

## Summary of Key Listing and Sales Metrics

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

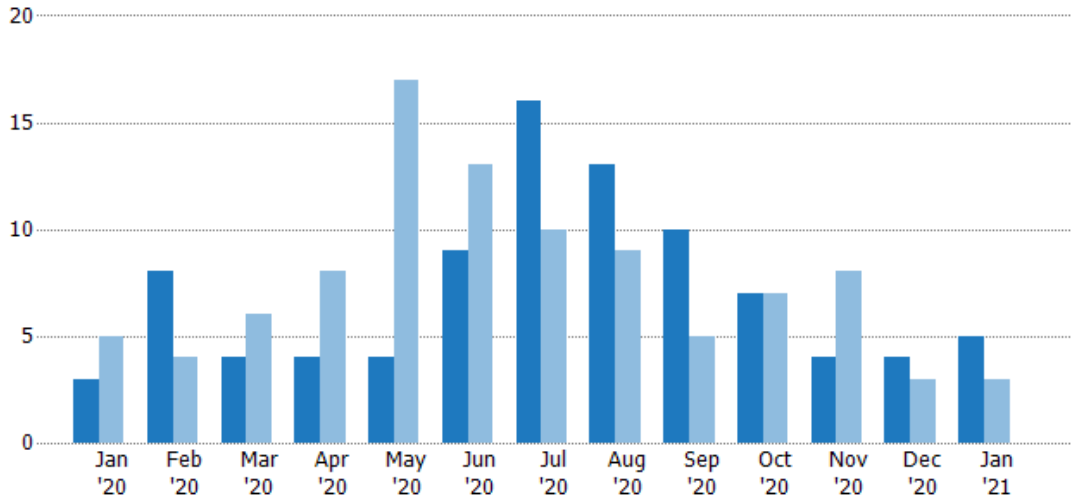
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	3	+66.7%	91	98	-7.1%
New Listing Volume	\$1,117,000	\$1,150,000	-2.9%	\$23,731,892	\$21,518,174	+10.3%
Active Listing Count	11	42	-73.8%	N/A	N/A	
Active Listing Volume	\$3,577,798	\$11,033,600	-67.6%	N/A	N/A	
Average Listing Price	\$325,254	\$262,705	+23.8%	\$316,026	\$285,145	+10.8%
Median Listing Price	\$250,000	\$179,500	+39.3%	\$248,093	\$168,690	+47.1%
Median Days in RPR	139	202.5	-31.4%	113.04	128.58	-12.1%
Months of Inventory	1.1	14	-92.1%	1.8	14	-86.9%
Absorption Rate	90.91%	7.14%	+83.8%	54.55%	7.14%	+47.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	11	-18.2%	115	81	+42%
New Pending Sales Volume	\$1,724,595	\$2,045,700	-15.7%	\$25,294,594	\$12,689,914	+99.3%
Pending Sales Count	12	10	+20%	N/A	N/A	
Pending Sales Volume	\$2,569,495	\$1,862,100	+38%	N/A	N/A	
Closed Sales Count	5	6	-16.7%	90	57	+57.9%
Closed Sales Volume	\$737,000	\$668,000	+10.3%	\$19,195,710	\$9,028,741	+112.6%
Average Sales Price	\$147,400	\$111,333	+32.4%	\$213,286	\$158,399	+34.7%
Median Sales Price	\$95,000	\$135,000	-29.6%	\$171,299	\$129,021	+32.8%

## 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



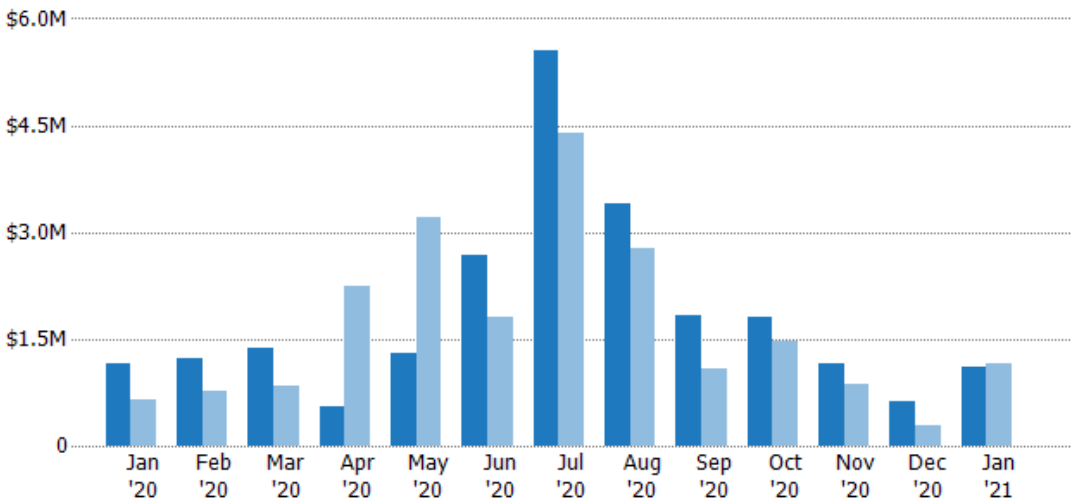
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	3	8	4	4	4	9	16	13	10	7	4	4	5
Prior Year	5	4	6	8	17	13	10	9	5	7	8	3	3
Percent Change from Prior Year	-40%	100%	-33%	-50%	-76%	-31%	60%	44%	100%	0%	-50%	33%	67%

## 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



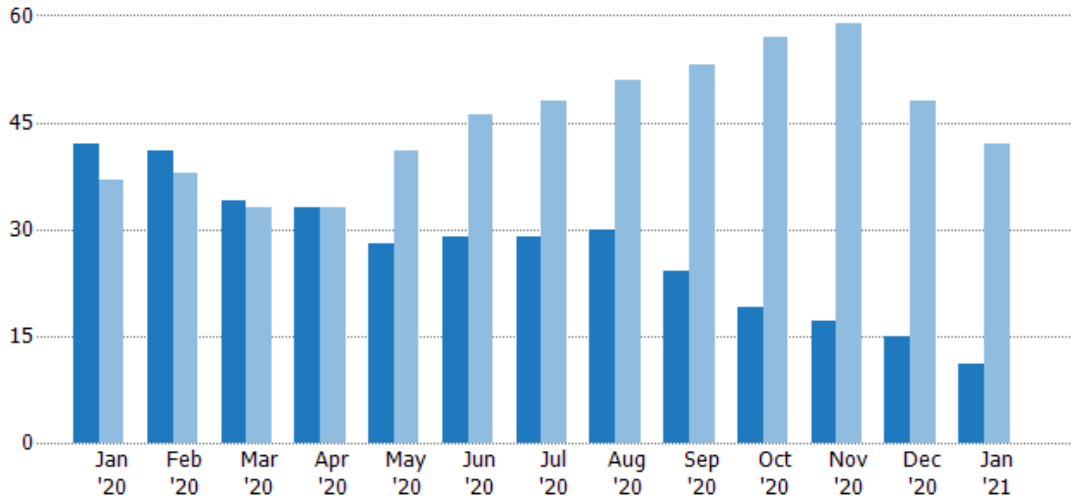
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$1.15M	\$1.22M	\$1.38M	\$556K	\$1.31M	\$2.67M	\$5.55M	\$3.39M	\$1.83M	\$1.8M	\$1.15M	\$626K	\$1.12M
Prior Year	\$639K	\$763K	\$832K	\$2.24M	\$3.2M	\$1.8M	\$4.39M	\$2.78M	\$1.09M	\$1.47M	\$867K	\$293K	\$1.15M
Percent Change from Prior Year	80%	60%	66%	-75%	-59%	48%	26%	22%	67%	22%	32%	114%	-3%

