

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	2	+50%	18	26	-30.8%
New Listing Volume	\$3,279,000	\$450,000	+628.7%	\$9,859,300	\$11,543,999	-14.6%
Active Listing Count	26	27	-3.7%	N/A	N/A	
Active Listing Volume	\$15,388,800	\$14,327,500	+7.4%	N/A	N/A	
Average Listing Price	\$591,877	\$530,648	+11.5%	\$571,084	\$570,926	+0%
Median Listing Price	\$455,000	\$379,000	+20.1%	\$463,212	\$410,551	+12.8%
Median Days in RPR	174	155	+12.3%	212	182.91	+15.9%
Months of Inventory	-	4.5	-	11.8	9.3	+26.6%
Absorption Rate	-	22.22%	-22.2%	8.47%	10.71%	-2.2%
Sales Activity Charts Metrics						
New Pending Sales Count	2	2	+/-	12	19	-36.8%
New Pending Sales Volume	\$1,249,000	\$948,500	+31.7%	\$4,868,000	\$8,731,499	-44.2%
Pending Sales Count	2	3	-33.3%	N/A	N/A	
Pending Sales Volume	\$1,249,000	\$1,527,500	-18.2%	N/A	N/A	
Closed Sales Count	1	1	+/-	8	16	-50%
Closed Sales Volume	\$135,000	\$160,000	-15.6%	\$3,288,000	\$7,119,860	-53.8%
Average Sales Price	\$135,000	\$160,000	-15.6%	\$411,000	\$444,991	-7.6%
Median Sales Price	\$135,000	\$160,000	-15.6%	\$394,875	\$445,130	-11.3%

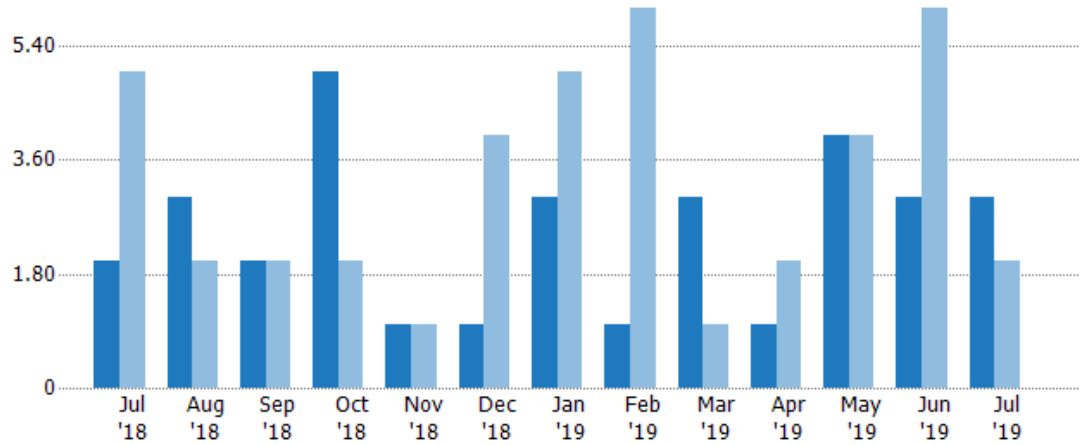
New Listings

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.
Jul '19	3	50%
Jul '18	2	-60%
Jul '17	5	20%



Current Year	2	3	2	5	1	1	3	1	3	1	4	3	3
Prior Year	5	2	2	2	1	4	5	6	1	2	4	6	2
Percent Change from Prior Year	-60%	50%	0%	150%	0%	-75%	-40%	-83%	200%	-50%	0%	-50%	50%

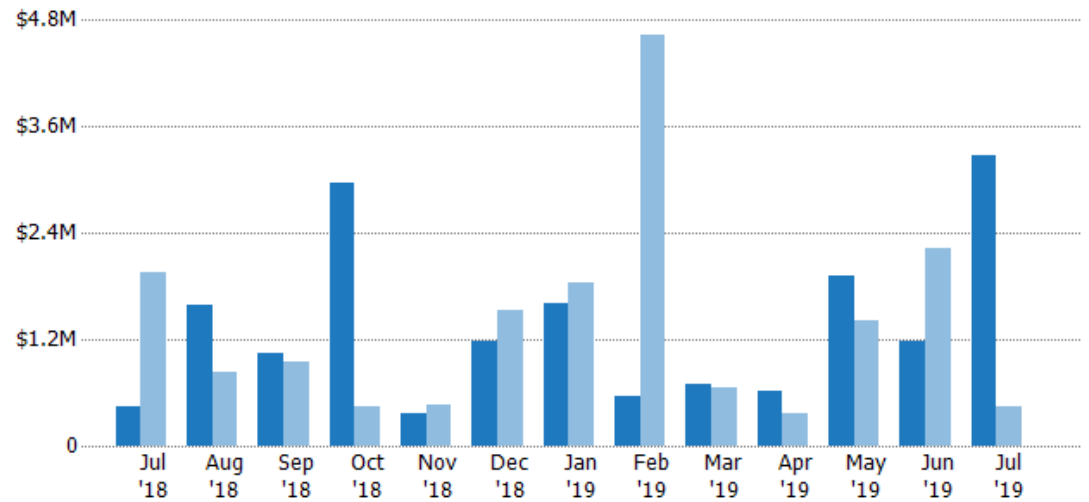
New Listing Volume

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.
Jul '19	\$3.28M	628.7%
Jul '18	\$450K	-76.9%
Jul '17	\$1.95M	36.2%



Current Year	\$450K	\$1.59M	\$1.04M	\$2.96M	\$360K	\$1.18M	\$1.6M	\$550K	\$701K	\$625K	\$1.92M	\$1.18M	\$3.28M
Prior Year	\$1.95M	\$824K	\$948K	\$444K	\$460K	\$1.53M	\$1.83M	\$4.62M	\$649K	\$364K	\$1.41M	\$2.22M	\$450K
Percent Change from Prior Year	-77%	93%	10%	566%	-22%	-23%	-13%	-88%	8%	72%	37%	-47%	629%

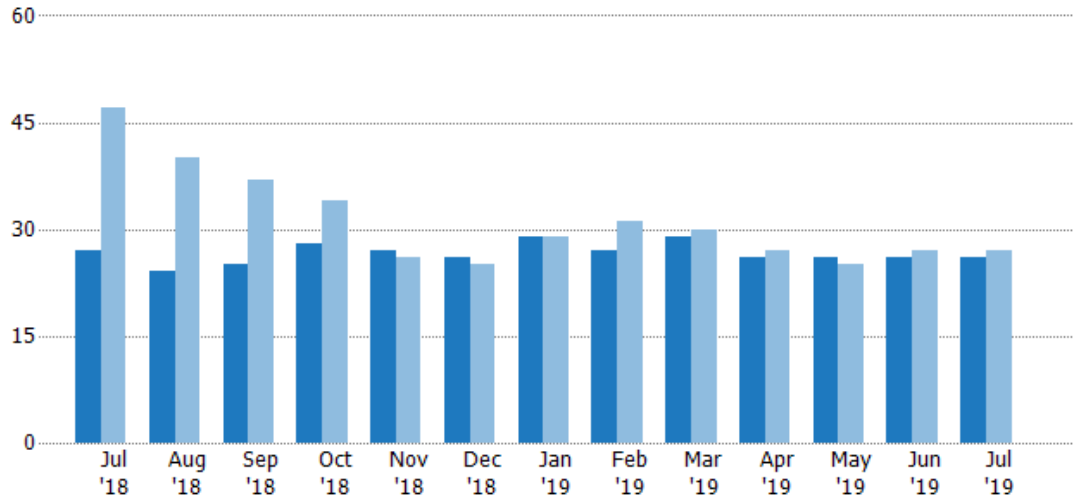
Active Listings

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.
Jul '19	26	-3.7%
Jul '18	27	-42.6%
Jul '17	47	12.8%



