

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

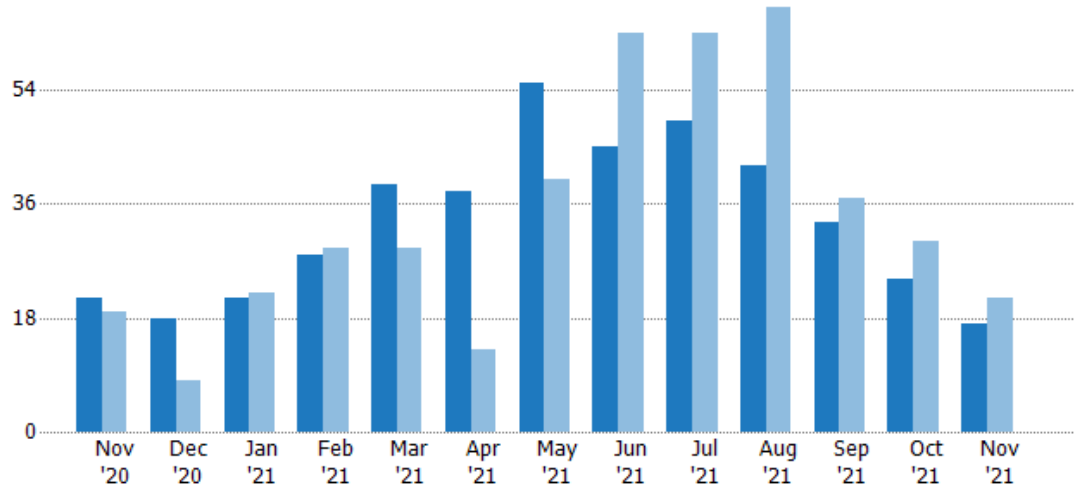
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	21	-19%	391	414	-5.6%
New Listing Volume	\$5,833,800	\$6,988,100	-16.5%	\$116,400,700	\$109,512,371	+6.3%
Active Listing Count	99	126	-21.4%	N/A	N/A	
Active Listing Volume	\$31,156,400	\$42,314,750	-26.4%	N/A	N/A	
Average Listing Price	\$314,711	\$335,831	-6.3%	\$372,009	\$285,927	+30.1%
Median Listing Price	\$249,000	\$193,975	+28.4%	\$237,043	\$199,125	+19%
Median Days in RPR	89	136.5	-34.8%	83.49	137.32	-39.2%
Months of Inventory	2.5	2.6	-1.3%	2.8	6.8	-58.1%
Absorption Rate	39.39%	38.89%	+0.5%	35.13%	14.73%	+20.4%
Sales Activity Charts Metrics						
New Pending Sales Count	1	28	-96.4%	388	481	-19.3%
New Pending Sales Volume	\$250,000	\$7,219,700	-96.5%	\$104,486,500	\$110,801,694	-5.7%
Pending Sales Count	4	63	-93.7%	N/A	N/A	
Pending Sales Volume	\$909,000	\$15,943,449	-94.3%	N/A	N/A	
Closed Sales Count	32	40	-20%	353	359	-1.7%
Closed Sales Volume	\$7,134,400	\$8,893,290	-19.8%	\$93,341,388	\$79,000,072	+18.2%
Average Sales Price	\$222,950	\$222,332	+0.3%	\$264,423	\$220,056	+20.2%
Median Sales Price	\$222,500	\$192,250	+15.7%	\$223,981	\$172,138	+30.1%

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



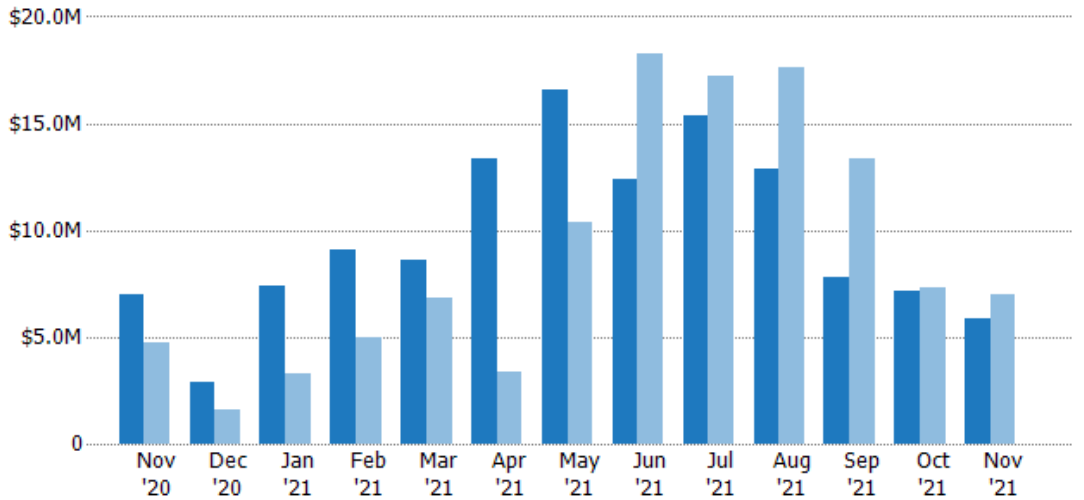
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	21	18	21	28	39	38	55	45	49	42	33	24	17
Prior Year	19	8	22	29	29	13	40	63	63	67	37	30	21
Percent Change from Prior Year	11%	125%	-5%	-3%	34%	192%	38%	-29%	-22%	-37%	-11%	-20%	-19%

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



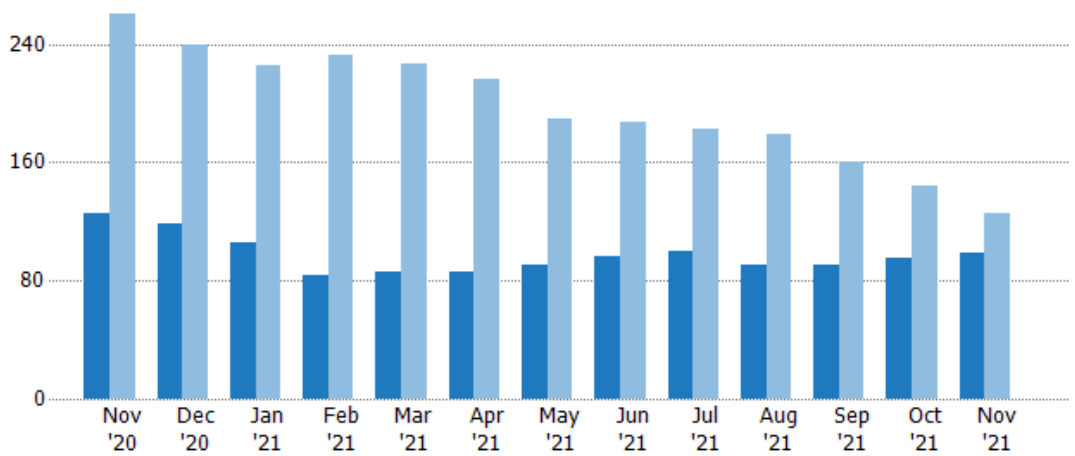
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$6.99M	\$2.89M	\$7.4M	\$9.09M	\$8.6M	\$13.3M	\$16.5M	\$12.4M	\$15.4M	\$12.9M	\$7.8M	\$7.16M	\$5.83M
Prior Year	\$4.71M	\$1.57M	\$3.28M	\$4.95M	\$6.82M	\$3.36M	\$10.4M	\$18.2M	\$17.2M	\$17.6M	\$13.3M	\$7.34M	\$6.99M
Percent Change from Prior Year	48%	84%	126%	84%	26%	297%	59%	-32%	-11%	-27%	-42%	-3%	-17%

