

## 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	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	15	-33.3%	10	15	-33.3%
New Listing Volume	\$3,780,000	\$5,282,300	-28.4%	\$3,780,000	\$5,282,300	-28.4%
Active Listing Count	29	44	-34.1%	29	44	-34.1%
Active Listing Volume	\$15,327,995	\$21,372,500	-28.3%	\$15,327,995	\$21,372,500	-28.3%
Average Listing Price	\$528,552	\$485,739	+8.8%	\$528,552	\$485,739	+8.8%
Median Listing Price	\$369,000	\$331,500	+11.3%	\$369,000	\$331,500	+11.3%
Median Daysin RPR	257	118	+117.8%	257	118	+117.8%
Months of Inventory	_	_	-	9.7	6.3	+53.8%
Absorption Rate	_	_	+_	10.34%	15.91%	-5.6%
Sales Activity Charts Metrics						
New Pending Sales Count	10	12	-16.7%	10	12	-16.7%
New Pending Sales Volume	\$3,118,900	\$3,588,800	-13.1%	\$3,118,900	\$3,588,800	-13.1%
Pending Sales Count	20	21	-4.8%	20	21	-4.8%
Pending Sales Volume	\$6,178,600	\$6,883,700	-10.2%	\$6,178,600	\$6,883,700	-10.2%
Closed Sales Count	4	3	+33.3%	4	3	+33.3%
Closed Sales Volume	\$1,378,885	\$879,500	+56.8%	\$1,378,885	\$879,500	+56.8%
Average Sales Price	\$344,721	\$293,167	+17.6%	\$344,721	\$293,167	+17.6%
Median Sales Price	\$257,500	\$330,000	-22%	\$257,500	\$330,000	-22%



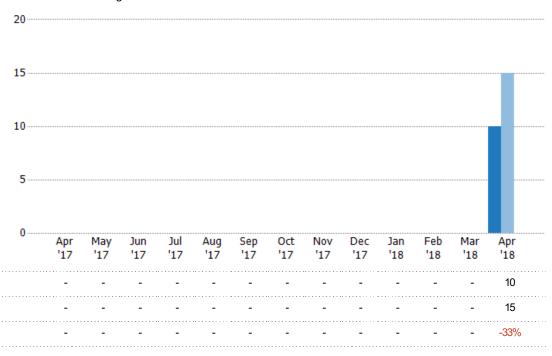




#### **New Listings**

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used
ZIP: Middlebury, VT 05753
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



### **New Listing Volume**

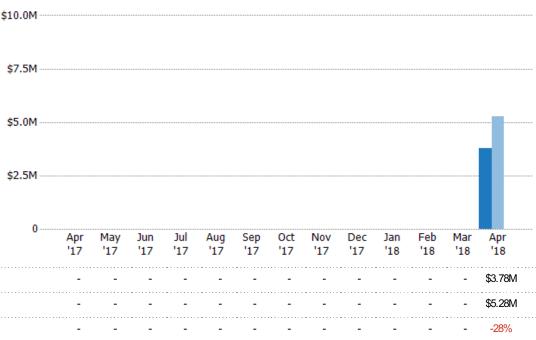
Percent Change from Prior Year

Current Year

Prior Year

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





Prior Year

Percent Change from Prior Year



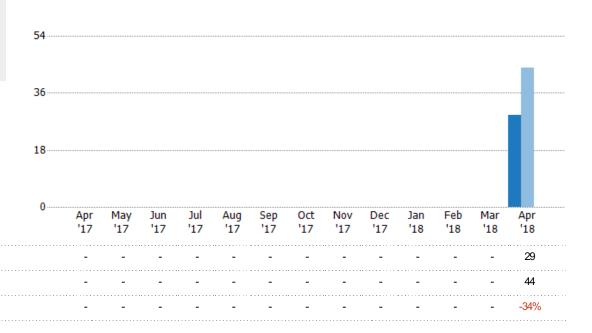


#### **Active Listings**

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

Filters Used ZIP: Middlebury, VT 05753

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



#### **Active Listing Volume**

Percent Change from Prior Year

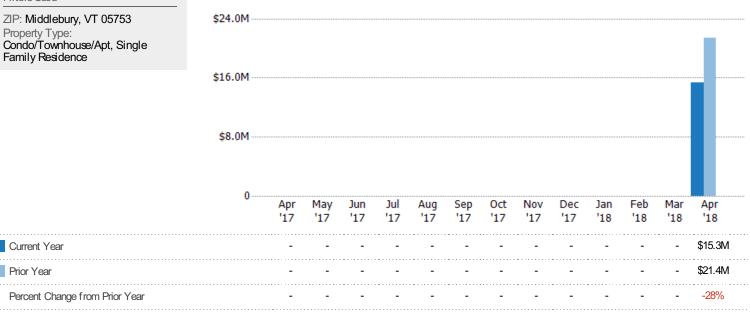
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

