

# 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	+ / -	Nov 2017	Nov 2018	Key Metrics
					Listing Activity Charts Metrics
6 +16.7%	7	+16.7%	6	7	New Listing Count
2,468,300 -44.4%	\$1,372,900	-44.4%	\$2,468,300	\$1,372,900	New Listing Volume
N/A	NA	-	_	48	Active Listing Count
N/A	NA	-	_	\$15,659,000	Active Listing Volume
<del>-</del> -	\$326,229	-	_	\$326,229	Average Listing Price
<del>-</del> -	\$159,250	-	_	\$159,250	Median Listing Price
<del>-</del> -	127	-	_	127	Median Days in RPR
8 -	_	-	_	_	Months of Inventory
12.5% -	_	-	_	_	Absorption Rate
					Sales Activity Charts Metrics
6 -33.3%	4	-33.3%	6	4	New Pending Sales Count
\$733,700 +29.1%	\$947,000	+29.1%	\$733,700	\$947,000	New Pending Sales Volume
N/A	NA	-	<del>-</del>	9	Pending Sales Count
N/A	NA	-	<del>-</del>	\$984,700	Pending Sales Volume
2 +100%	4	+100%	2	4	Closed Sales Count
\$443,900 +7.1%	\$475,500	+7.1%	\$443,900	\$475,500	Closed Sales Volume
\$221,950 -46.4%	\$118,875	-46.4%	\$221,950	\$118,875	Average Sales Price
\$221,950 -41.49	\$130,000	-41.4%	\$221,950	\$130,000	Median Sales Price



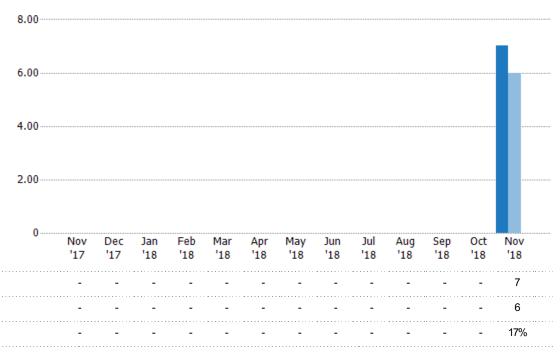




### **New Listings**

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





### New Listing Volume

Percent Change from Prior Year

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

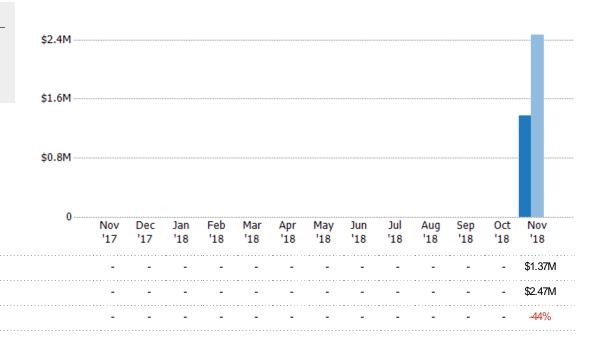
Filters Used

7IP: North Springfield

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





Current Year

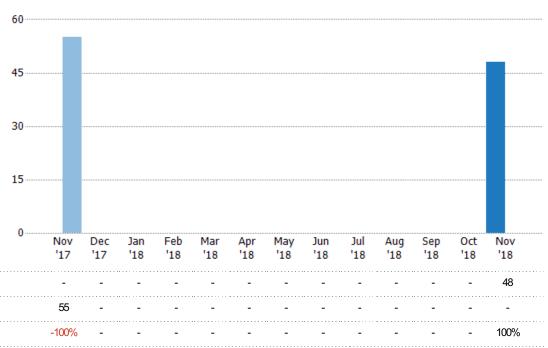




### **Active Listings**

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





### **Active Listing Volume**

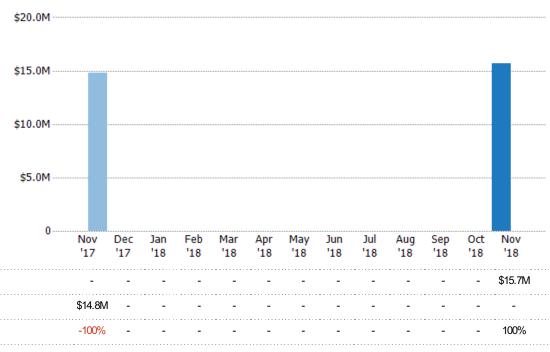
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price 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



