

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	7	-42.9%	18	21	-14.3%
New Listing Volume	\$535,900	\$1,996,000	-73.2%	\$3,381,500	\$4,080,100	-17.1%
Active Listing Count	28	32	-12.5%	N/A	N/A	
Active Listing Volume	\$8,671,800	\$11,071,400	-21.7%	N/A	N/A	
Average Listing Price	\$309,707	\$345,981	-10.5%	\$290,060	\$326,475	-11.2%
Median Listing Price	\$209,950	\$189,450	+10.8%	\$202,077	\$173,029	+16.8%
Median Days in RPR	185	199	-7%	182.28	194.36	-6.2%
Months of Inventory	5.6	32	-82.5%	11.9	8.4	+41.1%
Absorption Rate	17.86%	3.13%	+14.7%	8.4%	11.85%	-3.5%
Sales Activity Charts Metrics						
New Pending Sales Count	5	5	±	33	21	+57.1%
New Pending Sales Volume	\$791,000	\$820,900	-3.6%	\$5,556,700	\$2,762,240	+101.2%
Pending Sales Count	10	11	-9.1%	N/A	N/A	
Pending Sales Volume	\$1,696,500	\$2,278,700	-25.5%	N/A	N/A	
Closed Sales Count	4	5	-20%	20	11	+81.8%
Closed Sales Volume	\$625,500	\$455,940	+37.2%	\$2,844,500	\$1,415,940	+100.9%
Average Sales Price	\$156,375	\$91,188	+71.5%	\$142,225	\$128,722	+10.5%
Median Sales Price	\$130,250	\$99,000	+31.6%	\$131,300	\$141,364	-7.1%

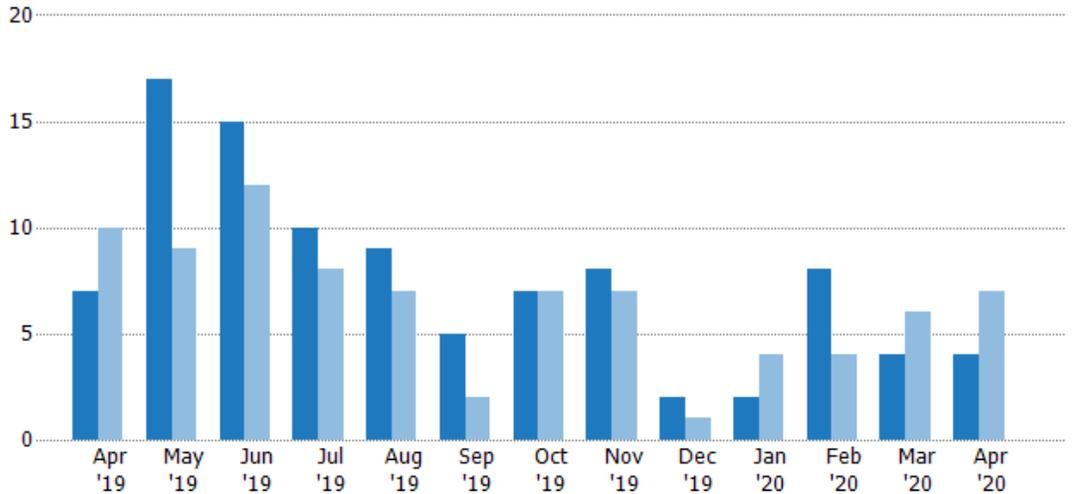
New Listings

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.
Apr '20	4	-42.9%
Apr '19	7	-30%
Apr '18	10	-10%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	7	17	15	10	9	5	7	8	2	2	8	4	4
Prior Year	10	9	12	8	7	2	7	7	1	4	4	6	7
Percent Change from Prior Year	-30%	89%	25%	25%	29%	150%	0%	14%	100%	-50%	100%	-33%	-43%

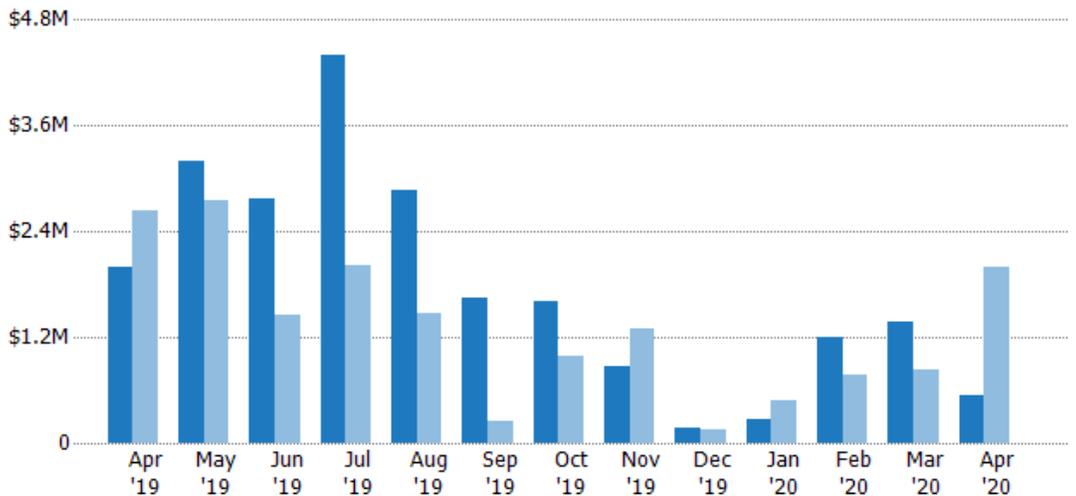
New Listing Volume

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.
Apr '20	\$536K	-73.2%
Apr '19	\$2M	-24.5%
Apr '18	\$2.64M	33.8%



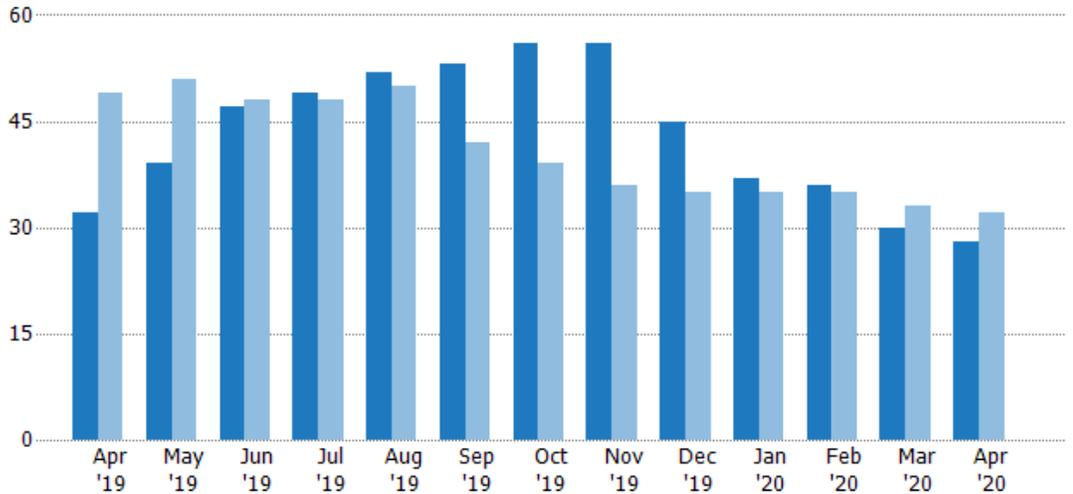
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$2M	\$3.2M	\$2.77M	\$4.39M	\$2.86M	\$1.65M	\$1.6M	\$867K	\$164K	\$271K	\$1.2M	\$1.37M	\$536K
Prior Year	\$2.64M	\$2.74M	\$1.46M	\$2.01M	\$1.48M	\$255K	\$987K	\$1.29M	\$145K	\$489K	\$763K	\$832K	\$2M
Percent Change from Prior Year	-24%	17%	91%	118%	94%	547%	62%	-33%	13%	-45%	58%	65%	-73%

