

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	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	33	37	-10.8%	355	370	-4.1%
New Listing Volume	\$7,826,400	\$13,348,349	-41.4%	\$105,383,200	\$97,003,621	+8.6%
Active Listing Count	122	167	-26.9%	N/A	N/A	
Active Listing Volume	\$37,347,600	\$55,038,549	-32.1%	N/A	N/A	
Average Listing Price	\$306,128	\$329,572	-7.1%	\$372,050	\$277,761	+33.9%
Median Listing Price	\$250,000	\$205,000	+22%	\$228,163	\$196,827	+15.9%
Median Days in RPR	65.5	103	-36.4%	83.31	145.49	-42.7%
Months of Inventory	2.4	3.2	-24.1%	3.3	8.3	-60.4%
Absorption Rate	41.8%	31.74%	+10.1%	30.49%	12.08%	+18.4%
Sales Activity Charts Metrics						
New Pending Sales Count	11	58	-81%	349	410	-14.9%
New Pending Sales Volume	\$5,475,300	\$13,926,972	-60.7%	\$95,442,250	\$91,944,545	+3.8%
Pending Sales Count	27	95	-71.6%	N/A	N/A	
Pending Sales Volume	\$11,403,600	\$22,709,922	-49.8%	N/A	N/A	
Closed Sales Count	31	55	-43.6%	289	275	+5.1%
Closed Sales Volume	\$9,090,300	\$13,836,452	-34.3%	\$74,669,488	\$59,497,981	+25.5%
Average Sales Price	\$293,235	\$251,572	+16.6%	\$258,372	\$216,356	+19.4%
Median Sales Price	\$229,000	\$184,000	+24.5%	\$221,089	\$168,942	+30.9%

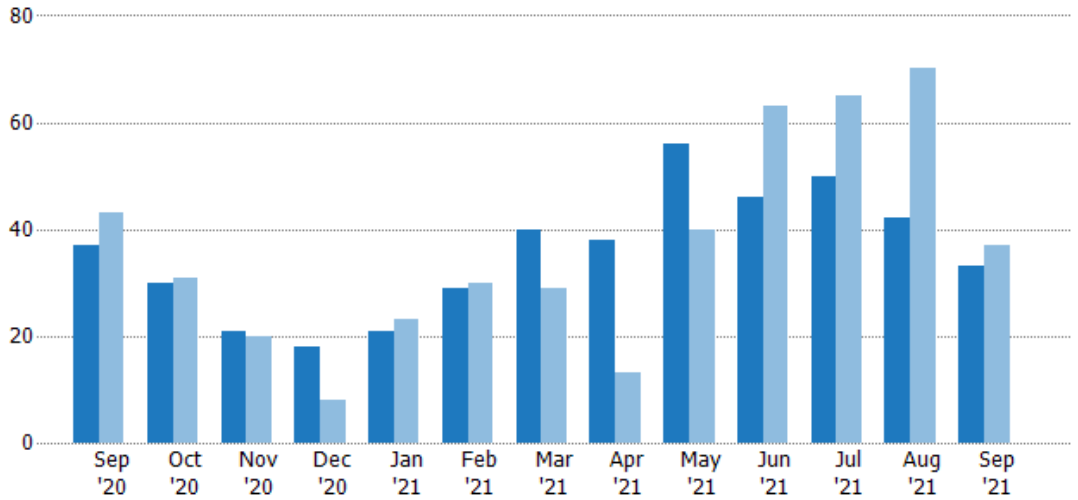
New Listings

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.
Sep '21	33	-10.8%
Sep '20	37	-14%
Sep '19	43	-25.6%



Current Year	37	30	21	18	21	29	40	38	56	46	50	42	33
Prior Year	43	31	20	8	23	30	29	13	40	63	65	70	37
Percent Change from Prior Year	-14%	-3%	5%	125%	-9%	-3%	38%	192%	40%	-27%	-23%	-40%	-11%

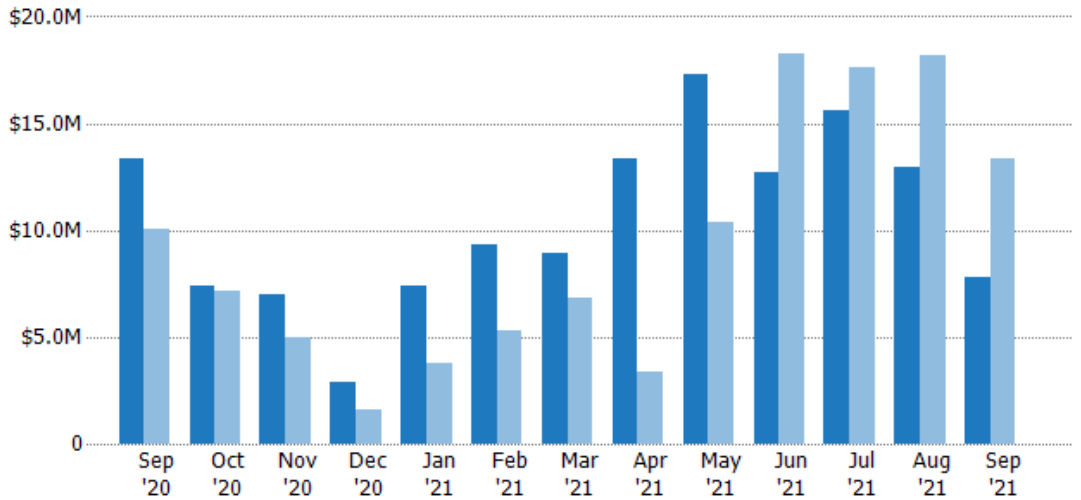
New Listing Volume

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.
Sep '21	\$7.83M	-41.4%
Sep '20	\$13.3M	32.7%
Sep '19	\$10.1M	-23.2%



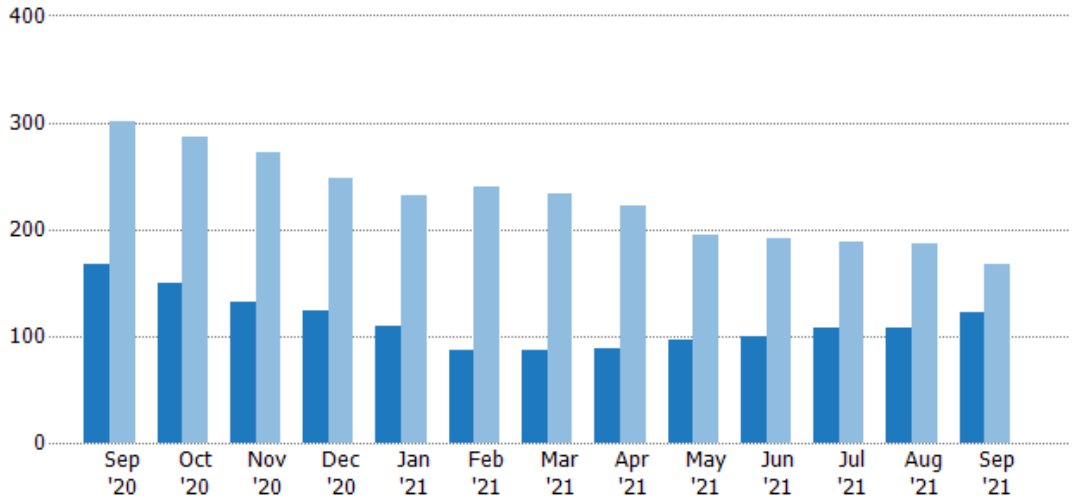
Current Year	\$13.3M	\$7.41M	\$6.99M	\$2.89M	\$7.4M	\$9.34M	\$8.91M	\$13.3M	\$17.3M	\$12.7M	\$15.6M	\$12.9M	\$7.83M
Prior Year	\$10.1M	\$7.16M	\$4.97M	\$1.57M	\$3.77M	\$5.3M	\$6.82M	\$3.36M	\$10.4M	\$18.2M	\$17.6M	\$18.2M	\$13.3M
Percent Change from Prior Year	33%	4%	41%	84%	96%	76%	31%	297%	67%	-30%	-12%	-29%	-41%

