

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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	9	-33.3%	39	32	+21.9%
New Listing Volume	\$952,000	\$2,574,300	-63%	\$8,457,500	\$8,176,900	+3.4%
Active Listing Count	16	31	-48.4%	N/A	N/A	
Active Listing Volume	\$4,866,098	\$11,472,600	-57.6%	N/A	N/A	
Average Listing Price	\$304,131	\$370,084	-17.8%	\$343,642	\$307,881	+11.6%
Median Listing Price	\$242,500	\$375,000	-35.3%	\$281,590	\$228,963	+23%
Median Days in RPR	108	153	-29.4%	135.34	203.31	-33.4%
Months of Inventory	2.7	15.5	-82.8%	3.9	8.3	-52.9%
Absorption Rate	37.5%	6.45%	+31%	25.71%	12.11%	+13.6%
Sales Activity Charts Metrics						
New Pending Sales Count	4	8	-50%	43	53	-18.9%
New Pending Sales Volume	\$544,900	\$1,345,900	-59.5%	\$9,660,994	\$9,243,200	+4.5%
Pending Sales Count	13	19	-31.6%	N/A	N/A	
Pending Sales Volume	\$2,204,800	\$3,754,100	-41.3%	N/A	N/A	
Closed Sales Count	6	4	+50%	32	27	+18.5%
Closed Sales Volume	\$1,913,000	\$635,000	+201.3%	\$7,215,540	\$3,752,000	+92.3%
Average Sales Price	\$318,833	\$158,750	+100.8%	\$225,486	\$138,963	+62.3%
Median Sales Price	\$255,000	\$147,500	+72.9%	\$190,313	\$129,556	+46.9%

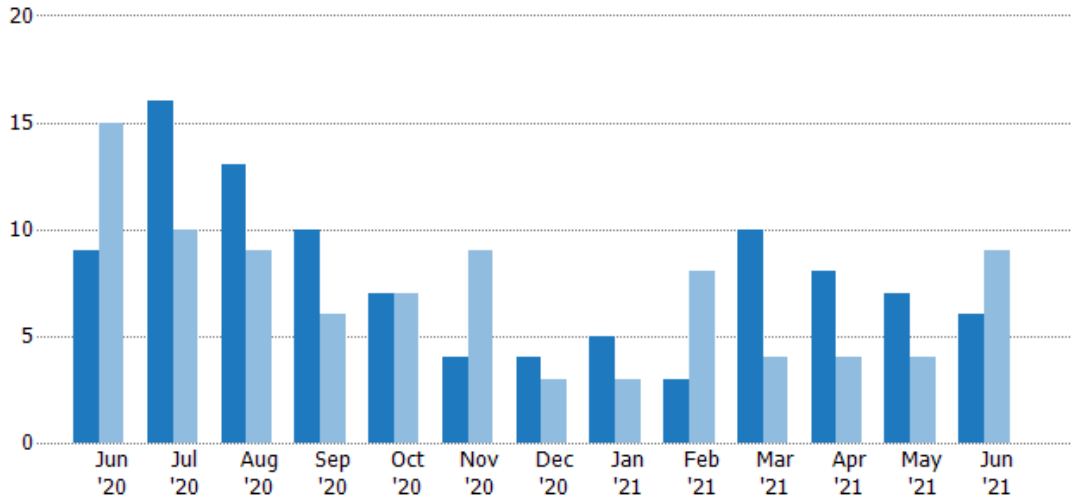
New Listings

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.
Jun '21	6	-33.3%
Jun '20	9	-40%
Jun '19	15	-20%



Current Year	9	16	13	10	7	4	4	5	3	10	8	7	6
Prior Year	15	10	9	6	7	9	3	3	8	4	4	4	9
Percent Change from Prior Year	-40%	60%	44%	67%	0%	-56%	33%	67%	-63%	150%	100%	75%	-33%

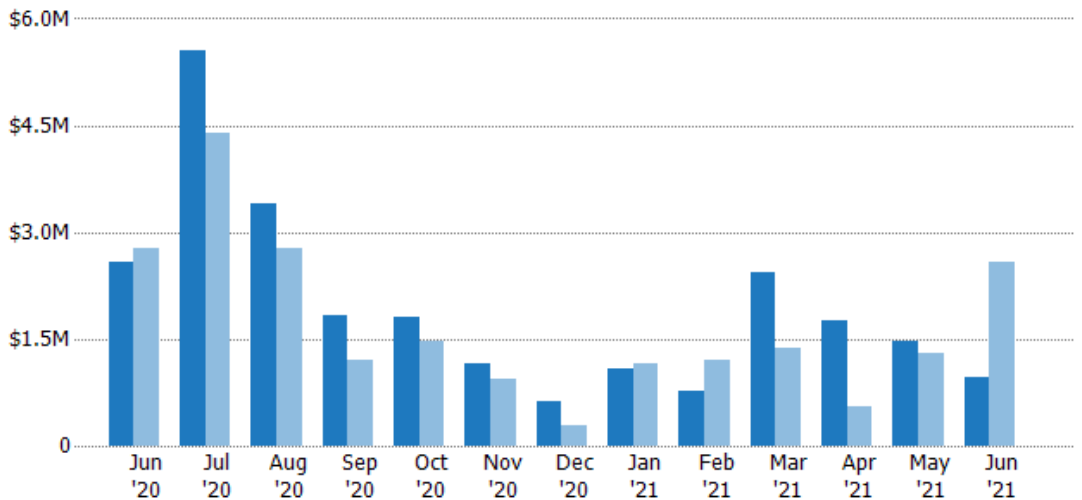
New Listing Volume

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

Month/ Year	Volume	% Chg.
Jun '21	\$952K	-63%
Jun '20	\$2.57M	-7.2%
Jun '19	\$2.77M	-47.5%



Current Year	\$2.57M	\$5.56M	\$3.39M	\$1.83M	\$1.8M	\$1.15M	\$626K	\$1.08M	\$769K	\$2.43M	\$1.76M	\$1.46M	\$952K
Prior Year	\$2.77M	\$4.39M	\$2.78M	\$1.19M	\$1.47M	\$932K	\$293K	\$1.15M	\$1.21M	\$1.38M	\$556K	\$1.31M	\$2.57M
Percent Change from Prior Year	-7%	27%	22%	53%	22%	23%	114%	-6%	-37%	77%	217%	12%	-63%

