

## 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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	41	28	+46.4%	92	78	+17.9%
New Listing Volume	\$9,718,250	\$6,688,200	+45.3%	\$27,049,400	\$14,964,750	+80.8%
Active Listing Count	72	228	-68.4%	N/A	N/A	
Active Listing Volume	\$30,237,750	\$60,509,558	-50%	N/A	N/A	
Average Listing Price	\$419,969	\$265,393	+58.2%	\$395,670	\$265,119	+49.2%
Median Listing Price	\$219,450	\$190,975	+14.9%	\$211,936	\$193,292	+9.6%
Median Days in RPR	72	236	-69.5%	101.06	223.87	-54.9%
Months of Inventory	4.2	15.2	-72.1%	4.5	15.7	-71.5%
Absorption Rate	23.61%	6.58%	+17%	22.31%	6.36%	+16%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	45	31	+45.2%	114	82	+39%
New Pending Sales Volume	\$12,945,250	\$5,427,300	+138.5%	\$29,182,050	\$15,388,765	+89.6%
Pending Sales Count	73	42	+73.8%	N/A	N/A	
Pending Sales Volume	\$18,746,250	\$8,582,350	+118.4%	N/A	N/A	
Closed Sales Count	29	19	+52.6%	66	54	+22.2%
Closed Sales Volume	\$6,753,600	\$4,027,670	+67.7%	\$15,349,399	\$10,286,465	+49.2%
Average Sales Price	\$232,883	\$211,983	+9.9%	\$232,567	\$190,490	+22.1%
Median Sales Price	\$210,000	\$180,000	+16.7%	\$218,220	\$146,838	+48.6%

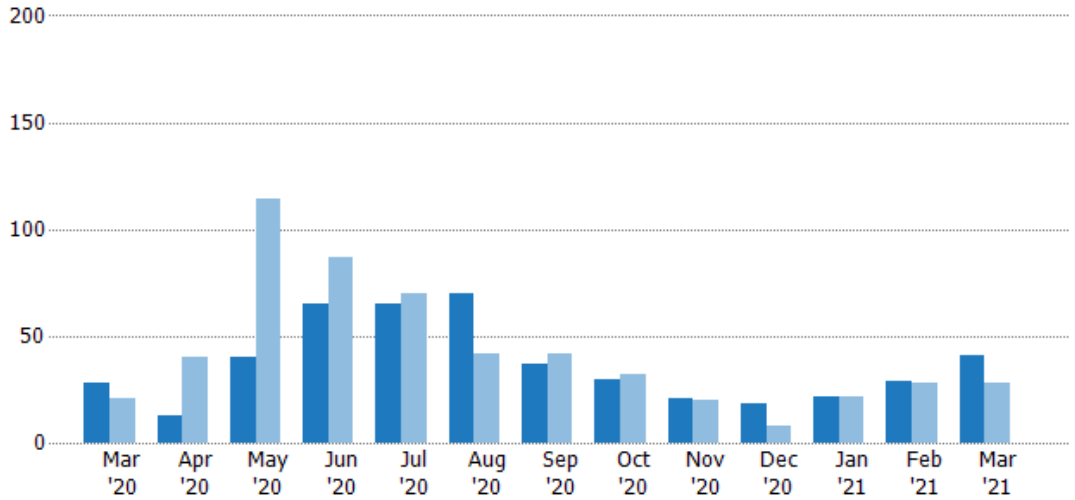
## New Listings

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

Month/Year	Count	% Chg.
Mar '21	41	46.4%
Mar '20	28	33.3%
Mar '19	21	52.4%



Current Year	28	13	40	65	65	70	37	30	21	18	22	29	41
Prior Year	21	40	114	87	70	42	42	32	20	8	22	28	28
Percent Change from Prior Year	33%	-68%	-65%	-25%	-7%	67%	-12%	-6%	5%	125%	0%	4%	46%

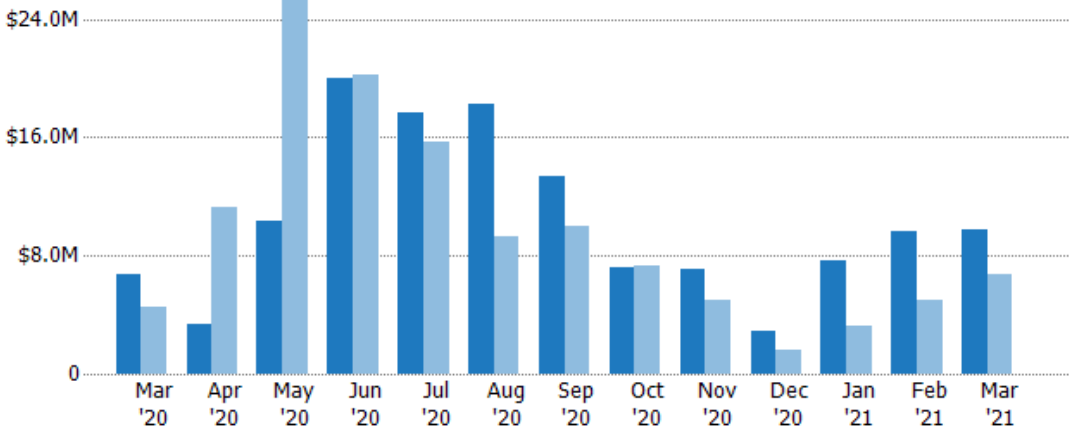
## New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$9.72M	45.3%
Mar '20	\$6.69M	46.3%
Mar '19	\$4.57M	9.4%



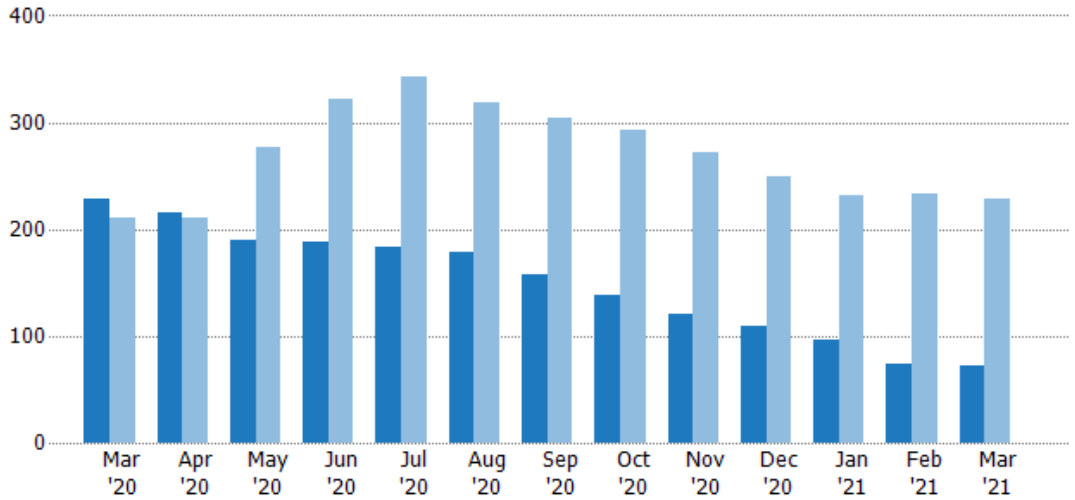
Current Year	\$6.69M	\$3.36M	\$10.4M	\$19.9M	\$17.6M	\$18.2M	\$13.3M	\$7.18M	\$7.06M	\$2.92M	\$7.66M	\$9.68M	\$9.72M
Prior Year	\$4.57M	\$11.2M	\$25.6M	\$20.2M	\$15.7M	\$9.28M	\$9.93M	\$7.27M	\$4.97M	\$1.57M	\$3.28M	\$5M	\$6.69M
Percent Change from Prior Year	46%	-70%	-59%	-1%	12%	96%	34%	-1%	42%	86%	134%	94%	45%

