

## 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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	12	5	+140%	75	90	-16.7%
New Listing Volume	\$6,330,900	\$2,462,900	+157.1%	\$24,642,900	\$25,338,998	-2.7%
Active Listing Count	39	56	-30.4%	N/A	N/A	
Active Listing Volume	\$15,353,100	\$15,621,900	-1.7%	N/A	N/A	
Average Listing Price	\$393,669	\$278,963	+41.1%	\$330,184	\$309,842	+6.6%
Median Listing Price	\$275,000	\$272,000	+1.1%	\$285,846	\$286,096	-0.1%
Median Days in RPR	91	109	-16.5%	119.39	91.1	+31.1%
Months of Inventory	3.5	5.1	-30.4%	7	7.9	-11.4%
Absorption Rate	28.21%	19.64%	+8.6%	14.33%	12.69%	+1.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	8	+12.5%	60	56	+7.1%
New Pending Sales Volume	\$2,592,400	\$2,849,998	-9%	\$16,727,400	\$17,798,498	-6%
Pending Sales Count	12	10	+20%	N/A	N/A	
Pending Sales Volume	\$4,302,000	\$3,979,998	+8.1%	N/A	N/A	
Closed Sales Count	5	3	+66.7%	41	51	-19.6%
Closed Sales Volume	\$1,117,975	\$857,400	+30.4%	\$9,787,825	\$13,603,800	-28.1%
Average Sales Price	\$223,595	\$285,800	-21.8%	\$238,727	\$266,741	-10.5%
Median Sales Price	\$125,000	\$270,000	-53.7%	\$219,437	\$263,145	-16.6%

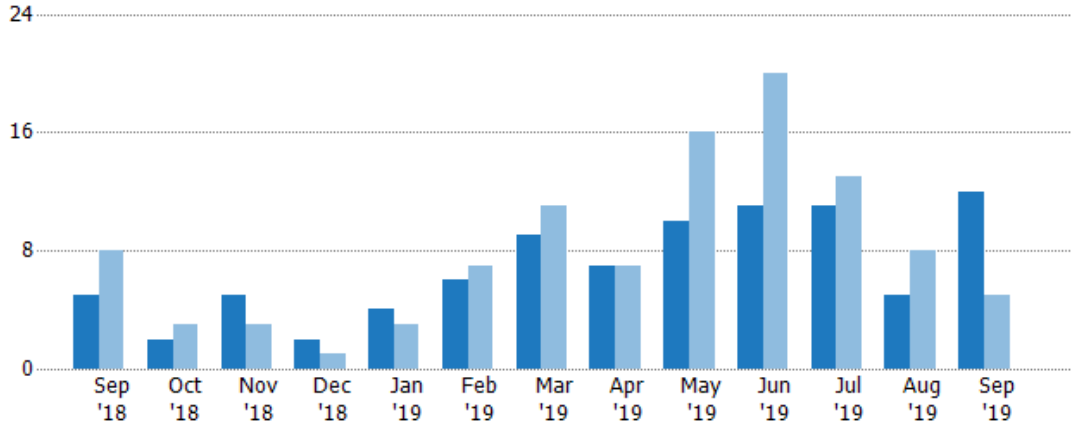
## New Listings

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.
Sep '19	12	140%
Sep '18	5	-37.5%
Sep '17	8	-25%



Current Year	5	2	5	2	4	6	9	7	10	11	11	5	12
Prior Year	8	3	3	1	3	7	11	7	16	20	13	8	5
Percent Change from Prior Year	-38%	-33%	67%	100%	33%	-14%	-18%	0%	-38%	-45%	-15%	-38%	140%

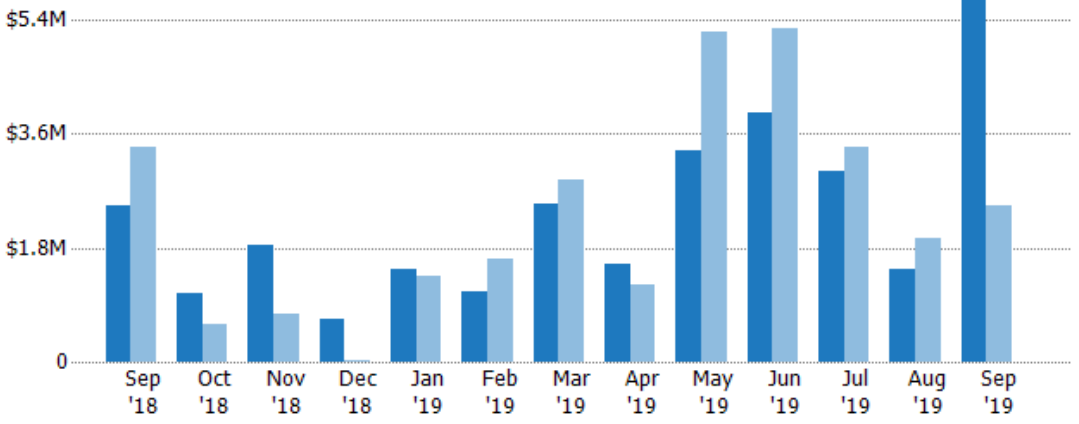
## New Listing Volume

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.
Sep '19	\$6.33M	157.1%
Sep '18	\$2.46M	-27.1%
Sep '17	\$3.38M	-57%



Current Year	\$2.46M	\$1.09M	\$1.85M	\$677K	\$1.46M	\$1.1M	\$2.5M	\$1.53M	\$3.32M	\$3.92M	\$3.02M	\$1.45M	\$6.33M
Prior Year	\$3.38M	\$604K	\$764K	\$32K	\$1.36M	\$1.61M	\$2.87M	\$1.22M	\$5.21M	\$5.26M	\$3.39M	\$1.94M	\$2.46M
Percent Change from Prior Year	-27%	81%	142%	2,017%	7%	-32%	-13%	26%	-36%	-25%	-11%	-25%	157%

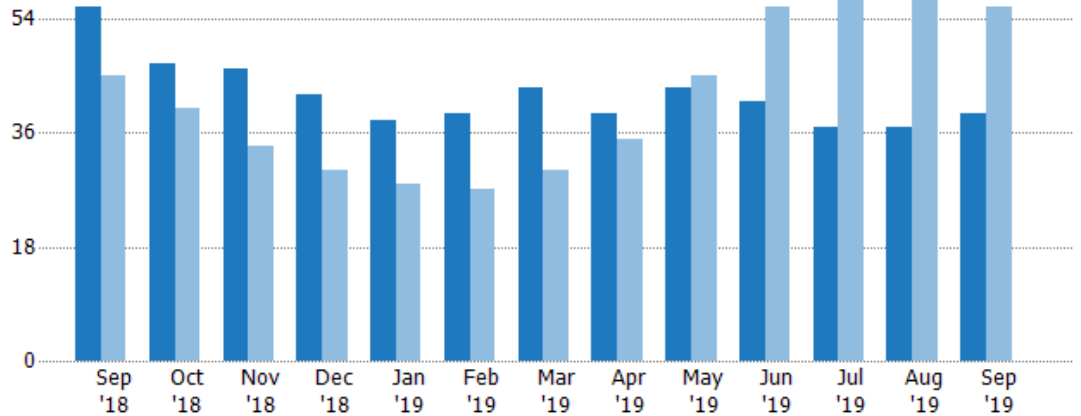
## Active Listings

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.
Sep '19	39	-30.4%
Sep '18	56	24.4%
Sep '17	45	26.7%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	56	47	46	42	38	39	43	39	43	41	37	37	39
Prior Year	45	40	34	30	28	27	30	35	45	56	57	60	56
Percent Change from Prior Year	24%	18%	35%	40%	36%	44%	43%	11%	-4%	-27%	-35%	-38%	-30%

