

## 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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	38	65	-41.5%	270	267	+1.1%
New Listing Volume	\$11,432,300	\$17,615,650	-35.1%	\$81,104,550	\$66,881,500	+21.3%
Active Listing Count	1	187	-99.5%	N/A	N/A	
Active Listing Volume	\$349,000	\$54,162,750	-99.4%	N/A	N/A	
Average Listing Price	\$349,000	\$289,640	+20.5%	\$393,426	\$267,576	+47%
Median Listing Price	\$349,000	\$199,000	+75.4%	\$218,778	\$196,164	+11.5%
Median Days in RPR	77	120	-35.8%	87.8	177.29	-50.5%
Months of Inventory	0	6.4	-99.6%	3	9.5	-67.9%
Absorption Rate	3,800%	15.51%	+3,784.5%	32.95%	10.56%	+22.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	41	69	-40.6%	303	286	+5.9%
New Pending Sales Volume	\$11,497,450	\$18,407,008	-37.5%	\$78,921,550	\$64,744,973	+21.9%
Pending Sales Count	–	100	–	N/A	N/A	
Pending Sales Volume	–	\$25,242,458	–	N/A	N/A	
Closed Sales Count	24	50	-52%	193	170	+13.5%
Closed Sales Volume	\$6,554,711	\$12,278,400	-46.6%	\$48,298,688	\$34,849,165	+38.6%
Average Sales Price	\$273,113	\$245,568	+11.2%	\$250,252	\$204,995	+22.1%
Median Sales Price	\$228,000	\$177,500	+28.5%	\$218,233	\$156,716	+39.3%

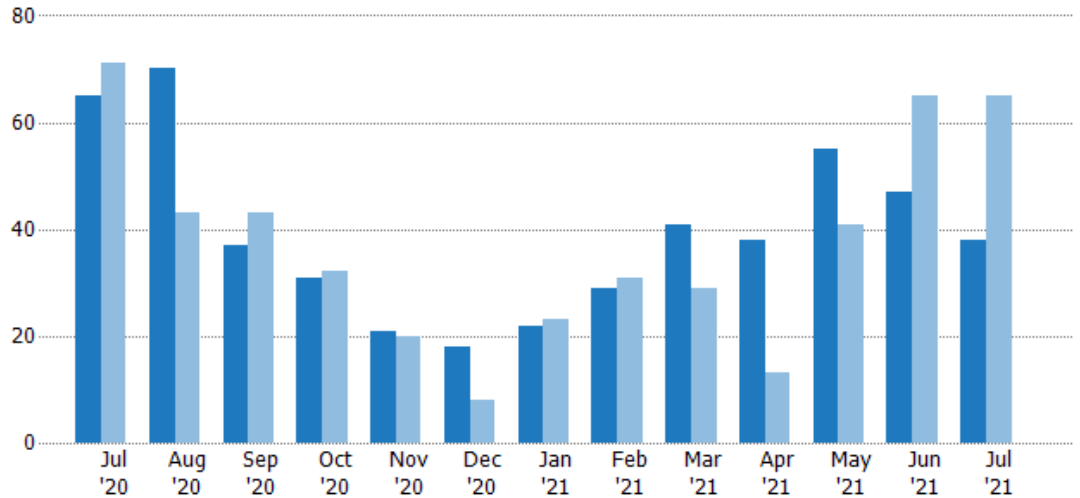
## New Listings

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.
Jul '21	38	-41.5%
Jul '20	65	-8.5%
Jul '19	71	-8.5%



Current Year	65	70	37	31	21	18	22	29	41	38	55	47	38
Prior Year	71	43	43	32	20	8	23	31	29	13	41	65	65
Percent Change from Prior Year	-8%	63%	-14%	-3%	5%	125%	-4%	-6%	41%	192%	34%	-28%	-42%

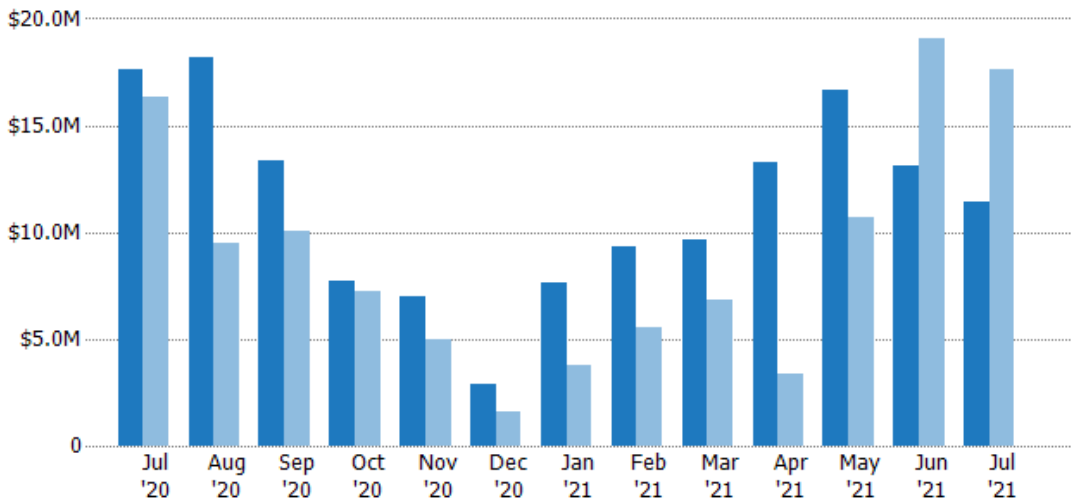
## New Listing Volume

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.
Jul '21	\$11.4M	-35.1%
Jul '20	\$17.6M	8.1%
Jul '19	\$16.3M	-16%



Current Year	\$17.6M	\$18.2M	\$13.3M	\$7.74M	\$7M	\$2.89M	\$7.6M	\$9.34M	\$9.68M	\$13.3M	\$16.7M	\$13.1M	\$11.4M
Prior Year	\$16.3M	\$9.45M	\$10.1M	\$7.27M	\$4.97M	\$1.57M	\$3.77M	\$5.52M	\$6.82M	\$3.36M	\$10.7M	\$19.1M	\$17.6M
Percent Change from Prior Year	8%	92%	33%	7%	41%	84%	102%	69%	42%	296%	55%	-31%	-35%

