

## 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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	6	+33.3%	96	75	+28%
New Listing Volume	\$938,200	\$1,203,840	-22.1%	\$22,263,674	\$14,781,630	+50.6%
Active Listing Count	52	35	+48.6%	N/A	N/A	
Active Listing Volume	\$15,646,000	\$10,577,340	+47.9%	N/A	N/A	
Average Listing Price	\$300,885	\$302,210	-0.4%	\$316,087	\$340,033	-7%
Median Listing Price	\$184,000	\$119,000	+54.6%	\$181,916	\$179,713	+1.2%
Median Days in RPR	147	137	+7.3%	113.65	141.58	-19.7%
Months of Inventory	26	5	+420%	7.8	8.2	-4.2%
Absorption Rate	3.85%	20%	-16.2%	12.74%	12.21%	+0.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	4	+75%	65	67	-3%
New Pending Sales Volume	\$1,233,400	\$947,000	+30.2%	\$10,620,014	\$11,665,995	-9%
Pending Sales Count	6	10	-40%	N/A	N/A	
Pending Sales Volume	\$1,158,400	\$1,681,700	-31.1%	N/A	N/A	
Closed Sales Count	7	5	+40%	51	59	-13.6%
Closed Sales Volume	\$1,992,400	\$711,200	+180.1%	\$8,487,741	\$9,586,451	-11.5%
Average Sales Price	\$284,629	\$142,240	+100.1%	\$166,426	\$162,482	+2.4%
Median Sales Price	\$85,000	\$135,000	-37%	\$126,739	\$128,671	-1.5%

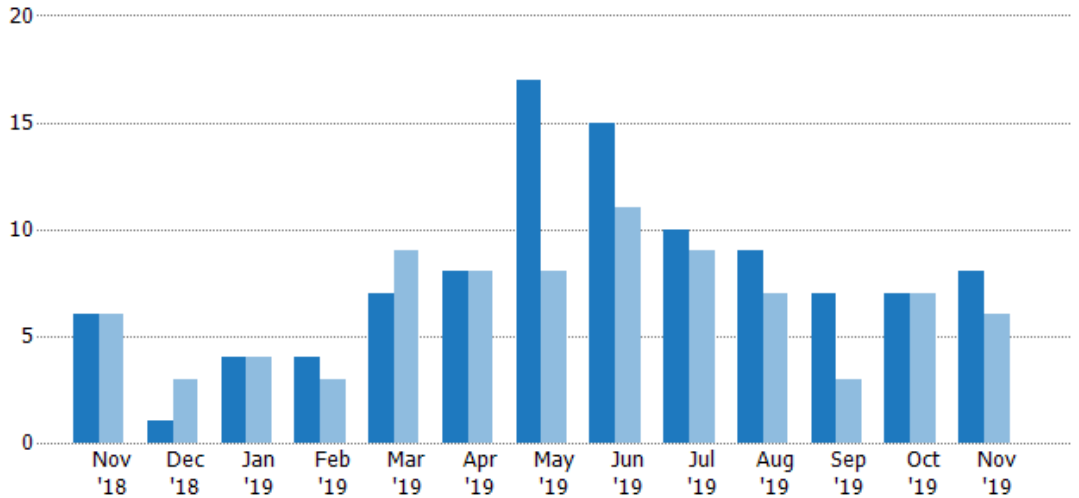
## New Listings

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.
Nov '19	8	33.3%
Nov '18	6	0%
Nov '17	6	0%



Current Year	6	1	4	4	7	8	17	15	10	9	7	7	8
Prior Year	6	3	4	3	9	8	8	11	9	7	3	7	6
Percent Change from Prior Year	0%	-67%	0%	33%	-22%	0%	113%	36%	11%	29%	133%	0%	33%

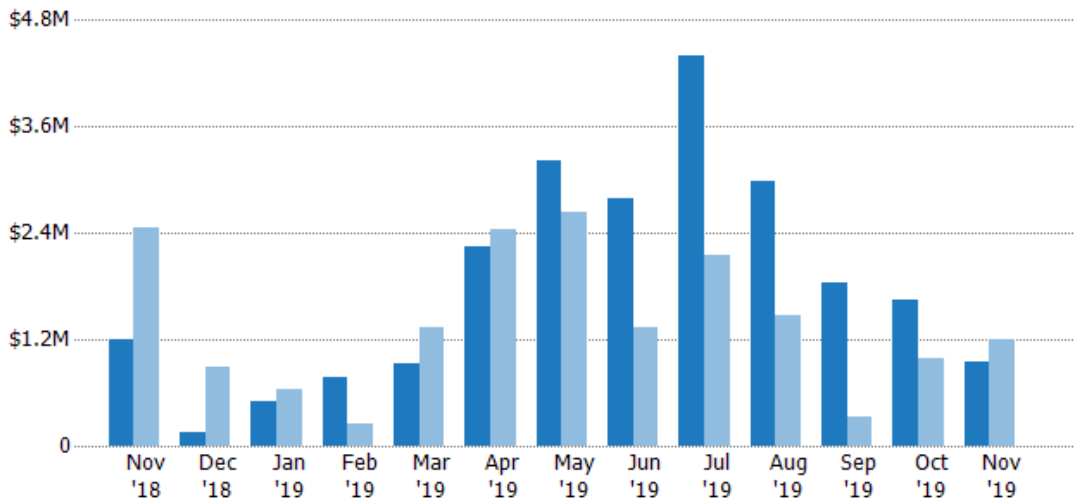
## New Listing Volume

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.
Nov '19	\$938K	-22.1%
Nov '18	\$1.2M	-51.2%
Nov '17	\$2.47M	-78.1%



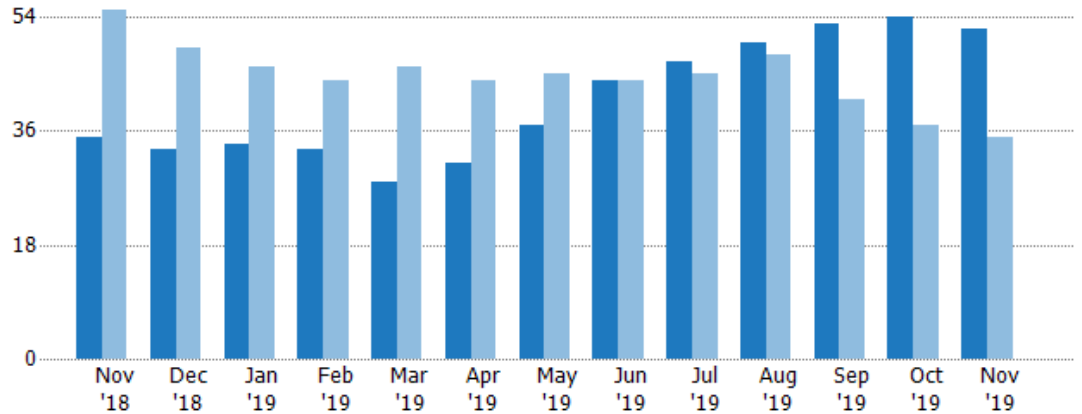
Current Year	\$1.2M	\$145K	\$504K	\$763K	\$931K	\$2.25M	\$3.23M	\$2.79M	\$4.4M	\$2.98M	\$1.84M	\$1.64M	\$938K
Prior Year	\$2.47M	\$886K	\$644K	\$248K	\$1.34M	\$2.45M	\$2.64M	\$1.33M	\$2.15M	\$1.48M	\$317K	\$987K	\$1.2M
Percent Change from Prior Year	-51%	-84%	-22%	208%	-30%	-8%	22%	110%	105%	102%	481%	66%	-22%