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



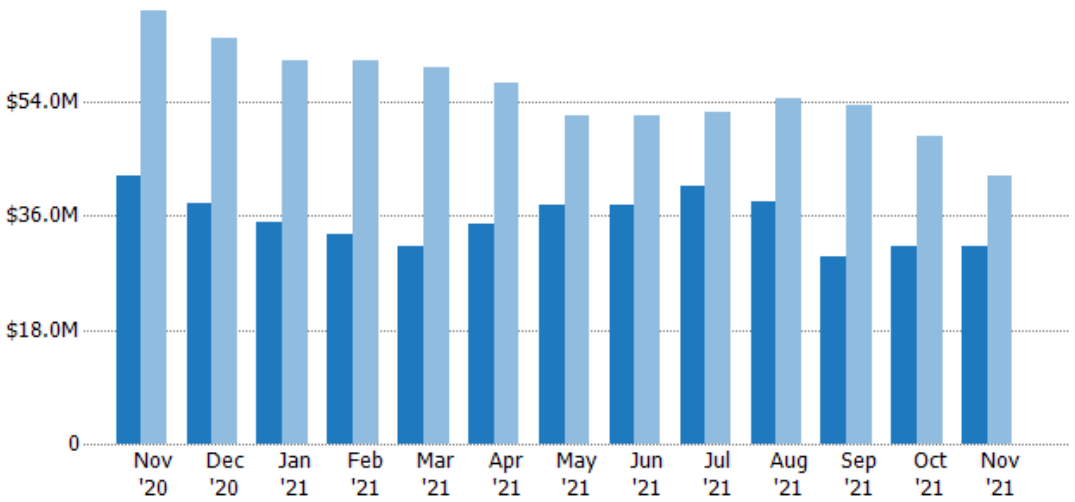
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	126	118	106	84	86	86	90	96	100	90	90	95	99
Prior Year	261	239	226	233	227	216	190	187	183	179	160	144	126
Percent Change from Prior Year	-52%	-51%	-53%	-64%	-62%	-60%	-53%	-49%	-45%	-50%	-44%	-34%	-21%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$42.3M	\$38.1M	\$34.9M	\$33.1M	\$31.3M	\$34.7M	\$37.6M	\$37.8M	\$40.6M	\$38.3M	\$29.7M	\$31.2M	\$31.2M
Prior Year	\$68.3M	\$63.9M	\$60.4M	\$60.4M	\$59.5M	\$57M	\$51.9M	\$51.8M	\$52.3M	\$54.4M	\$53.4M	\$48.5M	\$42.3M
Percent Change from Prior Year	-38%	-40%	-42%	-45%	-47%	-39%	-28%	-27%	-22%	-30%	-44%	-36%	-26%

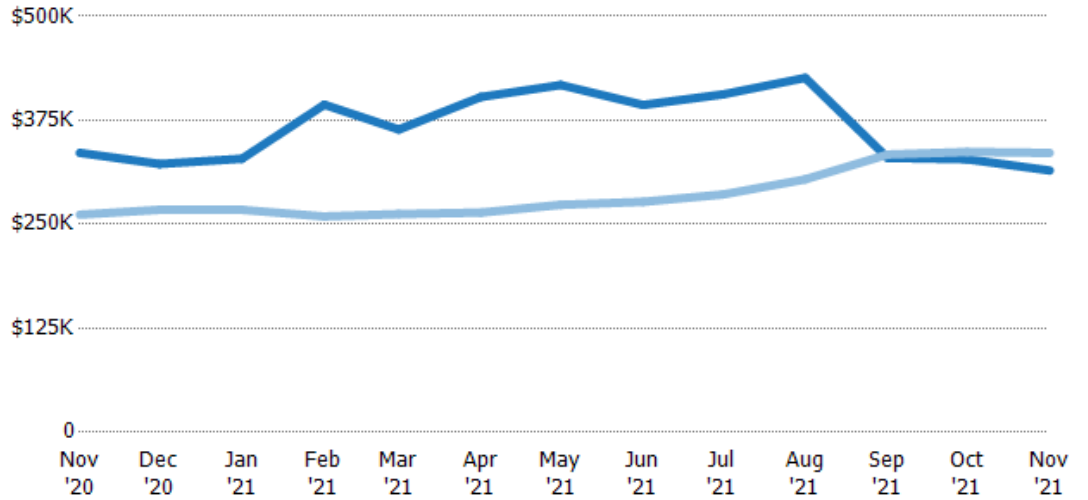
Average Listing Price

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.
Nov '21	\$315K	-6.3%
Nov '20	\$336K	28.4%
Nov '19	\$262K	-1.6%



Current Year	\$336K	\$322K	\$329K	\$394K	\$364K	\$403K	\$417K	\$393K	\$406K	\$426K	\$330K	\$328K	\$315K
Prior Year	\$262K	\$267K	\$267K	\$259K	\$262K	\$264K	\$273K	\$277K	\$286K	\$304K	\$334K	\$337K	\$336K
Percent Change from Prior Year	28%	21%	23%	52%	39%	53%	53%	42%	42%	40%	-1%	-3%	-6%

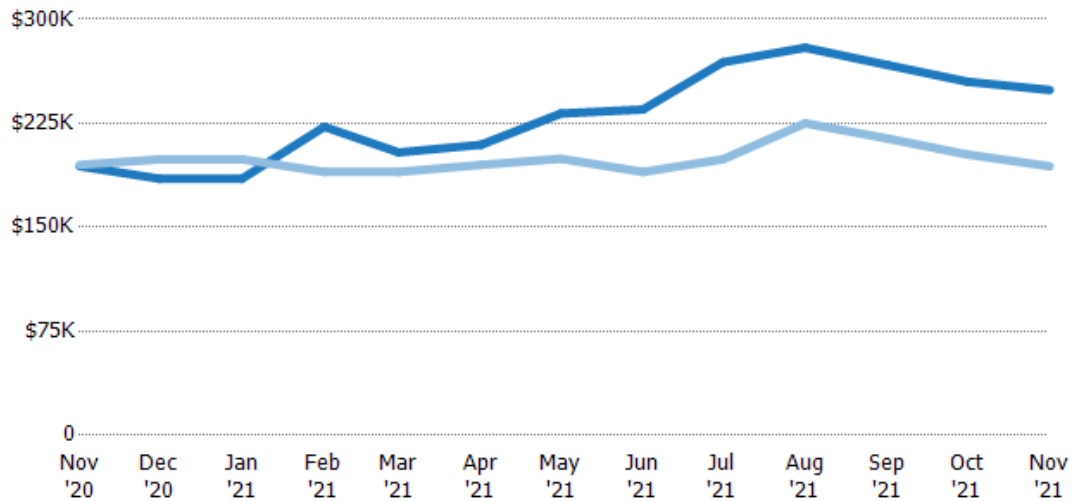
Median Listing Price

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.
Nov '21	\$249K	28.4%
Nov '20	\$194K	-0.5%
Nov '19	\$195K	2.1%



