Summary of Key Listing and Sales Metrics

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

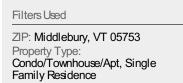
Key Metrics	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	7	+14.3%	13	9	+44.4%
New Listing Volume	\$2,941,900	\$3,009,900	-2.3%	\$4,256,900	\$3,679,500	+15.7%
Active Listing Count	30	27	+11.1%	NA	N/A	
Active Listing Volume	\$15,503,600	\$13,677,095	+13.4%	NA	N/A	
Average Listing Price	\$516,787	\$506,559	+2%	\$512,695	\$500,241	+2.5%
Median Listing Price	\$392,500	\$329,900	+19%	\$398,500	\$331,151	+20.3%
Median Daysin RPR	207.5	254	-18.3%	199.5	251.5	-20.7%
Months of Inventory	6	5.4	+11.1%	7.5	3.5	+112.3%
Absorption Rate	16.67%	18.52%	-1.9%	13.33%	28.3%	-15%
Sales Activity Charts Metrics		• • • • • • • • • • • • • • • • • • • •				
New Pending Sales Count	9	5	+80%	20	11	+81.8%
New Pending Sales Volume	\$2,965,400	\$1,450,250	+104.5%	\$6,657,100	\$3,360,050	+98.1%
Pending Sales Count	18	10	+80%	NA	N/A	
Pending Sales Volume	\$5,309,400	\$3,552,900	+49.4%	NA	N/A	
Closed Sales Count	5	3	+66.7%	10	8	+25%
Closed Sales Volume	\$1,344,900	\$709,240	+89.6%	\$3,764,900	\$2,050,740	+83.6%
Average Sales Price	\$268,980	\$236,413	+13.8%	\$376,490	\$256,342	+46.9%
Median Sales Price	\$220,000	\$255,000	-13.7%	\$380,000	\$235,625	+61.3%

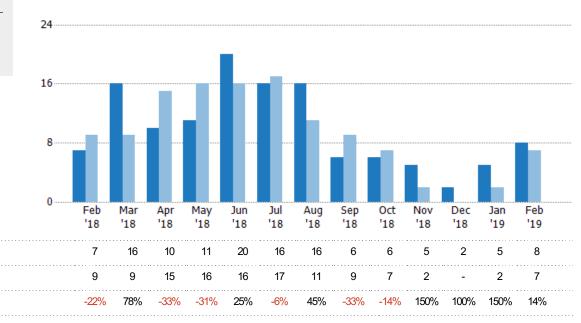




New Listings

The number of new residential listings that were added each month.





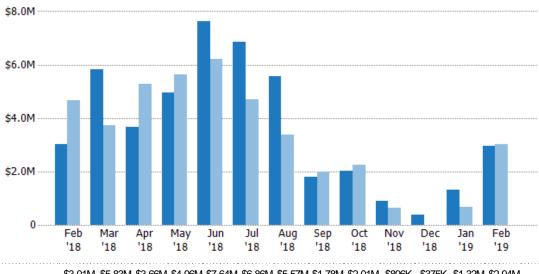
New Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

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



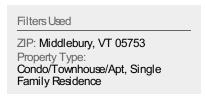


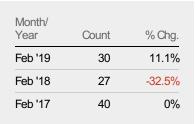




Active Listings

The number of active residential listings at the end of each month.







Active Listing Volume

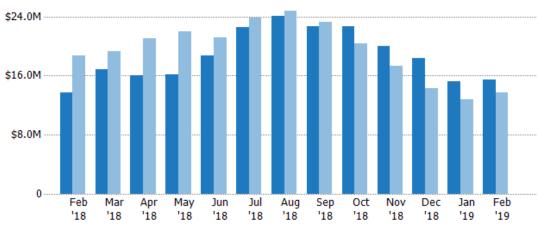
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.

Month/ Year	Volume	% Chg.
Feb '19	\$15.5M	13.4%
Feb '18	\$13.7M	-27%
Feb '17	\$18.7M	-30.7%









Average Listing Price

The average listing price of active residential listings at the end of each month.