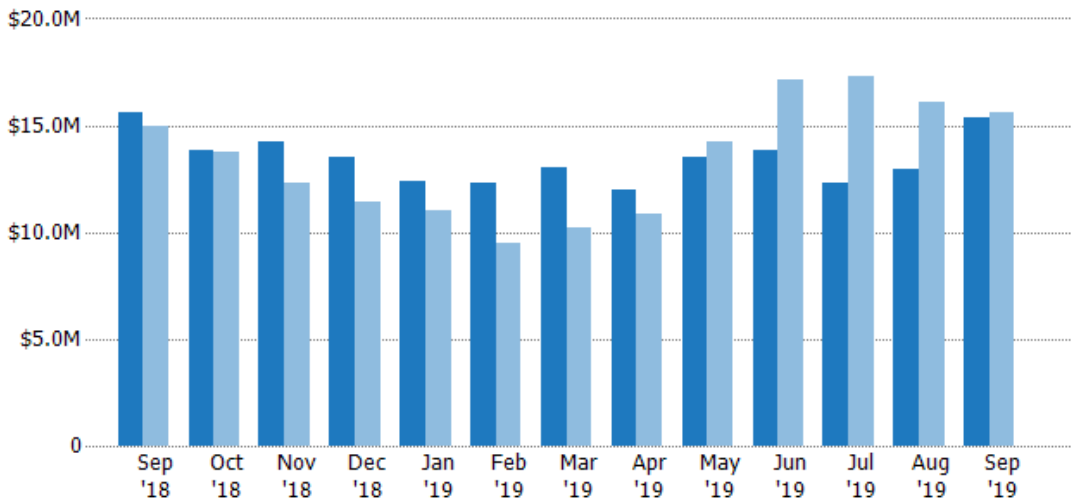
## Active Listing Volume

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.
Sep '19	\$15.4M	-1.7%
Sep '18	\$15.6M	4.3%
Sep '17	\$15M	20.8%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$15.6M	\$13.9M	\$14.3M	\$13.5M	\$12.4M	\$12.3M	\$13.1M	\$12M	\$13.5M	\$13.8M	\$12.3M	\$12.9M	\$15.4M
Prior Year	\$15M	\$13.7M	\$12.3M	\$11.4M	\$11M	\$9.5M	\$10.2M	\$10.9M	\$14.2M	\$17.2M	\$17.3M	\$16.1M	\$15.6M
Percent Change from Prior Year	4%	1%	16%	18%	12%	29%	27%	10%	-5%	-20%	-29%	-20%	-2%

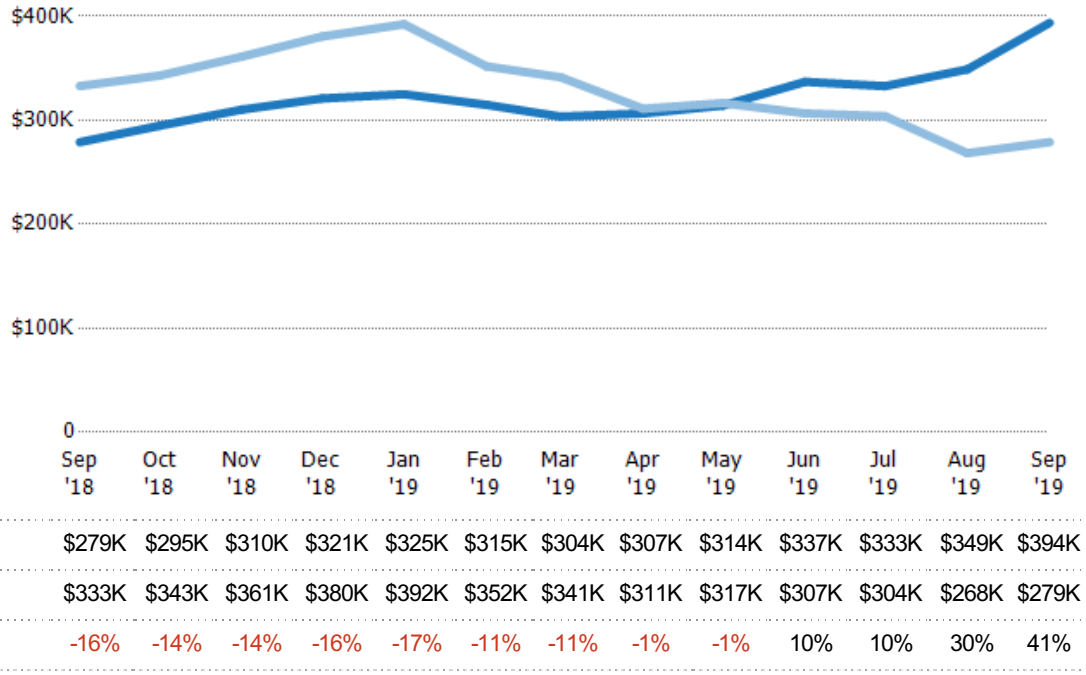
## Average Listing Price

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.
Sep '19	\$394K	41.1%
Sep '18	\$279K	-16.2%
Sep '17	\$333K	-4.6%



