

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 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	6	-50%	16	23	-30.4%
New Listing Volume	\$1,179,900	\$2,224,000	-46.9%	\$7,024,900	\$9,118,999	-23%
Active Listing Count	26	26	+	N/A	N/A	
Active Listing Volume	\$12,396,900	\$12,851,000	-3.5%	N/A	N/A	
Average Listing Price	\$476,804	\$494,269	-3.5%	\$510,205	\$534,750	-4.6%
Median Listing Price	\$455,000	\$415,000	+9.6%	\$448,025	\$400,933	+11.7%
Median Days in RPR	177.5	125	+42%	194.07	193.77	+0.2%
Months of Inventory	8.7	26	-66.7%	10.9	9.6	+12.6%
Absorption Rate	11.54%	3.85%	+7.7%	9.2%	10.37%	-1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	-	4	-	10	17	-41.2%
New Pending Sales Volume	-	\$1,432,000	-	\$3,619,000	\$7,782,999	-53.5%
Pending Sales Count	1	3	-66.7%	N/A	N/A	
Pending Sales Volume	\$139,000	\$1,097,000	-87.3%	N/A	N/A	
Closed Sales Count	-	6	-	7	15	-53.3%
Closed Sales Volume	-	\$1,580,000	-	\$3,153,000	\$6,959,860	-54.7%
Average Sales Price	-	\$263,333	-	\$450,429	\$463,991	-2.9%
Median Sales Price	-	\$277,500	-	\$432,000	\$464,139	-6.9%

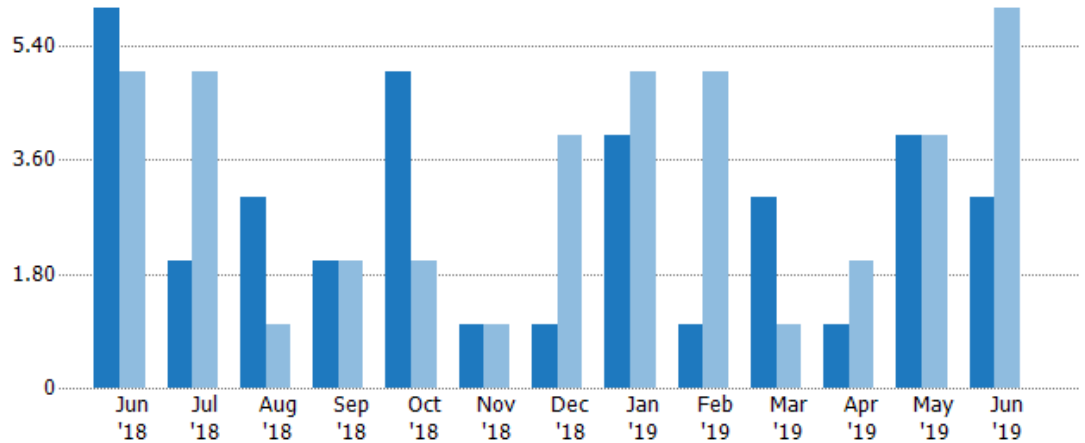
New Listings

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

Month/ Year	Count	% Chg.
Jun '19	3	-50%
Jun '18	6	20%
Jun '17	5	-40%



Current Year	6	2	3	2	5	1	1	4	1	3	1	4	3
Prior Year	5	5	1	2	2	1	4	5	5	1	2	4	6
Percent Change from Prior Year	20%	-60%	200%	0%	150%	0%	-75%	-20%	-80%	200%	-50%	0%	-50%

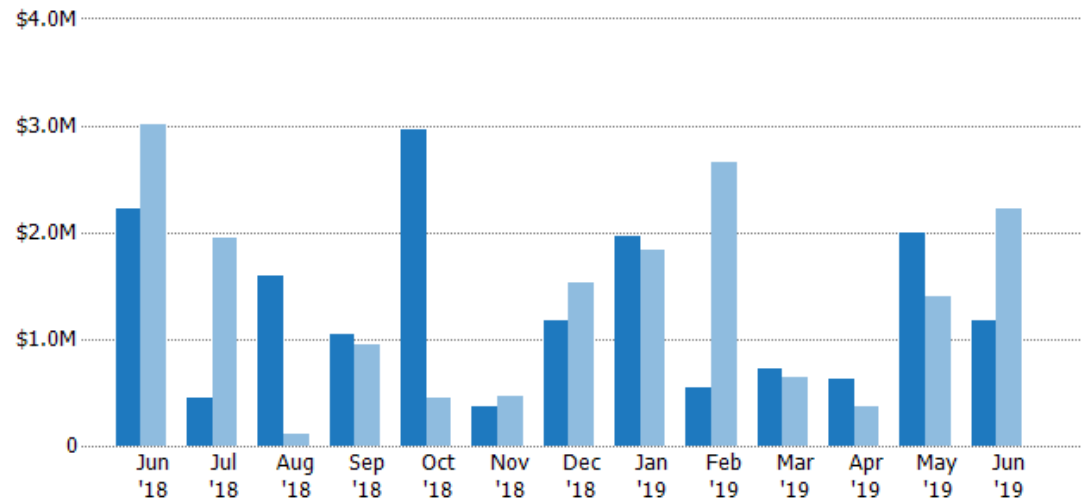
New Listing Volume

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

Month/ Year	Volume	% Chg.
Jun '19	\$1.18M	-46.9%
Jun '18	\$2.22M	-25.9%
Jun '17	\$3M	-58.1%



Current Year	\$2.22M	\$450K	\$1.59M	\$1.04M	\$2.96M	\$375K	\$1.18M	\$1.96M	\$550K	\$717K	\$625K	\$1.99M	\$1.18M
Prior Year	\$3M	\$1.95M	\$115K	\$948K	\$444K	\$460K	\$1.53M	\$1.83M	\$2.65M	\$649K	\$364K	\$1.41M	\$2.22M
Percent Change from Prior Year	-26%	-77%	1,285%	10%	566%	-19%	-23%	7%	-79%	10%	72%	42%	-47%