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

Month/		
Year	Price	% Chg.
Feb '19	\$517K	2%
Feb '18	\$507K	8.2%
Feb '17	\$468K	-30.7%

\$450	0K												
\$300	0K												
\$150	0K												
	0												
	_	Mar		May '18			Aug '18					Jan	Feb '19
	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19

13%

14%

12%

11%

3%

2%

Median Listing Price

Percent Change from Prior Year

Current Year
Prior Year

The median listing price of active residential listings at the end of each month.

8%

-4%

-11%

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

Month/ Year	Price	% Chg.
Feb '19	\$393K	19%
Feb '18	\$330K	-3.7%
Feb '17	\$342K	-23.7%

Percent Change from Prior Year

\$37	5K												
\$25	0K												
\$12	5K												
\$12	0	Mar '18	Apr	May '18	Jun	Jul	Aug	Sep '18		Nov '18	Dec '18	Jan '19	Feb
\$12	0Feb	Mar '18	Apr '18	May	Jun '18	Jul '18	Aug '18	'18	'18	'18	'18	'19	'19
\$12	0 Feb '18	Mar '18 \$330K	Apr '18 \$340K	May '18	Jun '18 \$330K	Jul '18 \$349K	Aug '18 \$365K	'18 \$369K	'18 \$420K	'18 \$420K	'18 \$384K	'19 \$405K	'19 \$393K



Current Year
Prior Year



Avg Est Value

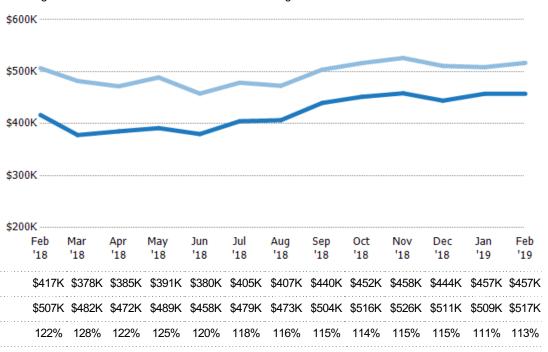
Avg Listing Price

Market Data Report

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

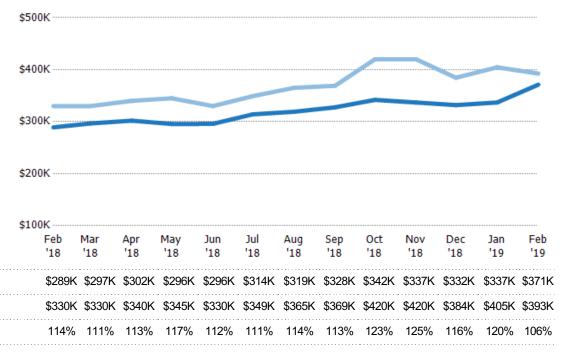


Median Listing Price vs Median Est Value

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

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

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

Median Days in RPR

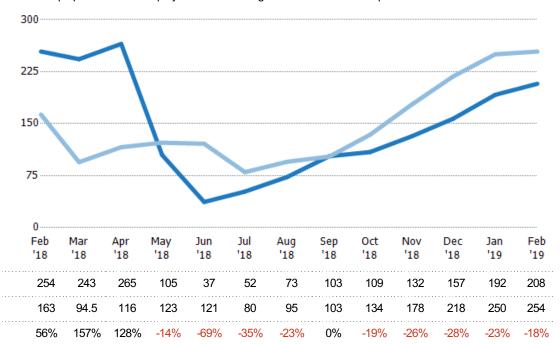
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Middlebury, VT 05753

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





Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

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

Month/ Year	Months	% Chg.
Feb '19	6	11.1%
Feb '18	5.4	21.5%
Feb '17	4.44	200%

Percent Change from Prior Year

15			Λ									
5				\		^				1		
							~/					
0 Feb '18	Mar '18			Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
							Sep '18					
'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'19	'19

Current Year
Prior Year

Current Year

Prior Year

Change from Prior Year

Market Data Report

Absorption Rate

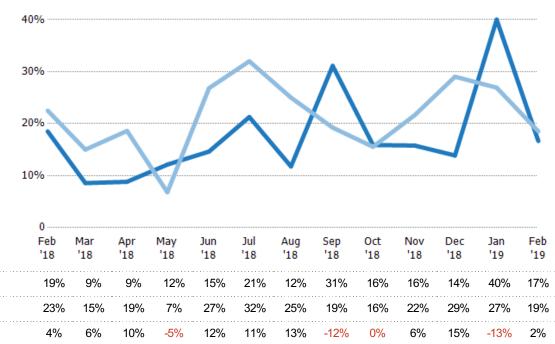
The percentage of inventory sold per month.