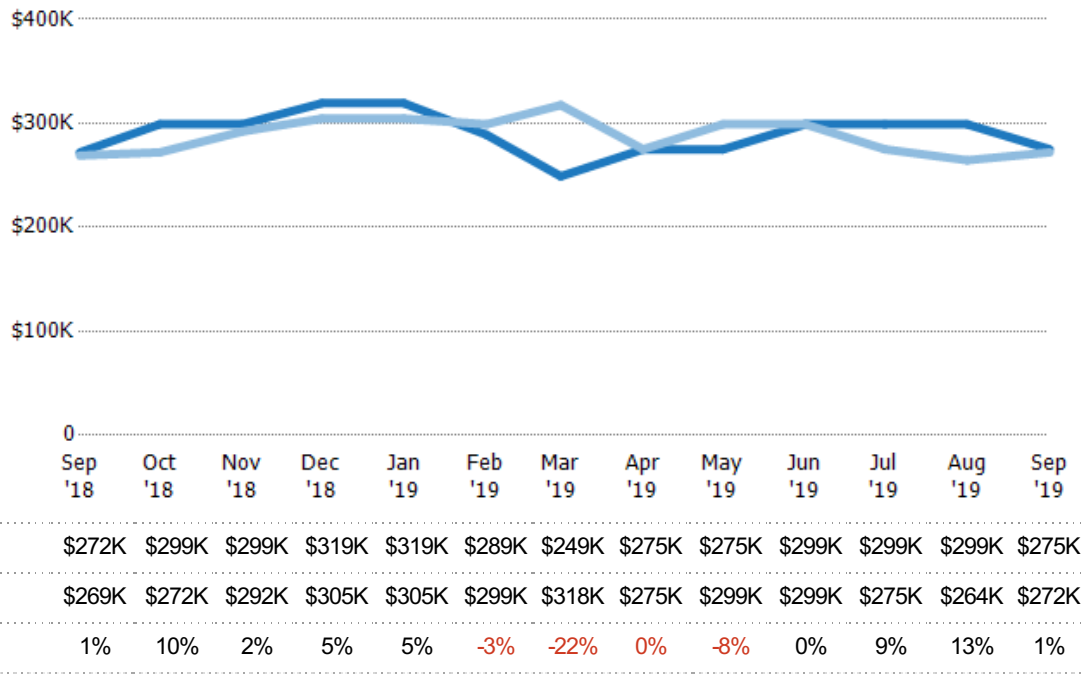
## Median Listing Price

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.
Sep '19	\$275K	1.1%
Sep '18	\$272K	1.1%
Sep '17	\$269K	0%

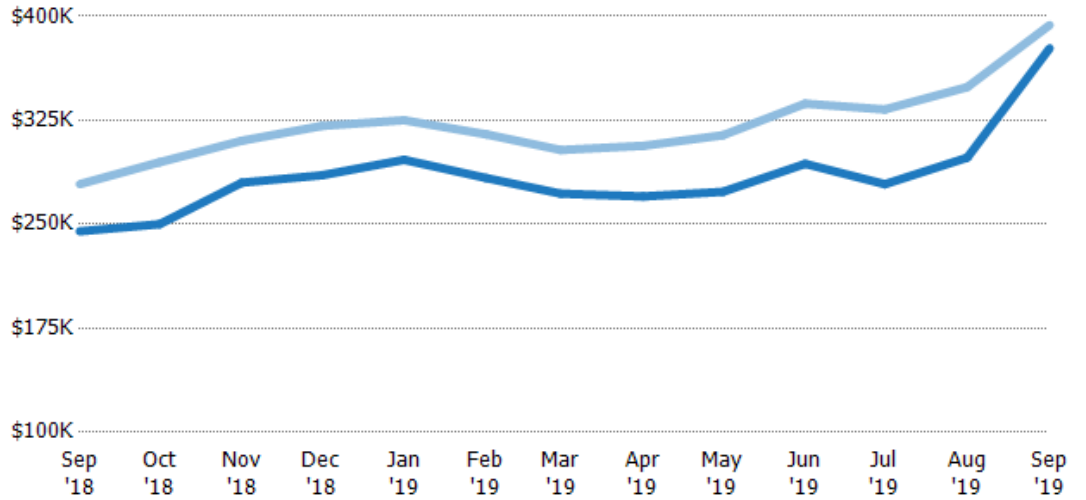


## Average Listing Price vs Average Est Value

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



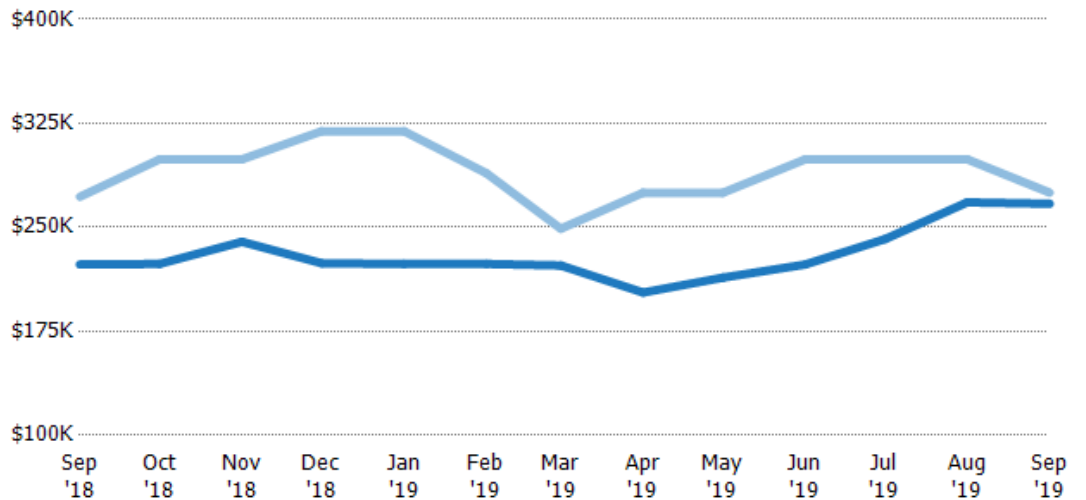
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$245K	\$250K	\$280K	\$285K	\$296K	\$283K	\$272K	\$270K	\$273K	\$294K	\$279K	\$298K	\$377K
Avg Listing Price	\$279K	\$295K	\$310K	\$321K	\$325K	\$315K	\$304K	\$307K	\$314K	\$337K	\$333K	\$349K	\$394K
Avg Listing Price as a % of Avg Est Value	114%	118%	111%	112%	110%	111%	112%	114%	115%	115%	119%	117%	104%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$223K	\$224K	\$240K	\$224K	\$224K	\$224K	\$222K	\$203K	\$214K	\$223K	\$241K	\$268K	\$267K
Median Listing Price	\$272K	\$299K	\$299K	\$319K	\$319K	\$289K	\$249K	\$275K	\$275K	\$299K	\$299K	\$299K	\$275K
Med Listing Price as a % of Med Est Value	122%	134%	125%	142%	143%	129%	112%	135%	129%	134%	124%	112%	103%

