

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	8	+112.5%	434	517	-16.1%
New Listing Volume	\$2,843,800	\$1,572,250	+80.9%	\$114,776,571	\$117,621,668	-2.4%
Active Listing Count	85	240	-64.6%	N/A	N/A	
Active Listing Volume	\$31,881,900	\$64,641,643	-50.7%	N/A	N/A	
Average Listing Price	\$375,081	\$269,340	+39.3%	\$302,744	\$253,001	+19.7%
Median Listing Price	\$199,000	\$199,000	+/-	\$207,832	\$194,425	+6.9%
Median Days in RPR	127	186	-31.7%	126.73	131.02	-3.3%
Months of Inventory	2.1	7.5	-71.7%	6	9.7	-38.6%
Absorption Rate	47.06%	13.33%	+33.7%	16.73%	10.27%	+6.5%
Sales Activity Charts Metrics						
New Pending Sales Count	28	16	+75%	514	407	+26.3%
New Pending Sales Volume	\$7,414,600	\$2,751,350	+169.5%	\$121,459,194	\$77,238,973	+57.3%
Pending Sales Count	47	32	+46.9%	N/A	N/A	
Pending Sales Volume	\$12,400,599	\$7,398,900	+67.6%	N/A	N/A	
Closed Sales Count	43	24	+79.2%	405	333	+21.6%
Closed Sales Volume	\$10,173,170	\$4,326,400	+135.1%	\$91,584,942	\$60,116,821	+52.3%
Average Sales Price	\$236,585	\$180,267	+31.2%	\$226,136	\$180,531	+25.3%
Median Sales Price	\$215,000	\$146,000	+47.3%	\$177,700	\$159,115	+11.7%

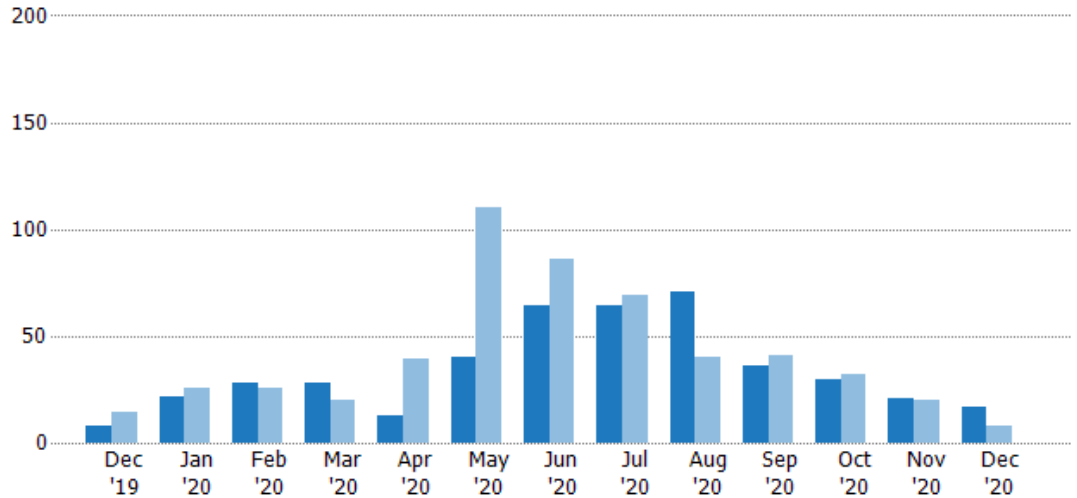
New Listings

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.
Dec '20	17	112.5%
Dec '19	8	-42.9%
Dec '18	14	50%



Current Year	8	22	28	28	13	40	64	64	71	36	30	21	17
Prior Year	14	26	26	20	39	110	86	69	40	41	32	20	8
Percent Change from Prior Year	-43%	-15%	8%	40%	-67%	-64%	-26%	-7%	78%	-12%	-6%	5%	113%

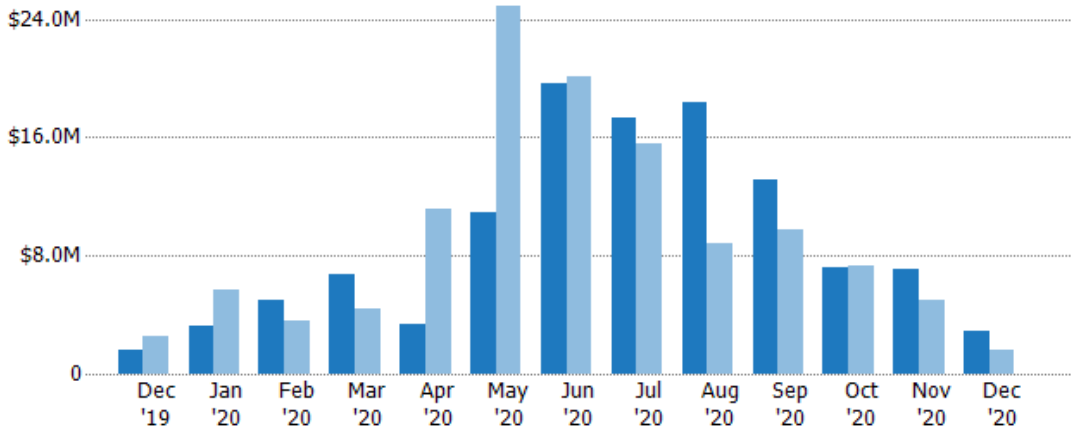
New Listing Volume

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.
Dec '20	\$2.84M	80.9%
Dec '19	\$1.57M	-38.8%
Dec '18	\$2.57M	31.3%



Current Year	\$1.57M	\$3.28M	\$4.97M	\$6.69M	\$3.36M	\$10.9M	\$19.7M	\$17.3M	\$18.4M	\$13.2M	\$7.18M	\$7.07M	\$2.84M
Prior Year	\$2.57M	\$5.63M	\$3.54M	\$4.36M	\$11.1M	\$24.9M	\$20.1M	\$15.6M	\$8.86M	\$9.79M	\$7.27M	\$4.97M	\$1.57M
Percent Change from Prior Year	-39%	-42%	40%	53%	-70%	-56%	-2%	11%	108%	34%	-1%	42%	81%

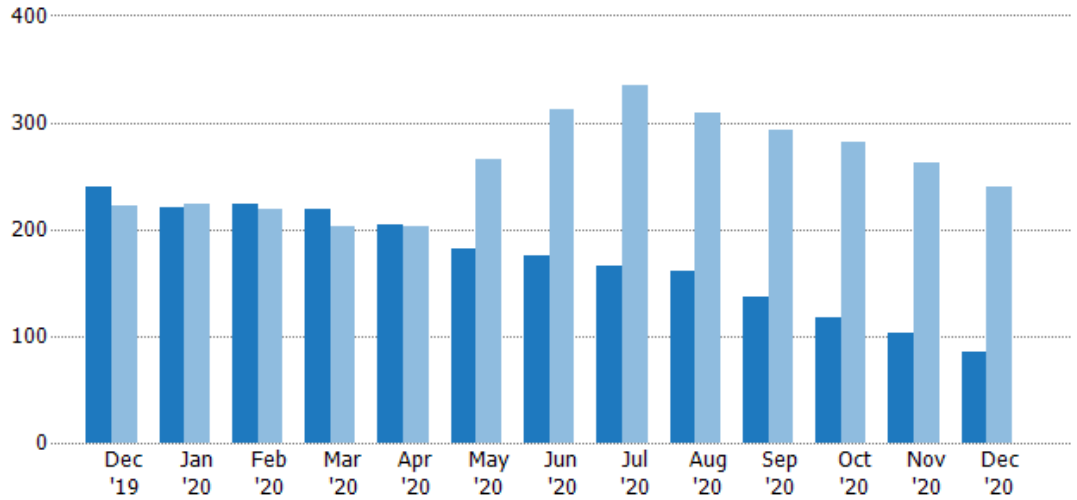
Active Listings

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.
Dec '20	85	-64.6%
Dec '19	240	8.1%
Dec '18	222	15.8%



