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	+ / -	Jun 2017	Jun 2018	Key Metrics
			1			Listing Activity Charts Metrics
-21.3%	80	63	-21.3%	80	63	New Listing Count
-36.1%	\$24,258,300	\$15,497,900	-36.1%	\$24,258,300	\$15,497,900	New Listing Volume
-23.9%	339	258	-23.9%	339	258	Active Listing Count
-7.6%	\$81,822,899	\$75,600,200	-7.6%	\$81,822,899	\$75,600,200	Active Listing Volume
+21.4%	\$241,365	\$293,024	+21.4%	\$241,365	\$293,024	Average Listing Price
+19.8%	\$174,900	\$209,450	+19.8%	\$174,900	\$209,450	Median Listing Price
-1.1%	90	89	-1.1%	90	89	Median Days in RPR
-51.4%	14.7	7.2	-	_	_	Months of Inventory
+7.2%	6.78%	13.95%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+13.2%	38	43	+13.2%	38	43	New Pending Sales Count
+6.8%	\$6,885,750	\$7,352,300	+6.8%	\$6,885,750	\$7,352,300	New Pending Sales Volume
+6.7%	60	64	+6.7%	60	64	Pending Sales Count
+9.4%	\$11,939,500	\$13,057,050	+9.4%	\$11,939,500	\$13,057,050	Pending Sales Volume
-16.7%	36	30	-16.7%	36	30	Closed Sales Count
-28.2%	\$6,573,200	\$4,719,800	-28.2%	\$6,573,200	\$4,719,800	Closed Sales Volume
-13.8%	\$182,589	\$157,327	-13.8%	\$182,589	\$157,327	Average Sales Price
-15.6%	\$156,400	\$132,000	-15.6%	\$156,400	\$132,000	Median Sales Price



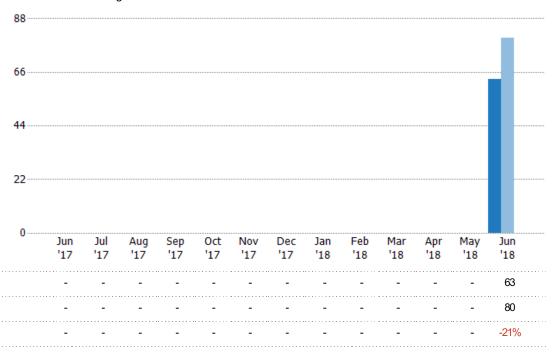




New Listings

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





New Listing Volume

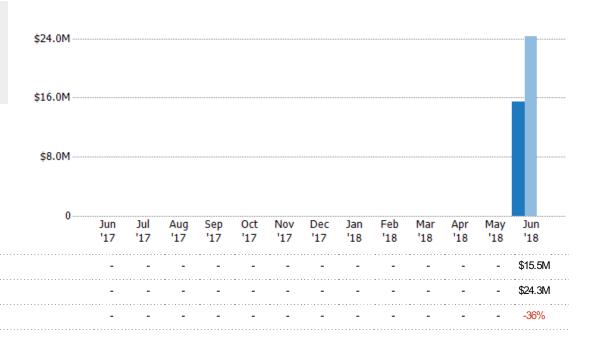
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

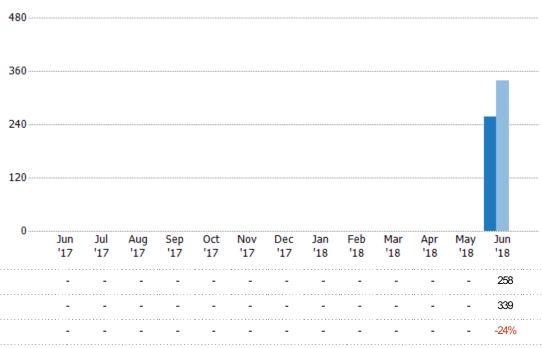
Percent Change from Prior Year



Active Listings

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





Active Listing Volume

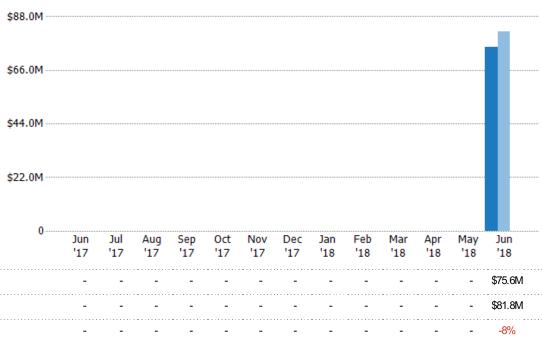
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year



