

## 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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	5	+/-	86	85	+1.2%
New Listing Volume	\$639,600	\$742,300	-13.8%	\$16,789,030	\$19,754,800	-15%
Active Listing Count	31	39	-20.5%	N/A	N/A	
Active Listing Volume	\$10,231,440	\$14,497,500	-29.4%	N/A	N/A	
Average Listing Price	\$330,046	\$371,731	-11.2%	\$336,940	\$281,955	+19.5%
Median Listing Price	\$159,900	\$215,000	-25.6%	\$163,011	\$163,567	-0.3%
Median Days in RPR	196	142	+38%	137.34	173.2	-20.7%
Months of Inventory	6.2	6.5	-4.6%	6.2	19.5	-68.2%
Absorption Rate	16.13%	15.38%	+0.7%	16.13%	5.13%	+11%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	6	-33.3%	74	77	-3.9%
New Pending Sales Volume	\$423,640	\$560,400	-24.4%	\$12,441,535	\$11,119,200	+11.9%
Pending Sales Count	6	6	+/-	N/A	N/A	
Pending Sales Volume	\$1,230,100	\$502,300	+144.9%	N/A	N/A	
Closed Sales Count	3	5	-40%	63	64	-1.6%
Closed Sales Volume	\$575,000	\$634,600	-9.4%	\$9,497,251	\$9,143,025	+3.9%
Average Sales Price	\$191,667	\$126,920	+51%	\$150,750	\$142,860	+5.5%
Median Sales Price	\$225,000	\$129,000	+74.4%	\$124,318	\$130,387	-4.7%

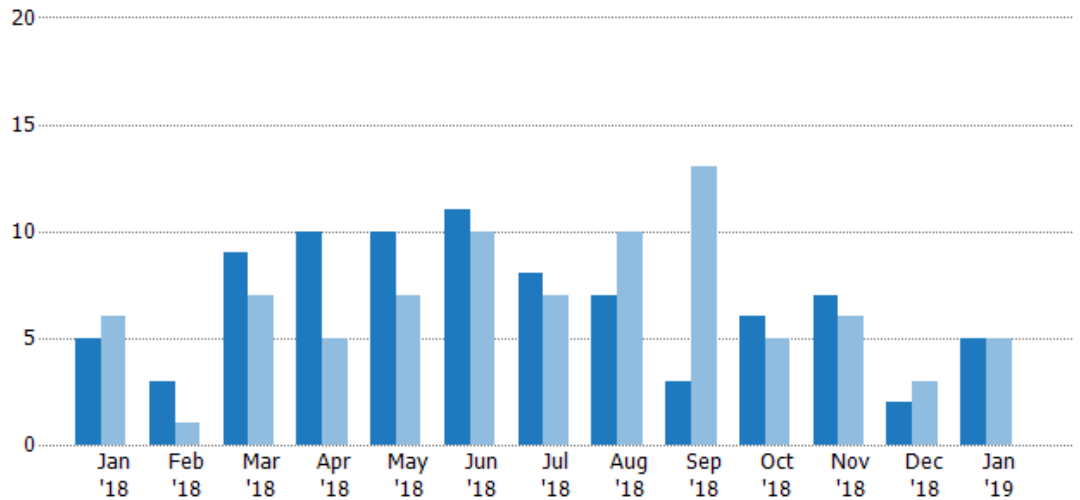
## New Listings

The number of new 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

Month/ Year	Count	% Chg.
Jan '19	5	0%
Jan '18	5	-16.7%
Jan '17	6	33.3%



Current Year	5	3	9	10	10	11	8	7	3	6	7	2	5
Prior Year	6	1	7	5	7	10	7	10	13	5	6	3	5
Percent Change from Prior Year	-17%	200%	29%	100%	43%	10%	14%	-30%	-77%	20%	17%	-33%	0%

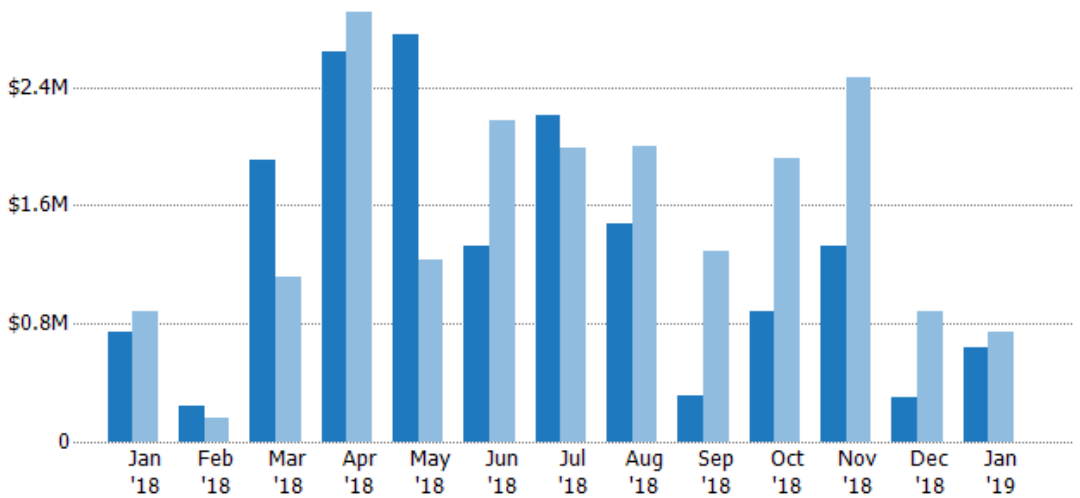
## New Listing Volume

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

Month/ Year	Volume	% Chg.
Jan '19	\$640K	-13.8%
Jan '18	\$742K	-15.8%
Jan '17	\$881K	40.1%



Current Year	\$742K	\$248K	\$1.91M	\$2.64M	\$2.76M	\$1.33M	\$2.21M	\$1.48M	\$317K	\$877K	\$1.33M	\$305K	\$640K
Prior Year	\$881K	\$159K	\$1.11M	\$2.9M	\$1.23M	\$2.17M	\$1.99M	\$2M	\$1.29M	\$1.92M	\$2.47M	\$886K	\$742K
Percent Change from Prior Year	-16%	56%	72%	-9%	124%	-39%	11%	-26%	-75%	-54%	-46%	-66%	-14%

