

## 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	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	29	39	-25.6%	86	127	-32.3%
New Listing Volume	\$10,536,800	\$13,555,100	-22.3%	\$27,068,500	\$38,785,650	-30.2%
Active Listing Count	84	90	-6.7%	N/A	N/A	
Active Listing Volume	\$26,571,550	\$35,078,700	-24.3%	N/A	N/A	
Average Listing Price	\$316,328	\$389,763	-18.8%	\$312,830	\$358,803	-12.8%
Median Listing Price	\$252,500	\$197,250	+28%	\$233,896	\$192,463	+21.5%
Median Days in RPR	60.5	89.5	-32.4%	85.24	115.78	-26.4%
Months of Inventory	4.4	3.1	+42.5%	2.6	5.8	-55.1%
Absorption Rate	22.62%	32.22%	-9.6%	38.74%	17.38%	+21.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	2	43	-95.3%	53	153	-65.4%
New Pending Sales Volume	\$1,114,000	\$10,879,000	-89.8%	\$18,388,800	\$39,022,050	-52.9%
Pending Sales Count	4	65	-93.8%	N/A	N/A	
Pending Sales Volume	\$2,043,000	\$17,423,950	-88.3%	N/A	N/A	
Closed Sales Count	23	34	-32.4%	73	98	-25.5%
Closed Sales Volume	\$8,293,500	\$8,737,800	-5.1%	\$21,786,800	\$23,412,199	-6.9%
Average Sales Price	\$360,587	\$256,994	+40.3%	\$298,449	\$238,900	+24.9%
Median Sales Price	\$285,000	\$207,500	+37.3%	\$244,905	\$212,633	+15.2%

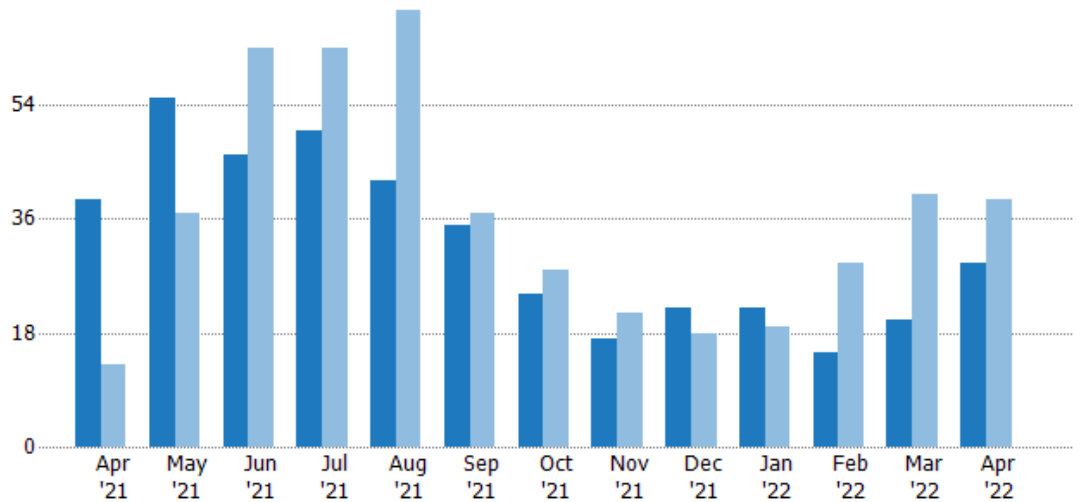
## New Listings

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.
Apr '22	29	-25.6%
Apr '21	39	200%
Apr '20	13	207.7%



Current Year	39	55	46	50	42	35	24	17	22	22	15	20	29
Prior Year	13	37	63	63	69	37	28	21	18	19	29	40	39
Percent Change from Prior Year	200%	49%	-27%	-21%	-39%	-5%	-14%	-19%	22%	16%	-48%	-50%	-26%

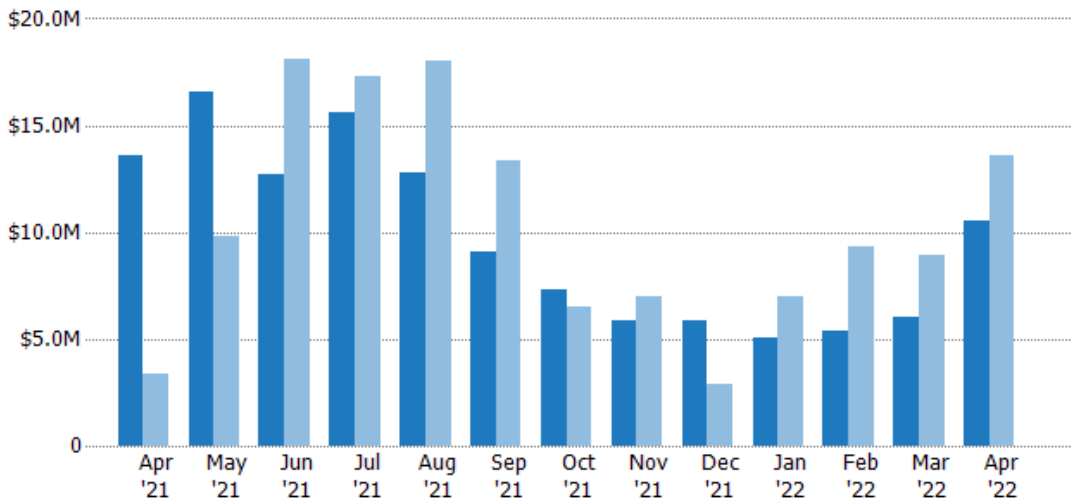
## New Listing Volume

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.
Apr '22	\$10.5M	-22.3%
Apr '21	\$13.6M	303.3%
Apr '20	\$3.36M	234.1%



Current Year	\$13.6M	\$16.5M	\$12.7M	\$15.6M	\$12.8M	\$9.05M	\$7.33M	\$5.86M	\$5.87M	\$5.08M	\$5.38M	\$6.06M	\$10.5M
Prior Year	\$3.36M	\$9.79M	\$18.1M	\$17.3M	\$18M	\$13.3M	\$6.52M	\$6.99M	\$2.89M	\$6.98M	\$9.34M	\$8.91M	\$13.6M
Percent Change from Prior Year	303%	69%	-30%	-10%	-29%	-32%	12%	-16%	103%	-27%	-42%	-32%	-22%

