

## 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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	8	-62.5%	8	11	-27.3%
New Listing Volume	\$768,900	\$1,211,800	-36.5%	\$1,885,900	\$2,361,800	-20.1%
Active Listing Count	12	43	-72.1%	N/A	N/A	
Active Listing Volume	\$4,654,993	\$10,918,400	-57.4%	N/A	N/A	
Average Listing Price	\$387,916	\$253,916	+52.8%	\$367,255	\$256,375	+43.2%
Median Listing Price	\$316,999	\$189,000	+67.7%	\$295,888	\$179,284	+65%
Median Days in RPR	207	204	+1.5%	180.57	200.73	-10%
Months of Inventory	2.4	7.2	-66.5%	2.5	17.6	-86.1%
Absorption Rate	41.67%	13.95%	+27.7%	40.74%	5.68%	+35.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	9	-44.4%	14	20	-30%
New Pending Sales Volume	\$1,184,800	\$1,272,500	-6.9%	\$2,909,395	\$3,318,200	-12.3%
Pending Sales Count	13	9	+44.4%	N/A	N/A	
Pending Sales Volume	\$2,475,500	\$1,365,900	+81.2%	N/A	N/A	
Closed Sales Count	2	5	-60%	7	11	-36.4%
Closed Sales Volume	\$425,000	\$873,000	-51.3%	\$1,162,000	\$1,541,000	-24.6%
Average Sales Price	\$212,500	\$174,600	+21.7%	\$166,000	\$140,091	+18.5%
Median Sales Price	\$212,500	\$120,000	+77.1%	\$128,571	\$128,182	+0.3%

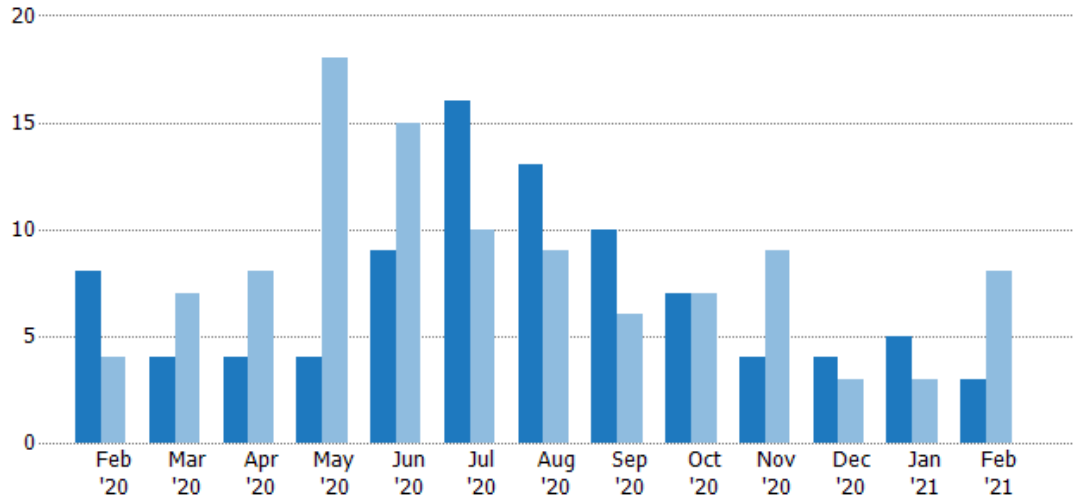
## New Listings

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

Month/ Year	Count	% Chg.
Feb '21	3	-62.5%
Feb '20	8	100%
Feb '19	4	-25%



Current Year	8	4	4	4	9	16	13	10	7	4	4	5	3
Prior Year	4	7	8	18	15	10	9	6	7	9	3	3	8
Percent Change from Prior Year	100%	-43%	-50%	-78%	-40%	60%	44%	67%	0%	-56%	33%	67%	-63%

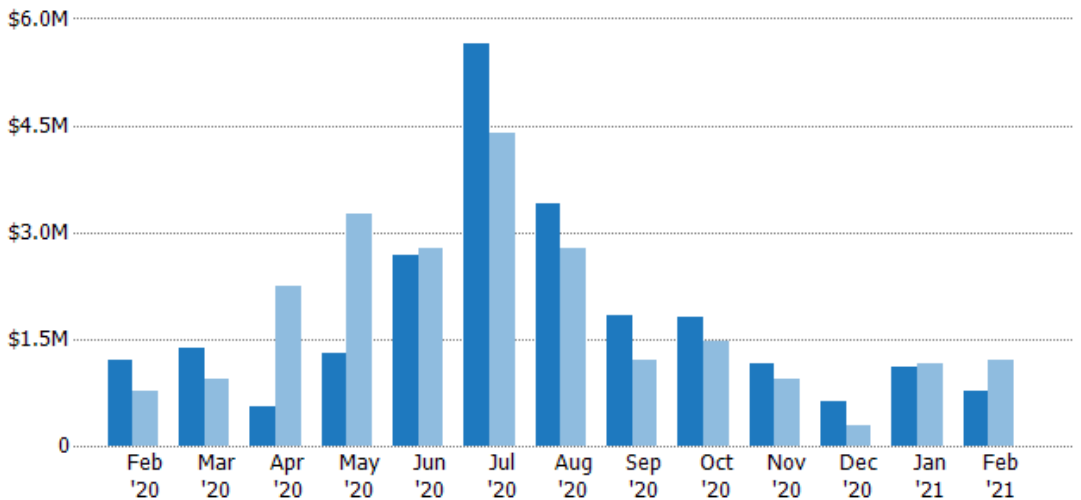
## New Listing Volume

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.
Feb '21	\$769K	-36.5%
Feb '20	\$1.21M	58.8%
Feb '19	\$763K	-67.5%



Current Year	\$1.21M	\$1.38M	\$556K	\$1.31M	\$2.67M	\$5.64M	\$3.39M	\$1.83M	\$1.8M	\$1.15M	\$626K	\$1.12M	\$769K
Prior Year	\$763K	\$931K	\$2.24M	\$3.26M	\$2.77M	\$4.39M	\$2.78M	\$1.19M	\$1.47M	\$932K	\$293K	\$1.15M	\$1.21M
Percent Change from Prior Year	59%	48%	-75%	-60%	-4%	28%	22%	53%	22%	23%	114%	-3%	-37%

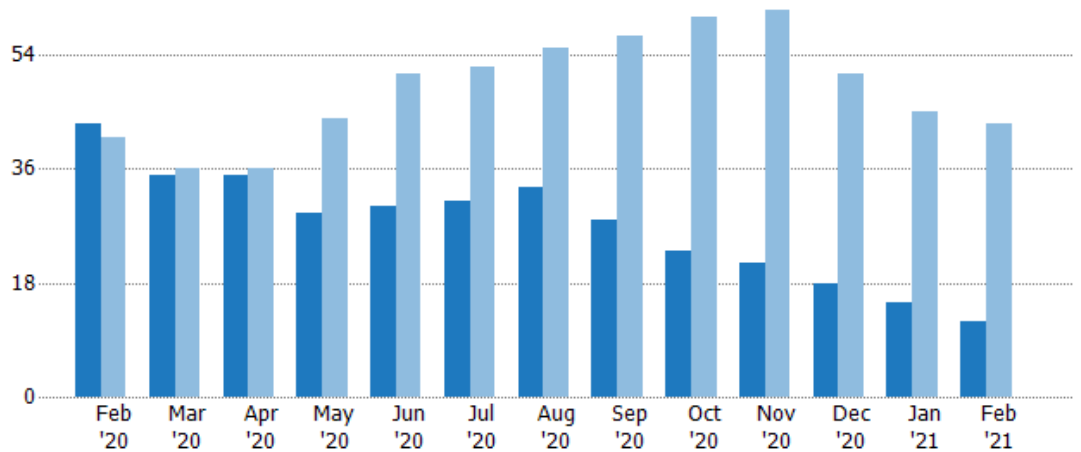
## Active Listings

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.
Feb '21	12	-72.1%
Feb '20	43	4.9%
Feb '19	41	19.5%



