

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	29	32	-9.4%	385	477	-19.3%
New Listing Volume	\$7,015,400	\$7,267,100	-3.5%	\$102,447,221	\$109,806,938	-6.7%
Active Listing Count	108	273	-60.4%	N/A	N/A	
Active Listing Volume	\$41,412,950	\$72,019,363	-42.5%	N/A	N/A	
Average Listing Price	\$383,453	\$263,807	+45.4%	\$296,638	\$252,909	+17.3%
Median Listing Price	\$237,500	\$195,000	+21.8%	\$205,093	\$196,026	+4.6%
Median Days in RPR	92.5	135	-31.5%	126.93	123.03	+3.2%
Months of Inventory	2	8.5	-76.6%	6.4	9.4	-31.2%
Absorption Rate	50%	11.72%	+38.3%	15.51%	10.68%	+4.8%
Sales Activity Charts Metrics						
New Pending Sales Count	41	35	+17.1%	454	363	+25.1%
New Pending Sales Volume	\$10,687,449	\$6,711,450	+59.2%	\$106,029,544	\$68,564,023	+54.6%
Pending Sales Count	84	60	+40%	N/A	N/A	
Pending Sales Volume	\$19,949,999	\$12,272,050	+62.6%	N/A	N/A	
Closed Sales Count	44	53	-17%	314	269	+16.7%
Closed Sales Volume	\$11,027,903	\$9,952,200	+10.8%	\$70,887,982	\$49,286,171	+43.8%
Average Sales Price	\$250,634	\$187,777	+33.5%	\$225,758	\$183,220	+23.2%
Median Sales Price	\$198,950	\$173,500	+14.7%	\$172,762	\$159,868	+8.1%

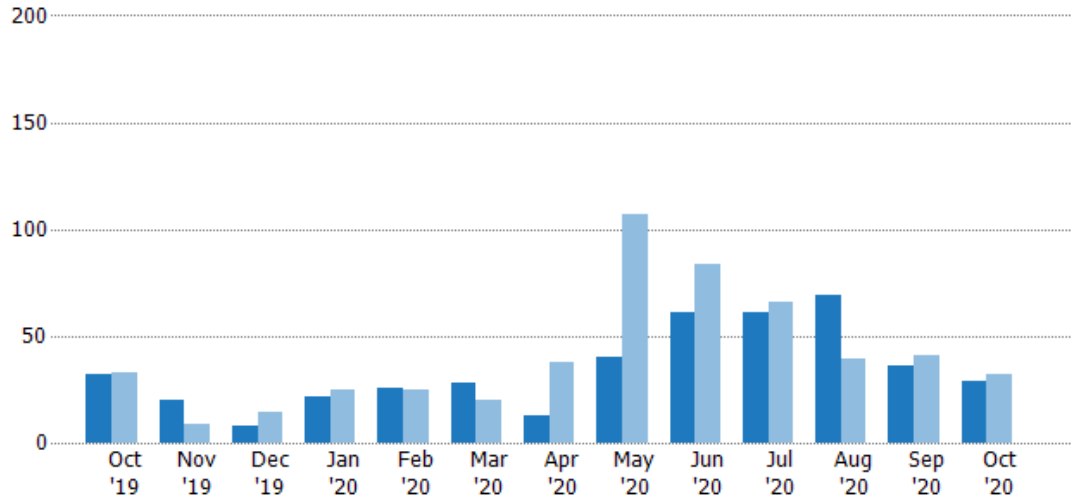
New Listings

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.
Oct '20	29	-9.4%
Oct '19	32	-3%
Oct '18	33	-27.3%



Current Year	32	20	8	22	26	28	13	40	61	61	69	36	29
Prior Year	33	9	14	25	25	20	38	107	84	66	39	41	32
Percent Change from Prior Year	-3%	122%	-43%	-12%	4%	40%	-66%	-63%	-27%	-8%	77%	-12%	-9%

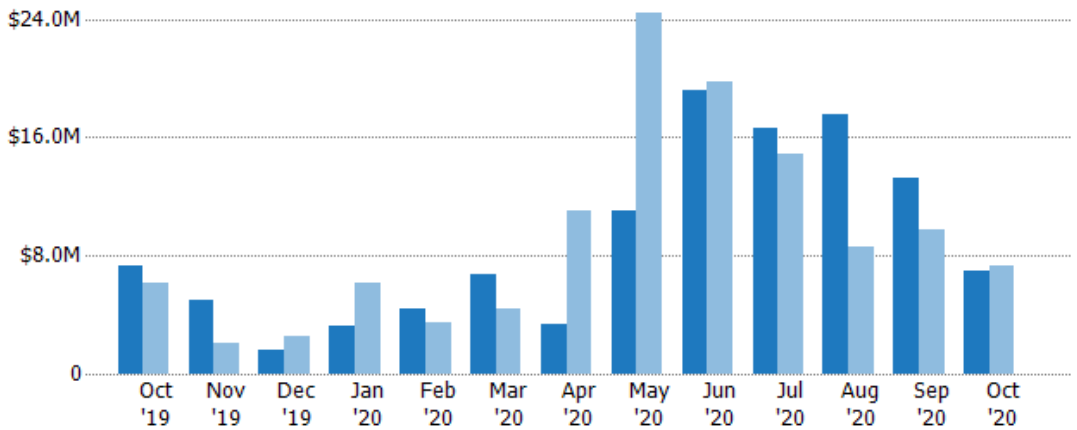
New Listing Volume

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.
Oct '20	\$7.02M	-3.5%
Oct '19	\$7.27M	18.1%
Oct '18	\$6.15M	-16.5%



Current Year	\$7.27M	\$4.97M	\$1.57M	\$3.28M	\$4.39M	\$6.69M	\$3.36M	\$11M	\$19.2M	\$16.6M	\$17.6M	\$13.3M	\$7.02M
Prior Year	\$6.15M	\$2.02M	\$2.57M	\$6.19M	\$3.5M	\$4.36M	\$11M	\$24.4M	\$19.8M	\$14.9M	\$8.62M	\$9.79M	\$7.27M
Percent Change from Prior Year	18%	146%	-39%	-47%	25%	53%	-69%	-55%	-3%	12%	104%	35%	-3%

