

Summary of Key Listing and Sales Metrics

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

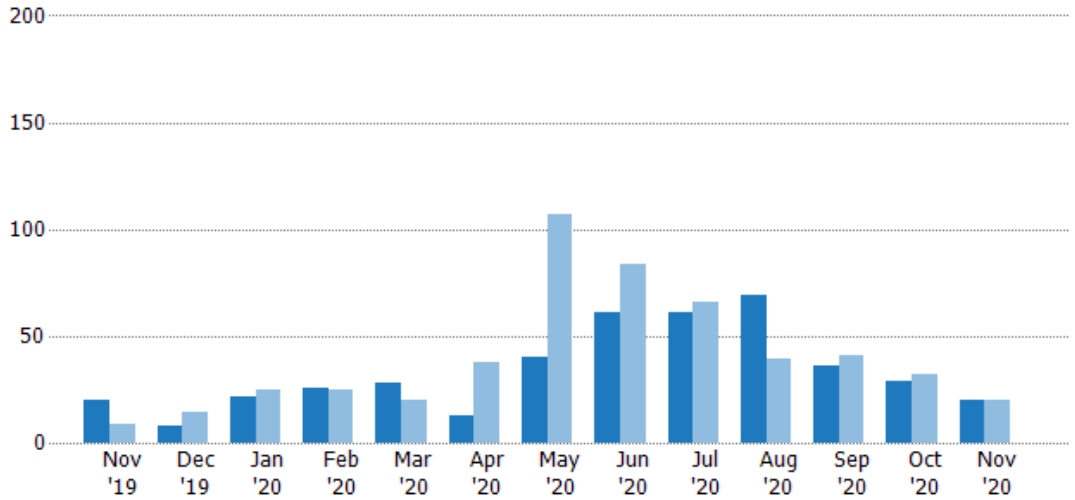
Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	20	20	+/-	405	497	-18.5%
New Listing Volume	\$7,065,100	\$4,967,880	+42.2%	\$109,482,321	\$114,774,818	-4.6%
Active Listing Count	91	254	-64.2%	N/A	N/A	
Active Listing Volume	\$35,842,900	\$67,668,343	-47%	N/A	N/A	
Average Listing Price	\$393,878	\$266,411	+47.8%	\$301,454	\$254,125	+18.6%
Median Listing Price	\$219,900	\$195,000	+12.8%	\$205,289	\$195,934	+4.8%
Median Days in RPR	106	158.5	-33.1%	124.56	126.69	-1.7%
Months of Inventory	2.1	4.8	-56.8%	6.1	9.2	-34%
Absorption Rate	48.35%	20.87%	+27.5%	16.44%	10.85%	+5.6%
Sales Activity Charts Metrics						
New Pending Sales Count	27	20	+35%	481	383	+25.6%
New Pending Sales Volume	\$7,049,700	\$5,162,950	+36.5%	\$113,079,244	\$73,726,973	+53.4%
Pending Sales Count	69	44	+56.8%	N/A	N/A	
Pending Sales Volume	\$16,750,849	\$10,362,300	+61.7%	N/A	N/A	
Closed Sales Count	40	31	+29%	354	300	+18%
Closed Sales Volume	\$8,893,290	\$6,040,000	+47.2%	\$79,781,272	\$55,326,171	+44.2%
Average Sales Price	\$222,332	\$194,839	+14.1%	\$225,371	\$184,421	+22.2%
Median Sales Price	\$192,250	\$178,000	+8%	\$174,964	\$161,741	+8.2%

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



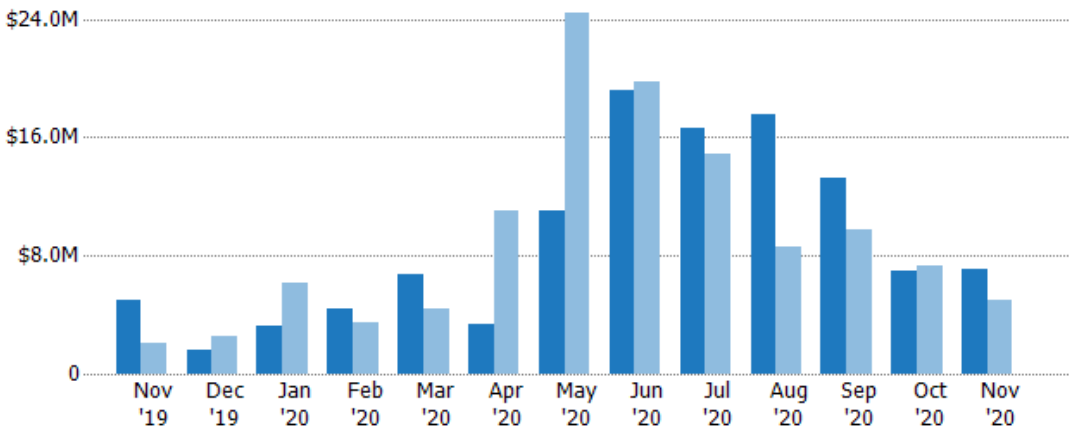
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	20	8	22	26	28	13	40	61	61	69	36	29	20
Prior Year	9	14	25	25	20	38	107	84	66	39	41	32	20
Percent Change from Prior Year	122%	-43%	-12%	4%	40%	-66%	-63%	-27%	-8%	77%	-12%	-9%	0%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$4.97M	\$1.57M	\$3.28M	\$4.39M	\$6.69M	\$3.36M	\$11M	\$19.2M	\$16.6M	\$17.6M	\$13.2M	\$7.02M	\$7.07M
Prior Year	\$2.02M	\$2.57M	\$6.19M	\$3.5M	\$4.36M	\$11M	\$24.4M	\$19.8M	\$14.9M	\$8.62M	\$9.79M	\$7.27M	\$4.97M
Percent Change from Prior Year	146%	-39%	-47%	25%	53%	-69%	-55%	-3%	12%	104%	35%	-3%	42%

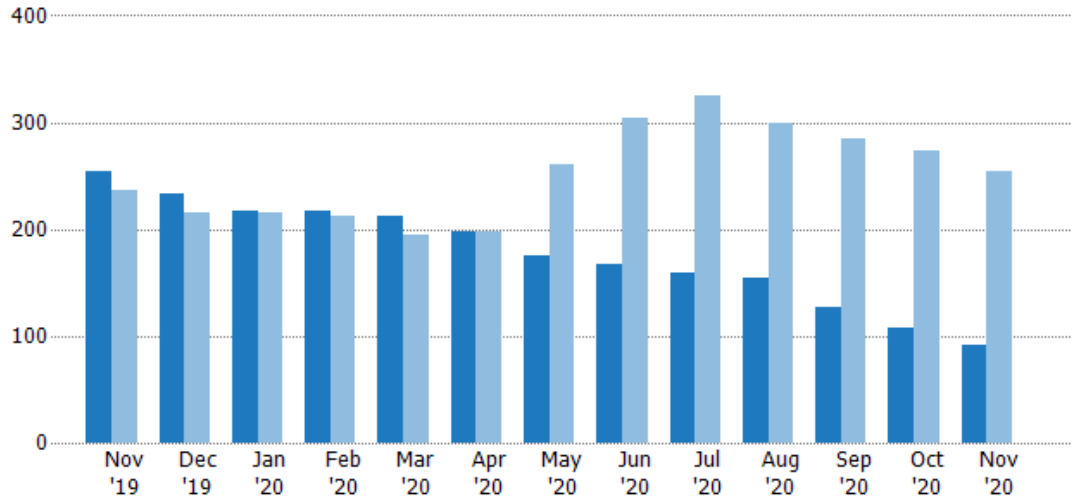
Active Listings

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.
Nov '20	91	-64.2%
Nov '19	254	7.2%
Nov '18	237	14.3%



