

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	+/-	Feb 2017	Feb 2018	Key Metrics
						Listing Activity Charts Metrics
-22.2%	9	7	-22.2%	9	7	New Listing Count
-33.4%	\$4,680,000	\$3,117,400	-33.4%	\$4,680,000	\$3,117,400	New Listing Volume
-44.2%	43	24	-44.2%	43	24	Active Listing Count
-34.1%	\$20,385,200	\$13,436,700	-34.1%	\$20,385,200	\$13,436,700	Active Listing Volume
+18.1%	\$474,074	\$559,863	+18.1%	\$474,074	\$559,863	Average Listing Price
-5.1%	\$344,900	\$327,450	-5.1%	\$344,900	\$327,450	Median Listing Price
+58.2%	165	261	+58.2%	165	261	Median Daysin RPR
-72.1%	14.3	4	-	_	-	Months of Inventory
+18%	6.98%	25%	+	-	-	Absorption Rate
						Sales Activity Charts Metrics
-37.5%	8	5	-37.5%	8	5	New Pending Sales Count
-38%	\$2,338,000	\$1,450,250	-38%	\$2,338,000	\$1,450,250	New Pending Sales Volume
-33.3%	15	10	-33.3%	15	10	Pending Sales Count
-17.3%	\$4,297,000	\$3,552,900	-17.3%	\$4,297,000	\$3,552,900	Pending Sales Volume
-50%	6	3	-50%	6	3	Closed Sales Count
-62.4%	\$1,887,250	\$709,240	-62.4%	\$1,887,250	\$709,240	Closed Sales Volume
-24.8%	\$314,542	\$236,413	-24.8%	\$314,542	\$236,413	Average Sales Price
-24.8%	\$339,000	\$255,000	-24.8%	\$339,000	\$255,000	Median Sales Price





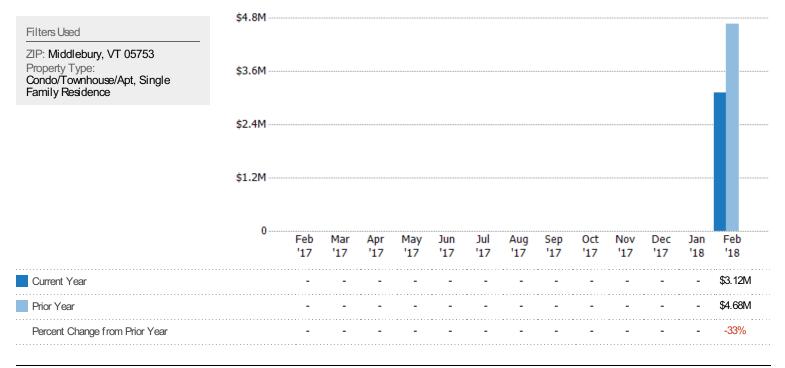
New Listings

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

	10.00														
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50														
	5.00														
	2.50														
	0	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%	, D

New Listing Volume

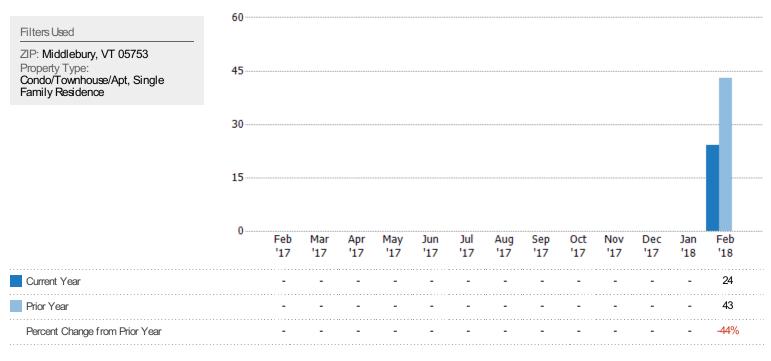
The sum of the listing price of single-family, condominium and townhome listings that were added each month.





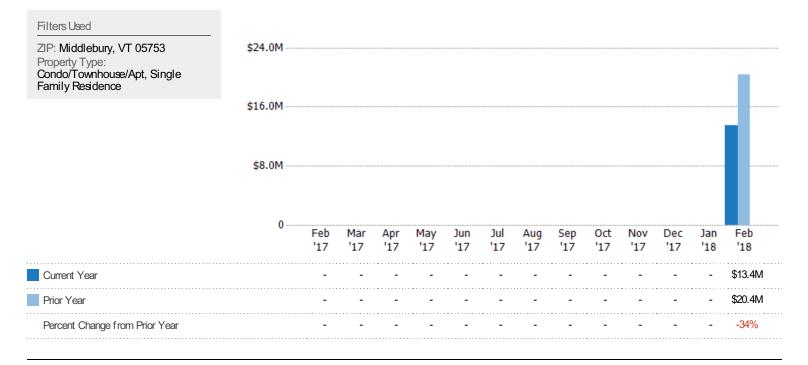
Active Listings

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



Active Listing Volume

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



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Average Listing Price

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

	\$600K												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K											,	
	\$150K												
	0		_		_		_						
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$560K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$474K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18%

Median Listing Price

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

	\$400K ······												
Filters Used													
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$345K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%





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.

