

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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	38	13	+192.3%	129	92	+40.2%
New Listing Volume	\$13,366,700	\$3,361,250	+297.7%	\$39,970,150	\$18,455,500	+116.6%
Active Listing Count	72	216	-66.7%	N/A	N/A	
Active Listing Volume	\$33,045,100	\$58,019,158	-43%	N/A	N/A	
Average Listing Price	\$458,960	\$268,607	+70.9%	\$404,602	\$266,852	+51.6%
Median Listing Price	\$237,000	\$195,000	+21.5%	\$220,102	\$193,963	+13.5%
Median Days in RPR	72	252	-71.4%	92.07	229.22	-59.8%
Months of Inventory	2.5	11.4	-78.2%	4.8	13.3	-64.1%
Absorption Rate	40.28%	8.8%	+31.5%	20.94%	7.51%	+13.4%
Sales Activity Charts Metrics						
New Pending Sales Count	44	21	+109.5%	158	103	+53.4%
New Pending Sales Volume	\$11,078,000	\$4,377,150	+153.1%	\$40,260,050	\$19,765,915	+103.7%
Pending Sales Count	73	43	+69.8%	N/A	N/A	
Pending Sales Volume	\$18,948,750	\$8,137,400	+132.9%	N/A	N/A	
Closed Sales Count	35	13	+169.2%	101	67	+50.7%
Closed Sales Volume	\$8,876,800	\$2,658,400	+233.9%	\$24,226,199	\$12,944,865	+87.1%
Average Sales Price	\$253,623	\$204,492	+24%	\$239,863	\$193,207	+24.1%
Median Sales Price	\$205,000	\$187,500	+9.3%	\$213,639	\$154,728	+38.1%

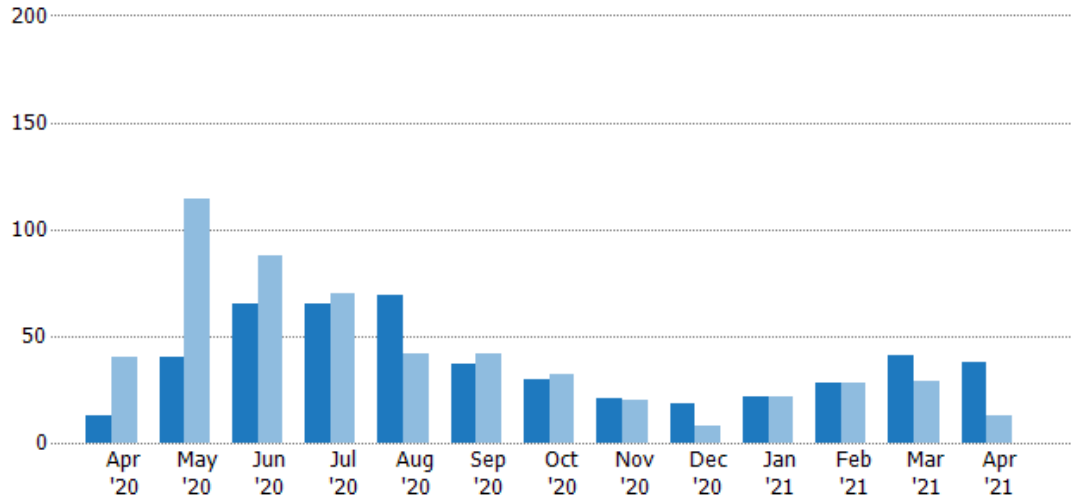
New Listings

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

Month/Year	Count	% Chg.
Apr '21	38	192.3%
Apr '20	13	-67.5%
Apr '19	40	7.5%



Current Year	13	40	65	65	69	37	30	21	18	22	28	41	38
Prior Year	40	114	88	70	42	42	32	20	8	22	28	29	13
Percent Change from Prior Year	-68%	-65%	-26%	-7%	64%	-12%	-6%	5%	125%	0%	0%	41%	192%

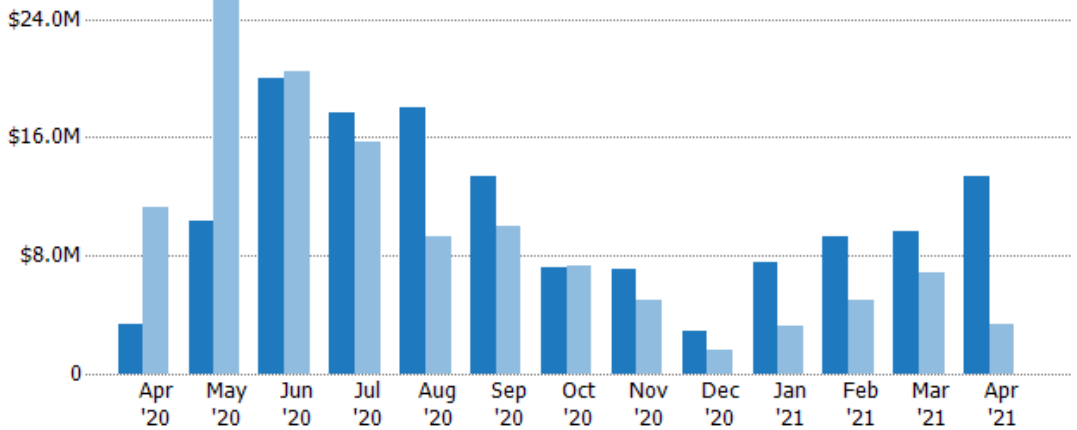
New Listing Volume

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.
Apr '21	\$13.4M	297.7%
Apr '20	\$3.36M	-70.1%
Apr '19	\$11.2M	-19.3%



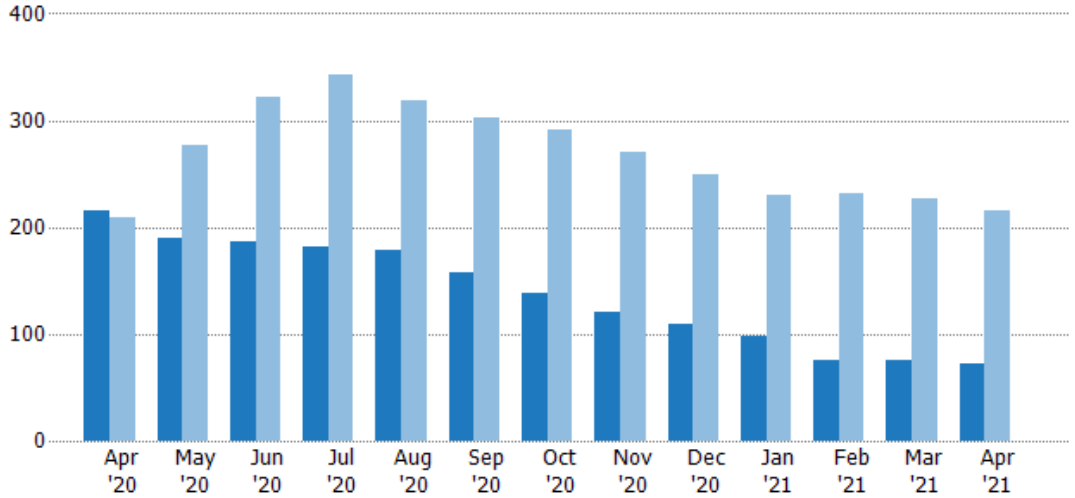
Current Year	\$3.36M	\$10.4M	\$19.9M	\$17.6M	\$18.1M	\$13.3M	\$7.18M	\$7.04M	\$2.92M	\$7.6M	\$9.34M	\$9.67M	\$13.4M
Prior Year	\$11.2M	\$25.6M	\$20.4M	\$15.7M	\$9.28M	\$9.93M	\$7.27M	\$4.97M	\$1.57M	\$3.28M	\$5M	\$6.82M	\$3.36M
Percent Change from Prior Year	-70%	-59%	-2%	12%	95%	34%	-1%	42%	86%	132%	87%	42%	298%

