

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	1	10	-90%	16	28	-42.9%
New Listing Volume	\$229,000	\$2,643,695	-91.3%	\$2,461,600	\$5,665,290	-56.5%
Active Listing Count	—	45	—	N/A	N/A	
Active Listing Volume	—	\$14,352,195	—	N/A	N/A	
Average Listing Price	—	\$318,938	—	\$327,776	\$349,818	-6.3%
Median Listing Price	—	\$164,000	—	\$160,642	\$189,323	-15.1%
Median Days in RPR	—	128	—	157.25	156.38	+0.6%
Months of Inventory	—	11.3	-100%	5.7	7.6	-25.1%
Absorption Rate	—	8.89%	—	17.58%	13.17%	+4.4%
Sales Activity Charts Metrics						
New Pending Sales Count	3	5	-40%	19	20	-5%
New Pending Sales Volume	\$533,900	\$1,182,800	-54.9%	\$2,475,240	\$3,551,900	-30.3%
Pending Sales Count	—	9	—	N/A	N/A	
Pending Sales Volume	—	\$1,779,200	—	N/A	N/A	
Closed Sales Count	2	2	+—	8	16	-50%
Closed Sales Volume	\$158,940	\$251,900	-36.9%	\$1,118,940	\$2,345,400	-52.3%
Average Sales Price	\$79,470	\$125,950	-36.9%	\$139,867	\$146,588	-4.6%
Median Sales Price	\$79,470	\$125,950	-36.9%	\$152,368	\$103,556	+47.1%

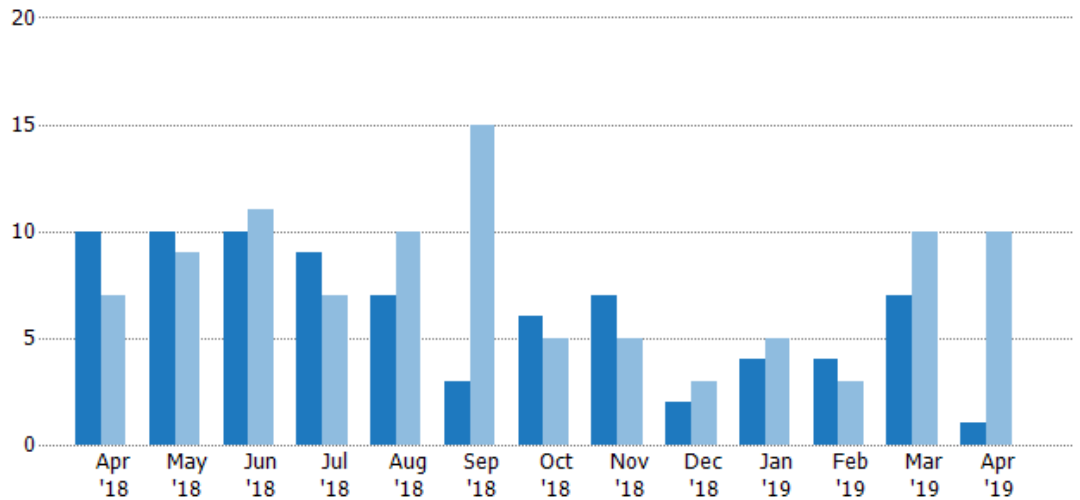
New Listings

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.
Apr '19	1	-90%
Apr '18	10	42.9%
Apr '17	7	-28.6%



Current Year	10	10	10	9	7	3	6	7	2	4	4	7	1
Prior Year	7	9	11	7	10	15	5	5	3	5	3	10	10
Percent Change from Prior Year	43%	11%	-9%	29%	-30%	-80%	20%	40%	-33%	-20%	33%	-30%	-90%

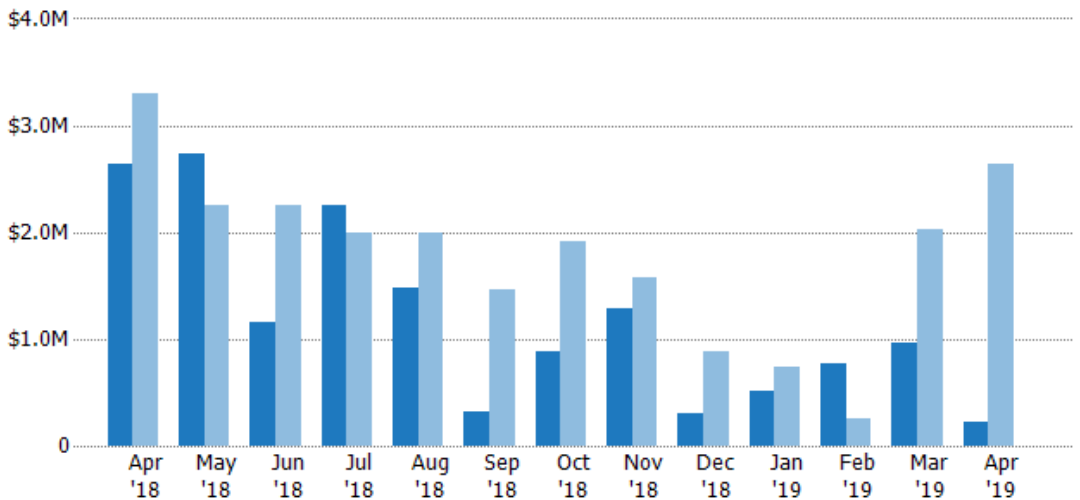
New Listing Volume

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.
Apr '19	\$229K	-91.3%
Apr '18	\$2.64M	-19.7%
Apr '17	\$3.29M	-69%



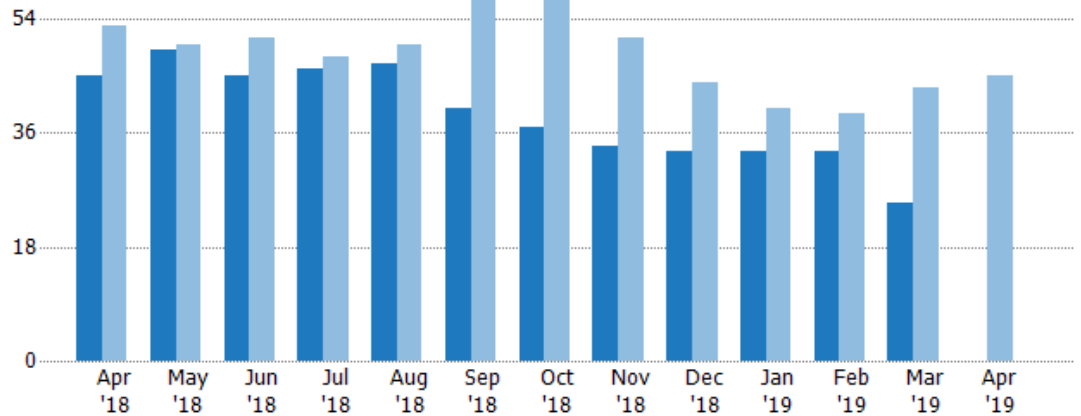
Current Year	\$2.64M	\$2.74M	\$1.16M	\$2.25M	\$1.48M	\$317K	\$881K	\$1.29M	\$305K	\$505K	\$767K	\$961K	\$229K
Prior Year	\$3.29M	\$2.25M	\$2.26M	\$1.99M	\$2M	\$1.46M	\$1.92M	\$1.57M	\$886K	\$742K	\$248K	\$2.03M	\$2.64M
Percent Change from Prior Year	-20%	21%	-49%	13%	-26%	-78%	-54%	-18%	-66%	-32%	209%	-53%	-91%