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



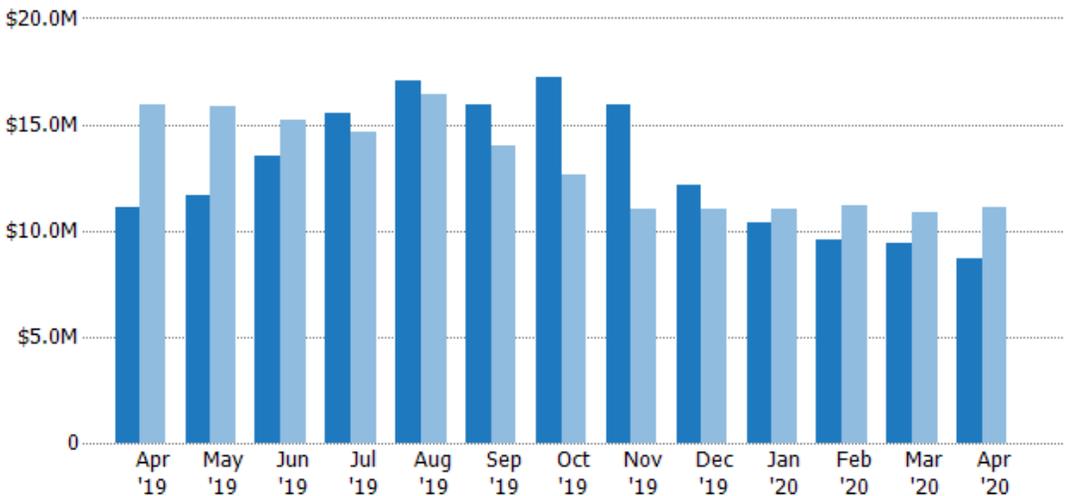
Month/Year	Count	% Chg.
Apr '20	28	-12.5%
Apr '19	32	-34.7%
Apr '18	49	0%

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.
Apr '20	\$8.67M	-21.7%
Apr '19	\$11.1M	-30.4%
Apr '18	\$15.9M	-11.9%

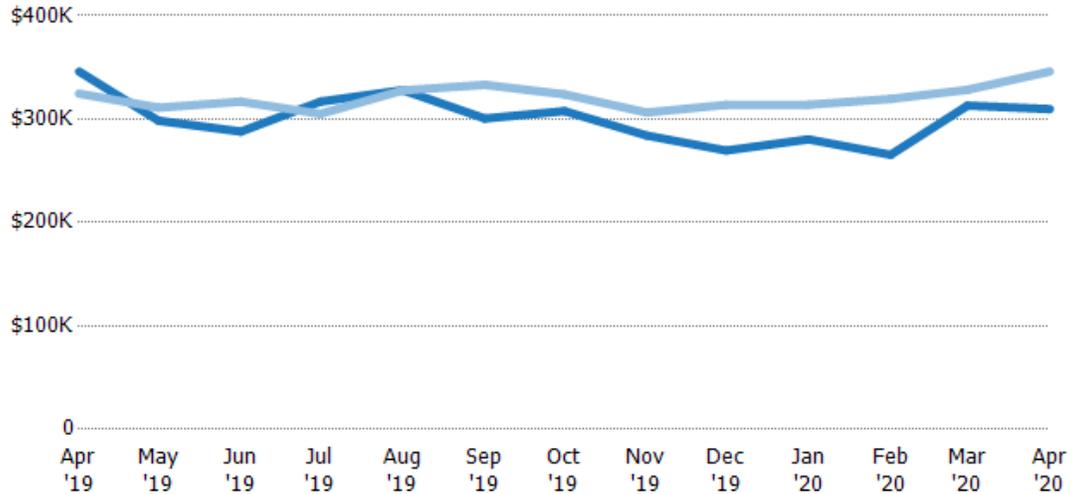
Average Listing Price

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.
Apr '20	\$310K	-10.5%
Apr '19	\$346K	6.6%
Apr '18	\$325K	-11.9%



Current Year	\$346K	\$298K	\$288K	\$317K	\$328K	\$301K	\$308K	\$284K	\$270K	\$280K	\$265K	\$313K	\$310K
Prior Year	\$325K	\$311K	\$317K	\$305K	\$328K	\$333K	\$324K	\$306K	\$314K	\$314K	\$319K	\$328K	\$346K
Percent Change from Prior Year	7%	-4%	-9%	4%	0%	-10%	-5%	-7%	-14%	-11%	-17%	-5%	-10%

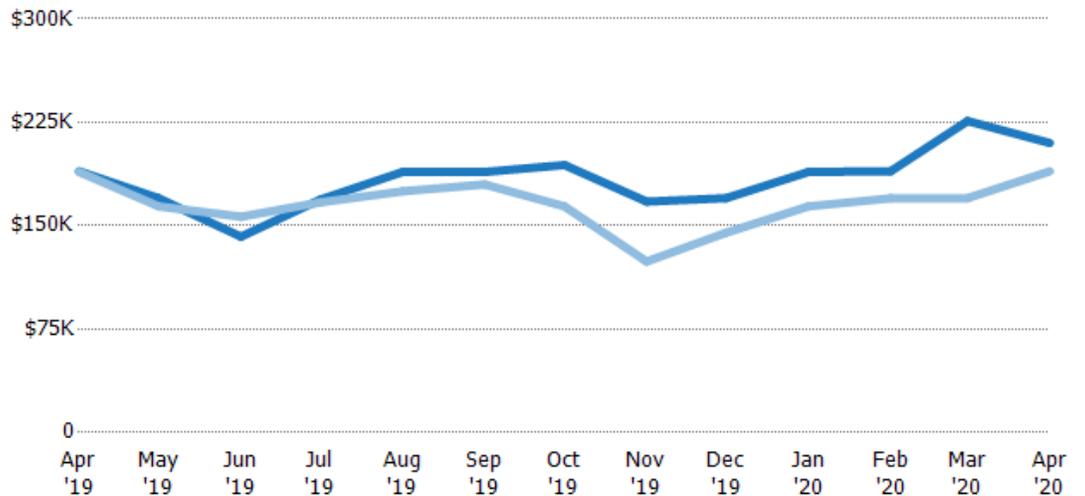
Median Listing Price

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.
Apr '20	\$210K	10.8%
Apr '19	\$189K	0.2%
Apr '18	\$189K	-20.9%



