

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	3	+33.3%	8	8	±
New Listing Volume	\$767,000	\$247,900	+209.4%	\$1,271,700	\$990,200	+28.4%
Active Listing Count	33	39	-15.4%	N/A	N/A	
Active Listing Volume	\$10,691,340	\$14,508,900	-26.3%	N/A	N/A	
Average Listing Price	\$323,980	\$372,023	-12.9%	\$319,359	\$370,777	-13.9%
Median Listing Price	\$149,900	\$215,000	-30.3%	\$149,900	\$217,532	-31.1%
Median Days in RPR	219	170	+28.8%	204.6	162.2	+26.1%
Months of Inventory	11	6.5	+69.2%	6.6	6.6	+0.3%
Absorption Rate	9.09%	15.38%	-6.3%	15.15%	15.19%	0%
Sales Activity Charts Metrics						
New Pending Sales Count	3	4	-25%	5	11	-54.5%
New Pending Sales Volume	\$382,000	\$331,400	+15.3%	\$635,800	\$1,001,700	-36.5%
Pending Sales Count	5	7	-28.6%	N/A	N/A	
Pending Sales Volume	\$1,070,400	\$746,300	+43.4%	N/A	N/A	
Closed Sales Count	2	4	-50%	5	10	-50%
Closed Sales Volume	\$235,000	\$242,900	-3.3%	\$810,000	\$972,500	-16.7%
Average Sales Price	\$117,500	\$60,725	+93.5%	\$162,000	\$97,250	+66.6%
Median Sales Price	\$117,500	\$60,000	+95.8%	\$182,000	\$99,300	+83.3%

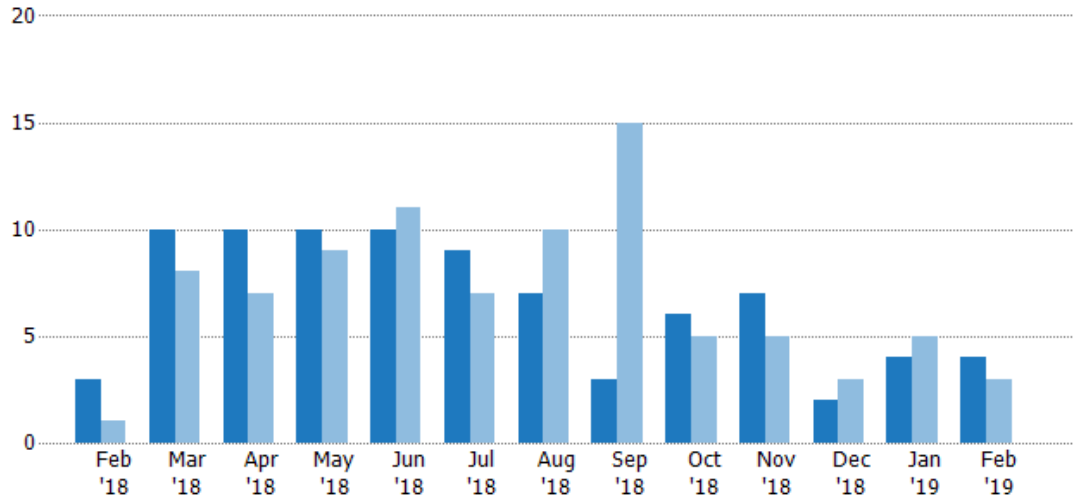
New Listings

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.
Feb '19	4	33.3%
Feb '18	3	200%
Feb '17	1	1,000%



Current Year	3	10	10	10	10	9	7	3	6	7	2	4	4
Prior Year	1	8	7	9	11	7	10	15	5	5	3	5	3
Percent Change from Prior Year	200%	25%	43%	11%	-9%	29%	-30%	-80%	20%	40%	-33%	-20%	33%

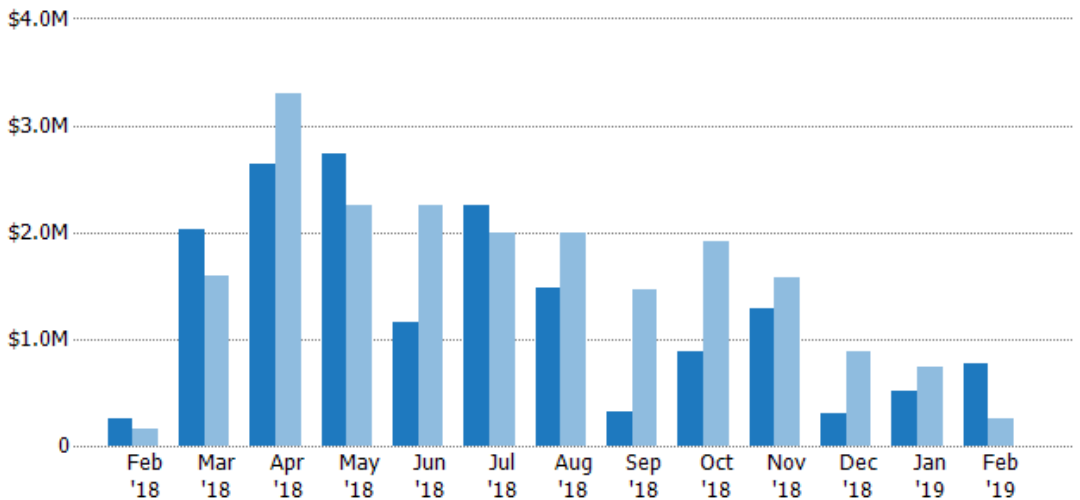
New Listing Volume

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.
Feb '19	\$767K	209.4%
Feb '18	\$248K	55.9%
Feb '17	\$159K	875.2%



Current Year	\$248K	\$2.03M	\$2.64M	\$2.74M	\$1.16M	\$2.25M	\$1.48M	\$317K	\$881K	\$1.29M	\$305K	\$505K	\$767K
Prior Year	\$159K	\$1.59M	\$3.29M	\$2.25M	\$2.26M	\$1.99M	\$2M	\$1.46M	\$1.92M	\$1.57M	\$886K	\$742K	\$248K
Percent Change from Prior Year	56%	28%	-20%	21%	-49%	13%	-26%	-78%	-54%	-18%	-66%	-32%	209%

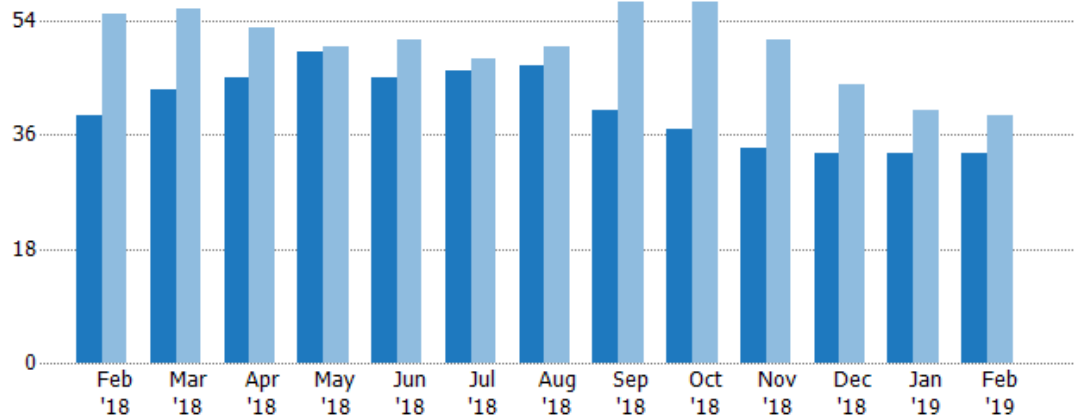
Active Listings

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.
Feb '19	33	-15.4%
Feb '18	39	-29.1%
Feb '17	55	14.5%



