

Summary of Key Listing and Sales Metrics

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

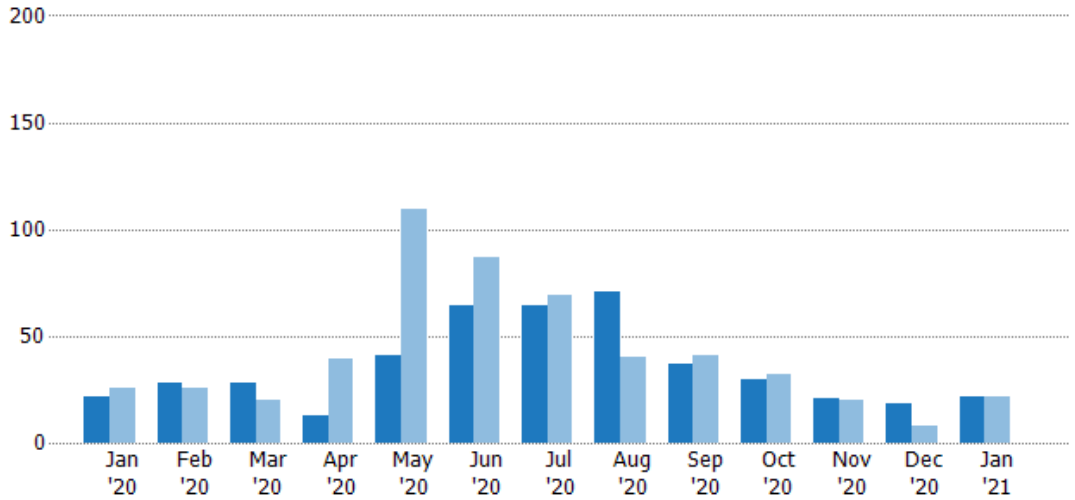
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	22	+/-	459	539	-14.8%
New Listing Volume	\$7,655,100	\$3,277,900	+133.5%	\$122,818,070	\$120,854,568	+1.6%
Active Listing Count	80	221	-63.8%	N/A	N/A	
Active Listing Volume	\$28,207,699	\$59,606,338	-52.7%	N/A	N/A	
Average Listing Price	\$352,596	\$269,712	+30.7%	\$303,940	\$254,356	+19.5%
Median Listing Price	\$192,000	\$195,000	-1.5%	\$206,210	\$195,056	+5.7%
Median Days in RPR	120	210	-42.9%	125.97	134.84	-6.6%
Months of Inventory	1.8	9.2	-80.7%	4.4	14.7	-69.8%
Absorption Rate	56.25%	10.86%	+45.4%	22.5%	6.79%	+15.7%
Sales Activity Charts Metrics						
New Pending Sales Count	26	26	+/-	542	433	+25.2%
New Pending Sales Volume	\$7,501,400	\$4,832,585	+55.2%	\$129,328,994	\$82,071,558	+57.6%
Pending Sales Count	44	36	+22.2%	N/A	N/A	
Pending Sales Volume	\$13,238,700	\$8,015,405	+65.2%	N/A	N/A	
Closed Sales Count	20	18	+11.1%	427	351	+21.7%
Closed Sales Volume	\$4,829,499	\$3,123,245	+54.6%	\$96,752,441	\$63,240,066	+53%
Average Sales Price	\$241,475	\$173,514	+39.2%	\$226,587	\$180,171	+25.8%
Median Sales Price	\$235,000	\$140,660	+67.1%	\$180,453	\$158,169	+14.1%

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



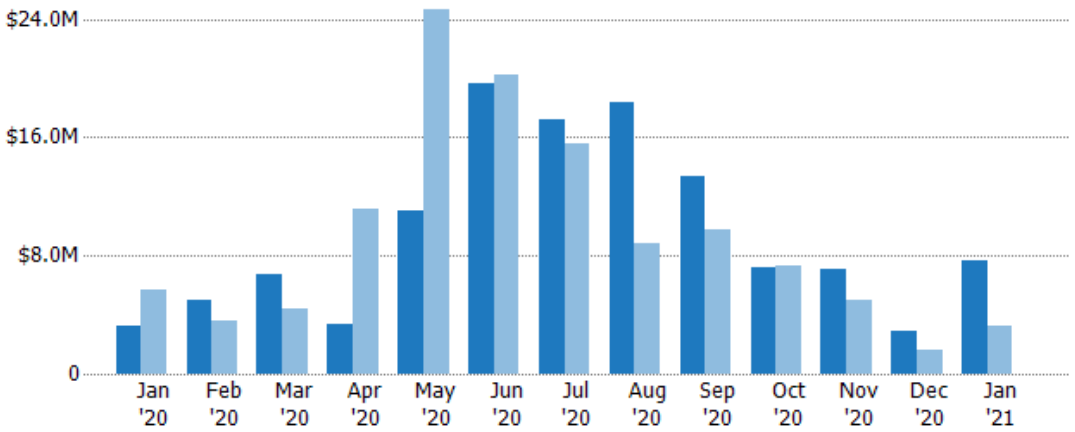
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	22	28	28	13	41	64	64	71	37	30	21	18	22
Prior Year	26	26	20	39	109	87	69	40	41	32	20	8	22
Percent Change from Prior Year	-15%	8%	40%	-67%	-62%	-26%	-7%	78%	-10%	-6%	5%	125%	0%

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



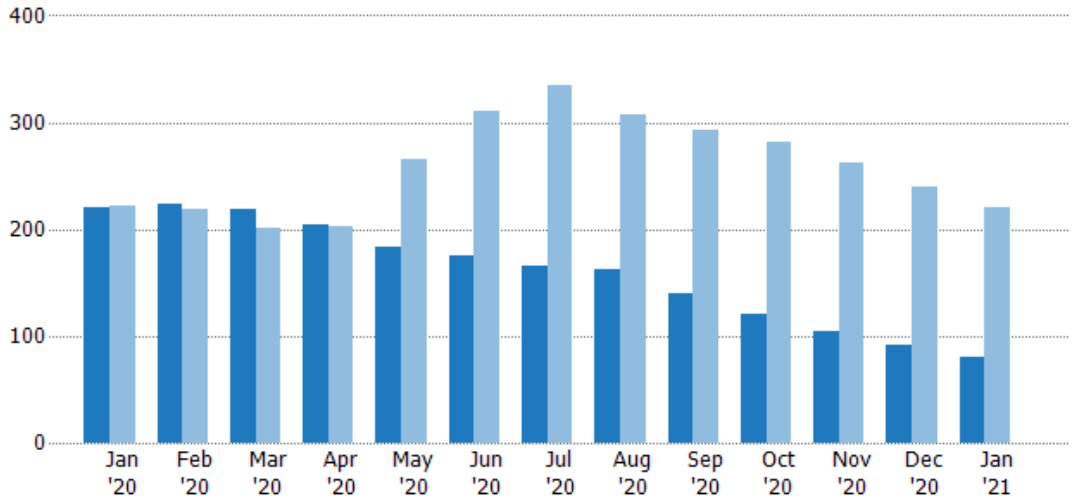
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$3.28M	\$4.97M	\$6.69M	\$3.36M	\$11.1M	\$19.7M	\$17.2M	\$18.4M	\$13.3M	\$7.17M	\$7.07M	\$2.94M	\$7.66M
Prior Year	\$5.63M	\$3.54M	\$4.36M	\$11.1M	\$24.7M	\$20.2M	\$15.6M	\$8.86M	\$9.79M	\$7.27M	\$4.97M	\$1.57M	\$3.28M
Percent Change from Prior Year	-42%	40%	53%	-70%	-55%	-3%	11%	108%	36%	-1%	42%	87%	134%

