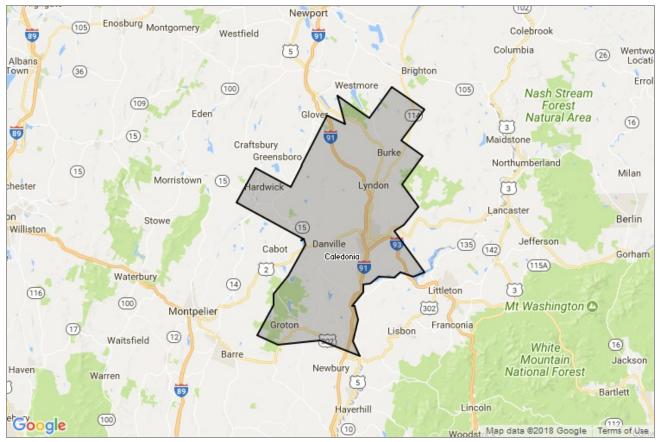


MARKET DATA REPORT

Caledonia County



Report Characteristics

Report Name: Caledonia County

Report Date Range: 1/2018 – 1/2018

Filters Used: Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 02/21/2018

Scheduled: No

Presented by Vermont REALTORS®

REALTOR®

http://www.vermontrealtors.com/

148 State Street Montpelier, VT 05602







Summary of Key Listing and Sales Metrics

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

+ / -	YTD 2017	YTD 2018	+/-	Jan 2017	Jan 2018	Key Metrics
						Listing Activity Charts Metrics
+	33	33	+	33	33	New Listing Count
+36.3%	\$5,623,499	\$7,664,300	+36.3%	\$5,623,499	\$7,664,300	New Listing Volume
-19.7%	310	249	-19.7%	310	249	Active Listing Count
+5.4%	\$65,546,558	\$69,066,999	+5.4%	\$65,546,558	\$69,066,999	Active Listing Volume
+31.2%	\$211,441	\$277,378	+31.2%	\$211,441	\$277,378	Average Listing Price
+22.1%	\$155,500	\$189,900	+22.1%	\$155,500	\$189,900	Median Listing Price
-12.3%	207.5	182	-12.3%	207.5	182	Median Days in RPR
-54.1%	38.8	17.8	-	_	_	Months of Inventory
+3%	2.58%	5.62%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
+26.1%	23	29	+26.1%	23	29	New Pending Sales Count
+15.1%	\$4,510,550	\$5,192,299	+15.1%	\$4,510,550	\$5,192,299	New Pending Sales Volume
+3%	33	34	+3%	33	34	Pending Sales Count
+14.7%	\$6,613,600	\$7,587,800	+14.7%	\$6,613,600	\$7,587,800	Pending Sales Volume
-7.1%	14	13	-7.1%	14	13	Closed Sales Count
-6.3%	\$1,758,000	\$1,646,500	-6.3%	\$1,758,000	\$1,646,500	Closed Sales Volume
+0.9%	\$125,571	\$126,654	+0.9%	\$125,571	\$126,654	Average Sales Price
+2.9%	\$120,500	\$124,000	+2.9%	\$120,500	\$124,000	Median Sales Price





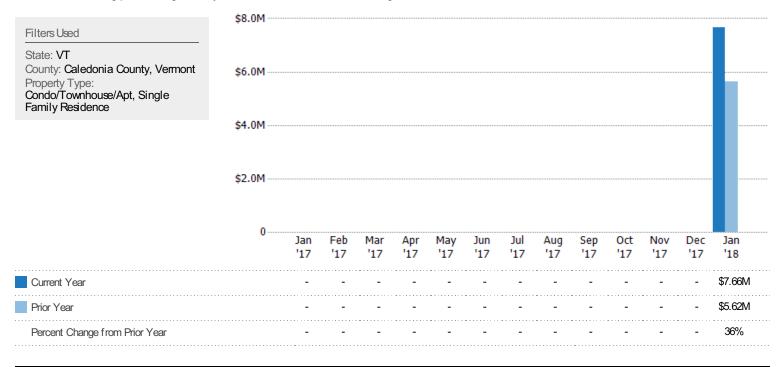
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

	40														
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30														
	20														
	10	Jan	Feb	Mar	Apr				Aug.				Dec	Jan	
		Jan '17	'17	Mar 17	4pr 17	May '17	Jun	Jui 11.7	Aug '17	Sep '17	17	117	'17	Jan '18	
		17	17	17	17	17	17	17	17	17	17	17	17	18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	33	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	33	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.





Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used	400													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	300													
	200													
	100													
	0													
		Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	249
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	310
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-20%

Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$54.0M \$36.0M													
	\$18.0M													
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$69.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$65.5M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%



Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$300K ······												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K ······												
	\$75K												
	φλοις												
	0	- 1											
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
				±,					- ′	- /		±,	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$277K
Prior Year													
	-	-	-	-	-	-	-	-	-	-	-	-	\$211k
Percent Change from Prior Year	-	-	-	-	- -		-		- -	- -			\$211k 31%

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$200K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
Family Residence	\$100K												
	\$50K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$156K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	22%





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.

	\$300K ······												
Filters Used													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
·	\$150K												
	475V												
	\$75K												
	0							_					
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$236K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$277K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	117%

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.

	\$200K ······												
Filters Used													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	+FOK												
	\$50K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
	17		17	17	17	17	17	17	17	17	17	17	10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$190K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%





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.

Current Year Prior Year	0 Jan '17 -	Feb '17 _	Mar '17	Apr '17 -	May '17 -	Jun '17	Jul '17 -	Aug '17 -	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 182 208
Current Year		Feb '17	Mar '17 -	Apr '17	May '17 -	Jun '17		Aug '17 -	Sep '17				'18
		Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17	Sep '17				
	0												
	75												
Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
County: Caledonia County, Vermont	225												
Filters Used State: VT County Coloranty Vermont													

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: State: VT; County: Caledonia County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence

Caledonia 233								
Ó	30	60	90	120	150	180	210	

Median Days in RPR (By County)

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 by county.

Filters Used: State: VT; County: Caledonia County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence

Caledonia 182									
Ó	20	40	60	80	100	120	140	160	180





Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used	30												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	8												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10.8
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-23%

Absorption Rate

The percentage of inventory sold per month.

Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

습

	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-2%

RPR



Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: State: VT; County: Caledonia County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence

Caledonia	5.22 %							
(Ó	0.70%	1.40%	2.10%	2.80%	3.50%	4.20%	4.90%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

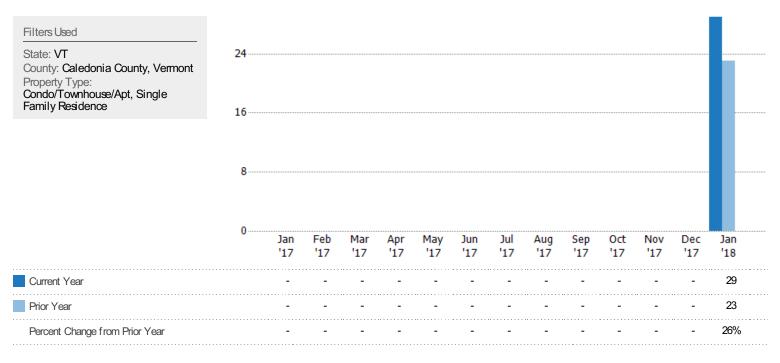
	300												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
<u> </u>	17	17	17	17	17	17	17	17	17	17	17	17	
Active	-	-	-	-	-	-	-	-	-	-	-	-	249
Pending	-	-	-	-	-	-	-	-	-	-	-	-	34
Sold	-	-	-	-	-	-	-	-	-	-	-	-	13





New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15%	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.51M	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.19M	
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	
	\$3.0M														
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$3.0M														
State: VT County: Caledonia County, Vermont	\$4.5M														
Filters Used	\$6.0M ······														



Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used	40														
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	30														
-	20														
	10														
	10														
	0	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	34	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	33	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3%	

Pending Sales Volume

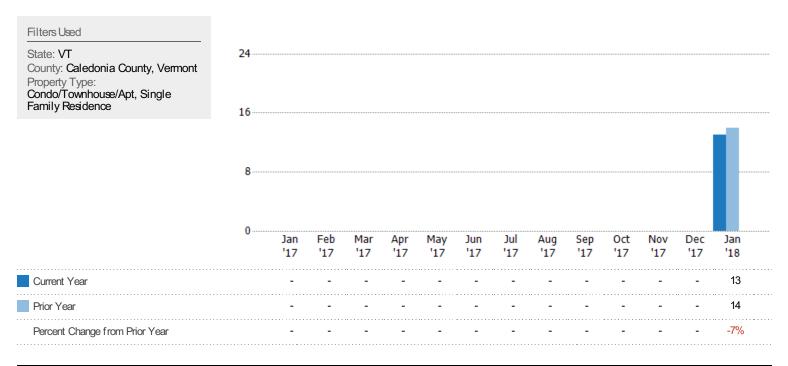
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used	\$8.0M ······														
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$6.0M														
	\$4.0M														
	\$2.0M														
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.59M	• •
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$6.61M	• •
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15%	



