

## 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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	8	-50%	81	93	-12.9%
New Listing Volume	\$1,146,899	\$867,200	+32.3%	\$21,480,092	\$20,544,274	+4.6%
Active Listing Count	15	59	-74.6%	N/A	N/A	
Active Listing Volume	\$5,101,692	\$15,445,600	-67%	N/A	N/A	
Average Listing Price	\$340,113	\$261,790	+29.9%	\$315,293	\$288,369	+9.3%
Median Listing Price	\$250,000	\$165,900	+50.7%	\$251,822	\$167,697	+50.2%
Median Days in RPR	98	152	-35.5%	111.8	115.41	-3.1%
Months of Inventory	1.9	29.5	-93.6%	6.6	7.9	-15.6%
Absorption Rate	53.33%	3.39%	+49.9%	15.05%	12.7%	+2.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	7	-28.6%	102	62	+64.5%
New Pending Sales Volume	\$1,176,900	\$1,233,400	-4.6%	\$22,604,100	\$9,538,014	+137%
Pending Sales Count	17	5	+240%	N/A	N/A	
Pending Sales Volume	\$5,289,100	\$1,083,400	+388.2%	N/A	N/A	
Closed Sales Count	12	6	+100%	74	48	+54.2%
Closed Sales Volume	\$2,440,500	\$1,908,400	+27.9%	\$14,207,810	\$7,608,241	+86.7%
Average Sales Price	\$203,375	\$318,067	-36.1%	\$191,997	\$158,505	+21.1%
Median Sales Price	\$195,750	\$112,250	+74.4%	\$159,972	\$126,650	+26.3%

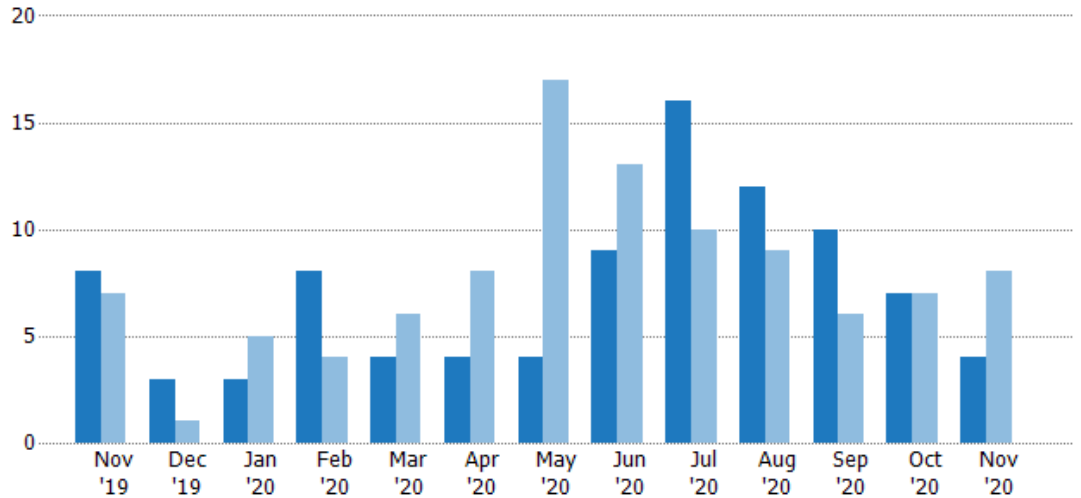
## New Listings

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.
Nov '20	4	-50%
Nov '19	8	14.3%
Nov '18	7	-14.3%



Current Year	8	3	3	8	4	4	4	9	16	12	10	7	4
Prior Year	7	1	5	4	6	8	17	13	10	9	6	7	8
Percent Change from Prior Year	14%	200%	-40%	100%	-33%	-50%	-76%	-31%	60%	33%	67%	0%	-50%

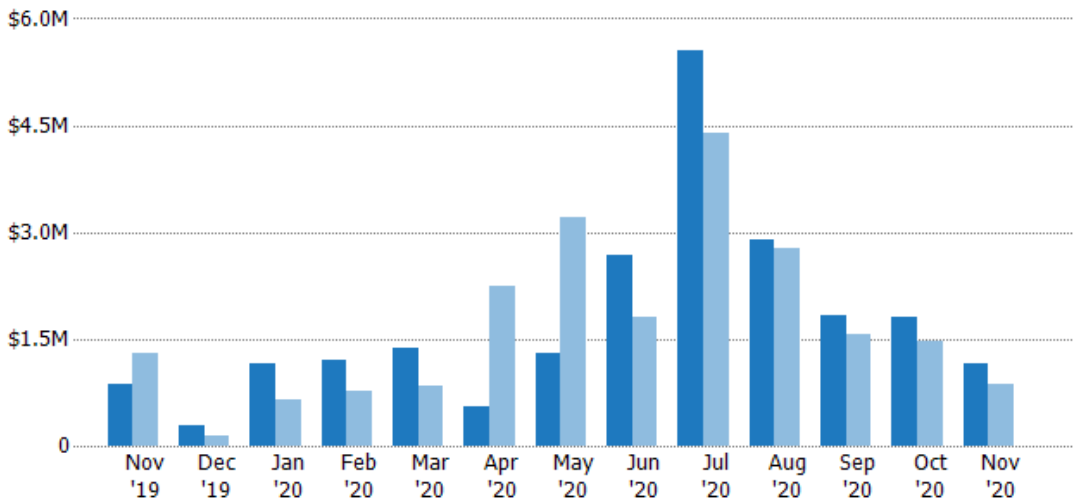
## New Listing Volume

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.
Nov '20	\$1.15M	32.3%
Nov '19	\$867K	-32.7%
Nov '18	\$1.29M	171%



Current Year	\$867K	\$293K	\$1.15M	\$1.2M	\$1.38M	\$556K	\$1.31M	\$2.67M	\$5.55M	\$2.9M	\$1.83M	\$1.8M	\$1.15M
Prior Year	\$1.29M	\$145K	\$639K	\$763K	\$832K	\$2.24M	\$3.2M	\$1.8M	\$4.39M	\$2.78M	\$1.56M	\$1.47M	\$867K
Percent Change from Prior Year	-33%	102%	80%	58%	66%	-75%	-59%	48%	26%	4%	17%	22%	32%