Current Year	254	233	217	217	212	198	175	167	159	154	127	108	91
Prior Year	237	216	216	213	194	198	260	304	325	299	284	273	254
Percent Change from Prior Year	7%	8%	0%	2%	9%	0%	-33%	-45%	-51%	-48%	-55%	-60%	-64%

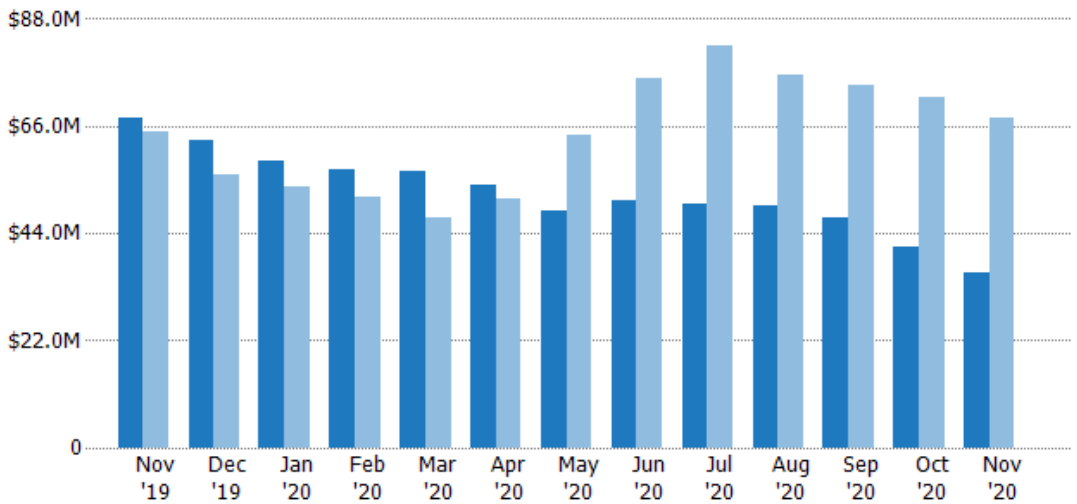
Active Listing Volume

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.
Nov '20	\$35.8M	-47%
Nov '19	\$67.7M	4.2%
Nov '18	\$64.9M	4.6%



Current Year	\$67.7M	\$63.1M	\$58.8M	\$57.1M	\$56.7M	\$53.8M	\$48.8M	\$50.9M	\$50M	\$49.8M	\$47.1M	\$41.4M	\$35.8M
Prior Year	\$64.9M	\$55.9M	\$53.5M	\$51.6M	\$47.1M	\$51M	\$64.2M	\$75.8M	\$82.5M	\$76.6M	\$74.5M	\$72M	\$67.7M
Percent Change from Prior Year	4%	13%	10%	11%	20%	5%	-24%	-33%	-39%	-35%	-37%	-43%	-47%

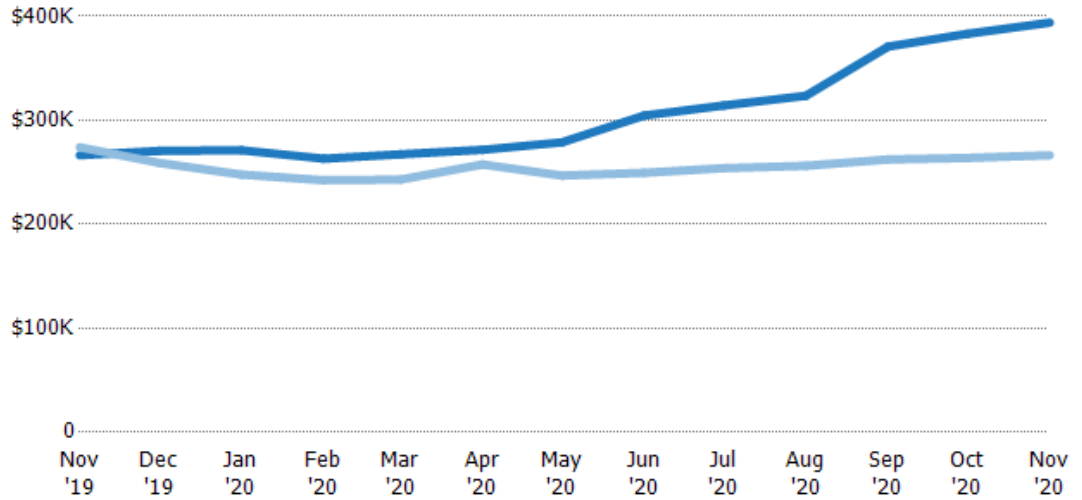
Average Listing Price

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.
Nov '20	\$394K	47.8%
Nov '19	\$266K	-2.8%
Nov '18	\$274K	-8.5%



Current Year	\$266K	\$271K	\$271K	\$263K	\$267K	\$272K	\$279K	\$305K	\$314K	\$324K	\$371K	\$383K	\$394K
Prior Year	\$274K	\$259K	\$248K	\$242K	\$243K	\$258K	\$247K	\$249K	\$254K	\$256K	\$262K	\$264K	\$266K
Percent Change from Prior Year	-3%	4%	9%	9%	10%	5%	13%	22%	24%	26%	41%	45%	48%

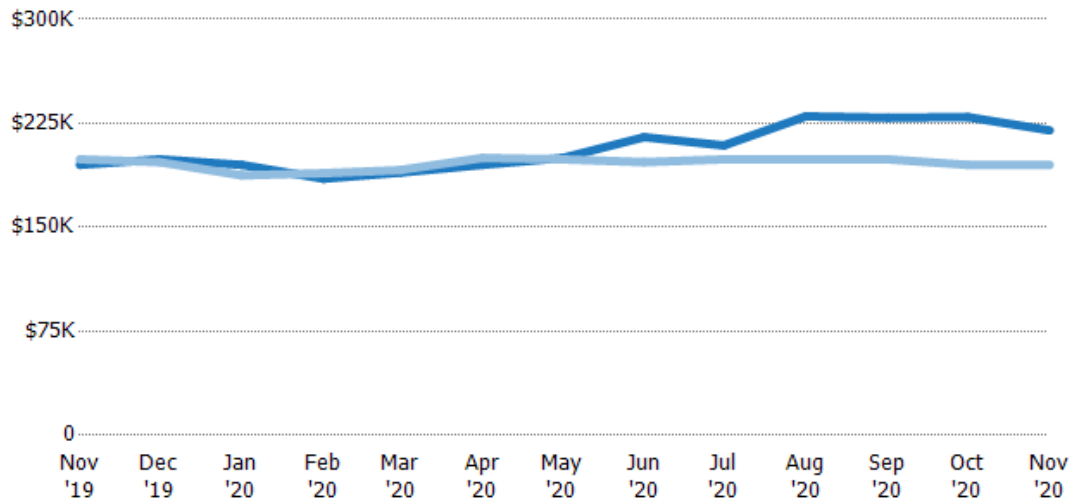
Median Listing Price

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.
Nov '20	\$220K	12.8%
Nov '19	\$195K	-2%
Nov '18	\$199K	-5%



