

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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	4	+150%	18	15	+20%
New Listing Volume	\$2,469,900	\$1,377,900	+79.3%	\$4,355,800	\$3,739,700	+16.5%
Active Listing Count	15	35	-57.1%	N/A	N/A	
Active Listing Volume	\$5,179,893	\$10,099,900	-48.7%	N/A	N/A	
Average Listing Price	\$345,326	\$288,569	+19.7%	\$359,423	\$265,536	+35.4%
Median Listing Price	\$245,000	\$219,900	+11.4%	\$277,714	\$190,841	+45.5%
Median Days in RPR	181	211	-14.2%	180.79	203.94	-11.4%
Months of Inventory	7.5	7	+7.1%	2.6	20.5	-87.2%
Absorption Rate	13.33%	14.29%	-1%	38.1%	4.88%	+33.2%
Sales Activity Charts Metrics						
New Pending Sales Count	7	9	-22.2%	21	29	-27.6%
New Pending Sales Volume	\$1,945,000	\$1,512,500	+28.6%	\$4,854,395	\$4,830,700	+0.5%
Pending Sales Count	13	11	+18.2%	N/A	N/A	
Pending Sales Volume	\$3,189,700	\$1,851,500	+72.3%	N/A	N/A	
Closed Sales Count	7	5	+40%	14	16	-12.5%
Closed Sales Volume	\$1,211,740	\$678,000	+78.7%	\$2,373,740	\$2,219,000	+7%
Average Sales Price	\$173,106	\$135,600	+27.7%	\$169,553	\$138,687	+22.3%
Median Sales Price	\$165,000	\$139,000	+18.7%	\$146,786	\$131,563	+11.6%

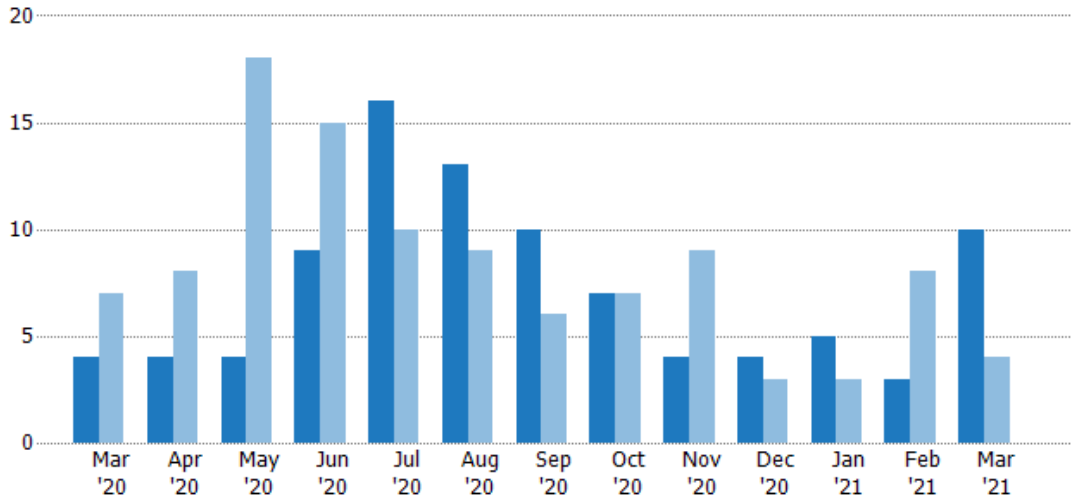
New Listings

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

Month/ Year	Count	% Chg.
Mar '21	10	150%
Mar '20	4	-42.9%
Mar '19	7	42.9%



Current Year	4	4	4	9	16	13	10	7	4	4	5	3	10
Prior Year	7	8	18	15	10	9	6	7	9	3	3	8	4
Percent Change from Prior Year	-43%	-50%	-78%	-40%	60%	44%	67%	0%	-56%	33%	67%	-63%	150%

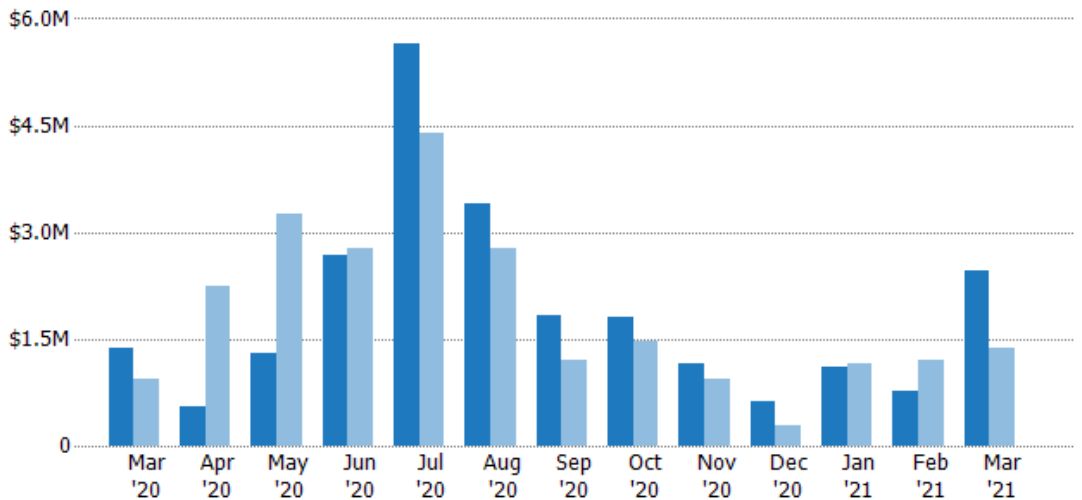
New Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$2.47M	79.3%
Mar '20	\$1.38M	48%
Mar '19	\$931K	118.2%



Current Year	\$1.38M	\$556K	\$1.31M	\$2.67M	\$5.64M	\$3.39M	\$1.83M	\$1.8M	\$1.15M	\$626K	\$1.12M	\$769K	\$2.47M
Prior Year	\$931K	\$2.24M	\$3.26M	\$2.77M	\$4.39M	\$2.78M	\$1.19M	\$1.47M	\$932K	\$293K	\$1.15M	\$1.21M	\$1.38M
Percent Change from Prior Year	48%	-75%	-60%	-4%	28%	22%	53%	22%	23%	114%	-3%	-37%	79%

