

## 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	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	22	18	+22.2%	418	438	-4.6%
New Listing Volume	\$5,872,600	\$2,890,700	+103.2%	\$123,560,600	\$113,874,921	+8.5%
Active Listing Count	75	123	-39%	N/A	N/A	
Active Listing Volume	\$26,037,400	\$39,187,650	-33.6%	N/A	N/A	
Average Listing Price	\$347,165	\$318,599	+9%	\$374,997	\$287,552	+30.4%
Median Listing Price	\$250,000	\$185,000	+35.1%	\$236,451	\$195,932	+20.7%
Median Days in RPR	94	145	-35.2%	88.48	136.93	-35.4%
Months of Inventory	2.3	3.1	-26.1%	2.6	6.8	-62%
Absorption Rate	44%	32.52%	+11.5%	38.97%	14.81%	+24.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	27	-74.1%	429	506	-15.2%
New Pending Sales Volume	\$2,364,000	\$6,719,600	-64.8%	\$115,495,000	\$117,071,294	-1.3%
Pending Sales Count	9	39	-76.9%	N/A	N/A	
Pending Sales Volume	\$2,142,900	\$10,481,199	-79.6%	N/A	N/A	
Closed Sales Count	35	45	-22.2%	396	410	-3.4%
Closed Sales Volume	\$9,454,150	\$10,771,170	-12.2%	\$104,849,538	\$91,354,494	+14.8%
Average Sales Price	\$270,119	\$239,359	+12.9%	\$264,772	\$222,816	+18.8%
Median Sales Price	\$239,000	\$214,000	+11.7%	\$225,921	\$179,463	+25.9%

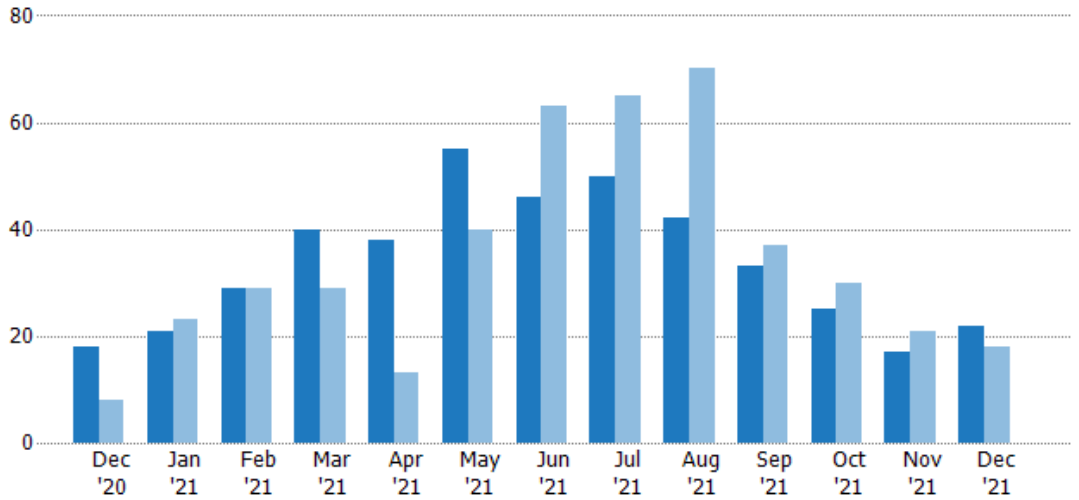
## New Listings

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.
Dec '21	22	22.2%
Dec '20	18	125%
Dec '19	8	62.5%



Current Year	18	21	29	40	38	55	46	50	42	33	25	17	22
Prior Year	8	23	29	29	13	40	63	65	70	37	30	21	18
Percent Change from Prior Year	125%	-9%	0%	38%	192%	38%	-27%	-23%	-40%	-11%	-17%	-19%	22%

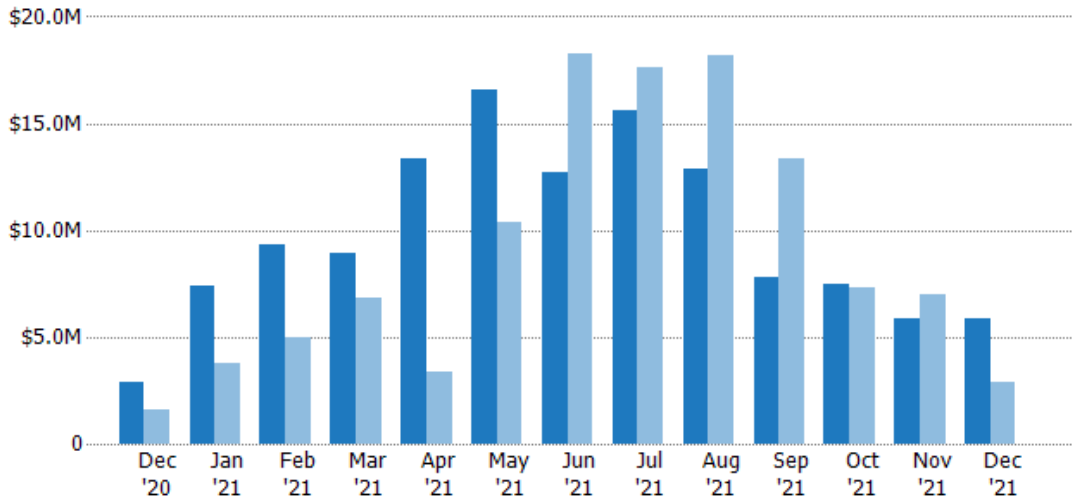
## New Listing Volume

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.
Dec '21	\$5.87M	103.2%
Dec '20	\$2.89M	83.9%
Dec '19	\$1.57M	56%



Current Year	\$2.89M	\$7.4M	\$9.34M	\$8.91M	\$13.3M	\$16.5M	\$12.7M	\$15.6M	\$12.8M	\$7.77M	\$7.46M	\$5.83M	\$5.87M
Prior Year	\$1.57M	\$3.77M	\$4.95M	\$6.82M	\$3.36M	\$10.4M	\$18.2M	\$17.6M	\$18.2M	\$13.3M	\$7.34M	\$6.99M	\$2.89M
Percent Change from Prior Year	84%	96%	89%	31%	297%	59%	-30%	-12%	-29%	-42%	2%	-17%	103%