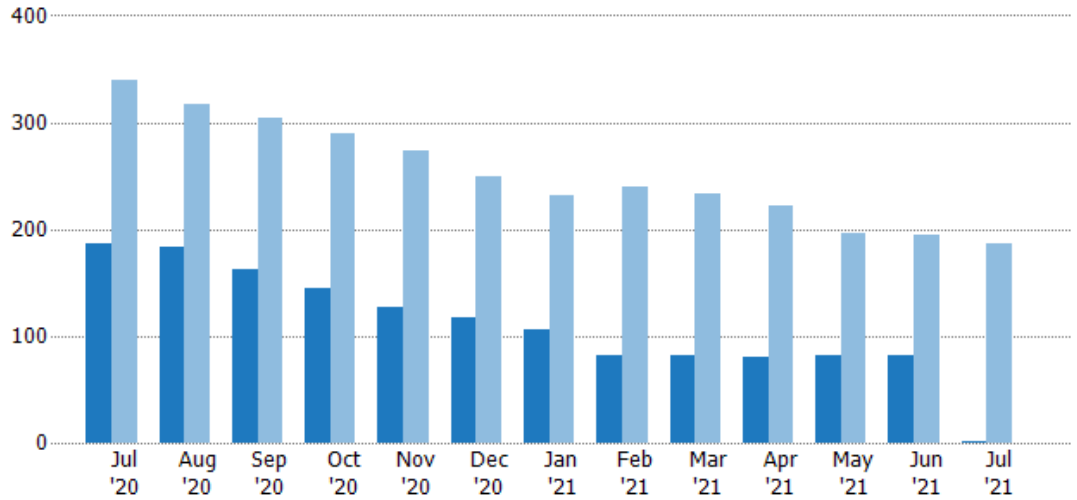
## Active Listings

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.
Jul '21	1	-99.5%
Jul '20	187	-45%
Jul '19	340	-15.6%



Current Year	187	184	163	145	127	118	106	82	82	81	82	82	1
Prior Year	340	317	304	290	273	249	232	240	233	222	196	195	187
Percent Change from Prior Year	-45%	-42%	-46%	-50%	-53%	-53%	-54%	-66%	-65%	-64%	-58%	-58%	-99%

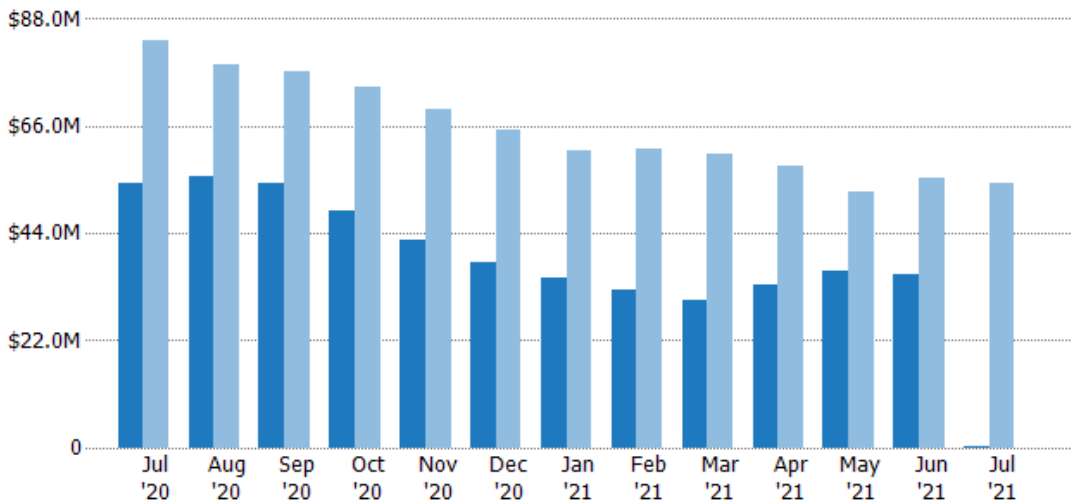
## Active Listing Volume

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.
Jul '21	\$349K	-99.4%
Jul '20	\$54.2M	-35.2%
Jul '19	\$83.5M	-15.3%



Current Year	\$54.2M	\$55.7M	\$54.3M	\$48.7M	\$42.5M	\$38.2M	\$34.7M	\$32.4M	\$30.4M	\$33.4M	\$36.2M	\$35.6M	\$349K
Prior Year	\$83.5M	\$78.7M	\$77.2M	\$74.2M	\$69.5M	\$65.3M	\$61.1M	\$61.4M	\$60.3M	\$57.8M	\$52.6M	\$55.3M	\$54.2M
Percent Change from Prior Year	-35%	-29%	-30%	-34%	-39%	-42%	-43%	-47%	-50%	-42%	-31%	-36%	-99%

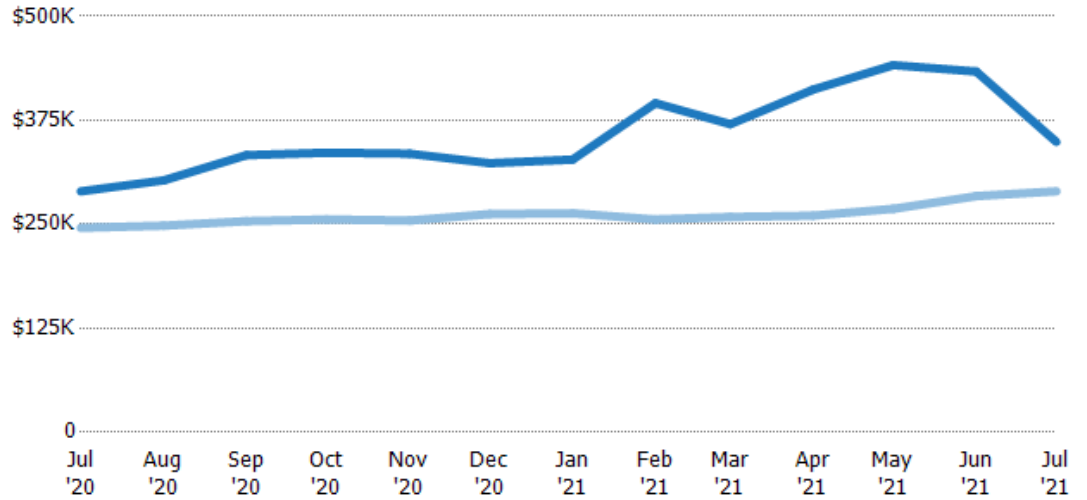
## Average Listing Price

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.
Jul '21	\$349K	20.5%
Jul '20	\$290K	17.9%
Jul '19	\$246K	0.3%



Current Year	\$290K	\$303K	\$333K	\$336K	\$335K	\$323K	\$328K	\$396K	\$370K	\$412K	\$441K	\$434K	\$349K
Prior Year	\$246K	\$248K	\$254K	\$256K	\$254K	\$262K	\$263K	\$256K	\$259K	\$260K	\$269K	\$284K	\$290K
Percent Change from Prior Year	18%	22%	31%	31%	32%	23%	25%	55%	43%	58%	64%	53%	20%

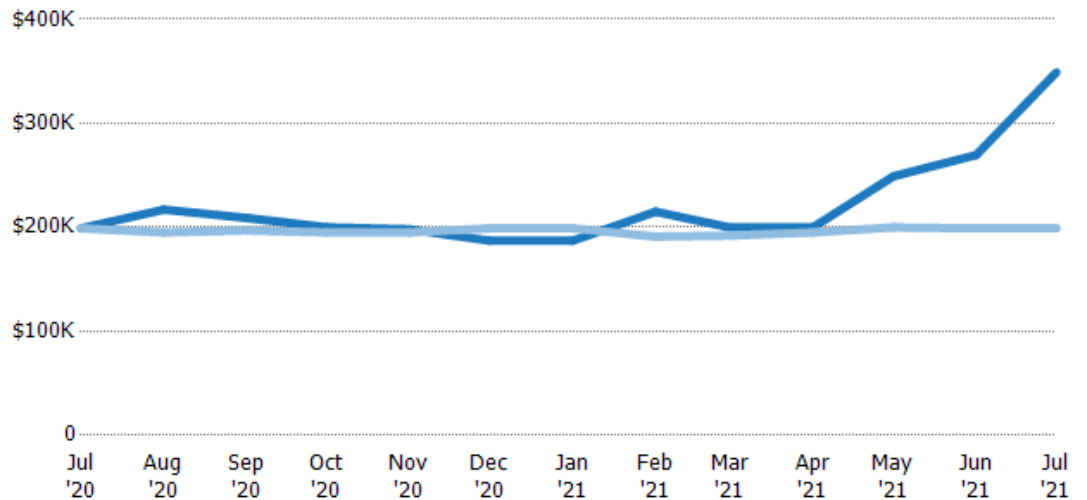
## Median Listing Price

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.
Jul '21	\$349K	75.4%
Jul '20	\$199K	0%
Jul '19	\$199K	-0.5%



