

Summary of Key Listing and Sales Metrics

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

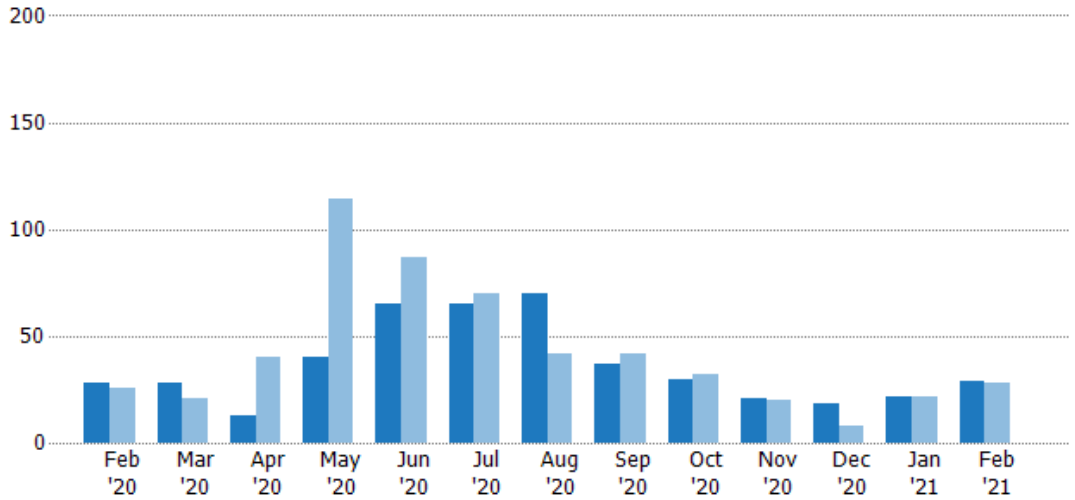
Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	29	28	+3.6%	51	50	+2%
New Listing Volume	\$9,676,050	\$4,998,650	+93.6%	\$17,331,150	\$8,276,550	+109.4%
Active Listing Count	73	233	-68.7%	N/A	N/A	
Active Listing Volume	\$32,287,750	\$61,025,258	-47.1%	N/A	N/A	
Average Listing Price	\$442,298	\$261,911	+68.9%	\$385,379	\$264,984	+45.4%
Median Listing Price	\$235,000	\$189,900	+23.7%	\$208,753	\$194,430	+7.4%
Median Days in RPR	106	227	-53.3%	123.84	217.29	-43%
Months of Inventory	3.7	11.7	-68.7%	4.9	16.6	-70.7%
Absorption Rate	27.4%	8.58%	+18.8%	20.59%	6.03%	+14.6%
Sales Activity Charts Metrics						
New Pending Sales Count	42	24	+75%	69	51	+35.3%
New Pending Sales Volume	\$8,477,300	\$5,064,380	+67.4%	\$16,236,800	\$9,961,465	+63%
Pending Sales Count	64	38	+68.4%	N/A	N/A	
Pending Sales Volume	\$15,614,000	\$8,644,055	+80.6%	N/A	N/A	
Closed Sales Count	17	15	+13.3%	37	35	+5.7%
Closed Sales Volume	\$3,766,300	\$2,971,150	+26.8%	\$8,595,799	\$6,258,795	+37.3%
Average Sales Price	\$221,547	\$198,077	+11.8%	\$232,319	\$178,823	+29.9%
Median Sales Price	\$212,500	\$119,900	+77.2%	\$224,662	\$128,836	+74.4%

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



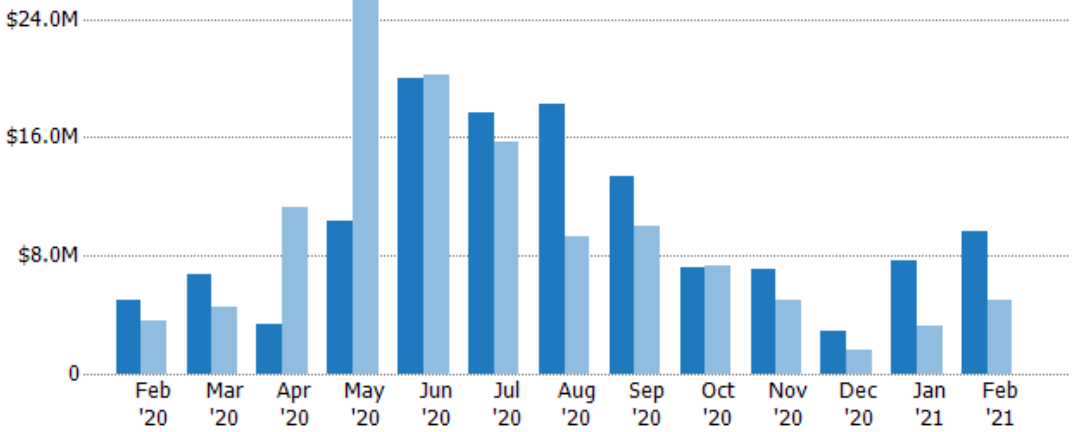
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	28	28	13	40	65	65	70	37	30	21	18	22	29
Prior Year	26	21	40	114	87	70	42	42	32	20	8	22	28
Percent Change from Prior Year	8%	33%	-68%	-65%	-25%	-7%	67%	-12%	-6%	5%	125%	0%	4%

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



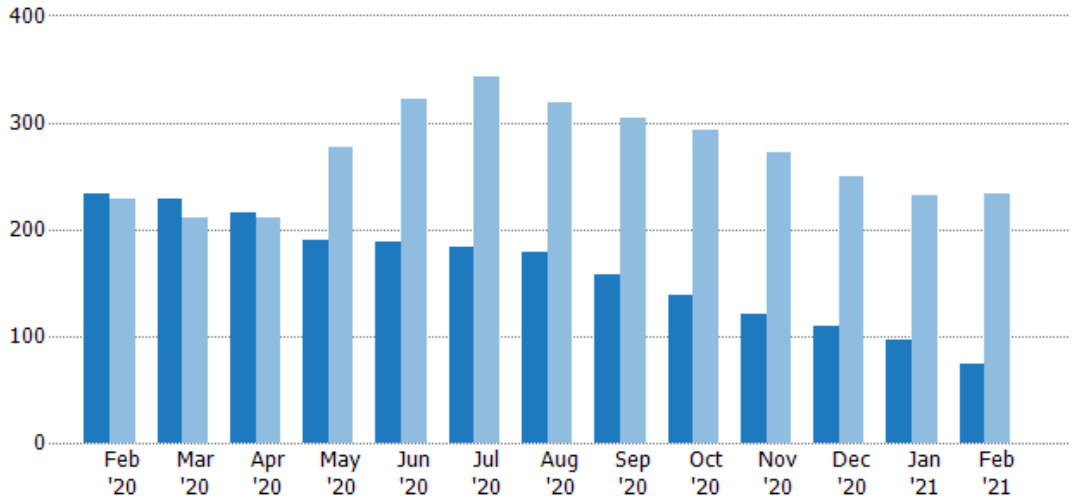
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$5M	\$6.69M	\$3.36M	\$10.4M	\$19.9M	\$17.6M	\$18.2M	\$13.3M	\$7.18M	\$7.06M	\$2.92M	\$7.66M	\$9.68M
Prior Year	\$3.54M	\$4.57M	\$11.2M	\$25.6M	\$20.2M	\$15.7M	\$9.28M	\$9.93M	\$7.27M	\$4.97M	\$1.57M	\$3.28M	\$5M
Percent Change from Prior Year	41%	46%	-70%	-59%	-1%	12%	96%	34%	-1%	42%	86%	134%	94%