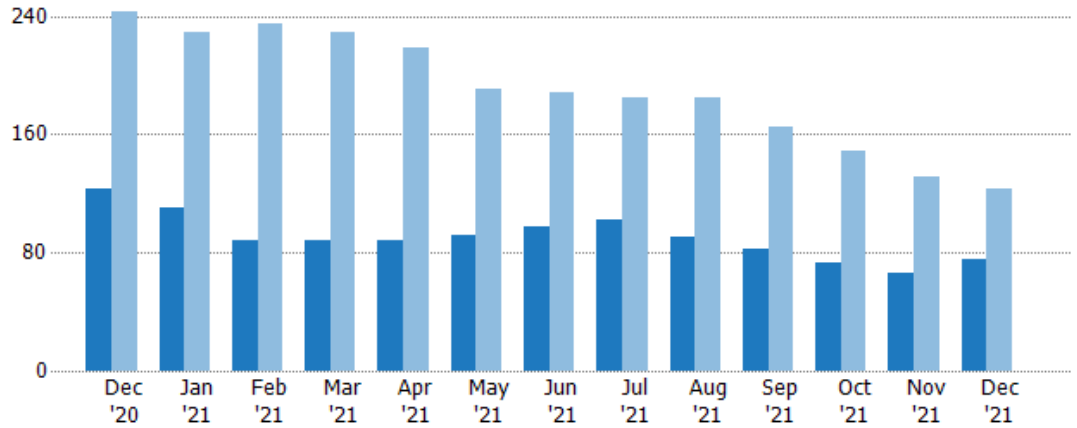
## Active Listings

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.
Dec '21	75	-39%
Dec '20	123	-49.4%
Dec '19	243	-12.3%



Current Year	123	110	88	88	88	92	98	102	90	82	73	66	75
Prior Year	243	229	235	229	218	191	188	185	185	165	149	131	123
Percent Change from Prior Year	-49%	-52%	-63%	-62%	-60%	-52%	-48%	-45%	-51%	-50%	-51%	-50%	-39%

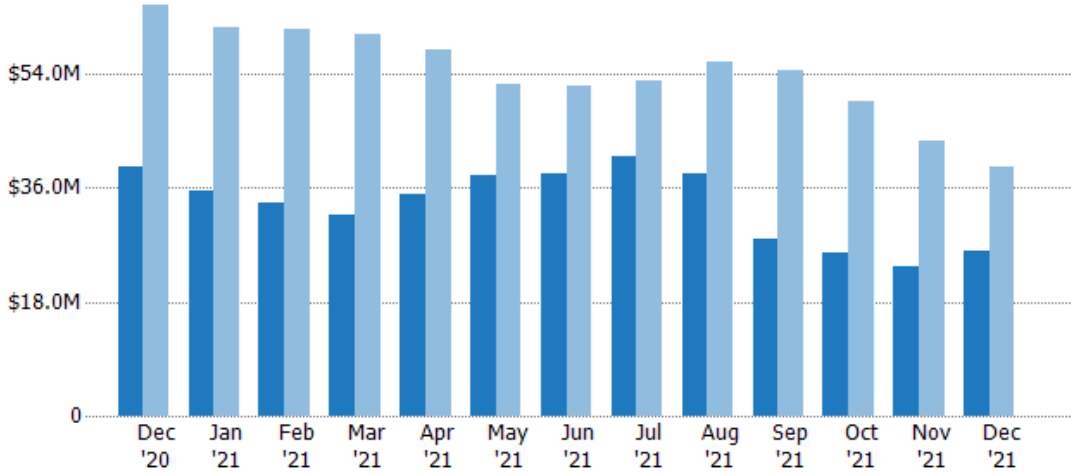
## Active Listing Volume

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.
Dec '21	\$26M	-33.6%
Dec '20	\$39.2M	-39.6%
Dec '19	\$64.9M	-15.8%



Current Year	\$39.2M	\$35.5M	\$33.7M	\$31.7M	\$35M	\$37.9M	\$38.1M	\$41M	\$38.3M	\$28M	\$25.7M	\$23.6M	\$26M
Prior Year	\$64.9M	\$61.4M	\$61.2M	\$60.3M	\$57.8M	\$52.3M	\$52.1M	\$53M	\$55.8M	\$54.5M	\$49.7M	\$43.5M	\$39.2M
Percent Change from Prior Year	-40%	-42%	-45%	-47%	-39%	-27%	-27%	-23%	-31%	-49%	-48%	-46%	-34%

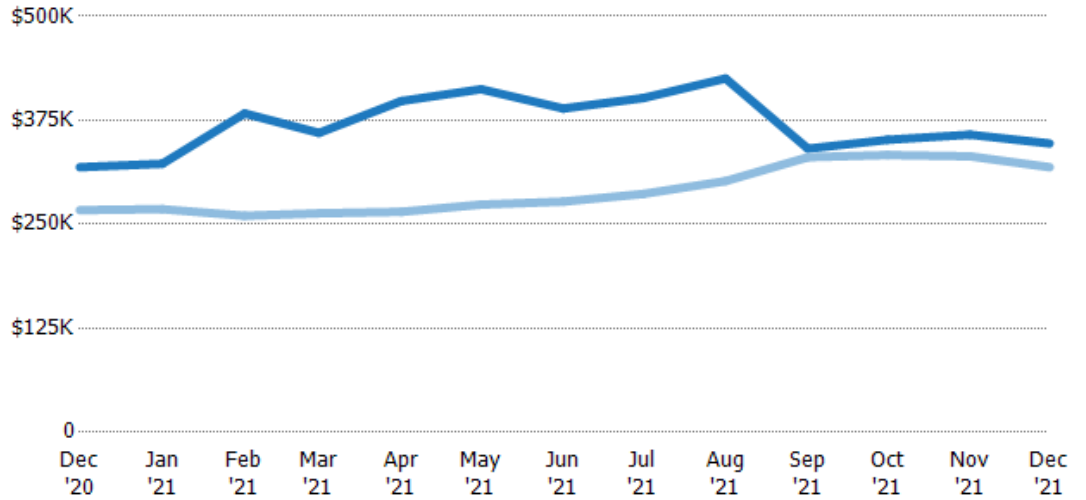
## Average Listing Price

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.
Dec '21	\$347K	9%
Dec '20	\$319K	19.3%
Dec '19	\$267K	-3.9%



Current Year	\$319K	\$323K	\$383K	\$360K	\$398K	\$412K	\$389K	\$402K	\$425K	\$341K	\$352K	\$358K	\$347K
Prior Year	\$267K	\$268K	\$260K	\$263K	\$265K	\$274K	\$277K	\$286K	\$302K	\$331K	\$333K	\$332K	\$319K
Percent Change from Prior Year	19%	20%	47%	37%	50%	51%	40%	40%	41%	3%	5%	8%	9%

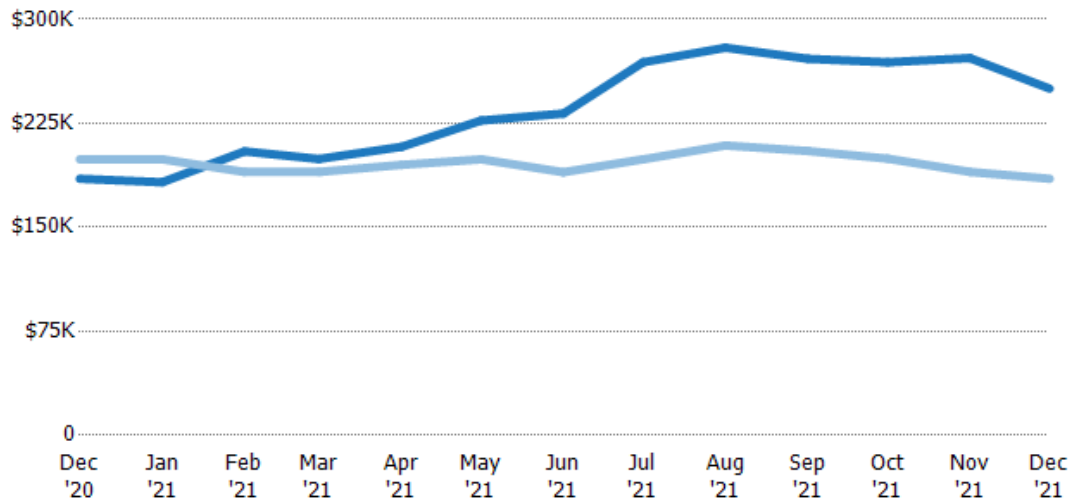
## Median Listing Price

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.
Dec '21	\$250K	35.1%
Dec '20	\$185K	-7%
Dec '19	\$199K	-0.5%



