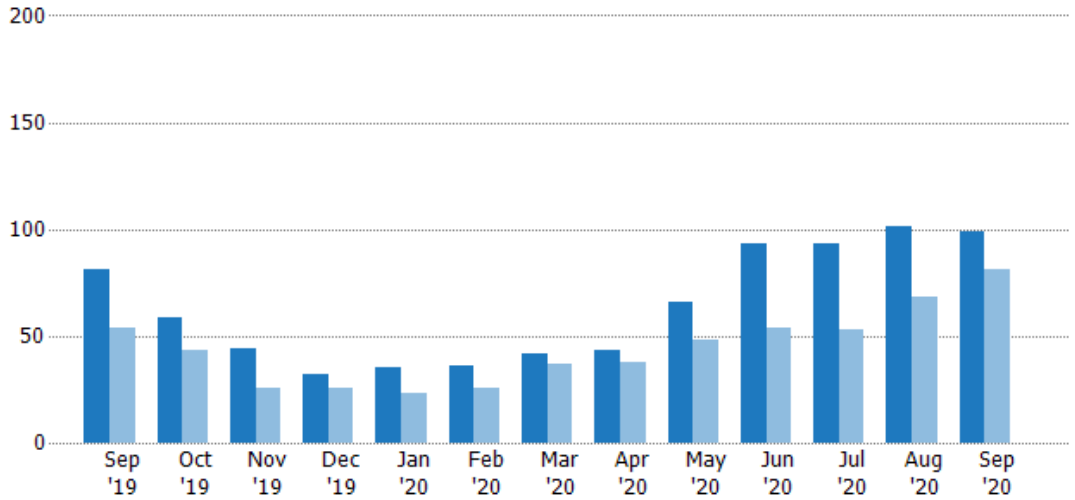
Pending Sales

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.
Sep '20	99	22.2%
Sep '19	81	50%
Sep '18	54	-33.3%



Current Year	81	59	44	32	35	36	42	43	66	93	93	101	99
Prior Year	54	43	26	26	23	26	37	38	48	54	53	68	81
Percent Change from Prior Year	50%	37%	69%	23%	52%	38%	14%	13%	38%	72%	75%	49%	22%

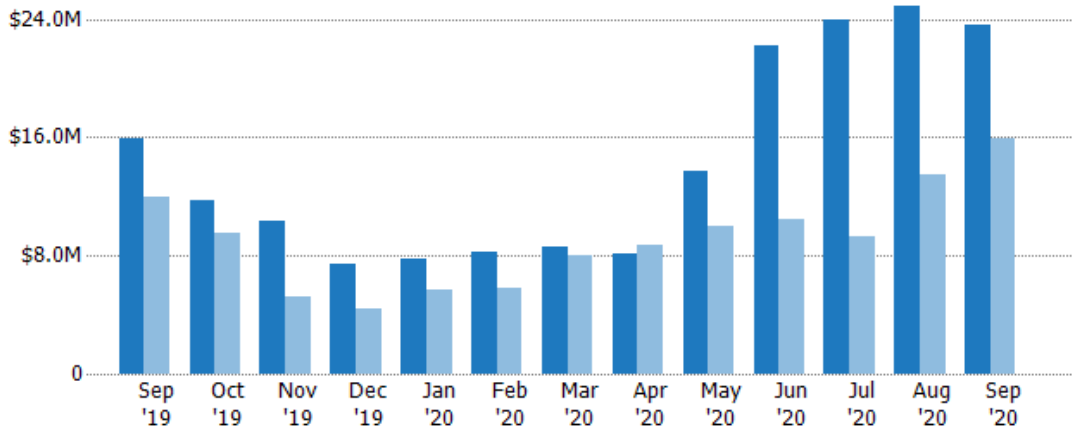
Pending Sales Volume

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.
Sep '20	\$23.6M	48.4%
Sep '19	\$15.9M	32.4%
Sep '18	\$12M	-32.6%