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



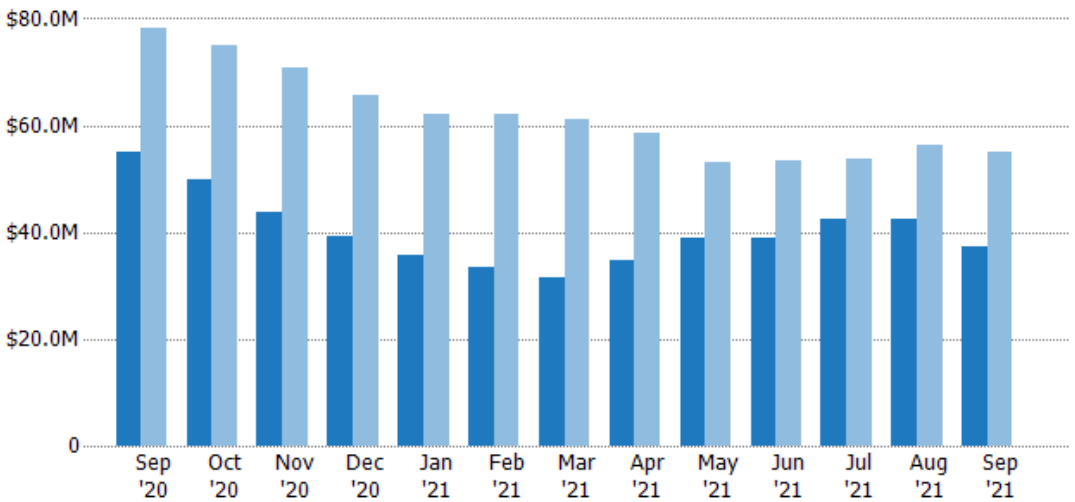
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	167	150	132	123	109	86	87	88	96	100	107	107	122
Prior Year	301	286	272	247	232	239	233	222	195	192	188	187	167
Percent Change from Prior Year	-45%	-48%	-51%	-50%	-53%	-64%	-63%	-60%	-51%	-48%	-43%	-43%	-27%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$55M	\$50M	\$43.7M	\$39.4M	\$35.6M	\$33.4M	\$31.5M	\$34.9M	\$39M	\$39M	\$42.3M	\$42.5M	\$37.3M
Prior Year	\$78.2M	\$75.1M	\$70.8M	\$65.8M	\$61.9M	\$62M	\$61.2M	\$58.7M	\$53.1M	\$53.3M	\$53.7M	\$56.3M	\$55M
Percent Change from Prior Year	-30%	-33%	-38%	-40%	-43%	-46%	-48%	-41%	-27%	-27%	-21%	-25%	-32%

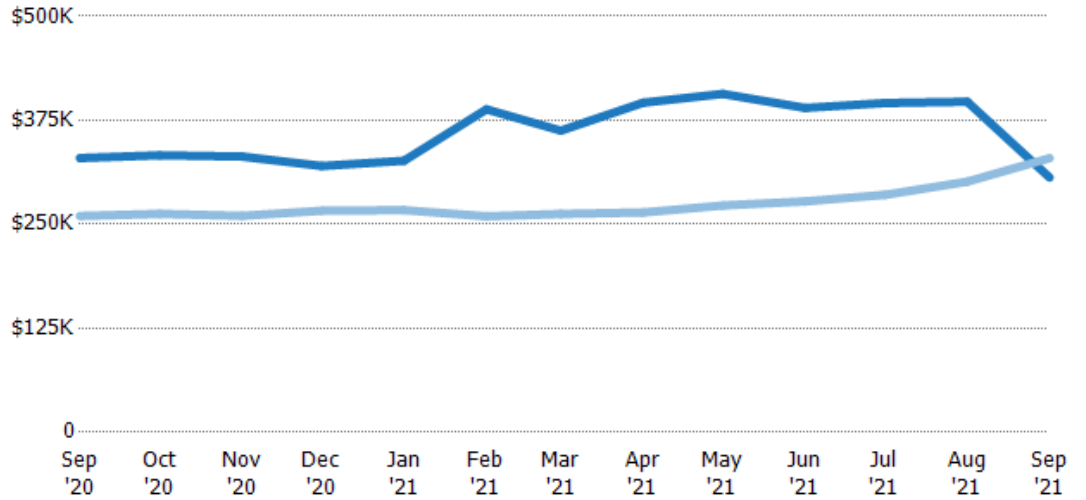
Average Listing Price

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.
Sep '21	\$306K	-7.1%
Sep '20	\$330K	26.8%
Sep '19	\$260K	-0.4%



Current Year	\$330K	\$333K	\$331K	\$320K	\$326K	\$388K	\$363K	\$396K	\$407K	\$390K	\$396K	\$397K	\$306K
Prior Year	\$260K	\$263K	\$260K	\$266K	\$267K	\$260K	\$262K	\$264K	\$273K	\$277K	\$285K	\$301K	\$330K
Percent Change from Prior Year	27%	27%	27%	20%	22%	50%	38%	50%	49%	40%	39%	32%	-7%

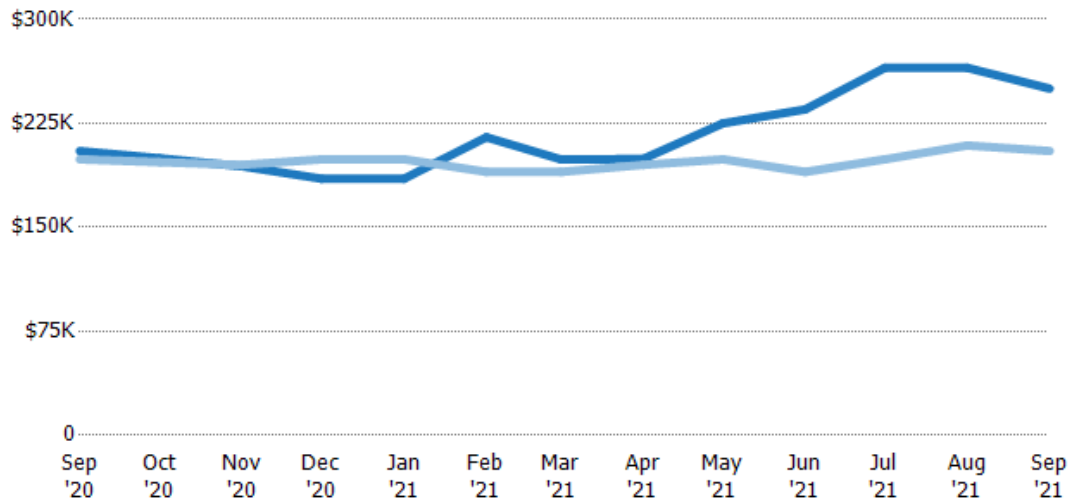
Median Listing Price

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.
Sep '21	\$250K	22%
Sep '20	\$205K	3%
Sep '19	\$199K	0.2%



