

## 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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	17	-76.5%	22	38	-42.1%
New Listing Volume	\$1,317,000	\$3,197,450	-58.8%	\$4,708,500	\$7,277,550	-35.3%
Active Listing Count	21	39	-46.2%	N/A	N/A	
Active Listing Volume	\$7,412,700	\$11,638,250	-36.3%	N/A	N/A	
Average Listing Price	\$352,986	\$298,417	+18.3%	\$296,748	\$320,186	-7.3%
Median Listing Price	\$375,000	\$169,900	+120.7%	\$226,608	\$172,328	+31.5%
Median Days in RPR	233	74	+214.9%	190.05	140.2	+35.6%
Months of Inventory	5.3	7.8	-32.7%	7.9	8.3	-5.3%
Absorption Rate	19.05%	12.82%	+6.2%	12.74%	12.07%	+0.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	11	7	+57.1%	44	28	+57.1%
New Pending Sales Volume	\$2,275,600	\$1,525,700	+49.2%	\$7,832,300	\$4,287,940	+82.7%
Pending Sales Count	17	8	+112.5%	N/A	N/A	
Pending Sales Volume	\$3,410,100	\$1,951,600	+74.7%	N/A	N/A	
Closed Sales Count	2	9	-77.8%	22	20	+10%
Closed Sales Volume	\$213,000	\$1,517,000	-86%	\$3,057,500	\$2,932,940	+4.2%
Average Sales Price	\$106,500	\$168,556	-36.8%	\$138,977	\$146,647	-5.2%
Median Sales Price	\$106,500	\$119,000	-10.5%	\$129,045	\$131,300	-1.7%

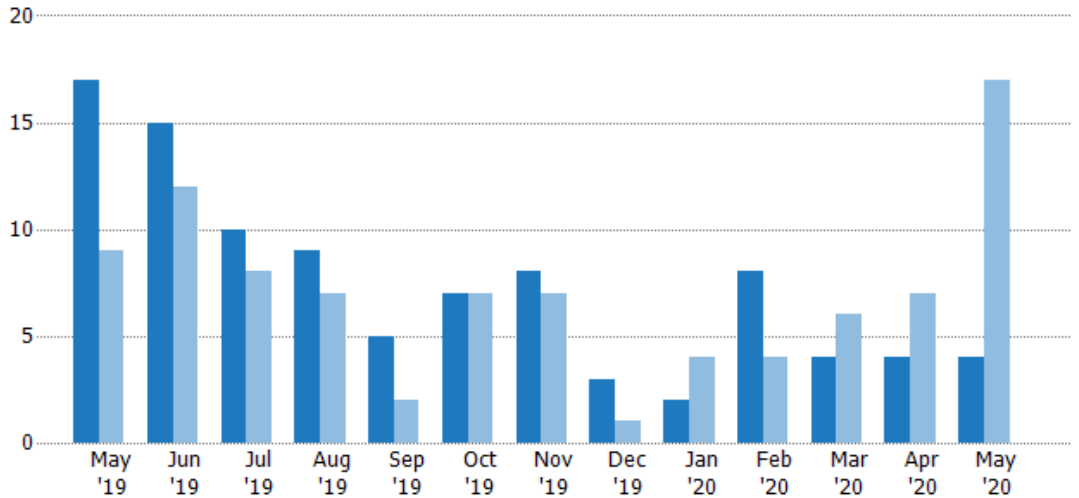
## New Listings

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.
May '20	4	-76.5%
May '19	17	88.9%
May '18	9	22.2%



Current Year	17	15	10	9	5	7	8	3	2	8	4	4	4
Prior Year	9	12	8	7	2	7	7	1	4	4	6	7	17
Percent Change from Prior Year	89%	25%	25%	29%	150%	0%	14%	200%	-50%	100%	-33%	-43%	-76%

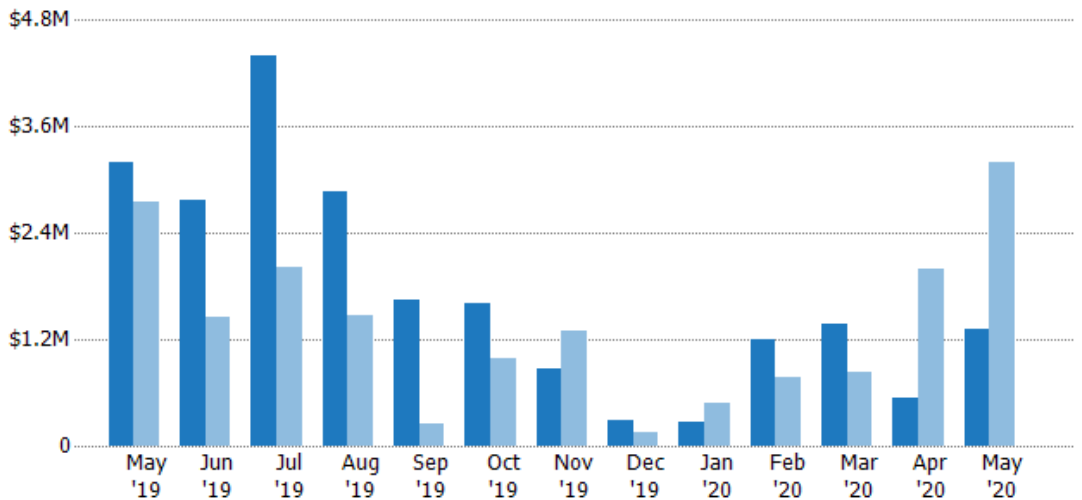
## New Listing Volume

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.
May '20	\$1.32M	-58.8%
May '19	\$3.2M	16.6%
May '18	\$2.74M	14.2%



Current Year	\$3.2M	\$2.77M	\$4.39M	\$2.86M	\$1.65M	\$1.6M	\$867K	\$293K	\$271K	\$1.2M	\$1.38M	\$536K	\$1.32M
Prior Year	\$2.74M	\$1.46M	\$2.01M	\$1.48M	\$255K	\$987K	\$1.29M	\$145K	\$489K	\$763K	\$832K	\$2M	\$3.2M
Percent Change from Prior Year	17%	91%	118%	94%	547%	62%	-33%	102%	-45%	58%	66%	-73%	-59%