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



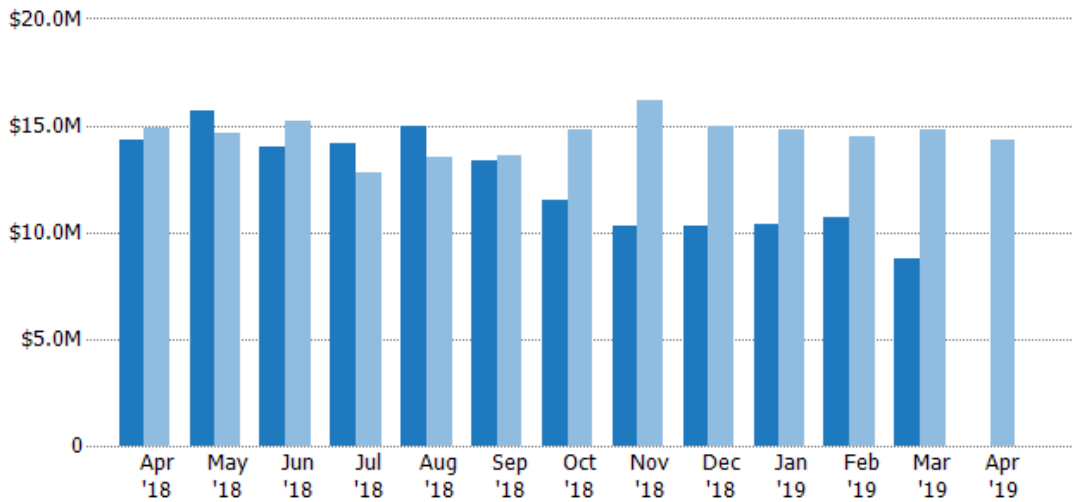
Current Year	45	49	45	46	47	40	37	34	33	33	33	25	-
Prior Year	53	50	51	48	50	57	57	51	44	40	39	43	45
Percent Change from Prior Year	-15%	-2%	-12%	-4%	-6%	-30%	-35%	-33%	-25%	-18%	-15%	-42%	-100%

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



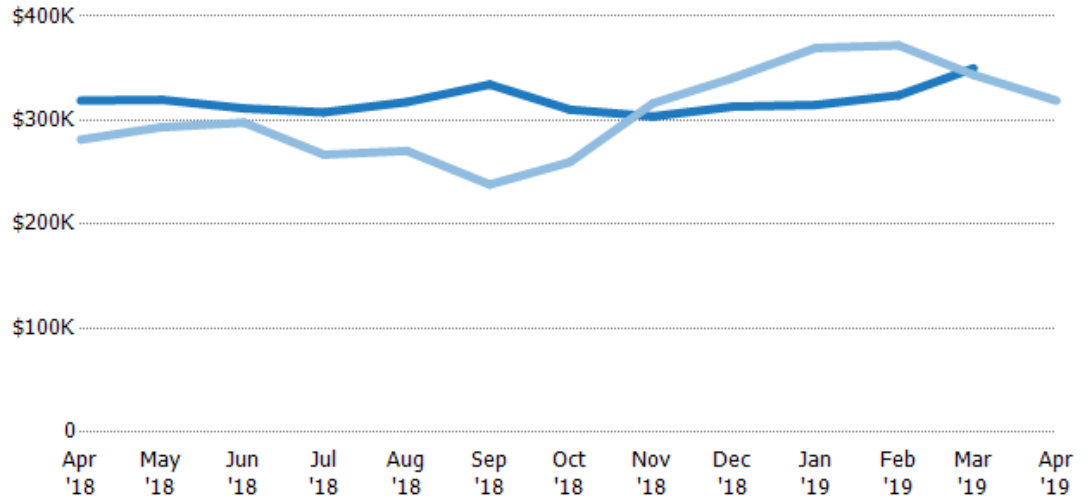
Current Year	\$14.4M	\$15.7M	\$14M	\$14.2M	\$14.9M	\$13.4M	\$11.5M	\$10.3M	\$10.3M	\$10.4M	\$10.7M	\$8.75M	-
Prior Year	\$14.9M	\$14.7M	\$15.2M	\$12.8M	\$13.5M	\$13.6M	\$14.8M	\$16.1M	\$15M	\$14.8M	\$14.5M	\$14.8M	\$14.4M
Percent Change from Prior Year	-4%	7%	-8%	10%	10%	-1%	-22%	-36%	-31%	-30%	-26%	-41%	-100%

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



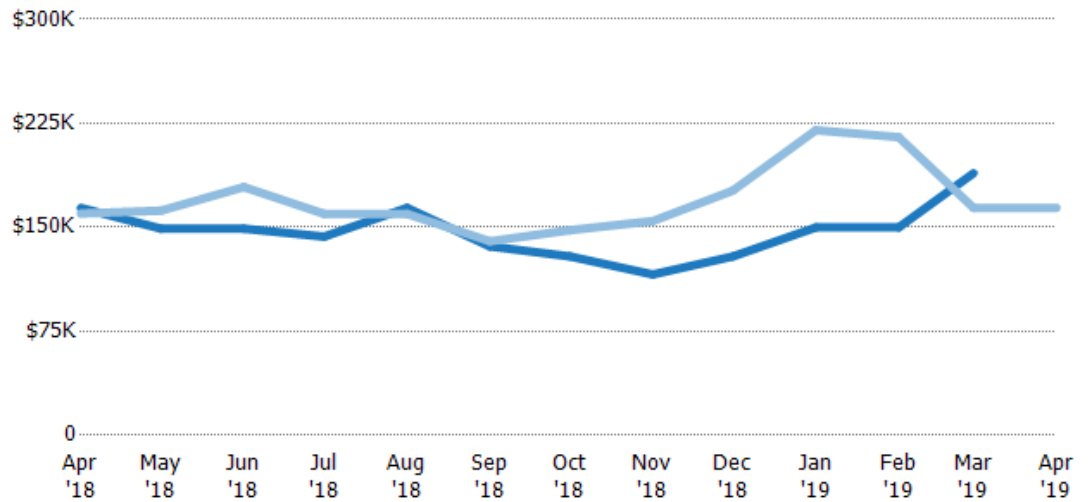
Current Year	\$319K	\$320K	\$311K	\$308K	\$318K	\$334K	\$310K	\$304K	\$313K	\$315K	\$324K	\$350K	-
Prior Year	\$281K	\$293K	\$298K	\$267K	\$271K	\$238K	\$260K	\$316K	\$341K	\$370K	\$372K	\$344K	\$319K
Percent Change from Prior Year	13%	9%	5%	15%	17%	40%	19%	-4%	-8%	-15%	-13%	2%	-100%