Current Year

Prior Year

Percent Change from Prior Year

39	43	45	49	45	46	47	40	37	34	33	33	33
55	56	53	50	51	48	50	57	57	51	44	40	39
-29%	-23%	-15%	-2%	-12%	-4%	-6%	-30%	-35%	-33%	-25%	-18%	-15%

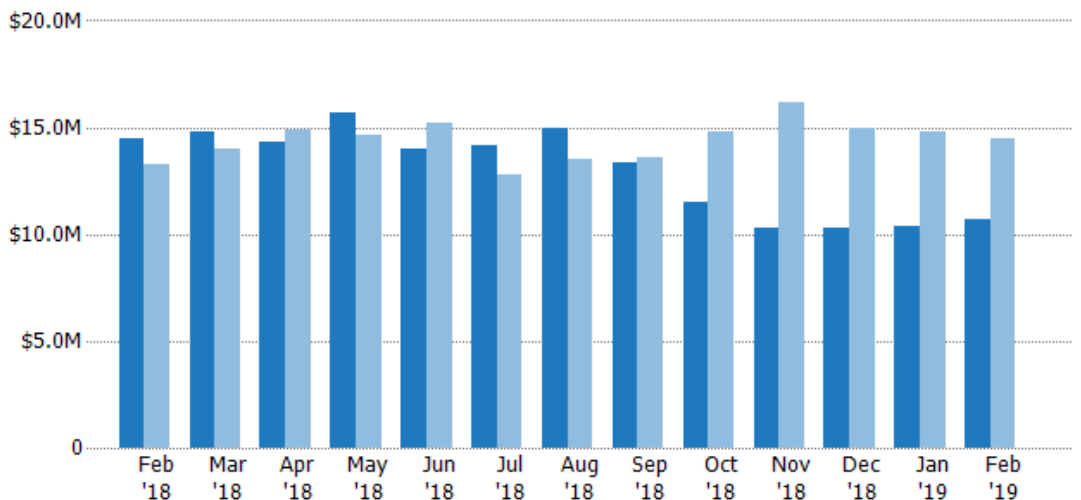
Active Listing Volume

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.
Feb '19	\$10.7M	-26.3%
Feb '18	\$14.5M	9.2%
Feb '17	\$13.3M	26%



Current Year

Prior Year

Percent Change from Prior Year

\$14.5M	\$14.8M	\$14.4M	\$15.7M	\$14M	\$14.2M	\$14.9M	\$13.4M	\$11.5M	\$10.3M	\$10.3M	\$10.4M	\$10.7M
\$13.3M	\$14M	\$14.9M	\$14.7M	\$15.2M	\$12.8M	\$13.5M	\$13.6M	\$14.8M	\$16.1M	\$15M	\$14.8M	\$14.5M
9%	6%	-4%	7%	-8%	10%	10%	-1%	-22%	-36%	-31%	-30%	-26%

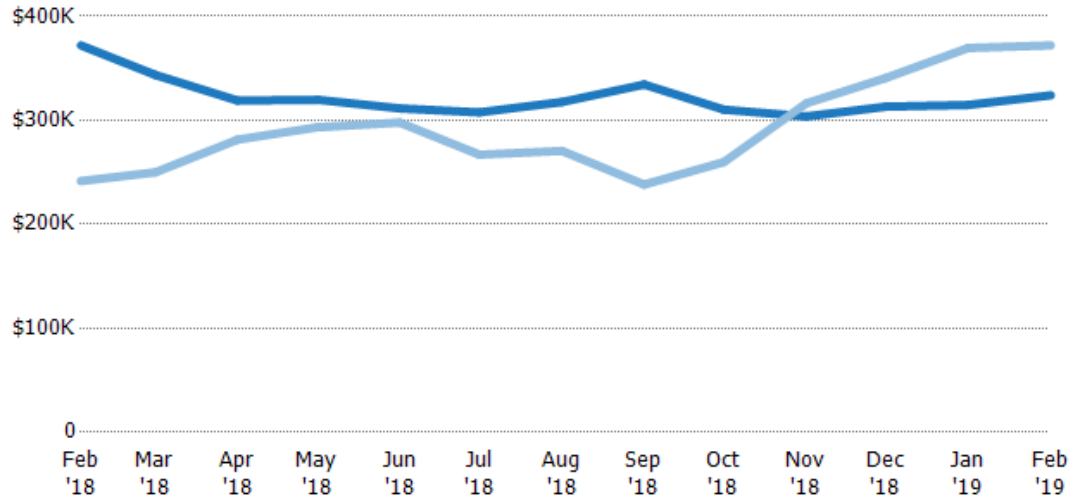
Average Listing Price

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.
Feb '19	\$324K	-12.9%
Feb '18	\$372K	54%
Feb '17	\$242K	10%



Current Year	\$372K	\$344K	\$319K	\$320K	\$311K	\$308K	\$318K	\$334K	\$310K	\$304K	\$313K	\$315K	\$324K
Prior Year	\$242K	\$250K	\$281K	\$293K	\$298K	\$267K	\$271K	\$238K	\$260K	\$316K	\$341K	\$370K	\$372K
Percent Change from Prior Year	54%	37%	13%	9%	5%	15%	17%	40%	19%	-4%	-8%	-15%	-13%

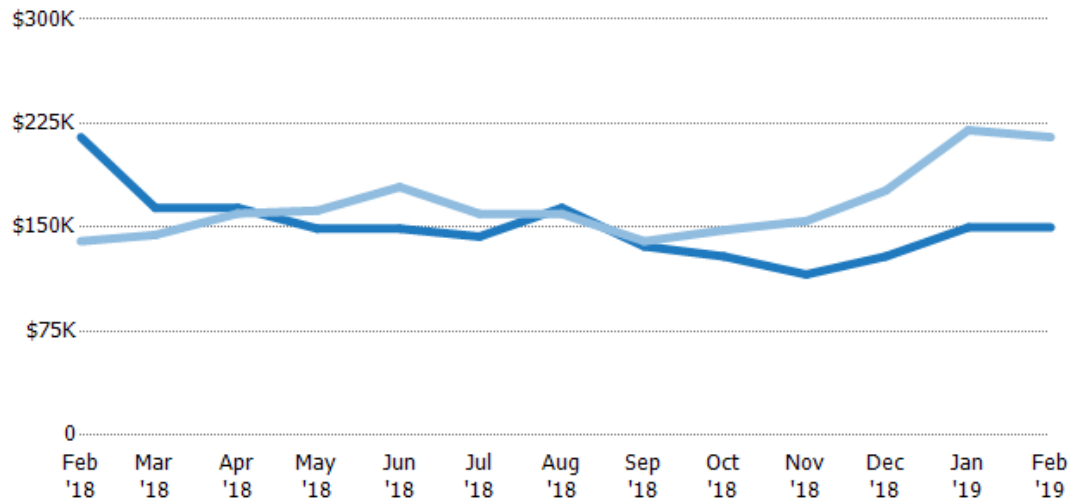
Median Listing Price

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.
Feb '19	\$150K	-30.3%
Feb '18	\$215K	53.7%
Feb '17	\$140K	-7.8%