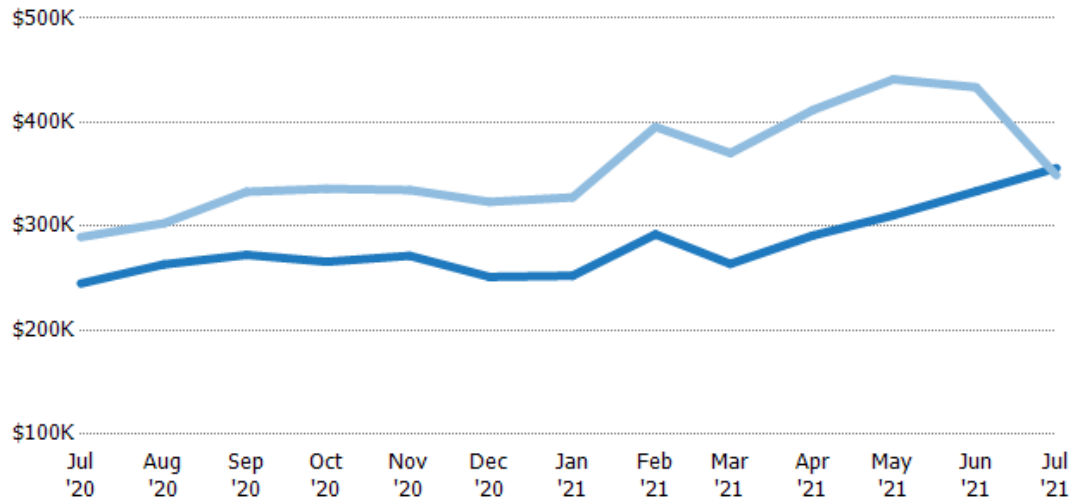
Current Year	\$199K	\$217K	\$209K	\$200K	\$198K	\$187K	\$187K	\$215K	\$200K	\$200K	\$249K	\$269K	\$349K
Prior Year	\$199K	\$195K	\$197K	\$195K	\$195K	\$199K	\$199K	\$191K	\$192K	\$195K	\$200K	\$199K	\$199K
Percent Change from Prior Year	0%	11%	6%	3%	2%	-6%	-6%	13%	4%	3%	25%	35%	75%

## 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

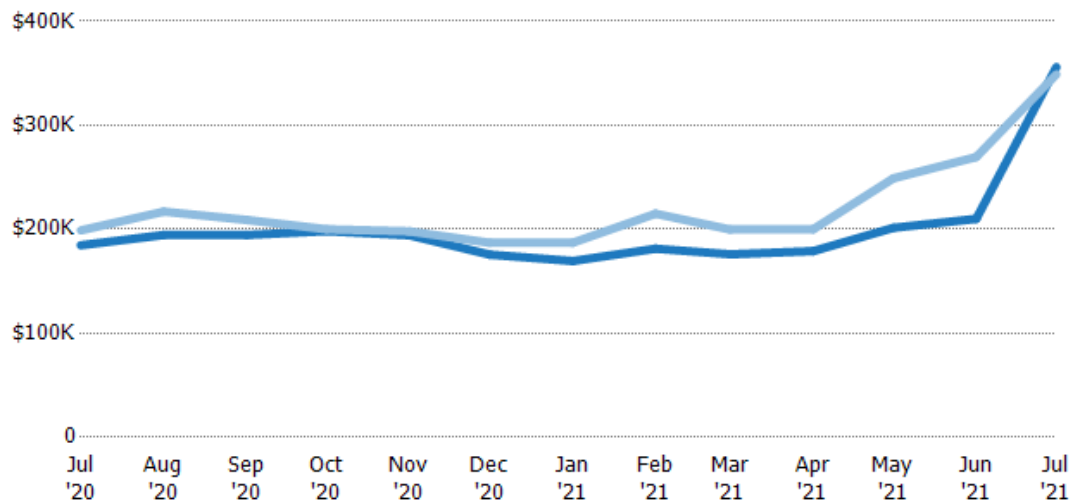


## Median Listing Price vs Median Est Value

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



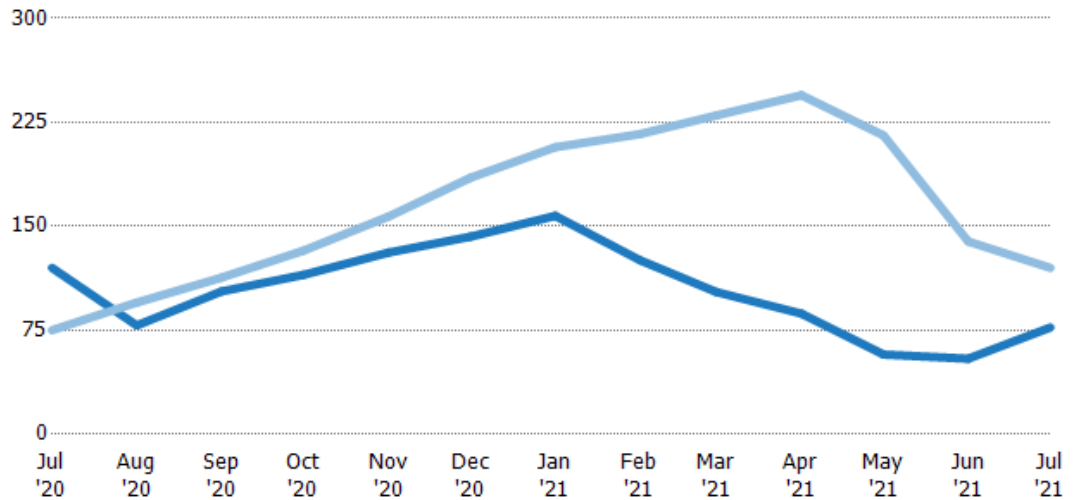
## Median Days in RPR

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.
Jul '21	77	-35.8%
Jul '20	120	60%
Jul '19	75	2.7%



Current Year	120	78.5	103	115	131	143	158	126	103	87	57.5	54.5	77
Prior Year	75	95	113	133	157	185	207	217	230	245	216	139	120
Percent Change from Prior Year	60%	-17%	-9%	-13%	-17%	-23%	-24%	-42%	-55%	-64%	-73%	-61%	-36%