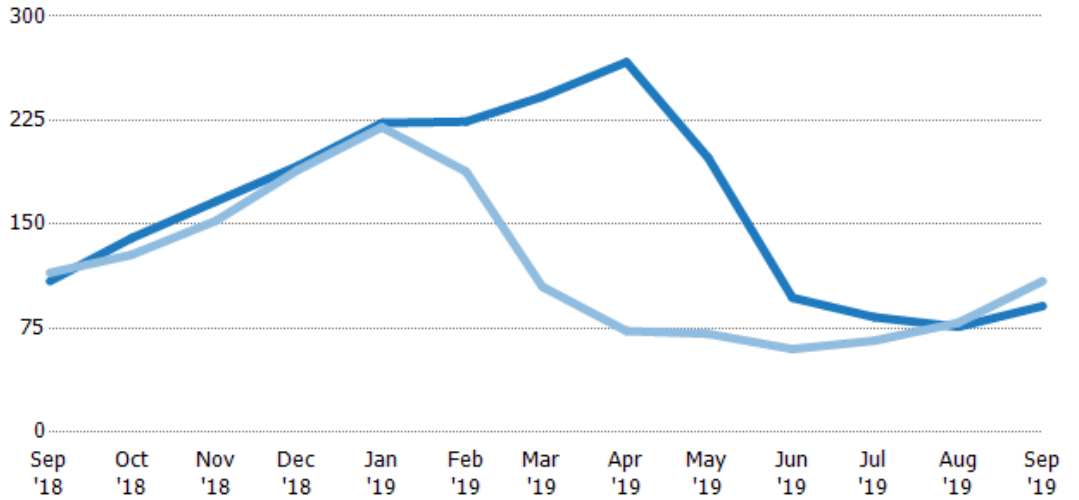
## Median Days in RPR

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

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

Month/Year	Days	% Chg.
Sep '19	91	-16.5%
Sep '18	109	-5.2%
Sep '17	115	16.5%



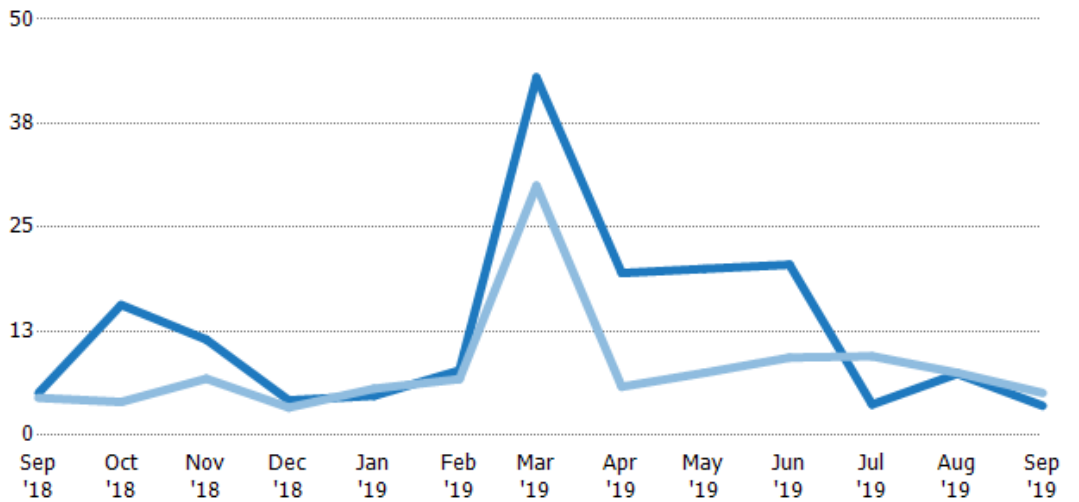
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	109	140	167	192	223	224	242	267	198	97	83	76	91
Prior Year	115	128	153	189	220	188	105	73	71	60	66	79	109
Percent Change from Prior Year	-5%	9%	9%	2%	1%	19%	130%	266%	179%	62%	26%	-4%	-17%

## 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



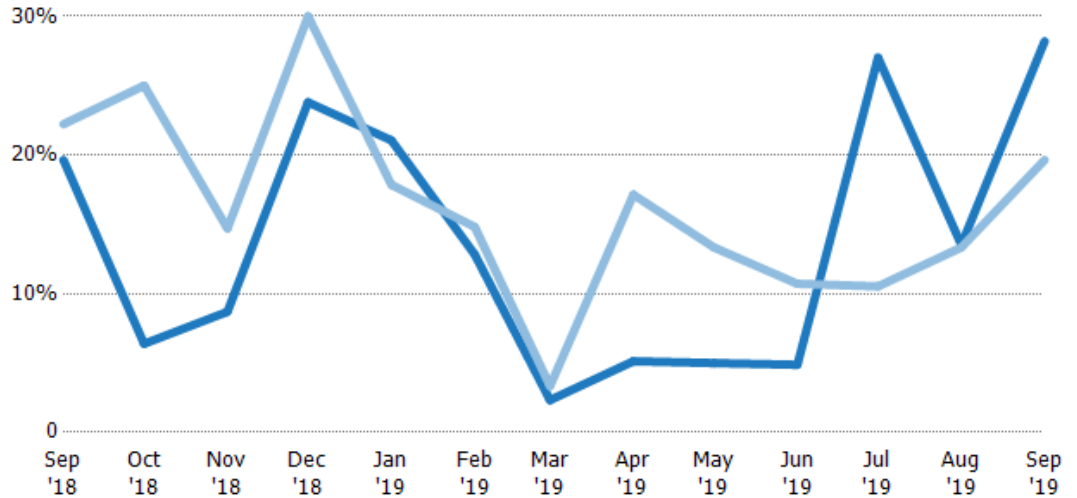
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	5.09	15.7	11.5	4.2	4.75	7.8	43	19.5	20	20.5	3.7	7.4	3.55
Prior Year	4.5	4	6.8	3.33	5.6	6.75	30	5.83	7.5	9.33	9.5	7.5	5.09
Percent Change from Prior Year	13%	292%	69%	26%	-15%	16%	43%	234%	-100%	120%	-61%	-1%	-30%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



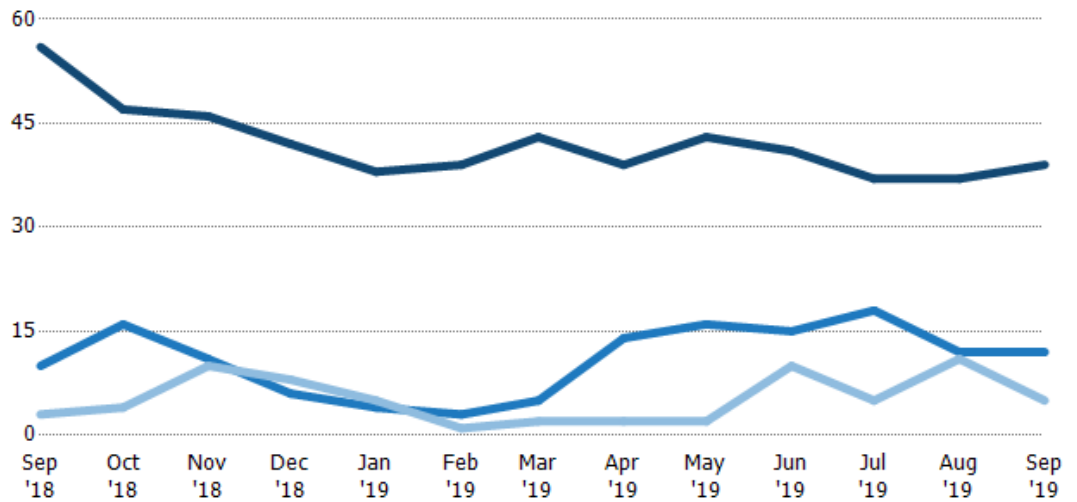
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	20%	6%	9%	24%	21%	13%	2%	5%	5%	5%	27%	14%	28%
Prior Year	22%	25%	15%	30%	18%	15%	3%	17%	13%	11%	11%	13%	20%
Change from Prior Year	3%	19%	6%	6%	-3%	2%	1%	12%	13%	6%	-17%	0%	-9%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Active	56	47	46	42	38	39	43	39	43	41	37	37	39
Pending	10	16	11	6	4	3	5	14	16	15	18	12	12
Sold	3	4	10	8	5	1	2	2	2	10	5	11	5

