

## Summary of Key Listing and Sales Metrics

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

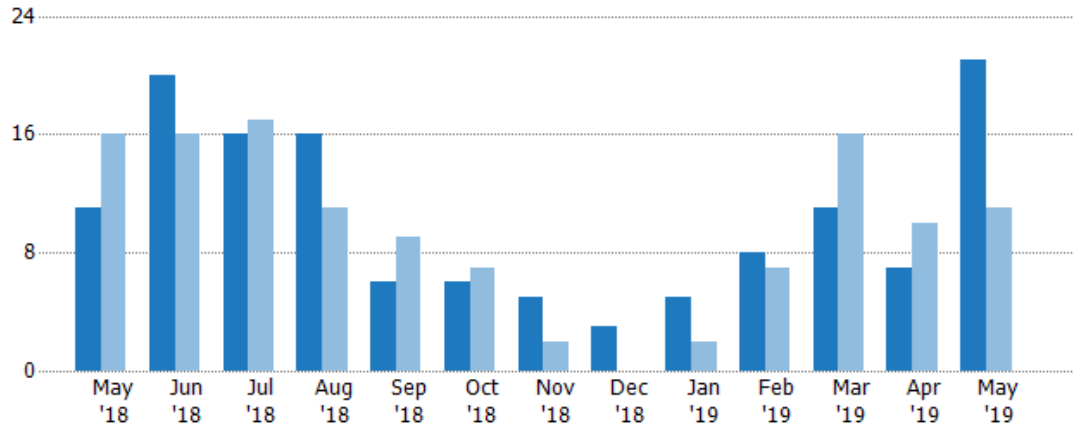
Key Metrics	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	21	11	+90.9%	52	46	+13%
New Listing Volume	\$8,227,800	\$4,958,300	+65.9%	\$18,065,100	\$18,136,600	-0.4%
Active Listing Count	35	33	+6.1%	N/A	N/A	
Active Listing Volume	\$16,575,600	\$16,067,095	+3.2%	N/A	N/A	
Average Listing Price	\$473,589	\$486,882	-2.7%	\$480,726	\$472,248	+1.8%
Median Listing Price	\$375,000	\$345,000	+8.7%	\$375,311	\$331,493	+13.2%
Median Days in RPR	112	105	+6.7%	189.9	209.55	-9.4%
Months of Inventory	7	8.3	-15.2%	7.7	4.1	+86.6%
Absorption Rate	14.29%	12.12%	+2.2%	13.04%	24.34%	-11.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	18	10	+80%	57	37	+54.1%
New Pending Sales Volume	\$5,594,800	\$4,112,500	+36%	\$18,795,300	\$12,213,250	+53.9%
Pending Sales Count	30	20	+50%	N/A	N/A	
Pending Sales Volume	\$9,177,500	\$7,422,000	+23.7%	N/A	N/A	
Closed Sales Count	8	6	+33.3%	31	21	+47.6%
Closed Sales Volume	\$2,731,000	\$1,540,000	+77.3%	\$10,126,900	\$5,776,825	+75.3%
Average Sales Price	\$341,375	\$256,667	+33%	\$326,674	\$275,087	+18.8%
Median Sales Price	\$311,000	\$287,000	+8.4%	\$300,871	\$260,810	+15.4%

## New Listings

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

### Filters Used

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



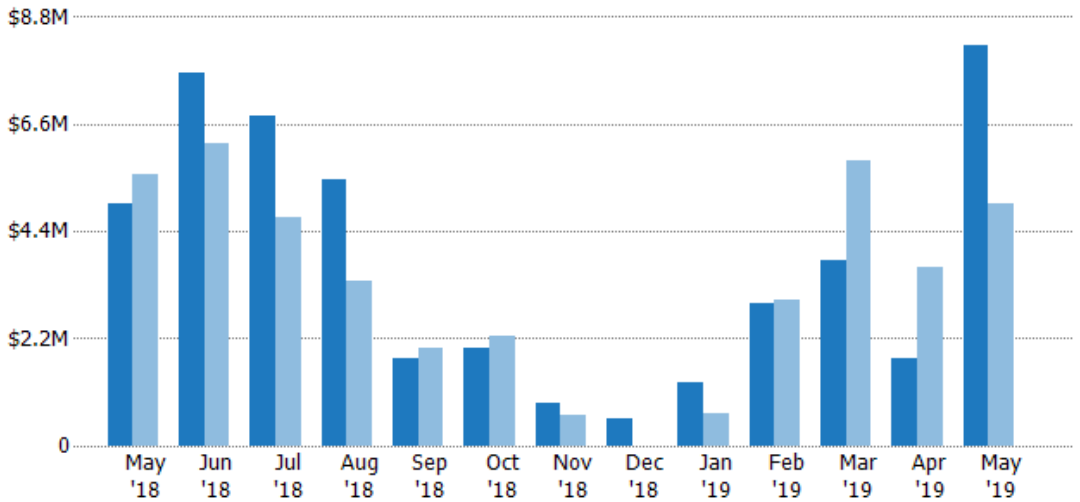
Current Year	11	20	16	16	6	6	5	3	5	8	11	7	21
Prior Year	16	16	17	11	9	7	2	-	2	7	16	10	11
Percent Change from Prior Year	-31%	25%	-6%	45%	-33%	-14%	150%	100%	150%	14%	-31%	-30%	91%

## New Listing Volume

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	\$4.96M	\$7.64M	\$6.76M	\$5.47M	\$1.78M	\$2M	\$871K	\$555K	\$1.32M	\$2.91M	\$3.82M	\$1.79M	\$8.23M
Prior Year	\$5.58M	\$6.21M	\$4.69M	\$3.37M	\$2.01M	\$2.26M	\$636K	-	\$670K	\$3.01M	\$5.83M	\$3.66M	\$4.96M
Percent Change from Prior Year	-11%	23%	44%	62%	-11%	-11%	37%	100%	96%	-3%	-34%	-51%	66%

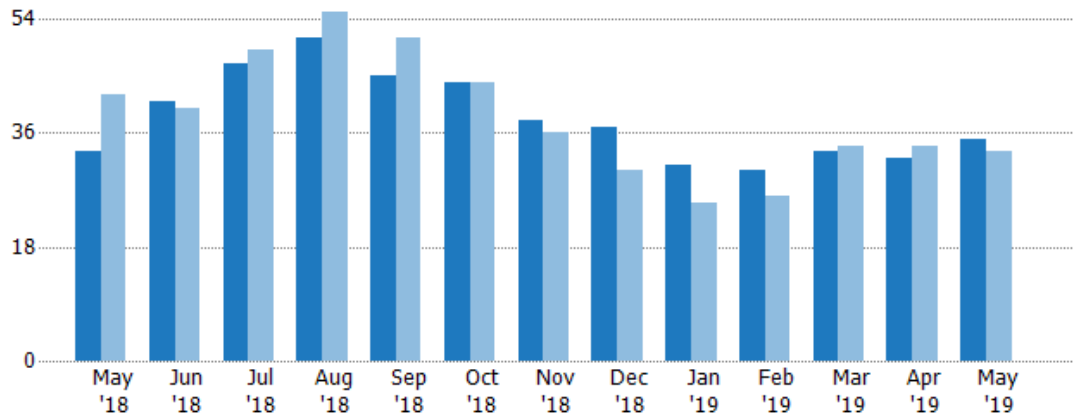
## Active Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
May '19	35	6.1%
May '18	33	-21.4%
May '17	42	45.2%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	33	41	47	51	45	44	38	37	31	30	33	32	35
Prior Year	42	40	49	55	51	44	36	30	25	26	34	34	33
Percent Change from Prior Year	-21%	3%	-4%	-7%	-12%	0%	6%	23%	24%	15%	-3%	-6%	6%

