

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	7	+28.6%	74	62	+19.4%
New Listing Volume	\$2,993,800	\$1,475,500	+102.9%	\$17,935,074	\$12,415,090	+44.5%
Active Listing Count	47	49	-4.1%	N/A	N/A	
Active Listing Volume	\$17,021,200	\$15,641,400	+8.8%	N/A	N/A	
Average Listing Price	\$362,153	\$319,212	+13.5%	\$328,716	\$339,606	-3.2%
Median Listing Price	\$240,000	\$169,900	+41.3%	\$181,636	\$189,874	-4.3%
Median Days in RPR	87	119	-26.9%	105.74	137.4	-23%
Months of Inventory	7.8	12.3	-36.1%	7.3	8	-8.4%
Absorption Rate	12.77%	8.16%	+4.6%	13.68%	12.53%	+1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	5	6	-16.7%	50	49	+2%
New Pending Sales Volume	\$583,424	\$702,795	-17%	\$6,809,214	\$8,589,495	-20.7%
Pending Sales Count	10	9	+11.1%	N/A	N/A	
Pending Sales Volume	\$1,079,724	\$1,087,395	-0.7%	N/A	N/A	
Closed Sales Count	6	12	-50%	38	42	-9.5%
Closed Sales Volume	\$608,000	\$1,959,551	-69%	\$5,816,840	\$7,539,751	-22.9%
Average Sales Price	\$101,333	\$163,296	-37.9%	\$153,075	\$179,518	-14.7%
Median Sales Price	\$101,500	\$123,426	-17.8%	\$135,334	\$135,819	-0.4%

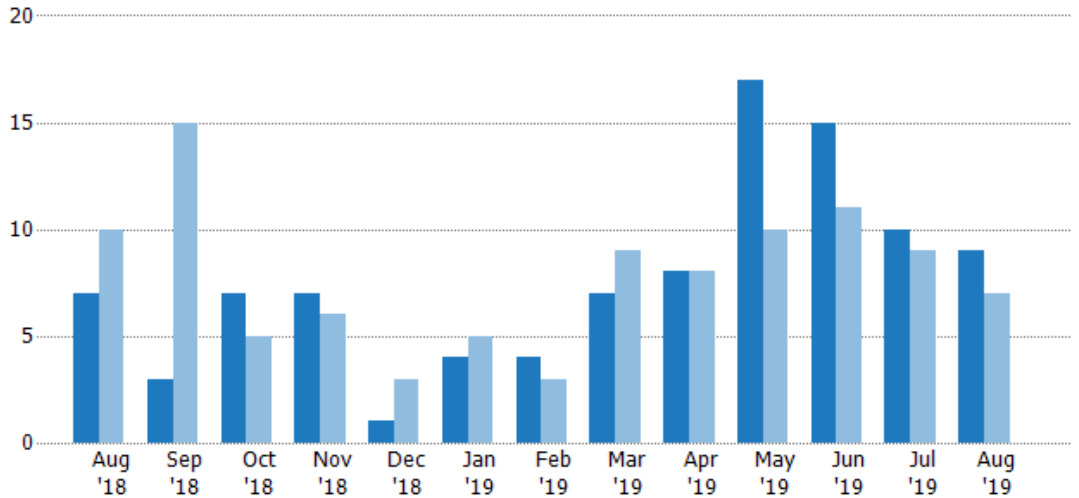
New Listings

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.
Aug '19	9	28.6%
Aug '18	7	-30%
Aug '17	10	-20%



Current Year	7	3	7	7	1	4	4	7	8	17	15	10	9
Prior Year	10	15	5	6	3	5	3	9	8	10	11	9	7
Percent Change from Prior Year	-30%	-80%	40%	17%	-67%	-20%	33%	-22%	0%	70%	36%	11%	29%

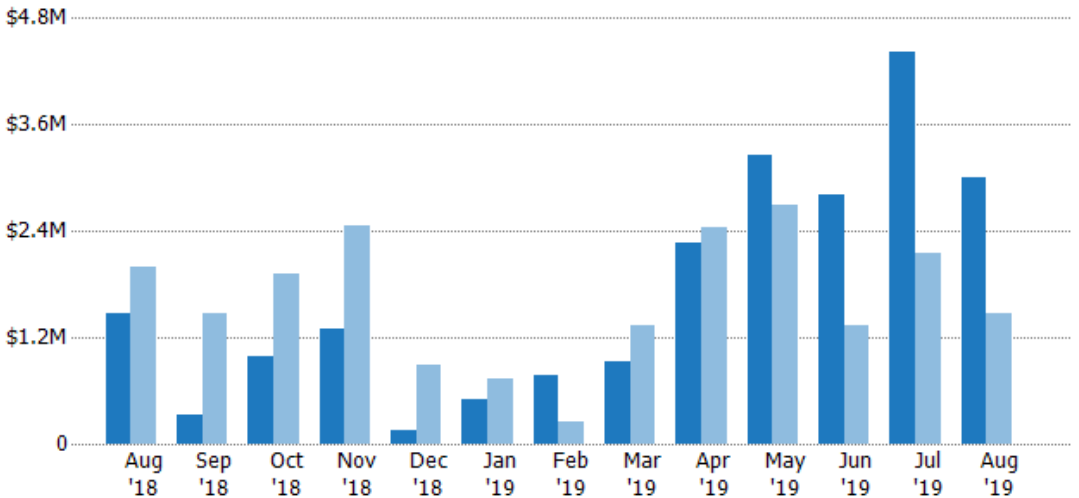
New Listing Volume

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.
Aug '19	\$2.99M	102.9%
Aug '18	\$1.48M	-26.1%
Aug '17	\$2M	-31.5%



Current Year	\$1.48M	\$317K	\$987K	\$1.29M	\$145K	\$504K	\$763K	\$936K	\$2.27M	\$3.25M	\$2.81M	\$4.42M	\$2.99M
Prior Year	\$2M	\$1.46M	\$1.92M	\$2.47M	\$886K	\$742K	\$248K	\$1.34M	\$2.45M	\$2.69M	\$1.33M	\$2.15M	\$1.48M
Percent Change from Prior Year	-26%	-78%	-49%	-48%	-84%	-32%	208%	-30%	-7%	21%	111%	105%	103%

