

## Summary of Key Listing and Sales Metrics

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

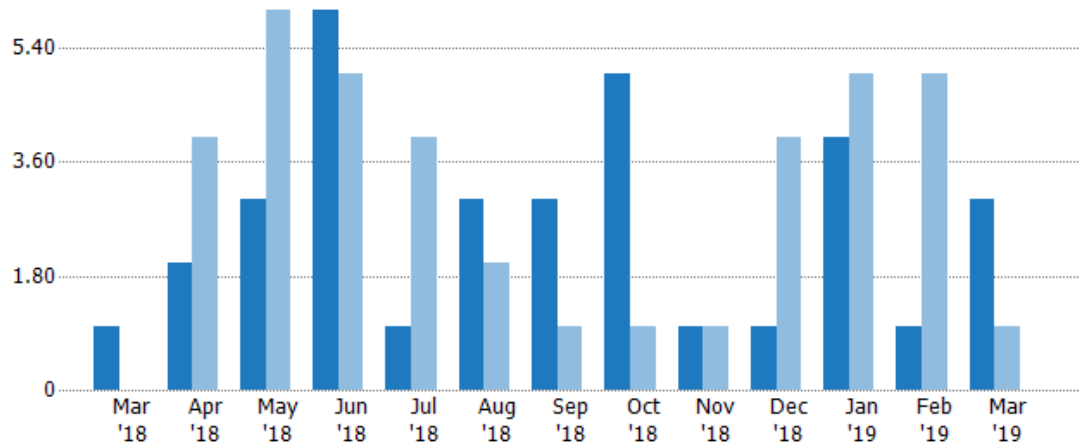
Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	1	+200%	8	11	-27.3%
New Listing Volume	\$760,000	\$649,000	+17.1%	\$3,269,000	\$5,126,499	-36.2%
Active Listing Count	24	28	-14.3%	N/A	N/A	
Active Listing Volume	\$13,246,500	\$16,823,499	-21.3%	N/A	N/A	
Average Listing Price	\$551,938	\$600,839	-8.1%	\$554,220	\$580,371	-4.5%
Median Listing Price	\$462,500	\$473,500	-2.3%	\$461,600	\$441,094	+4.6%
Median Days in RPR	179.5	280.5	-36%	185	254.25	-27.2%
Months of Inventory	24	14	+71.4%	18.8	10.6	+76.5%
Absorption Rate	4.17%	7.14%	-3%	5.33%	9.41%	-4.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	1	+200%	5	6	-16.7%
New Pending Sales Volume	\$1,395,000	\$189,500	+636.1%	\$1,920,000	\$2,166,500	-11.4%
Pending Sales Count	4	3	+33.3%	N/A	N/A	
Pending Sales Volume	\$1,975,000	\$827,500	+138.7%	N/A	N/A	
Closed Sales Count	1	1	+/-	3	4	-25%
Closed Sales Volume	\$280,000	\$195,000	+43.6%	\$1,220,000	\$1,890,000	-35.4%
Average Sales Price	\$280,000	\$195,000	+43.6%	\$406,667	\$472,500	-13.9%
Median Sales Price	\$280,000	\$195,000	+43.6%	\$406,667	\$472,500	-13.9%

## New Listings

The number of new residential listings that were added each month.

### Filters Used

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



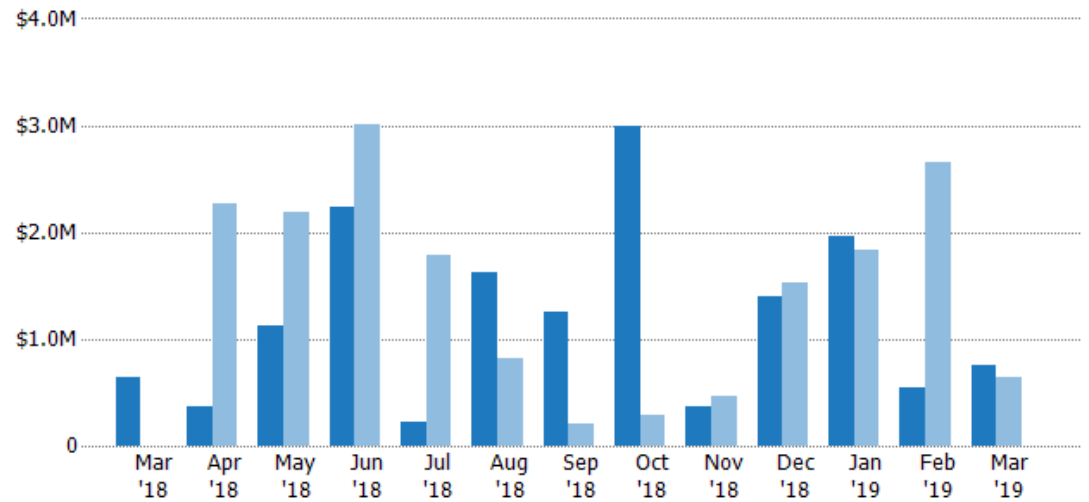
Current Year	1	2	3	6	1	3	3	5	1	1	4	1	3
Prior Year	-	4	6	5	4	2	1	1	1	4	5	5	1
Percent Change from Prior Year	100%	-50%	-50%	20%	-75%	50%	200%	400%	0%	-75%	-20%	-80%	200%

## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

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



Current Year	\$649K	\$364K	\$1.12M	\$2.24M	\$225K	\$1.62M	\$1.26M	\$3M	\$375K	\$1.4M	\$1.96M	\$550K	\$760K
Prior Year	-	\$2.26M	\$2.18M	\$3M	\$1.79M	\$824K	\$199K	\$289K	\$460K	\$1.53M	\$1.83M	\$2.65M	\$649K
Percent Change from Prior Year	100%	-84%	-49%	-25%	-87%	96%	533%	937%	-19%	-9%	7%	-79%	17%

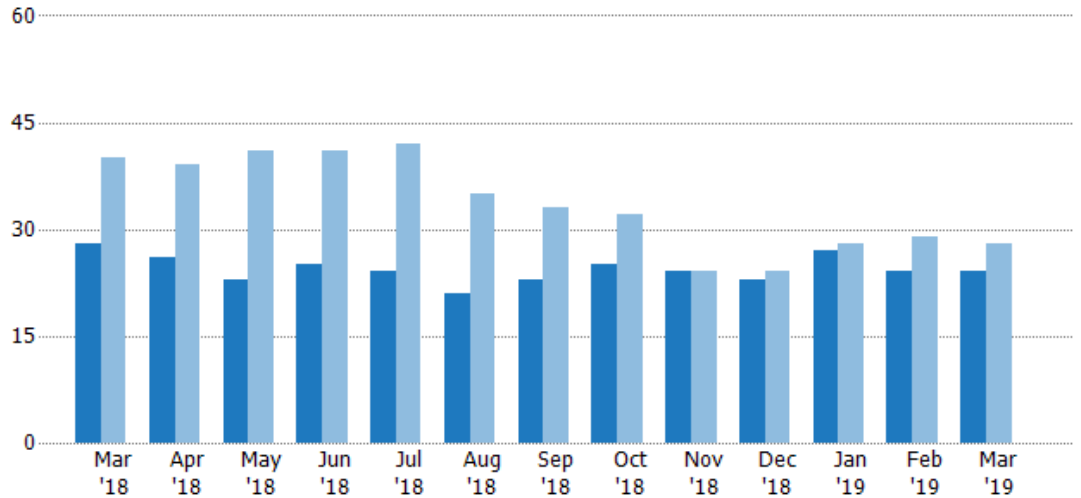
## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	24	-14.3%
Mar '18	28	-30%
Mar '17	40	35%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	28	26	23	25	24	21	23	25	24	23	27	24	24
Prior Year	40	39	41	41	42	35	33	32	24	24	28	29	28
Percent Change from Prior Year	-30%	-33%	-44%	-39%	-43%	-40%	-30%	-22%	0%	-4%	-4%	-17%	-14%