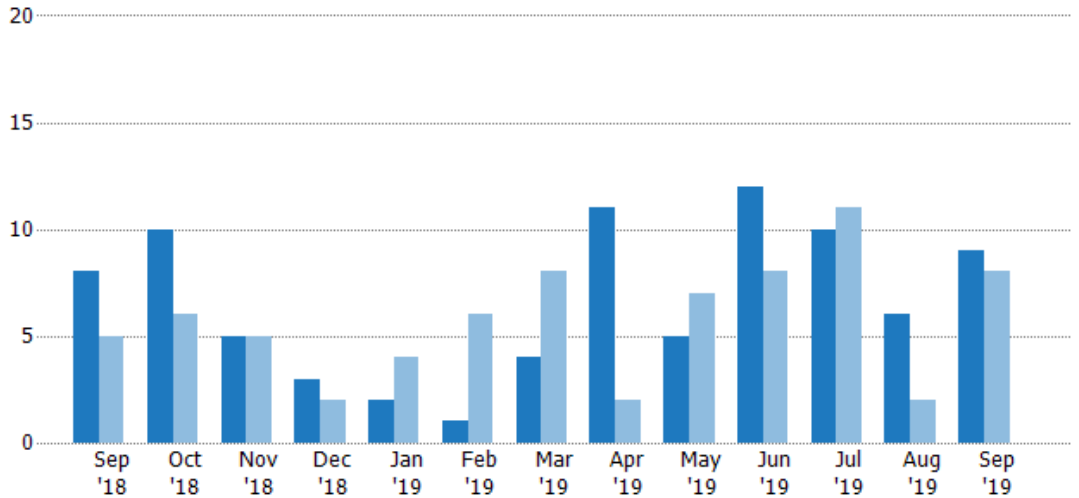
## New Pending Sales

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.
Sep '19	9	12.5%
Sep '18	8	60%
Sep '17	5	0%



Current Year	8	10	5	3	2	1	4	11	5	12	10	6	9
Prior Year	5	6	5	2	4	6	8	2	7	8	11	2	8
Percent Change from Prior Year	60%	67%	0%	50%	-50%	-83%	-50%	450%	-29%	50%	-9%	200%	13%

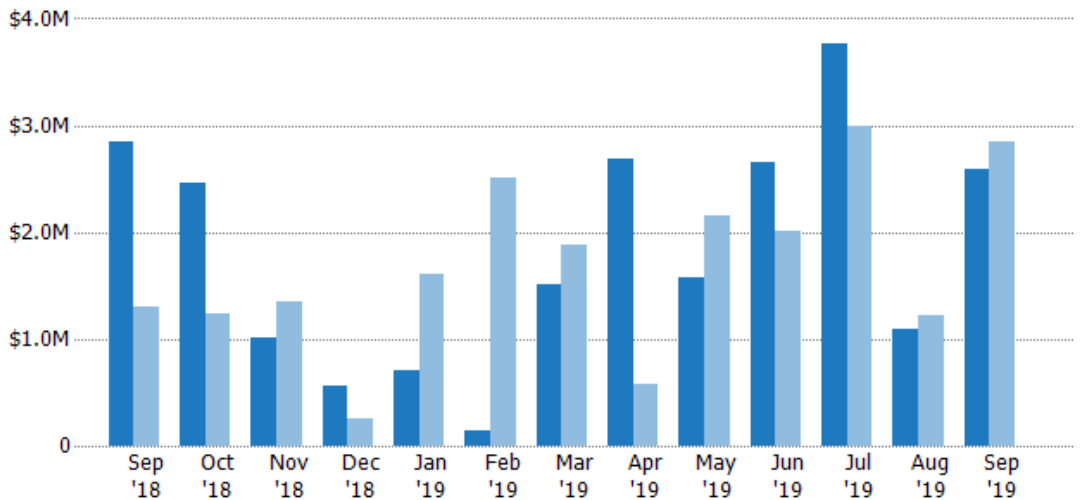
## New Pending Sales Volume

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.
Sep '19	\$2.59M	-9%
Sep '18	\$2.85M	118%
Sep '17	\$1.31M	-29.6%



Current Year	\$2.85M	\$2.46M	\$1.01M	\$554K	\$707K	\$149K	\$1.51M	\$2.69M	\$1.57M	\$2.65M	\$3.77M	\$1.09M	\$2.59M
Prior Year	\$1.31M	\$1.23M	\$1.36M	\$247K	\$1.61M	\$2.51M	\$1.88M	\$575K	\$2.16M	\$2.01M	\$2.98M	\$1.22M	\$2.85M
Percent Change from Prior Year	118%	100%	-26%	124%	-56%	-94%	-20%	368%	-27%	32%	26%	-11%	-9%



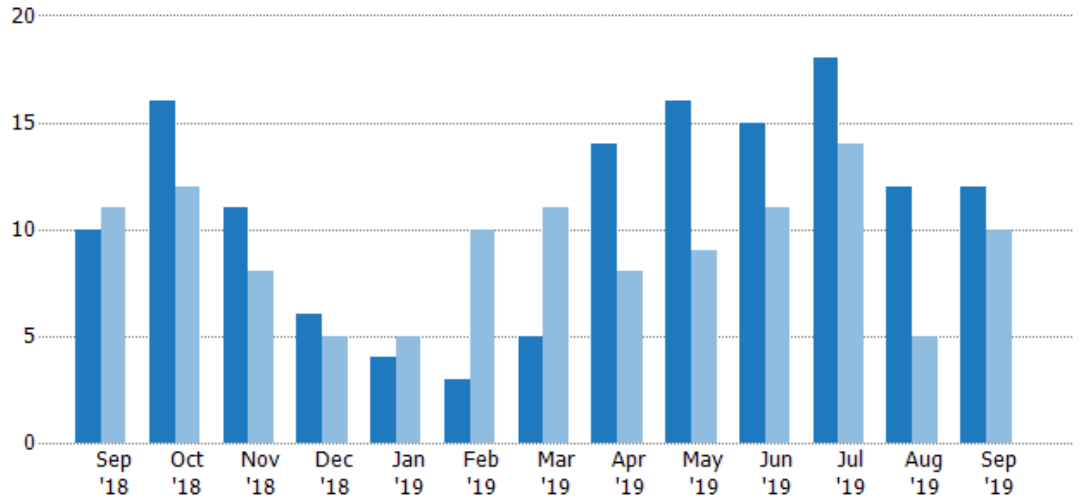
## Pending Sales

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.
Sep '19	12	20%
Sep '18	10	-9.1%
Sep '17	11	27.3%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	10	16	11	6	4	3	5	14	16	15	18	12	12
Prior Year	11	12	8	5	5	10	11	8	9	11	14	5	10
Percent Change from Prior Year	-9%	33%	38%	20%	-20%	-70%	-55%	75%	78%	36%	29%	140%	20%

