

## 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	+ / -	Jun 2017	Jun 2018	Key Metrics
						Listing Activity Charts Metrics
+38.5%	13	18	+38.5%	13	18	New Listing Count
+45.6%	\$3,532,200	\$5,142,900	+45.6%	\$3,532,200	\$5,142,900	New Listing Volume
_	_	58	-	_	58	Active Listing Count
_	_	\$17,466,499	-	_	\$17,466,499	Active Listing Volume
_	_	\$301,147	-	_	\$301,147	Average Listing Price
_	_	\$254,450	-	_	\$254,450	Median Listing Price
_	_	122.5	-	_	122.5	Median Daysin RPR
_	14.5	_	-	_	_	Months of Inventory
_	6.9%	_	-	_	_	Absorption Rate
	••••					Sales Activity Charts Metrics
-33.3%	12	8	-33.3%	12	8	New Pending Sales Count
-31.7%	\$3,200,800	\$2,186,800	-31.7%	\$3,200,800	\$2,186,800	New Pending Sales Volume
_		13	-	_	13	Pending Sales Count
_		\$3,076,700	-	_	\$3,076,700	Pending Sales Volume
-44.4%	9	5	-44.4%	9	5	Closed Sales Count
-50.9%	\$2,283,500	\$1,120,500	-50.9%	\$2,283,500	\$1,120,500	Cloæd Sales Volume
-11.7%	\$253,722	\$224,100	-11.7%	\$253,722	\$224,100	Average Sales Price
+1.9%	\$215,000	\$219,000	+1.9%	\$215,000	\$219,000	Median Sales Price



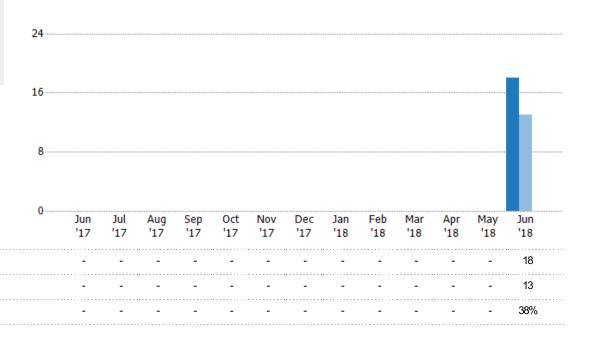




### **New Listings**

The number of new single-family, condominium and townhome 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

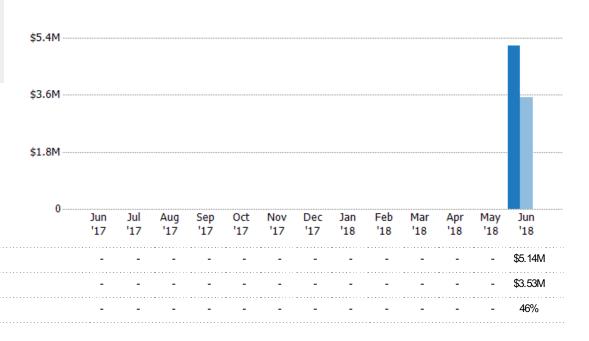
Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

ZIP: Morrisville, VT 05661
Property Type:

Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



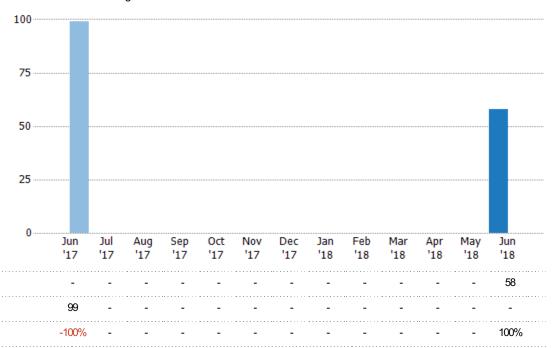
Current Year



### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.





