

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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	42	70	-40%	322	333	-3.3%
New Listing Volume	\$12,942,750	\$18,172,172	-28.8%	\$97,556,800	\$83,655,272	+16.6%
Active Listing Count	107	187	-42.8%	N/A	N/A	
Active Listing Volume	\$42,508,500	\$56,335,672	-24.5%	N/A	N/A	
Average Listing Price	\$397,276	\$301,260	+31.9%	\$382,361	\$272,636	+40.2%
Median Listing Price	\$265,000	\$209,000	+26.8%	\$224,747	\$196,019	+14.7%
Median Days in RPR	69	84	-17.9%	85.46	156.12	-45.3%
Months of Inventory	2.8	3.8	-26.2%	3.5	8.8	-59.7%
Absorption Rate	35.51%	26.2%	+9.3%	28.21%	11.37%	+16.8%
Sales Activity Charts Metrics						
New Pending Sales Count	29	70	-58.6%	338	352	-4%
New Pending Sales Volume	\$9,848,200	\$15,691,500	-37.2%	\$89,966,950	\$78,017,573	+15.3%
Pending Sales Count	48	99	-51.5%	N/A	N/A	
Pending Sales Volume	\$16,448,900	\$23,990,050	-31.4%	N/A	N/A	
Closed Sales Count	51	53	-3.8%	258	220	+17.3%
Closed Sales Volume	\$14,059,500	\$11,375,864	+23.6%	\$65,579,188	\$45,661,529	+43.6%
Average Sales Price	\$275,676	\$214,639	+28.4%	\$254,183	\$207,552	+22.5%
Median Sales Price	\$229,000	\$180,000	+27.2%	\$220,138	\$165,177	+33.3%

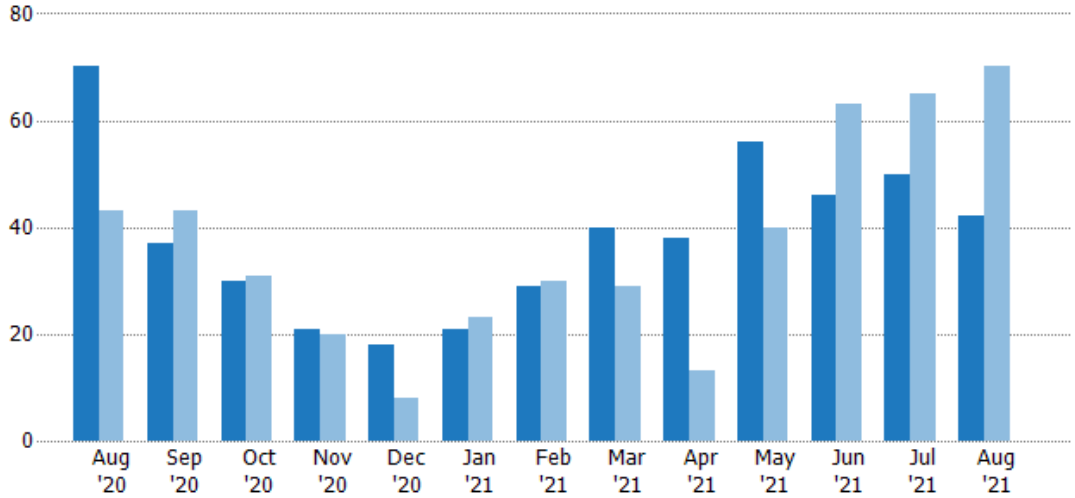
New Listings

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.
Aug '21	42	-40%
Aug '20	70	62.8%
Aug '19	43	30.2%



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

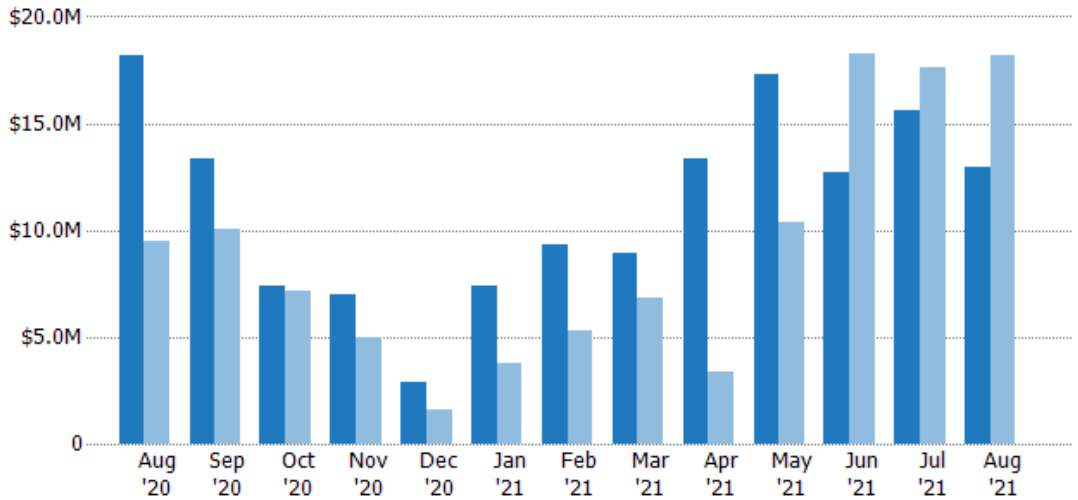
New Listing Volume

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.
Aug '21	\$12.9M	-28.8%
Aug '20	\$18.2M	92.3%
Aug '19	\$9.45M	26.8%



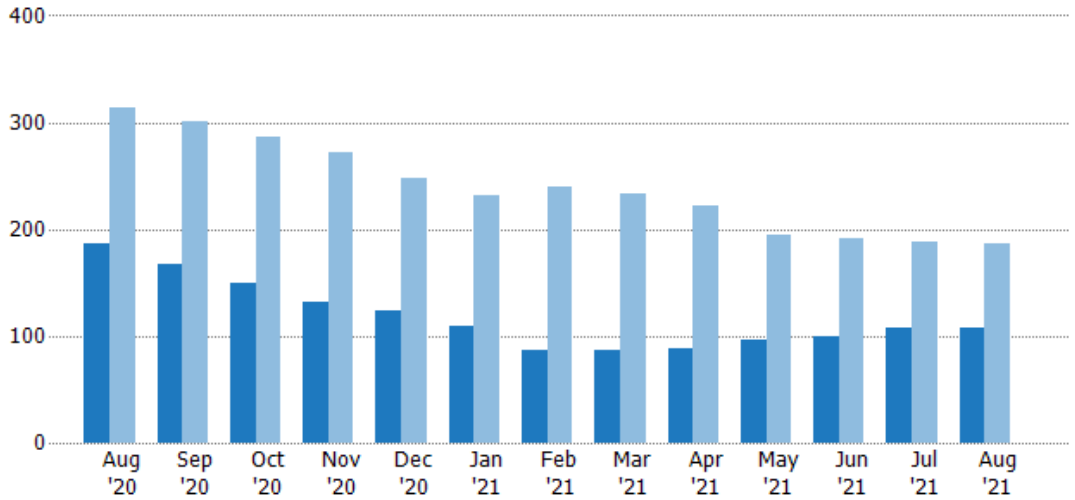
Current Year	\$18.2M	\$13.3M	\$7.41M	\$6.99M	\$2.89M	\$7.4M	\$9.34M	\$8.91M	\$13.3M	\$17.3M	\$12.7M	\$15.6M	\$12.9M
Prior Year	\$9.45M	\$10.1M	\$7.16M	\$4.97M	\$1.57M	\$3.77M	\$5.3M	\$6.82M	\$3.36M	\$10.4M	\$18.2M	\$17.6M	\$18.2M
Percent Change from Prior Year	92%	33%	4%	41%	84%	96%	76%	31%	297%	67%	-30%	-12%	-29%

