

## 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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1	1	+/-	27	36	-25%
New Listing Volume	\$289,000	\$340,000	-15%	\$14,337,800	\$16,845,999	-14.9%
Active Listing Count	22	24	-8.3%	N/A	N/A	
Active Listing Volume	\$14,865,500	\$11,068,000	+34.3%	N/A	N/A	
Average Listing Price	\$675,705	\$461,167	+46.5%	\$566,940	\$484,137	+17.1%
Median Listing Price	\$487,500	\$396,000	+23.1%	\$459,339	\$393,179	+16.8%
Median Days in RPR	205	164.5	+24.6%	184.78	163.04	+13.3%
Months of Inventory	11	24	-54.2%	10	8.5	+17.7%
Absorption Rate	9.09%	4.17%	+4.9%	9.96%	11.72%	-1.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	1	+/-	22	27	-18.5%
New Pending Sales Volume	\$289,000	\$475,000	-39.2%	\$7,558,800	\$11,907,999	-36.5%
Pending Sales Count	5	1	+400%	N/A	N/A	
Pending Sales Volume	\$1,087,000	\$750,000	+44.9%	N/A	N/A	
Closed Sales Count	3	3	+/-	16	27	-40.7%
Closed Sales Volume	\$624,000	\$804,000	-22.4%	\$6,125,000	\$11,030,360	-44.5%
Average Sales Price	\$208,000	\$268,000	-22.4%	\$382,813	\$408,532	-6.3%
Median Sales Price	\$173,000	\$185,000	-6.5%	\$376,250	\$400,119	-6%

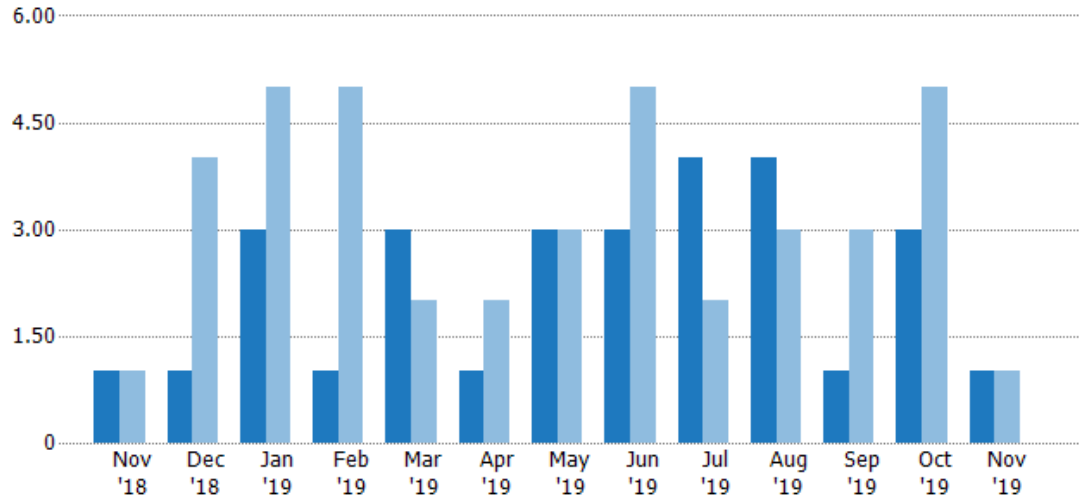
## New Listings

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.
Nov '19	1	0%
Nov '18	1	0%
Nov '17	1	300%



Current Year	1	1	3	1	3	1	3	3	4	4	1	3	1
Prior Year	1	4	5	5	2	2	3	5	2	3	3	5	1
Percent Change from Prior Year	0%	-75%	-40%	-80%	50%	-50%	0%	-40%	100%	33%	-67%	-40%	0%

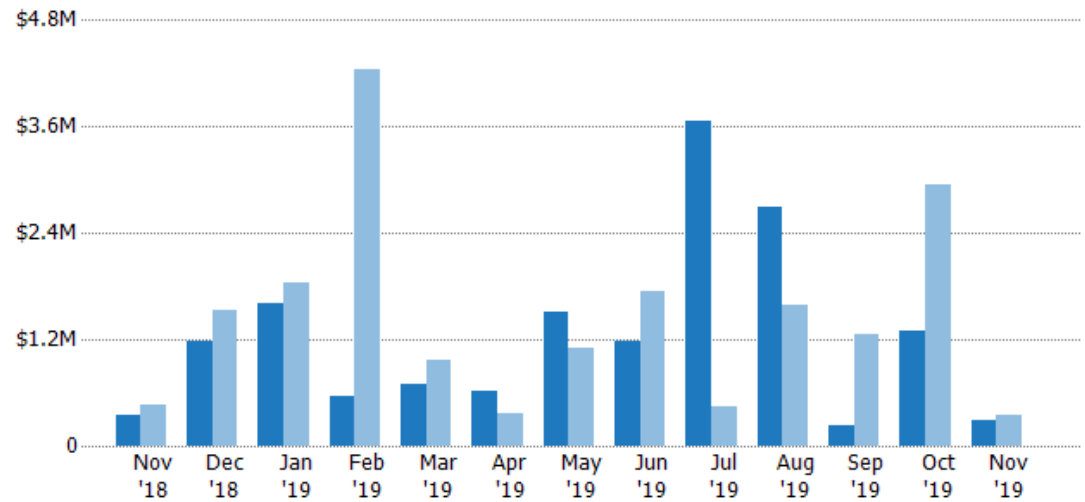
## New Listing Volume

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.
Nov '19	\$289K	-15%
Nov '18	\$340K	-26.1%
Nov '17	\$460K	209.6%



Current Year	\$340K	\$1.18M	\$1.6M	\$550K	\$701K	\$625K	\$1.52M	\$1.18M	\$3.66M	\$2.69M	\$235K	\$1.29M	\$289K
Prior Year	\$460K	\$1.53M	\$1.83M	\$4.24M	\$974K	\$364K	\$1.11M	\$1.73M	\$450K	\$1.59M	\$1.26M	\$2.95M	\$340K
Percent Change from Prior Year	-26%	-23%	-13%	-87%	-28%	72%	37%	-32%	714%	69%	-81%	-56%	-15%

