

## 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	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	4	+25%	73	86	-15.1%
New Listing Volume	\$1,235,900	\$625,800	+97.5%	\$16,852,100	\$22,524,196	-25.2%
Active Listing Count	10	23	-56.5%	N/A	N/A	
Active Listing Volume	\$3,804,400	\$7,163,597	-46.9%	N/A	N/A	
Average Listing Price	\$380,440	\$311,461	+22.1%	\$332,279	\$311,257	+6.8%
Median Listing Price	\$279,000	\$239,000	+16.7%	\$253,435	\$244,921	+3.5%
Median Days in RPR	39.5	129	-69.4%	105.46	124.26	-15.1%
Months of Inventory	2	1.9	+4.3%	2.2	7.1	-69.5%
Absorption Rate	50%	52.17%	-2.2%	46.07%	14.06%	+32%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	2	3	-33.3%	74	107	-30.8%
New Pending Sales Volume	\$418,000	\$300,899	+38.9%	\$16,194,994	\$23,634,999	-31.5%
Pending Sales Count	6	8	-25%	N/A	N/A	
Pending Sales Volume	\$1,199,700	\$1,622,899	-26.1%	N/A	N/A	
Closed Sales Count	7	10	-30%	68	88	-22.7%
Closed Sales Volume	\$1,216,400	\$3,775,900	-67.8%	\$14,305,340	\$18,787,210	-23.9%
Average Sales Price	\$173,771	\$377,590	-54%	\$210,373	\$213,491	-1.5%
Median Sales Price	\$192,000	\$213,500	-10.1%	\$206,843	\$166,453	+24.3%

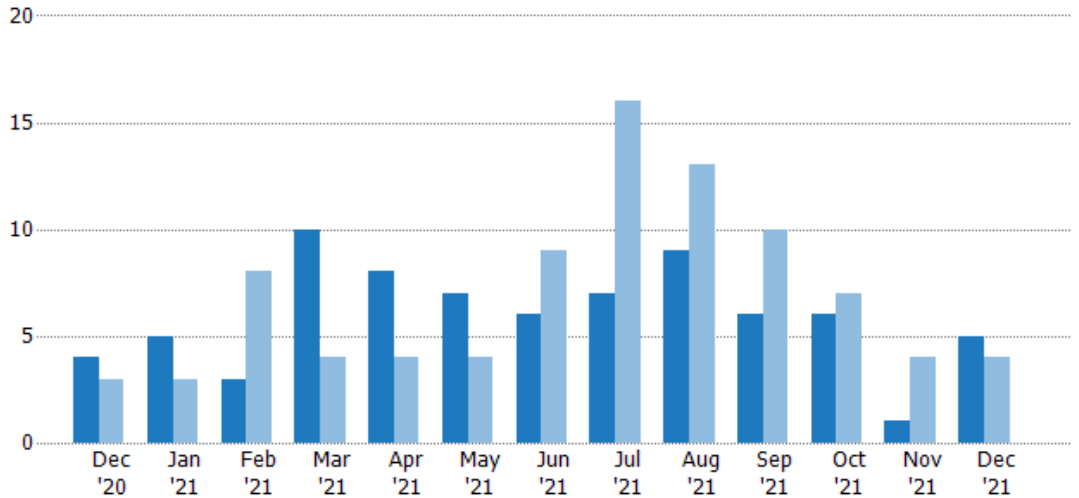
## New Listings

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.
Dec '21	5	25%
Dec '20	4	33.3%
Dec '19	3	-33.3%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	4	5	3	10	8	7	6	7	9	6	6	1	5
Prior Year	3	3	8	4	4	4	9	16	13	10	7	4	4
Percent Change from Prior Year	33%	67%	-63%	150%	100%	75%	-33%	-56%	-31%	-40%	-14%	-75%	25%

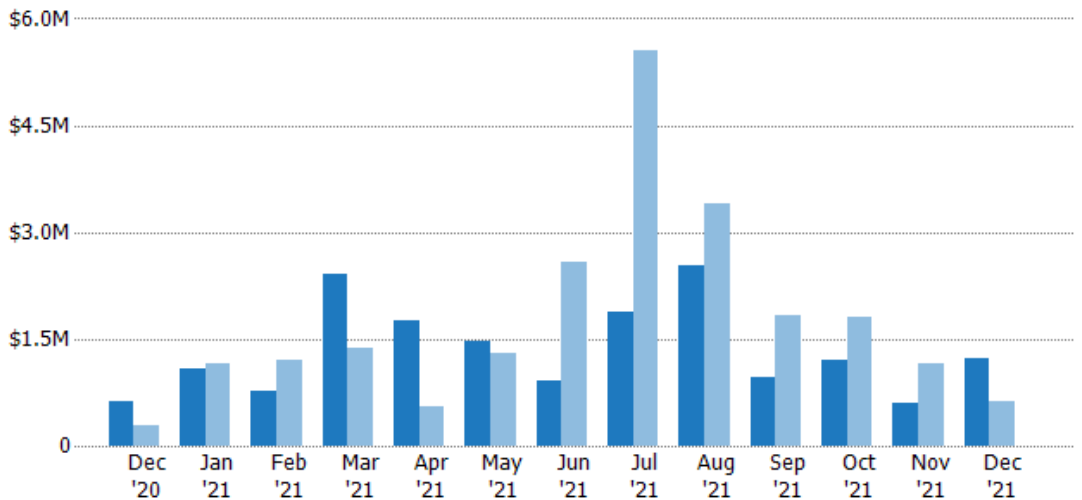
## New Listing Volume

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.
Dec '21	\$1.24M	97.5%
Dec '20	\$626K	113.7%
Dec '19	\$293K	4.1%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$626K	\$1.08M	\$769K	\$2.42M	\$1.76M	\$1.46M	\$922K	\$1.89M	\$2.54M	\$964K	\$1.21M	\$610K	\$1.24M
Prior Year	\$293K	\$1.15M	\$1.21M	\$1.38M	\$556K	\$1.31M	\$2.57M	\$5.56M	\$3.39M	\$1.83M	\$1.8M	\$1.15M	\$626K
Percent Change from Prior Year	114%	-6%	-37%	76%	217%	12%	-64%	-66%	-25%	-47%	-33%	-47%	97%