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



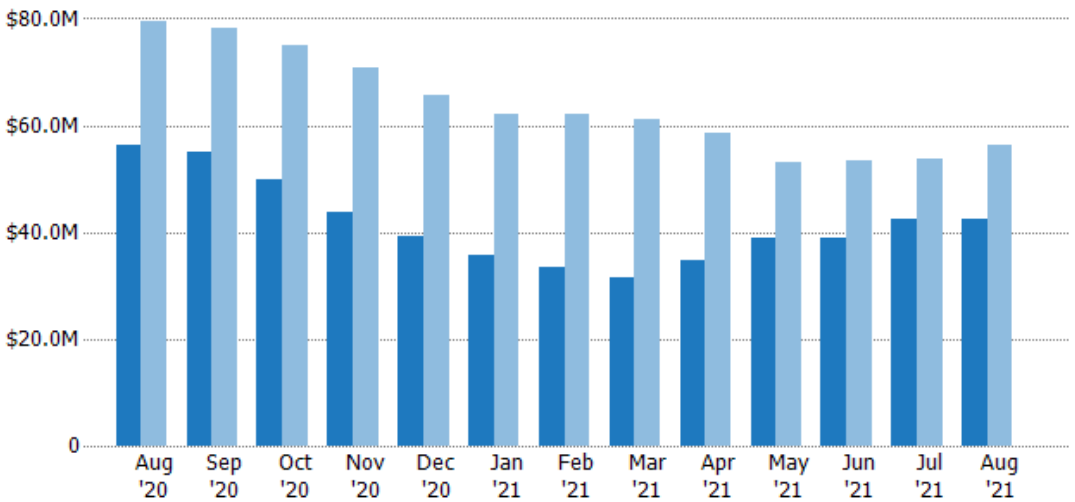
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	187	167	150	132	123	109	86	87	88	96	100	107	107
Prior Year	313	301	286	272	247	232	239	233	222	195	192	188	187
Percent Change from Prior Year	-40%	-45%	-48%	-51%	-50%	-53%	-64%	-63%	-60%	-51%	-48%	-43%	-43%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$56.3M	\$55M	\$50M	\$43.7M	\$39.4M	\$35.6M	\$33.4M	\$31.5M	\$34.9M	\$39M	\$39M	\$42.3M	\$42.5M
Prior Year	\$79.6M	\$78.2M	\$75.1M	\$70.8M	\$65.8M	\$61.9M	\$62M	\$61.2M	\$58.7M	\$53.1M	\$53.3M	\$53.7M	\$56.3M
Percent Change from Prior Year	-29%	-30%	-33%	-38%	-40%	-43%	-46%	-48%	-41%	-27%	-27%	-21%	-25%

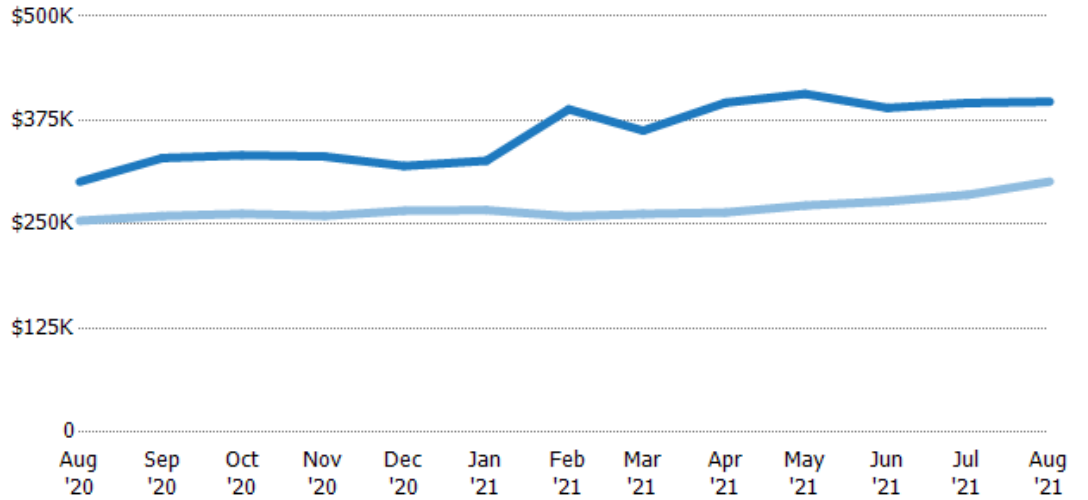
Average Listing Price

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.
Aug '21	\$397K	31.9%
Aug '20	\$301K	18.5%
Aug '19	\$254K	1.7%



Current Year	\$301K	\$330K	\$333K	\$331K	\$320K	\$326K	\$388K	\$363K	\$396K	\$407K	\$390K	\$396K	\$397K
Prior Year	\$254K	\$260K	\$263K	\$260K	\$266K	\$267K	\$260K	\$262K	\$264K	\$273K	\$277K	\$285K	\$301K
Percent Change from Prior Year	18%	27%	27%	27%	20%	22%	50%	38%	50%	49%	40%	39%	32%

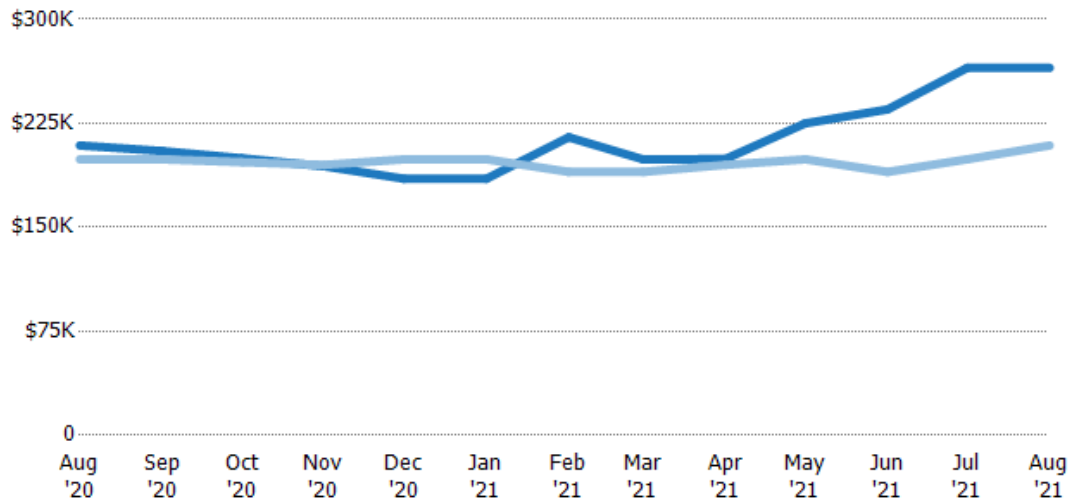
Median Listing Price

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.
Aug '21	\$265K	26.8%
Aug '20	\$209K	5%
Aug '19	\$199K	0%