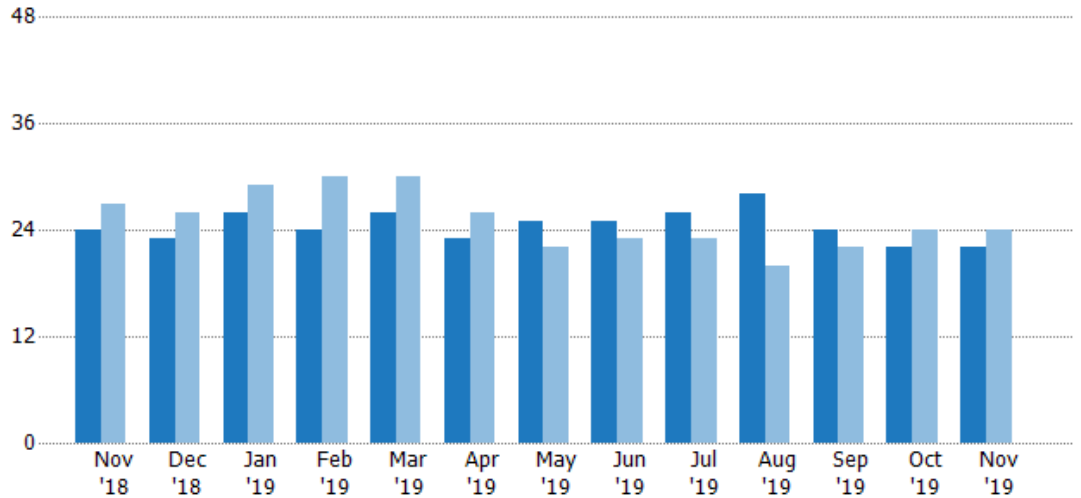
## Active Listings

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.
Nov '19	22	-8.3%
Nov '18	24	-11.1%
Nov '17	27	77.8%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	24	23	26	24	26	23	25	25	26	28	24	22	22
Prior Year	27	26	29	30	30	26	22	23	23	20	22	24	24
Percent Change from Prior Year	-11%	-12%	-10%	-20%	-13%	-12%	14%	9%	13%	40%	9%	-8%	-8%

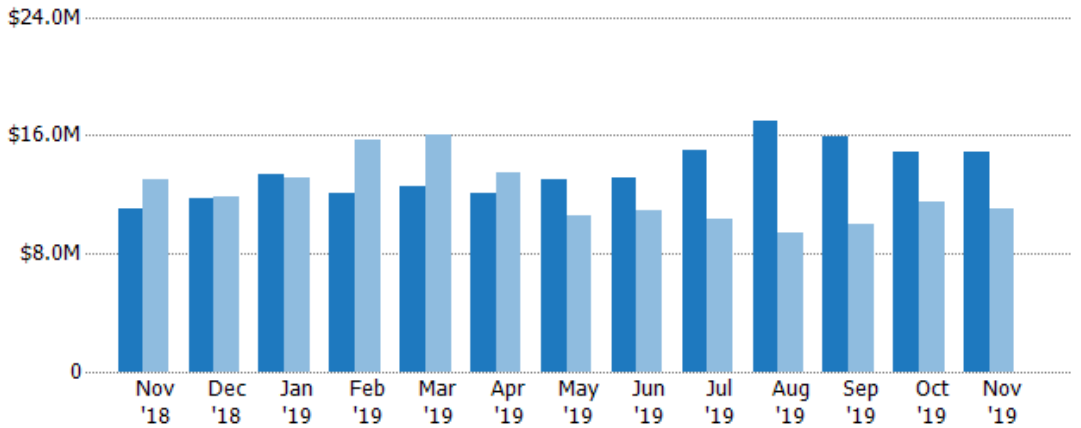
## Active Listing Volume

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.
Nov '19	\$14.9M	34.3%
Nov '18	\$11.1M	-15.1%
Nov '17	\$13M	56.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$11.1M	\$11.8M	\$13.4M	\$12M	\$12.5M	\$12.1M	\$13M	\$13.1M	\$15M	\$16.9M	\$15.9M	\$14.9M	\$14.9M
Prior Year	\$13M	\$11.9M	\$13.1M	\$15.7M	\$16.1M	\$13.4M	\$10.6M	\$10.9M	\$10.4M	\$9.39M	\$10M	\$11.5M	\$11.1M
Percent Change from Prior Year	-15%	-1%	2%	-23%	-22%	-10%	23%	20%	44%	81%	59%	29%	34%

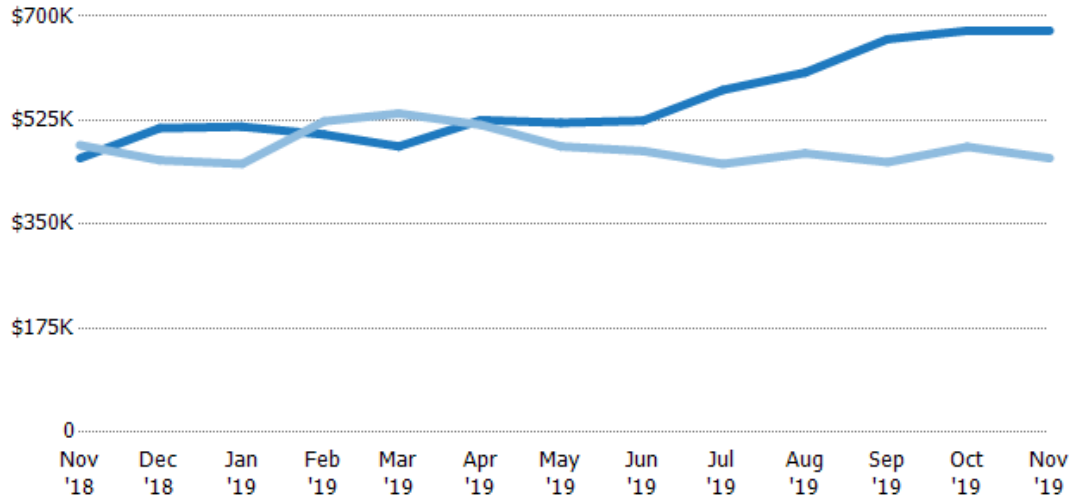
## Average Listing Price

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.
Nov '19	\$676K	46.5%
Nov '18	\$461K	-4.5%
Nov '17	\$483K	-12.1%



Current Year	\$461K	\$512K	\$514K	\$501K	\$481K	\$525K	\$521K	\$524K	\$576K	\$605K	\$661K	\$676K	\$676K
Prior Year	\$483K	\$458K	\$452K	\$523K	\$536K	\$517K	\$481K	\$473K	\$452K	\$469K	\$454K	\$480K	\$461K
Percent Change from Prior Year	-5%	12%	14%	-4%	-10%	2%	8%	11%	28%	29%	46%	41%	47%

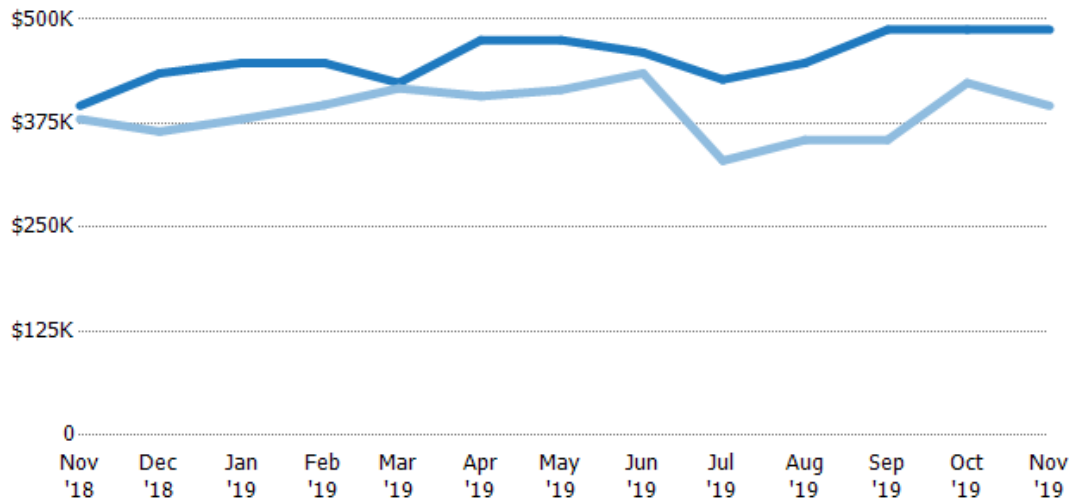
## Median Listing Price

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.
Nov '19	\$488K	23.1%
Nov '18	\$396K	4.2%
Nov '17	\$380K	-9.7%