Current Year	43	35	35	29	30	31	33	28	23	21	18	15	12
Prior Year	41	36	36	44	51	52	55	57	60	61	51	45	43
Percent Change from Prior Year	5%	-3%	-3%	-34%	-41%	-40%	-40%	-51%	-62%	-66%	-65%	-67%	-72%

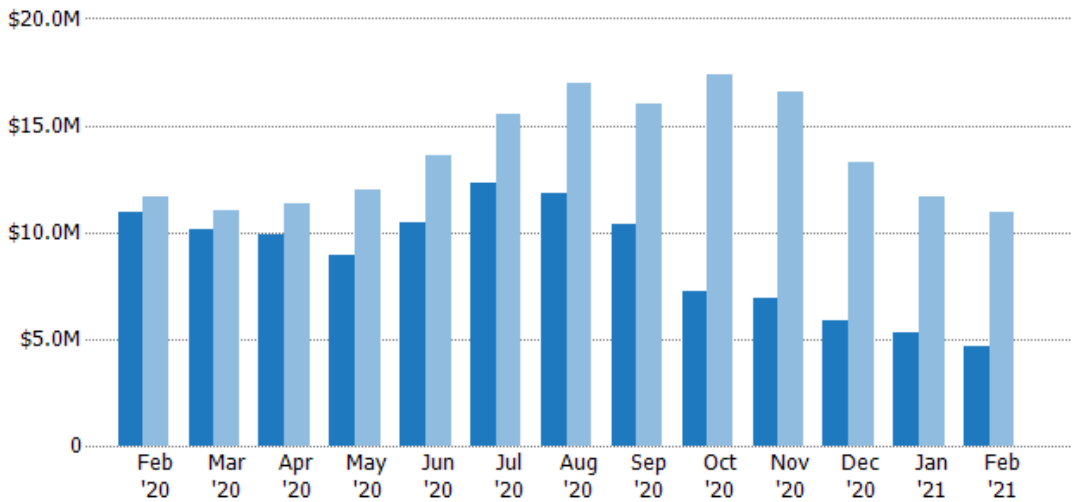
## Active Listing Volume

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.
Feb '21	\$4.65M	-57.4%
Feb '20	\$10.9M	-6.2%
Feb '19	\$11.6M	62.7%



Current Year	\$10.9M	\$10.1M	\$9.9M	\$8.9M	\$10.4M	\$12.3M	\$11.8M	\$10.4M	\$7.24M	\$6.89M	\$5.85M	\$5.26M	\$4.65M
Prior Year	\$11.6M	\$11M	\$11.3M	\$12M	\$13.6M	\$15.5M	\$17M	\$16M	\$17.3M	\$16.6M	\$13.3M	\$11.6M	\$10.9M
Percent Change from Prior Year	-6%	-8%	-13%	-26%	-24%	-21%	-30%	-35%	-58%	-58%	-56%	-55%	-57%

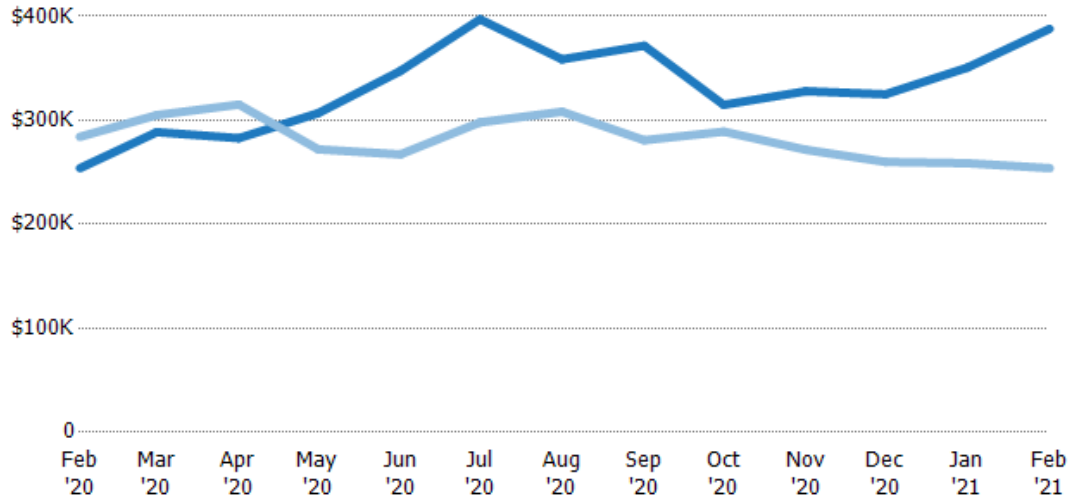
## Average Listing Price

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.
Feb '21	\$388K	52.8%
Feb '20	\$254K	-10.6%
Feb '19	\$284K	36.2%



Current Year	\$254K	\$289K	\$283K	\$307K	\$347K	\$397K	\$359K	\$372K	\$315K	\$328K	\$325K	\$351K	\$388K
Prior Year	\$284K	\$305K	\$315K	\$272K	\$267K	\$298K	\$308K	\$281K	\$289K	\$272K	\$260K	\$259K	\$254K
Percent Change from Prior Year	-11%	-5%	-10%	13%	30%	33%	16%	32%	9%	21%	25%	36%	53%

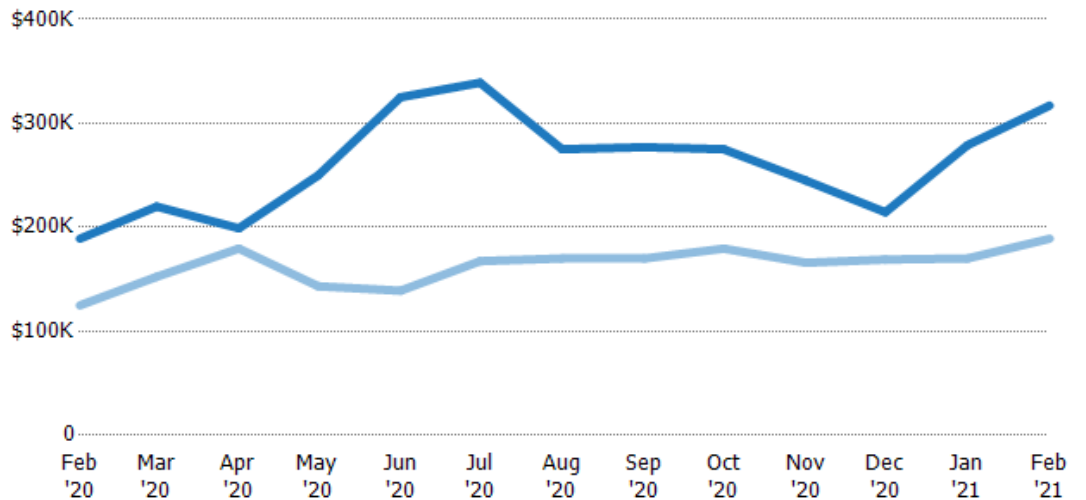
## Median Listing Price

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.
Feb '21	\$317K	67.7%
Feb '20	\$189K	51.3%
Feb '19	\$125K	72.1%