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



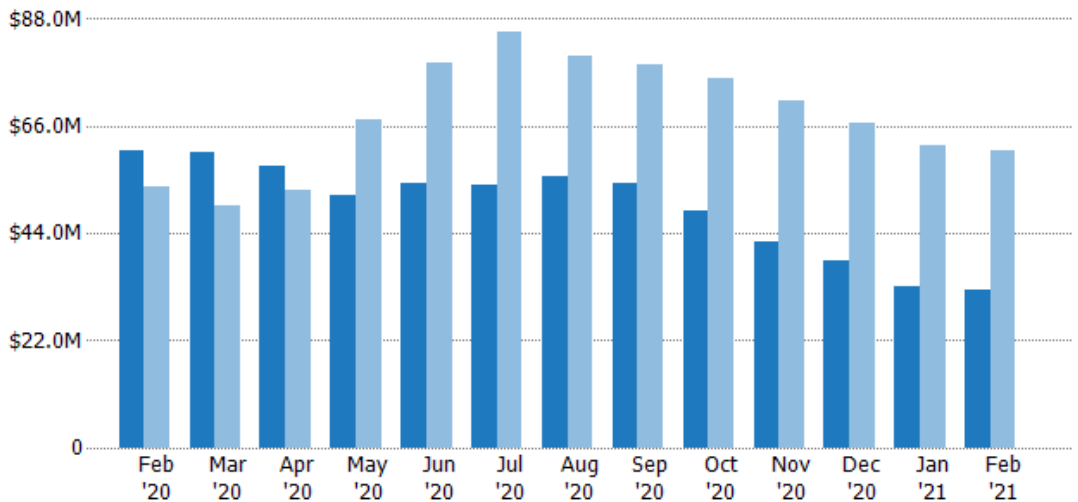
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	233	228	216	190	188	183	179	158	139	121	110	97	73
Prior Year	229	210	210	277	322	342	319	304	292	272	250	231	233
Percent Change from Prior Year	2%	9%	3%	-31%	-42%	-46%	-44%	-48%	-52%	-56%	-56%	-58%	-69%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$61M	\$60.5M	\$57.8M	\$51.7M	\$54.2M	\$54M	\$55.7M	\$54.3M	\$48.6M	\$42.4M	\$38.4M	\$33.2M	\$32.3M
Prior Year	\$53.4M	\$49.5M	\$53M	\$67.2M	\$78.9M	\$85.5M	\$80.2M	\$78.6M	\$75.9M	\$71.4M	\$66.7M	\$61.9M	\$61M
Percent Change from Prior Year	14%	22%	9%	-23%	-31%	-37%	-31%	-31%	-36%	-41%	-43%	-46%	-47%

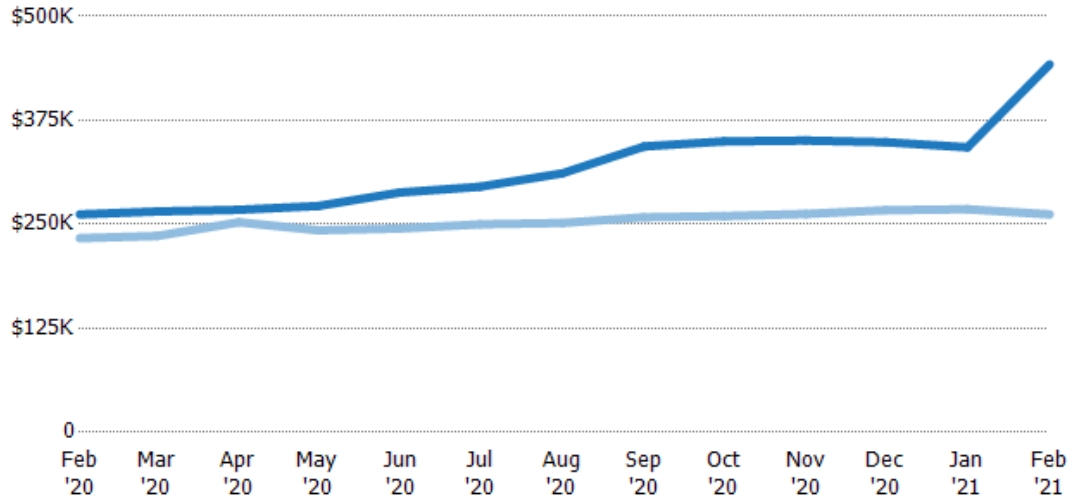
Average Listing Price

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

Month/Year	Price	% Chg.
Feb '21	\$442K	68.9%
Feb '20	\$262K	12.3%
Feb '19	\$233K	12.4%



Current Year	\$262K	\$265K	\$267K	\$272K	\$288K	\$295K	\$311K	\$344K	\$350K	\$351K	\$349K	\$343K	\$442K
Prior Year	\$233K	\$236K	\$252K	\$243K	\$245K	\$250K	\$252K	\$258K	\$260K	\$262K	\$267K	\$268K	\$262K
Percent Change from Prior Year	12%	13%	6%	12%	18%	18%	24%	33%	35%	34%	31%	28%	69%

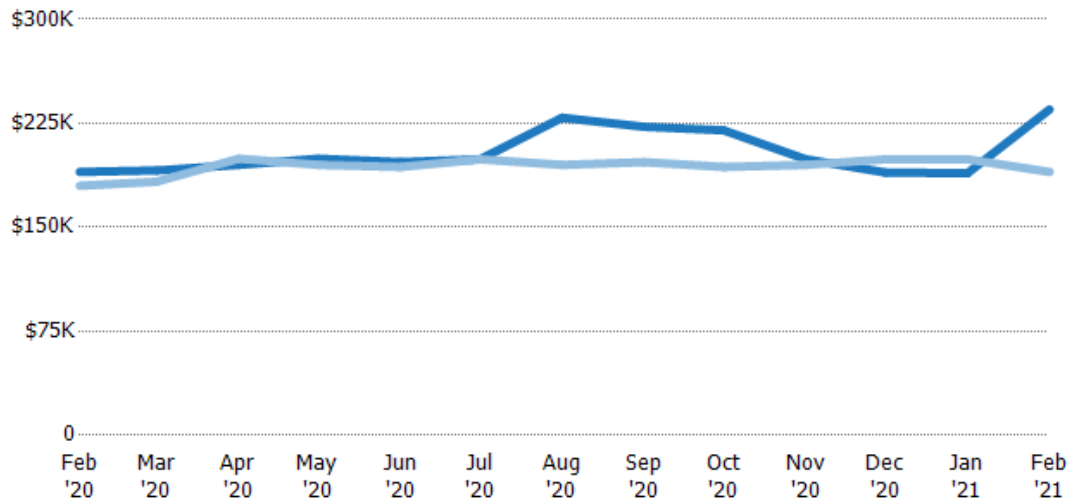
Median Listing Price

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.
Feb '21	\$235K	23.7%
Feb '20	\$190K	5.6%
Feb '19	\$180K	4.6%