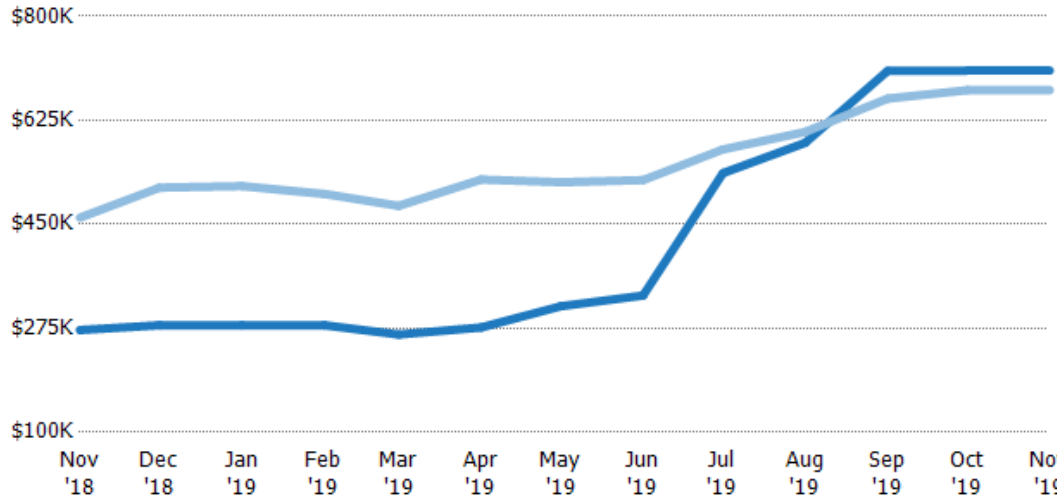
Current Year	\$396K	\$435K	\$448K	\$448K	\$424K	\$475K	\$475K	\$460K	\$428K	\$448K	\$488K	\$488K	\$488K
Prior Year	\$380K	\$365K	\$380K	\$397K	\$417K	\$408K	\$415K	\$435K	\$330K	\$355K	\$355K	\$424K	\$396K
Percent Change from Prior Year	4%	19%	18%	13%	2%	17%	14%	6%	30%	26%	37%	15%	23%

## 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



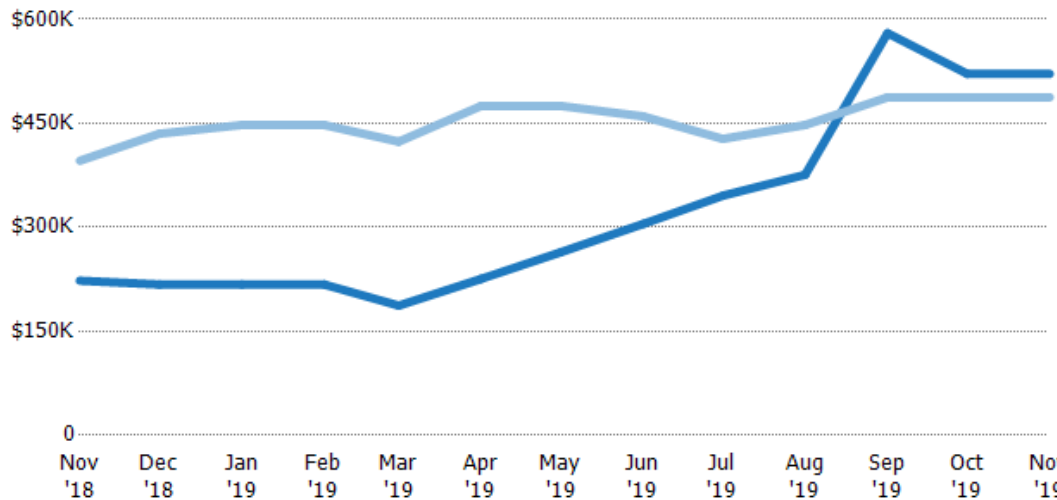
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$272K	\$280K	\$280K	\$280K	\$265K	\$276K	\$312K	\$330K	\$536K	\$587K	\$708K	\$709K	\$709K
Avg Listing Price	\$461K	\$512K	\$514K	\$501K	\$481K	\$525K	\$521K	\$524K	\$576K	\$605K	\$661K	\$676K	\$676K
Avg Listing Price as a % of Avg Est Value	170%	183%	184%	179%	182%	190%	167%	159%	107%	103%	93%	95%	95%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$223K	\$218K	\$218K	\$218K	\$187K	\$226K	\$264K	\$305K	\$346K	\$376K	\$580K	\$521K	\$521K
Median Listing Price	\$396K	\$435K	\$448K	\$448K	\$424K	\$475K	\$475K	\$460K	\$428K	\$448K	\$488K	\$488K	\$488K
Med Listing Price as a % of Med Est Value	178%	200%	206%	206%	226%	211%	180%	151%	124%	119%	84%	94%	94%

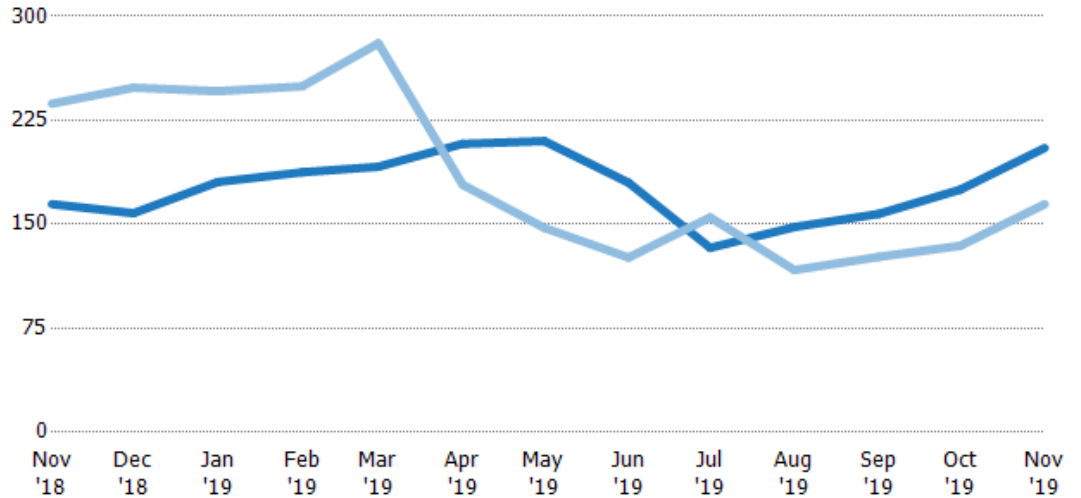
## Median Days in RPR

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.
Nov '19	205	24.6%
Nov '18	165	-30.6%
Nov '17	237	20.9%