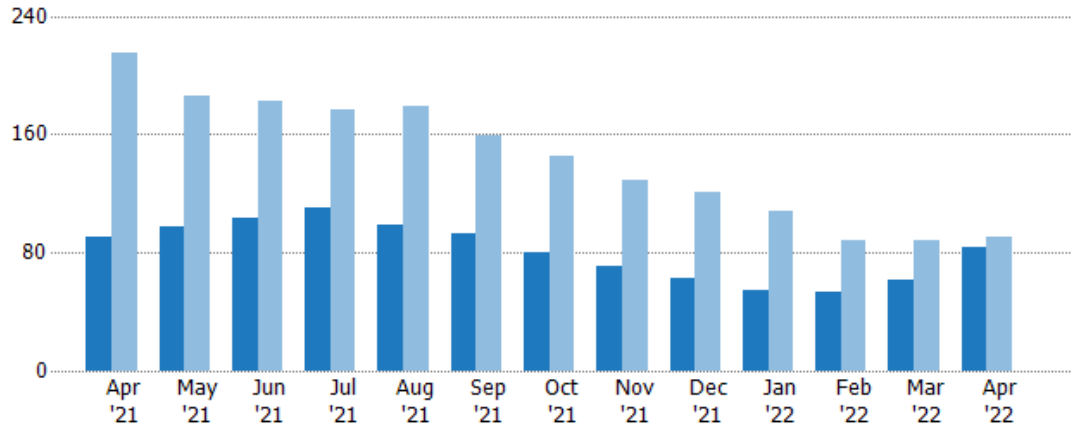
## Active Listings

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.
Apr '22	84	-6.7%
Apr '21	90	-58.1%
Apr '20	215	-10.7%



Current Year	90	97	103	110	99	93	80	71	63	54	53	62	84
Prior Year	215	186	183	177	179	159	145	129	121	108	88	88	90
Percent Change from Prior Year	-58%	-48%	-44%	-38%	-45%	-42%	-45%	-45%	-48%	-50%	-40%	-30%	-7%

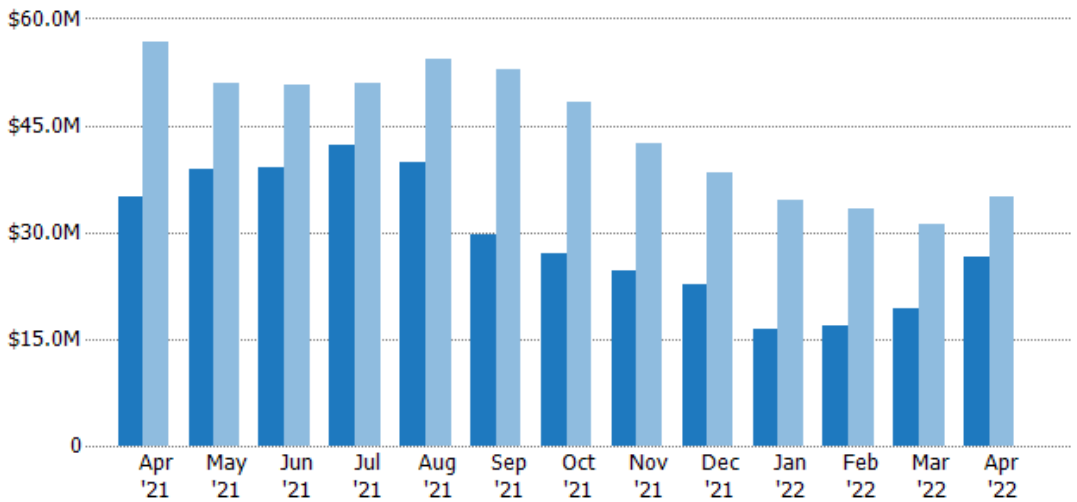
## Active Listing Volume

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.
Apr '22	\$26.6M	-24.3%
Apr '21	\$35.1M	-38.1%
Apr '20	\$56.7M	-15.4%



Current Year	\$35.1M	\$38.8M	\$39M	\$42.1M	\$39.8M	\$29.8M	\$27.1M	\$24.7M	\$22.7M	\$16.3M	\$16.9M	\$19.3M	\$26.6M
Prior Year	\$56.7M	\$50.8M	\$50.6M	\$51M	\$54.2M	\$52.9M	\$48.3M	\$42.5M	\$38.3M	\$34.6M	\$33.3M	\$31.2M	\$35.1M
Percent Change from Prior Year	-38%	-24%	-23%	-17%	-27%	-44%	-44%	-42%	-41%	-53%	-49%	-38%	-24%

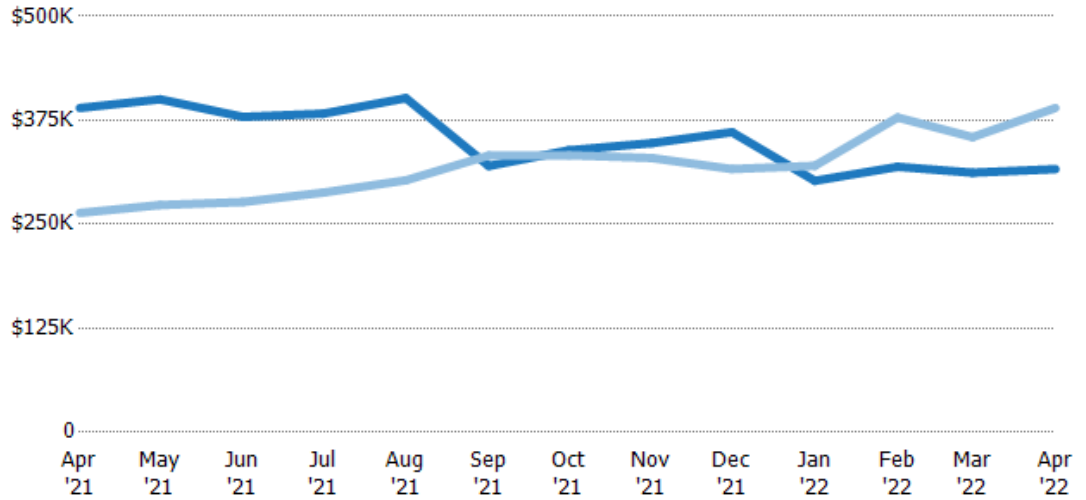
## Average Listing Price

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.
Apr '22	\$316K	-18.8%
Apr '21	\$390K	47.8%
Apr '20	\$264K	-5.2%



Current Year	\$390K	\$400K	\$379K	\$383K	\$402K	\$320K	\$339K	\$348K	\$361K	\$302K	\$319K	\$312K	\$316K
Prior Year	\$264K	\$273K	\$277K	\$288K	\$303K	\$333K	\$333K	\$330K	\$316K	\$320K	\$378K	\$355K	\$390K
Percent Change from Prior Year	48%	47%	37%	33%	33%	-4%	2%	5%	14%	-6%	-16%	-12%	-19%

