

# Summary of Key Listing and Sales Metrics

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

+/-	YTD 2017	YTD 2018	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
-25%	4	3	-25%	4	3	New Listing Count
-72%	\$1,098,000	\$307,900	-72%	\$1,098,000	\$307,900	New Listing Volume
-40.3%	67	40	-40.3%	67	40	Active Listing Count
-20.2%	\$18,970,875	\$15,138,400	-20.2%	\$18,970,875	\$15,138,400	Active Listing Volume
+33.7%	\$283,147	\$378,460	+33.7%	\$283,147	\$378,460	Average Listing Price
+65.8%	\$139,900	\$232,000	+65.8%	\$139,900	\$232,000	Median Listing Price
-23.4%	220	168.5	-23.4%	220	168.5	Median Days in RPR
-85.1%	33.5	5	-	_	_	Months of Inventory
+17%	2.99%	20%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-50%	8	4	-50%	8	4	New Pending Sales Count
-67.9%	\$1,030,800	\$331,400	-67.9%	\$1,030,800	\$331,400	New Pending Sales Volume
-33.3%	12	8	-33.3%	12	8	Pending Sales Count
-35.8%	\$1,216,400	\$781,200	-35.8%	\$1,216,400	\$781,200	Pending Sales Volume
-50%	8	4	-50%	8	4	Closed Sales Count
-80.6%	\$1,251,800	\$242,900	-80.6%	\$1,251,800	\$242,900	Cloæd Sales Volume
-61.2%	\$156,475	\$60,725	-61.2%	\$156,475	\$60,725	Average Sales Price
-38.8%	\$98,000	\$60,000	-38.8%	\$98,000	\$60,000	Median Sales Price





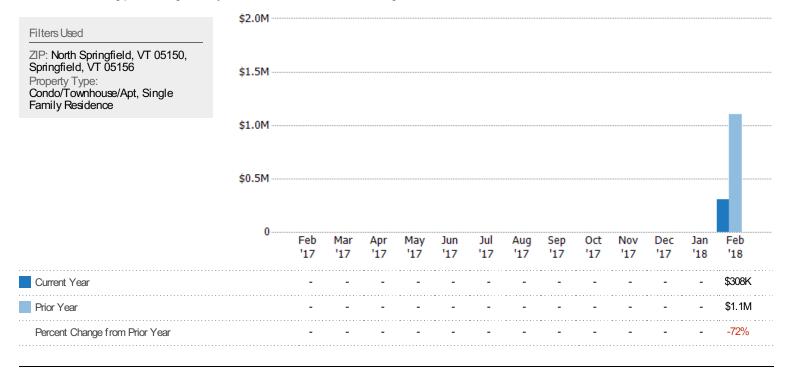
## New Listings

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

	8.80													
Filters Used														
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60													
	4.40													
	2.20													
	0	- 1				-				~ •		-		
		Feb '17	Mar '17	Apr	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
		1/	1/	17	17	1/	17	1/	17	17	17	17	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-25%

## New Listing Volume

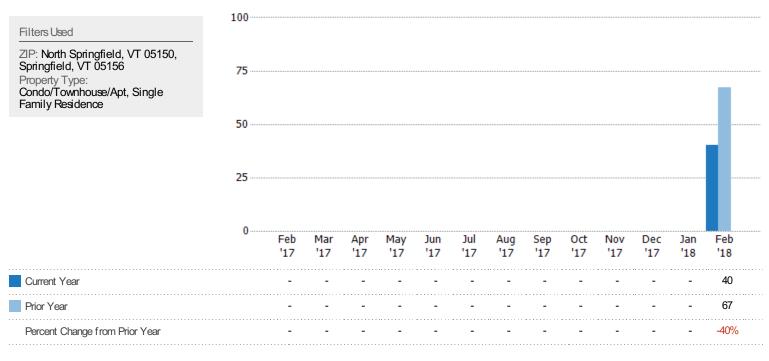
The sum of the listing price of single-family, condominium and townhome listings that were added each month.





## Active Listings

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



## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome 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	\$24.0M													
Family Kesdence	\$16.0M													
	\$8.0M													
	0	Feb	Mar	Apr	May	Jun	Jul		Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$15.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-20%



## **Average Listing Price**

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

Filters Used	\$400K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$378K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$283K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	34%

## Median Listing Price

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

Filters Used	\$300K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0				2	<b>1</b> l	A	C	0.4	N	D	1	<b>5</b> -6
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$140K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	66%





# 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.

	\$400K ······												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
,	\$200K												
	6100K												
	\$100K												
	0				<b>1</b>	<b>1</b> l	A		0.+	N	D	1	
	Feb '17	Mar '17	Apr '17	May '17	Jun '17		Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
								•••••					<b>ФО4</b> ГИ
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$315K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$378K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	120%