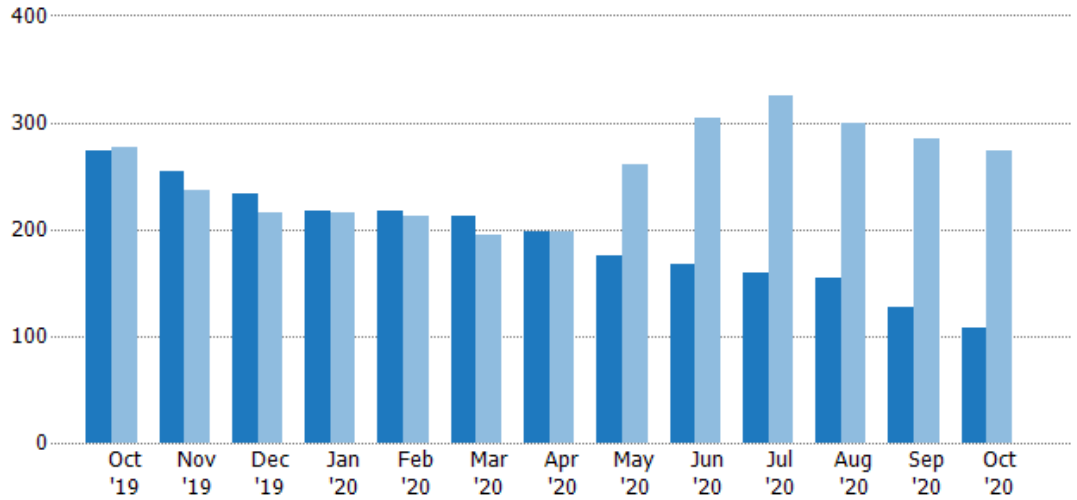
Active Listings

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

Month/Year	Count	% Chg.
Oct '20	108	-60.4%
Oct '19	273	-1.1%
Oct '18	276	7.2%



Current Year	273	254	233	217	217	212	198	175	167	159	154	127	108
Prior Year	276	237	216	216	213	194	198	260	304	325	299	284	273
Percent Change from Prior Year	-1%	7%	8%	0%	2%	9%	0%	-33%	-45%	-51%	-48%	-55%	-60%

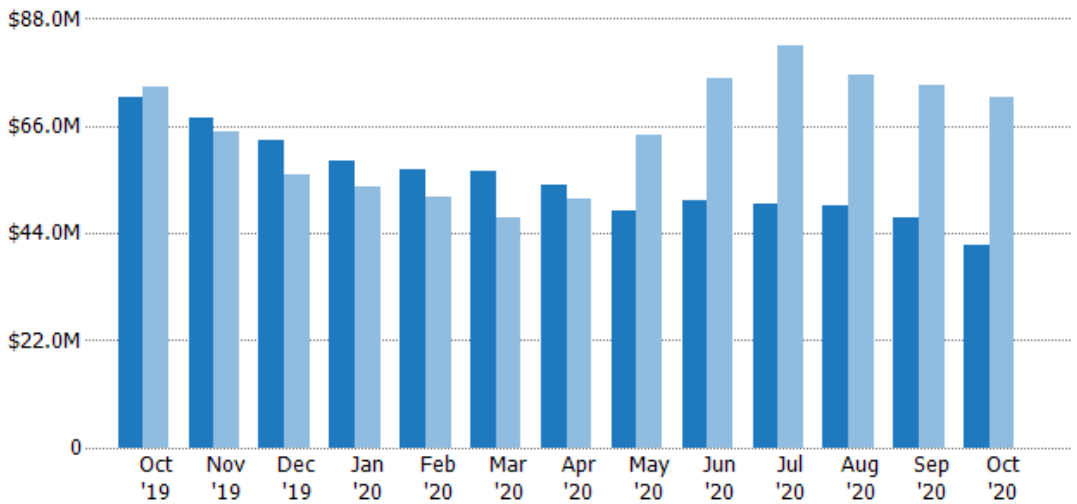
Active Listing Volume

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.
Oct '20	\$41.4M	-42.5%
Oct '19	\$72M	-2.6%
Oct '18	\$73.9M	-2.5%



Current Year	\$72M	\$67.7M	\$63.1M	\$58.8M	\$57.1M	\$56.7M	\$53.8M	\$48.8M	\$50.9M	\$50M	\$49.8M	\$47.1M	\$41.4M
Prior Year	\$73.9M	\$64.9M	\$55.9M	\$53.5M	\$51.6M	\$47.1M	\$51M	\$64.2M	\$75.8M	\$82.5M	\$76.6M	\$74.5M	\$72M
Percent Change from Prior Year	-3%	4%	13%	10%	11%	20%	5%	-24%	-33%	-39%	-35%	-37%	-42%

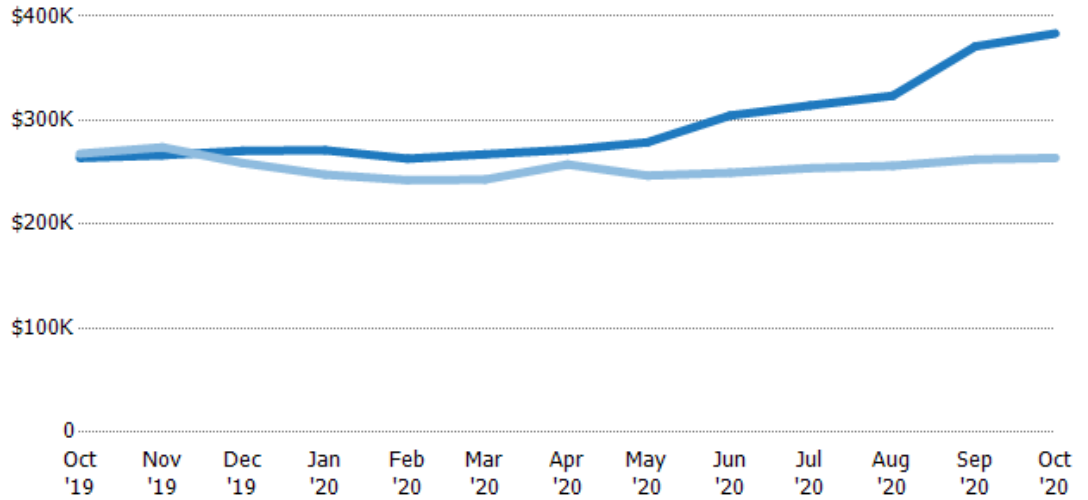
Average Listing Price

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.
Oct '20	\$383K	45.4%
Oct '19	\$264K	-1.5%
Oct '18	\$268K	-9.1%



Current Year	\$264K	\$266K	\$271K	\$271K	\$263K	\$267K	\$272K	\$279K	\$305K	\$314K	\$324K	\$371K	\$383K
Prior Year	\$268K	\$274K	\$259K	\$248K	\$242K	\$243K	\$258K	\$247K	\$249K	\$254K	\$256K	\$262K	\$264K
Percent Change from Prior Year	-2%	-3%	4%	9%	9%	10%	5%	13%	22%	24%	26%	41%	45%