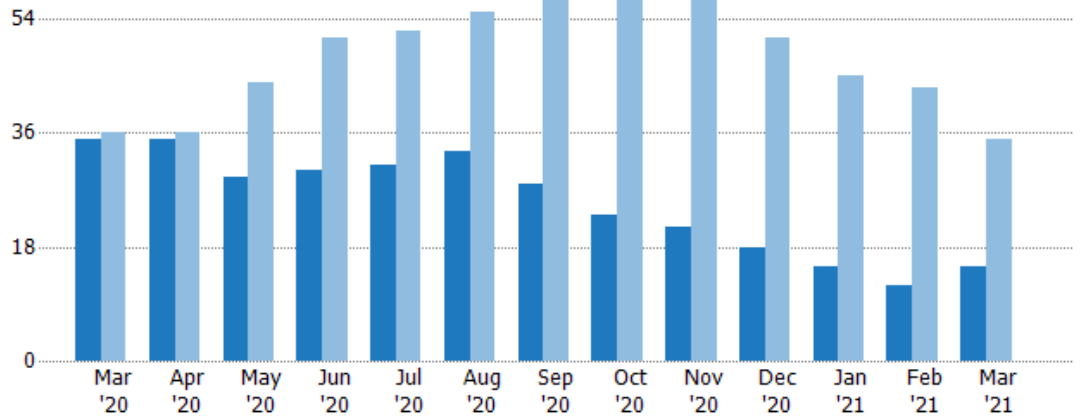
Active Listings

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

Month/ Year	Count	% Chg.
Mar '21	15	-57.1%
Mar '20	35	-2.8%
Mar '19	36	50%



Current Year	35	35	29	30	31	33	28	23	21	18	15	12	15
Prior Year	36	36	44	51	52	55	57	60	61	51	45	43	35
Percent Change from Prior Year	-3%	-3%	-34%	-41%	-40%	-40%	-51%	-62%	-66%	-65%	-67%	-72%	-57%

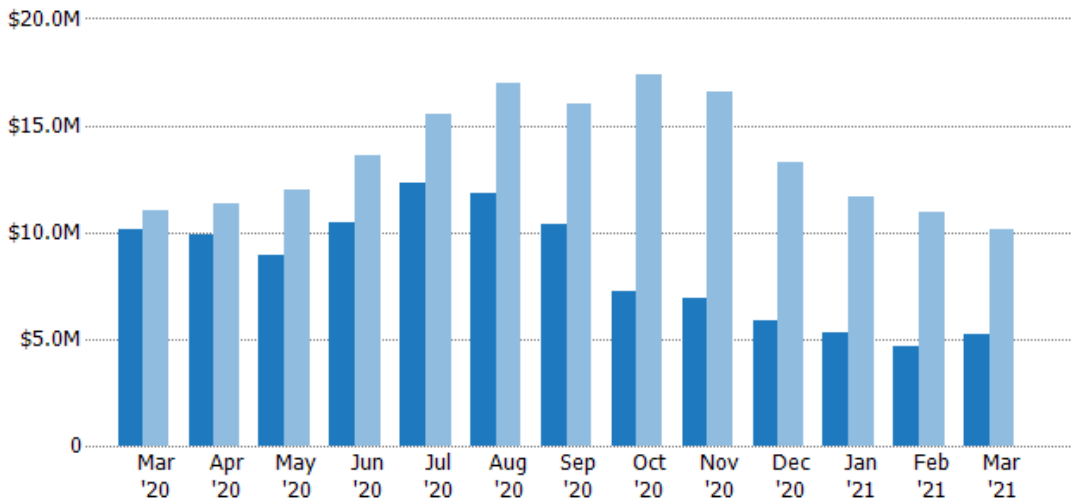
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$5.18M	-48.7%
Mar '20	\$10.1M	-8%
Mar '19	\$11M	62.2%



Current Year	\$10.1M	\$9.9M	\$8.9M	\$10.4M	\$12.3M	\$11.8M	\$10.4M	\$7.24M	\$6.89M	\$5.85M	\$5.26M	\$4.65M	\$5.18M
Prior Year	\$11M	\$11.3M	\$12M	\$13.6M	\$15.5M	\$17M	\$16M	\$17.3M	\$16.6M	\$13.3M	\$11.6M	\$10.9M	\$10.1M
Percent Change from Prior Year	-8%	-13%	-26%	-24%	-21%	-30%	-35%	-58%	-58%	-56%	-55%	-57%	-49%

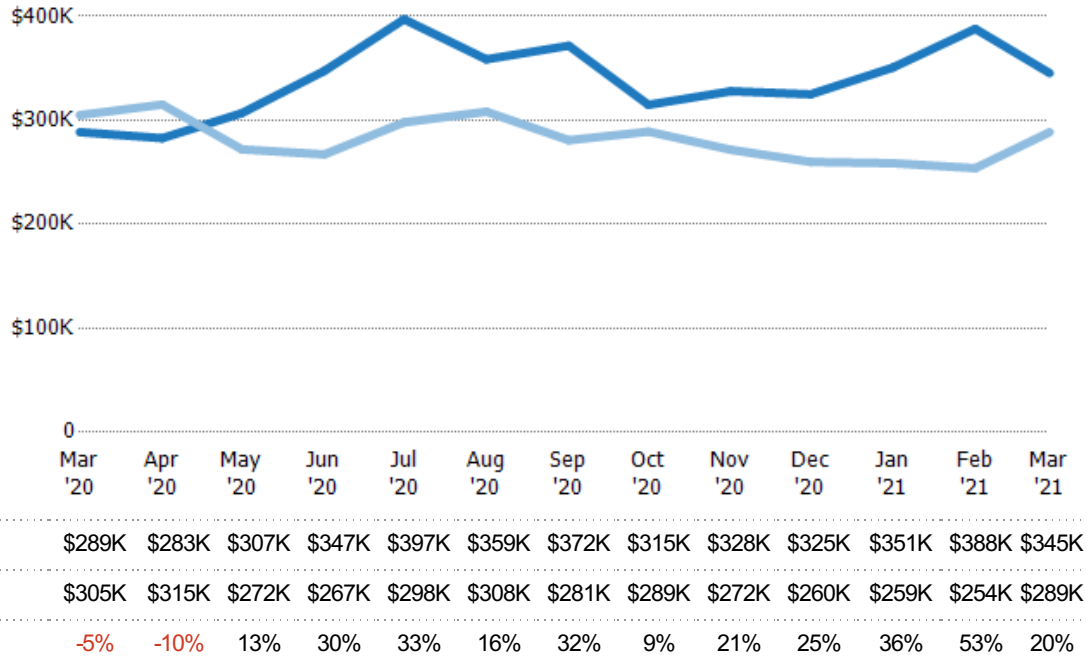
Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '21	\$345K	19.7%
Mar '20	\$289K	-5.4%
Mar '19	\$305K	8.2%



