

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	9	+11.1%	65	55	+18.2%
New Listing Volume	\$4,415,700	\$2,149,400	+105.4%	\$14,941,274	\$10,939,590	+36.6%
Active Listing Count	45	47	-4.3%	N/A	N/A	
Active Listing Volume	\$15,378,824	\$14,785,795	+4%	N/A	N/A	
Average Listing Price	\$341,752	\$314,591	+8.6%	\$322,672	\$342,671	-5.8%
Median Listing Price	\$179,000	\$164,000	+9.1%	\$171,085	\$192,876	-11.3%
Median Days in RPR	64	99	-35.4%	109.25	144.77	-24.5%
Months of Inventory	7.5	5.9	+27.7%	8.7	8.2	+6.3%
Absorption Rate	13.33%	17.02%	-3.7%	11.54%	12.27%	-0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	8	6	+33.3%	45	43	+4.7%
New Pending Sales Volume	\$756,450	\$1,011,400	-25.2%	\$6,225,790	\$7,886,700	-21.1%
Pending Sales Count	11	15	-26.7%	N/A	N/A	
Pending Sales Volume	\$1,131,850	\$2,391,100	-52.7%	N/A	N/A	
Closed Sales Count	6	4	+50%	32	30	+6.7%
Closed Sales Volume	\$737,400	\$618,200	+19.3%	\$5,208,840	\$5,580,200	-6.7%
Average Sales Price	\$122,900	\$154,550	-20.5%	\$162,776	\$186,007	-12.5%
Median Sales Price	\$109,950	\$129,100	-14.8%	\$141,678	\$140,777	+0.6%

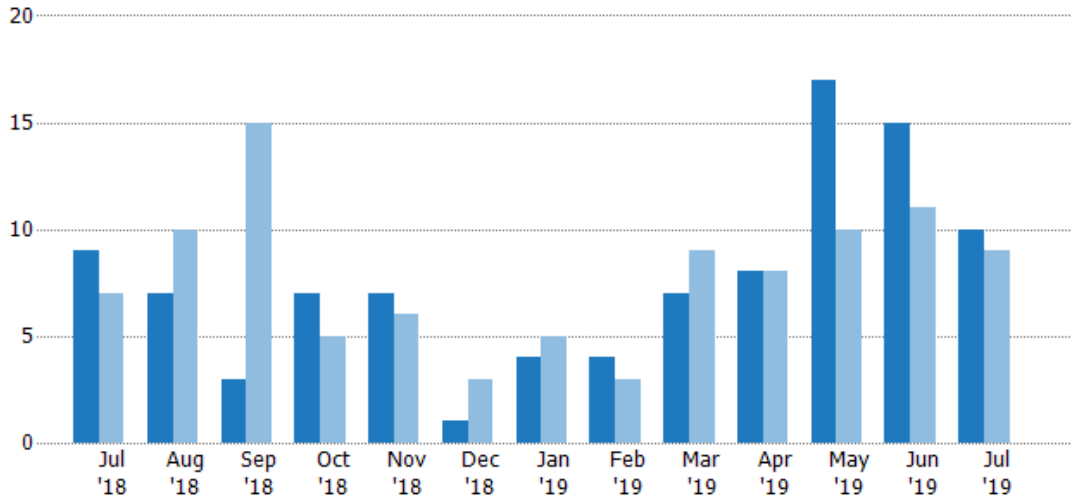
New Listings

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.
Jul '19	10	11.1%
Jul '18	9	28.6%
Jul '17	7	85.7%



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

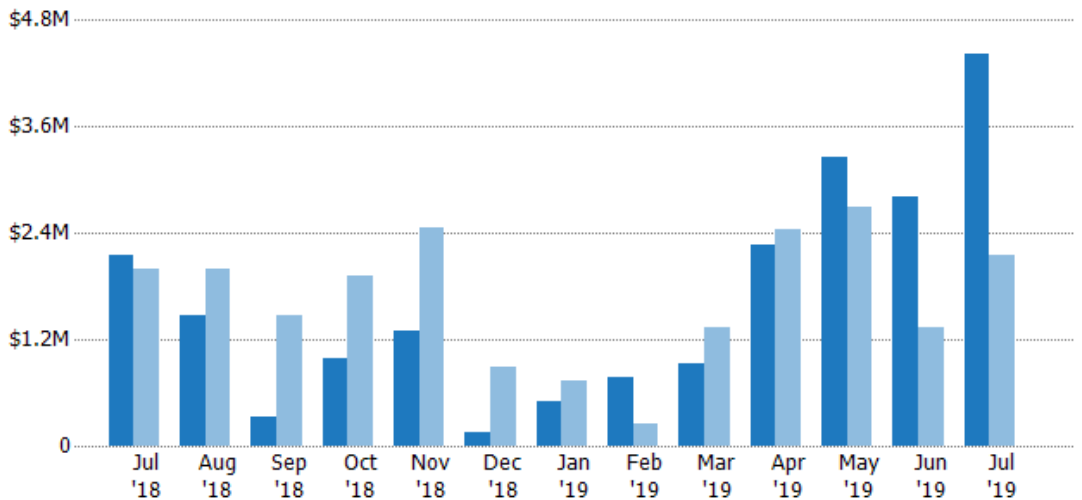
New Listing Volume

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.
Jul '19	\$4.42M	105.4%
Jul '18	\$2.15M	7.9%
Jul '17	\$1.99M	31.9%



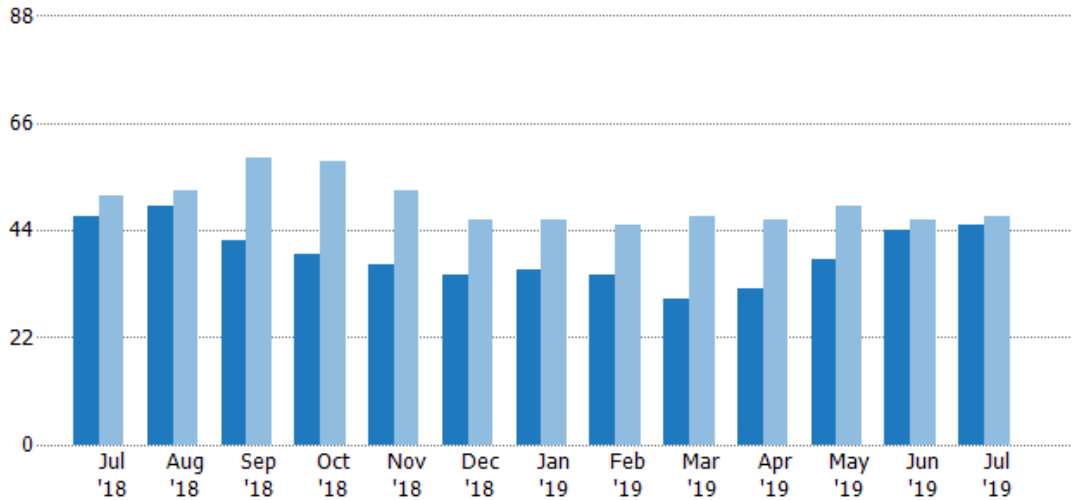
Current Year	\$2.15M	\$1.48M	\$317K	\$987K	\$1.29M	\$145K	\$504K	\$763K	\$936K	\$2.27M	\$3.25M	\$2.81M	\$4.42M
Prior Year	\$1.99M	\$2M	\$1.46M	\$1.92M	\$2.47M	\$886K	\$742K	\$248K	\$1.34M	\$2.45M	\$2.69M	\$1.33M	\$2.15M
Percent Change from Prior Year	8%	-26%	-78%	-49%	-48%	-84%	-32%	208%	-30%	-7%	21%	111%	105%