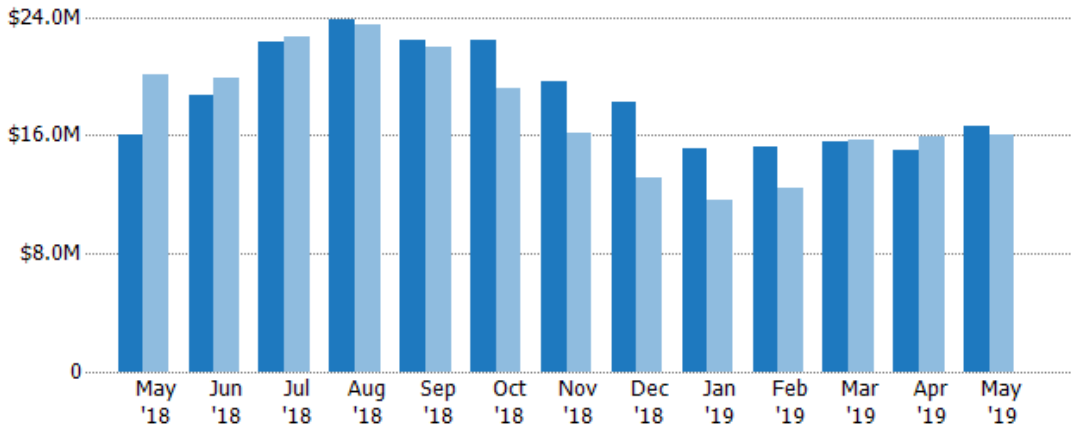
## Active Listing Volume

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

Month/ Year	Volume	% Chg.
May '19	\$16.6M	3.2%
May '18	\$16.1M	-20.1%
May '17	\$20.1M	-0.9%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$16.1M	\$18.7M	\$22.3M	\$23.8M	\$22.4M	\$22.4M	\$19.7M	\$18.3M	\$15.1M	\$15.2M	\$15.5M	\$15M	\$16.6M
Prior Year	\$20.1M	\$19.9M	\$22.7M	\$23.5M	\$22M	\$19.2M	\$16.2M	\$13.1M	\$11.6M	\$12.5M	\$15.7M	\$16M	\$16.1M
Percent Change from Prior Year	-20%	-6%	-1%	2%	2%	17%	22%	40%	30%	22%	-1%	-6%	3%

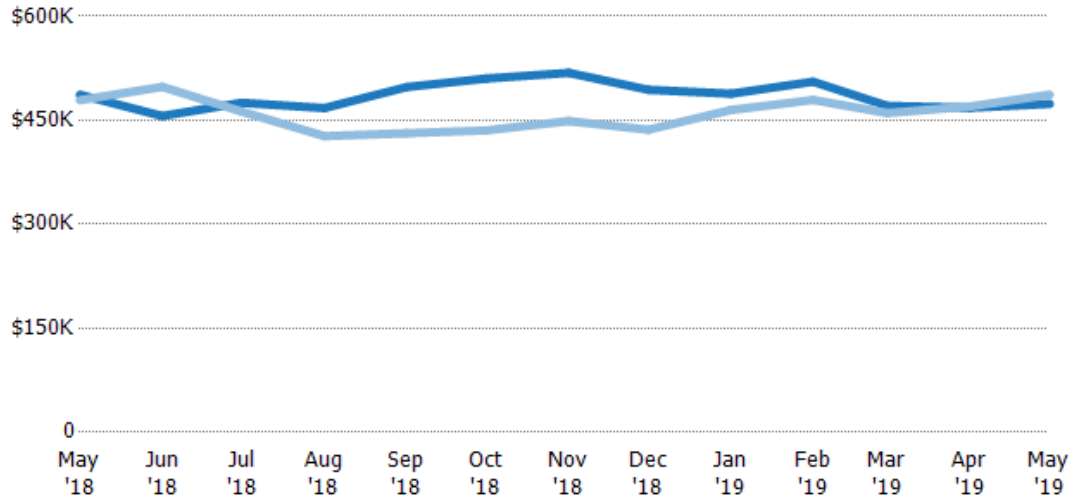
## Average Listing Price

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

Month/ Year	Price	% Chg.
May '19	\$474K	-2.7%
May '18	\$487K	1.6%
May '17	\$479K	-31.7%



Current Year	\$487K	\$456K	\$475K	\$468K	\$498K	\$510K	\$518K	\$494K	\$488K	\$506K	\$471K	\$468K	\$474K
Prior Year	\$479K	\$498K	\$462K	\$427K	\$431K	\$435K	\$449K	\$436K	\$465K	\$479K	\$460K	\$470K	\$487K
Percent Change from Prior Year	2%	-8%	3%	9%	15%	17%	15%	13%	5%	5%	2%	0%	-3%

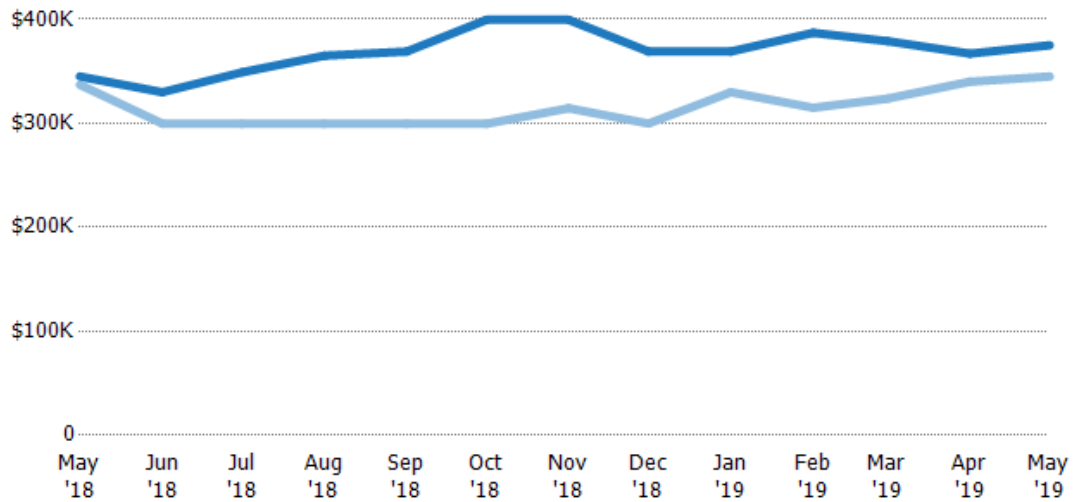
## Median Listing Price

The median 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

Month/ Year	Price	% Chg.
May '19	\$375K	8.7%
May '18	\$345K	2.4%
May '17	\$337K	-17.4%



