

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

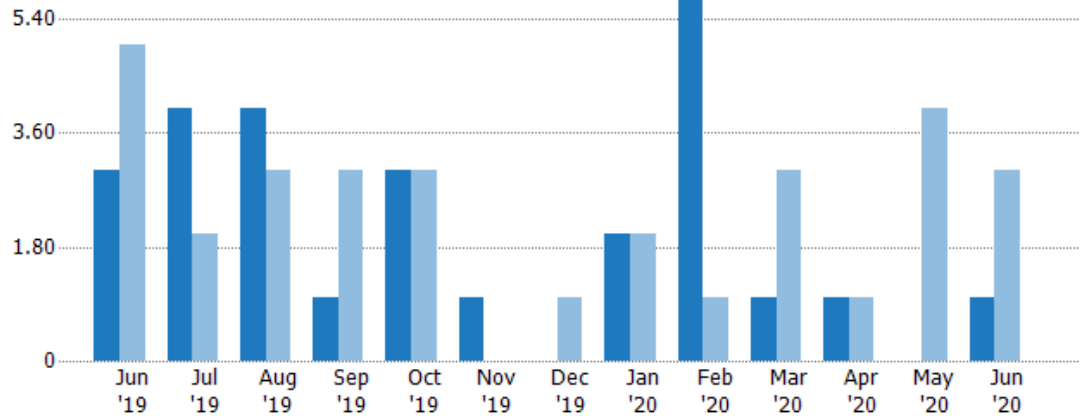
Key Metrics	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1	3	-66.7%	11	14	-21.4%
New Listing Volume	\$1,500,000	\$1,179,900	+27.1%	\$5,502,000	\$6,043,300	-9%
Active Listing Count	12	22	-45.5%	N/A	N/A	
Active Listing Volume	\$9,952,000	\$11,348,800	-12.3%	N/A	N/A	
Average Listing Price	\$829,333	\$515,855	+60.8%	\$707,005	\$506,654	+39.5%
Median Listing Price	\$510,000	\$427,500	+19.3%	\$518,219	\$421,756	+22.9%
Median Days in RPR	283.5	150	+89%	251.65	212.17	+18.6%
Months of Inventory	6	22	-72.7%	17.5	8.5	+106.7%
Absorption Rate	16.67%	4.55%	+12.1%	5.71%	11.81%	-6.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	-	-	15	6	+150%
New Pending Sales Volume	\$2,878,000	-	-	\$7,132,000	\$2,259,000	+215.7%
Pending Sales Count	7	1	+600%	N/A	N/A	
Pending Sales Volume	\$3,599,000	\$139,000	+2,489.2%	N/A	N/A	
Closed Sales Count	3	-	-	10	6	+66.7%
Closed Sales Volume	\$1,003,000	-	-	\$3,825,500	\$2,725,000	+40.4%
Average Sales Price	\$334,333	-	-	\$382,550	\$454,167	-15.8%
Median Sales Price	\$460,000	-	-	\$420,250	\$454,167	-7.5%

## 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



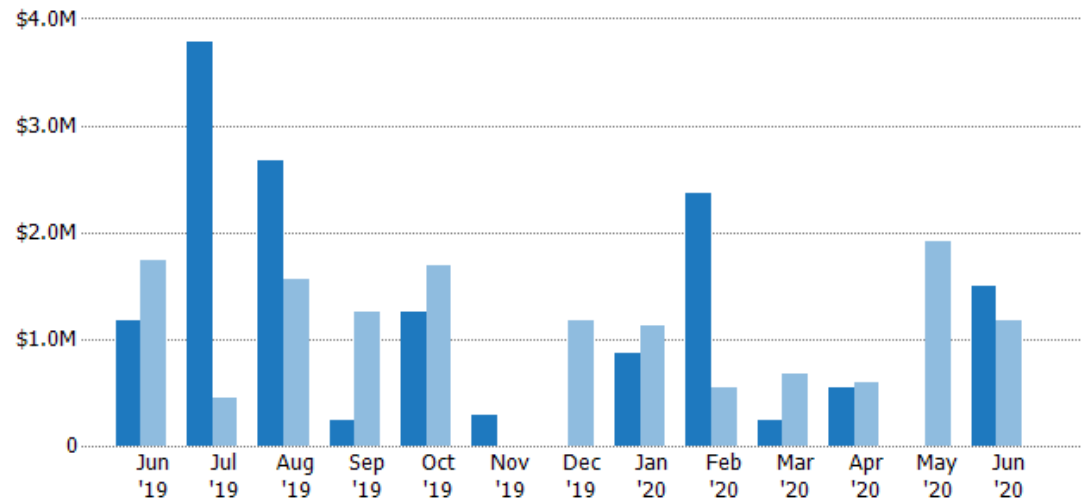
Current Year	3	4	4	1	3	1	-	2	6	1	1	-	1
Prior Year	5	2	3	3	3	-	1	2	1	3	1	4	3
Percent Change from Prior Year	-40%	100%	33%	-67%	0%	100%	-100%	0%	500%	-67%	0%	-100%	-67%

## 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



Current Year	\$1.18M	\$3.78M	\$2.67M	\$235K	\$1.25M	\$289K	-	\$859K	\$2.36M	\$235K	\$545K	-	\$1.5M
Prior Year	\$1.73M	\$450K	\$1.57M	\$1.26M	\$1.69M	-	\$1.18M	\$1.13M	\$550K	\$676K	\$599K	\$1.91M	\$1.18M
Percent Change from Prior Year	-32%	741%	70%	-81%	-26%	100%	-100%	-24%	330%	-65%	-9%	-100%	27%

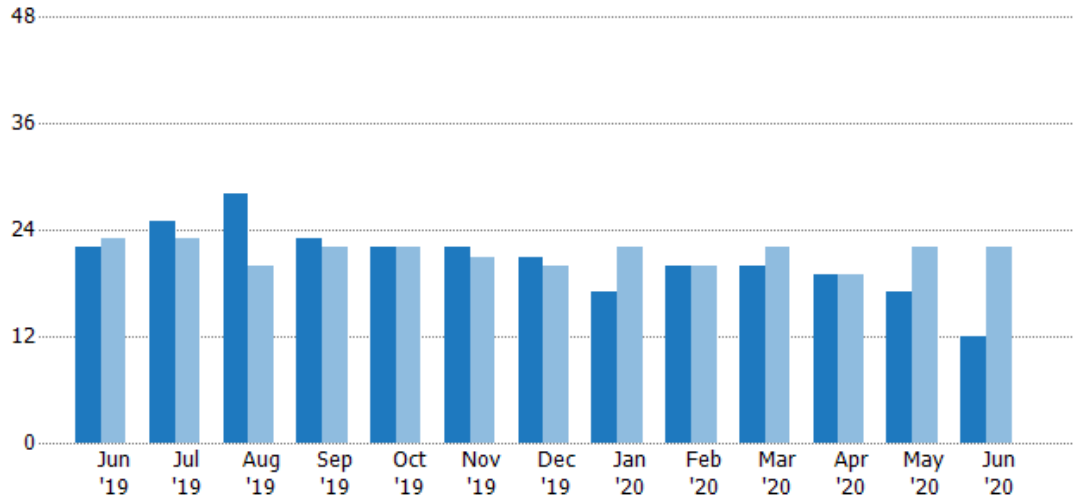
## Active Listings

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.
Jun '20	12	-45.5%
Jun '19	22	-4.3%
Jun '18	23	73.9%



