

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	3	+33.3%	86	95	-9.5%
New Listing Volume	\$625,800	\$292,900	+113.7%	\$22,600,892	\$20,368,174	+11%
Active Listing Count	14	48	-70.8%	N/A	N/A	
Active Listing Volume	\$4,662,593	\$12,650,300	-63.1%	N/A	N/A	
Average Listing Price	\$333,042	\$263,548	+26.4%	\$318,952	\$286,877	+11.2%
Median Listing Price	\$214,450	\$169,500	+26.5%	\$250,849	\$167,856	+49.4%
Median Days in RPR	99.5	179.5	-44.6%	110.63	119.88	-7.7%
Months of Inventory	1.2	8	-85.4%	6.5	7.9	-16.9%
Absorption Rate	85.71%	12.5%	+73.2%	15.27%	12.68%	+2.6%
Sales Activity Charts Metrics						
New Pending Sales Count	3	8	-62.5%	106	70	+51.4%
New Pending Sales Volume	\$300,899	\$1,106,200	-72.8%	\$23,569,999	\$10,644,214	+121.4%
Pending Sales Count	9	7	+28.6%	N/A	N/A	
Pending Sales Volume	\$1,812,799	\$832,700	+117.7%	N/A	N/A	
Closed Sales Count	10	3	+233.3%	85	51	+66.7%
Closed Sales Volume	\$3,775,900	\$752,500	+401.8%	\$18,458,710	\$8,360,741	+120.8%
Average Sales Price	\$377,590	\$250,833	+50.5%	\$217,161	\$163,936	+32.5%
Median Sales Price	\$213,500	\$155,000	+37.7%	\$175,787	\$128,318	+37%

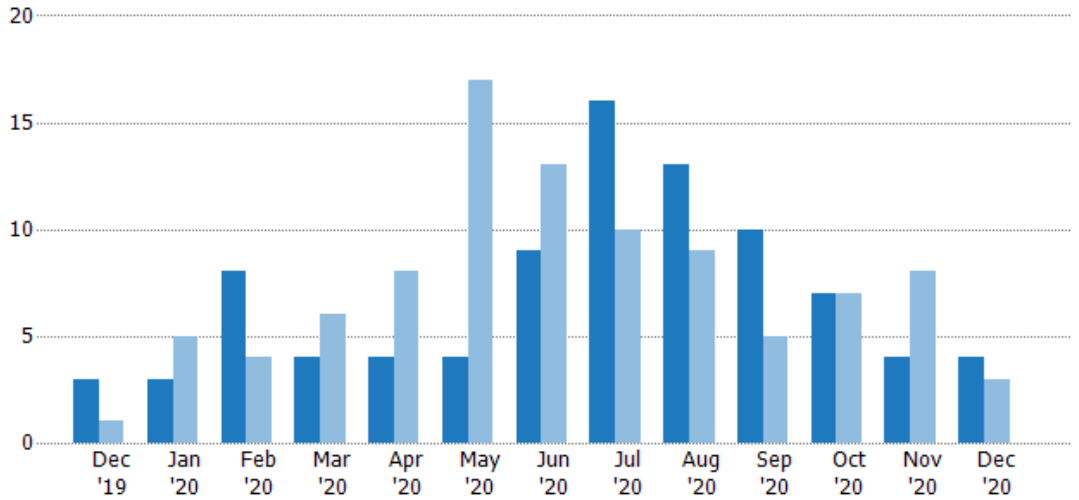
New Listings

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.
Dec '20	4	33.3%
Dec '19	3	200%
Dec '18	1	200%



Current Year	3	3	8	4	4	4	9	16	13	10	7	4	4
Prior Year	1	5	4	6	8	17	13	10	9	5	7	8	3
Percent Change from Prior Year	200%	-40%	100%	-33%	-50%	-76%	-31%	60%	44%	100%	0%	-50%	33%

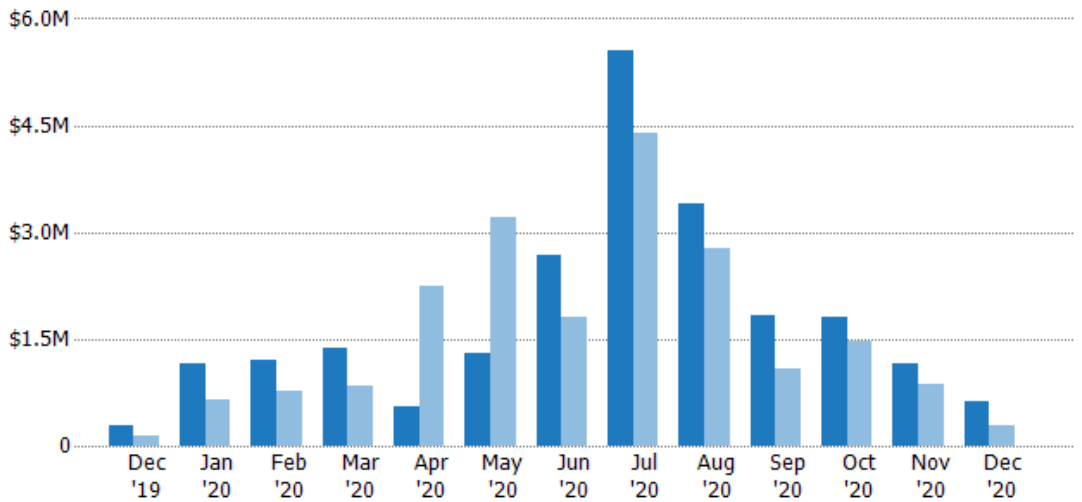
New Listing Volume

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.
Dec '20	\$626K	113.7%
Dec '19	\$293K	102.1%
Dec '18	\$145K	511.7%



Current Year	\$293K	\$1.15M	\$1.2M	\$1.38M	\$556K	\$1.31M	\$2.67M	\$5.55M	\$3.39M	\$1.83M	\$1.8M	\$1.15M	\$626K
Prior Year	\$145K	\$639K	\$763K	\$832K	\$2.24M	\$3.2M	\$1.8M	\$4.39M	\$2.78M	\$1.09M	\$1.47M	\$867K	\$293K
Percent Change from Prior Year	102%	80%	58%	66%	-75%	-59%	48%	26%	22%	67%	22%	32%	114%