Current Year	27	24	25	28	27	26	29	27	29	26	26	26	26
Prior Year	47	40	37	34	26	25	29	31	30	27	25	27	27
Percent Change from Prior Year	-43%	-40%	-32%	-18%	4%	4%	0%	-13%	-3%	-4%	4%	-4%	-4%

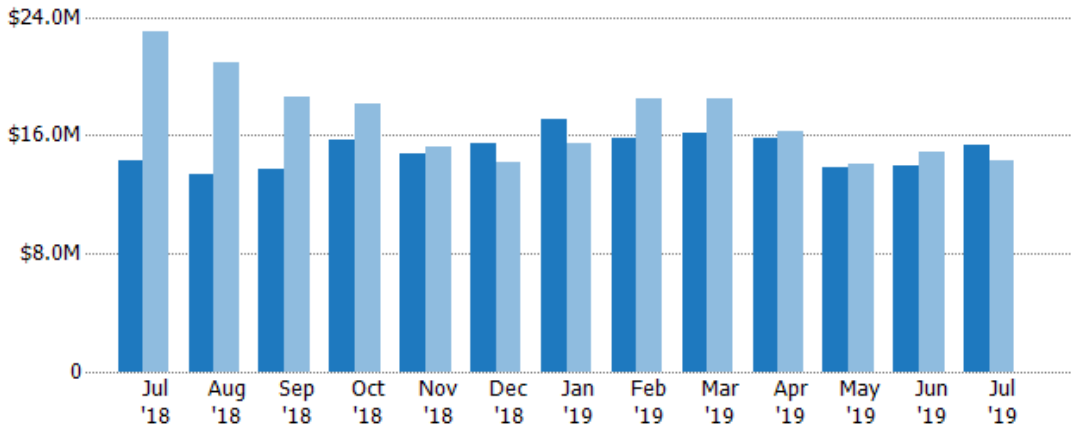
Active Listing Volume

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.
Jul '19	\$15.4M	7.4%
Jul '18	\$14.3M	-37.9%
Jul '17	\$23.1M	13%



Current Year	\$14.3M	\$13.3M	\$13.7M	\$15.7M	\$14.8M	\$15.5M	\$17.1M	\$15.8M	\$16.2M	\$15.8M	\$13.8M	\$13.9M	\$15.4M
Prior Year	\$23.1M	\$20.9M	\$18.6M	\$18.1M	\$15.3M	\$14.1M	\$15.5M	\$18.5M	\$18.5M	\$16.3M	\$14M	\$14.8M	\$14.3M
Percent Change from Prior Year	-38%	-36%	-26%	-13%	-3%	10%	11%	-15%	-13%	-3%	-2%	-6%	7%

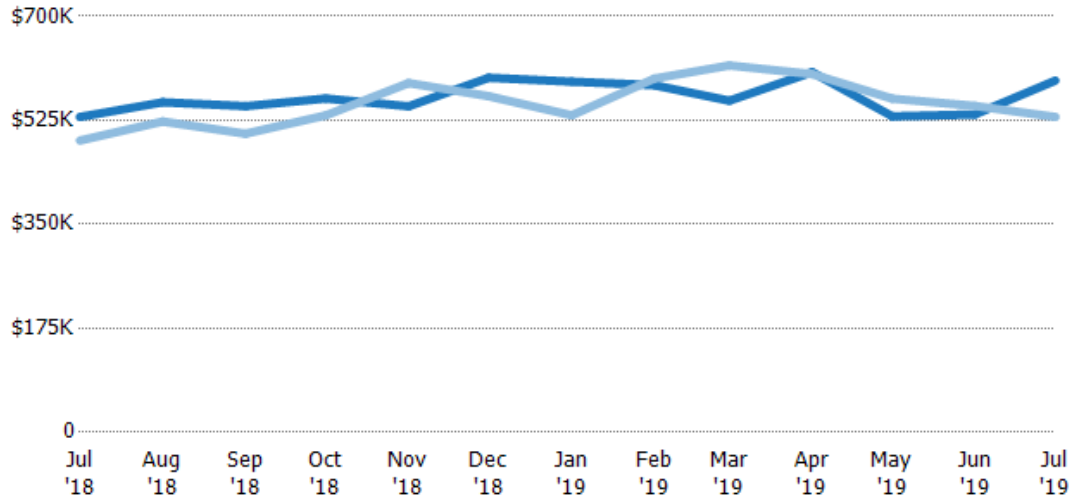
Average Listing Price

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.
Jul '19	\$592K	11.5%
Jul '18	\$531K	8.1%
Jul '17	\$491K	0.2%



Current Year	\$531K	\$555K	\$549K	\$562K	\$549K	\$597K	\$590K	\$584K	\$558K	\$606K	\$532K	\$535K	\$592K
Prior Year	\$491K	\$523K	\$502K	\$533K	\$588K	\$566K	\$533K	\$595K	\$617K	\$603K	\$561K	\$549K	\$531K
Percent Change from Prior Year	8%	6%	9%	5%	-7%	5%	11%	-2%	-10%	1%	-5%	-3%	12%

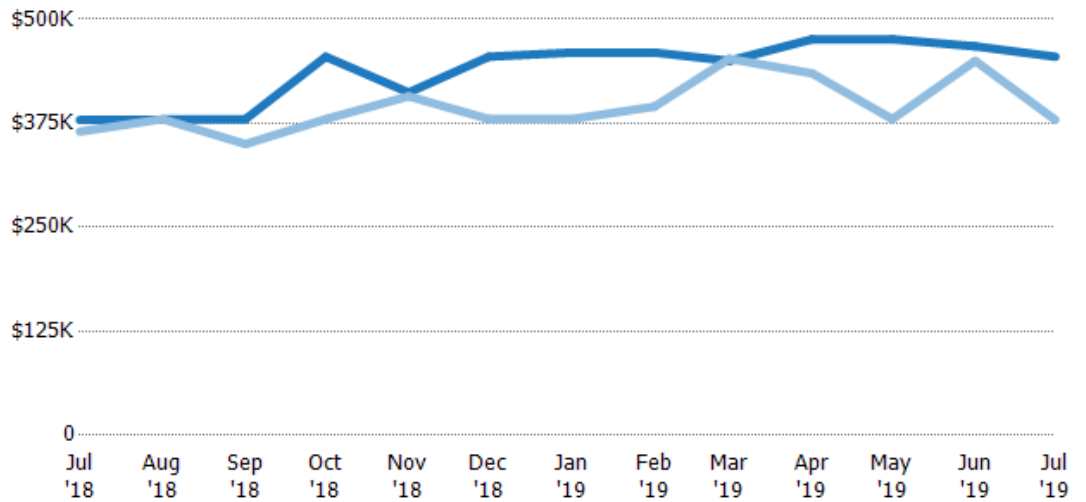
Median Listing Price

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.
Jul '19	\$455K	20.1%
Jul '18	\$379K	3.8%
Jul '17	\$365K	0%



