

Summary of Key Listing and Sales Metrics

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

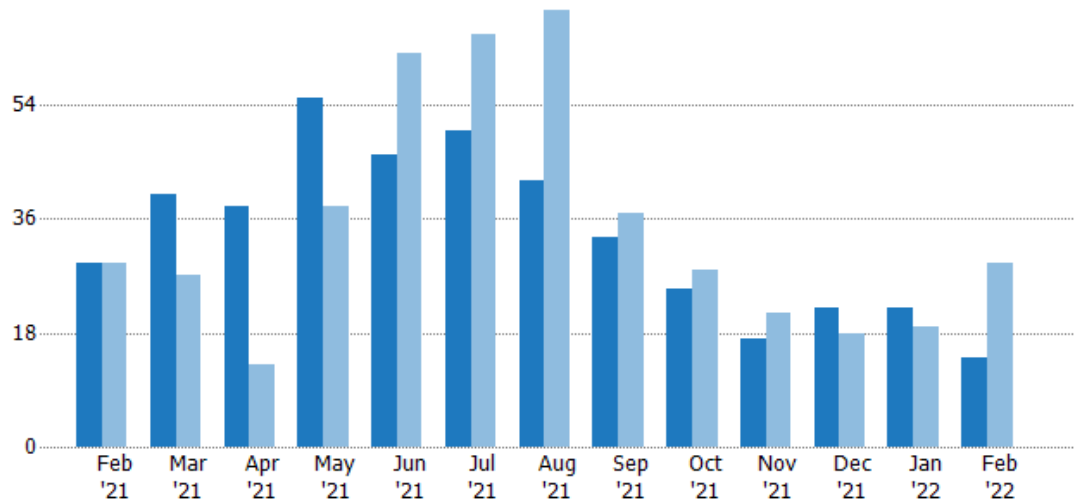
Key Metrics	Feb 2022	Feb 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	29	-51.7%	36	48	-25%
New Listing Volume	\$4,961,200	\$9,336,150	-46.9%	\$9,990,450	\$16,317,250	-38.8%
Active Listing Count	25	88	-71.6%	N/A	N/A	
Active Listing Volume	\$8,145,750	\$33,298,550	-75.5%	N/A	N/A	
Average Listing Price	\$325,830	\$378,393	-13.9%	\$300,722	\$346,403	-13.2%
Median Listing Price	\$185,000	\$199,000	-7%	\$193,923	\$188,228	+3%
Median Days in RPR	44	142.5	-69.1%	51.1	150.88	-66.1%
Months of Inventory	3.1	4.6	-32.5%	1.9	5.9	-67.8%
Absorption Rate	32%	21.59%	+10.4%	52.31%	16.84%	+35.5%
Sales Activity Charts Metrics						
New Pending Sales Count	1	40	-97.5%	21	66	-68.2%
New Pending Sales Volume	\$285,000	\$7,982,300	-96.4%	\$6,328,800	\$15,466,800	-59.1%
Pending Sales Count	13	57	-77.2%	N/A	N/A	
Pending Sales Volume	\$3,021,200	\$14,443,700	-79.1%	N/A	N/A	
Closed Sales Count	23	15	+53.3%	31	34	-8.8%
Closed Sales Volume	\$6,574,000	\$3,376,300	+94.7%	\$8,617,500	\$7,815,799	+10.3%
Average Sales Price	\$285,826	\$225,087	+27%	\$277,984	\$229,876	+20.9%
Median Sales Price	\$210,000	\$212,500	-1.2%	\$227,419	\$225,074	+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



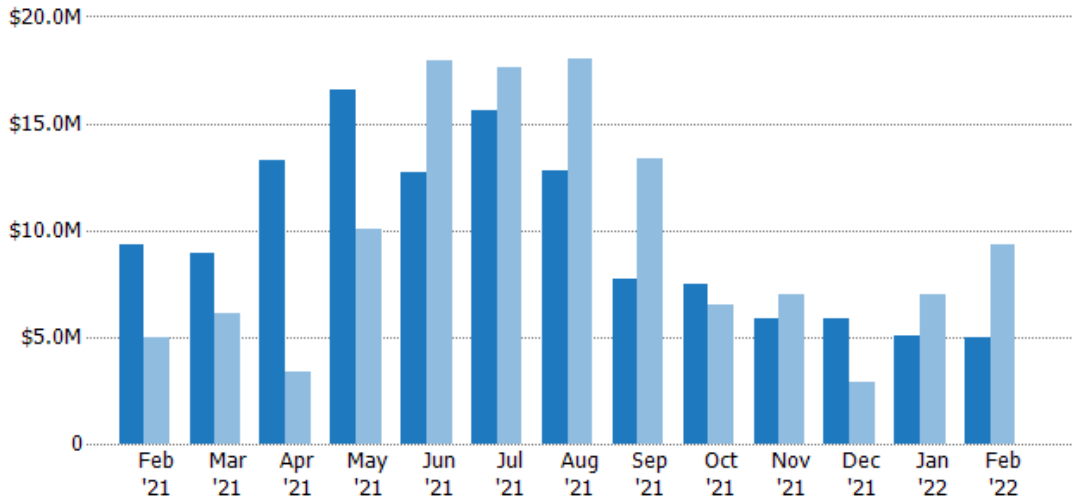
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	29	40	38	55	46	50	42	33	25	17	22	22	14
Prior Year	29	27	13	38	62	65	69	37	28	21	18	19	29
Percent Change from Prior Year	0%	48%	192%	45%	-26%	-23%	-39%	-11%	-11%	-19%	22%	16%	-52%

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



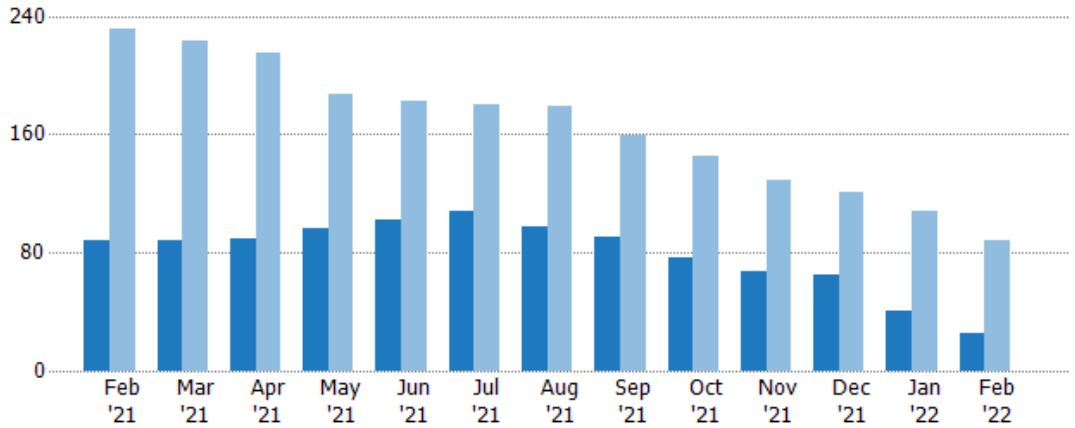
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$9.34M	\$8.91M	\$13.3M	\$16.5M	\$12.7M	\$15.6M	\$12.8M	\$7.75M	\$7.46M	\$5.86M	\$5.87M	\$5.03M	\$4.96M
Prior Year	\$4.95M	\$6.08M	\$3.36M	\$10.1M	\$17.9M	\$17.6M	\$18M	\$13.3M	\$6.52M	\$6.99M	\$2.89M	\$6.98M	\$9.34M
Percent Change from Prior Year	89%	47%	294%	64%	-29%	-12%	-29%	-42%	14%	-16%	103%	-28%	-47%

