

Summary of Key Listing and Sales Metrics

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

Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	5	+/-	87	99	-12.1%
New Listing Volume	\$1,400,000	\$1,851,400	-24.4%	\$27,984,800	\$28,949,298	-3.3%
Active Listing Count	35	47	-25.5%	N/A	N/A	
Active Listing Volume	\$14,394,000	\$14,542,400	-1%	N/A	N/A	
Average Listing Price	\$411,257	\$309,413	+32.9%	\$341,355	\$308,445	+10.7%
Median Listing Price	\$319,000	\$299,000	+6.7%	\$288,916	\$288,449	+0.2%
Median Days in RPR	96	165	-41.8%	120.33	104.86	+14.8%
Months of Inventory	3.5	11.8	-70.2%	6.5	7.7	-14.7%
Absorption Rate	28.57%	8.51%	+20.1%	15.31%	13.06%	+2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	3	5	-40%	72	71	+1.4%
New Pending Sales Volume	\$568,900	\$1,006,900	-43.5%	\$19,881,700	\$21,268,298	-6.5%
Pending Sales Count	7	11	-36.4%	N/A	N/A	
Pending Sales Volume	\$2,330,900	\$3,262,900	-28.6%	N/A	N/A	
Closed Sales Count	5	10	-50%	57	66	-13.6%
Closed Sales Volume	\$896,400	\$2,885,167	-68.9%	\$14,244,725	\$17,949,967	-20.6%
Average Sales Price	\$179,280	\$288,517	-37.9%	\$249,907	\$271,969	-8.1%
Median Sales Price	\$183,000	\$209,000	-12.4%	\$228,104	\$250,764	-9%

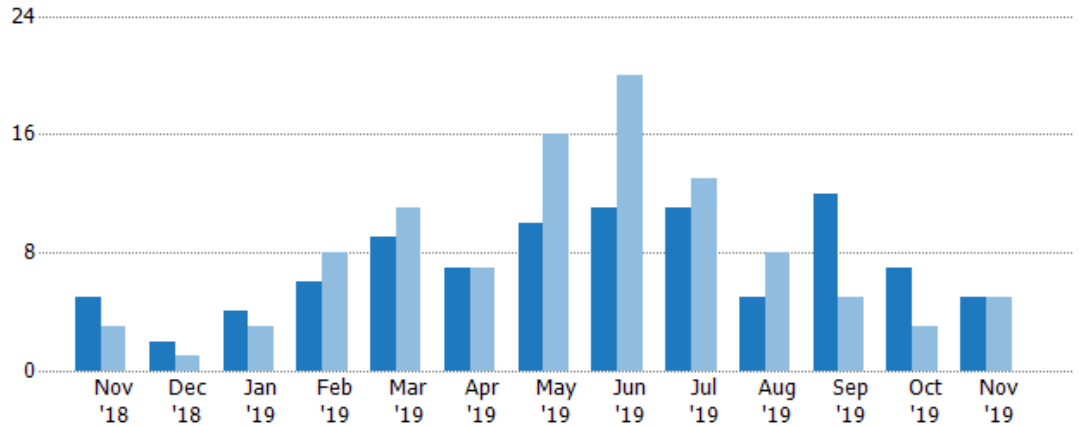
New Listings

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

Month/ Year	Count	% Chg.
Nov '19	5	0%
Nov '18	5	66.7%
Nov '17	3	33.3%



Current Year	5	2	4	6	9	7	10	11	11	5	12	7	5
Prior Year	3	1	3	8	11	7	16	20	13	8	5	3	5
Percent Change from Prior Year	67%	100%	33%	-25%	-18%	0%	-38%	-45%	-15%	-38%	140%	133%	0%

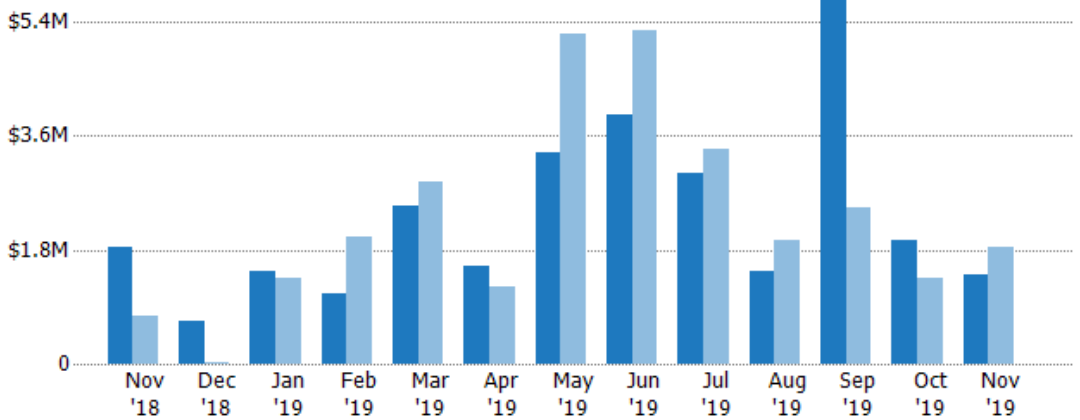
New Listing Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '19	\$1.4M	-24.4%
Nov '18	\$1.85M	142.3%
Nov '17	\$764K	33.7%



Current Year	\$1.85M	\$677K	\$1.46M	\$1.1M	\$2.5M	\$1.53M	\$3.32M	\$3.92M	\$3.02M	\$1.45M	\$6.33M	\$1.94M	\$1.4M
Prior Year	\$764K	\$32K	\$1.36M	\$2.01M	\$2.87M	\$1.22M	\$5.21M	\$5.26M	\$3.39M	\$1.94M	\$2.46M	\$1.36M	\$1.85M
Percent Change from Prior Year	142%	2,017%	7%	-45%	-13%	26%	-36%	-25%	-11%	-25%	157%	42%	-24%

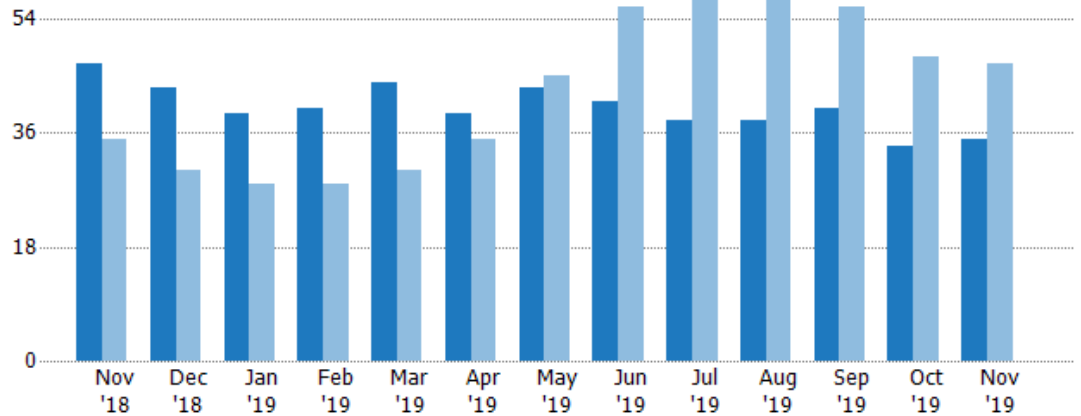
Active Listings

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

Month/ Year	Count	% Chg.
Nov '19	35	-25.5%
Nov '18	47	34.3%
Nov '17	35	74.3%



Current Year	47	43	39	40	44	39	43	41	38	38	40	34	35
Prior Year	35	30	28	28	30	35	45	56	57	60	56	48	47
Percent Change from Prior Year	34%	43%	39%	43%	47%	11%	-4%	-27%	-33%	-37%	-29%	-29%	-26%