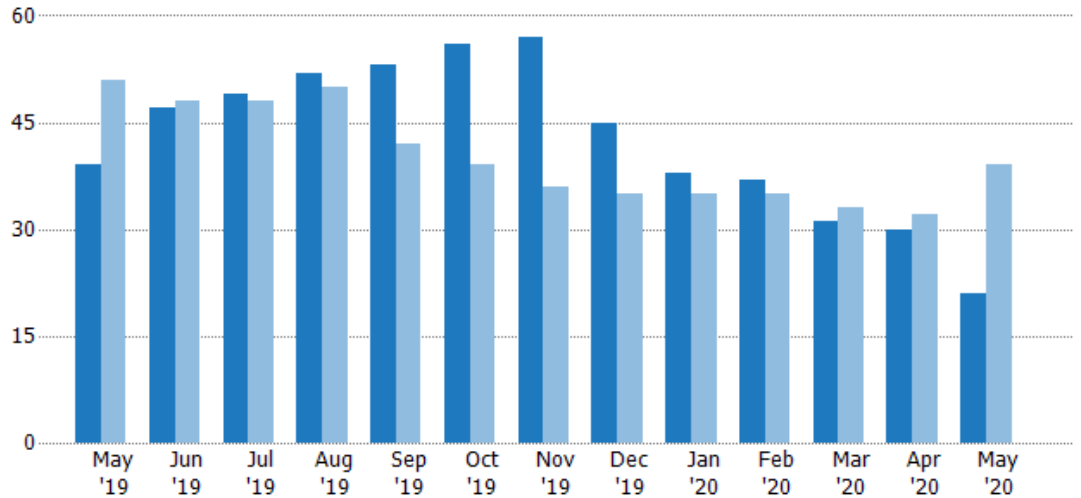
## Active Listings

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.
May '20	21	-46.2%
May '19	39	-23.5%
May '18	51	2%



Current Year	39	47	49	52	53	56	57	45	38	37	31	30	21
Prior Year	51	48	48	50	42	39	36	35	35	35	33	32	39
Percent Change from Prior Year	-24%	-2%	2%	4%	26%	44%	58%	29%	9%	6%	-6%	-6%	-46%

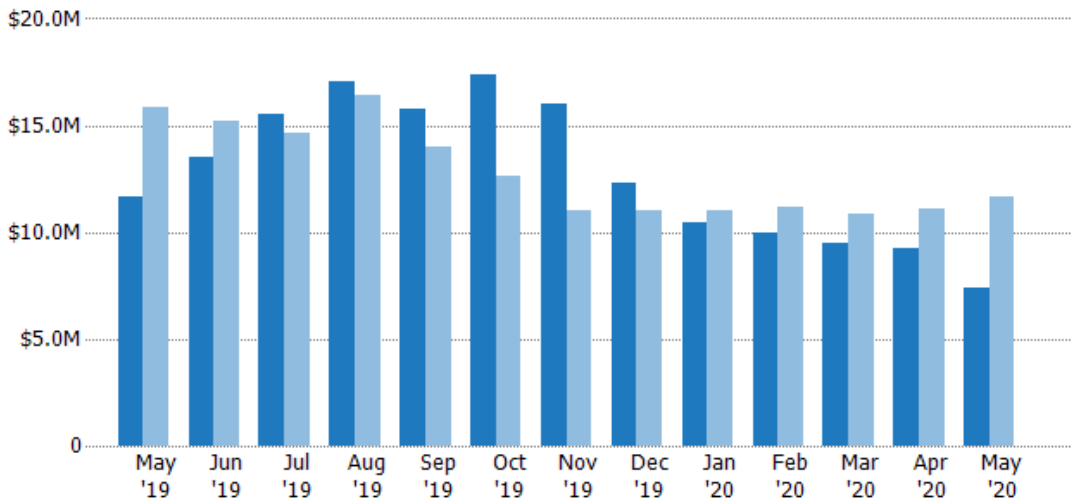
## Active Listing Volume

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.
May '20	\$7.41M	-36.3%
May '19	\$11.6M	-26.6%
May '18	\$15.9M	-1.1%



Current Year	\$11.6M	\$13.5M	\$15.5M	\$17.1M	\$15.8M	\$17.4M	\$16M	\$12.3M	\$10.5M	\$9.96M	\$9.5M	\$9.24M	\$7.41M
Prior Year	\$15.9M	\$15.2M	\$14.6M	\$16.4M	\$14M	\$12.6M	\$11M	\$11M	\$11M	\$11.2M	\$10.8M	\$11.1M	\$11.6M
Percent Change from Prior Year	-27%	-11%	6%	4%	13%	38%	45%	12%	-5%	-11%	-12%	-17%	-36%

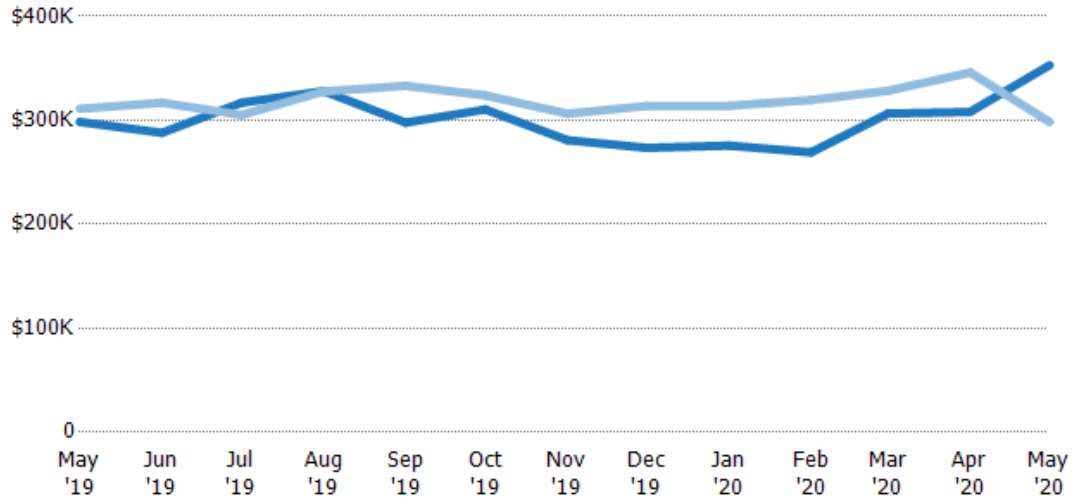
## Average Listing Price

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.
May '20	\$353K	18.3%
May '19	\$298K	-4.1%
May '18	\$311K	-3%



Current Year	\$298K	\$288K	\$317K	\$328K	\$298K	\$310K	\$281K	\$273K	\$276K	\$269K	\$307K	\$308K	\$353K
Prior Year	\$311K	\$317K	\$305K	\$328K	\$333K	\$324K	\$306K	\$314K	\$314K	\$319K	\$328K	\$346K	\$298K
Percent Change from Prior Year	-4%	-9%	4%	0%	-11%	-4%	-8%	-13%	-12%	-16%	-7%	-11%	18%

