

# Summary of Key Listing and Sales Metrics

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

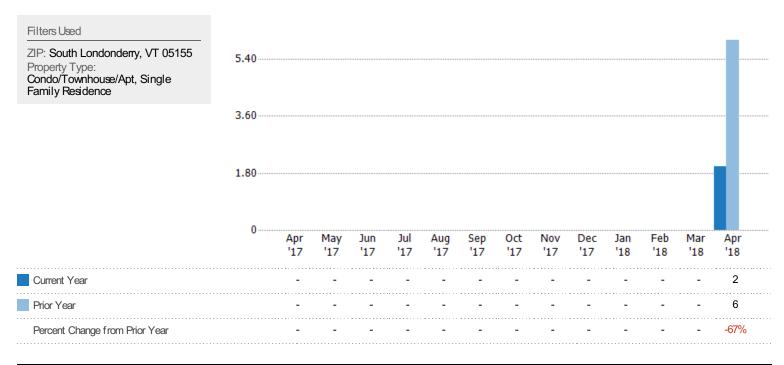
+/-	YTD 2017	YTD 2018	+/-	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
-66.7%	6	2	-66.7%	6	2	New Listing Count
-88.5%	\$3,156,900	\$363,500	-88.5%	\$3,156,900	\$363,500	New Listing Volume
-42.2%	45	26	-42.2%	45	26	Active Listing Count
-21.7%	\$21,695,400	\$16,991,899	-21.7%	\$21,695,400	\$16,991,899	Active Listing Volume
+35.6%	\$482,120	\$653,535	+35.6%	\$482,120	\$653,535	Average Listing Price
+21.4%	\$399,000	\$484,250	+21.4%	\$399,000	\$484,250	Median Listing Price
-29.2%	252	178.5	-29.2%	252	178.5	Median Daysin RPR
-42.2%	45	26	-	_	_	Months of Inventory
+1.6%	2.22%	3.85%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+	1	1	+	1	1	New Pending Sales Count
+274.5%	\$239,000	\$895,000	+274.5%	\$239,000	\$895,000	New Pending Sales Volume
_	_	1	-	_	1	Pending Sales Count
_	_	\$239,000	-	_	\$239,000	Pending Sales Volume
+300%	1	4	+300%	1	4	Closed Sales Count
+827.9%	\$175,000	\$1,623,860	+827.9%	\$175,000	\$1,623,860	Closed Sales Volume
+132%	\$175,000	\$405,965	+132%	\$175,000	\$405,965	Average Sales Price
+86.8%	\$175,000	\$326,930	+86.8%	\$175,000	\$326,930	Median Sales Price





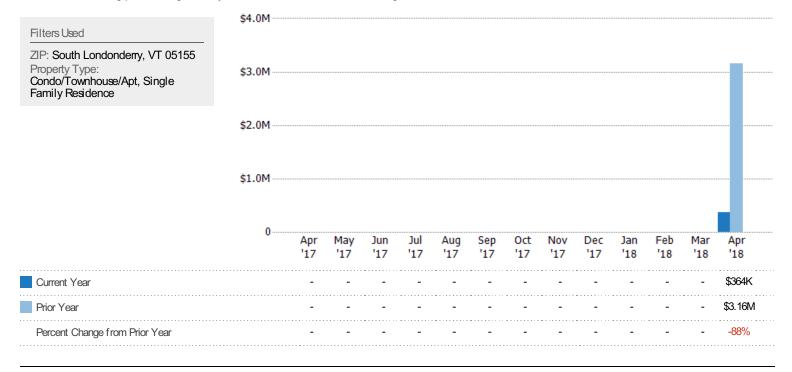
### New Listings

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.



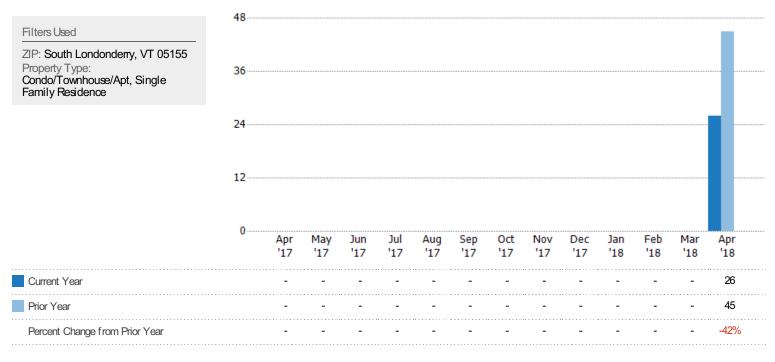


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## Active Listings

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.