Current Year	240	221	223	218	205	182	175	165	161	137	117	102	85
Prior Year	222	223	219	202	203	266	312	335	309	293	282	262	240
Percent Change from Prior Year	8%	-1%	2%	8%	1%	-32%	-44%	-51%	-48%	-53%	-59%	-61%	-65%

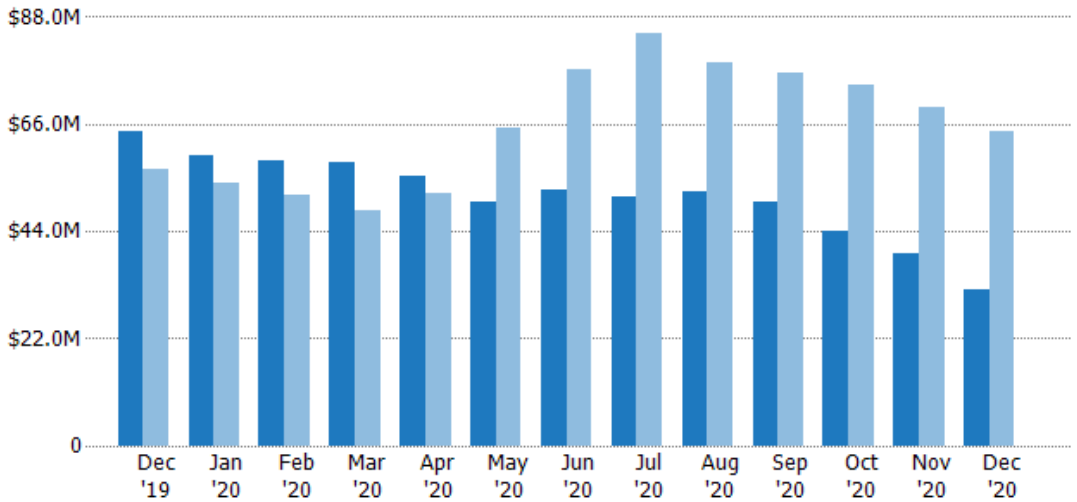
Active Listing Volume

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.
Dec '20	\$31.9M	-50.7%
Dec '19	\$64.6M	13.7%
Dec '18	\$56.9M	11.6%



Current Year	\$64.6M	\$59.6M	\$58.4M	\$58.1M	\$55.3M	\$50.2M	\$52.4M	\$51.2M	\$52.1M	\$49.9M	\$44.1M	\$39.5M	\$31.9M
Prior Year	\$56.9M	\$53.9M	\$51.6M	\$48.2M	\$51.9M	\$65.4M	\$77.4M	\$84.5M	\$78.6M	\$76.4M	\$74M	\$69.4M	\$64.6M
Percent Change from Prior Year	14%	11%	13%	21%	7%	-23%	-32%	-39%	-34%	-35%	-40%	-43%	-51%

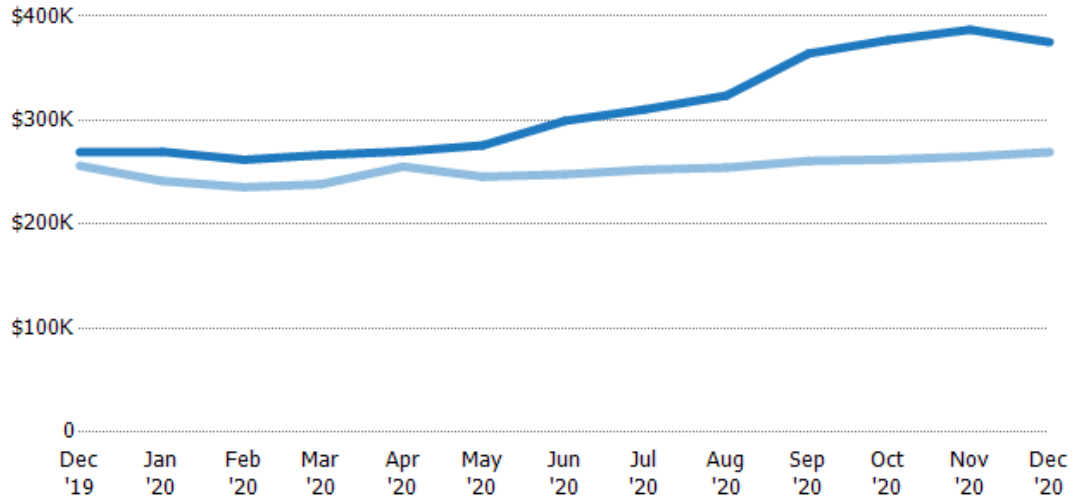
Average Listing Price

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.
Dec '20	\$375K	39.3%
Dec '19	\$269K	5.1%
Dec '18	\$256K	-3.6%



Current Year	\$269K	\$270K	\$262K	\$267K	\$270K	\$276K	\$299K	\$310K	\$324K	\$364K	\$377K	\$387K	\$375K
Prior Year	\$256K	\$242K	\$236K	\$238K	\$256K	\$246K	\$248K	\$252K	\$254K	\$261K	\$262K	\$265K	\$269K
Percent Change from Prior Year	5%	12%	11%	12%	6%	12%	21%	23%	27%	40%	44%	46%	39%

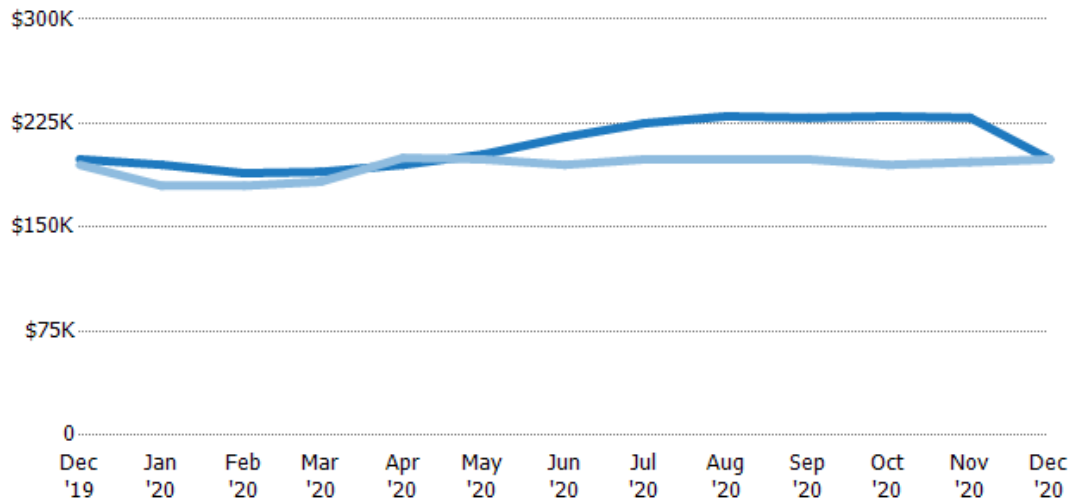
Median Listing Price

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.
Dec '20	\$199K	0%
Dec '19	\$199K	2.1%
Dec '18	\$195K	-3.8%