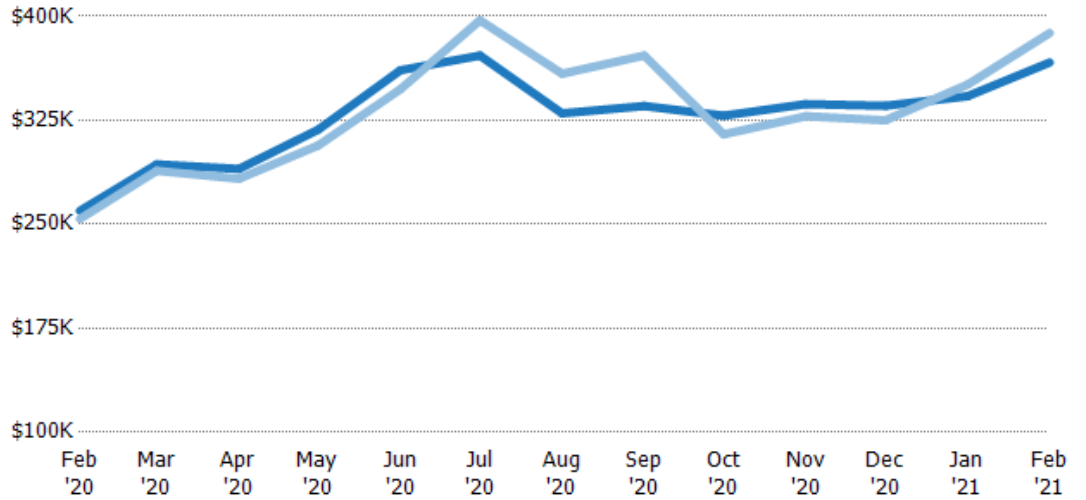
Current Year	\$189K	\$220K	\$199K	\$250K	\$325K	\$339K	\$275K	\$277K	\$275K	\$245K	\$215K	\$279K	\$317K
Prior Year	\$125K	\$152K	\$180K	\$143K	\$139K	\$167K	\$170K	\$170K	\$180K	\$166K	\$169K	\$170K	\$189K
Percent Change from Prior Year	51%	44%	11%	75%	134%	103%	62%	63%	53%	48%	27%	64%	68%

## 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



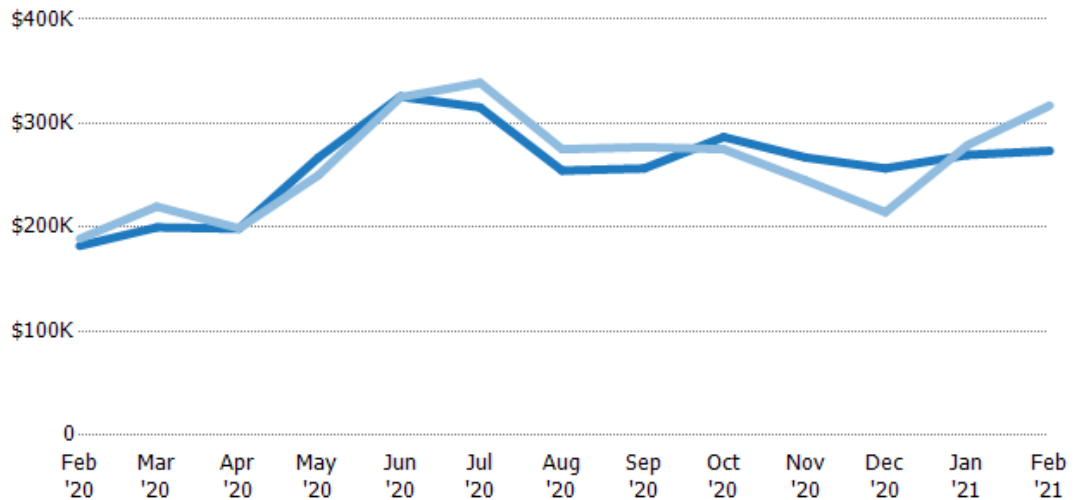
Avg Est Value	\$260K	\$293K	\$290K	\$318K	\$361K	\$372K	\$330K	\$335K	\$328K	\$337K	\$335K	\$342K	\$367K
Avg Listing Price	\$254K	\$289K	\$283K	\$307K	\$347K	\$397K	\$359K	\$372K	\$315K	\$328K	\$325K	\$351K	\$388K
Avg Listing Price as a % of Avg Est Value	98%	98%	98%	96%	96%	107%	109%	111%	96%	97%	97%	102%	106%

## 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



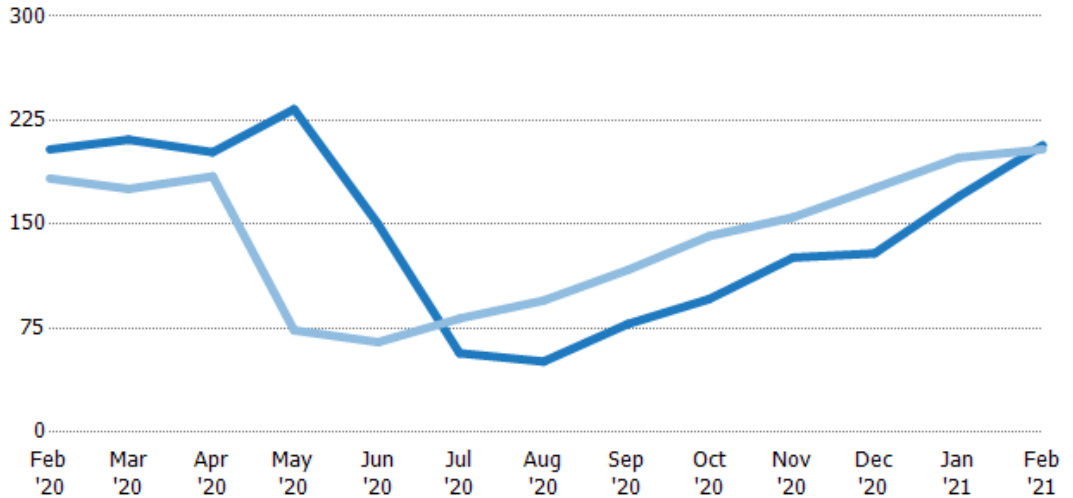
Median Est Value	\$182K	\$200K	\$199K	\$267K	\$326K	\$315K	\$254K	\$257K	\$287K	\$267K	\$257K	\$270K	\$274K
Median Listing Price	\$189K	\$220K	\$199K	\$250K	\$325K	\$339K	\$275K	\$277K	\$275K	\$245K	\$215K	\$279K	\$317K
Med Listing Price as a % of Med Est Value	104%	110%	100%	94%	100%	108%	108%	108%	96%	92%	84%	104%	116%