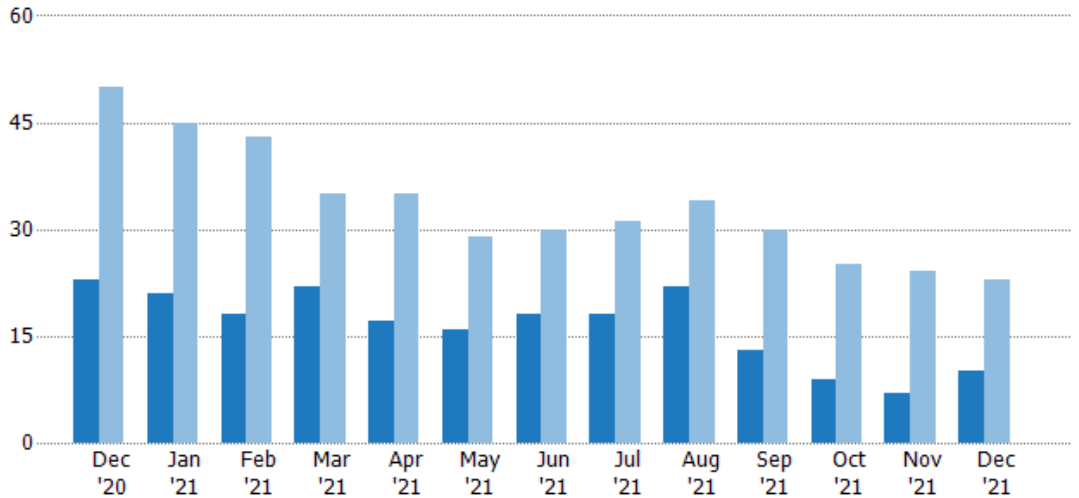
## Active Listings

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.
Dec '21	10	-56.5%
Dec '20	23	-54%
Dec '19	50	-34%



Current Year	23	21	18	22	17	16	18	18	22	13	9	7	10
Prior Year	50	45	43	35	35	29	30	31	34	30	25	24	23
Percent Change from Prior Year	-54%	-53%	-58%	-37%	-51%	-45%	-40%	-42%	-35%	-57%	-64%	-71%	-57%

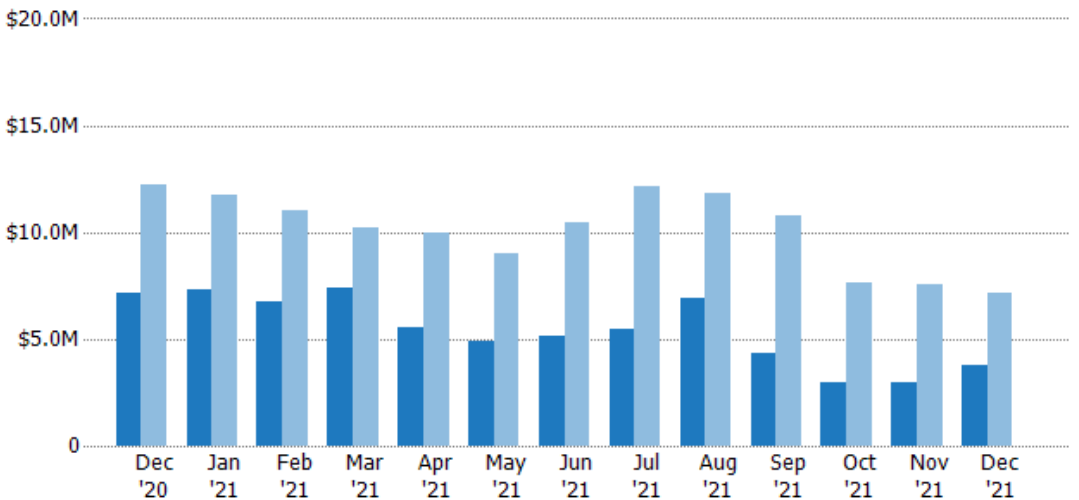
## Active Listing Volume

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.
Dec '21	\$3.8M	-46.9%
Dec '20	\$7.16M	-41.4%
Dec '19	\$12.2M	-32.3%



Current Year	\$7.16M	\$7.33M	\$6.73M	\$7.39M	\$5.56M	\$4.89M	\$5.1M	\$5.49M	\$6.9M	\$4.31M	\$2.97M	\$2.99M	\$3.8M
Prior Year	\$12.2M	\$11.7M	\$11M	\$10.2M	\$10M	\$9M	\$10.4M	\$12.1M	\$11.8M	\$10.8M	\$7.62M	\$7.59M	\$7.16M
Percent Change from Prior Year	-41%	-38%	-39%	-28%	-44%	-46%	-51%	-55%	-42%	-60%	-61%	-61%	-47%

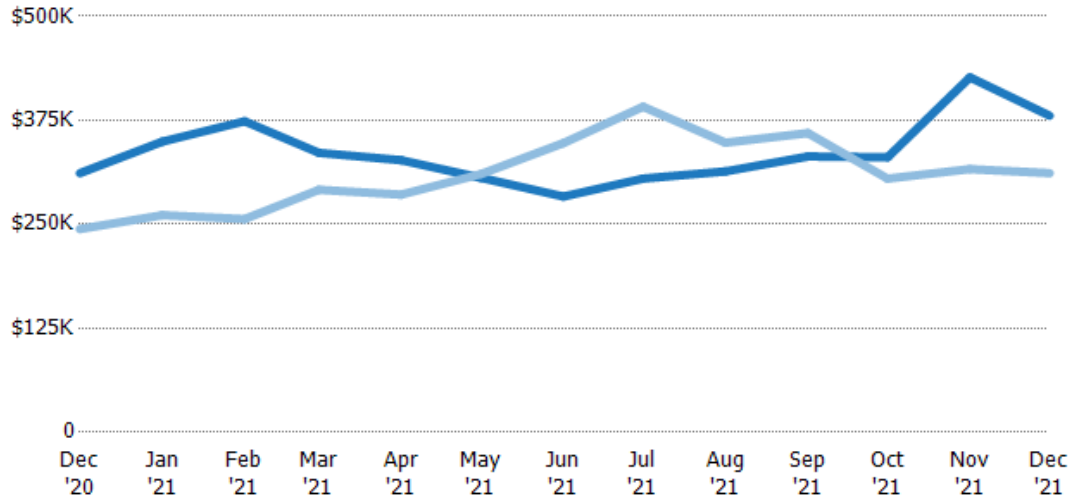
## Average Listing Price

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.
Dec '21	\$380K	22.1%
Dec '20	\$311K	27.5%
Dec '19	\$244K	2.6%



Current Year	\$311K	\$349K	\$374K	\$336K	\$327K	\$306K	\$283K	\$305K	\$314K	\$331K	\$330K	\$427K	\$380K
Prior Year	\$244K	\$261K	\$256K	\$291K	\$286K	\$310K	\$348K	\$391K	\$348K	\$360K	\$305K	\$316K	\$311K
Percent Change from Prior Year	27%	34%	46%	15%	14%	-1%	-19%	-22%	-10%	-8%	8%	35%	22%

