

Summary of Key Listing and Sales Metrics

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

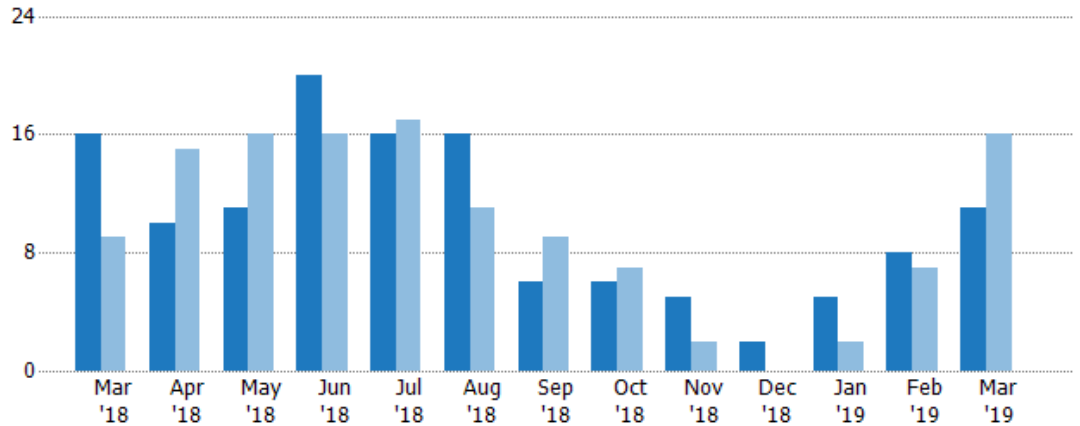
Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	16	-31.3%	24	25	-4%
New Listing Volume	\$3,831,900	\$5,834,800	-34.3%	\$8,088,800	\$9,514,300	-15%
Active Listing Count	32	35	-8.6%	N/A	N/A	
Active Listing Volume	\$15,628,700	\$16,870,195	-7.4%	N/A	N/A	
Average Listing Price	\$488,397	\$482,006	+1.3%	\$504,243	\$492,988	+2.3%
Median Listing Price	\$392,500	\$329,900	+19%	\$396,413	\$330,653	+19.9%
Median Days in RPR	214.5	243	-11.7%	205.68	249.18	-17.5%
Months of Inventory	6.4	11.7	-45.1%	8.4	3.8	+118.6%
Absorption Rate	15.63%	8.57%	+7.1%	11.96%	26.14%	-14.2%
Sales Activity Charts Metrics						
New Pending Sales Count	7	7	±	27	18	+50%
New Pending Sales Volume	\$2,497,900	\$1,846,700	+35.3%	\$9,155,000	\$5,206,750	+75.8%
Pending Sales Count	17	14	+21.4%	N/A	N/A	
Pending Sales Volume	\$5,470,400	\$4,568,700	+19.7%	N/A	N/A	
Closed Sales Count	7	3	+133.3%	17	11	+54.5%
Closed Sales Volume	\$1,983,000	\$807,200	+145.7%	\$5,747,900	\$2,857,940	+101.1%
Average Sales Price	\$283,286	\$269,067	+5.3%	\$338,112	\$259,813	+30.1%
Median Sales Price	\$253,500	\$280,000	-9.5%	\$327,912	\$247,727	+32.4%

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



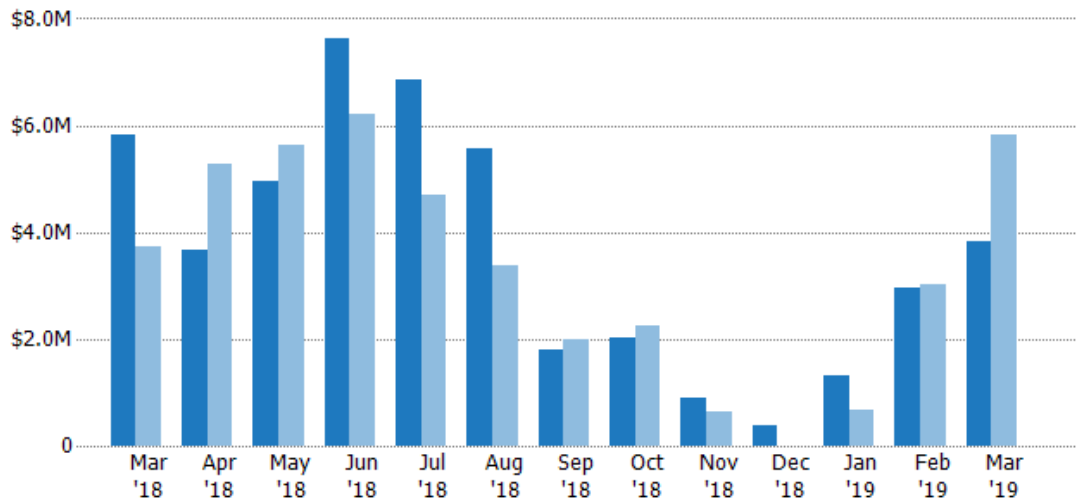
Current Year	16	10	11	20	16	16	6	6	5	2	5	8	11
Prior Year	9	15	16	16	17	11	9	7	2	-	2	7	16
Percent Change from Prior Year	78%	-33%	-31%	25%	-6%	45%	-33%	-14%	150%	100%	150%	14%	-31%

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	\$5.83M	\$3.66M	\$4.96M	\$7.64M	\$6.86M	\$5.57M	\$1.78M	\$2.01M	\$896K	\$375K	\$1.32M	\$2.94M	\$3.83M
Prior Year	\$3.73M	\$5.28M	\$5.63M	\$6.21M	\$4.69M	\$3.37M	\$2.01M	\$2.26M	\$636K	-	\$670K	\$3.01M	\$5.83M
Percent Change from Prior Year	56%	-31%	-12%	23%	46%	65%	-11%	-11%	41%	100%	96%	-2%	-34%