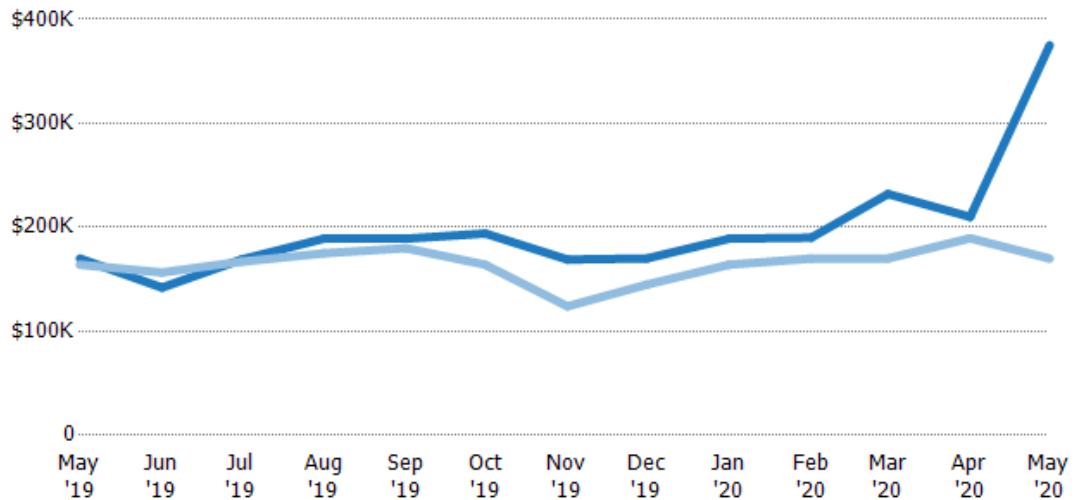
## Median Listing Price

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.
May '20	\$375K	120.7%
May '19	\$170K	3.6%
May '18	\$164K	-7.5%



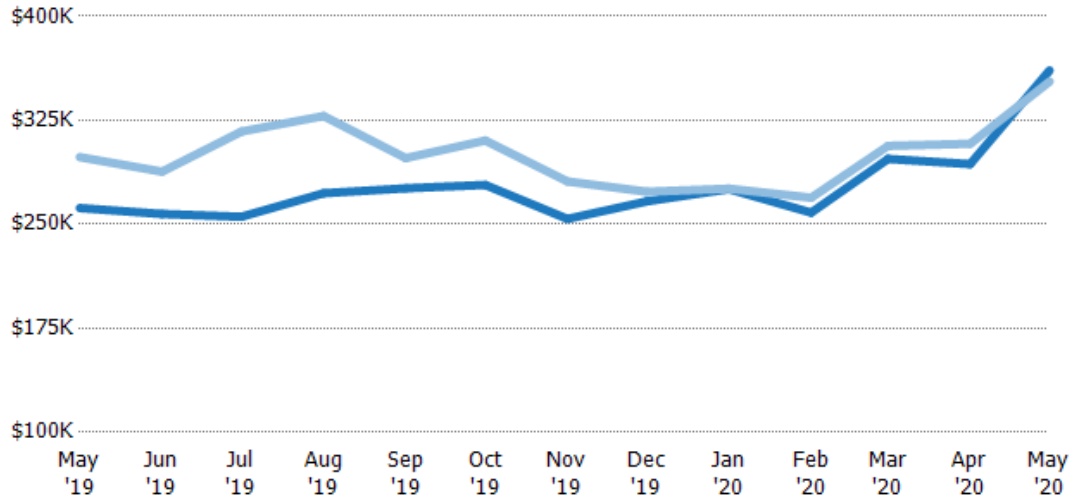
Current Year	\$170K	\$142K	\$169K	\$189K	\$189K	\$194K	\$169K	\$170K	\$189K	\$190K	\$232K	\$210K	\$375K
Prior Year	\$164K	\$157K	\$167K	\$175K	\$180K	\$164K	\$124K	\$145K	\$164K	\$170K	\$170K	\$189K	\$170K
Percent Change from Prior Year	4%	-9%	1%	8%	5%	18%	36%	17%	15%	12%	36%	11%	121%

## 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



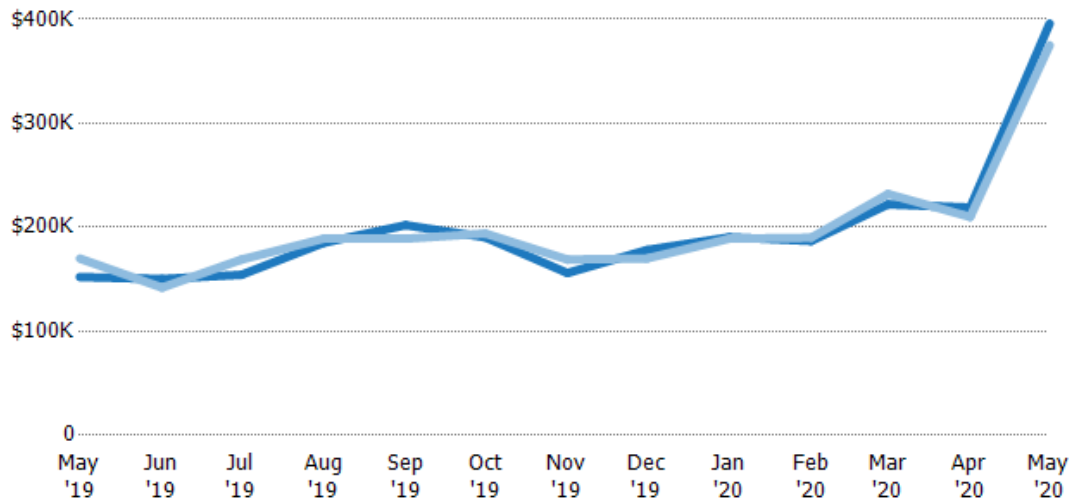
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$262K	\$257K	\$255K	\$272K	\$276K	\$278K	\$254K	\$267K	\$275K	\$258K	\$297K	\$293K	\$361K
Avg Listing Price	\$298K	\$288K	\$317K	\$328K	\$298K	\$310K	\$281K	\$273K	\$276K	\$269K	\$307K	\$308K	\$353K
Avg Listing Price as a % of Avg Est Value	114%	112%	124%	120%	108%	112%	111%	103%	100%	104%	103%	105%	98%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$152K	\$150K	\$154K	\$185K	\$202K	\$190K	\$156K	\$178K	\$190K	\$187K	\$222K	\$219K	\$396K
Median Listing Price	\$170K	\$142K	\$169K	\$189K	\$189K	\$194K	\$169K	\$170K	\$189K	\$190K	\$232K	\$210K	\$375K
Med Listing Price as a % of Med Est Value	112%	94%	110%	102%	94%	102%	108%	95%	99%	102%	105%	96%	95%