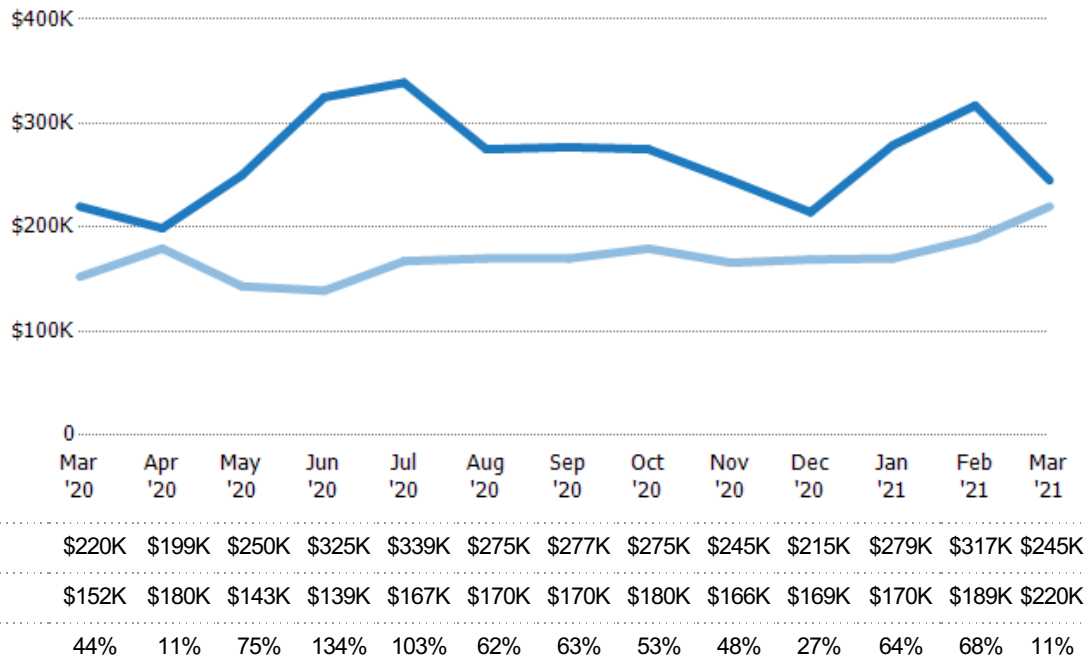
Median Listing Price

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

Month/ Year	Price	% Chg.
Mar '21	\$245K	11.4%
Mar '20	\$220K	44.3%
Mar '19	\$152K	27.6%

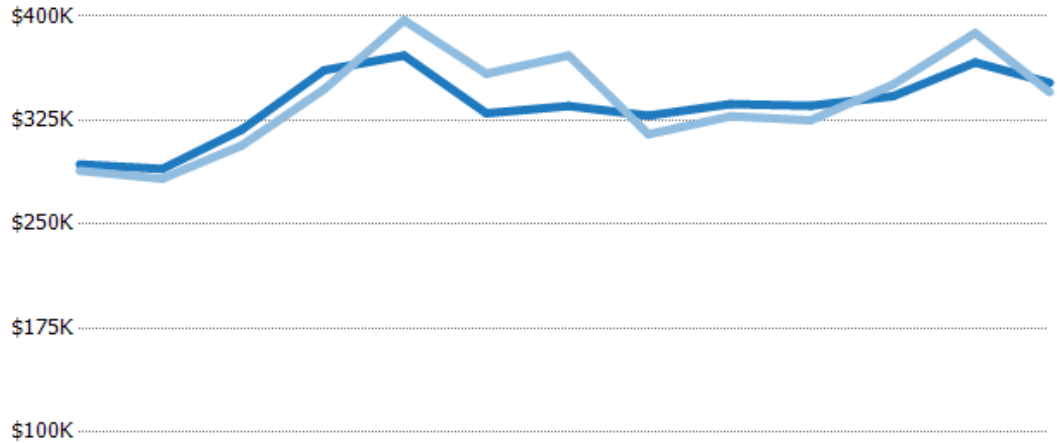


Average Listing Price vs Average Est Value

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



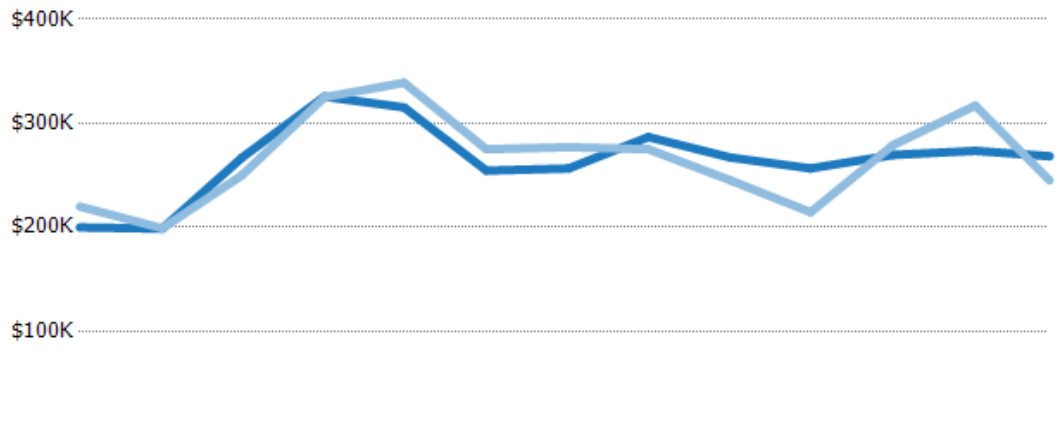
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$293K	\$290K	\$318K	\$361K	\$372K	\$330K	\$335K	\$328K	\$337K	\$335K	\$342K	\$367K	\$352K
Avg Listing Price	\$289K	\$283K	\$307K	\$347K	\$397K	\$359K	\$372K	\$315K	\$328K	\$325K	\$351K	\$388K	\$345K
Avg Listing Price as a % of Avg Est Value	98%	98%	96%	96%	107%	109%	111%	96%	97%	97%	102%	106%	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



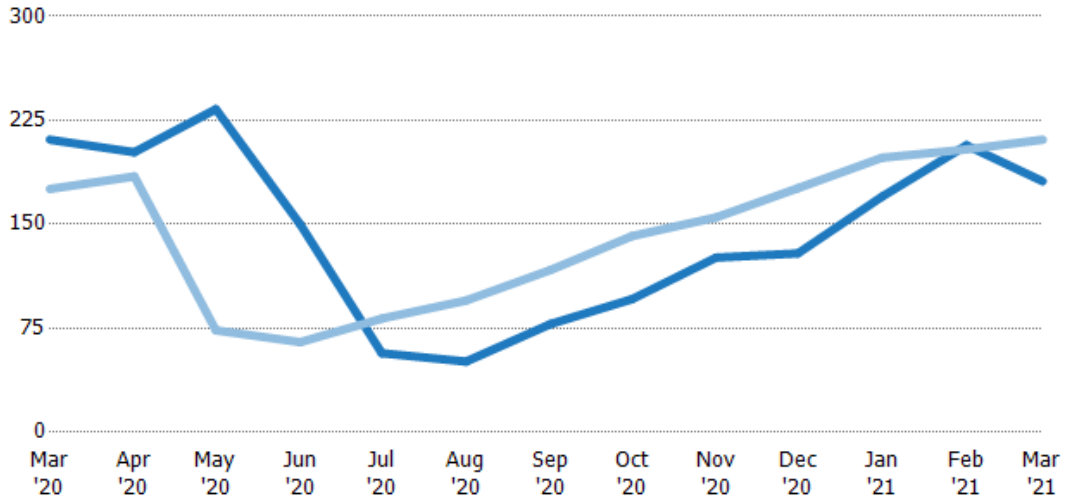
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$200K	\$199K	\$267K	\$326K	\$315K	\$254K	\$257K	\$287K	\$267K	\$257K	\$270K	\$274K	\$268K
Median Listing Price	\$220K	\$199K	\$250K	\$325K	\$339K	\$275K	\$277K	\$275K	\$245K	\$215K	\$279K	\$317K	\$245K
Med Listing Price as a % of Med Est Value	110%	100%	94%	100%	108%	108%	108%	96%	92%	84%	104%	116%	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,
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Property Type:
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Family