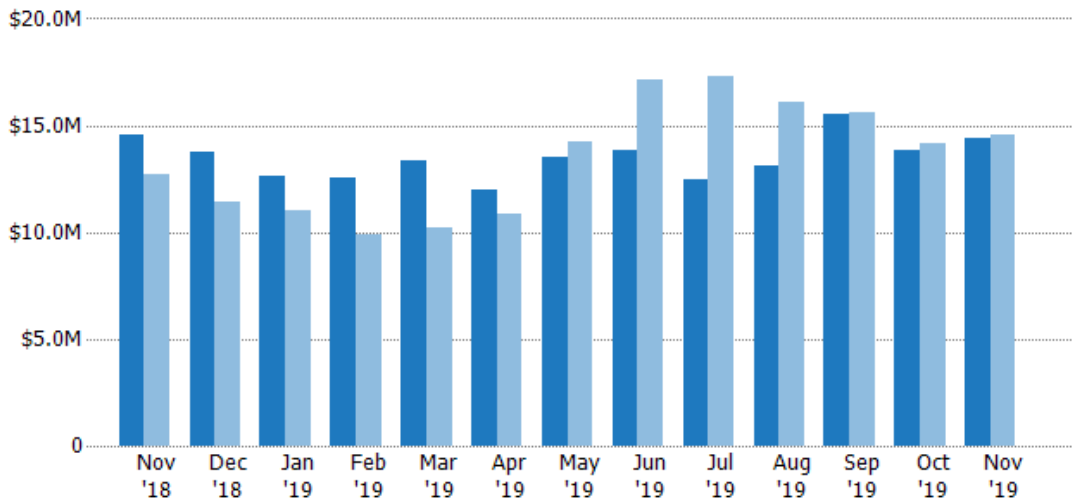
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Nov '19	\$14.4M	-1%
Nov '18	\$14.5M	14.1%
Nov '17	\$12.7M	55%



Current Year	\$14.5M	\$13.7M	\$12.6M	\$12.5M	\$13.3M	\$12M	\$13.5M	\$13.8M	\$12.5M	\$13.1M	\$15.5M	\$13.8M	\$14.4M
Prior Year	\$12.7M	\$11.4M	\$11M	\$9.9M	\$10.2M	\$10.9M	\$14.2M	\$17.2M	\$17.3M	\$16.1M	\$15.6M	\$14.1M	\$14.5M
Percent Change from Prior Year	14%	20%	15%	27%	30%	10%	-5%	-20%	-28%	-19%	0%	-2%	-1%

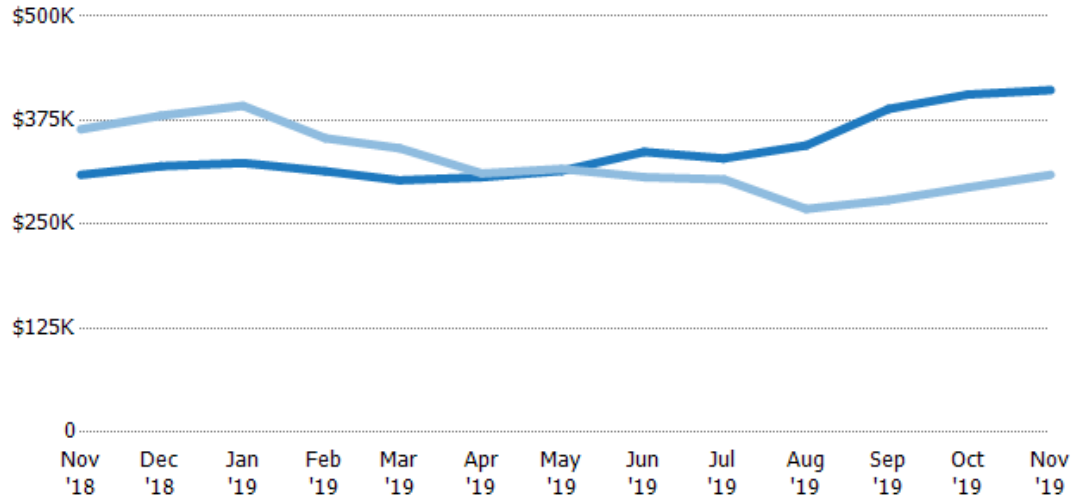
Average Listing Price

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

Month/ Year	Price	% Chg.
Nov '19	\$411K	32.9%
Nov '18	\$309K	-15%
Nov '17	\$364K	-11.1%



Current Year	\$309K	\$320K	\$324K	\$314K	\$303K	\$307K	\$314K	\$337K	\$329K	\$345K	\$389K	\$406K	\$411K
Prior Year	\$364K	\$380K	\$392K	\$353K	\$341K	\$311K	\$317K	\$307K	\$304K	\$268K	\$279K	\$294K	\$309K
Percent Change from Prior Year	-15%	-16%	-18%	-11%	-11%	-1%	-1%	10%	8%	28%	39%	38%	33%

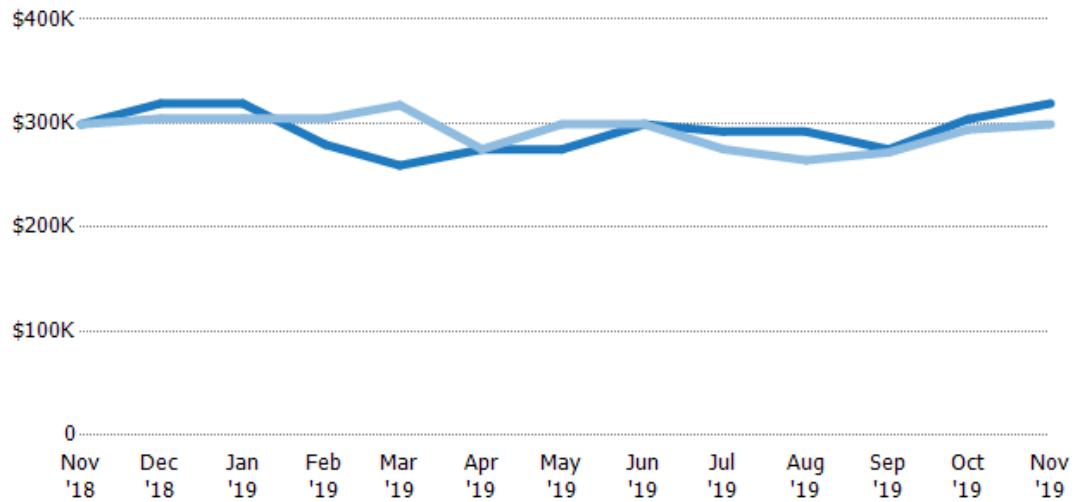
Median Listing Price

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

Month/ Year	Price	% Chg.
Nov '19	\$319K	6.7%
Nov '18	\$299K	0%
Nov '17	\$299K	-10%