## 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



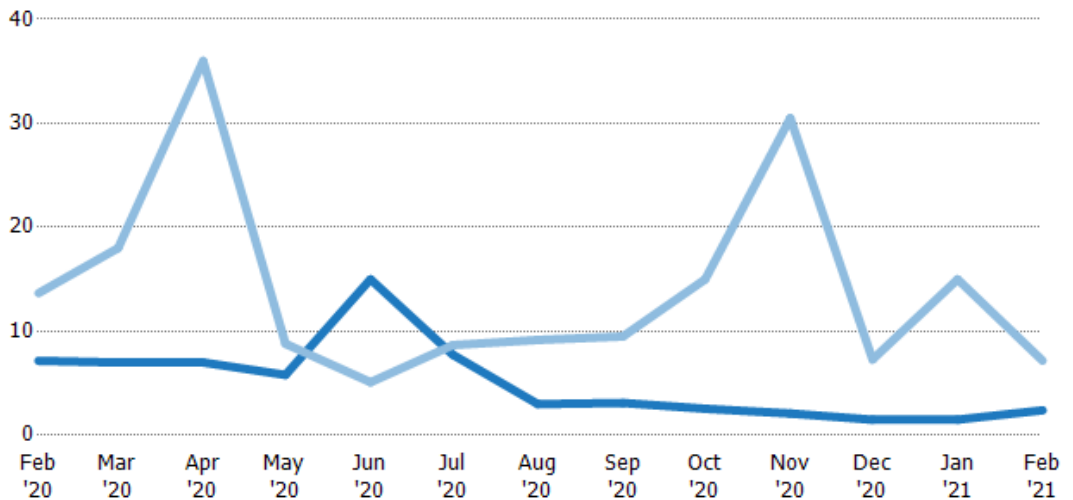
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	204	211	202	233	150	57	51	78	96	126	129	170	207
Prior Year	183	176	185	73.5	65	82	95	117	142	155	176	198	204
Percent Change from Prior Year	11%	20%	9%	217%	131%	-30%	-46%	-33%	-32%	-19%	-27%	-14%	1%

## 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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	7.17	7	7	5.8	15	7.75	3	3.11	2.56	2.1	1.5	1.5	2.4
Prior Year	13.7	18	36	8.8	5.1	8.67	9.17	9.5	15	30.5	7.29	15	7.17
Percent Change from Prior Year	-48%	-61%	-81%	-34%	194%	-11%	-67%	-67%	-83%	-93%	-79%	-90%	-67%

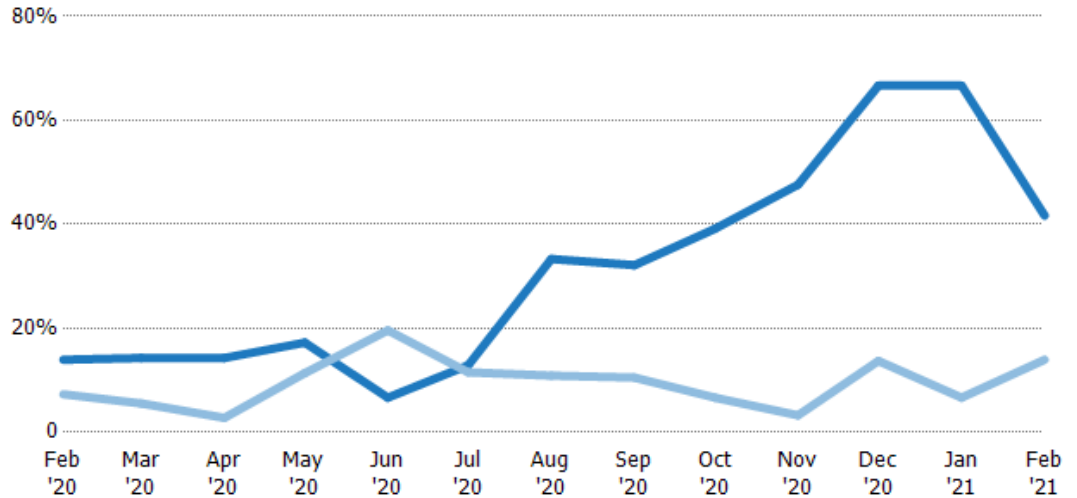
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt., Single  
Family

Month/ Year	Rate	Chg.
Feb '21	42%	-27.7%
Feb '20	14%	-6.6%
Feb '19	7%	39.5%



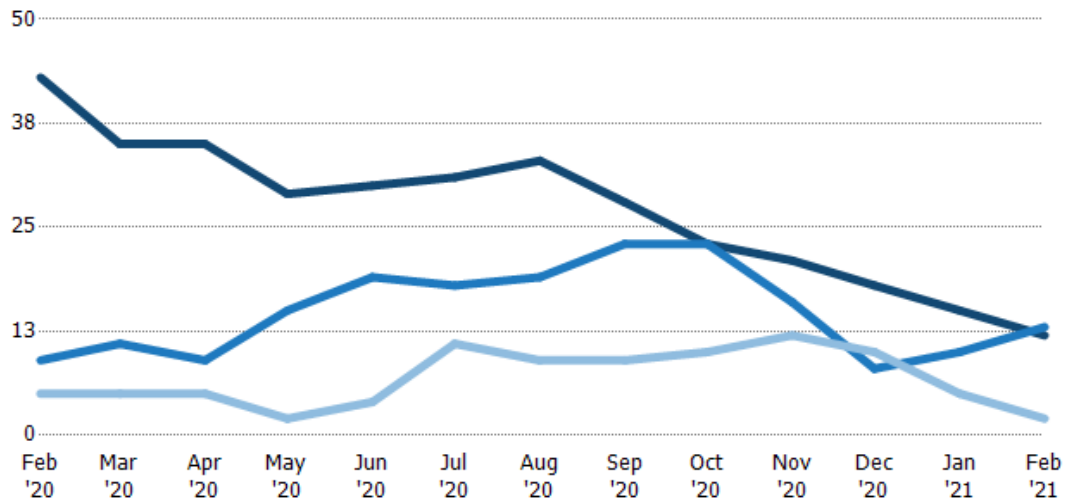
Current Year	14%	14%	14%	17%	7%	13%	33%	32%	39%	48%	67%	67%	42%
Prior Year	7%	6%	3%	11%	20%	12%	11%	11%	7%	3%	14%	7%	14%
Change from Prior Year	-7%	-9%	-12%	-6%	13%	-1%	-22%	-22%	-32%	-44%	-53%	-60%	-28%

## 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



Active	43	35	35	29	30	31	33	28	23	21	18	15	12
Pending	9	11	9	15	19	18	19	23	23	16	8	10	13
Sold	5	5	5	2	4	11	9	9	10	12	10	5	2

