

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	10	+70%	40	36	+11.1%
New Listing Volume	\$3,359,900	\$2,716,200	+23.7%	\$7,908,000	\$8,133,490	-2.8%
Active Listing Count	34	47	-27.7%	N/A	N/A	
Active Listing Volume	\$10,794,900	\$15,398,995	-29.9%	N/A	N/A	
Average Listing Price	\$317,497	\$327,638	-3.1%	\$327,844	\$348,036	-5.8%
Median Listing Price	\$192,000	\$164,000	+17.1%	\$174,210	\$191,626	-9.1%
Median Days in RPR	52.5	114	-53.9%	128.5	151.89	-15.4%
Months of Inventory	6.8	23.5	-71.1%	8.4	7.3	+15.7%
Absorption Rate	14.71%	4.26%	+10.5%	11.88%	13.74%	-1.9%
Sales Activity Charts Metrics						
New Pending Sales Count	8	6	+33.3%	29	26	+11.5%
New Pending Sales Volume	\$1,584,700	\$1,421,400	+11.5%	\$4,346,940	\$4,973,300	-12.6%
Pending Sales Count	12	11	+9.1%	N/A	N/A	
Pending Sales Volume	\$2,369,100	\$2,640,200	-10.3%	N/A	N/A	
Closed Sales Count	9	3	+200%	20	19	+5.3%
Closed Sales Volume	\$1,517,000	\$447,100	+239.3%	\$2,932,940	\$2,792,500	+5%
Average Sales Price	\$168,556	\$149,033	+13.1%	\$146,647	\$146,974	-0.2%
Median Sales Price	\$119,000	\$110,000	+8.2%	\$131,300	\$104,574	+25.6%

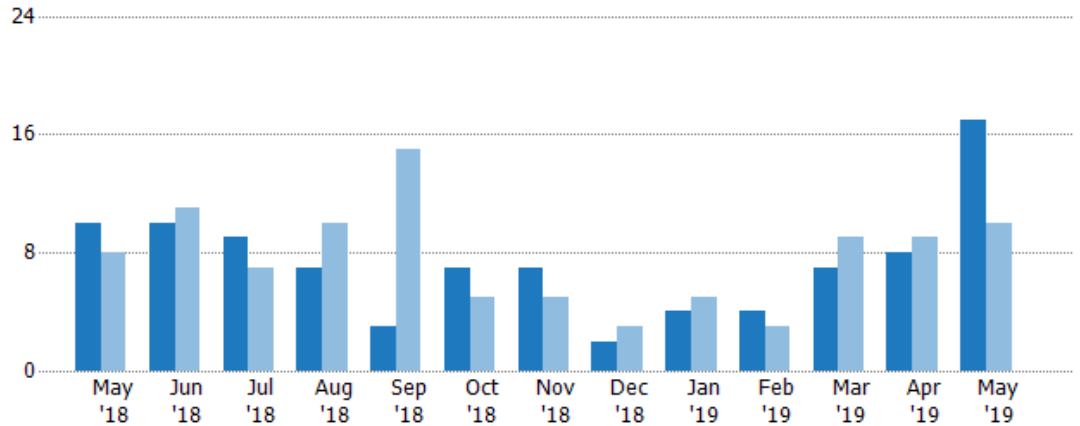
New Listings

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.
May '19	17	70%
May '18	10	25%
May '17	8	187.5%



Current Year	10	10	9	7	3	7	7	2	4	4	7	8	17
Prior Year	8	11	7	10	15	5	5	3	5	3	9	9	10
Percent Change from Prior Year	25%	-9%	29%	-30%	-80%	40%	40%	-33%	-20%	33%	-22%	-11%	70%

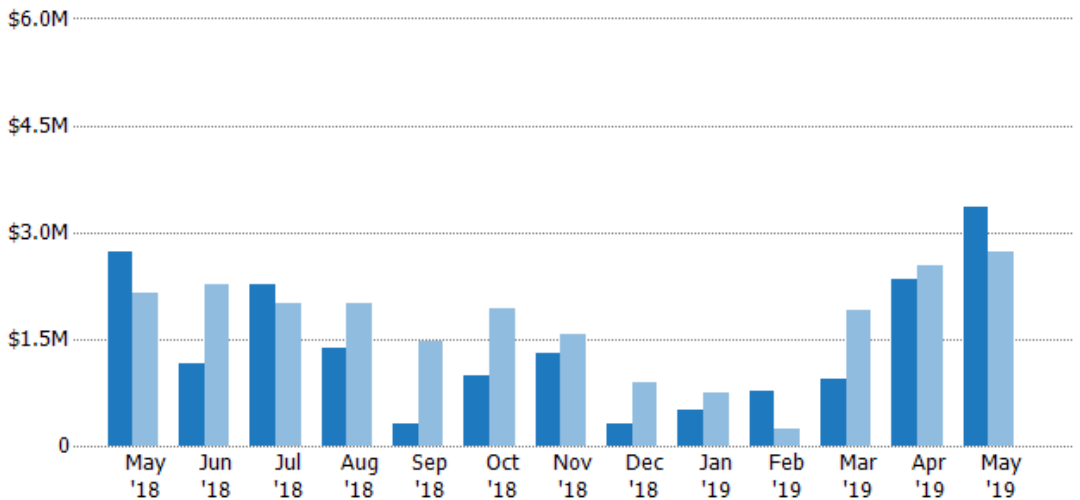
New Listing Volume

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.
May '19	\$3.36M	23.7%
May '18	\$2.72M	26.1%
May '17	\$2.15M	143.8%



Current Year	\$2.72M	\$1.16M	\$2.25M	\$1.38M	\$317K	\$987K	\$1.29M	\$305K	\$505K	\$763K	\$941K	\$2.34M	\$3.36M
Prior Year	\$2.15M	\$2.26M	\$1.99M	\$2M	\$1.46M	\$1.92M	\$1.57M	\$886K	\$742K	\$248K	\$1.9M	\$2.53M	\$2.72M
Percent Change from Prior Year	26%	-49%	13%	-31%	-78%	-49%	-18%	-66%	-32%	208%	-50%	-8%	24%