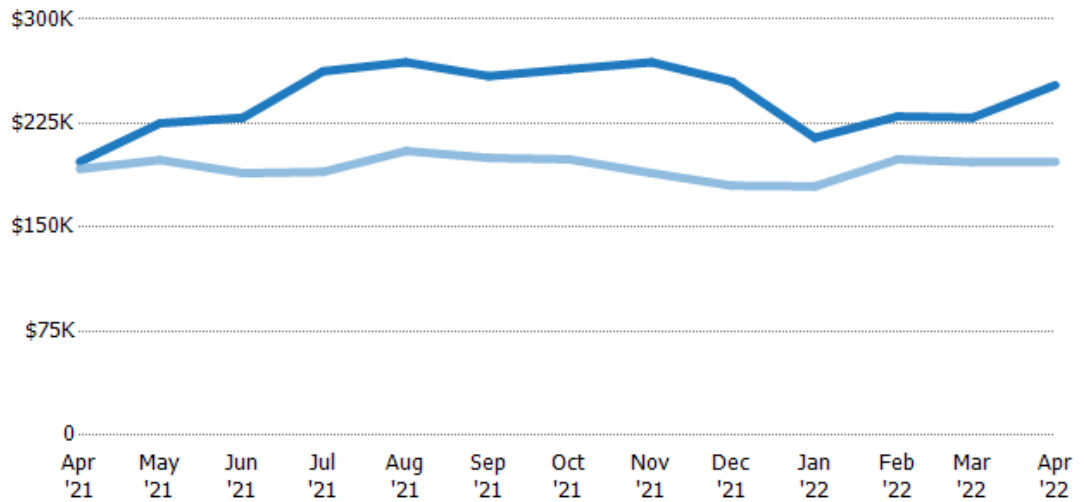
## Median Listing Price

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.
Apr '22	\$253K	28%
Apr '21	\$197K	2.7%
Apr '20	\$192K	3.6%



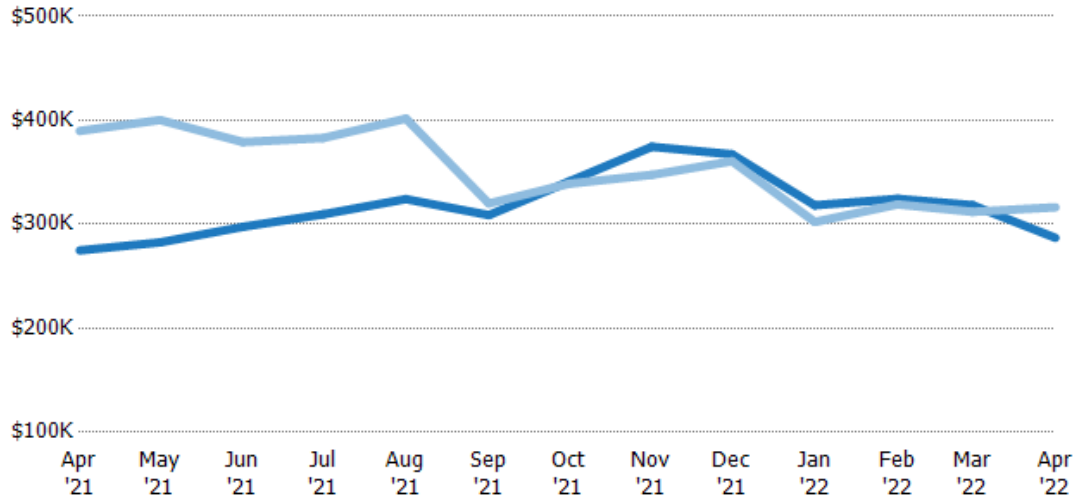
Current Year	\$197K	\$225K	\$229K	\$263K	\$269K	\$259K	\$264K	\$269K	\$255K	\$215K	\$230K	\$229K	\$253K
Prior Year	\$192K	\$199K	\$189K	\$190K	\$205K	\$200K	\$199K	\$189K	\$180K	\$179K	\$199K	\$197K	\$197K
Percent Change from Prior Year	3%	13%	21%	38%	31%	30%	33%	42%	42%	20%	16%	16%	28%

## 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

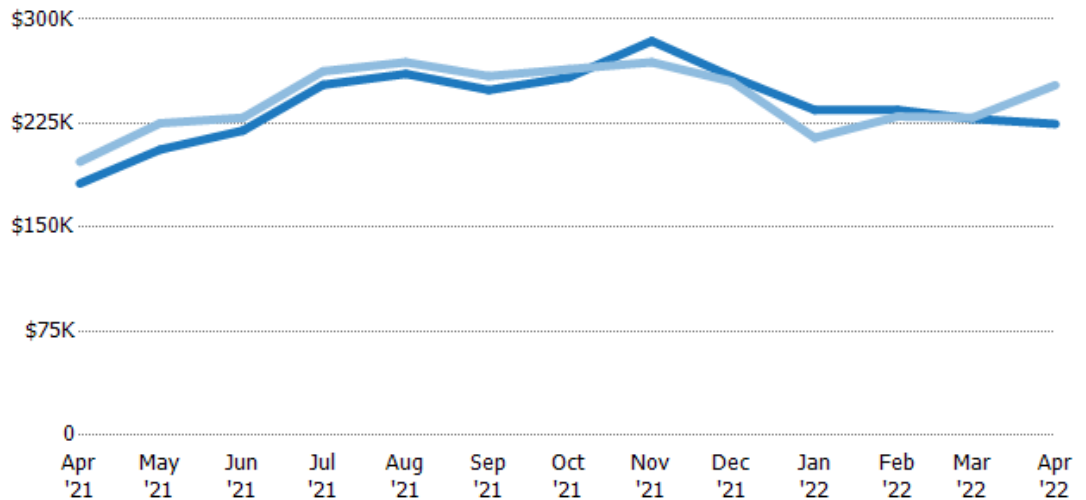


## Median Listing Price vs Median Est Value

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



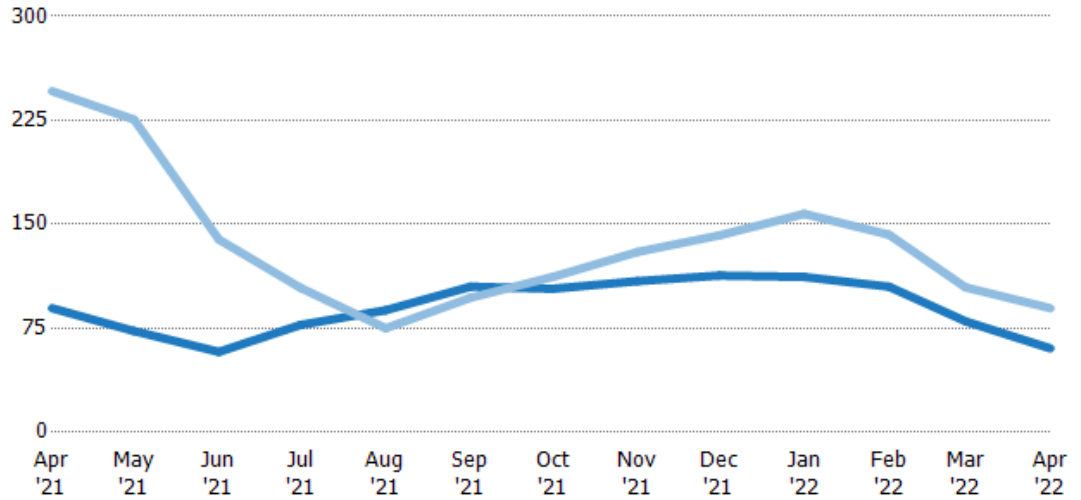
## Median Days in RPR

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.
Apr '22	60.5	-32.4%
Apr '21	89.5	-63.6%
Apr '20	246	-29.9%



Current Year	89.5	73	58	77.5	88	105	104	109	113	112	105	80	60.5
Prior Year	246	226	139	104	75	97	112	130	142	158	143	105	89.5
Percent Change from Prior Year	-64%	-68%	-58%	-25%	17%	8%	-8%	-16%	-20%	-29%	-26%	-23%	-32%