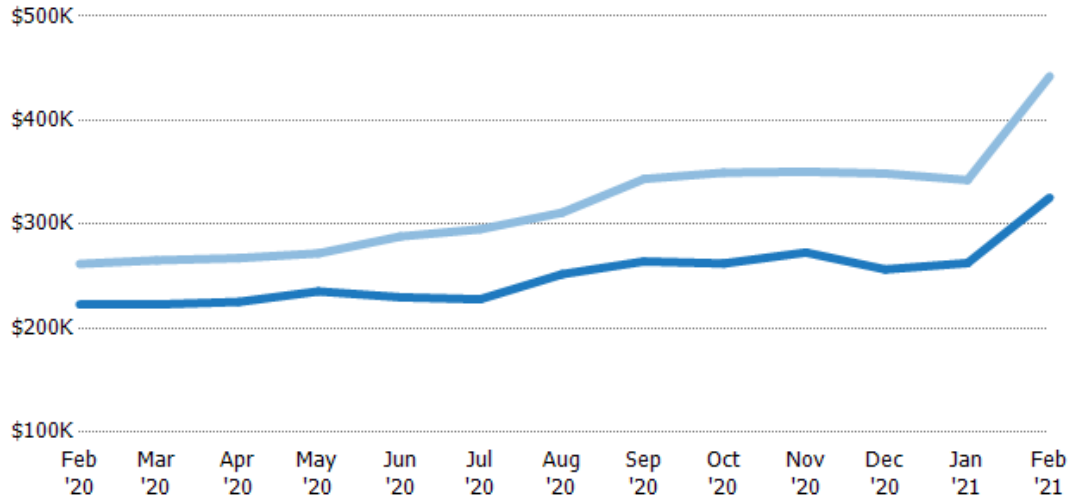
Current Year	\$190K	\$191K	\$195K	\$199K	\$197K	\$199K	\$229K	\$222K	\$220K	\$199K	\$189K	\$189K	\$235K
Prior Year	\$180K	\$183K	\$199K	\$195K	\$194K	\$199K	\$195K	\$197K	\$194K	\$195K	\$199K	\$199K	\$190K
Percent Change from Prior Year	6%	4%	-2%	2%	2%	0%	17%	13%	14%	2%	-5%	-5%	24%

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



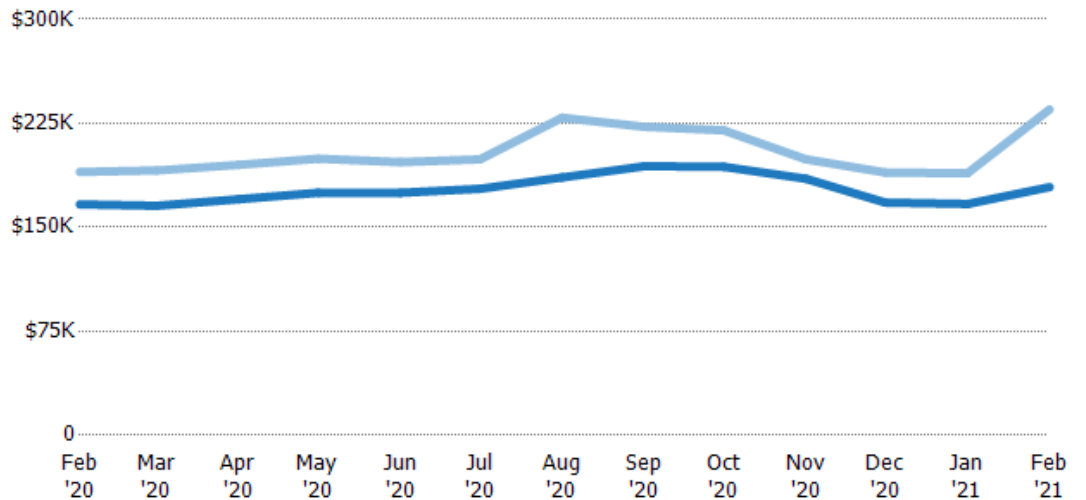
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$223K	\$223K	\$225K	\$235K	\$230K	\$228K	\$252K	\$264K	\$262K	\$273K	\$257K	\$263K	\$326K
Avg Listing Price	\$262K	\$265K	\$267K	\$272K	\$288K	\$295K	\$311K	\$344K	\$350K	\$351K	\$349K	\$343K	\$442K
Avg Listing Price as a % of Avg Est Value	118%	119%	119%	116%	125%	130%	124%	130%	133%	129%	136%	130%	136%

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



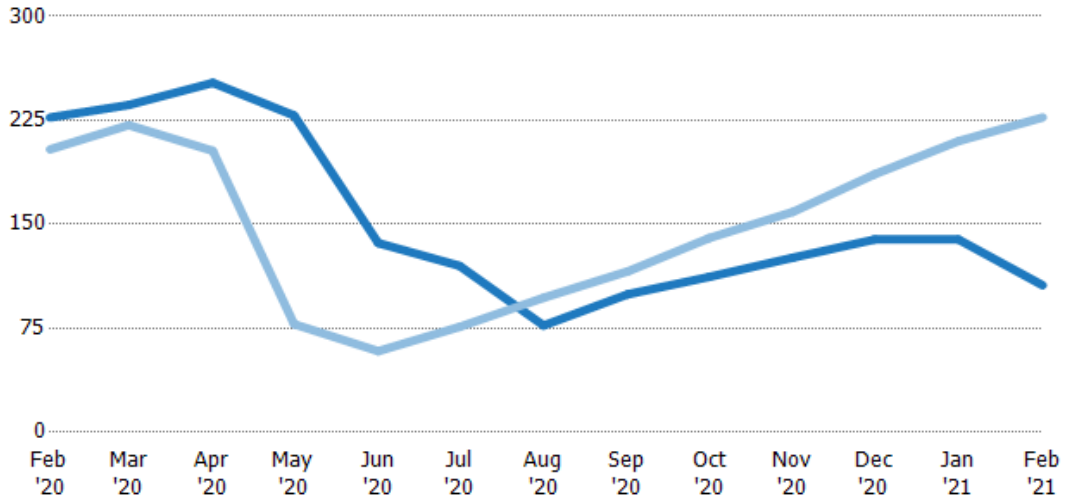
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$167K	\$166K	\$170K	\$175K	\$175K	\$178K	\$186K	\$194K	\$194K	\$185K	\$168K	\$167K	\$179K
Median Listing Price	\$190K	\$191K	\$195K	\$199K	\$197K	\$199K	\$229K	\$222K	\$220K	\$199K	\$189K	\$189K	\$235K
Med Listing Price as a % of Med Est Value	114%	115%	115%	114%	113%	112%	123%	115%	114%	108%	113%	113%	131%