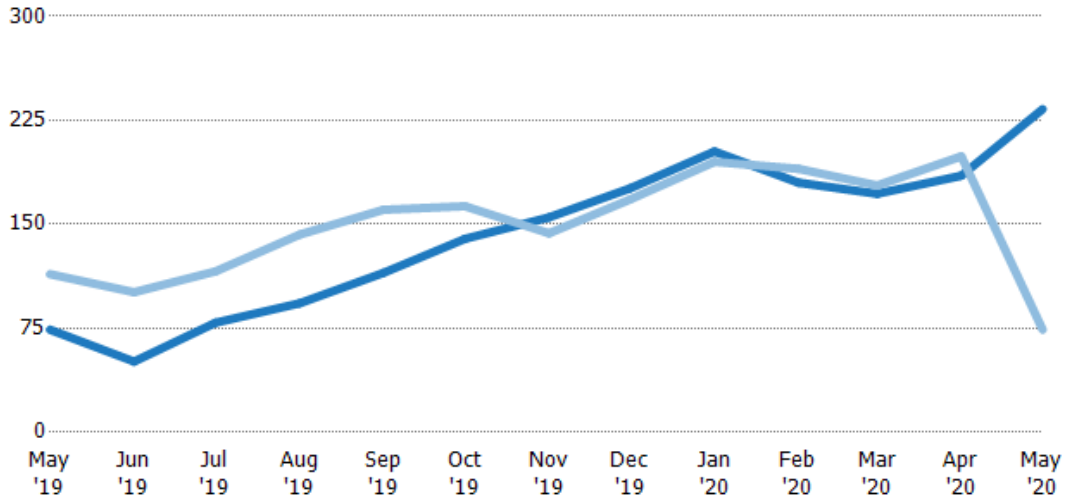
## Median Days in RPR

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.
May '20	233	214.9%
May '19	74	-35.1%
May '18	114	14.9%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	74	51	79	93	115	140	155	176	203	180	172	185	233
Prior Year	114	101	116	143	161	163	144	168	195	190	178	199	74
Percent Change from Prior Year	-35%	-50%	-32%	-35%	-28%	-14%	8%	5%	4%	-5%	-3%	-7%	215%

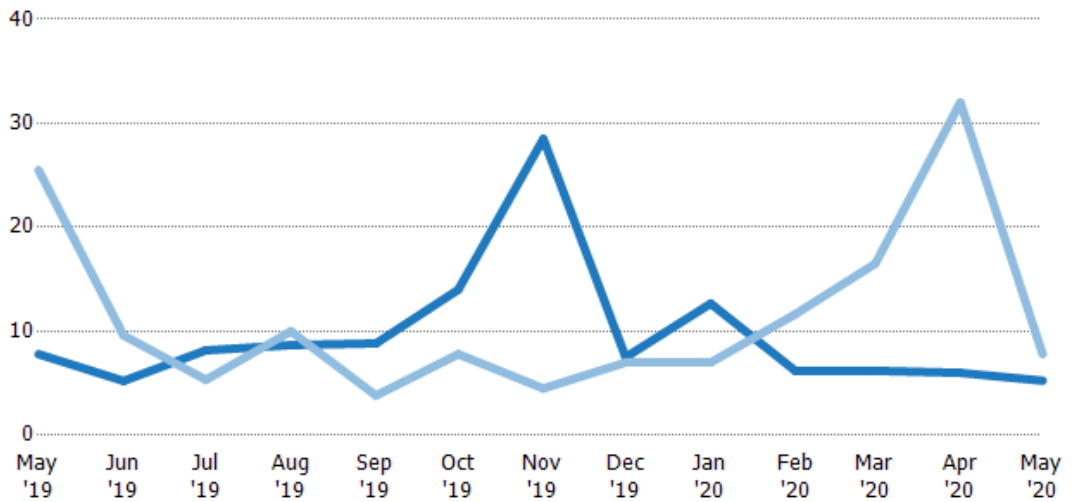
## Months of Inventory

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.
May '20	5.25	-32.7%
May '19	7.8	-69.4%
May '18	25.5	-32%



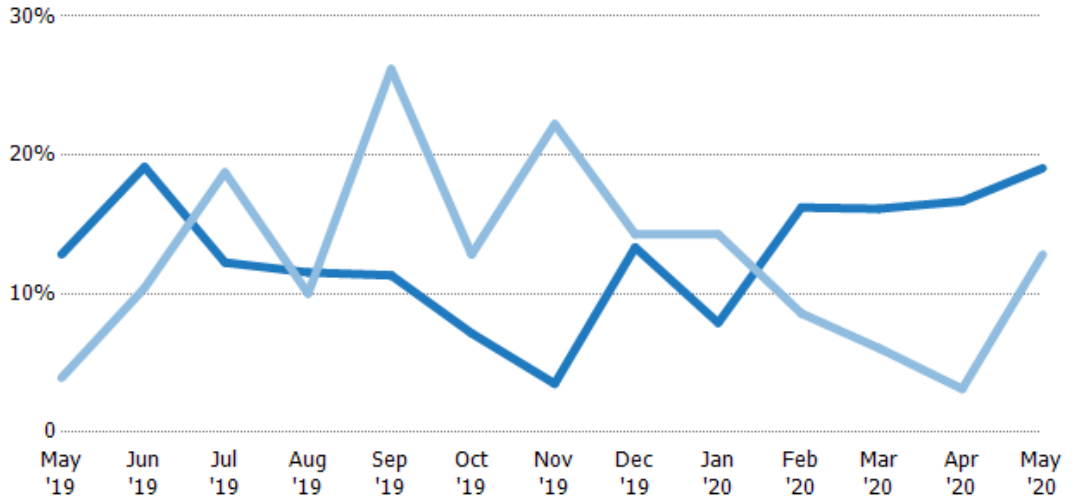
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	7.8	5.22	8.17	8.67	8.83	14	28.5	7.5	12.7	6.17	6.2	6	5.25
Prior Year	25.5	9.6	5.33	10	3.82	7.8	4.5	7	7	11.7	16.5	32	7.8
Percent Change from Prior Year	-69%	-46%	53%	-13%	131%	79%	533%	7%	81%	-47%	-62%	-81%	-33%

## 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



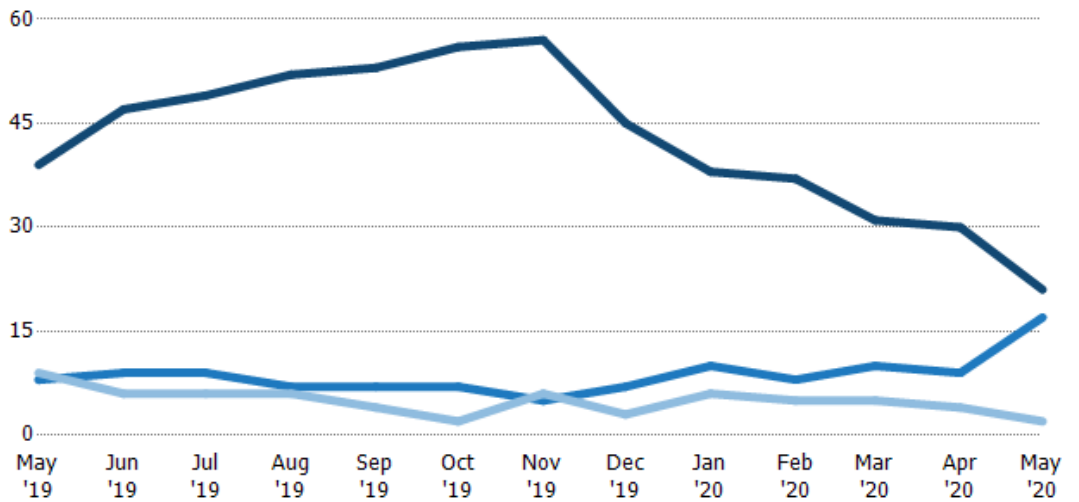
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	13%	19%	12%	12%	11%	7%	4%	13%	8%	16%	16%	17%	19%
Prior Year	4%	10%	19%	10%	26%	13%	22%	14%	14%	9%	6%	3%	13%
Change from Prior Year	-9%	-9%	7%	-2%	15%	6%	19%	1%	6%	-8%	-10%	-14%	-6%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	39	47	49	52	53	56	57	45	38	37	31	30	21
Pending	8	9	9	7	7	7	5	7	10	8	10	9	17
Sold	9	6	6	6	4	2	6	3	6	5	5	4	2

