

Summary of Key Listing and Sales Metrics

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

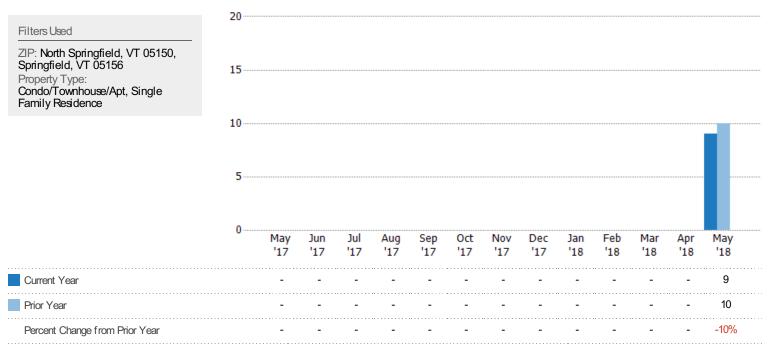
+/-	YTD 2017	YTD 2018	+/-	May 2017	May 2018	Key Metrics
						isting Activity Charts Metrics
-10%	10	9	-10%	10	9	New Listing Count
-3.8%	\$3,031,700	\$2,916,400	-3.8%	\$3,031,700	\$2,916,400	New Listing Volume
-29.5%	61	43	-29.5%	61	43	Active Listing Count
-17.3%	\$19,685,475	\$16,277,100	-17.3%	\$19,685,475	\$16,277,100	Active Listing Volume
+17.3%	\$322,713	\$378,537	+17.3%	\$322,713	\$378,537	Average Listing Price
+40.7%	\$159,900	\$225,000	+40.7%	\$159,900	\$225,000	Median Listing Price
-35.6%	174	112	-35.6%	174	112	Median Days in RPR
-47.1%	10.2	5.4	-	_	-	Months of Inventory
+8.8%	9.84%	18.6%	+	_	-	Absorption Rate
						ales Activity Charts Metrics
+	7	7	+	7	7	New Pending Sales Count
+3%	\$1,460,700	\$1,504,300	+3%	\$1,460,700	\$1,504,300	New Pending Sales Volume
+	13	13	+	13	13	Pending Sales Count
+27.6%	\$2,196,500	\$2,803,000	+27.6%	\$2,196,500	\$2,803,000	Pending Sales Volume
-75%	8	2	-75%	8	2	Cloæd Sales Count
-57.6%	\$809,000	\$343,200	-57.6%	\$809,000	\$343,200	Closed Sales Volume
+69.7%	\$101,125	\$171,600	+69.7%	\$101,125	\$171,600	Average Sales Price
+62.8%	\$105,375	\$171,600	+62.8%	\$105,375	\$171,600	Median Sales Price





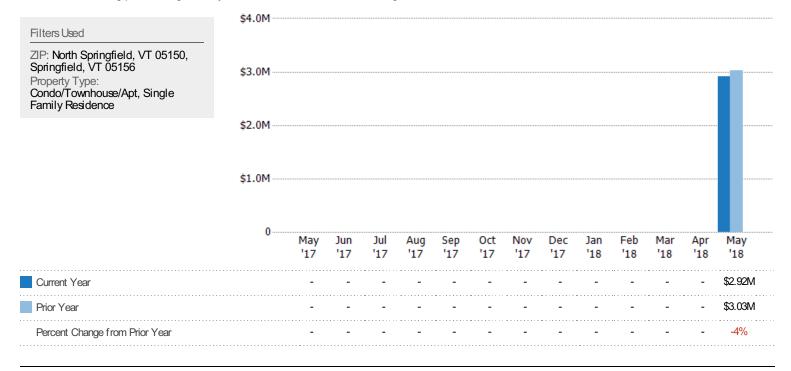
New Listings

The number of new single-family, condominium and townhome listings that were added each month.



New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

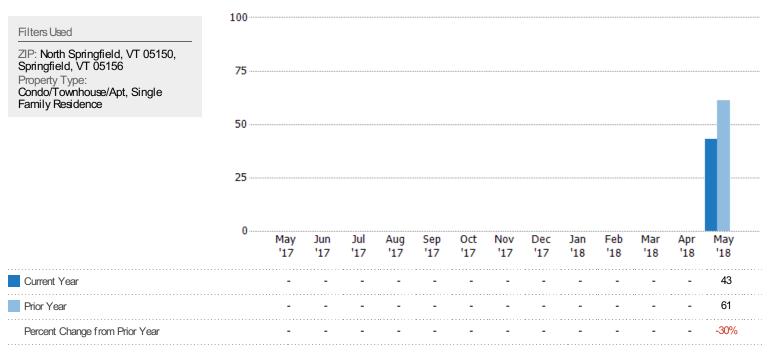


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Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.



Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used														
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$24.0M													
Paniny resuence	\$16.0M \$8.0M													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$16.3M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%



Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

	\$400K ·····												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
,	\$200K												
	\$100K												
	0												
	0 May	Jun			Sep	0ct		Dec	Jan	Feb	Mar	Apr	May
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year				Aug '17	Sep '17 -	0ct '17							
Current Year Prior Year	'17 - -			Aug '17 -	Sep '17 -	0ct '17 -							'18
Prior Year	'17 - -			Aug '17 - -	Sep '17 - -	Oct '17 - -							'18 \$379K

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used	\$300K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	•	2.1	•	6	0.+		D		5 -1			
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$160K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	41%





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.

	\$400K ······												
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K		-										
	May '17	Jun	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17		Jan	Feb	Mar	Apr	May
	-17	'17	17	17	17	17	17	'17	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$289K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$379K
Avg Listing Price as a % of Avg Est Value		-	-	-	-	-	-	-	-	-	-	-	131%

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.

	\$300K ······												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	May		Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$141K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$225K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	160%





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	300												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	17		17	17	17		-		18				
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	112
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	174
Percent Change from Prior Year	-	-	-	_	-	-	-	-	-	-	-	-	-36%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used												
IP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	23	 										
-	15	 										
	8	 										
	8											
	8	 										
	8 0 May '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Ma '1
Current Year			Aug '17	Sep '17 -	Oct '17 -							
Current Year Prior Year			Aug '17 -	Sep '17 -	Oct '17 -							'1





Absorption Rate

The percentage of inventory sold per month.

Filters Used	10%
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

'17 '17 '17 '17 '17 '17 '17 '18 '18	'18	Apr '18	May '18
Current Year	-	-	5%
Prior Year	-	-	7%
Change from Prior Year	-	-	2%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

	50												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	38												
· · · · · , · · · · · · · · · · · · · · · · · · ·	25												
	13												
	13												
				Aug '17			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Ma
Active	0 May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Ma '18 43
Active Pending	0 May '17 -	Jun '17 -	Jul '17 -	Aug	Sep '17 -	0ct '17 -	Nov '17 -	Dec '17 -	Jan '18 -	Feb '18 -	Mar '18 -	Apr '18 -	Ma '18 43 13



New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	8.00														
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.00														
	4.00														
	2.00														
	0														
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
					17	1/	17	17	1/	10	10	10	10	10	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	\$2.0M													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M													
	\$1.0M													
	\$0.5M													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	=- \$1.5M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.46M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3%





Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

	20														
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	15														
	10														
	5														
	-	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan		Mar	Apr	May	
		'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	13	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	13	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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 Residence	\$2.4M													
	\$0.8M													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.8M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.2M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	28%



Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used	8.80														
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60														
	4.40														
	2.20														
	0			-							-				
		May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-75%	

Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used	\$880K ······													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$660K													
	\$440K													
	\$220K													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
		17		17	1/	17		17		18	18	18	10	10
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$343K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$809K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-58%



Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
	10%														
	2070														
	2004														
	200/														
	40%														
	50%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	70% ······														
ZIP: North Springfield, VT 05150, Springfield, VT 05156	80%														
Filters Used	90%														
	100%														

Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

	\$200K												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
r amily Nesdence	\$100K												
	+50%												
	\$50K												
	0	_		-	_			_	_			-	
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year													\$172K
	-		-	-	-	-	-		-	-	-	-	φ1/∠n
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$101K
Percent Change from Prior Year													
	-					-						-	70%



Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

	\$200K												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	<i>quint</i>												
	0 May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$105K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	63%

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	\$200K												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$100K												
	\$50K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg List Price	-	-	-		-	-	-	-	-	-	-	-	\$189K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	91%





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$200K ······												
Filters Used													
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
-	\$100K												
	\$50K												
	\$301												
	0	1		A	Can	0.+	Nav	Dec	1	Fab	Mar	A	
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Madian Link Drive													¢1001/
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$189K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$172K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	91%

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	\$300K ······												
ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0	_		_	_			_	_			_	
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$231K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$189K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	82%





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.

	\$300K ······												
Filters Used ZIP: North Springfield, VT 05150, Springfield, VT 05156 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
			17						10		10		
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$231K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$189K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	82%

