

## 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 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	11	-27.3%	46	72	-36.1%
New Listing Volume	\$3,439,900	\$5,850,400	-41.2%	\$17,355,800	\$23,599,300	-26.5%
Active Listing Count	20	39	-48.7%	N/A	N/A	
Active Listing Volume	\$12,311,900	\$15,199,000	-19%	N/A	N/A	
Average Listing Price	\$615,595	\$389,718	+58%	\$478,578	\$329,970	+45%
Median Listing Price	\$399,000	\$284,900	+40%	\$337,143	\$284,004	+18.7%
Median Days in RPR	75	100	-25%	149.67	126.77	+18.1%
Months of Inventory	2.9	3.5	-19.4%	5.5	7.6	-28%
Absorption Rate	35%	28.21%	+6.8%	18.18%	13.09%	+5.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	7	+28.6%	68	55	+23.6%
New Pending Sales Volume	\$3,345,000	\$2,286,900	+46.3%	\$21,394,700	\$15,398,000	+38.9%
Pending Sales Count	10	11	-9.1%	N/A	N/A	
Pending Sales Volume	\$3,654,000	\$3,943,000	-7.3%	N/A	N/A	
Closed Sales Count	8	5	+60%	42	42	+—
Closed Sales Volume	\$2,466,400	\$1,117,975	+120.6%	\$12,219,000	\$10,052,825	+21.5%
Average Sales Price	\$308,300	\$223,595	+37.9%	\$290,929	\$239,353	+21.5%
Median Sales Price	\$294,950	\$125,000	+136%	\$260,871	\$221,950	+17.5%

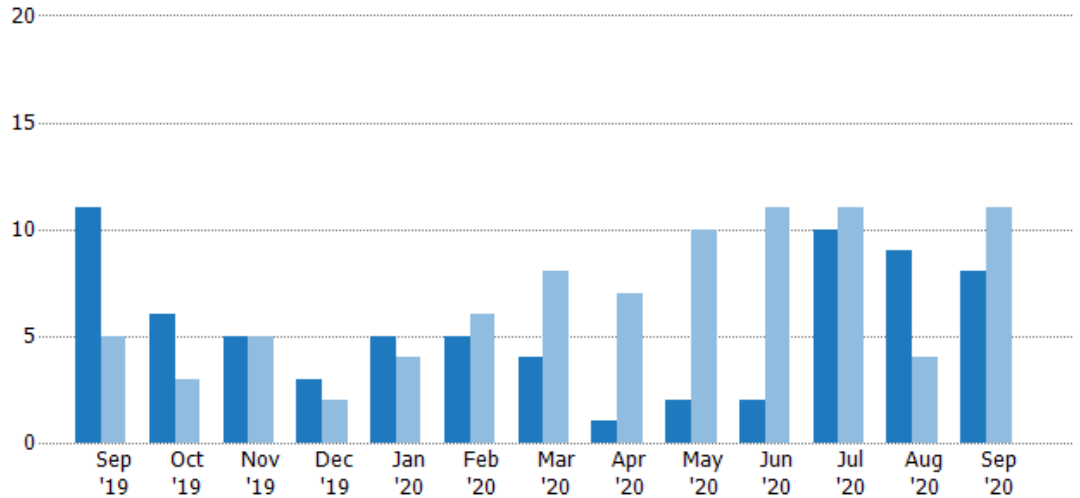
## New Listings

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 '20	8	-27.3%
Sep '19	11	120%
Sep '18	5	80%



Current Year	11	6	5	3	5	5	4	1	2	2	10	9	8
Prior Year	5	3	5	2	4	6	8	7	10	11	11	4	11
Percent Change from Prior Year	120%	100%	0%	50%	25%	-17%	-50%	-86%	-80%	-82%	-9%	125%	-27%

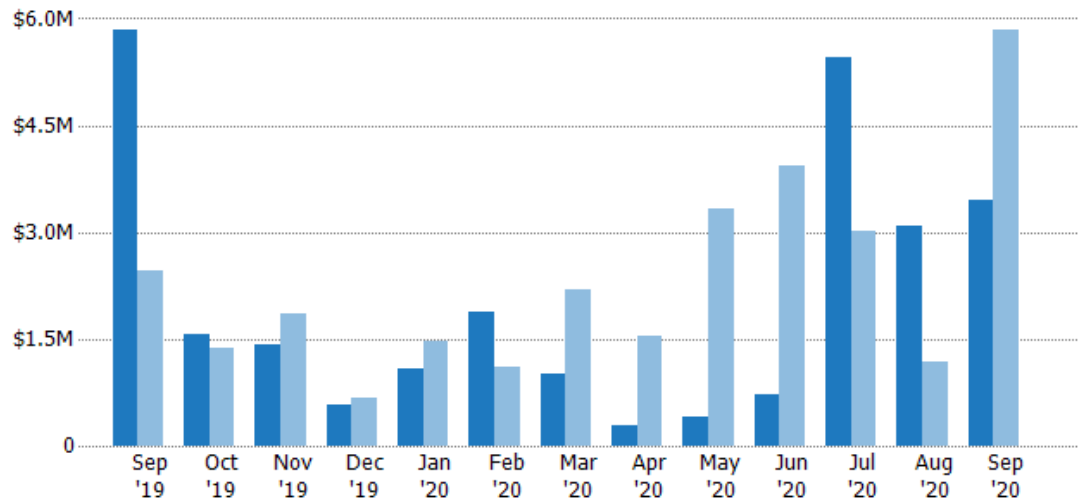
## New Listing Volume

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 '20	\$3.44M	-41.2%
Sep '19	\$5.85M	137.5%
Sep '18	\$2.46M	71.7%



Current Year	\$5.85M	\$1.56M	\$1.41M	\$585K	\$1.08M	\$1.89M	\$1M	\$289K	\$400K	\$725K	\$5.45M	\$3.08M	\$3.44M
Prior Year	\$2.46M	\$1.36M	\$1.85M	\$677K	\$1.46M	\$1.11M	\$2.2M	\$1.53M	\$3.32M	\$3.92M	\$3.02M	\$1.18M	\$5.85M
Percent Change from Prior Year	138%	14%	-24%	-14%	-26%	71%	-54%	-81%	-88%	-82%	80%	161%	-41%