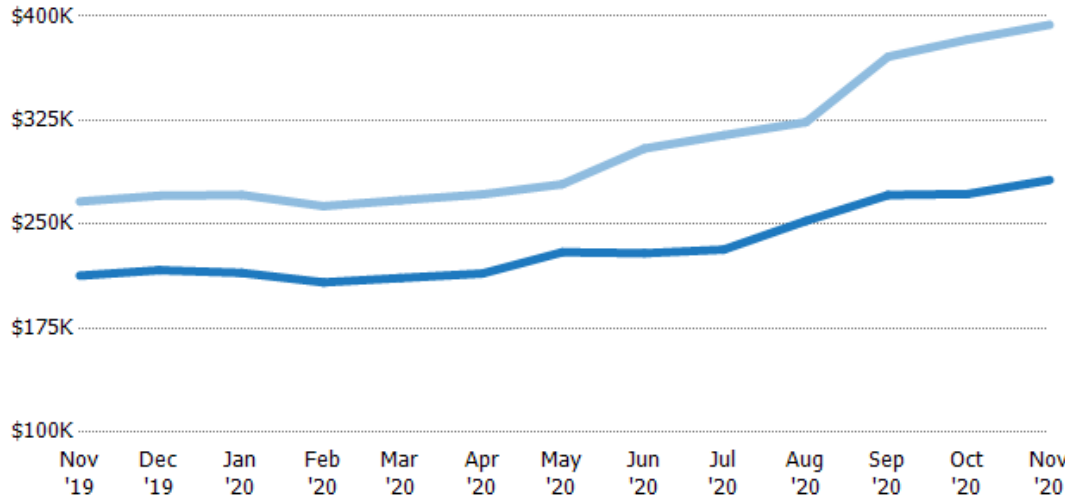
Current Year	\$195K	\$199K	\$195K	\$185K	\$189K	\$195K	\$200K	\$215K	\$209K	\$230K	\$229K	\$230K	\$220K
Prior Year	\$199K	\$197K	\$187K	\$189K	\$191K	\$200K	\$199K	\$197K	\$199K	\$199K	\$199K	\$195K	\$195K
Percent Change from Prior Year	-2%	1%	4%	-2%	-1%	-3%	0%	9%	5%	16%	15%	18%	13%

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



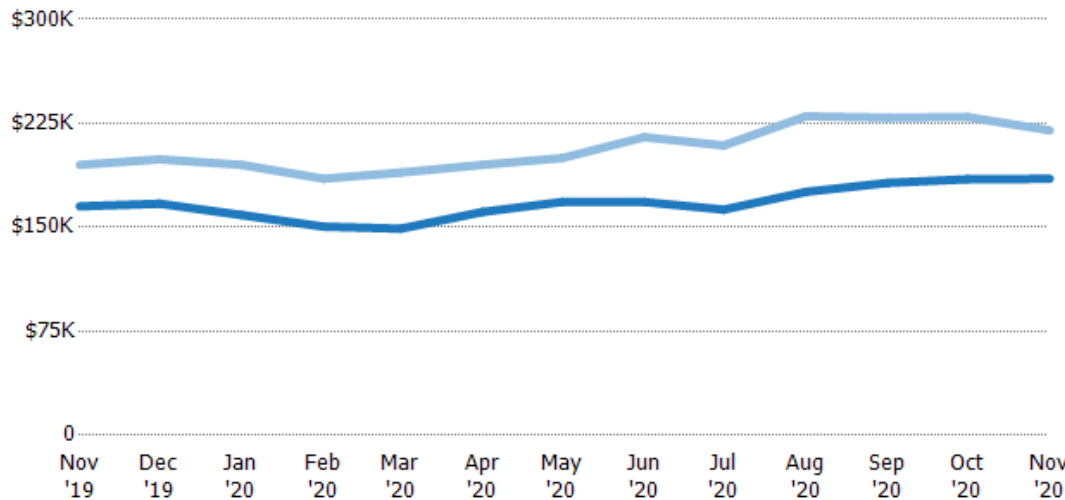
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$213K	\$217K	\$215K	\$208K	\$211K	\$215K	\$230K	\$229K	\$232K	\$252K	\$271K	\$272K	\$282K
Avg Listing Price	\$266K	\$271K	\$271K	\$263K	\$267K	\$272K	\$279K	\$305K	\$314K	\$324K	\$371K	\$383K	\$394K
Avg Listing Price as a % of Avg Est Value	125%	125%	126%	126%	127%	127%	121%	133%	136%	128%	137%	141%	140%

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



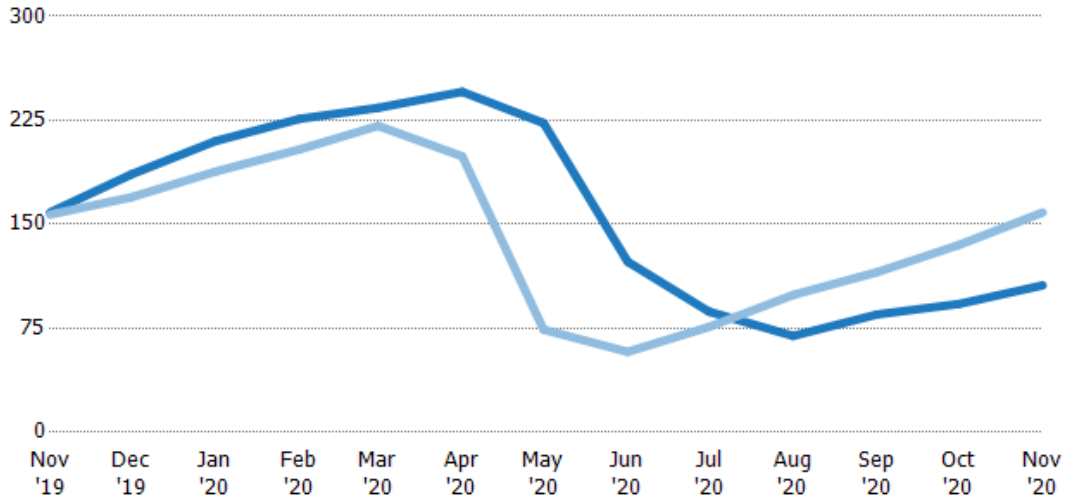
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$165K	\$167K	\$159K	\$150K	\$149K	\$161K	\$168K	\$168K	\$163K	\$176K	\$182K	\$185K	\$185K
Median Listing Price	\$195K	\$199K	\$195K	\$185K	\$189K	\$195K	\$200K	\$215K	\$209K	\$230K	\$229K	\$230K	\$220K
Med Listing Price as a % of Med Est Value	118%	119%	123%	123%	127%	121%	119%	128%	128%	131%	126%	124%	119%