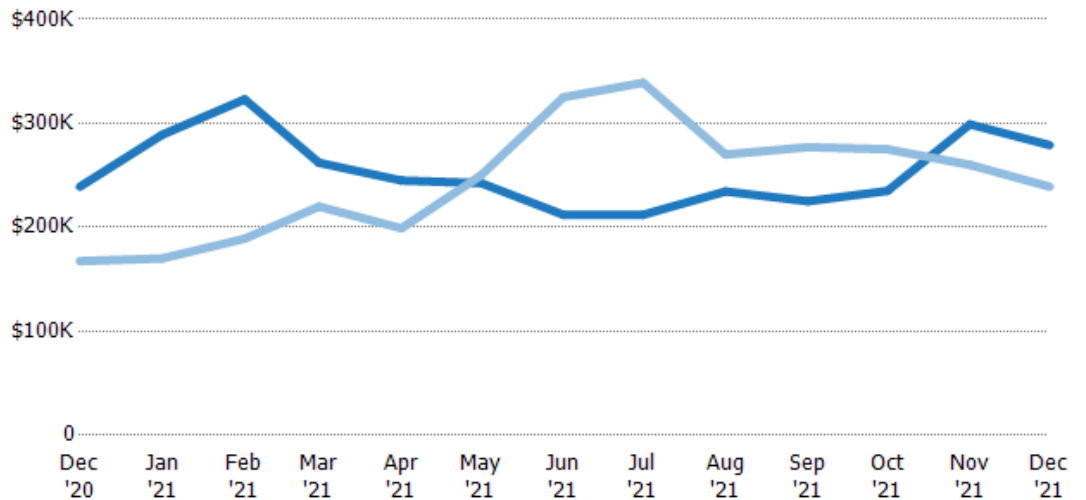
## Median Listing Price

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.
Dec '21	\$279K	16.7%
Dec '20	\$239K	42.7%
Dec '19	\$167K	-30.8%



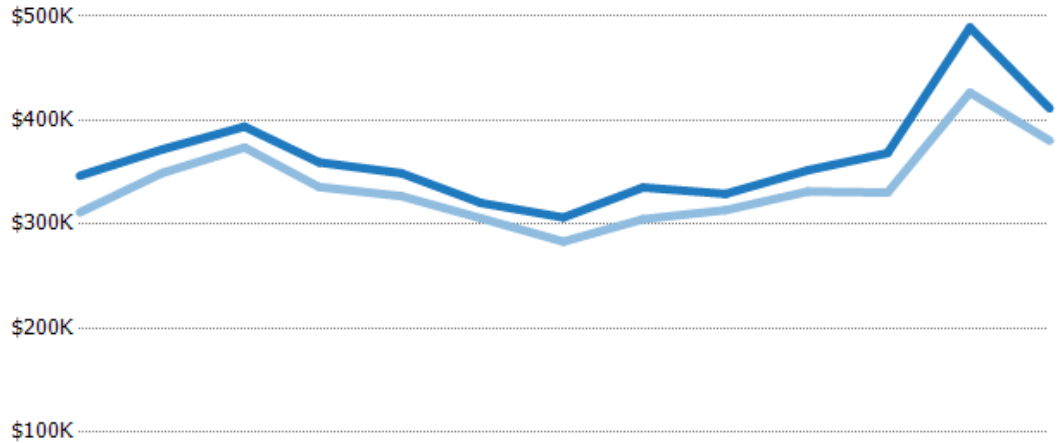
Current Year	\$239K	\$289K	\$323K	\$262K	\$245K	\$243K	\$212K	\$212K	\$235K	\$225K	\$235K	\$299K	\$279K
Prior Year	\$167K	\$170K	\$189K	\$220K	\$199K	\$250K	\$325K	\$339K	\$270K	\$277K	\$275K	\$260K	\$239K
Percent Change from Prior Year	43%	70%	71%	19%	23%	-3%	-35%	-37%	-13%	-19%	-15%	15%	17%

## 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



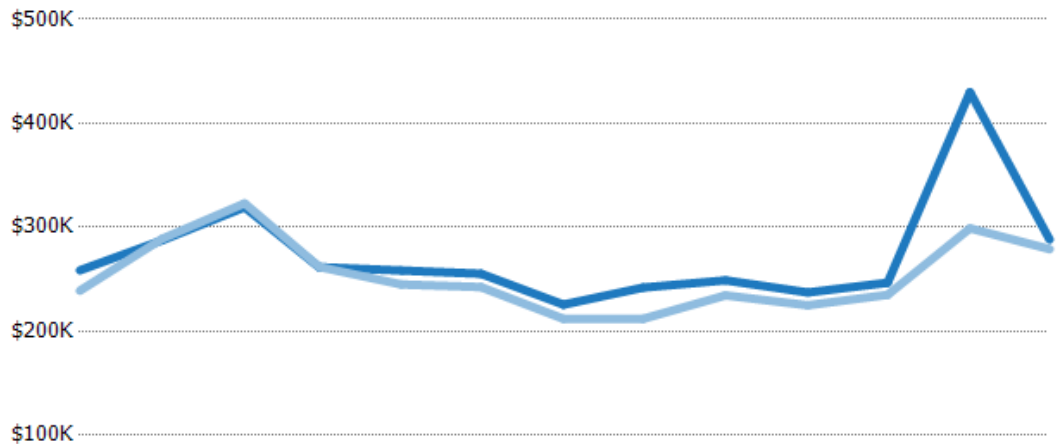
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg Est Value	\$347K	\$372K	\$394K	\$360K	\$349K	\$320K	\$307K	\$335K	\$329K	\$352K	\$368K	\$489K	\$411K
Avg Listing Price	\$311K	\$349K	\$374K	\$336K	\$327K	\$306K	\$283K	\$305K	\$314K	\$331K	\$330K	\$427K	\$380K
Avg Listing Price as a % of Avg Est Value	90%	94%	95%	93%	94%	95%	92%	91%	95%	94%	90%	87%	92%

## 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



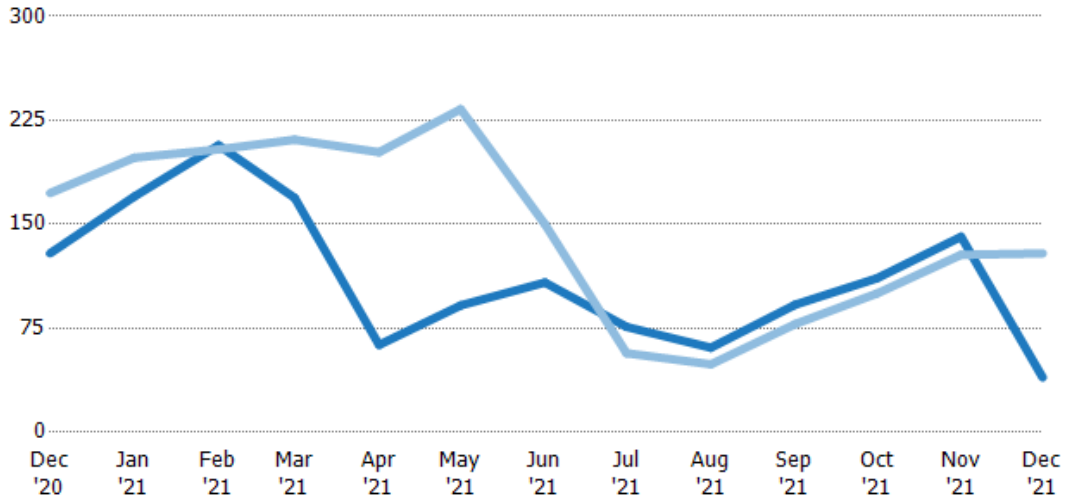
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$259K	\$288K	\$319K	\$262K	\$258K	\$255K	\$226K	\$242K	\$249K	\$237K	\$247K	\$430K	\$288K
Median Listing Price	\$239K	\$289K	\$323K	\$262K	\$245K	\$243K	\$212K	\$212K	\$235K	\$225K	\$235K	\$299K	\$279K
Med Listing Price as a % of Med Est Value	92%	101%	101%	100%	95%	95%	94%	88%	94%	95%	95%	70%	97%