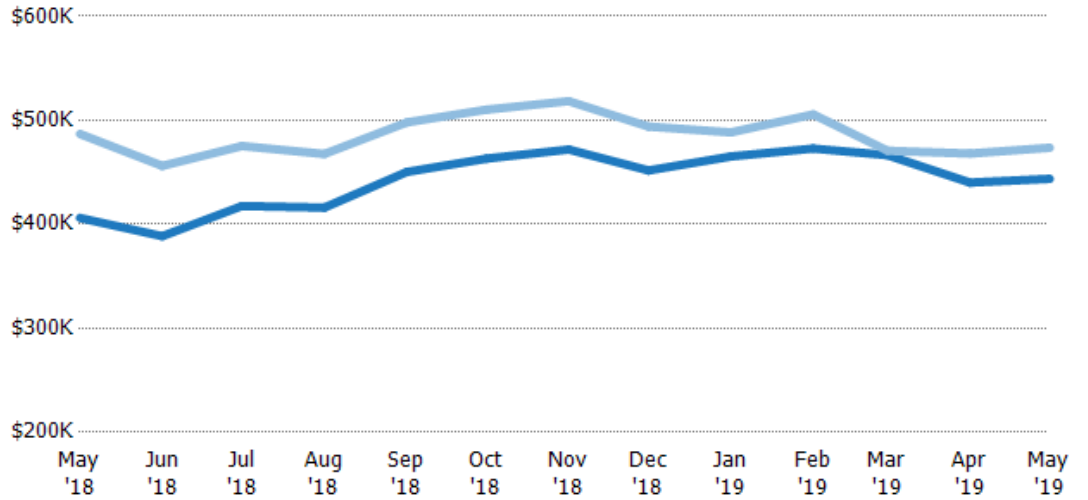
Current Year	\$345K	\$330K	\$349K	\$365K	\$369K	\$399K	\$399K	\$369K	\$369K	\$387K	\$379K	\$367K	\$375K
Prior Year	\$337K	\$300K	\$300K	\$300K	\$300K	\$300K	\$314K	\$300K	\$330K	\$315K	\$324K	\$340K	\$345K
Percent Change from Prior Year	2%	10%	17%	22%	23%	33%	27%	23%	12%	23%	17%	8%	9%

## 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.

### Filters Used

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



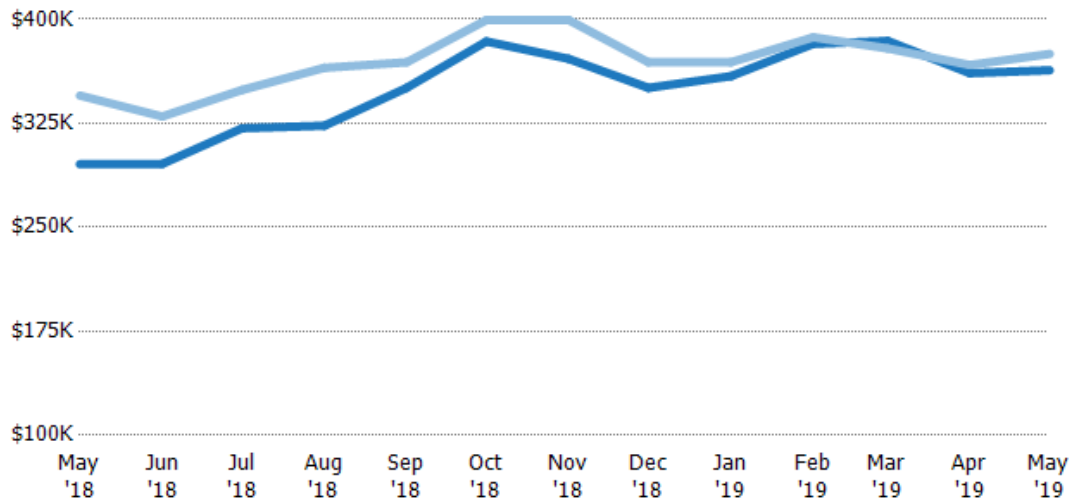
Avg Est Value	\$406K	\$389K	\$418K	\$416K	\$450K	\$463K	\$472K	\$452K	\$465K	\$473K	\$466K	\$440K	\$444K
Avg Listing Price	\$487K	\$456K	\$475K	\$468K	\$498K	\$510K	\$518K	\$494K	\$488K	\$506K	\$471K	\$468K	\$474K
Avg Listing Price as a % of Avg Est Value	120%	117%	114%	112%	111%	110%	110%	109%	105%	107%	101%	106%	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

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



Median Est Value	\$296K	\$296K	\$321K	\$323K	\$351K	\$384K	\$371K	\$351K	\$359K	\$382K	\$384K	\$361K	\$363K
Median Listing Price	\$345K	\$330K	\$349K	\$365K	\$369K	\$399K	\$399K	\$369K	\$369K	\$387K	\$379K	\$367K	\$375K
Med Listing Price as a % of Med Est Value	117%	112%	109%	113%	105%	104%	108%	105%	103%	101%	99%	102%	103%

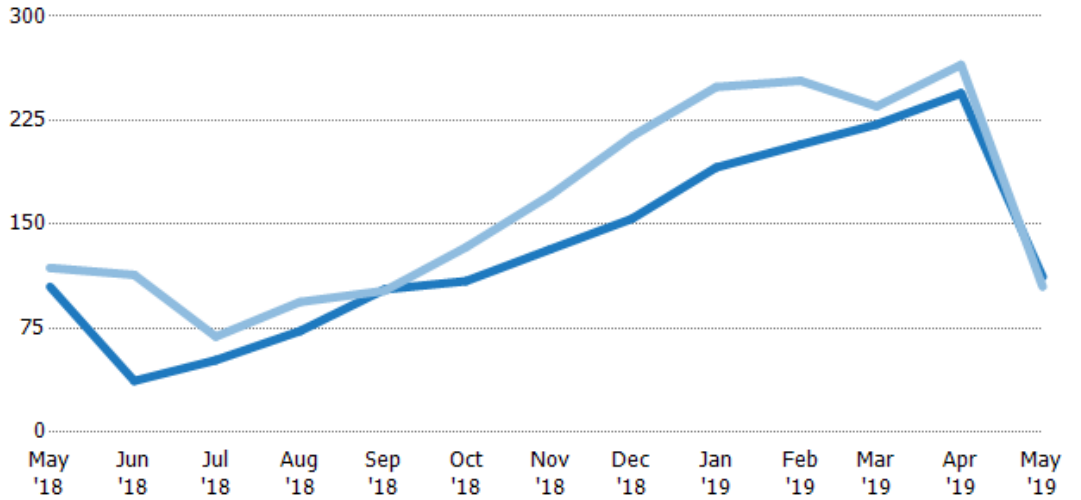
## Median Days in RPR

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

Month/Year	Days	% Chg.
May '19	112	6.7%
May '18	105	-11.4%
May '17	119	-34.2%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	105	37	52	73	103	109	132	154	191	208	222	245	112
Prior Year	119	114	69	94	102	134	171	214	249	254	235	265	105
Percent Change from Prior Year	-11%	-67%	-25%	-22%	1%	-18%	-23%	-28%	-23%	-18%	-6%	-8%	7%