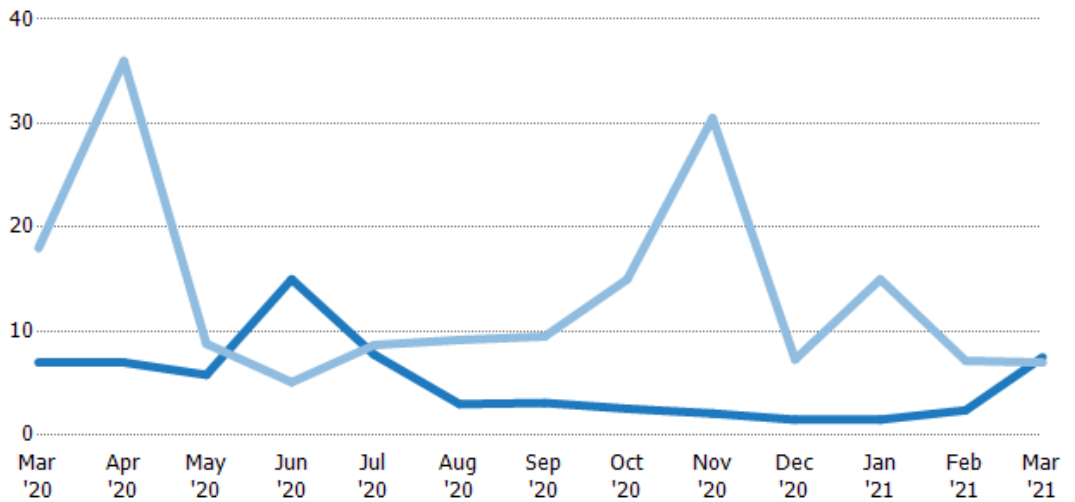
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	211	202	233	150	57	51	78	96	126	129	170	207	181
Prior Year	176	185	73.5	65	82	95	117	142	155	176	198	204	211
Percent Change from Prior Year	20%	9%	217%	131%	-30%	-46%	-33%	-32%	-19%	-27%	-14%	1%	-14%

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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Property Type:
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Family



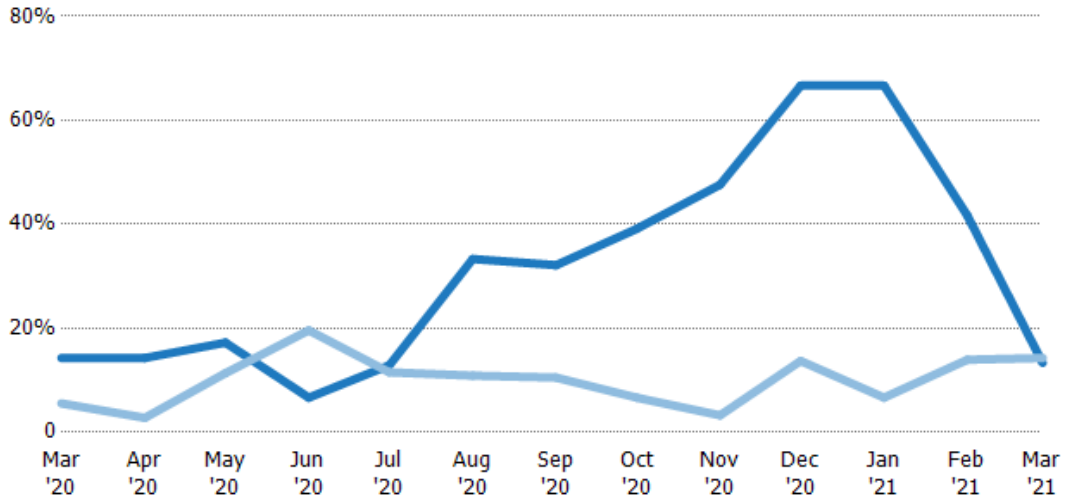
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	7	7	5.8	15	7.75	3	3.11	2.56	2.1	1.5	1.5	2.4	7.5
Prior Year	18	36	8.8	5.1	8.67	9.17	9.5	15	30.5	7.29	15	7.17	7
Percent Change from Prior Year	-61%	-81%	-34%	194%	-11%	-67%	-67%	-83%	-93%	-79%	-90%	-67%	7%

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



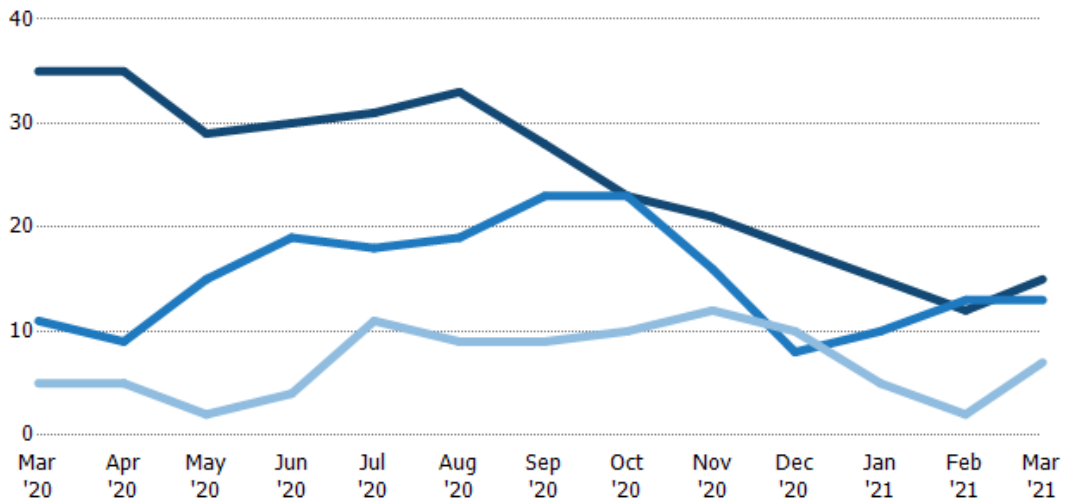
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	14%	14%	17%	7%	13%	33%	32%	39%	48%	67%	67%	42%	13%
Prior Year	6%	3%	11%	20%	12%	11%	11%	7%	3%	14%	7%	14%	14%
Change from Prior Year	-9%	-12%	-6%	13%	-1%	-22%	-22%	-32%	-44%	-53%	-60%	-28%	1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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



