

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	9	+33.3%	60	71	-15.5%
New Listing Volume	\$2,926,000	\$2,782,900	+5.1%	\$16,835,700	\$16,337,774	+3%
Active Listing Count	28	51	-45.1%	N/A	N/A	
Active Listing Volume	\$10,638,800	\$15,823,900	-32.8%	N/A	N/A	
Average Listing Price	\$379,957	\$310,273	+22.5%	\$317,485	\$292,953	+8.4%
Median Listing Price	\$294,000	\$189,000	+55.6%	\$256,366	\$158,418	+61.8%
Median Days in RPR	46	94	-51.1%	127.61	110.49	+15.5%
Months of Inventory	2.5	8.5	-70.1%	7	7	-0.4%
Absorption Rate	39.29%	11.76%	+27.5%	14.34%	14.29%	+0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	10	5	+100%	74	47	+57.4%
New Pending Sales Volume	\$3,458,000	\$583,424	+492.7%	\$15,353,600	\$5,727,214	+168.1%
Pending Sales Count	18	7	+157.1%	N/A	N/A	
Pending Sales Volume	\$5,324,700	\$825,224	+545.2%	N/A	N/A	
Closed Sales Count	9	6	+50%	46	36	+27.8%
Closed Sales Volume	\$1,583,500	\$608,000	+160.4%	\$7,234,800	\$5,021,340	+44.1%
Average Sales Price	\$175,944	\$101,333	+73.6%	\$157,278	\$139,482	+12.8%
Median Sales Price	\$109,000	\$101,500	+7.4%	\$129,324	\$129,992	-0.5%

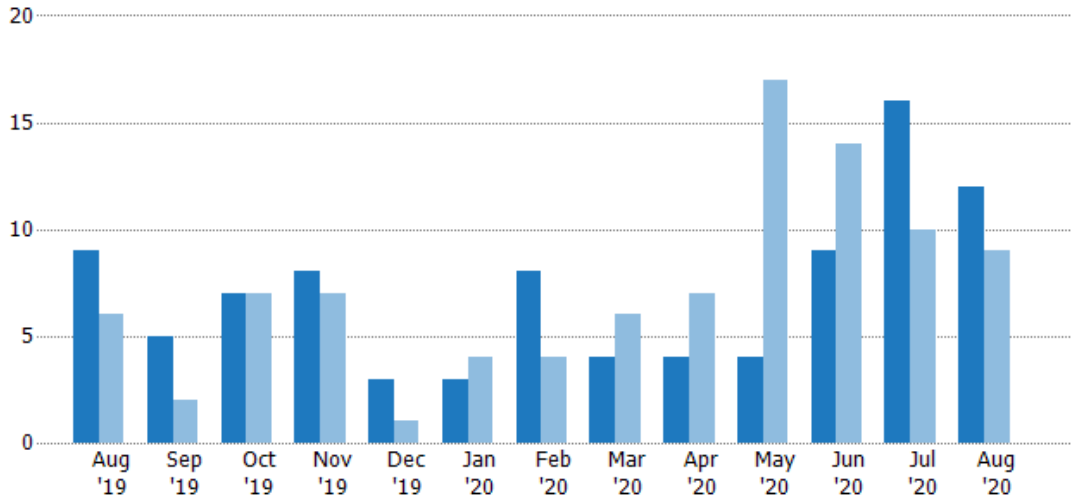
New Listings

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.
Aug '20	12	33.3%
Aug '19	9	50%
Aug '18	6	83.3%



Current Year	9	5	7	8	3	3	8	4	4	4	9	16	12
Prior Year	6	2	7	7	1	4	4	6	7	17	14	10	9
Percent Change from Prior Year	50%	150%	0%	14%	200%	-25%	100%	-33%	-43%	-76%	-36%	60%	33%

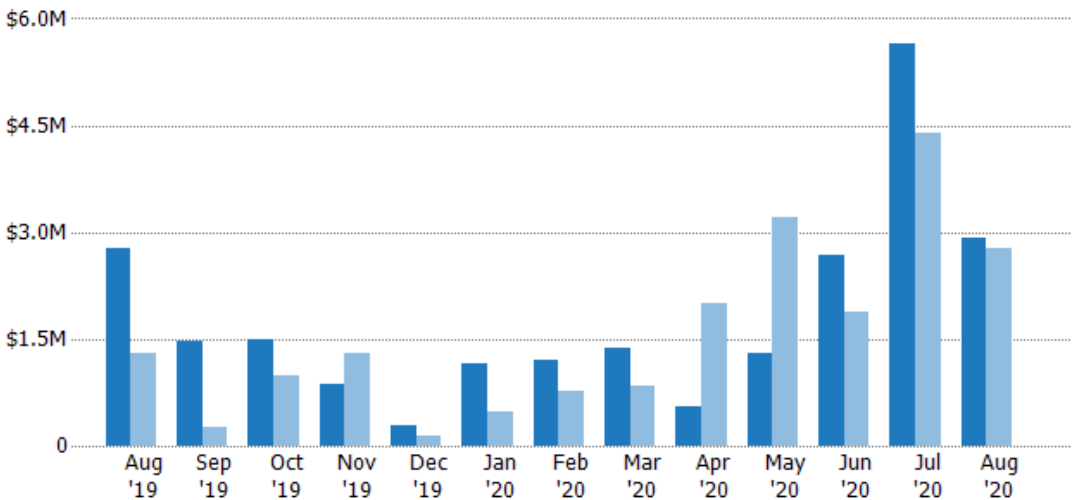
New Listing Volume

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.
Aug '20	\$2.93M	5.1%
Aug '19	\$2.78M	114.3%
Aug '18	\$1.3M	70.3%



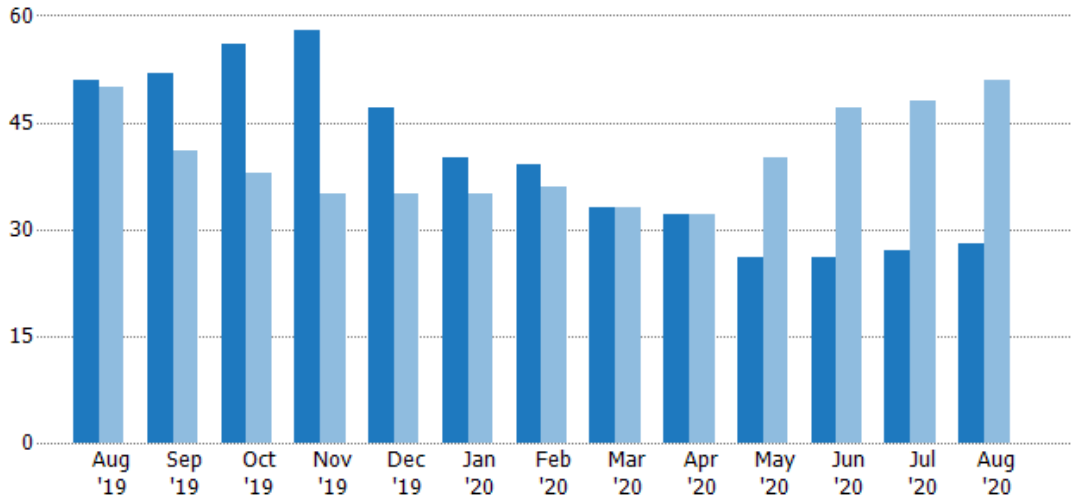
Current Year	\$2.78M	\$1.47M	\$1.5M	\$867K	\$293K	\$1.15M	\$1.2M	\$1.38M	\$556K	\$1.31M	\$2.67M	\$5.65M	\$2.93M
Prior Year	\$1.3M	\$255K	\$987K	\$1.29M	\$145K	\$489K	\$763K	\$832K	\$2M	\$3.2M	\$1.89M	\$4.39M	\$2.78M
Percent Change from Prior Year	114%	476%	52%	-33%	102%	135%	58%	66%	-72%	-59%	42%	29%	5%