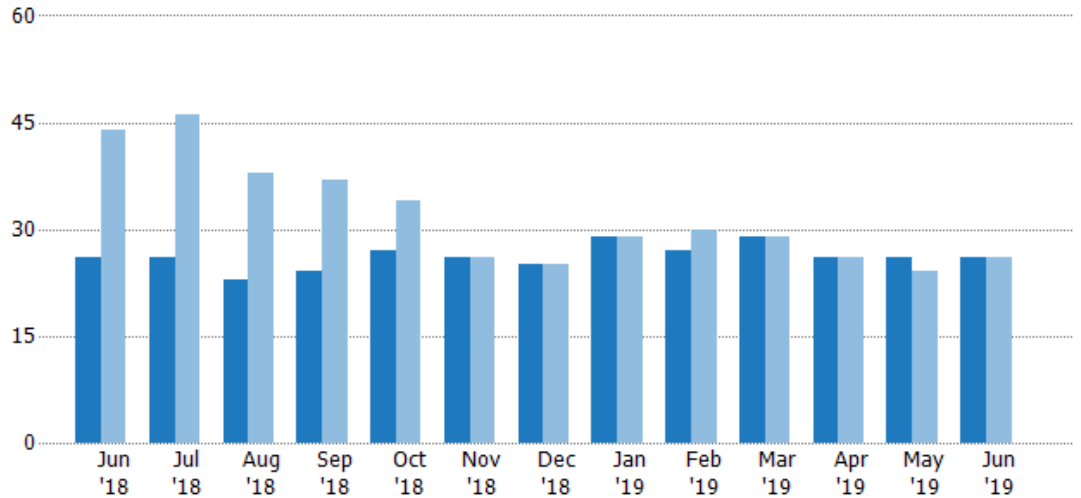
Active Listings

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.
Jun '19	26	0%
Jun '18	26	-40.9%
Jun '17	44	22.7%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	26	26	23	24	27	26	25	29	27	29	26	26	26
Prior Year	44	46	38	37	34	26	25	29	30	29	26	24	26
Percent Change from Prior Year	-41%	-43%	-39%	-35%	-21%	0%	0%	0%	-10%	0%	0%	8%	0%

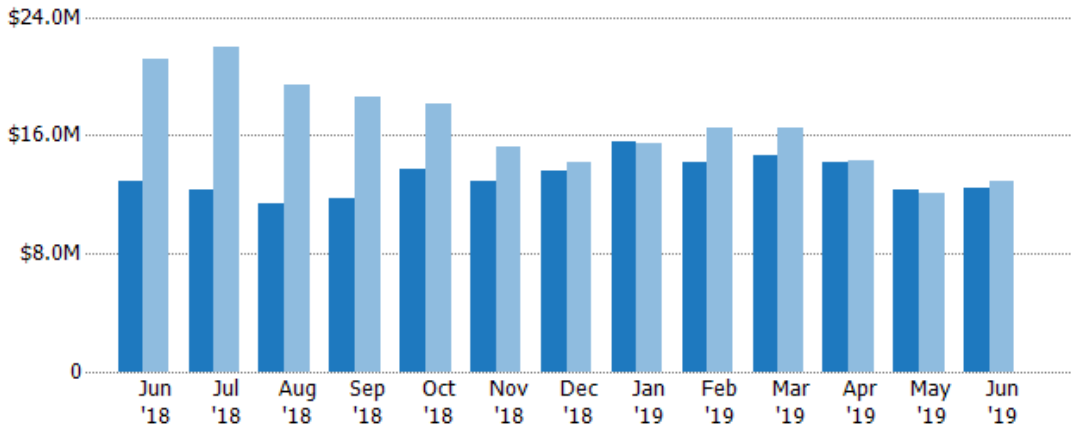
Active Listing Volume

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.
Jun '19	\$12.4M	-3.5%
Jun '18	\$12.9M	-39.2%
Jun '17	\$21.1M	23.8%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$12.9M	\$12.4M	\$11.4M	\$11.7M	\$13.8M	\$12.9M	\$13.6M	\$15.5M	\$14.2M	\$14.6M	\$14.2M	\$12.3M	\$12.4M
Prior Year	\$21.1M	\$22M	\$19.4M	\$18.6M	\$18.1M	\$15.3M	\$14.1M	\$15.5M	\$16.5M	\$16.5M	\$14.3M	\$12.1M	\$12.9M
Percent Change from Prior Year	-39%	-44%	-42%	-37%	-24%	-16%	-4%	0%	-14%	-12%	-1%	2%	-4%

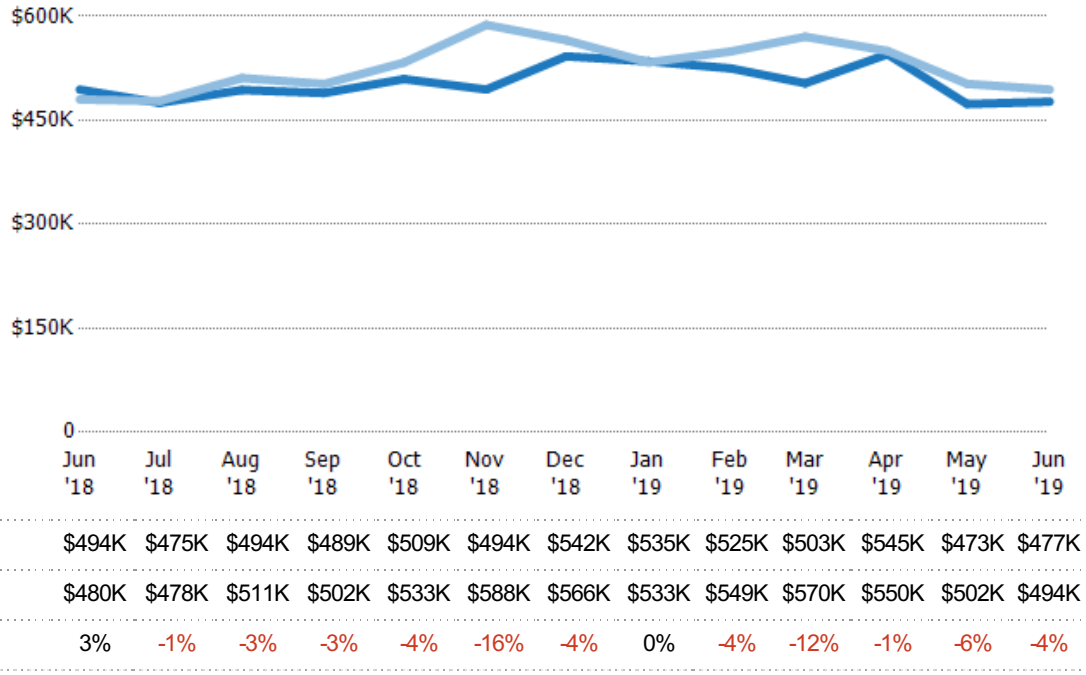
Average Listing Price

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.
Jun '19	\$477K	-3.5%
Jun '18	\$494K	3%
Jun '17	\$480K	0.9%



