

## 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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1	3	-66.7%	23	30	-23.3%
New Listing Volume	\$235,000	\$1,260,000	-81.3%	\$12,759,800	\$13,552,999	-5.9%
Active Listing Count	24	22	+9.1%	N/A	N/A	
Active Listing Volume	\$15,874,500	\$9,997,500	+58.8%	N/A	N/A	
Average Listing Price	\$661,438	\$454,432	+45.6%	\$545,858	\$486,998	+12.1%
Median Listing Price	\$487,500	\$355,000	+37.3%	\$453,881	\$389,644	+16.5%
Median Days in RPR	157.5	126.5	+24.5%	181.05	164.09	+10.3%
Months of Inventory	24	7.3	+227.3%	9.9	9	+9.7%
Absorption Rate	4.17%	13.64%	-9.5%	10.13%	11.11%	-1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	6	-	-	18	24	-25%
New Pending Sales Volume	\$1,588,900	-	-	\$6,566,800	\$10,484,499	-37.4%
Pending Sales Count	6	2	+200%	N/A	N/A	
Pending Sales Volume	\$1,553,800	\$474,000	+227.8%	N/A	N/A	
Closed Sales Count	2	2	+/-	11	23	-52.2%
Closed Sales Volume	\$888,000	\$905,000	-1.9%	\$4,746,000	\$9,936,360	-52.2%
Average Sales Price	\$444,000	\$452,500	-1.9%	\$431,455	\$432,016	-0.1%
Median Sales Price	\$444,000	\$452,500	-1.9%	\$431,455	\$432,966	-0.3%

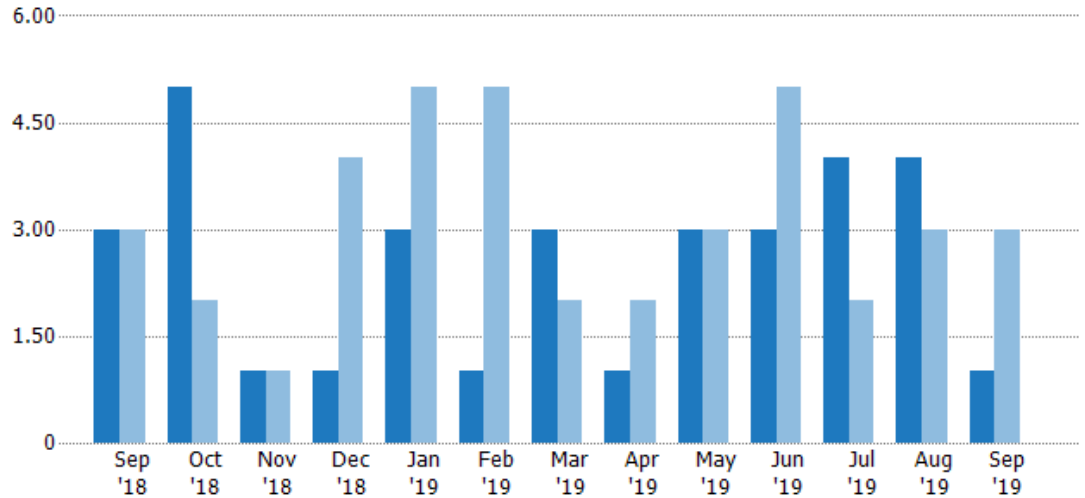
## New Listings

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.
Sep '19	1	-66.7%
Sep '18	3	0%
Sep '17	3	66.7%



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

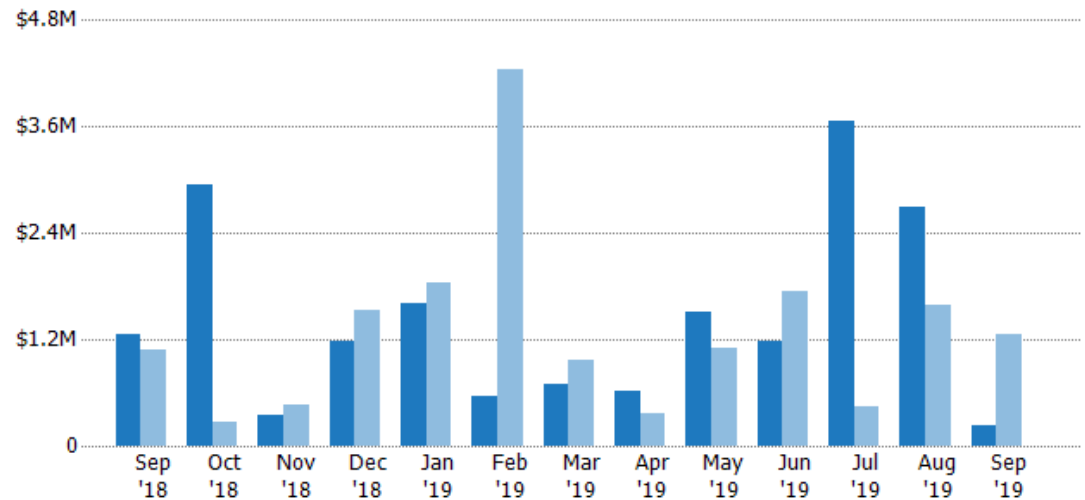
## New Listing Volume

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.
Sep '19	\$235K	-81.3%
Sep '18	\$1.26M	15.9%
Sep '17	\$1.09M	40.7%



Current Year	\$1.26M	\$2.95M	\$340K	\$1.18M	\$1.6M	\$550K	\$701K	\$625K	\$1.52M	\$1.18M	\$3.66M	\$2.69M	\$235K
Prior Year	\$1.09M	\$274K	\$460K	\$1.53M	\$1.83M	\$4.24M	\$974K	\$364K	\$1.11M	\$1.73M	\$450K	\$1.59M	\$1.26M
Percent Change from Prior Year	16%	978%	-26%	-23%	-13%	-87%	-28%	72%	37%	-32%	714%	69%	-81%

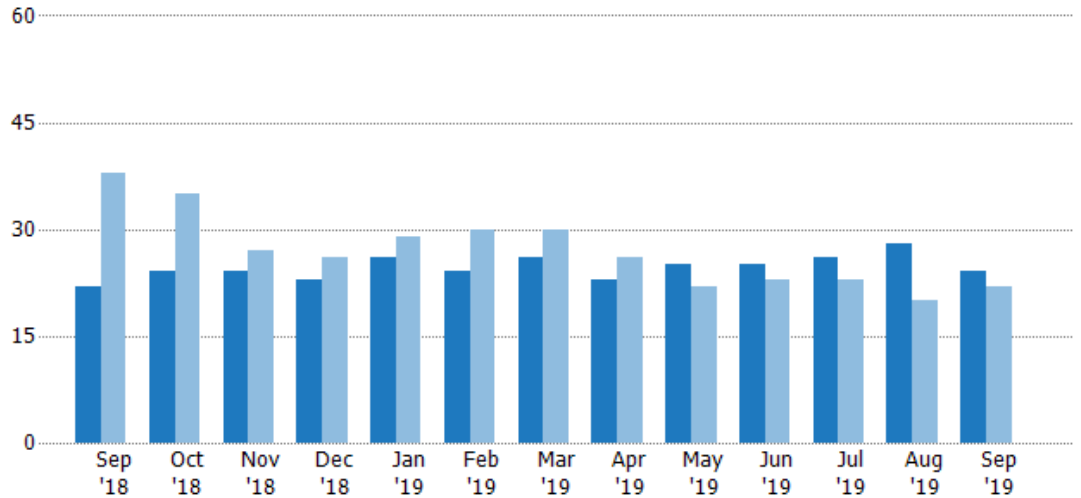
## Active Listings

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.
Sep '19	24	9.1%
Sep '18	22	-42.1%
Sep '17	38	39.5%



