

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	15	-40%	32	53	-39.6%
New Listing Volume	\$2,772,800	\$2,774,024	0%	\$8,377,300	\$10,051,574	-16.7%
Active Listing Count	25	47	-46.8%	N/A	N/A	
Active Listing Volume	\$9,775,200	\$13,372,974	-26.9%	N/A	N/A	
Average Listing Price	\$391,008	\$284,531	+37.4%	\$302,625	\$308,961	-2.1%
Median Listing Price	\$379,000	\$142,000	+166.9%	\$235,538	\$165,878	+42%
Median Days in RPR	153	51	+200%	193.46	122.36	+58.1%
Months of Inventory	12.5	5.2	+139.4%	7.8	7.4	+5.3%
Absorption Rate	8%	19.15%	-11.1%	12.89%	13.57%	-0.7%
Sales Activity Charts Metrics						
New Pending Sales Count	8	8	+/-	52	35	+48.6%
New Pending Sales Volume	\$1,345,900	\$1,012,400	+32.9%	\$9,178,200	\$4,551,340	+101.7%
Pending Sales Count	20	9	+122.2%	N/A	N/A	
Pending Sales Volume	\$3,903,100	\$1,237,700	+215.4%	N/A	N/A	
Closed Sales Count	4	5	-20%	26	25	+4%
Closed Sales Volume	\$635,000	\$893,000	-28.9%	\$3,692,500	\$3,825,940	-3.5%
Average Sales Price	\$158,750	\$178,600	-11.1%	\$142,019	\$153,038	-7.2%
Median Sales Price	\$147,500	\$187,000	-21.1%	\$131,885	\$142,440	-7.4%

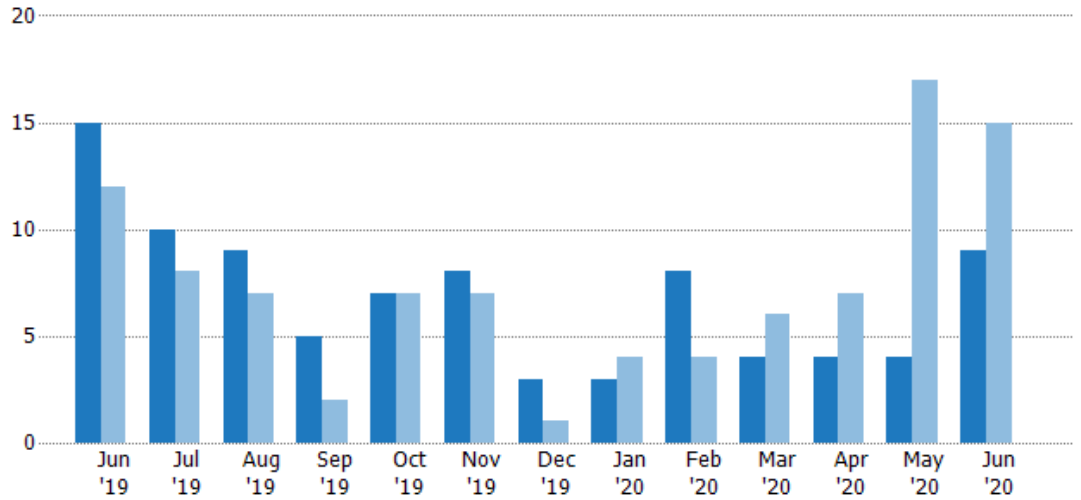
New Listings

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.
Jun '20	9	-40%
Jun '19	15	25%
Jun '18	12	-8.3%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	15	10	9	5	7	8	3	3	8	4	4	4	9
Prior Year	12	8	7	2	7	7	1	4	4	6	7	17	15
Percent Change from Prior Year	25%	25%	29%	150%	0%	14%	200%	-25%	100%	-33%	-43%	-76%	-40%

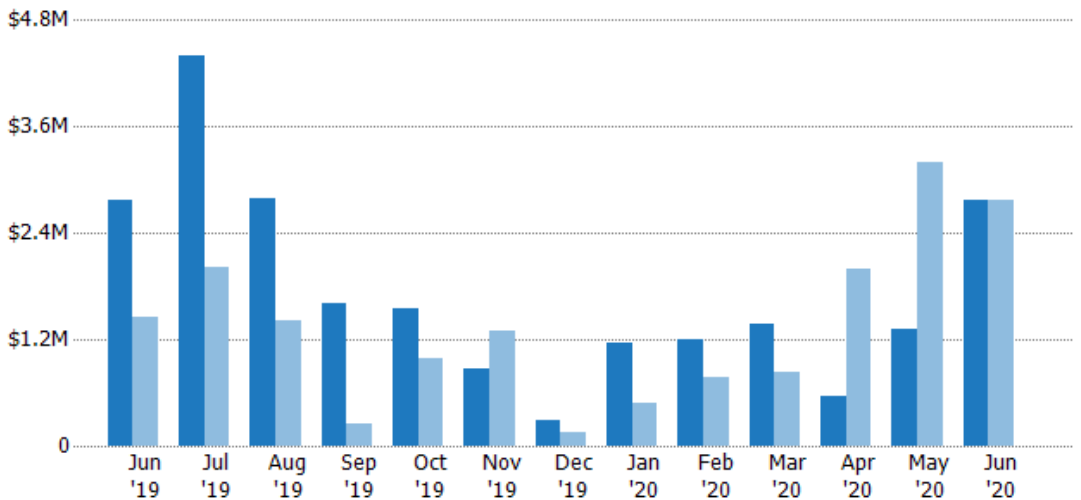
New Listing Volume

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.
Jun '20	\$2.77M	0%
Jun '19	\$2.77M	90.6%
Jun '18	\$1.46M	55.2%



