

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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	55	40	+37.5%	185	133	+39.1%
New Listing Volume	\$16,954,950	\$10,388,200	+63.2%	\$56,892,600	\$29,023,200	+96%
Active Listing Count	37	195	-81%	N/A	N/A	
Active Listing Volume	\$15,312,500	\$53,882,858	-71.6%	N/A	N/A	
Average Listing Price	\$413,851	\$276,322	+49.8%	\$393,271	\$267,426	+47.1%
Median Listing Price	\$225,000	\$199,900	+12.6%	\$213,066	\$194,774	+9.4%
Median Days in RPR	25	229	-89.1%	83.41	228.09	-63.4%
Months of Inventory	1.1	15	-93%	4.1	12.2	-66.2%
Absorption Rate	94.59%	6.67%	+87.9%	24.33%	8.21%	+16.1%
Sales Activity Charts Metrics						
New Pending Sales Count	60	51	+17.6%	218	154	+41.6%
New Pending Sales Volume	\$16,279,450	\$10,560,600	+54.2%	\$56,539,500	\$30,326,515	+86.4%
Pending Sales Count	25	68	-63.2%	N/A	N/A	
Pending Sales Volume	\$5,714,200	\$14,202,850	-59.8%	N/A	N/A	
Closed Sales Count	30	24	+25%	131	91	+44%
Closed Sales Volume	\$7,356,778	\$3,773,800	+94.9%	\$31,582,977	\$16,718,665	+88.9%
Average Sales Price	\$245,226	\$157,242	+56%	\$241,091	\$183,722	+31.2%
Median Sales Price	\$207,500	\$115,000	+80.4%	\$212,233	\$144,250	+47.1%

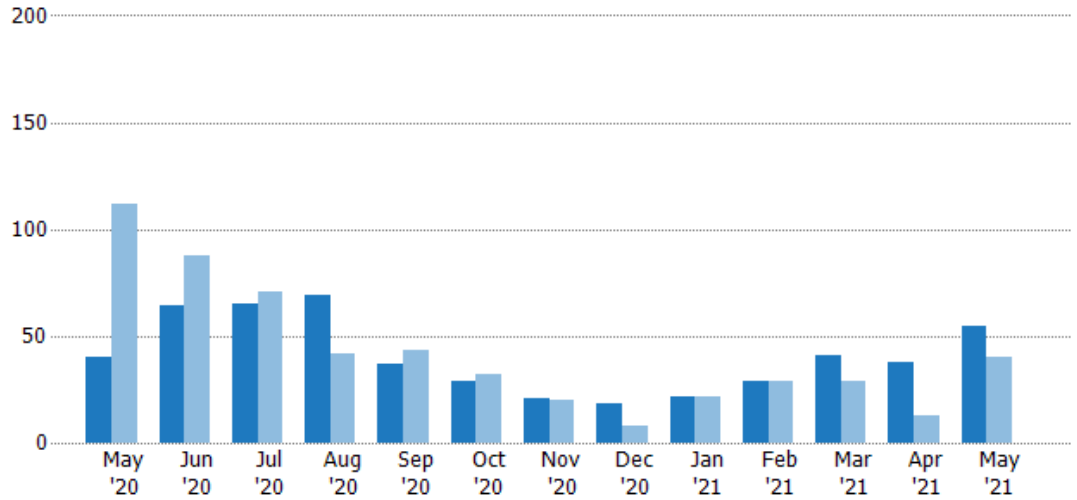
New Listings

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.
May '21	55	37.5%
May '20	40	-64.3%
May '19	112	-11.6%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	40	64	65	69	37	29	21	18	22	29	41	38	55
Prior Year	112	88	71	42	43	32	20	8	22	29	29	13	40
Percent Change from Prior Year	-64%	-27%	-8%	64%	-14%	-9%	5%	125%	0%	0%	41%	192%	38%

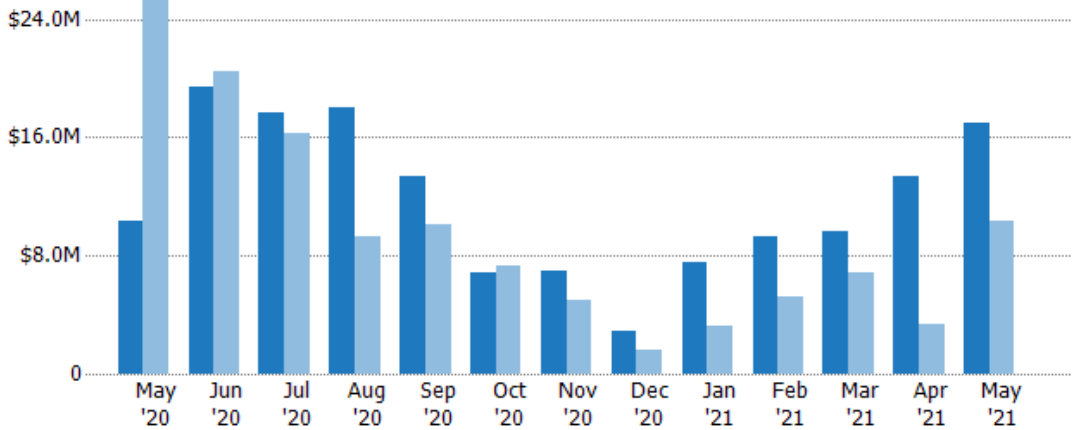
New Listing Volume

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.
May '21	\$17M	63.2%
May '20	\$10.4M	-59.1%
May '19	\$25.4M	-15.5%



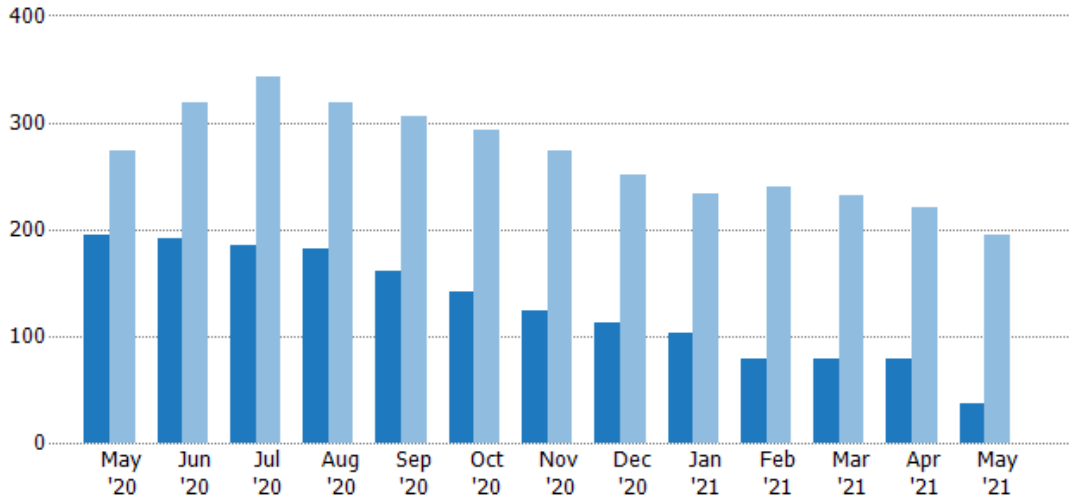
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$10.4M	\$19.4M	\$17.6M	\$18M	\$13.3M	\$6.85M	\$7.02M	\$2.89M	\$7.6M	\$9.34M	\$9.68M	\$13.3M	\$17M
Prior Year	\$25.4M	\$20.4M	\$16.3M	\$9.28M	\$10.1M	\$7.27M	\$4.97M	\$1.57M	\$3.28M	\$5.18M	\$6.82M	\$3.36M	\$10.4M
Percent Change from Prior Year	-59%	-5%	8%	94%	33%	-6%	41%	84%	132%	80%	42%	296%	63%

