

## 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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	6	-33.3%	14	14	+/-
New Listing Volume	\$1,370,900	\$831,900	+64.8%	\$2,865,600	\$2,084,100	+37.5%
Active Listing Count	27	33	-18.2%	N/A	N/A	
Active Listing Volume	\$7,764,900	\$10,734,100	-27.7%	N/A	N/A	
Average Listing Price	\$287,589	\$325,276	-11.6%	\$262,010	\$317,474	-17.5%
Median Listing Price	\$219,900	\$170,000	+29.4%	\$188,482	\$167,927	+12.2%
Median Days in RPR	172	178	-3.4%	183.63	190.5	-3.6%
Months of Inventory	5.4	16.5	-67.3%	16	7.4	+117.5%
Absorption Rate	18.52%	6.06%	+12.5%	6.25%	13.59%	-7.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	11	-18.2%	28	16	+75%
New Pending Sales Volume	\$1,512,500	\$1,305,540	+15.9%	\$4,765,700	\$1,941,340	+145.5%
Pending Sales Count	11	12	-8.3%	N/A	N/A	
Pending Sales Volume	\$1,925,500	\$2,040,440	-5.6%	N/A	N/A	
Closed Sales Count	5	1	+400%	16	6	+166.7%
Closed Sales Volume	\$678,000	\$150,000	+352%	\$2,219,000	\$960,000	+131.1%
Average Sales Price	\$135,600	\$150,000	-9.6%	\$138,687	\$160,000	-13.3%
Median Sales Price	\$139,000	\$150,000	-7.3%	\$131,563	\$176,667	-25.5%

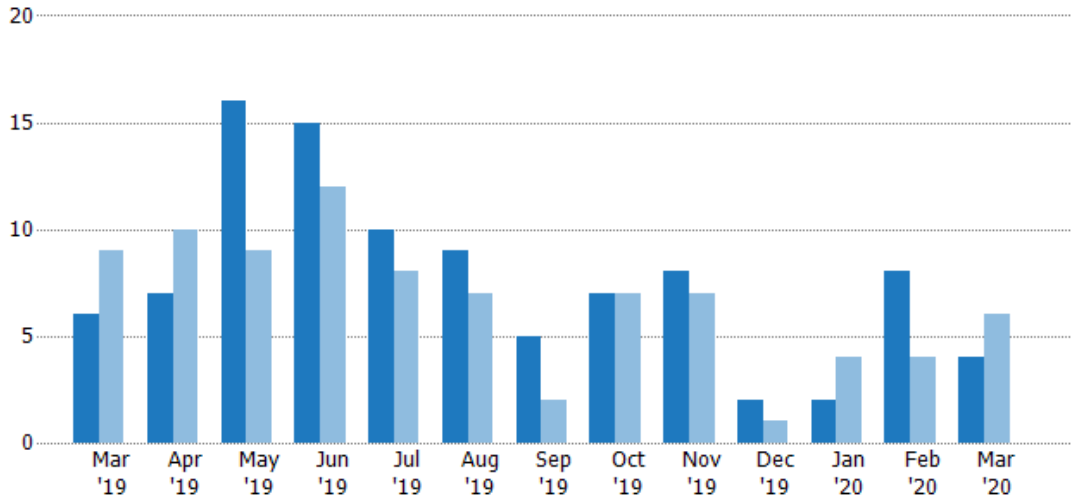
## New Listings

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.
Mar '20	4	-33.3%
Mar '19	6	-33.3%
Mar '18	9	-33.3%



Current Year	6	7	16	15	10	9	5	7	8	2	2	8	4
Prior Year	9	10	9	12	8	7	2	7	7	1	4	4	6
Percent Change from Prior Year	-33%	-30%	78%	25%	25%	29%	150%	0%	14%	100%	-50%	100%	-33%

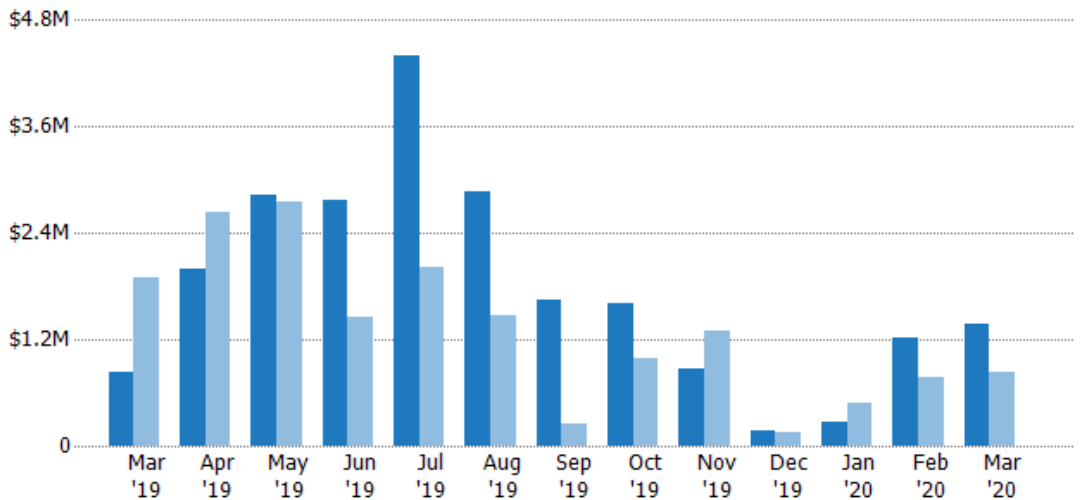
## New Listing Volume

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.
Mar '20	\$1.37M	64.8%
Mar '19	\$832K	-56.4%
Mar '18	\$1.91M	-59.5%



Current Year	\$832K	\$2M	\$2.83M	\$2.78M	\$4.39M	\$2.86M	\$1.65M	\$1.6M	\$867K	\$164K	\$271K	\$1.22M	\$1.37M
Prior Year	\$1.91M	\$2.64M	\$2.74M	\$1.46M	\$2.01M	\$1.48M	\$255K	\$987K	\$1.29M	\$145K	\$489K	\$763K	\$832K
Percent Change from Prior Year	-56%	-24%	3%	91%	118%	94%	547%	62%	-33%	13%	-45%	60%	65%