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.
Jul '19	45	-4.3%
Jul '18	47	-7.8%
Jul '17	51	60.8%

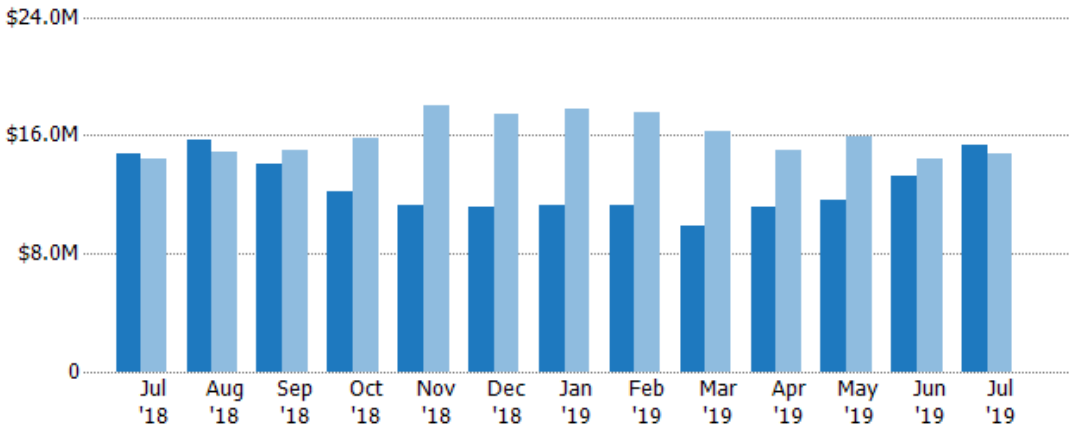
Month/Year	Count	% Chg.
Jul '19	45	-4.3%
Jul '18	47	-7.8%
Jul '17	51	60.8%

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.
Jul '19	\$15.4M	4%
Jul '18	\$14.8M	2.2%
Jul '17	\$14.5M	41.6%

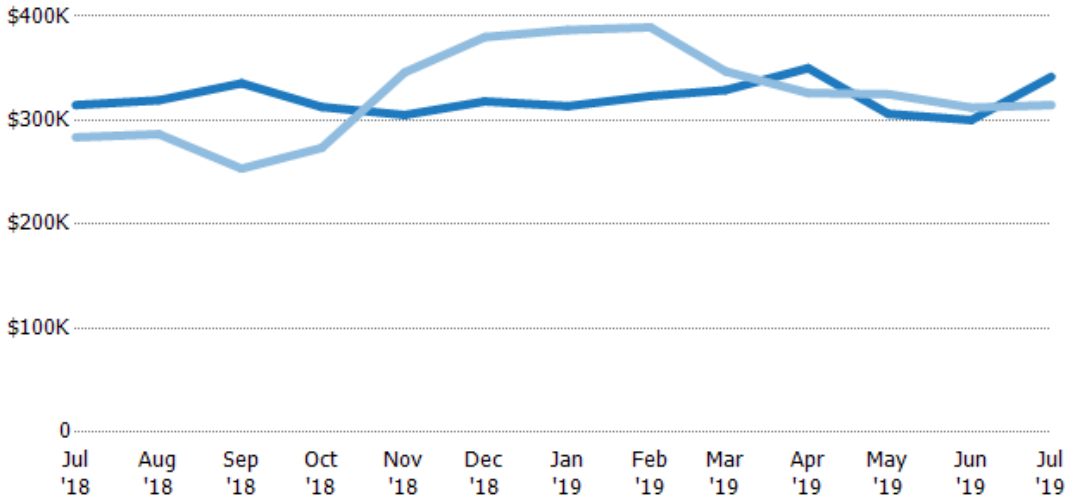
Month/Year	Volume	% Chg.
Jul '19	\$15.4M	4%
Jul '18	\$14.8M	2.2%
Jul '17	\$14.5M	41.6%

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



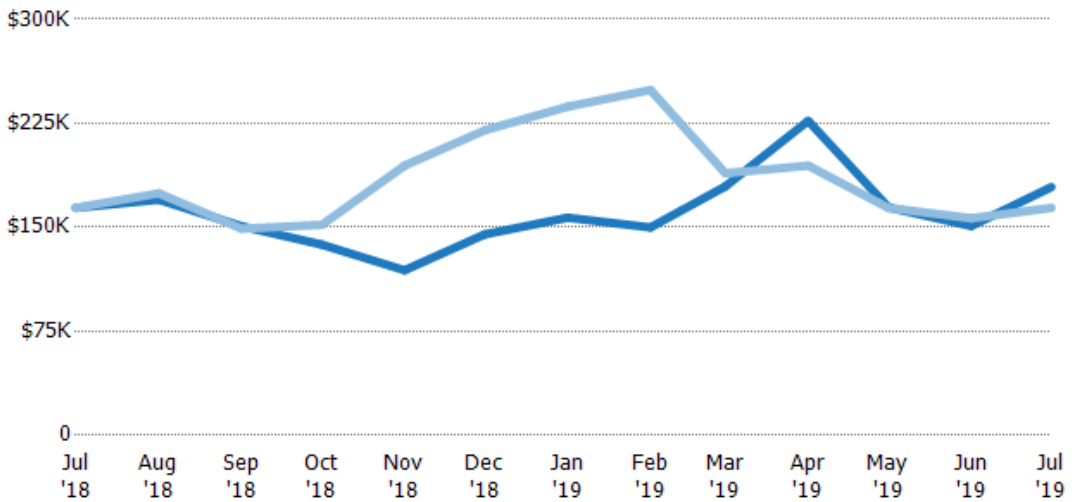
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jul '18	\$315K	\$284K	11%
Aug '18	\$319K	\$287K	11%
Sep '18	\$336K	\$253K	32%
Oct '18	\$313K	\$273K	14%
Nov '18	\$305K	\$346K	-12%
Dec '18	\$318K	\$380K	-16%
Jan '19	\$314K	\$387K	-19%
Feb '19	\$323K	\$389K	-17%
Mar '19	\$329K	\$347K	-5%
Apr '19	\$350K	\$326K	7%
May '19	\$306K	\$325K	-6%
Jun '19	\$300K	\$312K	-4%
Jul '19	\$342K	\$315K	9%

