

## Summary of Key Listing and Sales Metrics

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

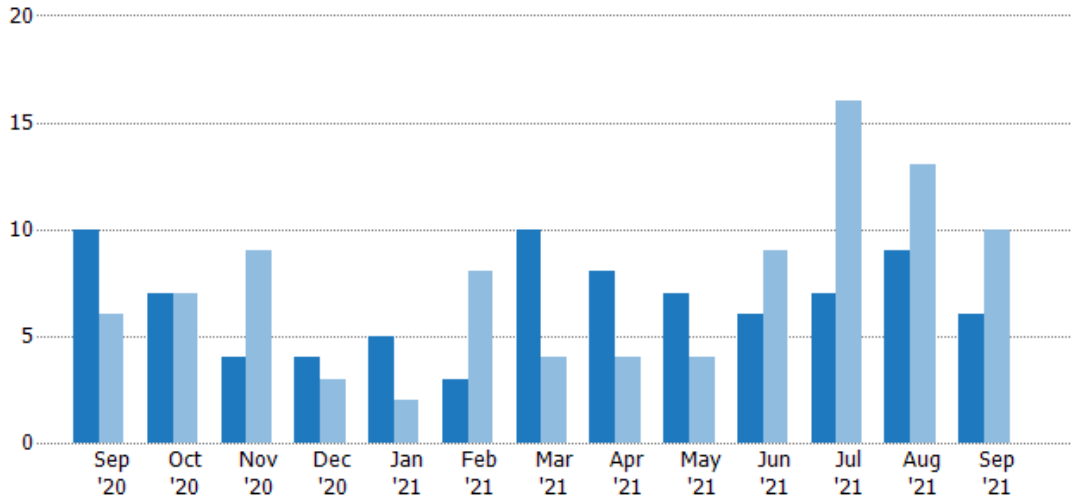
Key Metrics	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	10	-40%	61	70	-12.9%
New Listing Volume	\$963,800	\$1,828,300	-47.3%	\$13,864,400	\$18,075,599	-23.3%
Active Listing Count	24	29	-17.2%	N/A	N/A	
Active Listing Volume	\$7,282,800	\$9,908,599	-26.5%	N/A	N/A	
Average Listing Price	\$303,450	\$341,676	-11.2%	\$309,482	\$292,503	+5.8%
Median Listing Price	\$227,000	\$275,000	-17.5%	\$242,176	\$231,752	+4.5%
Median Days in RPR	74	75	-1.3%	122.97	127.03	-3.2%
Months of Inventory	8	3.2	+148.3%	3.4	7.2	-53.5%
Absorption Rate	12.5%	31.03%	-18.5%	29.79%	13.86%	+15.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	13	-69.2%	54	89	-39.3%
New Pending Sales Volume	\$699,800	\$2,124,800	-67.1%	\$11,487,694	\$18,038,400	-36.3%
Pending Sales Count	3	23	-87%	N/A	N/A	
Pending Sales Volume	\$648,800	\$5,769,800	-88.8%	N/A	N/A	
Closed Sales Count	9	9	+/-	49	56	-12.5%
Closed Sales Volume	\$1,553,000	\$2,096,000	-25.9%	\$10,112,040	\$9,390,300	+7.7%
Average Sales Price	\$172,556	\$232,889	-25.9%	\$206,368	\$167,684	+23.1%
Median Sales Price	\$158,000	\$189,000	-16.4%	\$181,061	\$137,838	+31.4%

## 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



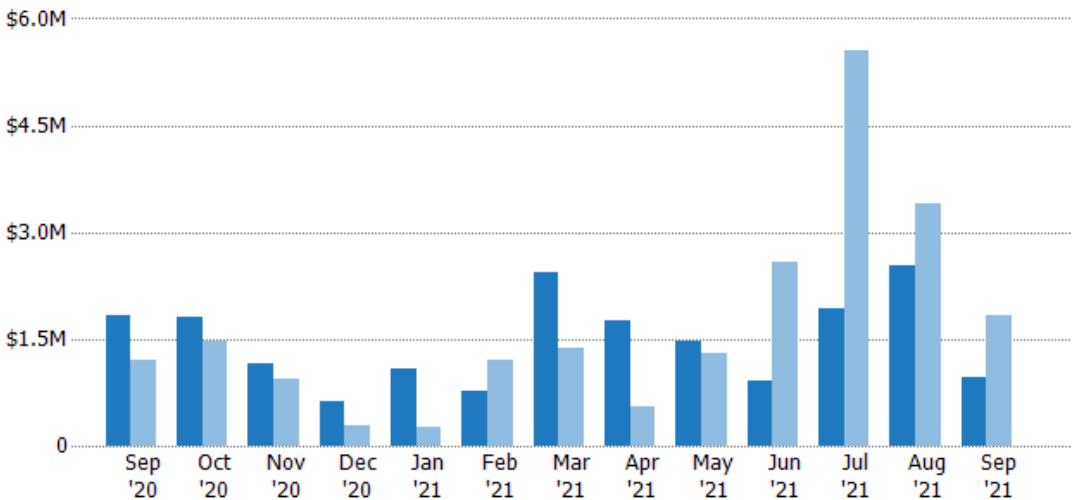
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	10	7	4	4	5	3	10	8	7	6	7	9	6
Prior Year	6	7	9	3	2	8	4	4	4	9	16	13	10
Percent Change from Prior Year	67%	0%	-56%	33%	150%	-63%	150%	100%	75%	-33%	-56%	-31%	-40%

## 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



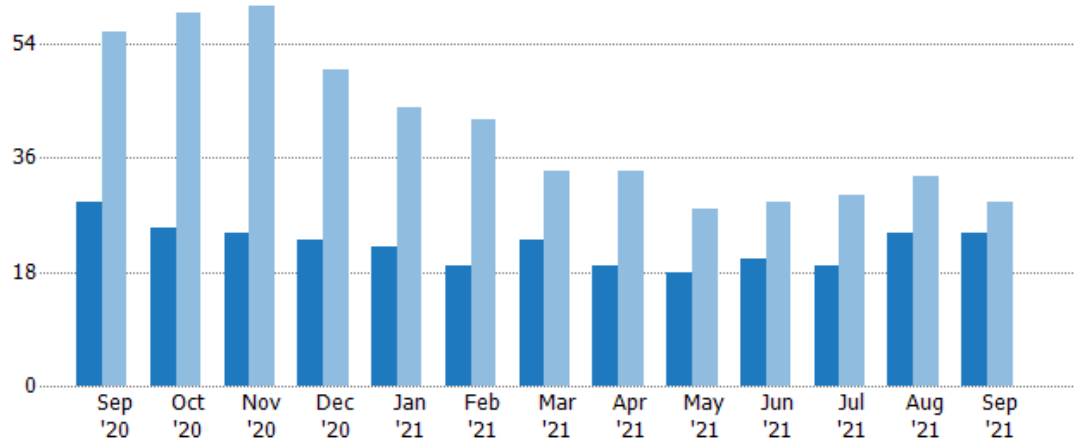
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$1.83M	\$1.8M	\$1.15M	\$626K	\$1.08M	\$769K	\$2.43M	\$1.76M	\$1.46M	\$922K	\$1.94M	\$2.54M	\$964K
Prior Year	\$1.19M	\$1.47M	\$932K	\$293K	\$271K	\$1.21M	\$1.38M	\$556K	\$1.31M	\$2.57M	\$5.56M	\$3.39M	\$1.83M
Percent Change from Prior Year	53%	22%	23%	114%	298%	-37%	77%	217%	12%	-64%	-65%	-25%	-47%