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



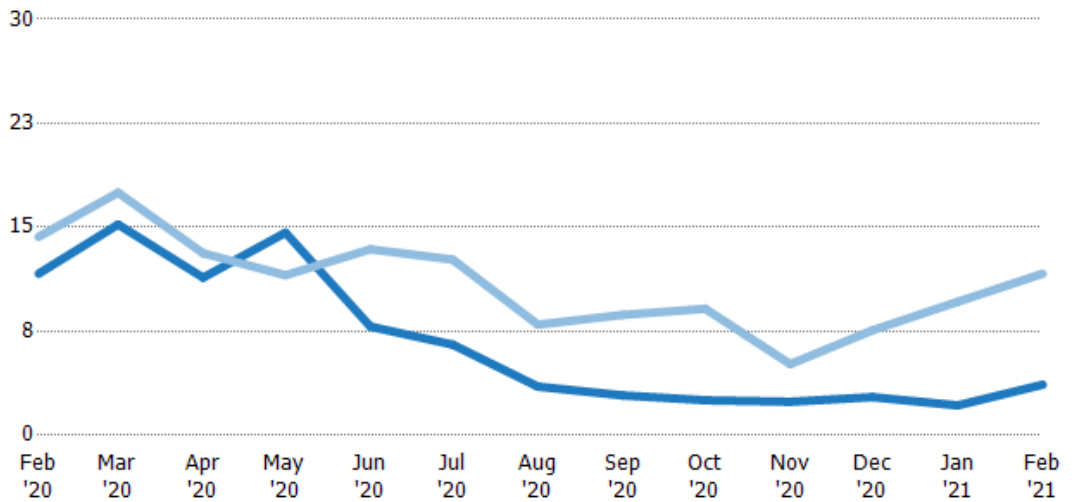
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	227	236	252	229	137	120	77	100	112	126	139	139	106
Prior Year	204	222	203	78	58.5	76	97	116	140	159	186	210	227
Percent Change from Prior Year	11%	7%	24%	193%	133%	58%	-21%	-14%	-20%	-21%	-25%	-34%	-53%

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	11.7	15.2	11.4	14.6	7.83	6.54	3.51	2.87	2.53	2.42	2.75	2.16	3.65
Prior Year	14.3	17.5	13.1	11.5	13.4	12.7	7.98	8.69	9.13	5.13	7.58	9.63	11.7
Percent Change from Prior Year	-19%	-13%	-13%	27%	-42%	-48%	-56%	-67%	-72%	-53%	-64%	-78%	-69%

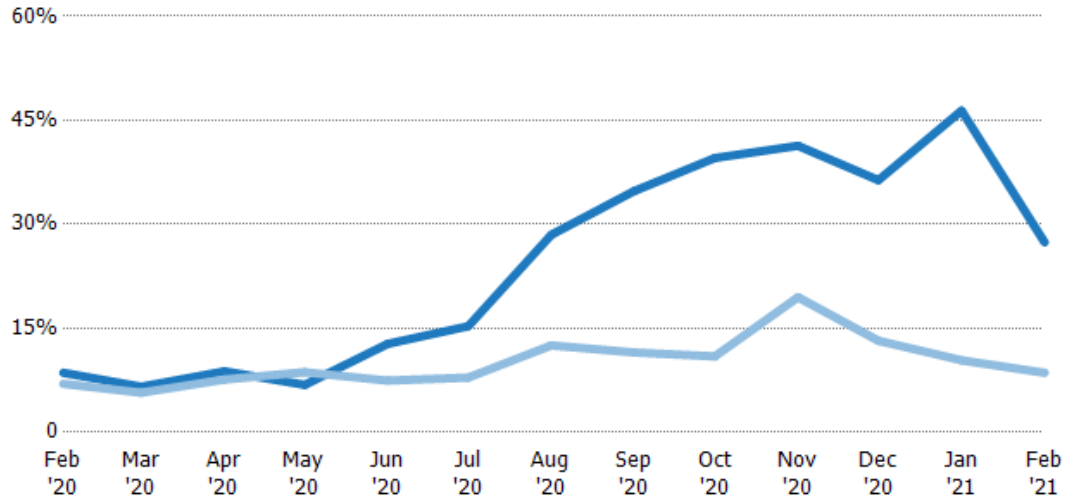
Absorption Rate

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.
Feb '21	27%	-18.8%
Feb '20	9%	-1.6%
Feb '19	7%	-30.8%



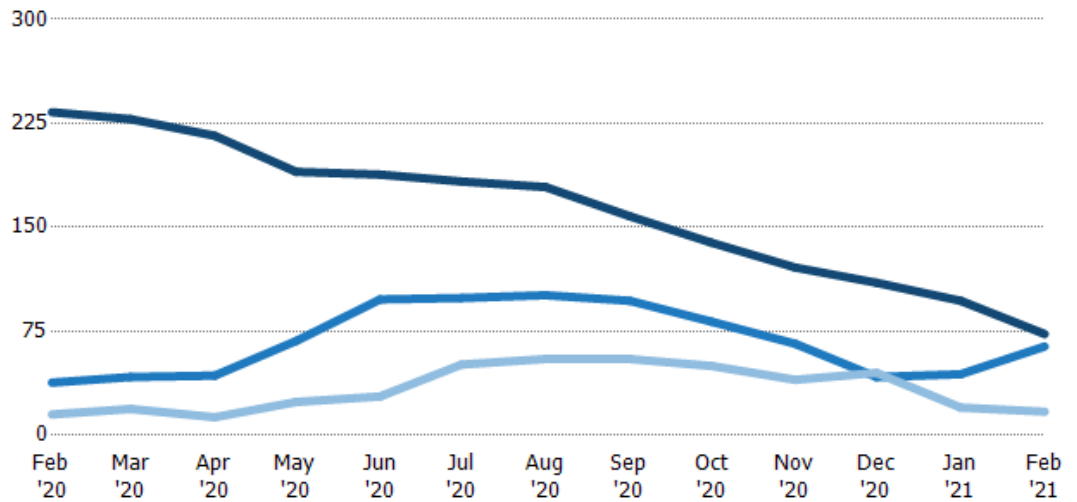
Current Year	9%	7%	9%	7%	13%	15%	28%	35%	40%	41%	36%	46%	27%
Prior Year	7%	6%	8%	9%	7%	8%	13%	12%	11%	19%	13%	10%	9%
Change from Prior Year	-2%	-1%	-1%	2%	-5%	-7%	-16%	-23%	-29%	-22%	-23%	-36%	-19%

