

## 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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	4	+100%	26	19	+36.8%
New Listing Volume	\$1,800,000	\$555,900	+223.8%	\$6,120,800	\$4,295,600	+42.5%
Active Listing Count	10	35	-71.4%	N/A	N/A	
Active Listing Volume	\$2,710,898	\$9,898,800	-72.6%	N/A	N/A	
Average Listing Price	\$271,090	\$282,823	-4.1%	\$339,657	\$269,365	+26.1%
Median Listing Price	\$235,000	\$199,000	+18.1%	\$277,571	\$192,649	+44.1%
Median Days in RPR	39	202	-80.7%	141.4	203.48	-30.5%
Months of Inventory	1.4	7	-79.6%	2.7	14.4	-81.4%
Absorption Rate	70%	14.29%	+55.7%	37.5%	6.96%	+30.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10	5	+100%	31	34	-8.8%
New Pending Sales Volume	\$2,630,699	\$791,000	+232.6%	\$7,485,094	\$5,621,700	+33.1%
Pending Sales Count	15	9	+66.7%	N/A	N/A	
Pending Sales Volume	\$3,826,599	\$1,537,500	+148.9%	N/A	N/A	
Closed Sales Count	6	5	+20%	20	21	-4.8%
Closed Sales Volume	\$1,708,800	\$685,000	+149.5%	\$4,082,540	\$2,904,000	+40.6%
Average Sales Price	\$284,800	\$137,000	+107.9%	\$204,127	\$138,286	+47.6%
Median Sales Price	\$225,000	\$118,000	+90.7%	\$170,250	\$128,333	+32.7%

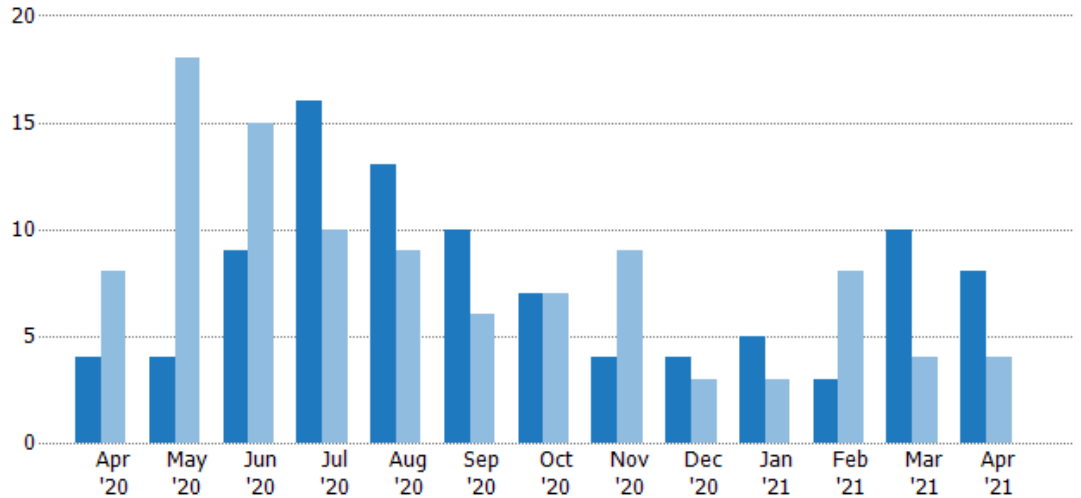
## New Listings

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.
Apr '21	8	100%
Apr '20	4	-50%
Apr '19	8	12.5%



Current Year	4	4	9	16	13	10	7	4	4	5	3	10	8
Prior Year	8	18	15	10	9	6	7	9	3	3	8	4	4
Percent Change from Prior Year	-50%	-78%	-40%	60%	44%	67%	0%	-56%	33%	67%	-63%	150%	100%

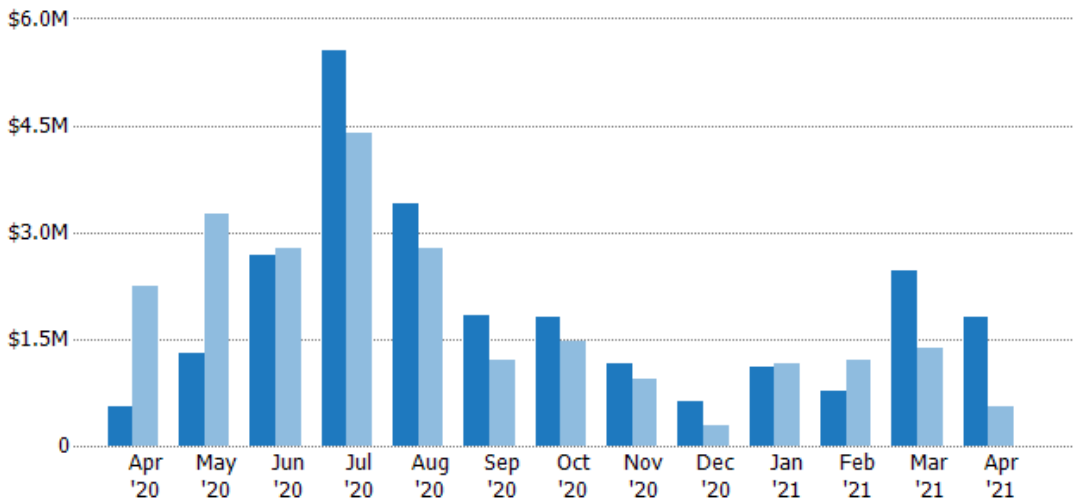
## New Listing Volume

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.
Apr '21	\$1.8M	223.8%
Apr '20	\$556K	-75.1%
Apr '19	\$2.24M	-0.3%



Current Year	\$556K	\$1.31M	\$2.67M	\$5.56M	\$3.39M	\$1.83M	\$1.8M	\$1.15M	\$626K	\$1.1M	\$769K	\$2.45M	\$1.8M
Prior Year	\$2.24M	\$3.26M	\$2.77M	\$4.39M	\$2.78M	\$1.19M	\$1.47M	\$932K	\$293K	\$1.15M	\$1.21M	\$1.38M	\$556K
Percent Change from Prior Year	-75%	-60%	-4%	27%	22%	53%	22%	23%	114%	-4%	-37%	78%	224%