## 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



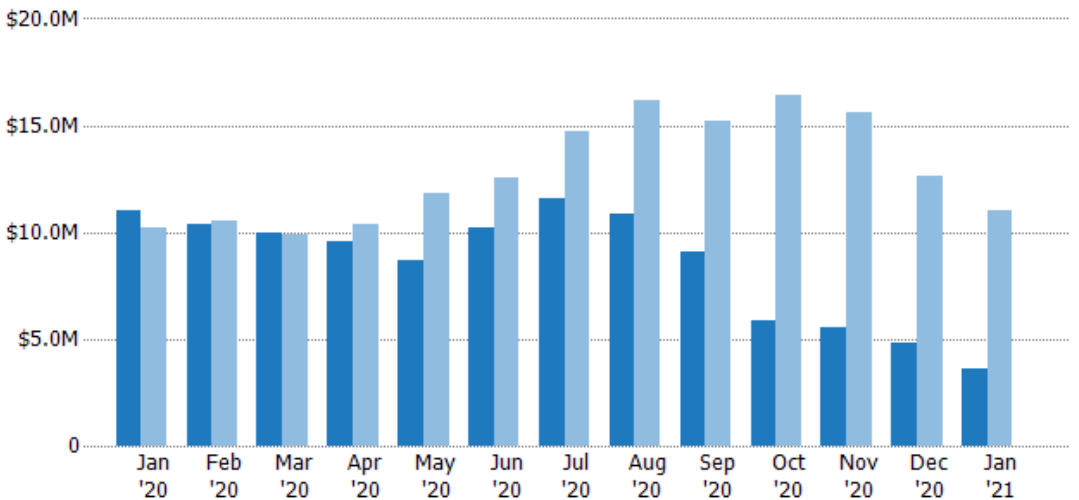
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	42	41	34	33	28	29	29	30	24	19	17	15	11
Prior Year	37	38	33	33	41	46	48	51	53	57	59	48	42
Percent Change from Prior Year	14%	8%	3%	0%	-32%	-37%	-40%	-41%	-55%	-67%	-71%	-69%	-74%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$11M	\$10.4M	\$9.98M	\$9.59M	\$8.72M	\$10.2M	\$11.6M	\$10.9M	\$9.06M	\$5.89M	\$5.53M	\$4.82M	\$3.58M
Prior Year	\$10.2M	\$10.5M	\$9.86M	\$10.3M	\$11.8M	\$12.5M	\$14.7M	\$16.2M	\$15.2M	\$16.4M	\$15.6M	\$12.7M	\$11M
Percent Change from Prior Year	8%	-2%	1%	-7%	-26%	-18%	-22%	-33%	-40%	-64%	-65%	-62%	-68%

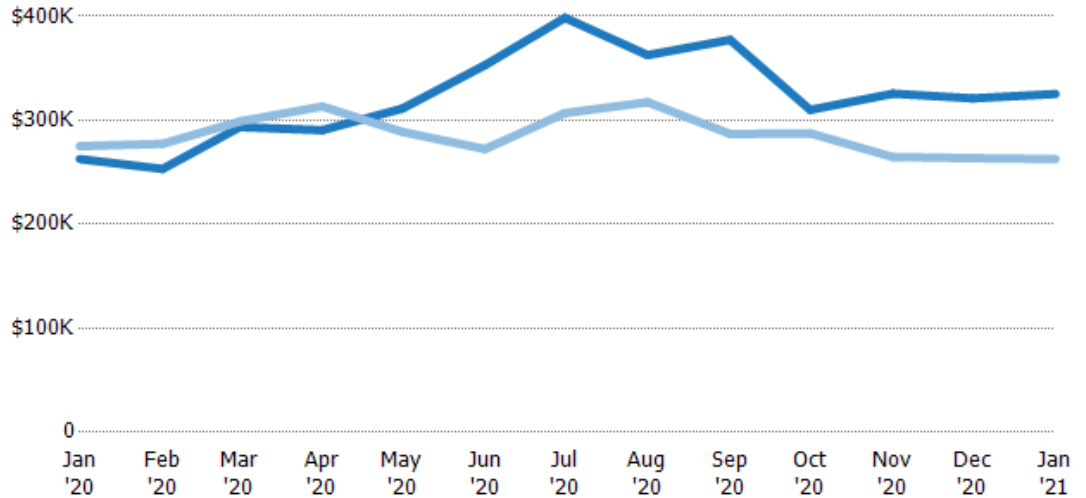
## Average Listing Price

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.
Jan '21	\$325K	23.8%
Jan '20	\$263K	-4.5%
Jan '19	\$275K	26.6%



Current Year	\$263K	\$253K	\$293K	\$290K	\$311K	\$353K	\$398K	\$363K	\$377K	\$310K	\$326K	\$321K	\$325K
Prior Year	\$275K	\$277K	\$299K	\$313K	\$289K	\$272K	\$307K	\$317K	\$287K	\$287K	\$265K	\$264K	\$263K
Percent Change from Prior Year	-5%	-9%	-2%	-7%	8%	30%	30%	14%	32%	8%	23%	22%	24%

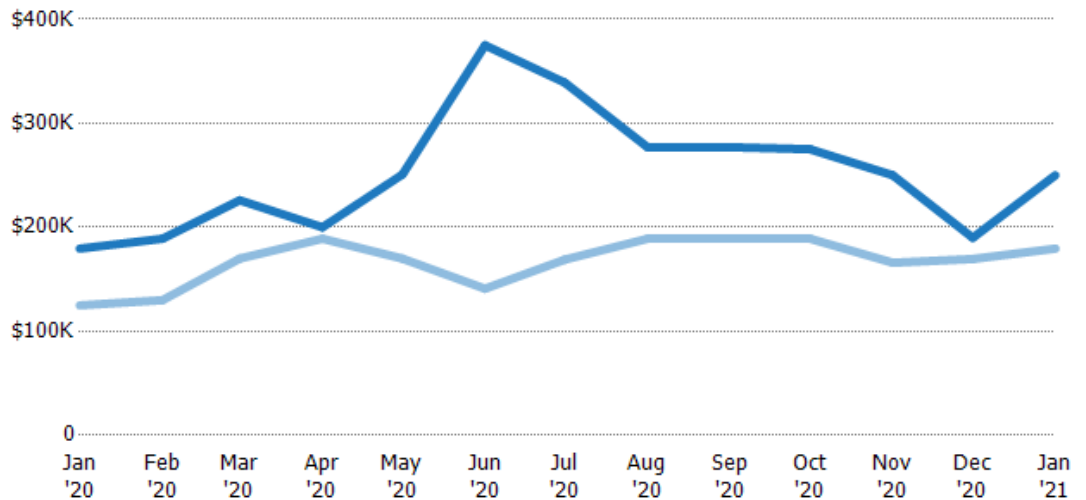
## Median Listing Price

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.
Jan '21	\$250K	39.3%
Jan '20	\$180K	43.7%
Jan '19	\$125K	72.1%