## 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



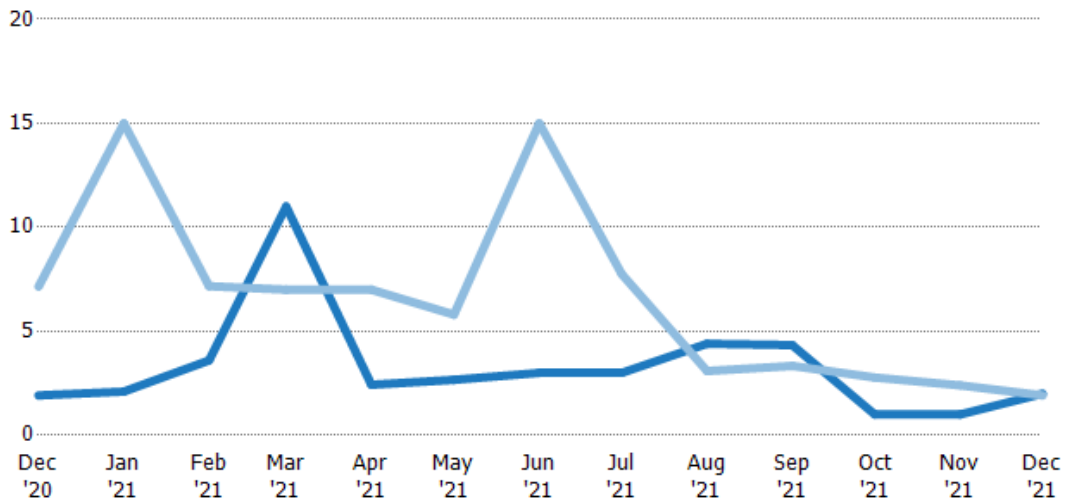
Month/Year	Days	% Chg.
Dec '21	39.5	-69.4%
Dec '20	129	-25.2%
Dec '19	173	-15.9%

## 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



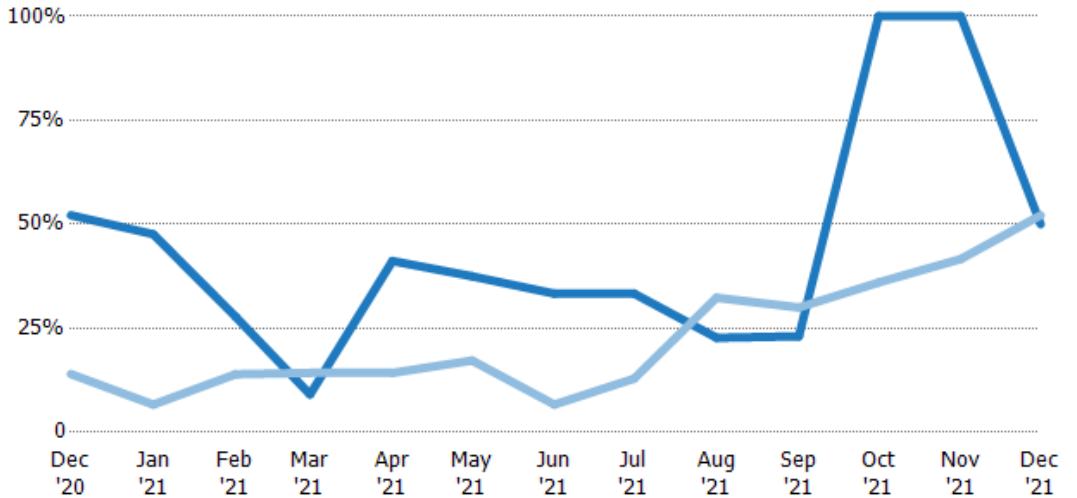
Month/Year	Months	% Chg.
Dec '21	2	4.4%
Dec '20	1.92	-73.2%
Dec '19	7.14	-7.6%

## 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



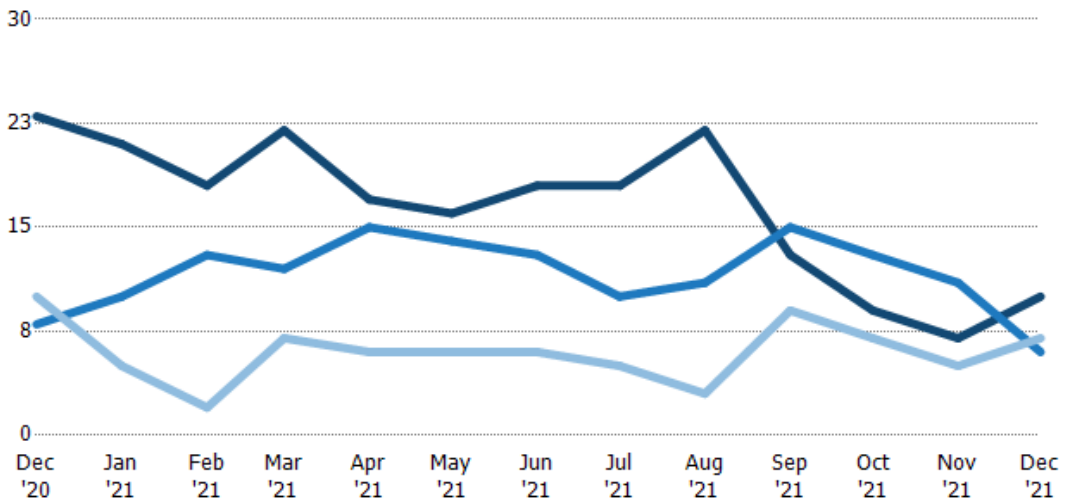
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	52%	48%	28%	9%	41%	38%	33%	33%	23%	23%	100%	100%	50%
Prior Year	14%	7%	14%	14%	14%	17%	7%	13%	32%	30%	36%	42%	52%
Change from Prior Year	-38%	-41%	-14%	5%	-27%	-20%	-27%	-20%	10%	7%	-64%	-58%	2%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Active	23	21	18	22	17	16	18	18	22	13	9	7	10
Pending	8	10	13	12	15	14	13	10	11	15	13	11	6
Sold	10	5	2	7	6	6	6	5	3	9	7	5	7