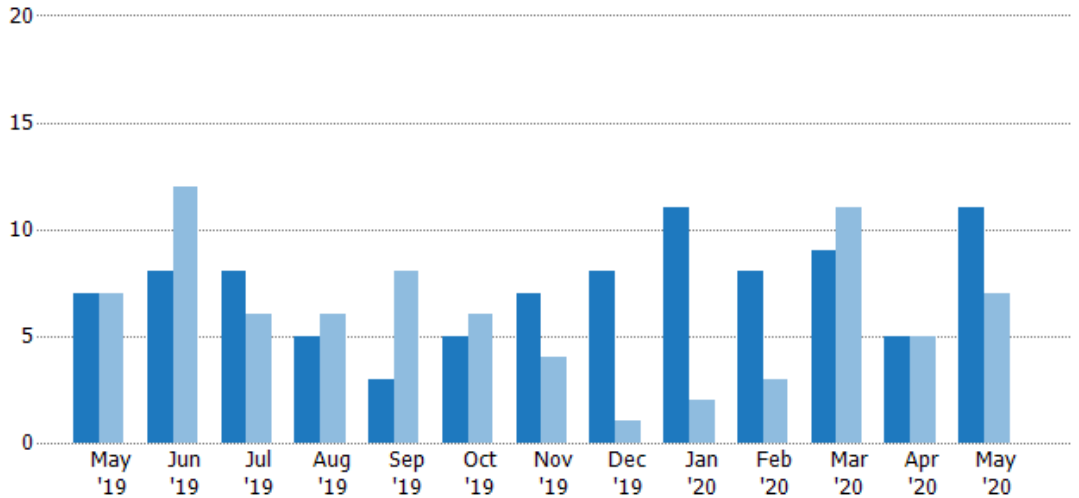
## New Pending Sales

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.
May '20	11	57.1%
May '19	7	0%
May '18	7	0%



Current Year	7	8	8	5	3	5	7	8	11	8	9	5	11
Prior Year	7	12	6	6	8	6	4	1	2	3	11	5	7
Percent Change from Prior Year	0%	-33%	33%	-17%	-63%	-17%	75%	700%	450%	167%	-18%	0%	57%

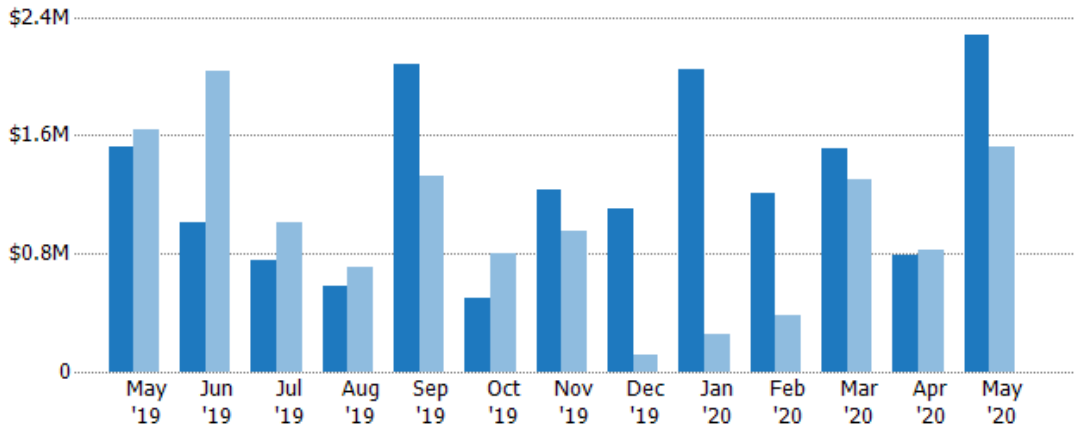
## New Pending Sales Volume

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.
May '20	\$2.28M	49.2%
May '19	\$1.53M	-6.8%
May '18	\$1.64M	-10.7%



Current Year	\$1.53M	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.11M	\$2.05M	\$1.21M	\$1.51M	\$791K	\$2.28M
Prior Year	\$1.64M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$117K	\$254K	\$382K	\$1.31M	\$821K	\$1.53M
Percent Change from Prior Year	-7%	-50%	-25%	-17%	57%	-38%	30%	846%	706%	216%	16%	-4%	49%



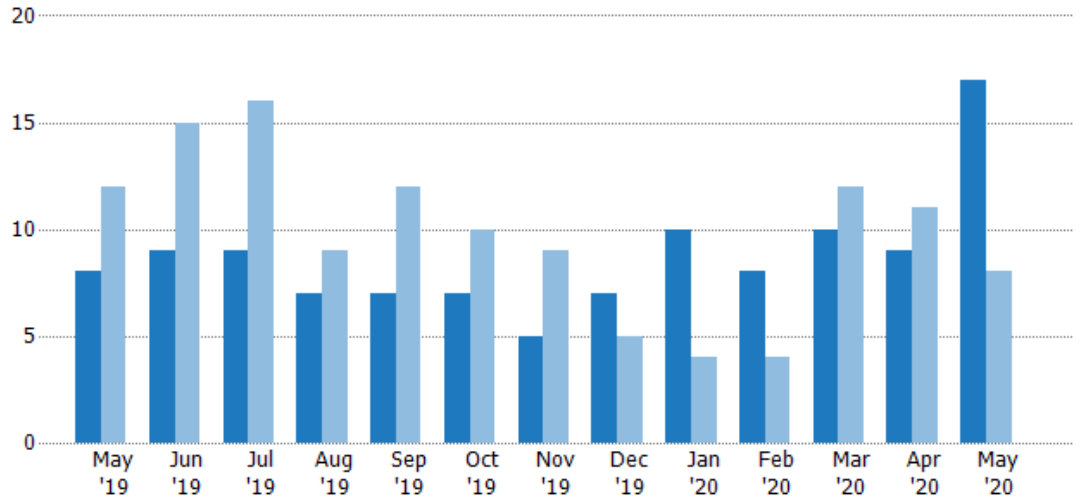
## Pending Sales

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.
May '20	17	112.5%
May '19	8	-33.3%
May '18	12	-8.3%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	8	9	9	7	7	7	5	7	10	8	10	9	17
Prior Year	12	15	16	9	12	10	9	5	4	4	12	11	8
Percent Change from Prior Year	-33%	-40%	-44%	-22%	-42%	-30%	-44%	40%	150%	100%	-17%	-18%	113%

