

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	5	-40%	26	35	-25.7%
New Listing Volume	\$1,289,000	\$2,953,000	-56.3%	\$14,048,800	\$16,505,999	-14.9%
Active Listing Count	22	24	-8.3%	N/A	N/A	
Active Listing Volume	\$14,865,500	\$11,527,000	+29%	N/A	N/A	
Average Listing Price	\$675,705	\$480,292	+40.7%	\$557,330	\$486,351	+14.6%
Median Listing Price	\$487,500	\$423,500	+15.1%	\$456,851	\$392,908	+16.3%
Median Days in RPR	175	134.5	+30.1%	180.12	162.85	+10.6%
Months of Inventory	11	12	-8.3%	10.4	8.9	+16.7%
Absorption Rate	9.09%	8.33%	+0.8%	9.64%	11.24%	-1.6%
Sales Activity Charts Metrics						
New Pending Sales Count	3	2	+50%	21	26	-19.2%
New Pending Sales Volume	\$703,000	\$948,500	-25.9%	\$7,269,800	\$11,432,999	-36.4%
Pending Sales Count	7	3	+133.3%	N/A	N/A	
Pending Sales Volume	\$1,465,800	\$1,117,500	+31.2%	N/A	N/A	
Closed Sales Count	2	1	+100%	13	24	-45.8%
Closed Sales Volume	\$755,000	\$290,000	+160.3%	\$5,501,000	\$10,226,360	-46.2%
Average Sales Price	\$377,500	\$290,000	+30.2%	\$423,154	\$426,098	-0.7%
Median Sales Price	\$377,500	\$290,000	+30.2%	\$423,154	\$427,009	-0.9%

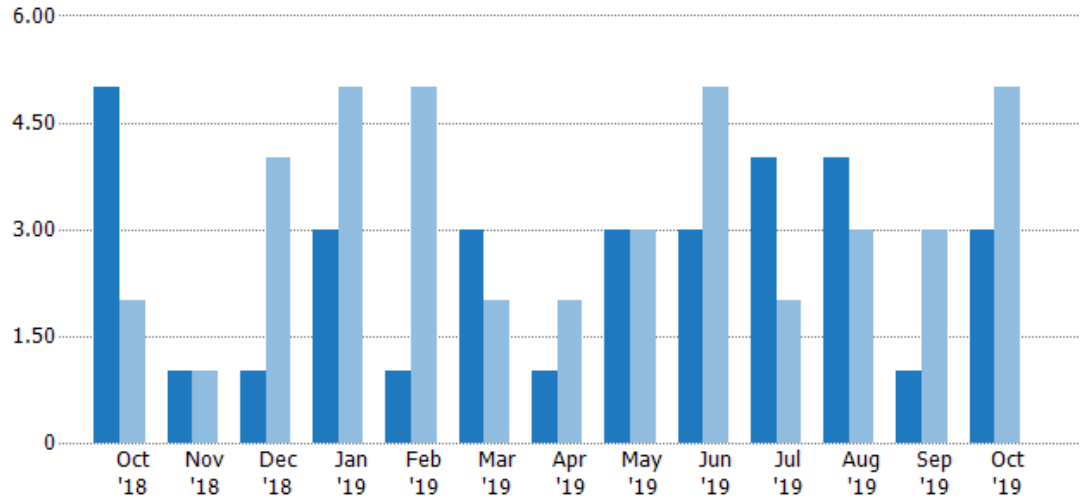
New Listings

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.
Oct '19	3	-40%
Oct '18	5	150%
Oct '17	2	100%



Current Year	5	1	1	3	1	3	1	3	3	4	4	1	3
Prior Year	2	1	4	5	5	2	2	3	5	2	3	3	5
Percent Change from Prior Year	150%	0%	-75%	-40%	-80%	50%	-50%	0%	-40%	100%	33%	-67%	-40%

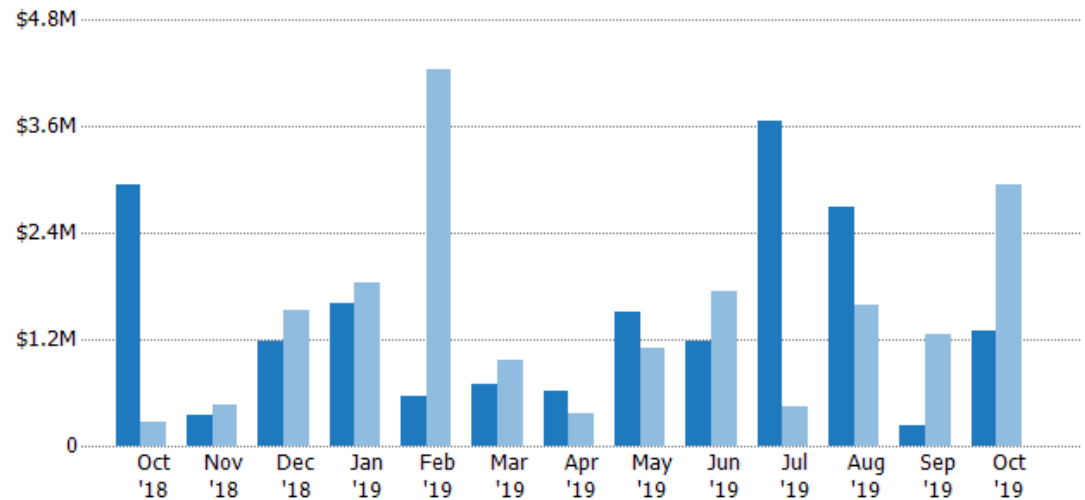
New Listing Volume

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.
Oct '19	\$1.29M	-56.3%
Oct '18	\$2.95M	977.7%
Oct '17	\$274K	179.4%



Current Year	\$2.95M	\$340K	\$1.18M	\$1.6M	\$550K	\$701K	\$625K	\$1.52M	\$1.18M	\$3.66M	\$2.69M	\$235K	\$1.29M
Prior Year	\$274K	\$460K	\$1.53M	\$1.83M	\$4.24M	\$974K	\$364K	\$1.11M	\$1.73M	\$450K	\$1.59M	\$1.26M	\$2.95M
Percent Change from Prior Year	978%	-26%	-23%	-13%	-87%	-28%	72%	37%	-32%	714%	69%	-81%	-56%

