

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	7	+/-	88	69	+27.5%
New Listing Volume	\$1,640,000	\$987,300	+66.1%	\$21,325,474	\$13,577,790	+57.1%
Active Listing Count	54	37	+45.9%	N/A	N/A	
Active Listing Volume	\$17,284,700	\$11,473,200	+50.7%	N/A	N/A	
Average Listing Price	\$320,087	\$310,086	+3.2%	\$318,011	\$343,042	-7.3%
Median Listing Price	\$225,000	\$137,500	+63.6%	\$181,653	\$184,543	-1.6%
Median Days in RPR	137.5	146	-5.8%	108.34	142.01	-23.7%
Months of Inventory	13.5	9.3	+45.9%	7.6	7.9	-3.1%
Absorption Rate	7.41%	10.81%	-3.4%	13.14%	12.73%	+0.4%
Sales Activity Charts Metrics						
New Pending Sales Count	5	6	-16.7%	58	63	-7.9%
New Pending Sales Volume	\$498,500	\$802,700	-37.9%	\$9,386,614	\$10,718,995	-12.4%
Pending Sales Count	8	11	-27.3%	N/A	N/A	
Pending Sales Volume	\$2,560,400	\$1,481,000	+72.9%	N/A	N/A	
Closed Sales Count	2	7	-71.4%	44	54	-18.5%
Closed Sales Volume	\$304,000	\$1,111,000	-72.6%	\$6,495,341	\$8,875,251	-26.8%
Average Sales Price	\$152,000	\$158,714	-4.2%	\$147,621	\$164,356	-10.2%
Median Sales Price	\$152,000	\$126,000	+20.6%	\$133,380	\$128,085	+4.1%

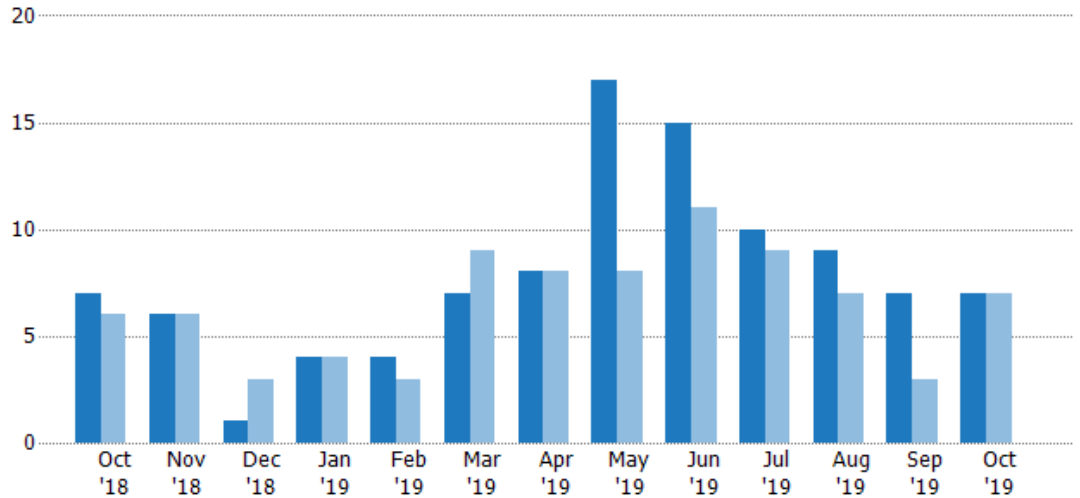
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	7	0%
Oct '18	7	16.7%
Oct '17	6	16.7%



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

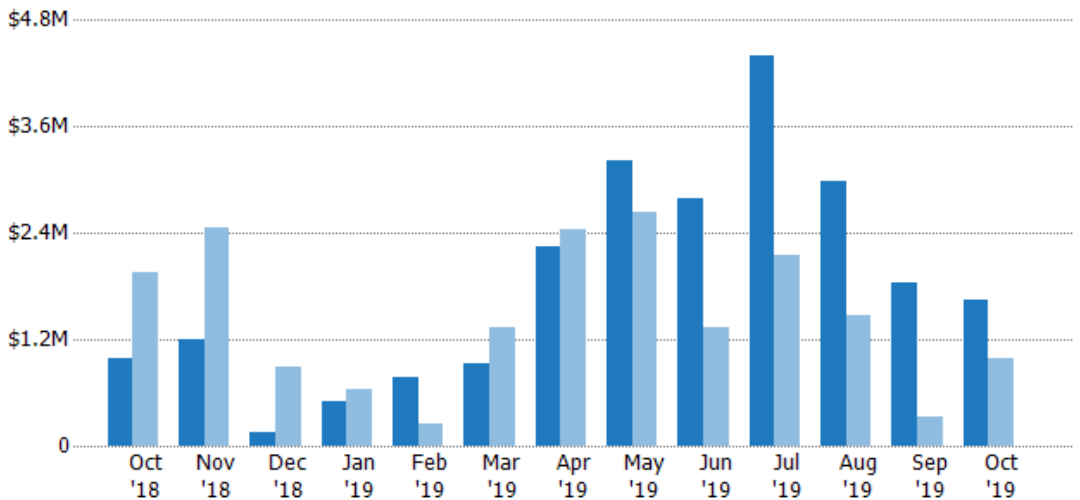
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Oct '19	\$1.64M	66.1%
Oct '18	\$987K	-49.5%
Oct '17	\$1.96M	-56.4%



Current Year	\$987K	\$1.2M	\$145K	\$504K	\$763K	\$931K	\$2.25M	\$3.23M	\$2.79M	\$4.4M	\$2.98M	\$1.84M	\$1.64M
Prior Year	\$1.96M	\$2.47M	\$886K	\$644K	\$248K	\$1.34M	\$2.45M	\$2.64M	\$1.33M	\$2.15M	\$1.48M	\$317K	\$987K
Percent Change from Prior Year	-50%	-51%	-84%	-22%	208%	-30%	-8%	22%	110%	105%	102%	481%	66%

