

# 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	+/-	Sep 2017	Sep 2018	Key Metrics
						Listing Activity Charts Metrics
-33.3%	9	6	-33.3%	9	6	New Listing Count
-10.3%	\$3,448,400	\$3,091,900	-10.3%	\$3,448,400	\$3,091,900	New Listing Volume
	N⁄A	N⁄A	+38.5%	39	54	Active Listing Count
	N⁄A	N⁄A	+24.8%	\$13,729,600	\$17,141,300	Active Listing Volume
-9.8%	\$352,041	\$317,431	-9.8%	\$352,041	\$317,431	Average Listing Price
+6.9%	\$275,000	\$294,000	+6.9%	\$275,000	\$294,000	Median Listing Price
+5.8%	103	109	+5.8%	103	109	Median Daysin RPR
+10.8%	4.9	5.4	-	_	_	Months of Inventory
-2%	20.51%	18.52%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
+60%	5	8	+60%	5	8	New Pending Sales Count
+118%	\$1,307,500	\$2,849,998	+118%	\$1,307,500	\$2,849,998	New Pending Sales Volume
	N⁄A	N⁄A	+42.9%	7	10	Pending Sales Count
	N⁄A	N⁄A	+167.6%	\$1,487,400	\$3,979,998	Pending Sales Volume
-70%	10	3	-70%	10	3	Cloæd Sales Count
-60%	\$2,143,900	\$857,400	-60%	\$2,143,900	\$857,400	Closed Sales Volume
+33.3%	\$214,390	\$285,800	+33.3%	\$214,390	\$285,800	Average Sales Price
+30.2%	\$207,450	\$270,000	+30.2%	\$207,450	\$270,000	Median Sales Price





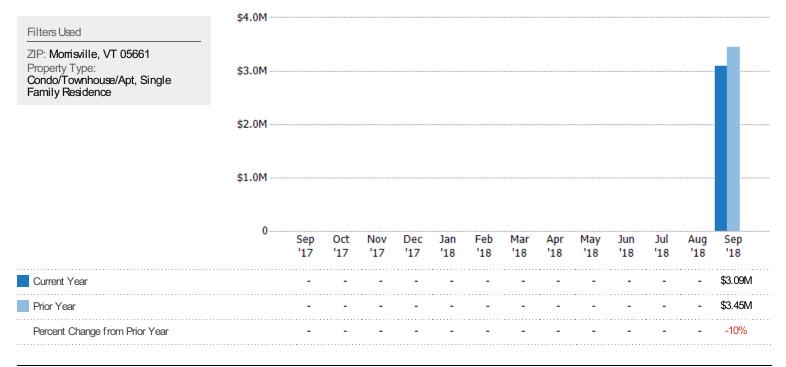
#### New Listings

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

	10.00														
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50														
	5.00														
	2.50														
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%	

#### New Listing Volume

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







Morrisville

#### Active Listings

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

Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	54														
	36														
	18														
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	54	• • •
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	39	• • •
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	38%	

#### Active Listing Volume

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

Filters Used	\$20.0M ······													
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$17.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$13.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	25%

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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												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$352K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-10%

#### Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$275K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$294K
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	\$75K												
	\$150K												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used	\$300K												





## 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   ZP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence \$300K   \$200K \$200K   \$200K \$100K   \$200K \$100K   \$100K \$100K   \$200K \$100K		\$400K ······												
\$100K 0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	ZIP: Morrisville, VT 05661	\$300K												
0 Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep   '17 '17 '17 '17 '18		\$200K												
Sep   Oct   Nov   Dec   Jan   Feb   Mar   Apr   May   Jun   Jul   Aug   Sep     '17   '17   '17   '17   '18		\$100K												
Avg Listing Price   -   -   -   -   -   \$317K						Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
	Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$326K
Avg Listing Price as a % of Avg Est Value   -   -   -   -   -   -   97%	Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
	Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	97%

#### 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: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Sep	Oct	Nov	Dec	Jan	Feb '18	Mar	Apr	May	Jun	Jul	Aug	Sep
	'17	'17	'17	'17	'18	'18	'18	Apr '18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$269K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$294K
Med Listing Price as a % of Med Est Value	-	_	-	-	-	-	-	-	-	-	-	-	109%





#### 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.

Jul '18	Aug '18	Sep '18
-	-	109
-	-	103
-	-	6%
	Jul '18	Jul Aug

#### Months of Inventory

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

Filters Used	7.00												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	5.25												
	3.50												
	1.75												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5.4
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4.88
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%





# Absorption Rate

The percentage of inventory sold per month.