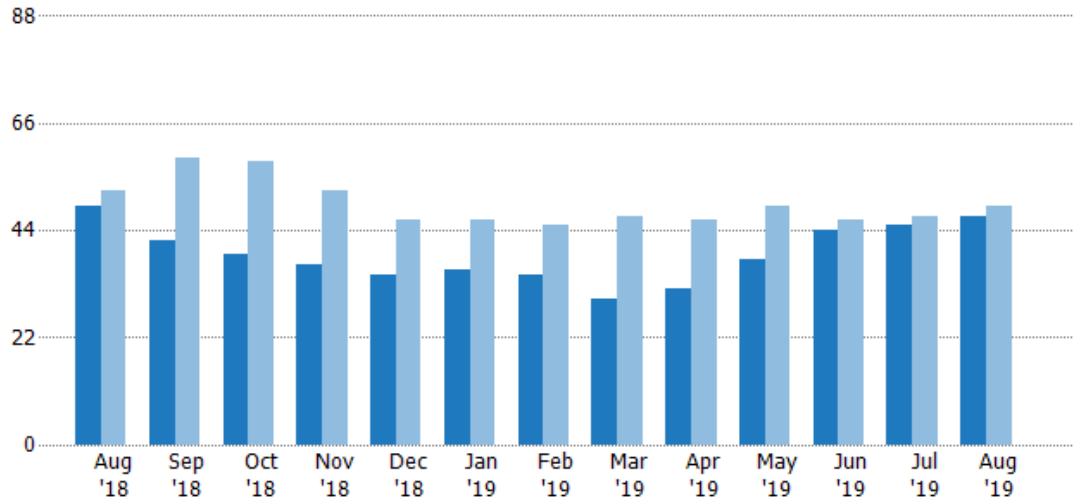
Active Listings

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.
Aug '19	47	-4.1%
Aug '18	49	-5.8%
Aug '17	52	53.8%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	49	42	39	37	35	36	35	30	32	38	44	45	47
Prior Year	52	59	58	52	46	46	45	47	46	49	46	47	49
Percent Change from Prior Year	-6%	-29%	-33%	-29%	-24%	-22%	-22%	-36%	-30%	-22%	-4%	-4%	-4%

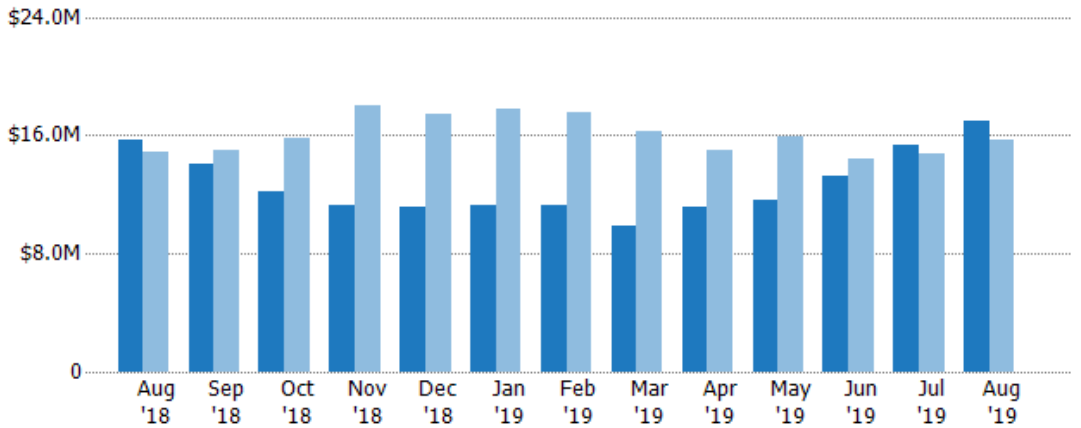
Active Listing Volume

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.
Aug '19	\$17M	8.8%
Aug '18	\$15.6M	4.9%
Aug '17	\$14.9M	35.5%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$15.6M	\$14.1M	\$12.2M	\$11.3M	\$11.1M	\$11.3M	\$11.3M	\$9.87M	\$11.2M	\$11.6M	\$13.2M	\$15.4M	\$17M
Prior Year	\$14.9M	\$15M	\$15.9M	\$18M	\$17.5M	\$17.8M	\$17.5M	\$16.3M	\$15M	\$15.9M	\$14.4M	\$14.8M	\$15.6M
Percent Change from Prior Year	5%	-6%	-23%	-37%	-36%	-37%	-35%	-40%	-25%	-27%	-8%	4%	9%

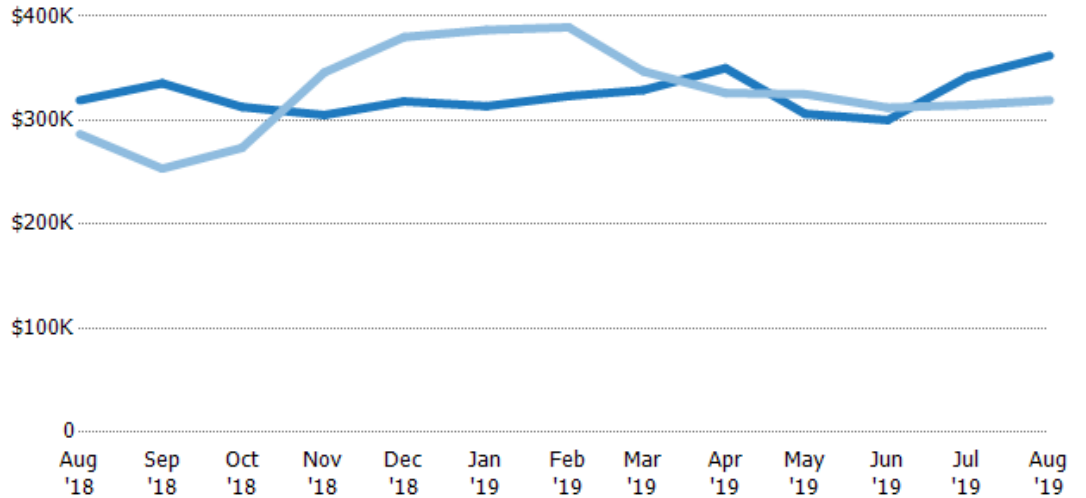
Average Listing Price

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.
Aug '19	\$362K	13.5%
Aug '18	\$319K	11.4%
Aug '17	\$287K	-11.9%



Current Year	\$319K	\$336K	\$313K	\$305K	\$318K	\$314K	\$323K	\$329K	\$350K	\$306K	\$300K	\$342K	\$362K
Prior Year	\$287K	\$253K	\$273K	\$346K	\$380K	\$387K	\$389K	\$347K	\$326K	\$325K	\$312K	\$315K	\$319K
Percent Change from Prior Year	11%	32%	14%	-12%	-16%	-19%	-17%	-5%	7%	-6%	-4%	9%	13%