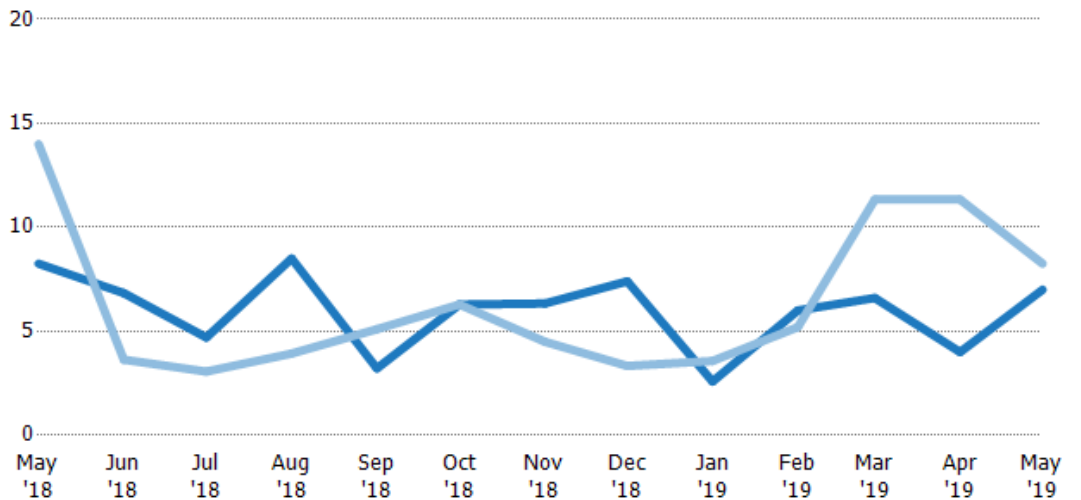
## Months of Inventory

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

### Filters Used

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

Month/Year	Months	% Chg.
May '19	7	-15.2%
May '18	8.25	-41.1%
May '17	14	-37.8%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	8.25	6.83	4.7	8.5	3.21	6.29	6.33	7.4	2.58	6	6.6	4	7
Prior Year	14	3.64	3.06	3.93	5.1	6.29	4.5	3.33	3.57	5.2	11.3	11.3	8.25
Percent Change from Prior Year	-41%	88%	53%	116%	-37%	0%	41%	122%	-28%	15%	-42%	-65%	-15%

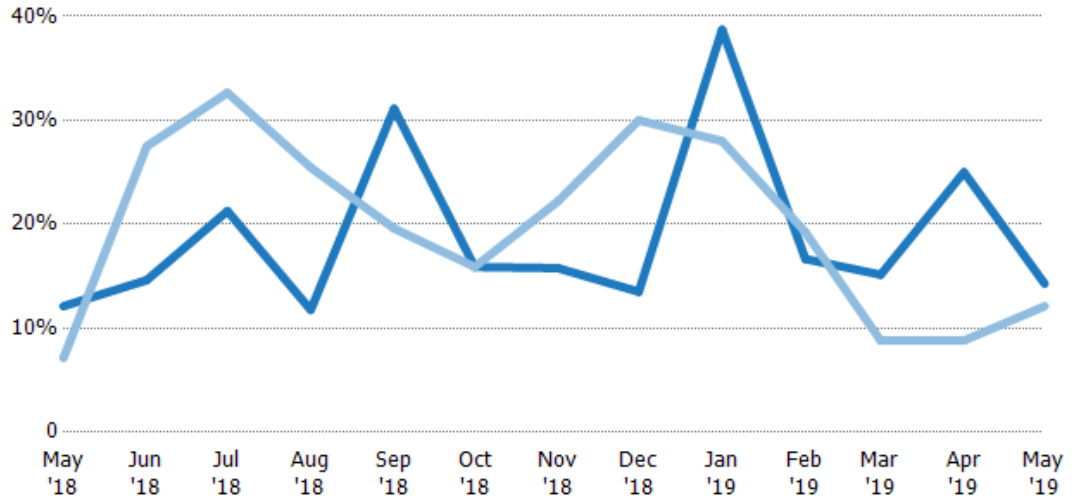
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
May '19	14%	-2.2%
May '18	12%	-5%
May '17	7%	60.6%



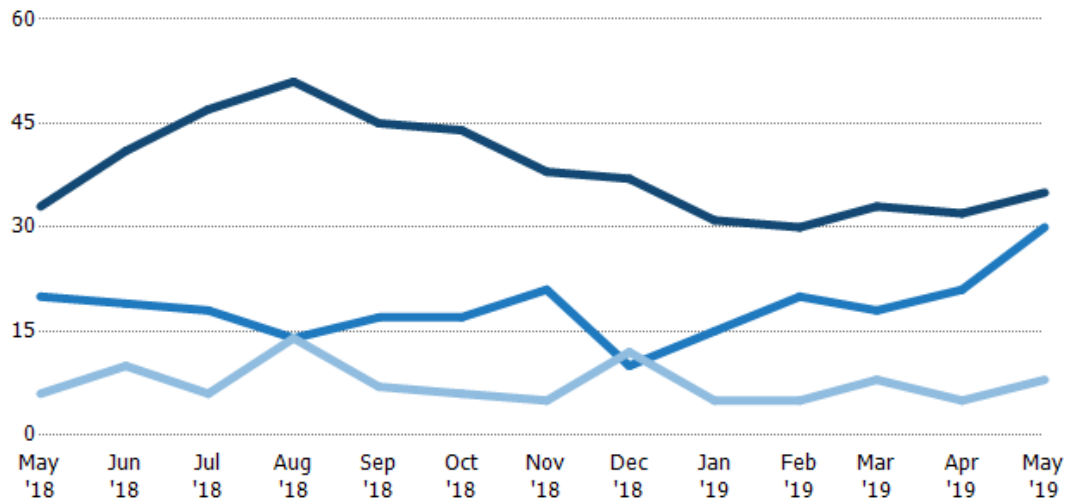
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	12%	15%	21%	12%	31%	16%	16%	14%	39%	17%	15%	25%	14%
Prior Year	7%	28%	33%	25%	20%	16%	22%	30%	28%	19%	9%	9%	12%
Change from Prior Year	-5%	13%	11%	14%	-12%	0%	6%	16%	-11%	3%	-6%	-16%	-2%

