

Summary of Key Listing and Sales Metrics

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

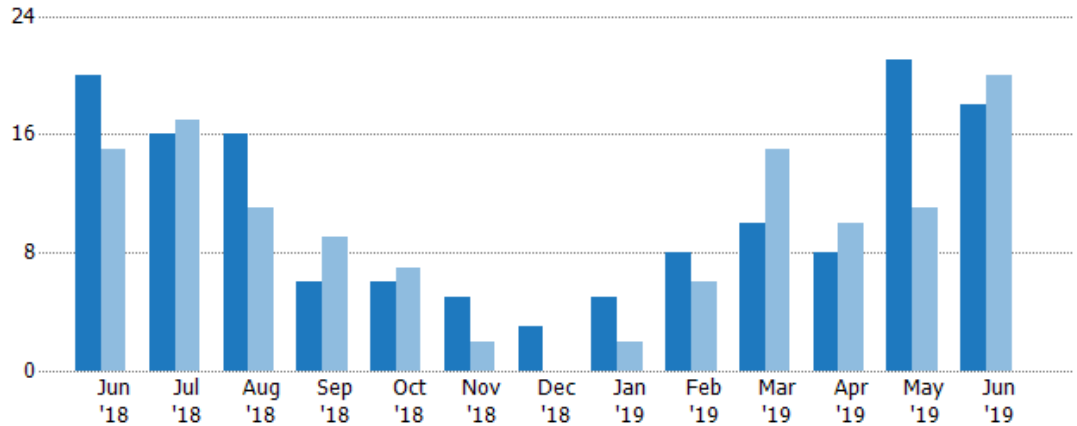
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	20	-10%	70	64	+9.4%
New Listing Volume	\$6,085,200	\$7,636,400	-20.3%	\$24,423,299	\$25,273,500	-3.4%
Active Listing Count	37	41	-9.8%	N/A	N/A	
Active Listing Volume	\$17,288,499	\$18,852,495	-8.3%	N/A	N/A	
Average Listing Price	\$467,257	\$459,817	+1.6%	\$464,539	\$468,023	-0.7%
Median Listing Price	\$375,000	\$329,900	+13.7%	\$367,722	\$327,124	+12.4%
Median Days in RPR	60	37	+62.2%	148.37	147.48	+0.6%
Months of Inventory	5.3	5.9	-9.8%	6.6	3.6	+82.3%
Absorption Rate	18.92%	17.07%	+1.8%	15.12%	27.57%	-12.4%
Sales Activity Charts Metrics						
New Pending Sales Count	19	8	+137.5%	74	45	+64.4%
New Pending Sales Volume	\$6,056,100	\$2,701,000	+124.2%	\$23,861,400	\$14,914,250	+60%
Pending Sales Count	33	17	+94.1%	N/A	N/A	
Pending Sales Volume	\$10,602,800	\$6,243,800	+69.8%	N/A	N/A	
Closed Sales Count	12	10	+20%	42	31	+35.5%
Closed Sales Volume	\$3,579,850	\$3,450,000	+3.8%	\$13,321,750	\$9,247,825	+44.1%
Average Sales Price	\$298,321	\$345,000	-13.5%	\$317,185	\$298,317	+6.3%
Median Sales Price	\$264,500	\$315,500	-16.2%	\$279,988	\$281,588	-0.6%

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



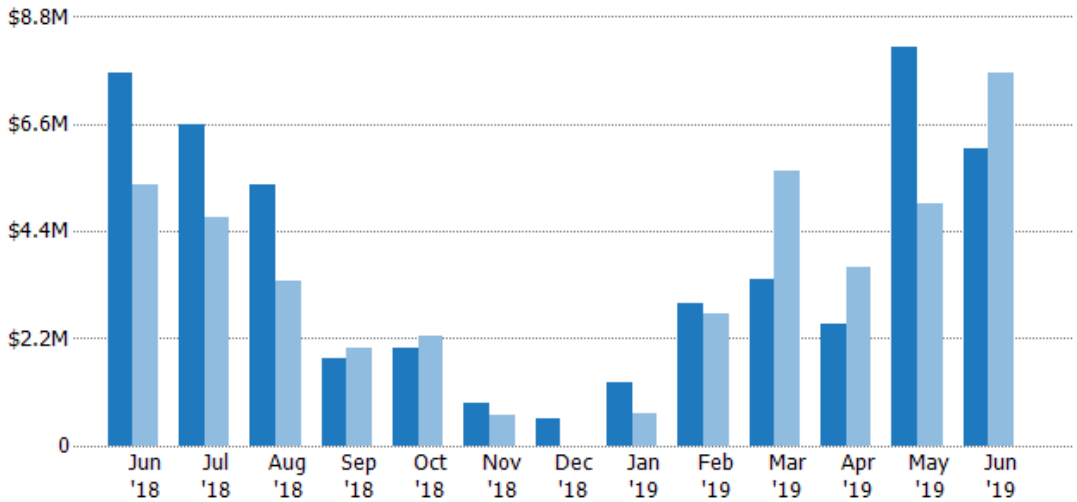
Current Year	20	16	16	6	6	5	3	5	8	10	8	21	18
Prior Year	15	17	11	9	7	2	-	2	6	15	10	11	20
Percent Change from Prior Year	33%	-6%	45%	-33%	-14%	150%	100%	150%	33%	-33%	-20%	91%	-10%

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	\$7.64M	\$6.6M	\$5.35M	\$1.78M	\$2M	\$871K	\$555K	\$1.32M	\$2.91M	\$3.42M	\$2.51M	\$8.19M	\$6.09M
Prior Year	\$5.36M	\$4.69M	\$3.37M	\$2.01M	\$2.26M	\$636K	-	\$670K	\$2.71M	\$5.63M	\$3.66M	\$4.96M	\$7.64M
Percent Change from Prior Year	42%	41%	59%	-11%	-11%	37%	100%	96%	7%	-39%	-31%	65%	-20%

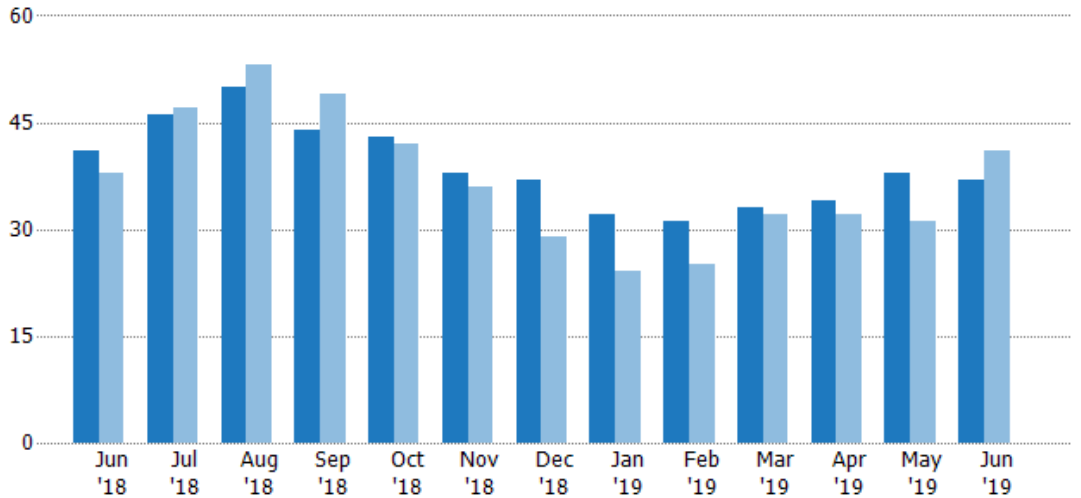
Active Listings

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.
Jun '19	37	-9.8%
Jun '18	41	7.9%
Jun '17	38	52.6%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	41	46	50	44	43	38	37	32	31	33	34	38	37
Prior Year	38	47	53	49	42	36	29	24	25	32	32	31	41
Percent Change from Prior Year	8%	-2%	-6%	-10%	2%	6%	28%	33%	24%	3%	6%	23%	-10%

