

Summary of Key Listing and Sales Metrics

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

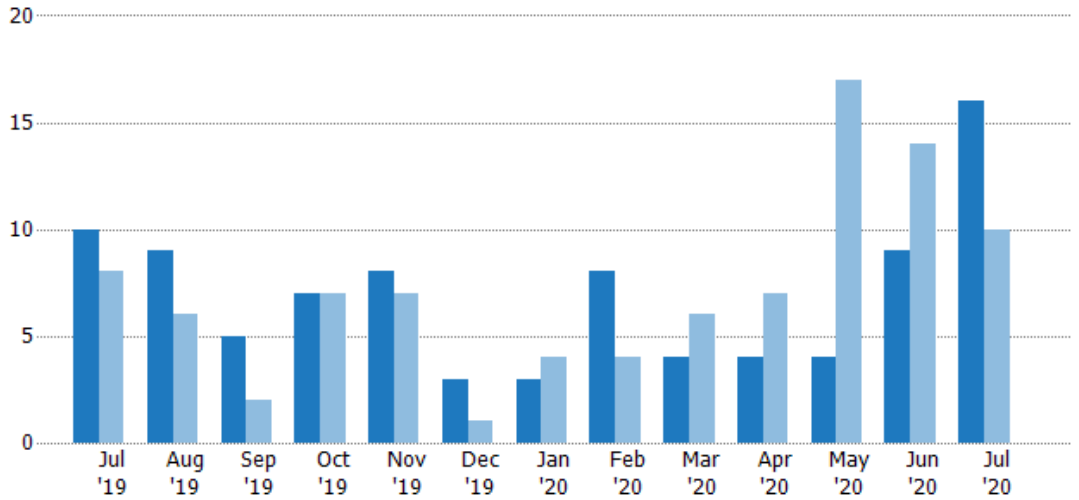
Key Metrics	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	10	+60%	48	62	-22.6%
New Listing Volume	\$5,645,400	\$4,392,300	+28.5%	\$13,909,700	\$13,554,874	+2.6%
Active Listing Count	27	48	-43.8%	N/A	N/A	
Active Listing Volume	\$11,285,700	\$14,368,324	-21.5%	N/A	N/A	
Average Listing Price	\$417,989	\$299,340	+39.6%	\$309,641	\$289,693	+6.9%
Median Listing Price	\$375,000	\$168,950	+122%	\$251,641	\$152,662	+64.8%
Median Days in RPR	39	80.5	-51.6%	147.46	113.78	+29.6%
Months of Inventory	6.8	9.6	-29.7%	7.4	7.7	-4%
Absorption Rate	14.81%	10.42%	+4.4%	13.45%	12.92%	+0.5%
Sales Activity Charts Metrics						
New Pending Sales Count	12	8	+50%	64	42	+52.4%
New Pending Sales Volume	\$2,717,400	\$756,450	+259.2%	\$11,895,600	\$5,143,790	+131.3%
Pending Sales Count	18	9	+100%	N/A	N/A	
Pending Sales Volume	\$3,848,400	\$962,350	+299.9%	N/A	N/A	
Closed Sales Count	11	6	+83.3%	37	30	+23.3%
Closed Sales Volume	\$1,958,800	\$737,400	+165.6%	\$5,651,300	\$4,413,340	+28.1%
Average Sales Price	\$178,073	\$122,900	+44.9%	\$152,738	\$147,111	+3.8%
Median Sales Price	\$139,900	\$109,950	+27.2%	\$134,268	\$135,690	-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



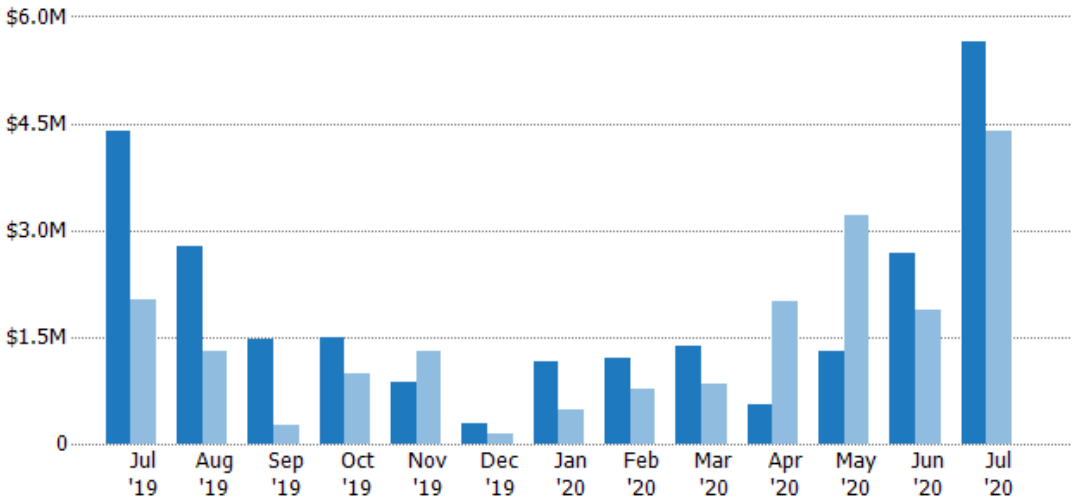
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	10	9	5	7	8	3	3	8	4	4	4	9	16
Prior Year	8	6	2	7	7	1	4	4	6	7	17	14	10
Percent Change from Prior Year	25%	50%	150%	0%	14%	200%	-25%	100%	-33%	-43%	-76%	-36%	60%

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



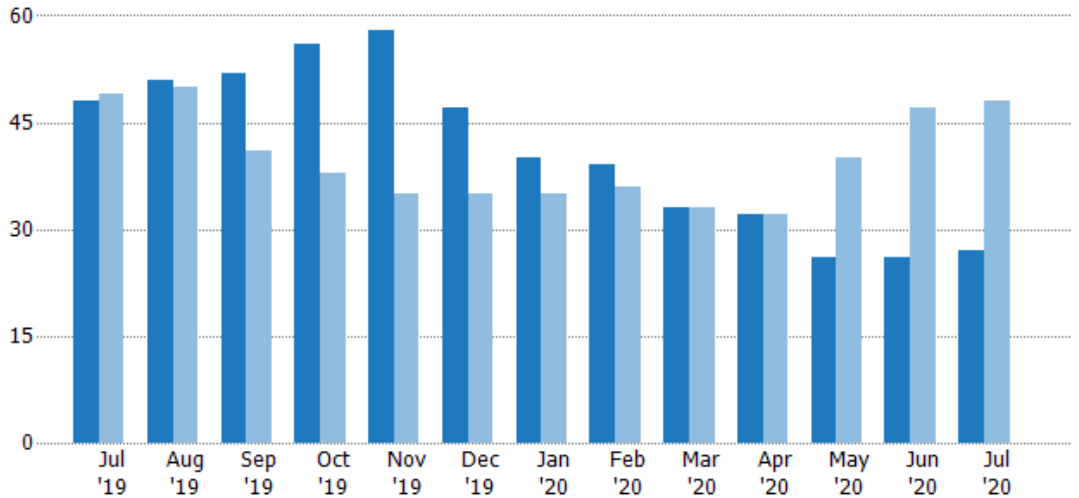
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$4.39M	\$2.78M	\$1.47M	\$1.5M	\$867K	\$293K	\$1.15M	\$1.2M	\$1.38M	\$556K	\$1.31M	\$2.67M	\$5.65M
Prior Year	\$2.01M	\$1.3M	\$255K	\$987K	\$1.29M	\$145K	\$489K	\$763K	\$832K	\$2M	\$3.2M	\$1.89M	\$4.39M
Percent Change from Prior Year	118%	114%	476%	52%	-33%	102%	135%	58%	66%	-72%	-59%	42%	29%