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



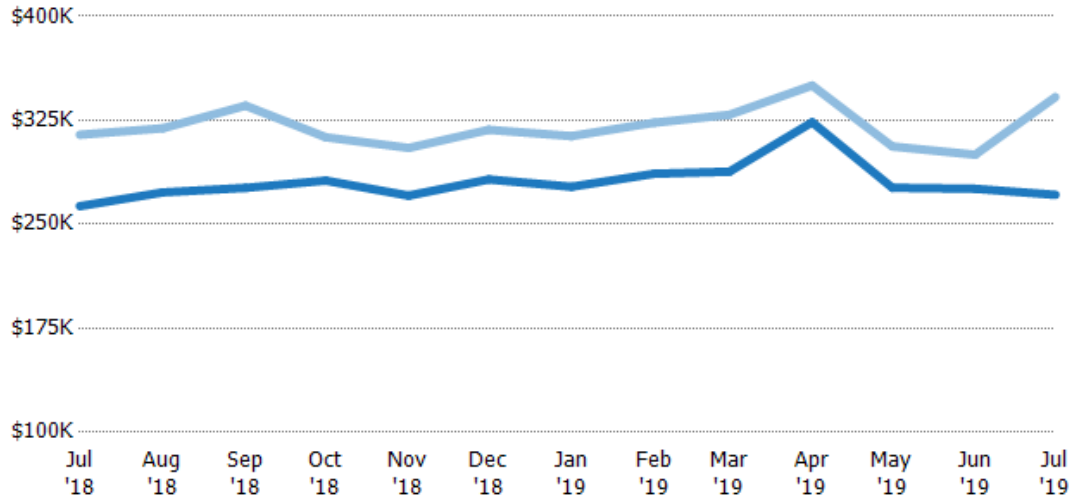
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jul '18	\$164K	\$164K	0%
Aug '18	\$170K	\$175K	-3%
Sep '18	\$151K	\$149K	1%
Oct '18	\$138K	\$152K	-9%
Nov '18	\$119K	\$194K	-39%
Dec '18	\$145K	\$220K	-34%
Jan '19	\$157K	\$237K	-34%
Feb '19	\$150K	\$249K	-40%
Mar '19	\$179K	\$189K	-5%
Apr '19	\$227K	\$194K	17%
May '19	\$164K	\$164K	0%
Jun '19	\$151K	\$157K	-4%
Jul '19	\$179K	\$164K	9%

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,
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Property Type:
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Family Residence

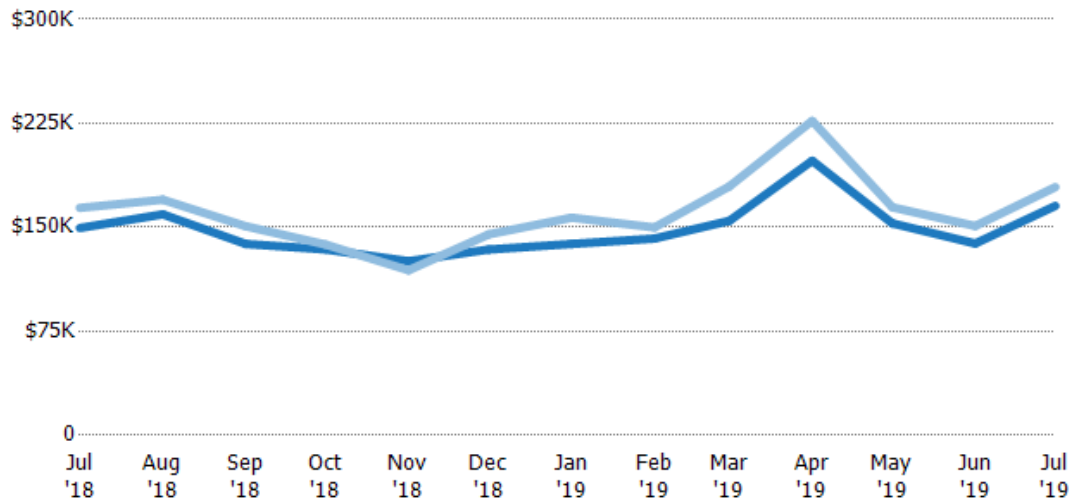


Median Listing Price vs Median Est Value

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



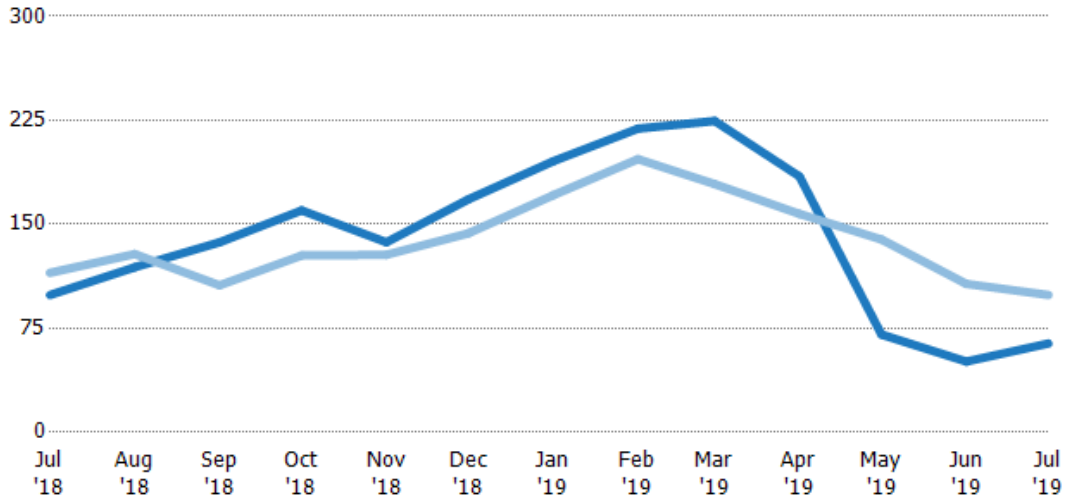
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$149K	\$159K	\$138K	\$134K	\$126K	\$134K	\$138K	\$142K	\$155K	\$198K	\$153K	\$138K	\$165K
Median Listing Price	\$164K	\$170K	\$151K	\$138K	\$119K	\$145K	\$157K	\$150K	\$179K	\$227K	\$164K	\$151K	\$179K
Med Listing Price as a % of Med Est Value	110%	107%	109%	103%	95%	108%	114%	106%	116%	115%	108%	109%	108%

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.
Jul '19	64	-35.4%
Jul '18	99	-13.9%
Jul '17	115	-23.5%

