

# 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	+/-	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
+	9	9	+	9	9	New Listing Count
-18%	\$3,472,700	\$2,846,300	-18%	\$3,472,700	\$2,846,300	New Listing Volume
-42.2%	64	37	-42.2%	64	37	Active Listing Count
-25.7%	\$19,267,475	\$14,318,900	-25.7%	\$19,267,475	\$14,318,900	Active Listing Volume
+28.5%	\$301,054	\$386,997	+28.5%	\$301,054	\$386,997	Average Listing Price
+52.4%	\$154,250	\$235,000	+52.4%	\$154,250	\$235,000	Median Listing Price
-49.1%	212	108	-49.1%	212	108	Median Days in RPR
-71.1%	32	9.3	-	_	_	Months of Inventory
+7.7%	3.13%	10.81%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
-30%	10	7	-30%	10	7	New Pending Sales Count
+44.5%	\$1,168,100	\$1,687,700	+44.5%	\$1,168,100	\$1,687,700	New Pending Sales Volume
-7.1%	14	13	-7.1%	14	13	Pending Sales Count
+52.7%	\$1,630,000	\$2,489,100	+52.7%	\$1,630,000	\$2,489,100	Pending Sales Volume
-50%	4	2	-50%	4	2	Closed Sales Count
-45.1%	\$459,000	\$251,900	-45.1%	\$459,000	\$251,900	Cloæd Sales Volume
+9.8%	\$114,750	\$125,950	+9.8%	\$114,750	\$125,950	Average Sales Price
+3.7%	\$121,500	\$125,950	+3.7%	\$121,500	\$125,950	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														
ranny reduction															
	10.00 5.00														
	0	Apr	May	Jun	Jul	Aug '17	Sep	0ct	Nov		Jan		Mar	Apr	,
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	9	••••
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

#### New Listing Volume

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

Filters Used	\$4.0M ······													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$2.0M													
	\$1.0M													
	, in the second s	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.85M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.47M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-18%





#### Active Listings

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

	88													
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type:	66													
Property Type: Condo/Townhouse/Apt, Single Family Residence														
	44													
	22													
	0													
		Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
		17	17	17	17	17	17	17	17	17	18	18	18	18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	37
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	64
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-42%

## 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 Residence	\$16.0M													
	\$8.0M													
	Ŭ	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$14.3M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-26%



## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of 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												
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$387K
Dian Mara													
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$301K
Phor Year Percent Change from Prior Year		-	- -		-	-	-	-	-	- -	-	- -	\$301K 29%

#### Median Listing Price

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

Prior Year Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$154K 52%
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
	\$75K 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Family Residence	\$150K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single	\$225K												
Filters Used	\$300K ······												





# 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												
	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Avg Est Value				·····	·····	·····	· · · · · · · · · · · · · · · · · · ·					<u>-</u>	\$272K
													ΨΖΙΖΙΥ
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$387K
Avg Listing Price as a % of Avg Est Value	_	-	-	-	-	_	-	_	_	_	_		142%
													142/0

# 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.

Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	164%
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$235K
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$143K
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$75K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type:	\$225K												
Filters Used	\$300K ······												

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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 Apr	Мау	Jun	Jul	Aug	Sep	0ct	Νον	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	108
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	212
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-49%

## Months of Inventory

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

Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	5												
	0												
	5 0 Apr '17	May '17			Aug '17			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Арг '18
Current Year		May						Nov	Dec	Jan	Feb	Mar	
Current Year Prior Year	'17 -	May	Jun '17 -	Jul '17 -	Aug '17	Sep '17 -	0ct '17 -	Nov '17	Dec '17 _	Jan '18 -	Feb '18	Mar '18 -	'18 7.4





## 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%												
	570												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-4%

## 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												
	20												
	10												
	10												
	0	Mau	lus	<b>1.</b> .1	A	Con	0.4	Neu	Dec	1	Fab	Mar	
	Apr '17	May '17	'17	'17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	37
Pending	-	-	-	-	-	-	-	-	-	-	-	-	13
Sold	_		_	_				_	_				2
						-					-	_	2





# New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers 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													
	0					_								
		Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-30%

## 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													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.69M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.17M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	44%



# 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													
	0													
		Apr '17			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	13
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	14
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-7%

## 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.

FiltersUsed														
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
Family Residence	\$1.6M													
	\$0.8M													
	0	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.49M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.63M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	53%





#### **Closed Sales**

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

Filters Used	6.00													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	4.50													
	3.00													
	1.50													
	0	Apr	May	Jun	Jul	Aug '17	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-50%

## **Closed Sales Volume**

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

Filters Used	\$480K ······													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$360K													
	\$240K													
	\$120K													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$252K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$459K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-45%





# 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	Apr '17	May '17	Jun '17		Aug '17					Jan '18	•	Mar '18	Apr '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 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 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-		-	-	-	-	-	-		-	-	\$126K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$115K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%





#### Median Sales Price

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

\$200K												
\$150K												
\$100K												
\$50K												
0 Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$126K
-	-	-	-	-	-	-	-	-	-	-	-	\$122K
-	-	-	-	-	-	-	-	-	-	-	-	4%
	\$150K \$100K \$50K 0	\$150K \$100K \$50K 0 Apr May	\$150K \$100K \$50K 0	\$150K \$100K \$50K 0	\$150K \$100K \$50K 0 Apr May Jun Jul Aug	\$150К \$100К \$50К 0 Арг Мау Jun Jul Aug Sep	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep Oct	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec	\$150K \$100K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan	\$150K \$100K \$50K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb	\$150K \$100K \$50K \$50K 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar

#### 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	-	-	-	-	-	-	-	-	-	-	-	-	95%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$126K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$132K
	\$50K 0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Condo/Townhouse/Apt, Single Family Residence	\$100K												
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type:	\$150K												
Filter I had	\$200K												



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# 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												
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$132K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$126K
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.

Avg Est Value Avg Sales Price	'17 - -	'17 -	'17 - -	'17 - -	-	-	-	-	-	-	-	-	'18 \$167K \$132K
Avg Est Value	'17 _	-17 -		-17 -	-17	-	-	-	-	-	-		<b>'18</b> \$167K
	'17	'17	.17	.17	17	17	17			10	10	10	'18
	0 Apr	May	Jun	Jul	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr
	\$100K \$50K												
Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
ZIP: North Springfield, VT 05150,													

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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 Apr '17	May '17	Jun '17		Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
		17	17	17	17	17	17	1/	17	18	10	10	10
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$167K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$132K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	79%