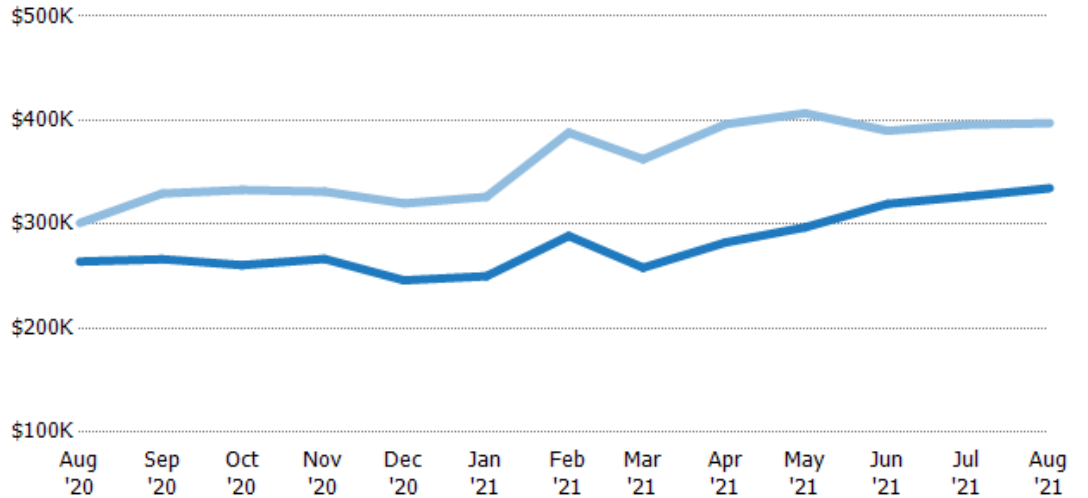
Current Year	\$209K	\$205K	\$200K	\$194K	\$185K	\$185K	\$215K	\$199K	\$199K	\$225K	\$235K	\$265K	\$265K
Prior Year	\$199K	\$199K	\$197K	\$195K	\$199K	\$199K	\$190K	\$190K	\$195K	\$199K	\$190K	\$199K	\$209K
Percent Change from Prior Year	5%	3%	1%	-1%	-7%	-7%	13%	5%	2%	13%	24%	33%	27%

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



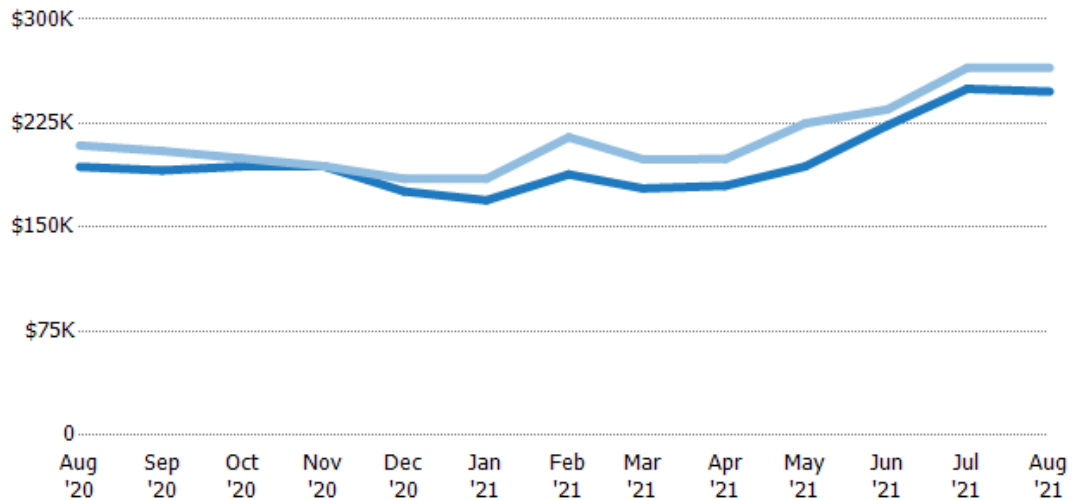
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$264K	\$266K	\$261K	\$267K	\$246K	\$250K	\$289K	\$258K	\$282K	\$297K	\$320K	\$327K	\$335K
Avg Listing Price	\$301K	\$330K	\$333K	\$331K	\$320K	\$326K	\$388K	\$363K	\$396K	\$407K	\$390K	\$396K	\$397K
Avg Listing Price as a % of Avg Est Value	114%	124%	128%	124%	130%	131%	134%	140%	140%	137%	122%	121%	119%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$194K	\$191K	\$194K	\$194K	\$176K	\$169K	\$188K	\$178K	\$180K	\$194K	\$223K	\$250K	\$248K
Median Listing Price	\$209K	\$205K	\$200K	\$194K	\$185K	\$185K	\$215K	\$199K	\$199K	\$225K	\$235K	\$265K	\$265K
Med Listing Price as a % of Med Est Value	108%	107%	103%	100%	105%	109%	114%	112%	111%	116%	105%	106%	107%

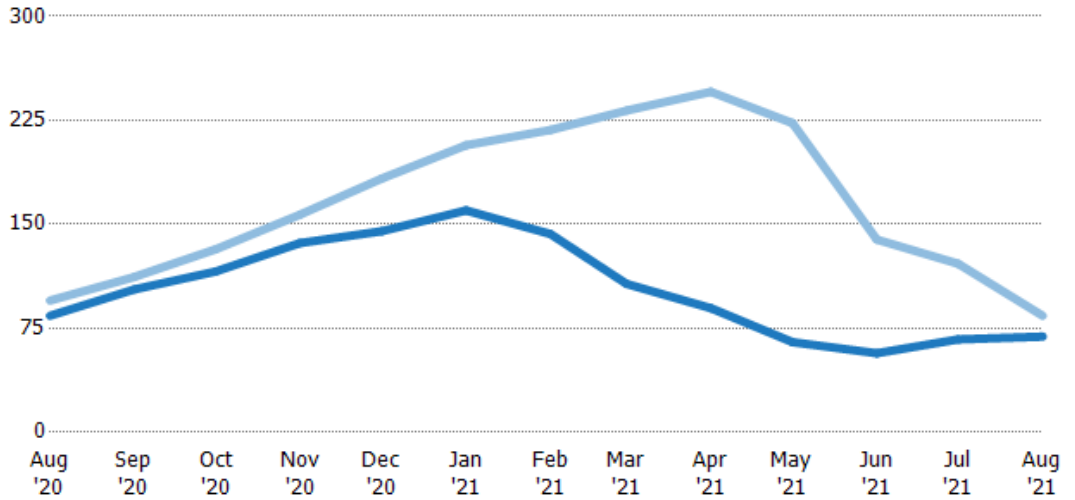
Median Days in RPR

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.
Aug '21	69	-17.9%
Aug '20	84	-11.6%
Aug '19	95	5.3%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	84	103	116	137	145	160	143	107	89.5	65	57	67	69
Prior Year	95	112	132	157	183	207	218	232	246	223	139	122	84
Percent Change from Prior Year	-12%	-8%	-12%	-13%	-21%	-23%	-34%	-54%	-64%	-71%	-59%	-45%	-18%