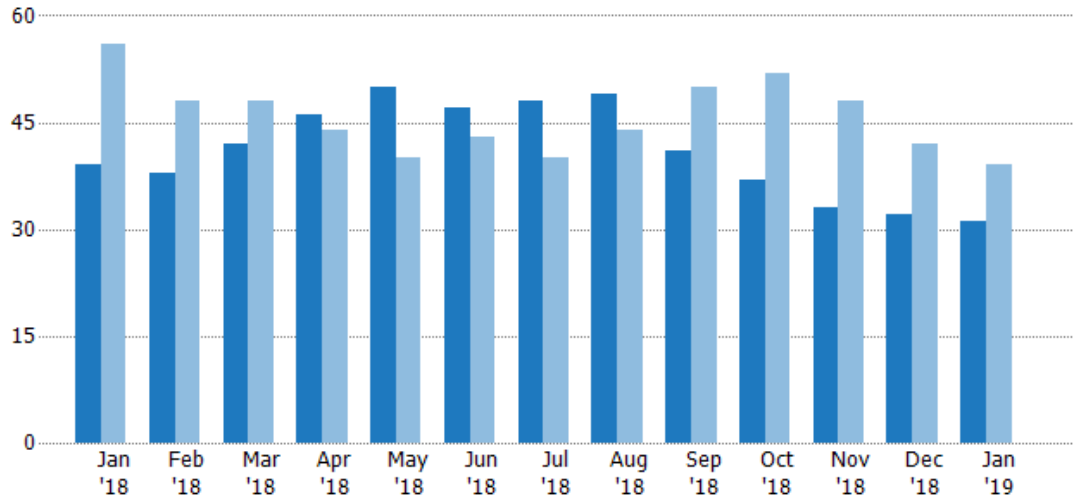
## Active Listings

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

Month/ Year	Count	% Chg.
Jan '19	31	-20.5%
Jan '18	39	-30.4%
Jan '17	56	-12.5%



Current Year	39	38	42	46	50	47	48	49	41	37	33	32	31
Prior Year	56	48	48	44	40	43	40	44	50	52	48	42	39
Percent Change from Prior Year	-30%	-21%	-13%	5%	25%	9%	20%	11%	-18%	-29%	-31%	-24%	-21%

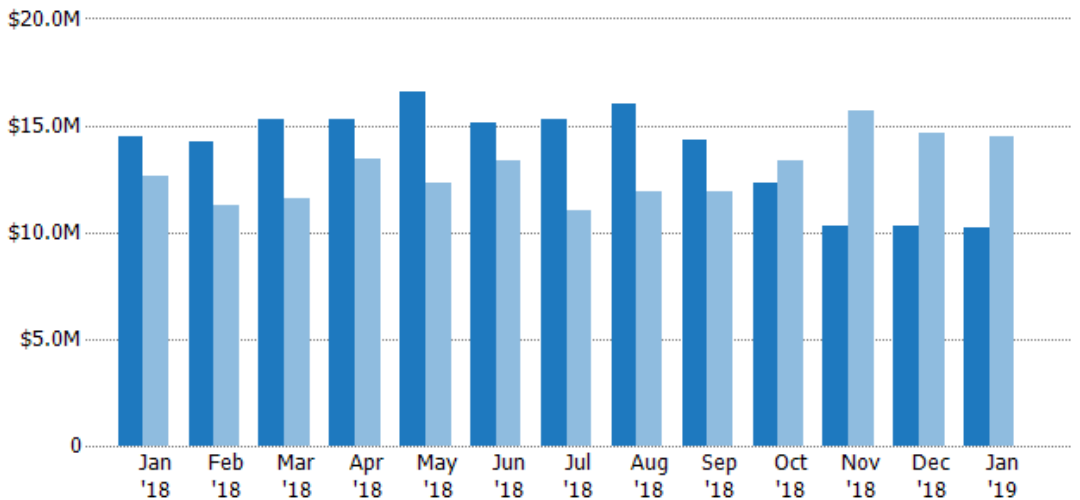
## Active Listing Volume

The sum of the 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

Month/ Year	Volume	% Chg.
Jan '19	\$10.2M	-29.4%
Jan '18	\$14.5M	14.8%
Jan '17	\$12.6M	10.3%



Current Year	\$14.5M	\$14.2M	\$15.3M	\$15.3M	\$16.6M	\$15.1M	\$15.2M	\$16M	\$14.3M	\$12.3M	\$10.3M	\$10.3M	\$10.2M
Prior Year	\$12.6M	\$11.3M	\$11.6M	\$13.4M	\$12.3M	\$13.4M	\$11M	\$11.9M	\$11.9M	\$13.3M	\$15.7M	\$14.6M	\$14.5M
Percent Change from Prior Year	15%	26%	32%	14%	35%	13%	38%	34%	20%	-8%	-34%	-30%	-29%

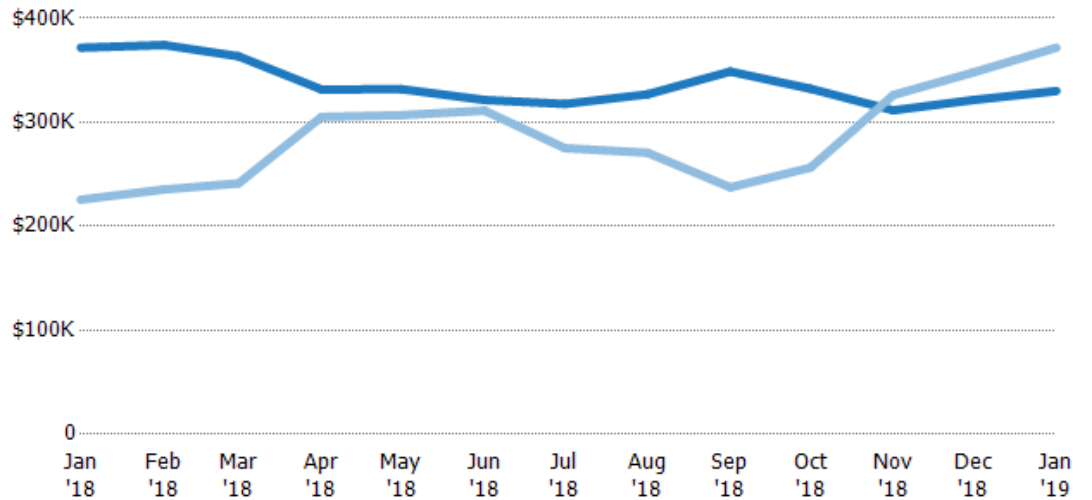
## Average Listing Price

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

Month/ Year	Price	% Chg.
Jan '19	\$330K	-11.2%
Jan '18	\$372K	64.8%
Jan '17	\$226K	26%



Current Year	\$372K	\$374K	\$363K	\$332K	\$332K	\$321K	\$318K	\$327K	\$349K	\$332K	\$311K	\$321K	\$330K
Prior Year	\$226K	\$235K	\$241K	\$305K	\$307K	\$311K	\$275K	\$271K	\$237K	\$256K	\$326K	\$348K	\$372K
Percent Change from Prior Year	65%	59%	51%	9%	8%	3%	15%	21%	47%	30%	-5%	-8%	-11%