Filters Used														
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
	\$16.0M													
	\$8.0M ······													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$17M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$21.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%





#### **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 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$654K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$482K
Percent Change from Prior Year													
	-	-	-	-	-	-	-	-	-	-	-	-	36%

#### Median Listing Price

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

Filters Used	\$500K ······												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$484K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$399K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%

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# 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												
	\$350K												
	\$175K											,	
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$383K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$654K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	171%

### 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/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Apr	May	Jun	Jul	Aug	Sep	Oct		Dec		Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$356K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$484K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	136%





#### 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	••				_	~ .		-		- 1		
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	179
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	252
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-29%

## Months of Inventory

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

Prior Year													
	_	-	-	-	-	-	-	-	-	-	-	-	11.3
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	26
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	10												
	20												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
Filters Used													







### Absorption Rate

The percentage of inventory sold per month.

Fil	Iters	Used

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

10%
5%

	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
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 Londondery, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0												
	Apr	May	Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	26
Sold	-	-	-	-	-	-	-	-	-	-	-	-	4



## New Pending Sales

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

	480%													
Filters Used														
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	360%													
	240%													
	1200/													
	120%													
	0	Apr	May	Jun	Jul	Aua			Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	Jun '17	Jul '17	'17	Sep '17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1
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.

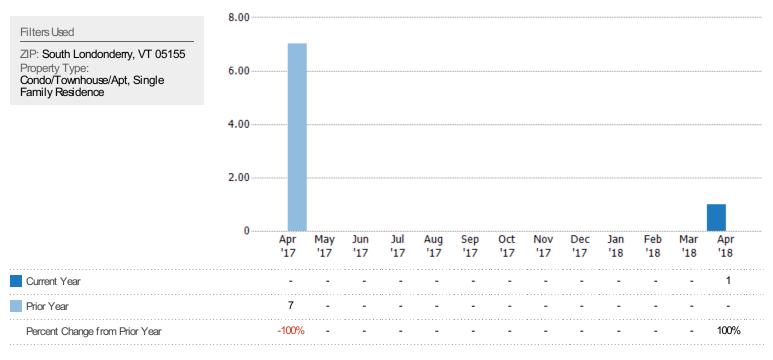
Filters Used														
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
	\$1.6M													
	\$0.8M													
	0	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$895K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$239K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	274%





# **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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9 of 14



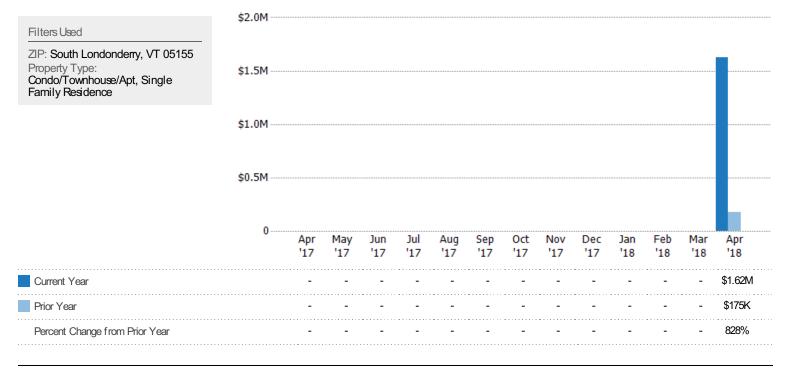
## **Closed Sales**

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													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	300%

# **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%														
ZIP: South Londonderry, VT 05155 Property Type:	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Apr	May	Jun	Jul	Aug		0ct	Nov	Dec	Jan	Feb	Mar	Apr	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	75%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	25%	

# Average Sales Price

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

	\$500K												
Filters Used													
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-		-	-	-	-	-	-	-	-	-	\$406K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	132%

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#### Median Sales Price

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

Filters Used	\$400K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$327k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$175K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	87%

# 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	\$500K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0										_		
	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$431K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$406K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%





# Median Sales Price vs Median Listing Price

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

	\$400K ······												
Filters Used													
ZIP: South Londonderry, VT 05155													
Property Type: Condo/Townhouse/Ant. Single	\$300K ······												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	\$200K												
	\$100K												
	\$100K												
	0	Mov	lun	Tul	Aug	Con	0ct	Nov	Dec	120	Feb	Mar	Apr
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	'17	17	'17	Jan '18	'18	18	Apr '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$344K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%

#### 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.

	\$500K ······												
Filters Used													
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$147K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$431K
Avg Sales Price as a % of Avg Est Value		-				-	-	-	-	-	-	-	293%





# 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	\$400K												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$147K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$344K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	234%