## 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



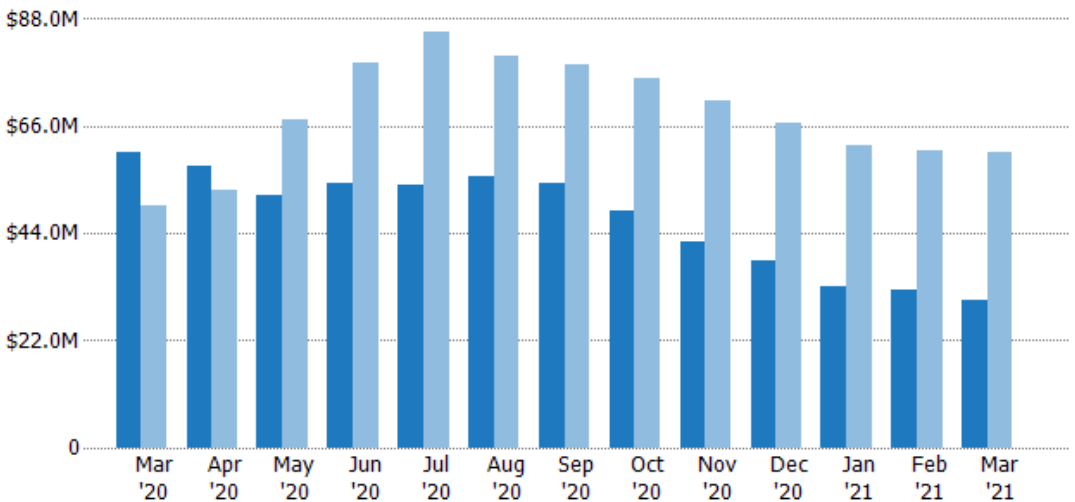
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	228	216	190	188	183	179	158	139	121	110	97	73	72
Prior Year	210	210	277	322	342	319	304	292	272	250	231	233	228
Percent Change from Prior Year	9%	3%	-31%	-42%	-46%	-44%	-48%	-52%	-56%	-56%	-58%	-69%	-68%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$60.5M	\$57.8M	\$51.7M	\$54.2M	\$54M	\$55.7M	\$54.3M	\$48.6M	\$42.4M	\$38.4M	\$33.2M	\$32.3M	\$30.2M
Prior Year	\$49.5M	\$53M	\$67.2M	\$78.9M	\$85.5M	\$80.2M	\$78.6M	\$75.9M	\$71.4M	\$66.7M	\$61.9M	\$61M	\$60.5M
Percent Change from Prior Year	22%	9%	-23%	-31%	-37%	-31%	-31%	-36%	-41%	-43%	-46%	-47%	-50%

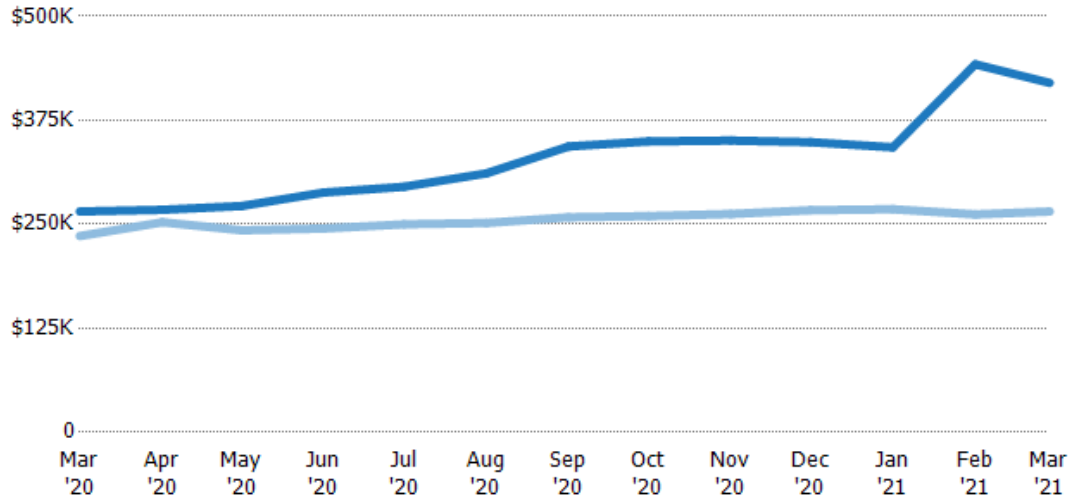
## Average Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$420K	58.2%
Mar '20	\$265K	12.5%
Mar '19	\$236K	9%



Current Year	\$265K	\$267K	\$272K	\$288K	\$295K	\$311K	\$344K	\$350K	\$351K	\$349K	\$343K	\$442K	\$420K
Prior Year	\$236K	\$252K	\$243K	\$245K	\$250K	\$252K	\$258K	\$260K	\$262K	\$267K	\$268K	\$262K	\$265K
Percent Change from Prior Year	13%	6%	12%	18%	18%	24%	33%	35%	34%	31%	28%	69%	58%

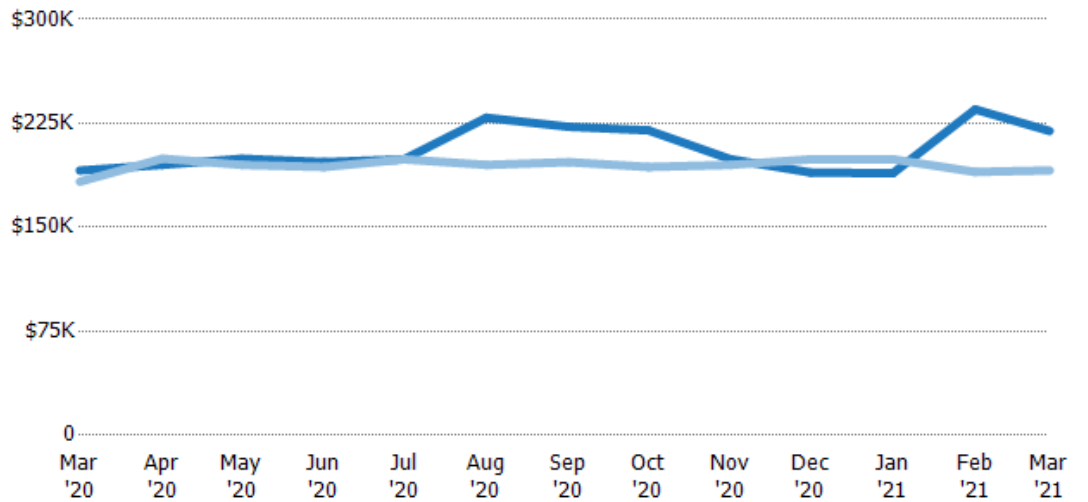
## Median Listing Price

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

Month/Year	Price	% Chg.
Mar '21	\$219K	14.9%
Mar '20	\$191K	4.4%
Mar '19	\$183K	-2.1%