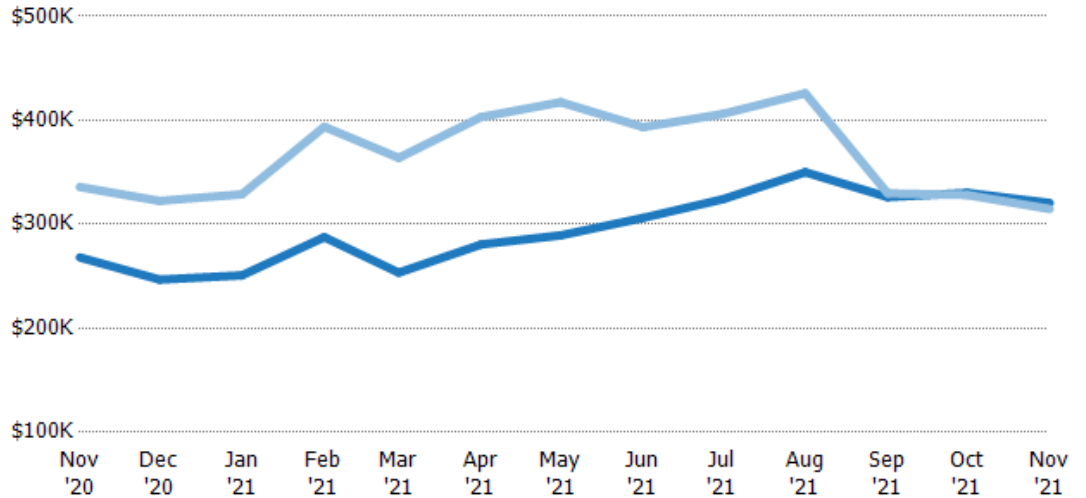
Current Year	\$194K	\$185K	\$185K	\$222K	\$204K	\$210K	\$232K	\$235K	\$269K	\$280K	\$267K	\$255K	\$249K
Prior Year	\$195K	\$199K	\$199K	\$190K	\$190K	\$195K	\$199K	\$190K	\$199K	\$225K	\$214K	\$203K	\$194K
Percent Change from Prior Year	-1%	-7%	-7%	17%	7%	7%	16%	24%	35%	24%	25%	26%	28%

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



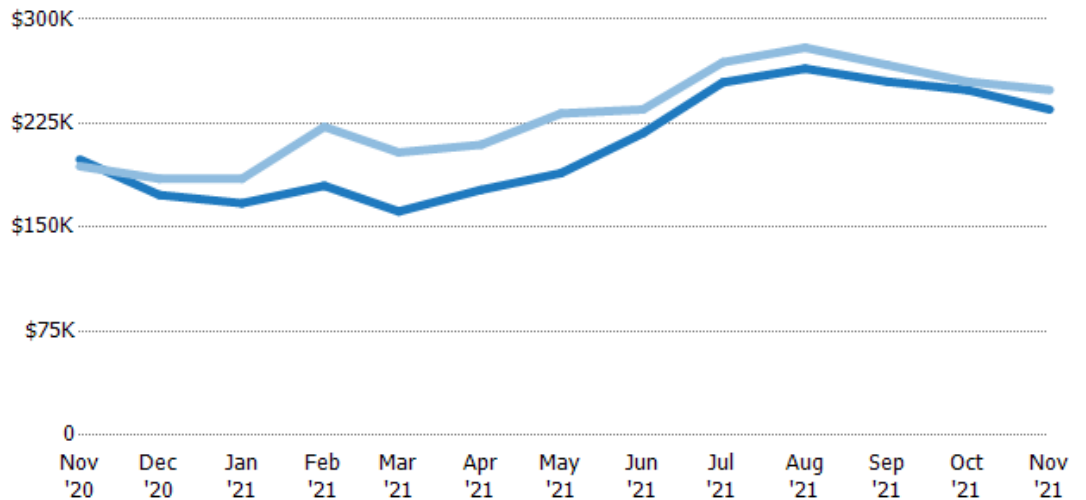
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$268K	\$247K	\$251K	\$288K	\$253K	\$281K	\$289K	\$306K	\$324K	\$350K	\$326K	\$330K	\$320K
Avg Listing Price	\$336K	\$322K	\$329K	\$394K	\$364K	\$403K	\$417K	\$393K	\$406K	\$426K	\$330K	\$328K	\$315K
Avg Listing Price as a % of Avg Est Value	125%	131%	131%	137%	144%	144%	144%	129%	125%	122%	101%	99%	98%

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



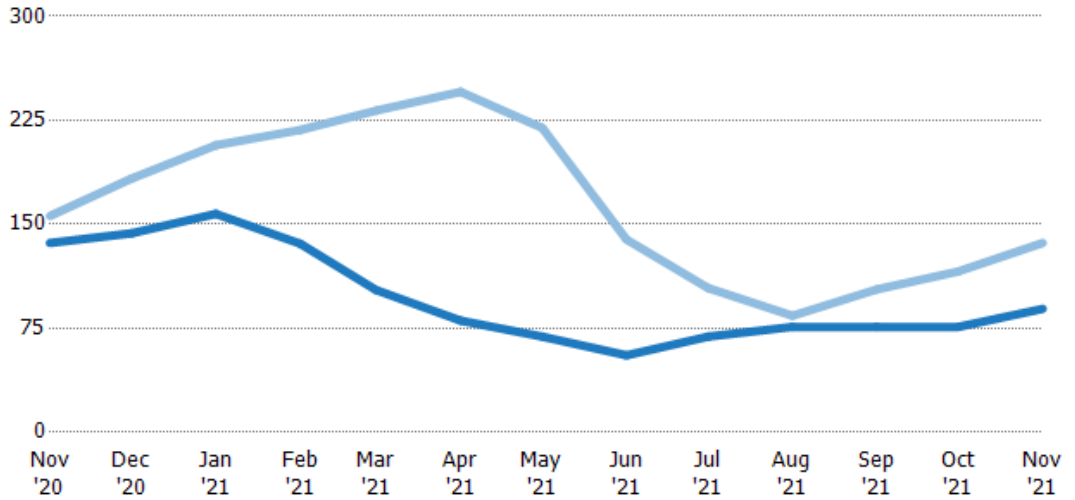
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$199K	\$173K	\$167K	\$180K	\$161K	\$177K	\$189K	\$218K	\$254K	\$264K	\$255K	\$249K	\$235K
Median Listing Price	\$194K	\$185K	\$185K	\$222K	\$204K	\$210K	\$232K	\$235K	\$269K	\$280K	\$267K	\$255K	\$249K
Med Listing Price as a % of Med Est Value	98%	107%	111%	124%	126%	118%	123%	108%	106%	106%	105%	102%	106%

