

Summary of Key Listing and Sales Metrics

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

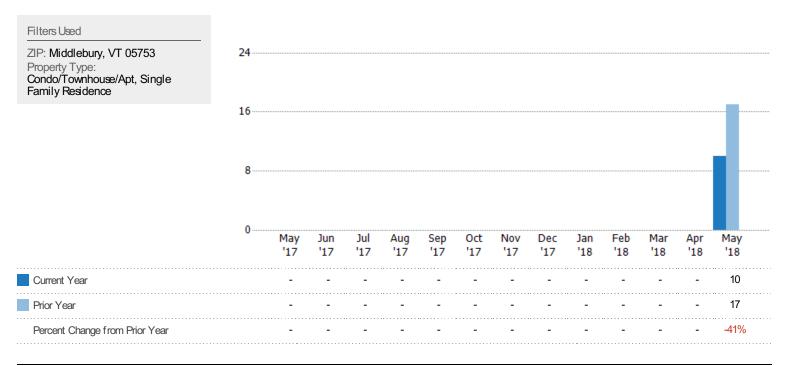
+/-	YTD 2017	YTD 2018	+/-	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
-41.2%	17	10	-41.2%	17	10	New Listing Count
-32.7%	\$6,330,795	\$4,262,300	-32.7%	\$6,330,795	\$4,262,300	New Listing Volume
-30.2%	43	30	-30.2%	43	30	Active Listing Count
-32.1%	\$22,581,895	\$15,322,095	-32.1%	\$22,581,895	\$15,322,095	Active Listing Volume
-2.7%	\$525,160	\$510,737	-2.7%	\$525,160	\$510,737	Average Listing Price
-7.5%	\$375,000	\$347,000	-7.5%	\$375,000	\$347,000	Median Listing Price
-18.5%	116	94.5	-18.5%	116	94.5	Median Days in RPR
-55.6%	6.1	2.7	-	_	-	Months of Inventory
+20.4%	16.28%	36.67%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
-33.3%	15	10	-33.3%	15	10	New Pending Sales Count
-8.4%	\$4,489,800	\$4,112,500	-8.4%	\$4,489,800	\$4,112,500	New Pending Sales Volume
-20%	25	20	-20%	25	20	Pending Sales Count
-2.2%	\$7,586,100	\$7,422,000	-2.2%	\$7,586,100	\$7,422,000	Pending Sales Volume
-45.5%	11	6	-45.5%	11	6	Closed Sales Count
-57.7%	\$3,640,500	\$1,540,000	-57.7%	\$3,640,500	\$1,540,000	Closed Sales Volume
-22.4%	\$330,955	\$256,667	-22.4%	\$330,955	\$256,667	Average Sales Price
-10.9%	\$322,000	\$287,000	-10.9%	\$322,000	\$287,000	Median Sales Price





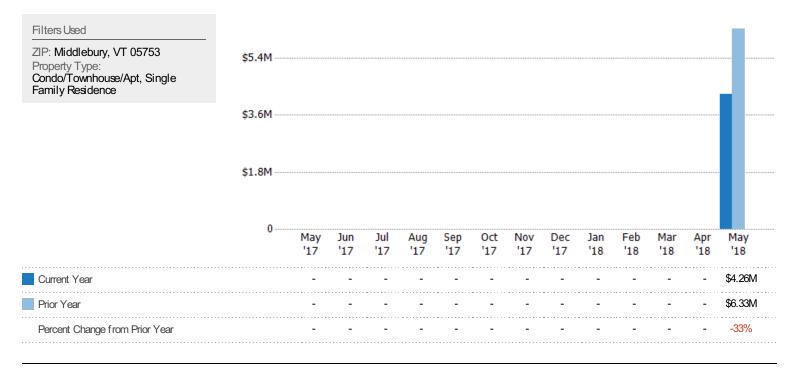
New Listings

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.