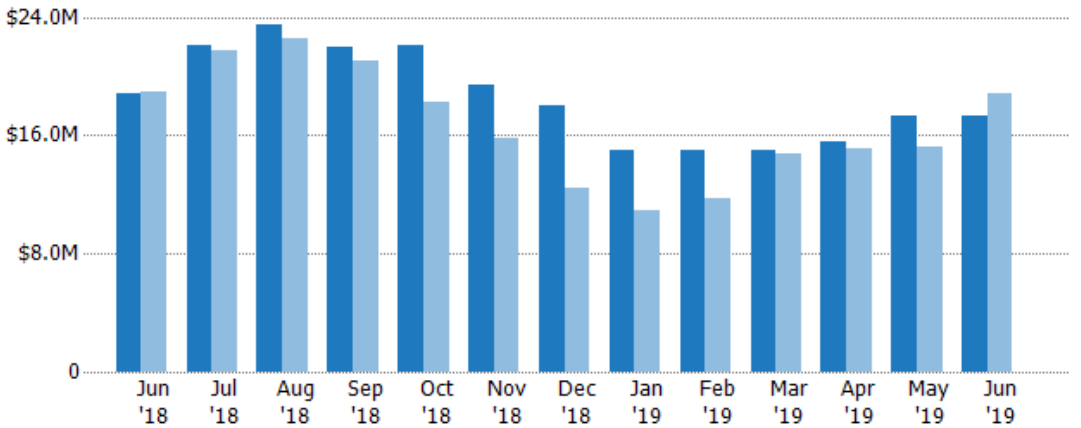
Active Listing Volume

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.
Jun '19	\$17.3M	-8.3%
Jun '18	\$18.9M	-0.7%
Jun '17	\$19M	1.7%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$18.9M	\$22.1M	\$23.5M	\$22M	\$22.1M	\$19.4M	\$18M	\$15M	\$15M	\$15M	\$15.6M	\$17.3M	\$17.3M
Prior Year	\$19M	\$21.7M	\$22.5M	\$21M	\$18.2M	\$15.8M	\$12.4M	\$10.9M	\$11.8M	\$14.8M	\$15.1M	\$15.2M	\$18.9M
Percent Change from Prior Year	-1%	2%	4%	5%	21%	23%	45%	37%	28%	2%	3%	14%	-8%

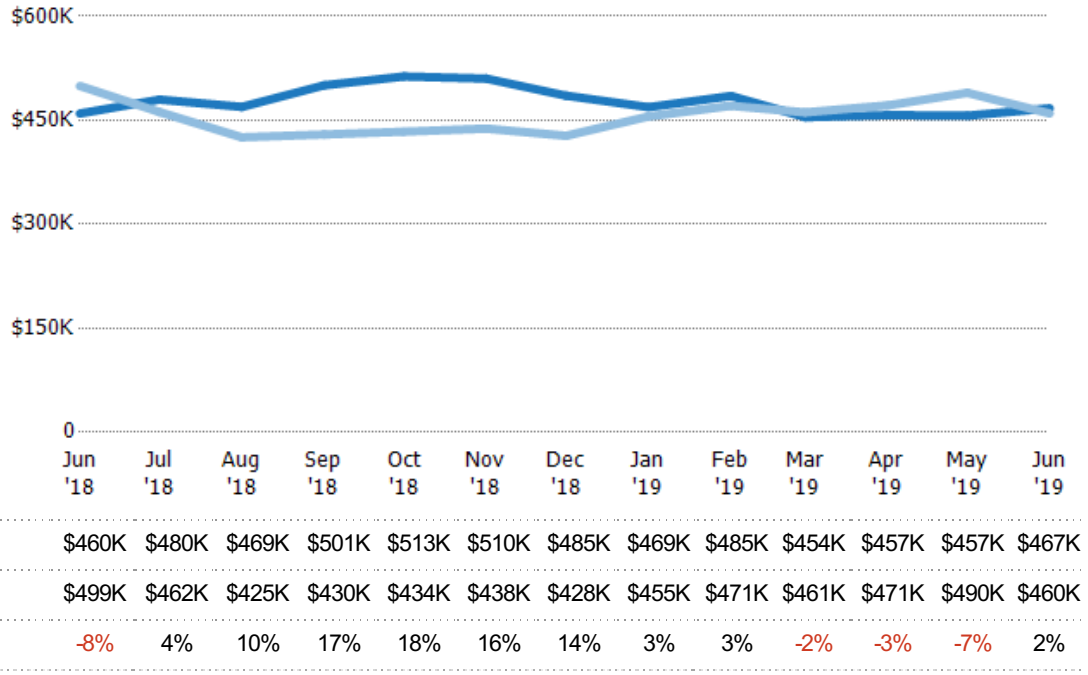
Average Listing Price

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.
Jun '19	\$467K	1.6%
Jun '18	\$460K	-7.9%
Jun '17	\$499K	-33.3%



