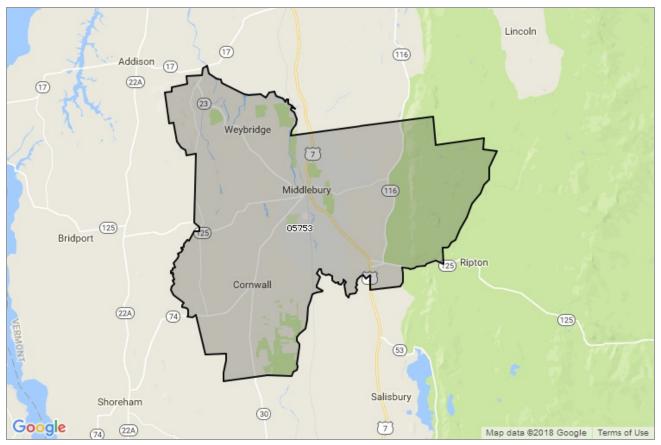


MARKET DATA REPORT

## Middlebury



#### **Report Characteristics**

Report Name: Mddlebury

**Report Date Range:** 1/2018 – 1/2018

Filters Used: Property Type, Location

Avg/Med: Both

Include Metrics By: County

Run Date: 02/21/2018

Scheduled: No

# Vermont REALTORS®

REALTOR®

http://www.vermontrealtors.com/

148 State Street Montpelier, VT 05602





#### Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

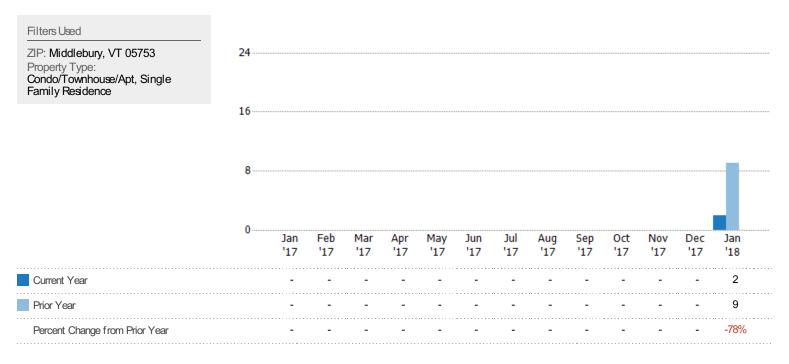
7 +/-	YTD 2017	YTD 2018	+/-	Jan 2017	Jan 2018	Key Metrics
						Listing Activity Charts Metrics
9 -77.8%	9	2	-77.8%	9	2	New Listing Count
0 -82.3%	\$3,791,300	\$669,600	-82.3%	\$3,791,300	\$669,600	New Listing Volume
2 -47.6%	42	22	-47.6%	42	22	Active Listing Count
0 -38.3%	\$19,533,200	\$12,053,800	-38.3%	\$19,533,200	\$12,053,800	Active Listing Volume
6 +17.8%	\$465,076	\$547,900	+17.8%	\$465,076	\$547,900	Average Listing Price
0 -3.5%	\$339,450	\$327,450	-3.5%	\$339,450	\$327,450	Median Listing Price
5 +22.9%	203.5	250	+22.9%	203.5	250	Median Days in RPR
4 -82.5%	14	2.4	-	_	_	Months of Inventory
% +33.8%	7.14%	40.91%	+	-	_	Absorption Rate
						Sales Activity Charts Metrics
7 -14.3%	7	6	-14.3%	7	6	New Pending Sales Count
0 +6.3%	\$1,800,300	\$1,913,800	+6.3%	\$1,800,300	\$1,913,800	New Pending Sales Volume
3 -30.8%	13	9	-30.8%	13	9	Pending Sales Count
0 -21.9%	\$3,957,400	\$3,089,800	-21.9%	\$3,957,400	\$3,089,800	Pending Sales Volume
9 -44.4%	9	5	-44.4%	9	5	Closed Sales Count
0 -52.9%	\$2,847,900	\$1,341,500	-52.9%	\$2,847,900	\$1,341,500	Closed Sales Volume
3 -15.2%	\$316,433	\$268,300	-15.2%	\$316,433	\$268,300	Average Sales Price
0 -21.4%	\$285,000	\$224,000	-21.4%	\$285,000	\$224,000	Median Sales Price