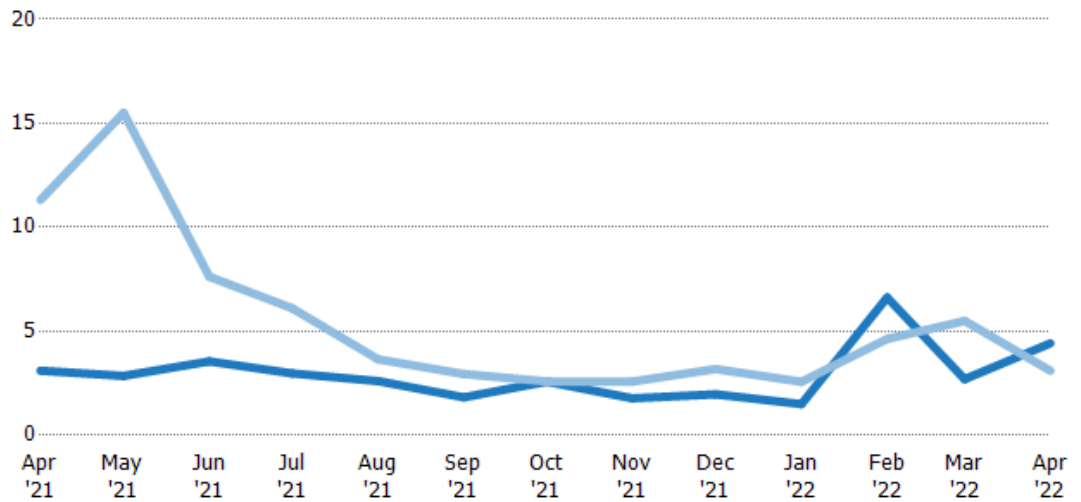
## Months of Inventory

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.
Apr '22	4.42	42.5%
Apr '21	3.1	-72.6%
Apr '20	11.3	13.1%



Current Year	3.1	2.85	3.55	2.97	2.61	1.82	2.58	1.78	1.97	1.5	6.63	2.7	4.42
Prior Year	11.3	15.5	7.63	6.1	3.65	2.94	2.59	2.58	3.18	2.57	4.63	5.5	3.1
Percent Change from Prior Year	-73%	-82%	-53%	-51%	-29%	-38%	0%	-31%	-38%	-42%	43%	-51%	42%

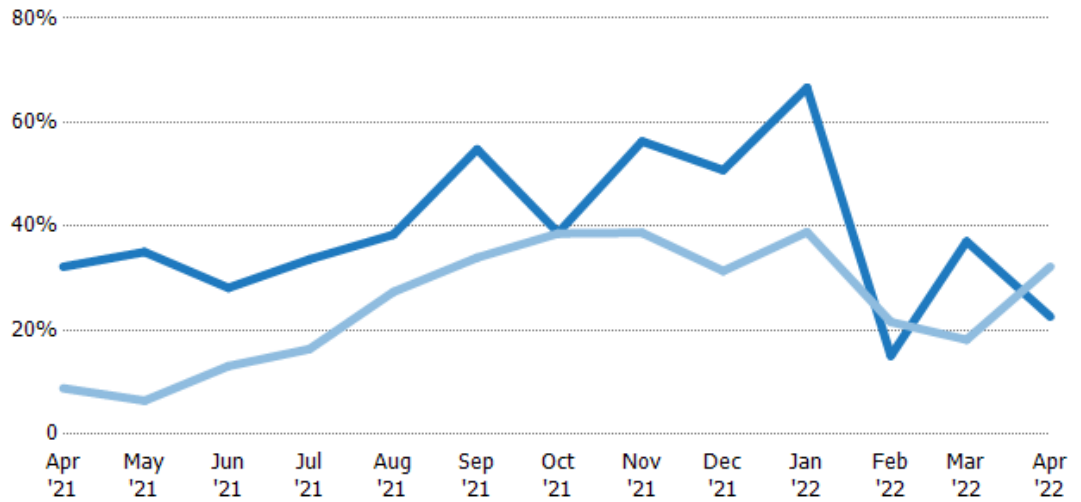
## Absorption Rate

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.
Apr '22	23%	9.6%
Apr '21	32%	-23.4%
Apr '20	9%	-11.6%



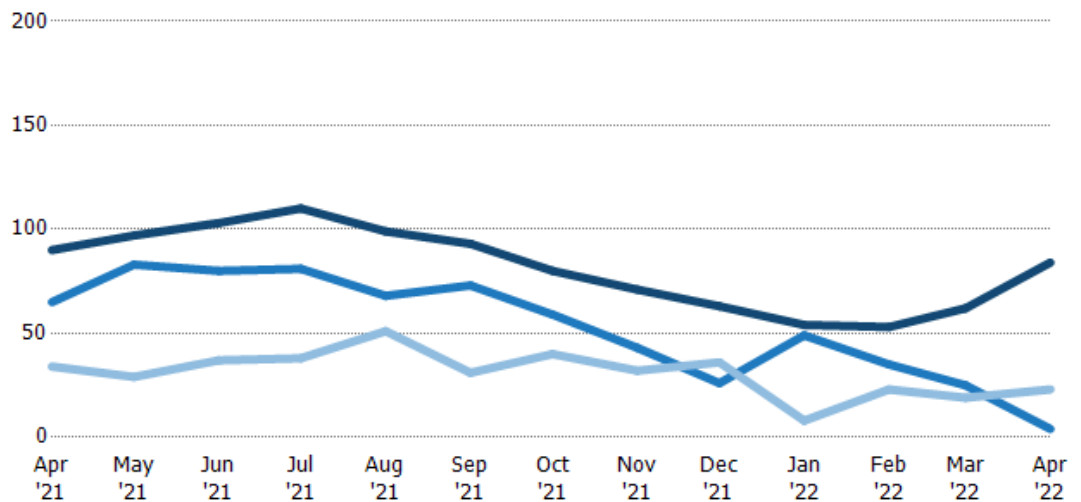
Current Year	32%	35%	28%	34%	38%	55%	39%	56%	51%	67%	15%	37%	23%
Prior Year	9%	6%	13%	16%	27%	34%	39%	39%	31%	39%	22%	18%	32%
Change from Prior Year	-23%	-29%	-15%	-17%	-11%	-21%	0%	-18%	-19%	-28%	7%	-19%	10%

## 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



Active	90	97	103	110	99	93	80	71	63	54	53	62	84
Pending	65	83	80	81	68	73	59	43	26	49	35	25	4
Sold	34	29	37	38	51	31	40	32	36	8	23	19	23