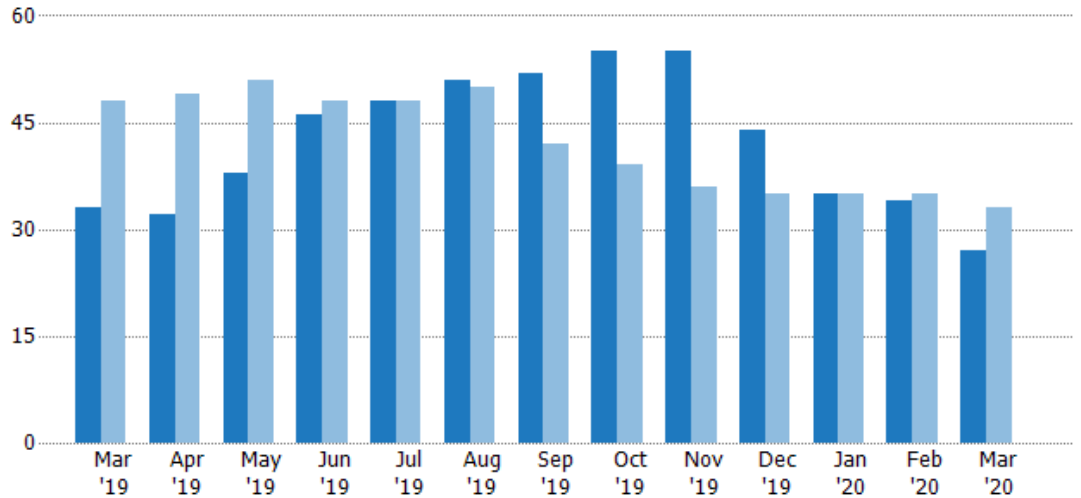
## Active Listings

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.
Mar '20	27	-18.2%
Mar '19	33	-31.3%
Mar '18	48	4.2%



Current Year	33	32	38	46	48	51	52	55	55	44	35	34	27
Prior Year	48	49	51	48	48	50	42	39	36	35	35	35	33
Percent Change from Prior Year	-31%	-35%	-25%	-4%	0%	2%	24%	41%	53%	26%	0%	-3%	-18%

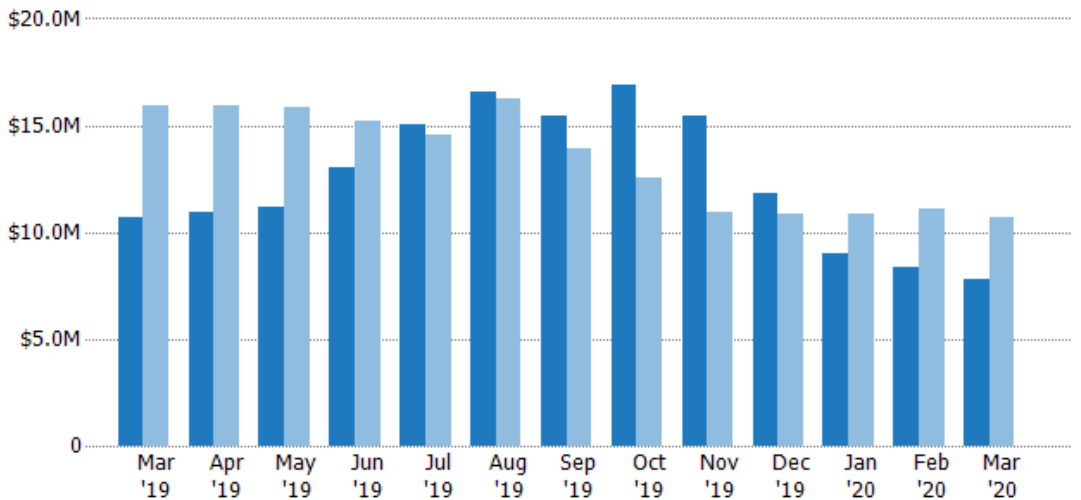
## Active Listing Volume

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.
Mar '20	\$7.76M	-27.7%
Mar '19	\$10.7M	-32.8%
Mar '18	\$16M	-27.4%



Current Year	\$10.7M	\$11M	\$11.2M	\$13.1M	\$15.1M	\$16.6M	\$15.5M	\$16.9M	\$15.4M	\$11.8M	\$9.02M	\$8.37M	\$7.76M
Prior Year	\$16M	\$15.9M	\$15.9M	\$15.2M	\$14.5M	\$16.3M	\$13.9M	\$12.5M	\$10.9M	\$10.9M	\$10.9M	\$11.1M	\$10.7M
Percent Change from Prior Year	-33%	-31%	-30%	-14%	4%	2%	11%	35%	41%	9%	-17%	-24%	-28%

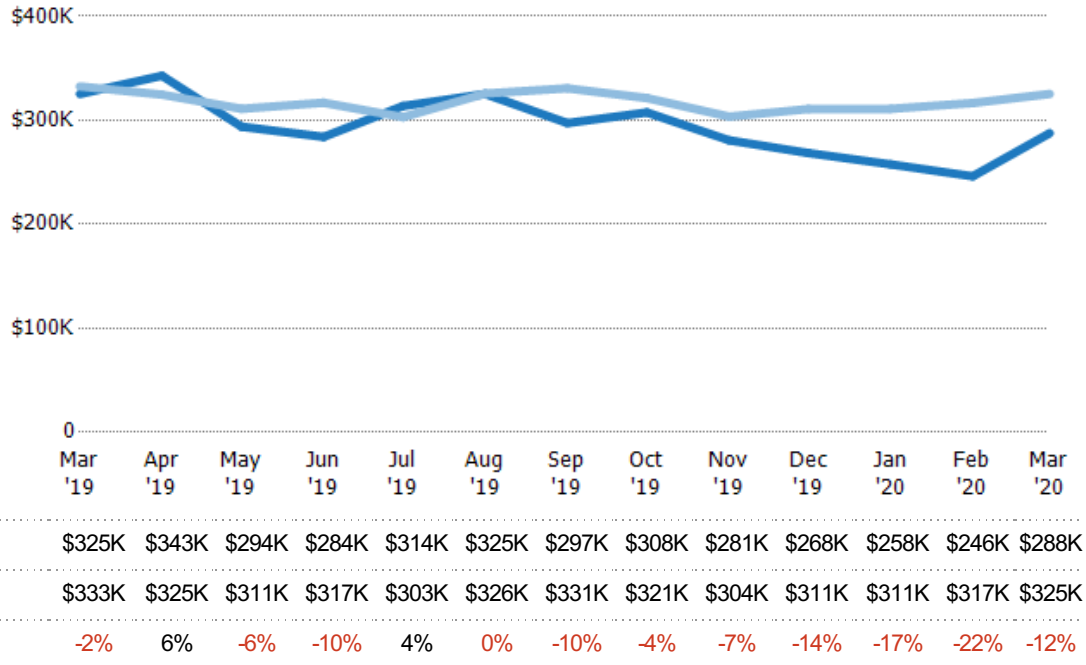
## Average Listing Price

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.
Mar '20	\$288K	-11.6%
Mar '19	\$325K	-2.2%
Mar '18	\$333K	-30.3%



