

## 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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	10	-30%	15	18	-16.7%
New Listing Volume	\$960,900	\$2,031,395	-52.7%	\$2,232,600	\$3,021,595	-26.1%
Active Listing Count	25	43	-41.9%	N/A	N/A	
Active Listing Volume	\$8,749,900	\$14,775,995	-40.8%	N/A	N/A	
Average Listing Price	\$349,996	\$343,628	+1.9%	\$327,776	\$361,208	-9.3%
Median Listing Price	\$189,000	\$164,000	+15.2%	\$160,642	\$198,664	-19.1%
Median Days in RPR	235	156	+50.6%	209.67	160.43	+30.7%
Months of Inventory	12.5	10.8	+16.3%	6.5	6.8	-4.1%
Absorption Rate	8%	9.3%	-1.3%	15.38%	14.75%	+0.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	11	4	+175%	16	15	+6.7%
New Pending Sales Volume	\$1,305,540	\$1,367,400	-4.5%	\$1,941,340	\$2,369,100	-18.1%
Pending Sales Count	14	6	+133.3%	N/A	N/A	
Pending Sales Volume	\$2,179,940	\$861,300	+153.1%	N/A	N/A	
Closed Sales Count	1	4	-75%	6	14	-57.1%
Closed Sales Volume	\$150,000	\$1,121,000	-86.6%	\$960,000	\$2,093,500	-54.1%
Average Sales Price	\$150,000	\$280,250	-46.5%	\$160,000	\$149,536	+7%
Median Sales Price	\$150,000	\$103,000	+45.6%	\$176,667	\$100,357	+76%

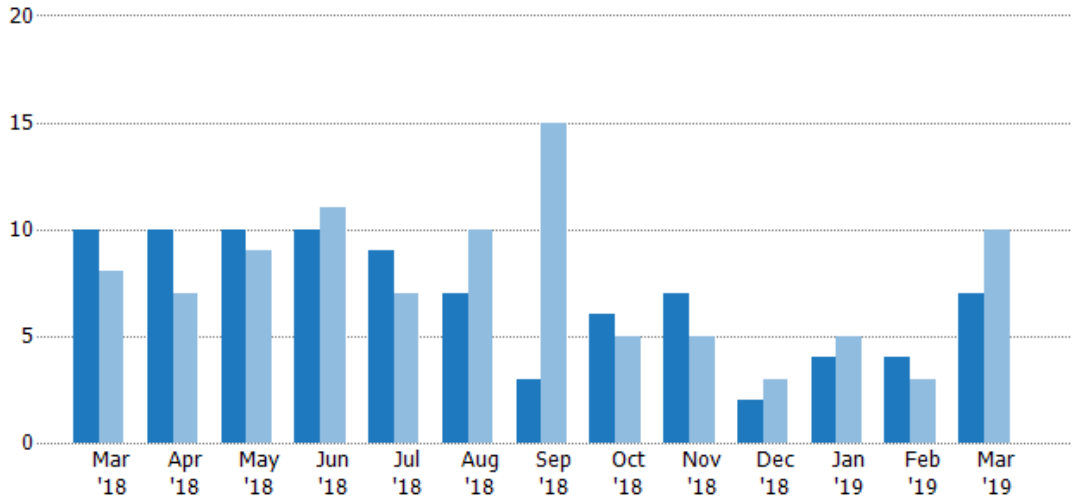
## New Listings

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.
Mar '19	7	-30%
Mar '18	10	25%
Mar '17	8	50%



Current Year	10	10	10	10	9	7	3	6	7	2	4	4	7
Prior Year	8	7	9	11	7	10	15	5	5	3	5	3	10
Percent Change from Prior Year	25%	43%	11%	-9%	29%	-30%	-80%	20%	40%	-33%	-20%	33%	-30%

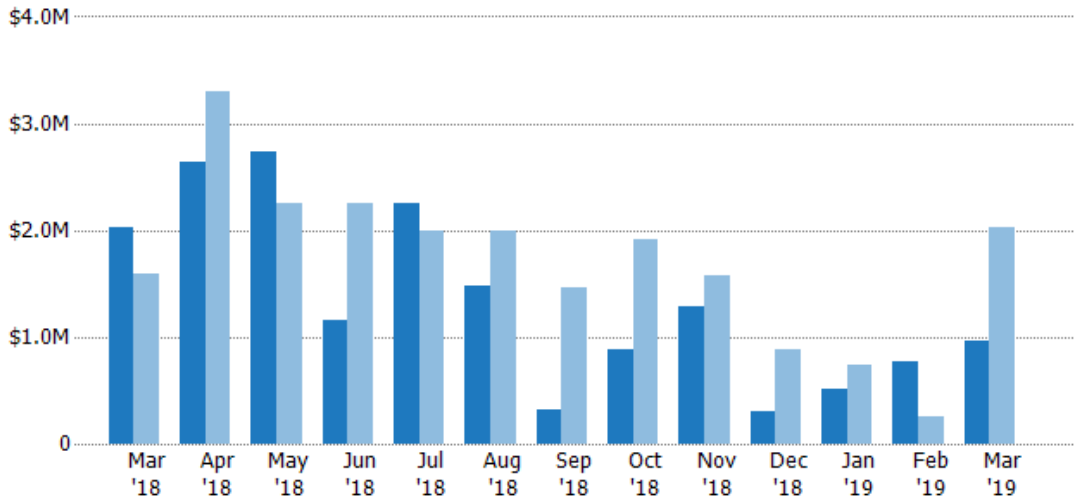
## New Listing Volume

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.
Mar '19	\$961K	-52.7%
Mar '18	\$2.03M	28.1%
Mar '17	\$1.59M	17.5%



Current Year	\$2.03M	\$2.64M	\$2.74M	\$1.16M	\$2.25M	\$1.48M	\$317K	\$881K	\$1.29M	\$305K	\$505K	\$767K	\$961K
Prior Year	\$1.59M	\$3.29M	\$2.25M	\$2.26M	\$1.99M	\$2M	\$1.46M	\$1.92M	\$1.57M	\$886K	\$742K	\$248K	\$2.03M
Percent Change from Prior Year	28%	-20%	21%	-49%	13%	-26%	-78%	-54%	-18%	-66%	-32%	209%	-53%