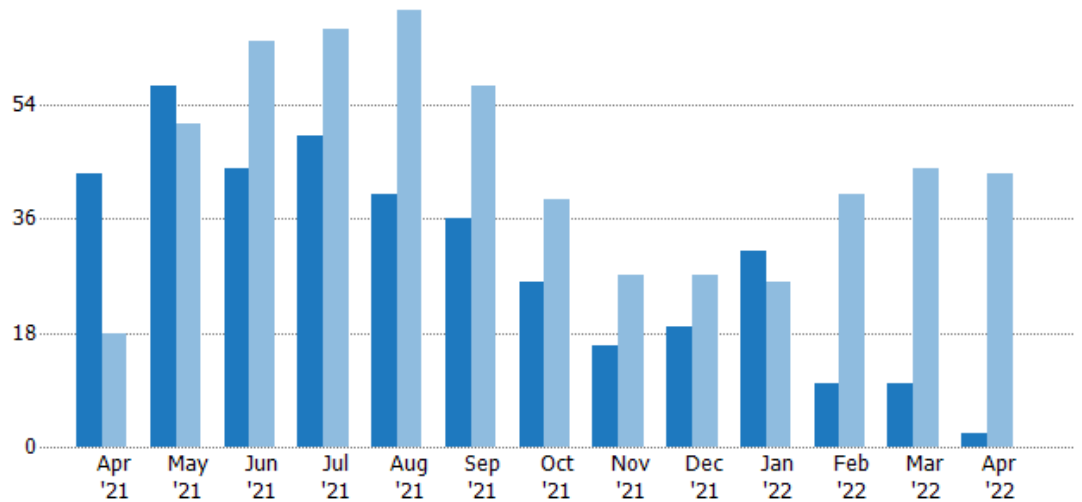
## New Pending Sales

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.
Apr '22	2	-95.3%
Apr '21	43	138.9%
Apr '20	18	55.6%



Current Year	43	57	44	49	40	36	26	16	19	31	10	10	2
Prior Year	18	51	64	66	69	57	39	27	27	26	40	44	43
Percent Change from Prior Year	139%	12%	-31%	-26%	-42%	-37%	-33%	-41%	-30%	19%	-75%	-77%	-95%

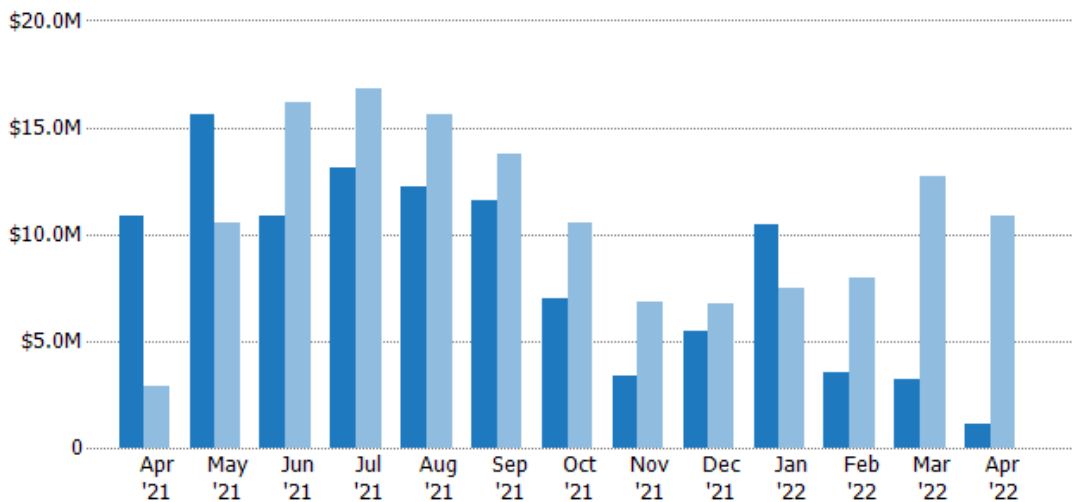
## New Pending Sales Volume

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.
Apr '22	\$1.11M	-89.8%
Apr '21	\$10.9M	278.5%
Apr '20	\$2.87M	42.6%



Current Year	\$10.9M	\$15.6M	\$10.9M	\$13.1M	\$12.2M	\$11.6M	\$6.98M	\$3.33M	\$5.47M	\$10.5M	\$3.57M	\$3.24M	\$1.11M
Prior Year	\$2.87M	\$10.6M	\$16.2M	\$16.8M	\$15.6M	\$13.8M	\$10.6M	\$6.82M	\$6.72M	\$7.48M	\$7.98M	\$12.7M	\$10.9M
Percent Change from Prior Year	279%	48%	-33%	-22%	-22%	-16%	-34%	-51%	-19%	40%	-55%	-74%	-90%



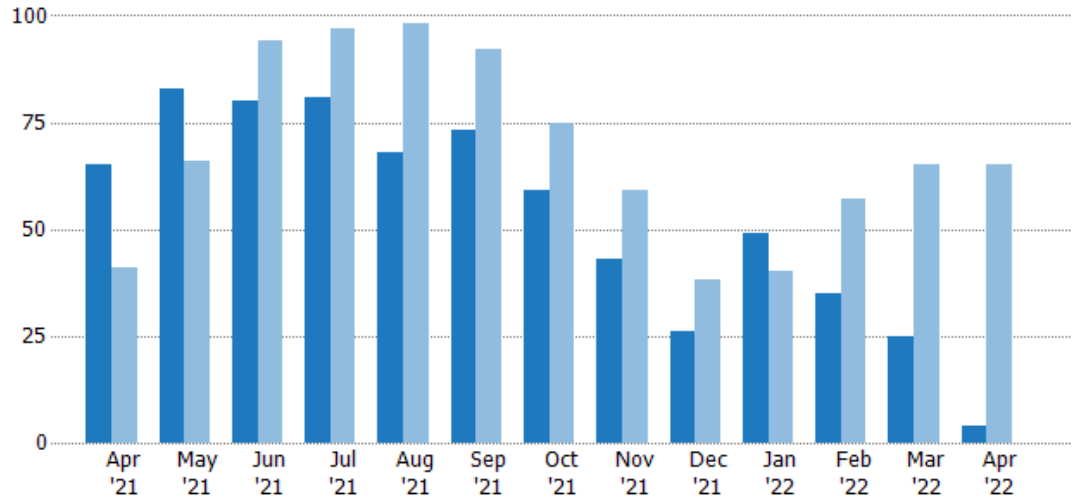
## Pending Sales

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.
Apr '22	4	-93.8%
Apr '21	65	58.5%
Apr '20	41	-2.4%



Current Year	65	83	80	81	68	73	59	43	26	49	35	25	4
Prior Year	41	66	94	97	98	92	75	59	38	40	57	65	65
Percent Change from Prior Year	59%	26%	-15%	-16%	-31%	-21%	-21%	-27%	-32%	23%	-39%	-62%	-94%