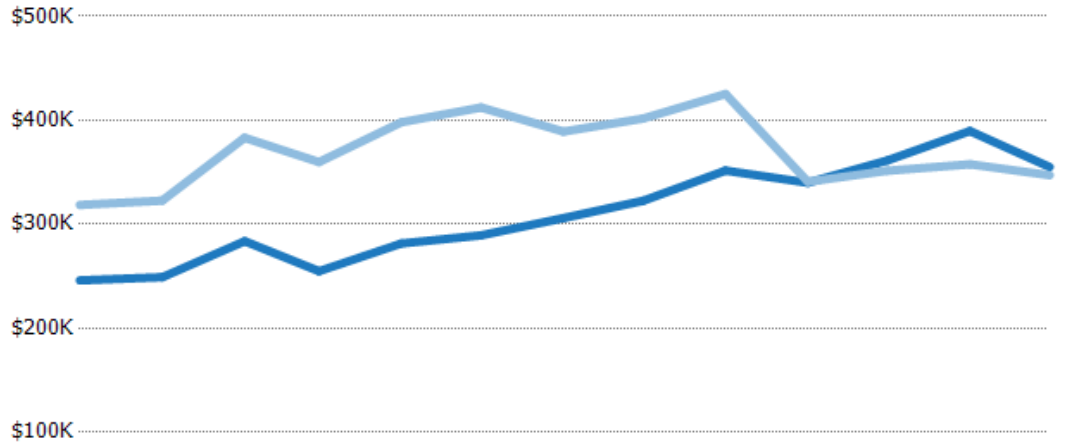
Current Year	\$185K	\$183K	\$205K	\$199K	\$208K	\$227K	\$232K	\$269K	\$280K	\$272K	\$269K	\$272K	\$250K
Prior Year	\$199K	\$199K	\$190K	\$190K	\$195K	\$199K	\$190K	\$199K	\$209K	\$205K	\$200K	\$190K	\$185K
Percent Change from Prior Year	-7%	-8%	8%	5%	7%	14%	22%	35%	34%	32%	35%	43%	35%

## 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



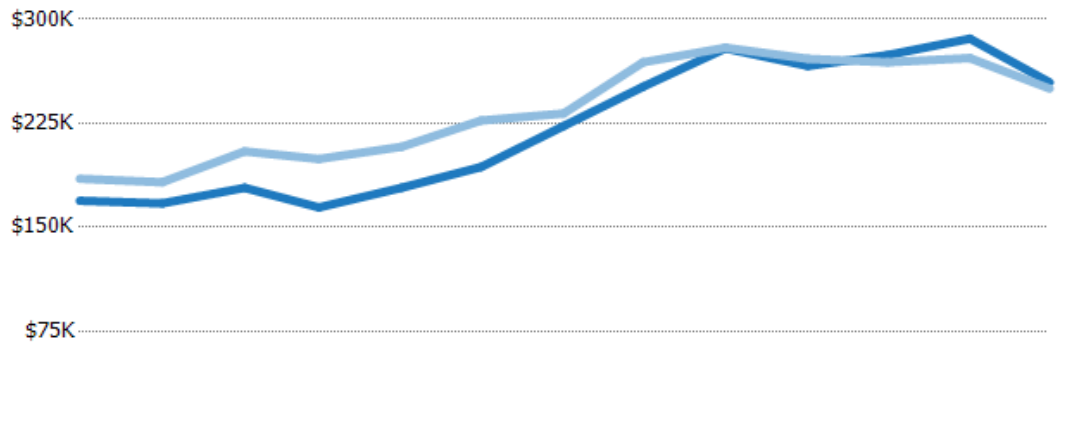
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$246K	\$249K	\$284K	\$255K	\$282K	\$289K	\$306K	\$323K	\$352K	\$340K	\$361K	\$390K	\$355K
Avg Listing Price	\$319K	\$323K	\$383K	\$360K	\$398K	\$412K	\$389K	\$402K	\$425K	\$341K	\$352K	\$358K	\$347K
Avg Listing Price as a % of Avg Est Value	130%	130%	135%	141%	141%	142%	127%	125%	121%	100%	97%	92%	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



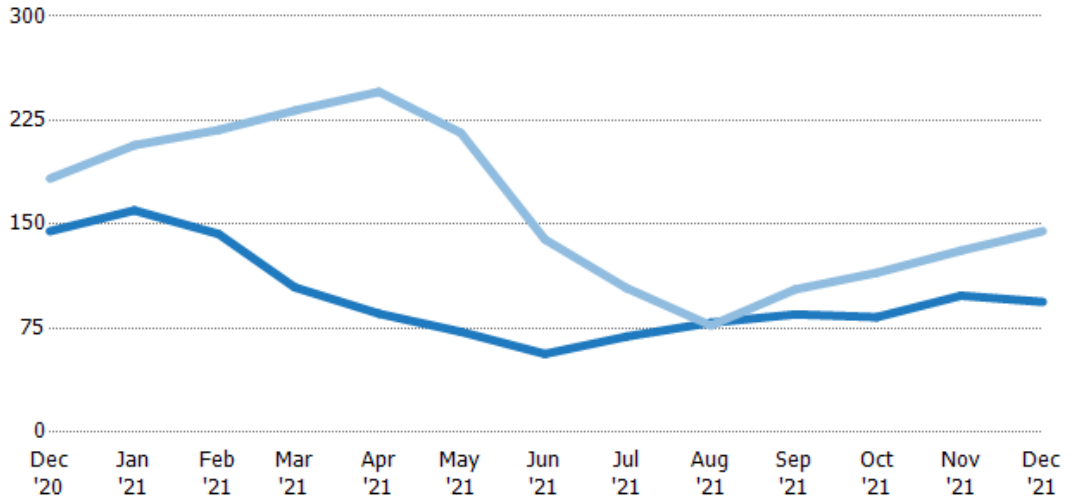
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$169K	\$167K	\$178K	\$164K	\$178K	\$194K	\$223K	\$251K	\$279K	\$266K	\$274K	\$286K	\$255K
Median Listing Price	\$185K	\$183K	\$205K	\$199K	\$208K	\$227K	\$232K	\$269K	\$280K	\$272K	\$269K	\$272K	\$250K
Med Listing Price as a % of Med Est Value	109%	109%	115%	121%	117%	117%	104%	107%	100%	102%	98%	95%	98%