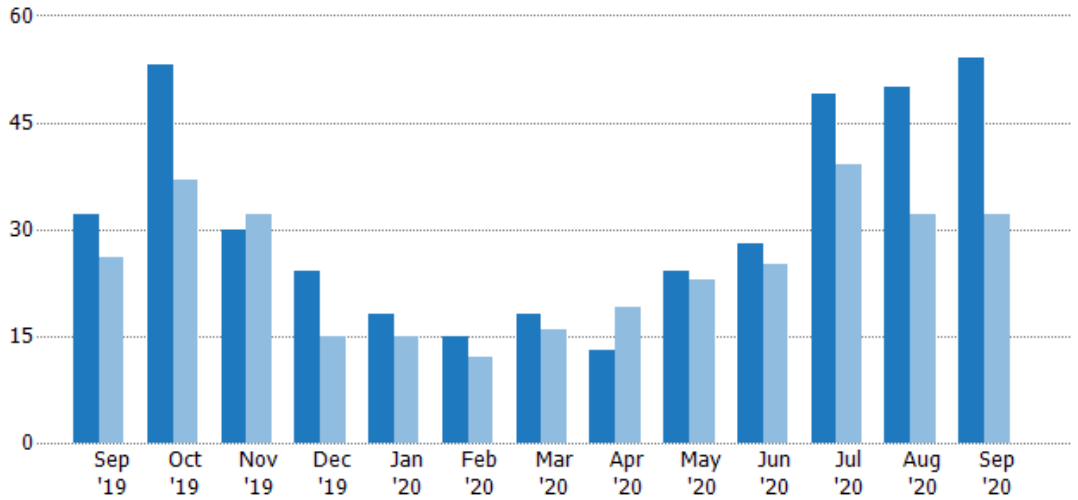
Current Year	\$15.9M	\$11.8M	\$10.4M	\$7.4M	\$7.78M	\$8.29M	\$8.58M	\$8.18M	\$13.8M	\$22.2M	\$23.9M	\$24.8M	\$23.6M
Prior Year	\$12M	\$9.53M	\$5.17M	\$4.38M	\$5.72M	\$5.76M	\$7.99M	\$8.69M	\$9.96M	\$10.5M	\$9.28M	\$13.5M	\$15.9M
Percent Change from Prior Year	32%	24%	101%	69%	36%	44%	7%	-6%	38%	112%	158%	84%	48%

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.
Sep '20	54	68.8%
Sep '19	32	23.1%
Sep '18	26	30.8%

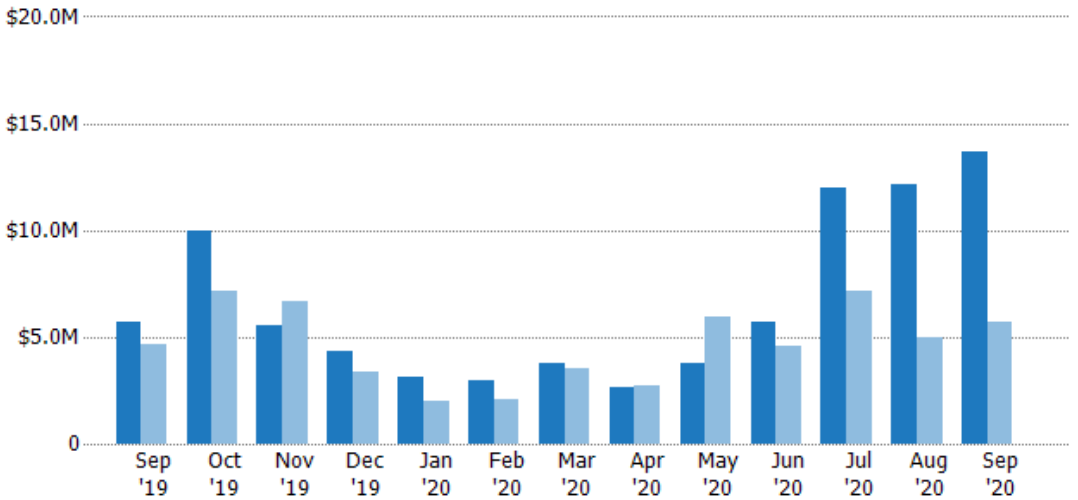
Current Year	32	53	30	24	18	15	18	13	24	28	49	50	54
Prior Year	26	37	32	15	15	12	16	19	23	25	39	32	32
Percent Change from Prior Year	23%	43%	-6%	60%	20%	25%	13%	-32%	4%	12%	26%	56%	69%