### **Active Listing Volume**

Percent Change from Prior Year

Current Year

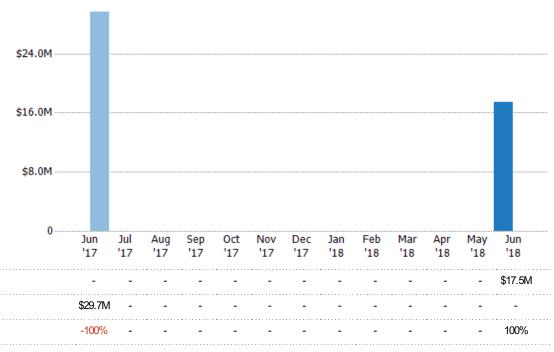
Prior Year

The sum of the listing price of active single-family, condominium and townhome 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 single-family, condominium and townhome listings at the end of each month.

Filters Used	\$400K												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$301K
Prior Year	\$300K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

### **Median Listing Price**

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: Morrisville, VT 05661

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

\$30	0K					 			
\$22	5K	 	 	 		 			
\$15	0K		 	 		 			
\$7	5K	 							
\$7	0	 	 	 	Jan '18	 		May	 Jun
\$7	0	 	 	 		 	Apr	May	 Jun
\$7	0	 	 	 		 	Apr	May	Jun '18



Current Year
Prior Year

Percent Change from Prior Year



83% 100%

50%



## Market Data Report

### 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	200												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	123
Prior Year	90	-	-	-	-	-	-	-	-	-	-	-	-

-100% -83% -67% -50% -33% -17%

### Months of Inventory

Percent Change from Prior Year

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

Percent Change from Prior Year	1000/	-83%	-67%	500/	-33%	-17%	0	17%	33%	50%	67%	83%	100%
Prior Year	14.1	-	-	-	-	-	-	-	-	-	-	-	-
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11.6
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	5												
	10												
ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
Filters Used	20												





### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence 10%

5%

	0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	7%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	7%	6%	4%	3%	2%	1%	-1%	-2%	-3%	-5%	-6%	-7%	-9%

### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

6.00

0

Filters Used

ZIP: Morrisville, VT 05661 Property Type: Condo/Townhouse/Apt, Single Family Residence 4.50

3,00

1.50

Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '17 '18 '18 '18 5



Sold





Current Year

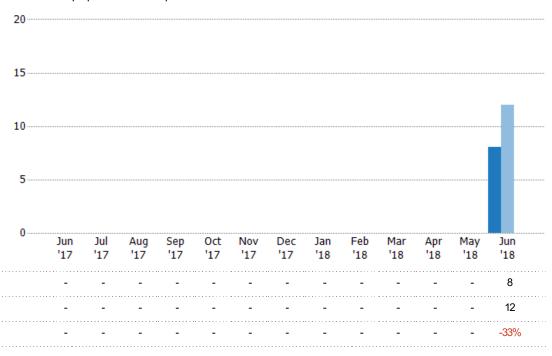
Prior Year

### Market Data Report

### **New Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



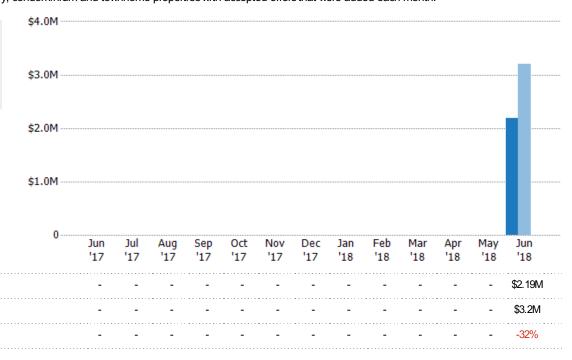


### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

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





Current Year

Percent Change from Prior Year

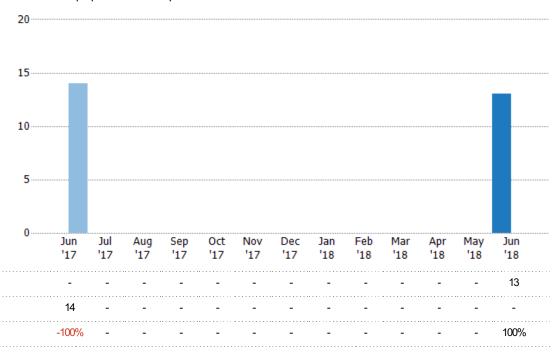




### **Pending Sales**

The number of single-family, condominium and townhome 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 single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