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



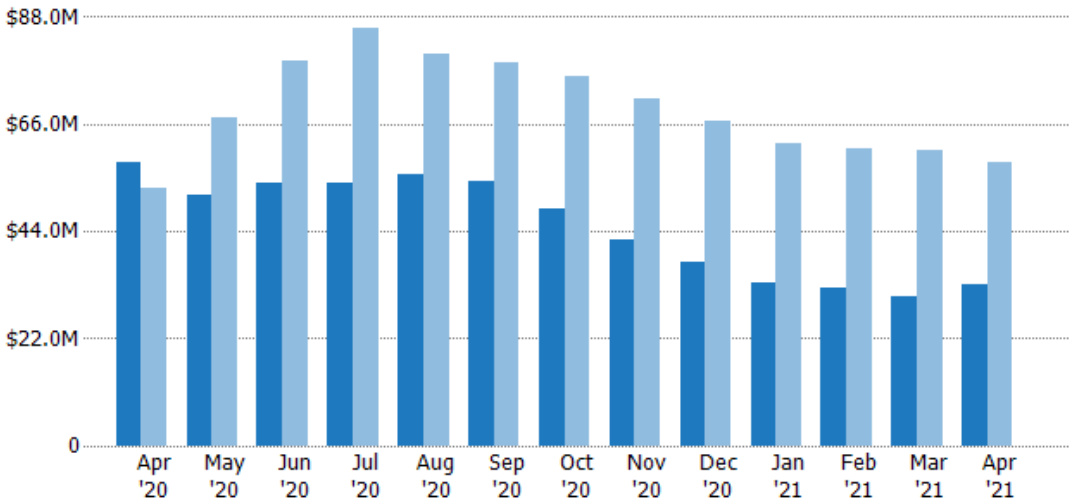
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	216	189	187	182	179	158	139	121	110	98	75	75	72
Prior Year	209	276	322	342	319	303	291	271	249	230	232	227	216
Percent Change from Prior Year	3%	-32%	-42%	-47%	-44%	-48%	-52%	-55%	-56%	-57%	-68%	-67%	-67%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$58M	\$51.5M	\$54.1M	\$53.9M	\$55.7M	\$54.3M	\$48.6M	\$42.4M	\$37.7M	\$33.4M	\$32.4M	\$30.6M	\$33M
Prior Year	\$53M	\$67.2M	\$79.1M	\$85.7M	\$80.4M	\$78.6M	\$75.9M	\$71.4M	\$66.7M	\$61.9M	\$61M	\$60.5M	\$58M
Percent Change from Prior Year	9%	-23%	-32%	-37%	-31%	-31%	-36%	-41%	-43%	-46%	-47%	-49%	-43%

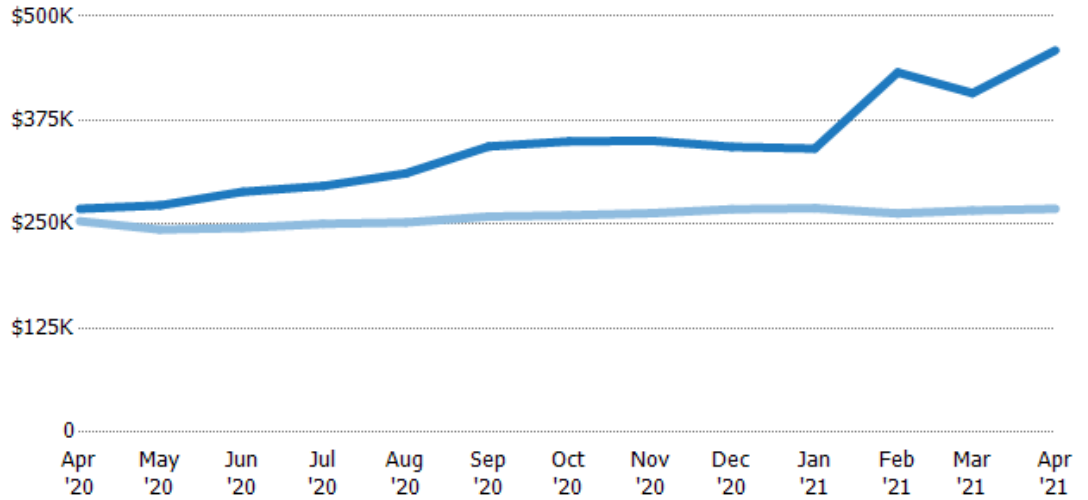
Average Listing Price

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.
Apr '21	\$459K	70.9%
Apr '20	\$269K	5.9%
Apr '19	\$254K	2.2%



Current Year	\$269K	\$273K	\$289K	\$296K	\$311K	\$344K	\$350K	\$350K	\$343K	\$341K	\$433K	\$408K	\$459K
Prior Year	\$254K	\$244K	\$246K	\$251K	\$252K	\$259K	\$261K	\$263K	\$268K	\$269K	\$263K	\$267K	\$269K
Percent Change from Prior Year	6%	12%	18%	18%	23%	32%	34%	33%	28%	27%	64%	53%	71%

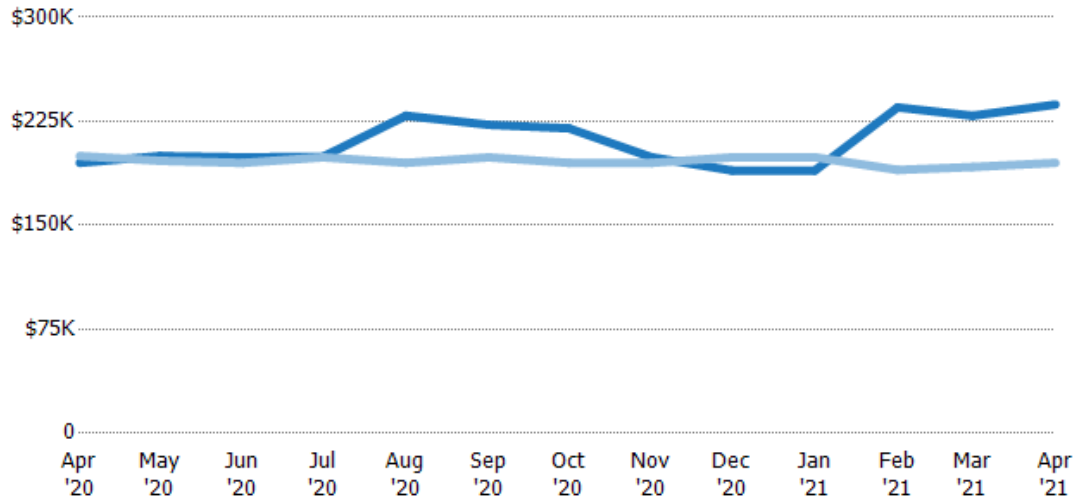
Median Listing Price

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.
Apr '21	\$237K	21.5%
Apr '20	\$195K	-2.5%
Apr '19	\$200K	-9.2%