Filters Used

ZIP: Middlebury, VT 05753

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

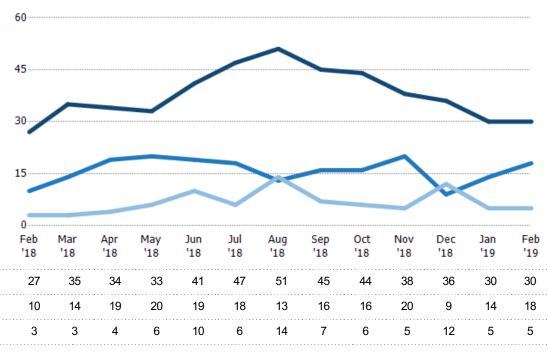
Month/ Year	Rate	Chg.
Feb '19	17%	1.9%
Feb '18	19%	4%
Feb '17	23%	-66.7%



Active/Pending/Sold Units

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

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



Active

Sold

Pending

4/30/2019

7 of 14



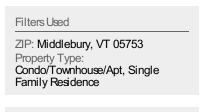
Current Year

Prior Year

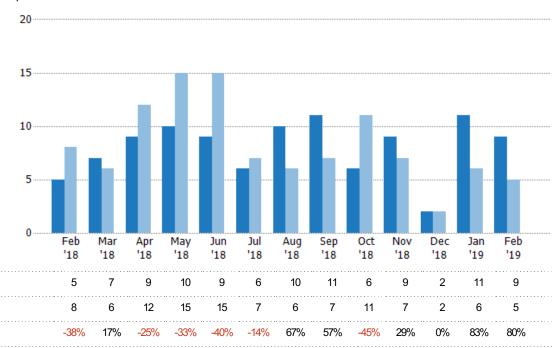
Market Data Report

New Pending Sales

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



Month/ Year	Count	% Chg.
Feb '19	9	80%
Feb '18	5	-37.5%
Feb '17	8	-62.5%

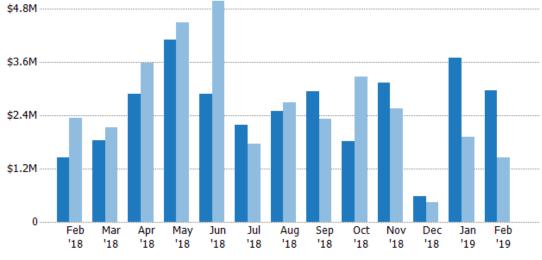


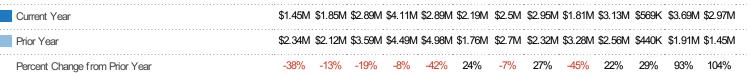
New Pending Sales Volume

Percent Change from Prior Year

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

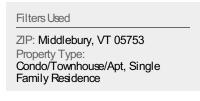
Month/ Year	Volume	% Chg.
Feb '19	\$2.97M	104.5%
Feb '18	\$1.45M	-38%
Feb '17	\$2.34M	-65.9%