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



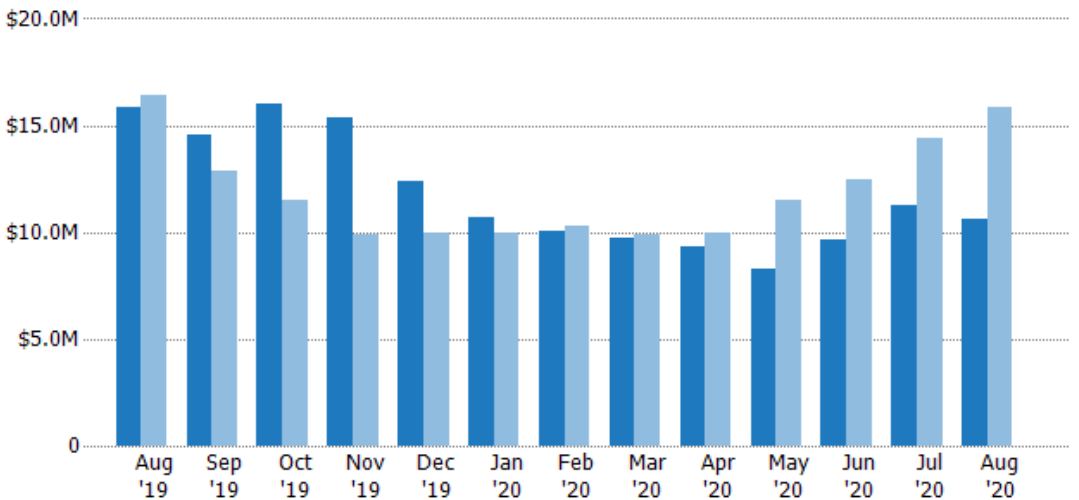
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	51	52	56	58	47	40	39	33	32	26	26	27	28
Prior Year	50	41	38	35	35	35	36	33	32	40	47	48	51
Percent Change from Prior Year	2%	27%	47%	66%	34%	14%	8%	0%	0%	-35%	-45%	-44%	-45%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$15.8M	\$14.6M	\$16M	\$15.4M	\$12.4M	\$10.7M	\$10.1M	\$9.75M	\$9.36M	\$8.25M	\$9.63M	\$11.3M	\$10.6M
Prior Year	\$16.4M	\$12.9M	\$11.5M	\$9.89M	\$9.96M	\$9.97M	\$10.3M	\$9.86M	\$9.99M	\$11.5M	\$12.5M	\$14.4M	\$15.8M
Percent Change from Prior Year	-3%	13%	40%	55%	25%	8%	-3%	-1%	-6%	-28%	-23%	-21%	-33%

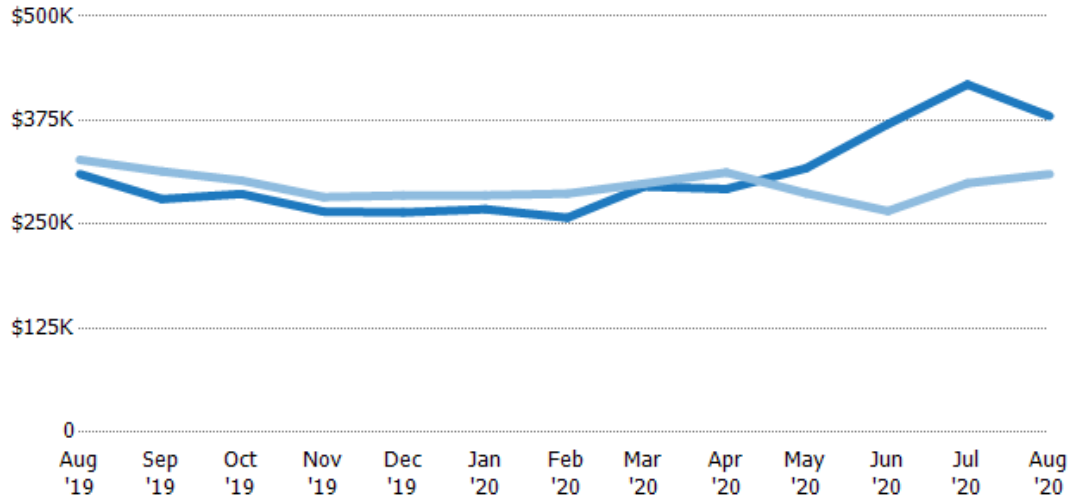
Average Listing Price

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.
Aug '20	\$380K	22.5%
Aug '19	\$310K	-5.2%
Aug '18	\$327K	-17.6%



Current Year	\$310K	\$280K	\$286K	\$265K	\$264K	\$268K	\$258K	\$295K	\$292K	\$317K	\$370K	\$418K	\$380K
Prior Year	\$327K	\$314K	\$303K	\$283K	\$285K	\$285K	\$287K	\$299K	\$312K	\$287K	\$266K	\$299K	\$310K
Percent Change from Prior Year	-5%	-11%	-5%	-6%	-7%	-6%	-10%	-1%	-6%	10%	39%	40%	22%