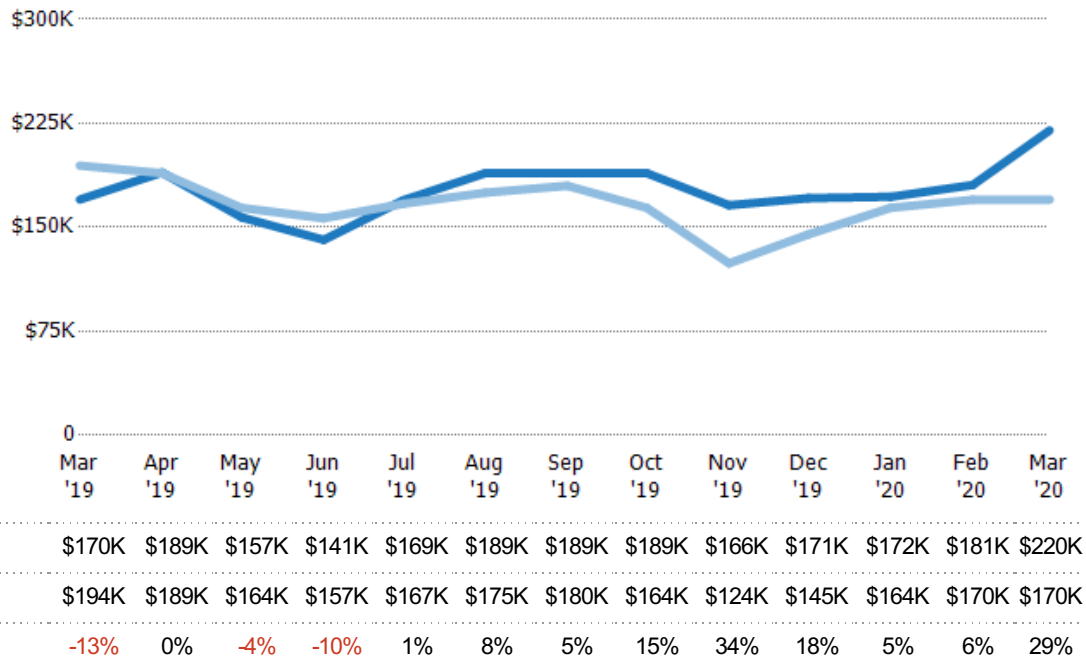
## Median Listing Price

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.
Mar '20	\$220K	29.4%
Mar '19	\$170K	-12.6%
Mar '18	\$194K	-28.1%

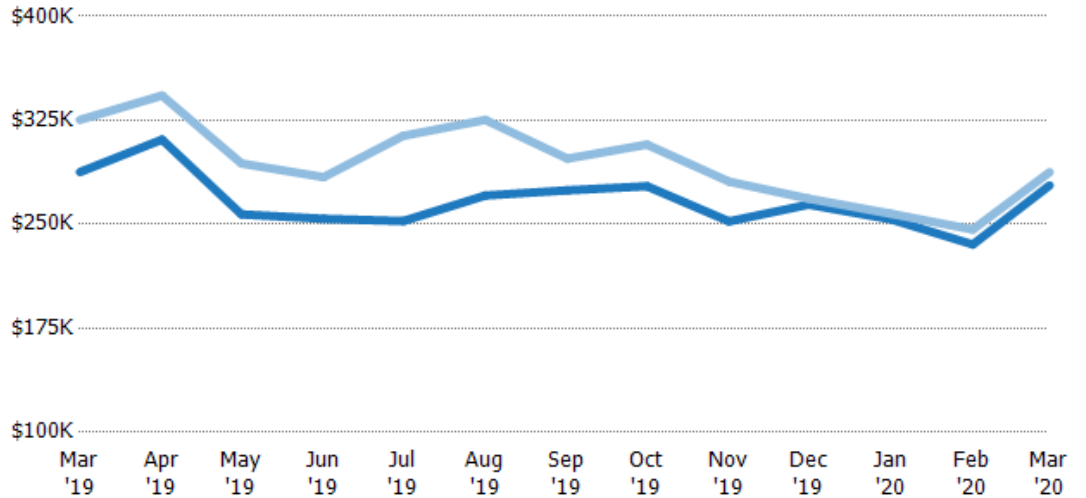


## Average Listing Price vs Average Est Value

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



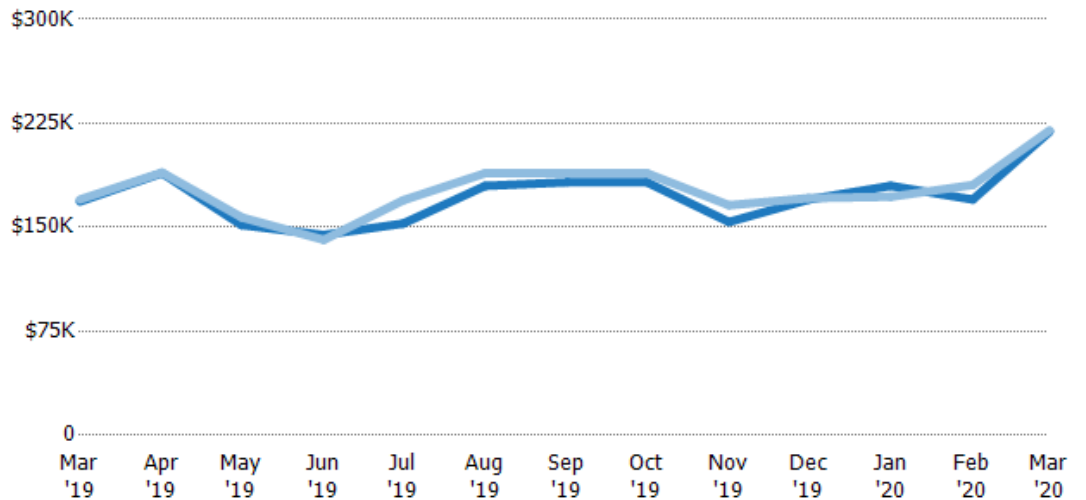
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$288K	\$311K	\$257K	\$254K	\$252K	\$271K	\$274K	\$277K	\$252K	\$264K	\$254K	\$235K	\$278K
Avg Listing Price	\$325K	\$343K	\$294K	\$284K	\$314K	\$325K	\$297K	\$308K	\$281K	\$268K	\$258K	\$246K	\$288K
Avg Listing Price as a % of Avg Est Value	113%	110%	114%	112%	124%	120%	108%	111%	111%	102%	102%	105%	103%

## 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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$169K	\$189K	\$152K	\$144K	\$153K	\$180K	\$182K	\$182K	\$154K	\$170K	\$180K	\$170K	\$219K
Median Listing Price	\$170K	\$189K	\$157K	\$141K	\$169K	\$189K	\$189K	\$189K	\$166K	\$171K	\$172K	\$181K	\$220K
Med Listing Price as a % of Med Est Value	101%	100%	104%	98%	111%	105%	104%	104%	108%	101%	96%	106%	100%