## 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



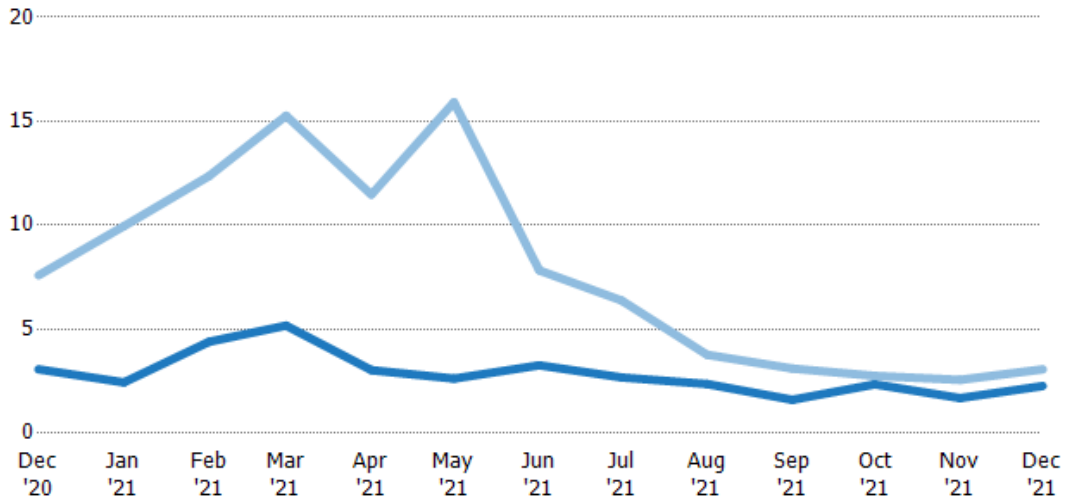
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	145	160	143	105	85.5	72.5	56.5	69	79	85	83	98.5	94
Prior Year	183	207	218	232	246	216	139	104	77	103	115	131	145
Percent Change from Prior Year	-21%	-23%	-34%	-55%	-65%	-66%	-59%	-34%	3%	-17%	-28%	-25%	-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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	3.08	2.44	4.4	5.18	3.03	2.63	3.27	2.68	2.37	1.61	2.35	1.69	2.27
Prior Year	7.59	9.96	12.4	15.3	11.5	15.9	7.83	6.38	3.78	3.11	2.76	2.57	3.08
Percent Change from Prior Year	-60%	-75%	-64%	-66%	-74%	-83%	-58%	-58%	-37%	-48%	-15%	-34%	-26%

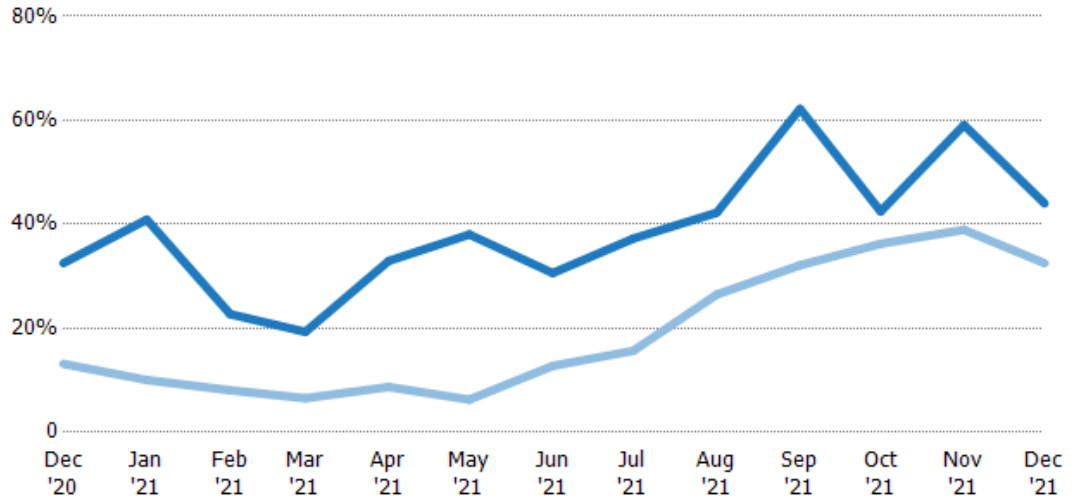
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Dec '21	44%	-11.5%
Dec '20	33%	-19.4%
Dec '19	13%	10.6%



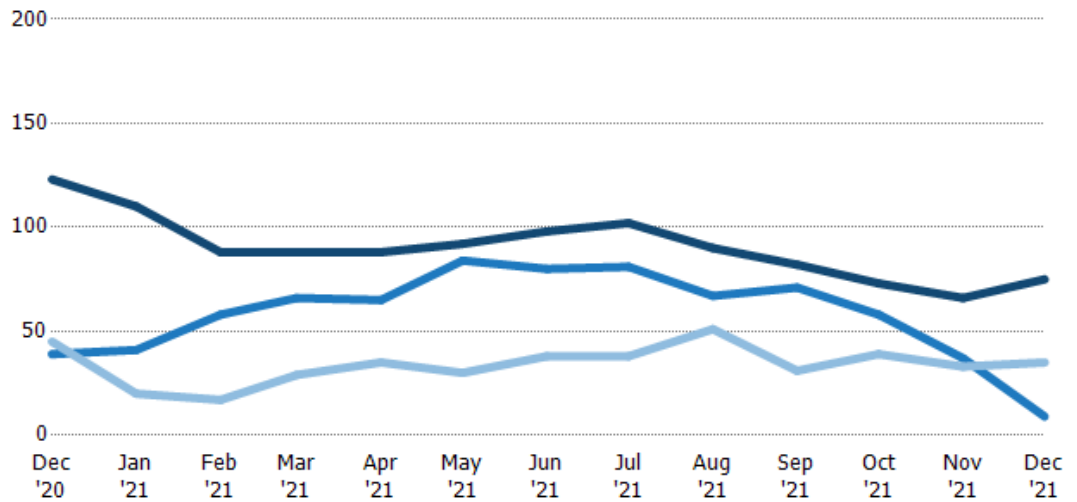
Current Year	33%	41%	23%	19%	33%	38%	31%	37%	42%	62%	42%	59%	44%
Prior Year	13%	10%	8%	7%	9%	6%	13%	16%	26%	32%	36%	39%	33%
Change from Prior Year	-19%	-31%	-15%	-13%	-24%	-32%	-18%	-22%	-16%	-30%	-6%	-20%	-11%

## 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	123	110	88	88	88	92	98	102	90	82	73	66	75
Pending	39	41	58	66	65	84	80	81	67	71	58	37	9
Sold	45	20	17	29	35	30	38	38	51	31	39	33	35