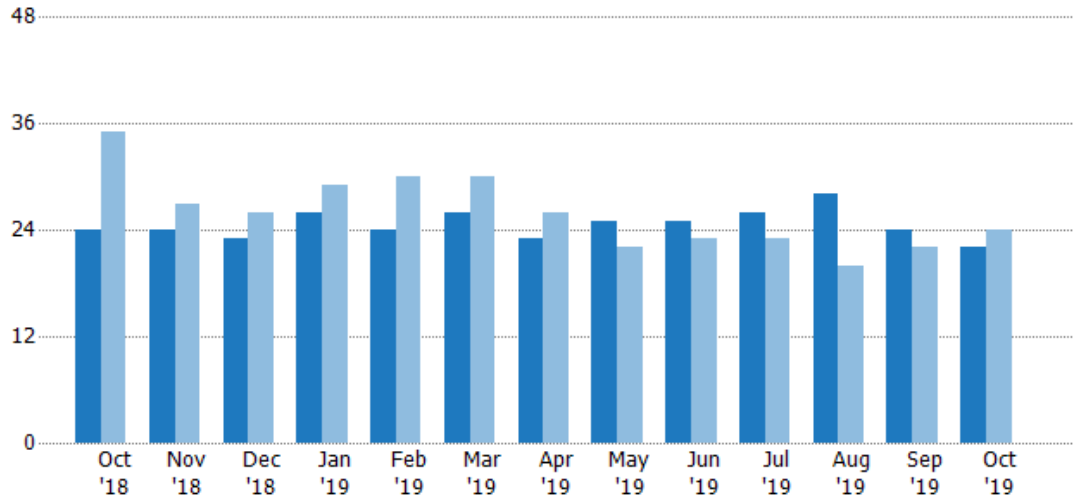
Active Listings

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.
Oct '19	22	-8.3%
Oct '18	24	-31.4%
Oct '17	35	34.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	24	24	23	26	24	26	23	25	25	26	28	24	22
Prior Year	35	27	26	29	30	30	26	22	23	23	20	22	24
Percent Change from Prior Year	-31%	-11%	-12%	-10%	-20%	-13%	-12%	14%	9%	13%	40%	9%	-8%

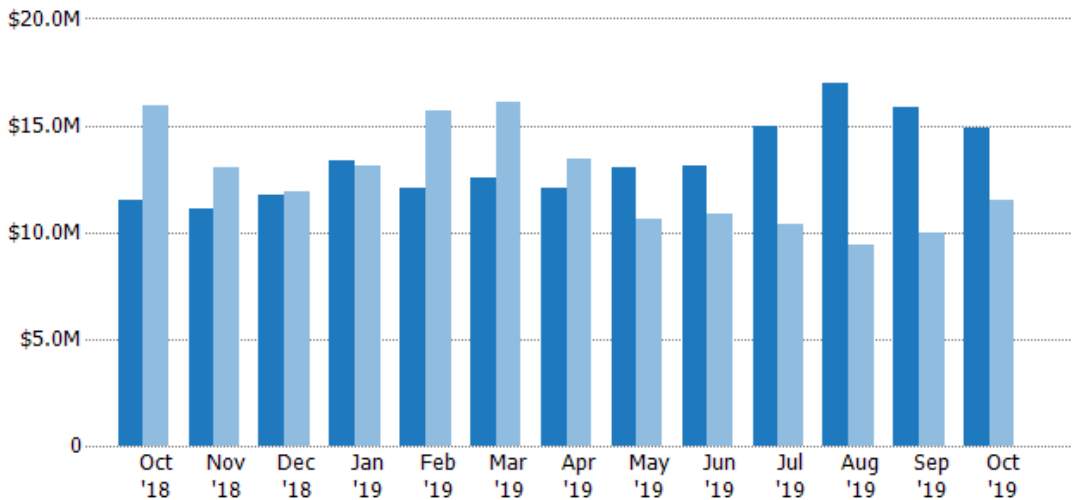
Active Listing Volume

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.
Oct '19	\$14.9M	29%
Oct '18	\$11.5M	-27.5%
Oct '17	\$15.9M	24.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$11.5M	\$11.1M	\$11.8M	\$13.4M	\$12M	\$12.5M	\$12.1M	\$13M	\$13.1M	\$15M	\$16.9M	\$15.9M	\$14.9M
Prior Year	\$15.9M	\$13M	\$11.9M	\$13.1M	\$15.7M	\$16.1M	\$13.4M	\$10.6M	\$10.9M	\$10.4M	\$9.39M	\$10M	\$11.5M
Percent Change from Prior Year	-27%	-15%	-1%	2%	-23%	-22%	-10%	23%	20%	44%	81%	59%	29%

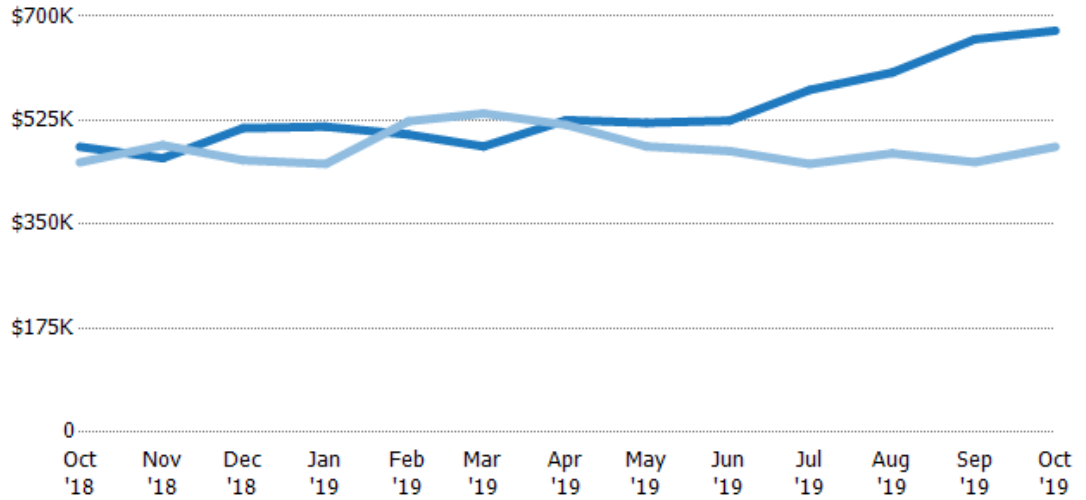
Average Listing Price

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.
Oct '19	\$676K	40.7%
Oct '18	\$480K	5.7%
Oct '17	\$454K	-7.4%



Current Year	\$480K	\$461K	\$512K	\$514K	\$501K	\$481K	\$525K	\$521K	\$524K	\$576K	\$605K	\$661K	\$676K
Prior Year	\$454K	\$483K	\$458K	\$452K	\$523K	\$536K	\$517K	\$481K	\$473K	\$452K	\$469K	\$454K	\$480K
Percent Change from Prior Year	6%	-5%	12%	14%	-4%	-10%	2%	8%	11%	28%	29%	46%	41%