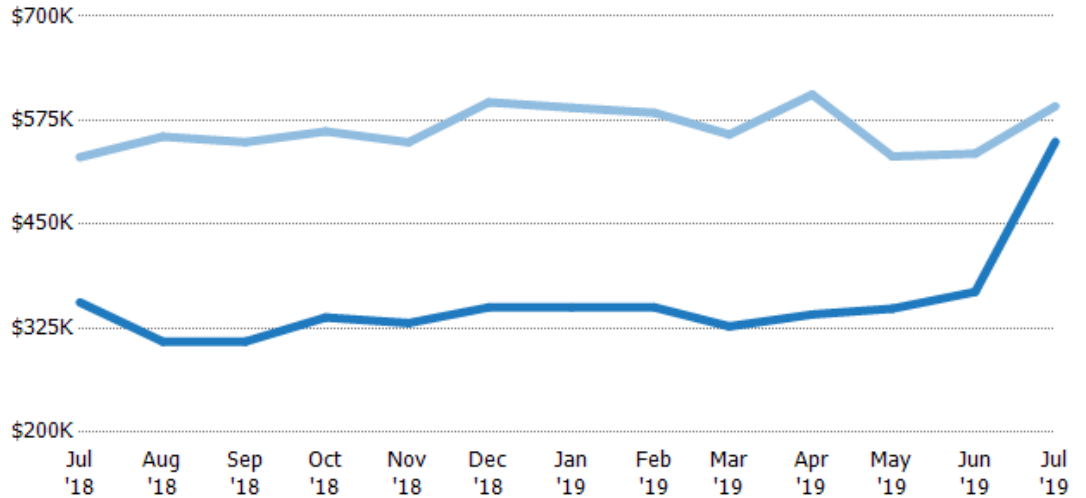
Current Year	\$379K	\$380K	\$380K	\$455K	\$412K	\$455K	\$460K	\$460K	\$450K	\$476K	\$476K	\$468K	\$455K
Prior Year	\$365K	\$380K	\$350K	\$380K	\$408K	\$380K	\$380K	\$395K	\$453K	\$435K	\$380K	\$450K	\$379K
Percent Change from Prior Year	4%	0%	9%	20%	1%	20%	21%	16%	-1%	9%	25%	4%	20%

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



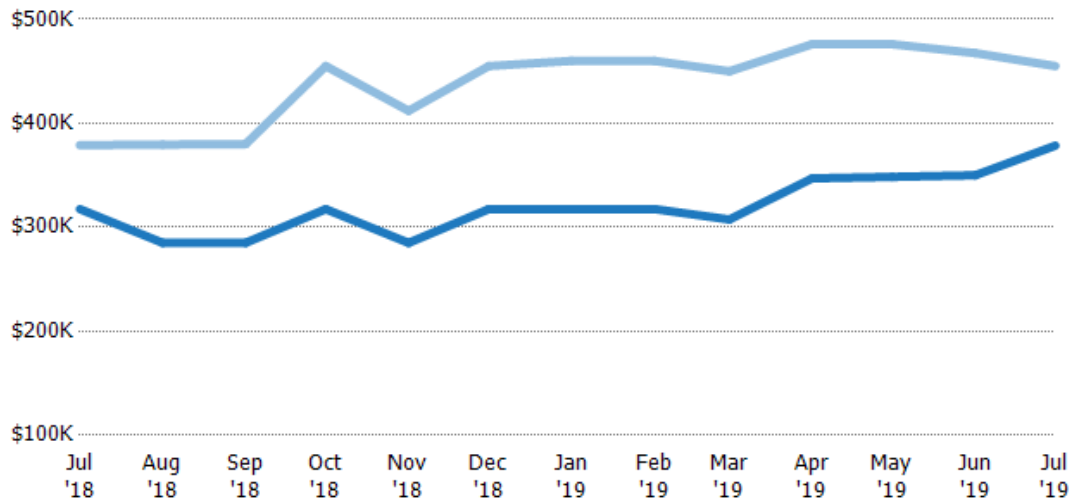
Avg Est Value	\$356K	\$309K	\$309K	\$338K	\$331K	\$350K	\$350K	\$350K	\$327K	\$342K	\$349K	\$369K	\$549K
Avg Listing Price	\$531K	\$555K	\$549K	\$562K	\$549K	\$597K	\$590K	\$584K	\$558K	\$606K	\$532K	\$535K	\$592K
Avg Listing Price as a % of Avg Est Value	149%	180%	178%	166%	166%	170%	169%	167%	170%	177%	152%	145%	108%

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	\$318K	\$285K	\$285K	\$318K	\$285K	\$318K	\$318K	\$318K	\$308K	\$347K	\$349K	\$350K	\$379K
Median Listing Price	\$379K	\$380K	\$380K	\$455K	\$412K	\$455K	\$460K	\$460K	\$450K	\$476K	\$476K	\$468K	\$455K
Med Listing Price as a % of Med Est Value	119%	133%	133%	143%	145%	143%	145%	145%	146%	137%	137%	134%	120%

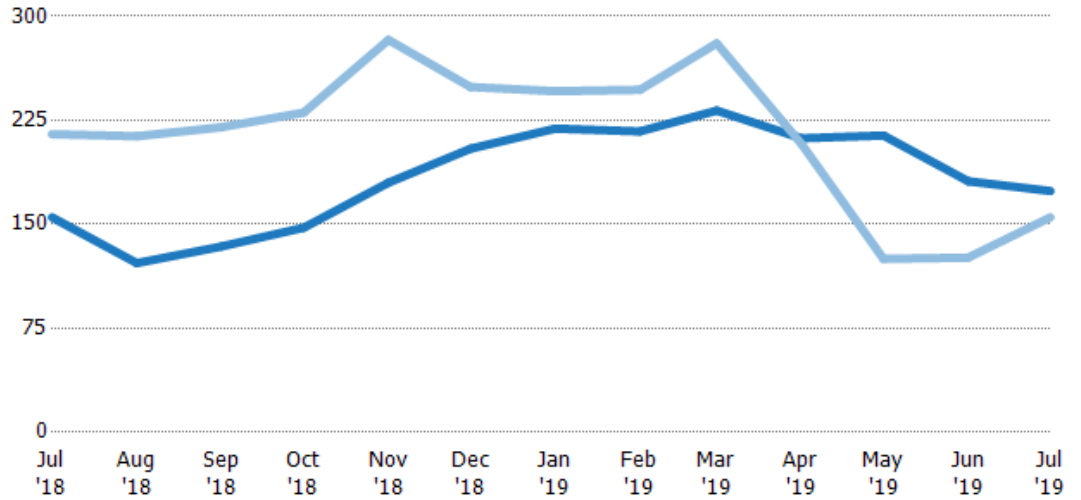
Median Days in RPR

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.
Jul '19	174	12.3%
Jul '18	155	-27.9%
Jul '17	215	-16.7%