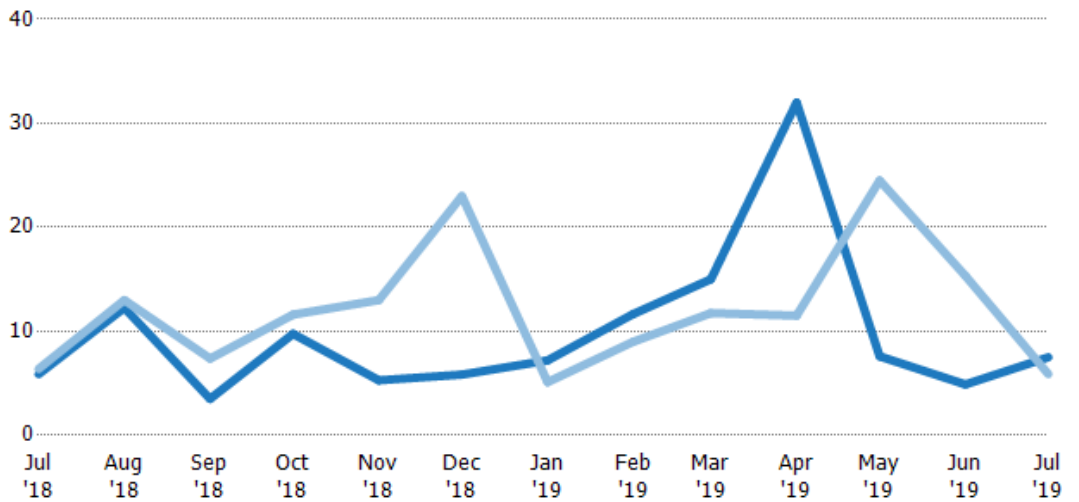
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	99	119	137	160	137	168	196	219	225	185	70.5	51	64
Prior Year	115	129	106	128	128	144	171	197	179	158	139	107	99
Percent Change from Prior Year	-14%	-7%	29%	25%	7%	17%	14%	11%	25%	17%	-49%	-52%	-35%

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.
Jul '19	7.5	27.7%
Jul '18	5.88	-7.8%
Jul '17	6.38	157.3%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	5.88	12.3	3.5	9.75	5.29	5.83	7.2	11.7	15	32	7.6	4.89	7.5
Prior Year	6.38	13	7.38	11.6	13	23	5.11	9	11.8	11.5	24.5	15.3	5.88
Percent Change from Prior Year	-8%	-6%	-53%	-16%	-59%	-75%	41%	30%	28%	178%	-69%	-68%	28%

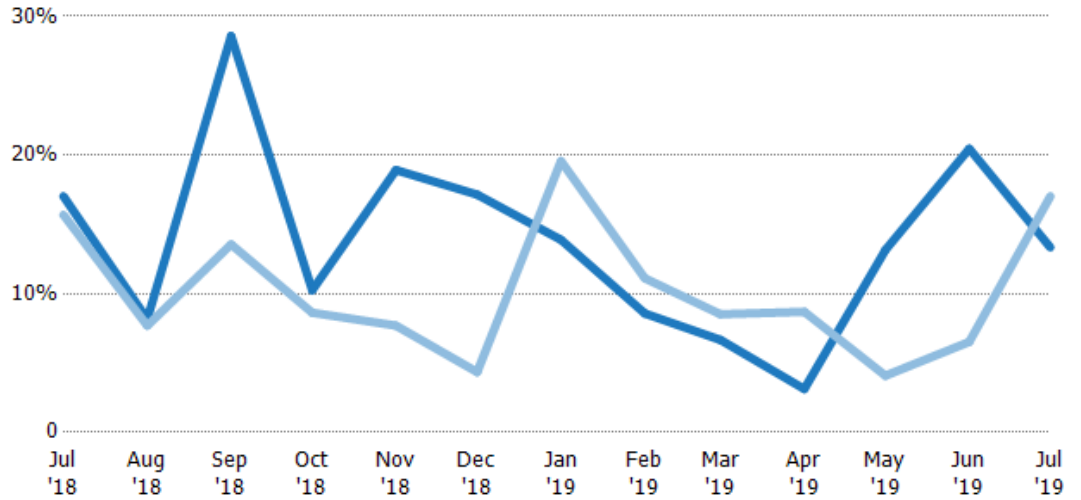
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: North Springfield, VT 05150,
Springfield, VT 05156
Property Type:
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Family Residence

Month/ Year	Rate	Chg.
Jul '19	13%	3.7%
Jul '18	17%	-1.3%
Jul '17	16%	-61.2%



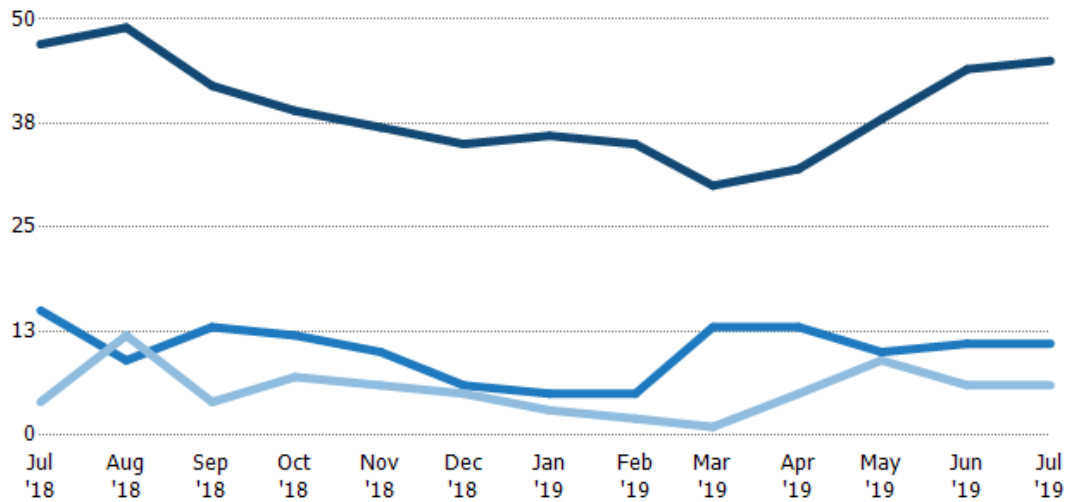
Current Year	17%	8%	29%	10%	19%	17%	14%	9%	7%	3%	13%	20%	13%
Prior Year	16%	8%	14%	9%	8%	4%	20%	11%	9%	9%	4%	7%	17%
Change from Prior Year	-1%	0%	-15%	-2%	-11%	-13%	6%	3%	2%	6%	-9%	-14%	4%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



Active	47	49	42	39	37	35	36	35	30	32	38	44	45
Pending	15	9	13	12	10	6	5	5	13	13	10	11	11
Sold	4	12	4	7	6	5	3	2	1	5	9	6	6