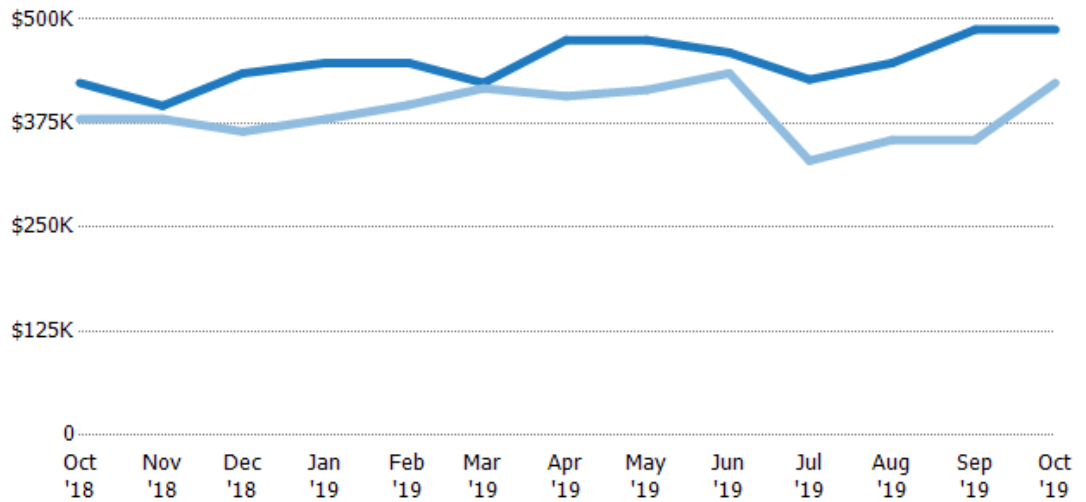
Median Listing Price

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.
Oct '19	\$488K	15.1%
Oct '18	\$424K	11.4%
Oct '17	\$380K	-10.8%



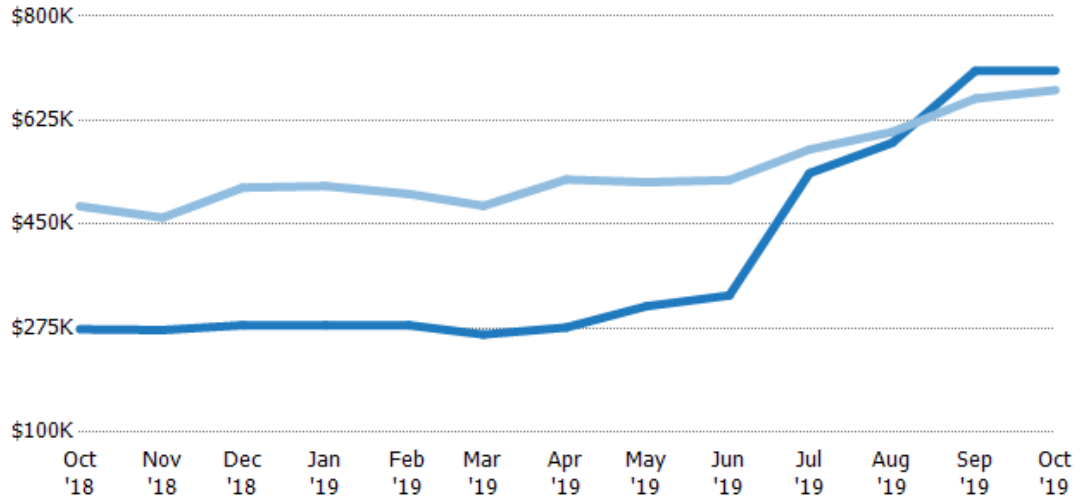
Current Year	\$424K	\$396K	\$435K	\$448K	\$448K	\$424K	\$475K	\$475K	\$460K	\$428K	\$448K	\$488K	\$488K
Prior Year	\$380K	\$380K	\$365K	\$380K	\$397K	\$417K	\$408K	\$415K	\$435K	\$330K	\$355K	\$355K	\$424K
Percent Change from Prior Year	11%	4%	19%	18%	13%	2%	17%	14%	6%	30%	26%	37%	15%

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



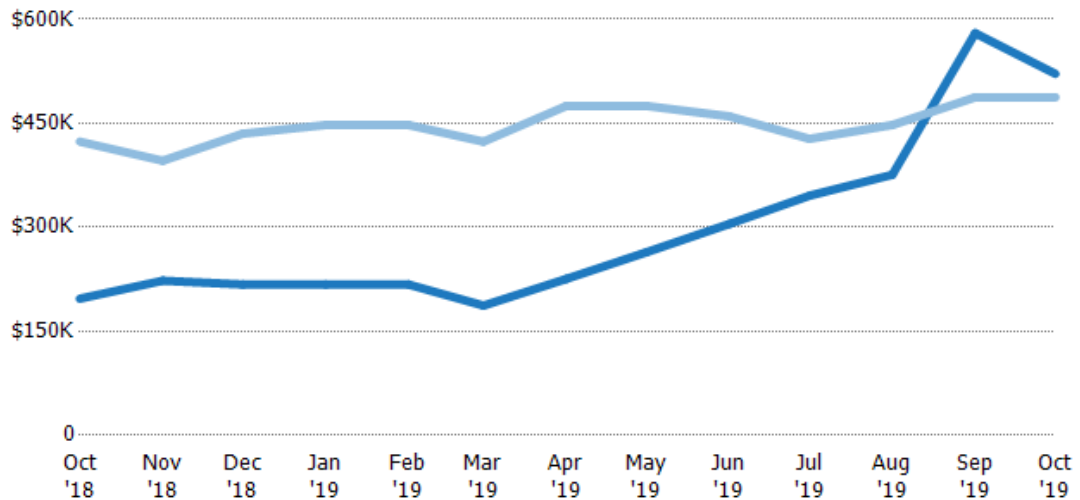
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$273K	\$272K	\$280K	\$280K	\$280K	\$265K	\$276K	\$312K	\$330K	\$536K	\$587K	\$708K	\$709K
Avg Listing Price	\$480K	\$461K	\$512K	\$514K	\$501K	\$481K	\$525K	\$521K	\$524K	\$576K	\$605K	\$661K	\$676K
Avg Listing Price as a % of Avg Est Value	176%	170%	183%	184%	179%	182%	190%	167%	159%	107%	103%	93%	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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$197K	\$223K	\$218K	\$218K	\$218K	\$187K	\$226K	\$264K	\$305K	\$346K	\$376K	\$580K	\$521K
Median Listing Price	\$424K	\$396K	\$435K	\$448K	\$448K	\$424K	\$475K	\$475K	\$460K	\$428K	\$448K	\$488K	\$488K
Med Listing Price as a % of Med Est Value	215%	178%	200%	206%	206%	226%	211%	180%	151%	124%	119%	84%	94%