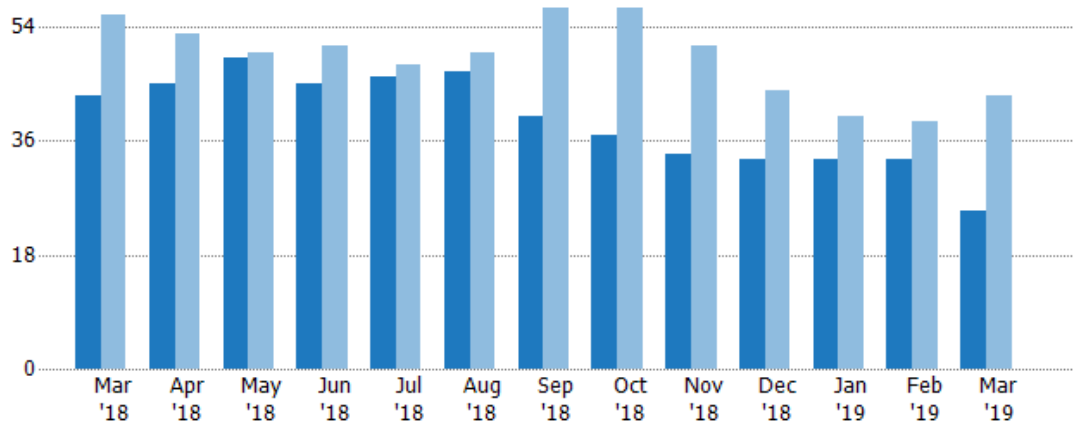
## Active Listings

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.
Mar '19	25	-41.9%
Mar '18	43	-23.2%
Mar '17	56	14.3%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	43	45	49	45	46	47	40	37	34	33	33	33	25
Prior Year	56	53	50	51	48	50	57	57	51	44	40	39	43
Percent Change from Prior Year	-23%	-15%	-2%	-12%	-4%	-6%	-30%	-35%	-33%	-25%	-18%	-15%	-42%

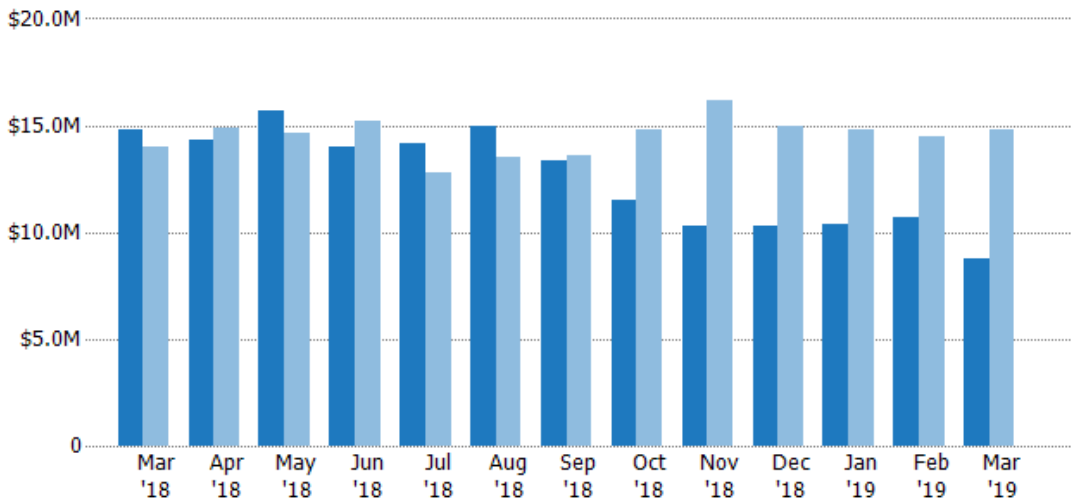
## Active Listing Volume

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.
Mar '19	\$8.75M	-40.8%
Mar '18	\$14.8M	5.6%
Mar '17	\$14M	13.4%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$14.8M	\$14.4M	\$15.7M	\$14M	\$14.2M	\$14.9M	\$13.4M	\$11.5M	\$10.3M	\$10.3M	\$10.4M	\$10.7M	\$8.75M
Prior Year	\$14M	\$14.9M	\$14.7M	\$15.2M	\$12.8M	\$13.5M	\$13.6M	\$14.8M	\$16.1M	\$15M	\$14.8M	\$14.5M	\$14.8M
Percent Change from Prior Year	6%	-4%	7%	-8%	10%	10%	-1%	-22%	-36%	-31%	-30%	-26%	-41%

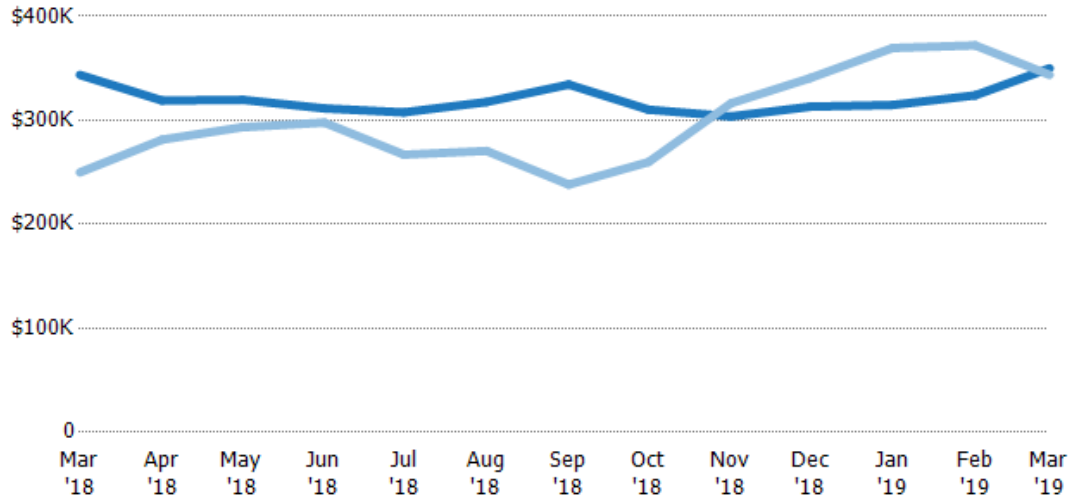
## Average Listing Price

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.
Mar '19	\$350K	1.9%
Mar '18	\$344K	37.5%
Mar '17	\$250K	-0.7%



Current Year	\$344K	\$319K	\$320K	\$311K	\$308K	\$318K	\$334K	\$310K	\$304K	\$313K	\$315K	\$324K	\$350K
Prior Year	\$250K	\$281K	\$293K	\$298K	\$267K	\$271K	\$238K	\$260K	\$316K	\$341K	\$370K	\$372K	\$344K
Percent Change from Prior Year	37%	13%	9%	5%	15%	17%	40%	19%	-4%	-8%	-15%	-13%	2%