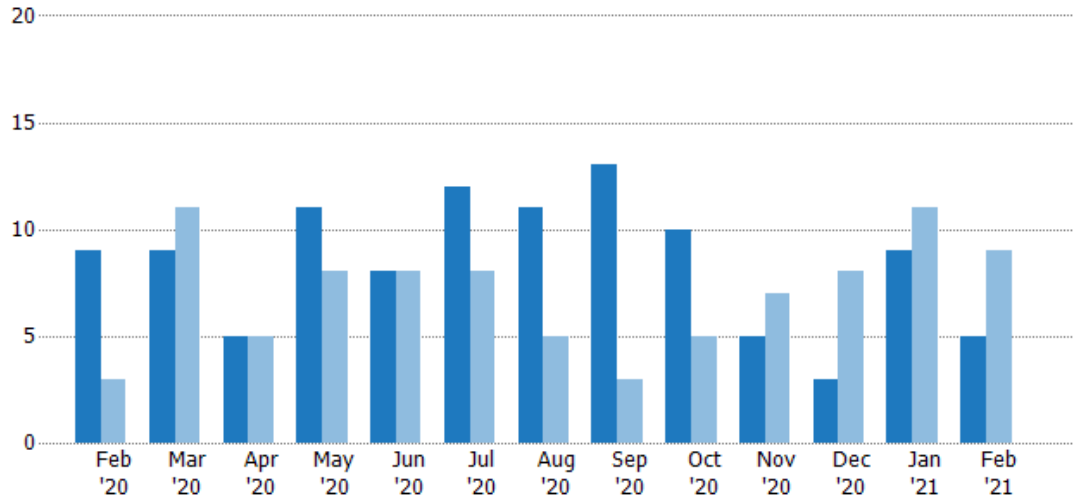
## New Pending Sales

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.
Feb '21	5	-44.4%
Feb '20	9	200%
Feb '19	3	33.3%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	9	9	5	11	8	12	11	13	10	5	3	9	5
Prior Year	3	11	5	8	8	8	5	3	5	7	8	11	9
Percent Change from Prior Year	200%	-18%	0%	38%	0%	50%	120%	333%	100%	-29%	-63%	-18%	-44%

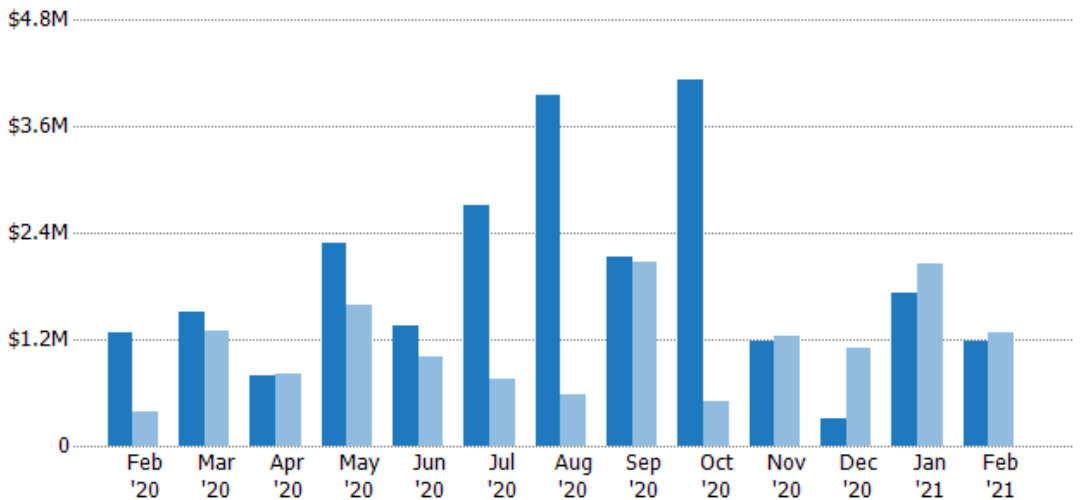
## New Pending Sales Volume

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.
Feb '21	\$1.18M	-6.9%
Feb '20	\$1.27M	233.1%
Feb '19	\$382K	-13.2%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$1.27M	\$1.51M	\$791K	\$2.28M	\$1.35M	\$2.72M	\$3.95M	\$2.12M	\$4.12M	\$1.18M	\$301K	\$1.72M	\$1.18M
Prior Year	\$382K	\$1.31M	\$821K	\$1.58M	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.11M	\$2.05M	\$1.27M
Percent Change from Prior Year	233%	16%	-4%	44%	33%	259%	578%	2%	726%	-5%	-73%	-16%	-7%



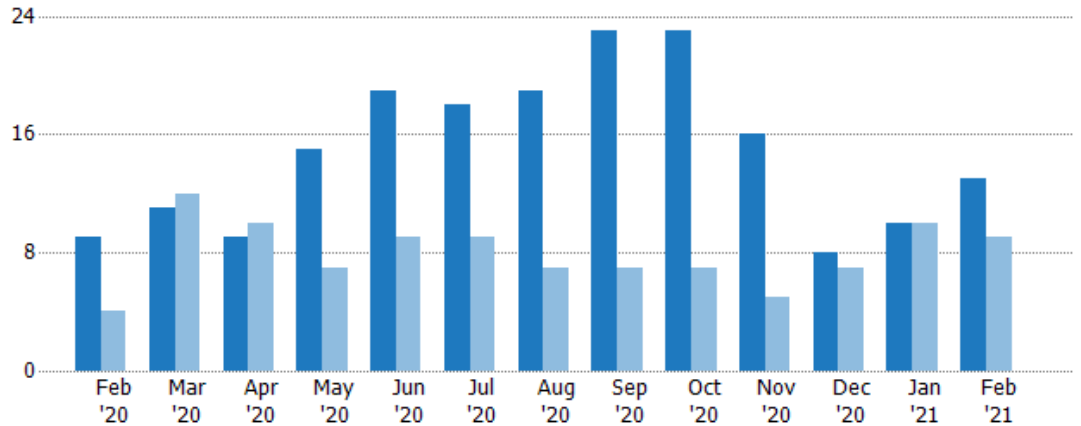
## Pending Sales

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.
Feb '21	13	44.4%
Feb '20	9	125%
Feb '19	4	100%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	9	11	9	15	19	18	19	23	23	16	8	10	13
Prior Year	4	12	10	7	9	9	7	7	7	5	7	10	9
Percent Change from Prior Year	125%	-8%	-10%	114%	111%	100%	171%	229%	229%	220%	14%	0%	44%

