

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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	30	-20%	374	393	-4.8%
New Listing Volume	\$7,155,700	\$7,342,500	-2.5%	\$110,566,900	\$102,524,271	+7.8%
Active Listing Count	95	144	-34%	N/A	N/A	
Active Listing Volume	\$31,176,200	\$48,518,100	-35.7%	N/A	N/A	
Average Listing Price	\$328,171	\$336,931	-2.6%	\$378,155	\$282,694	+33.8%
Median Listing Price	\$255,000	\$202,500	+25.9%	\$235,760	\$199,459	+18.2%
Median Days in RPR	76	116	-34.5%	82.94	137.42	-39.6%
Months of Inventory	3.1	2.7	+14.9%	2.9	7.1	-59.2%
Absorption Rate	32.63%	37.5%	-4.9%	34.56%	14.09%	+20.5%
Sales Activity Charts Metrics						
New Pending Sales Count	10	43	-76.7%	387	453	-14.6%
New Pending Sales Volume	\$1,956,450	\$11,637,449	-83.2%	\$104,236,500	\$103,581,994	+0.6%
Pending Sales Count	35	80	-56.3%	N/A	N/A	
Pending Sales Volume	\$7,920,200	\$19,575,499	-59.5%	N/A	N/A	
Closed Sales Count	39	49	-20.4%	321	319	+0.6%
Closed Sales Volume	\$13,540,500	\$11,900,103	+13.8%	\$86,206,988	\$70,106,782	+23%
Average Sales Price	\$347,192	\$242,859	+43%	\$268,558	\$219,770	+22.2%
Median Sales Price	\$255,000	\$192,000	+32.8%	\$224,128	\$169,616	+32.1%

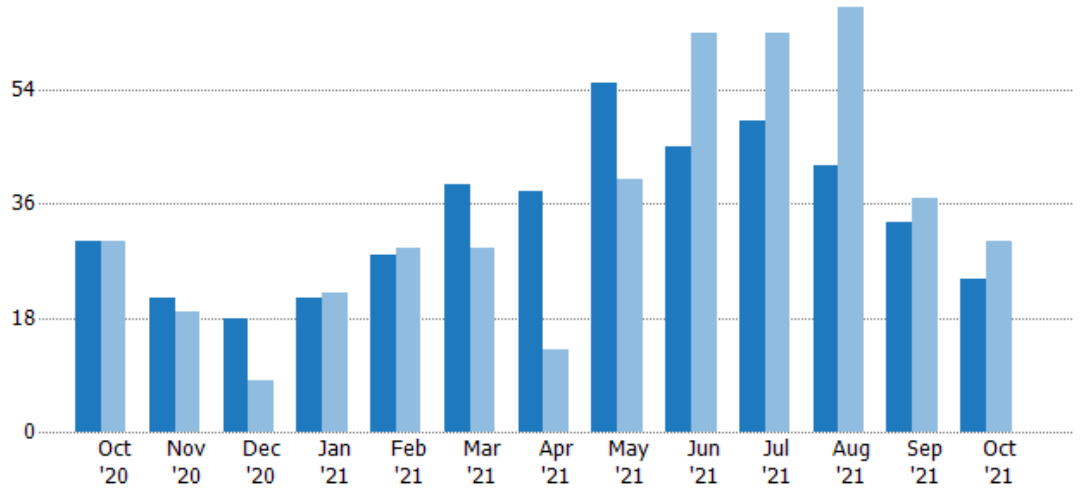
New Listings

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

Month/Year	Count	% Chg.
Oct '21	24	-20%
Oct '20	30	0%
Oct '19	30	13.3%



Current Year	30	21	18	21	28	39	38	55	45	49	42	33	24
Prior Year	30	19	8	22	29	29	13	40	63	63	67	37	30
Percent Change from Prior Year	0%	11%	125%	-5%	-3%	34%	192%	38%	-29%	-22%	-37%	-11%	-20%

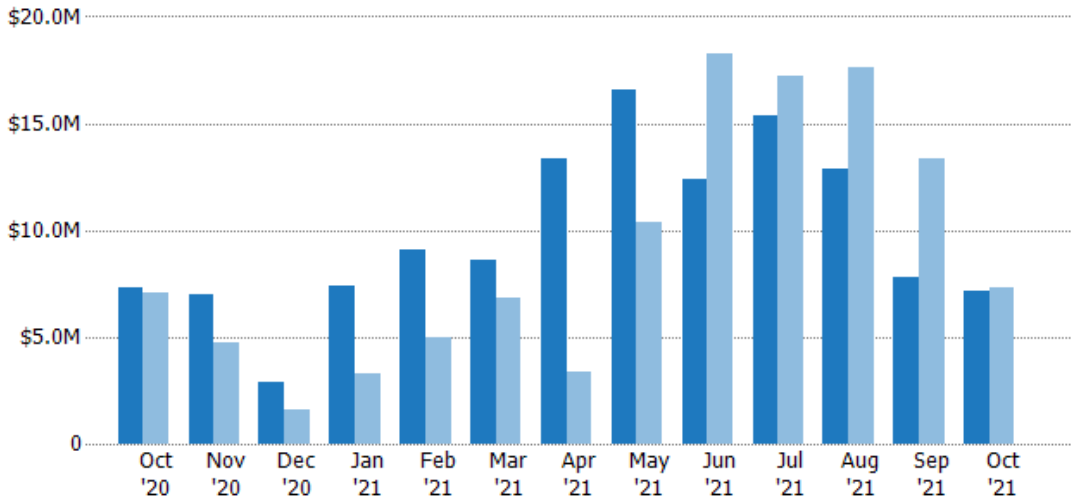
New Listing Volume

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.
Oct '21	\$7.16M	-2.5%
Oct '20	\$7.34M	4.3%
Oct '19	\$7.04M	-10.5%



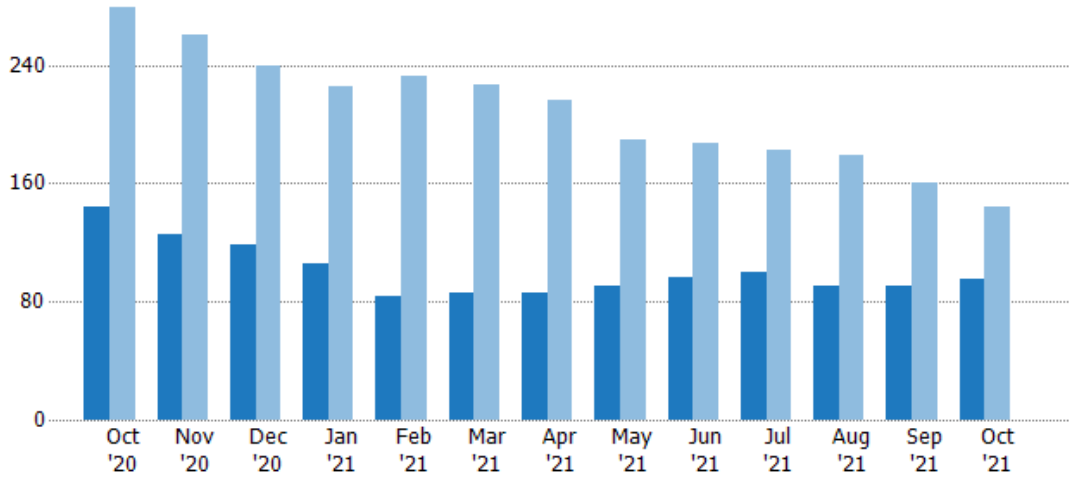
Current Year	\$7.34M	\$6.99M	\$2.89M	\$7.4M	\$9.09M	\$8.6M	\$13.3M	\$16.5M	\$12.4M	\$15.4M	\$12.9M	\$7.8M	\$7.16M
Prior Year	\$7.04M	\$4.71M	\$1.57M	\$3.28M	\$4.95M	\$6.82M	\$3.36M	\$10.4M	\$18.2M	\$17.2M	\$17.6M	\$13.3M	\$7.34M
Percent Change from Prior Year	4%	48%	84%	126%	84%	26%	297%	59%	-32%	-11%	-27%	-42%	-3%