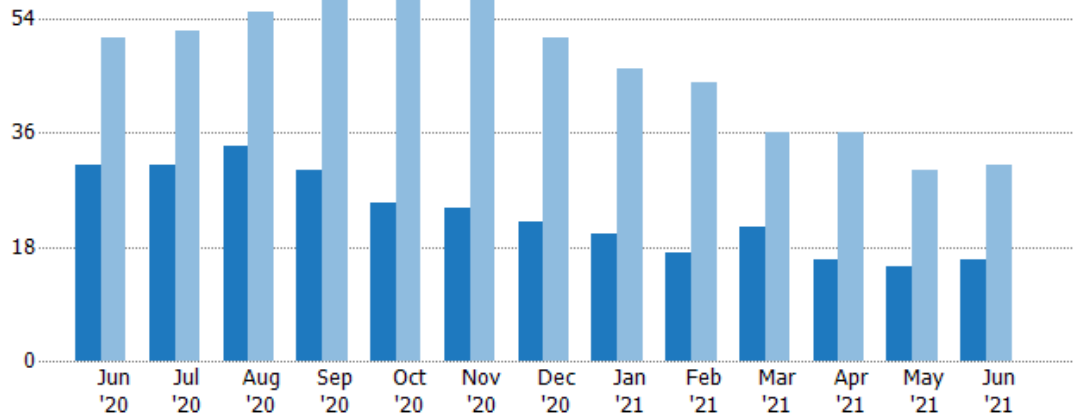
Active Listings

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.
Jun '21	16	-48.4%
Jun '20	31	-39.2%
Jun '19	51	0%



Current Year	31	31	34	30	25	24	22	20	17	21	16	15	16
Prior Year	51	52	55	57	60	61	51	46	44	36	36	30	31
Percent Change from Prior Year	-39%	-40%	-38%	-47%	-58%	-61%	-57%	-57%	-61%	-42%	-56%	-50%	-48%

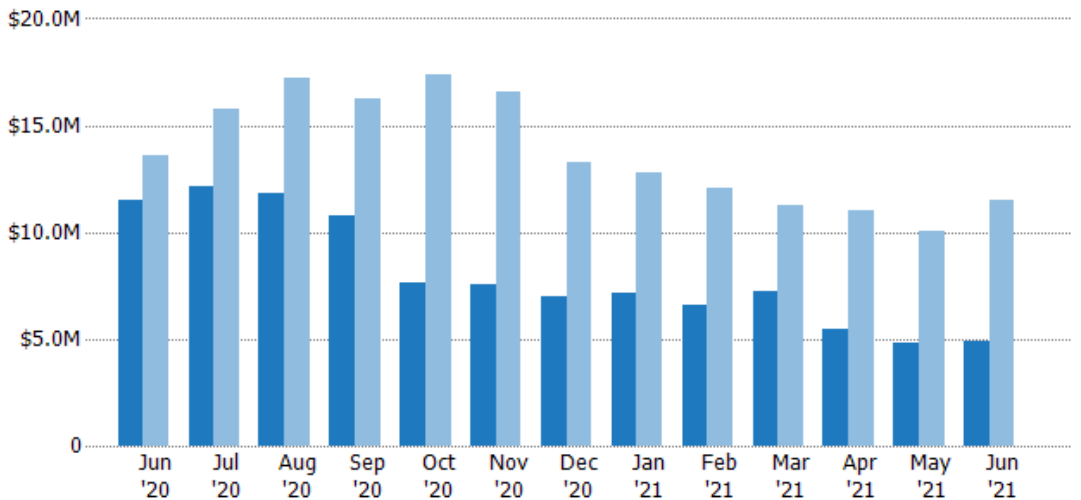
Active Listing Volume

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.
Jun '21	\$4.87M	-57.6%
Jun '20	\$11.5M	-15.8%
Jun '19	\$13.6M	14.2%



Current Year	\$11.5M	\$12.1M	\$11.8M	\$10.8M	\$7.62M	\$7.59M	\$7M	\$7.17M	\$6.57M	\$7.24M	\$5.45M	\$4.78M	\$4.87M
Prior Year	\$13.6M	\$15.7M	\$17.2M	\$16.3M	\$17.3M	\$16.6M	\$13.3M	\$12.8M	\$12.1M	\$11.2M	\$11M	\$10M	\$11.5M
Percent Change from Prior Year	-16%	-23%	-31%	-34%	-56%	-54%	-47%	-44%	-46%	-36%	-51%	-52%	-58%

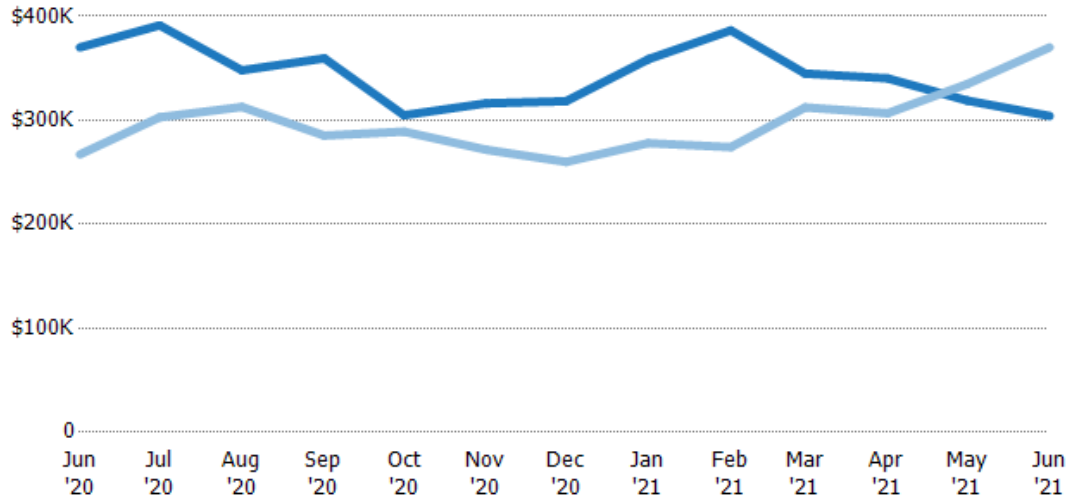
Average Listing Price

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.
Jun '21	\$304K	-17.8%
Jun '20	\$370K	38.5%
Jun '19	\$267K	14.2%



Current Year	\$370K	\$391K	\$348K	\$360K	\$305K	\$316K	\$318K	\$359K	\$386K	\$345K	\$340K	\$319K	\$304K
Prior Year	\$267K	\$303K	\$313K	\$285K	\$289K	\$272K	\$260K	\$278K	\$274K	\$312K	\$307K	\$335K	\$370K
Percent Change from Prior Year	39%	29%	11%	26%	5%	16%	22%	29%	41%	10%	11%	-5%	-18%

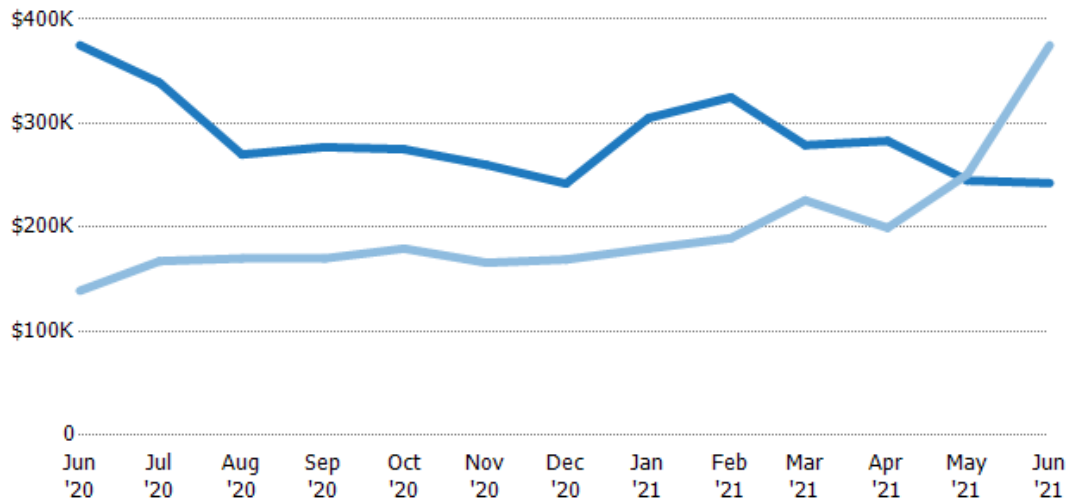
Median Listing Price

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.
Jun '21	\$243K	-35.3%
Jun '20	\$375K	169.8%
Jun '19	\$139K	-2.9%