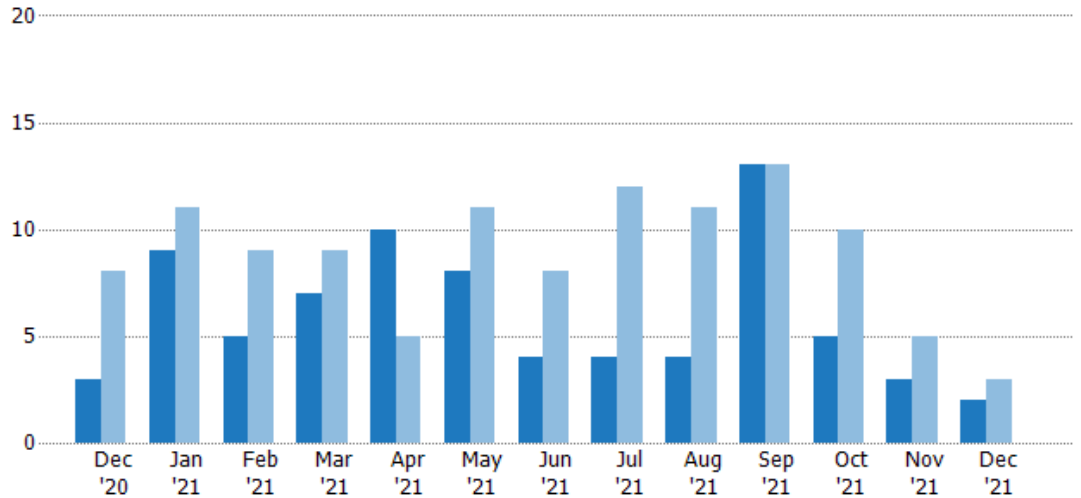
## New Pending Sales

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.
Dec '21	2	-33.3%
Dec '20	3	-62.5%
Dec '19	8	-87.5%



Current Year	3	9	5	7	10	8	4	4	4	13	5	3	2
Prior Year	8	11	9	9	5	11	8	12	11	13	10	5	3
Percent Change from Prior Year	-63%	-18%	-44%	-22%	100%	-27%	-50%	-67%	-64%	0%	-50%	-40%	-33%

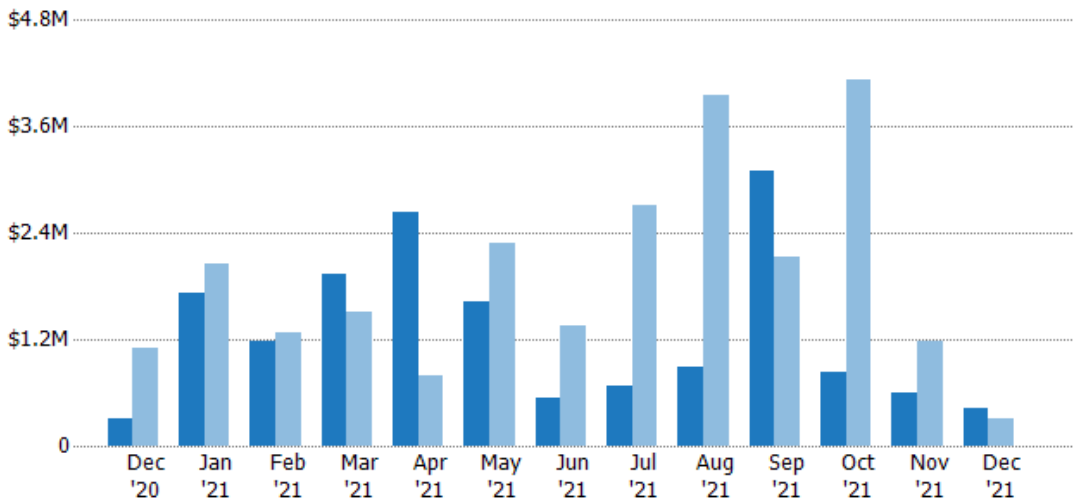
## New Pending Sales Volume

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.
Dec '21	\$418K	38.9%
Dec '20	\$301K	-72.8%
Dec '19	\$1.11M	-89.4%



Current Year	\$301K	\$1.72M	\$1.18M	\$1.95M	\$2.63M	\$1.63M	\$545K	\$681K	\$895K	\$3.1M	\$838K	\$598K	\$418K
Prior Year	\$1.11M	\$2.05M	\$1.27M	\$1.51M	\$791K	\$2.28M	\$1.35M	\$2.72M	\$3.95M	\$2.12M	\$4.12M	\$1.18M	\$301K
Percent Change from Prior Year	-73%	-16%	-7%	29%	233%	-28%	-60%	-75%	-77%	46%	-80%	-49%	39%

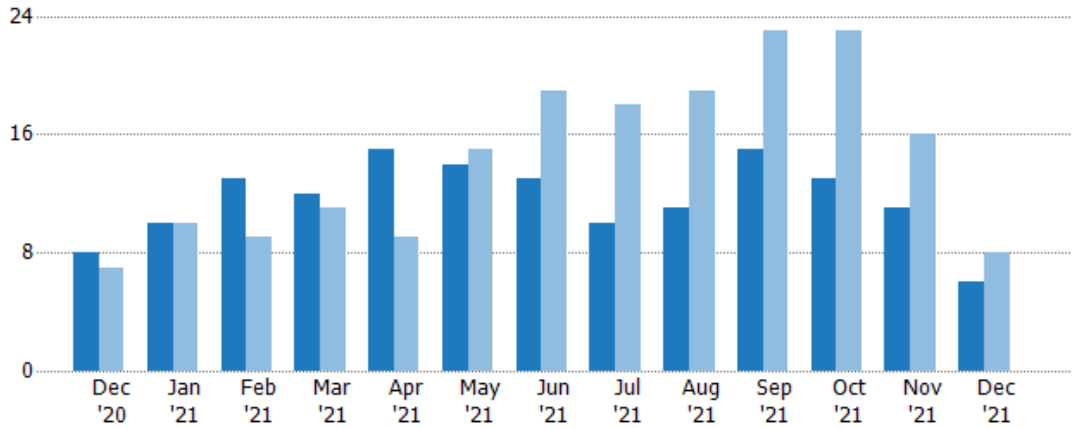


## Pending Sales

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



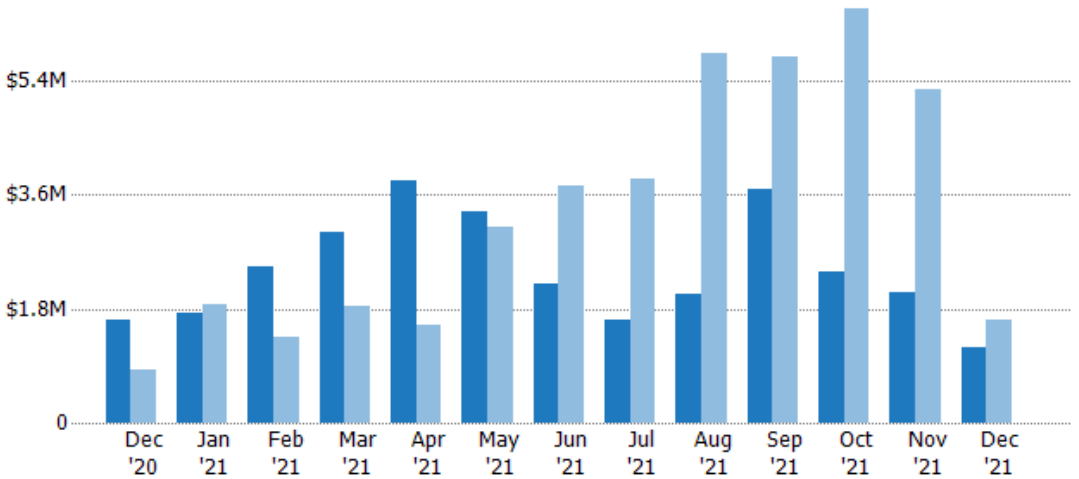
Month/Year	Count	% Chg.
Dec '21	6	-25%
Dec '20	8	14.3%
Dec '19	7	-28.6%