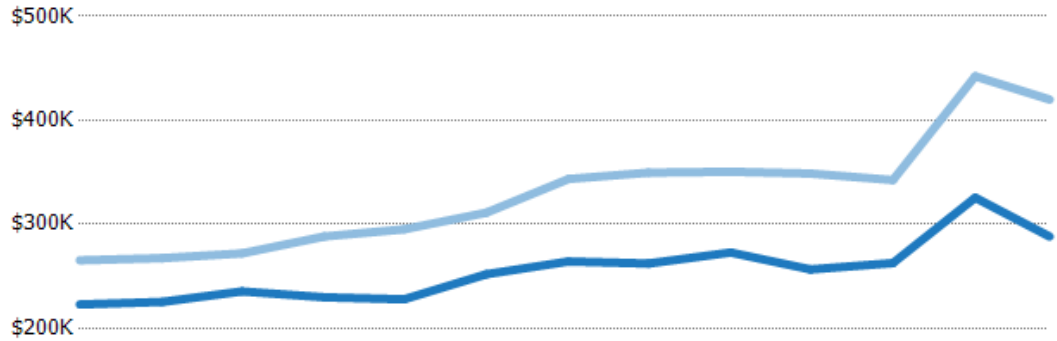
Current Year	\$191K	\$195K	\$199K	\$197K	\$199K	\$229K	\$222K	\$220K	\$199K	\$189K	\$189K	\$235K	\$219K
Prior Year	\$183K	\$199K	\$195K	\$194K	\$199K	\$195K	\$197K	\$194K	\$195K	\$199K	\$199K	\$190K	\$191K
Percent Change from Prior Year	4%	-2%	2%	2%	0%	17%	13%	14%	2%	-5%	-5%	24%	15%

## 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



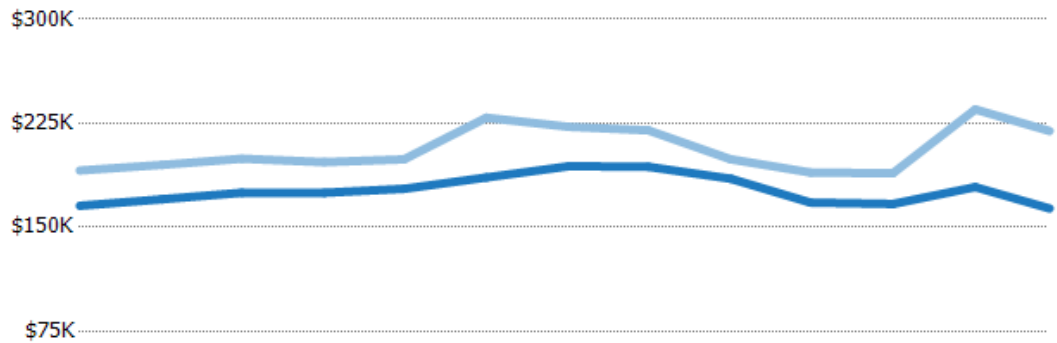
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$223K	\$225K	\$235K	\$230K	\$228K	\$252K	\$264K	\$262K	\$273K	\$257K	\$263K	\$326K	\$288K
Avg Listing Price	\$265K	\$267K	\$272K	\$288K	\$295K	\$311K	\$344K	\$350K	\$351K	\$349K	\$343K	\$442K	\$420K
Avg Listing Price as a % of Avg Est Value	119%	119%	116%	125%	130%	124%	130%	133%	129%	136%	130%	136%	146%

## 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



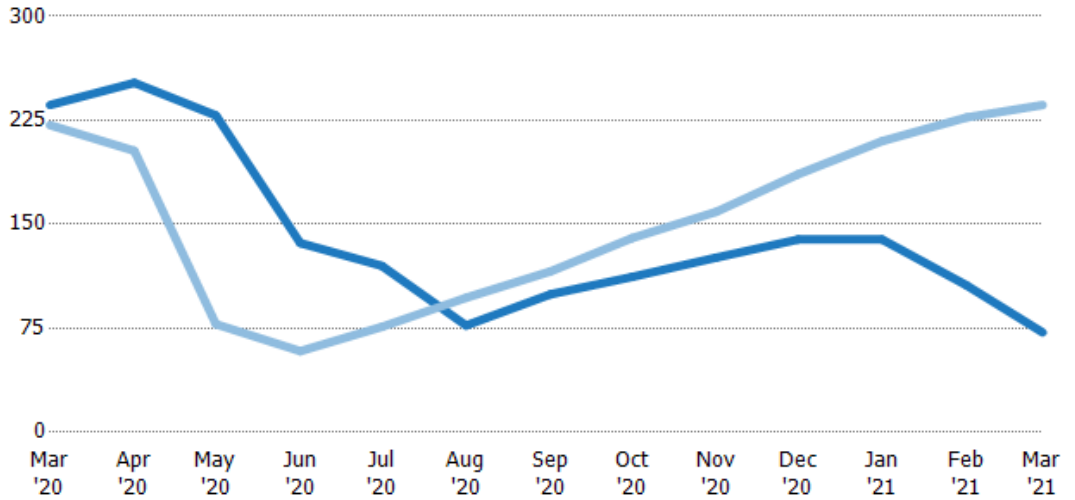
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$166K	\$170K	\$175K	\$175K	\$178K	\$186K	\$194K	\$194K	\$185K	\$168K	\$167K	\$179K	\$164K
Median Listing Price	\$191K	\$195K	\$199K	\$197K	\$199K	\$229K	\$222K	\$220K	\$199K	\$189K	\$189K	\$235K	\$219K
Med Listing Price as a % of Med Est Value	115%	115%	114%	113%	112%	123%	115%	114%	108%	113%	113%	131%	134%