## 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



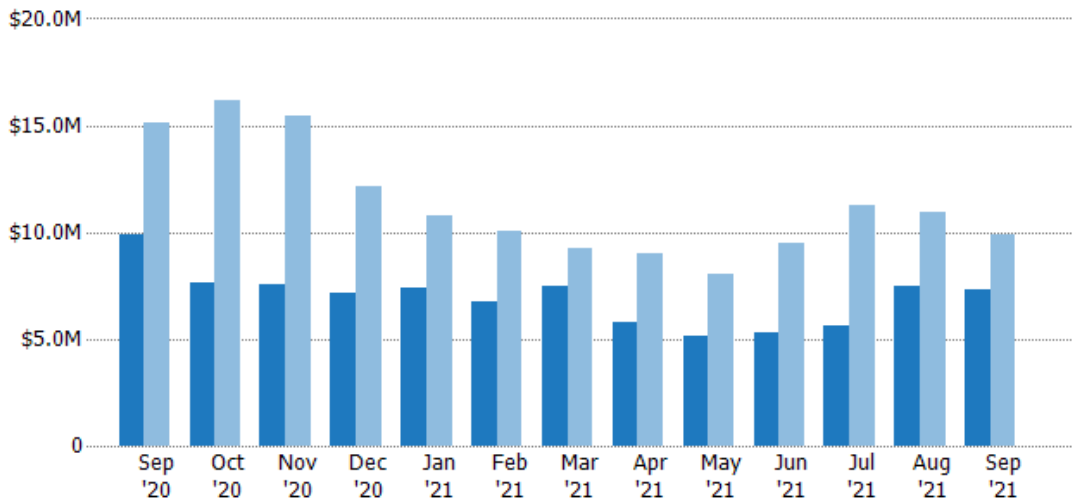
Month/Year	Count	% Chg.
Sep '21	24	-17.2%
Sep '20	29	-48.2%
Sep '19	56	-28.6%

## 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.
Sep '21	\$7.28M	-26.5%
Sep '20	\$9.91M	-34.4%
Sep '19	\$15.1M	-22.8%

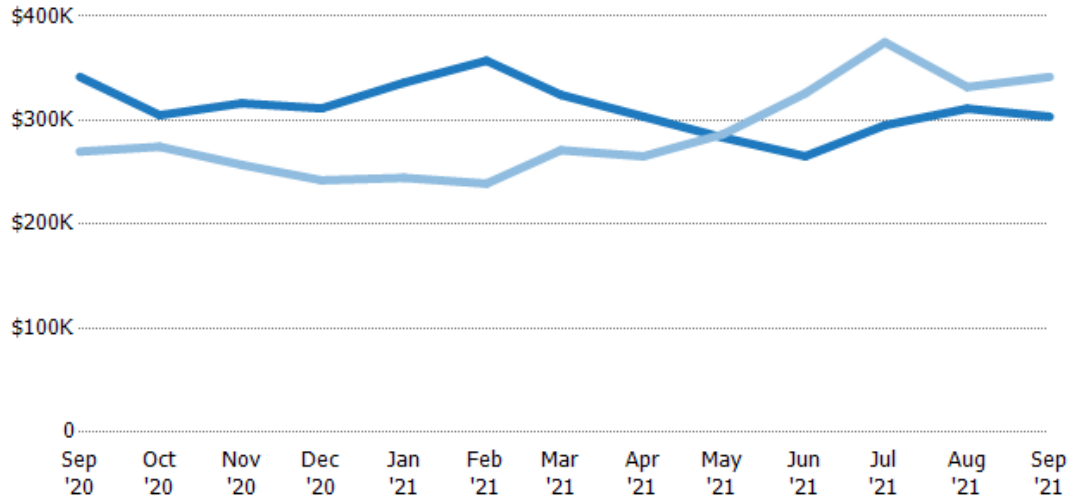
## Average Listing Price

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.
Sep '21	\$303K	-11.2%
Sep '20	\$342K	26.6%
Sep '19	\$270K	8.1%



Current Year	\$342K	\$305K	\$316K	\$311K	\$336K	\$357K	\$324K	\$304K	\$283K	\$265K	\$295K	\$311K	\$303K
Prior Year	\$270K	\$275K	\$257K	\$242K	\$245K	\$239K	\$271K	\$265K	\$286K	\$326K	\$375K	\$332K	\$342K
Percent Change from Prior Year	27%	11%	23%	29%	37%	49%	20%	14%	-1%	-19%	-21%	-6%	-11%

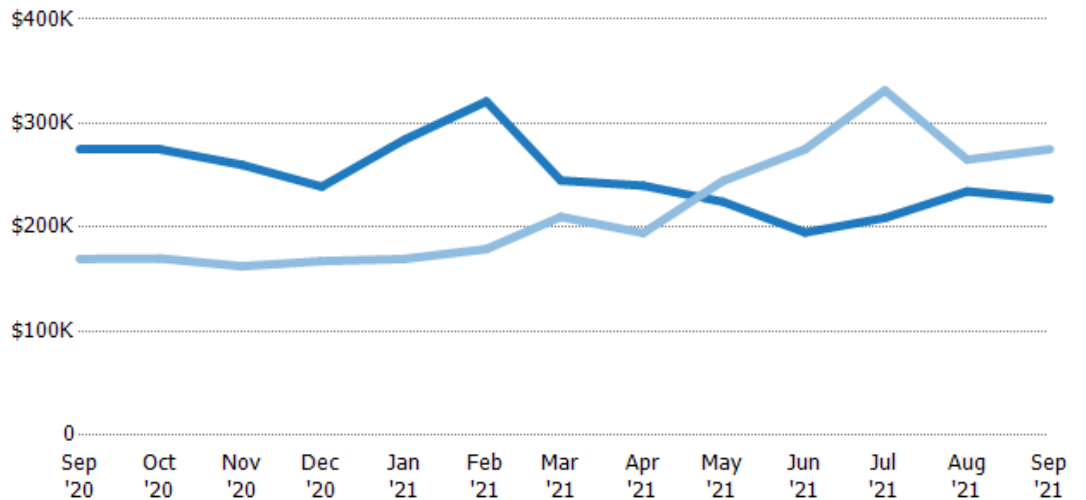
## Median Listing Price

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.
Sep '21	\$227K	-17.5%
Sep '20	\$275K	62.2%
Sep '19	\$170K	-19.6%