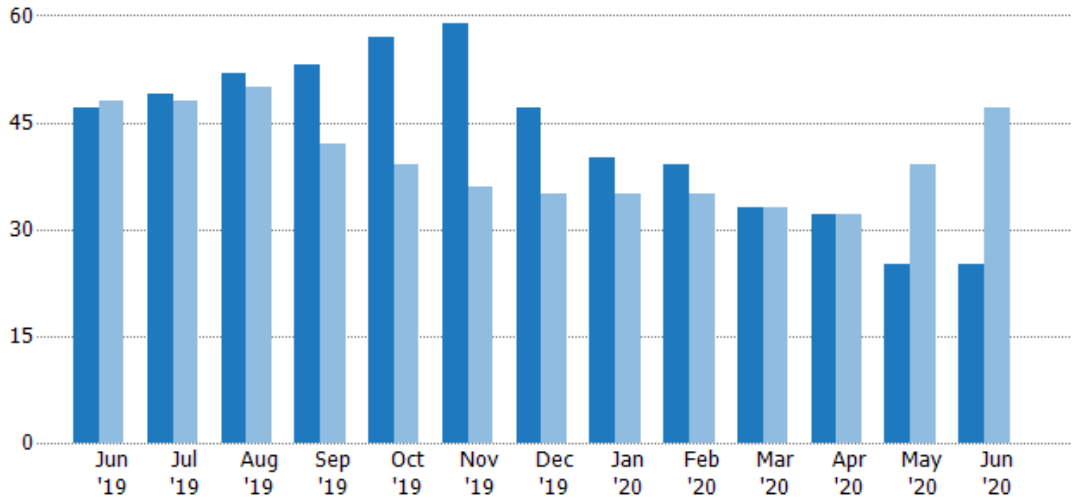
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$2.77M	\$4.39M	\$2.78M	\$1.6M	\$1.55M	\$867K	\$293K	\$1.16M	\$1.2M	\$1.38M	\$556K	\$1.31M	\$2.77M
Prior Year	\$1.46M	\$2.01M	\$1.42M	\$255K	\$987K	\$1.29M	\$145K	\$489K	\$763K	\$832K	\$2M	\$3.2M	\$2.77M
Percent Change from Prior Year	91%	118%	97%	527%	57%	-33%	102%	137%	58%	66%	-72%	-59%	0%

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.
Jun '20	25	-46.8%
Jun '19	47	-2.1%
Jun '18	48	10.4%

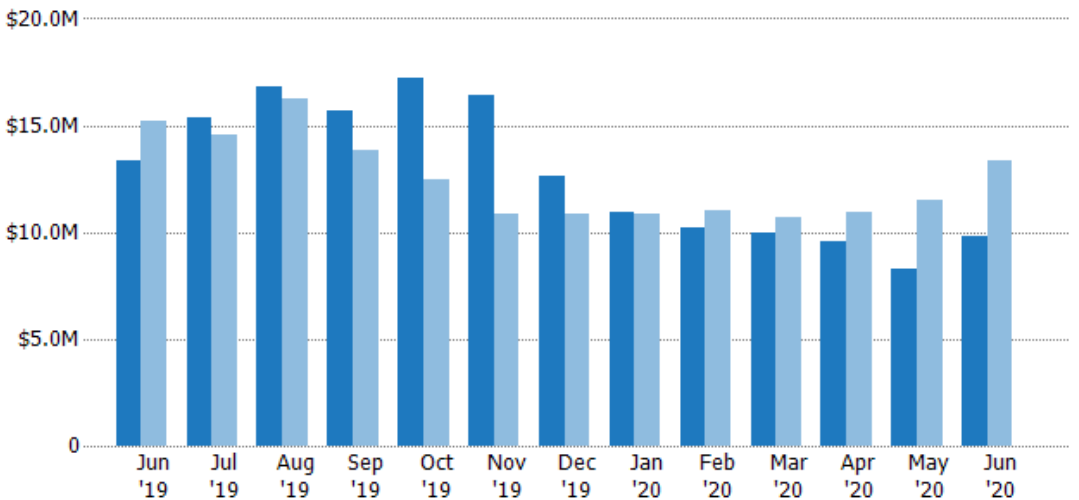
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	47	49	52	53	57	59	47	40	39	33	32	25	25
Prior Year	48	48	50	42	39	36	35	35	35	33	32	39	47
Percent Change from Prior Year	-2%	2%	4%	26%	46%	64%	34%	14%	11%	0%	0%	-36%	-47%

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.
Jun '20	\$9.78M	-26.9%
Jun '19	\$13.4M	-12.1%
Jun '18	\$15.2M	4.5%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$13.4M	\$15.4M	\$16.8M	\$15.7M	\$17.2M	\$16.4M	\$12.6M	\$10.9M	\$10.2M	\$9.94M	\$9.55M	\$8.29M	\$9.78M
Prior Year	\$15.2M	\$14.5M	\$16.2M	\$13.8M	\$12.5M	\$10.9M	\$10.8M	\$10.8M	\$11M	\$10.7M	\$10.9M	\$11.5M	\$13.4M
Percent Change from Prior Year	-12%	6%	4%	14%	38%	51%	16%	1%	-7%	-7%	-12%	-28%	-27%

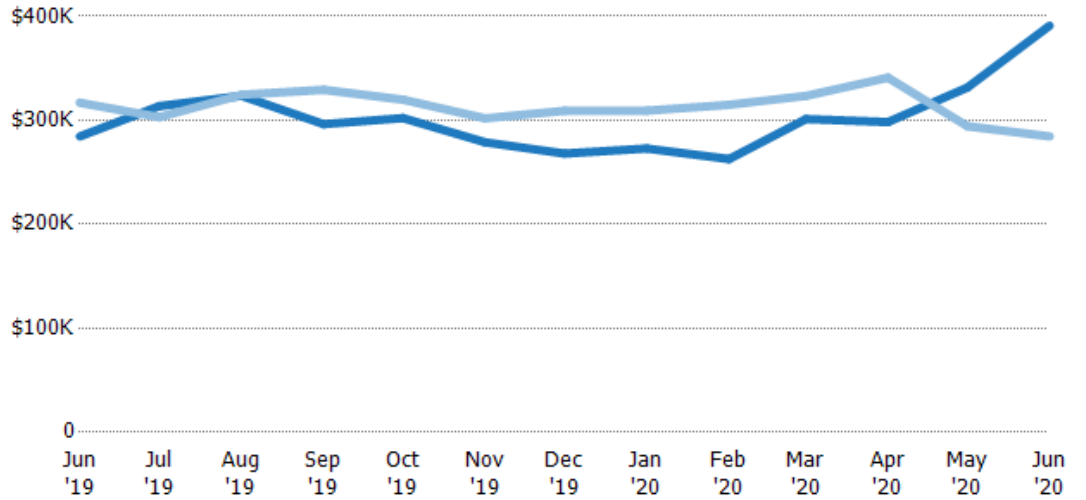
Average Listing Price

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.
Jun '20	\$391K	37.4%
Jun '19	\$285K	-10.2%
Jun '18	\$317K	-5.4%



Current Year	\$285K	\$314K	\$324K	\$296K	\$302K	\$279K	\$268K	\$273K	\$263K	\$301K	\$298K	\$332K	\$391K
Prior Year	\$317K	\$303K	\$325K	\$329K	\$320K	\$302K	\$309K	\$309K	\$315K	\$323K	\$341K	\$294K	\$285K
Percent Change from Prior Year	-10%	4%	0%	-10%	-6%	-8%	-13%	-12%	-17%	-7%	-12%	13%	37%