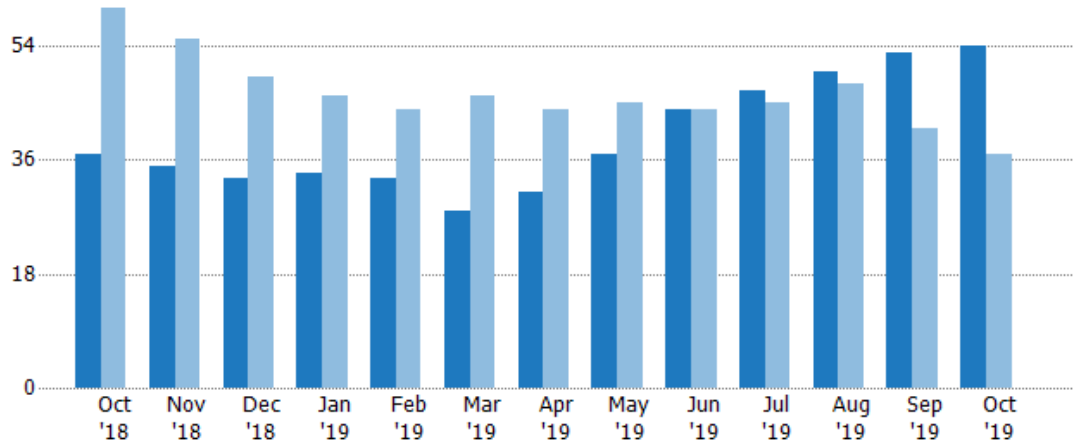
Active Listings

The number of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	54	45.9%
Oct '18	37	-38.3%
Oct '17	60	8.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	37	35	33	34	33	28	31	37	44	47	50	53	54
Prior Year	60	55	49	46	44	46	44	45	44	45	48	41	37
Percent Change from Prior Year	-38%	-36%	-33%	-26%	-25%	-39%	-30%	-18%	0%	4%	4%	29%	46%

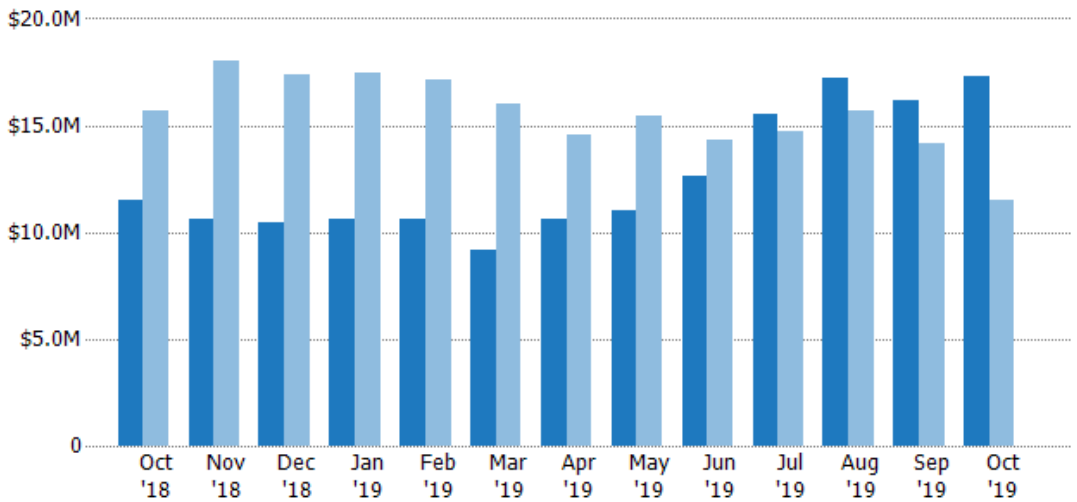
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Oct '19	\$17.3M	50.7%
Oct '18	\$11.5M	-26.9%
Oct '17	\$15.7M	-11.1%



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

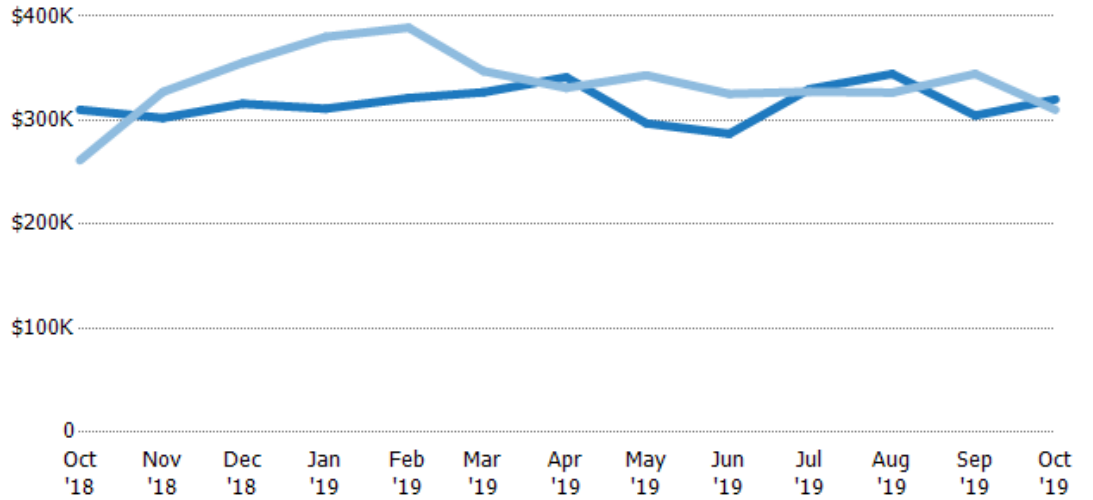
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Oct '19	\$320K	3.2%
Oct '18	\$310K	18.6%
Oct '17	\$261K	-18%



Current Year	\$310K	\$302K	\$316K	\$311K	\$321K	\$327K	\$341K	\$297K	\$287K	\$330K	\$345K	\$305K	\$320K
Prior Year	\$261K	\$327K	\$355K	\$380K	\$389K	\$347K	\$331K	\$343K	\$325K	\$328K	\$327K	\$345K	\$310K
Percent Change from Prior Year	19%	-8%	-11%	-18%	-17%	-6%	3%	-13%	-12%	1%	5%	-12%	3%

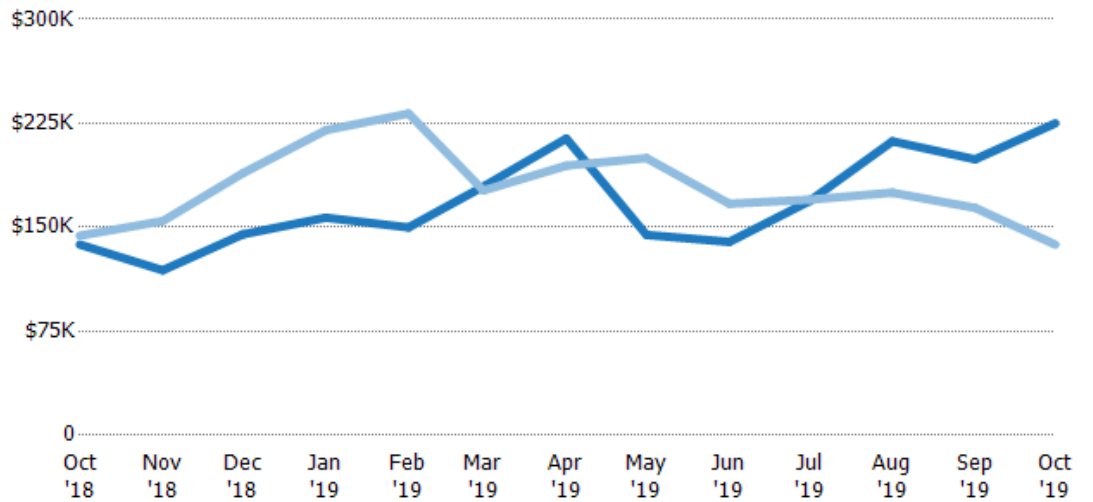
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Oct '19	\$225K	63.6%
Oct '18	\$138K	-4.4%
Oct '17	\$144K	-0.6%