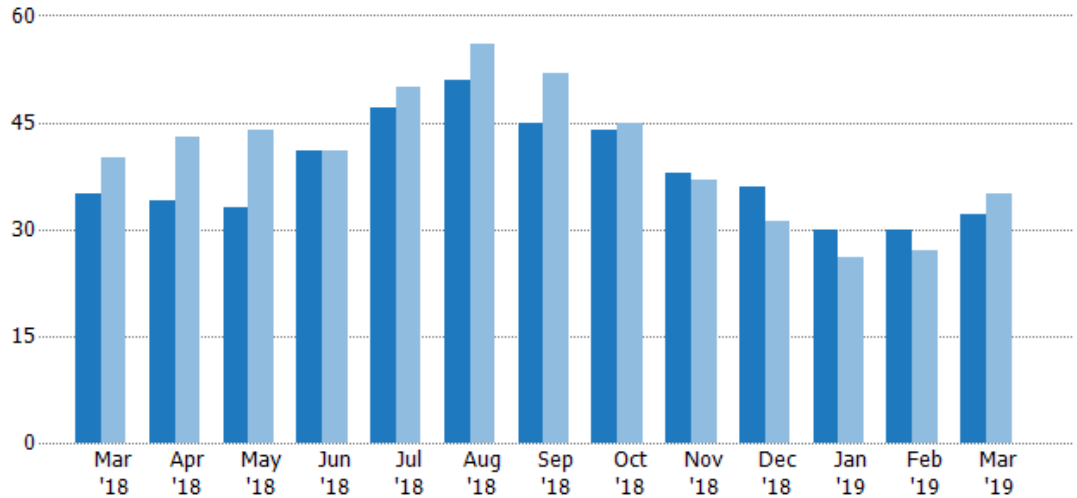
Active Listings

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.
Mar '19	32	-8.6%
Mar '18	35	-12.5%
Mar '17	40	7.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	35	34	33	41	47	51	45	44	38	36	30	30	32
Prior Year	40	43	44	41	50	56	52	45	37	31	26	27	35
Percent Change from Prior Year	-13%	-21%	-25%	0%	-6%	-9%	-13%	-2%	3%	16%	15%	11%	-9%

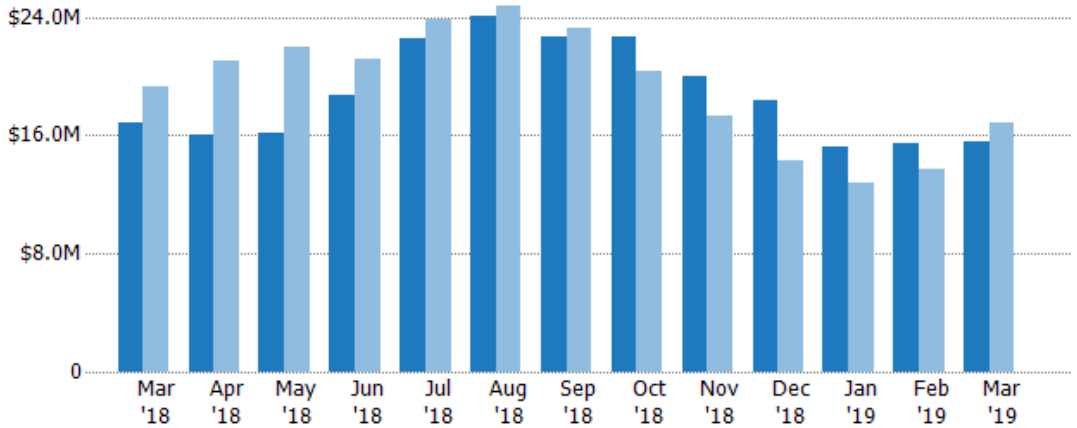
Active Listing Volume

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.
Mar '19	\$15.6M	-7.4%
Mar '18	\$16.9M	-12.8%
Mar '17	\$19.3M	-22.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$16.9M	\$16M	\$16.1M	\$18.8M	\$22.5M	\$24.1M	\$22.7M	\$22.7M	\$20M	\$18.4M	\$15.3M	\$15.5M	\$15.6M
Prior Year	\$19.3M	\$21M	\$22M	\$21.1M	\$23.9M	\$24.7M	\$23.2M	\$20.4M	\$17.4M	\$14.3M	\$12.8M	\$13.7M	\$16.9M
Percent Change from Prior Year	-13%	-24%	-27%	-11%	-6%	-2%	-2%	12%	15%	29%	19%	13%	-7%

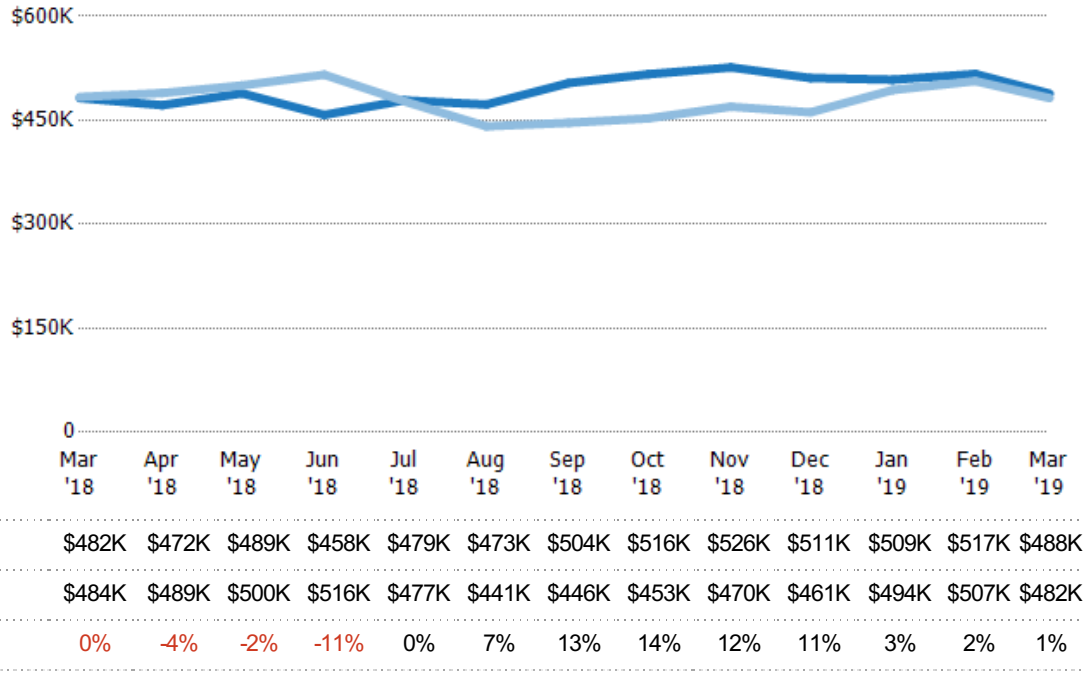
Average Listing Price

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.
Mar '19	\$488K	1.3%
Mar '18	\$482K	-0.3%
Mar '17	\$484K	-27.9%