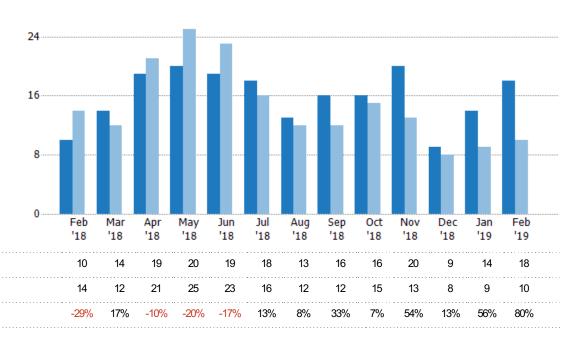


Pending Sales

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



Month/ Year	Count	% Chg.
Feb '19	18	80%
Feb '18	10	-28.6%
Feb '17	14	14.3%



Pending Sales Volume

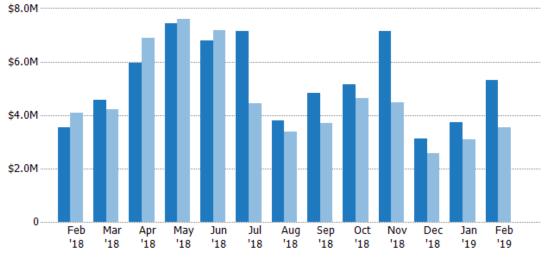
Percent Change from Prior Year

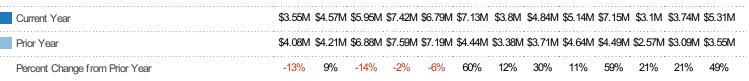
Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Feb '19	\$5.31M	49.4%
Feb '18	\$3.55M	-12.9%
Feb '17	\$4.08M	16.9%



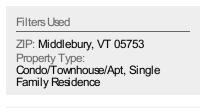




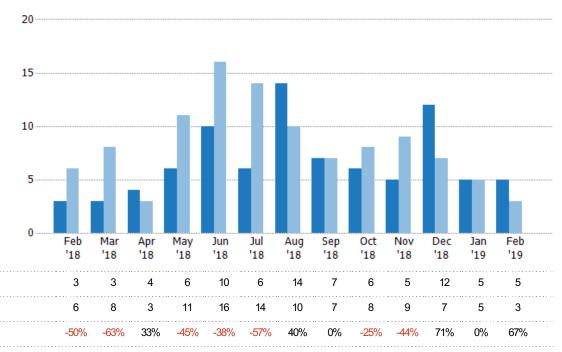


Closed Sales

The total number of residential properties sold each month.



Month/ Year	Count	% Chg.
Feb '19	5	66.7%
Feb '18	3	-50%
Feb '17	6	-50%



Closed Sales Volume

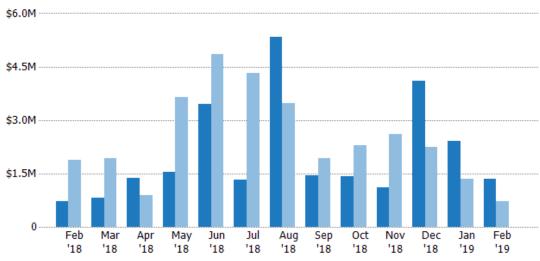
Percent Change from Prior Year

Current Year

Prior Year

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

Month/ Year	Volume	% Chg.
Feb '19	\$1.34M	89.6%
Feb '18	\$709K	-62.4%
Feb '17	\$1.89M	-70%



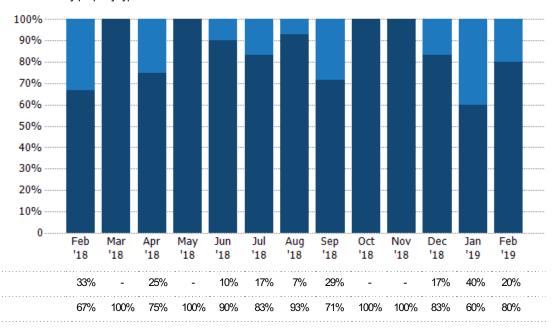




Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

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



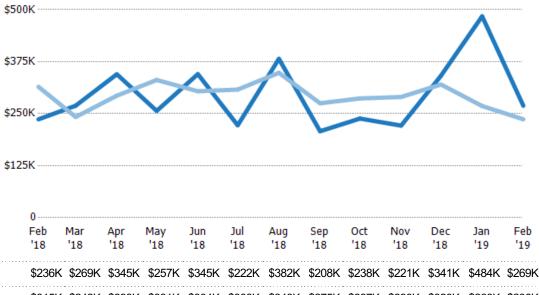
Average Sales Price

Single Family Residence

Condo/Townhouse

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

Month/ Year	Price	% Chg.
Feb '19	\$269K	13.8%
Feb '18	\$236K	-24.8%
Feb '17	\$315K	-39.9%