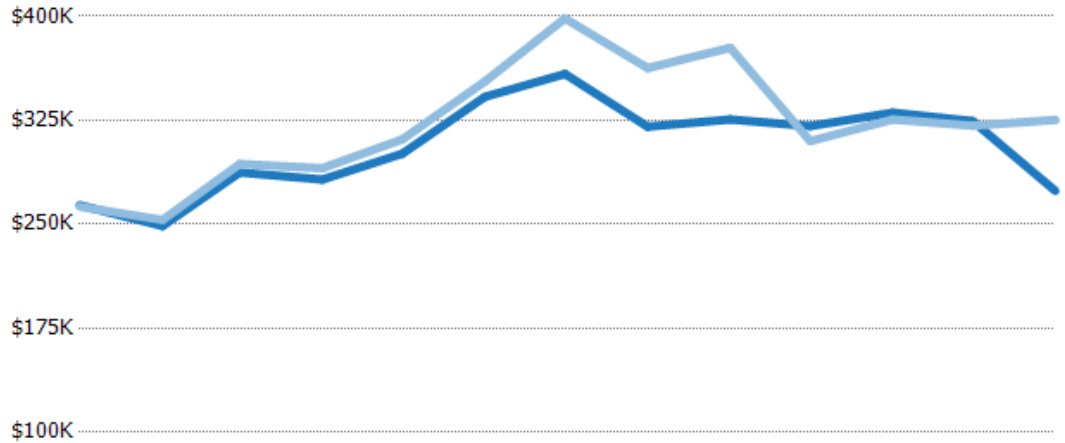
Current Year	\$180K	\$189K	\$226K	\$200K	\$251K	\$375K	\$339K	\$277K	\$277K	\$275K	\$250K	\$190K	\$250K
Prior Year	\$125K	\$130K	\$170K	\$189K	\$170K	\$141K	\$169K	\$189K	\$189K	\$189K	\$166K	\$170K	\$180K
Percent Change from Prior Year	44%	45%	33%	6%	48%	166%	101%	47%	47%	46%	51%	12%	39%

## 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



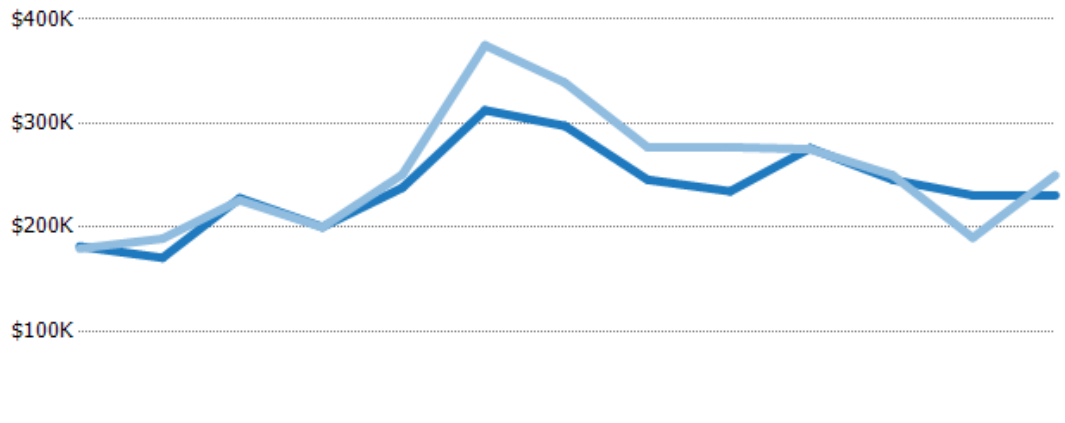
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$264K	\$249K	\$287K	\$282K	\$301K	\$342K	\$358K	\$320K	\$326K	\$321K	\$331K	\$324K	\$274K
Avg Listing Price	\$263K	\$253K	\$293K	\$290K	\$311K	\$353K	\$398K	\$363K	\$377K	\$310K	\$326K	\$321K	\$325K
Avg Listing Price as a % of Avg Est Value	100%	102%	102%	103%	103%	103%	111%	113%	116%	97%	99%	99%	119%

## 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



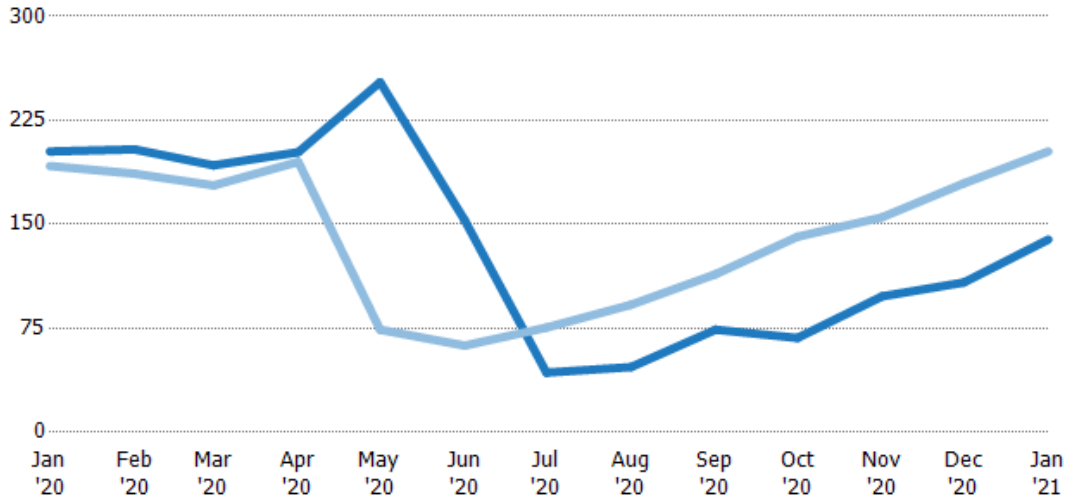
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$182K	\$171K	\$228K	\$200K	\$238K	\$313K	\$297K	\$246K	\$235K	\$276K	\$246K	\$231K	\$231K
Median Listing Price	\$180K	\$189K	\$226K	\$200K	\$251K	\$375K	\$339K	\$277K	\$277K	\$275K	\$250K	\$190K	\$250K
Med Listing Price as a % of Med Est Value	99%	111%	99%	100%	105%	120%	114%	113%	118%	100%	102%	82%	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.
Jan '21	139	-31.4%
Jan '20	203	5.5%
Jan '19	192	-12%