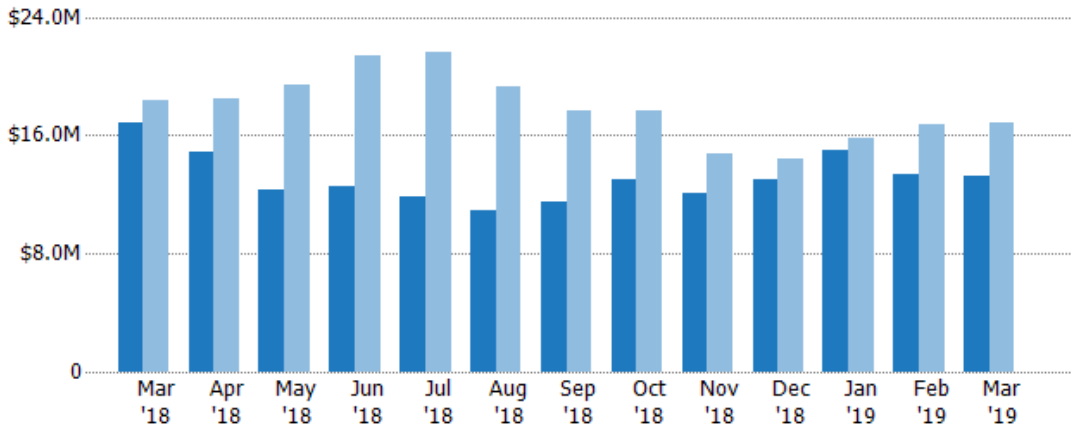
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Mar '19	\$13.2M	-21.3%
Mar '18	\$16.8M	-8.1%
Mar '17	\$18.3M	47.3%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$16.8M	\$14.8M	\$12.3M	\$12.6M	\$11.9M	\$10.9M	\$11.5M	\$13M	\$12.1M	\$13M	\$14.9M	\$13.4M	\$13.2M
Prior Year	\$18.3M	\$18.4M	\$19.4M	\$21.3M	\$21.6M	\$19.3M	\$17.7M	\$17.7M	\$14.8M	\$14.4M	\$15.7M	\$16.8M	\$16.8M
Percent Change from Prior Year	-8%	-20%	-37%	-41%	-45%	-44%	-35%	-27%	-19%	-10%	-5%	-20%	-21%

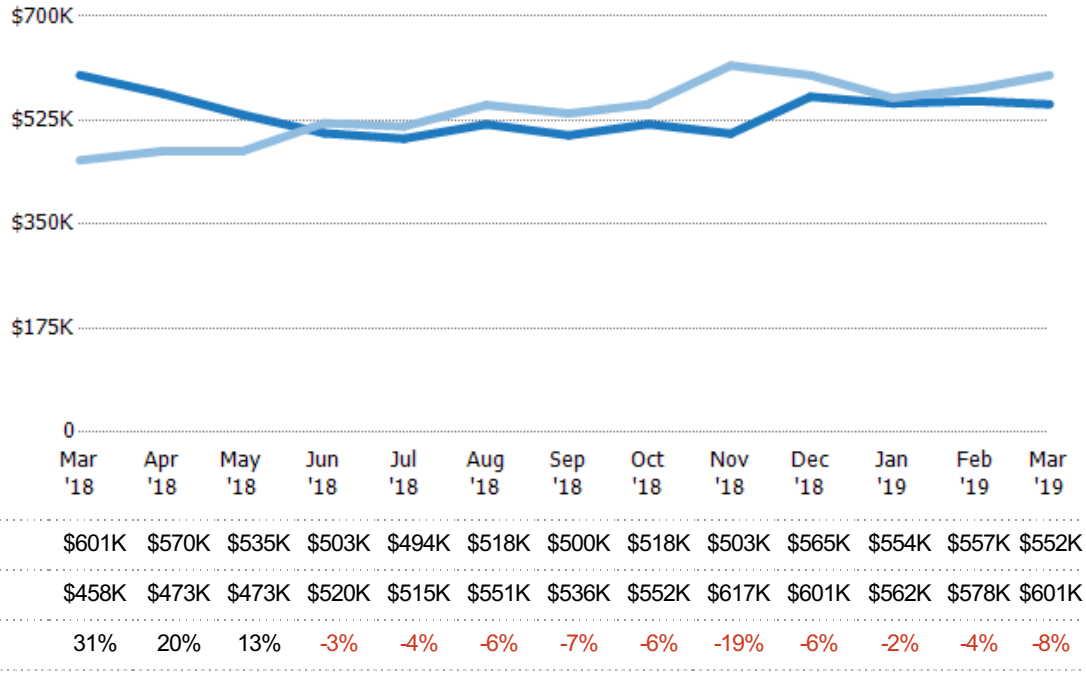
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

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

Month/Year	Price	% Chg.
Mar '19	\$552K	-8.1%
Mar '18	\$601K	31.3%
Mar '17	\$458K	9.1%