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



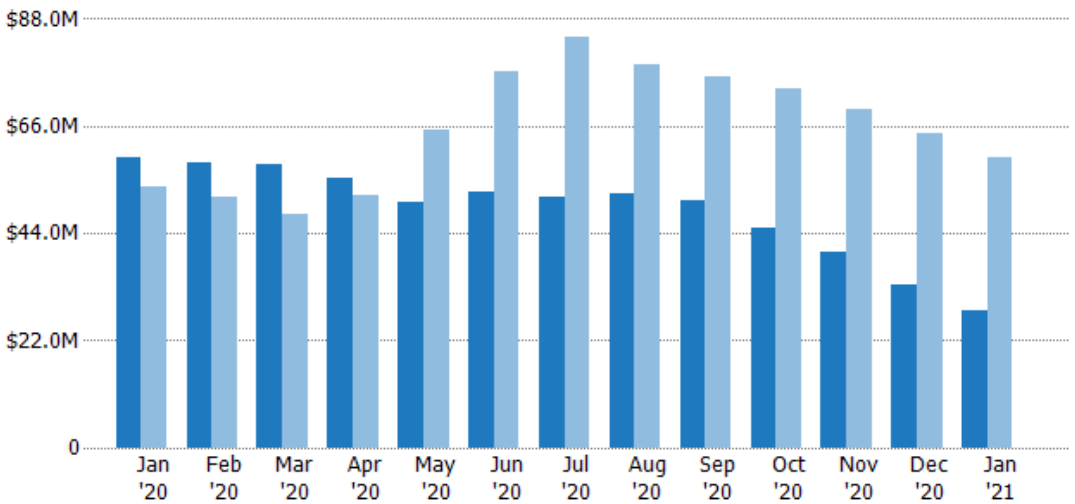
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	221	223	218	205	183	176	166	162	140	121	105	92	80
Prior Year	222	218	201	202	265	311	334	308	292	281	262	240	221
Percent Change from Prior Year	0%	2%	8%	1%	-31%	-43%	-50%	-47%	-52%	-57%	-60%	-62%	-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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$59.6M	\$58.4M	\$58.1M	\$55.3M	\$50.4M	\$52.6M	\$51.4M	\$52.3M	\$50.7M	\$45.1M	\$40.3M	\$33.4M	\$28.2M
Prior Year	\$53.7M	\$51.4M	\$48M	\$51.7M	\$65.2M	\$77.2M	\$84.4M	\$78.5M	\$76.3M	\$73.8M	\$69.4M	\$64.6M	\$59.6M
Percent Change from Prior Year	11%	14%	21%	7%	-23%	-32%	-39%	-33%	-34%	-39%	-42%	-48%	-53%

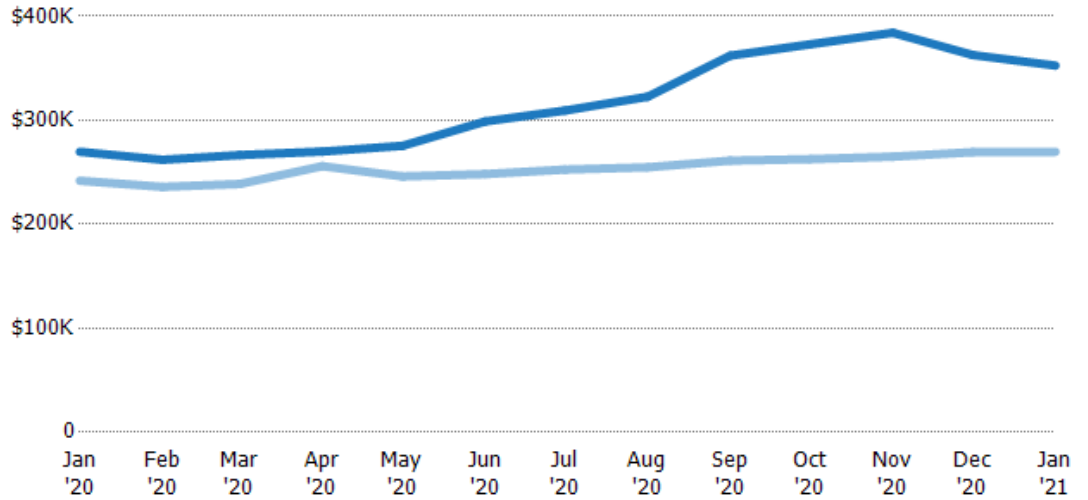
Average Listing Price

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.
Jan '21	\$353K	30.7%
Jan '20	\$270K	11.5%
Jan '19	\$242K	4.6%



Current Year	\$270K	\$262K	\$267K	\$270K	\$275K	\$299K	\$309K	\$323K	\$362K	\$373K	\$384K	\$363K	\$353K
Prior Year	\$242K	\$236K	\$239K	\$256K	\$246K	\$248K	\$253K	\$255K	\$261K	\$263K	\$265K	\$269K	\$270K
Percent Change from Prior Year	11%	11%	12%	5%	12%	20%	22%	27%	39%	42%	45%	35%	31%

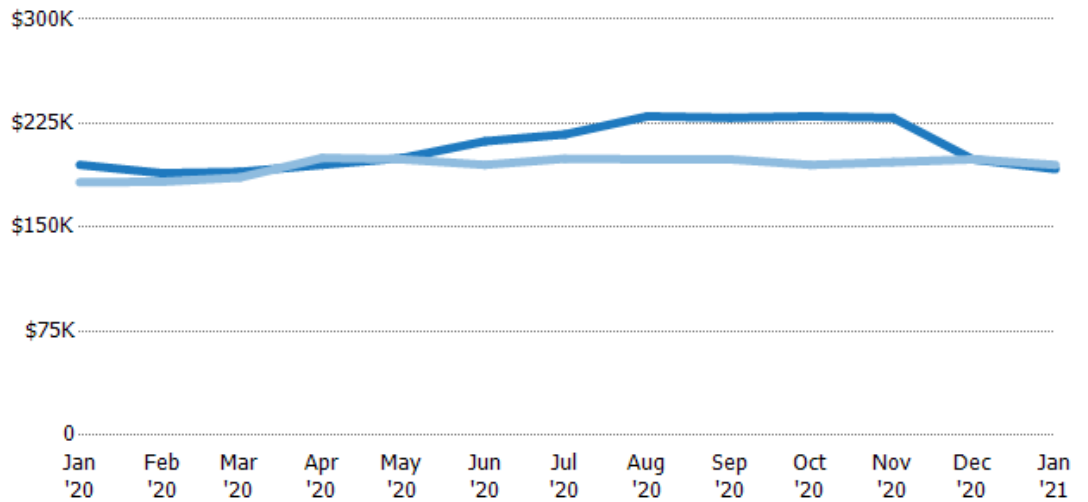
Median Listing Price

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.
Jan '21	\$192K	-1.5%
Jan '20	\$195K	6.9%
Jan '19	\$182K	2.8%