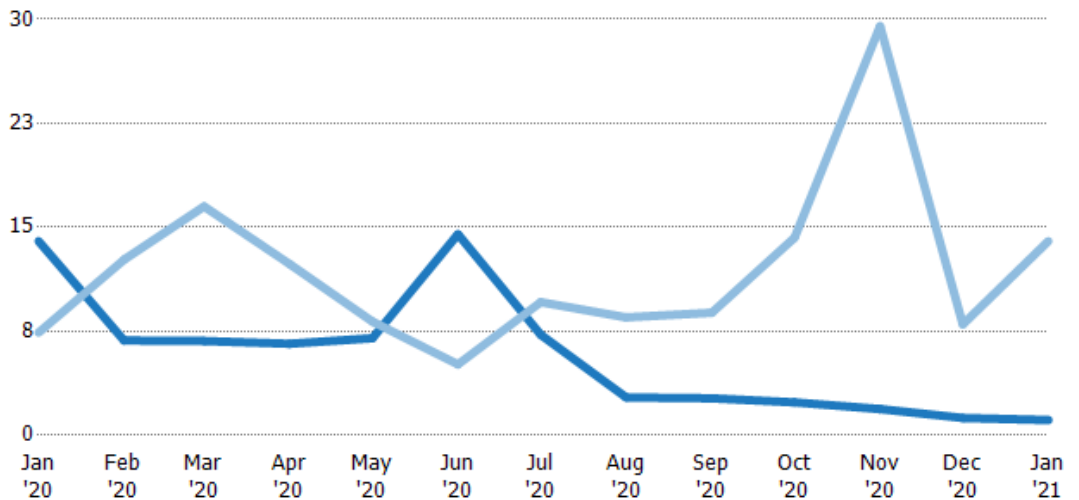
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	203	204	193	202	253	153	43	47	74	68	98	108	139
Prior Year	192	187	178	195	74	62.5	75.5	92	114	141	155	180	203
Percent Change from Prior Year	5%	9%	8%	4%	241%	145%	-43%	-49%	-35%	-52%	-37%	-40%	-31%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

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Family Residence



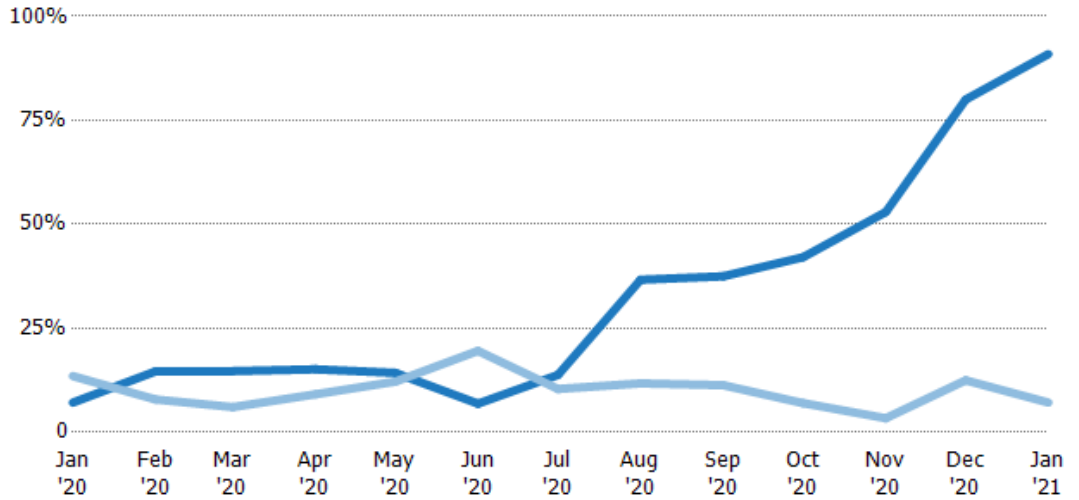
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	14	6.83	6.8	6.6	7	14.5	7.25	2.73	2.67	2.38	1.89	1.25	1.1
Prior Year	7.4	12.7	16.5	12.4	8.2	5.11	9.6	8.5	8.83	14.3	29.5	8	14
Percent Change from Prior Year	89%	-46%	-59%	100%	-15%	184%	-24%	-68%	-70%	-83%	-94%	-84%	-92%

## 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



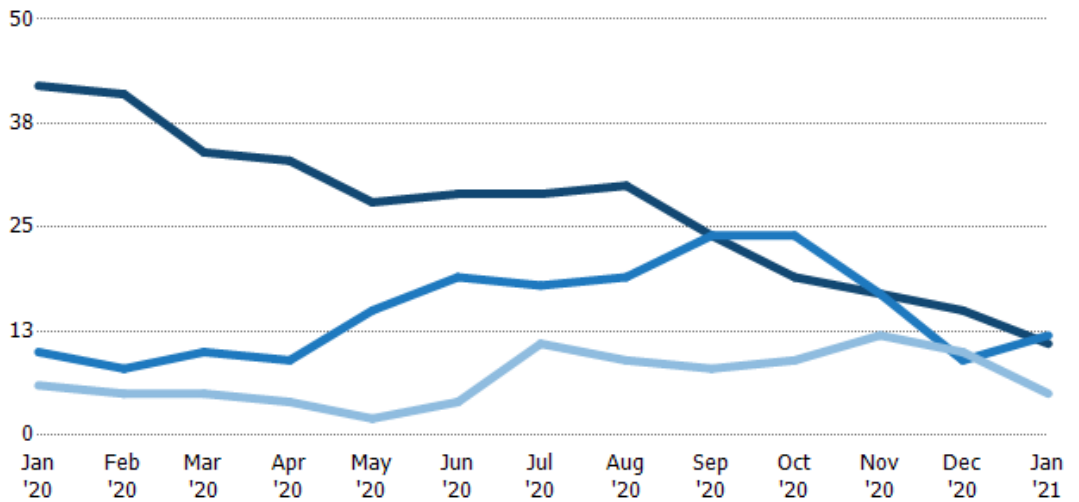
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	7%	15%	15%	15%	14%	7%	14%	37%	38%	42%	53%	80%	91%
Prior Year	14%	8%	6%	9%	12%	20%	10%	12%	11%	7%	3%	13%	7%
Change from Prior Year	6%	-7%	-9%	-15%	-2%	13%	-3%	-25%	-26%	-35%	-50%	-68%	-84%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	42	41	34	33	28	29	29	30	24	19	17	15	11
Pending	10	8	10	9	15	19	18	19	24	24	17	9	12
Sold	6	5	5	4	2	4	11	9	8	9	12	10	5

