

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

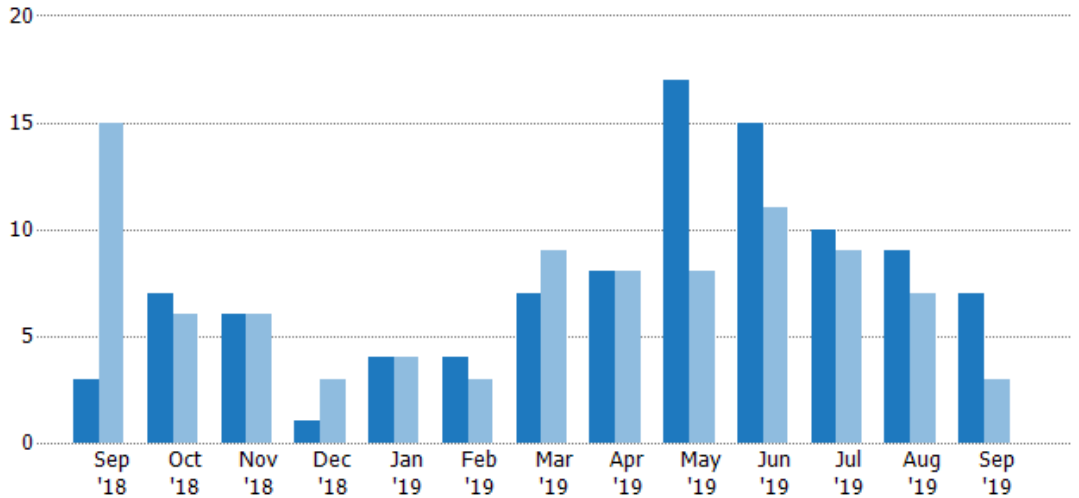
Key Metrics	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	3	+133.3%	81	62	+30.6%
New Listing Volume	\$1,843,800	\$317,300	+481.1%	\$19,685,474	\$12,590,490	+56.4%
Active Listing Count	53	41	+29.3%	N/A	N/A	
Active Listing Volume	\$16,141,700	\$14,129,000	+14.2%	N/A	N/A	
Average Listing Price	\$304,560	\$344,610	-11.6%	\$317,697	\$346,067	-8.2%
Median Listing Price	\$199,000	\$164,000	+21.3%	\$175,096	\$188,862	-7.3%
Median Days in RPR	111	137	-19%	106.95	141.41	-24.4%
Months of Inventory	8.8	3.7	+137%	7.6	7.6	-0.1%
Absorption Rate	11.32%	26.83%	-15.5%	13.17%	13.15%	+0%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	8	-62.5%	53	57	-7%
New Pending Sales Volume	\$2,078,900	\$1,326,800	+56.7%	\$8,888,114	\$9,916,295	-10.4%
Pending Sales Count	8	12	-33.3%	N/A	N/A	
Pending Sales Volume	\$2,661,824	\$1,846,295	+44.2%	N/A	N/A	
Closed Sales Count	4	4	+/-	42	47	-10.6%
Closed Sales Volume	\$374,501	\$452,000	-17.1%	\$6,191,341	\$7,764,251	-20.3%
Average Sales Price	\$93,625	\$113,000	-17.1%	\$147,413	\$165,197	-10.8%
Median Sales Price	\$105,500	\$97,000	+8.8%	\$132,493	\$128,396	+3.2%

## 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



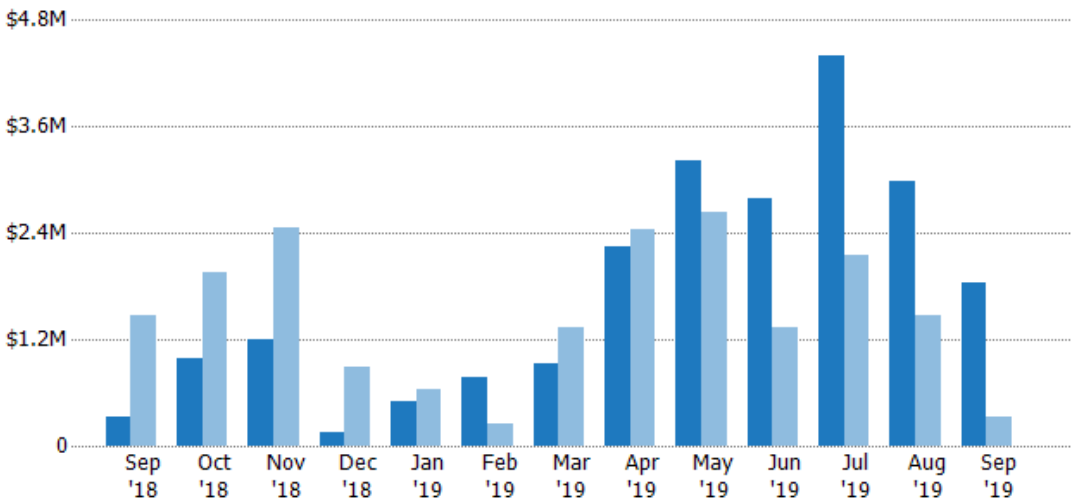
Month/Year	Count	% Chg.
Sep '19	7	133.3%
Sep '18	3	-80%
Sep '17	15	-66.7%

## 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.
Sep '19	\$1.84M	481.1%
Sep '18	\$317K	-78.3%
Sep '17	\$1.46M	-60.3%

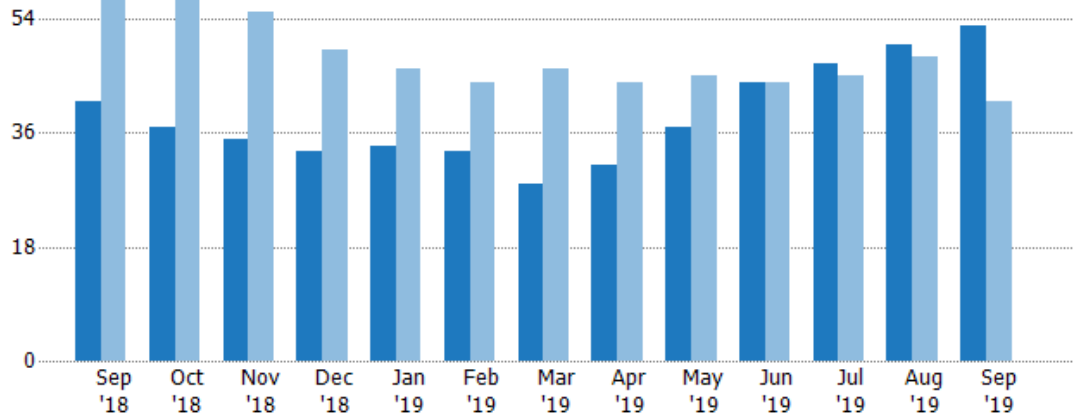
## Active Listings

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.
Sep '19	53	29.3%
Sep '18	41	-31.7%
Sep '17	60	3.3%



