

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	6	+66.7%	70	77	-9.1%
New Listing Volume	\$1,828,300	\$1,563,800	+16.9%	\$18,541,295	\$18,058,174	+2.7%
Active Listing Count	23	53	-56.6%	N/A	N/A	
Active Listing Volume	\$8,866,495	\$14,909,800	-40.5%	N/A	N/A	
Average Listing Price	\$385,500	\$281,317	+37%	\$314,800	\$294,602	+6.9%
Median Listing Price	\$279,000	\$189,000	+47.6%	\$249,964	\$165,137	+51.4%
Median Days in RPR	74	114	-35.1%	122.6	113.08	+8.4%
Months of Inventory	2.6	8.8	-71.1%	7.5	7.3	+2.2%
Absorption Rate	39.13%	11.32%	+27.8%	13.38%	13.67%	-0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	13	3	+333.3%	87	50	+74%
New Pending Sales Volume	\$2,124,800	\$2,078,900	+2.2%	\$17,478,400	\$7,806,114	+123.9%
Pending Sales Count	23	7	+228.6%	N/A	N/A	
Pending Sales Volume	\$5,464,700	\$2,607,324	+109.6%	N/A	N/A	
Closed Sales Count	8	4	+100%	54	38	+42.1%
Closed Sales Volume	\$1,907,000	\$374,501	+409.2%	\$9,141,800	\$5,198,341	+75.9%
Average Sales Price	\$238,375	\$93,625	+154.6%	\$169,293	\$136,798	+23.8%
Median Sales Price	\$198,000	\$105,500	+87.7%	\$139,498	\$125,211	+11.4%

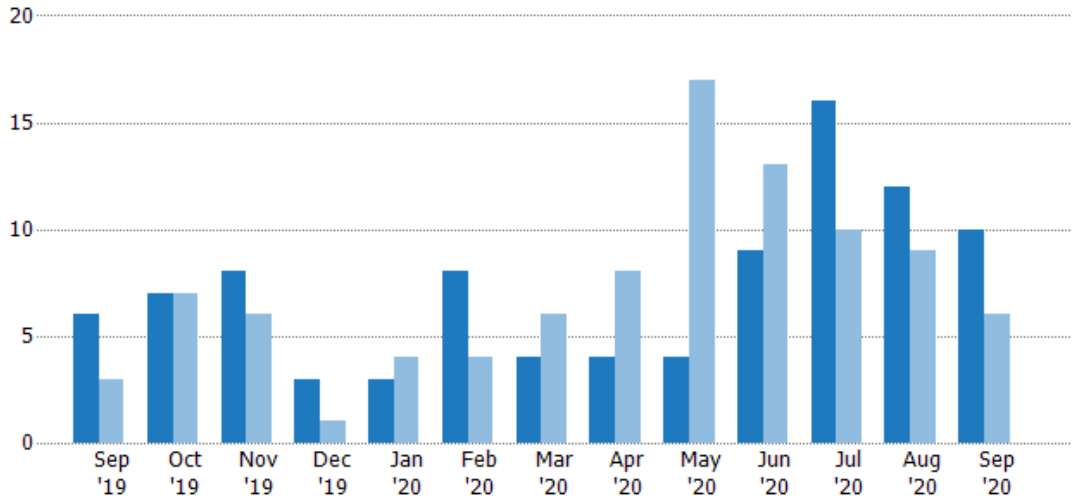
New Listings

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.
Sep '20	10	66.7%
Sep '19	6	100%
Sep '18	3	466.7%



Current Year	6	7	8	3	3	8	4	4	4	9	16	12	10
Prior Year	3	7	6	1	4	4	6	8	17	13	10	9	6
Percent Change from Prior Year	100%	0%	33%	200%	-25%	100%	-33%	-50%	-76%	-31%	60%	33%	67%

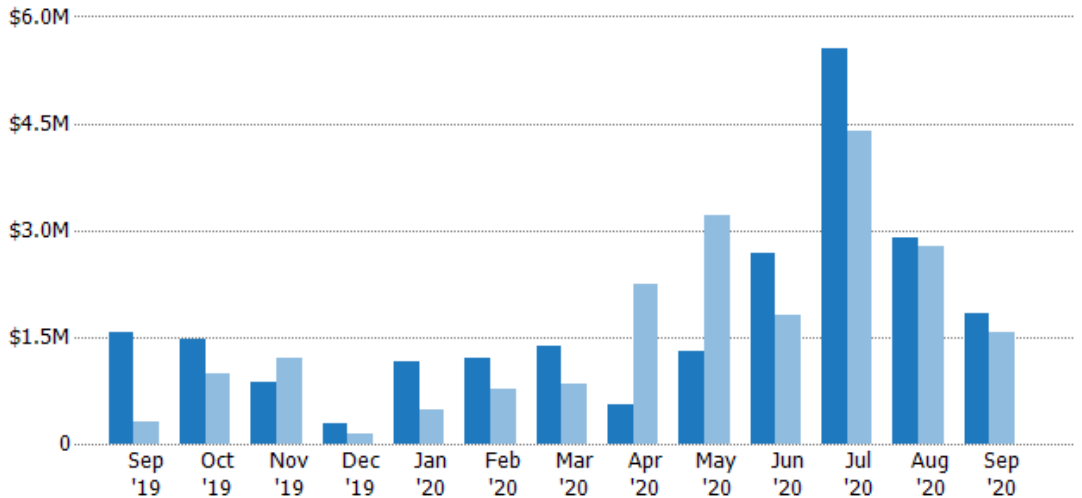
New Listing Volume

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.
Sep '20	\$1.83M	16.9%
Sep '19	\$1.56M	392.8%
Sep '18	\$317K	494.1%



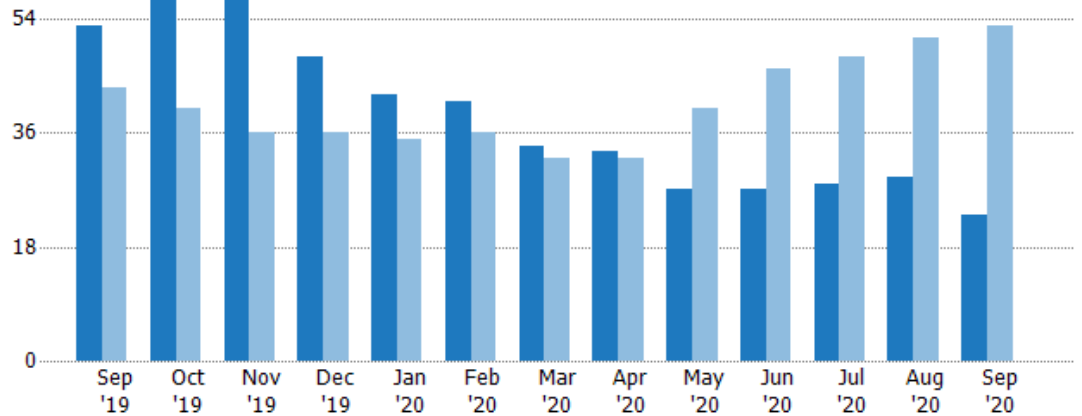
Current Year	\$1.56M	\$1.47M	\$867K	\$293K	\$1.15M	\$1.2M	\$1.38M	\$556K	\$1.31M	\$2.67M	\$5.55M	\$2.9M	\$1.83M
Prior Year	\$317K	\$987K	\$1.2M	\$145K	\$489K	\$763K	\$832K	\$2.24M	\$3.2M	\$1.8M	\$4.39M	\$2.78M	\$1.56M
Percent Change from Prior Year	393%	49%	-28%	102%	135%	58%	66%	-75%	-59%	48%	26%	4%	17%

