

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	3	+33.3%	22	29	-24.1%
New Listing Volume	\$2,685,500	\$1,593,000	+68.6%	\$12,544,800	\$13,136,999	-4.5%
Active Listing Count	29	24	+20.8%	N/A	N/A	
Active Listing Volume	\$17,749,400	\$13,327,500	+33.2%	N/A	N/A	
Average Listing Price	\$612,048	\$555,313	+10.2%	\$576,533	\$569,223	+1.3%
Median Listing Price	\$460,000	\$379,500	+21.2%	\$462,784	\$407,164	+13.7%
Median Days in RPR	155	122	+27%	205.67	173.29	+18.7%
Months of Inventory	29	24	+20.8%	11.5	10	+14.7%
Absorption Rate	3.45%	4.17%	-0.7%	8.72%	10%	-1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	1	4	-75%	13	23	-43.5%
New Pending Sales Volume	\$324,900	\$1,428,000	-77.2%	\$5,192,900	\$10,159,499	-48.9%
Pending Sales Count	2	4	-50%	N/A	N/A	
Pending Sales Volume	\$874,900	\$1,428,000	-38.7%	N/A	N/A	
Closed Sales Count	1	3	-66.7%	9	19	-52.6%
Closed Sales Volume	\$630,000	\$1,464,500	-57%	\$3,918,000	\$8,584,360	-54.4%
Average Sales Price	\$630,000	\$488,167	+29.1%	\$435,333	\$451,808	-3.6%
Median Sales Price	\$630,000	\$493,500	+27.7%	\$421,000	\$452,767	-7%

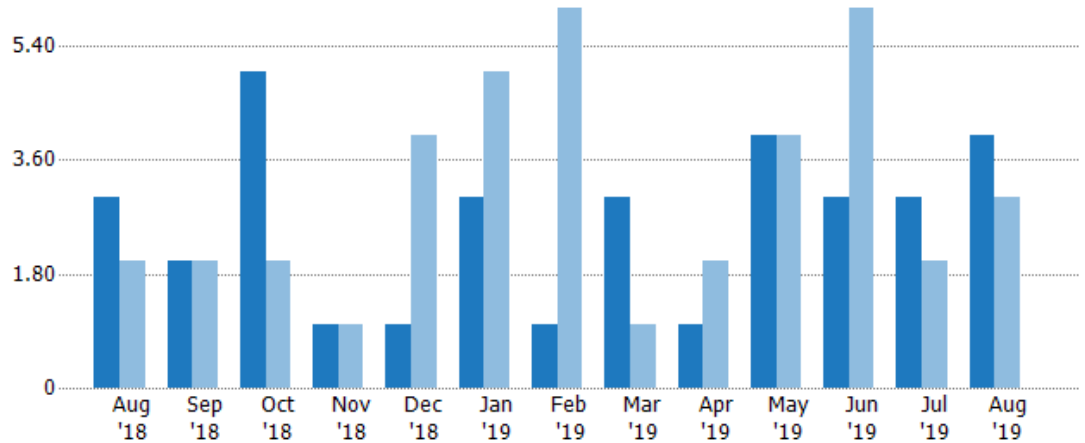
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Aug '19	4	33.3%
Aug '18	3	50%
Aug '17	2	200%



Current Year	3	2	5	1	1	3	1	3	1	4	3	3	4
Prior Year	2	2	2	1	4	5	6	1	2	4	6	2	3
Percent Change from Prior Year	50%	0%	150%	0%	-75%	-40%	-83%	200%	-50%	0%	-50%	50%	33%

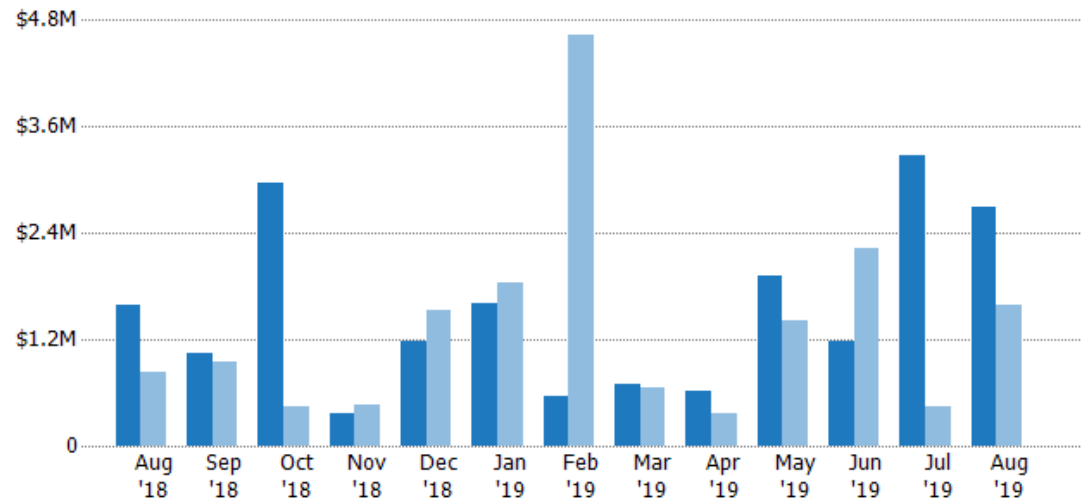
New Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Aug '19	\$2.69M	68.6%
Aug '18	\$1.59M	93.3%
Aug '17	\$824K	86.1%



Current Year	\$1.59M	\$1.04M	\$2.96M	\$360K	\$1.18M	\$1.6M	\$550K	\$701K	\$625K	\$1.92M	\$1.18M	\$3.28M	\$2.69M
Prior Year	\$824K	\$948K	\$444K	\$460K	\$1.53M	\$1.83M	\$4.62M	\$649K	\$364K	\$1.41M	\$2.22M	\$450K	\$1.59M
Percent Change from Prior Year	93%	10%	566%	-22%	-23%	-13%	-88%	8%	72%	37%	-47%	629%	69%

