

# Summary of Key Listing and Sales Metrics

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

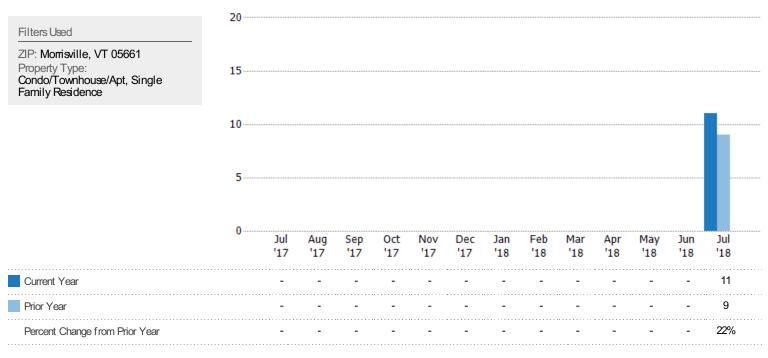
+/-	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
+22.2%	9	11	+22.2%	9	11	New Listing Count
+30.7%	\$2,407,900	\$3,147,900	+30.7%	\$2,407,900	\$3,147,900	New Listing Volume
-9.1%	55	50	-9.1%	55	50	Active Listing Count
+9.3%	\$16,324,799	\$17,835,499	+9.3%	\$16,324,799	\$17,835,499	Active Listing Volume
+20.2%	\$296,815	\$356,710	+20.2%	\$296,815	\$356,710	Average Listing Price
+22.1%	\$249,000	\$304,000	+22.1%	\$249,000	\$304,000	Median Listing Price
-55%	159	71.5	-55%	159	71.5	Median Daysin RPR
+112.1%	7.9	16.7	-	_	_	Months of Inventory
-6.7%	12.73%	6%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-20%	10	8	-20%	10	8	New Pending Sales Count
-17%	\$2,859,800	\$2,375,000	-17%	\$2,859,800	\$2,375,000	New Pending Sales Volume
-45%	20	11	-45%	20	11	Pending Sales Count
-41.2%	\$5,377,600	\$3,159,900	-41.2%	\$5,377,600	\$3,159,900	Pending Sales Volume
+133.3%	3	7	+133.3%	3	7	Closed Sales Count
+240.5%	\$552,000	\$1,879,500	+240.5%	\$552,000	\$1,879,500	Closed Sales Volume
+45.9%	\$184,000	\$268,500	+45.9%	\$184,000	\$268,500	Average Sales Price
+48.6%	\$185,000	\$275,000	+48.6%	\$185,000	\$275,000	Median Sales Price





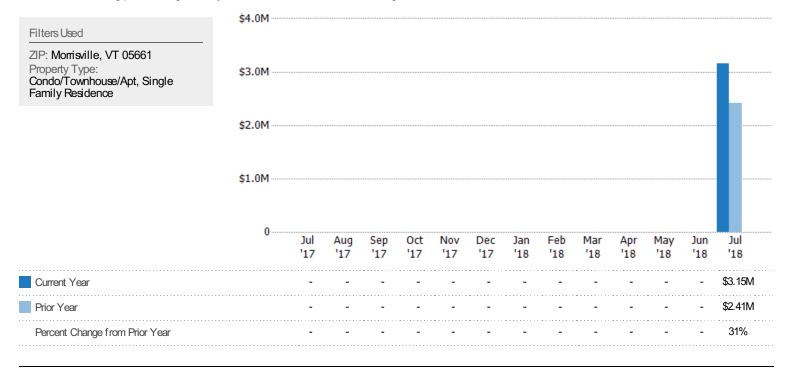
#### New Listings

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.

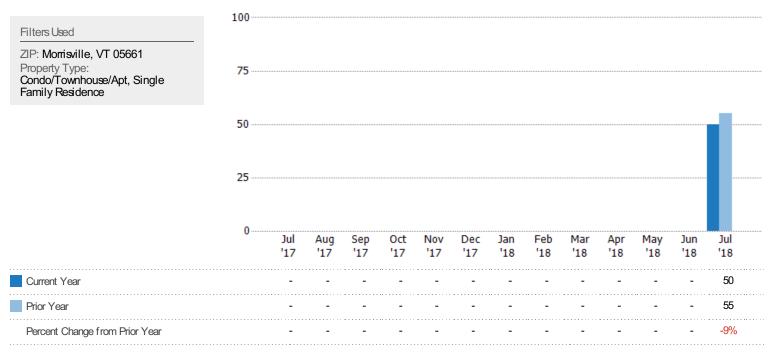


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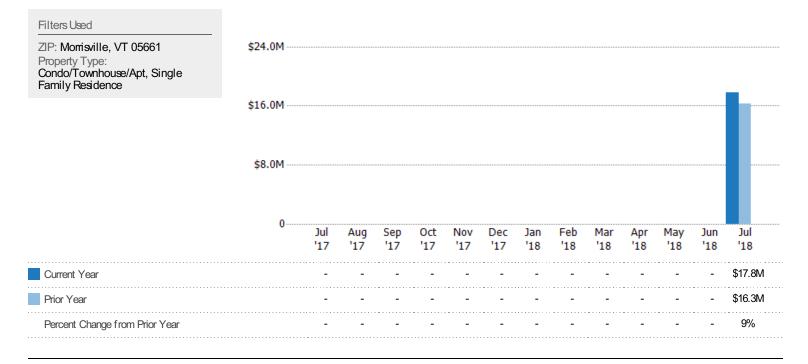
### Active Listings

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.