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



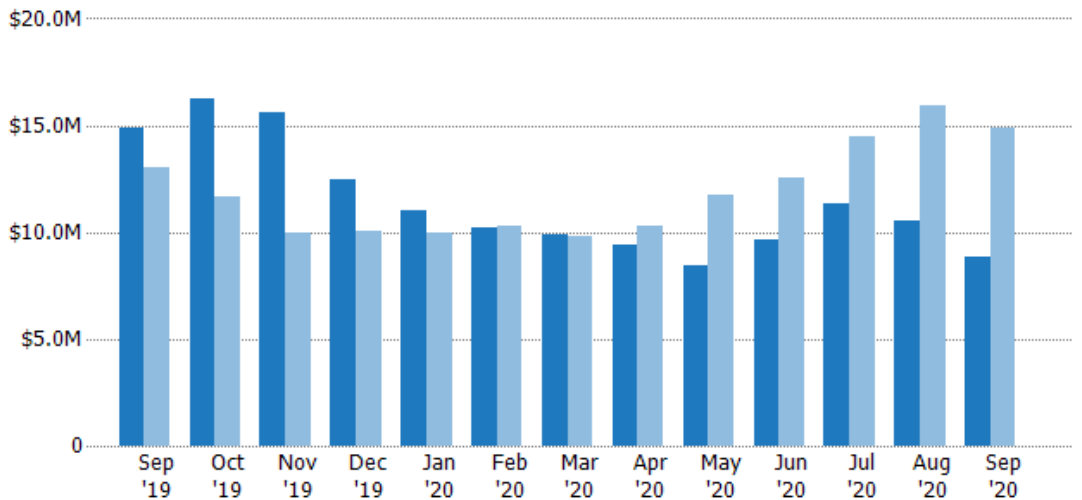
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	53	57	59	48	42	41	34	33	27	27	28	29	23
Prior Year	43	40	36	36	35	36	32	32	40	46	48	51	53
Percent Change from Prior Year	23%	43%	64%	33%	20%	14%	6%	3%	-33%	-41%	-42%	-43%	-57%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$14.9M	\$16.2M	\$15.6M	\$12.5M	\$11M	\$10.2M	\$9.92M	\$9.4M	\$8.42M	\$9.68M	\$11.4M	\$10.6M	\$8.87M
Prior Year	\$13M	\$11.6M	\$9.96M	\$10M	\$9.94M	\$10.3M	\$9.78M	\$10.3M	\$11.8M	\$12.5M	\$14.5M	\$15.9M	\$14.9M
Percent Change from Prior Year	15%	39%	56%	24%	11%	-1%	1%	-8%	-28%	-23%	-22%	-34%	-41%

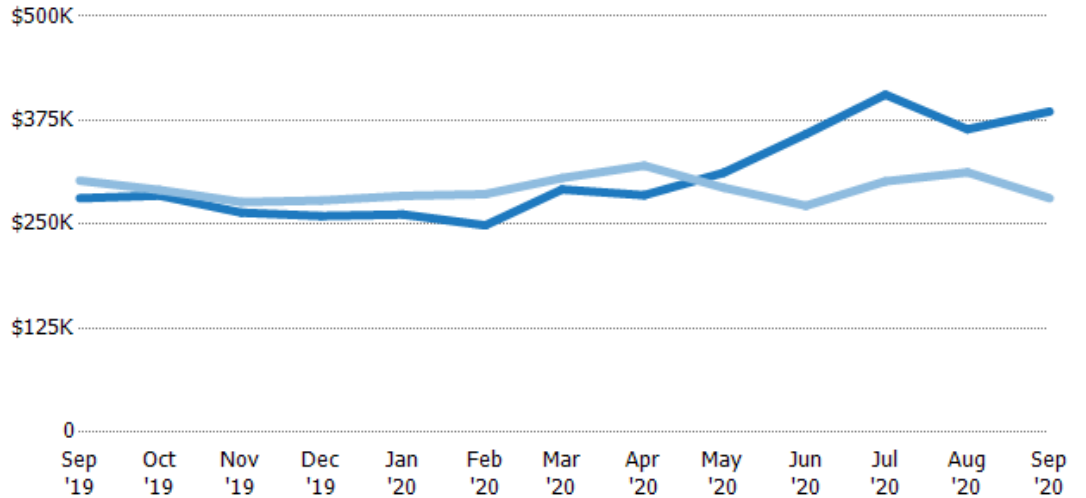
Average Listing Price

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.
Sep '20	\$385K	37%
Sep '19	\$281K	-7%
Sep '18	\$302K	-22.5%



Current Year	\$281K	\$284K	\$264K	\$260K	\$262K	\$249K	\$292K	\$285K	\$312K	\$358K	\$406K	\$364K	\$385K
Prior Year	\$302K	\$291K	\$277K	\$279K	\$284K	\$286K	\$306K	\$320K	\$294K	\$272K	\$302K	\$312K	\$281K
Percent Change from Prior Year	-7%	-2%	-5%	-7%	-8%	-13%	-4%	-11%	6%	32%	35%	17%	37%

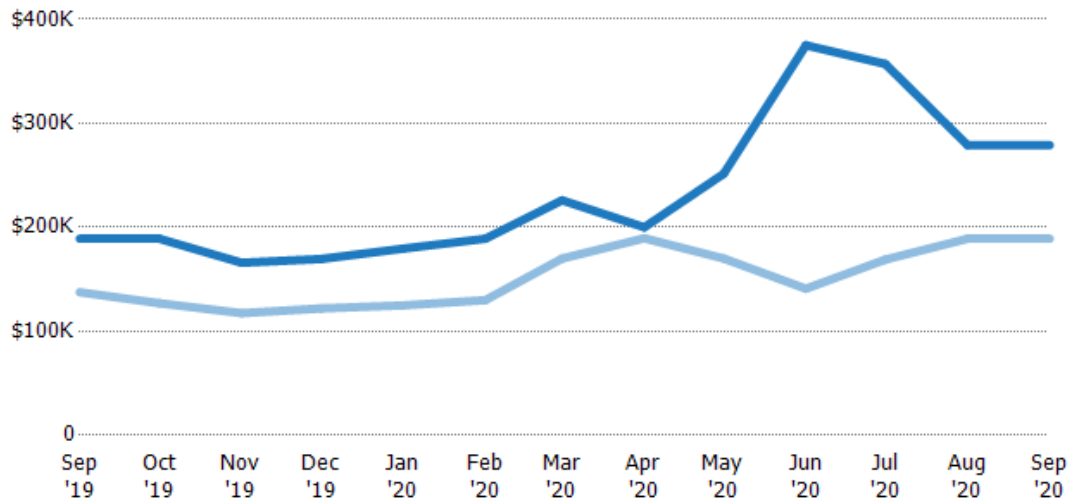
Median Listing Price

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.
Sep '20	\$279K	47.6%
Sep '19	\$189K	37.5%
Sep '18	\$138K	-6.2%