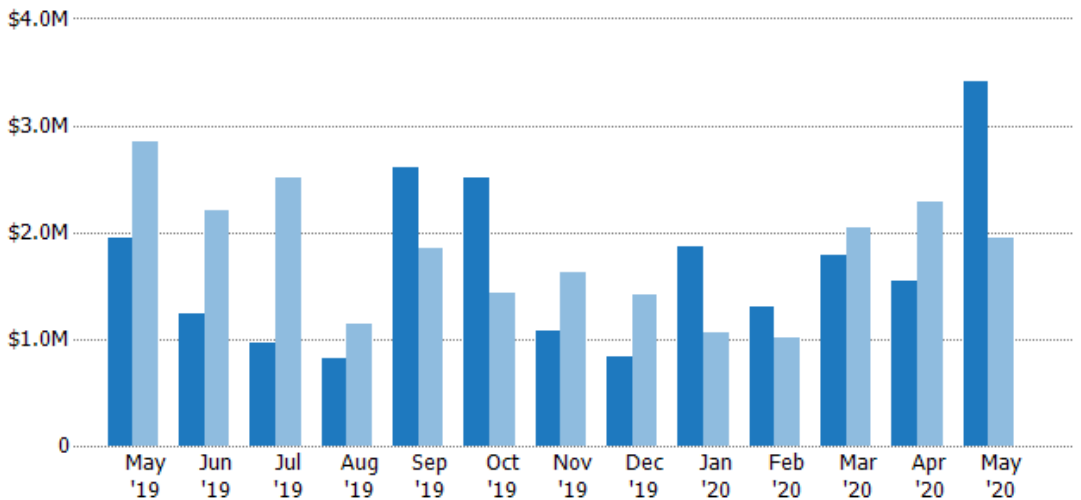
## Pending Sales Volume

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.
May '20	\$3.41M	74.7%
May '19	\$1.95M	-31.6%
May '18	\$2.86M	-29.4%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$1.95M	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.3M	\$1.79M	\$1.54M	\$3.41M
Prior Year	\$2.86M	\$2.2M	\$2.52M	\$1.13M	\$1.85M	\$1.43M	\$1.63M	\$1.41M	\$1.07M	\$1.02M	\$2.04M	\$2.28M	\$1.95M
Percent Change from Prior Year	-32%	-44%	-62%	-27%	41%	76%	-33%	-41%	75%	28%	-12%	-33%	75%

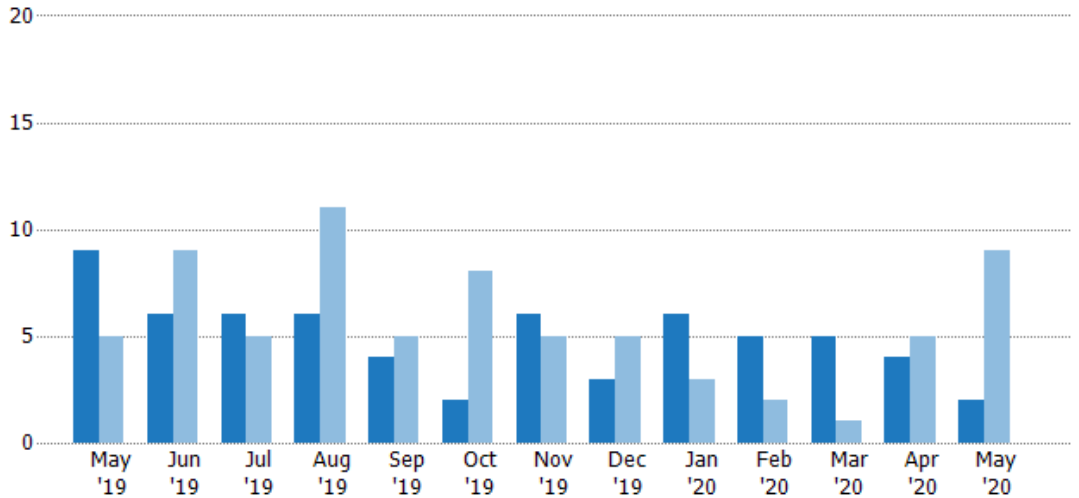
## Closed Sales

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.
May '20	2	-77.8%
May '19	9	80%
May '18	5	20%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	9	6	6	6	4	2	6	3	6	5	5	4	2
Prior Year	5	9	5	11	5	8	5	5	3	2	1	5	9
Percent Change from Prior Year	80%	-33%	20%	-45%	-20%	-75%	20%	-40%	100%	150%	400%	-20%	-78%

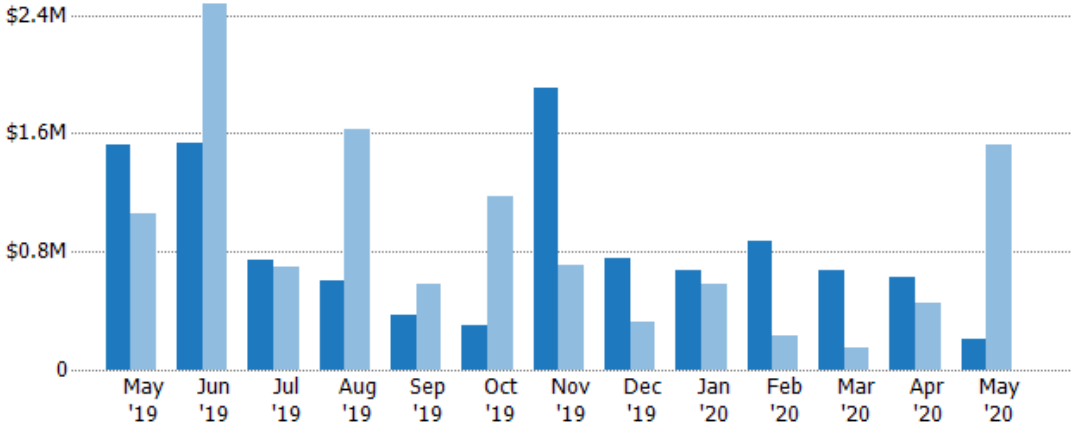
## Closed Sales Volume

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.
May '20	\$213K	-86%
May '19	\$1.52M	43.8%
May '18	\$1.05M	-43.4%



