

## 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	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	5	+20%	6	5	+20%
New Listing Volume	\$877,300	\$1,920,400	-54.3%	\$877,300	\$1,920,400	-54.3%
Active Listing Count	35	52	-32.7%	NA	NA	
Active Listing Volume	\$12,310,595	\$13,332,000	-7.7%	NA	NA	
Average Listing Price	\$351,731	\$256,385	+37.2%	\$351,731	\$256,385	+37.2%
Median Listing Price	\$164,000	\$148,450	+10.5%	\$164,000	\$148,450	+10.5%
Median Daysin RPR	160	119.5	+33.9%	160	119.5	+33.9%
Months of Inventory	_	_	-	8.8	17.3	-49.5%
Absorption Rate	_	_	+_	11.43%	5.77%	+5.7%
Sales Activity Charts Metrics		• • • • • • • • • • • • • • • • • • • •		• • • • • • • • • • • • • • • • • • • •		
New Pending Sales Count	6	4	+50%	6	4	+50%
New Pending Sales Volume	\$792,700	\$456,500	+73.6%	\$792,700	\$456,500	+73.6%
Pending Sales Count	13	6	+116.7%	NA	NA	
Pending Sales Volume	\$1,633,400	\$799,900	+104.2%	NA	NA	
Closed Sales Count	7	4	+75%	7	4	+75%
Glosed Sales Volume	\$1,111,000	\$934,000	+19%	\$1,111,000	\$934,000	+19%
Average Sales Price	\$158,714	\$233,500	-32%	\$158,714	\$233,500	-32%
Median Sales Price	\$126,000	\$219,500	-42.6%	\$126,000	\$219,500	-42.6%







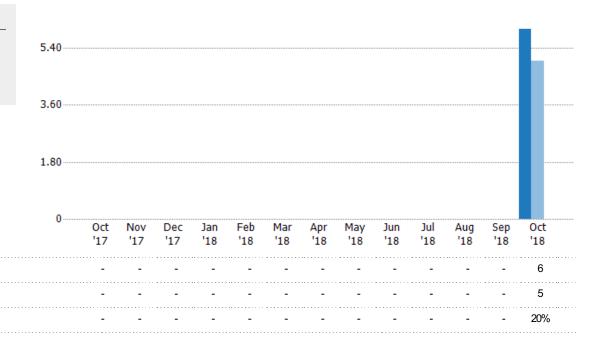
#### **New Listings**

The number of new residential listings 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 Listing Volume

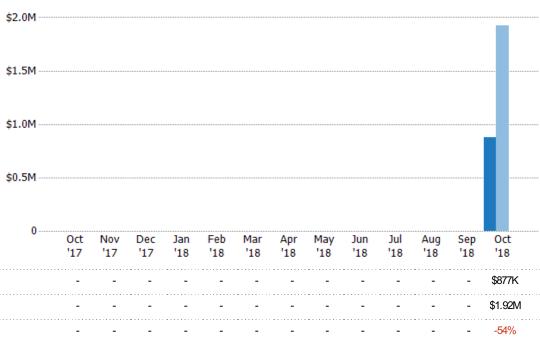
Percent Change from Prior Year

The sum of the listing price of 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



Current Year

Percent Change from Prior Year



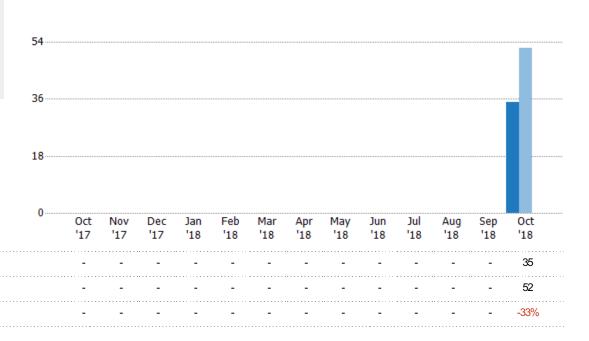


#### **Active Listings**

The number 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



#### **Active Listing Volume**

Percent Change from Prior Year

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

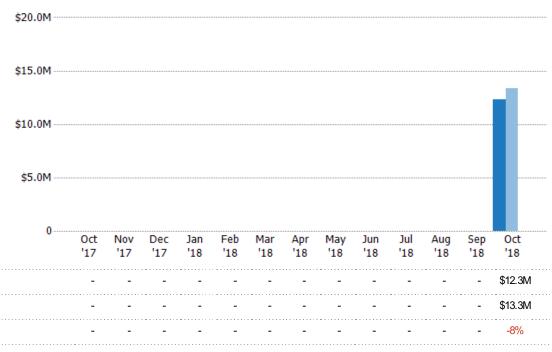
Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year