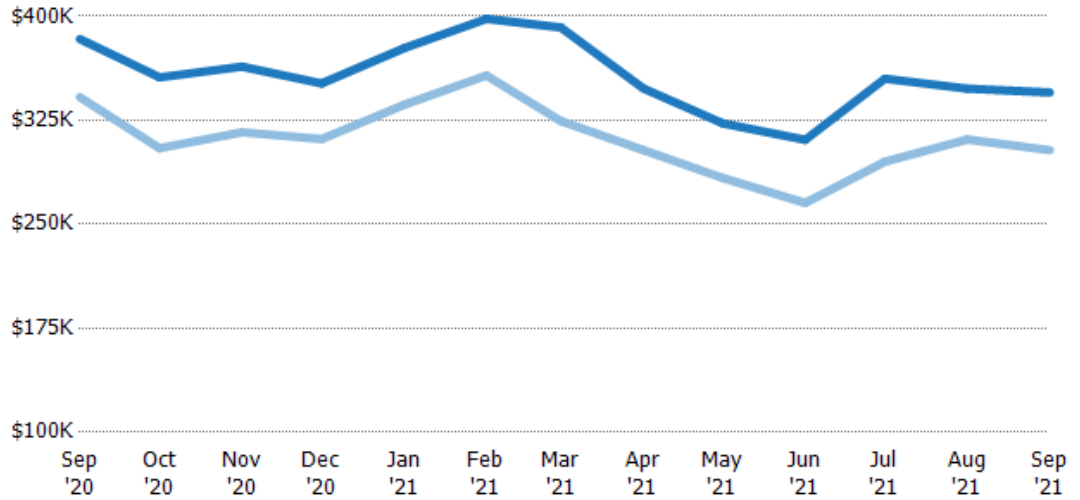
Current Year	\$275K	\$275K	\$260K	\$239K	\$284K	\$321K	\$245K	\$240K	\$225K	\$195K	\$209K	\$235K	\$227K
Prior Year	\$170K	\$170K	\$162K	\$167K	\$170K	\$179K	\$210K	\$195K	\$245K	\$275K	\$332K	\$265K	\$275K
Percent Change from Prior Year	62%	62%	60%	43%	68%	79%	17%	23%	-8%	-29%	-37%	-12%	-17%

## 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



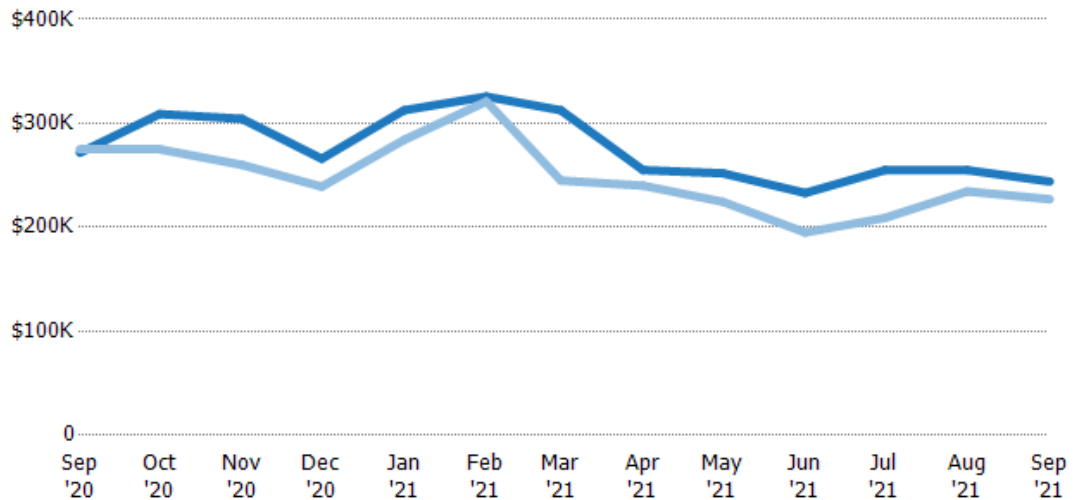
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$384K	\$356K	\$364K	\$352K	\$377K	\$398K	\$392K	\$348K	\$323K	\$311K	\$355K	\$348K	\$345K
Avg Listing Price	\$342K	\$305K	\$316K	\$311K	\$336K	\$357K	\$324K	\$304K	\$283K	\$265K	\$295K	\$311K	\$303K
Avg Listing Price as a % of Avg Est Value	89%	86%	87%	89%	89%	90%	83%	87%	88%	85%	83%	89%	88%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$272K	\$309K	\$304K	\$266K	\$313K	\$326K	\$313K	\$255K	\$252K	\$233K	\$255K	\$255K	\$244K
Median Listing Price	\$275K	\$275K	\$260K	\$239K	\$284K	\$321K	\$245K	\$240K	\$225K	\$195K	\$209K	\$235K	\$227K
Med Listing Price as a % of Med Est Value	101%	89%	85%	90%	91%	99%	78%	94%	89%	84%	82%	92%	93%

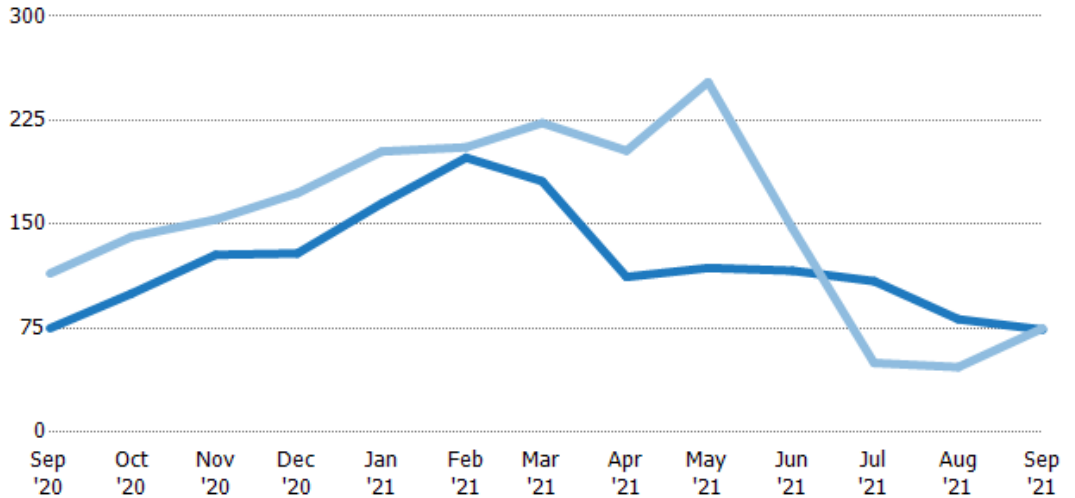
## Median Days in RPR

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.
Sep '21	74	-1.3%
Sep '20	75	-34.5%
Sep '19	115	14%



Current Year	75	100	128	129	165	198	181	112	119	117	109	81.5	74
Prior Year	115	141	154	173	203	206	223	203	253	147	50	47	75
Percent Change from Prior Year	-34%	-29%	-17%	-25%	-19%	-4%	-19%	-45%	-53%	-21%	118%	73%	-1%

