

## 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	Mar 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	1	1	+_	1	1	+_
New Listing Volume	\$649,000	\$1,100,000	-41%	\$649,000	\$1,100,000	-41%
Active Listing Count	29	45	-35.6%	29	45	-35.6%
Active Listing Volume	\$18,686,399	\$21,359,500	-12.5%	\$18,686,399	\$21,359,500	-12.5%
Average Listing Price	\$644,359	\$474,656	+35.8%	\$644,359	\$474,656	+35.8%
Median Listing Price	\$470,000	\$385,000	+22.1%	\$470,000	\$385,000	+22.1%
Median Days in RPR	272	291	-6.5%	272	291	-6.5%
Months of Inventory	_	_	-	7.3	22.5	-67.8%
Absorption Rate	_	_	+_	13.79%	4.44%	+9.3%
Sales Activity Charts Metrics						
New Pending Sales Count	1	_	-	1	_	
New Pending Sales Volume	\$189,500	_	-	\$189,500	_	
Pending Sales Count	5	1	+400%	5	1	+400%
Pending Sales Volume	\$1,741,700	\$189,000	+821.5%	\$1,741,700	\$189,000	+821.5%
Closed Sales Count	1	4	-75%	1	4	-75%
Closed Sales Volume	\$195,000	\$1,625,000	-88%	\$195,000	\$1,625,000	-88%
Average Sales Price	\$195,000	\$406,250	-52%	\$195,000	\$406,250	-52%
Median Sales Price	\$195,000	\$312,500	-37.6%	\$195,000	\$312,500	-37.6%





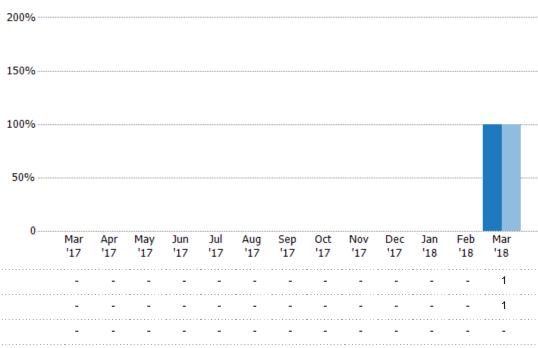


#### **New Listings**

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

Filters Used
ZIP: South Londonderry, VT 05155
Property Type:

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



#### New Listing Volume

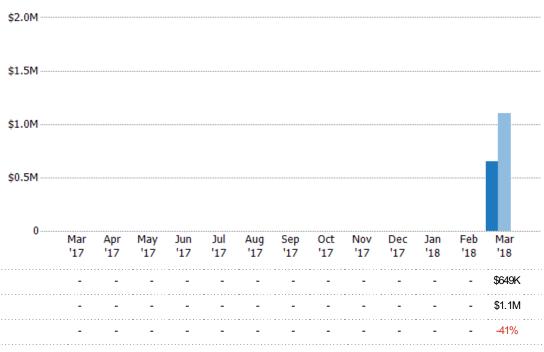
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

Current Year
Prior Year

PriorExtra Year

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





Current Year

Percent Change from Prior Year

Prior Year

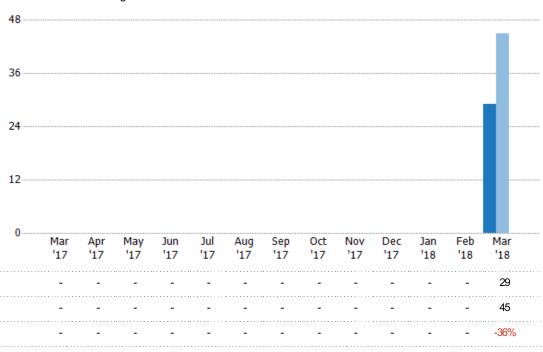




#### **Active Listings**

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

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



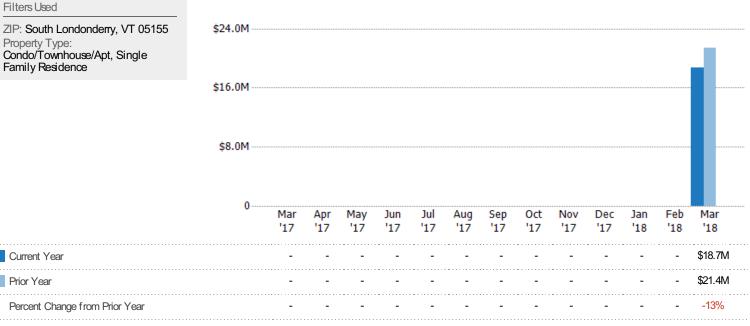
#### **Active Listing Volume**

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.