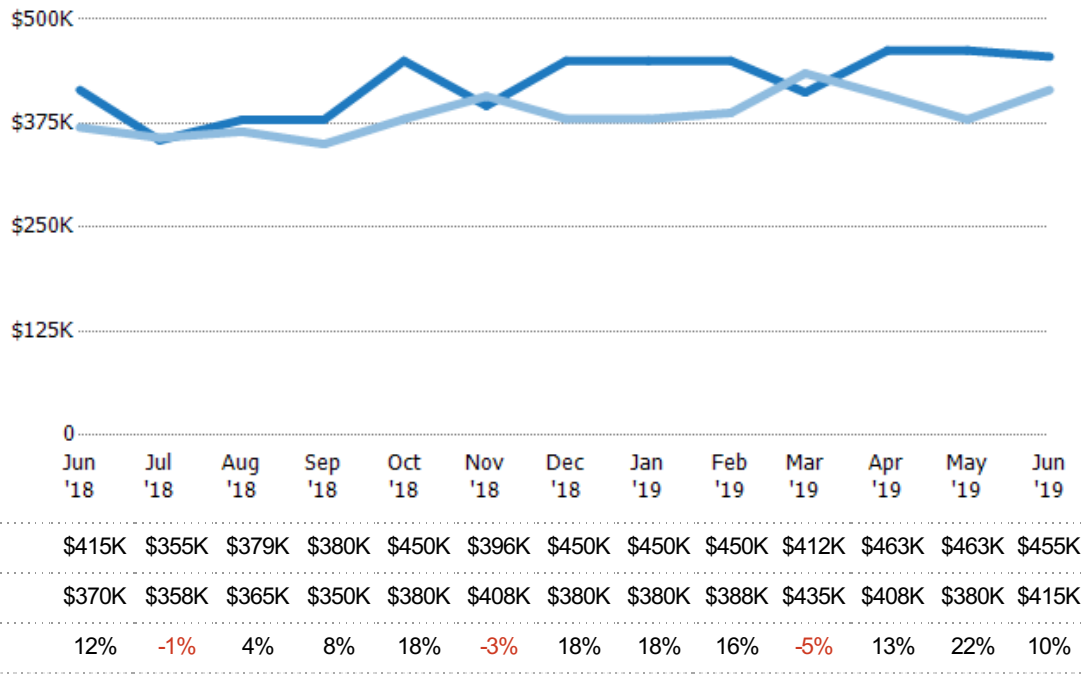
Median Listing Price

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.
Jun '19	\$455K	9.6%
Jun '18	\$415K	12.2%
Jun '17	\$370K	-3.4%

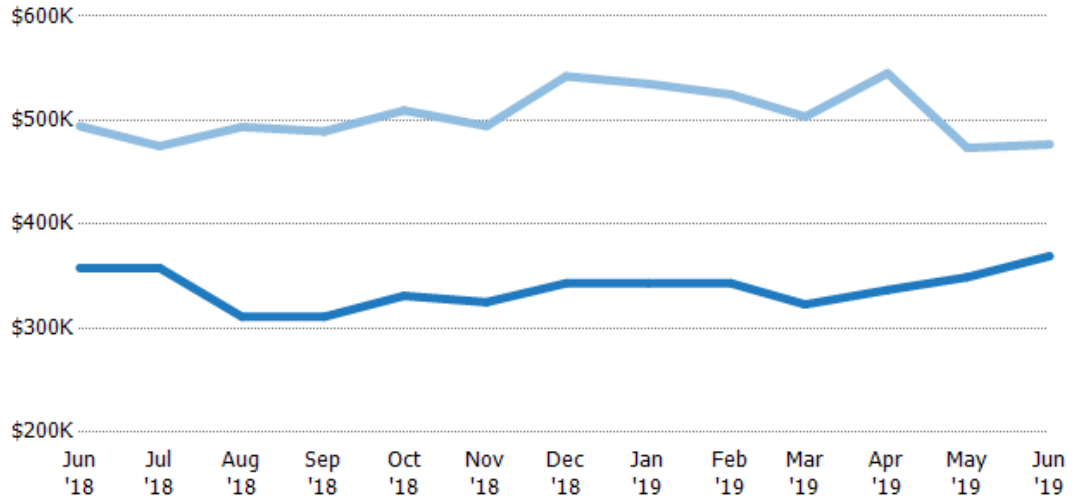


Average Listing Price vs Average Est Value

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



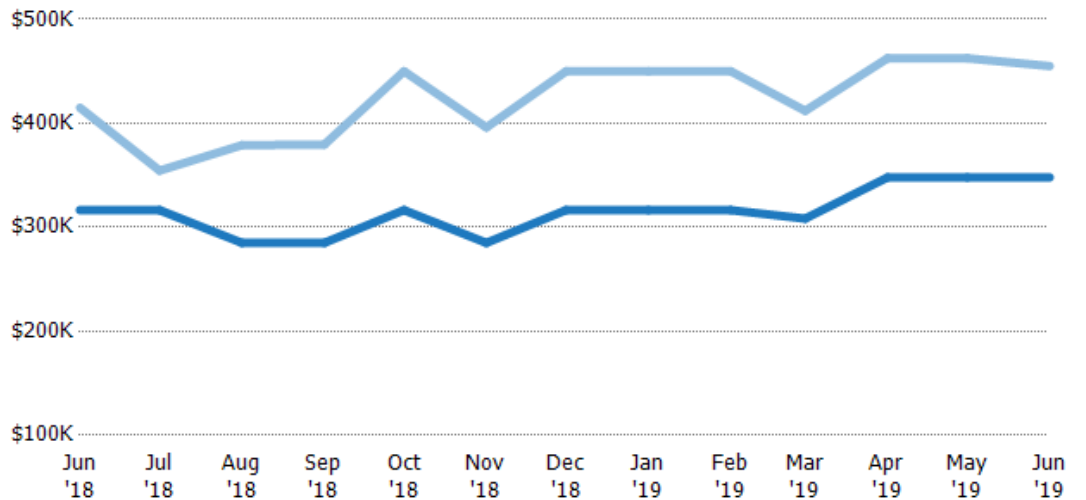
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$358K	\$358K	\$311K	\$311K	\$331K	\$325K	\$343K	\$343K	\$343K	\$323K	\$337K	\$349K	\$369K
Avg Listing Price	\$494K	\$475K	\$494K	\$489K	\$509K	\$494K	\$542K	\$535K	\$525K	\$503K	\$545K	\$473K	\$477K
Avg Listing Price as a % of Avg Est Value	138%	133%	159%	157%	154%	152%	158%	156%	153%	156%	162%	136%	129%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$317K	\$317K	\$285K	\$285K	\$317K	\$285K	\$317K	\$317K	\$317K	\$308K	\$348K	\$348K	\$348K
Median Listing Price	\$415K	\$355K	\$379K	\$380K	\$450K	\$396K	\$450K	\$450K	\$450K	\$412K	\$463K	\$463K	\$455K
Med Listing Price as a % of Med Est Value	131%	112%	133%	133%	142%	139%	142%	142%	142%	134%	133%	133%	131%