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



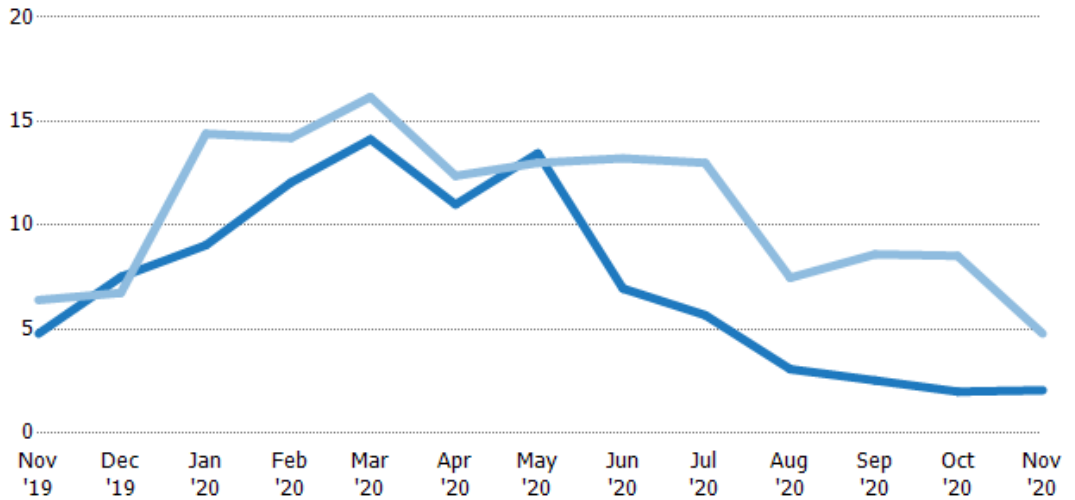
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	159	186	210	226	234	246	223	123	87	69.5	85	92.5	106
Prior Year	157	170	188	204	221	199	74	58	76	99	116	135	159
Percent Change from Prior Year	1%	10%	12%	11%	6%	23%	201%	112%	14%	-30%	-26%	-31%	-33%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	4.79	7.52	9.04	12.1	14.1	11	13.5	6.96	5.68	3.08	2.54	2	2.07
Prior Year	6.41	6.75	14.4	14.2	16.2	12.4	13	13.2	13	7.48	8.61	8.53	4.79
Percent Change from Prior Year	-25%	11%	-37%	-15%	-13%	-11%	4%	-47%	-56%	-59%	-70%	-77%	-57%

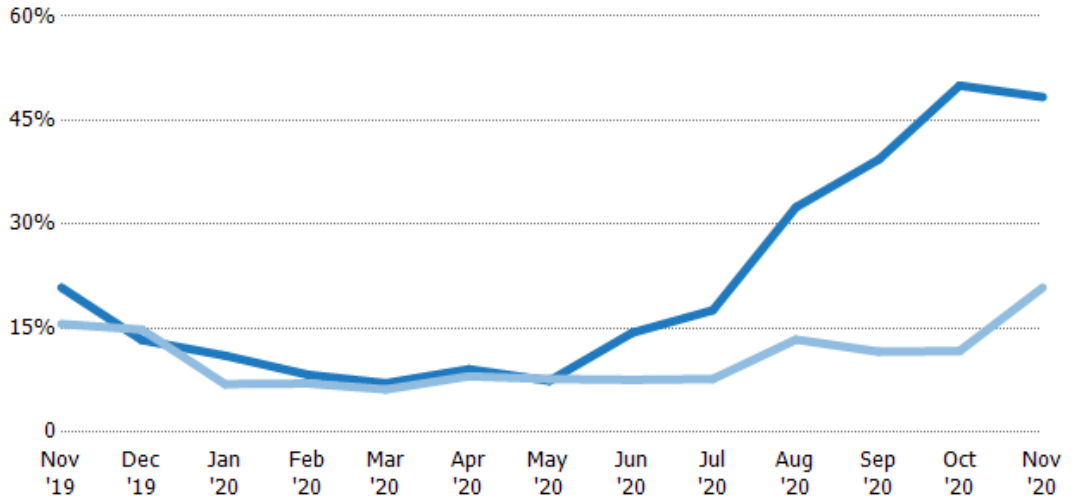
Absorption Rate

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.
Nov '20	48%	-27.5%
Nov '19	21%	-5.3%
Nov '18	16%	-45.7%



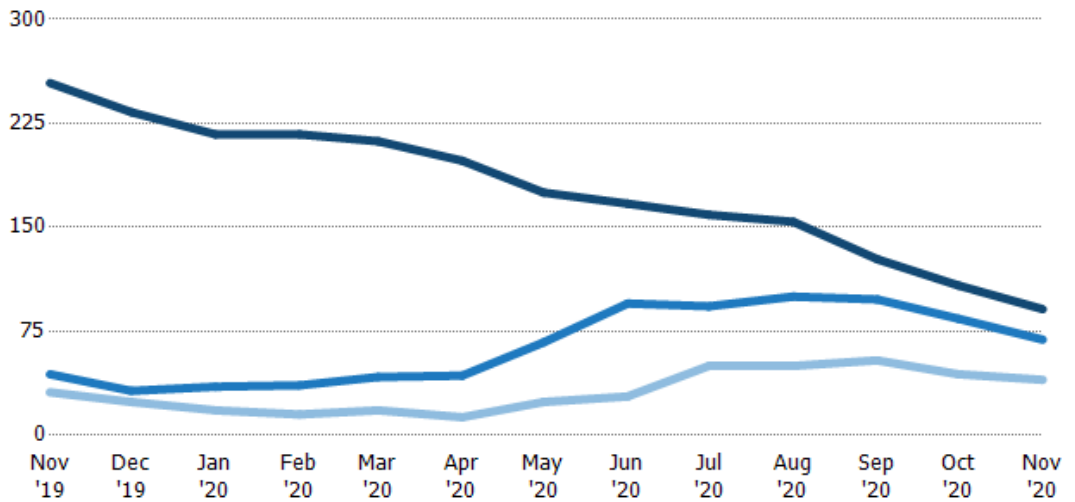
Current Year	21%	13%	11%	8%	7%	9%	7%	14%	18%	32%	39%	50%	48%
Prior Year	16%	15%	7%	7%	6%	8%	8%	8%	8%	13%	12%	12%	21%
Change from Prior Year	-5%	2%	-4%	-1%	-1%	-1%	0%	-7%	-10%	-19%	-28%	-38%	-27%

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	254	233	217	217	212	198	175	167	159	154	127	108	91
Pending	44	32	35	36	42	43	67	95	93	100	98	84	69
Sold	31	24	18	15	18	13	24	28	50	50	54	44	40