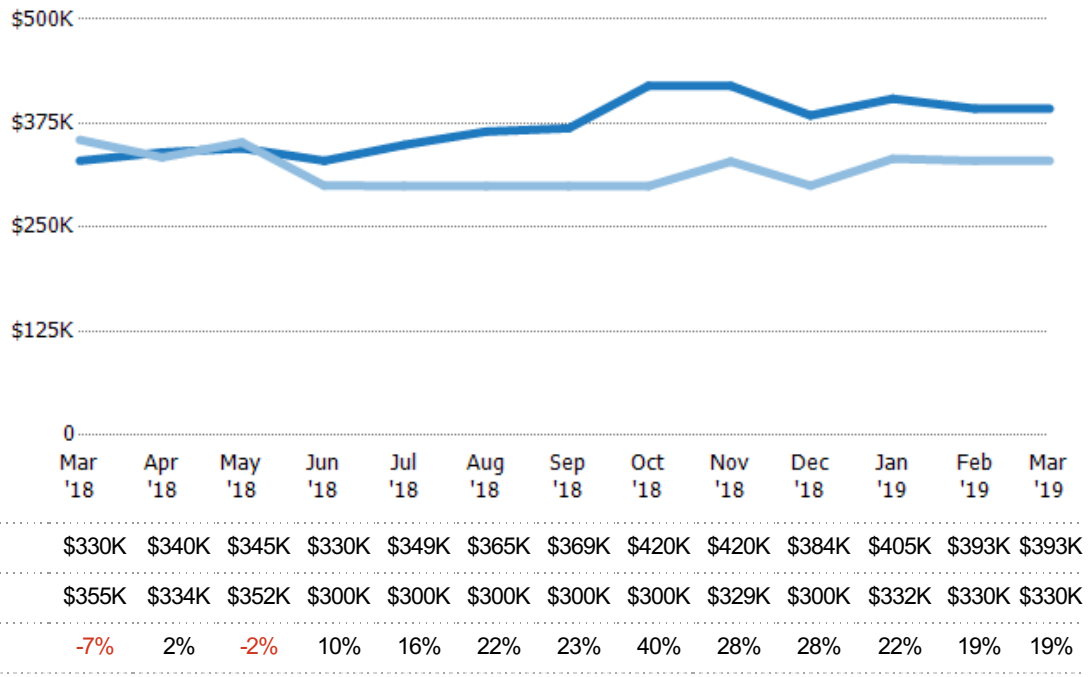
Median Listing Price

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.
Mar '19	\$393K	19%
Mar '18	\$330K	-7.1%
Mar '17	\$355K	-26.1%

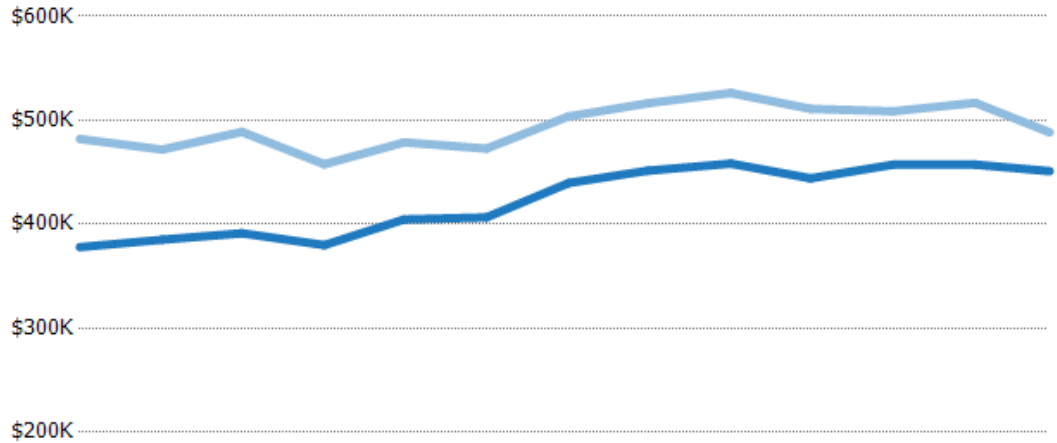


Average Listing Price vs Average Est Value

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



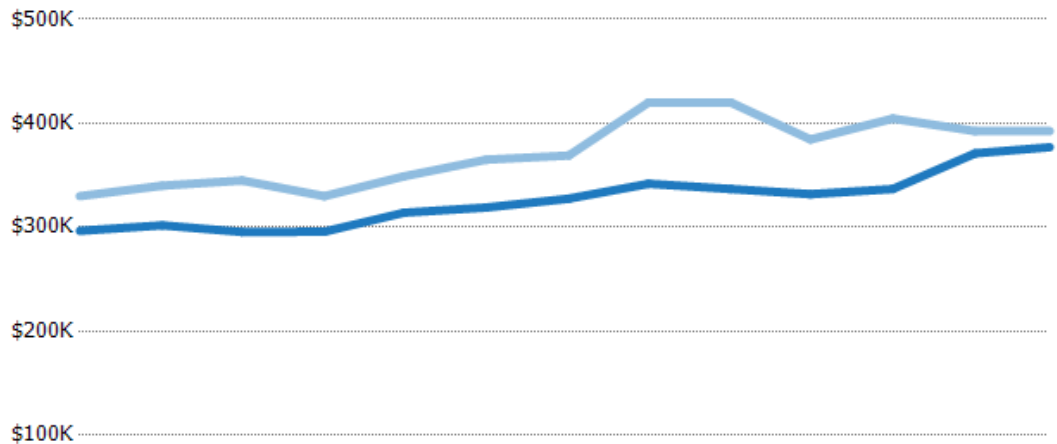
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$378K	\$385K	\$391K	\$380K	\$405K	\$407K	\$440K	\$452K	\$458K	\$444K	\$457K	\$457K	\$451K
Avg Listing Price	\$482K	\$472K	\$489K	\$458K	\$479K	\$473K	\$504K	\$516K	\$526K	\$511K	\$509K	\$517K	\$488K
Avg Listing Price as a % of Avg Est Value	128%	122%	125%	120%	118%	116%	115%	114%	115%	115%	111%	113%	108%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$297K	\$302K	\$296K	\$296K	\$314K	\$319K	\$328K	\$342K	\$337K	\$332K	\$337K	\$371K	\$377K
Median Listing Price	\$330K	\$340K	\$345K	\$330K	\$349K	\$365K	\$369K	\$420K	\$420K	\$384K	\$405K	\$393K	\$393K
Med Listing Price as a % of Med Est Value	111%	113%	117%	112%	111%	114%	113%	123%	125%	116%	120%	106%	104%

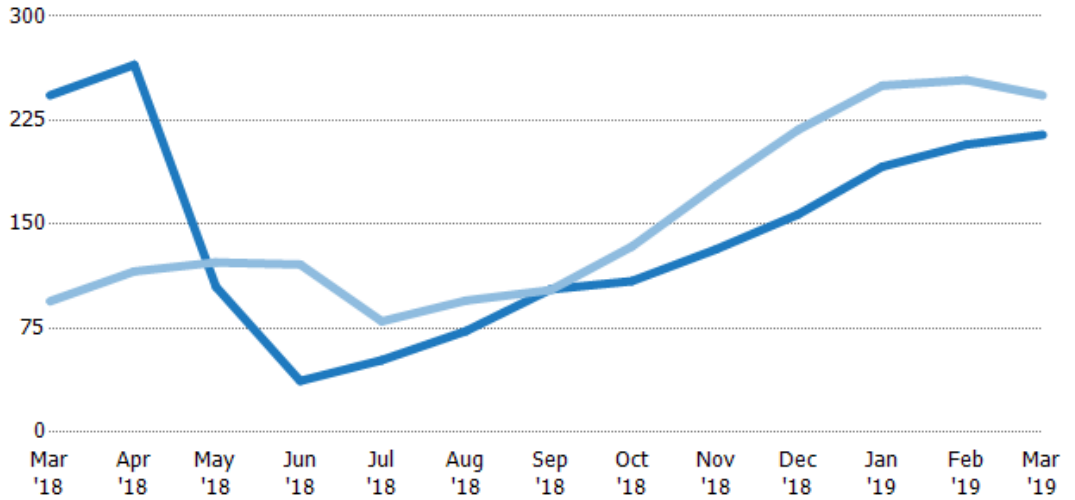
Median Days in RPR

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.
Mar '19	215	-11.7%
Mar '18	243	157.1%
Mar '17	94.5	-17.5%