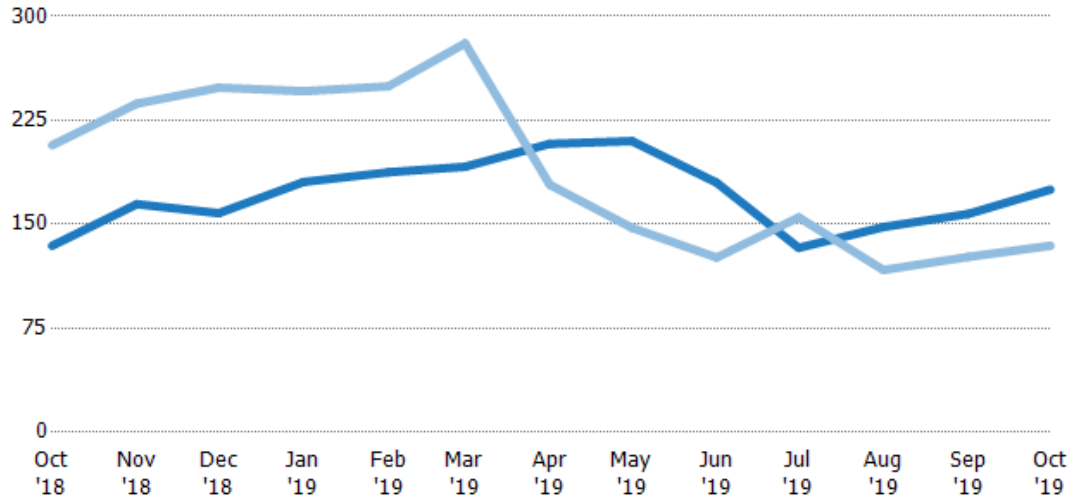
Median Days in RPR

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.
Oct '19	175	30.1%
Oct '18	135	-35%
Oct '17	207	26.6%



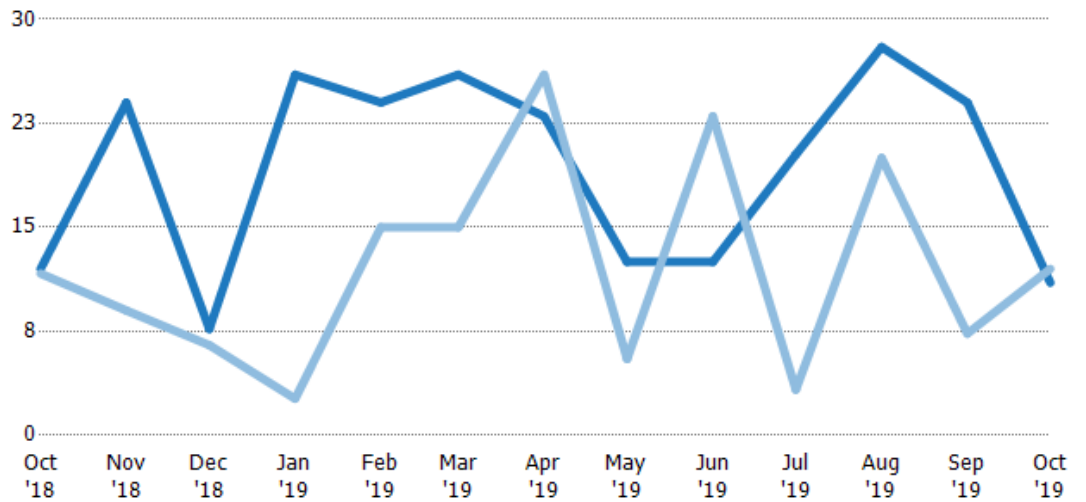
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	135	165	158	181	188	192	208	210	180	133	148	158	175
Prior Year	207	237	249	246	250	281	179	148	126	155	117	127	135
Percent Change from Prior Year	-35%	-31%	-36%	-27%	-25%	-32%	17%	42%	43%	-14%	26%	25%	30%

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



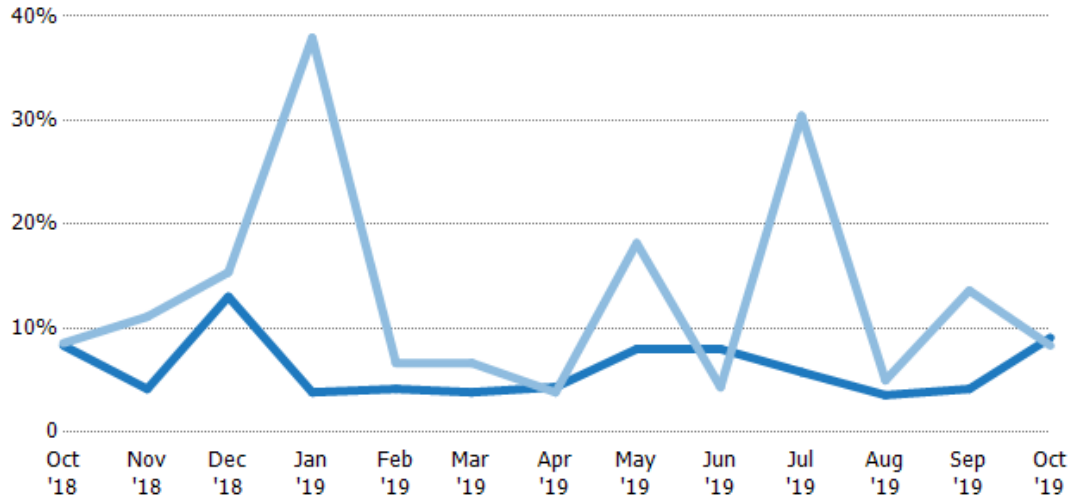
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	12	24	7.67	26	24	26	23	12.5	12.5	20.3	28	24	11
Prior Year	11.7	9	6.5	2.64	15	15	26	5.5	23	3.29	20	7.33	12
Percent Change from Prior Year	3%	167%	18%	886%	60%	73%	-12%	127%	-46%	-100%	40%	227%	-8%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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 Family Residence



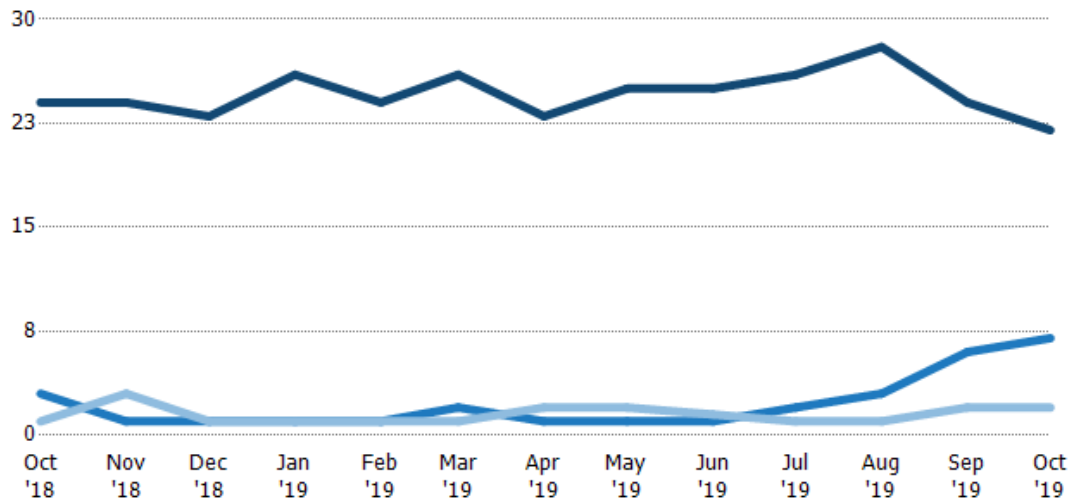
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	8%	4%	13%	4%	4%	4%	4%	8%	8%	6%	4%	4%	9%
Prior Year	9%	11%	15%	38%	7%	7%	4%	18%	4%	30%	5%	14%	8%
Change from Prior Year	0%	7%	2%	34%	3%	3%	-1%	10%	-4%	30%	1%	9%	-1%