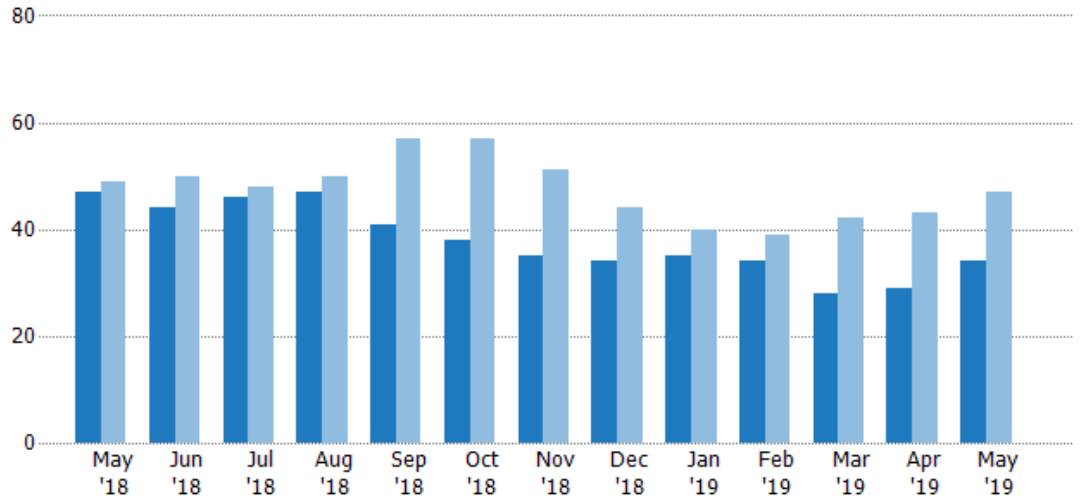
Active Listings

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.
May '19	34	-27.7%
May '18	47	-4.1%
May '17	49	61.2%



Current Year	47	44	46	47	41	38	35	34	35	34	28	29	34
Prior Year	49	50	48	50	57	57	51	44	40	39	42	43	47
Percent Change from Prior Year	-4%	-12%	-4%	-6%	-28%	-33%	-31%	-23%	-13%	-13%	-33%	-33%	-28%

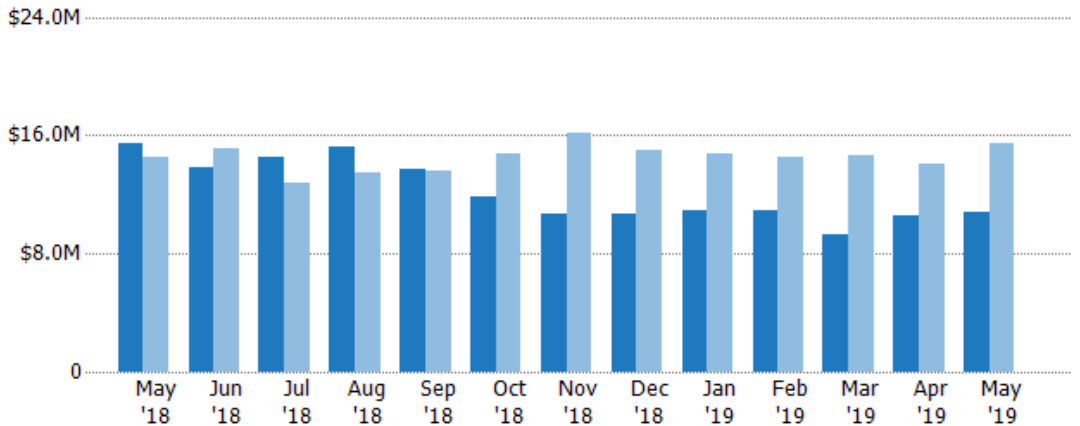
Active Listing Volume

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.
May '19	\$10.8M	-29.9%
May '18	\$15.4M	5.7%
May '17	\$14.6M	41.2%



Current Year	\$15.4M	\$13.9M	\$14.5M	\$15.2M	\$13.8M	\$11.9M	\$10.7M	\$10.7M	\$10.9M	\$10.9M	\$9.29M	\$10.6M	\$10.8M
Prior Year	\$14.6M	\$15.1M	\$12.8M	\$13.5M	\$13.6M	\$14.8M	\$16.1M	\$15M	\$14.8M	\$14.5M	\$14.6M	\$14.1M	\$15.4M
Percent Change from Prior Year	6%	-8%	13%	12%	1%	-20%	-34%	-29%	-26%	-25%	-37%	-25%	-30%

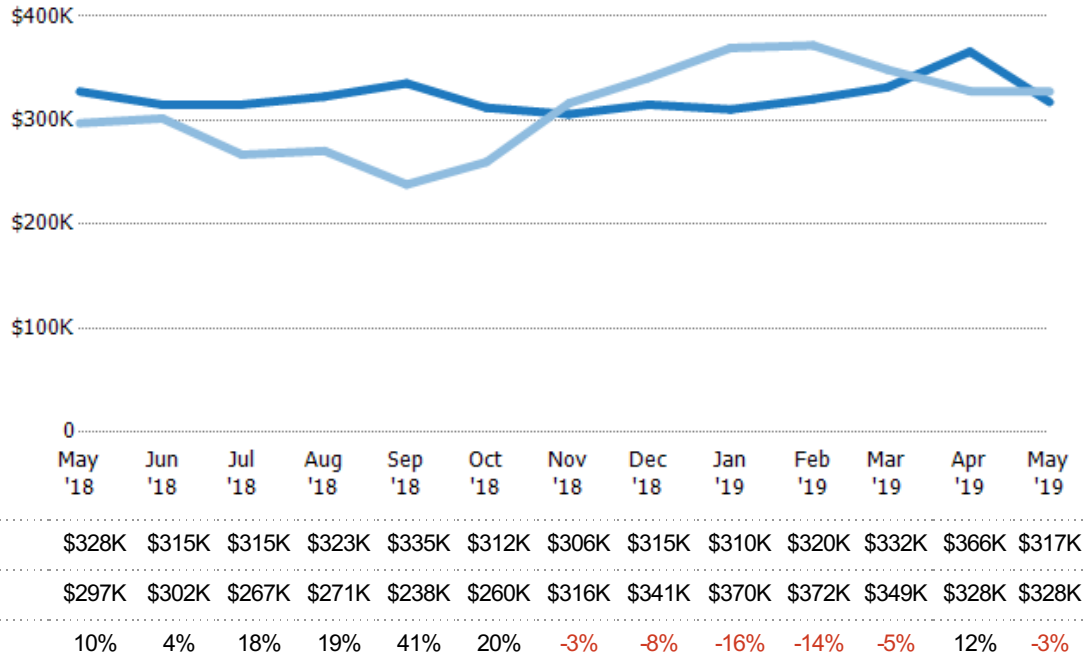
Average Listing Price

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.
May '19	\$317K	-3.1%
May '18	\$328K	10.2%
May '17	\$297K	-12.4%