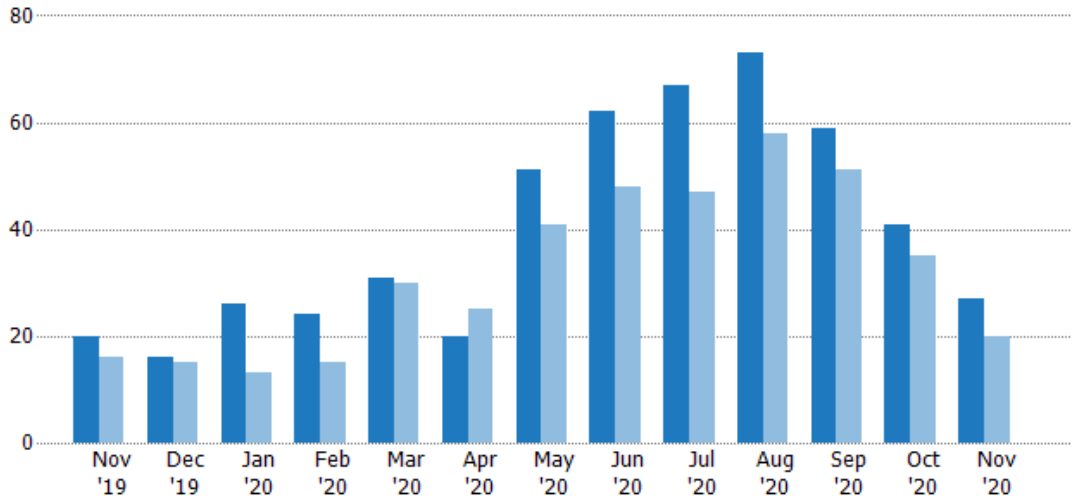
New Pending Sales

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.
Nov '20	27	35%
Nov '19	20	25%
Nov '18	16	-31.3%



Current Year	20	16	26	24	31	20	51	62	67	73	59	41	27
Prior Year	16	15	13	15	30	25	41	48	47	58	51	35	20
Percent Change from Prior Year	25%	7%	100%	60%	3%	-20%	24%	29%	43%	26%	16%	17%	35%

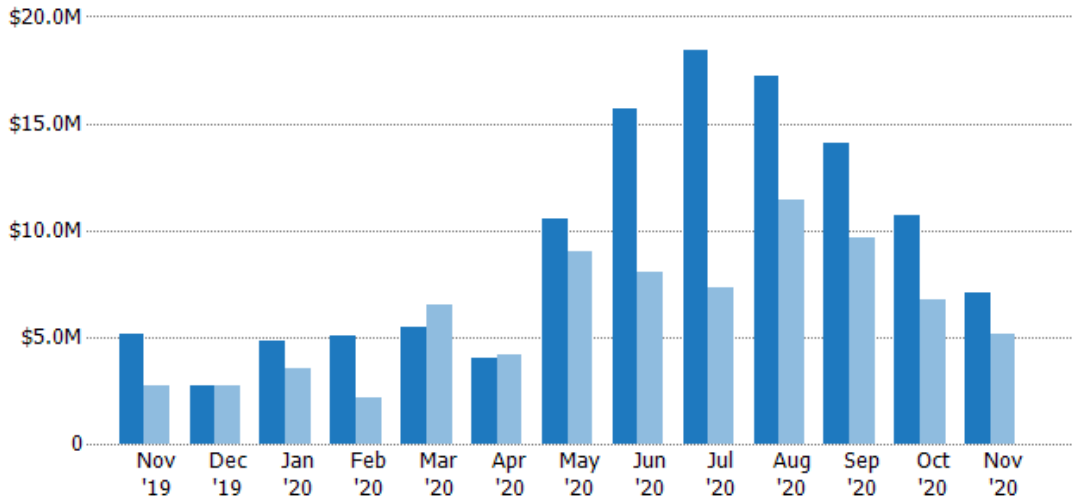
New Pending Sales Volume

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.
Nov '20	\$7.05M	36.5%
Nov '19	\$5.16M	91.1%
Nov '18	\$2.7M	-32.9%



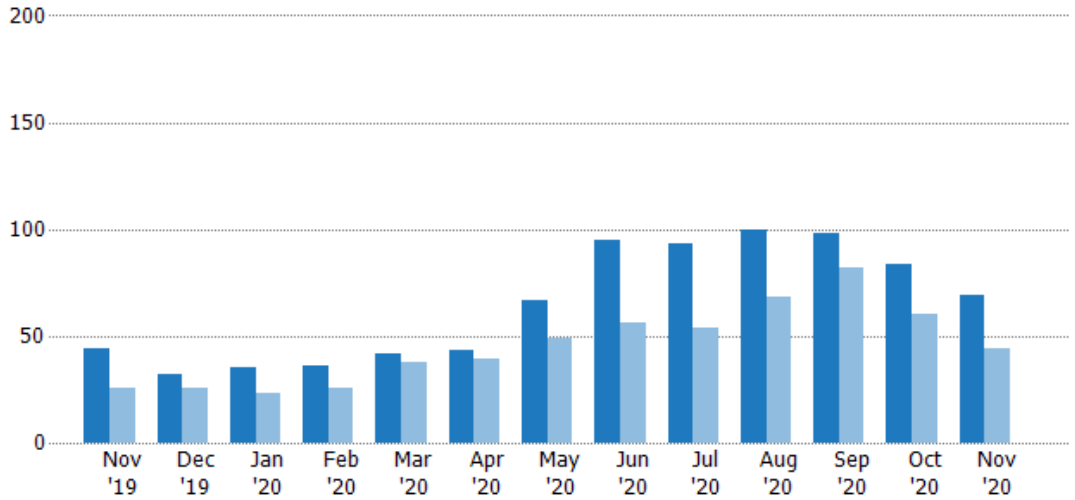
Current Year	\$5.16M	\$2.75M	\$4.83M	\$5.06M	\$5.43M	\$4.03M	\$10.6M	\$15.7M	\$18.4M	\$17.2M	\$14.1M	\$10.7M	\$7.05M
Prior Year	\$2.7M	\$2.72M	\$3.51M	\$2.19M	\$6.52M	\$4.17M	\$9.02M	\$8.04M	\$7.29M	\$11.4M	\$9.68M	\$6.71M	\$5.16M
Percent Change from Prior Year	91%	1%	38%	131%	-17%	-3%	17%	95%	153%	51%	45%	59%	37%