## 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.
Nov '19	52	48.6%
Nov '18	35	-36.4%
Nov '17	55	14.5%

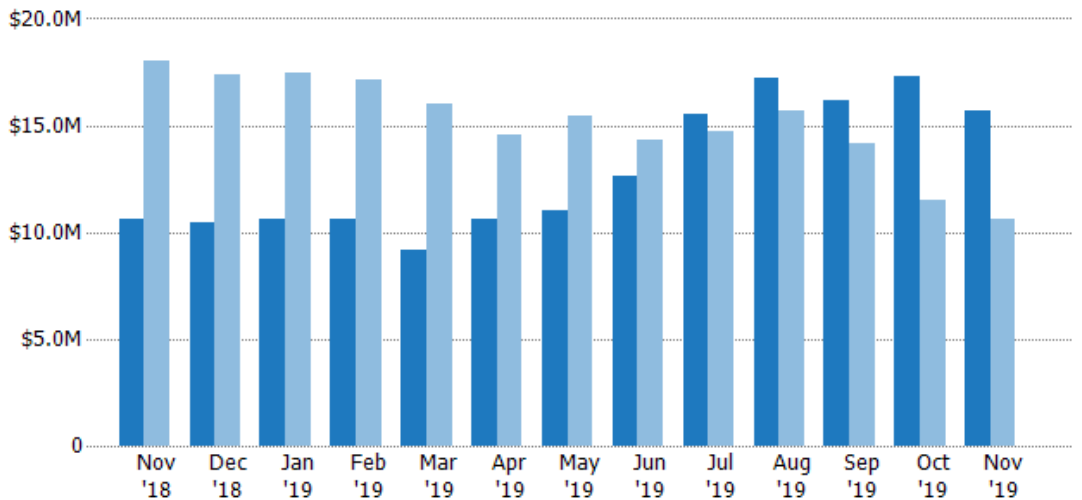
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '18	35	55	-36%
Dec '18	33	49	-33%
Jan '19	34	46	-26%
Feb '19	33	44	-25%
Mar '19	28	46	-39%
Apr '19	31	44	-30%
May '19	37	45	-18%
Jun '19	44	44	0%
Jul '19	47	45	4%
Aug '19	50	48	4%
Sep '19	53	41	29%
Oct '19	54	37	46%
Nov '19	52	35	49%

## 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.
Nov '19	\$15.6M	47.9%
Nov '18	\$10.6M	-41.2%
Nov '17	\$18M	-26.5%

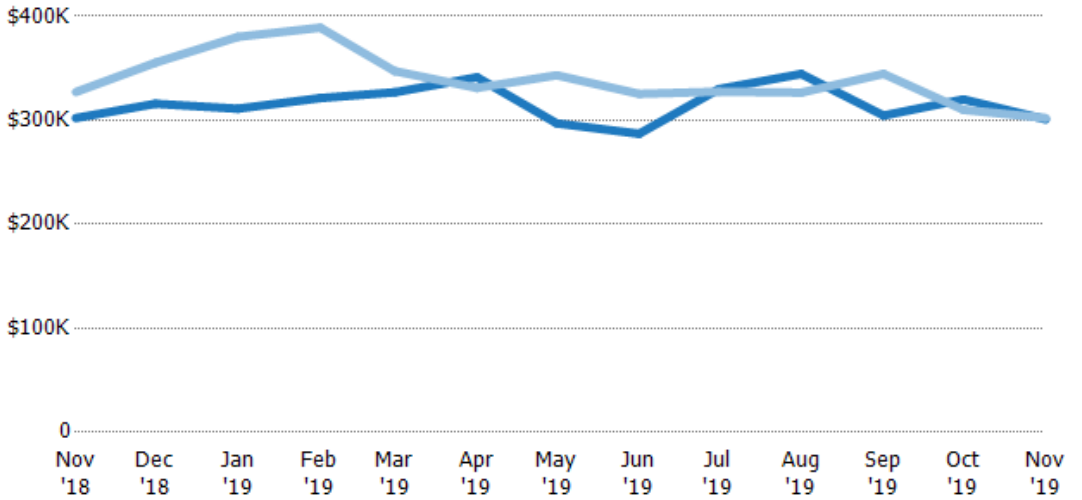
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '18	\$10.6M	\$18M	-41%
Dec '18	\$10.4M	\$17.4M	-40%
Jan '19	\$10.6M	\$17.5M	-40%
Feb '19	\$10.6M	\$17.1M	-38%
Mar '19	\$9.15M	\$16M	-43%
Apr '19	\$10.6M	\$14.6M	-27%
May '19	\$11M	\$15.4M	-29%
Jun '19	\$12.6M	\$14.3M	-12%
Jul '19	\$15.5M	\$14.7M	5%
Aug '19	\$17.2M	\$15.7M	10%
Sep '19	\$16.1M	\$14.1M	14%
Oct '19	\$17.3M	\$11.5M	51%
Nov '19	\$15.6M	\$10.6M	48%

## 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



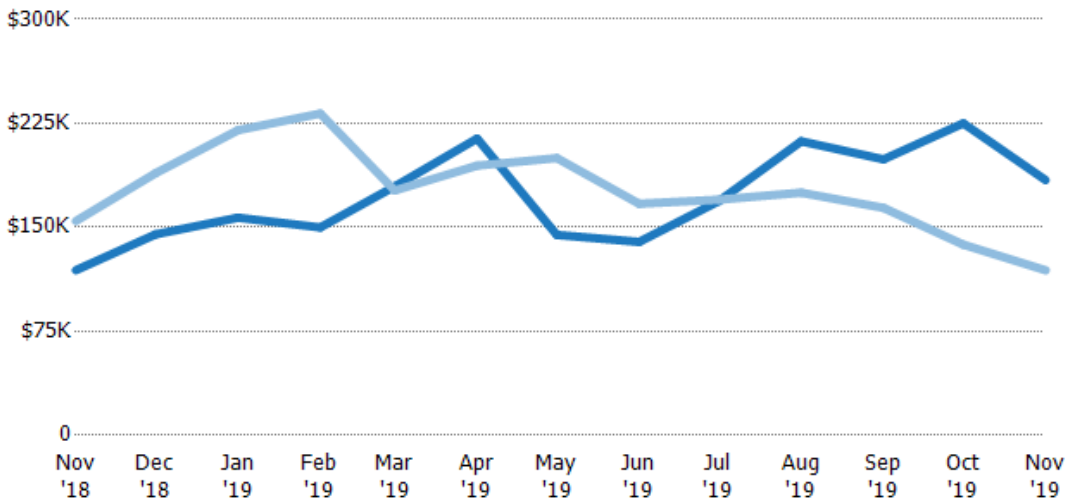
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Nov '18	\$302K	\$327K	-8%
Dec '18	\$316K	\$355K	-11%
Jan '19	\$311K	\$380K	-18%
Feb '19	\$321K	\$389K	-17%
Mar '19	\$327K	\$347K	-6%
Apr '19	\$341K	\$331K	3%
May '19	\$297K	\$343K	-13%
Jun '19	\$287K	\$325K	-12%
Jul '19	\$330K	\$328K	1%
Aug '19	\$345K	\$327K	5%
Sep '19	\$305K	\$345K	-12%
Oct '19	\$320K	\$310K	3%
Nov '19	\$301K	\$302K	0%