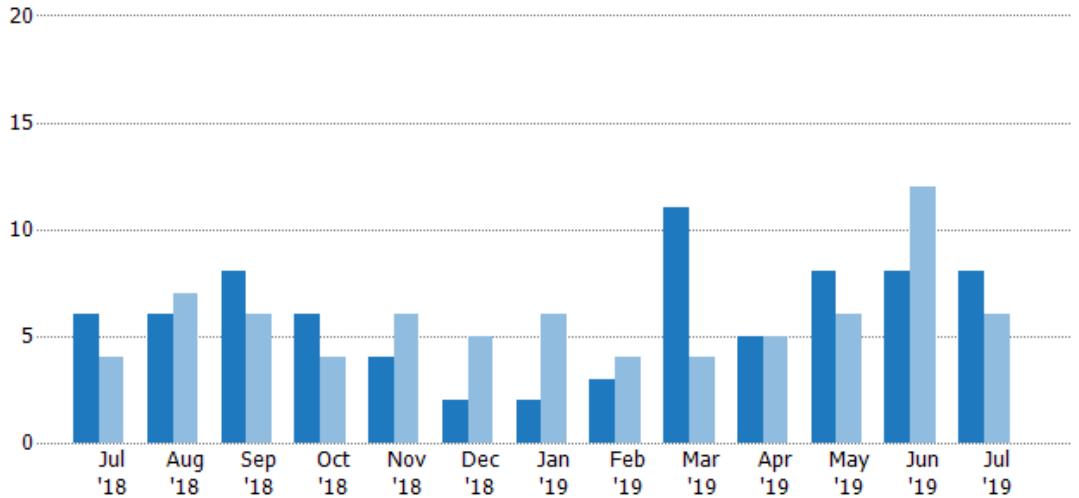
New Pending Sales

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

Month/ Year	Count	% Chg.
Jul '19	8	33.3%
Jul '18	6	50%
Jul '17	4	125%



Current Year	6	6	8	6	4	2	2	3	11	5	8	8	8
Prior Year	4	7	6	4	6	5	6	4	4	5	6	12	6
Percent Change from Prior Year	50%	-14%	33%	50%	-33%	-60%	-67%	-25%	175%	0%	33%	-33%	33%

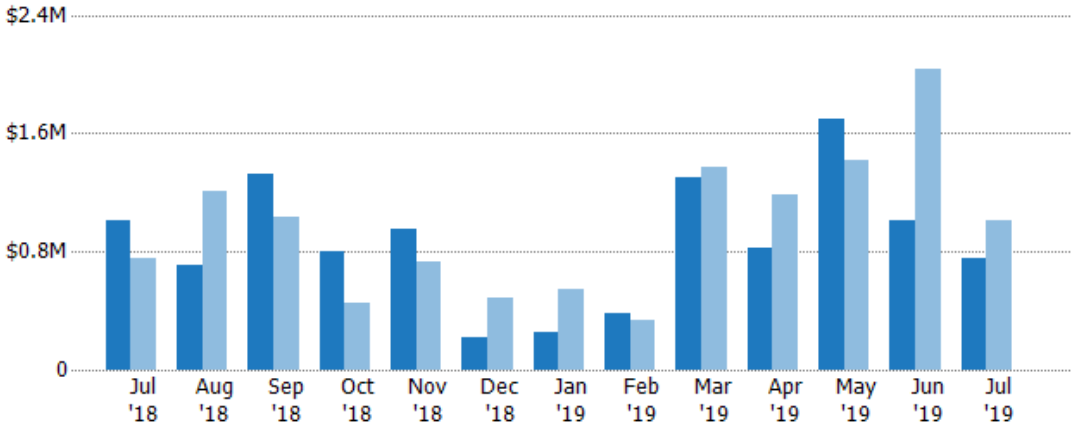
New Pending Sales Volume

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.
Jul '19	\$756K	-25.2%
Jul '18	\$1.01M	35%
Jul '17	\$749K	65.4%



Current Year	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$223K	\$254K	\$382K	\$1.31M	\$821K	\$1.69M	\$1.01M	\$756K
Prior Year	\$749K	\$1.21M	\$1.04M	\$457K	\$734K	\$486K	\$541K	\$331K	\$1.37M	\$1.18M	\$1.42M	\$2.03M	\$1.01M
Percent Change from Prior Year	35%	-42%	28%	76%	29%	-54%	-53%	15%	-5%	-31%	19%	-50%	-25%

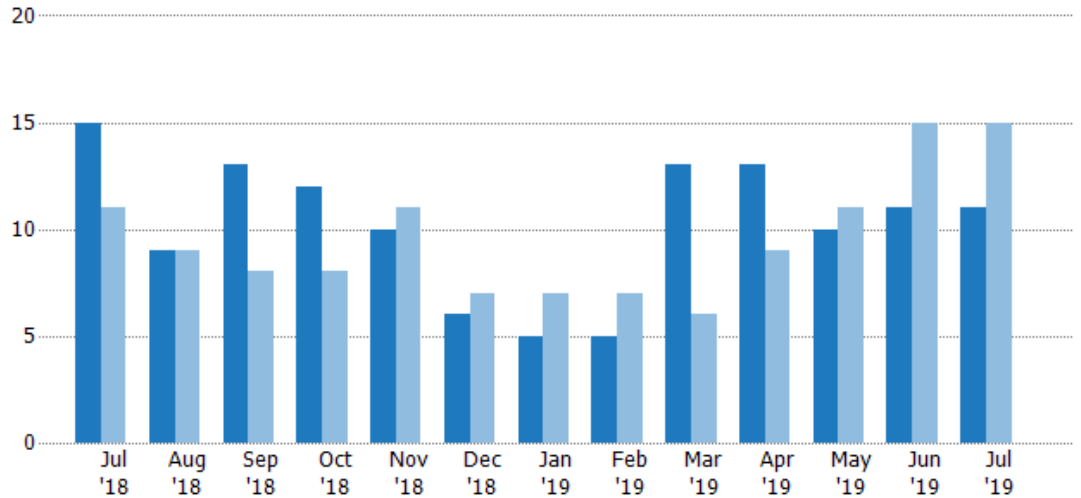
Pending Sales

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.
Jul '19	11	-26.7%
Jul '18	15	36.4%
Jul '17	11	36.4%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	15	9	13	12	10	6	5	5	13	13	10	11	11
Prior Year	11	9	8	8	11	7	7	7	6	9	11	15	15
Percent Change from Prior Year	36%	0%	63%	50%	-9%	-14%	-29%	-29%	117%	44%	-9%	-27%	-27%