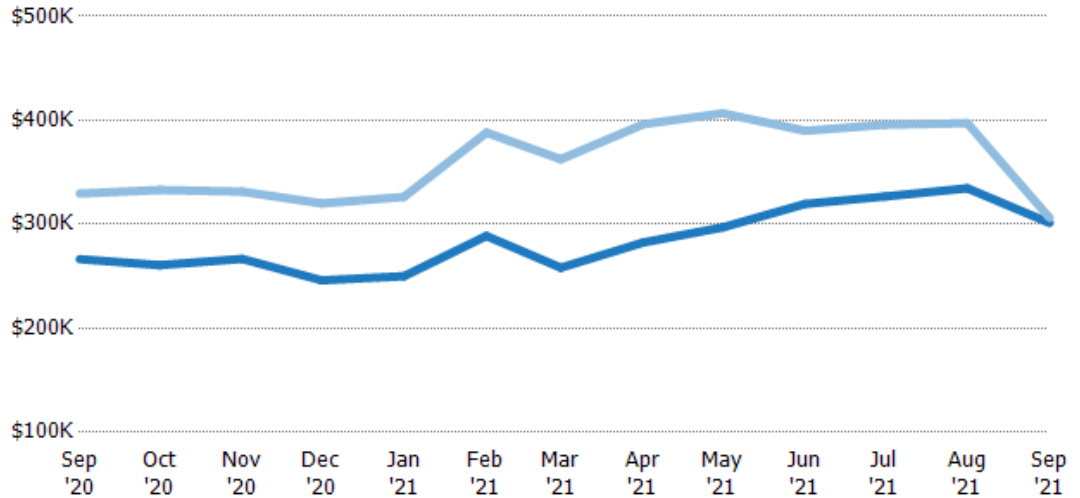
Current Year	\$205K	\$200K	\$194K	\$185K	\$185K	\$215K	\$199K	\$199K	\$225K	\$235K	\$265K	\$265K	\$250K
Prior Year	\$199K	\$197K	\$195K	\$199K	\$199K	\$190K	\$190K	\$195K	\$199K	\$190K	\$199K	\$209K	\$205K
Percent Change from Prior Year	3%	1%	-1%	-7%	-7%	13%	5%	2%	13%	24%	33%	27%	22%

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



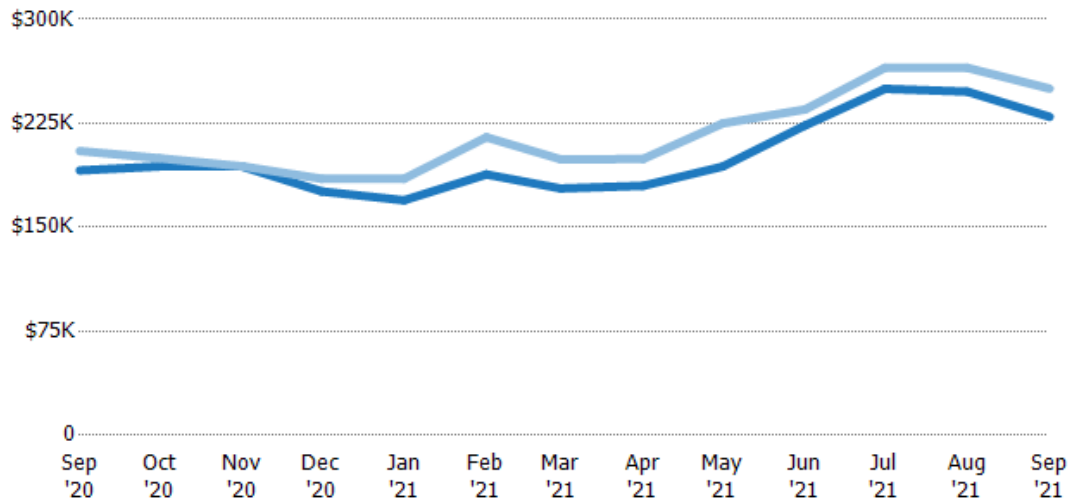
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$266K	\$261K	\$267K	\$246K	\$250K	\$289K	\$258K	\$282K	\$297K	\$320K	\$327K	\$335K	\$301K
Avg Listing Price	\$330K	\$333K	\$331K	\$320K	\$326K	\$388K	\$363K	\$396K	\$407K	\$390K	\$396K	\$397K	\$306K
Avg Listing Price as a % of Avg Est Value	124%	128%	124%	130%	131%	134%	140%	140%	137%	122%	121%	119%	102%

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



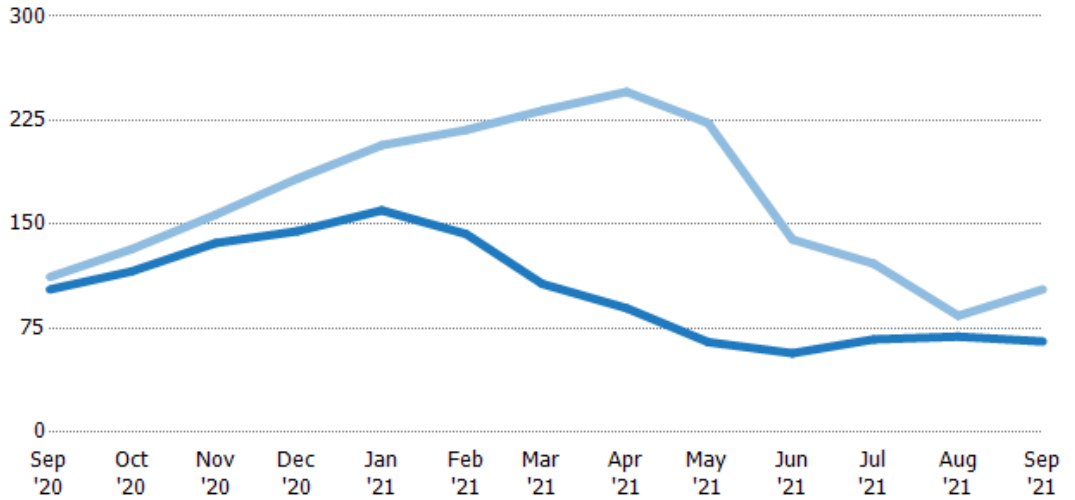
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$191K	\$194K	\$194K	\$176K	\$169K	\$188K	\$178K	\$180K	\$194K	\$223K	\$250K	\$248K	\$230K
Median Listing Price	\$205K	\$200K	\$194K	\$185K	\$185K	\$215K	\$199K	\$199K	\$225K	\$235K	\$265K	\$265K	\$250K
Med Listing Price as a % of Med Est Value	107%	103%	100%	105%	109%	114%	112%	111%	116%	105%	106%	107%	109%

