

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	+ / -	Jul 2017	Jul 2018	Key Metrics
						isting Activity Charts Metrics
+-	17	17	+_	17	17	New Listing Count
+66.5%	\$4,692,200	\$7,813,400	+66.5%	\$4,692,200	\$7,813,400	New Listing Volume
-9.6%	52	47	-9.6%	52	47	Active Listing Count
-10.6%	\$25,914,195	\$23,162,500	-10.6%	\$25,914,195	\$23,162,500	Active Listing Volume
-1.1%	\$498,350	\$492,819	-1.1%	\$498,350	\$492,819	Average Listing Price
+14.4%	\$314,498	\$359,900	+14.4%	\$314,498	\$359,900	Median Listing Price
-24.1%	68.5	52	-24.1%	68.5	52	Median Daysin RPR
-35.4%	5.2	3.4	-	_	_	Months of Inventory
+10.6%	19.23%	29.79%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
+-	7	7	+_	7	7	New Pending Sales Count
+63.7%	\$1,764,400	\$2,888,900	+63.7%	\$1,764,400	\$2,888,900	New Pending Sales Volume
+6.3%	16	17	+6.3%	16	17	Pending Sales Count
+65%	\$4,443,200	\$7,329,800	+65%	\$4,443,200	\$7,329,800	Pending Sales Volume
-57.1%	14	6	-57.1%	14	6	Closed Sales Count
-69.1%	\$4,309,700	\$1,332,000	-69.1%	\$4,309,700	\$1,332,000	Closed Sales Volume
-27.9%	\$307,836	\$222,000	-27.9%	\$307,836	\$222,000	Average Sales Price
-22.4%	\$285,500	\$221,500	-22.4%	\$285,500	\$221,500	Median Sales Price







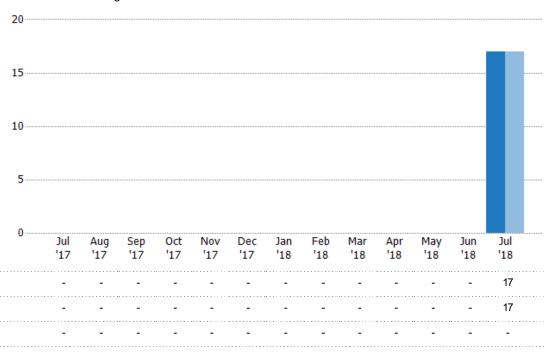
New Listings

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

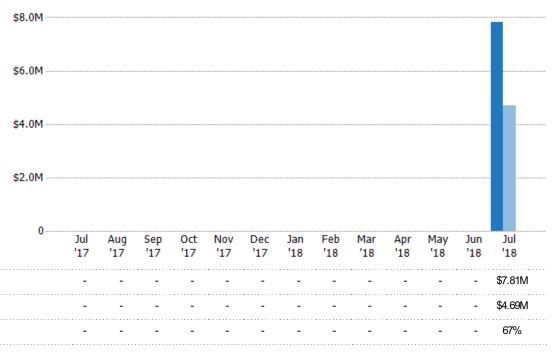
Current Year

PriorExtra Year

Prior Year

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

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





Current Year

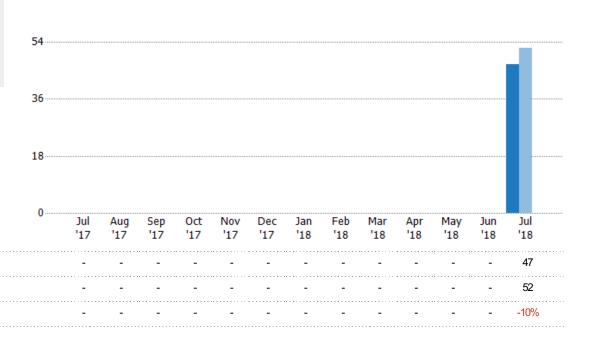
Percent Change from Prior Year



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

Current Year

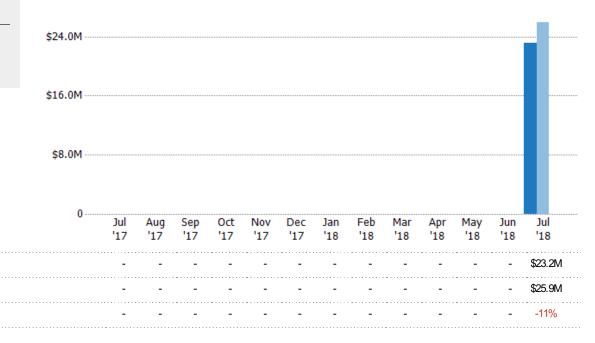
Prior Year

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

Filters Used

ZIP: Middlebury, VT 05753

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

ZIP: Middlebury, VT 05753

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

\$500K
\$375K
\$250K

\$125K

0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	\$493K
-	-	-	-	-	-	-	-	-	-	-	-	\$498K
-	-	-	-	-	-	-	- -	-	-	- -	-	-1%