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.
Sep '20	\$13.7M	141.2%
Sep '19	\$5.67M	21.4%
Sep '18	\$4.67M	8.4%

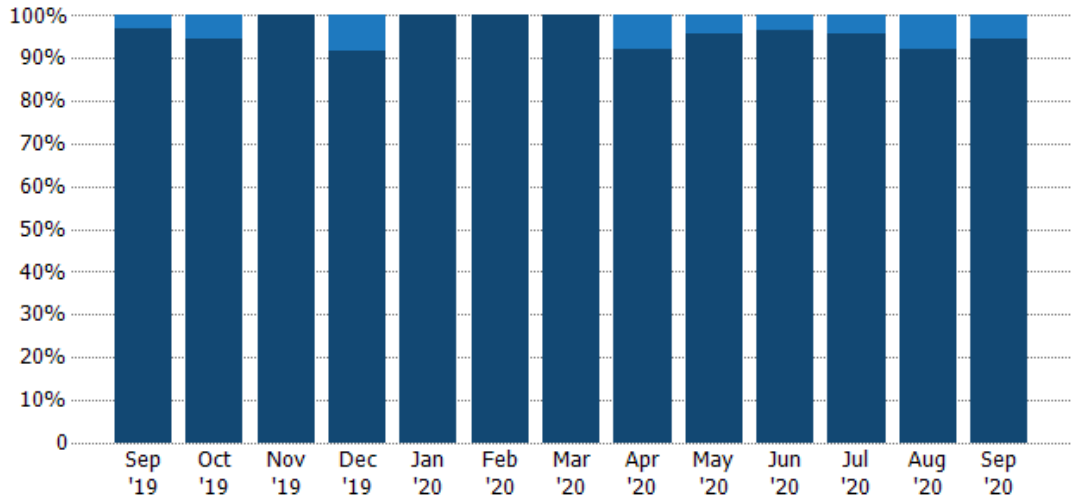
Current Year	\$5.67M	\$9.95M	\$5.55M	\$4.33M	\$3.12M	\$2.97M	\$3.79M	\$2.66M	\$3.77M	\$5.72M	\$11.9M	\$12.1M	\$13.7M
Prior Year	\$4.67M	\$7.17M	\$6.63M	\$3.36M	\$1.97M	\$2.04M	\$3.56M	\$2.75M	\$5.94M	\$4.6M	\$7.11M	\$4.94M	\$5.67M
Percent Change from Prior Year	21%	39%	-16%	29%	59%	46%	7%	-3%	-36%	24%	68%	145%	141%

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



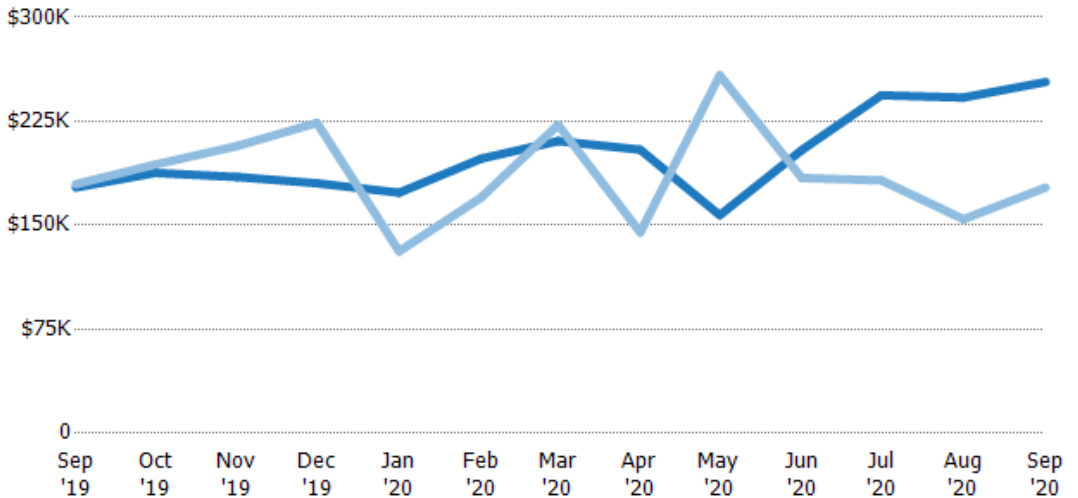
Condo/Townhouse	3%	6%	-	8%	-	-	-	8%	4%	4%	4%	8%	6%
Single Family Residence	97%	94%	100%	92%	100%	100%	100%	92%	96%	96%	96%	92%	94%