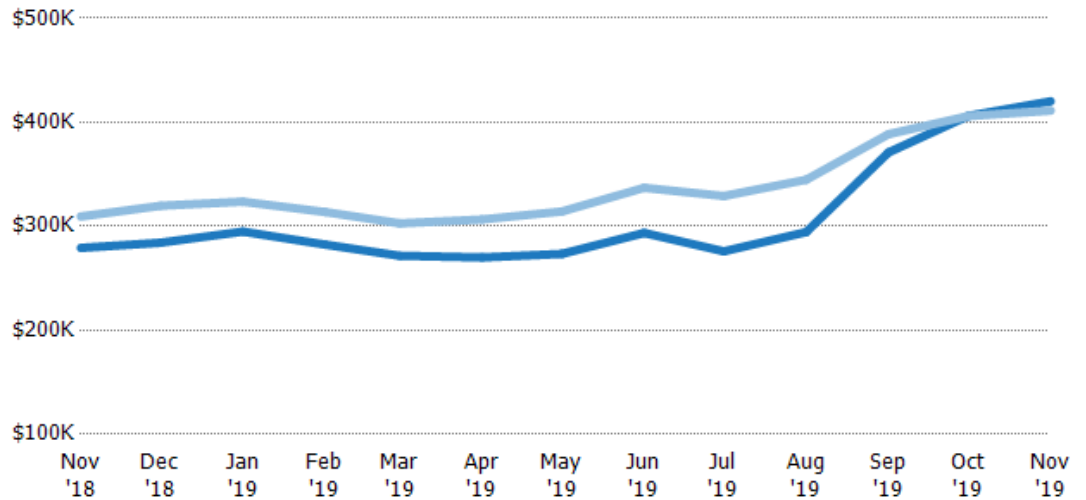
Current Year	\$299K	\$319K	\$319K	\$279K	\$259K	\$275K	\$275K	\$299K	\$292K	\$292K	\$275K	\$304K	\$319K
Prior Year	\$299K	\$305K	\$305K	\$305K	\$318K	\$275K	\$299K	\$299K	\$275K	\$264K	\$272K	\$294K	\$299K
Percent Change from Prior Year	0%	5%	5%	-8%	-18%	0%	-8%	0%	6%	10%	1%	3%	7%