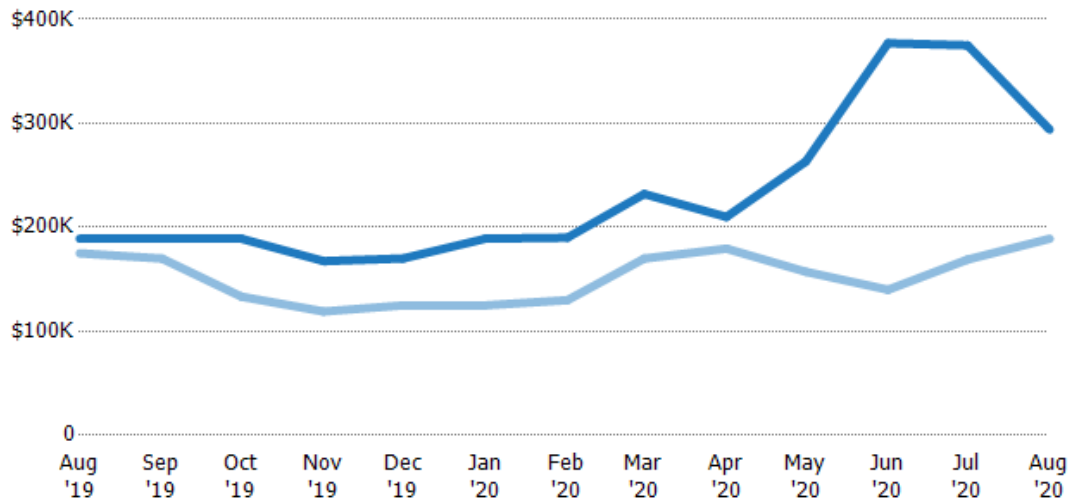
Median Listing Price

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.
Aug '20	\$294K	55.6%
Aug '19	\$189K	8%
Aug '18	\$175K	-13.6%



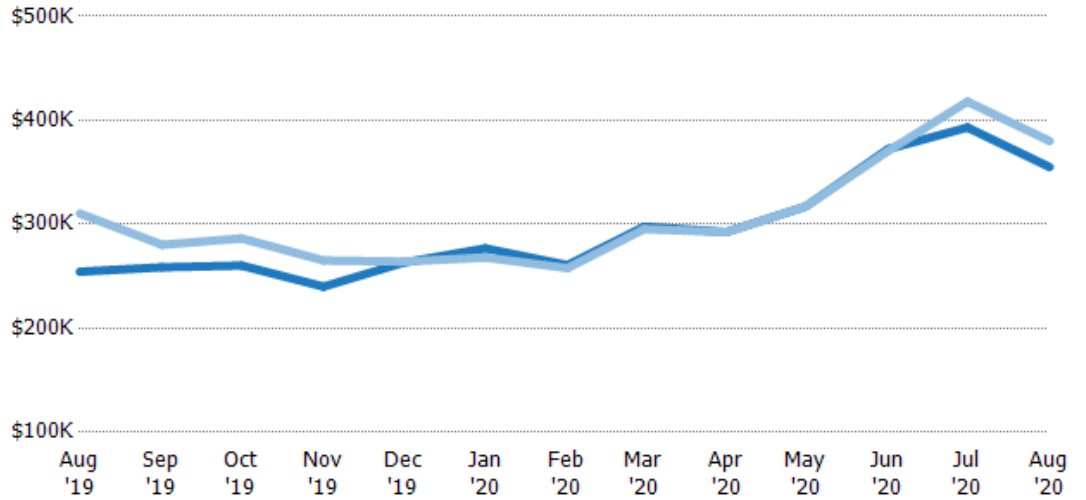
Current Year	\$189K	\$189K	\$189K	\$167K	\$170K	\$189K	\$190K	\$232K	\$210K	\$263K	\$377K	\$375K	\$294K
Prior Year	\$175K	\$170K	\$133K	\$119K	\$125K	\$125K	\$130K	\$170K	\$180K	\$157K	\$140K	\$169K	\$189K
Percent Change from Prior Year	8%	11%	42%	41%	36%	51%	46%	37%	17%	67%	169%	122%	56%