Current Year	41	37	35	33	34	33	28	31	37	44	47	50	53
Prior Year	60	60	55	49	46	44	46	44	45	44	45	48	41
Percent Change from Prior Year	-32%	-38%	-36%	-33%	-26%	-25%	-39%	-30%	-18%	0%	4%	4%	29%

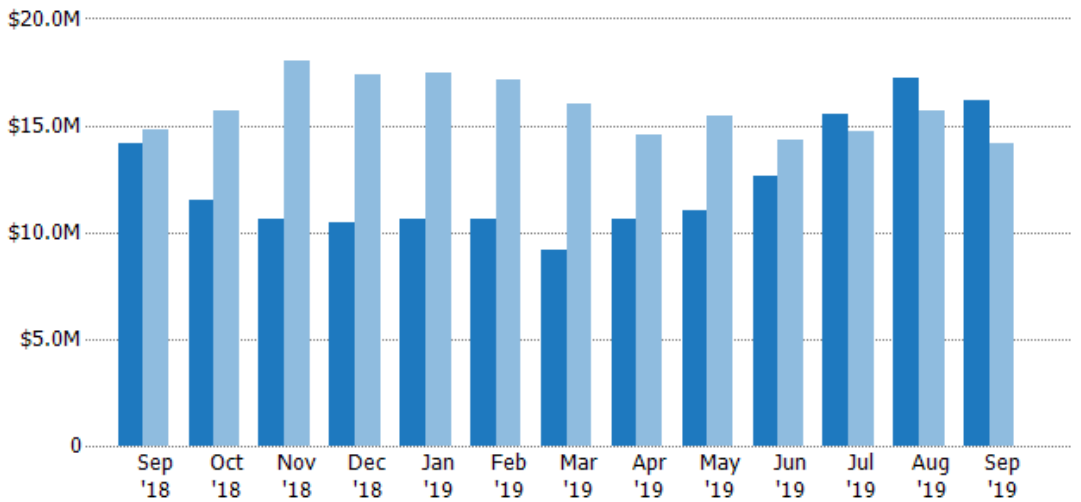
## Active Listing Volume

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.
Sep '19	\$16.1M	14.2%
Sep '18	\$14.1M	-4.6%
Sep '17	\$14.8M	-4.8%



Current Year	\$14.1M	\$11.5M	\$10.6M	\$10.4M	\$10.6M	\$10.6M	\$9.15M	\$10.6M	\$11M	\$12.6M	\$15.5M	\$17.2M	\$16.1M
Prior Year	\$14.8M	\$15.7M	\$18M	\$17.4M	\$17.5M	\$17.1M	\$16M	\$14.6M	\$15.4M	\$14.3M	\$14.7M	\$15.7M	\$14.1M
Percent Change from Prior Year	-5%	-27%	-41%	-40%	-40%	-38%	-43%	-27%	-29%	-12%	5%	10%	14%

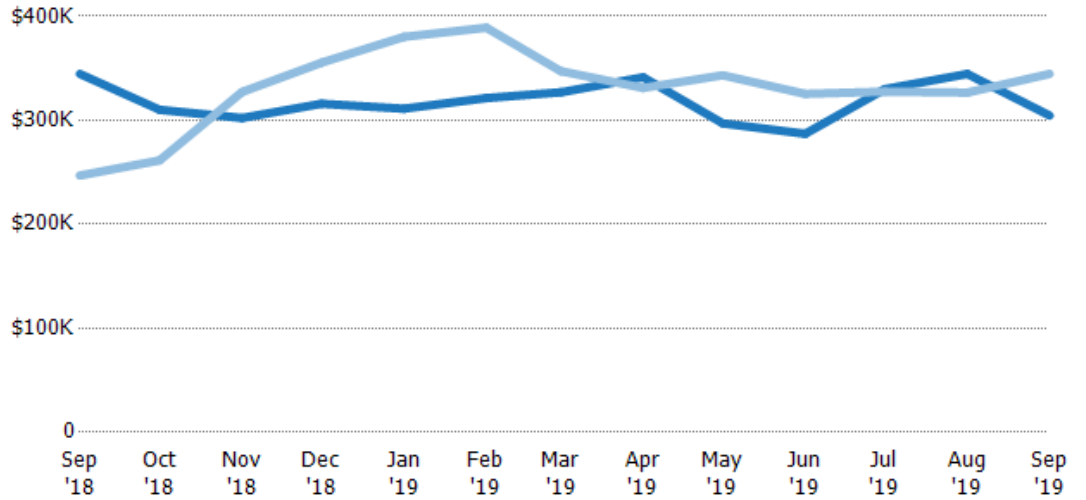
## Average Listing Price

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.
Sep '19	\$305K	-11.6%
Sep '18	\$345K	39.6%
Sep '17	\$247K	-7.9%



Current Year	\$345K	\$310K	\$302K	\$316K	\$311K	\$321K	\$327K	\$341K	\$297K	\$287K	\$330K	\$345K	\$305K
Prior Year	\$247K	\$261K	\$327K	\$355K	\$380K	\$389K	\$347K	\$331K	\$343K	\$325K	\$328K	\$327K	\$345K
Percent Change from Prior Year	40%	19%	-8%	-11%	-18%	-17%	-6%	3%	-13%	-12%	1%	5%	-12%

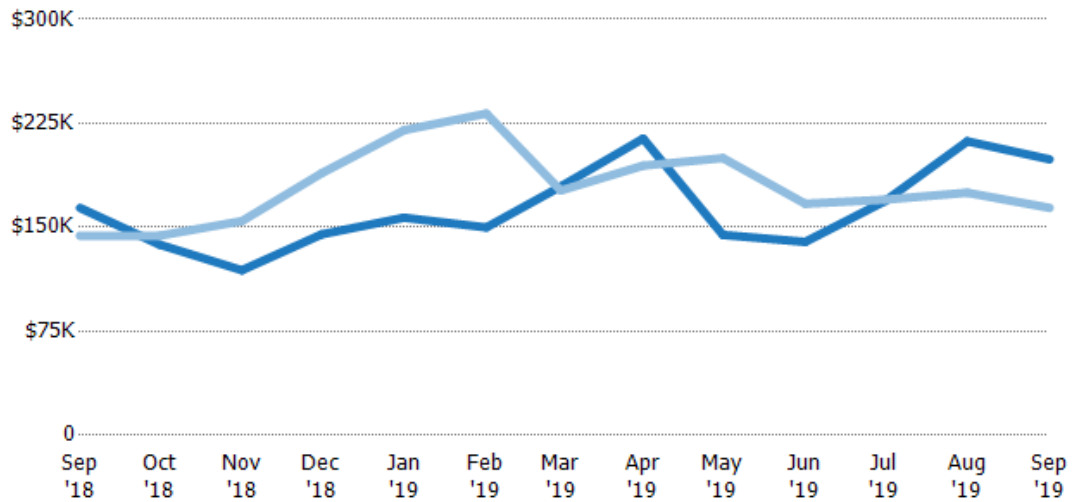
## Median Listing Price

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.
Sep '19	\$199K	21.3%
Sep '18	\$164K	14%
Sep '17	\$144K	1.5%