Current Year	22	24	24	23	26	24	26	23	25	25	26	28	24
Prior Year	38	35	27	26	29	30	30	26	22	23	23	20	22
Percent Change from Prior Year	-42%	-31%	-11%	-12%	-10%	-20%	-13%	-12%	14%	9%	13%	40%	9%

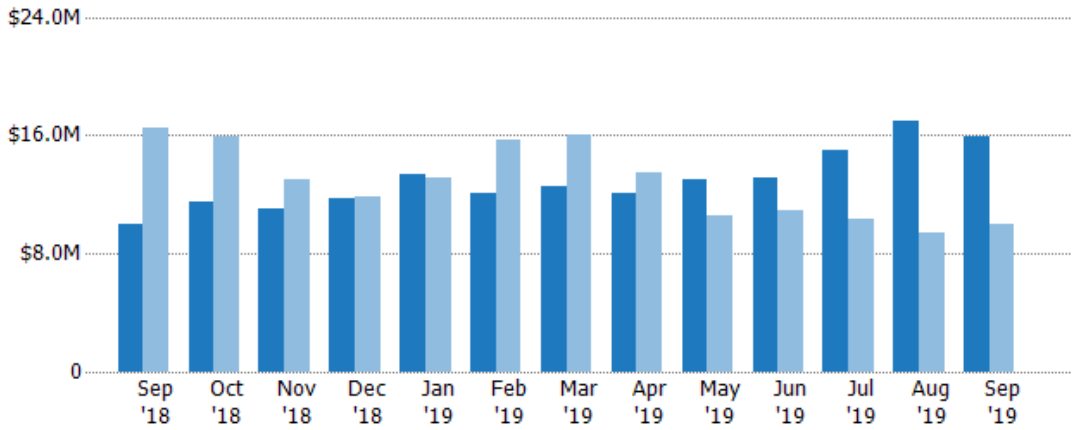
## Active Listing Volume

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.
Sep '19	\$15.9M	58.8%
Sep '18	\$10M	-39.5%
Sep '17	\$16.5M	35.3%



Current Year	\$10M	\$11.5M	\$11.1M	\$11.8M	\$13.4M	\$12M	\$12.5M	\$12.1M	\$13M	\$13.1M	\$15M	\$16.9M	\$15.9M
Prior Year	\$16.5M	\$15.9M	\$13M	\$11.9M	\$13.1M	\$15.7M	\$16.1M	\$13.4M	\$10.6M	\$10.9M	\$10.4M	\$9.39M	\$10M
Percent Change from Prior Year	-40%	-27%	-15%	-1%	2%	-23%	-22%	-10%	23%	20%	44%	81%	59%

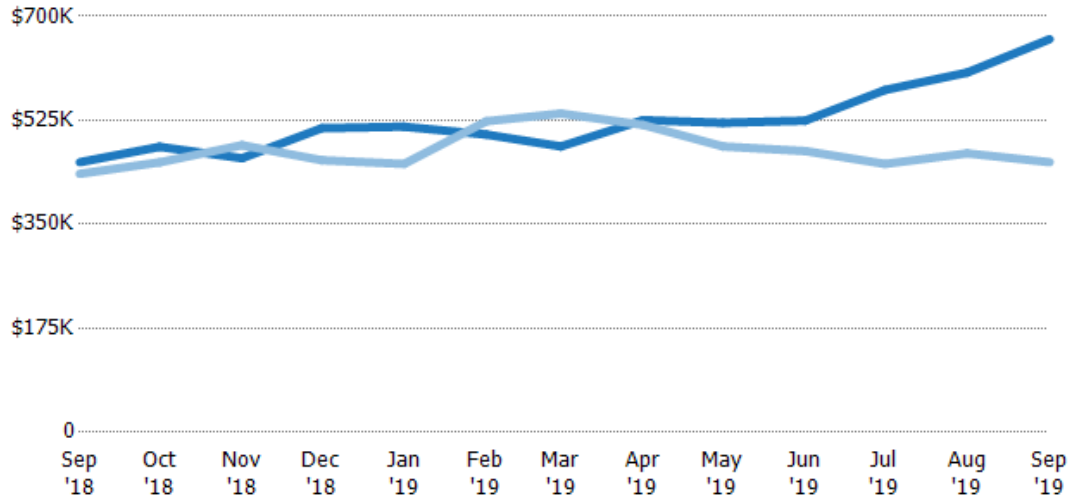
## Average Listing Price

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.
Sep '19	\$661K	45.6%
Sep '18	\$454K	4.5%
Sep '17	\$435K	-3%



Current Year	\$454K	\$480K	\$461K	\$512K	\$514K	\$501K	\$481K	\$525K	\$521K	\$524K	\$576K	\$605K	\$661K
Prior Year	\$435K	\$454K	\$483K	\$458K	\$452K	\$523K	\$536K	\$517K	\$481K	\$473K	\$452K	\$469K	\$454K
Percent Change from Prior Year	4%	6%	-5%	12%	14%	-4%	-10%	2%	8%	11%	28%	29%	46%

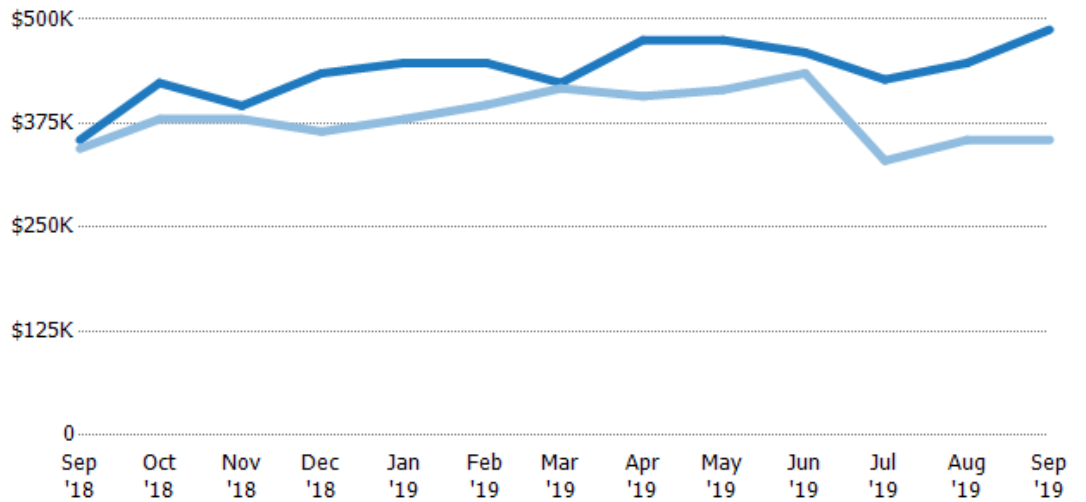
## Median Listing Price

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.
Sep '19	\$488K	37.3%
Sep '18	\$355K	3%
Sep '17	\$345K	1.6%