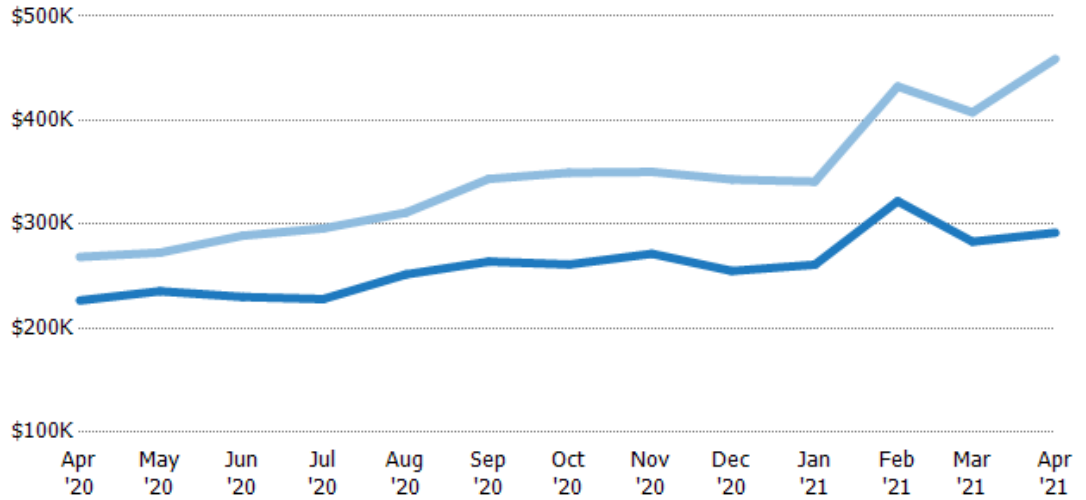
Current Year	\$195K	\$200K	\$199K	\$199K	\$229K	\$222K	\$220K	\$199K	\$189K	\$189K	\$235K	\$229K	\$237K
Prior Year	\$200K	\$197K	\$195K	\$199K	\$195K	\$199K	\$195K	\$195K	\$199K	\$199K	\$190K	\$192K	\$195K
Percent Change from Prior Year	-2%	2%	2%	0%	17%	12%	13%	2%	-5%	-5%	24%	19%	22%

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



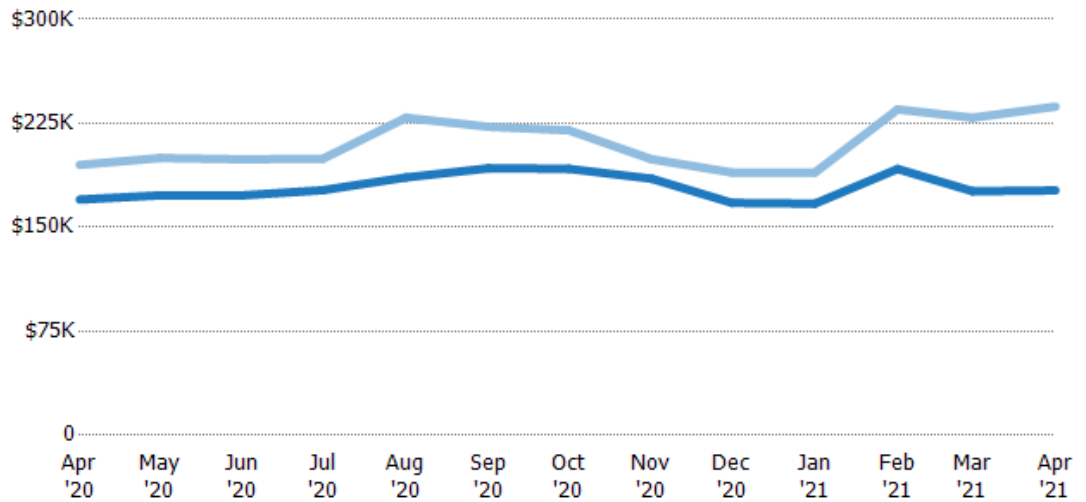
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$227K	\$236K	\$230K	\$228K	\$252K	\$264K	\$261K	\$272K	\$255K	\$261K	\$322K	\$283K	\$292K
Avg Listing Price	\$269K	\$273K	\$289K	\$296K	\$311K	\$344K	\$350K	\$350K	\$343K	\$341K	\$433K	\$408K	\$459K
Avg Listing Price as a % of Avg Est Value	118%	116%	126%	130%	124%	130%	134%	129%	134%	131%	134%	144%	157%

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



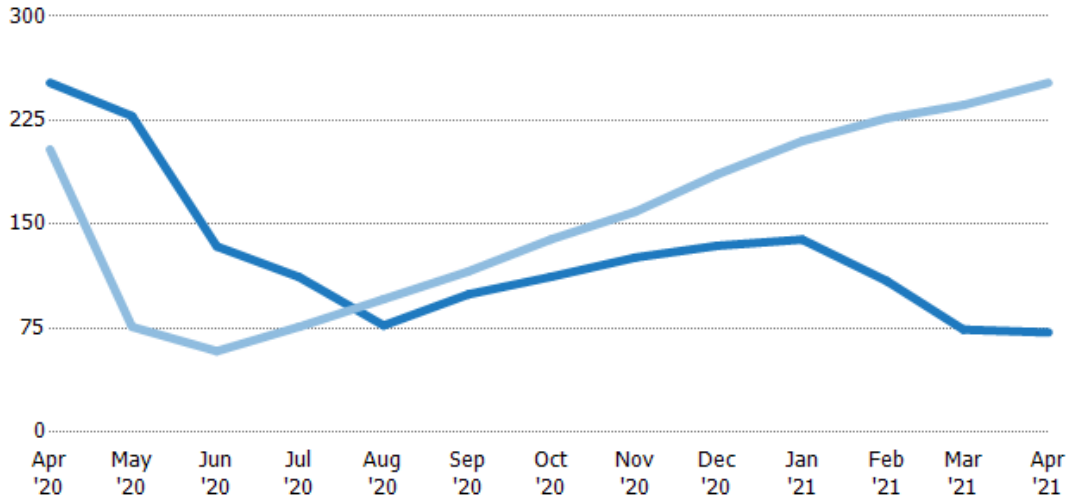
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$170K	\$173K	\$173K	\$177K	\$186K	\$193K	\$192K	\$185K	\$168K	\$167K	\$192K	\$176K	\$177K
Median Listing Price	\$195K	\$200K	\$199K	\$199K	\$229K	\$222K	\$220K	\$199K	\$189K	\$189K	\$235K	\$229K	\$237K
Med Listing Price as a % of Med Est Value	115%	116%	115%	113%	123%	116%	114%	108%	113%	113%	122%	130%	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