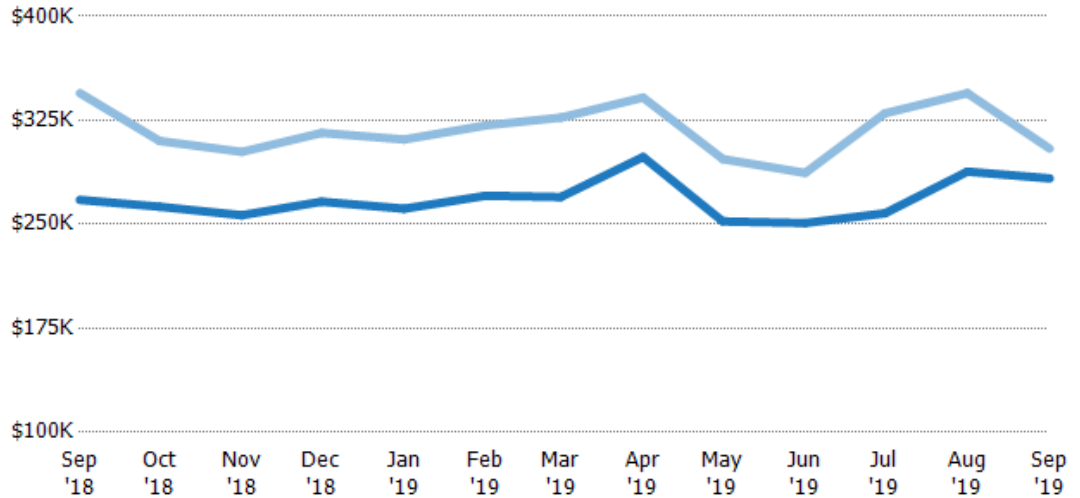
Current Year	\$164K	\$138K	\$119K	\$145K	\$157K	\$150K	\$179K	\$214K	\$145K	\$139K	\$169K	\$212K	\$199K
Prior Year	\$144K	\$144K	\$155K	\$189K	\$220K	\$232K	\$177K	\$194K	\$200K	\$167K	\$170K	\$175K	\$164K
Percent Change from Prior Year	14%	-4%	-23%	-23%	-29%	-35%	2%	10%	-28%	-16%	-1%	21%	21%

## 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



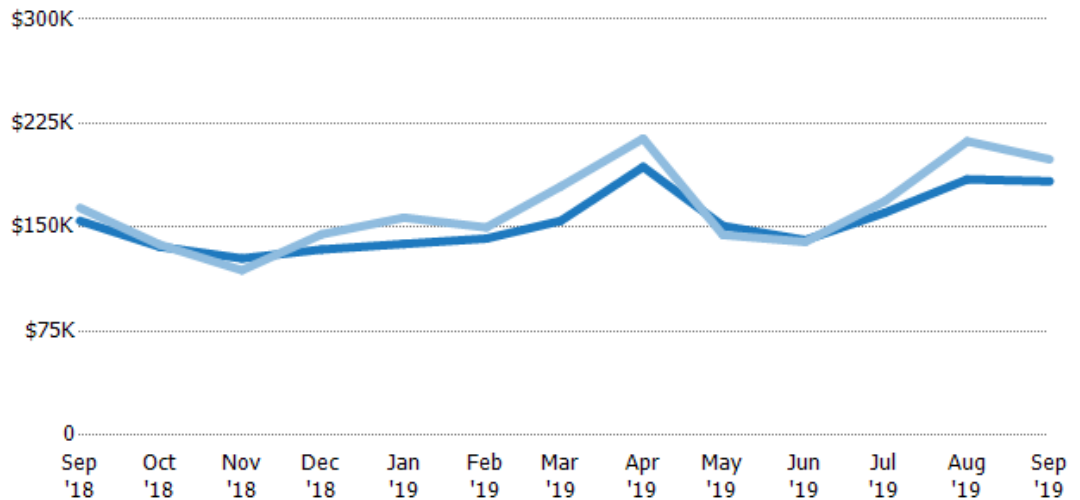
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$268K	\$263K	\$257K	\$266K	\$261K	\$271K	\$270K	\$299K	\$252K	\$251K	\$258K	\$288K	\$283K
Avg Listing Price	\$345K	\$310K	\$302K	\$316K	\$311K	\$321K	\$327K	\$341K	\$297K	\$287K	\$330K	\$345K	\$305K
Avg Listing Price as a % of Avg Est Value	129%	118%	118%	119%	119%	119%	121%	114%	118%	114%	128%	120%	108%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$155K	\$136K	\$128K	\$134K	\$138K	\$142K	\$155K	\$194K	\$151K	\$141K	\$161K	\$185K	\$183K
Median Listing Price	\$164K	\$138K	\$119K	\$145K	\$157K	\$150K	\$179K	\$214K	\$145K	\$139K	\$169K	\$212K	\$199K
Med Listing Price as a % of Med Est Value	106%	101%	93%	108%	114%	106%	116%	111%	96%	99%	105%	115%	109%

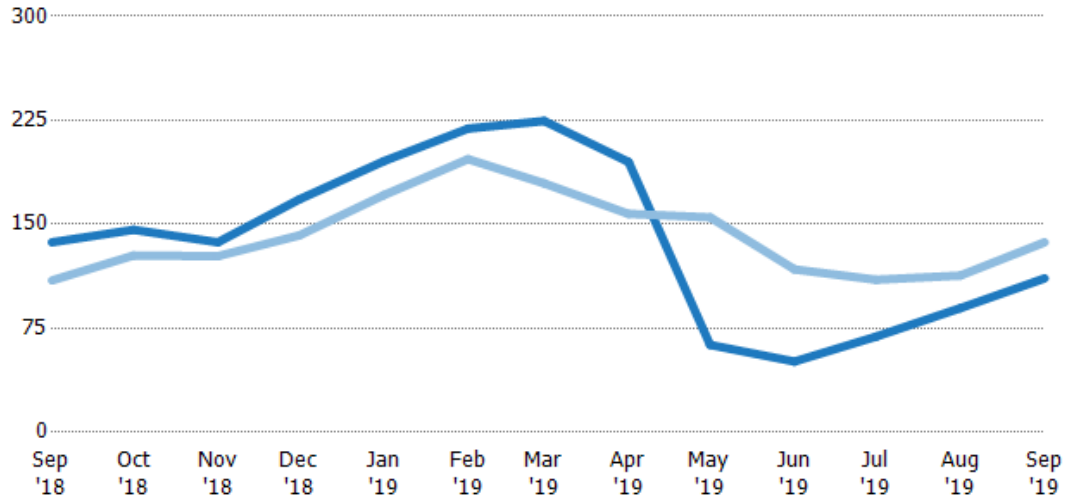
## Median Days in RPR

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.
Sep '19	111	-19%
Sep '18	137	25.1%
Sep '17	110	17.4%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	137	146	137	168	196	219	225	195	63	51	69	89.5	111
Prior Year	110	128	127	142	171	197	180	158	155	118	110	113	137
Percent Change from Prior Year	25%	15%	8%	18%	14%	11%	25%	24%	-59%	-57%	-37%	-21%	-19%