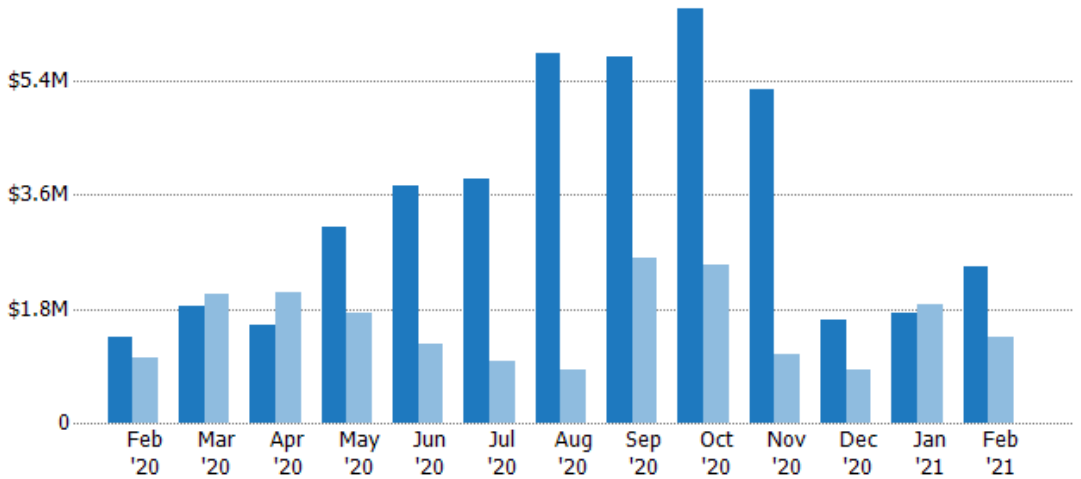
## Pending Sales Volume

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.
Feb '21	\$2.48M	81.2%
Feb '20	\$1.37M	34.5%
Feb '19	\$1.02M	-23.1%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$1.37M	\$1.85M	\$1.54M	\$3.08M	\$3.75M	\$3.85M	\$5.82M	\$5.77M	\$6.54M	\$5.27M	\$1.62M	\$1.73M	\$2.48M
Prior Year	\$1.02M	\$2.04M	\$2.05M	\$1.72M	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.37M
Percent Change from Prior Year	34%	-9%	-25%	79%	203%	300%	605%	121%	161%	386%	95%	-7%	81%

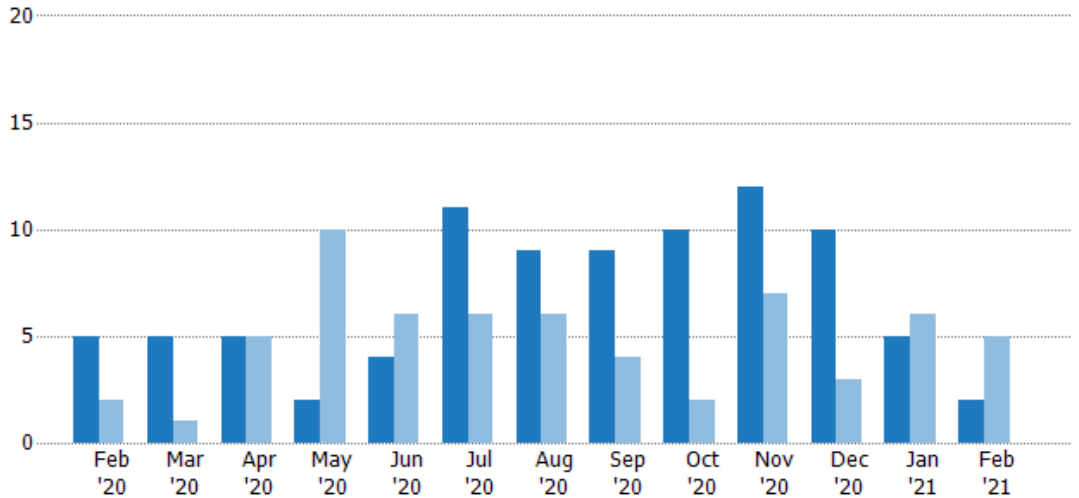
## Closed Sales

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.
Feb '21	2	-60%
Feb '20	5	150%
Feb '19	2	100%



Current Year	5	5	5	2	4	11	9	9	10	12	10	5	2
Prior Year	2	1	5	10	6	6	6	4	2	7	3	6	5
Percent Change from Prior Year	150%	400%	0%	-80%	-33%	83%	50%	125%	400%	71%	233%	-17%	-60%

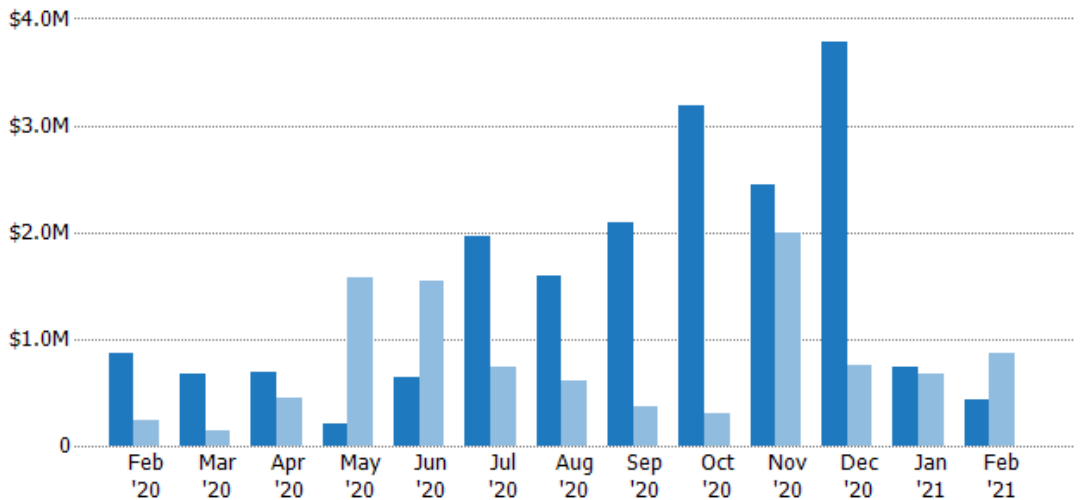
## Closed Sales Volume

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.
Feb '21	\$425K	-51.3%
Feb '20	\$873K	271.5%
Feb '19	\$235K	3.4%



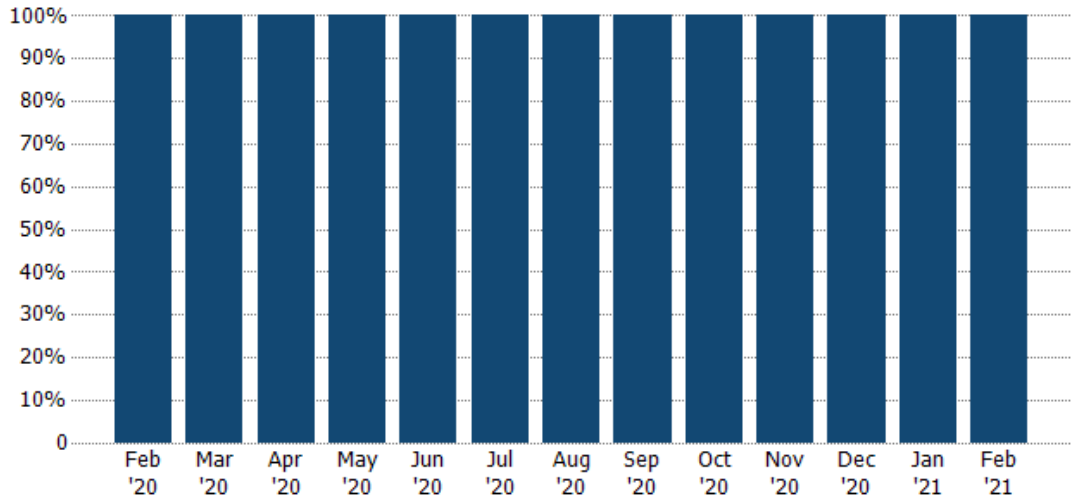
Current Year	\$873K	\$678K	\$685K	\$213K	\$635K	\$1.96M	\$1.58M	\$2.1M	\$3.18M	\$2.44M	\$3.78M	\$737K	\$425K
Prior Year	\$235K	\$150K	\$456K	\$1.58M	\$1.54M	\$737K	\$608K	\$375K	\$304K	\$1.99M	\$753K	\$668K	\$873K
Percent Change from Prior Year	271%	352%	50%	-86%	-59%	166%	160%	460%	946%	22%	402%	10%	-51%