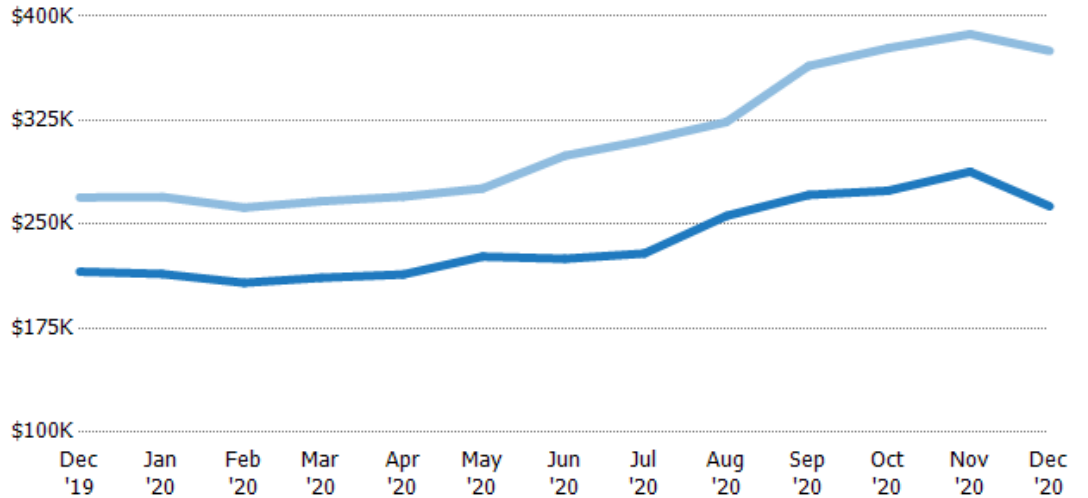
Current Year	\$199K	\$195K	\$189K	\$190K	\$195K	\$202K	\$215K	\$225K	\$230K	\$229K	\$230K	\$229K	\$199K
Prior Year	\$195K	\$180K	\$180K	\$183K	\$200K	\$199K	\$195K	\$199K	\$199K	\$199K	\$195K	\$197K	\$199K
Percent Change from Prior Year	2%	8%	5%	4%	-3%	2%	10%	13%	16%	15%	18%	16%	0%

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



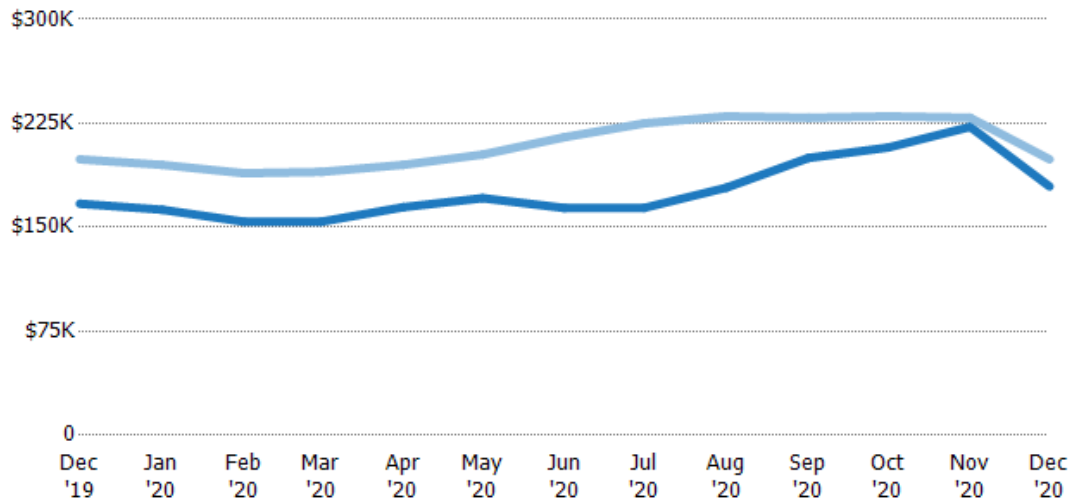
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Listing Price as a % of Avg Est Value	125%	126%	126%	126%	126%	122%	133%	136%	126%	134%	137%	134%	143%

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



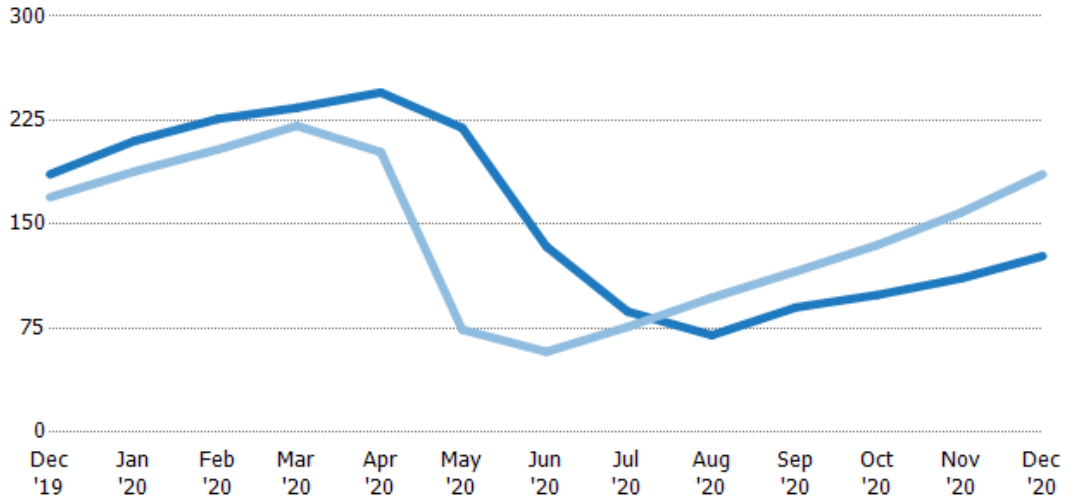
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Med Listing Price as a % of Med Est Value	119%	120%	123%	123%	119%	118%	131%	137%	129%	115%	111%	103%	111%