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



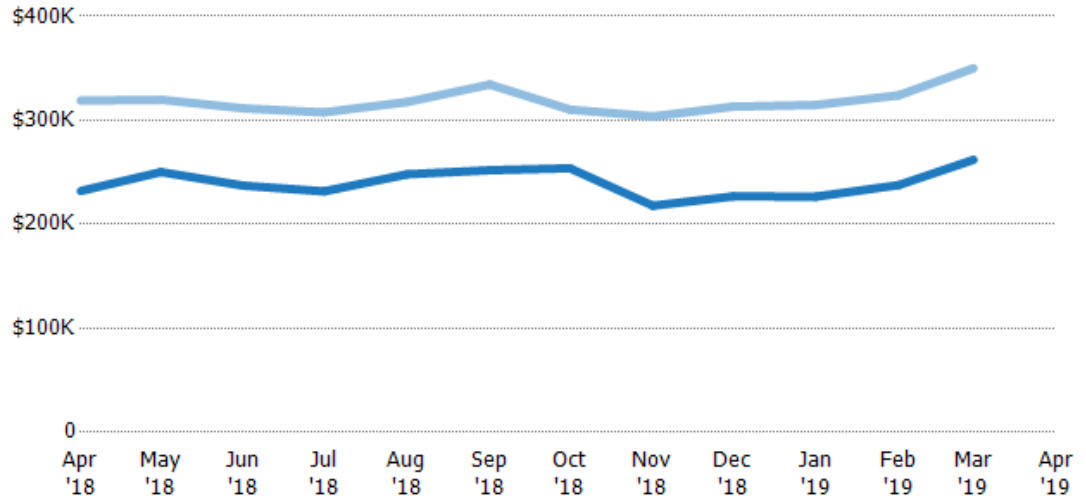
Current Year	\$164K	\$149K	\$149K	\$143K	\$164K	\$136K	\$129K	\$116K	\$129K	\$150K	\$150K	\$189K	-
Prior Year	\$160K	\$162K	\$179K	\$160K	\$160K	\$140K	\$148K	\$155K	\$177K	\$220K	\$215K	\$164K	\$164K
Percent Change from Prior Year	3%	-8%	-17%	-10%	3%	-3%	-13%	-25%	-27%	-32%	-30%	15%	-100%

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



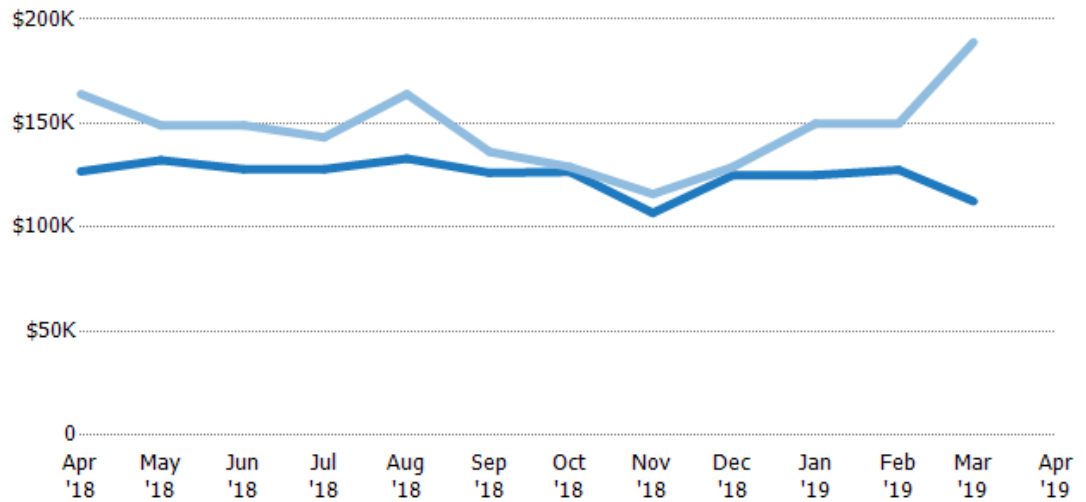
Avg Est Value	\$232K	\$250K	\$237K	\$232K	\$248K	\$252K	\$254K	\$218K	\$227K	\$227K	\$238K	\$262K	-
Avg Listing Price	\$319K	\$320K	\$311K	\$308K	\$318K	\$334K	\$310K	\$304K	\$313K	\$315K	\$324K	\$350K	-
Avg Listing Price as a % of Avg Est Value	137%	128%	131%	133%	128%	133%	122%	139%	138%	139%	136%	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



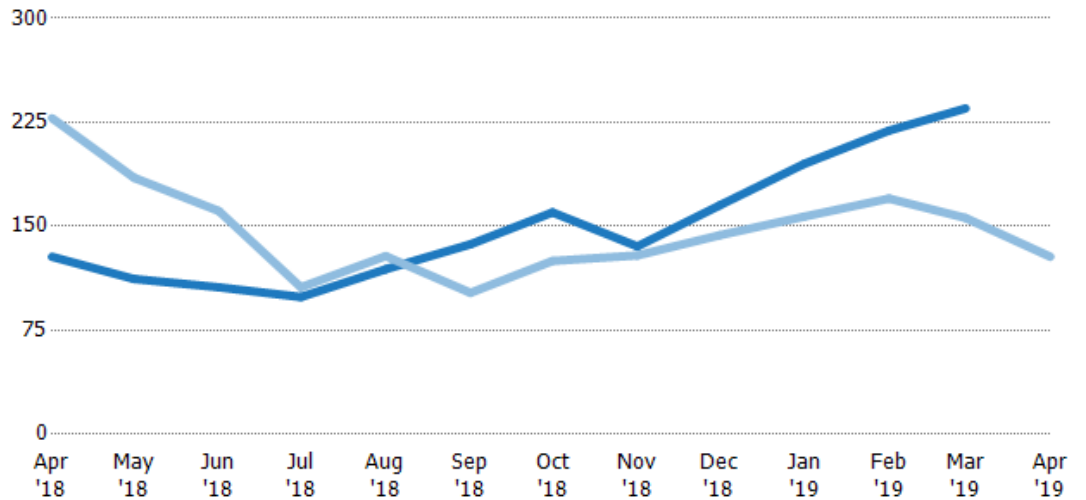
Median Est Value	\$127K	\$132K	\$128K	\$128K	\$133K	\$126K	\$127K	\$107K	\$125K	\$125K	\$128K	\$112K	-
Median Listing Price	\$164K	\$149K	\$149K	\$143K	\$164K	\$136K	\$129K	\$116K	\$129K	\$150K	\$150K	\$189K	-
Med Listing Price as a % of Med Est Value	129%	113%	116%	112%	123%	108%	102%	109%	103%	120%	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