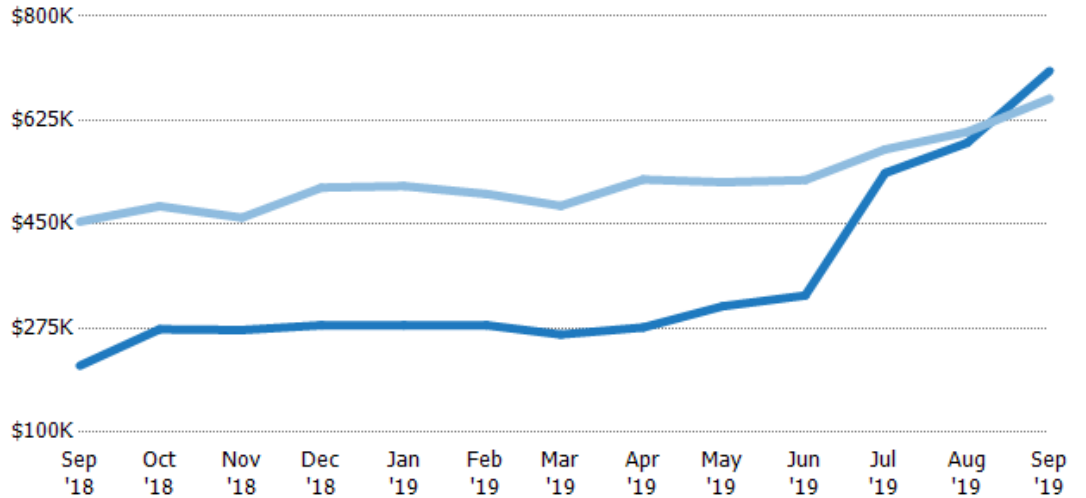
Current Year	\$355K	\$424K	\$396K	\$435K	\$448K	\$448K	\$424K	\$475K	\$475K	\$460K	\$428K	\$448K	\$488K
Prior Year	\$345K	\$380K	\$380K	\$365K	\$380K	\$397K	\$417K	\$408K	\$415K	\$435K	\$330K	\$355K	\$355K
Percent Change from Prior Year	3%	11%	4%	19%	18%	13%	2%	17%	14%	6%	30%	26%	37%

## 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

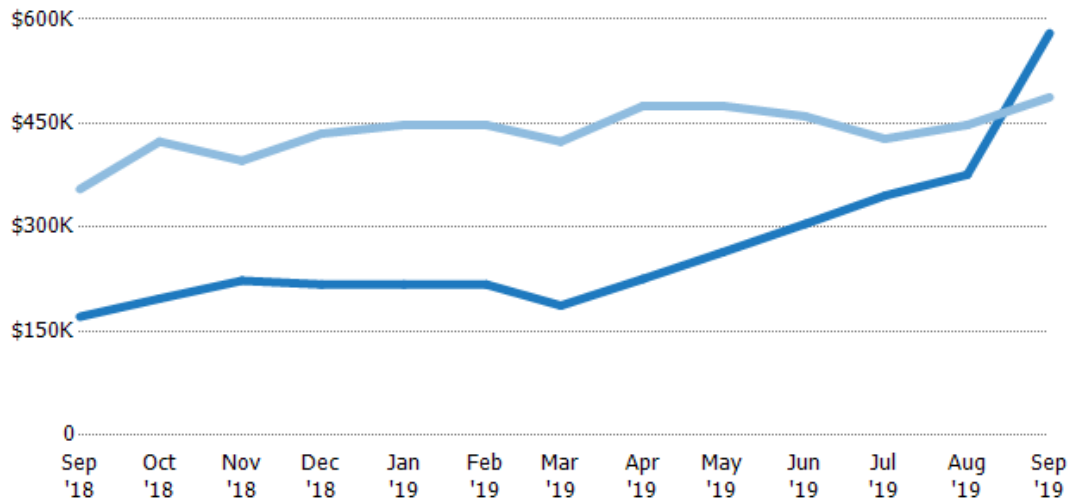


## Median Listing Price vs Median Est Value

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



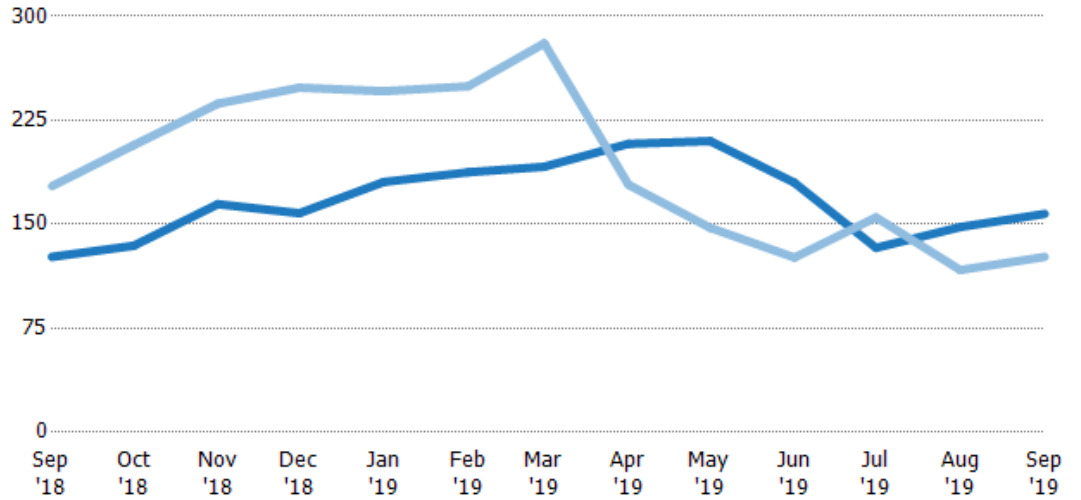
## Median Days in RPR

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.
Sep '19	158	24.5%
Sep '18	127	-28.7%
Sep '17	178	30.1%