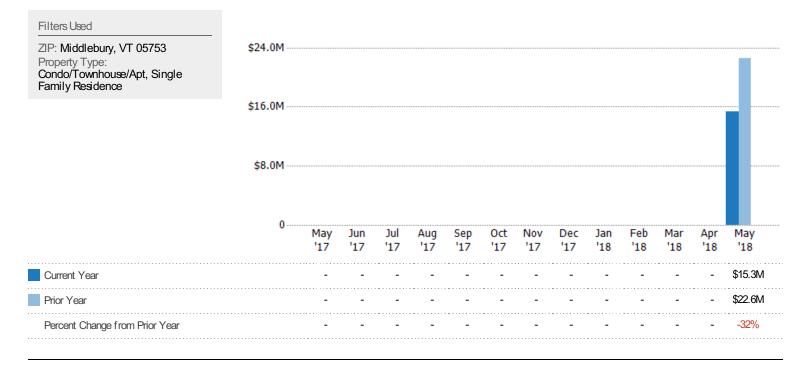
Active Listings

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

Filters Used	80													
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	60													
	40													
	20													
	0	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	30
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	43
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-30%

Active Listing Volume

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





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												
	0												
	May	Jun	Jul	Aug '17	Sep	Oct	Nov		Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$511K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$525K
Percent Change from Prior Year	-	-	-	-	-	-	-	-		-	-	-	-3%

Median Listing Price

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

Property Type: Condo/Townhouœ/Apt, Single Family Residence													
	\$200K												
	\$100K												
	0												
	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year				Aug '17									
Current Year Prior Year			'17	Aug '17 -			'17					'18	'18





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 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$431K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$511K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	118%

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.

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Filters Used	\$400K ······												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$308K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$347K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	113%





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: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0	_		-	_			_	_			-	
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	94.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	116
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-19%

Months of Inventory

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

Filters Used	20												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14.3
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-48%





Absorption Rate

The percentage of inventory sold per month.

	15%												
Filters Used													
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0												
	May	Jun		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	13%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-6%

Active/Pending/Sold Units

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

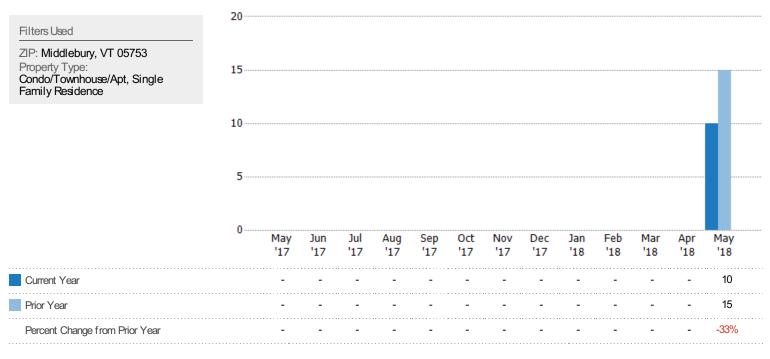
Family Residence 20 10 10	 	 	
20	 	 	
Condo/ Lowinouse/Apt, Single		 	
ZIP: Middlebury, VT 05753 Property Type: 30 Condo/Townhouse/Apt, Single Family Residence	 	 	





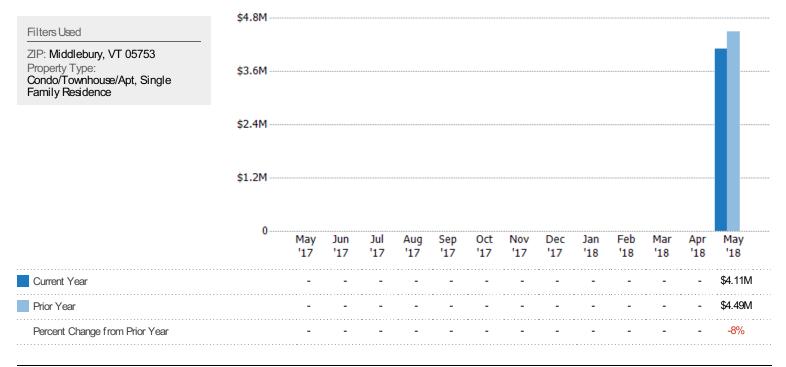
New Pending Sales

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



New Pending Sales Volume

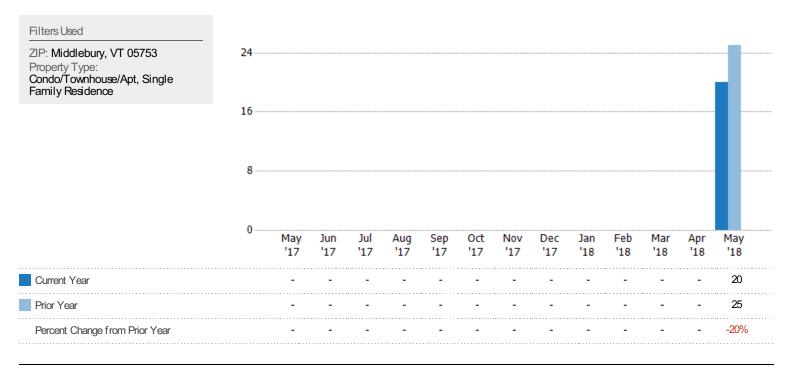
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