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



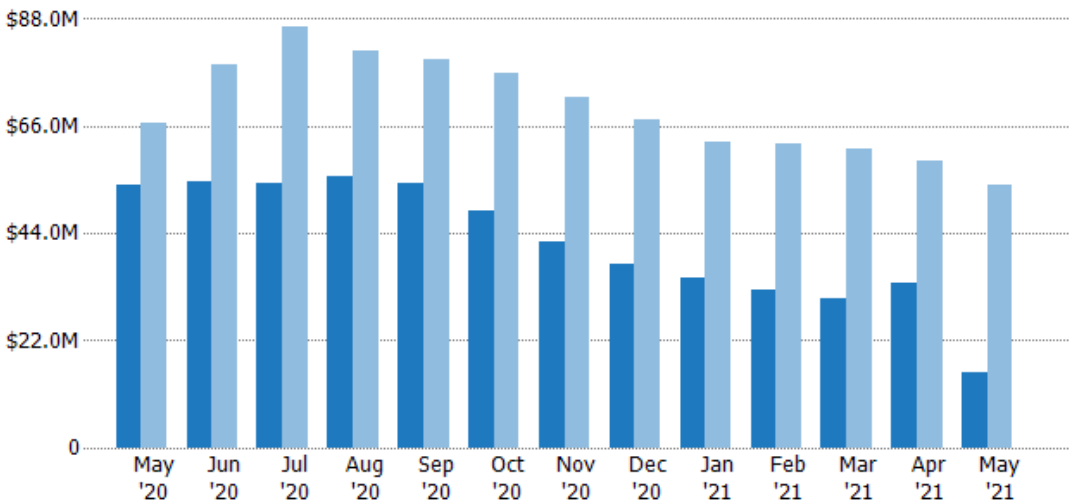
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	195	192	185	181	160	141	123	113	102	78	78	79	37
Prior Year	273	319	342	319	305	292	274	251	233	239	232	221	195
Percent Change from Prior Year	-29%	-40%	-46%	-43%	-48%	-52%	-55%	-55%	-56%	-67%	-66%	-64%	-81%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$53.9M	\$54.8M	\$54.2M	\$55.6M	\$54.2M	\$48.5M	\$42.3M	\$37.8M	\$34.8M	\$32.5M	\$30.7M	\$33.7M	\$15.3M
Prior Year	\$66.7M	\$78.6M	\$86.4M	\$81.4M	\$79.7M	\$76.8M	\$72.1M	\$67.3M	\$62.6M	\$62.6M	\$61.5M	\$59M	\$53.9M
Percent Change from Prior Year	-19%	-30%	-37%	-32%	-32%	-37%	-41%	-44%	-44%	-48%	-50%	-43%	-72%

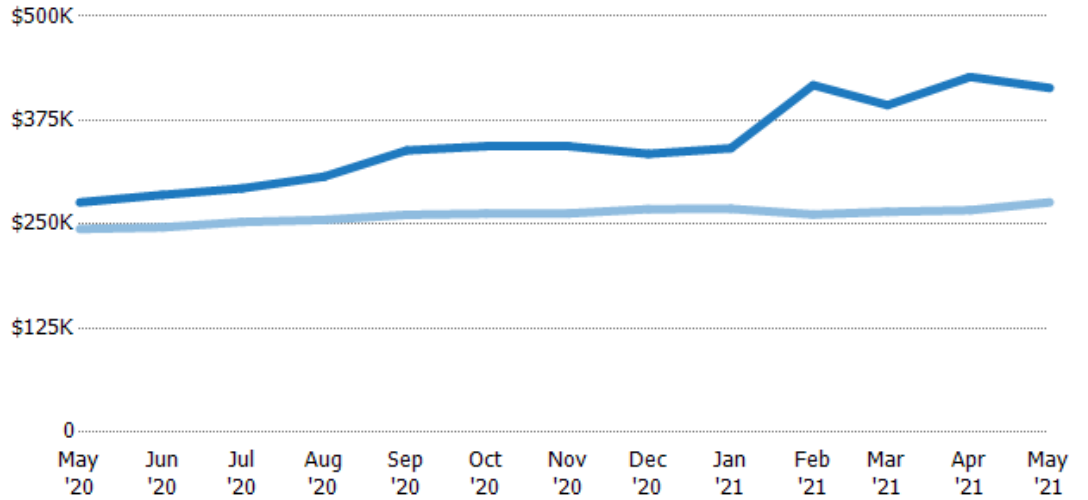
Average Listing Price

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.
May '21	\$414K	49.8%
May '20	\$276K	13.1%
May '19	\$244K	6.3%



Current Year	\$276K	\$285K	\$293K	\$307K	\$339K	\$344K	\$344K	\$335K	\$341K	\$417K	\$393K	\$427K	\$414K
Prior Year	\$244K	\$246K	\$253K	\$255K	\$261K	\$263K	\$263K	\$268K	\$269K	\$262K	\$265K	\$267K	\$276K
Percent Change from Prior Year	13%	16%	16%	20%	30%	31%	31%	25%	27%	59%	48%	60%	50%

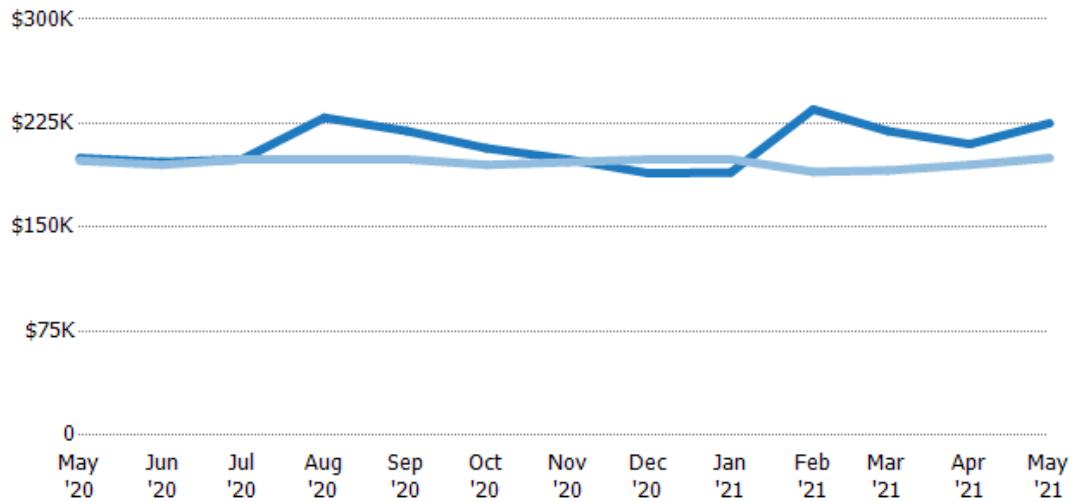
Median Listing Price

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.
May '21	\$225K	12.6%
May '20	\$200K	1%
May '19	\$198K	-6.6%