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



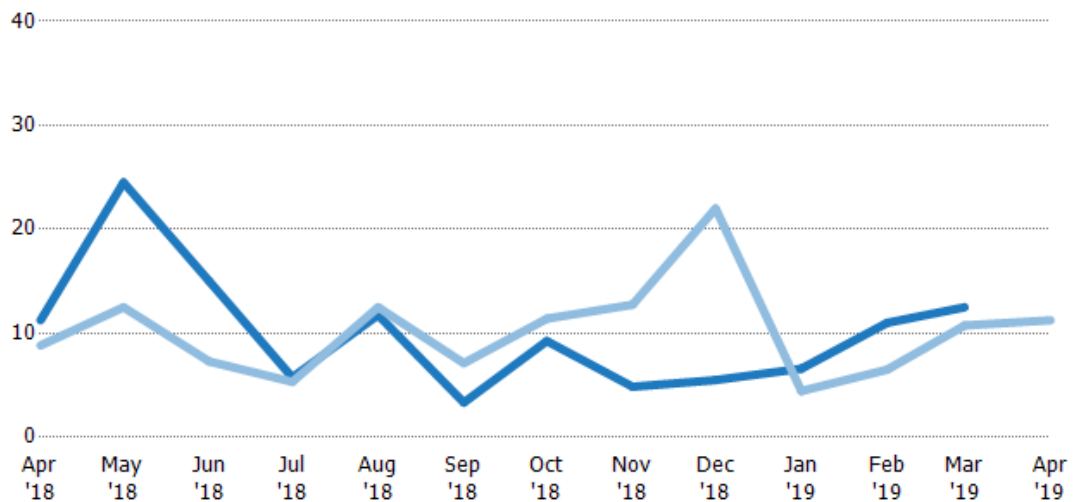
Current Year	128	112	106	99	119	137	160	136	165	195	219	235	-
Prior Year	228	185	161	106	129	102	125	129	144	157	170	156	128
Percent Change from Prior Year	-44%	-39%	-34%	-7%	-7%	34%	28%	5%	15%	24%	29%	51%	-100%

Months of Inventory

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

Filters Used

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Springfield, VT 05156
Property Type:
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Family Residence



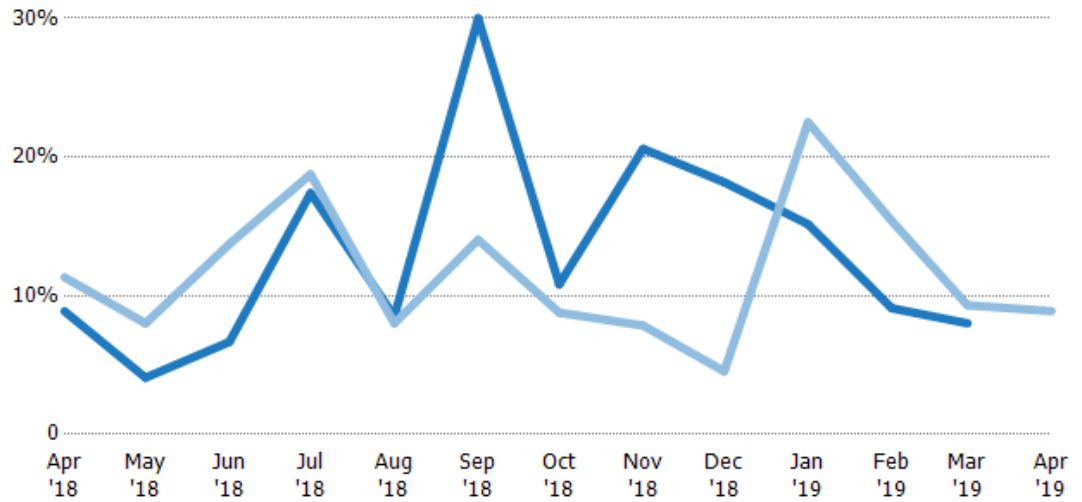
Current Year	11.3	24.5	15	5.75	11.8	3.33	9.25	4.86	5.5	6.6	11	12.5	-
Prior Year	8.83	12.5	7.29	5.33	12.5	7.13	11.4	12.8	22	4.44	6.5	10.8	11.3
Percent Change from Prior Year	27%	96%	106%	8%	-6%	-53%	-19%	-62%	-75%	49%	69%	16%	-100%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Property Type:
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Family Residence



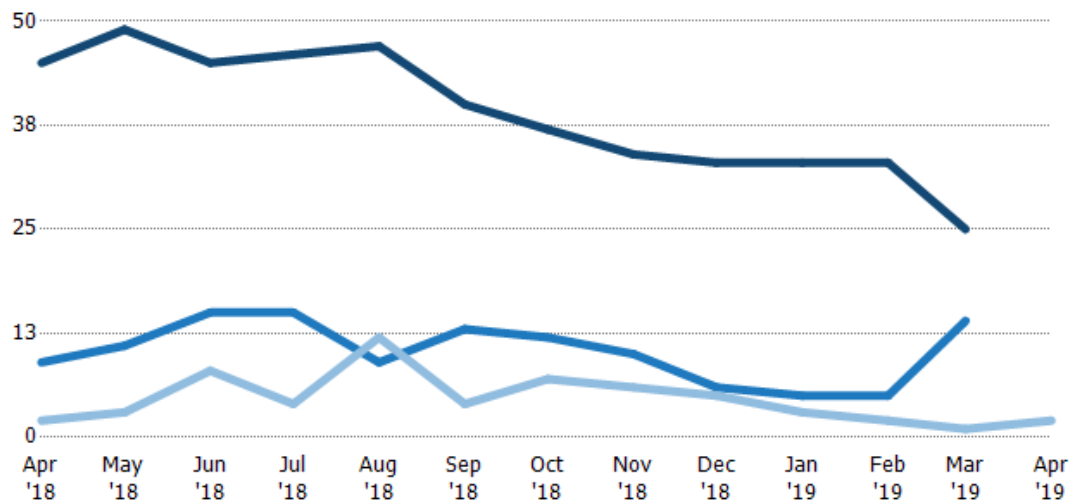
Current Year	9%	4%	7%	17%	9%	30%	11%	21%	18%	15%	9%	8%	-
Prior Year	11%	8%	14%	19%	8%	14%	9%	8%	5%	23%	15%	9%	9%
Change from Prior Year	2%	4%	7%	1%	-1%	-16%	-2%	-13%	-14%	7%	6%	1%	9%

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	45	49	45	46	47	40	37	34	33	33	33	25	-
Pending	9	11	15	15	9	13	12	10	6	5	5	14	-
Sold	2	3	8	4	12	4	7	6	5	3	2	1	2