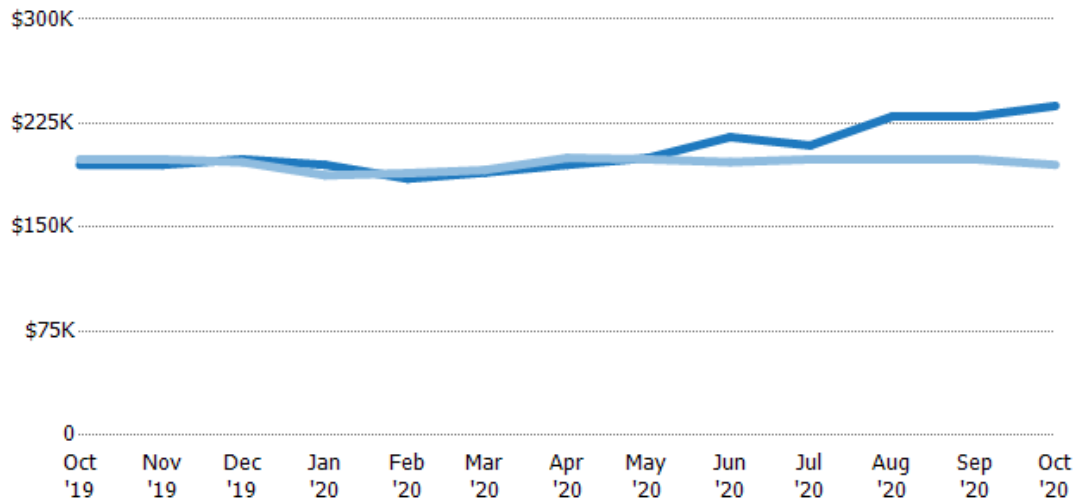
Median Listing Price

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.
Oct '20	\$238K	21.8%
Oct '19	\$195K	-2%
Oct '18	\$199K	-7.9%



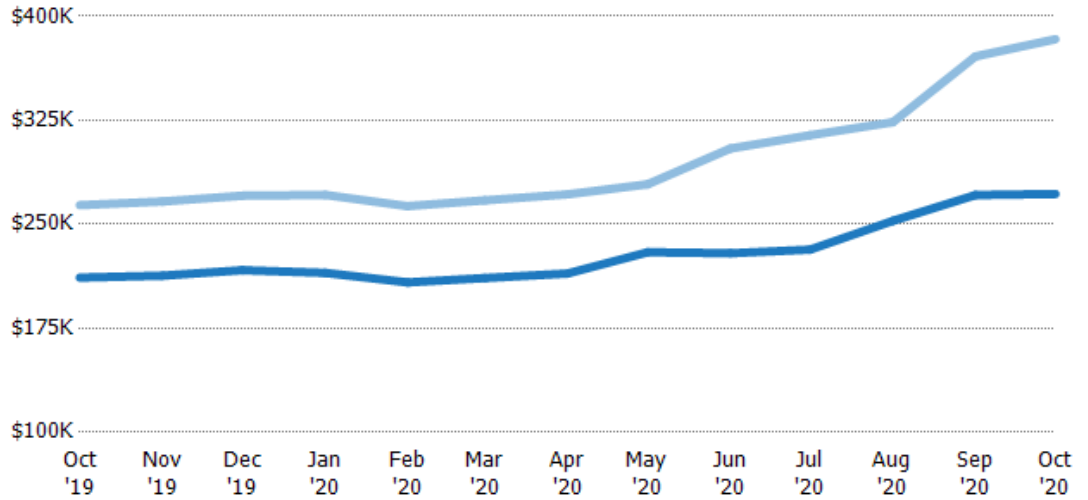
Current Year	\$195K	\$195K	\$199K	\$195K	\$185K	\$189K	\$195K	\$200K	\$215K	\$209K	\$230K	\$230K	\$238K
Prior Year	\$199K	\$199K	\$197K	\$187K	\$189K	\$191K	\$200K	\$199K	\$197K	\$199K	\$199K	\$199K	\$195K
Percent Change from Prior Year	-2%	-2%	1%	4%	-2%	-1%	-3%	0%	9%	5%	16%	16%	22%

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



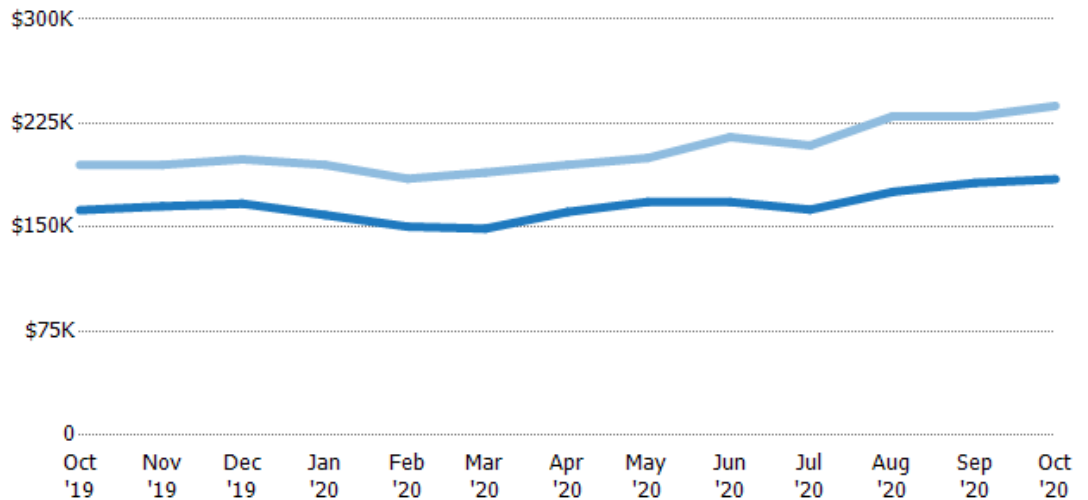
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Listing Price as a % of Avg Est Value	125%	125%	125%	126%	126%	127%	127%	121%	133%	136%	128%	137%	141%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Med Listing Price as a % of Med Est Value	120%	118%	119%	123%	123%	127%	121%	119%	128%	128%	131%	126%	129%

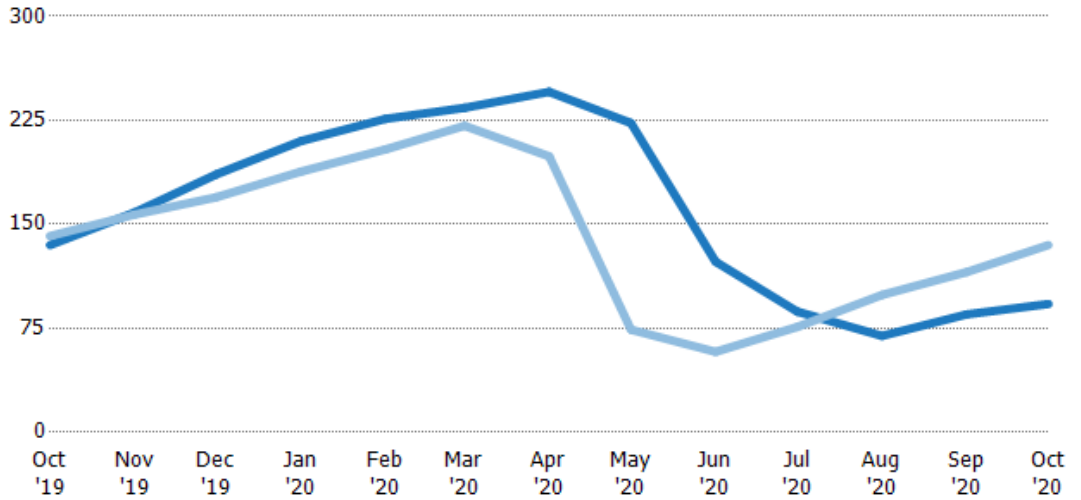
Median Days in RPR

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.
Oct '20	92.5	-31.5%
Oct '19	135	-4.6%
Oct '18	142	-6.4%