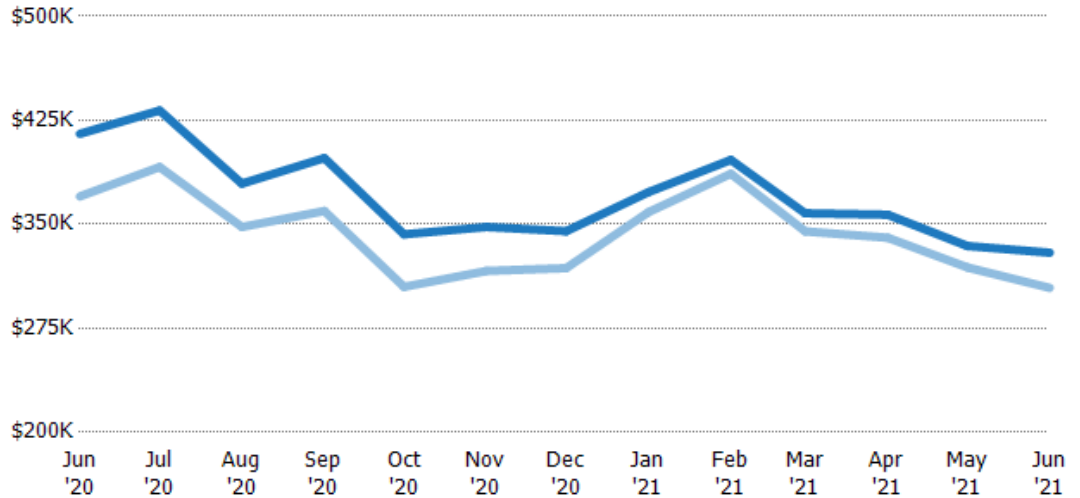
Current Year	\$375K	\$339K	\$270K	\$277K	\$275K	\$260K	\$242K	\$305K	\$325K	\$279K	\$283K	\$245K	\$243K
Prior Year	\$139K	\$167K	\$170K	\$170K	\$180K	\$166K	\$169K	\$180K	\$190K	\$226K	\$200K	\$251K	\$375K
Percent Change from Prior Year	170%	103%	59%	63%	53%	57%	43%	70%	72%	23%	42%	-2%	-35%

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

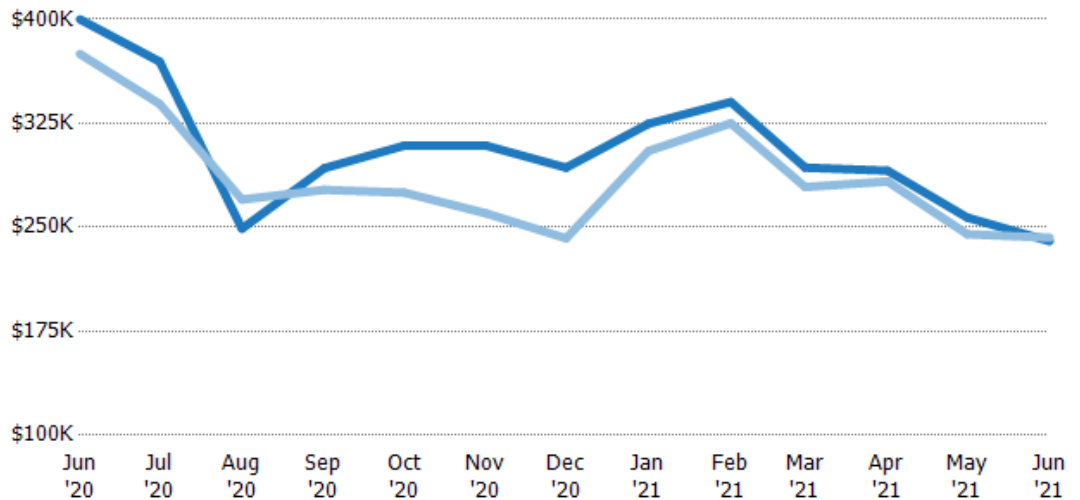


Median Listing Price vs Median Est Value

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



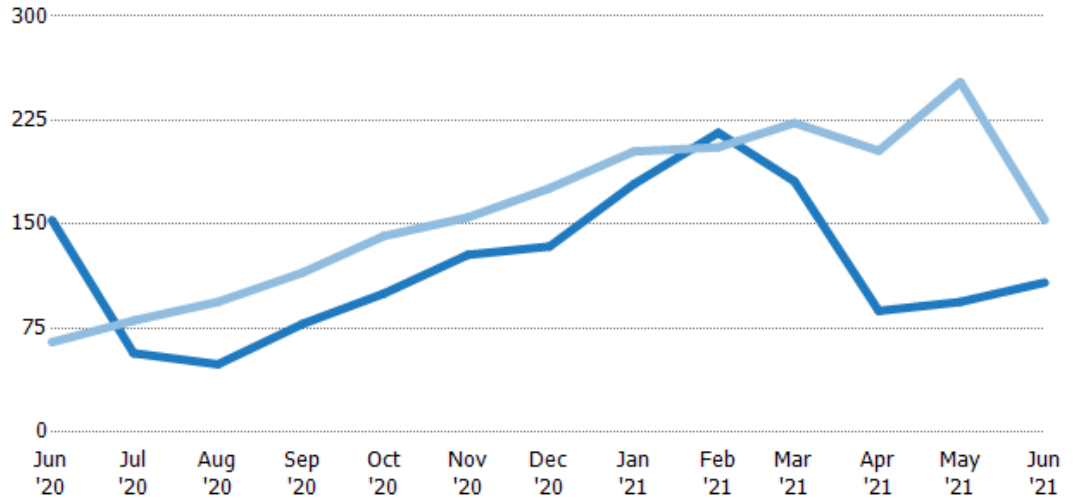
Median Days in RPR

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.
Jun '21	108	-29.4%
Jun '20	153	135.4%
Jun '19	65	52.3%



Current Year	153	57	49	78	100	128	134	179	216	181	87.5	94	108
Prior Year	65	80.5	94	115	142	155	176	203	206	223	203	253	153
Percent Change from Prior Year	135%	-29%	-48%	-32%	-29%	-17%	-24%	-12%	5%	-19%	-57%	-63%	-29%