## 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



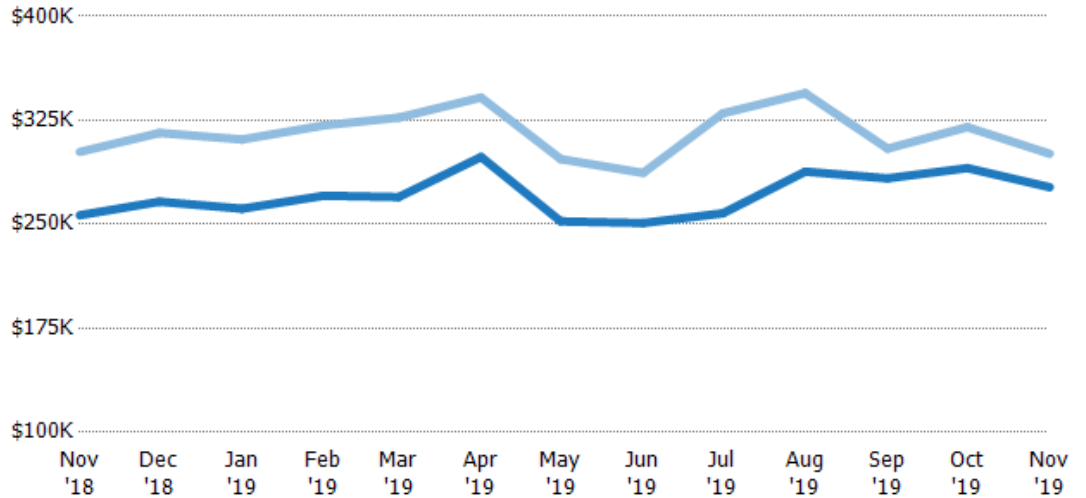
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Nov '18	\$119K	\$155K	-23%
Dec '18	\$145K	\$189K	-23%
Jan '19	\$157K	\$220K	-29%
Feb '19	\$150K	\$232K	-35%
Mar '19	\$179K	\$177K	2%
Apr '19	\$214K	\$194K	10%
May '19	\$145K	\$200K	-28%
Jun '19	\$139K	\$167K	-16%
Jul '19	\$169K	\$170K	-1%
Aug '19	\$212K	\$175K	21%
Sep '19	\$199K	\$164K	21%
Oct '19	\$225K	\$138K	64%
Nov '19	\$184K	\$119K	55%

## 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



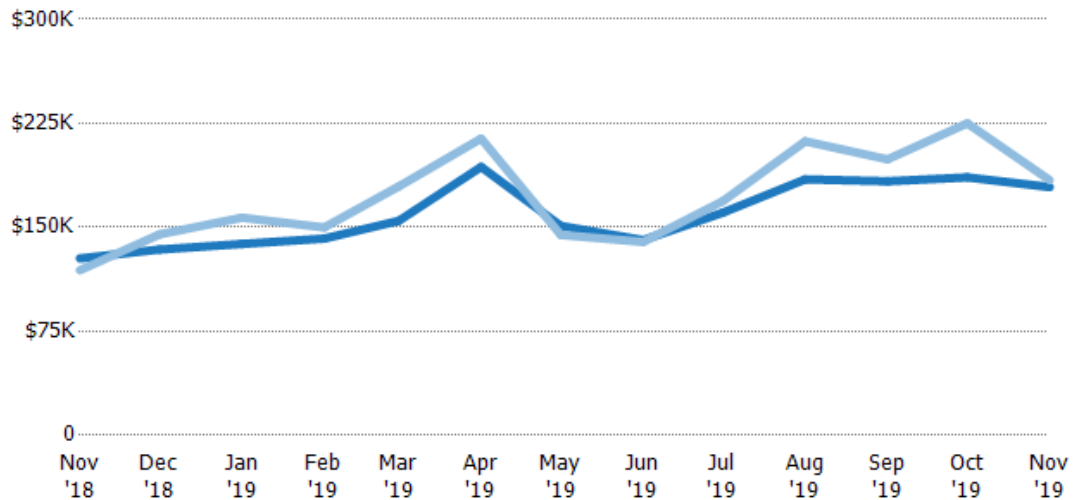
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$257K	\$266K	\$261K	\$271K	\$270K	\$299K	\$252K	\$251K	\$258K	\$288K	\$283K	\$291K	\$277K
Avg Listing Price	\$302K	\$316K	\$311K	\$321K	\$327K	\$341K	\$297K	\$287K	\$330K	\$345K	\$305K	\$320K	\$301K
Avg Listing Price as a % of Avg Est Value	118%	119%	119%	119%	121%	114%	118%	114%	128%	120%	108%	110%	109%

## 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



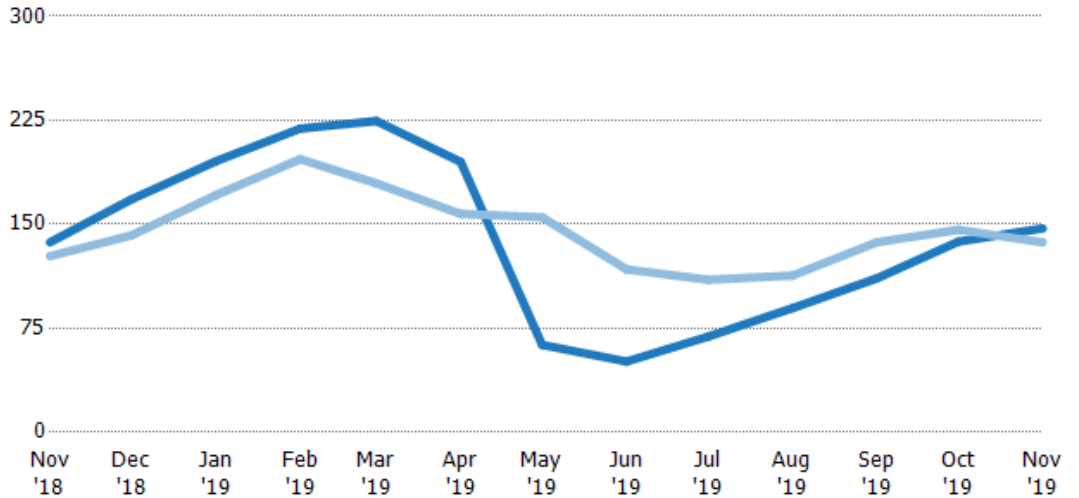
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$128K	\$134K	\$138K	\$142K	\$155K	\$194K	\$151K	\$141K	\$161K	\$185K	\$183K	\$186K	\$179K
Median Listing Price	\$119K	\$145K	\$157K	\$150K	\$179K	\$214K	\$145K	\$139K	\$169K	\$212K	\$199K	\$225K	\$184K
Med Listing Price as a % of Med Est Value	93%	108%	114%	106%	116%	111%	96%	99%	105%	115%	109%	121%	103%