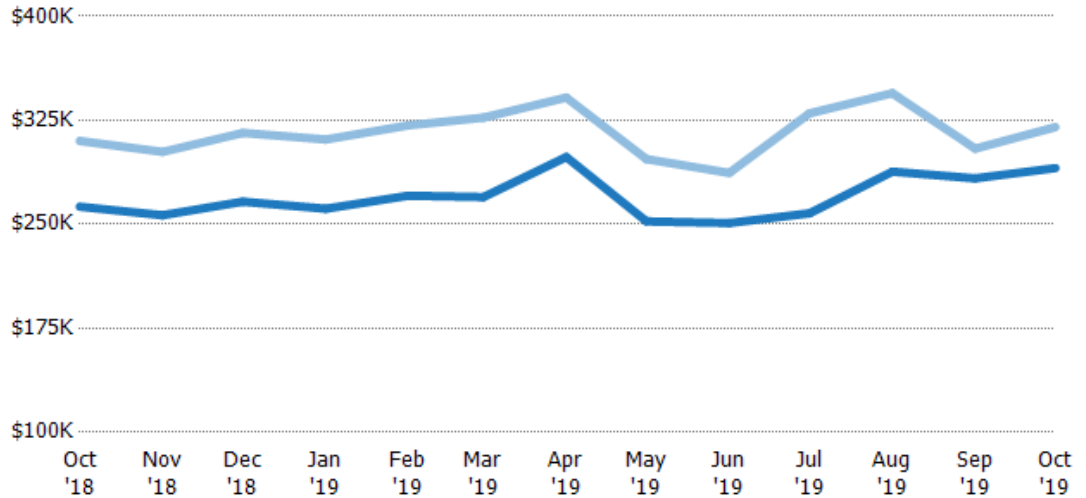
Current Year	\$138K	\$119K	\$145K	\$157K	\$150K	\$179K	\$214K	\$145K	\$139K	\$169K	\$212K	\$199K	\$225K
Prior Year	\$144K	\$155K	\$189K	\$220K	\$232K	\$177K	\$194K	\$200K	\$167K	\$170K	\$175K	\$164K	\$138K
Percent Change from Prior Year	-4%	-23%	-23%	-29%	-35%	2%	10%	-28%	-16%	-1%	21%	21%	64%

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

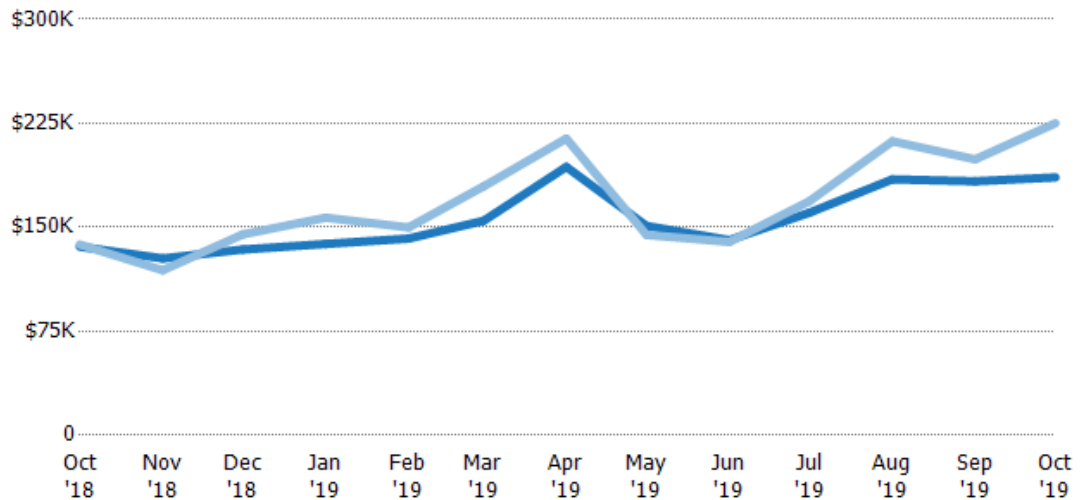


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$136K	\$128K	\$134K	\$138K	\$142K	\$155K	\$194K	\$151K	\$141K	\$161K	\$185K	\$183K	\$186K
Median Listing Price	\$138K	\$119K	\$145K	\$157K	\$150K	\$179K	\$214K	\$145K	\$139K	\$169K	\$212K	\$199K	\$225K
Med Listing Price as a % of Med Est Value	101%	93%	108%	114%	106%	116%	111%	96%	99%	105%	115%	109%	121%

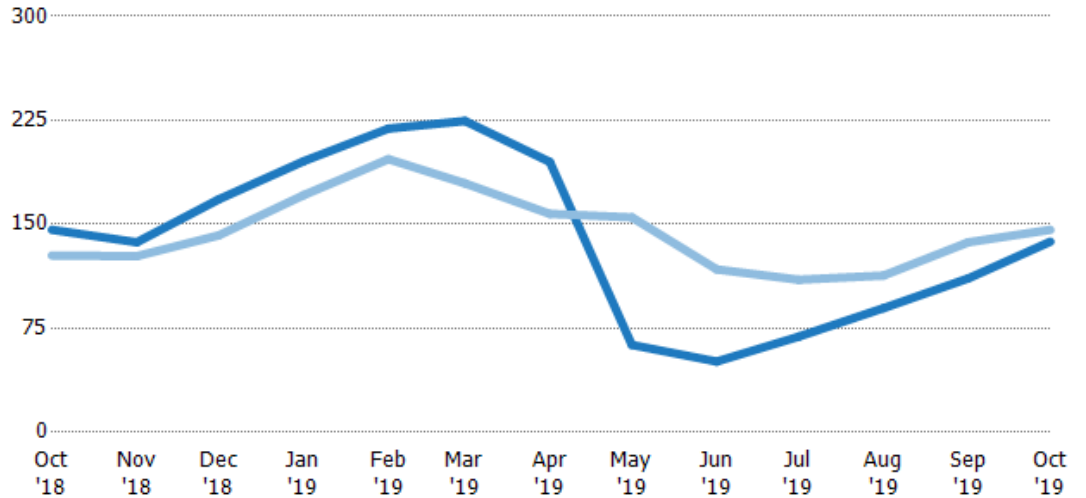
Median Days in RPR

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

Month/ Year	Days	% Chg.
Oct '19	138	-5.8%
Oct '18	146	14.5%
Oct '17	128	9.8%



Current Year	146	137	168	196	219	225	195	63	51	69	89.5	111	138
Prior Year	128	127	142	171	197	180	158	155	118	110	113	137	146
Percent Change from Prior Year	15%	8%	18%	14%	11%	25%	24%	-59%	-57%	-37%	-21%	-19%	-6%

