

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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	47	65	-27.7%	232	202	+14.9%
New Listing Volume	\$13,078,100	\$19,067,400	-31.4%	\$69,672,250	\$49,265,850	+41.4%
Active Listing Count	82	196	-58.2%	N/A	N/A	
Active Listing Volume	\$35,557,450	\$55,692,258	-36.2%	N/A	N/A	
Average Listing Price	\$433,627	\$284,144	+52.6%	\$393,176	\$270,512	+45.3%
Median Listing Price	\$269,450	\$199,450	+35.1%	\$220,182	\$196,278	+12.2%
Median Days in RPR	54.5	139	-60.8%	90.45	203.95	-55.7%
Months of Inventory	2.7	8.2	-66.5%	4.3	11	-60.8%
Absorption Rate	36.59%	12.24%	+24.3%	23.12%	9.07%	+14.1%
Sales Activity Charts Metrics						
New Pending Sales Count	44	65	-32.3%	262	218	+20.2%
New Pending Sales Volume	\$10,884,600	\$16,320,350	-33.3%	\$67,424,100	\$46,487,865	+45%
Pending Sales Count	88	98	-10.2%	N/A	N/A	
Pending Sales Volume	\$23,353,800	\$23,223,650	+0.6%	N/A	N/A	
Closed Sales Count	38	29	+31%	169	120	+40.8%
Closed Sales Volume	\$10,161,000	\$5,852,100	+73.6%	\$41,743,977	\$22,570,765	+84.9%
Average Sales Price	\$267,395	\$201,797	+32.5%	\$247,006	\$188,090	+31.3%
Median Sales Price	\$232,750	\$160,000	+45.5%	\$216,846	\$148,056	+46.5%

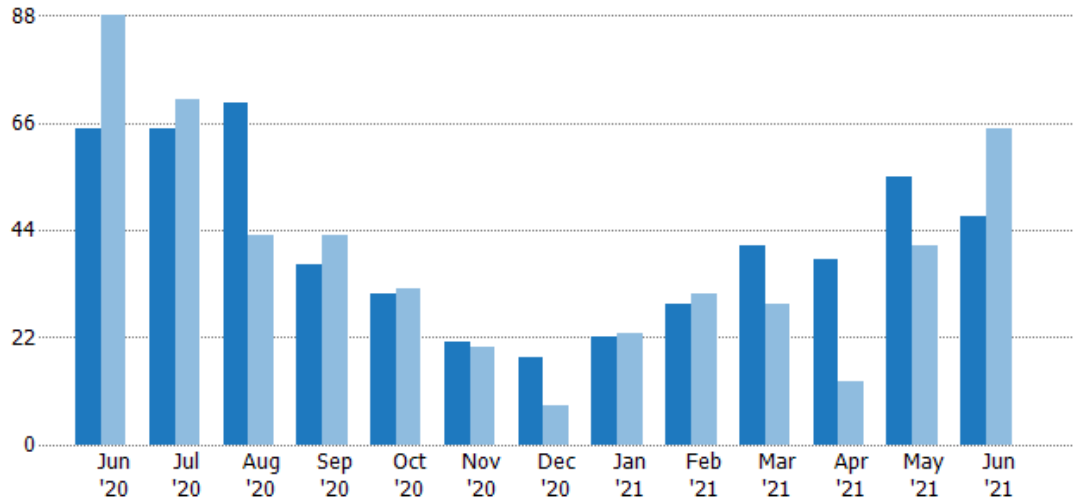
New Listings

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.
Jun '21	47	-27.7%
Jun '20	65	-26.1%
Jun '19	88	-27.3%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	65	65	70	37	31	21	18	22	29	41	38	55	47
Prior Year	88	71	43	43	32	20	8	23	31	29	13	41	65
Percent Change from Prior Year	-26%	-8%	63%	-14%	-3%	5%	125%	-4%	-6%	41%	192%	34%	-28%

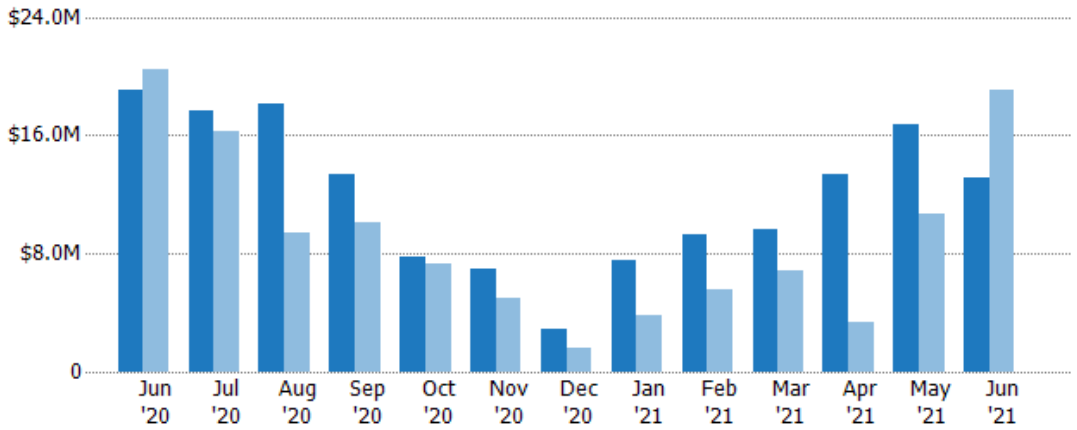
New Listing Volume

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.
Jun '21	\$13.1M	-31.4%
Jun '20	\$19.1M	-6.5%
Jun '19	\$20.4M	-20.5%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$19.1M	\$17.6M	\$18.2M	\$13.3M	\$7.74M	\$7M	\$2.89M	\$7.6M	\$9.34M	\$9.68M	\$13.3M	\$16.7M	\$13.1M
Prior Year	\$20.4M	\$16.3M	\$9.45M	\$10.1M	\$7.27M	\$4.97M	\$1.57M	\$3.77M	\$5.52M	\$6.82M	\$3.36M	\$10.7M	\$19.1M
Percent Change from Prior Year	-7%	8%	92%	33%	7%	41%	84%	102%	69%	42%	296%	55%	-31%