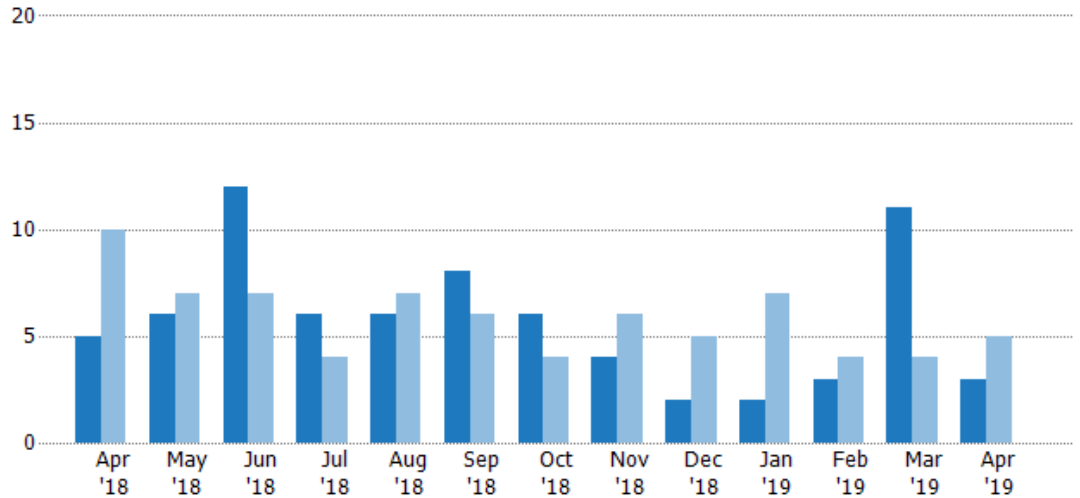
New Pending Sales

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.
Apr '19	3	-40%
Apr '18	5	-50%
Apr '17	10	-40%



Current Year	5	6	12	6	6	8	6	4	2	2	3	11	3
Prior Year	10	7	7	4	7	6	4	6	5	7	4	4	5
Percent Change from Prior Year	-50%	-14%	71%	50%	-14%	33%	50%	-33%	-60%	-71%	-25%	175%	-40%

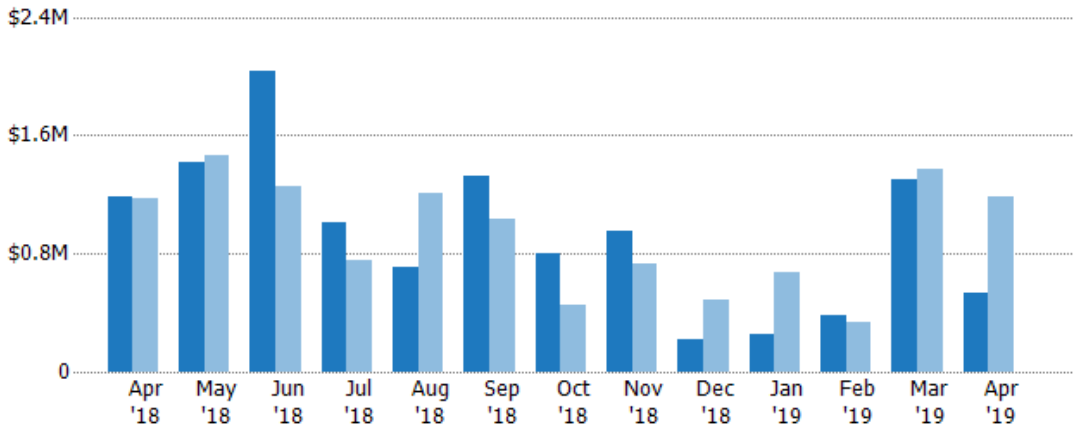
New Pending Sales Volume

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.
Apr '19	\$534K	-54.9%
Apr '18	\$1.18M	1.3%
Apr '17	\$1.17M	-17.9%



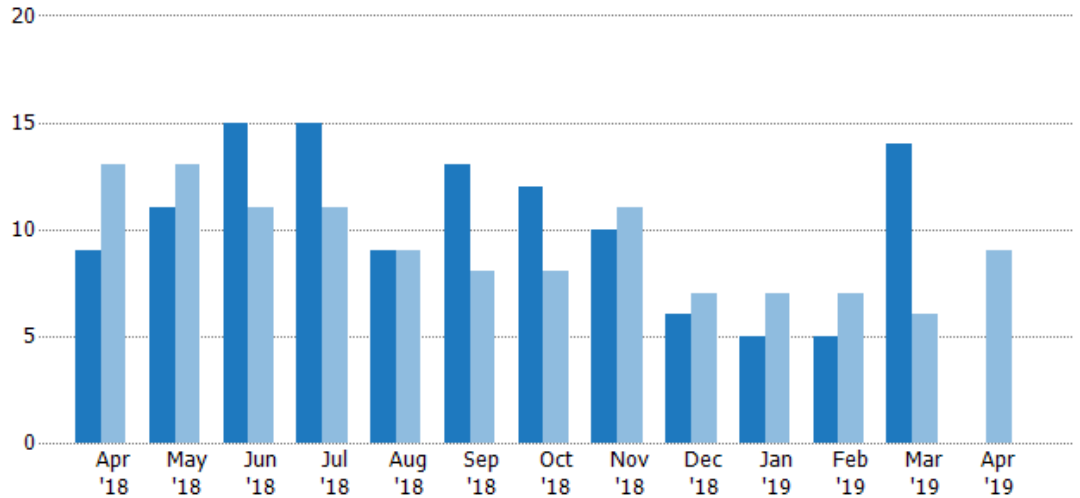
Current Year	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$223K	\$254K	\$382K	\$1.31M	\$534K
Prior Year	\$1.17M	\$1.46M	\$1.25M	\$749K	\$1.21M	\$1.04M	\$457K	\$734K	\$486K	\$670K	\$331K	\$1.37M	\$1.18M
Percent Change from Prior Year	1%	-3%	62%	35%	-42%	28%	76%	29%	-54%	-62%	15%	-5%	-55%

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



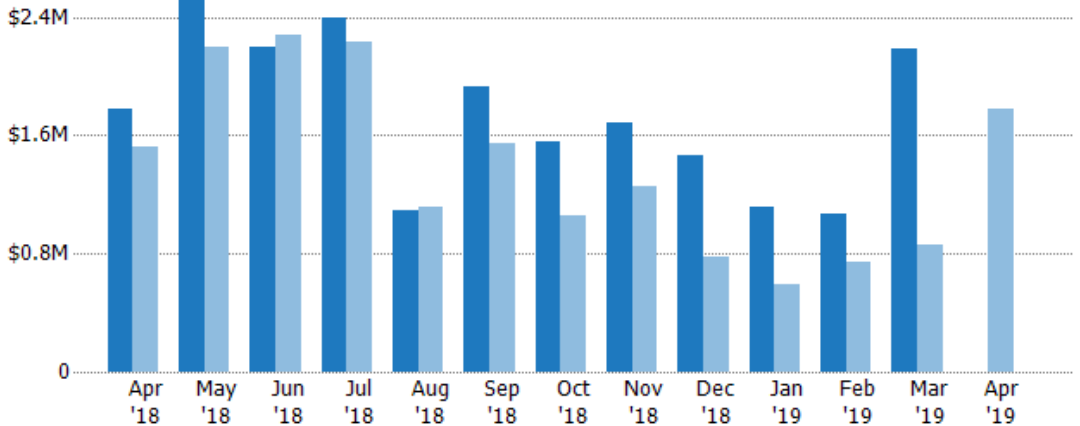
Current Year	9	11	15	15	9	13	12	10	6	5	5	14	-
Prior Year	13	13	11	11	9	8	8	11	7	7	7	6	9
Percent Change from Prior Year	-31%	-15%	36%	36%	0%	63%	50%	-9%	-14%	-29%	-29%	133%	-100%