## 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



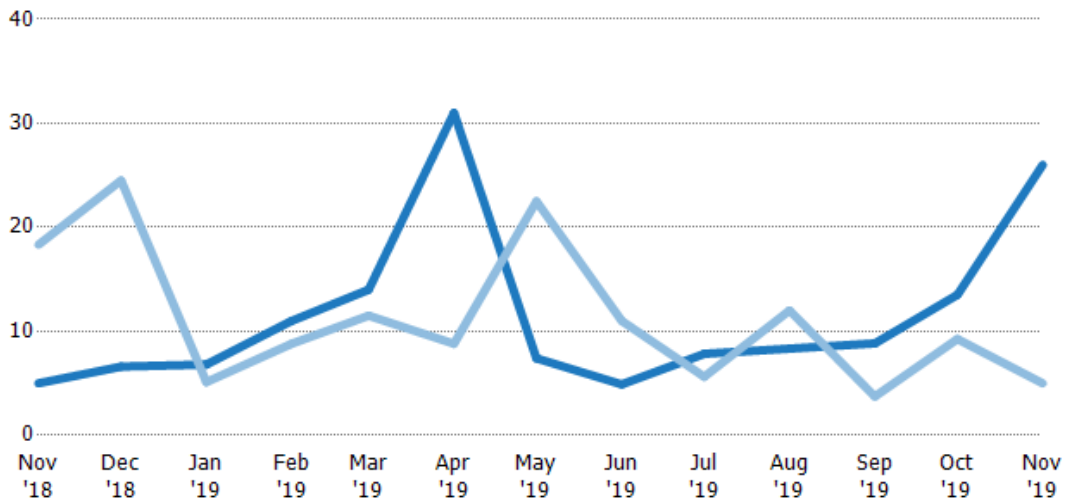
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	137	168	196	219	225	195	63	51	69	89.5	111	138	147
Prior Year	127	142	171	197	180	158	155	118	110	113	137	146	137
Percent Change from Prior Year	8%	18%	14%	11%	25%	24%	-59%	-57%	-37%	-21%	-19%	-6%	7%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	5	6.6	6.8	11	14	31	7.4	4.89	7.83	8.33	8.83	13.5	26
Prior Year	18.3	24.5	5.11	8.8	11.5	8.8	22.5	11	5.63	12	3.73	9.25	5
Percent Change from Prior Year	-73%	-73%	33%	25%	22%	252%	-67%	-56%	39%	-31%	137%	46%	420%

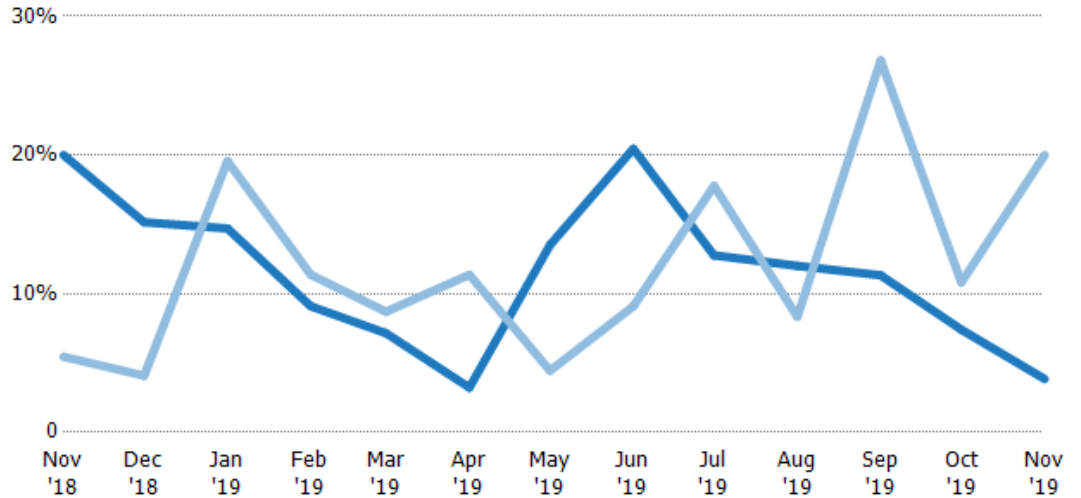
## Absorption Rate

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.
Nov '19	4%	16.2%
Nov '18	20%	-14.6%
Nov '17	5%	16.3%



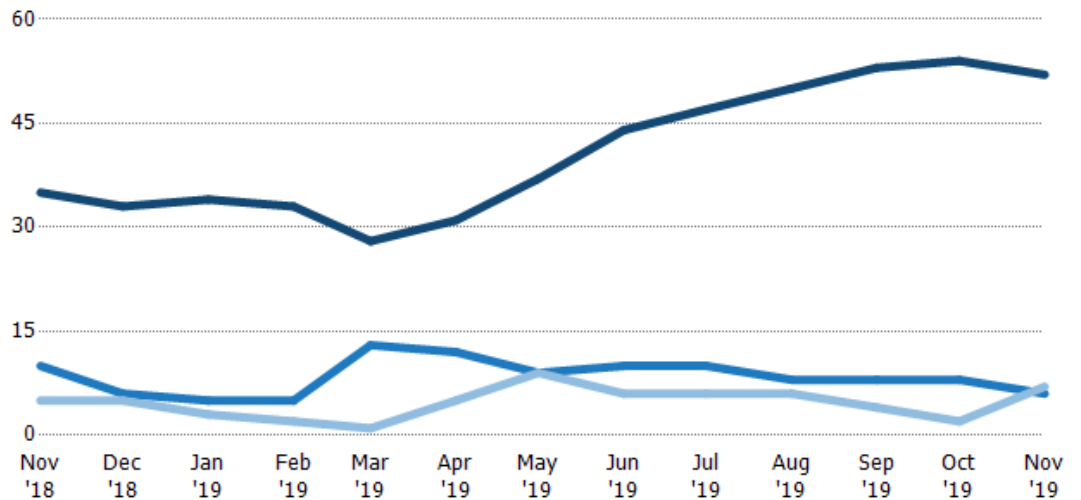
Current Year	20%	15%	15%	9%	7%	3%	14%	20%	13%	12%	11%	7%	4%
Prior Year	5%	4%	20%	11%	9%	11%	4%	9%	18%	8%	27%	11%	20%
Change from Prior Year	-15%	-11%	5%	2%	2%	8%	-9%	-11%	5%	-4%	16%	3%	16%