Current Year	243	265	105	37	52	73	103	109	132	157	192	208	215
Prior Year	94.5	116	123	121	80	95	103	134	178	218	250	254	243
Percent Change from Prior Year	157%	128%	-14%	-69%	-35%	-23%	0%	-19%	-26%	-28%	-23%	-18%	-12%

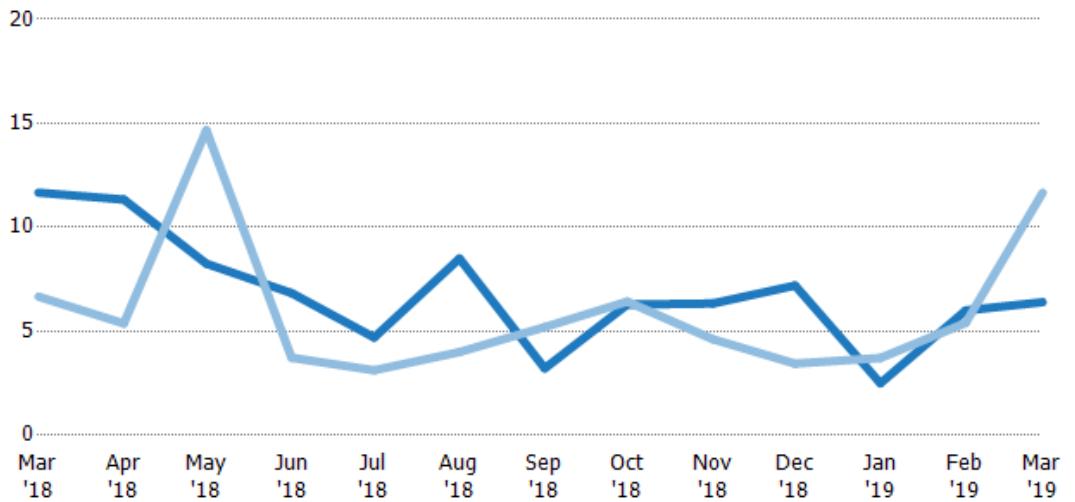
Months of Inventory

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.
Mar '19	6.4	-45.1%
Mar '18	11.7	75%
Mar '17	6.67	115%



Current Year	11.7	11.3	8.25	6.83	4.7	8.5	3.21	6.29	6.33	7.2	2.5	6	6.4
Prior Year	6.67	5.38	14.7	3.73	3.13	4	5.2	6.43	4.63	3.44	3.71	5.4	11.7
Percent Change from Prior Year	75%	111%	-44%	83%	50%	113%	-38%	-2%	37%	109%	-33%	11%	-45%

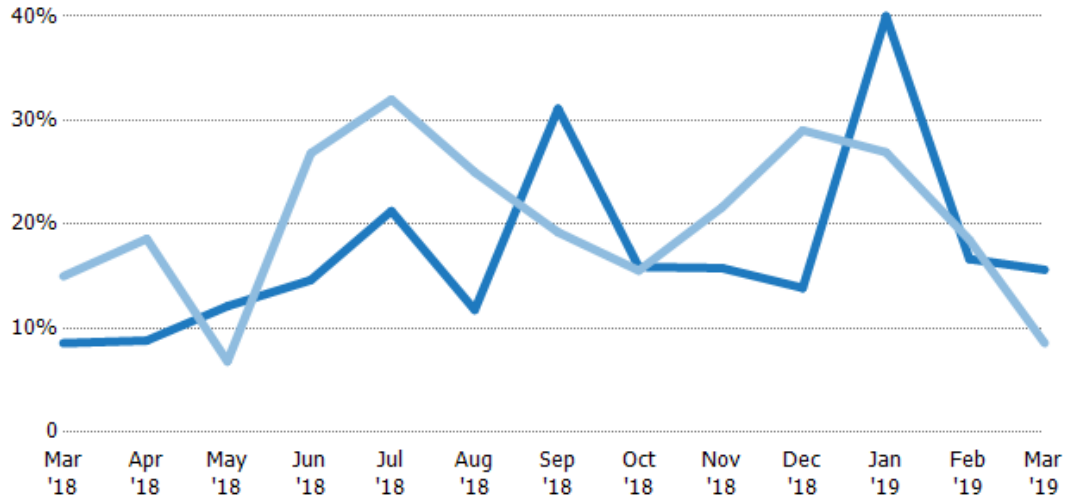
Absorption Rate

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.
Mar '19	16%	-7.1%
Mar '18	9%	6.4%
Mar '17	15%	-53.5%



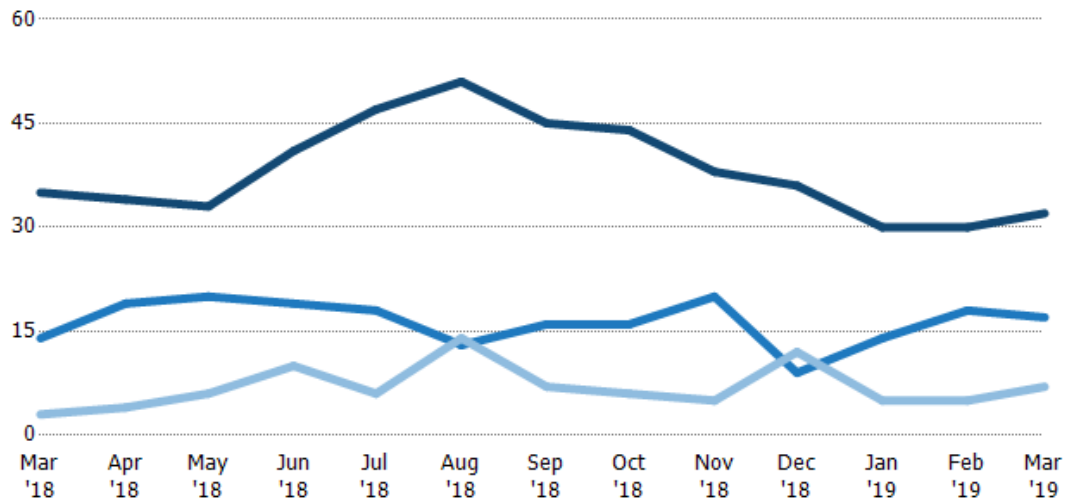
Current Year	9%	9%	12%	15%	21%	12%	31%	16%	16%	14%	40%	17%	16%
Prior Year	15%	19%	7%	27%	32%	25%	19%	16%	22%	29%	27%	19%	9%
Change from Prior Year	6%	10%	-5%	12%	11%	13%	-12%	0%	6%	15%	-13%	2%	-7%