## Active/Pending/Sold Units

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

### Filters Used

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	33	41	47	51	45	44	38	37	31	30	33	32	35
Pending	20	19	18	14	17	17	21	10	15	20	18	21	30
Sold	6	10	6	14	7	6	5	12	5	5	8	5	8

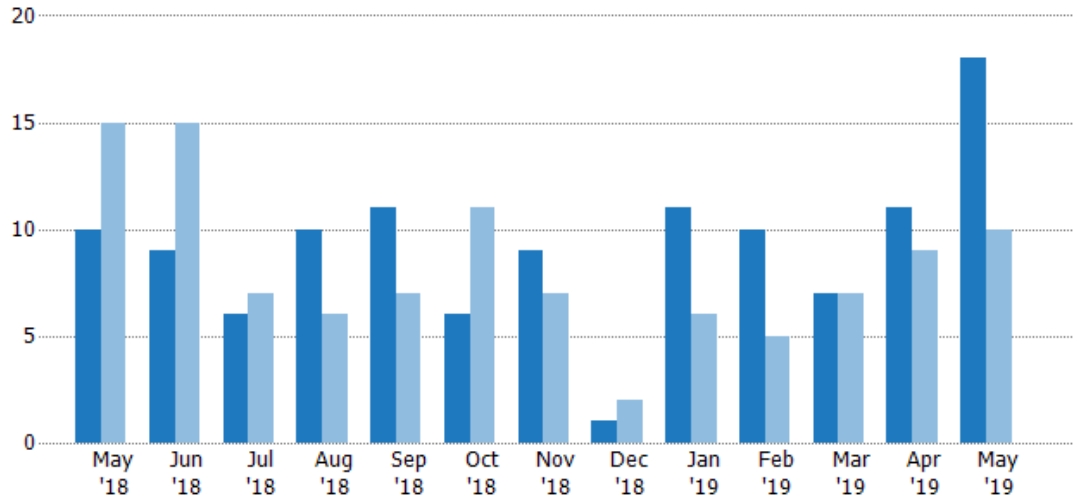
## New Pending Sales

The number 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

Month/ Year	Count	% Chg.
May '19	18	80%
May '18	10	-33.3%
May '17	15	-33.3%



Current Year	10	9	6	10	11	6	9	1	11	10	7	11	18
Prior Year	15	15	7	6	7	11	7	2	6	5	7	9	10
Percent Change from Prior Year	-33%	-40%	-14%	67%	57%	-45%	29%	-50%	83%	100%	0%	22%	80%

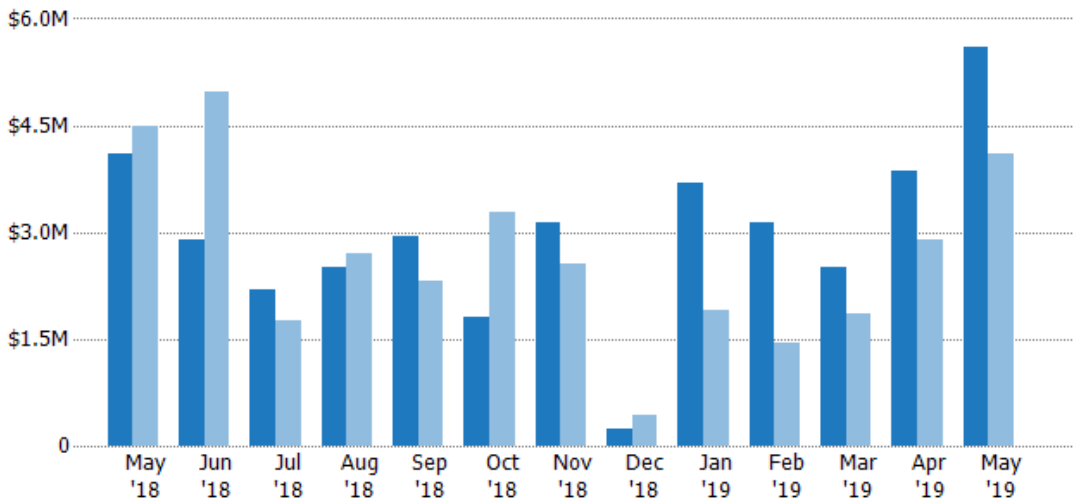
## New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
May '19	\$5.59M	36%
May '18	\$4.11M	-8.4%
May '17	\$4.49M	-22.8%



Current Year	\$4.11M	\$2.89M	\$2.19M	\$2.5M	\$2.95M	\$1.81M	\$3.13M	\$245K	\$3.69M	\$3.15M	\$2.5M	\$3.87M	\$5.59M
Prior Year	\$4.49M	\$4.98M	\$1.76M	\$2.7M	\$2.32M	\$3.28M	\$2.56M	\$440K	\$1.91M	\$1.45M	\$1.85M	\$2.89M	\$4.11M
Percent Change from Prior Year	-8%	-42%	24%	-7%	27%	-45%	22%	-44%	93%	117%	35%	34%	36%



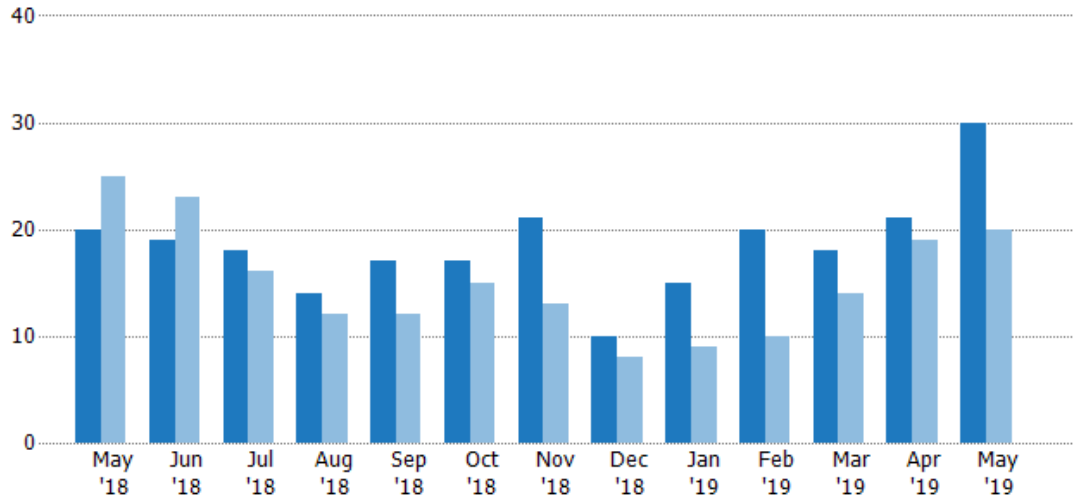
## Pending Sales

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

### Filters Used

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

Month/ Year	Count	% Chg.
May '19	30	50%
May '18	20	-20%
May '17	25	-40%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	20	19	18	14	17	17	21	10	15	20	18	21	30
Prior Year	25	23	16	12	12	15	13	8	9	10	14	19	20
Percent Change from Prior Year	-20%	-17%	13%	17%	42%	13%	62%	25%	67%	100%	29%	11%	50%