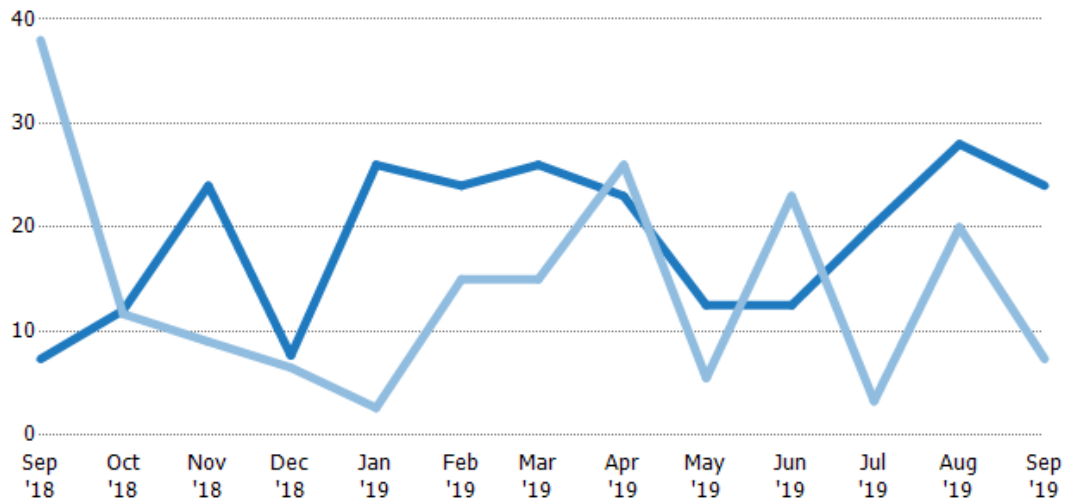
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	127	135	165	158	181	188	192	208	210	180	133	148	158
Prior Year	178	207	237	249	246	250	281	179	148	126	155	117	127
Percent Change from Prior Year	-29%	-35%	-31%	-36%	-27%	-25%	-32%	17%	42%	43%	-14%	26%	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  
 Property Type:  
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 Family Residence



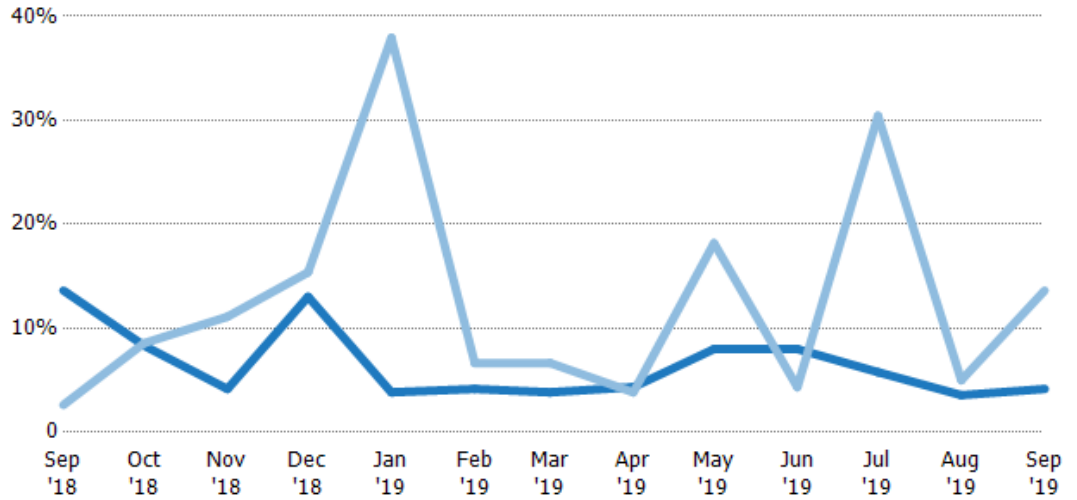
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	7.33	12	24	7.67	26	24	26	23	12.5	12.5	20.3	28	24
Prior Year	38	11.7	9	6.5	2.64	15	15	26	5.5	23	3.29	20	7.33
Percent Change from Prior Year	-81%	3%	167%	18%	886%	60%	73%	-12%	127%	-46%	-100%	40%	227%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: South Londonderry, VT 05155  
 Property Type:  
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 Family Residence



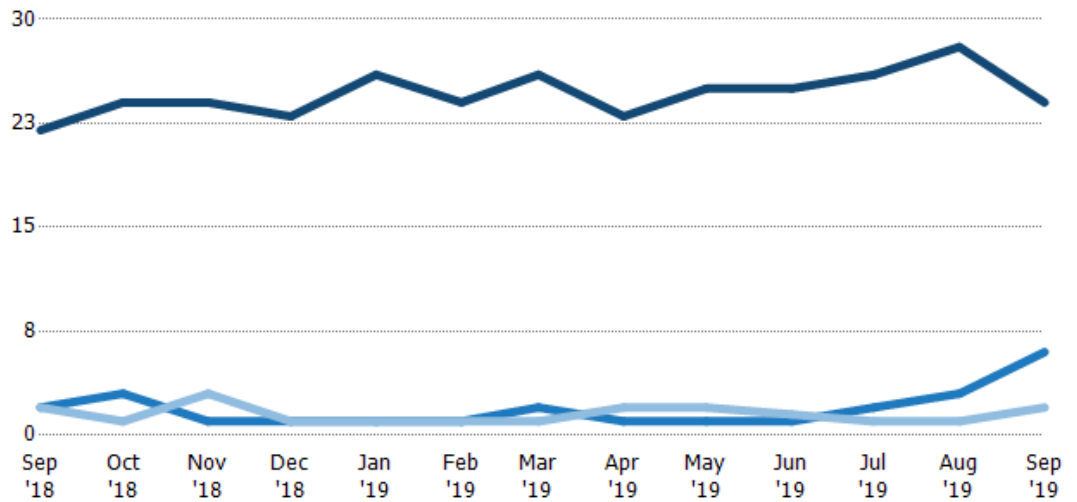
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	14%	8%	4%	13%	4%	4%	4%	4%	8%	8%	6%	4%	4%
Prior Year	3%	9%	11%	15%	38%	7%	7%	4%	18%	4%	30%	5%	14%
Change from Prior Year	-11%	0%	7%	2%	34%	3%	3%	-1%	10%	-4%	30%	1%	9%