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



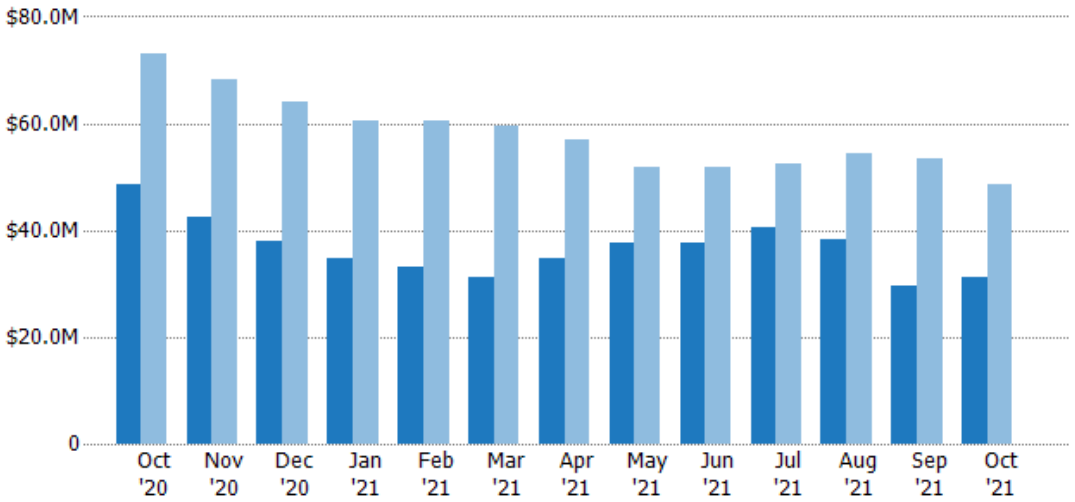
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	144	126	118	106	84	86	86	90	96	100	90	90	95
Prior Year	279	261	239	226	233	227	216	190	187	183	179	160	144
Percent Change from Prior Year	-48%	-52%	-51%	-53%	-64%	-62%	-60%	-53%	-49%	-45%	-50%	-44%	-34%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$48.5M	\$42.3M	\$38.1M	\$34.9M	\$33.1M	\$31.3M	\$34.7M	\$37.6M	\$37.8M	\$40.6M	\$38.3M	\$29.7M	\$31.2M
Prior Year	\$73.1M	\$68.3M	\$63.9M	\$60.4M	\$60.4M	\$59.5M	\$57M	\$51.9M	\$51.8M	\$52.3M	\$54.4M	\$53.4M	\$48.5M
Percent Change from Prior Year	-34%	-38%	-40%	-42%	-45%	-47%	-39%	-28%	-27%	-22%	-30%	-44%	-36%

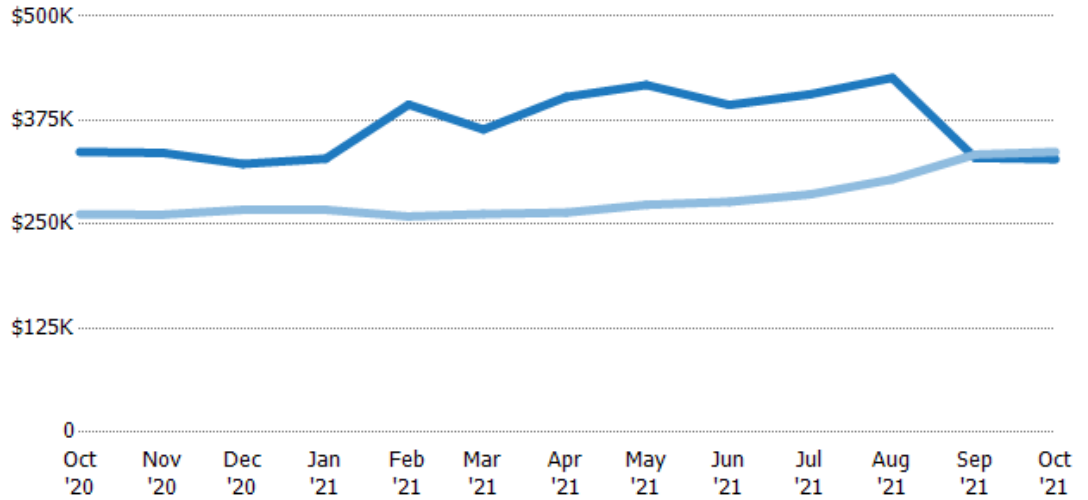
Average Listing Price

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.
Oct '21	\$328K	-2.6%
Oct '20	\$337K	28.6%
Oct '19	\$262K	-3.7%



Current Year	\$337K	\$336K	\$322K	\$329K	\$394K	\$364K	\$403K	\$417K	\$393K	\$406K	\$426K	\$330K	\$328K
Prior Year	\$262K	\$262K	\$267K	\$267K	\$259K	\$262K	\$264K	\$273K	\$277K	\$286K	\$304K	\$334K	\$337K
Percent Change from Prior Year	29%	28%	21%	23%	52%	39%	53%	53%	42%	42%	40%	-1%	-3%

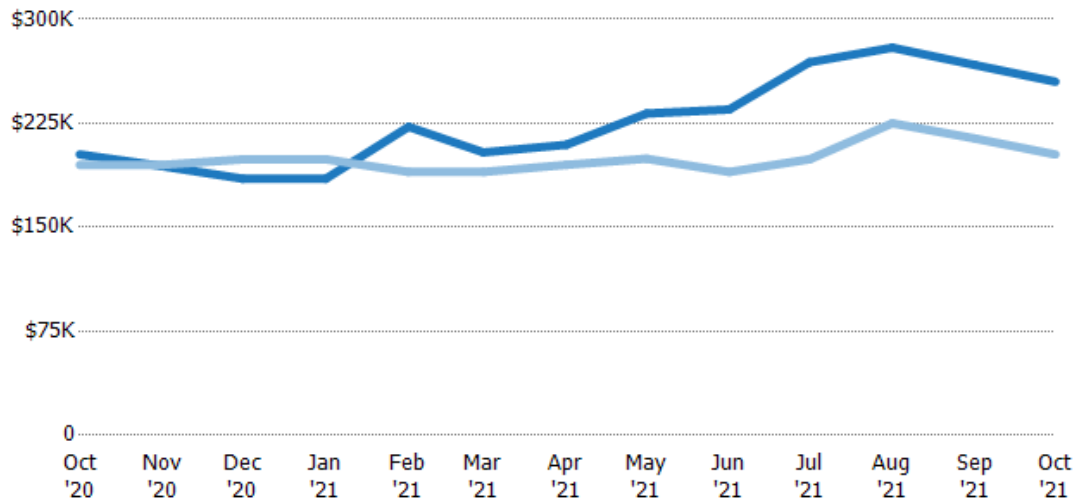
Median Listing Price

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.
Oct '21	\$255K	25.9%
Oct '20	\$203K	3.8%
Oct '19	\$195K	1.7%