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.
Jul '20	27	-43.8%
Jul '19	48	-2%
Jul '18	49	6.1%

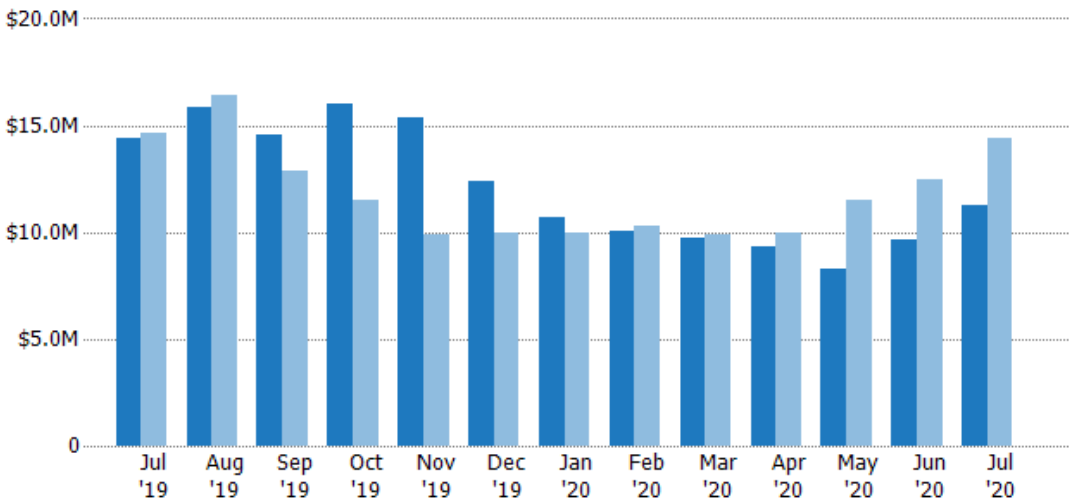
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	48	51	52	56	58	47	40	39	33	32	26	26	27
Prior Year	49	50	41	38	35	35	35	36	33	32	40	47	48
Percent Change from Prior Year	-2%	2%	27%	47%	66%	34%	14%	8%	0%	0%	-35%	-45%	-44%

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.
Jul '20	\$11.3M	-21.5%
Jul '19	\$14.4M	-2.1%
Jul '18	\$14.7M	-5.3%

	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$14.4M	\$15.8M	\$14.6M	\$16M	\$15.4M	\$12.4M	\$10.7M	\$10.1M	\$9.75M	\$9.36M	\$8.25M	\$9.63M	\$11.3M
Prior Year	\$14.7M	\$16.4M	\$12.9M	\$11.5M	\$9.89M	\$9.96M	\$9.97M	\$10.3M	\$9.86M	\$9.99M	\$11.5M	\$12.5M	\$14.4M
Percent Change from Prior Year	-2%	-3%	13%	40%	55%	25%	8%	-3%	-1%	-6%	-28%	-23%	-21%

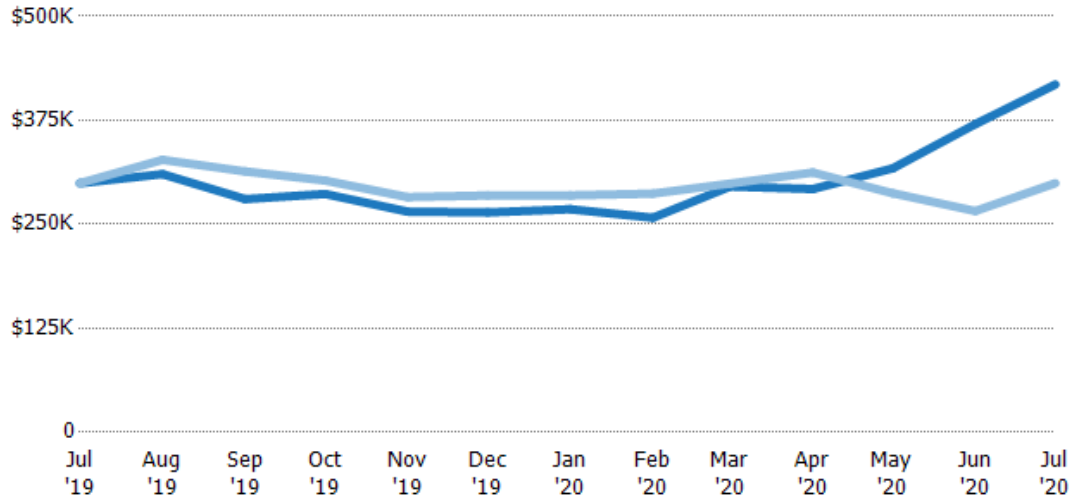
Average Listing Price

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.
Jul '20	\$418K	39.6%
Jul '19	\$299K	0%
Jul '18	\$299K	-10.7%



Current Year	\$299K	\$310K	\$280K	\$286K	\$265K	\$264K	\$268K	\$258K	\$295K	\$292K	\$317K	\$370K	\$418K
Prior Year	\$299K	\$327K	\$314K	\$303K	\$283K	\$285K	\$285K	\$287K	\$299K	\$312K	\$287K	\$266K	\$299K
Percent Change from Prior Year	0%	-5%	-11%	-5%	-6%	-7%	-6%	-10%	-1%	-6%	10%	39%	40%

