

# 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	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
+200%	2	6	+200%	2	6	New Listing Count
+293.5%	\$1,180,000	\$4,643,000	+293.5%	\$1,180,000	\$4,643,000	New Listing Volume
-40.8%	49	29	-40.8%	49	29	Active Listing Count
-28.5%	\$24,829,000	\$17,747,899	-28.5%	\$24,829,000	\$17,747,899	Active Listing Volume
+20.8%	\$506,714	\$611,997	+20.8%	\$506,714	\$611,997	Average Listing Price
+13%	\$385,000	\$435,000	+13%	\$385,000	\$435,000	Median Listing Price
-15%	260	221	-15%	260	221	Median Daysin RPR
-	_	7.3	-	_	_	Months of Inventory
-	_	13.79%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+	4	4	+	4	4	New Pending Sales Count
+36.9%	\$1,632,000	\$2,234,000	+36.9%	\$1,632,000	\$2,234,000	New Pending Sales Volume
-20%	5	4	-20%	5	4	Pending Sales Count
-10.4%	\$1,933,000	\$1,732,000	-10.4%	\$1,933,000	\$1,732,000	Pending Sales Volume
-50%	4	2	-50%	4	2	Closed Sales Count
-41.7%	\$1,869,000	\$1,090,000	-41.7%	\$1,869,000	\$1,090,000	Closed Sales Volume
+16.6%	\$467,250	\$545,000	+16.6%	\$467,250	\$545,000	Average Sales Price
+19.1%	\$457,500	\$545,000	+19.1%	\$457,500	\$545,000	Median Sales Price





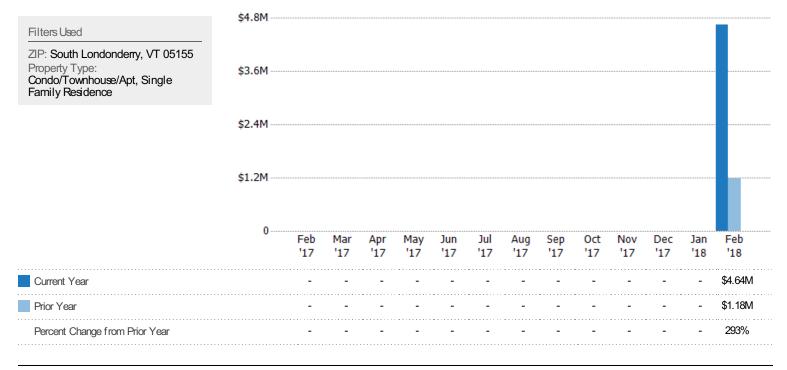
#### New Listings

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

Filters Used	8.00													
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00													
	4.00													
	2.00													
	0	Feb	Mar	Apr '17	May	Jun	Jul	Aug '17	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	200%

#### New Listing Volume

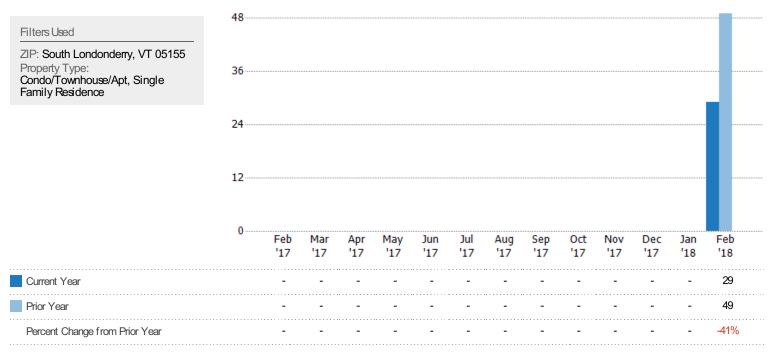
The sum of the listing price of single-family, condominium and townhome listings that were added each month.





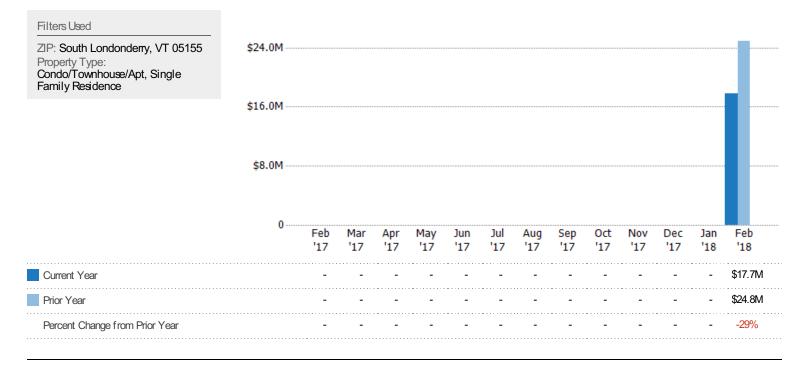
#### Active Listings

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



## Active Listing Volume

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



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### **Average Listing Price**