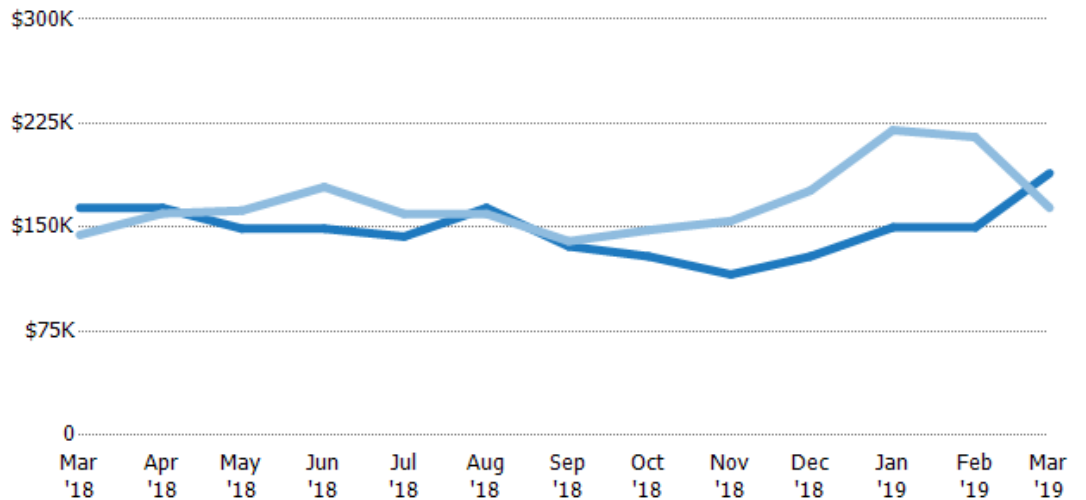
## Median Listing Price

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.
Mar '19	\$189K	15.2%
Mar '18	\$164K	13.5%
Mar '17	\$144K	-4.9%



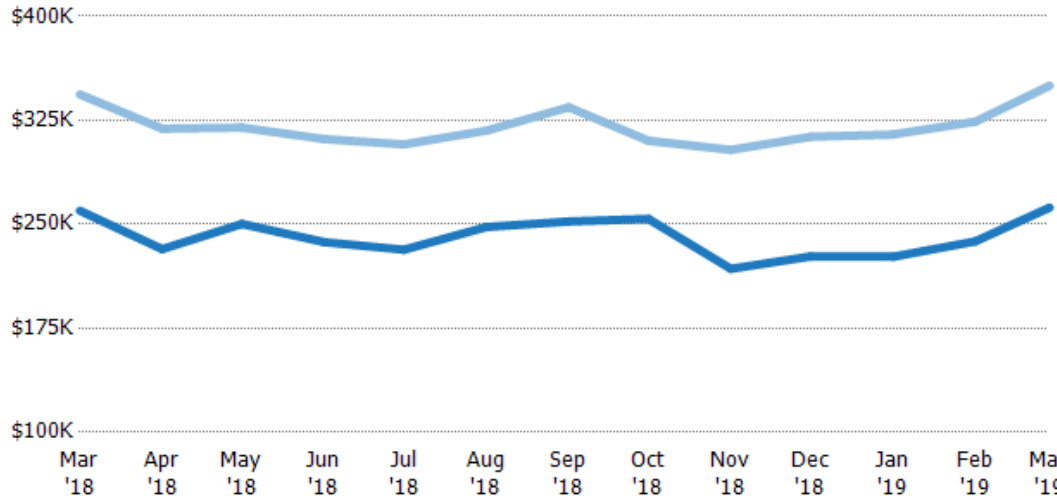
Current Year	\$164K	\$164K	\$149K	\$149K	\$143K	\$164K	\$136K	\$129K	\$116K	\$129K	\$150K	\$150K	\$189K
Prior Year	\$144K	\$160K	\$162K	\$179K	\$160K	\$160K	\$140K	\$148K	\$155K	\$177K	\$220K	\$215K	\$164K
Percent Change from Prior Year	14%	3%	-8%	-17%	-10%	3%	-3%	-13%	-25%	-27%	-32%	-30%	15%

## 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



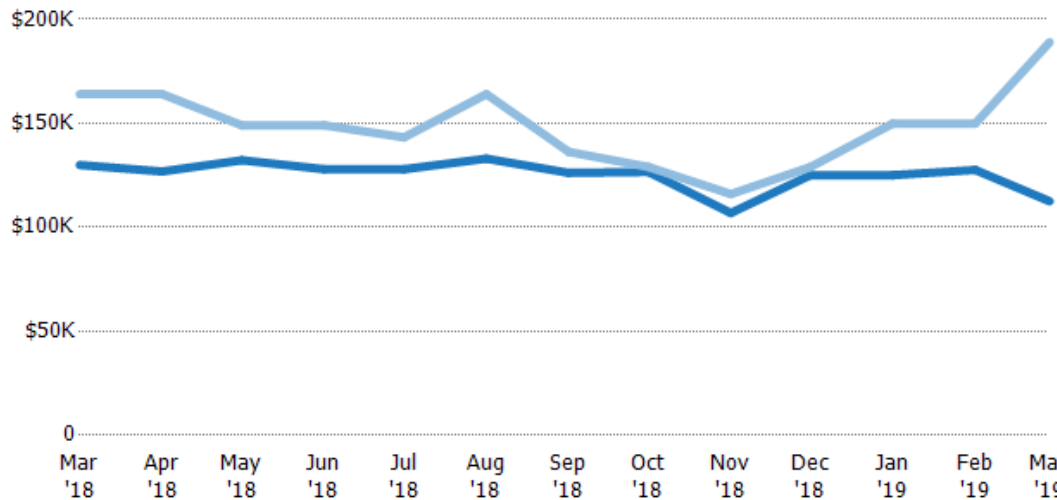
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$260K	\$232K	\$250K	\$237K	\$232K	\$248K	\$252K	\$254K	\$218K	\$227K	\$227K	\$238K	\$262K
Avg Listing Price	\$344K	\$319K	\$320K	\$311K	\$308K	\$318K	\$334K	\$310K	\$304K	\$313K	\$315K	\$324K	\$350K
Avg Listing Price as a % of Avg Est Value	132%	137%	128%	131%	133%	128%	133%	122%	139%	138%	139%	136%	134%

## 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



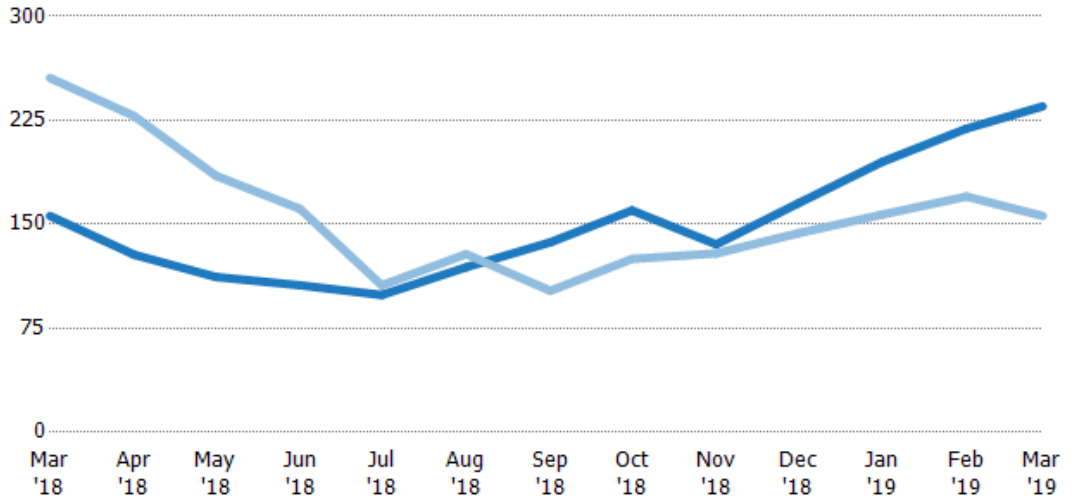
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$130K	\$127K	\$132K	\$128K	\$128K	\$133K	\$126K	\$127K	\$107K	\$125K	\$125K	\$128K	\$112K
Median Listing Price	\$164K	\$164K	\$149K	\$149K	\$143K	\$164K	\$136K	\$129K	\$116K	\$129K	\$150K	\$150K	\$189K
Med Listing Price as a % of Med Est Value	126%	129%	113%	116%	112%	123%	108%	102%	109%	103%	120%	118%	168%