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



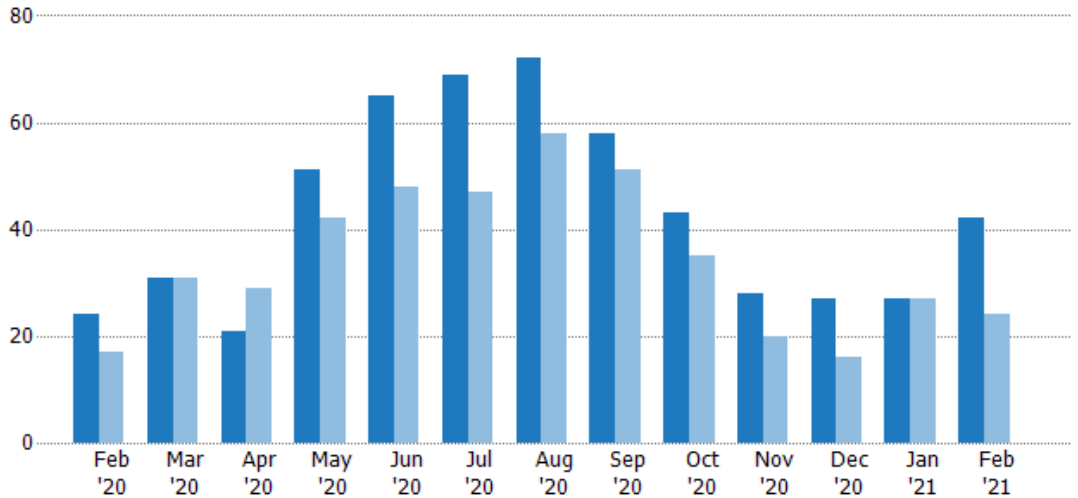
Active	233	228	216	190	188	183	179	158	139	121	110	97	73
Pending	38	42	43	68	98	99	101	97	82	66	42	44	64
Sold	15	19	13	24	28	51	55	55	50	40	45	20	17

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



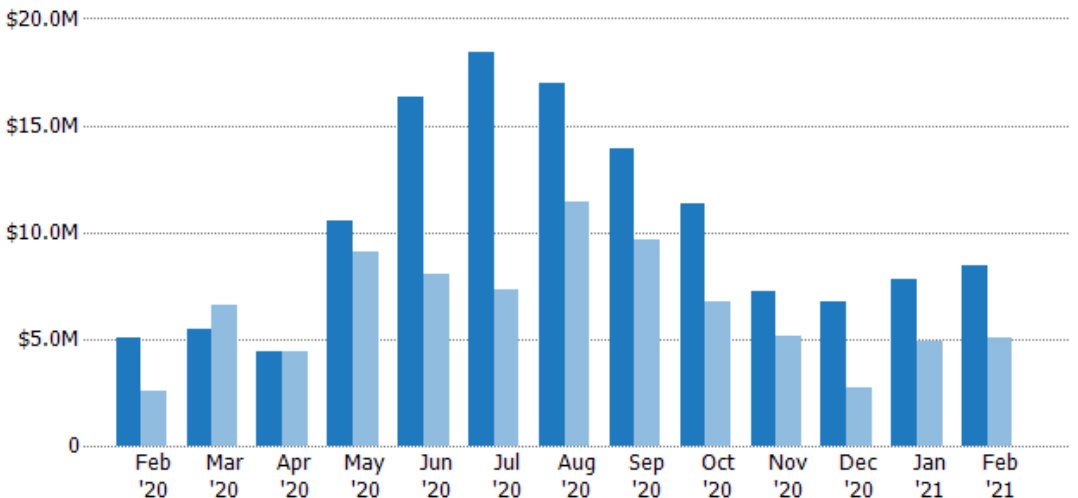
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	24	31	21	51	65	69	72	58	43	28	27	27	42
Prior Year	17	31	29	42	48	47	58	51	35	20	16	27	24
Percent Change from Prior Year	41%	0%	-28%	21%	35%	47%	24%	14%	23%	40%	69%	0%	75%

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



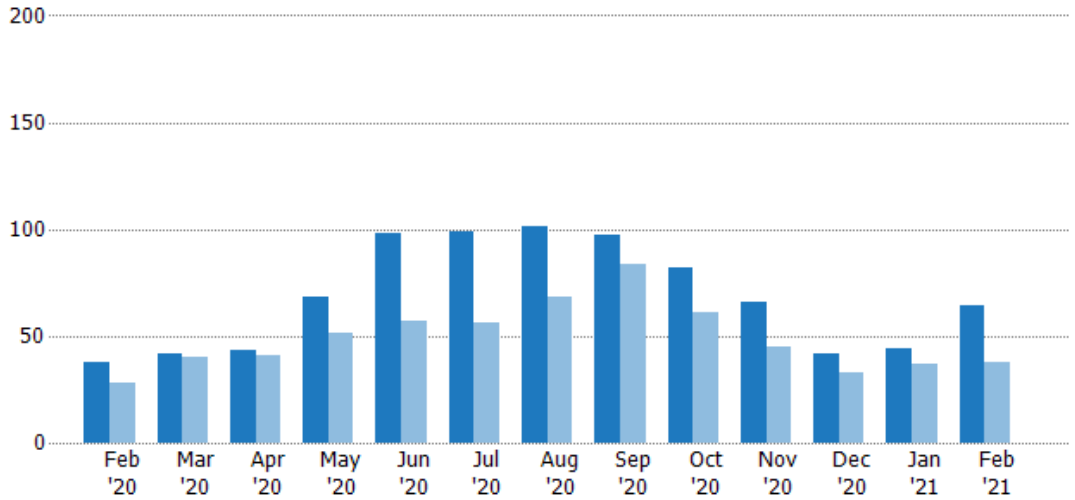
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$5.06M	\$5.43M	\$4.38M	\$10.6M	\$16.3M	\$18.4M	\$17M	\$13.9M	\$11.3M	\$7.22M	\$6.72M	\$7.76M	\$8.48M
Prior Year	\$2.6M	\$6.63M	\$4.41M	\$9.07M	\$8.04M	\$7.29M	\$11.4M	\$9.68M	\$6.71M	\$5.16M	\$2.75M	\$4.9M	\$5.06M
Percent Change from Prior Year	95%	-18%	-1%	16%	103%	153%	48%	44%	68%	40%	144%	58%	67%

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



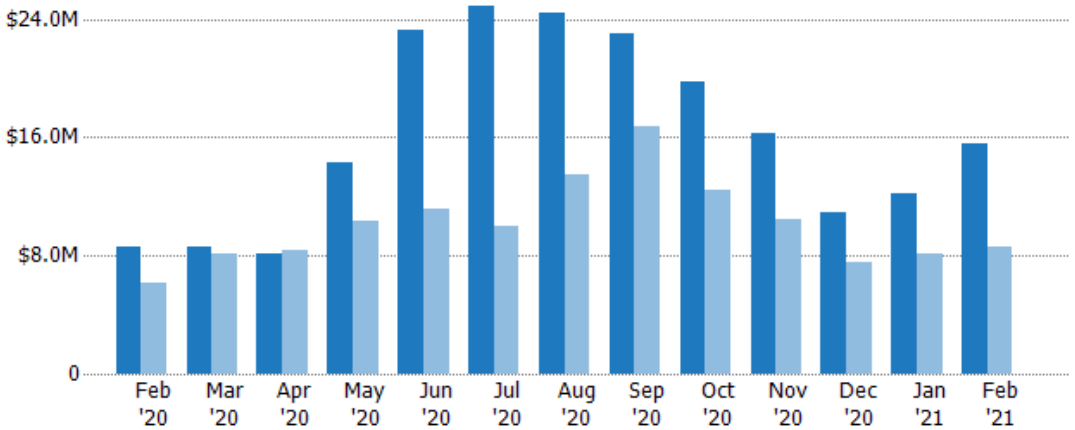
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	38	42	43	68	98	99	101	97	82	66	42	44	64
Prior Year	28	40	41	51	57	56	68	84	61	45	33	37	38
Percent Change from Prior Year	36%	5%	5%	33%	72%	77%	49%	15%	34%	47%	27%	19%	68%

