

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	+ / -	Dec 2017	Dec 2018	Key Metrics
						Listing Activity Charts Metrics
+100%	1	2	+100%	1	2	New Listing Count
+2,016.9%	\$32,000	\$677,400	+2,016.9%	\$32,000	\$677,400	New Listing Volume
	NA	NA	+50%	24	36	Active Listing Count
	NA	NA	+27.9%	\$9,592,500	\$12,266,400	Active Listing Volume
-14.8%	\$399,688	\$340,733	-14.8%	\$399,688	\$340,733	Average Listing Price
+13.1%	\$304,500	\$344,450	+13.1%	\$304,500	\$344,450	Median Listing Price
-9.4%	212	192	-9.4%	212	192	Median Days in RPR
-10%	8	7.2	-	_	_	Months of Inventory
+1.4%	12.5%	13.89%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+50%	2	3	+50%	2	3	New Pending Sales Count
+124.3%	\$247,000	\$553,900	+124.3%	\$247,000	\$553,900	New Pending Sales Volume
	NA	N⁄A	+20%	5	6	Pending Sales Count
	NA	NA	+67.7%	\$734,400	\$1,231,800	Pending Sales Volume
+60%	5	8	+60%	5	8	Closed Sales Count
+103.8%	\$1,227,000	\$2,500,525	+103.8%	\$1,227,000	\$2,500,525	Cloæd Sales Volume
+27.4%	\$245,400	\$312,566	+27.4%	\$245,400	\$312,566	Average Sales Price
+8.8%	\$210,000	\$228,500	+8.8%	\$210,000	\$228,500	Median Sales Price





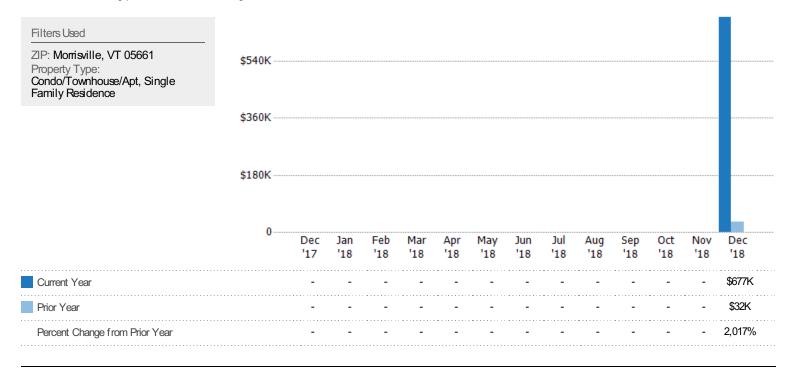
New Listings

The number of new residential listings that were added each month.

Filters Used	4.00													
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	3.00													
	2.00													
	1.00													
	0													
	-	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	1
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	100%

New Listing Volume

The sum of the listing price of residential listings that were added each month.



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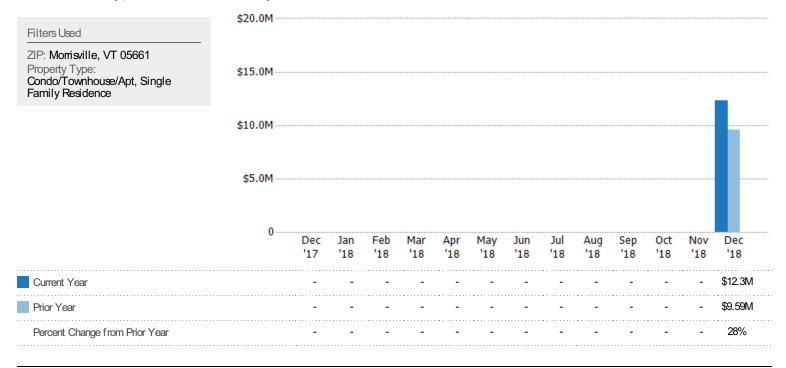
Active Listings

The number of active residential listings at the end of each month.

Filters Used	60													
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	45													
	30													
	15													
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	36
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	24
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.



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Average Listing Price

The average listing price of active residential listings at the end of each month.

	\$400K												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year						-							
<u> </u>													
Prior Year		-	-	-	-	-	-	-	-	-	-	-	\$400K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$305K
Current Year	-	-		-	-	-	-	-	-	-	-	-	\$344K
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	\$100K												
	\$200K												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Filters Used	\$400K ······												





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 ······												
\$300K												
\$200K												
\$100K												
0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
.17	.18	.18	.18	.18	.18	.18	.18	.18	.18	.18	.18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$368K
-	-	-	-	-	-	-	-	-	-	-	-	\$341K
e -	-	-	-	-	-	-	-	-	-	-	-	93%
	\$300K \$200K \$100K 0 Dec '17 - - -	\$300K \$200K \$100K 0 Dec Jan '17 '18 	\$300K \$200K \$100K 0 Dec Jan Feb '17 '18 '18 	\$300K \$200K \$100K 0 Dec Jan Feb Mar '17 '18 '18 '18 	\$300K \$200K \$100K 0 Dec Jan Feb Mar Apr '17 '18 '18 '18 '18 	\$300K \$200K \$100K 0 Dec Jan Feb Mar Apr May '17 '18 '18 '18 '18 '18 '18 	\$300K \$200K \$100K 0 Dec Jan Feb Mar Apr May Jun '17 '18 '18 '18 '18 '18 '18 '18 	\$300K \$200K \$100K 0 Dec Jan Feb Mar Apr May Jun Jul '17 '18 '18 '18 '18 '18 '18 '18 '18 	\$300K \$200K \$100K 0 Dec Jan Feb Mar Apr May Jun Jul Aug 17 '18 '18 '18 '18 '18 '18 '18 '18 '18 	\$300K \$200K \$100K 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep 17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	\$300K \$200K \$100K 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	\$100K 0 Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18

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.