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

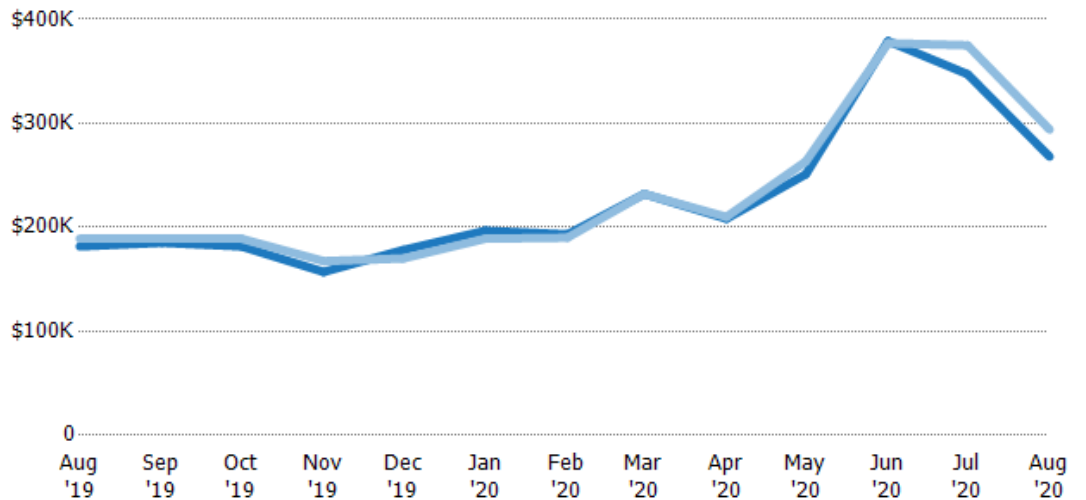


Median Listing Price vs Median Est Value

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

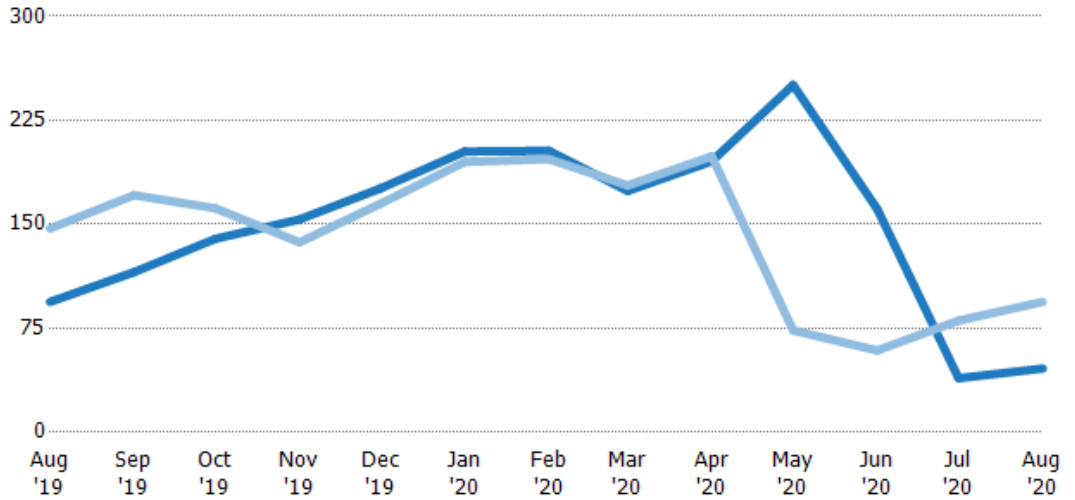


Median Days in RPR

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



Month/Year	Days	% Chg.
Aug '20	46	-51.1%
Aug '19	94	-36.1%
Aug '18	147	-15%

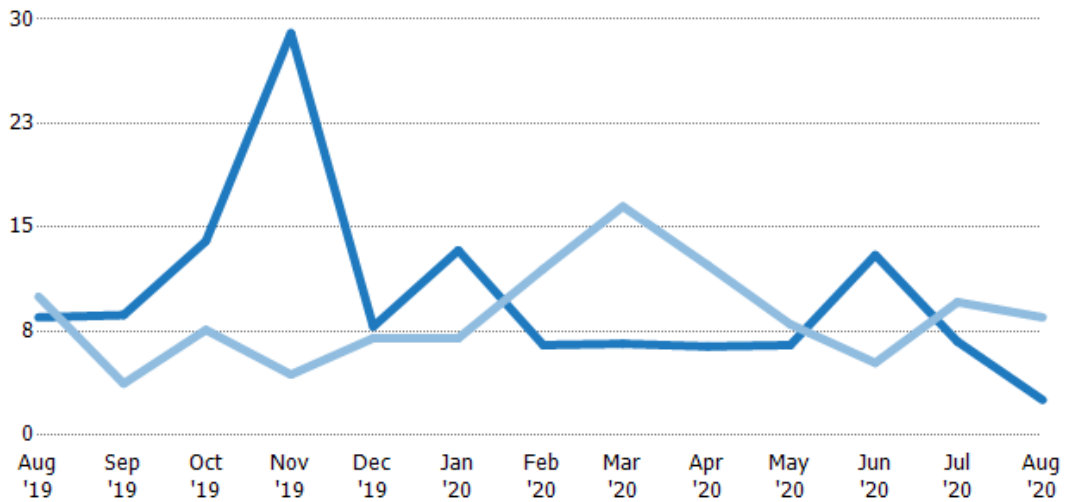
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	94	116	140	154	176	203	203	174	196	251	161	39	46
Prior Year	147	171	162	137	165	195	197	178	199	73.5	59	80.5	94
Percent Change from Prior Year	-36%	-32%	-14%	12%	7%	4%	3%	-2%	-2%	241%	173%	-52%	-51%

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



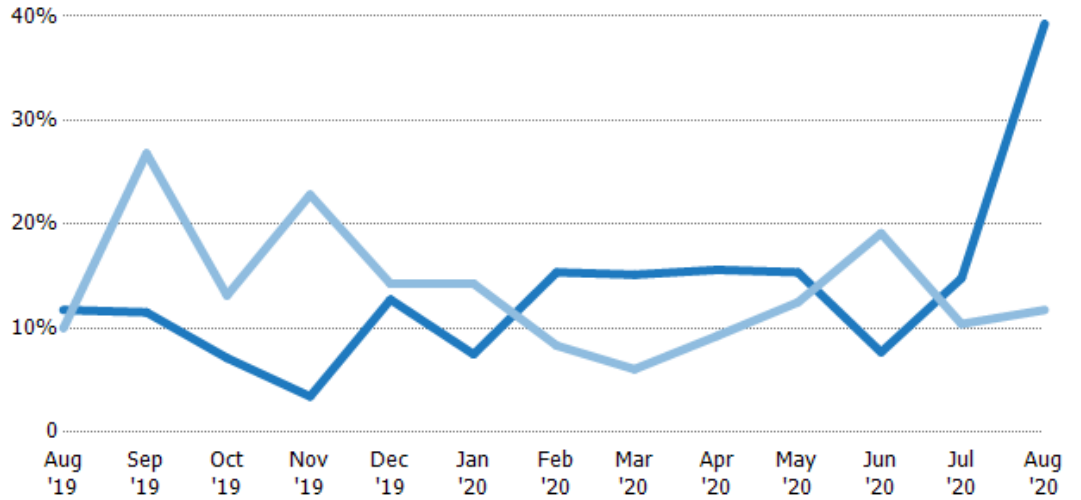
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	8.5	8.67	14	29	7.83	13.3	6.5	6.6	6.4	6.5	13	6.75	2.55
Prior Year	10	3.73	7.6	4.38	7	7	12	16.5	12.3	8	5.22	9.6	8.5
Percent Change from Prior Year	-15%	133%	84%	563%	12%	90%	-46%	-60%	100%	-19%	149%	-30%	-70%

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



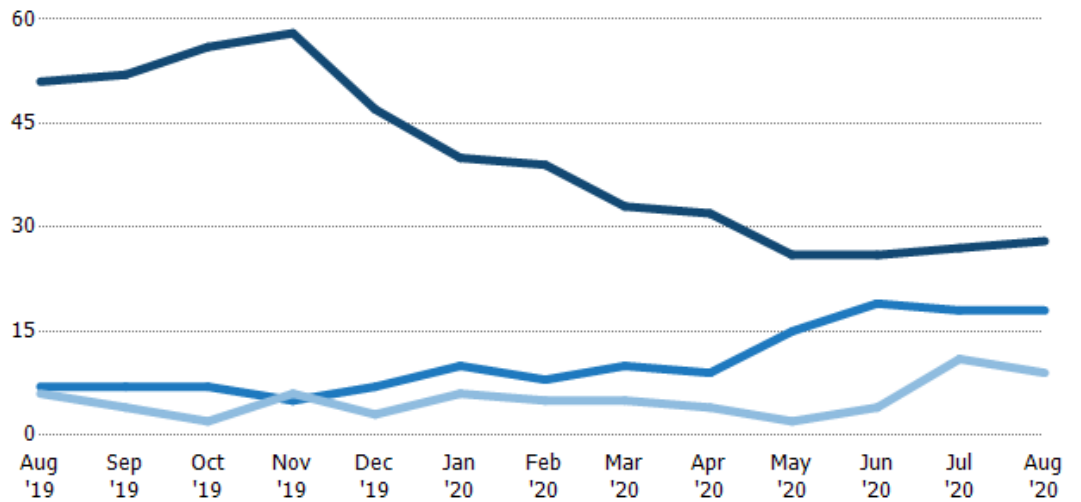
Current Year	12%	12%	7%	3%	13%	8%	15%	15%	16%	15%	8%	15%	39%
Prior Year	10%	27%	13%	23%	14%	14%	8%	6%	9%	13%	19%	10%	12%
Change from Prior Year	-2%	15%	6%	19%	2%	7%	-7%	-9%	-16%	-3%	11%	-4%	-28%

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	51	52	56	58	47	40	39	33	32	26	26	27	28
Pending	7	7	7	5	7	10	8	10	9	15	19	18	18
Sold	6	4	2	6	3	6	5	5	4	2	4	11	9