## 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	35	33	34	33	28	31	37	44	47	50	53	54	52
Pending	10	6	5	5	13	12	9	10	10	8	8	8	6
Sold	5	5	3	2	1	5	9	6	6	6	4	2	7

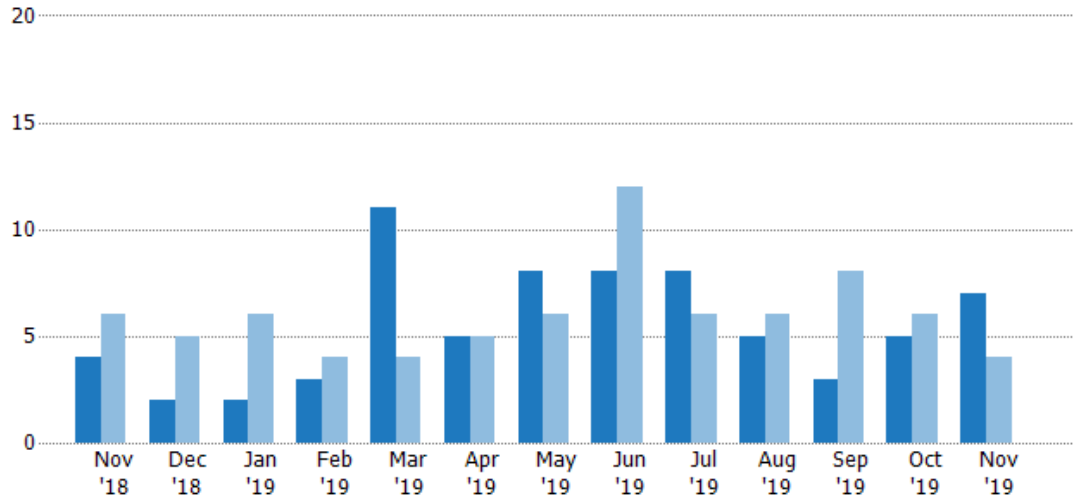
## New Pending Sales

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.
Nov '19	7	75%
Nov '18	4	-33.3%
Nov '17	6	16.7%



Current Year	4	2	2	3	11	5	8	8	8	5	3	5	7
Prior Year	6	5	6	4	4	5	6	12	6	6	8	6	4
Percent Change from Prior Year	-33%	-60%	-67%	-25%	175%	0%	33%	-33%	33%	-17%	-63%	-17%	75%

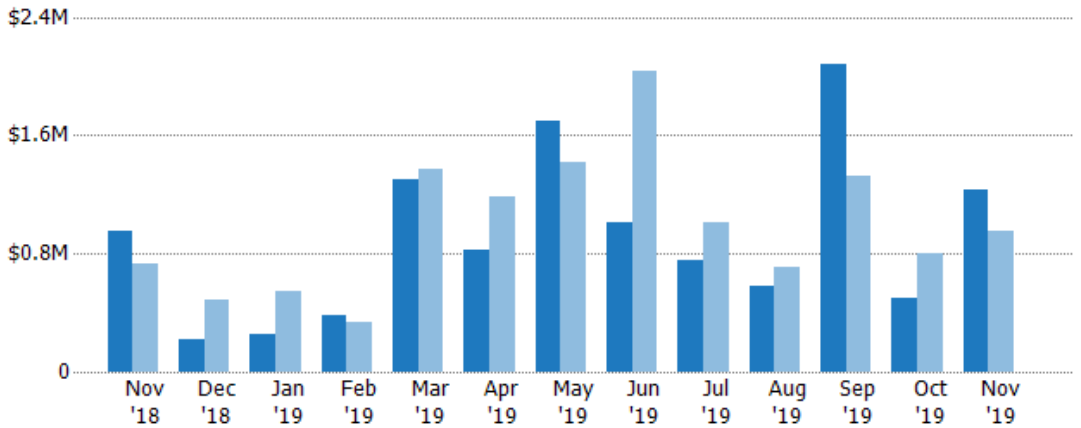
## New Pending Sales Volume

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.
Nov '19	\$1.23M	30.2%
Nov '18	\$947K	29.1%
Nov '17	\$734K	42.8%



Current Year	\$947K	\$223K	\$254K	\$382K	\$1.31M	\$821K	\$1.69M	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M
Prior Year	\$734K	\$486K	\$541K	\$331K	\$1.37M	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K	\$947K
Percent Change from Prior Year	29%	-54%	-53%	15%	-5%	-31%	19%	-50%	-25%	-17%	57%	-38%	30%



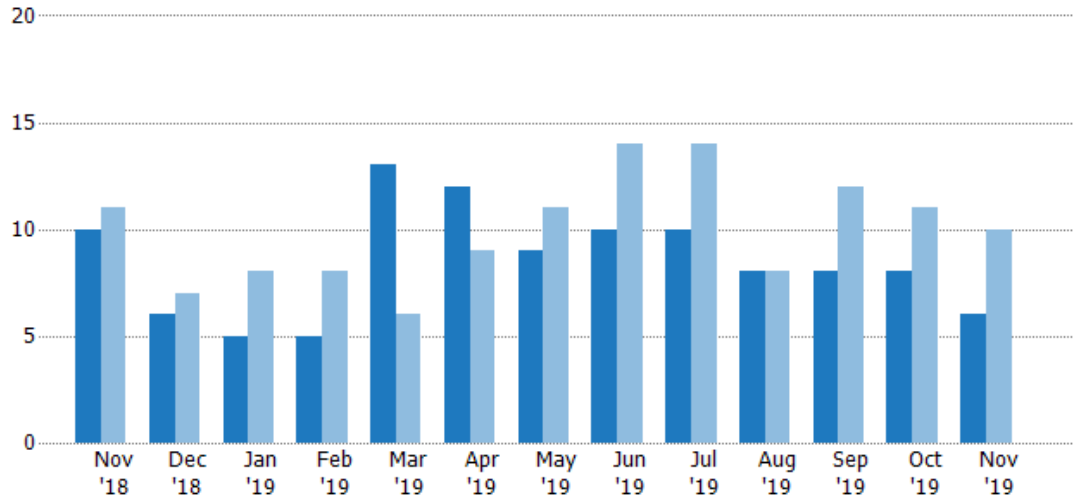
## Pending Sales

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.
Nov '19	6	-40%
Nov '18	10	-9.1%
Nov '17	11	54.5%



Current Year	10	6	5	5	13	12	9	10	10	8	8	8	6
Prior Year	11	7	8	8	6	9	11	14	14	8	12	11	10
Percent Change from Prior Year	-9%	-14%	-38%	-38%	117%	33%	-18%	-29%	-29%	0%	-33%	-27%	-40%