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.

\$100K

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

\$400K \$300K \$200K

0 Jul Aug Sep 0ct Nov Dec Jan Feb Mar May Jun Jul Apr '17 '17 '18 '18 \$360K \$314K 14%

Current 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

\$500K												
\$375K												
\$250K												
\$125K												
0												
Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
17												
-	-	-	-	-	-	- -	-	-	-	-	-	\$426K
-	- - -	- -	-	- - -	-	- -	-	-	-	-	-	\$426K

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

0K		 									
0K											
0											
•	Aug										
•	Aug '17		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Ju '1
•			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Ju '1
•			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Ju '1



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

90												
68												
45												
23												
•												
Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	-	52
-	-	-	-	-	-	-	-	-	-	-	-	68.5
-	-	-	-	-	-	-	-	-	-	-	-	-24%

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.

1.50

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

4.50

0													
Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	
 -	-	-	-	-	-	-	-	-	-		-	4.7	
 -	-	-	-	-	-	-	-	-		-		3.25	
 -	-	-	-	-	-	-	-	-	-	-	-	45%	

Current Year
Prior Year

Percent Change from Prior Year





20%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

%	
%	
70	

10%

0												
Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-		-				-		21%
-	-	-	-	-	-	-	-	-	-	-	-	31%
-	-	-	-	-	-	-	-	-	-	- -	-	9%

Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

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

25													
13	38												
0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 47 17	25												
Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 - - - - - - - - - 47 - - - - - - - - - 17	13												
47 17	0												
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	
17	-	-	-	-	-	-	-	-	-	-	-	-	47
	-	-	_	-	-	-	-	-	-	-	-	-	