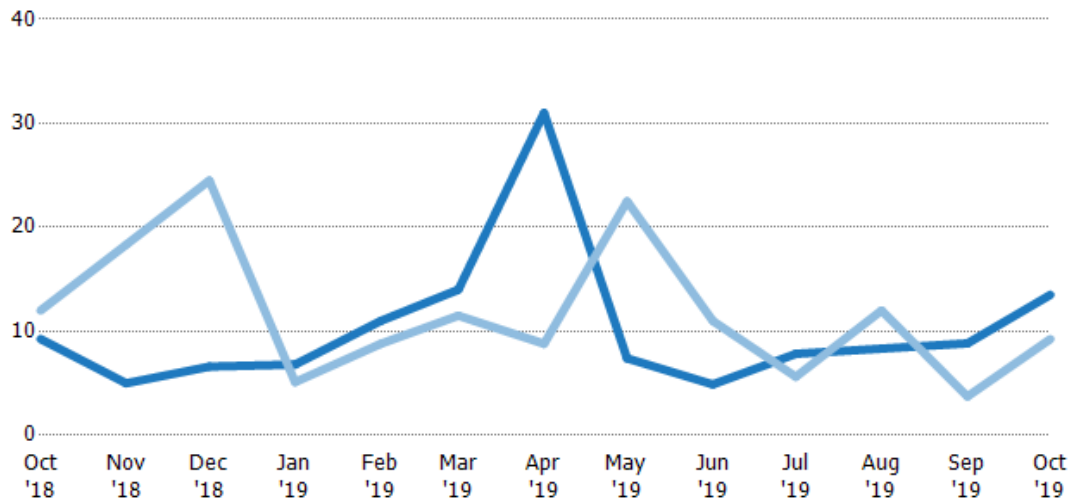
Months of Inventory

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

Filters Used

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

Month/ Year	Months	% Chg.
Oct '19	13.5	45.9%
Oct '18	9.25	-22.9%
Oct '17	12	8.3%



Current Year	9.25	5	6.6	6.8	11	14	31	7.4	4.89	7.83	8.33	8.83	13.5
Prior Year	12	18.3	24.5	5.11	8.8	11.5	8.8	22.5	11	5.63	12	3.73	9.25
Percent Change from Prior Year	-23%	-73%	-73%	33%	25%	22%	252%	-67%	-56%	39%	-31%	137%	46%

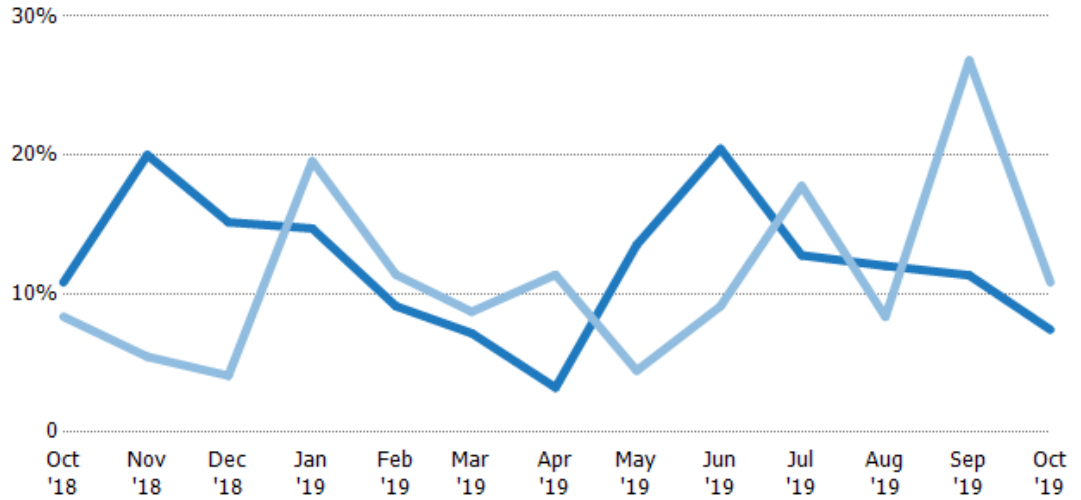
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Oct '19	7%	3.4%
Oct '18	11%	-2.5%
Oct '17	8%	-7.7%



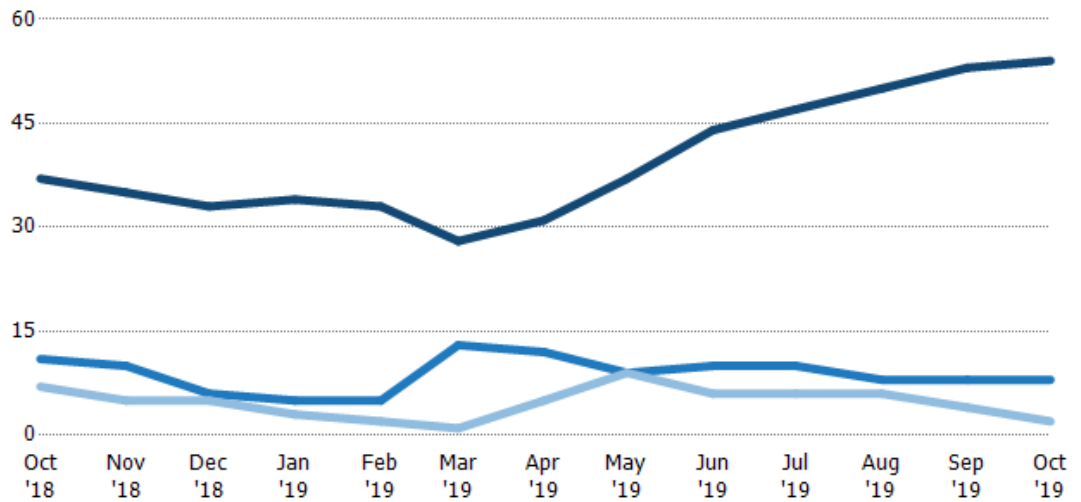
Current Year	11%	20%	15%	15%	9%	7%	3%	14%	20%	13%	12%	11%	7%
Prior Year	8%	5%	4%	20%	11%	9%	11%	4%	9%	18%	8%	27%	11%
Change from Prior Year	-2%	-15%	-11%	5%	2%	2%	8%	-9%	-11%	5%	-4%	16%	3%