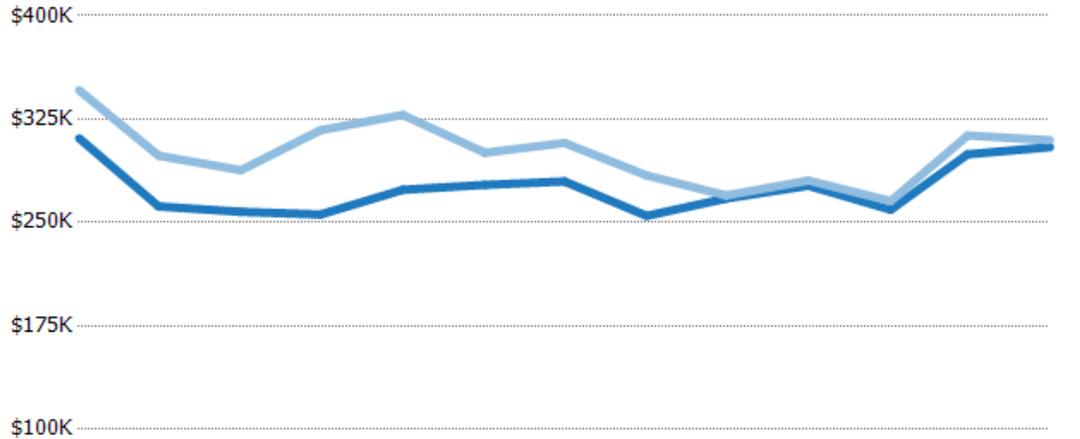
Current Year	\$189K	\$170K	\$142K	\$169K	\$189K	\$189K	\$194K	\$167K	\$170K	\$189K	\$190K	\$226K	\$210K
Prior Year	\$189K	\$164K	\$157K	\$167K	\$175K	\$180K	\$164K	\$124K	\$145K	\$164K	\$170K	\$170K	\$189K
Percent Change from Prior Year	0%	4%	-9%	1%	8%	5%	18%	35%	17%	15%	12%	33%	11%

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



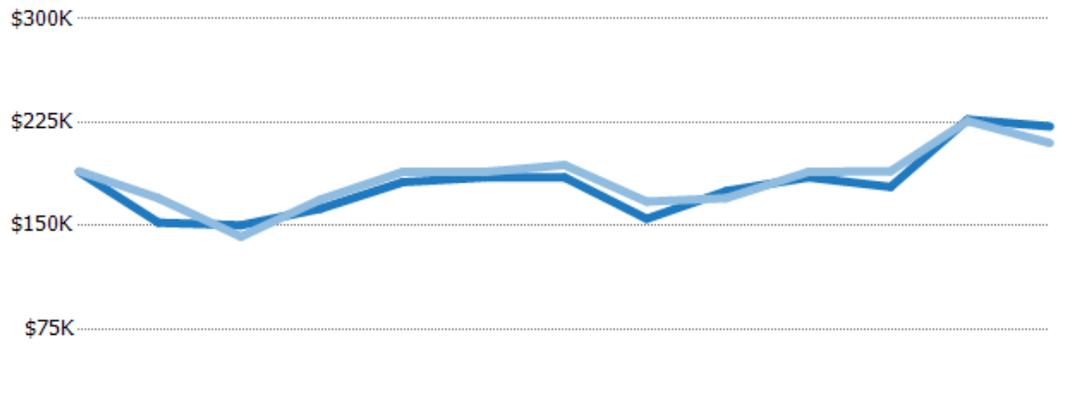
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$311K	\$262K	\$258K	\$256K	\$274K	\$277K	\$280K	\$255K	\$267K	\$277K	\$259K	\$299K	\$305K
Avg Listing Price	\$346K	\$298K	\$288K	\$317K	\$328K	\$301K	\$308K	\$284K	\$270K	\$280K	\$265K	\$313K	\$310K
Avg Listing Price as a % of Avg Est Value	111%	114%	112%	124%	120%	108%	110%	111%	101%	101%	102%	105%	102%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$189K	\$152K	\$150K	\$162K	\$182K	\$185K	\$185K	\$155K	\$175K	\$185K	\$178K	\$227K	\$222K
Median Listing Price	\$189K	\$170K	\$142K	\$169K	\$189K	\$189K	\$194K	\$167K	\$170K	\$189K	\$190K	\$226K	\$210K
Med Listing Price as a % of Med Est Value	100%	112%	94%	104%	104%	102%	105%	108%	97%	102%	106%	100%	95%

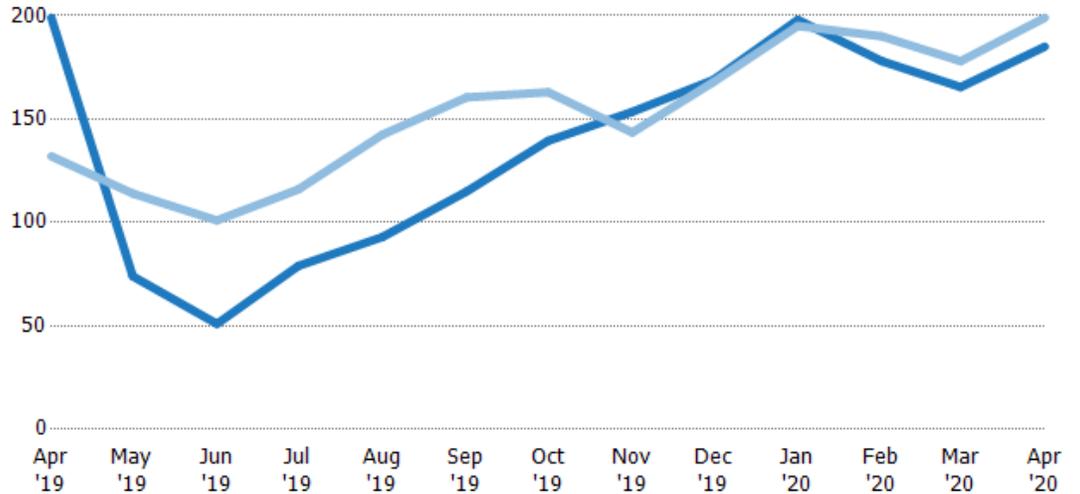
Median Days in RPR

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.
Apr '20	185	-7%
Apr '19	199	50.8%
Apr '18	132	37.1%