Current Year	135	159	186	210	226	234	246	223	123	87	69.5	85	92.5
Prior Year	142	157	170	188	204	221	199	74	58	76	99	116	135
Percent Change from Prior Year	-5%	1%	10%	12%	11%	6%	23%	201%	112%	14%	-30%	-26%	-31%

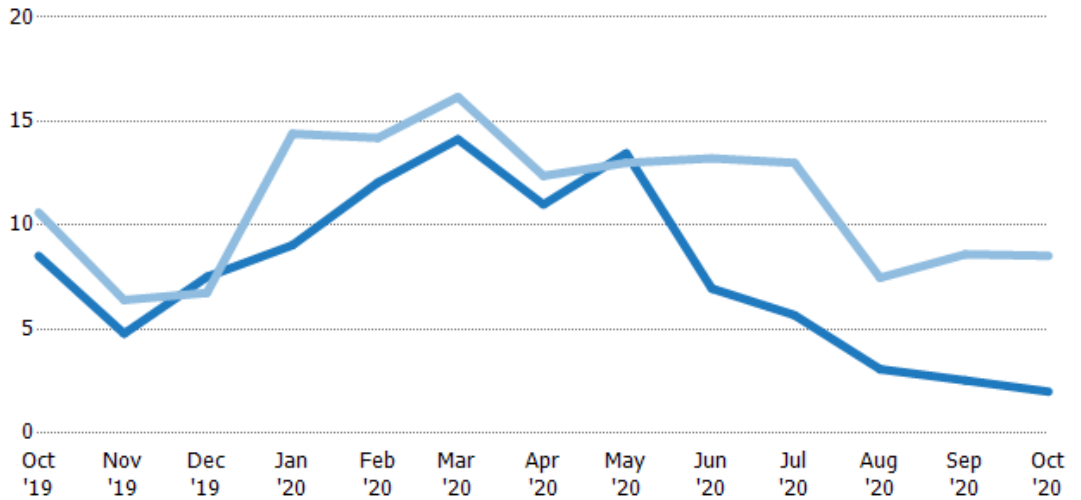
Months of Inventory

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.
Oct '20	2	-76.6%
Oct '19	8.53	-19.6%
Oct '18	10.6	-18%



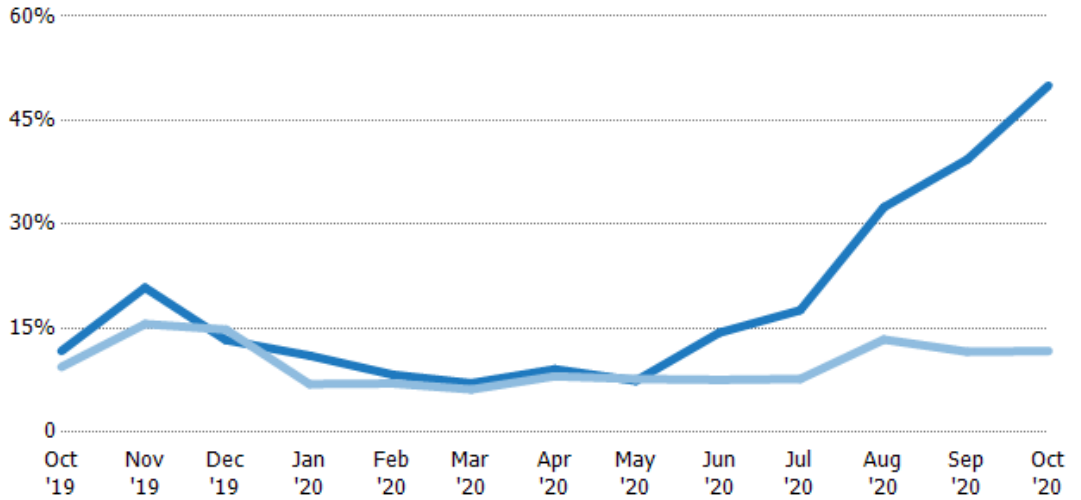
Current Year	8.53	4.79	7.52	9.04	12.1	14.1	11	13.5	6.96	5.68	3.08	2.54	2
Prior Year	10.6	6.41	6.75	14.4	14.2	16.2	12.4	13	13.2	13	7.48	8.61	8.53
Percent Change from Prior Year	-20%	-25%	11%	-37%	-15%	-13%	-11%	4%	-47%	-56%	-59%	-70%	-77%

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



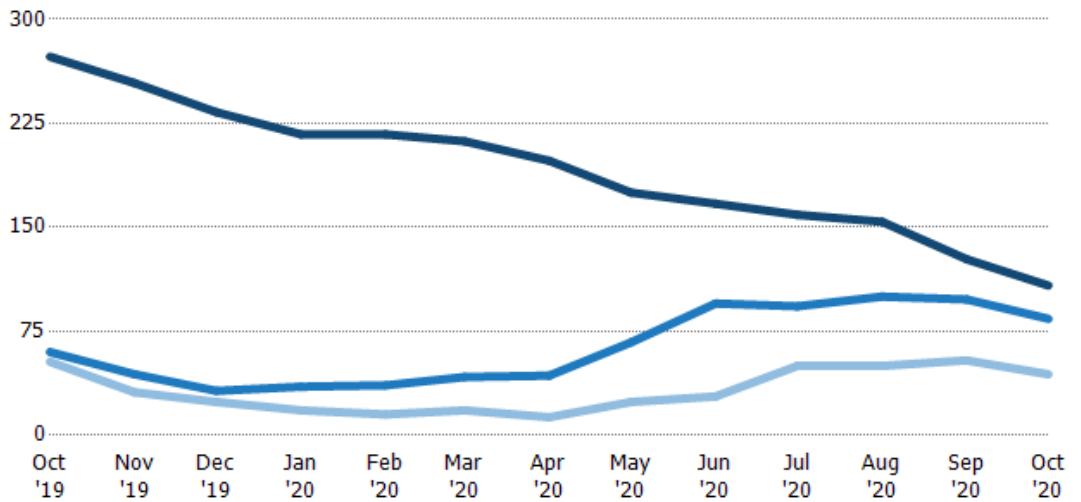
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	12%	21%	13%	11%	8%	7%	9%	7%	14%	18%	32%	39%	50%
Prior Year	9%	16%	15%	7%	7%	6%	8%	8%	8%	8%	13%	12%	12%
Change from Prior Year	-2%	-5%	2%	-4%	-1%	-1%	-1%	0%	-7%	-10%	-19%	-28%	-38%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	273	254	233	217	217	212	198	175	167	159	154	127	108
Pending	60	44	32	35	36	42	43	67	95	93	100	98	84
Sold	53	31	24	18	15	18	13	24	28	50	50	54	44