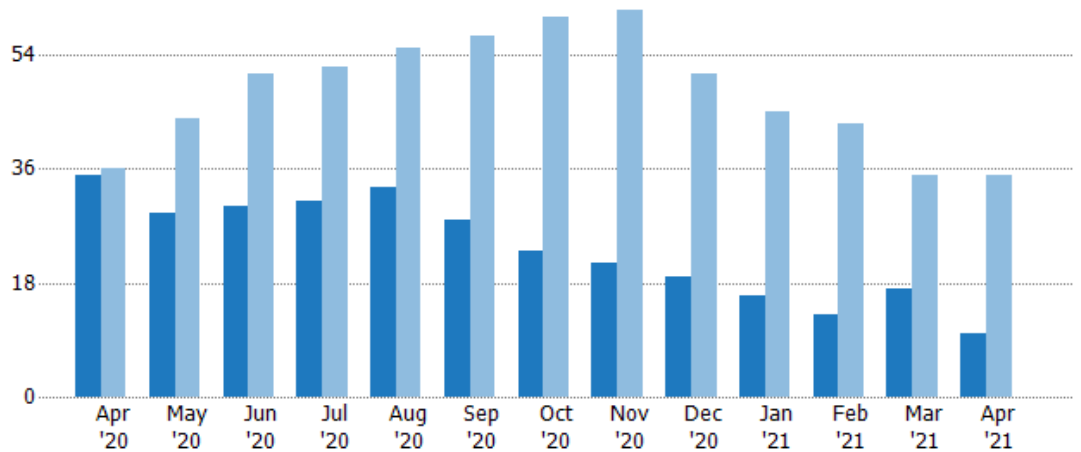
## Active Listings

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.
Apr '21	10	-71.4%
Apr '20	35	-2.8%
Apr '19	36	47.2%



Current Year	35	29	30	31	33	28	23	21	19	16	13	17	10
Prior Year	36	44	51	52	55	57	60	61	51	45	43	35	35
Percent Change from Prior Year	-3%	-34%	-41%	-40%	-40%	-51%	-62%	-66%	-63%	-64%	-70%	-51%	-71%

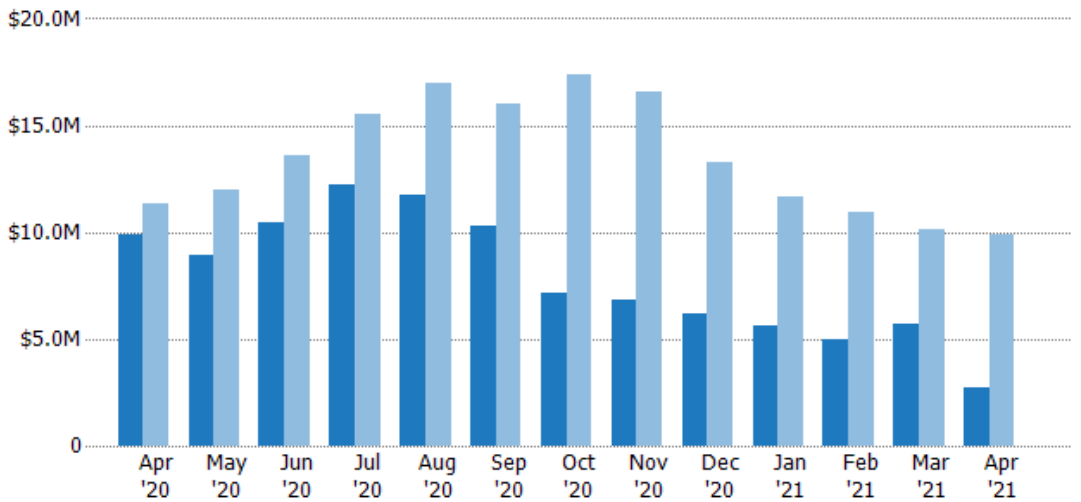
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
Apr '21	\$2.71M	-72.6%
Apr '20	\$9.9M	-12.7%
Apr '19	\$11.3M	51.8%



Current Year	\$9.9M	\$8.9M	\$10.4M	\$12.2M	\$11.7M	\$10.3M	\$7.16M	\$6.8M	\$6.21M	\$5.61M	\$5M	\$5.69M	\$2.71M
Prior Year	\$11.3M	\$12M	\$13.6M	\$15.5M	\$17M	\$16M	\$17.3M	\$16.6M	\$13.3M	\$11.6M	\$10.9M	\$10.1M	\$9.9M
Percent Change from Prior Year	-13%	-26%	-24%	-21%	-31%	-36%	-59%	-59%	-53%	-52%	-54%	-44%	-73%

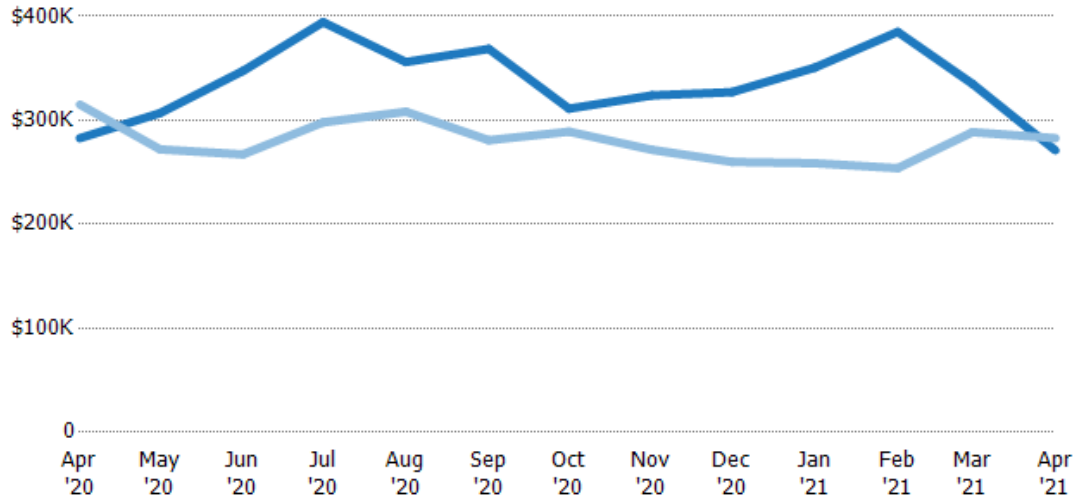
## Average Listing Price

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.
Apr '21	\$271K	-4.1%
Apr '20	\$283K	-10.2%
Apr '19	\$315K	3.1%



Current Year	\$283K	\$307K	\$347K	\$394K	\$356K	\$369K	\$311K	\$324K	\$327K	\$351K	\$385K	\$335K	\$271K
Prior Year	\$315K	\$272K	\$267K	\$298K	\$308K	\$281K	\$289K	\$272K	\$260K	\$259K	\$254K	\$289K	\$283K
Percent Change from Prior Year	-10%	13%	30%	32%	16%	31%	8%	19%	26%	36%	52%	16%	-4%

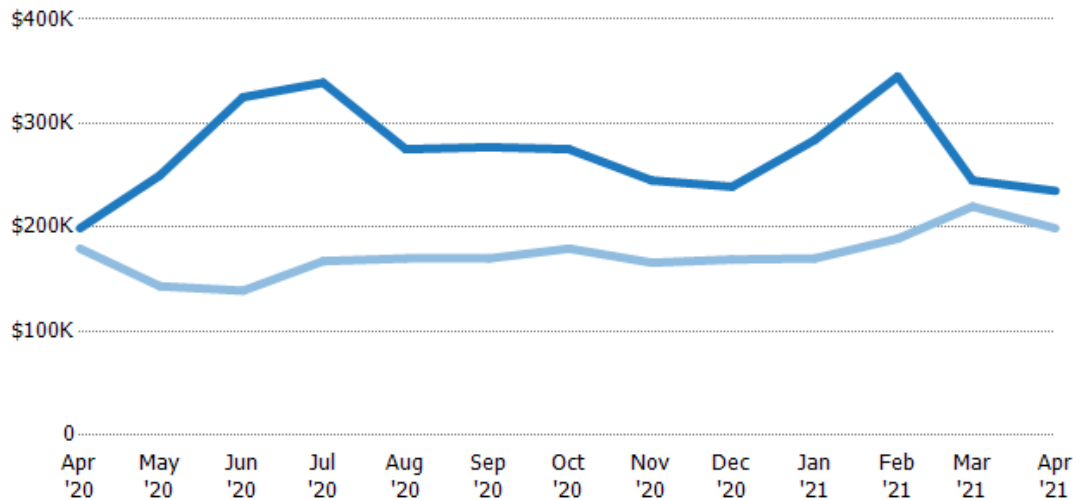
## Median Listing Price

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.
Apr '21	\$235K	18.1%
Apr '20	\$199K	10.9%
Apr '19	\$180K	5.3%