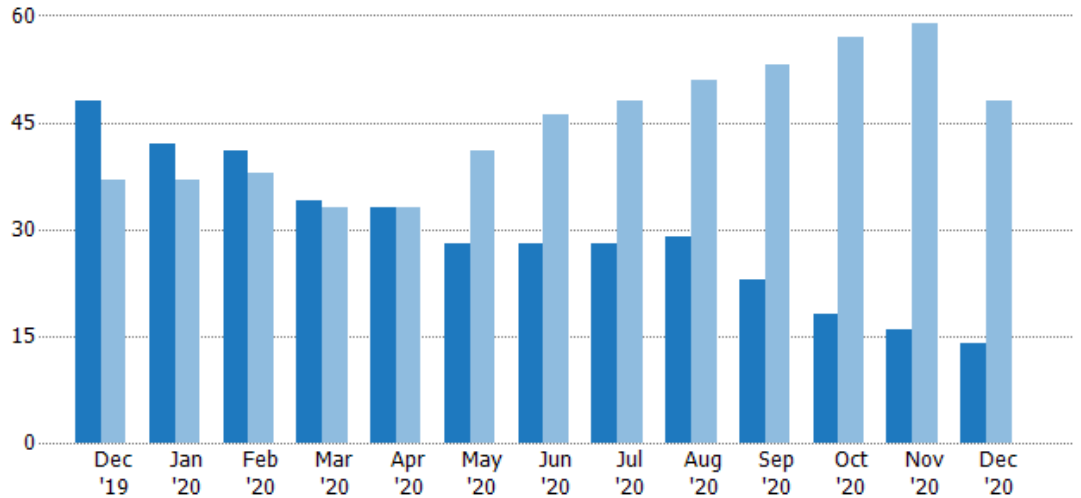
Active Listings

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.
Dec '20	14	-70.8%
Dec '19	48	29.7%
Dec '18	37	45.9%



Current Year	48	42	41	34	33	28	28	28	29	23	18	16	14
Prior Year	37	37	38	33	33	41	46	48	51	53	57	59	48
Percent Change from Prior Year	30%	14%	8%	3%	0%	-32%	-39%	-42%	-43%	-57%	-68%	-73%	-71%

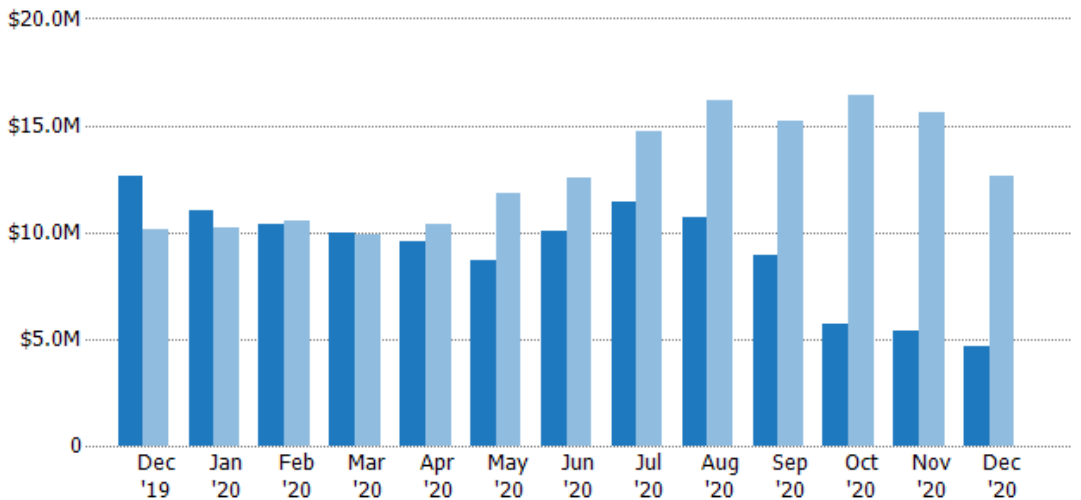
Active Listing Volume

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.
Dec '20	\$4.66M	-63.1%
Dec '19	\$12.7M	25.1%
Dec '18	\$10.1M	85.6%



Current Year	\$12.7M	\$11M	\$10.4M	\$9.96M	\$9.57M	\$8.7M	\$10.1M	\$11.4M	\$10.7M	\$8.9M	\$5.74M	\$5.38M	\$4.66M
Prior Year	\$10.1M	\$10.2M	\$10.5M	\$9.86M	\$10.3M	\$11.8M	\$12.5M	\$14.7M	\$16.2M	\$15.2M	\$16.4M	\$15.6M	\$12.7M
Percent Change from Prior Year	25%	8%	-2%	1%	-7%	-27%	-19%	-23%	-34%	-41%	-65%	-66%	-63%

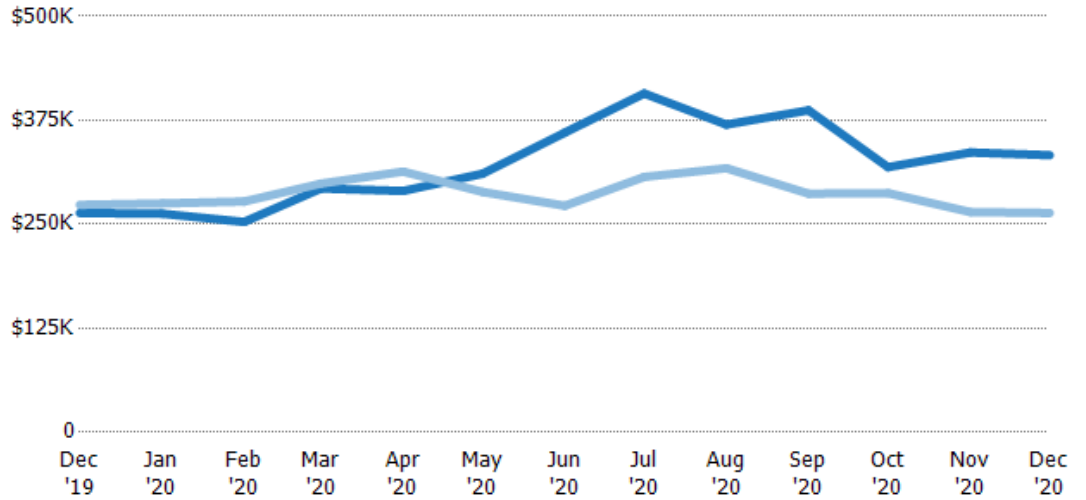
Average Listing Price

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.
Dec '20	\$333K	26.4%
Dec '19	\$264K	-3.6%
Dec '18	\$273K	27.2%



Current Year	\$264K	\$263K	\$253K	\$293K	\$290K	\$311K	\$360K	\$407K	\$370K	\$387K	\$319K	\$336K	\$333K
Prior Year	\$273K	\$275K	\$277K	\$299K	\$313K	\$289K	\$272K	\$307K	\$317K	\$287K	\$287K	\$265K	\$264K
Percent Change from Prior Year	-4%	-5%	-9%	-2%	-7%	8%	32%	33%	17%	35%	11%	27%	26%

