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	Nov 2018	Nov 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	2	+150%	5	2	+150%
New Listing Volume	\$931,000	\$635,900	+46.4%	\$931,000	\$635,900	+46.4%
Active Listing Count	36	_	-	NA	NA	
Active Listing Volume	\$17,920,695	_	-	NA	NA	
Average Listing Price	\$497,797	_	-	\$497,797	_	_
Median Listing Price	\$332,450	_	-	\$332,450	_	_
Median Daysin RPR	182.5	_	-	182.5	_	_
Months of Inventory	_	_	-	_	7.2	_
Absorption Rate	_	_	-	_	13.89%	_
Sales Activity Charts Metrics						
New Pending Sales Count	10	7	+42.9%	10	7	+42.9%
New Pending Sales Volume	\$3,316,300	\$2,562,800	+29.4%	\$3,316,300	\$2,562,800	+29.4%
Pending Sales Count	13	_	-	NA	NA	
Pending Sales Volume	\$4,485,800	_	-	NA	NA	
Closed Sales Count	5	8	-37.5%	5	8	-37.5%
Closed Sales Volume	\$1,106,000	\$2,422,400	-54.3%	\$1,106,000	\$2,422,400	-54.3%
Average Sales Price	\$221,200	\$302,800	-26.9%	\$221,200	\$302,800	-26.9%
Median Sales Price	\$215,000	\$302,500	-28.9%	\$215,000	\$302,500	-28.9%

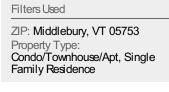


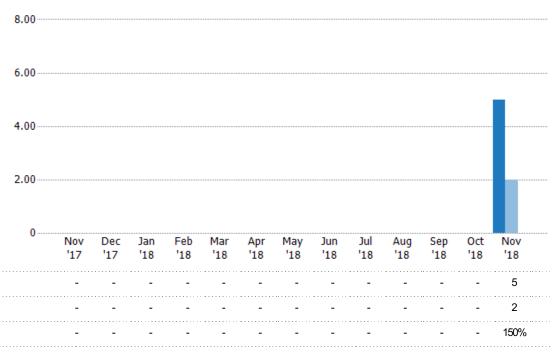




New Listings

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





New Listing Volume

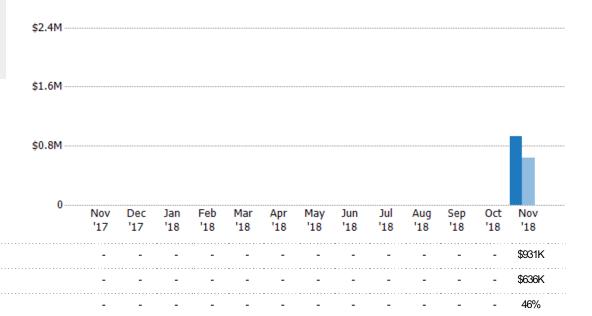
Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

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



Current Year

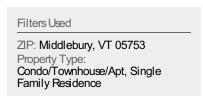
Percent Change from Prior Year

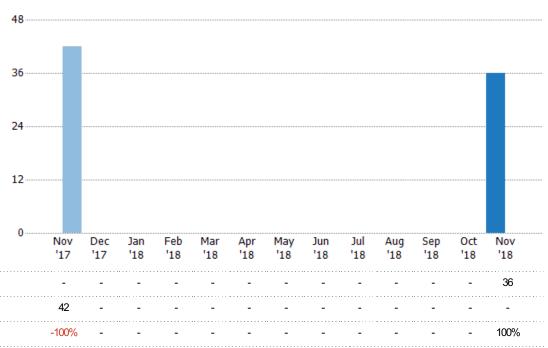




Active Listings

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





Active Listing Volume

Percent Change from Prior Year

Current Year

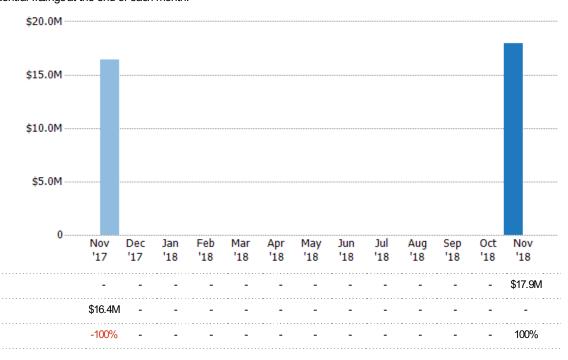
Prior Year

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

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 residential listings at the end of each month.