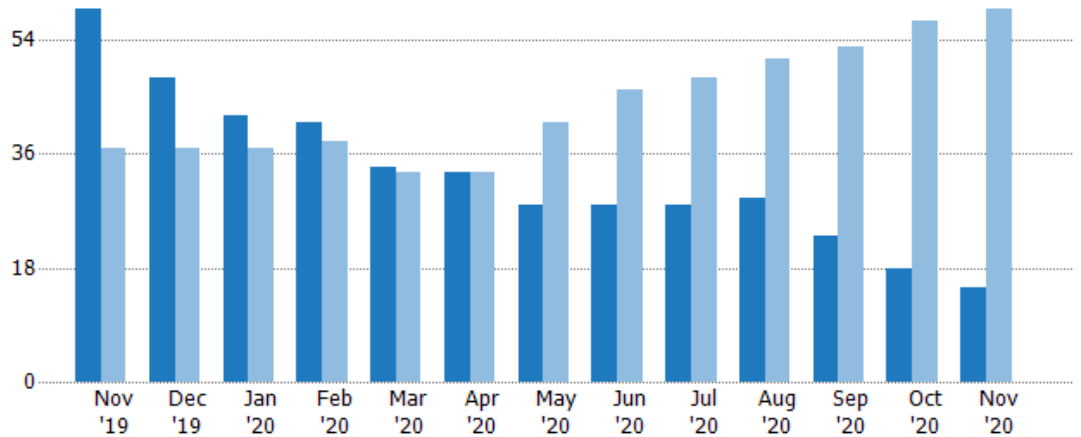
## Active Listings

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.
Nov '20	15	-74.6%
Nov '19	59	59.5%
Nov '18	37	64.9%



Current Year	59	48	42	41	34	33	28	28	28	29	23	18	15
Prior Year	37	37	37	38	33	33	41	46	48	51	53	57	59
Percent Change from Prior Year	59%	30%	14%	8%	3%	0%	-32%	-39%	-42%	-43%	-57%	-68%	-75%

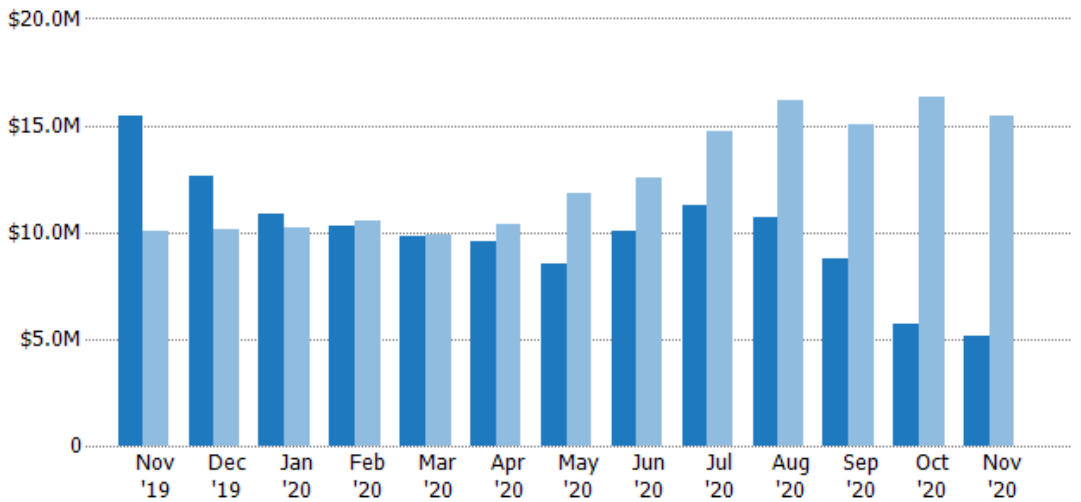
## Active Listing Volume

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.
Nov '20	\$5.1M	-67%
Nov '19	\$15.4M	53.8%
Nov '18	\$10M	82%



Current Year	\$15.4M	\$12.6M	\$10.9M	\$10.3M	\$9.79M	\$9.53M	\$8.53M	\$10M	\$11.2M	\$10.7M	\$8.73M	\$5.74M	\$5.1M
Prior Year	\$10M	\$10.1M	\$10.2M	\$10.5M	\$9.86M	\$10.3M	\$11.8M	\$12.5M	\$14.7M	\$16.2M	\$15M	\$16.3M	\$15.4M
Percent Change from Prior Year	54%	25%	7%	-2%	-1%	-8%	-28%	-20%	-24%	-34%	-42%	-65%	-67%

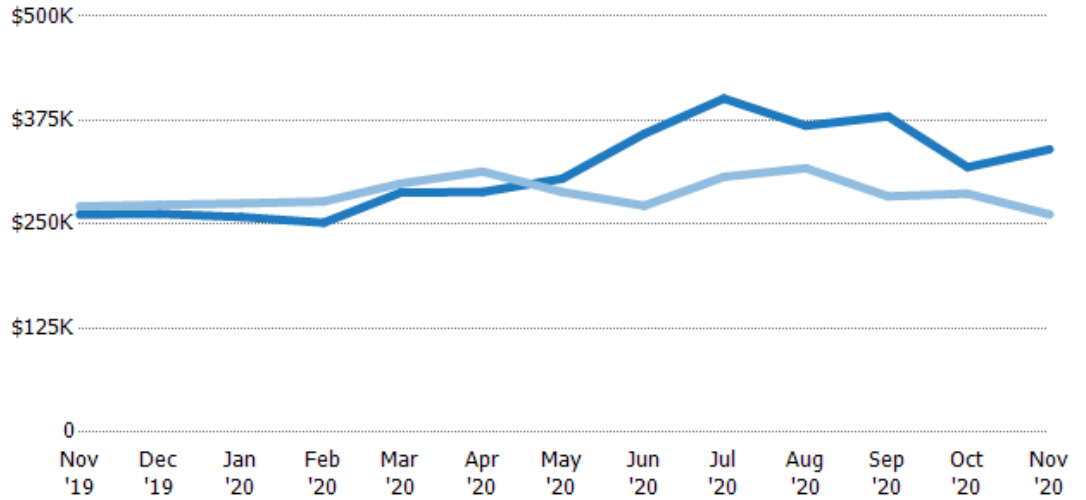
## Average Listing Price

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.
Nov '20	\$340K	29.9%
Nov '19	\$262K	-3.6%
Nov '18	\$271K	10.4%



Current Year	\$262K	\$263K	\$259K	\$252K	\$288K	\$289K	\$305K	\$359K	\$401K	\$368K	\$380K	\$319K	\$340K
Prior Year	\$271K	\$273K	\$275K	\$277K	\$299K	\$313K	\$289K	\$272K	\$307K	\$317K	\$284K	\$287K	\$262K
Percent Change from Prior Year	-4%	-4%	-6%	-9%	-4%	-8%	6%	32%	31%	16%	34%	11%	30%