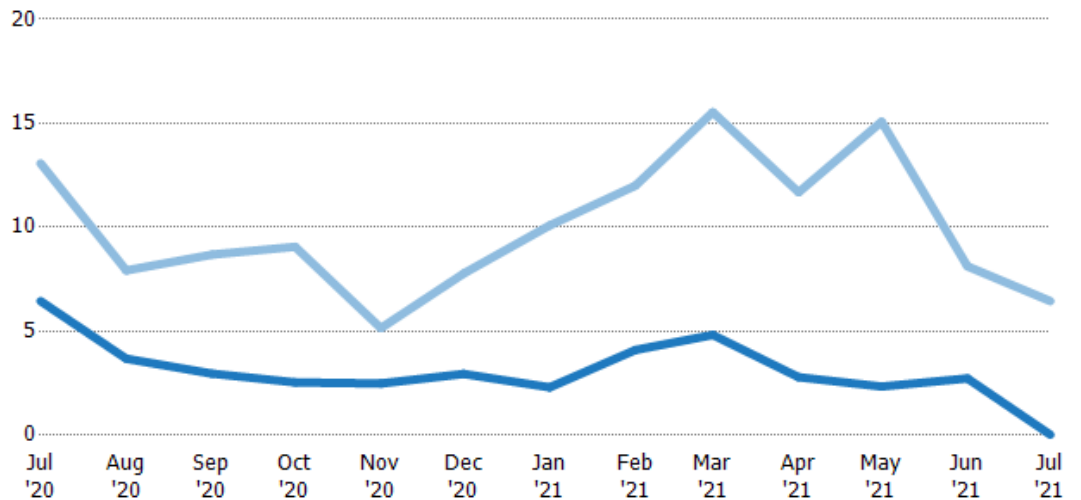
## Months of Inventory

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.
Jul '21	0	-99.6%
Jul '20	6.45	-50.7%
Jul '19	13.1	-29.2%



Current Year	6.45	3.68	2.96	2.54	2.49	2.95	2.3	4.1	4.82	2.79	2.34	2.73	0
Prior Year	13.1	7.93	8.69	9.06	5.15	7.78	10.1	12	15.5	11.7	15.1	8.13	6.45
Percent Change from Prior Year	-51%	-54%	-66%	-72%	-52%	-62%	-77%	-66%	-69%	-76%	-84%	-66%	-100%

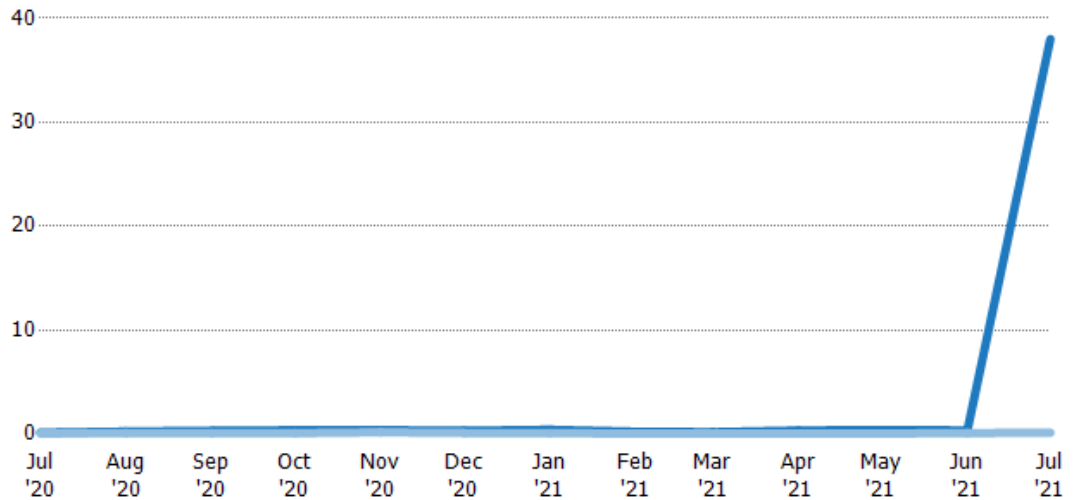
## Absorption Rate

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.
Jul '21	3,800%	-3,784.5%
Jul '20	16%	-7.9%
Jul '19	8%	41.4%



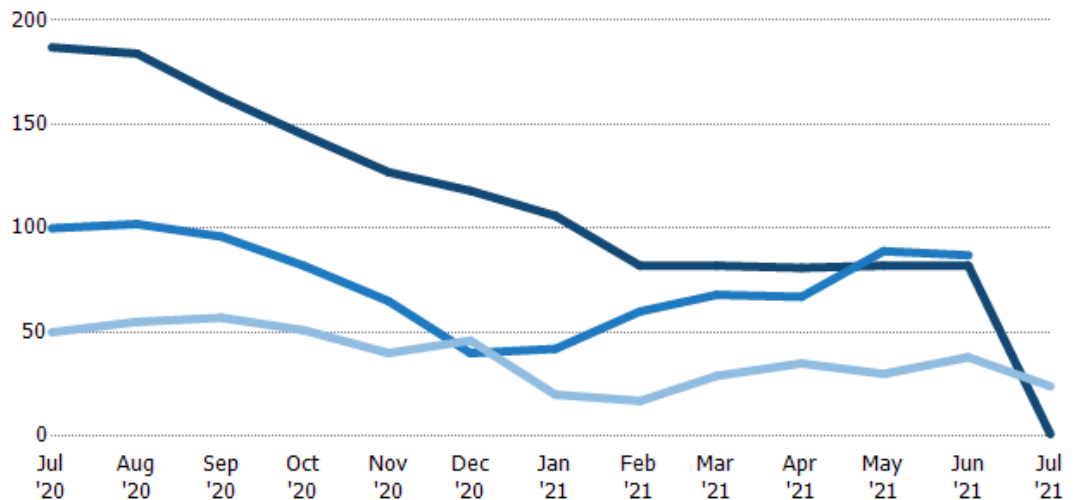
Current Year	16%	27%	34%	39%	40%	34%	43%	24%	21%	36%	43%	37%	3,800%
Prior Year	8%	13%	12%	11%	19%	13%	10%	8%	6%	9%	7%	12%	16%
Change from Prior Year	-8%	-15%	-22%	-28%	-21%	-21%	-33%	-16%	-14%	-27%	-36%	-24%	-3,785%

## 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	187	184	163	145	127	118	106	82	82	81	82	82	1
Pending	100	102	96	82	65	40	42	60	68	67	89	87	-
Sold	50	55	57	51	40	46	20	17	29	35	30	38	24