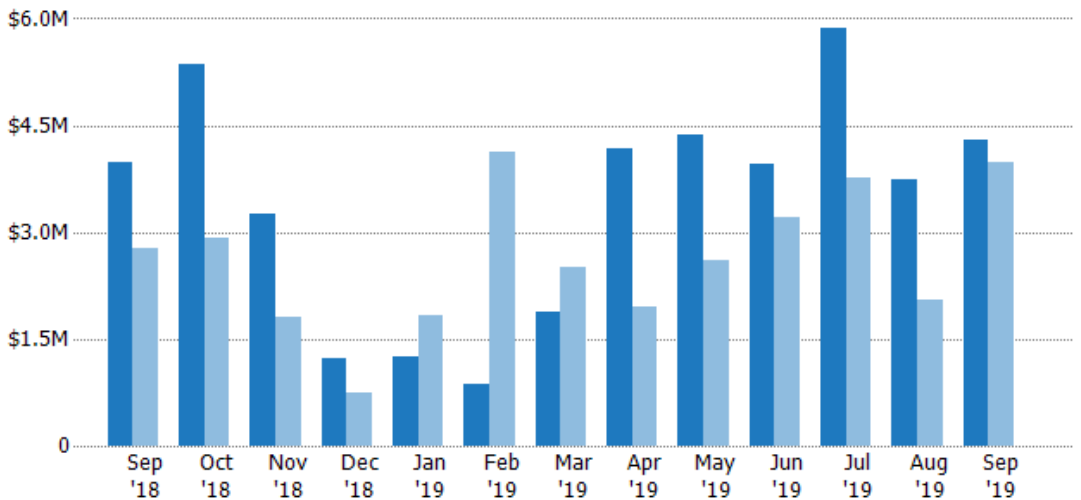
## Pending Sales Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Sep '19	\$4.3M	8.1%
Sep '18	\$3.98M	43.9%
Sep '17	\$2.77M	8.6%



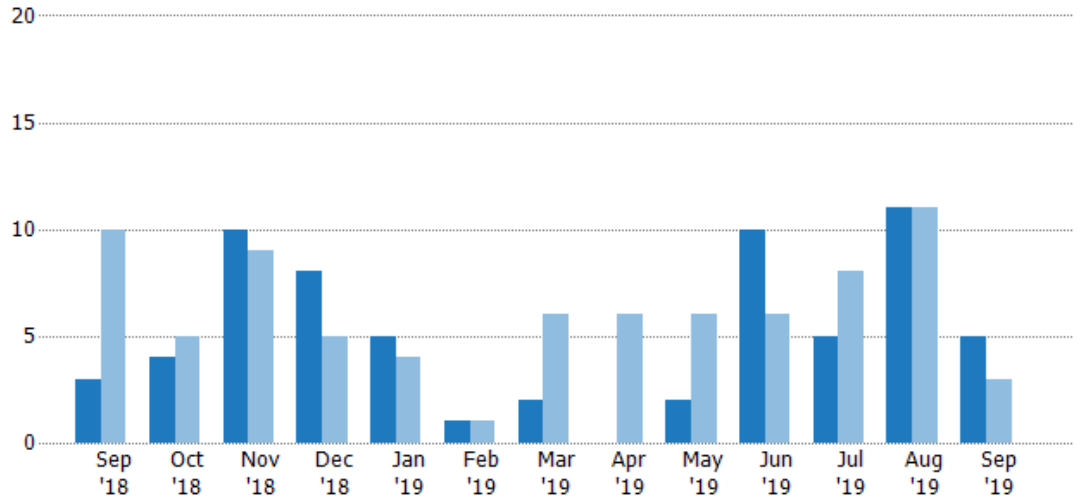
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$3.98M	\$5.35M	\$3.26M	\$1.23M	\$1.25M	\$876K	\$1.87M	\$4.16M	\$4.38M	\$3.95M	\$5.87M	\$3.73M	\$4.3M
Prior Year	\$2.77M	\$2.93M	\$1.82M	\$734K	\$1.83M	\$4.12M	\$2.51M	\$1.96M	\$2.61M	\$3.21M	\$3.77M	\$2.04M	\$3.98M
Percent Change from Prior Year	44%	83%	80%	68%	-32%	-79%	-25%	112%	67%	23%	56%	83%	8%

## 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



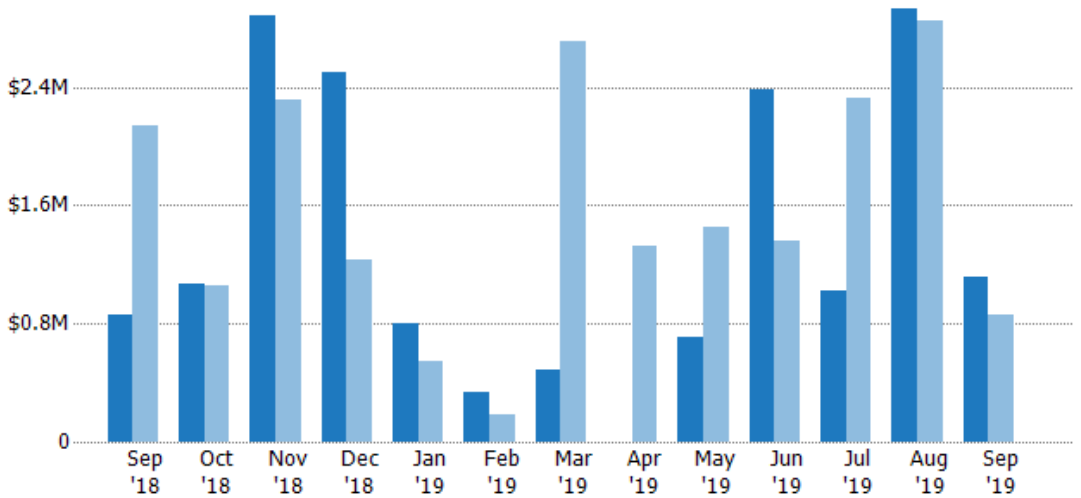
Current Year	3	4	10	8	5	1	2	-	2	10	5	11	5
Prior Year	10	5	9	5	4	1	6	6	6	6	8	11	3
Percent Change from Prior Year	-70%	-20%	11%	60%	25%	0%	-67%	-100%	-67%	67%	-38%	0%	67%

## 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



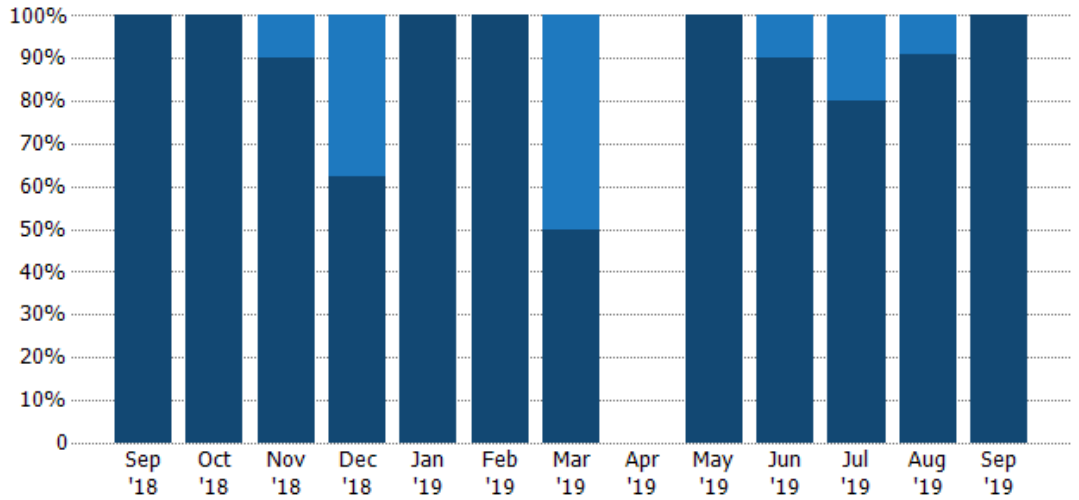
Current Year	\$857K	\$1.07M	\$2.89M	\$2.5M	\$802K	\$340K	\$486K	-	\$710K	\$2.38M	\$1.02M	\$2.93M	\$1.12M
Prior Year	\$2.14M	\$1.05M	\$2.32M	\$1.23M	\$543K	\$187K	\$2.71M	\$1.32M	\$1.45M	\$1.36M	\$2.33M	\$2.85M	\$857K
Percent Change from Prior Year	-60%	1%	25%	104%	48%	82%	-82%	-100%	-51%	75%	-56%	3%	30%