	30%												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	19%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%

# Active/Pending/Sold Units

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

	60												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
	30												
	15												
	15												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	54
Pending	-	-	-	-	-	-	-	-	-	-	-	-	10
Sold	-	-	-	-	-	-	-	-	-	-	-	-	3





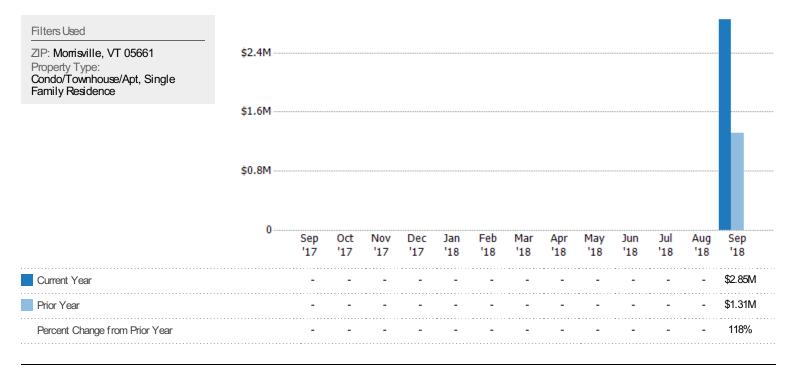
#### New Pending Sales

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

	8.80													
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60													
	4.40													
	2.20													
	0	Sep		Nov			Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	60%

#### New Pending Sales Volume

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

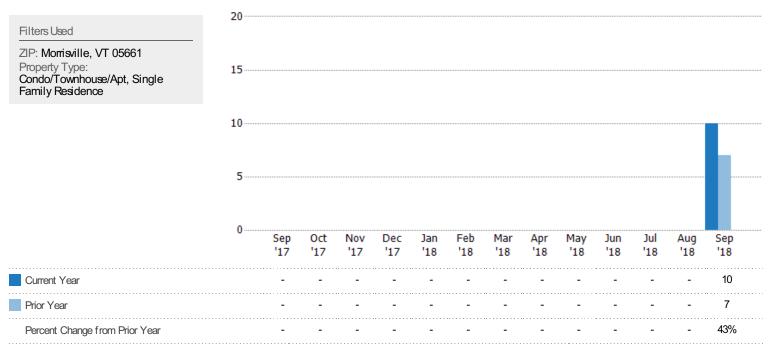






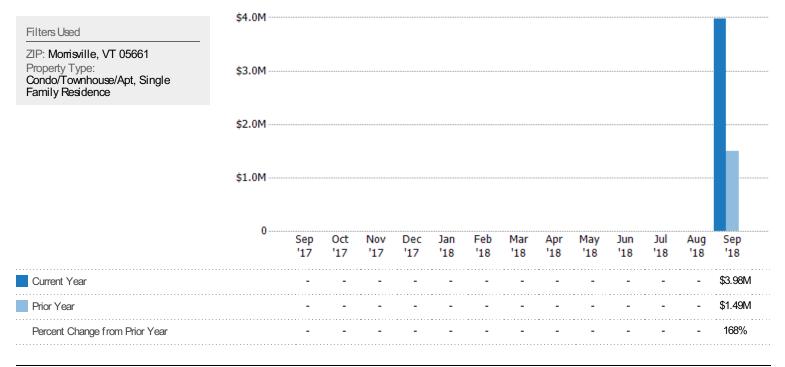
# Pending Sales

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



#### Pending Sales Volume

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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Morrisville

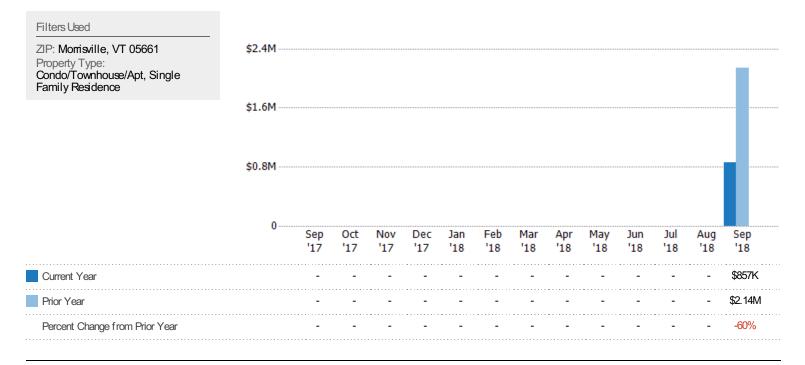
#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used	20.00													
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	15.00													
	10.00													
	10.00													
	5.00													
	0													
	0			Nov	Dec	Jan	Feb	Mar	Apr '18	May '18	Jun	Jul	Aug	Sep
		'17	'17	'17	'17	'18	'18	'18	.18	.18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-70%

#### **Closed Sales Volume**

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







#### Closed Sales by Property Type

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

Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	
	U	Sep '17	0ct '17				Feb '18		Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
	0														
	10%														
	20%														
	30%														
	40%														
	50%														
r aniny neadence	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 residential properties sold each month.

	\$500K												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$286K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$214K
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	33%





#### Median Sales Price

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

	\$500K ······												
Filters Used ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K 0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$207K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	30%

#### 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	\$400K ······												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$305K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$286K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%





# 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 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$270K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	90%

#### 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												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$267K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$305K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	114%





# 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 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$267K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$299K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	112%