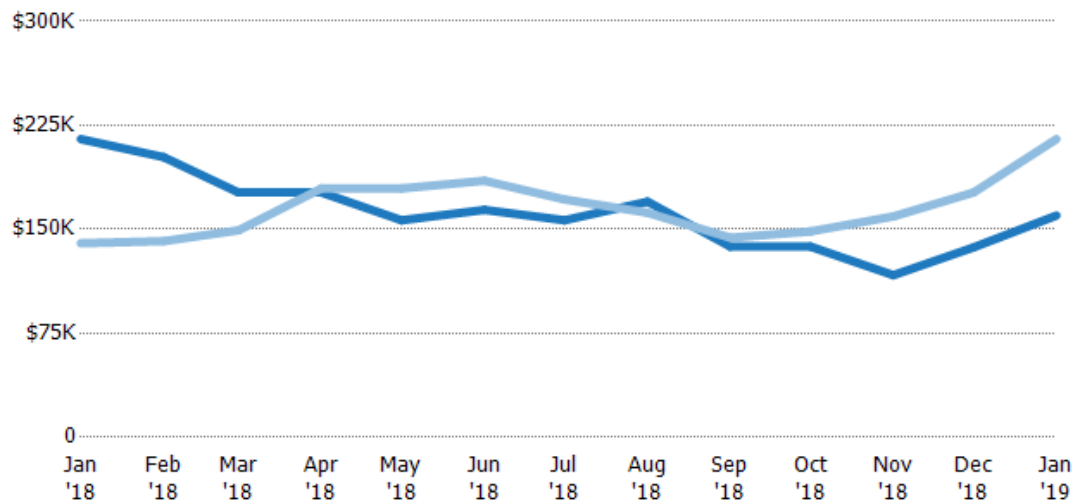
## Median Listing Price

The median 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

Month/ Year	Price	% Chg.
Jan '19	\$160K	-25.6%
Jan '18	\$215K	53.7%
Jan '17	\$140K	-3.6%



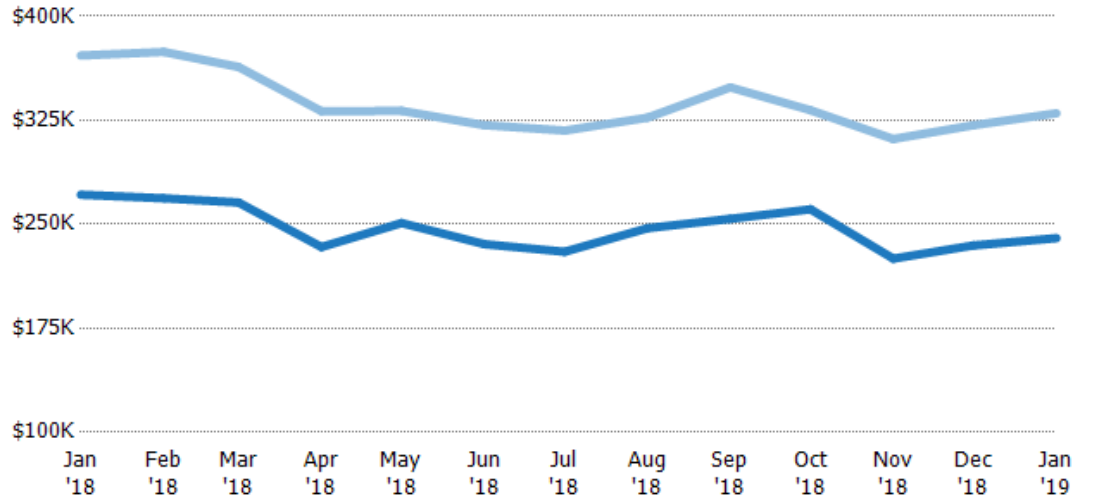
Current Year	\$215K	\$202K	\$177K	\$177K	\$157K	\$164K	\$157K	\$170K	\$138K	\$138K	\$117K	\$137K	\$160K
Prior Year	\$140K	\$141K	\$149K	\$179K	\$179K	\$185K	\$172K	\$162K	\$144K	\$148K	\$159K	\$177K	\$215K
Percent Change from Prior Year	54%	43%	18%	-2%	-13%	-11%	-9%	5%	-4%	-7%	-27%	-22%	-26%

## 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.

### Filters Used

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

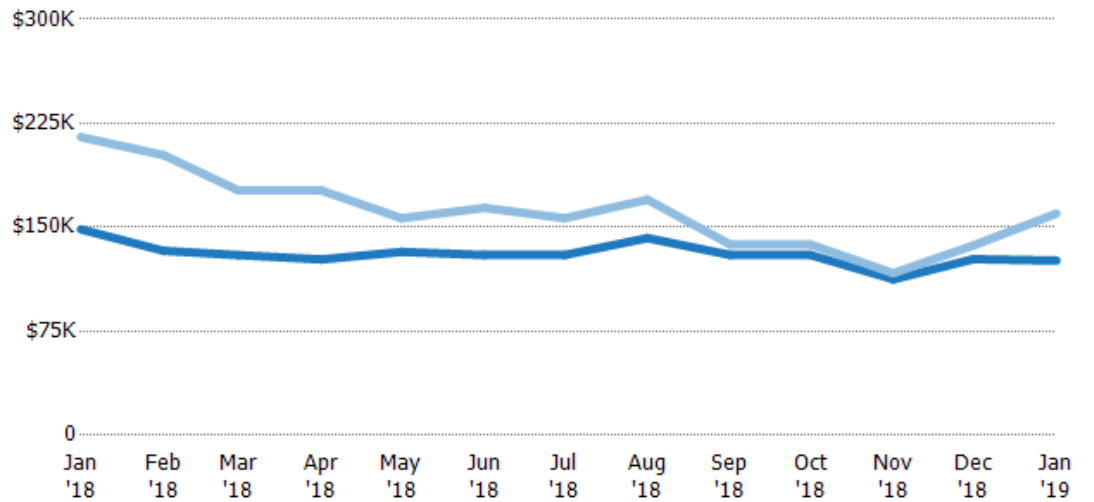


## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

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



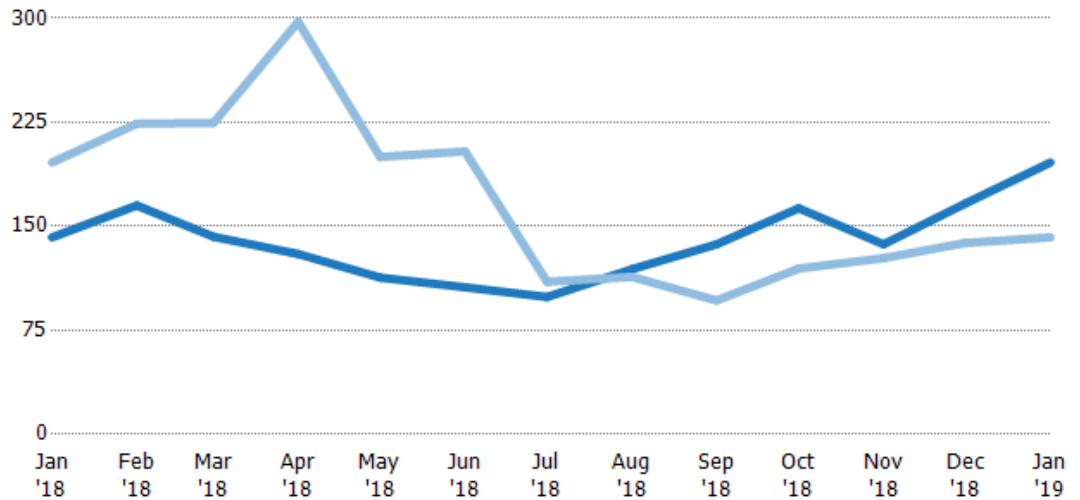
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Jan '19	196	38%
Jan '18	142	-27.6%
Jan '17	196	-12.2%