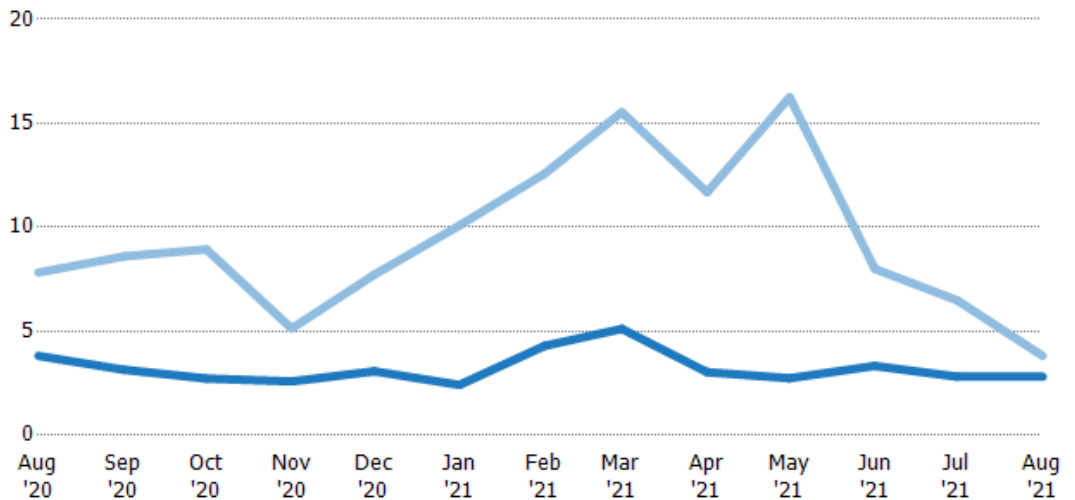
Months of Inventory

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.
Aug '21	2.82	-26.2%
Aug '20	3.82	-51.2%
Aug '19	7.83	0.9%



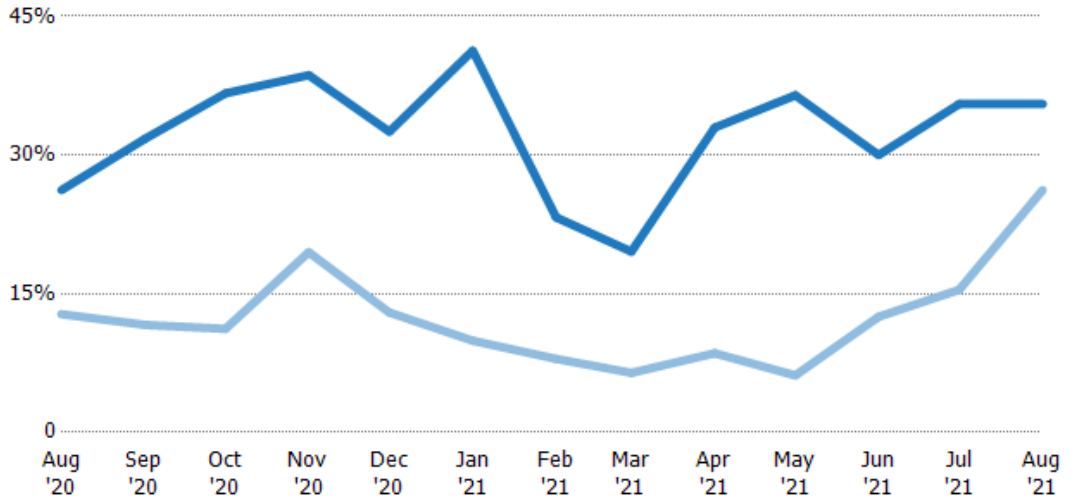
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	3.82	3.15	2.73	2.59	3.08	2.42	4.3	5.12	3.03	2.74	3.33	2.82	2.82
Prior Year	7.83	8.6	8.94	5.13	7.72	10.1	12.6	15.5	11.7	16.3	8	6.48	3.82
Percent Change from Prior Year	-51%	-63%	-69%	-50%	-60%	-76%	-66%	-67%	-74%	-83%	-58%	-57%	-26%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



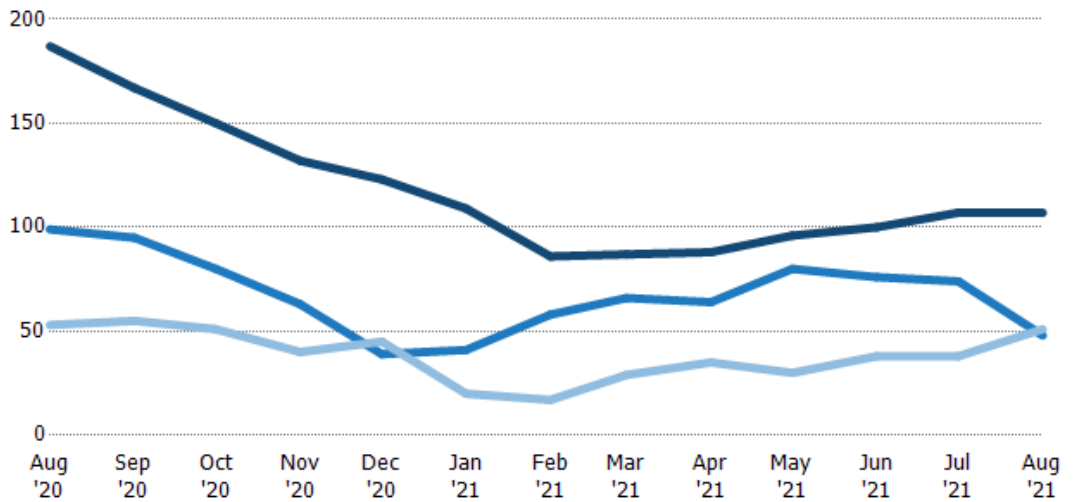
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	26%	32%	37%	39%	33%	41%	23%	20%	33%	36%	30%	36%	36%
Prior Year	13%	12%	11%	19%	13%	10%	8%	6%	9%	6%	13%	15%	26%
Change from Prior Year	-13%	-20%	-25%	-19%	-20%	-31%	-15%	-13%	-24%	-30%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