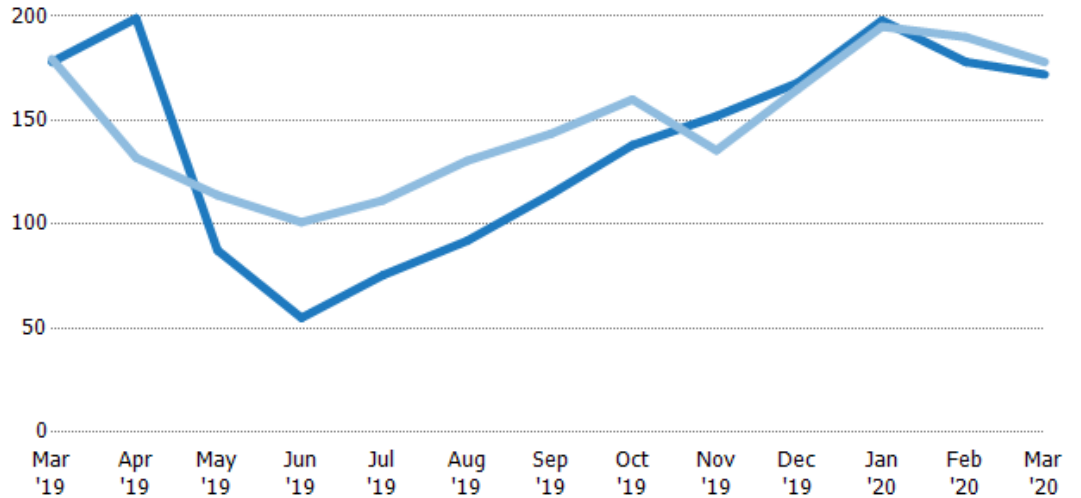
## Median Days in RPR

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.
Mar '20	172	-3.4%
Mar '19	178	-0.8%
Mar '18	180	5.3%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	178	199	87.5	55	75.5	92	115	138	152	168	198	178	172
Prior Year	180	132	114	101	112	131	144	160	136	165	195	190	178
Percent Change from Prior Year	-1%	51%	-23%	-46%	-32%	-30%	-20%	-14%	12%	2%	2%	-6%	-3%

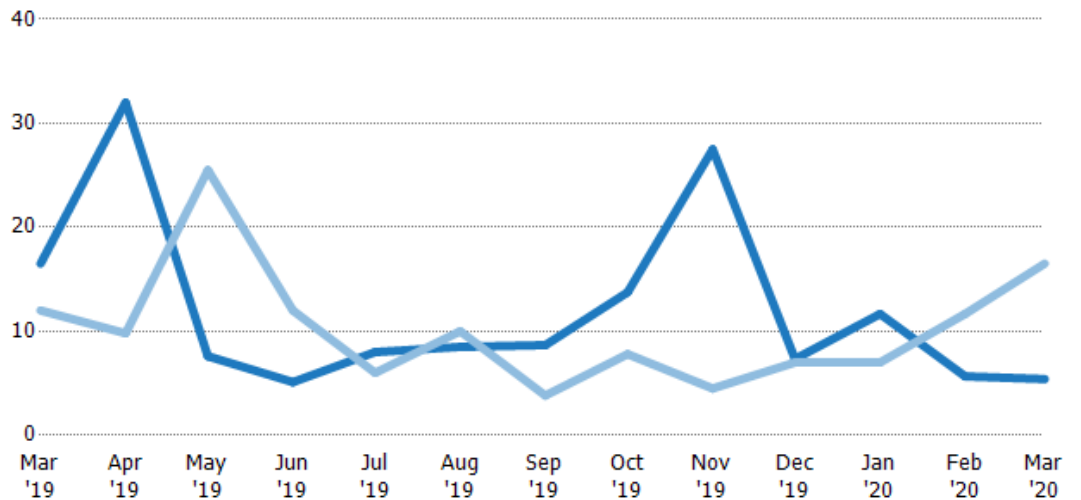
## Months of Inventory

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.
Mar '20	5.4	-67.3%
Mar '19	16.5	37.5%
Mar '18	12	-30.6%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	16.5	32	7.6	5.11	8	8.5	8.67	13.8	27.5	7.33	11.7	5.67	5.4
Prior Year	12	9.8	25.5	12	6	10	3.82	7.8	4.5	7	7	11.7	16.5
Percent Change from Prior Year	38%	227%	-70%	-57%	33%	-15%	127%	76%	511%	5%	67%	-51%	-67%

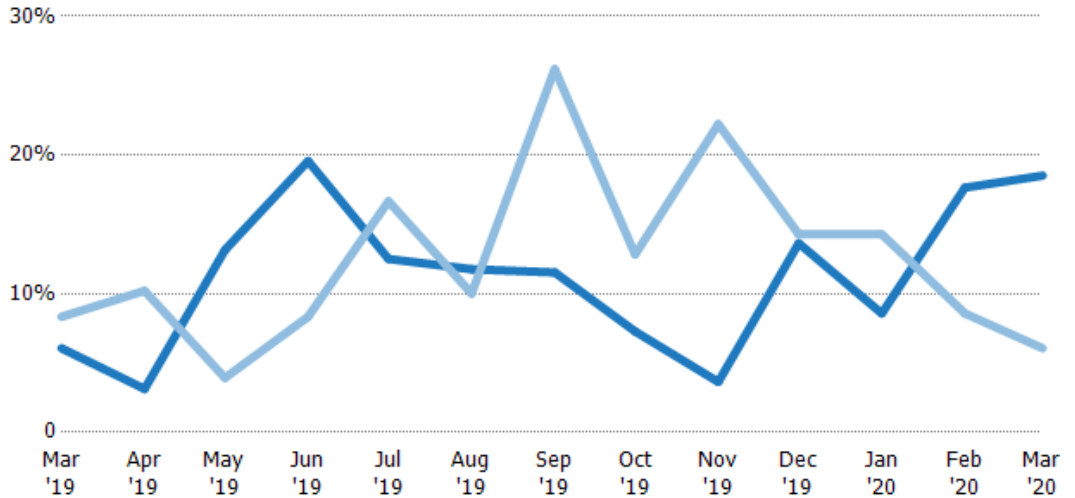
## Absorption Rate

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.
Mar '20	19%	-12.5%
Mar '19	6%	2.3%
Mar '18	8%	44.1%



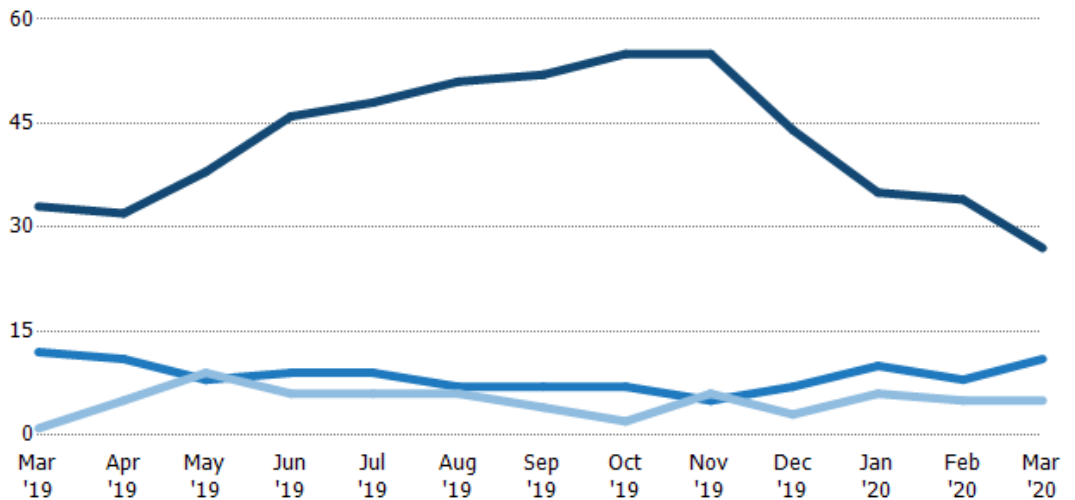
Current Year	6%	3%	13%	20%	13%	12%	12%	7%	4%	14%	9%	18%	19%
Prior Year	8%	10%	4%	8%	17%	10%	26%	13%	22%	14%	14%	9%	6%
Change from Prior Year	2%	7%	-9%	-11%	4%	-2%	15%	6%	19%	1%	6%	-9%	-12%