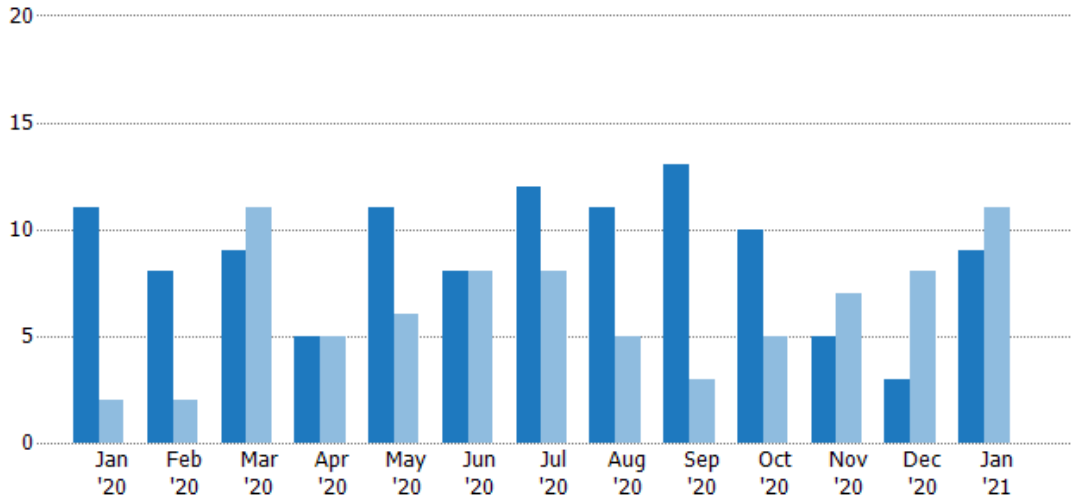
## New Pending Sales

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.
Jan '21	9	-18.2%
Jan '20	11	450%
Jan '19	2	200%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	11	8	9	5	11	8	12	11	13	10	5	3	9
Prior Year	2	2	11	5	6	8	8	5	3	5	7	8	11
Percent Change from Prior Year	450%	300%	-18%	0%	83%	0%	50%	120%	333%	100%	-29%	-63%	-18%

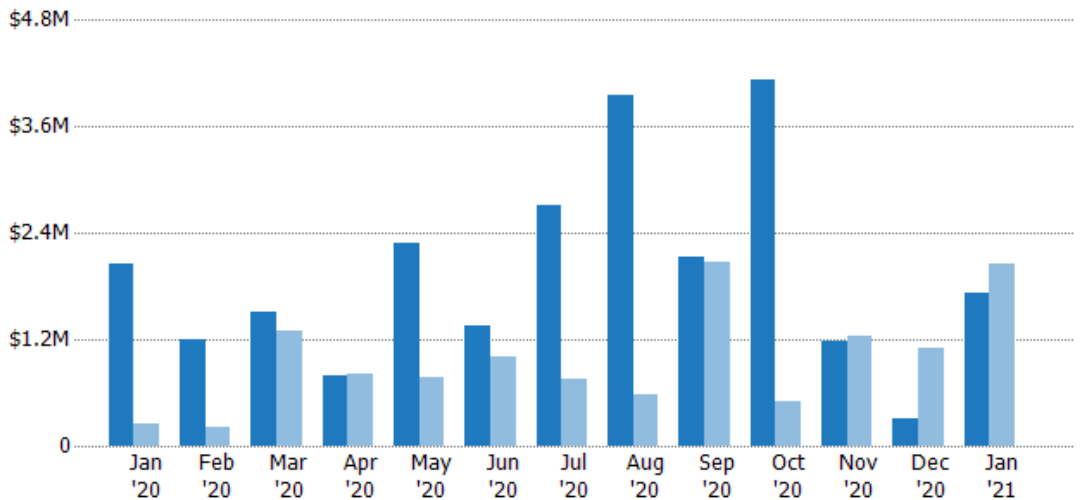
## New Pending Sales Volume

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.
Jan '21	\$1.72M	-15.7%
Jan '20	\$2.05M	706%
Jan '19	\$254K	113.3%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$2.05M	\$1.21M	\$1.51M	\$791K	\$2.28M	\$1.35M	\$2.72M	\$3.95M	\$2.12M	\$4.12M	\$1.18M	\$301K	\$1.72M
Prior Year	\$254K	\$218K	\$1.31M	\$821K	\$777K	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.11M	\$2.05M
Percent Change from Prior Year	706%	454%	16%	-4%	193%	33%	259%	578%	2%	726%	-5%	-73%	-16%



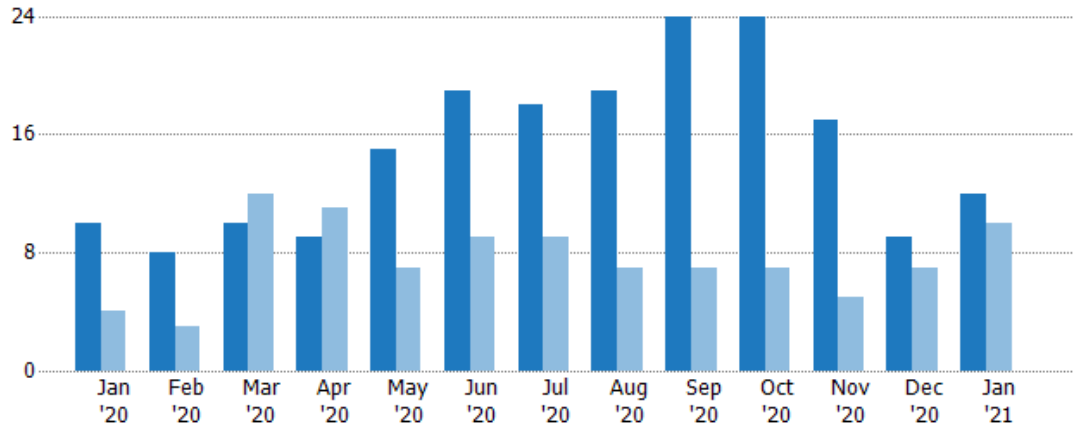
## Pending Sales

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.
Jan '21	12	20%
Jan '20	10	150%
Jan '19	4	75%



Current Year	10	8	10	9	15	19	18	19	24	24	17	9	12
Prior Year	4	3	12	11	7	9	9	7	7	7	5	7	10
Percent Change from Prior Year	150%	167%	-17%	-18%	114%	111%	100%	171%	243%	243%	240%	29%	20%