## 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.
Dec '21	\$1.2M	-26.1%
Dec '20	\$1.62M	94.9%
Dec '19	\$833K	69.9%

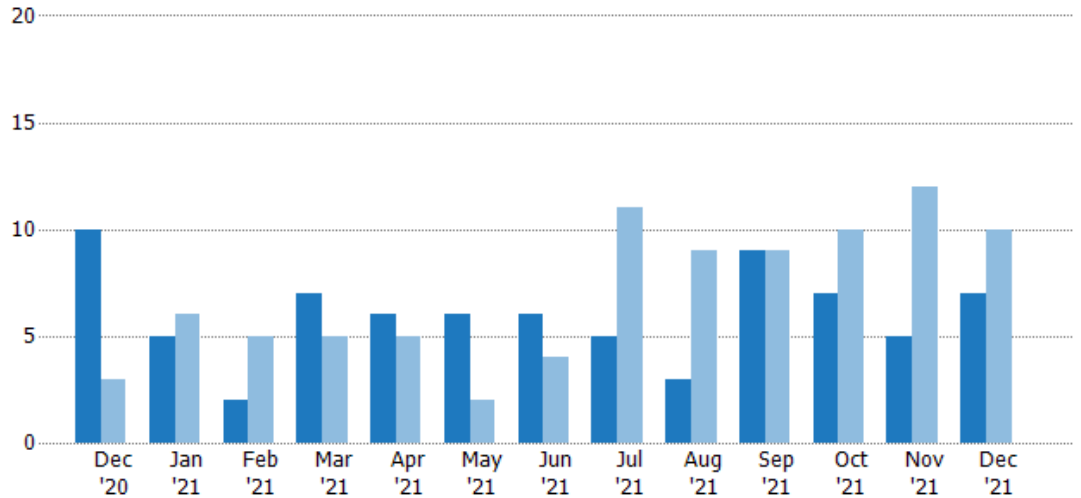
## Closed Sales

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.
Dec '21	7	-30%
Dec '20	10	233.3%
Dec '19	3	66.7%



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	10	5	2	7	6	6	6	5	3	9	7	5	7
Prior Year	3	6	5	5	5	2	4	11	9	9	10	12	10
Percent Change from Prior Year	233%	-17%	-60%	40%	20%	200%	50%	-55%	-67%	0%	-30%	-58%	-30%

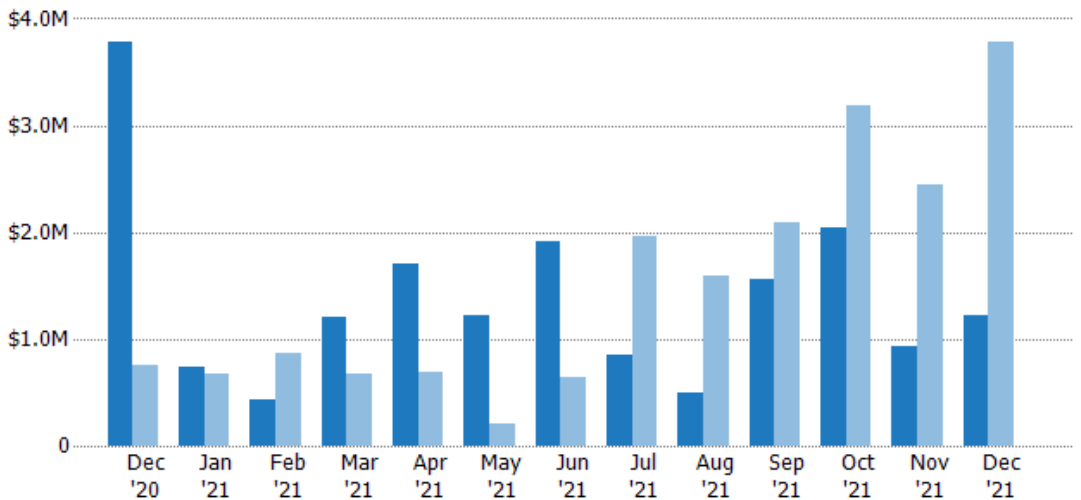
## Closed Sales Volume

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.
Dec '21	\$1.22M	-67.8%
Dec '20	\$3.78M	401.8%
Dec '19	\$753K	-56.6%



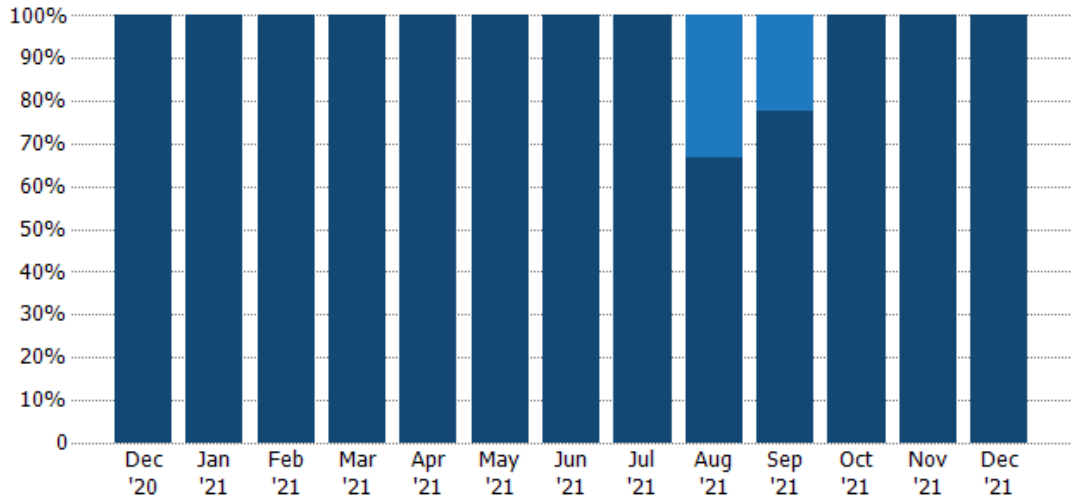
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$3.78M	\$737K	\$425K	\$1.21M	\$1.71M	\$1.22M	\$1.91M	\$845K	\$499K	\$1.55M	\$2.05M	\$931K	\$1.22M
Prior Year	\$753K	\$668K	\$873K	\$678K	\$685K	\$213K	\$635K	\$1.96M	\$1.58M	\$2.1M	\$3.18M	\$2.44M	\$3.78M
Percent Change from Prior Year	402%	10%	-51%	79%	149%	473%	201%	-57%	-69%	-26%	-36%	-62%	-68%