Filters Used

ZIP: Middlebury, VT 05753

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

\$50	00K												
\$37	75K												
\$25	50K												
\$12	25K												
	Nov	Dec '17	Jan	Feb				Jun '18				Oct	Nov '18
	-	-	-	-	-	- -	-	-	-	-	-	-	\$498K
	\$391K	-	-	-	-	-	-	-	-	-	-	-	-
	-100%	-83%						17%		50%		83%	100%

Median Listing Price

Percent Change from Prior Year

The median listing price of active residential listings at the end of 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

\$400K							
\$300K		 	 	 	 	 	
\$200K		 	 	 	 	 	
\$100K		 	 		 		
0				 Jun '18			Nov '18
0				 			 Nov
0	Dec '17			 			Nov '18

Current Year
Prior Year





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.

200 Filters Used ZIP: Middlebury, VT 05753 Property Type: 150 Condo/Townhouse/Apt, Single Family Residence 100 50 0 Nov Dec Jan Feb Mar Apr May Jul Aug Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 Current Year 183 Prior Year 160 Percent Change from Prior Year -100% -83% -67% -50% -33% 17% 33% 50% 67% 83% 100%

Months of Inventory

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

5.25

-100%

6.00 Filters Used ZIP: Middlebury, VT 05753 Property Type: 4.50 Condo/Townhouse/Apt, Single Family Residence 3.00 1.50 0 Νον Dec Jan Feb Mar Apr May Jul Aug Sep 0ct Nov Jun '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 Current Year 4.5



Prior Year

Percent Change from Prior Year



0

17%

33%

50%

67%

83%

100%

-50%

-33%

-67%

-83%



Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

ZIP: Middlebury, VT 05753

30%	

20%

10%

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	_	-	-	-	-	-	-	-	-	-	22%
Prior Year	19%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	19%	16%	12%	9%	5%	2%	-2%	-5%	-8%	-12%	-15%	-19%	-22%