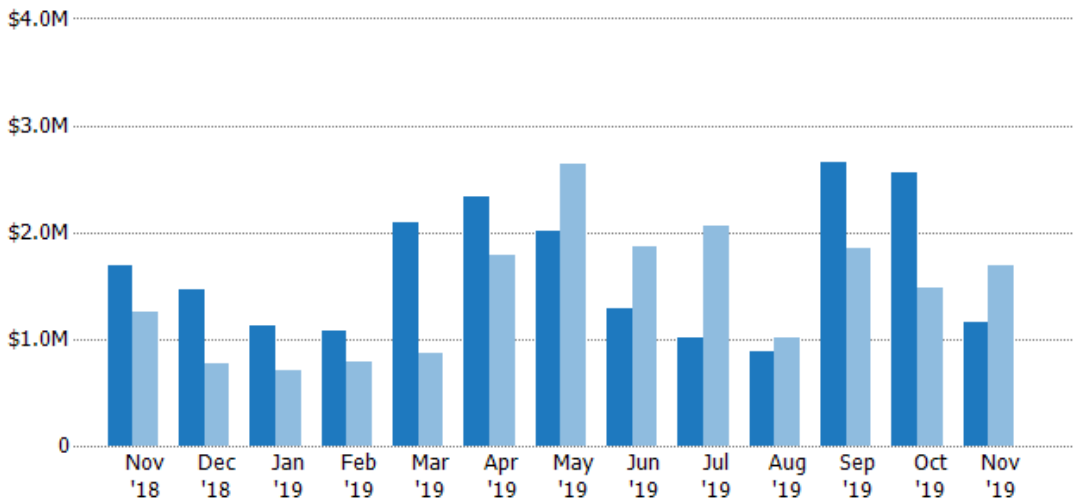
## Pending Sales Volume

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.
Nov '19	\$1.16M	-31.1%
Nov '18	\$1.68M	34.6%
Nov '17	\$1.25M	168%



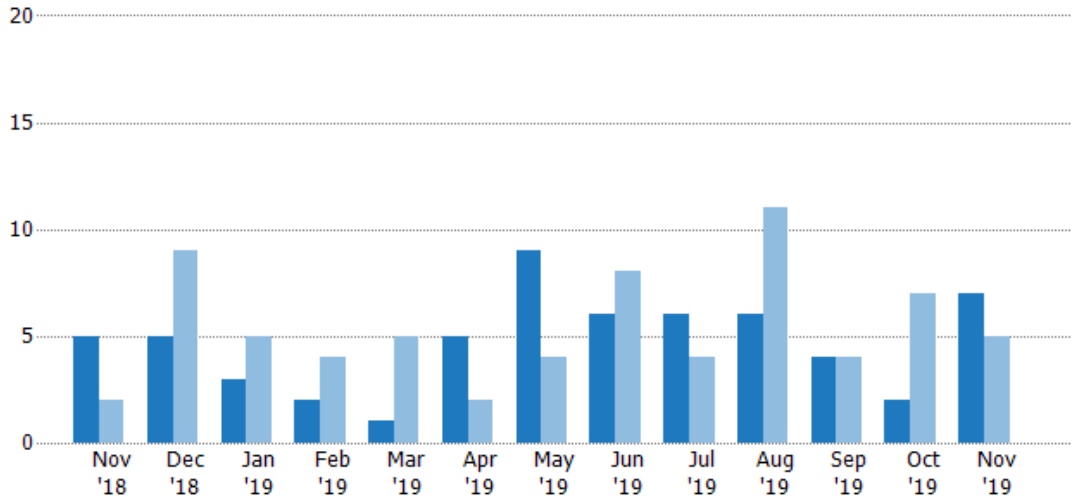
Current Year	\$1.68M	\$1.47M	\$1.12M	\$1.07M	\$2.09M	\$2.33M	\$2.01M	\$1.29M	\$1.02M	\$880K	\$2.66M	\$2.56M	\$1.16M
Prior Year	\$1.25M	\$778K	\$702K	\$781K	\$861K	\$1.78M	\$2.64M	\$1.86M	\$2.05M	\$1.01M	\$1.85M	\$1.48M	\$1.68M
Percent Change from Prior Year	35%	89%	60%	37%	143%	31%	-24%	-31%	-50%	-13%	44%	73%	-31%

## 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



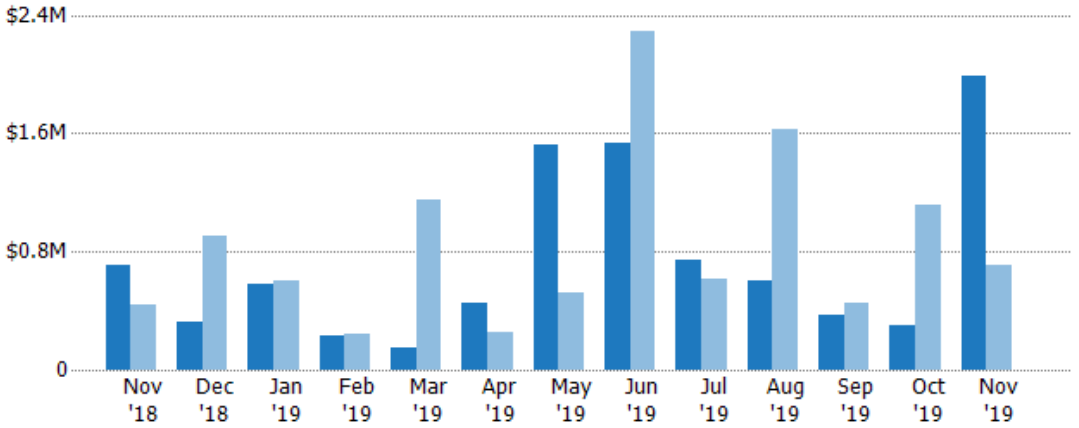
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	5	5	3	2	1	5	9	6	6	6	4	2	7
Prior Year	2	9	5	4	5	2	4	8	4	11	4	7	5
Percent Change from Prior Year	150%	-44%	-40%	-50%	-80%	150%	125%	-25%	50%	-45%	0%	-71%	40%