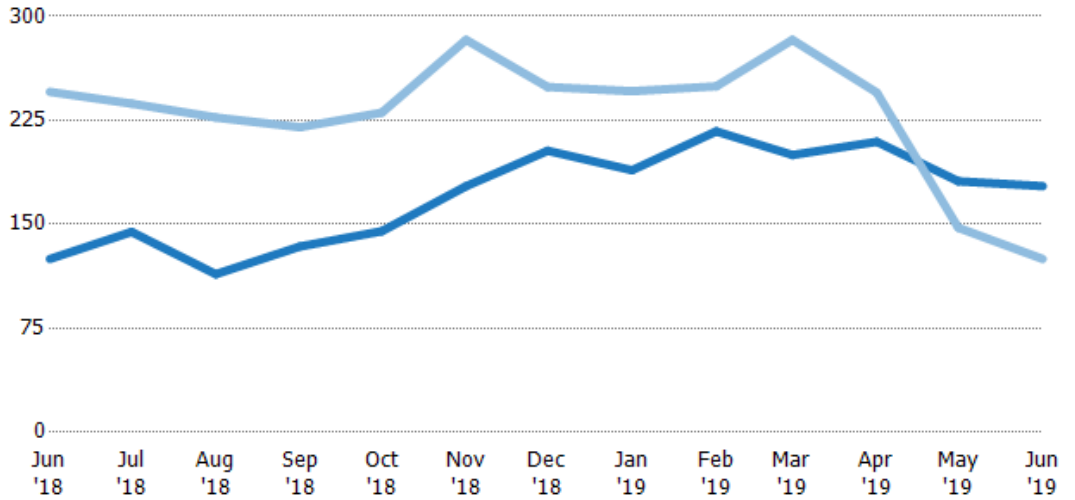
Median Days in RPR

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.
Jun '19	178	42%
Jun '18	125	-49.1%
Jun '17	246	-33.4%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	125	145	114	134	145	178	203	189	217	200	210	181	178
Prior Year	246	237	227	220	231	283	249	246	250	283	245	148	125
Percent Change from Prior Year	-49%	-39%	-50%	-39%	-37%	-37%	-18%	-23%	-13%	-29%	-14%	23%	42%

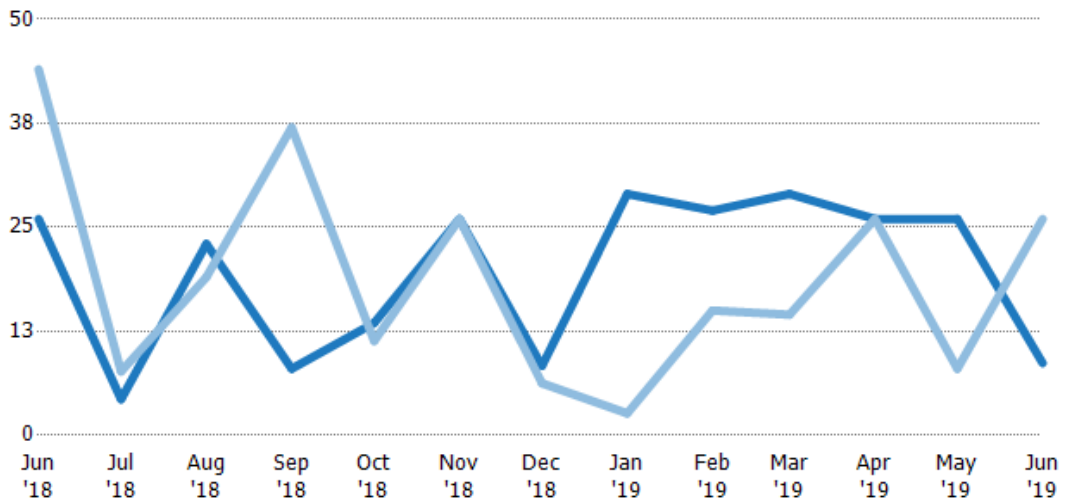
Months of Inventory

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

Filters Used

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

Month/Year	Months	% Chg.
Jun '19	8.67	-66.7%
Jun '18	26	-40.9%
Jun '17	44	-59.1%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	26	4.33	23	8	13.5	26	8.33	29	27	29	26	26	8.67
Prior Year	44	7.67	19	37	11.3	26	6.25	2.64	15	14.5	26	8	26
Percent Change from Prior Year	-41%	-43%	21%	-78%	19%	0%	33%	1,000%	80%	100%	0%	225%	-67%

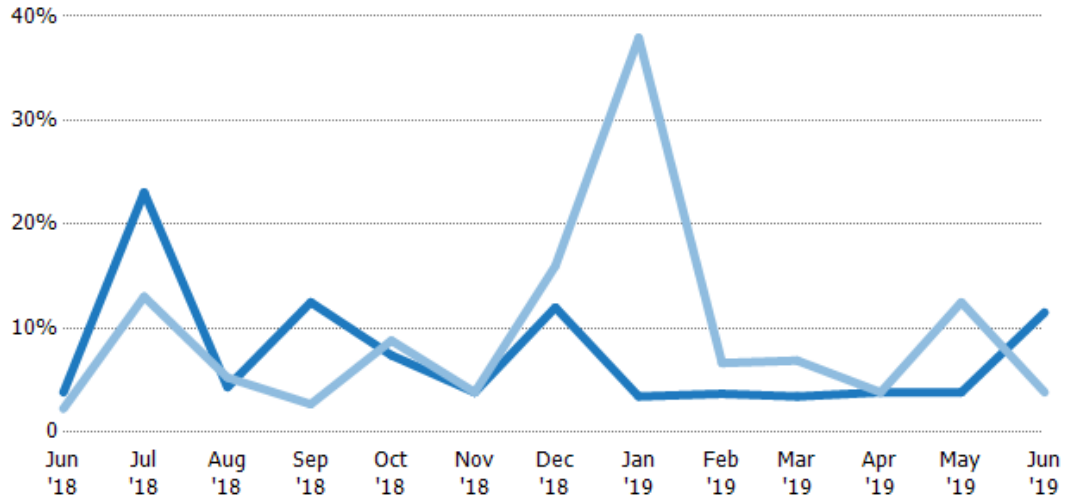
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jun '19	12%	-7.7%
Jun '18	4%	-1.6%
Jun '17	2%	144.5%



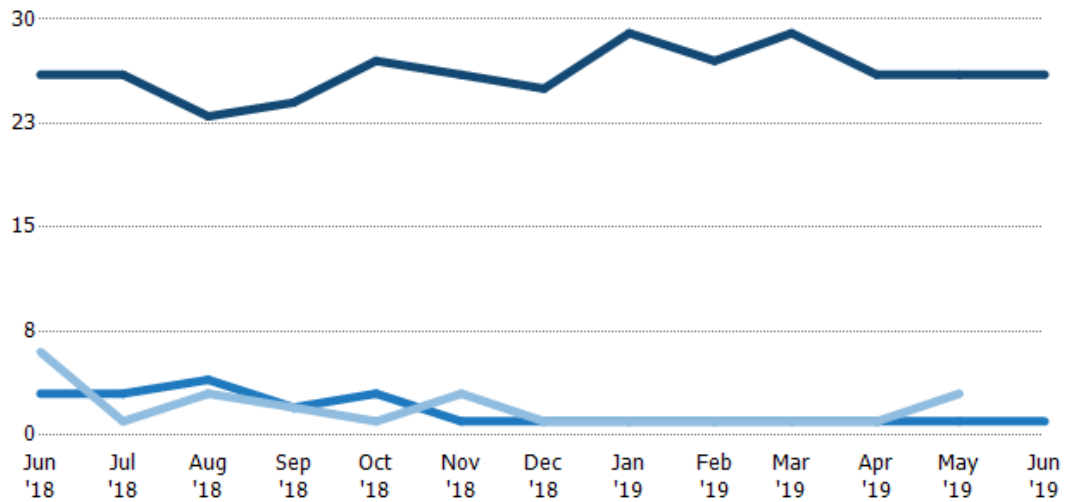
Current Year	4%	23%	4%	13%	7%	4%	12%	3%	4%	3%	4%	4%	12%
Prior Year	2%	13%	5%	3%	9%	4%	16%	38%	7%	7%	4%	13%	4%
Change from Prior Year	-2%	-10%	1%	-10%	1%	0%	4%	34%	3%	3%	0%	9%	-8%