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



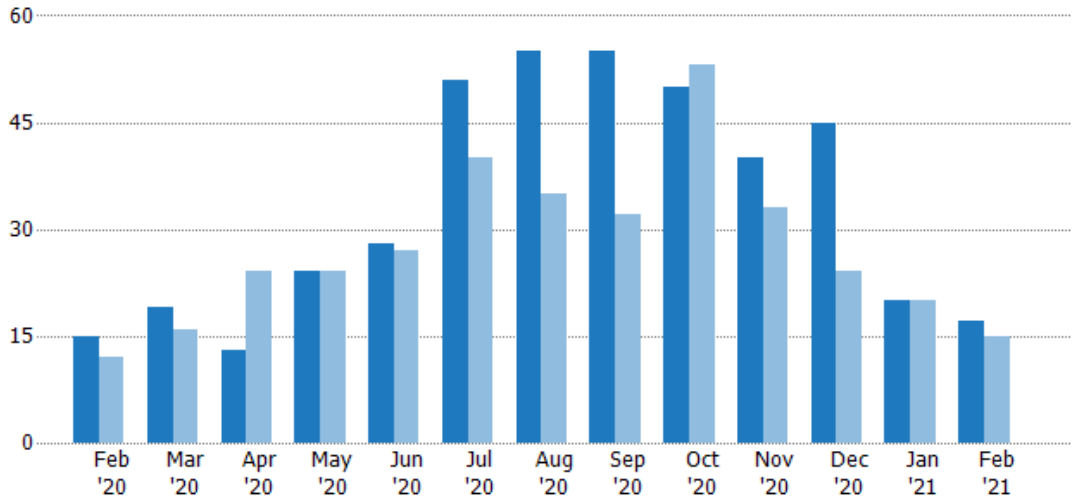
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$8.64M	\$8.58M	\$8.18M	\$14.2M	\$23.2M	\$24.8M	\$24.5M	\$23.1M	\$19.7M	\$16.2M	\$10.9M	\$12.2M	\$15.6M
Prior Year	\$6.17M	\$8.07M	\$8.41M	\$10.3M	\$11.2M	\$9.97M	\$13.5M	\$16.7M	\$12.5M	\$10.5M	\$7.5M	\$8.13M	\$8.64M
Percent Change from Prior Year	40%	6%	-3%	38%	108%	149%	81%	38%	58%	55%	46%	50%	81%

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



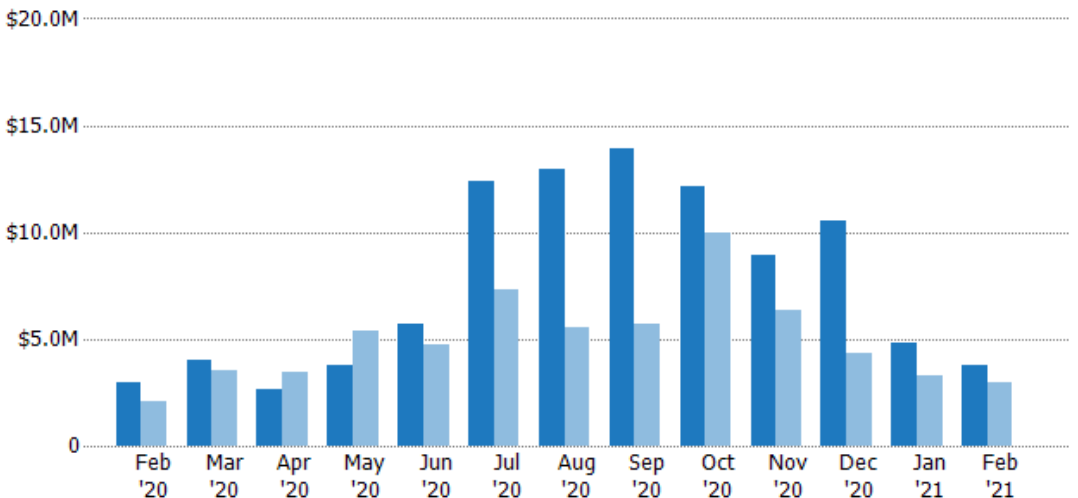
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	15	19	13	24	28	51	55	55	50	40	45	20	17
Prior Year	12	16	24	24	27	40	35	32	53	33	24	20	15
Percent Change from Prior Year	25%	19%	-46%	0%	4%	28%	57%	72%	-6%	21%	88%	0%	13%

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



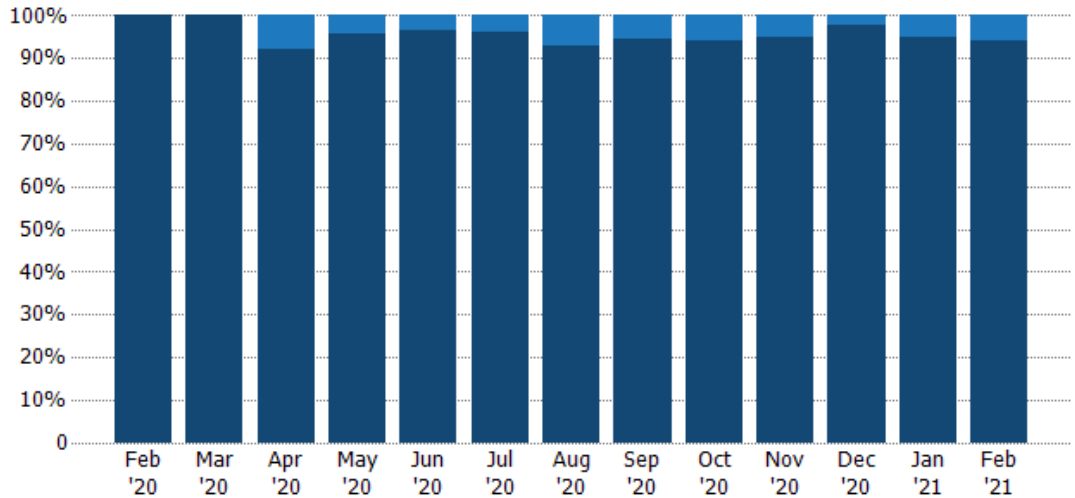
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$2.97M	\$4.03M	\$2.66M	\$3.77M	\$5.72M	\$12.4M	\$12.9M	\$14M	\$12.1M	\$8.89M	\$10.5M	\$4.83M	\$3.77M
Prior Year	\$2.04M	\$3.56M	\$3.45M	\$5.39M	\$4.76M	\$7.31M	\$5.57M	\$5.67M	\$9.95M	\$6.37M	\$4.33M	\$3.29M	\$2.97M
Percent Change from Prior Year	46%	13%	-23%	-30%	20%	70%	132%	146%	22%	40%	143%	47%	27%