## 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	33	32	38	46	48	51	52	55	55	44	35	34	27
Pending	12	11	8	9	9	7	7	7	5	7	10	8	11
Sold	1	5	9	6	6	6	4	2	6	3	6	5	5

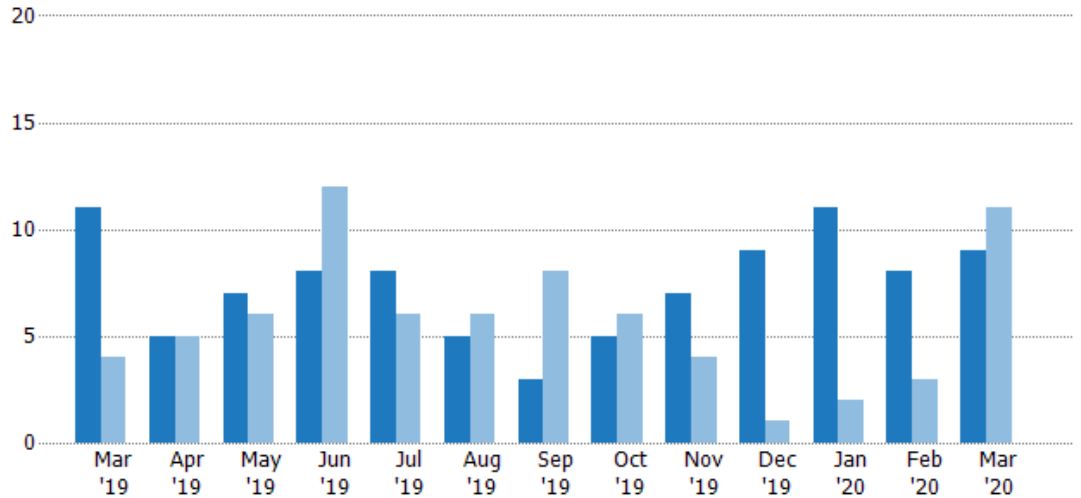
## New Pending Sales

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.
Mar '20	9	-18.2%
Mar '19	11	175%
Mar '18	4	-50%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	11	5	7	8	8	5	3	5	7	9	11	8	9
Prior Year	4	5	6	12	6	6	8	6	4	1	2	3	11
Percent Change from Prior Year	175%	0%	17%	-33%	33%	-17%	-63%	-17%	75%	800%	450%	167%	-18%

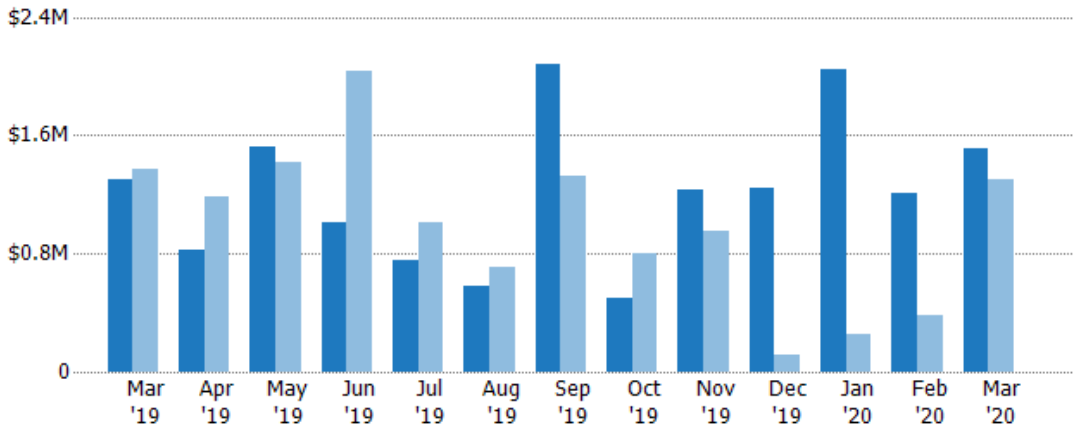
## New Pending Sales Volume

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.
Mar '20	\$1.51M	15.9%
Mar '19	\$1.31M	-4.5%
Mar '18	\$1.37M	-77.4%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$1.31M	\$821K	\$1.53M	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.25M	\$2.05M	\$1.21M	\$1.51M
Prior Year	\$1.37M	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$117K	\$254K	\$382K	\$1.31M
Percent Change from Prior Year	-5%	-31%	7%	-50%	-25%	-17%	57%	-38%	30%	965%	706%	216%	16%



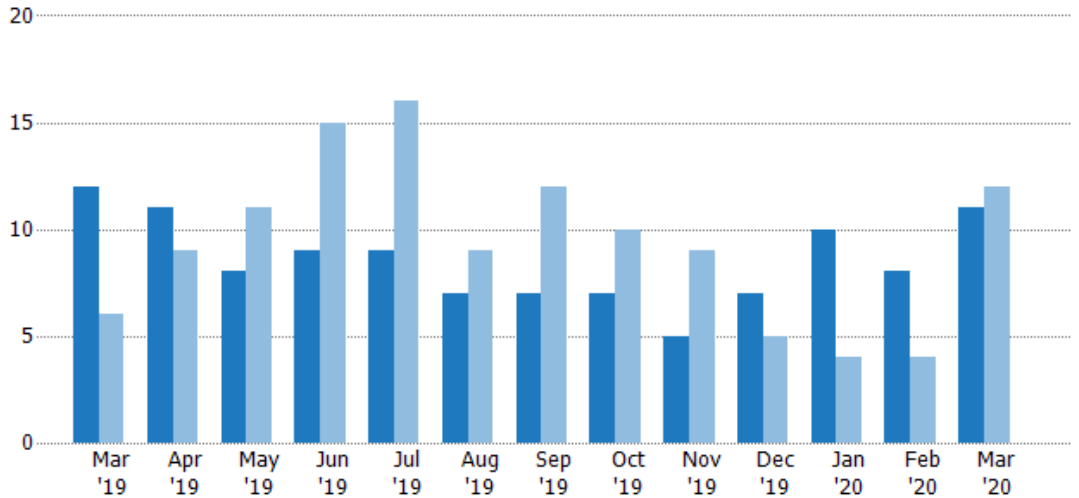
## Pending Sales

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.
Mar '20	11	-8.3%
Mar '19	12	100%
Mar '18	6	16.7%