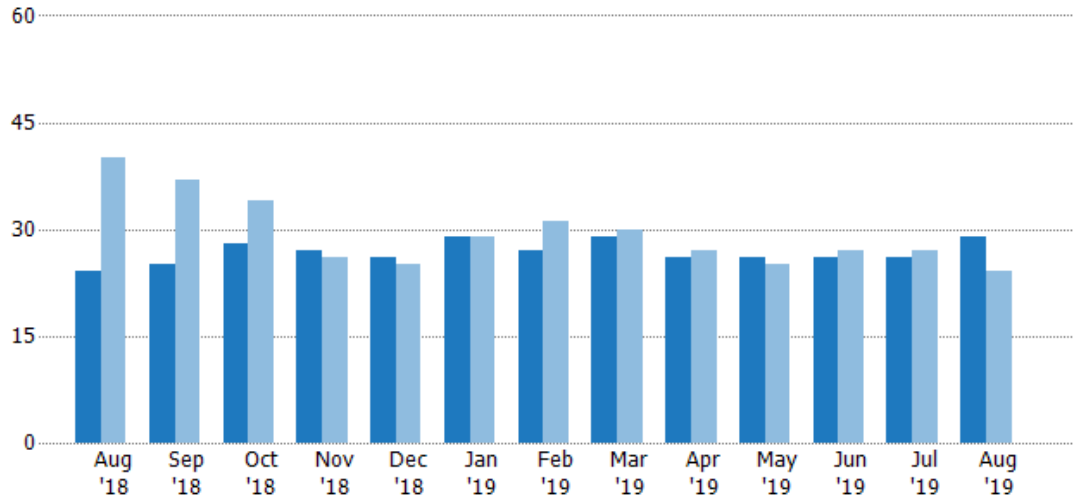
Active Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
Aug '19	29	20.8%
Aug '18	24	-40%
Aug '17	40	40%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	24	25	28	27	26	29	27	29	26	26	26	26	29
Prior Year	40	37	34	26	25	29	31	30	27	25	27	27	24
Percent Change from Prior Year	-40%	-32%	-18%	4%	4%	0%	-13%	-3%	-4%	4%	-4%	-4%	21%

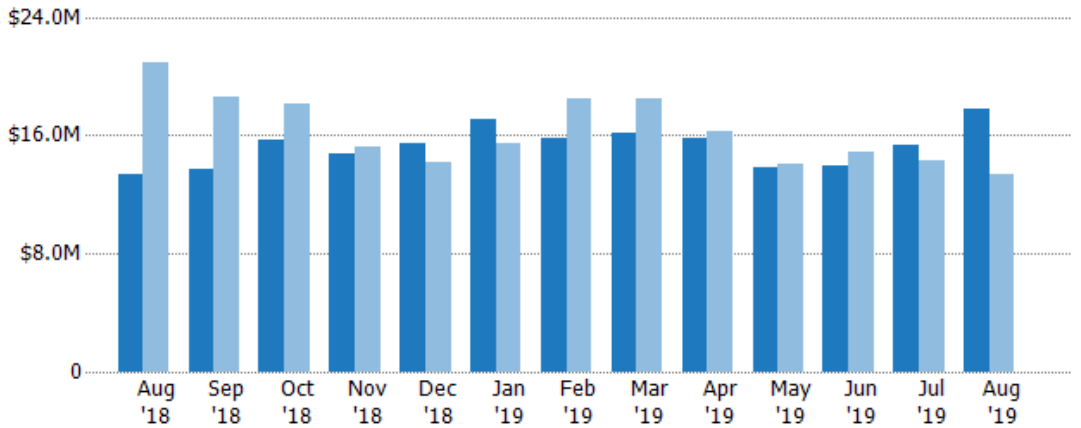
Active Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Aug '19	\$17.7M	33.2%
Aug '18	\$13.3M	-36.3%
Aug '17	\$20.9M	28.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$13.3M	\$13.7M	\$15.7M	\$14.8M	\$15.5M	\$17.1M	\$15.8M	\$16.2M	\$15.8M	\$13.8M	\$13.9M	\$15.4M	\$17.7M
Prior Year	\$20.9M	\$18.6M	\$18.1M	\$15.3M	\$14.1M	\$15.5M	\$18.5M	\$18.5M	\$16.3M	\$14M	\$14.8M	\$14.3M	\$13.3M
Percent Change from Prior Year	-36%	-26%	-13%	-3%	10%	11%	-15%	-13%	-3%	-2%	-6%	7%	33%

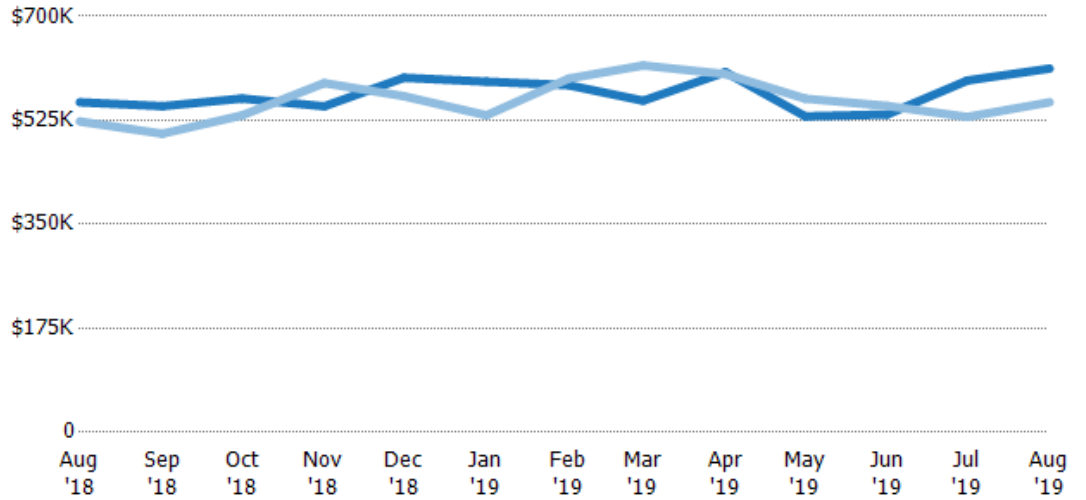
Average Listing Price

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

Filters Used

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

Month/Year	Price	% Chg.
Aug '19	\$612K	10.2%
Aug '18	\$555K	6.2%
Aug '17	\$523K	-8.4%



Current Year	\$555K	\$549K	\$562K	\$549K	\$597K	\$590K	\$584K	\$558K	\$606K	\$532K	\$535K	\$592K	\$612K
Prior Year	\$523K	\$502K	\$533K	\$588K	\$566K	\$533K	\$595K	\$617K	\$603K	\$561K	\$549K	\$531K	\$555K
Percent Change from Prior Year	6%	9%	5%	-7%	5%	11%	-2%	-10%	1%	-5%	-3%	12%	10%

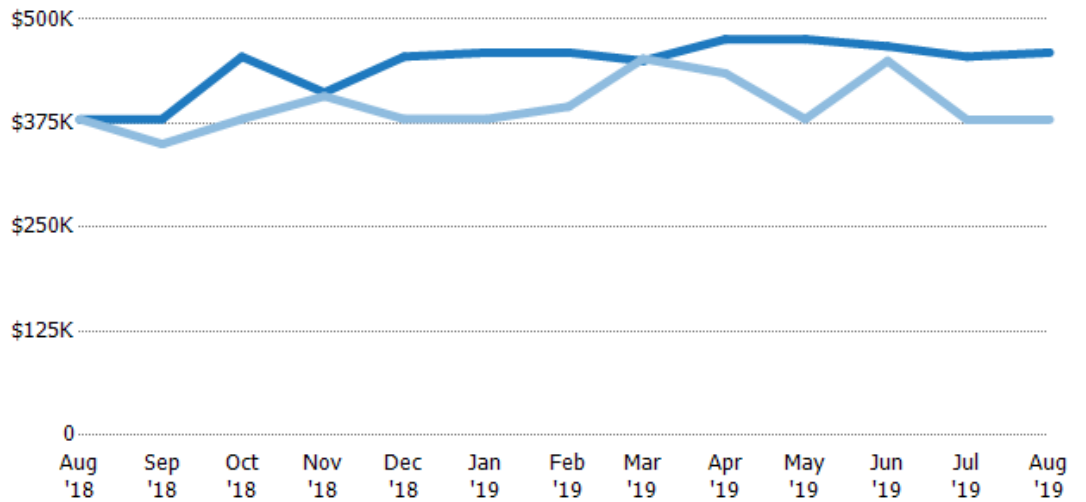
Median Listing Price

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

Filters Used

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

Month/Year	Price	% Chg.
Aug '19	\$460K	21.2%
Aug '18	\$380K	-0.1%
Aug '17	\$380K	-5.9%