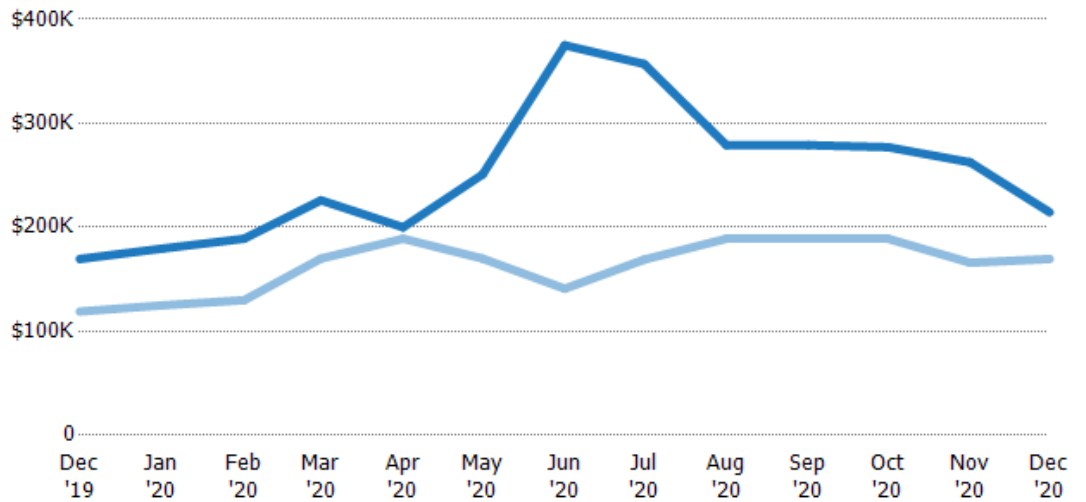
Median Listing Price

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.
Dec '20	\$214K	26.5%
Dec '19	\$170K	42.4%
Dec '18	\$119K	63.4%



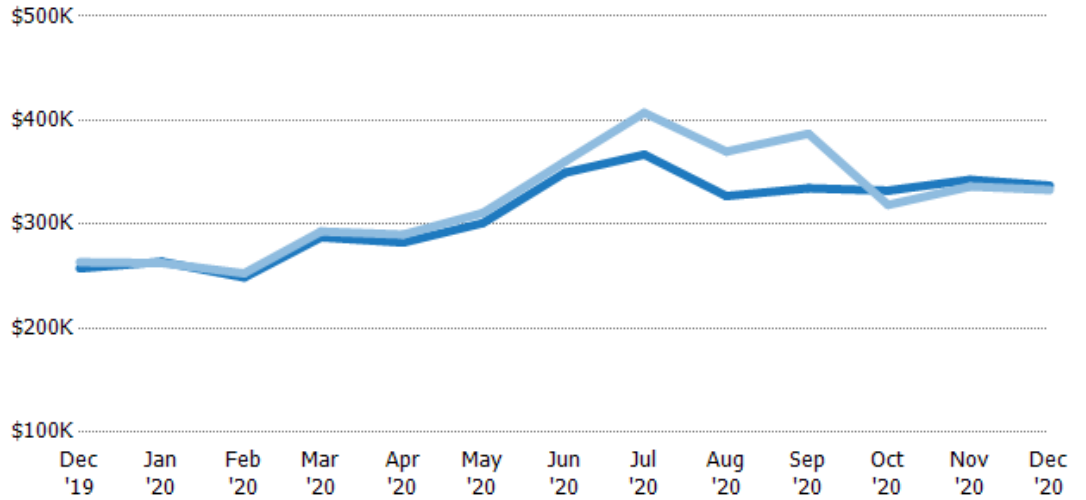
Current Year	\$170K	\$180K	\$189K	\$226K	\$200K	\$251K	\$375K	\$357K	\$279K	\$279K	\$277K	\$263K	\$214K
Prior Year	\$119K	\$125K	\$130K	\$170K	\$189K	\$170K	\$141K	\$169K	\$189K	\$189K	\$189K	\$166K	\$170K
Percent Change from Prior Year	42%	44%	45%	33%	6%	48%	166%	111%	48%	48%	47%	58%	27%

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

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Property Type:
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Family Residence

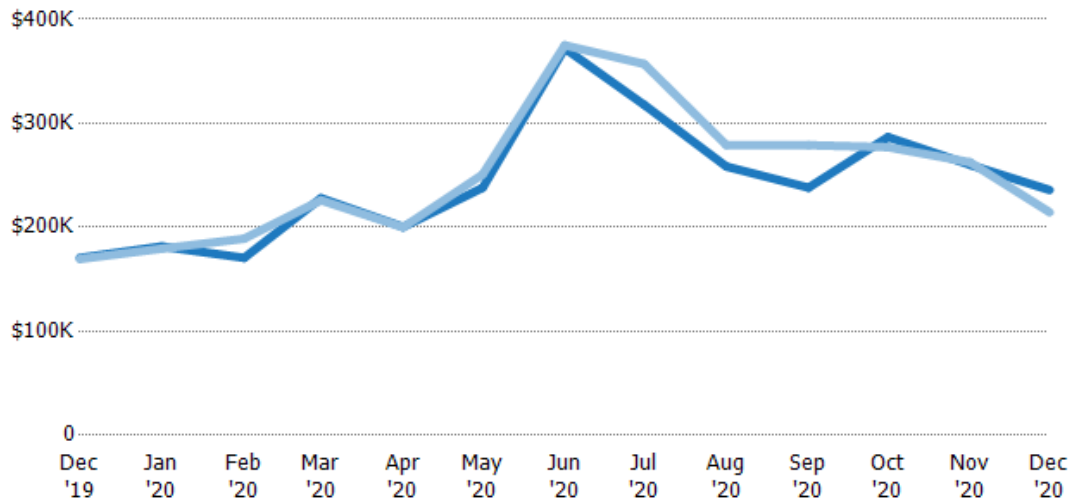


Median Listing Price vs Median Est Value

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$171K	\$182K	\$171K	\$228K	\$200K	\$238K	\$372K	\$318K	\$258K	\$238K	\$287K	\$260K	\$236K
Median Listing Price	\$170K	\$180K	\$189K	\$226K	\$200K	\$251K	\$375K	\$357K	\$279K	\$279K	\$277K	\$263K	\$214K
Med Listing Price as a % of Med Est Value	99%	99%	111%	99%	100%	105%	101%	112%	108%	117%	97%	101%	91%

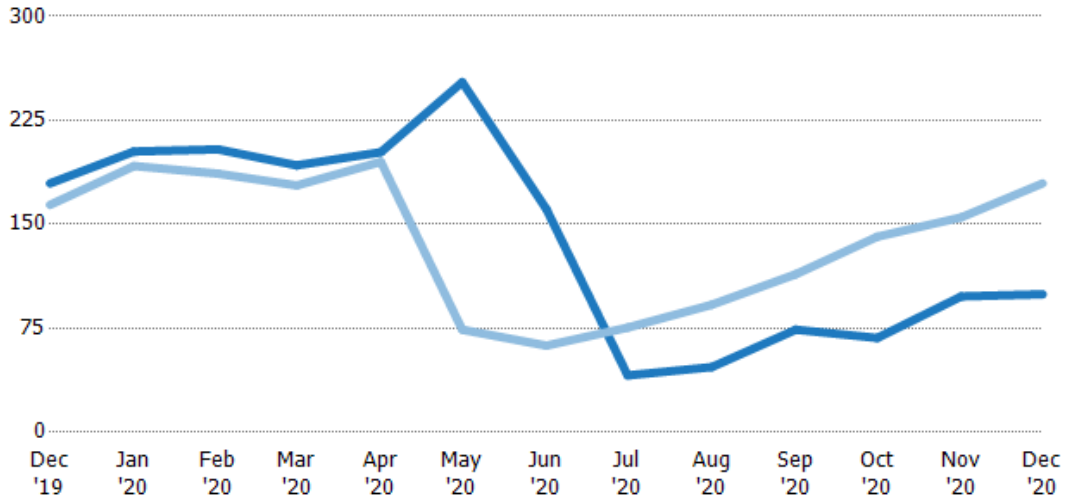
Median Days in RPR

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.
Dec '20	100	-44.6%
Dec '19	180	9.5%
Dec '18	164	-14.6%