	\$600K ······												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0 Feb '17	Mar '17	Apr '17				Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$466K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$560K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	120%

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.

	\$400K												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K 0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-		-		-	\$289K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Med Listing Price as a % of Med Est Value	• -	-	-	-	-	-	-	-	-	-	-	-	113%







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.

ZIP: Middlebury, VT 05753 Property Type:	225												
Property Type: Condo/Townhouse/Apt, Single Family Residence													
	150												
	75												
	75												
	0												
	0 Feb '17			May '17		Jul '17				Nov '17	Dec '17	Jan '18	Feb '18
Current Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec		
Current Year Prior Year	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec		'18

Months of Inventory

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4.78
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4.8
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
	30												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	45												
Filters Used	00												



Absorption Rate

The percentage of inventory sold per month.

	30%												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	20%												
	10%												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

Active/Pending/Sold Units

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

Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	8												
	0												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Active					Jun '17	Jul '17	Aug	Sep	0ct	Nov	Dec	Jan	
Active Pending					Jun '17 -	Jul '17 -	Aug	Sep	0ct	Nov	Dec	Jan	'18





New Pending Sales

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

	8.80														
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60														
	4.40														
	2.20														
	0	Feb	Mar	Apr	May '17	Jun	Jul	Aug	Sep '17	0ct	Nov	Dec	Jan	Feb	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%	

New Pending Sales Volume

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

Filters Used														
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$2.4M													
	\$1.6M													
	\$0.8M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.45M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.34M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%



Pending Sales

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

	20													
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	15													
	10													
	10													
	5													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
		'17	'17	'17	May '17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	15
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%

Pending Sales Volume

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	\$5.4M													
	\$3.6M													
	\$1.8M													
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.55M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.3M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%



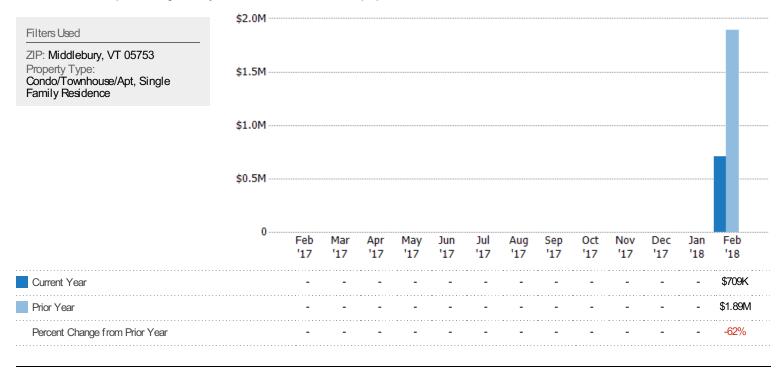
Closed Sales

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	5.40														
	3.60														
	1.80														
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-50%	

Closed Sales Volume

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.

	100%														
Filters Used	90%														
ZIP: Middlebury, VT 05753 Property Type:	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	33%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	67%	

Average Sales Price

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

	\$400K ······												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
ramity resuence	\$200K												
	\$100K												
	0					-							
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$236K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$315K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-25%





Median Sales Price

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

\$400K												
\$300K												
\$200K												
\$100K												
0 Feb	Mar	Apr	May	lun								Feb
'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$255K
-	-	-	-	-	-	-	-	-	-	-	-	\$339K
-	-	-	-	-	-	-	-	-	-	-	-	-25%
	\$300K \$200K \$100K Feb	\$300K \$200K \$100K 0 Feb Mar	\$300K \$200K \$100K 0 Feb Mar Apr	\$300K \$200K \$100K 0 Feb Mar Apr May	\$300K \$200K \$100K 0 Feb Mar Apr May Jun	\$300K \$200K \$100K 0 Feb Mar Apr May Jun Jul	\$300K \$200K \$100K 0 Feb Mar Apr May Jun Jul Aug	\$300К \$200К \$100К 0 Feb Mar Apr May Jun Jul Aug Sep	\$300K \$200K \$100K \$100K G Feb Mar Apr May Jun Jul Aug Sep Oct	\$300K \$200K \$100K \$100K G Feb Mar Apr May Jun Jul Aug Sep Oct Nov	\$300K \$200K \$100K \$100K 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec	\$300K \$200K \$100K \$100K 0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan

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	\$300K ······												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$244K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$236K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%





Median Sales Price vs Median Listing Price

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

	\$300K ······												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K ······												
	\$75K												
	0 Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$255K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

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.

	\$300K ······												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
	'17	'17	Apr '17	'17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$266K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$244K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-		-	92%





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.

	\$300K ······												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$266K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$265K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