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



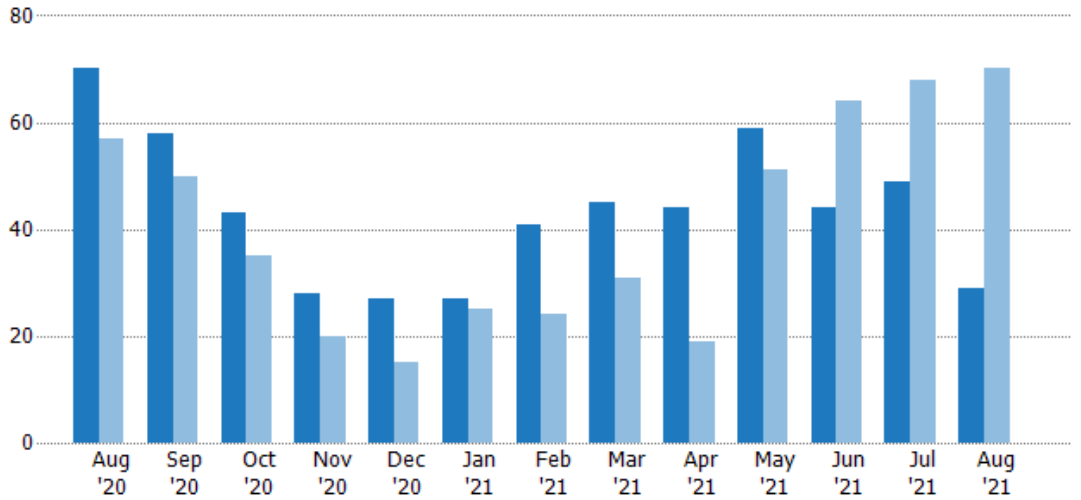
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	187	167	150	132	123	109	86	87	88	96	100	107	107
Pending	99	95	80	63	39	41	58	66	64	80	76	74	48
Sold	53	55	51	40	45	20	17	29	35	30	38	38	51

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



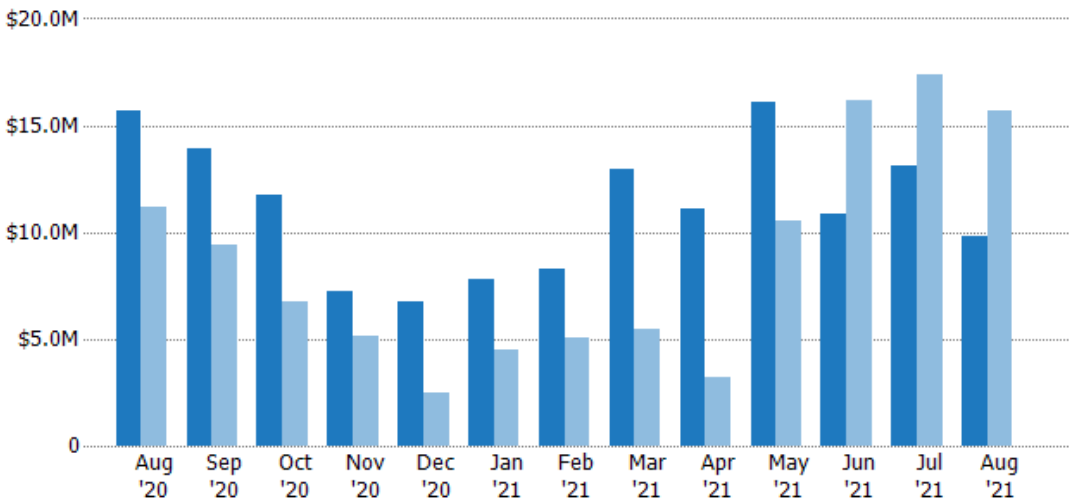
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	70	58	43	28	27	27	41	45	44	59	44	49	29
Prior Year	57	50	35	20	15	25	24	31	19	51	64	68	70
Percent Change from Prior Year	23%	16%	23%	40%	80%	8%	71%	45%	132%	16%	-31%	-28%	-59%

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



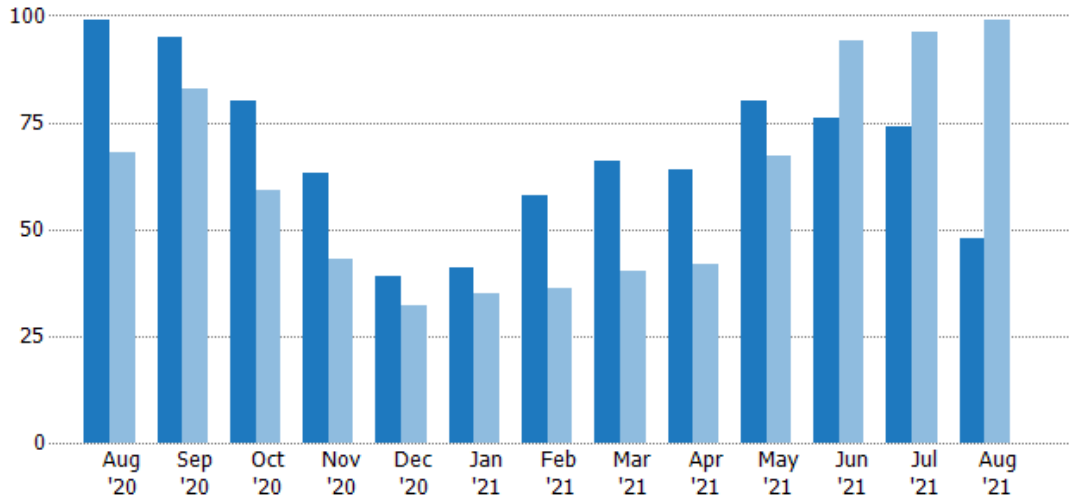
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$15.7M	\$13.9M	\$11.7M	\$7.22M	\$6.72M	\$7.76M	\$8.28M	\$12.9M	\$11.1M	\$16.1M	\$10.9M	\$13.1M	\$9.85M
Prior Year	\$11.2M	\$9.37M	\$6.71M	\$5.16M	\$2.47M	\$4.47M	\$5.06M	\$5.43M	\$3.22M	\$10.6M	\$16.2M	\$17.4M	\$15.7M
Percent Change from Prior Year	40%	49%	74%	40%	172%	74%	63%	139%	244%	52%	-33%	-25%	-37%

