

# 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	+/-	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
-78.6%	14	3	-78.6%	14	3	New Listing Count
-76.8%	\$1,366,200	\$317,300	-76.8%	\$1,366,200	\$317,300	New Listing Volume
	N⁄A	N⁄A	-23.5%	51	39	Active Listing Count
	N∕A	N⁄A	+11.9%	\$11,943,500	\$13,365,395	Active Listing Volume
+46.3%	\$234,186	\$342,702	+46.3%	\$234,186	\$342,702	Average Listing Price
+17.2%	\$139,900	\$164,000	+17.2%	\$139,900	\$164,000	Median Listing Price
+45.7%	94	137	+45.7%	94	137	Median Days in RPR
-4.4%	10.2	9.8	-	_	_	Months of Inventory
+0.5%	9.8%	10.26%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+83.3%	6	11	+83.3%	6	11	New Pending Sales Count
+74%	\$1,038,900	\$1,808,200	+74%	\$1,038,900	\$1,808,200	New Pending Sales Volume
	N∕A	N⁄A	+100%	7	14	Pending Sales Count
	N∕A	N⁄A	+39.3%	\$1,441,900	\$2,008,695	Pending Sales Volume
+25%	4	5	+25%	4	5	Closed Sales Count
+44.7%	\$399,500	\$578,000	+44.7%	\$399,500	\$578,000	Closed Sales Volume
+15.7%	\$99,875	\$115,600	+15.7%	\$99,875	\$115,600	Average Sales Price
-2.9%	\$122,500	\$119,000	-2.9%	\$122,500	\$119,000	Median Sales Price

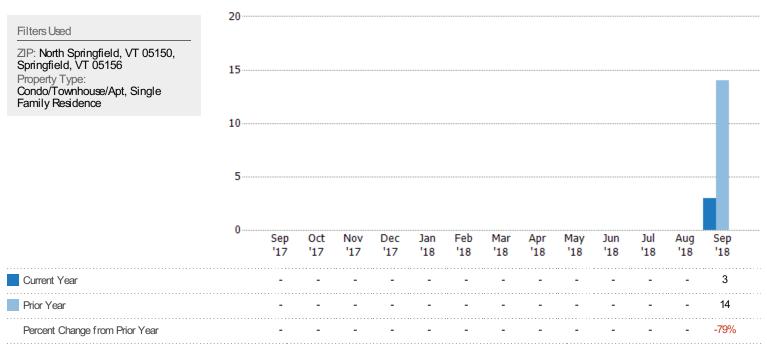




Springfield

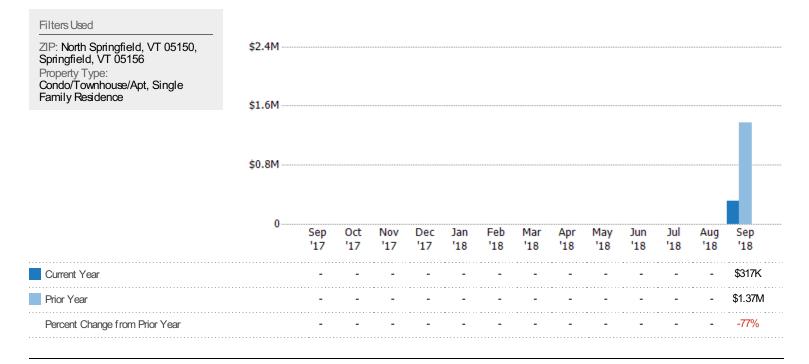
## New Listings

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



### New Listing Volume

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







Springfield

### 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	54													
	18													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	39
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	51
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-24%

### Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	12%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11.9M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.4M
	\$5.0M 0	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Family Residence	\$10.0M ······													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
Filters Used	\$20.0M ······													

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#### Average Listing Price

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

	\$400K ······												
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single	\$300K												
Family Residence	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$343K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	46%

### Median Listing Price

The median listing price of active residential listings at the end of 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												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	17		17		10		10	10		10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$164K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$140K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17%





## 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												
	\$100K												
	0	o.+		<b>D</b>		<b>F</b> - <b>L</b>					2.1		
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value													\$285K
Avg Est value	-	-	-		-	-	-	-	-			-	η200r
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$343K
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.