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
Family Residence

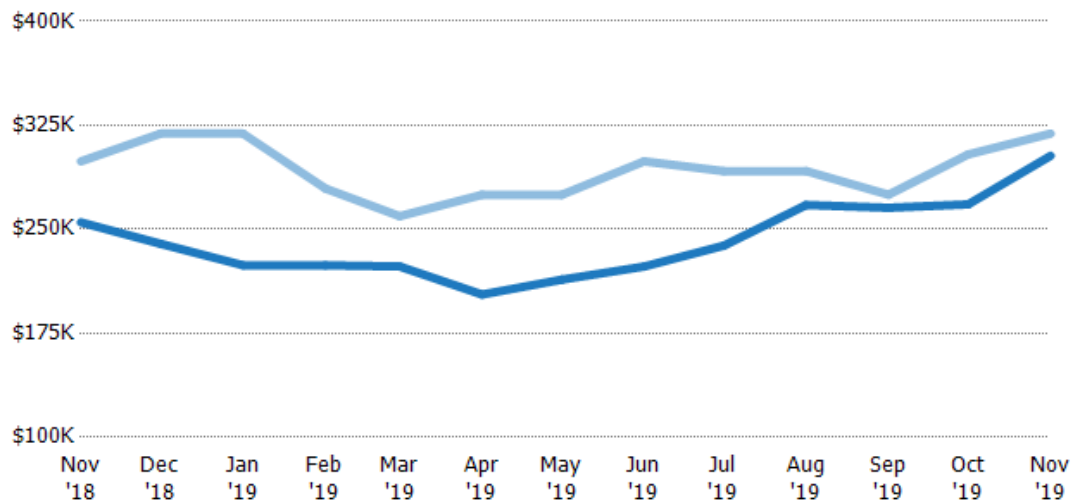


Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

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



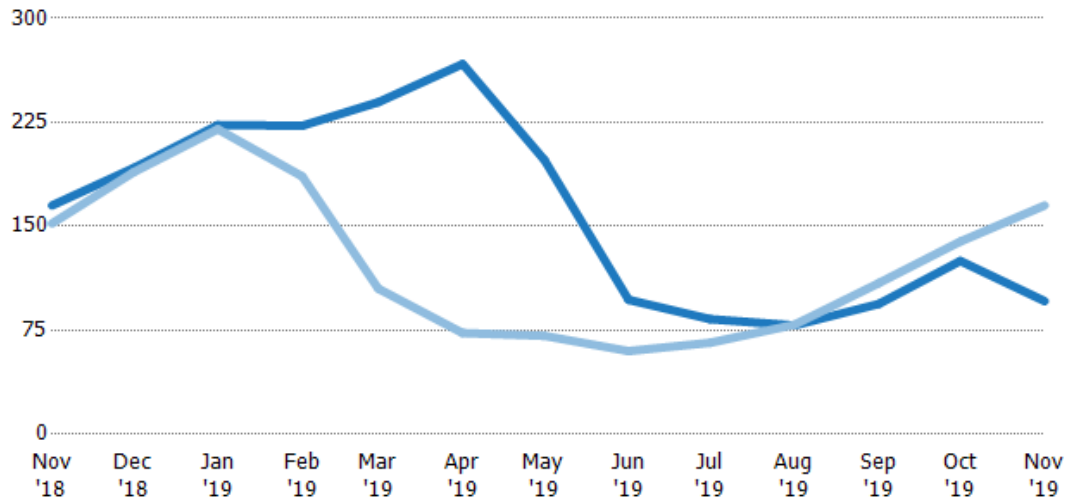
Median Days in RPR

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

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

Month/ Year	Days	% Chg.
Nov '19	96	-41.8%
Nov '18	165	8.6%
Nov '17	152	16.4%



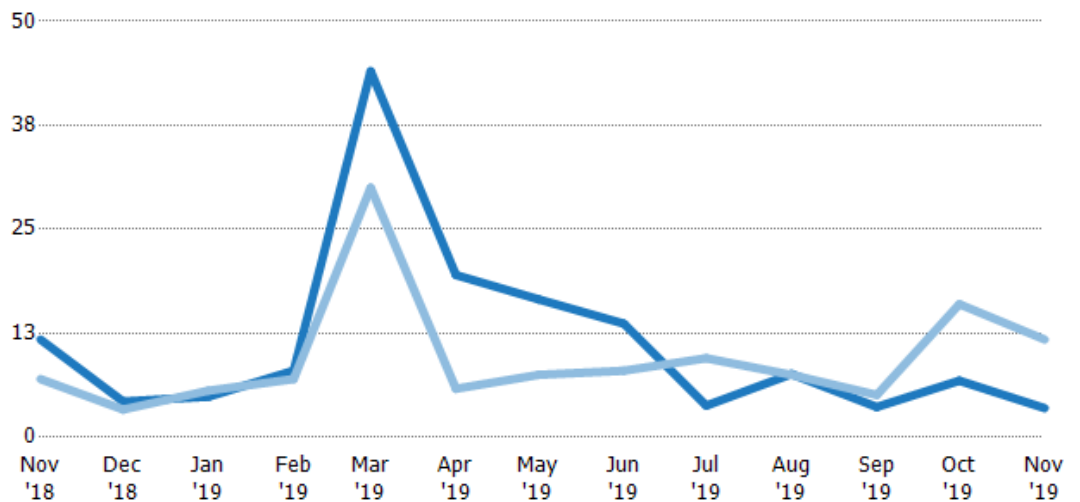
Current Year	165	192	223	223	240	267	198	97	83	78.5	94	125	96
Prior Year	152	189	220	186	105	73	71	60	66	79	109	139	165
Percent Change from Prior Year	9%	2%	1%	20%	128%	266%	179%	62%	26%	-1%	-14%	-10%	-42%

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



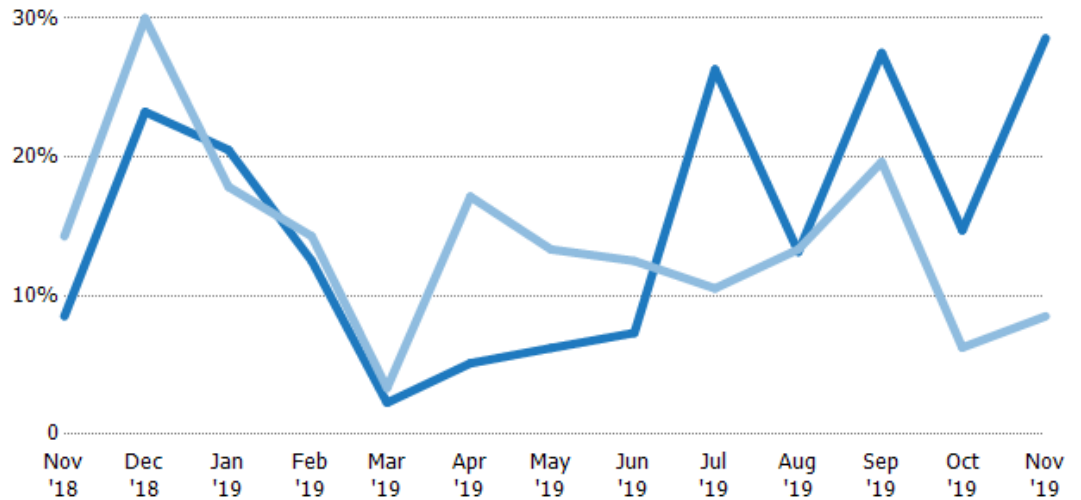
Current Year	11.8	4.3	4.88	8	44	19.5	16.6	13.7	3.8	7.6	3.64	6.8	3.5
Prior Year	7	3.33	5.6	7	30	5.83	7.5	8	9.5	7.5	5.09	16	11.8
Percent Change from Prior Year	68%	29%	-13%	14%	47%	234%	-100%	71%	-60%	1%	-29%	-58%	-70%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



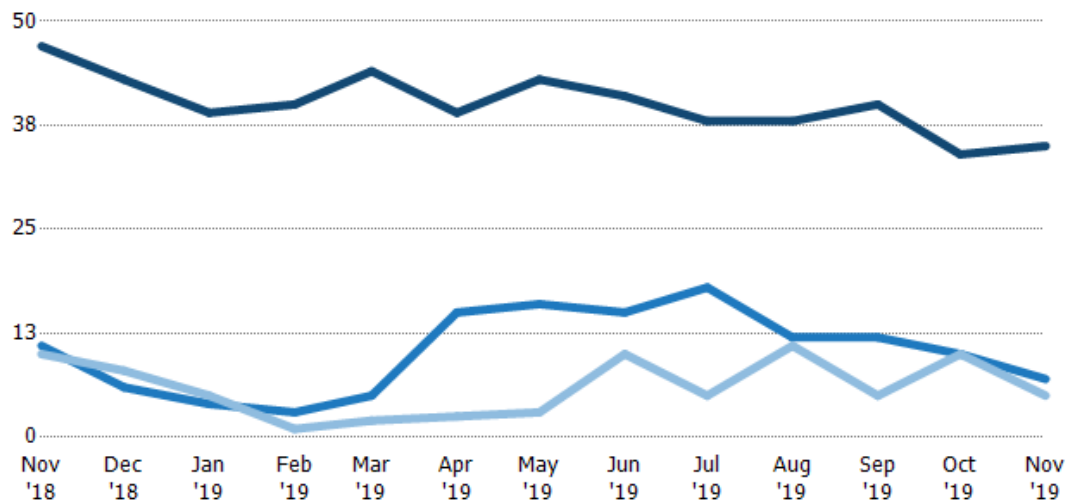
Current Year	9%	23%	21%	13%	2%	5%	6%	7%	26%	13%	28%	15%	29%
Prior Year	14%	30%	18%	14%	3%	17%	13%	13%	11%	13%	20%	6%	9%
Change from Prior Year	6%	7%	-3%	2%	1%	12%	13%	5%	-16%	0%	-8%	-8%	-20%

Active/Pending/Sold Units

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

Filters Used

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



Active	47	43	39	40	44	39	43	41	38	38	40	34	35
Pending	11	6	4	3	5	15	16	15	18	12	12	10	7
Sold	10	8	5	1	2	2.5	3	10	5	11	5	10	5

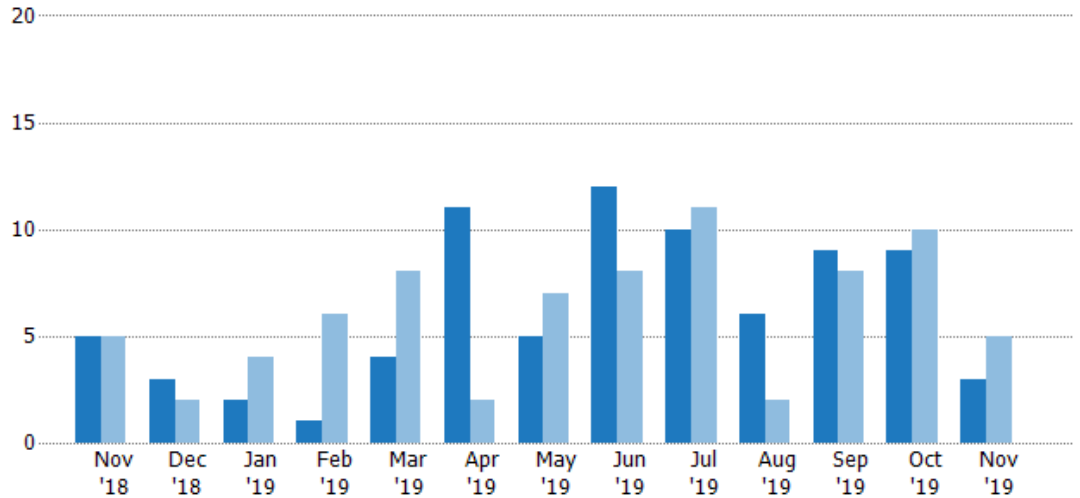
New Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Nov '19	3	-40%
Nov '18	5	0%
Nov '17	5	-80%