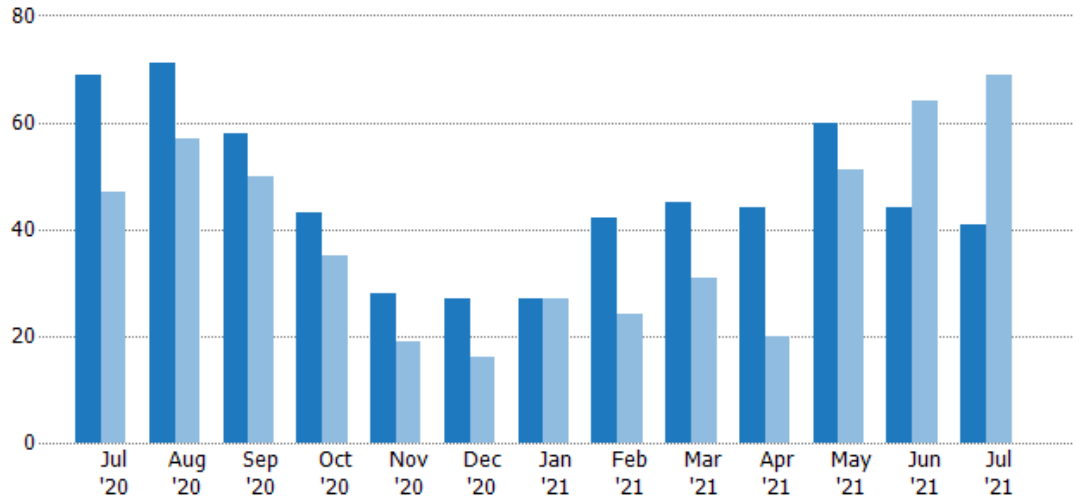
## New Pending Sales

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.
Jul '21	41	-40.6%
Jul '20	69	46.8%
Jul '19	47	-44.7%



Current Year	69	71	58	43	28	27	27	42	45	44	60	44	41
Prior Year	47	57	50	35	19	16	27	24	31	20	51	64	69
Percent Change from Prior Year	47%	25%	16%	23%	47%	69%	0%	75%	45%	120%	18%	-31%	-41%

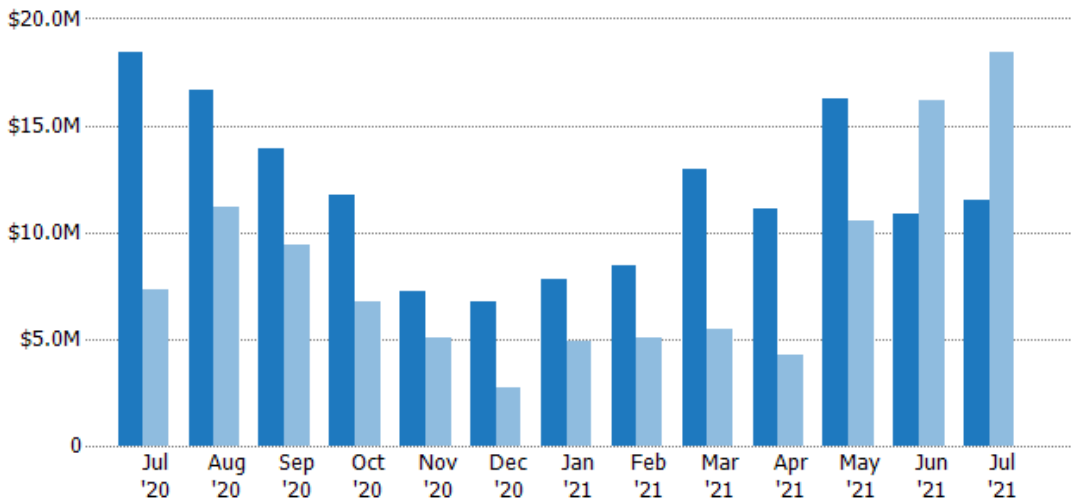
## New Pending Sales Volume

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.
Jul '21	\$11.5M	-37.5%
Jul '20	\$18.4M	152.5%
Jul '19	\$7.29M	-16.4%



Current Year	\$18.4M	\$16.7M	\$13.9M	\$11.7M	\$7.22M	\$6.72M	\$7.76M	\$8.48M	\$12.9M	\$11.1M	\$16.3M	\$10.9M	\$11.5M
Prior Year	\$7.29M	\$11.2M	\$9.37M	\$6.71M	\$5.02M	\$2.75M	\$4.9M	\$5.06M	\$5.43M	\$4.22M	\$10.6M	\$16.2M	\$18.4M
Percent Change from Prior Year	153%	49%	49%	74%	44%	144%	58%	67%	139%	163%	54%	-33%	-38%

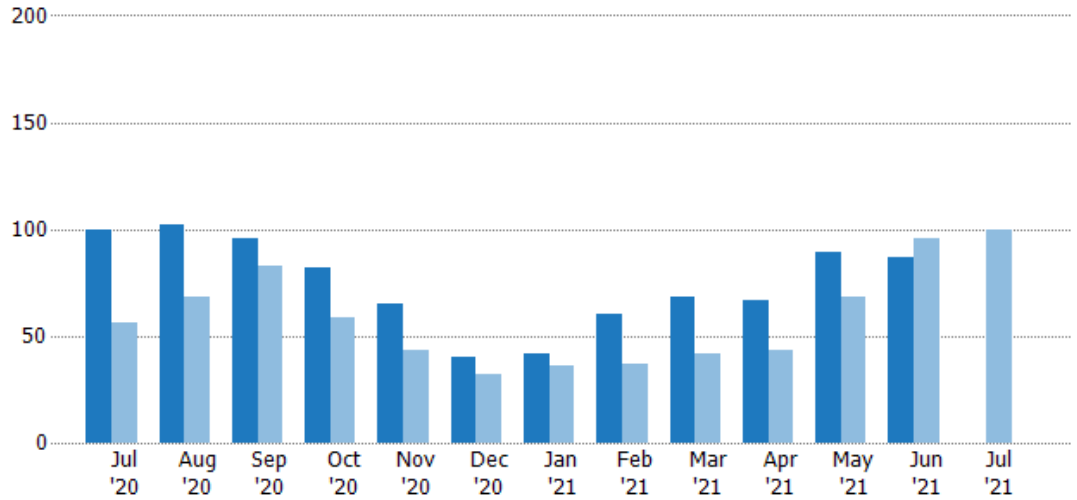


## Pending Sales

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



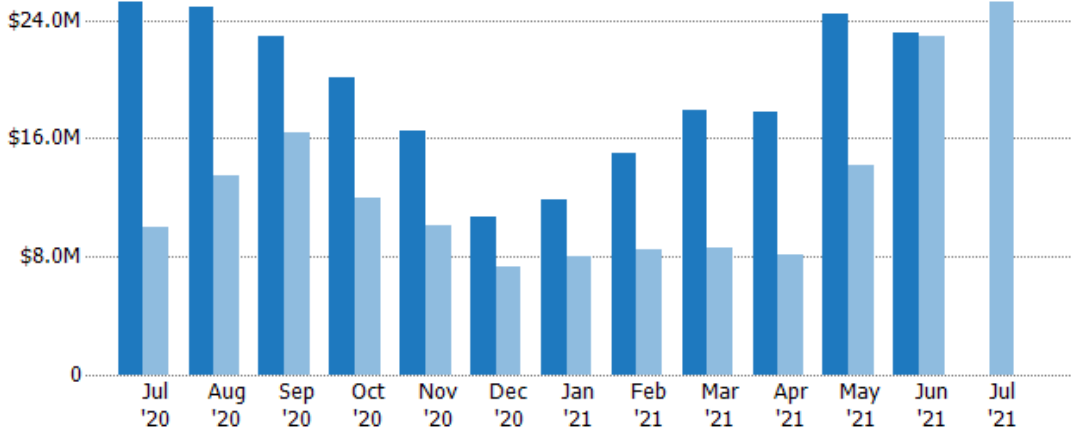
Current Year	100	102	96	82	65	40	42	60	68	67	89	87	-
Prior Year	56	68	83	59	43	32	36	37	42	43	68	96	100
Percent Change from Prior Year	79%	50%	16%	39%	51%	25%	17%	62%	62%	56%	31%	-9%	-100%