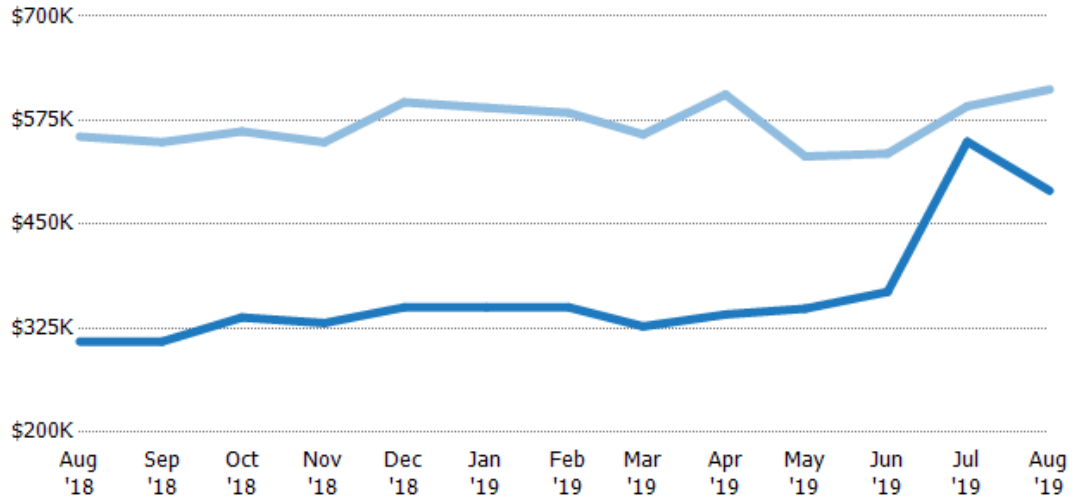
Current Year	\$380K	\$380K	\$455K	\$412K	\$455K	\$460K	\$460K	\$450K	\$476K	\$476K	\$468K	\$455K	\$460K
Prior Year	\$380K	\$350K	\$380K	\$408K	\$380K	\$380K	\$395K	\$453K	\$435K	\$380K	\$450K	\$379K	\$380K
Percent Change from Prior Year	0%	9%	20%	1%	20%	21%	16%	-1%	9%	25%	4%	20%	21%

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



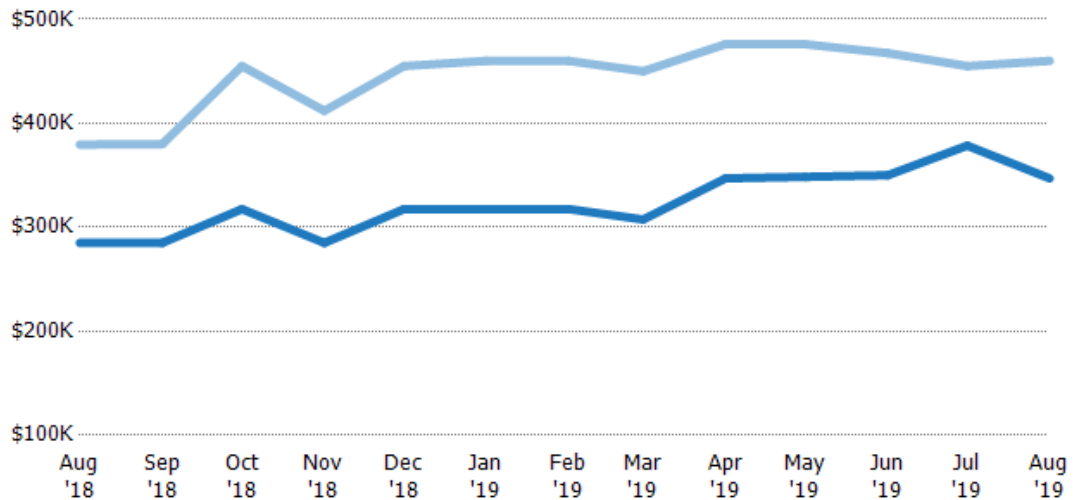
Avg Est Value	\$309K	\$309K	\$338K	\$331K	\$350K	\$350K	\$350K	\$327K	\$342K	\$349K	\$369K	\$549K	\$490K
Avg Listing Price	\$555K	\$549K	\$562K	\$549K	\$597K	\$590K	\$584K	\$558K	\$606K	\$532K	\$535K	\$592K	\$612K
Avg Listing Price as a % of Avg Est Value	180%	178%	166%	166%	170%	169%	167%	170%	177%	152%	145%	108%	125%

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



Median Est Value	\$285K	\$285K	\$318K	\$285K	\$318K	\$318K	\$318K	\$308K	\$347K	\$349K	\$350K	\$379K	\$347K
Median Listing Price	\$380K	\$380K	\$455K	\$412K	\$455K	\$460K	\$460K	\$450K	\$476K	\$476K	\$468K	\$455K	\$460K
Med Listing Price as a % of Med Est Value	133%	133%	143%	145%	143%	145%	145%	146%	137%	137%	134%	120%	133%