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



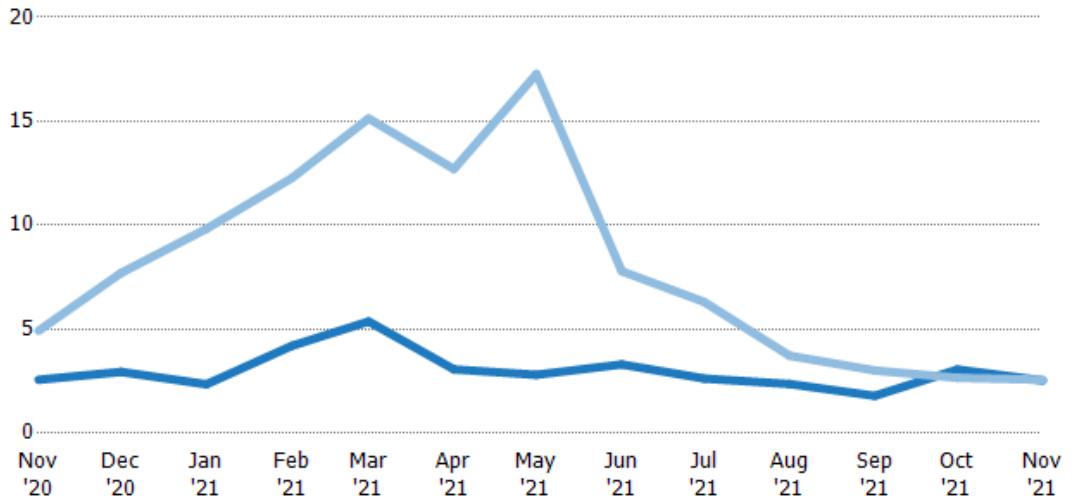
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	137	144	158	136	103	80.5	69	55.5	69	76	76	76	89
Prior Year	156	183	207	218	232	246	220	139	104	84	103	116	137
Percent Change from Prior Year	-13%	-22%	-24%	-38%	-56%	-67%	-69%	-60%	-34%	-10%	-26%	-34%	-35%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	2.57	2.95	2.36	4.2	5.38	3.07	2.81	3.31	2.63	2.37	1.8	3.06	2.54
Prior Year	4.92	7.71	9.83	12.3	15.1	12.7	17.3	7.79	6.31	3.73	3.02	2.67	2.57
Percent Change from Prior Year	-48%	-62%	-76%	-66%	-64%	-76%	-84%	-58%	-58%	-36%	-40%	15%	-1%

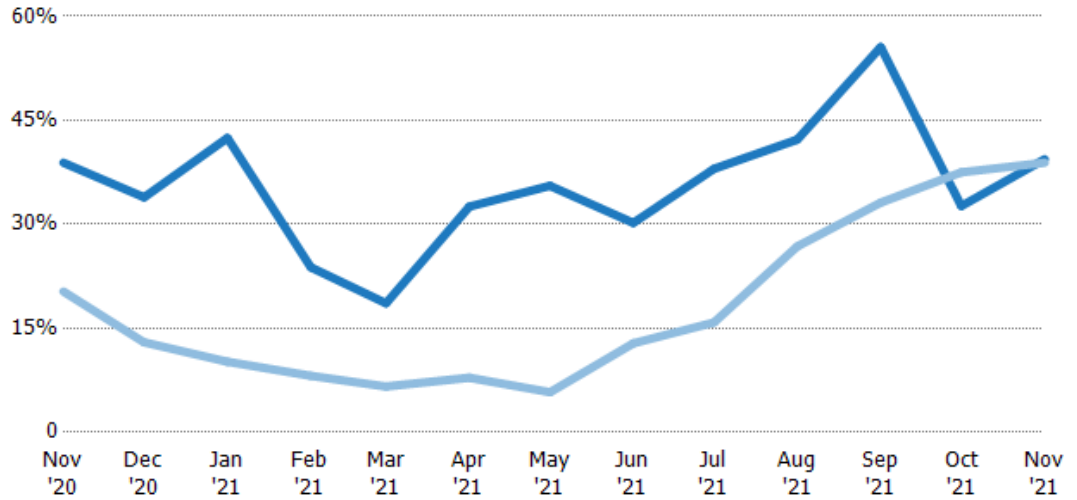
Absorption Rate

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.
Nov '21	39%	-0.5%
Nov '20	39%	-18.6%
Nov '19	20%	-30.2%



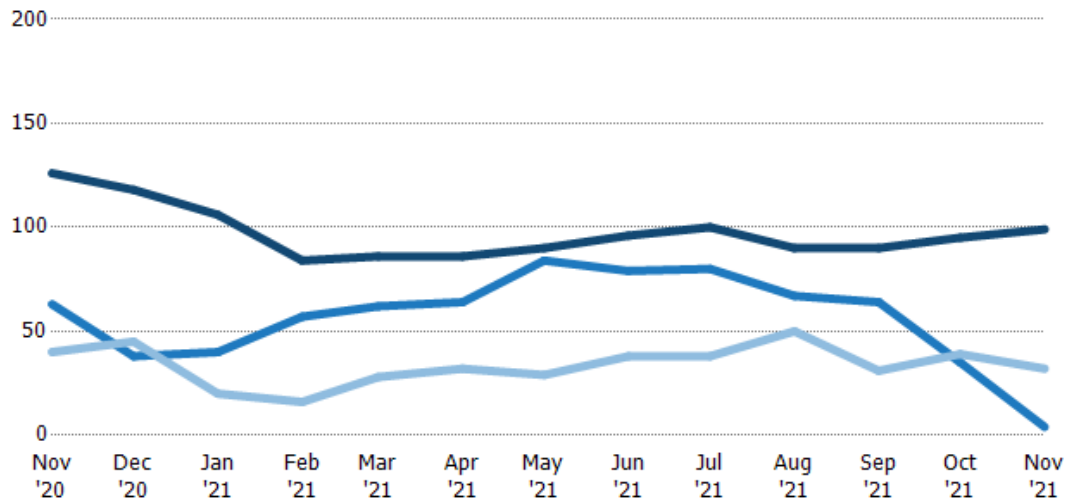
Current Year	39%	34%	42%	24%	19%	33%	36%	30%	38%	42%	56%	33%	39%
Prior Year	20%	13%	10%	8%	7%	8%	6%	13%	16%	27%	33%	38%	39%
Change from Prior Year	-19%	-21%	-32%	-16%	-12%	-25%	-30%	-17%	-22%	-15%	-22%	5%	-1%

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	126	118	106	84	86	86	90	96	100	90	90	95	99
Pending	63	38	40	57	62	64	84	79	80	67	64	35	4
Sold	40	45	20	16	28	32	29	38	38	50	31	39	32

