

Summary of Key Listing and Sales Metrics

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

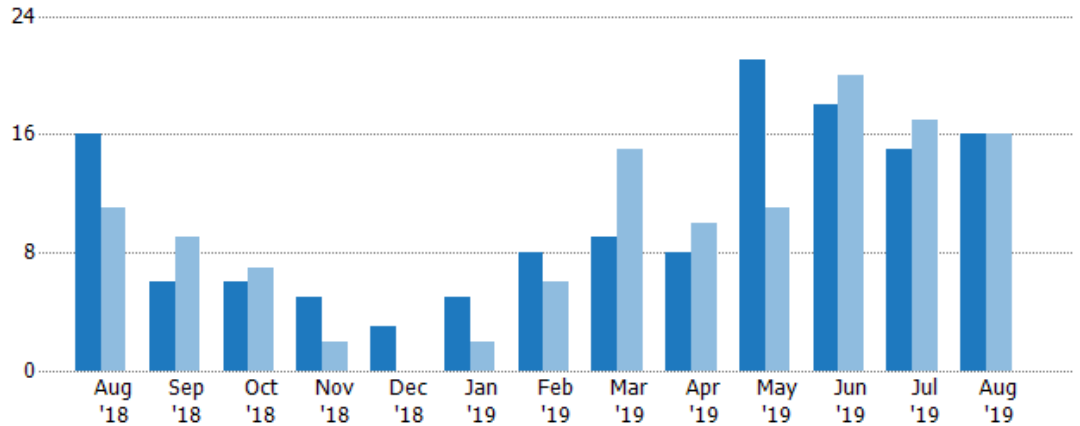
Key Metrics	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	16	+/-	100	97	+3.1%
New Listing Volume	\$5,403,800	\$5,354,100	+0.9%	\$34,130,200	\$37,615,300	-9.3%
Active Listing Count	38	51	-25.5%	N/A	N/A	
Active Listing Volume	\$15,234,500	\$23,828,300	-36.1%	N/A	N/A	
Average Listing Price	\$400,908	\$467,222	-14.2%	\$444,147	\$468,988	-5.3%
Median Listing Price	\$322,450	\$365,000	-11.7%	\$356,147	\$337,749	+5.4%
Median Days in RPR	60	70	-14.3%	105.71	118.76	-11%
Months of Inventory	3.2	10.2	-69%	5.5	3.7	+48%
Absorption Rate	31.58%	9.8%	+21.8%	18.15%	26.86%	-8.7%
Sales Activity Charts Metrics						
New Pending Sales Count	14	10	+40%	101	61	+65.6%
New Pending Sales Volume	\$4,861,900	\$2,502,700	+94.3%	\$34,582,200	\$19,606,850	+76.4%
Pending Sales Count	22	13	+69.2%	N/A	N/A	
Pending Sales Volume	\$8,034,400	\$3,795,700	+111.7%	N/A	N/A	
Closed Sales Count	23	14	+64.3%	77	51	+51%
Closed Sales Volume	\$7,751,850	\$5,345,000	+45%	\$24,741,600	\$16,051,825	+54.1%
Average Sales Price	\$337,037	\$381,786	-11.7%	\$321,319	\$314,742	+2.1%
Median Sales Price	\$325,000	\$334,250	-2.8%	\$293,825	\$293,324	+0.2%