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



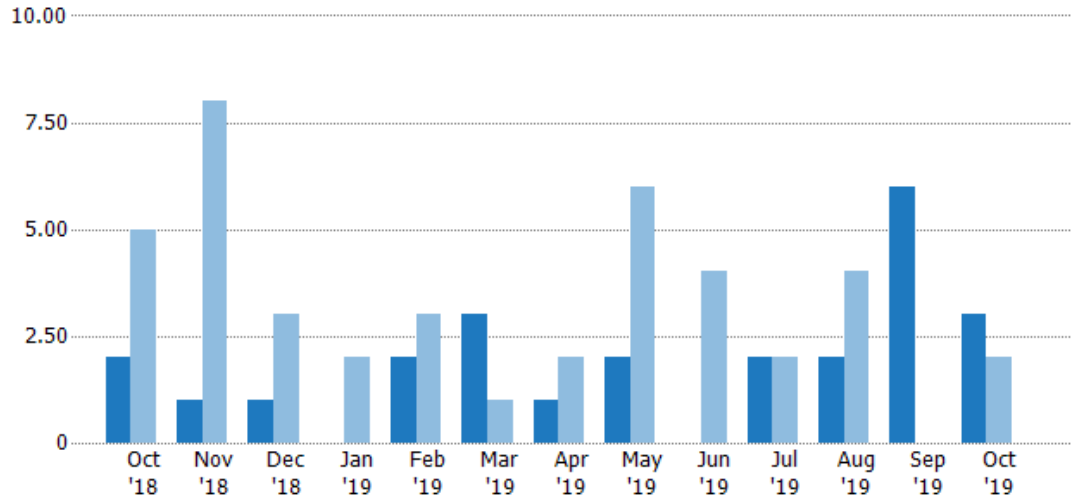
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	24	24	23	26	24	26	23	25	25	26	28	24	22
Pending	3	1	1	1	1	2	1	1	1	2	3	6	7
Sold	1	3	1	1	1	1	2	2	1.5	1	1	2	2

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



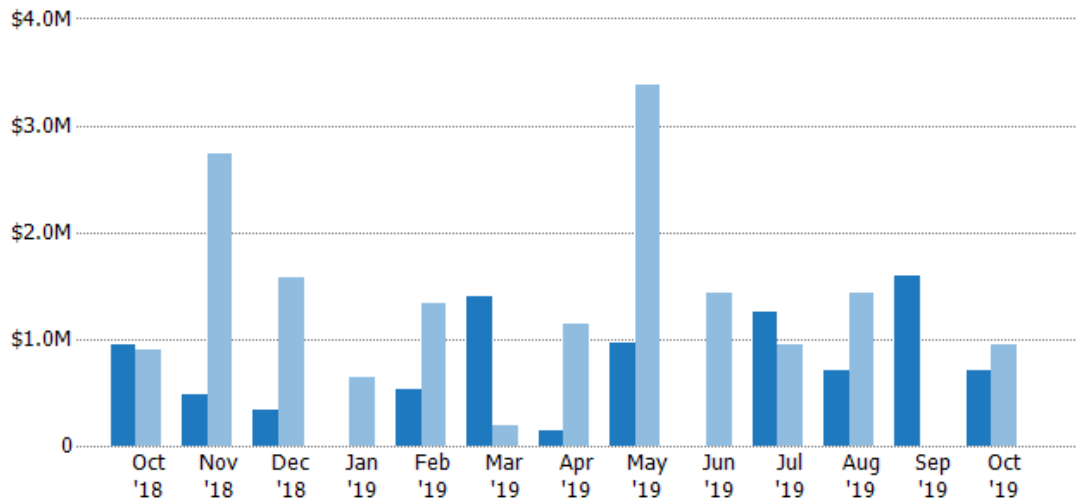
Current Year	2	1	1	-	2	3	1	2	-	2	2	6	3
Prior Year	5	8	3	2	3	1	2	6	4	2	4	-	2
Percent Change from Prior Year	-60%	-88%	-67%	-100%	-33%	200%	-50%	-67%	-100%	0%	-50%	100%	50%

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



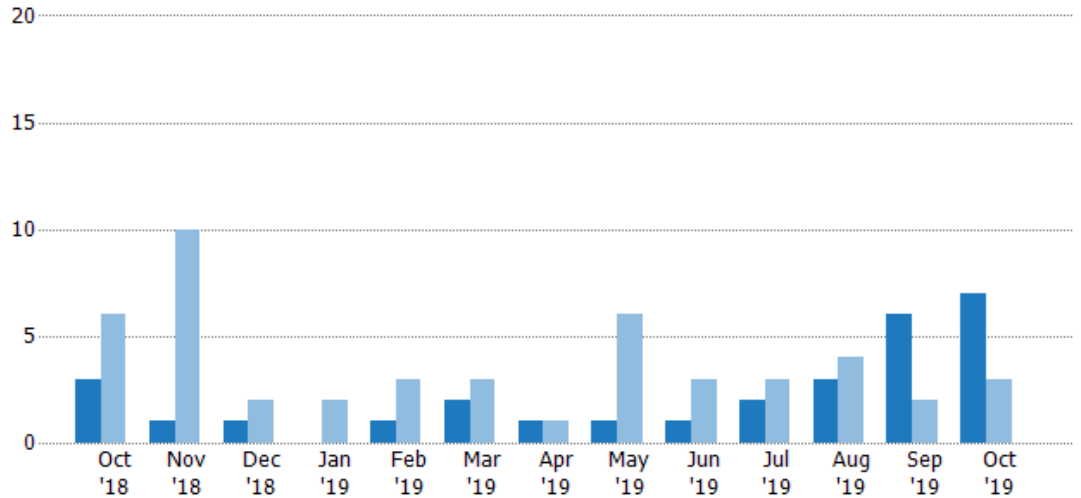
Current Year	\$949K	\$475K	\$330K	-	\$525K	\$1.4M	\$139K	\$960K	-	\$1.25M	\$710K	\$1.59M	\$703K
Prior Year	\$902K	\$2.73M	\$1.58M	\$638K	\$1.34M	\$190K	\$1.13M	\$3.37M	\$1.43M	\$949K	\$1.43M	-	\$949K
Percent Change from Prior Year	5%	-83%	-79%	-100%	-61%	636%	-88%	-72%	-100%	32%	-50%	100%	-26%