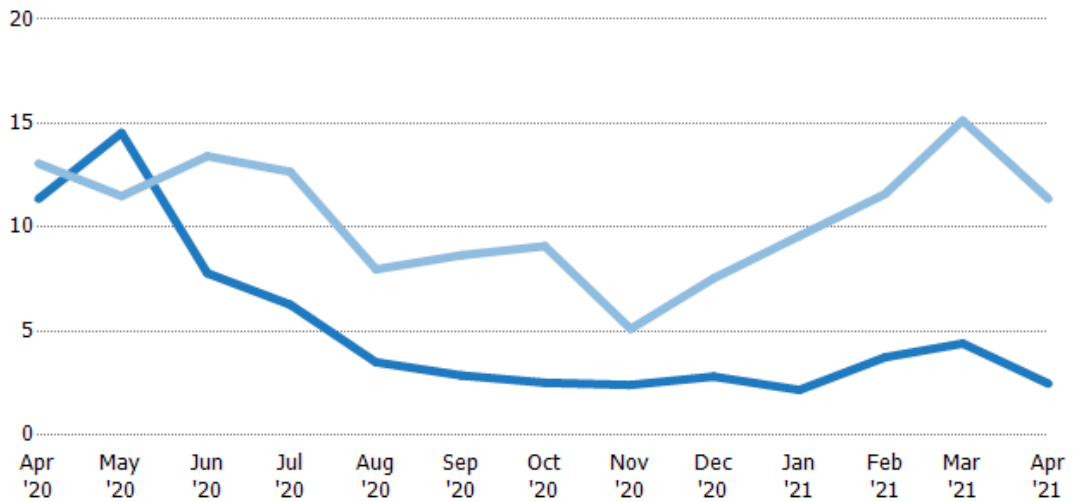
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	252	228	134	112	77	100	112	126	135	139	109	74	72
Prior Year	204	76	58.5	76	96	116	139	159	186	210	227	236	252
Percent Change from Prior Year	24%	200%	129%	47%	-20%	-14%	-19%	-21%	-28%	-34%	-52%	-69%	-71%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	11.4	14.5	7.79	6.28	3.51	2.87	2.53	2.42	2.82	2.18	3.75	4.41	2.48
Prior Year	13.1	11.5	13.4	12.7	7.98	8.66	9.09	5.11	7.55	9.58	11.6	15.1	11.4
Percent Change from Prior Year	-13%	26%	-42%	-50%	-56%	-67%	-72%	-53%	-63%	-77%	-68%	-71%	-78%

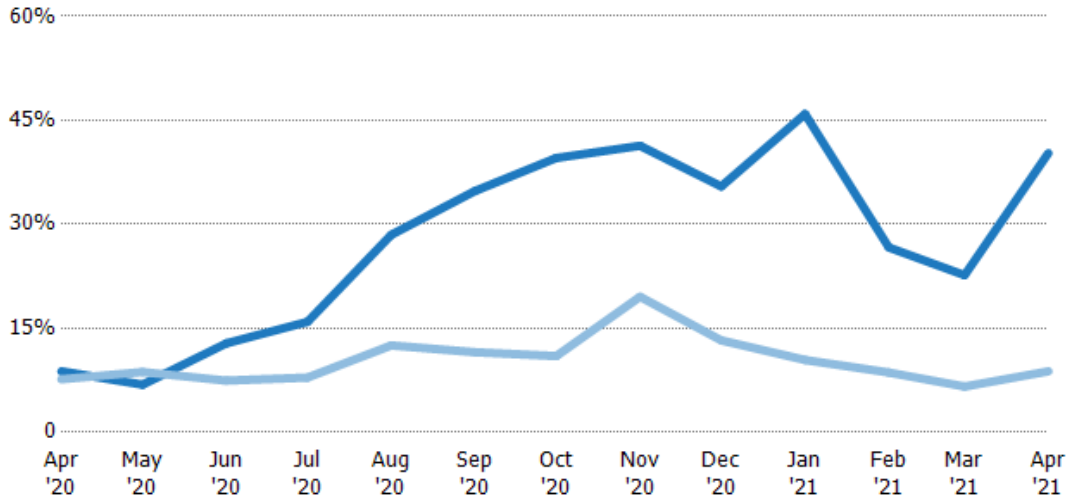
Absorption Rate

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.
Apr '21	40%	-31.5%
Apr '20	9%	-1.1%
Apr '19	8%	-5.1%



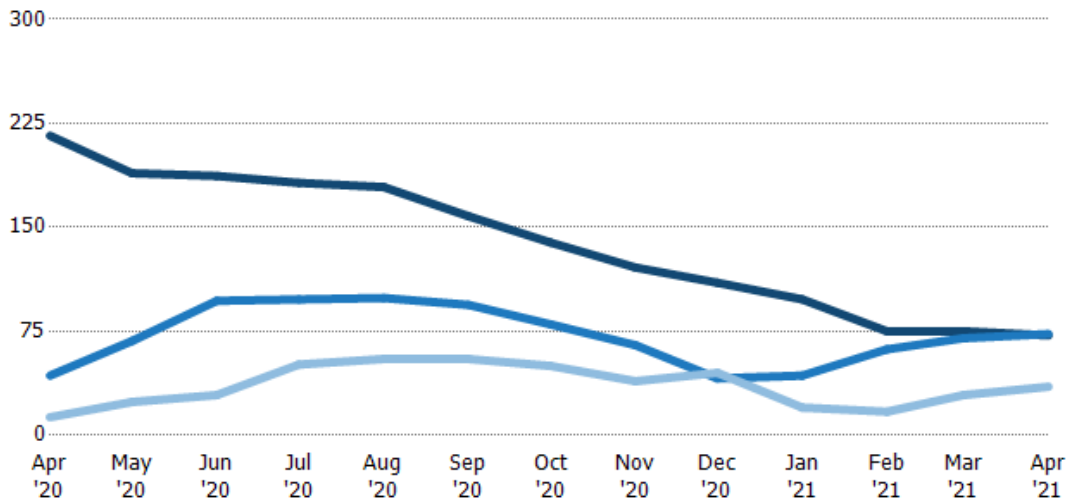
Current Year	9%	7%	13%	16%	28%	35%	40%	41%	35%	46%	27%	23%	40%
Prior Year	8%	9%	7%	8%	13%	12%	11%	20%	13%	10%	9%	7%	9%
Change from Prior Year	-1%	2%	-5%	-8%	-16%	-23%	-29%	-22%	-22%	-35%	-18%	-16%	-31%

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	216	189	187	182	179	158	139	121	110	98	75	75	72
Pending	43	68	97	98	99	94	80	65	41	43	62	70	73
Sold	13	24	29	51	55	55	50	39	45	20	17	29	35