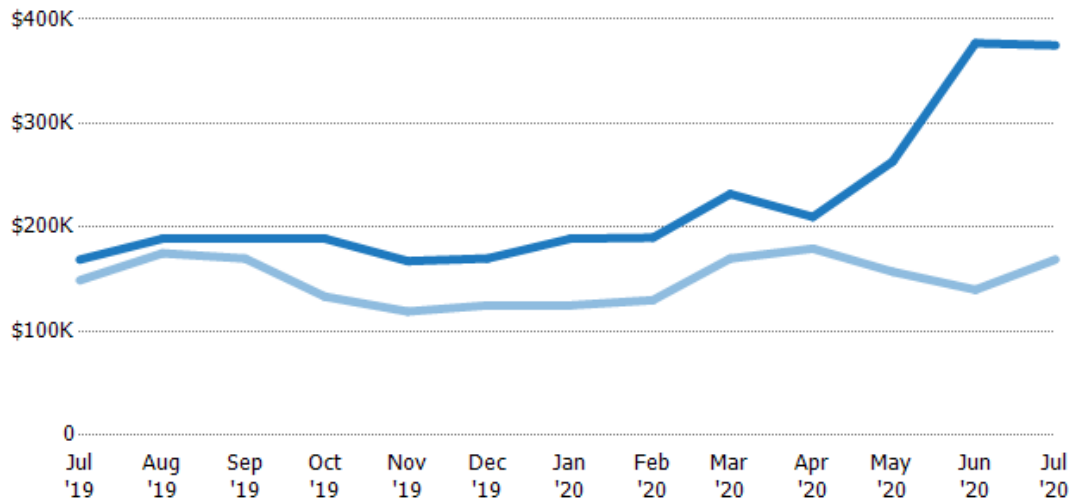
Median Listing Price

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.
Jul '20	\$375K	122%
Jul '19	\$169K	13.4%
Jul '18	\$149K	-6.1%



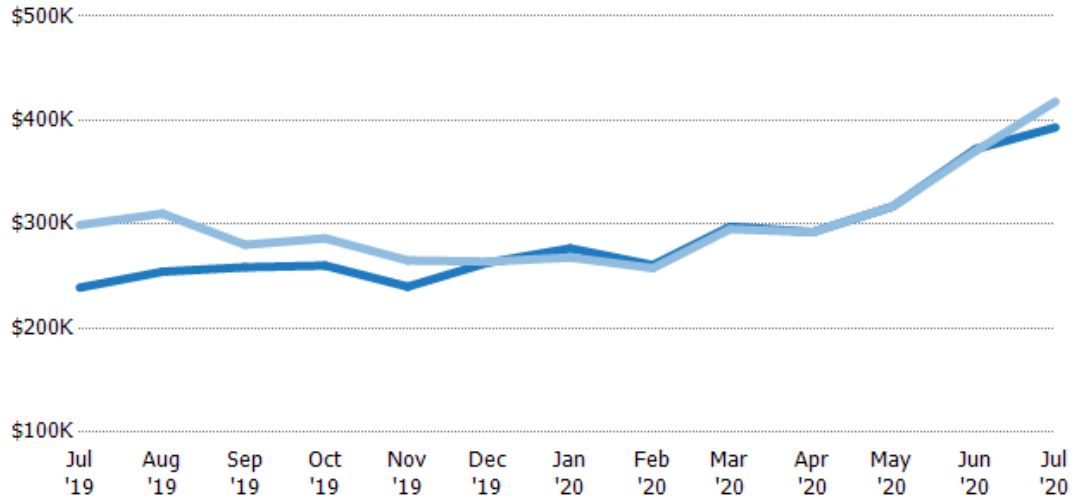
Current Year	\$169K	\$189K	\$189K	\$189K	\$167K	\$170K	\$189K	\$190K	\$232K	\$210K	\$263K	\$377K	\$375K
Prior Year	\$149K	\$175K	\$170K	\$133K	\$119K	\$125K	\$125K	\$130K	\$170K	\$180K	\$157K	\$140K	\$169K
Percent Change from Prior Year	13%	8%	11%	42%	41%	36%	51%	46%	37%	17%	67%	169%	122%

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

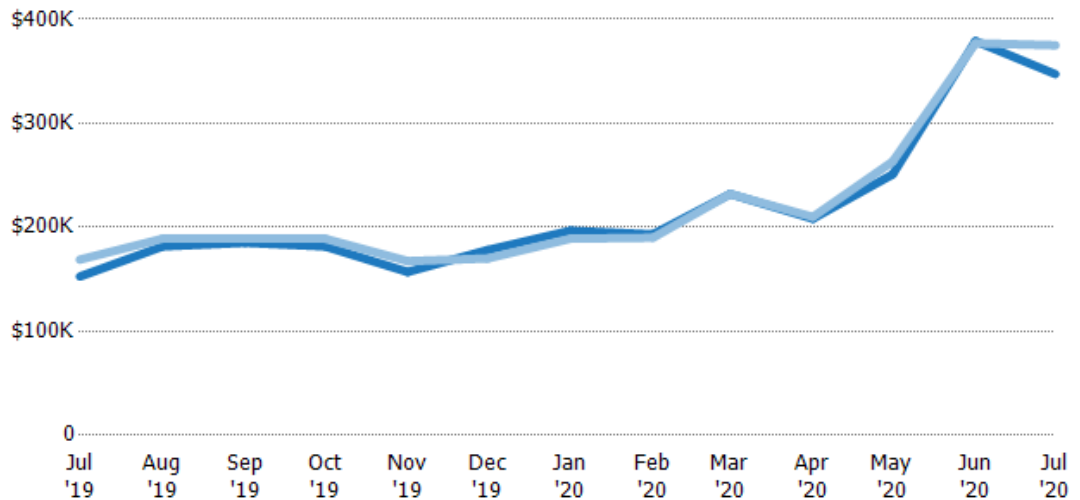


Median Listing Price vs Median Est Value

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$153K	\$182K	\$185K	\$182K	\$157K	\$178K	\$197K	\$193K	\$232K	\$208K	\$251K	\$379K	\$347K
Median Listing Price	\$169K	\$189K	\$189K	\$189K	\$167K	\$170K	\$189K	\$190K	\$232K	\$210K	\$263K	\$377K	\$375K
Med Listing Price as a % of Med Est Value	111%	104%	102%	104%	107%	95%	96%	98%	100%	101%	105%	99%	108%

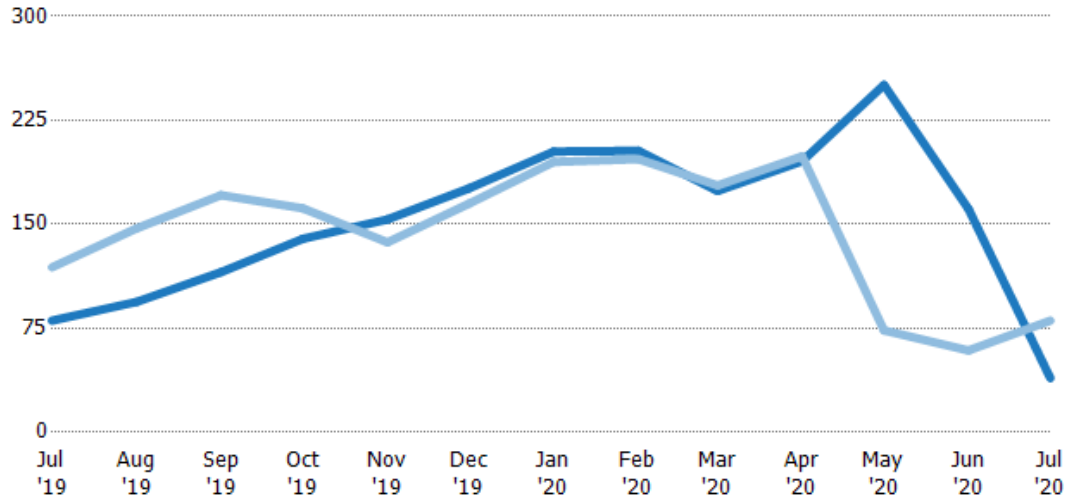
Median Days in RPR

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.
Jul '20	39	-51.6%
Jul '19	80.5	-32.4%
Jul '18	119	-10.9%