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

	\$700K ······												
Filters Used ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
	\$350K												
	\$175K												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	Feb '17	Mar '17	Apr '17	May '17	Jun '17								Feb '18
Current Year			Apr '17	Мау '17		Jul	Aug	Sep	Oct	Nov	Dec	Jan	
Current Year Prior Year			Apr '17	May '17 -		Jul	Aug	Sep	Oct	Nov	Dec	Jan	'18
			Apr '17	May '17 -		Jul	Aug	Sep	Oct	Nov	Dec	Jan	'18 \$612K

#### Median Listing Price

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

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Percent Change from Prior Year	_	_	_	_	_	_	_	_	_	_	_	_	13%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$385K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$435K
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$125K												
	\$250K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
Filters Used													





## 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.

	\$700K ······												
Filters Used ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
Family Residence													
	\$350K ······												
	\$175K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	17	17	17	17	17	17	17	17	17	17	17	10	18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$389K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$612K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	157%

#### 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.

	\$500K ······												
Filters Used													
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$355K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$435K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	123%





### 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.

	300												
Filters Used ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	Feb	Mar	Apr	May '17	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	221
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	260
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

## Months of Inventory

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

Filters Used	50												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	38												
	25												
	13												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	49
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-70%





#### Absorption Rate

The percentage of inventory sold per month.

Filters Us	ed
Property <sup>-</sup>	ownhouse/Apt, Single

10%
5%

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

# Active/Pending/Sold Units

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

	30												
Filters Used ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	10												
	8												
	· ·												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	29
Pending	-	-	-	-	-	-	-	-	-	-	-	-	4
Sold	-	-	-	-	-	-	-	-	-	-	-	-	2





## New Pending Sales

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

	4.80														
Filters Used															
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.60														
	2.40														
	1.20														
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

## 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.

Filters Used														
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
	\$1.6M													
	\$0.8M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.23M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.63M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	37%





## Pending Sales

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

Filters Used	6.00														
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50														
	3.00														
	1.50														
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	
		'17	'17	Apr '17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-20%	

## 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.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-10%	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.93	BM
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.73	BM
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
	\$0.5M														
	\$1.0M														
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M														
Filters Used	\$2.0M ······														



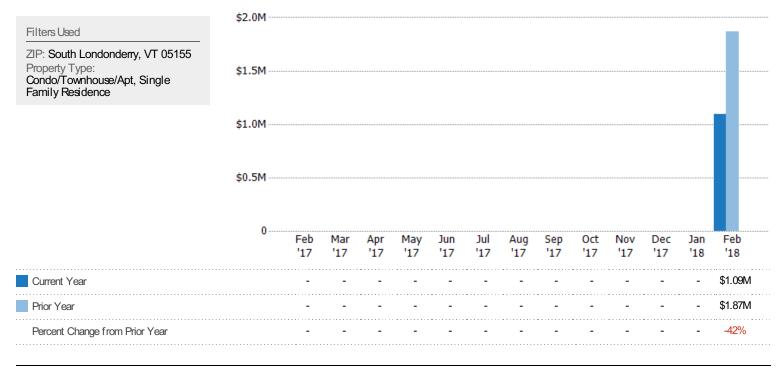
### **Closed Sales**

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

Filters Used	4.80														
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.60														
	2.40														
	1.20														
	0								_	~ .		_			
		Feb '17	Mar '17	Арг '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-50%	

## **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.

Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	0	Feb '17	Mar '17		May '17			Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
	10,0														
	20%														
	30%														
	40%														
	50%														
Family Residence	60%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	70%														
ZIP: South Londonderry, VT 05155	80%														
Filters Used	90%														
	100%														

# Average Sales Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$467K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$545K
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$150K												
	\$300K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Filters Used	\$600K ······												





#### Median Sales Price

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

	\$600K												
Filters Used ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K ······												
	\$150K												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$545K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$458K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	19%

## Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$545K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$570K
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	\$150K												
	\$300K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Filters Used	\$600K												





# 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	\$600K ······												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$570K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$545K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

### 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.

	\$600K ······												
Filters Used													
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0												
	Feb	Mar		May	Jun			Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$570K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%





## 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.

	\$600K ······												
Filters Used ZIP: South Londonderry, VT 05155 Property Type:	\$450K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$430K												
	\$300K												
	\$150K												
	0					-							
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$570K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