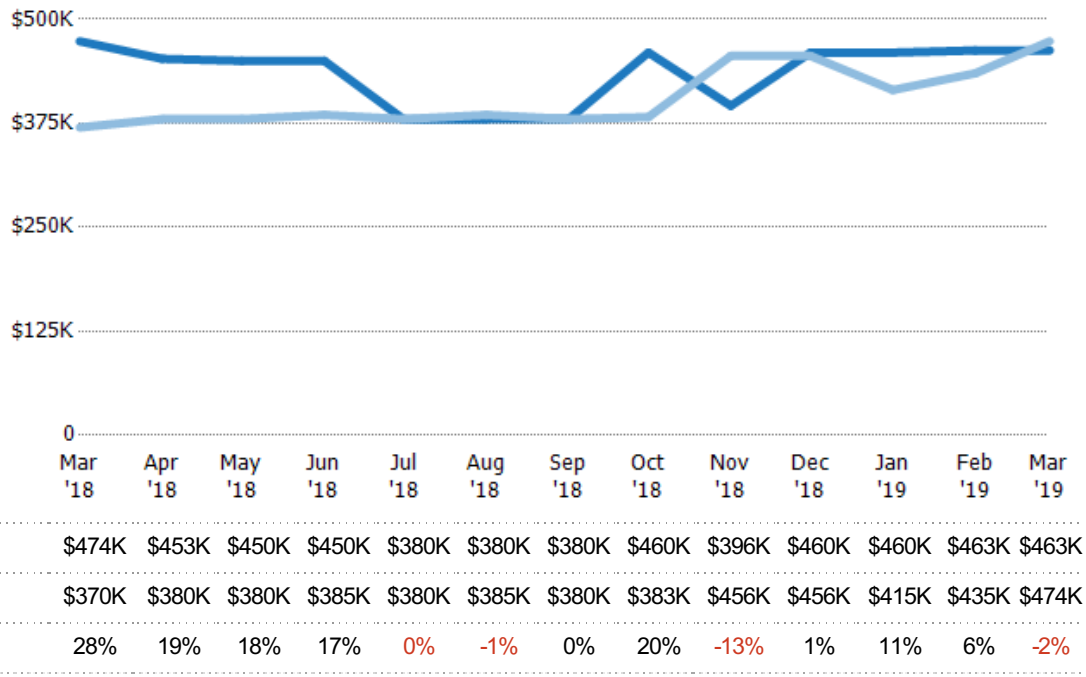
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

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

Month/Year	Price	% Chg.
Mar '19	\$463K	-2.3%
Mar '18	\$474K	28%
Mar '17	\$370K	3.4%

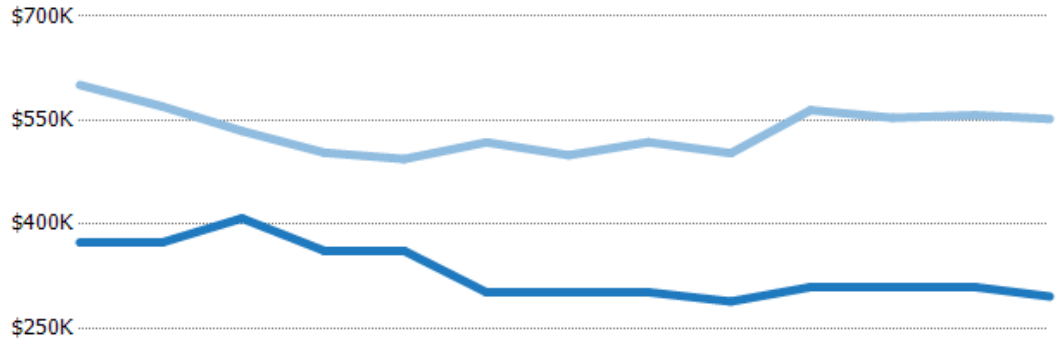


## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

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



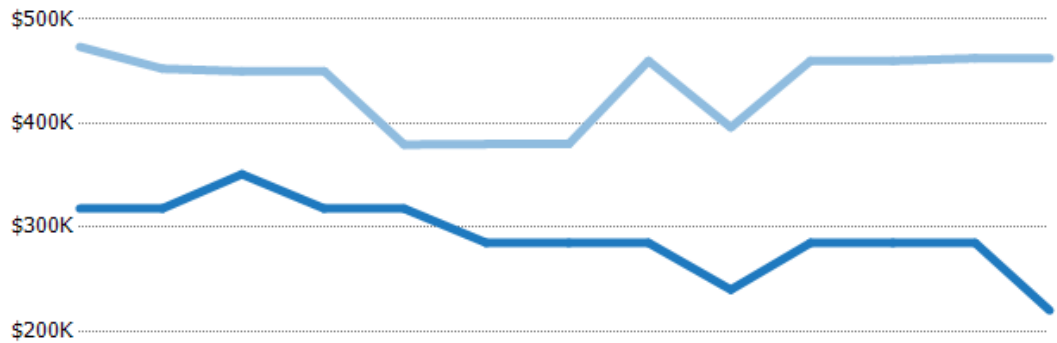
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$374K	\$374K	\$409K	\$362K	\$362K	\$302K	\$302K	\$302K	\$289K	\$309K	\$309K	\$309K	\$296K
Avg Listing Price	\$601K	\$570K	\$535K	\$503K	\$494K	\$518K	\$500K	\$518K	\$503K	\$565K	\$554K	\$557K	\$552K
Avg Listing Price as a % of Avg Est Value	161%	152%	131%	139%	137%	172%	165%	172%	174%	182%	179%	180%	187%

## 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.

### Filters Used

ZIP: South Londonderry, VT 05155  
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	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$318K	\$318K	\$351K	\$318K	\$318K	\$285K	\$285K	\$285K	\$240K	\$285K	\$285K	\$285K	\$220K
Median Listing Price	\$474K	\$453K	\$450K	\$450K	\$380K	\$380K	\$380K	\$460K	\$396K	\$460K	\$460K	\$463K	\$463K
Med Listing Price as a % of Med Est Value	149%	142%	128%	142%	119%	133%	133%	161%	165%	161%	161%	162%	210%