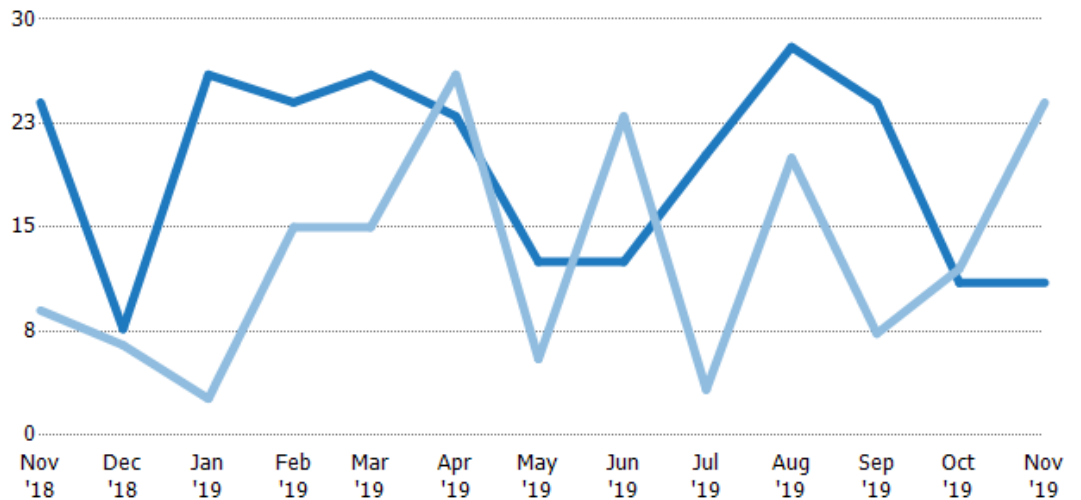
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	165	158	181	188	192	208	210	180	133	148	158	175	205
Prior Year	237	249	246	250	281	179	148	126	155	117	127	135	165
Percent Change from Prior Year	-31%	-36%	-27%	-25%	-32%	17%	42%	43%	-14%	26%	25%	30%	25%

## Months of Inventory

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

### Filters Used

ZIP: South Londonderry, VT 05155  
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 Family Residence



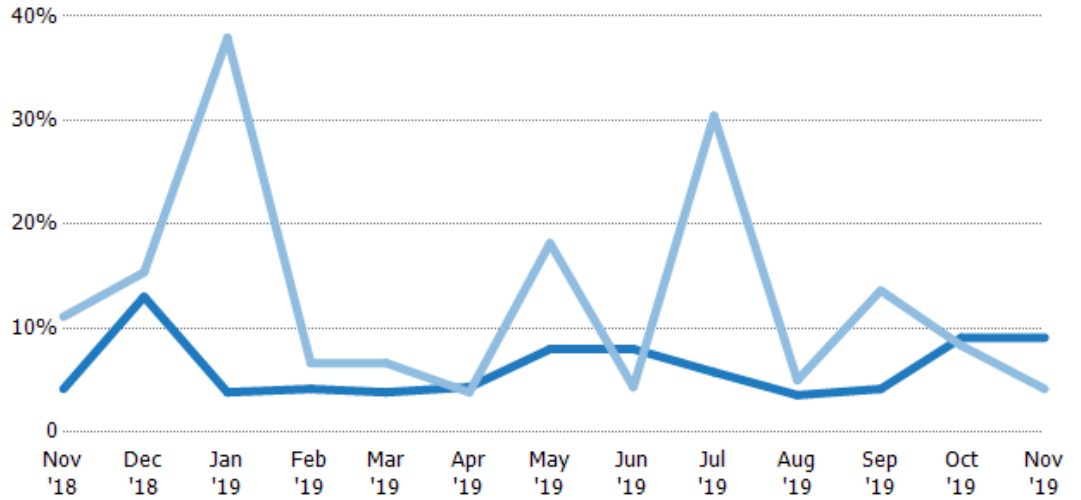
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	24	7.67	26	24	26	23	12.5	12.5	20.3	28	24	11	11
Prior Year	9	6.5	2.64	15	15	26	5.5	23	3.29	20	7.33	12	24
Percent Change from Prior Year	167%	18%	886%	60%	73%	-12%	127%	-46%	-100%	40%	227%	-8%	-54%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: South Londonderry, VT 05155  
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 Family Residence



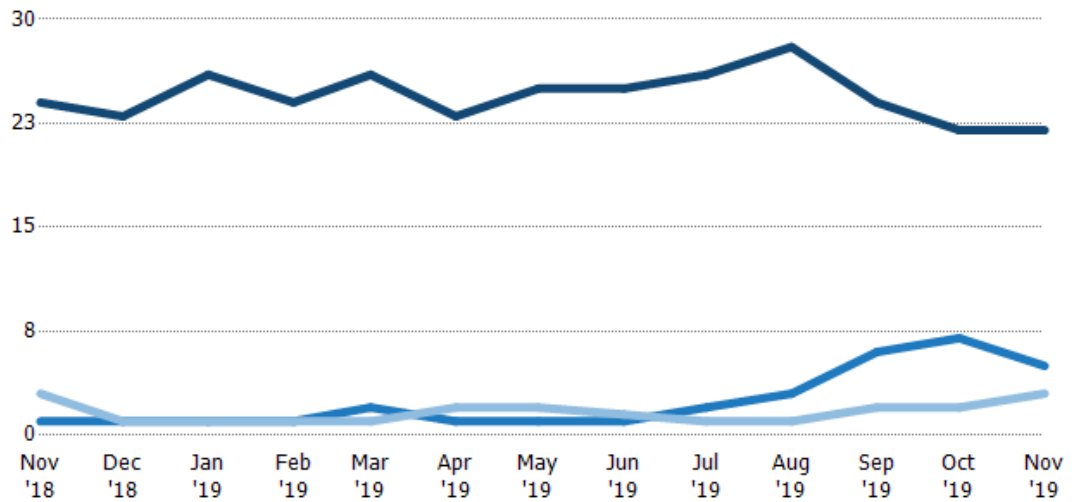
Current Year	4%	13%	4%	4%	4%	4%	8%	8%	6%	4%	4%	9%	9%
Prior Year	11%	15%	38%	7%	7%	4%	18%	4%	30%	5%	14%	8%	4%
Change from Prior Year	7%	2%	34%	3%	3%	-1%	10%	-4%	30%	1%	9%	-1%	-5%