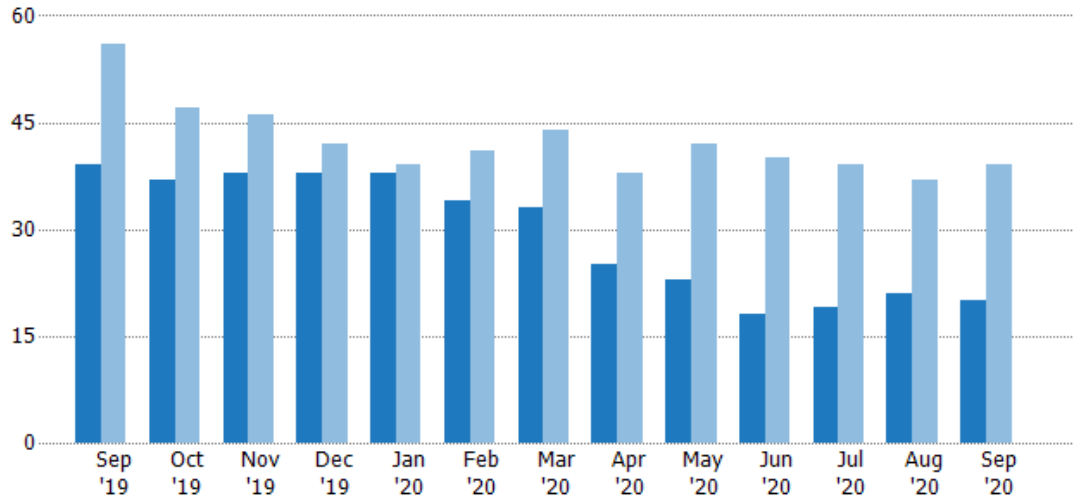
## Active Listings

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 '20	20	-48.7%
Sep '19	39	-30.4%
Sep '18	56	-16.1%



Current Year	39	37	38	38	38	34	33	25	23	18	19	21	20
Prior Year	56	47	46	42	39	41	44	38	42	40	39	37	39
Percent Change from Prior Year	-30%	-21%	-17%	-10%	-3%	-17%	-25%	-34%	-45%	-55%	-51%	-43%	-49%

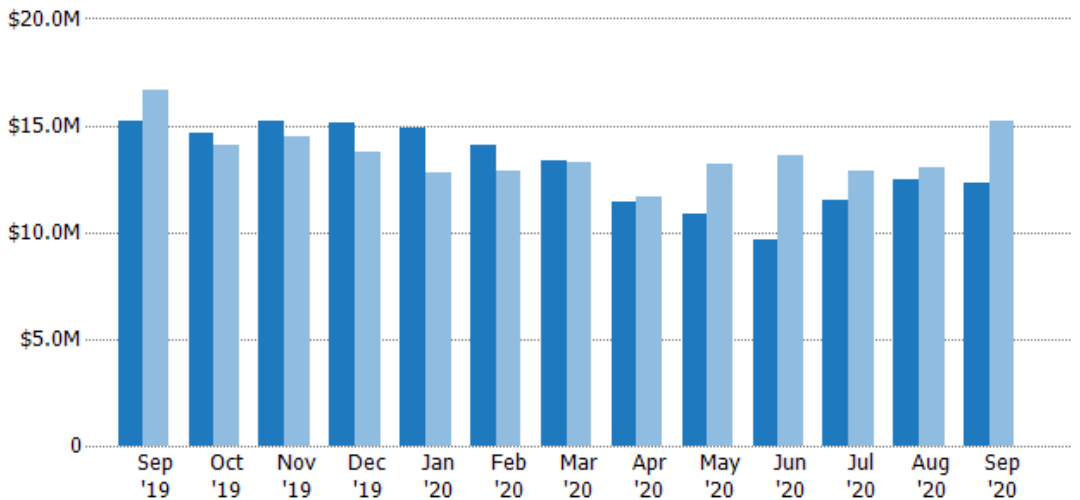
## Active Listing Volume

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 '20	\$12.3M	-19%
Sep '19	\$15.2M	-8.7%
Sep '18	\$16.7M	2.3%



Current Year	\$15.2M	\$14.7M	\$15.2M	\$15.1M	\$14.9M	\$14.1M	\$13.4M	\$11.5M	\$10.8M	\$9.65M	\$11.5M	\$12.5M	\$12.3M
Prior Year	\$16.7M	\$14.1M	\$14.5M	\$13.7M	\$12.8M	\$12.9M	\$13.3M	\$11.7M	\$13.2M	\$13.6M	\$12.9M	\$13M	\$15.2M
Percent Change from Prior Year	-9%	4%	5%	10%	17%	9%	1%	-2%	-18%	-29%	-11%	-4%	-19%

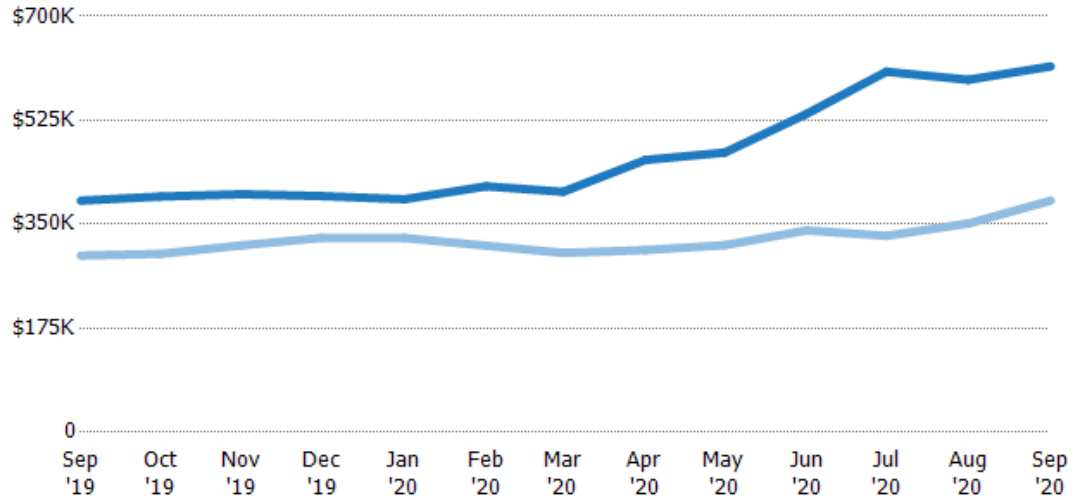
## Average Listing Price

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 '20	\$616K	58%
Sep '19	\$390K	31.1%
Sep '18	\$297K	21.9%



Current Year	\$390K	\$397K	\$401K	\$397K	\$392K	\$414K	\$405K	\$458K	\$471K	\$536K	\$607K	\$593K	\$616K
Prior Year	\$297K	\$300K	\$315K	\$327K	\$327K	\$314K	\$302K	\$307K	\$315K	\$340K	\$331K	\$351K	\$390K
Percent Change from Prior Year	31%	32%	27%	21%	20%	32%	34%	49%	49%	58%	84%	69%	58%