Active/Pending/Sold Units

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

Filters Used

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



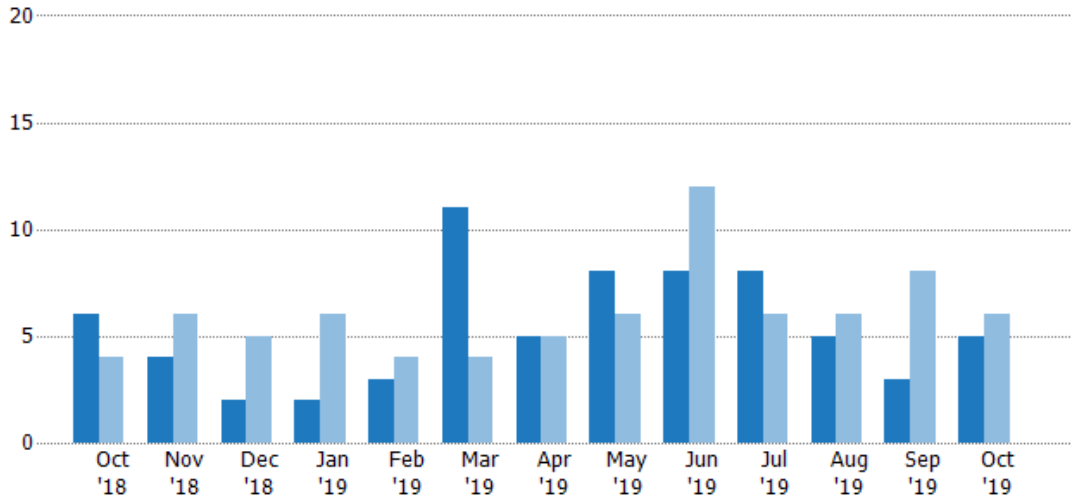
Active	37	35	33	34	33	28	31	37	44	47	50	53	54
Pending	11	10	6	5	5	13	12	9	10	10	8	8	8
Sold	7	5	5	3	2	1	5	9	6	6	6	4	2

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

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



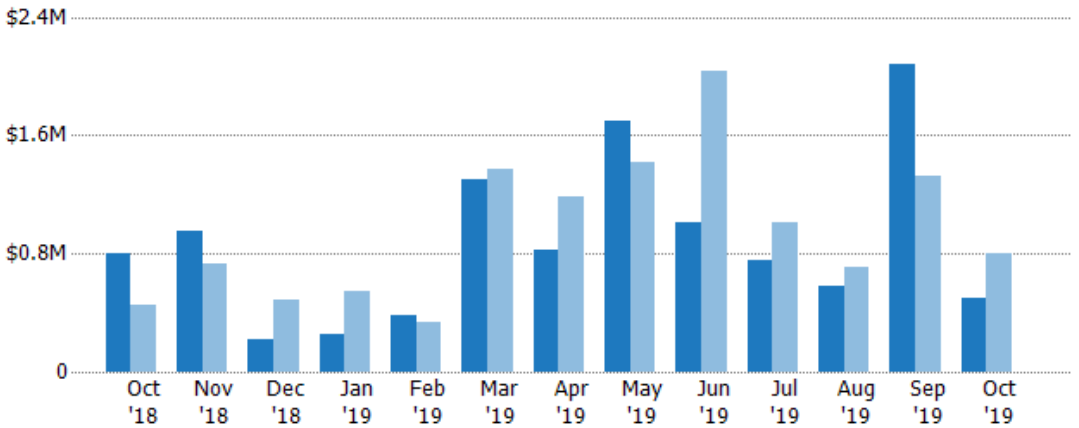
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	6	4	2	2	3	11	5	8	8	8	5	3	5
Prior Year	4	6	5	6	4	4	5	6	12	6	6	8	6
Percent Change from Prior Year	50%	-33%	-60%	-67%	-25%	175%	0%	33%	-33%	33%	-17%	-63%	-17%

New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$803K	\$947K	\$223K	\$254K	\$382K	\$1.31M	\$821K	\$1.69M	\$1.01M	\$756K	\$583K	\$2.08M	\$499K
Prior Year	\$457K	\$734K	\$486K	\$541K	\$331K	\$1.37M	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K
Percent Change from Prior Year	76%	29%	-54%	-53%	15%	-5%	-31%	19%	-50%	-25%	-17%	57%	-38%

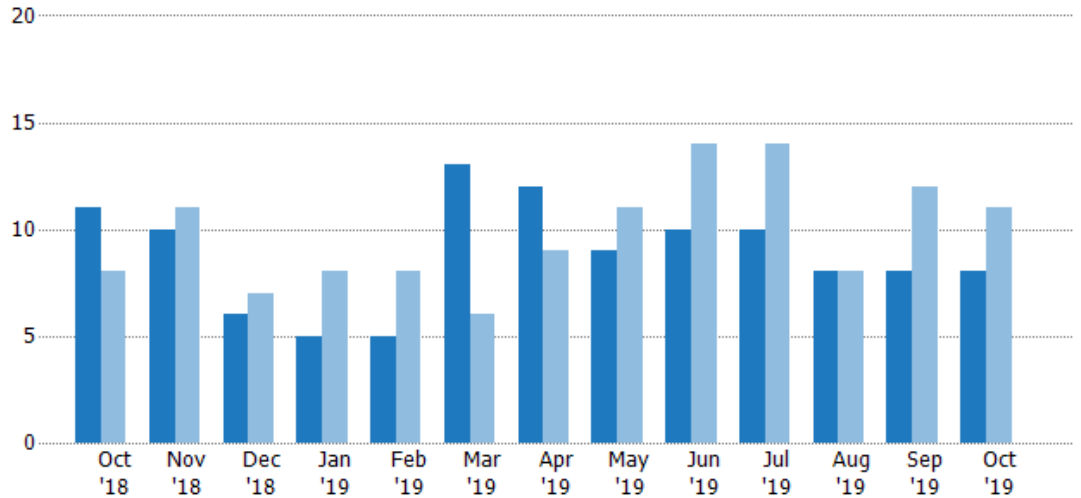
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	8	-27.3%
Oct '18	11	37.5%
Oct '17	8	87.5%



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

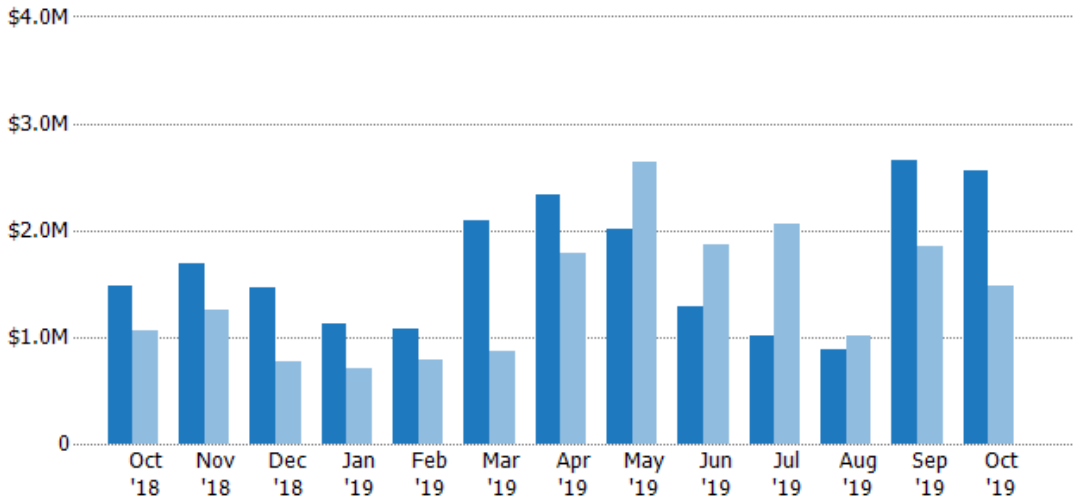
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Oct '19	\$2.56M	72.9%
Oct '18	\$1.48M	39.8%
Oct '17	\$1.06M	190.6%