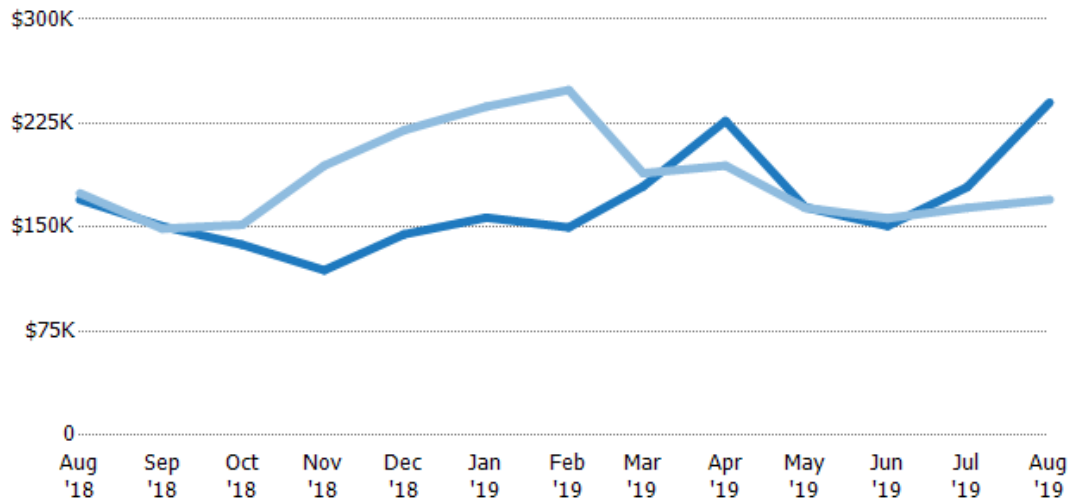
Median Listing Price

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.
Aug '19	\$240K	41.3%
Aug '18	\$170K	-2.6%
Aug '17	\$175K	-8.5%



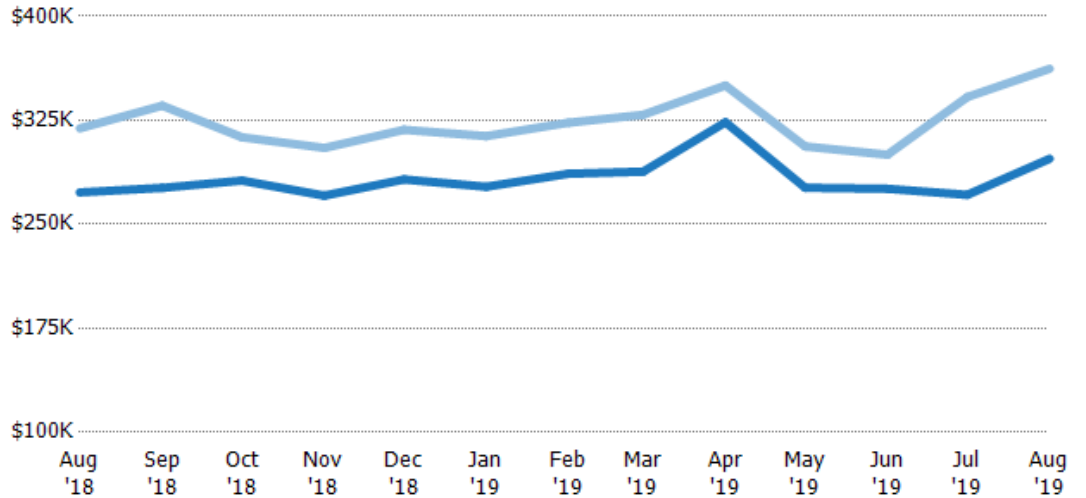
Current Year	\$170K	\$151K	\$138K	\$119K	\$145K	\$157K	\$150K	\$179K	\$227K	\$164K	\$151K	\$179K	\$240K
Prior Year	\$175K	\$149K	\$152K	\$194K	\$220K	\$237K	\$249K	\$189K	\$194K	\$164K	\$157K	\$164K	\$170K
Percent Change from Prior Year	-3%	1%	-9%	-39%	-34%	-34%	-40%	-5%	17%	0%	-4%	9%	41%

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

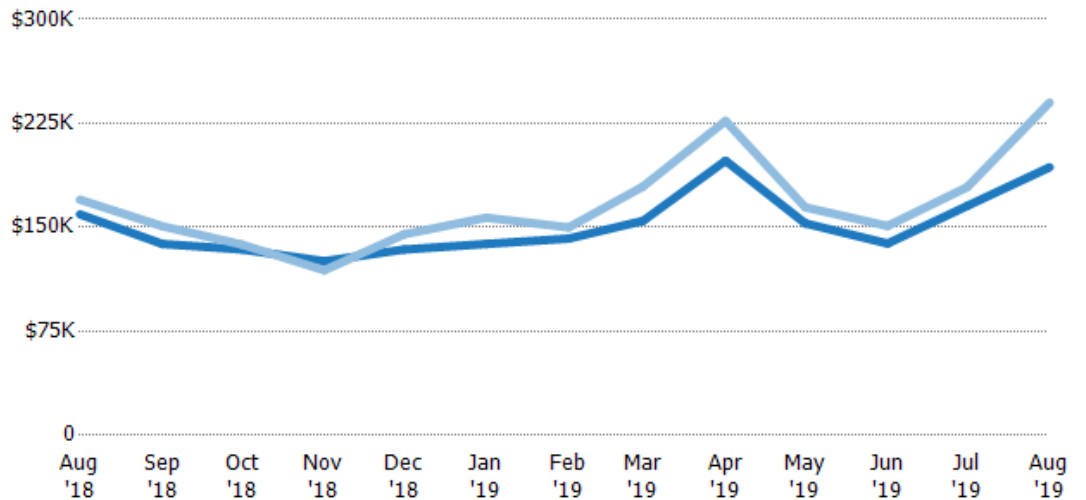


Median Listing Price vs Median Est Value

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



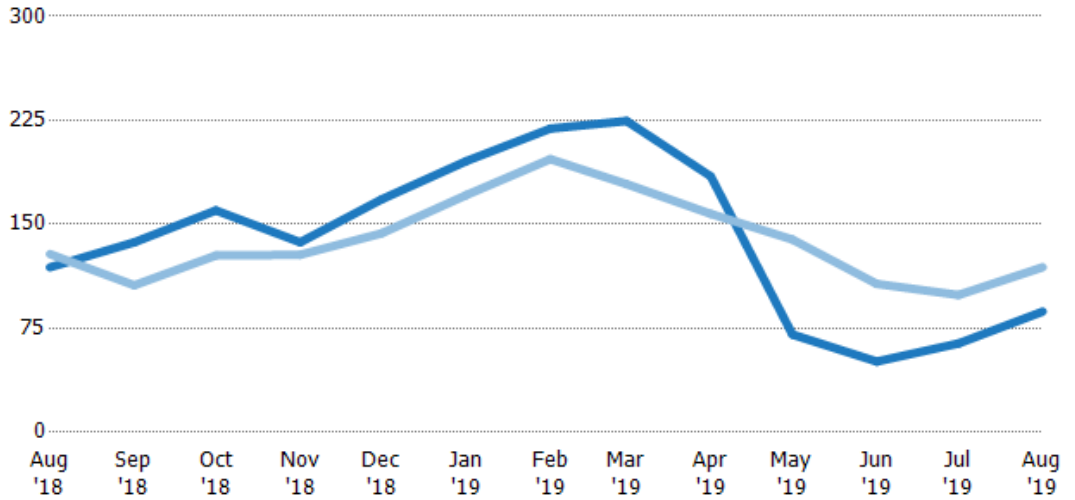
Median Days in RPR

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.
Aug '19	87	-26.9%
Aug '18	119	-7.4%
Aug '17	129	-14.8%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	119	137	160	137	168	196	219	225	185	70.5	51	64	87
Prior Year	129	106	128	128	144	171	197	179	158	139	107	99	119
Percent Change from Prior Year	-7%	29%	25%	7%	17%	14%	11%	25%	17%	-49%	-52%	-35%	-27%