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



Active	35	34	33	41	47	51	45	44	38	36	30	30	32
Pending	14	19	20	19	18	13	16	16	20	9	14	18	17
Sold	3	4	6	10	6	14	7	6	5	12	5	5	7

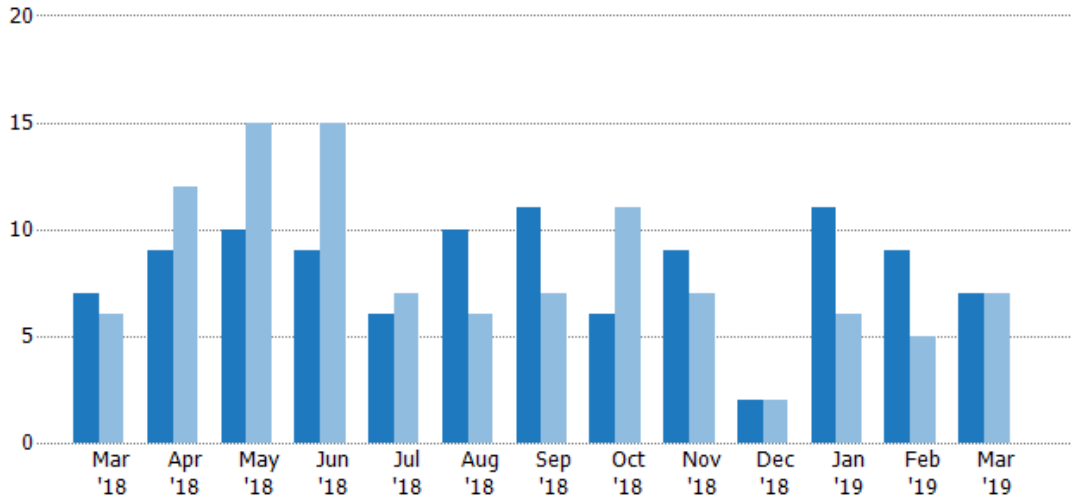
New Pending Sales

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.
Mar '19	7	0%
Mar '18	7	16.7%
Mar '17	6	16.7%



Current Year	7	9	10	9	6	10	11	6	9	2	11	9	7
Prior Year	6	12	15	15	7	6	7	11	7	2	6	5	7
Percent Change from Prior Year	17%	-25%	-33%	-40%	-14%	67%	57%	-45%	29%	0%	83%	80%	0%

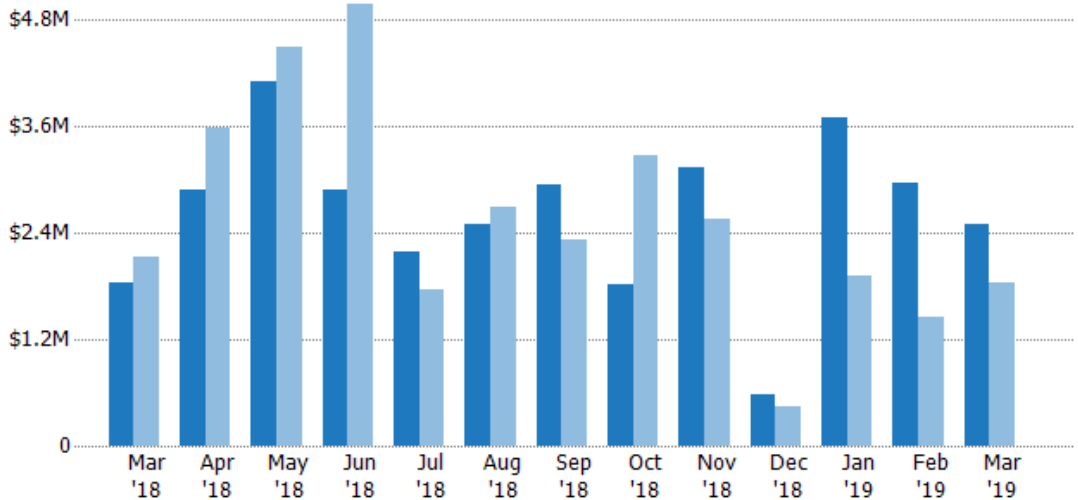
New Pending Sales Volume

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.
Mar '19	\$2.5M	35.3%
Mar '18	\$1.85M	-13%
Mar '17	\$2.12M	-9.4%



Current Year	\$1.85M	\$2.89M	\$4.11M	\$2.89M	\$2.19M	\$2.5M	\$2.95M	\$1.81M	\$3.13M	\$569K	\$3.69M	\$2.97M	\$2.5M
Prior Year	\$2.12M	\$3.59M	\$4.49M	\$4.98M	\$1.76M	\$2.7M	\$2.32M	\$3.28M	\$2.56M	\$440K	\$1.91M	\$1.45M	\$1.85M
Percent Change from Prior Year	-13%	-19%	-8%	-42%	24%	-7%	27%	-45%	22%	29%	93%	104%	35%

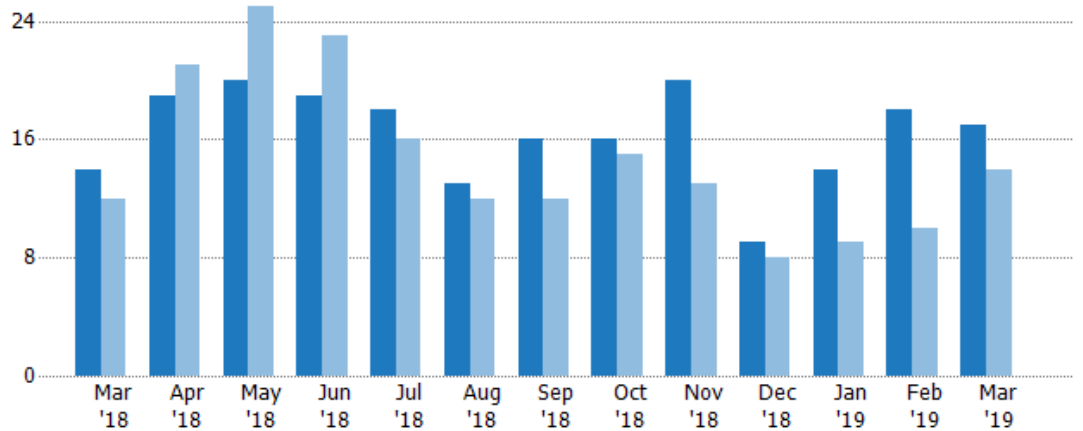
Pending Sales

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.
Mar '19	17	21.4%
Mar '18	14	16.7%
Mar '17	12	25%