Current Year	\$236K	\$269K	\$345K	\$257K	\$345K	\$222K	\$382K	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K
Prior Year	\$315K	\$242K	\$293K	\$331K	\$304K	\$308K	\$348K	\$275K	\$287K	\$290K	\$320K	\$268K	\$236K
Percent Change from Prior Year	-25%	11%	18%	-22%	14%	-28%	10%	-24%	-17%	-24%	7%	80%	14%



141% -14%

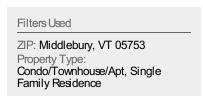
Current Year

Prior Year

Market Data Report

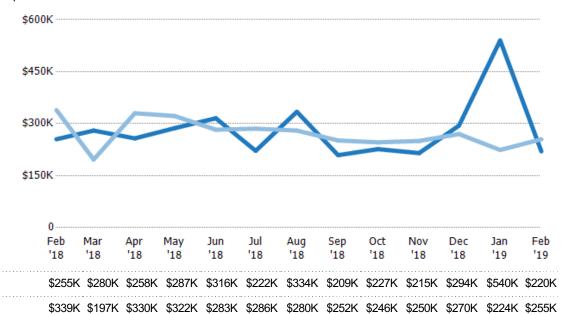
Median Sales Price

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



Price	% Chg.
\$220K	-13.7%
\$255K	-24.8%
\$339K	-42.6%
	\$220K \$255K

Percent Change from Prior Year



19%

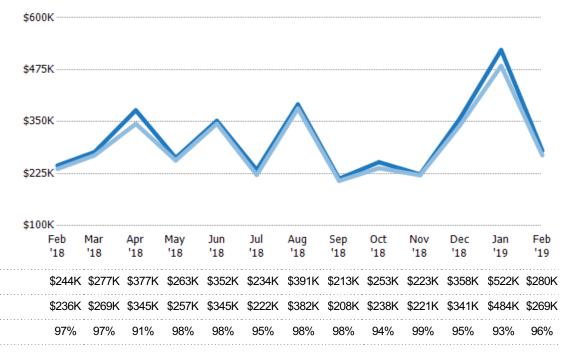
-17%

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.

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





Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price

Median List Price

Median Sales Price

Market Data Report

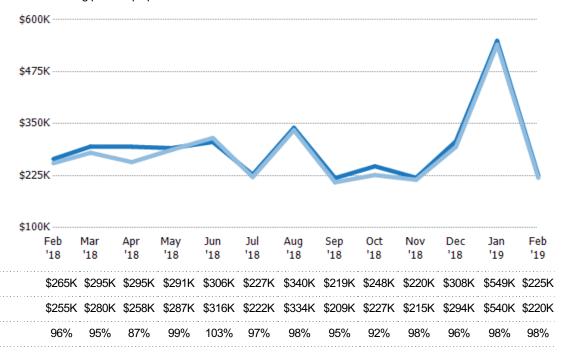
Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: Middlebury, VT 05753

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



Average Sales Price vs Average Est Value

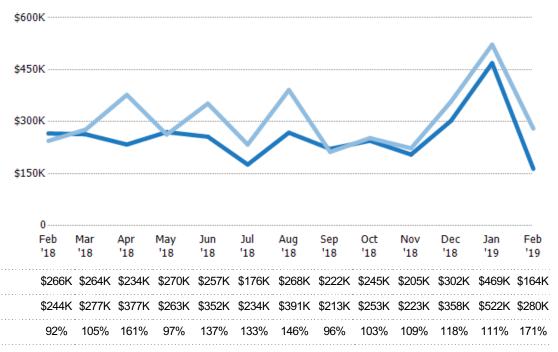
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Middlebury, VT 05753

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

Med Sales Price as a % of Med List Price





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.

100% 101% 126%

96%

107%

129%

115%

107%

98%

108%

109%