Current Year	199	74	51	79	93	115	140	154	169	198	178	166	185
Prior Year	132	114	101	116	143	161	163	144	168	195	190	178	199
Percent Change from Prior Year	51%	-35%	-50%	-32%	-35%	-28%	-14%	7%	1%	2%	-6%	-7%	-7%

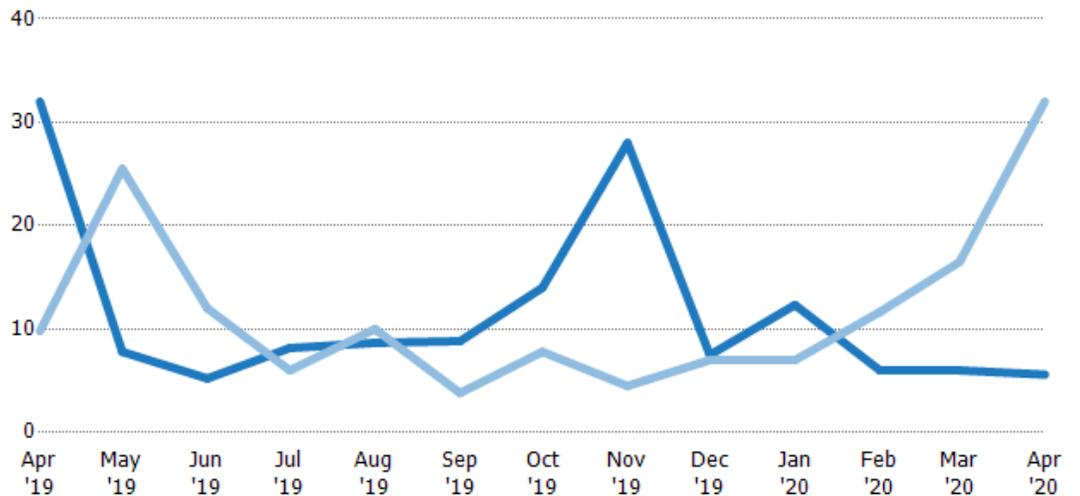
Months of Inventory

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

Month/ Year	Months	% Chg.
Apr '20	5.6	-82.5%
Apr '19	32	226.5%
Apr '18	9.8	-16.7%



Current Year	32	7.8	5.22	8.17	8.67	8.83	14	28	7.5	12.3	6	6	5.6
Prior Year	9.8	25.5	12	6	10	3.82	7.8	4.5	7	7	11.7	16.5	32
Percent Change from Prior Year	227%	-69%	-56%	36%	-13%	131%	79%	522%	7%	76%	-49%	-64%	-83%

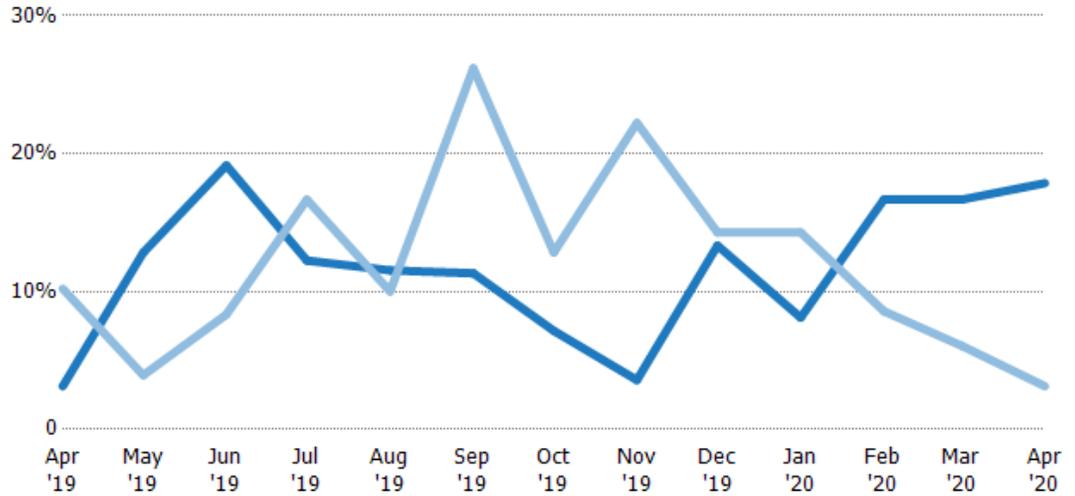
Absorption Rate

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.
Apr '20	18%	-14.7%
Apr '19	3%	7.1%
Apr '18	10%	20%



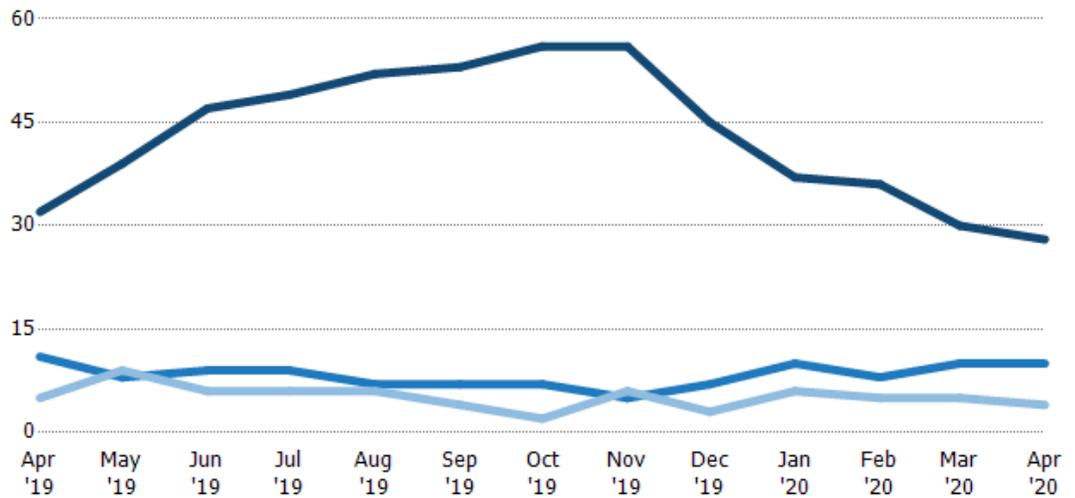
Current Year	3%	13%	19%	12%	12%	11%	7%	4%	13%	8%	17%	17%	18%
Prior Year	10%	4%	8%	17%	10%	26%	13%	22%	14%	14%	9%	6%	3%
Change from Prior Year	7%	-9%	-11%	4%	-2%	15%	6%	19%	1%	6%	-8%	-11%	-15%

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	32	39	47	49	52	53	56	56	45	37	36	30	28
Pending	11	8	9	9	7	7	7	5	7	10	8	10	10
Sold	5	9	6	6	6	4	2	6	3	6	5	5	4