Current Year

Prior Year

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





9%



## Market Data Report

#### **Average Listing Price**

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

Filters Used
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence

0K	 	 	 	 	 	 
0K	 	 	 	 	 	 
0K	 		 	 	 	 
•	 		 	 		

### **Median Listing Price**

Percent Change from Prior Year

Current Year
Prior Year

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

ZIP: Middlebury, VT 05753
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$300K										
\$200K		 							 	
\$100K		 							 	
0										
0 Apr	May								Mar	Apr
	May '17		Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18		
	May			Sep '17	Oct '17		Dec '17	Jan '18	Mar	Apr
	May		Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Mar '18	Apr '18



Current Year
Prior Year

Percent Change from Prior Year





#### 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.

ZIP: Middlebury, VT 05753
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

0K	 		 		 		 	
0K							 	
0K			 		 			
0K							 	
0	 		 		 		 	
0			 		 		 	A
0	 Jun '17	Jul '17	 Sep '17	0ct '17	 Dec '17	Jan '18	 	A '1

#### 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

Avg Est Value

Avg Listing Price

ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value

\$300K	 								 	
\$200K	 								 	
\$100K										
4										
0									 	Apr '18
0	 		Aug '17		0ct '17		Dec '17		 	Apr
0	 	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	 Mar '18	Apr '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





#### 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	300												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	257
Prior Year	-	-	-	-	-	_	_	-	-	-	-	-	118
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	118%

#### Months of Inventory

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

Filters Used
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence
rammy readones

10.00												
7.50												•••••
5.00												
2.50												
0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	9.67
-	-	-	-	-	-	-	-	-	-	-	-	5.5
-	-	-	-	-	_	-	-	-	-	-	-	76%



Current Year
Prior Year

Percent Change from Prior Year





### Absorption Rate

The percentage of inventory sold per month.

Filters Used	_								
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	15%				 				
	10%			 	 				
	5%	 	 						
	5%		 	 	 				
	0 Apr		Aug		Dec	Jan	Feb	Mar	Apr
	0		Aug '17					Mar '18	Apr '18
Current Year	0 Apr				Dec	Jan	Feb		
Current Year Prior Year	0 Apr				Dec	Jan	Feb		'18

### Active/Pending/Sold Units

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

Filters Used ZIP: Middlebury, VT 05753

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

30 15 Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '18 29 20



Active

Sold

Pending

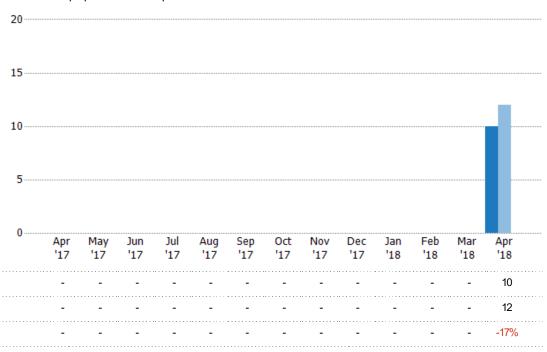




#### **New Pending Sales**

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

ZIP: Middlebury, VT 05753
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



#### New Pending Sales Volume

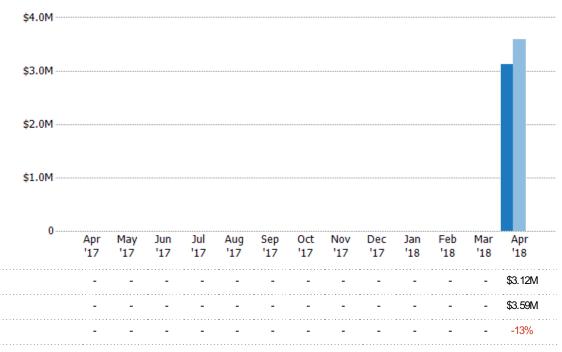
Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Middlebury, VT 05753
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year