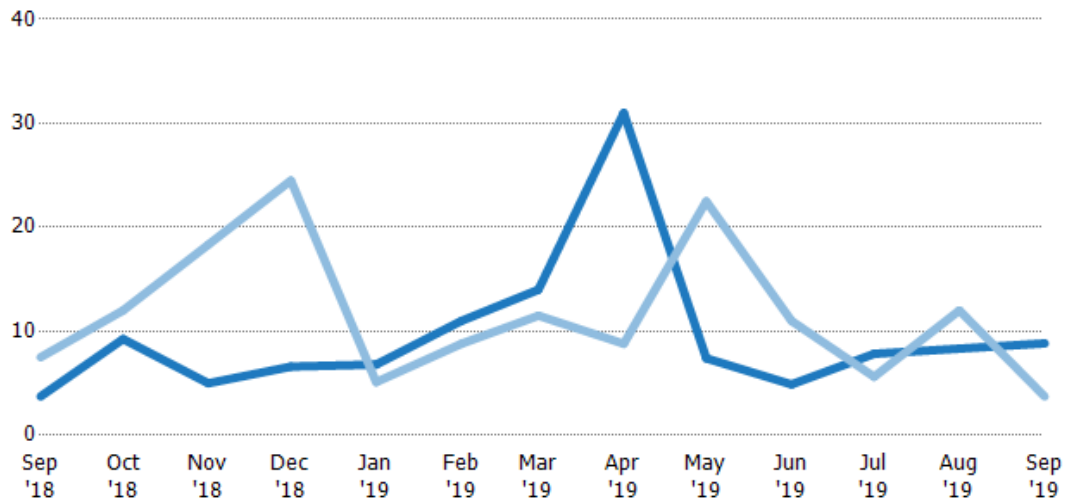
## Months of Inventory

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.
Sep '19	8.83	137%
Sep '18	3.73	-50.3%
Sep '17	7.5	3.3%



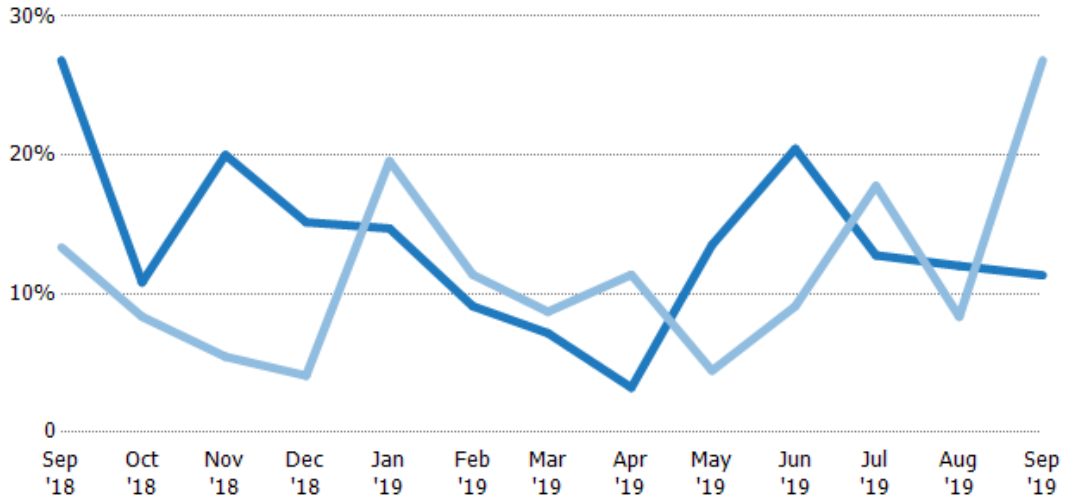
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	3.73	9.25	5	6.6	6.8	11	14	31	7.4	4.89	7.83	8.33	8.83
Prior Year	7.5	12	18.3	24.5	5.11	8.8	11.5	8.8	22.5	11	5.63	12	3.73
Percent Change from Prior Year	-50%	-23%	-73%	-73%	33%	25%	22%	252%	-67%	-56%	39%	-31%	137%

## 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



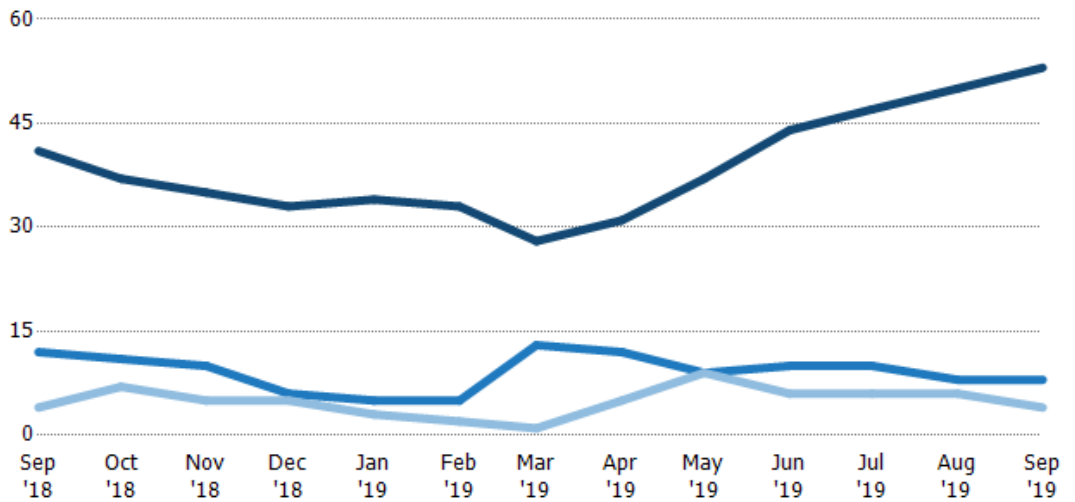
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	27%	11%	20%	15%	15%	9%	7%	3%	14%	20%	13%	12%	11%
Prior Year	13%	8%	5%	4%	20%	11%	9%	11%	4%	9%	18%	8%	27%
Change from Prior Year	-13%	-2%	-15%	-11%	5%	2%	2%	8%	-9%	-11%	5%	-4%	16%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	41	37	35	33	34	33	28	31	37	44	47	50	53
Pending	12	11	10	6	5	5	13	12	9	10	10	8	8
Sold	4	7	5	5	3	2	1	5	9	6	6	6	4