## 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



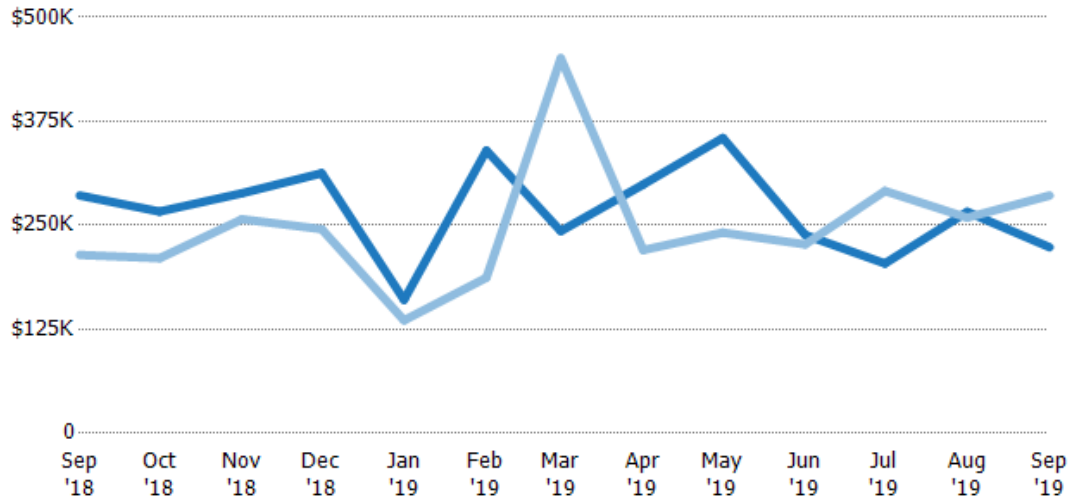
Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Condo/Townhouse	-	-	10%	38%	-	-	50%	-	-	10%	20%	9%	-
Single Family Residence	100%	100%	90%	63%	100%	100%	50%	-	100%	90%	80%	91%	100%

## 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



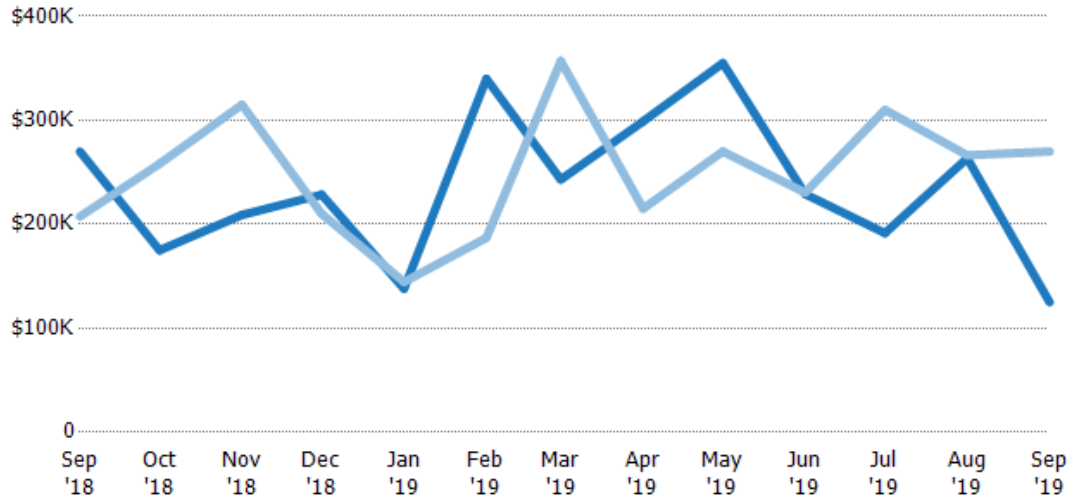
Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$286K	\$267K	\$289K	\$313K	\$160K	\$340K	\$243K	\$299K	\$355K	\$238K	\$204K	\$266K	\$224K
Prior Year	\$214K	\$210K	\$257K	\$245K	\$136K	\$187K	\$451K	\$220K	\$241K	\$227K	\$291K	\$259K	\$286K
Percent Change from Prior Year	33%	27%	12%	27%	18%	82%	-46%	-100%	47%	5%	-30%	3%	-22%

## 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



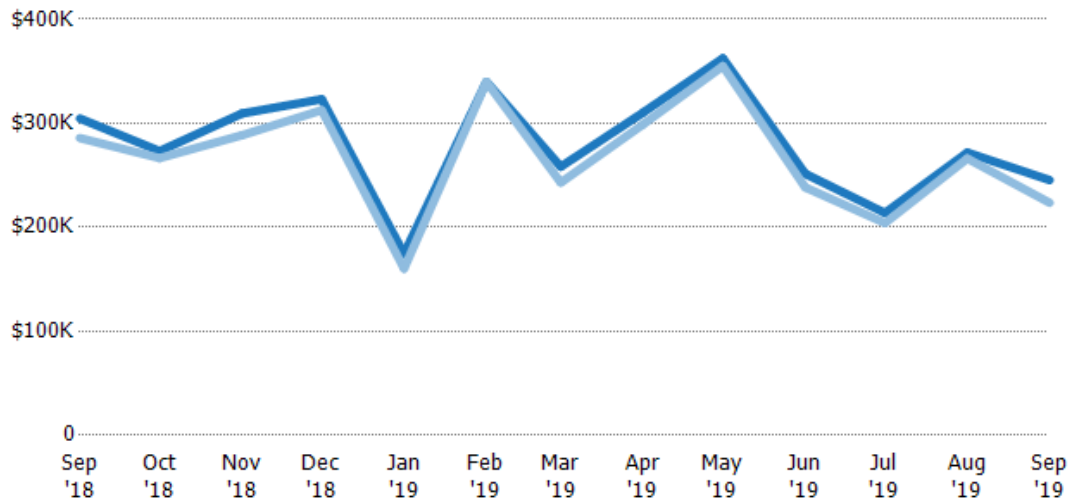
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$270K	\$175K	\$209K	\$229K	\$138K	\$340K	\$243K	\$299K	\$355K	\$229K	\$192K	\$264K	\$125K
Prior Year	\$207K	\$258K	\$315K	\$210K	\$145K	\$187K	\$357K	\$215K	\$270K	\$231K	\$310K	\$266K	\$270K
Percent Change from Prior Year	30%	-32%	-34%	9%	-4%	82%	-32%	-100%	31%	-1%	-38%	-1%	-54%