## Active/Pending/Sold Units

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

### Filters Used

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



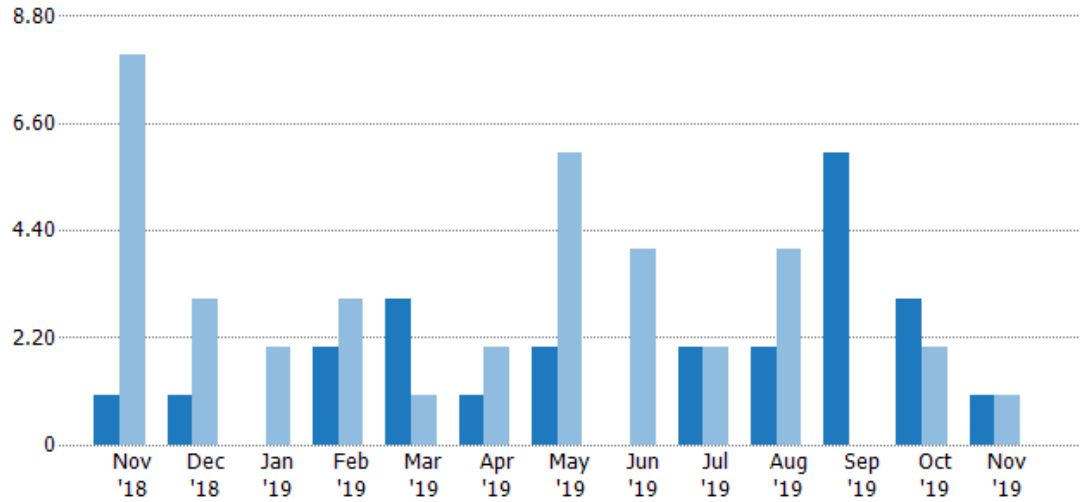
Active	24	23	26	24	26	23	25	25	26	28	24	22	22
Pending	1	1	1	1	2	1	1	1	2	3	6	7	5
Sold	3	1	1	1	1	2	2	1.5	1	1	2	2	3

## 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



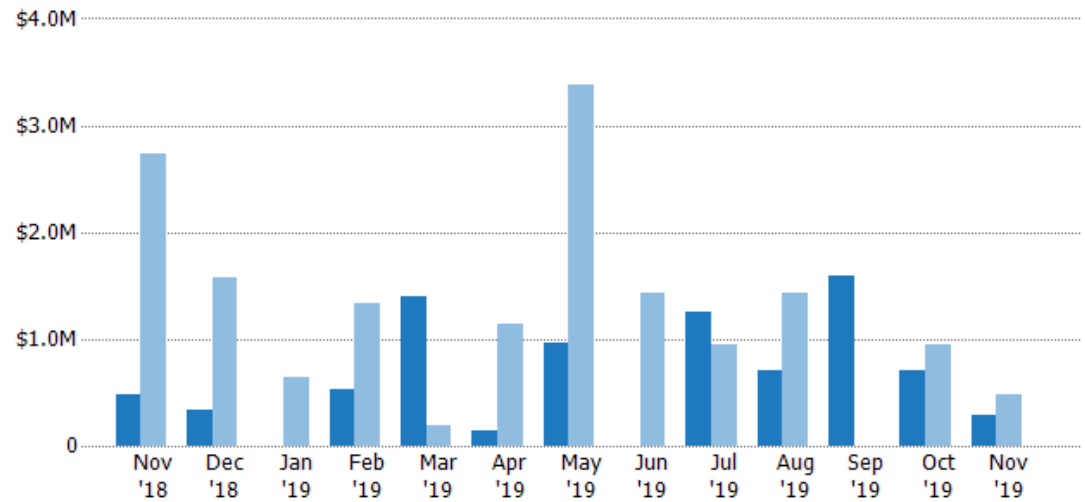
Current Year	1	1	-	2	3	1	2	-	2	2	6	3	1
Prior Year	8	3	2	3	1	2	6	4	2	4	-	2	1
Percent Change from Prior Year	-88%	-67%	-100%	-33%	200%	-50%	-67%	-100%	0%	-50%	100%	50%	0%

## 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	\$475K	\$330K	-	\$525K	\$1.4M	\$139K	\$960K	-	\$1.25M	\$710K	\$1.59M	\$703K	\$289K
Prior Year	\$2.73M	\$1.58M	\$638K	\$1.34M	\$190K	\$1.13M	\$3.37M	\$1.43M	\$949K	\$1.43M	-	\$949K	\$475K
Percent Change from Prior Year	-83%	-79%	-100%	-61%	636%	-88%	-72%	-100%	32%	-50%	100%	-26%	-39%