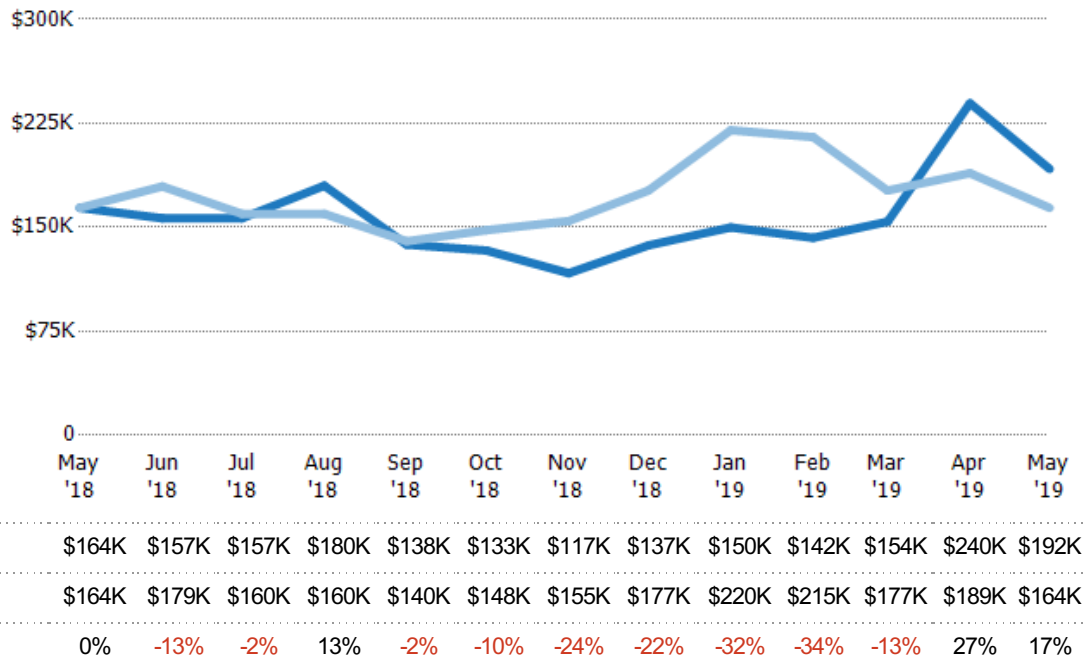
Median Listing Price

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.
May '19	\$192K	17.1%
May '18	\$164K	0%
May '17	\$164K	-8.8%

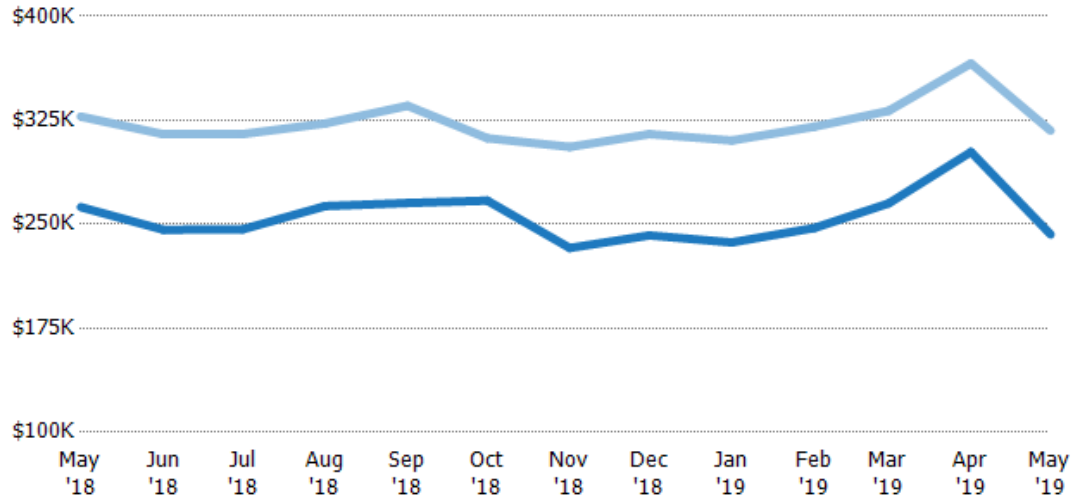


Average Listing Price vs Average Est Value

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

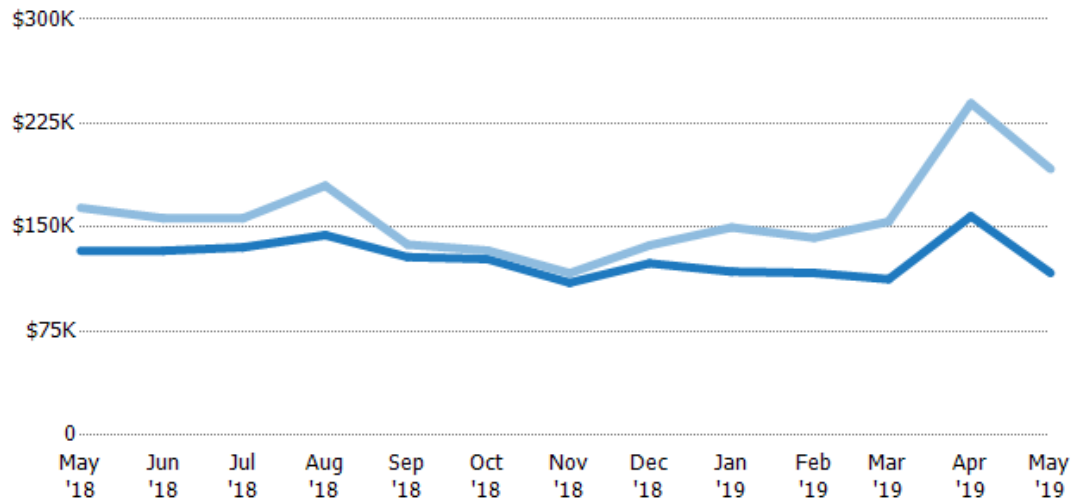


Median Listing Price vs Median Est Value

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



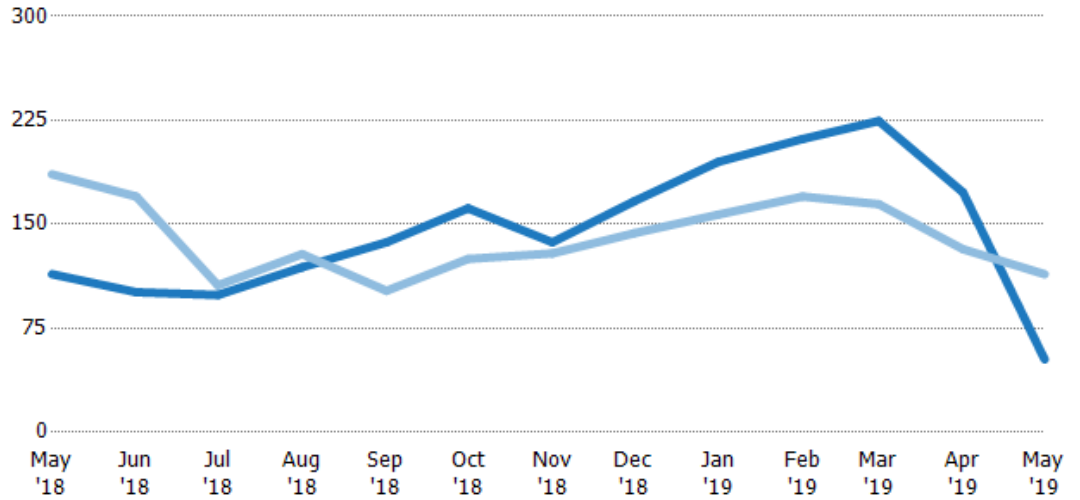
Median Days in RPR

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.
May '19	52.5	-53.9%
May '18	114	-38.7%
May '17	186	-32.8%