## 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



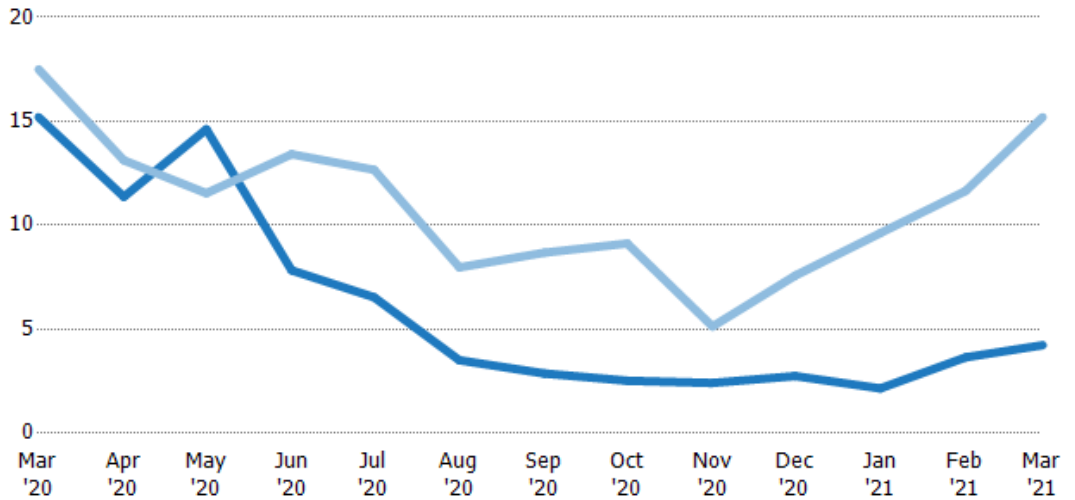
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	236	252	229	137	120	77	100	112	126	139	139	106	72
Prior Year	222	203	78	58.5	76	97	116	140	159	186	210	227	236
Percent Change from Prior Year	7%	24%	193%	133%	58%	-21%	-14%	-20%	-21%	-25%	-34%	-53%	-69%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	15.2	11.4	14.6	7.83	6.54	3.51	2.87	2.53	2.42	2.75	2.16	3.65	4.24
Prior Year	17.5	13.1	11.5	13.4	12.7	7.98	8.69	9.13	5.13	7.58	9.63	11.7	15.2
Percent Change from Prior Year	-13%	-13%	27%	-42%	-48%	-56%	-67%	-72%	-53%	-64%	-78%	-69%	-72%

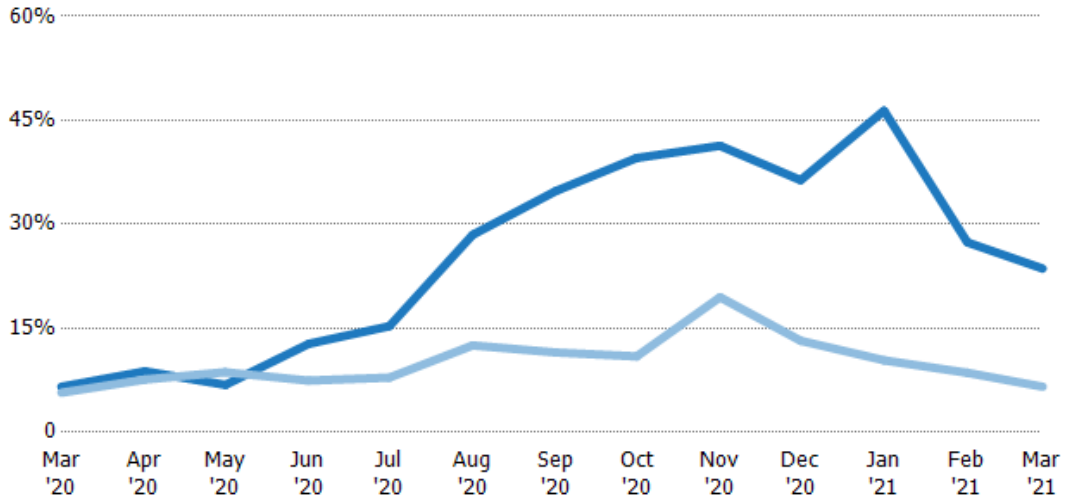
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

State: VT  
 County: Caledonia County, Vermont  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Mar '21	24%	-17%
Mar '20	7%	-0.9%
Mar '19	6%	-1.2%



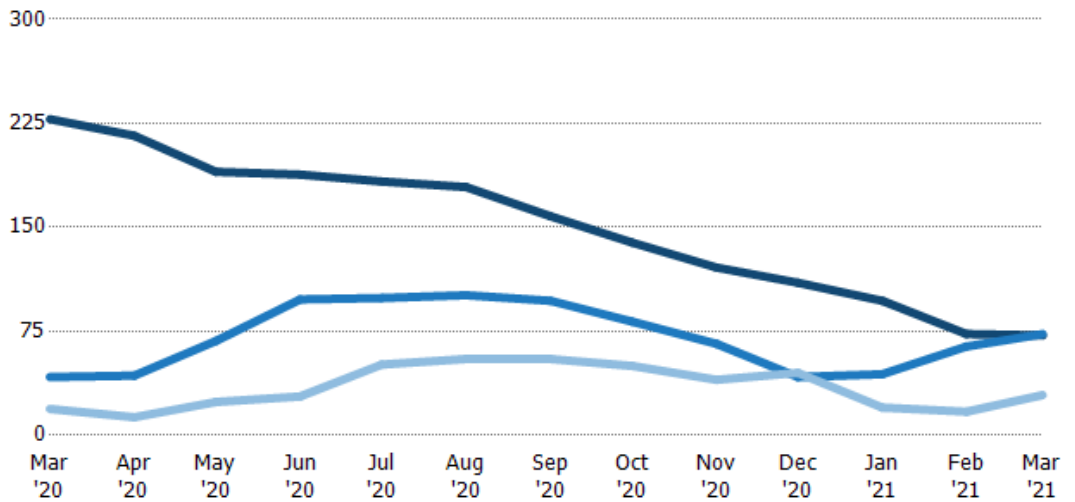
Current Year	7%	9%	7%	13%	15%	28%	35%	40%	41%	36%	46%	27%	24%
Prior Year	6%	8%	9%	7%	8%	13%	12%	11%	19%	13%	10%	9%	7%
Change from Prior Year	-1%	-1%	2%	-5%	-7%	-16%	-23%	-29%	-22%	-23%	-36%	-19%	-17%