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



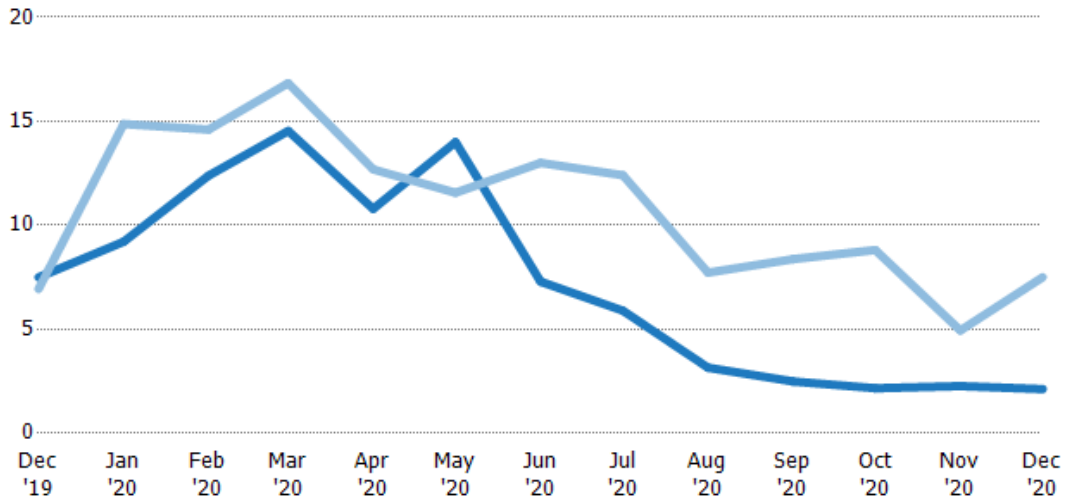
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	186	210	226	234	245	220	134	87	70	90	99	111	127
Prior Year	170	188	204	221	202	74	58	76	97	116	135	159	186
Percent Change from Prior Year	10%	12%	11%	6%	21%	197%	131%	14%	-28%	-22%	-27%	-30%	-32%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	7.5	9.21	12.4	14.5	10.8	14	7.29	5.89	3.16	2.49	2.17	2.27	2.13
Prior Year	6.94	14.9	14.6	16.8	12.7	11.6	13	12.4	7.73	8.37	8.81	4.94	7.5
Percent Change from Prior Year	8%	-38%	-15%	-14%	-15%	21%	-44%	-53%	-59%	-70%	-75%	-54%	-72%

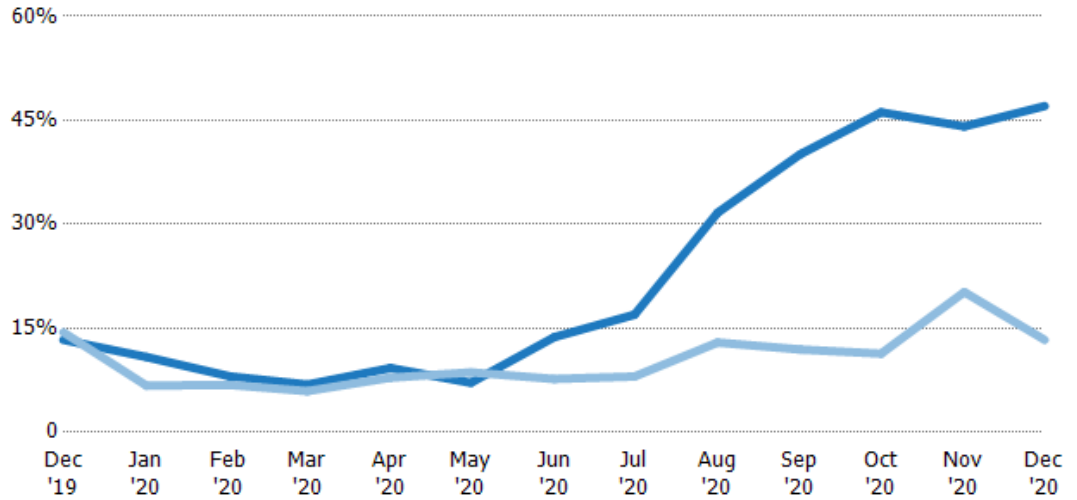
Absorption Rate

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.
Dec '20	47%	-33.7%
Dec '19	13%	1.1%
Dec '18	14%	-51.4%



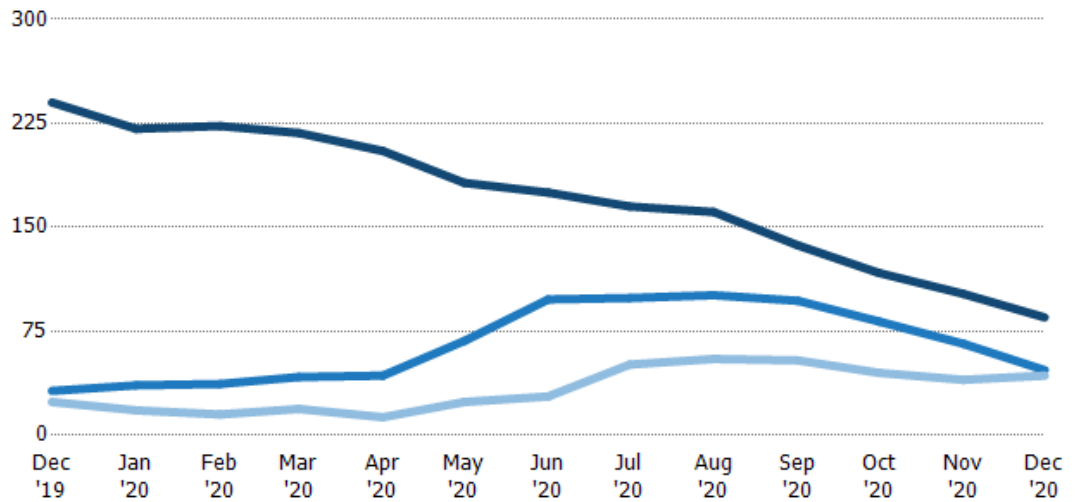
Current Year	13%	11%	8%	7%	9%	7%	14%	17%	32%	40%	46%	44%	47%
Prior Year	14%	7%	7%	6%	8%	9%	8%	8%	13%	12%	11%	20%	13%
Change from Prior Year	1%	-4%	-1%	-1%	-1%	2%	-6%	-9%	-19%	-28%	-35%	-24%	-34%

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	240	221	223	218	205	182	175	165	161	137	117	102	85
Pending	32	36	37	42	43	68	98	99	101	97	82	66	47
Sold	24	18	15	19	13	24	28	51	55	54	45	40	43