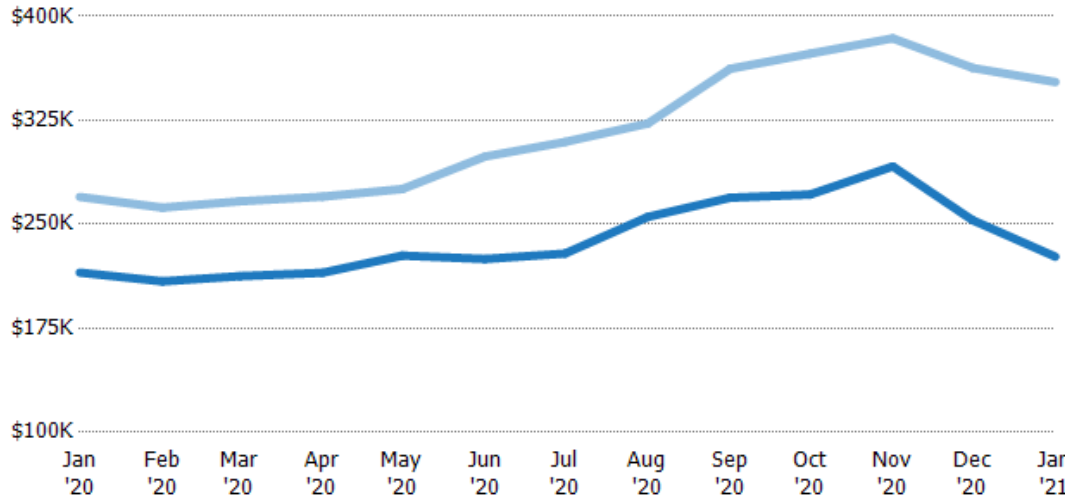
Current Year	\$195K	\$189K	\$190K	\$195K	\$200K	\$212K	\$217K	\$230K	\$229K	\$230K	\$229K	\$199K	\$192K
Prior Year	\$182K	\$183K	\$186K	\$200K	\$199K	\$195K	\$199K	\$199K	\$199K	\$195K	\$197K	\$199K	\$195K
Percent Change from Prior Year	7%	3%	2%	-3%	0%	9%	9%	16%	15%	18%	16%	0%	-2%

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

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 Family Residence



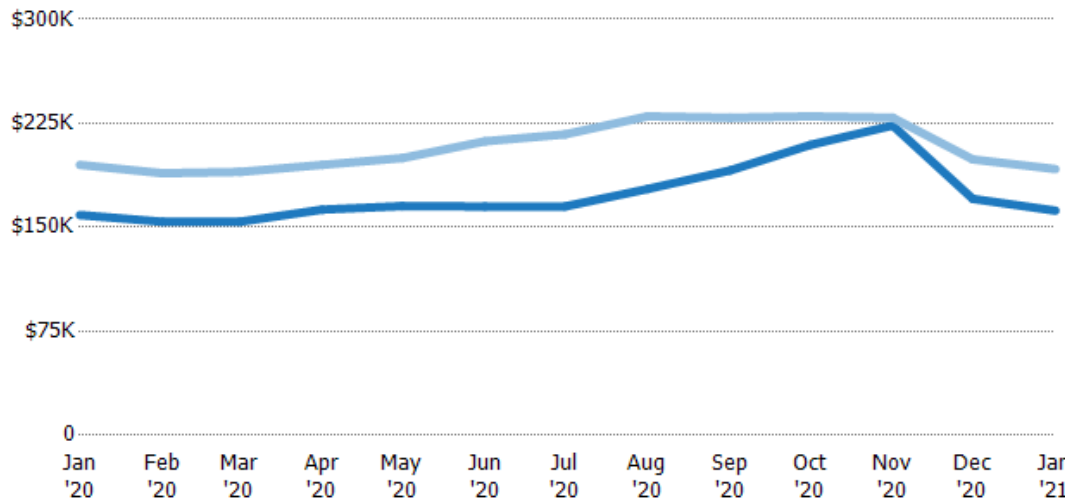
Avg Est Value	\$215K	\$209K	\$213K	\$215K	\$227K	\$225K	\$229K	\$255K	\$269K	\$271K	\$292K	\$253K	\$227K
Avg Listing Price	\$270K	\$262K	\$267K	\$270K	\$275K	\$299K	\$309K	\$323K	\$362K	\$373K	\$384K	\$363K	\$353K
Avg Listing Price as a % of Avg Est Value	125%	125%	125%	126%	121%	133%	135%	126%	135%	137%	132%	143%	156%

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



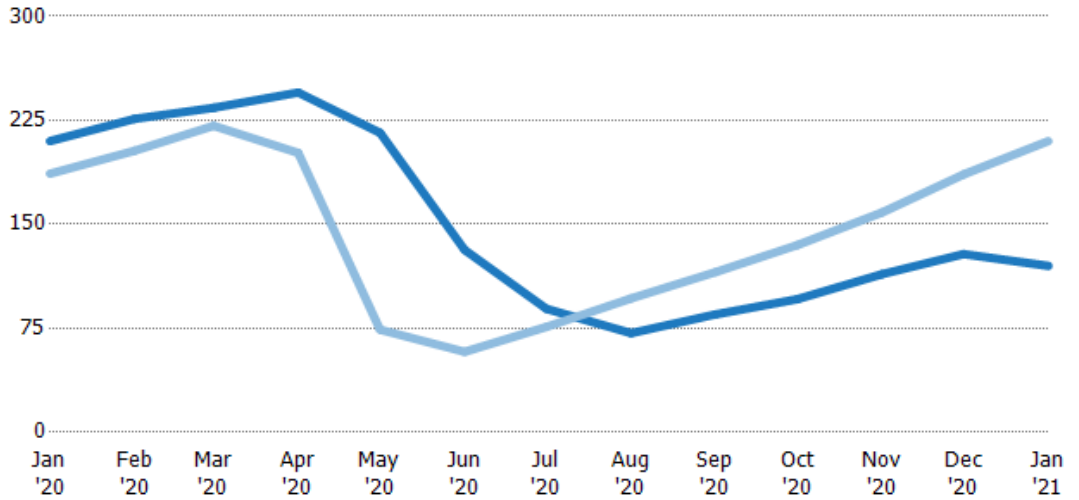
Median Est Value	\$159K	\$154K	\$154K	\$163K	\$165K	\$165K	\$165K	\$178K	\$191K	\$209K	\$223K	\$171K	\$162K
Median Listing Price	\$195K	\$189K	\$190K	\$195K	\$200K	\$212K	\$217K	\$230K	\$229K	\$230K	\$229K	\$199K	\$192K
Med Listing Price as a % of Med Est Value	123%	123%	123%	120%	121%	128%	132%	130%	120%	110%	103%	117%	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.