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



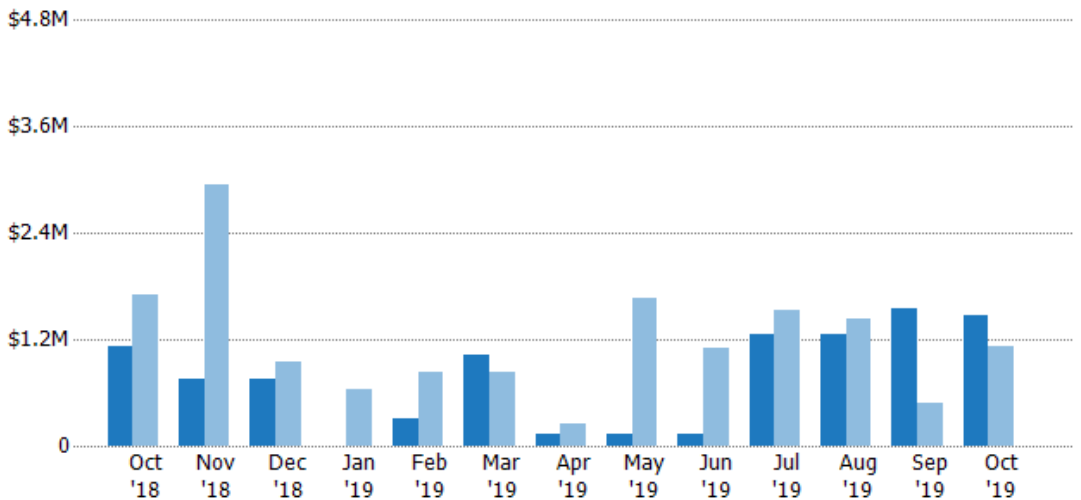
Current Year	3	1	1	-	1	2	1	1	1	2	3	6	7
Prior Year	6	10	2	2	3	3	1	6	3	3	4	2	3
Percent Change from Prior Year	-50%	-90%	-50%	-100%	-67%	-33%	0%	-83%	-67%	-33%	-25%	200%	133%

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



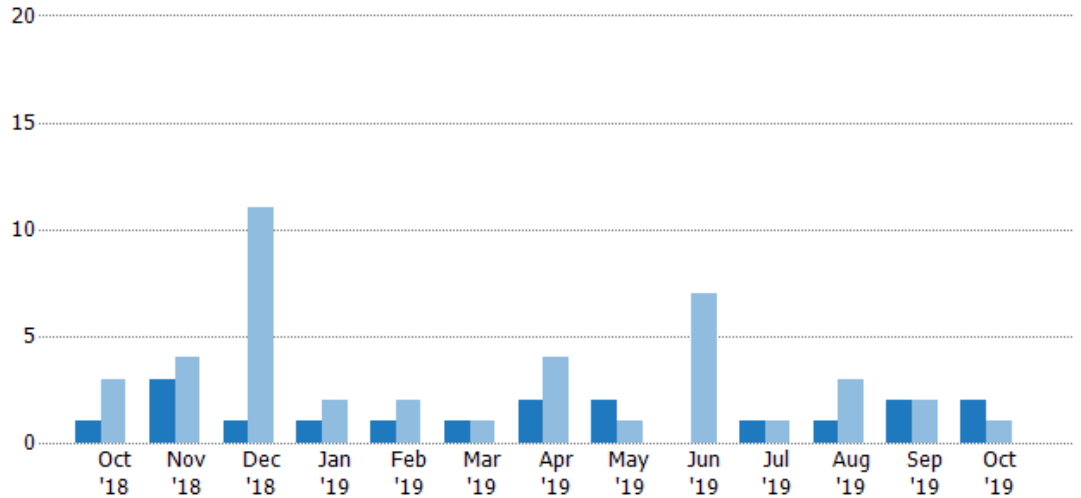
Current Year	\$1.12M	\$750K	\$750K	-	\$300K	\$1.02M	\$139K	\$139K	\$139K	\$1.25M	\$1.26M	\$1.55M	\$1.47M
Prior Year	\$1.7M	\$2.95M	\$950K	\$638K	\$837K	\$828K	\$240K	\$1.66M	\$1.1M	\$1.53M	\$1.43M	\$474K	\$1.12M
Percent Change from Prior Year	-34%	-75%	-21%	-100%	-64%	23%	-42%	-92%	-87%	-18%	-12%	228%	31%

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



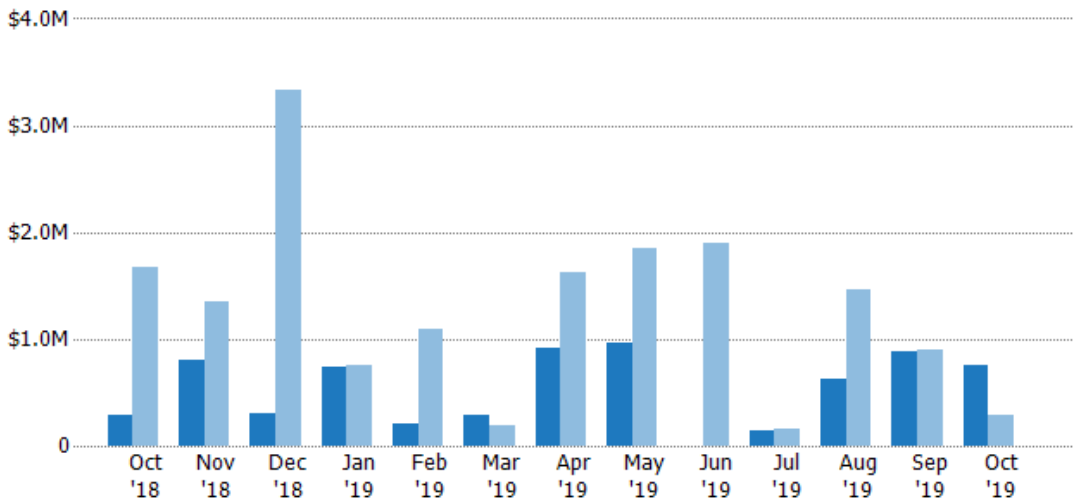
Current Year	1	3	1	1	1	1	2	2	-	1	1	2	2
Prior Year	3	4	11	2	2	1	4	1	7	1	3	2	1
Percent Change from Prior Year	-67%	-25%	-91%	-50%	-50%	0%	-50%	100%	-100%	0%	-67%	0%	100%