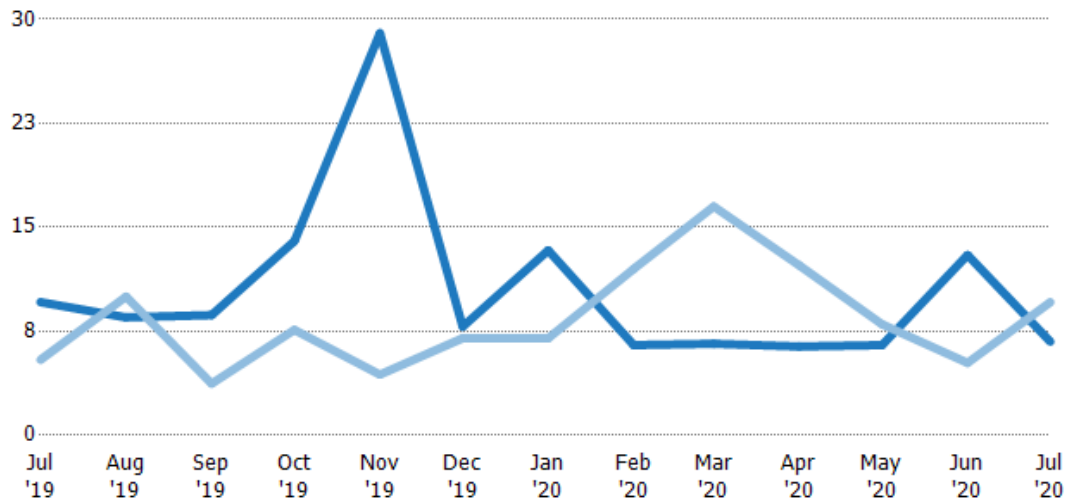
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	80.5	94	116	140	154	176	203	203	174	196	251	161	39
Prior Year	119	147	171	162	137	165	195	197	178	199	73.5	59	80.5
Percent Change from Prior Year	-32%	-36%	-32%	-14%	12%	7%	4%	3%	-2%	-2%	241%	173%	-52%

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



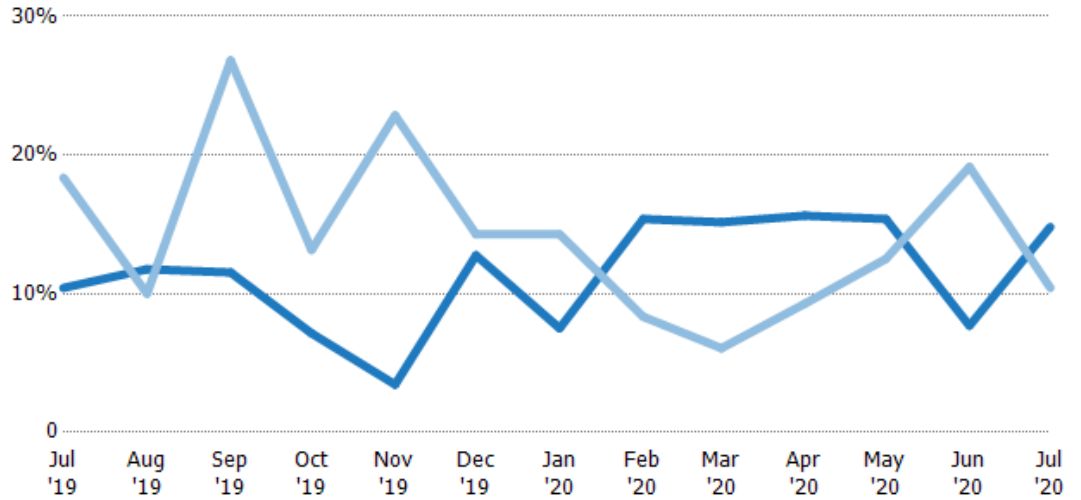
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	9.6	8.5	8.67	14	29	7.83	13.3	6.5	6.6	6.4	6.5	13	6.75
Prior Year	5.44	10	3.73	7.6	4.38	7	7	12	16.5	12.3	8	5.22	9.6
Percent Change from Prior Year	76%	-15%	133%	84%	563%	12%	90%	-46%	-60%	100%	-19%	149%	-30%

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



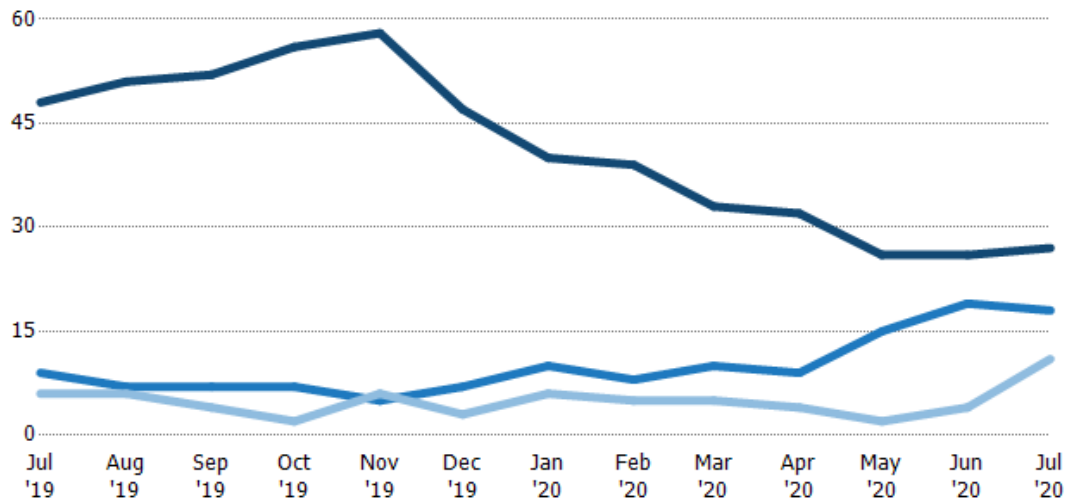
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	10%	12%	12%	7%	3%	13%	8%	15%	15%	16%	15%	8%	15%
Prior Year	18%	10%	27%	13%	23%	14%	14%	8%	6%	9%	13%	19%	10%
Change from Prior Year	8%	-2%	15%	6%	19%	2%	7%	-7%	-9%	-16%	-3%	11%	-4%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	48	51	52	56	58	47	40	39	33	32	26	26	27
Pending	9	7	7	7	5	7	10	8	10	9	15	19	18
Sold	6	6	4	2	6	3	6	5	5	4	2	4	11