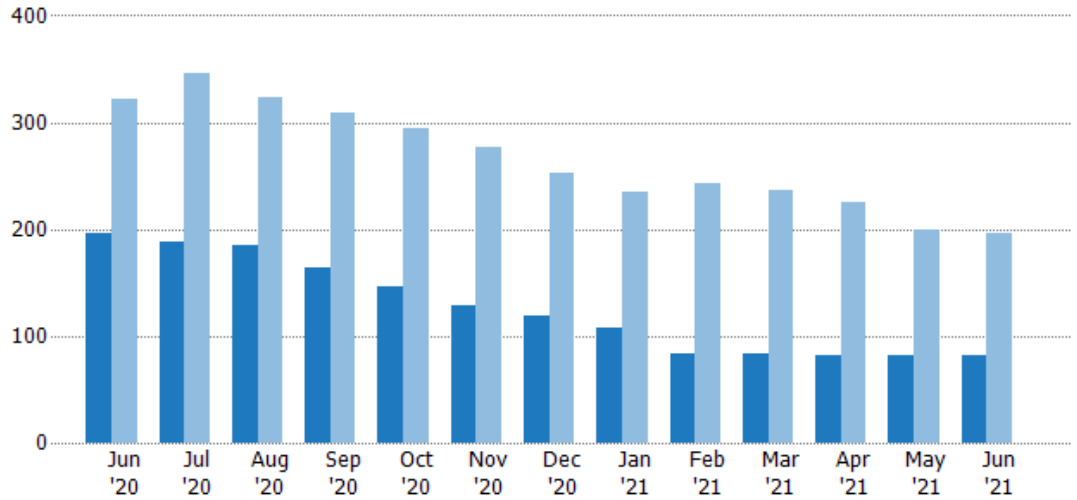
Active Listings

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

Month/Year	Count	% Chg.
Jun '21	82	-58.2%
Jun '20	196	-39.1%
Jun '19	322	-9.3%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	196	188	185	164	146	128	119	107	83	83	82	82	82
Prior Year	322	346	323	309	295	277	252	235	243	236	225	199	196
Percent Change from Prior Year	-39%	-46%	-43%	-47%	-51%	-54%	-53%	-54%	-66%	-65%	-64%	-59%	-58%

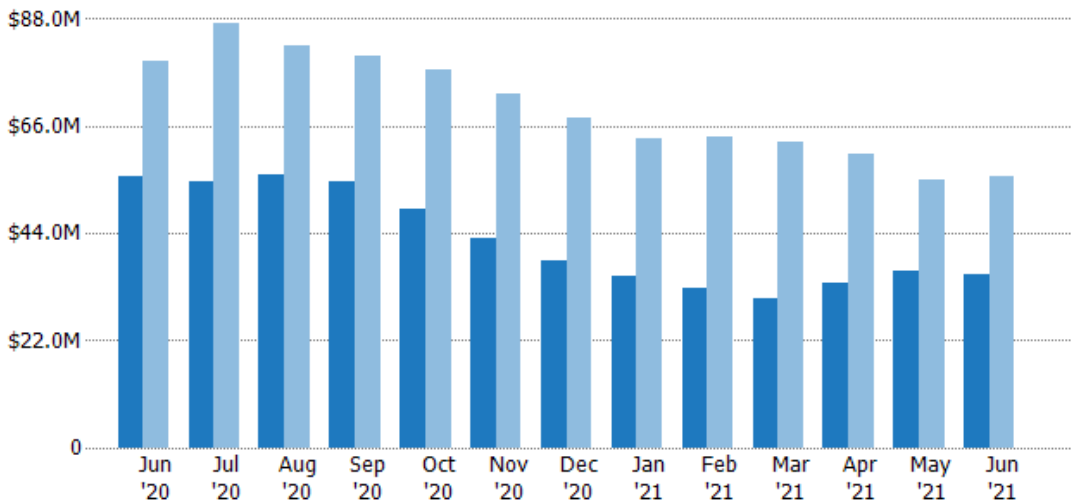
Active Listing Volume

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

Month/Year	Volume	% Chg.
Jun '21	\$35.6M	-36.2%
Jun '20	\$55.7M	-29.8%
Jun '19	\$79.3M	1%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$55.7M	\$54.5M	\$56.1M	\$54.6M	\$49.1M	\$42.9M	\$38.5M	\$35.1M	\$32.8M	\$30.7M	\$33.7M	\$36.2M	\$35.6M
Prior Year	\$79.3M	\$87.2M	\$82.4M	\$80.5M	\$77.5M	\$72.7M	\$67.7M	\$63.5M	\$63.8M	\$62.7M	\$60.2M	\$55M	\$55.7M
Percent Change from Prior Year	-30%	-37%	-32%	-32%	-37%	-41%	-43%	-45%	-49%	-51%	-44%	-34%	-36%

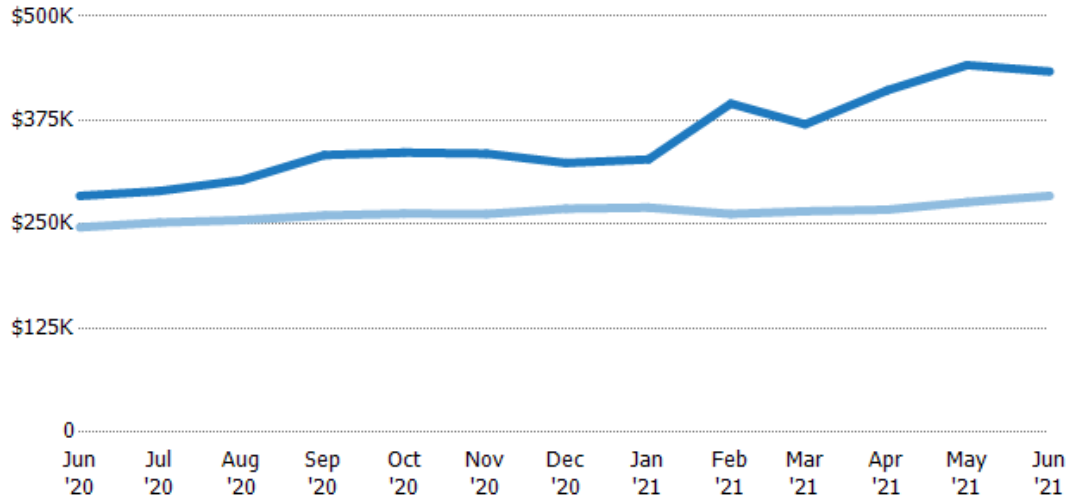
Average Listing Price

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.
Jun '21	\$434K	52.6%
Jun '20	\$284K	15.3%
Jun '19	\$246K	11.3%



Current Year	\$284K	\$290K	\$303K	\$333K	\$336K	\$335K	\$324K	\$328K	\$395K	\$370K	\$411K	\$441K	\$434K
Prior Year	\$246K	\$252K	\$255K	\$261K	\$263K	\$262K	\$269K	\$270K	\$262K	\$266K	\$268K	\$277K	\$284K
Percent Change from Prior Year	15%	15%	19%	28%	28%	28%	20%	21%	51%	39%	54%	60%	53%

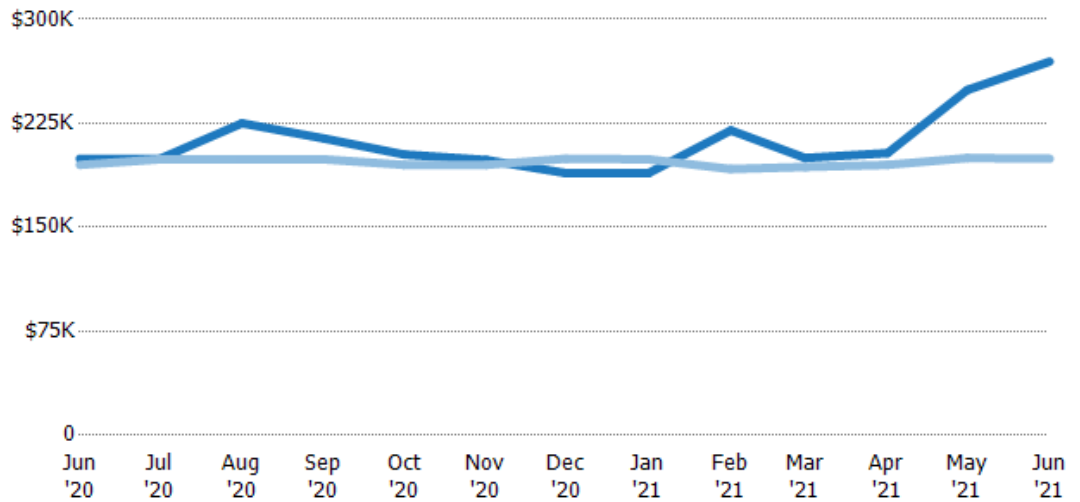
Median Listing Price

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.
Jun '21	\$269K	35.1%
Jun '20	\$199K	2.3%
Jun '19	\$195K	2.1%