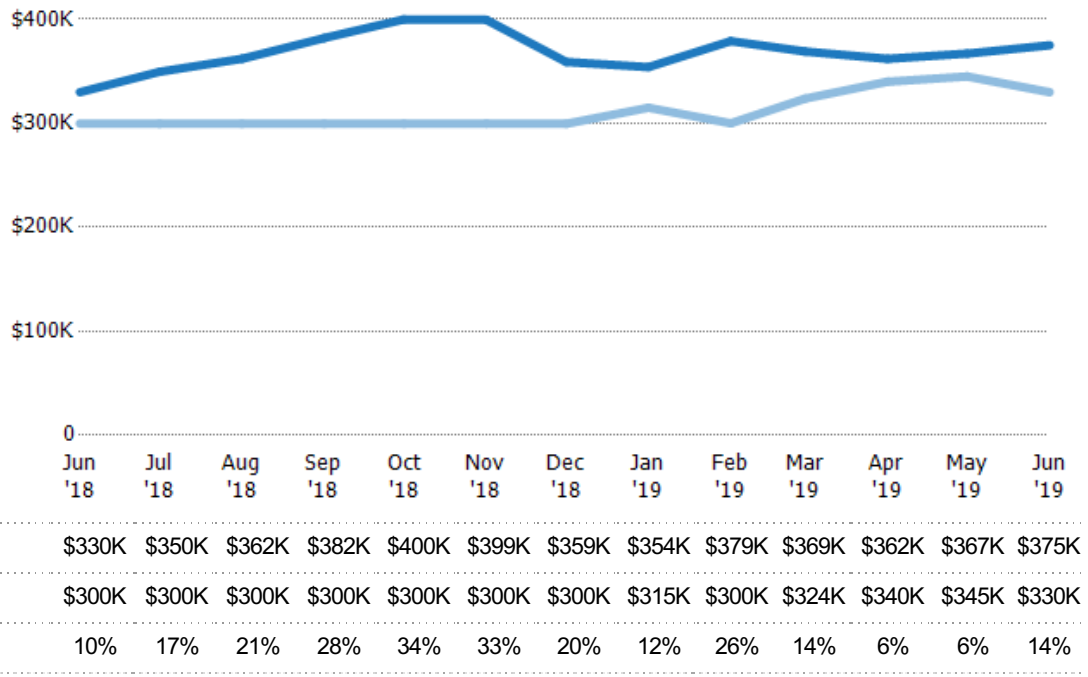
Median Listing Price

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.
Jun '19	\$375K	13.7%
Jun '18	\$330K	10.1%
Jun '17	\$300K	-1.2%

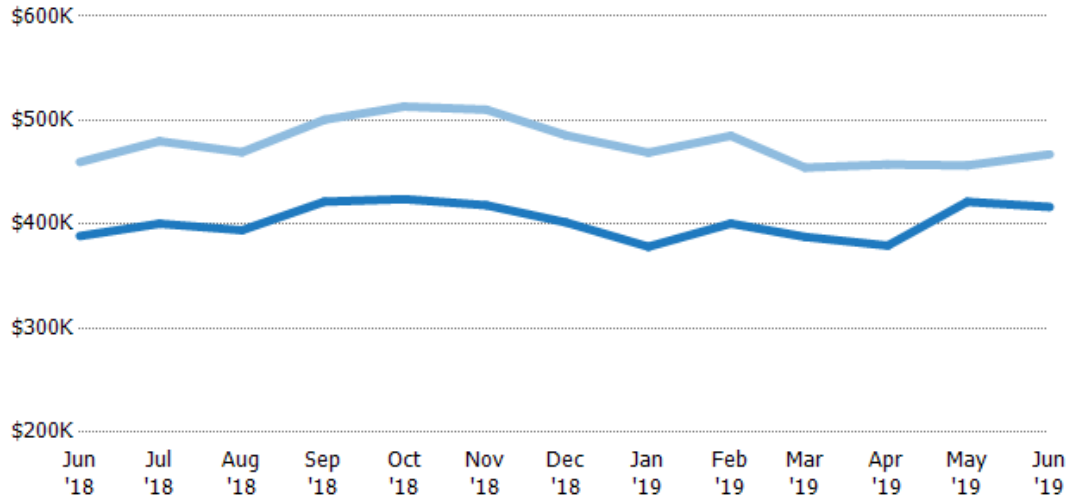


Average Listing Price vs Average Est Value

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



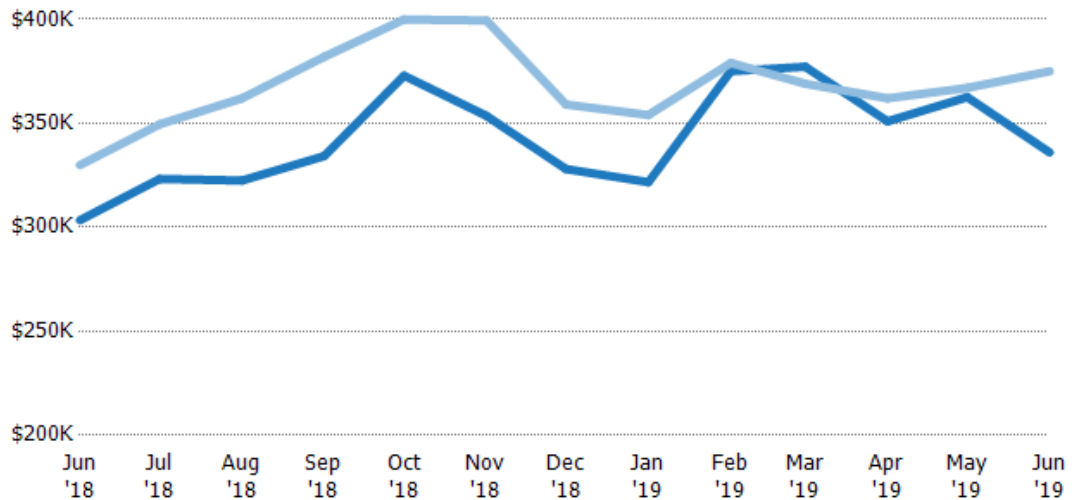
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$389K	\$401K	\$394K	\$422K	\$424K	\$418K	\$402K	\$378K	\$401K	\$388K	\$379K	\$422K	\$417K
Avg Listing Price	\$460K	\$480K	\$469K	\$501K	\$513K	\$510K	\$485K	\$469K	\$485K	\$454K	\$457K	\$457K	\$467K
Avg Listing Price as a % of Avg Est Value	118%	120%	119%	119%	121%	122%	121%	124%	121%	117%	121%	108%	112%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$303K	\$323K	\$322K	\$334K	\$373K	\$354K	\$328K	\$322K	\$375K	\$377K	\$351K	\$363K	\$336K
Median Listing Price	\$330K	\$350K	\$362K	\$382K	\$400K	\$399K	\$359K	\$354K	\$379K	\$369K	\$362K	\$367K	\$375K
Med Listing Price as a % of Med Est Value	109%	108%	112%	114%	107%	113%	109%	110%	101%	98%	103%	101%	112%

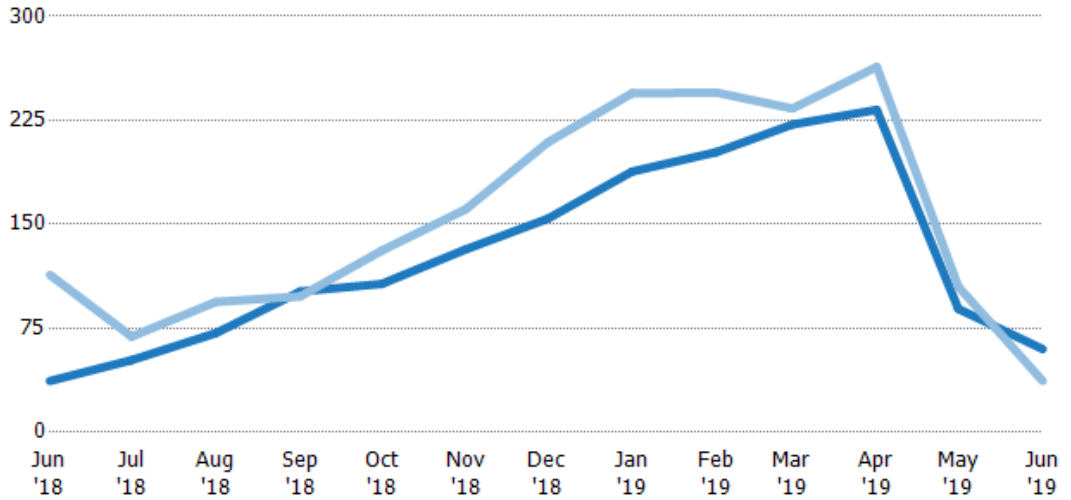
Median Days in RPR

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.