## 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

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Family Residence



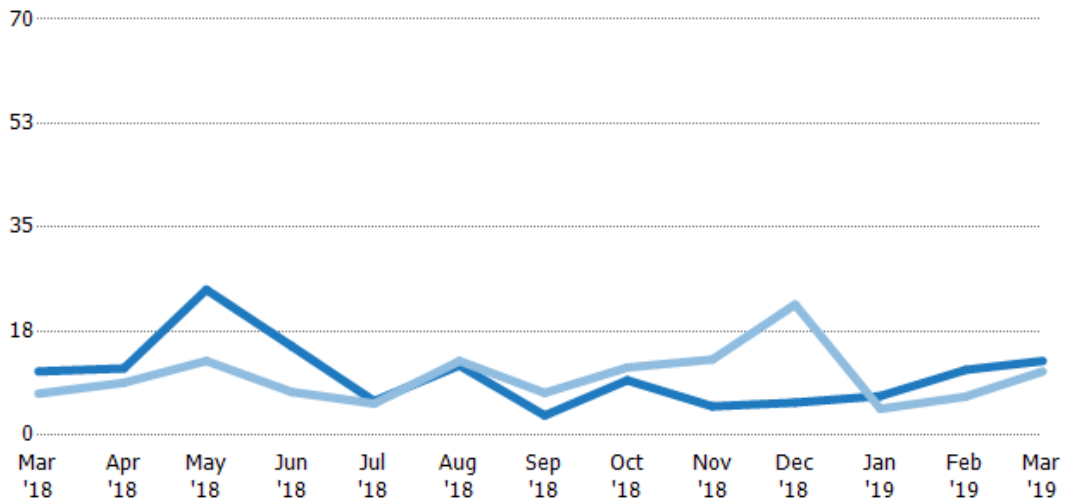
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	156	128	112	106	99	119	137	160	136	165	195	219	235
Prior Year	256	228	185	161	106	129	102	125	129	144	157	170	156
Percent Change from Prior Year	-39%	-44%	-39%	-34%	-7%	-7%	34%	28%	5%	15%	24%	29%	51%

## 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,  
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Property Type:  
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Family Residence



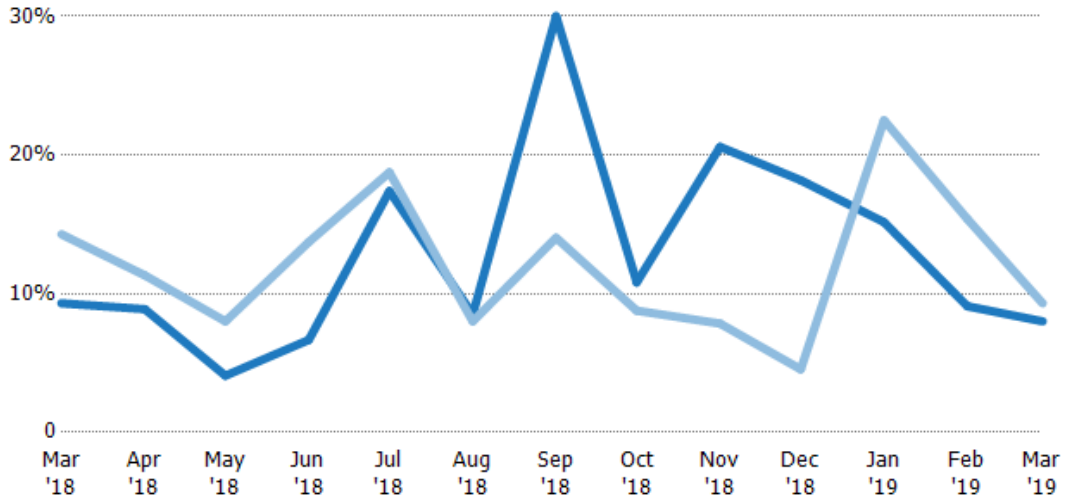
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	10.8	11.3	24.5	15	5.75	11.8	3.33	9.25	4.86	5.5	6.6	11	12.5
Prior Year	7	8.83	12.5	7.29	5.33	12.5	7.13	11.4	12.8	22	4.44	6.5	10.8
Percent Change from Prior Year	54%	27%	96%	106%	8%	-6%	-53%	-19%	-62%	-75%	49%	69%	16%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: North Springfield, VT 05150,  
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Property Type:  
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Family Residence



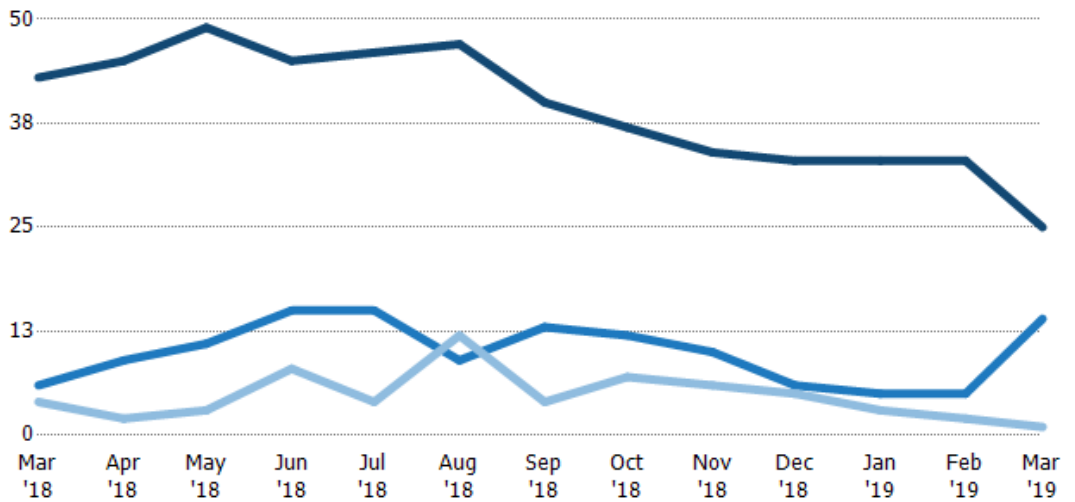
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	9%	9%	4%	7%	17%	9%	30%	11%	21%	18%	15%	9%	8%
Prior Year	14%	11%	8%	14%	19%	8%	14%	9%	8%	5%	23%	15%	9%
Change from Prior Year	5%	2%	4%	7%	1%	-1%	-16%	-2%	-13%	-14%	7%	6%	1%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	43	45	49	45	46	47	40	37	34	33	33	33	25
Pending	6	9	11	15	15	9	13	12	10	6	5	5	14
Sold	4	2	3	8	4	12	4	7	6	5	3	2	1