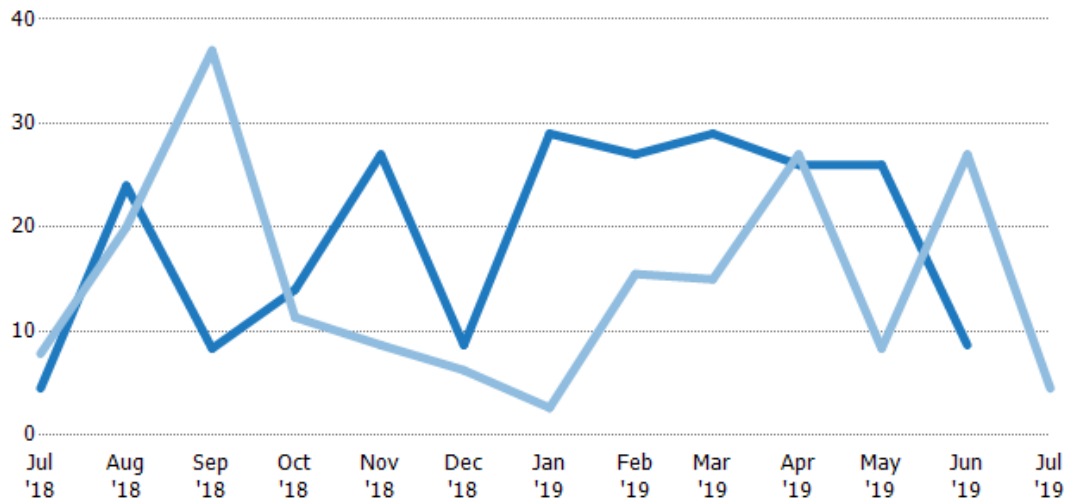
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	155	122	134	148	180	205	219	217	232	212	214	181	174
Prior Year	215	214	220	231	283	249	246	247	281	208	125	126	155
Percent Change from Prior Year	-28%	-43%	-39%	-36%	-36%	-18%	-11%	-12%	-17%	2%	71%	44%	12%

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



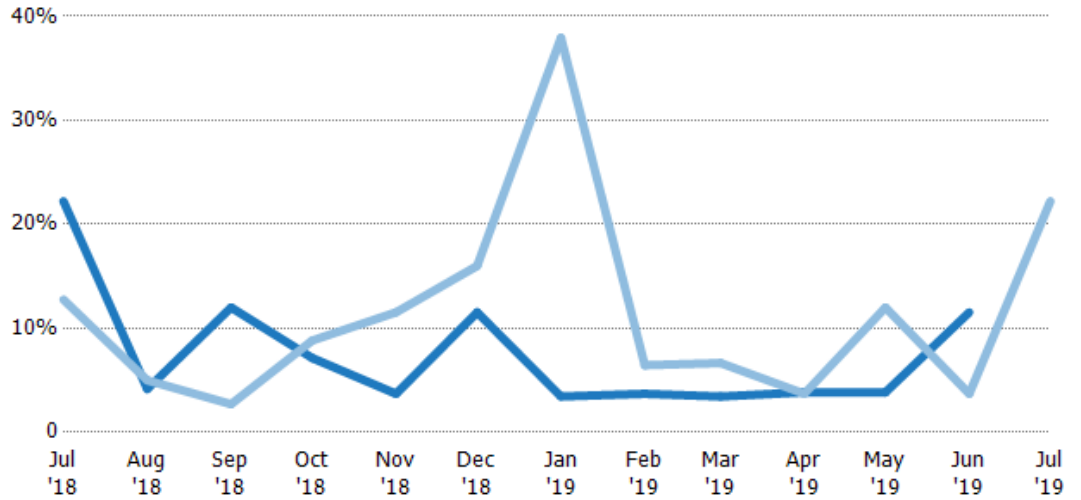
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	4.5	24	8.33	14	27	8.67	29	27	29	26	26	8.67	-
Prior Year	7.83	20	37	11.3	8.67	6.25	2.64	15.5	15	27	8.33	27	4.5
Percent Change from Prior Year	-43%	20%	-77%	24%	212%	39%	1,000%	74%	93%	-4%	212%	-68%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



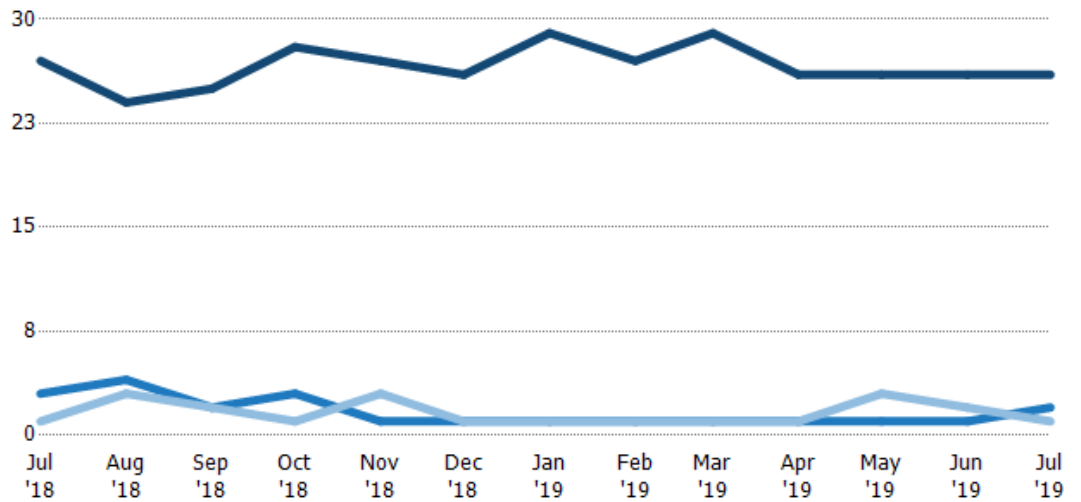
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	22%	4%	12%	7%	4%	12%	3%	4%	3%	4%	4%	12%	-
Prior Year	13%	5%	3%	9%	12%	16%	38%	6%	7%	4%	12%	4%	22%
Change from Prior Year	-9%	1%	-9%	2%	8%	4%	34%	3%	3%	0%	8%	-8%	22%