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 Family Residence



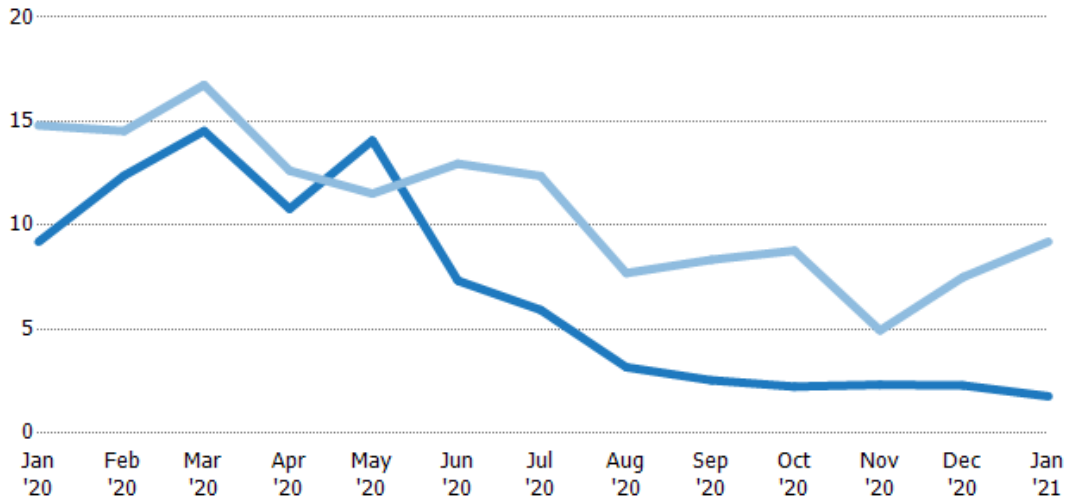
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	210	226	234	245	216	132	89	71.5	85	96	114	129	120
Prior Year	187	203	221	202	74	58	76	96.5	116	135	159	186	210
Percent Change from Prior Year	13%	11%	6%	22%	192%	127%	17%	-26%	-26%	-29%	-28%	-31%	-43%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
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 Family Residence



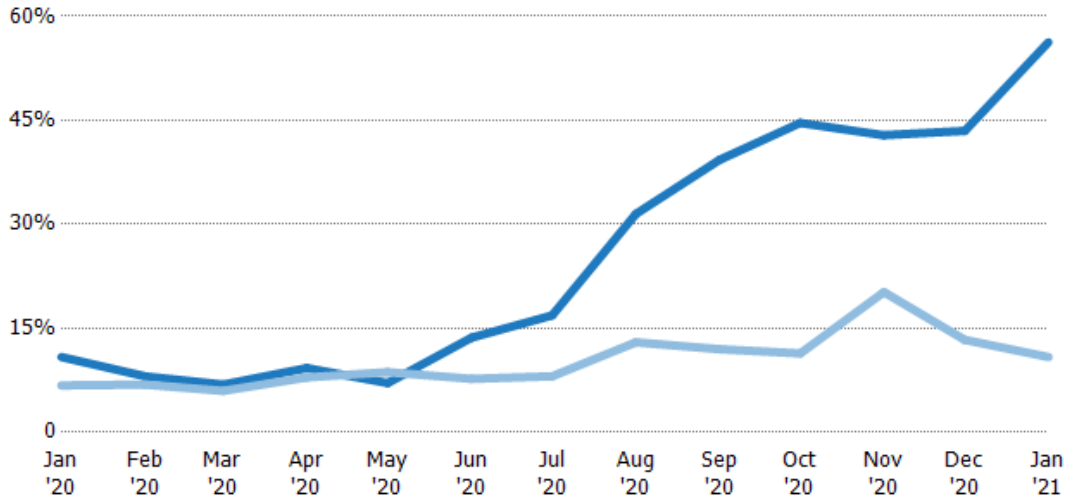
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	9.21	12.4	14.5	10.8	14.1	7.33	5.93	3.18	2.55	2.24	2.33	2.3	1.78
Prior Year	14.8	14.5	16.8	12.6	11.5	13	12.4	7.7	8.34	8.78	4.94	7.5	9.21
Percent Change from Prior Year	-38%	-15%	-13%	-15%	22%	-43%	-52%	-59%	-69%	-74%	-53%	-69%	-81%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
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 Condo/Townhouse/Apt, Single
 Family Residence



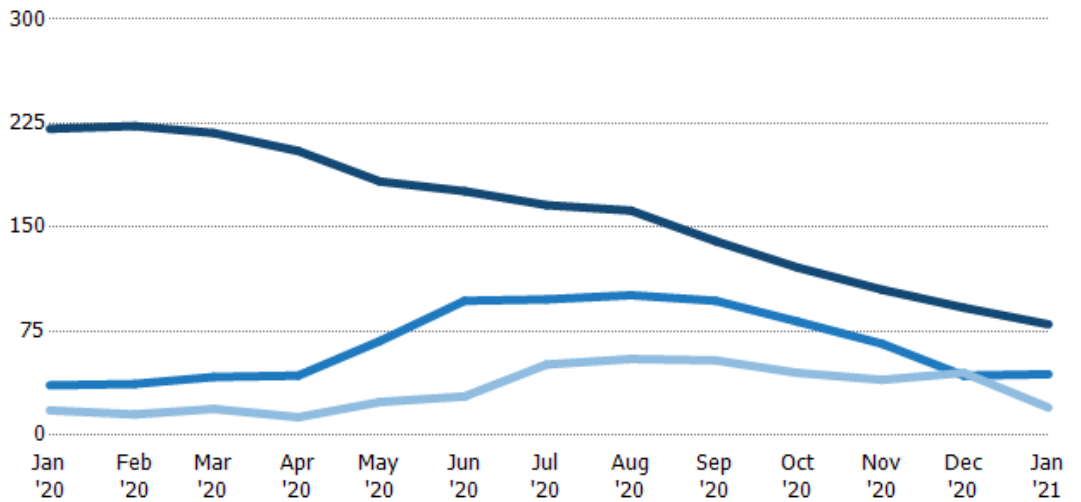
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	11%	8%	7%	9%	7%	14%	17%	31%	39%	45%	43%	43%	56%
Prior Year	7%	7%	6%	8%	9%	8%	8%	13%	12%	11%	20%	13%	11%
Change from Prior Year	-4%	-1%	-1%	-1%	2%	-6%	-9%	-19%	-27%	-33%	-23%	-30%	-45%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	221	223	218	205	183	176	166	162	140	121	105	92	80
Pending	36	37	42	43	68	97	98	101	97	82	66	43	44
Sold	18	15	19	13	24	28	51	55	54	45	40	45	20