Current Year	\$1.48M	\$1.68M	\$1.47M	\$1.12M	\$1.07M	\$2.09M	\$2.33M	\$2.01M	\$1.29M	\$1.02M	\$880K	\$2.66M	\$2.56M
Prior Year	\$1.06M	\$1.25M	\$778K	\$702K	\$781K	\$861K	\$1.78M	\$2.64M	\$1.86M	\$2.05M	\$1.01M	\$1.85M	\$1.48M
Percent Change from Prior Year	40%	35%	89%	60%	37%	143%	31%	-24%	-31%	-50%	-13%	44%	73%

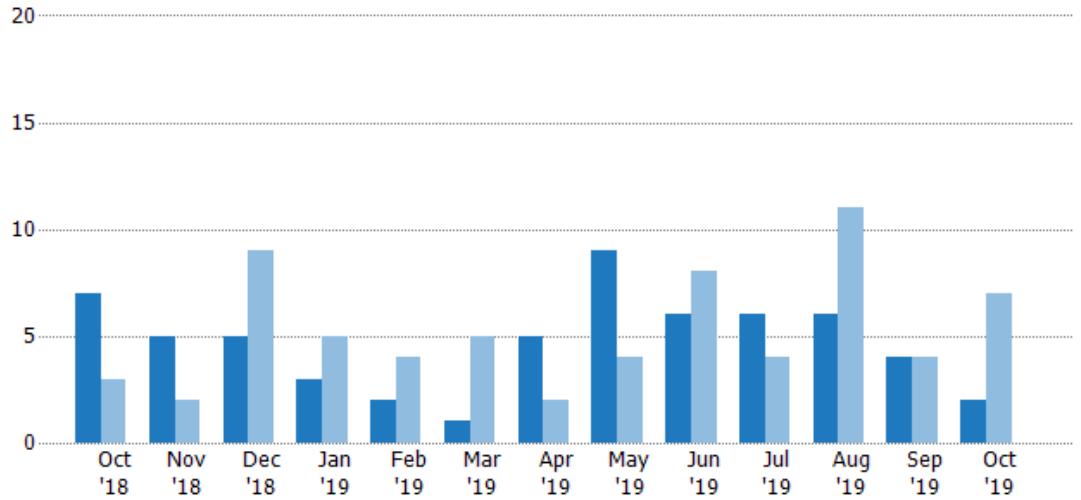
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Oct '19	2	-71.4%
Oct '18	7	133.3%
Oct '17	3	33.3%



Current Year	7	5	5	3	2	1	5	9	6	6	6	4	2
Prior Year	3	2	9	5	4	5	2	4	8	4	11	4	7
Percent Change from Prior Year	133%	150%	-44%	-40%	-50%	-80%	150%	125%	-25%	50%	-45%	0%	-71%

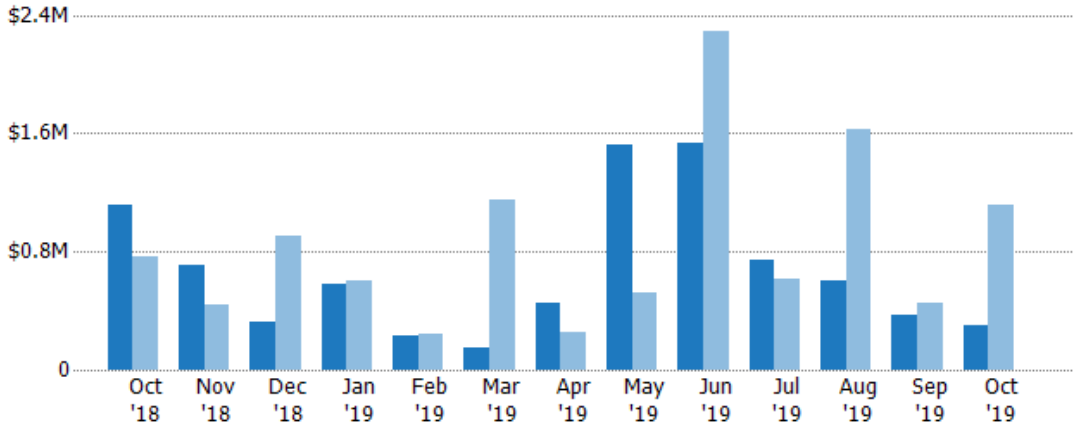
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Oct '19	\$304K	-72.6%
Oct '18	\$1.11M	45.2%
Oct '17	\$765K	-57.1%



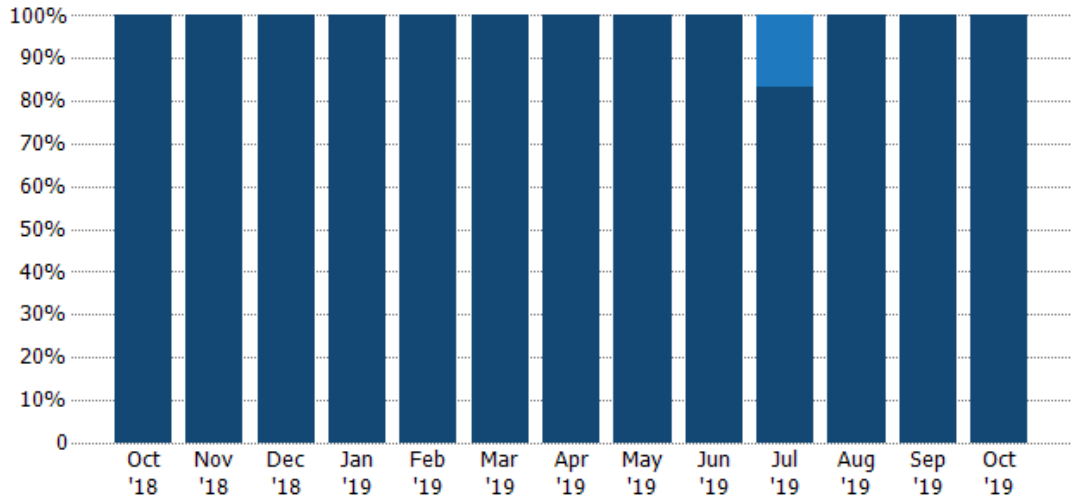
Current Year	\$1.11M	\$711K	\$327K	\$575K	\$235K	\$150K	\$456K	\$1.52M	\$1.54M	\$737K	\$608K	\$375K	\$304K
Prior Year	\$765K	\$444K	\$908K	\$608K	\$243K	\$1.15M	\$252K	\$520K	\$2.29M	\$618K	\$1.63M	\$452K	\$1.11M
Percent Change from Prior Year	45%	60%	-64%	-5%	-3%	-87%	81%	192%	-33%	19%	-63%	-17%	-73%

