

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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	3	-33.3%	2	3	-33.3%
New Listing Volume	\$308,800	\$886,400	-65.2%	\$308,800	\$886,400	-65.2%
Active Listing Count	32	42	-23.8%	NA	N/A	
Active Listing Volume	\$10,309,440	\$14,615,400	-29.5%	N/A	N/A	
Average Listing Price	\$322,170	\$347,986	-7.4%	\$322,170	\$347,986	-7.4%
Median Listing Price	\$136,950	\$176,500	-22.4%	\$136,950	\$176,500	-22.4%
Median Daysin RPR	166.5	138	+20.7%	166.5	138	+20.7%
Months of Inventory	_	_	-	5.3	6	-11.1%
Absorption Rate	_	_	+_	18.75%	16.67%	+2.1%
Sales Activity Charts Metrics		• • • • • • • • • • • • • • • • • • • •				
New Pending Sales Count	2	5	-60%	2	5	-60%
New Pending Sales Volume	\$222,900	\$486,200	-54.2%	\$222,900	\$486,200	-54.2%
Pending Sales Count	7	6	+16.7%	NA	N/A	
Pending Sales Volume	\$1,575,400	\$682,600	+130.8%	NA	N/A	
Closed Sales Count	5	6	-16.7%	5	6	-16.7%
Closed Sales Volume	\$326,500	\$599,000	-45.5%	\$326,500	\$599,000	-45.5%
Average Sales Price	\$65,300	\$99,833	-34.6%	\$65,300	\$99,833	-34.6%
Median Sales Price	\$57,000	\$112,500	-49.3%	\$57,000	\$112,500	-49.3%







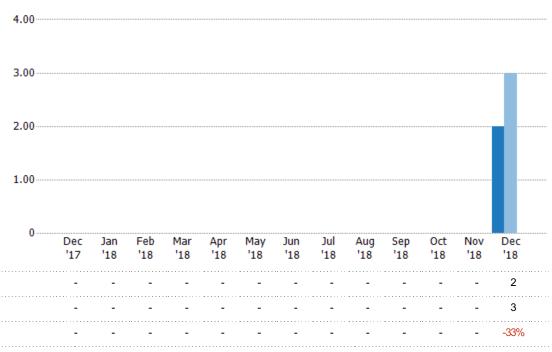
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: North Springfield, VT 05150,
Springfield, VT 05156

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



New Listing Volume

Percent Change from Prior Year

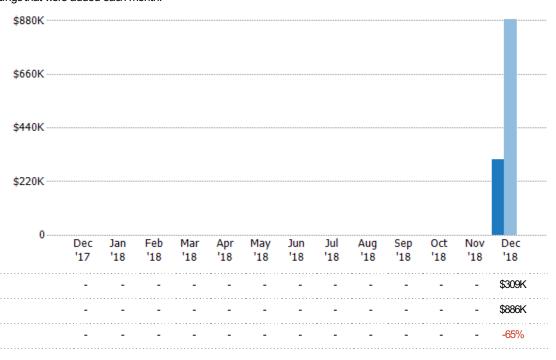
Current Year
Prior Year

The sum of the listing price of residential listings that were added each month.

Eilters Used

ZIP: North Springfield, VT 05150,
Springfield, VT 05156

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



Current Year

Percent Change from Prior Year



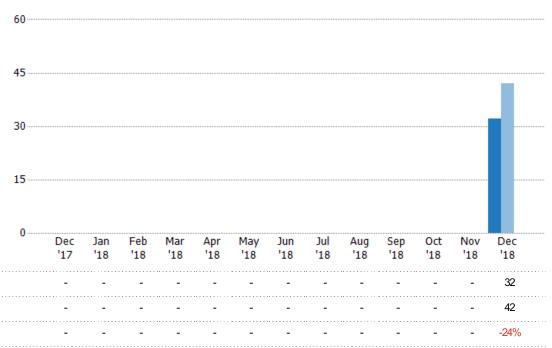


Active Listings

The number of active residential listings at the end of each month.



ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence



Active Listing Volume

Percent Change from Prior Year

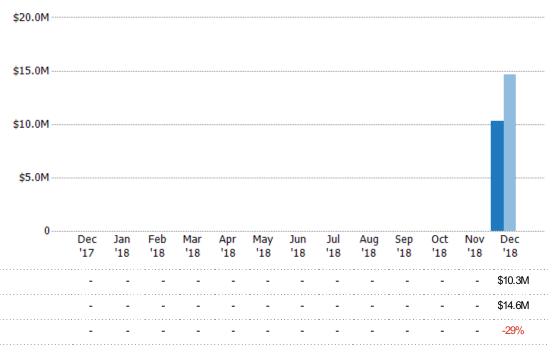
The sum of the listing price of active residential listings at the end of each month.