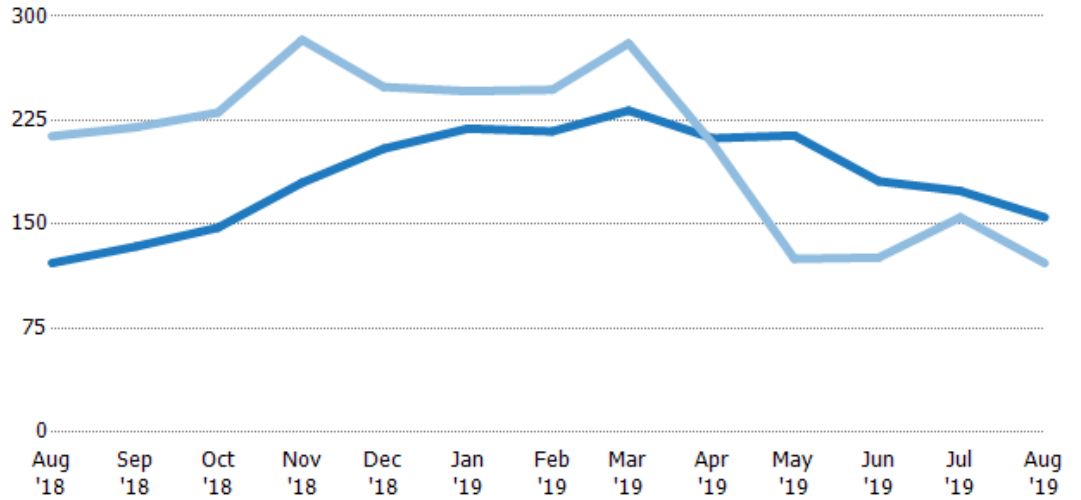
Median Days in RPR

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

Month/ Year	Days	% Chg.
Aug '19	155	27%
Aug '18	122	-42.9%
Aug '17	214	-3.3%



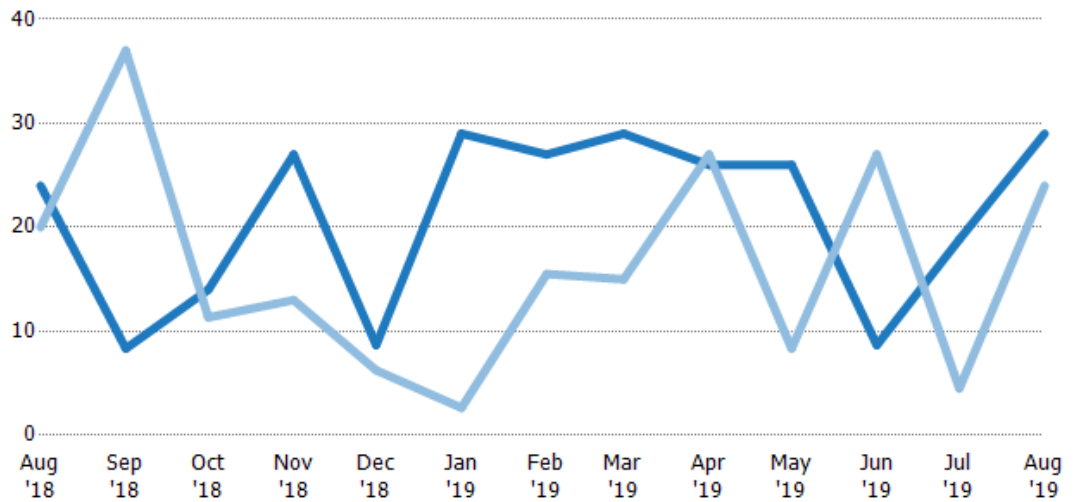
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	122	134	148	180	205	219	217	232	212	214	181	174	155
Prior Year	214	220	231	283	249	246	247	281	208	125	126	155	122
Percent Change from Prior Year	-43%	-39%	-36%	-36%	-18%	-11%	-12%	-17%	2%	71%	44%	12%	27%

Months of Inventory

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

Filters Used

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 Family Residence



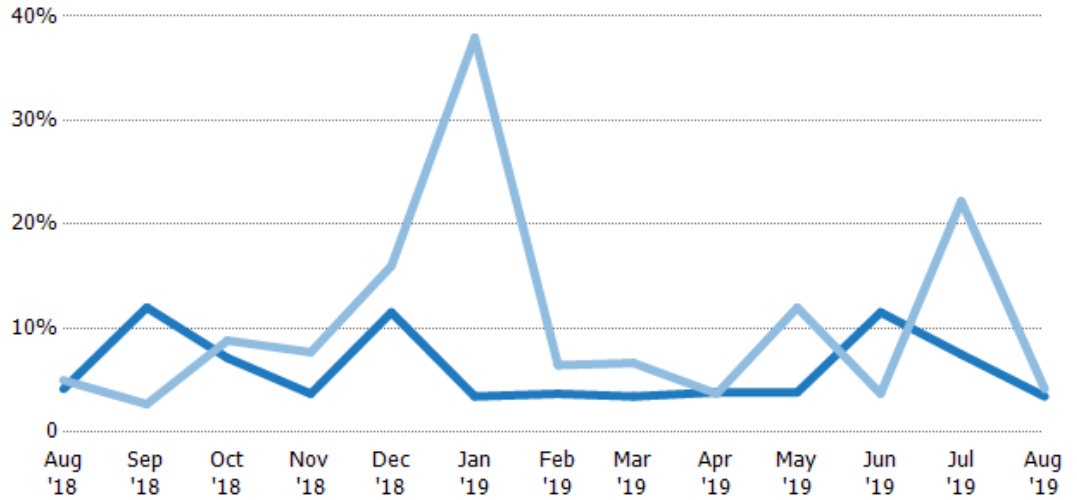
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	24	8.33	14	27	8.67	29	27	29	26	26	8.67	18.8	29
Prior Year	20	37	11.3	13	6.25	2.64	15.5	15	27	8.33	27	4.5	24
Percent Change from Prior Year	20%	-77%	24%	108%	39%	1,000%	74%	93%	-4%	212%	-68%	-100%	21%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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 Family Residence



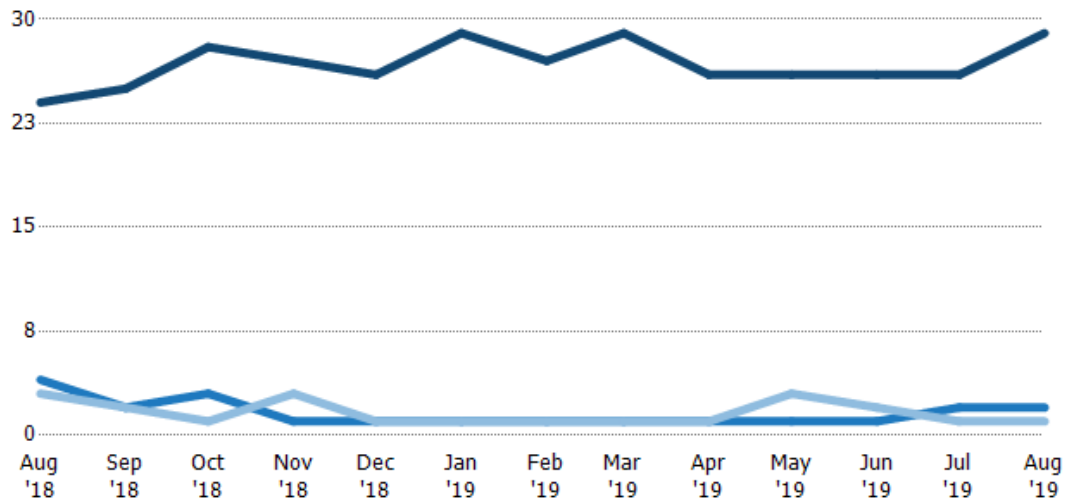
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	4%	12%	7%	4%	12%	3%	4%	3%	4%	4%	12%	7%	3%
Prior Year	5%	3%	9%	8%	16%	38%	6%	7%	4%	12%	4%	22%	4%
Change from Prior Year	1%	-9%	2%	4%	4%	34%	3%	3%	0%	8%	-8%	22%	1%