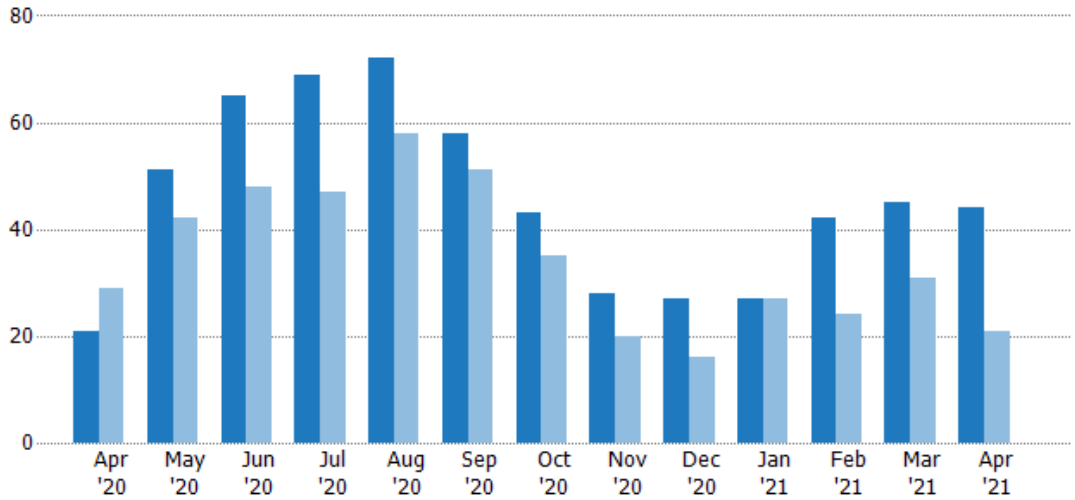
New Pending Sales

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.
Apr '21	44	109.5%
Apr '20	21	-27.6%
Apr '19	29	37.9%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	21	51	65	69	72	58	43	28	27	27	42	45	44
Prior Year	29	42	48	47	58	51	35	20	16	27	24	31	21
Percent Change from Prior Year	-28%	21%	35%	47%	24%	14%	23%	40%	69%	0%	75%	45%	110%

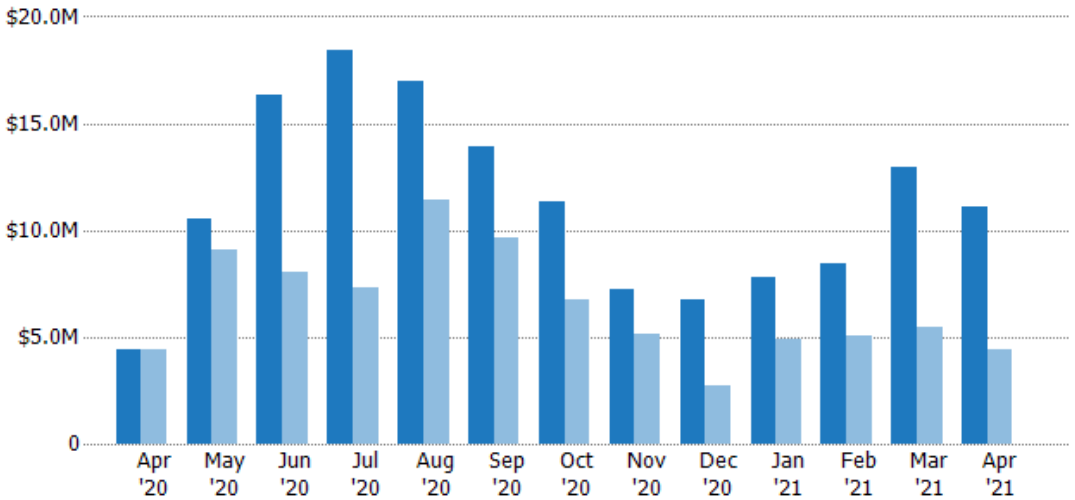
New Pending Sales Volume

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.
Apr '21	\$11.1M	153.1%
Apr '20	\$4.38M	-0.7%
Apr '19	\$4.41M	84.8%



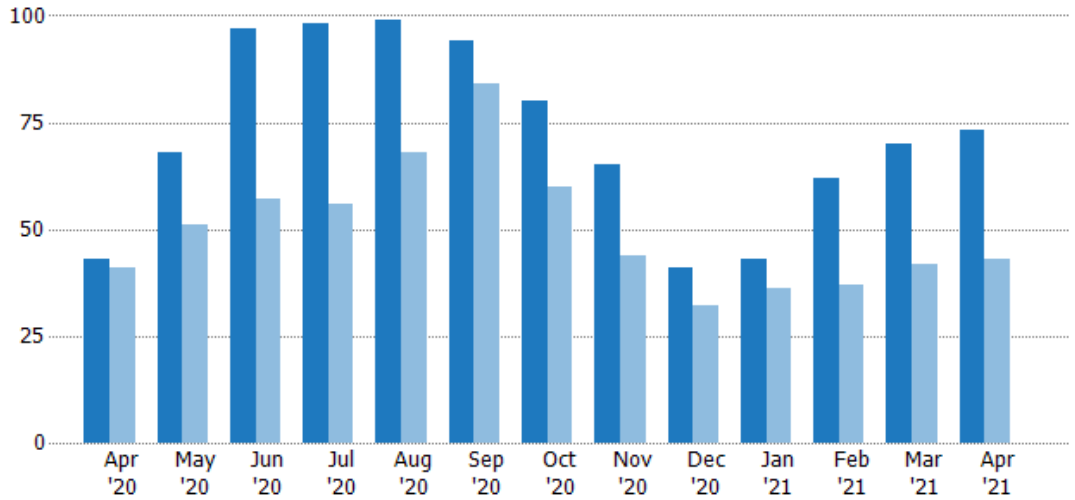
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$4.38M	\$10.6M	\$16.3M	\$18.4M	\$17M	\$13.9M	\$11.3M	\$7.22M	\$6.72M	\$7.76M	\$8.48M	\$12.9M	\$11.1M
Prior Year	\$4.41M	\$9.07M	\$8.04M	\$7.29M	\$11.4M	\$9.68M	\$6.71M	\$5.16M	\$2.75M	\$4.9M	\$5.06M	\$5.43M	\$4.38M
Percent Change from Prior Year	-1%	16%	103%	153%	48%	44%	68%	40%	144%	58%	67%	139%	153%

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



Month/Year	Count	% Chg.
Apr '21	73	69.8%
Apr '20	43	4.9%
Apr '19	41	7.3%

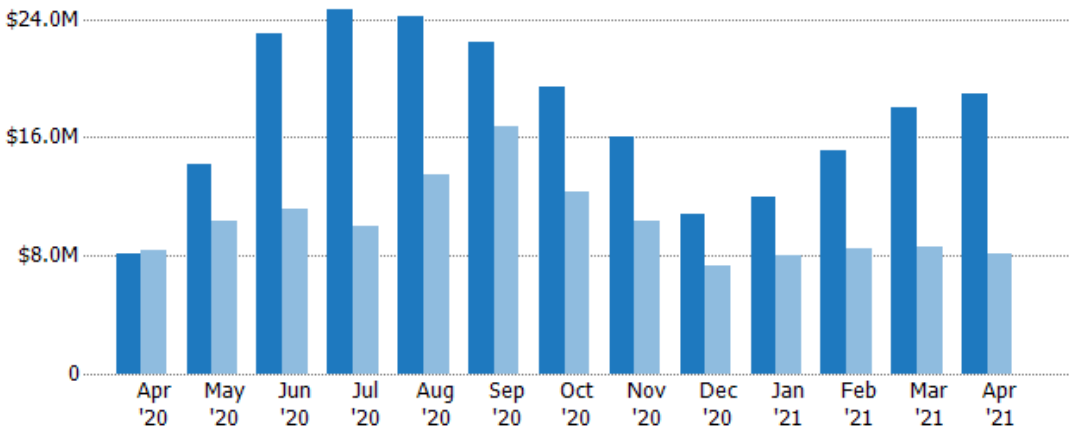
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	43	68	97	98	99	94	80	65	41	43	62	70	73
Prior Year	41	51	57	56	68	84	60	44	32	36	37	42	43
Percent Change from Prior Year	5%	33%	70%	75%	46%	12%	33%	48%	28%	19%	68%	67%	70%