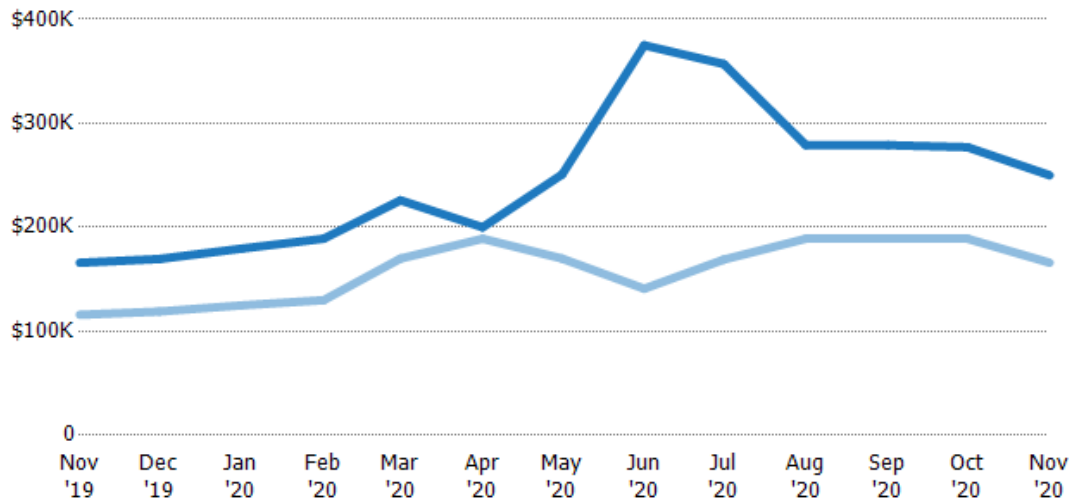
## Median Listing Price

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.
Nov '20	\$250K	50.7%
Nov '19	\$166K	43.1%
Nov '18	\$116K	28.6%



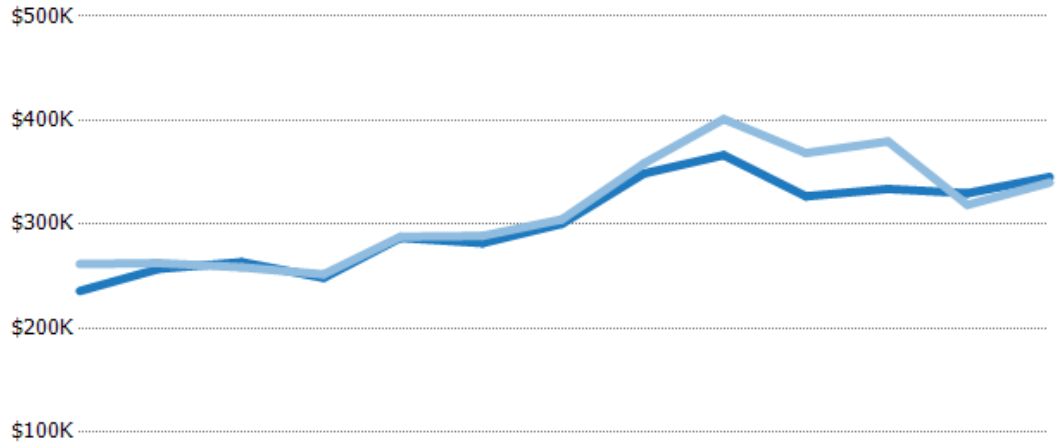
Current Year	\$166K	\$170K	\$180K	\$189K	\$226K	\$200K	\$251K	\$375K	\$357K	\$279K	\$279K	\$277K	\$250K
Prior Year	\$116K	\$119K	\$125K	\$130K	\$170K	\$189K	\$170K	\$141K	\$169K	\$189K	\$189K	\$189K	\$166K
Percent Change from Prior Year	43%	42%	44%	45%	33%	6%	48%	166%	111%	48%	48%	47%	51%

## 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



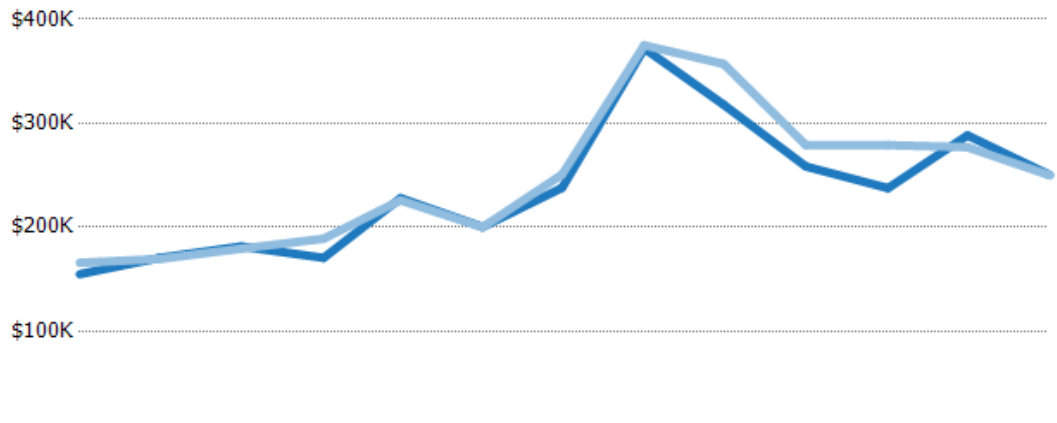
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$236K	\$257K	\$264K	\$248K	\$287K	\$282K	\$301K	\$349K	\$366K	\$327K	\$334K	\$330K	\$345K
Avg Listing Price	\$262K	\$263K	\$259K	\$252K	\$288K	\$289K	\$305K	\$359K	\$401K	\$368K	\$380K	\$319K	\$340K
Avg Listing Price as a % of Avg Est Value	111%	102%	98%	101%	100%	102%	101%	103%	109%	113%	114%	97%	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



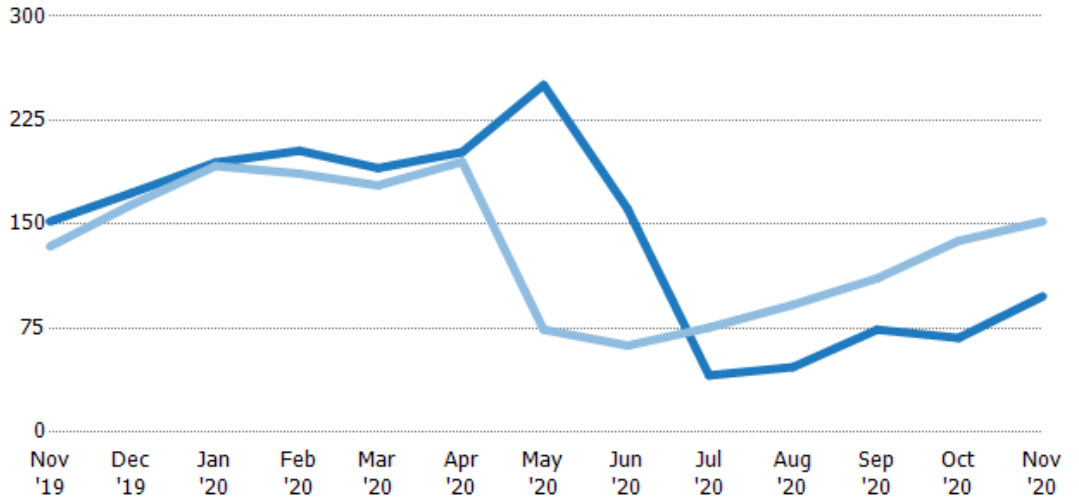
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$155K	\$171K	\$182K	\$171K	\$228K	\$200K	\$238K	\$372K	\$318K	\$258K	\$238K	\$288K	\$250K
Median Listing Price	\$166K	\$170K	\$180K	\$189K	\$226K	\$200K	\$251K	\$375K	\$357K	\$279K	\$279K	\$277K	\$250K
Med Listing Price as a % of Med Est Value	107%	99%	99%	111%	99%	100%	105%	101%	112%	108%	117%	96%	100%