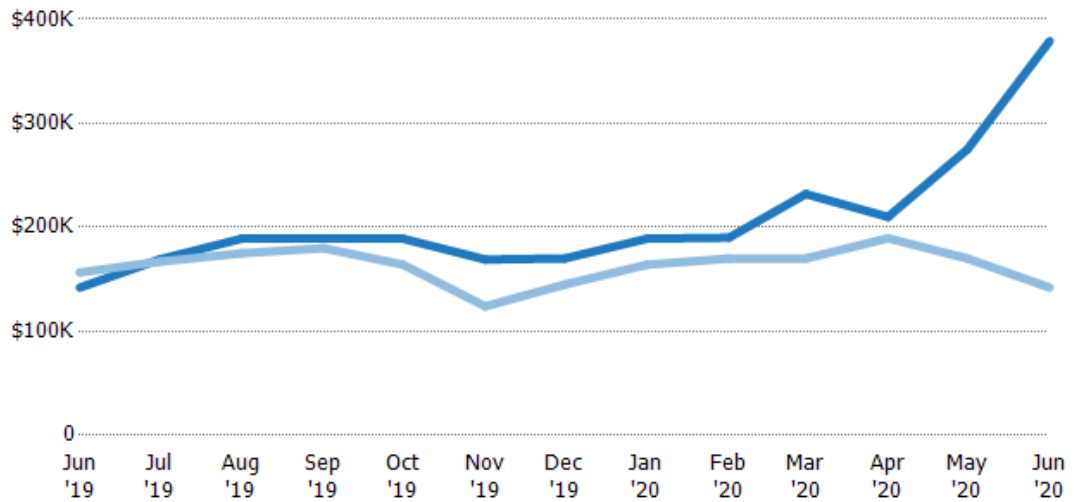
Median Listing Price

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.
Jun '20	\$379K	166.9%
Jun '19	\$142K	-9.3%
Jun '18	\$157K	-5.5%



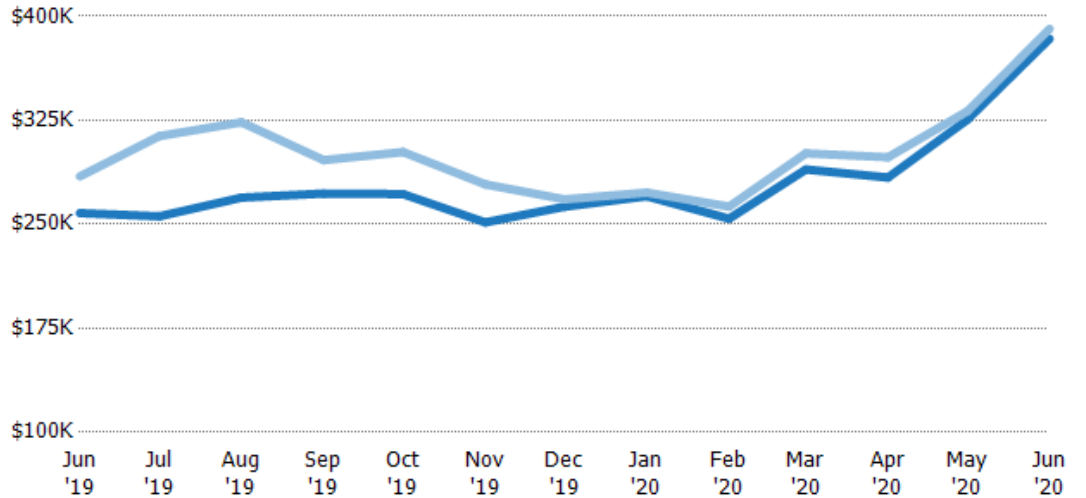
Current Year	\$142K	\$169K	\$189K	\$189K	\$189K	\$169K	\$170K	\$189K	\$190K	\$232K	\$210K	\$275K	\$379K
Prior Year	\$157K	\$167K	\$175K	\$180K	\$164K	\$124K	\$145K	\$164K	\$170K	\$170K	\$189K	\$170K	\$142K
Percent Change from Prior Year	-9%	1%	8%	5%	15%	36%	17%	15%	12%	36%	11%	62%	167%

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

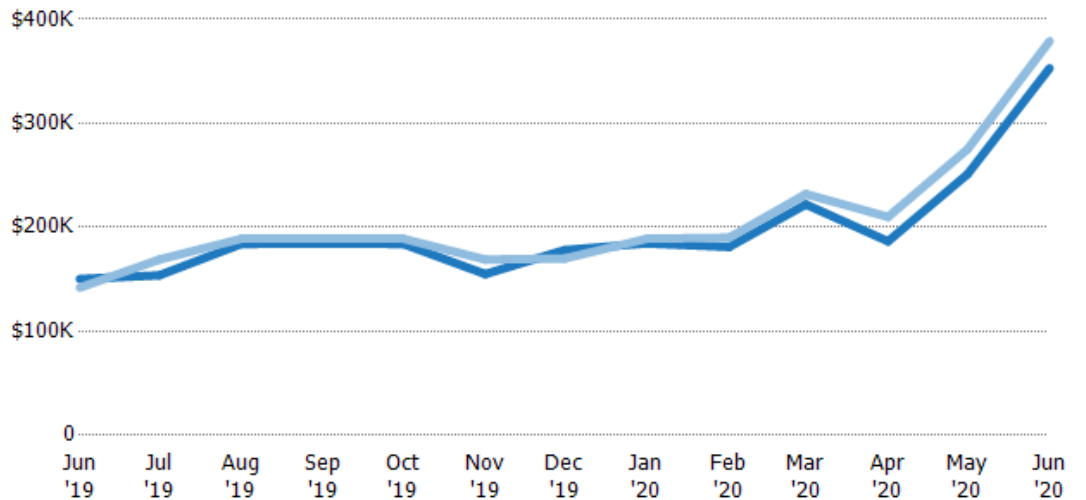


Median Listing Price vs Median Est Value

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

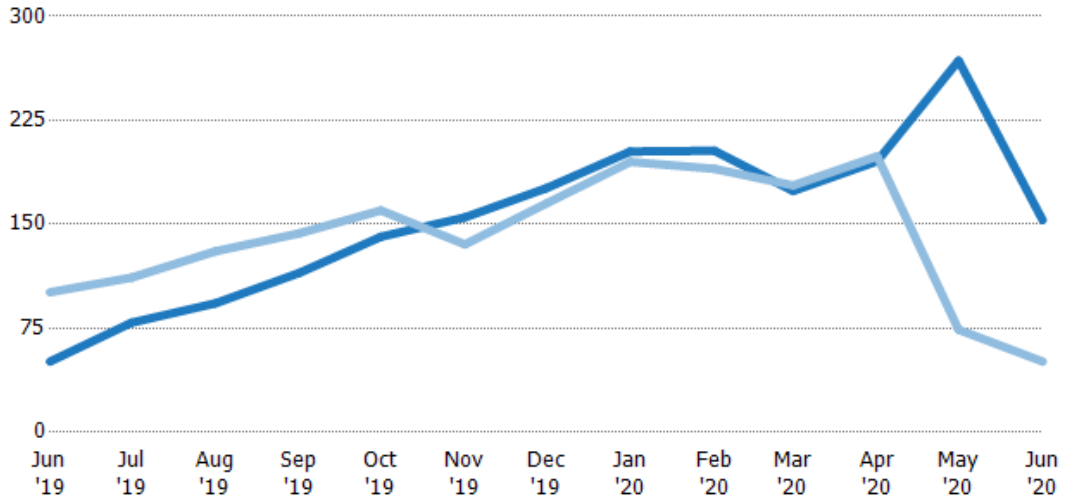


Median Days in RPR

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,
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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