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



Month/Year	Volume	% Chg.
Apr '21	\$18.9M	132.9%
Apr '20	\$8.14M	-3.3%
Apr '19	\$8.41M	2%

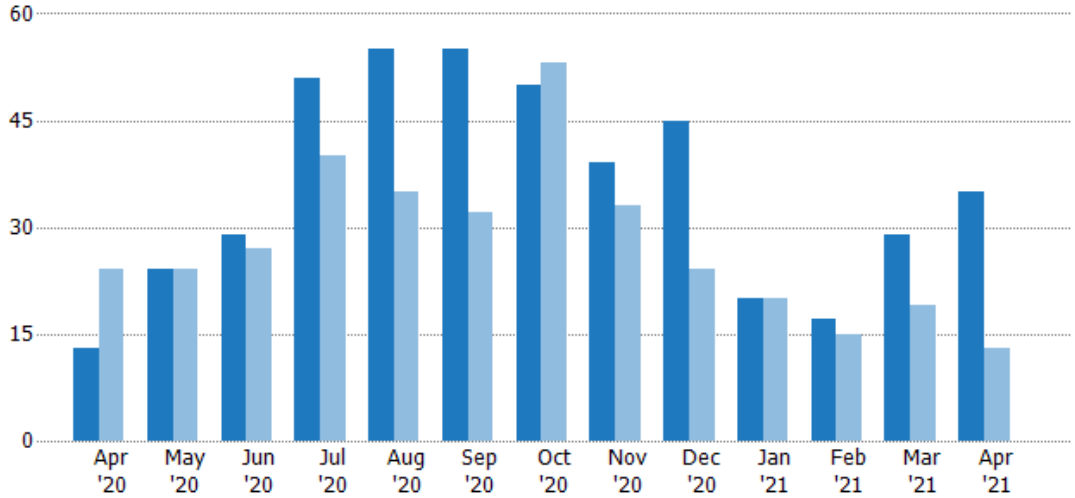
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$8.14M	\$14.2M	\$23.1M	\$24.7M	\$24.2M	\$22.5M	\$19.4M	\$16M	\$10.8M	\$12M	\$15.1M	\$18.1M	\$18.9M
Prior Year	\$8.41M	\$10.3M	\$11.2M	\$9.97M	\$13.5M	\$16.7M	\$12.3M	\$10.3M	\$7.33M	\$7.96M	\$8.47M	\$8.54M	\$8.14M
Percent Change from Prior Year	-3%	38%	106%	148%	79%	34%	58%	56%	47%	51%	79%	111%	133%

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



Month/Year	Count	% Chg.
Apr '21	35	169.2%
Apr '20	13	-45.8%
Apr '19	24	25%

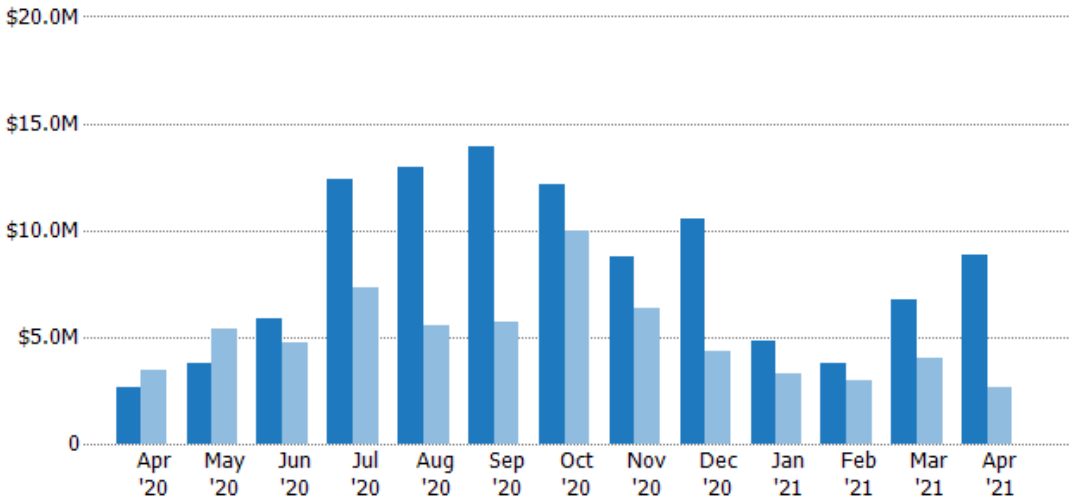
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	13	24	29	51	55	55	50	39	45	20	17	29	35
Prior Year	24	24	27	40	35	32	53	33	24	20	15	19	13
Percent Change from Prior Year	-46%	0%	7%	28%	57%	72%	-6%	18%	88%	0%	13%	53%	169%

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



Month/Year	Volume	% Chg.
Apr '21	\$8.88M	233.9%
Apr '20	\$2.66M	-22.9%
Apr '19	\$3.45M	65%

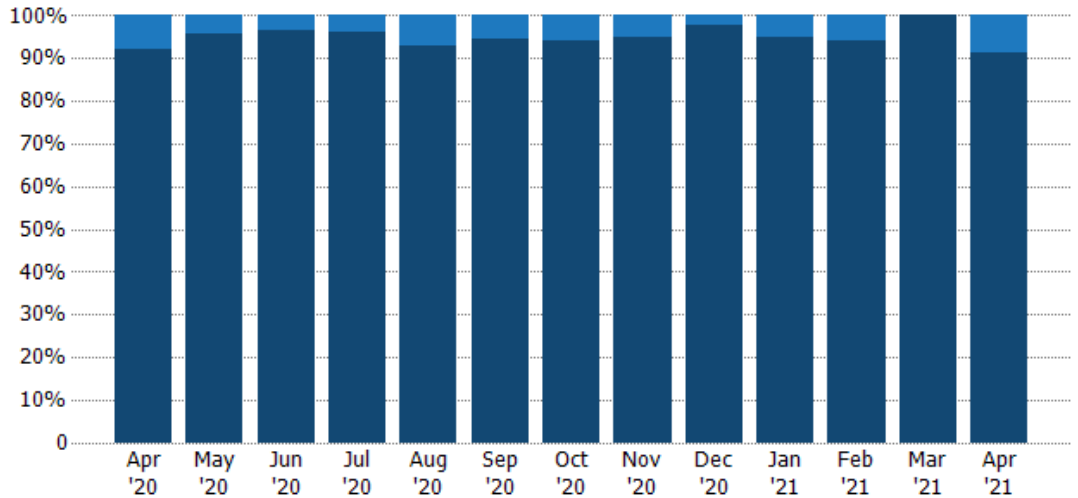
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$2.66M	\$3.77M	\$5.85M	\$12.4M	\$12.9M	\$14M	\$12.1M	\$8.76M	\$10.5M	\$4.83M	\$3.77M	\$6.75M	\$8.88M
Prior Year	\$3.45M	\$5.39M	\$4.76M	\$7.31M	\$5.57M	\$5.67M	\$9.95M	\$6.37M	\$4.33M	\$3.29M	\$2.97M	\$4.03M	\$2.66M
Percent Change from Prior Year	-23%	-30%	23%	70%	132%	146%	22%	37%	143%	47%	27%	68%	234%