## 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



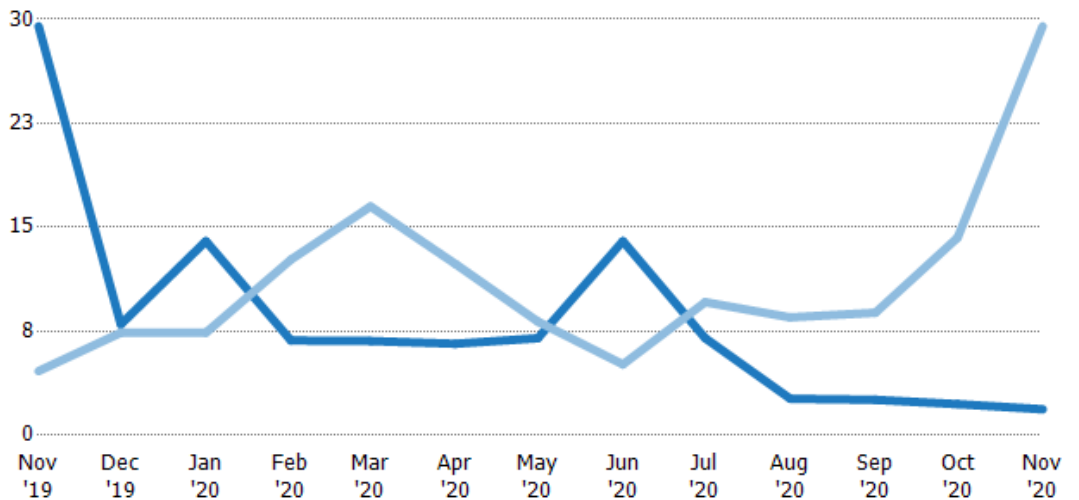
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	152	173	195	203	191	202	251	161	41	47	74	68	98
Prior Year	134	164	192	187	178	195	74	62.5	75.5	92	111	138	152
Percent Change from Prior Year	13%	5%	1%	9%	7%	4%	239%	158%	-46%	-49%	-33%	-51%	-36%

## 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



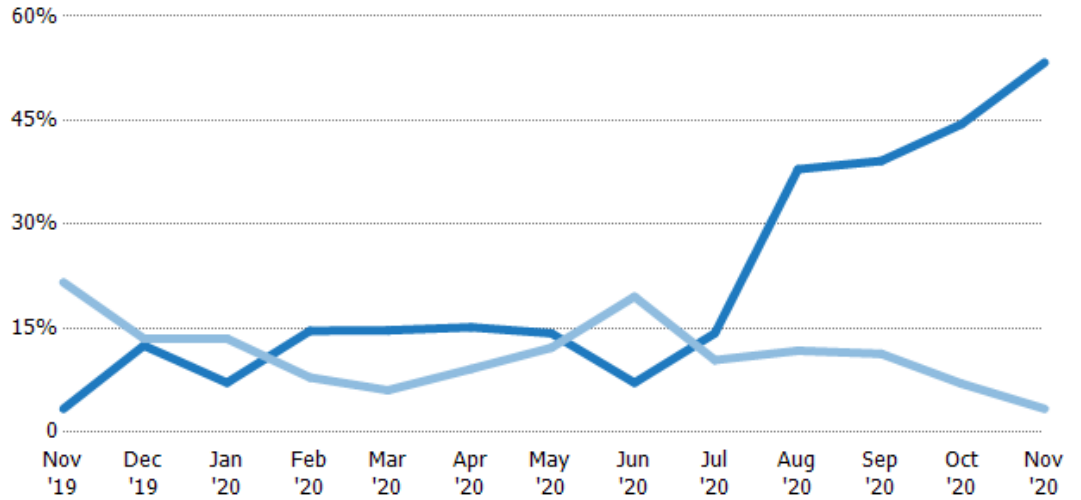
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	29.5	8	14	6.83	6.8	6.6	7	14	7	2.64	2.56	2.25	1.88
Prior Year	4.63	7.4	7.4	12.7	16.5	12.4	8.2	5.11	9.6	8.5	8.83	14.3	29.5
Percent Change from Prior Year	538%	8%	89%	-46%	-59%	100%	-15%	174%	-27%	-69%	-71%	-84%	-94%

## 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



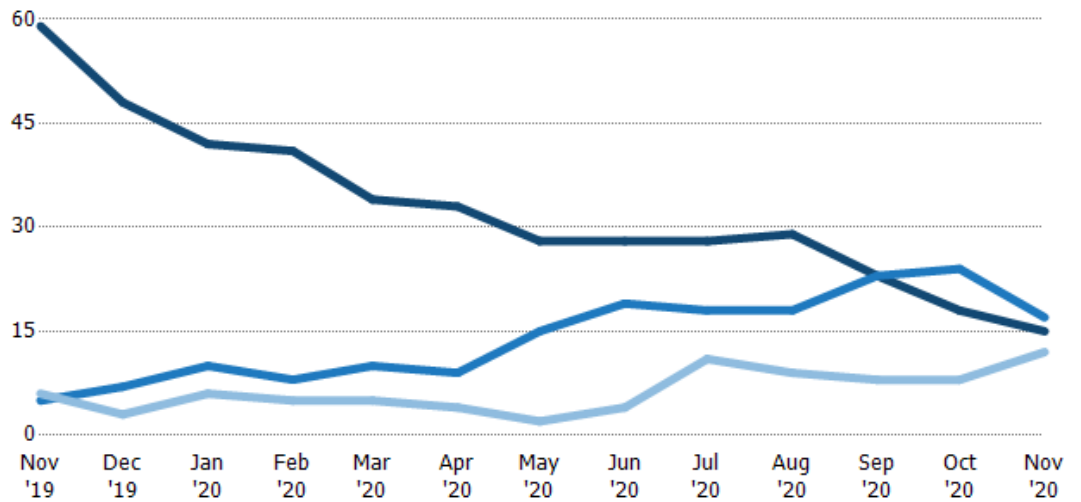
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	3%	13%	7%	15%	15%	15%	14%	7%	14%	38%	39%	44%	53%
Prior Year	22%	14%	14%	8%	6%	9%	12%	20%	10%	12%	11%	7%	3%
Change from Prior Year	18%	1%	6%	-7%	-9%	-15%	-2%	12%	-4%	-26%	-28%	-37%	-50%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	59	48	42	41	34	33	28	28	28	29	23	18	15
Pending	5	7	10	8	10	9	15	19	18	18	23	24	17
Sold	6	3	6	5	5	4	2	4	11	9	8	8	12