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



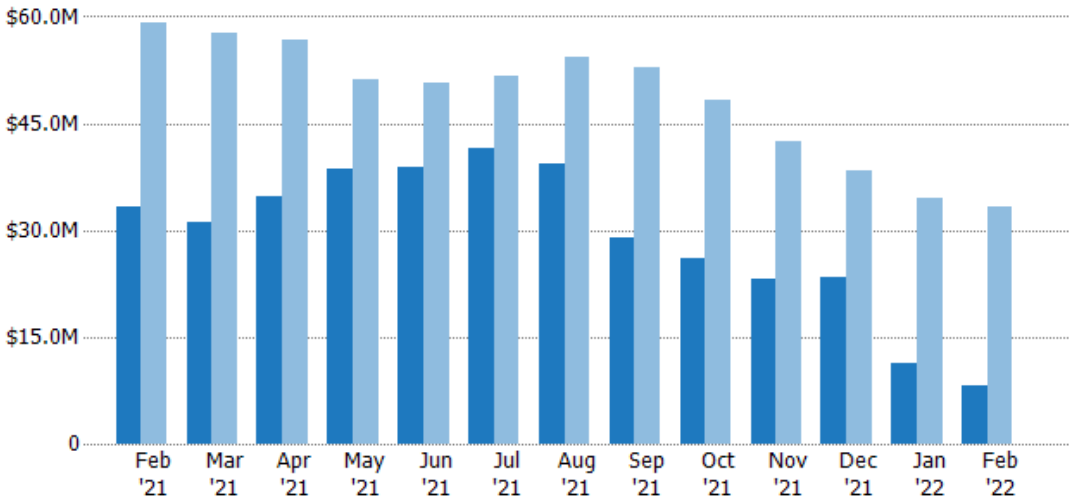
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	88	88	89	96	102	108	97	90	77	67	65	40	25
Prior Year	231	223	215	187	183	180	179	159	145	129	121	108	88
Percent Change from Prior Year	-62%	-61%	-59%	-49%	-44%	-40%	-46%	-43%	-47%	-48%	-46%	-63%	-72%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$33.3M	\$31.2M	\$34.8M	\$38.5M	\$38.7M	\$41.6M	\$39.3M	\$28.9M	\$26.1M	\$23.2M	\$23.4M	\$11.4M	\$8.15M
Prior Year	\$59.2M	\$57.6M	\$56.7M	\$51.1M	\$50.6M	\$51.5M	\$54.2M	\$52.9M	\$48.3M	\$42.5M	\$38.3M	\$34.6M	\$33.3M
Percent Change from Prior Year	-44%	-46%	-39%	-25%	-23%	-19%	-28%	-45%	-46%	-45%	-39%	-67%	-76%

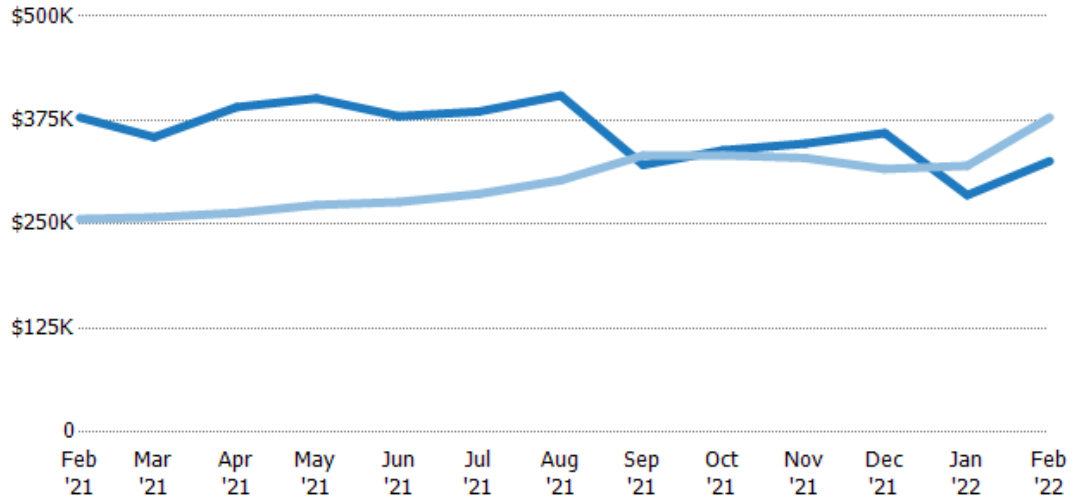
Average Listing Price

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.
Feb '22	\$326K	-13.9%
Feb '21	\$378K	47.6%
Feb '20	\$256K	-7.7%



Current Year	\$378K	\$355K	\$391K	\$401K	\$380K	\$385K	\$405K	\$321K	\$339K	\$347K	\$360K	\$285K	\$326K
Prior Year	\$256K	\$258K	\$264K	\$273K	\$277K	\$286K	\$303K	\$333K	\$333K	\$330K	\$316K	\$320K	\$378K
Percent Change from Prior Year	48%	37%	48%	47%	37%	35%	34%	-3%	2%	5%	14%	-11%	-14%

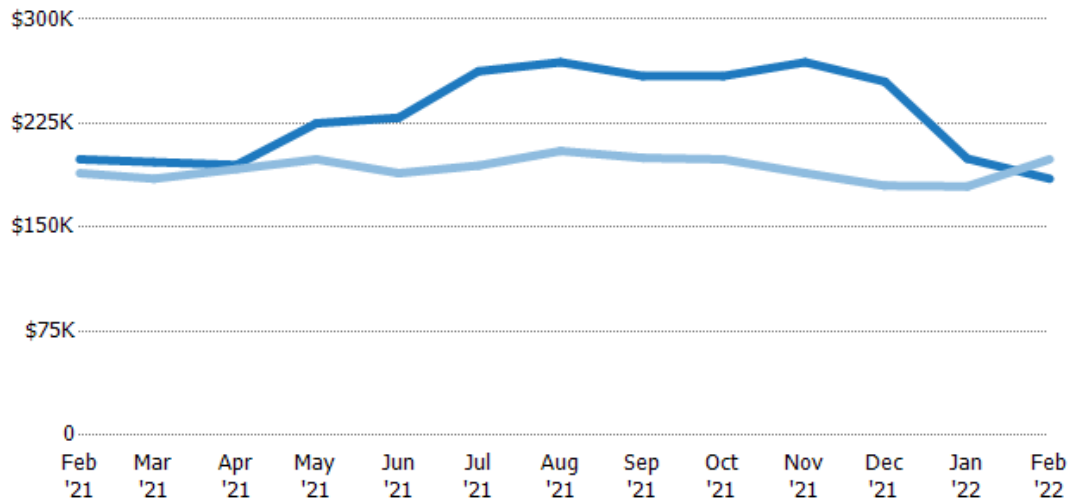
Median Listing Price

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.
Feb '22	\$185K	-7%
Feb '21	\$199K	5.3%
Feb '20	\$189K	-6.3%