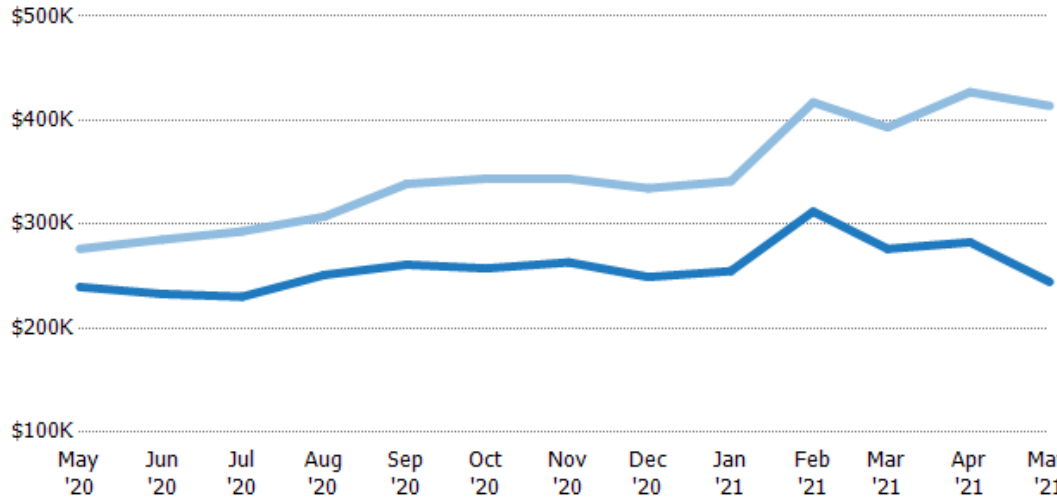
Current Year	\$200K	\$197K	\$199K	\$229K	\$219K	\$207K	\$199K	\$189K	\$189K	\$235K	\$219K	\$210K	\$225K
Prior Year	\$198K	\$195K	\$199K	\$199K	\$199K	\$195K	\$197K	\$199K	\$199K	\$190K	\$191K	\$195K	\$200K
Percent Change from Prior Year	1%	1%	0%	15%	10%	6%	1%	-5%	-5%	24%	15%	8%	13%

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



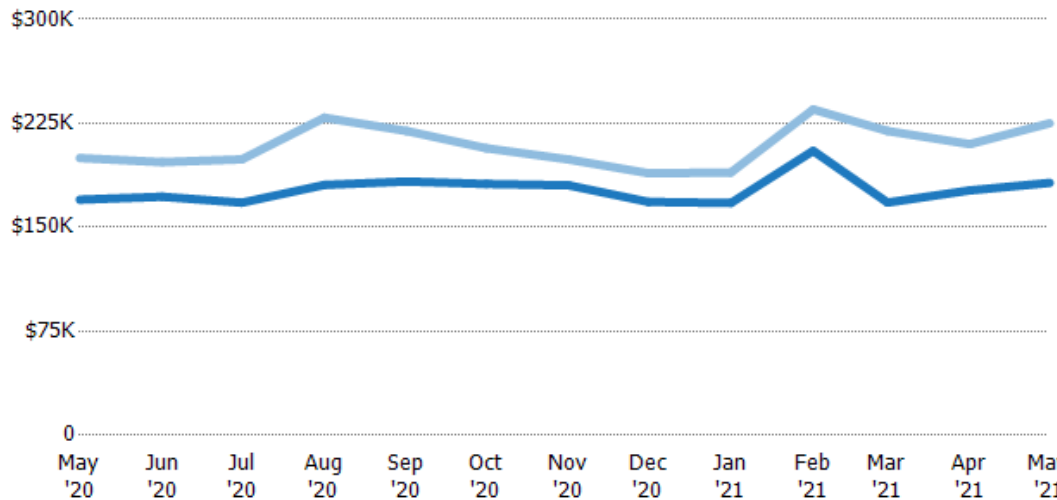
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$240K	\$233K	\$230K	\$251K	\$261K	\$258K	\$263K	\$249K	\$255K	\$312K	\$276K	\$283K	\$245K
Avg Listing Price	\$276K	\$285K	\$293K	\$307K	\$339K	\$344K	\$344K	\$335K	\$341K	\$417K	\$393K	\$427K	\$414K
Avg Listing Price as a % of Avg Est Value	115%	122%	127%	122%	130%	133%	131%	134%	134%	134%	142%	151%	169%

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



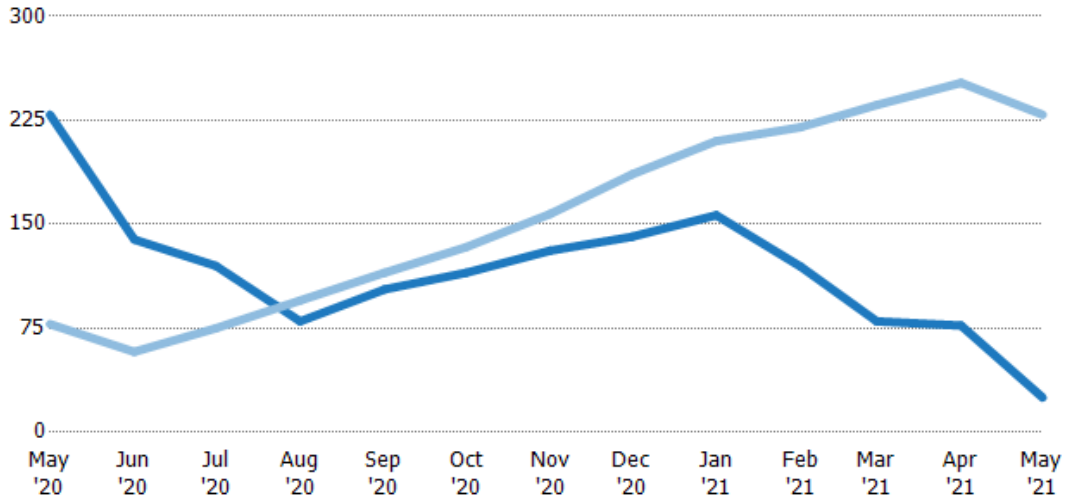
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$170K	\$172K	\$168K	\$181K	\$183K	\$181K	\$180K	\$168K	\$167K	\$205K	\$168K	\$177K	\$182K
Median Listing Price	\$200K	\$197K	\$199K	\$229K	\$219K	\$207K	\$199K	\$189K	\$189K	\$235K	\$219K	\$210K	\$225K
Med Listing Price as a % of Med Est Value	118%	115%	119%	127%	120%	114%	110%	112%	113%	115%	131%	119%	124%