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



Current Year	\$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	\$1.53M	\$2.2M	\$2.28M	\$2.23M	\$1.12M	\$1.54M	\$1.06M	\$1.25M	\$778K	\$592K	\$746K	\$861K	\$1.78M
Percent Change from Prior Year	17%	20%	-3%	7%	-3%	25%	47%	35%	89%	89%	43%	153%	-100%

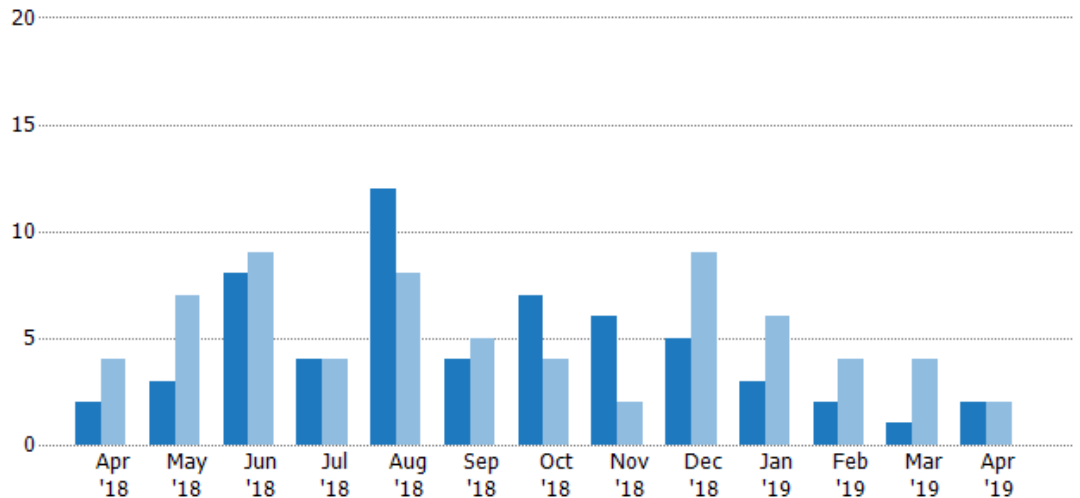
Closed Sales

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.
Apr '19	2	0%
Apr '18	2	-50%
Apr '17	4	-50%



Current Year	2	3	8	4	12	4	7	6	5	3	2	1	2
Prior Year	4	7	9	4	8	5	4	2	9	6	4	4	2
Percent Change from Prior Year	-50%	-57%	-11%	0%	50%	-20%	75%	200%	-44%	-50%	-50%	-75%	0%

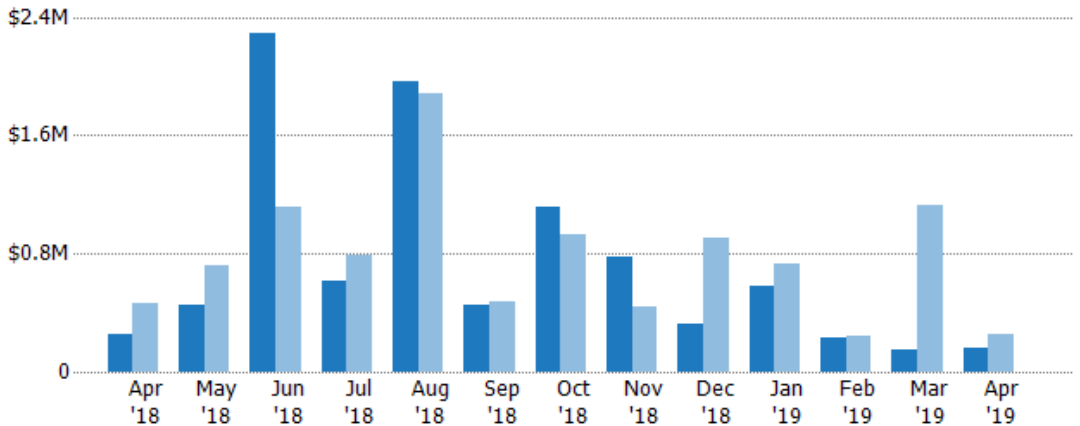
Closed Sales Volume

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.
Apr '19	\$159K	-36.9%
Apr '18	\$252K	-45.1%
Apr '17	\$459K	-28.5%



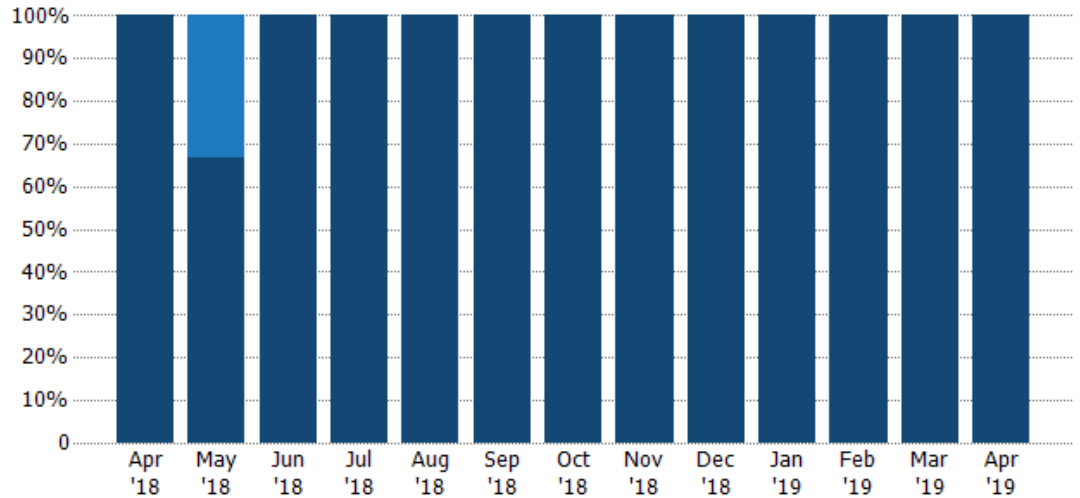
Current Year	\$252K	\$447K	\$2.29M	\$618K	\$1.96M	\$452K	\$1.11M	\$780K	\$327K	\$575K	\$235K	\$150K	\$159K
Prior Year	\$459K	\$724K	\$1.11M	\$793K	\$1.88M	\$474K	\$934K	\$444K	\$908K	\$730K	\$243K	\$1.12M	\$252K
Percent Change from Prior Year	-45%	-38%	106%	-22%	4%	-5%	19%	76%	-64%	-21%	-3%	-87%	-37%