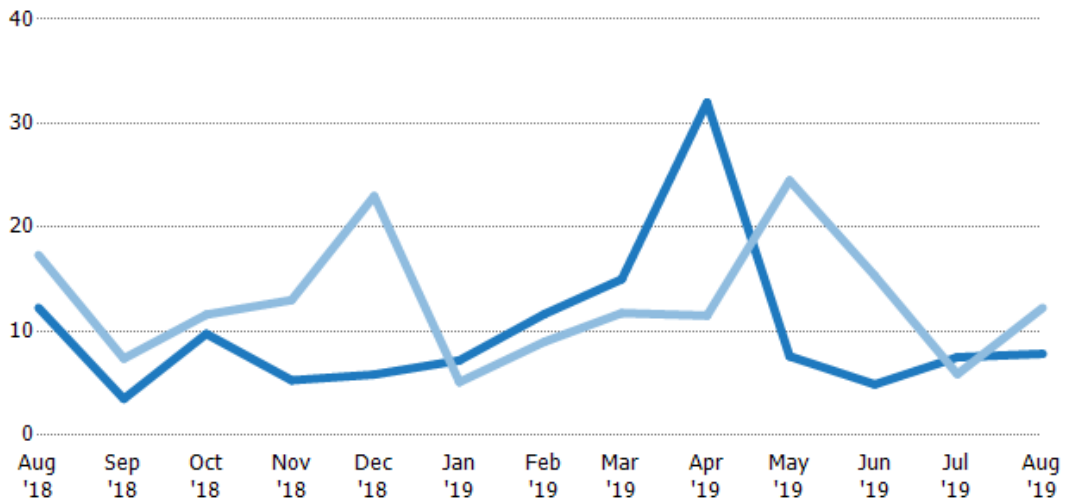
Months of Inventory

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.
Aug '19	7.83	-36.1%
Aug '18	12.3	-29.3%
Aug '17	17.3	15.4%



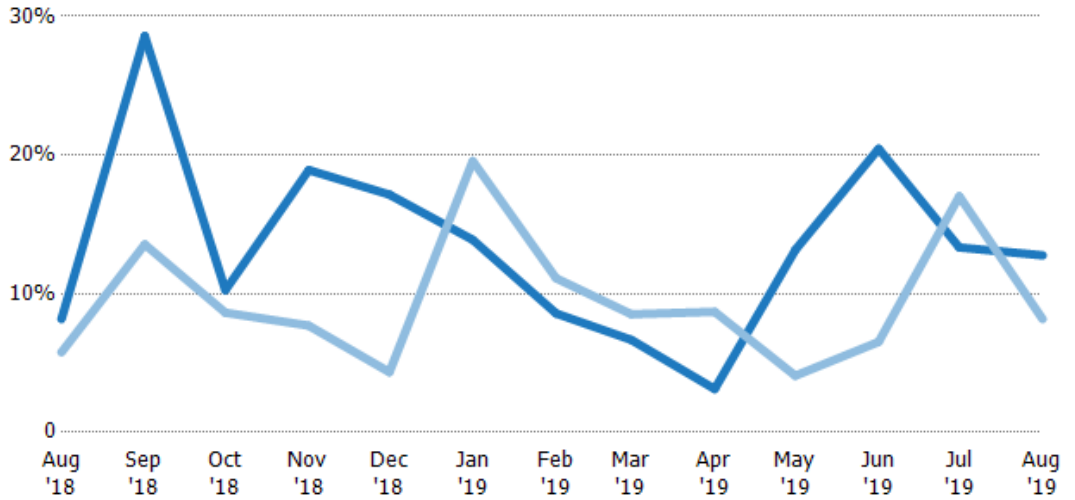
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	12.3	3.5	9.75	5.29	5.83	7.2	11.7	15	32	7.6	4.89	7.5	7.83
Prior Year	17.3	7.38	11.6	13	23	5.11	9	11.8	11.5	24.5	15.3	5.88	12.3
Percent Change from Prior Year	-29%	-53%	-16%	-59%	-75%	41%	30%	28%	178%	-69%	-68%	28%	-36%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



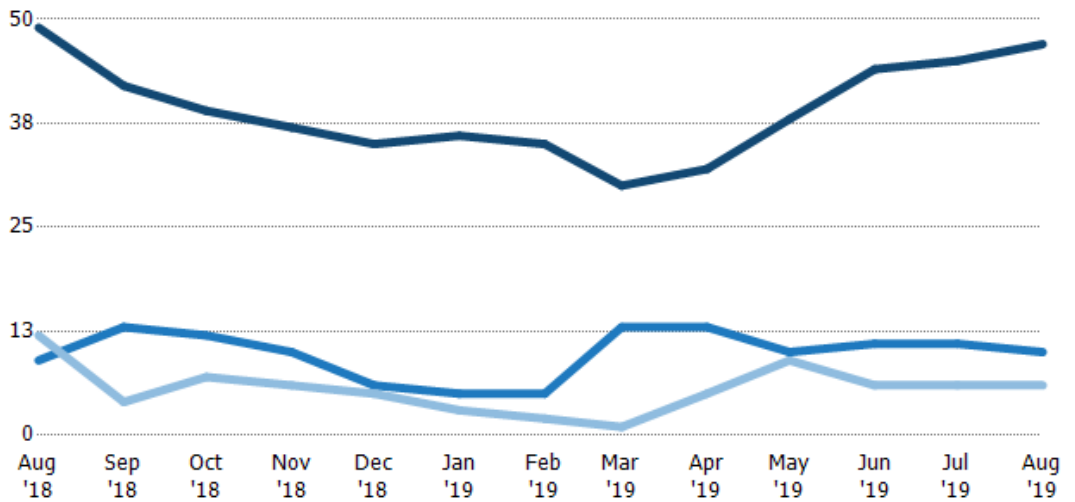
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	8%	29%	10%	19%	17%	14%	9%	7%	3%	13%	20%	13%	13%
Prior Year	6%	14%	9%	8%	4%	20%	11%	9%	9%	4%	7%	17%	8%
Change from Prior Year	-2%	-15%	-2%	-11%	-13%	6%	3%	2%	6%	-9%	-14%	4%	-5%