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



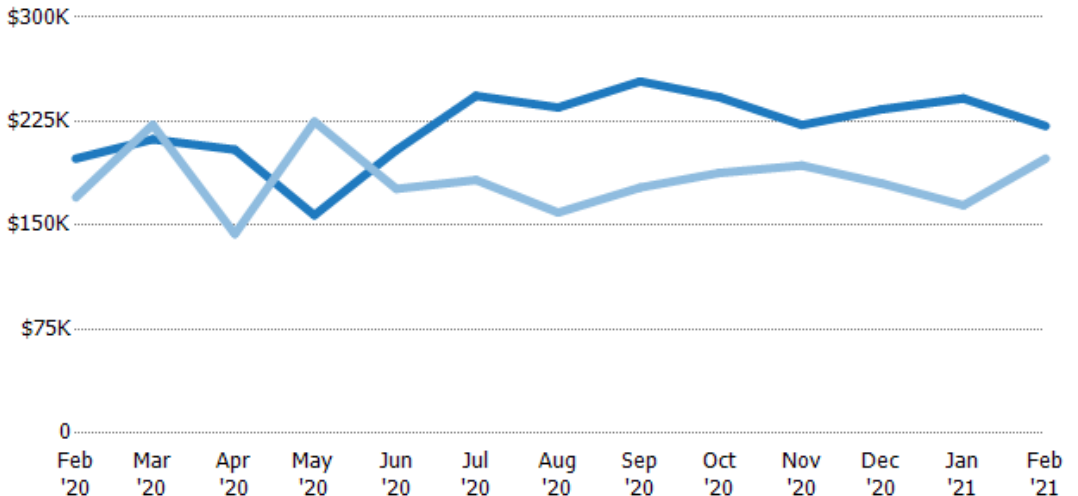
Condo/Townhouse	-	-	8%	4%	4%	4%	7%	5%	6%	5%	2%	5%	6%
Single Family Residence	100%	100%	92%	96%	96%	96%	93%	95%	94%	95%	98%	95%	94%

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	\$198K	\$212K	\$204K	\$157K	\$204K	\$243K	\$235K	\$254K	\$242K	\$222K	\$234K	\$241K	\$222K
Prior Year	\$170K	\$222K	\$144K	\$225K	\$176K	\$183K	\$159K	\$177K	\$188K	\$193K	\$180K	\$164K	\$198K
Percent Change from Prior Year	16%	-5%	42%	-30%	16%	33%	48%	43%	29%	15%	30%	47%	12%

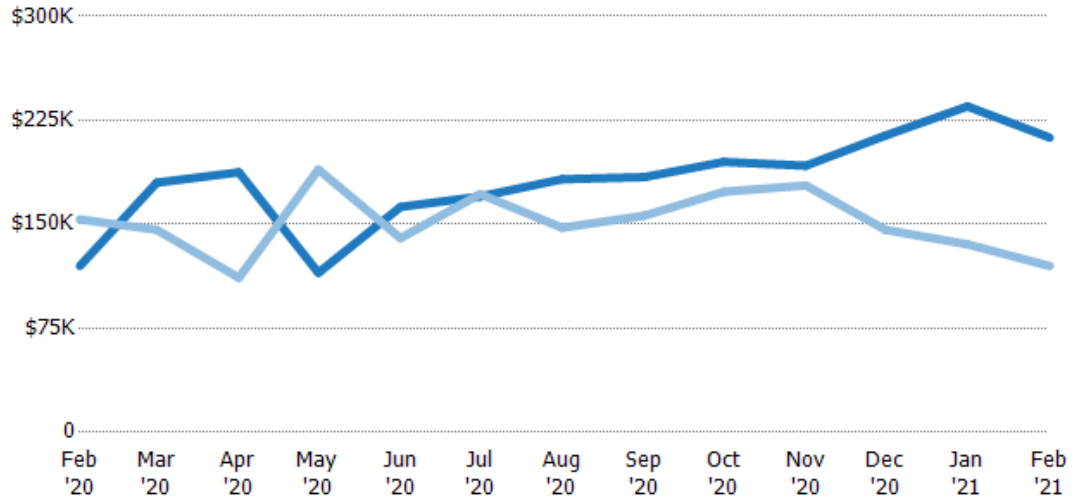
Median Sales Price

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.
Feb '21	\$213K	77.2%
Feb '20	\$120K	-21.9%
Feb '19	\$154K	11.4%



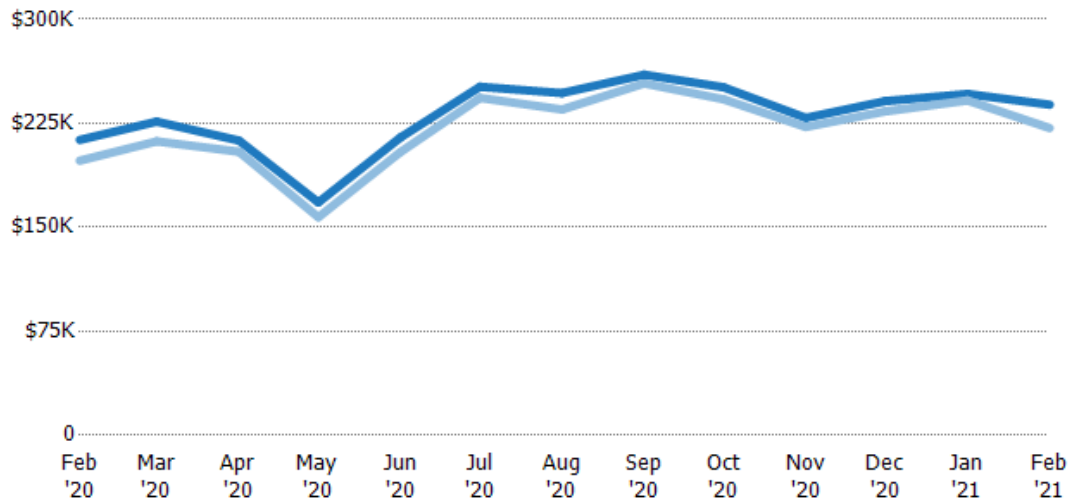
Current Year	\$120K	\$180K	\$188K	\$115K	\$163K	\$170K	\$183K	\$184K	\$195K	\$192K	\$214K	\$235K	\$213K
Prior Year	\$154K	\$146K	\$111K	\$190K	\$140K	\$172K	\$148K	\$156K	\$174K	\$178K	\$146K	\$136K	\$120K
Percent Change from Prior Year	-22%	23%	68%	-39%	16%	-1%	24%	18%	12%	8%	47%	73%	77%