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	\$177K	\$188K	\$185K	\$180K	\$174K	\$198K	\$211K	\$204K	\$157K	\$204K	\$244K	\$242K	\$253K
Prior Year	\$180K	\$194K	\$207K	\$224K	\$131K	\$170K	\$222K	\$145K	\$258K	\$184K	\$182K	\$154K	\$177K
Percent Change from Prior Year	-1%	-3%	-11%	-19%	32%	16%	-5%	41%	-39%	11%	34%	57%	43%

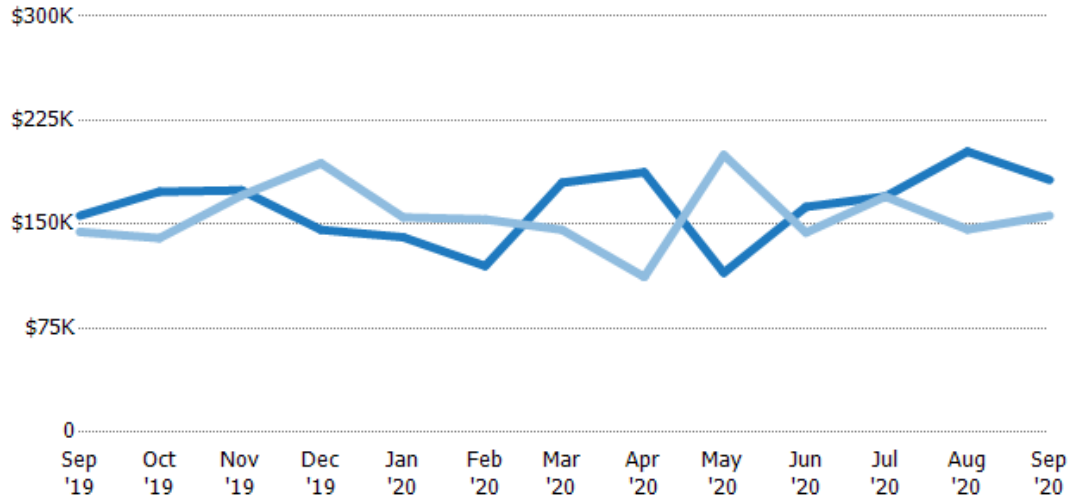
Median Sales Price

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.
Sep '20	\$182K	16.5%
Sep '19	\$156K	8.1%
Sep '18	\$145K	-22.3%



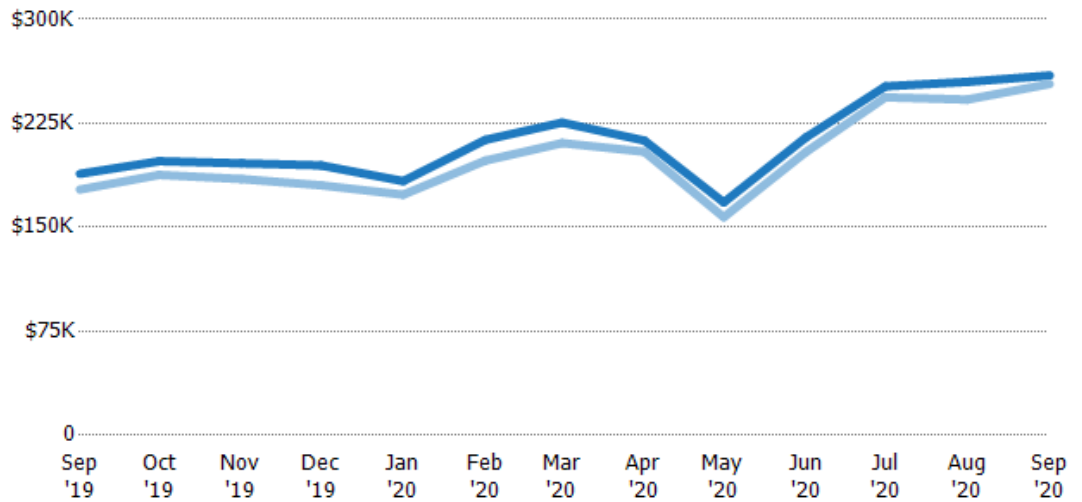
Current Year	\$156K	\$174K	\$175K	\$146K	\$141K	\$120K	\$180K	\$188K	\$115K	\$163K	\$170K	\$202K	\$182K
Prior Year	\$145K	\$140K	\$171K	\$194K	\$155K	\$154K	\$146K	\$112K	\$200K	\$144K	\$170K	\$146K	\$156K
Percent Change from Prior Year	8%	24%	2%	-25%	-9%	-22%	23%	67%	-43%	13%	0%	38%	17%