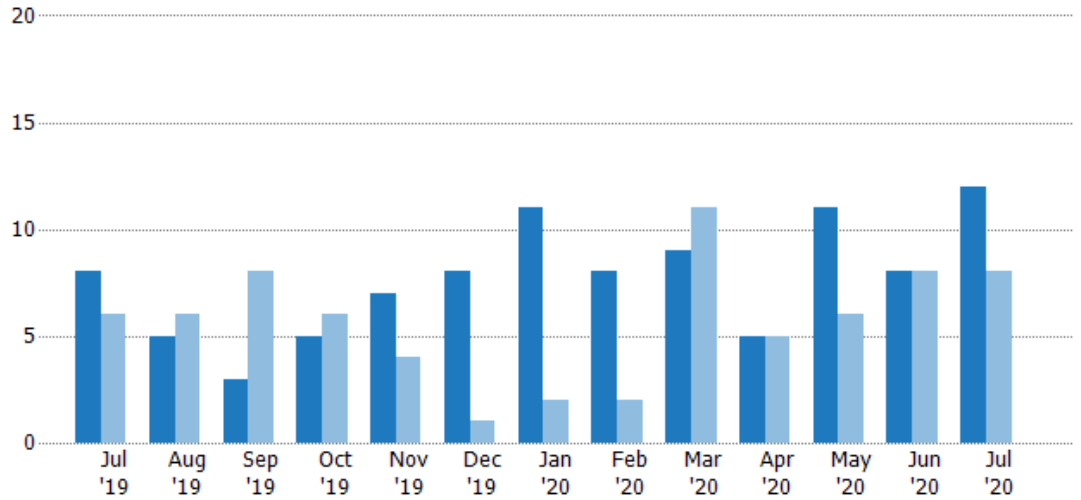
New Pending Sales

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.
Jul '20	12	50%
Jul '19	8	33.3%
Jul '18	6	-33.3%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	8	5	3	5	7	8	11	8	9	5	11	8	12
Prior Year	6	6	8	6	4	1	2	2	11	5	6	8	8
Percent Change from Prior Year	33%	-17%	-63%	-17%	75%	700%	450%	300%	-18%	0%	83%	0%	50%

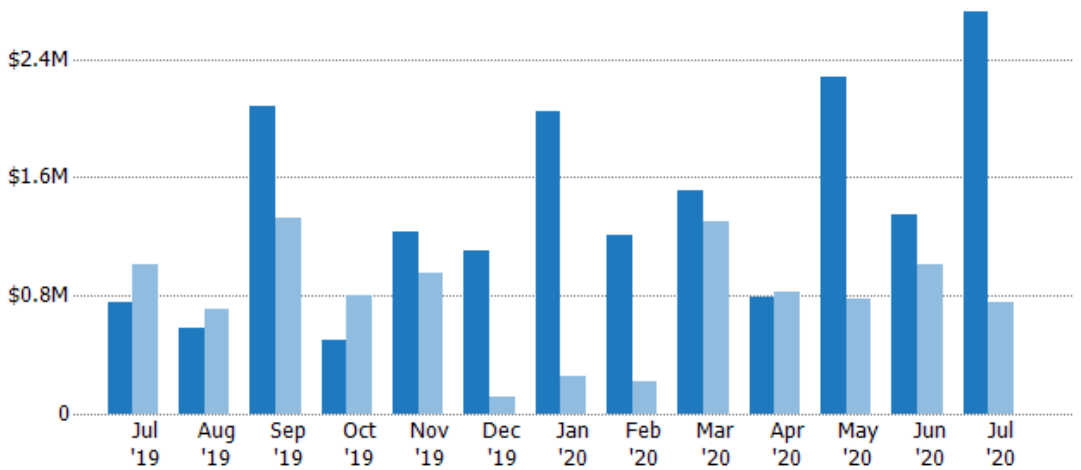
New Pending Sales Volume

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.
Jul '20	\$2.72M	259.2%
Jul '19	\$756K	-25.2%
Jul '18	\$1.01M	-23.4%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.11M	\$2.05M	\$1.21M	\$1.51M	\$791K	\$2.28M	\$1.35M	\$2.72M
Prior Year	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$117K	\$254K	\$218K	\$1.31M	\$821K	\$777K	\$1.01M	\$756K
Percent Change from Prior Year	-25%	-17%	57%	-38%	30%	846%	706%	454%	16%	-4%	193%	33%	259%

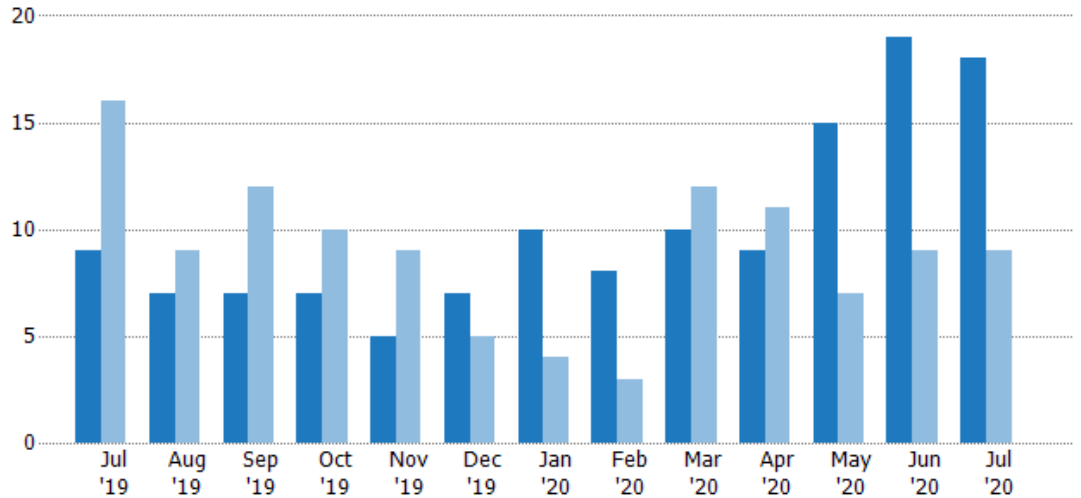
Pending Sales

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.
Jul '20	18	100%
Jul '19	9	-43.8%
Jul '18	16	-37.5%



Current Year	9	7	7	7	5	7	10	8	10	9	15	19	18
Prior Year	16	9	12	10	9	5	4	3	12	11	7	9	9
Percent Change from Prior Year	-44%	-22%	-42%	-30%	-44%	40%	150%	167%	-17%	-18%	114%	111%	100%