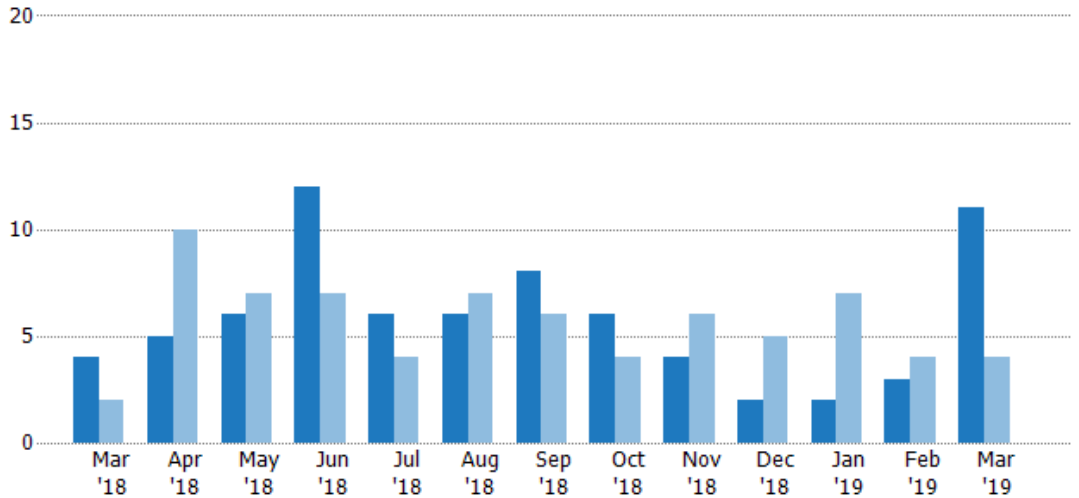
## New Pending Sales

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.
Mar '19	11	175%
Mar '18	4	100%
Mar '17	2	200%



Current Year	4	5	6	12	6	6	8	6	4	2	2	3	11
Prior Year	2	10	7	7	4	7	6	4	6	5	7	4	4
Percent Change from Prior Year	100%	-50%	-14%	71%	50%	-14%	33%	50%	-33%	-60%	-71%	-25%	175%

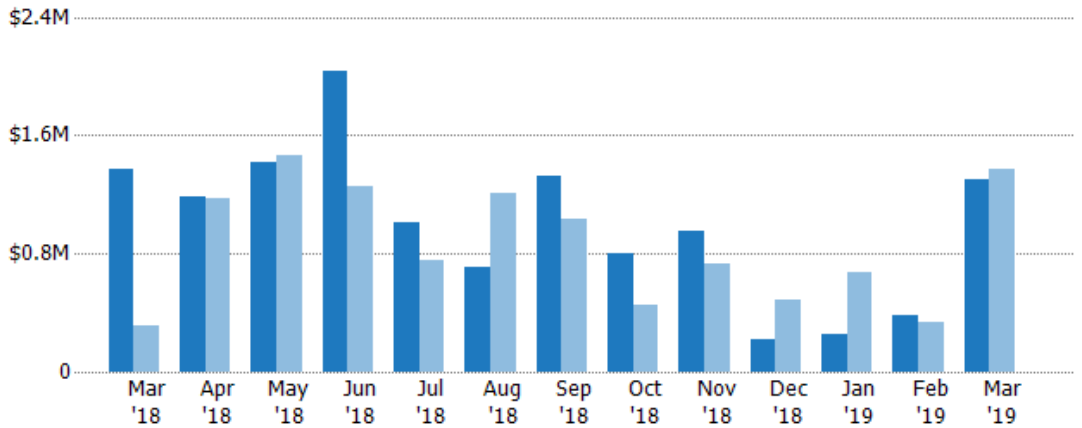
## New Pending Sales Volume

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.
Mar '19	\$1.31M	-4.5%
Mar '18	\$1.37M	343.2%
Mar '17	\$309K	84.1%



Current Year	\$1.37M	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$223K	\$254K	\$382K	\$1.31M
Prior Year	\$309K	\$1.17M	\$1.46M	\$1.25M	\$749K	\$1.21M	\$1.04M	\$457K	\$734K	\$486K	\$670K	\$331K	\$1.37M
Percent Change from Prior Year	343%	1%	-3%	62%	35%	-42%	28%	76%	29%	-54%	-62%	15%	-5%



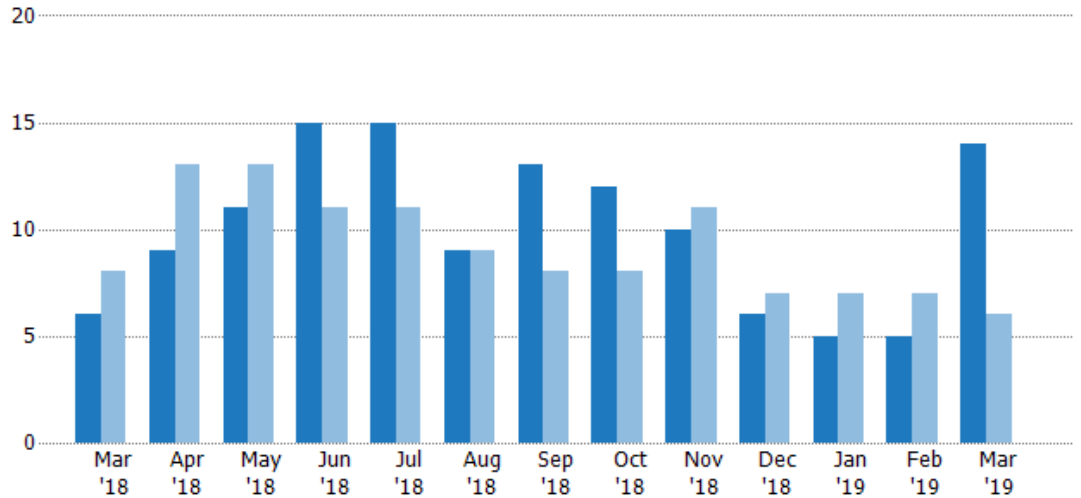
## Pending Sales

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.
Mar '19	14	133.3%
Mar '18	6	-25%
Mar '17	8	0%



Current Year	6	9	11	15	15	9	13	12	10	6	5	5	14
Prior Year	8	13	13	11	11	9	8	8	11	7	7	7	6
Percent Change from Prior Year	-25%	-31%	-15%	36%	36%	0%	63%	50%	-9%	-14%	-29%	-29%	133%