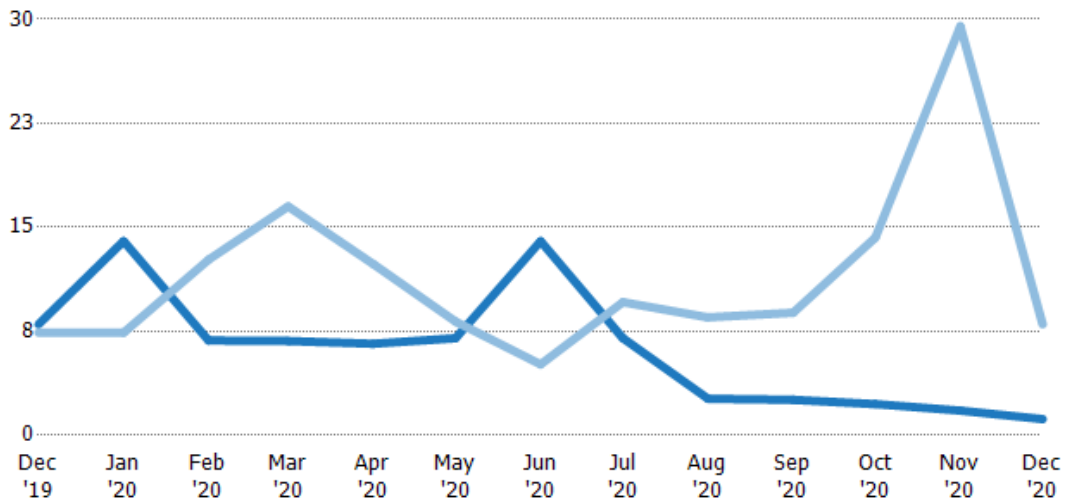
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	180	203	204	193	202	253	161	41	47	74	68	98	100
Prior Year	164	192	187	178	195	74	62.5	75.5	92	114	141	155	180
Percent Change from Prior Year	9%	5%	9%	8%	4%	241%	158%	-46%	-49%	-35%	-52%	-37%	-45%

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



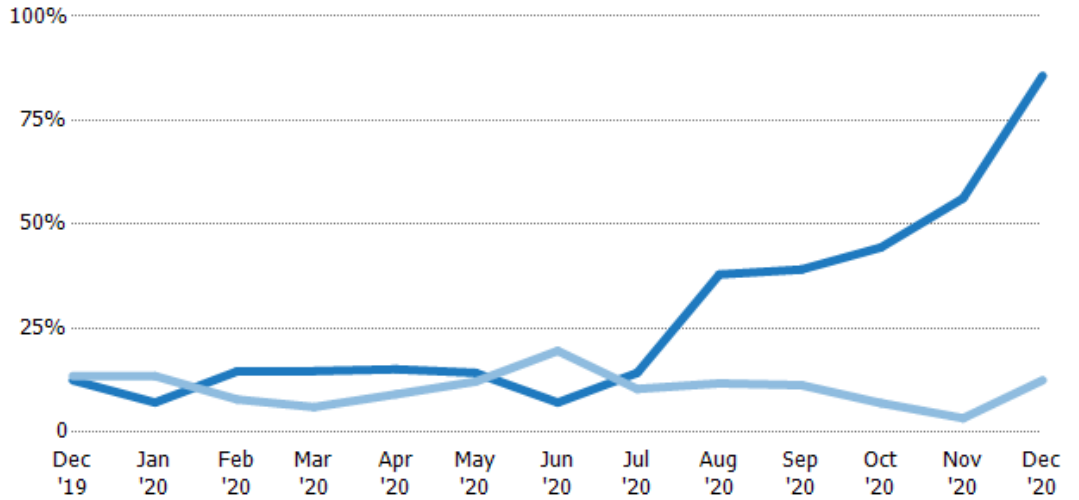
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	8	14	6.83	6.8	6.6	7	14	7	2.64	2.56	2.25	1.78	1.17
Prior Year	7.4	7.4	12.7	16.5	12.4	8.2	5.11	9.6	8.5	8.83	14.3	29.5	8
Percent Change from Prior Year	8%	89%	-46%	-59%	100%	-15%	174%	-27%	-69%	-71%	-84%	-94%	-85%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



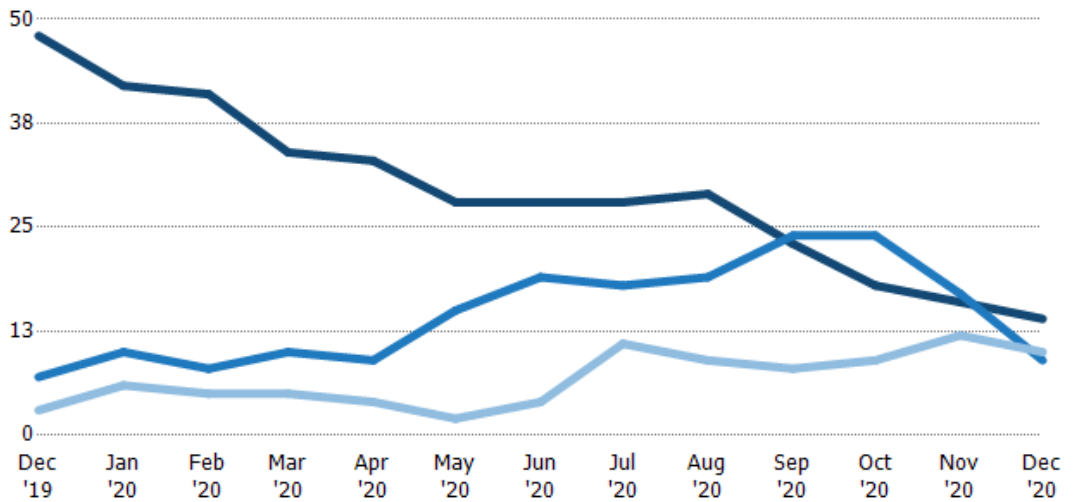
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	13%	7%	15%	15%	15%	14%	7%	14%	38%	39%	44%	56%	86%
Prior Year	14%	14%	8%	6%	9%	12%	20%	10%	12%	11%	7%	3%	13%
Change from Prior Year	1%	6%	-7%	-9%	-15%	-2%	12%	-4%	-26%	-28%	-37%	-53%	-73%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	48	42	41	34	33	28	28	28	29	23	18	16	14
Pending	7	10	8	10	9	15	19	18	19	24	24	17	9
Sold	3	6	5	5	4	2	4	11	9	8	9	12	10