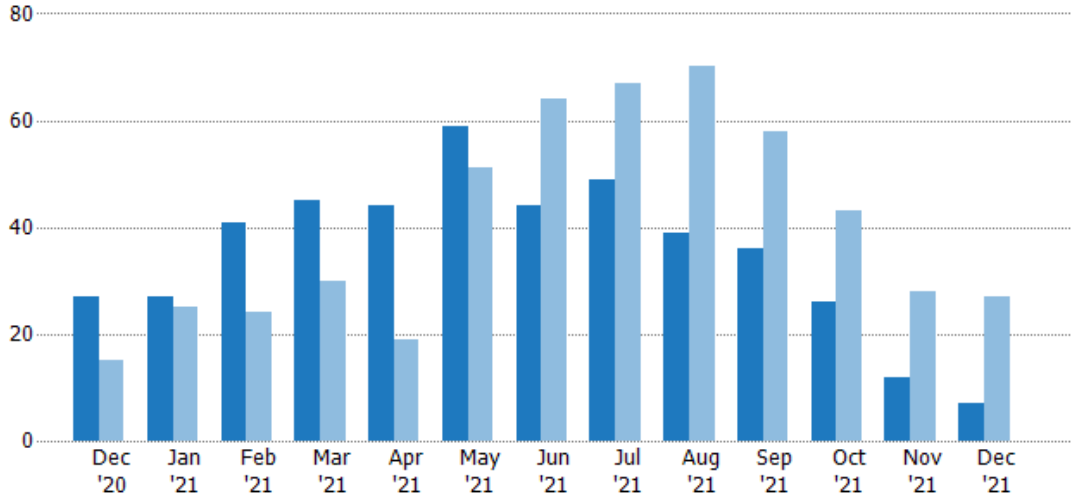
## New Pending Sales

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.
Dec '21	7	-74.1%
Dec '20	27	80%
Dec '19	15	-6.7%



Current Year	27	27	41	45	44	59	44	49	39	36	26	12	7
Prior Year	15	25	24	30	19	51	64	67	70	58	43	28	27
Percent Change from Prior Year	80%	8%	71%	50%	132%	16%	-31%	-27%	-44%	-38%	-40%	-57%	-74%

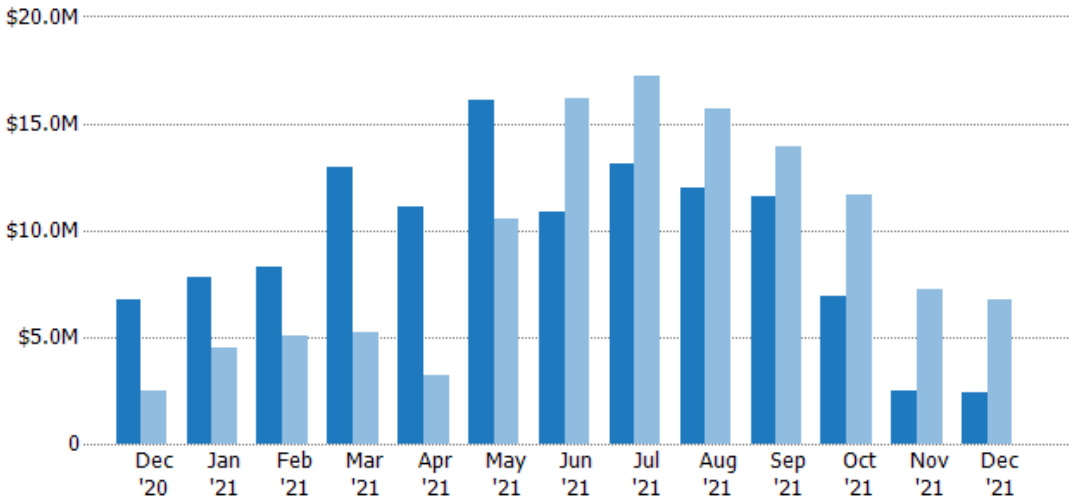
## New Pending Sales Volume

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.
Dec '21	\$2.36M	-64.8%
Dec '20	\$6.72M	171.8%
Dec '19	\$2.47M	4.2%



Current Year	\$6.72M	\$7.76M	\$8.28M	\$12.9M	\$11.1M	\$16.1M	\$10.9M	\$13.1M	\$12M	\$11.6M	\$6.93M	\$2.5M	\$2.36M
Prior Year	\$2.47M	\$4.47M	\$5.06M	\$5.2M	\$3.22M	\$10.6M	\$16.2M	\$17.2M	\$15.7M	\$13.9M	\$11.6M	\$7.22M	\$6.72M
Percent Change from Prior Year	172%	74%	63%	149%	244%	52%	-33%	-24%	-23%	-17%	-40%	-65%	-65%



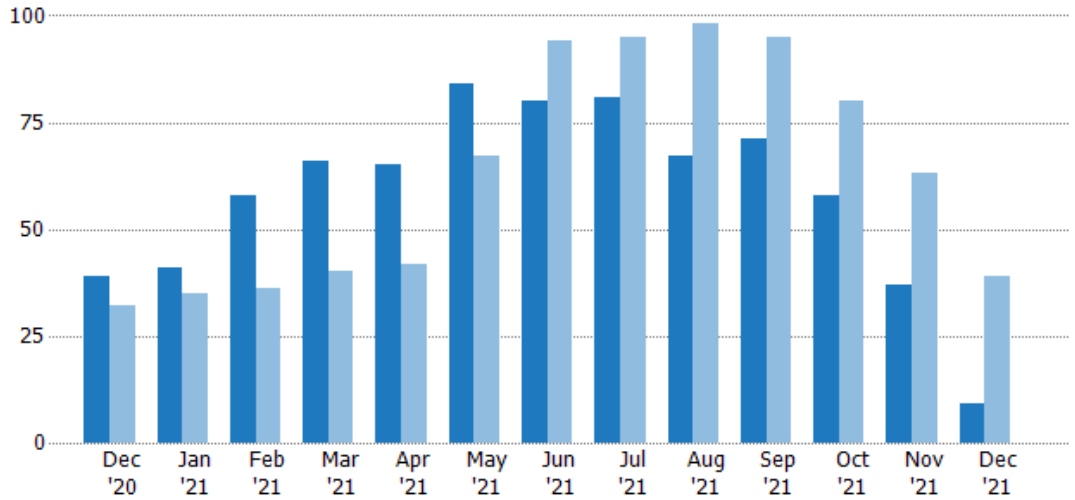
## Pending Sales

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.
Dec '21	9	-76.9%
Dec '20	39	21.9%
Dec '19	32	-21.9%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	39	41	58	66	65	84	80	81	67	71	58	37	9
Prior Year	32	35	36	40	42	67	94	95	98	95	80	63	39
Percent Change from Prior Year	22%	17%	61%	65%	55%	25%	-15%	-15%	-32%	-25%	-28%	-41%	-77%