## 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



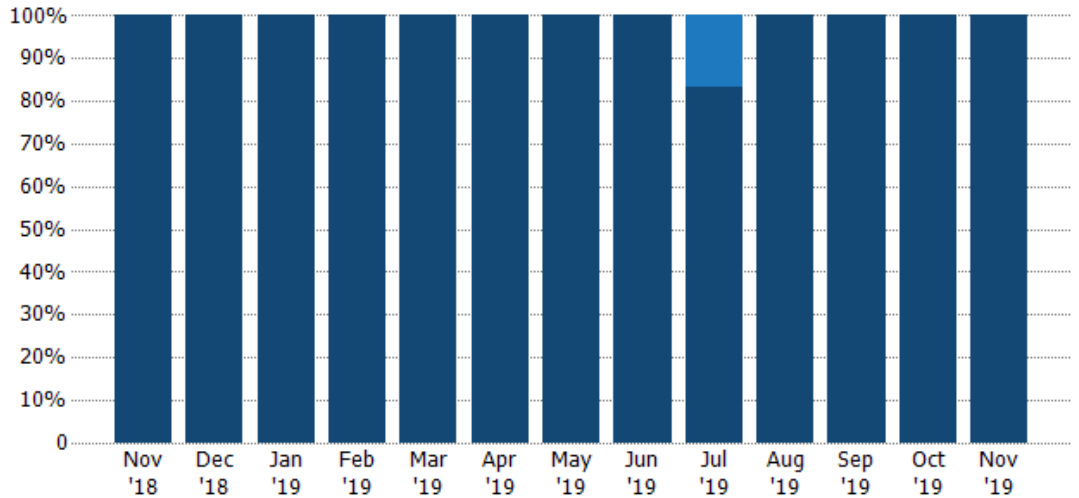
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$711K	\$327K	\$575K	\$235K	\$150K	\$456K	\$1.52M	\$1.54M	\$737K	\$608K	\$375K	\$304K	\$1.99M
Prior Year	\$444K	\$908K	\$608K	\$243K	\$1.15M	\$252K	\$520K	\$2.29M	\$618K	\$1.63M	\$452K	\$1.11M	\$711K
Percent Change from Prior Year	60%	-64%	-5%	-3%	-87%	81%	192%	-33%	19%	-63%	-17%	-73%	180%

## 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



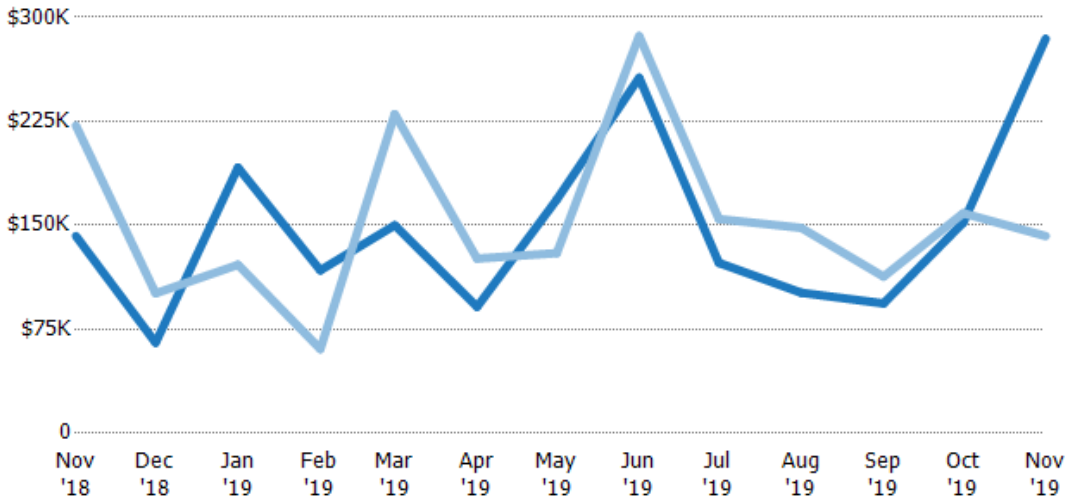
Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Condo/Townhouse	-	-	-	-	-	-	-	-	17%	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	83%	100%	100%	100%	100%

## 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



Month/Year	Price	% Chg.
Nov '19	\$285K	100.1%
Nov '18	\$142K	-35.9%
Nov '17	\$222K	-33.8%

Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$142K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$285K
Prior Year	\$222K	\$101K	\$122K	\$60.7K	\$230K	\$126K	\$130K	\$286K	\$155K	\$148K	\$113K	\$159K	\$142K
Percent Change from Prior Year	-36%	-35%	58%	93%	-35%	-28%	30%	-10%	-20%	-32%	-17%	-4%	100%

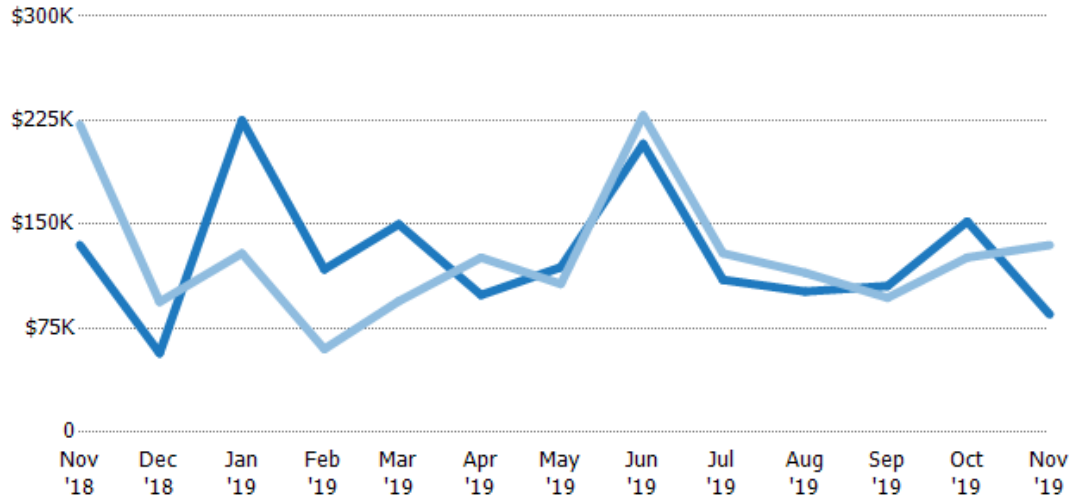
## Median Sales Price

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.
Nov '19	\$85K	-37%
Nov '18	\$135K	-39.2%
Nov '17	\$222K	-19.8%



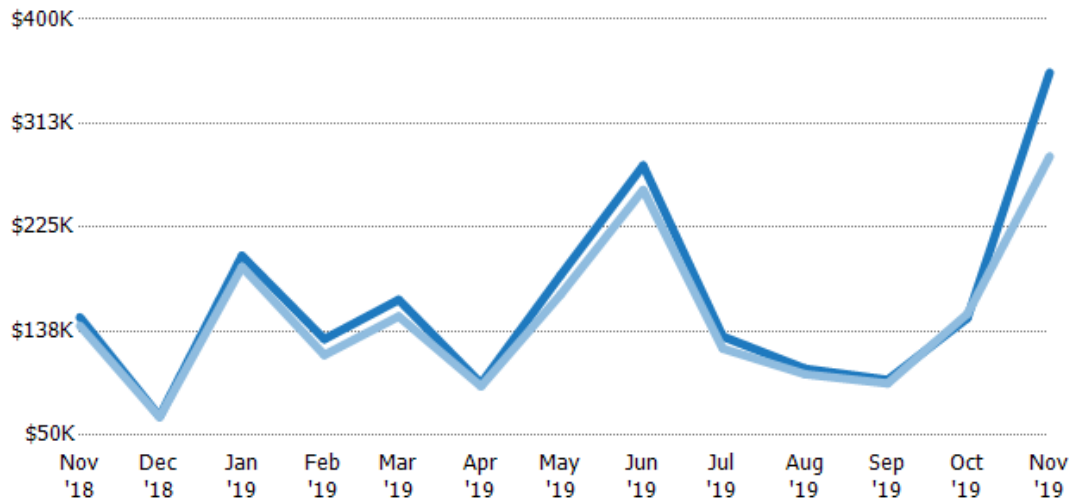
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$135K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K	\$85K
Prior Year	\$222K	\$94K	\$129K	\$60K	\$94.5K	\$126K	\$107K	\$229K	\$129K	\$115K	\$97K	\$126K	\$135K
Percent Change from Prior Year	-39%	-39%	74%	96%	59%	-21%	11%	-9%	-15%	-12%	9%	21%	-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



