

Summary of Key Listing and Sales Metrics

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

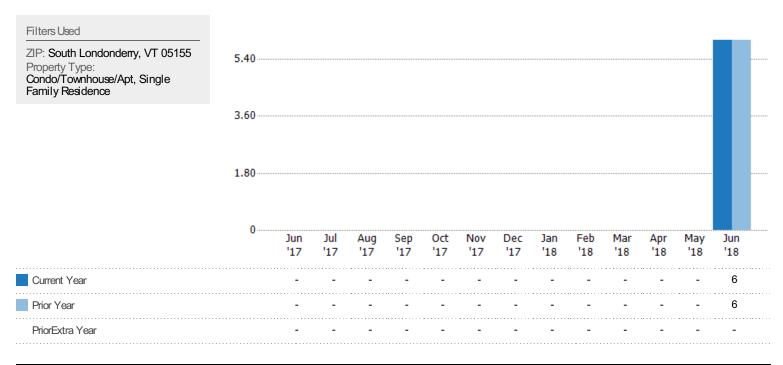
Key Metrics	Jun 2018	Jun 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	6	6	+	6	6	+_
New Listing Volume	\$2,324,000	\$3,184,900	-27%	\$2,324,000	\$3,184,900	-27%
Active Listing Count	47	-	-	47	-	_
Active Listing Volume	\$24,517,300	-	-	\$24,517,300	-	_
Average Listing Price	\$521,645	_	-	\$521,645	_	_
Median Listing Price	\$399,000	_	-	\$399,000	_	-
Median Daysin RPR	245	_	-	245	_	-
Months of Inventory	_	_	-	_	15.7	-
Absorption Rate	_	-	-	_	6.38%	_
Sales Activity Charts Metrics						
New Pending Sales Count	2	4	-50%	2	4	-50%
New Pending Sales Volume	\$674,000	\$837,000	-19.5%	\$674,000	\$837,000	-19.5%
Pending Sales Count	2	-	-	2	-	_
Pending Sales Volume	\$468,900	-	-	\$468,900	-	_
Closed Sales Count	3	5	-40%	3	5	-40%
Closed Sales Volume	\$792,500	\$1,091,500	-27.4%	\$792,500	\$1,091,500	-27.4%
Average Sales Price	\$264,167	\$218,300	+21%	\$264,167	\$218,300	+21%
Median Sales Price	\$325,000	\$208,000	+56.3%	\$325,000	\$208,000	+56.3%





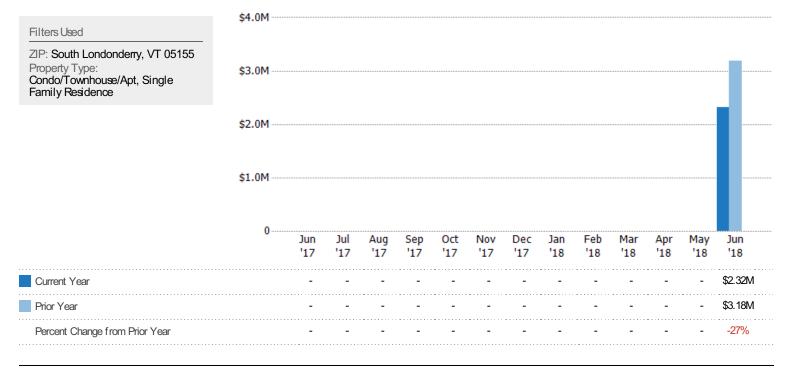
New Listings

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



New Listing Volume

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

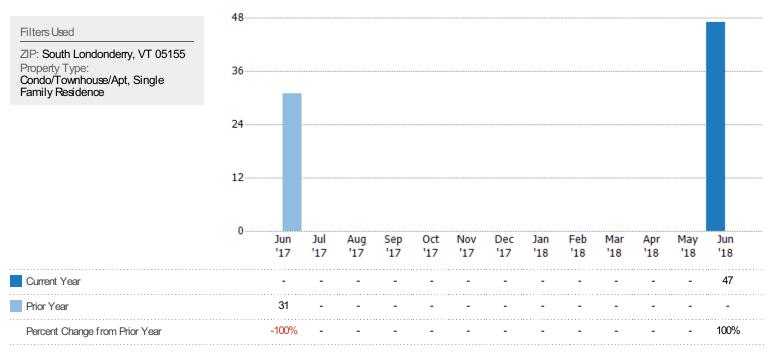


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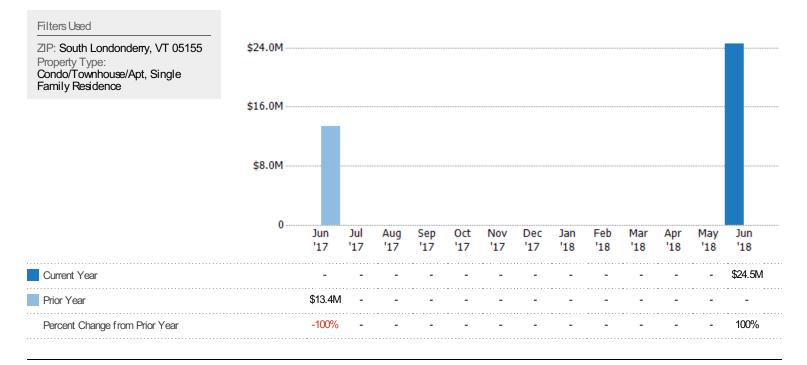
Active Listings

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.