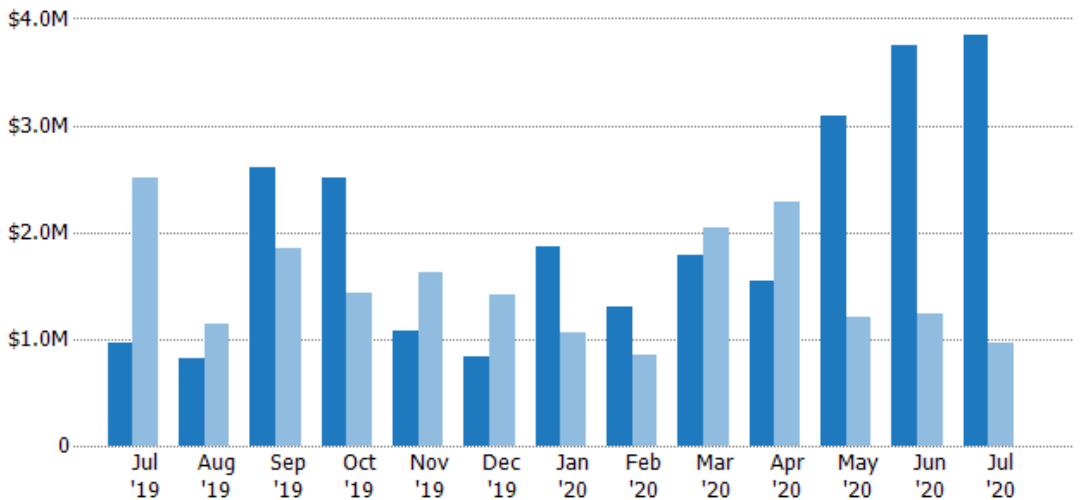
Pending Sales Volume

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.
Jul '20	\$3.85M	299.9%
Jul '19	\$962K	-61.8%
Jul '18	\$2.52M	-13.7%



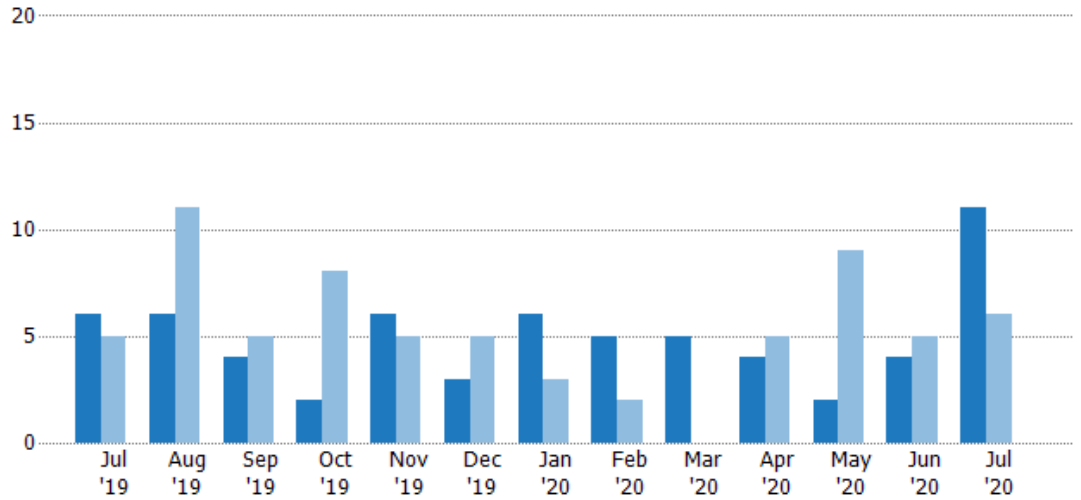
Current Year	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.3M	\$1.79M	\$1.54M	\$3.08M	\$3.75M	\$3.85M
Prior Year	\$2.52M	\$1.13M	\$1.85M	\$1.43M	\$1.63M	\$1.41M	\$1.07M	\$852K	\$2.04M	\$2.28M	\$1.2M	\$1.24M	\$962K
Percent Change from Prior Year	-62%	-27%	41%	76%	-33%	-41%	75%	53%	-12%	-33%	156%	203%	300%

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



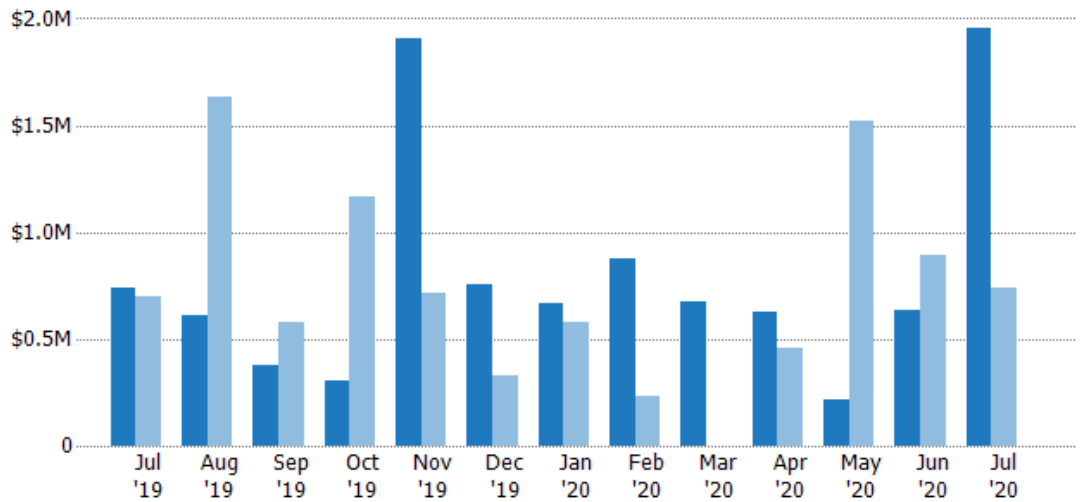
Current Year	6	6	4	2	6	3	6	5	5	4	2	4	11
Prior Year	5	11	5	8	5	5	3	2	-	5	9	5	6
Percent Change from Prior Year	20%	-45%	-20%	-75%	20%	-40%	100%	150%	100%	-20%	-78%	-20%	83%