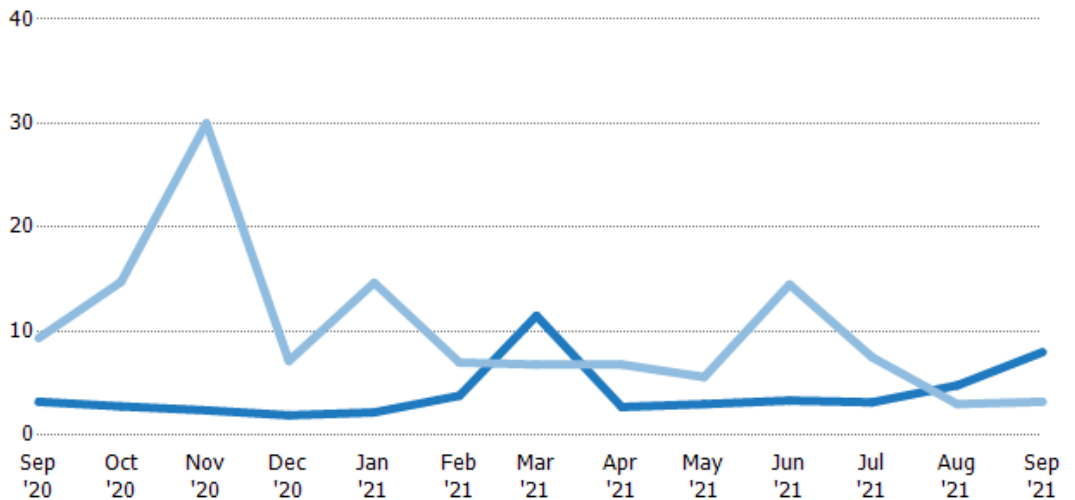
## Months of Inventory

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

Month/ Year	Months	% Chg.
Sep '21	8	148.3%
Sep '20	3.22	-65.5%
Sep '19	9.33	-61%



Current Year	3.22	2.78	2.4	1.92	2.2	3.8	11.5	2.71	3	3.33	3.17	4.8	8
Prior Year	9.33	14.8	30	7.14	14.7	7	6.8	6.8	5.6	14.5	7.5	3	3.22
Percent Change from Prior Year	-65%	-81%	-92%	-73%	-85%	-46%	69%	-60%	-46%	-77%	-58%	60%	148%

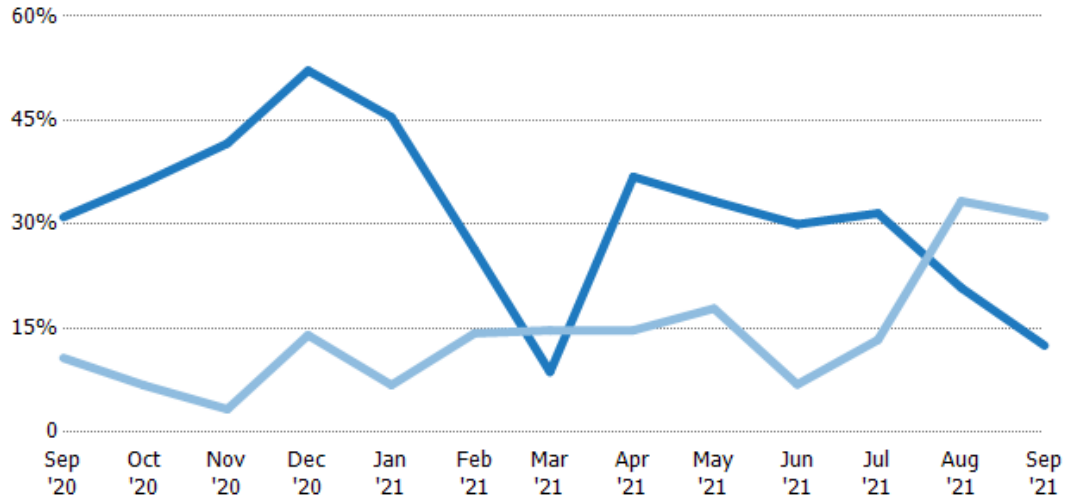
## Absorption Rate

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.
Sep '21	13%	18.5%
Sep '20	31%	-20.3%
Sep '19	11%	156.8%



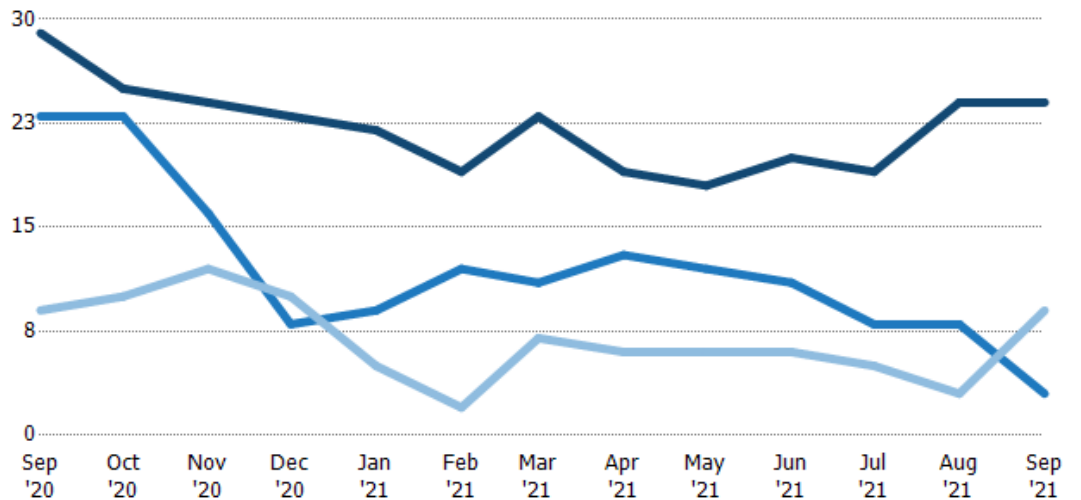
Current Year	31%	36%	42%	52%	45%	26%	9%	37%	33%	30%	32%	21%	13%
Prior Year	11%	7%	3%	14%	7%	14%	15%	15%	18%	7%	13%	33%	31%
Change from Prior Year	-20%	-29%	-38%	-38%	-39%	-12%	6%	-22%	-15%	-23%	-18%	13%	19%

## 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	29	25	24	23	22	19	23	19	18	20	19	24	24
Pending	23	23	16	8	9	12	11	13	12	11	8	8	3
Sold	9	10	12	10	5	2	7	6	6	6	5	3	9