Active/Pending/Sold Units

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

Filters Used

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



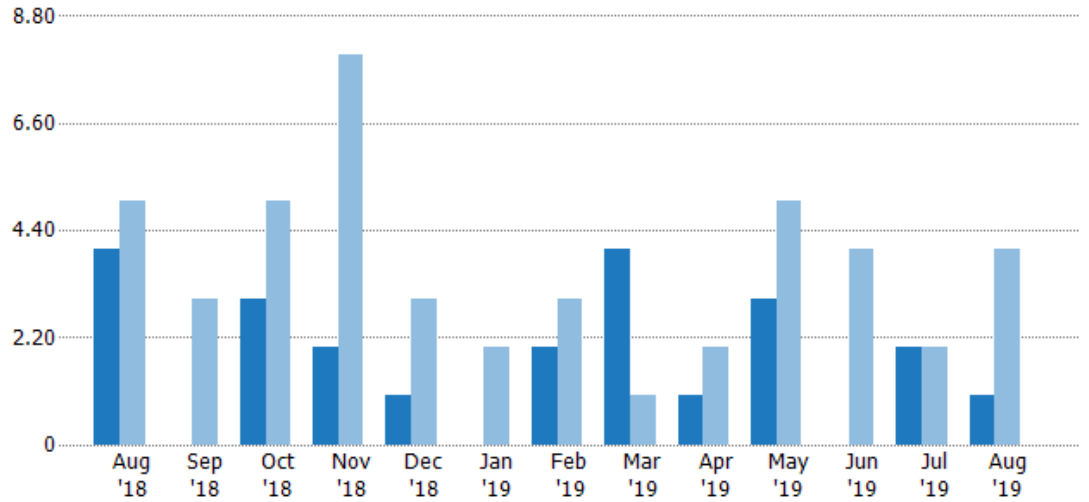
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	24	25	28	27	26	29	27	29	26	26	26	26	29
Pending	4	2	3	1	1	1	1	1	1	1	1	2	2
Sold	3	2	1	3	1	1	1	1	1	3	2	1	1

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



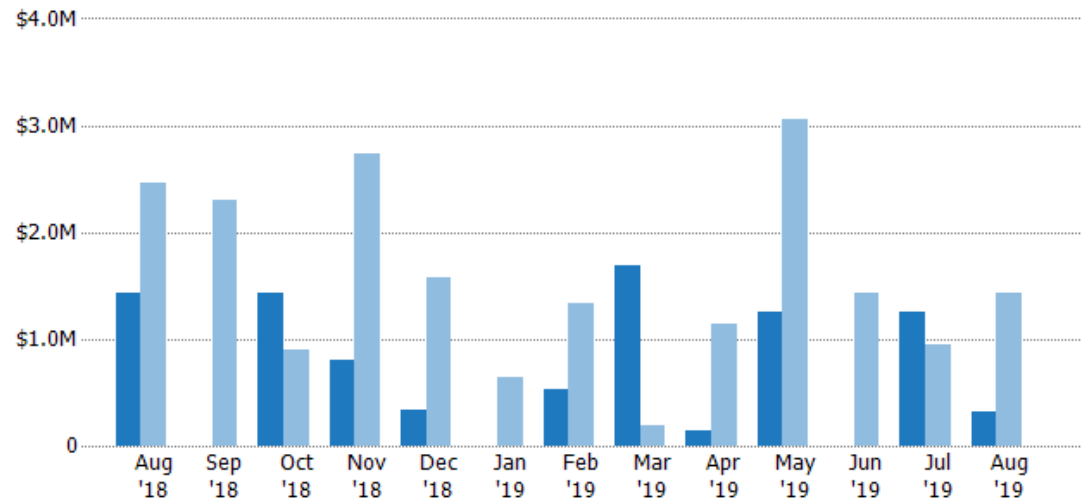
Current Year	4	-	3	2	1	-	2	4	1	3	-	2	1
Prior Year	5	3	5	8	3	2	3	1	2	5	4	2	4
Percent Change from Prior Year	-20%	-100%	-40%	-75%	-67%	-100%	-33%	300%	-50%	-40%	-100%	0%	-75%

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



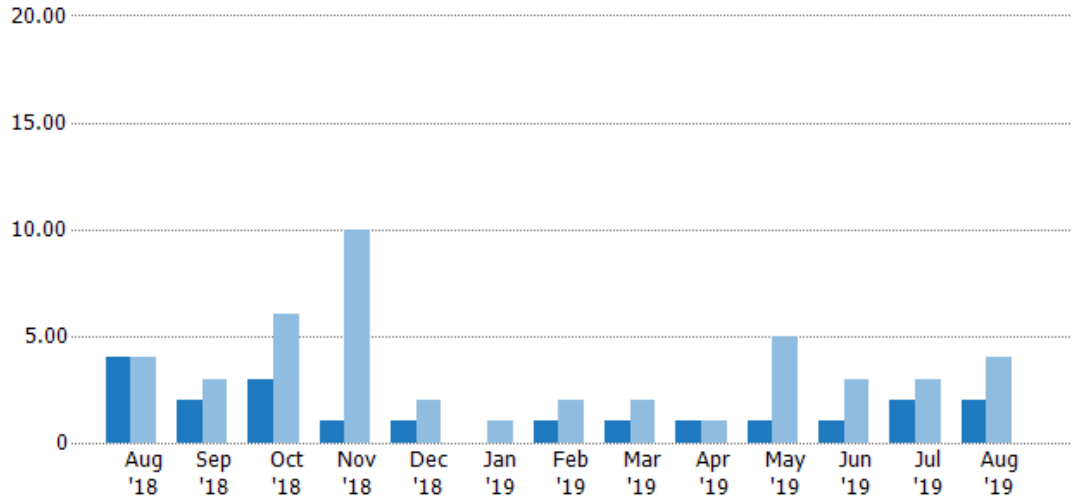
Current Year	\$1.43M	-	\$1.42M	\$805K	\$330K	-	\$525K	\$1.7M	\$139K	\$1.26M	-	\$1.25M	\$325K
Prior Year	\$2.46M	\$2.3M	\$902K	\$2.73M	\$1.58M	\$638K	\$1.34M	\$190K	\$1.13M	\$3.05M	\$1.43M	\$949K	\$1.43M
Percent Change from Prior Year	-42%	-100%	58%	-71%	-79%	-100%	-61%	794%	-88%	-59%	-100%	32%	-77%