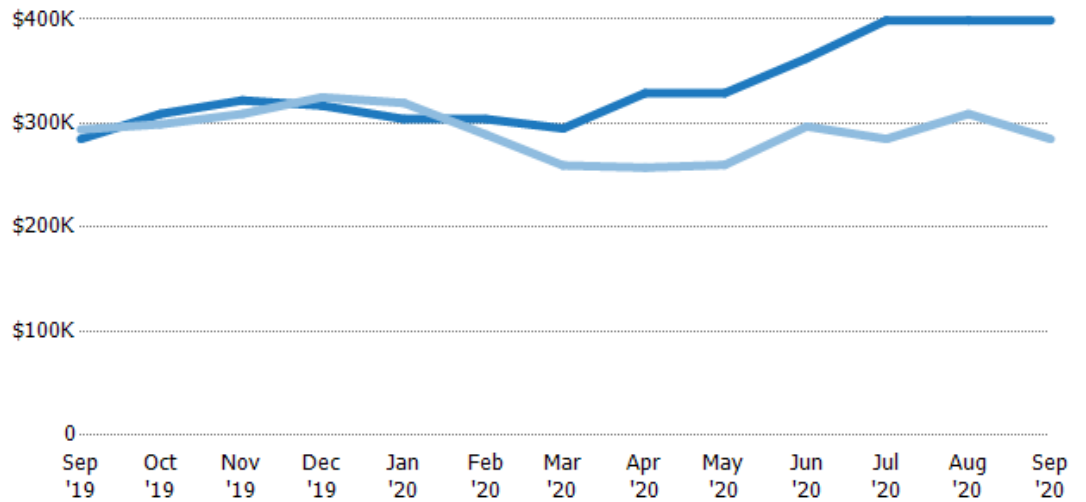
## Median Listing Price

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 '20	\$399K	40%
Sep '19	\$285K	-3.1%
Sep '18	\$294K	1.7%



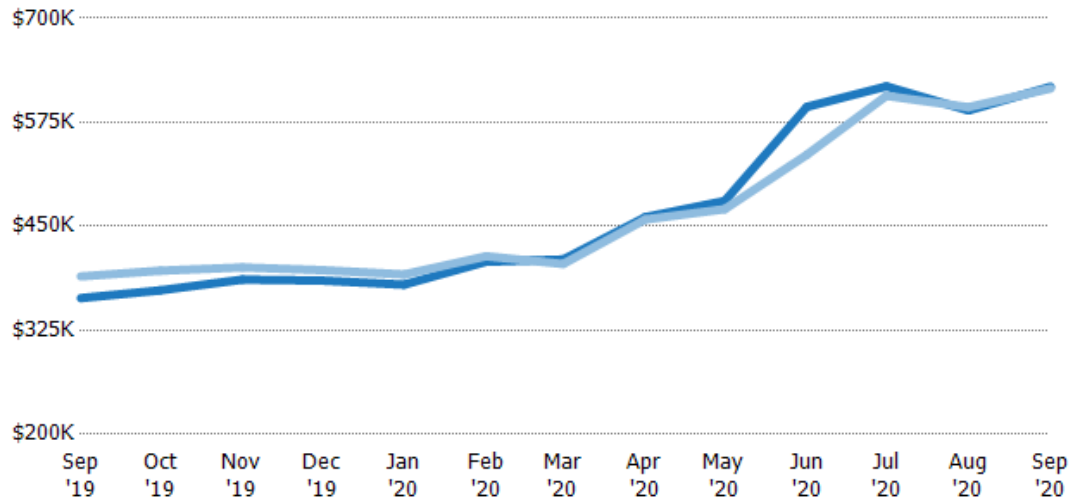
Current Year	\$285K	\$309K	\$322K	\$317K	\$304K	\$304K	\$295K	\$329K	\$329K	\$363K	\$399K	\$399K	\$399K
Prior Year	\$294K	\$299K	\$309K	\$325K	\$320K	\$289K	\$259K	\$257K	\$260K	\$297K	\$285K	\$309K	\$285K
Percent Change from Prior Year	-3%	3%	4%	-2%	-5%	5%	14%	28%	27%	22%	40%	29%	40%

## 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

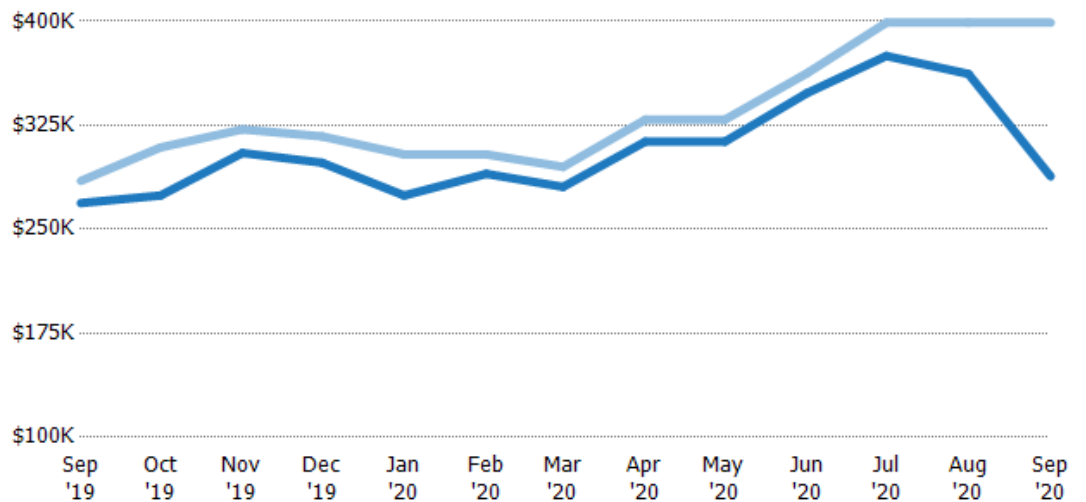


## Median Listing Price vs Median Est Value

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



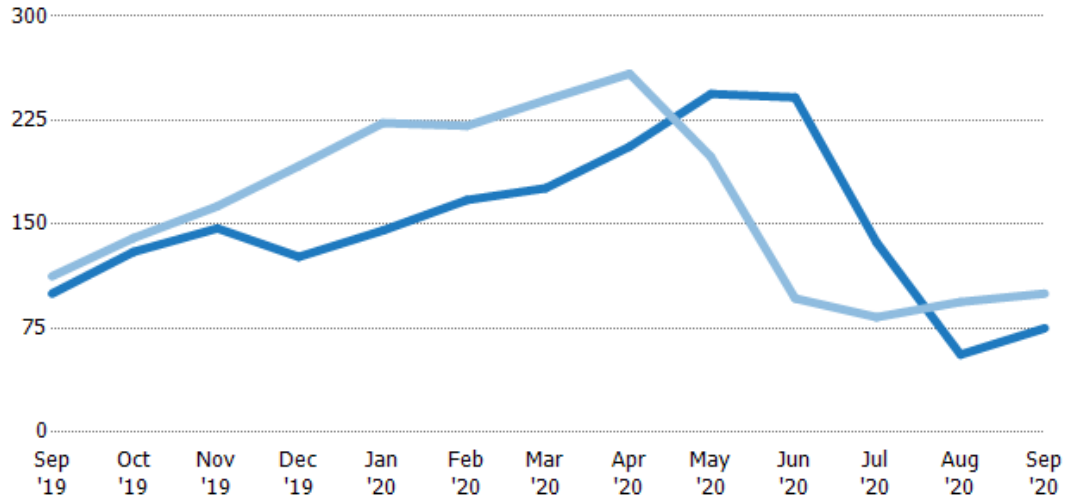
## Median Days in RPR

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.
Sep '20	75	-25%
Sep '19	100	-11.1%
Sep '18	113	-8.4%