Current Year	22	25	28	23	22	22	21	17	20	20	19	17	12
Prior Year	23	23	20	22	22	21	20	22	20	22	19	22	22
Percent Change from Prior Year	-4%	9%	40%	5%	0%	5%	5%	-23%	0%	-9%	0%	-23%	-45%

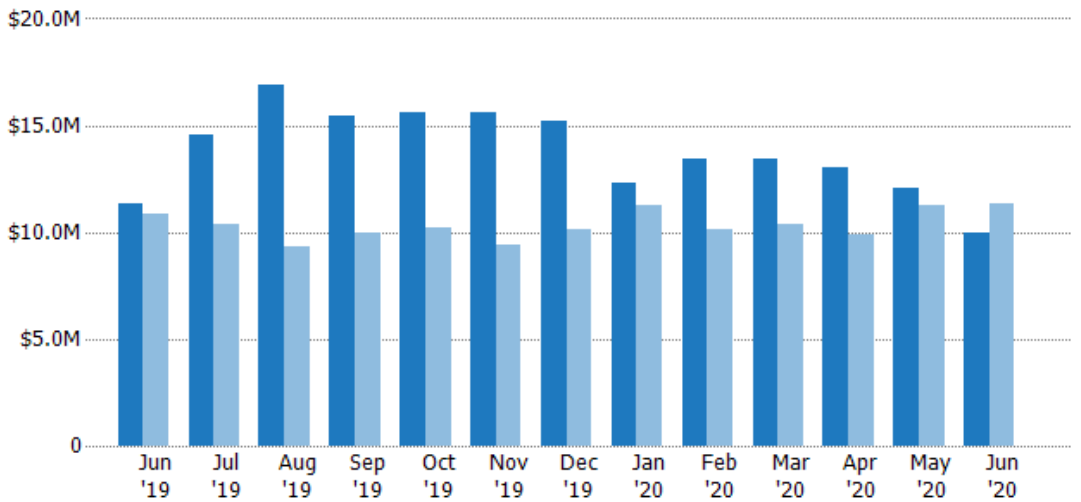
## Active Listing Volume

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.
Jun '20	\$9.95M	-12.3%
Jun '19	\$11.3M	4.3%
Jun '18	\$10.9M	71.6%



Current Year	\$11.3M	\$14.6M	\$16.9M	\$15.5M	\$15.6M	\$15.6M	\$15.2M	\$12.3M	\$13.4M	\$13.4M	\$13.1M	\$12.1M	\$9.95M
Prior Year	\$10.9M	\$10.4M	\$9.36M	\$9.97M	\$10.2M	\$9.44M	\$10.1M	\$11.3M	\$10.2M	\$10.4M	\$9.93M	\$11.3M	\$11.3M
Percent Change from Prior Year	4%	40%	81%	55%	52%	65%	50%	9%	32%	30%	31%	7%	-12%

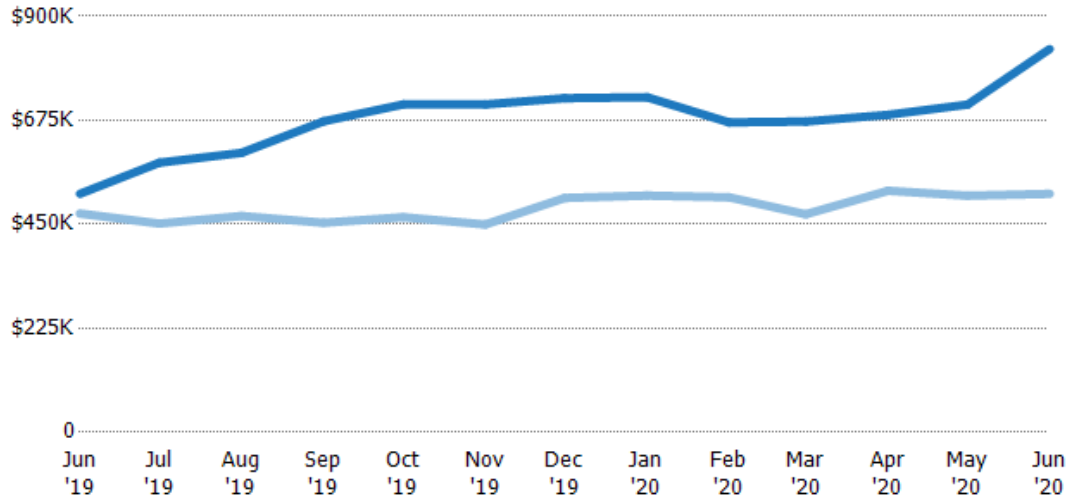
## Average Listing Price

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.
Jun '20	\$829K	60.8%
Jun '19	\$516K	9%
Jun '18	\$473K	-1.3%



Current Year	\$516K	\$583K	\$605K	\$673K	\$709K	\$709K	\$723K	\$725K	\$670K	\$672K	\$687K	\$709K	\$829K
Prior Year	\$473K	\$452K	\$468K	\$453K	\$465K	\$449K	\$507K	\$512K	\$508K	\$472K	\$522K	\$512K	\$516K
Percent Change from Prior Year	9%	29%	29%	48%	52%	58%	43%	42%	32%	43%	31%	39%	61%

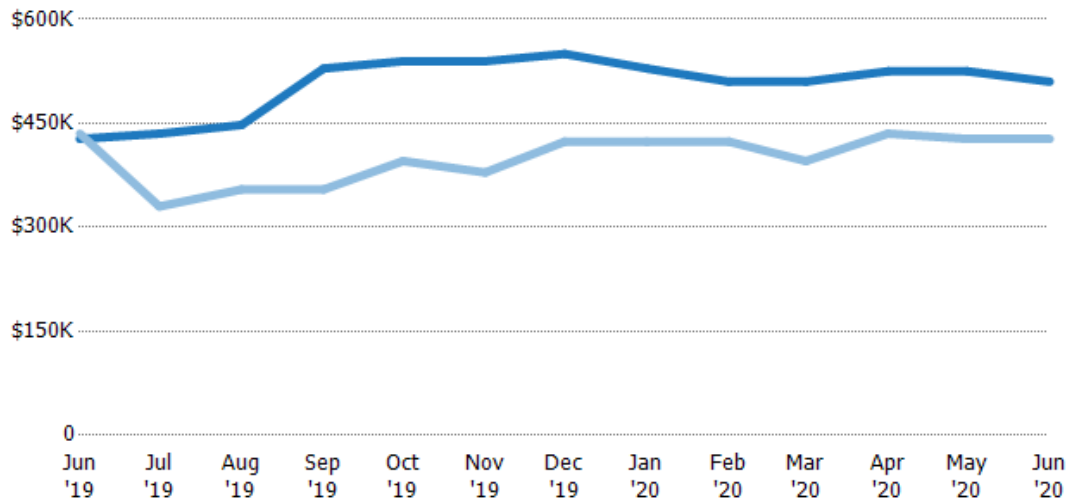
## Median Listing Price

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.
Jun '20	\$510K	19.3%
Jun '19	\$428K	-1.7%
Jun '18	\$435K	-12.1%