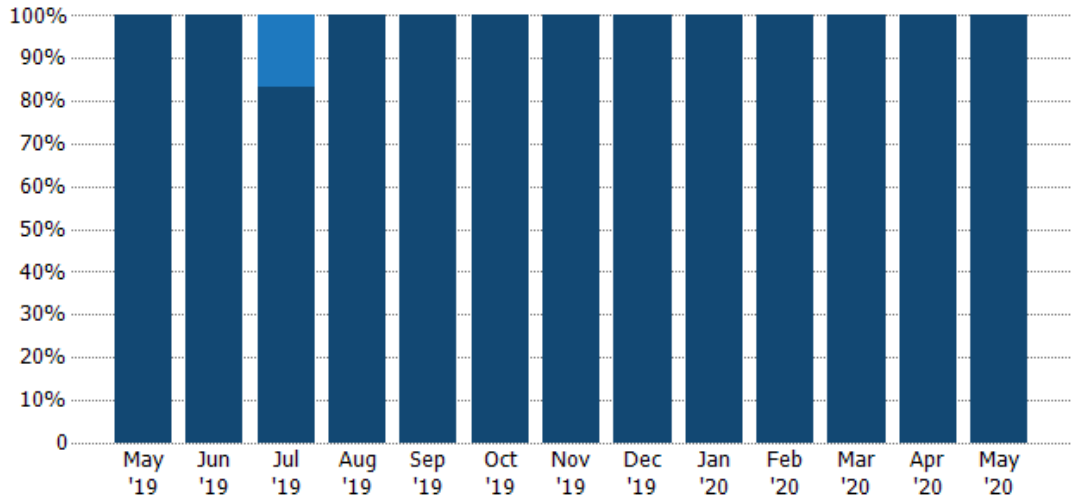
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$1.52M	\$1.54M	\$737K	\$608K	\$375K	\$304K	\$1.91M	\$753K	\$668K	\$873K	\$678K	\$626K	\$213K
Prior Year	\$1.05M	\$2.47M	\$695K	\$1.63M	\$578K	\$1.17M	\$711K	\$327K	\$575K	\$235K	\$150K	\$456K	\$1.52M
Percent Change from Prior Year	44%	-38%	6%	-63%	-35%	-74%	168%	130%	16%	271%	352%	37%	-86%

## 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



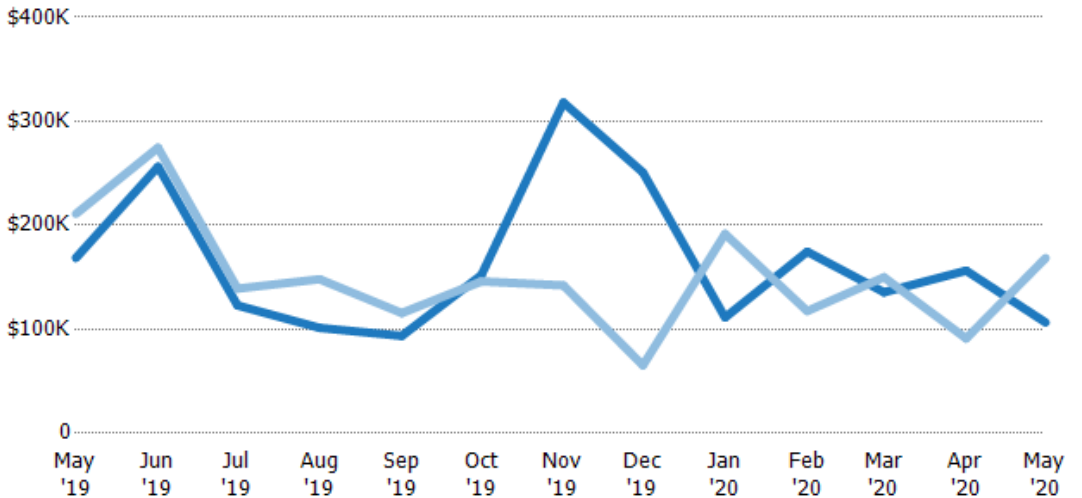
Condo/Townhouse	-	-	17%	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	83%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

## 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



Current Year	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K
Prior Year	\$211K	\$275K	\$139K	\$148K	\$116K	\$146K	\$142K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K
Percent Change from Prior Year	-20%	-7%	-12%	-32%	-19%	4%	124%	284%	-42%	49%	-10%	71%	-37%

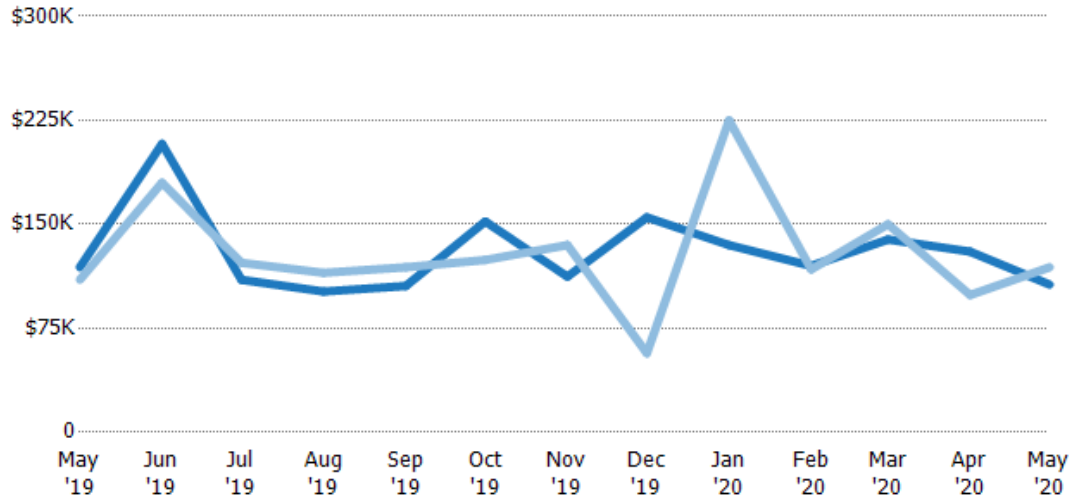
## Median Sales Price

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.
May '20	\$107K	-10.5%
May '19	\$119K	8.2%
May '18	\$110K	-4.2%



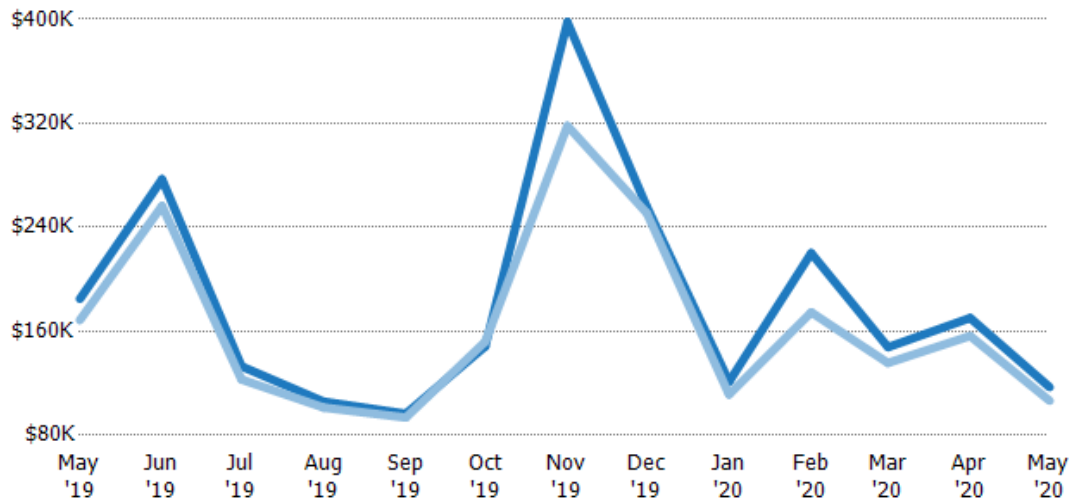
Current Year	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K
Prior Year	\$110K	\$180K	\$122K	\$115K	\$119K	\$124K	\$135K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K
Percent Change from Prior Year	8%	16%	-10%	-12%	-11%	22%	-17%	172%	-40%	2%	-7%	32%	-11%