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



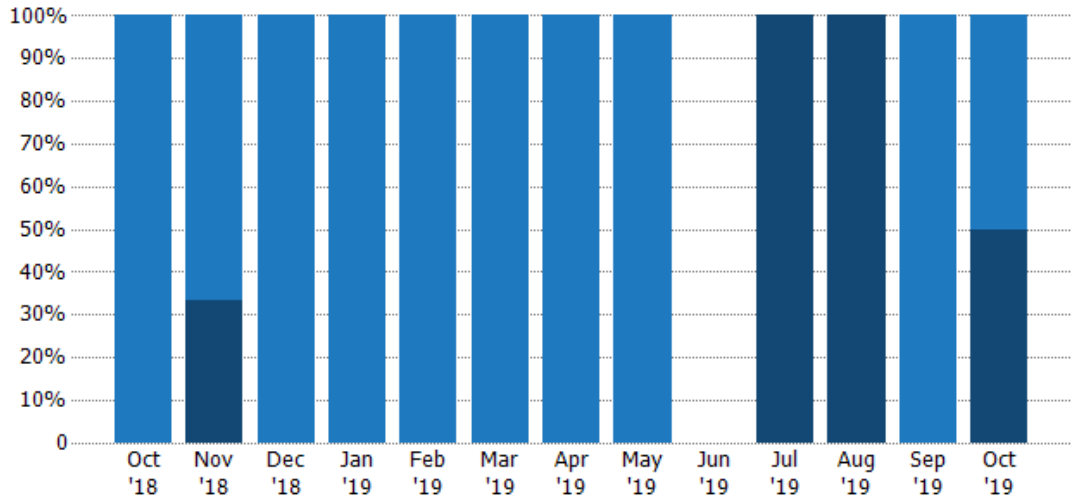
Current Year	\$290K	\$804K	\$305K	\$730K	\$210K	\$280K	\$910K	\$963K	-	\$135K	\$630K	\$888K	\$755K
Prior Year	\$1.67M	\$1.35M	\$3.33M	\$751K	\$1.09M	\$195K	\$1.62M	\$1.85M	\$1.9M	\$160K	\$1.46M	\$905K	\$290K
Percent Change from Prior Year	-83%	-41%	-91%	-3%	-81%	44%	-44%	-48%	-100%	-16%	-57%	-2%	160%

Closed Sales by Property Type

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

Filters Used

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



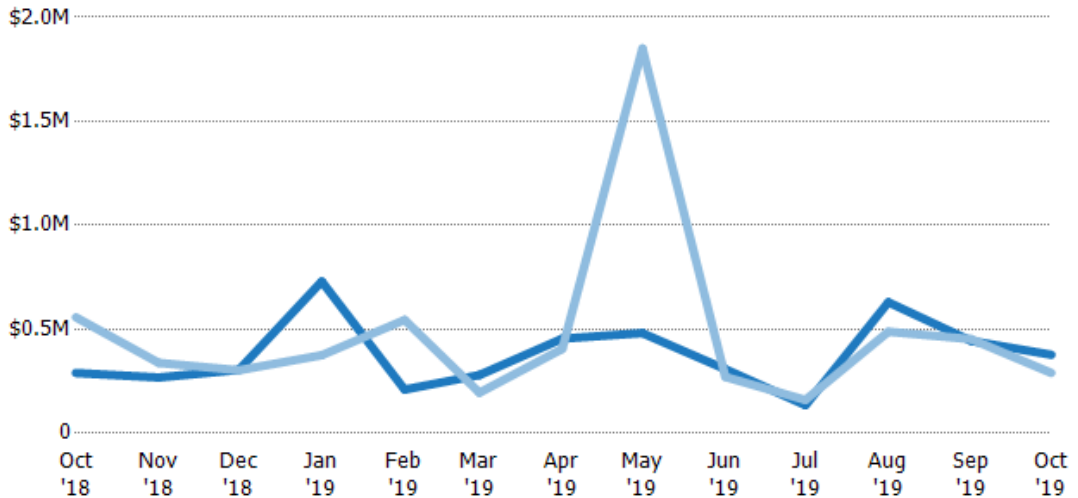
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Condo/Townhouse	100%	67%	100%	100%	100%	100%	100%	100%	-	-	-	100%	50%
Single Family Residence	-	33%	-	-	-	-	-	-	-	100%	100%	-	50%

Average Sales Price

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

Filters Used

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



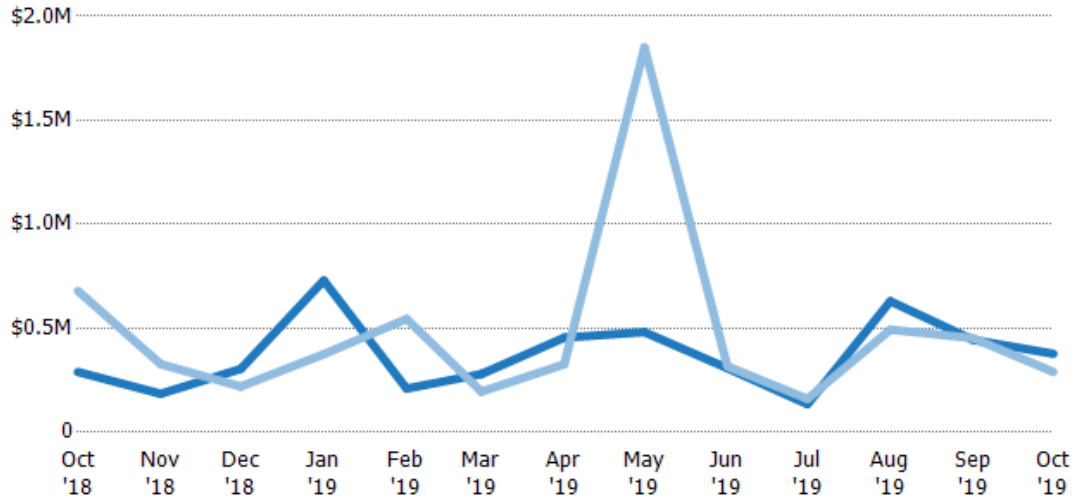
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K	\$378K
Prior Year	\$558K	\$339K	\$303K	\$376K	\$545K	\$195K	\$406K	\$1.85M	\$271K	\$160K	\$488K	\$453K	\$290K
Percent Change from Prior Year	-48%	-21%	1%	94%	-61%	44%	12%	-74%	-100%	-16%	29%	-2%	30%

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



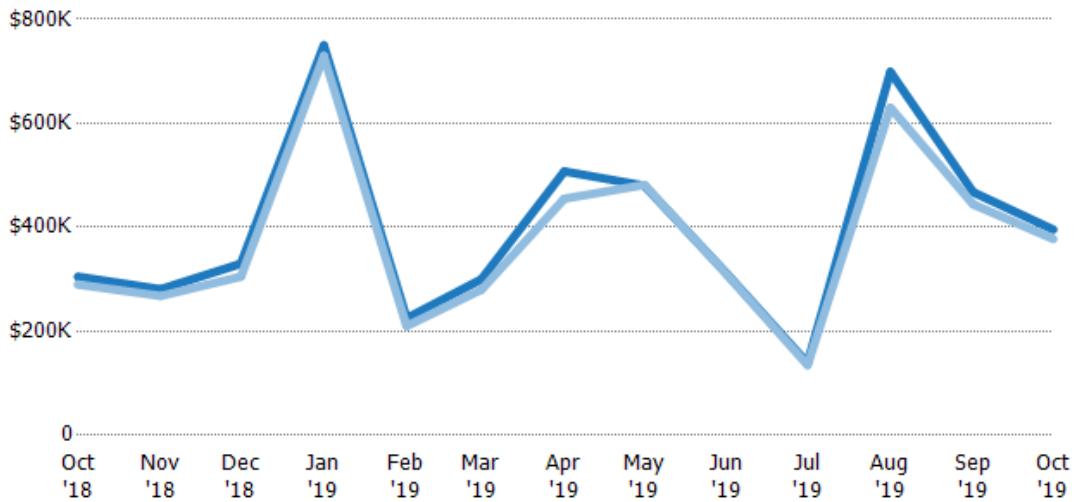
Current Year	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K	\$378K
Prior Year	\$680K	\$328K	\$220K	\$376K	\$545K	\$195K	\$327K	\$1.85M	\$317K	\$160K	\$494K	\$453K	\$290K
Percent Change from Prior Year	-57%	-44%	39%	94%	-61%	44%	39%	-74%	-100%	-16%	28%	-2%	30%

