

# 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	+ / -	Nov 2017	Nov 2018	Key Metrics
						Listing Activity Charts Metrics
+33.3%	3	4	+33.3%	3	4	New Listing Count
+95.5%	\$764,000	\$1,493,900	+95.5%	\$764,000	\$1,493,900	New Listing Volume
	N/A	NA	-	<u> </u>	28	Active Listing Count
	NA	NA	-	_	\$10,600,500	Active Listing Volume
_	_	\$378,589	-	<u> </u>	\$378,589	Average Listing Price
_	_	\$299,000	-	<u> </u>	\$299,000	Median Listing Price
_	_	158	-	<u> </u>	158	Median Days in RPR
_	9.3	_	-	<u> </u>	_	Months of Inventory
_	10.71%	_	-	<u> </u>	_	Absorption Rate
						Sales Activity Charts Metrics
-20%	5	4	-20%	5	4	New Pending Sales Count
-30.2%	\$1,356,500	\$947,000	-30.2%	\$1,356,500	\$947,000	New Pending Sales Volume
	NA	NA	-	<del>-</del>	8	Pending Sales Count
	NA	NA	-	<del>-</del>	\$1,815,900	Pending Sales Volume
+28.6%	7	9	+28.6%	7	9	Closed Sales Count
+54.8%	\$1,660,500	\$2,570,167	+54.8%	\$1,660,500	\$2,570,167	Closed Sales Volume
+20.4%	\$237,214	\$285,574	+20.4%	\$237,214	\$285,574	Average Sales Price
-14.7%	\$234,500	\$200,000	-14.7%	\$234,500	\$200,000	Median Sales Price







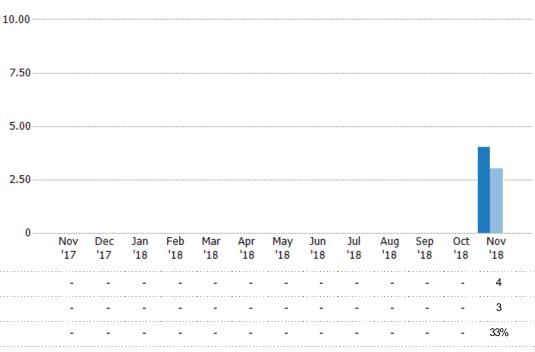
#### **New Listings**

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

Filters Used

ZIP: Morrisville, VT 05661

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



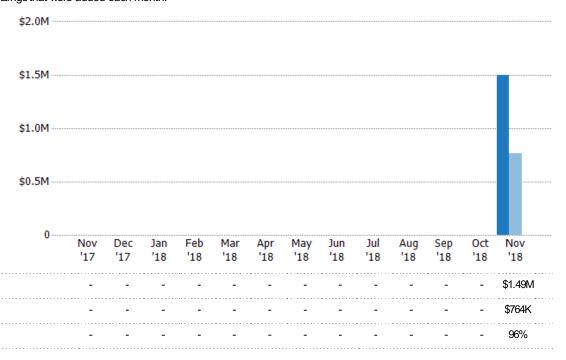
### **New Listing Volume**

Percent Change from Prior Year

Current Year
Prior Year

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

Eilters Used
ZIP: Morrisville, VT 05661
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year

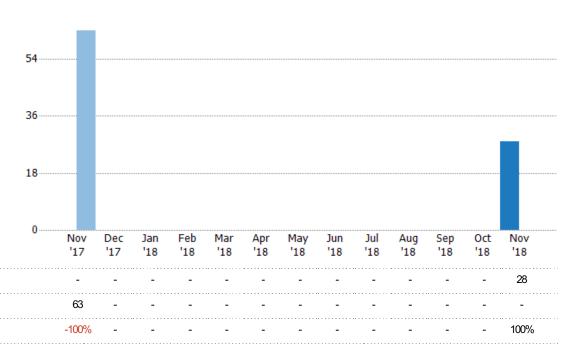




#### **Active Listings**

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





### **Active Listing Volume**

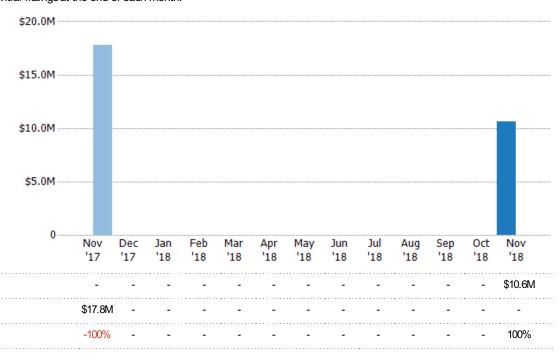
Percent Change from Prior Year

Current Year

Prior Year

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

Filters Used
ZIP: Morrisville, VT 05661
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year