Current Year	114	101	99	119	137	162	137	167	195	212	225	173	52.5
Prior Year	186	170	106	129	102	125	129	144	157	170	165	132	114
Percent Change from Prior Year	-39%	-41%	-7%	-7%	34%	29%	6%	16%	24%	24%	36%	31%	-54%

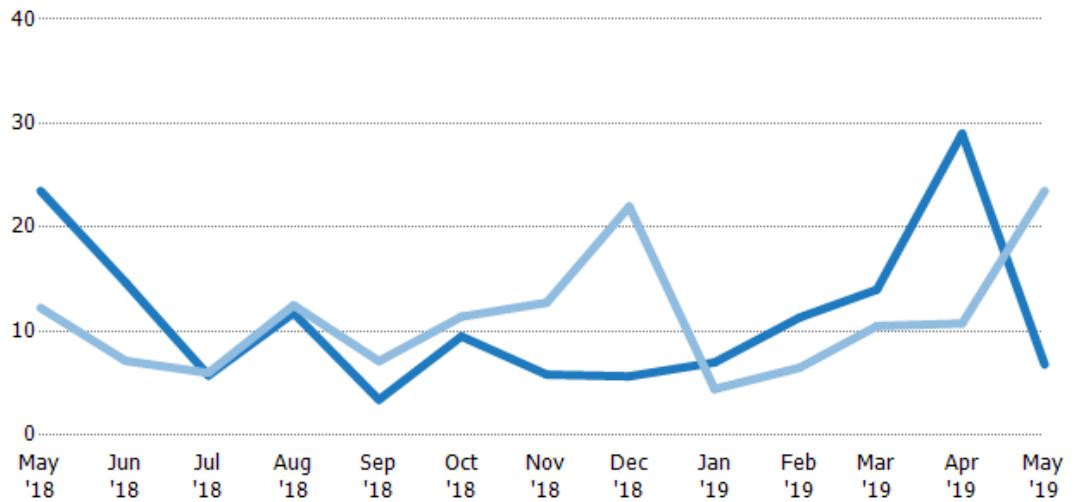
Months of Inventory

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.
May '19	6.8	-71.1%
May '18	23.5	91.8%
May '17	12.3	222.4%



Current Year	23.5	14.7	5.75	11.8	3.42	9.5	5.83	5.67	7	11.3	14	29	6.8
Prior Year	12.3	7.14	6	12.5	7.13	11.4	12.8	22	4.44	6.5	10.5	10.8	23.5
Percent Change from Prior Year	92%	105%	-4%	-6%	-52%	-17%	-54%	-74%	58%	74%	33%	170%	-71%

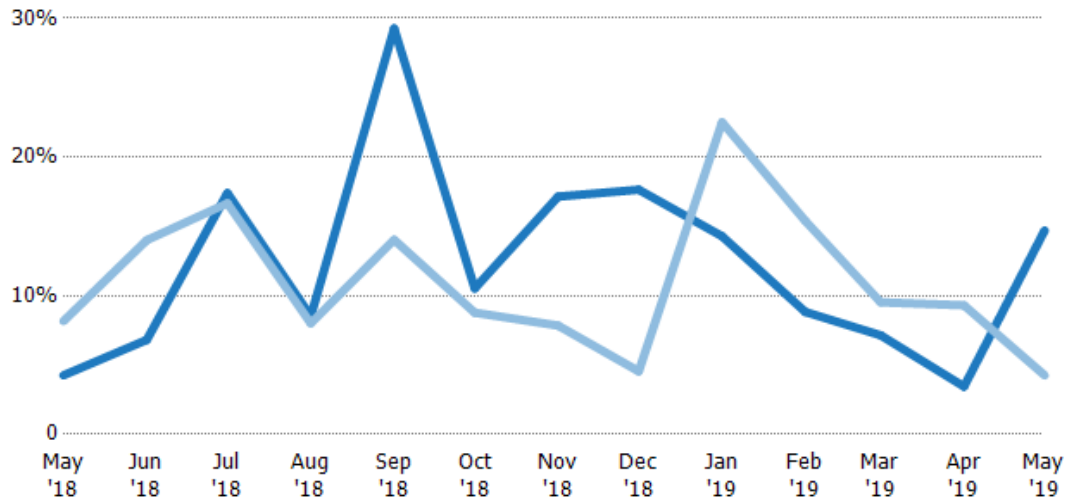
Absorption Rate

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.
May '19	15%	-10.5%
May '18	4%	3.9%
May '17	8%	-69%



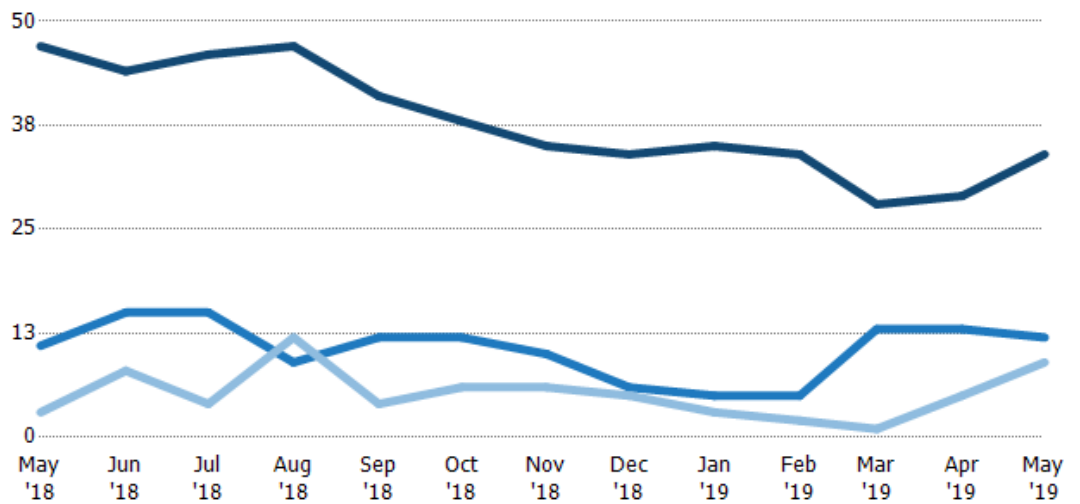
Current Year	4%	7%	17%	9%	29%	11%	17%	18%	14%	9%	7%	3%	15%
Prior Year	8%	14%	17%	8%	14%	9%	8%	5%	23%	15%	10%	9%	4%
Change from Prior Year	4%	7%	-1%	-1%	-15%	-2%	-9%	-13%	8%	7%	2%	6%	-10%

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	47	44	46	47	41	38	35	34	35	34	28	29	34
Pending	11	15	15	9	12	12	10	6	5	5	13	13	12
Sold	3	8	4	12	4	6	6	5	3	2	1	5	9