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



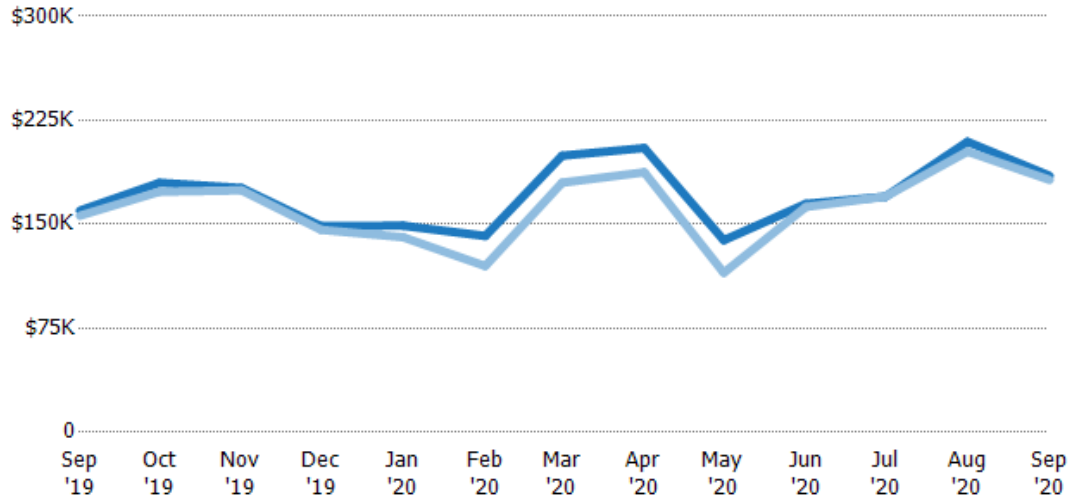
Avg List Price	\$189K	\$198K	\$196K	\$195K	\$183K	\$213K	\$225K	\$213K	\$168K	\$215K	\$252K	\$255K	\$259K
Avg Sales Price	\$177K	\$188K	\$185K	\$180K	\$174K	\$198K	\$211K	\$204K	\$157K	\$204K	\$244K	\$242K	\$253K
Avg Sales Price as a % of Avg List Price	94%	95%	94%	93%	95%	93%	93%	96%	94%	95%	97%	95%	98%

