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	+ / -	Sep 2017	Sep 2018	Key Metrics
						isting Activity Charts Metrics
-33.3%	9	6	-33.3%	9	6	New Listing Count
-9.5%	\$2,006,800	\$1,815,900	-9.5%	\$2,006,800	\$1,815,900	New Listing Volume
	NA	NA	-12%	50	44	Active Listing Count
	NA	NA	-2.4%	\$23,568,595	\$23,009,500	Active Listing Volume
+10.9%	\$471,372	\$522,943	+10.9%	\$471,372	\$522,943	Average Listing Price
+27%	\$314,498	\$399,500	+27%	\$314,498	\$399,500	Median Listing Price
+1%	102.5	103.5	+1%	102.5	103.5	Median Daysin RPR
-62.3%	16.7	6.3	-	_	_	Months of Inventory
+9.9%	6%	15.91%	+-			Absorption Rate
						Sales Activity Charts Metrics
+71.4%	7	12	+71.4%	7	12	New Pending Sales Count
+37.7%	\$2,316,900	\$3,190,800	+37.7%	\$2,316,900	\$3,190,800	New Pending Sales Volume
	N/A	NA	+50%	12	18	Pending Sales Count
	NA	N/A	+48.1%	\$3,713,400	\$5,497,700	Pending Sales Volume
+-	7	7	+	7	7	Cloœd Sales Count
-24.5%	\$1,924,500	\$1,453,700	-24.5%	\$1,924,500	\$1,453,700	Closed Sales Volume
-24.5%	\$274,929	\$207,671	-24.5%	\$274,929	\$207,671	Average Sales Price
-16.9%	\$251,500	\$209,000	-16.9%	\$251,500	\$209,000	Median Sales Price