Closed Sales by Property Type

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

Filters Used

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



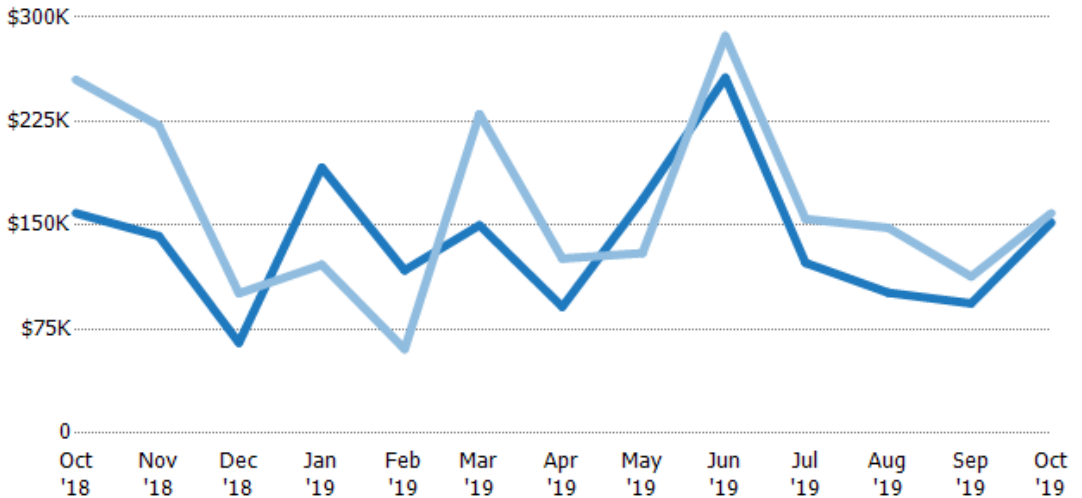
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Condo/Townhouse	-	-	-	-	-	-	-	-	-	17%	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%	100%	100%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

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



Month/Year	Price	% Chg.
Oct '19	\$152K	-4.2%
Oct '18	\$159K	-37.8%
Oct '17	\$255K	-67.8%

Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$159K	\$142K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K
Prior Year	\$255K	\$222K	\$101K	\$122K	\$60.7K	\$230K	\$126K	\$130K	\$286K	\$155K	\$148K	\$113K	\$159K
Percent Change from Prior Year	-38%	-36%	-35%	58%	93%	-35%	-28%	30%	-10%	-20%	-32%	-17%	-4%

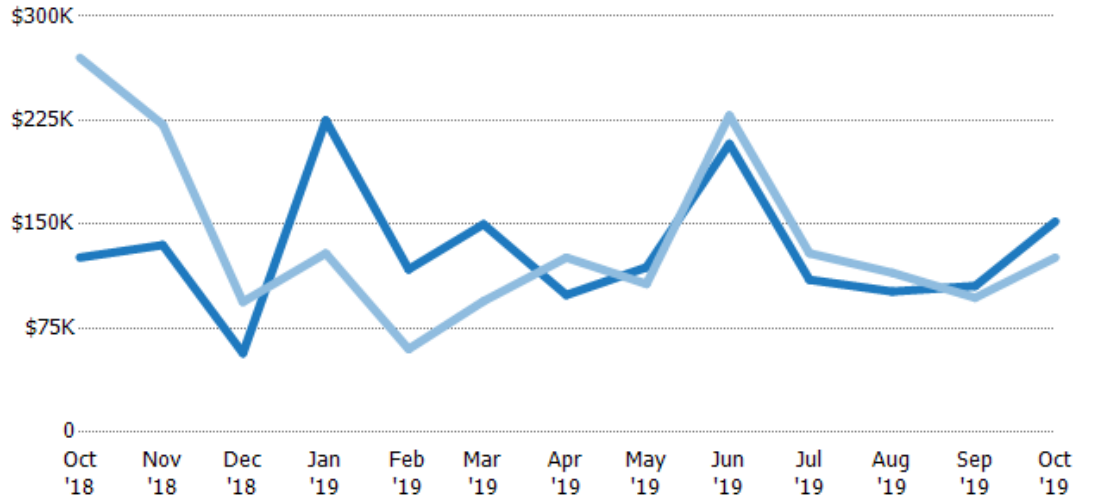
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

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

Month/ Year	Price	% Chg.
Oct '19	\$152K	20.6%
Oct '18	\$126K	-53.3%
Oct '17	\$270K	-73.2%



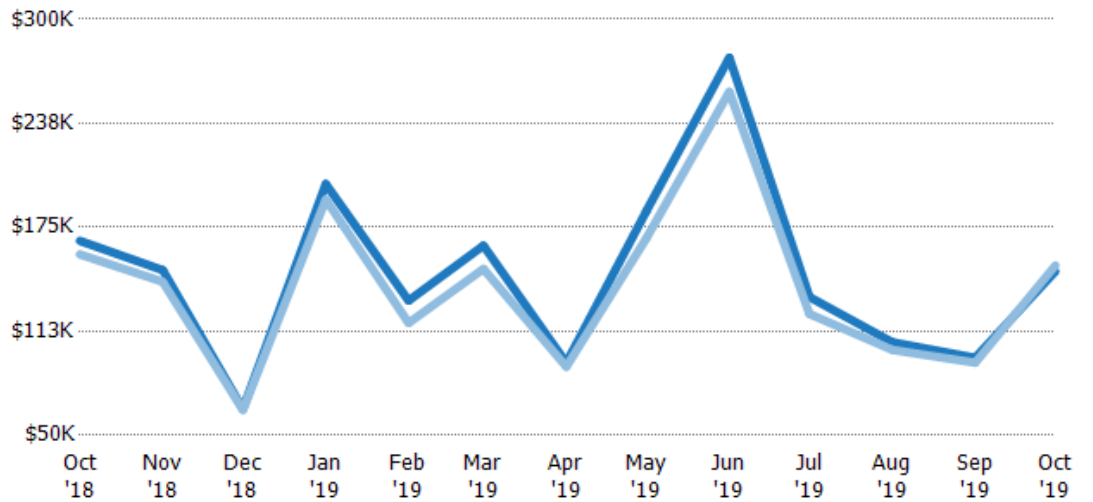
Current Year	\$126K	\$135K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K
Prior Year	\$270K	\$222K	\$94K	\$129K	\$60K	\$94.5K	\$126K	\$107K	\$229K	\$129K	\$115K	\$97K	\$126K
Percent Change from Prior Year	-53%	-39%	-39%	74%	96%	59%	-21%	11%	-9%	-15%	-12%	9%	21%