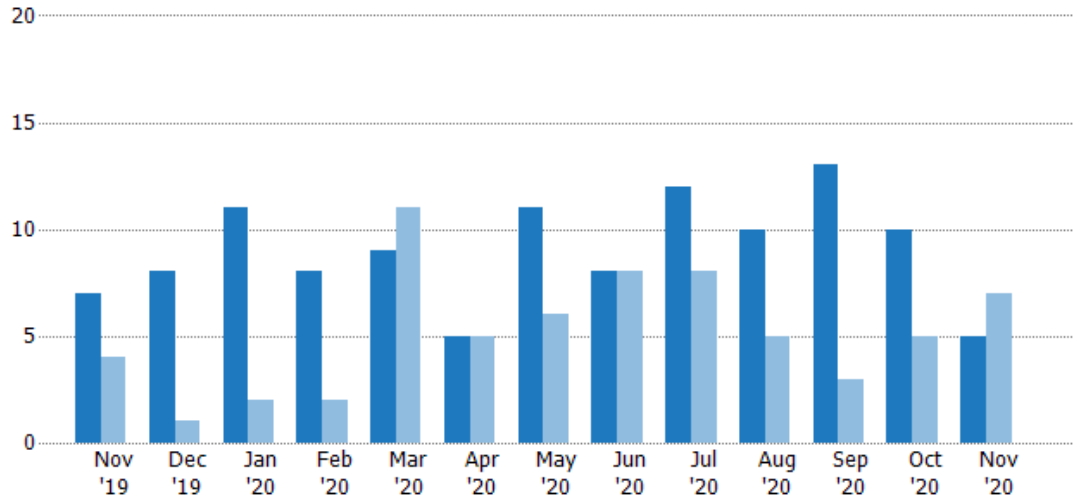
## New Pending Sales

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.
Nov '20	5	-28.6%
Nov '19	7	75%
Nov '18	4	25%



Current Year	7	8	11	8	9	5	11	8	12	10	13	10	5
Prior Year	4	1	2	2	11	5	6	8	8	5	3	5	7
Percent Change from Prior Year	75%	700%	450%	300%	-18%	0%	83%	0%	50%	100%	333%	100%	-29%

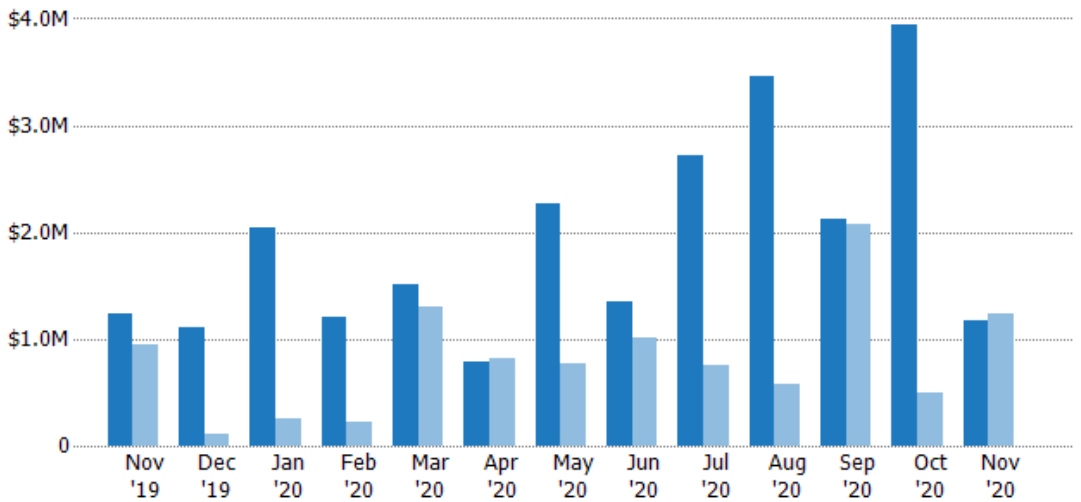
## New Pending Sales Volume

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.
Nov '20	\$1.18M	-4.6%
Nov '19	\$1.23M	30.2%
Nov '18	\$947K	-39.4%



Current Year	\$1.23M	\$1.11M	\$2.05M	\$1.21M	\$1.51M	\$791K	\$2.28M	\$1.35M	\$2.72M	\$3.46M	\$2.12M	\$3.95M	\$1.18M
Prior Year	\$947K	\$117K	\$254K	\$218K	\$1.31M	\$821K	\$777K	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M
Percent Change from Prior Year	30%	846%	706%	454%	16%	-4%	193%	33%	259%	493%	2%	692%	-5%