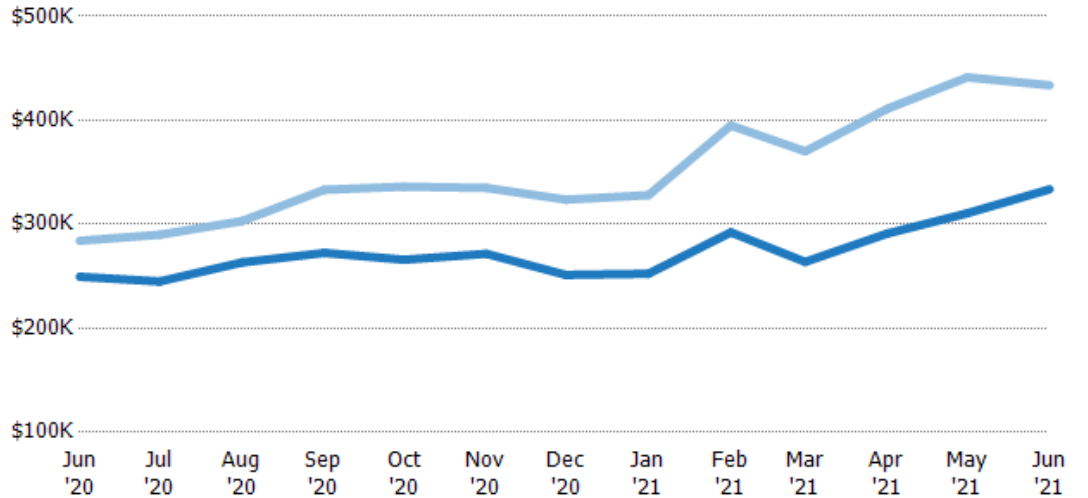
Current Year	\$199K	\$199K	\$225K	\$214K	\$203K	\$199K	\$189K	\$189K	\$220K	\$200K	\$204K	\$249K	\$269K
Prior Year	\$195K	\$199K	\$199K	\$199K	\$195K	\$195K	\$199K	\$199K	\$192K	\$194K	\$195K	\$200K	\$199K
Percent Change from Prior Year	2%	0%	13%	8%	4%	2%	-5%	-5%	15%	3%	4%	25%	35%

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



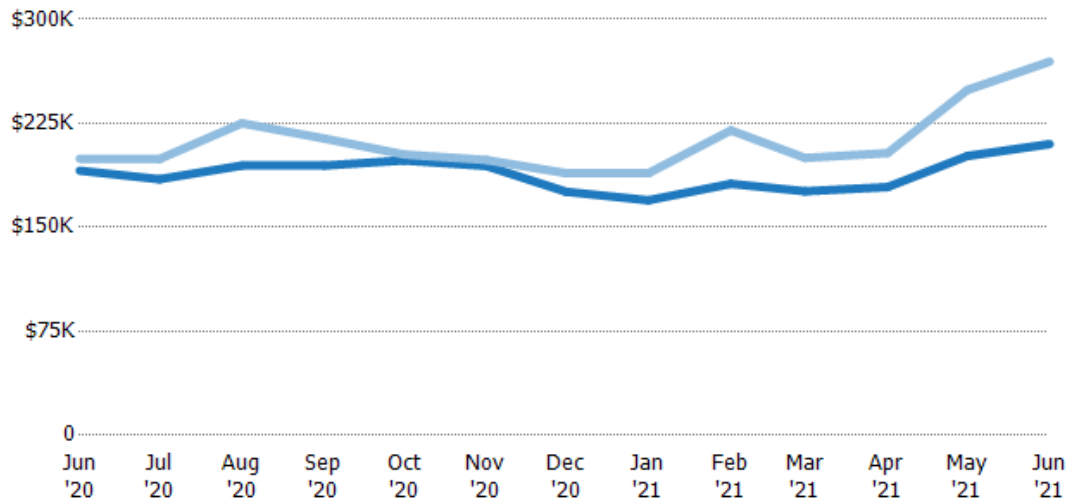
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$250K	\$245K	\$263K	\$272K	\$266K	\$272K	\$251K	\$252K	\$292K	\$264K	\$291K	\$311K	\$334K
Avg Listing Price	\$284K	\$290K	\$303K	\$333K	\$336K	\$335K	\$324K	\$328K	\$395K	\$370K	\$411K	\$441K	\$434K
Avg Listing Price as a % of Avg Est Value	114%	118%	115%	122%	126%	123%	129%	130%	135%	140%	141%	142%	130%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$191K	\$185K	\$195K	\$195K	\$198K	\$194K	\$176K	\$169K	\$181K	\$176K	\$179K	\$201K	\$210K
Median Listing Price	\$199K	\$199K	\$225K	\$214K	\$203K	\$199K	\$189K	\$189K	\$220K	\$200K	\$204K	\$249K	\$269K
Med Listing Price as a % of Med Est Value	105%	108%	116%	110%	102%	102%	108%	112%	121%	114%	114%	124%	128%

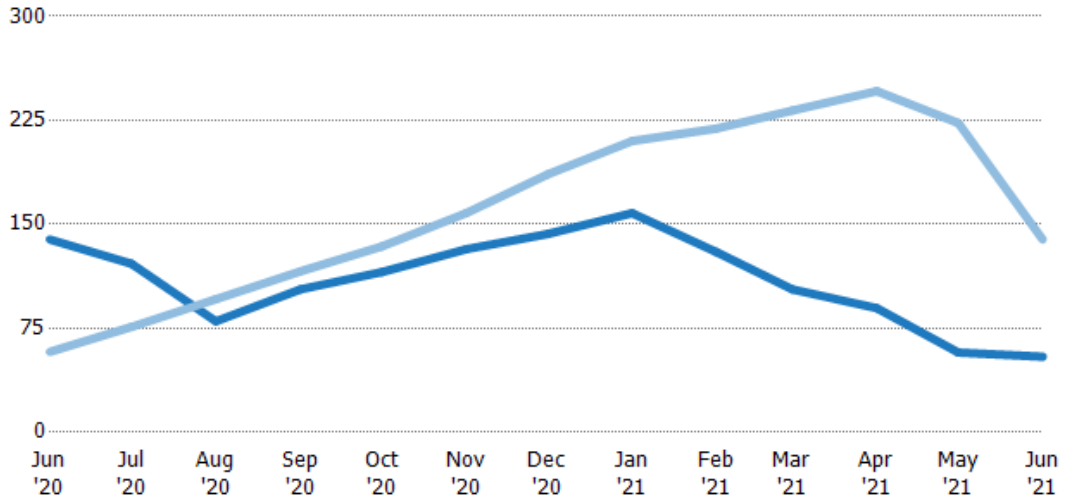
Median Days in RPR

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

Month/Year	Days	% Chg.
Jun '21	54.5	-60.8%
Jun '20	139	139.7%
Jun '19	58	38.8%



Current Year	139	122	80	103	116	132	143	158	130	103	89.5	57.5	54.5
Prior Year	58	76	96	116	134	158	186	210	219	232	246	223	139
Percent Change from Prior Year	140%	60%	-17%	-11%	-14%	-16%	-23%	-25%	-41%	-56%	-64%	-74%	-61%