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



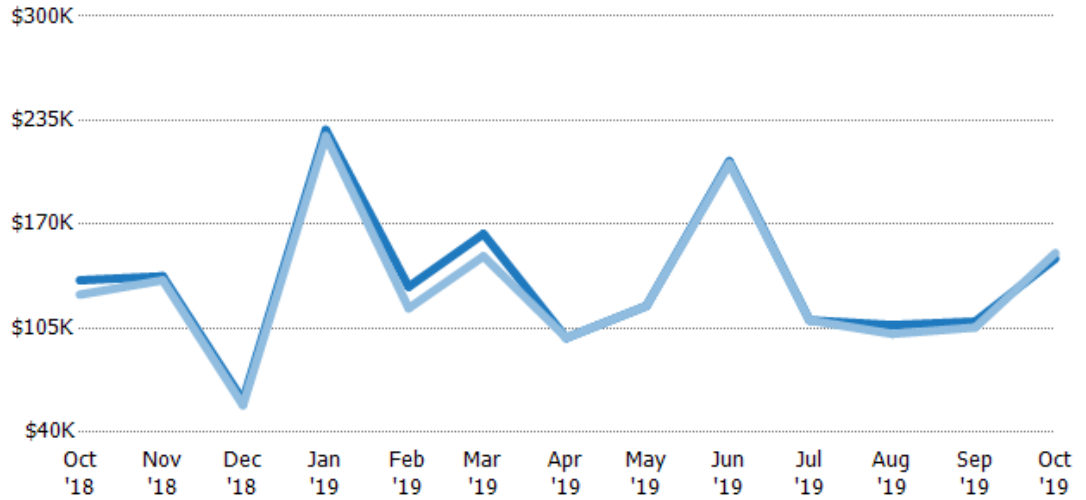
Avg List Price	\$167K	\$149K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K
Avg Sales Price	\$159K	\$142K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K
Avg Sales Price as a % of Avg List Price	95%	95%	99%	95%	90%	91%	97%	91%	93%	92%	96%	97%	102%

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



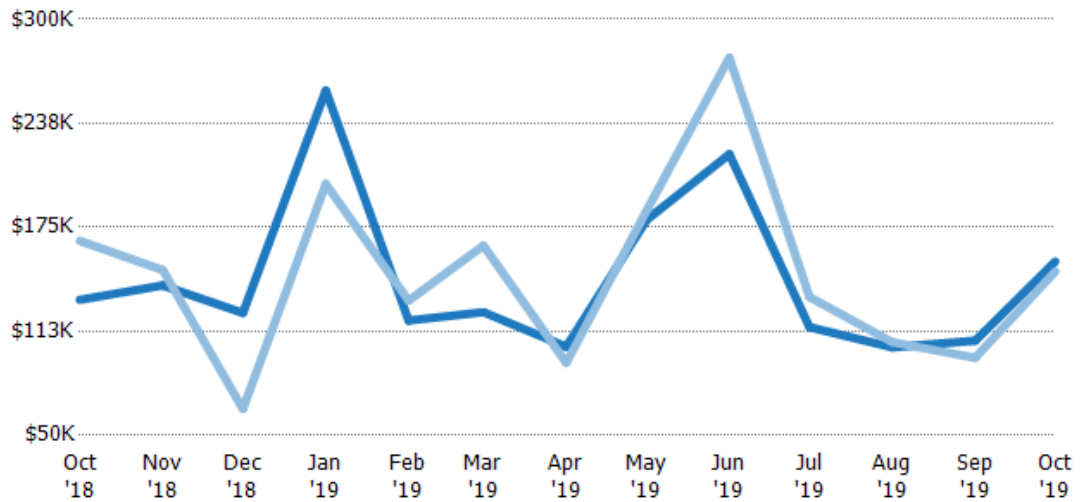
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$135K	\$138K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K
Median Sales Price	\$126K	\$135K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K
Med Sales Price as a % of Med List Price	93%	98%	95%	98%	90%	91%	100%	100%	99%	100%	95%	97%	102%

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



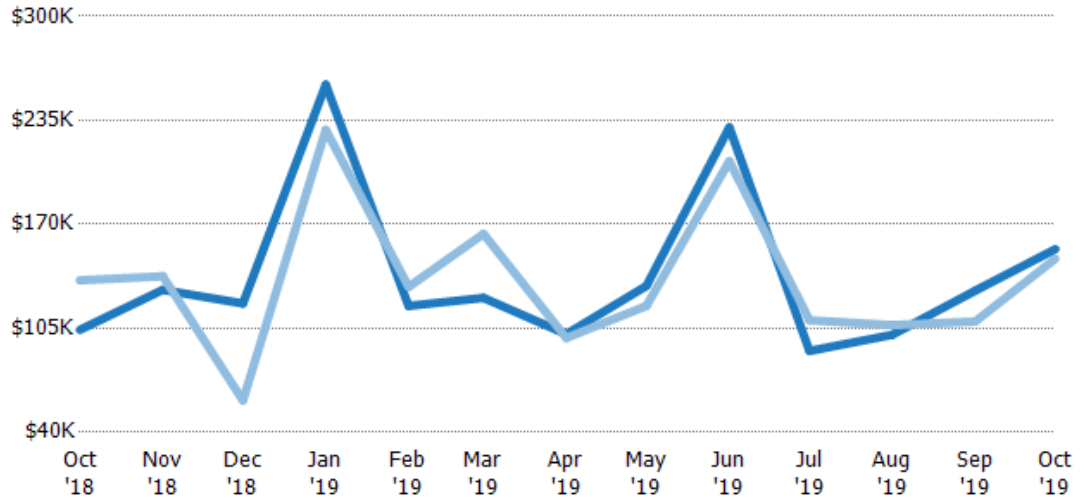
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$131K	\$140K	\$124K	\$257K	\$119K	\$124K	\$103K	\$179K	\$219K	\$115K	\$103K	\$107K	\$154K
Avg Sales Price	\$167K	\$149K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K
Avg Sales Price as a % of Avg Est Value	127%	107%	53%	78%	110%	132%	91%	103%	127%	116%	103%	90%	96%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$104K	\$129K	\$121K	\$257K	\$119K	\$124K	\$101K	\$132K	\$231K	\$90.8K	\$101K	\$128K	\$154K
Median Sales Price	\$135K	\$138K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K
Med Sales Price as a % of Med Est Value	130%	107%	50%	89%	110%	132%	98%	90%	91%	121%	106%	85%	96%