Current Year	5	3	2	1	4	11	5	12	10	6	9	9	3
Prior Year	5	2	4	6	8	2	7	8	11	2	8	10	5
Percent Change from Prior Year	0%	50%	-50%	-83%	-50%	450%	-29%	50%	-9%	200%	13%	-10%	-40%

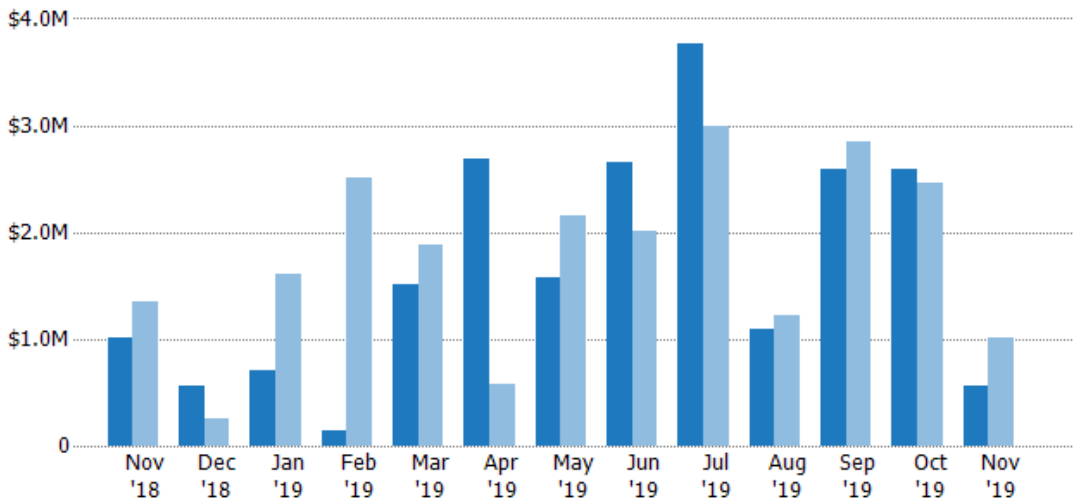
New Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
Nov '19	\$569K	-43.5%
Nov '18	\$1.01M	-25.8%
Nov '17	\$1.36M	-80.2%



Current Year	\$1.01M	\$554K	\$707K	\$149K	\$1.51M	\$2.69M	\$1.57M	\$2.65M	\$3.77M	\$1.09M	\$2.59M	\$2.59M	\$569K
Prior Year	\$1.36M	\$247K	\$1.61M	\$2.51M	\$1.88M	\$575K	\$2.16M	\$2.01M	\$2.98M	\$1.22M	\$2.85M	\$2.46M	\$1.01M
Percent Change from Prior Year	-26%	124%	-56%	-94%	-20%	368%	-27%	32%	26%	-11%	-9%	5%	-43%

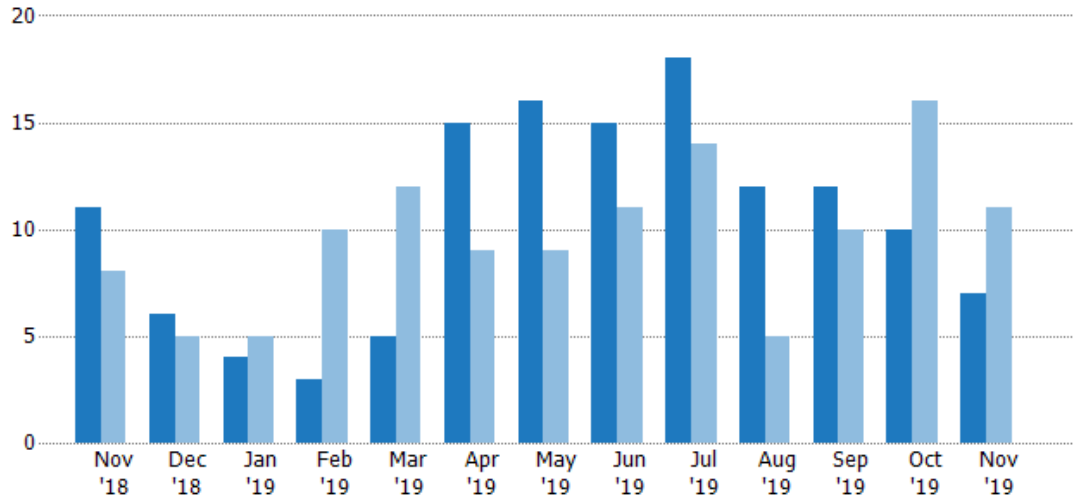
Pending Sales

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

Filters Used

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

Month/ Year	Count	% Chg.
Nov '19	7	-36.4%
Nov '18	11	37.5%
Nov '17	8	0%



Current Year	11	6	4	3	5	15	16	15	18	12	12	10	7
Prior Year	8	5	5	10	12	9	9	11	14	5	10	16	11
Percent Change from Prior Year	38%	20%	-20%	-70%	-58%	67%	78%	36%	29%	140%	20%	-38%	-36%

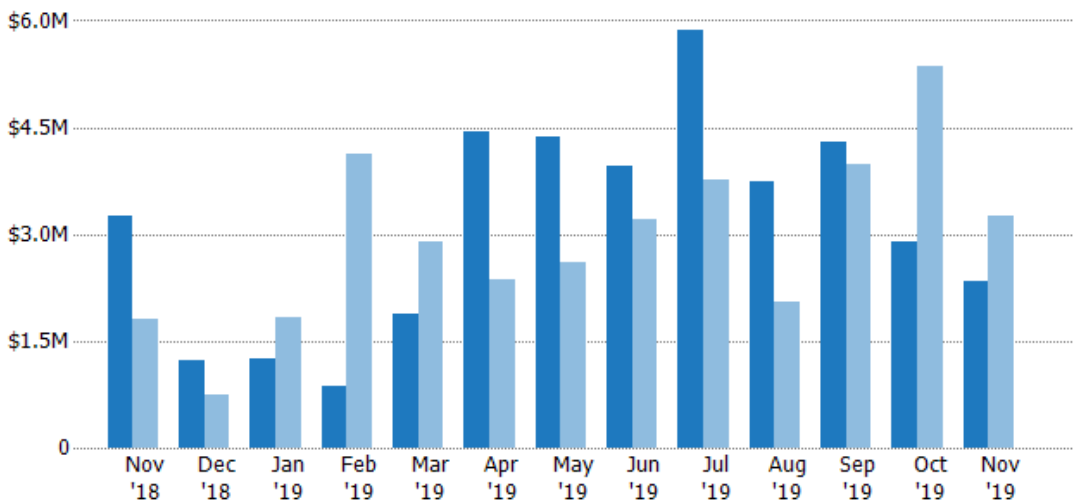
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Nov '19	\$2.33M	-28.6%
Nov '18	\$3.26M	79.7%
Nov '17	\$1.82M	-8.9%