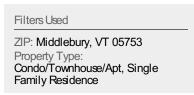


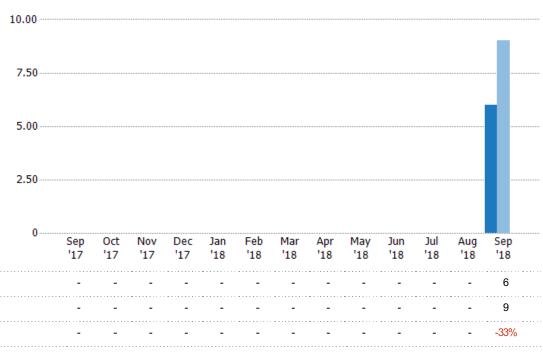




New Listings

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

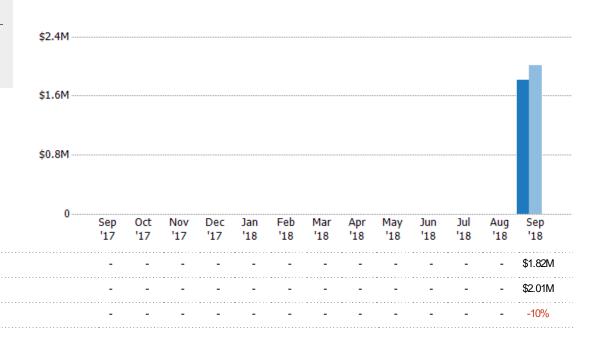
ZIP: Middlebury, VT 05753

Property Type:
Condo/Townhouse/Apt, Single

Family Residence

Current Year

Percent Change from Prior Year



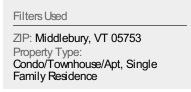


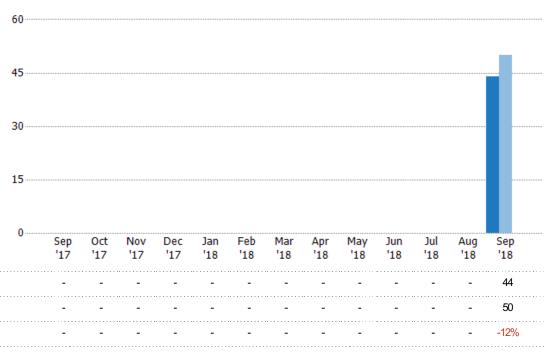




Active Listings

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





Active Listing Volume

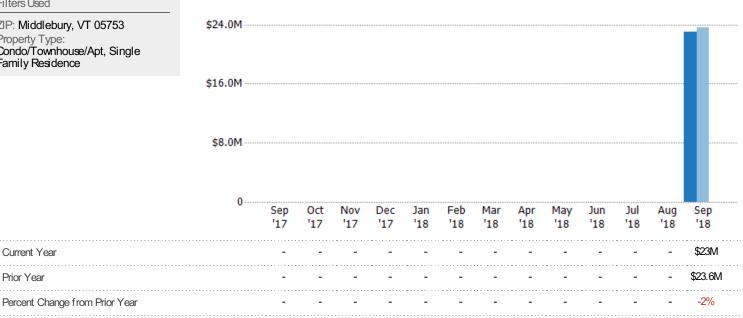
Percent Change from Prior Year

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





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

\$600K
\$450K
\$300K
\$150K

0 Sep '17	Oct	Nov '17	Dec	Jan	Feb '18	Mar	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	\$523K
-	-	-	-	-	-	-	-	-	-	-	-	\$471K
-	-	-	-	-	-	-	-	-	-	-	-	11%

Median Listing Price

Percent Change from Prior Year

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

\$100K

Filters Used

Current Year
Prior Year

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

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

	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-				-	-	-	-	-	-	-	\$400K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$314K
Percent Change from Prior Year	-	-	-	-	-	-		-			-	-	27%





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

Nov Dec '17 '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	-	-	-	-	-	-	-	-	\$482k
							Nov Dec Jan Feb Mar Apr May Jun		Nov Dec Jan Feb Mar Apr May Jun Jul Aug '17 '17 '18 '18 '18 '18 '18 '18 '18 '18

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

\$300K	 				 					
\$200K					 					***********
\$100K	 				 					***********
\$100K	 				 					
0	 				 					
	 				 					Sep
0 Sep	 	Dec '17	Jan '18	Feb '18	 Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



112%



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:
Condo/Townhouse/Apt, Single
Family Residence

200												
150												
100												
50												
-												
Sep '17	0ct '17	Nov '17	Dec '17	'18	'18	'18	'18	May '18	Jun '18		Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	104
-	_	-	_	-	-	-	-	-	-	-	_	103
-	-	-	-	-	-	-	-	-	-	-	-	1%

Months of Inventory

Percent Change from Prior Year

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

1.50

Filters Used

Current Year
Prior Year

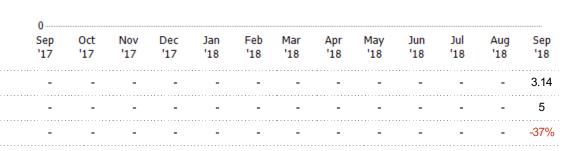
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

 6.00

 4.50

 3.00



Current 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

40%	
30%	

10%

0												
Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	-	-	-	-	-	-	-	-	-	-	-	32%
-	-	-	-	-	-	-	-	-	-	-	-	20%
-	-	-	-	-	-	-	-	-	-	-	-	-12%

Active/Pending/Sold Units

The number of residential 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

50
38
25
13

	0												***********	
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	
Active	-	-	-	-	-	-	-	-	-	-	-	-	44	
Pending	-	-	-	-	-	-	-	-	-	-	-	-	18	
Sold	-	-	-	-	-	-	-	-	-	-	-	-	7	