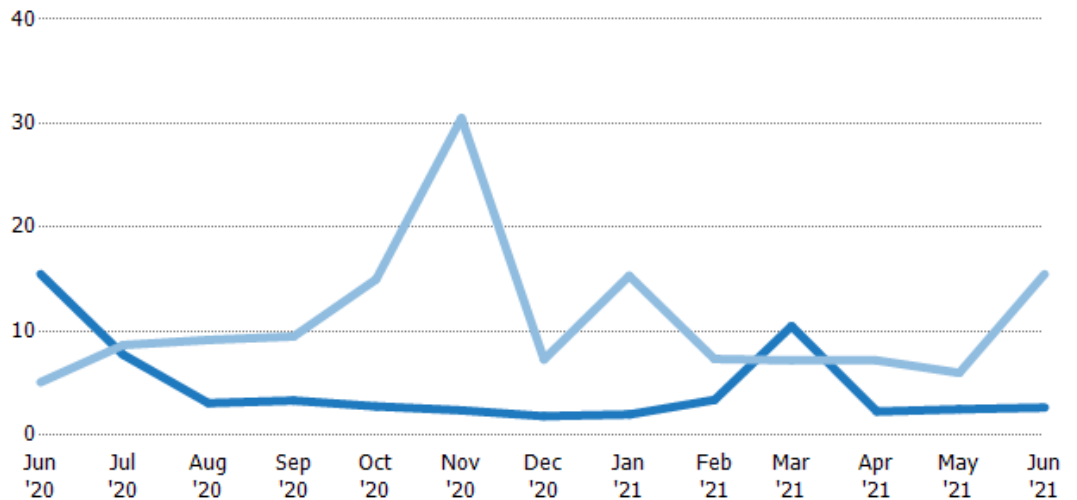
Months of Inventory

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.
Jun '21	2.67	-82.8%
Jun '20	15.5	203.9%
Jun '19	5.1	233.3%



Current Year	15.5	7.75	3.09	3.33	2.78	2.4	1.83	2	3.4	10.5	2.29	2.5	2.67
Prior Year	5.1	8.67	9.17	9.5	15	30.5	7.29	15.3	7.33	7.2	7.2	6	15.5
Percent Change from Prior Year	204%	-11%	-66%	-65%	-81%	-92%	-75%	-87%	-54%	46%	-68%	-58%	-83%

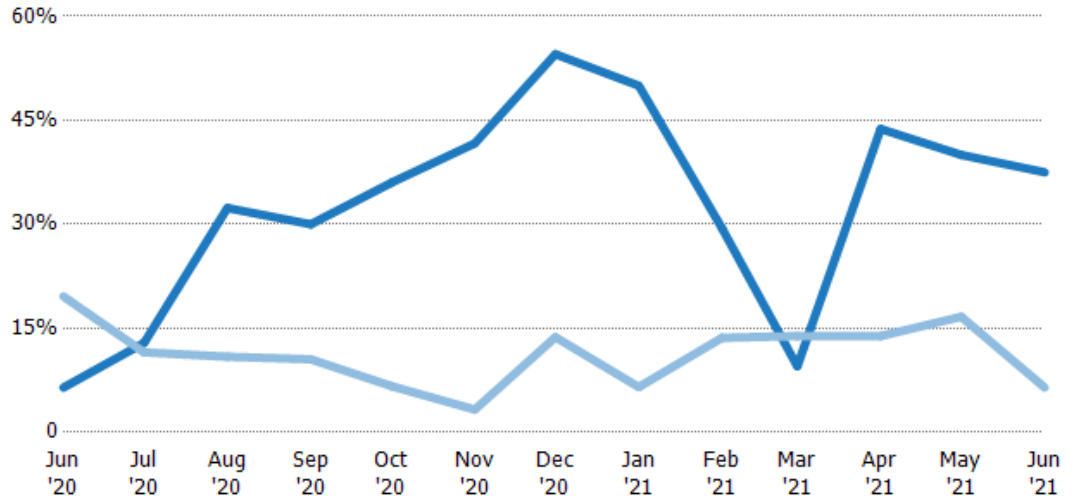
Absorption Rate

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.
Jun '21	38%	-31.1%
Jun '20	6%	13.2%
Jun '19	20%	-70%



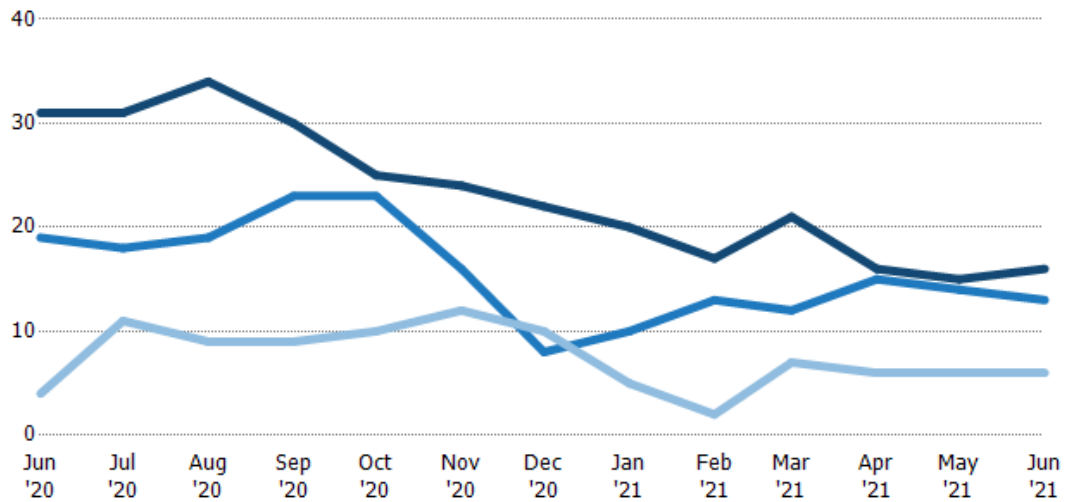
Current Year	6%	13%	32%	30%	36%	42%	55%	50%	29%	10%	44%	40%	38%
Prior Year	20%	12%	11%	11%	7%	3%	14%	7%	14%	14%	14%	17%	6%
Change from Prior Year	13%	-1%	-21%	-19%	-29%	-38%	-41%	-43%	-16%	4%	-30%	-23%	-31%

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	31	31	34	30	25	24	22	20	17	21	16	15	16
Pending	19	18	19	23	23	16	8	10	13	12	15	14	13
Sold	4	11	9	9	10	12	10	5	2	7	6	6	6