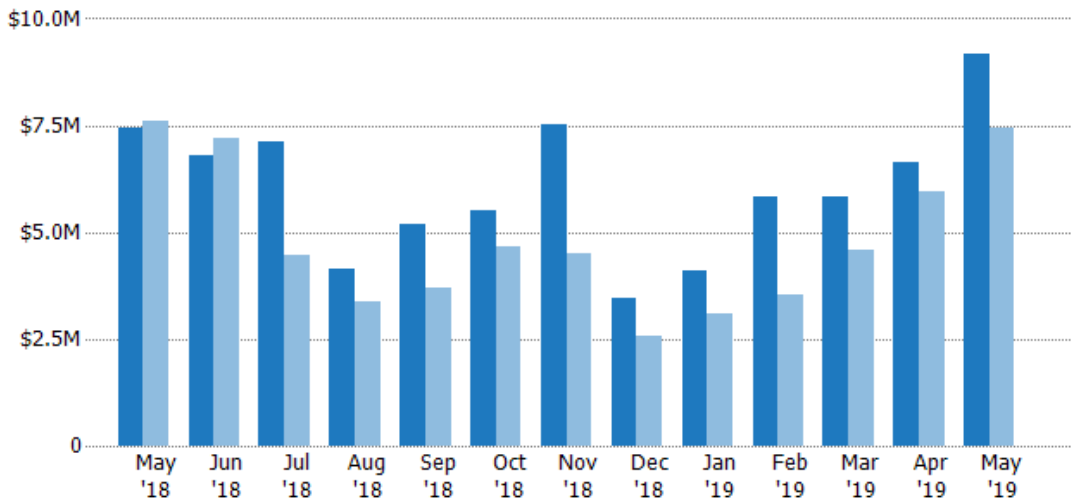
## Pending Sales Volume

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

### Filters Used

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

Month/ Year	Volume	% Chg.
May '19	\$9.18M	23.7%
May '18	\$7.42M	-2.2%
May '17	\$7.59M	-48.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$7.42M	\$6.79M	\$7.13M	\$4.15M	\$5.2M	\$5.49M	\$7.51M	\$3.46M	\$4.1M	\$5.85M	\$5.83M	\$6.65M	\$9.18M
Prior Year	\$7.59M	\$7.19M	\$4.44M	\$3.38M	\$3.71M	\$4.64M	\$4.49M	\$2.57M	\$3.09M	\$3.55M	\$4.57M	\$5.95M	\$7.42M
Percent Change from Prior Year	-2%	-6%	60%	23%	40%	18%	67%	34%	33%	65%	28%	12%	24%

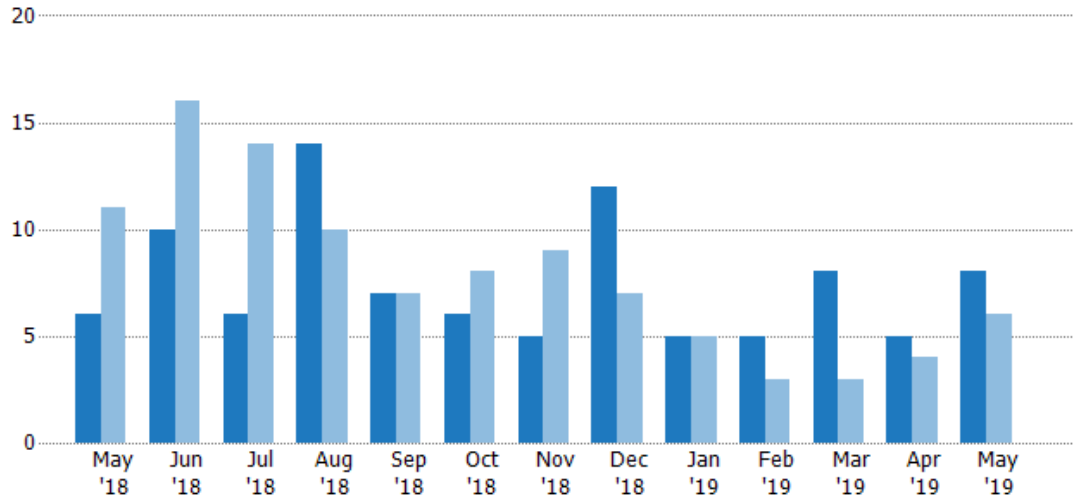
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
May '19	8	33.3%
May '18	6	-45.5%
May '17	11	-36.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	6	10	6	14	7	6	5	12	5	5	8	5	8
Prior Year	11	16	14	10	7	8	9	7	5	3	3	4	6
Percent Change from Prior Year	-45%	-38%	-57%	40%	0%	-25%	-44%	71%	0%	67%	167%	25%	33%

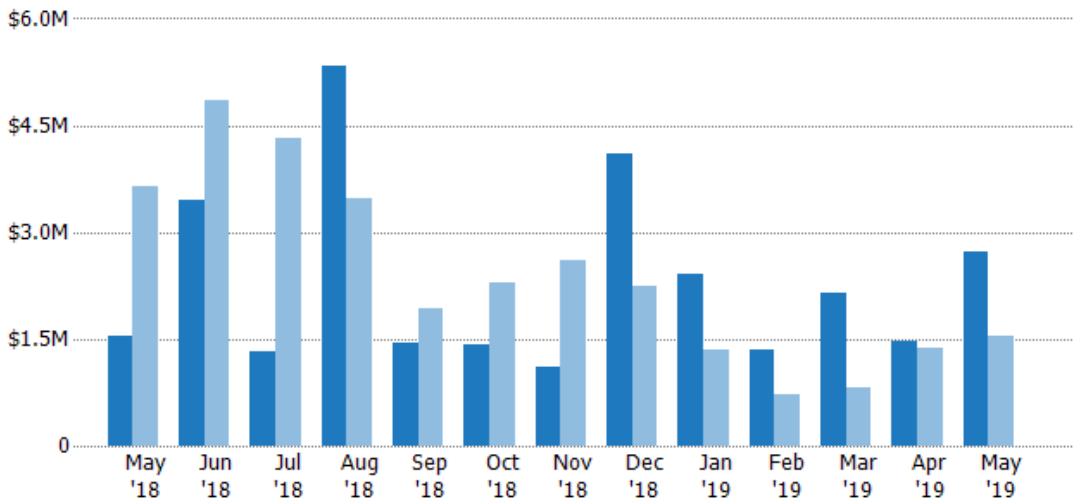
## Closed Sales Volume

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

Month/ Year	Volume	% Chg.
May '19	\$2.73M	77.3%
May '18	\$1.54M	-57.7%
May '17	\$3.64M	-27%