## Active/Pending/Sold Units

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

### Filters Used

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 Family Residence



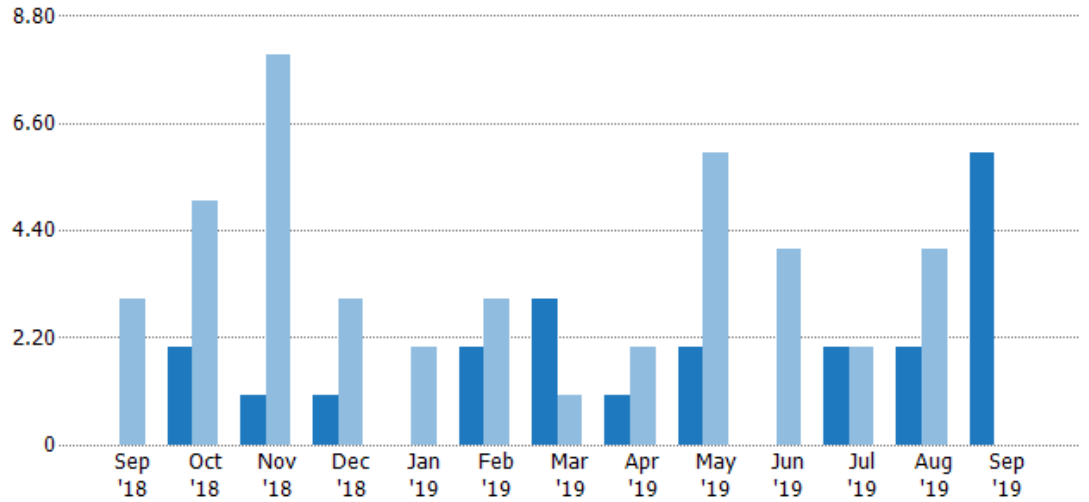
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	22	24	24	23	26	24	26	23	25	25	26	28	24
Pending	2	3	1	1	1	1	2	1	1	1	2	3	6
Sold	2	1	3	1	1	1	1	2	2	1.5	1	1	2

## 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



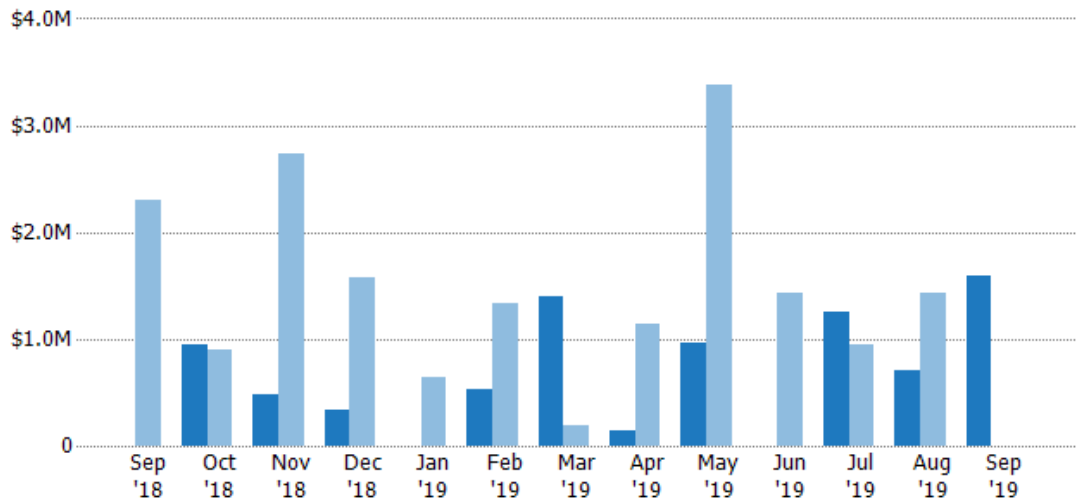
Current Year	-	2	1	1	-	2	3	1	2	-	2	2	6
Prior Year	3	5	8	3	2	3	1	2	6	4	2	4	-
Percent Change from Prior Year	-100%	-60%	-88%	-67%	-100%	-33%	200%	-50%	-67%	-100%	0%	-50%	100%

## 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	-	\$949K	\$475K	\$330K	-	\$525K	\$1.4M	\$139K	\$960K	-	\$1.25M	\$710K	\$1.59M
Prior Year	\$2.3M	\$902K	\$2.73M	\$1.58M	\$638K	\$1.34M	\$190K	\$1.13M	\$3.37M	\$1.43M	\$949K	\$1.43M	-
Percent Change from Prior Year	-100%	5%	-83%	-79%	-100%	-61%	636%	-88%	-72%	-100%	32%	-50%	100%

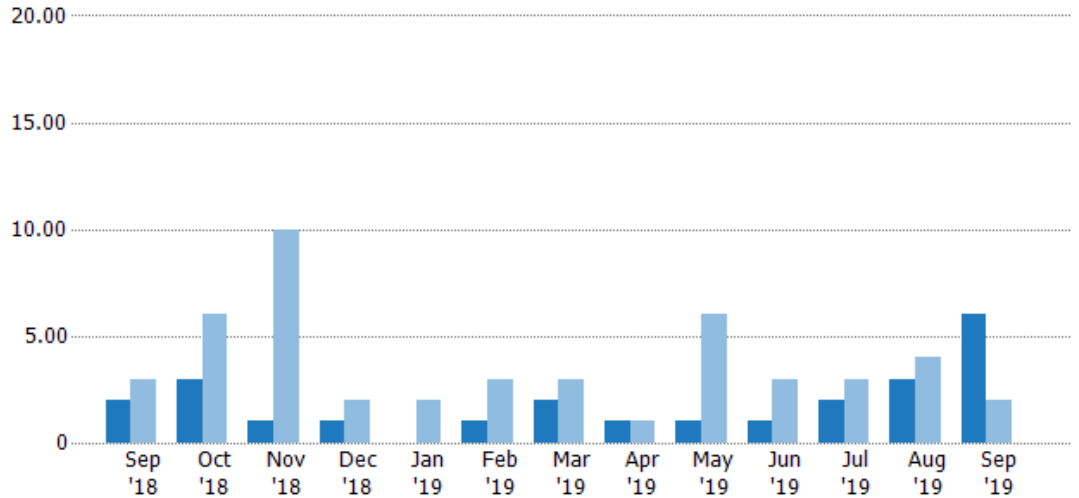


## Pending Sales

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



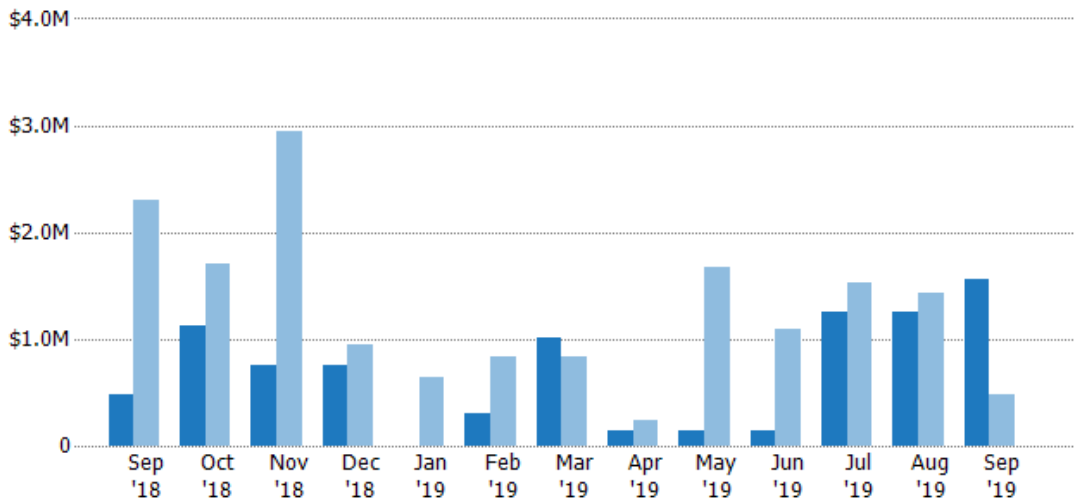
Current Year	2	3	1	1	-	1	2	1	1	1	2	3	6
Prior Year	3	6	10	2	2	3	3	1	6	3	3	4	2
Percent Change from Prior Year	-33%	-50%	-90%	-50%	-100%	-67%	-33%	0%	-83%	-67%	-33%	-25%	200%