Current Year

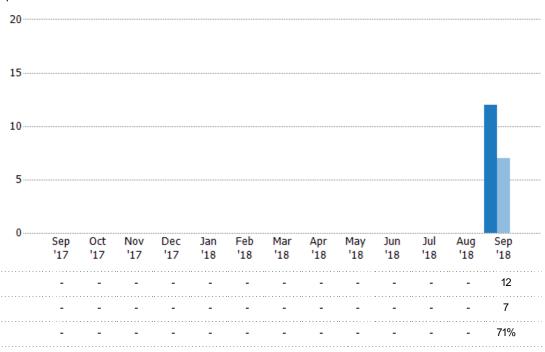
Prior Year

Market Data Report

New Pending Sales

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

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



New Pending Sales Volume

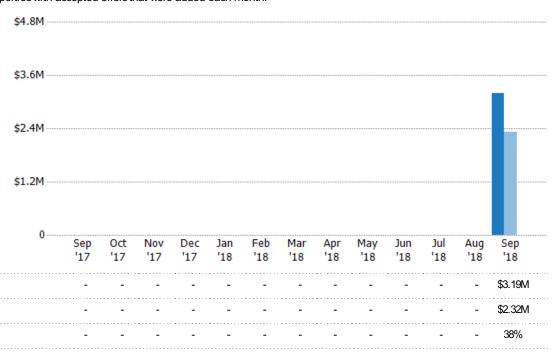
Percent Change from Prior Year

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

Filters Used

ZIP: Middlebury, VT 05753

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



Current Year

Percent Change from Prior Year

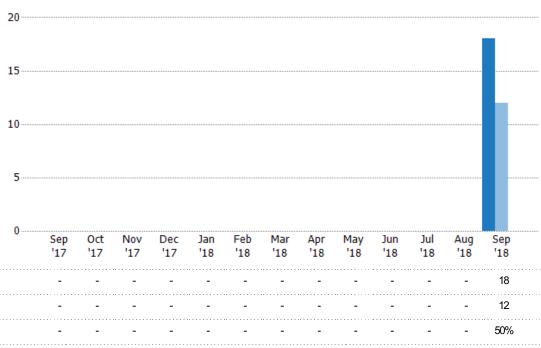




Pending Sales

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

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



Pending Sales Volume

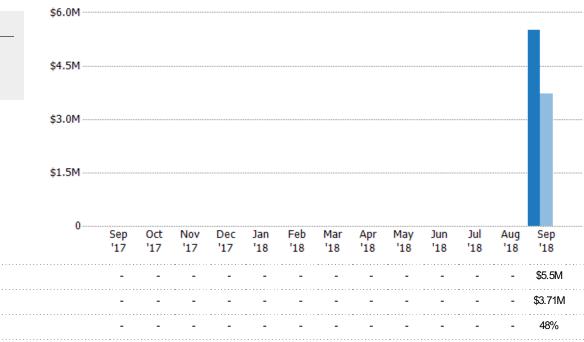
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of 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

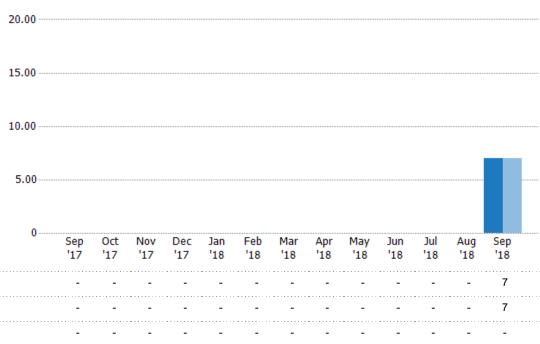


Closed Sales

The total number of residential properties sold each month.

Filters Used
ZIP: Middlebury, VT 05753

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



Closed Sales Volume

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

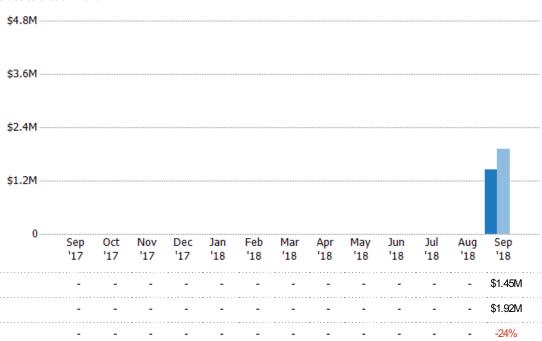
Filters Used

Current Year

PriorExtra Year

Prior Year

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





Current Year

Percent Change from Prior Year



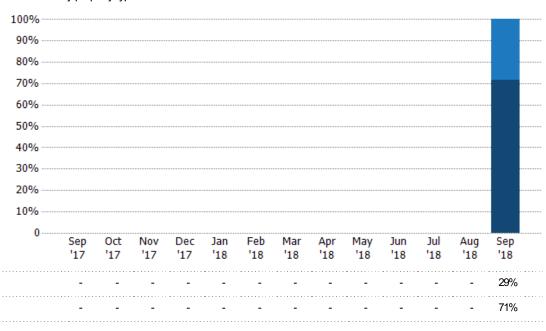


Closed Sales by Property Type

The percentage of 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

Condo/Townhouse

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

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

\$300K \$225K \$150K \$75K Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Sep '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$208K \$275K



Current Year

Percent Change from Prior Year

Prior Year



-24%



Current 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 -Sep Feb May Jun Aug Sep '18 '17 '17 '18 '18 '18 '18 '17 '17 '18 '18 '18 '18 \$209K

Prior Year	-	-	-	-	-	-	-	-	-	=	=	-	\$252K
Percent Change from Prior Year	-	-	-	-	-	-	-			-		-	-17%

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

\$300	K												
\$225	iΚ												
\$150	K												
\$75	iΚ												
	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$213K
	-	-	-	-	_	-	-	-	-	-	-	-	\$208K
	-	-	- -	-	-	-	-	-	-	-	-	-	98%



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





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

)K			 				
5K							
0	 		 	 	 	 	
-		Dec '17					
•							Sep '18
•				Apr '18	Jun '18	Aug '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 0 Sep 0ct Νον Dec Jan Feb Mar May Jun Jul Aug Sep Apr '18 \$206K \$213K 103%



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