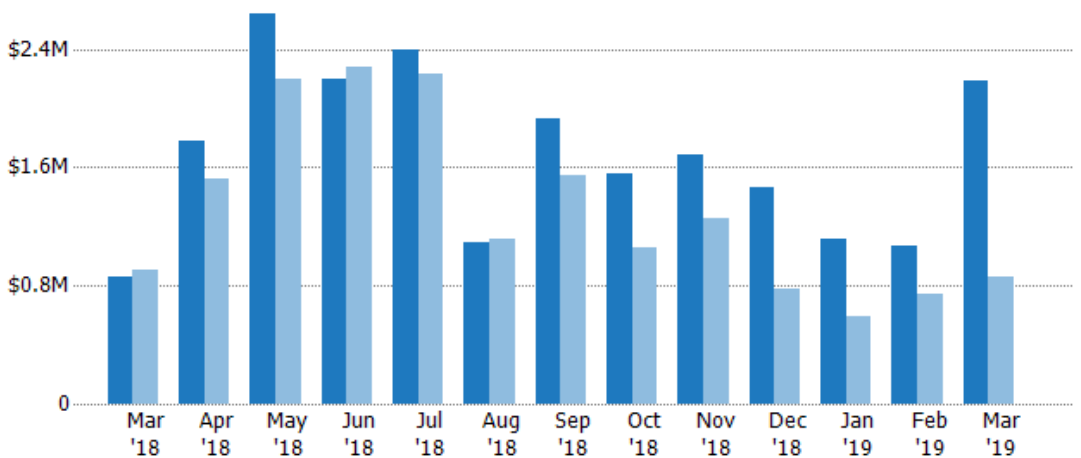
## Pending Sales Volume

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.
Mar '19	\$2.18M	153.1%
Mar '18	\$861K	-5.3%
Mar '17	\$909K	-0.1%



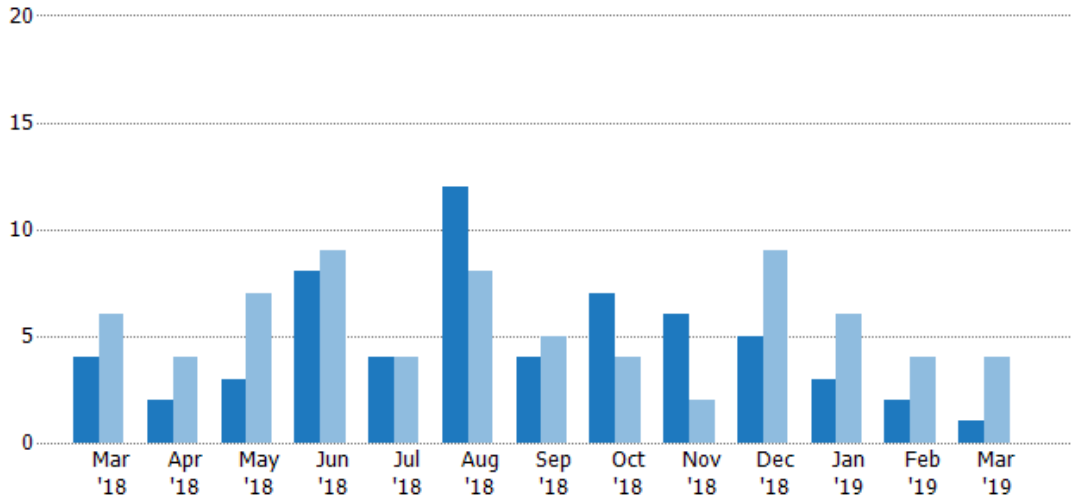
Current Year	\$861K	\$1.78M	\$2.64M	\$2.2M	\$2.39M	\$1.09M	\$1.93M	\$1.56M	\$1.68M	\$1.47M	\$1.12M	\$1.07M	\$2.18M
Prior Year	\$909K	\$1.53M	\$2.2M	\$2.28M	\$2.23M	\$1.12M	\$1.54M	\$1.06M	\$1.25M	\$778K	\$592K	\$746K	\$861K
Percent Change from Prior Year	-5%	17%	20%	-3%	7%	-3%	25%	47%	35%	89%	89%	43%	153%

## 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



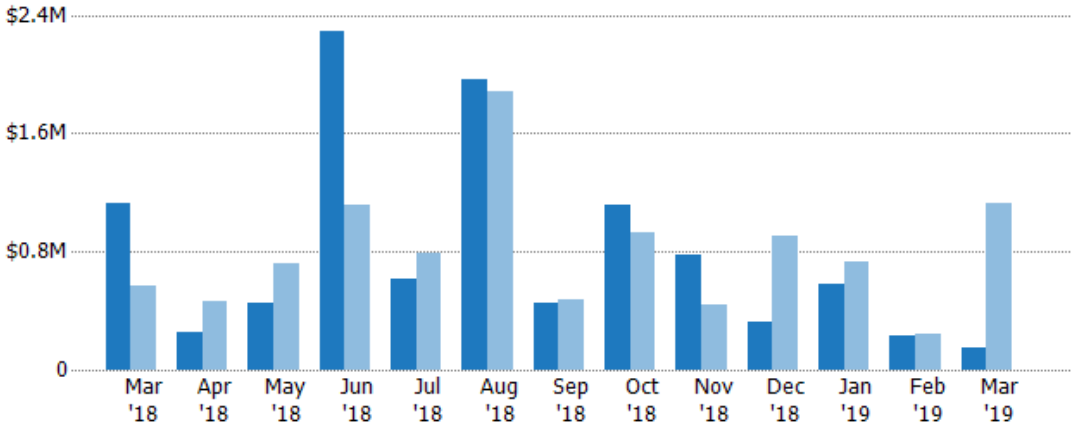
Month/Year	Count	% Chg.
Mar '19	1	-75%
Mar '18	4	-33.3%
Mar '17	6	-66.7%

## 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



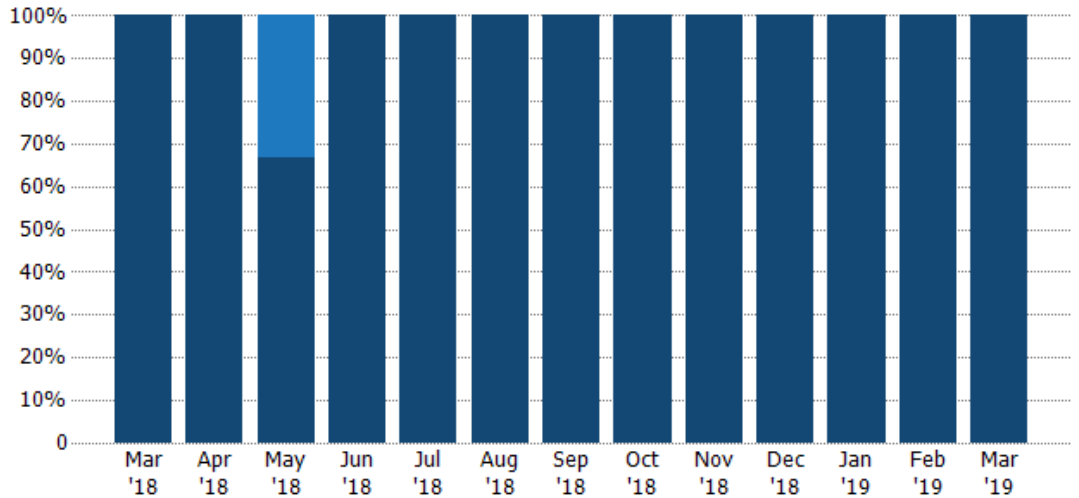
Month/Year	Volume	% Chg.
Mar '19	\$150K	-86.6%
Mar '18	\$1.12M	97%
Mar '17	\$569K	-84.2%