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



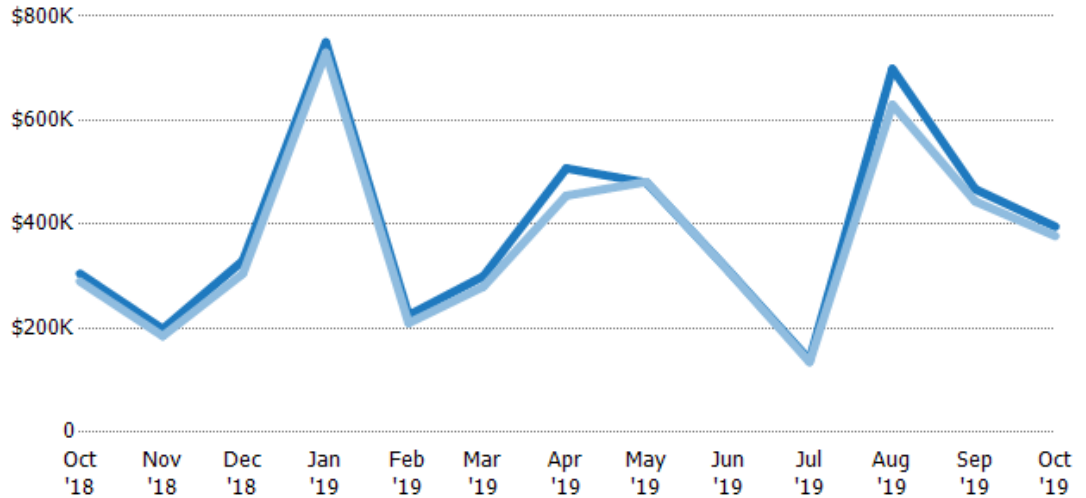
Avg List Price	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K	\$508K	\$480K	\$310K	\$139K	\$699K	\$468K	\$396K
Avg Sales Price	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K	\$378K
Avg Sales Price as a % of Avg List Price	95%	95%	92%	97%	93%	93%	90%	100%	99%	97%	90%	95%	95%

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

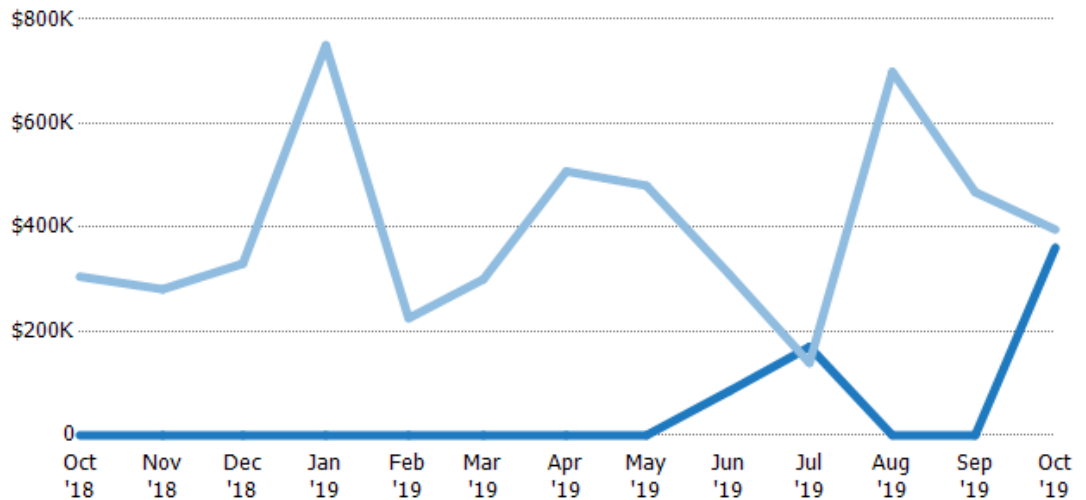


Average Sales Price vs Average Est Value

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

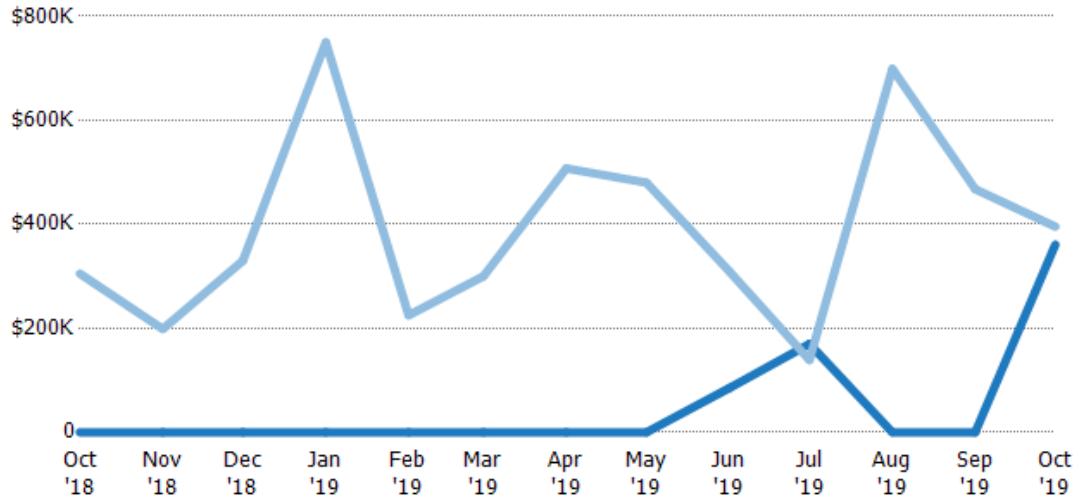


Median Sales Price vs Median Est Value

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	\$0	\$85K	\$170K	\$0	\$0	\$361K
Median Sales Price	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K	\$508K	\$480K	\$310K	\$139K	\$699K	\$468K	\$396K
Med Sales Price as a % of Med Est Value	100%	100%	100%	100%	100%	100%	100%	100%	91%	82%	100%	100%	110%