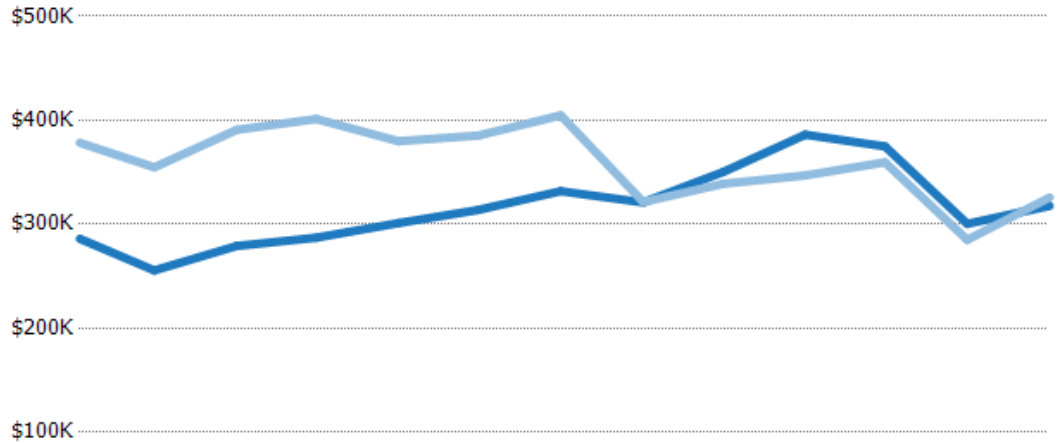
Current Year	\$199K	\$197K	\$195K	\$225K	\$229K	\$263K	\$269K	\$259K	\$259K	\$269K	\$255K	\$200K	\$185K
Prior Year	\$189K	\$185K	\$192K	\$199K	\$189K	\$194K	\$205K	\$200K	\$199K	\$189K	\$180K	\$179K	\$199K
Percent Change from Prior Year	5%	6%	2%	13%	21%	35%	31%	30%	30%	42%	42%	11%	-7%

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



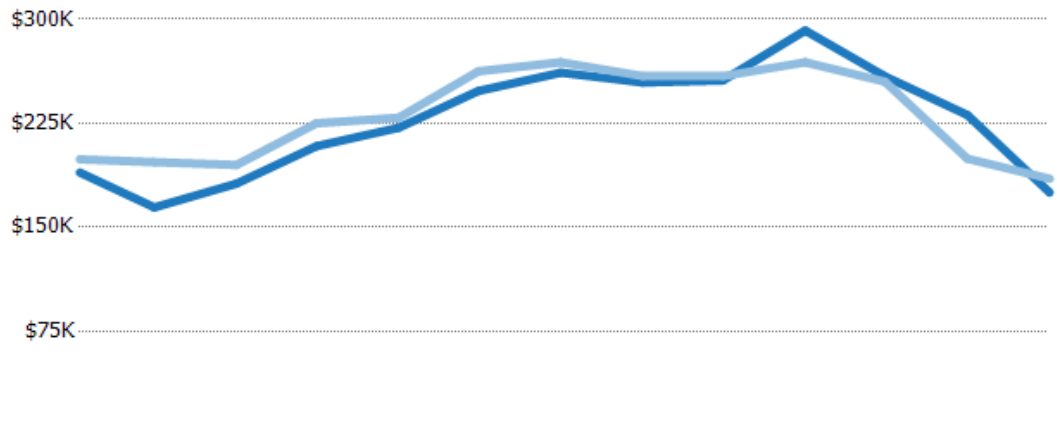
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$286K	\$256K	\$279K	\$287K	\$301K	\$314K	\$332K	\$321K	\$350K	\$386K	\$375K	\$300K	\$318K
Avg Listing Price	\$378K	\$355K	\$391K	\$401K	\$380K	\$385K	\$405K	\$321K	\$339K	\$347K	\$360K	\$285K	\$326K
Avg Listing Price as a % of Avg Est Value	132%	139%	140%	140%	126%	123%	122%	100%	97%	90%	96%	95%	103%

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



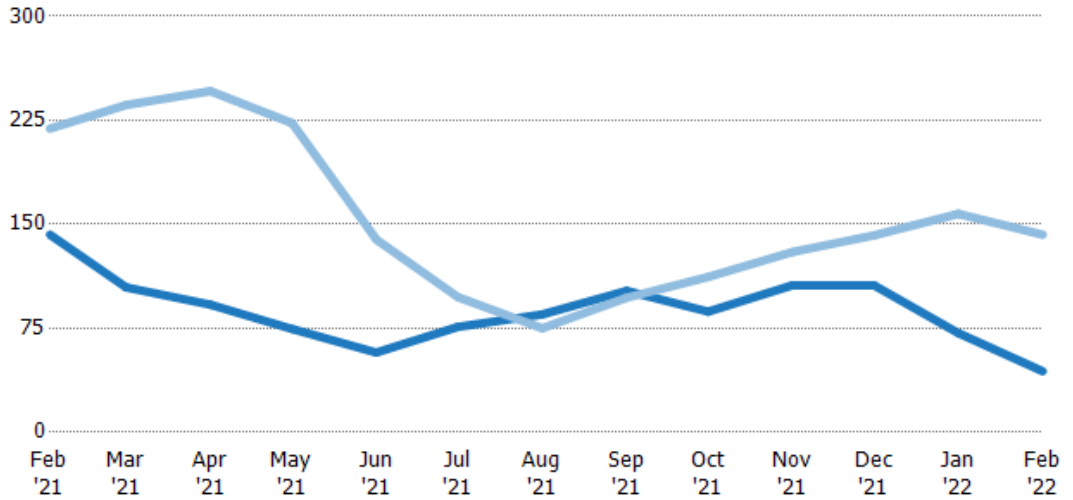
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$189K	\$164K	\$182K	\$208K	\$222K	\$248K	\$262K	\$254K	\$256K	\$292K	\$259K	\$231K	\$175K
Median Listing Price	\$199K	\$197K	\$195K	\$225K	\$229K	\$263K	\$269K	\$259K	\$259K	\$269K	\$255K	\$200K	\$185K
Med Listing Price as a % of Med Est Value	105%	120%	107%	108%	103%	106%	103%	102%	101%	92%	99%	86%	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