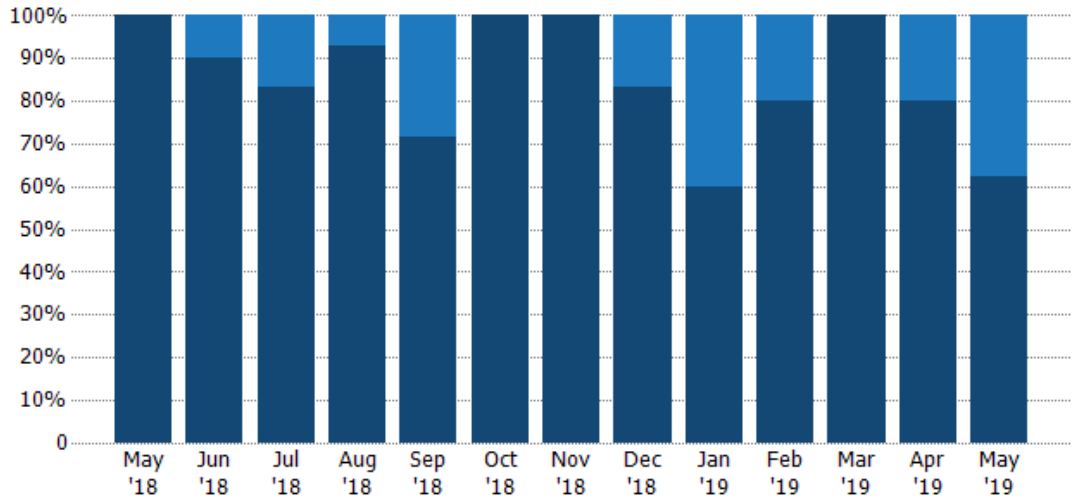
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$1.54M	\$3.45M	\$1.33M	\$5.35M	\$1.45M	\$1.43M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$2.15M	\$1.48M	\$2.73M
Prior Year	\$3.64M	\$4.86M	\$4.31M	\$3.48M	\$1.92M	\$2.29M	\$2.61M	\$2.24M	\$1.34M	\$709K	\$807K	\$1.38M	\$1.54M
Percent Change from Prior Year	-58%	-29%	-69%	54%	-24%	-38%	-58%	83%	80%	90%	167%	7%	77%

## 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



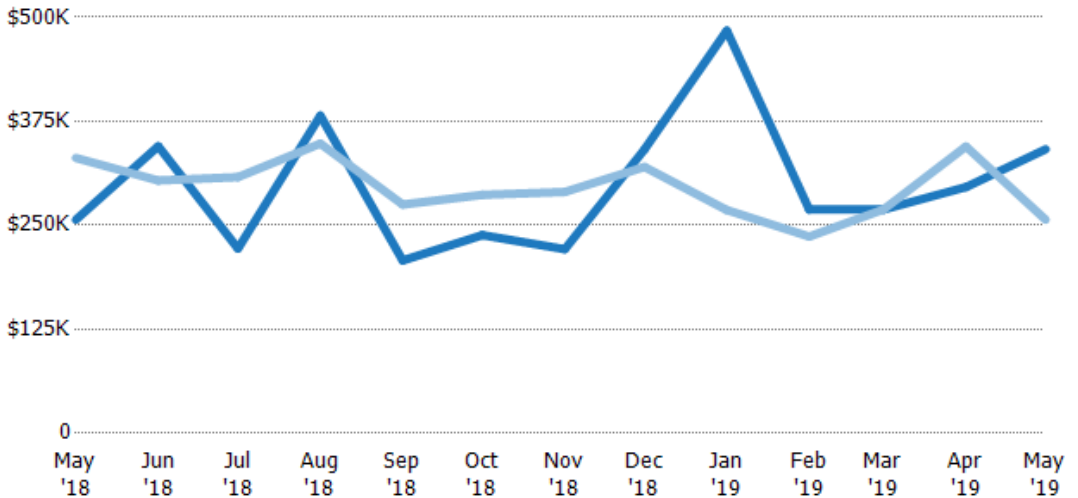
Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Condo/Townhouse	-	10%	17%	7%	29%	-	-	17%	40%	20%	-	20%	38%
Single Family Residence	100%	90%	83%	93%	71%	100%	100%	83%	60%	80%	100%	80%	63%

## Average Sales Price

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



Month/Year	Price	% Chg.
May '19	\$341K	33%
May '18	\$257K	-22.4%
May '17	\$331K	14.7%

Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$257K	\$345K	\$222K	\$382K	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$341K
Prior Year	\$331K	\$304K	\$308K	\$348K	\$275K	\$287K	\$290K	\$320K	\$268K	\$236K	\$269K	\$345K	\$257K
Percent Change from Prior Year	-22%	14%	-28%	10%	-24%	-17%	-24%	7%	80%	14%	0%	-14%	33%

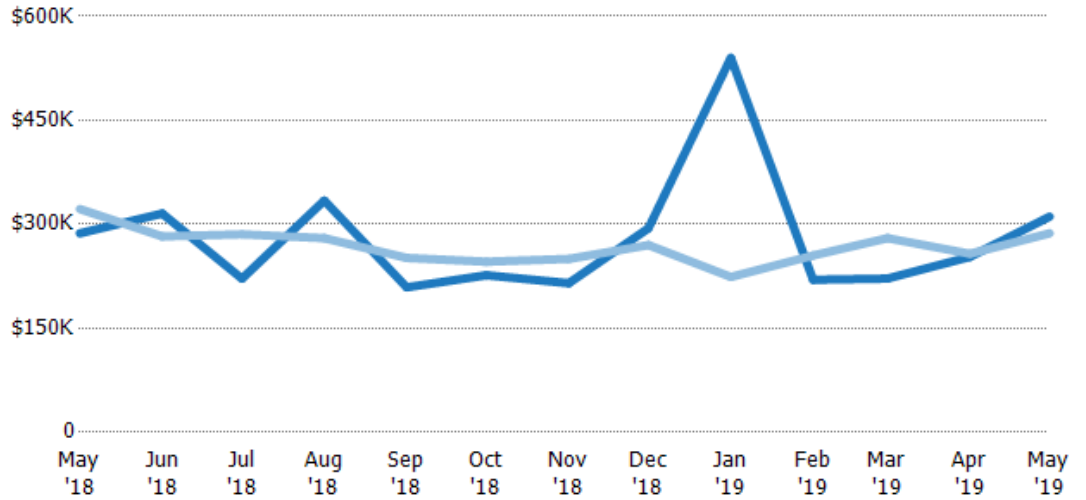
## Median Sales Price

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

Month/ Year	Price	% Chg.
May '19	\$311K	8.4%
May '18	\$287K	-10.9%
May '17	\$322K	-22.7%