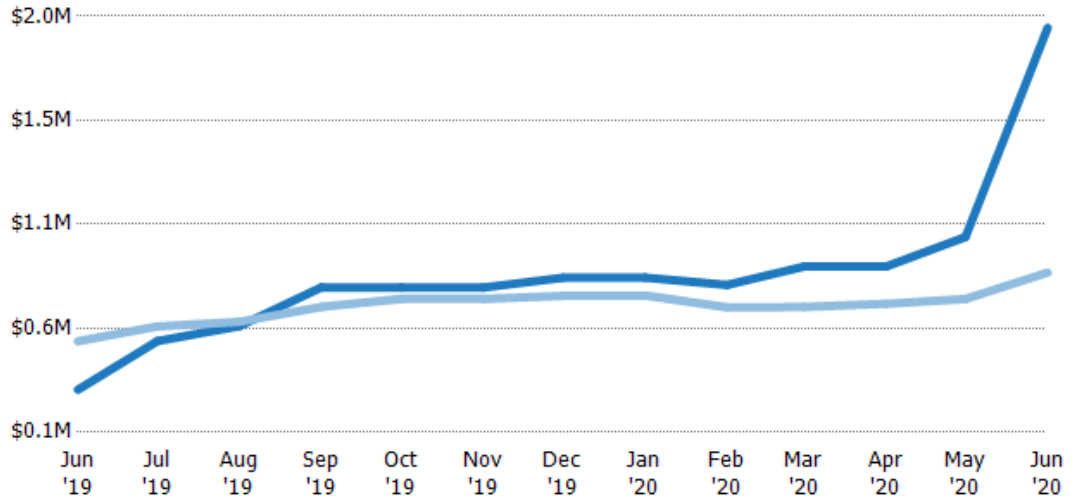
Current Year	\$428K	\$435K	\$448K	\$529K	\$540K	\$540K	\$550K	\$529K	\$510K	\$510K	\$525K	\$525K	\$510K
Prior Year	\$435K	\$330K	\$355K	\$355K	\$396K	\$379K	\$424K	\$424K	\$424K	\$396K	\$435K	\$428K	\$428K
Percent Change from Prior Year	-2%	32%	26%	49%	36%	42%	30%	25%	20%	29%	21%	23%	19%

## 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:  
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 Family Residence



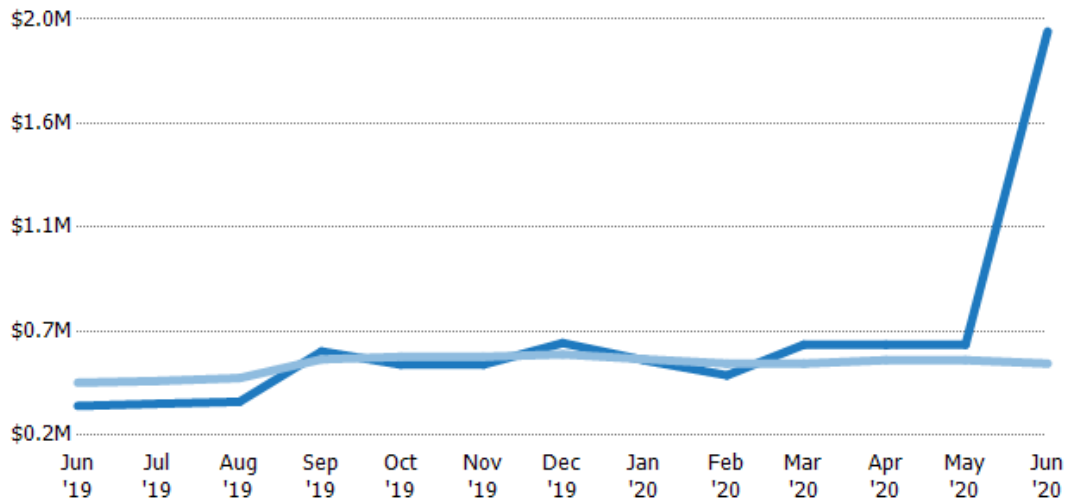
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$294K	\$516K	\$585K	\$763K	\$761K	\$761K	\$806K	\$806K	\$773K	\$857K	\$857K	\$992K	\$1.95M
Avg Listing Price	\$516K	\$583K	\$605K	\$673K	\$709K	\$709K	\$723K	\$725K	\$670K	\$672K	\$687K	\$709K	\$829K
Avg Listing Price as a % of Avg Est Value	175%	113%	103%	88%	93%	93%	90%	90%	87%	78%	80%	71%	43%

## 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  
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 Family Residence



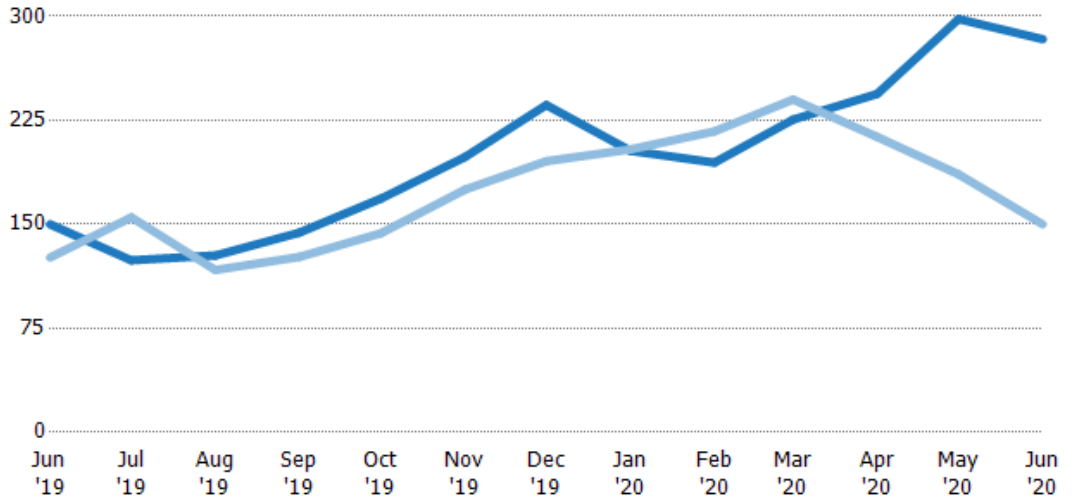
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$327K	\$336K	\$345K	\$563K	\$506K	\$506K	\$599K	\$524K	\$460K	\$592K	\$592K	\$592K	\$1.95M
Median Listing Price	\$428K	\$435K	\$448K	\$529K	\$540K	\$540K	\$550K	\$529K	\$510K	\$510K	\$525K	\$525K	\$510K
Med Listing Price as a % of Med Est Value	131%	129%	130%	94%	107%	107%	92%	101%	111%	86%	89%	89%	26%