\$241K

21%



Market Data Report

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												
	0												
	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	_	- -	-	-	-	-	-	-	-	-		-	\$293K

Median Listing Price

Percent Change from Prior Year

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

Filters Used	\$300K						
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K	 	 	 	 	 	
ramily Residence	\$150K	 	 	 	 	 •••••	
	\$75K	 	 	 	 	 	

	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$209K	
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K	
Percent Change from Prior Year	_	-	-	-	_	-	-	-	-	-	-	-	20%	







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	\$300K												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												•••••
	\$75K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$241K
_			-	-	-	-	-	-	-	-	-	-	ተረሰ ነ
Avg Listing Price	-												\$293K

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.

\$75K

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

\$300K

\$225K

	0 Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$193K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$209K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%







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	100												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	75												
	50												
	25												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	89
Prior Year	-	-	_	-	-	_	-	-	_	-	-	-	90
Percent Change from Prior Year	-	-	-	-	_	-	-	-	-	-	-	-	-1%

Months of Inventory

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

Filters Used	20												
State: VT County: Caledonia County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	•		A										
	Jun '17	Jul '17	'17	Sep '17	'17	'17	Dec '17	'18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	_	-	-	_	-	-	-	-	-	-	12.9
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	- -	-	-	-9%





5%

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

10%	

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-1%

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

0	 	 					
5							
0	 	 	 	 			
		 	 	 		May	
un		 	 	 	Apr	May	



Active Pending

Sold





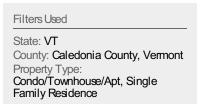
Current Year

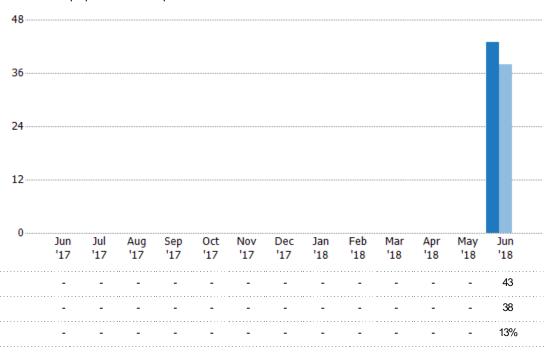
Prior Year

Market Data Report

New Pending Sales

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



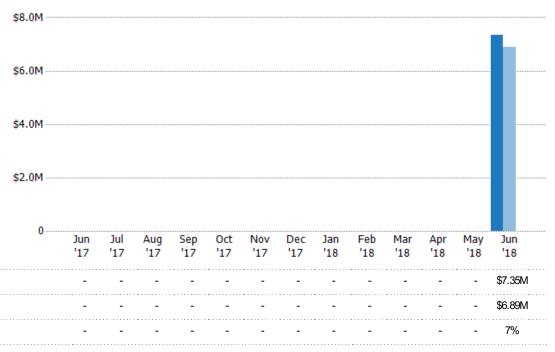


New Pending Sales Volume

Percent Change from Prior Year

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

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

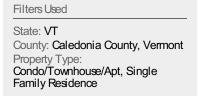


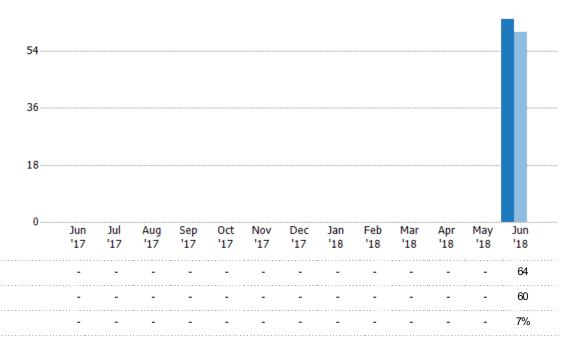
Current Year

Percent Change from Prior Year

Pending Sales

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





Pending Sales Volume

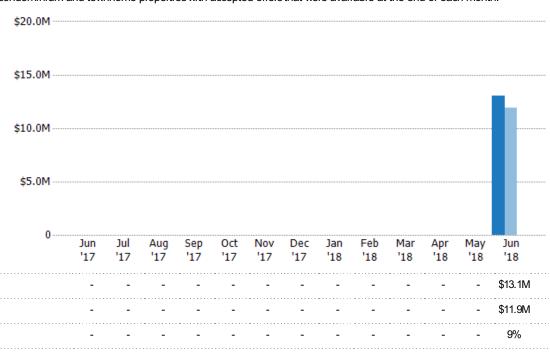
Percent Change from Prior Year

Current Year

Prior Year

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.