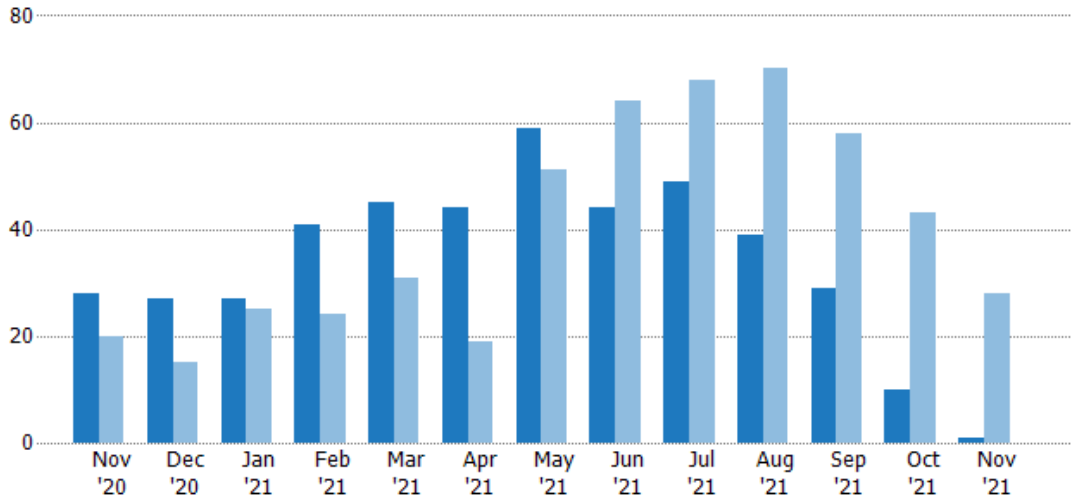
New Pending Sales

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.
Nov '21	1	-96.4%
Nov '20	28	40%
Nov '19	20	-25%



Current Year	28	27	27	41	45	44	59	44	49	39	29	10	1
Prior Year	20	15	25	24	31	19	51	64	68	70	58	43	28
Percent Change from Prior Year	40%	80%	8%	71%	45%	132%	16%	-31%	-28%	-44%	-50%	-77%	-96%

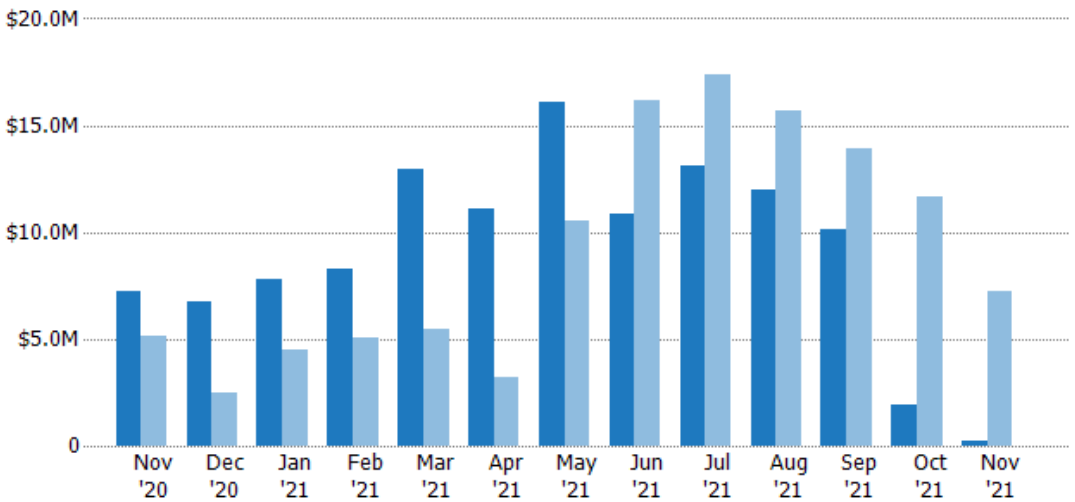
New Pending Sales Volume

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.
Nov '21	\$250K	-96.5%
Nov '20	\$7.22M	39.8%
Nov '19	\$5.16M	-55.4%



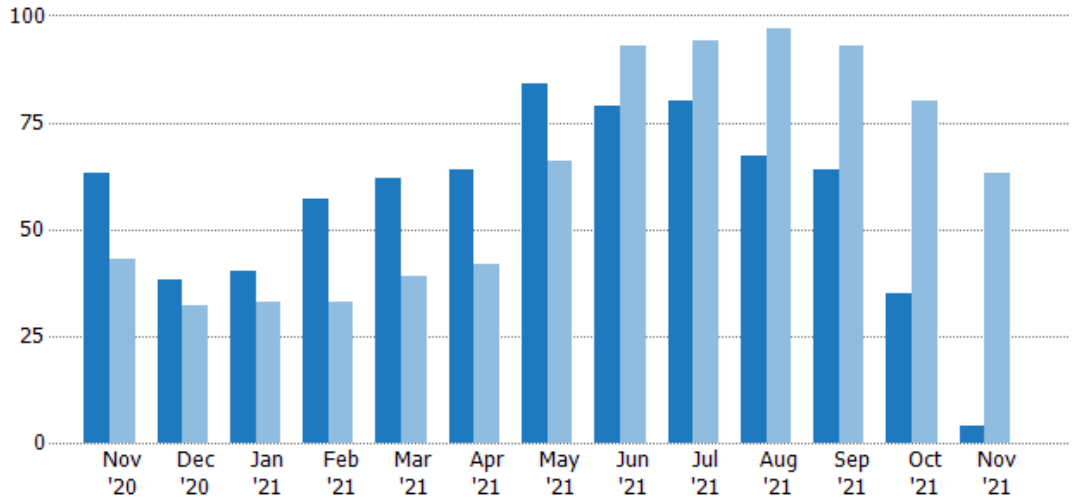
Current Year	\$7.22M	\$6.72M	\$7.76M	\$8.28M	\$12.9M	\$11.1M	\$16.1M	\$10.9M	\$13.1M	\$12M	\$10.1M	\$1.96M	\$250K
Prior Year	\$5.16M	\$2.47M	\$4.47M	\$5.06M	\$5.43M	\$3.22M	\$10.6M	\$16.2M	\$17.4M	\$15.7M	\$13.9M	\$11.6M	\$7.22M
Percent Change from Prior Year	40%	172%	74%	63%	139%	244%	52%	-33%	-25%	-23%	-27%	-83%	-97%

