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 Oct 2018 Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
arts Metrics				
New Listing Count 6 7 -1	14.3%	6	7	-14.3%
New Listing Volume \$2,108,600 \$2,255,900 -	-6.5%	\$2,108,600	\$2,255,900	-6.5%
Active Listing Count 43 43	+_	NA	NA	
Active Listing Volume \$23,069,200 \$20,731,195 +1	11.3%	NA	NA	
Average Listing Price \$536,493 \$482,121 +1	11.3%	\$536,493	\$482,121	+11.3%
Median Listing Price \$440,000 \$329,000 +3	33.7%	\$440,000	\$329,000	+33.7%
Median Daysin RPR 111 134 -1	17.2%	111	134	-17.2%
Months of Inventory – – –	-	5.4	4.3	+25%
Absorption Rate – – –	+-	18.6%	23.26%	-4.7%
ts Metrics				
New Pending Sales Count 6 11 -4	45.5%	6	11	-45.5%
New Pending Sales Volume \$1,811,900 \$3,283,300 -4	44.8%	\$1,811,900	\$3,283,300	-44.8%
Pending Sales Count 17 15 +1	13.3%	NA	NA	
Pending Sales Volume \$5,380,600 \$4,644,800 +1	15.8%	NA	NA	
Closed Sales Count 6 8	-25%	6	8	-25%
Closed Sales Volume \$1,429,000 \$2,292,500 -3	37.7%	\$1,429,000	\$2,292,500	-37.7%
Average Sales Price \$238,167 \$286,563 -1	16.9%	\$238,167	\$286,563	-16.9%
Median Sales Price \$226,500 \$246,000 -	-7.9%	\$226,500	\$246,000	-7.9%

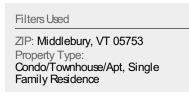


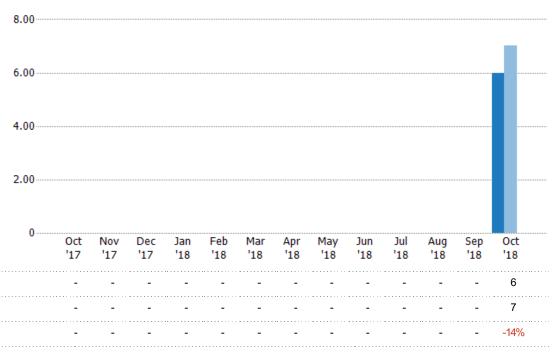




New Listings

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





New Listing Volume

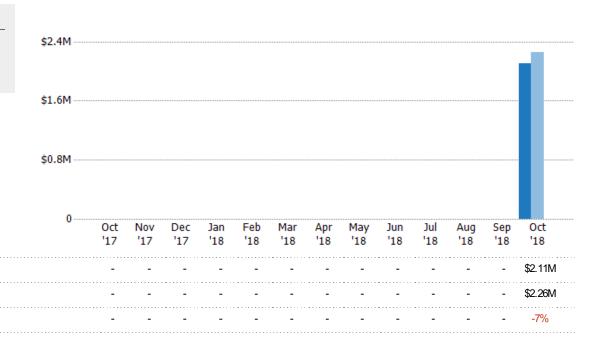
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year

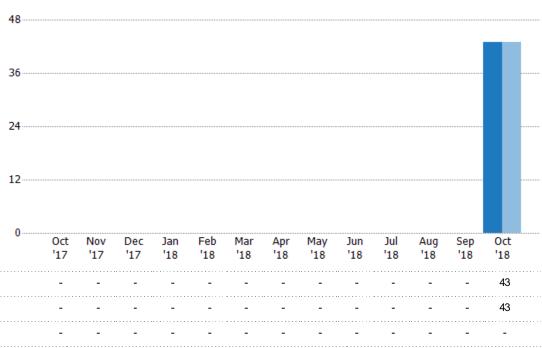




Active Listings

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

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



Active Listing Volume

Current Year

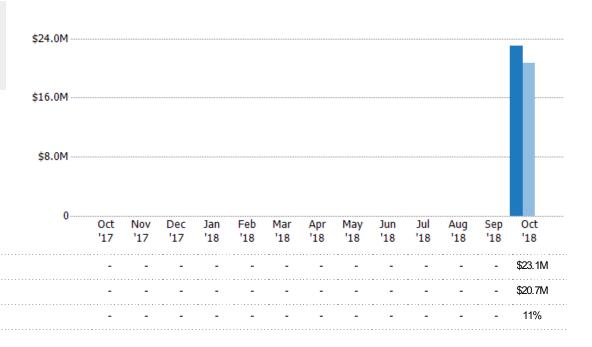
PriorExtra Year

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:

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

\$60UK
\$450K
\$300K

\$150K

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$536K
-	-	-	-	-	-	-	-	-	-	-	-	\$482K
_	_	_	_	_	_	- -	- -		_	_		11%

Median Listing Price

Percent Change from Prior Year

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

\$125K

Filters Used

Current Year
Prior Year

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

Percent Change from Prior Year

\$375K \$250K

Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-		-						-		\$440K
 -	-	-	-	-			-			-		\$329K
 		- -	-	-	-	-	-	-	-	-		34%

Current Year
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

\$600K												
\$450K												
\$300K												
\$150K												
-										_		
0ct '17	'17	'17	Jan '18	'18	Mar '18	'18	May '18	'18	'18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$503K
-	-	-	-	-	-	-	-	-	-	-	-	\$536K
-	-	-	-	-	-	-	-	-	-	-	-	107%

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

\$3	75K												
\$2	50K												
\$1	25K												
	0												
	Oct '17	Nov '17	Dec '17		Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18
	-	-	-	-	-	_	-	-	-	-	-	-	\$447K
	-	-	-	-	-	-	-	-	-	-	-	-	\$440K
	-	-	-	-	-	-	-	-	-	-	-	-	99%



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

200												
150												
100												
50												
0												
Oct '17	Nov	Dec	Jan	Feb	Mar	Apr	May '18	Jun	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	111
-	-	-	-	-	-	-	-	-	-	-	-	134
-	-	-	-	-	-	-	-	-	-	-	-	-17%

Months of Inventory

Percent Change from Prior Year

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

1.75

Filters Used

Current Year
Prior Year

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

Percent Change from Prior Year

5.25

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-	-	-	-	-	-	-	-	-	6.14
 -	-	-	-	-	-	-	-	-	-	-	-	6.14
 -	-	-	-	-	-	-	-	-	-	-	-	0%

Current Year
Prior Year





20%

10%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

40%	
30%	

0												
Oct '17		Dec '17			Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-					-		16%
-	-	-	-	-	-	-		-		-		16%
-	-	-	-	-	-	-	-	-	-	-	-	0%

Active/Pending/Sold Units

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

13

Filters Used

Current Year
Prior Year

Change from Prior Year

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

50
38
25
25

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-			-	43
-	-	-	-	-	-	-	-	-		-	-	17
-	-	-	-	-	-	-	-	-	-	-	-	6



Active Pending

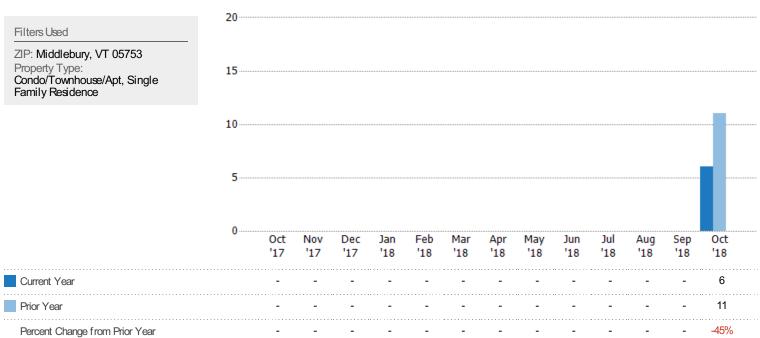
Sold





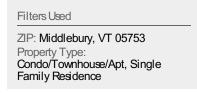
New Pending Sales

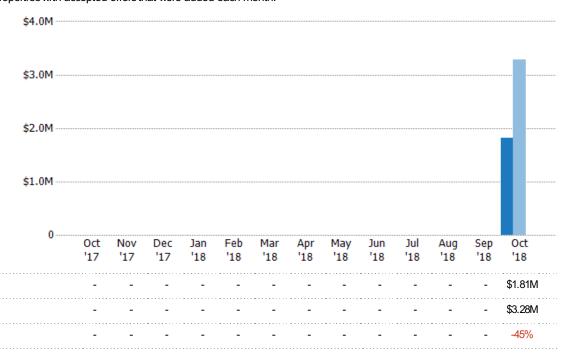
The number of residential properties with accepted offers that were added each month.