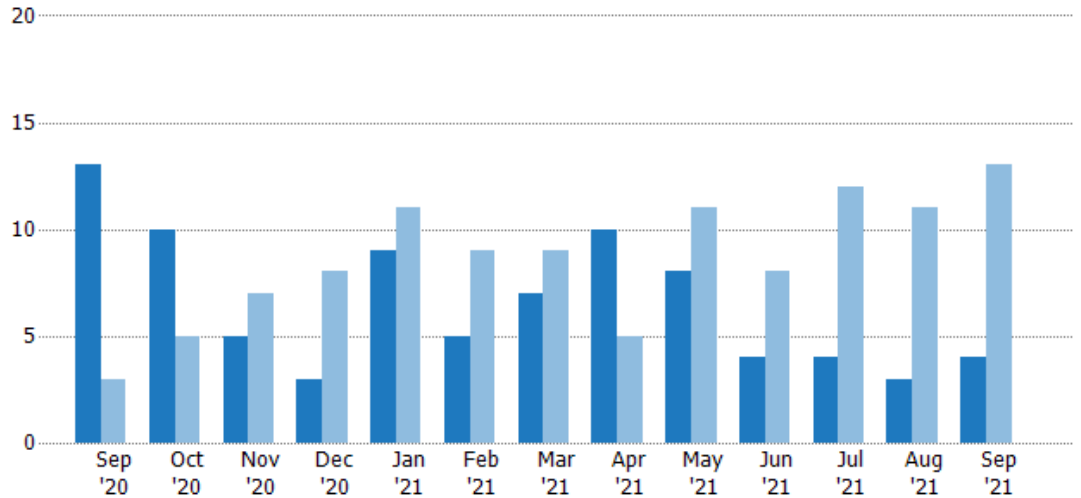
## New Pending Sales

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.
Sep '21	4	-69.2%
Sep '20	13	333.3%
Sep '19	3	166.7%



Current Year	13	10	5	3	9	5	7	10	8	4	4	3	4
Prior Year	3	5	7	8	11	9	9	5	11	8	12	11	13
Percent Change from Prior Year	333%	100%	-29%	-63%	-18%	-44%	-22%	100%	-27%	-50%	-67%	-73%	-69%

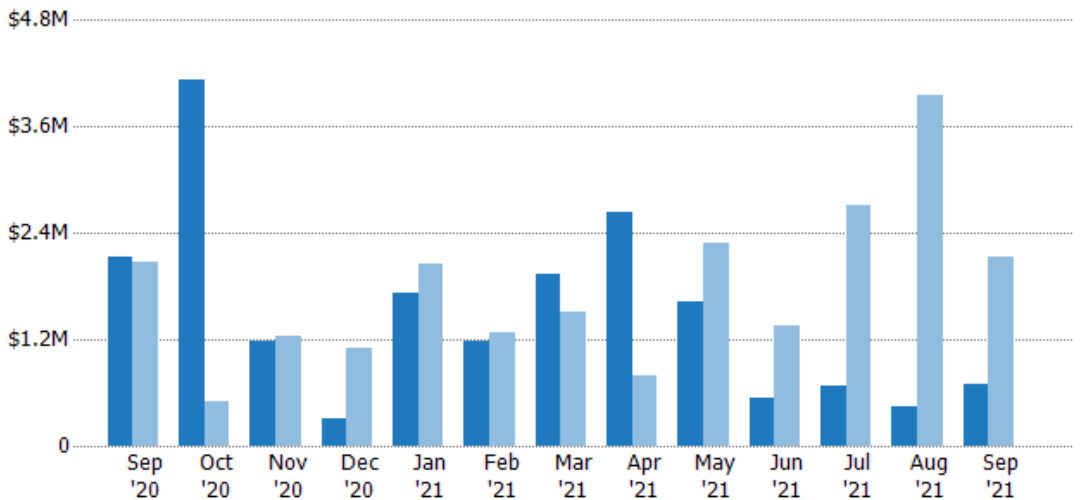
## New Pending Sales Volume

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.
Sep '21	\$700K	-67.1%
Sep '20	\$2.12M	2.2%
Sep '19	\$2.08M	-36.2%



Current Year	\$2.12M	\$4.12M	\$1.18M	\$301K	\$1.72M	\$1.18M	\$1.95M	\$2.63M	\$1.63M	\$545K	\$681K	\$446K	\$700K
Prior Year	\$2.08M	\$499K	\$1.23M	\$1.11M	\$2.05M	\$1.27M	\$1.51M	\$791K	\$2.28M	\$1.35M	\$2.72M	\$3.95M	\$2.12M
Percent Change from Prior Year	2%	726%	-5%	-73%	-16%	-7%	29%	233%	-28%	-60%	-75%	-89%	-67%



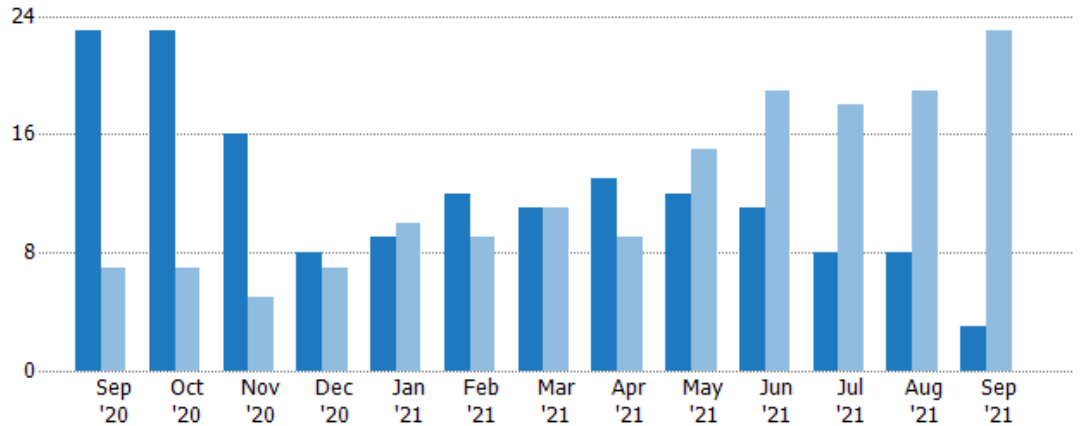
## Pending Sales

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.
Sep '21	3	-87%
Sep '20	23	228.6%
Sep '19	7	85.7%



Current Year	23	23	16	8	9	12	11	13	12	11	8	8	3
Prior Year	7	7	5	7	10	9	11	9	15	19	18	19	23
Percent Change from Prior Year	229%	229%	220%	14%	-10%	33%	0%	44%	-20%	-42%	-56%	-58%	-87%