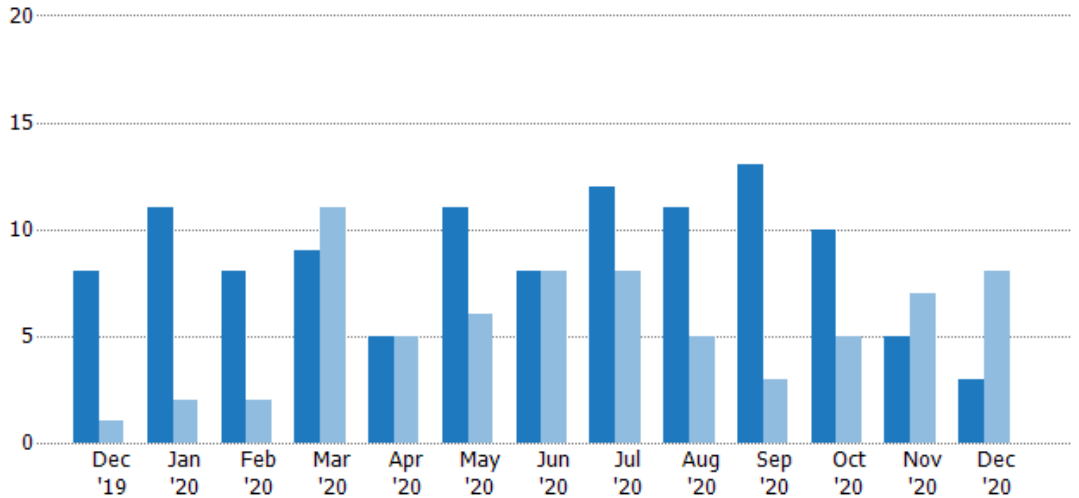
New Pending Sales

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.
Dec '20	3	-62.5%
Dec '19	8	700%
Dec '18	1	400%



Current Year	8	11	8	9	5	11	8	12	11	13	10	5	3
Prior Year	1	2	2	11	5	6	8	8	5	3	5	7	8
Percent Change from Prior Year	700%	450%	300%	-18%	0%	83%	0%	50%	120%	333%	100%	-29%	-63%

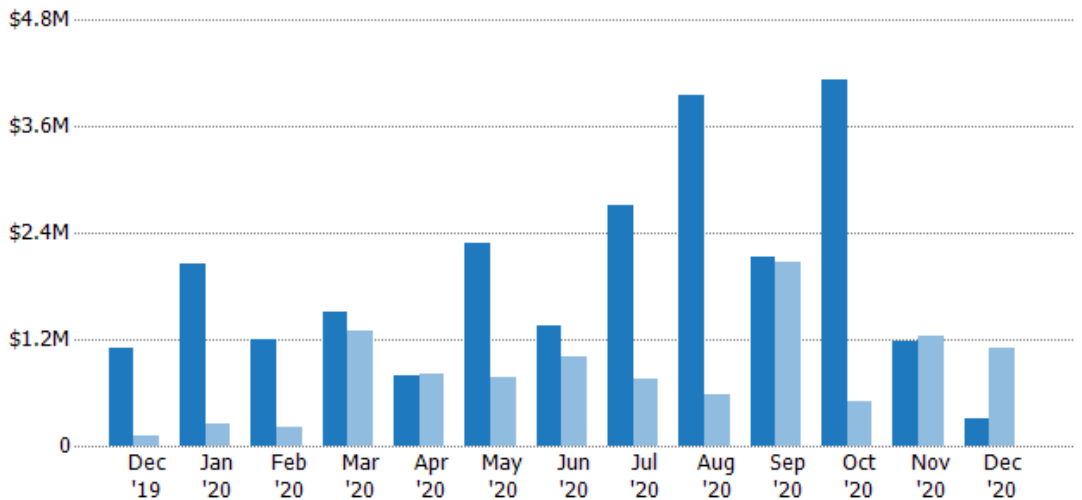
New Pending Sales Volume

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.
Dec '20	\$301K	-72.8%
Dec '19	\$1.11M	846.3%
Dec '18	\$117K	315.9%



Current Year	\$1.11M	\$2.05M	\$1.21M	\$1.51M	\$791K	\$2.28M	\$1.35M	\$2.72M	\$3.95M	\$2.12M	\$4.12M	\$1.18M	\$301K
Prior Year	\$117K	\$254K	\$218K	\$1.31M	\$821K	\$777K	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.11M
Percent Change from Prior Year	846%	706%	454%	16%	-4%	193%	33%	259%	578%	2%	726%	-5%	-73%

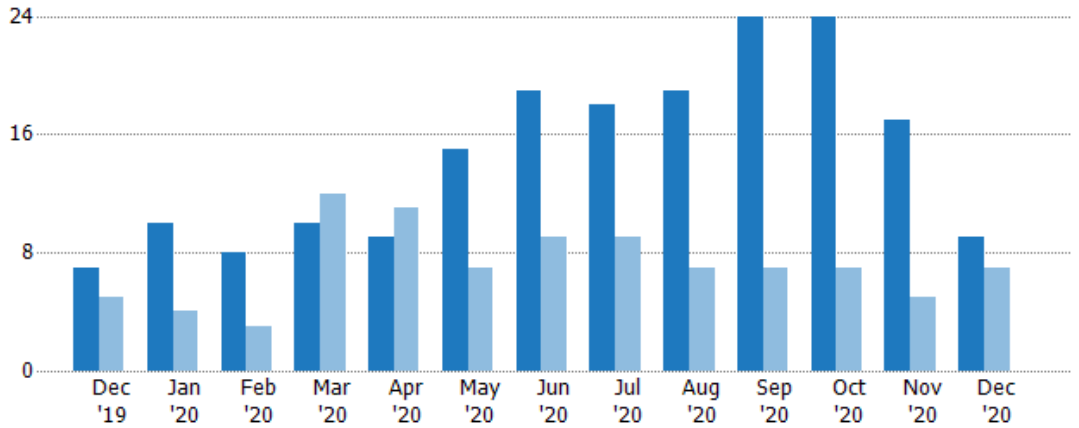
Pending Sales

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.
Dec '20	9	28.6%
Dec '19	7	40%
Dec '18	5	20%



Current Year	7	10	8	10	9	15	19	18	19	24	24	17	9
Prior Year	5	4	3	12	11	7	9	9	7	7	7	5	7
Percent Change from Prior Year	40%	150%	167%	-17%	-18%	114%	111%	100%	171%	243%	243%	240%	29%