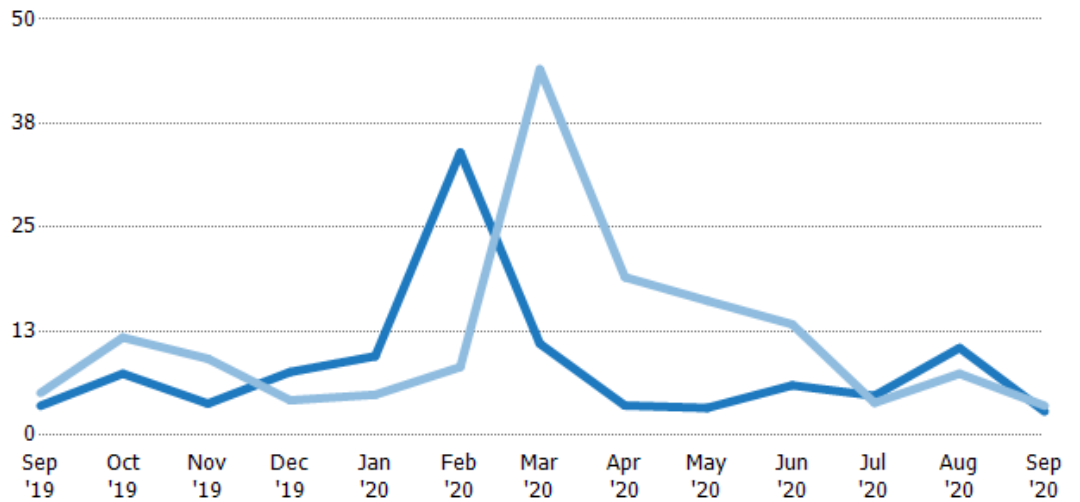
Current Year	100	130	147	127	146	168	176	206	244	242	137	56	75
Prior Year	113	140	163	192	223	221	240	259	199	96.5	83	94	100
Percent Change from Prior Year	-11%	-7%	-10%	-34%	-35%	-24%	-27%	-20%	23%	150%	65%	-40%	-25%

## 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



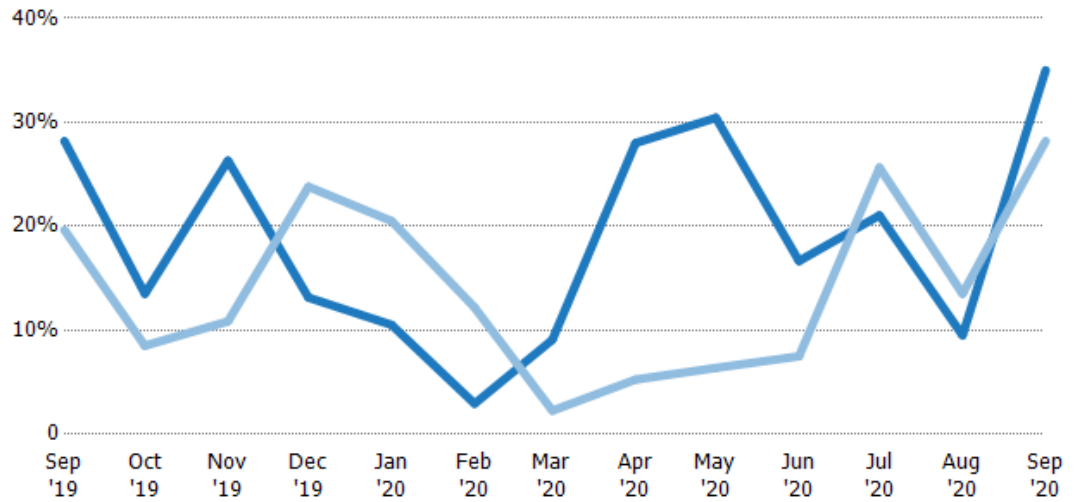
Current Year	3.55	7.4	3.8	7.6	9.5	34	11	3.57	3.29	6	4.75	10.5	2.86
Prior Year	5.09	11.8	9.2	4.2	4.88	8.2	44	19	16.2	13.3	3.9	7.4	3.55
Percent Change from Prior Year	-30%	-37%	-59%	81%	95%	315%	-75%	-81%	100%	-55%	22%	42%	-19%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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



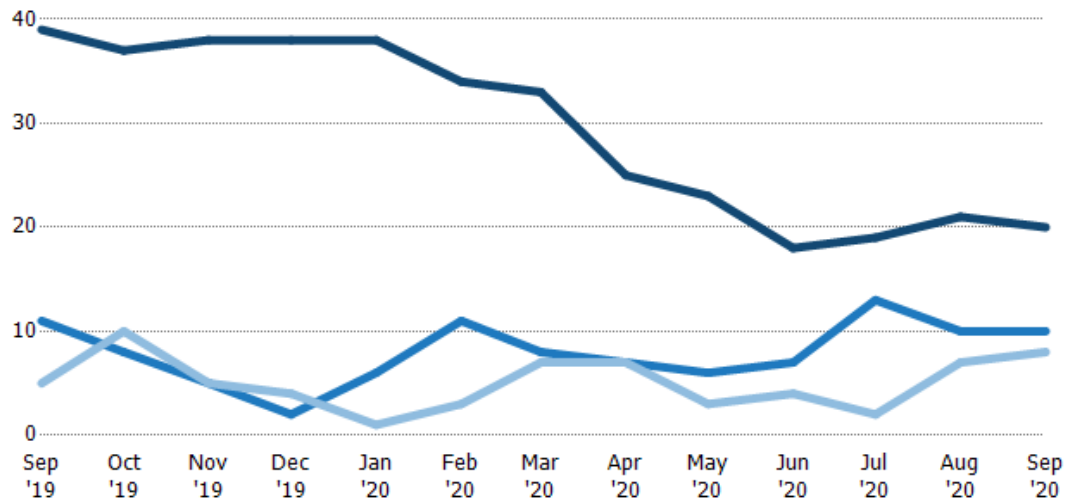
Current Year	28%	14%	26%	13%	11%	3%	9%	28%	30%	17%	21%	10%	35%
Prior Year	20%	9%	11%	24%	21%	12%	2%	5%	6%	8%	26%	14%	28%
Change from Prior Year	-9%	-5%	-15%	11%	10%	9%	-7%	-23%	-30%	-9%	5%	4%	-7%

## 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	39	37	38	38	38	34	33	25	23	18	19	21	20
Pending	11	8	5	2	6	11	8	7	6	7	13	10	10
Sold	5	10	5	4	1	3	7	7	3	4	2	7	8