## 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



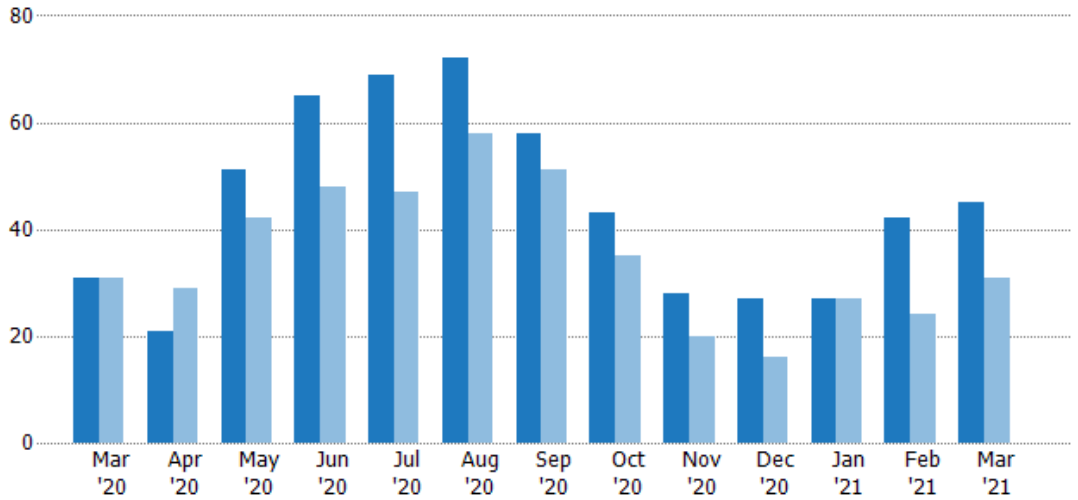
Active	228	216	190	188	183	179	158	139	121	110	97	73	72
Pending	42	43	68	98	99	101	97	82	66	42	44	64	73
Sold	19	13	24	28	51	55	55	50	40	45	20	17	29

## 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



Month/Year	Count	% Chg.
Mar '21	45	45.2%
Mar '20	31	0%
Mar '19	31	-38.7%

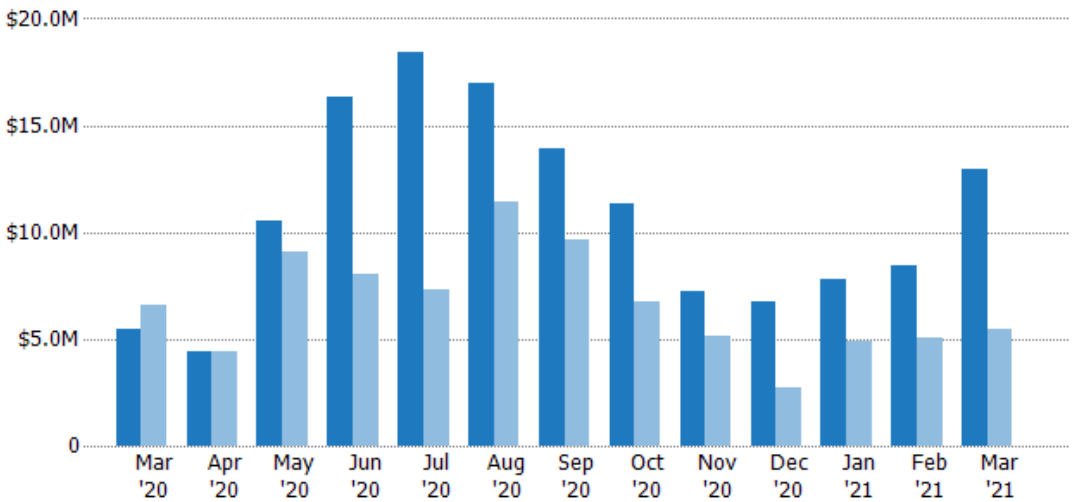
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	31	21	51	65	69	72	58	43	28	27	27	42	45
Prior Year	31	29	42	48	47	58	51	35	20	16	27	24	31
Percent Change from Prior Year	0%	-28%	21%	35%	47%	24%	14%	23%	40%	69%	0%	75%	45%

## 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



Month/Year	Volume	% Chg.
Mar '21	\$12.9M	138.5%
Mar '20	\$5.43M	-18.1%
Mar '19	\$6.63M	-46.4%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$5.43M	\$4.38M	\$10.6M	\$16.3M	\$18.4M	\$17M	\$13.9M	\$11.3M	\$7.22M	\$6.72M	\$7.76M	\$8.48M	\$12.9M
Prior Year	\$6.63M	\$4.41M	\$9.07M	\$8.04M	\$7.29M	\$11.4M	\$9.68M	\$6.71M	\$5.16M	\$2.75M	\$4.9M	\$5.06M	\$5.43M
Percent Change from Prior Year	-18%	-1%	16%	103%	153%	48%	44%	68%	40%	144%	58%	67%	139%

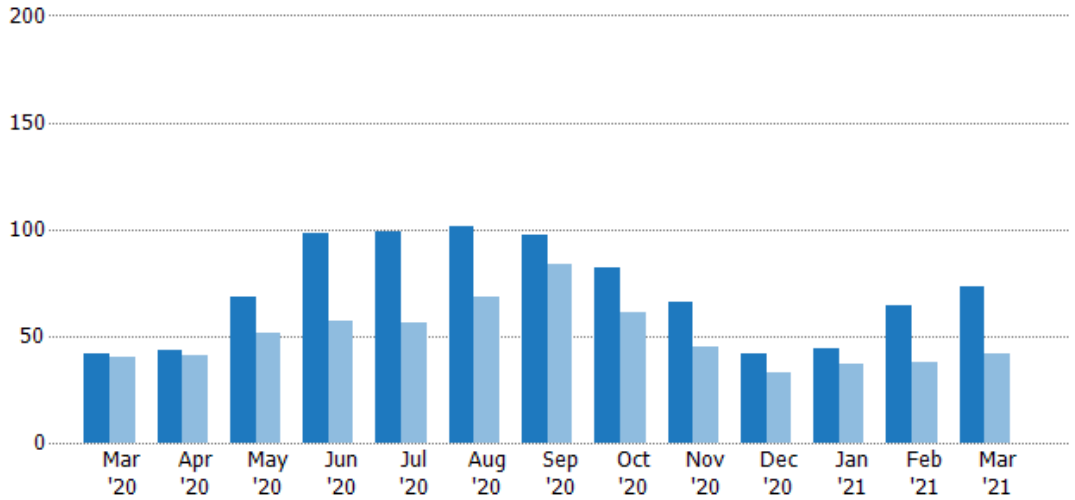


## Pending Sales

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



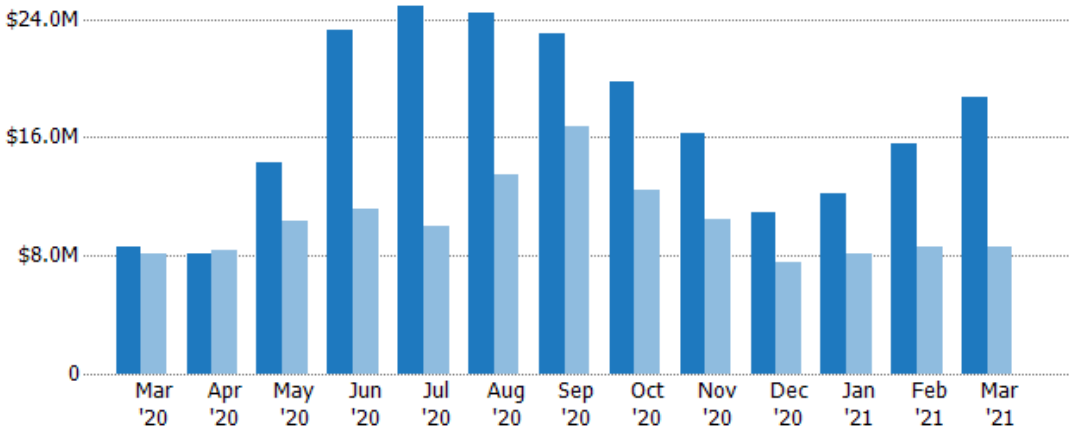
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	42	43	68	98	99	101	97	82	66	42	44	64	73
Prior Year	40	41	51	57	56	68	84	61	45	33	37	38	42
Percent Change from Prior Year	5%	5%	33%	72%	77%	49%	15%	34%	47%	27%	19%	68%	74%