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



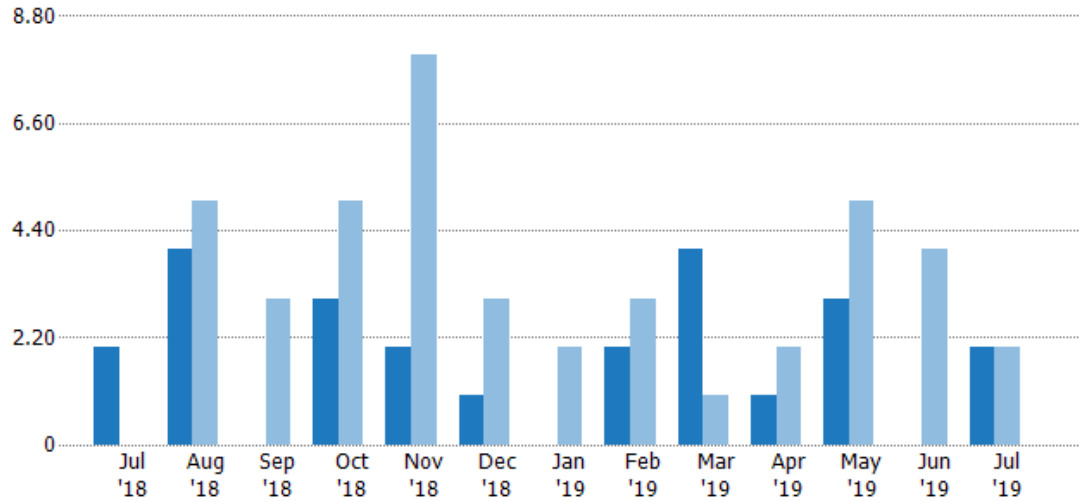
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	27	24	25	28	27	26	29	27	29	26	26	26	26
Pending	3	4	2	3	1	1	1	1	1	1	1	1	2
Sold	1	3	2	1	3	1	1	1	1	1	3	2	1

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



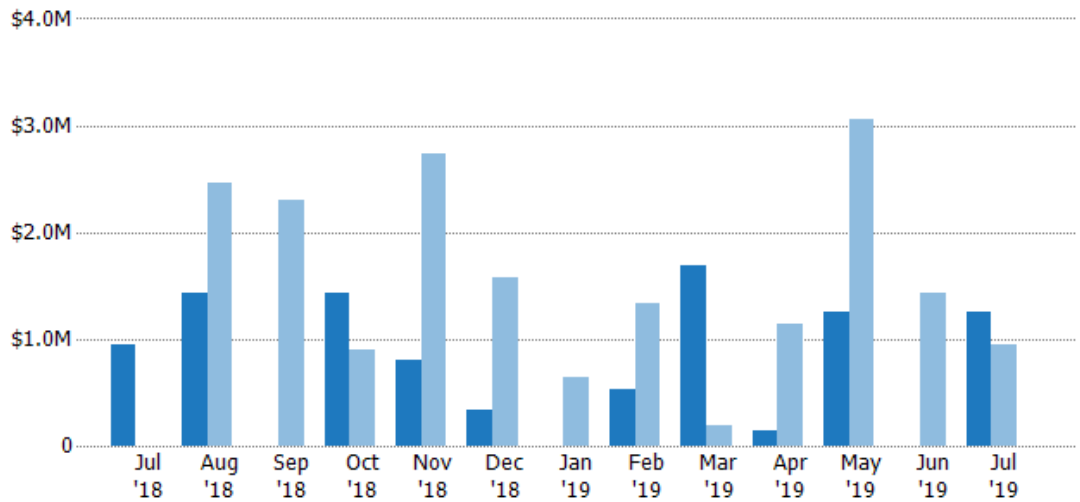
Current Year	2	4	-	3	2	1	-	2	4	1	3	-	2
Prior Year	-	5	3	5	8	3	2	3	1	2	5	4	2
Percent Change from Prior Year	100%	-20%	-100%	-40%	-75%	-67%	-100%	-33%	300%	-50%	-40%	-100%	0%

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



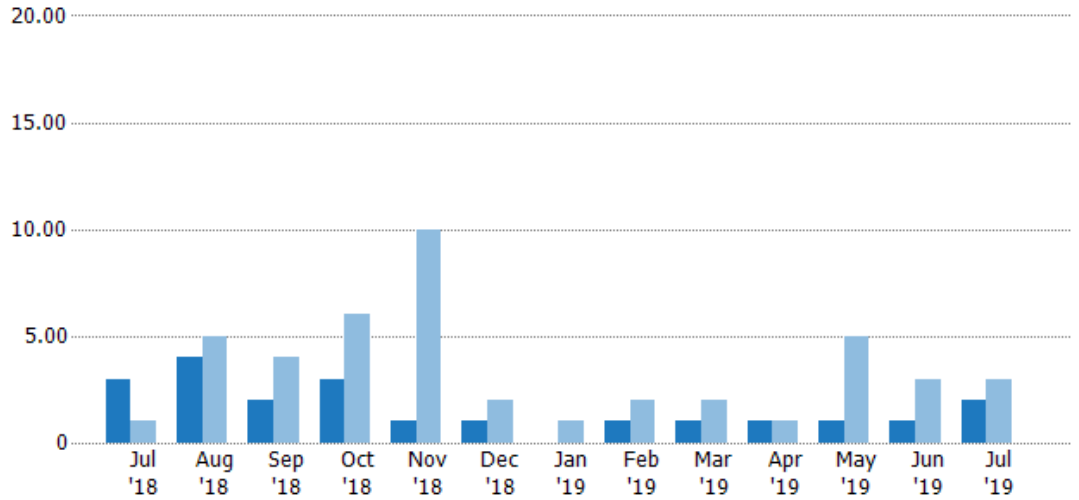
Current Year	\$949K	\$1.43M	-	\$1.42M	\$805K	\$330K	-	\$525K	\$1.7M	\$139K	\$1.26M	-	\$1.25M
Prior Year	-	\$2.46M	\$2.3M	\$902K	\$2.73M	\$1.58M	\$638K	\$1.34M	\$190K	\$1.13M	\$3.05M	\$1.43M	\$949K
Percent Change from Prior Year	100%	-42%	-100%	58%	-71%	-79%	-100%	-61%	794%	-88%	-59%	-100%	32%