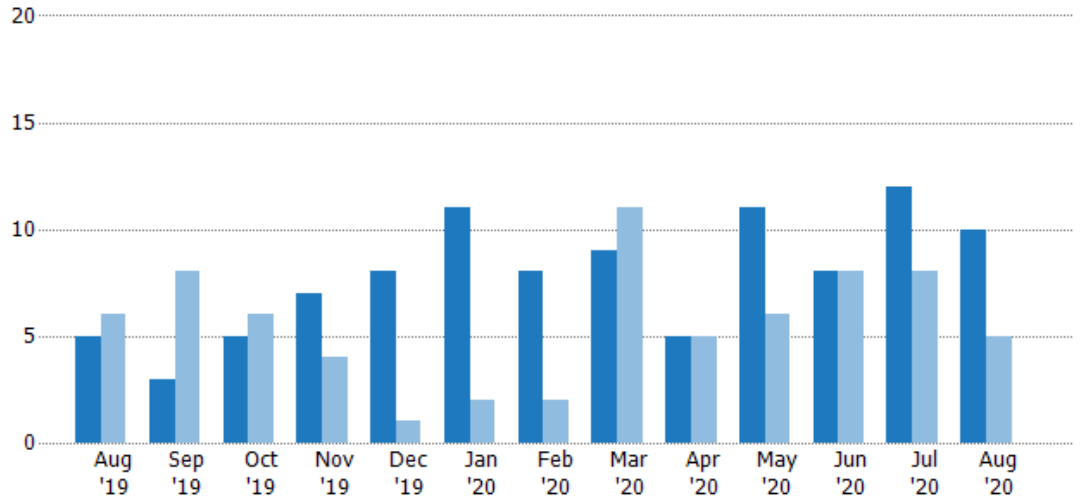
New Pending Sales

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.
Aug '20	10	100%
Aug '19	5	-16.7%
Aug '18	6	0%



Current Year	5	3	5	7	8	11	8	9	5	11	8	12	10
Prior Year	6	8	6	4	1	2	2	11	5	6	8	8	5
Percent Change from Prior Year	-17%	-63%	-17%	75%	700%	450%	300%	-18%	0%	83%	0%	50%	100%

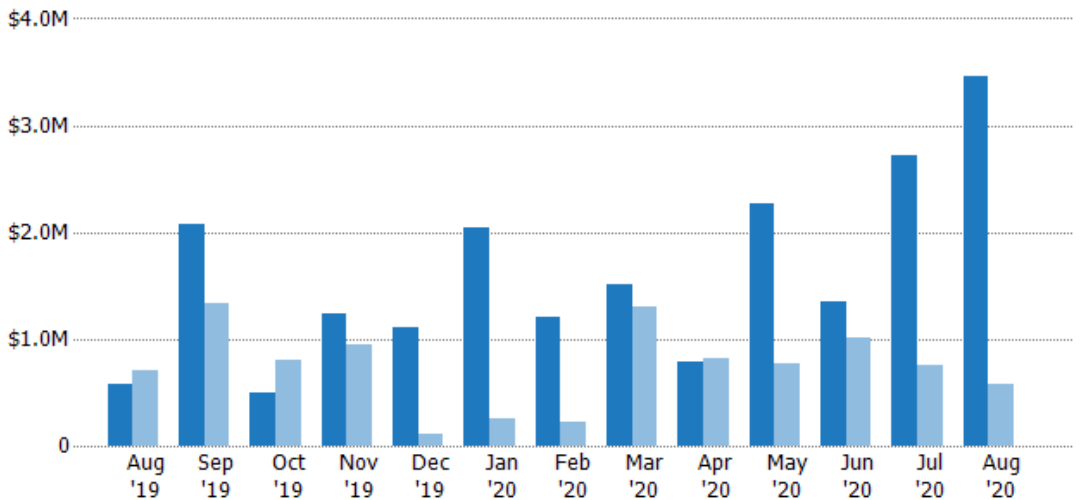
New Pending Sales Volume

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.
Aug '20	\$3.46M	492.7%
Aug '19	\$583K	-17%
Aug '18	\$703K	16.8%



Current Year	\$583K	\$2.08M	\$499K	\$1.23M	\$1.11M	\$2.05M	\$1.21M	\$1.51M	\$791K	\$2.28M	\$1.35M	\$2.72M	\$3.46M
Prior Year	\$703K	\$1.33M	\$803K	\$947K	\$117K	\$254K	\$218K	\$1.31M	\$821K	\$777K	\$1.01M	\$756K	\$583K
Percent Change from Prior Year	-17%	57%	-38%	30%	846%	706%	454%	16%	-4%	193%	33%	259%	493%

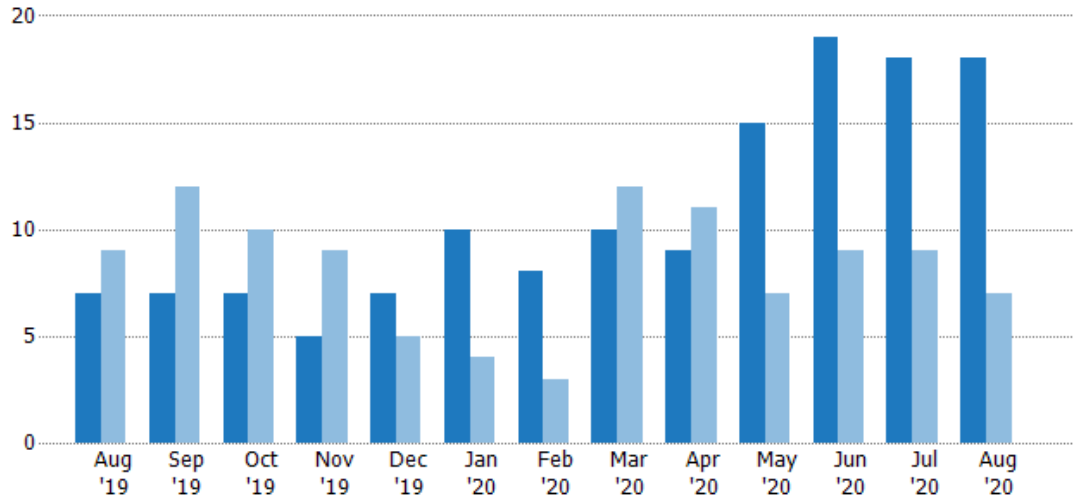
Pending Sales

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.
Aug '20	18	157.1%
Aug '19	7	-22.2%
Aug '18	9	-11.1%



Current Year	7	7	7	5	7	10	8	10	9	15	19	18	18
Prior Year	9	12	10	9	5	4	3	12	11	7	9	9	7
Percent Change from Prior Year	-22%	-42%	-30%	-44%	40%	150%	167%	-17%	-18%	114%	111%	100%	157%