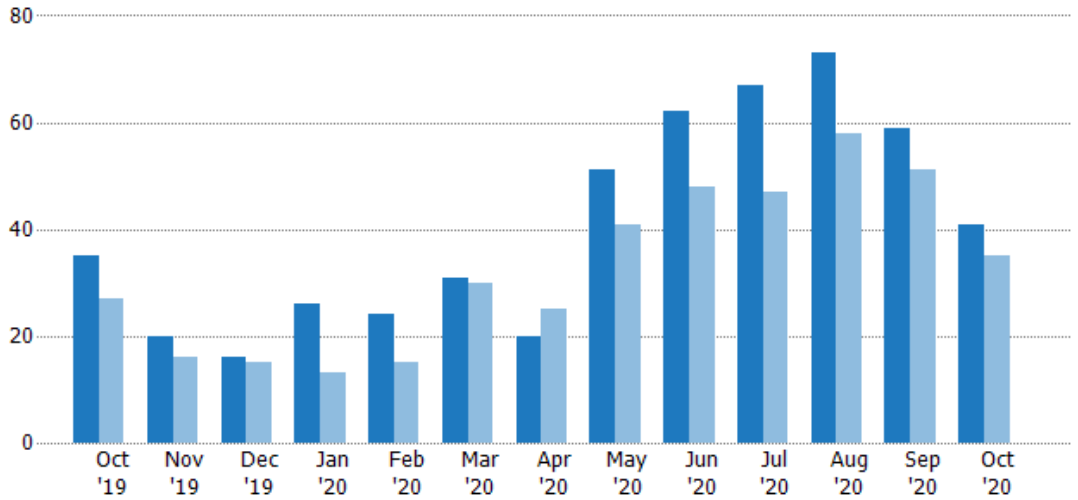
New Pending Sales

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.
Oct '20	41	17.1%
Oct '19	35	29.6%
Oct '18	27	-33.3%



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

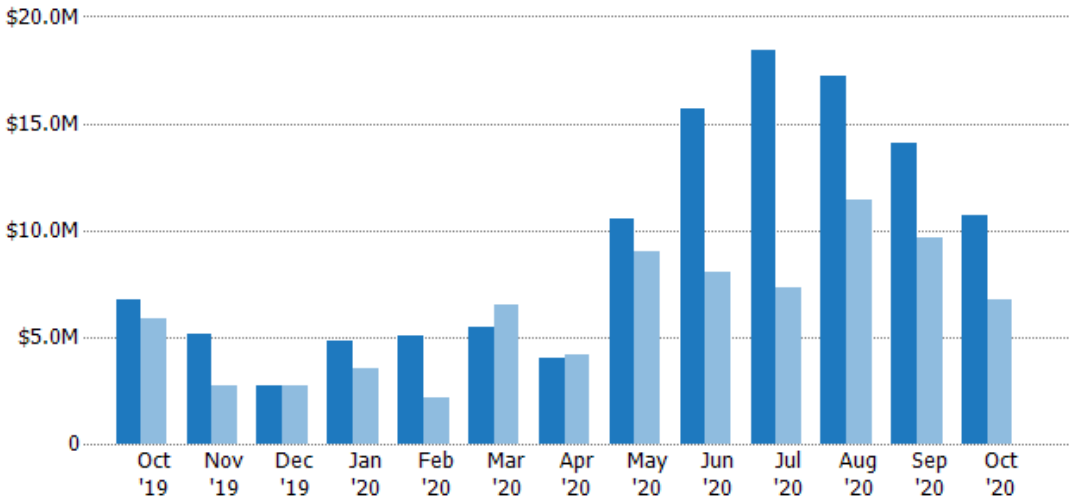
New Pending Sales Volume

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.
Oct '20	\$10.7M	59.2%
Oct '19	\$6.71M	14.7%
Oct '18	\$5.85M	-37.1%



Current Year	\$6.71M	\$5.16M	\$2.75M	\$4.83M	\$5.06M	\$5.43M	\$4.03M	\$10.6M	\$15.7M	\$18.4M	\$17.2M	\$14.1M	\$10.7M
Prior Year	\$5.85M	\$2.7M	\$2.72M	\$3.51M	\$2.19M	\$6.52M	\$4.17M	\$9.02M	\$8.04M	\$7.29M	\$11.4M	\$9.68M	\$6.71M
Percent Change from Prior Year	15%	91%	1%	38%	131%	-17%	-3%	17%	95%	153%	51%	45%	59%

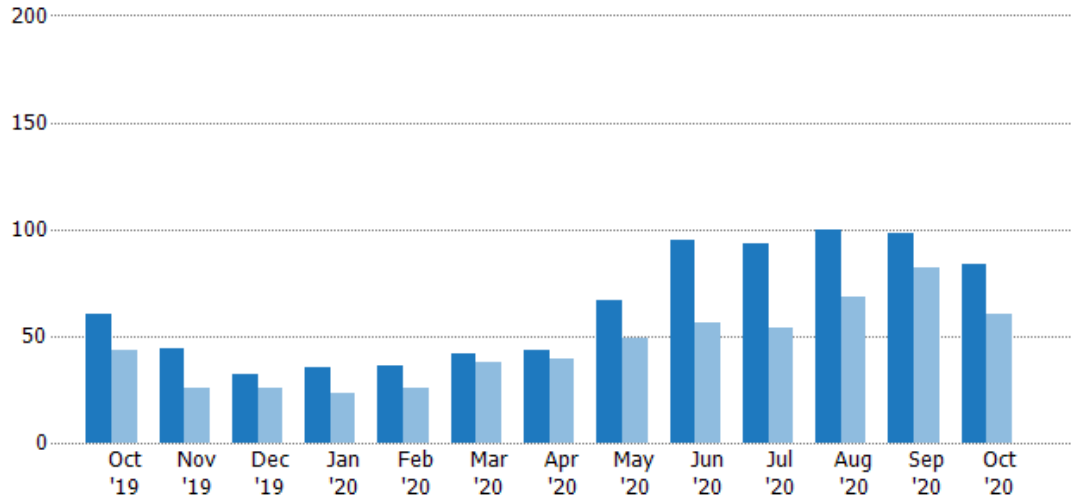
Pending Sales

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.
Oct '20	84	40%
Oct '19	60	39.5%
Oct '18	43	-30.2%