Current Year	14	19	20	19	18	13	16	16	20	9	14	18	17
Prior Year	12	21	25	23	16	12	12	15	13	8	9	10	14
Percent Change from Prior Year	17%	-10%	-20%	-17%	13%	8%	33%	7%	54%	13%	56%	80%	21%

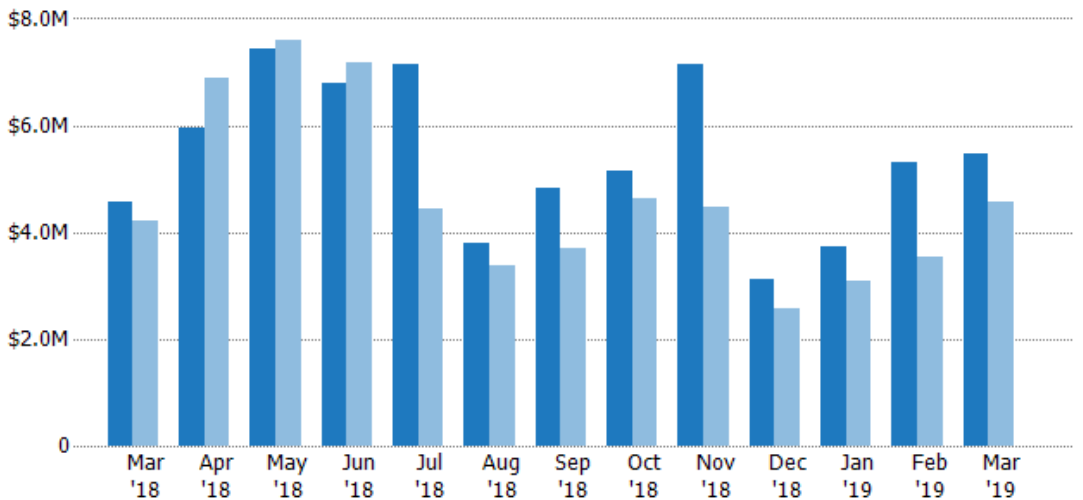
Pending Sales Volume

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.
Mar '19	\$5.47M	19.7%
Mar '18	\$4.57M	8.6%
Mar '17	\$4.21M	14.1%



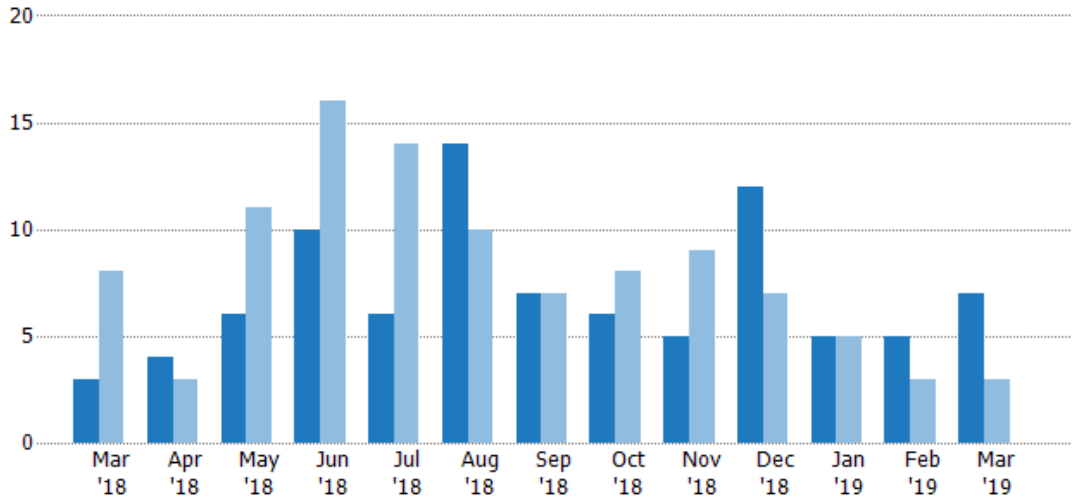
Current Year	\$4.57M	\$5.95M	\$7.42M	\$6.79M	\$7.13M	\$3.8M	\$4.84M	\$5.14M	\$7.15M	\$3.1M	\$3.74M	\$5.31M	\$5.47M
Prior Year	\$4.21M	\$6.88M	\$7.59M	\$7.19M	\$4.44M	\$3.38M	\$3.71M	\$4.64M	\$4.49M	\$2.57M	\$3.09M	\$3.55M	\$4.57M
Percent Change from Prior Year	9%	-14%	-2%	-6%	60%	12%	30%	11%	59%	21%	21%	49%	20%

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



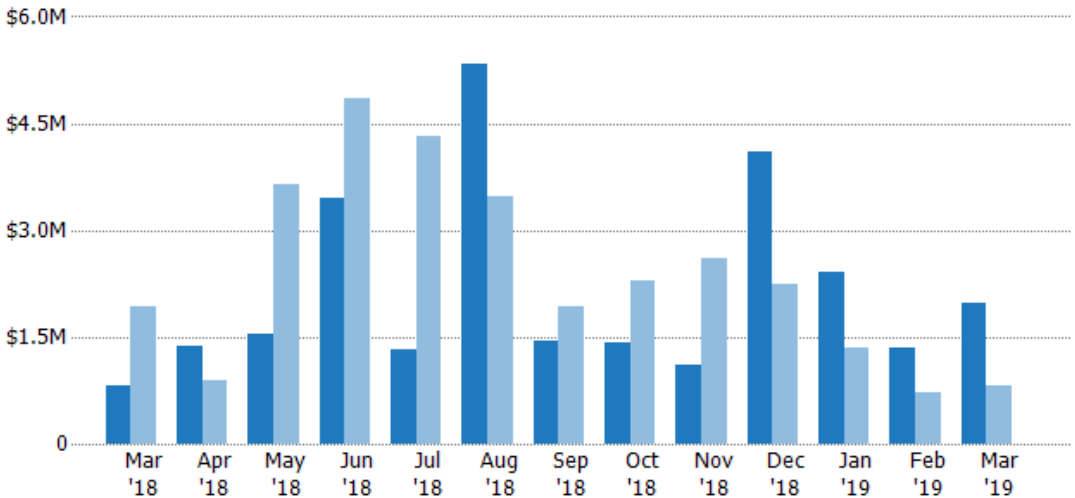
Month/Year	Count	% Chg.
Mar '19	7	133.3%
Mar '18	3	-62.5%
Mar '17	8	-25%