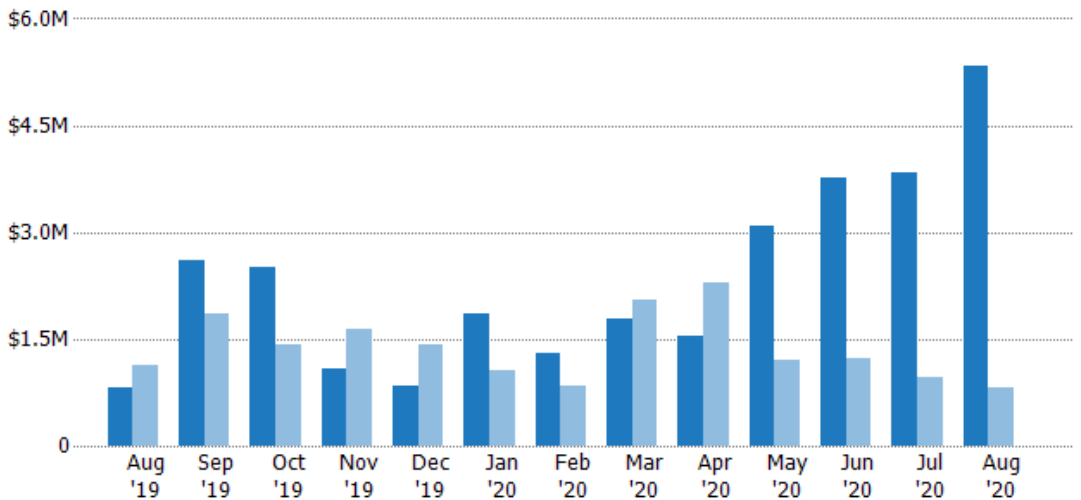
Pending Sales Volume

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.
Aug '20	\$5.32M	545.2%
Aug '19	\$825K	-27.2%
Aug '18	\$1.13M	-7.7%



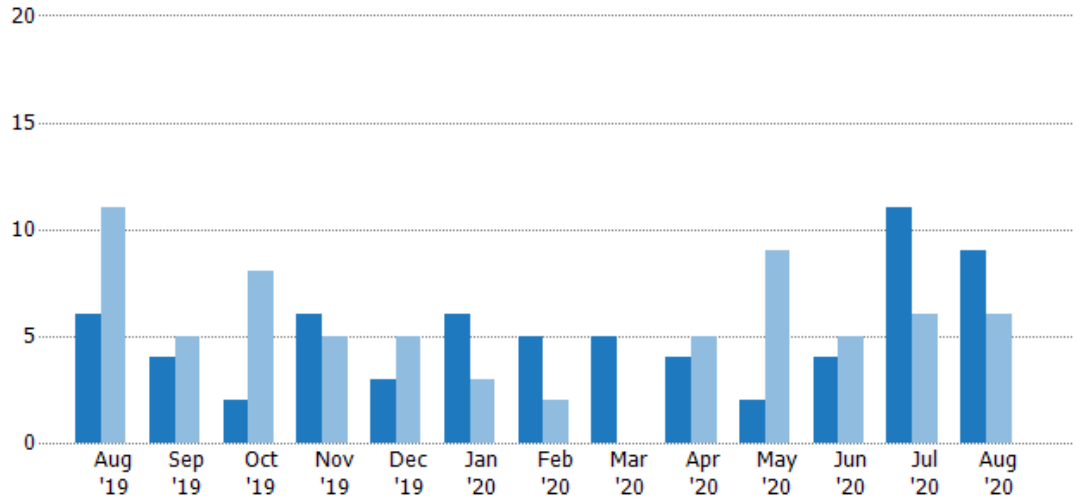
Current Year	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.3M	\$1.79M	\$1.54M	\$3.08M	\$3.75M	\$3.85M	\$5.32M
Prior Year	\$1.13M	\$1.85M	\$1.43M	\$1.63M	\$1.41M	\$1.07M	\$852K	\$2.04M	\$2.28M	\$1.2M	\$1.24M	\$962K	\$825K
Percent Change from Prior Year	-27%	41%	76%	-33%	-41%	75%	53%	-12%	-33%	156%	203%	300%	545%

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



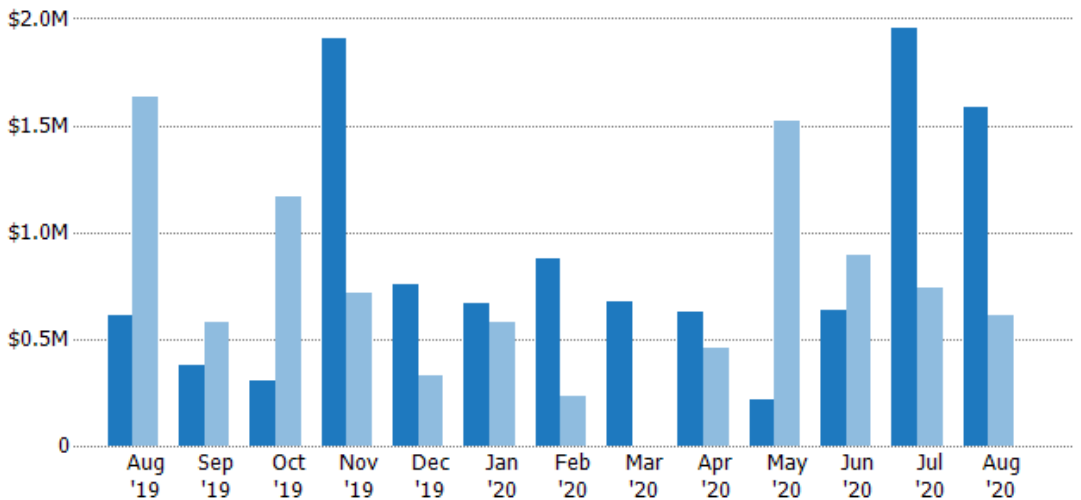
Current Year	6	4	2	6	3	6	5	5	4	2	4	11	9
Prior Year	11	5	8	5	5	3	2	-	5	9	5	6	6
Percent Change from Prior Year	-45%	-20%	-75%	20%	-40%	100%	150%	100%	-20%	-78%	-20%	83%	50%