Active/Pending/Sold Units

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

Filters Used

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



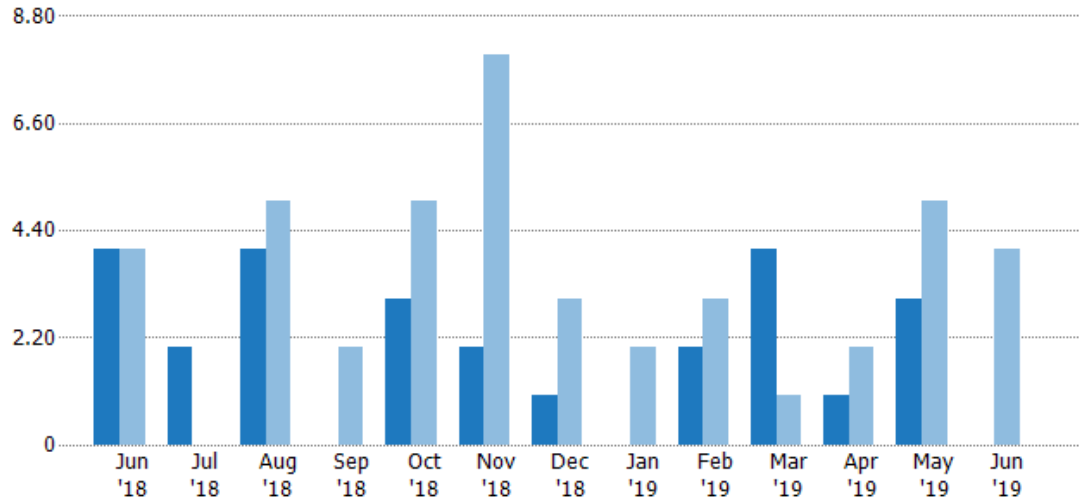
Active	26	26	23	24	27	26	25	29	27	29	26	26	26
Pending	3	3	4	2	3	1	1	1	1	1	1	1	1
Sold	6	1	3	2	1	3	1	1	1	1	1	3	-

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



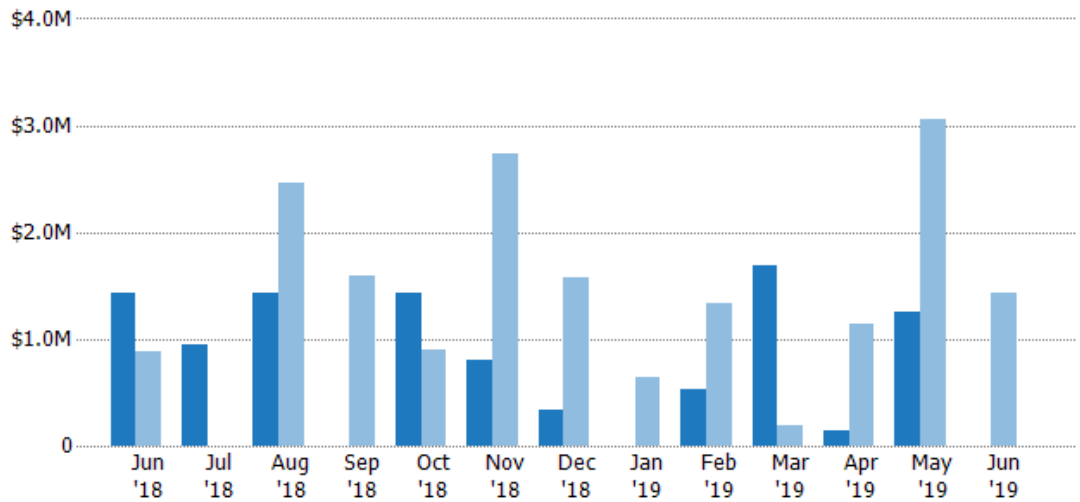
Current Year	4	2	4	-	3	2	1	-	2	4	1	3	-
Prior Year	4	-	5	2	5	8	3	2	3	1	2	5	4
Percent Change from Prior Year	0%	100%	-20%	-100%	-40%	-75%	-67%	-100%	-33%	300%	-50%	-40%	-100%

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



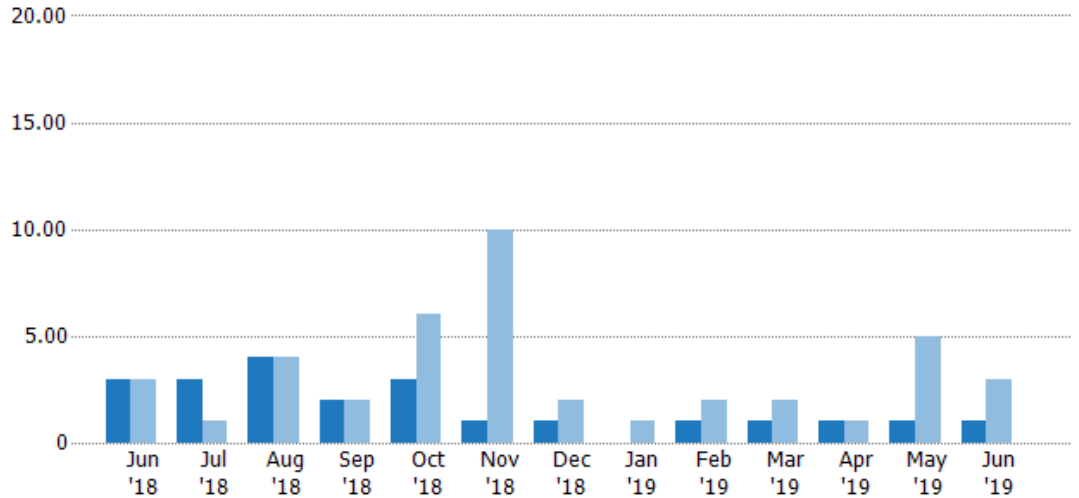
Current Year	\$1.43M	\$949K	\$1.43M	-	\$1.42M	\$805K	\$330K	-	\$525K	\$1.7M	\$139K	\$1.26M	-
Prior Year	\$878K	-	\$2.46M	\$1.59M	\$902K	\$2.73M	\$1.58M	\$638K	\$1.34M	\$190K	\$1.13M	\$3.05M	\$1.43M
Percent Change from Prior Year	63%	100%	-42%	-100%	58%	-71%	-79%	-100%	-61%	794%	-88%	-59%	-100%