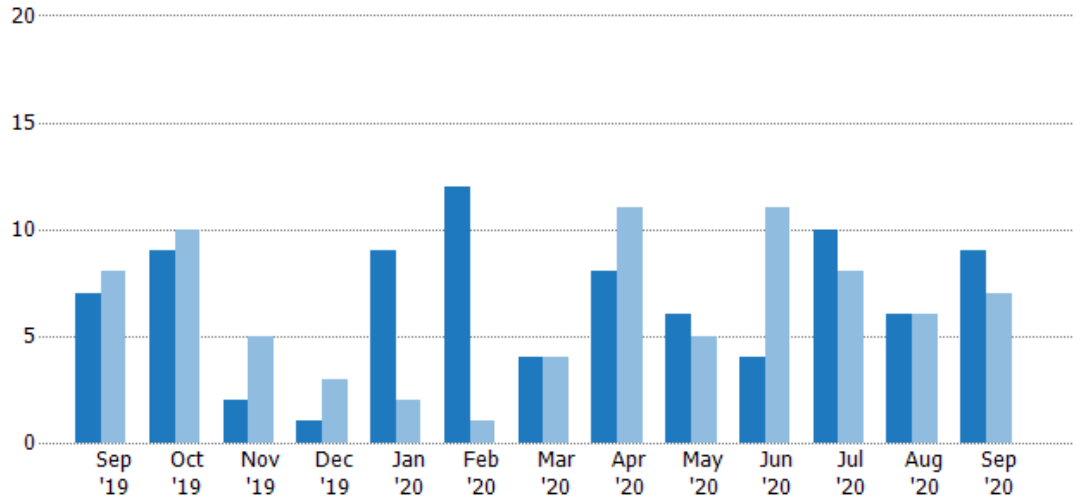
## New Pending Sales

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 '20	9	28.6%
Sep '19	7	-12.5%
Sep '18	8	-37.5%



Current Year	7	9	2	1	9	12	4	8	6	4	10	6	9
Prior Year	8	10	5	3	2	1	4	11	5	11	8	6	7
Percent Change from Prior Year	-13%	-10%	-60%	-67%	350%	1,100%	0%	-27%	20%	-64%	25%	0%	29%

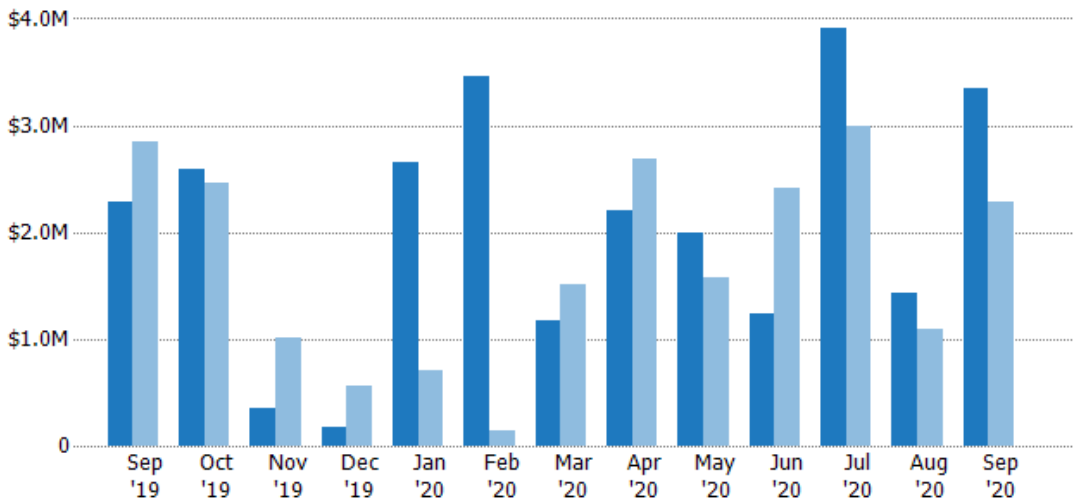
## New Pending Sales Volume

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 '20	\$3.35M	46.3%
Sep '19	\$2.29M	-19.8%
Sep '18	\$2.85M	-54.1%



Current Year	\$2.29M	\$2.59M	\$344K	\$178K	\$2.65M	\$3.46M	\$1.17M	\$2.2M	\$1.99M	\$1.23M	\$3.91M	\$1.43M	\$3.35M
Prior Year	\$2.85M	\$2.46M	\$1.01M	\$554K	\$707K	\$149K	\$1.51M	\$2.69M	\$1.57M	\$2.41M	\$2.99M	\$1.09M	\$2.29M
Percent Change from Prior Year	-20%	5%	-66%	-68%	275%	2,223%	-23%	-18%	27%	-49%	31%	31%	46%



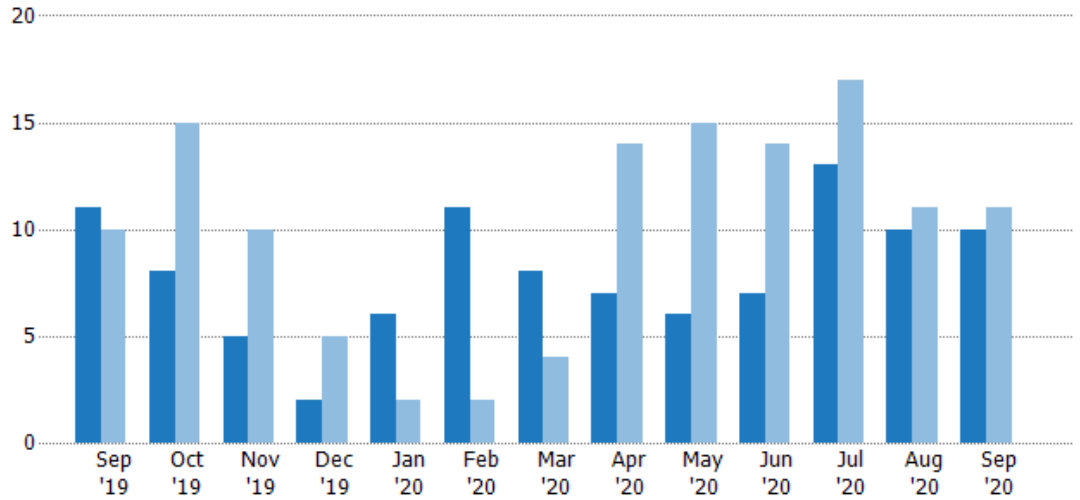
## Pending Sales

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 '20	10	-9.1%
Sep '19	11	10%
Sep '18	10	10%



Current Year	11	8	5	2	6	11	8	7	6	7	13	10	10
Prior Year	10	15	10	5	2	2	4	14	15	14	17	11	11
Percent Change from Prior Year	10%	-47%	-50%	-60%	200%	450%	100%	-50%	-60%	-50%	-24%	-9%	-9%