Active/Pending/Sold Units

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

1.50

Filters Used

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

6.00 4.50

3.00

0 Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov

'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 5



Sold





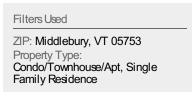
Current Year

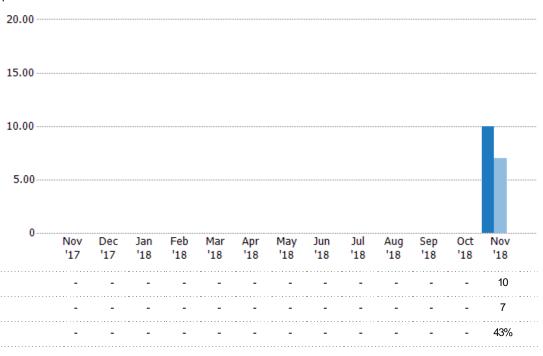
Prior Year

Market Data Report

New Pending Sales

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



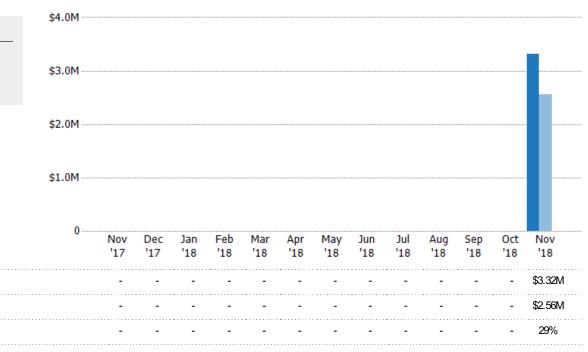


New Pending Sales Volume

Percent Change from Prior Year

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

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



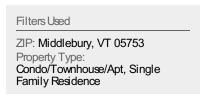
Current Year

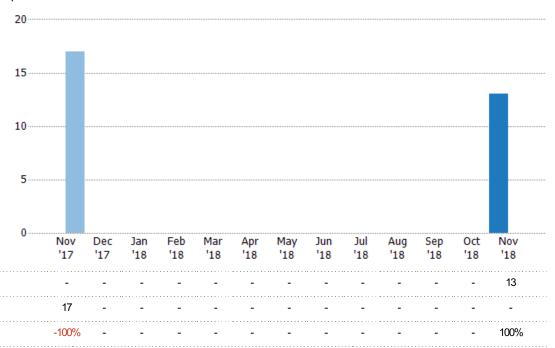
Percent Change from Prior Year



Pending Sales

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





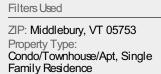
Pending Sales Volume

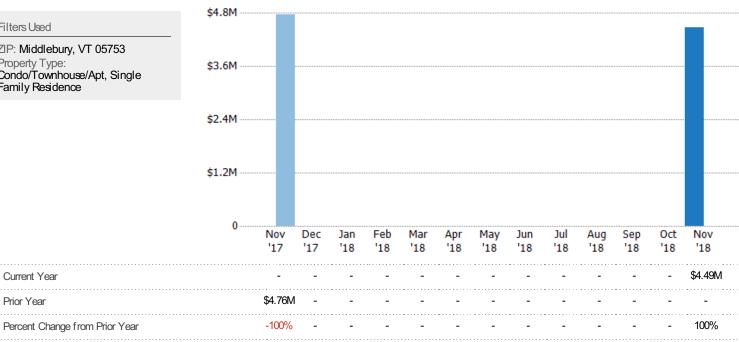
Percent Change from Prior Year

Current Year

Prior Year

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





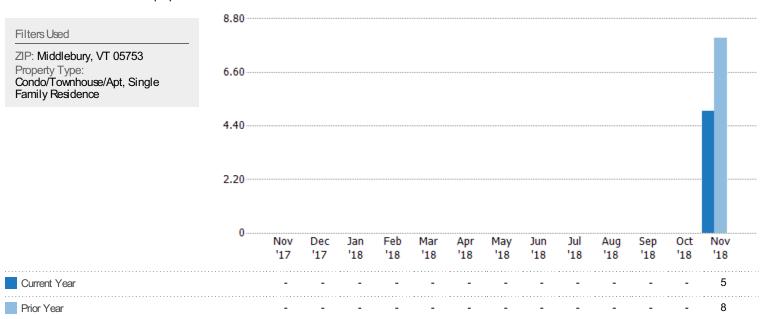
-38%



Market Data Report

Closed Sales

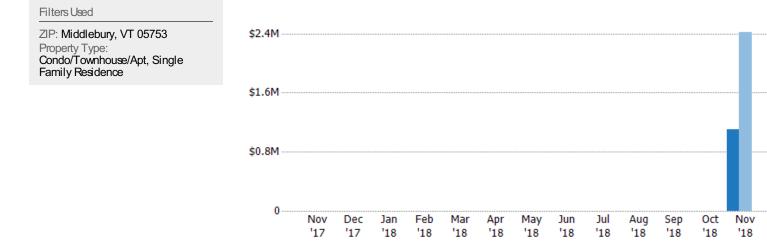
The total number of residential properties sold each month.



Closed Sales Volume

Percent Change from Prior Year

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







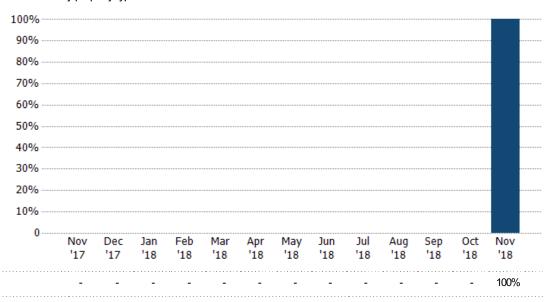


Closed Sales by Property Type

The percentage of residential 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

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

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

\$400K \$300K \$200K \$100K Nov Dec Mar Apr May Jun Jul Aug Sep 0ct Nov '18 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 \$221K \$303K -27%



Current Year
Prior Year

Percent Change from Prior Year





Current Year Prior Year

Market Data Report

Median Sales Price

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

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

\$400K
\$300K
\$200K
\$100K

Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$215K
-	-	-	-	-	-	-	-	-	-	-	-	\$303K

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month. \$300K

\$75K

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

Family Residence

Percent Change from Prior Year

\$225K \$150K

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$223K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$221K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%





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

225K		 	 	 	 			
.50K		 	 	 	 			
\$75K		 	 					
\$75K								•••••
0		 	 	 	 			
•	Dec	 	 				0ct	
0······· Nov	Dec	 	 	 	 Aug	Sep '18	0ct	No '18

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

\$300K												
\$225K												
\$150K												
\$75K												
•												
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Nov '17 -	117 -	Jan '18		Mar '18			Jun '18		Aug '18	Sep '18	Oct	Nov
Nov '17	Dec '17 -	Jan '18				-	- - -	- - -	Aug '18 - -		Oct '18	Nov '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.

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

Mar Ap '18 '18				Nov '18 \$203k
				Nov