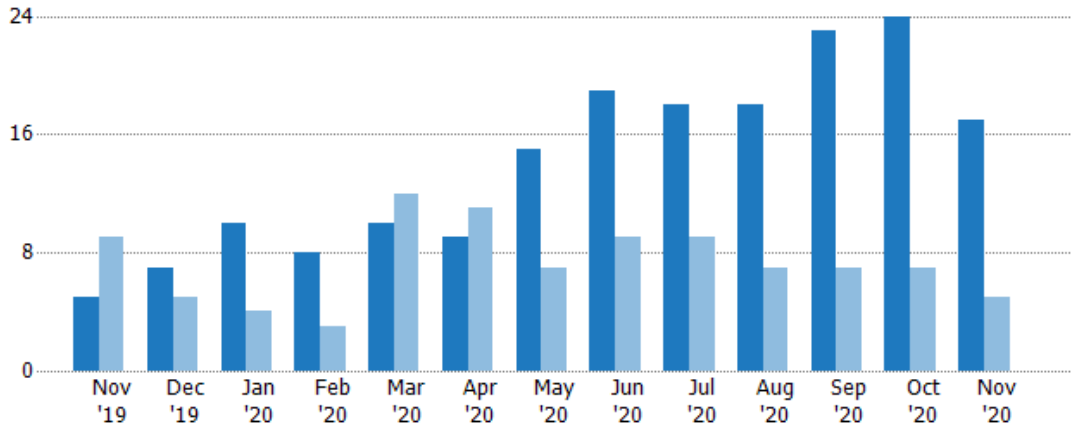


## Pending Sales

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



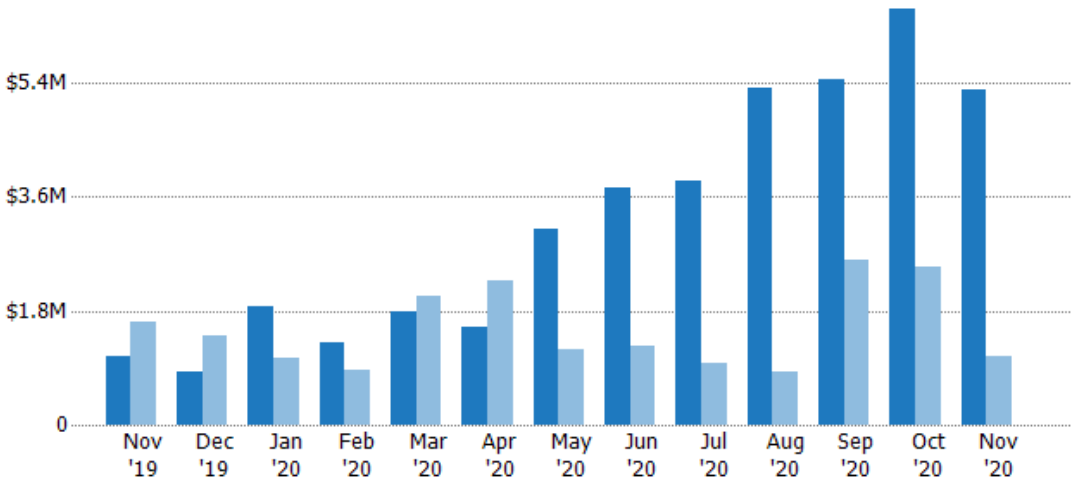
Month/Year	Count	% Chg.
Nov '20	17	240%
Nov '19	5	-44.4%
Nov '18	9	-11.1%

## 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



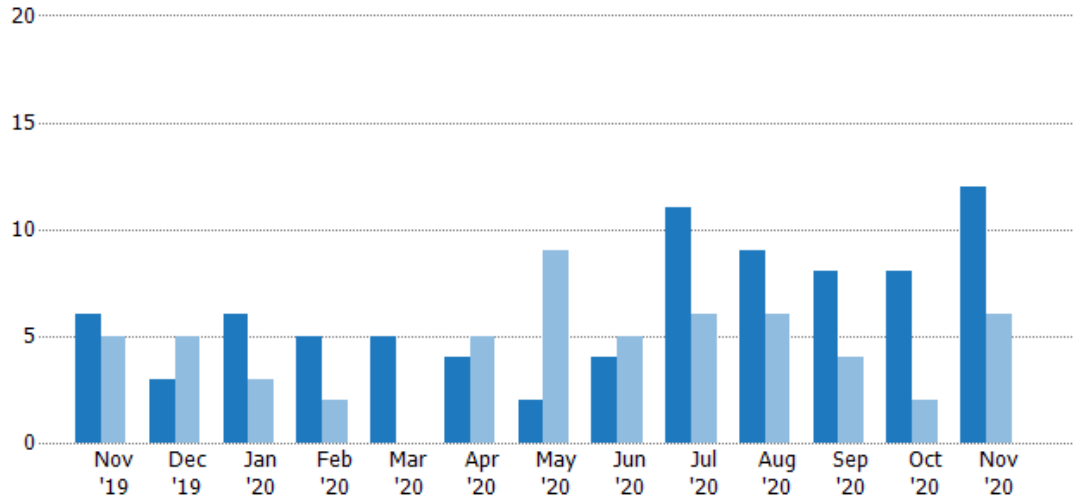
Month/Year	Volume	% Chg.
Nov '20	\$5.29M	388.2%
Nov '19	\$1.08M	-33.4%
Nov '18	\$1.63M	-46.5%

## 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



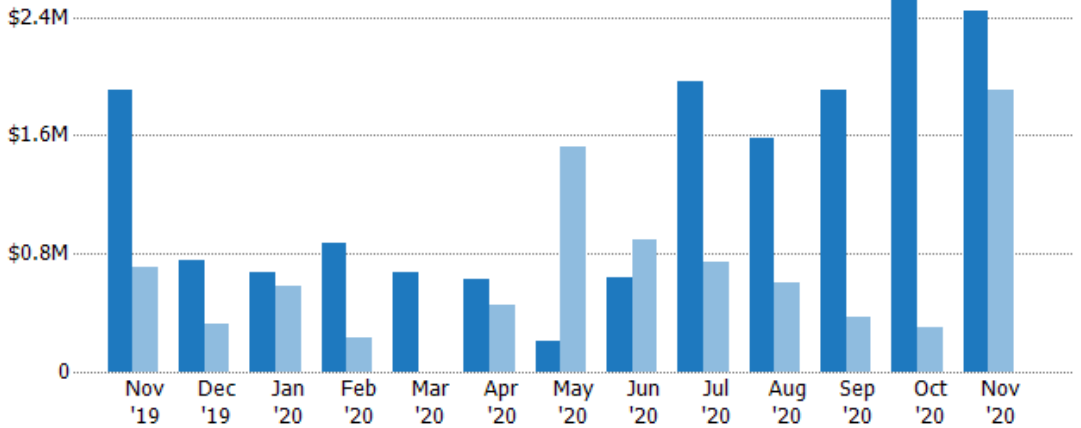
Current Year	6	3	6	5	5	4	2	4	11	9	8	8	12
Prior Year	5	5	3	2	-	5	9	5	6	6	4	2	6
Percent Change from Prior Year	20%	-40%	100%	150%	100%	-20%	-78%	-20%	83%	50%	100%	300%	100%

## 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



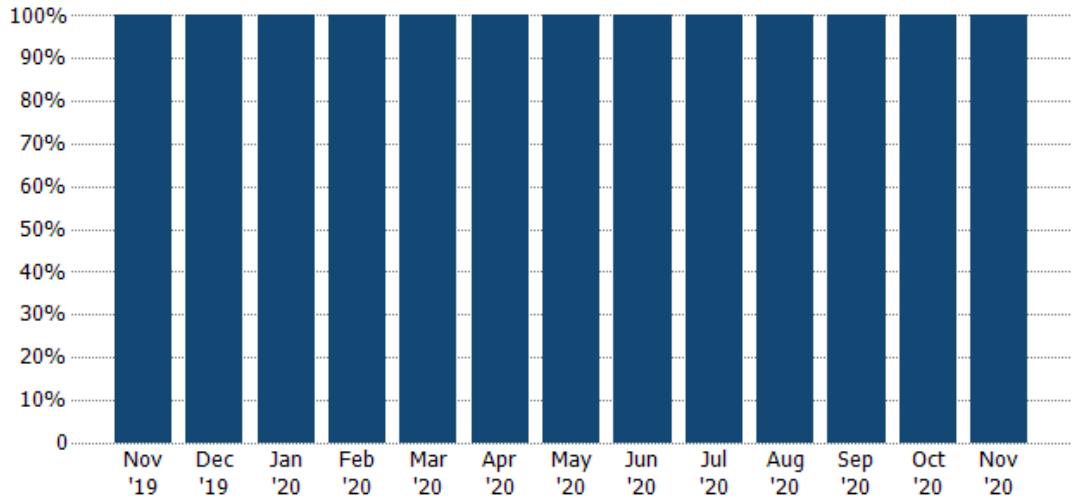
Current Year	\$1.91M	\$753K	\$668K	\$873K	\$678K	\$626K	\$213K	\$635K	\$1.96M	\$1.58M	\$1.91M	\$2.63M	\$2.44M
Prior Year	\$711K	\$327K	\$575K	\$235K	-	\$456K	\$1.52M	\$893K	\$737K	\$608K	\$375K	\$304K	\$1.91M
Percent Change from Prior Year	168%	130%	16%	271%	100%	37%	-86%	-29%	166%	160%	409%	764%	28%

