## 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	May 2018	May 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	1	6	-83.3%	1	6	-83.3%
New Listing Volume	\$330,000	\$2,187,900	-84.9%	\$330,000	\$2,187,900	-84.9%
Active Listing Count	22	48	-54.2%	22	48	-54.2%
Active Listing Volume	\$13,966,900	\$22,714,400	-38.5%	\$13,966,900	\$22,714,400	-38.5%
Average Listing Price	\$634,859	\$473,217	+34.2%	\$634,859	\$473,217	+34.2%
Median Listing Price	\$498,750	\$390,000	+27.9%	\$498,750	\$390,000	+27.9%
Median Daysin RPR	204.5	245	-16.5%	204.5	245	-16.5%
Months of Inventory	_	_	-	22	16	+37.5%
Absorption Rate	_		+	4.55%	6.25%	-1.7%
Sales Activity Charts Metrics						
New Pending Sales Count	5	3	+66.7%	5	3	+66.7%
New Pending Sales Volume	\$3,049,999	\$773,900	+294.1%	\$3,049,999	\$773,900	+294.1%
Pending Sales Count	4	3	+33.3%	4	3	+33.3%
Pending Sales Volume	\$1,099,999	\$823,900	+33.5%	\$1,099,999	\$823,900	+33.5%
Closed Sales Count	1	1	+-	1	1	+
Closed Sales Volume	\$1,850,000	\$180,000	+927.8%	\$1,850,000	\$180,000	+927.8%
Average Sales Price	\$1,850,000	\$180,000	+927.8%	\$1,850,000	\$180,000	+927.8%
Median Sales Price	\$1,850,000	\$180,000	+927.8%	\$1,850,000	\$180,000	+927.8%





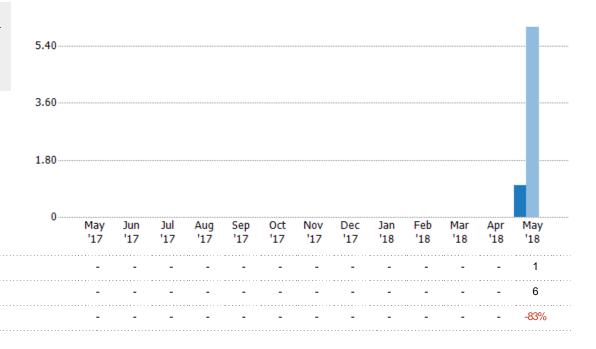
#### **New Listings**

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

ZIP: South Londonderry, VT 05155

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



### New Listing Volume

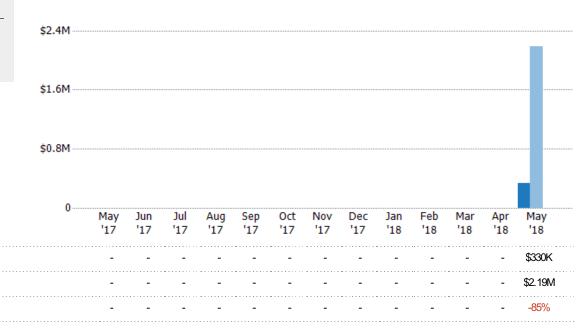
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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



Current Year

Percent Change from Prior Year





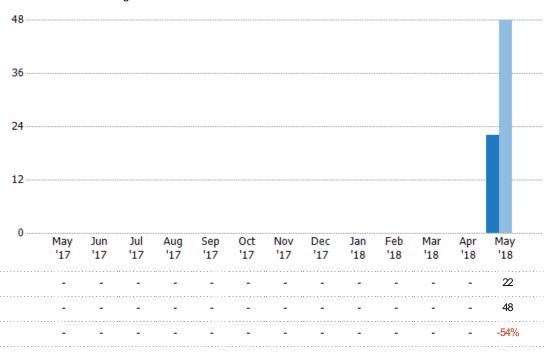
#### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: South Londonderry, VT 05155

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



### **Active Listing Volume**

Percent Change from Prior Year

Current Year

Prior Year

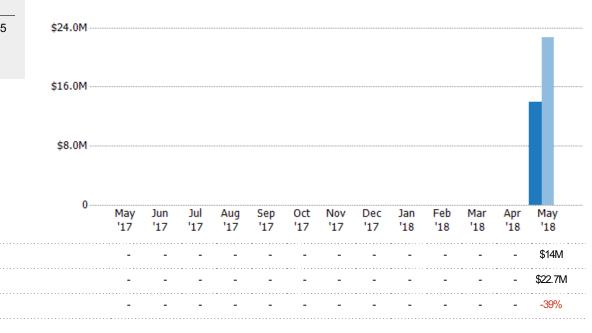
Filters Used

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

ZIP: South Londonderry, VT 05155 Property Type:

Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year





#### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

\$175K

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

May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
-	-	-	-	-	-	-	-	-	-	-	-	\$635k
-	-	-	-	-	-	-	-	-	-	-	-	\$473k

### **Median Listing Price**

Percent Change from Prior Year

Current Year
Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

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

\$500K
\$375K
\$250K
\$125K
<del></del>

	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$499K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$390K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	28%



#### 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

\$525K	 	 	 		 			
\$350K	 	 	 		 			
\$175K	 		 					
0	 	 	 		 			
0	 		 		 			May
0	 	 	 		 Feb '18		Apr '18	May '18
0	 	 	 	Dec '17 -	 Feb '18	Mar '18	Apr '18	May '18

### 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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

UK									
'5K	 					 	 		
0K	 					 			
5K	 					 	 		•••••
0 May	 	Aug '17				 		Apr '18	
0 May	 		Sep '17	0ct '17 -		 		Apr	May
0 May	 		Sep '17		Nov '17	 		Apr '18	May '18

Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



245



## Market Data Report

#### 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.

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	205
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	0												
	75												•••••
	150												
ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
Filters Used													

### Months of Inventory

Percent Change from Prior Year

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: Condo/Townhouse/Apt, Single
Family Residence

50												
20												
38												
25												
13												
•												
May '17	'17		Aug '17						'18	'18		May '18
-	-	-	-	-	-	-	-	-	-	-	-	5.5
-	-	-	-	-	-	-	-	-	-	-	-	48
-	-	-	-	-	-	-	-	-	-	-	-	-89%

Current Year
Prior Year

Percent Change from Prior Year



2%

## Market Data Report

#### **Absorption Rate**

The percentage of inventory sold per month.

	ltom.	
$\Box$	11015	Used

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

5%	)%						

### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

Current Year
Prior Year

Change from Prior Year

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

0 May '17	Jun '17	Aug '17				Feb '18	Mar '18	Apr '18	May '18
	Jun			Dec	Jan	Feb	Mar	Apr	May
8		 	 	 					
15			 	 					
23		 	 	 					

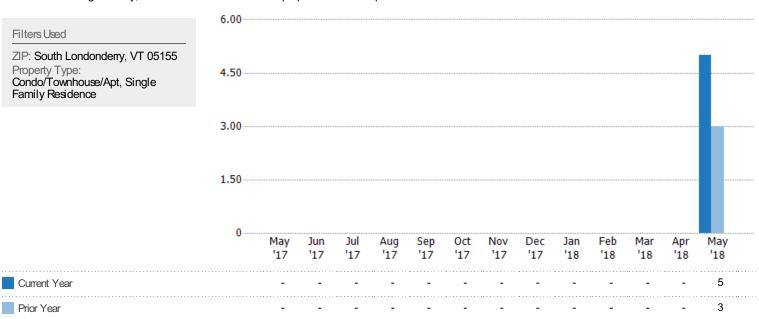
Active Pending

Sold



#### **New Pending Sales**

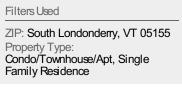
The number of single-family, condominium and townhome properties with accepted offers that were added each month.

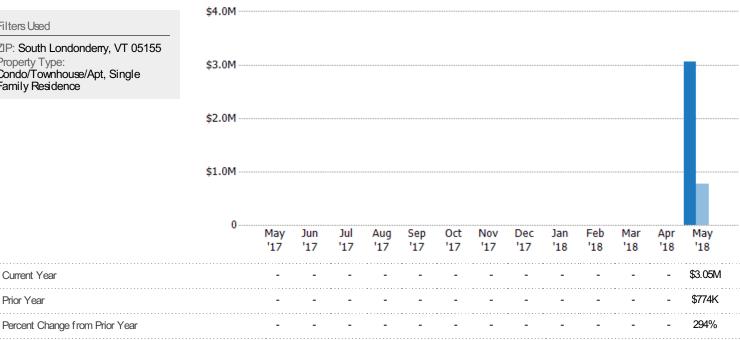


#### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





Current Year



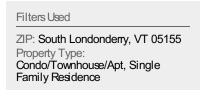
#### **Pending Sales**

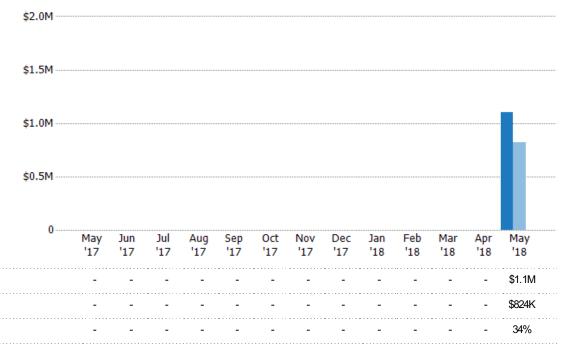
The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



### Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

Percent Change from Prior Year



#### **Closed Sales**

Family Residence

Current Year
Prior Year

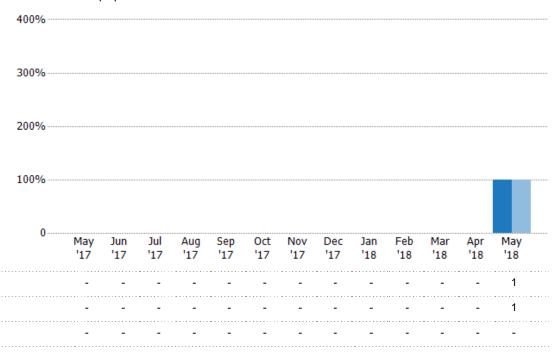
PriorExtra Year

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: South Londonderry, VT 05155

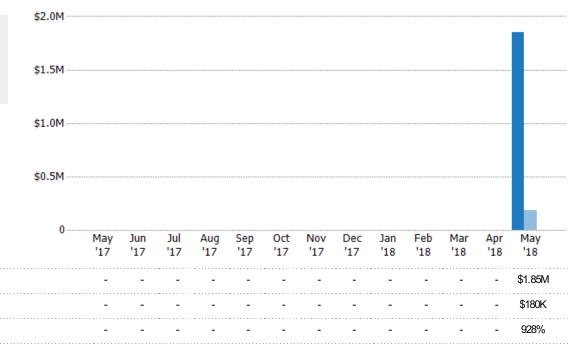
Property Type:
Condo/Townhouse/Apt, Single



#### **Closed Sales Volume**

The sum of the sales price of single-family, condominium and townhome properties sold each month.

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



Current Year

Percent Change from Prior Year

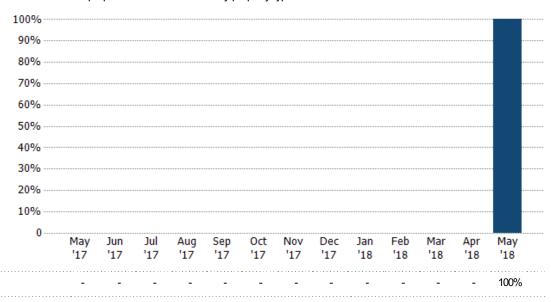


#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



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



#### **Average Sales Price**

Single Family Residence

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used ZIP: South Londonderry, VT 05155 Property Type: Condo/Townhouse/Apt, Single

Family Residence

Percent Change from Prior Year

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0M	 										
ENA											
)IVI	 										
) IVI											
0	 										
	 									Apr	 May
0 May	 				Nov '17		Jan '18	Feb '18	Mar	Apr	May '18
0 May	 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	

Current Year Prior Year





Current Year Prior Year

## Market Data Report

#### **Median Sales Price**

The median sales price of the single-family, condominium and townhome properties sold each month.

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

;	\$2.0M	
;	\$1.5M	
;	\$1.0M	
;	\$0.5M	
	0	

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.85M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$180K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	928%

### 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

\$2.0M		 				 	 	 
\$1.5M		 				 	 	 
\$1.0M		 				 	 	 
\$0.5M						 	 	 
0 May '17	Jun '17	Aug '17	Sep '17	0ct '17	Nov '17	Jan '18		

	\$0.5M												
	0 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	 Mav
	'17	'17	'17	'17	'17			'17	'18	'18	'18	'18	'18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$1.95N
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$1.85N
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%





## Market Data Report

### 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

2.0M	 	 								
1.5M	 	 								
1.0M	 	 								
0.5M	 	 								
0	 	 								
0	 								Apr	
0	 	 	0ct '17		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	 May
0	 	 	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18

#### 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

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

5M	 					 				
0M						 				
5M						 				
	 	Aug '17				 				May
0 May	 					 Jan '18	Feb '18		Apr '18	May '18
0 May	 	Aug '17 -	Sep '17 -	Oct '17 -	Nov '17 -	 Jan '18 -	Feb '18 -	Mar '18 -	Apr '18 -	May '18



Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

## Market Data Report

#### 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

\$1.5M	 										•••••
\$1.0M	 										•••••
\$0.5M											
ψ01011											
0 May		Aug '17	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar	Apr	 May
0 May		Aug '17		0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar	Apr	May '18