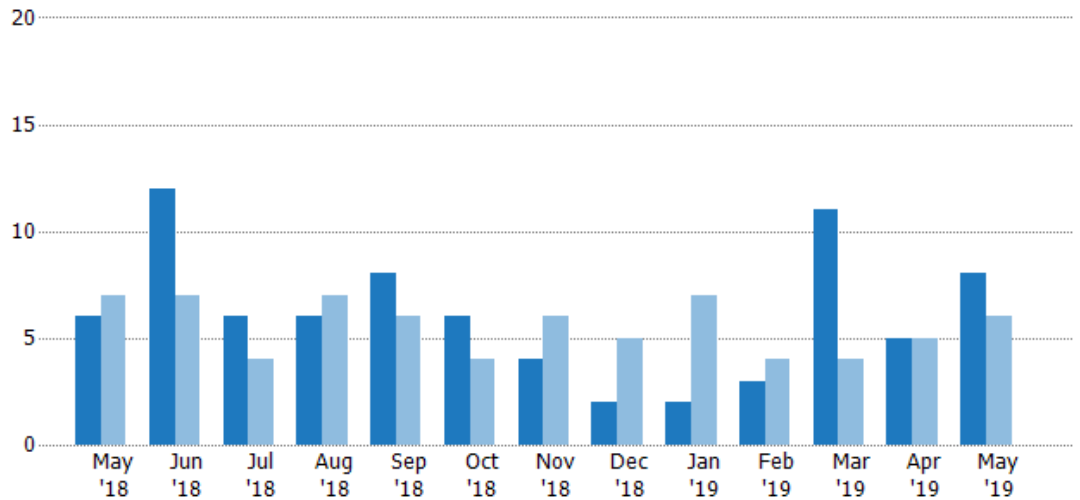
New Pending Sales

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.
May '19	8	33.3%
May '18	6	-14.3%
May '17	7	-28.6%



Current Year	6	12	6	6	8	6	4	2	2	3	11	5	8
Prior Year	7	7	4	7	6	4	6	5	7	4	4	5	6
Percent Change from Prior Year	-14%	71%	50%	-14%	33%	50%	-33%	-60%	-71%	-25%	175%	0%	33%

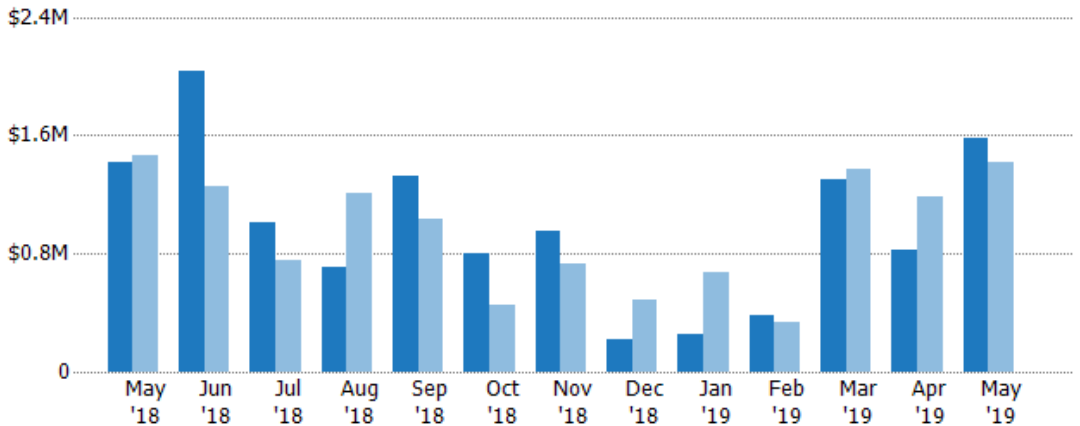
New Pending Sales Volume

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.
May '19	\$1.58M	11.5%
May '18	\$1.42M	-2.7%
May '17	\$1.46M	-51.2%



Current Year	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$223K	\$254K	\$382K	\$1.31M	\$821K	\$1.58M
Prior Year	\$1.46M	\$1.25M	\$749K	\$1.21M	\$1.04M	\$457K	\$734K	\$486K	\$670K	\$331K	\$1.37M	\$1.18M	\$1.42M
Percent Change from Prior Year	-3%	62%	35%	-42%	28%	76%	29%	-54%	-62%	15%	-5%	-31%	11%

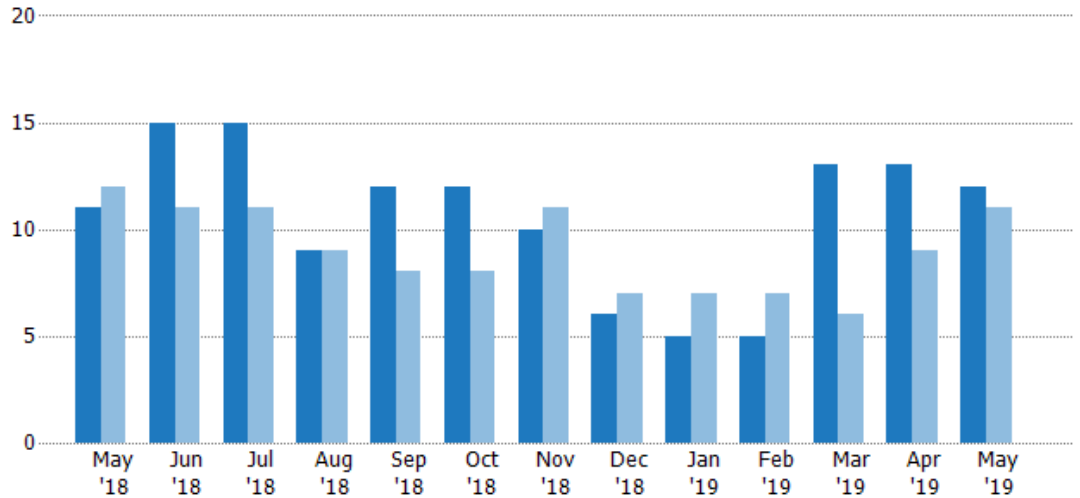
Pending Sales

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.
May '19	12	9.1%
May '18	11	-8.3%
May '17	12	-8.3%



Current Year	11	15	15	9	12	12	10	6	5	5	13	13	12
Prior Year	12	11	11	9	8	8	11	7	7	7	6	9	11
Percent Change from Prior Year	-8%	36%	36%	0%	50%	50%	-9%	-14%	-29%	-29%	117%	44%	9%