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



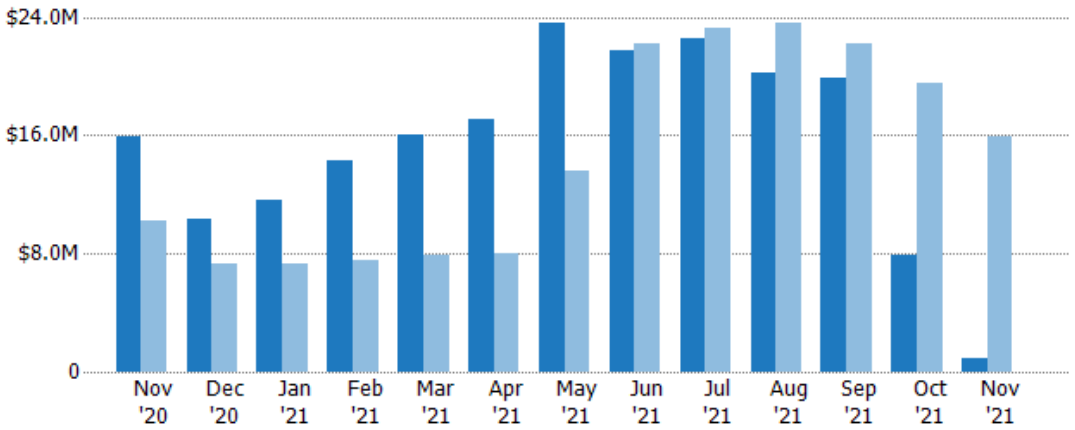
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	63	38	40	57	62	64	84	79	80	67	64	35	4
Prior Year	43	32	33	33	39	42	66	93	94	97	93	80	63
Percent Change from Prior Year	47%	19%	21%	73%	59%	52%	27%	-15%	-15%	-31%	-31%	-56%	-94%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$15.9M	\$10.4M	\$11.6M	\$14.3M	\$16M	\$17.1M	\$23.5M	\$21.7M	\$22.5M	\$20.2M	\$19.9M	\$7.92M	\$909K
Prior Year	\$10.2M	\$7.33M	\$7.33M	\$7.58M	\$7.95M	\$7.95M	\$13.6M	\$22.2M	\$23.3M	\$23.6M	\$22.2M	\$19.6M	\$15.9M
Percent Change from Prior Year	57%	41%	58%	89%	101%	115%	73%	-2%	-3%	-14%	-11%	-60%	-94%

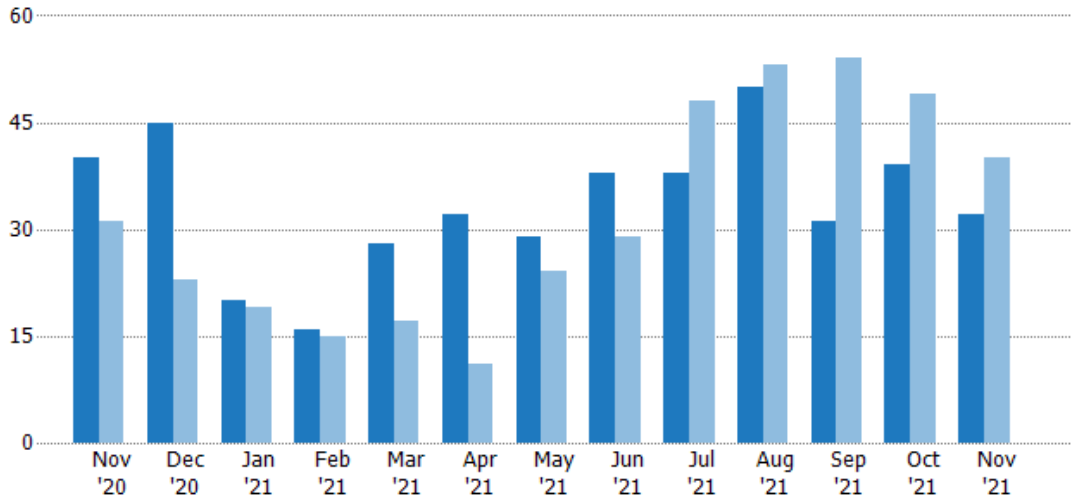
Closed Sales

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.
Nov '21	32	-20%
Nov '20	40	29%
Nov '19	31	0%



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	40	45	20	16	28	32	29	38	38	50	31	39	32
Prior Year	31	23	19	15	17	11	24	29	48	53	54	49	40
Percent Change from Prior Year	29%	96%	5%	7%	65%	191%	21%	31%	-21%	-6%	-43%	-20%	-20%

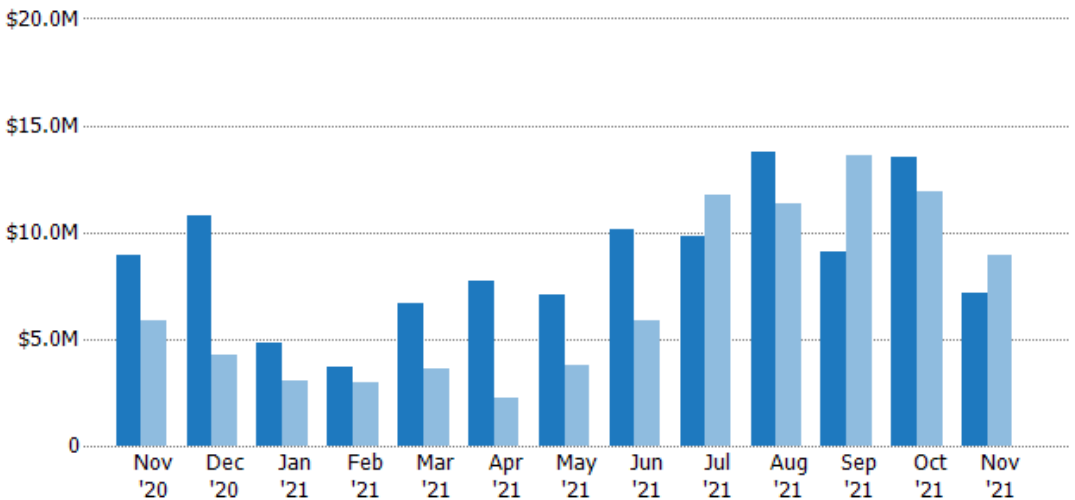
Closed Sales Volume

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.
Nov '21	\$7.13M	-19.8%
Nov '20	\$8.89M	51.1%
Nov '19	\$5.89M	6.3%



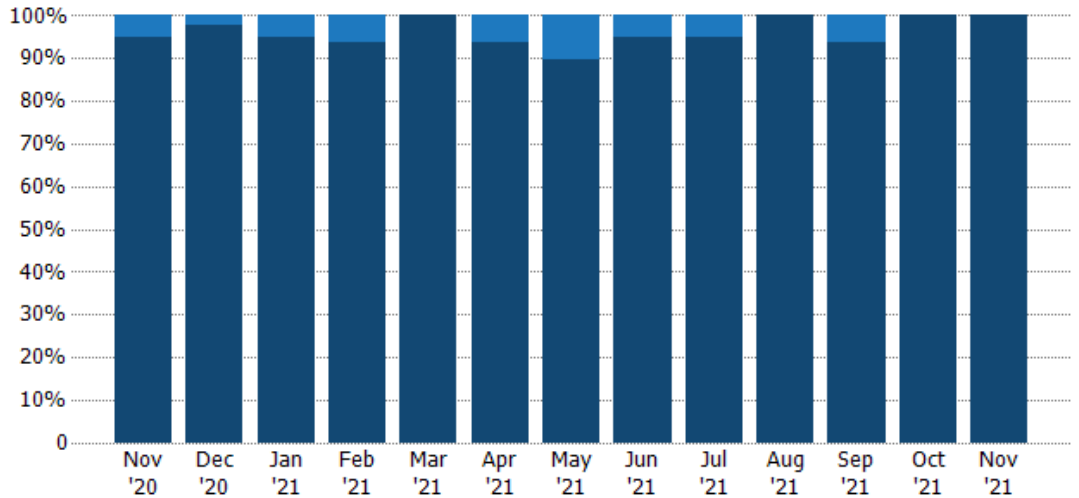
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$8.89M	\$10.8M	\$4.83M	\$3.66M	\$6.66M	\$7.7M	\$7.05M	\$10.2M	\$9.78M	\$13.7M	\$9.09M	\$13.5M	\$7.13M
Prior Year	\$5.89M	\$4.23M	\$3.03M	\$2.97M	\$3.58M	\$2.26M	\$3.77M	\$5.85M	\$11.7M	\$11.4M	\$13.6M	\$11.9M	\$8.89M
Percent Change from Prior Year	51%	155%	59%	23%	86%	240%	87%	74%	-17%	21%	-33%	14%	-20%