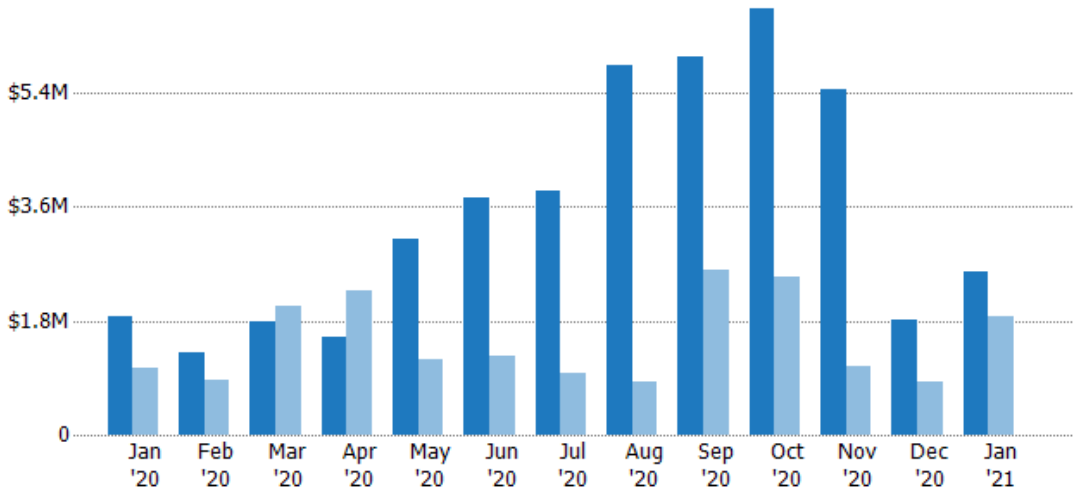
## Pending Sales Volume

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.
Jan '21	\$2.57M	38%
Jan '20	\$1.86M	74.7%
Jan '19	\$1.07M	-39.6%



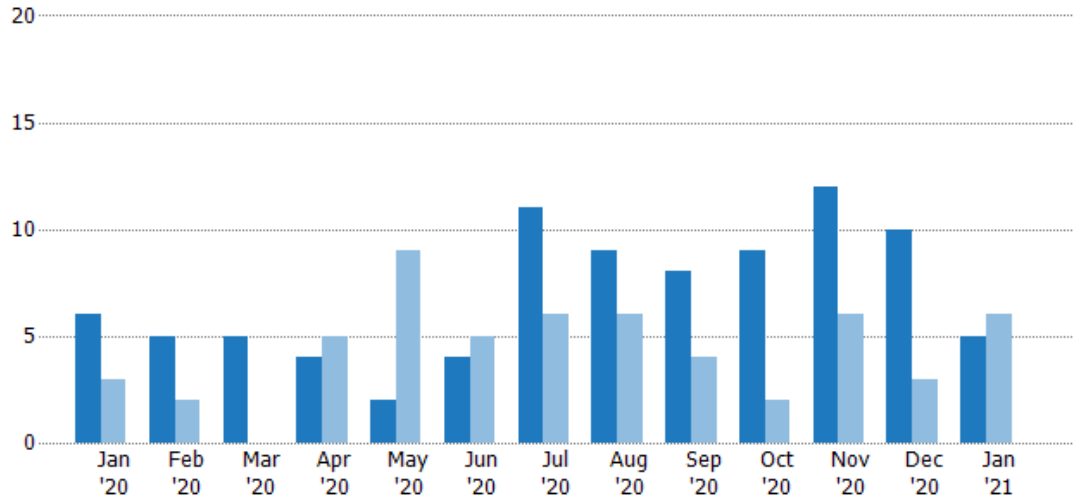
Current Year	\$1.86M	\$1.3M	\$1.79M	\$1.54M	\$3.08M	\$3.75M	\$3.85M	\$5.82M	\$5.96M	\$6.73M	\$5.46M	\$1.81M	\$2.57M
Prior Year	\$1.07M	\$852K	\$2.04M	\$2.28M	\$1.2M	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M
Percent Change from Prior Year	75%	53%	-12%	-33%	156%	203%	300%	605%	129%	169%	404%	118%	38%

## 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



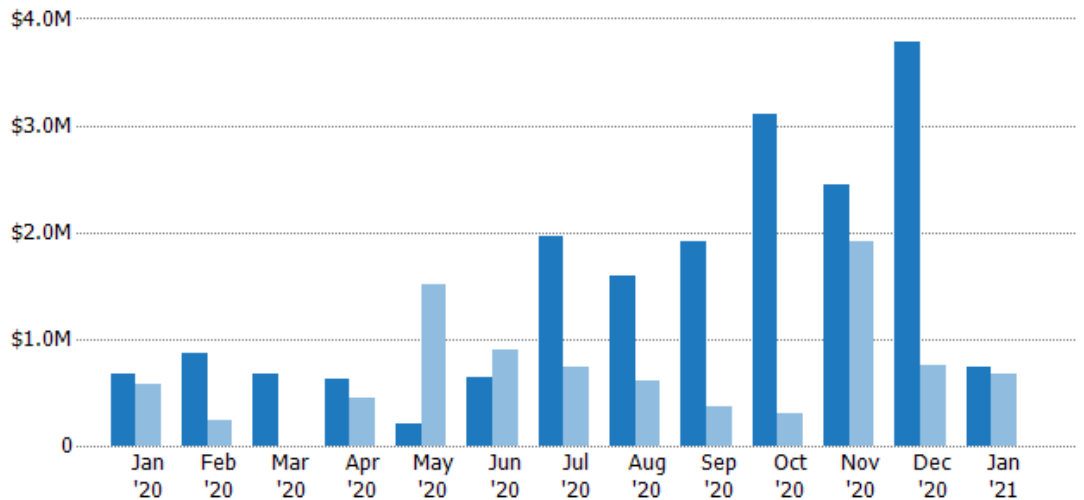
Current Year	6	5	5	4	2	4	11	9	8	9	12	10	5
Prior Year	3	2	-	5	9	5	6	6	4	2	6	3	6
Percent Change from Prior Year	100%	150%	100%	-20%	-78%	-20%	83%	50%	100%	350%	100%	233%	-17%

## 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



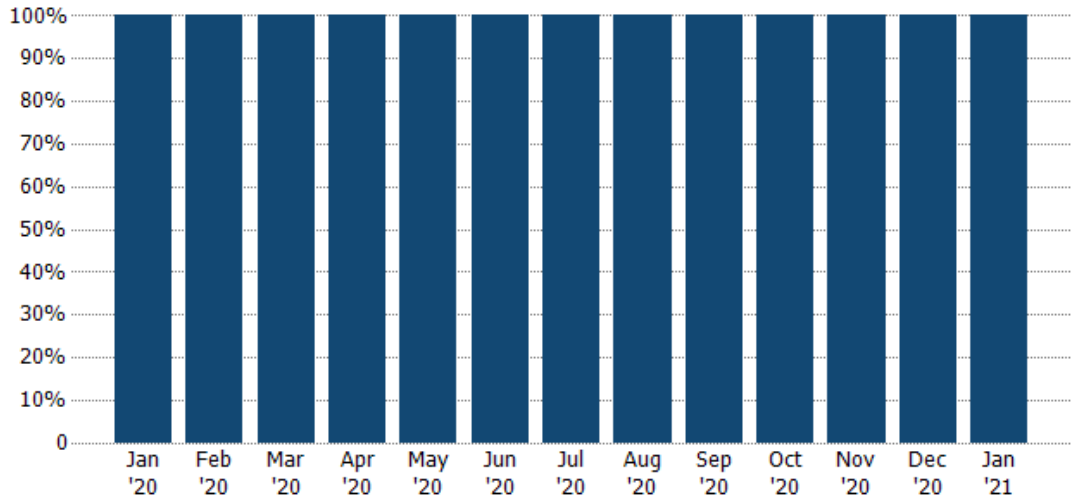
Current Year	\$668K	\$873K	\$678K	\$626K	\$213K	\$635K	\$1.96M	\$1.58M	\$1.91M	\$3.1M	\$2.44M	\$3.78M	\$737K
Prior Year	\$575K	\$235K	-	\$456K	\$1.52M	\$893K	\$737K	\$608K	\$375K	\$304K	\$1.91M	\$753K	\$668K
Percent Change from Prior Year	16%	271%	100%	37%	-86%	-29%	166%	160%	409%	920%	28%	402%	10%