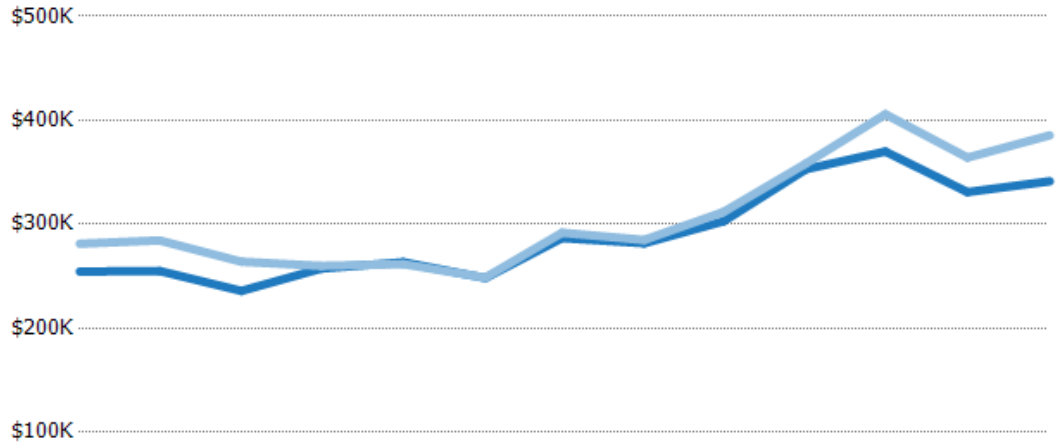
Current Year	\$189K	\$189K	\$166K	\$170K	\$180K	\$189K	\$226K	\$200K	\$252K	\$375K	\$357K	\$279K	\$279K
Prior Year	\$138K	\$127K	\$117K	\$122K	\$125K	\$130K	\$170K	\$189K	\$170K	\$141K	\$169K	\$189K	\$189K
Percent Change from Prior Year	37%	49%	41%	39%	44%	45%	33%	6%	48%	166%	111%	48%	48%

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



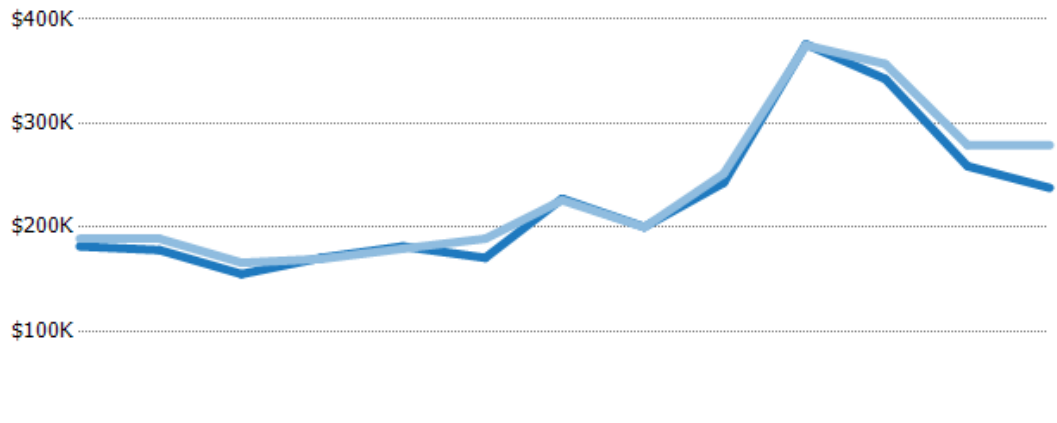
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$255K	\$255K	\$236K	\$257K	\$264K	\$248K	\$287K	\$282K	\$303K	\$353K	\$370K	\$331K	\$341K
Avg Listing Price	\$281K	\$284K	\$264K	\$260K	\$262K	\$249K	\$292K	\$285K	\$312K	\$358K	\$406K	\$364K	\$385K
Avg Listing Price as a % of Avg Est Value	111%	112%	112%	101%	99%	100%	102%	101%	103%	102%	110%	110%	113%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$182K	\$178K	\$155K	\$171K	\$182K	\$171K	\$228K	\$200K	\$243K	\$376K	\$343K	\$259K	\$238K
Median Listing Price	\$189K	\$189K	\$166K	\$170K	\$180K	\$189K	\$226K	\$200K	\$252K	\$375K	\$357K	\$279K	\$279K
Med Listing Price as a % of Med Est Value	104%	106%	107%	99%	99%	111%	99%	100%	104%	100%	104%	108%	117%

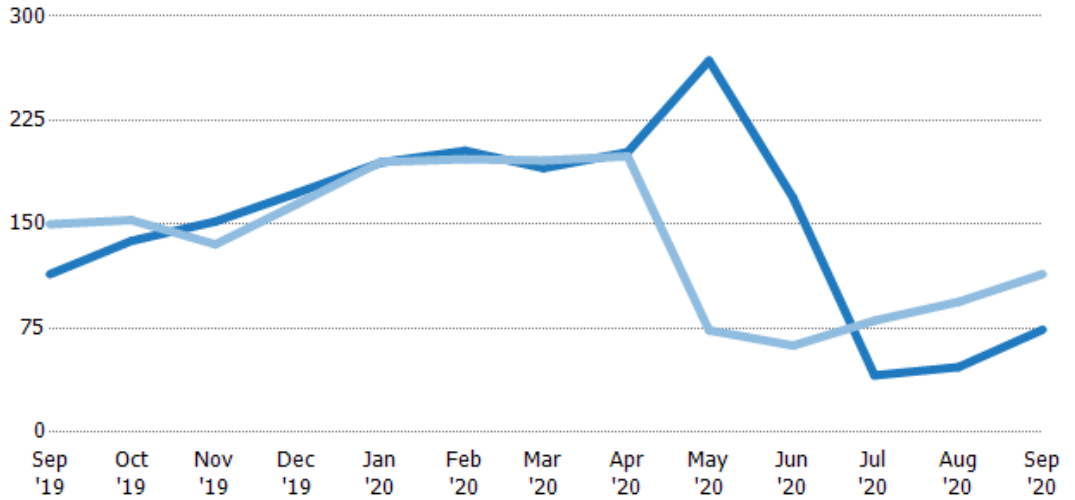
Median Days in RPR

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.
Sep '20	74	-35.1%
Sep '19	114	-24%
Sep '18	150	-35.7%