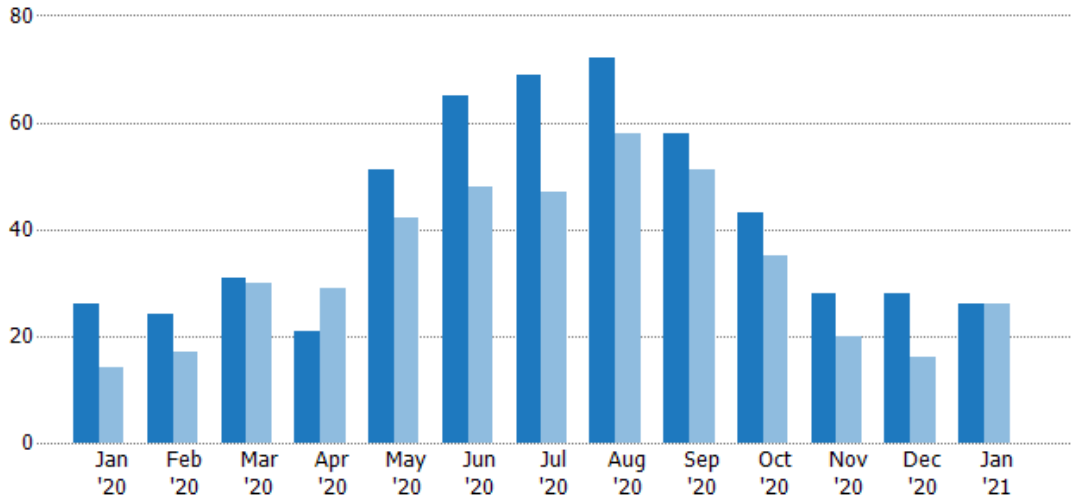
New Pending Sales

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.
Jan '21	26	0%
Jan '20	26	85.7%
Jan '19	14	57.1%



Current Year	26	24	31	21	51	65	69	72	58	43	28	28	26
Prior Year	14	17	30	29	42	48	47	58	51	35	20	16	26
Percent Change from Prior Year	86%	41%	3%	-28%	21%	35%	47%	24%	14%	23%	40%	75%	0%

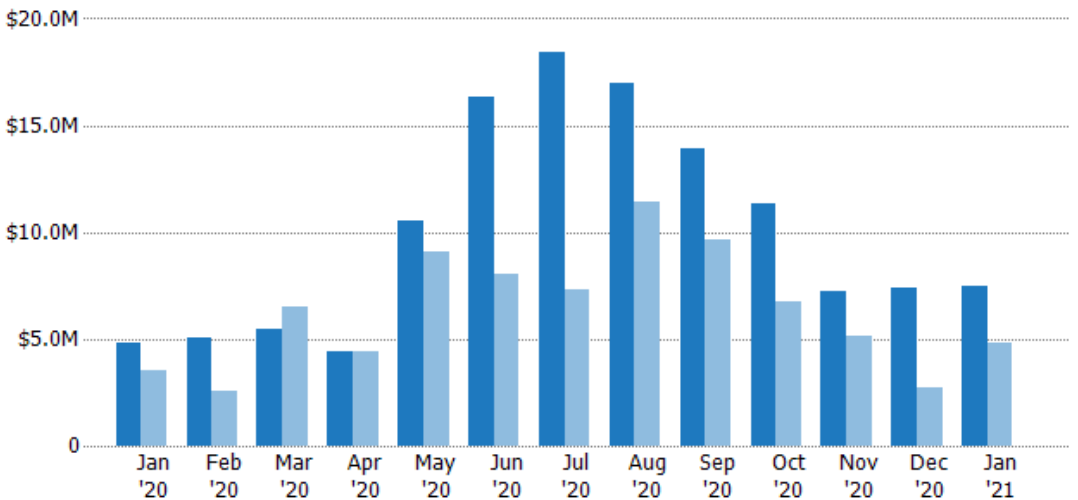
New Pending Sales Volume

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.
Jan '21	\$7.5M	55.2%
Jan '20	\$4.83M	35.4%
Jan '19	\$3.57M	10.6%



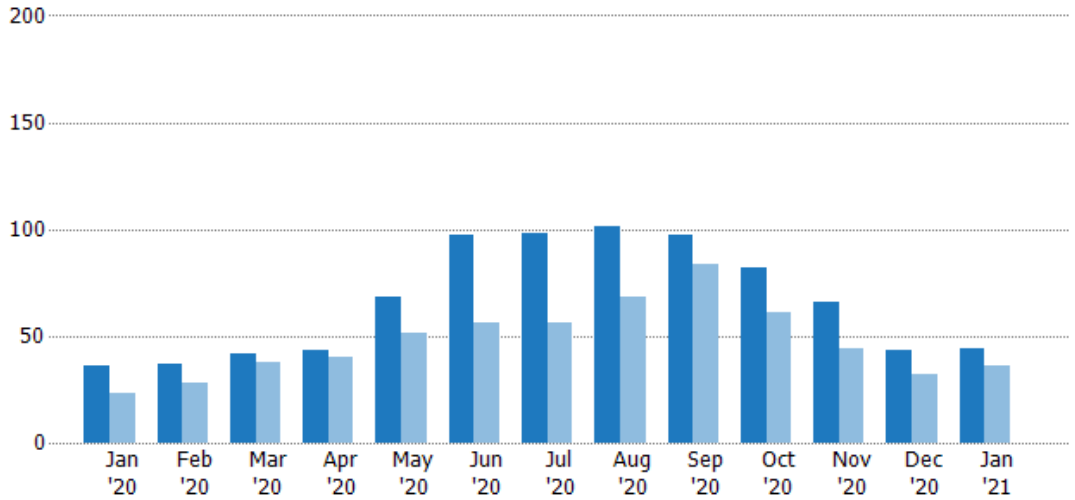
Current Year	\$4.83M	\$5.06M	\$5.43M	\$4.38M	\$10.6M	\$16.3M	\$18.4M	\$17M	\$13.9M	\$11.3M	\$7.22M	\$7.41M	\$7.5M
Prior Year	\$3.57M	\$2.6M	\$6.52M	\$4.41M	\$9.07M	\$8.04M	\$7.29M	\$11.4M	\$9.68M	\$6.71M	\$5.16M	\$2.75M	\$4.83M
Percent Change from Prior Year	35%	95%	-17%	-1%	16%	103%	153%	48%	44%	68%	40%	169%	55%