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



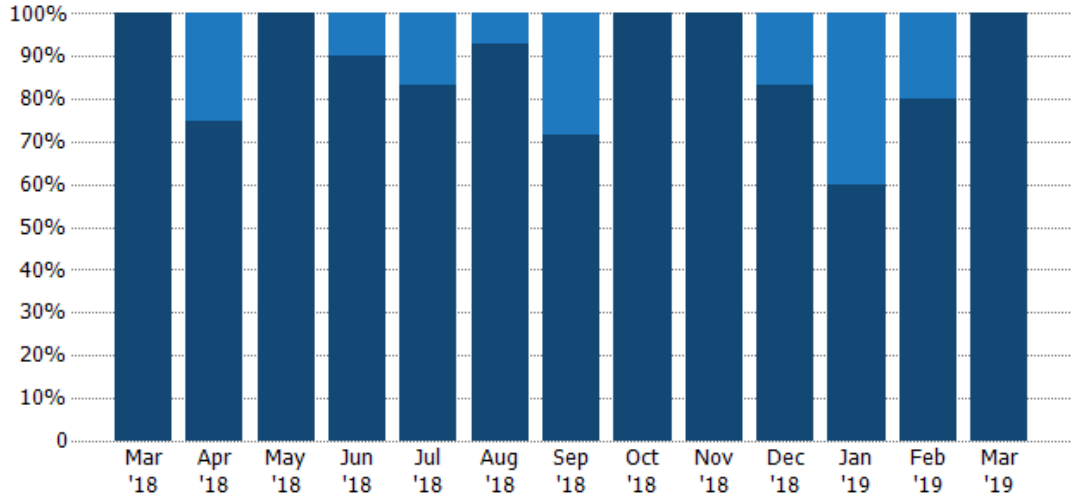
Month/Year	Volume	% Chg.
Mar '19	\$1.98M	145.7%
Mar '18	\$807K	-58.3%
Mar '17	\$1.94M	-28.8%

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



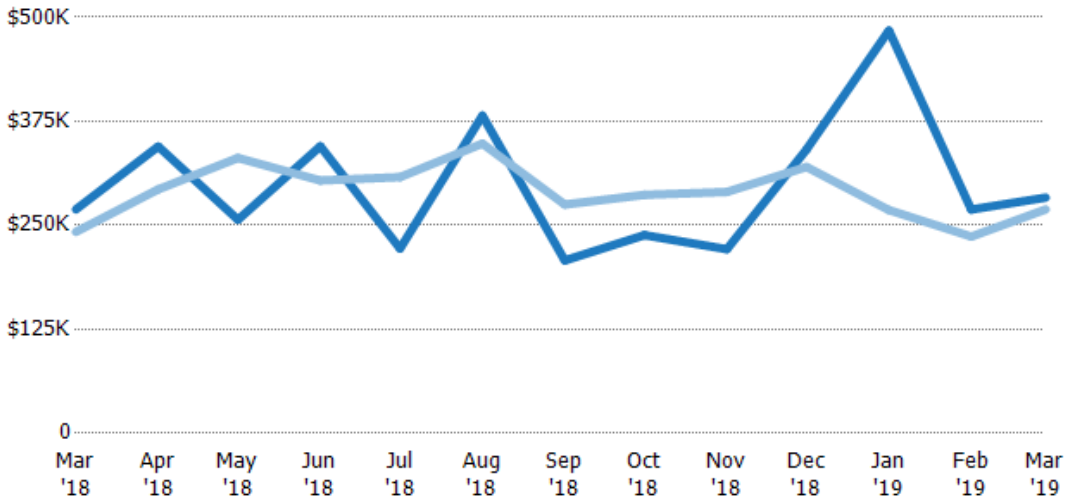
Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Condo/Townhouse	-	25%	-	10%	17%	7%	29%	-	-	17%	40%	20%	-
Single Family Residence	100%	75%	100%	90%	83%	93%	71%	100%	100%	83%	60%	80%	100%

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.
Mar '19	\$283K	5.3%
Mar '18	\$269K	11.2%
Mar '17	\$242K	-5.1%

Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$269K	\$345K	\$257K	\$345K	\$222K	\$382K	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K	\$283K
Prior Year	\$242K	\$293K	\$331K	\$304K	\$308K	\$348K	\$275K	\$287K	\$290K	\$320K	\$268K	\$236K	\$269K
Percent Change from Prior Year	11%	18%	-22%	14%	-28%	10%	-24%	-17%	-24%	7%	80%	14%	5%

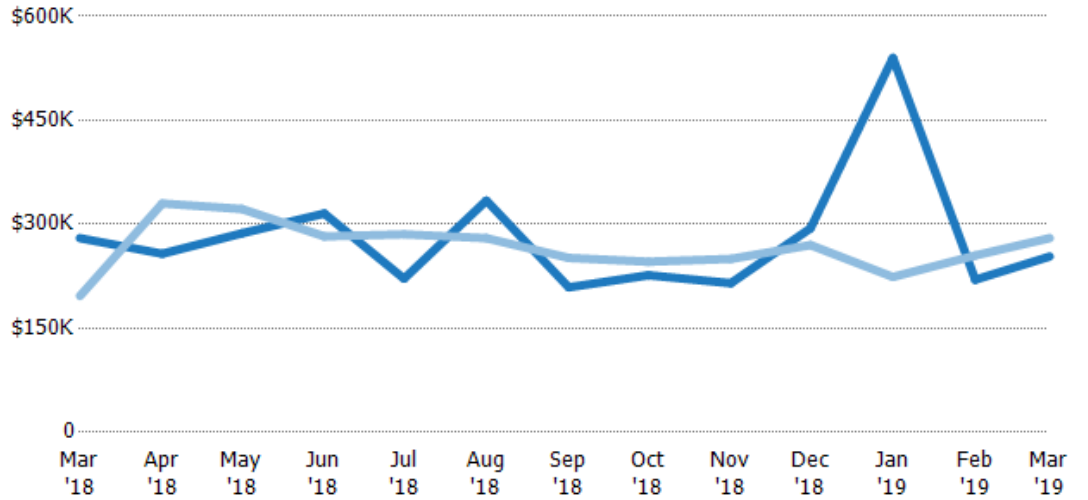
Median Sales Price

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.
Mar '19	\$254K	-9.5%
Mar '18	\$280K	42.5%
Mar '17	\$197K	2.6%