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



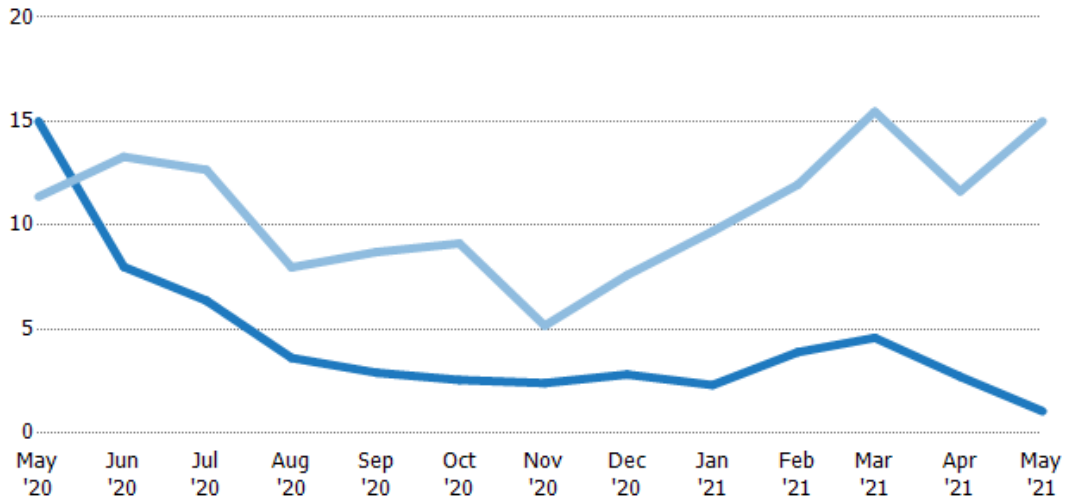
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	229	139	120	80	103	115	131	141	157	120	80	77	25
Prior Year	78	58	75	95	115	134	158	186	210	220	236	252	229
Percent Change from Prior Year	194%	140%	60%	-16%	-10%	-14%	-17%	-24%	-25%	-46%	-66%	-69%	-89%

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



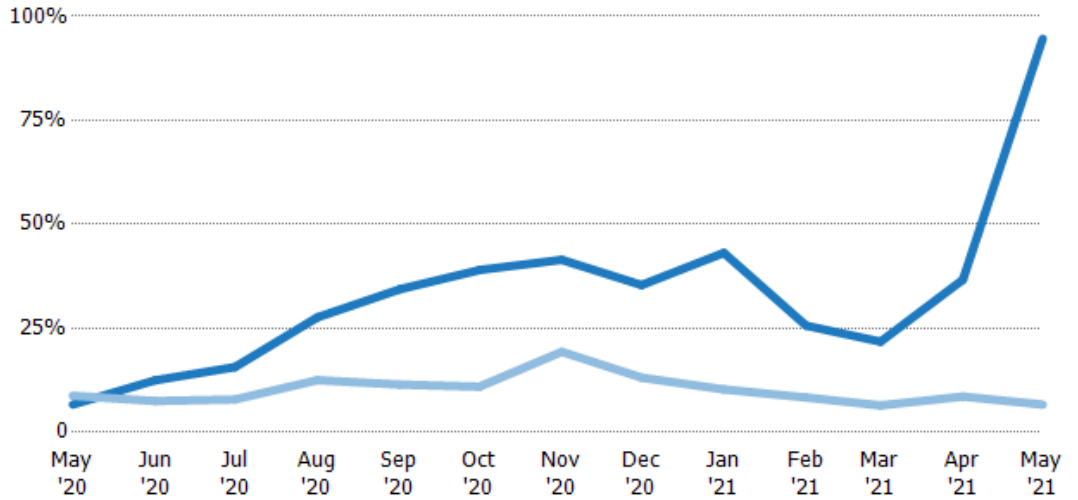
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	15	8	6.38	3.62	2.91	2.56	2.41	2.83	2.32	3.9	4.59	2.72	1.06
Prior Year	11.4	13.3	12.7	7.98	8.71	9.13	5.17	7.61	9.71	12	15.5	11.6	15
Percent Change from Prior Year	32%	-40%	-50%	-55%	-67%	-72%	-53%	-63%	-76%	-67%	-70%	-77%	-93%

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.
May '21	95%	-87.9%
May '20	7%	2.1%
May '19	9%	18.2%

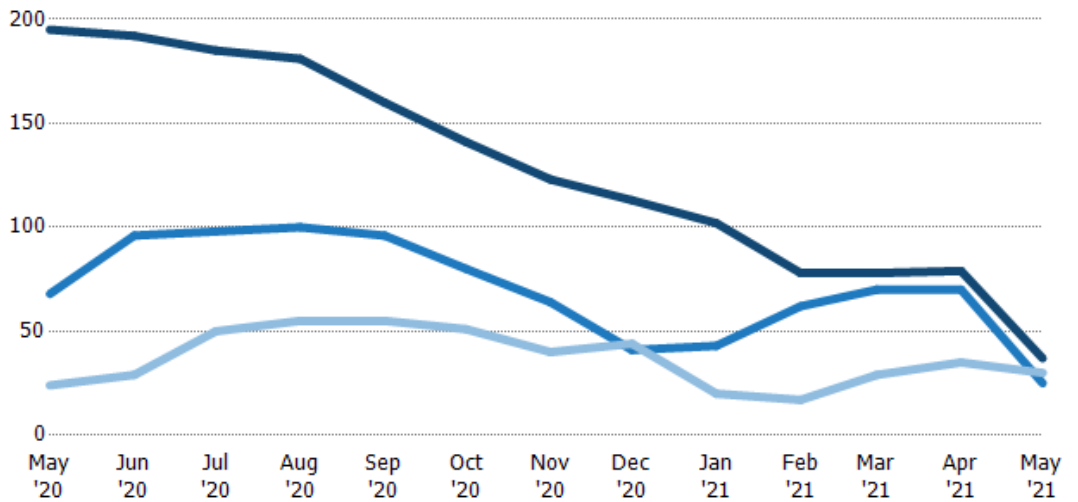
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	7%	13%	16%	28%	34%	39%	41%	35%	43%	26%	22%	37%	95%
Prior Year	9%	8%	8%	13%	11%	11%	19%	13%	10%	8%	6%	9%	7%
Change from Prior Year	2%	-5%	-8%	-15%	-23%	-28%	-22%	-22%	-33%	-17%	-15%	-28%	-88%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	195	192	185	181	160	141	123	113	102	78	78	79	37
Pending	68	96	98	100	96	80	64	41	43	62	70	70	25
Sold	24	29	50	55	55	51	40	44	20	17	29	35	30