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



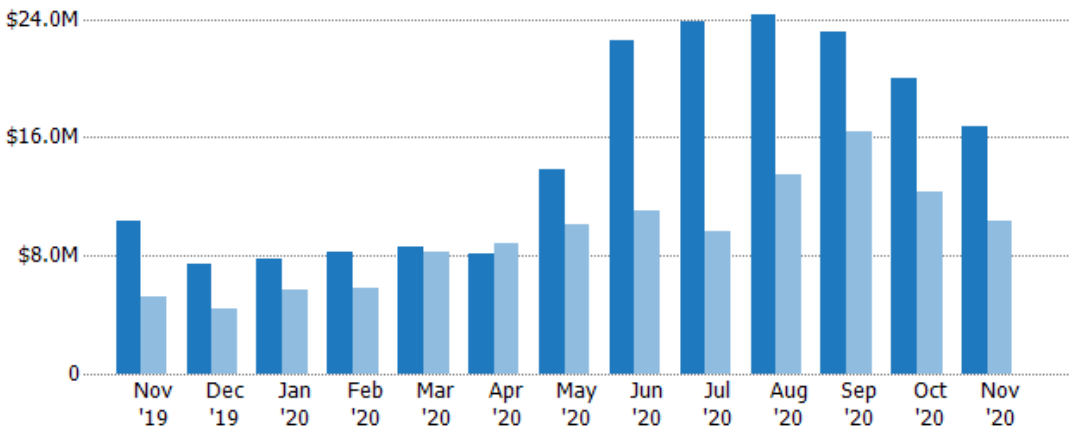
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	44	32	35	36	42	43	67	95	93	100	98	84	69
Prior Year	26	26	23	26	38	39	49	56	54	68	82	60	44
Percent Change from Prior Year	69%	23%	52%	38%	11%	10%	37%	70%	72%	47%	20%	40%	57%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$10.4M	\$7.4M	\$7.78M	\$8.29M	\$8.58M	\$8.18M	\$13.8M	\$22.5M	\$23.8M	\$24.3M	\$23.1M	\$19.9M	\$16.8M
Prior Year	\$5.17M	\$4.38M	\$5.72M	\$5.76M	\$8.22M	\$8.88M	\$10.2M	\$11M	\$9.65M	\$13.5M	\$16.4M	\$12.3M	\$10.4M
Percent Change from Prior Year	101%	69%	36%	44%	4%	-8%	36%	104%	147%	80%	41%	63%	62%

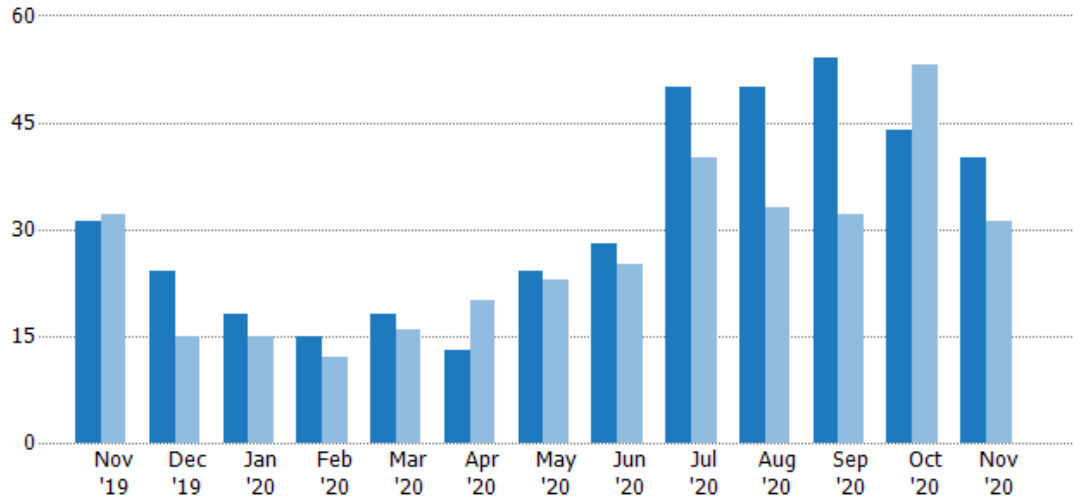
Closed Sales

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.
Nov '20	40	29%
Nov '19	31	-3.1%
Nov '18	32	-46.9%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	31	24	18	15	18	13	24	28	50	50	54	44	40
Prior Year	32	15	15	12	16	20	23	25	40	33	32	53	31
Percent Change from Prior Year	-3%	60%	20%	25%	13%	-35%	4%	12%	25%	52%	69%	-17%	29%

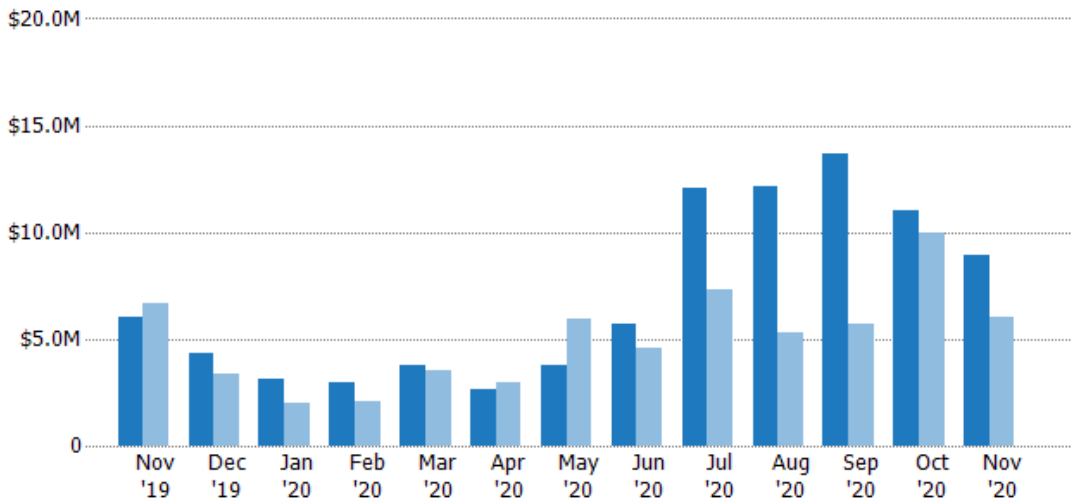
Closed Sales Volume

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.
Nov '20	\$8.89M	47.2%
Nov '19	\$6.04M	-8.9%
Nov '18	\$6.63M	-48.6%



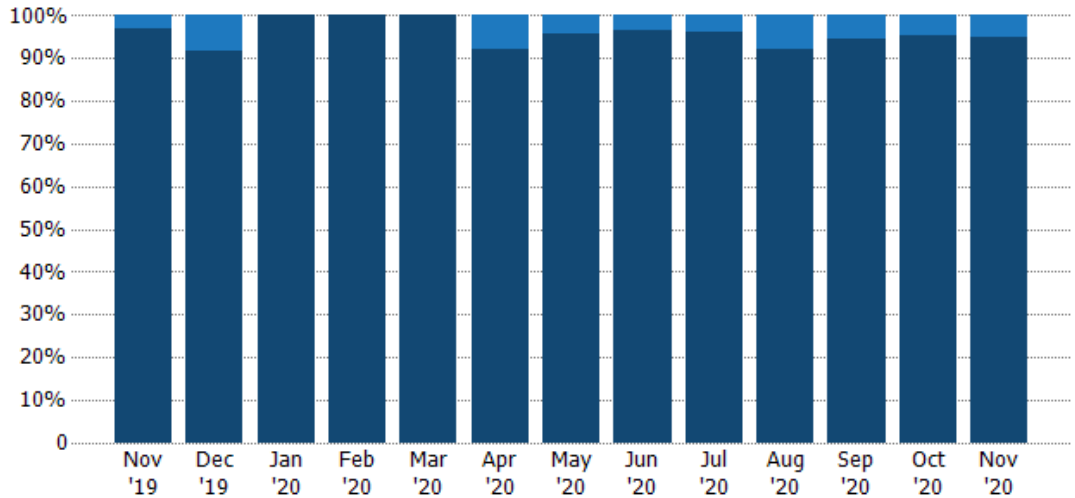
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$6.04M	\$4.33M	\$3.12M	\$2.97M	\$3.79M	\$2.66M	\$3.77M	\$5.72M	\$12M	\$12.1M	\$13.7M	\$11M	\$8.89M
Prior Year	\$6.63M	\$3.36M	\$1.97M	\$2.04M	\$3.56M	\$2.96M	\$5.94M	\$4.6M	\$7.31M	\$5.29M	\$5.67M	\$9.95M	\$6.04M
Percent Change from Prior Year	-9%	29%	59%	46%	7%	-10%	-36%	24%	65%	129%	141%	11%	47%