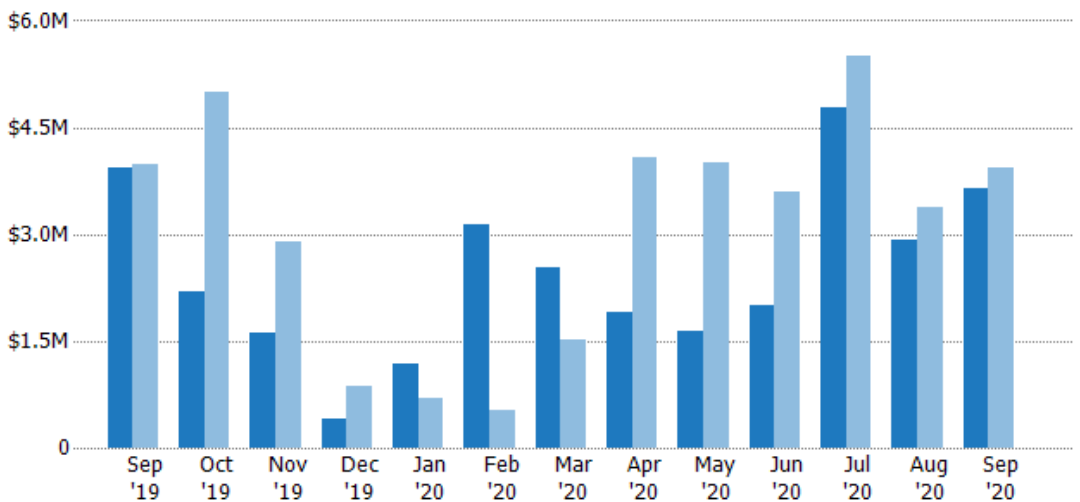
## Pending Sales Volume

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 '20	\$3.65M	-7.3%
Sep '19	\$3.94M	-0.9%
Sep '18	\$3.98M	-30.5%



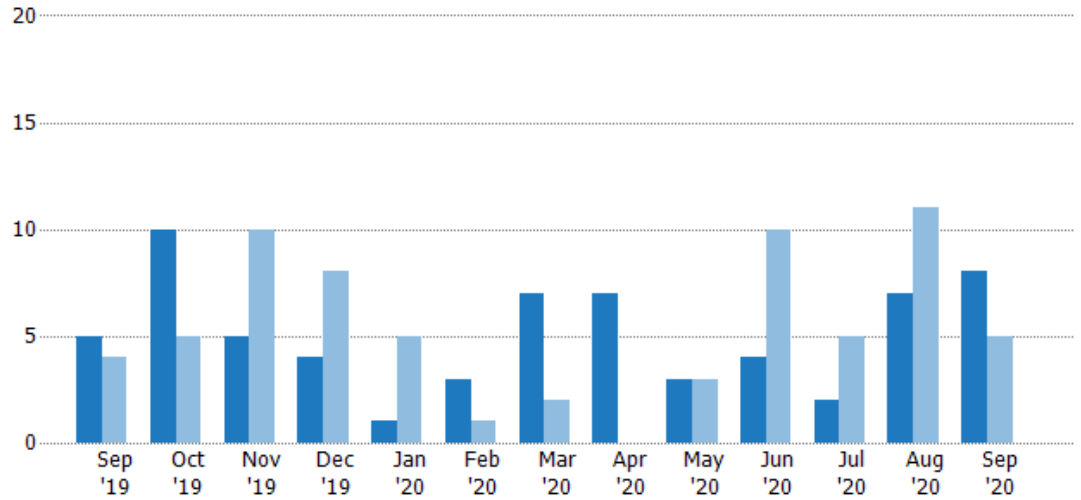
Current Year	\$3.94M	\$2.18M	\$1.61M	\$417K	\$1.18M	\$3.14M	\$2.54M	\$1.91M	\$1.65M	\$2M	\$4.77M	\$2.92M	\$3.65M
Prior Year	\$3.98M	\$4.99M	\$2.9M	\$873K	\$707K	\$517K	\$1.51M	\$4.07M	\$4.02M	\$3.59M	\$5.51M	\$3.37M	\$3.94M
Percent Change from Prior Year	-1%	-56%	-44%	-52%	67%	508%	69%	-53%	-59%	-44%	-13%	-14%	-7%

## 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



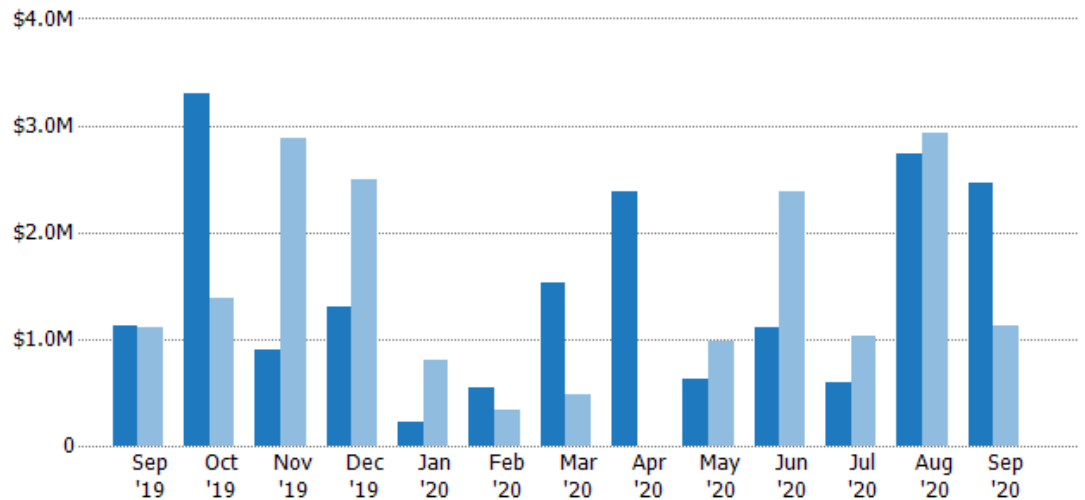
Current Year	5	10	5	4	1	3	7	7	3	4	2	7	8
Prior Year	4	5	10	8	5	1	2	-	3	10	5	11	5
Percent Change from Prior Year	25%	100%	-50%	-50%	-80%	200%	250%	100%	0%	-60%	-60%	-36%	60%

## 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



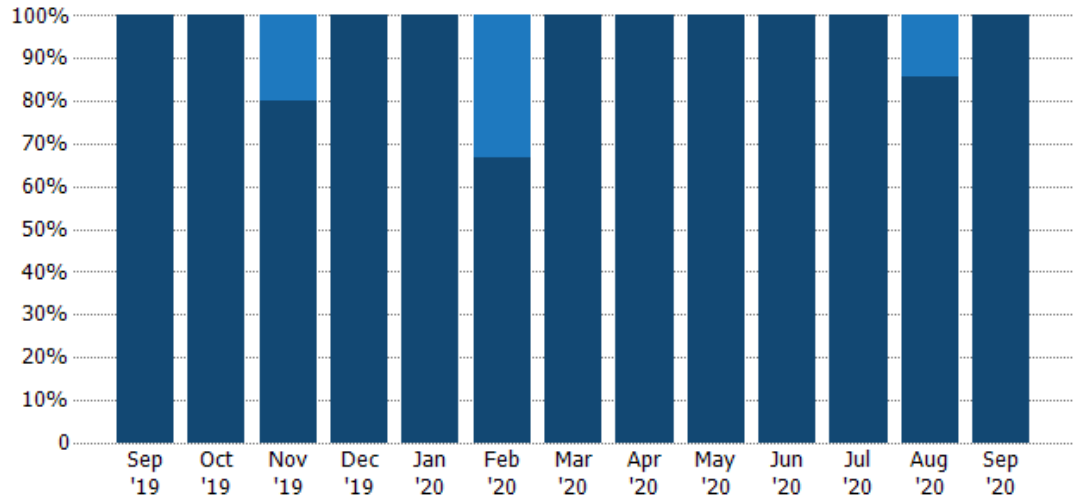
Current Year	\$1.12M	\$3.3M	\$896K	\$1.3M	\$230K	\$545K	\$1.53M	\$2.39M	\$619K	\$1.12M	\$590K	\$2.73M	\$2.47M
Prior Year	\$1.1M	\$1.39M	\$2.89M	\$2.5M	\$802K	\$340K	\$486K	-	\$975K	\$2.38M	\$1.02M	\$2.93M	\$1.12M
Percent Change from Prior Year	1%	138%	-69%	-48%	-71%	60%	215%	100%	-37%	-53%	-42%	-7%	121%