## 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



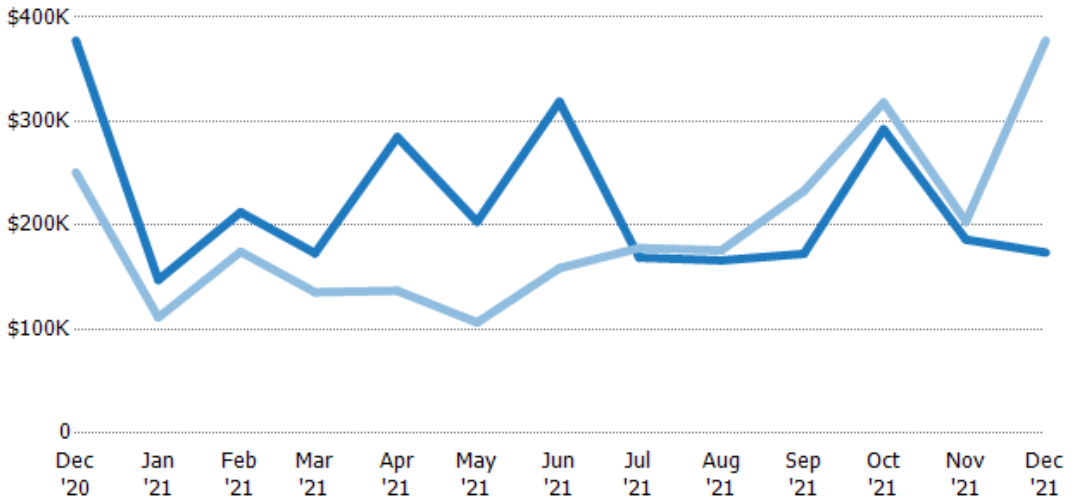
Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Condo/Townhouse	-	-	-	-	-	-	-	-	33%	22%	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	67%	78%	100%	100%	100%

## 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.
Dec '21	\$174K	-54%
Dec '20	\$378K	50.5%
Dec '19	\$251K	-74%

Property Type	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	\$378K	\$147K	\$213K	\$173K	\$285K	\$203K	\$319K	\$169K	\$166K	\$173K	\$292K	\$186K	\$174K
Prior Year	\$251K	\$111K	\$175K	\$136K	\$137K	\$107K	\$159K	\$178K	\$176K	\$233K	\$318K	\$203K	\$378K
Percent Change from Prior Year	51%	32%	22%	28%	108%	91%	101%	-5%	-6%	-26%	-8%	-8%	-54%

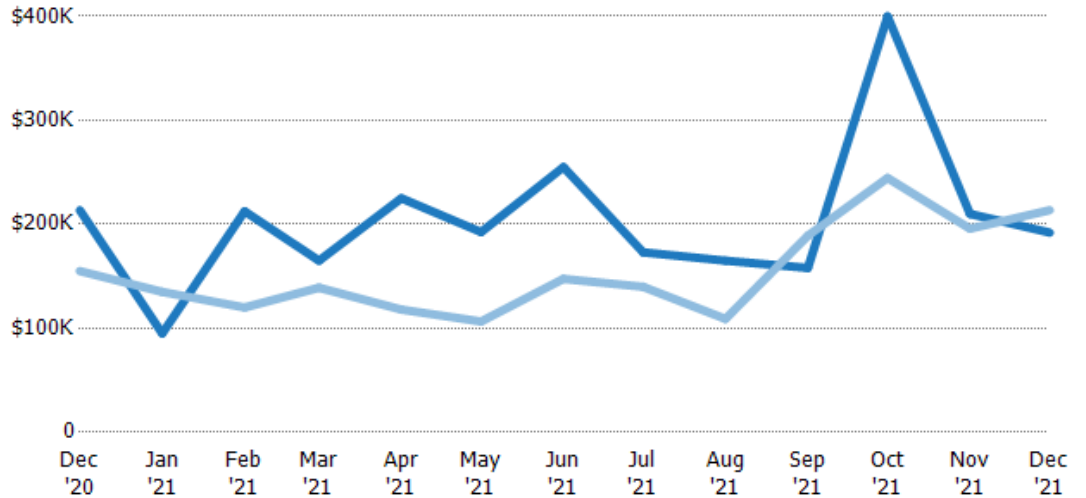
## Median Sales Price

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.
Dec '21	\$192K	-10.1%
Dec '20	\$214K	37.7%
Dec '19	\$155K	-63.2%



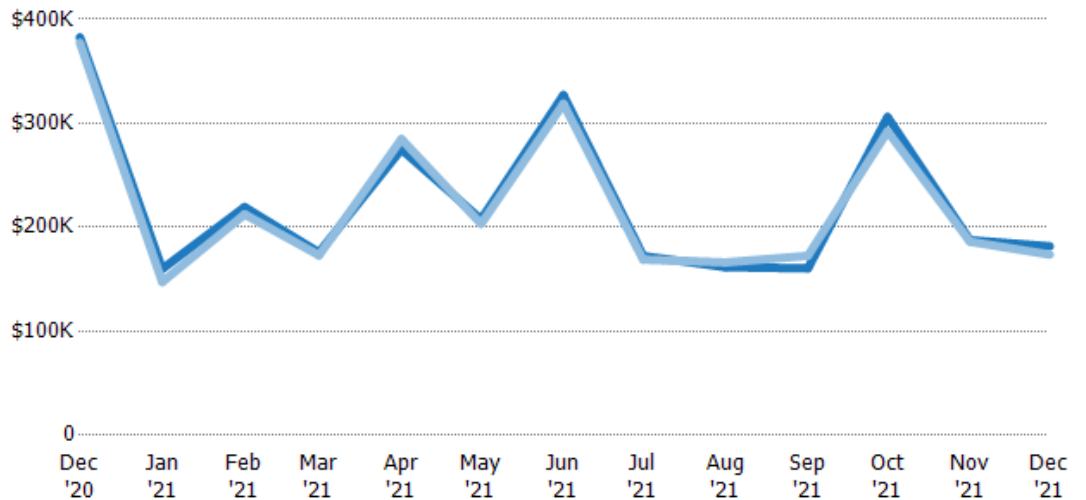
Current Year	\$214K	\$95K	\$213K	\$165K	\$225K	\$193K	\$255K	\$173K	\$165K	\$158K	\$400K	\$210K	\$192K
Prior Year	\$155K	\$135K	\$120K	\$139K	\$118K	\$107K	\$148K	\$140K	\$109K	\$189K	\$245K	\$196K	\$214K
Percent Change from Prior Year	38%	-30%	77%	19%	91%	81%	73%	24%	51%	-16%	64%	7%	-10%