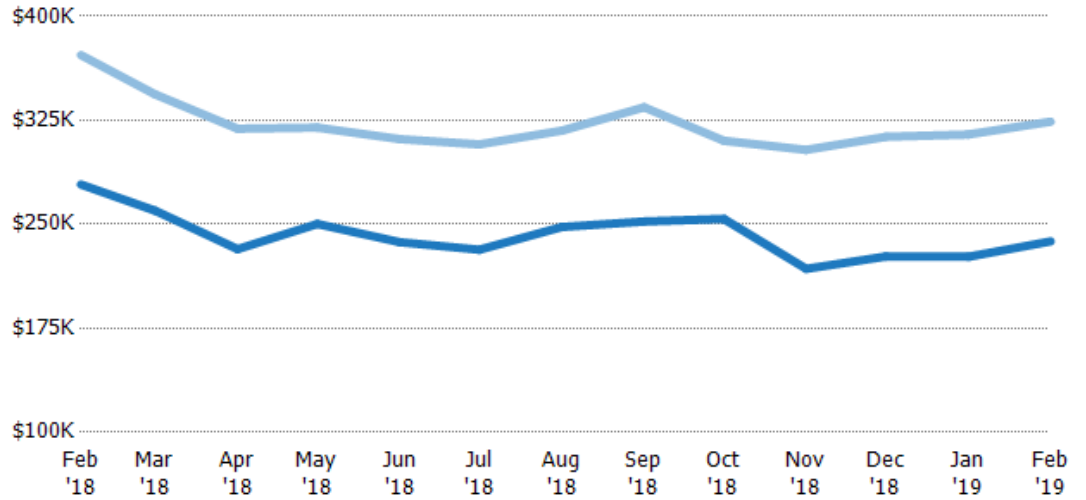
Current Year	\$215K	\$164K	\$164K	\$149K	\$149K	\$143K	\$164K	\$136K	\$129K	\$116K	\$129K	\$150K	\$150K
Prior Year	\$140K	\$144K	\$160K	\$162K	\$179K	\$160K	\$160K	\$140K	\$148K	\$155K	\$177K	\$220K	\$215K
Percent Change from Prior Year	54%	14%	3%	-8%	-17%	-10%	3%	-3%	-13%	-25%	-27%	-32%	-30%

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



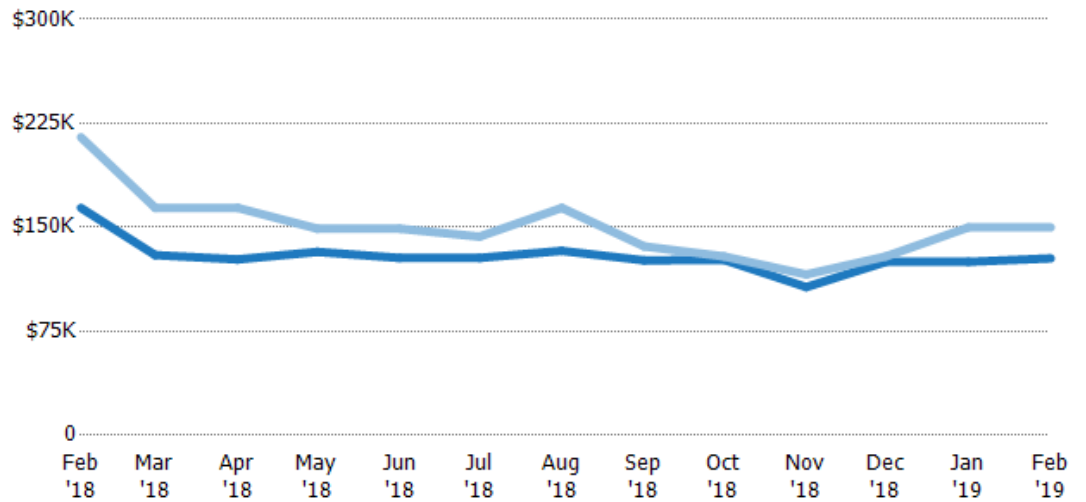
Avg Est Value	\$279K	\$260K	\$232K	\$250K	\$237K	\$232K	\$248K	\$252K	\$254K	\$218K	\$227K	\$227K	\$238K
Avg Listing Price	\$372K	\$344K	\$319K	\$320K	\$311K	\$308K	\$318K	\$334K	\$310K	\$304K	\$313K	\$315K	\$324K
Avg Listing Price as a % of Avg Est Value	133%	132%	137%	128%	131%	133%	128%	133%	122%	139%	138%	139%	136%

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 Est Value	\$164K	\$130K	\$127K	\$132K	\$128K	\$128K	\$133K	\$126K	\$127K	\$107K	\$125K	\$125K	\$128K
Median Listing Price	\$215K	\$164K	\$164K	\$149K	\$149K	\$143K	\$164K	\$136K	\$129K	\$116K	\$129K	\$150K	\$150K
Med Listing Price as a % of Med Est Value	131%	126%	129%	113%	116%	112%	123%	108%	102%	109%	103%	120%	118%

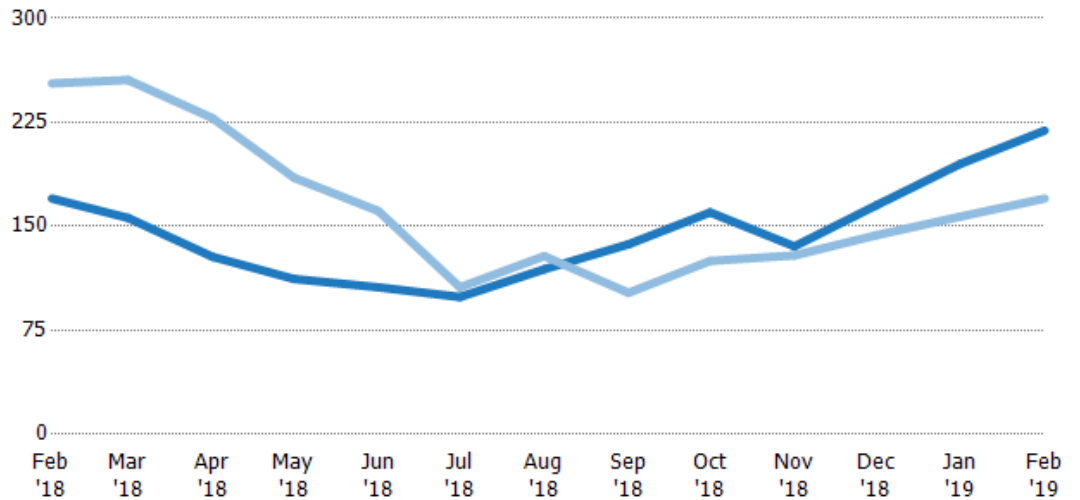
Median Days in RPR

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.
Feb '19	219	28.8%
Feb '18	170	-32.8%
Feb '17	253	-36%