Current Year	12	11	8	9	9	7	7	7	5	7	10	8	11
Prior Year	6	9	11	15	16	9	12	10	9	5	4	4	12
Percent Change from Prior Year	100%	22%	-27%	-40%	-44%	-22%	-42%	-30%	-44%	40%	150%	100%	-8%

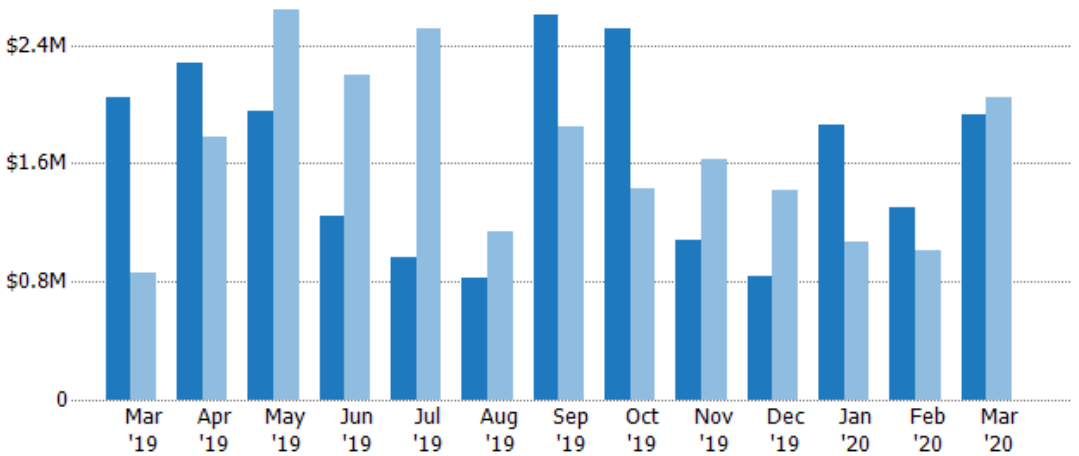
## Pending Sales Volume

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.
Mar '20	\$1.93M	-5.6%
Mar '19	\$2.04M	136.9%
Mar '18	\$861K	-14%



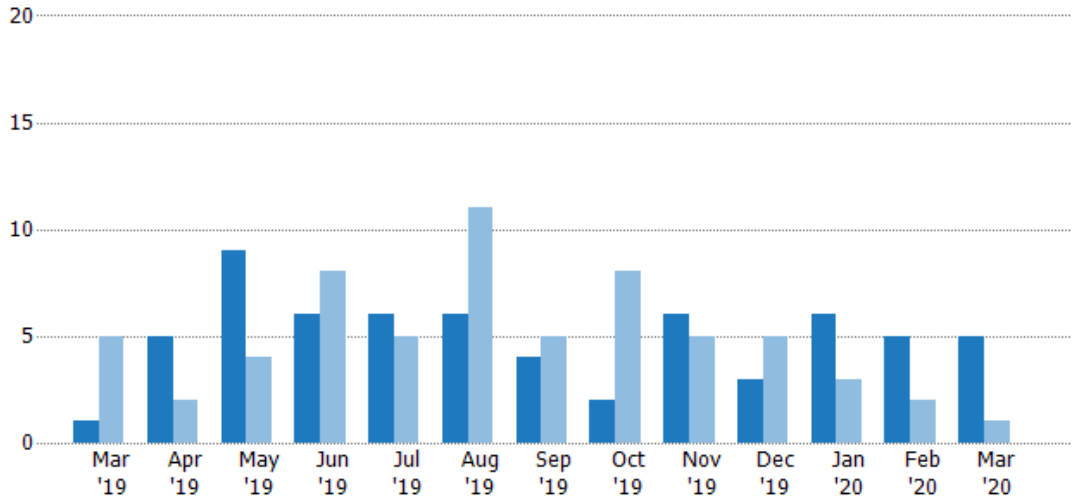
Current Year	\$2.04M	\$2.28M	\$1.95M	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.3M	\$1.93M
Prior Year	\$861K	\$1.78M	\$2.64M	\$2.2M	\$2.52M	\$1.13M	\$1.85M	\$1.43M	\$1.63M	\$1.41M	\$1.07M	\$1.02M	\$2.04M
Percent Change from Prior Year	137%	28%	-26%	-44%	-62%	-27%	41%	76%	-33%	-41%	75%	28%	-6%

## 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



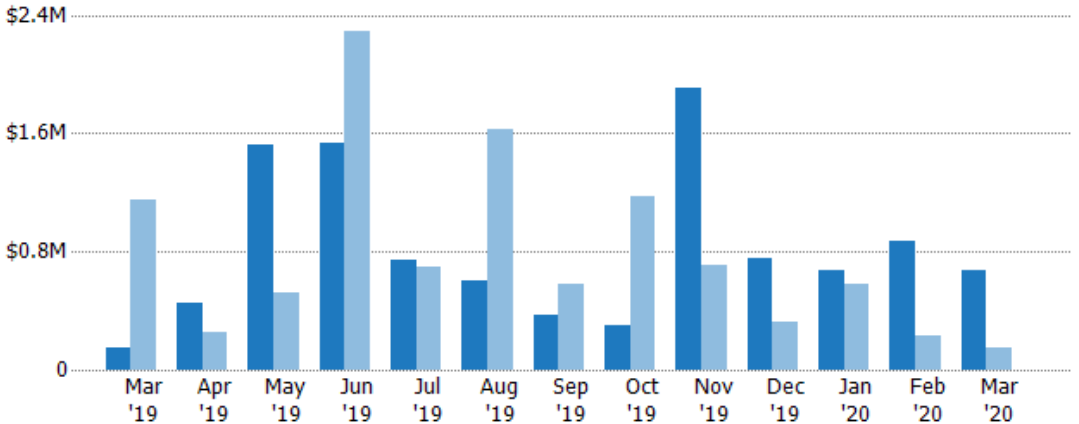
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	1	5	9	6	6	6	4	2	6	3	6	5	5
Prior Year	5	2	4	8	5	11	5	8	5	5	3	2	1
Percent Change from Prior Year	-80%	150%	125%	-25%	20%	-45%	-20%	-75%	20%	-40%	100%	150%	400%