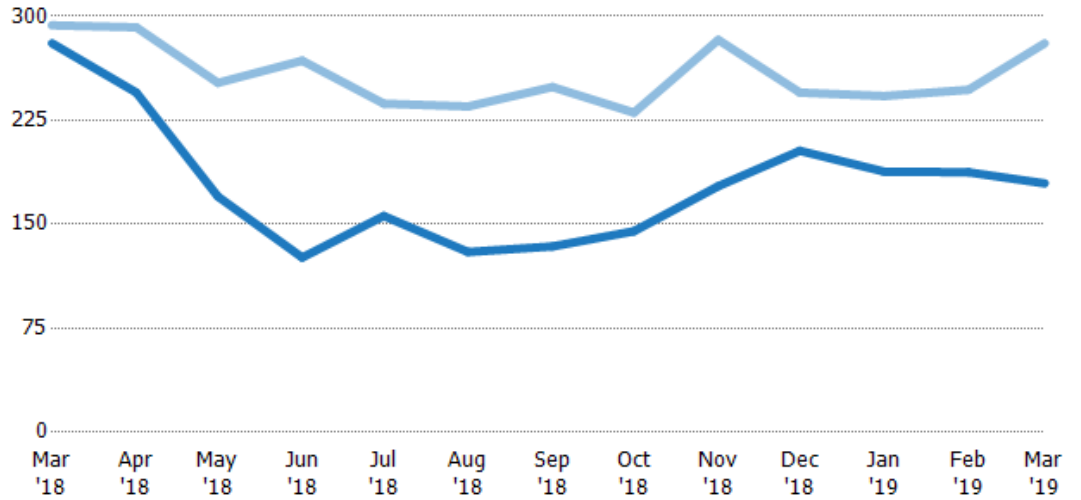
## Median Days in RPR

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

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

Month/Year	Days	% Chg.
Mar '19	180	-36%
Mar '18	281	-4.4%
Mar '17	294	-68.5%



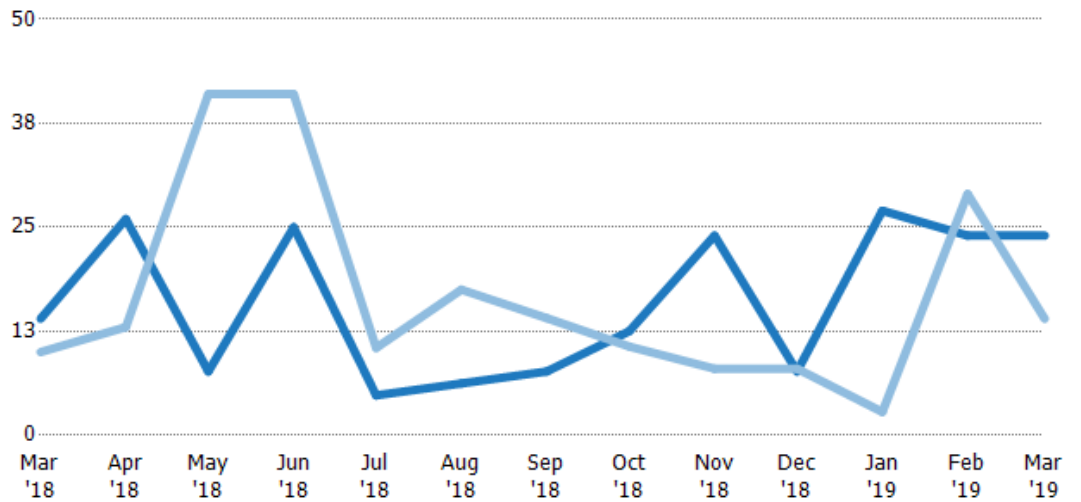
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	281	245	170	126	156	130	134	145	178	203	188	188	180
Prior Year	294	292	252	268	237	235	249	231	283	245	243	247	281
Percent Change from Prior Year	-4%	-16%	-33%	-53%	-34%	-45%	-46%	-37%	-37%	-17%	-22%	-24%	-36%

## Months of Inventory

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

### Filters Used

ZIP: South Londondery, VT 05155  
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 Family Residence



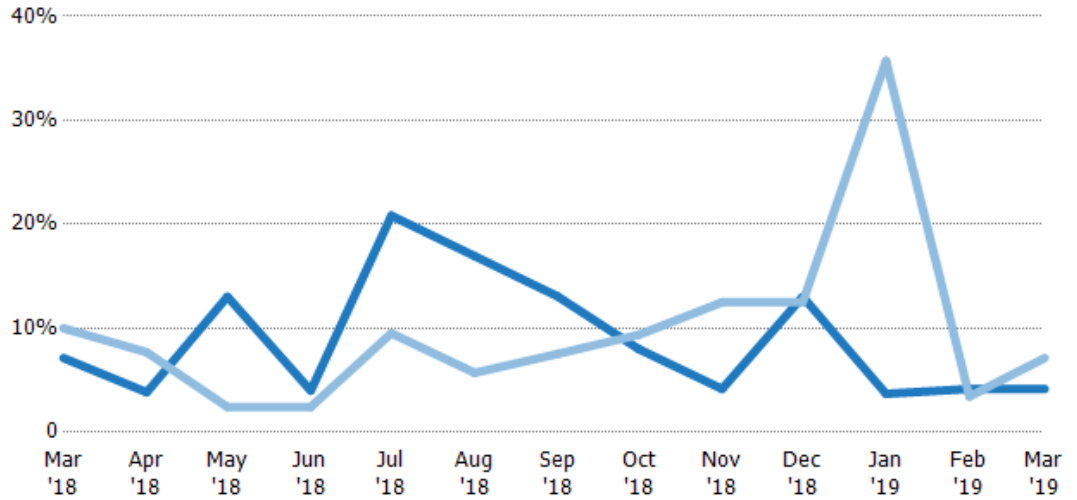
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	14	26	7.67	25	4.8	6.23	7.67	12.5	24	7.67	27	24	24
Prior Year	10	13	41	41	10.5	17.5	14.1	10.7	8	8	2.8	29	14
Percent Change from Prior Year	40%	100%	-81%	-39%	-54%	-100%	100%	17%	200%	-4%	864%	-17%	71%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: South Londonderry, VT 05155  
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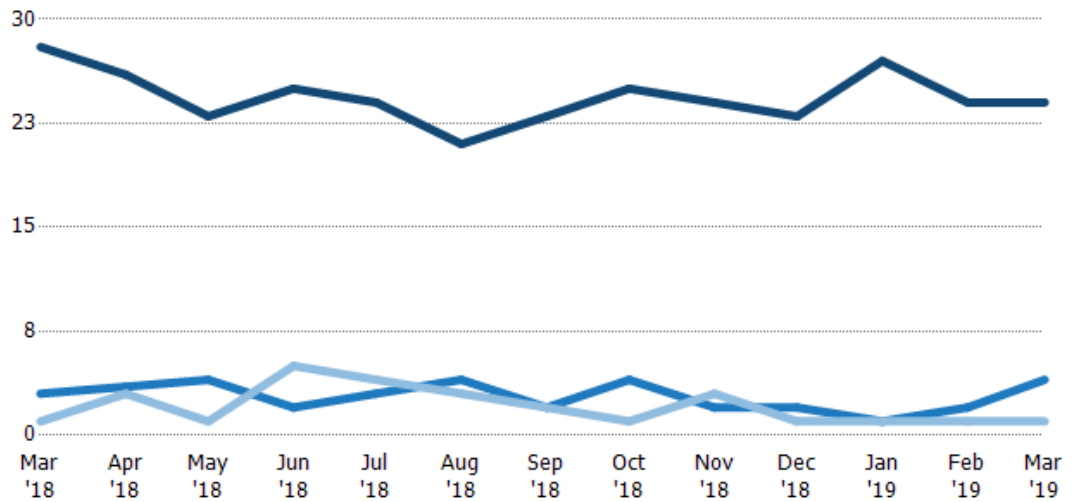
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	7%	4%	13%	4%	21%	17%	13%	8%	4%	13%	4%	4%	4%
Prior Year	10%	8%	2%	2%	10%	6%	8%	9%	13%	13%	36%	3%	7%
Change from Prior Year	3%	4%	-11%	-2%	-11%	6%	-13%	1%	8%	-1%	32%	-1%	3%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