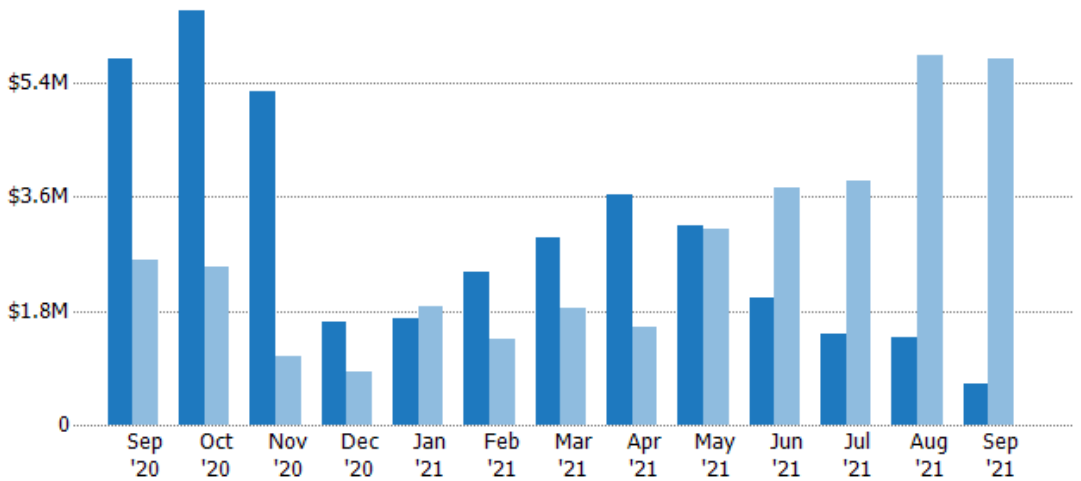
## Pending Sales Volume

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.
Sep '21	\$649K	-88.8%
Sep '20	\$5.77M	121.3%
Sep '19	\$2.61M	-26.1%



Current Year	\$5.77M	\$6.54M	\$5.27M	\$1.62M	\$1.67M	\$2.42M	\$2.94M	\$3.63M	\$3.15M	\$2.01M	\$1.43M	\$1.39M	\$649K
Prior Year	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.37M	\$1.85M	\$1.54M	\$3.08M	\$3.75M	\$3.85M	\$5.82M	\$5.77M
Percent Change from Prior Year	121%	161%	386%	95%	-10%	77%	59%	136%	2%	-46%	-63%	-76%	-89%

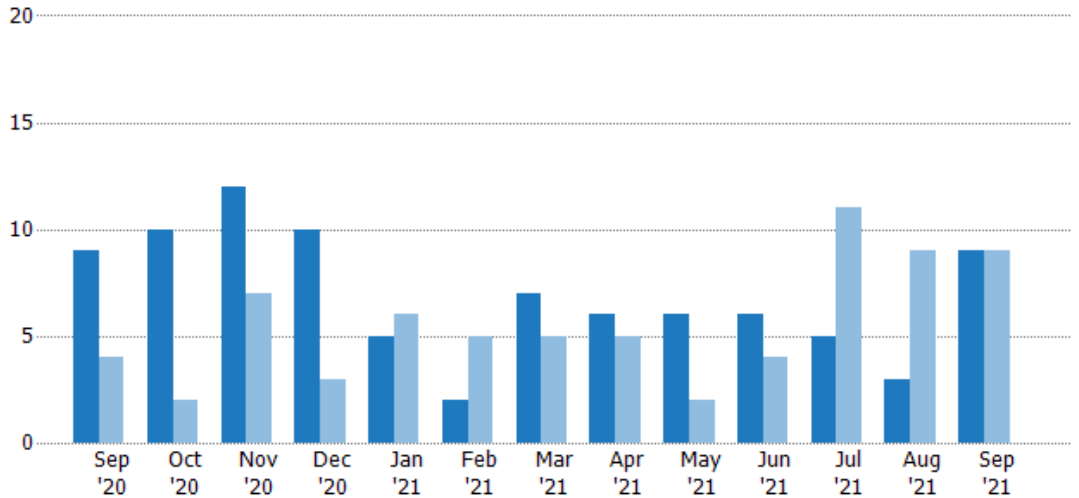
## Closed Sales

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.
Sep '21	9	0%
Sep '20	9	125%
Sep '19	4	25%



Current Year	9	10	12	10	5	2	7	6	6	6	5	3	9
Prior Year	4	2	7	3	6	5	5	5	2	4	11	9	9
Percent Change from Prior Year	125%	400%	71%	233%	-17%	-60%	40%	20%	200%	50%	-55%	-67%	0%

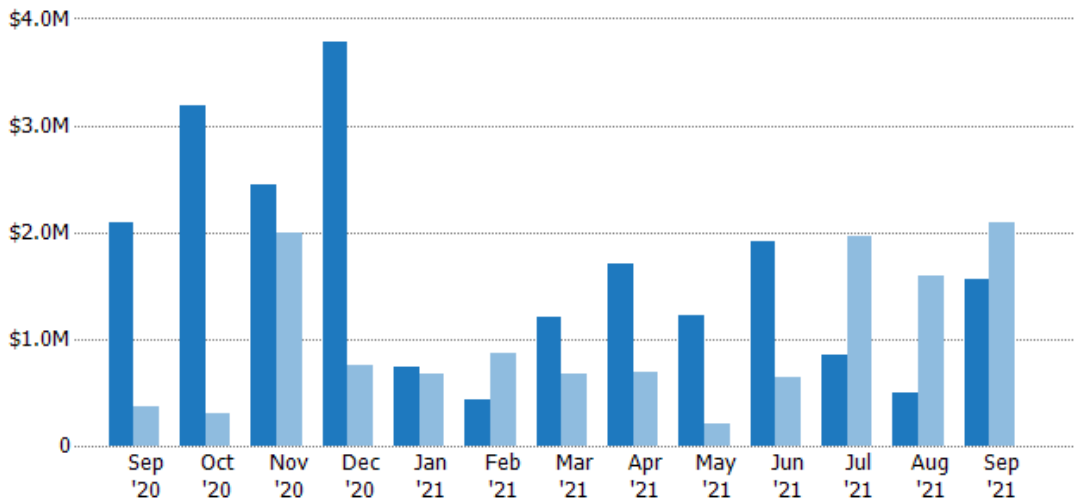
## Closed Sales Volume

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.
Sep '21	\$1.55M	-25.9%
Sep '20	\$2.1M	459.7%
Sep '19	\$375K	54.3%



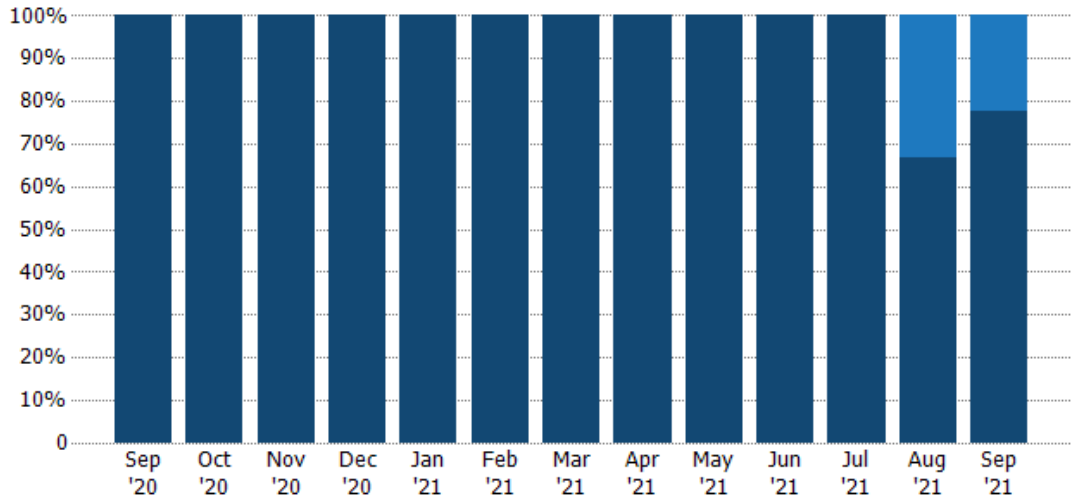
Current Year	\$2.1M	\$3.18M	\$2.44M	\$3.78M	\$737K	\$425K	\$1.21M	\$1.71M	\$1.22M	\$1.91M	\$845K	\$499K	\$1.55M
Prior Year	\$375K	\$304K	\$1.99M	\$753K	\$668K	\$873K	\$678K	\$685K	\$213K	\$635K	\$1.96M	\$1.58M	\$2.1M
Percent Change from Prior Year	460%	946%	22%	402%	10%	-51%	79%	149%	473%	201%	-57%	-69%	-26%