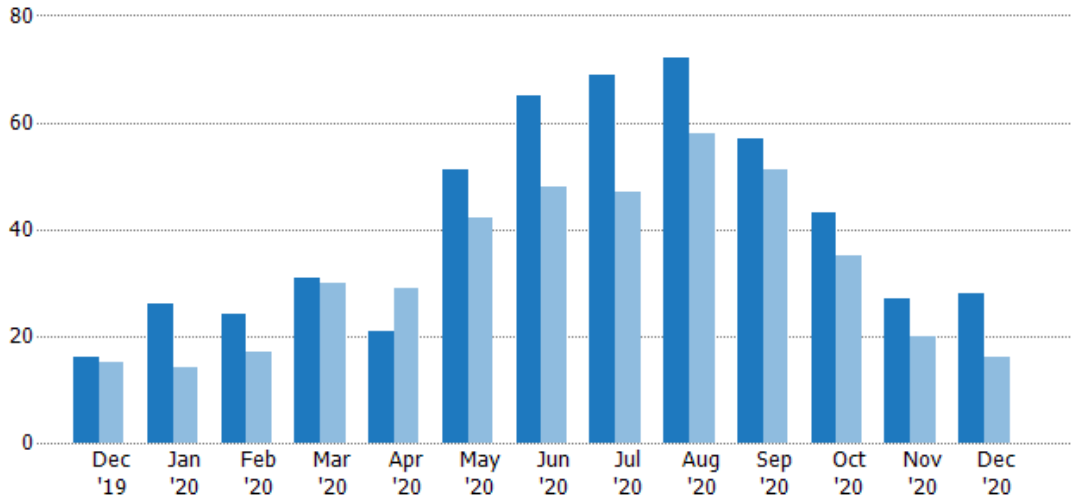
New Pending Sales

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.
Dec '20	28	75%
Dec '19	16	6.7%
Dec '18	15	-13.3%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	16	26	24	31	21	51	65	69	72	57	43	27	28
Prior Year	15	14	17	30	29	42	48	47	58	51	35	20	16
Percent Change from Prior Year	7%	86%	41%	3%	-28%	21%	35%	47%	24%	12%	23%	35%	75%

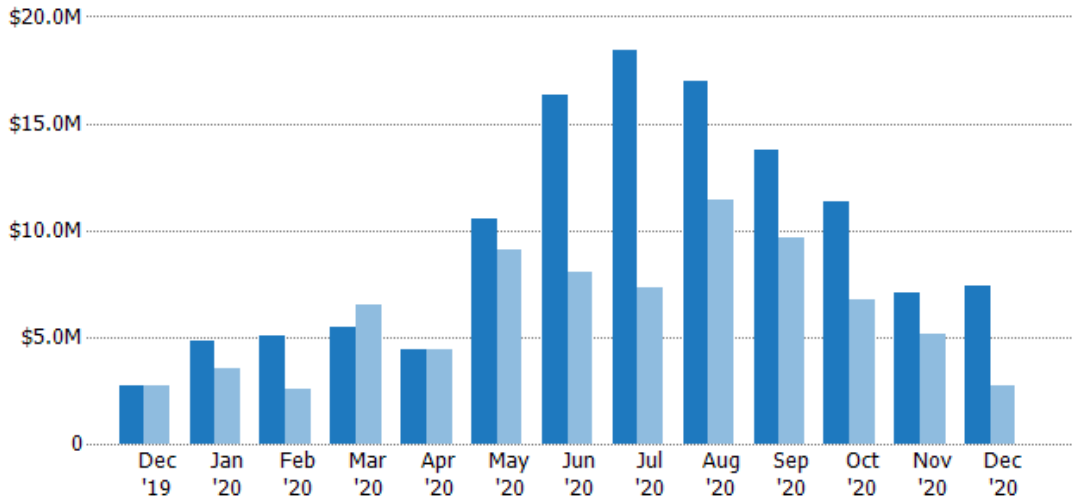
New Pending Sales Volume

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.
Dec '20	\$7.41M	169.5%
Dec '19	\$2.75M	1.2%
Dec '18	\$2.72M	-4.8%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$2.75M	\$4.83M	\$5.06M	\$5.43M	\$4.38M	\$10.6M	\$16.3M	\$18.4M	\$17M	\$13.7M	\$11.3M	\$7.05M	\$7.41M
Prior Year	\$2.72M	\$3.57M	\$2.6M	\$6.52M	\$4.41M	\$9.07M	\$8.04M	\$7.29M	\$11.4M	\$9.68M	\$6.71M	\$5.16M	\$2.75M
Percent Change from Prior Year	1%	35%	95%	-17%	-1%	16%	103%	153%	48%	42%	68%	37%	169%

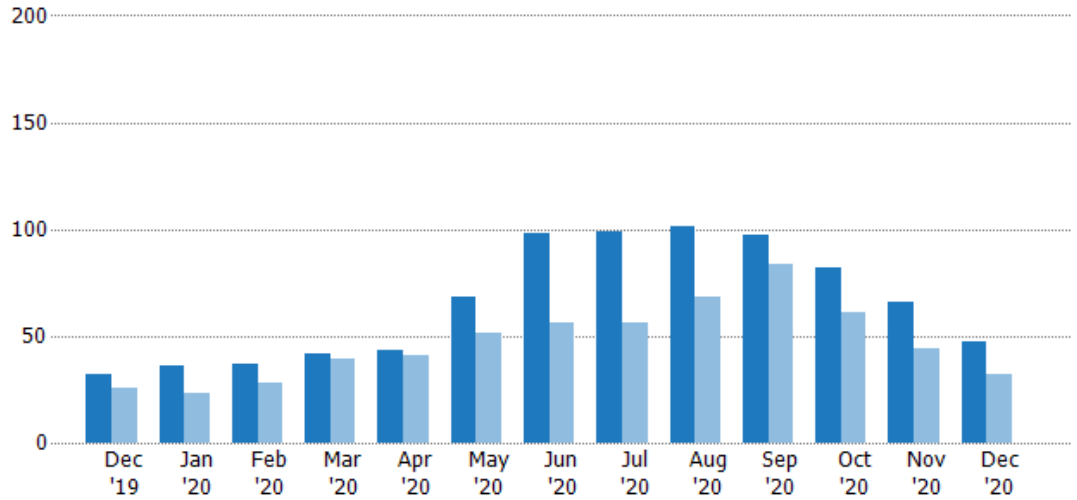
Pending Sales

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.
Dec '20	47	46.9%
Dec '19	32	23.1%
Dec '18	26	-30.8%



Current Year	32	36	37	42	43	68	98	99	101	97	82	66	47
Prior Year	26	23	28	39	41	51	56	56	68	84	61	44	32
Percent Change from Prior Year	23%	57%	32%	8%	5%	33%	75%	77%	49%	15%	34%	50%	47%

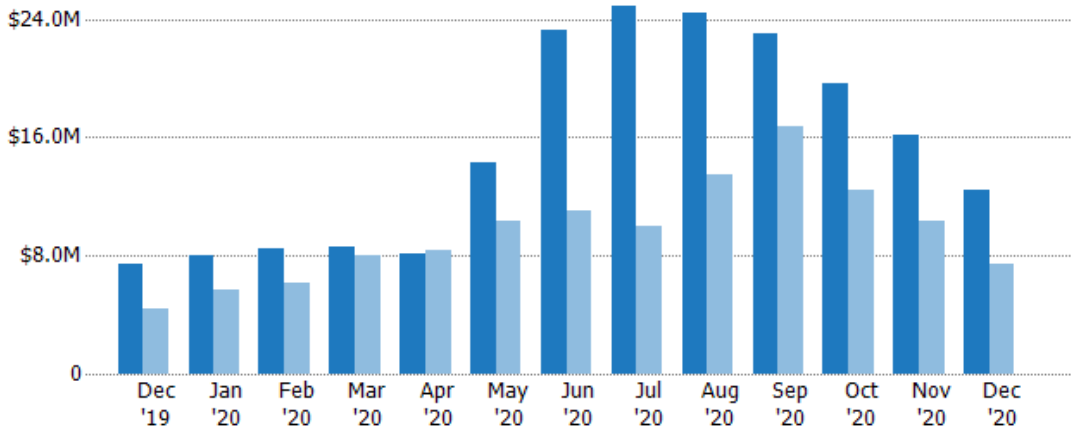
Pending Sales Volume

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.
Dec '20	\$12.4M	67.6%
Dec '19	\$7.4M	68.9%
Dec '18	\$4.38M	-3.8%