Pending Sales

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

Filters Used

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



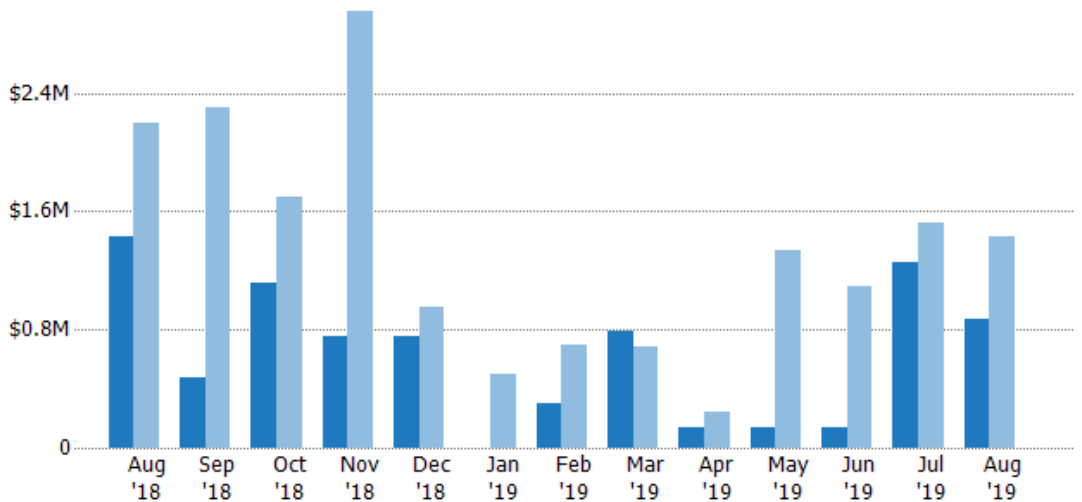
Current Year	4	2	3	1	1	-	1	1	1	1	1	2	2
Prior Year	4	3	6	10	2	1	2	2	1	5	3	3	4
Percent Change from Prior Year	0%	-33%	-50%	-90%	-50%	-100%	-50%	-50%	0%	-80%	-67%	-33%	-50%

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



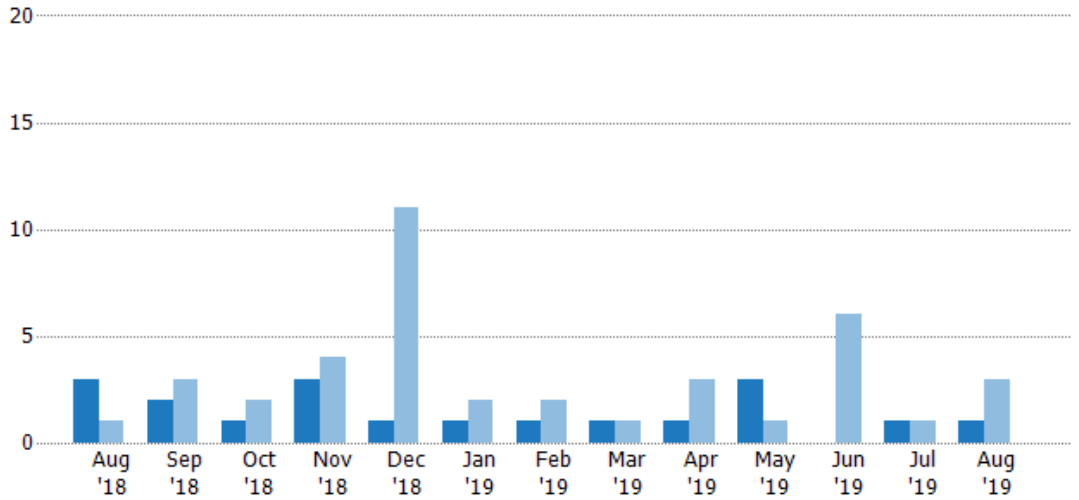
Current Year	\$1.43M	\$474K	\$1.12M	\$750K	\$750K	-	\$300K	\$795K	\$139K	\$139K	\$139K	\$1.25M	\$875K
Prior Year	\$2.2M	\$2.3M	\$1.7M	\$2.95M	\$950K	\$499K	\$698K	\$689K	\$240K	\$1.34M	\$1.1M	\$1.53M	\$1.43M
Percent Change from Prior Year	-35%	-79%	-34%	-75%	-21%	-100%	-57%	15%	-42%	-90%	-87%	-18%	-39%

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



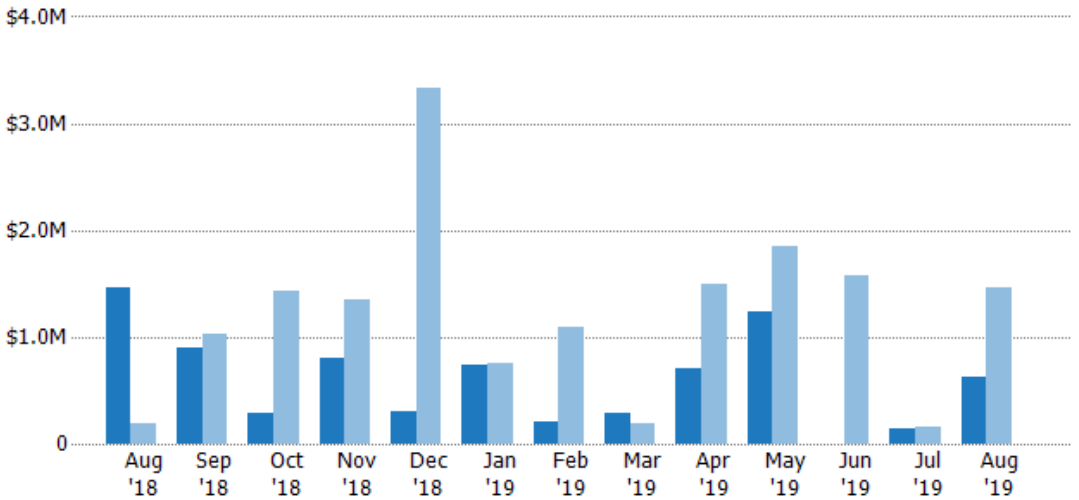
Current Year	3	2	1	3	1	1	1	1	1	3	-	1	1
Prior Year	1	3	2	4	11	2	2	1	3	1	6	1	3
Percent Change from Prior Year	200%	-33%	-50%	-25%	-91%	-50%	-50%	0%	-67%	200%	-100%	0%	-67%

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



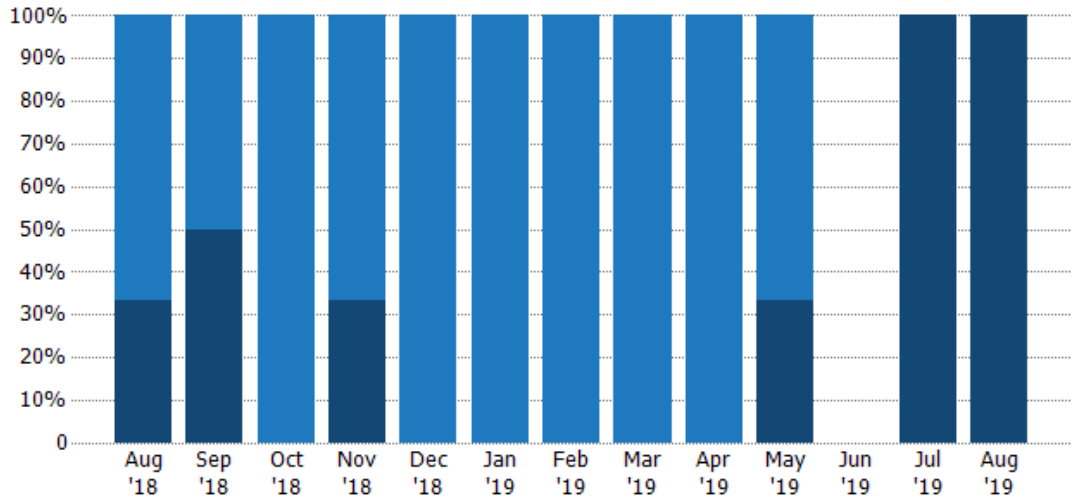
Current Year	\$1.46M	\$905K	\$290K	\$804K	\$305K	\$730K	\$210K	\$280K	\$700K	\$1.23M	-	\$135K	\$630K
Prior Year	\$184K	\$1.04M	\$1.43M	\$1.35M	\$3.33M	\$751K	\$1.09M	\$195K	\$1.49M	\$1.85M	\$1.58M	\$160K	\$1.46M
Percent Change from Prior Year	696%	-13%	-80%	-41%	-91%	-3%	-81%	44%	-53%	-33%	-100%	-16%	-57%