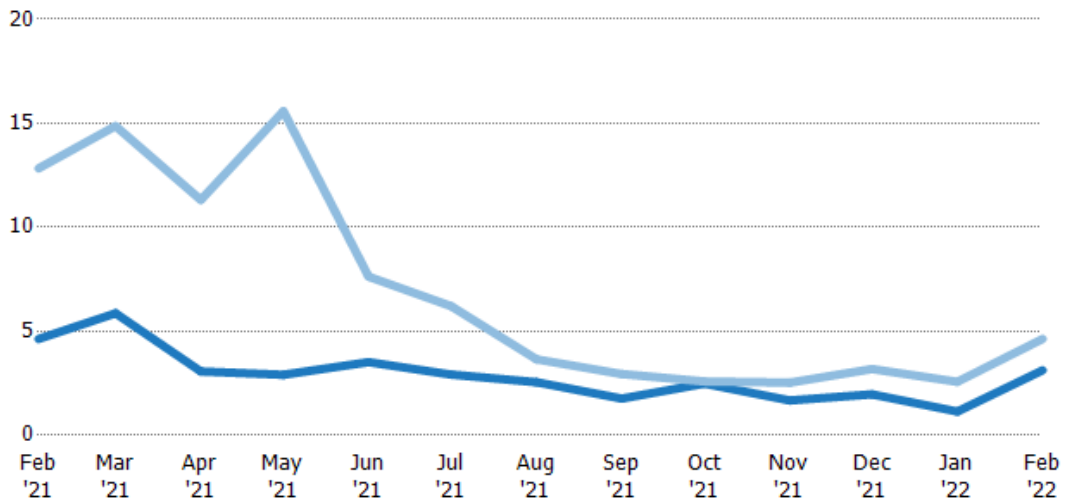
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	143	105	92	74.5	57.5	76	85	102	87	106	106	71.5	44
Prior Year	219	236	246	223	139	97.5	75	97	112	130	142	158	143
Percent Change from Prior Year	-35%	-56%	-63%	-67%	-59%	-22%	13%	5%	-22%	-18%	-25%	-55%	-69%

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



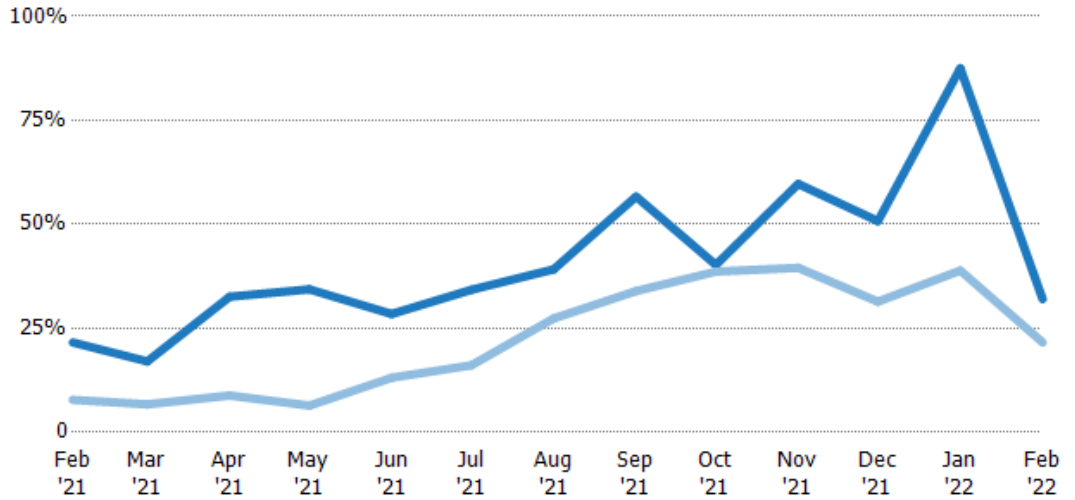
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	4.63	5.87	3.07	2.91	3.52	2.92	2.55	1.76	2.48	1.68	1.97	1.14	3.13
Prior Year	12.8	14.9	11.3	15.6	7.63	6.21	3.65	2.94	2.59	2.53	3.18	2.57	4.63
Percent Change from Prior Year	-64%	-61%	-73%	-81%	-54%	-53%	-30%	-40%	-4%	-34%	-38%	-56%	-33%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



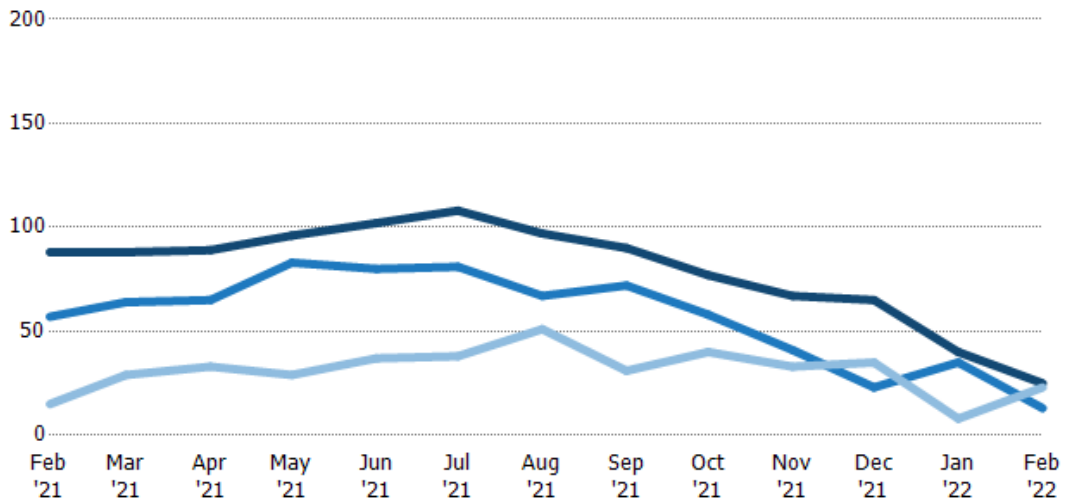
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	22%	17%	33%	34%	28%	34%	39%	57%	40%	60%	51%	88%	32%
Prior Year	8%	7%	9%	6%	13%	16%	27%	34%	39%	40%	31%	39%	22%
Change from Prior Year	-14%	-10%	-24%	-28%	-15%	-18%	-12%	-23%	-2%	-20%	-19%	-49%	-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