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



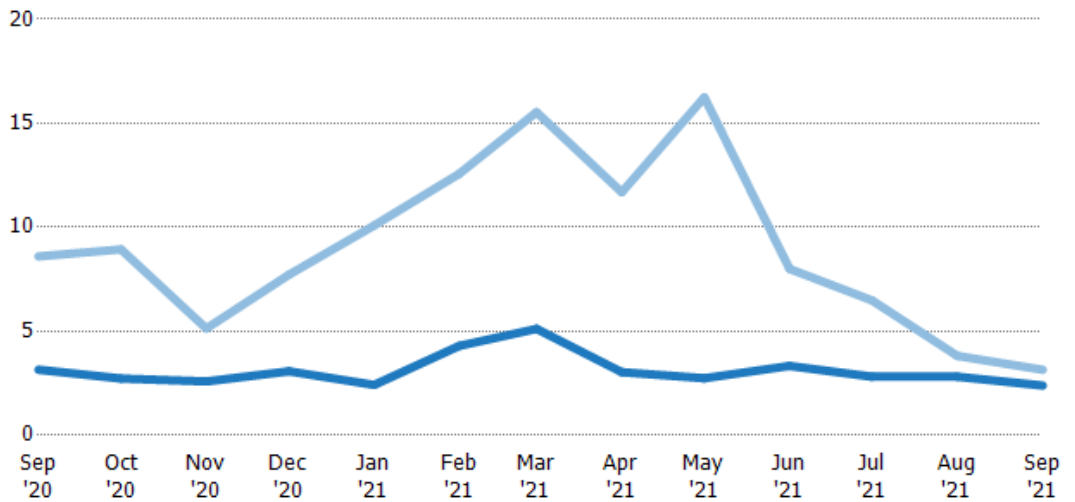
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	103	116	137	145	160	143	107	89.5	65	57	67	69	65.5
Prior Year	112	132	157	183	207	218	232	246	223	139	122	84	103
Percent Change from Prior Year	-8%	-12%	-13%	-21%	-23%	-34%	-54%	-64%	-71%	-59%	-45%	-18%	-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



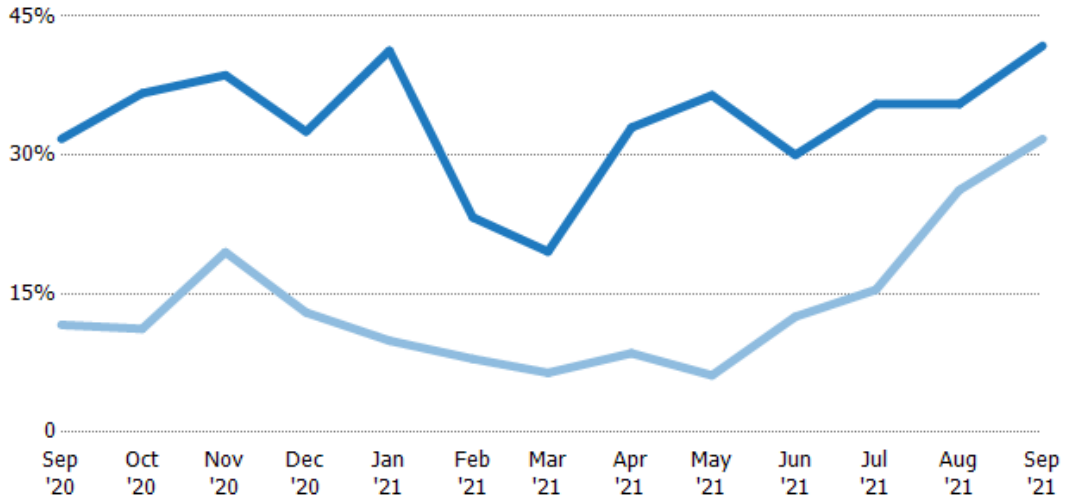
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	3.15	2.73	2.59	3.08	2.42	4.3	5.12	3.03	2.74	3.33	2.82	2.82	2.39
Prior Year	8.6	8.94	5.13	7.72	10.1	12.6	15.5	11.7	16.3	8	6.48	3.82	3.15
Percent Change from Prior Year	-63%	-69%	-50%	-60%	-76%	-66%	-67%	-74%	-83%	-58%	-57%	-26%	-24%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



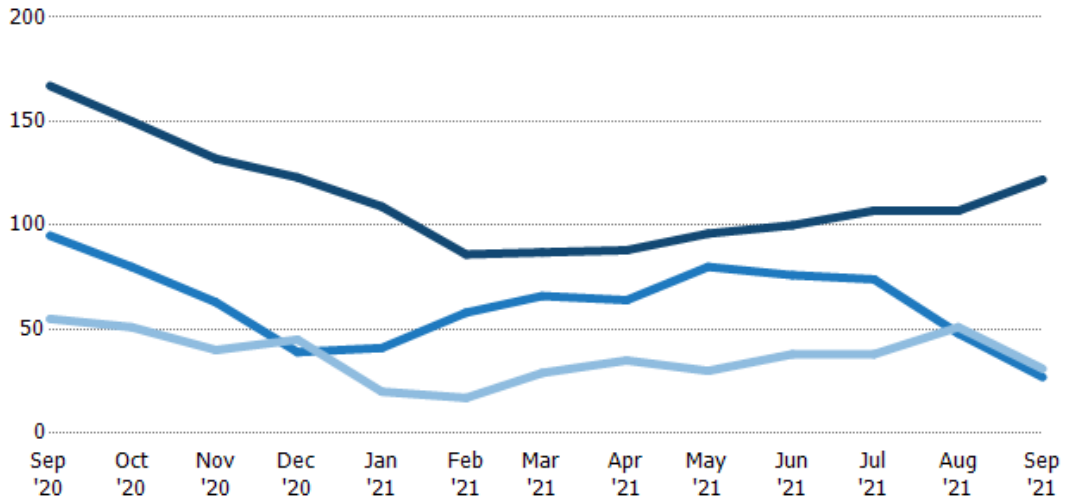
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	32%	37%	39%	33%	41%	23%	20%	33%	36%	30%	36%	36%	42%
Prior Year	12%	11%	19%	13%	10%	8%	6%	9%	6%	13%	15%	26%	32%
Change from Prior Year	-20%	-25%	-19%	-20%	-31%	-15%	-13%	-24%	-30%	-18%	-20%	-9%	-10%