Current Year



37%



### Market Data Report

#### **Average Listing Price**

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

Filters Used

ZIP: North Sprin Springfield, VT Property Type: Condo/Townhor Family Residen

	\$400K												
ngfield, VT 05150, 05156	\$300K												
use/Apt, Single ce													
	\$200K												
	\$100K												
	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
	-	-	-	-	-	-	-	-	-	-	-	-	\$352K
	-	-	-	-	_	-	-	-	-	-	-	-	\$256K

### **Median Listing Price**

Percent Change from Prior Year

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

\$200K

Filters Used

Current Year Prior Year

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

Percent Change from Prior Year

\$15	0K												
\$10	0K												
\$5	0K												
	0 Oct '17	Nov	Dec '17	Jan	Feb	Mar	Apr '18	May	Jun		Aug '18	Sep '18	Oct '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$164K
	-	-	-	-	-	-	-	-	-	-	-	-	\$148K



Current Year Prior Year



\$352K

125%



### Market Data Report

#### 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

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

	•					Aug '18	
\$1	00K	 	 	 	 	 	 
\$2	00K	 	 	 	 	 	 
\$3	00K	 	 	 	 	 	 

#### 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

0	b Mar Apr May Jun Jul Aug Sep 3 '18 '18 '18 '18 '18 '18	Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '18 '18 '18 '18 '18 '18 '18 '18 \$													
Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug S	b Mar Apr May Jun Jul Aug Sep 3 '18 '18 '18 '18 '18 '18	Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$1													
0	b Mar Apr May Jun Jul Aug Sep ( 3 '18 '18 '18 '18 '18 '18 '	Dec Jan Feb Mar Apr May Jun Jul Aug Sep ( '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 ' \$1	,												
Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug S	b Mar Apr May Jun Jul Aug Sep ( 3 '18 '18 '18 '18 '18 '18 '	Dec Jan Feb Mar Apr May Jun Jul Aug Sep ( '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 ' \$1	<b>(</b>												
Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug S	b Mar Apr May Jun Jul Aug Sep ( 3 '18 '18 '18 '18 '18 '18 '	Dec Jan Feb Mar Apr May Jun Jul Aug Sep ( '17 '18 '18 '18 '18 '18 '18 '18 '18 ' \$1	1												
'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '1		\$1	-	Nov	lov Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
		\$1		117	17 '17	'18	'18						'18	'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.

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

200												
150												
100												
50												************
0												
Oct '17	Nov	Dec	Jan '10	Feb	Mar	Apr	May '18	Jun '10	Jul '10	Aug	Sep '18	Oct '18
17	17		10	10	10	10	10	10	10	10	10	
-	-	-	-	-	-	-	-	-	-	-	-	160
-	-	-	-	-	-	-	-	-	-	-	-	120
-	-	-	-	-	-	-	-	-	-	-	-	34%

### 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

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

st active l	listingsat	the curre	ent sales i	ate.								
40												
30												
20												
10												
0												
0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	7
-	-	-	-	-	-	-	-	-	-	-	_	13
-	-	-	-	-	-	-	-	-	-	-	-	-46%



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

15%

10%

5% .....

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-	-	-	-	-	-			-	14%
 -	-	-	-	-	-	-	-	-	-		-	8%
 _	_	_	_	_	_	_		_	_		_	-7%

#### Active/Pending/Sold Units

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

10

Filters Used

Current Year
Prior Year

Change from Prior Year

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

40	
20	
30	
20	

0ct Nov Dec Jan Feb Mar May Jun Jul Aug Sep 0ct Apr '17 35 13 7



Active

Sold

Pending





#### **New Pending Sales**

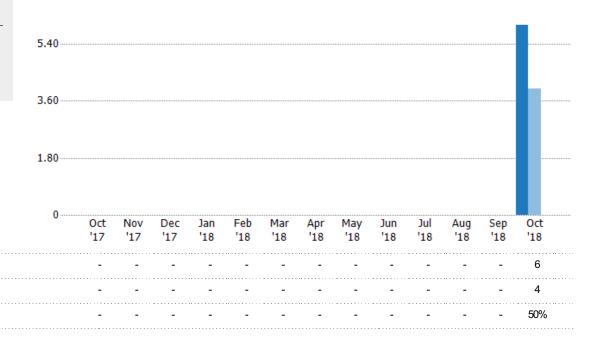
The number of residential properties with accepted offers that were added each month.