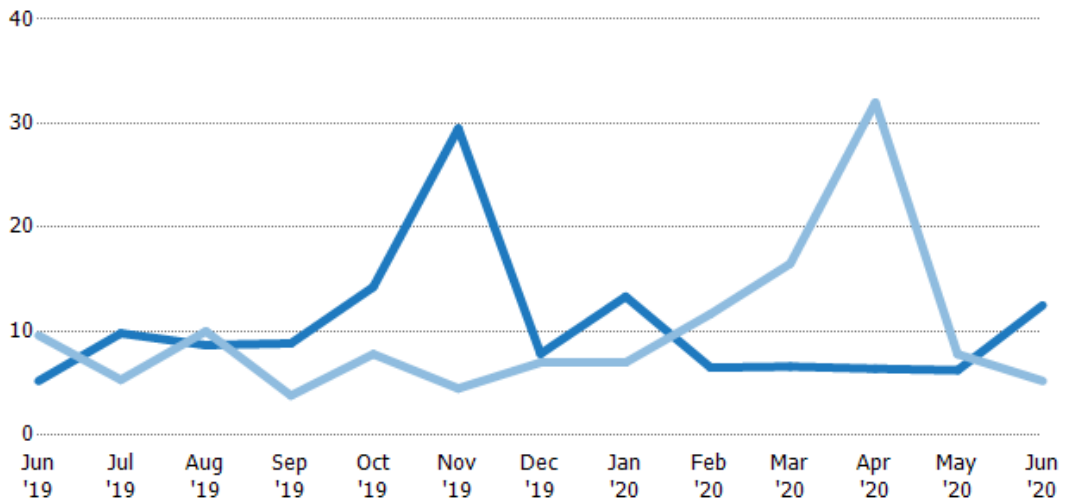
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	51	79	93	115	141	155	176	203	203	174	196	268	153
Prior Year	101	112	131	144	160	136	165	195	190	178	199	74	51
Percent Change from Prior Year	-50%	-29%	-29%	-20%	-12%	14%	7%	4%	7%	-2%	-2%	262%	200%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	5.22	9.8	8.67	8.83	14.3	29.5	7.83	13.3	6.5	6.6	6.4	6.25	12.5
Prior Year	9.6	5.33	10	3.82	7.8	4.5	7	7	11.7	16.5	32	7.8	5.22
Percent Change from Prior Year	-46%	84%	-13%	131%	83%	556%	12%	90%	-44%	-60%	-80%	-20%	139%

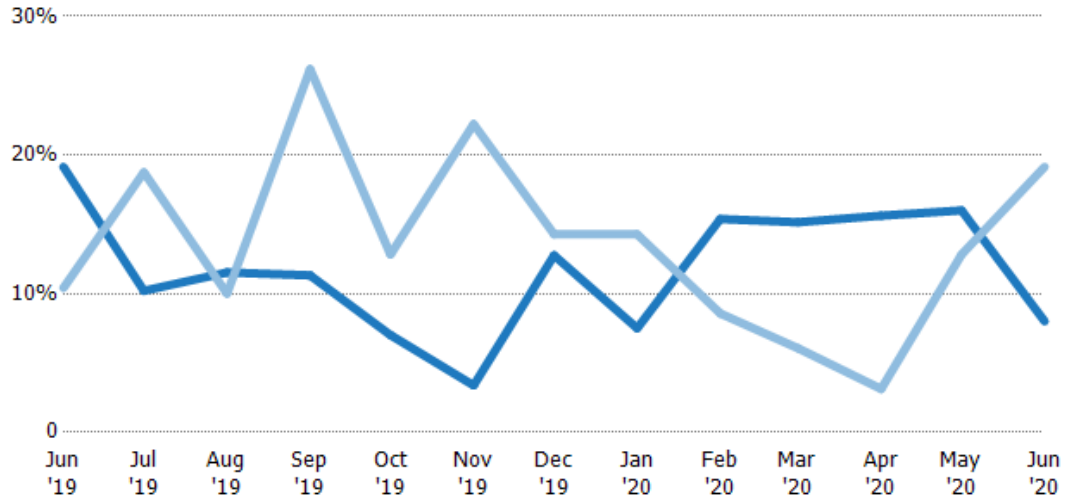
Absorption Rate

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.
Jun '20	8%	11.1%
Jun '19	19%	-8.7%
Jun '18	10%	8.7%



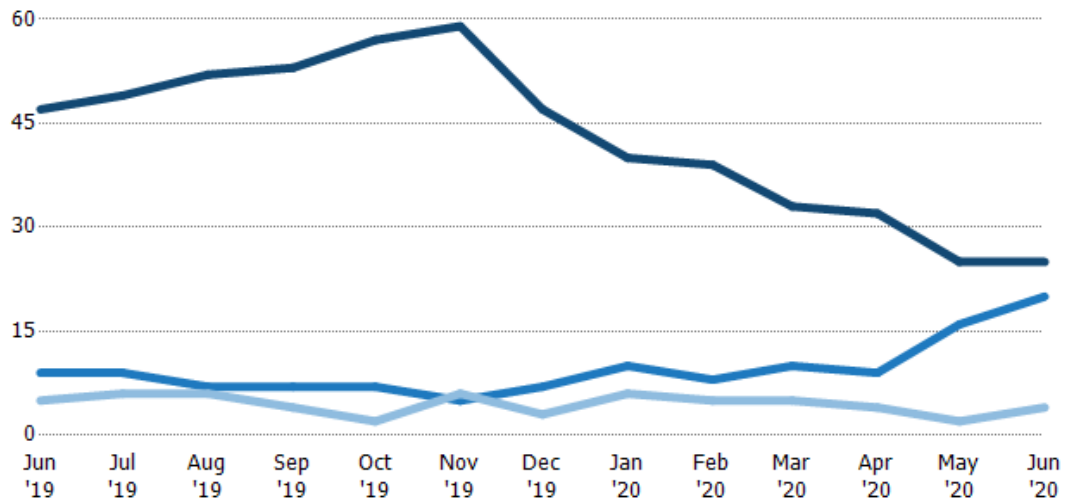
Current Year	19%	10%	12%	11%	7%	3%	13%	8%	15%	15%	16%	16%	8%
Prior Year	10%	19%	10%	26%	13%	22%	14%	14%	9%	6%	3%	13%	19%
Change from Prior Year	-9%	9%	-2%	15%	6%	19%	2%	7%	-7%	-9%	-13%	-3%	11%