Current Year	\$7.4M	\$8.02M	\$8.53M	\$8.58M	\$8.18M	\$14.2M	\$23.2M	\$24.8M	\$24.5M	\$23M	\$19.7M	\$16.2M	\$12.4M
Prior Year	\$4.38M	\$5.72M	\$6.17M	\$7.96M	\$8.41M	\$10.3M	\$11M	\$9.97M	\$13.5M	\$16.7M	\$12.5M	\$10.4M	\$7.4M
Percent Change from Prior Year	69%	40%	38%	8%	-3%	38%	111%	149%	81%	38%	58%	56%	68%

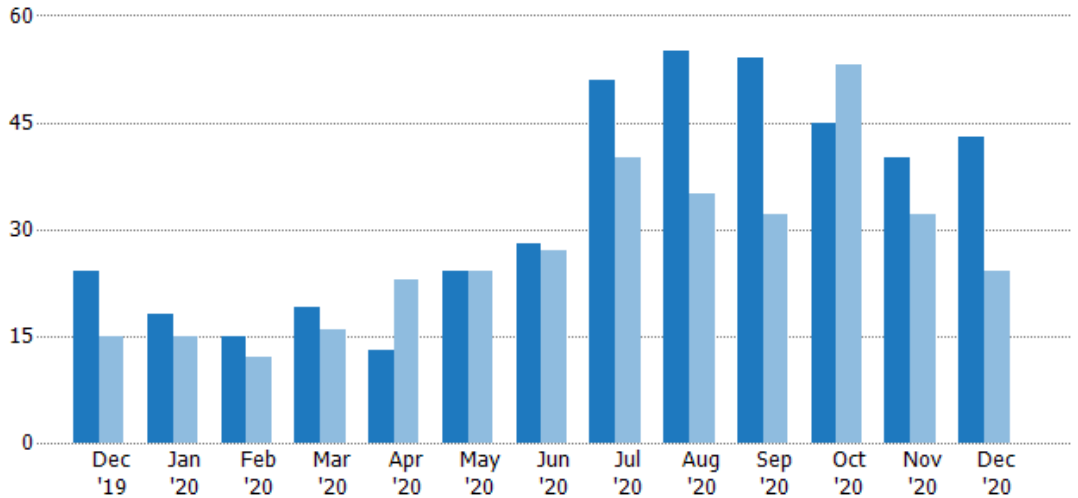
Closed Sales

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.
Dec '20	43	79.2%
Dec '19	24	60%
Dec '18	15	26.7%



Current Year	24	18	15	19	13	24	28	51	55	54	45	40	43
Prior Year	15	15	12	16	23	24	27	40	35	32	53	32	24
Percent Change from Prior Year	60%	20%	25%	19%	-43%	0%	4%	28%	57%	69%	-15%	25%	79%

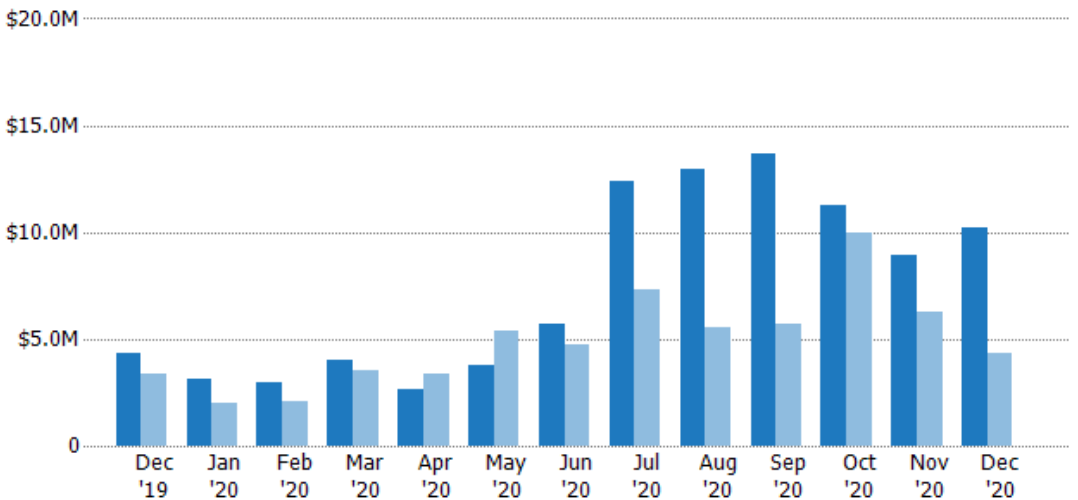
Closed Sales Volume

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.
Dec '20	\$10.2M	135.1%
Dec '19	\$4.33M	28.9%
Dec '18	\$3.36M	9.8%



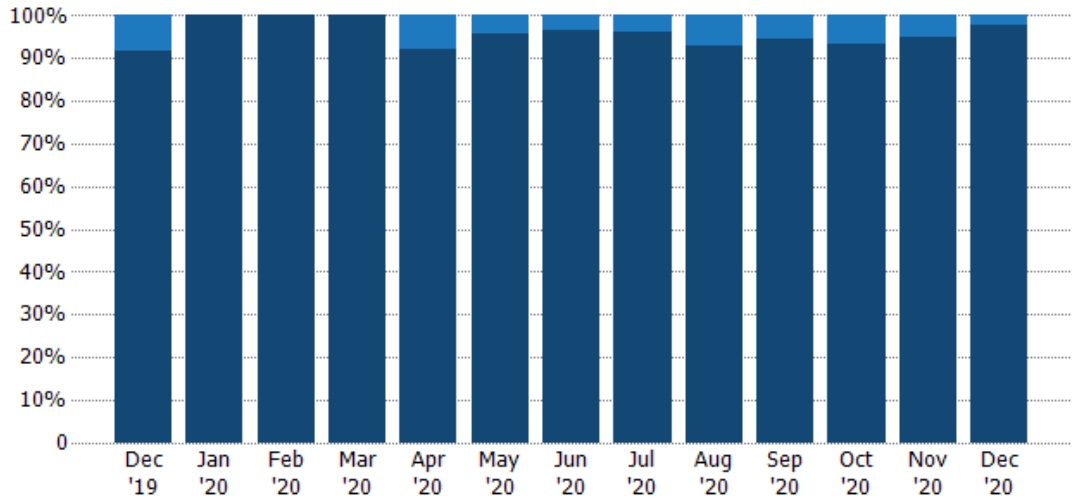
Current Year	\$4.33M	\$3.12M	\$2.97M	\$4.03M	\$2.66M	\$3.77M	\$5.72M	\$12.4M	\$12.9M	\$13.7M	\$11.2M	\$8.89M	\$10.2M
Prior Year	\$3.36M	\$1.97M	\$2.04M	\$3.56M	\$3.34M	\$5.39M	\$4.76M	\$7.31M	\$5.57M	\$5.67M	\$9.95M	\$6.23M	\$4.33M
Percent Change from Prior Year	29%	59%	46%	13%	-20%	-30%	20%	70%	132%	141%	13%	43%	135%