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

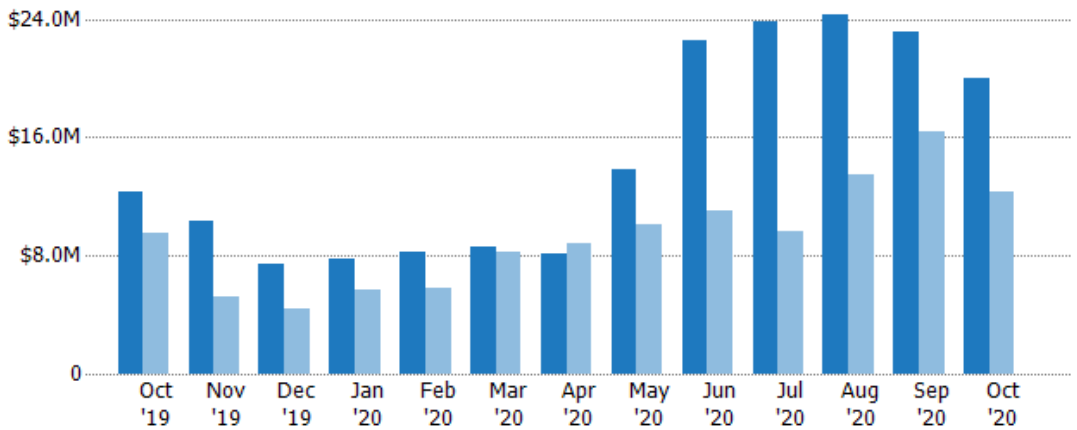
Pending Sales Volume

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.
Oct '20	\$19.9M	62.6%
Oct '19	\$12.3M	28.7%
Oct '18	\$9.53M	-20.8%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$12.3M	\$10.4M	\$7.4M	\$7.78M	\$8.29M	\$8.58M	\$8.18M	\$13.8M	\$22.5M	\$23.8M	\$24.3M	\$23.1M	\$19.9M
Prior Year	\$9.53M	\$5.17M	\$4.38M	\$5.72M	\$5.76M	\$8.22M	\$8.88M	\$10.2M	\$11M	\$9.65M	\$13.5M	\$16.4M	\$12.3M
Percent Change from Prior Year	29%	101%	69%	36%	44%	4%	-8%	36%	104%	147%	80%	41%	63%

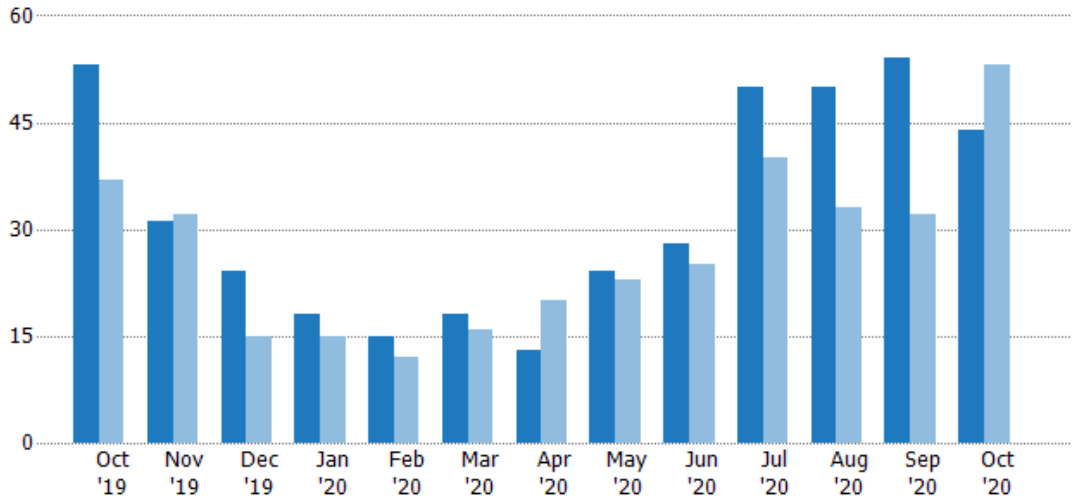
Closed Sales

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.
Oct '20	44	-17%
Oct '19	53	43.2%
Oct '18	37	-37.8%



Current Year	53	31	24	18	15	18	13	24	28	50	50	54	44
Prior Year	37	32	15	15	12	16	20	23	25	40	33	32	53
Percent Change from Prior Year	43%	-3%	60%	20%	25%	13%	-35%	4%	12%	25%	52%	69%	-17%

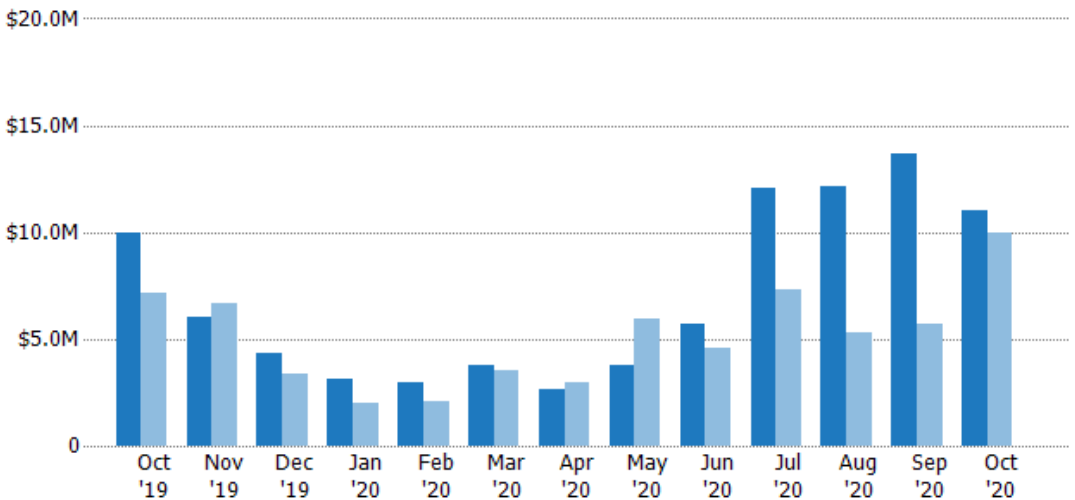
Closed Sales Volume

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.
Oct '20	\$11M	10.8%
Oct '19	\$9.95M	38.8%
Oct '18	\$7.17M	-45.5%



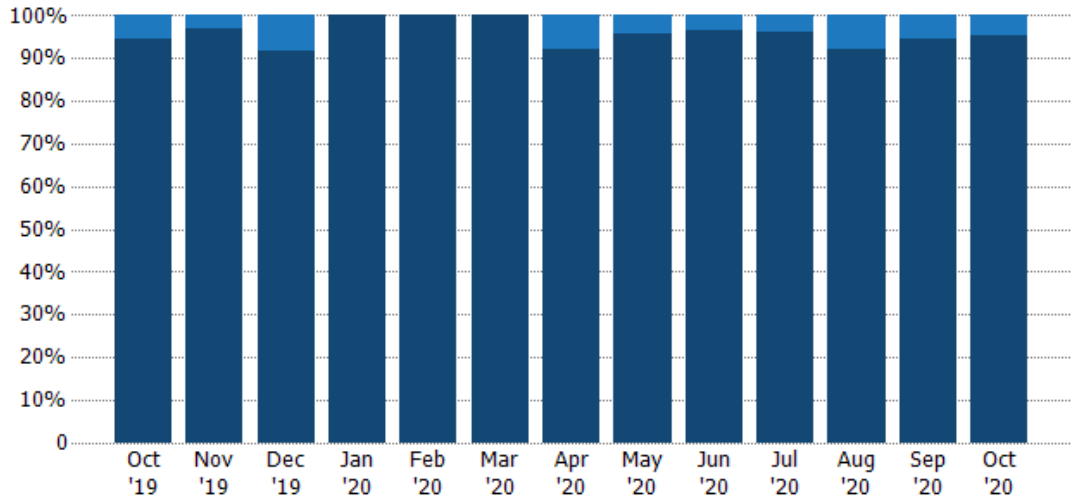
Current Year	\$9.95M	\$6.04M	\$4.33M	\$3.12M	\$2.97M	\$3.79M	\$2.66M	\$3.77M	\$5.72M	\$12M	\$12.1M	\$13.7M	\$11M
Prior Year	\$7.17M	\$6.63M	\$3.36M	\$1.97M	\$2.04M	\$3.56M	\$2.96M	\$5.94M	\$4.6M	\$7.31M	\$5.29M	\$5.67M	\$9.95M
Percent Change from Prior Year	39%	-9%	29%	59%	46%	7%	-10%	-36%	24%	65%	129%	141%	11%