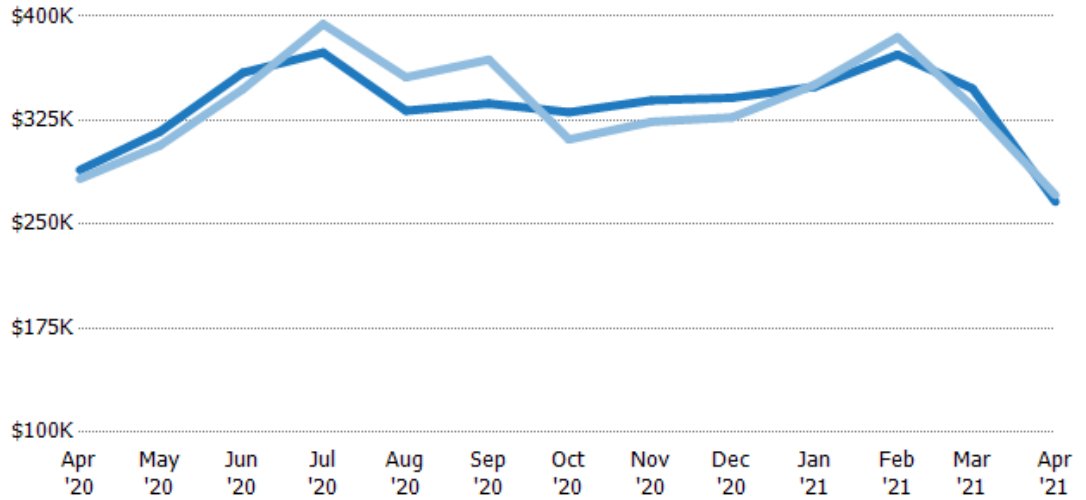
Current Year	\$199K	\$250K	\$325K	\$339K	\$275K	\$277K	\$275K	\$245K	\$239K	\$284K	\$345K	\$245K	\$235K
Prior Year	\$180K	\$143K	\$139K	\$167K	\$170K	\$170K	\$180K	\$166K	\$169K	\$170K	\$189K	\$220K	\$199K
Percent Change from Prior Year	11%	75%	134%	103%	62%	63%	53%	48%	41%	67%	83%	11%	18%