Current Year	170	156	128	112	106	99	119	137	160	136	165	195	219
Prior Year	253	256	228	185	161	106	129	102	125	129	144	157	170
Percent Change from Prior Year	-33%	-39%	-44%	-39%	-34%	-7%	-7%	34%	28%	5%	15%	24%	29%

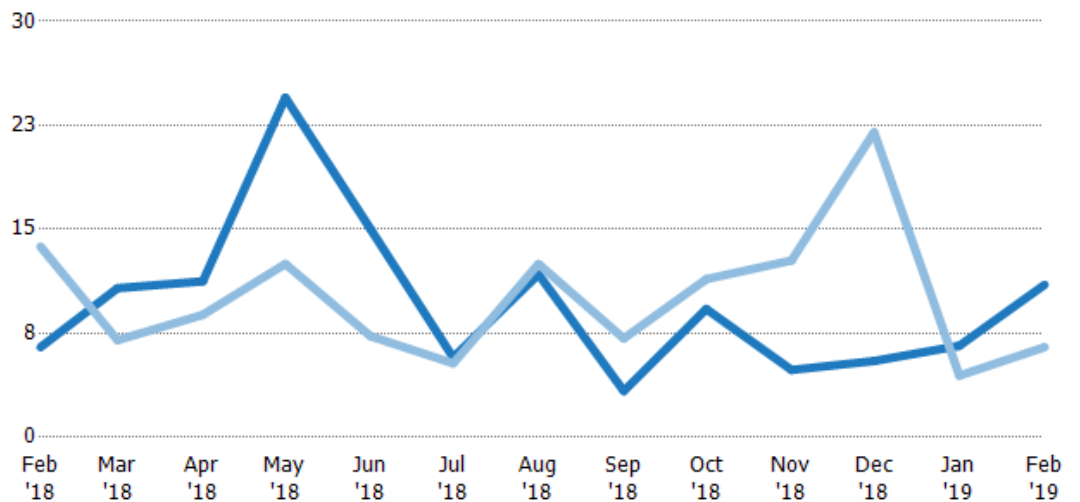
Months of Inventory

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.
Feb '19	11	69.2%
Feb '18	6.5	-52.7%
Feb '17	13.8	-23.6%



Current Year	6.5	10.8	11.3	24.5	15	5.75	11.8	3.33	9.25	4.86	5.5	6.6	11
Prior Year	13.8	7	8.83	12.5	7.29	5.33	12.5	7.13	11.4	12.8	22	4.44	6.5
Percent Change from Prior Year	-53%	54%	27%	96%	106%	8%	-6%	-53%	-19%	-62%	-75%	49%	69%

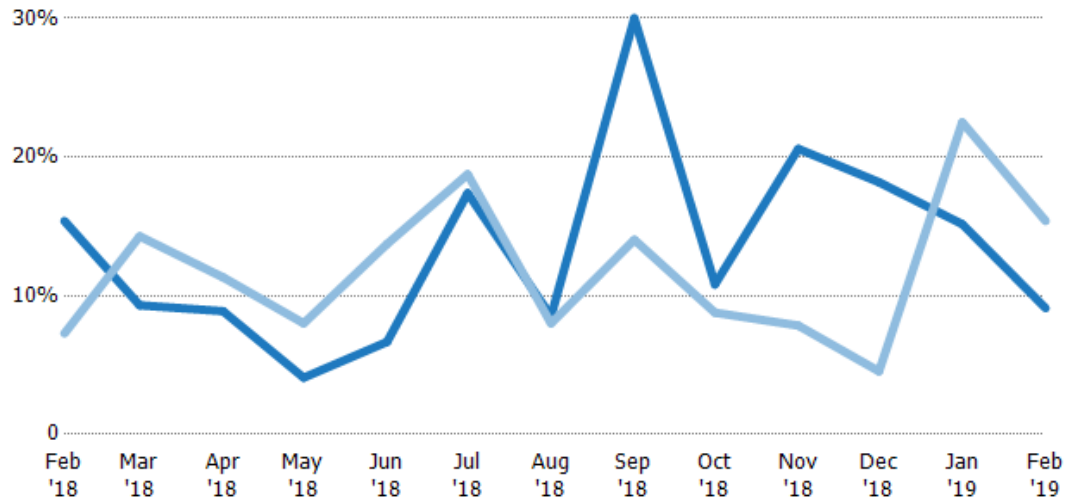
Absorption Rate

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.
Feb '19	9%	6.3%
Feb '18	15%	-8.1%
Feb '17	7%	30.9%



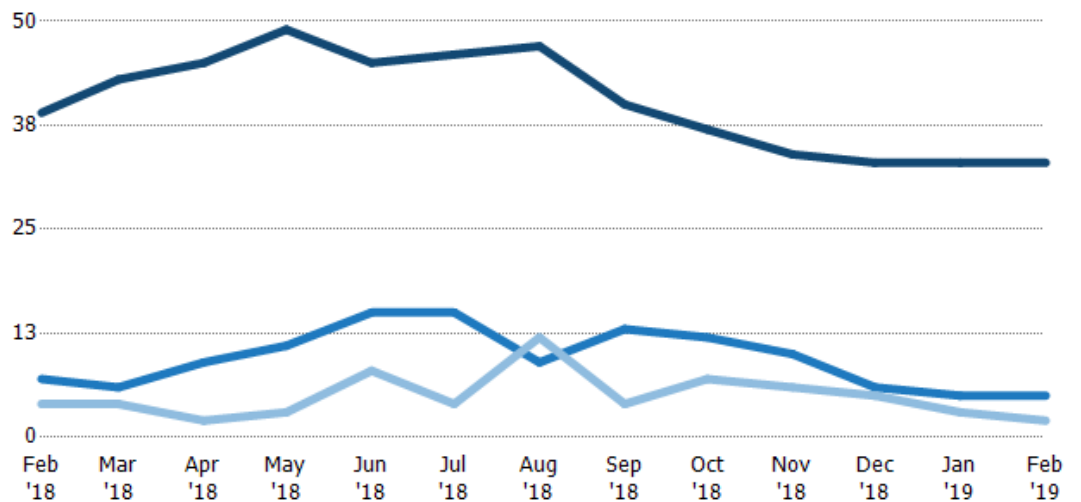
Current Year	15%	9%	9%	4%	7%	17%	9%	30%	11%	21%	18%	15%	9%
Prior Year	7%	14%	11%	8%	14%	19%	8%	14%	9%	8%	5%	23%	15%
Change from Prior Year	-8%	5%	2%	4%	7%	1%	-1%	-16%	-2%	-13%	-14%	7%	6%