## 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



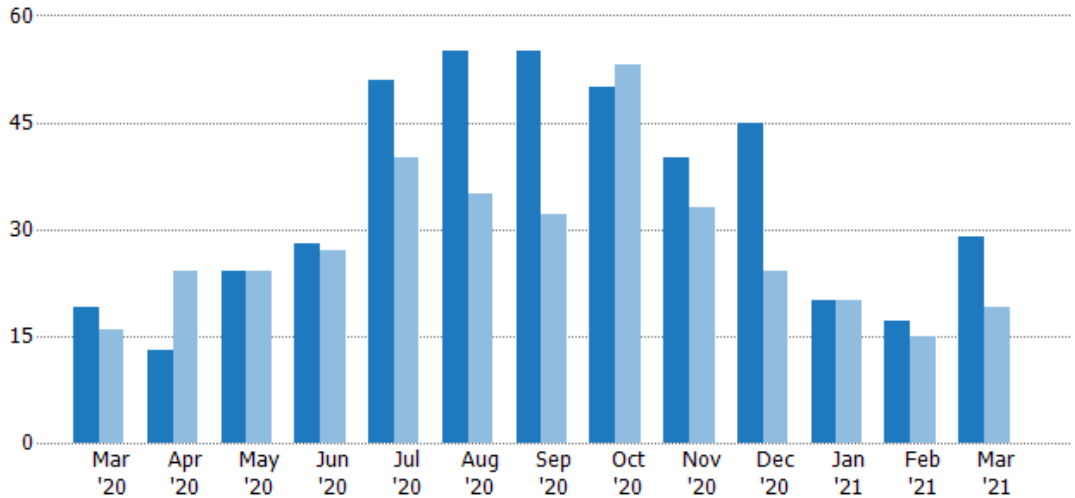
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$8.58M	\$8.18M	\$14.2M	\$23.2M	\$24.8M	\$24.5M	\$23.1M	\$19.7M	\$16.2M	\$10.9M	\$12.2M	\$15.6M	\$18.7M
Prior Year	\$8.07M	\$8.41M	\$10.3M	\$11.2M	\$9.97M	\$13.5M	\$16.7M	\$12.5M	\$10.5M	\$7.5M	\$8.13M	\$8.64M	\$8.58M
Percent Change from Prior Year	6%	-3%	38%	108%	149%	81%	38%	58%	55%	46%	50%	81%	118%

## 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



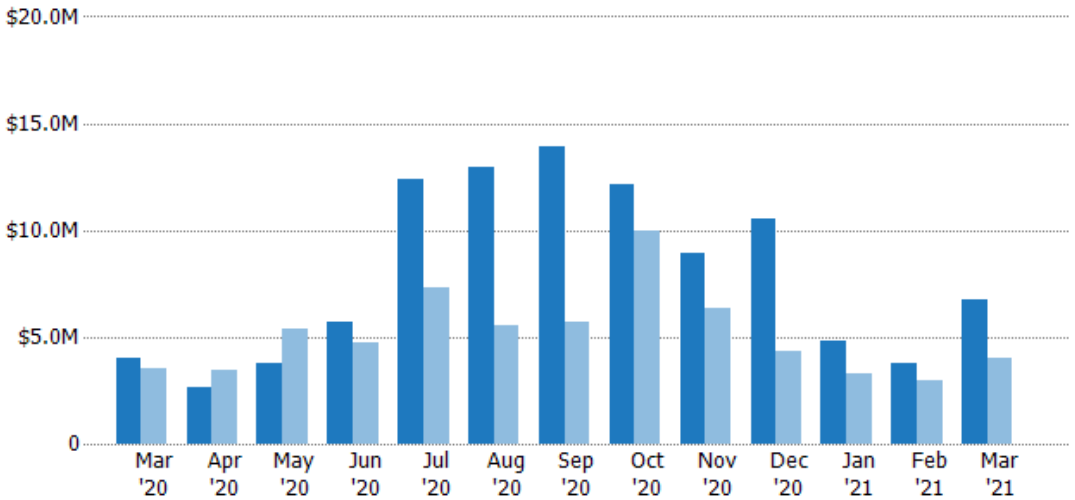
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	19	13	24	28	51	55	55	50	40	45	20	17	29
Prior Year	16	24	24	27	40	35	32	53	33	24	20	15	19
Percent Change from Prior Year	19%	-46%	0%	4%	28%	57%	72%	-6%	21%	88%	0%	13%	53%

## 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



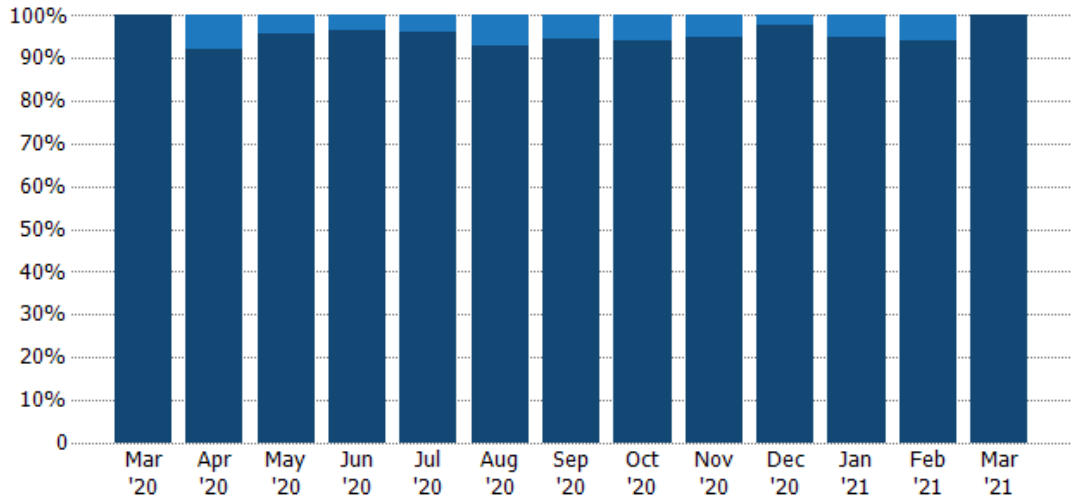
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$4.03M	\$2.66M	\$3.77M	\$5.72M	\$12.4M	\$12.9M	\$14M	\$12.1M	\$8.89M	\$10.5M	\$4.83M	\$3.77M	\$6.75M
Prior Year	\$3.56M	\$3.45M	\$5.39M	\$4.76M	\$7.31M	\$5.57M	\$5.67M	\$9.95M	\$6.37M	\$4.33M	\$3.29M	\$2.97M	\$4.03M
Percent Change from Prior Year	13%	-23%	-30%	20%	70%	132%	146%	22%	40%	143%	47%	27%	68%