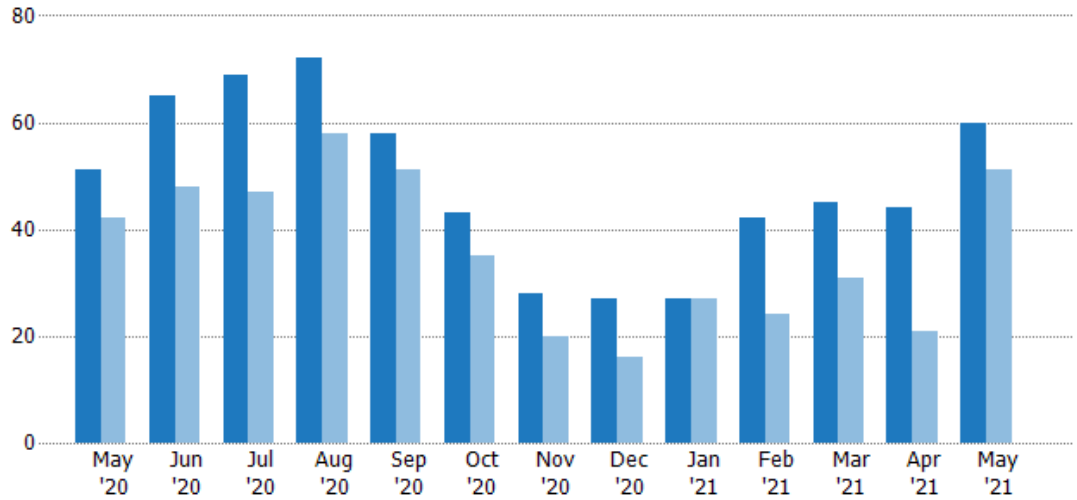
New Pending Sales

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.
May '21	60	17.6%
May '20	51	21.4%
May '19	42	-26.2%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	51	65	69	72	58	43	28	27	27	42	45	44	60
Prior Year	42	48	47	58	51	35	20	16	27	24	31	21	51
Percent Change from Prior Year	21%	35%	47%	24%	14%	23%	40%	69%	0%	75%	45%	110%	18%

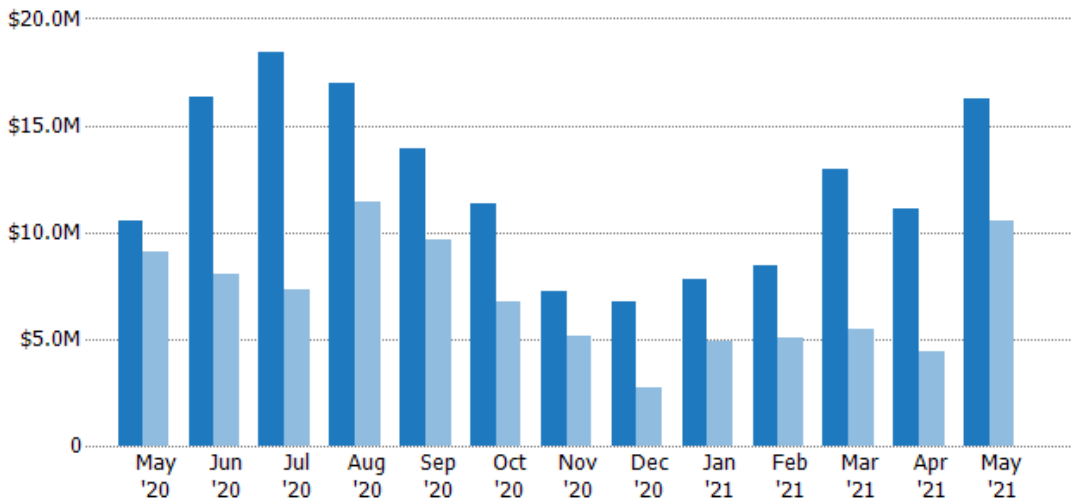
New Pending Sales Volume

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.
May '21	\$16.3M	54.2%
May '20	\$10.6M	16.5%
May '19	\$9.07M	-37.2%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$10.6M	\$16.3M	\$18.4M	\$17M	\$13.9M	\$11.3M	\$7.22M	\$6.72M	\$7.76M	\$8.48M	\$12.9M	\$11.1M	\$16.3M
Prior Year	\$9.07M	\$8.04M	\$7.29M	\$11.4M	\$9.68M	\$6.71M	\$5.16M	\$2.75M	\$4.9M	\$5.06M	\$5.43M	\$4.38M	\$10.6M
Percent Change from Prior Year	16%	103%	153%	48%	44%	68%	40%	144%	58%	67%	139%	153%	54%

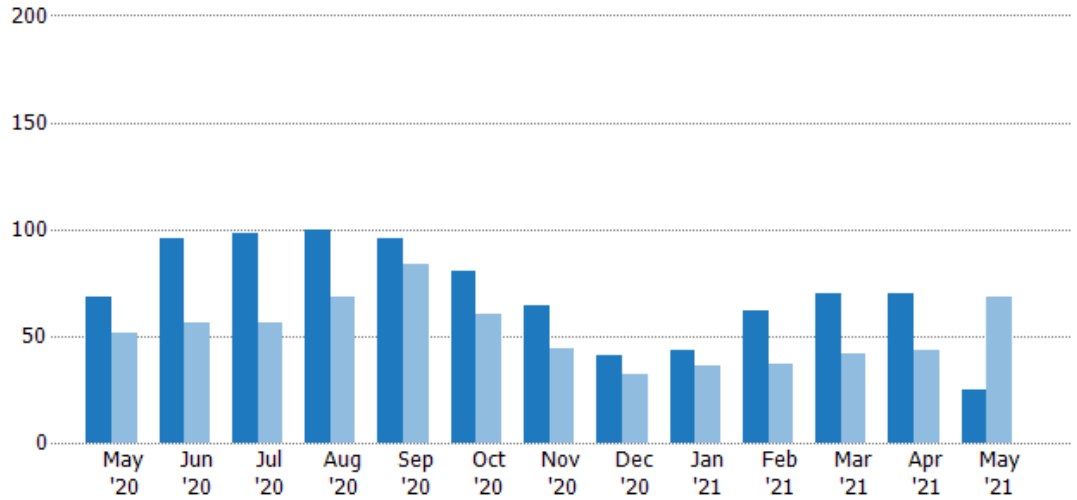
Pending Sales

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.
May '21	25	-63.2%
May '20	68	33.3%
May '19	51	-9.8%



Current Year	68	96	98	100	96	80	64	41	43	62	70	70	25
Prior Year	51	56	56	68	84	60	44	32	36	37	42	43	68
Percent Change from Prior Year	33%	71%	75%	47%	14%	33%	45%	28%	19%	68%	67%	63%	-63%