## 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



Current Year	\$25.2M	\$24.9M	\$22.9M	\$20.2M	\$16.5M	\$10.7M	\$11.9M	\$14.9M	\$17.9M	\$17.8M	\$24.4M	\$23.1M	-
Prior Year	\$9.97M	\$13.5M	\$16.4M	\$12M	\$10.2M	\$7.33M	\$7.96M	\$8.47M	\$8.54M	\$8.14M	\$14.2M	\$22.9M	\$25.2M
Percent Change from Prior Year	153%	84%	40%	68%	63%	46%	49%	76%	109%	119%	72%	1%	-100%

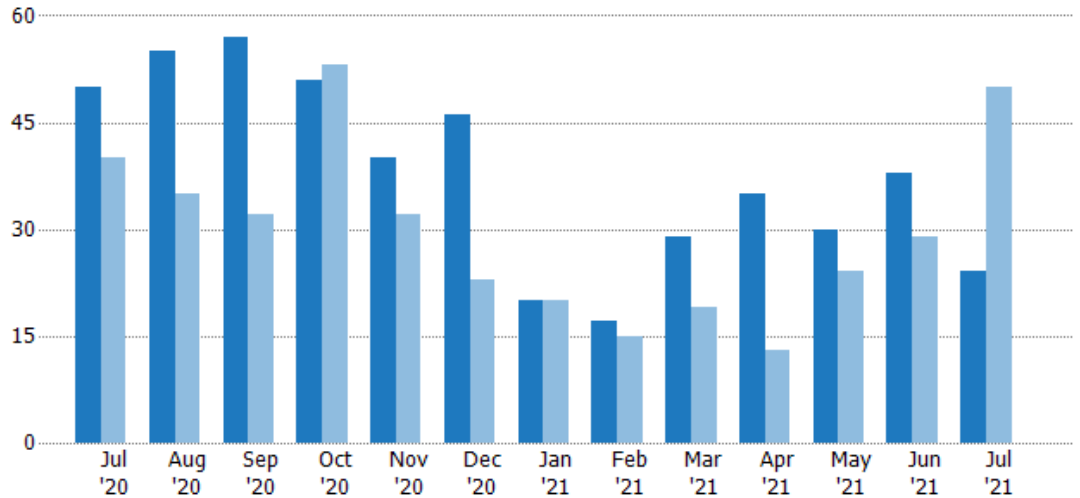
## Closed Sales

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.
Jul '21	24	-52%
Jul '20	50	25%
Jul '19	40	-2.5%



Current Year	50	55	57	51	40	46	20	17	29	35	30	38	24
Prior Year	40	35	32	53	32	23	20	15	19	13	24	29	50
Percent Change from Prior Year	25%	57%	78%	-4%	25%	100%	0%	13%	53%	169%	25%	31%	-52%

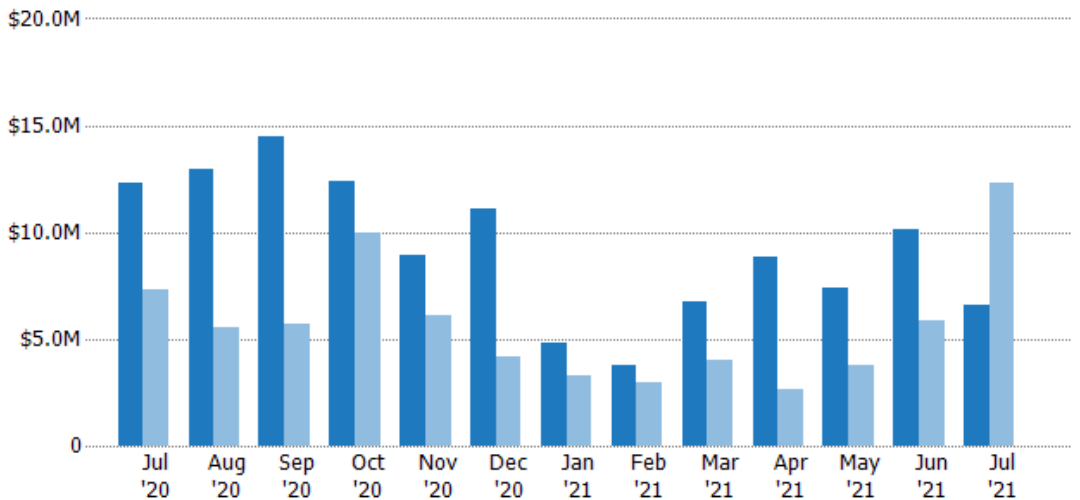
## Closed Sales Volume

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.
Jul '21	\$6.55M	-46.6%
Jul '20	\$12.3M	68.1%
Jul '19	\$7.31M	-11.6%



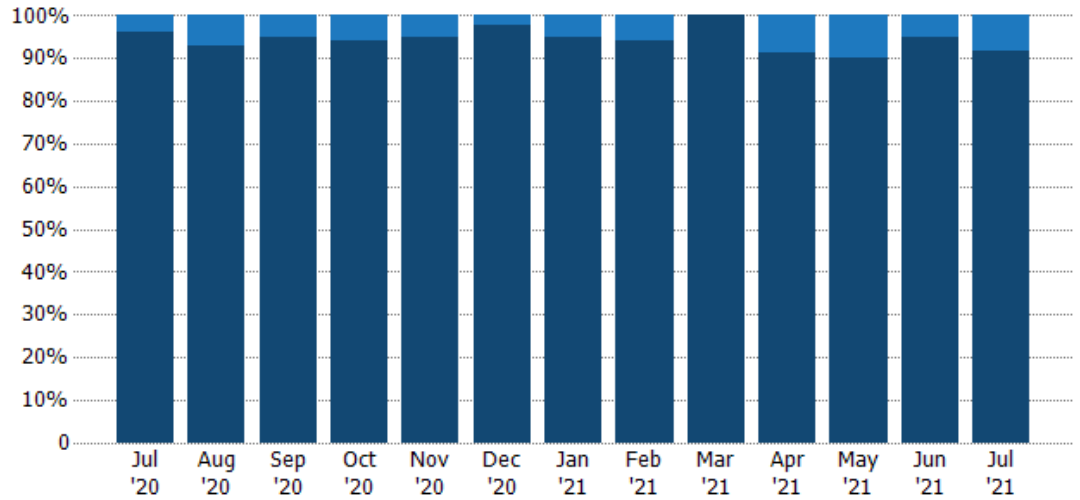
Current Year	\$12.3M	\$12.9M	\$14.5M	\$12.4M	\$8.89M	\$11.1M	\$4.83M	\$3.77M	\$6.75M	\$8.88M	\$7.36M	\$10.2M	\$6.55M
Prior Year	\$7.31M	\$5.57M	\$5.67M	\$9.95M	\$6.07M	\$4.19M	\$3.29M	\$2.97M	\$4.03M	\$2.66M	\$3.77M	\$5.85M	\$12.3M
Percent Change from Prior Year	68%	132%	156%	25%	46%	165%	47%	27%	68%	234%	95%	74%	-47%