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



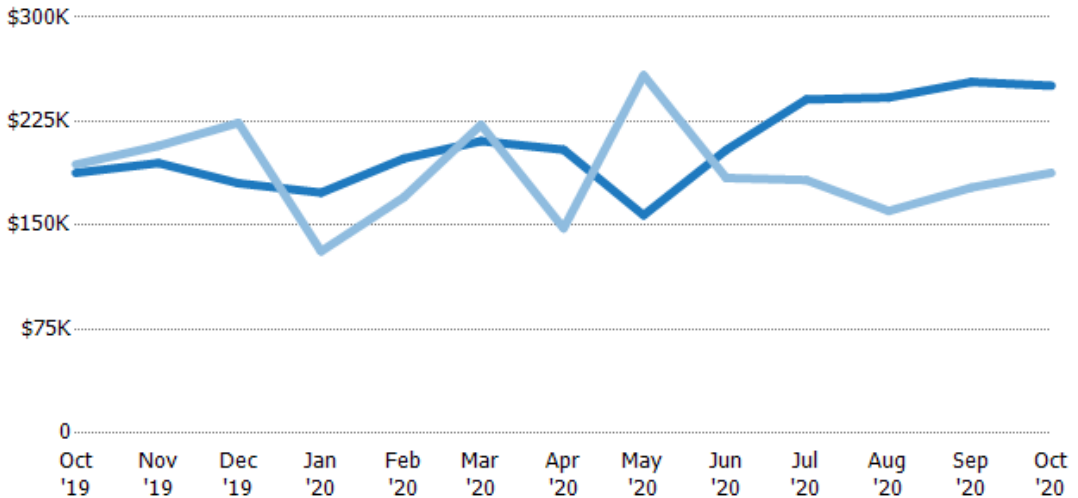
Condo/Townhouse	6%	3%	8%	-	-	-	8%	4%	4%	4%	8%	6%	5%
Single Family Residence	94%	97%	92%	100%	100%	100%	92%	96%	96%	96%	92%	94%	95%

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	\$188K	\$195K	\$180K	\$174K	\$198K	\$211K	\$204K	\$157K	\$204K	\$241K	\$242K	\$253K	\$251K
Prior Year	\$194K	\$207K	\$224K	\$131K	\$170K	\$222K	\$148K	\$258K	\$184K	\$183K	\$160K	\$177K	\$188K
Percent Change from Prior Year	-3%	-6%	-19%	32%	16%	-5%	38%	-39%	11%	32%	51%	43%	33%

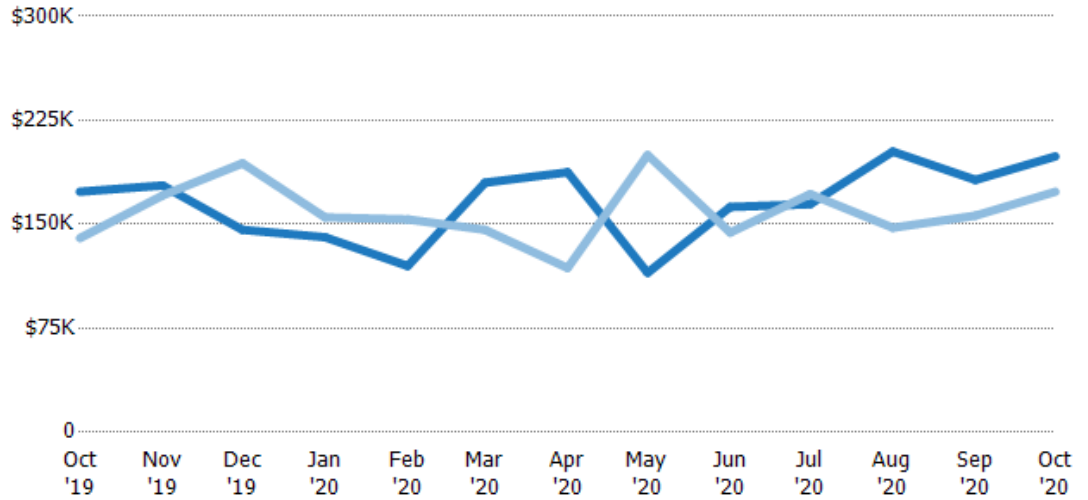
Median Sales Price

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.
Oct '20	\$199K	14.7%
Oct '19	\$174K	23.9%
Oct '18	\$140K	17.8%



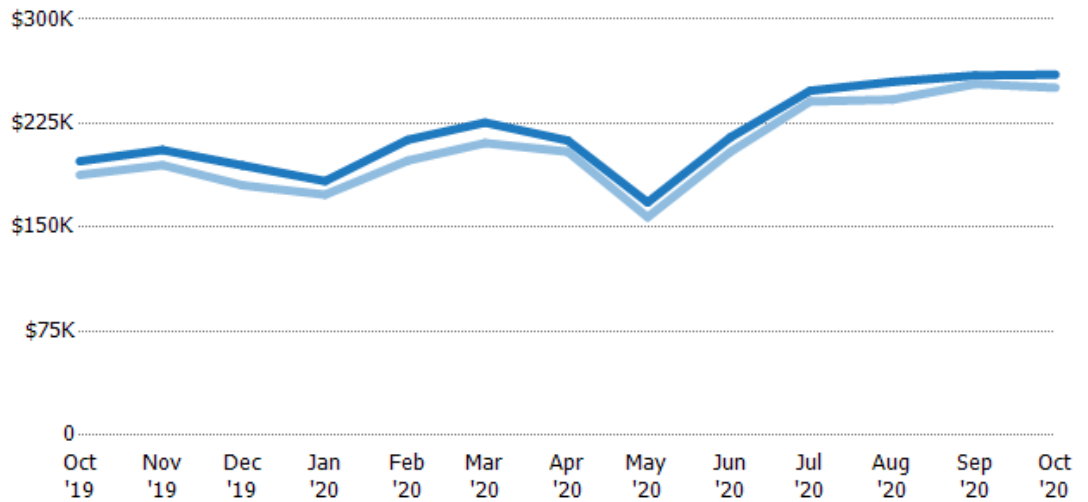
Current Year	\$174K	\$178K	\$146K	\$141K	\$120K	\$180K	\$188K	\$115K	\$163K	\$165K	\$202K	\$182K	\$199K
Prior Year	\$140K	\$171K	\$194K	\$155K	\$154K	\$146K	\$119K	\$200K	\$144K	\$172K	\$148K	\$156K	\$174K
Percent Change from Prior Year	24%	4%	-25%	-9%	-22%	23%	58%	-43%	13%	-4%	37%	17%	15%