### **Average Listing Price**

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

Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400K \$300K \$200K \$100K

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-					-			-	-	-	\$379K
Prior Year	\$282K	-				-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%		-17%		17%	33%	50%	67%	83%	100%

### **Median Listing Price**

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

Filters Used

ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$300K \$225K \$150K \$75K 0 Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 \$299K \$235K 17% -100% -83% -67% -50% -33% -17% 33% 67% 100% 0



Current Year

Percent Change from Prior Year





### 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.

Percent Change from Prior Year			-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%
Prior Year	131	-		-		-	-	-	-	-		-	-
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	158
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	50												
Family Residence	400												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single	150												
Filters Used	200												

### Months of Inventory

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

Filters Used

ZIP: Morrisville, VT 05661

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

15

10

	5												
		_	_					_			_		
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9.33
Prior Year	12.6		-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%







### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

Property Type: Condo/Townhouse/Apt, Single Family Residence

ZIP: Morrisville, VT 05661

15%------

10%

% ......

0 ···· Nov '17	/ Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-		-	-		-	-		-			-	11%
89						-		-	-	-	-	-
89	% 6%	5%	3%	2%	0%	-1%	-3%	-4%	-6%	-8%	-9%	-11%

### Active/Pending/Sold Units

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

10.00

Filters Used

Current Year
Prior Year

Change from Prior Year

ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence 7.50 5.00 2.50 0 Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov

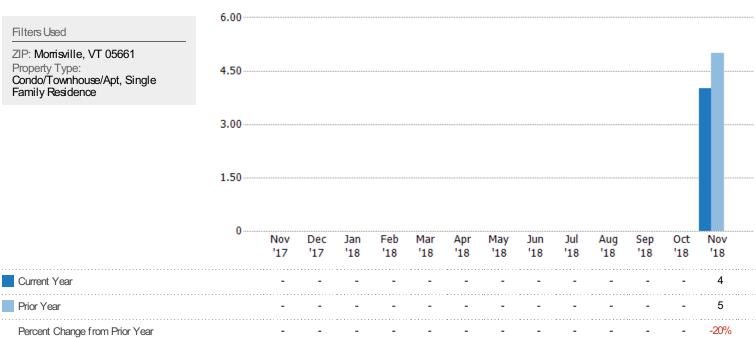






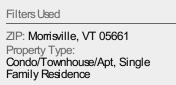
#### **New Pending Sales**

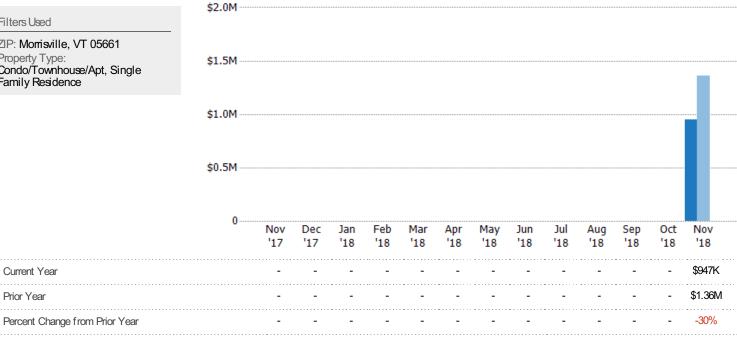
The number of residential properties with accepted offers that were added each month.