## 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%	7%	5%	6%	5%	2%	5%	6%	-	9%	10%	5%	8%
Single Family Residence	96%	93%	95%	94%	95%	98%	95%	94%	100%	91%	90%	95%	92%

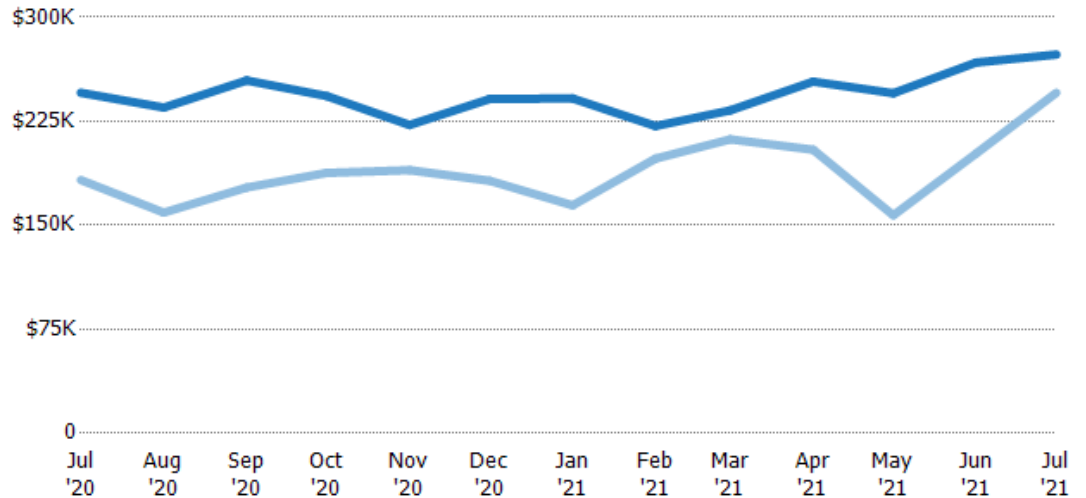
## Average Sales Price

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

Month/ Year	Price	% Chg.
Jul '21	\$273K	11.2%
Jul '20	\$246K	34.4%
Jul '19	\$183K	-9.3%



Current Year	\$246K	\$235K	\$254K	\$243K	\$222K	\$241K	\$241K	\$222K	\$233K	\$254K	\$245K	\$267K	\$273K
Prior Year	\$183K	\$159K	\$177K	\$188K	\$190K	\$182K	\$164K	\$198K	\$212K	\$204K	\$157K	\$202K	\$246K
Percent Change from Prior Year	34%	48%	44%	30%	17%	32%	47%	12%	10%	24%	56%	33%	11%

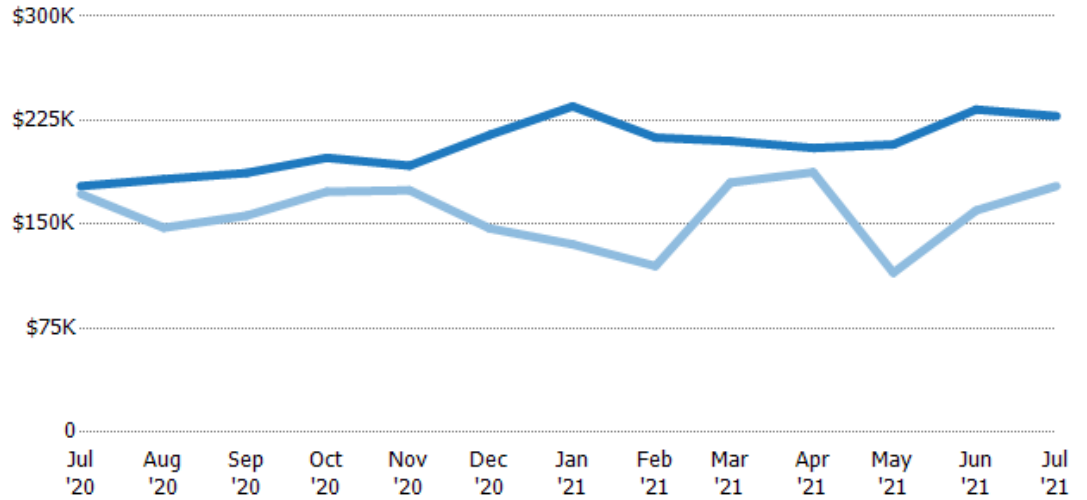
## Median Sales Price

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.
Jul '21	\$228K	28.5%
Jul '20	\$178K	3.3%
Jul '19	\$172K	-6.9%



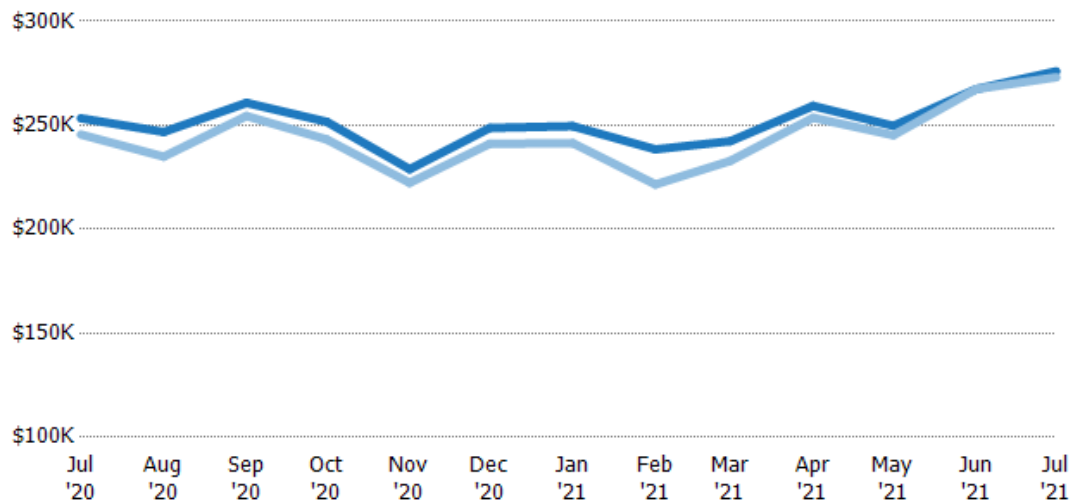
Current Year	\$178K	\$183K	\$187K	\$198K	\$192K	\$215K	\$235K	\$213K	\$210K	\$205K	\$208K	\$233K	\$228K
Prior Year	\$172K	\$148K	\$156K	\$174K	\$175K	\$147K	\$136K	\$120K	\$180K	\$188K	\$115K	\$160K	\$178K
Percent Change from Prior Year	3%	24%	20%	14%	10%	46%	73%	77%	17%	9%	80%	45%	28%