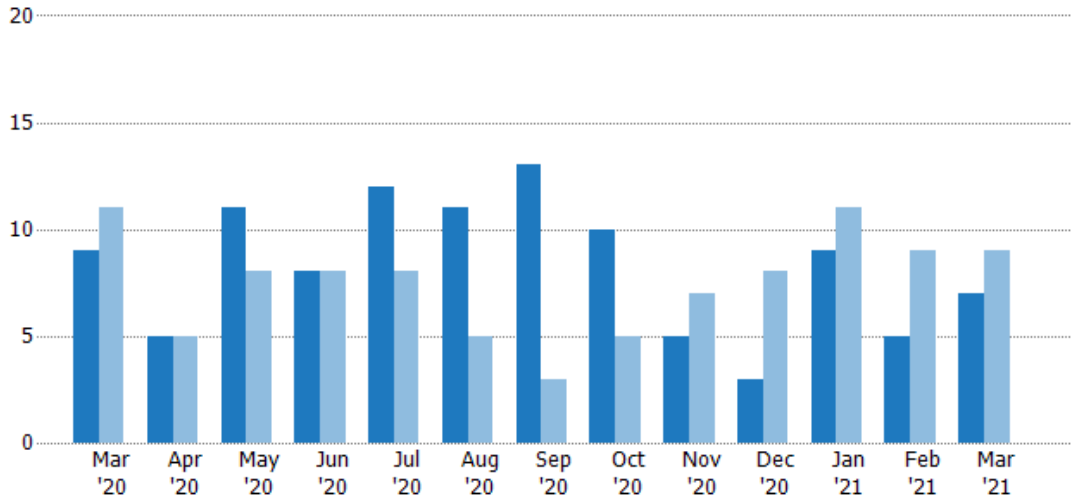
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	35	35	29	30	31	33	28	23	21	18	15	12	15
Pending	11	9	15	19	18	19	23	23	16	8	10	13	13
Sold	5	5	2	4	11	9	9	10	12	10	5	2	7

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



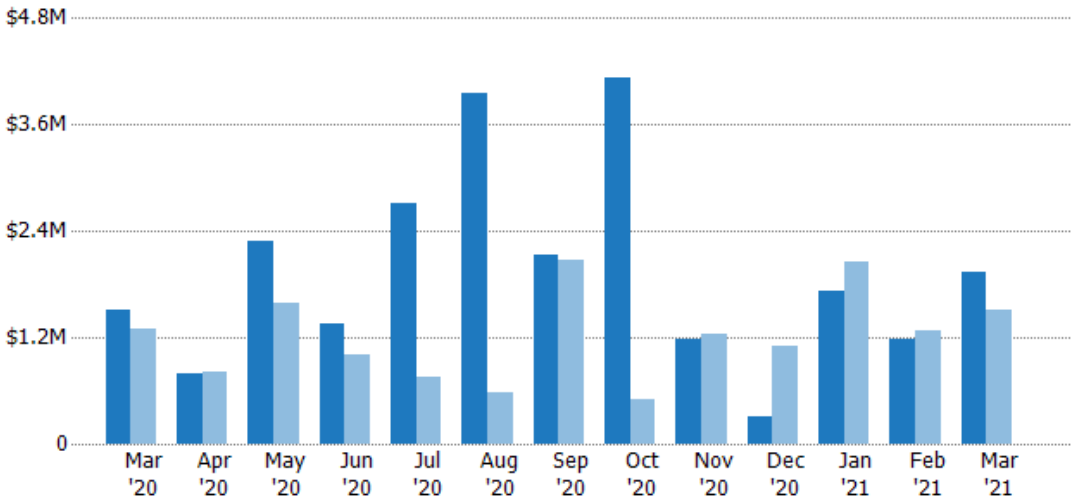
Month/Year	Count	% Chg.
Mar '21	7	-22.2%
Mar '20	9	-18.2%
Mar '19	11	-63.6%

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



Month/Year	Volume	% Chg.
Mar '21	\$1.95M	28.6%
Mar '20	\$1.51M	15.9%
Mar '19	\$1.31M	4.7%

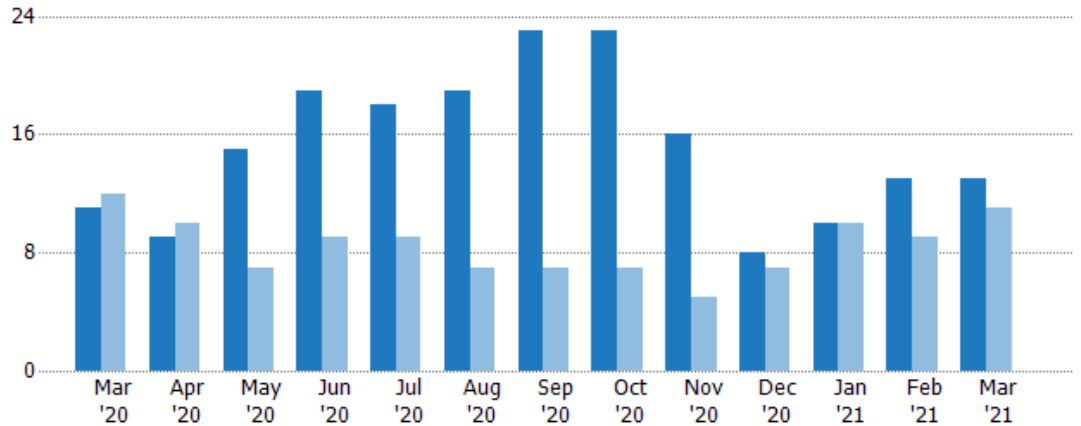
Pending Sales

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

Month/ Year	Count	% Chg.
Mar '21	13	18.2%
Mar '20	11	-8.3%
Mar '19	12	-50%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	11	9	15	19	18	19	23	23	16	8	10	13	13
Prior Year	12	10	7	9	9	7	7	7	5	7	10	9	11
Percent Change from Prior Year	-8%	-10%	114%	111%	100%	171%	229%	229%	220%	14%	0%	44%	18%

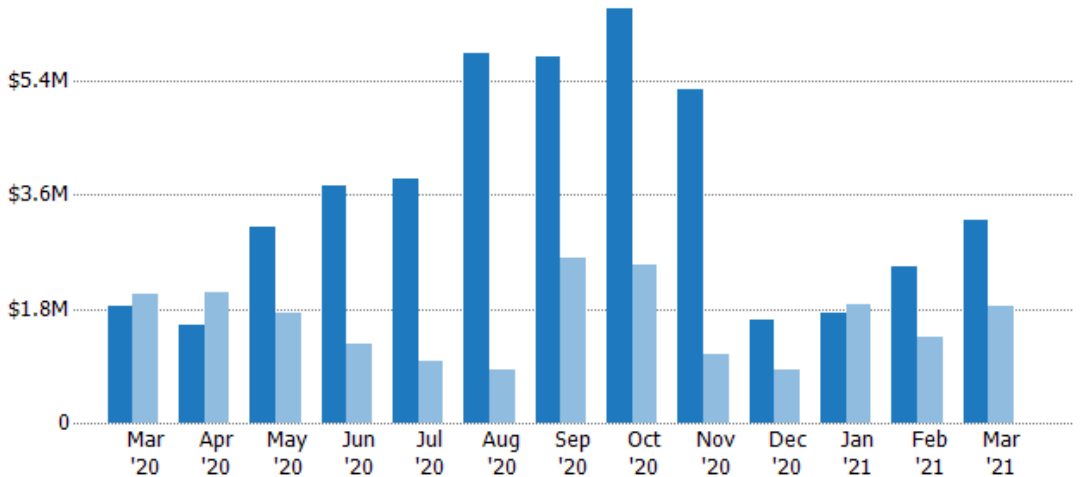
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$3.19M	72.3%
Mar '20	\$1.85M	-9.3%
Mar '19	\$2.04M	-57.8%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$1.85M	\$1.54M	\$3.08M	\$3.75M	\$3.85M	\$5.82M	\$5.77M	\$6.54M	\$5.27M	\$1.62M	\$1.73M	\$2.48M	\$3.19M
Prior Year	\$2.04M	\$2.05M	\$1.72M	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.37M	\$1.85M
Percent Change from Prior Year	-9%	-25%	79%	203%	300%	605%	121%	161%	386%	95%	-7%	81%	72%