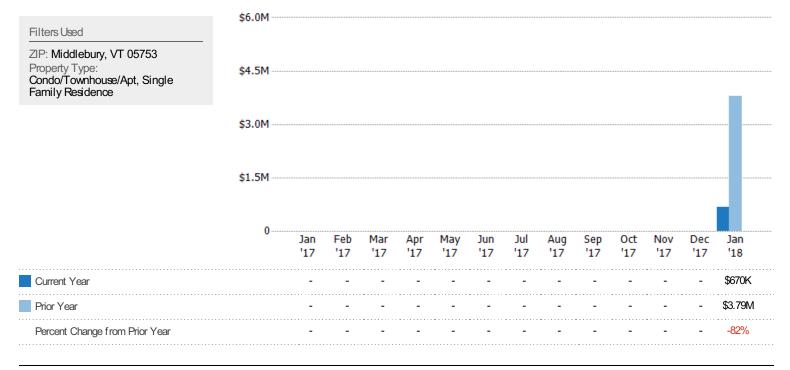
#### New Listings

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



#### New Listing Volume

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

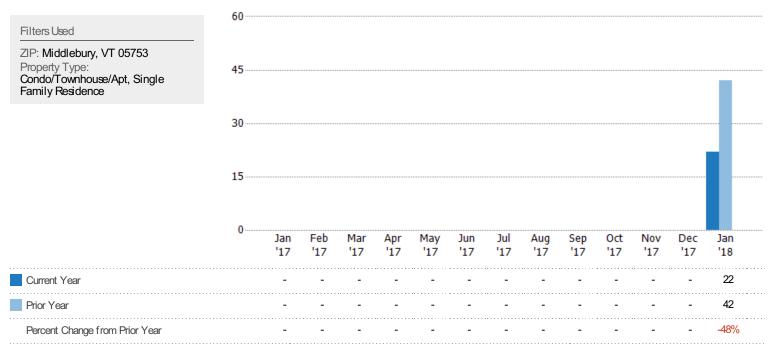


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#### Active Listings

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.

Filters Used	\$20.0M ······													
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$12.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$19.5M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%



#### **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												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
			<b>-</b> /	/								±,	
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$548k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$465k
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 ······												
\$300K												
\$200K												
\$100K												
0												
Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
-	-	-	-	-	-	-	-	-	-	-	-	\$327K
-	-	-	-	-	-	-	-	-	-	-	-	\$339K
-	-	-	-	-	-	-	-	-	-	-	-	-4%
	\$300K \$200K \$100K 0 Jan	\$300K \$200K \$100K 0 Jan Feb '17 '17 	\$300K \$200K \$100K 0 Jan Feb Mar '17 '17 '17	\$300K \$200K \$100K 0 Jan Feb Mar Apr '17 '17 '17 '17	\$300K \$200K \$100K 0 Jan Feb Mar Apr May '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Jan Feb Mar Apr May Jun '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Jan Feb Mar Apr May Jun Jul Aug '17 '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Jan Feb Mar Apr May Jun Jul Aug Sep '17 '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '17 '17 '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov '17 '17 '17 '17 '17 '17 '17 '17 '17	\$300K \$200K \$100K 0 Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec '17 '17 '17 '17 '17 '17 '17 '17 '17 '17





#### 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												_
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$439K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$548K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	125%

#### 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 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$327K
Med Listing Price as a % of Med Est Value		-	-	-	-	-	-	-	-	-	-	-	109%





#### 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.

	300												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	250
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	204
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	23%

#### Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

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

Addison	313							
	0	40	80	120	160	200	240	280

#### Median Days in RPR (By County)

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 by county.

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

0 30 60 90 120 150 180 210	
0 30 00 30 120 130 100 210	240





#### Months of Inventory

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

40%

Filters Used	20												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3.14
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4.67
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-33%
Absorption Rate													
The percentage of inventory sold per mor	nth.												

Filters Used	4070												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	30%												
	20%												
	10%												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	32%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	-10%





#### Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

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

Addison	22.72 %							
	0	3%	6%	9%	12%	15%	18%	21%

#### Active/Pending/Sold Units

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

Elter la d	30												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	0 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18
Active	-	-	-	-	-	-	-	-	-	-	-	-	22
Pending	-	-	-	-	-	-	-	-	-	-	-	-	9
Sold	-	-	-	-	-	-	-	-	-	-	-	-	5





#### New Pending Sales

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

Filters Used	10.00													
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50													
	5.00													
	2.50													
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-14%