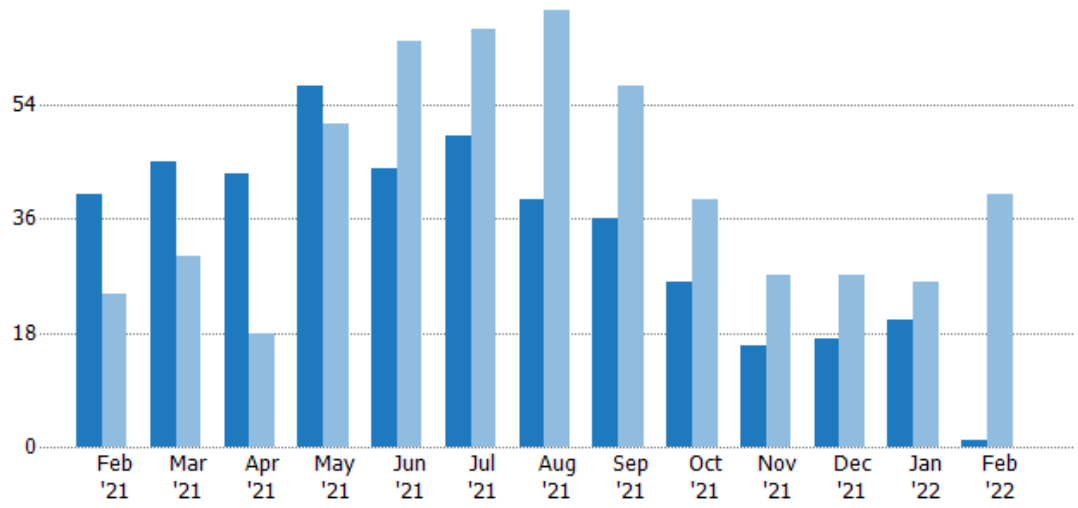
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Active	88	88	89	96	102	108	97	90	77	67	65	40	25
Pending	57	64	65	83	80	81	67	72	58	41	23	35	13
Sold	15	29	33	29	37	38	51	31	40	33	35	8	23

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.
Feb '22	1	-97.5%
Feb '21	40	66.7%
Feb '20	24	-29.2%

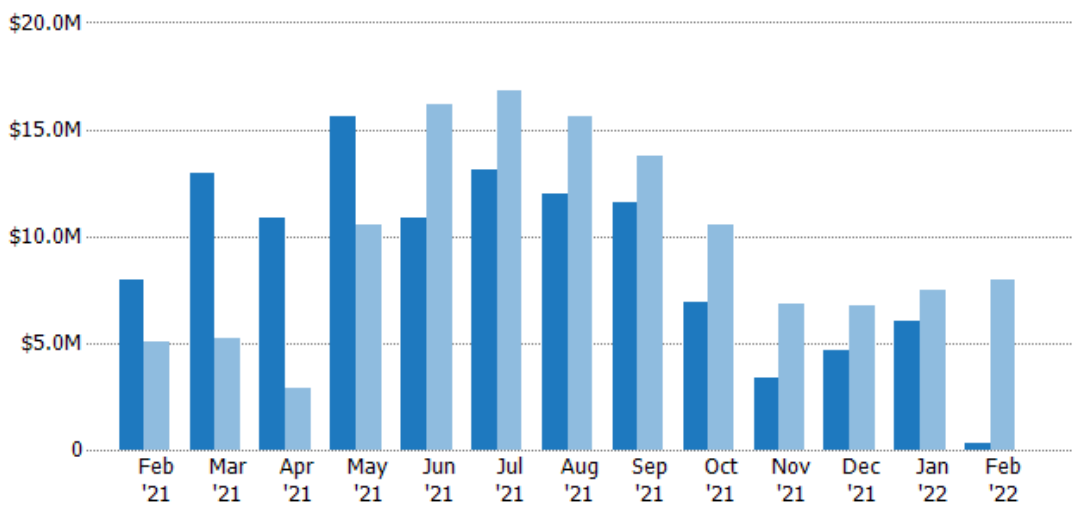
Current Year	40	45	43	57	44	49	39	36	26	16	17	20	1
Prior Year	24	30	18	51	64	66	69	57	39	27	27	26	40
Percent Change from Prior Year	67%	50%	139%	12%	-31%	-26%	-43%	-37%	-33%	-41%	-37%	-23%	-98%

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.
Feb '22	\$285K	-96.4%
Feb '21	\$7.98M	57.6%
Feb '20	\$5.06M	-43.8%

Current Year	\$7.98M	\$12.9M	\$10.9M	\$15.6M	\$10.9M	\$13.1M	\$12M	\$11.6M	\$6.93M	\$3.33M	\$4.66M	\$6.04M	\$285K
Prior Year	\$5.06M	\$5.2M	\$2.87M	\$10.6M	\$16.2M	\$16.8M	\$15.6M	\$13.8M	\$10.6M	\$6.82M	\$6.72M	\$7.48M	\$7.98M
Percent Change from Prior Year	58%	149%	279%	48%	-33%	-22%	-23%	-16%	-34%	-51%	-31%	-19%	-96%

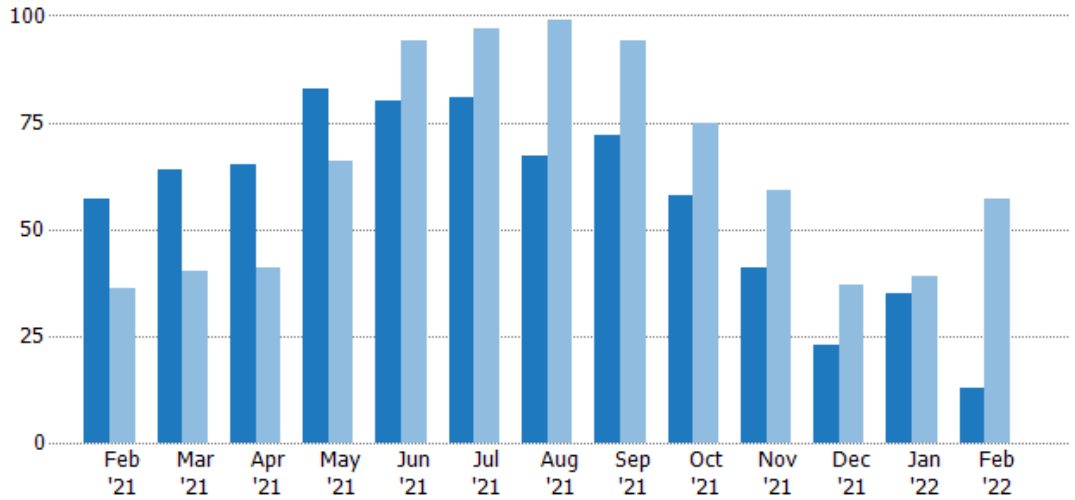
Pending Sales

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.
Feb '22	13	-77.2%
Feb '21	57	58.3%
Feb '20	36	-25%



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	57	64	65	83	80	81	67	72	58	41	23	35	13
Prior Year	36	40	41	66	94	97	99	94	75	59	37	39	57
Percent Change from Prior Year	58%	60%	59%	26%	-15%	-16%	-32%	-23%	-23%	-31%	-38%	-10%	-77%