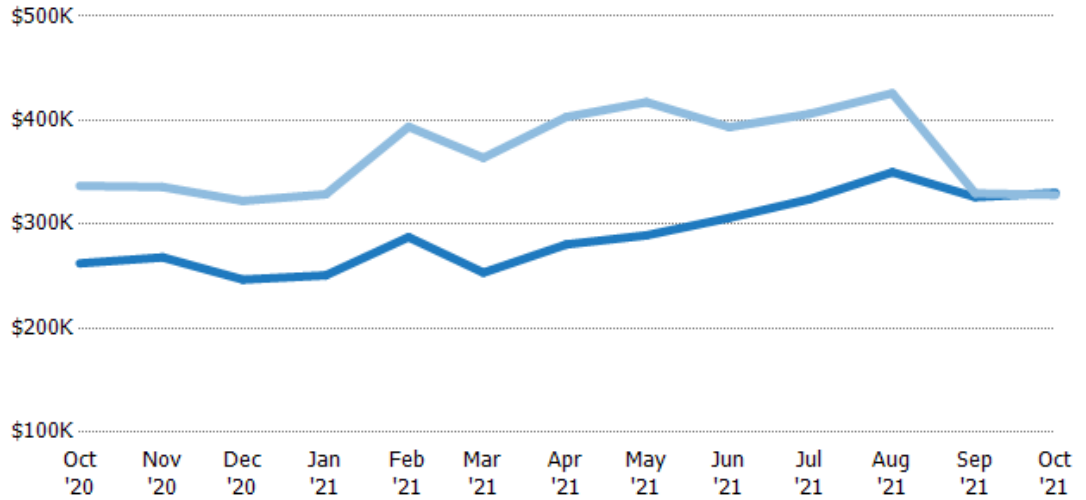
Current Year	\$203K	\$194K	\$185K	\$185K	\$222K	\$204K	\$210K	\$232K	\$235K	\$269K	\$280K	\$267K	\$255K
Prior Year	\$195K	\$195K	\$199K	\$199K	\$190K	\$190K	\$195K	\$199K	\$190K	\$199K	\$225K	\$214K	\$203K
Percent Change from Prior Year	4%	-1%	-7%	-7%	17%	7%	7%	16%	24%	35%	24%	25%	26%

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

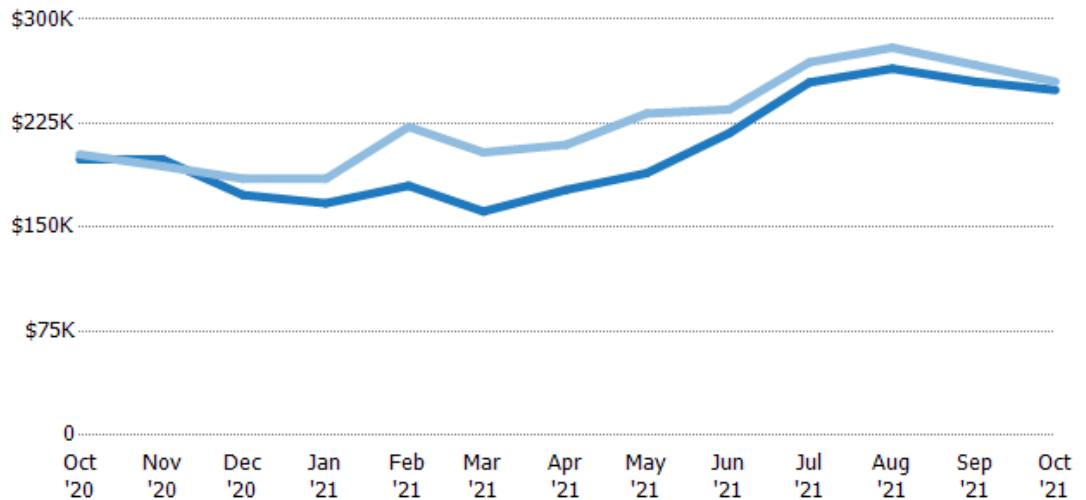


Median Listing Price vs Median Est Value

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



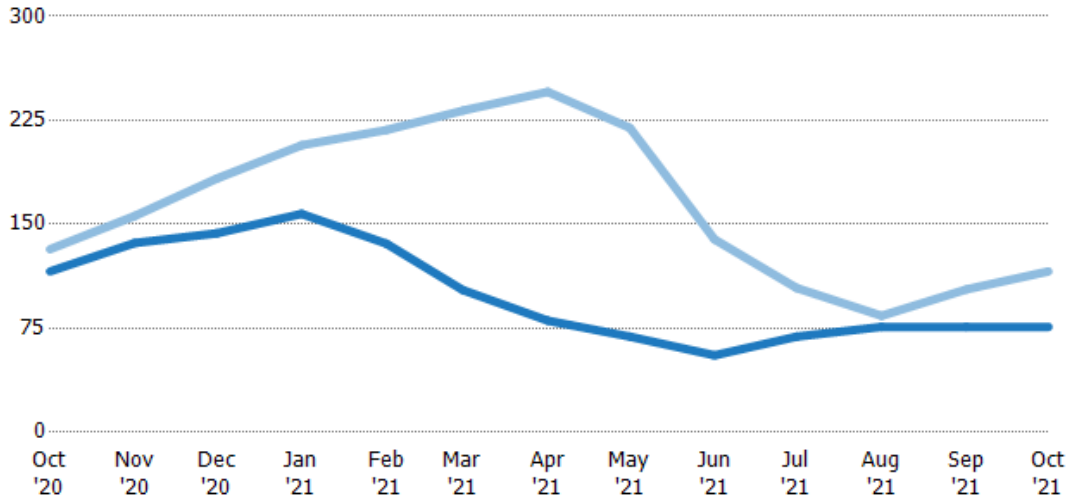
Median Days in RPR

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.
Oct '21	76	-34.5%
Oct '20	116	-12.1%
Oct '19	132	0%



Current Year	116	137	144	158	136	103	80.5	69	55.5	69	76	76	76
Prior Year	132	156	183	207	218	232	246	220	139	104	84	103	116
Percent Change from Prior Year	-12%	-13%	-22%	-24%	-38%	-56%	-67%	-69%	-60%	-34%	-10%	-26%	-34%