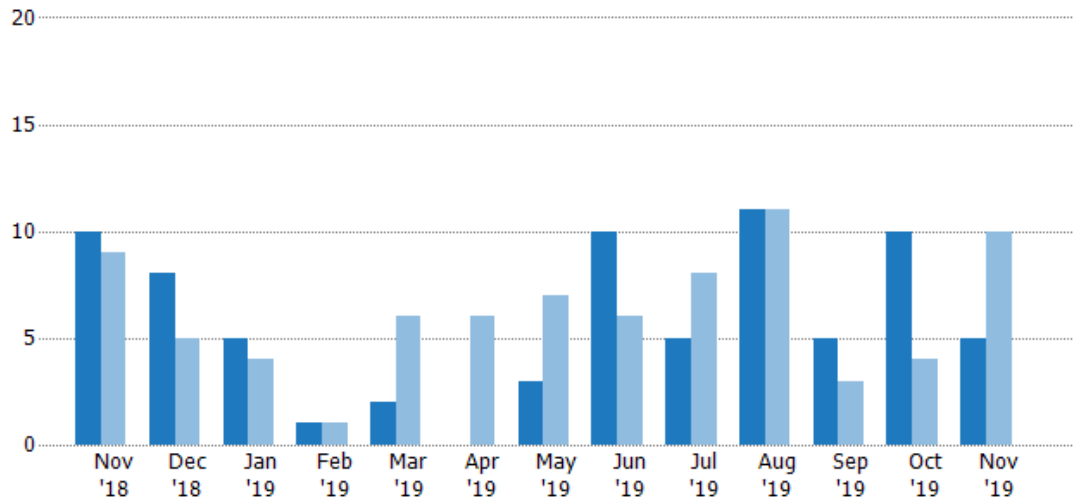
Current Year	\$3.26M	\$1.23M	\$1.25M	\$876K	\$1.87M	\$4.43M	\$4.38M	\$3.95M	\$5.87M	\$3.73M	\$4.3M	\$2.9M	\$2.33M
Prior Year	\$1.82M	\$734K	\$1.83M	\$4.12M	\$2.9M	\$2.36M	\$2.61M	\$3.21M	\$3.77M	\$2.04M	\$3.98M	\$5.35M	\$3.26M
Percent Change from Prior Year	80%	68%	-32%	-79%	-36%	88%	67%	23%	56%	83%	8%	-46%	-29%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



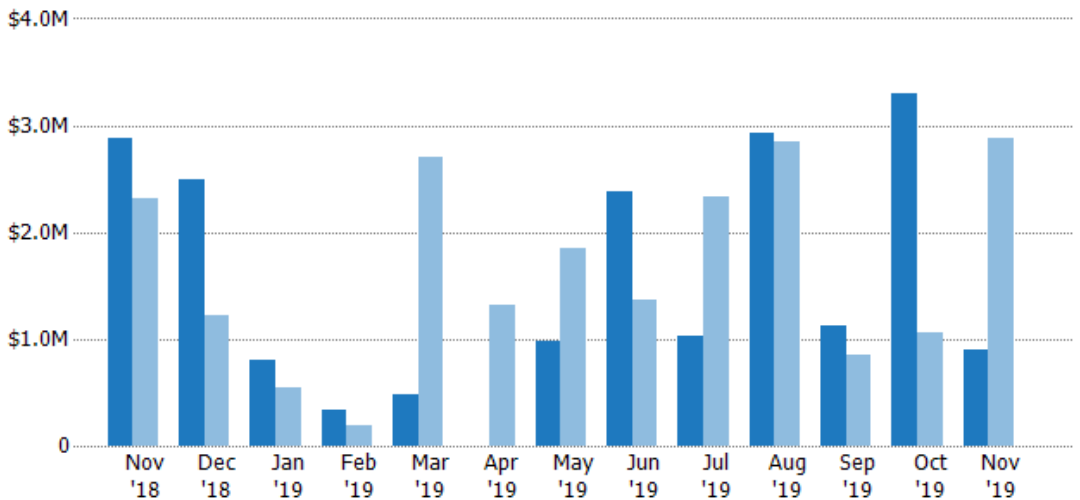
Current Year	10	8	5	1	2	-	3	10	5	11	5	10	5
Prior Year	9	5	4	1	6	6	7	6	8	11	3	4	10
Percent Change from Prior Year	11%	60%	25%	0%	-67%	-100%	-57%	67%	-38%	0%	67%	150%	-50%

Closed Sales Volume

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



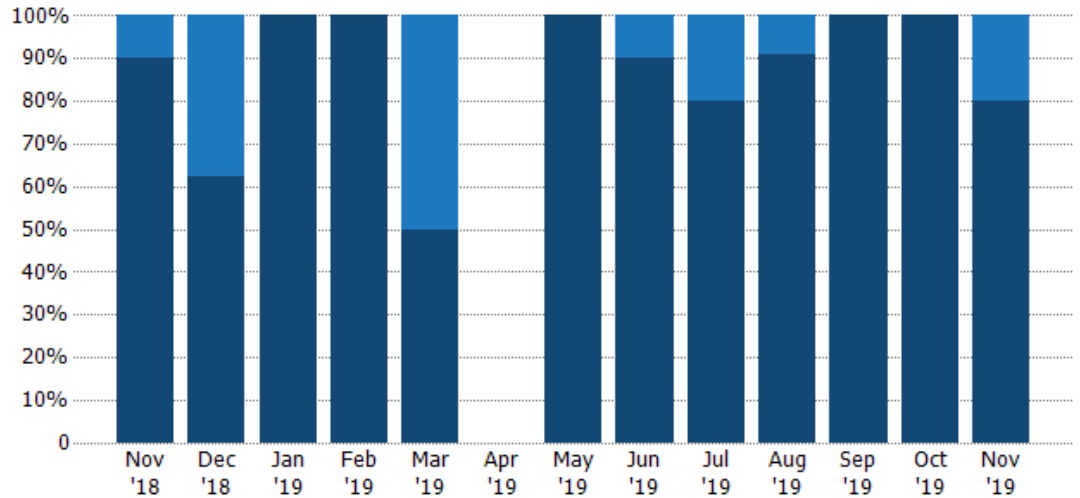
Current Year	\$2.89M	\$2.5M	\$802K	\$340K	\$486K	-	\$975K	\$2.38M	\$1.02M	\$2.93M	\$1.12M	\$3.3M	\$896K
Prior Year	\$2.32M	\$1.23M	\$543K	\$187K	\$2.71M	\$1.32M	\$1.84M	\$1.36M	\$2.33M	\$2.85M	\$857K	\$1.07M	\$2.89M
Percent Change from Prior Year	25%	104%	48%	82%	-82%	-100%	-47%	75%	-56%	3%	30%	209%	-69%