### **Average Listing Price**

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

Filters Used	\$700K
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K
	\$350K

\$175K

Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
-	-	- -	-	-	-	-	-	-	-		- -	\$644K
-	-	-	-	-	-	-	-	-	-	-	-	\$475K
-	-	-	-	-	-	-	-	- -	-	-	-	36%

### **Median Listing Price**

Percent Change from Prior Year

Current Year
Prior Year

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

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

0 Mar '17	Apr '17	May '17	Jun '17 -	Jul '17 -	'17	'17 -	'17 -	'17 -	'17 -	Jan '18	Feb '18	Mar '18 \$470k
Mar		May '17	Jun '17	Jul '17	'17	'17	'17	'17	'17	'18		
0												
\$125K												
\$250K												
\$373K												
¢275V												



Current Year
Prior Year

Percent Change from Prior Year





#### 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	\$700K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
	\$350K												
	\$175K												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	-	- -	-	-	-	-	-	-	-	-	-	-	\$411K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$644K
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

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

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,						
Ç	 	 		 	 	 ••••••
_			Aug '17			Feb



Median Est Value

Median Listing Price

Med Listing Price as a  $\%\,\mathrm{of}\,$  Med Est Value





### 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.

Percent Change from Prior Year	-	-	_	_	-	_	-	-	-	-	-	-	-7%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	291
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	272
	Mar '17		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	75												
	150												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
Filters Used													

### Months of Inventory

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

20												
10												
•		Mav						Nov '17			Feb '18	Mar
Mar '17	'17	'17	'17	'17	'17	'17	17	1/	1/	10	10	'18
Mar '17 -	'17 -	'17 -			'17 -					-	-	14.5
Mar '17 -	'17 -	'17 - -								-	- -	14.5



Current Year
Prior Year

Percent Change from Prior Year





### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

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

10%
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5%

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

### Active/Pending/Sold Units

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

15

Filters Used

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

3	30
2	3

0												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-			29
-	-	-	-	-	-	-			-	-	-	5
-	-	-	-	-	-	-	-	-	-	-	-	1



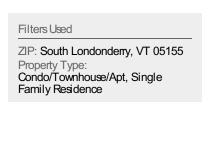
Active
Pending
Sold

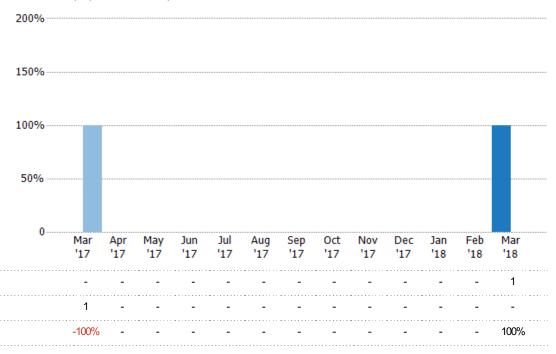




#### **New Pending Sales**

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



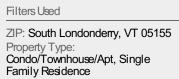


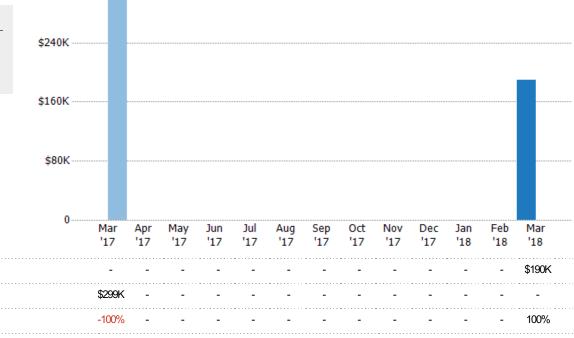
### New Pending Sales Volume

Percent Change from Prior Year

Current Year
Prior Year

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





Current Year

Percent Change from Prior Year

Prior Year





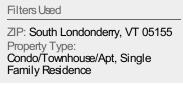
#### **Pending Sales**

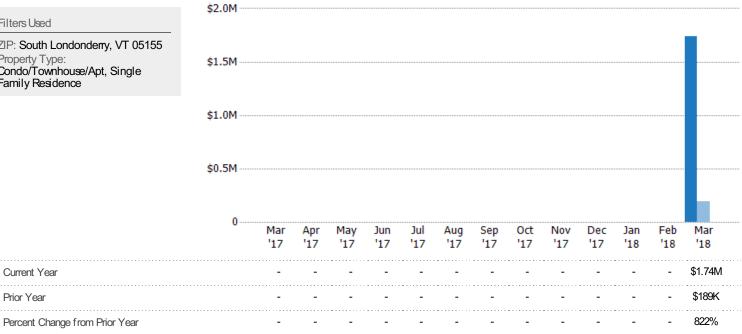
The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



### Pending Sales Volume

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.