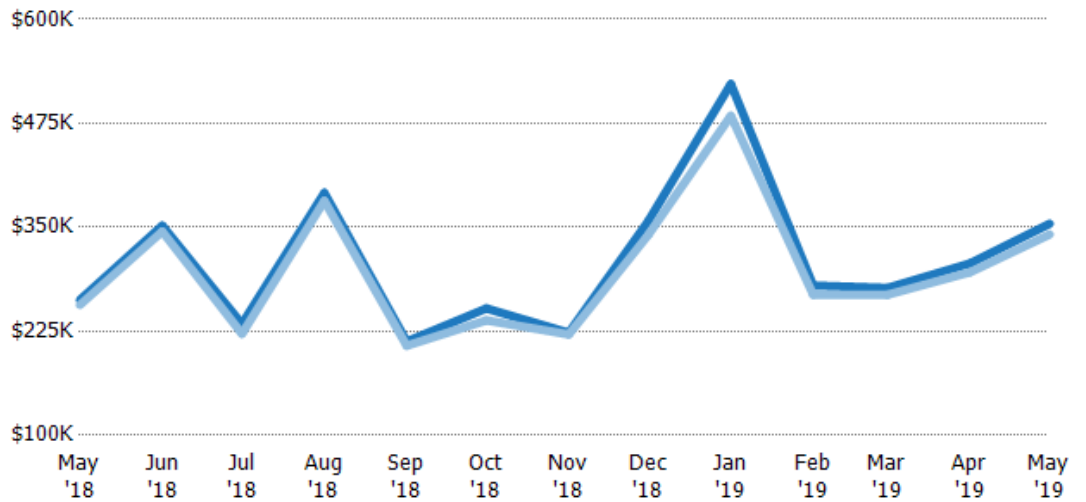
Current Year	\$287K	\$316K	\$222K	\$334K	\$209K	\$227K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$311K
Prior Year	\$322K	\$283K	\$286K	\$280K	\$252K	\$246K	\$250K	\$270K	\$224K	\$255K	\$280K	\$258K	\$287K
Percent Change from Prior Year	-11%	12%	-22%	19%	-17%	-8%	-14%	9%	141%	-14%	-21%	-2%	8%

## 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



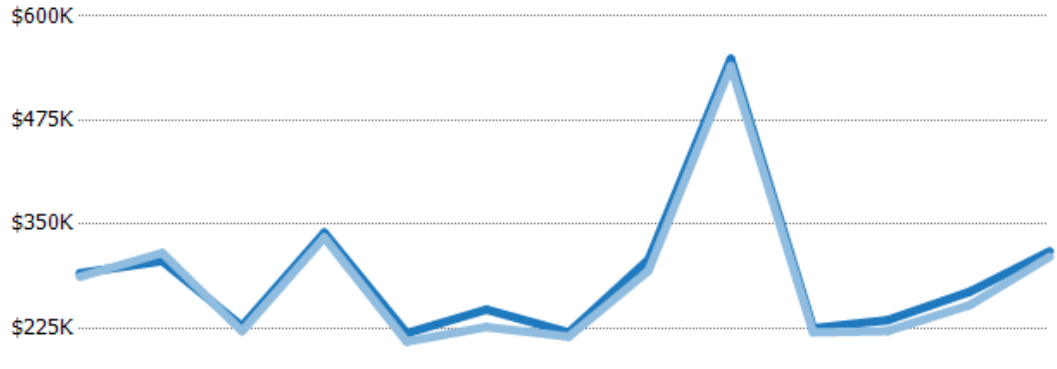
Avg List Price	\$263K	\$352K	\$234K	\$391K	\$213K	\$253K	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$354K
Avg Sales Price	\$257K	\$345K	\$222K	\$382K	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$341K
Avg Sales Price as a % of Avg List Price	98%	98%	95%	98%	98%	94%	99%	95%	93%	96%	97%	97%	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

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



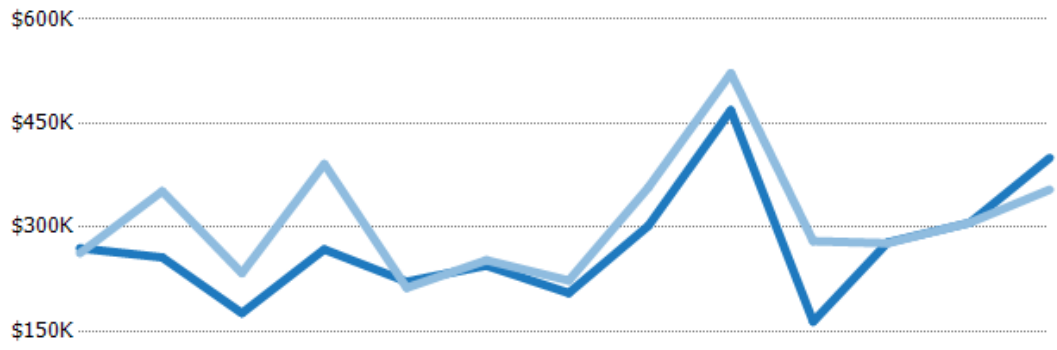
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$291K	\$306K	\$227K	\$340K	\$219K	\$248K	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$317K
Median Sales Price	\$287K	\$316K	\$222K	\$334K	\$209K	\$227K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$311K
Med Sales Price as a % of Med List Price	99%	103%	97%	98%	95%	92%	98%	96%	98%	98%	94%	94%	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.

### Filters Used

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



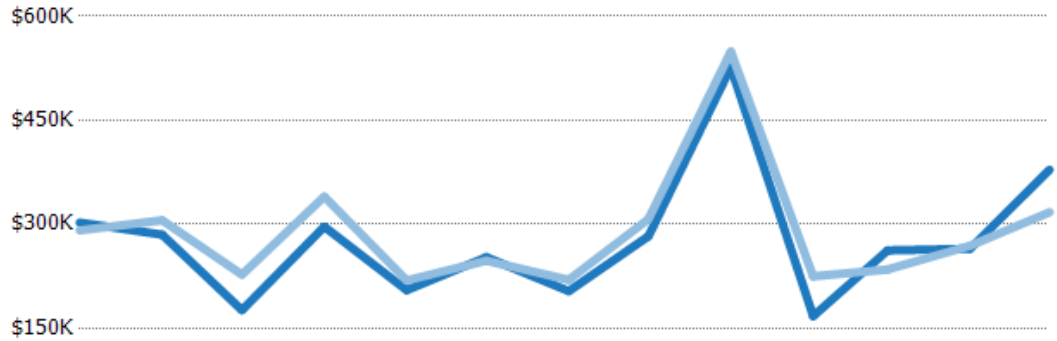
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$270K	\$257K	\$176K	\$268K	\$222K	\$245K	\$205K	\$302K	\$469K	\$164K	\$278K	\$307K	\$400K
Avg Sales Price	\$263K	\$352K	\$234K	\$391K	\$213K	\$253K	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$354K
Avg Sales Price as a % of Avg Est Value	97%	137%	133%	146%	96%	103%	109%	118%	111%	171%	100%	100%	89%

## 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**

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$302K	\$285K	\$176K	\$297K	\$205K	\$253K	\$203K	\$283K	\$526K	\$167K	\$262K	\$265K	\$379K
Median Sales Price	\$291K	\$306K	\$227K	\$340K	\$219K	\$248K	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$317K
Med Sales Price as a % of Med Est Value	96%	107%	129%	115%	107%	98%	108%	109%	104%	134%	90%	102%	84%