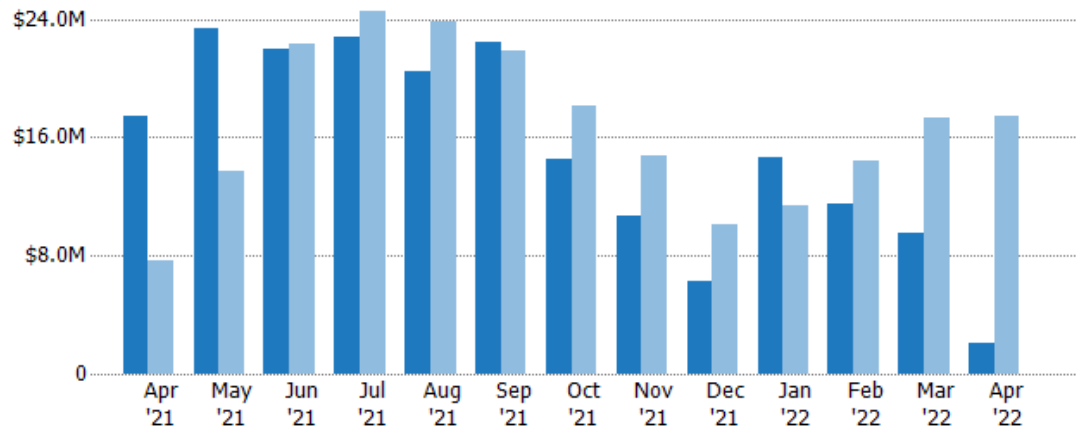
## Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Apr '22	\$2.04M	-88.3%
Apr '21	\$17.4M	129.2%
Apr '20	\$7.6M	17.2%



Current Year	\$17.4M	\$23.3M	\$22M	\$22.8M	\$20.4M	\$22.4M	\$14.6M	\$10.7M	\$6.27M	\$14.7M	\$11.4M	\$9.48M	\$2.04M
Prior Year	\$7.6M	\$13.7M	\$22.4M	\$24.5M	\$23.9M	\$21.9M	\$18.2M	\$14.8M	\$10.2M	\$11.4M	\$14.4M	\$17.3M	\$17.4M
Percent Change from Prior Year	129%	71%	-2%	-7%	-14%	3%	-20%	-28%	-38%	29%	-21%	-45%	-88%

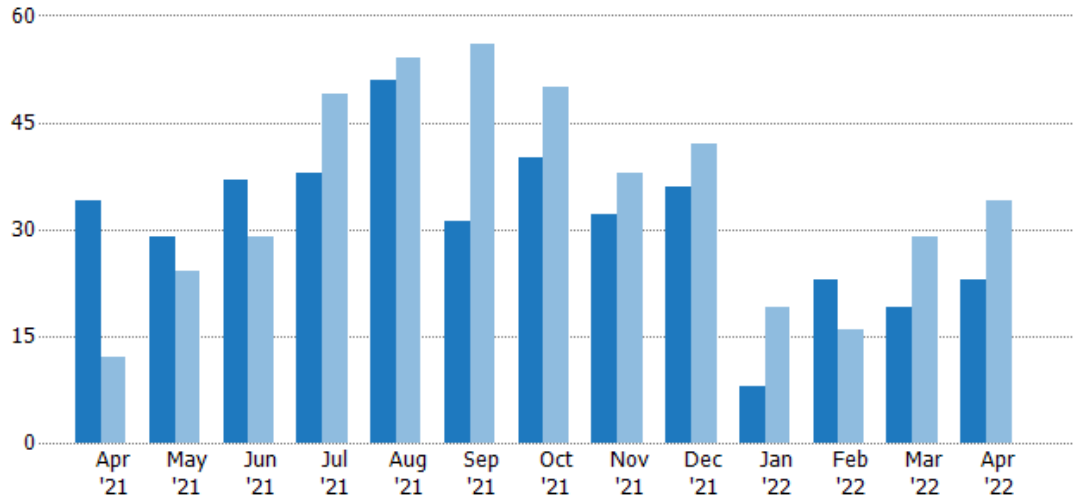
## Closed Sales

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.
Apr '22	23	-32.4%
Apr '21	34	183.3%
Apr '20	12	75%



Current Year	34	29	37	38	51	31	40	32	36	8	23	19	23
Prior Year	12	24	29	49	54	56	50	38	42	19	16	29	34
Percent Change from Prior Year	183%	21%	28%	-22%	-6%	-45%	-20%	-16%	-14%	-58%	44%	-34%	-32%

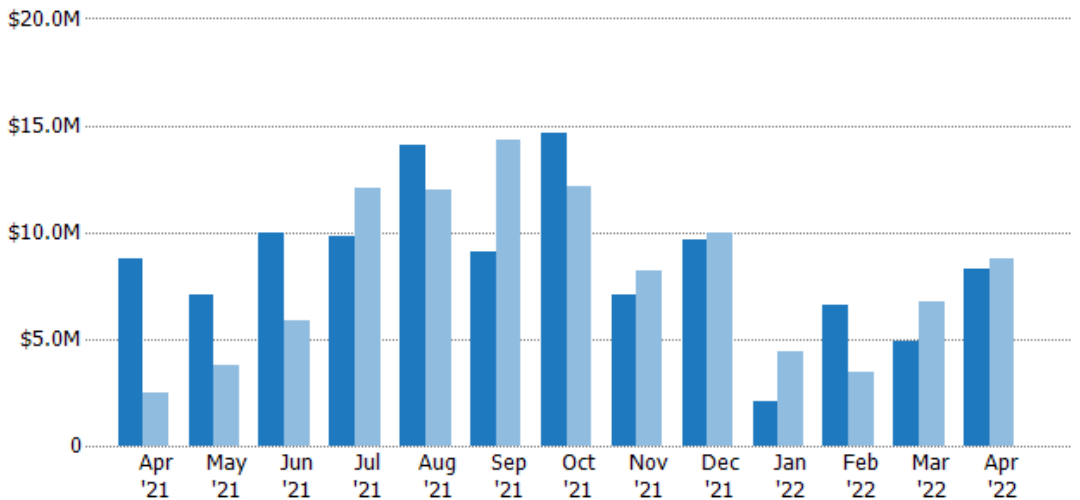
## Closed Sales Volume

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.
Apr '22	\$8.29M	-5.1%
Apr '21	\$8.74M	247.7%
Apr '20	\$2.51M	24.4%



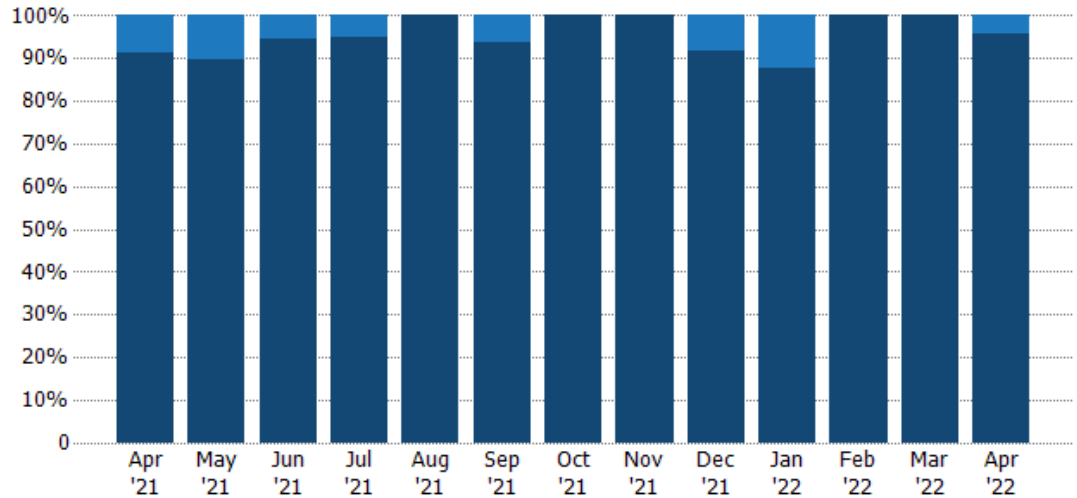
Current Year	\$8.74M	\$7.09M	\$9.95M	\$9.78M	\$14.1M	\$9.09M	\$14.6M	\$7.06M	\$9.63M	\$2.04M	\$6.57M	\$4.88M	\$8.29M
Prior Year	\$2.51M	\$3.77M	\$5.85M	\$12M	\$12M	\$14.3M	\$12.2M	\$8.23M	\$9.97M	\$4.44M	\$3.48M	\$6.75M	\$8.74M
Percent Change from Prior Year	248%	88%	70%	-19%	17%	-36%	20%	-14%	-3%	-54%	89%	-28%	-5%