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



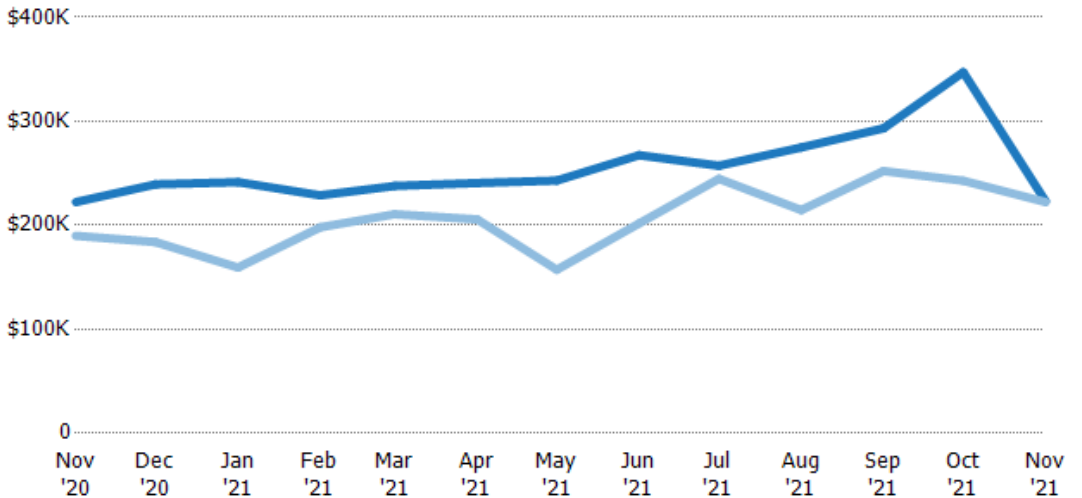
Condo/Townhouse	5%	2%	5%	6%	-	6%	10%	5%	5%	-	6%	-	-
Single Family Residence	95%	98%	95%	94%	100%	94%	90%	95%	95%	100%	94%	100%	100%

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	\$222K	\$239K	\$241K	\$229K	\$238K	\$241K	\$243K	\$267K	\$257K	\$275K	\$293K	\$347K	\$223K
Prior Year	\$190K	\$184K	\$159K	\$198K	\$211K	\$206K	\$157K	\$202K	\$245K	\$215K	\$252K	\$243K	\$222K
Percent Change from Prior Year	17%	30%	51%	16%	13%	17%	55%	33%	5%	28%	16%	43%	0%

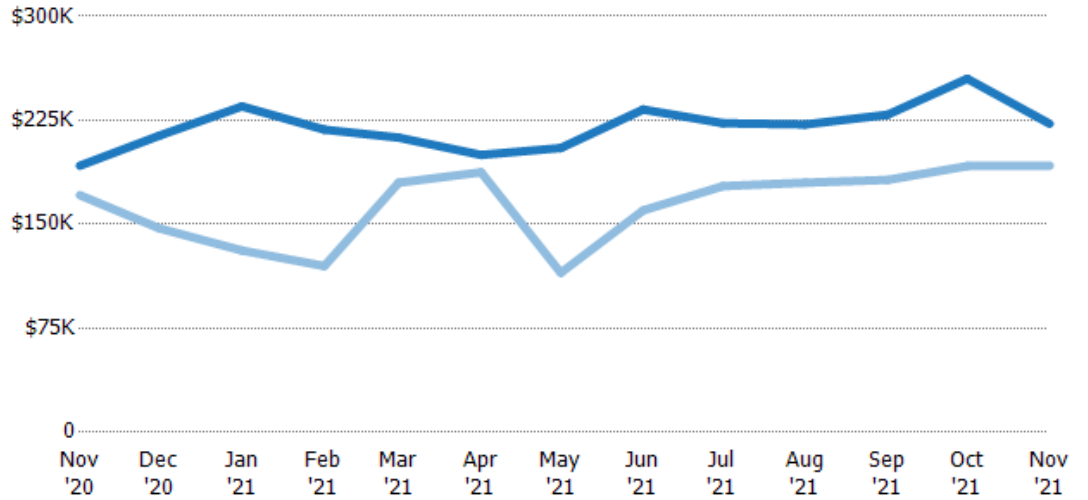
Median Sales Price

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.
Nov '21	\$223K	15.7%
Nov '20	\$192K	12.4%
Nov '19	\$171K	-0.9%



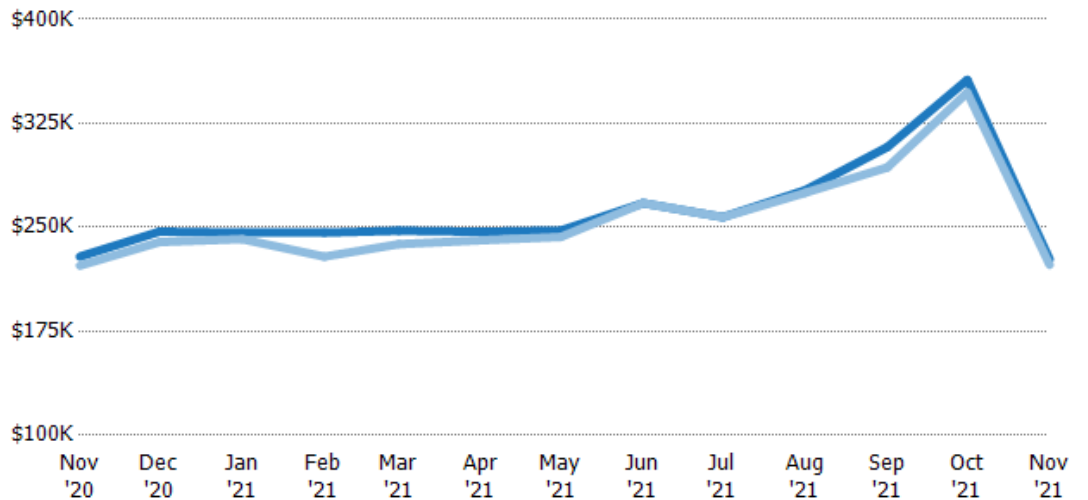
Current Year	\$192K	\$214K	\$235K	\$218K	\$213K	\$200K	\$205K	\$233K	\$223K	\$222K	\$229K	\$255K	\$223K
Prior Year	\$171K	\$147K	\$131K	\$120K	\$180K	\$188K	\$115K	\$160K	\$178K	\$180K	\$182K	\$192K	\$192K
Percent Change from Prior Year	12%	46%	79%	82%	18%	7%	78%	45%	26%	23%	26%	33%	16%