Filters Used

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

Month/ Year	Days	% Chg.
Jun '19	60	62.2%
Jun '18	37	-67.4%
Jun '17	114	-29.5%



Current Year	37	52	71.5	102	107	132	154	188	202	222	233	89	60
Prior Year	114	69	94	98	131	161	209	245	245	234	264	105	37
Percent Change from Prior Year	-67%	-25%	-24%	4%	-18%	-18%	-26%	-23%	-18%	-5%	-12%	-15%	62%

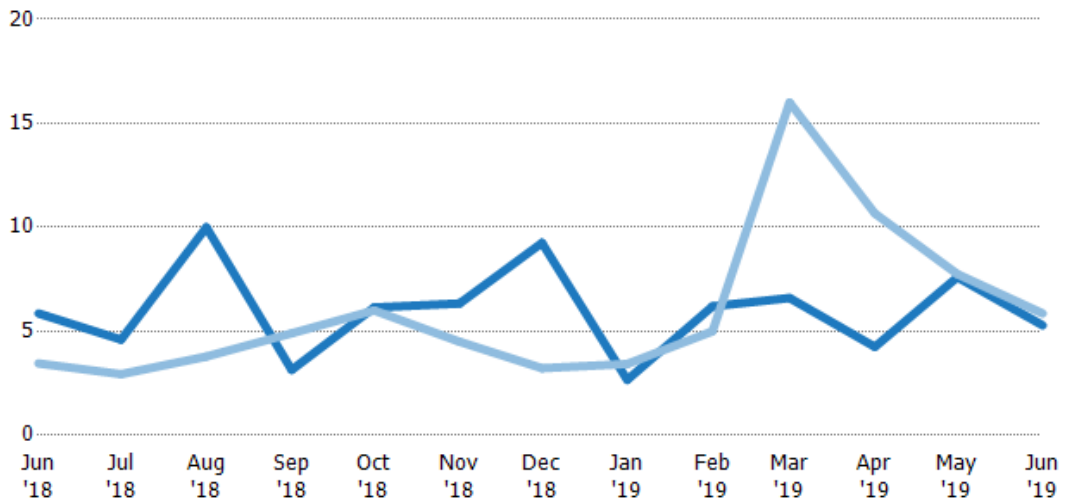
Months of Inventory

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.
Jun '19	5.29	-9.8%
Jun '18	5.86	69.5%
Jun '17	3.45	139.9%



Current Year	5.86	4.6	10	3.14	6.14	6.33	9.25	2.67	6.2	6.6	4.25	7.6	5.29
Prior Year	3.45	2.94	3.79	4.9	6	4.5	3.22	3.43	5	16	10.7	7.75	5.86
Percent Change from Prior Year	70%	57%	164%	-36%	2%	41%	187%	-22%	24%	-59%	-60%	-2%	-10%

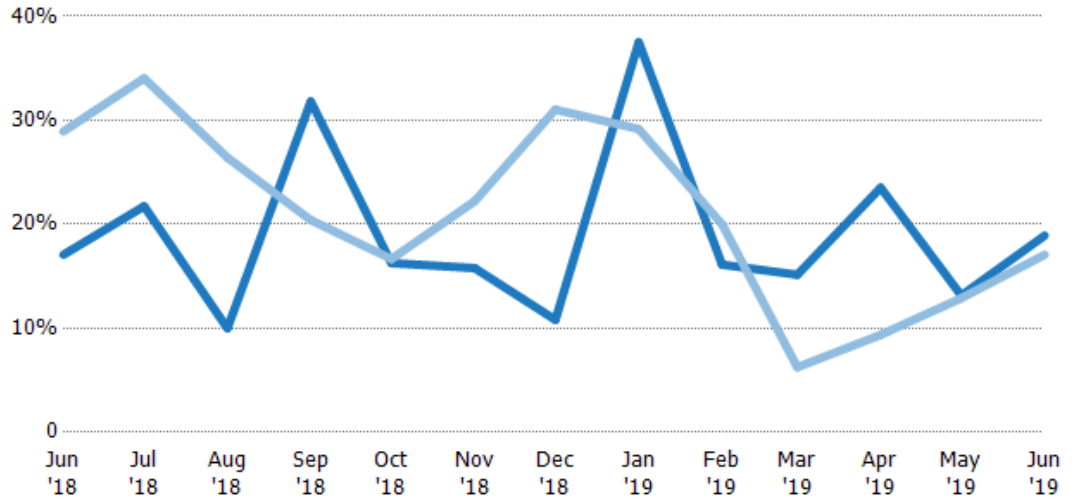
Absorption Rate

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.
Jun '19	19%	-1.8%
Jun '18	17%	11.9%
Jun '17	29%	-58.3%



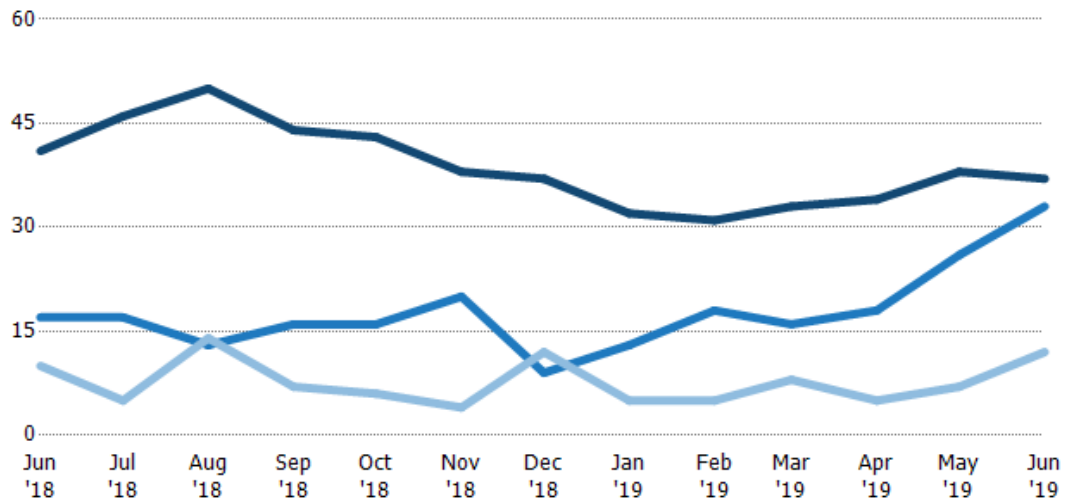
Current Year	17%	22%	10%	32%	16%	16%	11%	38%	16%	15%	24%	13%	19%
Prior Year	29%	34%	26%	20%	17%	22%	31%	29%	20%	6%	9%	13%	17%
Change from Prior Year	12%	12%	16%	-11%	0%	6%	20%	-8%	4%	-9%	-14%	0%	-2%

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



Active	41	46	50	44	43	38	37	32	31	33	34	38	37
Pending	17	17	13	16	16	20	9	13	18	16	18	26	33
Sold	10	5	14	7	6	4	12	5	5	8	5	7	12