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



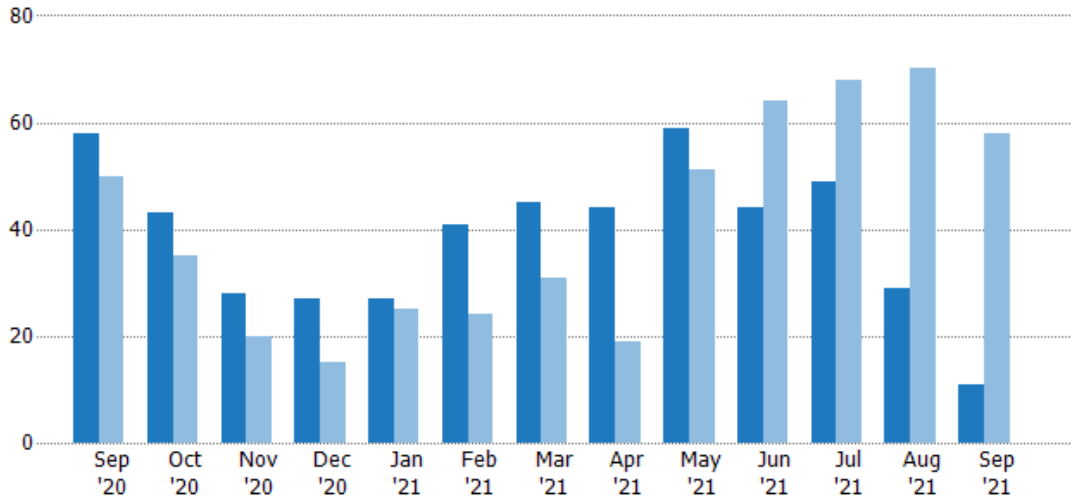
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	167	150	132	123	109	86	87	88	96	100	107	107	122
Pending	95	80	63	39	41	58	66	64	80	76	74	48	27
Sold	55	51	40	45	20	17	29	35	30	38	38	51	31

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



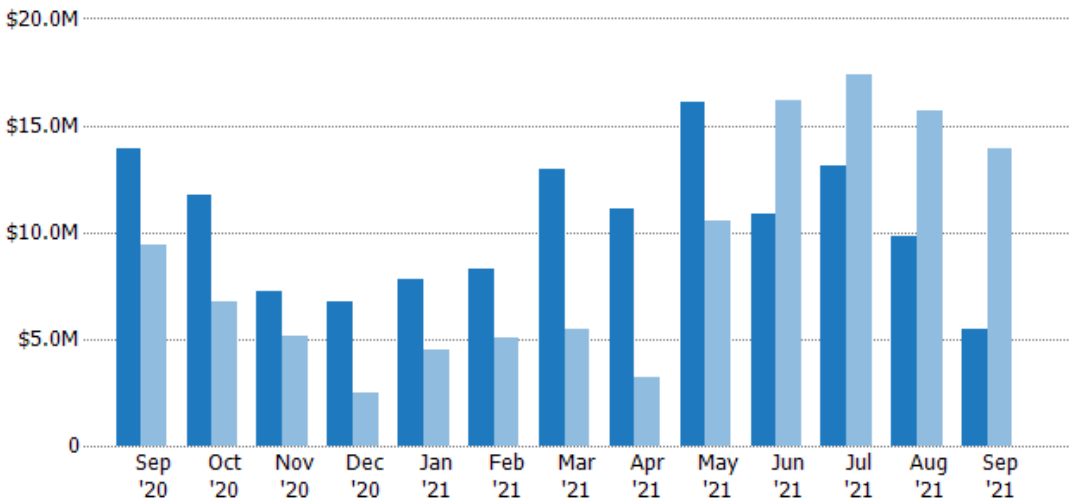
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	58	43	28	27	27	41	45	44	59	44	49	29	11
Prior Year	50	35	20	15	25	24	31	19	51	64	68	70	58
Percent Change from Prior Year	16%	23%	40%	80%	8%	71%	45%	132%	16%	-31%	-28%	-59%	-81%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$13.9M	\$11.7M	\$7.22M	\$6.72M	\$7.76M	\$8.28M	\$12.9M	\$11.1M	\$16.1M	\$10.9M	\$13.1M	\$9.85M	\$5.48M
Prior Year	\$9.37M	\$6.71M	\$5.16M	\$2.47M	\$4.47M	\$5.06M	\$5.43M	\$3.22M	\$10.6M	\$16.2M	\$17.4M	\$15.7M	\$13.9M
Percent Change from Prior Year	49%	74%	40%	172%	74%	63%	139%	244%	52%	-33%	-25%	-37%	-61%

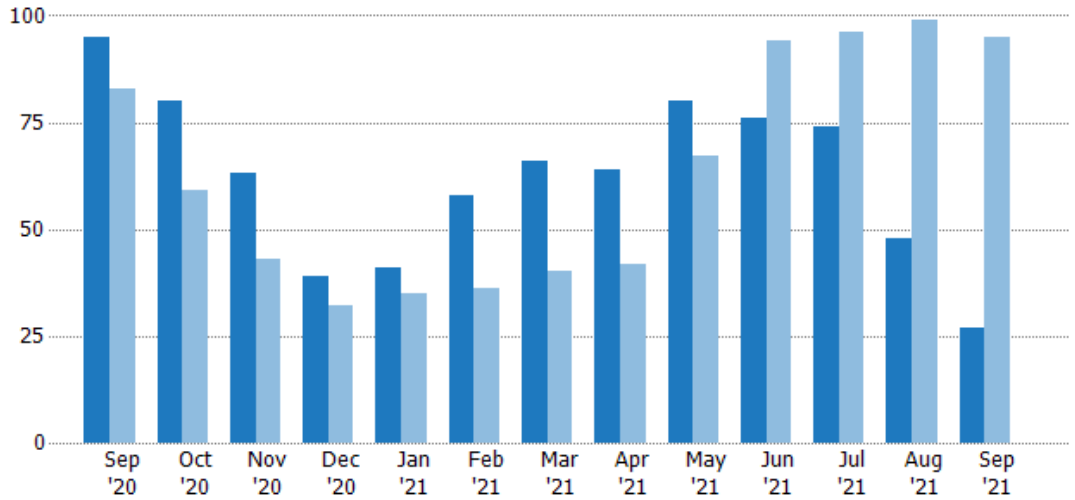
Pending Sales

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.
Sep '21	27	-71.6%
Sep '20	95	14.5%
Sep '19	83	-38.6%



Current Year	95	80	63	39	41	58	66	64	80	76	74	48	27
Prior Year	83	59	43	32	35	36	40	42	67	94	96	99	95
Percent Change from Prior Year	14%	36%	47%	22%	17%	61%	65%	52%	19%	-19%	-23%	-52%	-72%