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



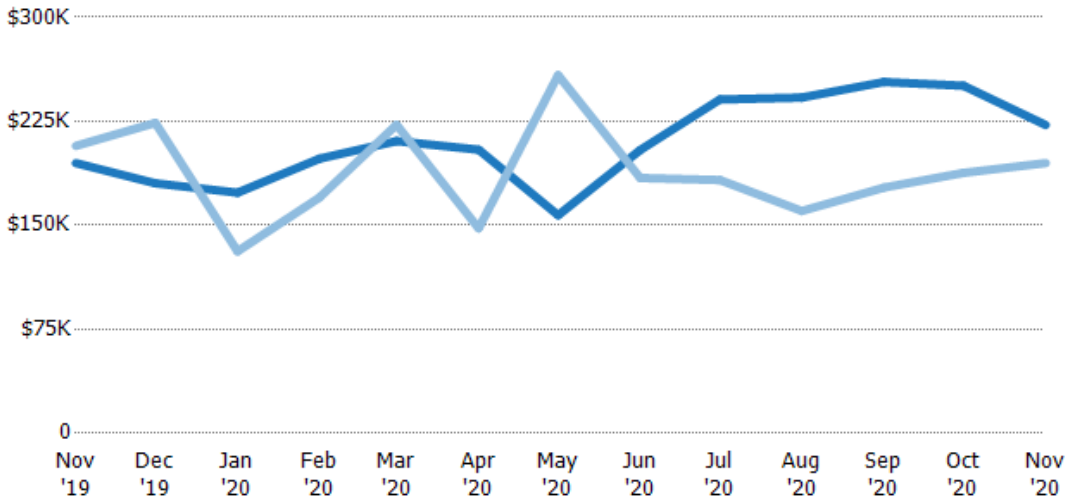
Condo/Townhouse	3%	8%	-	-	-	8%	4%	4%	4%	8%	6%	5%	5%
Single Family Residence	97%	92%	100%	100%	100%	92%	96%	96%	96%	92%	94%	95%	95%

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	\$195K	\$180K	\$174K	\$198K	\$211K	\$204K	\$157K	\$204K	\$241K	\$242K	\$253K	\$251K	\$222K
Prior Year	\$207K	\$224K	\$131K	\$170K	\$222K	\$148K	\$258K	\$184K	\$183K	\$160K	\$177K	\$188K	\$195K
Percent Change from Prior Year	-6%	-19%	32%	16%	-5%	38%	-39%	11%	32%	51%	43%	33%	14%

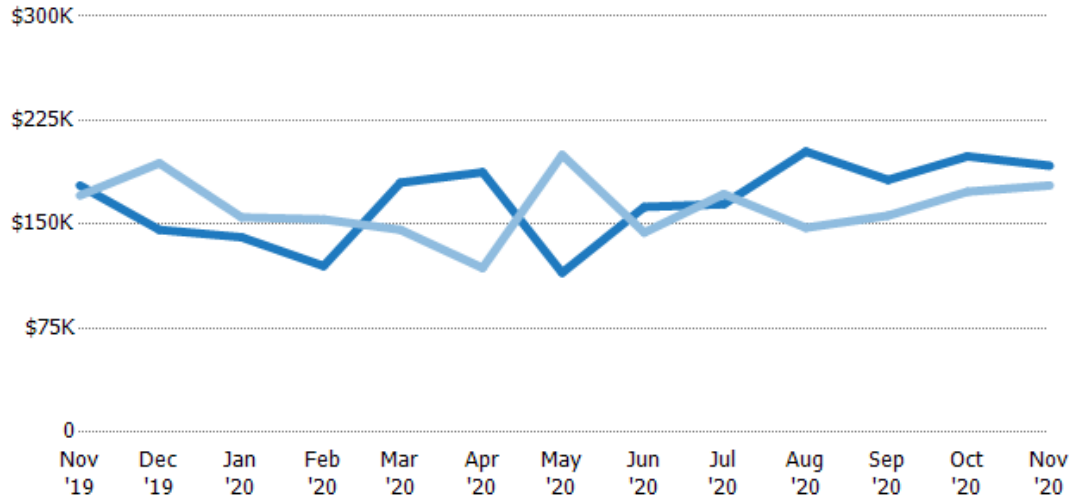
Median Sales Price

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.
Nov '20	\$192K	8%
Nov '19	\$178K	4.2%
Nov '18	\$171K	17.1%



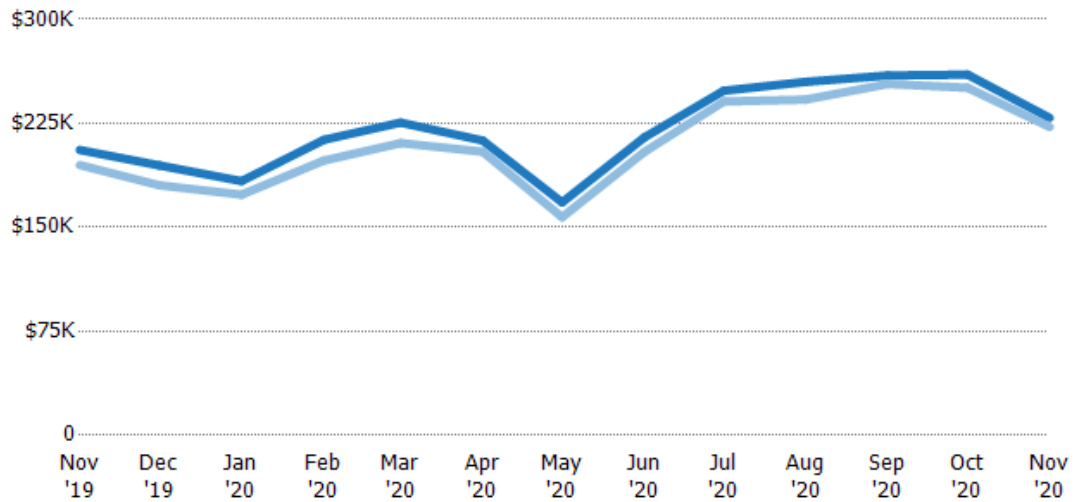
Current Year	\$178K	\$146K	\$141K	\$120K	\$180K	\$188K	\$115K	\$163K	\$165K	\$202K	\$182K	\$199K	\$192K
Prior Year	\$171K	\$194K	\$155K	\$154K	\$146K	\$119K	\$200K	\$144K	\$172K	\$148K	\$156K	\$174K	\$178K
Percent Change from Prior Year	4%	-25%	-9%	-22%	23%	58%	-43%	13%	-4%	37%	17%	15%	8%