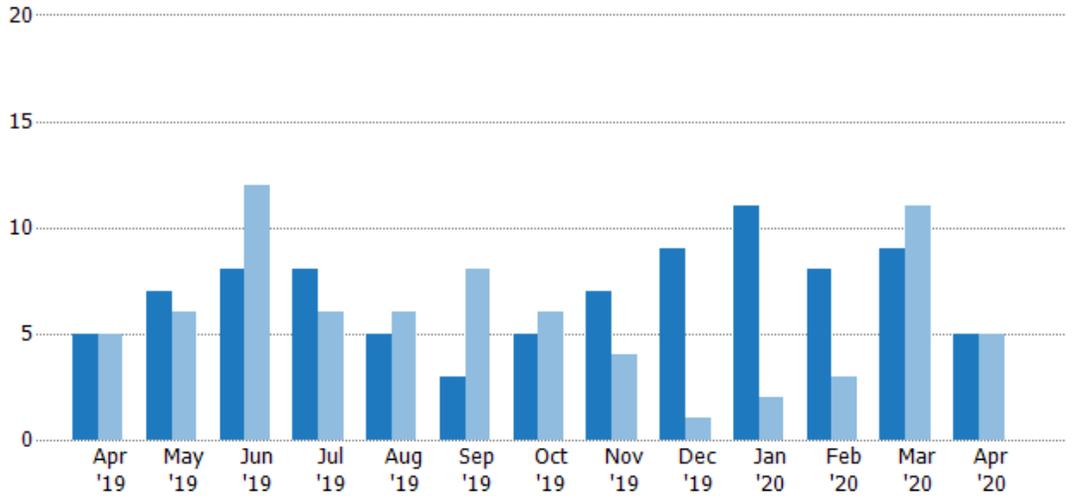
New Pending Sales

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.
Apr '20	5	0%
Apr '19	5	0%
Apr '18	5	80%



Current Year	5	7	8	8	5	3	5	7	9	11	8	9	5
Prior Year	5	6	12	6	6	8	6	4	1	2	3	11	5
Percent Change from Prior Year	0%	17%	-33%	33%	-17%	-63%	-17%	75%	800%	450%	167%	-18%	0%

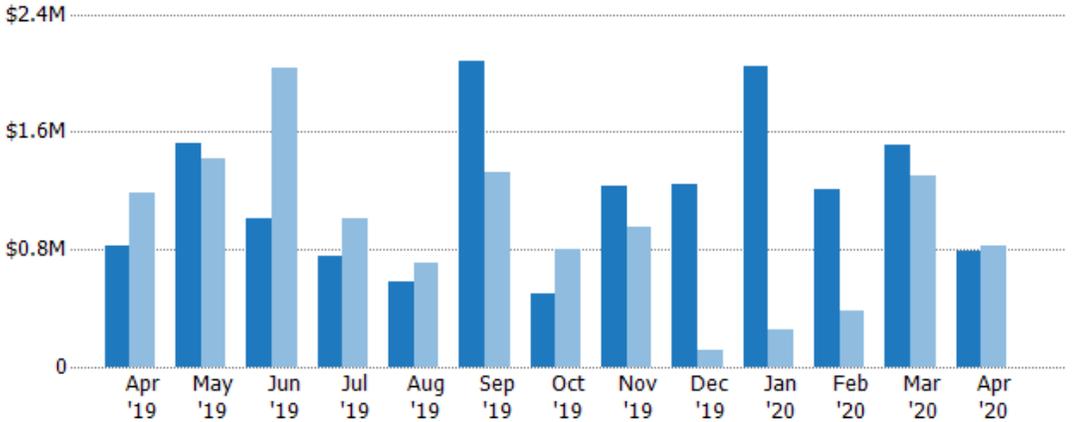
New Pending Sales Volume

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.
Apr '20	\$791K	-3.6%
Apr '19	\$821K	-30.6%
Apr '18	\$1.18M	-10.5%



Current Year	\$821K	\$1.53M	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.25M	\$2.05M	\$1.21M	\$1.51M	\$791K
Prior Year	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$117K	\$254K	\$382K	\$1.31M	\$821K
Percent Change from Prior Year	-31%	7%	-50%	-25%	-17%	57%	-38%	30%	965%	706%	216%	16%	-4%

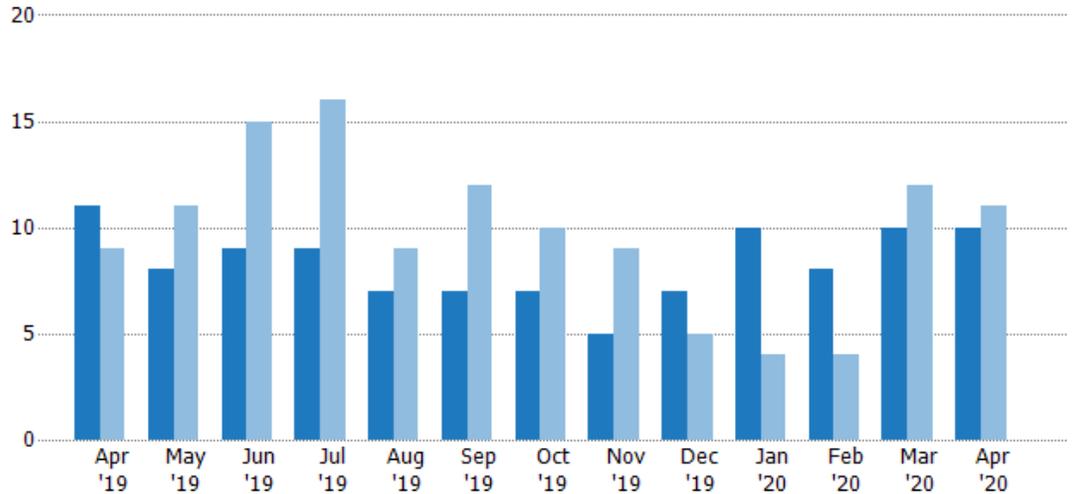
Pending Sales

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.
Apr '20	10	-9.1%
Apr '19	11	22.2%
Apr '18	9	11.1%



Current Year	11	8	9	9	7	7	7	5	7	10	8	10	10
Prior Year	9	11	15	16	9	12	10	9	5	4	4	12	11
Percent Change from Prior Year	22%	-27%	-40%	-44%	-22%	-42%	-30%	-44%	40%	150%	100%	-17%	-9%