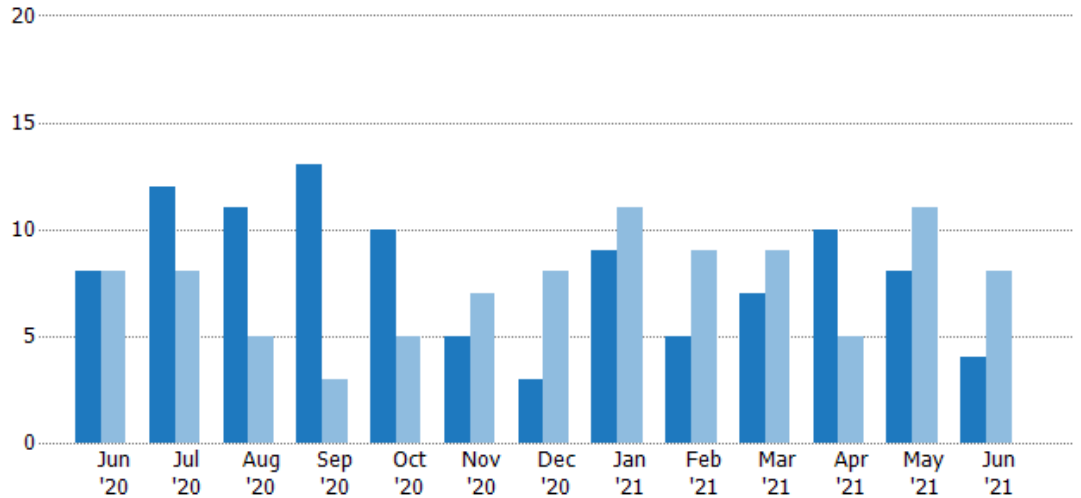
New Pending Sales

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.
Jun '21	4	-50%
Jun '20	8	0%
Jun '19	8	50%



Current Year	8	12	11	13	10	5	3	9	5	7	10	8	4
Prior Year	8	8	5	3	5	7	8	11	9	9	5	11	8
Percent Change from Prior Year	0%	50%	120%	333%	100%	-29%	-63%	-18%	-44%	-22%	100%	-27%	-50%

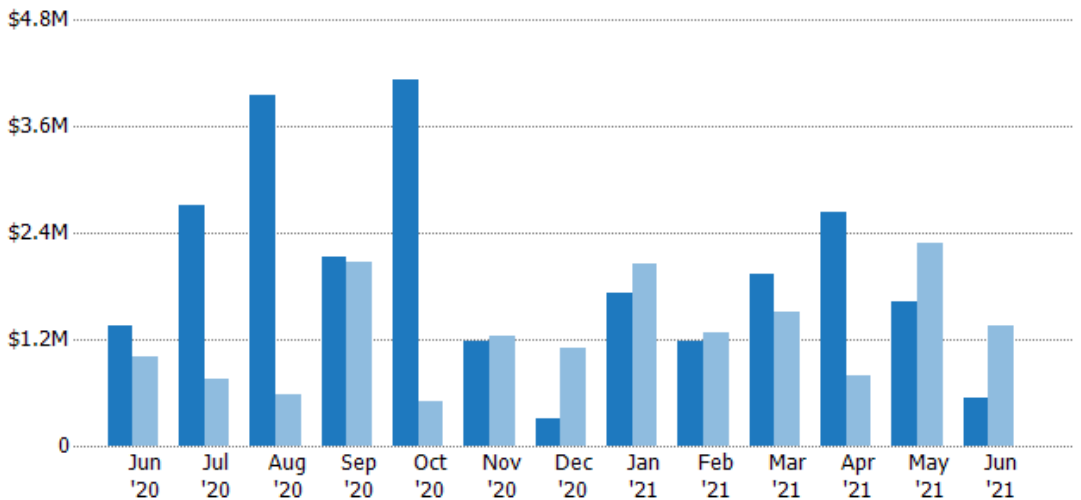
New Pending Sales Volume

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.
Jun '21	\$545K	-59.5%
Jun '20	\$1.35M	32.9%
Jun '19	\$1.01M	100.6%



Current Year	\$1.35M	\$2.72M	\$3.95M	\$2.12M	\$4.12M	\$1.18M	\$301K	\$1.72M	\$1.18M	\$1.95M	\$2.63M	\$1.63M	\$545K
Prior Year	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.11M	\$2.05M	\$1.27M	\$1.51M	\$791K	\$2.28M	\$1.35M
Percent Change from Prior Year	33%	259%	578%	2%	726%	-5%	-73%	-16%	-7%	29%	233%	-28%	-60%

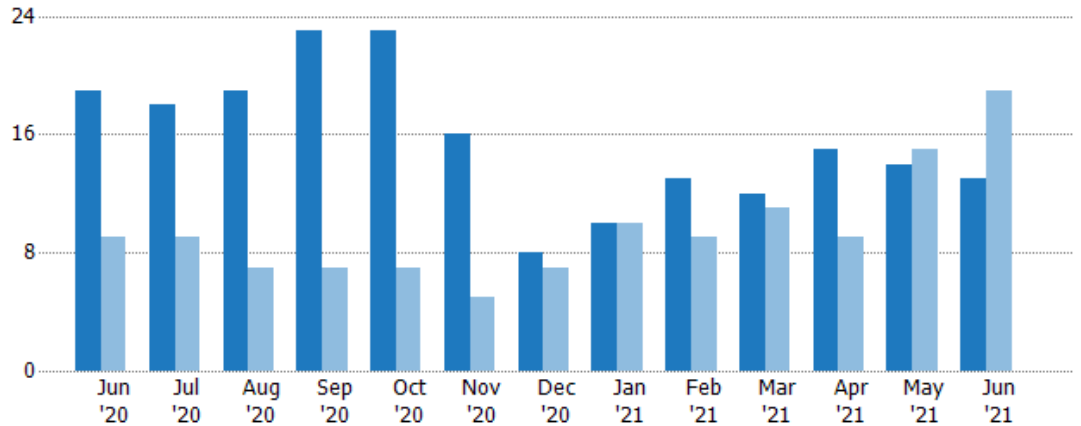
Pending Sales

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.
Jun '21	13	-31.6%
Jun '20	19	111.1%
Jun '19	9	66.7%



Current Year	19	18	19	23	23	16	8	10	13	12	15	14	13
Prior Year	9	9	7	7	7	5	7	10	9	11	9	15	19
Percent Change from Prior Year	111%	100%	171%	229%	229%	220%	14%	0%	44%	9%	67%	-7%	-32%

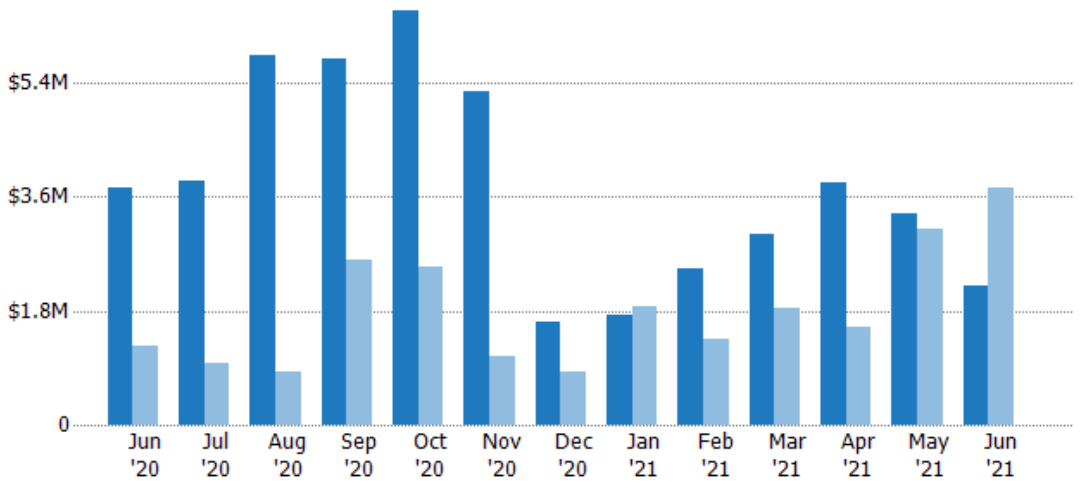
Pending Sales Volume

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.
Jun '21	\$2.2M	-41.3%
Jun '20	\$3.75M	203.3%
Jun '19	\$1.24M	77.7%