## 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

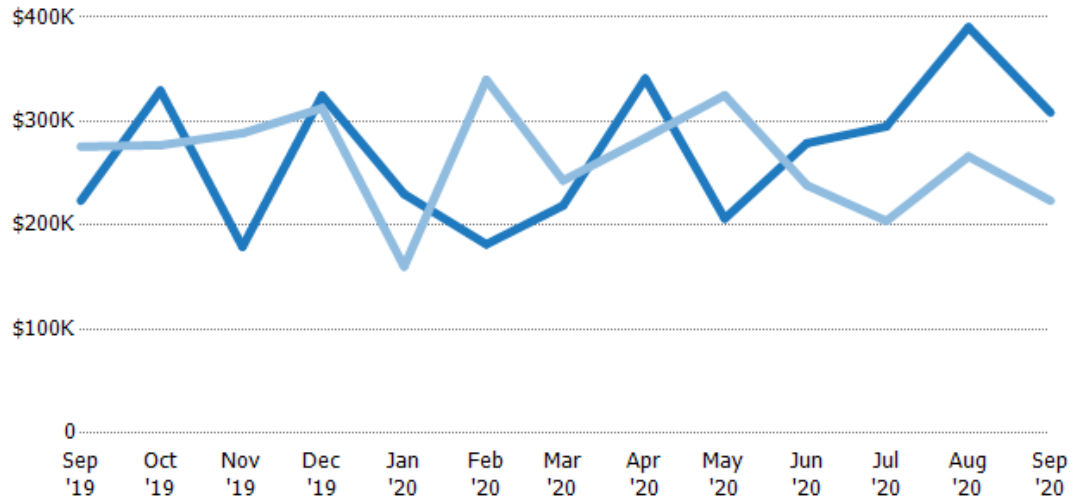
Single Family Residence

## 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

Prior Year

Percent Change from Prior Year

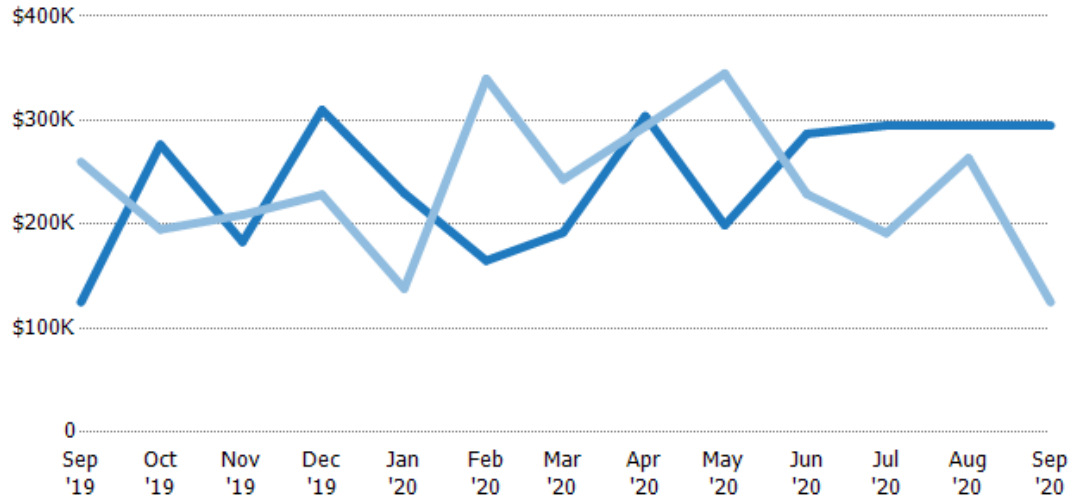
\$224K	\$330K	\$179K	\$325K	\$230K	\$182K	\$219K	\$341K	\$206K	\$279K	\$295K	\$391K	\$308K
\$276K	\$277K	\$289K	\$313K	\$160K	\$340K	\$243K	\$284K	\$325K	\$238K	\$204K	\$266K	\$224K
-19%	19%	-38%	4%	43%	-47%	-10%	100%	-37%	17%	45%	47%	38%

## 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



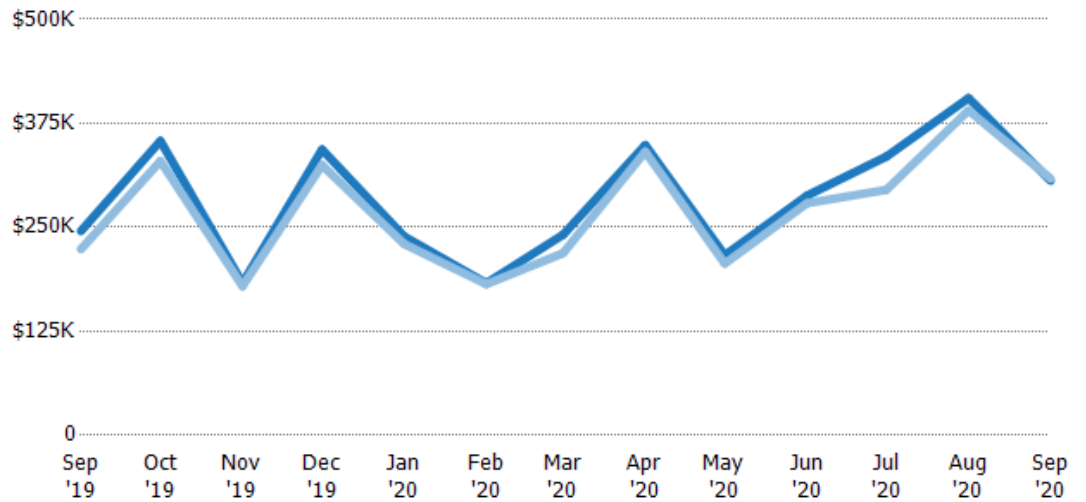
Current Year	\$125K	\$277K	\$183K	\$310K	\$230K	\$165K	\$192K	\$304K	\$199K	\$287K	\$295K	\$295K	\$295K
Prior Year	\$260K	\$195K	\$209K	\$229K	\$138K	\$340K	\$243K	\$294K	\$345K	\$229K	\$192K	\$264K	\$125K
Percent Change from Prior Year	-52%	42%	-12%	36%	67%	-51%	-21%	100%	-42%	25%	54%	12%	136%