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



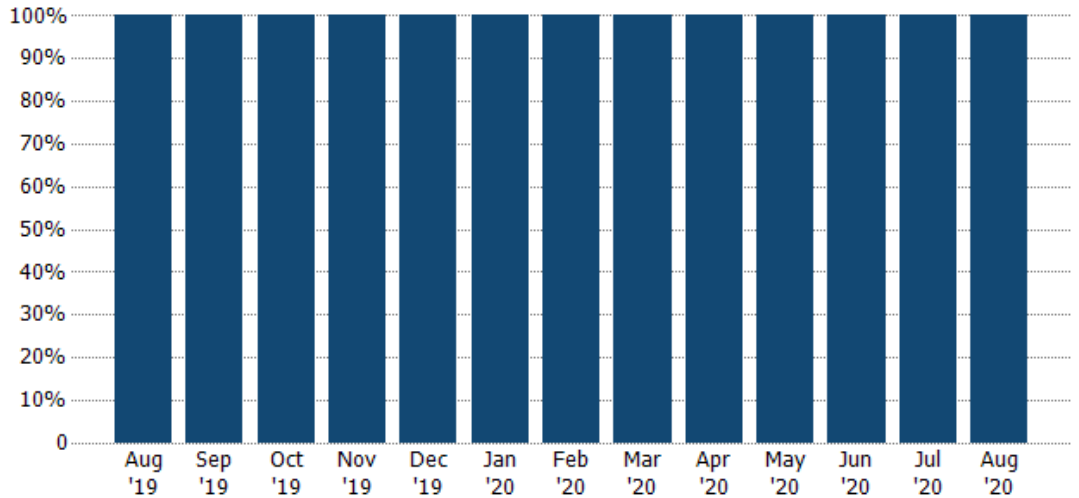
Current Year	\$608K	\$375K	\$304K	\$1.91M	\$753K	\$668K	\$873K	\$678K	\$626K	\$213K	\$635K	\$1.96M	\$1.58M
Prior Year	\$1.63M	\$578K	\$1.17M	\$711K	\$327K	\$575K	\$235K	-	\$456K	\$1.52M	\$893K	\$737K	\$608K
Percent Change from Prior Year	-63%	-35%	-74%	168%	130%	16%	271%	100%	37%	-86%	-29%	166%	160%

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



Single Family Residence

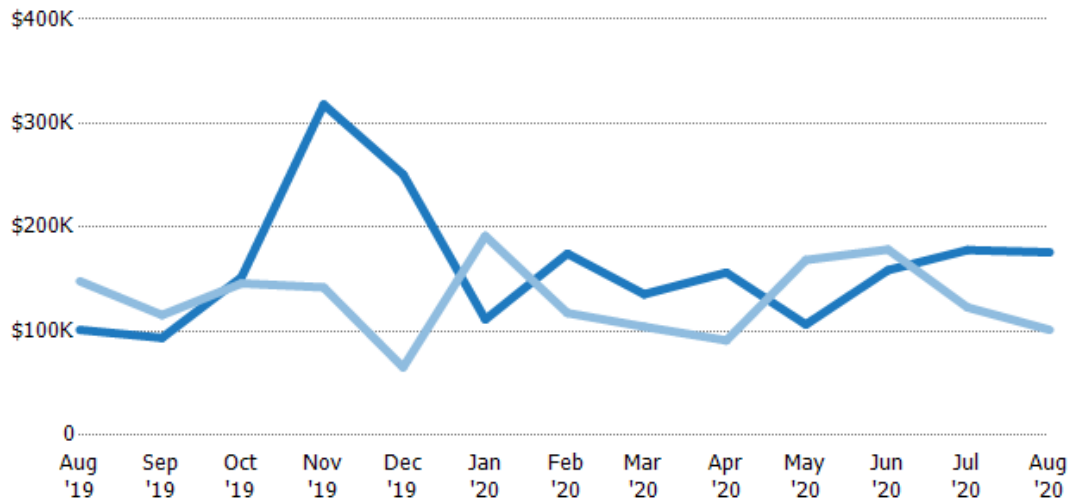
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

Prior Year

Percent Change from Prior Year

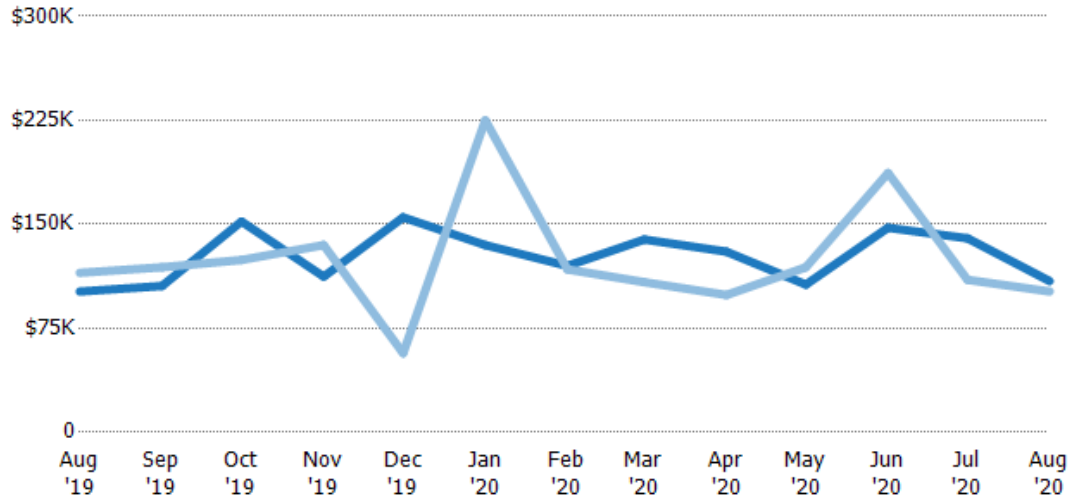
\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K	\$176K
\$148K	\$116K	\$146K	\$142K	\$65.3K	\$192K	\$118K	\$104K	\$91.2K	\$169K	\$179K	\$123K	\$101K
-32%	-19%	4%	124%	284%	-42%	49%	100%	71%	-37%	-11%	45%	74%

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



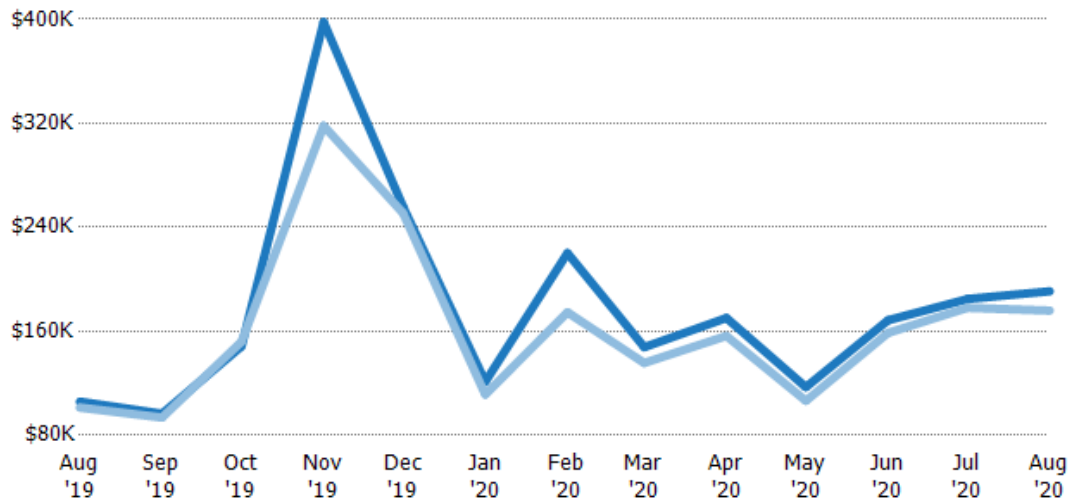
Current Year	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K	\$109K
Prior Year	\$115K	\$119K	\$124K	\$135K	\$57K	\$225K	\$118K	\$108K	\$99K	\$119K	\$187K	\$110K	\$102K
Percent Change from Prior Year	-12%	-11%	22%	-17%	172%	-40%	2%	100%	32%	-11%	-21%	27%	7%