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



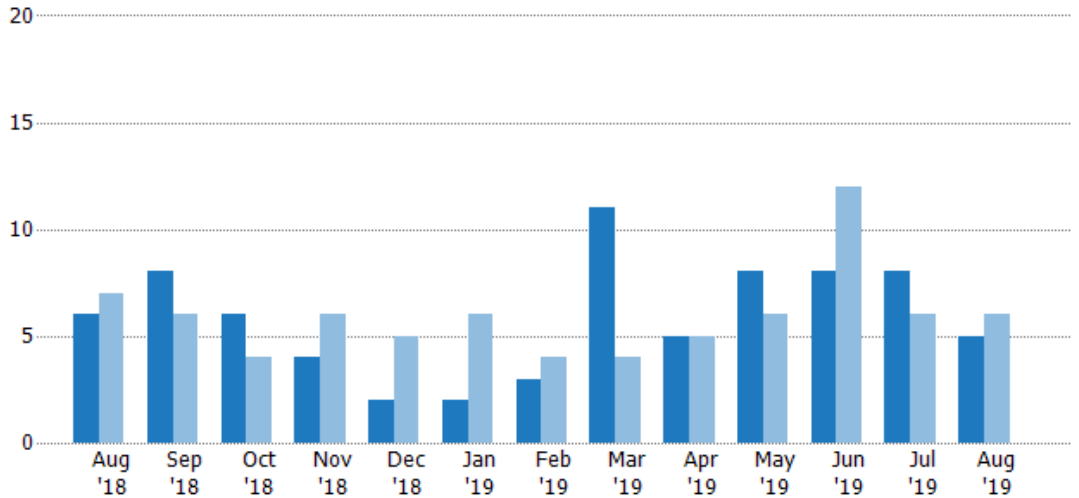
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	49	42	39	37	35	36	35	30	32	38	44	45	47
Pending	9	13	12	10	6	5	5	13	13	10	11	11	10
Sold	12	4	7	6	5	3	2	1	5	9	6	6	6

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



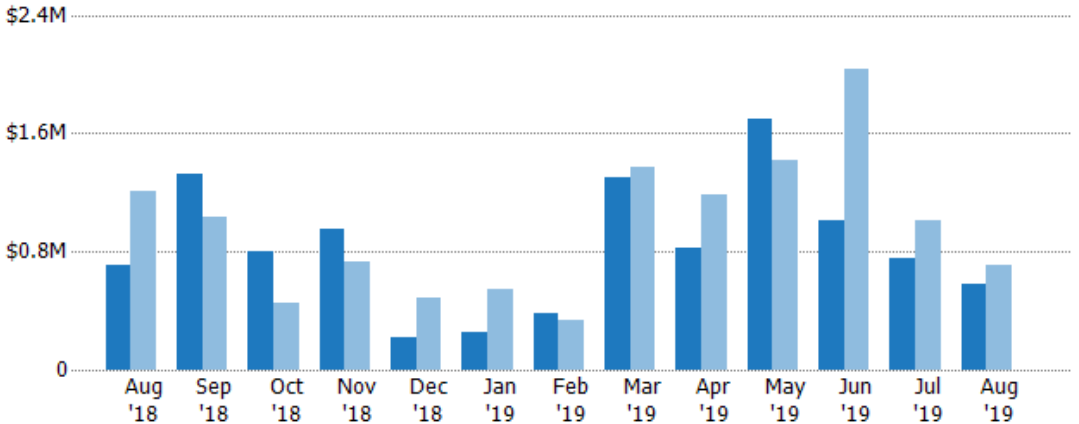
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	6	8	6	4	2	2	3	11	5	8	8	8	5
Prior Year	7	6	4	6	5	6	4	4	5	6	12	6	6
Percent Change from Prior Year	-14%	33%	50%	-33%	-60%	-67%	-25%	175%	0%	33%	-33%	33%	-17%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$703K	\$1.33M	\$803K	\$947K	\$223K	\$254K	\$382K	\$1.31M	\$821K	\$1.69M	\$1.01M	\$756K	\$583K
Prior Year	\$1.21M	\$1.04M	\$457K	\$734K	\$486K	\$541K	\$331K	\$1.37M	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K
Percent Change from Prior Year	-42%	28%	76%	29%	-54%	-53%	15%	-5%	-31%	19%	-50%	-25%	-17%

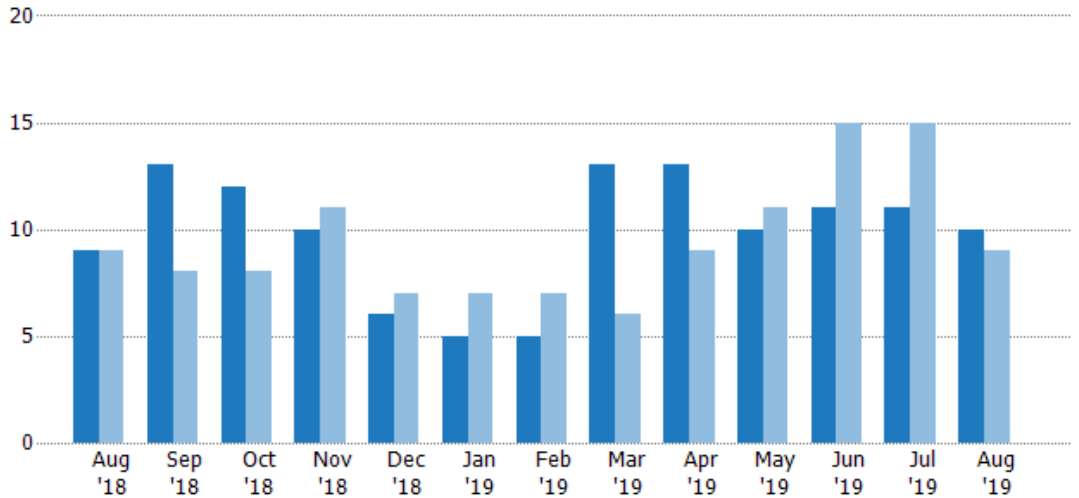
Pending Sales

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.
Aug '19	10	11.1%
Aug '18	9	0%
Aug '17	9	44.4%



Current Year	9	13	12	10	6	5	5	13	13	10	11	11	10
Prior Year	9	8	8	11	7	7	7	6	9	11	15	15	9
Percent Change from Prior Year	0%	63%	50%	-9%	-14%	-29%	-29%	117%	44%	-9%	-27%	-27%	11%