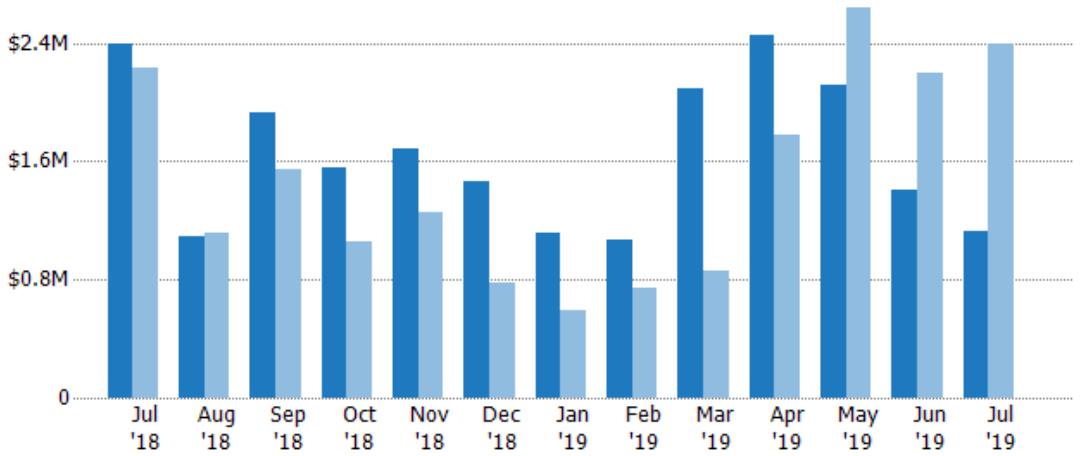
Pending Sales Volume

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.
Jul '19	\$1.13M	-52.7%
Jul '18	\$2.39M	7.2%
Jul '17	\$2.23M	5.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$2.39M	\$1.09M	\$1.93M	\$1.56M	\$1.68M	\$1.47M	\$1.12M	\$1.07M	\$2.09M	\$2.45M	\$2.12M	\$1.41M	\$1.13M
Prior Year	\$2.23M	\$1.12M	\$1.54M	\$1.06M	\$1.25M	\$778K	\$592K	\$746K	\$861K	\$1.78M	\$2.64M	\$2.2M	\$2.39M
Percent Change from Prior Year	7%	-3%	25%	47%	35%	89%	89%	43%	143%	38%	-20%	-36%	-53%

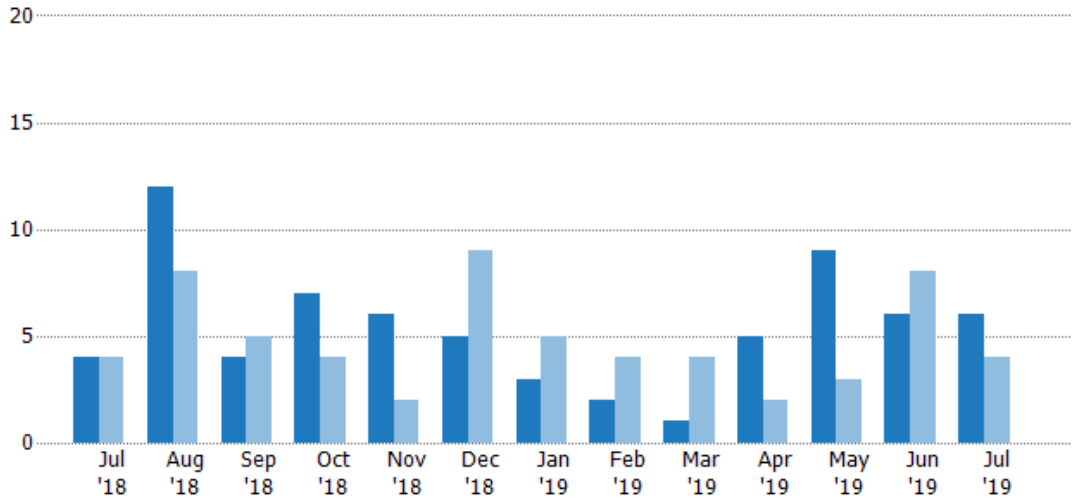
Closed Sales

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.
Jul '19	6	50%
Jul '18	4	0%
Jul '17	4	0%



Current Year	4	12	4	7	6	5	3	2	1	5	9	6	6
Prior Year	4	8	5	4	2	9	5	4	4	2	3	8	4
Percent Change from Prior Year	0%	50%	-20%	75%	200%	-44%	-40%	-50%	-75%	150%	200%	-25%	50%

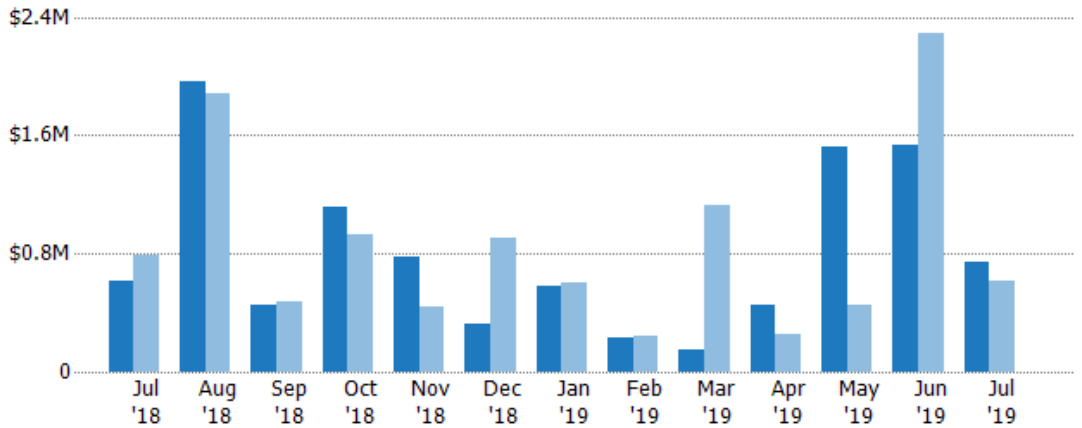
Closed Sales Volume

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.
Jul '19	\$737K	19.3%
Jul '18	\$618K	-22%
Jul '17	\$793K	-44.8%



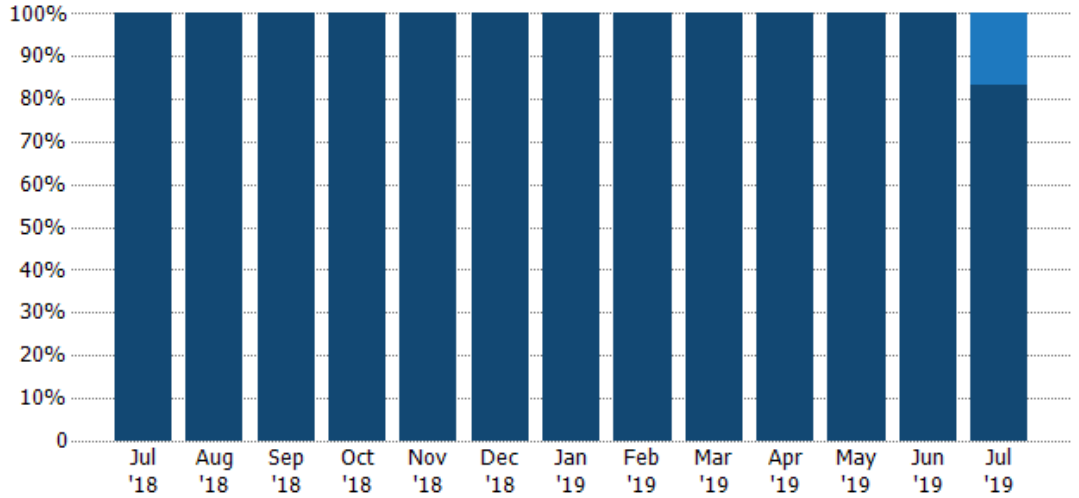
Current Year	\$618K	\$1.96M	\$452K	\$1.11M	\$780K	\$327K	\$575K	\$235K	\$150K	\$456K	\$1.52M	\$1.54M	\$737K
Prior Year	\$793K	\$1.88M	\$474K	\$934K	\$444K	\$908K	\$608K	\$243K	\$1.12M	\$252K	\$447K	\$2.29M	\$618K
Percent Change from Prior Year	-22%	4%	-5%	19%	76%	-64%	-5%	-3%	-87%	81%	239%	-33%	19%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