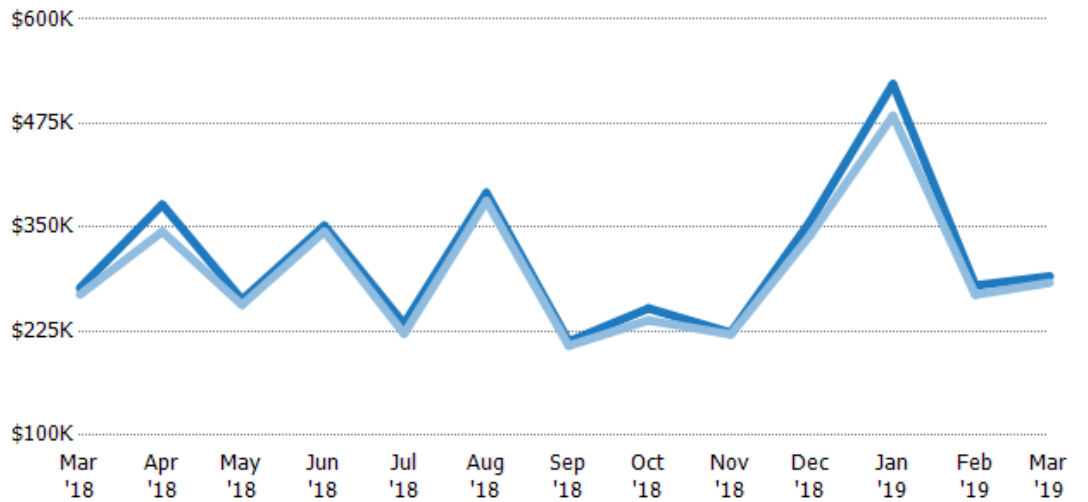
Current Year	\$280K	\$258K	\$287K	\$316K	\$222K	\$334K	\$209K	\$227K	\$215K	\$294K	\$540K	\$220K	\$254K
Prior Year	\$197K	\$330K	\$322K	\$283K	\$286K	\$280K	\$252K	\$246K	\$250K	\$270K	\$224K	\$255K	\$280K
Percent Change from Prior Year	42%	-22%	-11%	12%	-22%	19%	-17%	-8%	-14%	9%	141%	-14%	-9%

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



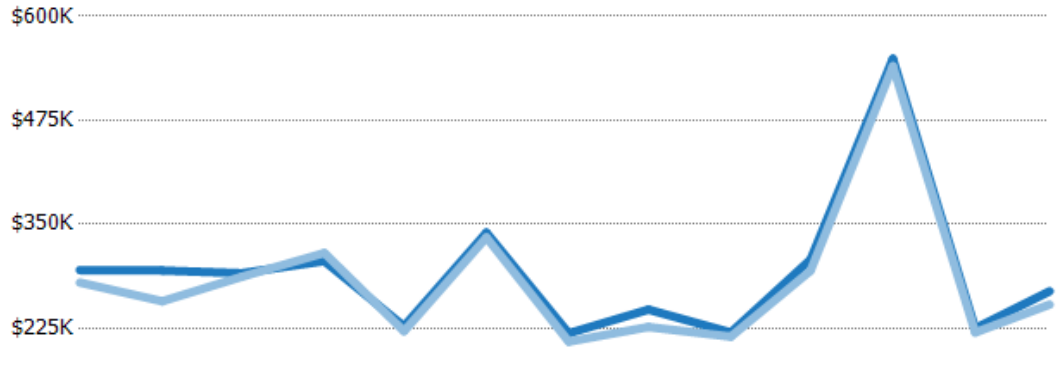
Avg List Price	\$277K	\$377K	\$263K	\$352K	\$234K	\$391K	\$213K	\$253K	\$223K	\$358K	\$522K	\$280K	\$291K
Avg Sales Price	\$269K	\$345K	\$257K	\$345K	\$222K	\$382K	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K	\$283K
Avg Sales Price as a % of Avg List Price	97%	91%	98%	98%	95%	98%	98%	94%	99%	95%	93%	96%	97%

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



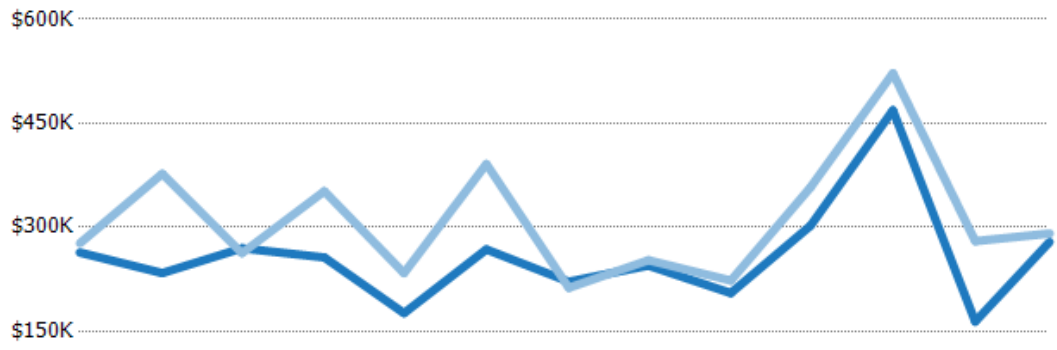
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$295K	\$295K	\$291K	\$306K	\$227K	\$340K	\$219K	\$248K	\$220K	\$308K	\$549K	\$225K	\$270K
Median Sales Price	\$280K	\$258K	\$287K	\$316K	\$222K	\$334K	\$209K	\$227K	\$215K	\$294K	\$540K	\$220K	\$254K
Med Sales Price as a % of Med List Price	95%	87%	99%	103%	97%	98%	95%	92%	98%	96%	98%	98%	94%

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



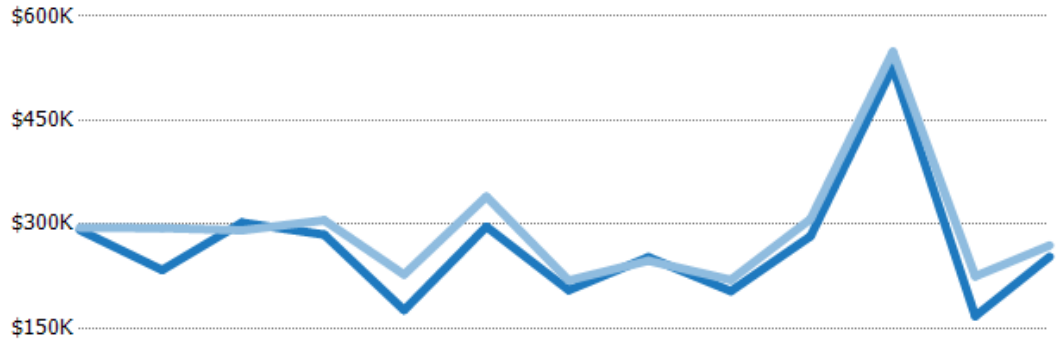
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$264K	\$234K	\$270K	\$257K	\$176K	\$268K	\$222K	\$245K	\$205K	\$302K	\$469K	\$164K	\$279K
Avg Sales Price	\$277K	\$377K	\$263K	\$352K	\$234K	\$391K	\$213K	\$253K	\$223K	\$358K	\$522K	\$280K	\$291K
Avg Sales Price as a % of Avg Est Value	105%	161%	97%	137%	133%	146%	96%	103%	109%	118%	111%	171%	104%

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$292K	\$234K	\$302K	\$285K	\$176K	\$297K	\$205K	\$253K	\$203K	\$283K	\$526K	\$167K	\$253K
Median Sales Price	\$295K	\$295K	\$291K	\$306K	\$227K	\$340K	\$219K	\$248K	\$220K	\$308K	\$549K	\$225K	\$270K
Med Sales Price as a % of Med Est Value	101%	126%	96%	107%	129%	115%	107%	98%	108%	109%	104%	134%	106%