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



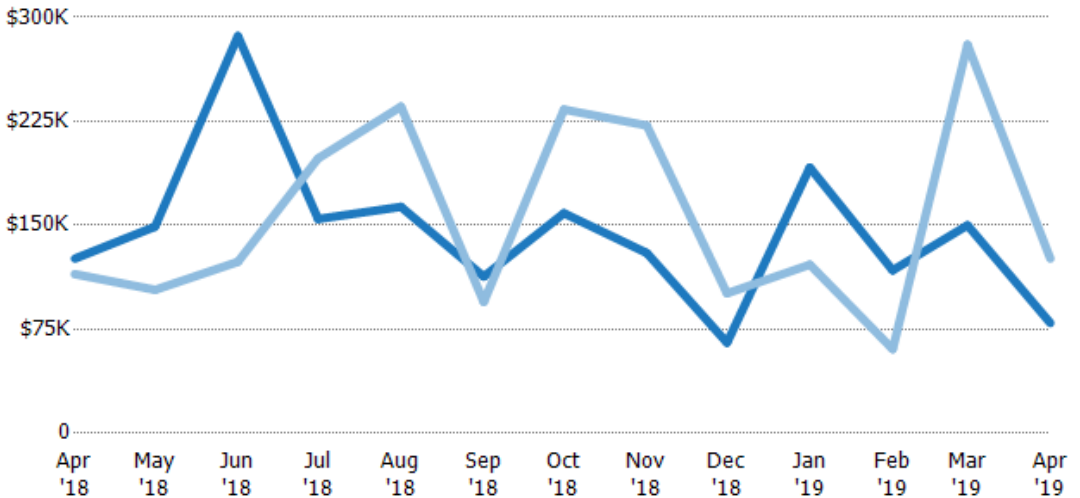
Condo/Townhouse	-	33%	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	67%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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	\$126K	\$149K	\$286K	\$155K	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K	\$118K	\$150K	\$79.5K
Prior Year	\$115K	\$103K	\$124K	\$198K	\$236K	\$94.7K	\$234K	\$222K	\$101K	\$122K	\$60.7K	\$280K	\$126K
Percent Change from Prior Year	10%	44%	132%	-22%	-31%	19%	-32%	-41%	-35%	58%	93%	-46%	-37%

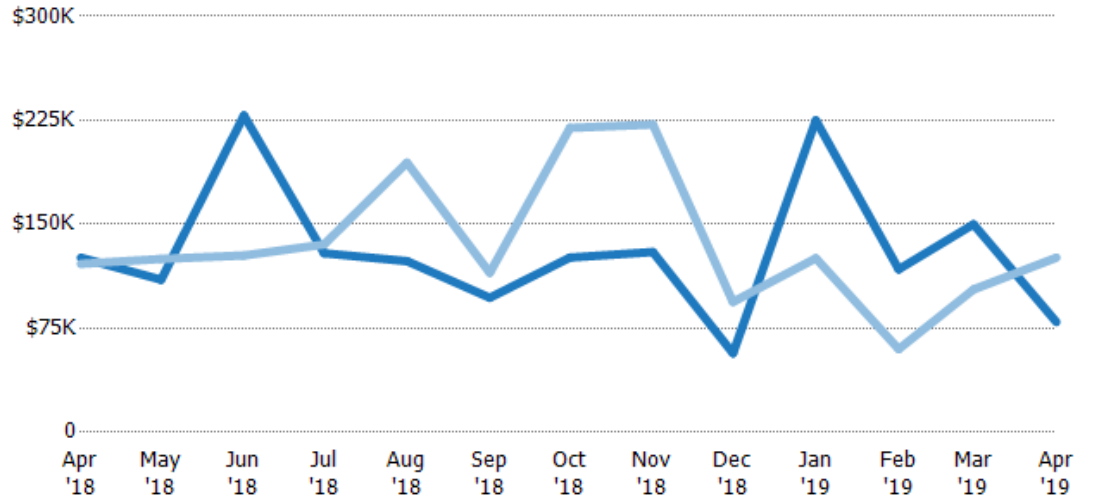
Median Sales Price

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.
Apr '19	\$79.5K	-36.9%
Apr '18	\$126K	3.7%
Apr '17	\$122K	35%



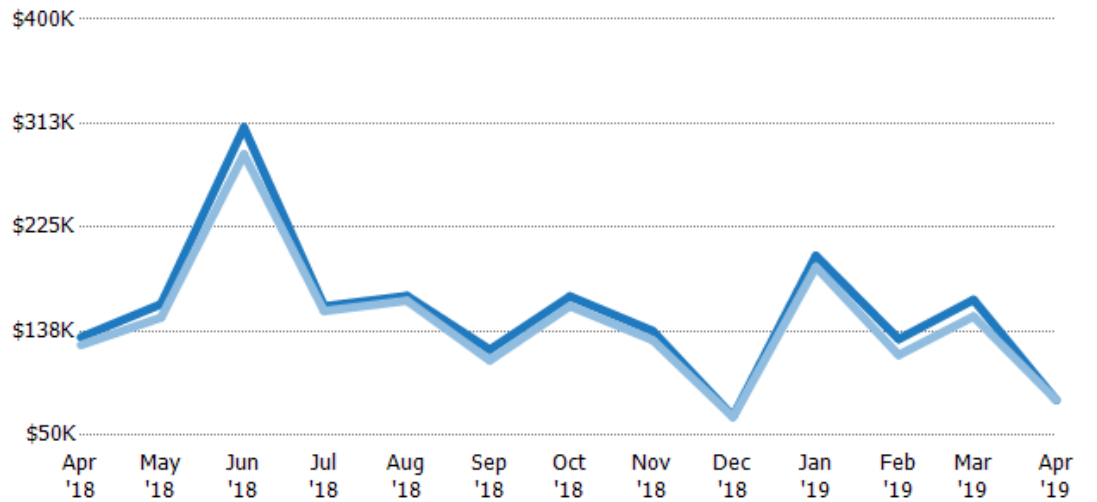
Current Year	\$126K	\$110K	\$229K	\$129K	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K	\$118K	\$150K	\$79.5K
Prior Year	\$122K	\$125K	\$128K	\$135K	\$195K	\$115K	\$220K	\$222K	\$94K	\$126K	\$60K	\$103K	\$126K
Percent Change from Prior Year	4%	-12%	79%	-5%	-37%	-16%	-43%	-41%	-39%	79%	96%	46%	-37%