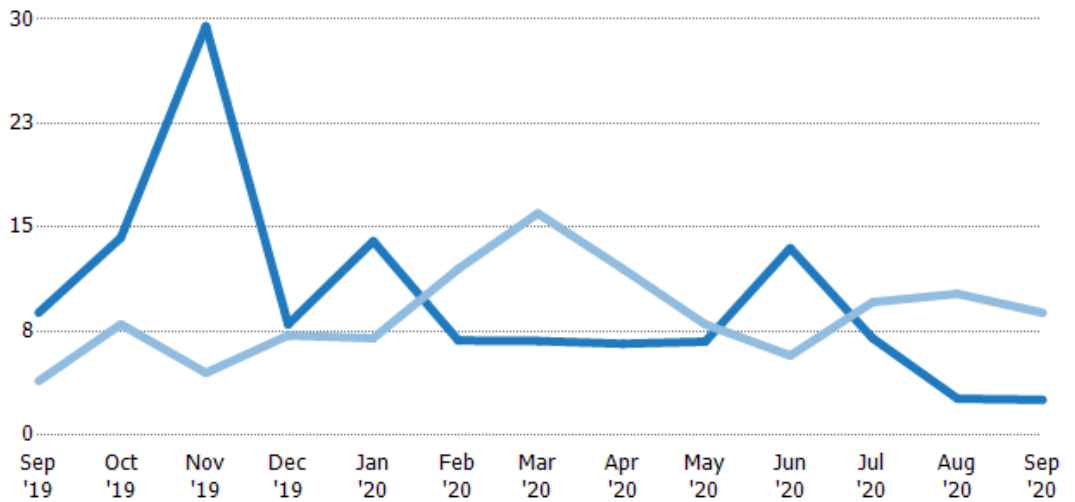
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	114	138	152	173	195	203	191	202	268	169	41	47	74
Prior Year	150	153	136	165	195	197	196	199	73.5	62.5	80.5	94	114
Percent Change from Prior Year	-24%	-10%	12%	5%	0%	3%	-3%	2%	265%	170%	-49%	-50%	-35%

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



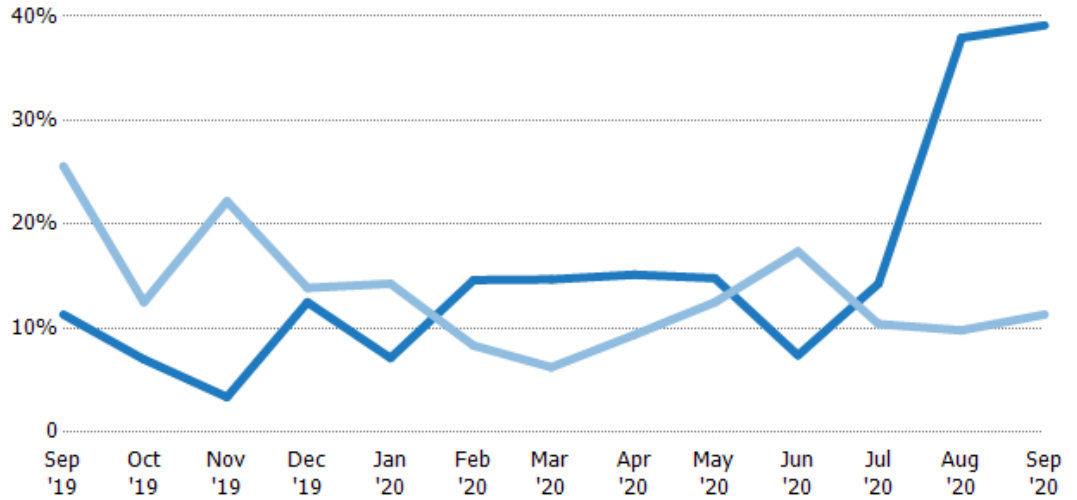
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	8.83	14.3	29.5	8	14	6.83	6.8	6.6	6.75	13.5	7	2.64	2.56
Prior Year	3.91	8	4.5	7.2	7	12	16	12	8	5.75	9.6	10.2	8.83
Percent Change from Prior Year	126%	78%	556%	11%	100%	-43%	-58%	100%	-16%	135%	-27%	-74%	-71%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: North Springfield, VT 05150,
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Property Type:
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Family Residence



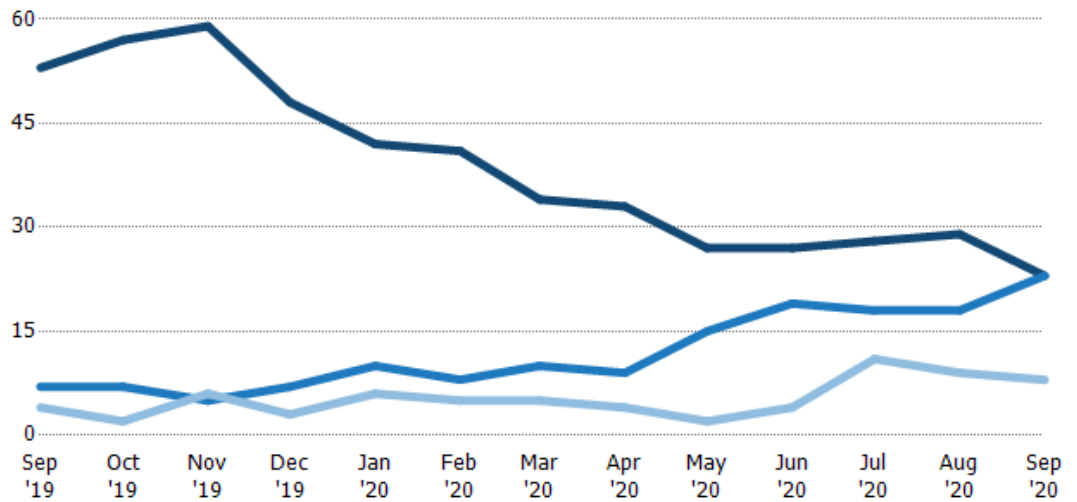
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	11%	7%	3%	13%	7%	15%	15%	15%	15%	7%	14%	38%	39%
Prior Year	26%	13%	22%	14%	14%	8%	6%	9%	13%	17%	10%	10%	11%
Change from Prior Year	14%	5%	19%	1%	7%	-6%	-8%	-15%	-2%	10%	-4%	-28%	-28%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	53	57	59	48	42	41	34	33	27	27	28	29	23
Pending	7	7	5	7	10	8	10	9	15	19	18	18	23
Sold	4	2	6	3	6	5	5	4	2	4	11	9	8