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



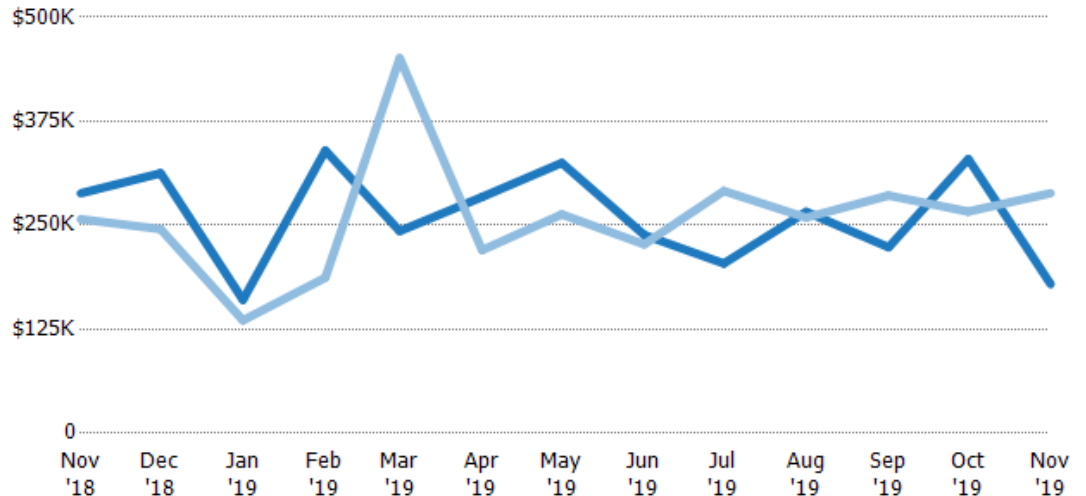
Condo/Townhouse	10%	38%	-	-	50%	-	-	10%	20%	9%	-	-	20%
Single Family Residence	90%	63%	100%	100%	50%	-	100%	90%	80%	91%	100%	100%	80%

Average Sales Price

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

Filters Used

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



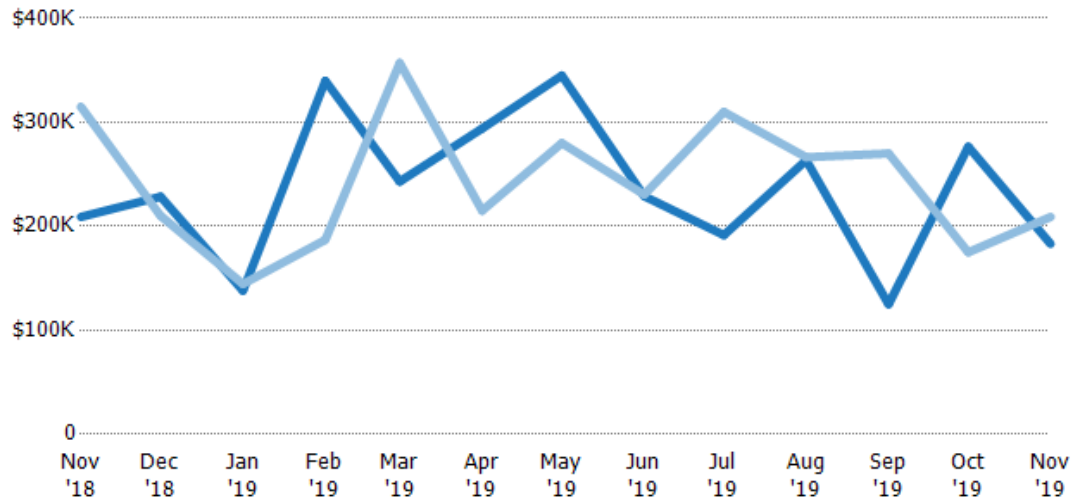
Current Year	\$289K	\$313K	\$160K	\$340K	\$243K	\$284K	\$325K	\$238K	\$204K	\$266K	\$224K	\$330K	\$179K
Prior Year	\$257K	\$245K	\$136K	\$187K	\$451K	\$220K	\$263K	\$227K	\$291K	\$259K	\$286K	\$267K	\$289K
Percent Change from Prior Year	12%	27%	18%	82%	-46%	-100%	24%	5%	-30%	3%	-22%	24%	-38%

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



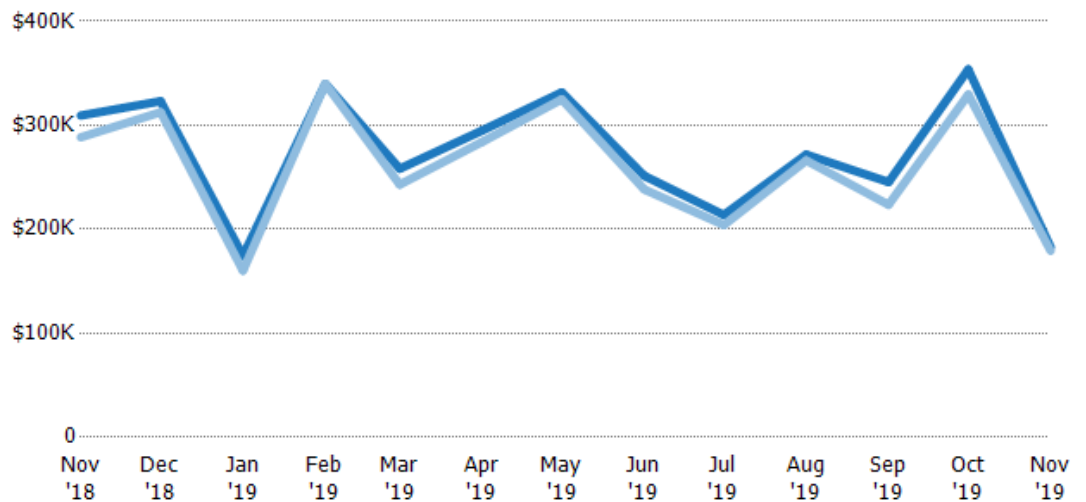
Current Year	\$209K	\$229K	\$138K	\$340K	\$243K	\$294K	\$345K	\$229K	\$192K	\$264K	\$125K	\$277K	\$183K
Prior Year	\$315K	\$210K	\$145K	\$187K	\$357K	\$215K	\$280K	\$231K	\$310K	\$266K	\$270K	\$175K	\$209K
Percent Change from Prior Year	-34%	9%	-4%	82%	-32%	-100%	23%	-1%	-38%	-1%	-54%	58%	-12%