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



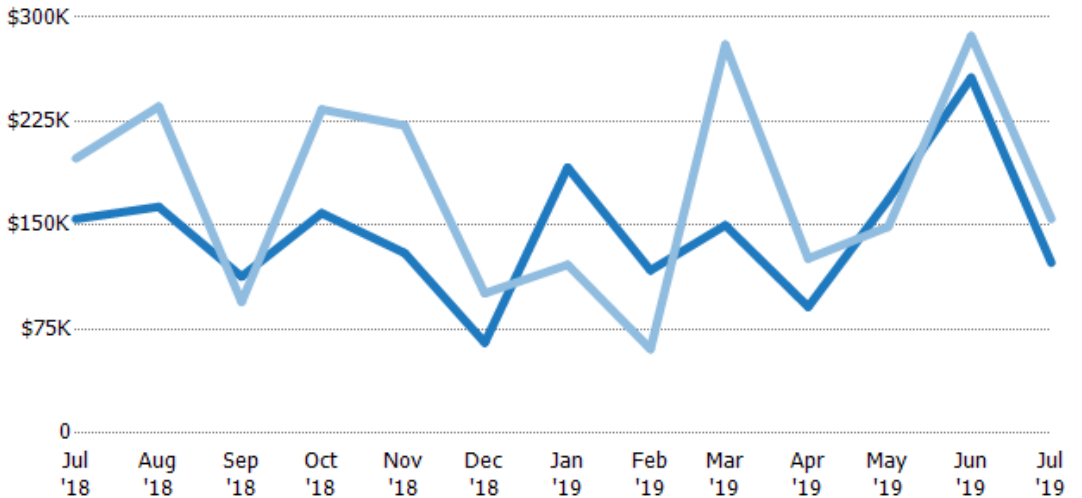
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	17%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%

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	\$155K	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K
Prior Year	\$198K	\$236K	\$94.7K	\$234K	\$222K	\$101K	\$122K	\$60.7K	\$280K	\$126K	\$149K	\$286K	\$155K
Percent Change from Prior Year	-22%	-31%	19%	-32%	-41%	-35%	58%	93%	-46%	-28%	13%	-10%	-20%

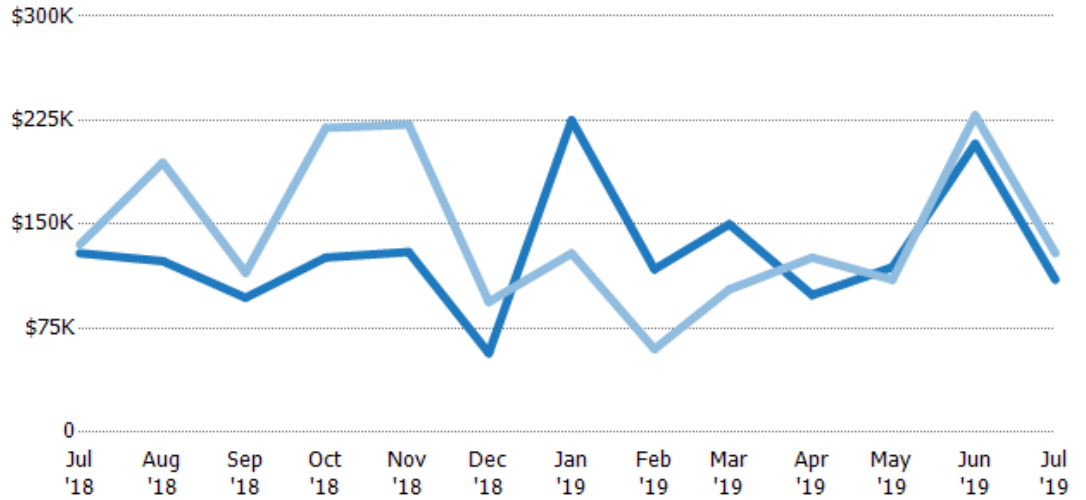
Median Sales Price

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.
Jul '19	\$110K	-14.8%
Jul '18	\$129K	-4.7%
Jul '17	\$135K	-17.6%



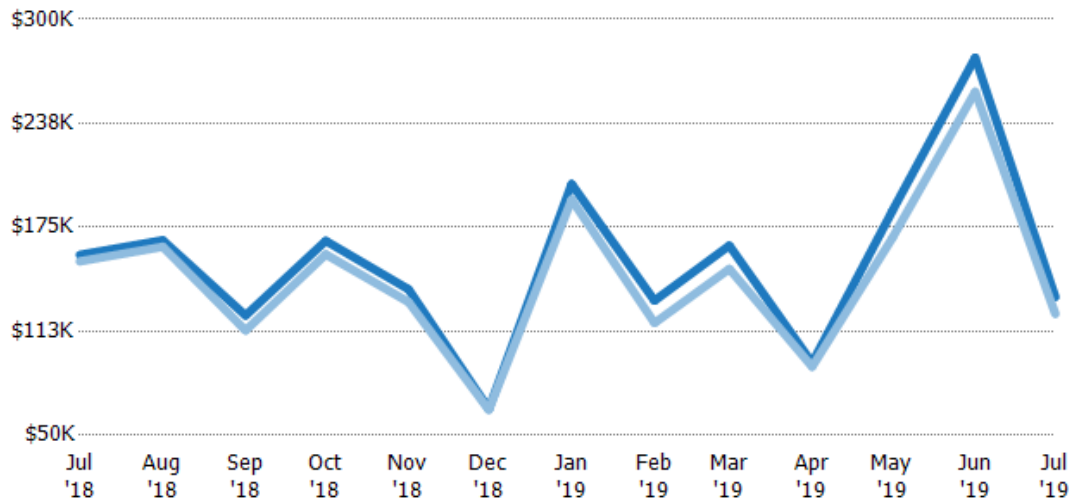
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$129K	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K
Prior Year	\$135K	\$195K	\$115K	\$220K	\$222K	\$94K	\$129K	\$60K	\$103K	\$126K	\$110K	\$229K	\$129K
Percent Change from Prior Year	-5%	-37%	-16%	-43%	-41%	-39%	74%	96%	46%	-21%	8%	-9%	-15%