## 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

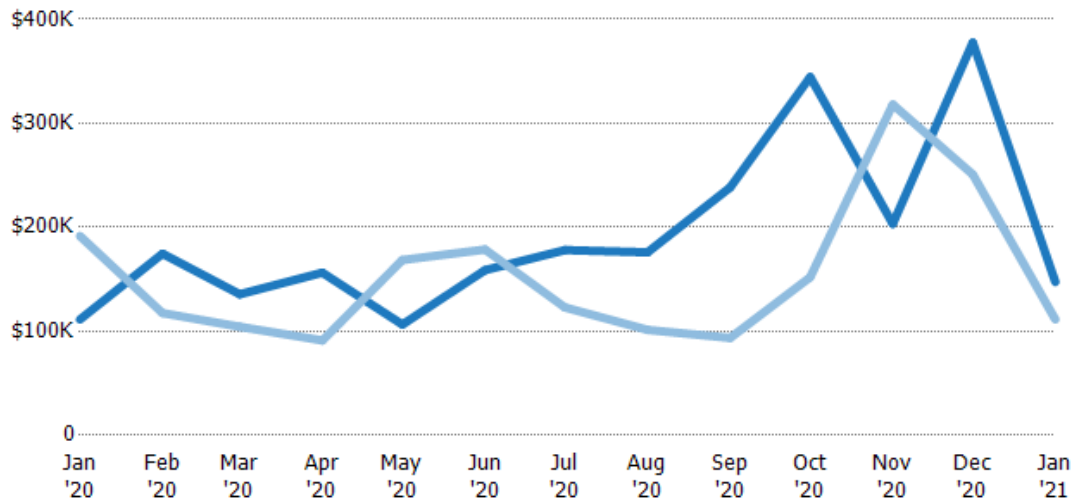
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

## 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

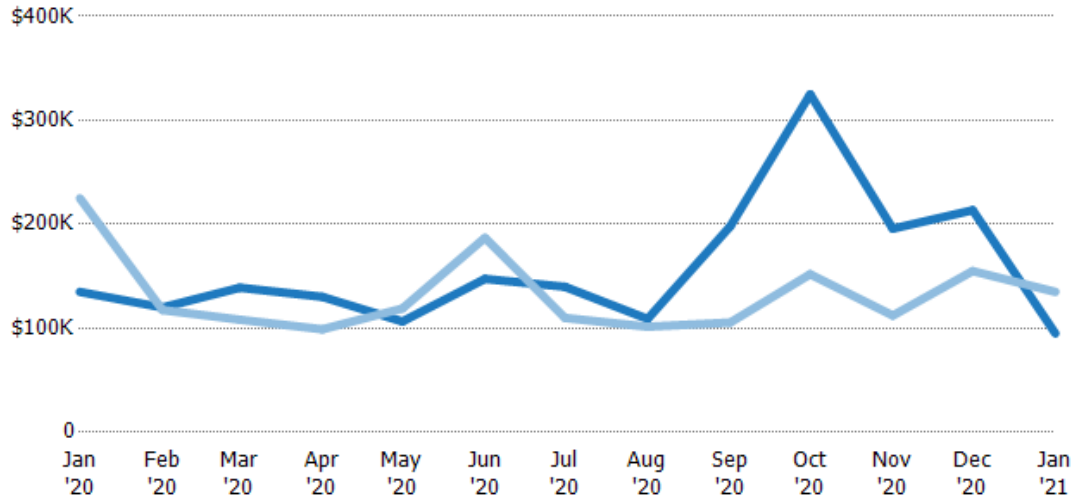
\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K	\$176K	\$238K	\$345K	\$203K	\$378K	\$147K
\$192K	\$118K	\$104K	\$91.2K	\$169K	\$179K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K
-42%	49%	100%	71%	-37%	-11%	45%	74%	155%	127%	-36%	51%	32%

## 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



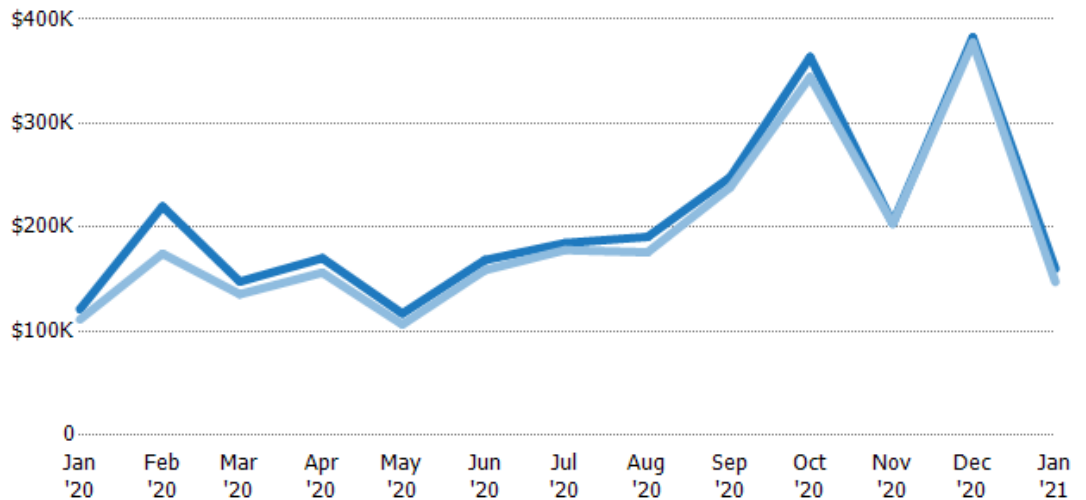
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K	\$109K	\$198K	\$325K	\$196K	\$214K	\$95K
Prior Year	\$225K	\$118K	\$108K	\$99K	\$119K	\$187K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K
Percent Change from Prior Year	-40%	2%	100%	32%	-11%	-21%	27%	7%	88%	114%	74%	38%	-30%