## 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:  
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 Family Residence



Month/ Year	Days	% Chg.
Jun '20	284	89%
Jun '19	150	19%
Jun '18	126	44.4%

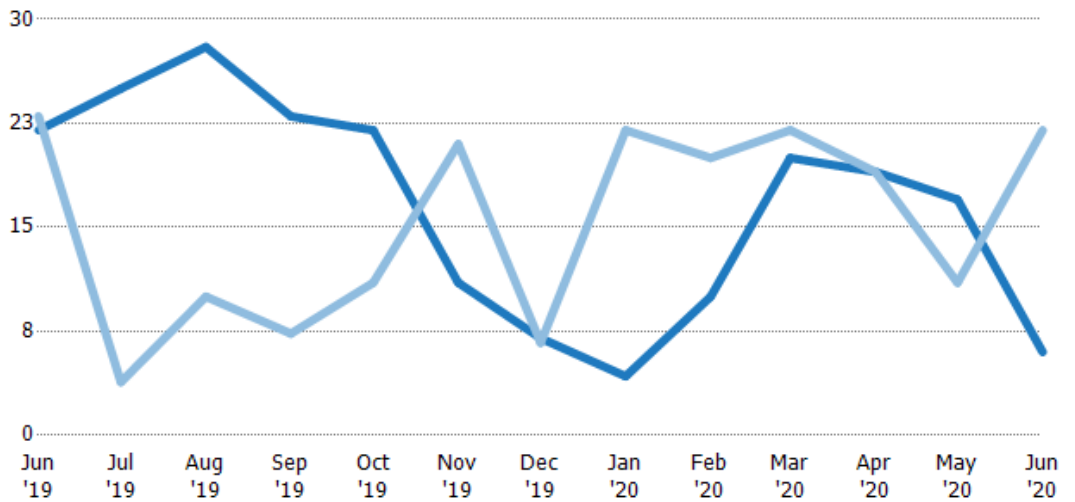
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	150	124	128	144	169	199	236	203	195	226	244	298	284
Prior Year	126	155	117	127	144	175	196	204	217	240	213	186	150
Percent Change from Prior Year	19%	-20%	9%	14%	17%	13%	21%	0%	-10%	-6%	15%	60%	89%

## 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



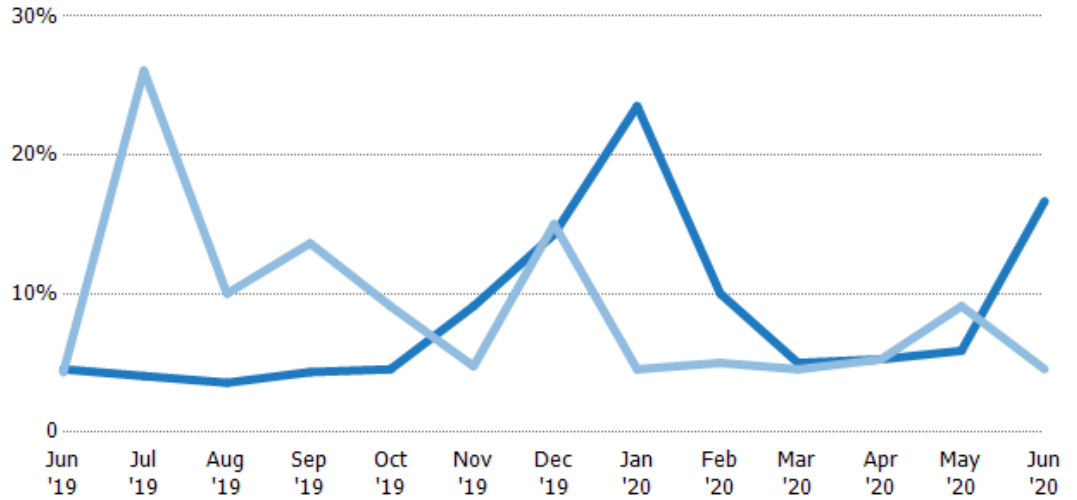
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	22	25	28	23	22	11	7	4.25	10	20	19	17	6
Prior Year	23	3.83	10	7.33	11	21	6.67	22	20	22	19	11	22
Percent Change from Prior Year	-4%	-100%	180%	214%	100%	-48%	5%	-81%	-50%	-9%	0%	55%	-73%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: South Londonderry, VT 05155  
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 Family Residence



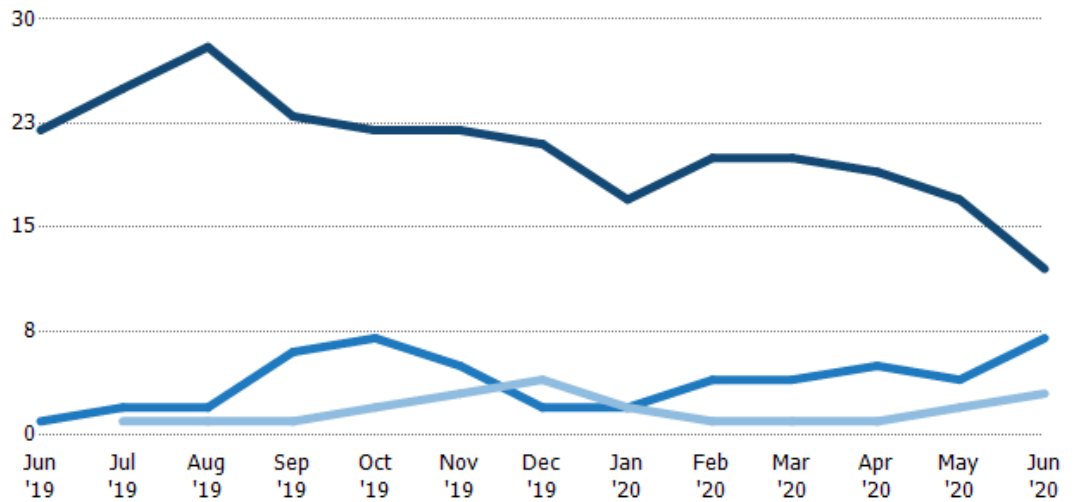
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	5%	4%	4%	4%	5%	9%	14%	24%	10%	5%	5%	6%	17%
Prior Year	4%	26%	10%	14%	9%	5%	15%	5%	5%	5%	5%	9%	5%
Change from Prior Year	0%	26%	6%	9%	5%	-4%	1%	-19%	-5%	0%	0%	3%	-12%