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



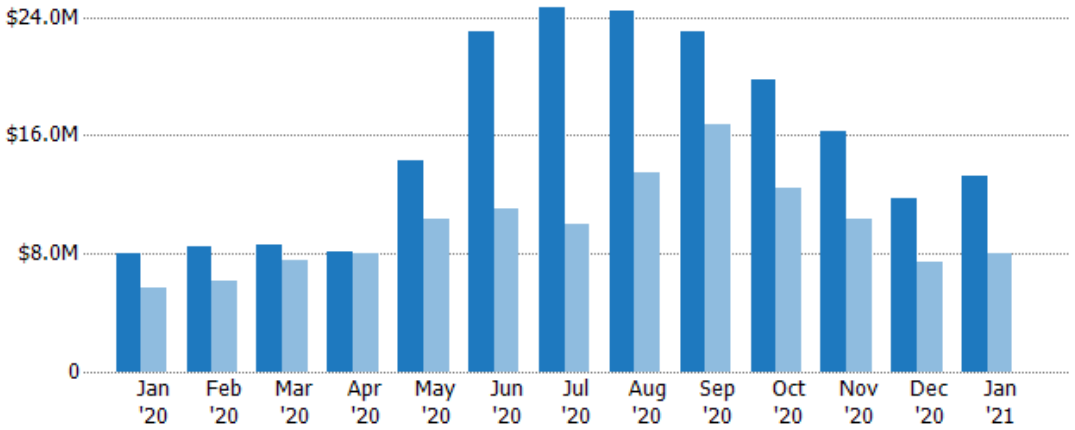
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	36	37	42	43	68	97	98	101	97	82	66	43	44
Prior Year	23	28	38	40	51	56	56	68	84	61	44	32	36
Percent Change from Prior Year	57%	32%	11%	8%	33%	73%	75%	49%	15%	34%	50%	34%	22%

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



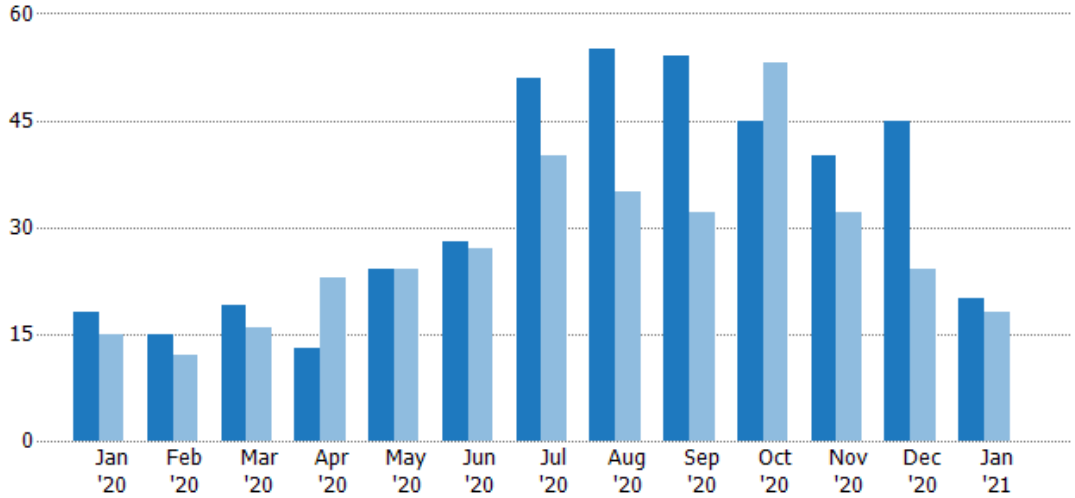
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$8.02M	\$8.53M	\$8.58M	\$8.18M	\$14.2M	\$23.1M	\$24.7M	\$24.5M	\$23.1M	\$19.7M	\$16.3M	\$11.7M	\$13.2M
Prior Year	\$5.72M	\$6.17M	\$7.59M	\$8.04M	\$10.3M	\$11M	\$9.97M	\$13.5M	\$16.7M	\$12.5M	\$10.4M	\$7.4M	\$8.02M
Percent Change from Prior Year	40%	38%	13%	2%	38%	109%	148%	81%	38%	58%	57%	58%	65%

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



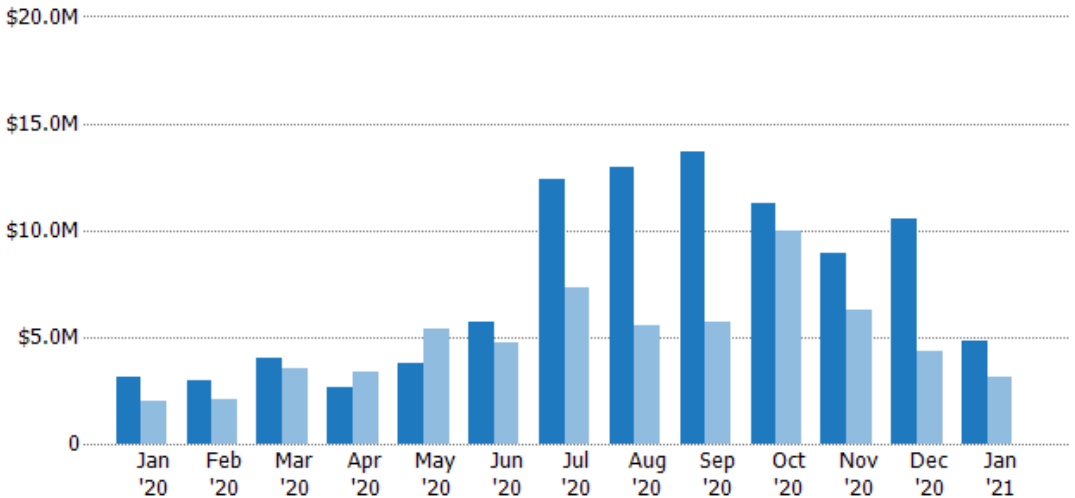
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	18	15	19	13	24	28	51	55	54	45	40	45	20
Prior Year	15	12	16	23	24	27	40	35	32	53	32	24	18
Percent Change from Prior Year	20%	25%	19%	-43%	0%	4%	28%	57%	69%	-15%	25%	88%	11%

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



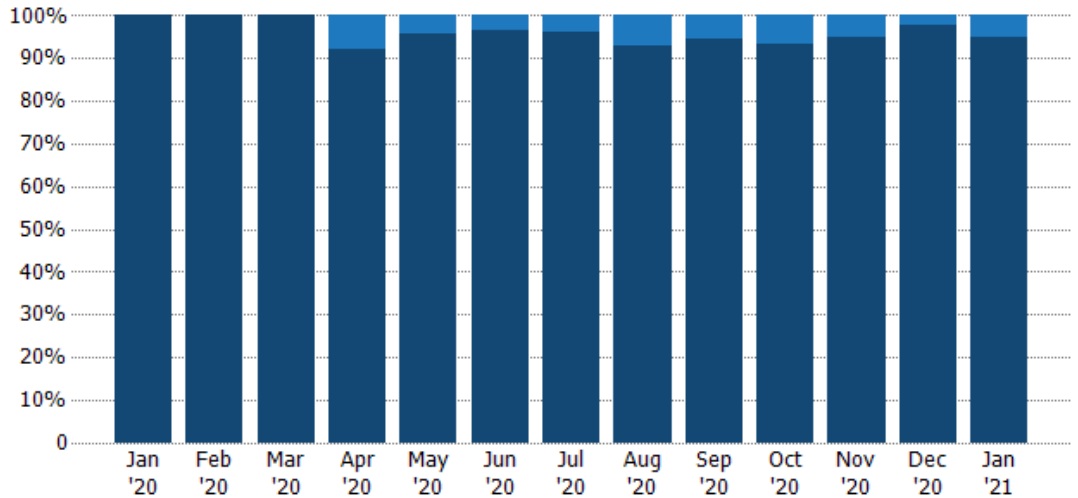
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$3.12M	\$2.97M	\$4.03M	\$2.66M	\$3.77M	\$5.72M	\$12.4M	\$12.9M	\$13.7M	\$11.2M	\$8.89M	\$10.5M	\$4.83M
Prior Year	\$1.97M	\$2.04M	\$3.56M	\$3.34M	\$5.39M	\$4.76M	\$7.31M	\$5.57M	\$5.67M	\$9.95M	\$6.23M	\$4.33M	\$3.12M
Percent Change from Prior Year	59%	46%	13%	-20%	-30%	20%	70%	132%	141%	13%	43%	143%	55%