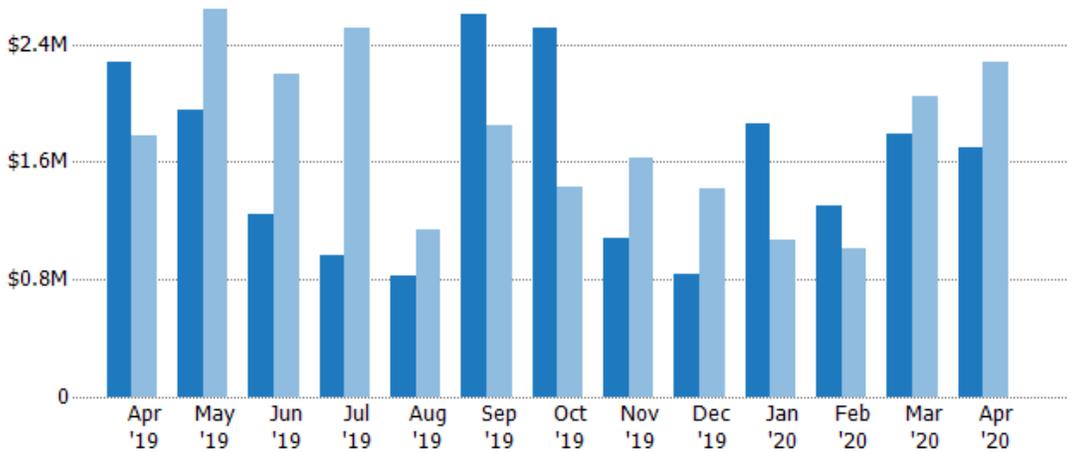
Pending Sales Volume

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.
Apr '20	\$1.7M	-25.5%
Apr '19	\$2.28M	28.1%
Apr '18	\$1.78M	-32.8%



Current Year	\$2.28M	\$1.95M	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.3M	\$1.79M	\$1.7M
Prior Year	\$1.78M	\$2.64M	\$2.2M	\$2.52M	\$1.13M	\$1.85M	\$1.43M	\$1.63M	\$1.41M	\$1.07M	\$1.02M	\$2.04M	\$2.28M
Percent Change from Prior Year	28%	-26%	-44%	-62%	-27%	41%	76%	-33%	-41%	75%	28%	-12%	-26%

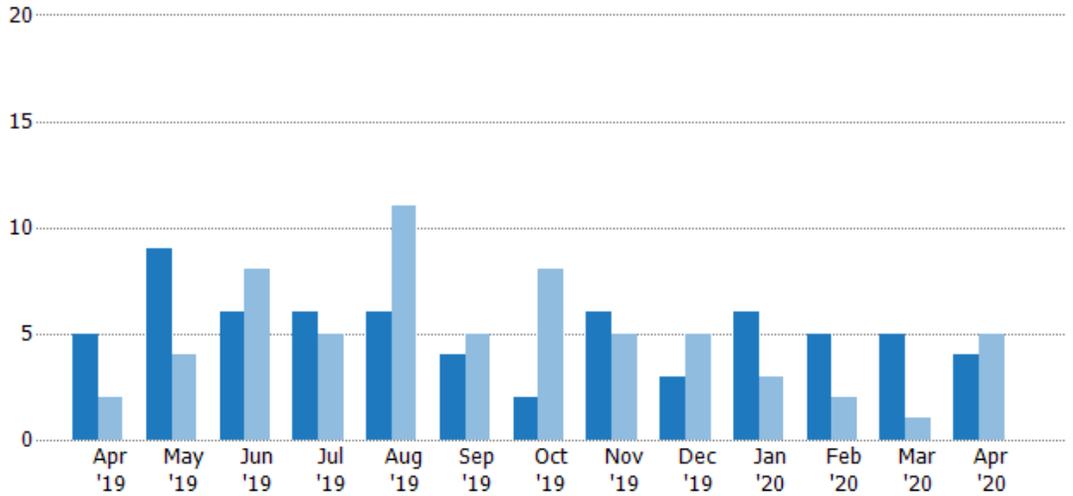
Closed Sales

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.
Apr '20	4	-20%
Apr '19	5	150%
Apr '18	2	50%



Current Year	5	9	6	6	6	4	2	6	3	6	5	5	4
Prior Year	2	4	8	5	11	5	8	5	5	3	2	1	5
Percent Change from Prior Year	150%	125%	-25%	20%	-45%	-20%	-75%	20%	-40%	100%	150%	400%	-20%

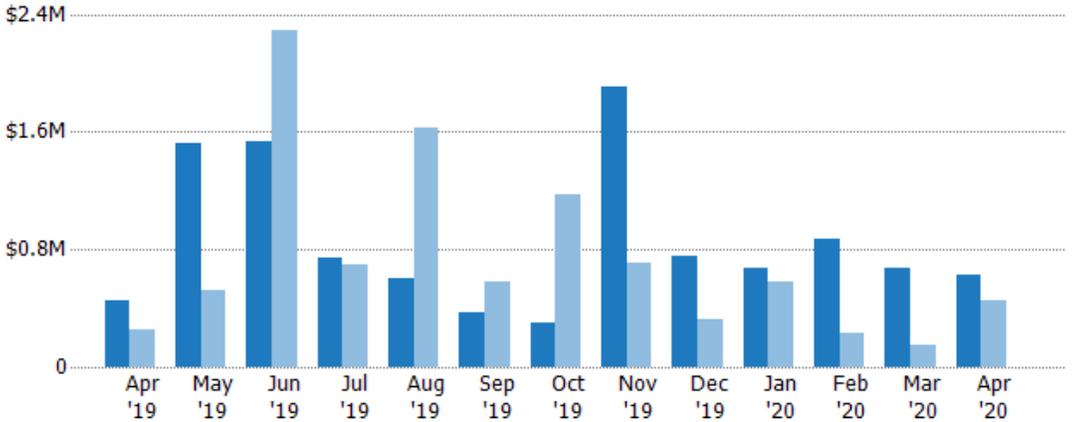
Closed Sales Volume

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.
Apr '20	\$626K	37.2%
Apr '19	\$456K	81%
Apr '18	\$252K	20.7%