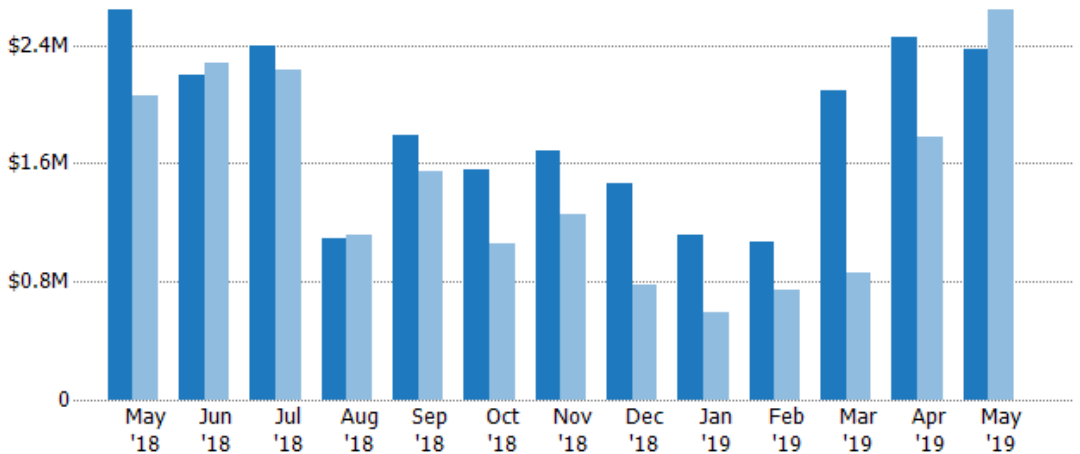
Pending Sales Volume

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.
May '19	\$2.37M	-10.3%
May '18	\$2.64M	28.4%
May '17	\$2.06M	-37.3%



Current Year	\$2.64M	\$2.2M	\$2.39M	\$1.09M	\$1.79M	\$1.56M	\$1.68M	\$1.47M	\$1.12M	\$1.07M	\$2.09M	\$2.45M	\$2.37M
Prior Year	\$2.06M	\$2.28M	\$2.23M	\$1.12M	\$1.54M	\$1.06M	\$1.25M	\$778K	\$592K	\$746K	\$861K	\$1.78M	\$2.64M
Percent Change from Prior Year	28%	-3%	7%	-3%	16%	47%	35%	89%	89%	43%	143%	38%	-10%

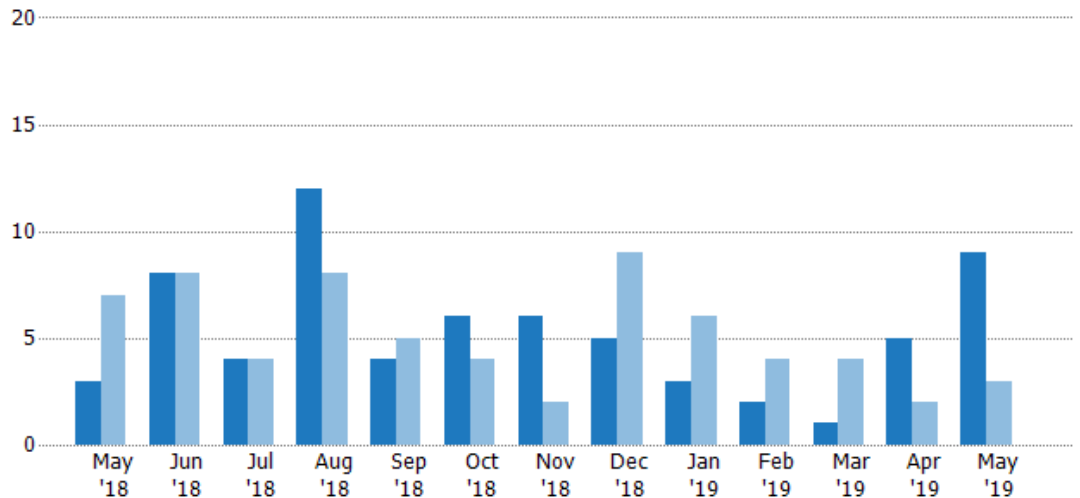
Closed Sales

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.
May '19	9	200%
May '18	3	-57.1%
May '17	7	-42.9%



Current Year	3	8	4	12	4	6	6	5	3	2	1	5	9
Prior Year	7	8	4	8	5	4	2	9	6	4	4	2	3
Percent Change from Prior Year	-57%	0%	0%	50%	-20%	50%	200%	-44%	-50%	-50%	-75%	150%	200%

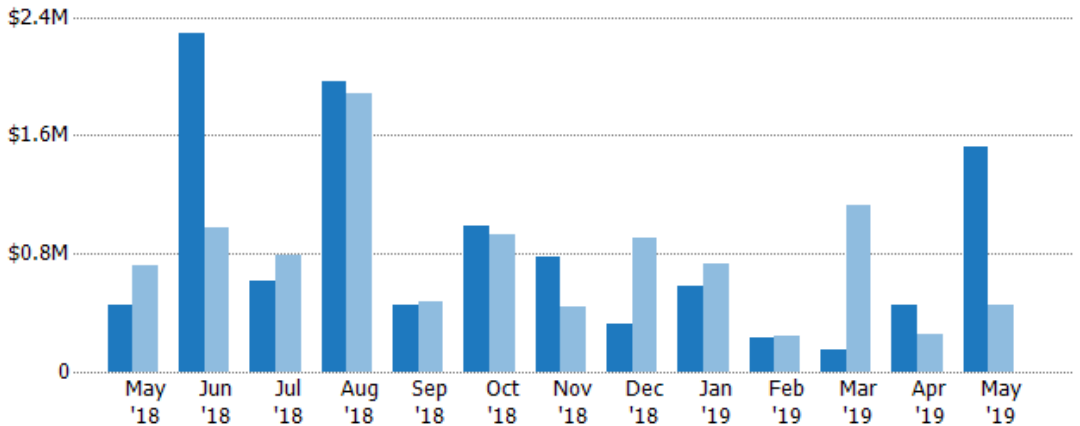
Closed Sales Volume

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.
May '19	\$1.52M	239.3%
May '18	\$447K	-38.2%
May '17	\$724K	-41.3%



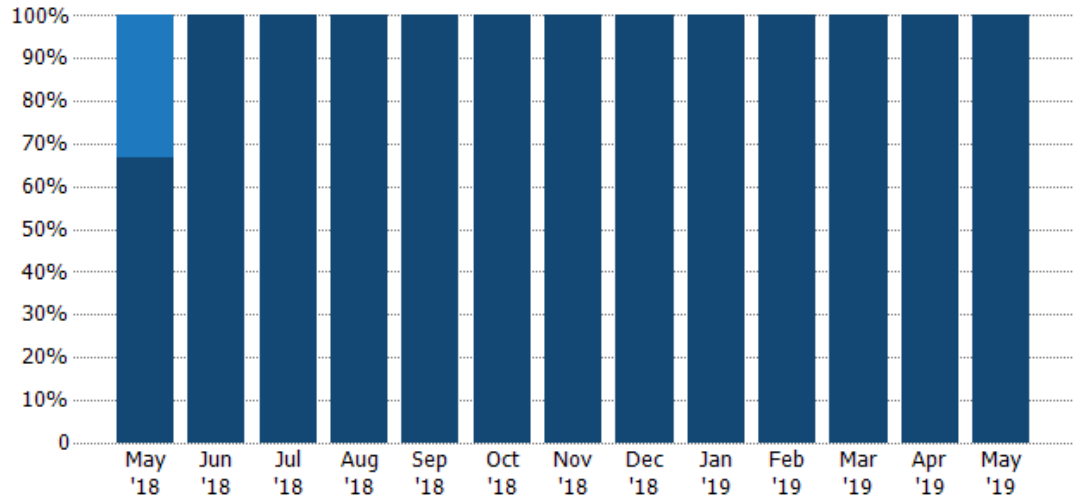
Current Year	\$447K	\$2.29M	\$618K	\$1.96M	\$452K	\$989K	\$780K	\$327K	\$575K	\$235K	\$150K	\$456K	\$1.52M
Prior Year	\$724K	\$973K	\$793K	\$1.88M	\$474K	\$934K	\$444K	\$908K	\$730K	\$243K	\$1.12M	\$252K	\$447K
Percent Change from Prior Year	-38%	136%	-22%	4%	-5%	6%	76%	-64%	-21%	-3%	-87%	81%	239%