## 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



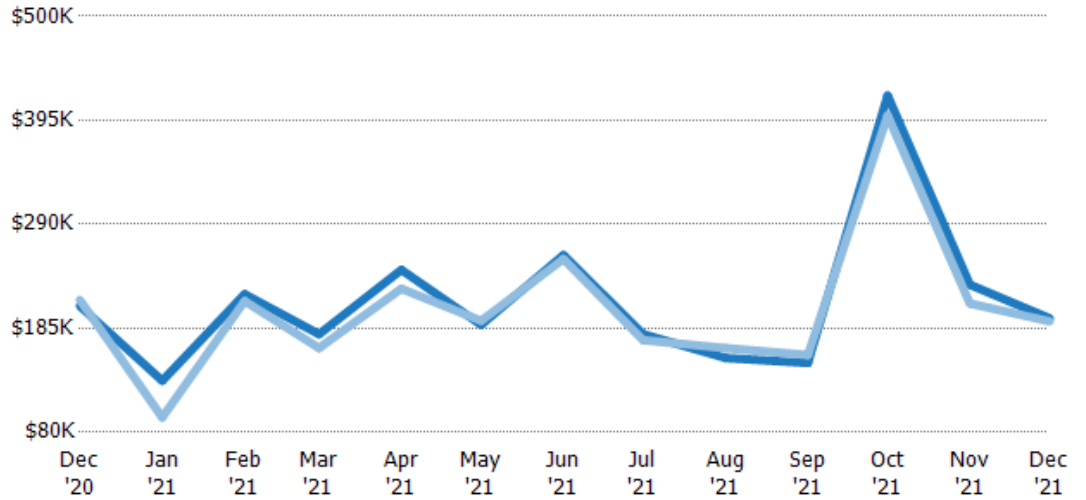
Avg List Price	\$383K	\$160K	\$219K	\$176K	\$275K	\$208K	\$327K	\$172K	\$162K	\$160K	\$306K	\$188K	\$182K
Avg Sales Price	\$378K	\$147K	\$213K	\$173K	\$285K	\$203K	\$319K	\$169K	\$166K	\$173K	\$292K	\$186K	\$174K
Avg Sales Price as a % of Avg List Price	99%	92%	97%	98%	104%	98%	97%	98%	103%	108%	96%	99%	96%

## 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



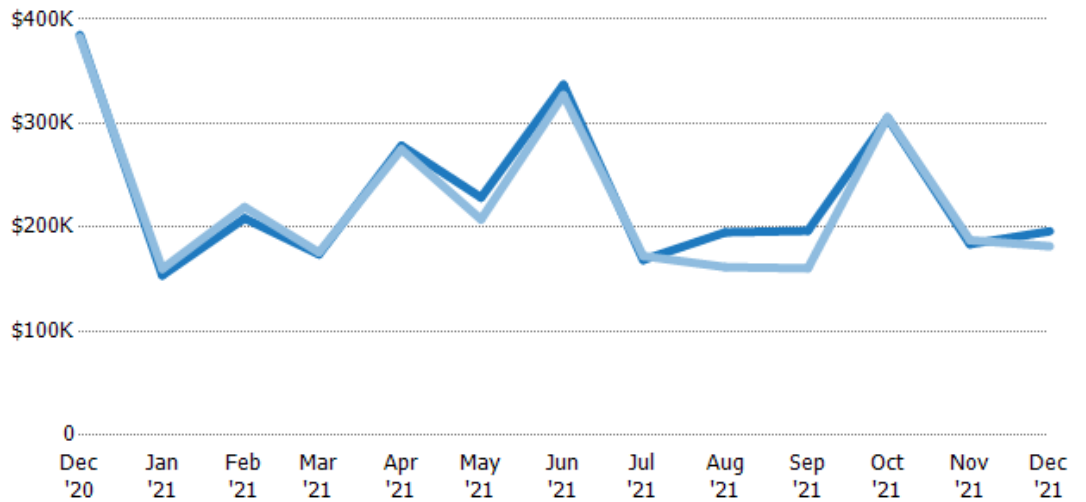
Median List Price	\$207K	\$132K	\$219K	\$179K	\$244K	\$189K	\$259K	\$179K	\$155K	\$150K	\$420K	\$229K	\$195K
Median Sales Price	\$214K	\$95K	\$213K	\$165K	\$225K	\$193K	\$255K	\$173K	\$165K	\$158K	\$400K	\$210K	\$192K
Med Sales Price as a % of Med List Price	103%	72%	97%	92%	92%	102%	98%	97%	106%	105%	95%	92%	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



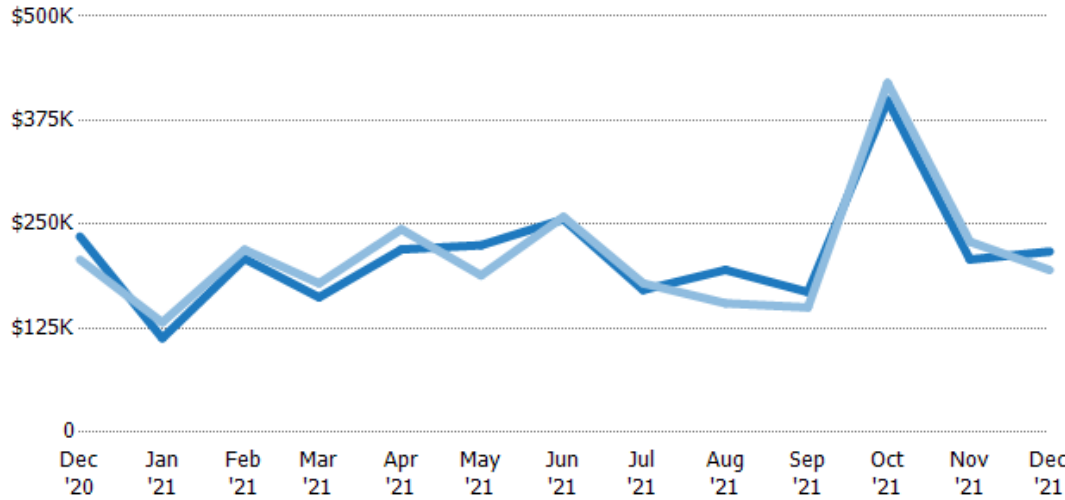
Avg Est Value	\$385K	\$154K	\$209K	\$174K	\$278K	\$229K	\$337K	\$169K	\$195K	\$197K	\$305K	\$184K	\$196K
Avg Sales Price	\$383K	\$160K	\$219K	\$176K	\$275K	\$208K	\$327K	\$172K	\$162K	\$160K	\$306K	\$188K	\$182K
Avg Sales Price as a % of Avg Est Value	99%	104%	105%	101%	99%	91%	97%	102%	83%	82%	100%	102%	93%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median Est Value	\$235K	\$113K	\$209K	\$162K	\$220K	\$225K	\$256K	\$171K	\$195K	\$169K	\$399K	\$208K	\$217K
Median Sales Price	\$207K	\$132K	\$219K	\$179K	\$244K	\$189K	\$259K	\$179K	\$155K	\$150K	\$420K	\$229K	\$195K
Med Sales Price as a % of Med Est Value	88%	117%	105%	110%	111%	84%	101%	105%	79%	89%	105%	110%	90%