Current Year	\$3.75M	\$3.85M	\$5.82M	\$5.77M	\$6.54M	\$5.27M	\$1.62M	\$1.73M	\$2.48M	\$3M	\$3.83M	\$3.34M	\$2.2M
Prior Year	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.37M	\$1.85M	\$1.54M	\$3.08M	\$3.75M
Percent Change from Prior Year	203%	300%	605%	121%	161%	386%	95%	-7%	81%	62%	149%	8%	-41%

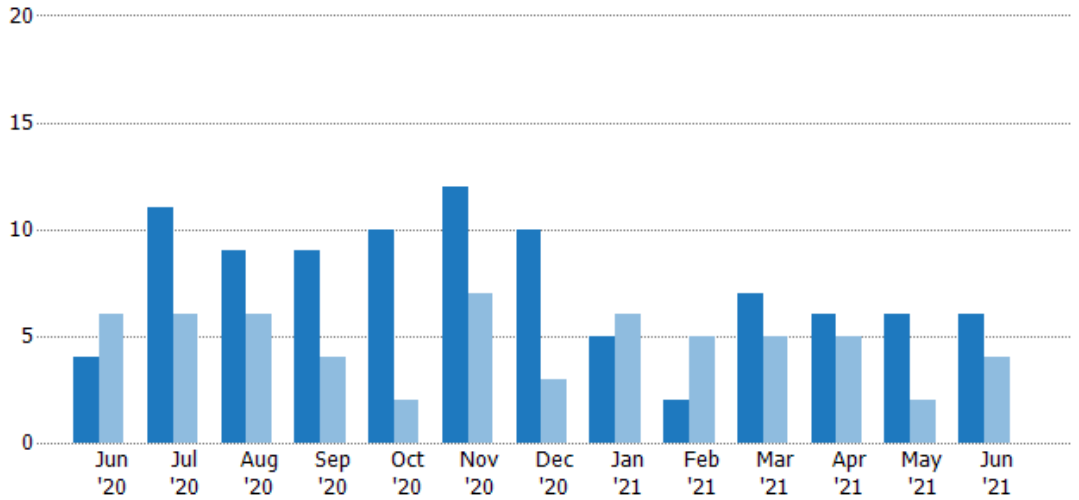
Closed Sales

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.
Jun '21	6	50%
Jun '20	4	-33.3%
Jun '19	6	0%



Current Year	4	11	9	9	10	12	10	5	2	7	6	6	6
Prior Year	6	6	6	4	2	7	3	6	5	5	5	2	4
Percent Change from Prior Year	-33%	83%	50%	125%	400%	71%	233%	-17%	-60%	40%	20%	200%	50%

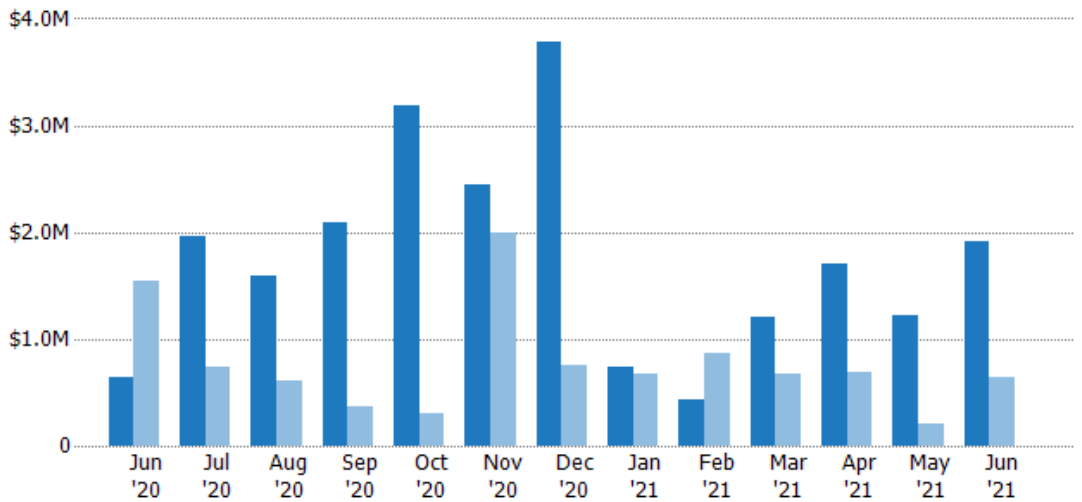
Closed Sales Volume

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.
Jun '21	\$1.91M	201.3%
Jun '20	\$635K	-58.7%
Jun '19	\$1.54M	-7.1%



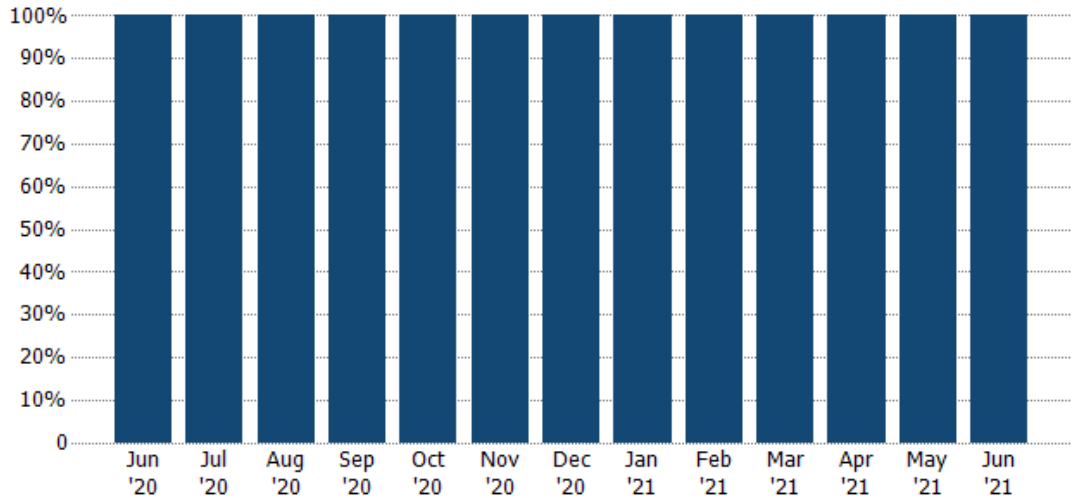
Current Year	\$635K	\$1.96M	\$1.58M	\$2.1M	\$3.18M	\$2.44M	\$3.78M	\$737K	\$425K	\$1.21M	\$1.71M	\$1.22M	\$1.91M
Prior Year	\$1.54M	\$737K	\$608K	\$375K	\$304K	\$1.99M	\$753K	\$668K	\$873K	\$678K	\$685K	\$213K	\$635K
Percent Change from Prior Year	-59%	166%	160%	460%	946%	22%	402%	10%	-51%	79%	149%	473%	201%