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



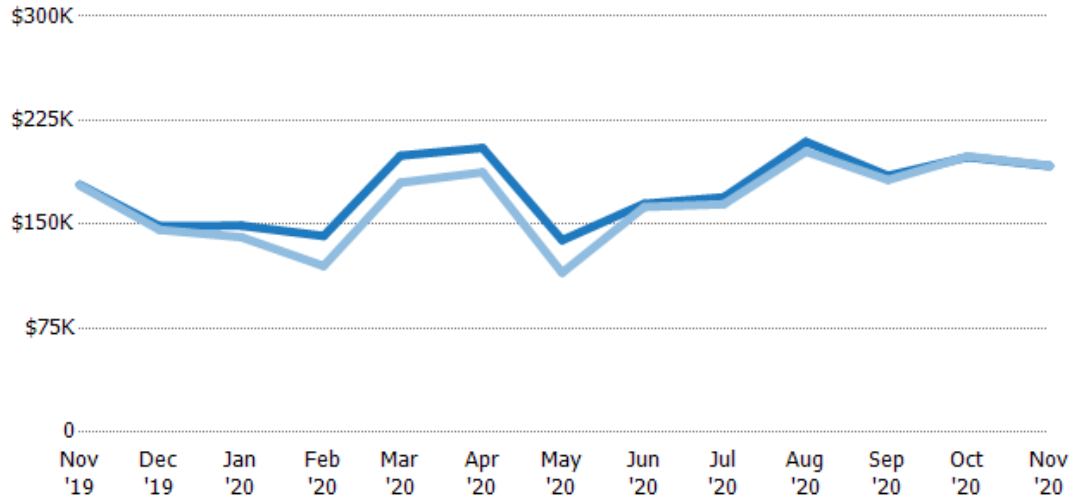
Avg List Price	\$206K	\$195K	\$183K	\$213K	\$225K	\$213K	\$168K	\$215K	\$248K	\$255K	\$259K	\$260K	\$229K
Avg Sales Price	\$195K	\$180K	\$174K	\$198K	\$211K	\$204K	\$157K	\$204K	\$241K	\$242K	\$253K	\$251K	\$222K
Avg Sales Price as a % of Avg List Price	95%	93%	95%	93%	93%	96%	94%	95%	97%	95%	98%	96%	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
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 Condo/Townhouse/Apt, Single
 Family Residence



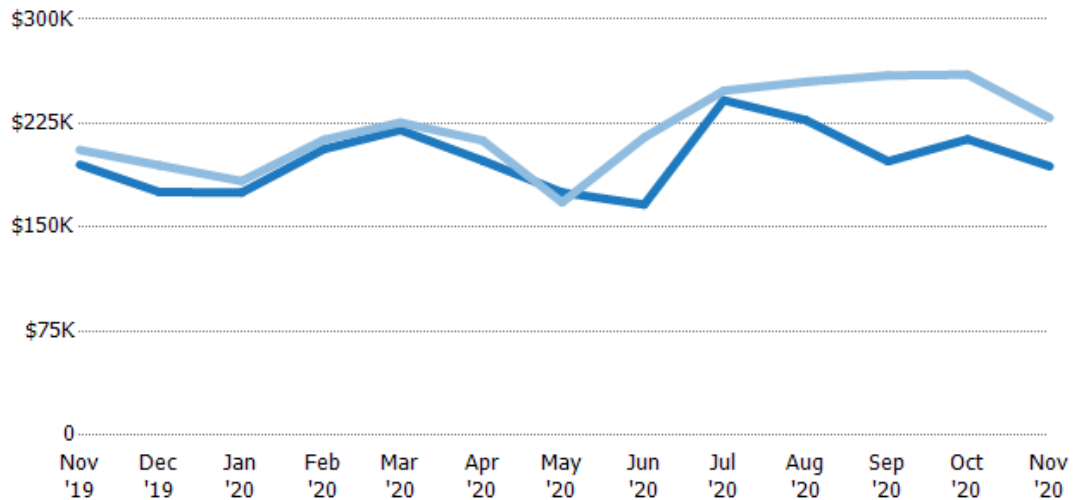
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$179K	\$149K	\$149K	\$142K	\$199K	\$205K	\$139K	\$165K	\$169K	\$210K	\$185K	\$198K	\$192K
Median Sales Price	\$178K	\$146K	\$141K	\$120K	\$180K	\$188K	\$115K	\$163K	\$165K	\$202K	\$182K	\$199K	\$192K
Med Sales Price as a % of Med List Price	100%	98%	94%	85%	90%	91%	83%	99%	97%	97%	98%	100%	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



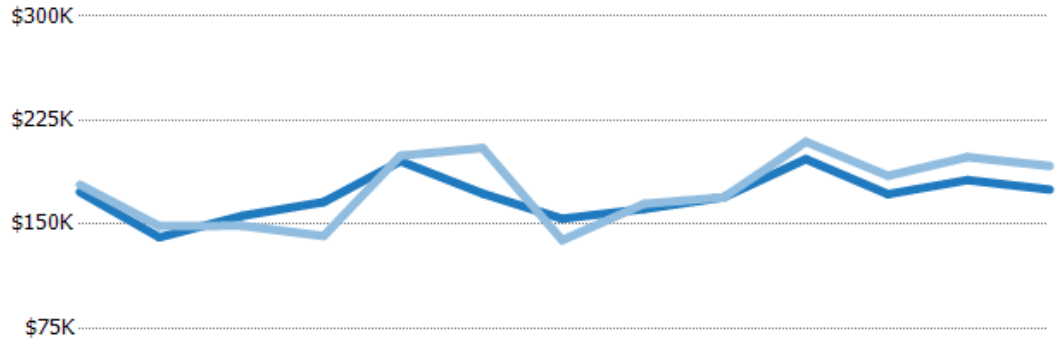
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$195K	\$175K	\$175K	\$206K	\$220K	\$198K	\$175K	\$166K	\$242K	\$227K	\$198K	\$213K	\$194K
Avg Sales Price	\$206K	\$195K	\$183K	\$213K	\$225K	\$213K	\$168K	\$215K	\$248K	\$255K	\$259K	\$260K	\$229K
Avg Sales Price as a % of Avg Est Value	105%	111%	105%	103%	102%	107%	96%	129%	103%	112%	131%	122%	118%

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:
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	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$173K	\$141K	\$156K	\$166K	\$196K	\$172K	\$154K	\$161K	\$169K	\$197K	\$172K	\$182K	\$175K
Median Sales Price	\$179K	\$149K	\$149K	\$142K	\$199K	\$205K	\$139K	\$165K	\$169K	\$210K	\$185K	\$198K	\$192K
Med Sales Price as a % of Med Est Value	103%	106%	96%	85%	102%	119%	90%	102%	100%	106%	108%	109%	110%