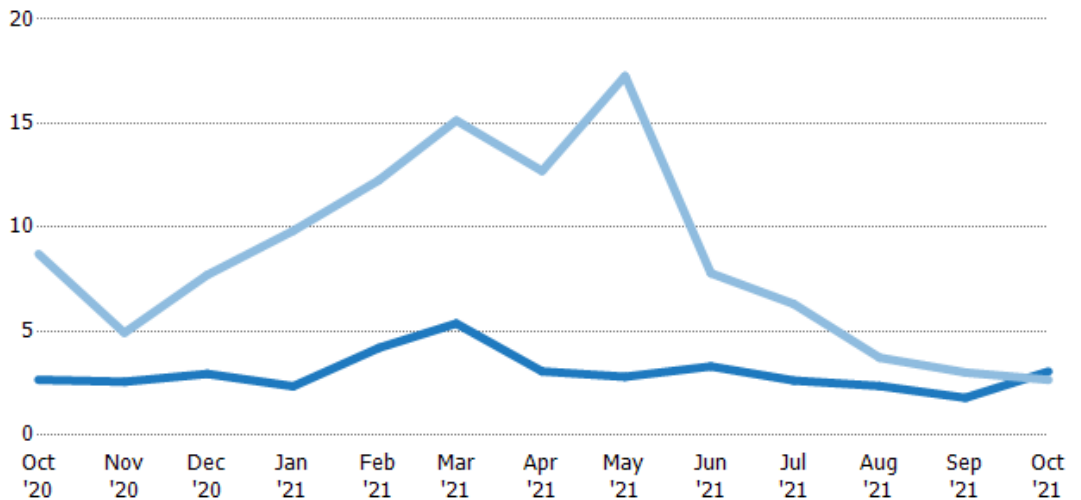
Months of Inventory

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.
Oct '21	3.06	14.9%
Oct '20	2.67	-69.4%
Oct '19	8.72	29%



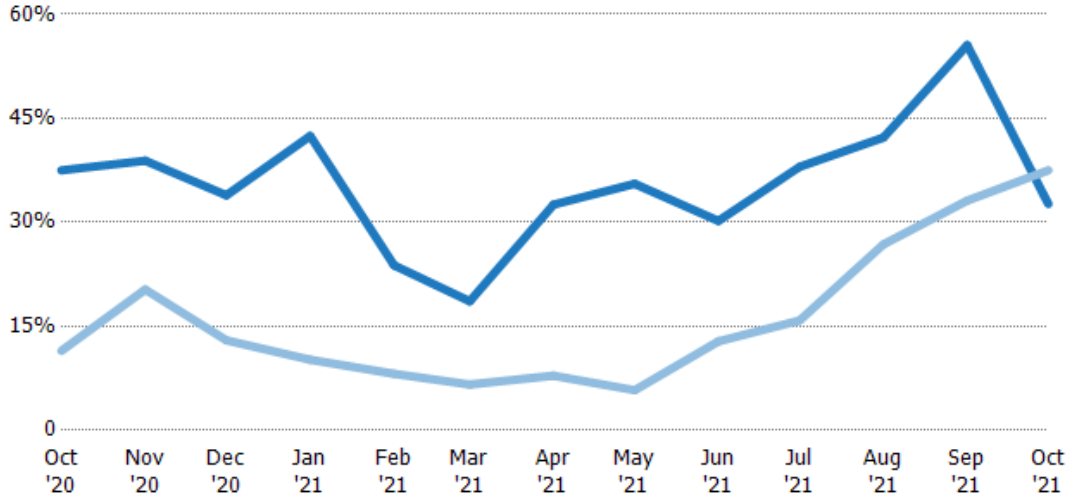
Current Year	2.67	2.57	2.95	2.36	4.2	5.38	3.07	2.81	3.31	2.63	2.37	1.8	3.06
Prior Year	8.72	4.92	7.71	9.83	12.3	15.1	12.7	17.3	7.79	6.31	3.73	3.02	2.67
Percent Change from Prior Year	-69%	-48%	-62%	-76%	-66%	-64%	-76%	-84%	-58%	-58%	-36%	-40%	15%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



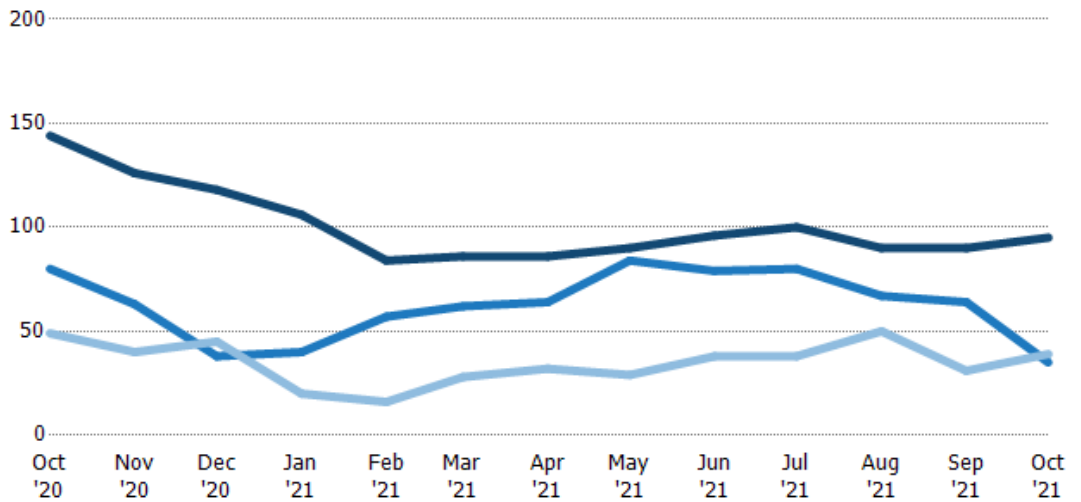
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	38%	39%	34%	42%	24%	19%	33%	36%	30%	38%	42%	56%	33%
Prior Year	11%	20%	13%	10%	8%	7%	8%	6%	13%	16%	27%	33%	38%
Change from Prior Year	-26%	-19%	-21%	-32%	-16%	-12%	-25%	-30%	-17%	-22%	-15%	-22%	5%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	144	126	118	106	84	86	86	90	96	100	90	90	95
Pending	80	63	38	40	57	62	64	84	79	80	67	64	35
Sold	49	40	45	20	16	28	32	29	38	38	50	31	39