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



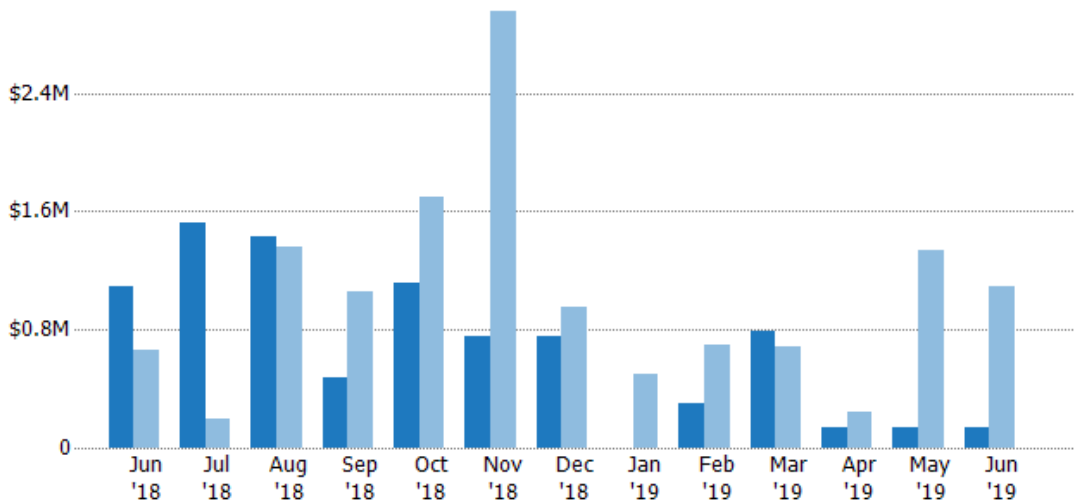
Current Year	3	3	4	2	3	1	1	-	1	1	1	1	1
Prior Year	3	1	4	2	6	10	2	1	2	2	1	5	3
Percent Change from Prior Year	0%	200%	0%	0%	-50%	-90%	-50%	-100%	-50%	-50%	0%	-80%	-67%

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



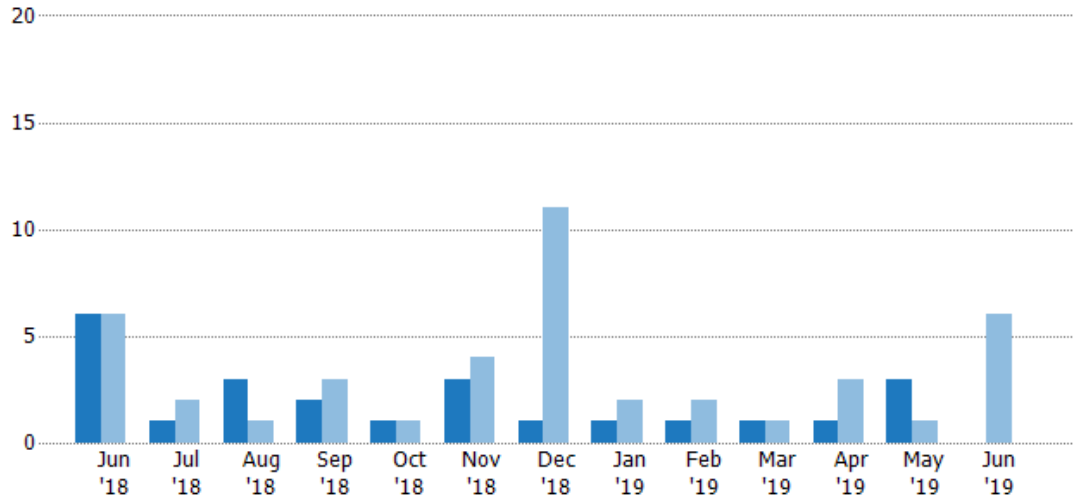
Current Year	\$1.1M	\$1.53M	\$1.43M	\$474K	\$1.12M	\$750K	\$750K	-	\$300K	\$795K	\$139K	\$139K	\$139K
Prior Year	\$660K	\$191K	\$1.36M	\$1.05M	\$1.7M	\$2.95M	\$950K	\$499K	\$698K	\$689K	\$240K	\$1.34M	\$1.1M
Percent Change from Prior Year	66%	700%	5%	-55%	-34%	-75%	-21%	-100%	-57%	15%	-42%	-90%	-87%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



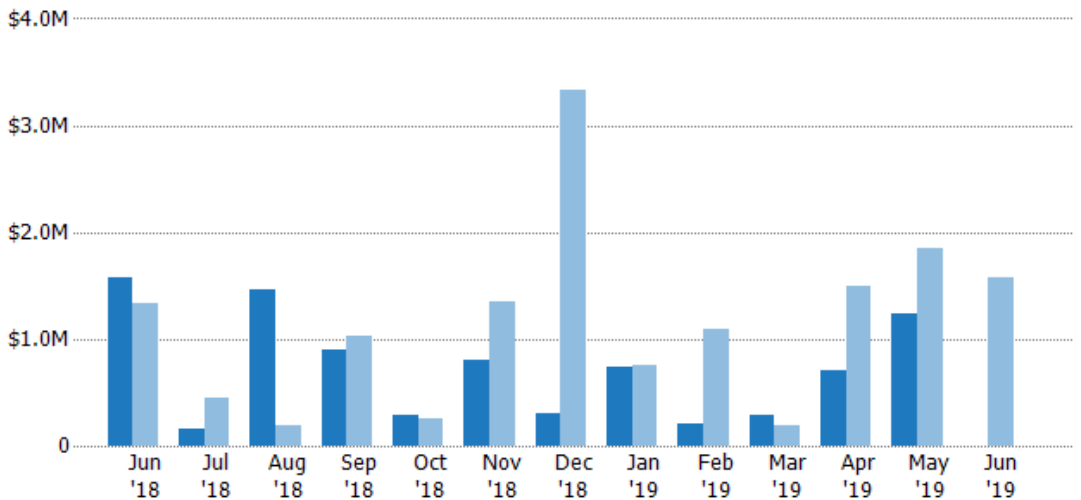
Current Year	6	1	3	2	1	3	1	1	1	1	1	3	-
Prior Year	6	2	1	3	1	4	11	2	2	1	3	1	6
Percent Change from Prior Year	0%	-50%	200%	-33%	0%	-25%	-91%	-50%	-50%	0%	-67%	200%	-100%