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



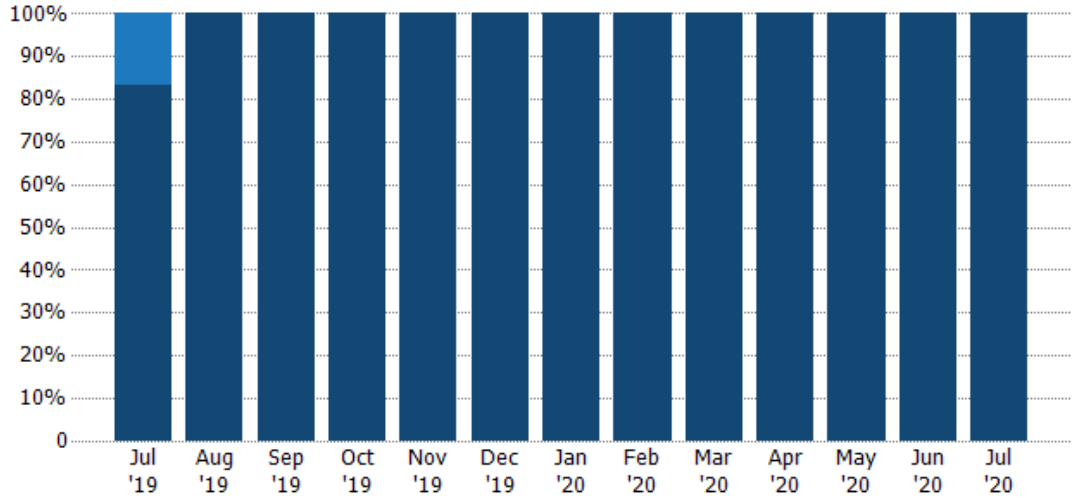
Current Year	\$737K	\$608K	\$375K	\$304K	\$1.91M	\$753K	\$668K	\$873K	\$678K	\$626K	\$213K	\$635K	\$1.96M
Prior Year	\$695K	\$1.63M	\$578K	\$1.17M	\$711K	\$327K	\$575K	\$235K	-	\$456K	\$1.52M	\$893K	\$737K
Percent Change from Prior Year	6%	-63%	-35%	-74%	168%	130%	16%	271%	100%	37%	-86%	-29%	166%

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



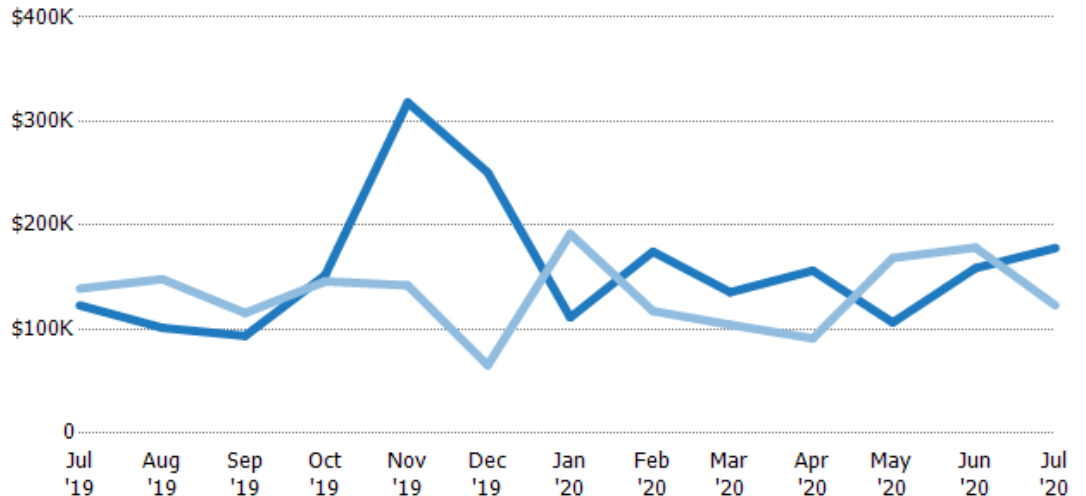
Condo/Townhouse	17%	-	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	83%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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



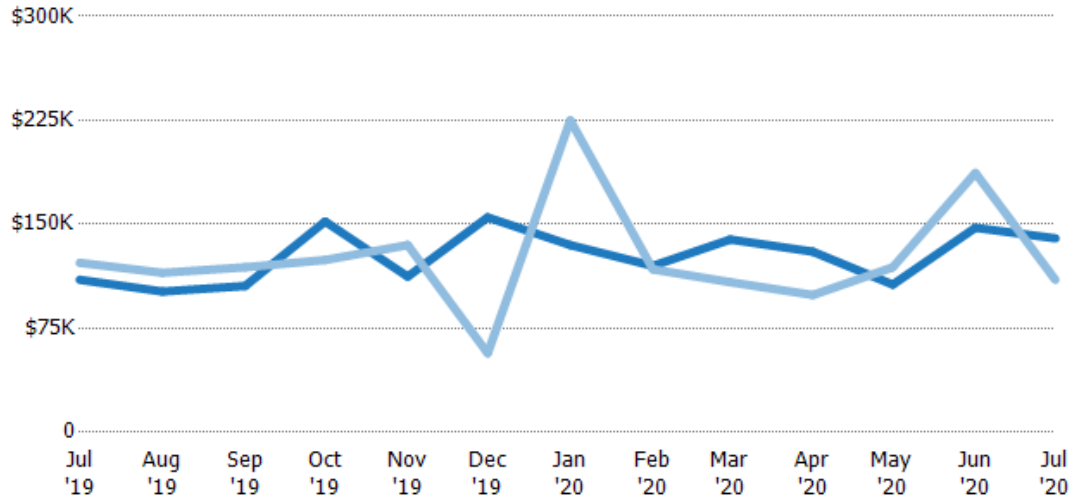
Current Year	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K
Prior Year	\$139K	\$148K	\$116K	\$146K	\$142K	\$65.3K	\$192K	\$118K	\$104K	\$91.2K	\$169K	\$179K	\$123K
Percent Change from Prior Year	-12%	-32%	-19%	4%	124%	284%	-42%	49%	100%	71%	-37%	-11%	45%

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



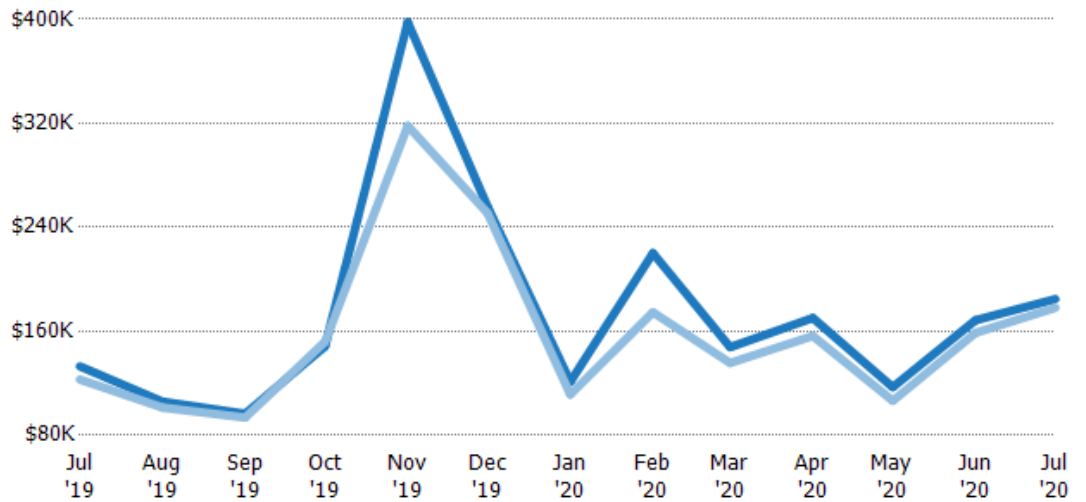
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K
Prior Year	\$122K	\$115K	\$119K	\$124K	\$135K	\$57K	\$225K	\$118K	\$108K	\$99K	\$119K	\$187K	\$110K
Percent Change from Prior Year	-10%	-12%	-11%	22%	-17%	172%	-40%	2%	100%	32%	-11%	-21%	27%