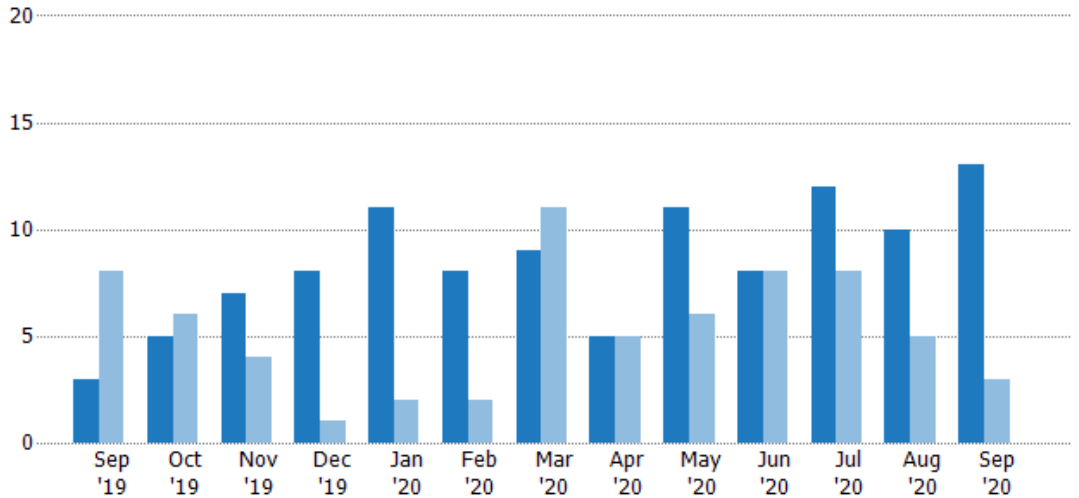
New Pending Sales

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.
Sep '20	13	333.3%
Sep '19	3	-62.5%
Sep '18	8	-50%



Current Year	3	5	7	8	11	8	9	5	11	8	12	10	13
Prior Year	8	6	4	1	2	2	11	5	6	8	8	5	3
Percent Change from Prior Year	-63%	-17%	75%	700%	450%	300%	-18%	0%	83%	0%	50%	100%	333%

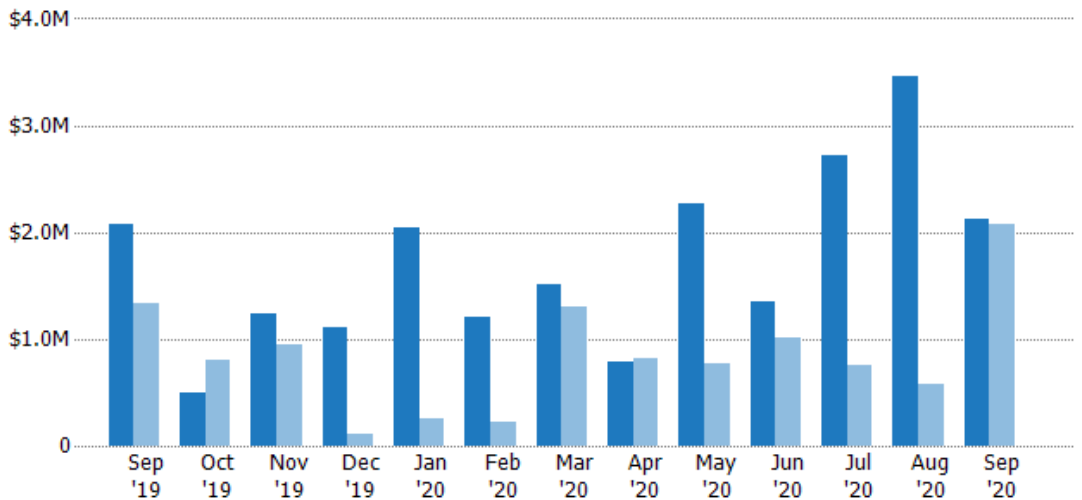
New Pending Sales Volume

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.
Sep '20	\$2.12M	2.2%
Sep '19	\$2.08M	56.7%
Sep '18	\$1.33M	-30%



Current Year	\$2.08M	\$499K	\$1.23M	\$1.11M	\$2.05M	\$1.21M	\$1.51M	\$791K	\$2.28M	\$1.35M	\$2.72M	\$3.46M	\$2.12M
Prior Year	\$1.33M	\$803K	\$947K	\$117K	\$254K	\$218K	\$1.31M	\$821K	\$777K	\$1.01M	\$756K	\$583K	\$2.08M
Percent Change from Prior Year	57%	-38%	30%	846%	706%	454%	16%	-4%	193%	33%	259%	493%	2%

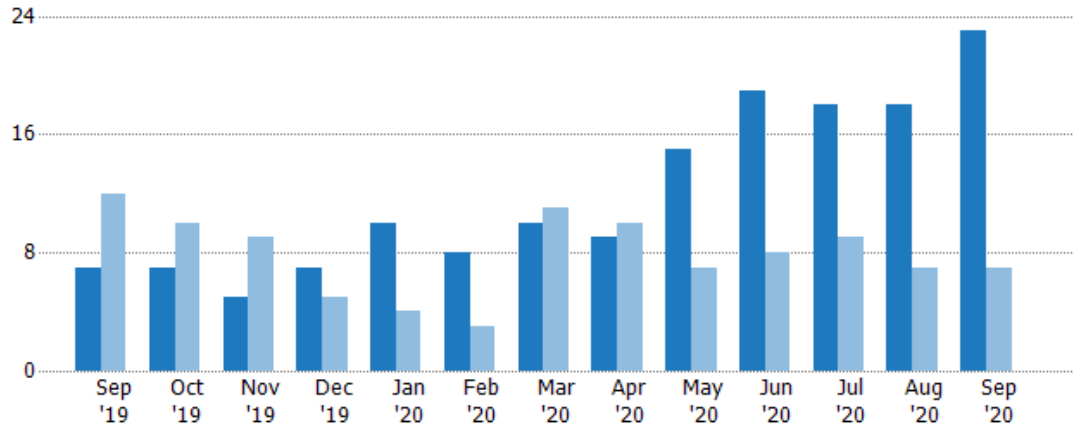
Pending Sales

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.
Sep '20	23	228.6%
Sep '19	7	-41.7%
Sep '18	12	-50%



Current Year	7	7	5	7	10	8	10	9	15	19	18	18	23
Prior Year	12	10	9	5	4	3	11	10	7	8	9	7	7
Percent Change from Prior Year	-42%	-30%	-44%	40%	150%	167%	-9%	-10%	114%	138%	100%	157%	229%