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



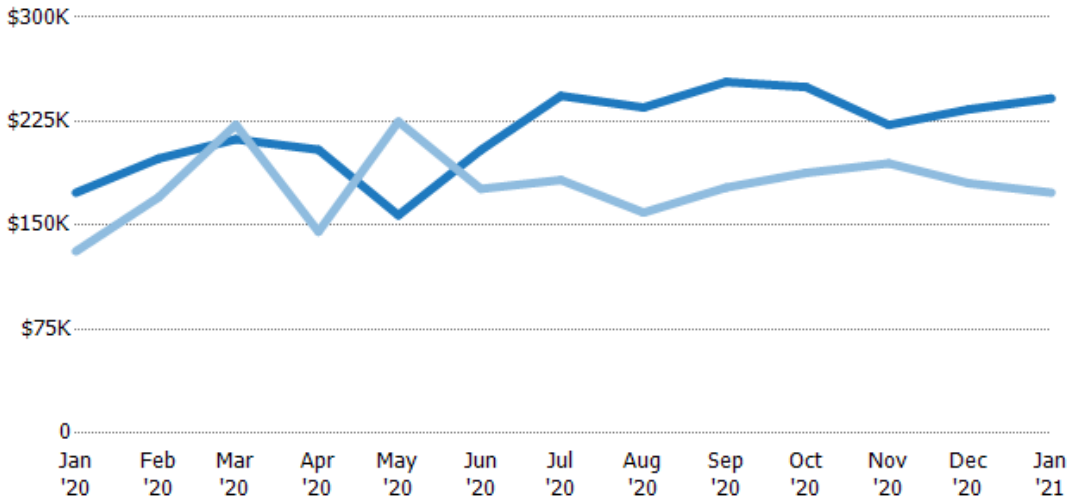
Condo/Townhouse	-	-	-	8%	4%	4%	4%	7%	6%	7%	5%	2%	5%
Single Family Residence	100%	100%	100%	92%	96%	96%	96%	93%	94%	93%	95%	98%	95%

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	\$174K	\$198K	\$212K	\$204K	\$157K	\$204K	\$243K	\$235K	\$253K	\$250K	\$222K	\$234K	\$241K
Prior Year	\$131K	\$170K	\$222K	\$145K	\$225K	\$176K	\$183K	\$159K	\$177K	\$188K	\$195K	\$180K	\$174K
Percent Change from Prior Year	32%	16%	-5%	41%	-30%	16%	33%	48%	43%	33%	14%	30%	39%

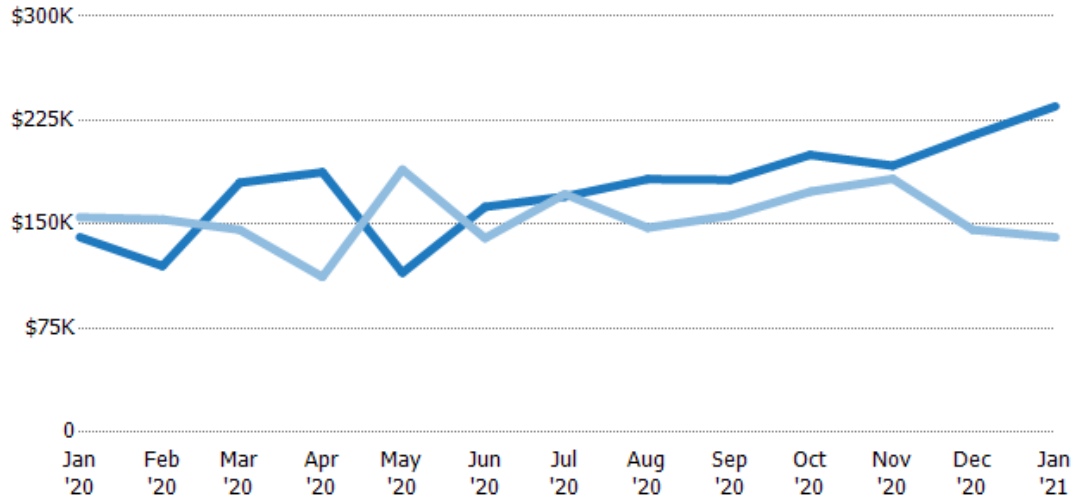
Median Sales Price

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.
Jan '21	\$235K	67.1%
Jan '20	\$141K	-9.3%
Jan '19	\$155K	-20%



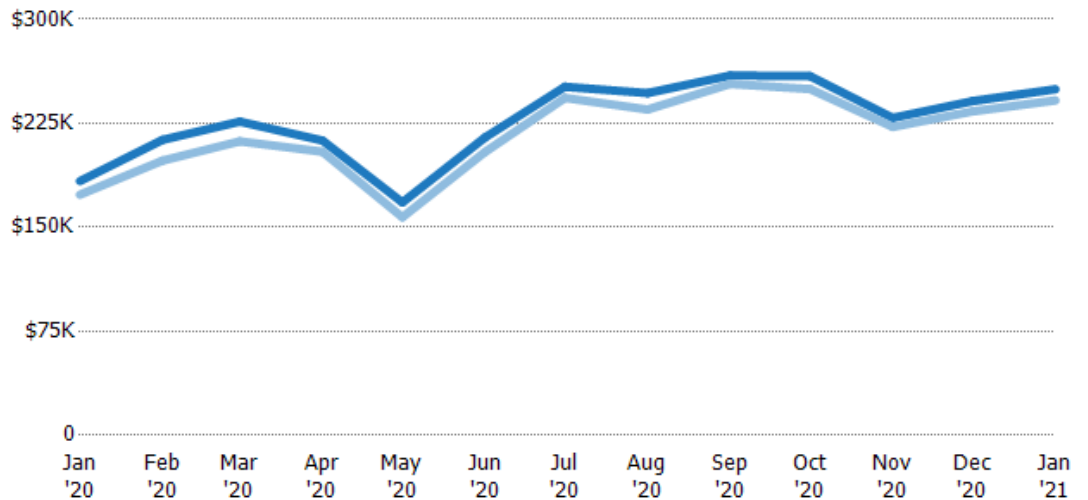
Current Year	\$141K	\$120K	\$180K	\$188K	\$115K	\$163K	\$170K	\$183K	\$182K	\$200K	\$192K	\$214K	\$235K
Prior Year	\$155K	\$154K	\$146K	\$112K	\$190K	\$140K	\$172K	\$148K	\$156K	\$174K	\$183K	\$146K	\$141K
Percent Change from Prior Year	-9%	-22%	23%	67%	-39%	16%	-1%	24%	17%	15%	5%	47%	67%