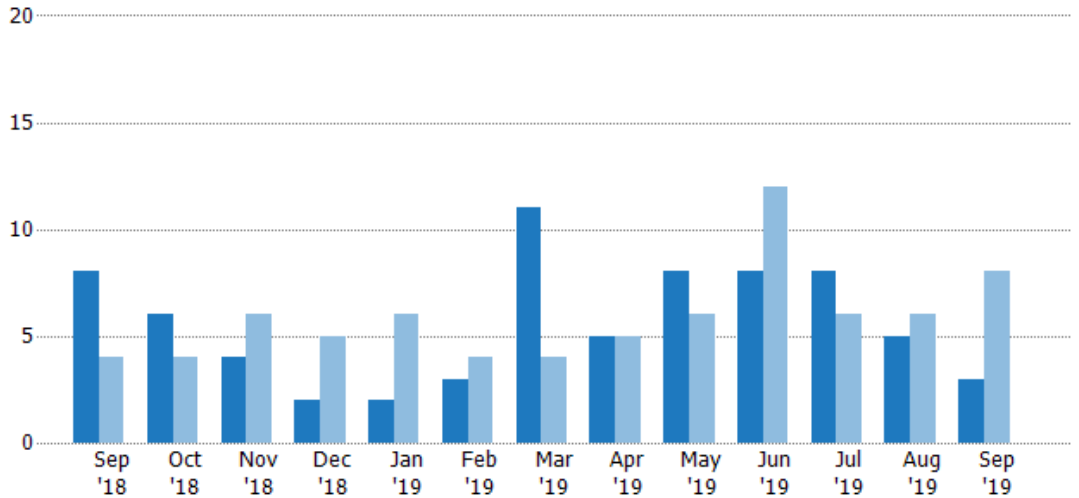
## New Pending Sales

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.
Sep '19	3	-62.5%
Sep '18	8	100%
Sep '17	4	125%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	8	6	4	2	2	3	11	5	8	8	8	5	3
Prior Year	4	4	6	5	6	4	4	5	6	12	6	6	8
Percent Change from Prior Year	100%	50%	-33%	-60%	-67%	-25%	175%	0%	33%	-33%	33%	-17%	-63%

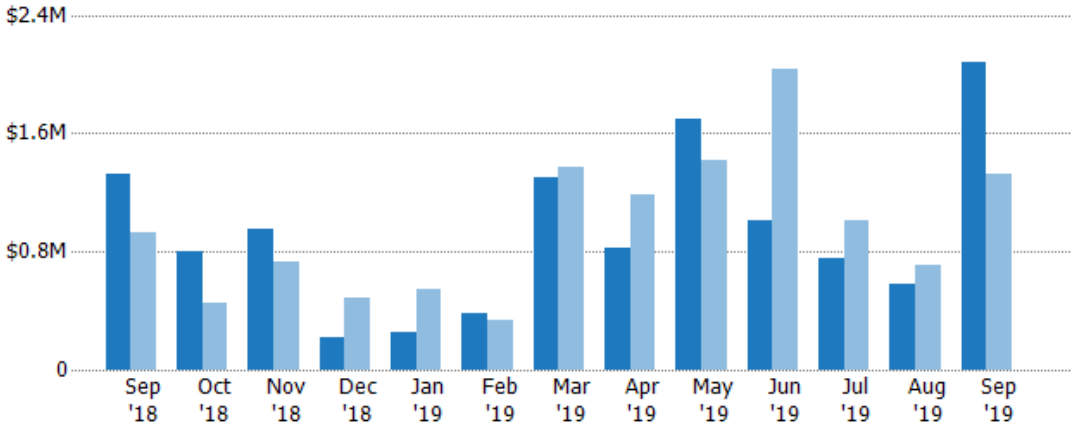
## New Pending Sales Volume

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.
Sep '19	\$2.08M	56.7%
Sep '18	\$1.33M	42.8%
Sep '17	\$929K	191.7%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$1.33M	\$803K	\$947K	\$223K	\$254K	\$382K	\$1.31M	\$821K	\$1.69M	\$1.01M	\$756K	\$583K	\$2.08M
Prior Year	\$929K	\$457K	\$734K	\$486K	\$541K	\$331K	\$1.37M	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M
Percent Change from Prior Year	43%	76%	29%	-54%	-53%	15%	-5%	-31%	19%	-50%	-25%	-17%	57%



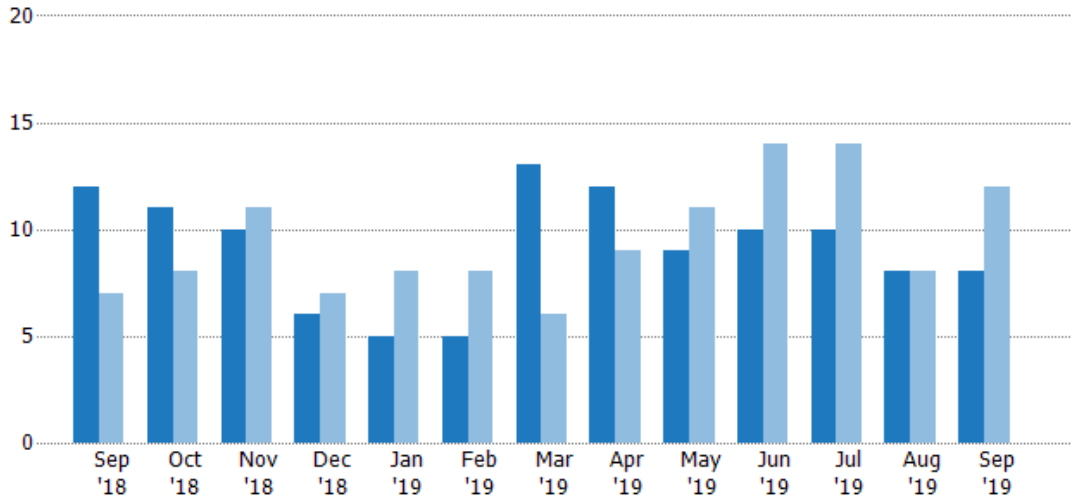
## Pending Sales

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.
Sep '19	8	-33.3%
Sep '18	12	71.4%
Sep '17	7	128.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	12	11	10	6	5	5	13	12	9	10	10	8	8
Prior Year	7	8	11	7	8	8	6	9	11	14	14	8	12
Percent Change from Prior Year	71%	38%	-9%	-14%	-38%	-38%	117%	33%	-18%	-29%	-29%	0%	-33%