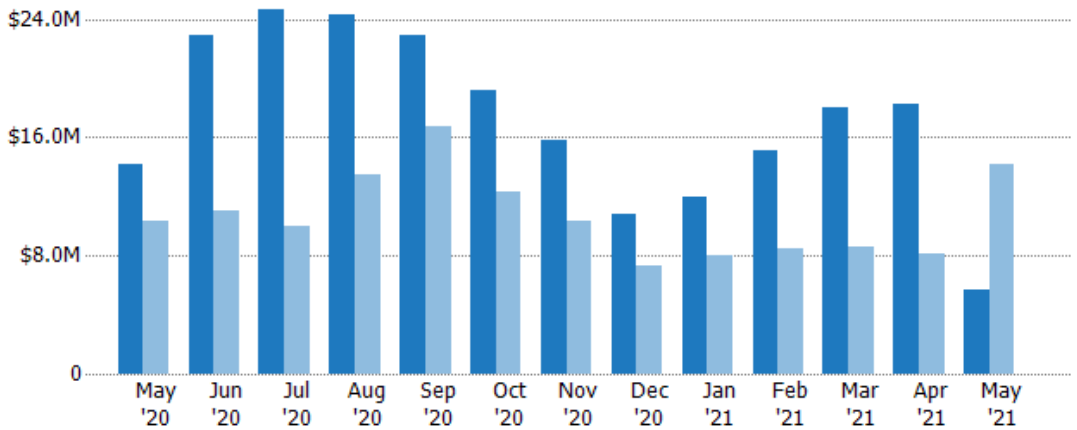
Pending Sales Volume

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.
May '21	\$5.71M	-59.8%
May '20	\$14.2M	37.8%
May '19	\$10.3M	-6%



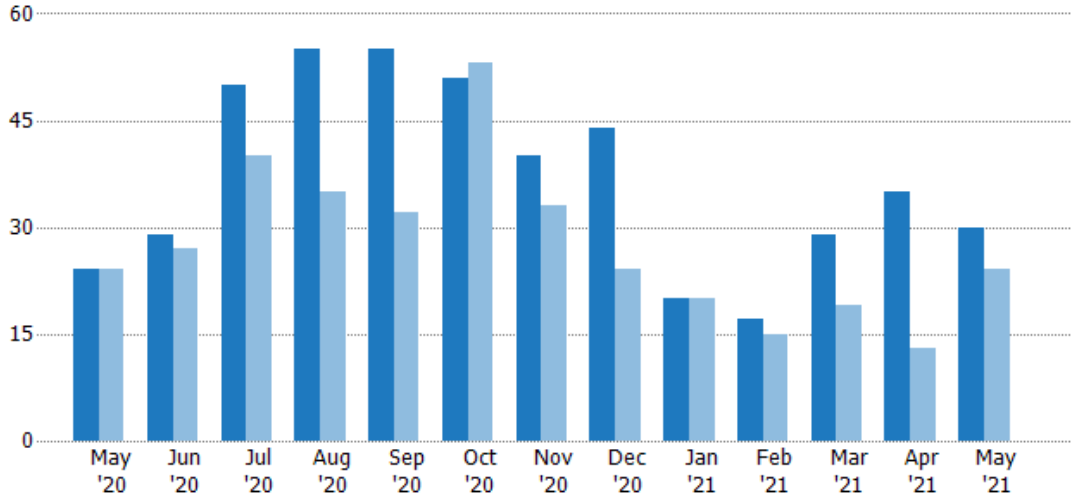
Current Year	\$14.2M	\$22.9M	\$24.7M	\$24.3M	\$22.9M	\$19.2M	\$15.8M	\$10.8M	\$12M	\$15.1M	\$18.1M	\$18.3M	\$5.71M
Prior Year	\$10.3M	\$11M	\$9.97M	\$13.5M	\$16.7M	\$12.3M	\$10.3M	\$7.33M	\$7.96M	\$8.47M	\$8.54M	\$8.14M	\$14.2M
Percent Change from Prior Year	38%	108%	148%	80%	37%	56%	53%	48%	51%	79%	111%	124%	-60%

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



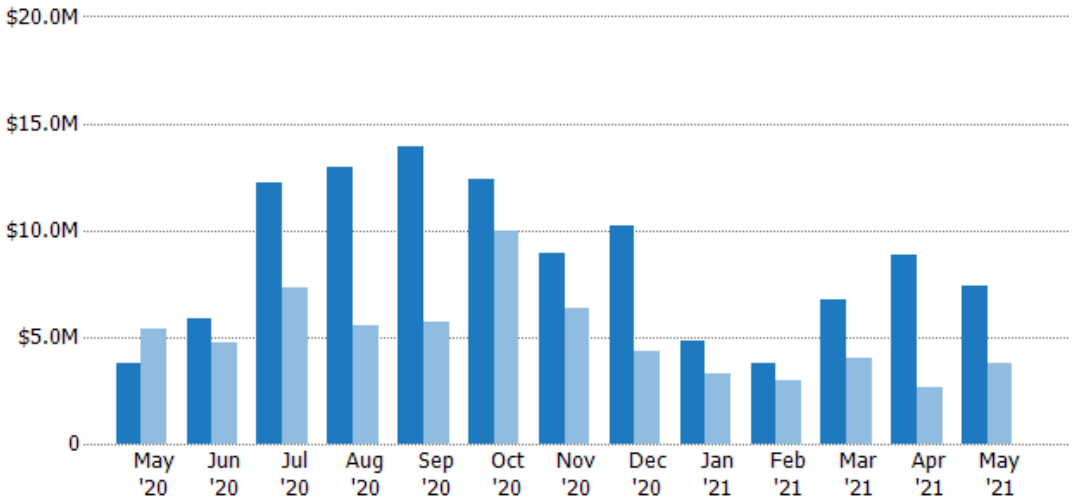
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	24	29	50	55	55	51	40	44	20	17	29	35	30
Prior Year	24	27	40	35	32	53	33	24	20	15	19	13	24
Percent Change from Prior Year	0%	7%	25%	57%	72%	-4%	21%	83%	0%	13%	53%	169%	25%

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



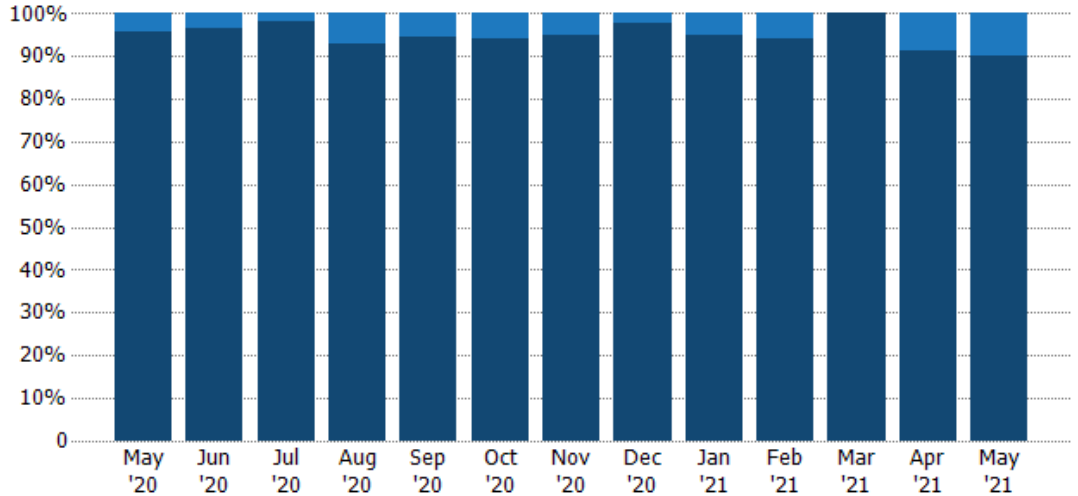
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$3.77M	\$5.85M	\$12.2M	\$12.9M	\$14M	\$12.4M	\$8.89M	\$10.2M	\$4.83M	\$3.77M	\$6.75M	\$8.88M	\$7.36M
Prior Year	\$5.39M	\$4.76M	\$7.31M	\$5.57M	\$5.67M	\$9.95M	\$6.37M	\$4.33M	\$3.29M	\$2.97M	\$4.03M	\$2.66M	\$3.77M
Percent Change from Prior Year	-30%	23%	68%	132%	146%	25%	40%	136%	47%	27%	68%	234%	95%