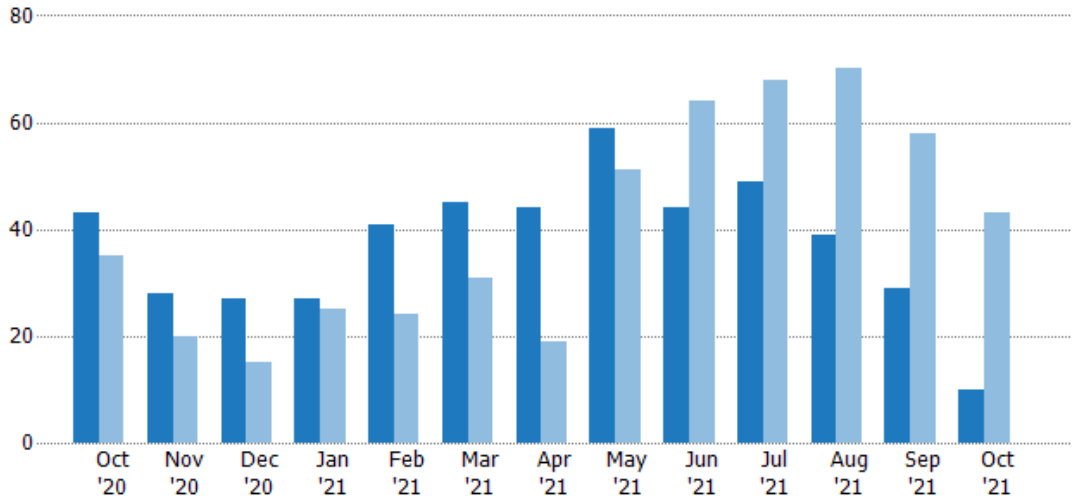
New Pending Sales

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.
Oct '21	10	-76.7%
Oct '20	43	22.9%
Oct '19	35	-28.6%



Current Year	43	28	27	27	41	45	44	59	44	49	39	29	10
Prior Year	35	20	15	25	24	31	19	51	64	68	70	58	43
Percent Change from Prior Year	23%	40%	80%	8%	71%	45%	132%	16%	-31%	-28%	-44%	-50%	-77%

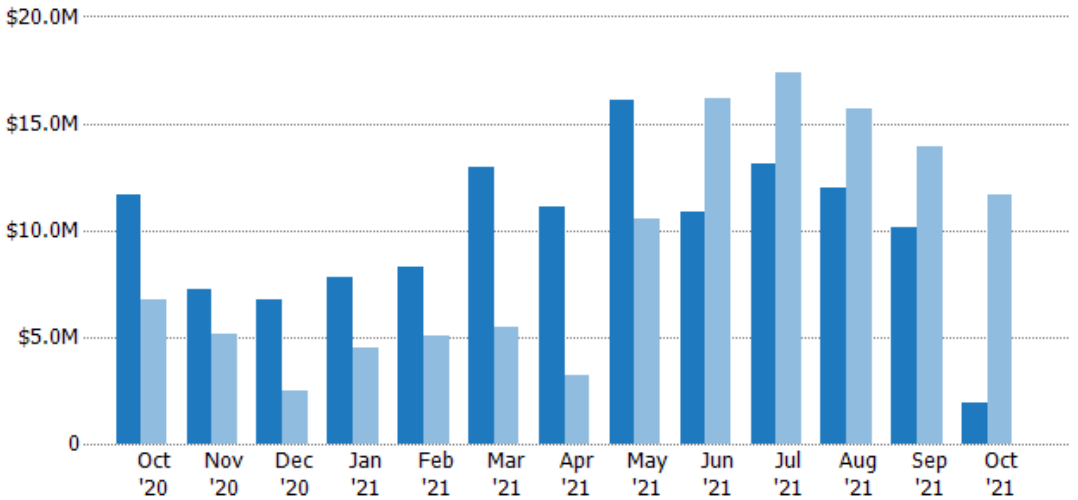
New Pending Sales Volume

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.
Oct '21	\$1.96M	-83.2%
Oct '20	\$11.6M	73.4%
Oct '19	\$6.71M	-16%



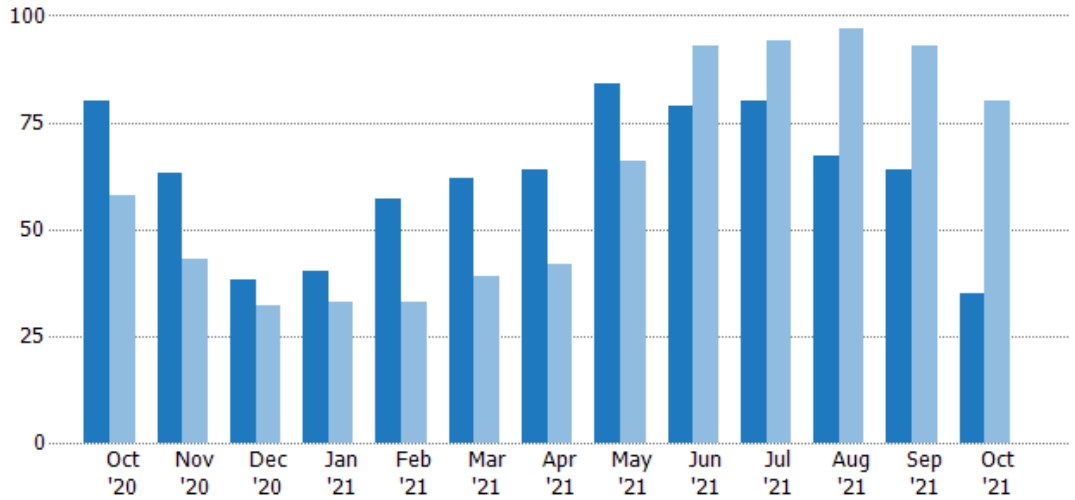
Current Year	\$11.6M	\$7.22M	\$6.72M	\$7.76M	\$8.28M	\$12.9M	\$11.1M	\$16.1M	\$10.9M	\$13.1M	\$12M	\$10.1M	\$1.96M
Prior Year	\$6.71M	\$5.16M	\$2.47M	\$4.47M	\$5.06M	\$5.43M	\$3.22M	\$10.6M	\$16.2M	\$17.4M	\$15.7M	\$13.9M	\$11.6M
Percent Change from Prior Year	73%	40%	172%	74%	63%	139%	244%	52%	-33%	-25%	-23%	-27%	-83%

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.
Oct '21	35	-56.3%
Oct '20	80	37.9%
Oct '19	58	-27.6%

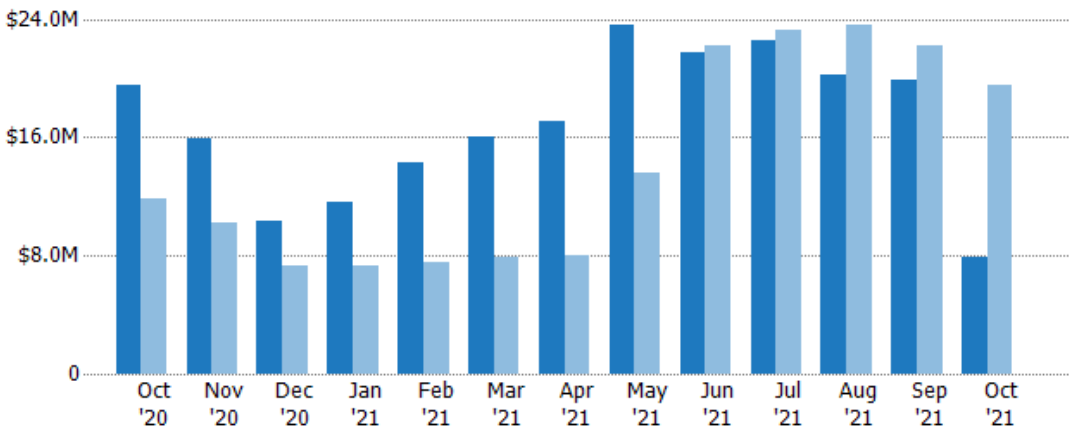
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	80	63	38	40	57	62	64	84	79	80	67	64	35
Prior Year	58	43	32	33	33	39	42	66	93	94	97	93	80
Percent Change from Prior Year	38%	47%	19%	21%	73%	59%	52%	27%	-15%	-15%	-31%	-31%	-56%