## 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

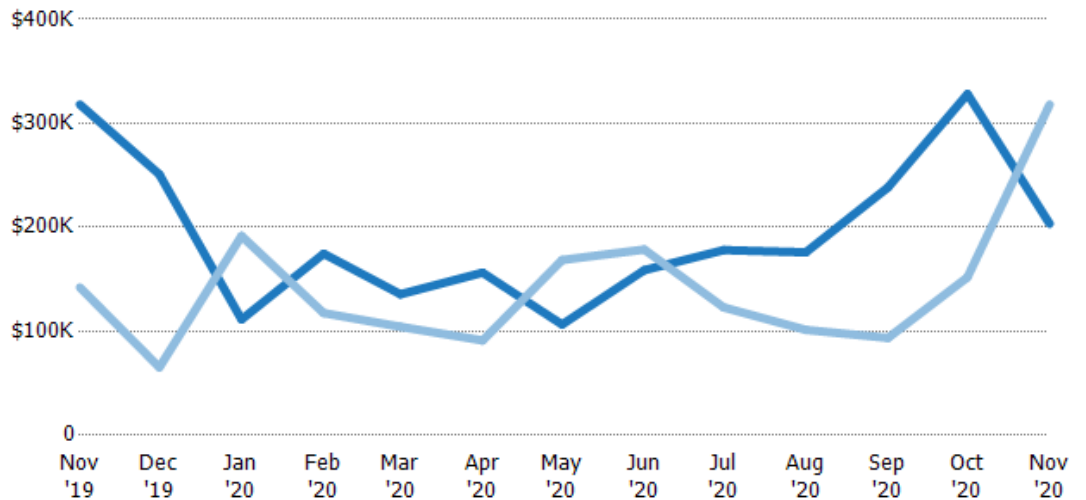
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

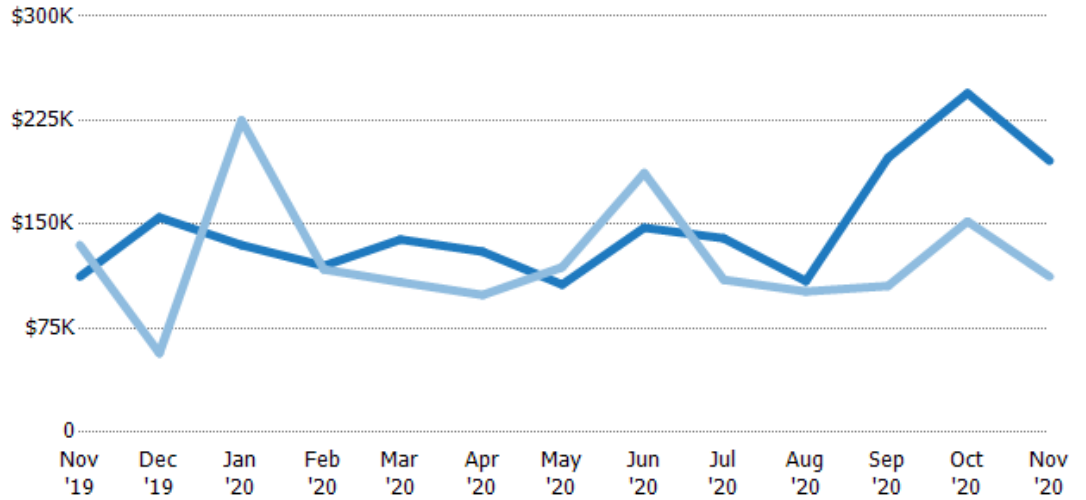
\$318K \$251K \$111K \$175K \$136K \$156K \$107K \$159K \$178K \$176K \$238K \$328K \$203K  
 \$142K \$65.3K \$192K \$118K \$104K \$91.2K \$169K \$179K \$123K \$101K \$93.6K \$152K \$318K  
 124% 284% -42% 49% 100% 71% -37% -11% 45% 74% 155% 116% -36%

## 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



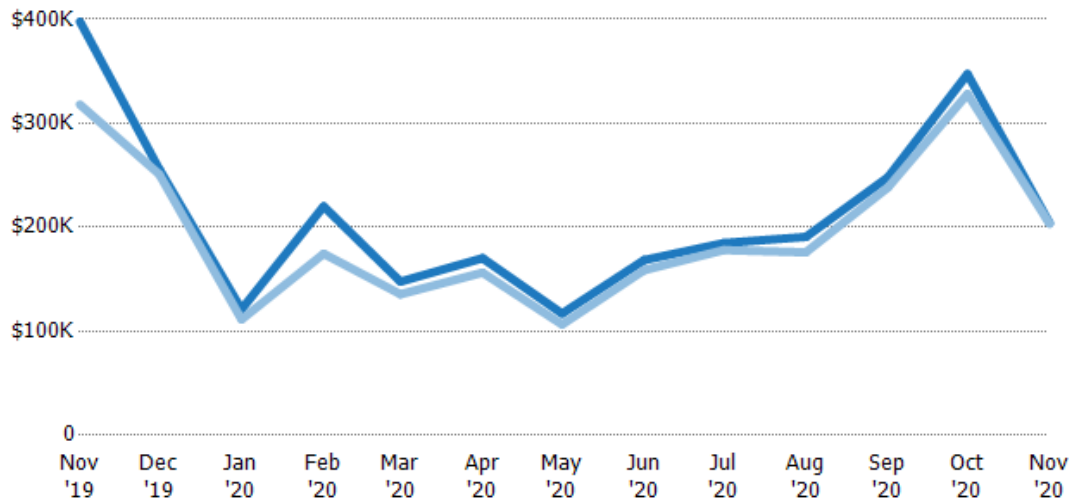
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K	\$109K	\$198K	\$245K	\$196K
Prior Year	\$135K	\$57K	\$225K	\$118K	\$108K	\$99K	\$119K	\$187K	\$110K	\$102K	\$106K	\$152K	\$112K
Percent Change from Prior Year	-17%	172%	-40%	2%	100%	32%	-11%	-21%	27%	7%	88%	61%	74%