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	47	49	52	53	57	59	47	40	39	33	32	25	25
Pending	9	9	7	7	7	5	7	10	8	10	9	16	20
Sold	5	6	6	4	2	6	3	6	5	5	4	2	4

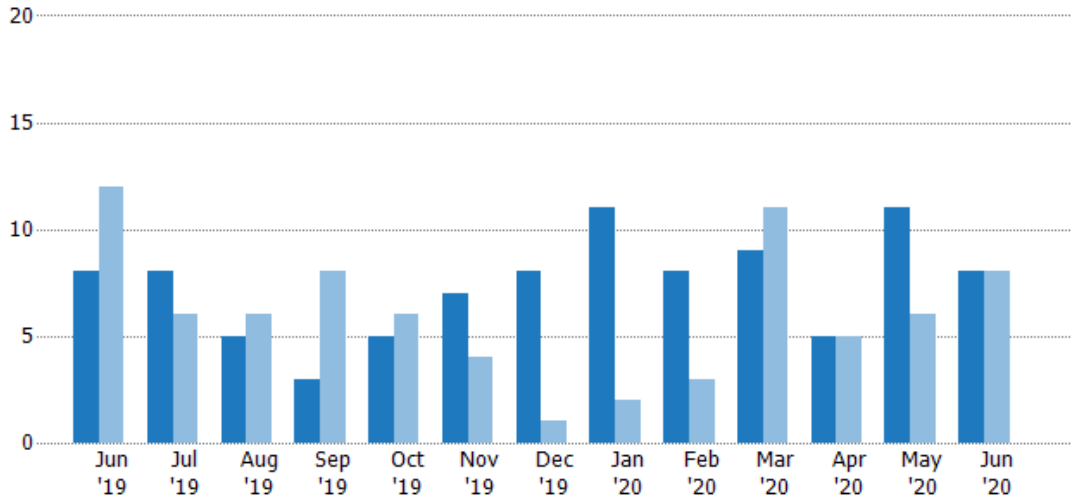
New Pending Sales

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.
Jun '20	8	0%
Jun '19	8	-33.3%
Jun '18	12	-41.7%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	8	8	5	3	5	7	8	11	8	9	5	11	8
Prior Year	12	6	6	8	6	4	1	2	3	11	5	6	8
Percent Change from Prior Year	-33%	33%	-17%	-63%	-17%	75%	700%	450%	167%	-18%	0%	83%	0%

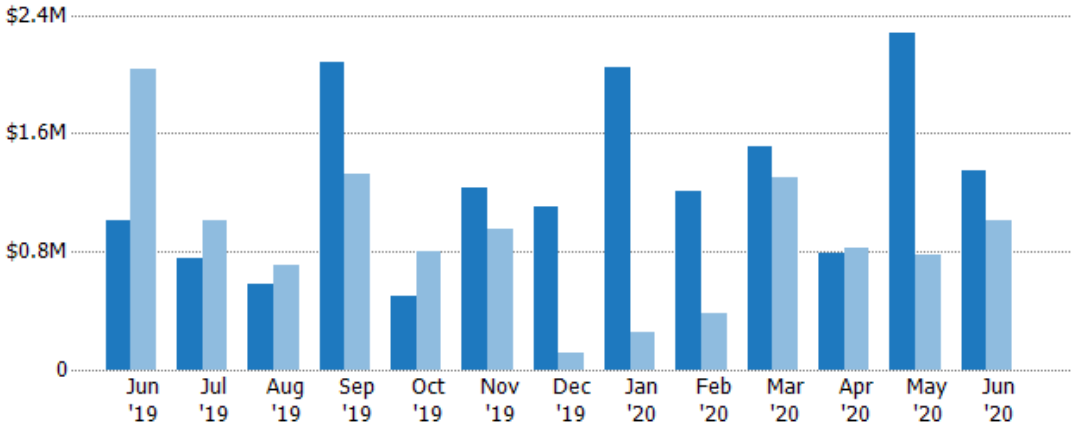
New Pending Sales Volume

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.
Jun '20	\$1.35M	32.9%
Jun '19	\$1.01M	-50.2%
Jun '18	\$2.03M	-38.4%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.11M	\$2.05M	\$1.21M	\$1.51M	\$791K	\$2.28M	\$1.35M
Prior Year	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$117K	\$254K	\$382K	\$1.31M	\$821K	\$777K	\$1.01M
Percent Change from Prior Year	-50%	-25%	-17%	57%	-38%	30%	846%	706%	216%	16%	-4%	193%	33%

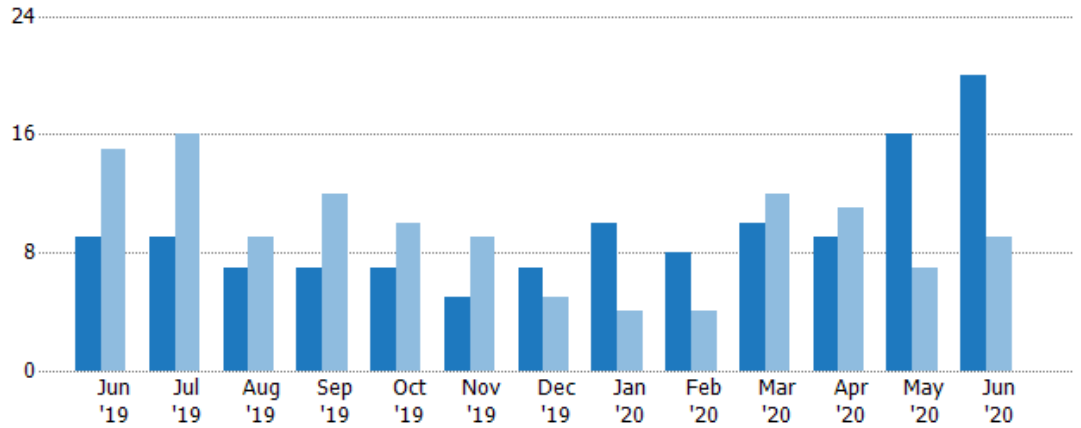
Pending Sales

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.
Jun '20	20	122.2%
Jun '19	9	-40%
Jun '18	15	-26.7%



Current Year	9	9	7	7	7	5	7	10	8	10	9	16	20
Prior Year	15	16	9	12	10	9	5	4	4	12	11	7	9
Percent Change from Prior Year	-40%	-44%	-22%	-42%	-30%	-44%	40%	150%	100%	-17%	-18%	129%	122%