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#### 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: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$297K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%

#### Median Listing Price

The median listing price of active single-family, condominium and townhome 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												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$304K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$249K
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	22%

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# 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: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single \$300K \$300K   \$200K \$200K \$200K   \$200K \$100K   \$100K <td< th=""><th></th><th>\$400K ······</th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th></td<>		\$400K ······												
\$100K	ZIP: Morrisville, VT 05661	\$300K												
0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul   '17 '17 '17 '17 '17 '17 '17 '18		\$200K												
Jul 10 Aug 117 Sep 117 Oct 117 Nov 117 Dec 117 Jan 117 Feb 118 Mar 118 Apr 118 May 118 Jun 118 Jul 118   Avg Est Value - - - - - - - - \$347K   Avg Listing Price - - - - - - - \$357K   Avg Listing Price as a % of Avg Est Value - - - - - - 103%		\$100K												
Avg Est Value - - - - - - \$347K   Avg Listing Price - - - - - - \$357K   Avg Listing Price as a % of Avg Est Value - - - - - - - \$357K							Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Avg Listing Price   -   -   -   -   -   -   \$357k     Avg Listing Price as a % of Avg Est Value   -   -   -   -   -   -   103%	Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$347K
	Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$357K
			-	-	-	-	-	-	-	-	-	-	-	103%

#### 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: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Jul	Aug	Sep	0ct '17			Jan		Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$233K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$304K
Med Listing Price as a % of Med Est Valu	ie -	-	-	-	-	-	-	-	-	-	-	-	130%





# 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.

	200											,	
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	71.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	159
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-55%

#### Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	_	-	-	-	-	-	-	36%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6.11
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8.33
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	10 5												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
Filters Used	20												





#### Absorption Rate

The percentage of inventory sold per month.

Filters Used	20%												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	15%												
	10%												
	5%												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%

#### Active/Pending/Sold Units

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

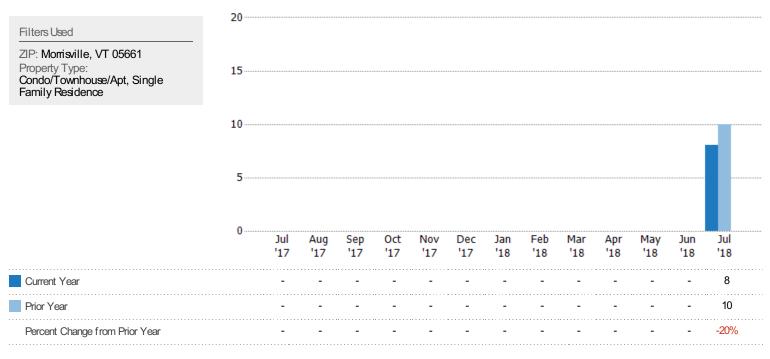
Filters Used	60												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
	30												
	15												
	15												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	50
Pending	-	-	-	-	-	-	-	-	-	-	-	-	11
Sold	-	-	-	-	-	-	-	-	-	-	-	-	7