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

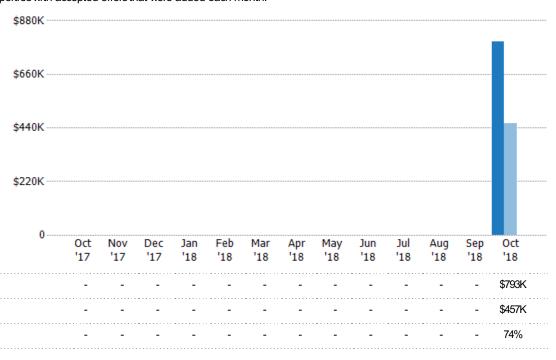
Percent Change from Prior Year

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

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



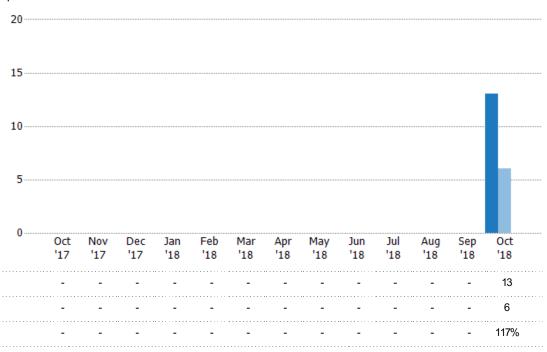
#### **Pending Sales**

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

Filters Used

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

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



### Pending Sales Volume

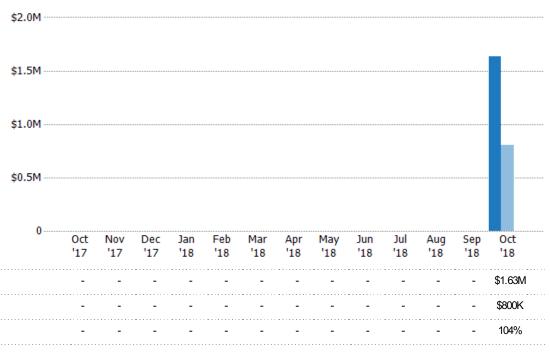
Percent Change from Prior Year

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

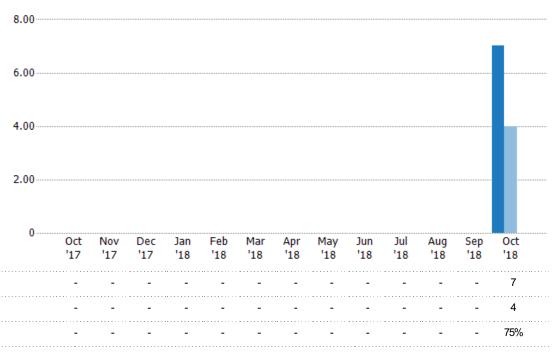
Current Year
Prior Year

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**

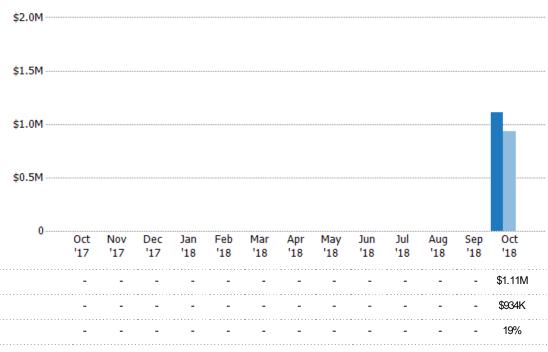
Percent Change from Prior Year

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

Filters Used
ZIP: North Springfield, VT 05150,
Springfield, VT 05156
Property Type:

Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year



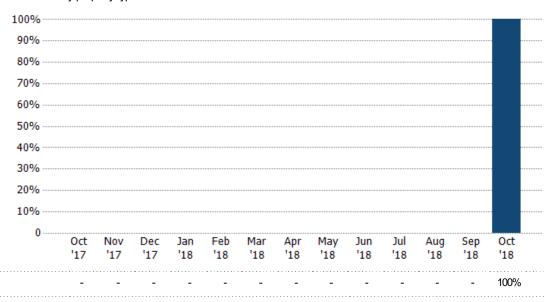


#### Closed Sales by Property Type

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

\$300K \$225K \$150K \$75K 0ct Nov Dec Feb Mar Apr May Jul Aug Sep 0ct '17 '18 '18 '18 '18 '18 '18 '18 '18 \$159K \$234K







\$300K

#### **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

-					
\$2	25K	 	 	 	
\$1	50K	 	 	 	
\$	75K	 	 	 	

	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$126K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-43%

### 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

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

Avg Sales Price as a % of Avg List Price

)K												
)K												•••••
0K												
0												
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul		Sep	O(
0 Oct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	00 '1
0 Oct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	00 '1



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

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

150K					 						
100K					 						
\$50K					 						
\$50K											
٥	Nov		Jan	Feb	 						
0 Oct	Nov	Dec	Jan	Feb	 	May '18	Jun '18	Jul '18	Aug	Sep	 Oct
0 Oct	Nov	Dec	Jan	Feb	 	May '18		Jul '18	Aug	Sep	Oct '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: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

50K												
00K												
50K												
0	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
0		Dec	Jan	Feb	Mar	Apr	May	Jun	Jul		Sep	
0	Nov	Dec	Jan	Feb	Mar	Apr '18	May	Jun '18	Jul '18	Aug	Sep	0
0	Nov	Dec	Jan	Feb	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	0 '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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

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

\$150K												
\$100K		•••••									•••••	
\$50K												
0												
Oct	Nov '17	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep '18	Oct '18