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 Family Residence



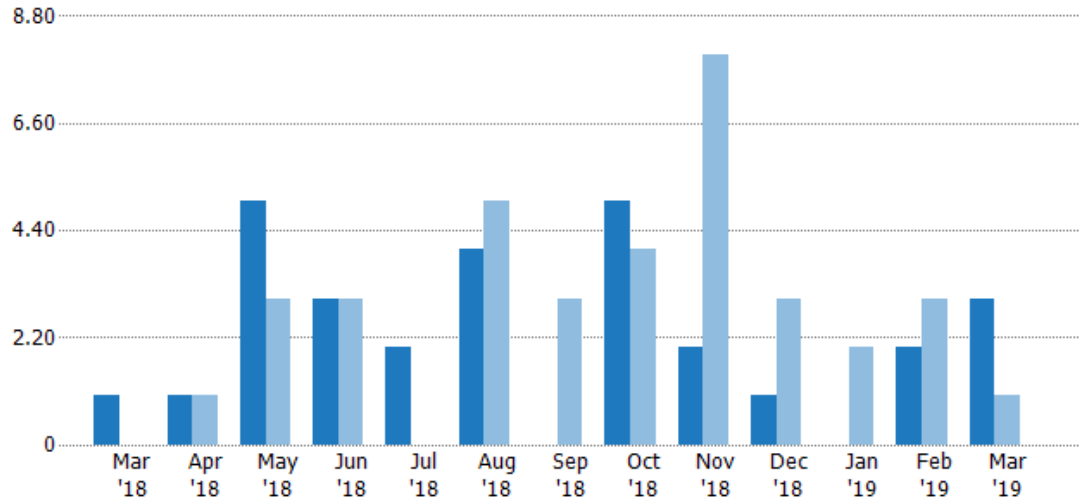
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	28	26	23	25	24	21	23	25	24	23	27	24	24
Pending	3	3.5	4	2	3	4	2	4	2	2	1	2	4
Sold	1	3	1	5	4	3	2	1	3	1	1	1	1

## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

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



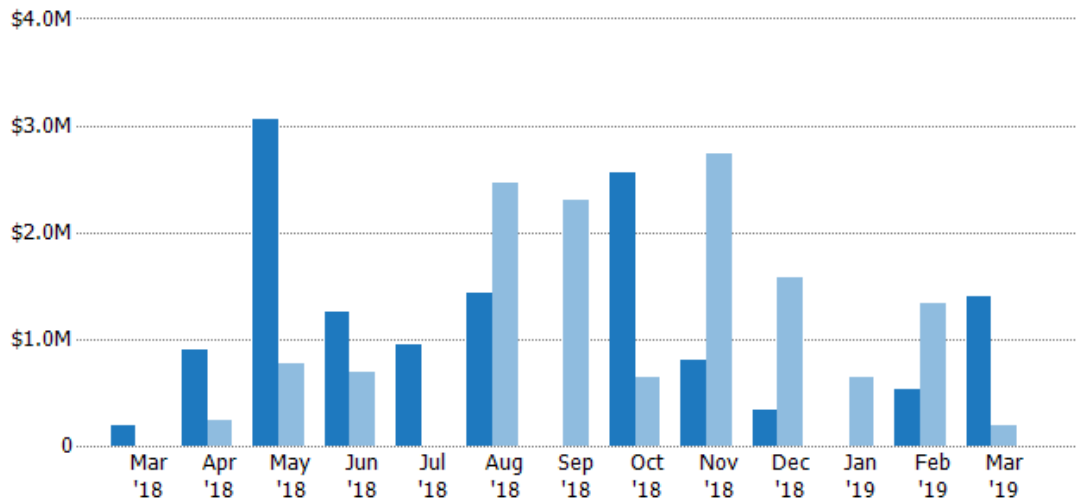
Current Year	1	1	5	3	2	4	-	5	2	1	-	2	3
Prior Year	-	1	3	3	-	5	3	4	8	3	2	3	1
Percent Change from Prior Year	100%	0%	67%	0%	100%	-20%	-100%	25%	-75%	-67%	-100%	-33%	200%

## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

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



Current Year	\$190K	\$895K	\$3.05M	\$1.25M	\$949K	\$1.43M	-	\$2.55M	\$805K	\$330K	-	\$525K	\$1.4M
Prior Year	-	\$239K	\$774K	\$687K	-	\$2.46M	\$2.3M	\$642K	\$2.73M	\$1.58M	\$638K	\$1.34M	\$190K
Percent Change from Prior Year	100%	274%	294%	82%	100%	-42%	-100%	298%	-71%	-79%	-100%	-61%	636%

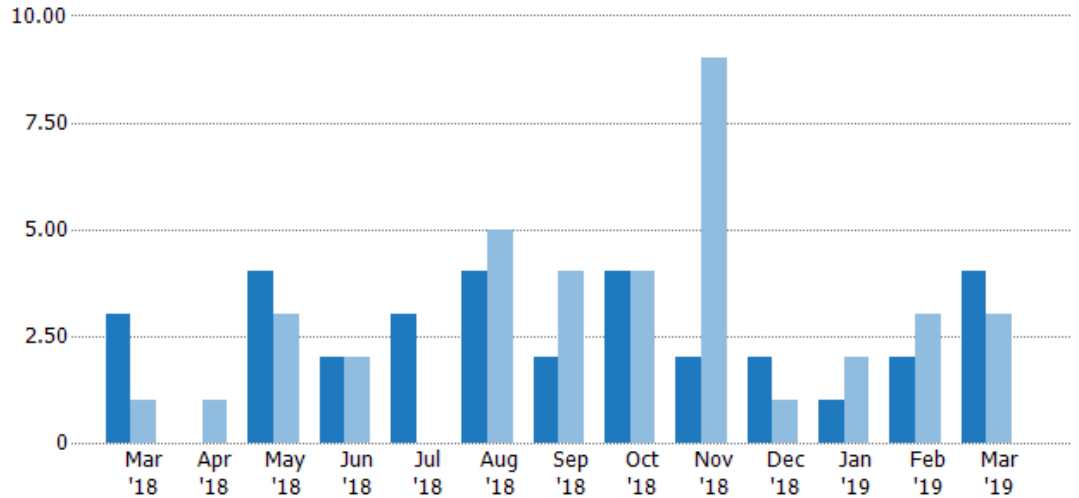


## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

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



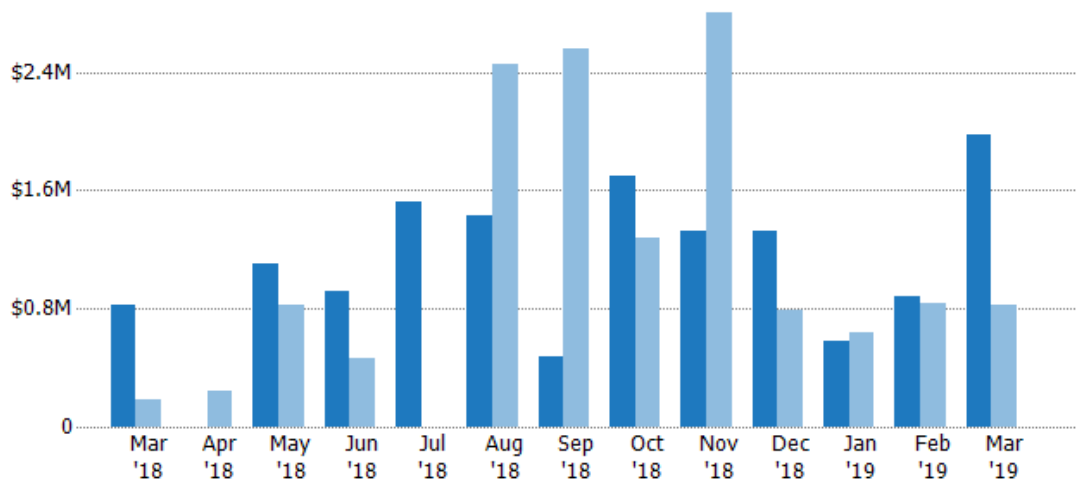
Current Year	3	-	4	2	3	4	2	4	2	2	1	2	4
Prior Year	1	1	3	2	-	5	4	4	9	1	2	3	3
Percent Change from Prior Year	200%	-100%	33%	0%	100%	-20%	-50%	0%	-78%	100%	-50%	-33%	33%

## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

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



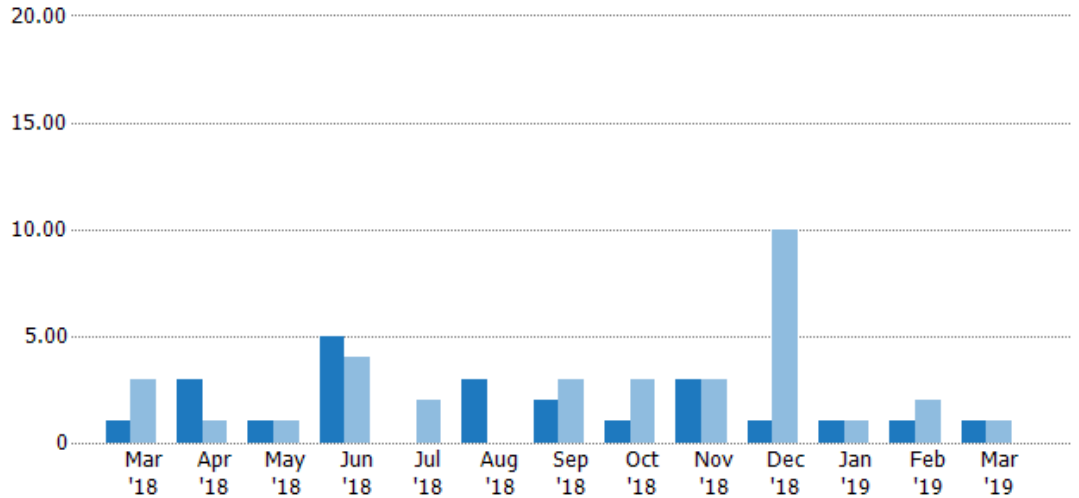
Current Year	\$828K	-	\$1.1M	\$918K	\$1.53M	\$1.43M	\$474K	\$1.7M	\$1.33M	\$1.33M	\$580K	\$880K	\$1.98M
Prior Year	\$189K	\$239K	\$824K	\$469K	-	\$2.46M	\$2.56M	\$1.28M	\$2.8M	\$795K	\$638K	\$837K	\$828K
Percent Change from Prior Year	338%	-100%	34%	96%	100%	-42%	-81%	32%	-52%	67%	-9%	5%	139%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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



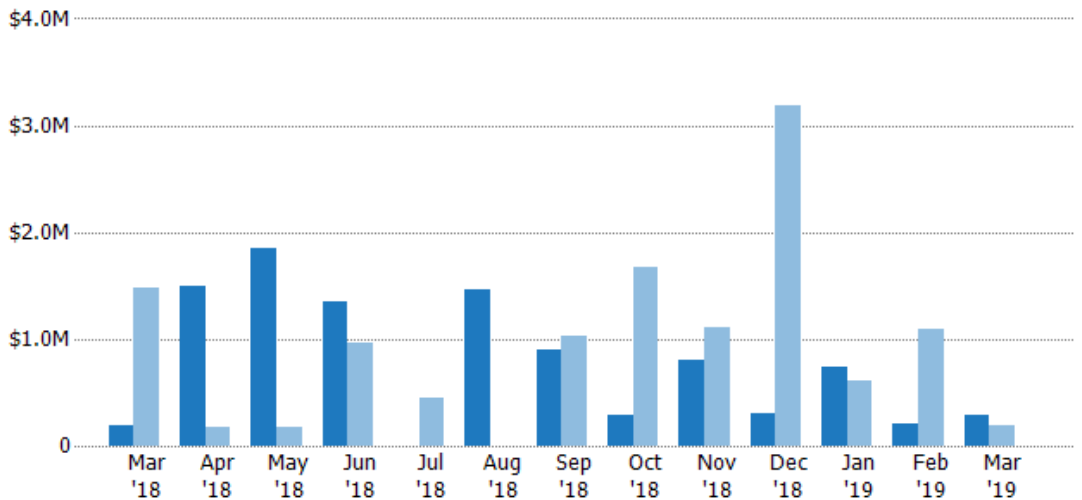
Current Year	1	3	1	5	-	3	2	1	3	1	1	1
Prior Year	3	1	1	4	2	-	3	3	3	10	1	2
Percent Change from Prior Year	-67%	200%	0%	25%	-100%	100%	-33%	-67%	0%	-90%	0%	-50%

## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

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



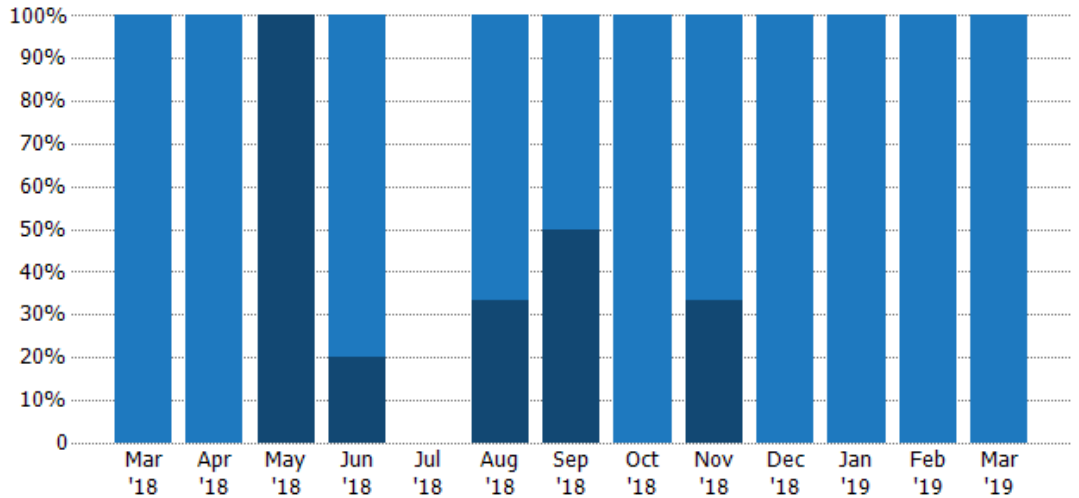
Current Year	\$195K	\$1.49M	\$1.85M	\$1.35M	-	\$1.46M	\$905K	\$290K	\$804K	\$305K	\$730K	\$210K	\$280K
Prior Year	\$1.48M	\$175K	\$180K	\$972K	\$444K	-	\$1.04M	\$1.67M	\$1.11M	\$3.19M	\$605K	\$1.09M	\$195K
Percent Change from Prior Year	-87%	754%	928%	39%	-100%	100%	-13%	-83%	-28%	-90%	21%	-81%	44%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