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	43	45	49	45	46	47	40	37	34	33	33	33
Pending	7	6	9	11	15	15	9	13	12	10	6	5	5
Sold	4	4	2	3	8	4	12	4	7	6	5	3	2

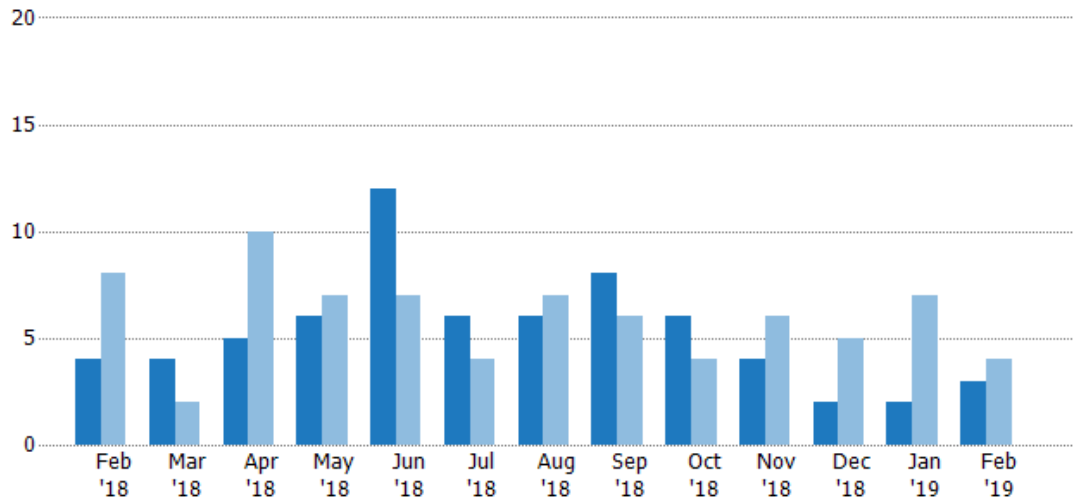
New Pending Sales

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.
Feb '19	3	-25%
Feb '18	4	-50%
Feb '17	8	-62.5%



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

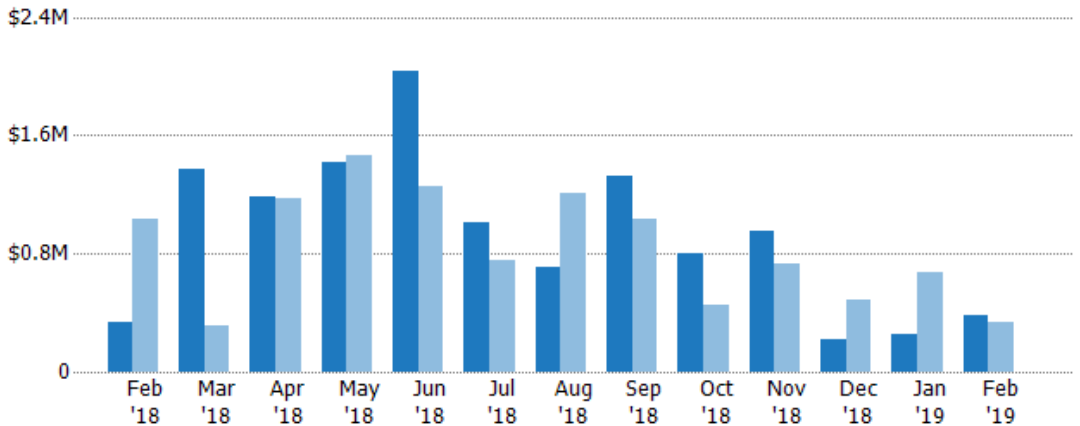
New Pending Sales Volume

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.
Feb '19	\$382K	15.3%
Feb '18	\$331K	-67.9%
Feb '17	\$1.03M	-64.4%



Current Year	\$331K	\$1.37M	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$223K	\$254K	\$382K
Prior Year	\$1.03M	\$309K	\$1.17M	\$1.46M	\$1.25M	\$749K	\$1.21M	\$1.04M	\$457K	\$734K	\$486K	\$670K	\$331K
Percent Change from Prior Year	-68%	343%	1%	-3%	62%	35%	-42%	28%	76%	29%	-54%	-62%	15%

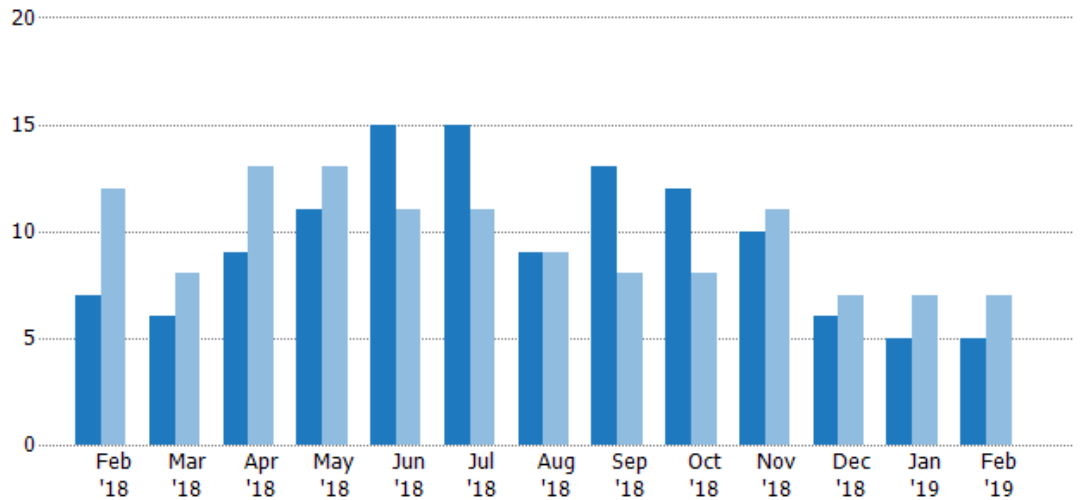
Pending Sales

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.
Feb '19	5	-28.6%
Feb '18	7	-41.7%
Feb '17	12	-66.7%



Current Year	7	6	9	11	15	15	9	13	12	10	6	5	5
Prior Year	12	8	13	13	11	11	9	8	8	11	7	7	7
Percent Change from Prior Year	-42%	-25%	-31%	-15%	36%	36%	0%	63%	50%	-9%	-14%	-29%	-29%