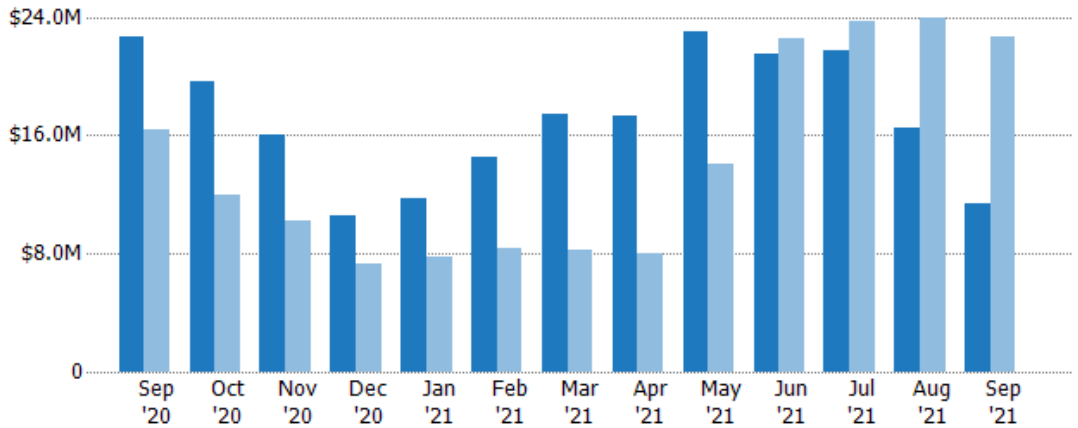
Pending Sales Volume

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.
Sep '21	\$11.4M	-49.8%
Sep '20	\$22.7M	38.5%
Sep '19	\$16.4M	-28.5%



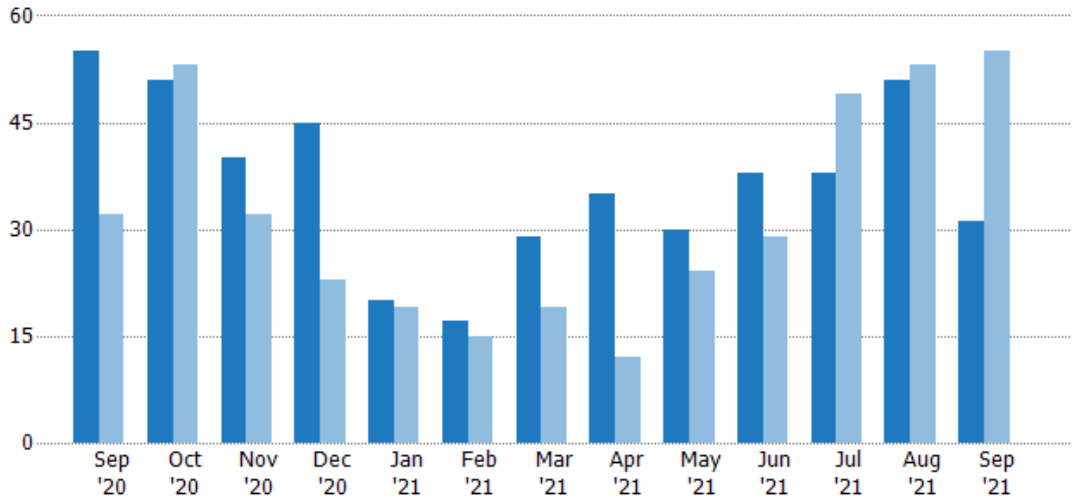
Current Year	\$22.7M	\$19.6M	\$16M	\$10.6M	\$11.7M	\$14.6M	\$17.5M	\$17.4M	\$23M	\$21.5M	\$21.8M	\$16.4M	\$11.4M
Prior Year	\$16.4M	\$12M	\$10.2M	\$7.33M	\$7.82M	\$8.32M	\$8.21M	\$7.95M	\$14M	\$22.6M	\$23.7M	\$24M	\$22.7M
Percent Change from Prior Year	38%	64%	57%	44%	50%	75%	113%	118%	64%	-5%	-8%	-31%	-50%

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



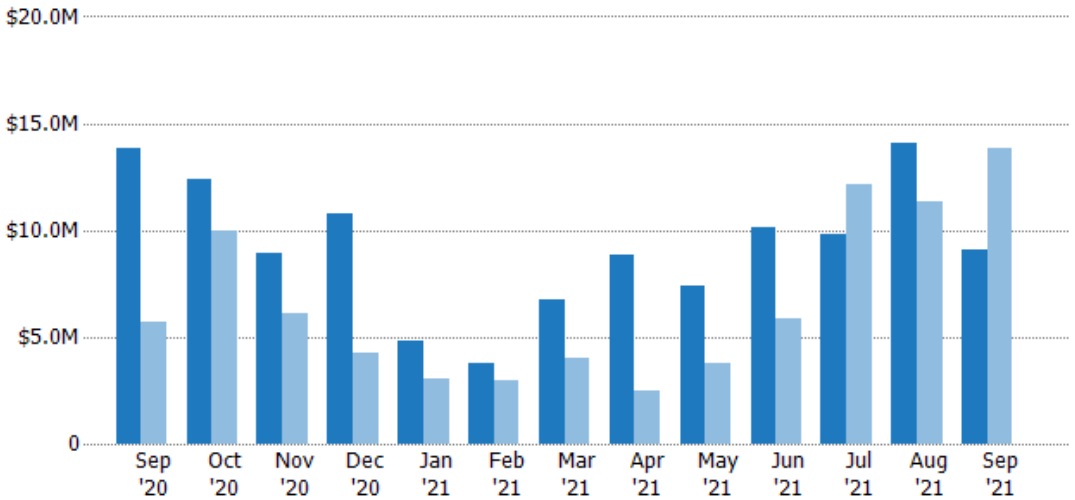
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	55	51	40	45	20	17	29	35	30	38	38	51	31
Prior Year	32	53	32	23	19	15	19	12	24	29	49	53	55
Percent Change from Prior Year	72%	-4%	25%	96%	5%	13%	53%	192%	25%	31%	-22%	-4%	-44%

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



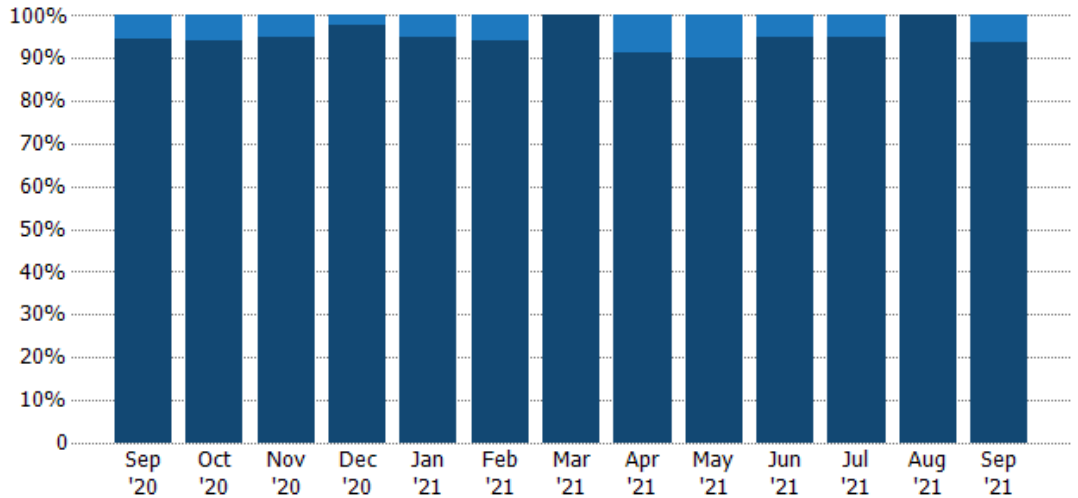
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$13.8M	\$12.4M	\$8.89M	\$10.8M	\$4.83M	\$3.77M	\$6.75M	\$8.88M	\$7.36M	\$10.2M	\$9.78M	\$14.1M	\$9.09M
Prior Year	\$5.67M	\$9.95M	\$6.07M	\$4.23M	\$3.03M	\$2.97M	\$4.03M	\$2.51M	\$3.77M	\$5.85M	\$12.1M	\$11.4M	\$13.8M
Percent Change from Prior Year	144%	25%	46%	155%	59%	27%	68%	253%	95%	74%	-19%	24%	-34%