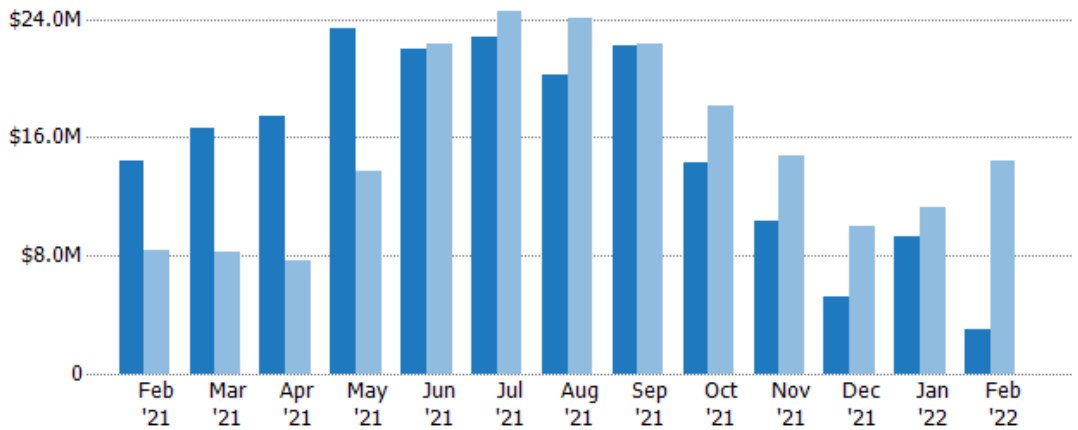
Pending Sales Volume

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.
Feb '22	\$3.02M	-79.1%
Feb '21	\$14.4M	73.5%
Feb '20	\$8.32M	-24.3%



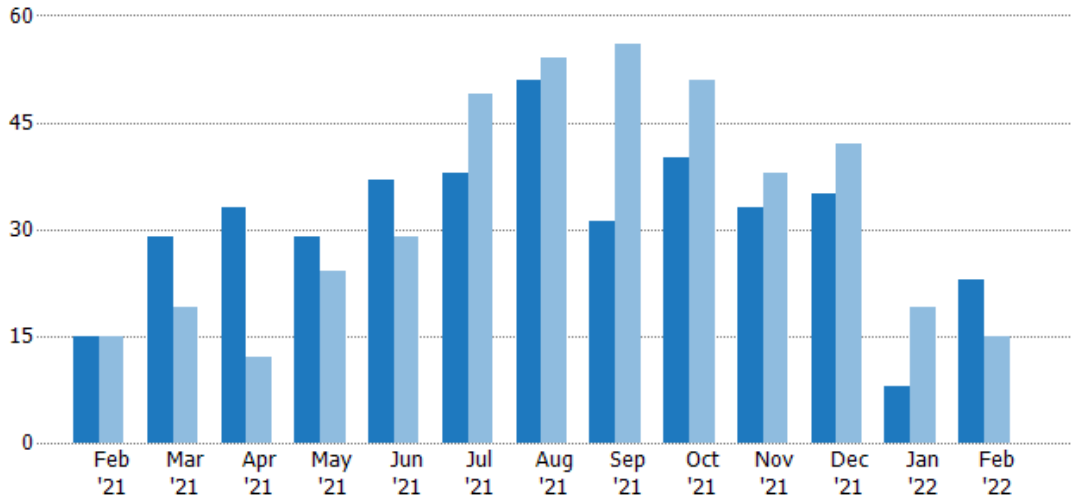
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$14.4M	\$16.6M	\$17.4M	\$23.3M	\$22M	\$22.8M	\$20.2M	\$22.3M	\$14.3M	\$10.3M	\$5.27M	\$9.26M	\$3.02M
Prior Year	\$8.32M	\$8.21M	\$7.6M	\$13.7M	\$22.4M	\$24.5M	\$24.1M	\$22.4M	\$18.2M	\$14.8M	\$10M	\$11.3M	\$14.4M
Percent Change from Prior Year	74%	102%	129%	71%	-2%	-7%	-16%	0%	-21%	-30%	-48%	-18%	-79%

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



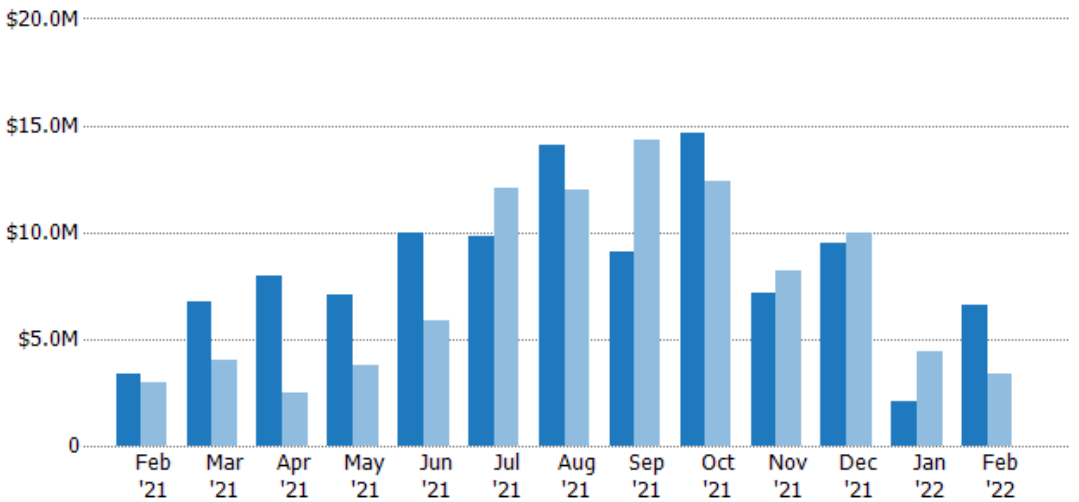
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	15	29	33	29	37	38	51	31	40	33	35	8	23
Prior Year	15	19	12	24	29	49	54	56	51	38	42	19	15
Percent Change from Prior Year	0%	53%	175%	21%	28%	-22%	-6%	-45%	-22%	-13%	-17%	-58%	53%

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



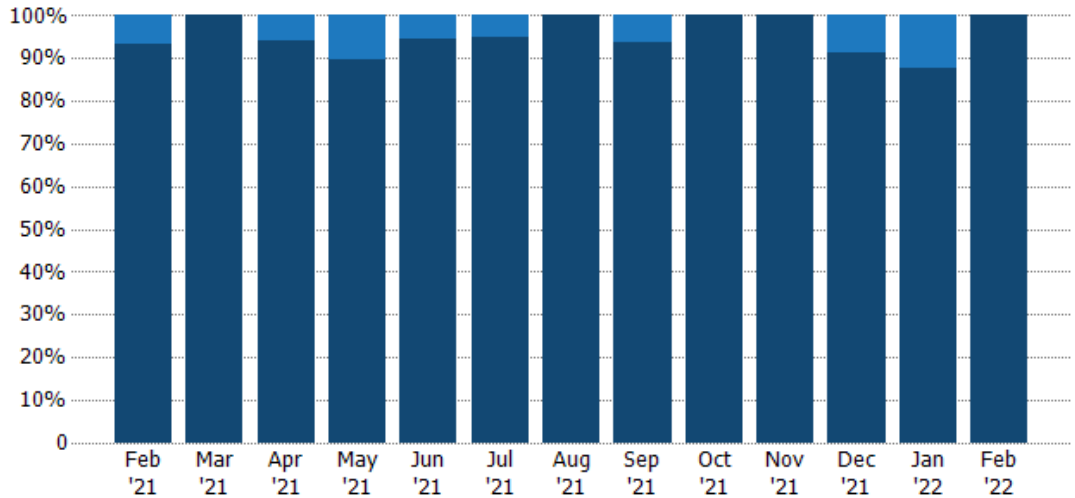
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$3.38M	\$6.75M	\$7.99M	\$7.09M	\$9.95M	\$9.78M	\$14.1M	\$9.09M	\$14.6M	\$7.19M	\$9.45M	\$2.04M	\$6.57M
Prior Year	\$2.97M	\$4.03M	\$2.51M	\$3.77M	\$5.85M	\$12M	\$12M	\$14.3M	\$12.4M	\$8.23M	\$9.97M	\$4.44M	\$3.38M
Percent Change from Prior Year	14%	68%	218%	88%	70%	-19%	17%	-36%	18%	-13%	-5%	-54%	95%