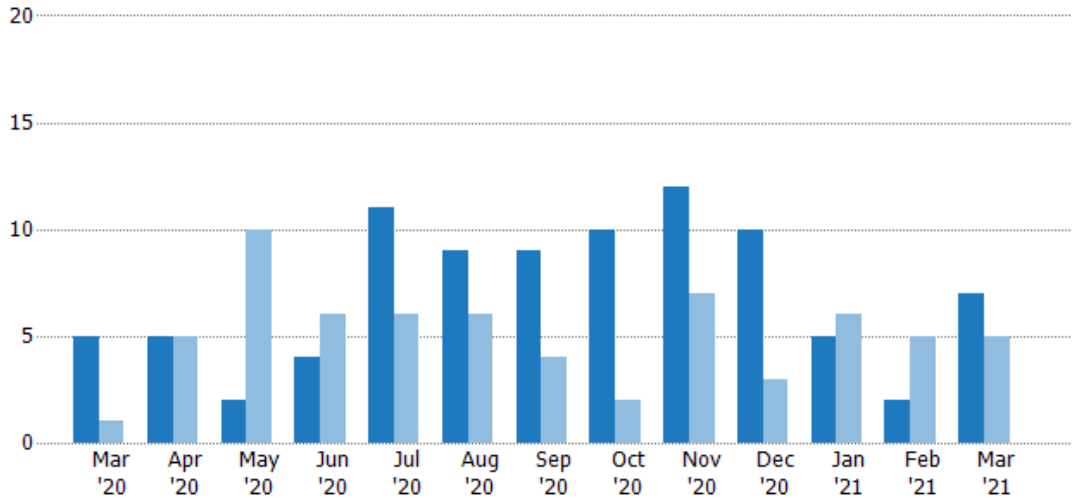
Closed Sales

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

Month/ Year	Count	% Chg.
Mar '21	7	40%
Mar '20	5	400%
Mar '19	1	400%



Current Year	5	5	2	4	11	9	9	10	12	10	5	2	7
Prior Year	1	5	10	6	6	6	4	2	7	3	6	5	5
Percent Change from Prior Year	400%	0%	-80%	-33%	83%	50%	125%	400%	71%	233%	-17%	-60%	40%

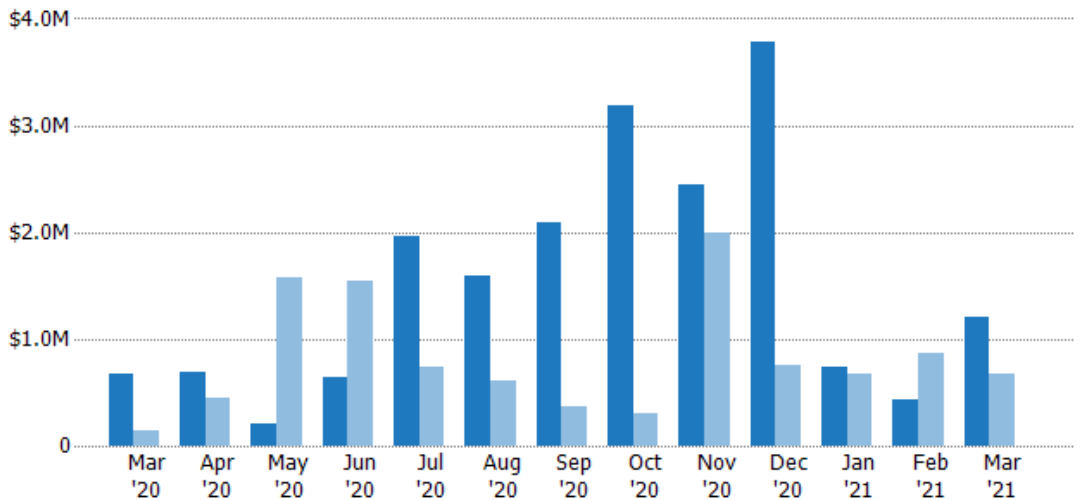
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$1.21M	78.7%
Mar '20	\$678K	352%
Mar '19	\$150K	667.3%



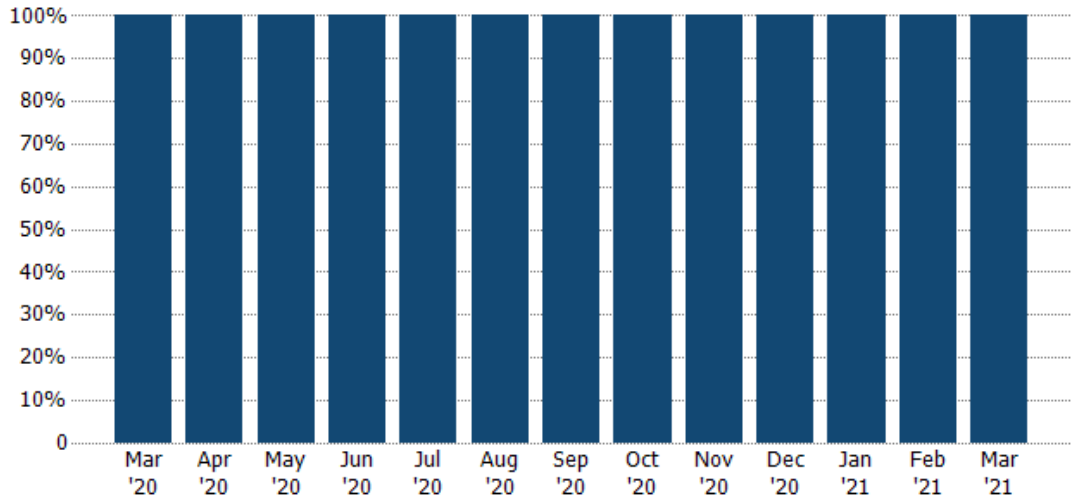
Current Year	\$678K	\$685K	\$213K	\$635K	\$1.96M	\$1.58M	\$2.1M	\$3.18M	\$2.44M	\$3.78M	\$737K	\$425K	\$1.21M
Prior Year	\$150K	\$456K	\$1.58M	\$1.54M	\$737K	\$608K	\$375K	\$304K	\$1.99M	\$753K	\$668K	\$873K	\$678K
Percent Change from Prior Year	352%	50%	-86%	-59%	166%	160%	460%	946%	22%	402%	10%	-51%	79%