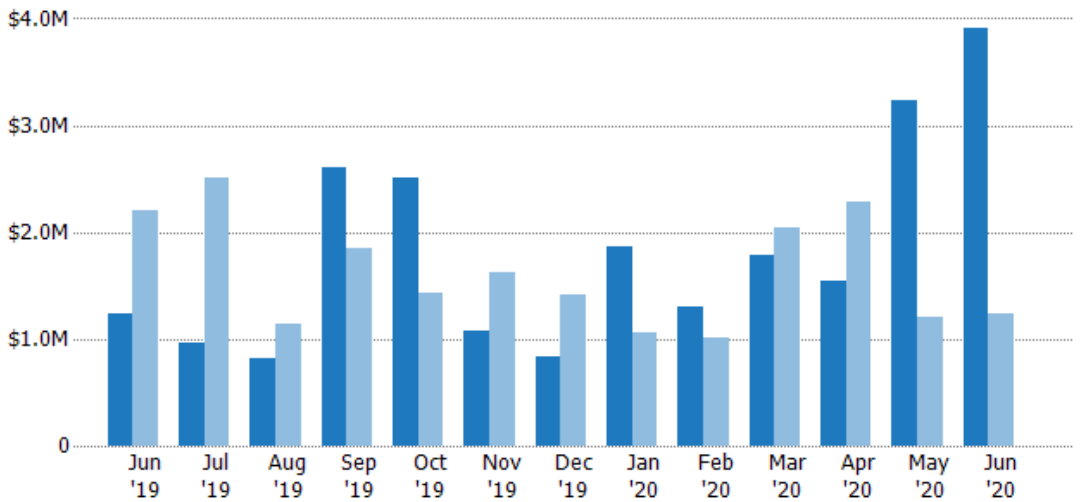
Pending Sales Volume

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.
Jun '20	\$3.9M	215.4%
Jun '19	\$1.24M	-43.7%
Jun '18	\$2.2M	3.5%



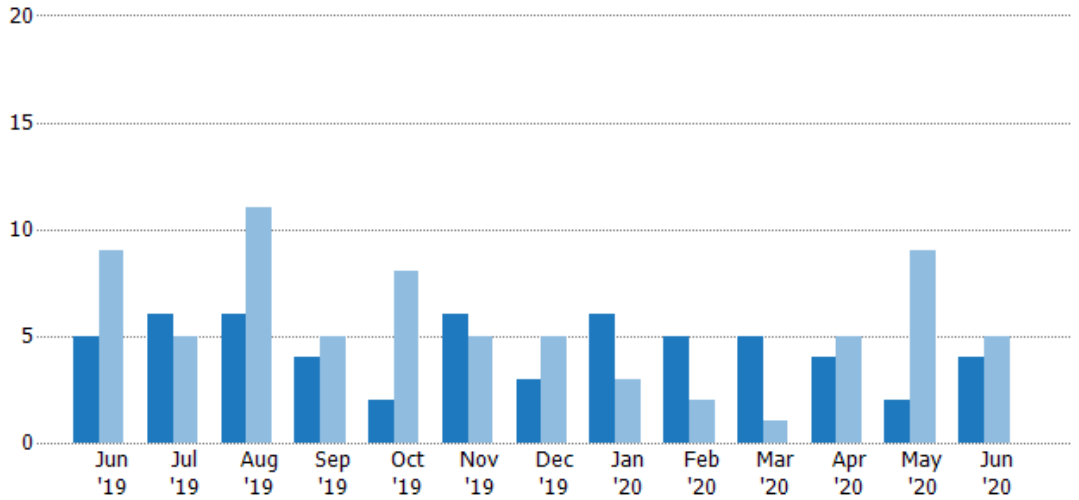
Current Year	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.3M	\$1.79M	\$1.54M	\$3.23M	\$3.9M
Prior Year	\$2.2M	\$2.52M	\$1.13M	\$1.85M	\$1.43M	\$1.63M	\$1.41M	\$1.07M	\$1.02M	\$2.04M	\$2.28M	\$1.2M	\$1.24M
Percent Change from Prior Year	-44%	-62%	-27%	41%	76%	-33%	-41%	75%	28%	-12%	-33%	169%	215%

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



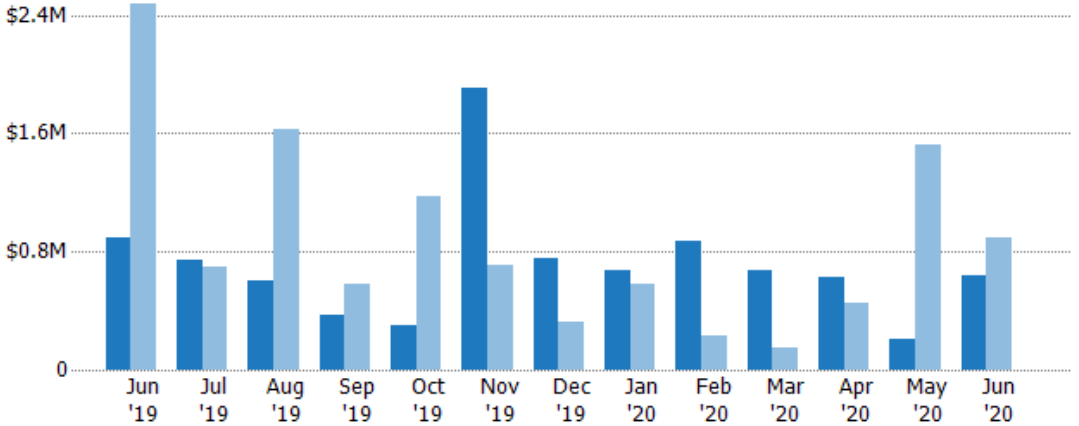
Month/Year	Count	% Chg.
Jun '20	4	-20%
Jun '19	5	-44.4%
Jun '18	9	-11.1%

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.
Jun '20	\$635K	-28.9%
Jun '19	\$893K	-63.9%
Jun '18	\$2.47M	-59%