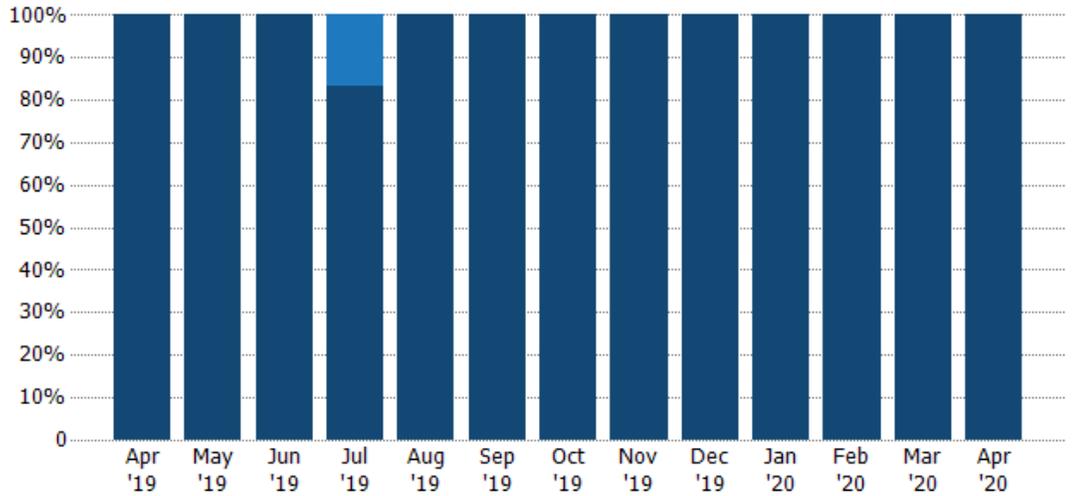
Current Year	\$456K	\$1.52M	\$1.54M	\$737K	\$608K	\$375K	\$304K	\$1.91M	\$753K	\$668K	\$873K	\$678K	\$626K
Prior Year	\$252K	\$520K	\$2.29M	\$695K	\$1.63M	\$578K	\$1.17M	\$711K	\$327K	\$575K	\$235K	\$150K	\$456K
Percent Change from Prior Year	81%	192%	-33%	6%	-63%	-35%	-74%	168%	130%	16%	271%	352%	37%

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%	83%	100%	100%	100%	100%	100%	100%	100%	100%	100%

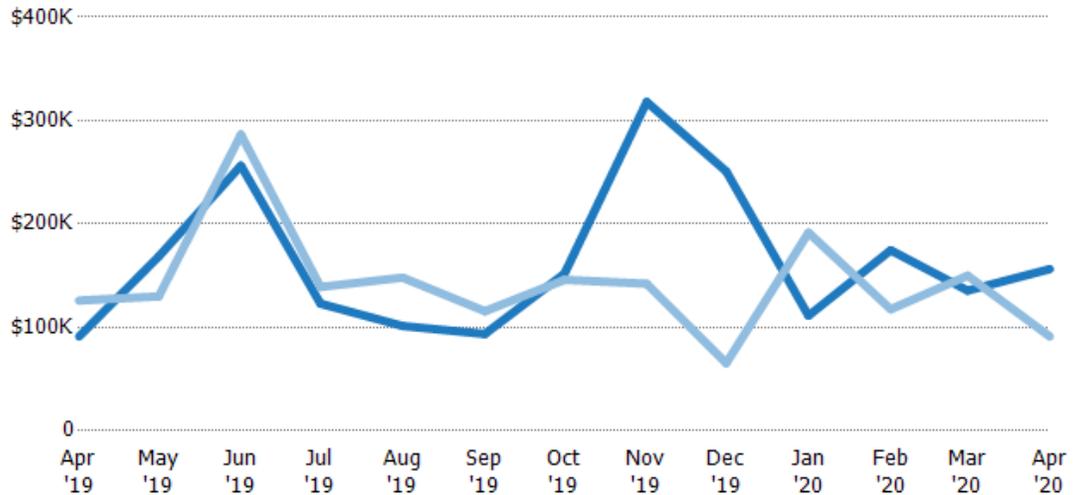
Average Sales Price

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.
Apr '20	\$156K	71.5%
Apr '19	\$91.2K	-27.6%
Apr '18	\$126K	-19.5%



Current Year	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K
Prior Year	\$126K	\$130K	\$286K	\$139K	\$148K	\$116K	\$146K	\$142K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K
Percent Change from Prior Year	-28%	30%	-10%	-12%	-32%	-19%	4%	124%	284%	-42%	49%	-10%	71%

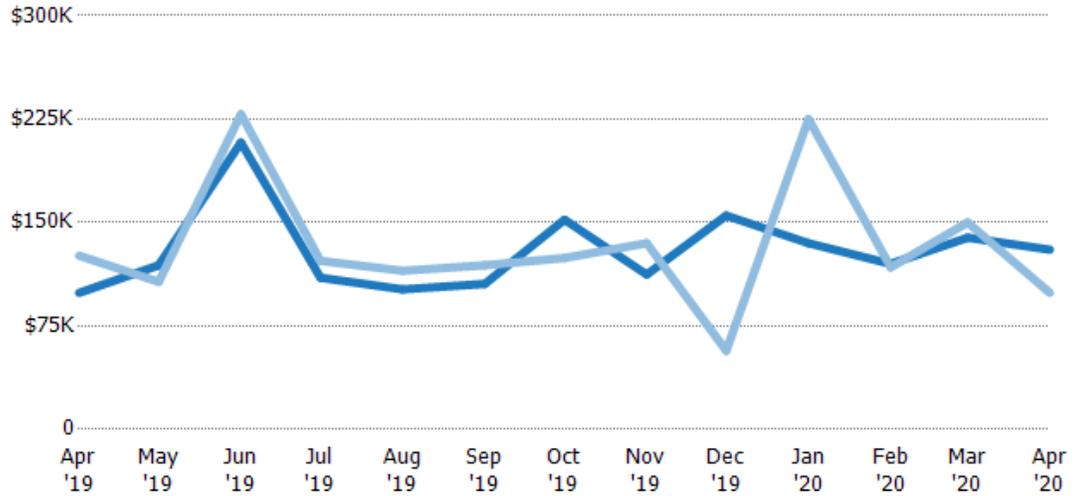
Median Sales Price

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.
Apr '20	\$130K	31.6%
Apr '19	\$99K	-21.4%
Apr '18	\$126K	-4.7%



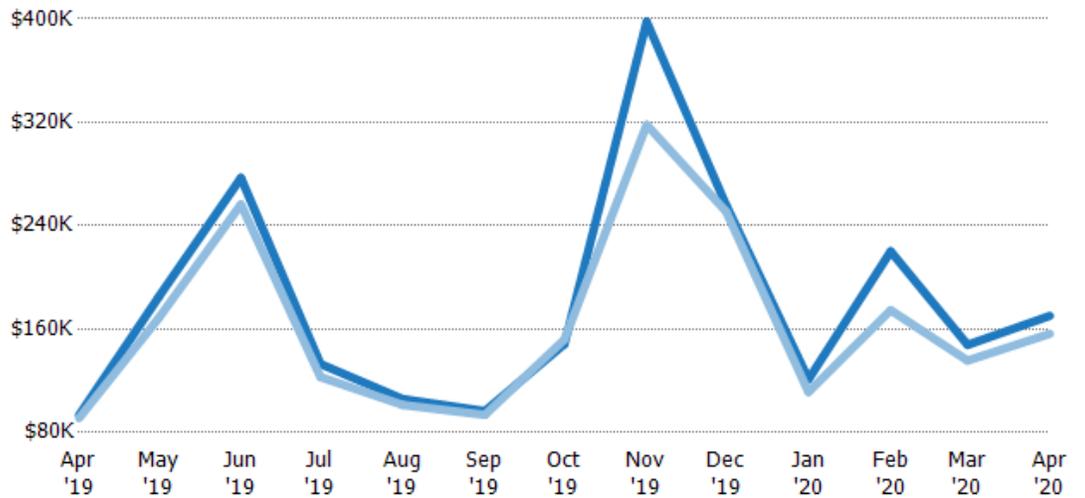
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K
Prior Year	\$126K	\$107K	\$229K	\$122K	\$115K	\$119K	\$124K	\$135K	\$57K	\$225K	\$118K	\$150K	\$99K
Percent Change from Prior Year	-21%	11%	-9%	-10%	-12%	-11%	22%	-17%	172%	-40%	2%	-7%	32%