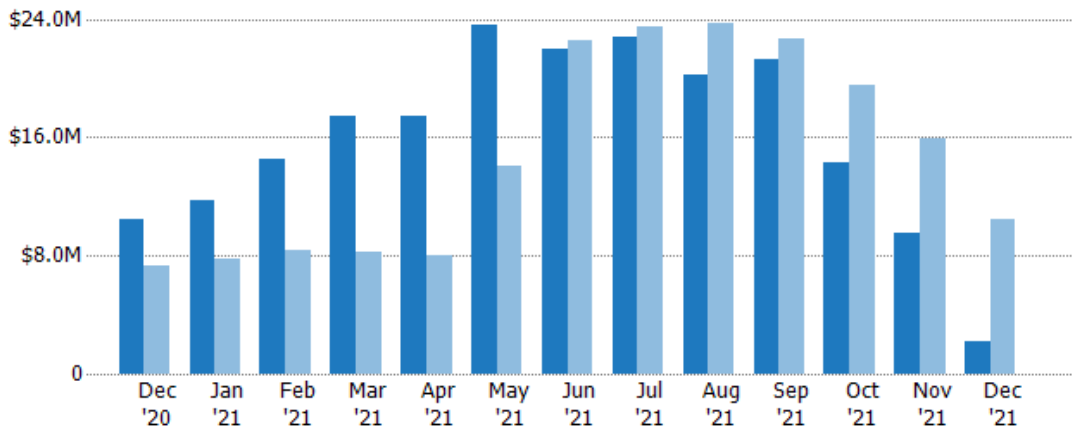
## Pending Sales Volume

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.
Dec '21	\$2.14M	-79.6%
Dec '20	\$10.5M	43%
Dec '19	\$7.33M	-42.5%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$10.5M	\$11.7M	\$14.6M	\$17.5M	\$17.4M	\$23.5M	\$22M	\$22.8M	\$20.2M	\$21.3M	\$14.3M	\$9.51M	\$2.14M
Prior Year	\$7.33M	\$7.82M	\$8.32M	\$8.21M	\$7.95M	\$14M	\$22.6M	\$23.5M	\$23.8M	\$22.7M	\$19.6M	\$15.9M	\$10.5M
Percent Change from Prior Year	43%	50%	75%	113%	119%	68%	-2%	-3%	-15%	-6%	-27%	-40%	-80%

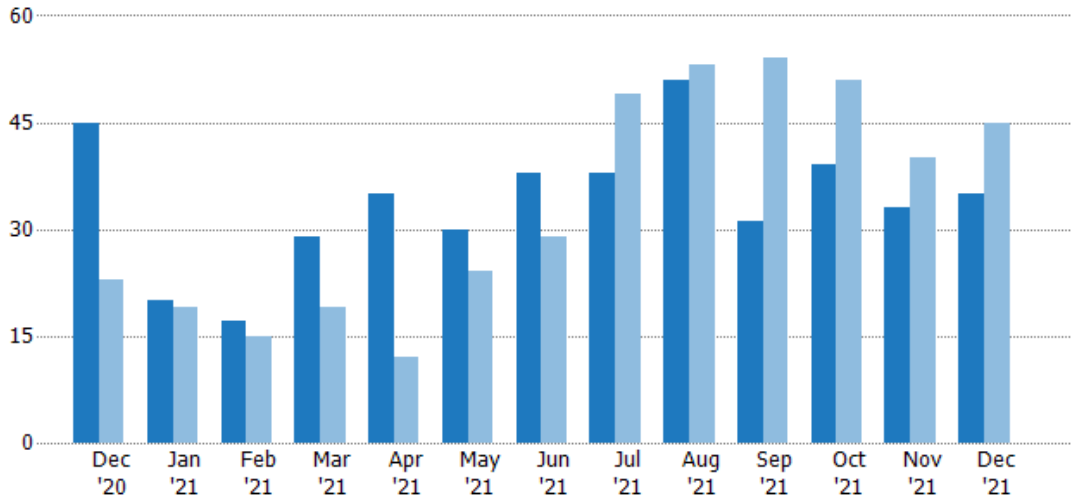
## Closed Sales

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.
Dec '21	35	-22.2%
Dec '20	45	95.7%
Dec '19	23	-39.1%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	45	20	17	29	35	30	38	38	51	31	39	33	35
Prior Year	23	19	15	19	12	24	29	49	53	54	51	40	45
Percent Change from Prior Year	96%	5%	13%	53%	192%	25%	31%	-22%	-4%	-43%	-24%	-18%	-22%

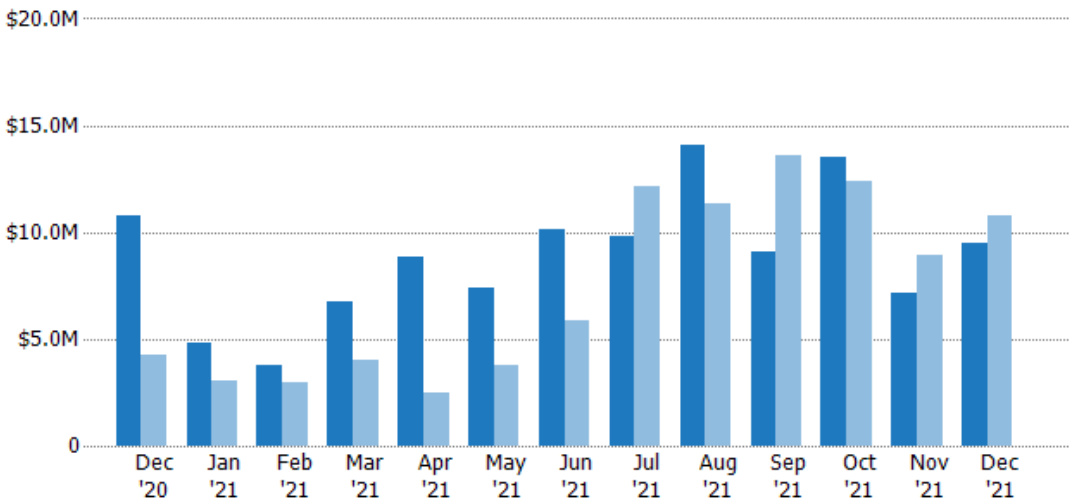
## Closed Sales Volume

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.
Dec '21	\$9.45M	-12.2%
Dec '20	\$10.8M	154.7%
Dec '19	\$4.23M	-22.7%



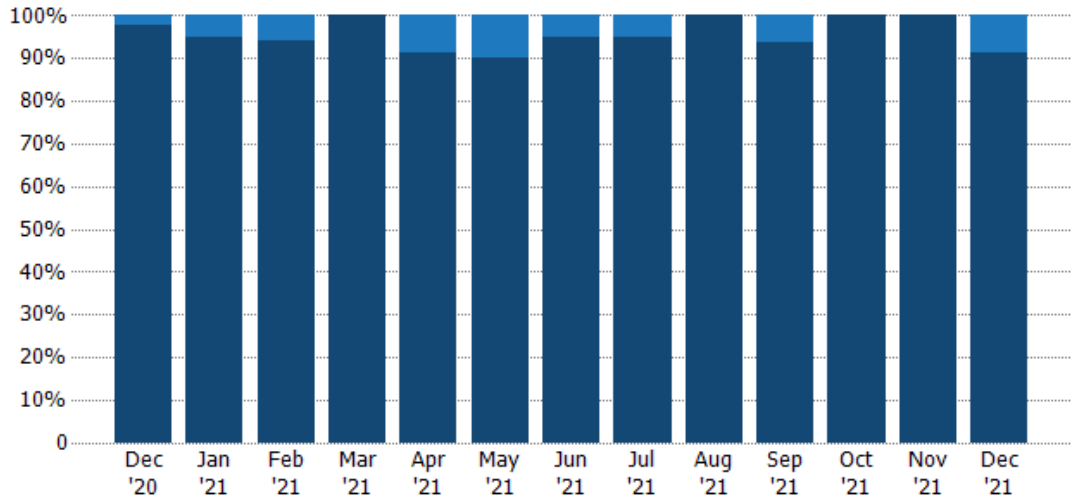
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$10.8M	\$4.83M	\$3.77M	\$6.75M	\$8.88M	\$7.36M	\$10.2M	\$9.78M	\$14.1M	\$9.09M	\$13.5M	\$7.19M	\$9.45M
Prior Year	\$4.23M	\$3.03M	\$2.97M	\$4.03M	\$2.51M	\$3.77M	\$5.85M	\$12.1M	\$11.4M	\$13.6M	\$12.4M	\$8.89M	\$10.8M
Percent Change from Prior Year	155%	59%	27%	68%	253%	95%	74%	-19%	24%	-33%	9%	-19%	-12%

