

# 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	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
+11.1%	9	10	+11.1%	9	10	New Listing Count
+23%	\$1,683,800	\$2,070,795	+23%	\$1,683,800	\$2,070,795	New Listing Volume
-42.4%	66	38	-42.4%	66	38	Active Listing Count
-27.1%	\$19,417,875	\$14,154,895	-27.1%	\$19,417,875	\$14,154,895	Active Listing Volume
+26.6%	\$294,210	\$372,497	+26.6%	\$294,210	\$372,497	Average Listing Price
+44.3%	\$139,950	\$202,000	+44.3%	\$139,950	\$202,000	Median Listing Price
-24.4%	217.5	164.5	-24.4%	217.5	164.5	Median Daysin RPR
-61.6%	16.5	6.3	-	_	_	Months of Inventory
+9.7%	6.06%	15.79%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+100%	3	6	+100%	3	6	New Pending Sales Count
+280.4%	\$413,400	\$1,572,400	+280.4%	\$413,400	\$1,572,400	New Pending Sales Volume
-11.1%	9	8	-11.1%	9	8	Pending Sales Count
+5.1%	\$1,014,300	\$1,066,300	+5.1%	\$1,014,300	\$1,066,300	Pending Sales Volume
-16.7%	6	5	-16.7%	6	5	Closed Sales Count
+102.3%	\$569,075	\$1,151,000	+102.3%	\$569,075	\$1,151,000	Cloæd Sales Volume
+142.7%	\$94,846	\$230,200	+142.7%	\$94,846	\$230,200	Average Sales Price
+44.2%	\$65,538	\$94,500	+44.2%	\$65,538	\$94,500	Median Sales Price





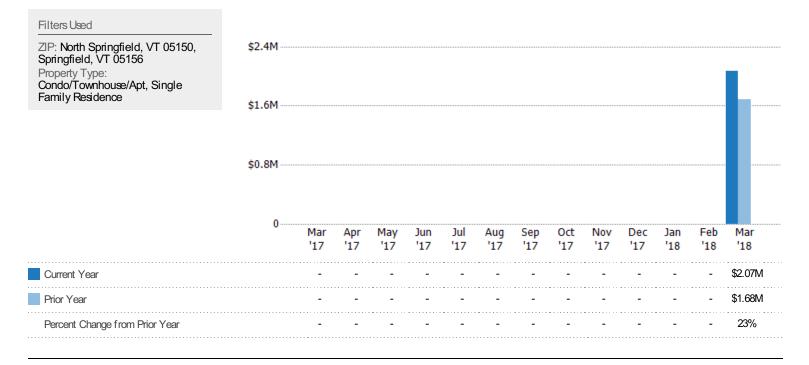
#### New Listings

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

	20.00													
Filters Used ZIP: North Springfield, VT 05150,														
Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
	10.00													
	5.00													
		Mar	Apr	May	Jun	Jul	Aug '17	Sep	0ct	Nov	Dec	Jan	Feb	Mar
		'17	17	.17	17	17	17	17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11%

#### New Listing Volume

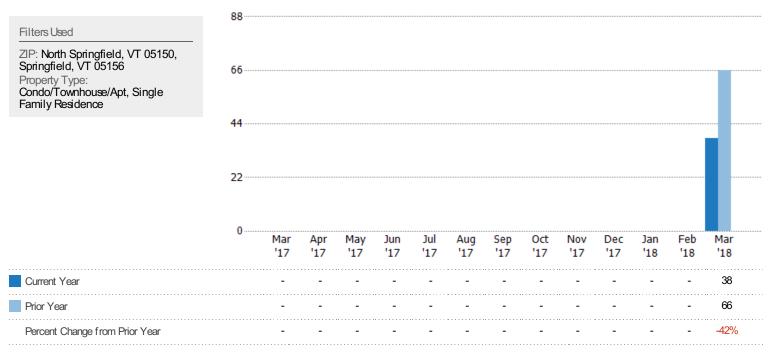
The sum of the listing price of single-family, condominium and townhome listings that were added each month.





#### 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	\$24.0M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$16.0M													
	\$8.0M ······													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.2M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.4M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-27%



#### **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 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$372K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$294K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27%

#### 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												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$202K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$140K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	44%



# Average Listing Price vs Average Est Value

 $\label{eq:constraint} The average\ listing\ price\ as\ a\ percentage\ of\ the\ average\ AVM\ or\ RVM\ ext{waluation}\ ext{stimate}\ for\ active\ listing\ each\ month.$ 