New Pending Sales Volume

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





Current Year

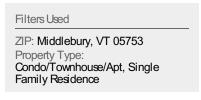
Percent Change from Prior Year

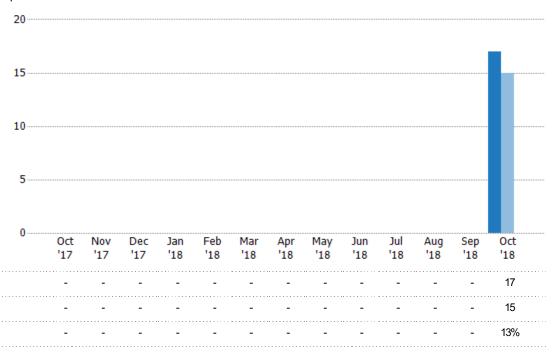




Pending Sales

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





Pending Sales Volume

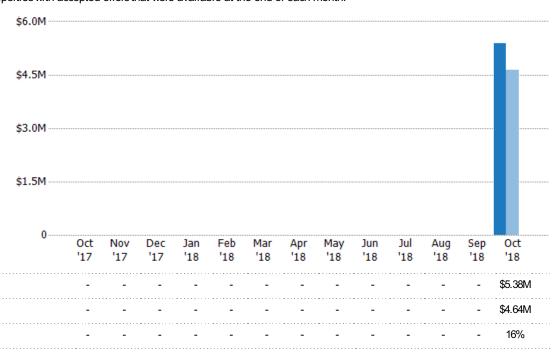
Percent Change from Prior Year

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.

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



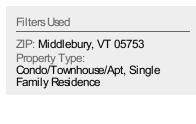
Current Year

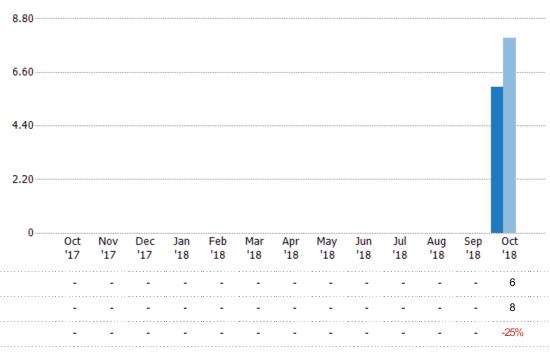
Percent Change from Prior Year



Closed Sales

The total number of residential properties sold each month.





Closed Sales Volume

Percent Change from Prior Year

Current Year

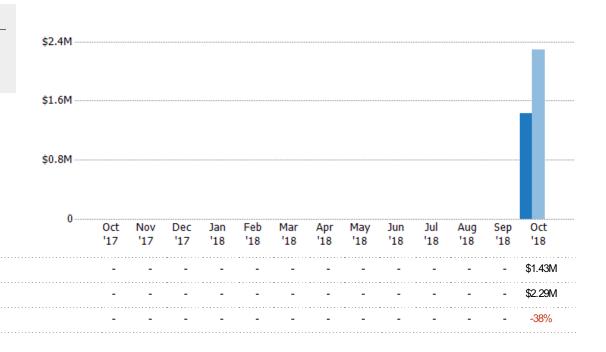
Prior Year

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

Filters Used

ZIP: Middlebury, VT 05753

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



Current Year

Percent Change from Prior Year

Prior Year

11/19/2018

10 of 14



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.

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

\$300K \$225K \$150K \$75K 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '17 '18 '18 '18 '18 '18 '18 '18 '18 \$238K \$287K



Current Year
Prior Year

Percent Change from 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

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

	0													
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$227K	
Prior Year	-	-	-	-	-			-		-	-	-	\$246K	
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-8%	

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

Family Residence

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

	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$253K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$238K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%







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

C	t Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 7 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18													
) Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep	t Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 7 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18	(
) Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep	t Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 7 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18													
Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep	t Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 7 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18													
Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep	t Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 7 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18	(
17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	7 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	(
		0												
		0 Oct N	lov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	



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

\$300K												
\$200K												
410016												
\$100K												
4200.1												
42001												
0 Oct	Nov	Dec	Jan	Feb	Mar					Aug	Sep	 Oct
0 Oct	Nov	Dec		Feb	Mar							
0 Oct	Nov	Dec	Jan	Feb	Mar					Aug	Sep	 Oct
0 Oct	Nov	Dec	Jan '18	Feb '18	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	Oct '18 \$310