## 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



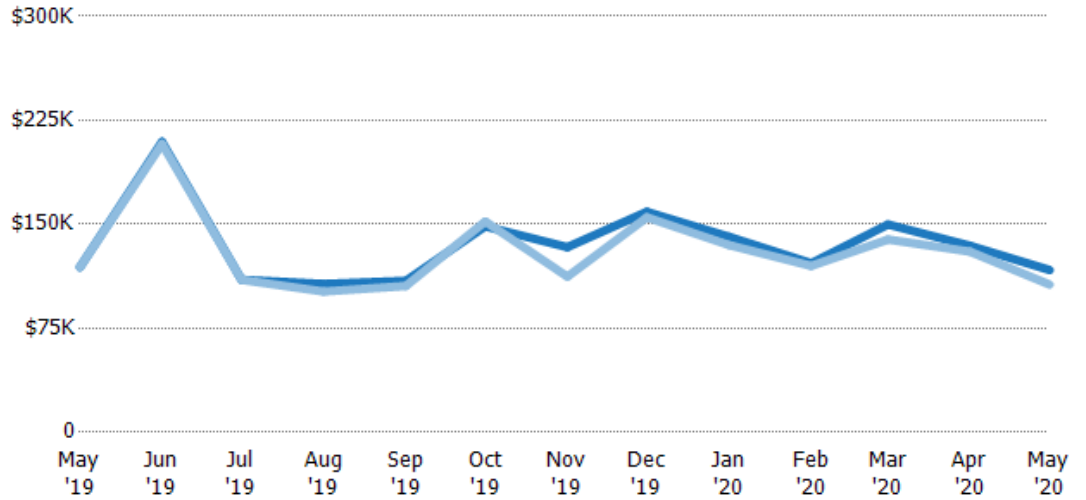
Avg List Price	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K
Avg Sales Price	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K
Avg Sales Price as a % of Avg List Price	91%	93%	92%	96%	97%	102%	80%	98%	92%	79%	92%	92%	91%

## 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



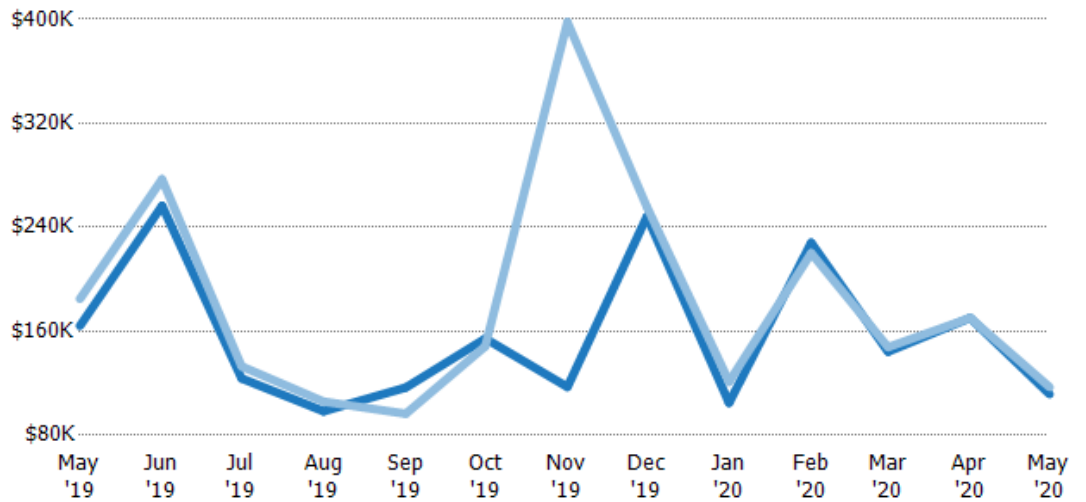
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K
Median Sales Price	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K
Med Sales Price as a % of Med List Price	100%	99%	100%	95%	97%	102%	84%	97%	96%	98%	93%	97%	91%

## 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



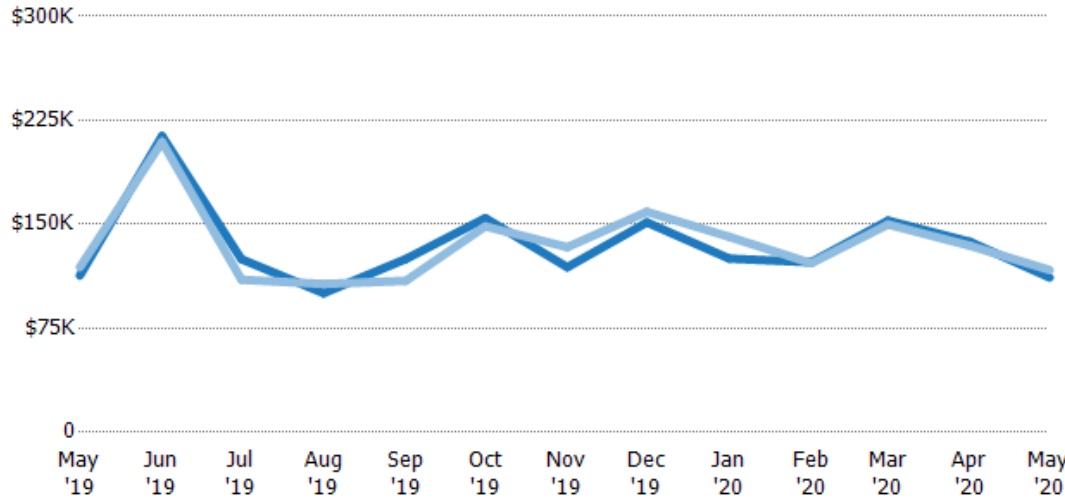
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$164K	\$257K	\$124K	\$98.5K	\$117K	\$154K	\$117K	\$248K	\$105K	\$228K	\$144K	\$170K	\$112K
Avg Sales Price	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K
Avg Sales Price as a % of Avg Est Value	113%	108%	107%	108%	83%	96%	340%	103%	115%	96%	102%	100%	105%

## 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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$113K	\$214K	\$125K	\$100K	\$125K	\$154K	\$119K	\$151K	\$125K	\$123K	\$153K	\$137K	\$112K
Median Sales Price	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K
Med Sales Price as a % of Med Est Value	105%	98%	88%	107%	87%	96%	112%	105%	113%	99%	98%	98%	105%