## 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



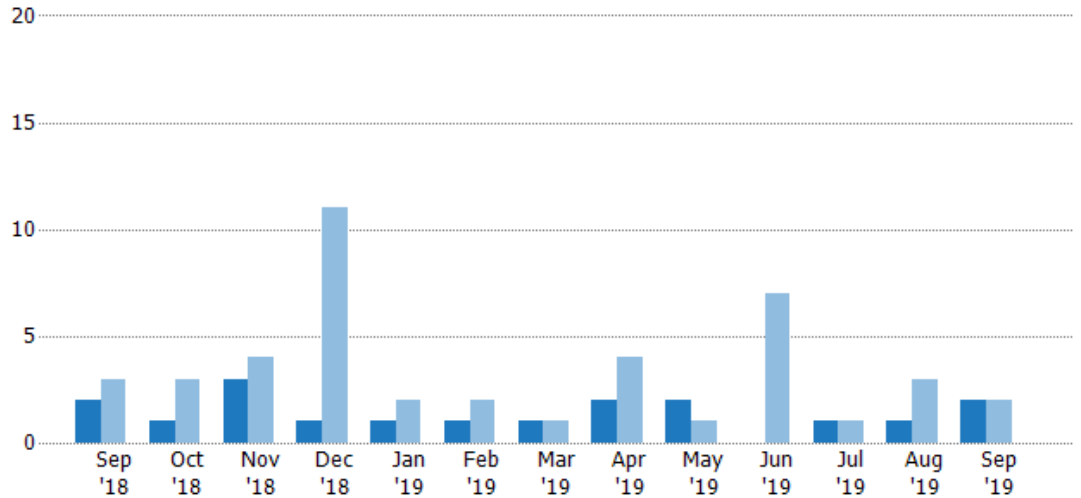
Current Year	\$474K	\$1.12M	\$750K	\$750K	-	\$300K	\$1.02M	\$139K	\$139K	\$139K	\$1.25M	\$1.26M	\$1.55M
Prior Year	\$2.3M	\$1.7M	\$2.95M	\$950K	\$638K	\$837K	\$828K	\$240K	\$1.66M	\$1.1M	\$1.53M	\$1.43M	\$474K
Percent Change from Prior Year	-79%	-34%	-75%	-21%	-100%	-64%	23%	-42%	-92%	-87%	-18%	-12%	228%

## 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



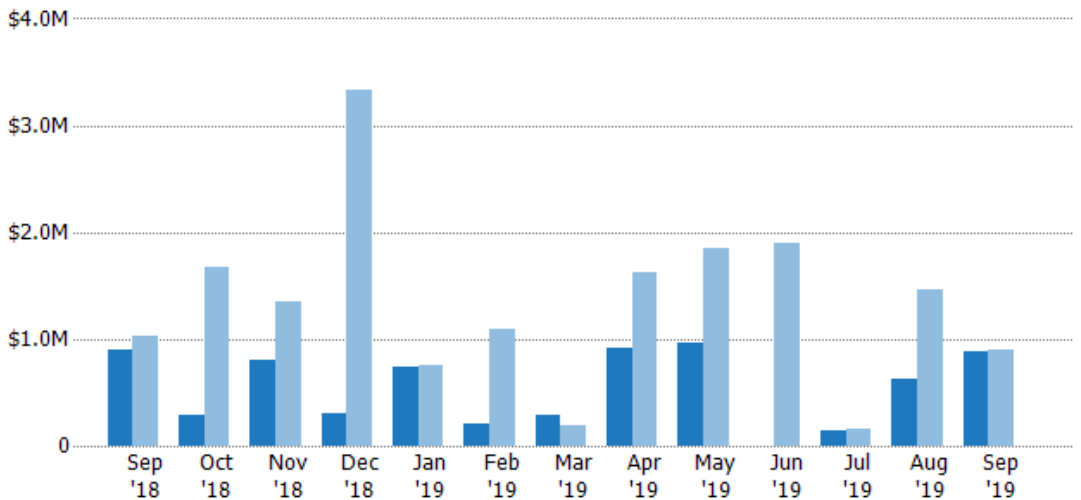
Current Year	2	1	3	1	1	1	1	2	2	-	1	1	2
Prior Year	3	3	4	11	2	2	1	4	1	7	1	3	2
Percent Change from Prior Year	-33%	-67%	-25%	-91%	-50%	-50%	0%	-50%	100%	-100%	0%	-67%	0%

## 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



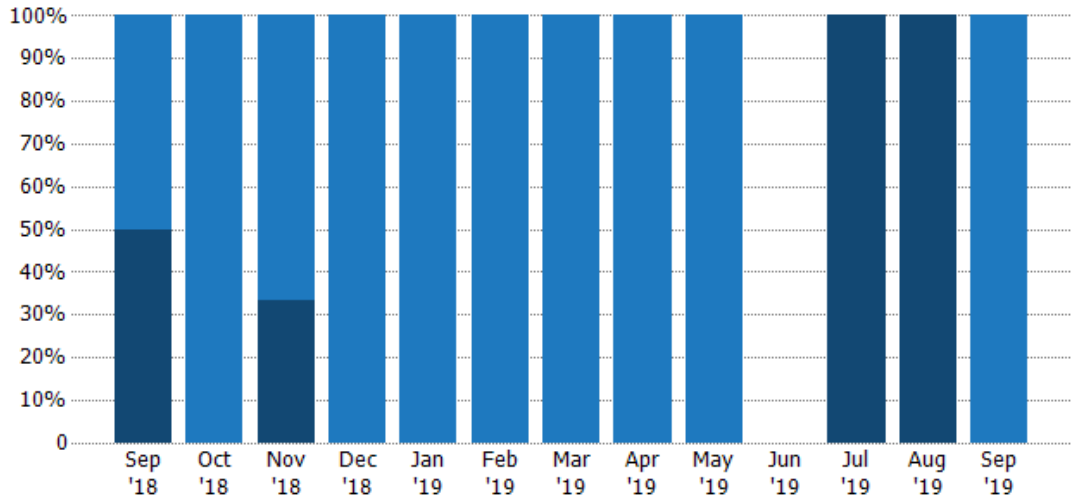
Current Year	\$905K	\$290K	\$804K	\$305K	\$730K	\$210K	\$280K	\$910K	\$963K	-	\$135K	\$630K	\$888K
Prior Year	\$1.04M	\$1.67M	\$1.35M	\$3.33M	\$751K	\$1.09M	\$195K	\$1.62M	\$1.85M	\$1.9M	\$160K	\$1.46M	\$905K
Percent Change from Prior Year	-13%	-83%	-41%	-91%	-3%	-81%	44%	-44%	-48%	-100%	-16%	-57%	-2%