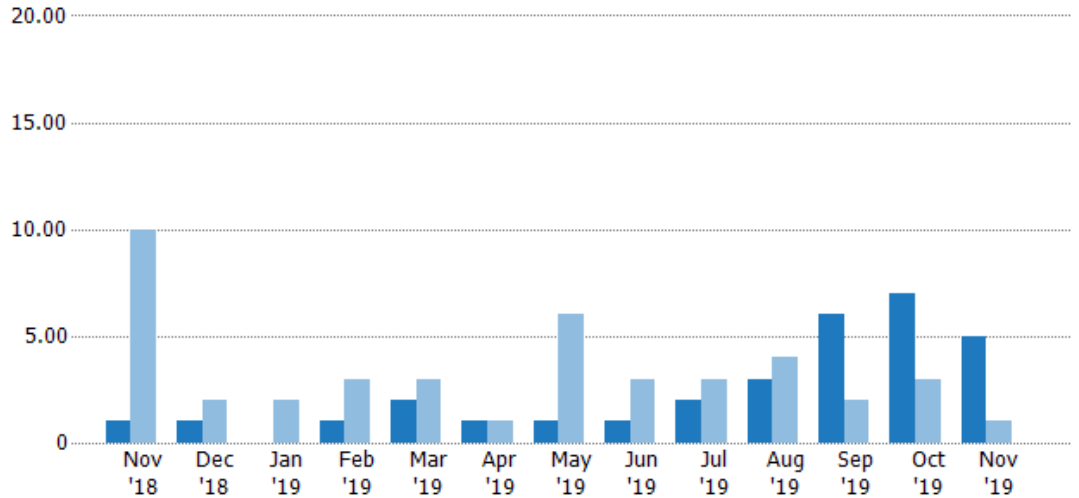


## Pending Sales

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



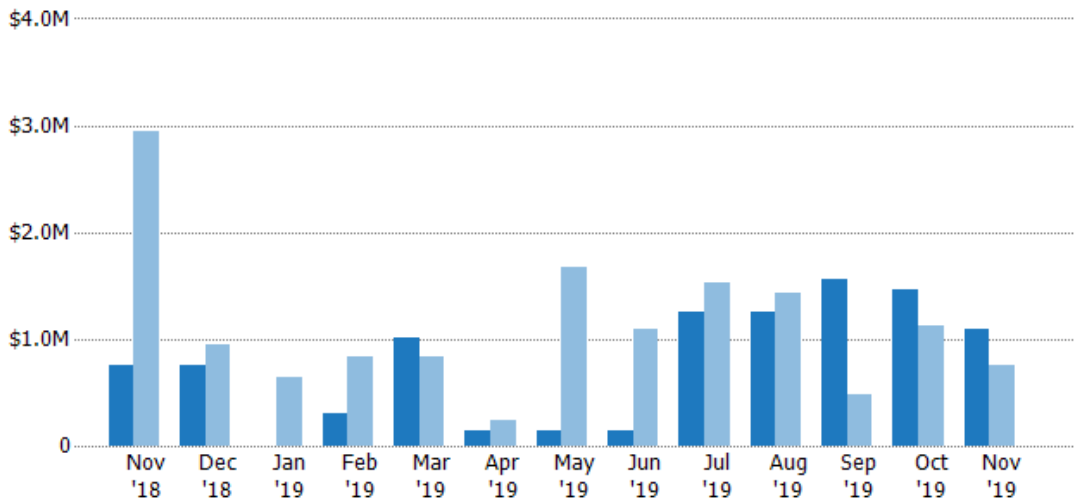
Current Year	1	1	-	1	2	1	1	1	2	3	6	7	5
Prior Year	10	2	2	3	3	1	6	3	3	4	2	3	1
Percent Change from Prior Year	-90%	-50%	-100%	-67%	-33%	0%	-83%	-67%	-33%	-25%	200%	133%	400%

## 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



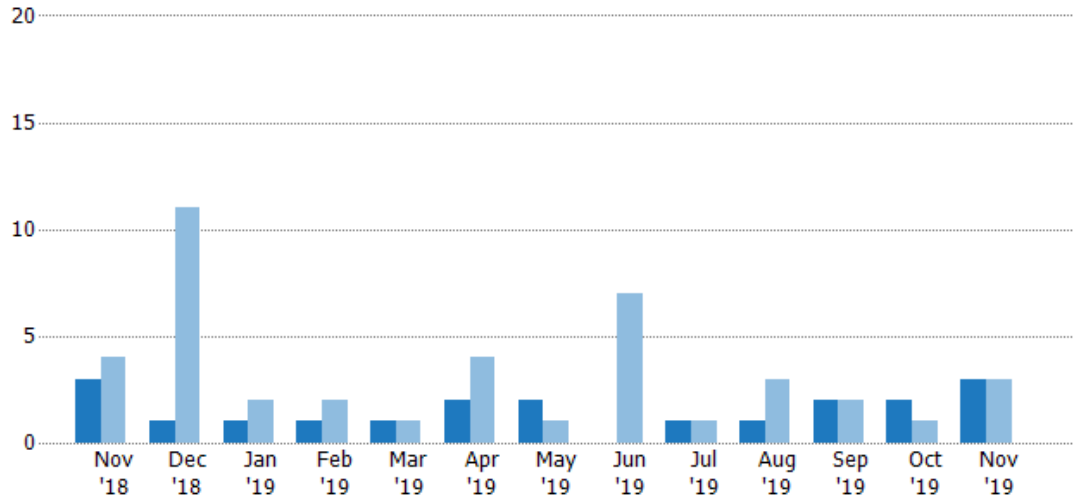
Current Year	\$750K	\$750K	-	\$300K	\$1.02M	\$139K	\$139K	\$139K	\$1.25M	\$1.26M	\$1.55M	\$1.47M	\$1.09M
Prior Year	\$2.95M	\$950K	\$638K	\$837K	\$828K	\$240K	\$1.66M	\$1.1M	\$1.53M	\$1.43M	\$474K	\$1.12M	\$750K
Percent Change from Prior Year	-75%	-21%	-100%	-64%	23%	-42%	-92%	-87%	-18%	-12%	228%	31%	45%

## 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



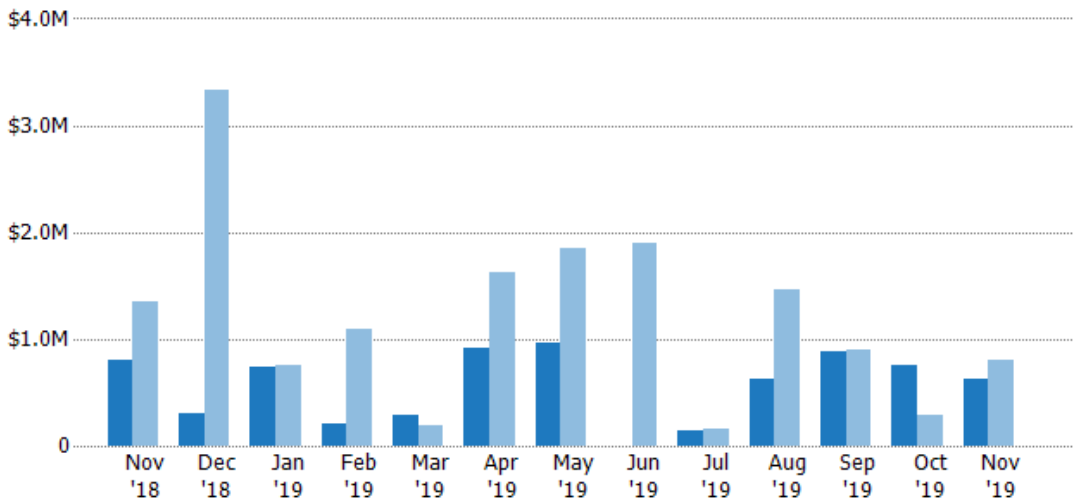
Current Year	3	1	1	1	1	2	2	-	1	1	2	2	3
Prior Year	4	11	2	2	1	4	1	7	1	3	2	1	3
Percent Change from Prior Year	-25%	-91%	-50%	-50%	0%	-50%	100%	-100%	0%	-67%	0%	100%	0%

## 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



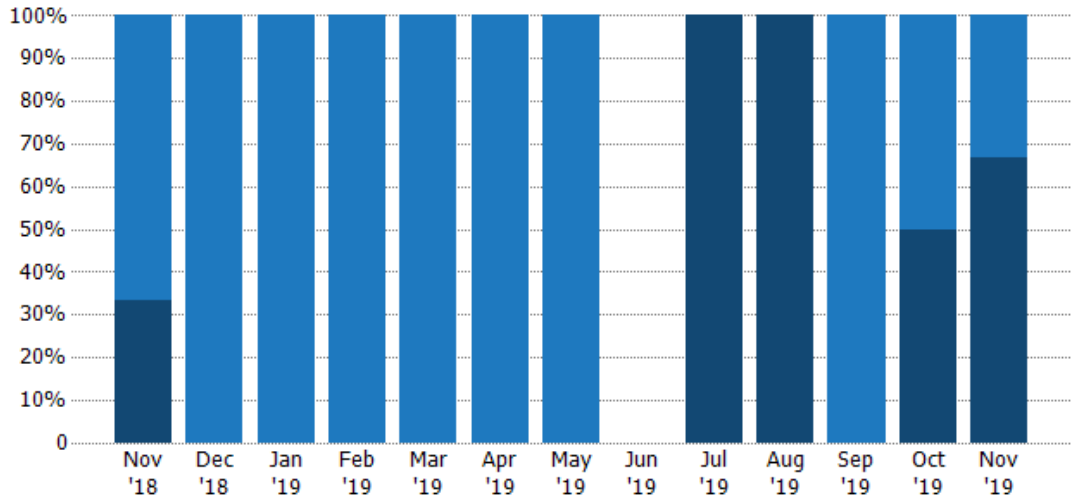
Current Year	\$804K	\$305K	\$730K	\$210K	\$280K	\$910K	\$963K	-	\$135K	\$630K	\$888K	\$755K	\$624K
Prior Year	\$1.35M	\$3.33M	\$751K	\$1.09M	\$195K	\$1.62M	\$1.85M	\$1.9M	\$160K	\$1.46M	\$905K	\$290K	\$804K
Percent Change from Prior Year	-41%	-91%	-3%	-81%	44%	-44%	-48%	-100%	-16%	-57%	-2%	160%	-22%