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



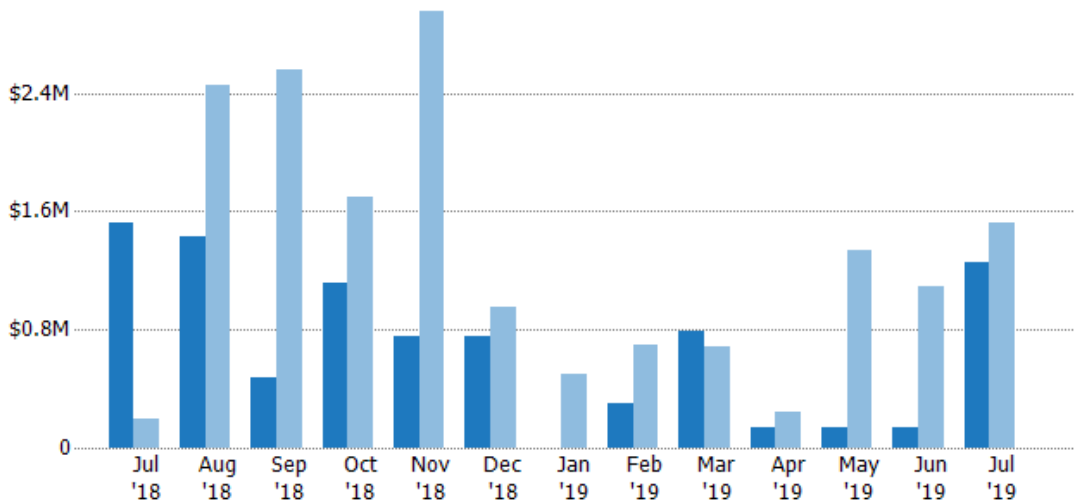
Current Year	3	4	2	3	1	1	-	1	1	1	1	1	2
Prior Year	1	5	4	6	10	2	1	2	2	1	5	3	3
Percent Change from Prior Year	200%	-20%	-50%	-50%	-90%	-50%	-100%	-50%	-50%	0%	-80%	-67%	-33%

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



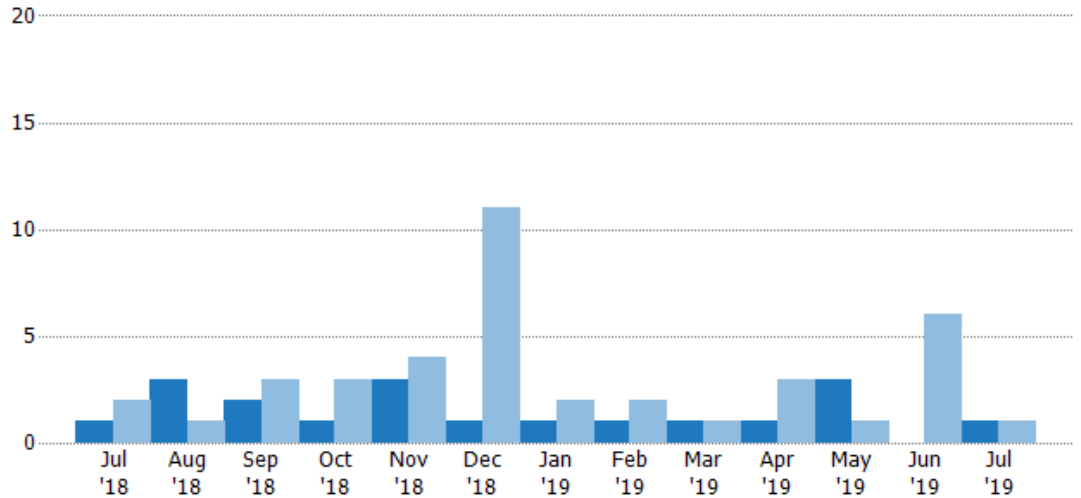
Current Year	\$1.53M	\$1.43M	\$474K	\$1.12M	\$750K	\$750K	-	\$300K	\$795K	\$139K	\$139K	\$139K	\$1.25M
Prior Year	\$191K	\$2.46M	\$2.56M	\$1.7M	\$2.95M	\$950K	\$499K	\$698K	\$689K	\$240K	\$1.34M	\$1.1M	\$1.53M
Percent Change from Prior Year	700%	-42%	-81%	-34%	-75%	-21%	-100%	-57%	15%	-42%	-90%	-87%	-18%

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



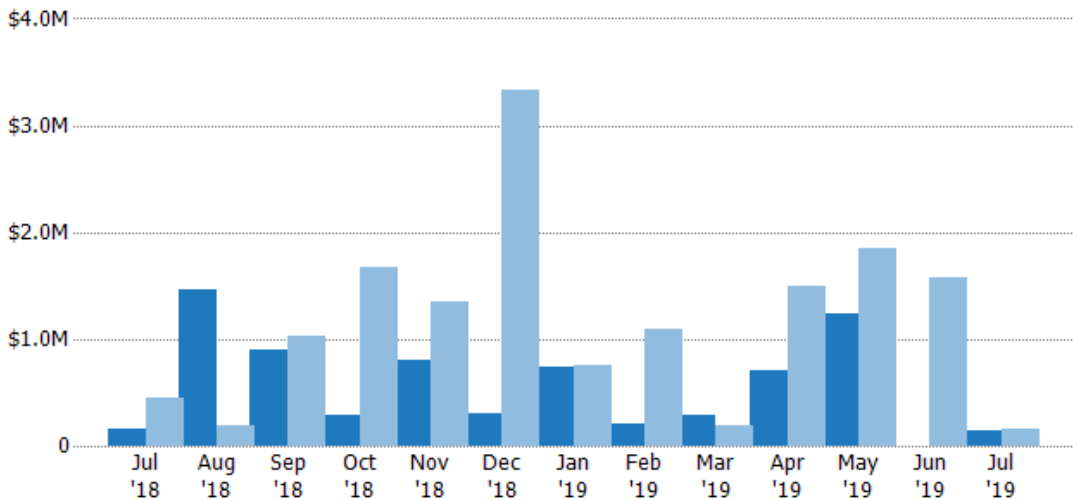
Current Year	1	3	2	1	3	1	1	1	1	1	3	-	1
Prior Year	2	1	3	3	4	11	2	2	1	3	1	6	1
Percent Change from Prior Year	-50%	200%	-33%	-67%	-25%	-91%	-50%	-50%	0%	-67%	200%	-100%	0%

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



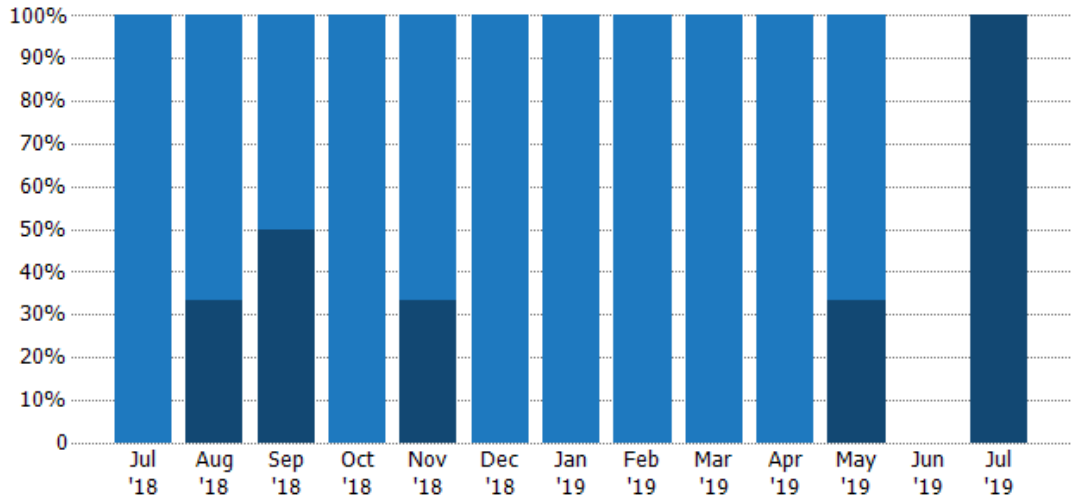
Current Year	\$160K	\$1.46M	\$905K	\$290K	\$804K	\$305K	\$730K	\$210K	\$280K	\$700K	\$1.23M	-	\$135K
Prior Year	\$444K	\$184K	\$1.04M	\$1.67M	\$1.35M	\$3.33M	\$751K	\$1.09M	\$195K	\$1.49M	\$1.85M	\$1.58M	\$160K
Percent Change from Prior Year	-64%	696%	-13%	-83%	-41%	-91%	-3%	-81%	44%	-53%	-33%	-100%	-16%