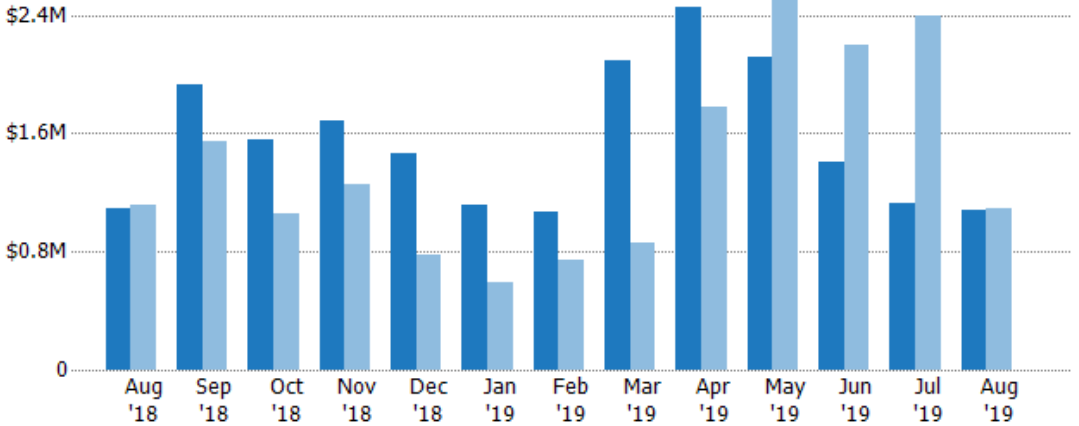
Pending Sales Volume

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.
Aug '19	\$1.08M	-0.7%
Aug '18	\$1.09M	-2.8%
Aug '17	\$1.12M	43.7%



Current Year	\$1.09M	\$1.93M	\$1.56M	\$1.68M	\$1.47M	\$1.12M	\$1.07M	\$2.09M	\$2.45M	\$2.12M	\$1.41M	\$1.13M	\$1.08M
Prior Year	\$1.12M	\$1.54M	\$1.06M	\$1.25M	\$778K	\$592K	\$746K	\$861K	\$1.78M	\$2.64M	\$2.2M	\$2.39M	\$1.09M
Percent Change from Prior Year	-3%	25%	47%	35%	89%	89%	43%	143%	38%	-20%	-36%	-53%	-1%

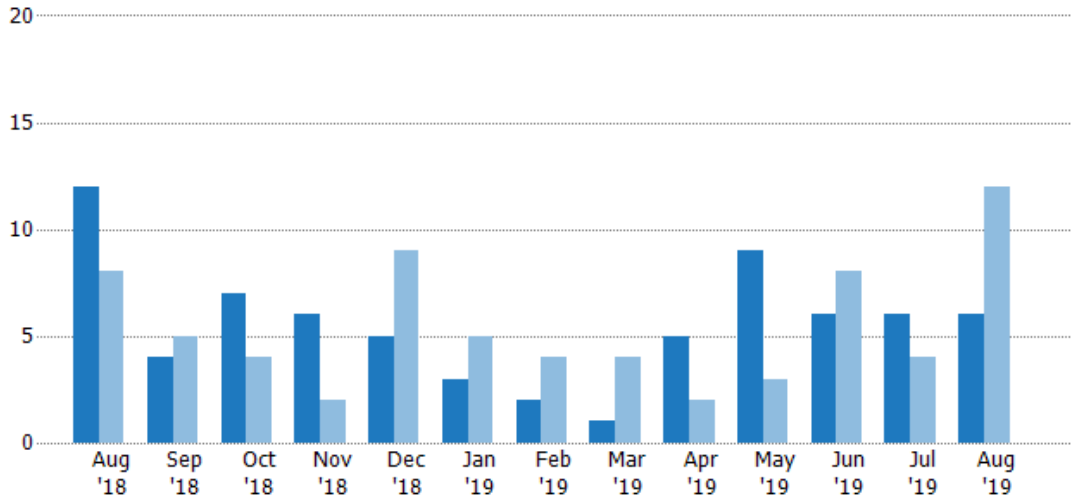
Closed Sales

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.
Aug '19	6	-50%
Aug '18	12	50%
Aug '17	8	0%



Current Year	12	4	7	6	5	3	2	1	5	9	6	6	6
Prior Year	8	5	4	2	9	5	4	4	2	3	8	4	12
Percent Change from Prior Year	50%	-20%	75%	200%	-44%	-40%	-50%	-75%	150%	200%	-25%	50%	-50%

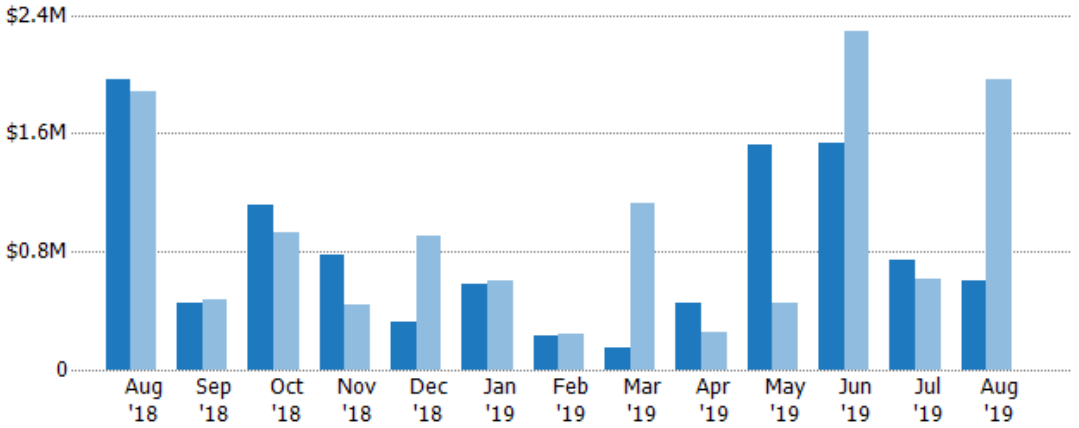
Closed Sales Volume

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.
Aug '19	\$608K	-69%
Aug '18	\$1.96M	4%
Aug '17	\$1.88M	-25.3%