Closed Sales Volume

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

Filters Used

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



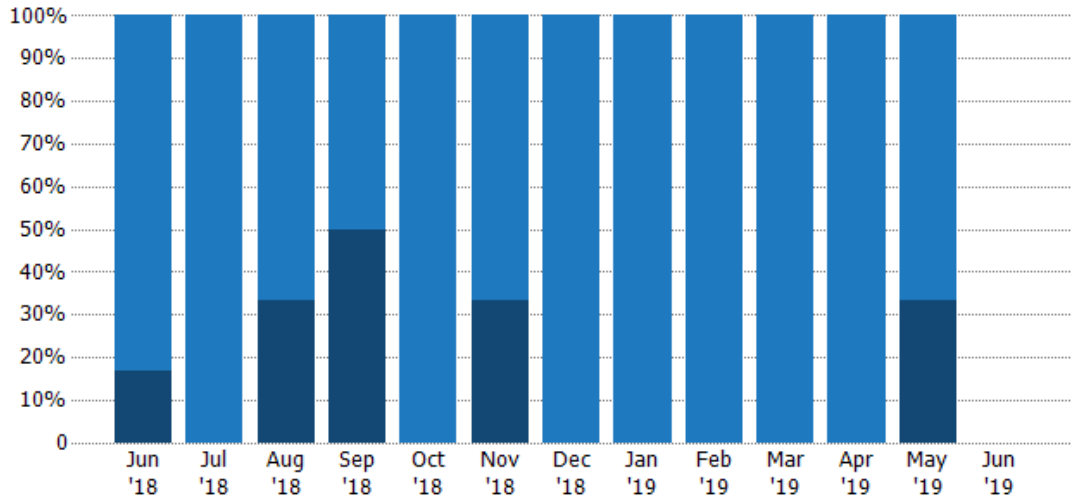
Current Year	\$1.58M	\$160K	\$1.46M	\$905K	\$290K	\$804K	\$305K	\$730K	\$210K	\$280K	\$700K	\$1.23M	-
Prior Year	\$1.34M	\$444K	\$184K	\$1.04M	\$248K	\$1.35M	\$3.33M	\$751K	\$1.09M	\$195K	\$1.49M	\$1.85M	\$1.58M
Percent Change from Prior Year	18%	-64%	696%	-13%	17%	-41%	-91%	-3%	-81%	44%	-53%	-33%	-100%

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



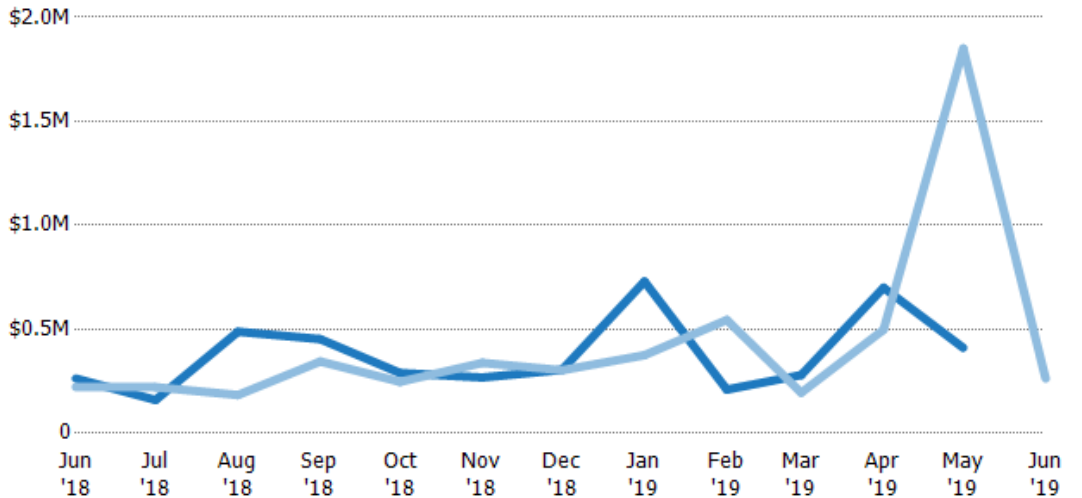
Condo/Townhouse	83%	100%	67%	50%	100%	67%	100%	100%	100%	100%	100%	67%	-
Single Family Residence	17%	-	33%	50%	-	33%	-	-	-	-	-	33%	-

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



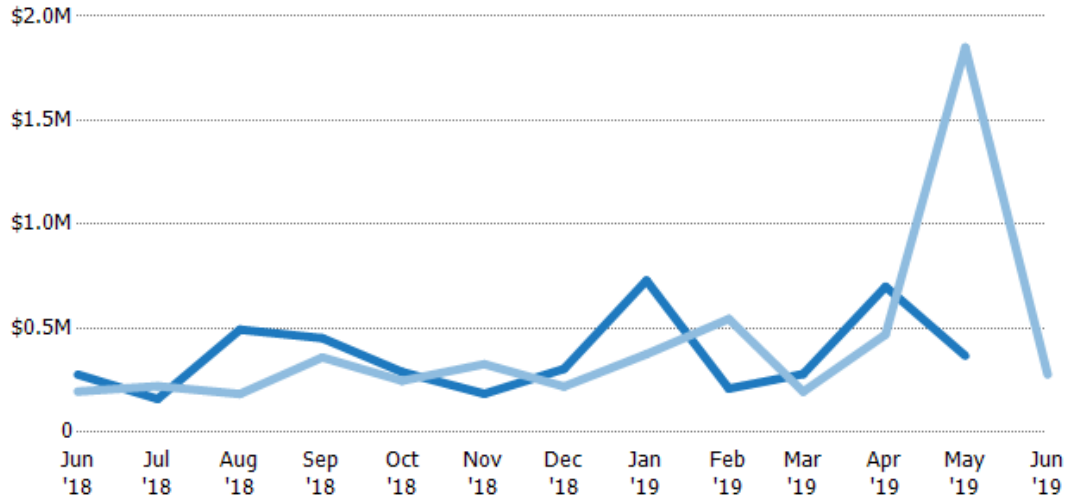
Current Year	\$263K	\$160K	\$488K	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$700K	\$411K	-
Prior Year	\$223K	\$222K	\$184K	\$345K	\$248K	\$339K	\$303K	\$376K	\$545K	\$195K	\$498K	\$1.85M	\$263K
Percent Change from Prior Year	18%	-28%	165%	31%	17%	-21%	1%	94%	-61%	44%	41%	-78%	-100%

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



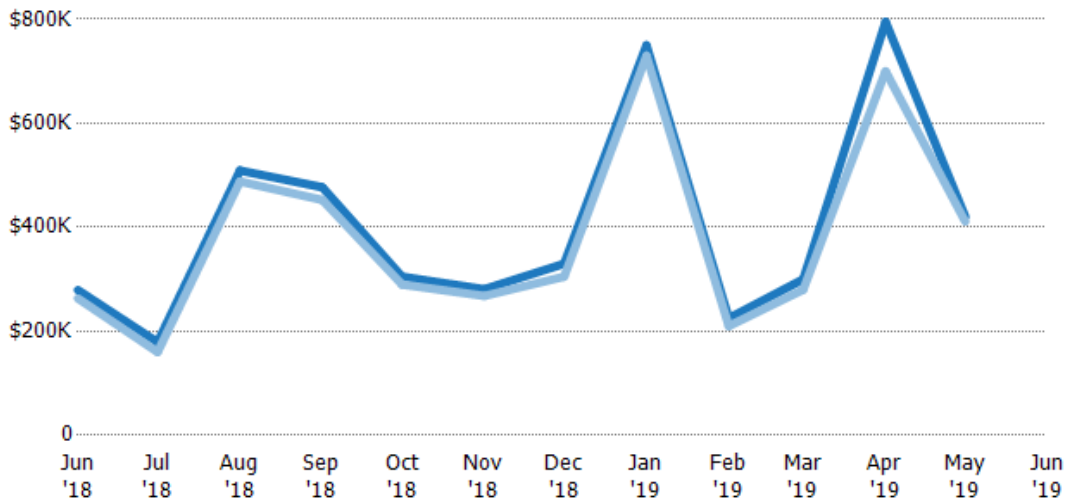
Current Year	\$278K	\$160K	\$494K	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K	\$700K	\$368K	-
Prior Year	\$196K	\$222K	\$184K	\$360K	\$248K	\$328K	\$220K	\$376K	\$545K	\$195K	\$470K	\$1.85M	\$278K
Percent Change from Prior Year	42%	-28%	168%	26%	17%	-44%	39%	94%	-61%	44%	49%	-80%	-100%