## 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



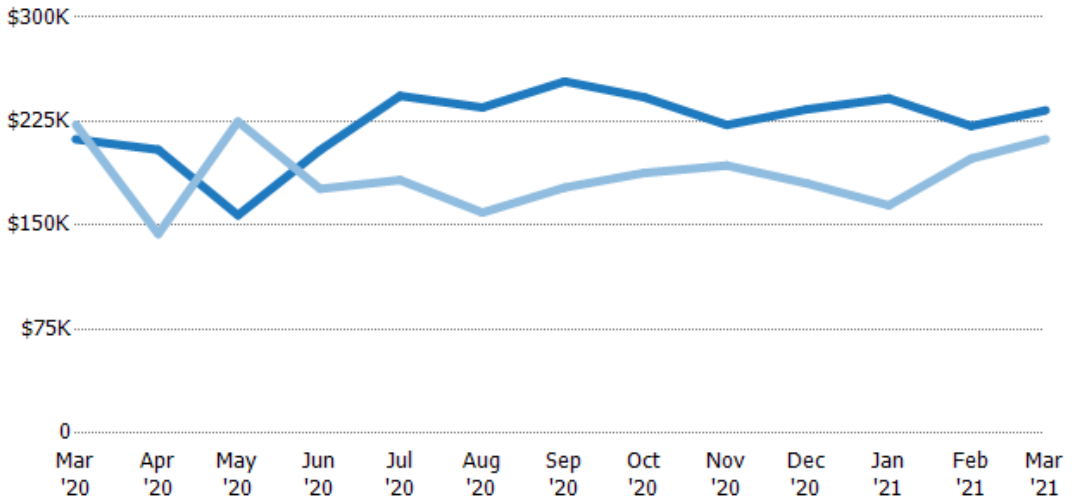
Condo/Townhouse	-	8%	4%	4%	4%	7%	5%	6%	5%	2%	5%	6%	-
Single Family Residence	100%	92%	96%	96%	96%	93%	95%	94%	95%	98%	95%	94%	100%

## 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



Current Year	\$212K	\$204K	\$157K	\$204K	\$243K	\$235K	\$254K	\$242K	\$222K	\$234K	\$241K	\$222K	\$233K
Prior Year	\$222K	\$144K	\$225K	\$176K	\$183K	\$159K	\$177K	\$188K	\$193K	\$180K	\$164K	\$198K	\$212K
Percent Change from Prior Year	-5%	42%	-30%	16%	33%	48%	43%	29%	15%	30%	47%	12%	10%

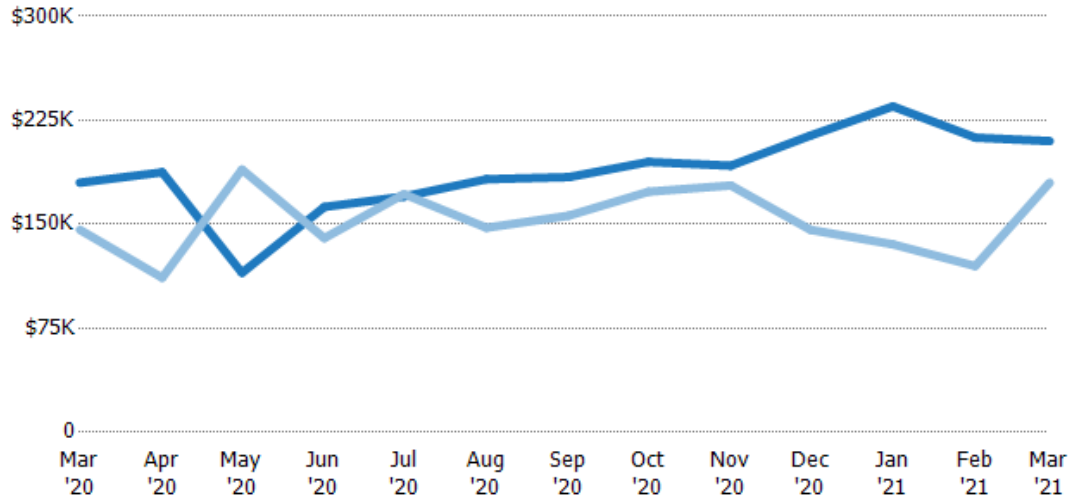
## Median Sales Price

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

Month/Year	Price	% Chg.
Mar '21	\$210K	16.7%
Mar '20	\$180K	23.3%
Mar '19	\$146K	-7.9%



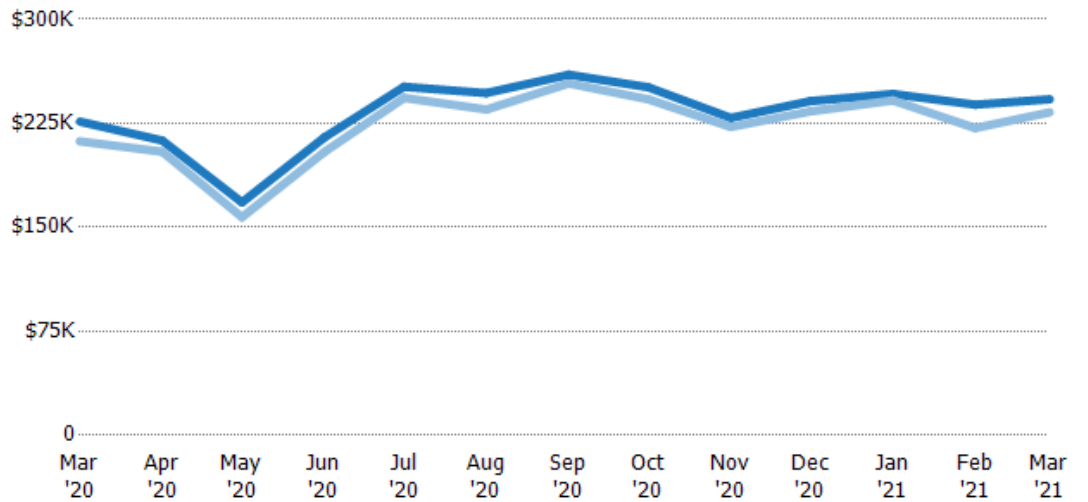
Current Year	\$180K	\$188K	\$115K	\$163K	\$170K	\$183K	\$184K	\$195K	\$192K	\$214K	\$235K	\$213K	\$210K
Prior Year	\$146K	\$111K	\$190K	\$140K	\$172K	\$148K	\$156K	\$174K	\$178K	\$146K	\$136K	\$120K	\$180K
Percent Change from Prior Year	23%	68%	-39%	16%	-1%	24%	18%	12%	8%	47%	73%	77%	17%