## 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

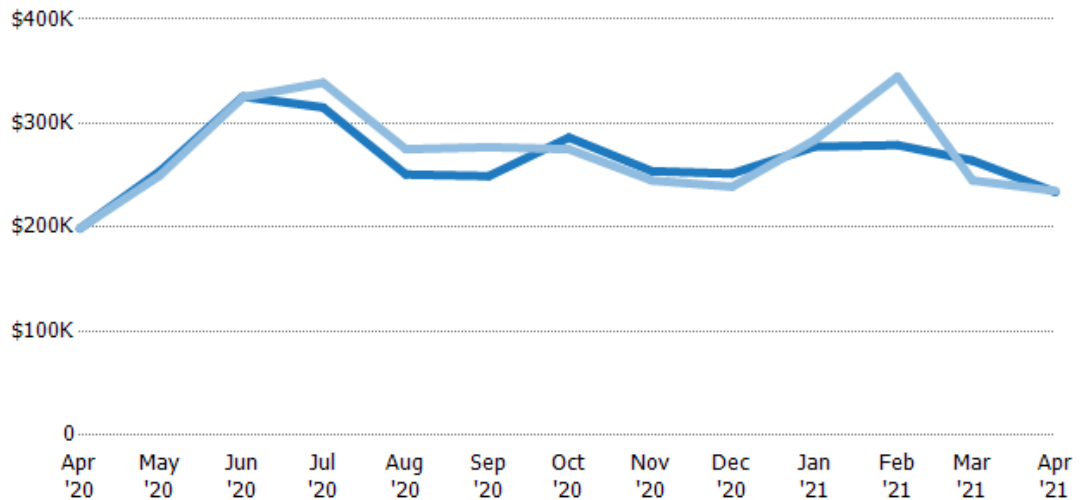


## Median Listing Price vs Median Est Value

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

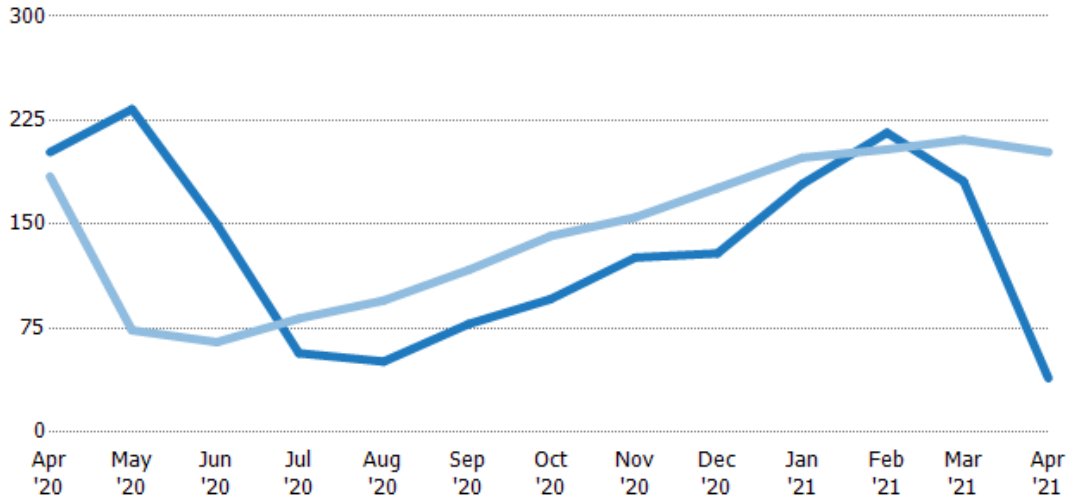


## Median Days in RPR

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



Month/Year	Days	% Chg.
Apr '21	39	-80.7%
Apr '20	202	9.5%
Apr '19	185	-13.8%

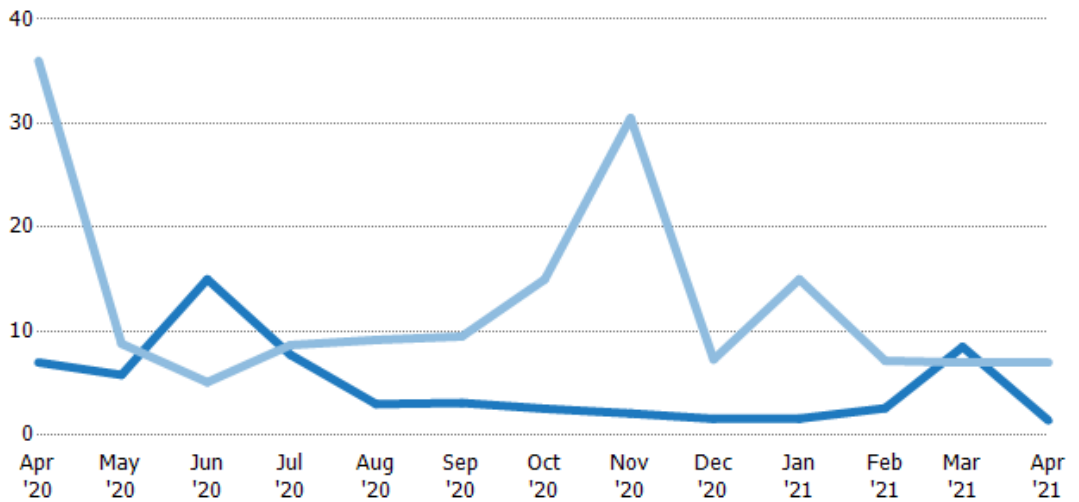
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	202	233	150	57	51	78	96	126	129	179	216	181	39
Prior Year	185	73.5	65	82	95	117	142	155	176	198	204	211	202
Percent Change from Prior Year	9%	217%	131%	-30%	-46%	-33%	-32%	-19%	-27%	-10%	6%	-14%	-81%

## 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



Month/Year	Months	% Chg.
Apr '21	1.43	-79.6%
Apr '20	7	-80.6%
Apr '19	36	-70.6%

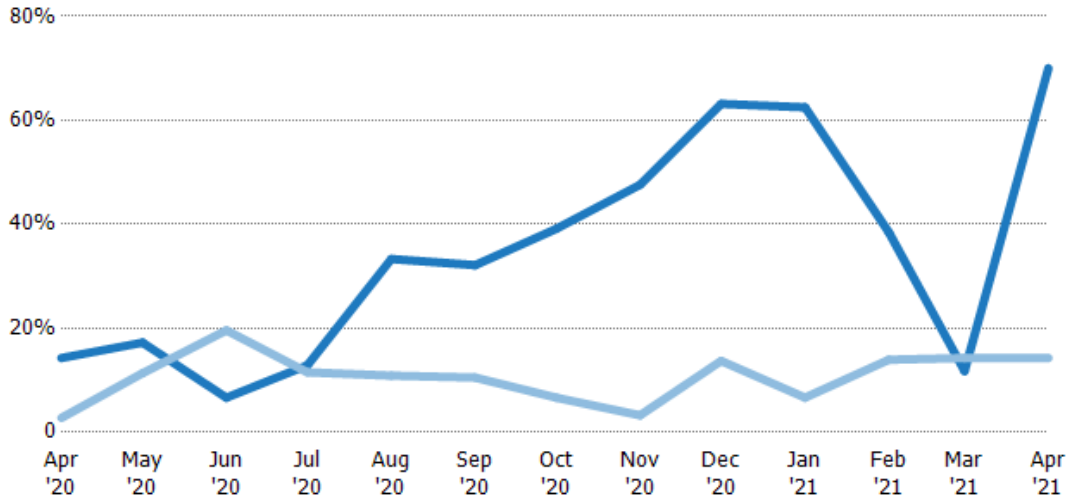
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	7	5.8	15	7.75	3	3.11	2.56	2.1	1.58	1.6	2.6	8.5	1.43
Prior Year	36	8.8	5.1	8.67	9.17	9.5	15	30.5	7.29	15	7.17	7	7
Percent Change from Prior Year	-81%	-34%	194%	-11%	-67%	-67%	-83%	-93%	-78%	-89%	-64%	21%	-80%

## 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



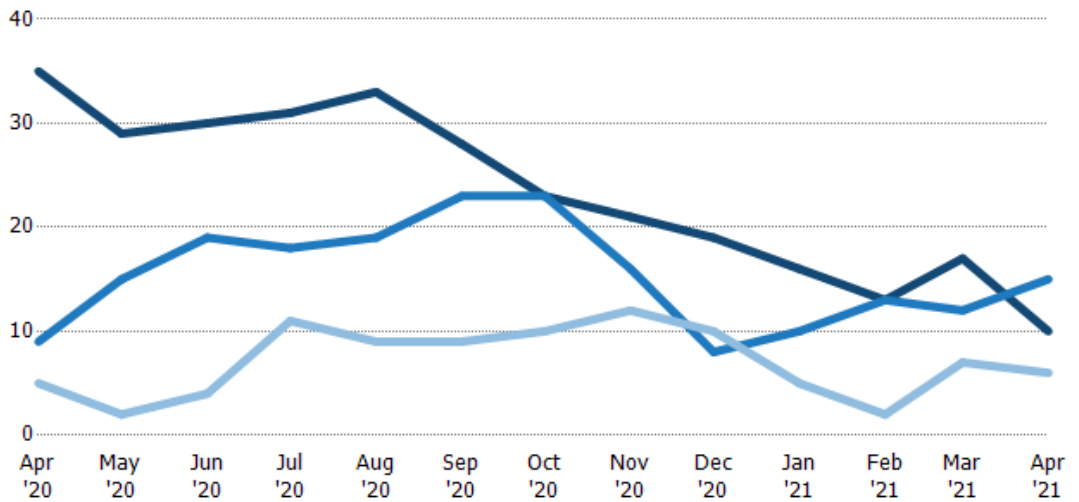
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	14%	17%	7%	13%	33%	32%	39%	48%	63%	63%	38%	12%	70%
Prior Year	3%	11%	20%	12%	11%	11%	7%	3%	14%	7%	14%	14%	14%
Change from Prior Year	-12%	-6%	13%	-1%	-22%	-22%	-32%	-44%	-49%	-56%	-25%	3%	-56%

## 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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	35	29	30	31	33	28	23	21	19	16	13	17	10
Pending	9	15	19	18	19	23	23	16	8	10	13	12	15
Sold	5	2	4	11	9	9	10	12	10	5	2	7	6