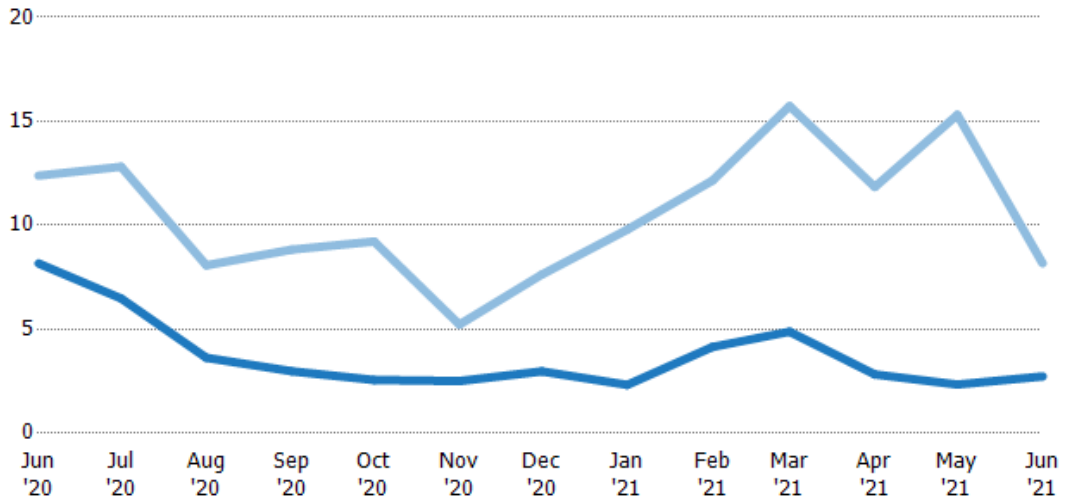
Months of Inventory

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

Month/Year	Months	% Chg.
Jun '21	2.73	-66.5%
Jun '20	8.17	-34.1%
Jun '19	12.4	-5.7%



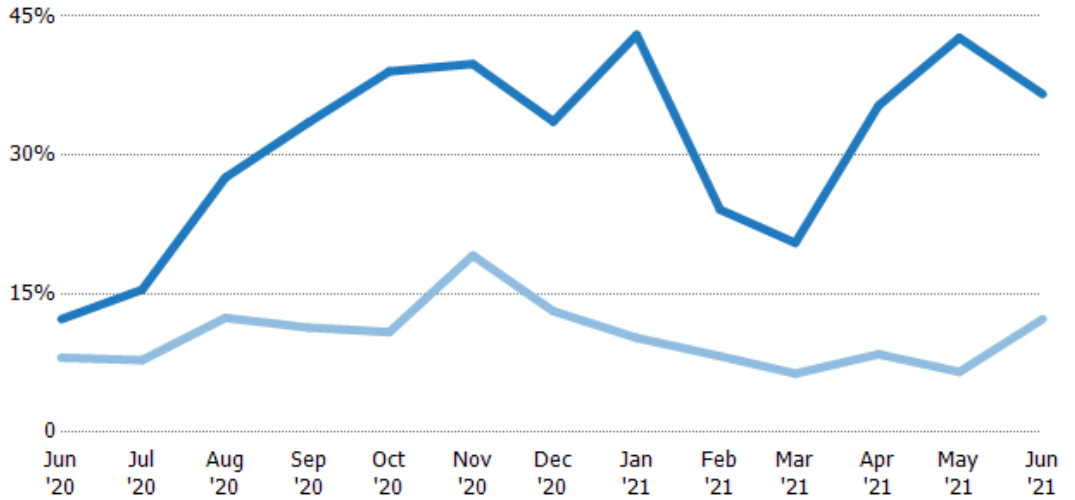
Current Year	8.17	6.48	3.63	2.98	2.56	2.51	2.98	2.33	4.15	4.88	2.83	2.34	2.73
Prior Year	12.4	12.8	8.08	8.83	9.22	5.23	7.64	9.79	12.2	15.7	11.8	15.3	8.17
Percent Change from Prior Year	-34%	-49%	-55%	-66%	-72%	-52%	-61%	-76%	-66%	-69%	-76%	-85%	-67%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



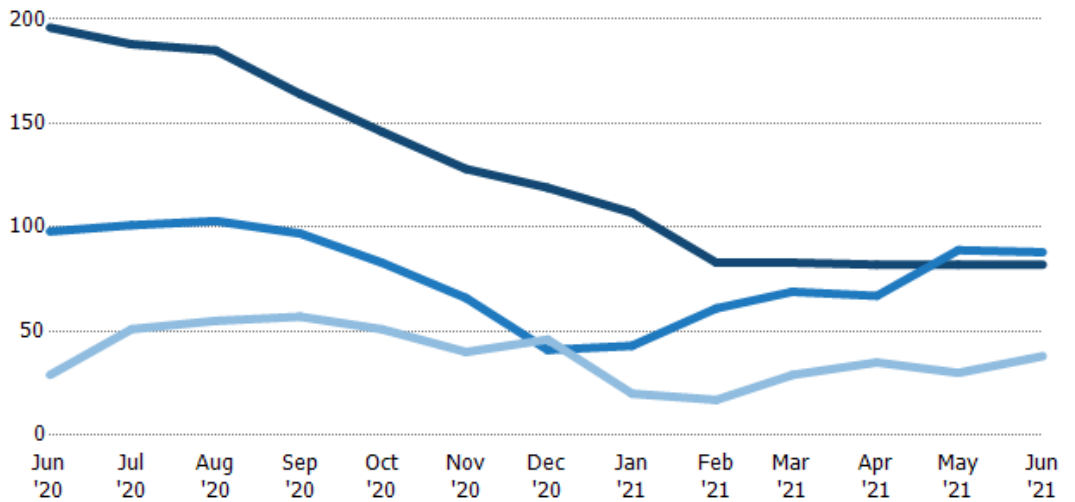
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	12%	15%	28%	34%	39%	40%	34%	43%	24%	20%	35%	43%	37%
Prior Year	8%	8%	12%	11%	11%	19%	13%	10%	8%	6%	8%	7%	12%
Change from Prior Year	-4%	-8%	-15%	-22%	-28%	-21%	-21%	-33%	-16%	-14%	-27%	-36%	-24%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	196	188	185	164	146	128	119	107	83	83	82	82	82
Pending	98	101	103	97	83	66	41	43	61	69	67	89	88
Sold	29	51	55	57	51	40	46	20	17	29	35	30	38