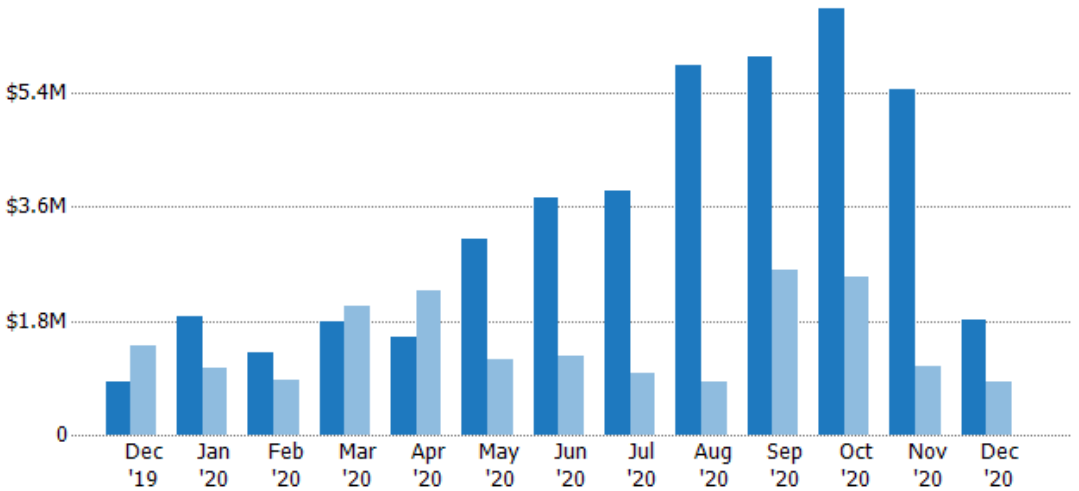
Pending Sales Volume

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.
Dec '20	\$1.81M	117.7%
Dec '19	\$833K	-41.1%
Dec '18	\$1.41M	-49.2%



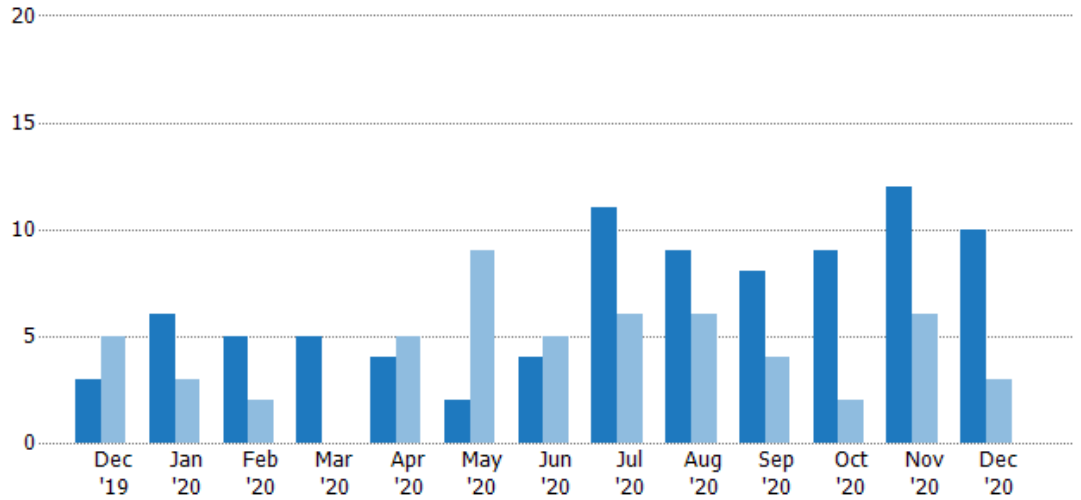
Current Year	\$833K	\$1.86M	\$1.3M	\$1.79M	\$1.54M	\$3.08M	\$3.75M	\$3.85M	\$5.82M	\$5.96M	\$6.73M	\$5.46M	\$1.81M
Prior Year	\$1.41M	\$1.07M	\$852K	\$2.04M	\$2.28M	\$1.2M	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K
Percent Change from Prior Year	-41%	75%	53%	-12%	-33%	156%	203%	300%	605%	129%	169%	404%	118%

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



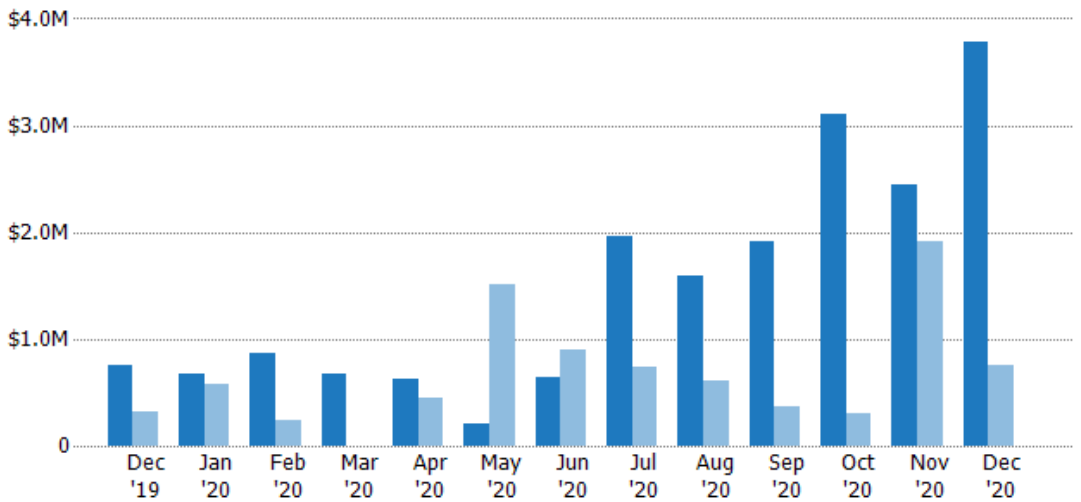
Current Year	3	6	5	5	4	2	4	11	9	8	9	12	10
Prior Year	5	3	2	-	5	9	5	6	6	4	2	6	3
Percent Change from Prior Year	-40%	100%	150%	100%	-20%	-78%	-20%	83%	50%	100%	350%	100%	233%