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



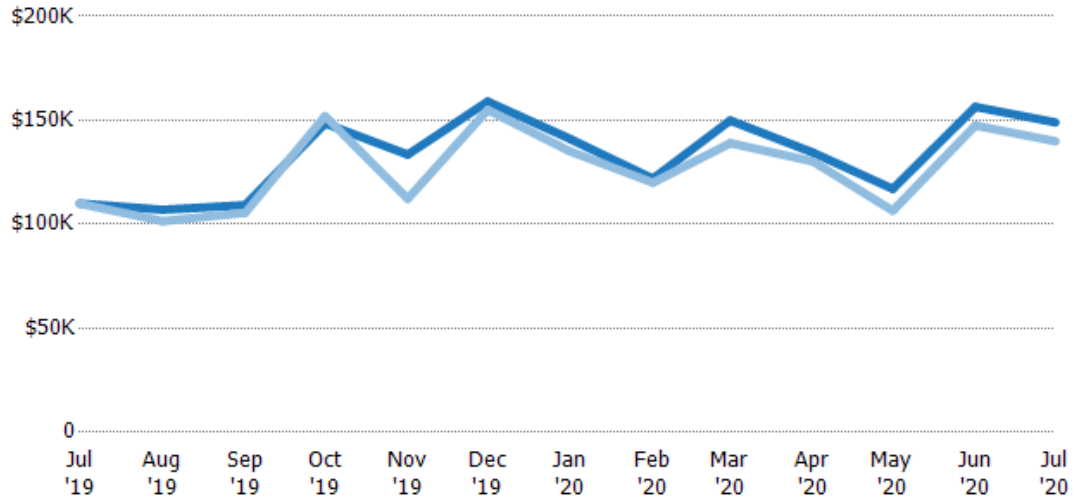
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K
Avg Sales Price	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K
Avg Sales Price as a % of Avg List Price	92%	96%	97%	102%	80%	98%	92%	79%	92%	92%	91%	94%	96%

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



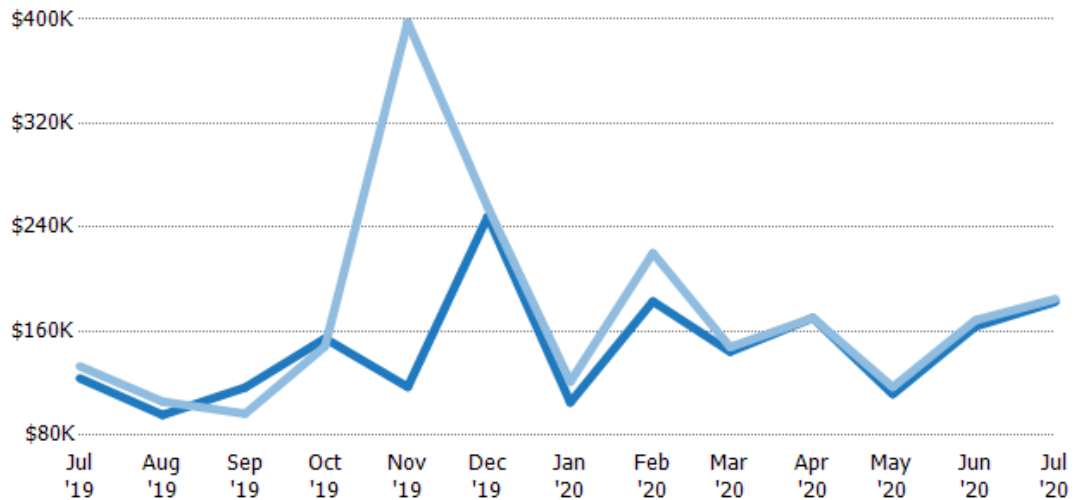
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K
Median Sales Price	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K
Med Sales Price as a % of Med List Price	100%	95%	97%	102%	84%	97%	96%	98%	93%	97%	91%	94%	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



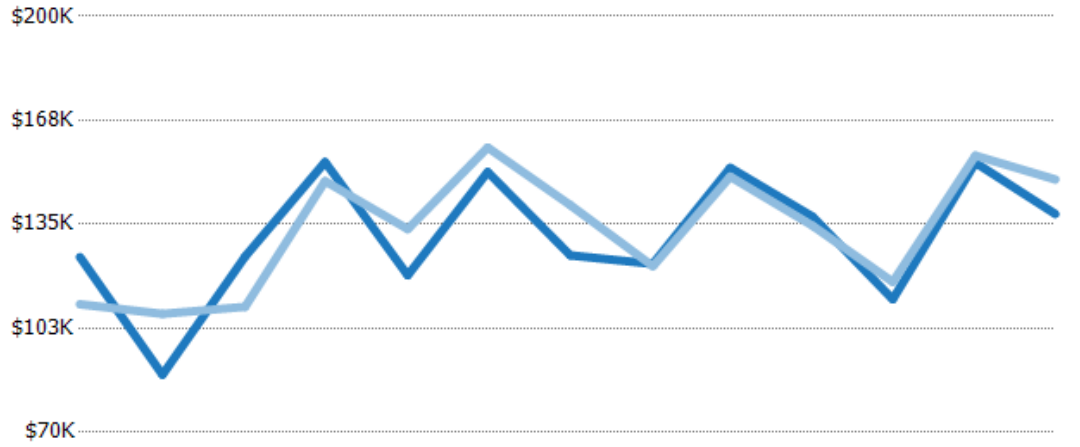
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$124K	\$95.6K	\$117K	\$154K	\$117K	\$248K	\$105K	\$183K	\$144K	\$170K	\$112K	\$164K	\$183K
Avg Sales Price	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K
Avg Sales Price as a % of Avg Est Value	107%	111%	83%	96%	340%	103%	115%	120%	102%	100%	105%	103%	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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$125K	\$88K	\$125K	\$154K	\$119K	\$151K	\$125K	\$123K	\$153K	\$137K	\$112K	\$154K	\$138K
Median Sales Price	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K
Med Sales Price as a % of Med Est Value	88%	122%	87%	96%	112%	105%	113%	99%	98%	98%	105%	101%	108%