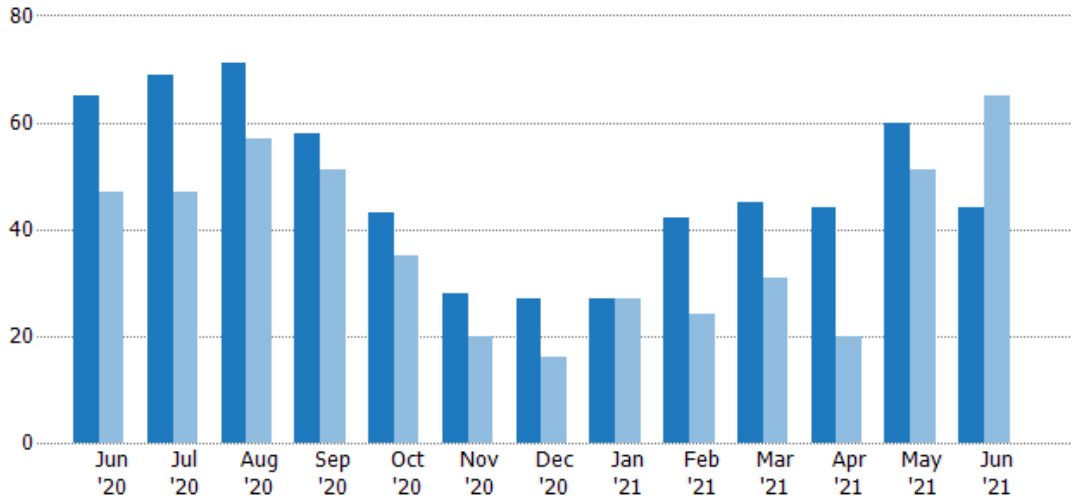
New Pending Sales

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.
Jun '21	44	-32.3%
Jun '20	65	38.3%
Jun '19	47	4.3%



Current Year	65	69	71	58	43	28	27	27	42	45	44	60	44
Prior Year	47	47	57	51	35	20	16	27	24	31	20	51	65
Percent Change from Prior Year	38%	47%	25%	14%	23%	40%	69%	0%	75%	45%	120%	18%	-32%

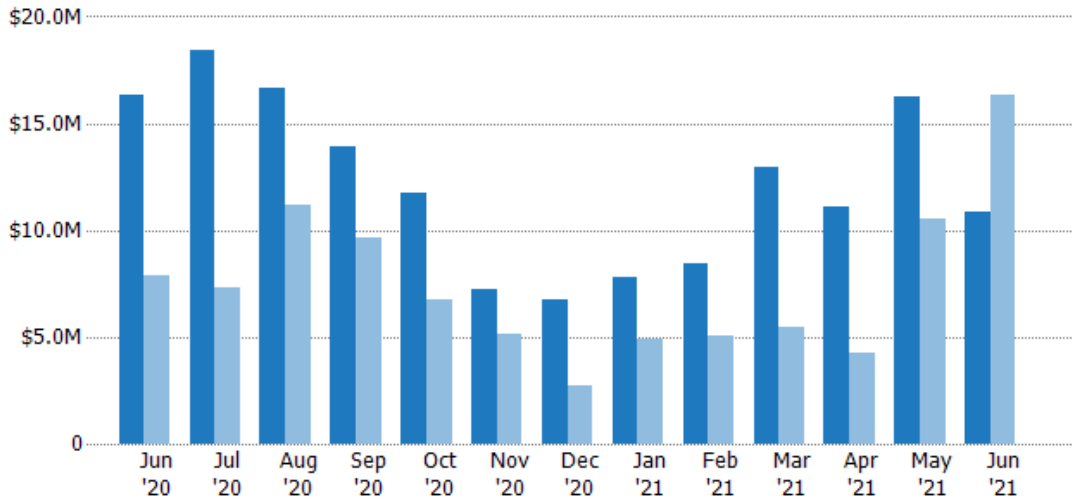
New Pending Sales Volume

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.
Jun '21	\$10.9M	-33.3%
Jun '20	\$16.3M	108.2%
Jun '19	\$7.84M	11.5%



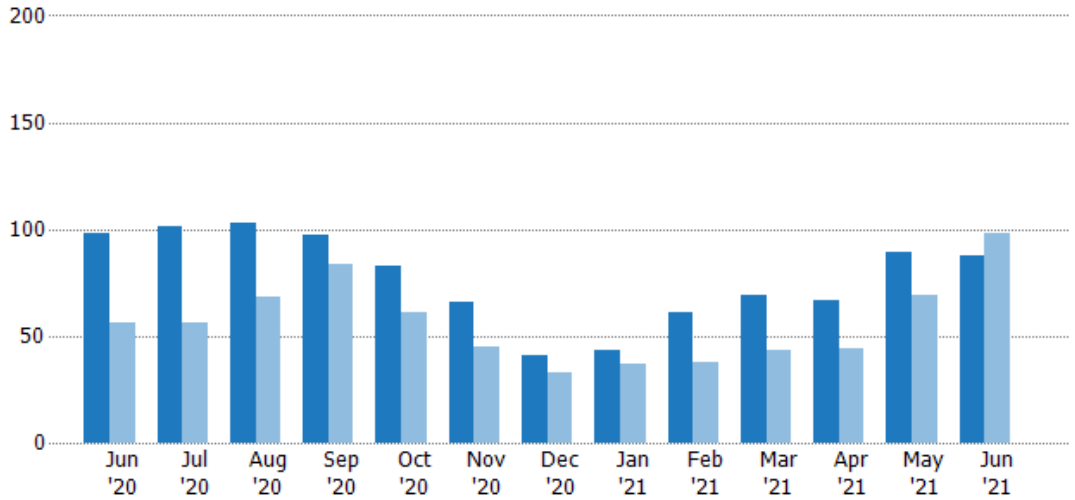
Current Year	\$16.3M	\$18.4M	\$16.7M	\$13.9M	\$11.7M	\$7.22M	\$6.72M	\$7.76M	\$8.48M	\$12.9M	\$11.1M	\$16.3M	\$10.9M
Prior Year	\$7.84M	\$7.29M	\$11.2M	\$9.68M	\$6.71M	\$5.16M	\$2.75M	\$4.9M	\$5.06M	\$5.43M	\$4.22M	\$10.6M	\$16.3M
Percent Change from Prior Year	108%	153%	49%	44%	74%	40%	144%	58%	67%	139%	163%	54%	-33%