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



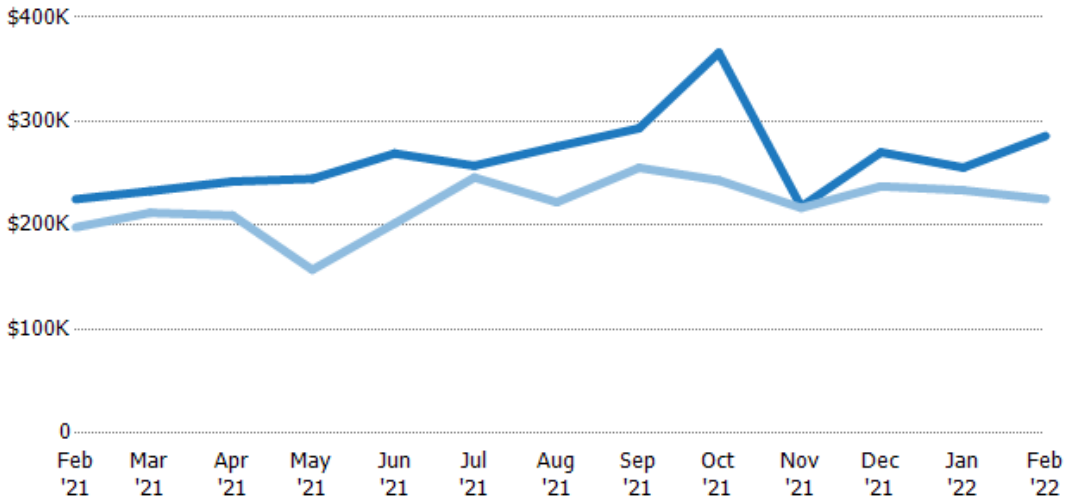
Condo/Townhouse	7%	-	6%	10%	5%	5%	-	6%	-	-	9%	13%	-
Single Family Residence	93%	100%	94%	90%	95%	95%	100%	94%	100%	100%	91%	88%	100%

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	\$225K	\$233K	\$242K	\$245K	\$269K	\$257K	\$276K	\$293K	\$366K	\$218K	\$270K	\$255K	\$286K
Prior Year	\$198K	\$212K	\$209K	\$157K	\$202K	\$246K	\$222K	\$255K	\$243K	\$217K	\$237K	\$234K	\$225K
Percent Change from Prior Year	14%	10%	16%	56%	33%	5%	24%	15%	51%	0%	14%	9%	27%

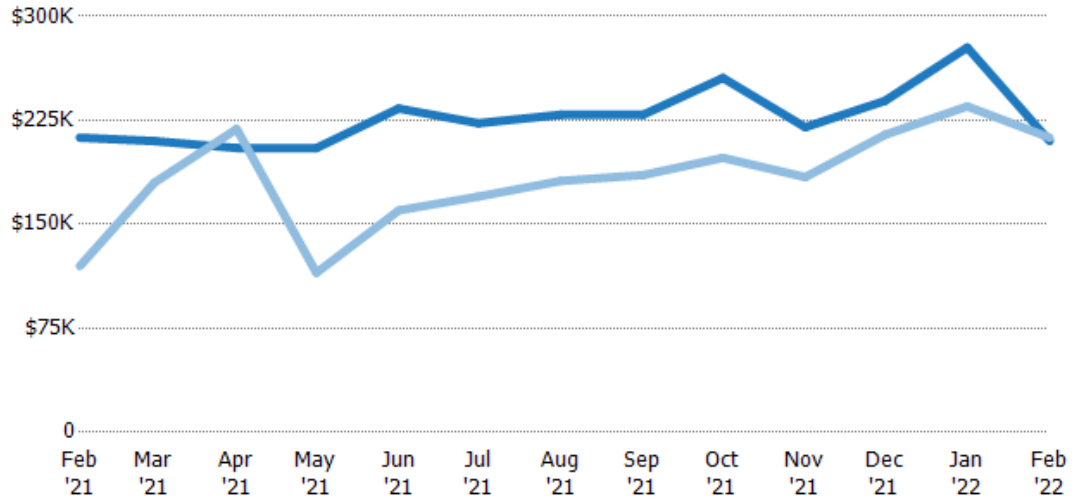
Median Sales Price

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.
Feb '22	\$210K	-1.2%
Feb '21	\$213K	77.2%
Feb '20	\$120K	33.4%



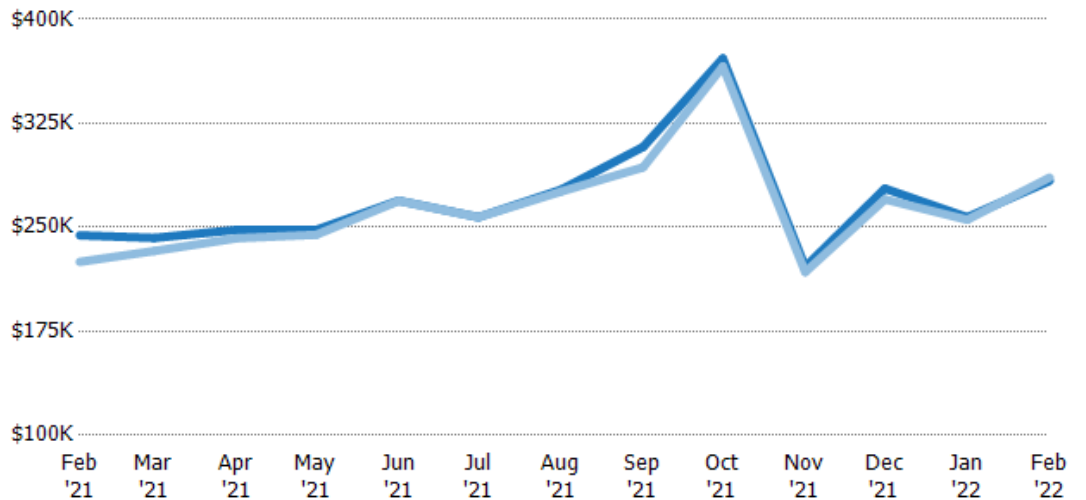
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Current Year	\$213K	\$210K	\$205K	\$205K	\$234K	\$223K	\$229K	\$229K	\$256K	\$220K	\$239K	\$278K	\$210K
Prior Year	\$120K	\$180K	\$219K	\$115K	\$160K	\$170K	\$181K	\$186K	\$198K	\$184K	\$215K	\$235K	\$213K
Percent Change from Prior Year	77%	17%	-6%	78%	46%	31%	26%	23%	29%	20%	11%	18%	-1%