## 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



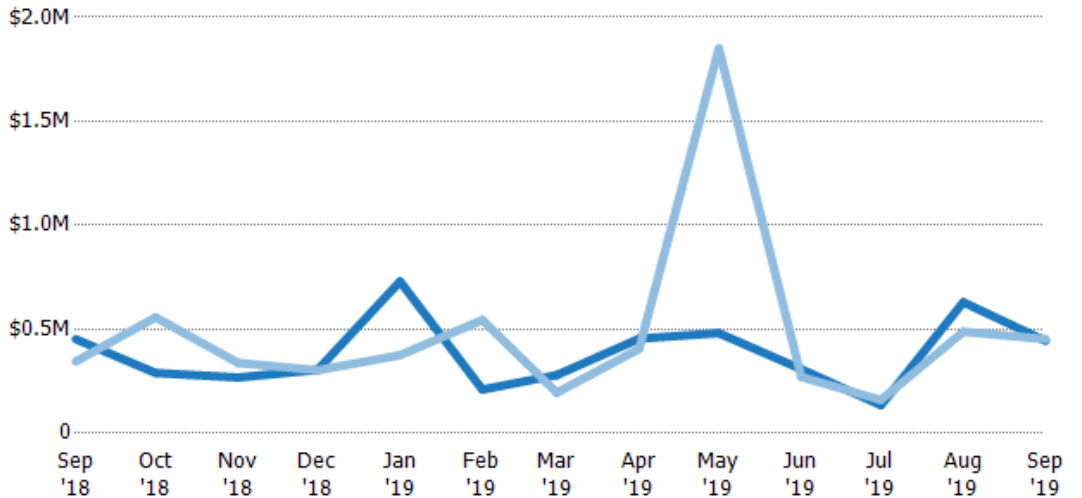
Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Condo/Townhouse	50%	100%	67%	100%	100%	100%	100%	100%	100%	-	-	-	100%
Single Family Residence	50%	-	33%	-	-	-	-	-	-	-	100%	100%	-

## 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



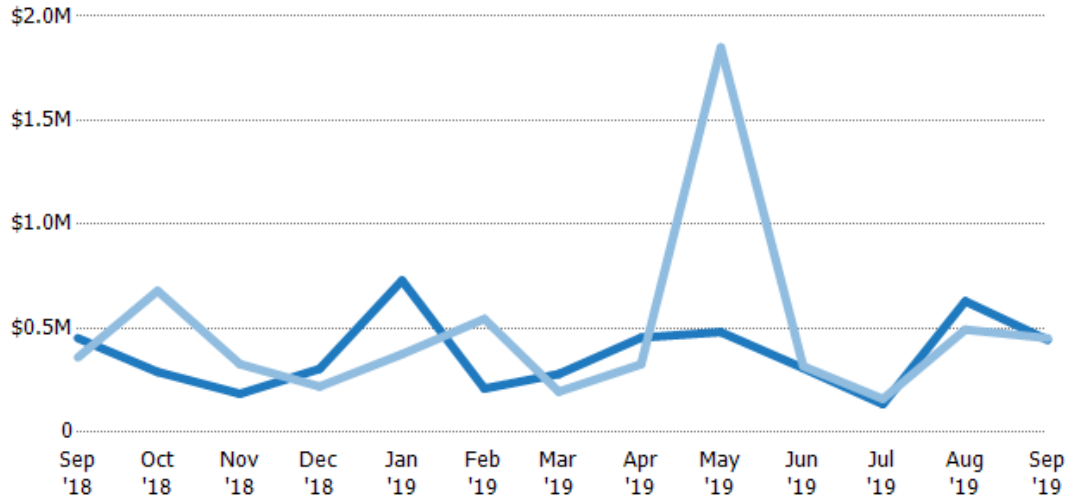
Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K
Prior Year	\$345K	\$558K	\$339K	\$303K	\$376K	\$545K	\$195K	\$406K	\$1.85M	\$271K	\$160K	\$488K	\$453K
Percent Change from Prior Year	31%	-48%	-21%	1%	94%	-61%	44%	12%	-74%	-100%	-16%	29%	-2%

## Median Sales Price

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

### Filters Used

ZIP: South Londonderry, VT 05155  
 Property Type:  
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 Family Residence



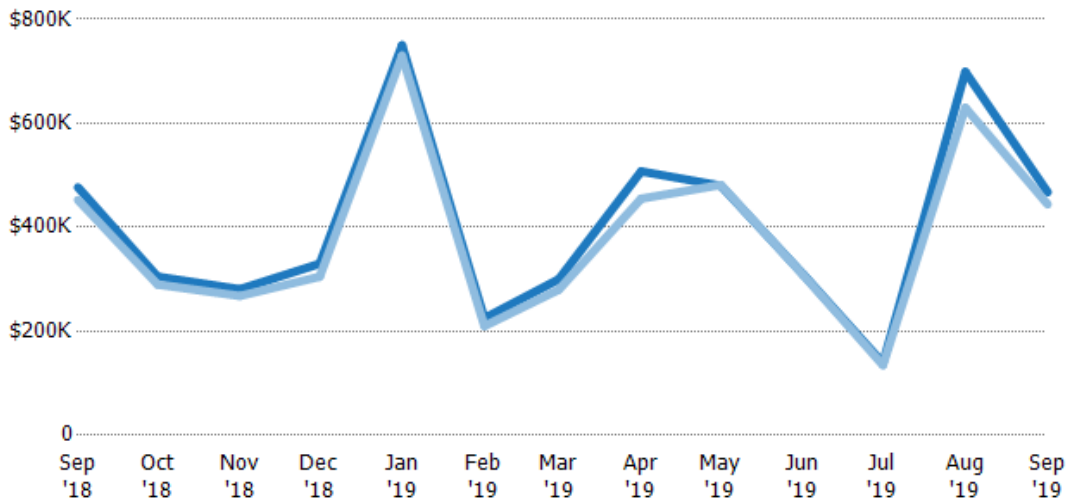
Current Year	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K
Prior Year	\$360K	\$680K	\$328K	\$220K	\$376K	\$545K	\$195K	\$327K	\$1.85M	\$317K	\$160K	\$494K	\$453K
Percent Change from Prior Year	26%	-57%	-44%	39%	94%	-61%	44%	39%	-74%	-100%	-16%	28%	-2%