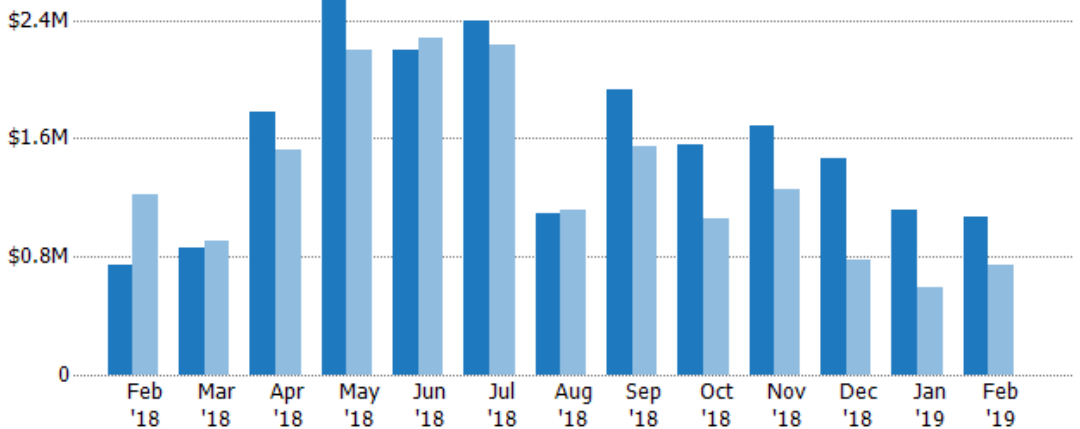
Pending Sales Volume

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.
Feb '19	\$1.07M	43.4%
Feb '18	\$746K	-38.6%
Feb '17	\$1.22M	-63.7%



Current Year	\$746K	\$861K	\$1.78M	\$2.64M	\$2.2M	\$2.39M	\$1.09M	\$1.93M	\$1.56M	\$1.68M	\$1.47M	\$1.12M	\$1.07M
Prior Year	\$1.22M	\$909K	\$1.53M	\$2.2M	\$2.28M	\$2.23M	\$1.12M	\$1.54M	\$1.06M	\$1.25M	\$778K	\$592K	\$746K
Percent Change from Prior Year	-39%	-5%	17%	20%	-3%	7%	-3%	25%	47%	35%	89%	89%	43%

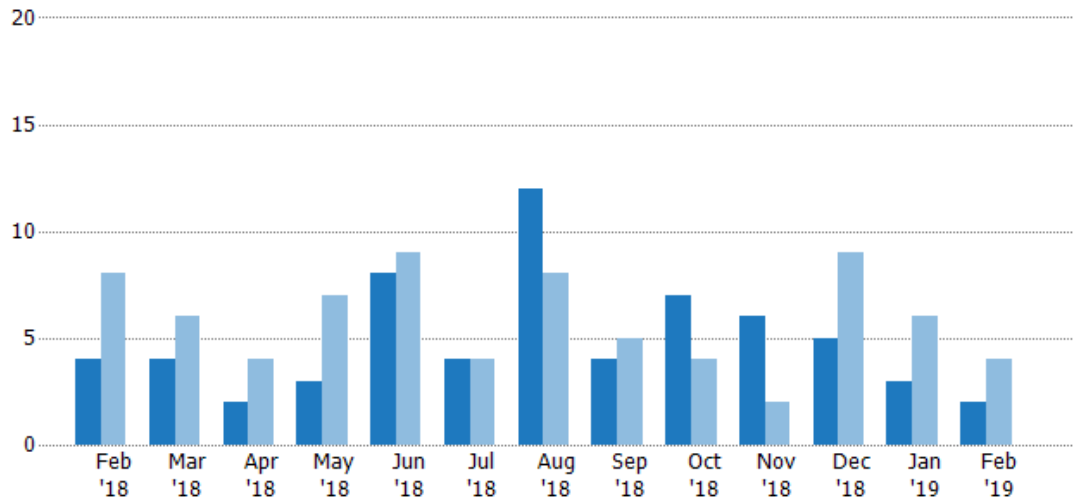
Closed Sales

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.
Feb '19	2	-50%
Feb '18	4	-50%
Feb '17	8	-87.5%



Current Year	4	4	2	3	8	4	12	4	7	6	5	3	2
Prior Year	8	6	4	7	9	4	8	5	4	2	9	6	4
Percent Change from Prior Year	-50%	-33%	-50%	-57%	-11%	0%	50%	-20%	75%	200%	-44%	-50%	-50%

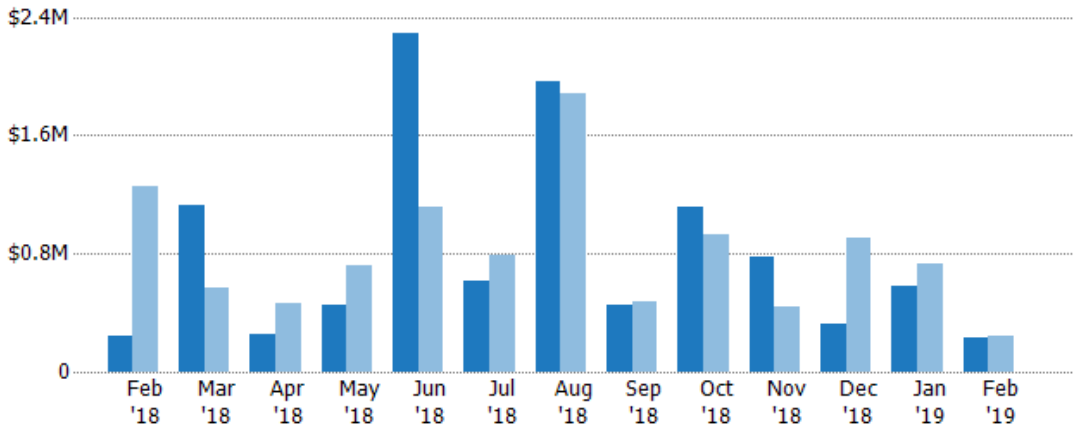
Closed Sales Volume

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.
Feb '19	\$235K	-3.3%
Feb '18	\$243K	-80.6%
Feb '17	\$1.25M	-99.1%



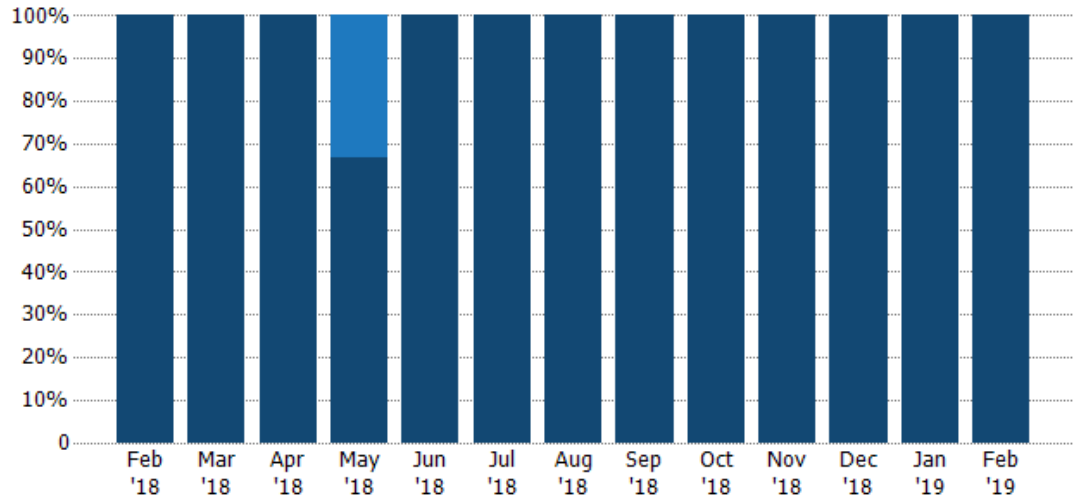
Current Year	\$243K	\$1.12M	\$252K	\$447K	\$2.29M	\$618K	\$1.96M	\$452K	\$1.11M	\$780K	\$327K	\$575K	\$235K
Prior Year	\$1.25M	\$569K	\$459K	\$724K	\$1.11M	\$793K	\$1.88M	\$474K	\$934K	\$444K	\$908K	\$730K	\$243K
Percent Change from Prior Year	-81%	97%	-45%	-38%	106%	-22%	4%	-5%	19%	76%	-64%	-21%	-3%