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



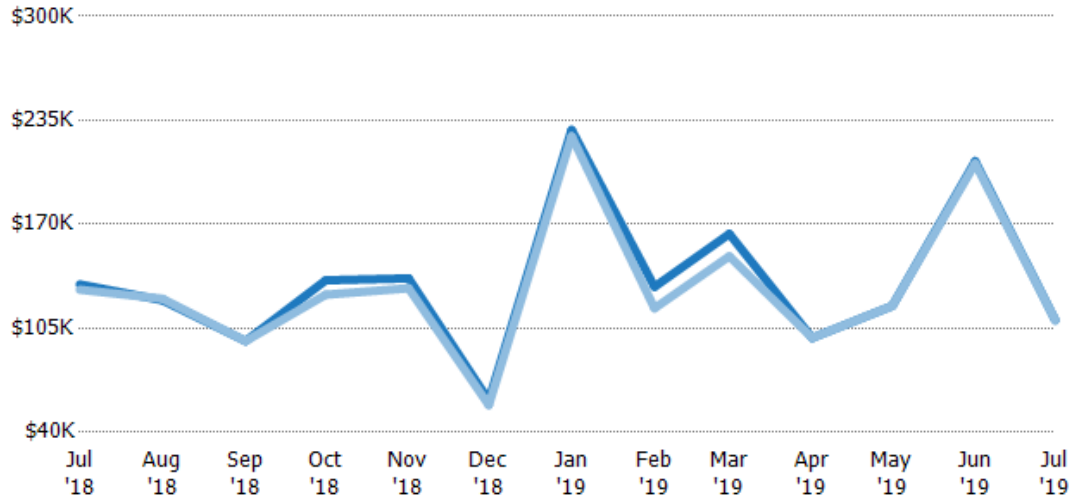
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$158K	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K
Avg Sales Price	\$155K	\$163K	\$113K	\$159K	\$130K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K
Avg Sales Price as a % of Avg List Price	98%	98%	93%	95%	94%	99%	95%	90%	91%	97%	91%	93%	92%

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



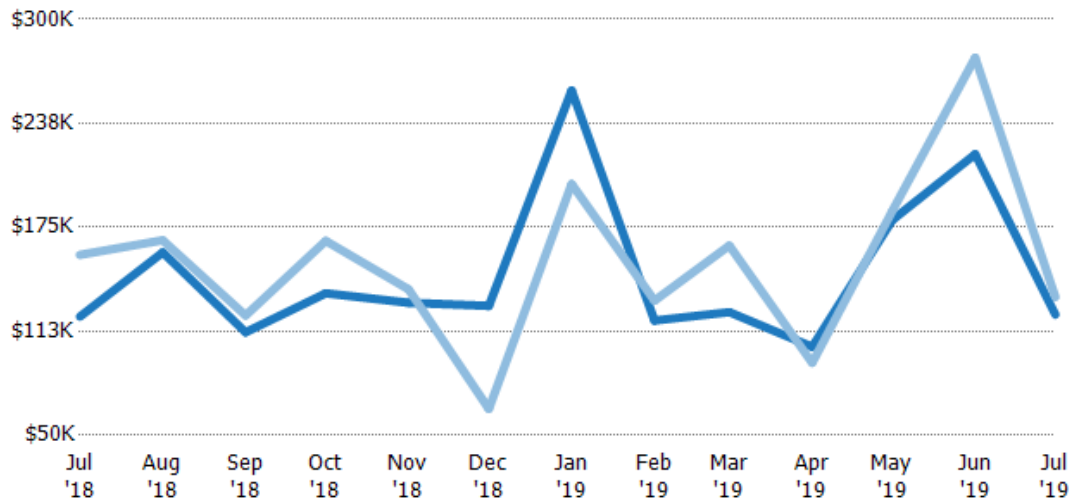
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$132K	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K
Median Sales Price	\$129K	\$123K	\$97K	\$126K	\$130K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K
Med Sales Price as a % of Med List Price	98%	101%	100%	93%	95%	95%	98%	90%	91%	100%	100%	99%	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



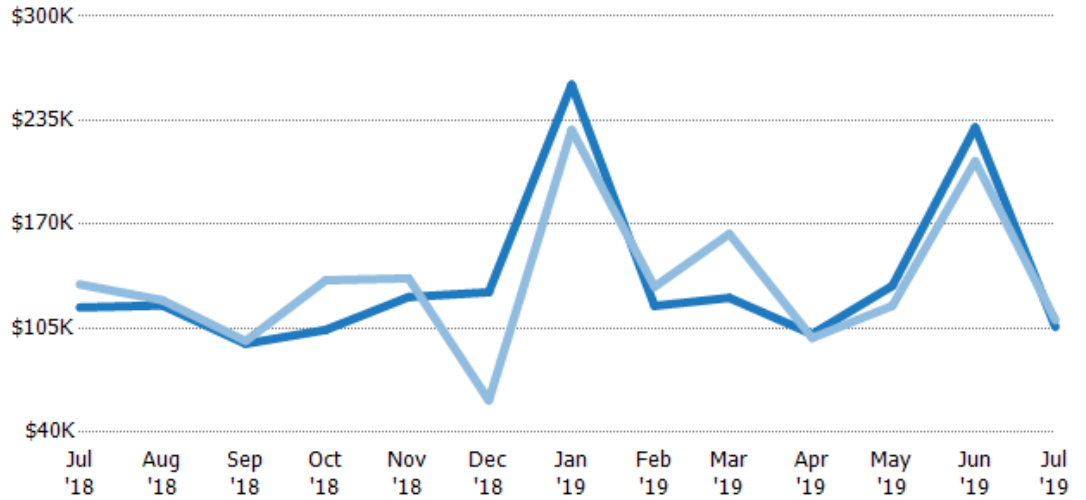
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$121K	\$160K	\$112K	\$135K	\$130K	\$128K	\$257K	\$119K	\$124K	\$103K	\$179K	\$219K	\$123K
Avg Sales Price	\$158K	\$167K	\$122K	\$167K	\$138K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K
Avg Sales Price as a % of Avg Est Value	131%	105%	109%	123%	106%	52%	78%	110%	132%	91%	103%	127%	109%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$118K	\$119K	\$95.3K	\$104K	\$125K	\$128K	\$257K	\$119K	\$124K	\$101K	\$132K	\$231K	\$106K
Median Sales Price	\$132K	\$122K	\$97K	\$135K	\$136K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K
Med Sales Price as a % of Med Est Value	112%	103%	102%	130%	109%	47%	89%	110%	132%	98%	90%	91%	104%