## 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



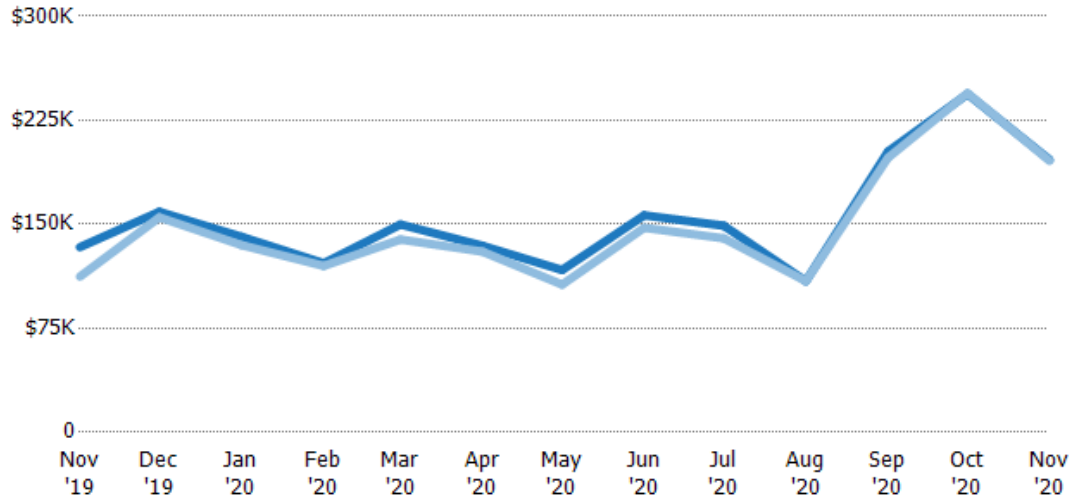
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg List Price	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K	\$191K	\$248K	\$347K	\$204K
Avg Sales Price	\$318K	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K	\$176K	\$238K	\$328K	\$203K
Avg Sales Price as a % of Avg List Price	80%	98%	92%	79%	92%	92%	91%	94%	96%	92%	96%	94%	100%

## 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



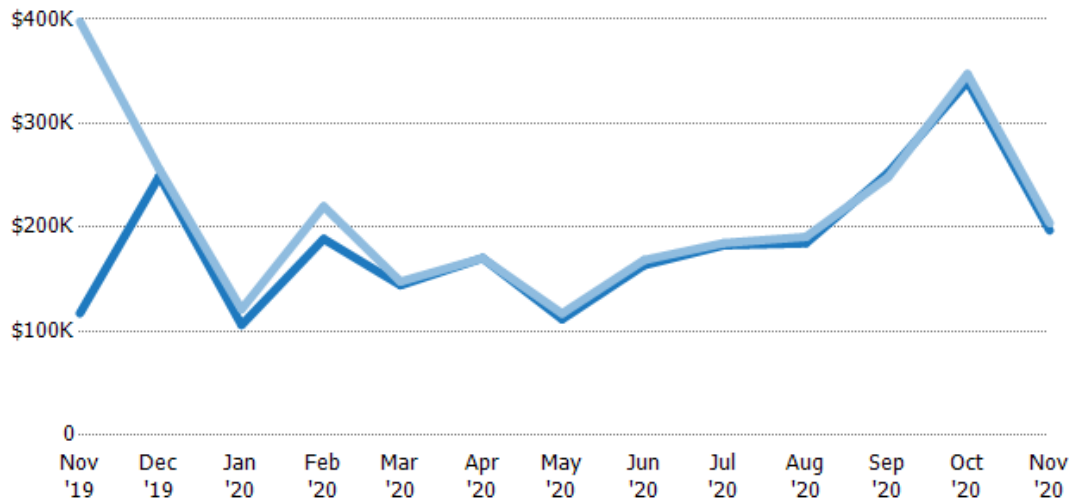
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K	\$109K	\$202K	\$244K	\$197K
Median Sales Price	\$112K	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K	\$109K	\$198K	\$245K	\$196K
Med Sales Price as a % of Med List Price	84%	97%	96%	98%	93%	97%	91%	94%	94%	100%	98%	100%	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



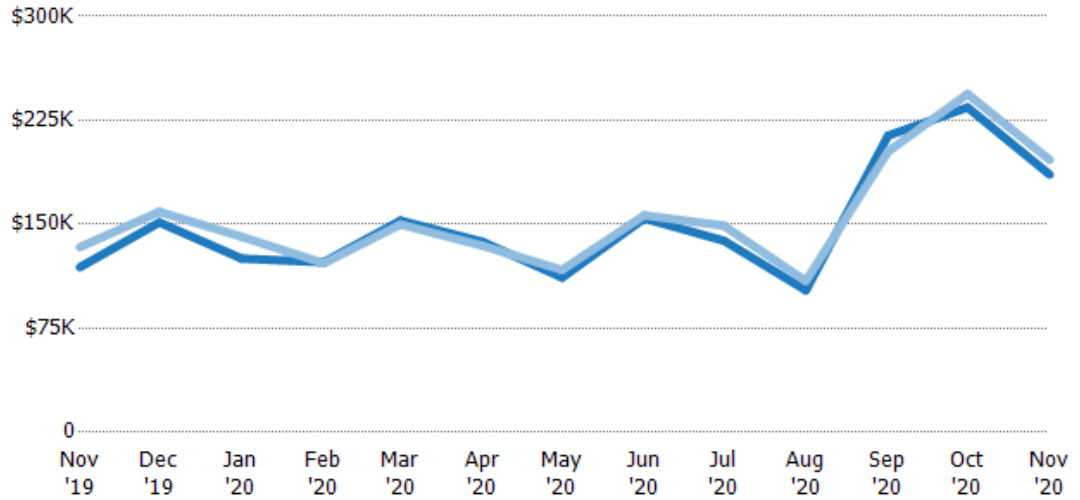
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$117K	\$249K	\$106K	\$189K	\$144K	\$170K	\$112K	\$164K	\$183K	\$185K	\$252K	\$340K	\$197K
Avg Sales Price	\$398K	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K	\$191K	\$248K	\$347K	\$204K
Avg Sales Price as a % of Avg Est Value	340%	103%	114%	117%	102%	100%	105%	103%	101%	103%	98%	102%	104%

## 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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$119K	\$151K	\$125K	\$123K	\$153K	\$137K	\$112K	\$154K	\$138K	\$102K	\$214K	\$234K	\$186K
Median Sales Price	\$134K	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K	\$109K	\$202K	\$244K	\$197K
Med Sales Price as a % of Med Est Value	112%	105%	113%	99%	98%	98%	105%	101%	108%	106%	95%	104%	106%