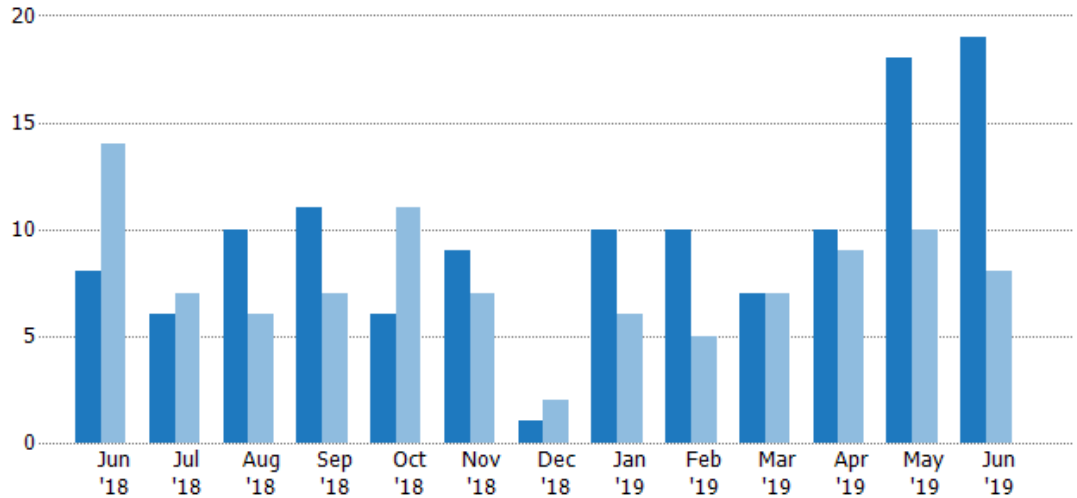
New Pending Sales

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.
Jun '19	19	137.5%
Jun '18	8	-42.9%
Jun '17	14	-14.3%



Current Year	8	6	10	11	6	9	1	10	10	7	10	18	19
Prior Year	14	7	6	7	11	7	2	6	5	7	9	10	8
Percent Change from Prior Year	-43%	-14%	67%	57%	-45%	29%	-50%	67%	100%	0%	11%	80%	138%

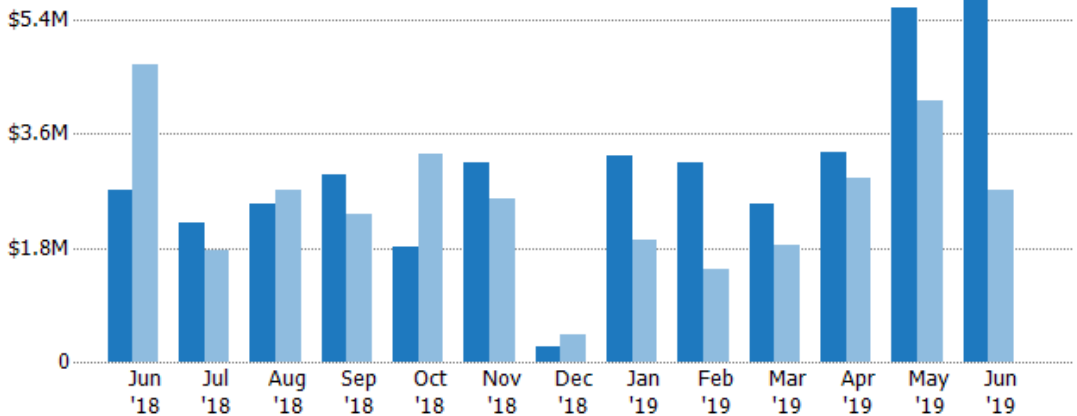
New Pending Sales Volume

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.
Jun '19	\$6.06M	124.2%
Jun '18	\$2.7M	-42.3%
Jun '17	\$4.68M	-30.2%



Current Year	\$2.7M	\$2.19M	\$2.5M	\$2.95M	\$1.81M	\$3.13M	\$245K	\$3.25M	\$3.15M	\$2.5M	\$3.32M	\$5.59M	\$6.06M
Prior Year	\$4.68M	\$1.76M	\$2.7M	\$2.32M	\$3.28M	\$2.56M	\$440K	\$1.91M	\$1.45M	\$1.85M	\$2.89M	\$4.11M	\$2.7M
Percent Change from Prior Year	-42%	24%	-7%	27%	-45%	22%	-44%	70%	117%	35%	15%	36%	124%

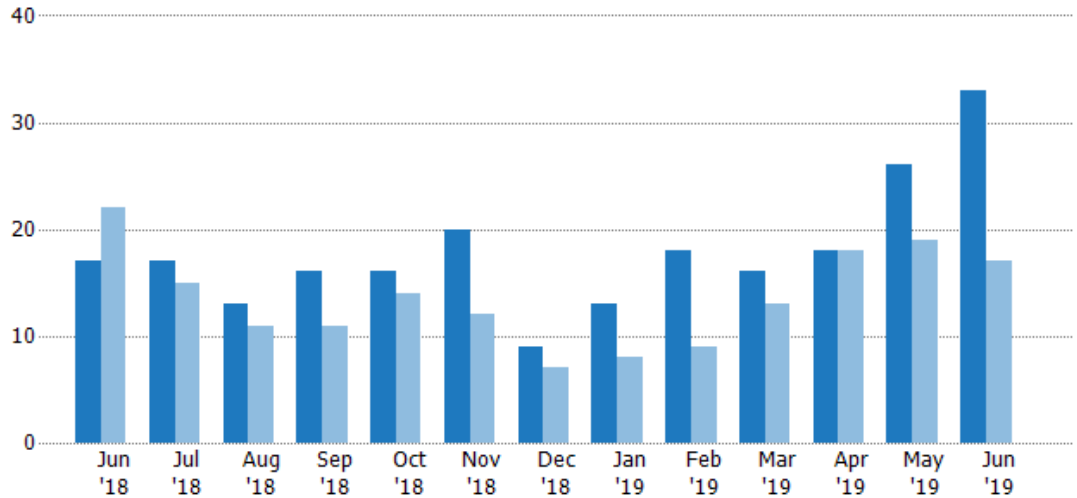
Pending Sales

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.
Jun '19	33	94.1%
Jun '18	17	-22.7%
Jun '17	22	-13.6%



Current Year	17	17	13	16	16	20	9	13	18	16	18	26	33
Prior Year	22	15	11	11	14	12	7	8	9	13	18	19	17
Percent Change from Prior Year	-23%	13%	18%	45%	14%	67%	29%	63%	100%	23%	0%	37%	94%