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



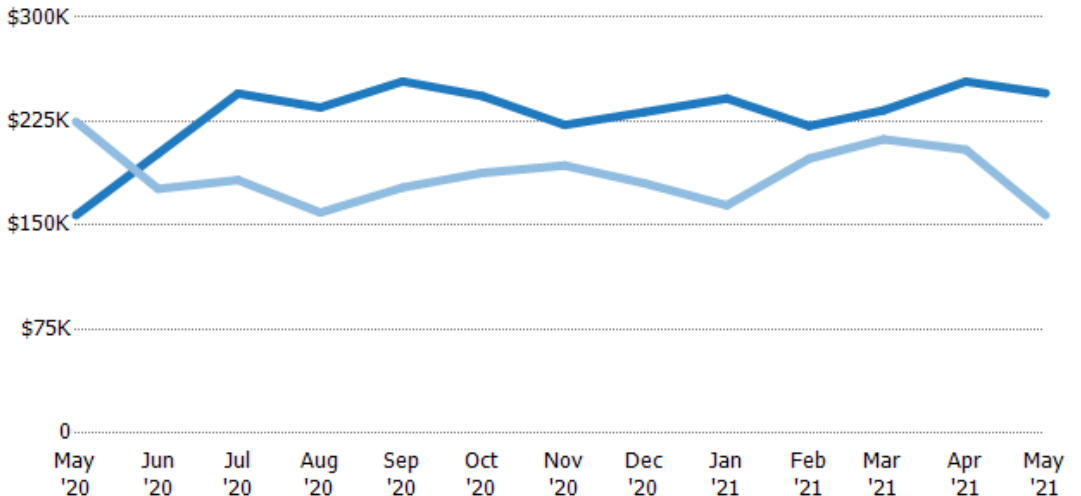
Condo/Townhouse	4%	3%	2%	7%	5%	6%	5%	2%	5%	6%	-	9%	10%
Single Family Residence	96%	97%	98%	93%	95%	94%	95%	98%	95%	94%	100%	91%	90%

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	\$157K	\$202K	\$245K	\$235K	\$254K	\$243K	\$222K	\$232K	\$241K	\$222K	\$233K	\$254K	\$245K
Prior Year	\$225K	\$176K	\$183K	\$159K	\$177K	\$188K	\$193K	\$180K	\$164K	\$198K	\$212K	\$204K	\$157K
Percent Change from Prior Year	-30%	15%	34%	48%	43%	30%	15%	28%	47%	12%	10%	24%	56%

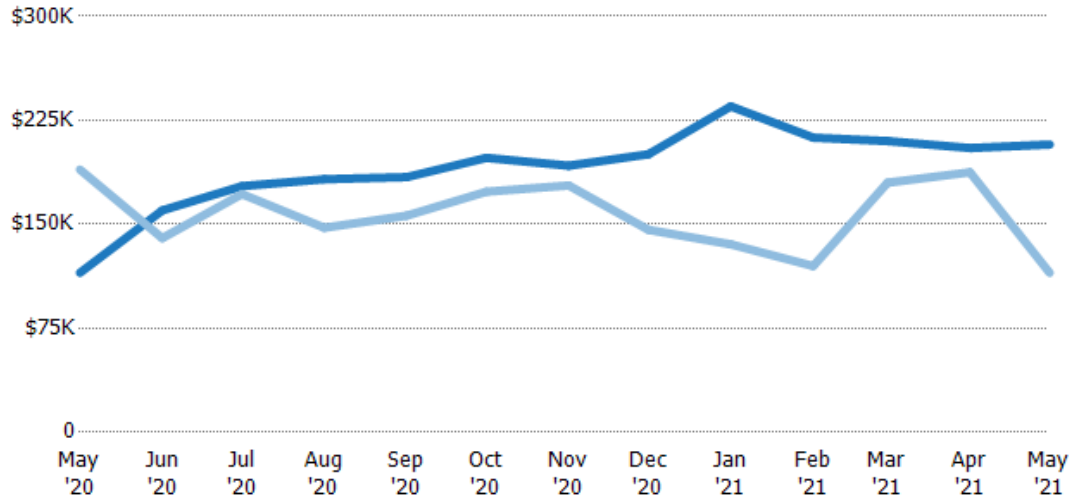
Median Sales Price

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.
May '21	\$208K	80.4%
May '20	\$115K	-39.3%
May '19	\$190K	-25.4%



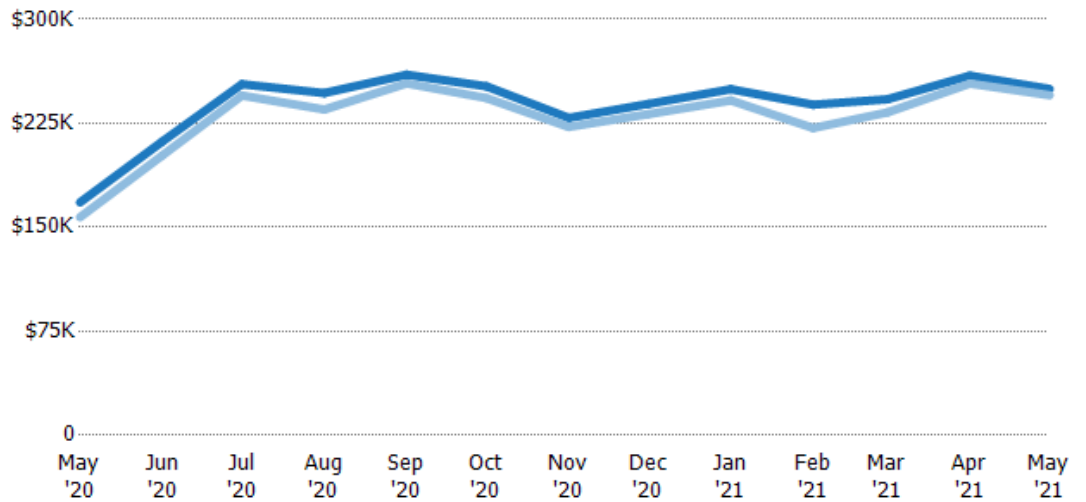
Current Year	\$115K	\$160K	\$178K	\$183K	\$184K	\$198K	\$192K	\$201K	\$235K	\$213K	\$210K	\$205K	\$208K
Prior Year	\$190K	\$140K	\$172K	\$148K	\$156K	\$174K	\$178K	\$146K	\$136K	\$120K	\$180K	\$188K	\$115K
Percent Change from Prior Year	-39%	14%	3%	24%	18%	14%	8%	37%	73%	77%	17%	9%	80%