## 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



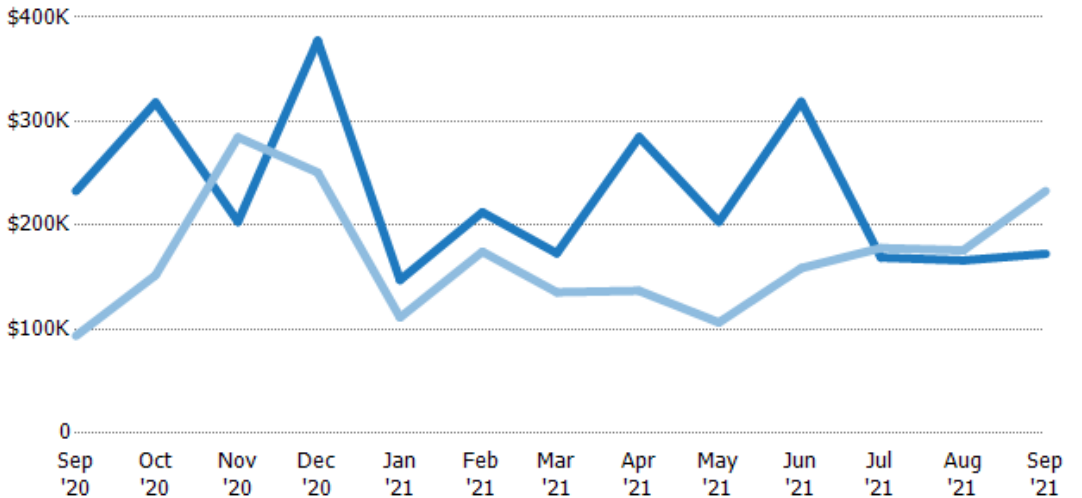
Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	33%	22%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	67%	78%

## 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.
Sep '21	\$173K	-25.9%
Sep '20	\$233K	148.7%
Sep '19	\$93.6K	23.5%

Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$233K	\$318K	\$203K	\$378K	\$147K	\$213K	\$173K	\$285K	\$203K	\$319K	\$169K	\$166K	\$173K
Prior Year	\$93.6K	\$152K	\$285K	\$251K	\$111K	\$175K	\$136K	\$137K	\$107K	\$159K	\$178K	\$176K	\$233K
Percent Change from Prior Year	149%	109%	-29%	51%	32%	22%	28%	108%	91%	101%	-5%	-6%	-26%

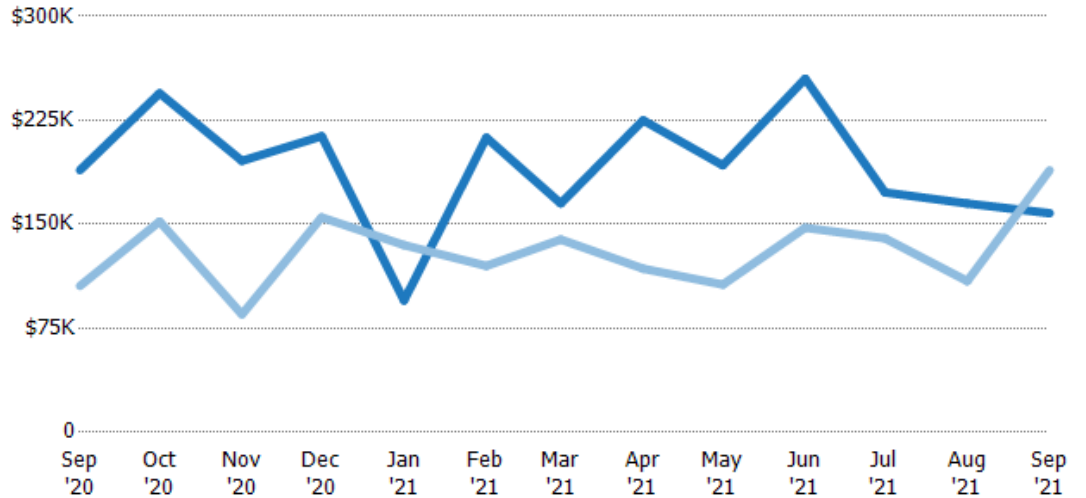
## Median Sales Price

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.
Sep '21	\$158K	-16.4%
Sep '20	\$189K	79.1%
Sep '19	\$106K	12.8%



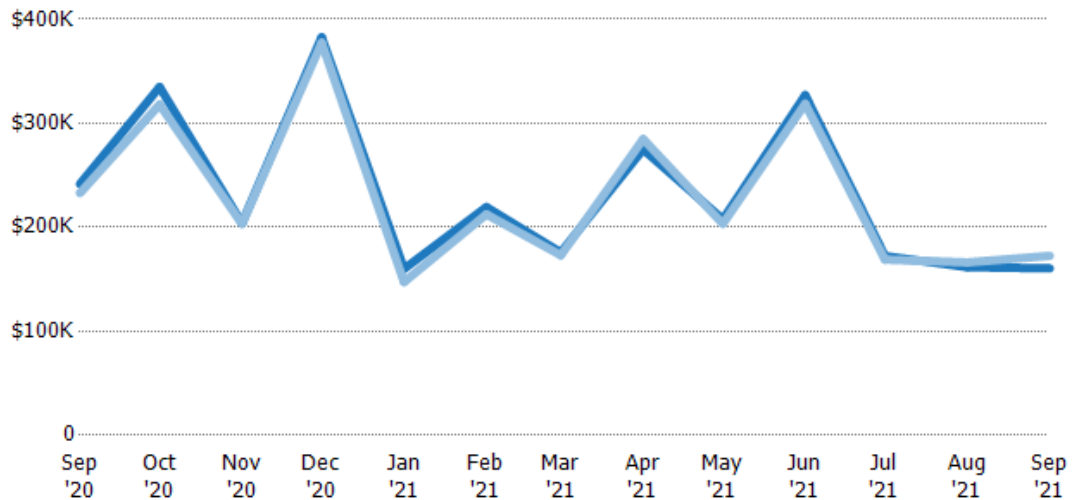
Current Year	\$189K	\$245K	\$196K	\$214K	\$95K	\$213K	\$165K	\$225K	\$193K	\$255K	\$173K	\$165K	\$158K
Prior Year	\$106K	\$152K	\$85K	\$155K	\$135K	\$120K	\$139K	\$118K	\$107K	\$148K	\$140K	\$109K	\$189K
Percent Change from Prior Year	79%	61%	130%	38%	-30%	77%	19%	91%	81%	73%	24%	51%	-16%