## 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



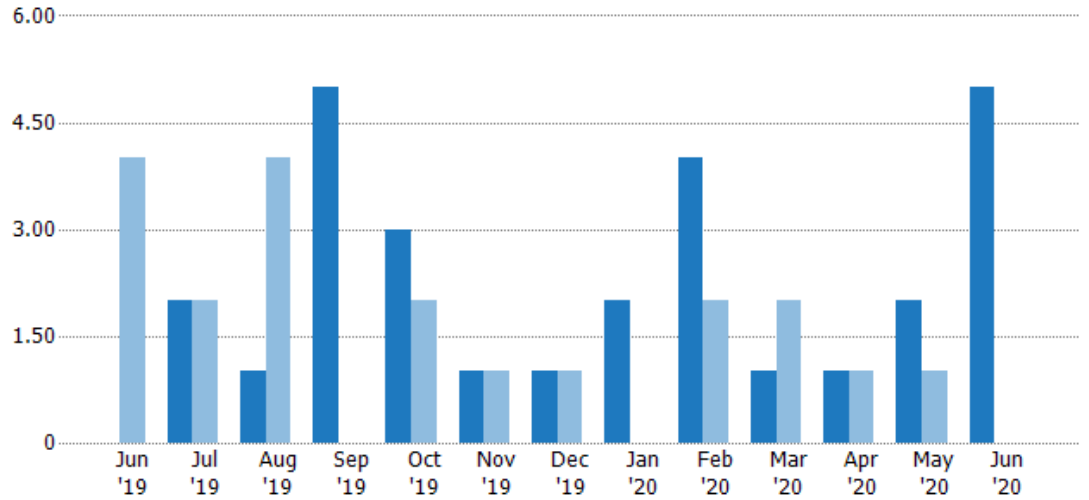
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	22	25	28	23	22	22	21	17	20	20	19	17	12
Pending	1	2	2	6	7	5	2	2	4	4	5	4	7
Sold	-	1	1	1	2	3	4	2	1	1	1	2	3

## 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



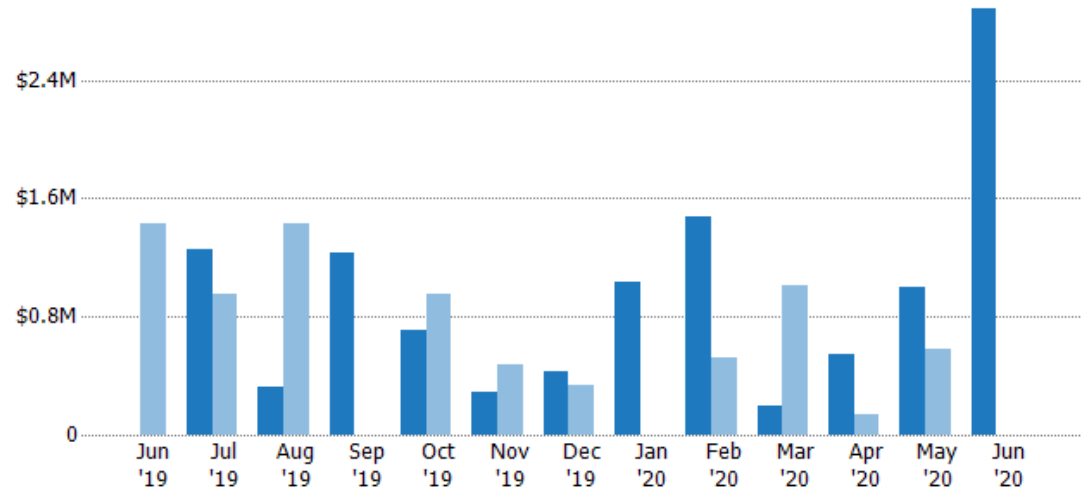
Current Year	-	2	1	5	3	1	1	2	4	1	1	2	5
Prior Year	4	2	4	-	2	1	1	-	2	2	1	1	-
Percent Change from Prior Year	-100%	0%	-75%	100%	50%	0%	0%	100%	100%	-50%	0%	100%	100%

## 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	-	\$1.25M	\$325K	\$1.23M	\$703K	\$289K	\$424K	\$1.03M	\$1.48M	\$199K	\$545K	\$999K	\$2.88M
Prior Year	\$1.43M	\$949K	\$1.43M	-	\$949K	\$475K	\$330K	-	\$525K	\$1.02M	\$139K	\$580K	-
Percent Change from Prior Year	-100%	32%	-77%	100%	-26%	-39%	28%	100%	181%	-80%	292%	72%	100%

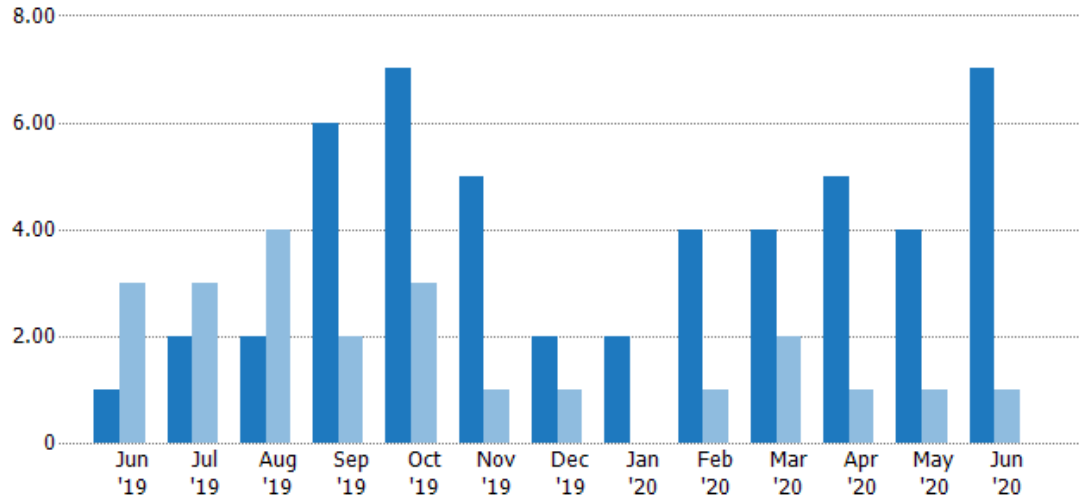


## Pending Sales

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



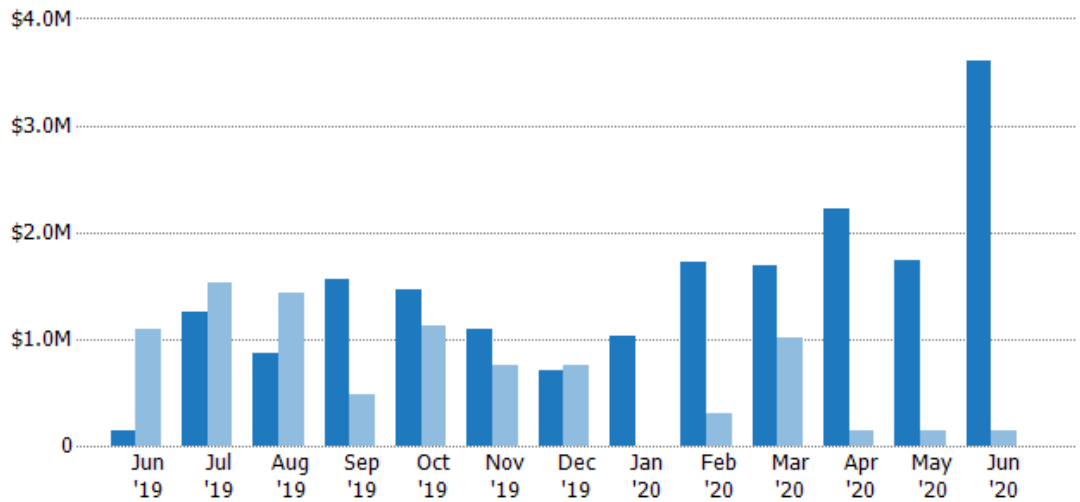
Current Year	1	2	2	6	7	5	2	2	4	4	5	4	7
Prior Year	3	3	4	2	3	1	1	-	1	2	1	1	1
Percent Change from Prior Year	-67%	-33%	-50%	200%	133%	400%	100%	100%	300%	100%	400%	300%	600%