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



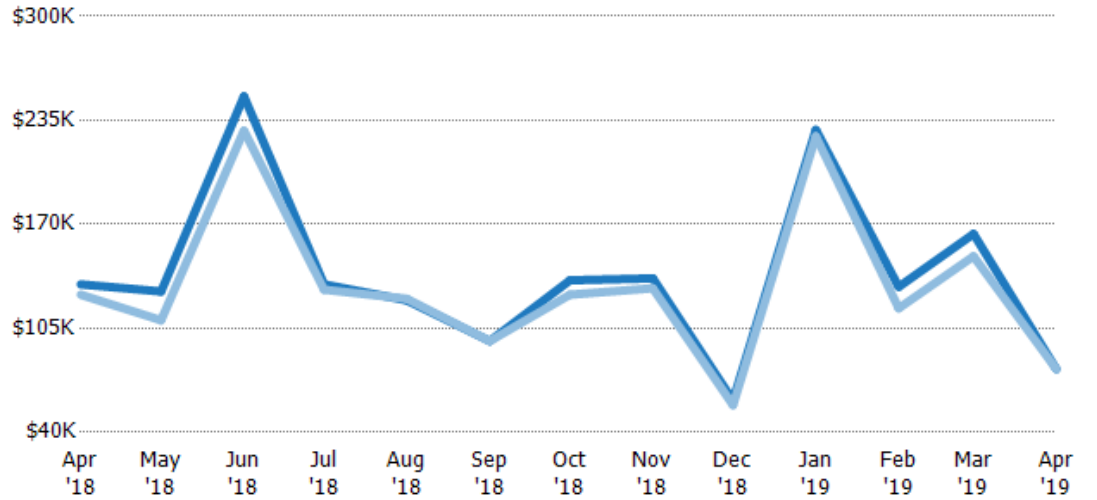
Avg List Price	\$132K	\$160K	\$309K	\$158K	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K	\$131K	\$164K	\$79.5K
Avg Sales Price	\$126K	\$149K	\$286K	\$155K	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K	\$118K	\$150K	\$79.5K
Avg Sales Price as a % of Avg List Price	95%	93%	93%	98%	98%	93%	95%	94%	99%	95%	90%	91%	100%

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



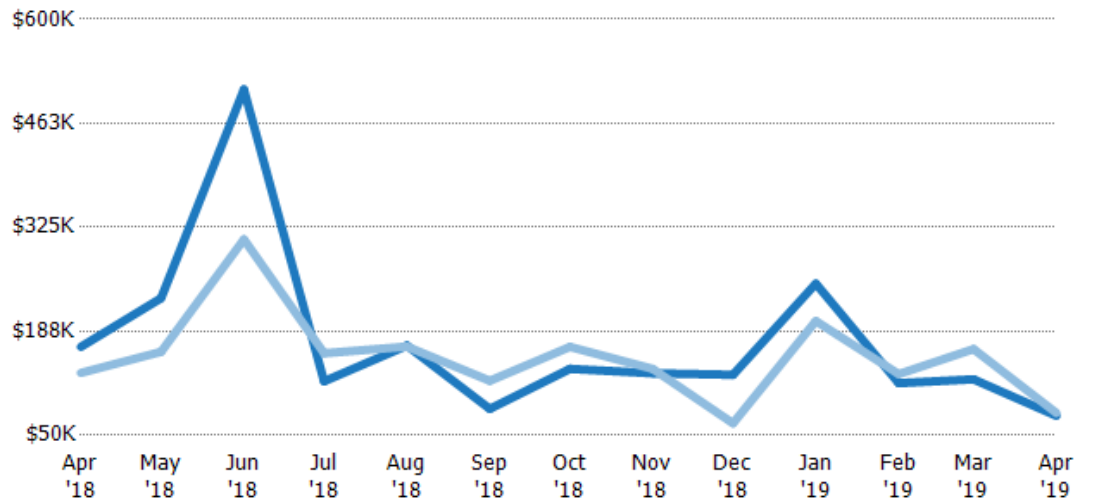
Median List Price	\$132K	\$128K	\$250K	\$132K	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K	\$131K	\$164K	\$79.5K
Median Sales Price	\$126K	\$110K	\$229K	\$129K	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K	\$118K	\$150K	\$79.5K
Med Sales Price as a % of Med List Price	95%	86%	91%	98%	101%	100%	93%	95%	95%	98%	90%	91%	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

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



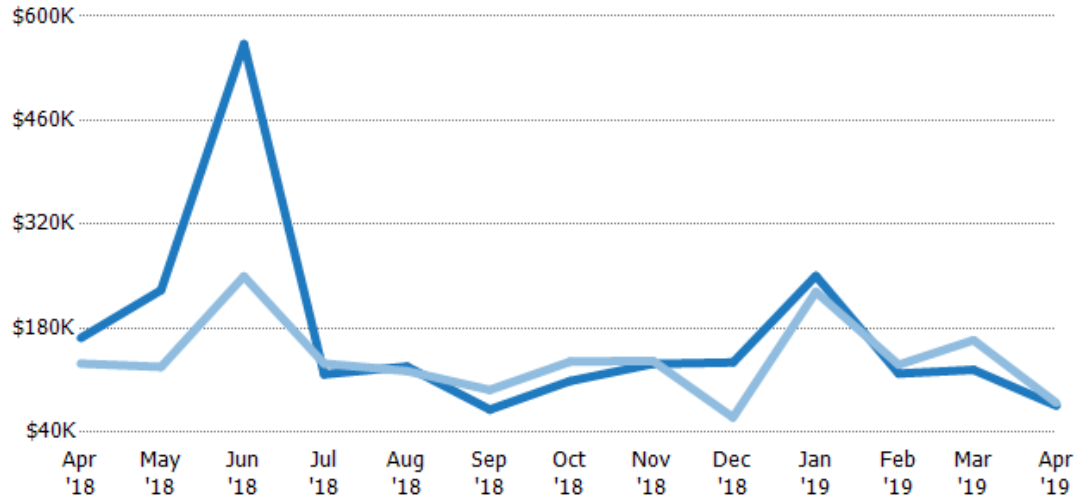
Avg Est Value	\$167K	\$231K	\$507K	\$121K	\$169K	\$84.9K	\$138K	\$132K	\$130K	\$251K	\$119K	\$124K	\$75.8K
Avg Sales Price	\$132K	\$160K	\$309K	\$158K	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K	\$131K	\$164K	\$79.5K
Avg Sales Price as a % of Avg Est Value	79%	69%	61%	131%	99%	144%	121%	104%	51%	80%	110%	132%	105%

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	\$167K	\$231K	\$563K	\$118K	\$128K	\$70.5K	\$109K	\$132K	\$134K	\$251K	\$119K	\$124K	\$75.8K
Median Sales Price	\$132K	\$128K	\$250K	\$132K	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K	\$131K	\$164K	\$79.5K
Med Sales Price as a % of Med Est Value	79%	55%	44%	112%	95%	138%	124%	103%	45%	91%	110%	132%	105%