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



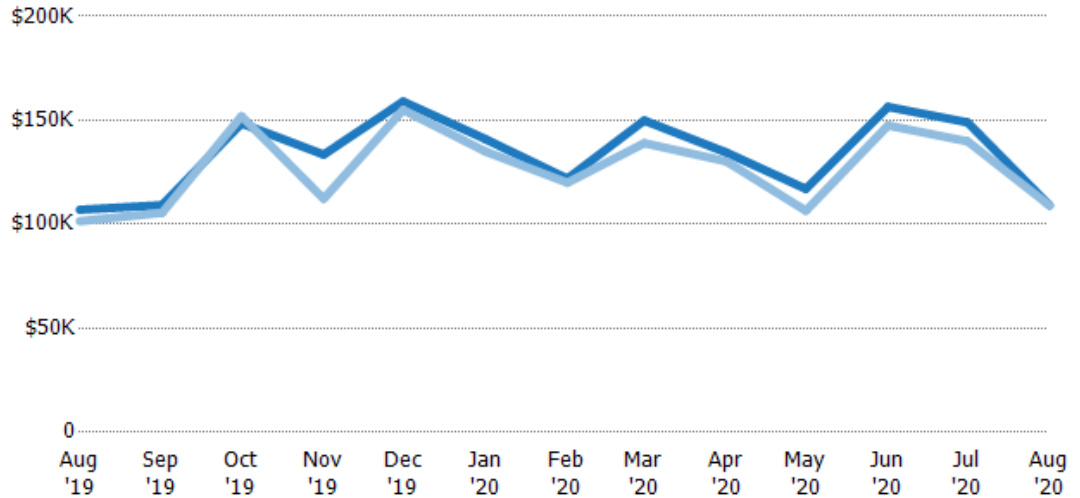
Avg List Price	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K	\$191K
Avg Sales Price	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K	\$176K
Avg Sales Price as a % of Avg List Price	96%	97%	102%	80%	98%	92%	79%	92%	92%	91%	94%	96%	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



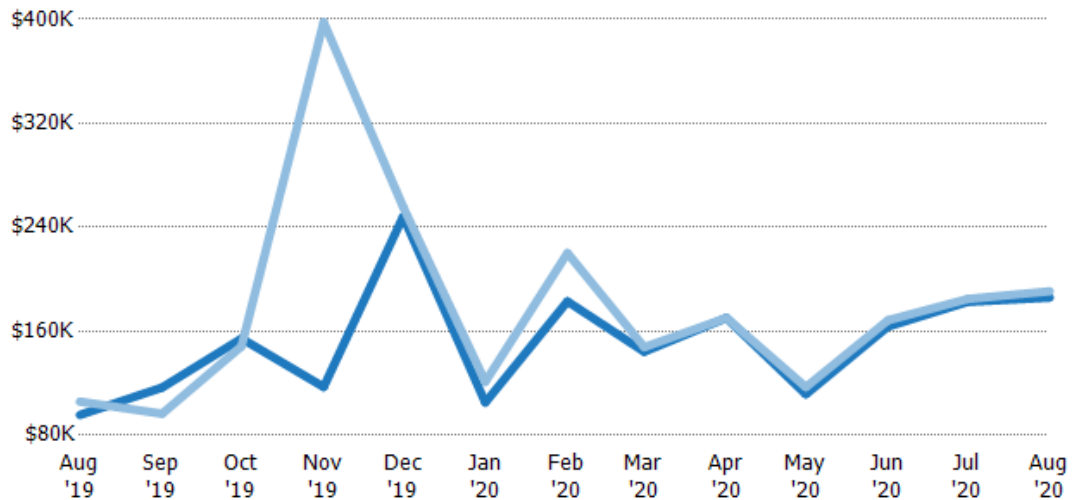
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K	\$109K
Median Sales Price	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K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

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



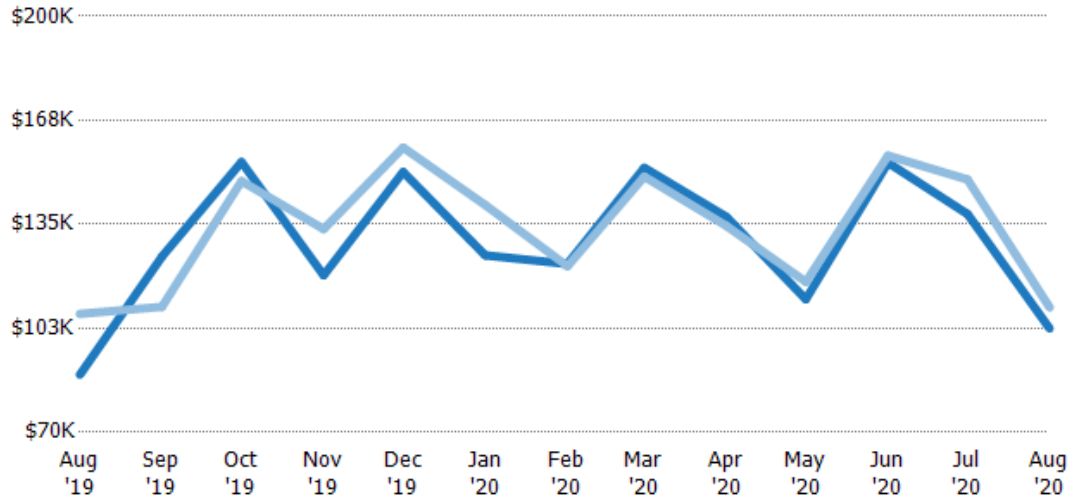
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$95.6K	\$117K	\$154K	\$117K	\$248K	\$105K	\$183K	\$144K	\$170K	\$112K	\$164K	\$183K	\$186K
Avg Sales Price	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K	\$191K
Avg Sales Price as a % of Avg Est Value	111%	83%	96%	340%	103%	115%	120%	102%	100%	105%	103%	101%	103%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$88K	\$125K	\$154K	\$119K	\$151K	\$125K	\$123K	\$153K	\$137K	\$112K	\$154K	\$138K	\$102K
Median Sales Price	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K	\$109K
Med Sales Price as a % of Med Est Value	122%	87%	96%	112%	105%	113%	99%	98%	98%	105%	101%	108%	106%