## 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



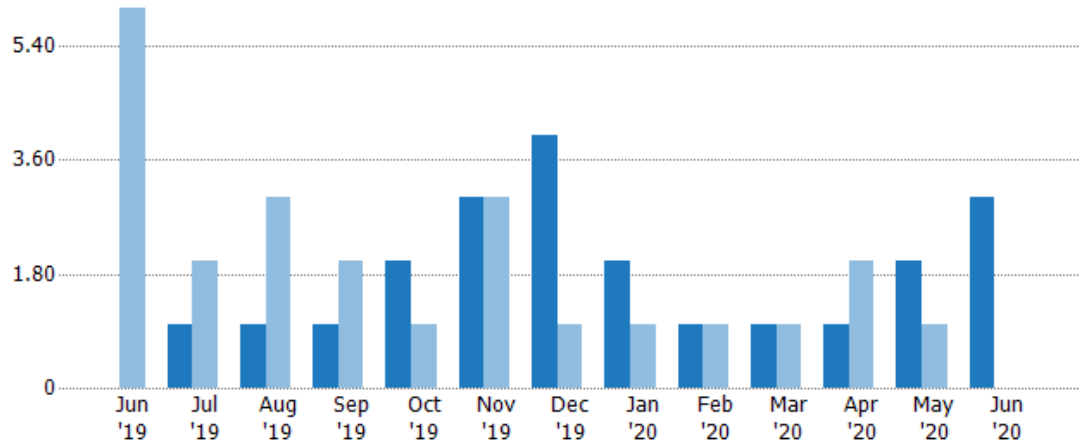
Current Year	\$139K	\$1.25M	\$875K	\$1.55M	\$1.47M	\$1.09M	\$713K	\$1.03M	\$1.71M	\$1.68M	\$2.23M	\$1.74M	\$3.6M
Prior Year	\$1.1M	\$1.53M	\$1.43M	\$474K	\$1.12M	\$750K	\$750K	-	\$300K	\$1.02M	\$139K	\$139K	\$139K
Percent Change from Prior Year	-87%	-18%	-39%	228%	31%	45%	-5%	100%	471%	66%	1,502%	1,154%	2,489%

## 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



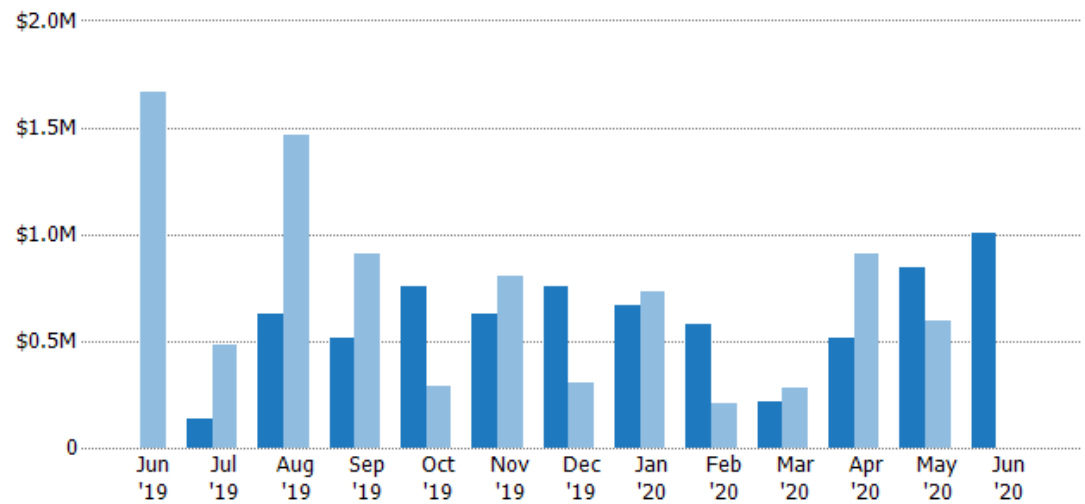
Current Year	-	1	1	1	2	3	4	2	1	1	1	2	3
Prior Year	6	2	3	2	1	3	1	1	1	1	2	1	-
Percent Change from Prior Year	-100%	-50%	-67%	-50%	100%	0%	300%	100%	0%	0%	-50%	100%	100%

## 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



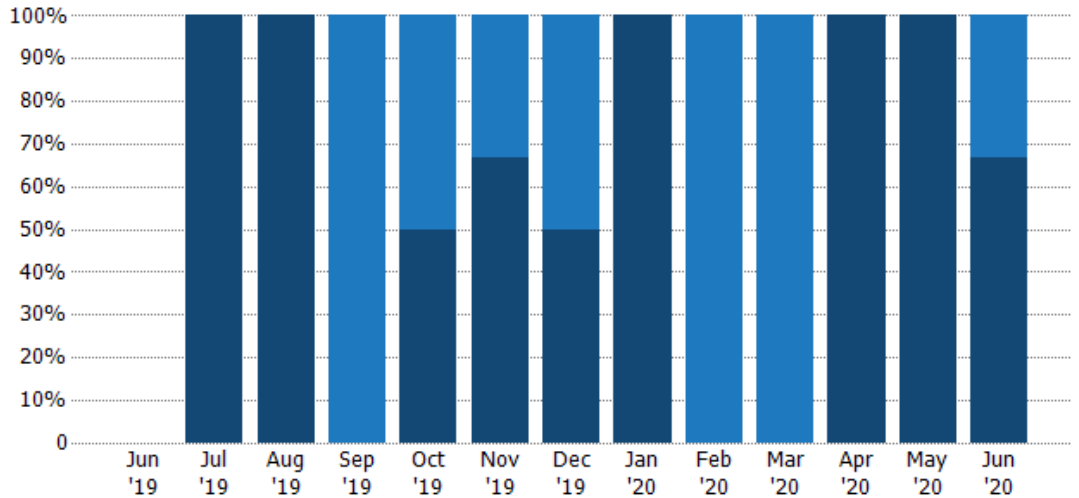
Current Year	-	\$135K	\$630K	\$510K	\$755K	\$624K	\$752K	\$665K	\$580K	\$220K	\$515K	\$843K	\$1M
Prior Year	\$1.67M	\$480K	\$1.46M	\$905K	\$290K	\$804K	\$305K	\$730K	\$210K	\$280K	\$910K	\$595K	-
Percent Change from Prior Year	-100%	-72%	-57%	-44%	160%	-22%	146%	-9%	176%	-21%	-43%	42%	100%