#### New Pending Sales Volume

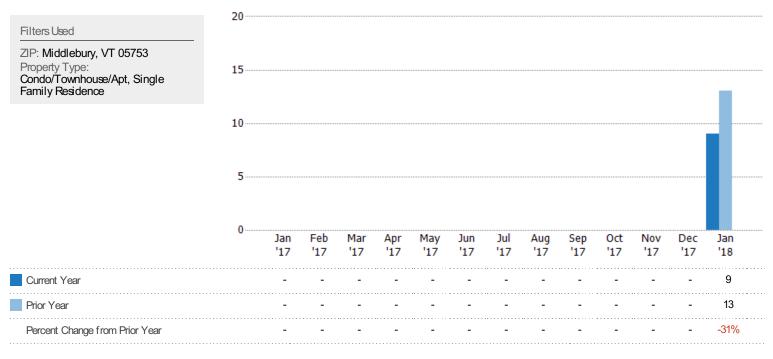
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

	\$4.0M													
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$2.0M													
	\$1.0M													
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.91M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.8M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6%



#### Pending Sales

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



#### 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.

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.96M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.09M
	0	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
	\$1.2M													
	\$2.4M													
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
Filters Used	\$4.8M ······													



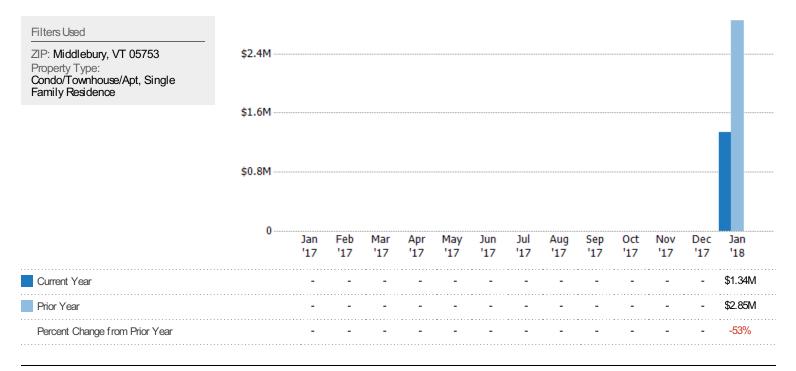
#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold 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	Jan	Feb	Mar	Apr	Mav	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan
		'17	'17	'17	'17	May '17	'17	'17	'17	'17	'17	'17	'17	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-44%

#### **Closed Sales Volume**

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



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#### 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	Jan				May			Aug	Sep	Oct	Nov	Dec	Jan	
		'17	'17	'17	'17		'17	'17	'17	'17	'17	'17	'17	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	40%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	60%	

#### Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

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

Addison 5								
Ō	0.60	1.20	1.80	2.40	3.00	3.60	4.20	4.80





#### 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												
	\$200K												
	\$100K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$268K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$316K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

#### Median Sales Price

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

Filters Used	\$300K											,	
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	\$75K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$224K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$285K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	_	-	-	-	-21%





#### 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												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$280k
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$268k
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%

#### 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	\$300K ······												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$229K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$224K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%





#### 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.

	\$500K ······												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Jan '17	Feb '17	Mar '17	Apr '17			Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$400K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	70%

#### 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.

Filters Used	\$500K												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0						-						
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$400K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$229K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	57%



### Appendix

VermontRealtors®

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details	S		Listing Activity Charts				
Report Name: M	iddlebury	✓ New Listings					
Run Date: 02/21/2	-	🗹 Active Listings					
Scheduled: No		✓ Avg/Med Listing Price					
Report Date Ran	<b>ige:</b> From 1/2018 To: 1/2018	Avg/Med Listing Price per Sq Ft					
	-		🗹 Avg/Med Listing Price vs Est Value				
Information In	cluded	🗹 Median Days in RPR					
🗹 Include Cover	Sheet	Months of Inventory					
🗹 Include Key M	etric Summary* 🗹 Include Appendix	🗹 Medians	Mean Absorption Rate				
Market Metric	es By: County						
	able's YTD median calculations are calculated using a weighted average	Sales Activity Charts					
month that is include	d.	Mactive/Pending/Sold					
MLS Filter			🗹 New Pending Sales				
		Pending Sales					
MLS:	All	✓ Closed Sales					
Liating Eiltara			✓ Avg/Med Sales Price				
Listing Filters		Avg/Med Sales Price per Sq Ft					
Property Types:	Condo/Townhouse/Apt Single Family Residence	☑ Avg/Med Sales Price vs Listing Price					
Sales Types:	All	✓ Avg/Med Sales Price vs Est Value					
Price Range:	None	Distressed Charts					
			Distressed Listings				
Location Filte	rs	Distressed Sales					
State:	All						
			Data Tables Using 1/2018 data				
County:	All		Listing Activity by ZIP				
ZID Cada:		Listing Activity by Metro Area					
ZIP Code:	Middlebury, VT 05753	Sales Activity by ZIP					
			Sales Activity by Metro Area				