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



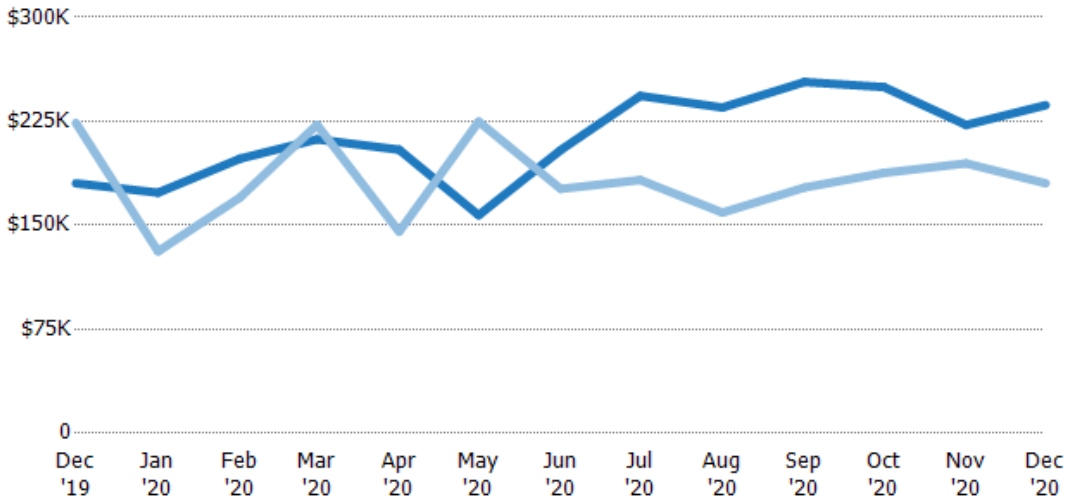
Condo/Townhouse	8%	-	-	-	8%	4%	4%	4%	7%	6%	7%	5%	2%
Single Family Residence	92%	100%	100%	100%	92%	96%	96%	96%	93%	94%	93%	95%	98%

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.
Dec '20	\$237K	31.2%
Dec '19	\$180K	-19.5%
Dec '18	\$224K	-13.3%

Current Year	\$180K	\$174K	\$198K	\$212K	\$204K	\$157K	\$204K	\$243K	\$235K	\$253K	\$250K	\$222K	\$237K
Prior Year	\$224K	\$131K	\$170K	\$222K	\$145K	\$225K	\$176K	\$183K	\$159K	\$177K	\$188K	\$195K	\$180K
Percent Change from Prior Year	-19%	32%	16%	-5%	41%	-30%	16%	33%	48%	43%	33%	14%	31%

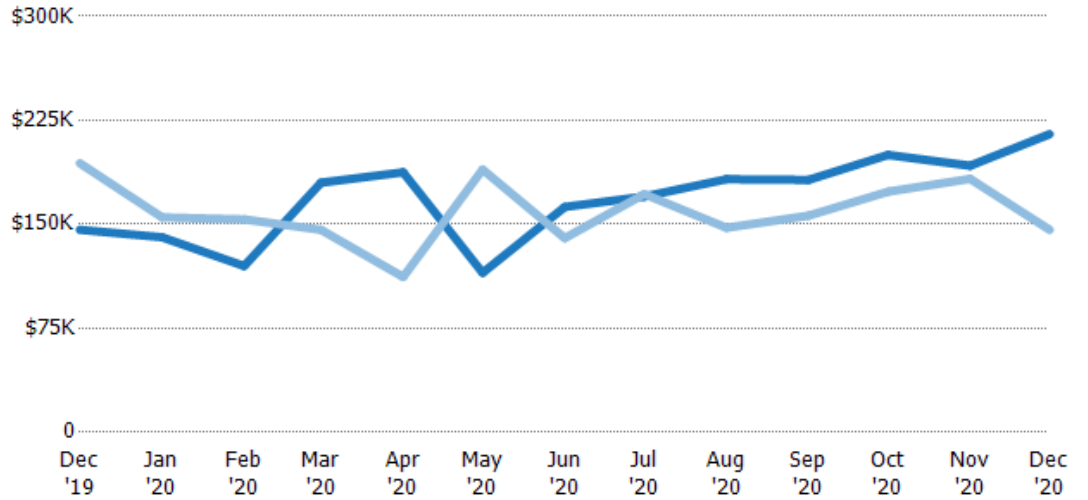
Median Sales Price

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.
Dec '20	\$215K	47.3%
Dec '19	\$146K	-24.7%
Dec '18	\$194K	-22.7%



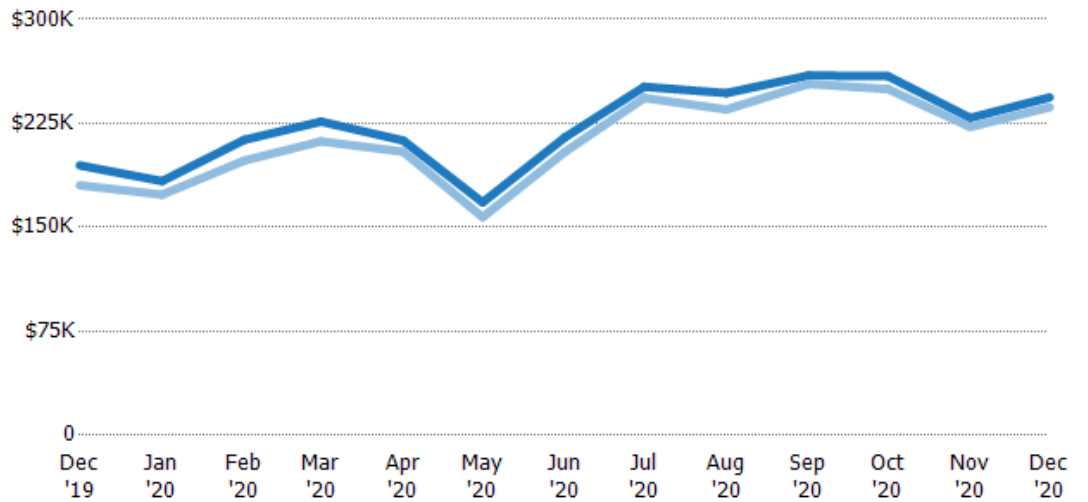
Current Year	\$146K	\$141K	\$120K	\$180K	\$188K	\$115K	\$163K	\$170K	\$183K	\$182K	\$200K	\$192K	\$215K
Prior Year	\$194K	\$155K	\$154K	\$146K	\$112K	\$190K	\$140K	\$172K	\$148K	\$156K	\$174K	\$183K	\$146K
Percent Change from Prior Year	-25%	-9%	-22%	23%	67%	-39%	16%	-1%	24%	17%	15%	5%	47%