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

67%

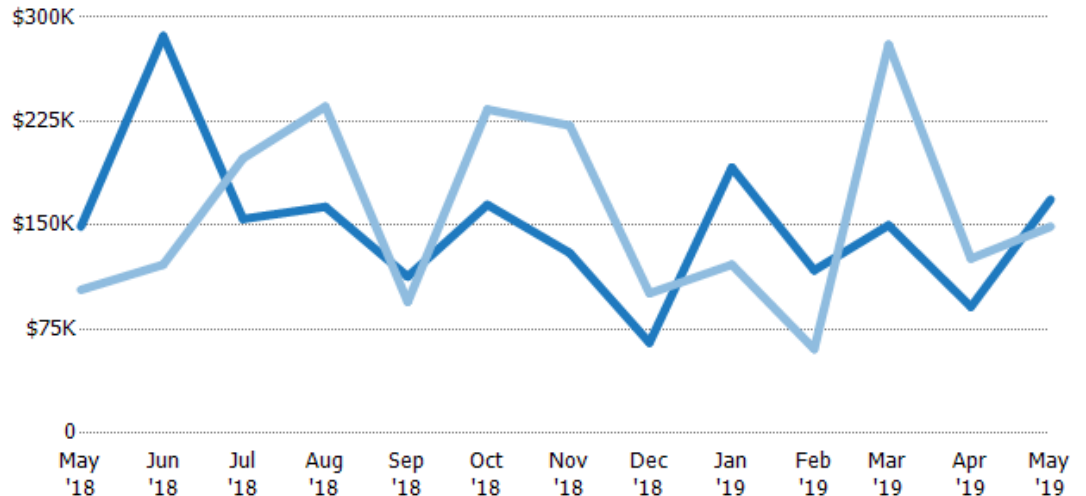
Average Sales Price

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.
May '19	\$169K	13.1%
May '18	\$149K	44.1%
May '17	\$103K	2.7%



Current Year

\$149K

Prior Year

\$103K

Percent Change from Prior Year

44%

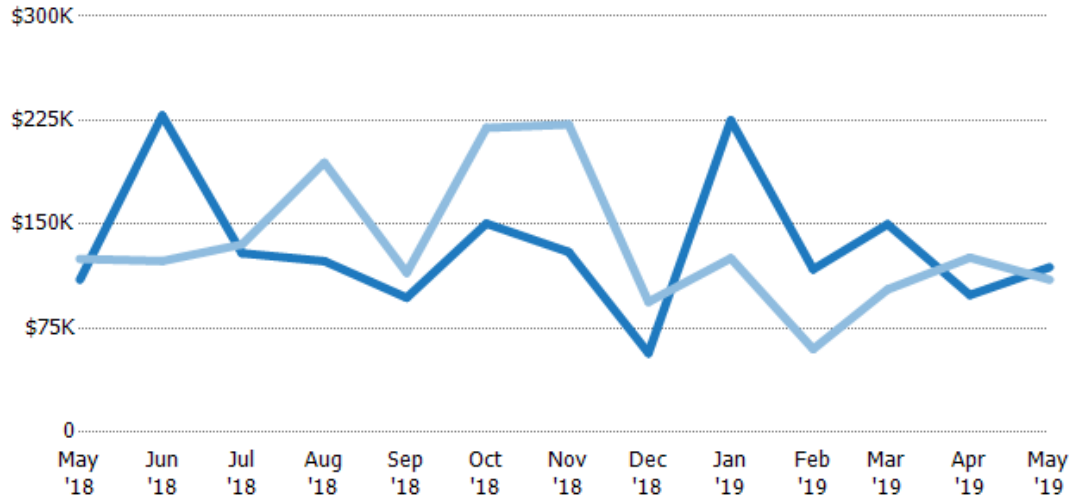
Median Sales Price

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.
May '19	\$119K	8.2%
May '18	\$110K	-12%
May '17	\$125K	-25%



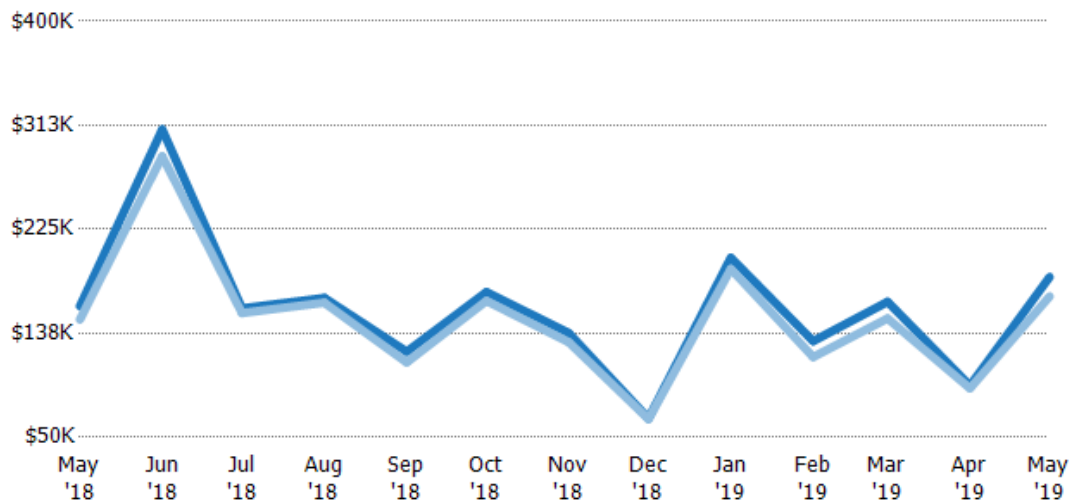
Current Year	\$110K	\$229K	\$129K	\$123K	\$97K	\$151K	\$130K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K
Prior Year	\$125K	\$124K	\$135K	\$195K	\$115K	\$220K	\$222K	\$94K	\$126K	\$60K	\$103K	\$126K	\$110K
Percent Change from Prior Year	-12%	85%	-5%	-37%	-16%	-31%	-41%	-39%	79%	96%	46%	-21%	8%