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



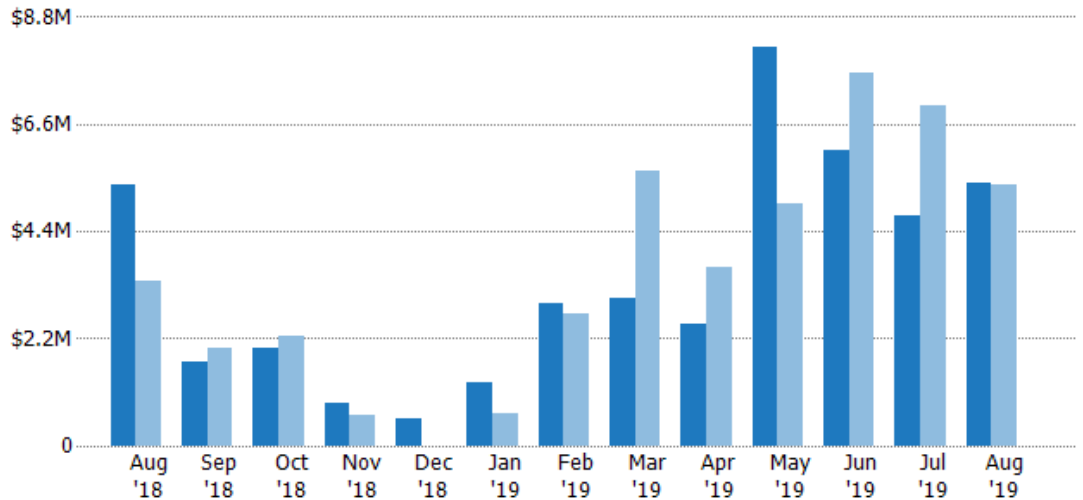
Current Year	16	6	6	5	3	5	8	9	8	21	18	15	16
Prior Year	11	9	7	2	-	2	6	15	10	11	20	17	16
Percent Change from Prior Year	45%	-33%	-14%	150%	100%	150%	33%	-40%	-20%	91%	-10%	-12%	0%

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	\$5.35M	\$1.71M	\$2M	\$871K	\$555K	\$1.32M	\$2.91M	\$3.04M	\$2.48M	\$8.18M	\$6.08M	\$4.73M	\$5.4M
Prior Year	\$3.37M	\$2.01M	\$2.26M	\$636K	-	\$670K	\$2.71M	\$5.63M	\$3.66M	\$4.96M	\$7.64M	\$6.99M	\$5.35M
Percent Change from Prior Year	59%	-15%	-11%	37%	100%	96%	7%	-46%	-32%	65%	-20%	-32%	1%

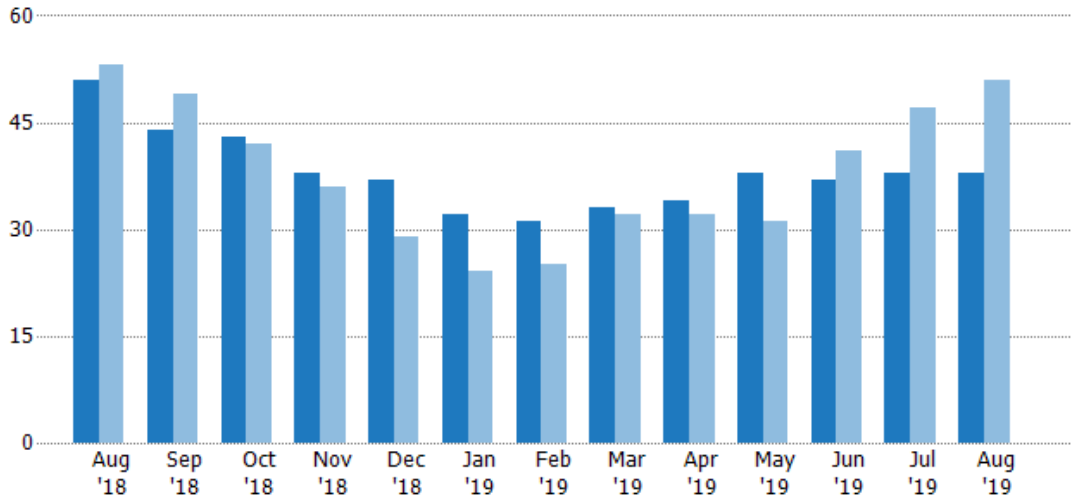
Active Listings

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.
Aug '19	38	-25.5%
Aug '18	51	-3.8%
Aug '17	53	9.4%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	51	44	43	38	37	32	31	33	34	38	37	38	38
Prior Year	53	49	42	36	29	24	25	32	32	31	41	47	51
Percent Change from Prior Year	-4%	-10%	2%	6%	28%	33%	24%	3%	6%	23%	-10%	-19%	-25%