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



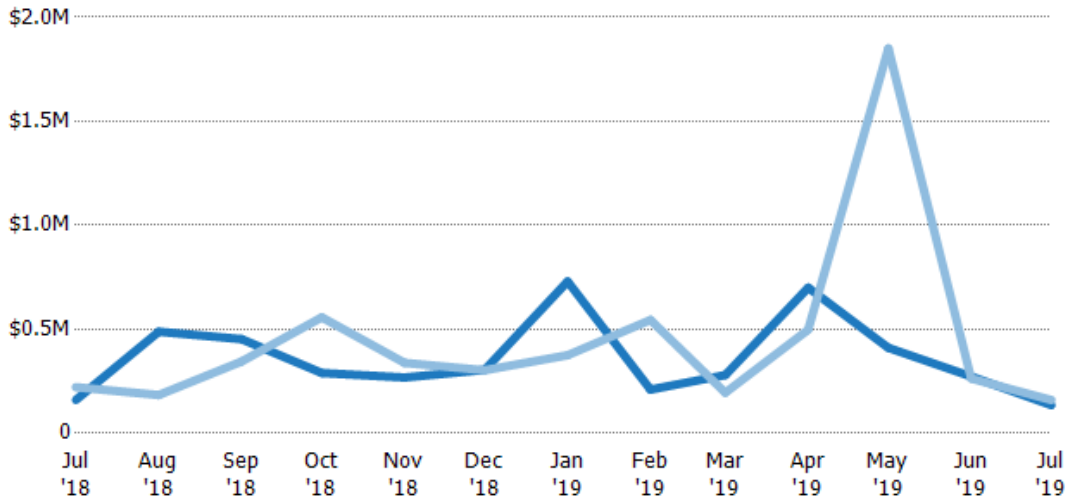
Property Type	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Condo/Townhouse	100%	67%	50%	100%	67%	100%	100%	100%	100%	100%	67%	-	-
Single Family Residence	-	33%	50%	-	33%	-	-	-	-	-	33%	-	100%

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



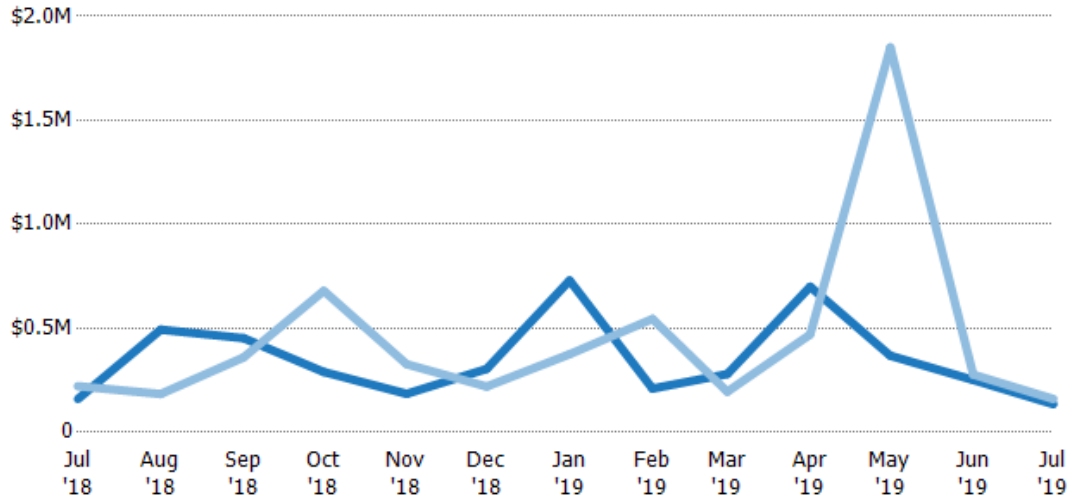
Property Type	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$160K	\$488K	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$700K	\$411K	\$273K	\$135K
Prior Year	\$222K	\$184K	\$345K	\$558K	\$339K	\$303K	\$376K	\$545K	\$195K	\$498K	\$1.85M	\$263K	\$160K
Percent Change from Prior Year	-28%	165%	31%	-48%	-21%	1%	94%	-61%	44%	41%	-78%	-100%	-16%

Median Sales Price

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

Filters Used

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



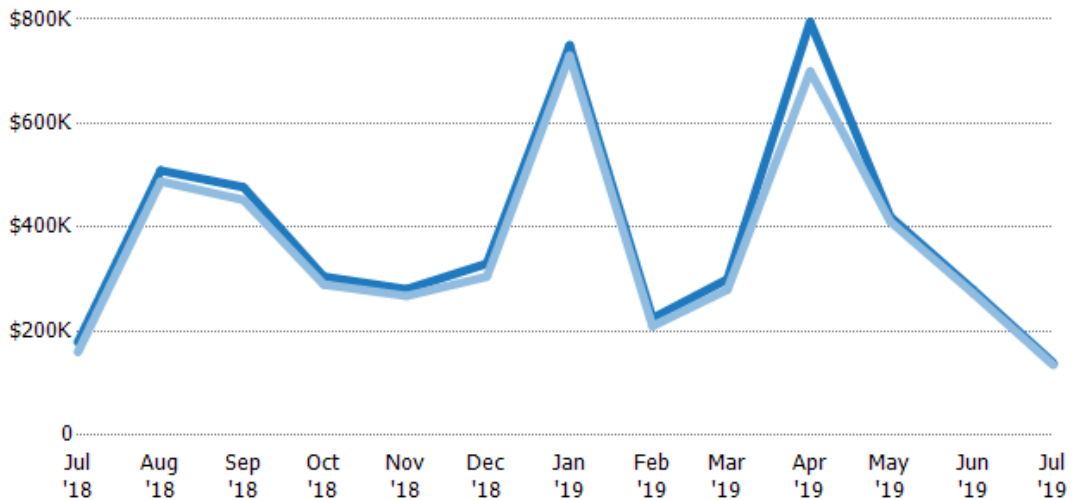
Current Year	\$160K	\$494K	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K	\$700K	\$368K	\$252K	\$135K
Prior Year	\$222K	\$184K	\$360K	\$680K	\$328K	\$220K	\$376K	\$545K	\$195K	\$470K	\$1.85M	\$278K	\$160K
Percent Change from Prior Year	-28%	168%	26%	-57%	-44%	39%	94%	-61%	44%	49%	-80%	-100%	-16%