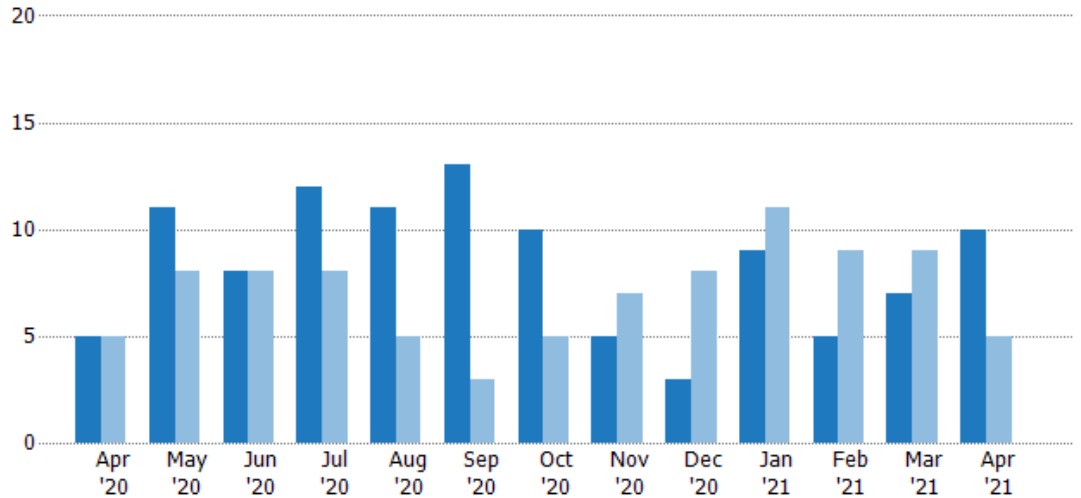
## New Pending Sales

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.
Apr '21	10	100%
Apr '20	5	0%
Apr '19	5	0%



Current Year	5	11	8	12	11	13	10	5	3	9	5	7	10
Prior Year	5	8	8	8	5	3	5	7	8	11	9	9	5
Percent Change from Prior Year	0%	38%	0%	50%	120%	333%	100%	-29%	-63%	-18%	-44%	-22%	100%

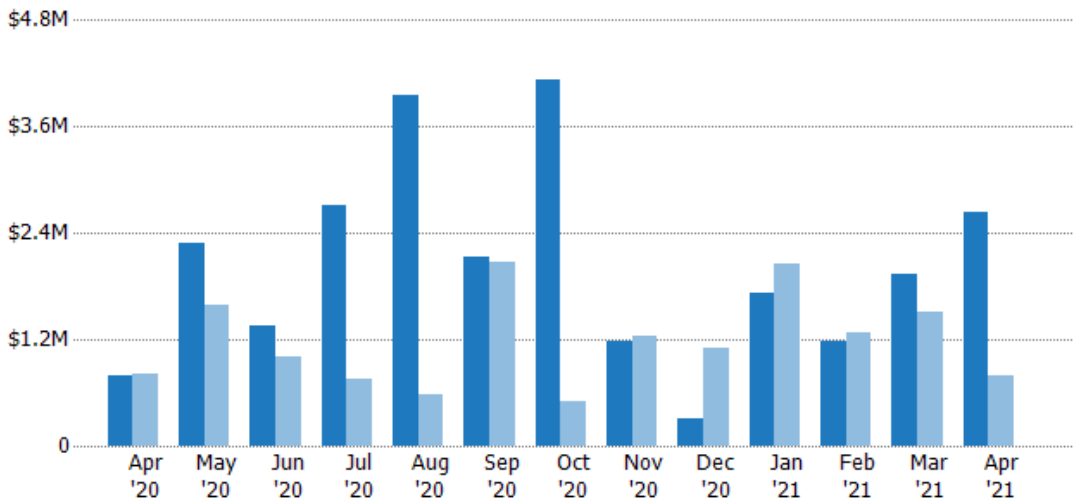
## New Pending Sales Volume

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.
Apr '21	\$2.63M	232.6%
Apr '20	\$791K	-3.6%
Apr '19	\$821K	44.1%



Current Year	\$791K	\$2.28M	\$1.35M	\$2.72M	\$3.95M	\$2.12M	\$4.12M	\$1.18M	\$301K	\$1.72M	\$1.18M	\$1.95M	\$2.63M
Prior Year	\$821K	\$1.58M	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.11M	\$2.05M	\$1.27M	\$1.51M	\$791K
Percent Change from Prior Year	-4%	44%	33%	259%	578%	2%	726%	-5%	-73%	-16%	-7%	29%	233%



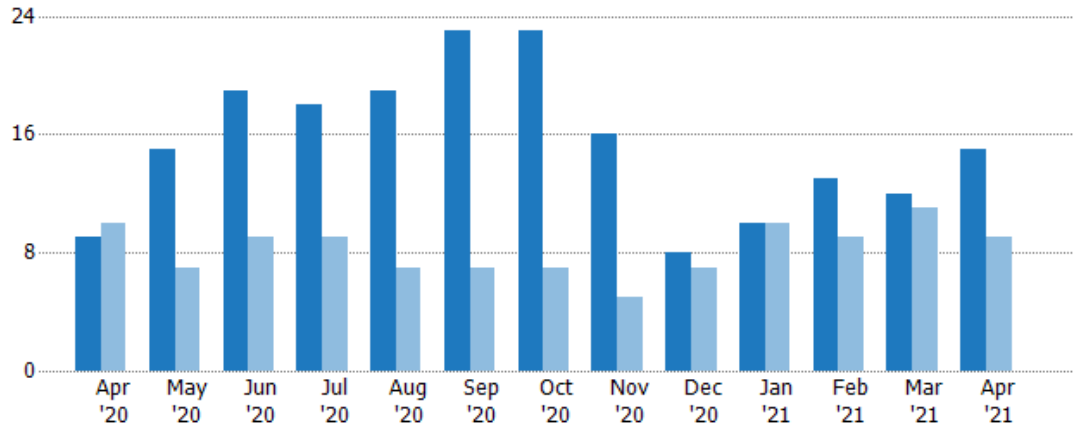
## Pending Sales

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.
Apr '21	15	66.7%
Apr '20	9	-10%
Apr '19	10	-10%



Current Year	9	15	19	18	19	23	23	16	8	10	13	12	15
Prior Year	10	7	9	9	7	7	7	5	7	10	9	11	9
Percent Change from Prior Year	-10%	114%	111%	100%	171%	229%	229%	220%	14%	0%	44%	9%	67%

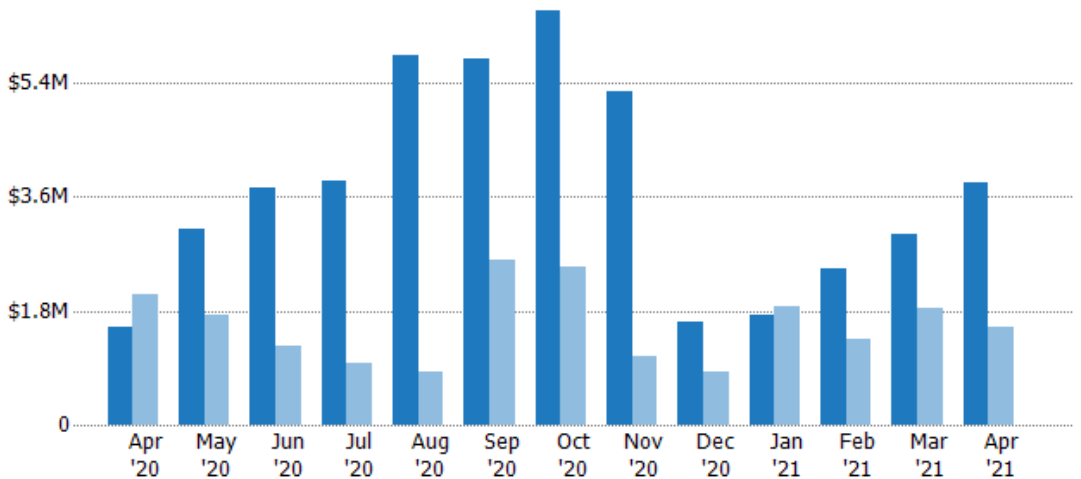
## Pending Sales Volume

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.
Apr '21	\$3.83M	148.9%
Apr '20	\$1.54M	-25%
Apr '19	\$2.05M	-13.2%