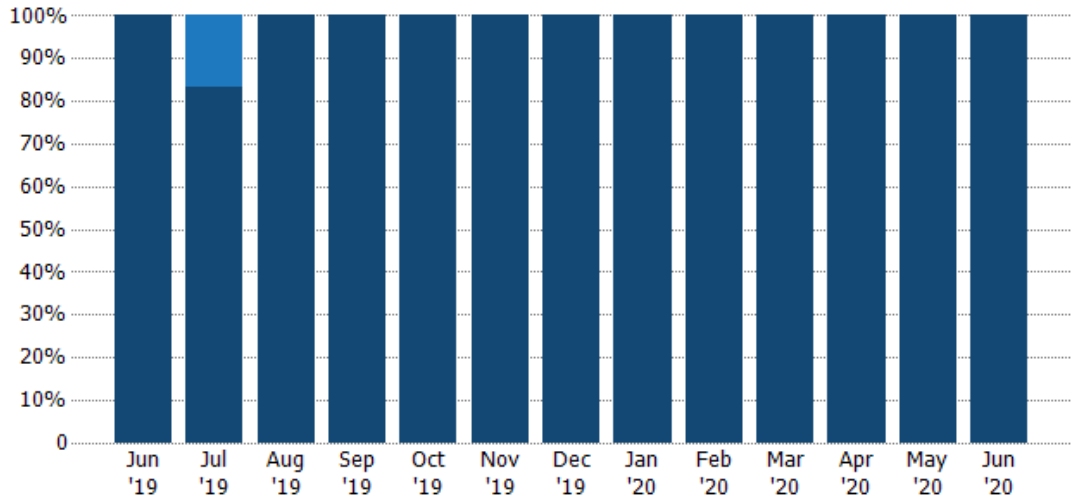
Closed Sales by Property Type

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

Average Sales Price

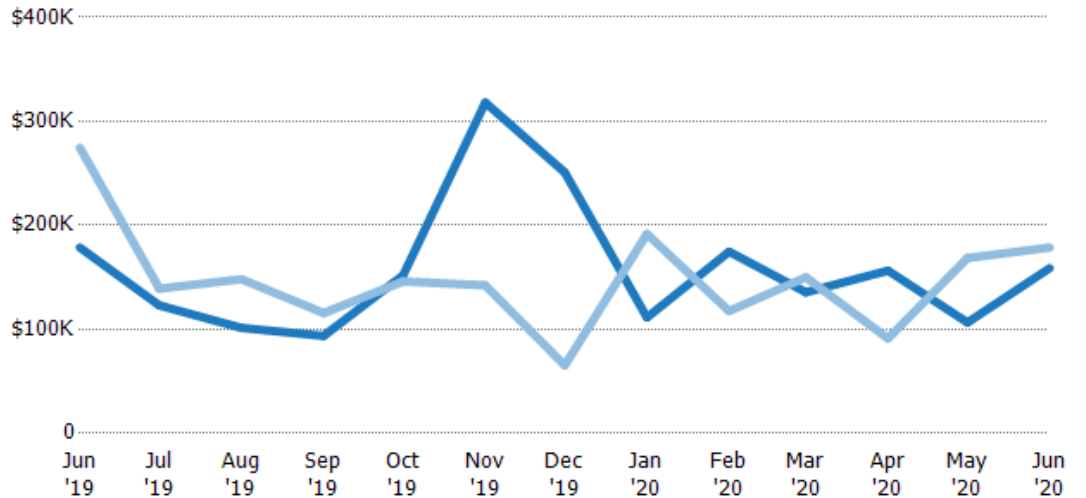
The average sales price of the residential properties sold each month.

Filters Used

ZIP: North Springfield, VT 05150,
Springfield, VT 05156

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/Year	Price	% Chg.
Jun '20	\$159K	-11.1%
Jun '19	\$179K	-35%
Jun '18	\$275K	-53.9%



Current Year	\$179K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K
Prior Year	\$275K	\$139K	\$148K	\$116K	\$146K	\$142K	\$65.3K	\$192K	\$118K	\$150K	\$91.2K	\$169K	\$179K
Percent Change from Prior Year	-35%	-12%	-32%	-19%	4%	124%	284%	-42%	49%	-10%	71%	-37%	-11%

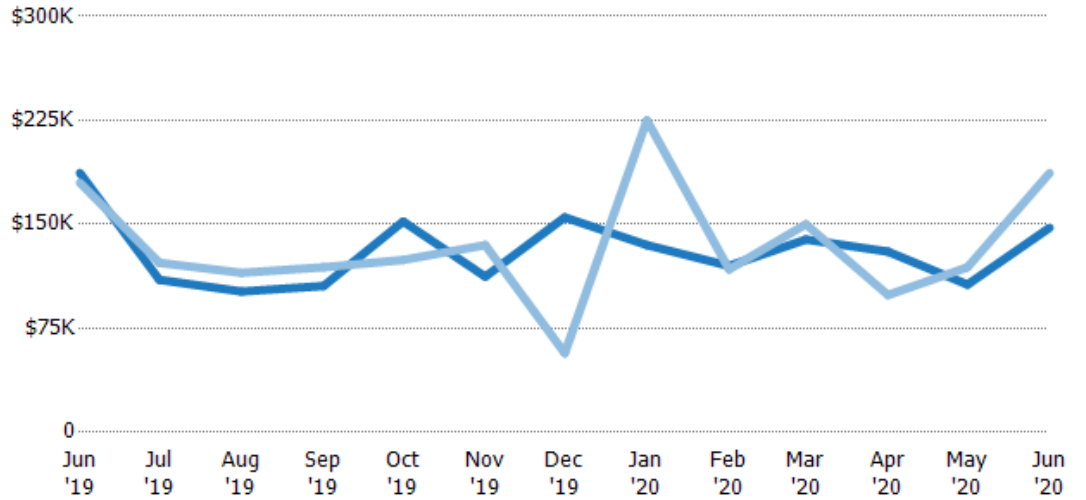
Median Sales Price

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.
Jun '20	\$148K	-21.1%
Jun '19	\$187K	3.9%
Jun '18	\$180K	-28.8%



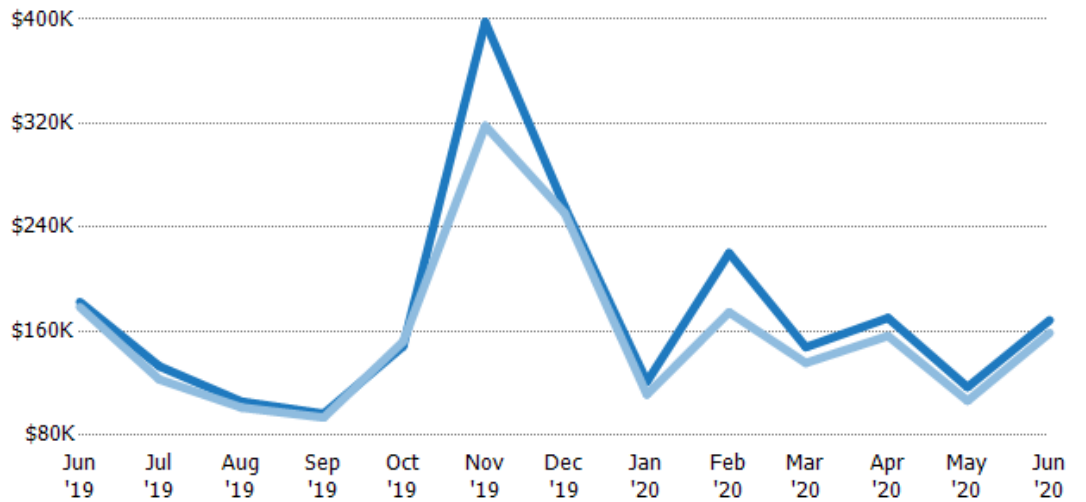
Current Year	\$187K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K
Prior Year	\$180K	\$122K	\$115K	\$119K	\$124K	\$135K	\$57K	\$225K	\$118K	\$150K	\$99K	\$119K	\$187K
Percent Change from Prior Year	4%	-10%	-12%	-11%	22%	-17%	172%	-40%	2%	-7%	32%	-11%	-21%