## 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:  
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 Family Residence



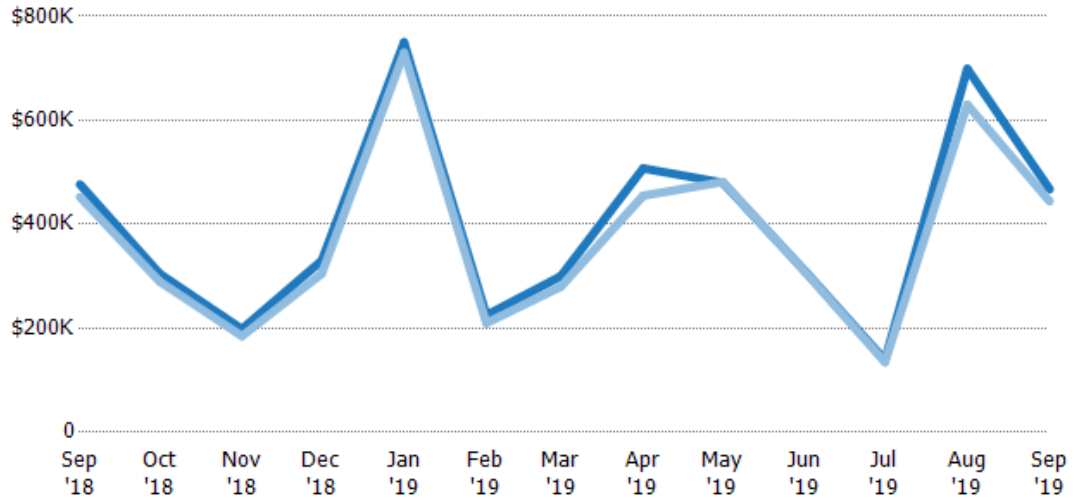
Avg List Price	\$477K	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K	\$508K	\$480K	\$310K	\$139K	\$699K	\$468K
Avg Sales Price	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K
Avg Sales Price as a % of Avg List Price	95%	95%	95%	92%	97%	93%	93%	90%	100%	99%	97%	90%	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



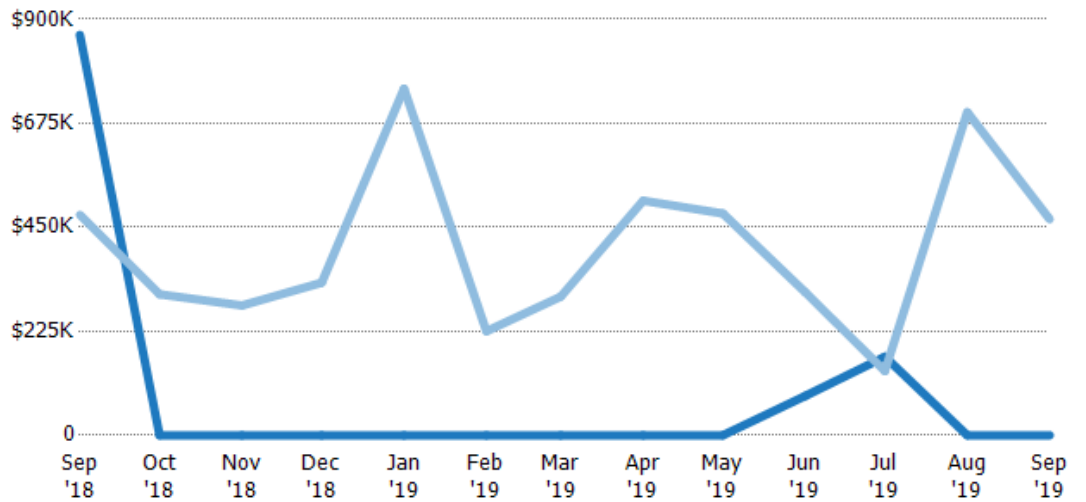
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$477K	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K	\$508K	\$480K	\$310K	\$139K	\$699K	\$468K
Median Sales Price	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K	\$455K	\$482K	\$308K	\$135K	\$630K	\$444K
Med Sales Price as a % of Med List Price	95%	95%	93%	92%	97%	93%	93%	90%	100%	99%	97%	90%	95%

## 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



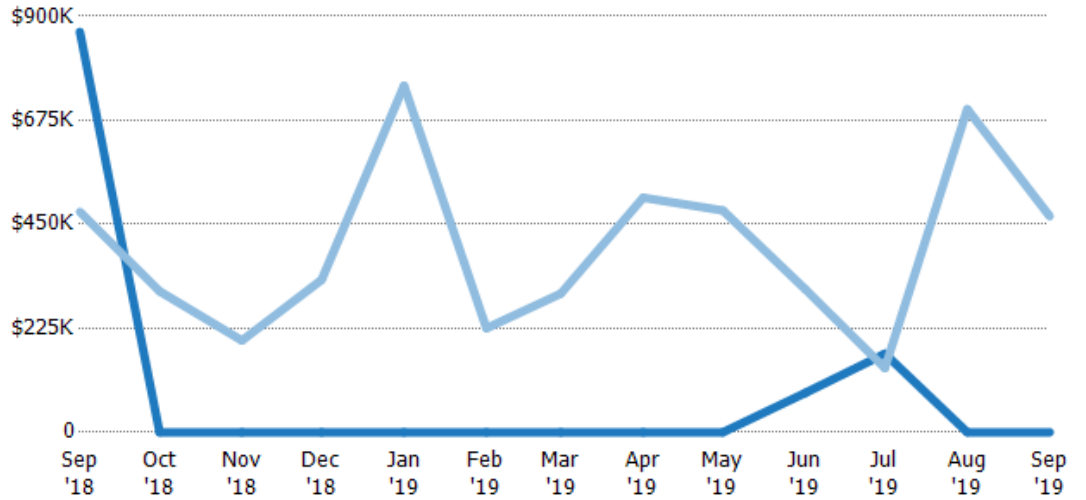
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$866K	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$85K	\$170K	\$0	\$0
Avg Sales Price	\$477K	\$305K	\$281K	\$330K	\$750K	\$225K	\$300K	\$508K	\$480K	\$310K	\$139K	\$699K	\$468K
Avg Sales Price as a % of Avg Est Value	55%	100%	100%	100%	100%	100%	100%	100%	100%	91%	82%	100%	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

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 Condo/Townhouse/Apt, Single  
 Family Residence



Median Est Value	\$866K	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$85K	\$170K	\$0	\$0
Median Sales Price	\$477K	\$305K	\$199K	\$330K	\$750K	\$225K	\$300K	\$508K	\$480K	\$310K	\$139K	\$699K	\$468K
Med Sales Price as a % of Med Est Value	55%	100%	100%	100%	100%	100%	100%	100%	100%	91%	82%	100%	100%