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



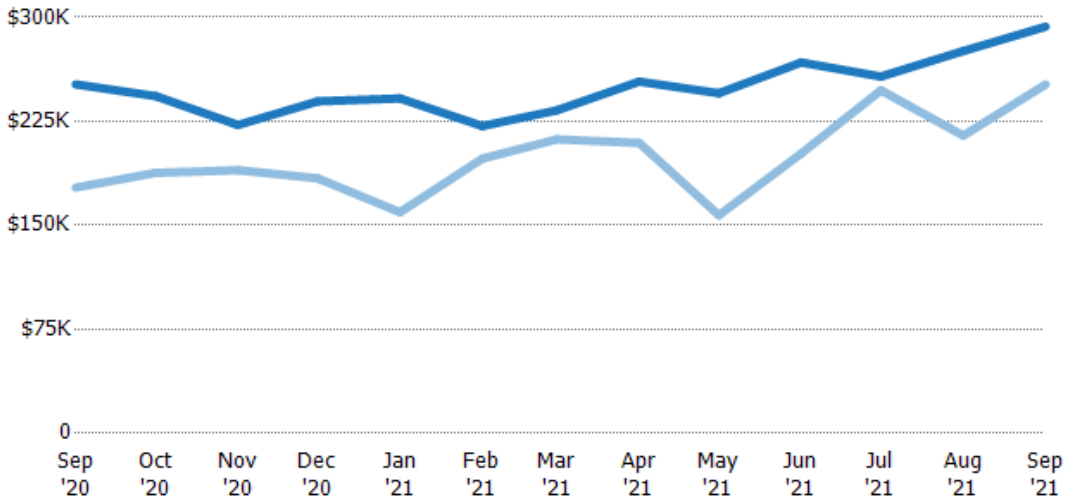
Condo/Townhouse	5%	6%	5%	2%	5%	6%	-	9%	10%	5%	5%	-	6%
Single Family Residence	95%	94%	95%	98%	95%	94%	100%	91%	90%	95%	95%	100%	94%

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	\$252K	\$243K	\$222K	\$239K	\$241K	\$222K	\$233K	\$254K	\$245K	\$267K	\$257K	\$276K	\$293K
Prior Year	\$177K	\$188K	\$190K	\$184K	\$159K	\$198K	\$212K	\$209K	\$157K	\$202K	\$247K	\$215K	\$252K
Percent Change from Prior Year	42%	30%	17%	30%	51%	12%	10%	21%	56%	33%	4%	28%	17%

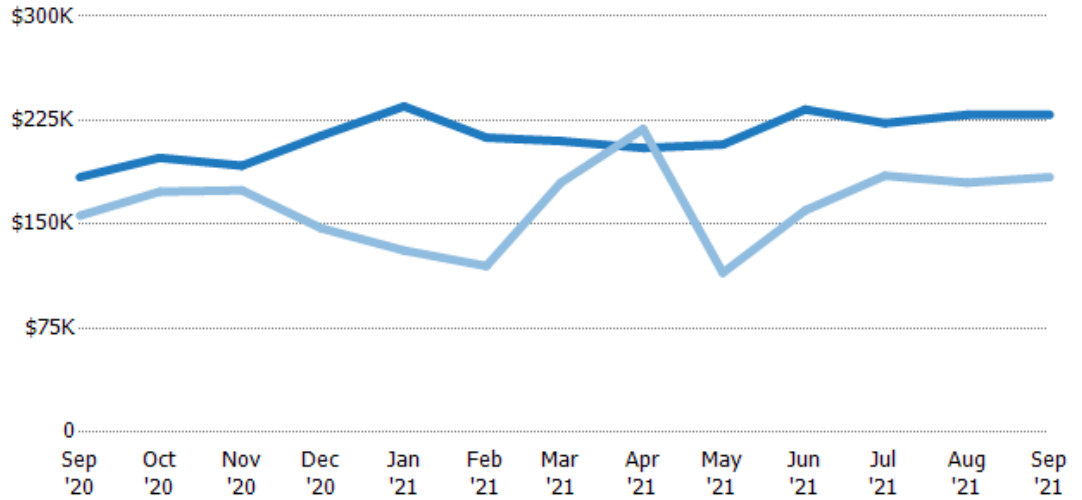
Median Sales Price

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.
Sep '21	\$229K	24.5%
Sep '20	\$184K	17.8%
Sep '19	\$156K	-4.6%



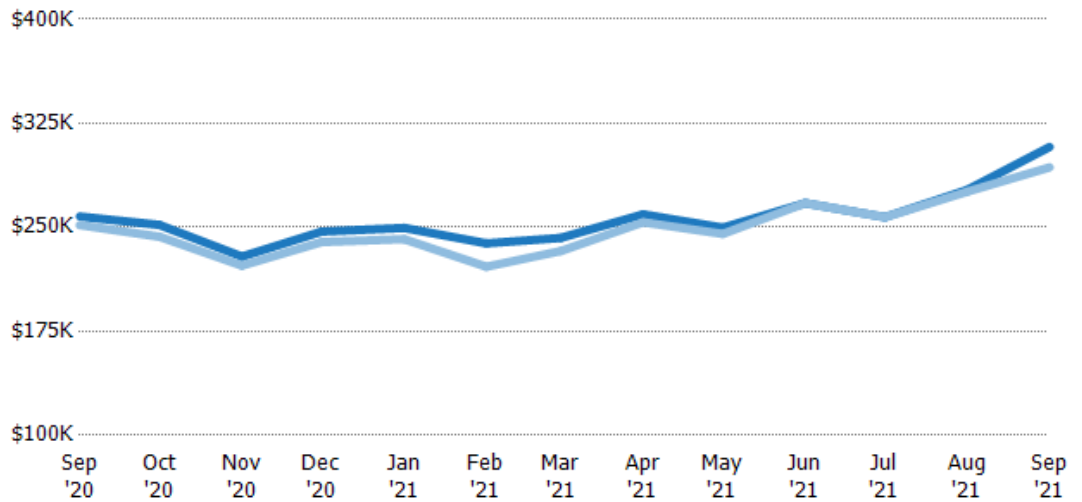
Current Year	\$184K	\$198K	\$192K	\$214K	\$235K	\$213K	\$210K	\$205K	\$208K	\$233K	\$223K	\$229K	\$229K
Prior Year	\$156K	\$174K	\$175K	\$147K	\$131K	\$120K	\$180K	\$219K	\$115K	\$160K	\$185K	\$180K	\$184K
Percent Change from Prior Year	18%	14%	10%	46%	79%	77%	17%	-6%	80%	45%	20%	27%	24%