## 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



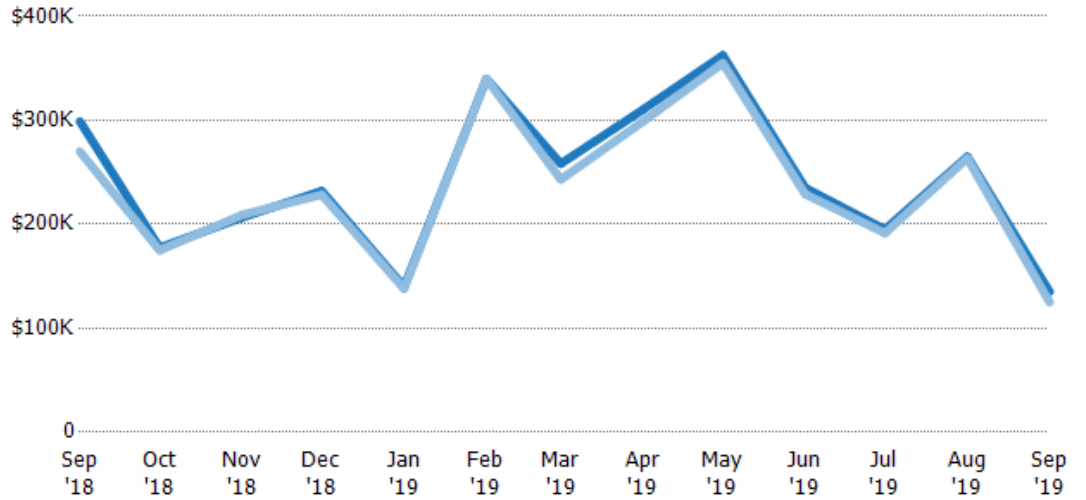
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$305K	\$273K	\$309K	\$323K	\$175K	\$340K	\$258K	\$310K	\$363K	\$251K	\$214K	\$272K	\$245K
Avg Sales Price	\$286K	\$267K	\$289K	\$313K	\$160K	\$340K	\$243K	\$299K	\$355K	\$238K	\$204K	\$266K	\$224K
Avg Sales Price as a % of Avg List Price	94%	98%	93%	97%	92%	100%	94%	96%	98%	95%	95%	98%	91%

## 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



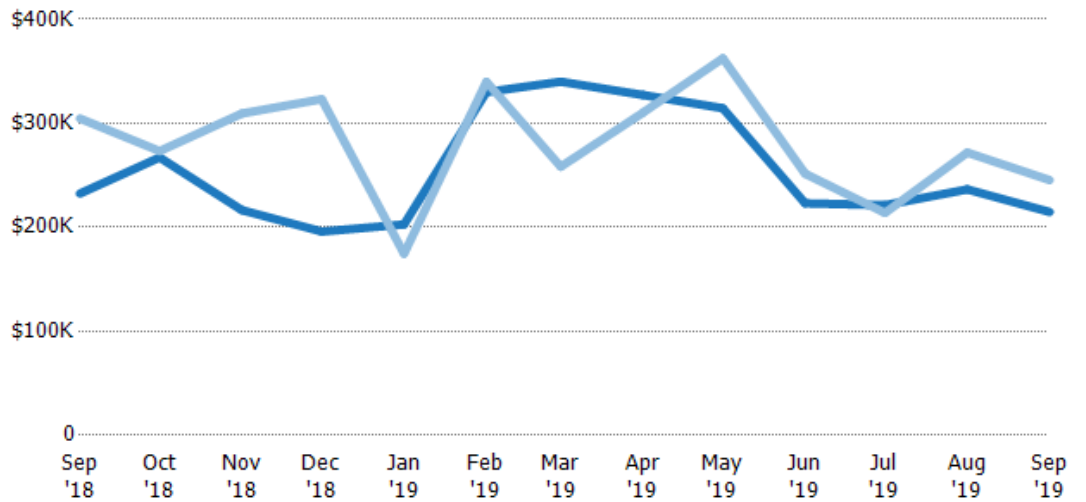
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$299K	\$177K	\$206K	\$232K	\$140K	\$340K	\$258K	\$310K	\$363K	\$235K	\$195K	\$265K	\$135K
Median Sales Price	\$270K	\$175K	\$209K	\$229K	\$138K	\$340K	\$243K	\$299K	\$355K	\$229K	\$192K	\$264K	\$125K
Med Sales Price as a % of Med List Price	90%	99%	101%	98%	99%	100%	94%	96%	98%	97%	98%	99%	93%

## 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



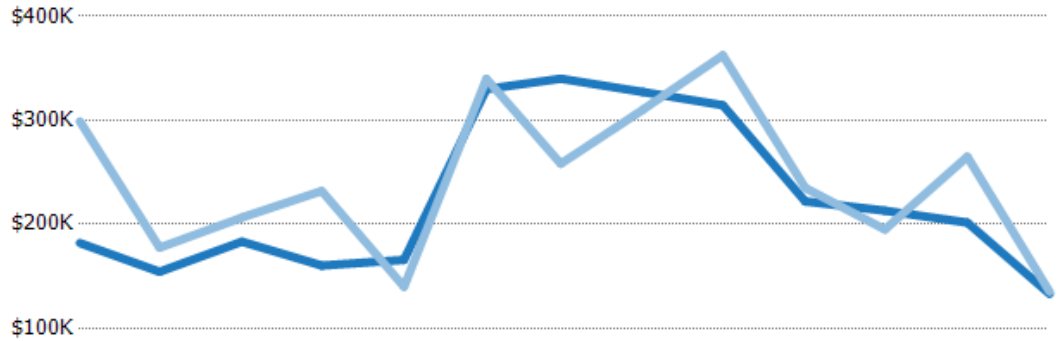
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$232K	\$267K	\$216K	\$196K	\$203K	\$330K	\$340K	\$327K	\$314K	\$223K	\$221K	\$236K	\$215K
Avg Sales Price	\$305K	\$273K	\$309K	\$323K	\$175K	\$340K	\$258K	\$310K	\$363K	\$251K	\$214K	\$272K	\$245K
Avg Sales Price as a % of Avg Est Value	131%	102%	143%	165%	86%	103%	76%	96%	115%	113%	97%	115%	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.

### Filters Used

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$182K	\$154K	\$183K	\$160K	\$166K	\$330K	\$340K	\$327K	\$314K	\$222K	\$213K	\$202K	\$133K
Median Sales Price	\$299K	\$177K	\$206K	\$232K	\$140K	\$340K	\$258K	\$310K	\$363K	\$235K	\$195K	\$265K	\$135K
Med Sales Price as a % of Med Est Value	164%	115%	113%	145%	84%	103%	76%	96%	115%	106%	91%	131%	102%