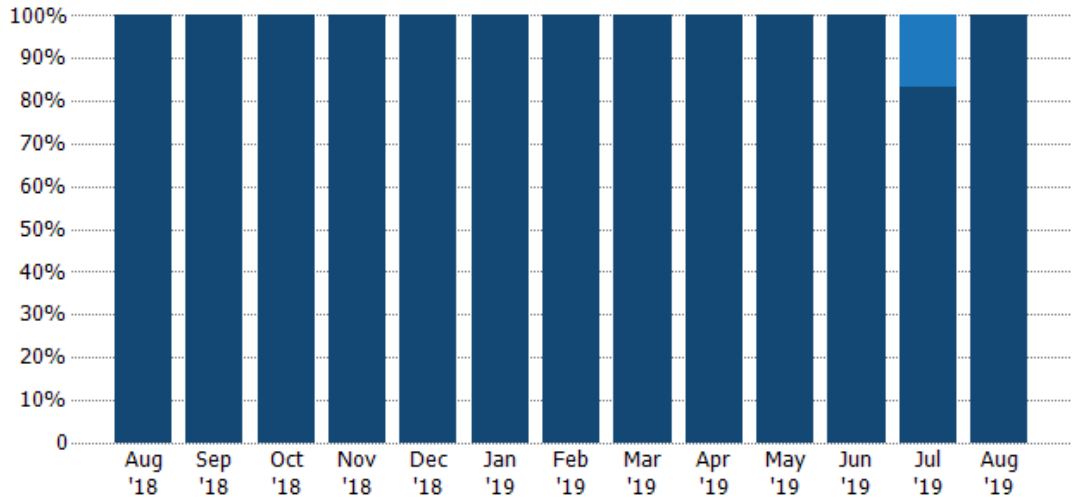
Current Year	\$1.96M	\$452K	\$1.11M	\$780K	\$327K	\$575K	\$235K	\$150K	\$456K	\$1.52M	\$1.54M	\$737K	\$608K
Prior Year	\$1.88M	\$474K	\$934K	\$444K	\$908K	\$608K	\$243K	\$1.12M	\$252K	\$447K	\$2.29M	\$618K	\$1.96M
Percent Change from Prior Year	4%	-5%	19%	76%	-64%	-5%	-3%	-87%	81%	239%	-33%	19%	-69%

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



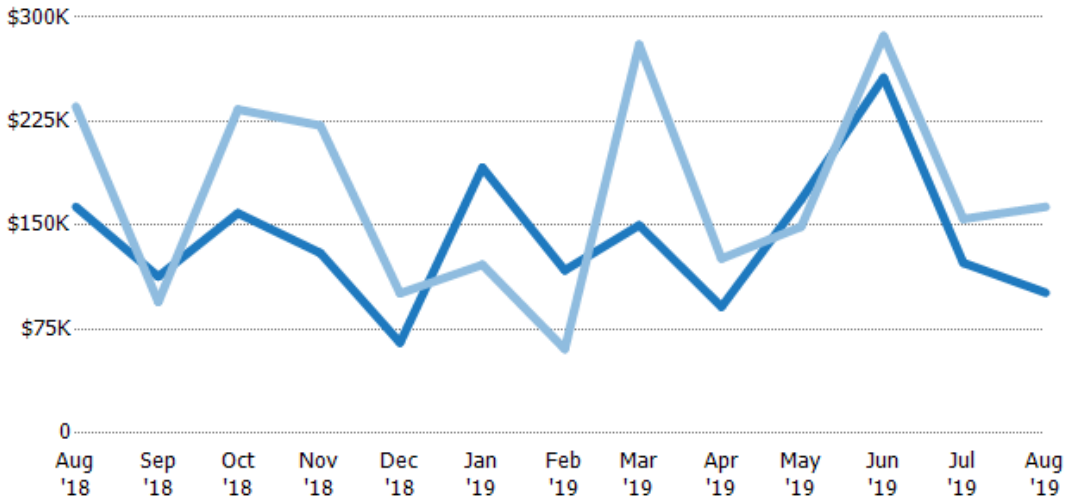
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	17%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%	100%

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	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K
Prior Year	\$236K	\$94.7K	\$234K	\$222K	\$101K	\$122K	\$60.7K	\$280K	\$126K	\$149K	\$286K	\$155K	\$163K
Percent Change from Prior Year	-31%	19%	-32%	-41%	-35%	58%	93%	-46%	-28%	13%	-10%	-20%	-38%

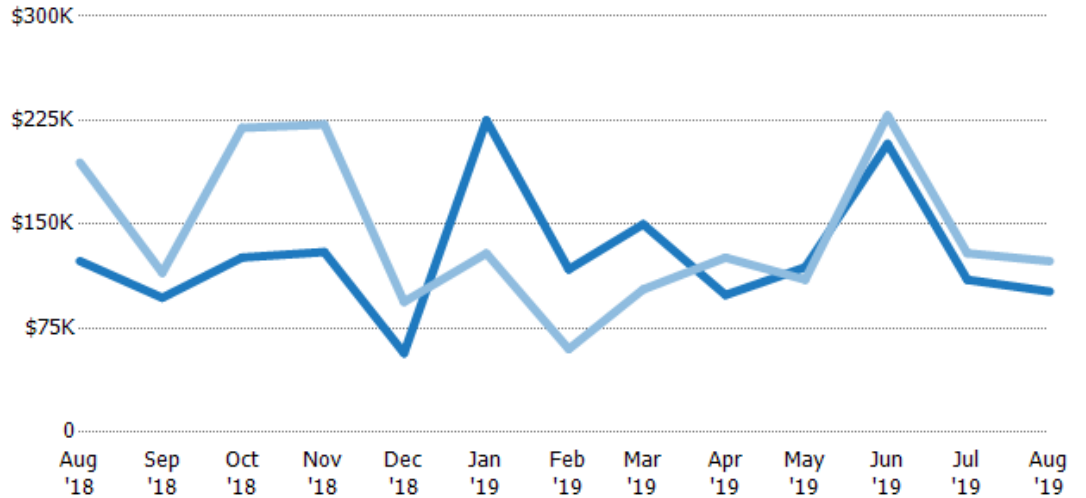
Median Sales Price

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.
Aug '19	\$102K	-17.8%
Aug '18	\$123K	-36.5%
Aug '17	\$195K	-22.6%



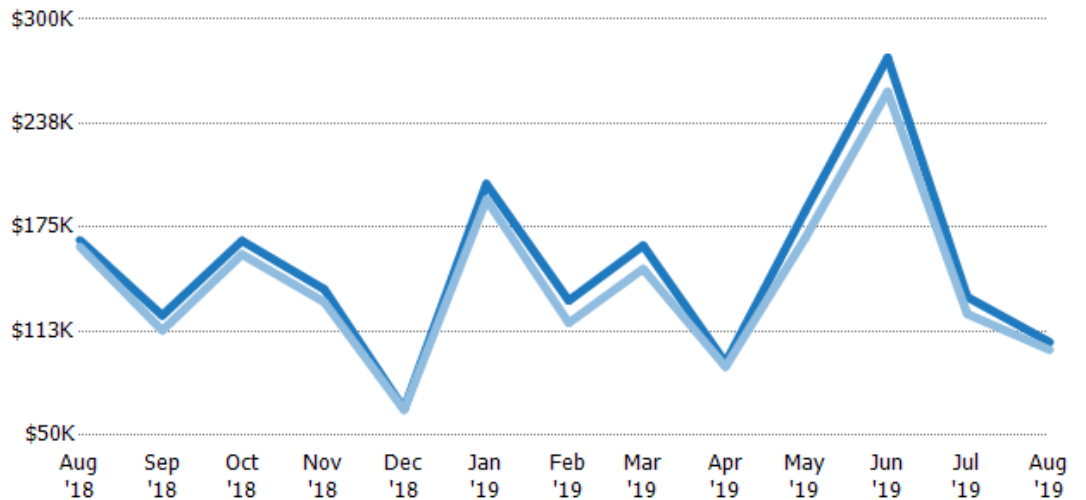
Current Year	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K
Prior Year	\$195K	\$115K	\$220K	\$222K	\$94K	\$129K	\$60K	\$103K	\$126K	\$110K	\$229K	\$129K	\$123K
Percent Change from Prior Year	-37%	-16%	-43%	-41%	-39%	74%	96%	46%	-21%	8%	-9%	-15%	-18%