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:
 Condo/Townhouse/Apt, Single
 Family Residence



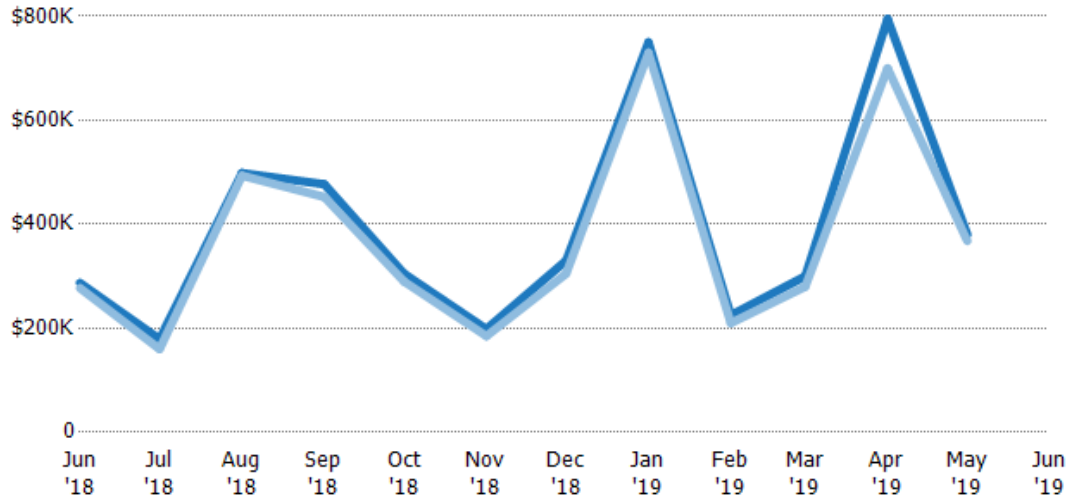
Avg List Price	\$279K	\$179K	\$509K	\$477K	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K	\$795K	\$420K	-
Avg Sales Price	\$263K	\$160K	\$488K	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$700K	\$411K	-
Avg Sales Price as a % of Avg List Price	94%	89%	96%	95%	95%	95%	92%	97%	93%	93%	88%	98%	-

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



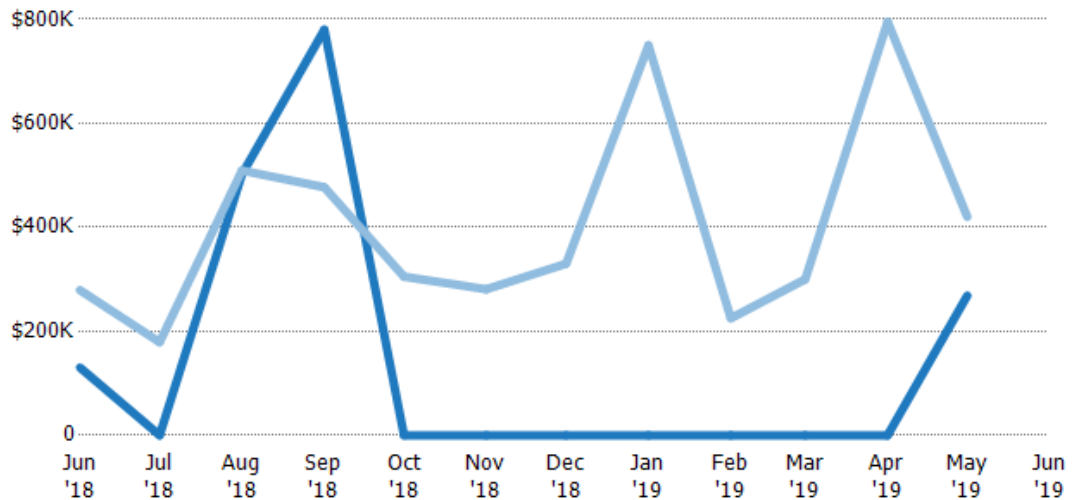
Median List Price	\$287K	\$179K	\$499K	\$477K	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K	\$795K	\$380K	-
Median Sales Price	\$278K	\$160K	\$494K	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K	\$700K	\$368K	-
Med Sales Price as a % of Med List Price	97%	89%	99%	95%	95%	93%	92%	97%	93%	93%	88%	97%	-

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

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



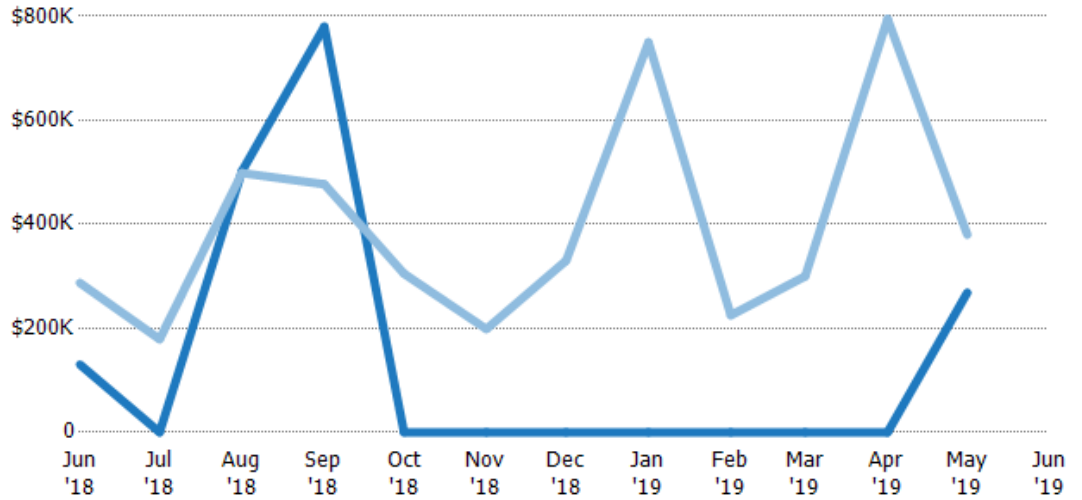
Avg Est Value	\$130K	\$0	\$502K	\$780K	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$269K	-
Avg Sales Price	\$279K	\$179K	\$509K	\$477K	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K	\$795K	\$420K	-
Avg Sales Price as a % of Avg Est Value	214%	100%	101%	61%	100%	100%	100%	100%	100%	100%	100%	156%	-

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	\$130K	\$0	\$502K	\$780K	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$269K	-
Median Sales Price	\$287K	\$179K	\$499K	\$477K	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K	\$795K	\$380K	-
Med Sales Price as a % of Med Est Value	221%	100%	99%	61%	100%	100%	100%	100%	100%	100%	100%	141%	-