Current Year	142	165	143	130	113	106	99	119	137	163	137	167	196
Prior Year	196	224	225	298	200	204	110	114	96.5	120	127	138	142
Percent Change from Prior Year	-28%	-26%	-37%	-56%	-44%	-48%	-10%	5%	42%	36%	8%	21%	38%

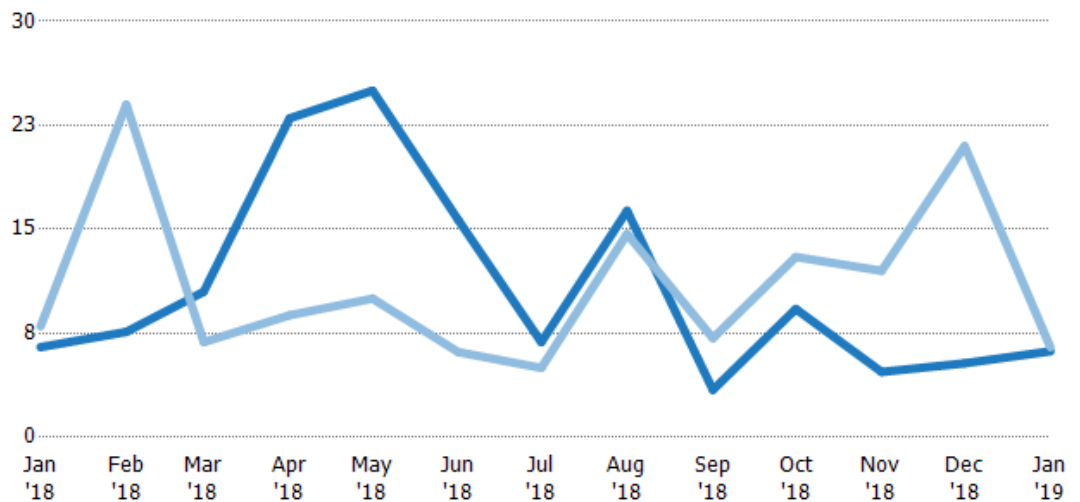
## Months of Inventory

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

Month/ Year	Months	% Chg.
Jan '19	6.2	-4.6%
Jan '18	6.5	-18.8%
Jan '17	8	104.2%



Current Year	6.5	7.6	10.5	23	25	15.7	6.86	16.3	3.42	9.25	4.71	5.33	6.2
Prior Year	8	24	6.86	8.8	10	6.14	5	14.7	7.14	13	12	21	6.5
Percent Change from Prior Year	-19%	-68%	53%	161%	150%	155%	37%	11%	-52%	-29%	-61%	-75%	-5%

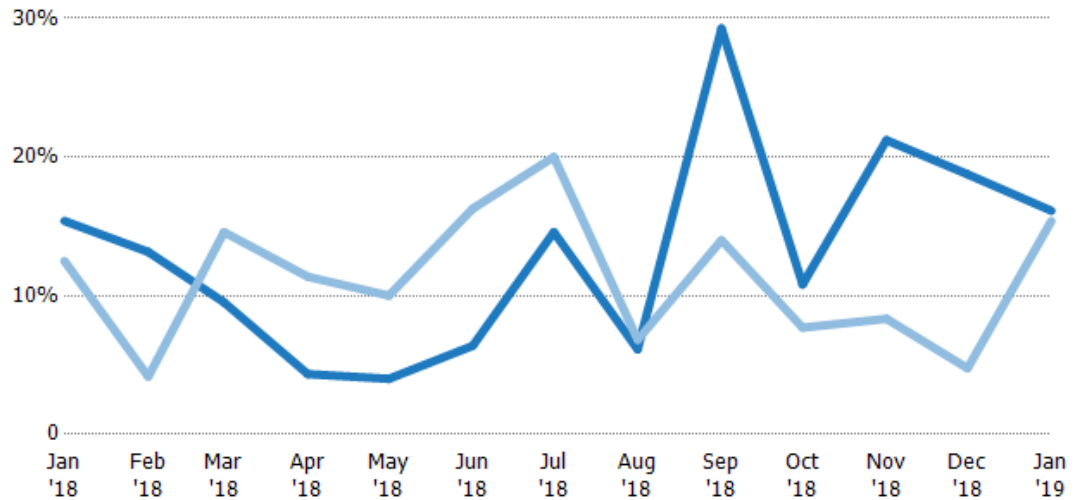
## Absorption Rate

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

Month/ Year	Rate	Chg.
Jan '19	16%	-0.7%
Jan '18	15%	-2.9%
Jan '17	13%	-51%



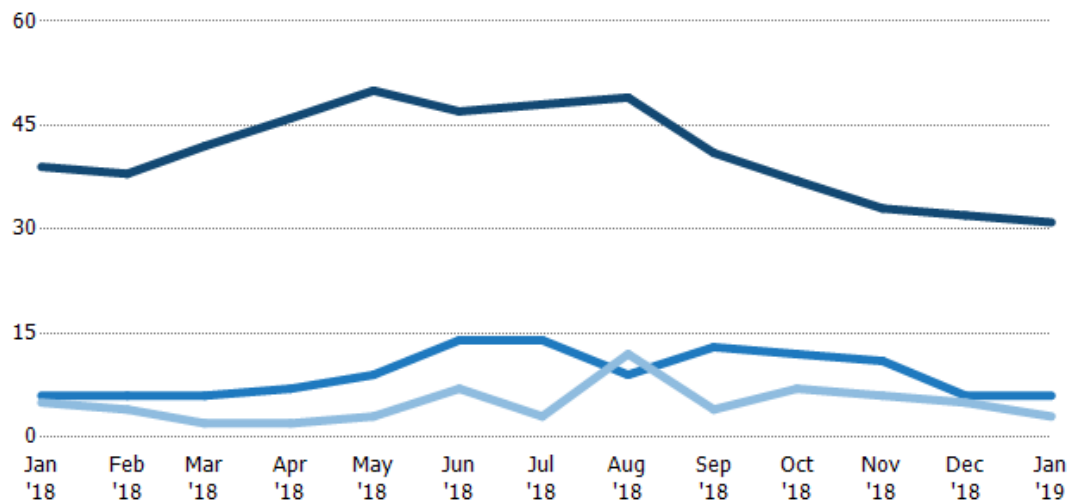
Current Year	15%	13%	10%	4%	4%	6%	15%	6%	29%	11%	21%	19%	16%
Prior Year	13%	4%	15%	11%	10%	16%	20%	7%	14%	8%	8%	5%	15%
Change from Prior Year	-3%	-9%	5%	7%	6%	10%	5%	1%	-15%	-3%	-13%	-14%	-1%

## 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



Active	39	38	42	46	50	47	48	49	41	37	33	32	31
Pending	6	6	6	7	9	14	14	9	13	12	11	6	6
Sold	5	4	2	2	3	7	3	12	4	7	6	5	3