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



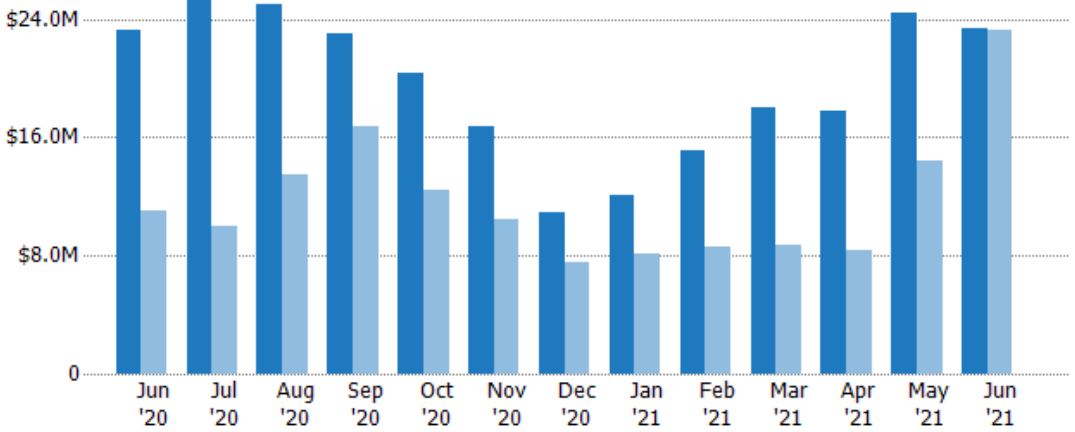
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	98	101	103	97	83	66	41	43	61	69	67	89	88
Prior Year	56	56	68	84	61	45	33	37	38	43	44	69	98
Percent Change from Prior Year	75%	80%	51%	15%	36%	47%	24%	16%	61%	60%	52%	29%	-10%

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



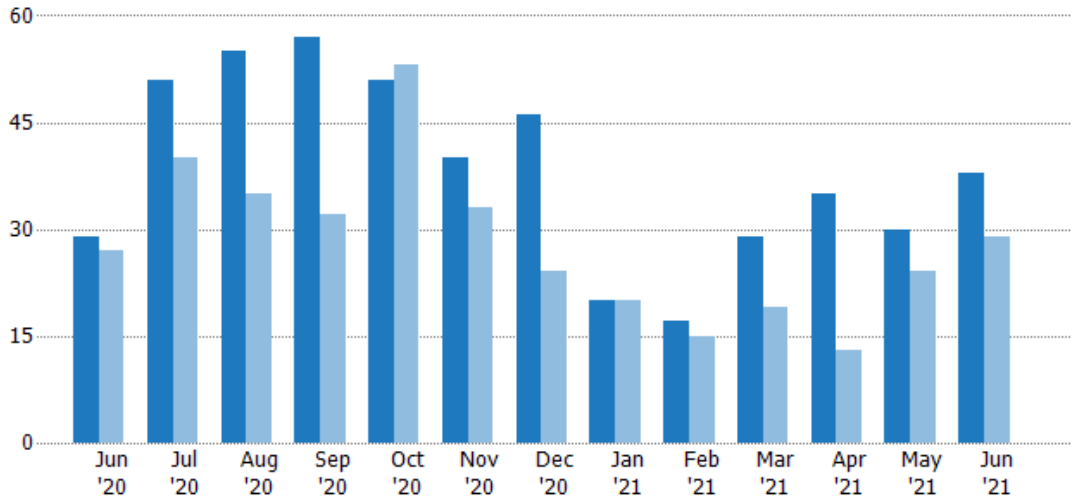
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$23.2M	\$25.4M	\$25M	\$23.1M	\$20.3M	\$16.7M	\$10.9M	\$12.1M	\$15.1M	\$18M	\$17.8M	\$24.4M	\$23.4M
Prior Year	\$11M	\$9.97M	\$13.5M	\$16.7M	\$12.5M	\$10.5M	\$7.5M	\$8.13M	\$8.64M	\$8.71M	\$8.31M	\$14.4M	\$23.2M
Percent Change from Prior Year	111%	155%	85%	38%	63%	60%	45%	48%	75%	107%	114%	70%	1%

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.
Jun '21	38	31%
Jun '20	29	7.4%
Jun '19	27	18.5%

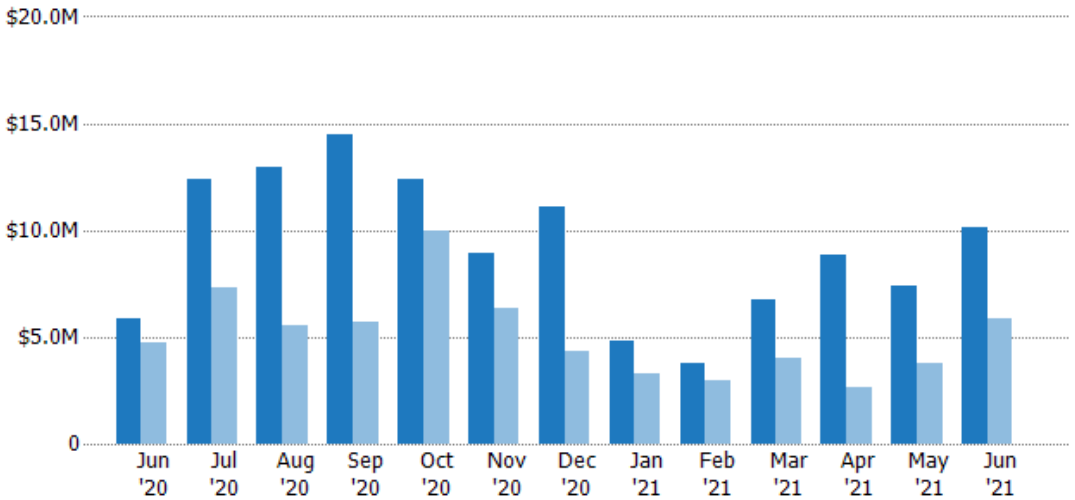
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	29	51	55	57	51	40	46	20	17	29	35	30	38
Prior Year	27	40	35	32	53	33	24	20	15	19	13	24	29
Percent Change from Prior Year	7%	28%	57%	78%	-4%	21%	92%	0%	13%	53%	169%	25%	31%

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.
Jun '21	\$10.2M	73.6%
Jun '20	\$5.85M	23%
Jun '19	\$4.76M	1.5%

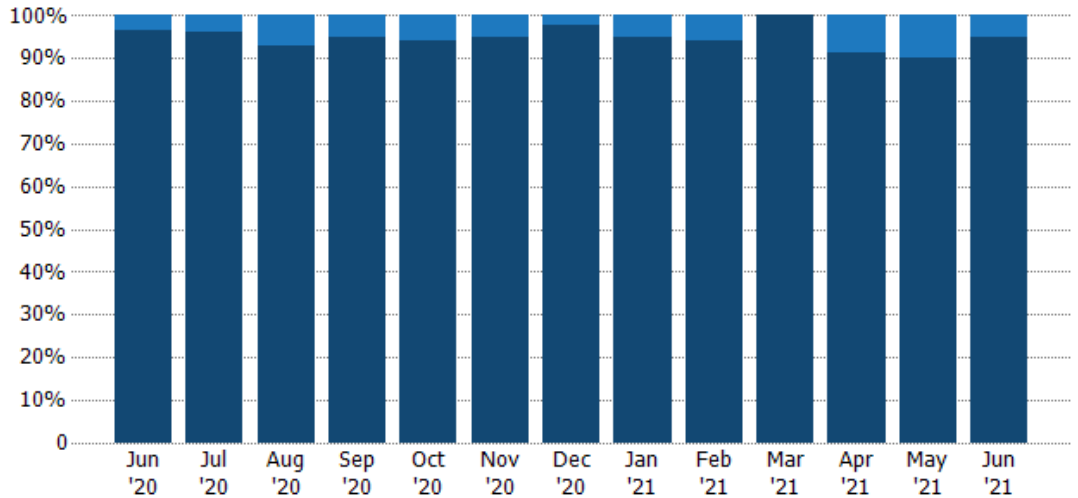
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$5.85M	\$12.4M	\$12.9M	\$14.5M	\$12.4M	\$8.89M	\$11.1M	\$4.83M	\$3.77M	\$6.75M	\$8.88M	\$7.36M	\$10.2M
Prior Year	\$4.76M	\$7.31M	\$5.57M	\$5.67M	\$9.95M	\$6.37M	\$4.33M	\$3.29M	\$2.97M	\$4.03M	\$2.66M	\$3.77M	\$5.85M
Percent Change from Prior Year	23%	70%	132%	156%	25%	40%	156%	47%	27%	68%	234%	95%	74%