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

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



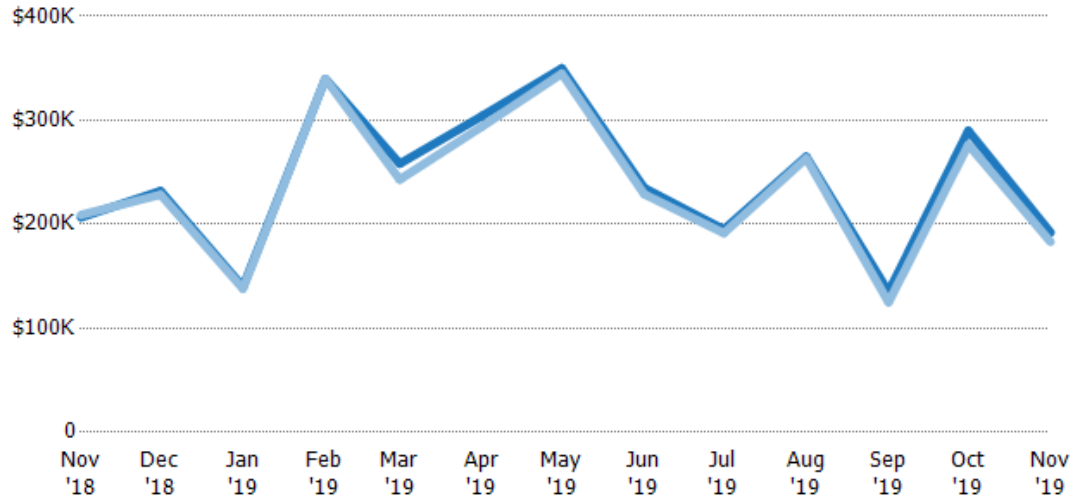
Avg List Price	\$309K	\$323K	\$175K	\$340K	\$258K	\$295K	\$332K	\$251K	\$214K	\$272K	\$245K	\$354K	\$183K
Avg Sales Price	\$289K	\$313K	\$160K	\$340K	\$243K	\$284K	\$325K	\$238K	\$204K	\$266K	\$224K	\$330K	\$179K
Avg Sales Price as a % of Avg List Price	93%	97%	92%	100%	94%	96%	98%	95%	95%	98%	91%	93%	98%

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

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



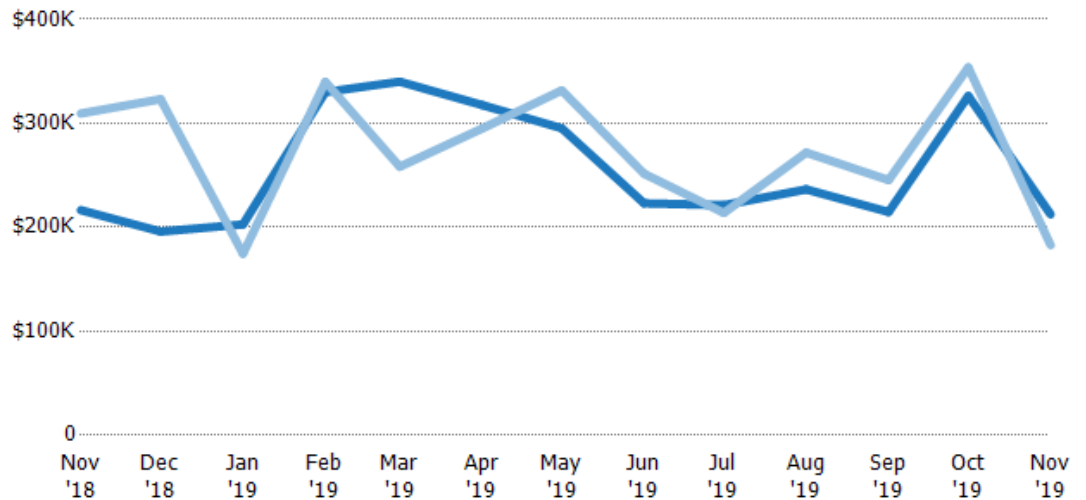
Median List Price	\$206K	\$232K	\$140K	\$340K	\$258K	\$304K	\$350K	\$235K	\$195K	\$265K	\$135K	\$290K	\$192K
Median Sales Price	\$209K	\$229K	\$138K	\$340K	\$243K	\$294K	\$345K	\$229K	\$192K	\$264K	\$125K	\$277K	\$183K
Med Sales Price as a % of Med List Price	101%	98%	99%	100%	94%	96%	99%	97%	98%	99%	93%	95%	95%

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

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



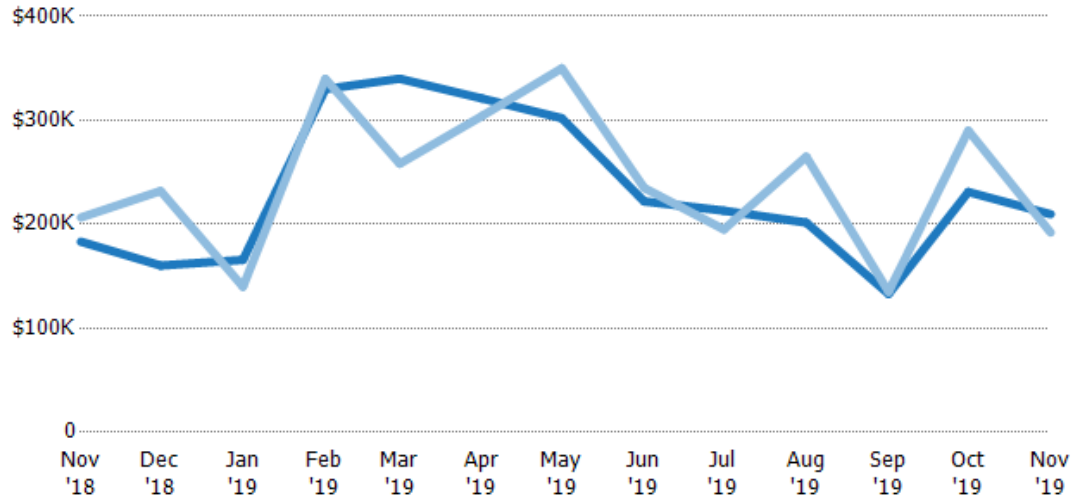
Avg Est Value	\$216K	\$196K	\$203K	\$330K	\$340K	\$318K	\$295K	\$223K	\$221K	\$236K	\$215K	\$326K	\$212K
Avg Sales Price	\$309K	\$323K	\$175K	\$340K	\$258K	\$295K	\$332K	\$251K	\$214K	\$272K	\$245K	\$354K	\$183K
Avg Sales Price as a % of Avg Est Value	143%	165%	86%	103%	76%	94%	112%	113%	97%	115%	114%	108%	86%

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



Median Est Value	\$183K	\$160K	\$166K	\$330K	\$340K	\$321K	\$302K	\$222K	\$213K	\$202K	\$133K	\$231K	\$210K
Median Sales Price	\$206K	\$232K	\$140K	\$340K	\$258K	\$304K	\$350K	\$235K	\$195K	\$265K	\$135K	\$290K	\$192K
Med Sales Price as a % of Med Est Value	113%	145%	84%	103%	76%	96%	116%	106%	91%	131%	102%	126%	92%