Filters Used

Current Year

Prior Year

ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year





Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K	
\$300K	
\$200K	
\$100K	
0	

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$322K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$348K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

0K	 										
UK											
0K											
UK											
0				Maria	lun	1ul	Aua	Sep	Oct	Nov	D
Dec	Feb	Mar	Apr	May	Juli	201		906			
Dec	Feb '18	Mar '18	Apr '18	™ay '18	'18	'18	'18		'18	'18	'1
Dec	Feb '18	Mar '18	'18	мау '18	'18	'18	'18		'18	'18	'1
Dec	Feb '18	Mar '18	'18	'18 -	'18	'18	'18		'18	'18	'1



Current Year
Prior Year





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: North Springfield, VT 05150,
Springfield, VT 05156
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$400K		•••••										
\$300K												
\$200K												
\$100K												
•												
Dec '17	Jan '18	Feb '18	Mar '18	'18	мау '18	Jun '18	'18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	-	-	-	-	-		\$244K
-	-	-	-	-	-	-	-	-	-	-	-	\$322K
-	-	-	-	-	-	-	-	-	-	-	-	132%

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: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

0K							
50К	 	 		 	 	 	
0K	 	 		 	 	 	
50K	 	 		 	 		
0 Dec	 	 	May '18	 	 	 Nov	
0 Dec	 	 		 	 	 Nov	Dec
0 Dec	 	 		 	 	 Nov '18	Dec '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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.

ZIP: North Springfield, VT 05150,
Springfield, VT 05156
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

200

150

150

50

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	_	-	-	-	-	-	-	-	-	_	167
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	138
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%

Months of Inventory

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

Filters Used

ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

30												
23												
15												
8												
0												
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
-	-	-	-	-	-	=	-	-	-	-	-	5.33
-	-	-	-	-	-	-	-	-	-	-	-	21
-	-	-	-	-	-	-	-	-	-	-	-	

Current Year
Prior Year





Absorption Rate

The percentage of inventory sold per month.

ZIP: North Springfield, VT 05150, Springfield, VT 05156	15%												
Property Type: Condo/Townhouse/Apt, Single Family Residence	13%												
,	10%												
	5%												
	5%												
	0					May							
		Jan '18	Feb '18			May '18			Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Current Year Prior Year	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec '18

Active/Pending/Sold Units

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

Filters Used

ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

30	 										
20	 										
4.0											
10											
0											
											Dec
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep '18	Oct '18	Nov '18	Dec '18
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18 32



Active Pending

Sold





New Pending Sales

The number of residential properties with accepted offers that were added each month.

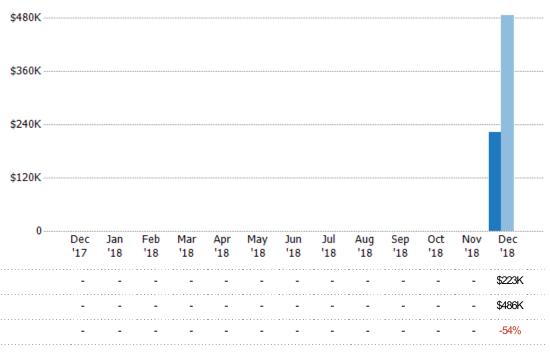


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.







Current Year

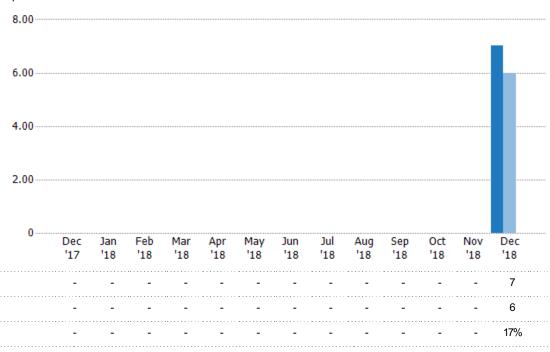
Percent Change from Prior Year



Pending Sales

The number of residential properties with accepted offers that were available at the end each month.