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



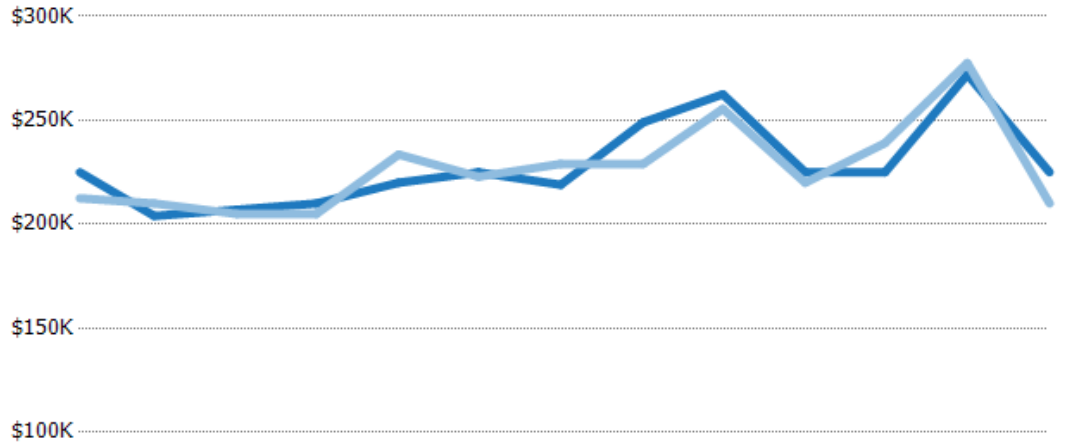
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg List Price	\$244K	\$242K	\$248K	\$248K	\$269K	\$257K	\$277K	\$308K	\$372K	\$221K	\$278K	\$257K	\$283K
Avg Sales Price	\$225K	\$233K	\$242K	\$245K	\$269K	\$257K	\$276K	\$293K	\$366K	\$218K	\$270K	\$255K	\$286K
Avg Sales Price as a % of Avg List Price	92%	96%	98%	99%	100%	100%	100%	95%	98%	98%	97%	99%	101%

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



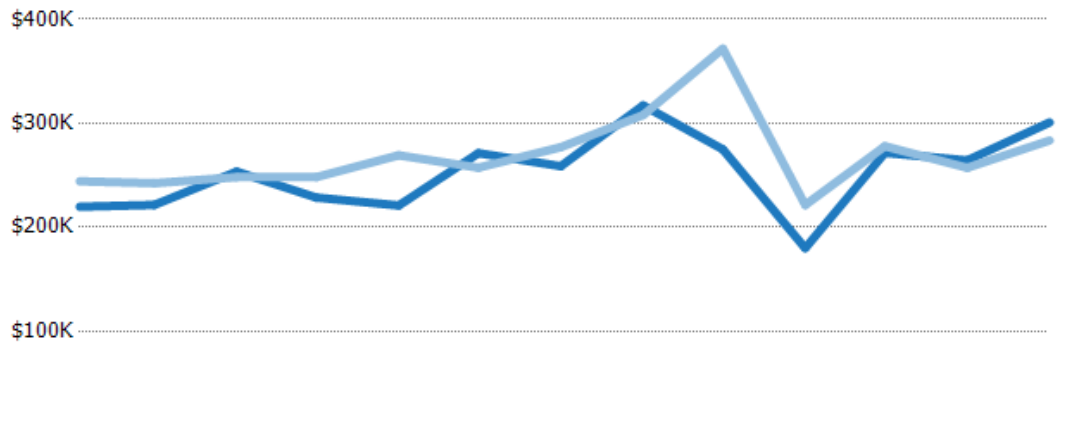
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median List Price	\$225K	\$204K	\$207K	\$210K	\$220K	\$225K	\$219K	\$249K	\$263K	\$225K	\$225K	\$272K	\$225K
Median Sales Price	\$213K	\$210K	\$205K	\$205K	\$234K	\$223K	\$229K	\$229K	\$256K	\$220K	\$239K	\$278K	\$210K
Med Sales Price as a % of Med List Price	94%	103%	99%	98%	106%	99%	105%	92%	97%	98%	106%	102%	93%

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



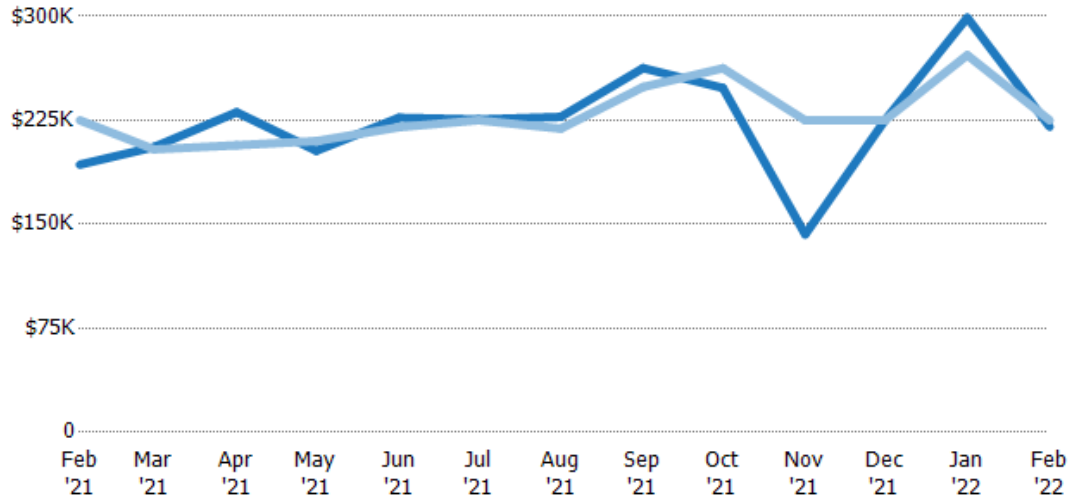
	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Avg Est Value	\$220K	\$222K	\$254K	\$229K	\$221K	\$271K	\$259K	\$317K	\$275K	\$180K	\$272K	\$264K	\$301K
Avg Sales Price	\$244K	\$242K	\$248K	\$248K	\$269K	\$257K	\$277K	\$308K	\$372K	\$221K	\$278K	\$257K	\$283K
Avg Sales Price as a % of Avg Est Value	111%	109%	98%	109%	122%	95%	107%	97%	135%	123%	102%	97%	94%

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



	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22
Median Est Value	\$193K	\$206K	\$231K	\$203K	\$227K	\$226K	\$227K	\$263K	\$248K	\$143K	\$225K	\$299K	\$220K
Median Sales Price	\$225K	\$204K	\$207K	\$210K	\$220K	\$225K	\$219K	\$249K	\$263K	\$225K	\$225K	\$272K	\$225K
Med Sales Price as a % of Med Est Value	117%	99%	90%	103%	97%	100%	96%	95%	106%	158%	100%	91%	102%