## 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



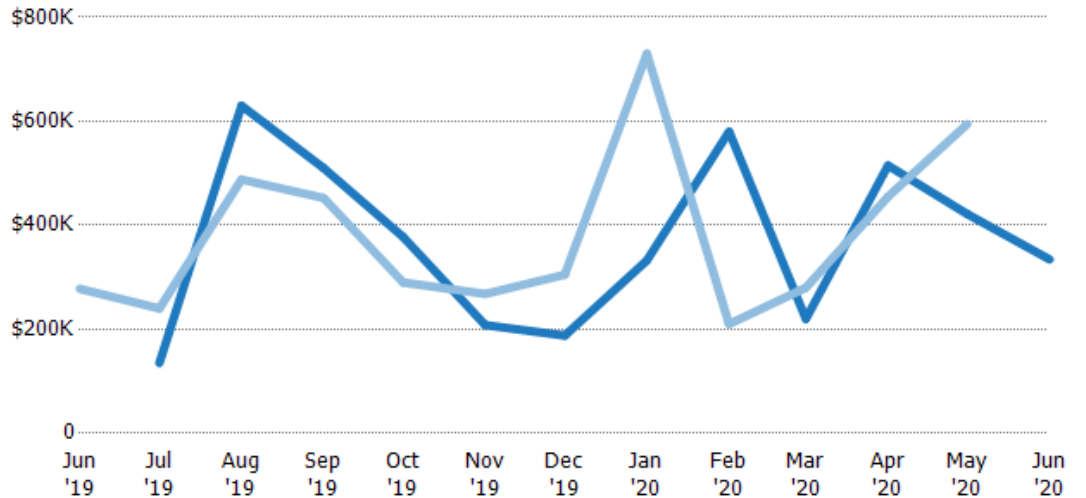
Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Condo/Townhouse	-	-	-	100%	50%	33%	50%	-	100%	100%	-	-	33%
Single Family Residence	-	100%	100%	-	50%	67%	50%	100%	-	-	100%	100%	67%

## 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



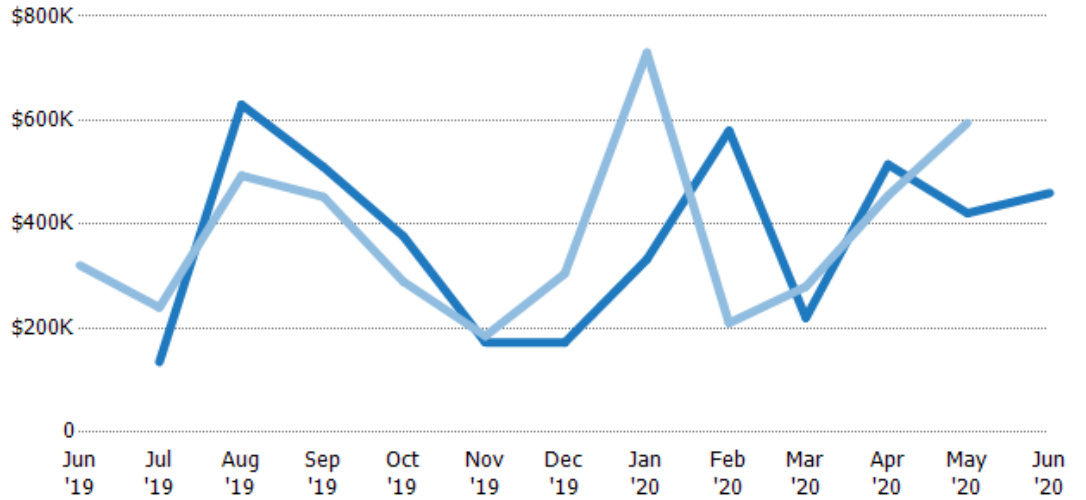
Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	-	\$135K	\$630K	\$510K	\$378K	\$208K	\$188K	\$333K	\$580K	\$220K	\$515K	\$421K	\$334K
Prior Year	\$278K	\$240K	\$488K	\$453K	\$290K	\$268K	\$305K	\$730K	\$210K	\$280K	\$455K	\$595K	-
Percent Change from Prior Year	-100%	-44%	29%	13%	30%	-22%	-38%	-54%	176%	-21%	13%	-29%	100%

## 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



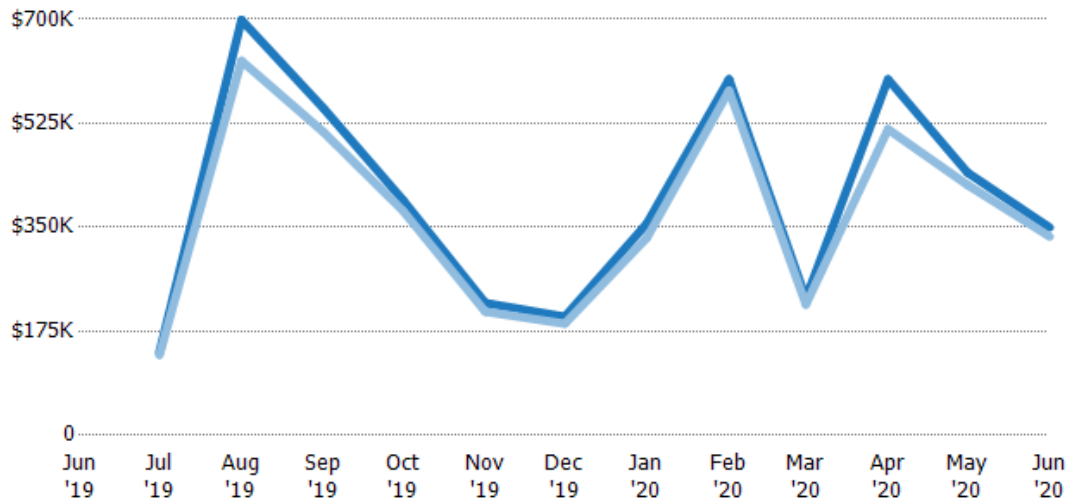
Current Year	-	\$135K	\$630K	\$510K	\$378K	\$173K	\$173K	\$333K	\$580K	\$220K	\$515K	\$421K	\$460K
Prior Year	\$321K	\$240K	\$494K	\$453K	\$290K	\$185K	\$305K	\$730K	\$210K	\$280K	\$455K	\$595K	-
Percent Change from Prior Year	-100%	-44%	28%	13%	30%	-6%	-43%	-54%	176%	-21%	13%	-29%	100%