## 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



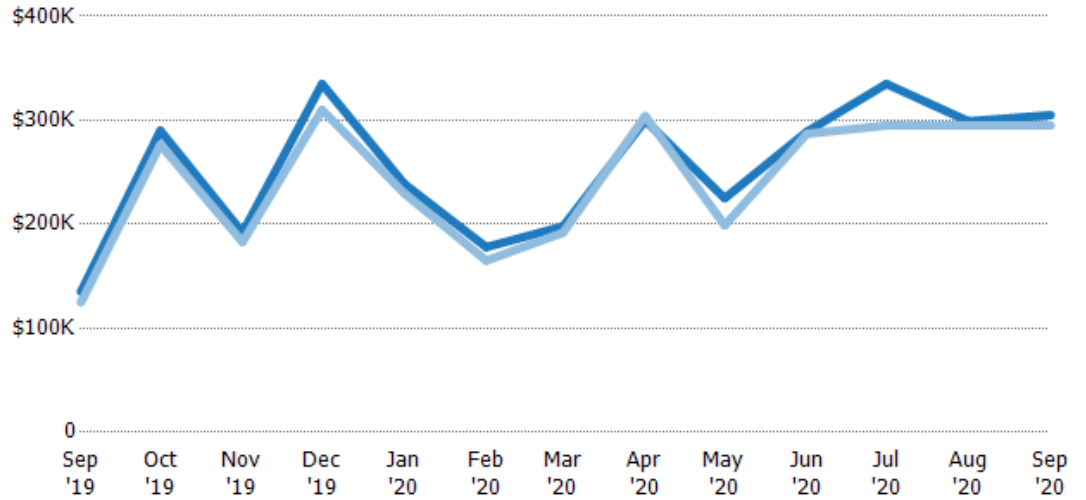
Avg List Price	\$245K	\$354K	\$183K	\$343K	\$239K	\$183K	\$241K	\$349K	\$216K	\$288K	\$335K	\$405K	\$306K
Avg Sales Price	\$224K	\$330K	\$179K	\$325K	\$230K	\$182K	\$219K	\$341K	\$206K	\$279K	\$295K	\$391K	\$308K
Avg Sales Price as a % of Avg List Price	91%	93%	98%	95%	96%	99%	91%	98%	95%	97%	88%	96%	101%

## 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



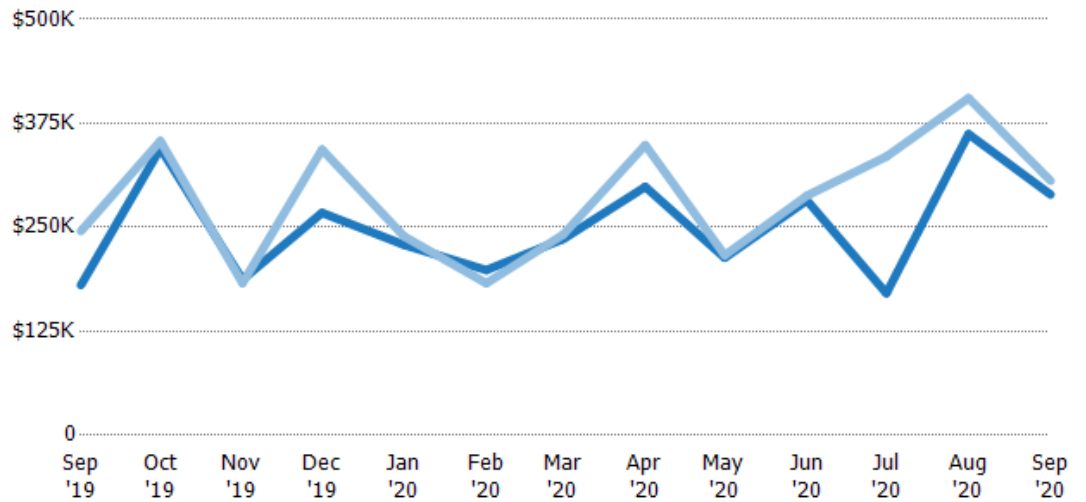
Median List Price	\$135K	\$290K	\$192K	\$335K	\$239K	\$178K	\$198K	\$300K	\$225K	\$289K	\$335K	\$299K	\$305K
Median Sales Price	\$125K	\$277K	\$183K	\$310K	\$230K	\$165K	\$192K	\$304K	\$199K	\$287K	\$295K	\$295K	\$295K
Med Sales Price as a % of Med List Price	93%	95%	95%	93%	96%	93%	97%	101%	88%	99%	88%	99%	97%

## 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



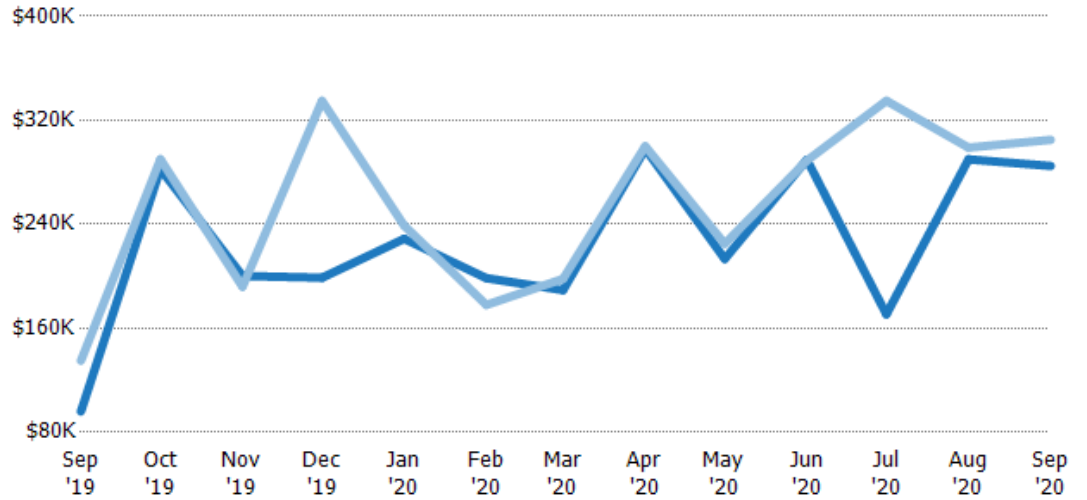
Avg Est Value	\$180K	\$345K	\$187K	\$267K	\$229K	\$199K	\$236K	\$299K	\$213K	\$282K	\$171K	\$362K	\$289K
Avg Sales Price	\$245K	\$354K	\$183K	\$343K	\$239K	\$183K	\$241K	\$349K	\$216K	\$288K	\$335K	\$405K	\$306K
Avg Sales Price as a % of Avg Est Value	136%	103%	98%	128%	104%	92%	102%	117%	101%	102%	196%	112%	106%

## 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	\$96K	\$283K	\$200K	\$199K	\$229K	\$199K	\$189K	\$298K	\$213K	\$290K	\$171K	\$290K	\$285K
Median Sales Price	\$135K	\$290K	\$192K	\$335K	\$239K	\$178K	\$198K	\$300K	\$225K	\$289K	\$335K	\$299K	\$305K
Med Sales Price as a % of Med Est Value	141%	103%	96%	168%	104%	90%	105%	101%	105%	100%	196%	103%	107%