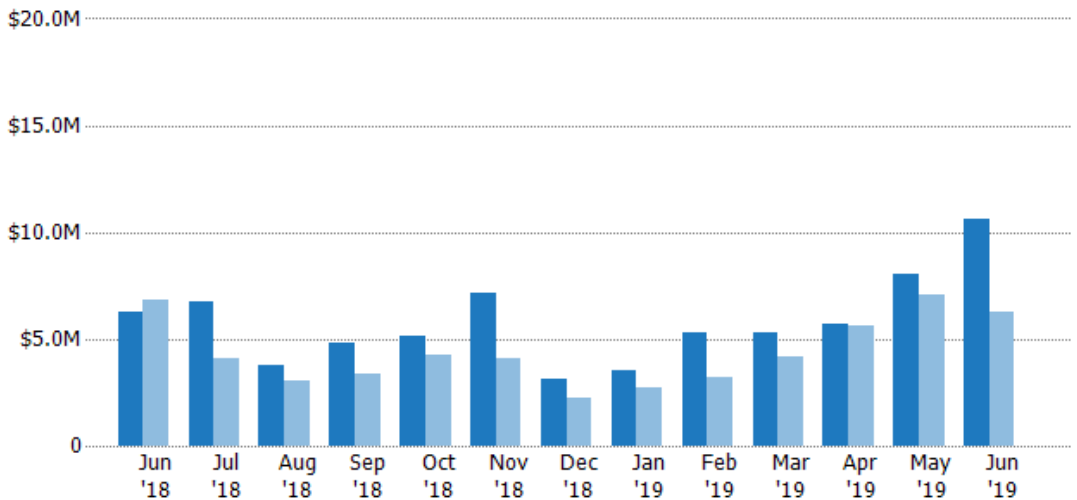
Pending Sales Volume

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.
Jun '19	\$10.6M	69.8%
Jun '18	\$6.24M	-8.6%
Jun '17	\$6.83M	-24.5%



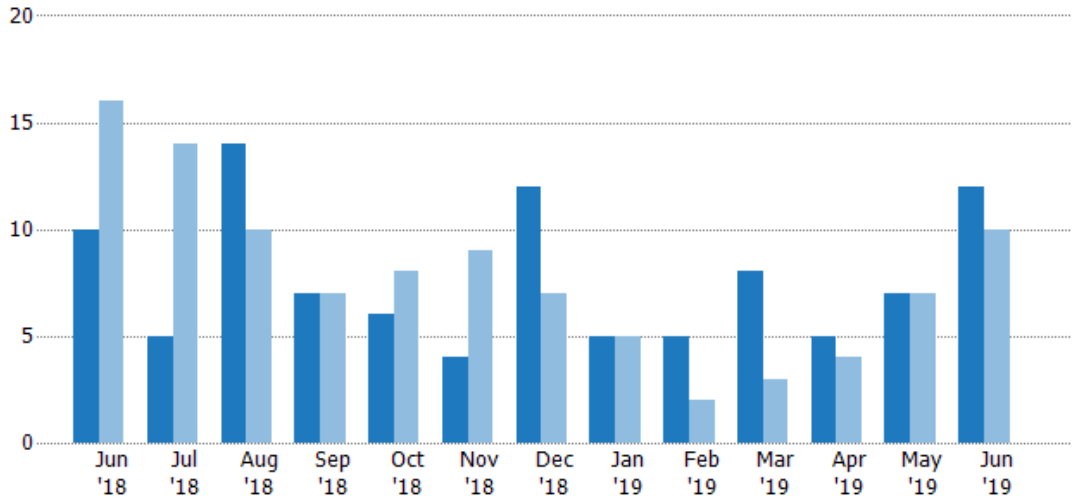
Current Year	\$6.24M	\$6.77M	\$3.8M	\$4.84M	\$5.14M	\$7.15M	\$3.1M	\$3.56M	\$5.31M	\$5.29M	\$5.71M	\$8.04M	\$10.6M
Prior Year	\$6.83M	\$4.08M	\$3.02M	\$3.35M	\$4.29M	\$4.13M	\$2.22M	\$2.73M	\$3.19M	\$4.21M	\$5.59M	\$7.06M	\$6.24M
Percent Change from Prior Year	-9%	66%	26%	44%	20%	73%	40%	31%	66%	26%	2%	14%	70%

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.
Jun '19	12	20%
Jun '18	10	-37.5%
Jun '17	16	-56.3%

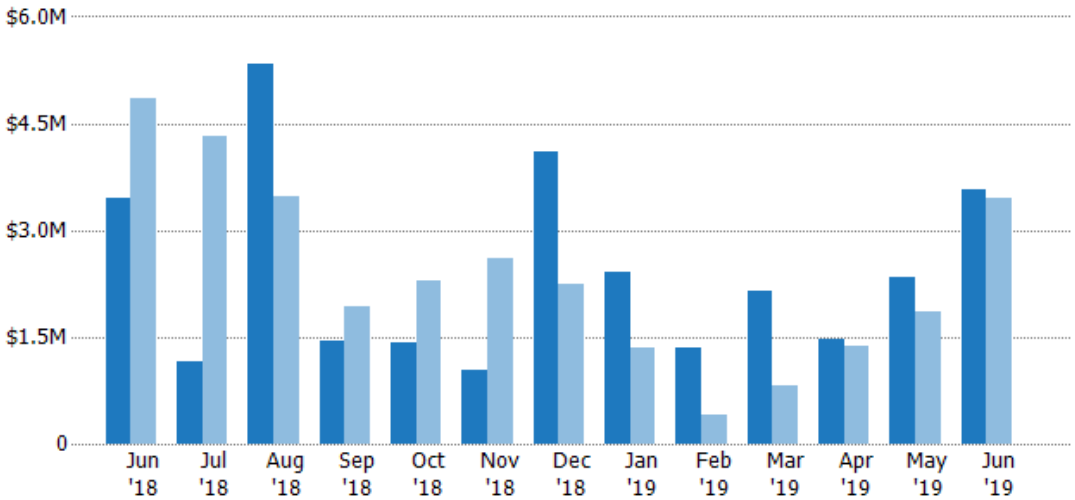
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	10	5	14	7	6	4	12	5	5	8	5	7	12
Prior Year	16	14	10	7	8	9	7	5	2	3	4	7	10
Percent Change from Prior Year	-38%	-64%	40%	0%	-25%	-56%	71%	0%	150%	167%	25%	0%	20%

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.
Jun '19	\$3.58M	3.8%
Jun '18	\$3.45M	-29%
Jun '17	\$4.86M	-66%

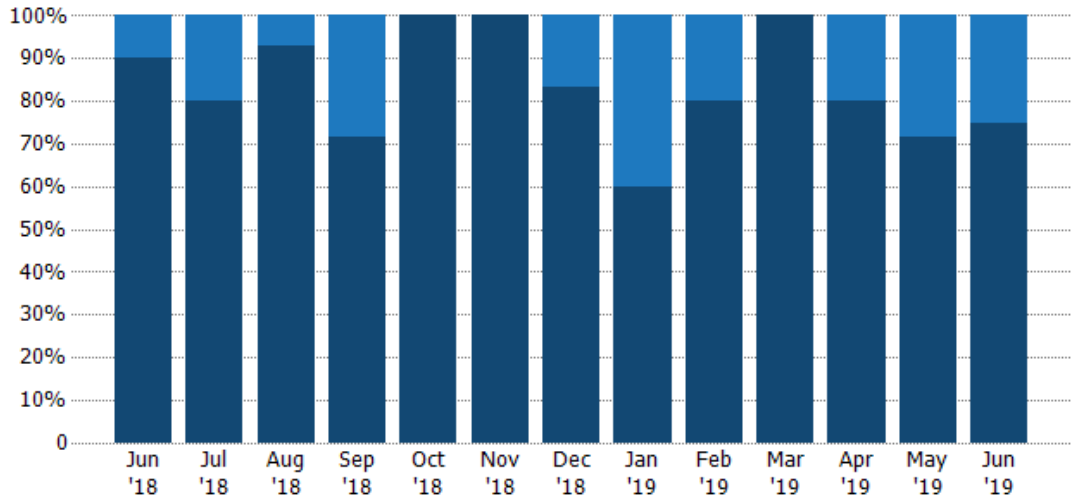
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$3.45M	\$1.16M	\$5.35M	\$1.45M	\$1.43M	\$1.05M	\$4.09M	\$2.42M	\$1.34M	\$2.15M	\$1.48M	\$2.35M	\$3.58M
Prior Year	\$4.86M	\$4.31M	\$3.48M	\$1.92M	\$2.29M	\$2.61M	\$2.24M	\$1.34M	\$414K	\$807K	\$1.38M	\$1.86M	\$3.45M
Percent Change from Prior Year	-29%	-73%	54%	-24%	-38%	-60%	83%	80%	225%	167%	7%	26%	4%