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



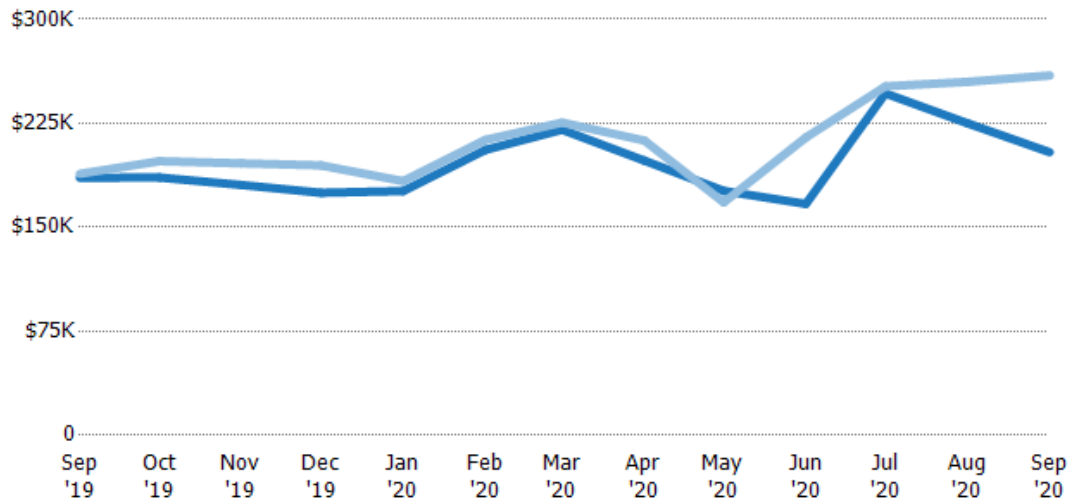
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$160K	\$180K	\$176K	\$149K	\$149K	\$142K	\$199K	\$205K	\$139K	\$165K	\$170K	\$210K	\$185K
Median Sales Price	\$156K	\$174K	\$175K	\$146K	\$141K	\$120K	\$180K	\$188K	\$115K	\$163K	\$170K	\$202K	\$182K
Med Sales Price as a % of Med List Price	98%	96%	99%	98%	94%	85%	90%	91%	83%	99%	100%	97%	98%

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



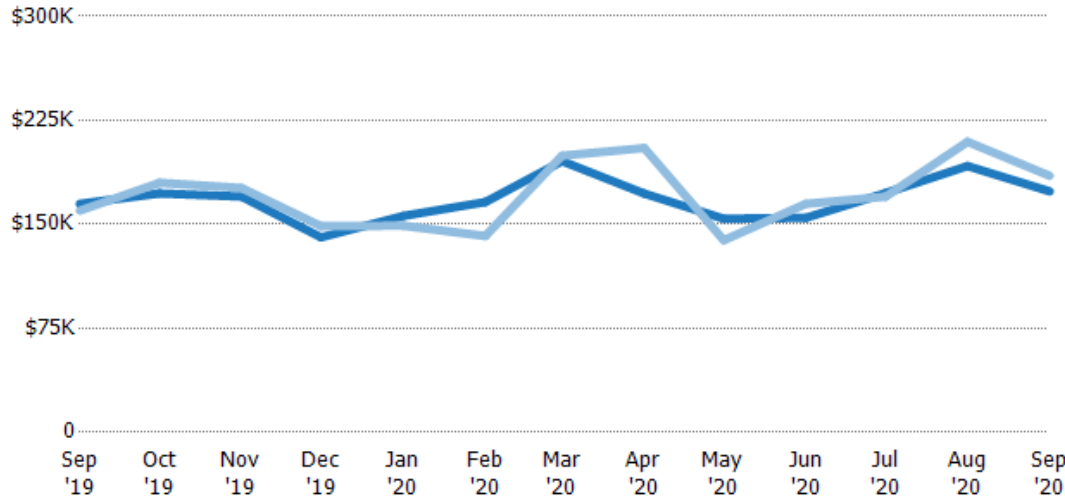
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$186K	\$186K	\$181K	\$175K	\$176K	\$206K	\$220K	\$198K	\$176K	\$167K	\$247K	\$225K	\$204K
Avg Sales Price	\$189K	\$198K	\$196K	\$195K	\$183K	\$213K	\$225K	\$213K	\$168K	\$215K	\$252K	\$255K	\$259K
Avg Sales Price as a % of Avg Est Value	102%	106%	109%	111%	104%	104%	102%	107%	95%	129%	102%	113%	127%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$165K	\$172K	\$170K	\$141K	\$156K	\$166K	\$196K	\$172K	\$154K	\$155K	\$172K	\$192K	\$174K
Median Sales Price	\$160K	\$180K	\$176K	\$149K	\$149K	\$142K	\$199K	\$205K	\$139K	\$165K	\$170K	\$210K	\$185K
Med Sales Price as a % of Med Est Value	97%	104%	104%	106%	96%	85%	102%	119%	90%	107%	99%	109%	106%