## 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%

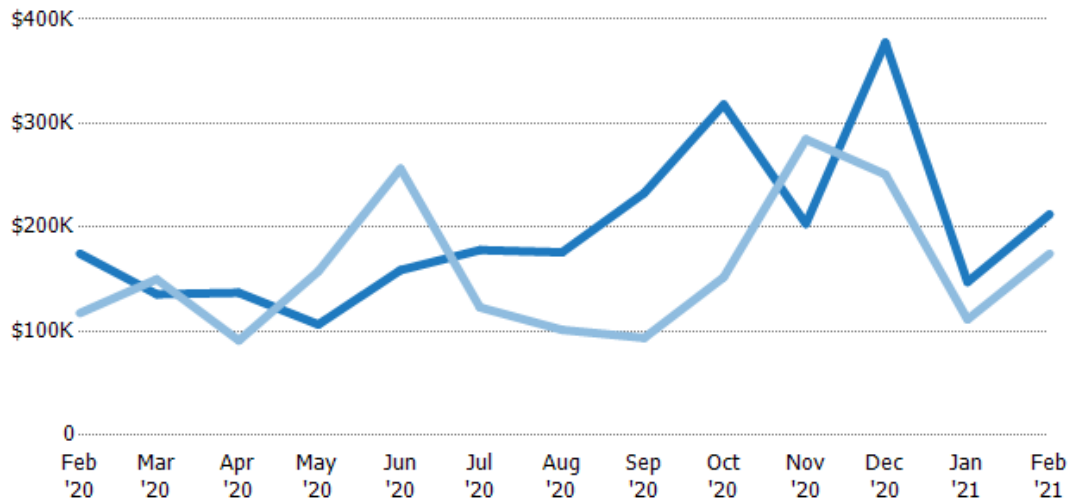
## Average Sales Price

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.
Feb '21	\$213K	21.7%
Feb '20	\$175K	48.6%
Feb '19	\$118K	-48.3%



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$175K	\$136K	\$137K	\$107K	\$159K	\$178K	\$176K	\$233K	\$318K	\$203K	\$378K	\$147K	\$213K
\$118K	\$150K	\$91.2K	\$158K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$285K	\$251K	\$111K	\$175K
49%	-10%	50%	-32%	-38%	45%	74%	149%	109%	-29%	51%	32%	22%

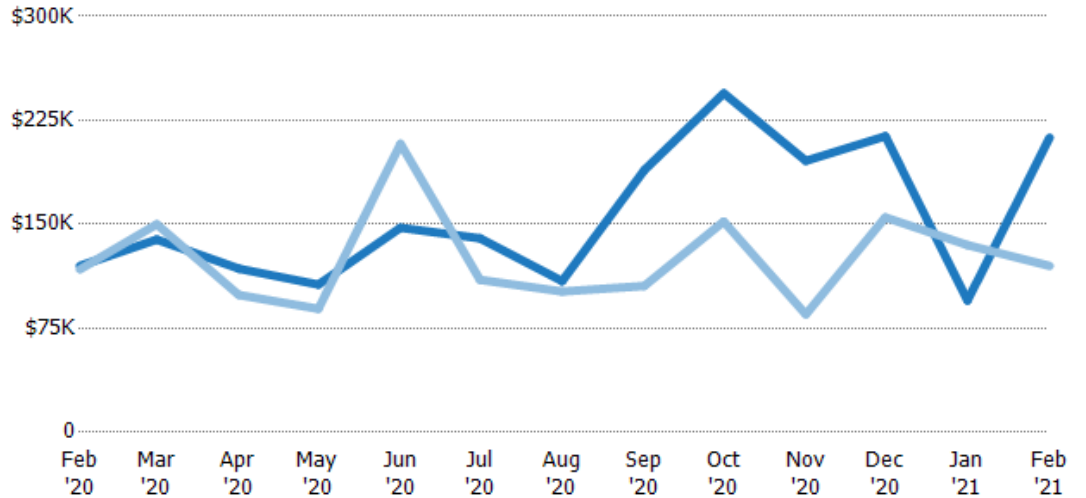
## Median Sales Price

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.
Feb '21	\$213K	77.1%
Feb '20	\$120K	2.1%
Feb '19	\$118K	-48.9%



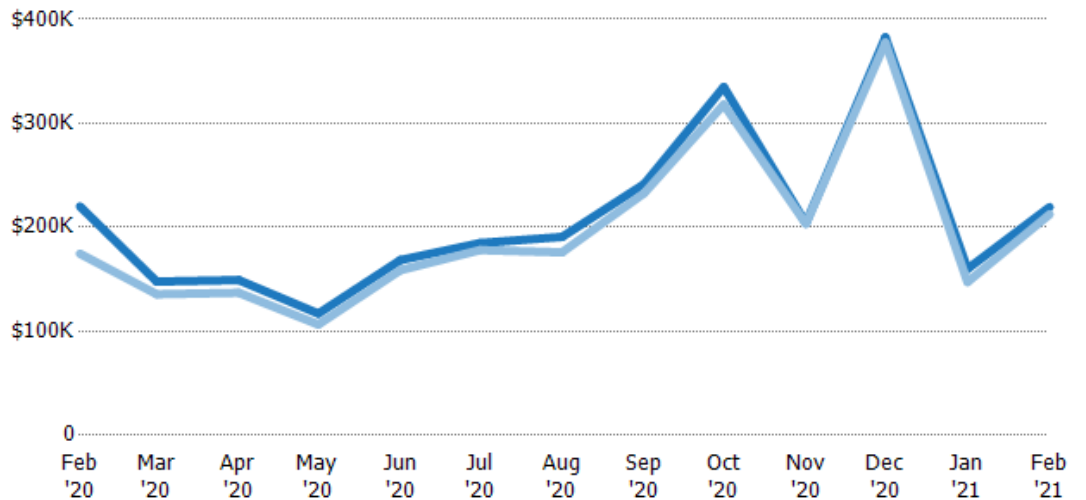
Current Year	\$120K	\$139K	\$118K	\$107K	\$148K	\$140K	\$109K	\$189K	\$245K	\$196K	\$214K	\$95K	\$213K
Prior Year	\$118K	\$150K	\$99K	\$89K	\$208K	\$110K	\$102K	\$106K	\$152K	\$85K	\$155K	\$135K	\$120K
Percent Change from Prior Year	2%	-7%	19%	20%	-29%	27%	7%	79%	61%	130%	38%	-30%	77%