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



Single Family Residence

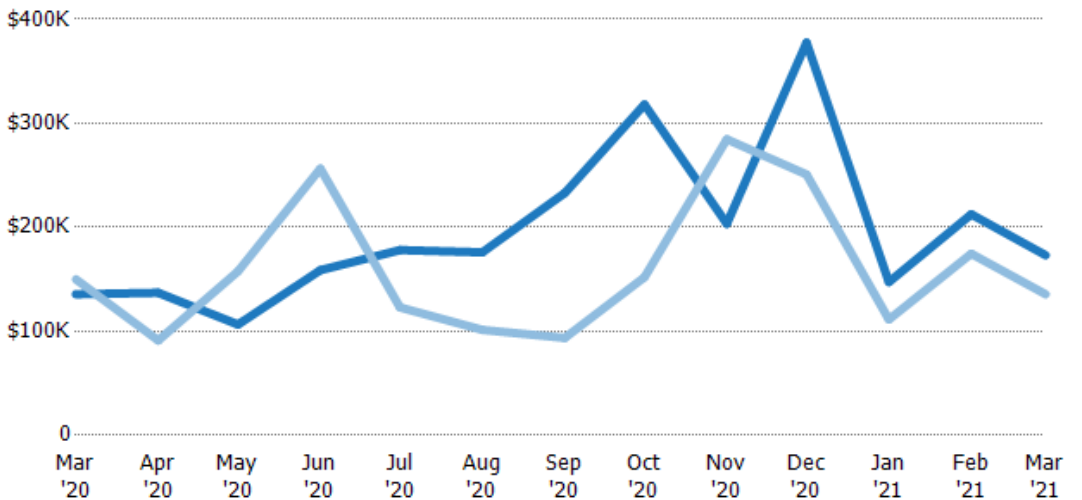
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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



Month/Year	Price	% Chg.
Mar '21	\$173K	27.7%
Mar '20	\$136K	-9.6%
Mar '19	\$150K	53.5%

Current Year	\$136K	\$137K	\$107K	\$159K	\$178K	\$176K	\$233K	\$318K	\$203K	\$378K	\$147K	\$213K	\$173K
Prior Year	\$150K	\$91.2K	\$158K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$285K	\$251K	\$111K	\$175K	\$136K
Percent Change from Prior Year	-10%	50%	-32%	-38%	45%	74%	149%	109%	-29%	51%	32%	22%	28%

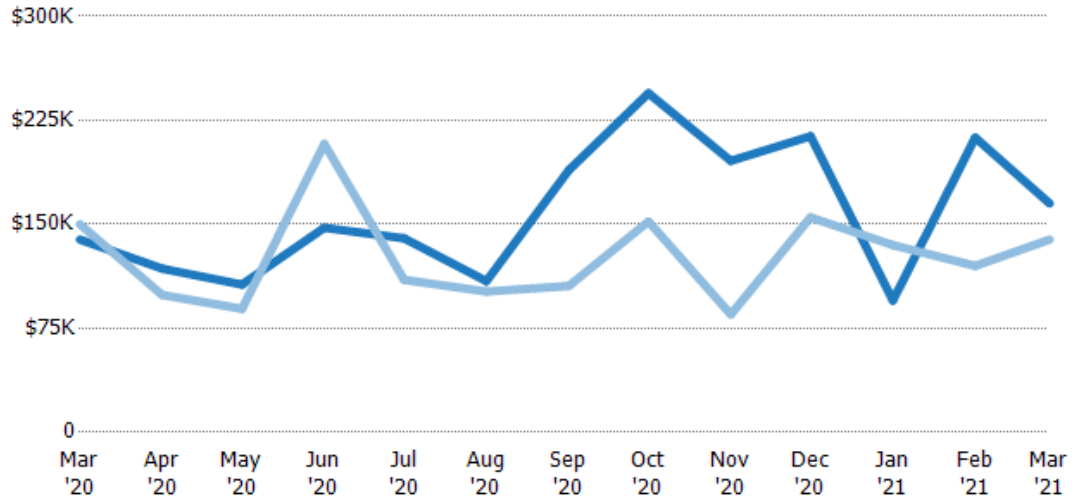
Median Sales Price

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

Month/ Year	Price	% Chg.
Mar '21	\$165K	18.7%
Mar '20	\$139K	-7.3%
Mar '19	\$150K	-37%



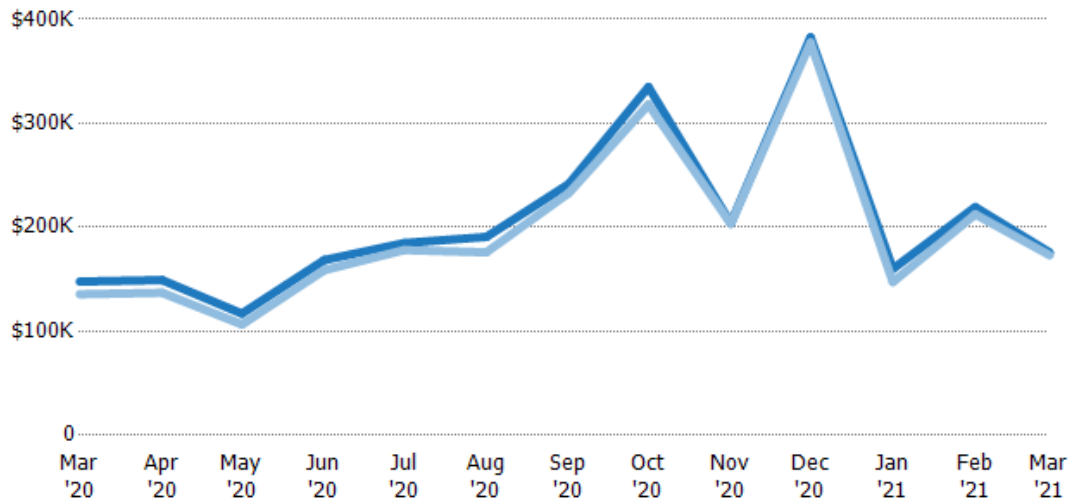
Current Year	\$139K	\$118K	\$107K	\$148K	\$140K	\$109K	\$189K	\$245K	\$196K	\$214K	\$95K	\$213K	\$165K
Prior Year	\$150K	\$99K	\$89K	\$208K	\$110K	\$102K	\$106K	\$152K	\$85K	\$155K	\$135K	\$120K	\$139K
Percent Change from Prior Year	-7%	19%	20%	-29%	27%	7%	79%	61%	130%	38%	-30%	77%	19%