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.
Oct '21	\$7.92M	-59.5%
Oct '20	\$19.6M	66%
Oct '19	\$11.8M	-20.1%

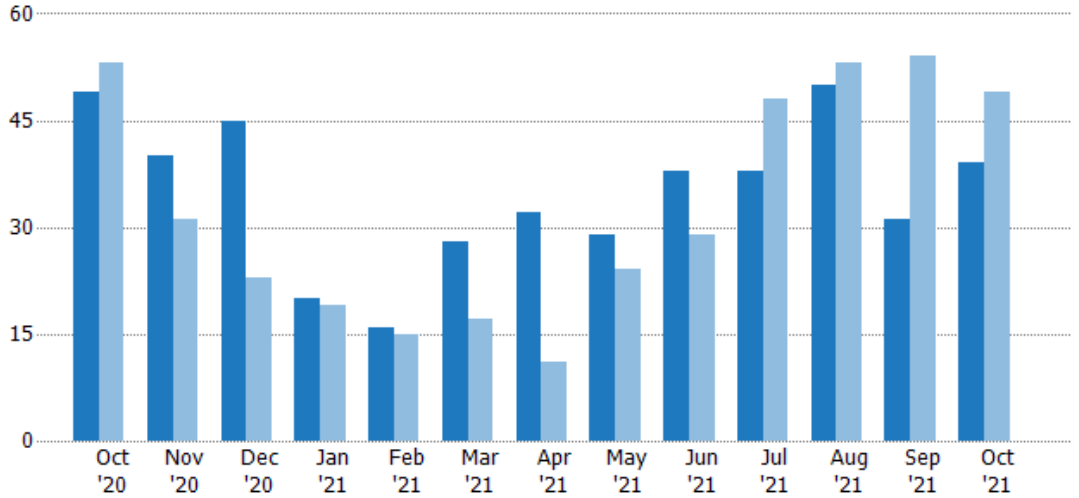
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$19.6M	\$15.9M	\$10.4M	\$11.6M	\$14.3M	\$16M	\$17.1M	\$23.5M	\$21.7M	\$22.5M	\$20.2M	\$19.9M	\$7.92M
Prior Year	\$11.8M	\$10.2M	\$7.33M	\$7.33M	\$7.58M	\$7.95M	\$7.95M	\$13.6M	\$22.2M	\$23.3M	\$23.6M	\$22.2M	\$19.6M
Percent Change from Prior Year	66%	57%	41%	58%	89%	101%	115%	73%	-2%	-3%	-14%	-11%	-60%

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.
Oct '21	39	-20.4%
Oct '20	49	-7.5%
Oct '19	53	-37.7%

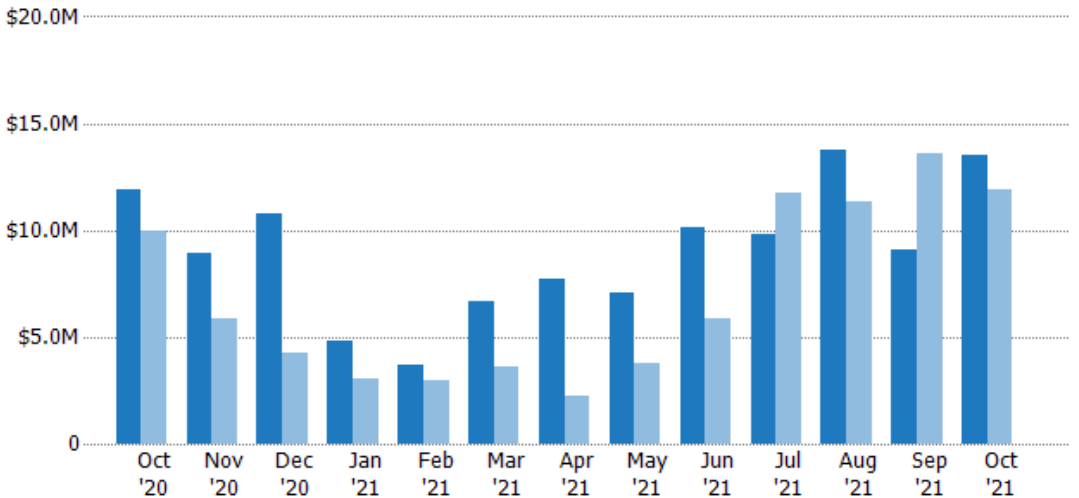
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	49	40	45	20	16	28	32	29	38	38	50	31	39
Prior Year	53	31	23	19	15	17	11	24	29	48	53	54	49
Percent Change from Prior Year	-8%	29%	96%	5%	7%	65%	191%	21%	31%	-21%	-6%	-43%	-20%

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.
Oct '21	\$13.5M	13.8%
Oct '20	\$11.9M	19.6%
Oct '19	\$9.95M	-31.6%

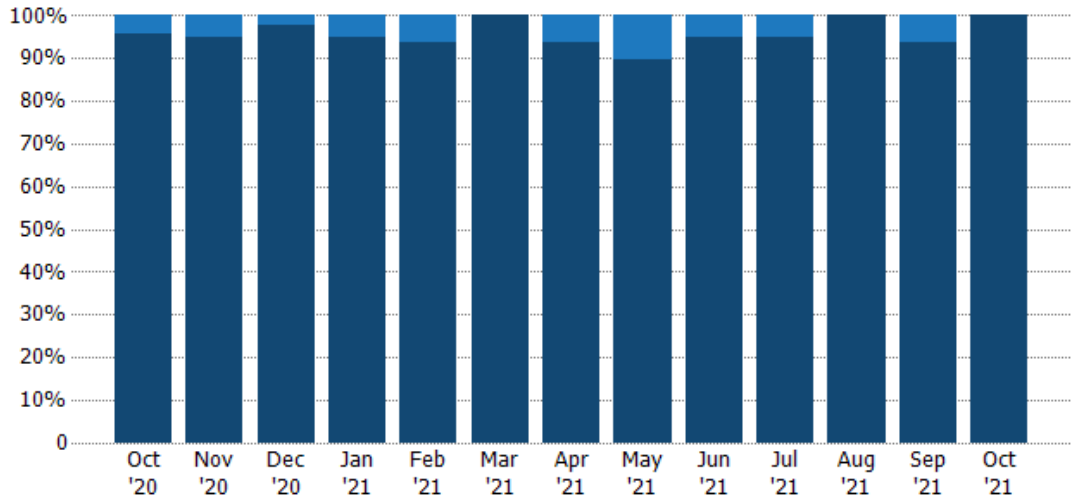
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$11.9M	\$8.89M	\$10.8M	\$4.83M	\$3.66M	\$6.66M	\$7.7M	\$7.05M	\$10.2M	\$9.78M	\$13.7M	\$9.09M	\$13.5M
Prior Year	\$9.95M	\$5.89M	\$4.23M	\$3.03M	\$2.97M	\$3.58M	\$2.26M	\$3.77M	\$5.85M	\$11.7M	\$11.4M	\$13.6M	\$11.9M
Percent Change from Prior Year	20%	51%	155%	59%	23%	86%	240%	87%	74%	-17%	21%	-33%	14%