	\$400K ······												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
r annry Nesdence	\$200K												
	\$100K												
	0												
	Mar	Apr	May	Jun		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg Est Value			• • • • • • • • • • • •	• • • • • • • • • • • •	• • • • • • • • • • • •	• • • • • • • • • • • • • • • •	• • • • • • • • • • • • •						
Avg Lst value	-	-	-	-	-	-	-	-	-	-	-	-	\$268K
Avg Listing Price	-	-	-	- -	- -	- -	-	-	- -	- -	- -	- -	\$268K \$372K
		- - -	- - -	- - -	- - -	-	- - -	- - -	- -	- -	- - -	- - -	

# 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												
	Mar	Apr			Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$153K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$202K
Med Listing Price as a % of Med Est Value	-					-	-	-	-	-	-	-	132%



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### 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	Ann	Mass	1	اب. ا	A	Can	0.+	Navi	Dec	1	r	Mar
	Mar '17	'17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
		•••••											
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	165
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	218
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-24%

### Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8.25
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.5
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	5												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
Filters Used	20												





#### Absorption Rate

The percentage of inventory sold per month.

Filters Used	15%												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%

# Active/Pending/Sold Units

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

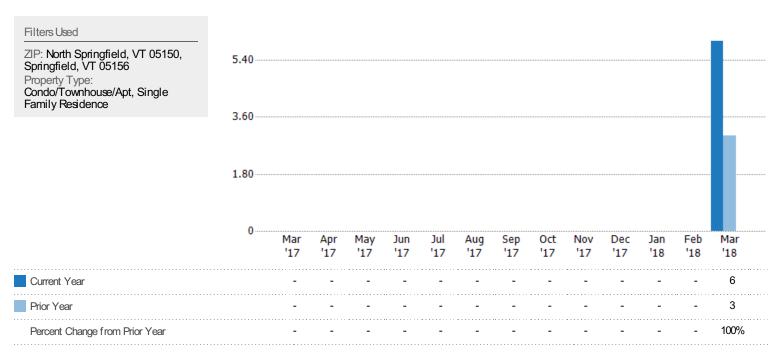
	40												
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
Family Residence	20												
	20												
	10												
	10												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	38
Pending	-	-	-	-		-	-	-	-	-	-	-	8
	•••••												<b>.</b>
Sold	-	-	-	-	-	-	-	-	-	-	-	-	5





# **New Pending Sales**

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



# 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.

Elferthed	\$2.0M													
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M													
	\$1.0M													
	\$0.5M													
		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
		17			17	1/						10	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.57M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$413K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	280%

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# 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 0												<b></b>	
		Mar	Apr	May	Jun	Jul	Aug '17	Sep '17	0ct '17	Nov		Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-11%

### 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													
	\$0.8M													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.07M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.01M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5%



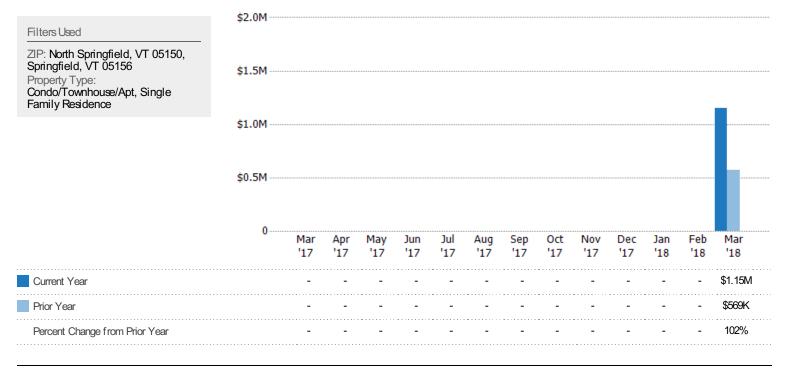
### **Closed Sales**

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

Filters Used	8.80													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60													
	4.40													
	2.20													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%

# **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.

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	
	10%														
	20%														
	30%														
	40%														
	50%														
Condo/Townhouæ/Apt, Single Family Residence	60%													•	
Springfield, VT 05156 Property Type:	700/														
Filters Used ZIP: North Springfield, VT 05150,	90%														
	100%														

# Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold 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												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	17		17	17	17	17	17	17	17	17	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$94.8K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	143%





#### Median Sales Price

The median sales price of the single-family, condominium and townhome 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 Mar		May										Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$94.5K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$65.5K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	44%
Prior Year	0 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	\$94.5 \$65.5

# 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	-	-	-	-	-	-	-	-	-	-	-	-	94%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$246K
	\$75K 0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type:	\$225K												
Filters Used	\$300K												





# Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for 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												
	405V												
	\$25K												
	0	-		_		-				_	_		
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$94.5K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$94.5K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%

#### 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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	30%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$246K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$830K
	\$225K 0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$450K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$675K												
Filters Used	\$900K												





# 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.

	\$900K ······												
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$675K												
	\$450K ······												
	\$225K												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	17	17	17	17	17	17	17	17	17	17	10	10	10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$830K
Median Sales Price	-		-		-	-	-	-	-	-	-	-	\$94.5K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	11%