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



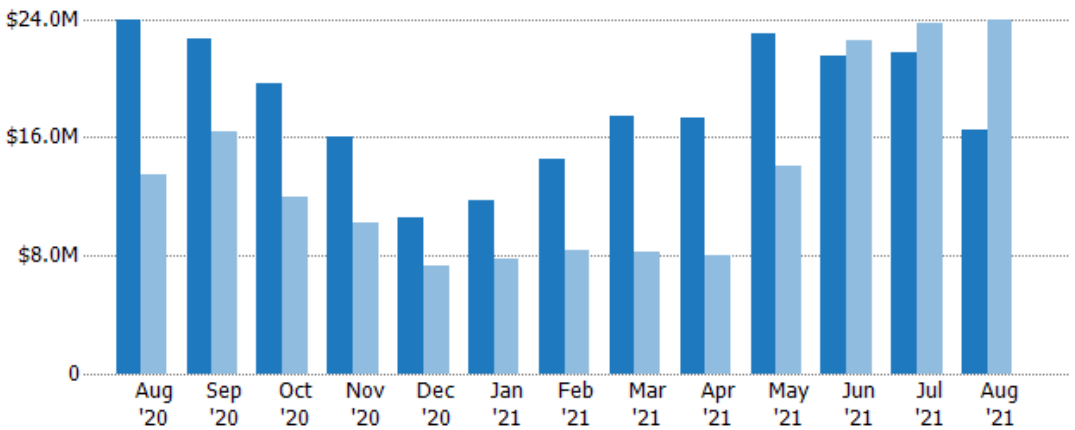
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	99	95	80	63	39	41	58	66	64	80	76	74	48
Prior Year	68	83	59	43	32	35	36	40	42	67	94	96	99
Percent Change from Prior Year	46%	14%	36%	47%	22%	17%	61%	65%	52%	19%	-19%	-23%	-52%

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



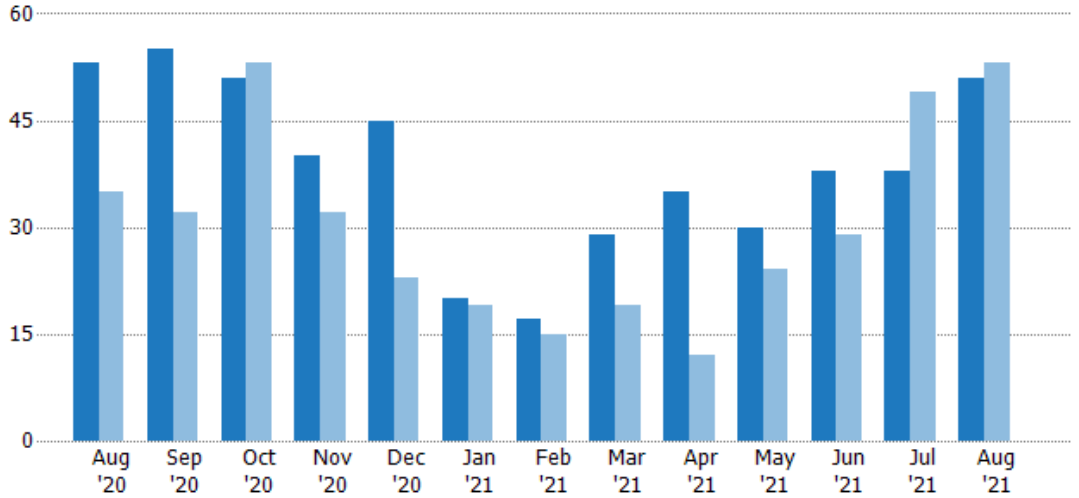
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$24M	\$22.7M	\$19.6M	\$16M	\$10.6M	\$11.7M	\$14.6M	\$17.5M	\$17.4M	\$23M	\$21.5M	\$21.8M	\$16.4M
Prior Year	\$13.5M	\$16.4M	\$12M	\$10.2M	\$7.33M	\$7.82M	\$8.32M	\$8.21M	\$7.95M	\$14M	\$22.6M	\$23.7M	\$24M
Percent Change from Prior Year	78%	38%	64%	57%	44%	50%	75%	113%	118%	64%	-5%	-8%	-31%

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



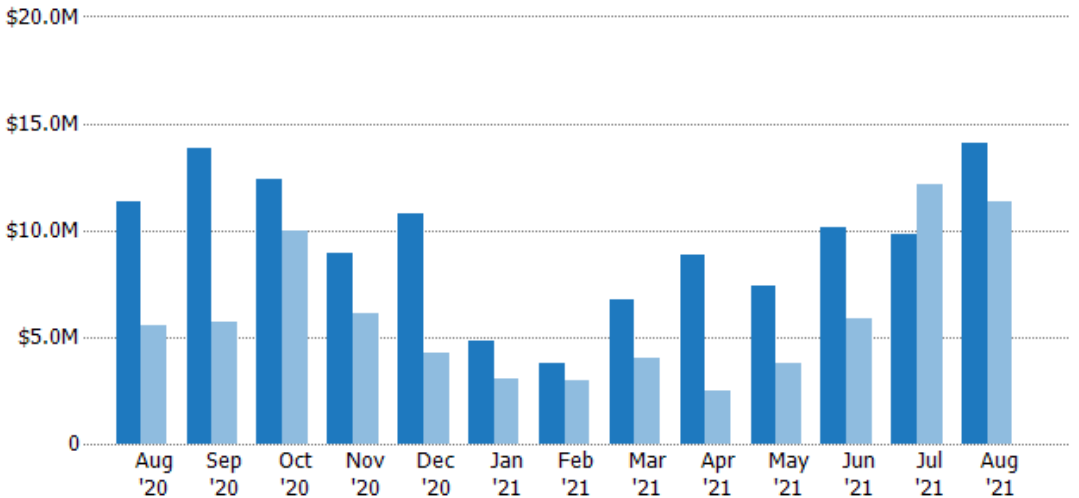
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	53	55	51	40	45	20	17	29	35	30	38	38	51
Prior Year	35	32	53	32	23	19	15	19	12	24	29	49	53
Percent Change from Prior Year	51%	72%	-4%	25%	96%	5%	13%	53%	192%	25%	31%	-22%	-4%

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



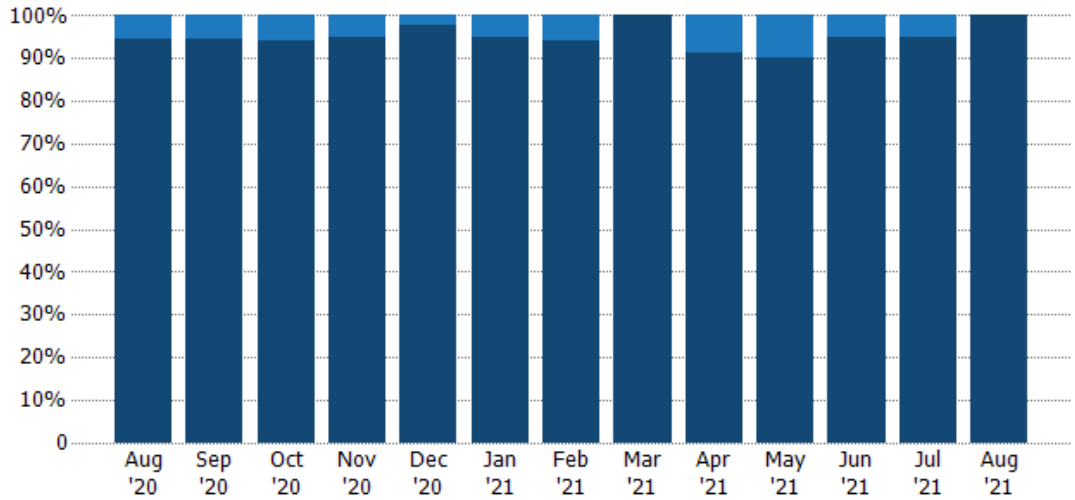
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$11.4M	\$13.8M	\$12.4M	\$8.89M	\$10.8M	\$4.83M	\$3.77M	\$6.75M	\$8.88M	\$7.36M	\$10.2M	\$9.78M	\$14.1M
Prior Year	\$5.57M	\$5.67M	\$9.95M	\$6.07M	\$4.23M	\$3.03M	\$2.97M	\$4.03M	\$2.51M	\$3.77M	\$5.85M	\$12.1M	\$11.4M
Percent Change from Prior Year	104%	144%	25%	46%	155%	59%	27%	68%	253%	95%	74%	-19%	24%