### New Pending Sales Volume

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



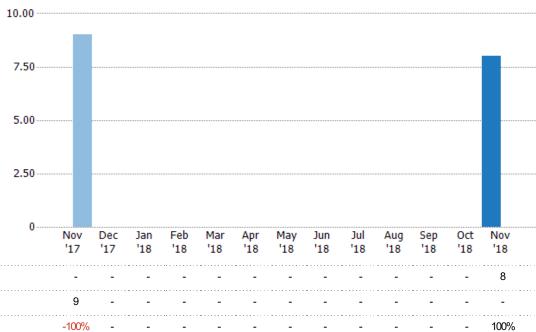




#### **Pending Sales**

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





### Pending Sales Volume

Percent Change from Prior Year

Current Year

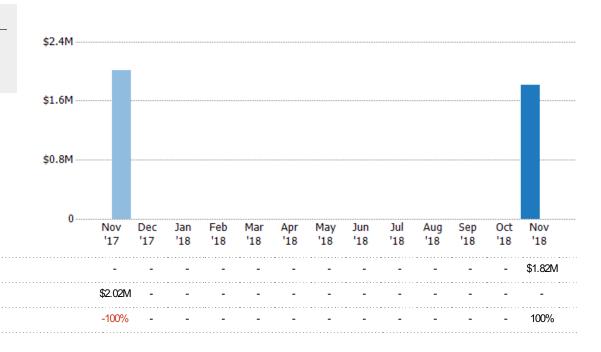
Prior Year

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

Filters Used

ZIP: Morrisville, VT 05661

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

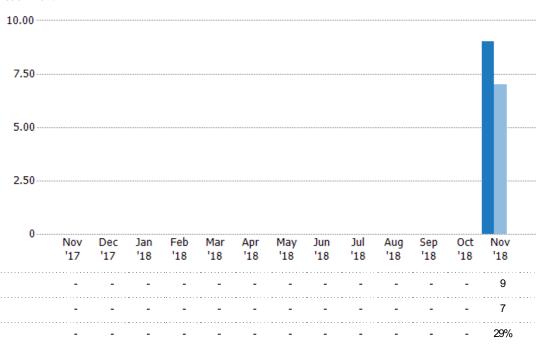
Percent Change from Prior Year



#### **Closed Sales**

The total number of residential properties sold each month.

ZIP: Morrisville, VT 05661
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year

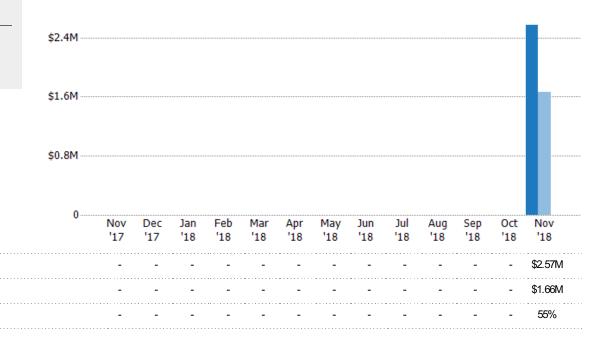
Prior Year

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

Filters Used

ZIP: Morrisville, VT 05661

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year



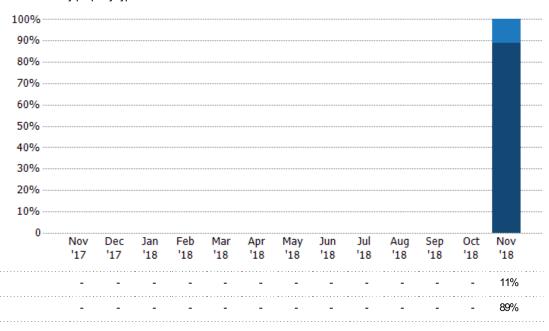


### Closed Sales by Property Type

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

Filters Used

ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

ZIP: Morrisville, VT 05661
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$300K \$225K \$150K \$75K Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$286K \$237K 20%



Current Year

Percent Change from Prior Year





Current Year
Prior Year

# Market Data Report

#### **Median Sales Price**

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

Filters Used

ZIP: Morrisville, VT 05661

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$30UK
\$225K
\$150K

75K												
0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	-	-	-	-	-	-	-	-	-	-	-	\$200K
-	-	-	-	-	-	-	-	-	-	-	-	\$235K
-	-	-	-	-	-	-	-	-	-	-	-	-15%
	0 Nov '17	0 Dec '17 '17	0 Nov Dec Jan '17 '17 '18	0	0	0	0	0 Nov Dec Jan Feb Mar Apr May Jun '17 '17 '18 '18 '18 '18 '18 '18	0	0	0	'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '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.

ZIP: Morrisville, VT 05661
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

00K												
00K												
00K												
							Jun	Jul	Aug			
0 Nov		Jan		Mar '18	Apr '18	May '18	Jun		Aug	Sep	0ct	 Nov
0 Nov	Dec	Jan	Feb	Mar '18	Apr	May '18	Jun	Jul	Aug	Sep	0ct	 Nov



Avg List Price

Avg Sales Price



93%

\$188K

\$200K

106%



# Market Data Report

### Median Sales Price vs Median Listing Price

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

ZIP: Morrisville, VT 05661
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

225K	 	 	 	 	 	 
L50K			 	 	 	 
\$75K						

# 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

Median List Price

Median Sales Price

Med Sales Price as a % of Med List Price

ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$400	)K												
\$300	)K												
\$200	)K												
\$100	)K												
	0 Nov '17	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep	Oct	Nov
	-	-	-	-	-	-	-	-	-				\$198K
	-	-	-	-	-	-	-	-	-	-	-	-	\$307K
	-	-	-	-	-	-	-	-	-	-	-	-	155%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

# Market Data Report

#### 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: Morrisville, VT 05661

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

FOL												
.50K												
.00K												
50K												
0												
•		155	Feb	Mar	Apr	Mav	Jun	Jul	Aug	Sep	0ct	Nov
Nov '17	Dec '17	'18	Feb '18	'18	'18	'18	'18	'18	Aug '18	'18		'18
Nov		'18	'18	'18 -	'18 -	-	-	-	'18	'18 -		'18
Nov		'18	'18	'18 - -	'18 - -	- - -	'18 - -	- - -	'18 - -	'18 - -		