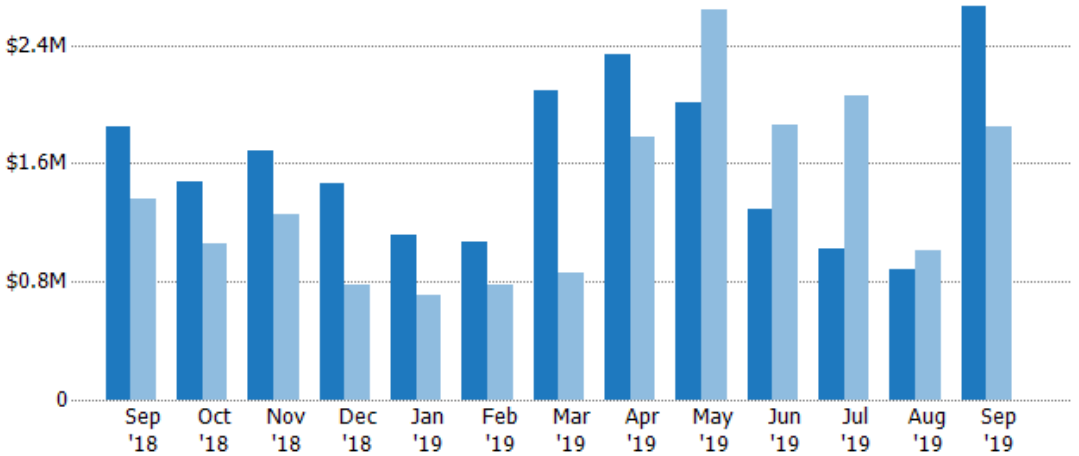
## Pending Sales Volume

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.
Sep '19	\$2.66M	44.2%
Sep '18	\$1.85M	35.5%
Sep '17	\$1.36M	118.2%



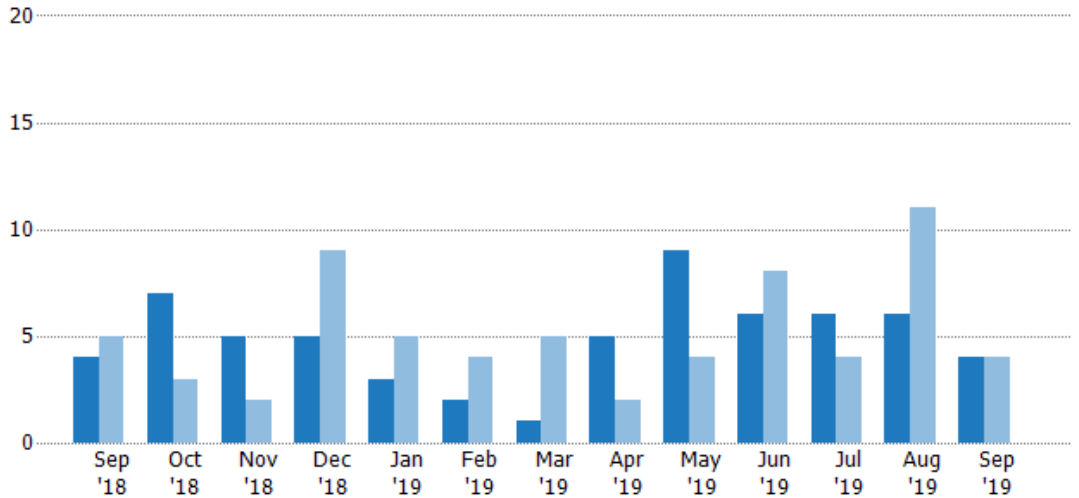
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$1.85M	\$1.48M	\$1.68M	\$1.47M	\$1.12M	\$1.07M	\$2.09M	\$2.33M	\$2.01M	\$1.29M	\$1.02M	\$880K	\$2.66M
Prior Year	\$1.36M	\$1.06M	\$1.25M	\$778K	\$702K	\$781K	\$861K	\$1.78M	\$2.64M	\$1.86M	\$2.05M	\$1.01M	\$1.85M
Percent Change from Prior Year	35%	40%	35%	89%	60%	37%	143%	31%	-24%	-31%	-50%	-13%	44%

## 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



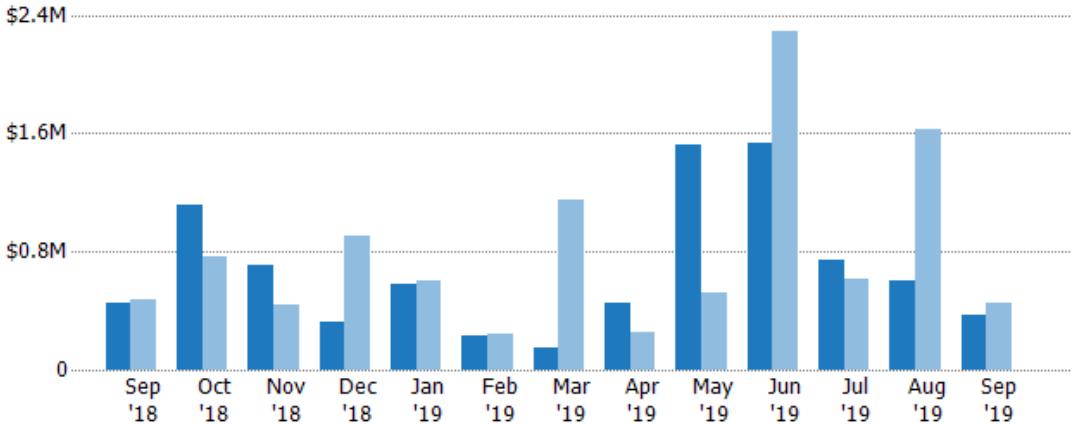
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	4	7	5	5	3	2	1	5	9	6	6	6	4
Prior Year	5	3	2	9	5	4	5	2	4	8	4	11	4
Percent Change from Prior Year	-20%	133%	150%	-44%	-40%	-50%	-80%	150%	125%	-25%	50%	-45%	0%

## 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



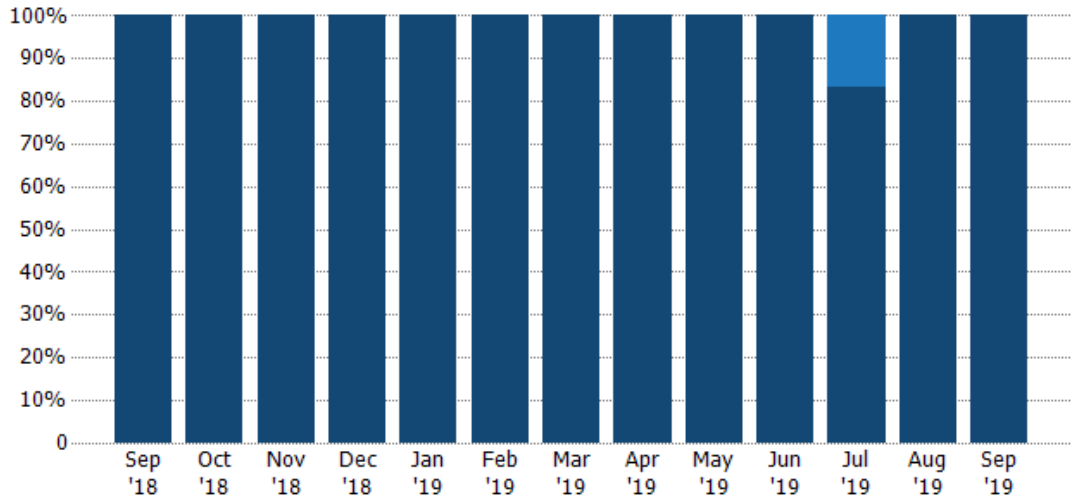
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$452K	\$1.11M	\$711K	\$327K	\$575K	\$235K	\$150K	\$456K	\$1.52M	\$1.54M	\$737K	\$608K	\$375K
Prior Year	\$474K	\$765K	\$444K	\$908K	\$608K	\$243K	\$1.15M	\$252K	\$520K	\$2.29M	\$618K	\$1.63M	\$452K
Percent Change from Prior Year	-5%	45%	60%	-64%	-5%	-3%	-87%	81%	192%	-33%	19%	-63%	-17%