## 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



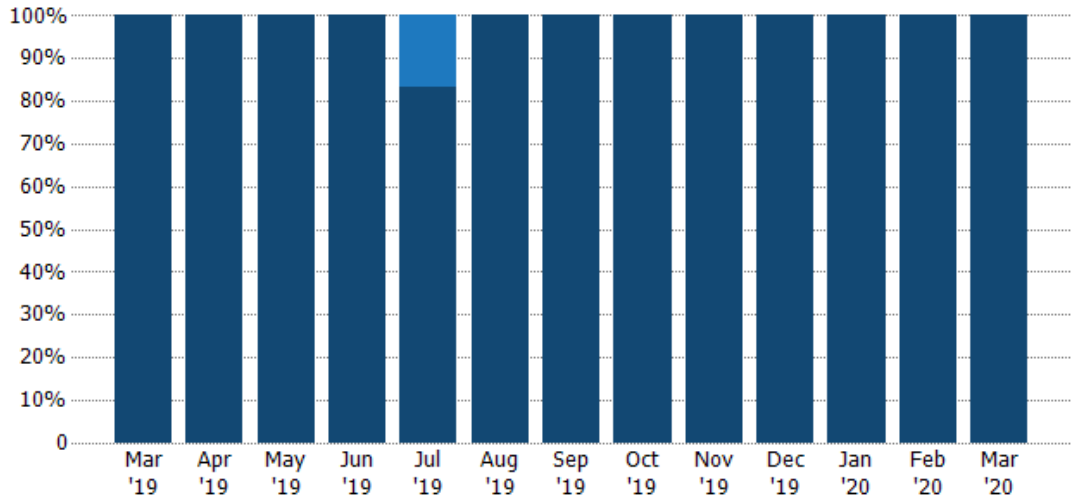
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$150K	\$456K	\$1.52M	\$1.54M	\$737K	\$608K	\$375K	\$304K	\$1.91M	\$753K	\$668K	\$873K	\$678K
Prior Year	\$1.15M	\$252K	\$520K	\$2.29M	\$695K	\$1.63M	\$578K	\$1.17M	\$711K	\$327K	\$575K	\$235K	\$150K
Percent Change from Prior Year	-87%	81%	192%	-33%	6%	-63%	-35%	-74%	168%	130%	16%	271%	352%

## 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%	83%	100%	100%	100%	100%	100%	100%	100%	100%

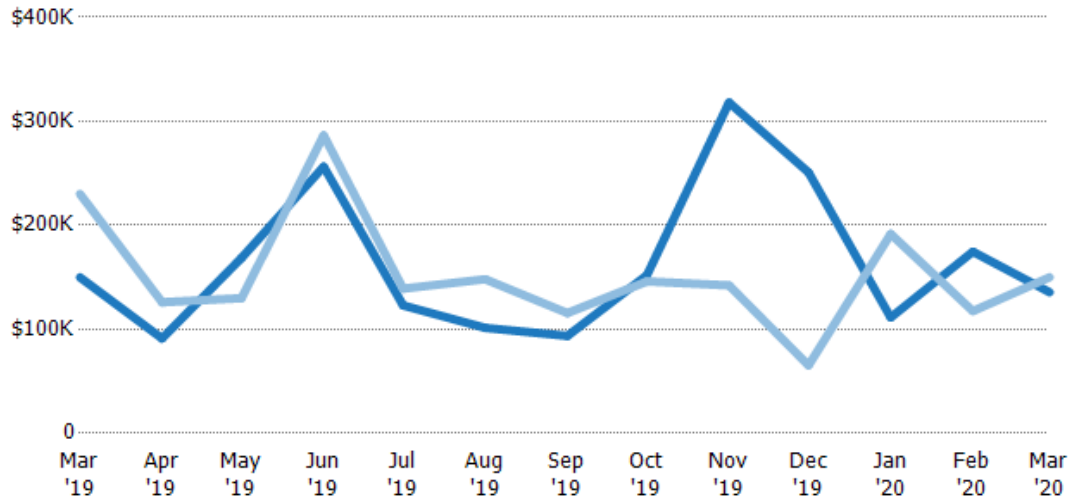
## Average Sales Price

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.
Mar '20	\$136K	-9.6%
Mar '19	\$150K	-34.8%
Mar '18	\$230K	-58.8%



Current Year	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K
Prior Year	\$230K	\$126K	\$130K	\$286K	\$139K	\$148K	\$116K	\$146K	\$142K	\$65.3K	\$192K	\$118K	\$150K
Percent Change from Prior Year	-35%	-28%	30%	-10%	-12%	-32%	-19%	4%	124%	284%	-42%	49%	-10%

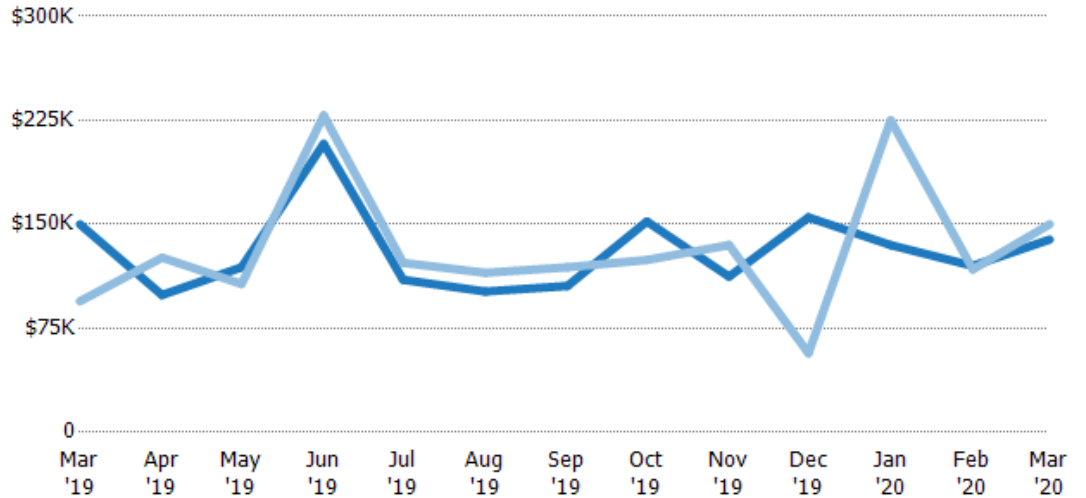
## Median Sales Price

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.
Mar '20	\$139K	-7.3%
Mar '19	\$150K	58.7%
Mar '18	\$94.5K	-30.6%



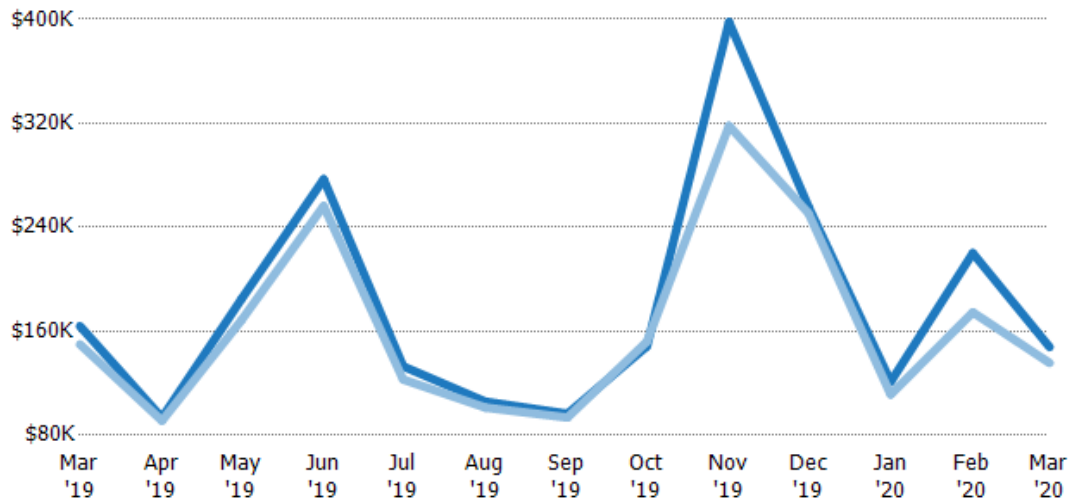
Current Year	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K
Prior Year	\$94.5K	\$126K	\$107K	\$229K	\$122K	\$115K	\$119K	\$124K	\$135K	\$57K	\$225K	\$118K	\$150K
Percent Change from Prior Year	59%	-21%	11%	-9%	-10%	-12%	-11%	22%	-17%	172%	-40%	2%	-7%