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

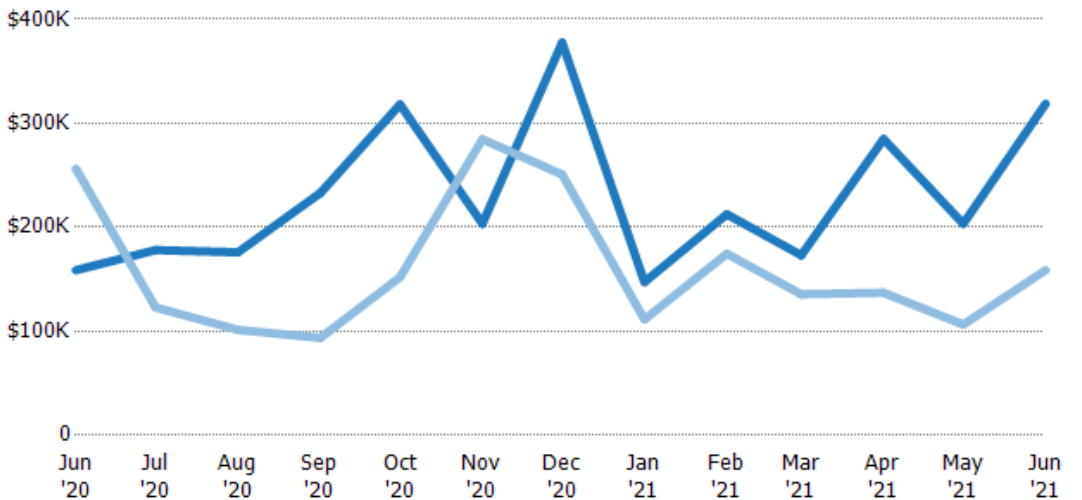
100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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.
Jun '21	\$319K	100.8%
Jun '20	\$159K	-38.1%
Jun '19	\$256K	-7.1%

■ Current Year

■ Prior Year

Percent Change from Prior Year

\$159K	\$178K	\$176K	\$233K	\$318K	\$203K	\$378K	\$147K	\$213K	\$173K	\$285K	\$203K	\$319K
\$256K	\$123K	\$101K	\$93.6K	\$152K	\$285K	\$251K	\$111K	\$175K	\$136K	\$137K	\$107K	\$159K
-38%	45%	74%	149%	109%	-29%	51%	32%	22%	28%	108%	91%	101%

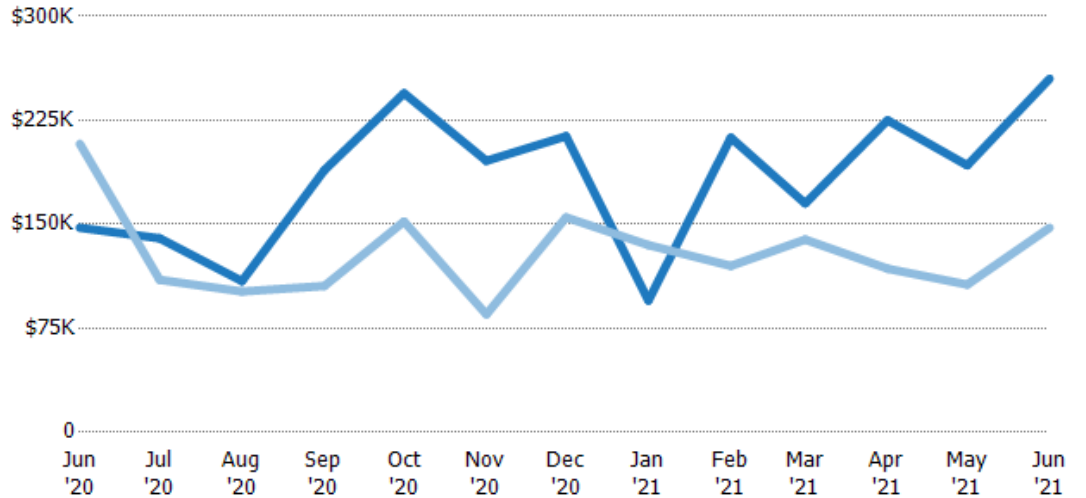
Median Sales Price

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.
Jun '21	\$255K	72.9%
Jun '20	\$148K	-29.1%
Jun '19	\$208K	-18.3%



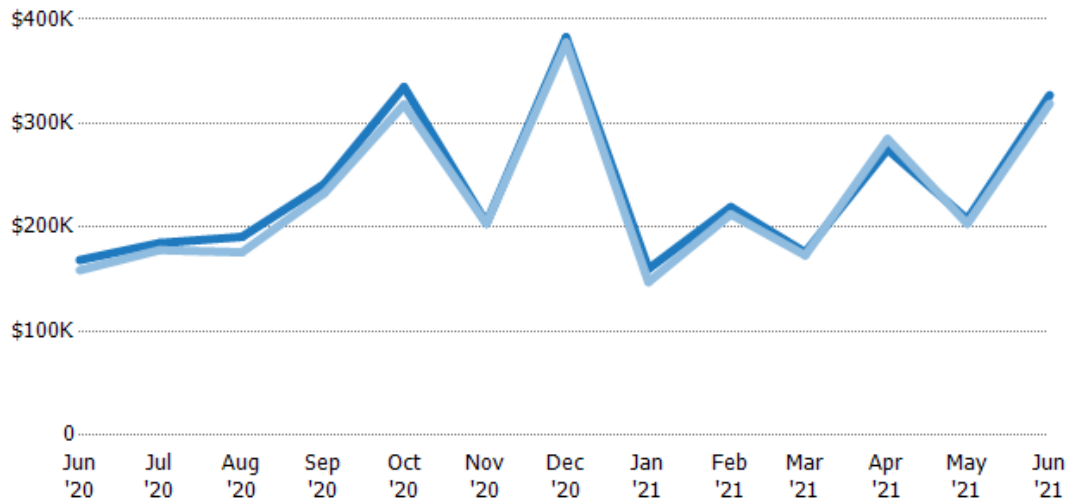
Current Year	\$148K	\$140K	\$109K	\$189K	\$245K	\$196K	\$214K	\$95K	\$213K	\$165K	\$225K	\$193K	\$255K
Prior Year	\$208K	\$110K	\$102K	\$106K	\$152K	\$85K	\$155K	\$135K	\$120K	\$139K	\$118K	\$107K	\$148K
Percent Change from Prior Year	-29%	27%	7%	79%	61%	130%	38%	-30%	77%	19%	91%	81%	73%