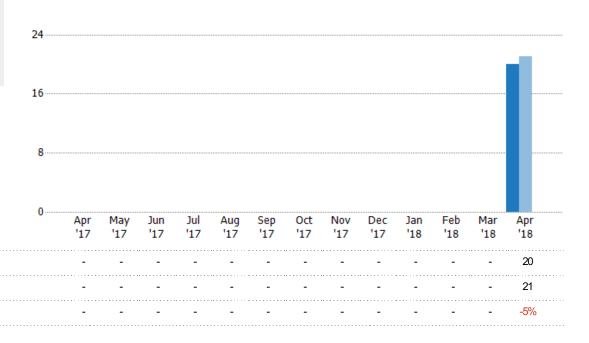


#### Middlebury

#### **Pending Sales**

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

Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence



### Pending Sales Volume

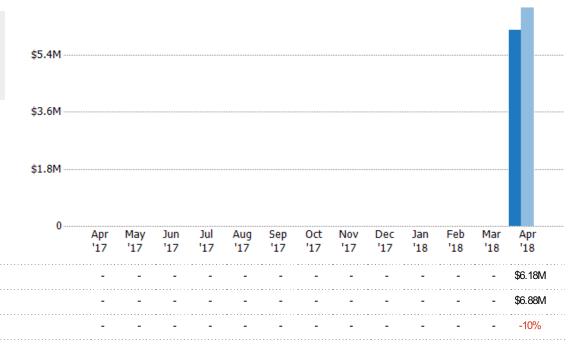
Percent Change from Prior Year

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.

Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year



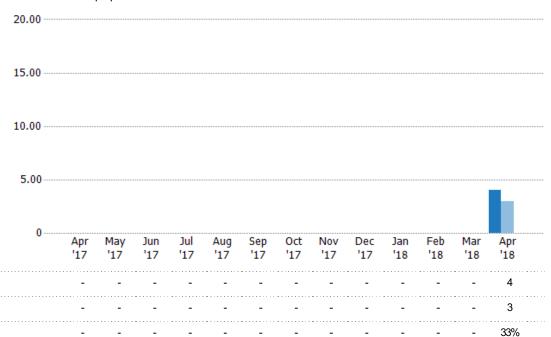


#### **Closed Sales**

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

Filters Used

ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence



#### **Closed Sales Volume**

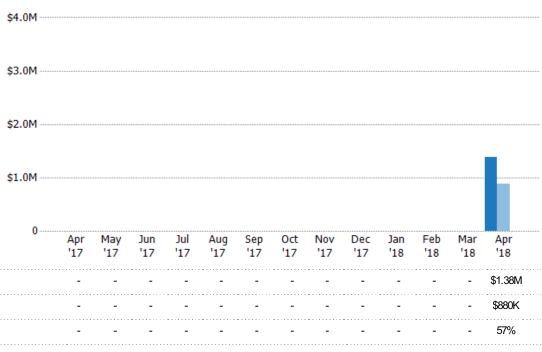
Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year



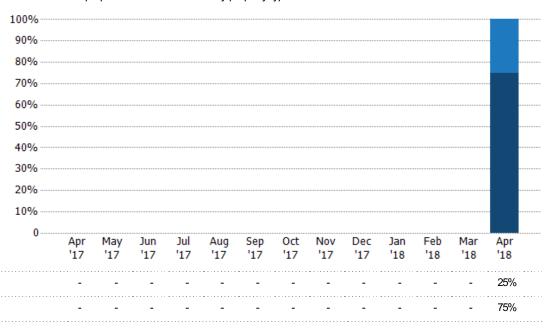


#### Closed Sales by Property Type

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

Filters Used

ZIP: Middlebury, VT 05753 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: Middlebury, VT 05753

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

\$400K \$300K \$200K \$100K Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$345K \$293K 18%



Current Year

Percent Change from Prior Year





#### **Median Sales Price**

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

Filters Used

ZIP: Middlebury, VT 05753

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

\$400K												
\$300K												
\$200K												
\$100K												
0												
Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
-	-	-	-	-	-	-	-	-	-	-	-	\$258K
-	-	-	-	_	-	-	<b>-</b>	-	-	-	-	\$330K
-	-	-	-	-	-	-	-	-	-	-	-	-22%

#### 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: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$300K	 	 								
\$200K	 	 								
±100K										
\$100K								***************************************		************
0	 	 								Apr
0	 									
0 Apr	 	 Aug '17		0ct '17	Nov '17		Jan '18			Apr
0 Apr	 	 Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18		Mar '18	Apr '18



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





#### 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: Middlebury, VT 05753

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

\$300K	 	 								
\$225K	 	 								
\$150K	 	 								
\$75K	 	 								
0	 									
									Mar	
0······	 							Feb	Mar	
0······	 		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18 \$295K

#### 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: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Sales Price as a % of Med List Price

3400K													
\$300K													
\$200K													
\$100K													
_													
	pr 17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
		'17 -	Jun '17	Jul '17	4ug '17	Sep '17			Dec '17				'18
		'17	Jun '17	Jul '17	Aug '17 -	Sep '17							'18



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





#### 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: Middlebury, VT 05753

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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

50K											
75K		 									
- 7	May										
0 Apr '17			Aug '17							Mar '18	Ap '18
- 7			Aug '17	Sep '17	Oct '17	Nov '17		Jan '18	Feb '18	Mar '18	Ap
- 7		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Ар '18