**Filters Used**

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



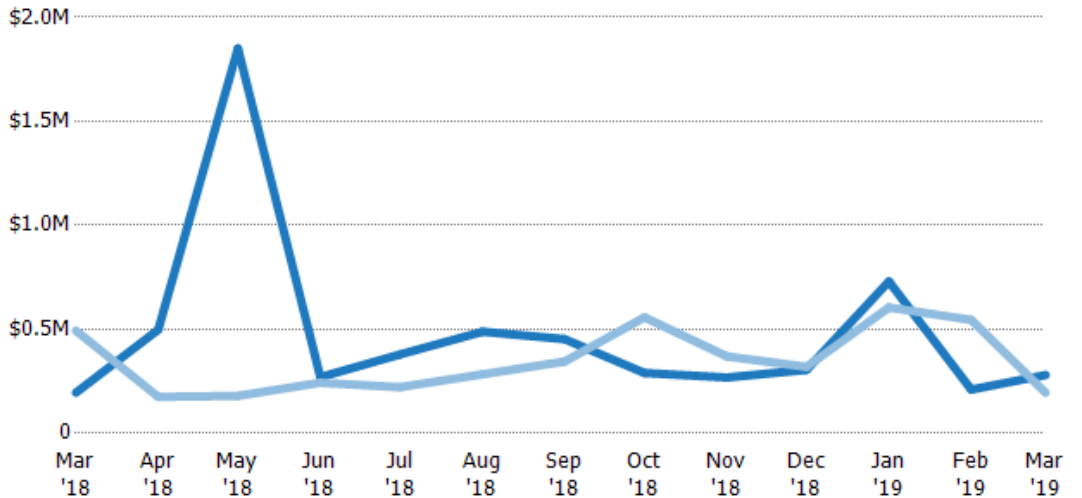
Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Condo/Townhouse	100%	100%	-	80%	-	67%	50%	100%	67%	100%	100%	100%	100%
Single Family Residence	-	-	100%	20%	-	33%	50%	-	33%	-	-	-	-

## Average Sales Price

The average sales price of the residential properties sold each month.

**Filters Used**

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



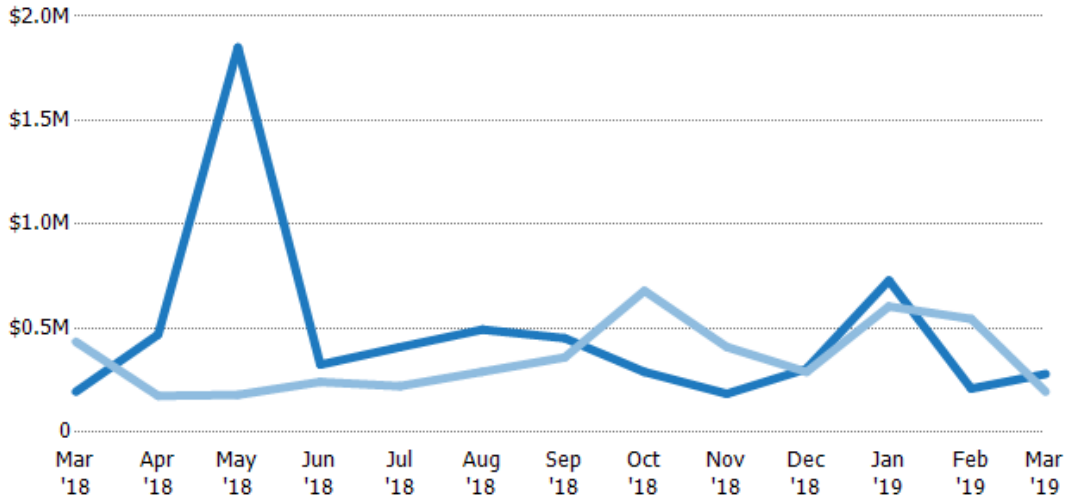
Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$195K	\$498K	\$1.85M	\$270K	\$379K	\$488K	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K
Prior Year	\$493K	\$175K	\$180K	\$243K	\$222K	\$283K	\$345K	\$558K	\$370K	\$319K	\$605K	\$545K	\$195K
Percent Change from Prior Year	-60%	185%	928%	11%	-100%	100%	31%	-48%	-28%	-4%	21%	-61%	44%

## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

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



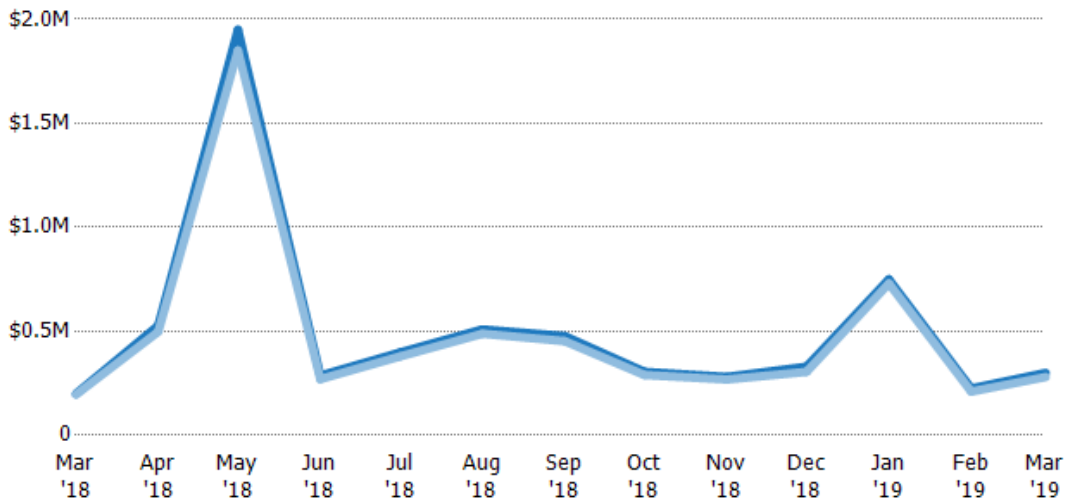
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$195K	\$470K	\$1.85M	\$325K	\$409K	\$494K	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K
Prior Year	\$435K	\$175K	\$180K	\$242K	\$222K	\$291K	\$360K	\$680K	\$410K	\$290K	\$605K	\$545K	\$195K
Percent Change from Prior Year	-55%	169%	928%	34%	-100%	100%	26%	-57%	-55%	5%	21%	-61%	44%