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



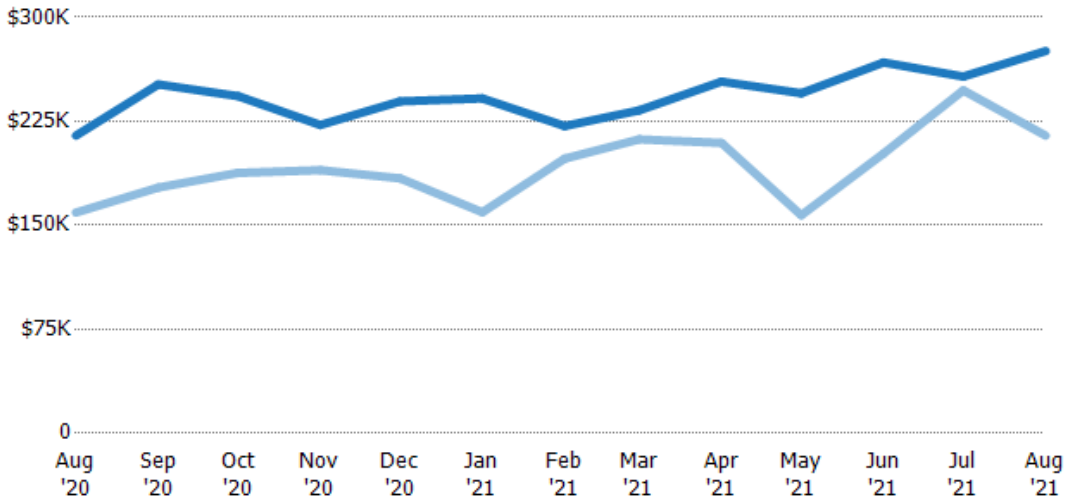
Condo/Townhouse	6%	5%	6%	5%	2%	5%	6%	-	9%	10%	5%	5%	-
Single Family Residence	94%	95%	94%	95%	98%	95%	94%	100%	91%	90%	95%	95%	100%

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



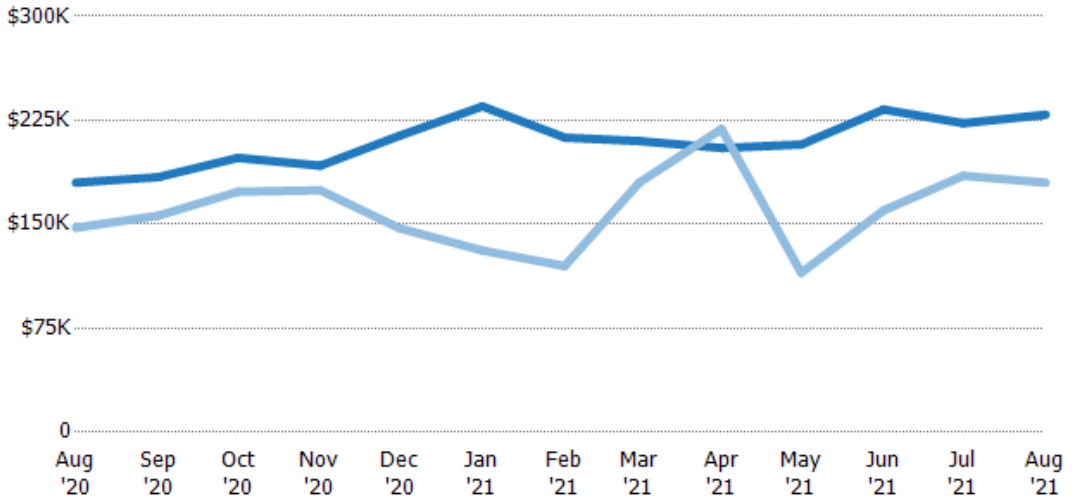
Current Year	\$215K	\$252K	\$243K	\$222K	\$239K	\$241K	\$222K	\$233K	\$254K	\$245K	\$267K	\$257K	\$276K
Prior Year	\$159K	\$177K	\$188K	\$190K	\$184K	\$159K	\$198K	\$212K	\$209K	\$157K	\$202K	\$247K	\$215K
Percent Change from Prior Year	35%	42%	30%	17%	30%	51%	12%	10%	21%	56%	33%	4%	28%

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



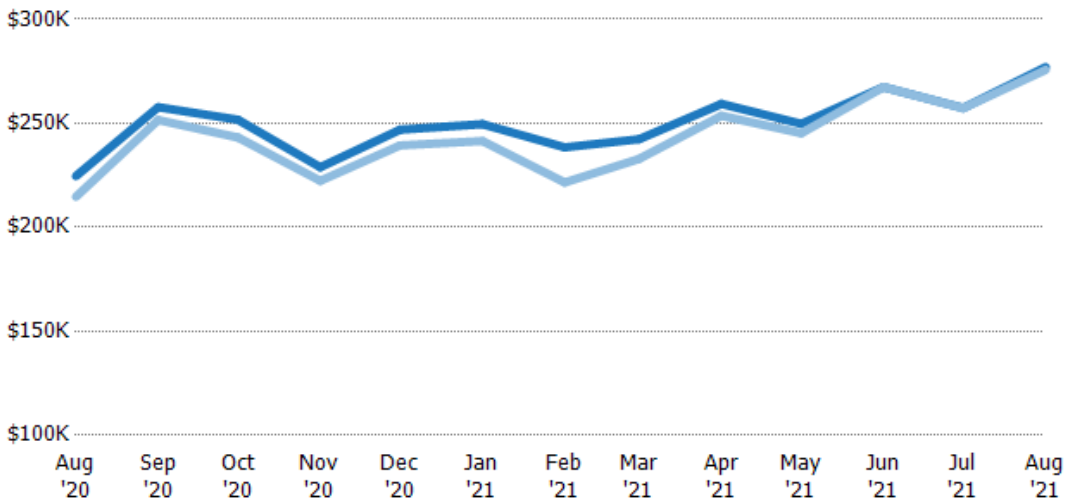
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$180K	\$184K	\$198K	\$192K	\$214K	\$235K	\$213K	\$210K	\$205K	\$208K	\$233K	\$223K	\$229K
Prior Year	\$148K	\$156K	\$174K	\$175K	\$147K	\$131K	\$120K	\$180K	\$219K	\$115K	\$160K	\$185K	\$180K
Percent Change from Prior Year	22%	18%	14%	10%	46%	79%	77%	17%	-6%	80%	45%	20%	27%