## 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



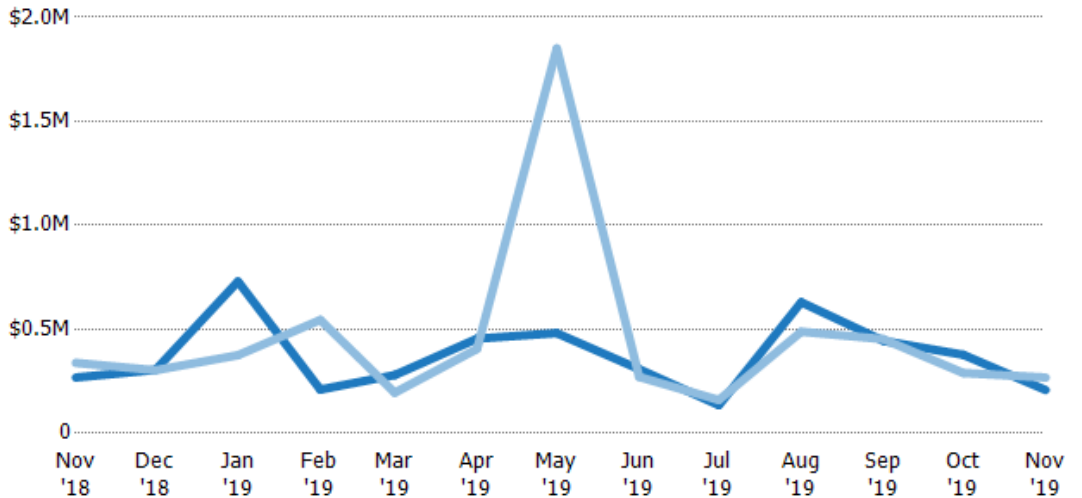
Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Condo/Townhouse	67%	100%	100%	100%	100%	100%	100%	-	-	-	100%	50%	33%
Single Family Residence	33%	-	-	-	-	-	-	-	100%	100%	-	50%	67%

## 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



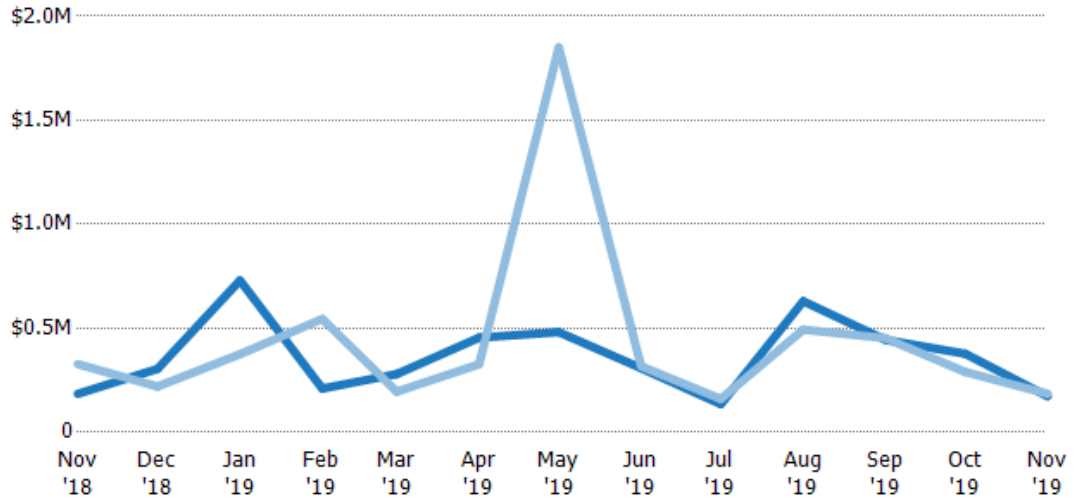
Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$268K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K	\$378K	\$208K
Prior Year	\$339K	\$303K	\$376K	\$545K	\$195K	\$406K	\$1.85M	\$271K	\$160K	\$488K	\$453K	\$290K	\$268K
Percent Change from Prior Year	-21%	1%	94%	-61%	44%	12%	-74%	-100%	-16%	29%	-2%	30%	-22%

## 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



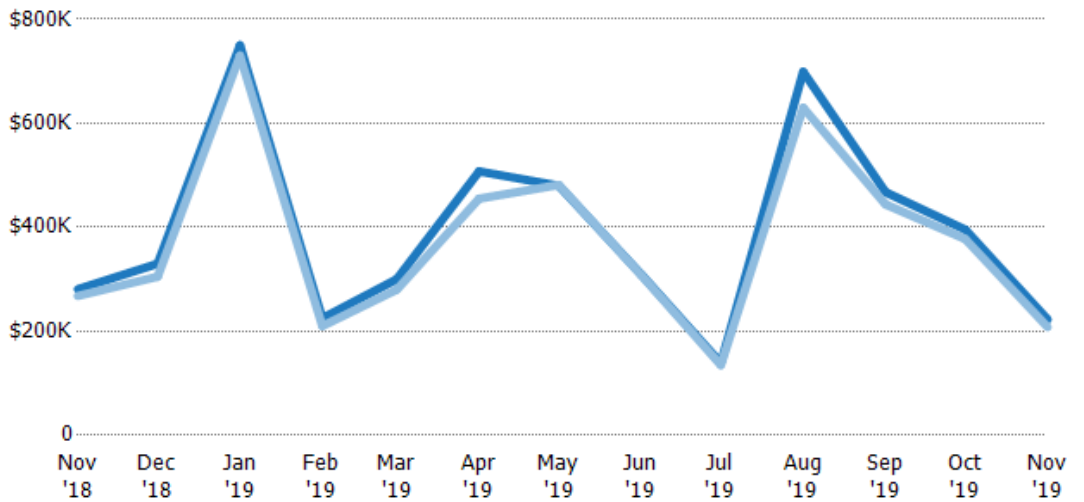
Current Year	\$185K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K	\$378K	\$173K
Prior Year	\$328K	\$220K	\$376K	\$545K	\$195K	\$327K	\$1.85M	\$317K	\$160K	\$494K	\$453K	\$290K	\$185K
Percent Change from Prior Year	-44%	39%	94%	-61%	44%	39%	-74%	-100%	-16%	28%	-2%	30%	-6%