## 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



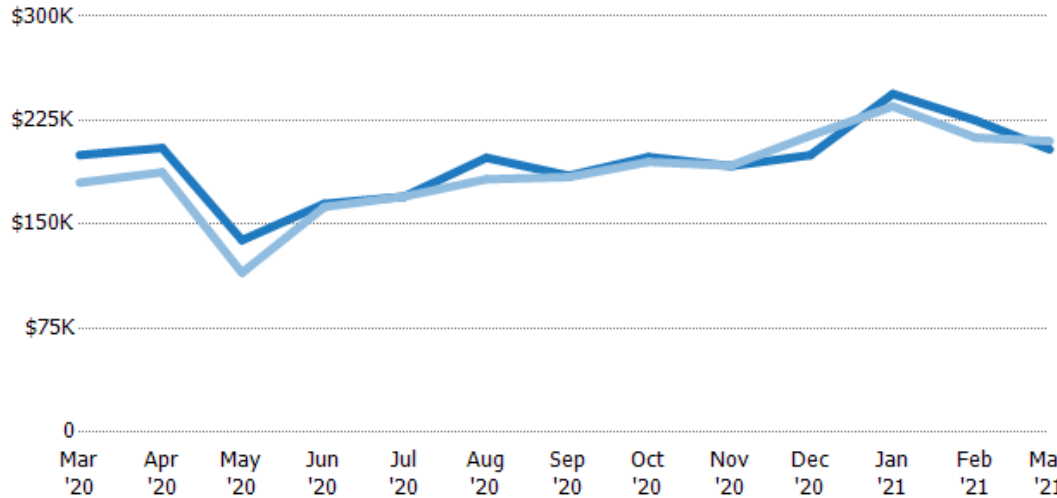
Avg List Price	\$226K	\$213K	\$168K	\$215K	\$251K	\$247K	\$260K	\$251K	\$229K	\$241K	\$246K	\$238K	\$242K
Avg Sales Price	\$212K	\$204K	\$157K	\$204K	\$243K	\$235K	\$254K	\$242K	\$222K	\$234K	\$241K	\$222K	\$233K
Avg Sales Price as a % of Avg List Price	94%	96%	94%	95%	97%	95%	98%	97%	97%	97%	98%	93%	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



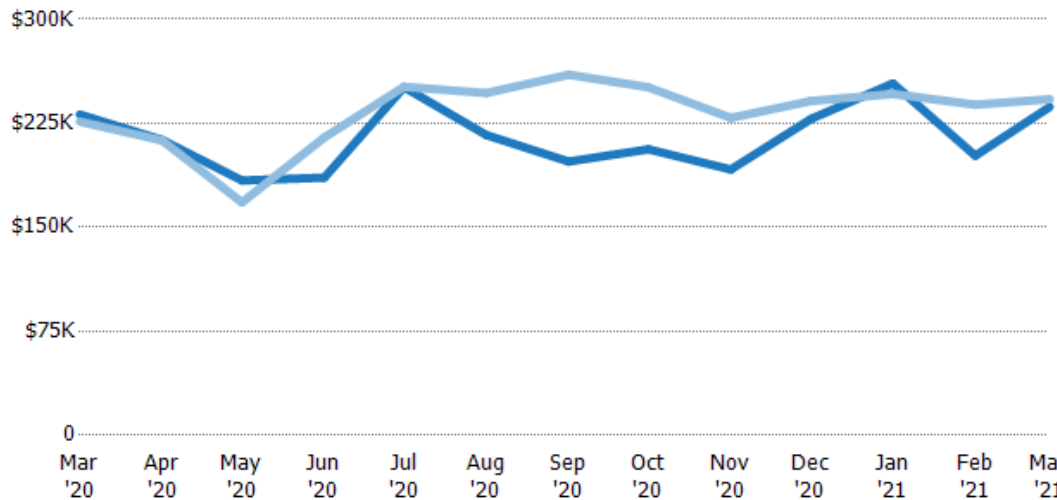
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$200K	\$205K	\$139K	\$165K	\$170K	\$198K	\$185K	\$198K	\$192K	\$200K	\$244K	\$225K	\$204K
Median Sales Price	\$180K	\$188K	\$115K	\$163K	\$170K	\$183K	\$184K	\$195K	\$192K	\$214K	\$235K	\$213K	\$210K
Med Sales Price as a % of Med List Price	90%	91%	83%	99%	100%	92%	99%	98%	100%	107%	96%	94%	103%

## 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



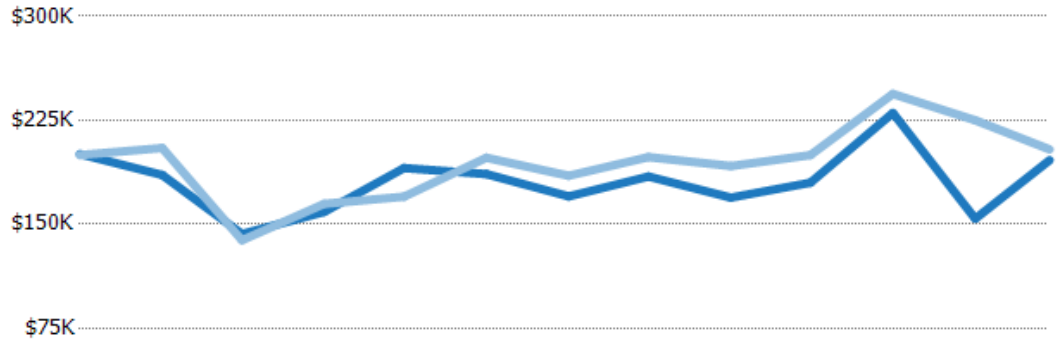
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$231K	\$213K	\$184K	\$186K	\$251K	\$216K	\$197K	\$206K	\$192K	\$228K	\$254K	\$202K	\$237K
Avg Sales Price	\$226K	\$213K	\$168K	\$215K	\$251K	\$247K	\$260K	\$251K	\$229K	\$241K	\$246K	\$238K	\$242K
Avg Sales Price as a % of Avg Est Value	98%	100%	91%	116%	100%	114%	132%	122%	119%	106%	97%	118%	102%

## 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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$201K	\$186K	\$143K	\$159K	\$191K	\$186K	\$170K	\$184K	\$169K	\$180K	\$230K	\$154K	\$196K
Median Sales Price	\$200K	\$205K	\$139K	\$165K	\$170K	\$198K	\$185K	\$198K	\$192K	\$200K	\$244K	\$225K	\$204K
Med Sales Price as a % of Med Est Value	100%	110%	97%	104%	89%	106%	109%	108%	113%	111%	106%	146%	104%