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



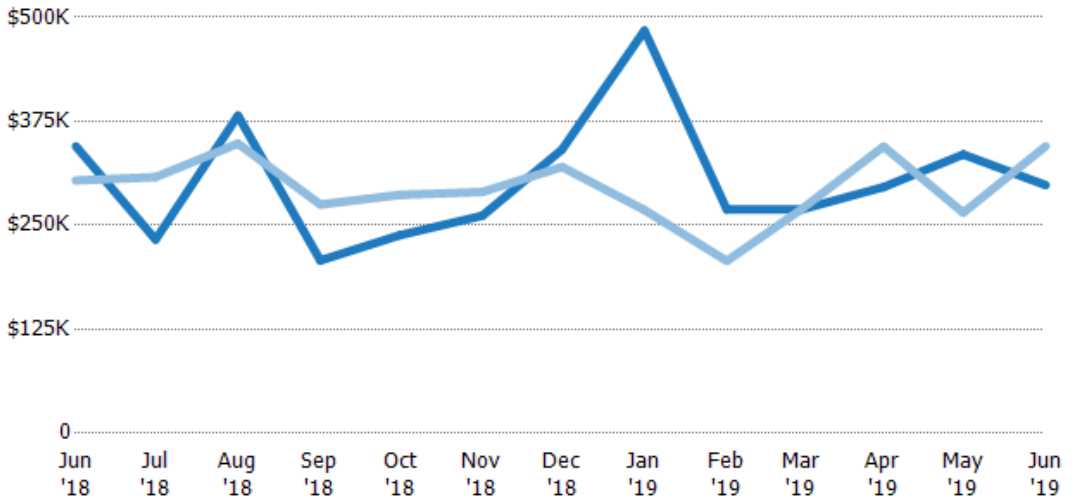
Condo/Townhouse	10%	20%	7%	29%	-	-	17%	40%	20%	-	20%	29%	25%
Single Family Residence	90%	80%	93%	71%	100%	100%	83%	60%	80%	100%	80%	71%	75%

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



Current Year	\$345K	\$233K	\$382K	\$208K	\$238K	\$262K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K
Prior Year	\$304K	\$308K	\$348K	\$275K	\$287K	\$290K	\$320K	\$268K	\$207K	\$269K	\$345K	\$265K	\$345K
Percent Change from Prior Year	14%	-24%	10%	-24%	-17%	-10%	7%	80%	30%	0%	-14%	26%	-14%

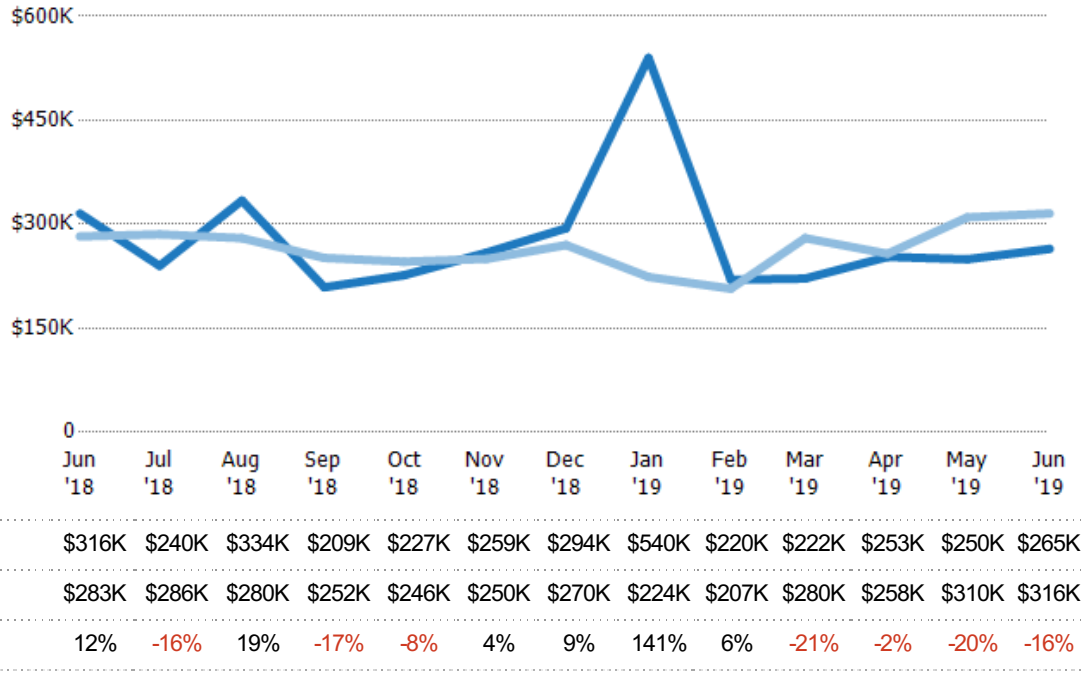
Median Sales Price

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.
Jun '19	\$265K	-16.2%
Jun '18	\$316K	11.7%
Jun '17	\$283K	-19.6%