Current Year	\$1.54M	\$3.08M	\$3.75M	\$3.85M	\$5.82M	\$5.77M	\$6.54M	\$5.27M	\$1.62M	\$1.73M	\$2.48M	\$3M	\$3.83M
Prior Year	\$2.05M	\$1.72M	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.37M	\$1.85M	\$1.54M
Percent Change from Prior Year	-25%	79%	203%	300%	605%	121%	161%	386%	95%	-7%	81%	62%	149%

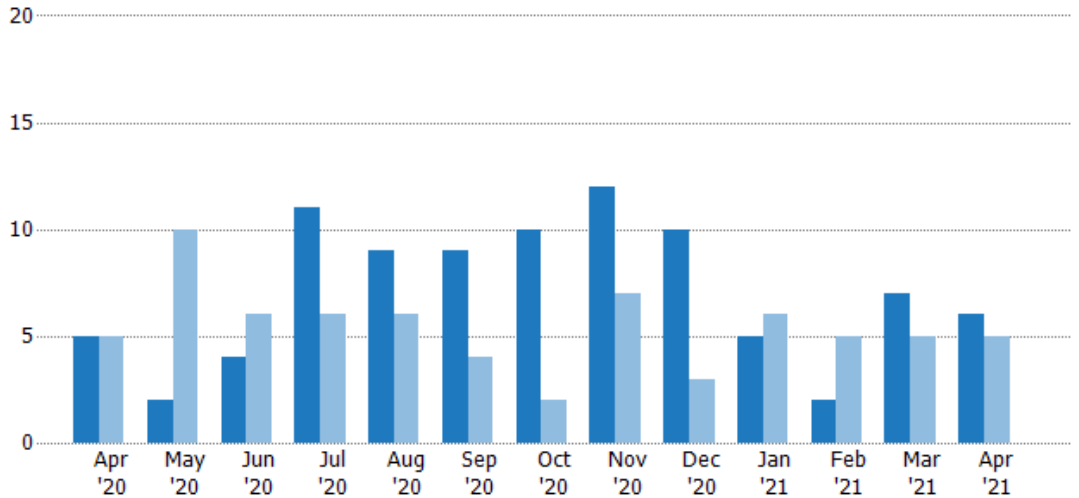
## Closed Sales

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.
Apr '21	6	20%
Apr '20	5	0%
Apr '19	5	-60%



Current Year	5	2	4	11	9	9	10	12	10	5	2	7	6
Prior Year	5	10	6	6	6	4	2	7	3	6	5	5	5
Percent Change from Prior Year	0%	-80%	-33%	83%	50%	125%	400%	71%	233%	-17%	-60%	40%	20%

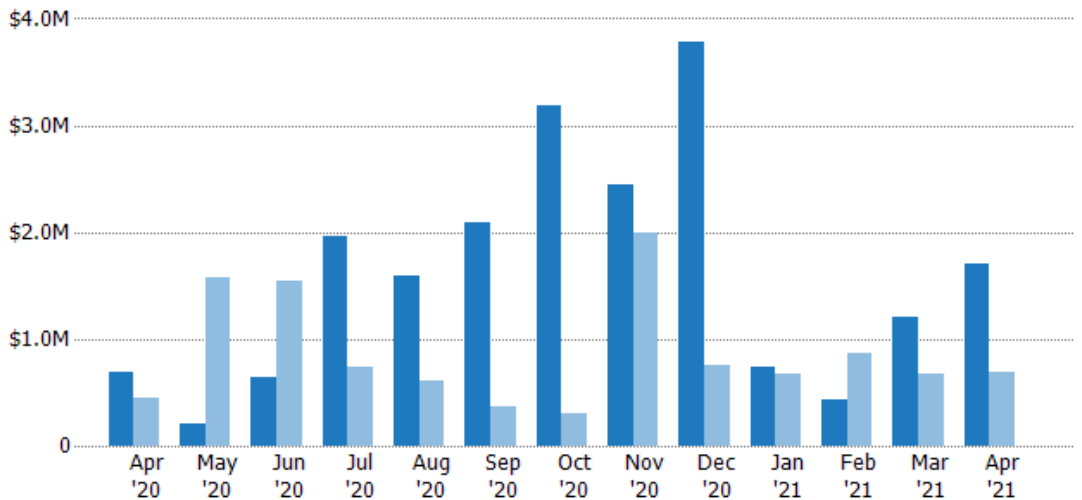
## Closed Sales Volume

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.
Apr '21	\$1.71M	149.5%
Apr '20	\$685K	50.2%
Apr '19	\$456K	-44.8%



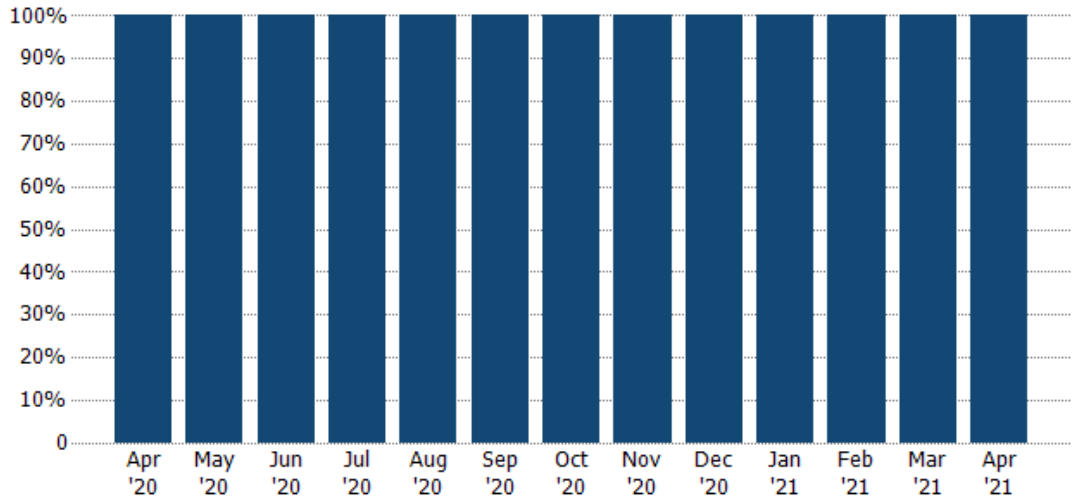
Current Year	\$685K	\$213K	\$635K	\$1.96M	\$1.58M	\$2.1M	\$3.18M	\$2.44M	\$3.78M	\$737K	\$425K	\$1.21M	\$1.71M
Prior Year	\$456K	\$1.58M	\$1.54M	\$737K	\$608K	\$375K	\$304K	\$1.99M	\$753K	\$668K	\$873K	\$678K	\$685K
Percent Change from Prior Year	50%	-86%	-59%	166%	160%	460%	946%	22%	402%	10%	-51%	79%	149%