## 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



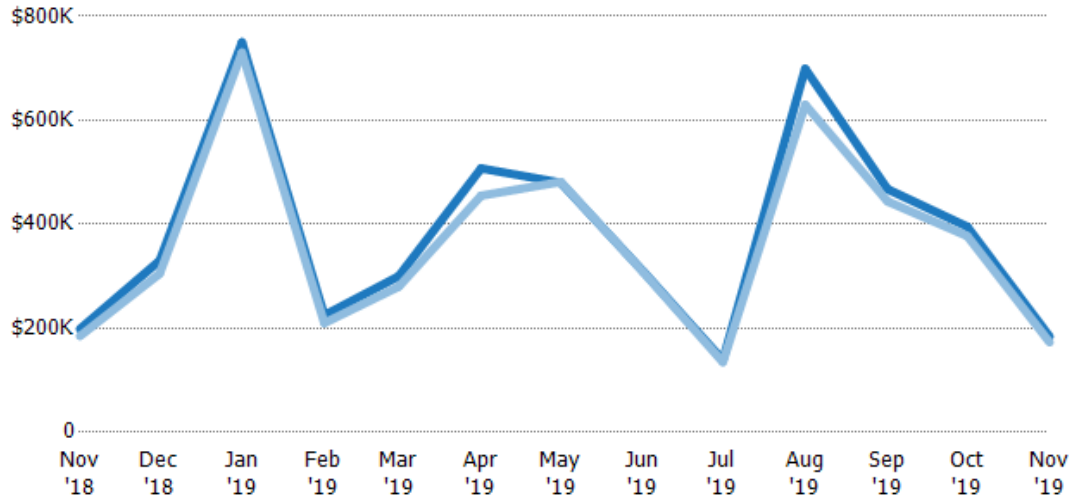
Avg List Price	\$281K	\$330K	\$750K	\$225K	\$300K	\$508K	\$480K	\$310K	\$139K	\$699K	\$468K	\$396K	\$223K
Avg Sales Price	\$268K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K	\$378K	\$208K
Avg Sales Price as a % of Avg List Price	95%	92%	97%	93%	93%	90%	100%	99%	97%	90%	95%	95%	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

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



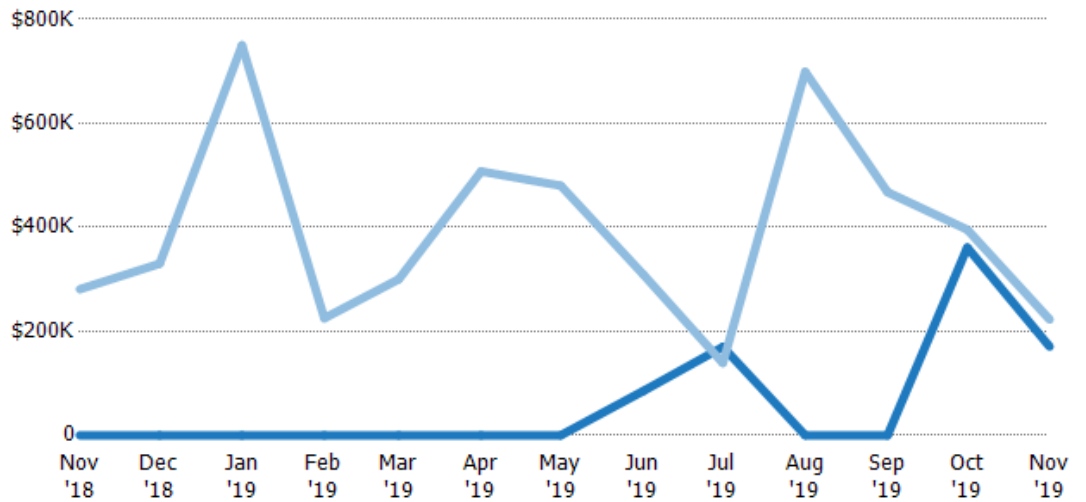
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$199K	\$330K	\$750K	\$225K	\$300K	\$508K	\$480K	\$310K	\$139K	\$699K	\$468K	\$396K	\$184K
Median Sales Price	\$185K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K	\$378K	\$173K
Med Sales Price as a % of Med List Price	93%	92%	97%	93%	93%	90%	100%	99%	97%	90%	95%	95%	94%

## 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



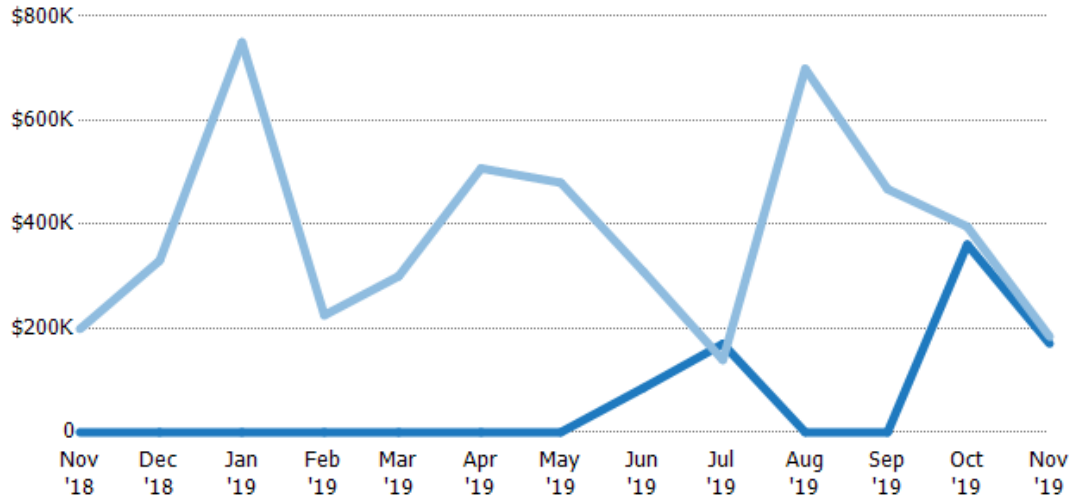
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$85K	\$170K	\$0	\$0	\$361K	\$171K
Avg Sales Price	\$281K	\$330K	\$750K	\$225K	\$300K	\$508K	\$480K	\$310K	\$139K	\$699K	\$468K	\$396K	\$223K
Avg Sales Price as a % of Avg Est Value	100%	100%	100%	100%	100%	100%	100%	91%	82%	100%	100%	110%	131%

## 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	\$0	\$0	\$0	\$0	\$85K	\$170K	\$0	\$0	\$361K	\$171K
Median Sales Price	\$199K	\$330K	\$750K	\$225K	\$300K	\$508K	\$480K	\$310K	\$139K	\$699K	\$468K	\$396K	\$184K
Med Sales Price as a % of Med Est Value	100%	100%	100%	100%	100%	100%	100%	91%	82%	100%	100%	110%	108%