## 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



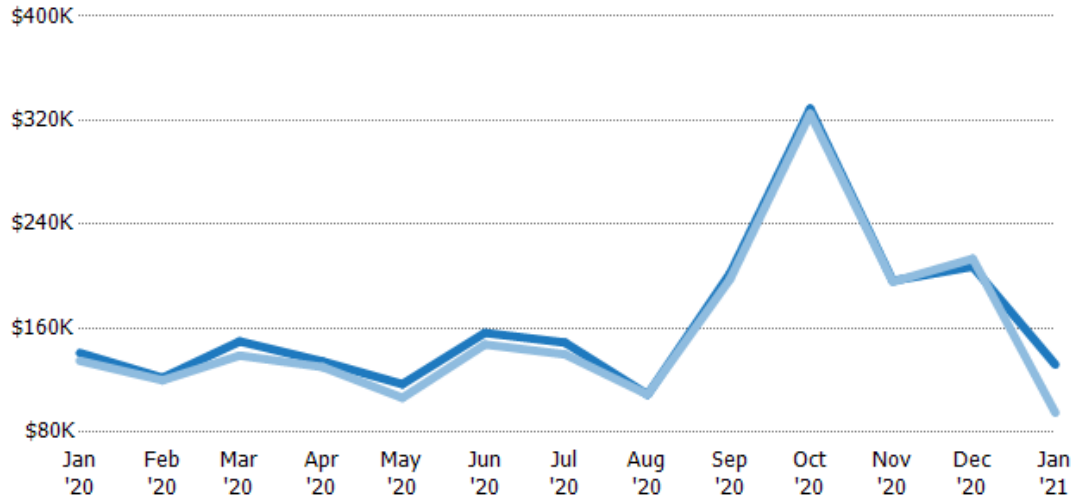
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg List Price	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K	\$191K	\$248K	\$364K	\$204K	\$383K	\$160K
Avg Sales Price	\$111K	\$175K	\$136K	\$156K	\$107K	\$159K	\$178K	\$176K	\$238K	\$345K	\$203K	\$378K	\$147K
Avg Sales Price as a % of Avg List Price	92%	79%	92%	92%	91%	94%	96%	92%	96%	95%	100%	99%	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



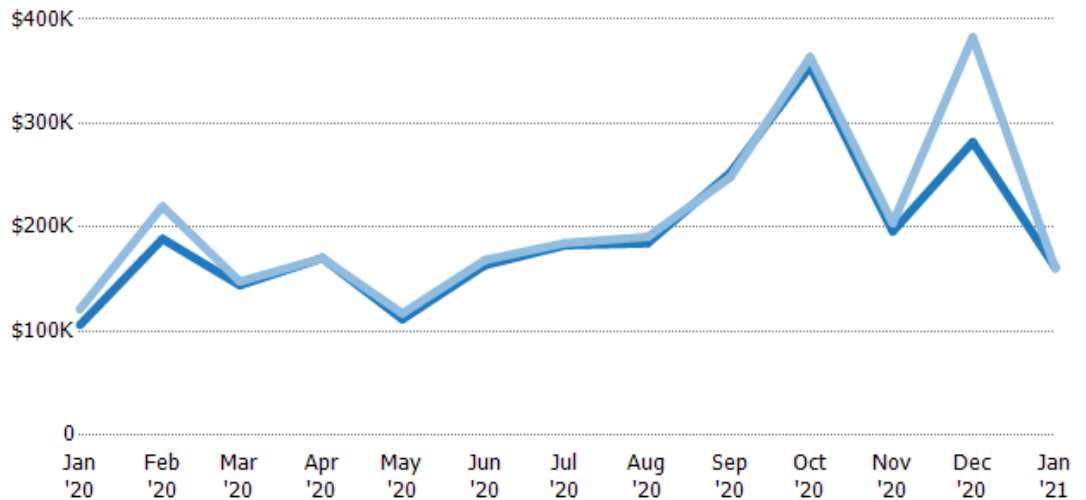
Median List Price	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K	\$109K	\$202K	\$329K	\$197K	\$207K	\$132K
Median Sales Price	\$135K	\$120K	\$139K	\$130K	\$107K	\$148K	\$140K	\$109K	\$198K	\$325K	\$196K	\$214K	\$95K
Med Sales Price as a % of Med List Price	96%	98%	93%	97%	91%	94%	94%	100%	98%	99%	100%	103%	72%

## 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



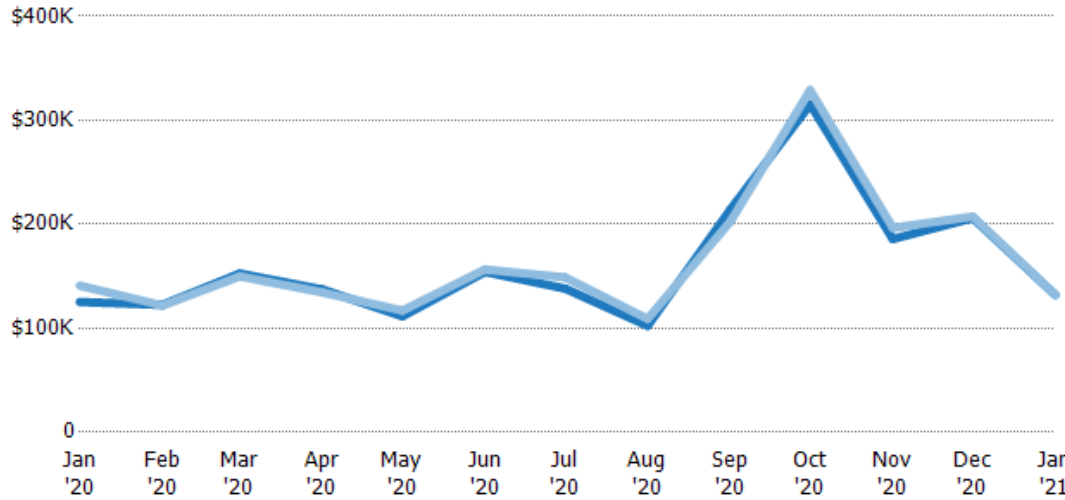
Avg Est Value	\$106K	\$189K	\$144K	\$170K	\$112K	\$164K	\$183K	\$185K	\$252K	\$355K	\$196K	\$282K	\$161K
Avg Sales Price	\$121K	\$220K	\$148K	\$170K	\$117K	\$168K	\$185K	\$191K	\$248K	\$364K	\$204K	\$383K	\$160K
Avg Sales Price as a % of Avg Est Value	114%	117%	102%	100%	105%	103%	101%	103%	98%	103%	104%	136%	99%

## 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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$125K	\$123K	\$153K	\$137K	\$112K	\$154K	\$138K	\$102K	\$214K	\$315K	\$186K	\$206K	\$132K
Median Sales Price	\$141K	\$122K	\$150K	\$135K	\$117K	\$156K	\$149K	\$109K	\$202K	\$329K	\$197K	\$207K	\$132K
Med Sales Price as a % of Med Est Value	113%	99%	98%	98%	105%	101%	108%	106%	95%	104%	106%	101%	100%