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



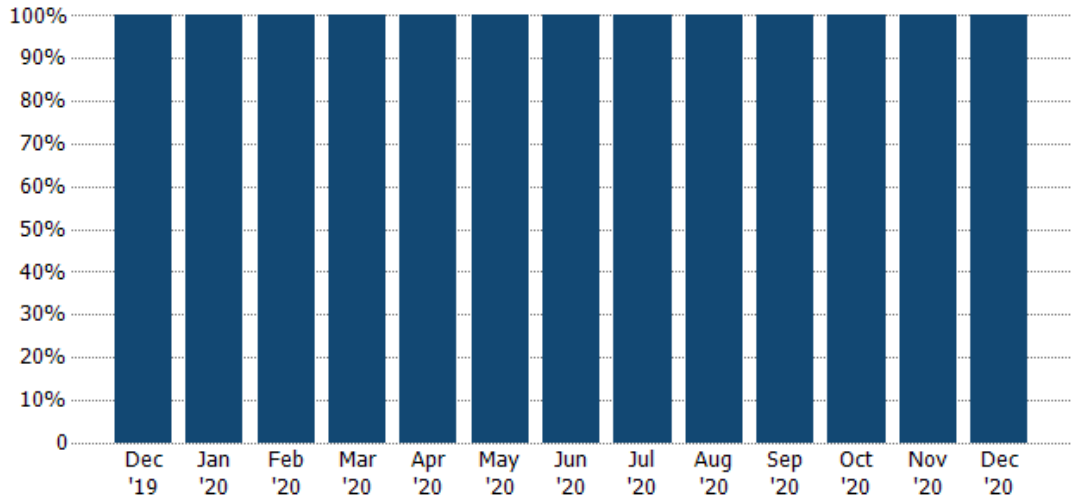
Current Year	\$753K	\$668K	\$873K	\$678K	\$626K	\$213K	\$635K	\$1.96M	\$1.58M	\$1.91M	\$3.1M	\$2.44M	\$3.78M
Prior Year	\$327K	\$575K	\$235K	-	\$456K	\$1.52M	\$893K	\$737K	\$608K	\$375K	\$304K	\$1.91M	\$753K
Percent Change from Prior Year	130%	16%	271%	100%	37%	-86%	-29%	166%	160%	409%	920%	28%	402%

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

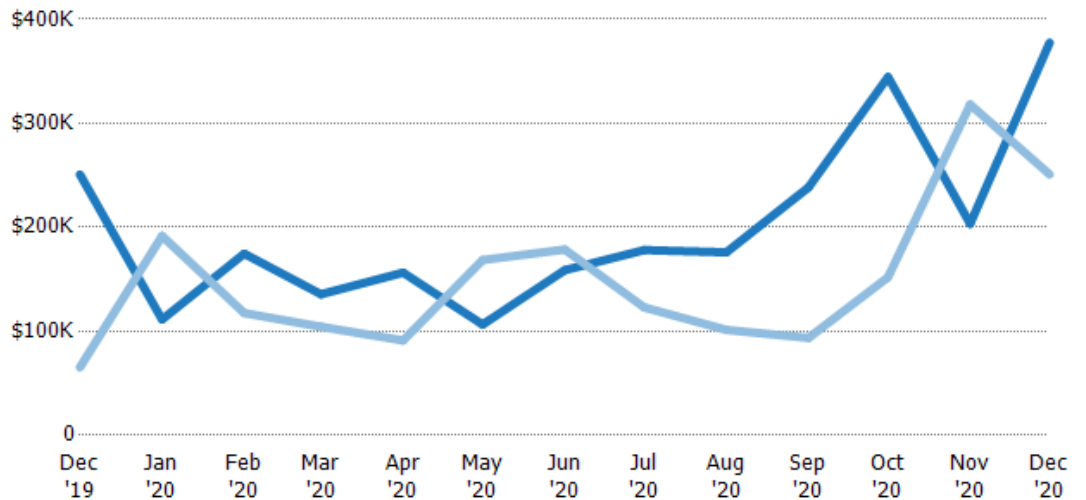
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

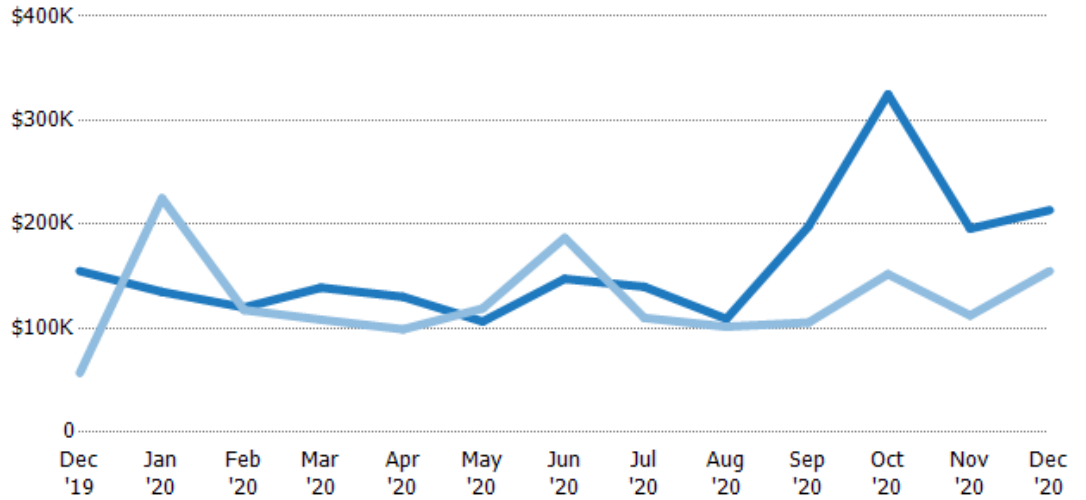
\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K	\$176K	\$238K	\$345K	\$203K	\$378K
\$65.3K	\$192K	\$118K	\$104K	\$91.2K	\$169K	\$179K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K
284%	-42%	49%	100%	71%	-37%	-11%	45%	74%	155%	127%	-36%	51%

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



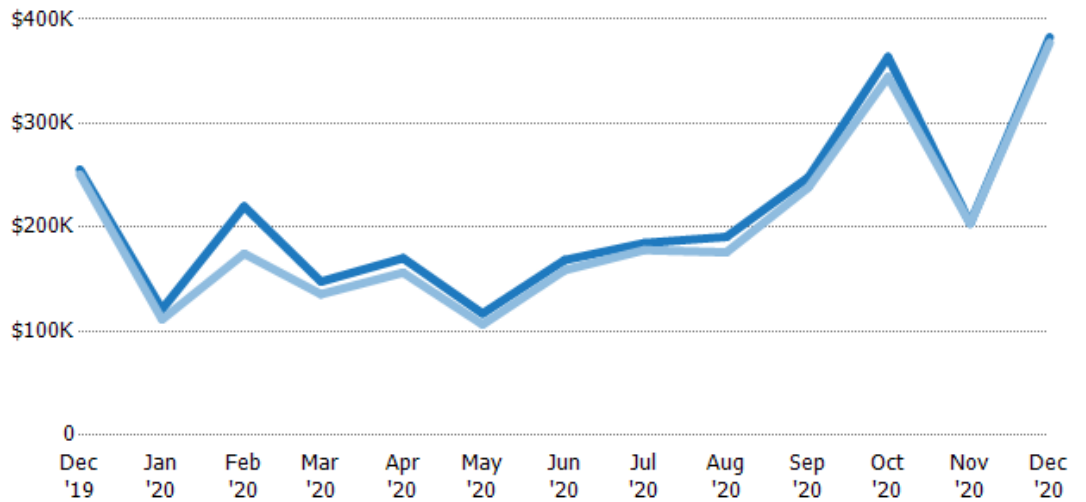
Current Year	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K	\$109K	\$198K	\$325K	\$196K	\$214K
Prior Year	\$57K	\$225K	\$118K	\$108K	\$99K	\$119K	\$187K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K
Percent Change from Prior Year	172%	-40%	2%	100%	32%	-11%	-21%	27%	7%	88%	114%	74%	38%