## 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.

	\$300K ······												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
-	\$150K												
	\$75K												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$168K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	138%





## 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.

	300												
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0 Feb	Mar	Apr	May	lun	11	A.u.a	Con	0.4	Nev	Dec	1-0	Feb
	'17	Mar '17	'17	May '17	'17	'17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	'18
Current Year	-			-	-		-	-	-	-	-	-	169
Prior Year		·····				·····			<u>-</u>				220
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-23%

## Months of Inventory

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

Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13.4
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6.67
	0 Feb '17	Mar '17	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	13												
Property Type: Condo/Townhouse/Apt, Single Family Residence	25												
ZIP: North Springfield, VT 05150, Springfield, VT 05156	38												
Filters Used													





#### Absorption Rate

The percentage of inventory sold per month.

15%												
10%												
5%												
0 Feb									Nov		Jan	Feb
'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	15%
-	-	-	-	-	-	-	-	-	-	-	-	7%
-	-	-	-	-	-	-	-	-	-	-	-	-8%
	10% 5% 0 Feb	10%	10% 5% 0	10% 5% 0	10% 5% 0 Feb Mar Apr May Jun	10% 5% 0						

# Active/Pending/Sold Units

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

Active Pending	Feb '17	Mar '17	Apr '17 -	'17 - -	'17 - -	'17 - -	'17	'17 - -	'17 - -	'17	'17 - -	'18 - -	Feb '18 40 8
Active			'17 -		'17 -	'17 -	'17 -	'17 _	'17 -	'17 _	'17 _		'18
			'17		'17	'17	'17	'17	'17	'17	'17		
			Anr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	
	13 0												
Family Residence	25												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	38												





## New Pending Sales

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

	8.80														
Filters Used															
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60														
	4.40														
	2.20														
	0	Feb	Mar	Apr	May '17	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-50%	

## New Pending Sales Volume

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

Filters Used	\$2.0M													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M													
	\$1.0M													
	\$0.5M													
	Ŭ	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$331K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.03M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-68%



# Pending Sales

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

	20													
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	-	Feb	Mar	Apr	May '17	Jun	Jul	Aug	Sep '17	Oct	Nov	Dec	Jan	Feb
		'17	.17	.17	.17	17	17	.17	17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	12
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%

## 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.

Filters Used														
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type:	\$2.4M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.6M													
														1.1
	\$0.8M													
	0													
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$781K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.22M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-36%



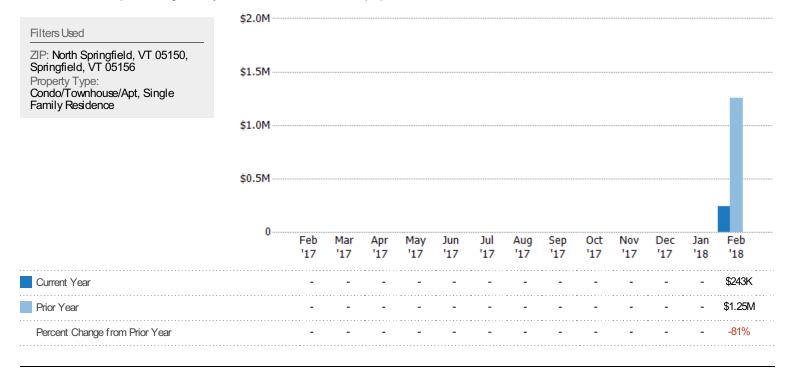
## **Closed Sales**

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

	8.80														
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60														
r aniny r oddonoo	4.40														
	2.20														
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	
		'17	'17	'17	May '17	'17	'17	'17	Sep '17	'17	'17	'17	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-50%	, D

# **Closed Sales Volume**

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





# Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: North Springfield, VT 05150, Springfield, VT 05156	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0														
		Feb		Apr	May			Aug		Oct	Nov	Dec	Jan	Feb	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	)

# Average Sales Price

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

	\$200K ······												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K ······												
	\$50K												
	0												
	Feb	Mar		May	Jun	Jul		Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$60.7k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$156K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-61%





## Median Sales Price

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

	\$100K												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$75K												
	\$50K												
	\$25K												
	0												
	Feb	Mar	Apr	May	Jun		Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$60K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$98K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-39%

## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$60.7K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$63.1K
	\$18K 0 Feb '17			May '17					0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Family Residence	\$35K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single	\$53K												
Filters Used	\$70K												





# Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$70K ······												
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single	\$53K												
Family Residence	\$35K												
	\$33K												
	\$18K												
	0												
	Feb	Mar	Apr	May	Jun	Jul '17	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$64.3K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$60K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	93%

#### 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	\$90K ······												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$68K												
	\$45K ······												
	\$23K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$80.3K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$63.1K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	79%





# 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.

	\$90K												
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$68K												
	\$45K ······												
	\$23K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$80.3K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$64.3K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	80%