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



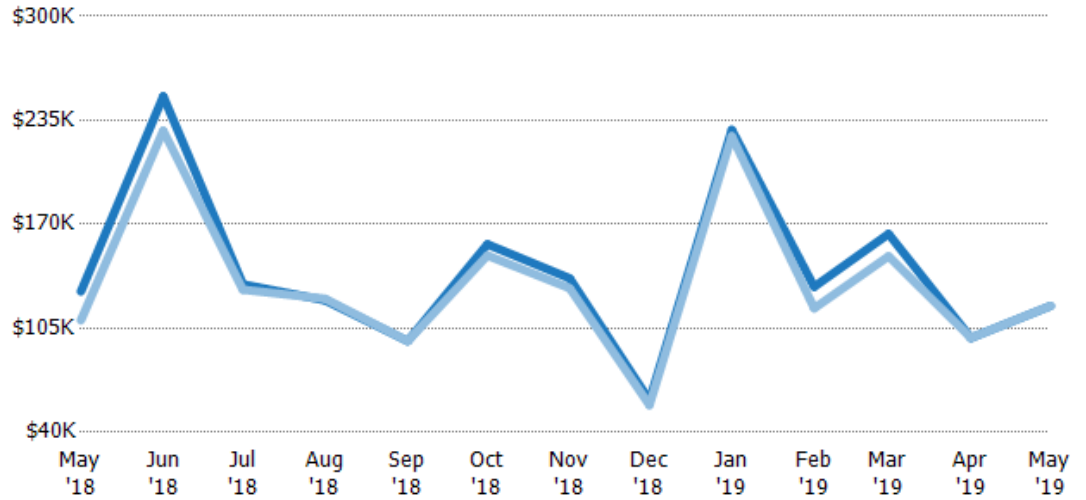
Avg List Price	\$160K	\$309K	\$158K	\$167K	\$122K	\$172K	\$138K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K
Avg Sales Price	\$149K	\$286K	\$155K	\$163K	\$113K	\$165K	\$130K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K
Avg Sales Price as a % of Avg List Price	93%	93%	98%	98%	93%	96%	94%	99%	95%	90%	91%	97%	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



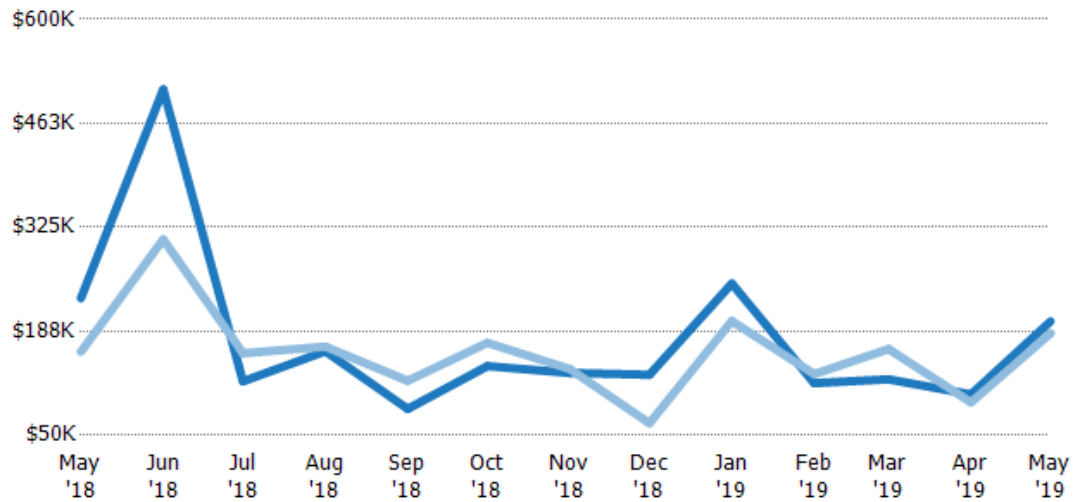
Median List Price	\$128K	\$250K	\$132K	\$122K	\$97K	\$158K	\$136K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K
Median Sales Price	\$110K	\$229K	\$129K	\$123K	\$97K	\$151K	\$130K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K
Med Sales Price as a % of Med List Price	86%	91%	98%	101%	100%	96%	95%	95%	98%	90%	91%	100%	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



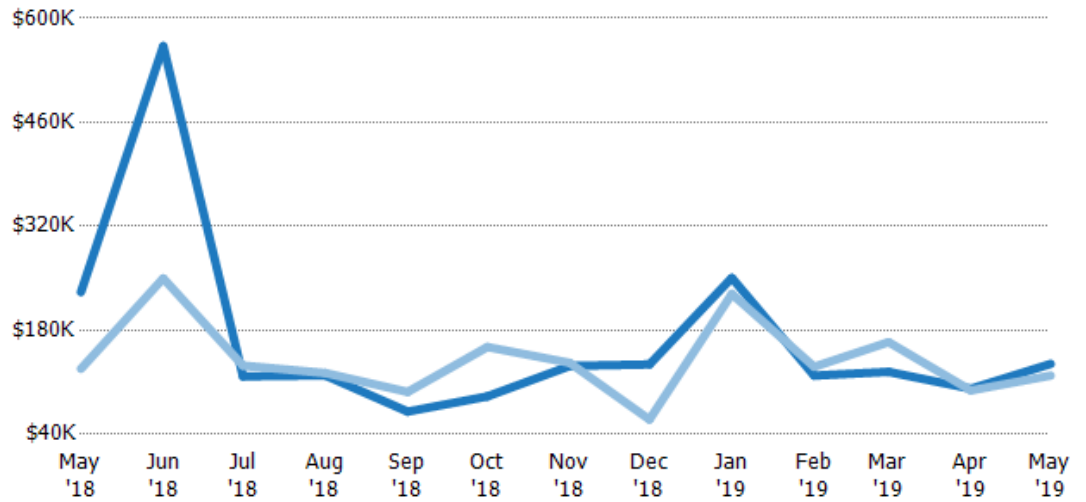
Avg Est Value	\$231K	\$507K	\$121K	\$161K	\$84.9K	\$141K	\$132K	\$130K	\$251K	\$119K	\$124K	\$104K	\$201K
Avg Sales Price	\$160K	\$309K	\$158K	\$167K	\$122K	\$172K	\$138K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K
Avg Sales Price as a % of Avg Est Value	69%	61%	131%	104%	144%	122%	104%	51%	80%	110%	132%	90%	92%

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	\$231K	\$563K	\$118K	\$119K	\$70.5K	\$91K	\$132K	\$134K	\$251K	\$119K	\$124K	\$101K	\$135K
Median Sales Price	\$128K	\$250K	\$132K	\$122K	\$97K	\$158K	\$136K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K
Med Sales Price as a % of Med Est Value	55%	44%	112%	103%	138%	173%	103%	45%	91%	110%	132%	98%	88%