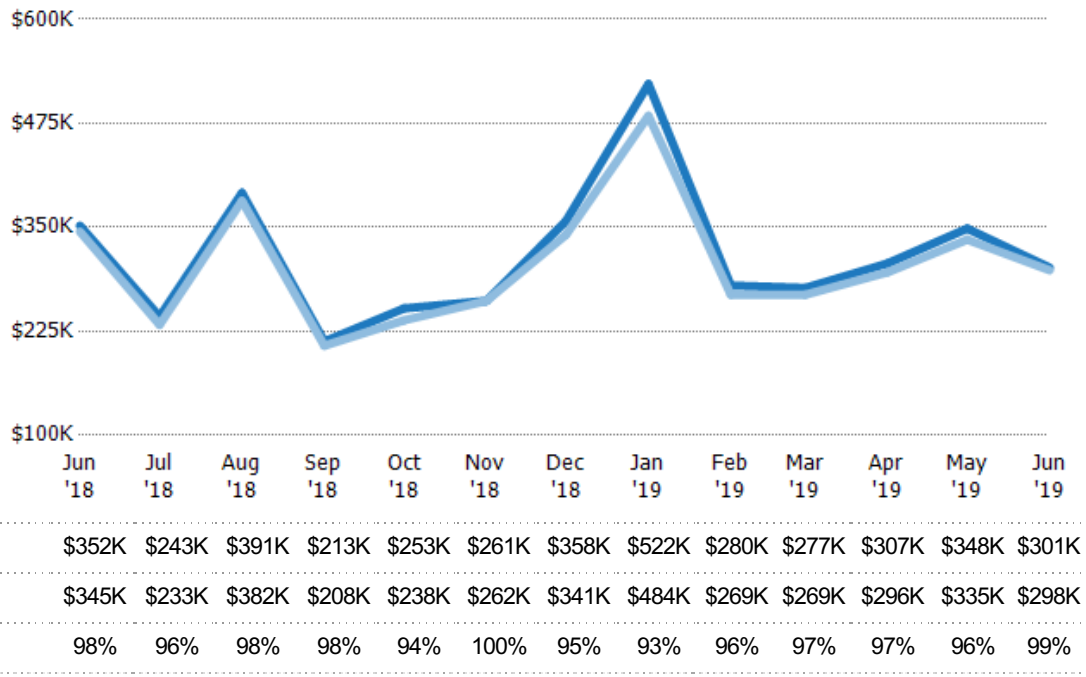


Average Sales Price vs Average Listing Price

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

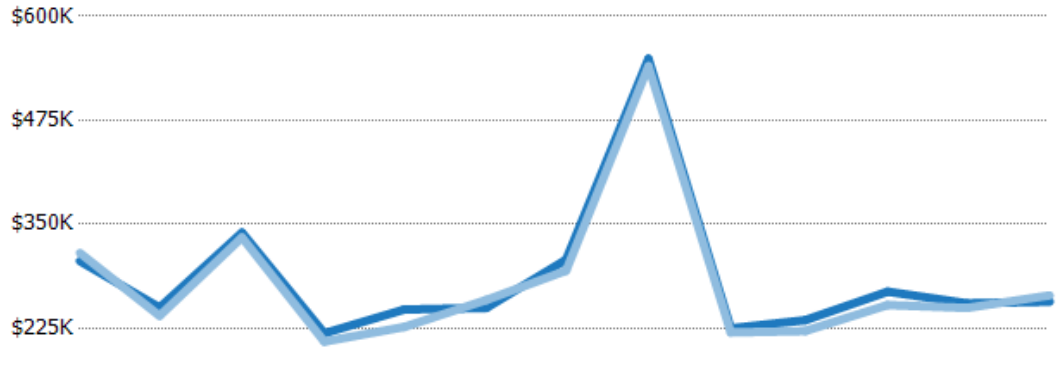


Median Sales Price vs Median Listing Price

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



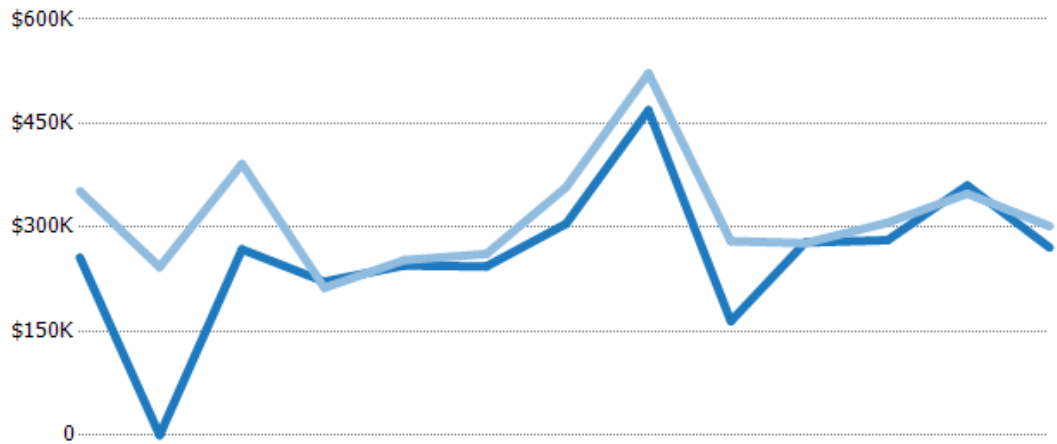
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$306K	\$250K	\$340K	\$219K	\$248K	\$249K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K
Median Sales Price	\$316K	\$240K	\$334K	\$209K	\$227K	\$259K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K
Med Sales Price as a % of Med List Price	103%	96%	98%	95%	92%	104%	96%	98%	98%	94%	94%	98%	103%

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



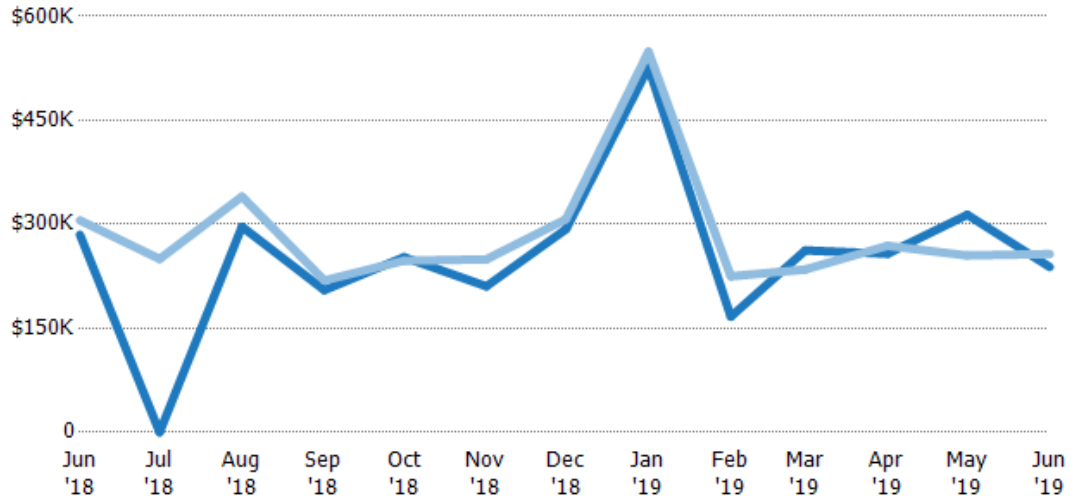
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$257K	\$0	\$268K	\$222K	\$245K	\$243K	\$305K	\$469K	\$164K	\$278K	\$281K	\$360K	\$271K
Avg Sales Price	\$352K	\$243K	\$391K	\$213K	\$253K	\$261K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K
Avg Sales Price as a % of Avg Est Value	137%	100%	146%	96%	103%	107%	117%	111%	170%	100%	109%	97%	111%

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



Median Est Value	\$285K	\$0	\$297K	\$205K	\$253K	\$211K	\$293K	\$526K	\$167K	\$262K	\$257K	\$314K	\$238K
Median Sales Price	\$306K	\$250K	\$340K	\$219K	\$248K	\$249K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K
Med Sales Price as a % of Med Est Value	107%	100%	115%	107%	98%	118%	105%	104%	135%	90%	104%	81%	108%