	\$400K ······												
Filters Used ZIP: Monisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Dec	Jan		Mar		May	Jun			Sep	Oct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$333K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$344K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	103%





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: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	192
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	212
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-9%

Months of Inventory

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

Filters Used	20												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	5												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.6
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3.43
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%





Absorption Rate

The percentage of inventory sold per month.

Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year													
Current Year Prior Year													'18

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

	40												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	20												
	10												
	0 Dec '17	Jan '18	Feb '18			May '18			Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	36
Pending	-	-	-	-	-	-	-	-	-	-	-	-	6
Sold	-	-	-	-	-	-	-	-	-	-	-	-	8





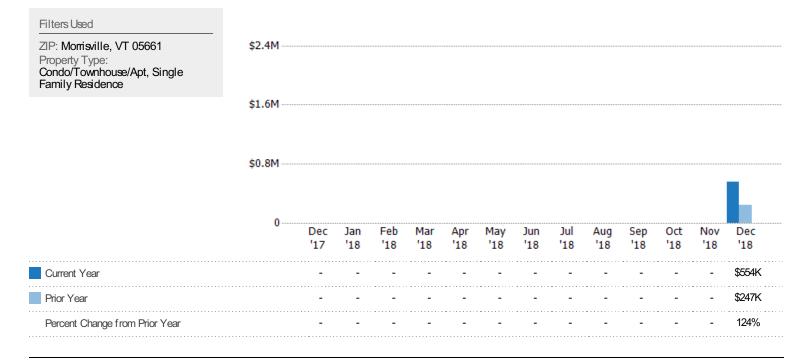
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used	10.00													
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50													
	5.00													
	2.50													
	0													
	-	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-		3
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50%

New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.



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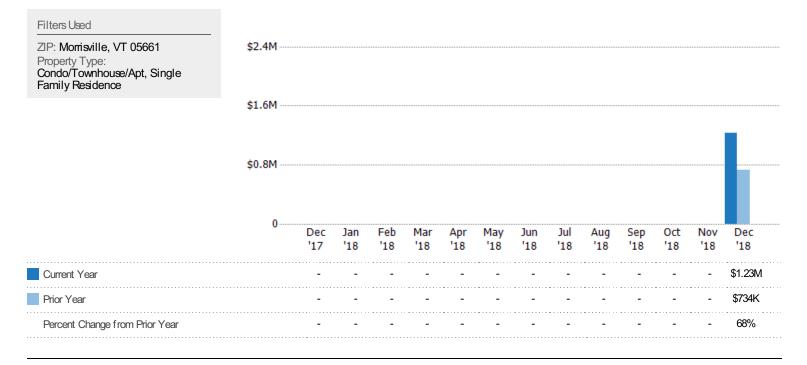
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used	20													
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	5													
	0													
	-	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	20%

Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.



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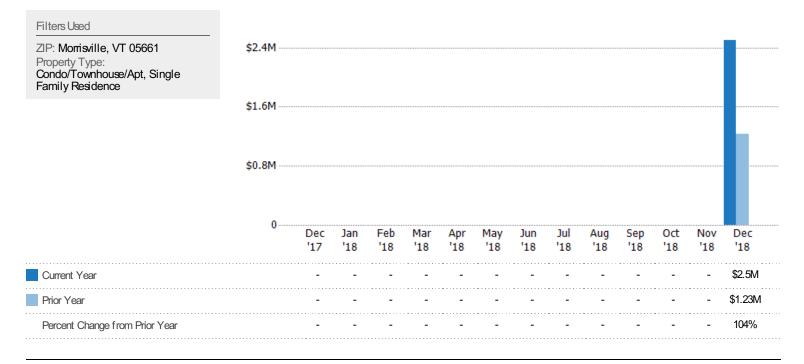
Closed Sales

The total number of residential properties sold each month.

	8.80													
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.6 0													
	4.40													
	2.20													
	0	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	60%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.



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Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

	100%														
Filters Used	90%														
ZIP: Morrisville, VT 05661 Property Type:	80%														
Condo/Townhouse/Apt, Single Family Residence	70%														
	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Dec	Jan		Mar							Oct		Dec	
		'17	'18	18	18		May '18	'18	Jul '18	Aug '18	Sep '18	'18	Nov '18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	38%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	63%	

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Uæd	\$400K												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$313K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$245K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	_	-	-	-	27%





Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used	\$300K												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Current Year													\$229K
Prior Year		-	-		-	-	-	-	-	-			\$210K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%

Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$313K
Avg List Price	-		-	-	-	-	-	-	-	-	-	-	\$323K
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
	\$100K												
	\$200K												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Filters Used	\$400K												

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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	\$300K												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K											,	
	0 Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	0ct	Nov	Dec
	'17	'18	'18	'18	'18	'18	'18		'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$229K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$400K ······												
Filters Used ZIP: Monisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$200K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$323K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	162%





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: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	Dec '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$160K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$232K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	145%