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Filters Used	\$200K ······												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$151K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$164K
Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	109%





### 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 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0				_			_		_		_	
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	137
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	94
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	46%

#### Months of Inventory

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

Filters Used	20												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	-												
	0					-					-		
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.55
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7.29
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-51%





#### 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	30%												
	10%												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	28%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-14%

## Active/Pending/Sold Units

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

Filters Used	40												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	20												
	10												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	39
Pending	-	-	-	-	-	-	-	-	-	-	-	-	14
Sold	-	-	-	-	-	-	-	-	-	-	-	-	5





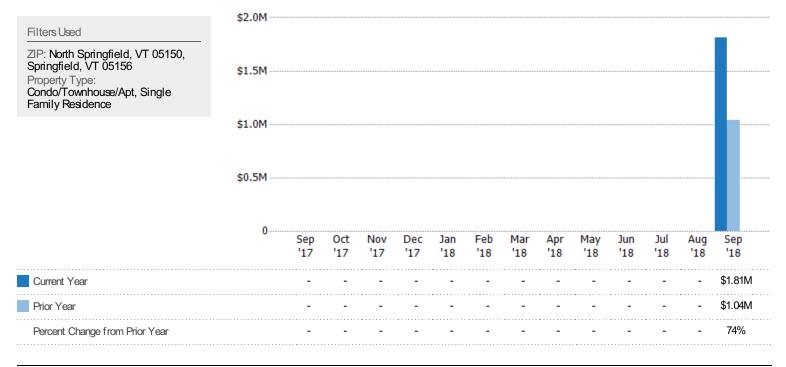
## New Pending Sales

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

Filters Used	20													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	11
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	83%

## New Pending Sales Volume

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

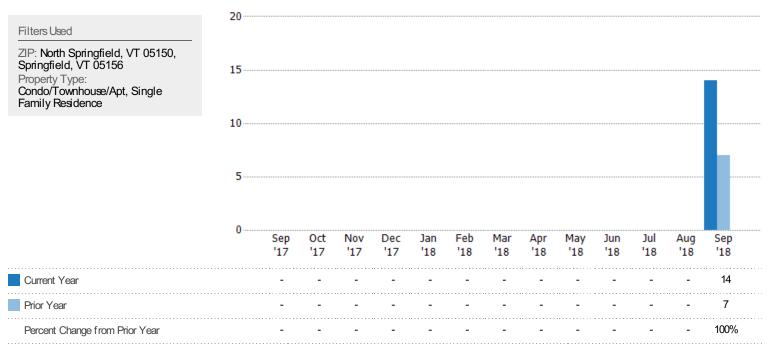






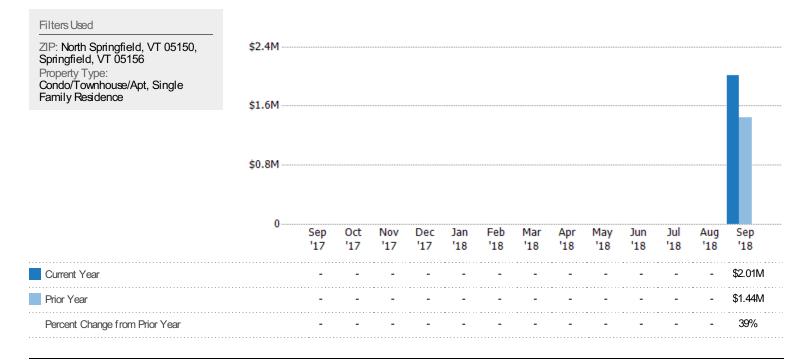
# Pending Sales

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



### Pending Sales Volume

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







Springfield

## Closed Sales

The total number of residential properties sold each month.

Filtern Lload	6.00														•••
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50														
	3.00														
	1.50														
	0														
		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%	
															1

# **Closed Sales Volume**

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

Filters Used	\$600K ······													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K													
	\$300K													
	\$150K													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year					-	-			-	-		-	-	\$578K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$400K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	45%





# Closed Sales by Property Type

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

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

# Average Sales Price

The average sales price of the residential 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												
	450V												
	\$50K												
	0												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$116k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$100k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%





#### Median Sales Price

The median sales price of the residential 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	0-1	••	<b>D</b>	1	<b>E</b> -L					2.4		
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$119K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$123K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%

#### 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	\$200K ······												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0			_				_		_		_	_
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$123K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$116K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%





# Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for 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												
	\$30K												
	0	~ .		_	•	- 1				•	- 1		
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$119K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$119K
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.

Filters Used	\$200K ······												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0	0.+	Nev	Dec	1-10	Eab	Mar	Apr	May	lus	11	Aug	Con
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$83.9K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$123K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	146%



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# 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.

	\$200K ······												
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
		17	17	17	10	10	10	10	10	10	10	10	10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$75.8K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$119K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	157%