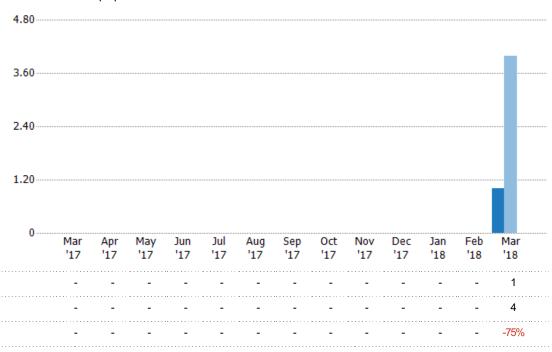




#### **Closed Sales**

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

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



#### **Closed Sales Volume**

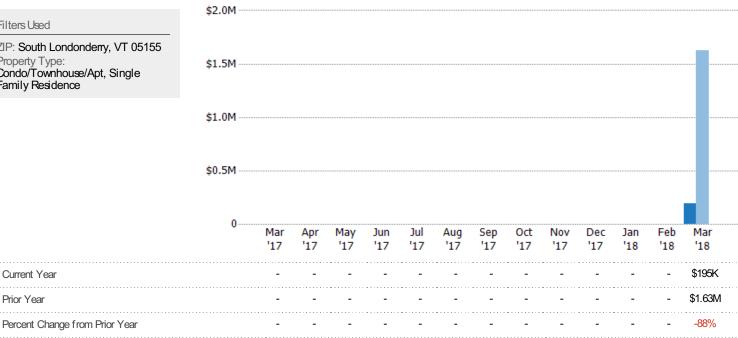
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Prior Year



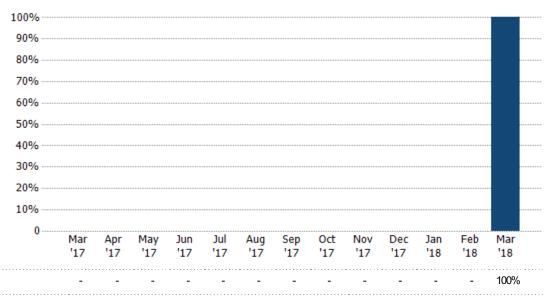


### Closed Sales by Property Type

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



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



#### **Average Sales Price**

Condo/Townhouse

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

Filters Used

ZIP: South Londonderry, VT 05155

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

\$700K \$525K \$350K \$175K Apr May Jun Aug Sep 0ct Feb Mar '17 '17 '17 '17 '17 '17 '17 '18 '18 \$195K \$406K



Current Year
Prior Year

Percent Change from Prior Year



\$313K



### Market Data Report

#### Median Sales Price

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

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

	Apr '17						
0		 	 	 		 	
175K		 	 	 	 	 	
350K		 	 	 	 	 	
525K		 	 	 	 	 	
525K			 	 			

#### 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

Current Year

Prior Year

ZIP: South Londonderry, VT 05155 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	 										
0	 	Jun '17 -	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18



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

JUK								
50K	 	 	 	 				
00K	 	 	 	 				
50K	 	 	 	 				
0	 	 	 	 			Feb	 Mar
0	 	 		 Nov '17		Jan '18	Feb '18	Mar '18
0	 	 	 	 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18

#### 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

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

\$150K	 										
\$100K	 										
\$50K	 										
0				Aug						Feb	
0		Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
0	 May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18
0	 May '17	Jun '17 -	Jul '17 -	Aug '17	Sep '17 -	0ct '17 -	Nov '17 - -	Dec '17	Jan '18 -	Feb '18 -	Mar '18 \$0 \$199k



Avg Est Value

Avg Sales Price





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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

150K	 		 			 			
100K	 		 			 			
¢50K									
\$50K			 			 			
0	 		 			 			
0			 			 			
0 Mar	 		 			 		Feb	Mar
0 Mar	 	Jun '17 -	 	Sep '17	0ct '17	 Dec '17	Jan '18	Feb	Mar '18