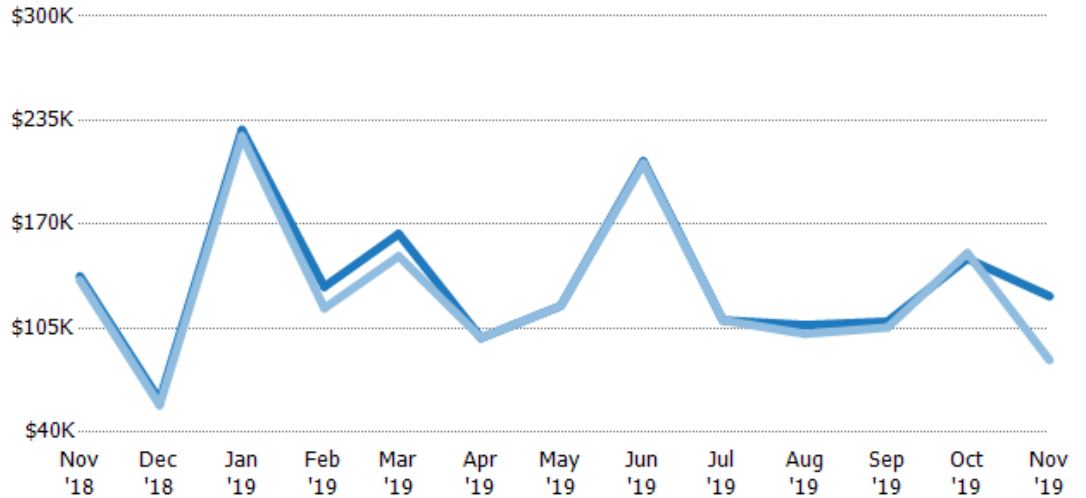
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg List Price	\$149K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K	\$355K
Avg Sales Price	\$142K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$285K
Avg Sales Price as a % of Avg List Price	95%	99%	95%	90%	91%	97%	91%	93%	92%	96%	97%	102%	80%

## 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



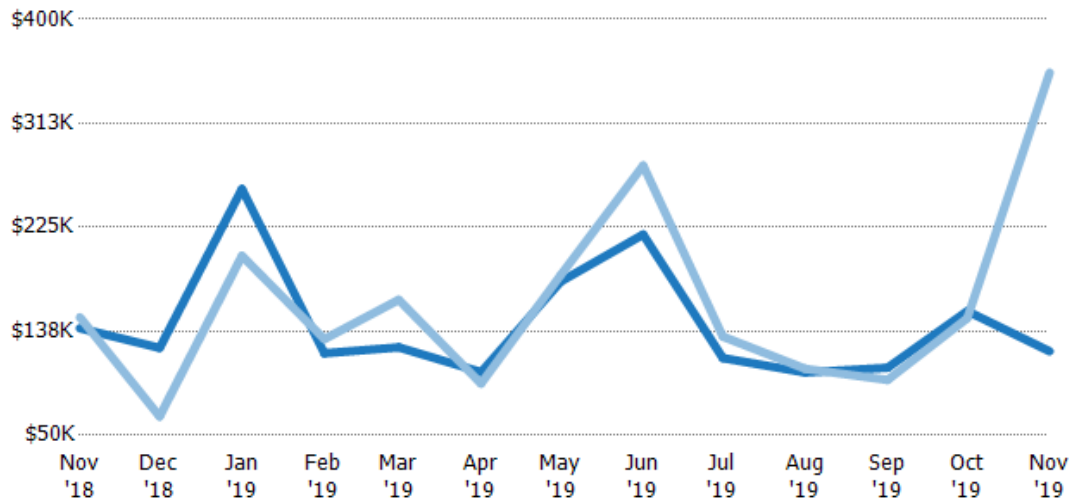
Median List Price	\$138K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K	\$125K
Median Sales Price	\$135K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K	\$85K
Med Sales Price as a % of Med List Price	98%	95%	98%	90%	91%	100%	100%	99%	100%	95%	97%	102%	68%

## 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



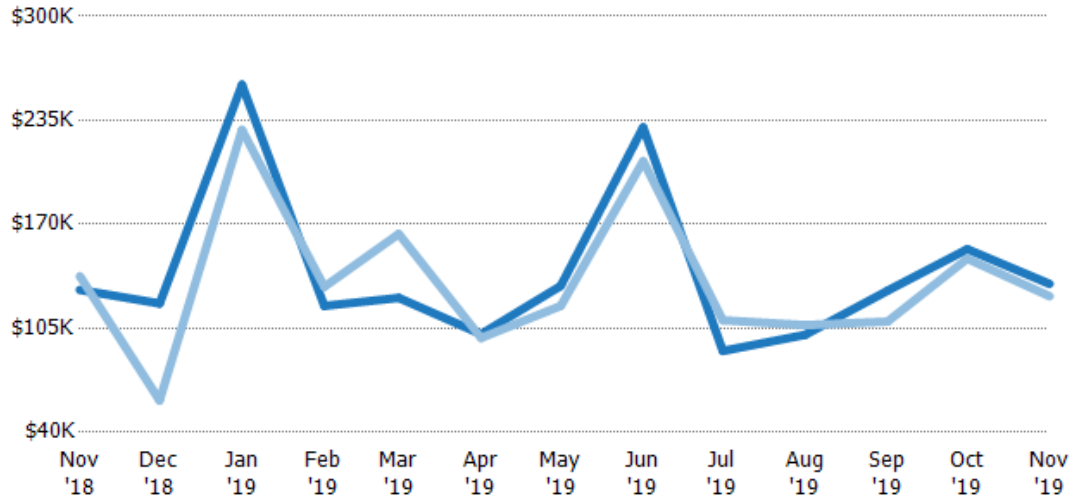
Avg Est Value	\$140K	\$124K	\$257K	\$119K	\$124K	\$103K	\$179K	\$219K	\$115K	\$103K	\$107K	\$154K	\$121K
Avg Sales Price	\$149K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K	\$355K
Avg Sales Price as a % of Avg Est Value	107%	53%	78%	110%	132%	91%	103%	127%	116%	103%	90%	96%	294%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$129K	\$121K	\$257K	\$119K	\$124K	\$101K	\$132K	\$231K	\$90.8K	\$101K	\$128K	\$154K	\$133K
Median Sales Price	\$138K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K	\$125K
Med Sales Price as a % of Med Est Value	107%	50%	89%	110%	132%	98%	90%	91%	121%	106%	85%	96%	94%