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

Single Family Residence

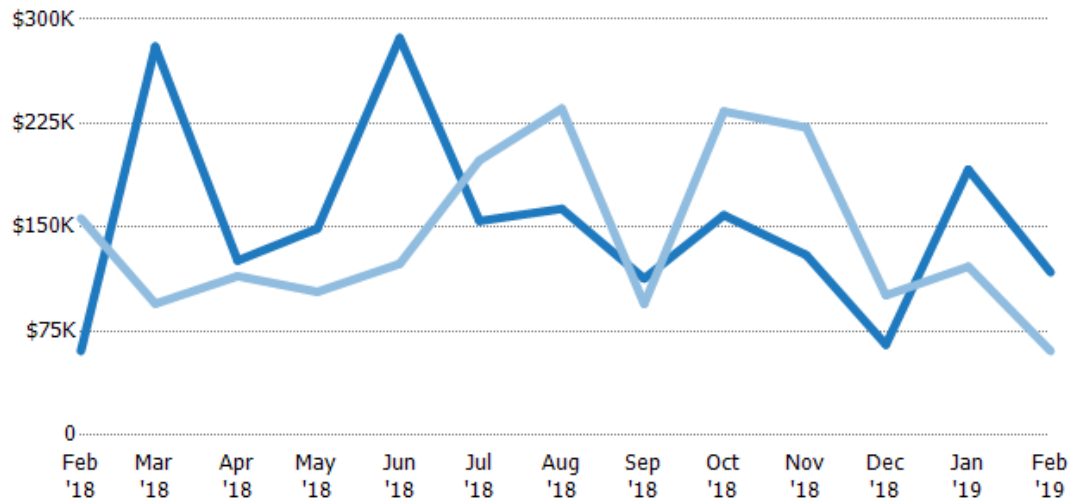
Average Sales Price

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

Month/ Year	Price	% Chg.
Feb '19	\$118K	93.5%
Feb '18	\$60.7K	-61.2%
Feb '17	\$156K	-93%



Current Year

Prior Year

Percent Change from Prior Year

\$60.7K	\$280K	\$126K	\$149K	\$286K	\$155K	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K	\$118K
\$156K	\$94.8K	\$115K	\$103K	\$124K	\$198K	\$236K	\$94.7K	\$234K	\$222K	\$101K	\$122K	\$60.7K
-61%	195%	10%	44%	132%	-22%	-31%	19%	-32%	-41%	-35%	58%	93%

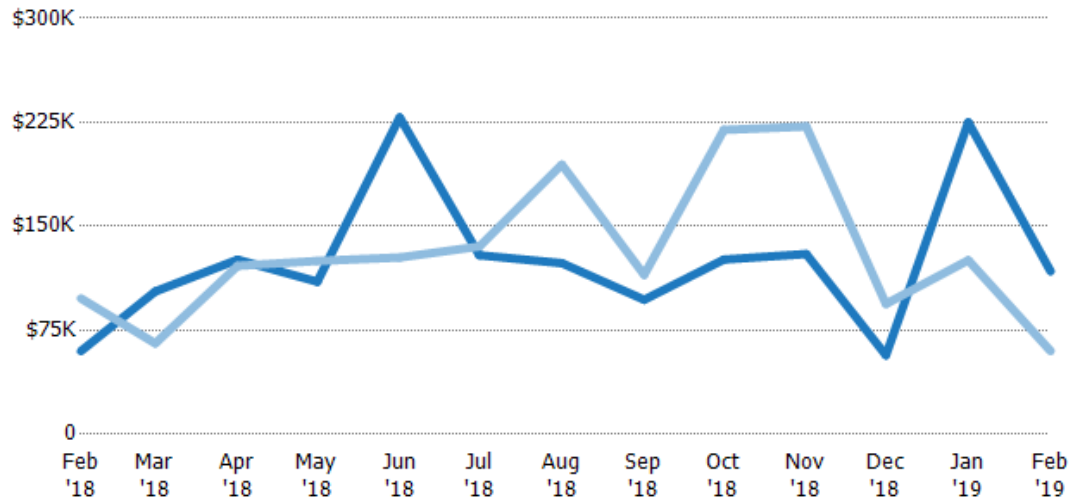
Median Sales Price

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.
Feb '19	\$118K	95.8%
Feb '18	\$60K	-38.8%
Feb '17	\$98K	-88.8%



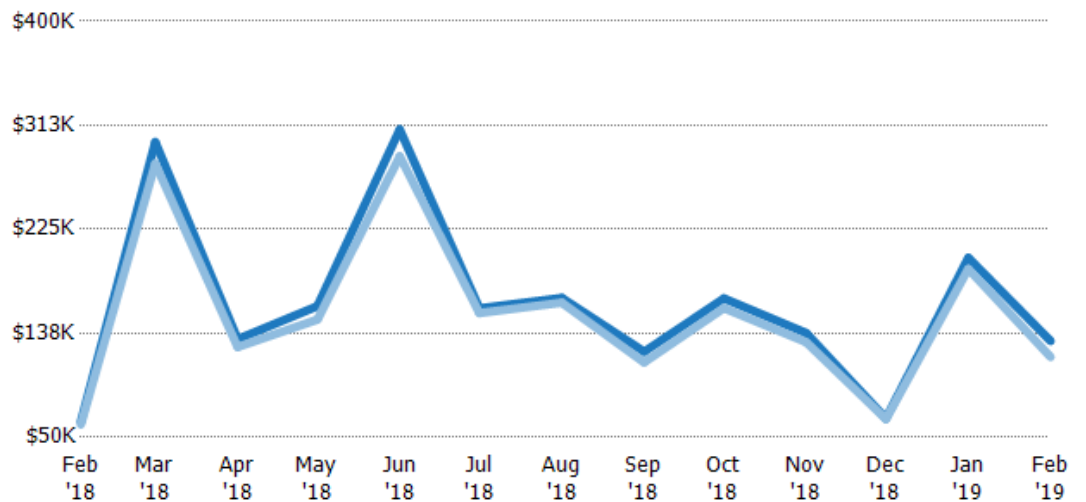
Current Year	\$60K	\$103K	\$126K	\$110K	\$229K	\$129K	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K	\$118K
Prior Year	\$98K	\$65.5K	\$122K	\$125K	\$128K	\$135K	\$195K	\$115K	\$220K	\$222K	\$94K	\$126K	\$60K
Percent Change from Prior Year	-39%	57%	4%	-12%	79%	-5%	-37%	-16%	-43%	-41%	-39%	79%	96%