## 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



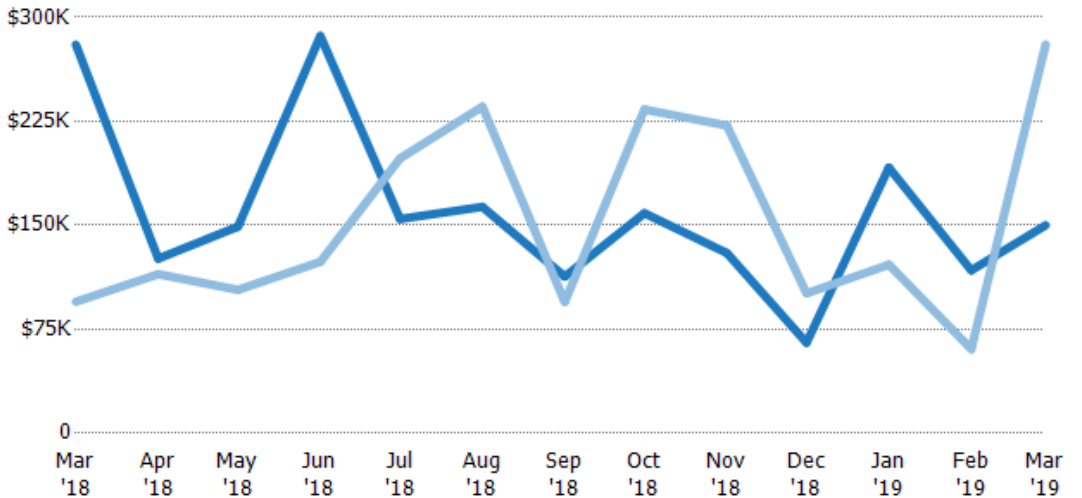
Condo/Townhouse	-	-	33%	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	67%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

## 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	\$280K	\$126K	\$149K	\$286K	\$155K	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K	\$118K	\$150K
Prior Year	\$94.8K	\$115K	\$103K	\$124K	\$198K	\$236K	\$94.7K	\$234K	\$222K	\$101K	\$122K	\$60.7K	\$280K
Percent Change from Prior Year	195%	10%	44%	132%	-22%	-31%	19%	-32%	-41%	-35%	58%	93%	-46%

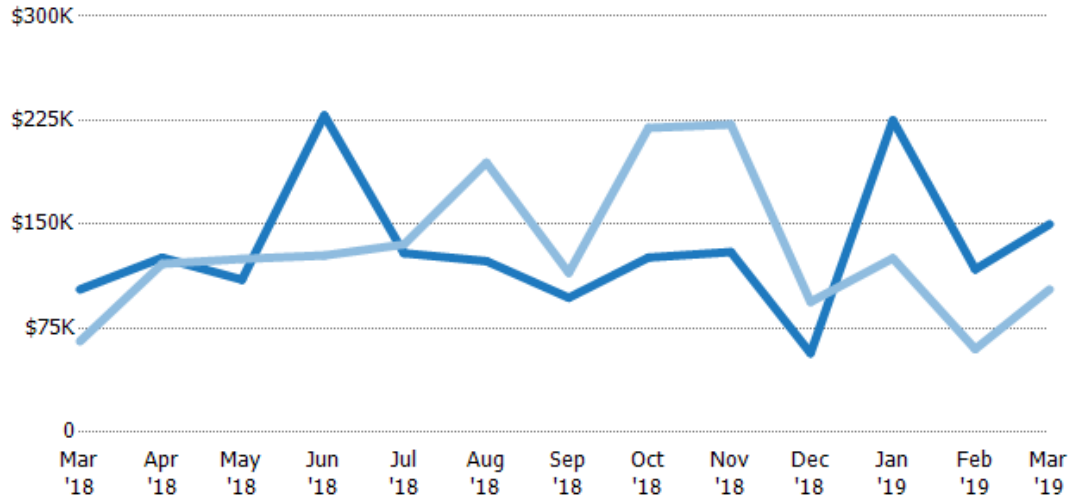
## Median Sales Price

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.
Mar '19	\$150K	45.6%
Mar '18	\$103K	57.2%
Mar '17	\$65.5K	-31.3%



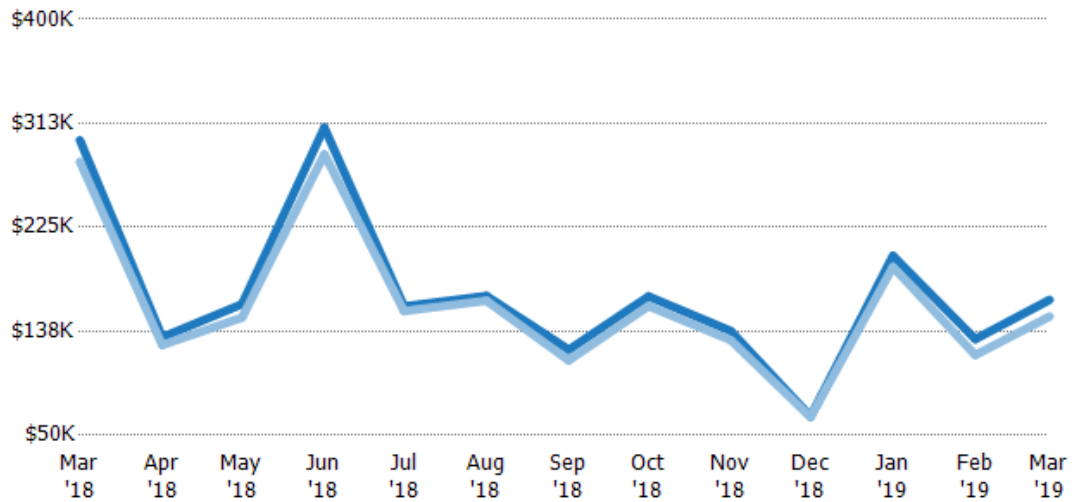
Current Year	\$103K	\$126K	\$110K	\$229K	\$129K	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K	\$118K	\$150K
Prior Year	\$65.5K	\$122K	\$125K	\$128K	\$135K	\$195K	\$115K	\$220K	\$222K	\$94K	\$126K	\$60K	\$103K
Percent Change from Prior Year	57%	4%	-12%	79%	-5%	-37%	-16%	-43%	-41%	-39%	79%	96%	46%