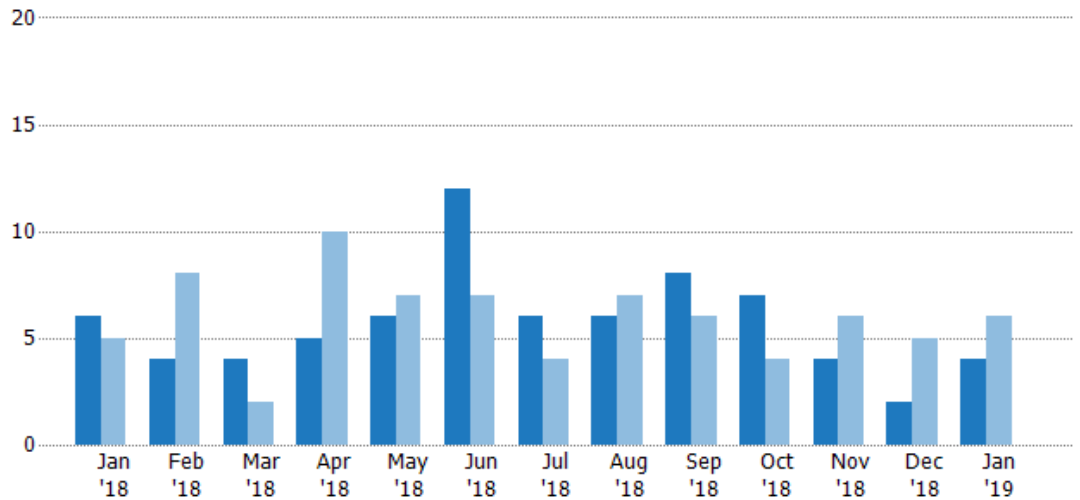
## New Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '19	4	-33.3%
Jan '18	6	20%
Jan '17	5	0%



Current Year	6	4	4	5	6	12	6	6	8	7	4	2	4
Prior Year	5	8	2	10	7	7	4	7	6	4	6	5	6
Percent Change from Prior Year	20%	-50%	100%	-50%	-14%	71%	50%	-14%	33%	75%	-33%	-60%	-33%

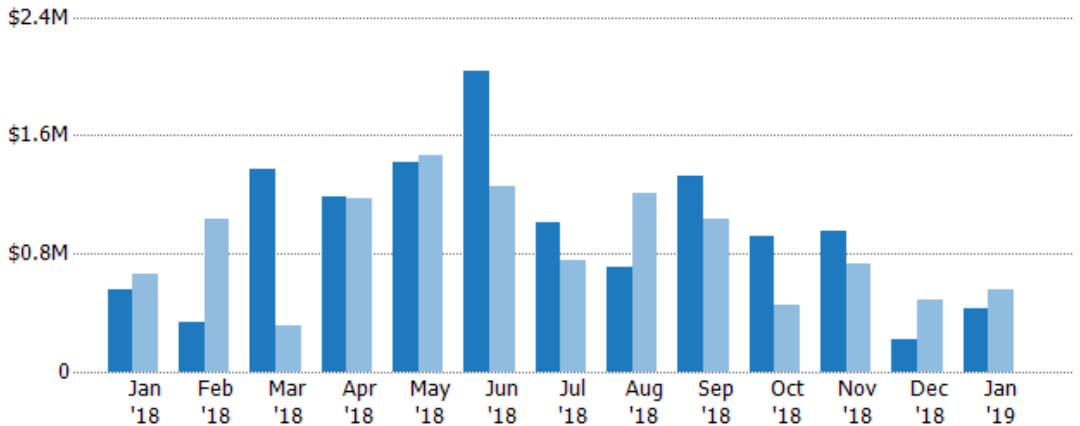
## New Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
Jan '19	\$424K	-24.4%
Jan '18	\$560K	-15.8%
Jan '17	\$665K	-70.2%



Current Year	\$560K	\$331K	\$1.37M	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$913K	\$947K	\$223K	\$424K
Prior Year	\$665K	\$1.03M	\$309K	\$1.17M	\$1.46M	\$1.25M	\$749K	\$1.21M	\$1.04M	\$457K	\$734K	\$486K	\$560K
Percent Change from Prior Year	-16%	-68%	343%	1%	-3%	62%	35%	-42%	28%	100%	29%	-54%	-24%



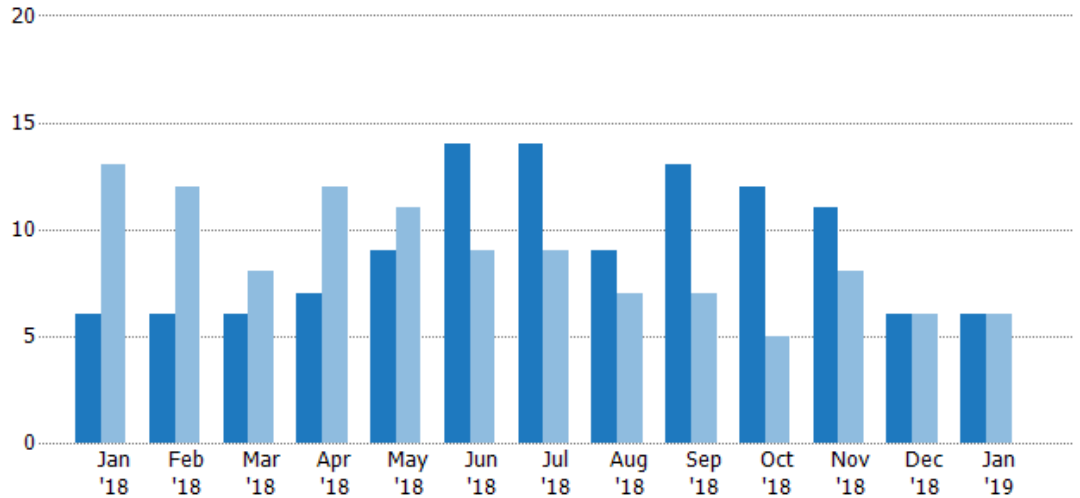
## Pending Sales

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

Month/ Year	Count	% Chg.
Jan '19	6	0%
Jan '18	6	-53.8%
Jan '17	13	-84.6%



Current Year	6	6	6	7	9	14	14	9	13	12	11	6	6
Prior Year	13	12	8	12	11	9	9	7	7	5	8	6	6
Percent Change from Prior Year	-54%	-50%	-25%	-42%	-18%	56%	56%	29%	86%	140%	38%	0%	0%