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



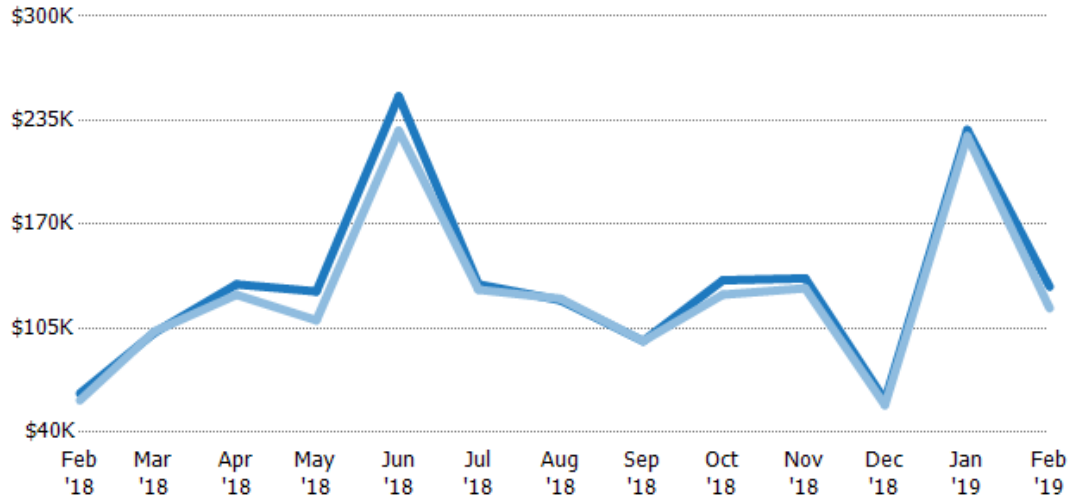
Avg List Price	\$63.1K	\$298K	\$132K	\$160K	\$309K	\$158K	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K	\$131K
Avg Sales Price	\$60.7K	\$280K	\$126K	\$149K	\$286K	\$155K	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K	\$118K
Avg Sales Price as a % of Avg List Price	96%	94%	95%	93%	93%	98%	98%	93%	95%	94%	99%	95%	90%

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



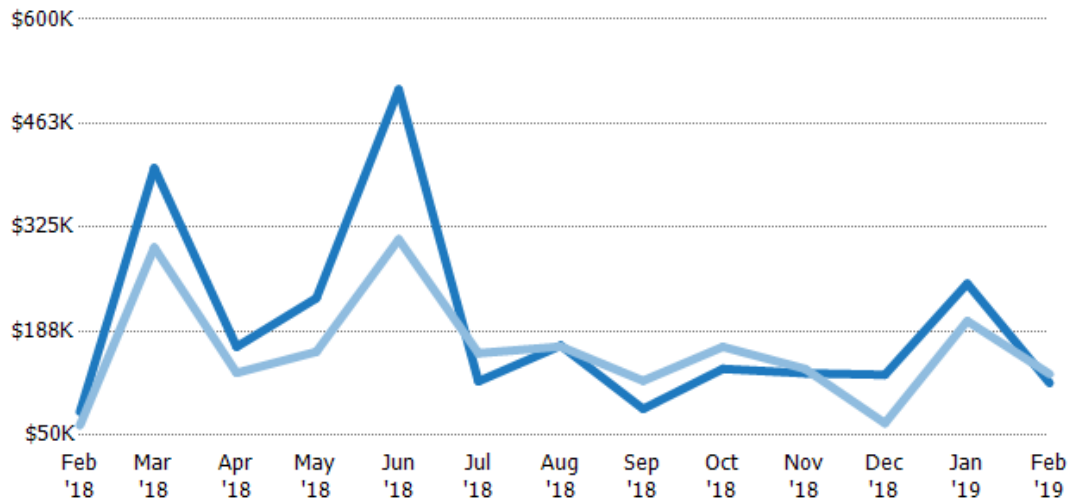
Median List Price	\$64.3K	\$102K	\$132K	\$128K	\$250K	\$132K	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K	\$131K
Median Sales Price	\$60K	\$103K	\$126K	\$110K	\$229K	\$129K	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K	\$118K
Med Sales Price as a % of Med List Price	93%	101%	95%	86%	91%	98%	101%	100%	93%	95%	95%	98%	90%

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



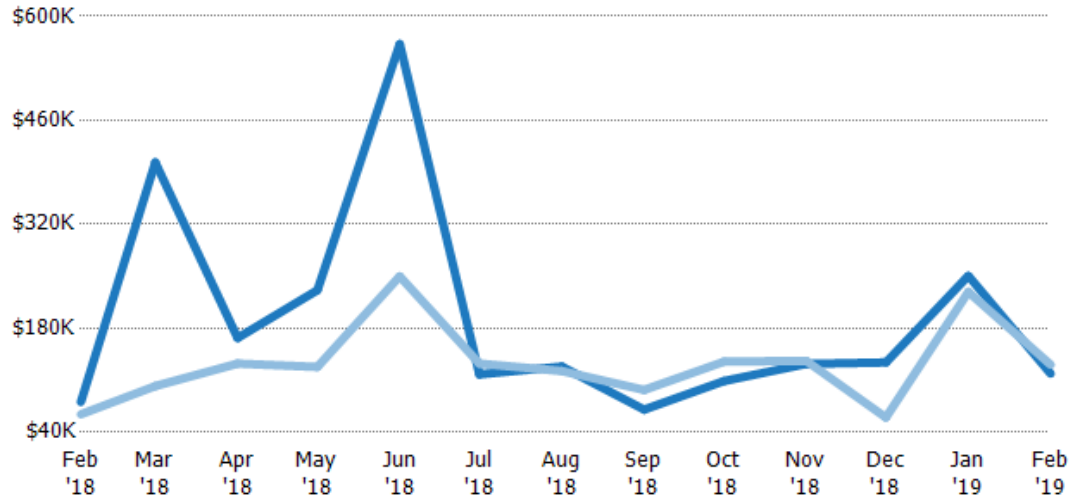
Avg Est Value	\$80.9K	\$403K	\$167K	\$231K	\$507K	\$121K	\$169K	\$84.9K	\$138K	\$132K	\$130K	\$251K	\$119K
Avg Sales Price	\$63.1K	\$298K	\$132K	\$160K	\$309K	\$158K	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K	\$131K
Avg Sales Price as a % of Avg Est Value	78%	74%	79%	69%	61%	131%	99%	144%	121%	104%	51%	80%	110%

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	\$80.9K	\$403K	\$167K	\$231K	\$563K	\$118K	\$128K	\$70.5K	\$109K	\$132K	\$134K	\$251K	\$119K
Median Sales Price	\$64.3K	\$102K	\$132K	\$128K	\$250K	\$132K	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K	\$131K
Med Sales Price as a % of Med Est Value	79%	25%	79%	55%	44%	112%	95%	138%	124%	103%	45%	91%	110%