## 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



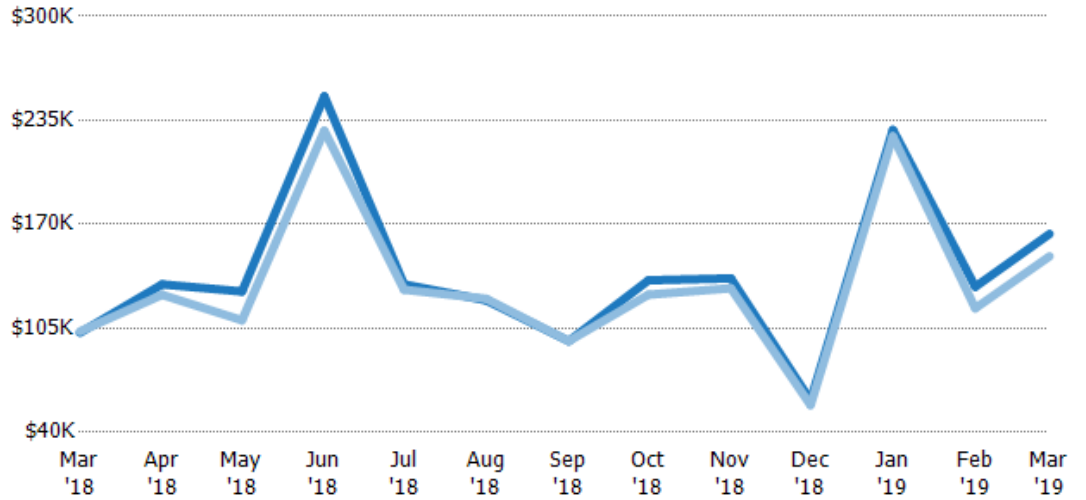
Avg List Price	\$298K	\$132K	\$160K	\$309K	\$158K	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K	\$131K	\$164K
Avg Sales Price	\$280K	\$126K	\$149K	\$286K	\$155K	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K	\$118K	\$150K
Avg Sales Price as a % of Avg List Price	94%	95%	93%	93%	98%	98%	93%	95%	94%	99%	95%	90%	91%

## 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



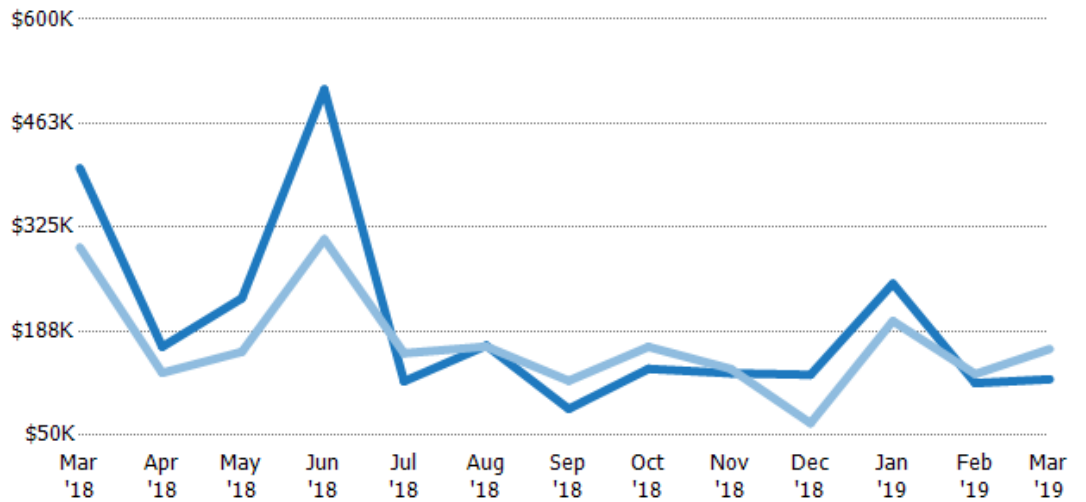
Median List Price	\$102K	\$132K	\$128K	\$250K	\$132K	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K	\$131K	\$164K
Median Sales Price	\$103K	\$126K	\$110K	\$229K	\$129K	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K	\$118K	\$150K
Med Sales Price as a % of Med List Price	101%	95%	86%	91%	98%	101%	100%	93%	95%	95%	98%	90%	91%

## 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



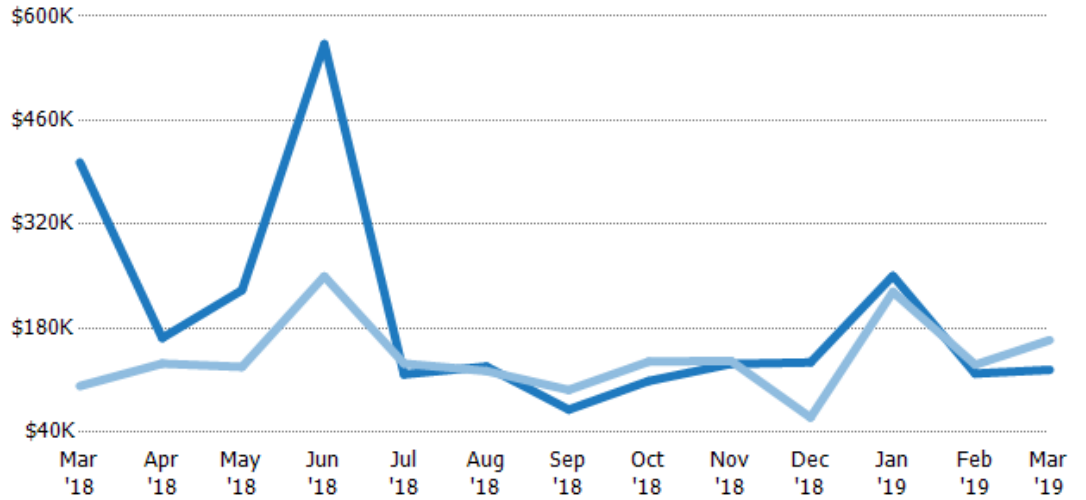
Avg Est Value	\$403K	\$167K	\$231K	\$507K	\$121K	\$169K	\$84.9K	\$138K	\$132K	\$130K	\$251K	\$119K	\$124K
Avg Sales Price	\$298K	\$132K	\$160K	\$309K	\$158K	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K	\$131K	\$164K
Avg Sales Price as a % of Avg Est Value	74%	79%	69%	61%	131%	99%	144%	121%	104%	51%	80%	110%	132%

## 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	\$403K	\$167K	\$231K	\$563K	\$118K	\$128K	\$70.5K	\$109K	\$132K	\$134K	\$251K	\$119K	\$124K
Median Sales Price	\$102K	\$132K	\$128K	\$250K	\$132K	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K	\$131K	\$164K
Med Sales Price as a % of Med Est Value	25%	79%	55%	44%	112%	95%	138%	124%	103%	45%	91%	110%	132%