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



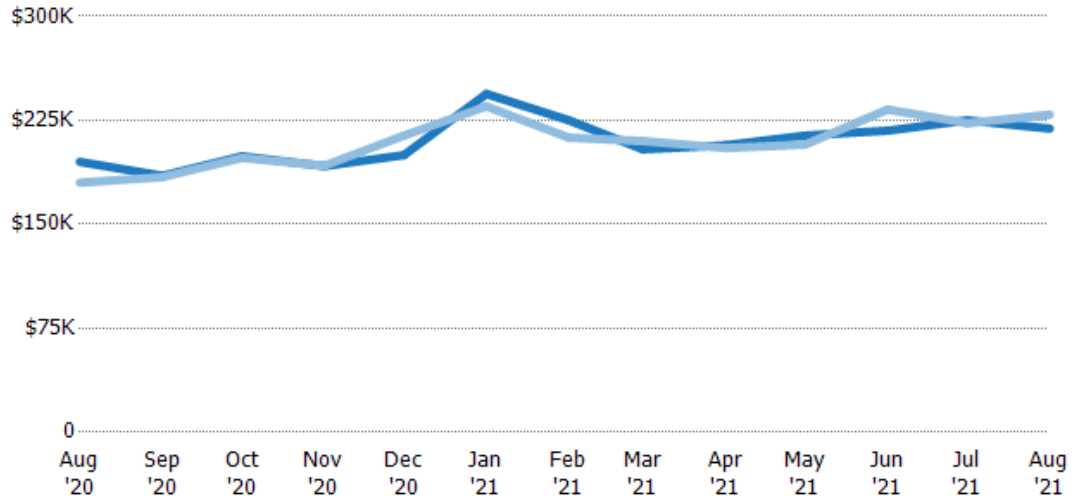
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg List Price	\$225K	\$258K	\$252K	\$229K	\$247K	\$250K	\$238K	\$242K	\$259K	\$250K	\$267K	\$257K	\$277K
Avg Sales Price	\$215K	\$252K	\$243K	\$222K	\$239K	\$241K	\$222K	\$233K	\$254K	\$245K	\$267K	\$257K	\$276K
Avg Sales Price as a % of Avg List Price	96%	98%	97%	97%	97%	97%	93%	96%	98%	98%	100%	100%	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



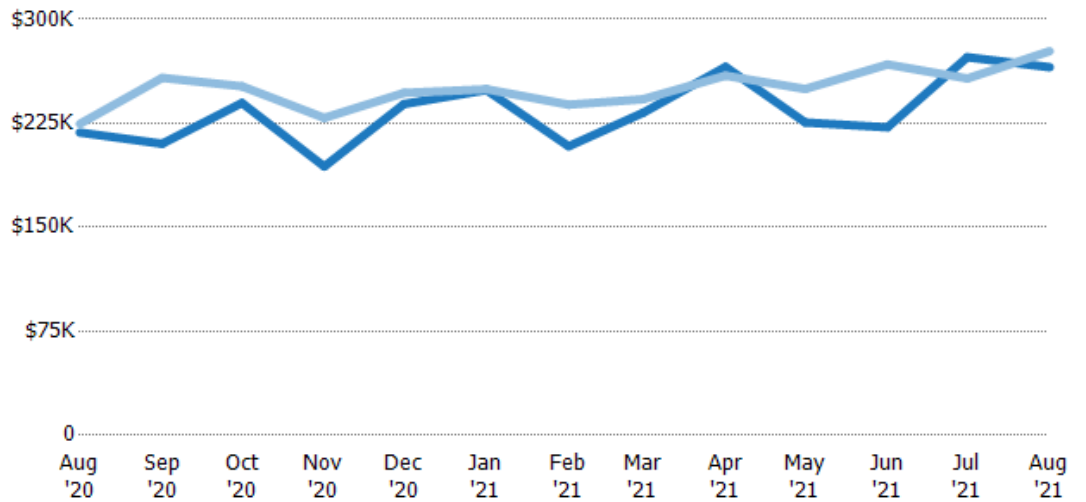
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$195K	\$185K	\$199K	\$192K	\$200K	\$244K	\$225K	\$204K	\$207K	\$214K	\$218K	\$225K	\$219K
Median Sales Price	\$180K	\$184K	\$198K	\$192K	\$214K	\$235K	\$213K	\$210K	\$205K	\$208K	\$233K	\$223K	\$229K
Med Sales Price as a % of Med List Price	92%	99%	99%	100%	107%	96%	94%	103%	99%	97%	107%	99%	105%

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



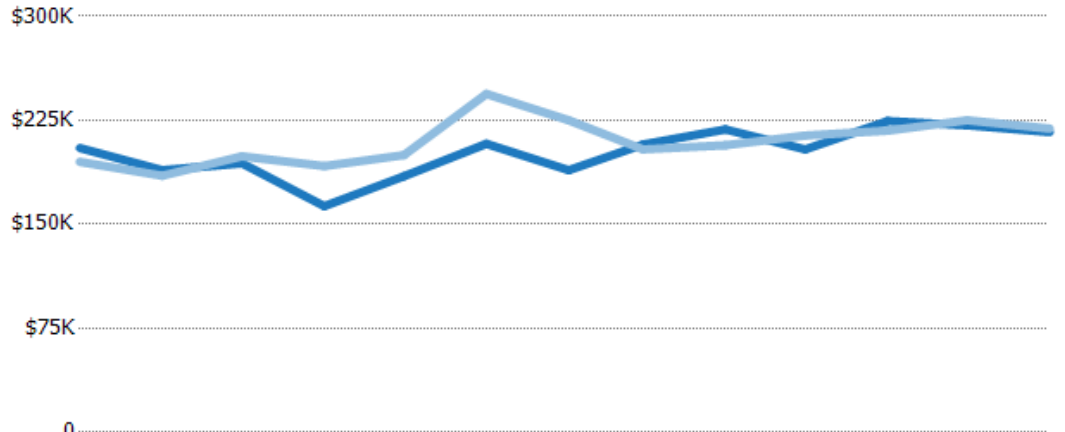
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$218K	\$210K	\$240K	\$194K	\$239K	\$249K	\$208K	\$233K	\$266K	\$226K	\$222K	\$273K	\$265K
Avg Sales Price	\$225K	\$258K	\$252K	\$229K	\$247K	\$250K	\$238K	\$242K	\$259K	\$250K	\$267K	\$257K	\$277K
Avg Sales Price as a % of Avg Est Value	103%	123%	105%	118%	103%	100%	114%	104%	98%	111%	120%	94%	104%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$205K	\$189K	\$194K	\$163K	\$185K	\$208K	\$189K	\$208K	\$218K	\$204K	\$224K	\$221K	\$217K
Median Sales Price	\$195K	\$185K	\$199K	\$192K	\$200K	\$244K	\$225K	\$204K	\$207K	\$214K	\$218K	\$225K	\$219K
Med Sales Price as a % of Med Est Value	95%	98%	103%	118%	108%	117%	119%	98%	95%	105%	97%	102%	101%