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



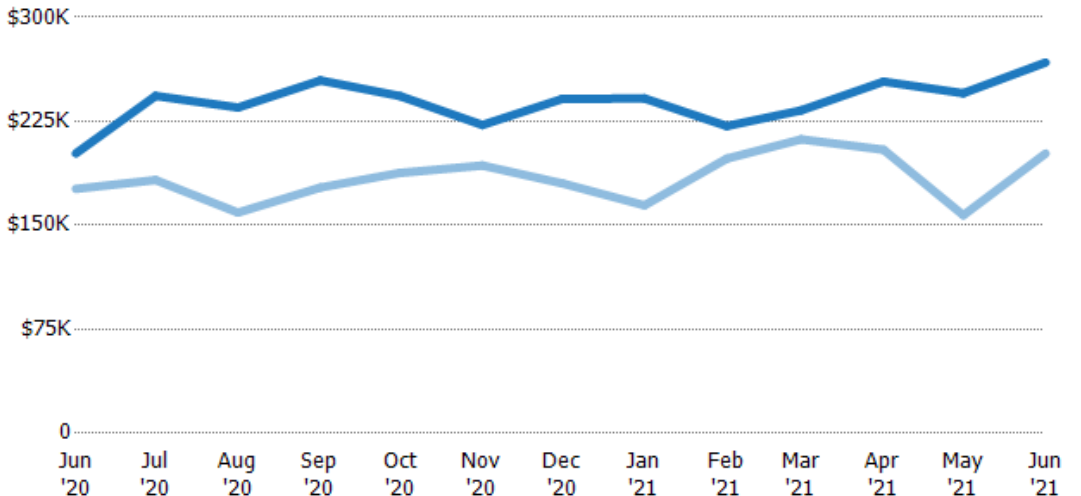
Condo/Townhouse	3%	4%	7%	5%	6%	5%	2%	5%	6%	-	9%	10%	5%
Single Family Residence	97%	96%	93%	95%	94%	95%	98%	95%	94%	100%	91%	90%	95%

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



Current Year	\$202K	\$243K	\$235K	\$254K	\$243K	\$222K	\$241K	\$241K	\$222K	\$233K	\$254K	\$245K	\$267K
Prior Year	\$176K	\$183K	\$159K	\$177K	\$188K	\$193K	\$180K	\$164K	\$198K	\$212K	\$204K	\$157K	\$202K
Percent Change from Prior Year	15%	33%	48%	44%	30%	15%	34%	47%	12%	10%	24%	56%	33%

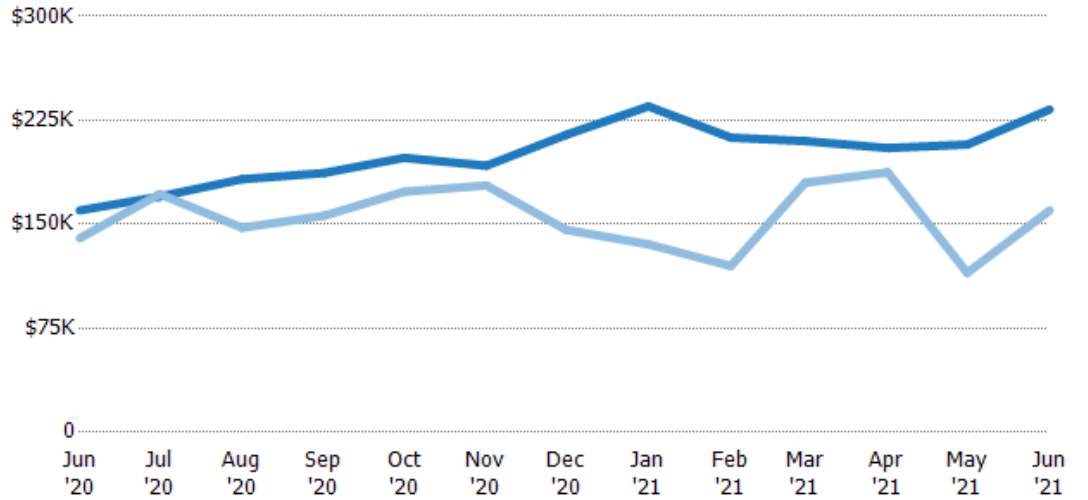
Median Sales Price

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.
Jun '21	\$233K	45.5%
Jun '20	\$160K	14.3%
Jun '19	\$140K	-6.4%



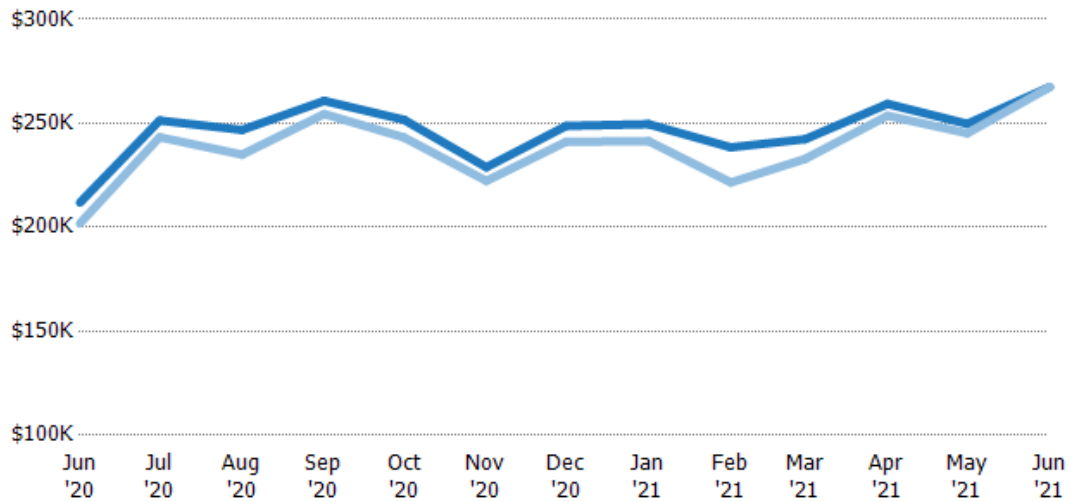
Current Year	\$160K	\$170K	\$183K	\$187K	\$198K	\$192K	\$215K	\$235K	\$213K	\$210K	\$205K	\$208K	\$233K
Prior Year	\$140K	\$172K	\$148K	\$156K	\$174K	\$178K	\$146K	\$136K	\$120K	\$180K	\$188K	\$115K	\$160K
Percent Change from Prior Year	14%	-1%	24%	20%	14%	8%	47%	73%	77%	17%	9%	80%	45%