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

300K	 	 	 	 	 		
200K	 	 	 	 •••••	 		************
100K	 	 	 		 		
•							
•					 		
0						0ct	No
0······· Nov			May '18		 	0ct	No

33%

50%

67%

83%

100%

### **Median Listing Price**

Percent Change from Prior Year

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

-100% -83%

-67%

-50% -33%

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

\$1	00K												
\$1	00K												
	OUIX												
\$	50K												
	_									Aua			
	0 ········ Nov '17	Dec '17	Jan	Feb	Mar	Apr	May		Jul	Aug	Sep '18	Oct	Nov '18
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	Nov	Dec '17 -	Jan	Feb '18 -	Mar	Apr '18	May '18 -	Jun	Jul '18 -	Aug '18 -	Sep '18 -	Oct '18	Nov '18 \$159K



Current Year
Prior Year





### 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.

200 Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 150 Property Type: Condo/Townhouse/Apt, Single Family Residence 100 50 0 Nov Dec Jan Feb Apr May Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 Current Year 127

### Months of Inventory

Percent Change from Prior Year

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

130

-100%

-67%

-50%

-33%

Filters Used	Fil	Iters	Used
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Prior Year

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

Percent Change from Prior Year

15												
10												
_												
5												
5												
0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	 Nov
0 Nov		Jan	Feb	Mar			Jun	Jul		Sep	0ct	
0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	 Nov
0 Nov '17	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov '18
0 Nov '17	Dec '17 -	Jan '18 -	Feb '18 -	Mar '18 - -	Apr '18 -	May '18 -	Jun '18 - -	Jul '18 -	Aug '18 -	Sep '18 -	0ct	Nov '18

50%

67%

100%



Current Year
Prior Year





### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

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

10%

5%

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	_	-	8%
Prior Year	7%		-		-	-	-	-	-	-	-	-	-
Change from Prior Year	7%	6%	5%	3%	2%	1%	-1%	-2%	-3%	-4%	-6%	-7%	-8%

### 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



Sold





### **New Pending Sales**

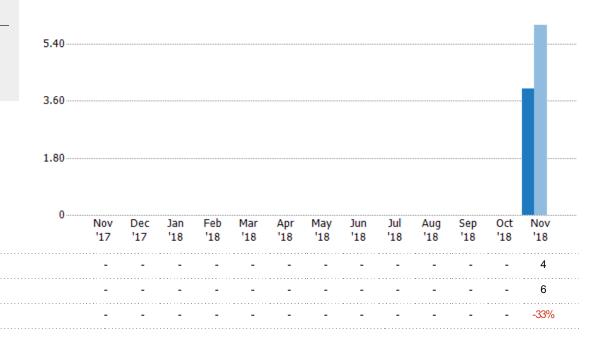
The number of residential properties with accepted offers that were added each month.