## 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%

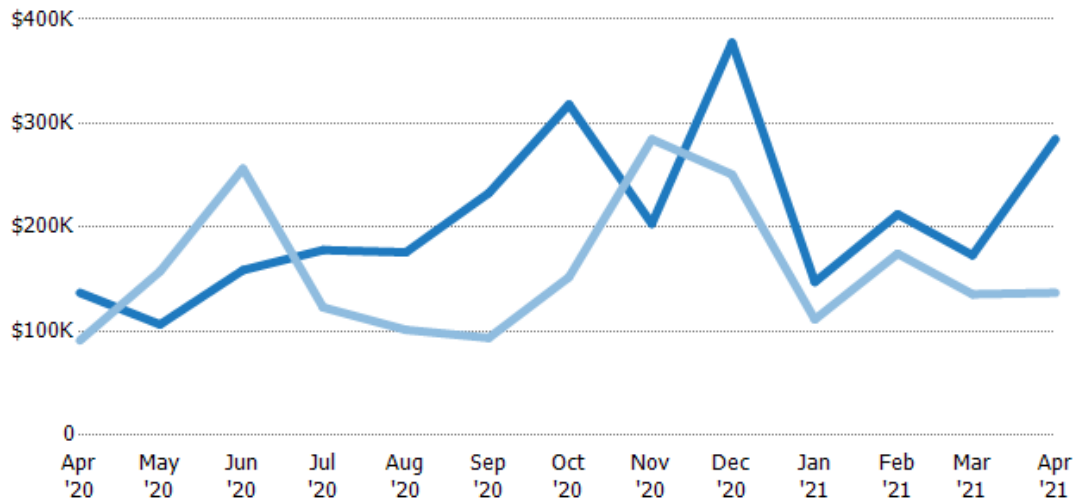
## Average Sales Price

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.
Apr '21	\$285K	107.9%
Apr '20	\$137K	50.2%
Apr '19	\$91.2K	38.1%



■ Current Year

■ Prior Year

Percent Change from Prior Year

\$137K	\$107K	\$159K	\$178K	\$176K	\$233K	\$318K	\$203K	\$378K	\$147K	\$213K	\$173K	\$285K
\$91.2K	\$158K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$285K	\$251K	\$111K	\$175K	\$136K	\$137K
50%	-32%	-38%	45%	74%	149%	109%	-29%	51%	32%	22%	28%	108%

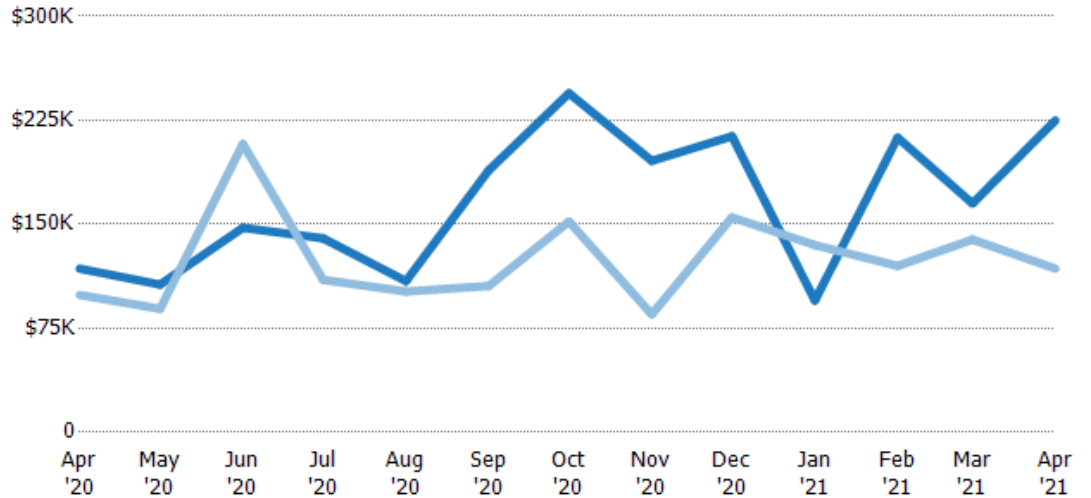
## Median Sales Price

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.
Apr '21	\$225K	90.7%
Apr '20	\$118K	19.2%
Apr '19	\$99K	27.2%



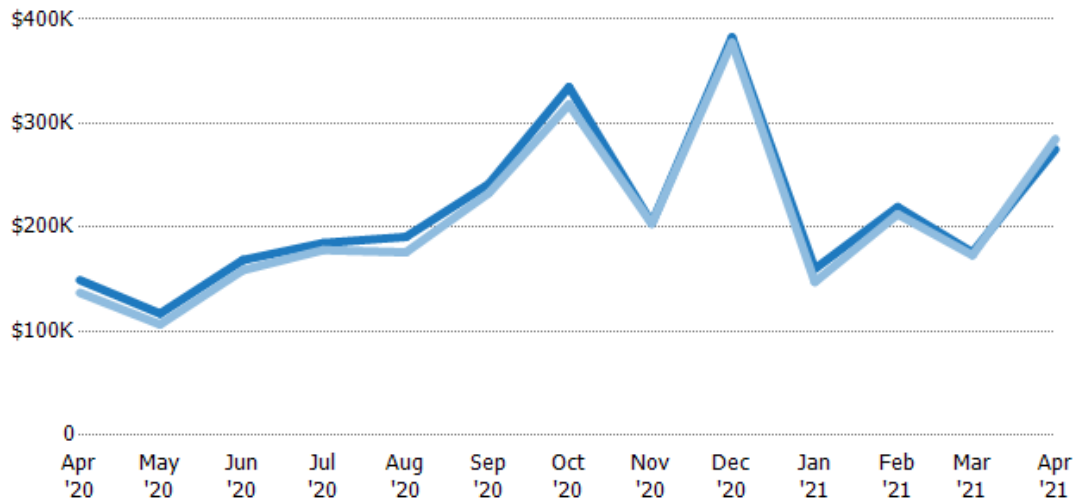
Current Year	\$118K	\$107K	\$148K	\$140K	\$109K	\$189K	\$245K	\$196K	\$214K	\$95K	\$213K	\$165K	\$225K
Prior Year	\$99K	\$89K	\$208K	\$110K	\$102K	\$106K	\$152K	\$85K	\$155K	\$135K	\$120K	\$139K	\$118K
Percent Change from Prior Year	19%	20%	-29%	27%	7%	79%	61%	130%	38%	-30%	77%	19%	91%