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



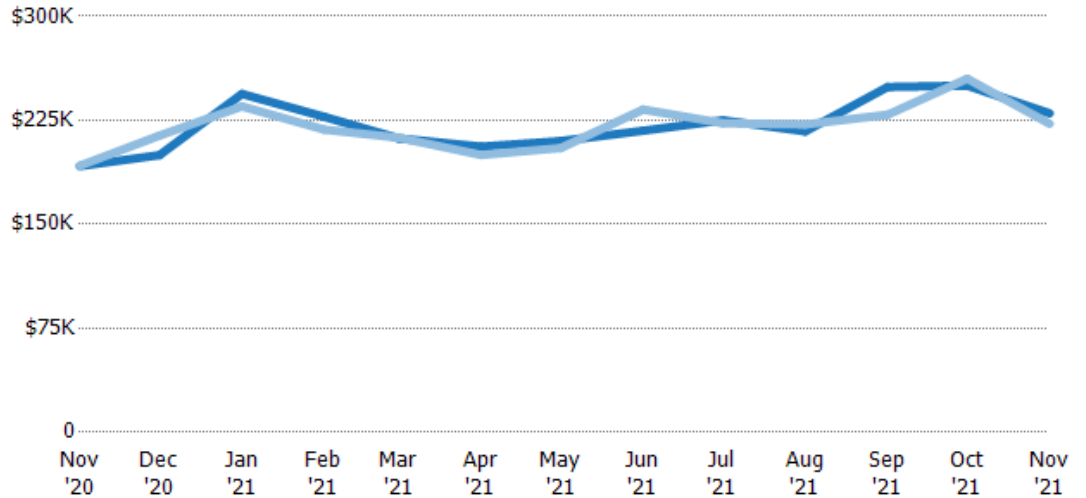
Avg List Price	\$229K	\$247K	\$246K	\$246K	\$247K	\$247K	\$248K	\$267K	\$257K	\$277K	\$308K	\$356K	\$227K
Avg Sales Price	\$222K	\$239K	\$241K	\$229K	\$238K	\$241K	\$243K	\$267K	\$257K	\$275K	\$293K	\$347K	\$223K
Avg Sales Price as a % of Avg List Price	97%	97%	98%	93%	96%	97%	98%	100%	100%	99%	95%	97%	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



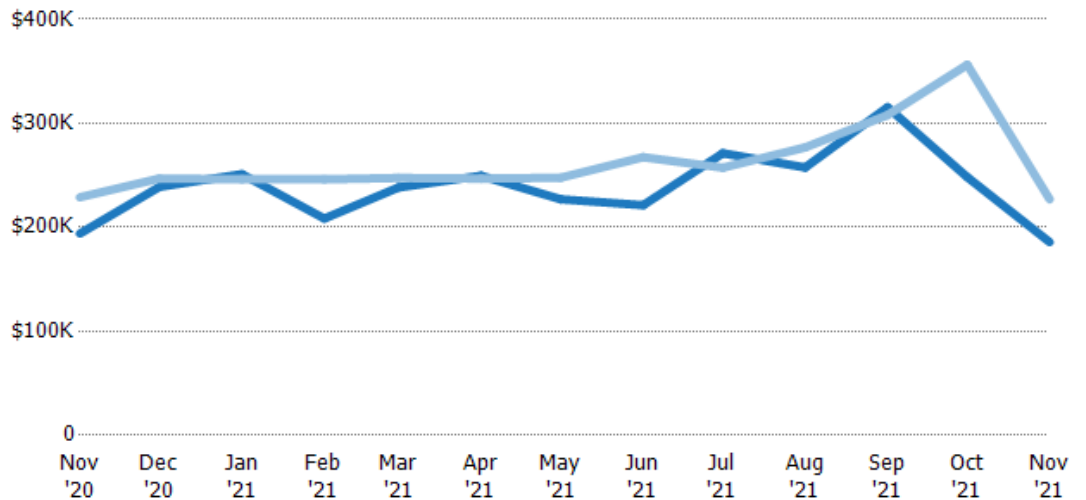
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$192K	\$200K	\$244K	\$228K	\$212K	\$206K	\$210K	\$218K	\$225K	\$217K	\$249K	\$250K	\$230K
Median Sales Price	\$192K	\$214K	\$235K	\$218K	\$213K	\$200K	\$205K	\$233K	\$223K	\$222K	\$229K	\$255K	\$223K
Med Sales Price as a % of Med List Price	100%	107%	96%	96%	100%	97%	98%	107%	99%	102%	92%	102%	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



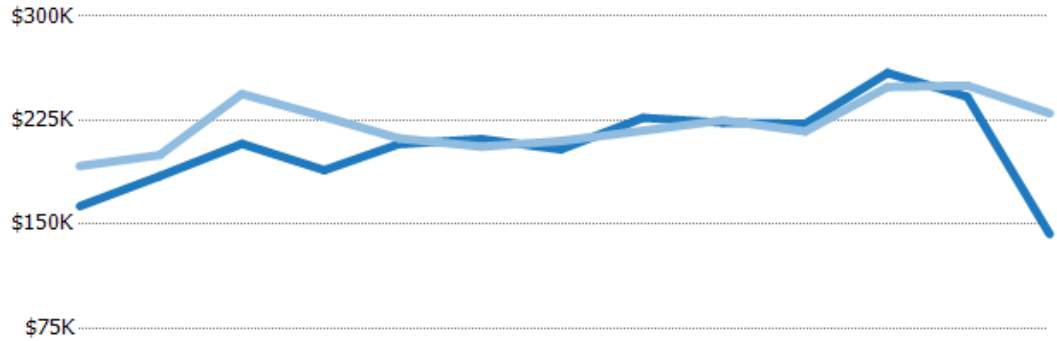
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$194K	\$239K	\$251K	\$208K	\$238K	\$250K	\$227K	\$221K	\$271K	\$258K	\$315K	\$248K	\$186K
Avg Sales Price	\$229K	\$247K	\$246K	\$246K	\$247K	\$247K	\$248K	\$267K	\$257K	\$277K	\$308K	\$356K	\$227K
Avg Sales Price as a % of Avg Est Value	118%	103%	98%	118%	104%	99%	109%	121%	95%	107%	98%	144%	122%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$163K	\$185K	\$208K	\$189K	\$208K	\$211K	\$204K	\$227K	\$223K	\$223K	\$259K	\$242K	\$143K
Median Sales Price	\$192K	\$200K	\$244K	\$228K	\$212K	\$206K	\$210K	\$218K	\$225K	\$217K	\$249K	\$250K	\$230K
Med Sales Price as a % of Med Est Value	118%	108%	117%	120%	102%	97%	103%	96%	101%	98%	96%	103%	161%