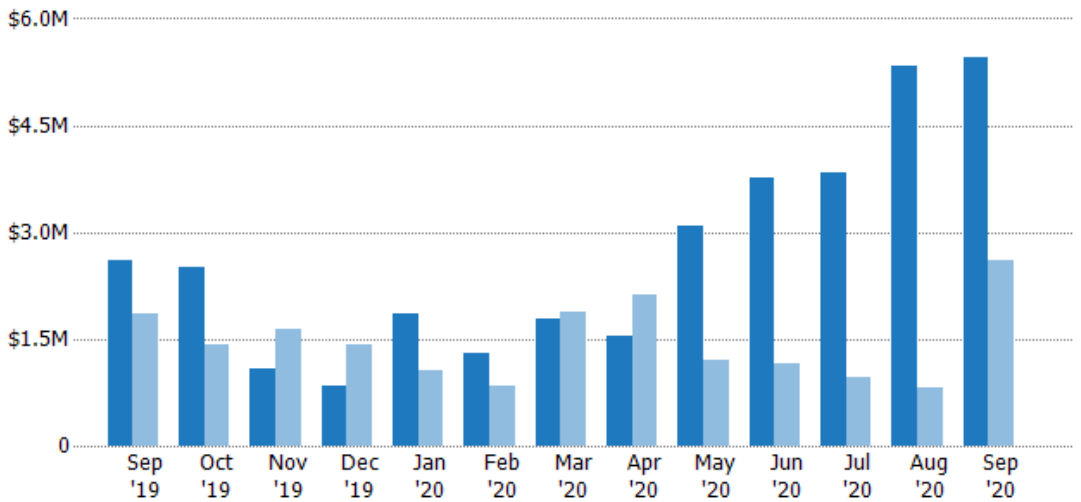
Pending Sales Volume

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.
Sep '20	\$5.46M	109.6%
Sep '19	\$2.61M	41.2%
Sep '18	\$1.85M	-29.4%



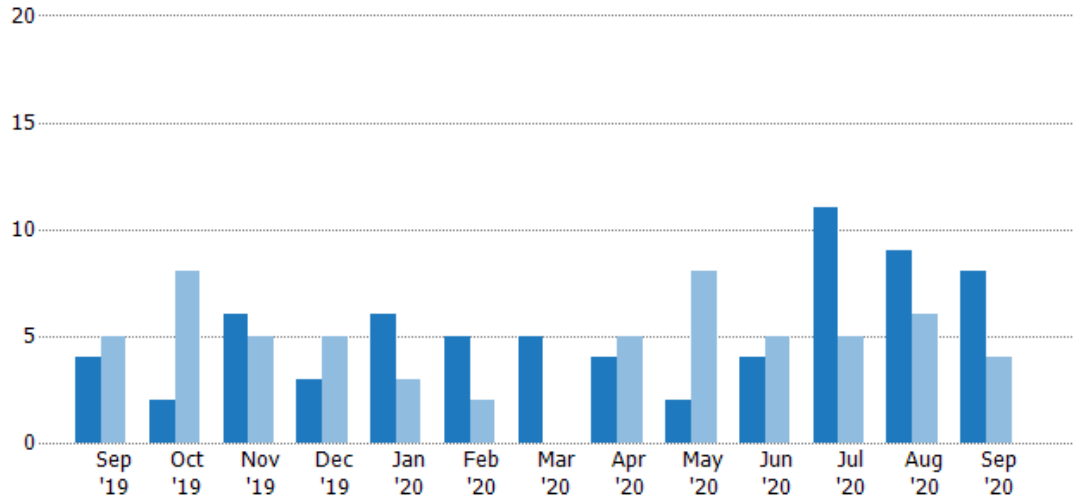
Current Year	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.3M	\$1.79M	\$1.54M	\$3.08M	\$3.75M	\$3.85M	\$5.32M	\$5.46M
Prior Year	\$1.85M	\$1.43M	\$1.63M	\$1.41M	\$1.07M	\$852K	\$1.89M	\$2.13M	\$1.2M	\$1.15M	\$962K	\$825K	\$2.61M
Percent Change from Prior Year	41%	76%	-33%	-41%	75%	53%	-6%	-28%	156%	226%	300%	545%	110%

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



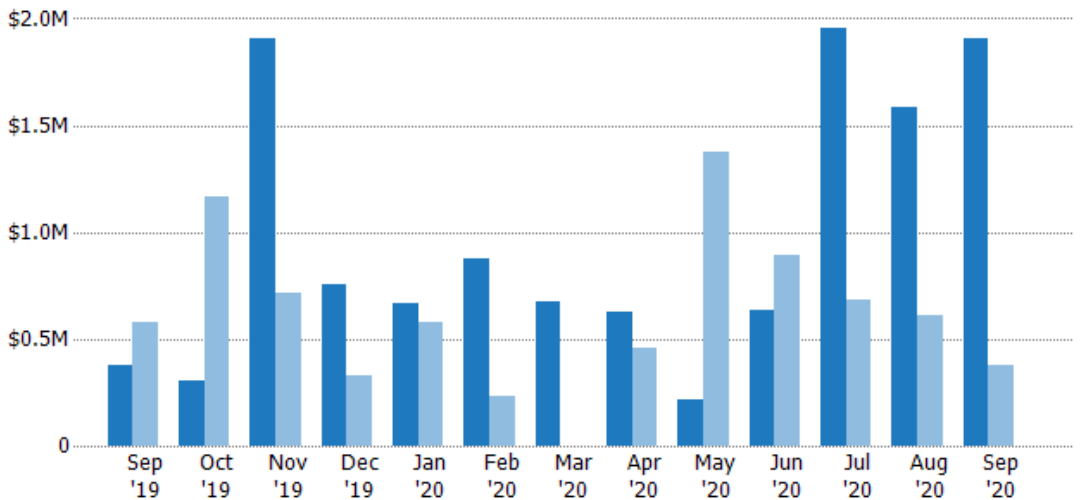
Current Year	4	2	6	3	6	5	5	4	2	4	11	9	8
Prior Year	5	8	5	5	3	2	-	5	8	5	5	6	4
Percent Change from Prior Year	-20%	-75%	20%	-40%	100%	150%	100%	-20%	-75%	-20%	120%	50%	100%