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



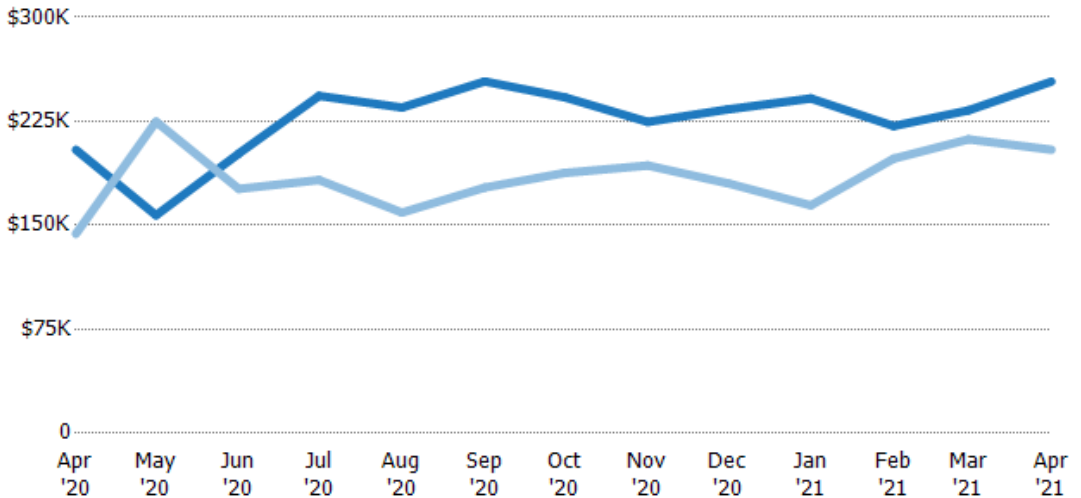
Condo/Townhouse	8%	4%	3%	4%	7%	5%	6%	5%	2%	5%	6%	-	9%
Single Family Residence	92%	96%	97%	96%	93%	95%	94%	95%	98%	95%	94%	100%	91%

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	\$204K	\$157K	\$202K	\$243K	\$235K	\$254K	\$242K	\$225K	\$234K	\$241K	\$222K	\$233K	\$254K
Prior Year	\$144K	\$225K	\$176K	\$183K	\$159K	\$177K	\$188K	\$193K	\$180K	\$164K	\$198K	\$212K	\$204K
Percent Change from Prior Year	42%	-30%	15%	33%	48%	43%	29%	16%	30%	47%	12%	10%	24%

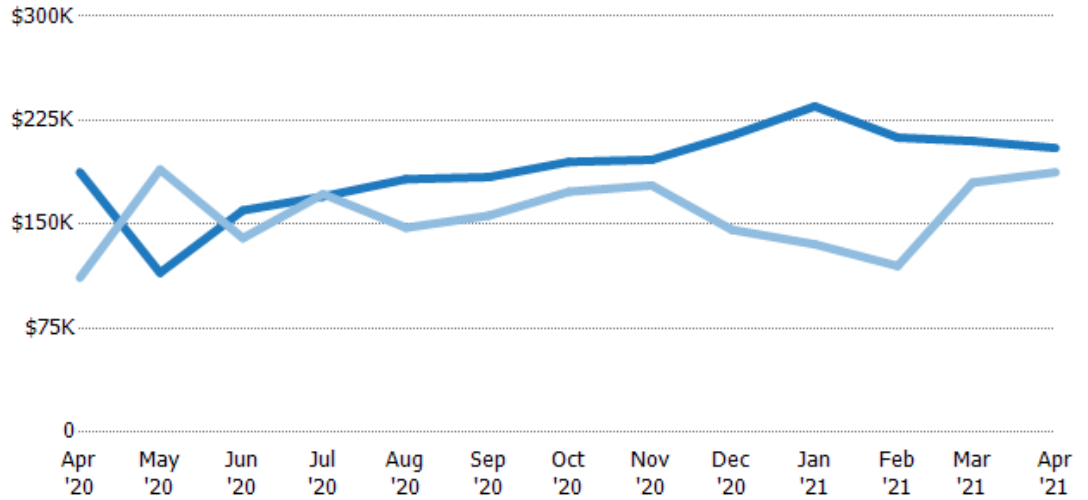
Median Sales Price

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.
Apr '21	\$205K	9.3%
Apr '20	\$188K	68.2%
Apr '19	\$111K	56.6%



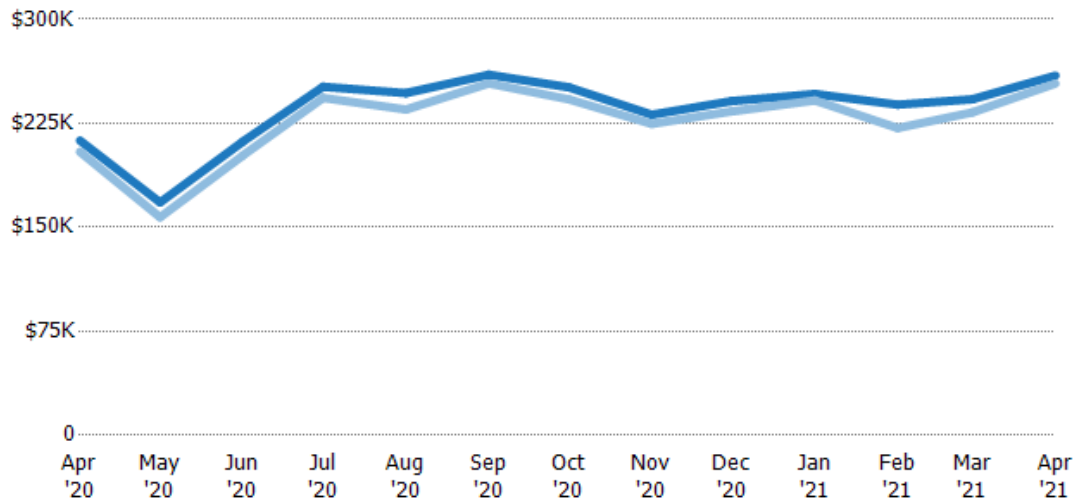
Current Year	\$188K	\$115K	\$160K	\$170K	\$183K	\$184K	\$195K	\$197K	\$214K	\$235K	\$213K	\$210K	\$205K
Prior Year	\$111K	\$190K	\$140K	\$172K	\$148K	\$156K	\$174K	\$178K	\$146K	\$136K	\$120K	\$180K	\$188K
Percent Change from Prior Year	68%	-39%	14%	-1%	24%	18%	12%	10%	47%	73%	77%	17%	9%