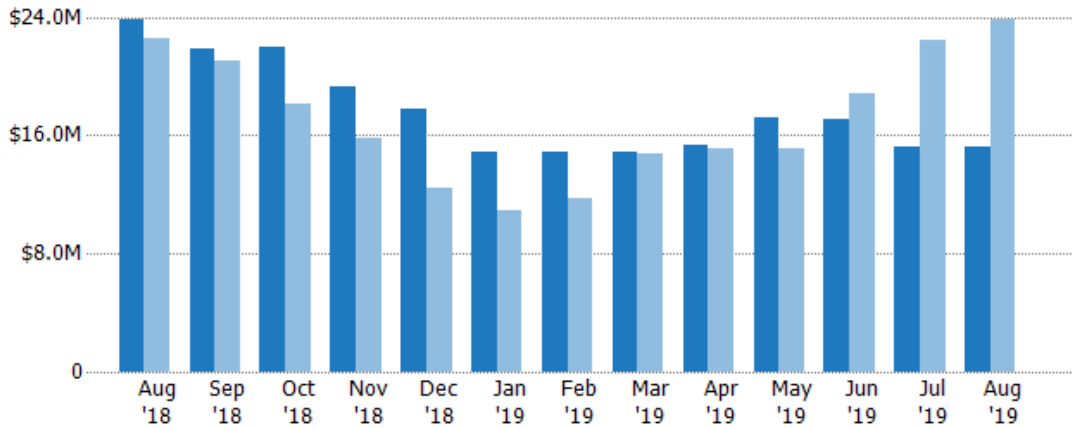
Active Listing Volume

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.
Aug '19	\$15.2M	-36.1%
Aug '18	\$23.8M	5.8%
Aug '17	\$22.5M	-13.3%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$23.8M	\$21.9M	\$21.9M	\$19.3M	\$17.8M	\$14.9M	\$14.9M	\$14.9M	\$15.4M	\$17.2M	\$17.1M	\$15.2M	\$15.2M
Prior Year	\$22.5M	\$21M	\$18.2M	\$15.7M	\$12.4M	\$10.9M	\$11.8M	\$14.7M	\$15.1M	\$15.2M	\$18.8M	\$22.4M	\$23.8M
Percent Change from Prior Year	6%	4%	21%	22%	44%	36%	27%	1%	2%	13%	-9%	-32%	-36%

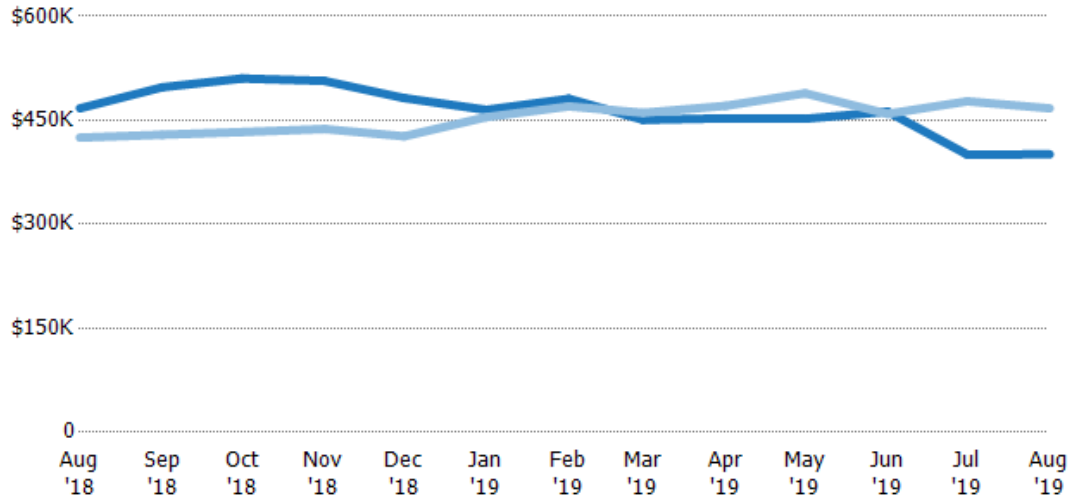
Average Listing Price

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.
Aug '19	\$401K	-14.2%
Aug '18	\$467K	9.9%
Aug '17	\$425K	-20.8%