## 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



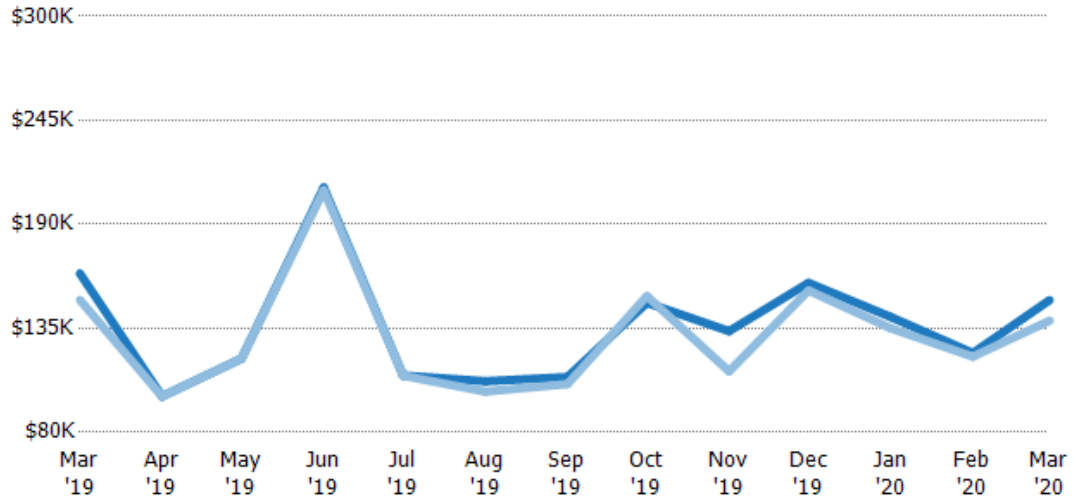
Avg List Price	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K
Avg Sales Price	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K
Avg Sales Price as a % of Avg List Price	91%	97%	91%	93%	92%	96%	97%	102%	80%	98%	92%	79%	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



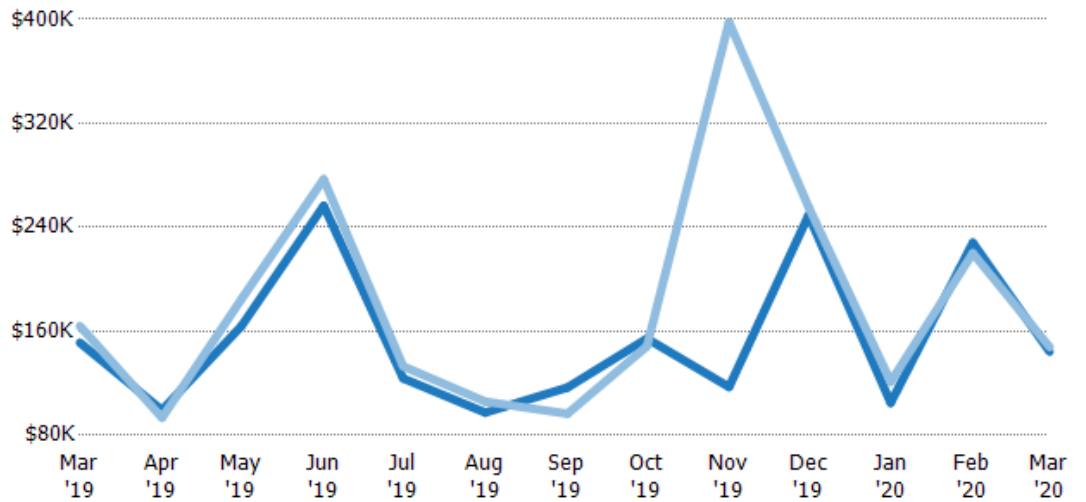
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K
Median Sales Price	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K
Med Sales Price as a % of Med List Price	91%	100%	100%	99%	100%	95%	97%	102%	84%	97%	96%	98%	93%

## 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



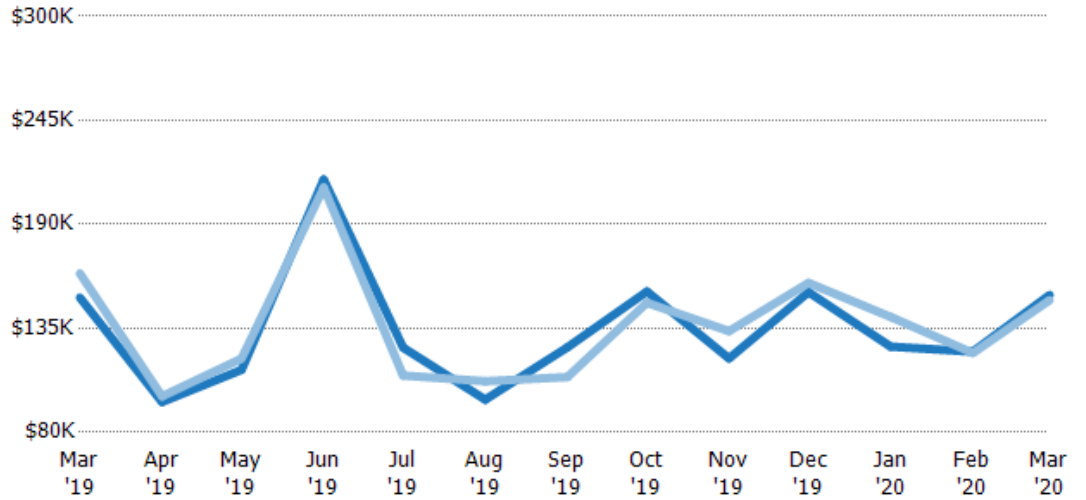
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$151K	\$99.3K	\$164K	\$257K	\$124K	\$97.5K	\$117K	\$154K	\$117K	\$249K	\$105K	\$228K	\$144K
Avg Sales Price	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K
Avg Sales Price as a % of Avg Est Value	108%	94%	113%	108%	107%	109%	83%	96%	340%	103%	115%	96%	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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$151K	\$96K	\$113K	\$214K	\$125K	\$97.3K	\$125K	\$154K	\$119K	\$154K	\$125K	\$123K	\$153K
Median Sales Price	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K
Med Sales Price as a % of Med Est Value	108%	103%	105%	98%	88%	110%	87%	96%	112%	103%	113%	99%	98%