## 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  
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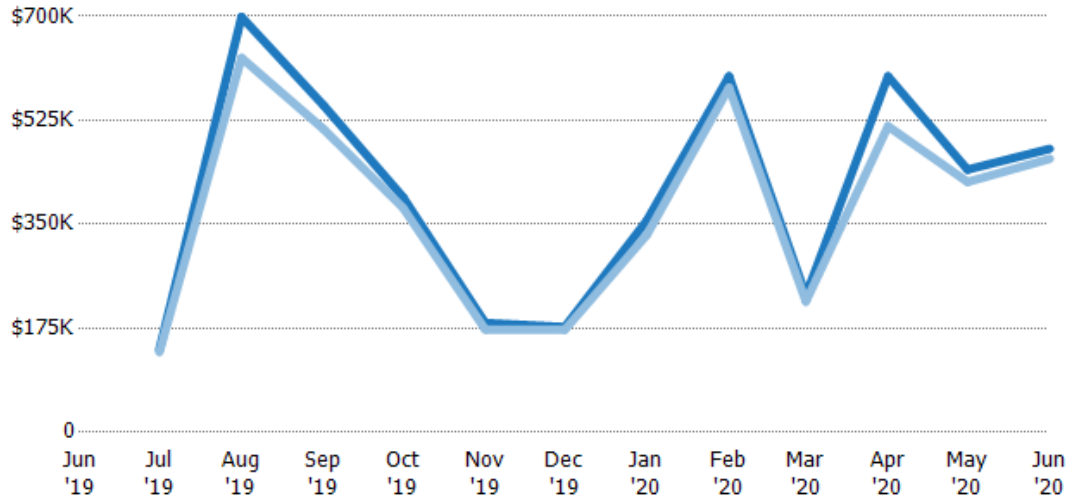
Avg List Price	-	\$139K	\$699K	\$550K	\$396K	\$223K	\$200K	\$357K	\$599K	\$230K	\$599K	\$442K	\$350K
Avg Sales Price	-	\$135K	\$630K	\$510K	\$378K	\$208K	\$188K	\$333K	\$580K	\$220K	\$515K	\$421K	\$334K
Avg Sales Price as a % of Avg List Price	-	97%	90%	93%	95%	93%	94%	93%	97%	96%	86%	95%	96%

## 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:  
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 Family Residence



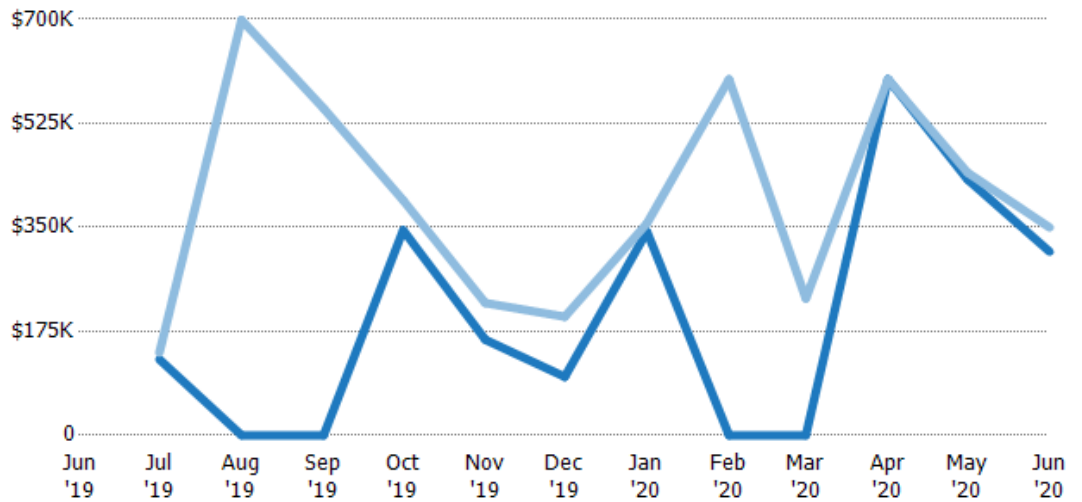
Median List Price	-	\$139K	\$699K	\$550K	\$396K	\$184K	\$177K	\$357K	\$599K	\$230K	\$599K	\$442K	\$477K
Median Sales Price	-	\$135K	\$630K	\$510K	\$378K	\$173K	\$173K	\$333K	\$580K	\$220K	\$515K	\$421K	\$460K
Med Sales Price as a % of Med List Price	-	97%	90%	93%	95%	94%	97%	93%	97%	96%	86%	95%	96%

## 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



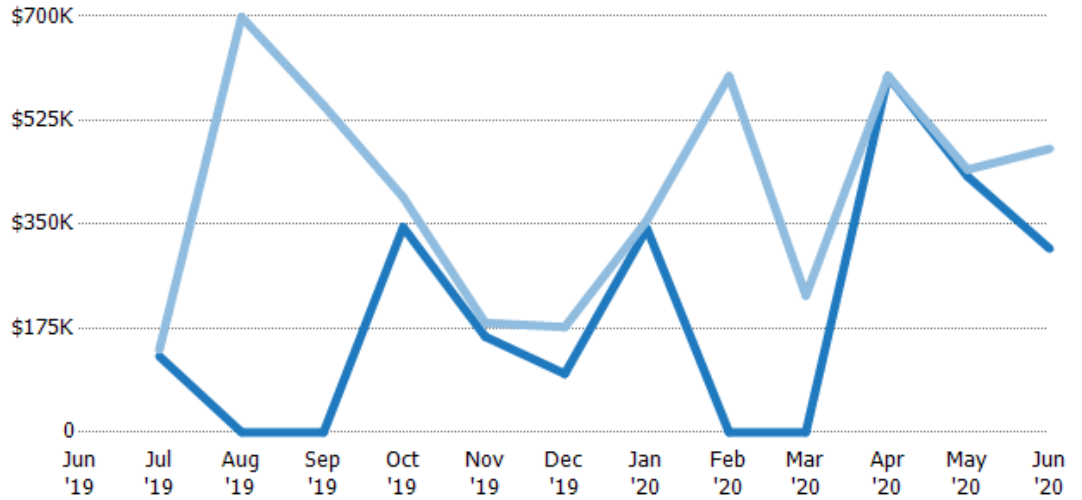
Avg Est Value	-	\$128K	\$0	\$0	\$345K	\$161K	\$98.4K	\$343K	\$0	\$0	\$599K	\$430K	\$309K
Avg Sales Price	-	\$139K	\$699K	\$550K	\$396K	\$223K	\$200K	\$357K	\$599K	\$230K	\$599K	\$442K	\$350K
Avg Sales Price as a % of Avg Est Value	-	109%	100%	100%	115%	138%	203%	104%	100%	100%	100%	103%	113%

## 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	-	\$128K	\$0	\$0	\$345K	\$161K	\$98.4K	\$343K	\$0	\$0	\$599K	\$430K	\$309K
Median Sales Price	-	\$139K	\$699K	\$550K	\$396K	\$184K	\$177K	\$357K	\$599K	\$230K	\$599K	\$442K	\$477K
Med Sales Price as a % of Med Est Value	-	109%	100%	100%	115%	114%	180%	104%	100%	100%	100%	103%	154%