## 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

ZIP: South Londonderry, VT 05155  
 Property Type:  
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 Family Residence



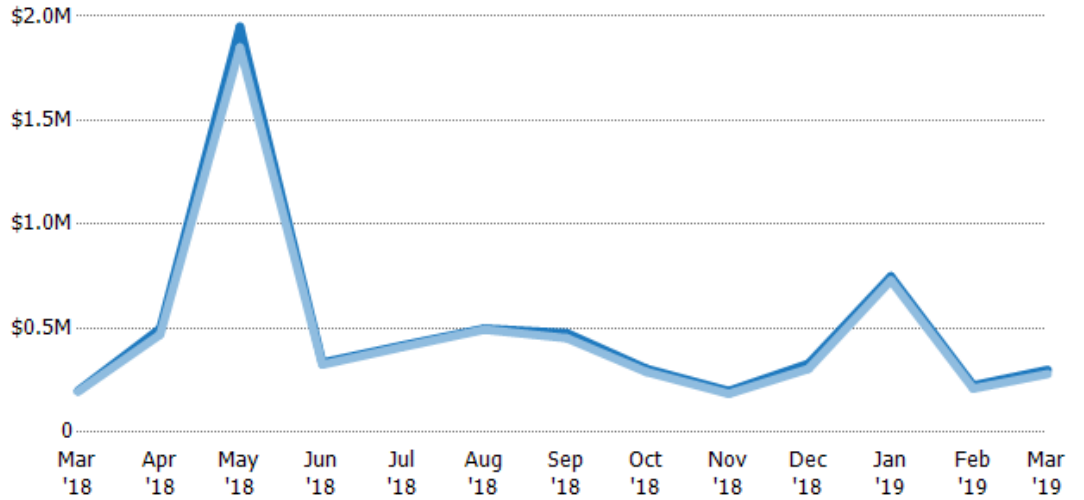
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg List Price	\$199K	\$528K	\$1.95M	\$287K	\$398K	\$509K	\$477K	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K
Avg Sales Price	\$195K	\$498K	\$1.85M	\$270K	\$379K	\$488K	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K
Avg Sales Price as a % of Avg List Price	98%	94%	95%	94%	95%	96%	95%	95%	95%	92%	97%	93%	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

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 Family Residence



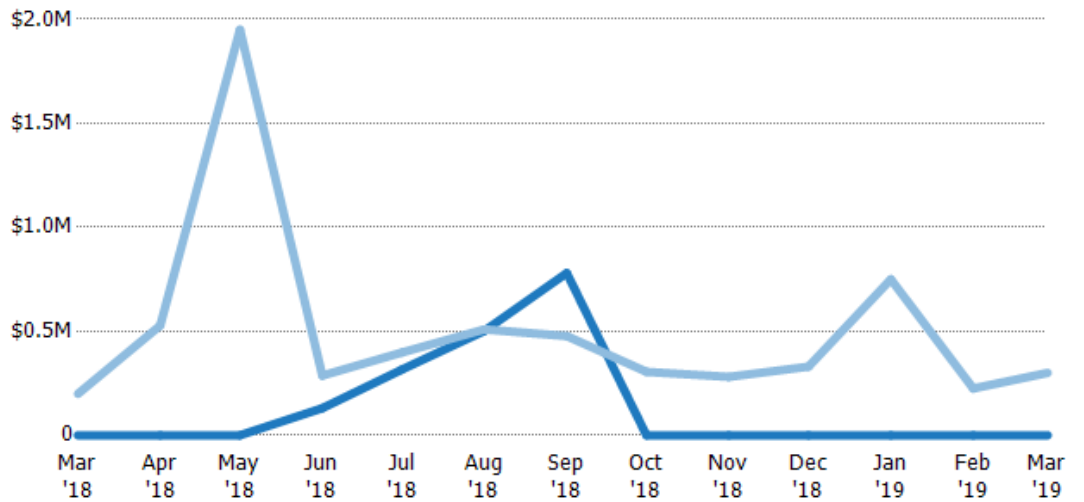
Median List Price	\$199K	\$499K	\$1.95M	\$335K	\$417K	\$499K	\$477K	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K
Median Sales Price	\$195K	\$470K	\$1.85M	\$325K	\$409K	\$494K	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K
Med Sales Price as a % of Med List Price	98%	94%	95%	97%	98%	99%	95%	95%	93%	92%	97%	93%	93%

## 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

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



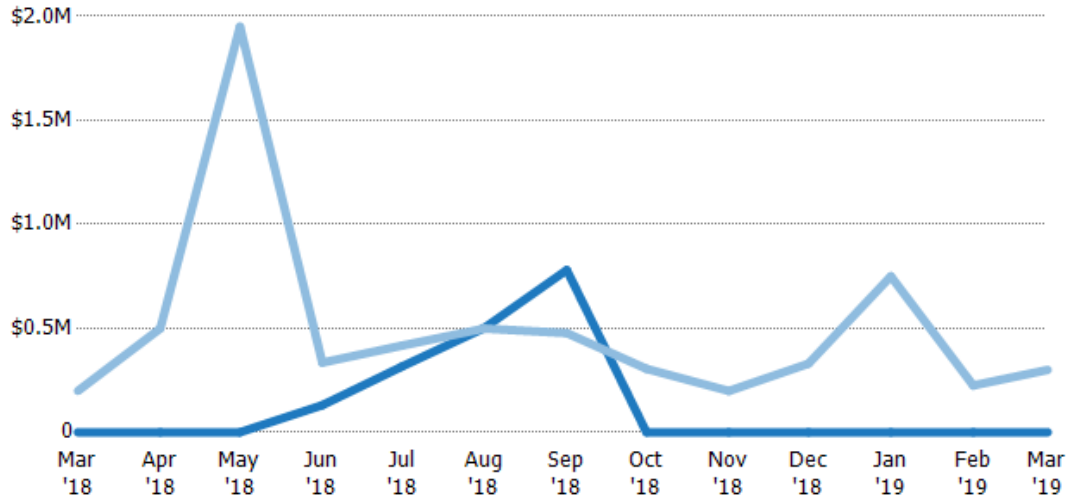
Avg Est Value	\$0	\$0	\$0	\$130K	\$316K	\$502K	\$780K	\$0	\$0	\$0	\$0	\$0	\$0
Avg Sales Price	\$199K	\$528K	\$1.95M	\$287K	\$398K	\$509K	\$477K	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K
Avg Sales Price as a % of Avg Est Value	100%	100%	100%	220%	161%	101%	61%	100%	100%	100%	100%	100%	100%

## 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.

### Filters Used

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



Median Est Value	\$0	\$0	\$0	\$130K	\$316K	\$502K	\$780K	\$0	\$0	\$0	\$0	\$0	\$0
Median Sales Price	\$199K	\$499K	\$1.95M	\$335K	\$417K	\$499K	\$477K	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K
Med Sales Price as a % of Med Est Value	100%	100%	100%	257%	178%	99%	61%	100%	100%	100%	100%	100%	100%