## 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



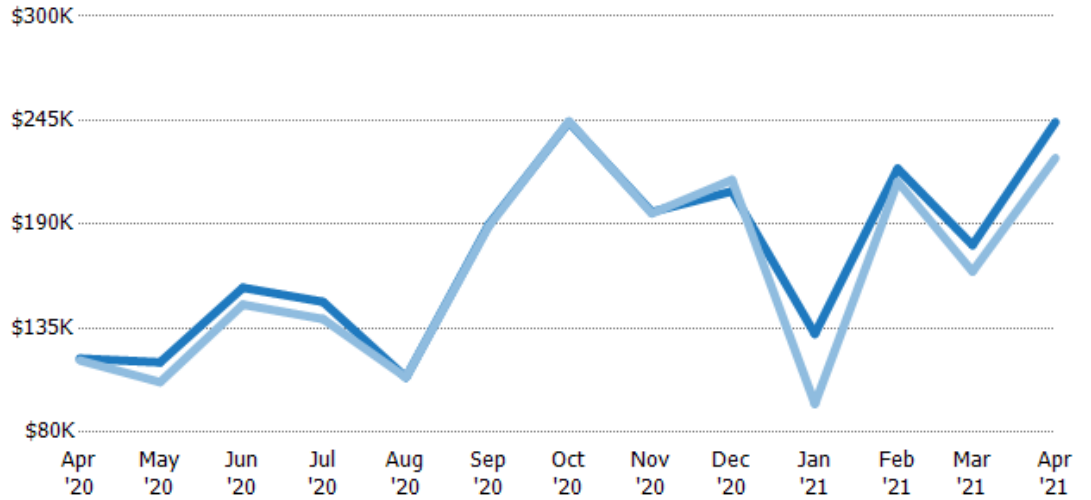
Avg List Price	\$149K	\$117K	\$168K	\$185K	\$191K	\$242K	\$335K	\$204K	\$383K	\$160K	\$219K	\$176K	\$275K
Avg Sales Price	\$137K	\$107K	\$159K	\$178K	\$176K	\$233K	\$318K	\$203K	\$378K	\$147K	\$213K	\$173K	\$285K
Avg Sales Price as a % of Avg List Price	92%	91%	94%	96%	92%	96%	95%	100%	99%	92%	97%	98%	104%

## 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



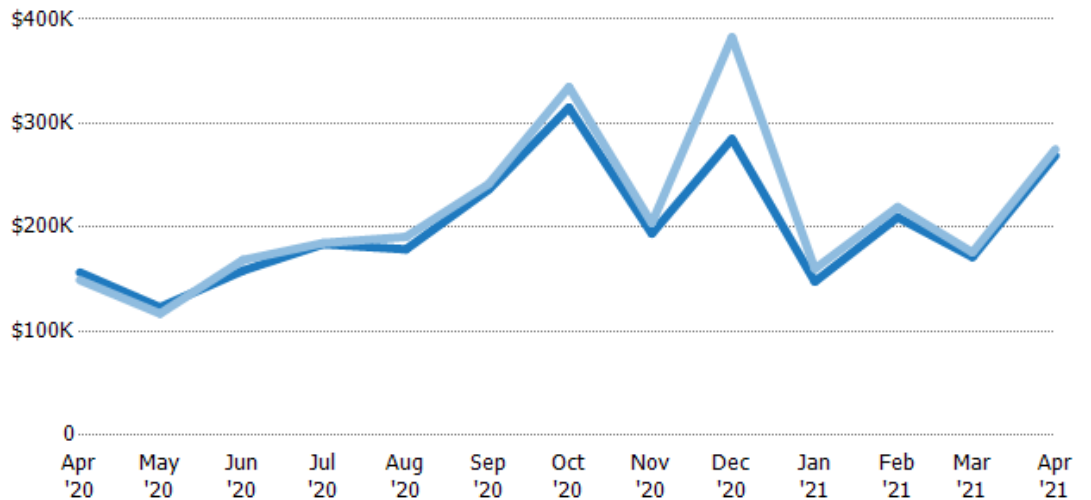
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	\$119K	\$117K	\$156K	\$149K	\$109K	\$190K	\$244K	\$197K	\$207K	\$132K	\$219K	\$179K	\$244K
Median Sales Price	\$118K	\$107K	\$148K	\$140K	\$109K	\$189K	\$245K	\$196K	\$214K	\$95K	\$213K	\$165K	\$225K
Med Sales Price as a % of Med List Price	99%	91%	94%	94%	100%	100%	100%	100%	103%	72%	97%	92%	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



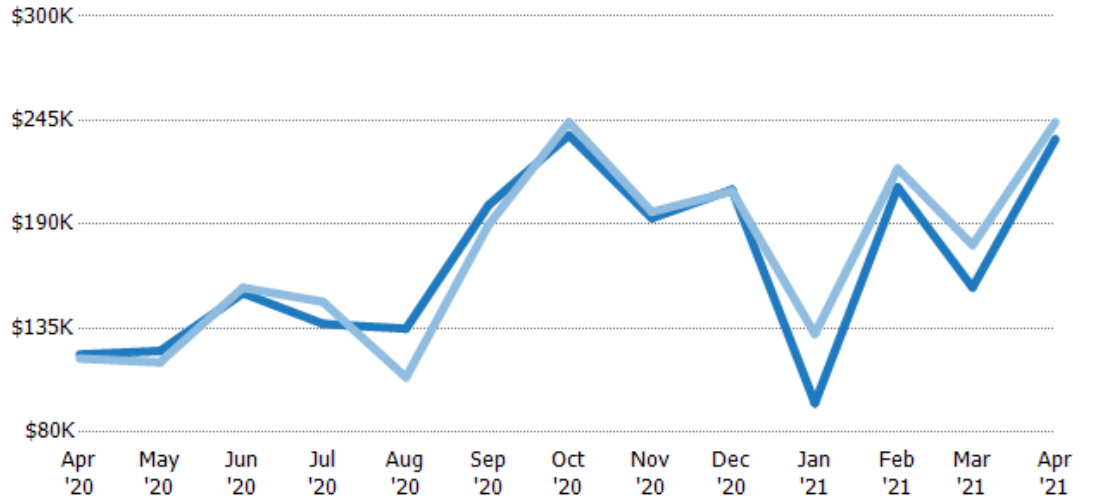
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	\$156K	\$123K	\$158K	\$184K	\$179K	\$236K	\$315K	\$194K	\$285K	\$148K	\$210K	\$171K	\$269K
Avg Sales Price	\$149K	\$117K	\$168K	\$185K	\$191K	\$242K	\$335K	\$204K	\$383K	\$160K	\$219K	\$176K	\$275K
Avg Sales Price as a % of Avg Est Value	95%	95%	106%	101%	107%	102%	106%	105%	134%	108%	105%	103%	102%

## 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



Median Est Value	\$121K	\$123K	\$154K	\$137K	\$135K	\$200K	\$237K	\$193K	\$208K	\$95.4K	\$210K	\$157K	\$235K
Median Sales Price	\$119K	\$117K	\$156K	\$149K	\$109K	\$190K	\$244K	\$197K	\$207K	\$132K	\$219K	\$179K	\$244K
Med Sales Price as a % of Med Est Value	98%	95%	102%	109%	81%	95%	103%	102%	100%	138%	105%	114%	104%