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



Current Year

Percent Change from Prior Year

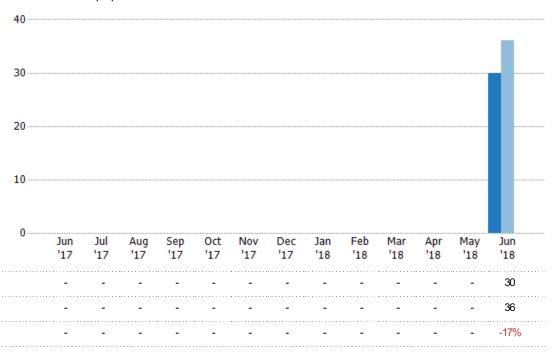




Closed Sales

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





Closed Sales Volume

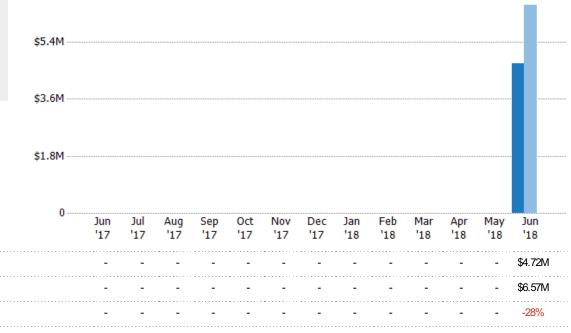
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





Closed Sales by Property Type

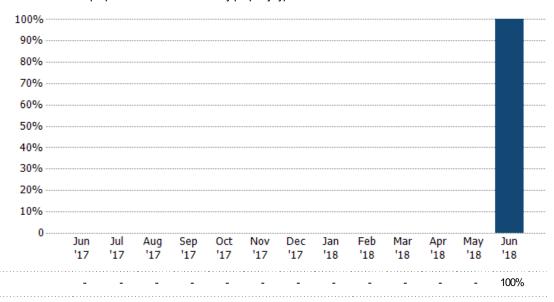
The percentage of single-family, condominium and townhome properties sold each month by property type.



State: VT

County: Caledonia County, Vermont

Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Family Residence

Current Year

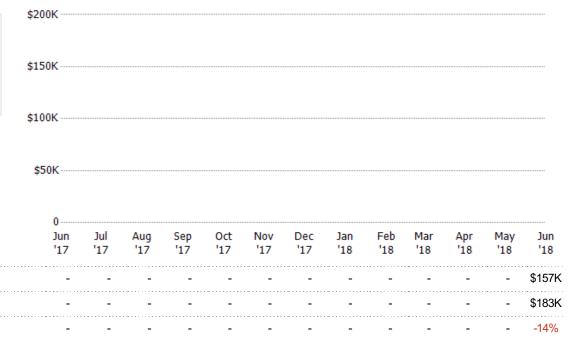
Percent Change from Prior Year

Prior Year

Single Family Residence

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

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







\$156K



Market Data Report

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	\$150K												
Family Residence	\$100K												
	\$50K												,
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-		-	- -	-	- -	-	\$132K

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 Residence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$200K												
\$150K												
\$100K												
\$50K												
0 Jun '17		Aug '17										
-	-	-	-	-	-	-	-	-	-	-	-	\$164K
- -	- -	- 	- -	- - -	- -	\$164K \$157K						



Avg List Price

Avg Sales Price





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 Residence

\$150K	 	 		 	 	
\$100K	 	 	 	 	 	
\$50K	 	 	 	 	 	
,						

Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$144K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$132K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	92%

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.

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

Avg Sales Price as a % of Avg Est Value

\$150K	 										
\$100K	 										
\$50K	 										
0 Jun '17	Aug '17										Jun '18
Jun	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun
Jun		Sep '17 -	0ct '17 -		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18 \$148K \$164K



Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

Market Data Report

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 Residence

Med Sales Price as a % of Med Est Value

UK										
0K										
UIX										
ον										
UK										
0										
0 Jun	Aug						Mar	Apr		
•	Aug '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18		May '18	Jun
Jun		Oct '17		Dec '17	Jan '18	Feb '18	Mar '18	Apr	May	Jun '18
Jun		Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr	May	Jun '18 \$133 \$144