## 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	9%	10%	5%	5%	-	6%	-	-	8%	13%	-	-	4%
Single Family Residence	91%	90%	95%	95%	100%	94%	100%	100%	92%	88%	100%	100%	96%

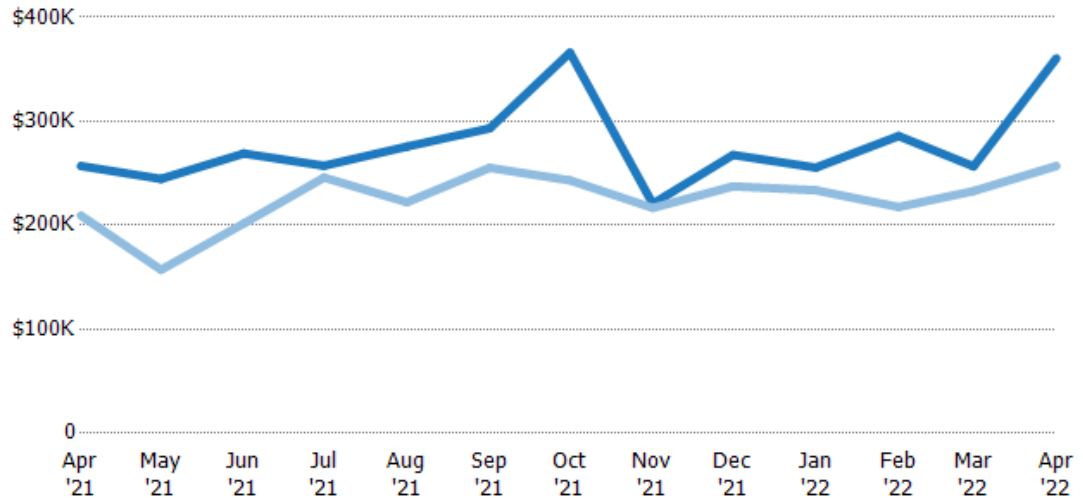
## Average Sales Price

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

Month/Year	Price	% Chg.
Apr '22	\$361K	40.3%
Apr '21	\$257K	22.7%
Apr '20	\$209K	-28.9%



Current Year	\$257K	\$245K	\$269K	\$257K	\$276K	\$293K	\$366K	\$221K	\$268K	\$255K	\$286K	\$257K	\$361K
Prior Year	\$209K	\$157K	\$202K	\$246K	\$222K	\$255K	\$243K	\$217K	\$237K	\$234K	\$218K	\$233K	\$257K
Percent Change from Prior Year	23%	56%	33%	5%	24%	15%	50%	2%	13%	9%	31%	10%	40%

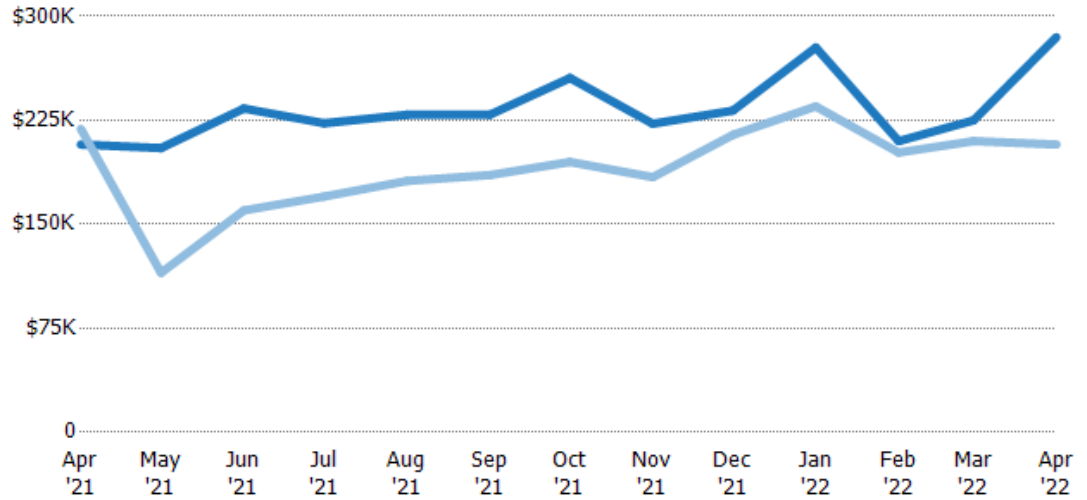
## Median Sales Price

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.
Apr '22	\$285K	37.3%
Apr '21	\$208K	-5.1%
Apr '20	\$219K	-42.9%



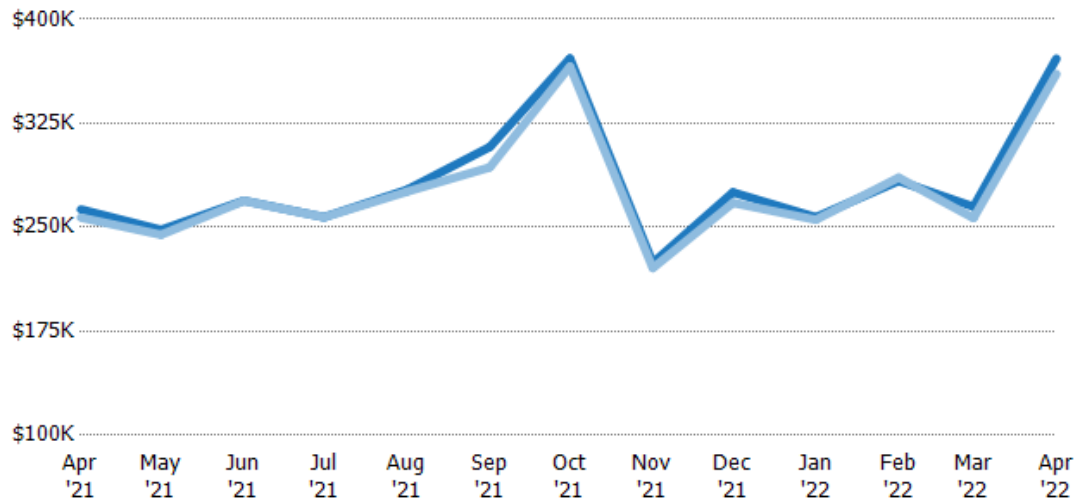
Current Year	\$208K	\$205K	\$234K	\$223K	\$229K	\$229K	\$256K	\$223K	\$232K	\$278K	\$210K	\$225K	\$285K
Prior Year	\$219K	\$115K	\$160K	\$170K	\$181K	\$186K	\$195K	\$184K	\$215K	\$235K	\$202K	\$210K	\$208K
Percent Change from Prior Year	-5%	78%	46%	31%	26%	23%	31%	21%	8%	18%	4%	7%	37%