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



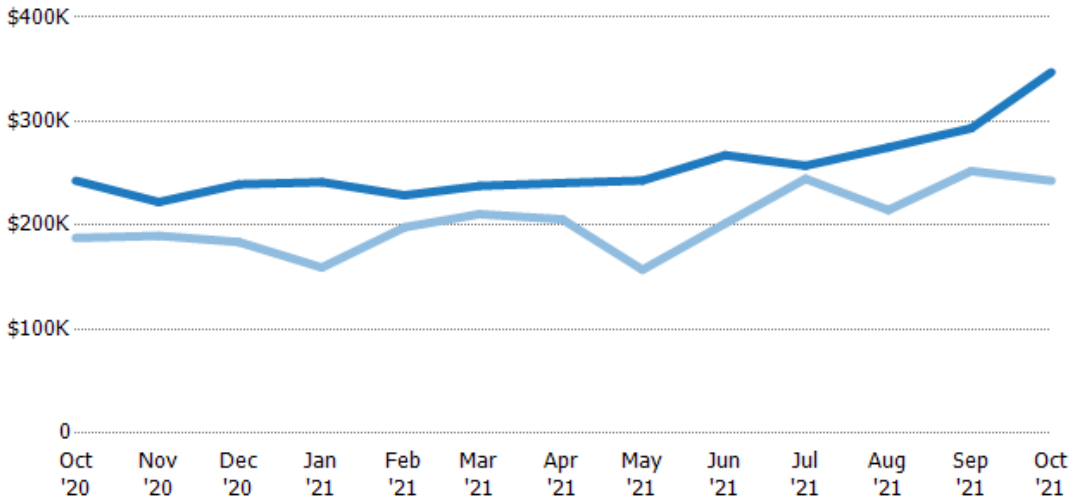
Condo/Townhouse	4%	5%	2%	5%	6%	-	6%	10%	5%	5%	-	6%	-
Single Family Residence	96%	95%	98%	95%	94%	100%	94%	90%	95%	95%	100%	94%	100%

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	\$243K	\$222K	\$239K	\$241K	\$229K	\$238K	\$241K	\$243K	\$267K	\$257K	\$275K	\$293K	\$347K
Prior Year	\$188K	\$190K	\$184K	\$159K	\$198K	\$211K	\$206K	\$157K	\$202K	\$245K	\$215K	\$252K	\$243K
Percent Change from Prior Year	29%	17%	30%	51%	16%	13%	17%	55%	33%	5%	28%	16%	43%

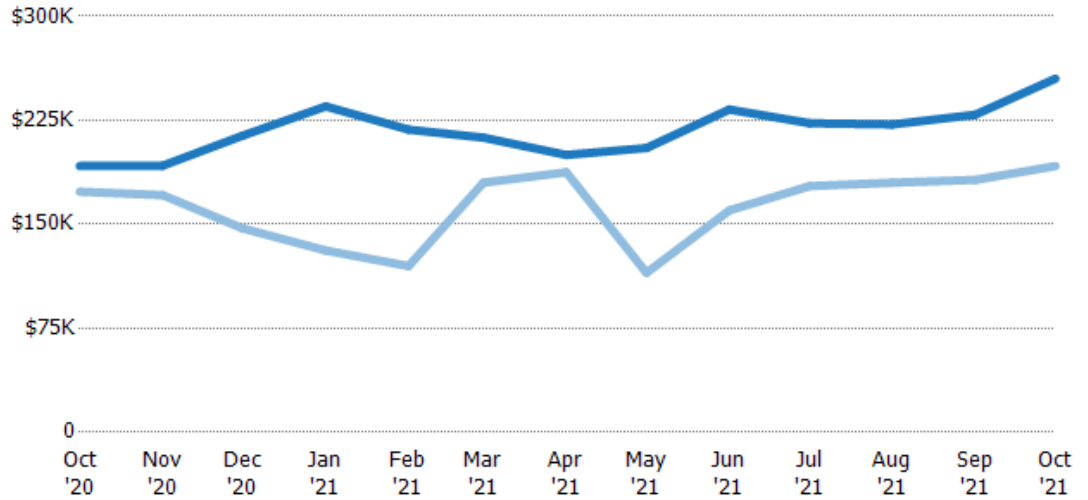
Median Sales Price

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.
Oct '21	\$255K	32.8%
Oct '20	\$192K	10.7%
Oct '19	\$174K	-11.2%



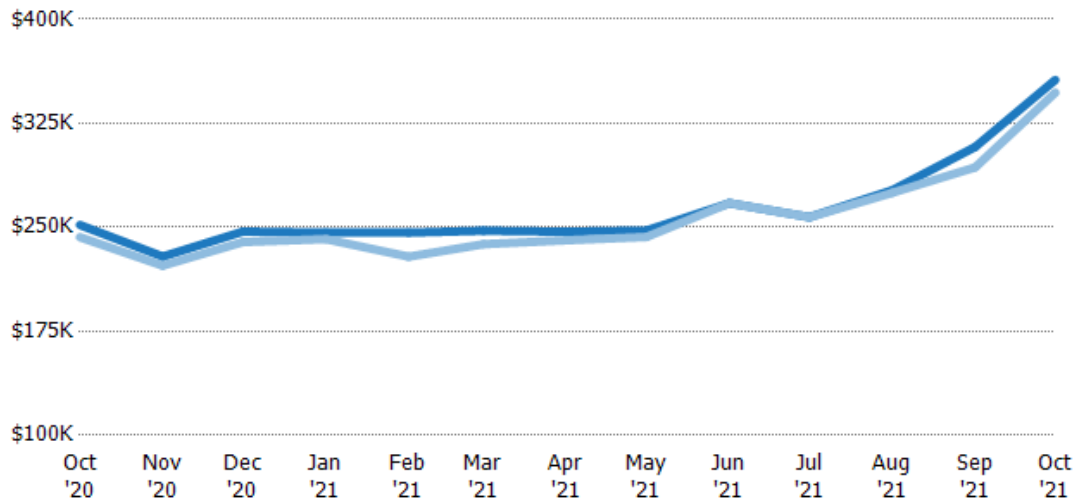
Current Year	\$192K	\$192K	\$214K	\$235K	\$218K	\$213K	\$200K	\$205K	\$233K	\$223K	\$222K	\$229K	\$255K
Prior Year	\$174K	\$171K	\$147K	\$131K	\$120K	\$180K	\$188K	\$115K	\$160K	\$178K	\$180K	\$182K	\$192K
Percent Change from Prior Year	11%	12%	46%	79%	82%	18%	7%	78%	45%	26%	23%	26%	33%