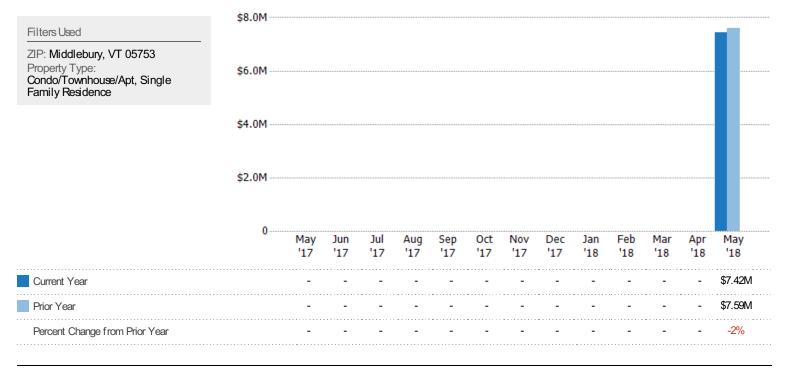
Pending Sales

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



Pending Sales Volume

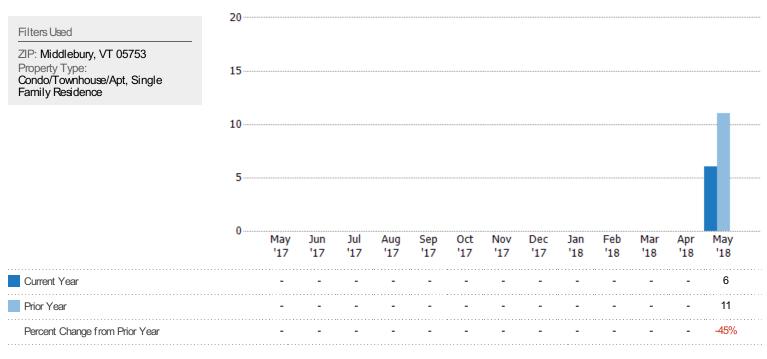
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





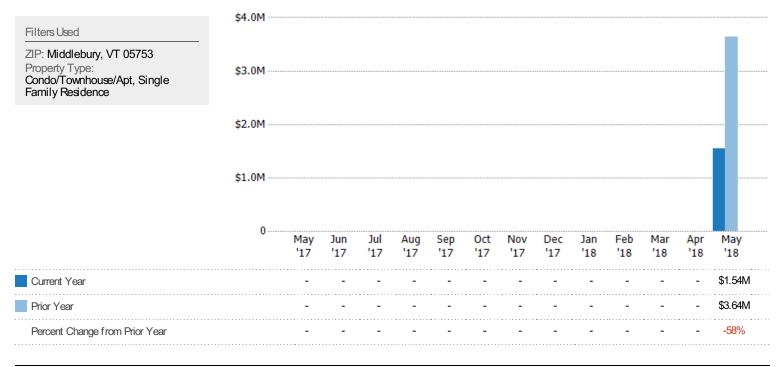
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.



Closed Sales Volume

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





Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used 90%			
ZIP: Middlebury, VT 05753			
Property Type: Condo/Townhouse/Apt, Single 70%			
Family Residence 60%			
50%			
40%			
30%			
20%			
10%			
0	-		
May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '17 '17 '17 '17	Apr	May	
'17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18	'18	'18	
Single Family Residence		100%	

Average Sales Price

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

	\$600K ······												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$331K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-22%





Median Sales Price

The median 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 May '17			Aug '17				Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$287K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$322K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-11%

Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$257K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$263K
	\$75K 0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	\$150K												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used	\$300K ······												





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

	\$300K ······												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Median List Price		······-	······	<u>-</u>	······	<u>-</u>				·····		<u>-</u>	\$291K
													φ2011
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$287K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	99%

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	\$300K ······												
ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$274K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$263K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	96%

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7/1/2018

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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.

Median Est Value	0 May '17	Jun '17	Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18 \$311K
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	\$100K												
Family Residence	\$200K												
Filters Used ZIP: Middlebury, VT 05753 Property Type: Condo/Townhouse/Apt, Single	\$300K												