## 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



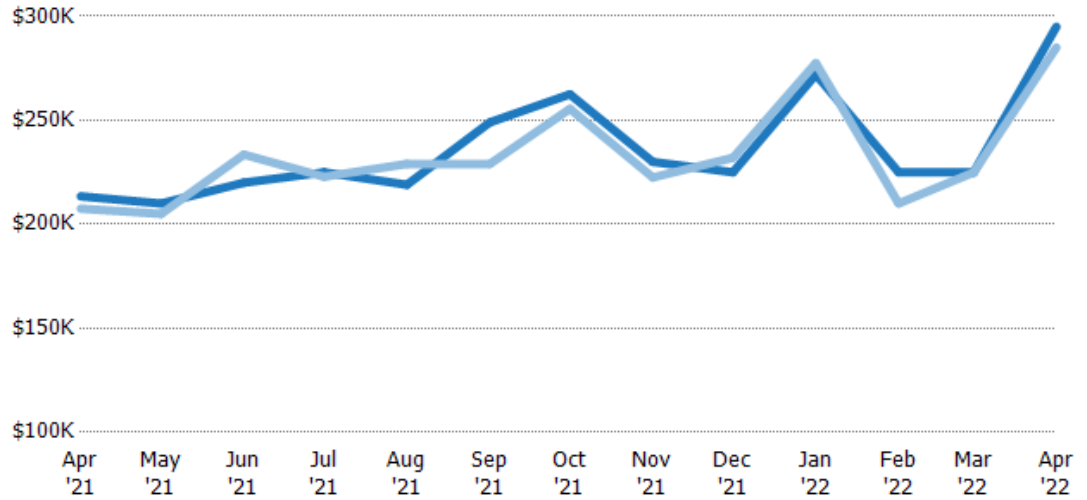
Avg List Price	\$263K	\$248K	\$269K	\$257K	\$277K	\$308K	\$372K	\$224K	\$275K	\$257K	\$283K	\$265K	\$372K
Avg Sales Price	\$257K	\$245K	\$269K	\$257K	\$276K	\$293K	\$366K	\$221K	\$268K	\$255K	\$286K	\$257K	\$361K
Avg Sales Price as a % of Avg List Price	98%	99%	100%	100%	100%	95%	98%	98%	97%	99%	101%	97%	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

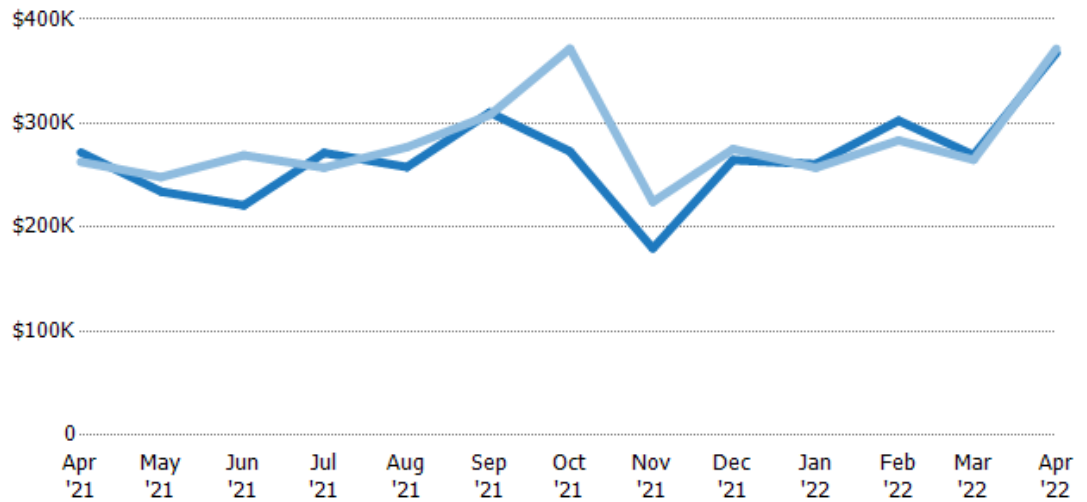


## Average Sales Price vs Average Est Value

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

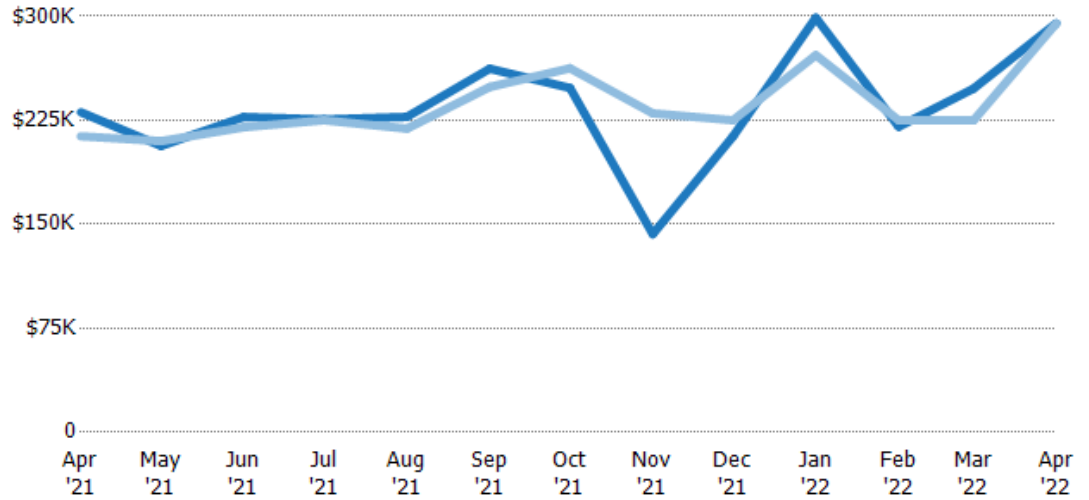


## Median Sales Price vs Median Est Value

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



	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22
Median Est Value	\$231K	\$206K	\$227K	\$226K	\$227K	\$262K	\$248K	\$143K	\$213K	\$299K	\$220K	\$248K	\$295K
Median Sales Price	\$213K	\$210K	\$220K	\$225K	\$219K	\$249K	\$263K	\$230K	\$225K	\$272K	\$225K	\$225K	\$295K
Med Sales Price as a % of Med Est Value	92%	102%	97%	100%	96%	95%	106%	161%	105%	91%	102%	91%	100%