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



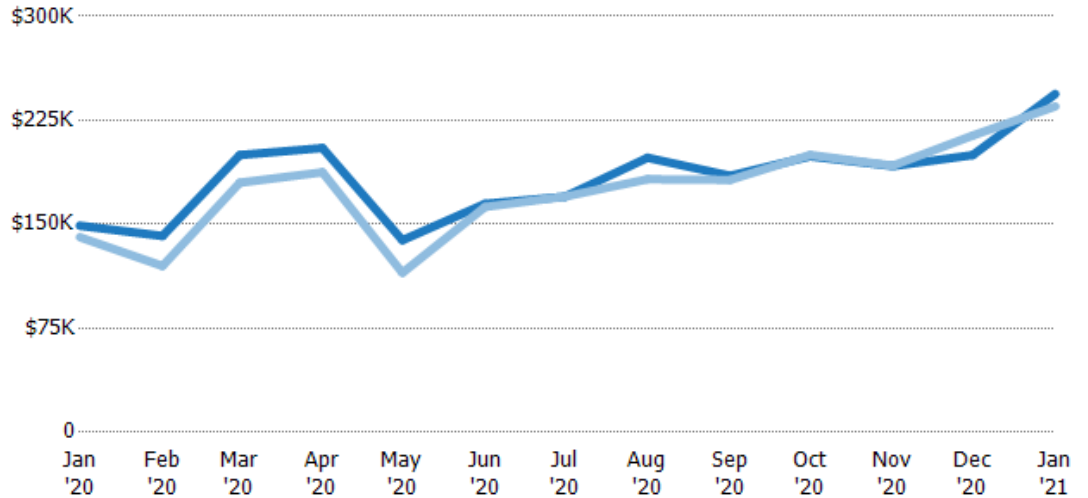
Avg List Price	\$183K	\$213K	\$226K	\$213K	\$168K	\$215K	\$251K	\$247K	\$259K	\$259K	\$229K	\$241K	\$250K
Avg Sales Price	\$174K	\$198K	\$212K	\$204K	\$157K	\$204K	\$243K	\$235K	\$253K	\$250K	\$222K	\$234K	\$241K
Avg Sales Price as a % of Avg List Price	95%	93%	94%	96%	94%	95%	97%	95%	98%	96%	97%	97%	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



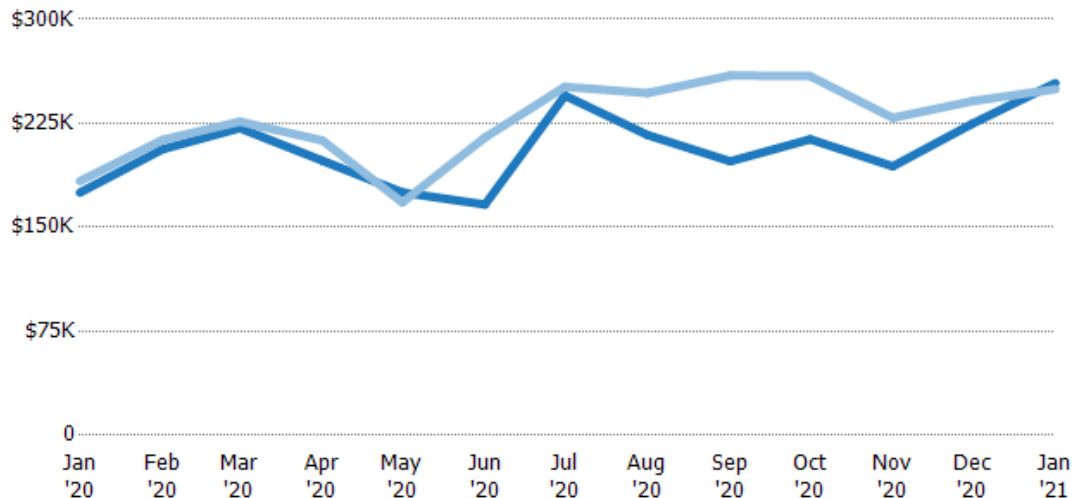
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$149K	\$142K	\$200K	\$205K	\$139K	\$165K	\$170K	\$198K	\$185K	\$199K	\$192K	\$200K	\$244K
Median Sales Price	\$141K	\$120K	\$180K	\$188K	\$115K	\$163K	\$170K	\$183K	\$182K	\$200K	\$192K	\$214K	\$235K
Med Sales Price as a % of Med List Price	94%	85%	90%	91%	83%	99%	100%	92%	98%	101%	100%	107%	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



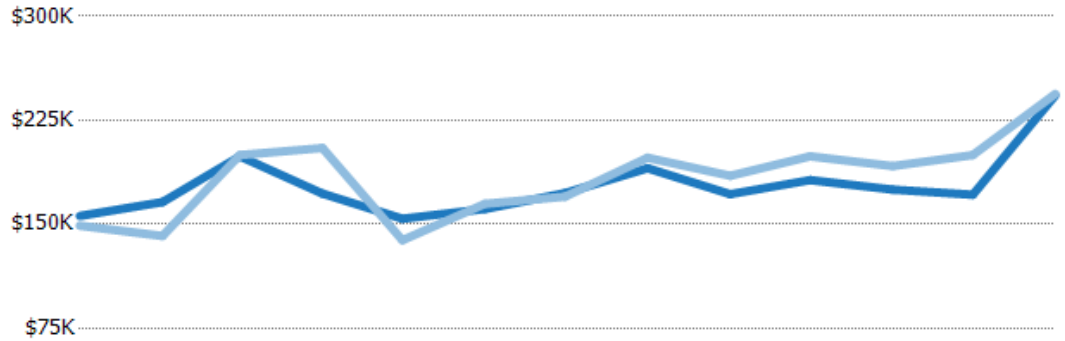
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$175K	\$206K	\$222K	\$198K	\$175K	\$166K	\$245K	\$217K	\$198K	\$213K	\$194K	\$225K	\$254K
Avg Sales Price	\$183K	\$213K	\$226K	\$213K	\$168K	\$215K	\$251K	\$247K	\$259K	\$259K	\$229K	\$241K	\$250K
Avg Sales Price as a % of Avg Est Value	105%	103%	102%	107%	96%	129%	103%	114%	131%	121%	118%	107%	98%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$156K	\$166K	\$199K	\$172K	\$154K	\$161K	\$172K	\$190K	\$172K	\$182K	\$175K	\$171K	\$243K
Median Sales Price	\$149K	\$142K	\$200K	\$205K	\$139K	\$165K	\$170K	\$198K	\$185K	\$199K	\$192K	\$200K	\$244K
Med Sales Price as a % of Med Est Value	96%	85%	100%	119%	90%	102%	99%	104%	108%	109%	110%	117%	100%