Active Pending

Sold



6



Current Year

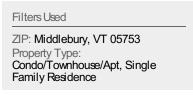
PriorExtra Year

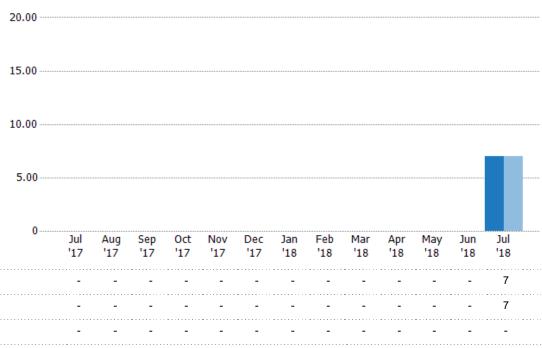
Prior Year

Market Data Report

New Pending Sales

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

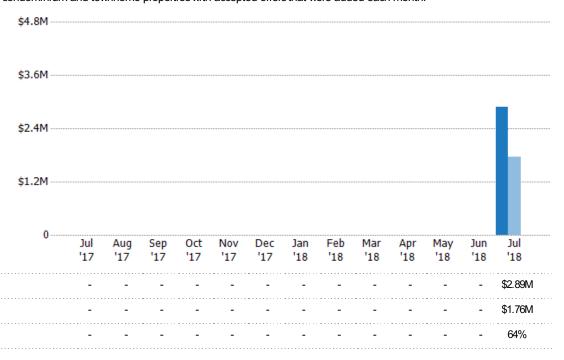




New Pending Sales Volume

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

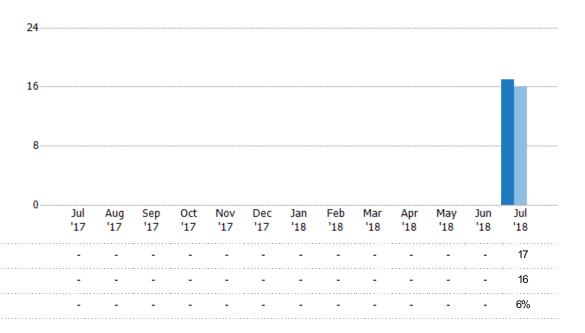
Percent Change from Prior Year



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

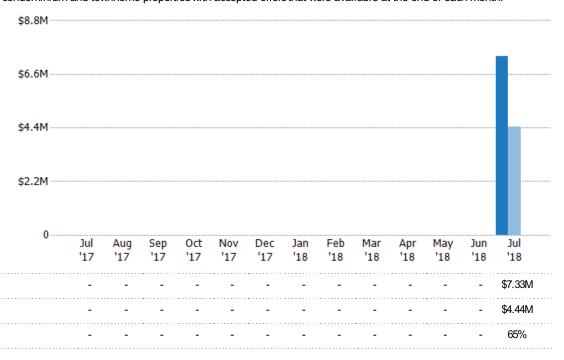
Percent Change from Prior Year

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



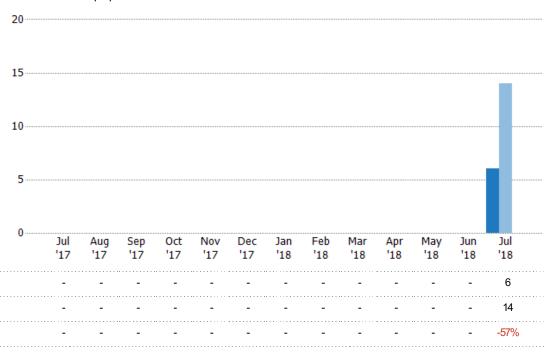
Closed Sales

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

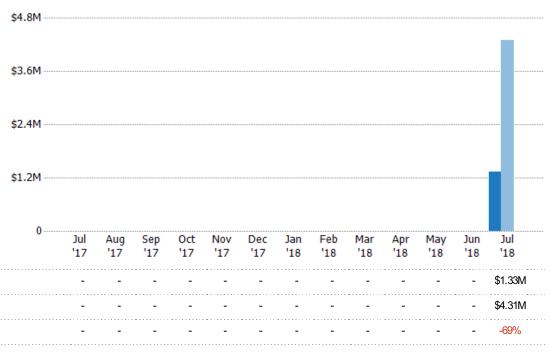
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year



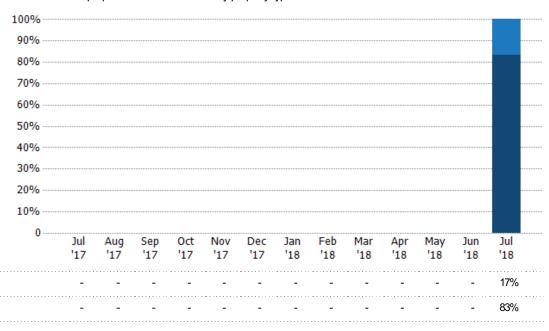


Closed Sales by Property Type

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.

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

\$400K \$300K \$200K \$100K 0 Aug Jul Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 \$222K \$308K



Current Year

Percent Change from Prior Year

Prior Year



-28%



Current Year
Prior Year

Market Data Report

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

\$300K
\$225K
\$150K
\$75K

Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$222k
												മാരല

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

Percent Change from Prior Year

\$300i	`												
\$225H	ζ												
\$150H	(
\$751	ζ												
	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$234K
	-	-	-	-	-	-	-	-	-	-	-	-	\$222K
	-	-	-	-	-	-	-	-	-	-	-	-	95%



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



\$222K

97%



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

\$225K								
	225K		 	 	 	 	 	
\$75K	150K		 	 	 	 	 	
Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18	0 Jul	Aug	 	 	 	 	 	 Jul

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

\$225K		 		 				
\$150K	 	 		 				
άZEV								
\$/5K	 			 				
0 Jul				 				
0 Jul				 	Mar '18	Apr '18		 Jul
0 Jul			Dec '17 -	 Feb '18 -	Mar '18 -	Apr '18 -	May '18 -	Jul '18



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.

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

\$225K									
\$223K									
\$150K		 					 	 	
÷==:									
\$75K									
0		 					 	 	
_								Jun	Jul
_	Aug '17								
_			Nov '17	Dec '17	Jan '18 -	Feb '18		Jun	Jul
_			Nov '17		Jan '18 -	Feb '18		Jun	Jul '18