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



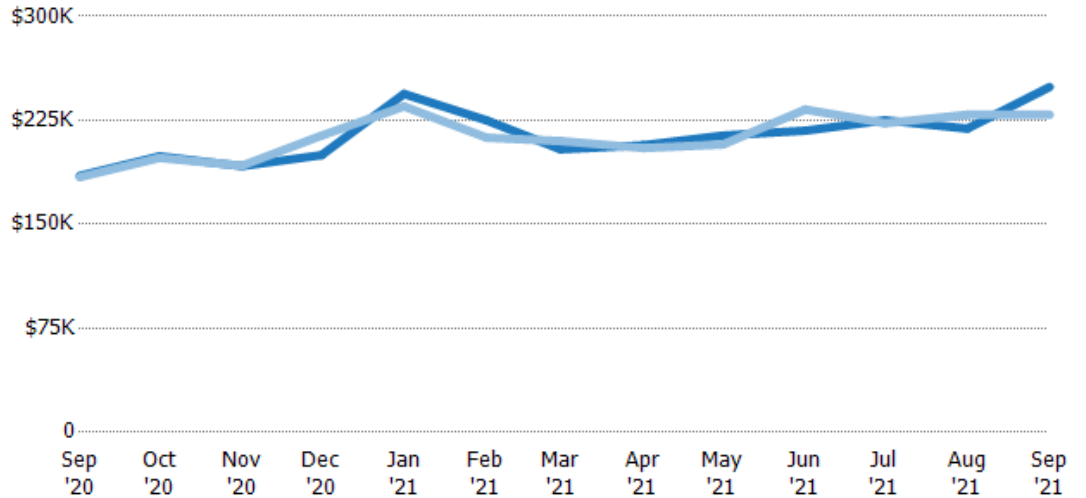
Avg List Price	\$258K	\$252K	\$229K	\$247K	\$250K	\$238K	\$242K	\$259K	\$250K	\$267K	\$257K	\$277K	\$308K
Avg Sales Price	\$252K	\$243K	\$222K	\$239K	\$241K	\$222K	\$233K	\$254K	\$245K	\$267K	\$257K	\$276K	\$293K
Avg Sales Price as a % of Avg List Price	98%	97%	97%	97%	97%	93%	96%	98%	98%	100%	100%	100%	95%

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



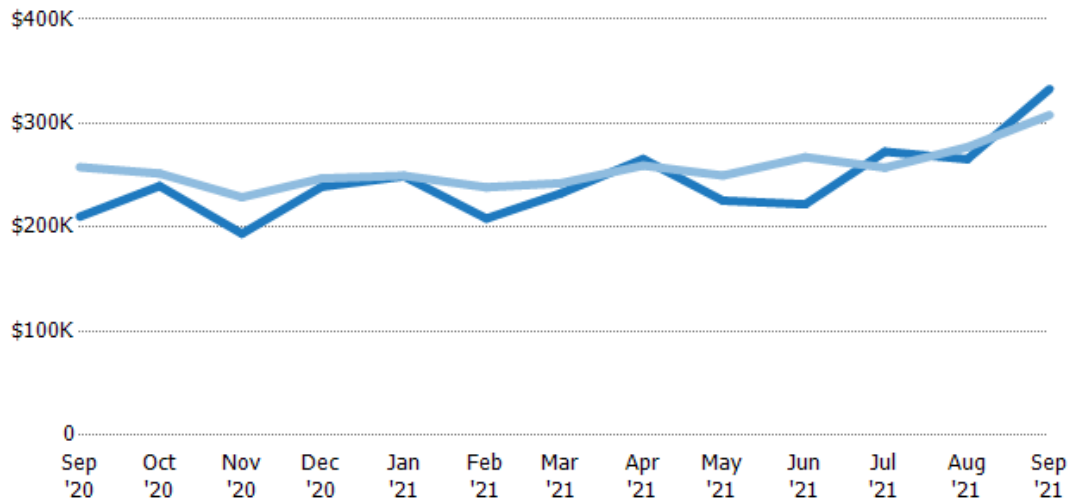
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$185K	\$199K	\$192K	\$200K	\$244K	\$225K	\$204K	\$207K	\$214K	\$218K	\$225K	\$219K	\$249K
Median Sales Price	\$184K	\$198K	\$192K	\$214K	\$235K	\$213K	\$210K	\$205K	\$208K	\$233K	\$223K	\$229K	\$229K
Med Sales Price as a % of Med List Price	99%	99%	100%	107%	96%	94%	103%	99%	97%	107%	99%	105%	92%

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



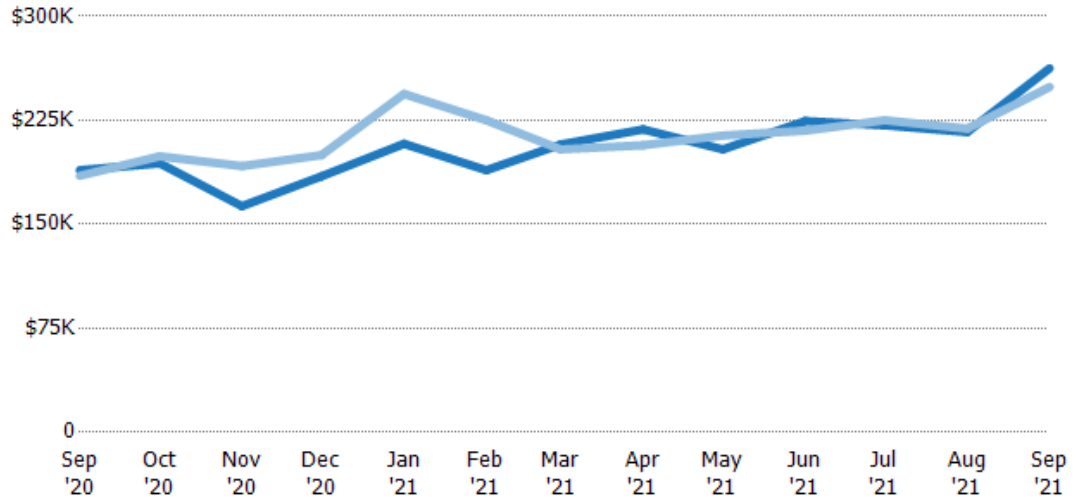
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$210K	\$240K	\$194K	\$239K	\$249K	\$208K	\$233K	\$266K	\$226K	\$222K	\$273K	\$265K	\$333K
Avg Sales Price	\$258K	\$252K	\$229K	\$247K	\$250K	\$238K	\$242K	\$259K	\$250K	\$267K	\$257K	\$277K	\$308K
Avg Sales Price as a % of Avg Est Value	123%	105%	118%	103%	100%	114%	104%	98%	111%	120%	94%	104%	92%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$189K	\$194K	\$163K	\$185K	\$208K	\$189K	\$208K	\$218K	\$204K	\$224K	\$221K	\$217K	\$263K
Median Sales Price	\$185K	\$199K	\$192K	\$200K	\$244K	\$225K	\$204K	\$207K	\$214K	\$218K	\$225K	\$219K	\$249K
Med Sales Price as a % of Med Est Value	98%	103%	118%	108%	117%	119%	98%	95%	105%	97%	102%	101%	95%