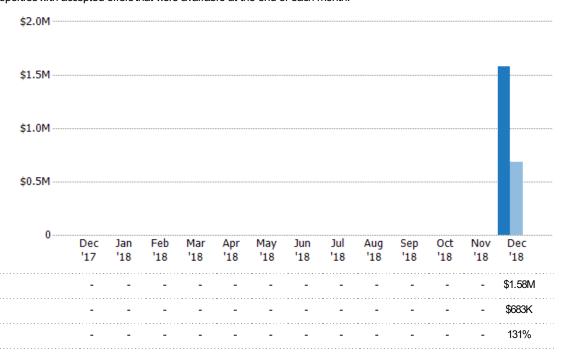
Pending Sales Volume

Percent Change from Prior Year

Current Year
Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year



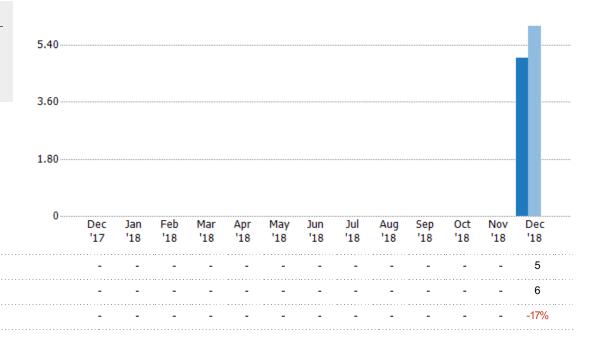
Closed Sales

The total number of residential properties sold each month.

Filters Used

Current Year Prior Year

ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence



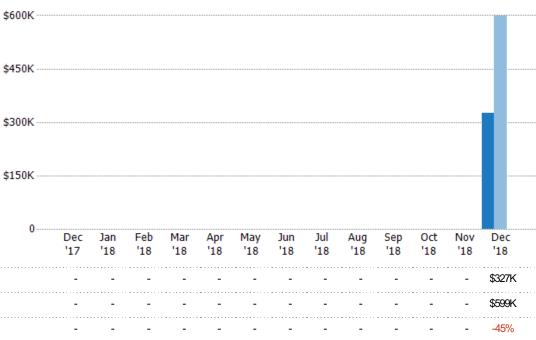
Closed Sales Volume

Percent Change from Prior Year

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

Filters Used \mathbb{ZP} : North Springfield, VT 05150, Springfield, VT 05156





Prior Year

Percent Change from Prior Year



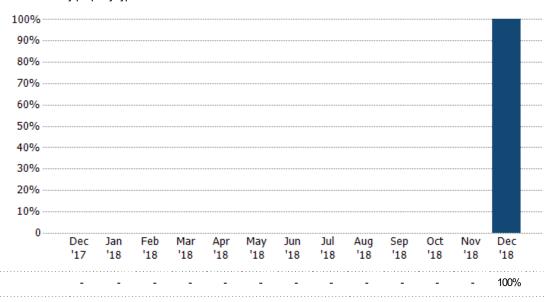


Closed Sales by Property Type

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



ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

Single Family Residence

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

Filters Used

Current Year
Prior Year

ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$200K \$150K \$100K \$50K Dec Feb Apr May Jun Jul Aug Sep 0ct Nov Dec '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$65.3K \$100K -35%







Median Sales Price

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

Filters Used

ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

	\$200K												***********
 05150, ngle	\$150K												
	\$100K												
	\$50K												
	_								Aug				
	'17	'18	'18	'18					Aug '18				
	-	-	-	-	-	-	-	-	-	-	-	-	\$57K
	-	-	-	-	-	-	-	-	-	-	-	_	\$113K

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

Current Year
Prior Year

ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

70K												
53K												
35K												•••••
18K												
	Jan	Feb	Mar	Apr		Jun	 Jul		Sep	0ct	Nov	Dec '18
0 Dec	Jan	Feb	Mar '18	Apr '18	May	Jun '18	 Jul	Aug '18	Sep '18	0ct	Nov '18	Dec '18
0 Dec	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18

Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





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: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$ 0K	
\$ 5K	
\$ 0K	
\$ 5K	
0	

	-	-	-	-	-	-	-			-	-	\$59.9K
-	-	-	-	-	-	-	-	-	-	-	-	\$57K

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: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

JUK											
50K	 										
00K	 										
50K	 										
0											
											D(
0 Dec		Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep '18		Nov '18	
0 Dec		Mar '18	Apr '18 -	May '18 -	Jun '18 - -	Jul '18 - -	Aug '18	Sep '18 -	Oct '18 -	Nov '18 -	De '1



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





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	\$200K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												•••••
	\$50K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$134K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$59.9K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	- -	-	-	-	-	45%