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



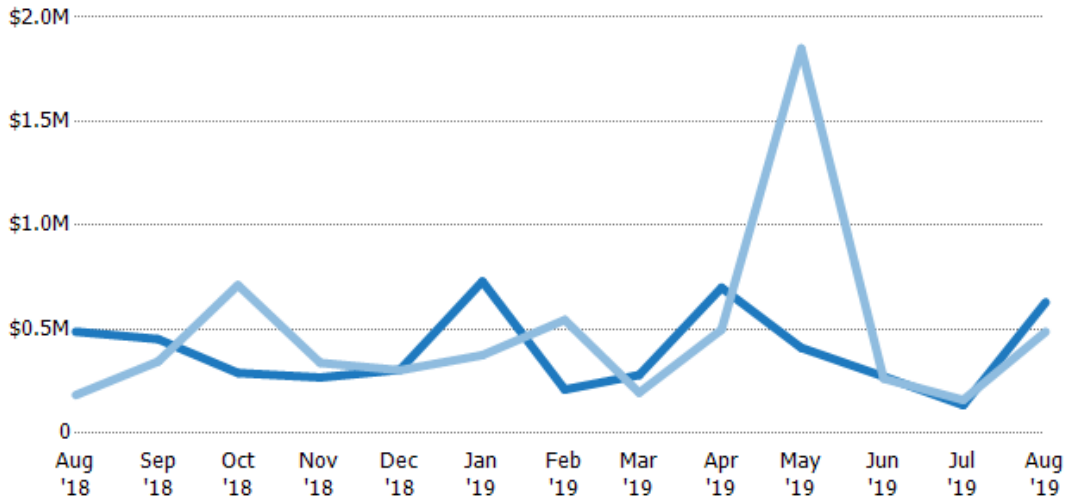
Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Condo/Townhouse	67%	50%	100%	67%	100%	100%	100%	100%	100%	67%	-	-	-
Single Family Residence	33%	50%	-	33%	-	-	-	-	-	33%	-	100%	100%

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



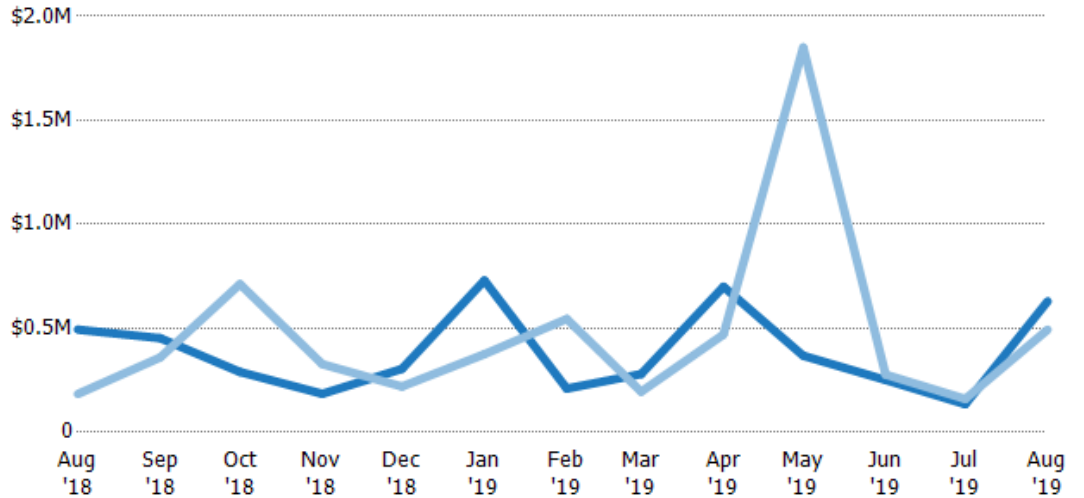
Property Type	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$488K	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$700K	\$411K	\$273K	\$135K	\$630K
Prior Year	\$184K	\$345K	\$713K	\$339K	\$303K	\$376K	\$545K	\$195K	\$498K	\$1.85M	\$263K	\$160K	\$488K
Percent Change from Prior Year	165%	31%	-59%	-21%	1%	94%	-61%	44%	41%	-78%	-100%	-16%	29%

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



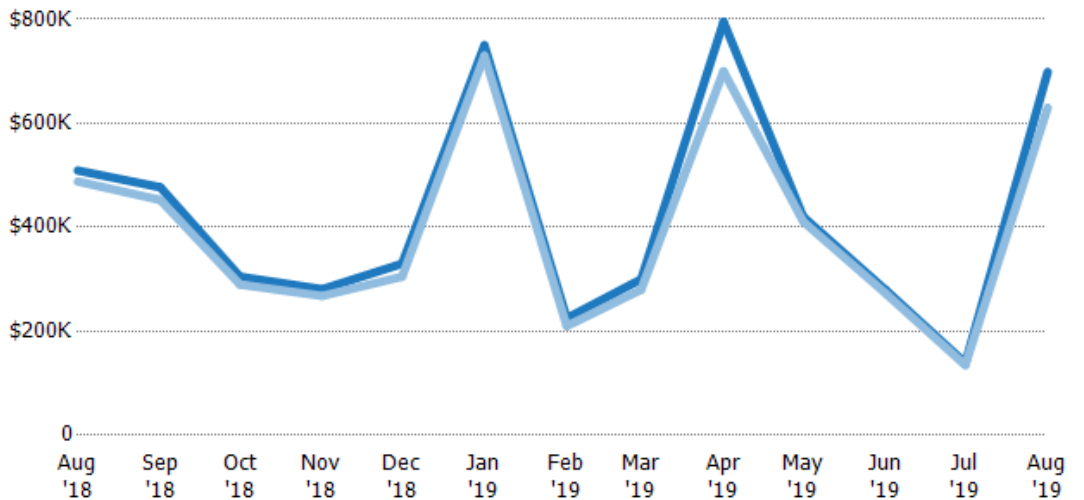
Current Year	\$494K	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K	\$700K	\$368K	\$252K	\$135K	\$630K
Prior Year	\$184K	\$360K	\$713K	\$328K	\$220K	\$376K	\$545K	\$195K	\$470K	\$1.85M	\$278K	\$160K	\$494K
Percent Change from Prior Year	168%	26%	-59%	-44%	39%	94%	-61%	44%	49%	-80%	-100%	-16%	28%