Filters Used

Current Year

Prior Year

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



### New Pending Sales Volume

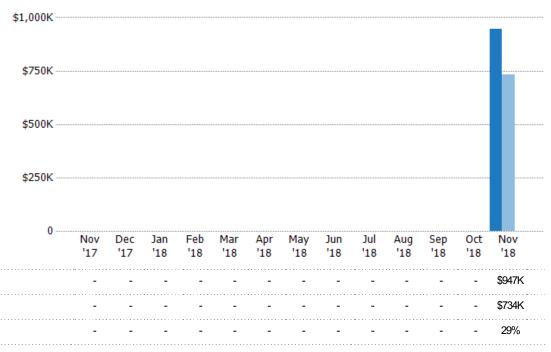
Percent Change from Prior Year

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

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



Percent Change from Prior Year



Current Year

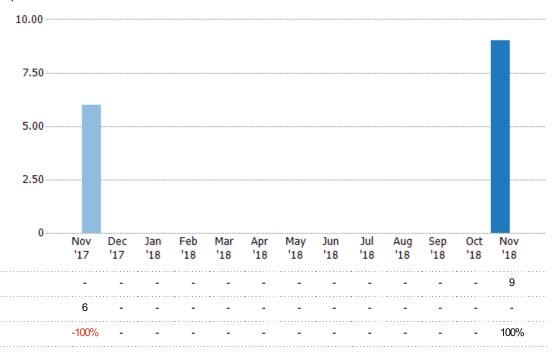




### **Pending Sales**

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





### Pending Sales Volume

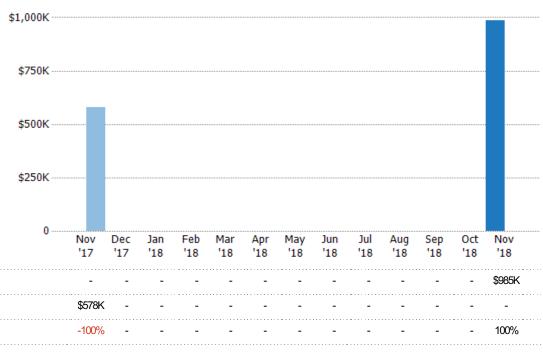
Percent Change from Prior Year

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**

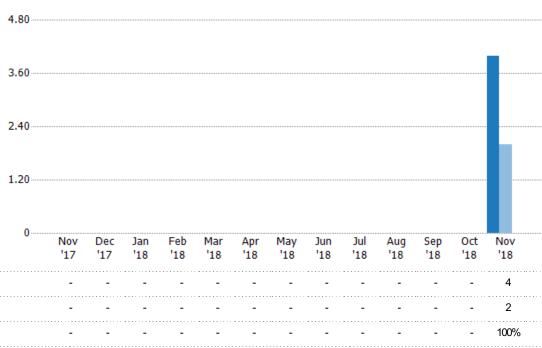
Family Residence

Current Year

Prior Year

The total number of residential properties sold each month.

Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single



#### **Closed Sales Volume**

Percent Change from Prior Year

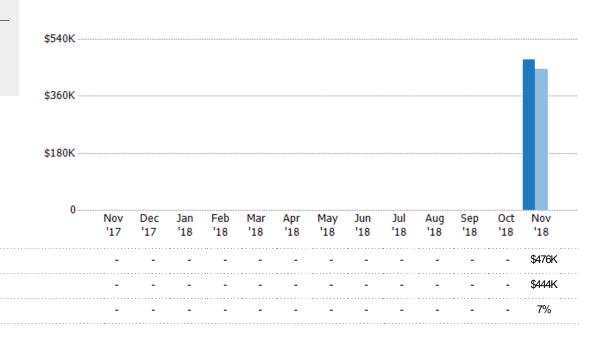
The sum of the sales price of residential properties sold each month.

Filters Used

Property Type:

 $\mathbb{ZP}$ : North Springfield, VT 05150, Springfield, VT 05156 Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year



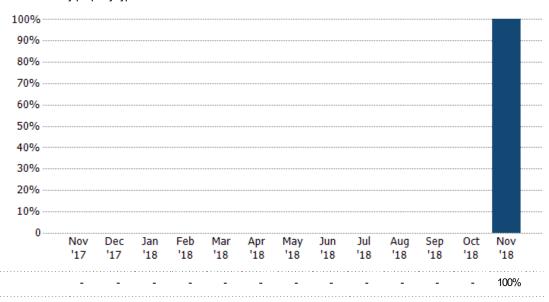


### Closed Sales by Property Type

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

Filters Used

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

\$400K \$300K \$200K \$100K Nov Dec Mar Apr May Jun Jul Aug 0ct Nov '18 '17 '18 '18 '18 '18 '18 '18 '18 '18 \$119K \$222K







#### **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

\$100K						
\$200K		 	 	 	 	 
\$300K	 	 	 	 	 	 

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$130K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$222K
Percent Change from Prior Year	-	-	_	-	-	-	-	_	-	-	_	-	-41%

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

Avg Sales Price as a % of Avg List Price

\$200K												
150K								•••••				
\$100K												
\$50K												•••••
0												
0 Nov		Jan	Feb	Mar	Apr	May	Jun	Jul		Sep	0ct	 Nov
0 Nov	Dec	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18 \$125K
0 Nov	Dec	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	Oct '18	Nov '18 \$125K



Avg List Price

Avg Sales 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	\$200K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$136K
Median Sales Price	_	-	-	-	-	-	-	-	-	-	-	-	\$130K
Med Sales Price as a % of Med List Price	_	-	-	-	-	-	-	-	-	-	-	-	95%

### 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

 $\mathbb{ZP}$ : North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

0K												
0K												
0												
-					Ann	Mav	lun	1ul	Διια	Sep	0ct	No:
-	Dec '17	Jan '18	Feb '18	Mar '18	'18	'18	'18	'18	'18	'18	'18	
-	Dec '17	Jan '18	Feb '18	Mar '18	'18	'18	'18	'18	'18	'18	'18	'18
-	Dec '17	Jan '18	Feb '18	Mar '18	-	- -	- -		-	-	'18	'18
-	Dec '17 -	Jan '18 - -	Feb '18	Mar '18	-	- -	- -		'18	-	'18	



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												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median Est Value	-	-	_	-	-	-	-	-	-	-	-	-	\$132K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$136K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%