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



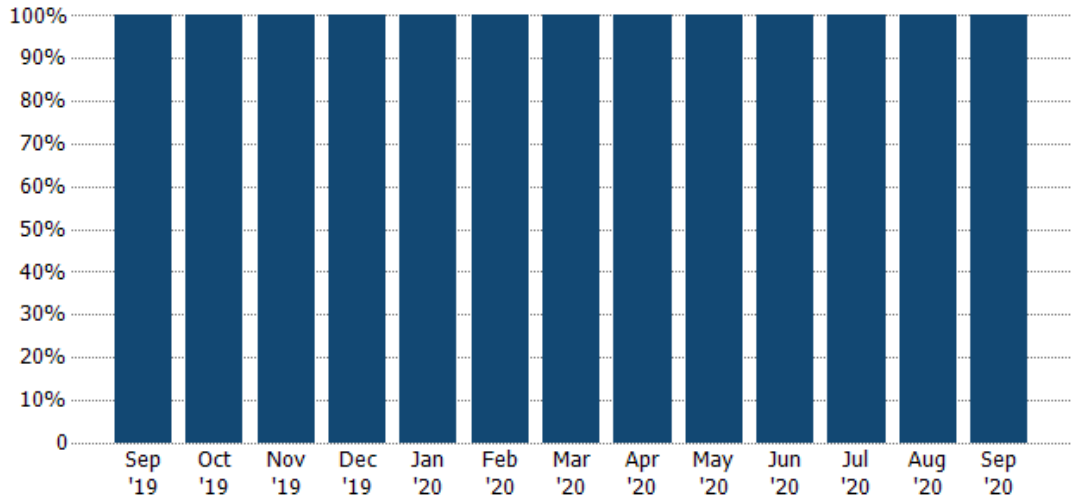
Current Year	\$375K	\$304K	\$1.91M	\$753K	\$668K	\$873K	\$678K	\$626K	\$213K	\$635K	\$1.96M	\$1.58M	\$1.91M
Prior Year	\$578K	\$1.17M	\$711K	\$327K	\$575K	\$235K	-	\$456K	\$1.37M	\$893K	\$682K	\$608K	\$375K
Percent Change from Prior Year	-35%	-74%	168%	130%	16%	271%	100%	37%	-85%	-29%	187%	160%	409%

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

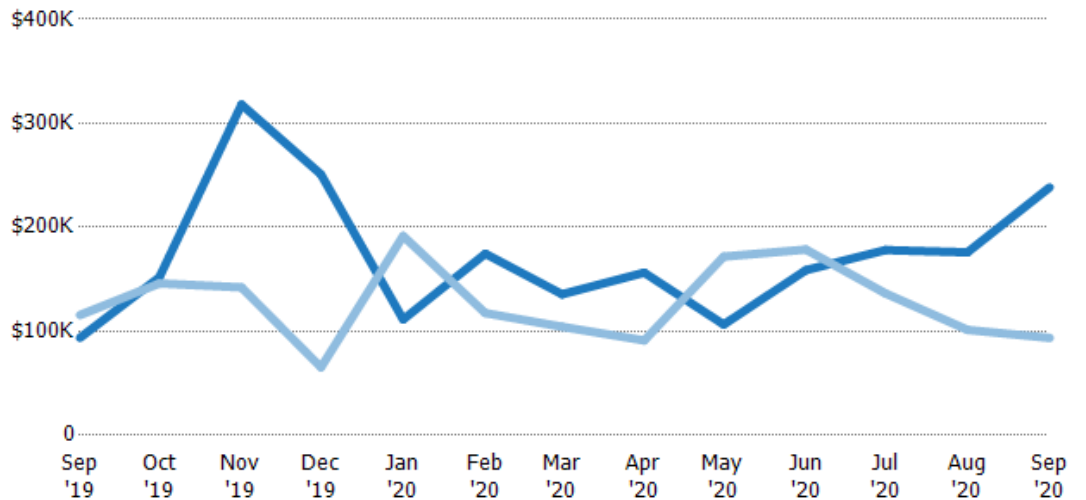
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

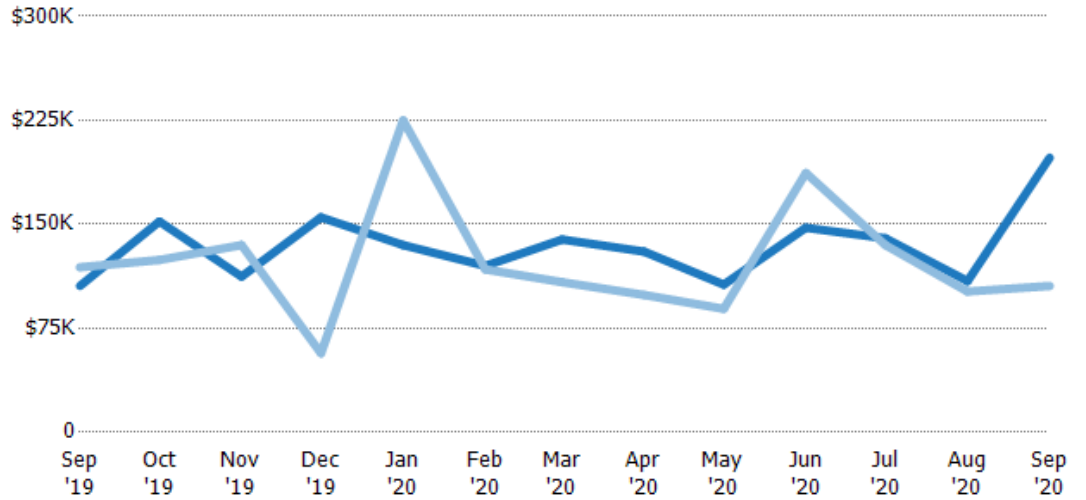
\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K	\$176K	\$238K
\$116K	\$146K	\$142K	\$65.3K	\$192K	\$118K	\$104K	\$91.2K	\$172K	\$179K	\$136K	\$101K	\$93.6K
-19%	4%	124%	284%	-42%	49%	100%	71%	-38%	-11%	30%	74%	155%

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



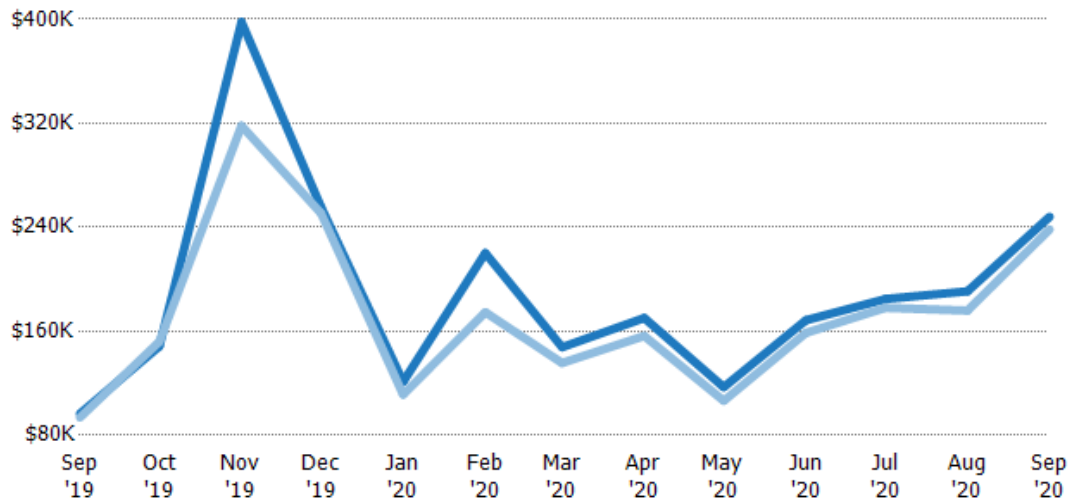
Current Year	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K	\$109K	\$198K
Prior Year	\$119K	\$124K	\$135K	\$57K	\$225K	\$118K	\$108K	\$99K	\$89K	\$187K	\$135K	\$102K	\$106K
Percent Change from Prior Year	-11%	22%	-17%	172%	-40%	2%	100%	32%	20%	-21%	4%	7%	88%