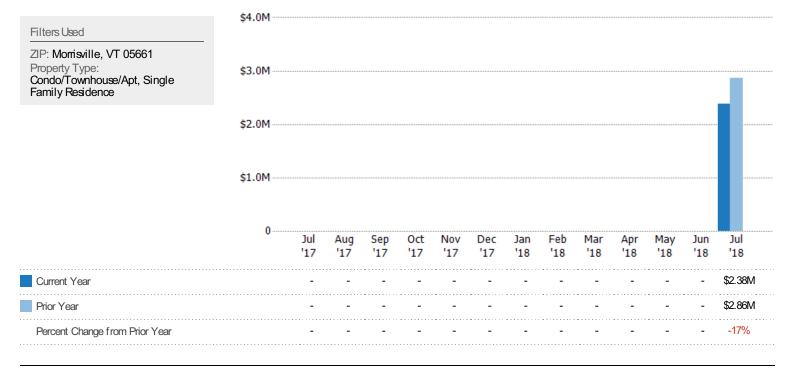
### New Pending Sales

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



#### 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.

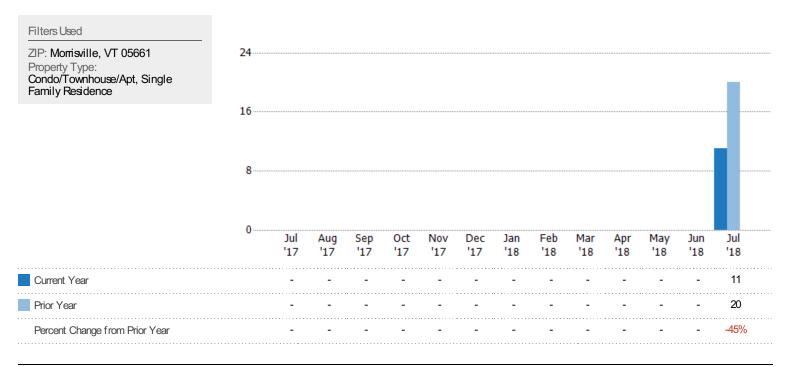






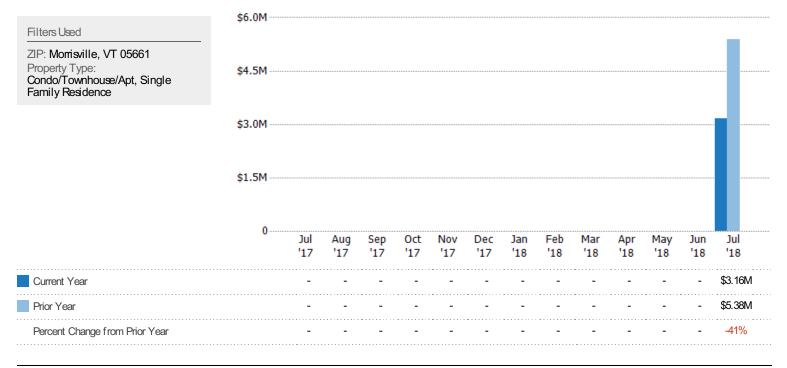
# Pending Sales

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



# 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.



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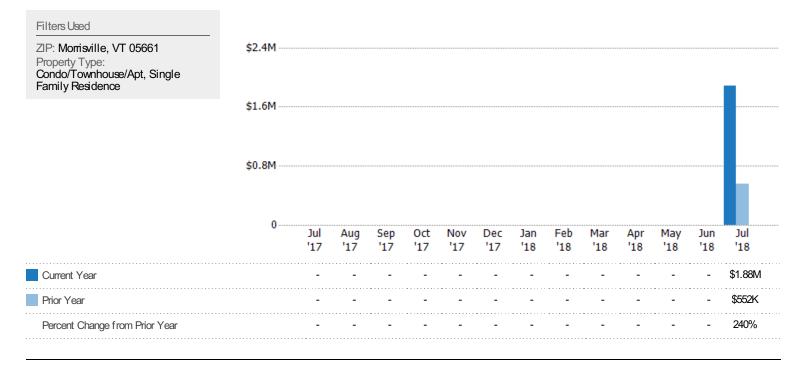
# Closed Sales

The total number of single-family, condominium and townhome properties sold 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	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	133%

#### **Closed Sales Volume**

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



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# 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	Jul '17							Feb		Apr '18		Jun '18	Jul '18	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
	60%														
Property Type: Condo/Townhouse/Apt, Single Family Residence	70%														
ZIP: Morrisville, VT 05661 Property Type:	80%														
Filters Used	90%														
	100%														

# Average Sales Price

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

	\$300K ······												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$269K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$184K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	46%





#### Median Sales Price

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

	\$300K ······												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	+												
	\$75K												
	0												
	Jul	Aug	Con										
		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year			'17 -										
Current Year Prior Year			'17 -										'18

#### 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		_											96%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$279K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$150K \$75K												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$300K ······												

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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.

	\$300K												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Median List Price	_	-	-	-	-	-	-	-	-	-	-	-	\$285K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

#### 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.

\$300K ······												
\$225K												
\$150K												
\$75K												
0	A =	<b>C</b>	<u></u>		<b>D</b>	1	<b>5</b> -4	<b>b</b> 4	<b>A</b>		2	2.4
Jui '17	'17	Sep '17	'17	17	'17	Jan '18	'18	Mar '18	Арг '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	\$291K
-	-	-	-	-	-	-	-	-	-	-	-	\$279K
ə -	-	-	-	-	-	-	-	-	-	-	-	96%
	\$225K \$150K \$75K 0 Jul '17  -	\$225K \$150K \$75K 0 Jul Aug '17 '17  	\$225K \$150K \$75K 0 Jul Aug Sep '17 '17 '17  	\$225K \$150K \$75K 0 Jul Aug Sep Oct '17 '17 '17 '17 	\$225K \$150K \$75K 0 Jul Aug Sep Oct Nov '17 '17 '17 '17 '17 	\$225K \$150K \$75K 0 Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 	\$225K \$150K \$75K 0 Jul Aug Sep Oct Nov Dec Jan '17 '17 '17 '17 '18 	\$225K \$150K \$75K 0 Jul Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '18 '18 	\$225K \$150K \$75K 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '18 '18 '18 	\$225K \$150K \$75K 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '18 '18 '18 '18 	\$225K \$150K \$75K 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '18 '18 '18 '18 '18	\$225K \$150K \$75K 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 





# 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.

	\$400K ······												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$339K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$285K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	84%