## 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



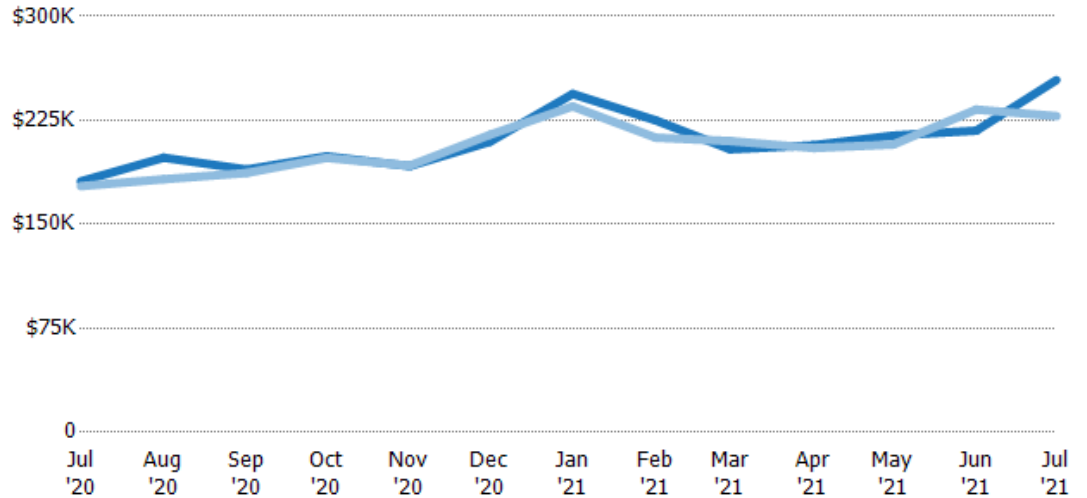
Avg List Price	\$253K	\$247K	\$261K	\$252K	\$229K	\$249K	\$250K	\$238K	\$242K	\$259K	\$250K	\$267K	\$276K
Avg Sales Price	\$246K	\$235K	\$254K	\$243K	\$222K	\$241K	\$241K	\$222K	\$233K	\$254K	\$245K	\$267K	\$273K
Avg Sales Price as a % of Avg List Price	97%	95%	98%	97%	97%	97%	97%	93%	96%	98%	98%	100%	99%

## 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



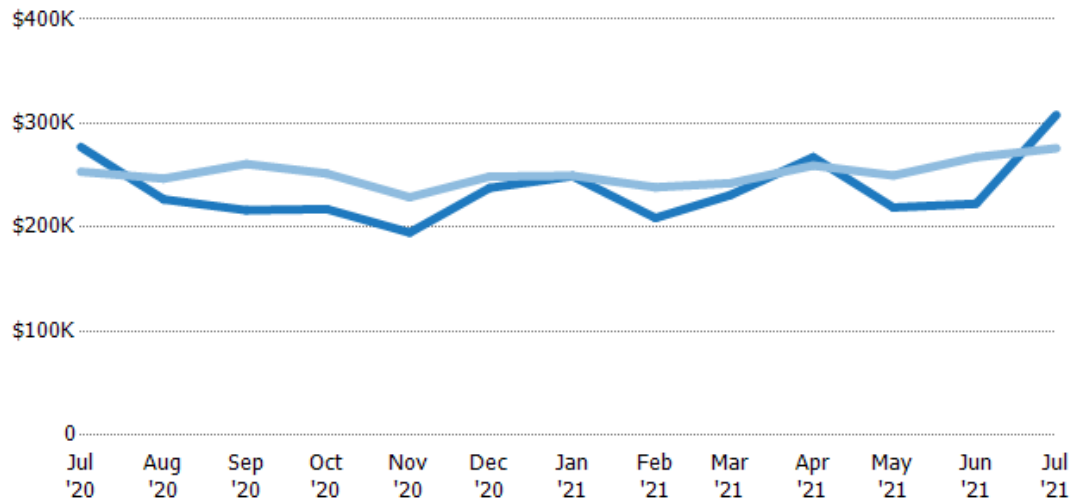
Median List Price	\$181K	\$198K	\$190K	\$199K	\$192K	\$209K	\$244K	\$225K	\$204K	\$207K	\$214K	\$218K	\$254K
Median Sales Price	\$178K	\$183K	\$187K	\$198K	\$192K	\$215K	\$235K	\$213K	\$210K	\$205K	\$208K	\$233K	\$228K
Med Sales Price as a % of Med List Price	98%	92%	99%	99%	100%	102%	96%	94%	103%	99%	97%	107%	90%

## 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



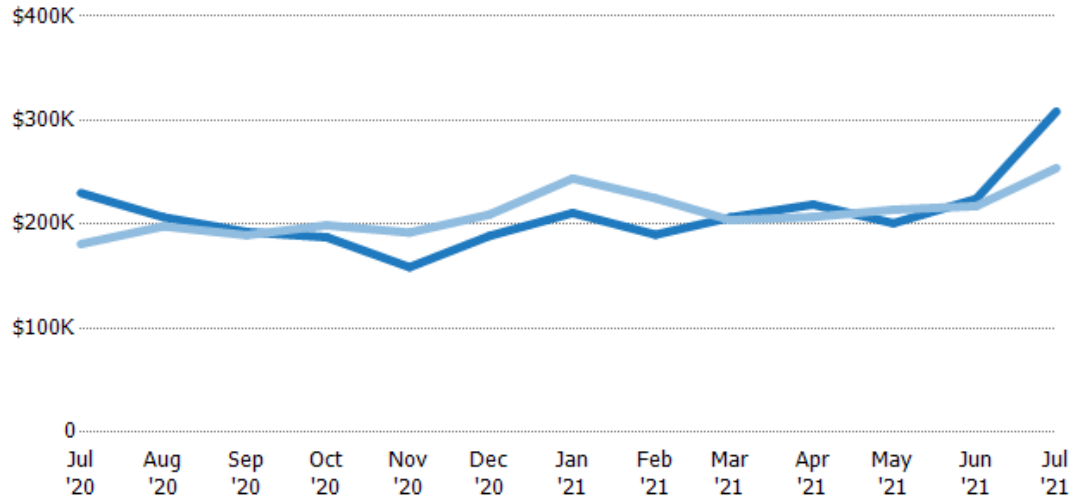
Avg Est Value	\$277K	\$227K	\$216K	\$217K	\$195K	\$238K	\$249K	\$209K	\$231K	\$267K	\$219K	\$223K	\$308K
Avg Sales Price	\$253K	\$247K	\$261K	\$252K	\$229K	\$249K	\$250K	\$238K	\$242K	\$259K	\$250K	\$267K	\$276K
Avg Sales Price as a % of Avg Est Value	91%	109%	121%	116%	117%	105%	100%	114%	105%	97%	114%	120%	90%

## 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



Median Est Value	\$230K	\$207K	\$193K	\$188K	\$159K	\$189K	\$211K	\$190K	\$207K	\$219K	\$201K	\$224K	\$309K
Median Sales Price	\$181K	\$198K	\$190K	\$199K	\$192K	\$209K	\$244K	\$225K	\$204K	\$207K	\$214K	\$218K	\$254K
Med Sales Price as a % of Med Est Value	79%	96%	98%	106%	121%	111%	116%	118%	99%	95%	106%	97%	82%