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



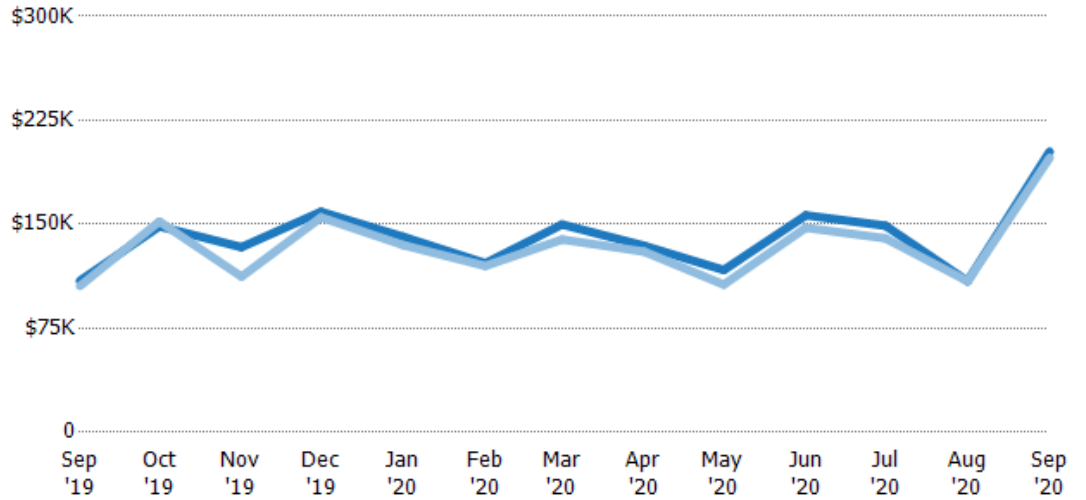
Avg List Price	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K	\$191K	\$248K
Avg Sales Price	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K	\$176K	\$238K
Avg Sales Price as a % of Avg List Price	97%	102%	80%	98%	92%	79%	92%	92%	91%	94%	96%	92%	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



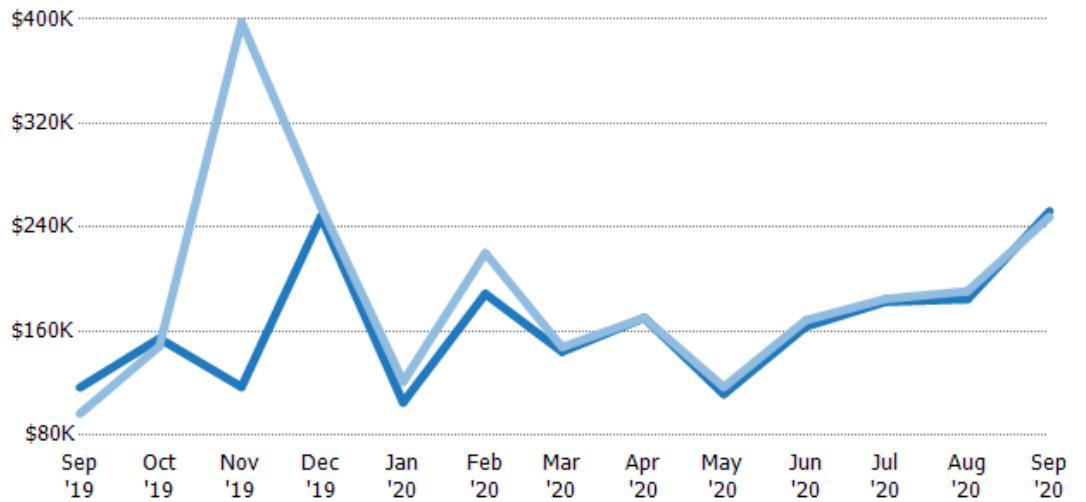
Median List Price	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K	\$109K	\$202K
Median Sales Price	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K	\$109K	\$198K
Med Sales Price as a % of Med List Price	97%	102%	84%	97%	96%	98%	93%	97%	91%	94%	94%	100%	98%

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



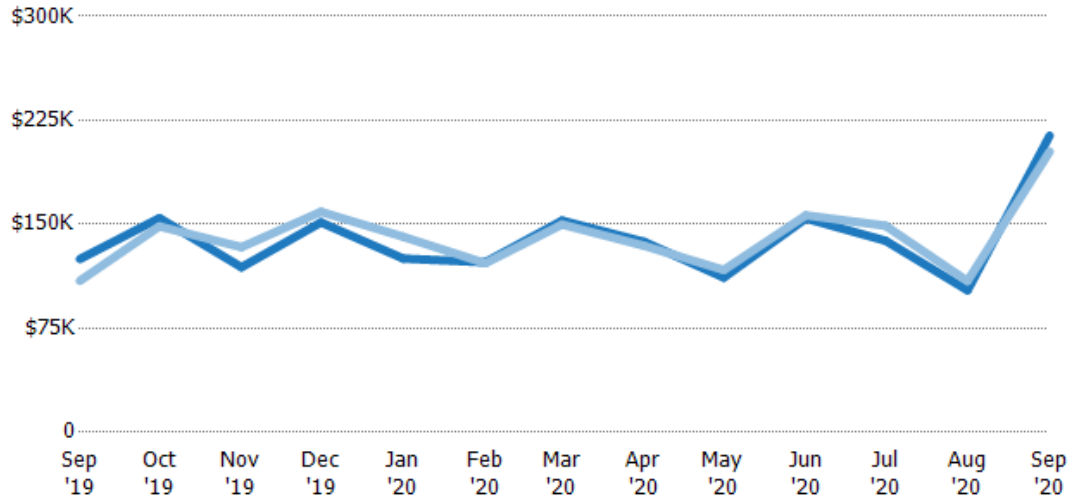
Avg Est Value	\$117K	\$154K	\$117K	\$248K	\$105K	\$189K	\$144K	\$170K	\$112K	\$164K	\$183K	\$185K	\$252K
Avg Sales Price	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K	\$191K	\$248K
Avg Sales Price as a % of Avg Est Value	83%	96%	340%	103%	115%	117%	102%	100%	105%	103%	101%	103%	98%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$125K	\$154K	\$119K	\$151K	\$125K	\$123K	\$153K	\$137K	\$112K	\$154K	\$138K	\$102K	\$214K
Median Sales Price	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K	\$109K	\$202K
Med Sales Price as a % of Med Est Value	87%	96%	112%	105%	113%	99%	98%	98%	105%	101%	108%	106%	95%