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



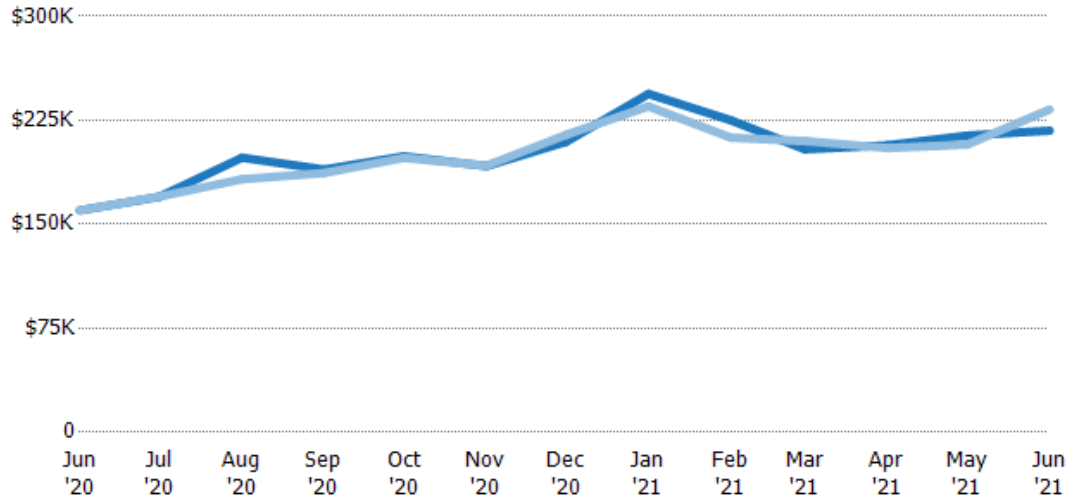
Avg List Price	\$212K	\$251K	\$247K	\$261K	\$252K	\$229K	\$249K	\$250K	\$238K	\$242K	\$259K	\$250K	\$267K
Avg Sales Price	\$202K	\$243K	\$235K	\$254K	\$243K	\$222K	\$241K	\$241K	\$222K	\$233K	\$254K	\$245K	\$267K
Avg Sales Price as a % of Avg List Price	95%	97%	95%	98%	97%	97%	97%	97%	93%	96%	98%	98%	100%

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



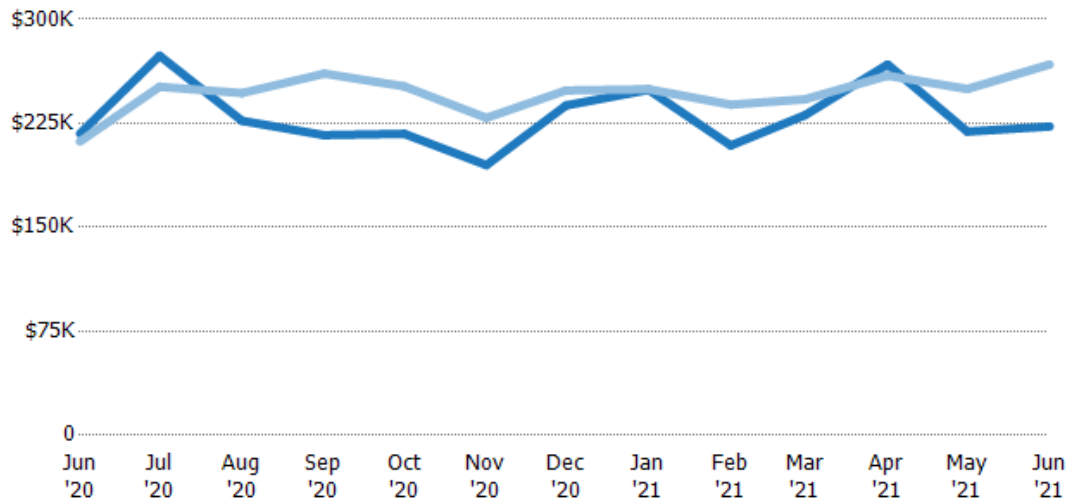
Median List Price	\$160K	\$170K	\$198K	\$190K	\$199K	\$192K	\$209K	\$244K	\$225K	\$204K	\$207K	\$214K	\$218K
Median Sales Price	\$160K	\$170K	\$183K	\$187K	\$198K	\$192K	\$215K	\$235K	\$213K	\$210K	\$205K	\$208K	\$233K
Med Sales Price as a % of Med List Price	100%	100%	92%	99%	99%	100%	102%	96%	94%	103%	99%	97%	107%

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



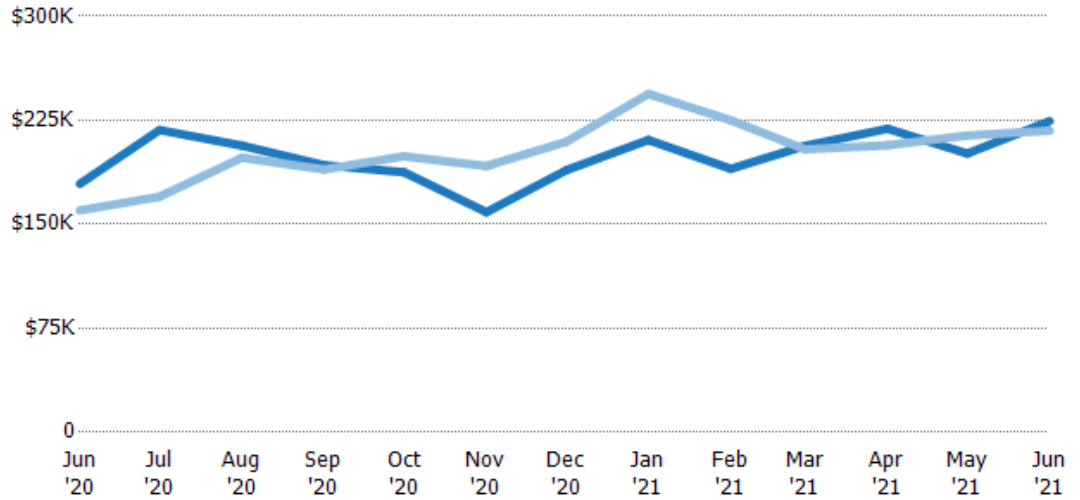
Avg Est Value	\$217K	\$274K	\$227K	\$216K	\$217K	\$195K	\$238K	\$249K	\$209K	\$231K	\$267K	\$219K	\$223K
Avg Sales Price	\$212K	\$251K	\$247K	\$261K	\$252K	\$229K	\$249K	\$250K	\$238K	\$242K	\$259K	\$250K	\$267K
Avg Sales Price as a % of Avg Est Value	97%	92%	109%	121%	116%	117%	105%	100%	114%	105%	97%	114%	120%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$179K	\$218K	\$207K	\$193K	\$188K	\$159K	\$189K	\$211K	\$190K	\$207K	\$219K	\$201K	\$224K
Median Sales Price	\$160K	\$170K	\$198K	\$190K	\$199K	\$192K	\$209K	\$244K	\$225K	\$204K	\$207K	\$214K	\$218K
Med Sales Price as a % of Med Est Value	89%	78%	96%	98%	106%	121%	111%	116%	118%	99%	95%	106%	97%