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



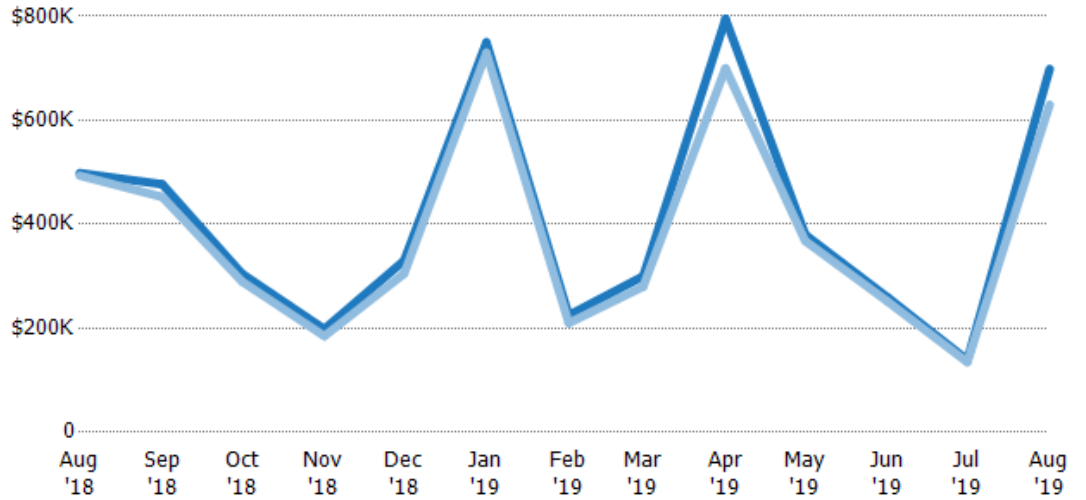
Avg List Price	\$509K	\$477K	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K	\$795K	\$420K	\$280K	\$139K	\$699K
Avg Sales Price	\$488K	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$700K	\$411K	\$273K	\$135K	\$630K
Avg Sales Price as a % of Avg List Price	96%	95%	95%	95%	92%	97%	93%	93%	88%	98%	97%	97%	90%

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



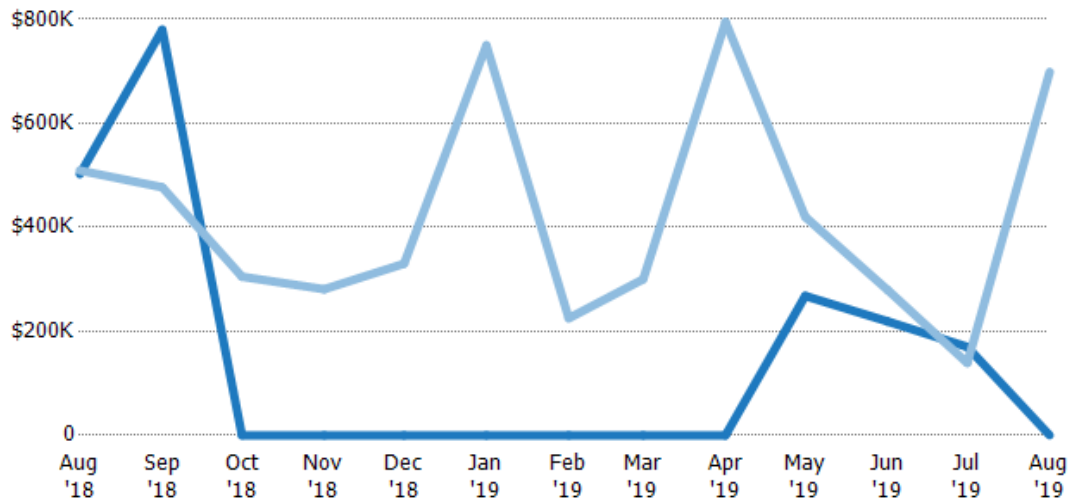
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$499K	\$477K	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K	\$795K	\$380K	\$260K	\$139K	\$699K
Median Sales Price	\$494K	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K	\$700K	\$368K	\$252K	\$135K	\$630K
Med Sales Price as a % of Med List Price	99%	95%	95%	93%	92%	97%	93%	93%	88%	97%	97%	97%	90%

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



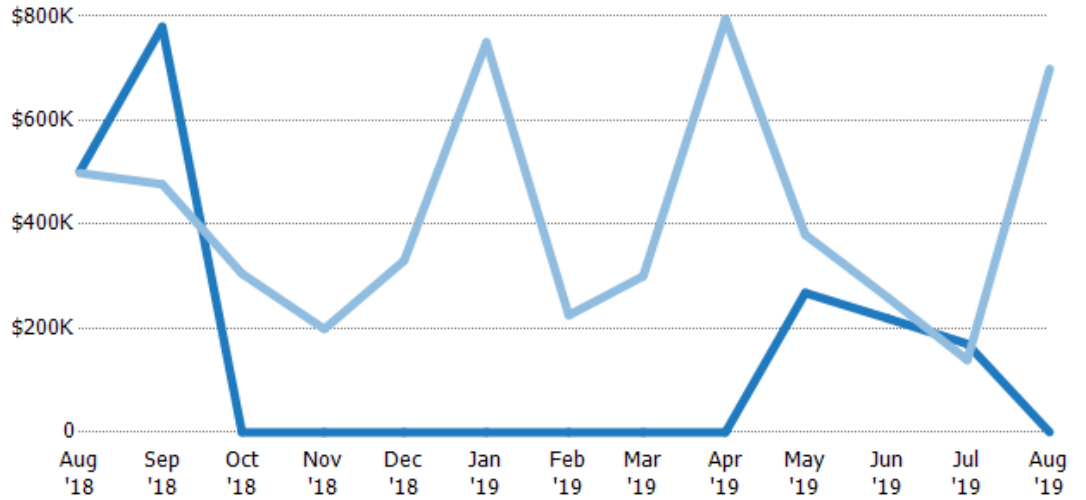
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$502K	\$780K	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$268K	\$219K	\$170K	\$0
Avg Sales Price	\$509K	\$477K	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K	\$795K	\$420K	\$280K	\$139K	\$699K
Avg Sales Price as a % of Avg Est Value	101%	61%	100%	100%	100%	100%	100%	100%	100%	157%	119%	82%	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	\$502K	\$780K	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$268K	\$219K	\$170K	\$0
Median Sales Price	\$499K	\$477K	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K	\$795K	\$380K	\$260K	\$139K	\$699K
Med Sales Price as a % of Med Est Value	99%	61%	100%	100%	100%	100%	100%	100%	100%	142%	112%	82%	100%