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



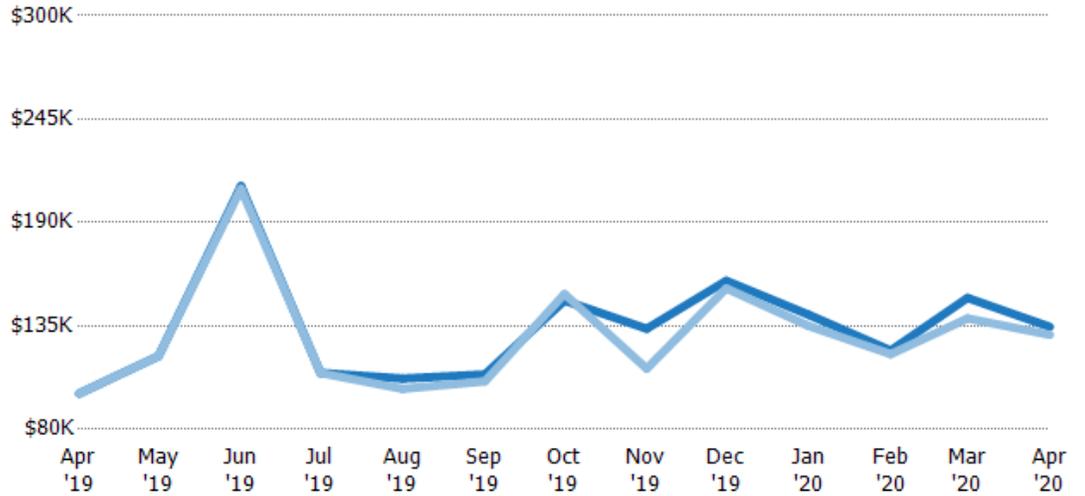
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg List Price	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K
Avg Sales Price	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K
Avg Sales Price as a % of Avg List Price	97%	91%	93%	92%	96%	97%	102%	80%	98%	92%	79%	92%	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



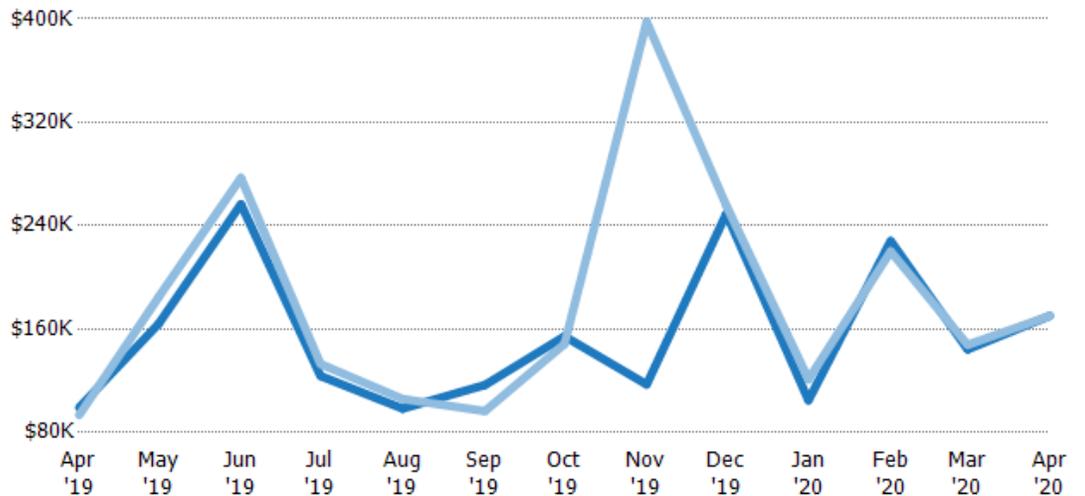
Median List Price	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K
Median Sales Price	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K
Med Sales Price as a % of Med List Price	100%	100%	99%	100%	95%	97%	102%	84%	97%	96%	98%	93%	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



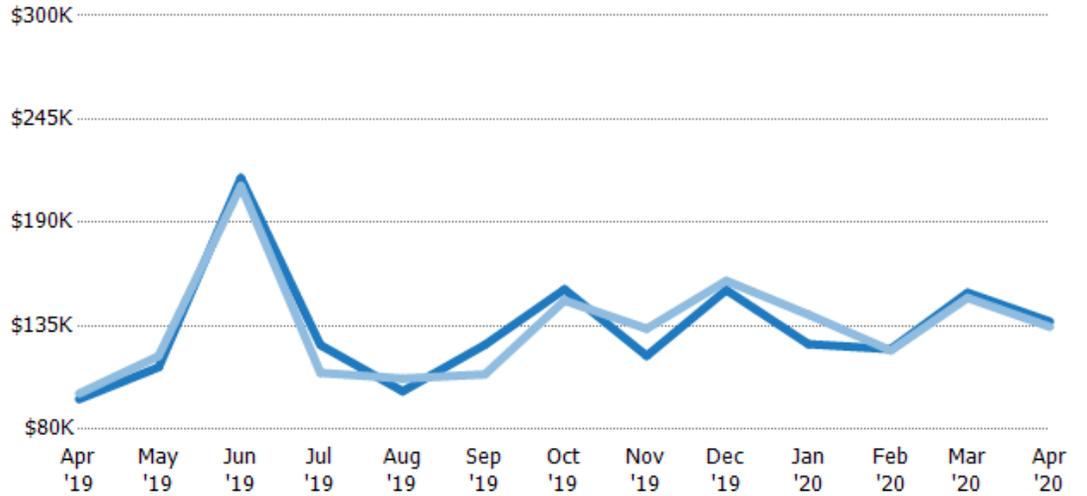
Avg Est Value	\$99.3K	\$164K	\$257K	\$124K	\$98.4K	\$117K	\$154K	\$117K	\$249K	\$105K	\$228K	\$144K	\$170K
Avg Sales Price	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K
Avg Sales Price as a % of Avg Est Value	94%	113%	108%	107%	108%	83%	96%	340%	103%	115%	96%	102%	100%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$96K	\$113K	\$214K	\$125K	\$100K	\$125K	\$154K	\$119K	\$154K	\$125K	\$123K	\$153K	\$137K
Median Sales Price	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K
Med Sales Price as a % of Med Est Value	103%	105%	98%	88%	107%	87%	96%	112%	103%	113%	99%	98%	98%