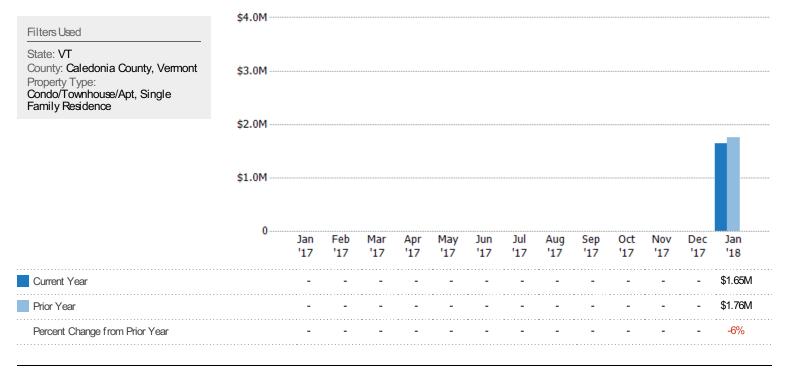
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.



Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.





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Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

	100%														
Filters Used	90%														
State: VT County: Caledonia County, Vermont	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	_									_				
		Jan '17	Feb '17	Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	
														4000/	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: State: VT; County: Caledonia County, Vermont; Property Type: Condo/Townhouse/Apt, Single Family Residence

Caledonia	13					
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Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

	\$200K ······												
Filters Used													
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	\$30K												
	0			_		_		-	_			_	_
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$127k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$126k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	1%

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$200K												
Filters Used State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
·	\$100K												
	\$50K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
	17		-										
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$124K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$121K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%



Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

	\$200K ······												
Filters Used State: VT County: Caledonia County, Vermont	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
	\$50K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$139K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$127K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	91%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$124K
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$140K
	0 Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
	\$50K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$100K												
State: VT County: Caledonia County, Vermont	\$150K												
Filters Used													





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.

	\$200K ······												
Filters Used State: VT													
County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single	\$150K												
Family Residence	\$100K												
	\$100K												
	\$50K												
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Avg Est Value													\$100K
													ψισοιν
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$139K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	140%

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	\$200K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$99.1K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$140K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	141%



Appendix

VermontRealtors®

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Detail	S			Listing Activity Charts			
Report Name: C	aledonia County			🗹 New Listings			
Run Date: 02/21/2	2018			✓ Active Listings			
Scheduled: No				✓ Avg/Med Listing Price			
Report Date Ran	nge: From 1/2018 To: 1/2018	Avg/Med Listing Price per Sq Ft					
				✓ Avg/Med Listing Price vs Est Value			
Information In	ncluded			🗹 Median Days in RPR			
Minclude Cover	r Sheet	Months of Inventory					
🗹 Include Key M	letric Summary *	🗹 Include Appendix	🗹 Medians	Solution Rate			
Market Metric	cs By: County						
	able's YTD median calculations are cal	culated using a weighted average	of the median values for each	Sales Activity Charts			
month that is include	<i>a.</i>			Active/Pending/Sold			
MLS Filter				New Pending Sales			
	A.I.		Pending Sales				
MLS:	All			✓ Closed Sales			
Listing Filters				Avg/Med Sales Price			
0		Avg/Med Sales Price per Sq Ft					
Property Types:	Condo/Townhouse/Apt	Single Family Residence		✓ Avg/Med Sales Price vs Listing Price			
Sales Types:	All			✓ Avg/Med Sales Price vs Est Value			
Price Range:	None			Distressed Charts			
				Distressed Listings			
Location Filte	rs			Distressed Sales			
State:	All						
				Data Tables Using 1/2018 data			
County:	Caledonia County, Vermont			Listing Activity by ZIP			
ZIP Code:	All			Listing Activity by Metro Area			
Li Cout.				Sales Activity by ZIP			
				Sales Activity by Metro Area			