## 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



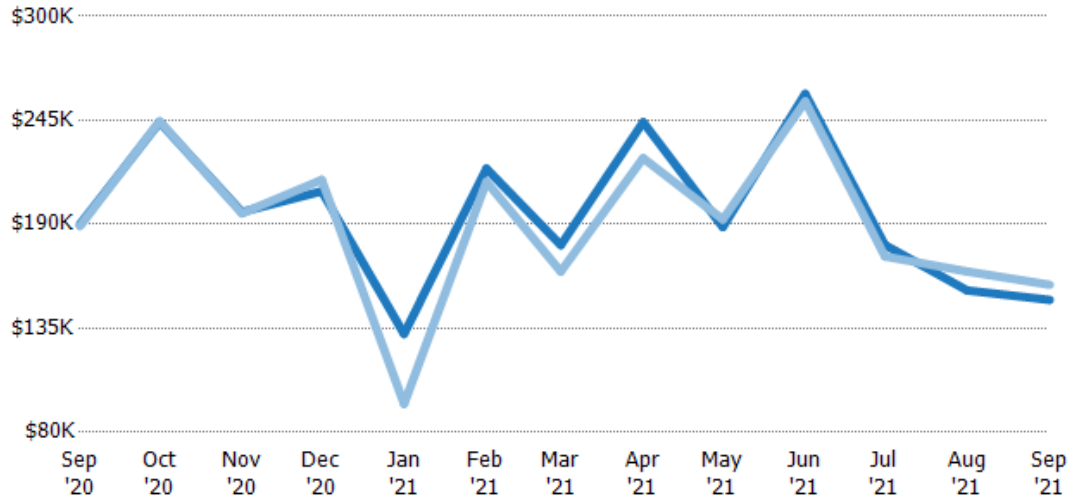
Avg List Price	\$242K	\$335K	\$204K	\$383K	\$160K	\$219K	\$176K	\$275K	\$208K	\$327K	\$172K	\$162K	\$160K
Avg Sales Price	\$233K	\$318K	\$203K	\$378K	\$147K	\$213K	\$173K	\$285K	\$203K	\$319K	\$169K	\$166K	\$173K
Avg Sales Price as a % of Avg List Price	96%	95%	100%	99%	92%	97%	98%	104%	98%	97%	98%	103%	108%

## 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



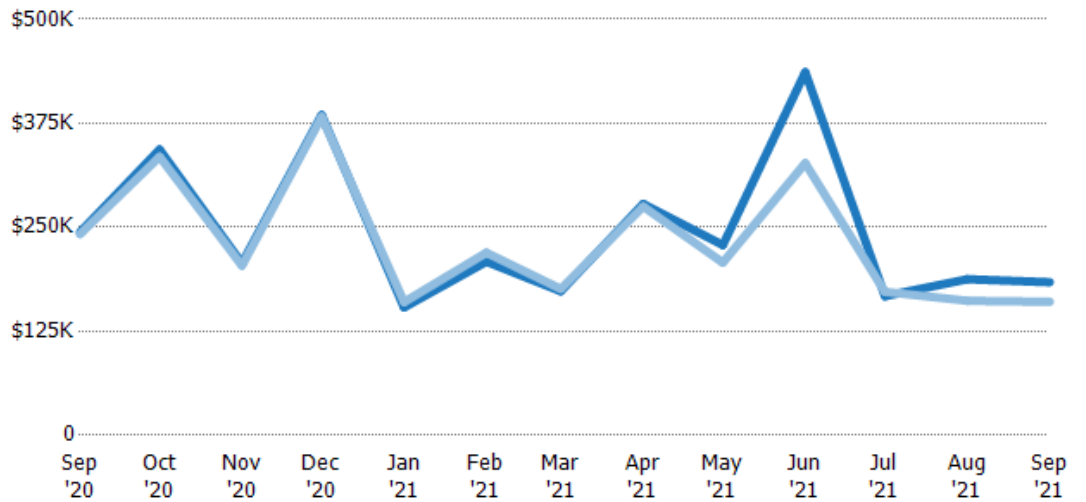
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$190K	\$244K	\$197K	\$207K	\$132K	\$219K	\$179K	\$244K	\$189K	\$259K	\$179K	\$155K	\$150K
Median Sales Price	\$189K	\$245K	\$196K	\$214K	\$95K	\$213K	\$165K	\$225K	\$193K	\$255K	\$173K	\$165K	\$158K
Med Sales Price as a % of Med List Price	100%	100%	100%	103%	72%	97%	92%	92%	102%	98%	97%	106%	105%

## 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



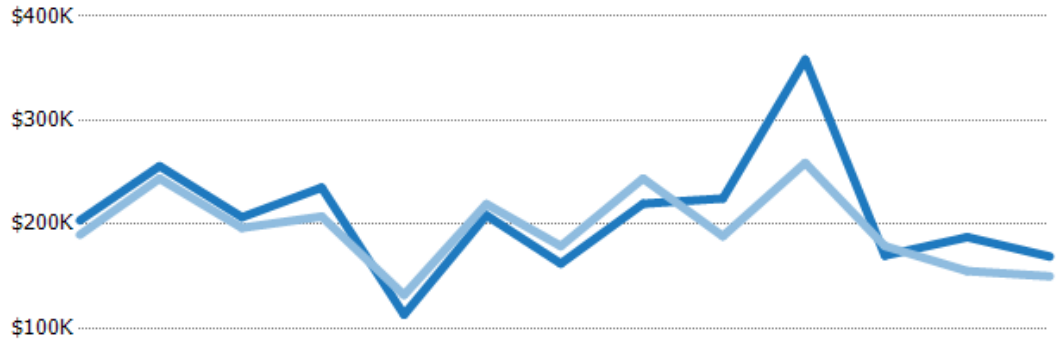
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$244K	\$344K	\$207K	\$385K	\$154K	\$209K	\$173K	\$278K	\$229K	\$436K	\$167K	\$188K	\$184K
Avg Sales Price	\$242K	\$335K	\$204K	\$383K	\$160K	\$219K	\$176K	\$275K	\$208K	\$327K	\$172K	\$162K	\$160K
Avg Sales Price as a % of Avg Est Value	99%	97%	99%	99%	104%	105%	102%	99%	91%	75%	103%	86%	87%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$204K	\$256K	\$207K	\$235K	\$113K	\$209K	\$162K	\$220K	\$225K	\$358K	\$170K	\$188K	\$169K
Median Sales Price	\$190K	\$244K	\$197K	\$207K	\$132K	\$219K	\$179K	\$244K	\$189K	\$259K	\$179K	\$155K	\$150K
Med Sales Price as a % of Med Est Value	93%	95%	95%	88%	117%	105%	110%	111%	84%	72%	105%	83%	89%