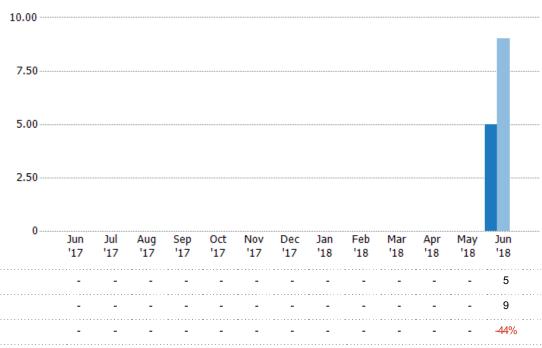




#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.





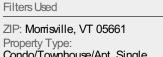
#### **Closed Sales Volume**

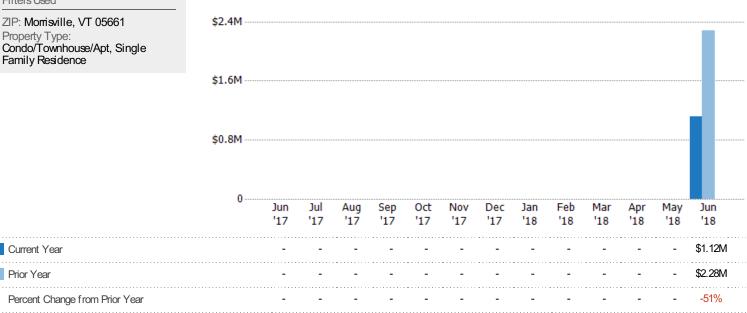
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.







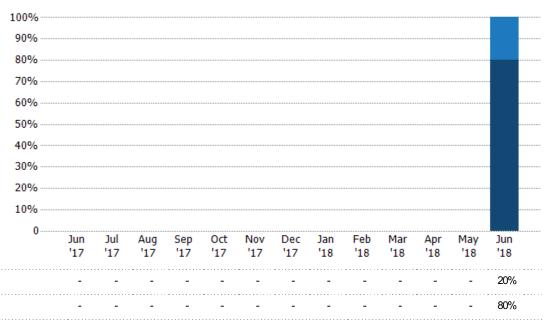


### Closed Sales by Property Type

The percentage of single-family, condominium and townhome 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 single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Morrisville, VT 05661

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

\$400K \$300K \$200K \$100K Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 \$224K



Current Year

Percent Change from Prior Year

Prior Year



\$254K -12%



#### **Median Sales Price**

The median sales price of the single-family, condominium and townhome properties sold each month.

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

25K		 									
50K		 									
75K		 									
75K		 									
0										May	Ju
0 Jun		 	0ct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18	May '18	
0 Jun	Jul '17	 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	May '18	Jı '1

### 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

Current Year
Prior Year

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

Percent Change from Prior Year

\$225K	 										
\$150K	 										
\$75K	 										
_	Δυσ										
0 Jun '17	Aug '17										Jun '18
Jun		Sep '17	0ct '17		Dec '17		Feb '18	Mar '18			Jun
Jun		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18 -	Apr '18	May '18	Jun '18



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



100%



### 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

05V							
238							
50K	 	 		 	 	 	
75K	 	 		 	 	 	
75K		 		 			
0							Ju
0 Jun			Nov '17			May	Ju

### 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

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

Med Sales Price as a % of Med List Price

\$300K													************
\$225K													
\$150K													
\$75K													
Ju	 .in .7			Sep '17									Jun '18
· · · · · · · · · · · · · · · · · · ·	-		-	-	-	-	-	- -	- -	-	-	<del>-</del>	\$228K
	-	-	-	-	-	-	-	-	-	-	-	-	\$233K



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

\$300K												
\$225K												
\$150K												
\$75K				•••••								
0 Jun '17		Aug '17								Apr '18	May '18	Jun '18
-	-	-	-	-	-	-	-	-	-	-	-	\$228K
-	-	-	-	-	-	-	-	-	-	-	-	\$219K
-	-	-	-	-	-	-	-	-	-	-	-	96%