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



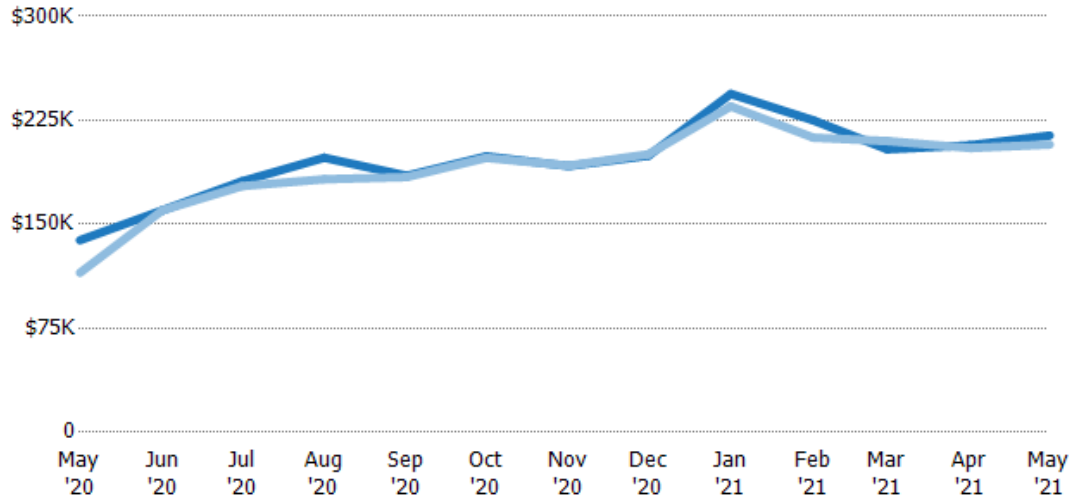
Avg List Price	\$168K	\$212K	\$253K	\$247K	\$260K	\$252K	\$229K	\$239K	\$250K	\$238K	\$242K	\$259K	\$250K
Avg Sales Price	\$157K	\$202K	\$245K	\$235K	\$254K	\$243K	\$222K	\$232K	\$241K	\$222K	\$233K	\$254K	\$245K
Avg Sales Price as a % of Avg List Price	94%	95%	97%	95%	98%	97%	97%	97%	97%	93%	96%	98%	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



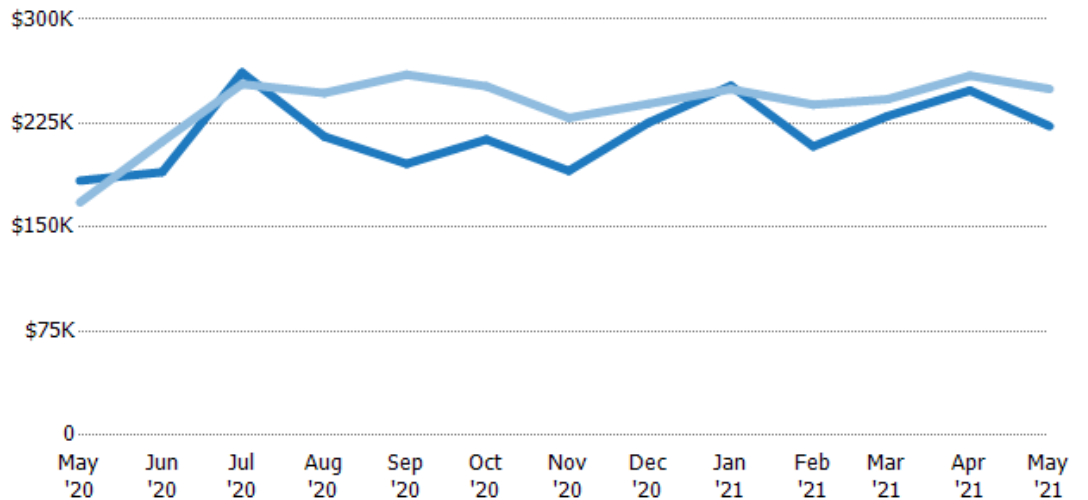
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$139K	\$160K	\$181K	\$198K	\$185K	\$199K	\$192K	\$199K	\$244K	\$225K	\$204K	\$207K	\$214K
Median Sales Price	\$115K	\$160K	\$178K	\$183K	\$184K	\$198K	\$192K	\$201K	\$235K	\$213K	\$210K	\$205K	\$208K
Med Sales Price as a % of Med List Price	83%	100%	98%	92%	99%	99%	100%	101%	96%	94%	103%	99%	97%

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



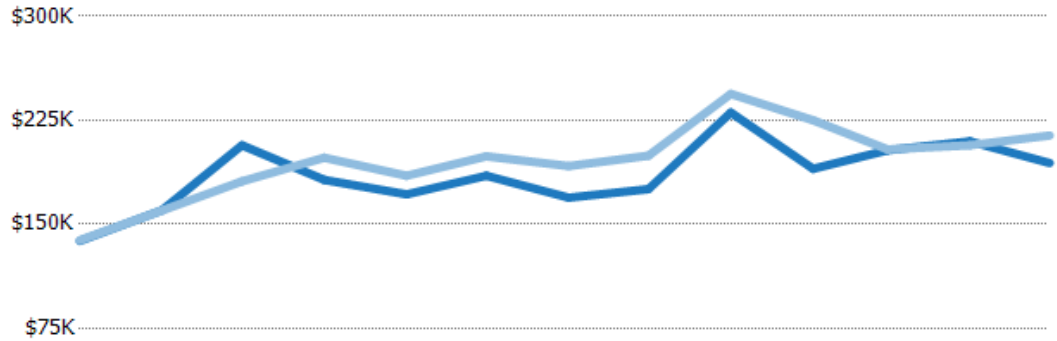
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$184K	\$190K	\$262K	\$215K	\$196K	\$213K	\$191K	\$225K	\$252K	\$208K	\$230K	\$249K	\$223K
Avg Sales Price	\$168K	\$212K	\$253K	\$247K	\$260K	\$252K	\$229K	\$239K	\$250K	\$238K	\$242K	\$259K	\$250K
Avg Sales Price as a % of Avg Est Value	91%	112%	97%	115%	133%	118%	120%	106%	99%	114%	105%	104%	112%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$138K	\$160K	\$207K	\$182K	\$172K	\$185K	\$169K	\$175K	\$231K	\$190K	\$203K	\$210K	\$194K
Median Sales Price	\$139K	\$160K	\$181K	\$198K	\$185K	\$199K	\$192K	\$199K	\$244K	\$225K	\$204K	\$207K	\$214K
Med Sales Price as a % of Med Est Value	100%	100%	87%	109%	108%	108%	113%	114%	106%	118%	100%	99%	110%