Filters Used	\$600K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	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	 -					-	-		-		-	-	\$522K
Prior Year	\$433K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%		-17%		17%	33%	50%	67%	83%	100%

Median Listing Price

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

Filters Used	\$400K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Prior Year	\$349K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





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												
	0												
	Jun	Jul	Aug	Sep	Oct		Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	245
Prior Year	136	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	4000/	020/	-67%	FO 0/	000/	470/	0	17%	33%	50%	67%	83%	100%

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												
	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	-	-	-	-	-	-	-	-	-	-	-	-	47
Prior Year	10.3	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





Absorption Rate

The percentage of inventory sold per month.

ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence

morian.	
	10%
_	
	5%

	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	-	-	-	-	-	-	-	-	-	-	-	-	2%
Prior Year	10%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	10%	9%	8%	7%	6%	5%	4%	3%	2%	1%	0%	-1%	-2%

Active/Pending/Sold Units

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

Sold	-	-	-	-	-	-	-	-	-	-	-	-	3
	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
	1.00												
	2.00												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.00												
Filters Used	4.00												



New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added 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	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18				May '18	Jun '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-50%	

New Pending Sales Volume

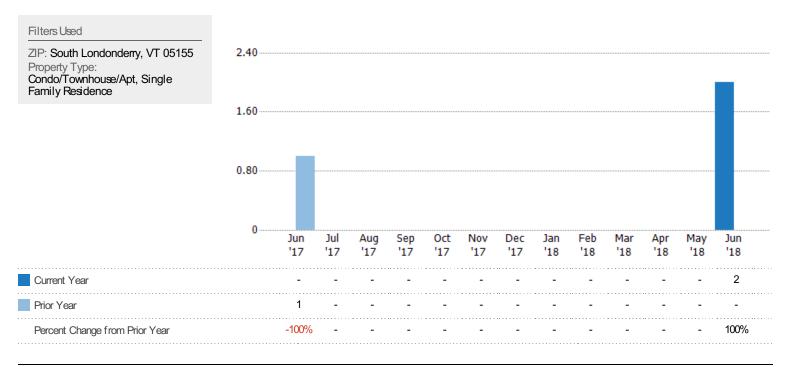
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-19%	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$837K	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$674K	
	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	
	\$220K														
	\$440K														
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$660K														
Filters Used	\$880K ······														



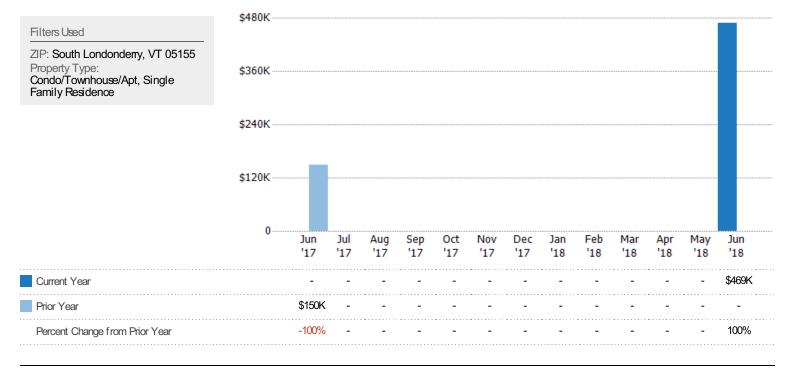
Pending Sales

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



Pending Sales Volume

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.



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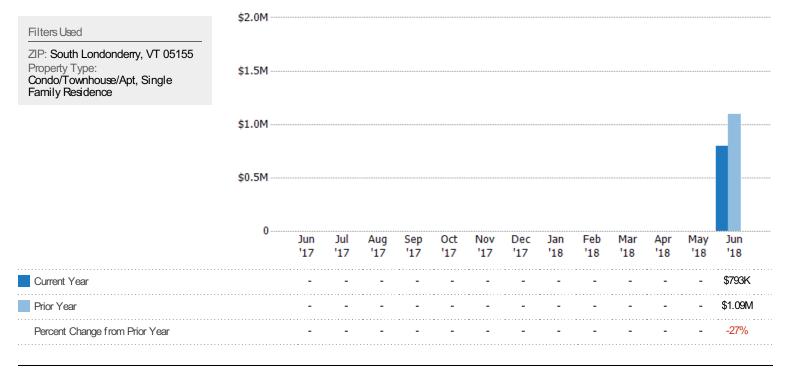
Closed Sales

The total number of single-family, condominium and townhome properties sold 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	Jun	Jul	Δυσ	Con	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
		'17	'17	Aug '17	'17	'17	Nov '17	'17	18	'18	'18	Apr '18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-40%	

Closed Sales Volume

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





Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: South Londonderry, VT 05155 Property Type:	80%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	70%														
ranny headence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	_		_								-			l
		Jun	Jul	Aug	Sep		Nov			Feb	Mar	Apr	May	Jun	
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	100%	1

Average Sales Price

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

	\$400K ······												
Filters Used ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	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	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$218K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%





Median Sales Price

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

7D: South Londondom / VT 05155													
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	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			Aug '17	Sep '17 -	0ct '17	Nov '17 -	Dec '17 -						
Current Year Prior Year			Aug '17 -	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17 -						'18

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	\$300K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	3.1		6	0-1		D		- -L				•
	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
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$283K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$264K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	93%





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	\$400K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0	2.1	•	6	0 +		D		E - L		•		
	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
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$335K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%

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	\$300K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	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
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$283K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%



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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.

	\$400K ······												
Filters Used ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$335K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