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



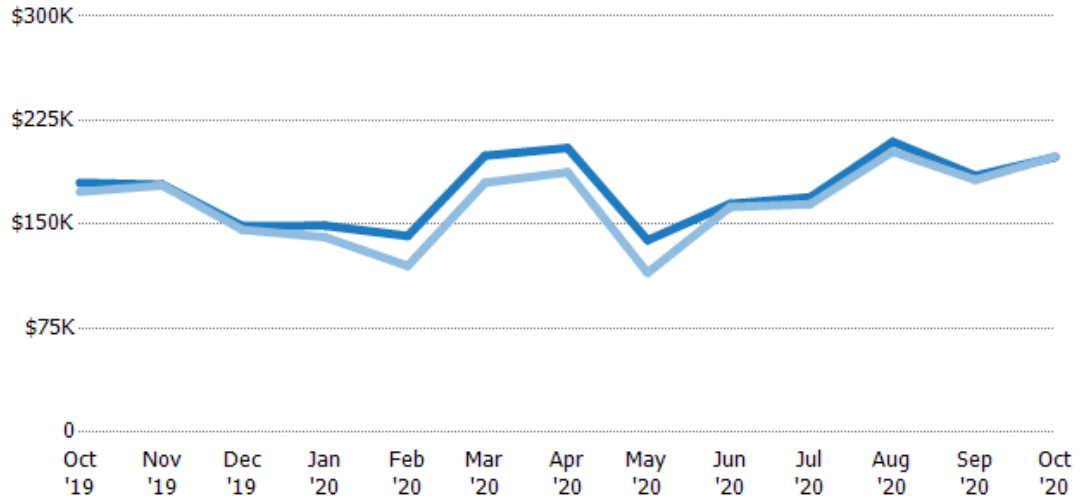
Avg List Price	\$198K	\$206K	\$195K	\$183K	\$213K	\$225K	\$213K	\$168K	\$215K	\$248K	\$255K	\$259K	\$260K
Avg Sales Price	\$188K	\$195K	\$180K	\$174K	\$198K	\$211K	\$204K	\$157K	\$204K	\$241K	\$242K	\$253K	\$251K
Avg Sales Price as a % of Avg List Price	95%	95%	93%	95%	93%	93%	96%	94%	95%	97%	95%	98%	96%

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



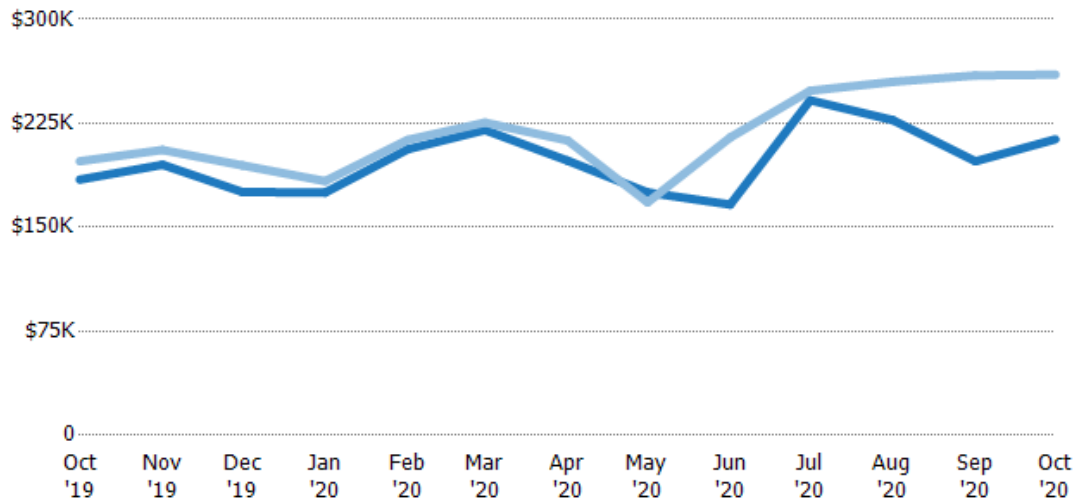
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$180K	\$179K	\$149K	\$149K	\$142K	\$199K	\$205K	\$139K	\$165K	\$169K	\$210K	\$185K	\$198K
Median Sales Price	\$174K	\$178K	\$146K	\$141K	\$120K	\$180K	\$188K	\$115K	\$163K	\$165K	\$202K	\$182K	\$199K
Med Sales Price as a % of Med List Price	96%	100%	98%	94%	85%	90%	91%	83%	99%	97%	97%	98%	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



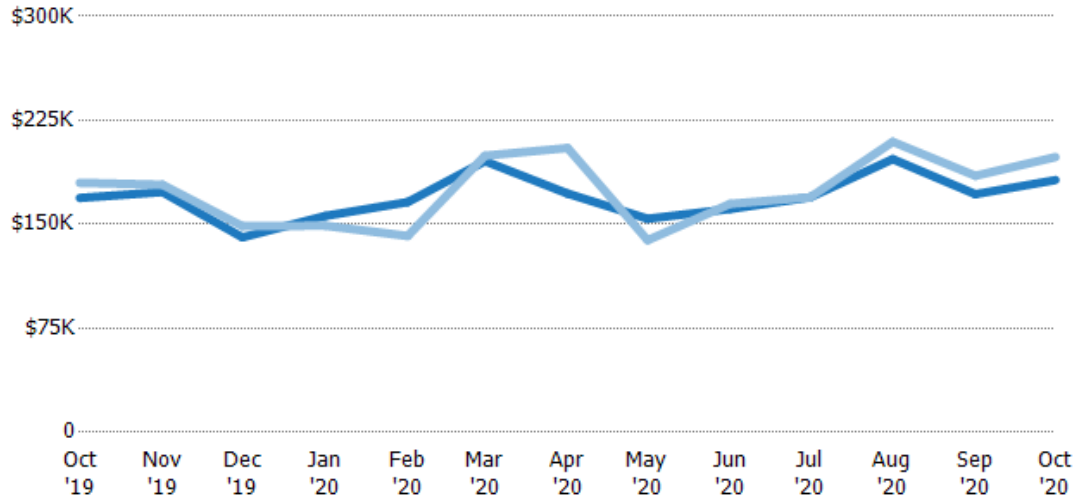
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$184K	\$195K	\$175K	\$175K	\$206K	\$220K	\$198K	\$175K	\$166K	\$242K	\$227K	\$198K	\$213K
Avg Sales Price	\$198K	\$206K	\$195K	\$183K	\$213K	\$225K	\$213K	\$168K	\$215K	\$248K	\$255K	\$259K	\$260K
Avg Sales Price as a % of Avg Est Value	107%	105%	111%	105%	103%	102%	107%	96%	129%	103%	112%	131%	122%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$169K	\$173K	\$141K	\$156K	\$166K	\$196K	\$172K	\$154K	\$161K	\$169K	\$197K	\$172K	\$182K
Median Sales Price	\$180K	\$179K	\$149K	\$149K	\$142K	\$199K	\$205K	\$139K	\$165K	\$169K	\$210K	\$185K	\$198K
Med Sales Price as a % of Med Est Value	106%	103%	106%	96%	85%	102%	119%	90%	102%	100%	106%	108%	109%