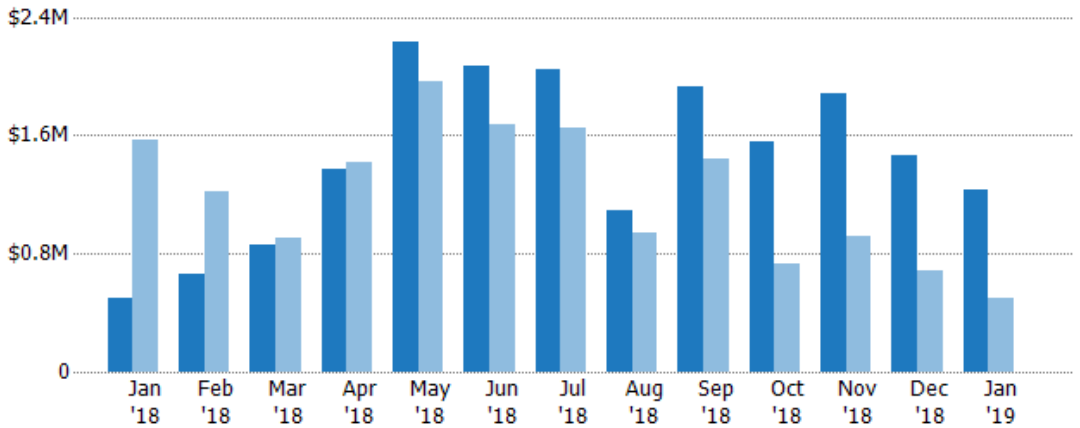
## Pending Sales Volume

The sum of the sales price of residential 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:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$1.23M	144.9%
Jan '18	\$502K	-68%
Jan '17	\$1.57M	-94.1%



Current Year	\$502K	\$656K	\$861K	\$1.37M	\$2.23M	\$2.07M	\$2.05M	\$1.09M	\$1.93M	\$1.56M	\$1.89M	\$1.47M	\$1.23M
Prior Year	\$1.57M	\$1.22M	\$909K	\$1.42M	\$1.96M	\$1.68M	\$1.66M	\$939K	\$1.44M	\$727K	\$912K	\$683K	\$502K
Percent Change from Prior Year	-68%	-46%	-5%	-3%	14%	24%	24%	16%	34%	115%	107%	115%	145%

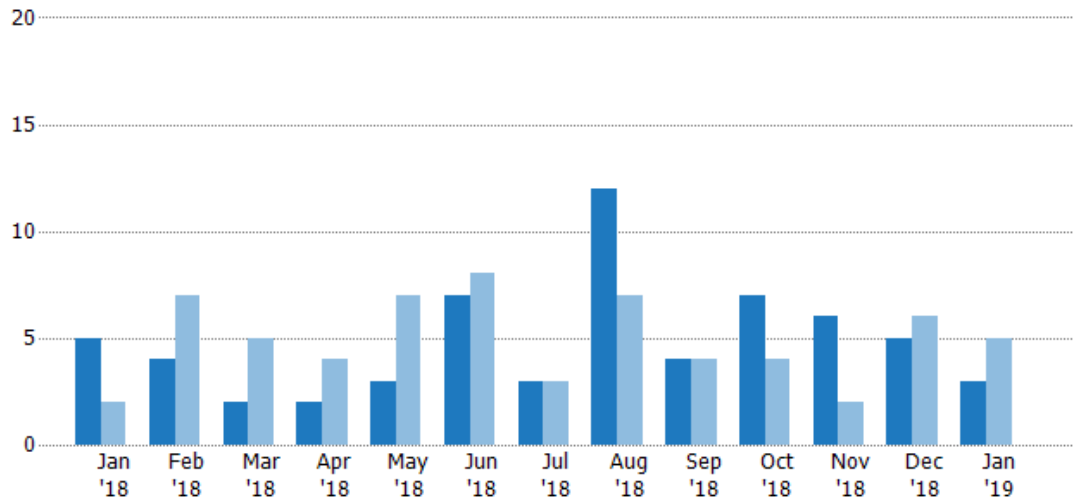
## Closed Sales

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  
Family Residence

Month/ Year	Count	% Chg.
Jan '19	3	-40%
Jan '18	5	150%
Jan '17	2	150%



Current Year	5	4	2	2	3	7	3	12	4	7	6	5	3
Prior Year	2	7	5	4	7	8	3	7	4	4	2	6	5
Percent Change from Prior Year	150%	-43%	-60%	-50%	-57%	-13%	0%	71%	0%	75%	200%	-17%	-40%

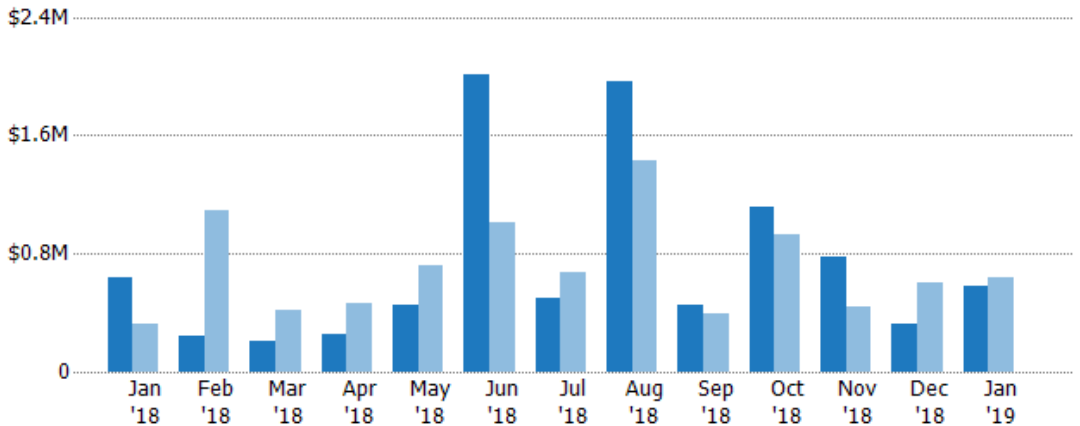
## Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Jan '19	\$575K	-9.4%
Jan '18	\$635K	97.4%
Jan '17	\$322K	-20.6%



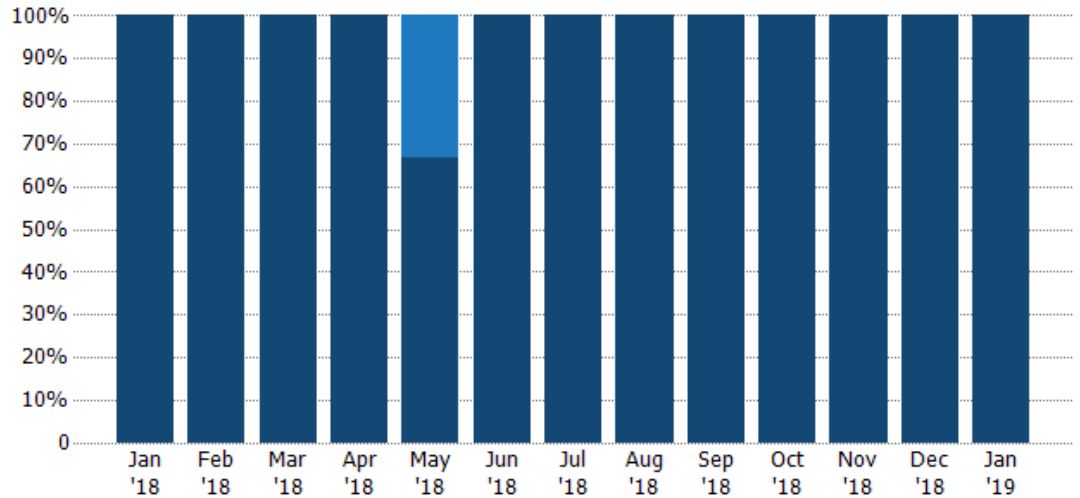
Current Year	\$635K	\$243K	\$206K	\$252K	\$447K	\$2.01M	\$496K	\$1.96M	\$452K	\$1.11M	\$780K	\$327K	\$575K
Prior Year	\$322K	\$1.09M	\$420K	\$459K	\$724K	\$1.01M	\$668K	\$1.43M	\$400K	\$934K	\$444K	\$599K	\$635K
Percent Change from Prior Year	97%	-78%	-51%	-45%	-38%	99%	-26%	37%	13%	19%	76%	-45%	-9%