## 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



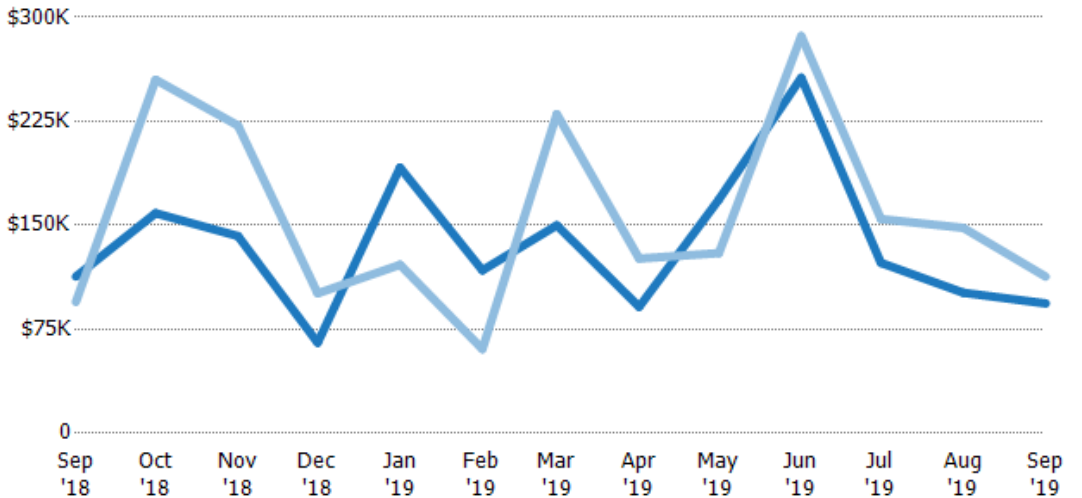
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	17%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	83%	100%	100%

## 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



Current Year	\$113K	\$159K	\$142K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K
Prior Year	\$94.7K	\$255K	\$222K	\$101K	\$122K	\$60.7K	\$230K	\$126K	\$130K	\$286K	\$155K	\$148K	\$113K
Percent Change from Prior Year	19%	-38%	-36%	-35%	58%	93%	-35%	-28%	30%	-10%	-20%	-32%	-17%

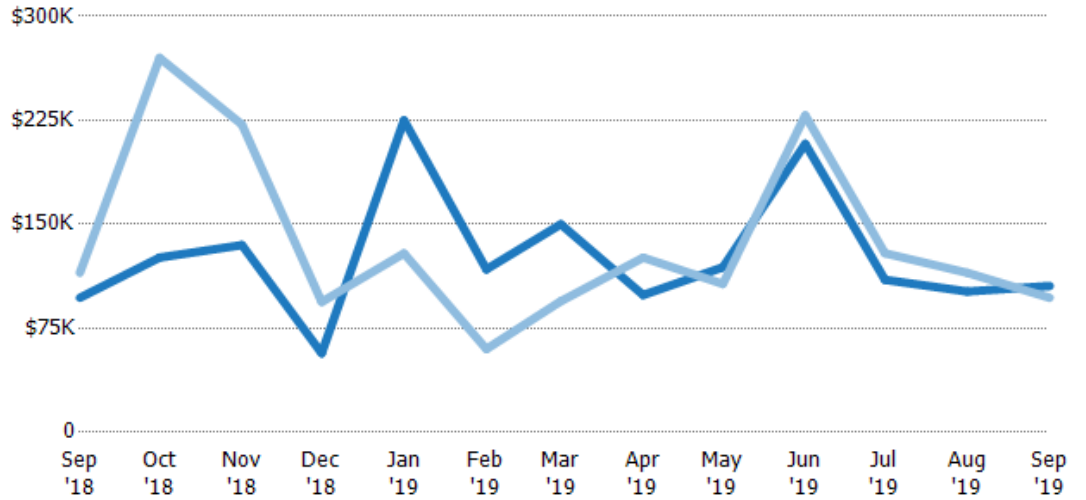
## Median Sales Price

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.
Sep '19	\$106K	8.8%
Sep '18	\$97K	-15.7%
Sep '17	\$115K	134.8%



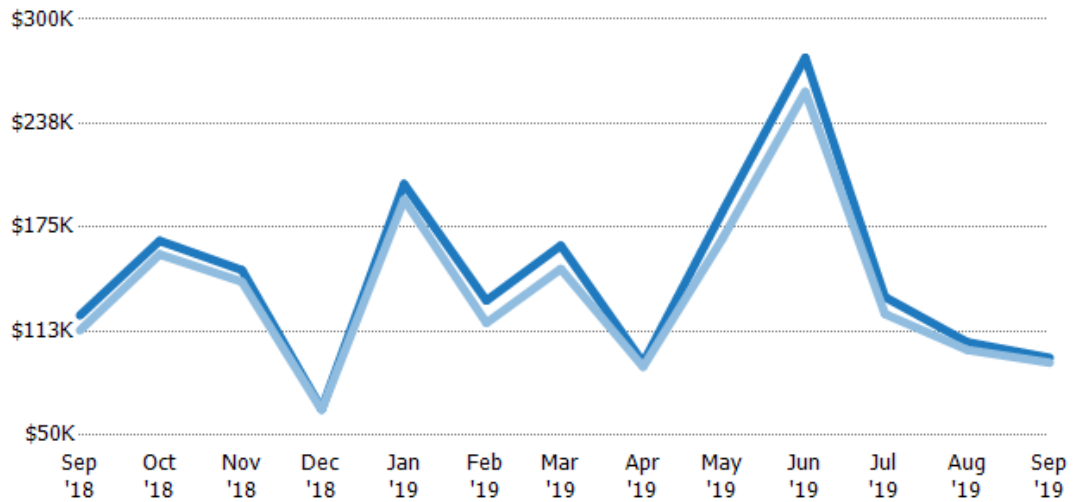
Current Year	\$97K	\$126K	\$135K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K
Prior Year	\$115K	\$270K	\$222K	\$94K	\$129K	\$60K	\$94.5K	\$126K	\$107K	\$229K	\$129K	\$115K	\$97K
Percent Change from Prior Year	-16%	-53%	-39%	-39%	74%	96%	59%	-21%	11%	-9%	-15%	-12%	9%