## 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



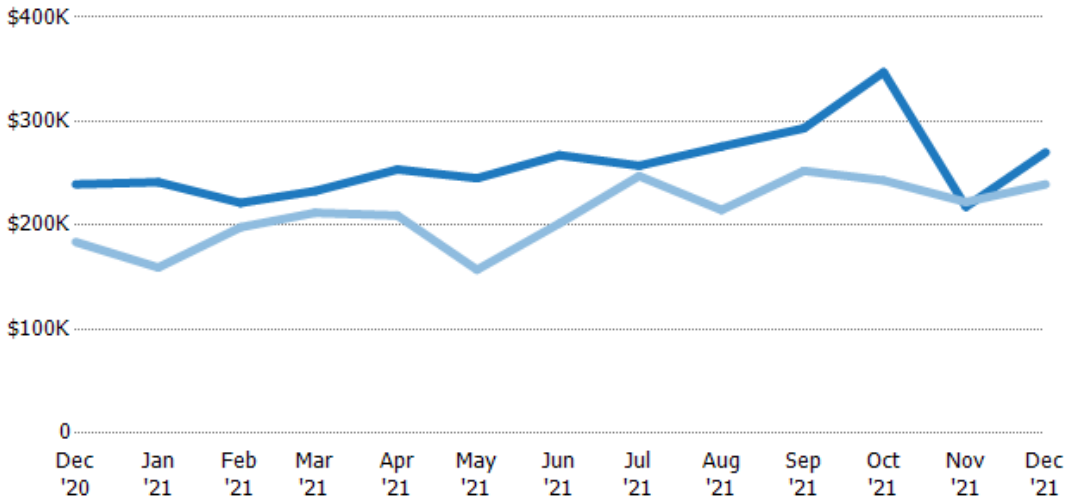
Condo/Townhouse	2%	5%	6%	-	9%	10%	5%	5%	-	6%	-	-	9%
Single Family Residence	98%	95%	94%	100%	91%	90%	95%	95%	100%	94%	100%	100%	91%

## 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	\$239K	\$241K	\$222K	\$233K	\$254K	\$245K	\$267K	\$257K	\$276K	\$293K	\$347K	\$218K	\$270K
Prior Year	\$184K	\$159K	\$198K	\$212K	\$209K	\$157K	\$202K	\$247K	\$215K	\$252K	\$243K	\$222K	\$239K
Percent Change from Prior Year	30%	51%	12%	10%	21%	56%	33%	4%	28%	16%	43%	-2%	13%

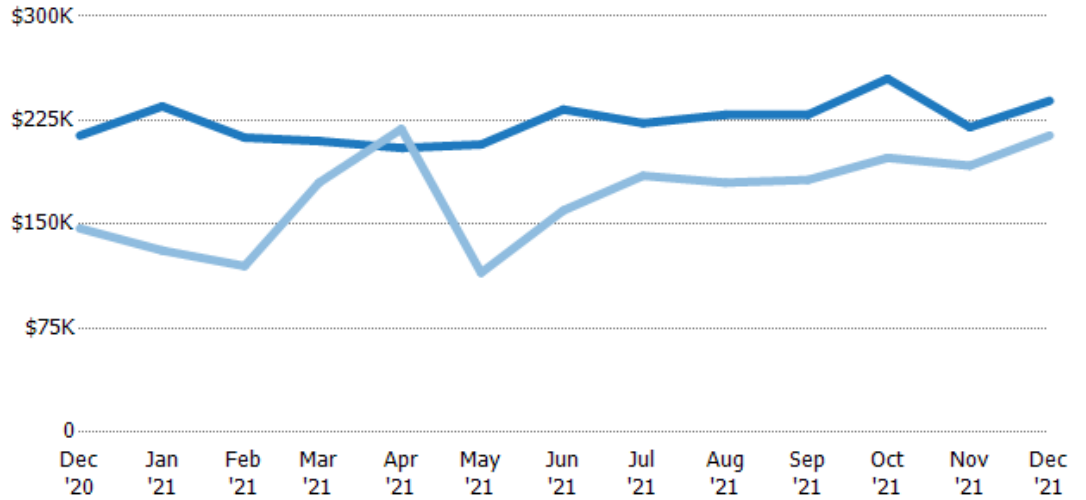
## Median Sales Price

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.
Dec '21	\$239K	11.7%
Dec '20	\$214K	45.6%
Dec '19	\$147K	47.6%



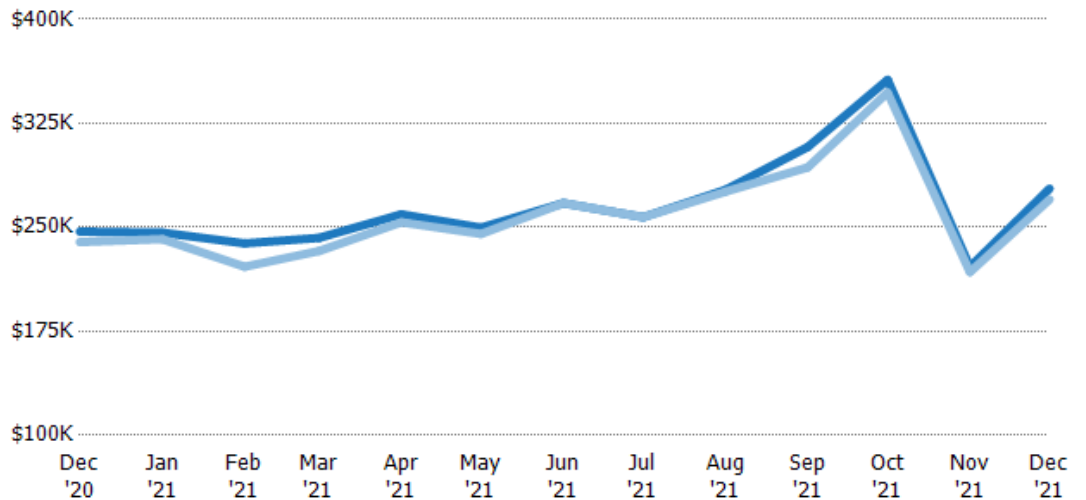
Current Year	\$214K	\$235K	\$213K	\$210K	\$205K	\$208K	\$233K	\$223K	\$229K	\$229K	\$255K	\$220K	\$239K
Prior Year	\$147K	\$131K	\$120K	\$180K	\$219K	\$115K	\$160K	\$185K	\$180K	\$182K	\$198K	\$192K	\$214K
Percent Change from Prior Year	46%	79%	77%	17%	-6%	80%	45%	20%	27%	26%	29%	14%	12%