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



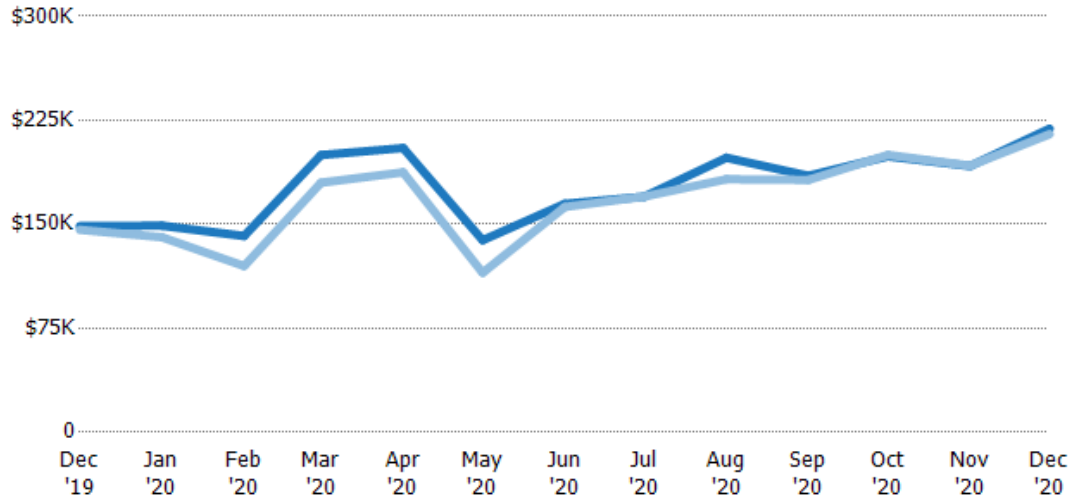
Avg List Price	\$195K	\$183K	\$213K	\$226K	\$213K	\$168K	\$215K	\$251K	\$247K	\$259K	\$259K	\$229K	\$244K
Avg Sales Price	\$180K	\$174K	\$198K	\$212K	\$204K	\$157K	\$204K	\$243K	\$235K	\$253K	\$250K	\$222K	\$237K
Avg Sales Price as a % of Avg List Price	93%	95%	93%	94%	96%	94%	95%	97%	95%	98%	96%	97%	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



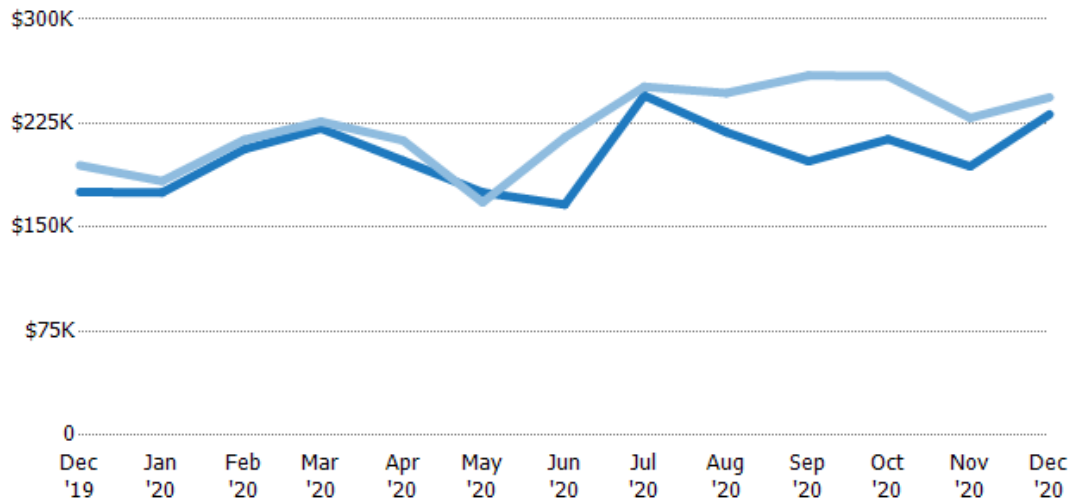
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$149K	\$149K	\$142K	\$200K	\$205K	\$139K	\$165K	\$170K	\$198K	\$185K	\$199K	\$192K	\$219K
Median Sales Price	\$146K	\$141K	\$120K	\$180K	\$188K	\$115K	\$163K	\$170K	\$183K	\$182K	\$200K	\$192K	\$215K
Med Sales Price as a % of Med List Price	98%	94%	85%	90%	91%	83%	99%	100%	92%	98%	101%	100%	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



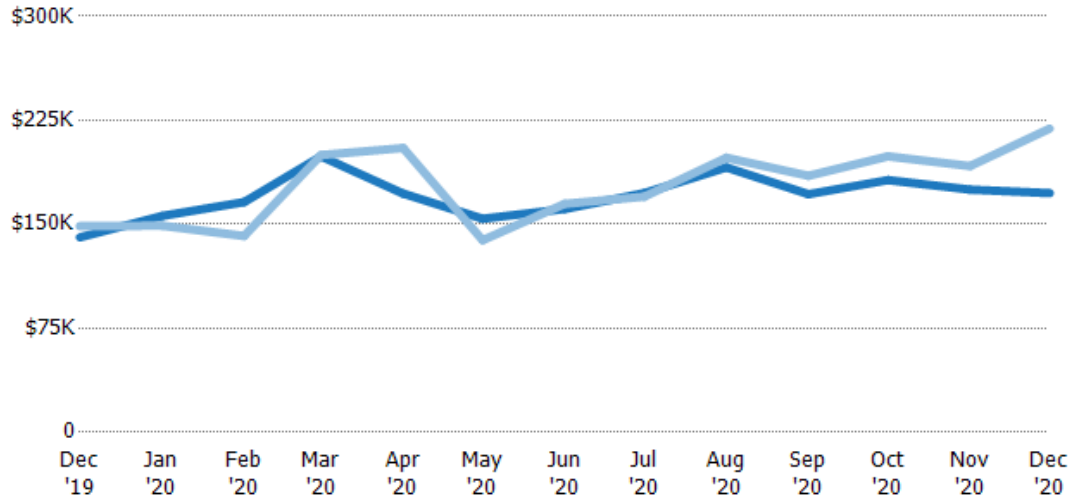
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$175K	\$175K	\$206K	\$221K	\$198K	\$175K	\$166K	\$245K	\$219K	\$198K	\$213K	\$194K	\$231K
Avg Sales Price	\$195K	\$183K	\$213K	\$226K	\$213K	\$168K	\$215K	\$251K	\$247K	\$259K	\$259K	\$229K	\$244K
Avg Sales Price as a % of Avg Est Value	111%	105%	103%	102%	107%	96%	129%	103%	113%	131%	121%	118%	105%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$141K	\$156K	\$166K	\$199K	\$172K	\$154K	\$161K	\$172K	\$191K	\$172K	\$182K	\$175K	\$172K
Median Sales Price	\$149K	\$149K	\$142K	\$200K	\$205K	\$139K	\$165K	\$170K	\$198K	\$185K	\$199K	\$192K	\$219K
Med Sales Price as a % of Med Est Value	106%	96%	85%	100%	119%	90%	102%	99%	104%	108%	109%	110%	127%