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



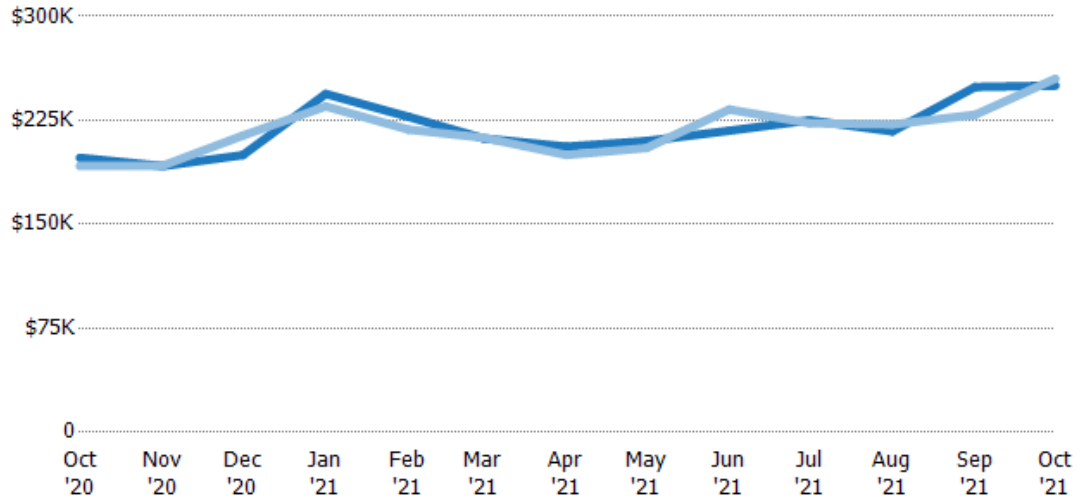
Avg List Price	\$252K	\$229K	\$247K	\$246K	\$246K	\$247K	\$247K	\$248K	\$267K	\$257K	\$277K	\$308K	\$356K
Avg Sales Price	\$243K	\$222K	\$239K	\$241K	\$229K	\$238K	\$241K	\$243K	\$267K	\$257K	\$275K	\$293K	\$347K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	98%	93%	96%	97%	98%	100%	100%	99%	95%	97%

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



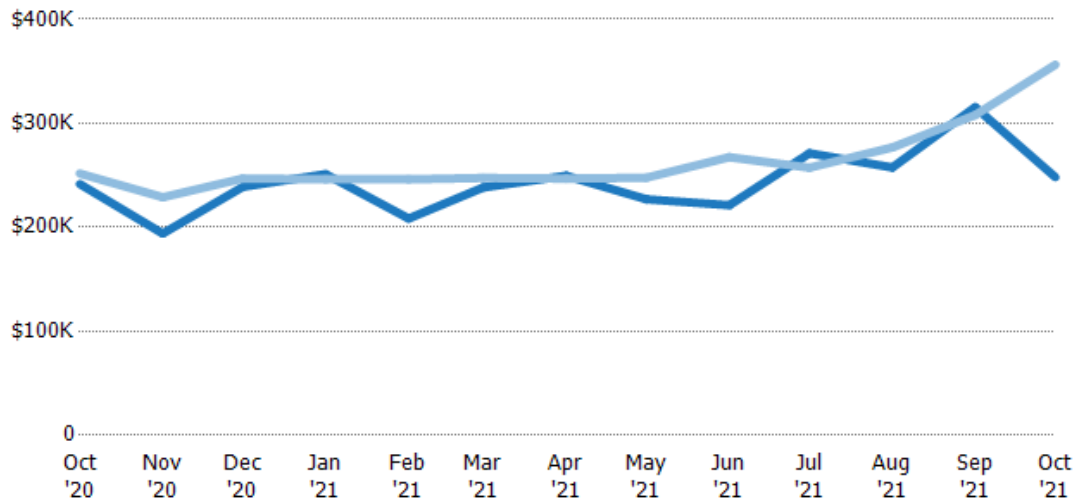
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$198K	\$192K	\$200K	\$244K	\$228K	\$212K	\$206K	\$210K	\$218K	\$225K	\$217K	\$249K	\$250K
Median Sales Price	\$192K	\$192K	\$214K	\$235K	\$218K	\$213K	\$200K	\$205K	\$233K	\$223K	\$222K	\$229K	\$255K
Med Sales Price as a % of Med List Price	97%	100%	107%	96%	96%	100%	97%	98%	107%	99%	102%	92%	102%

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



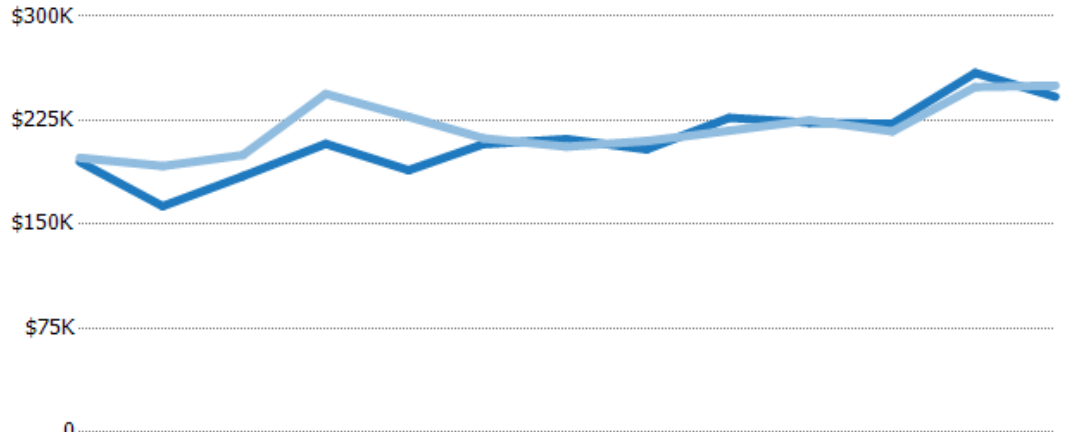
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$242K	\$194K	\$239K	\$251K	\$208K	\$238K	\$250K	\$227K	\$221K	\$271K	\$258K	\$315K	\$248K
Avg Sales Price	\$252K	\$229K	\$247K	\$246K	\$246K	\$247K	\$247K	\$248K	\$267K	\$257K	\$277K	\$308K	\$356K
Avg Sales Price as a % of Avg Est Value	104%	118%	103%	98%	118%	104%	99%	109%	121%	95%	107%	98%	144%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$195K	\$163K	\$185K	\$208K	\$189K	\$208K	\$211K	\$204K	\$227K	\$223K	\$223K	\$259K	\$242K
Median Sales Price	\$198K	\$192K	\$200K	\$244K	\$228K	\$212K	\$206K	\$210K	\$218K	\$225K	\$217K	\$249K	\$250K
Med Sales Price as a % of Med Est Value	102%	118%	108%	117%	120%	102%	97%	103%	96%	101%	98%	96%	103%