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



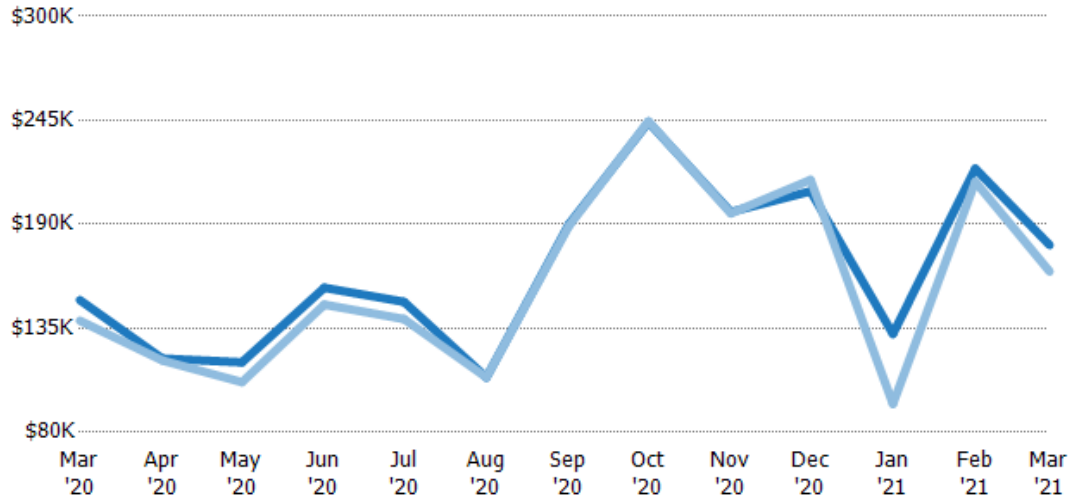
Avg List Price	\$148K	\$149K	\$117K	\$168K	\$185K	\$191K	\$242K	\$335K	\$204K	\$383K	\$160K	\$219K	\$176K
Avg Sales Price	\$136K	\$137K	\$107K	\$159K	\$178K	\$176K	\$233K	\$318K	\$203K	\$378K	\$147K	\$213K	\$173K
Avg Sales Price as a % of Avg List Price	92%	92%	91%	94%	96%	92%	96%	95%	100%	99%	92%	97%	98%

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



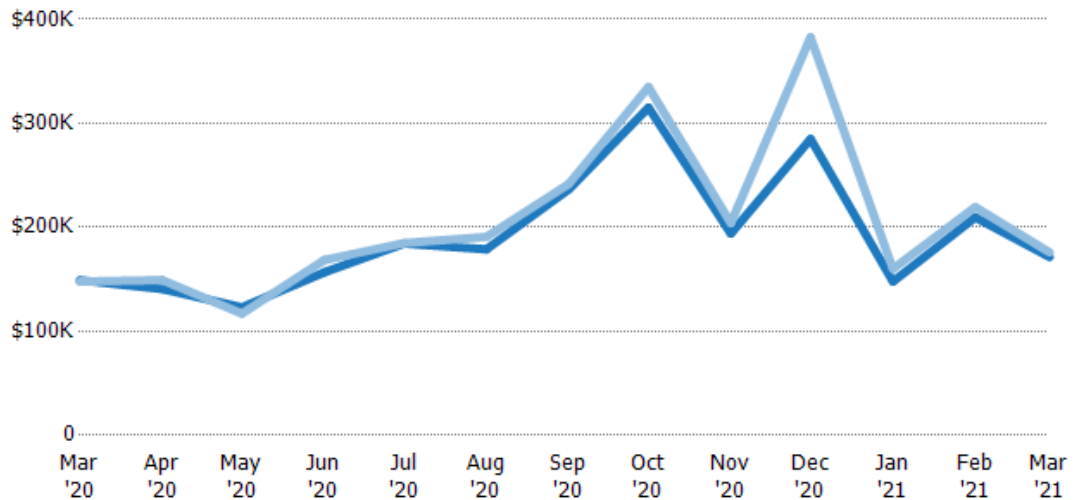
Median List Price	\$150K	\$119K	\$117K	\$156K	\$149K	\$109K	\$190K	\$244K	\$197K	\$207K	\$132K	\$219K	\$179K
Median Sales Price	\$139K	\$118K	\$107K	\$148K	\$140K	\$109K	\$189K	\$245K	\$196K	\$214K	\$95K	\$213K	\$165K
Med Sales Price as a % of Med List Price	93%	99%	91%	94%	94%	100%	100%	100%	100%	103%	72%	97%	92%

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



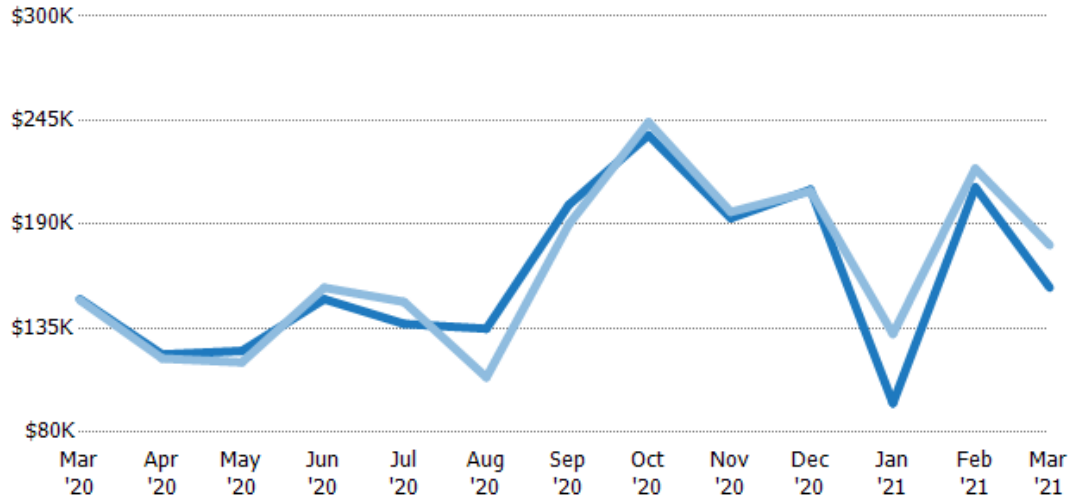
Avg Est Value	\$149K	\$141K	\$123K	\$157K	\$184K	\$179K	\$236K	\$315K	\$194K	\$285K	\$148K	\$210K	\$171K
Avg Sales Price	\$148K	\$149K	\$117K	\$168K	\$185K	\$191K	\$242K	\$335K	\$204K	\$383K	\$160K	\$219K	\$176K
Avg Sales Price as a % of Avg Est Value	99%	106%	95%	108%	100%	107%	102%	106%	105%	134%	108%	105%	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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$150K	\$121K	\$123K	\$150K	\$137K	\$135K	\$200K	\$237K	\$193K	\$208K	\$95.4K	\$210K	\$157K
Median Sales Price	\$150K	\$119K	\$117K	\$156K	\$149K	\$109K	\$190K	\$244K	\$197K	\$207K	\$132K	\$219K	\$179K
Med Sales Price as a % of Med Est Value	100%	98%	95%	104%	109%	81%	95%	103%	102%	100%	138%	105%	114%