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



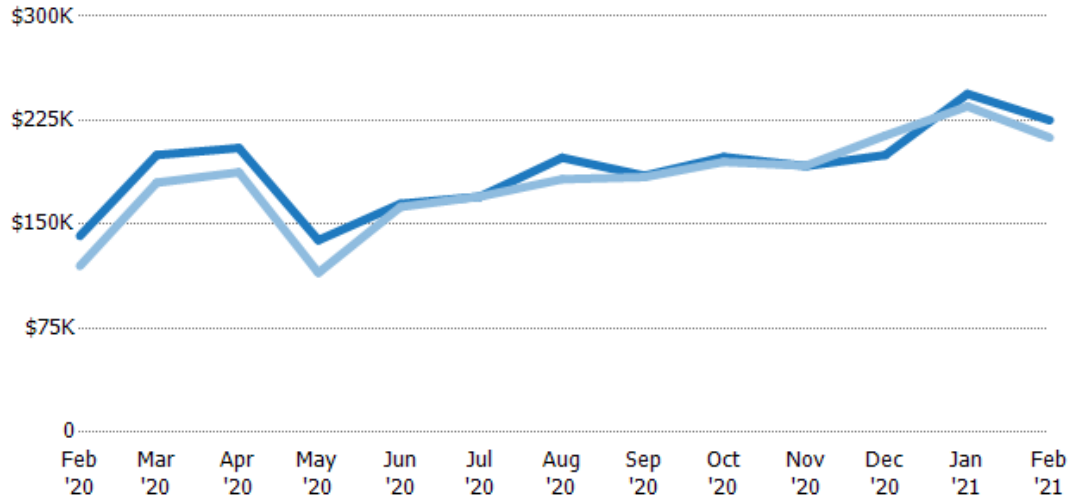
Avg List Price	\$213K	\$226K	\$213K	\$168K	\$215K	\$251K	\$247K	\$260K	\$251K	\$229K	\$241K	\$246K	\$238K
Avg Sales Price	\$198K	\$212K	\$204K	\$157K	\$204K	\$243K	\$235K	\$254K	\$242K	\$222K	\$234K	\$241K	\$222K
Avg Sales Price as a % of Avg List Price	93%	94%	96%	94%	95%	97%	95%	98%	97%	97%	97%	98%	93%

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



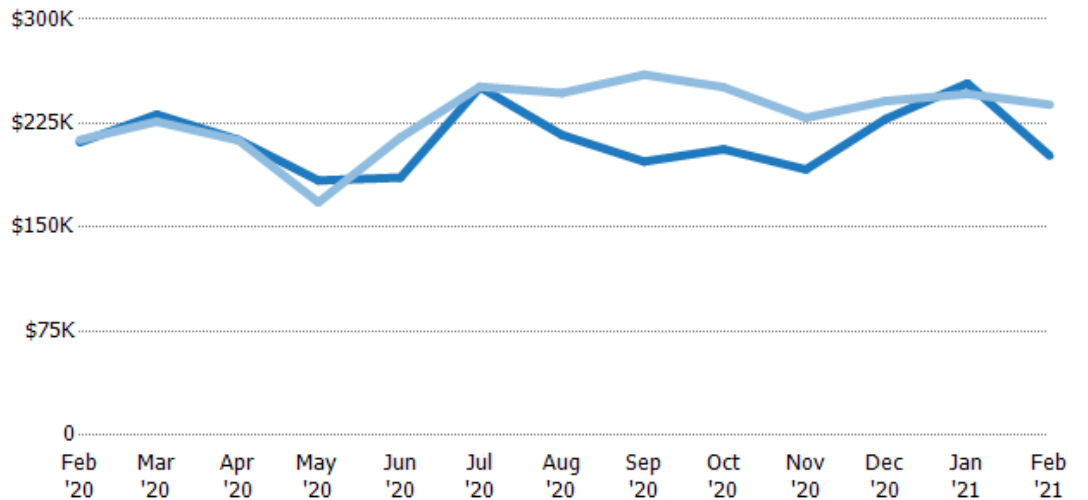
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median List Price	\$142K	\$200K	\$205K	\$139K	\$165K	\$170K	\$198K	\$185K	\$198K	\$192K	\$200K	\$244K	\$225K
Median Sales Price	\$120K	\$180K	\$188K	\$115K	\$163K	\$170K	\$183K	\$184K	\$195K	\$192K	\$214K	\$235K	\$213K
Med Sales Price as a % of Med List Price	85%	90%	91%	83%	99%	100%	92%	99%	98%	100%	107%	96%	94%

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



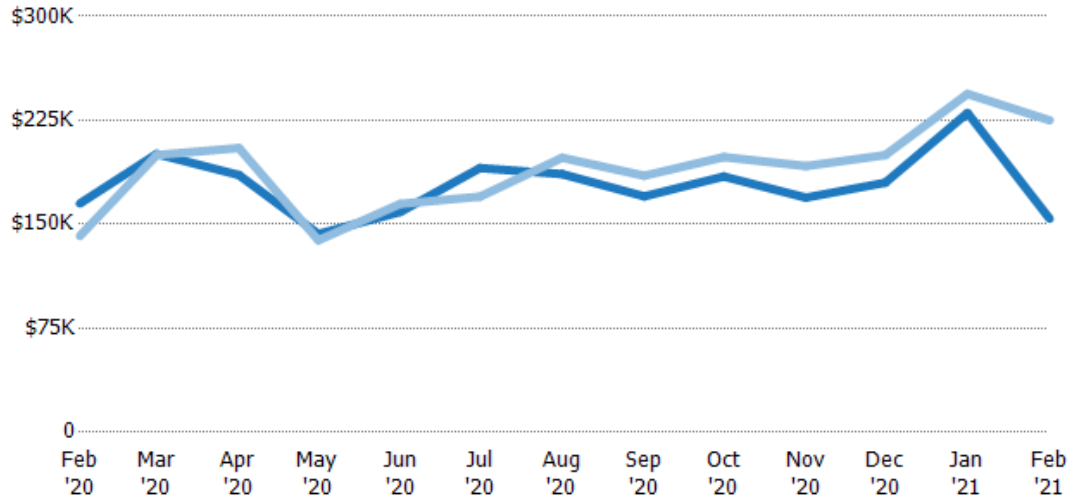
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg Est Value	\$211K	\$231K	\$213K	\$184K	\$186K	\$251K	\$216K	\$197K	\$206K	\$192K	\$228K	\$254K	\$202K
Avg Sales Price	\$213K	\$226K	\$213K	\$168K	\$215K	\$251K	\$247K	\$260K	\$251K	\$229K	\$241K	\$246K	\$238K
Avg Sales Price as a % of Avg Est Value	101%	98%	100%	91%	116%	100%	114%	132%	122%	119%	106%	97%	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:
 Condo/Townhouse/Apt., Single
 Family



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$165K	\$201K	\$186K	\$143K	\$159K	\$191K	\$186K	\$170K	\$184K	\$169K	\$180K	\$230K	\$154K
Median Sales Price	\$142K	\$200K	\$205K	\$139K	\$165K	\$170K	\$198K	\$185K	\$198K	\$192K	\$200K	\$244K	\$225K
Med Sales Price as a % of Med Est Value	86%	100%	110%	97%	104%	89%	106%	109%	108%	113%	111%	106%	146%