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



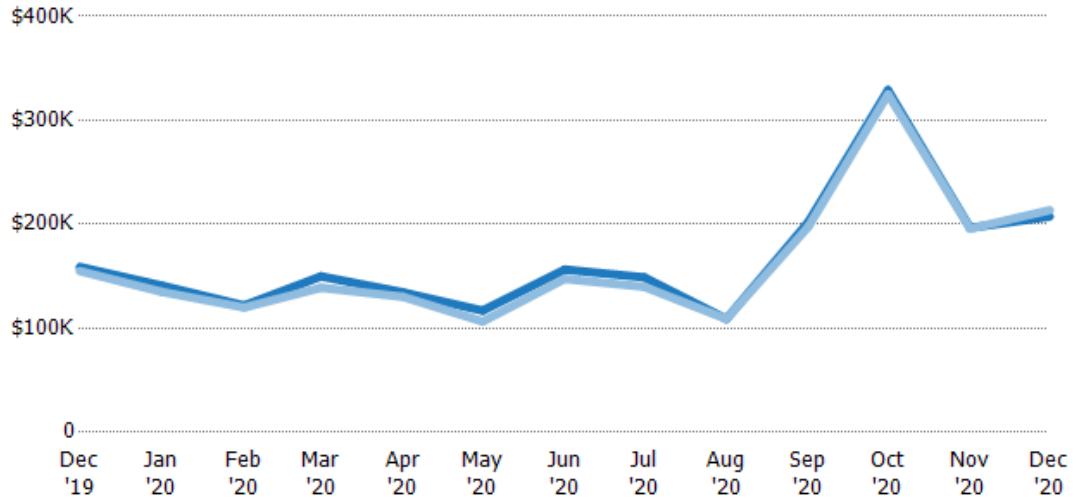
Avg List Price	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K	\$191K	\$248K	\$364K	\$204K	\$383K
Avg Sales Price	\$251K	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K	\$176K	\$238K	\$345K	\$203K	\$378K
Avg Sales Price as a % of Avg List Price	98%	92%	79%	92%	92%	91%	94%	96%	92%	96%	95%	100%	99%

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



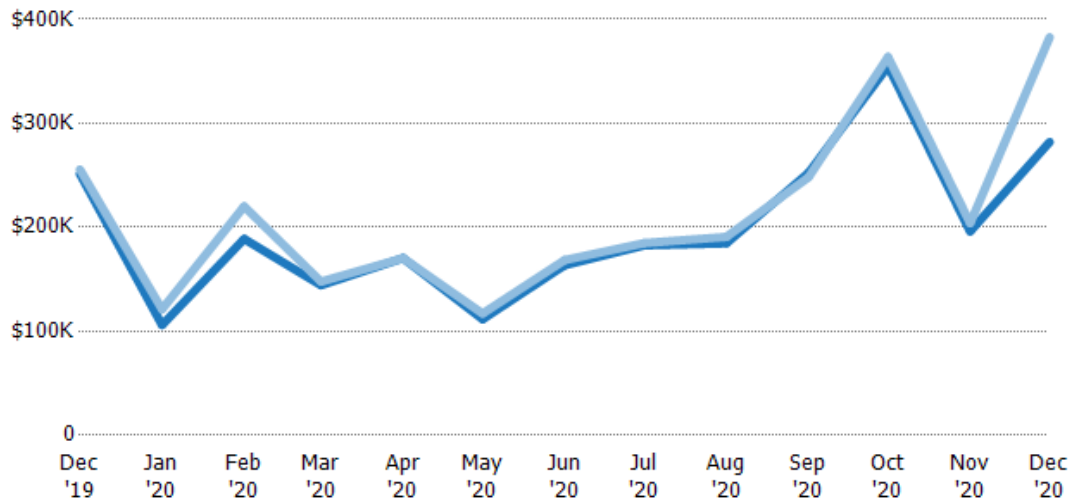
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K	\$109K	\$202K	\$329K	\$197K	\$207K
Median Sales Price	\$155K	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K	\$109K	\$198K	\$325K	\$196K	\$214K
Med Sales Price as a % of Med List Price	97%	96%	98%	93%	97%	91%	94%	94%	100%	98%	99%	100%	103%

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



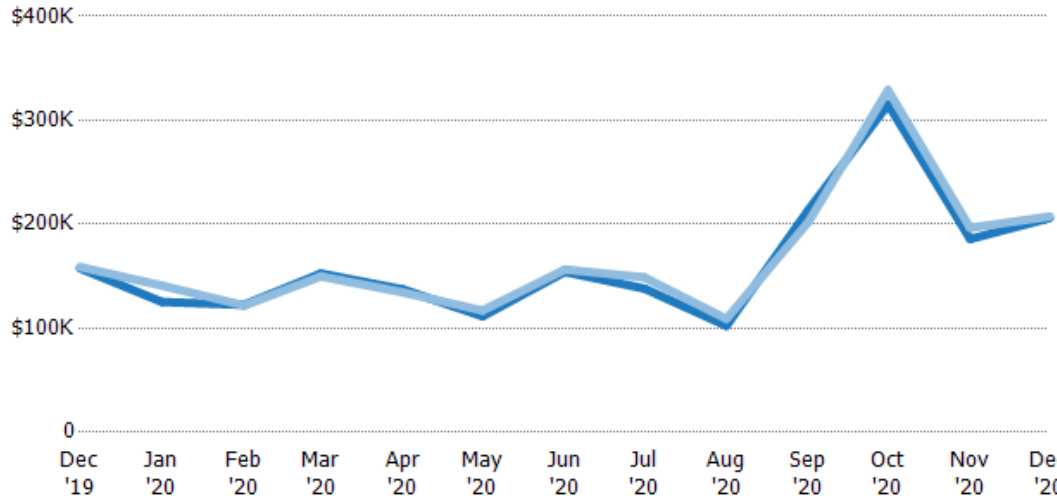
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$251K	\$106K	\$189K	\$144K	\$170K	\$112K	\$164K	\$183K	\$185K	\$252K	\$355K	\$196K	\$282K
Avg Sales Price	\$256K	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K	\$191K	\$248K	\$364K	\$204K	\$383K
Avg Sales Price as a % of Avg Est Value	102%	114%	117%	102%	100%	105%	103%	101%	103%	98%	103%	104%	136%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$158K	\$125K	\$123K	\$153K	\$137K	\$112K	\$154K	\$138K	\$102K	\$214K	\$315K	\$186K	\$206K
Median Sales Price	\$159K	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K	\$109K	\$202K	\$329K	\$197K	\$207K
Med Sales Price as a % of Med Est Value	101%	113%	99%	98%	98%	105%	101%	108%	106%	95%	104%	106%	101%

Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05156	8	\$1,622,899	10	\$3,775,900	\$377,590	\$213,500	\$131	\$114	30

Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Claremont-Lebanon, NH-VT	9	\$1,812,799	10	\$3,775,900	\$377,590	\$213,500	\$131	\$114	30