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



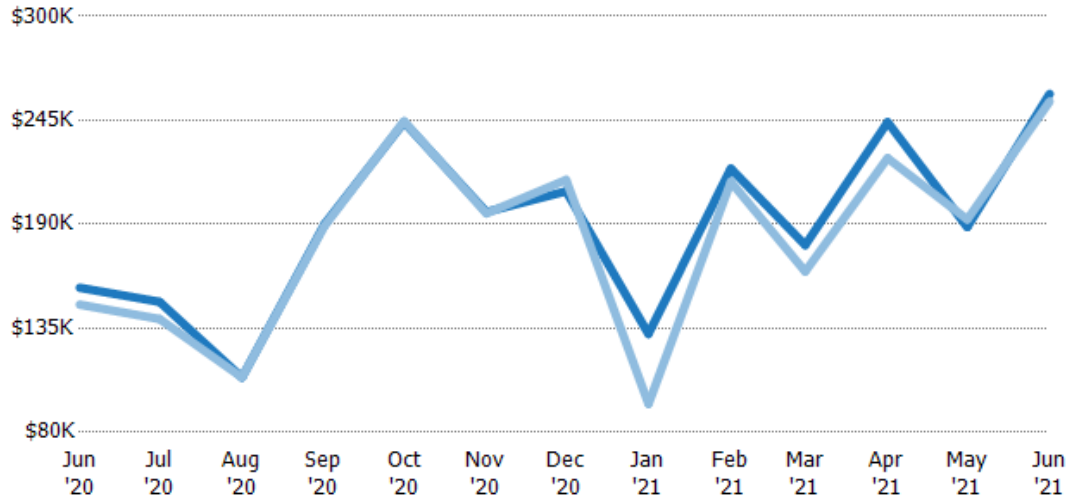
Avg List Price	\$168K	\$185K	\$191K	\$242K	\$335K	\$204K	\$383K	\$160K	\$219K	\$176K	\$275K	\$208K	\$327K
Avg Sales Price	\$159K	\$178K	\$176K	\$233K	\$318K	\$203K	\$378K	\$147K	\$213K	\$173K	\$285K	\$203K	\$319K
Avg Sales Price as a % of Avg List Price	94%	96%	92%	96%	95%	100%	99%	92%	97%	98%	104%	98%	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



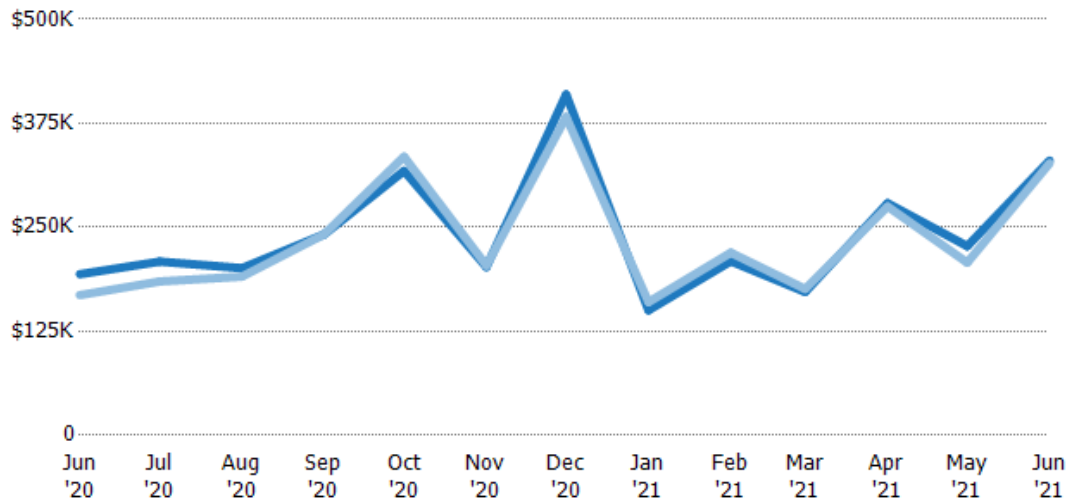
Median List Price	\$156K	\$149K	\$109K	\$190K	\$244K	\$197K	\$207K	\$132K	\$219K	\$179K	\$244K	\$189K	\$259K
Median Sales Price	\$148K	\$140K	\$109K	\$189K	\$245K	\$196K	\$214K	\$95K	\$213K	\$165K	\$225K	\$193K	\$255K
Med Sales Price as a % of Med List Price	94%	94%	100%	100%	100%	100%	103%	72%	97%	92%	92%	102%	98%

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



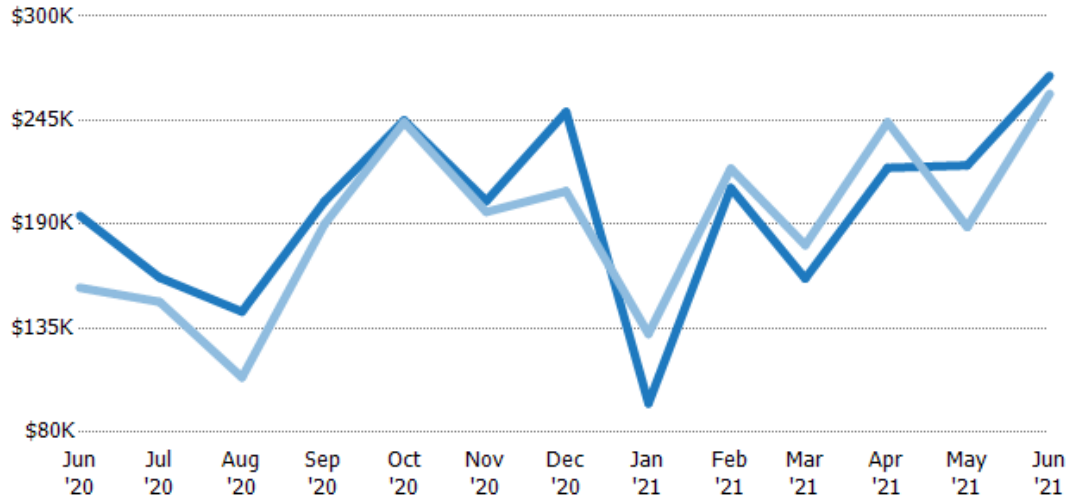
Avg Est Value	\$194K	\$209K	\$201K	\$242K	\$318K	\$202K	\$410K	\$150K	\$209K	\$172K	\$279K	\$227K	\$330K
Avg Sales Price	\$168K	\$185K	\$191K	\$242K	\$335K	\$204K	\$383K	\$160K	\$219K	\$176K	\$275K	\$208K	\$327K
Avg Sales Price as a % of Avg Est Value	87%	89%	95%	100%	105%	101%	93%	106%	105%	102%	99%	91%	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



Median Est Value	\$195K	\$162K	\$144K	\$202K	\$245K	\$202K	\$249K	\$95.3K	\$209K	\$161K	\$220K	\$221K	\$269K
Median Sales Price	\$156K	\$149K	\$109K	\$190K	\$244K	\$197K	\$207K	\$132K	\$219K	\$179K	\$244K	\$189K	\$259K
Med Sales Price as a % of Med Est Value	80%	92%	76%	94%	100%	97%	83%	139%	105%	111%	111%	85%	96%