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



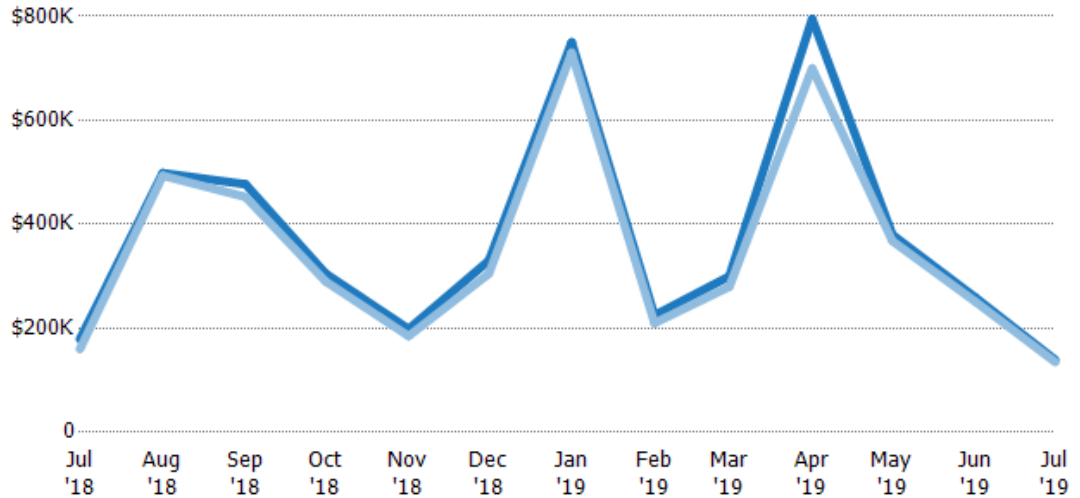
Avg List Price	\$179K	\$509K	\$477K	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K	\$795K	\$420K	\$280K	\$139K
Avg Sales Price	\$160K	\$488K	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$700K	\$411K	\$273K	\$135K
Avg Sales Price as a % of Avg List Price	89%	96%	95%	95%	95%	92%	97%	93%	93%	88%	98%	97%	97%

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



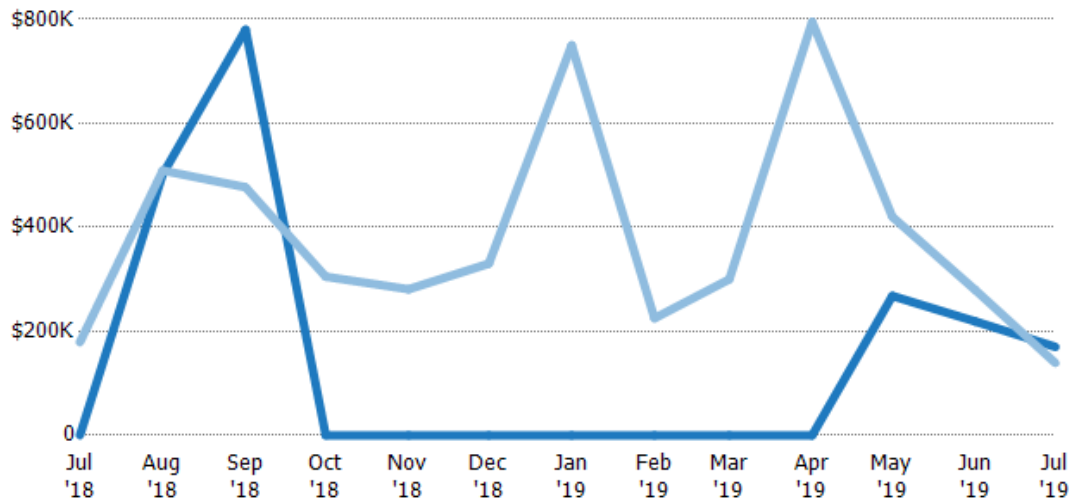
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$179K	\$499K	\$477K	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K	\$795K	\$380K	\$260K	\$139K
Median Sales Price	\$160K	\$494K	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K	\$700K	\$368K	\$252K	\$135K
Med Sales Price as a % of Med List Price	89%	99%	95%	95%	93%	92%	97%	93%	93%	88%	97%	97%	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



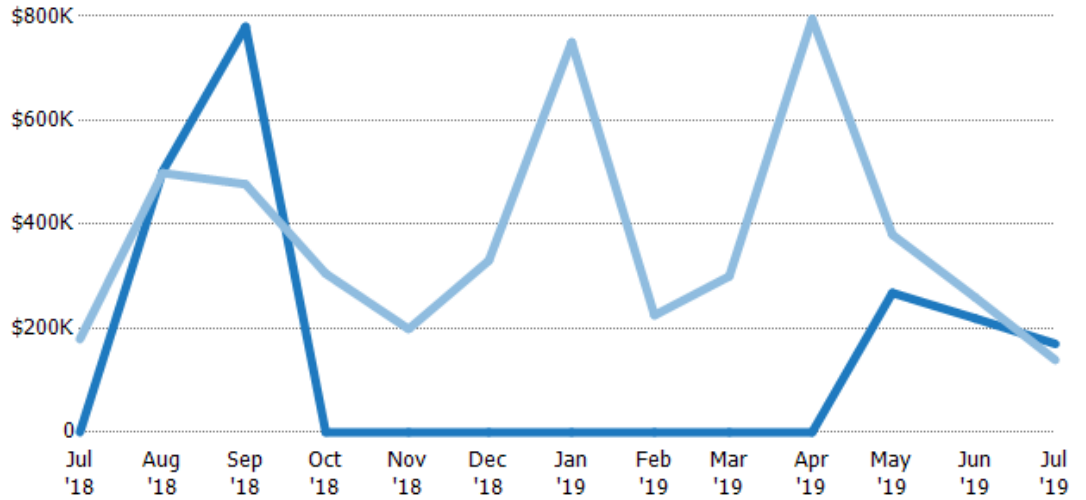
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$0	\$502K	\$780K	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$268K	\$219K	\$170K
Avg Sales Price	\$179K	\$509K	\$477K	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K	\$795K	\$420K	\$280K	\$139K
Avg Sales Price as a % of Avg Est Value	100%	101%	61%	100%	100%	100%	100%	100%	100%	100%	157%	119%	82%

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	\$502K	\$780K	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$268K	\$219K	\$170K
Median Sales Price	\$179K	\$499K	\$477K	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K	\$795K	\$380K	\$260K	\$139K	
Med Sales Price as a % of Med Est Value	100%	99%	61%	100%	100%	100%	100%	100%	100%	100%	142%	112%	82%	