## 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



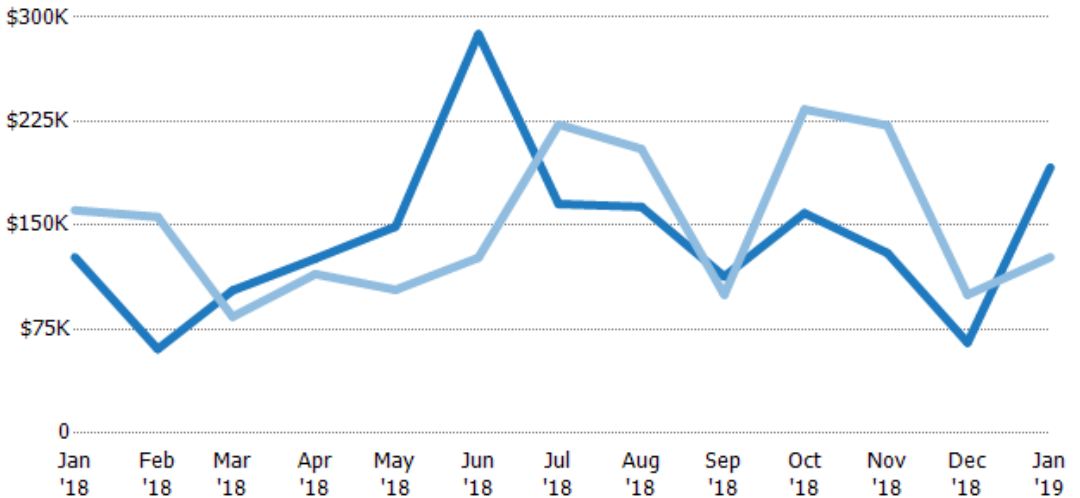
Condo/Townhouse	-	-	-	-	33%	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	67%	100%	100%	100%	100%	100%	100%	100%	100%

## Average Sales Price

The average 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



Current Year	\$127K	\$60.7K	\$103K	\$126K	\$149K	\$288K	\$165K	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K
Prior Year	\$161K	\$156K	\$84K	\$115K	\$103K	\$127K	\$223K	\$205K	\$100K	\$234K	\$222K	\$100K	\$127K
Percent Change from Prior Year	-21%	-61%	23%	10%	44%	127%	-26%	-20%	13%	-32%	-41%	-35%	51%

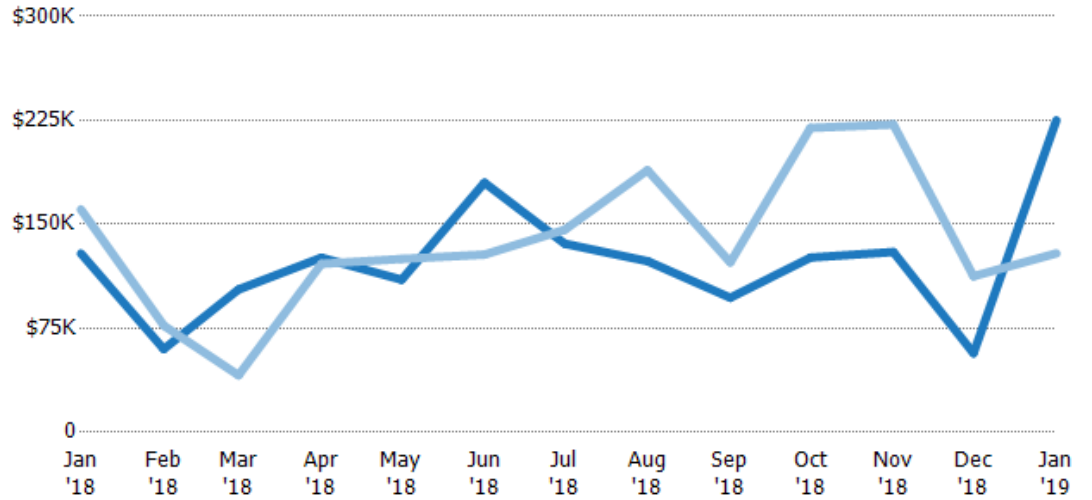
## Median Sales Price

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

Month/ Year	Price	% Chg.
Jan '19	\$225K	74.4%
Jan '18	\$129K	-19.8%
Jan '17	\$161K	-71.1%



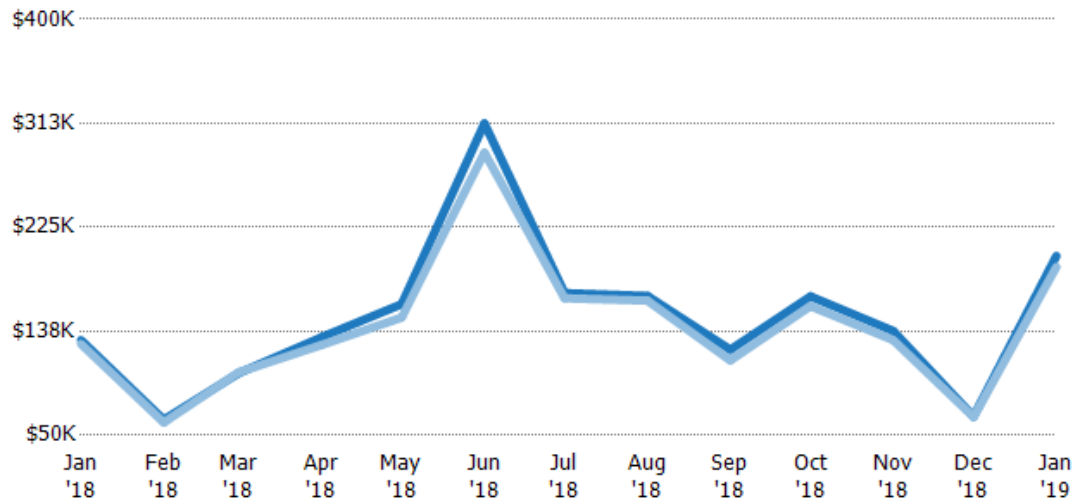
Current Year	\$129K	\$60K	\$103K	\$126K	\$110K	\$180K	\$136K	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K
Prior Year	\$161K	\$77K	\$41.1K	\$122K	\$125K	\$128K	\$146K	\$189K	\$123K	\$220K	\$222K	\$113K	\$129K
Percent Change from Prior Year	-20%	-22%	151%	4%	-12%	40%	-7%	-35%	-21%	-43%	-41%	-49%	74%