## 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



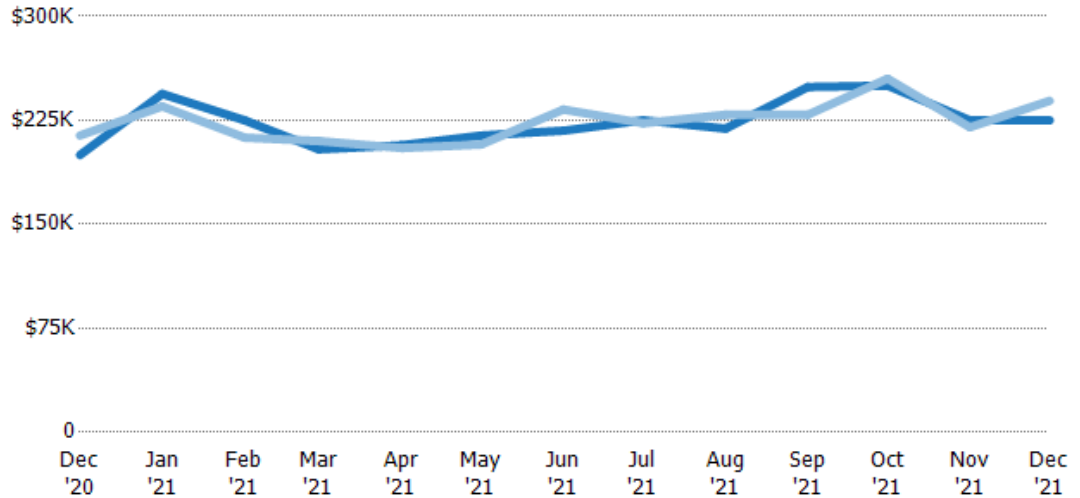
Avg List Price	\$247K	\$246K	\$238K	\$242K	\$259K	\$250K	\$267K	\$257K	\$277K	\$308K	\$356K	\$221K	\$278K
Avg Sales Price	\$239K	\$241K	\$222K	\$233K	\$254K	\$245K	\$267K	\$257K	\$276K	\$293K	\$347K	\$218K	\$270K
Avg Sales Price as a % of Avg List Price	97%	98%	93%	96%	98%	98%	100%	100%	100%	95%	97%	98%	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



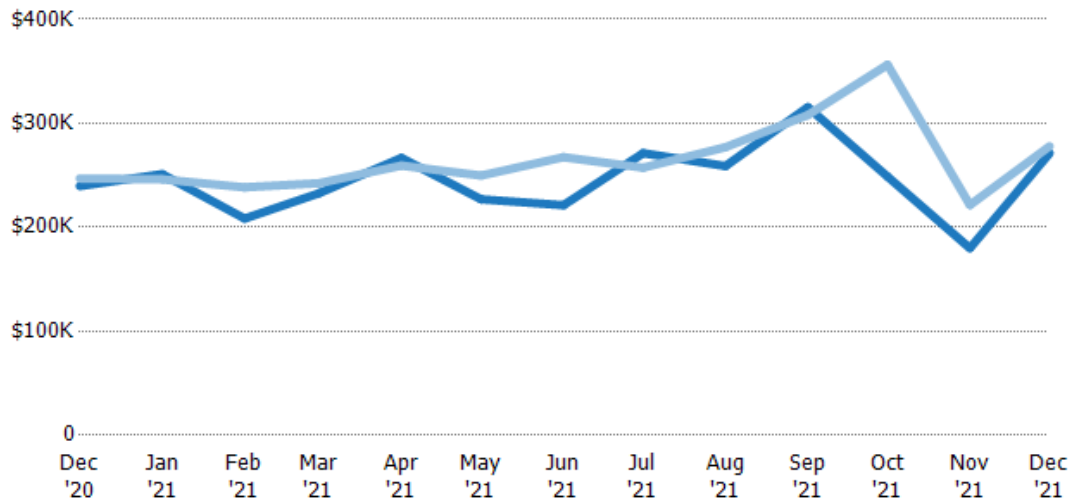
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	\$200K	\$244K	\$225K	\$204K	\$207K	\$214K	\$218K	\$225K	\$219K	\$249K	\$250K	\$225K	\$225K
Median Sales Price	\$214K	\$235K	\$213K	\$210K	\$205K	\$208K	\$233K	\$223K	\$229K	\$229K	\$255K	\$220K	\$239K
Med Sales Price as a % of Med List Price	107%	96%	94%	103%	99%	97%	107%	99%	105%	92%	102%	98%	106%

## 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



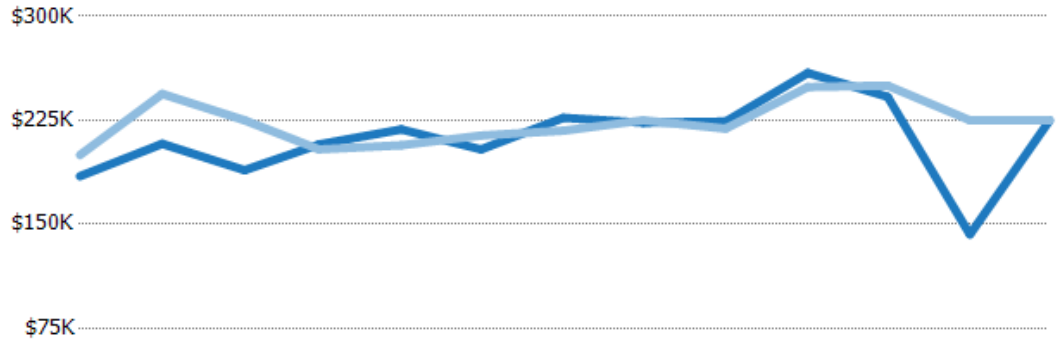
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$240K	\$251K	\$208K	\$233K	\$267K	\$227K	\$221K	\$271K	\$259K	\$315K	\$249K	\$180K	\$271K
Avg Sales Price	\$247K	\$246K	\$238K	\$242K	\$259K	\$250K	\$267K	\$257K	\$277K	\$308K	\$356K	\$221K	\$278K
Avg Sales Price as a % of Avg Est Value	103%	98%	114%	104%	97%	110%	121%	95%	107%	98%	143%	123%	102%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$185K	\$208K	\$189K	\$208K	\$218K	\$204K	\$227K	\$223K	\$224K	\$259K	\$242K	\$143K	\$225K
Median Sales Price	\$200K	\$244K	\$225K	\$204K	\$207K	\$214K	\$218K	\$225K	\$219K	\$249K	\$250K	\$225K	\$225K
Med Sales Price as a % of Med Est Value	108%	117%	119%	98%	95%	105%	96%	101%	98%	96%	103%	158%	100%