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



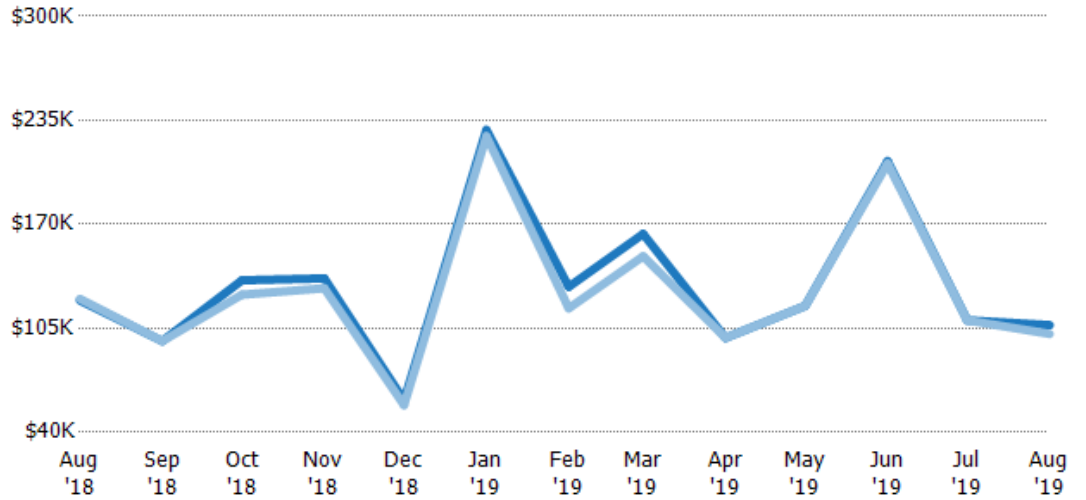
Avg List Price	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K
Avg Sales Price	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K
Avg Sales Price as a % of Avg List Price	98%	93%	95%	94%	99%	95%	90%	91%	97%	91%	93%	92%	96%

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



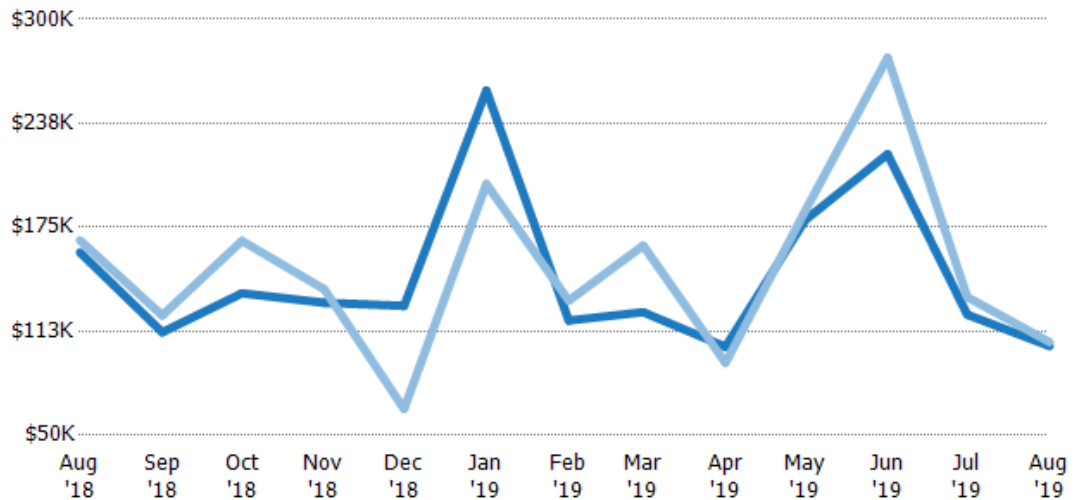
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K
Median Sales Price	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K
Med Sales Price as a % of Med List Price	101%	100%	93%	95%	95%	98%	90%	91%	100%	100%	99%	100%	95%

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



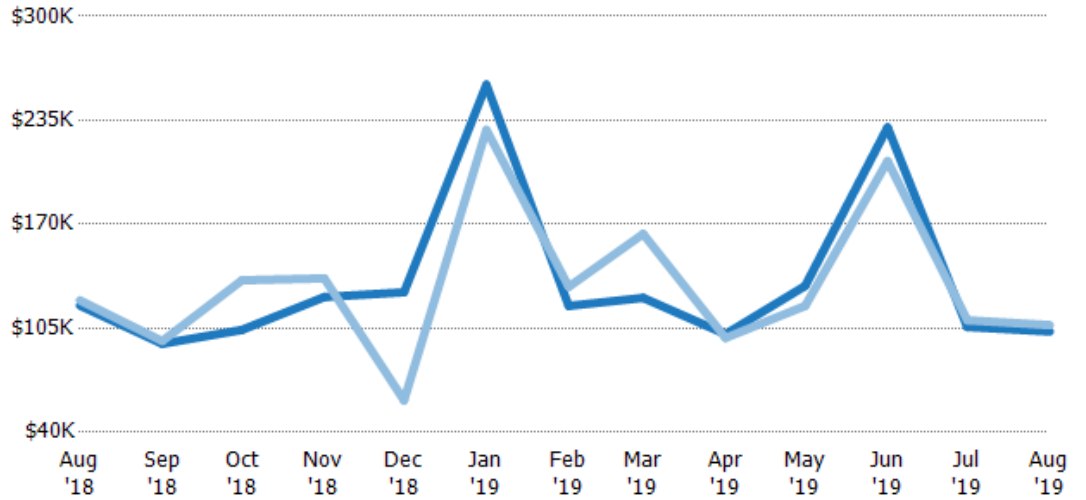
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$160K	\$112K	\$135K	\$130K	\$128K	\$257K	\$119K	\$124K	\$103K	\$179K	\$219K	\$123K	\$104K
Avg Sales Price	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K
Avg Sales Price as a % of Avg Est Value	105%	109%	123%	106%	52%	78%	110%	132%	91%	103%	127%	109%	102%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$119K	\$95.3K	\$104K	\$125K	\$128K	\$257K	\$119K	\$124K	\$101K	\$132K	\$231K	\$106K	\$103K
Median Sales Price	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K
Med Sales Price as a % of Med Est Value	103%	102%	130%	109%	47%	89%	110%	132%	98%	90%	91%	104%	104%