## 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



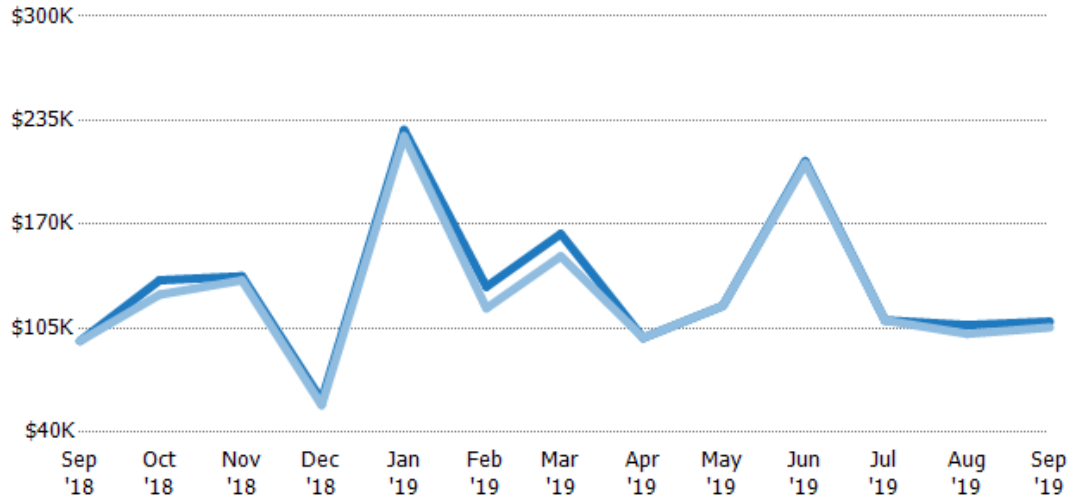
Avg List Price	\$122K	\$167K	\$149K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K
Avg Sales Price	\$113K	\$159K	\$142K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K
Avg Sales Price as a % of Avg List Price	93%	95%	95%	99%	95%	90%	91%	97%	91%	93%	92%	96%	97%

## 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



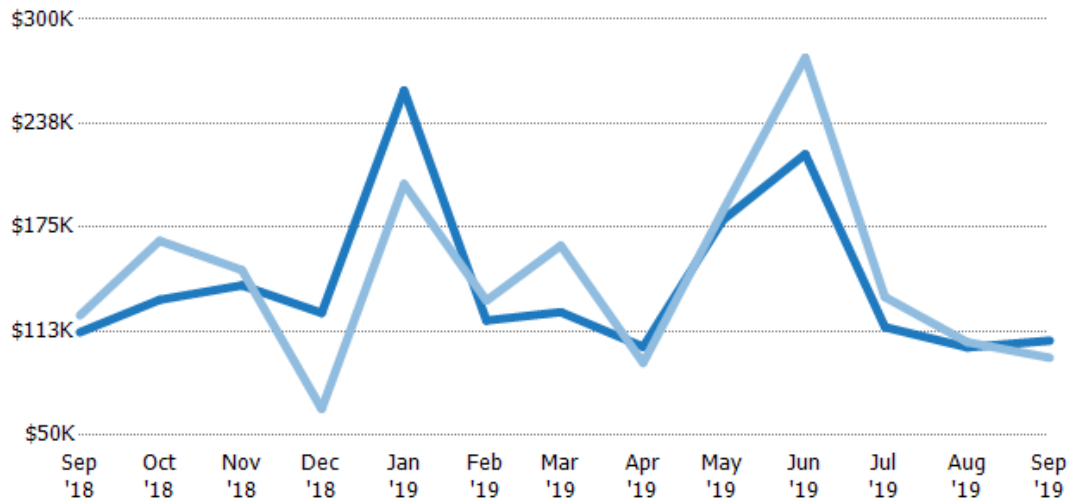
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$97K	\$135K	\$138K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K
Median Sales Price	\$97K	\$126K	\$135K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K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

## 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



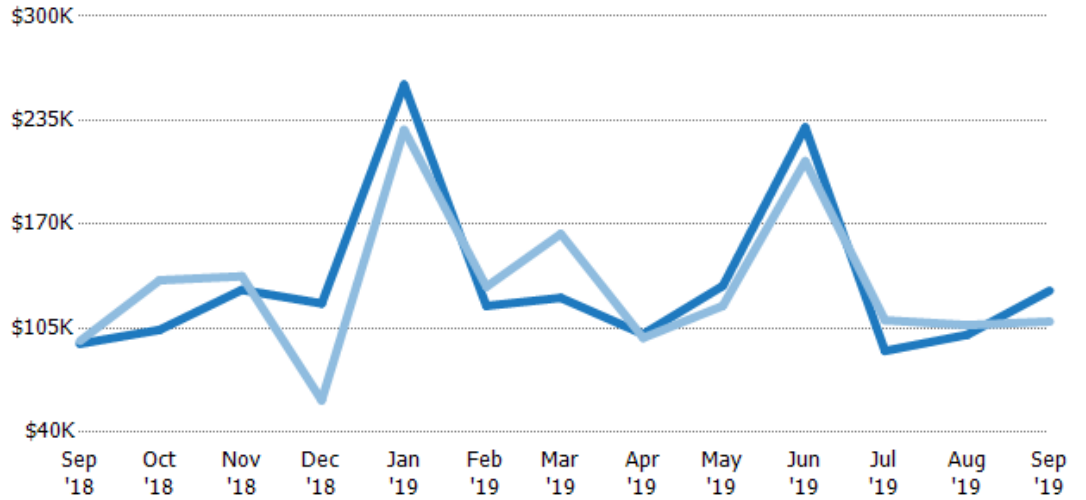
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$112K	\$131K	\$140K	\$124K	\$257K	\$119K	\$124K	\$103K	\$179K	\$219K	\$115K	\$103K	\$107K
Avg Sales Price	\$122K	\$167K	\$149K	\$65.8K	\$201K	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K
Avg Sales Price as a % of Avg Est Value	109%	127%	107%	53%	78%	110%	132%	91%	103%	127%	116%	103%	90%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$95.3K	\$104K	\$129K	\$121K	\$257K	\$119K	\$124K	\$101K	\$132K	\$231K	\$90.8K	\$101K	\$128K
Median Sales Price	\$97K	\$135K	\$138K	\$59.9K	\$229K	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K
Med Sales Price as a % of Med Est Value	102%	130%	107%	50%	89%	110%	132%	98%	90%	91%	121%	106%	85%