## 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



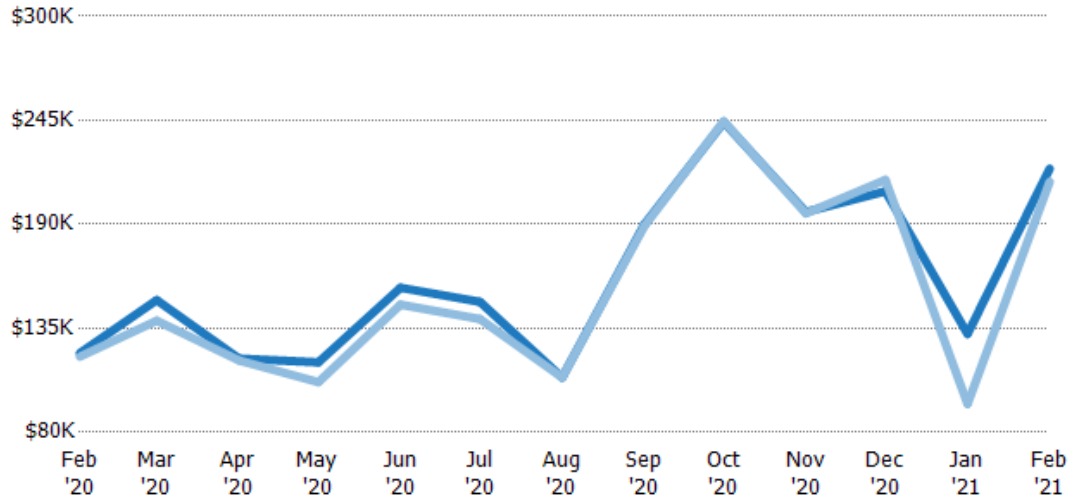
Avg List Price	\$220K	\$148K	\$149K	\$117K	\$168K	\$185K	\$191K	\$242K	\$335K	\$204K	\$383K	\$160K	\$219K
Avg Sales Price	\$175K	\$136K	\$137K	\$107K	\$159K	\$178K	\$176K	\$233K	\$318K	\$203K	\$378K	\$147K	\$213K
Avg Sales Price as a % of Avg List Price	79%	92%	92%	91%	94%	96%	92%	96%	95%	100%	99%	92%	97%

## 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



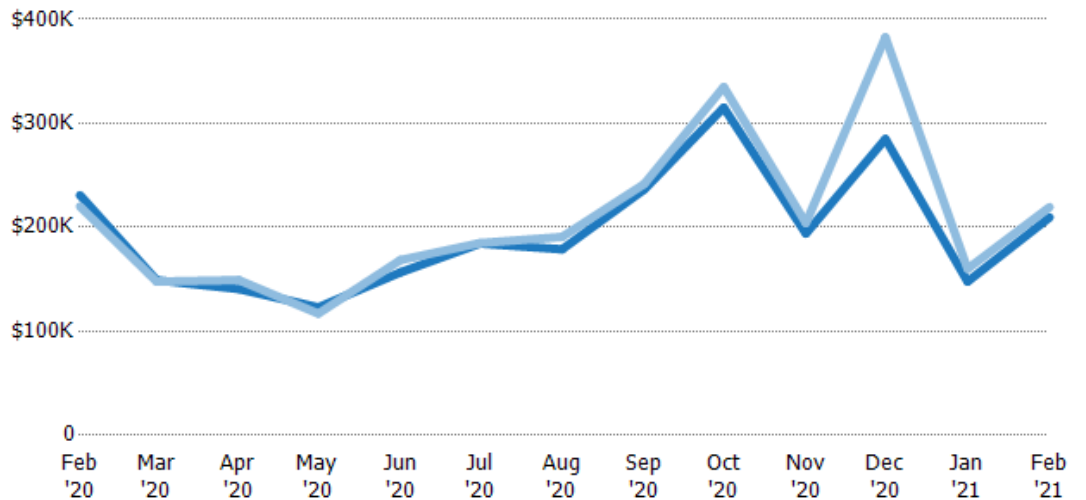
Median List Price	\$122K	\$150K	\$119K	\$117K	\$156K	\$149K	\$109K	\$190K	\$244K	\$197K	\$207K	\$132K	\$219K
Median Sales Price	\$120K	\$139K	\$118K	\$107K	\$148K	\$140K	\$109K	\$189K	\$245K	\$196K	\$214K	\$95K	\$213K
Med Sales Price as a % of Med List Price	98%	93%	99%	91%	94%	94%	100%	100%	100%	100%	103%	72%	97%

## 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



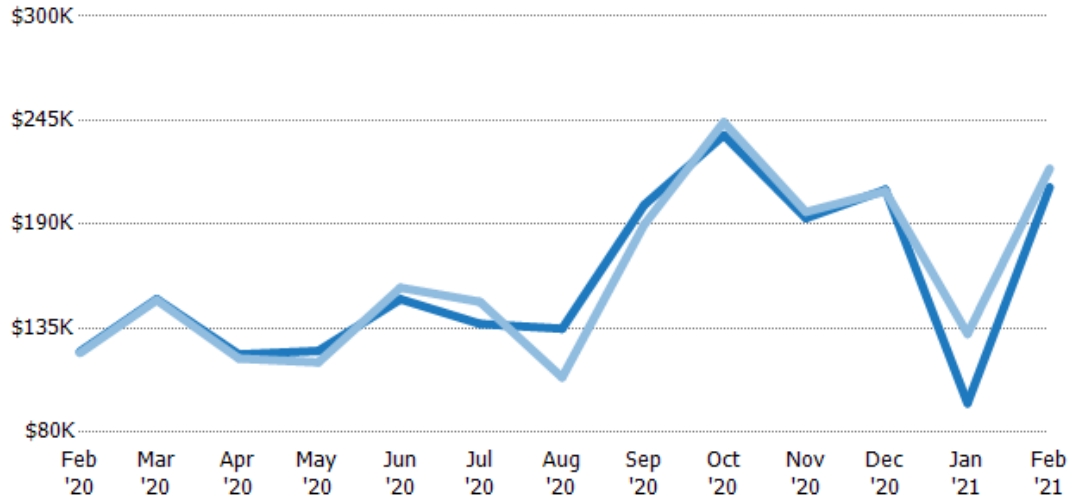
Avg Est Value	\$231K	\$149K	\$141K	\$123K	\$157K	\$184K	\$179K	\$236K	\$315K	\$194K	\$285K	\$148K	\$210K
Avg Sales Price	\$220K	\$148K	\$149K	\$117K	\$168K	\$185K	\$191K	\$242K	\$335K	\$204K	\$383K	\$160K	\$219K
Avg Sales Price as a % of Avg Est Value	95%	99%	106%	95%	108%	100%	107%	102%	106%	105%	134%	108%	105%

## 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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Median Est Value	\$123K	\$150K	\$121K	\$123K	\$150K	\$137K	\$135K	\$200K	\$237K	\$193K	\$208K	\$95.4K	\$210K
Median Sales Price	\$122K	\$150K	\$119K	\$117K	\$156K	\$149K	\$109K	\$190K	\$244K	\$197K	\$207K	\$132K	\$219K
Med Sales Price as a % of Med Est Value	99%	100%	98%	95%	104%	109%	81%	95%	103%	102%	100%	138%	105%