## 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



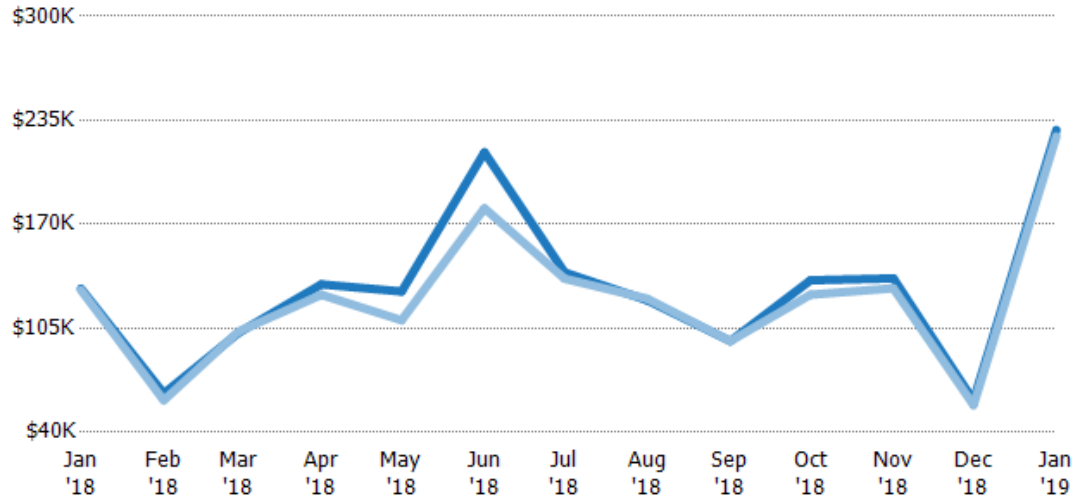
Avg List Price	\$130K	\$63.1K	\$102K	\$132K	\$160K	\$312K	\$170K	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K
Avg Sales Price	\$127K	\$60.7K	\$103K	\$126K	\$149K	\$288K	\$165K	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K
Avg Sales Price as a % of Avg List Price	98%	96%	101%	95%	93%	92%	97%	98%	93%	95%	94%	99%	95%

## 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



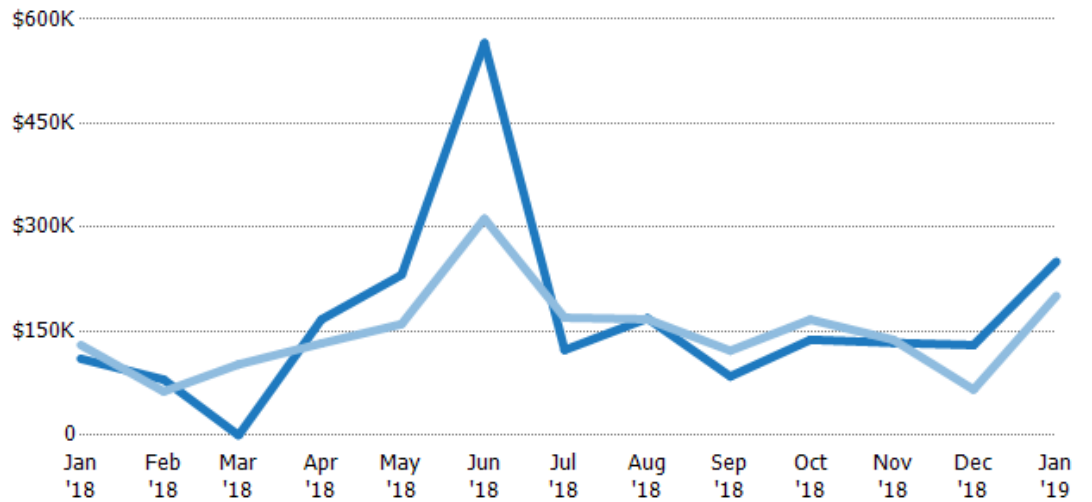
Median List Price	\$130K	\$64.3K	\$102K	\$132K	\$128K	\$215K	\$140K	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K
Median Sales Price	\$129K	\$60K	\$103K	\$126K	\$110K	\$180K	\$136K	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K
Med Sales Price as a % of Med List Price	99%	93%	101%	95%	86%	84%	97%	101%	100%	93%	95%	95%	98%

## 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

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



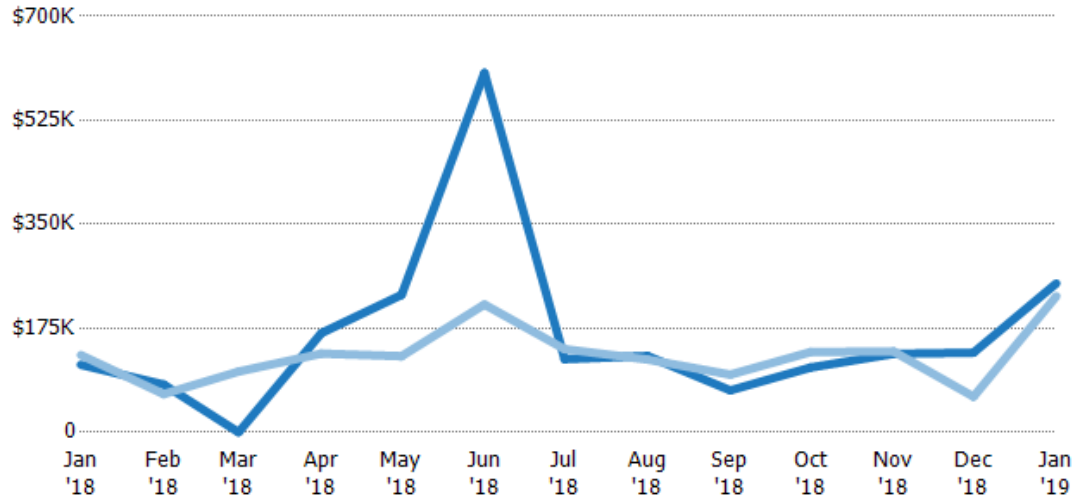
Avg Est Value	\$110K	\$80.3K	\$0	\$167K	\$231K	\$566K	\$123K	\$169K	\$84.9K	\$138K	\$133K	\$130K	\$251K
Avg Sales Price	\$130K	\$63.1K	\$102K	\$132K	\$160K	\$312K	\$170K	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K
Avg Sales Price as a % of Avg Est Value	118%	79%	100%	79%	69%	55%	138%	99%	144%	121%	103%	51%	80%

## 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

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



Median Est Value	\$113K	\$80.3K	\$0	\$167K	\$231K	\$605K	\$123K	\$128K	\$70.5K	\$109K	\$132K	\$134K	\$251K
Median Sales Price	\$130K	\$64.3K	\$102K	\$132K	\$128K	\$215K	\$140K	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K
Med Sales Price as a % of Med Est Value	114%	80%	100%	79%	55%	36%	114%	95%	138%	124%	103%	45%	91%