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



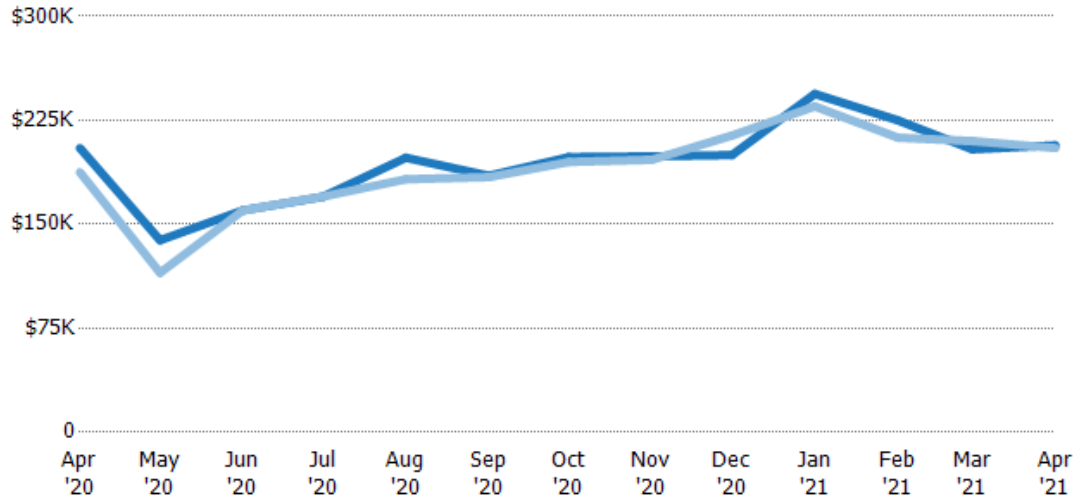
Avg List Price	\$213K	\$168K	\$212K	\$251K	\$247K	\$260K	\$251K	\$231K	\$241K	\$246K	\$238K	\$242K	\$259K
Avg Sales Price	\$204K	\$157K	\$202K	\$243K	\$235K	\$254K	\$242K	\$225K	\$234K	\$241K	\$222K	\$233K	\$254K
Avg Sales Price as a % of Avg List Price	96%	94%	95%	97%	95%	98%	97%	97%	97%	98%	93%	96%	98%

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



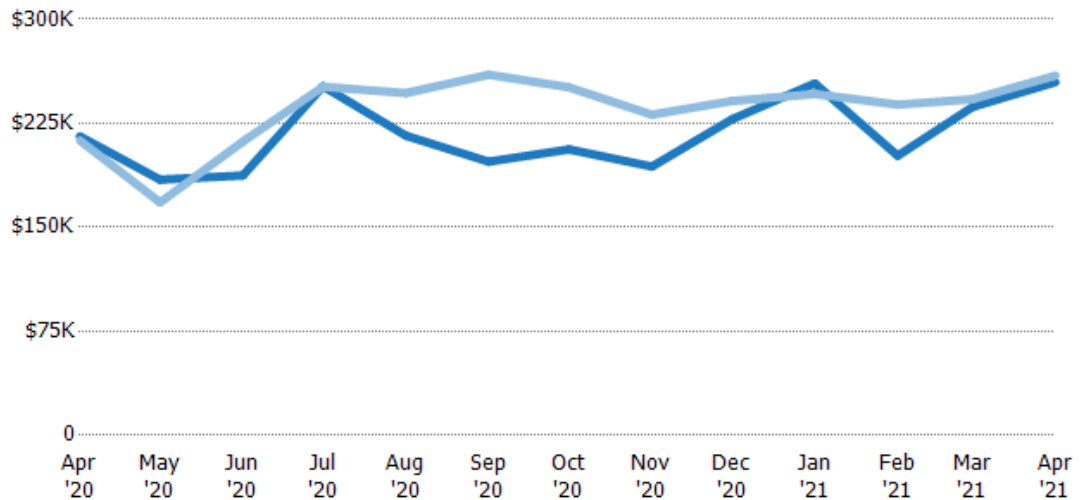
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$205K	\$139K	\$160K	\$170K	\$198K	\$185K	\$198K	\$199K	\$200K	\$244K	\$225K	\$204K	\$207K
Median Sales Price	\$188K	\$115K	\$160K	\$170K	\$183K	\$184K	\$195K	\$197K	\$214K	\$235K	\$213K	\$210K	\$205K
Med Sales Price as a % of Med List Price	91%	83%	100%	100%	92%	99%	98%	99%	107%	96%	94%	103%	99%

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



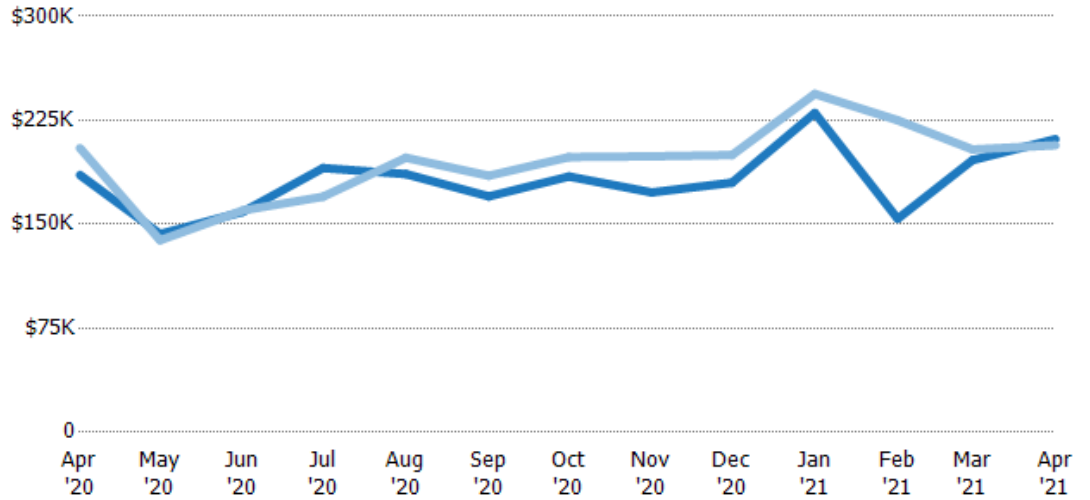
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$216K	\$184K	\$187K	\$252K	\$216K	\$197K	\$206K	\$194K	\$228K	\$254K	\$202K	\$237K	\$255K
Avg Sales Price	\$213K	\$168K	\$212K	\$251K	\$247K	\$260K	\$251K	\$231K	\$241K	\$246K	\$238K	\$242K	\$259K
Avg Sales Price as a % of Avg Est Value	99%	91%	113%	100%	114%	132%	122%	119%	106%	97%	118%	102%	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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	\$186K	\$143K	\$159K	\$191K	\$186K	\$170K	\$184K	\$173K	\$180K	\$230K	\$154K	\$196K	\$211K
Median Sales Price	\$205K	\$139K	\$160K	\$170K	\$198K	\$185K	\$198K	\$199K	\$200K	\$244K	\$225K	\$204K	\$207K
Med Sales Price as a % of Med Est Value	110%	97%	101%	89%	106%	109%	108%	115%	111%	106%	146%	104%	98%