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



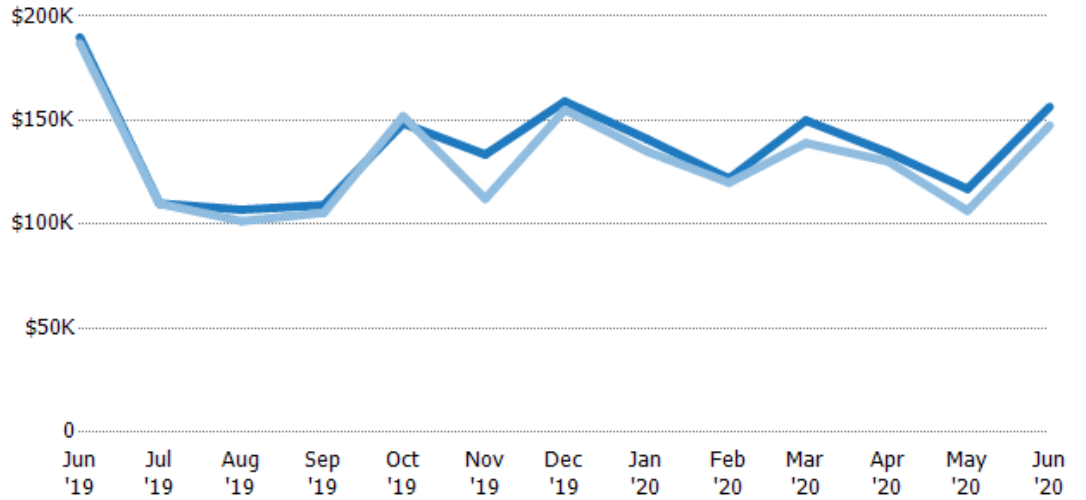
Avg List Price	\$183K	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K
Avg Sales Price	\$179K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K
Avg Sales Price as a % of Avg List Price	98%	92%	96%	97%	102%	80%	98%	92%	79%	92%	92%	91%	94%

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



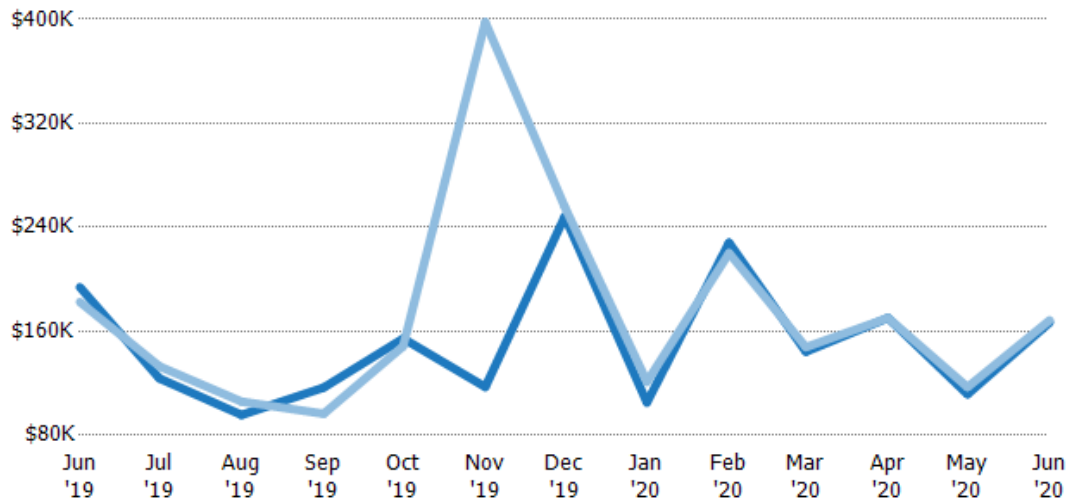
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$190K	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K
Median Sales Price	\$187K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K
Med Sales Price as a % of Med List Price	98%	100%	95%	97%	102%	84%	97%	96%	98%	93%	97%	91%	94%

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



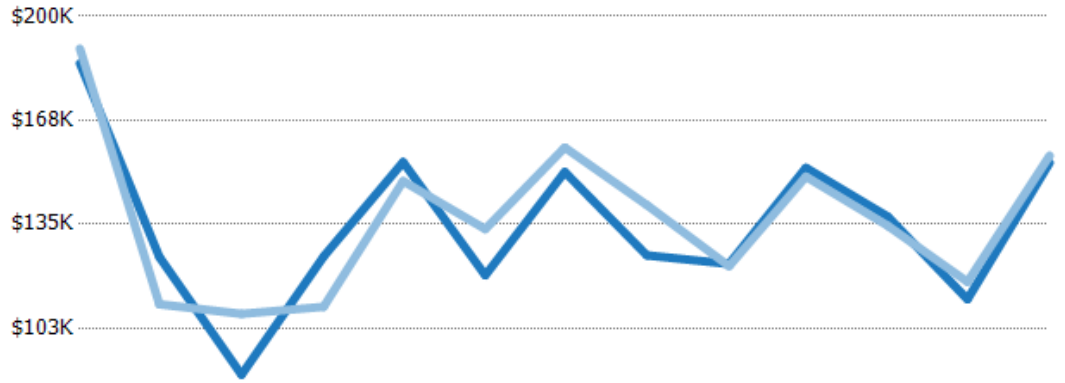
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$194K	\$124K	\$95.6K	\$117K	\$154K	\$117K	\$248K	\$105K	\$228K	\$144K	\$170K	\$112K	\$167K
Avg Sales Price	\$183K	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K
Avg Sales Price as a % of Avg Est Value	94%	107%	111%	83%	96%	340%	103%	115%	96%	102%	100%	105%	101%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$185K	\$125K	\$88K	\$125K	\$154K	\$119K	\$151K	\$125K	\$123K	\$153K	\$137K	\$112K	\$154K
Median Sales Price	\$190K	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K
Med Sales Price as a % of Med Est Value	102%	88%	122%	87%	96%	112%	105%	113%	99%	98%	98%	105%	101%