Current Year	\$467K	\$498K	\$510K	\$507K	\$482K	\$465K	\$481K	\$451K	\$453K	\$452K	\$462K	\$401K	\$401K
Prior Year	\$425K	\$429K	\$433K	\$437K	\$427K	\$455K	\$470K	\$461K	\$471K	\$489K	\$459K	\$477K	\$467K
Percent Change from Prior Year	10%	16%	18%	16%	13%	2%	2%	-2%	-4%	-8%	1%	-16%	-14%

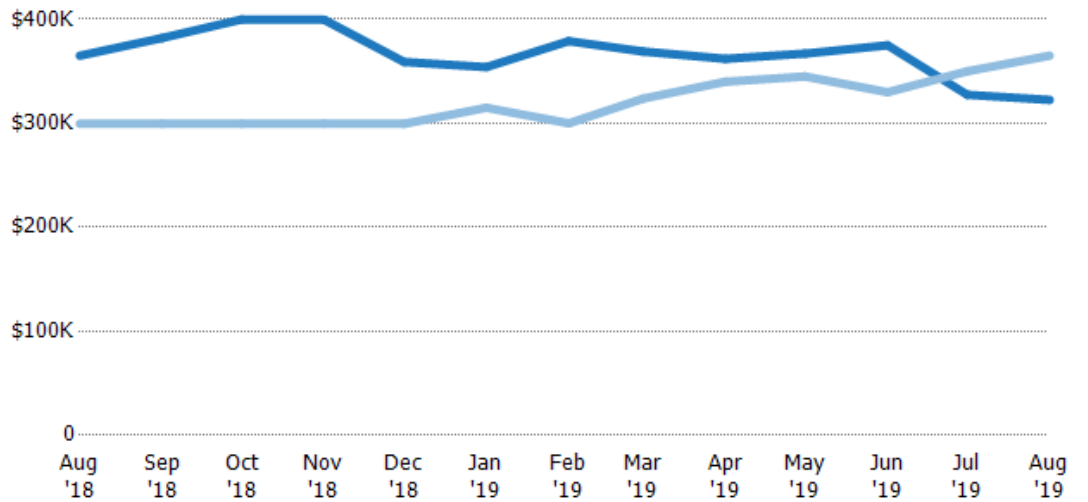
Median Listing Price

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.
Aug '19	\$322K	-11.7%
Aug '18	\$365K	21.9%
Aug '17	\$300K	-11.5%



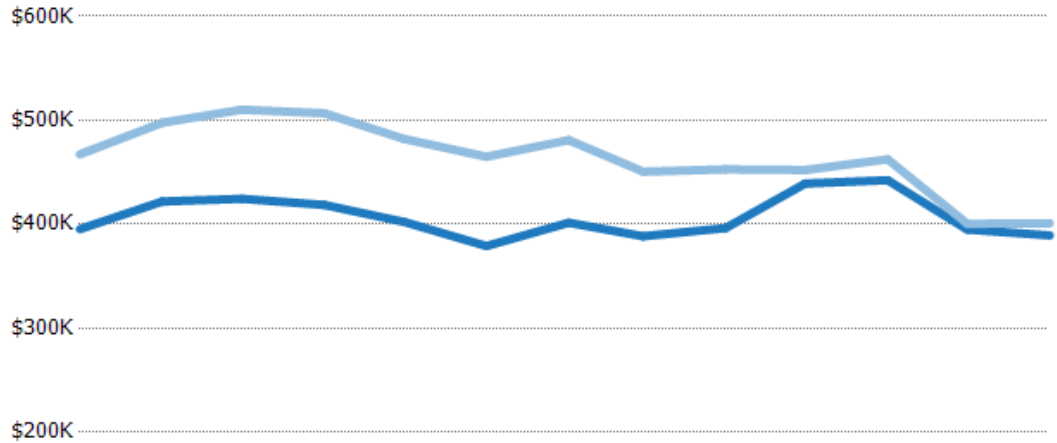
Current Year	\$365K	\$382K	\$400K	\$399K	\$359K	\$354K	\$379K	\$369K	\$362K	\$367K	\$375K	\$327K	\$322K
Prior Year	\$300K	\$300K	\$300K	\$300K	\$300K	\$315K	\$300K	\$324K	\$340K	\$345K	\$330K	\$350K	\$365K
Percent Change from Prior Year	22%	28%	34%	33%	20%	12%	26%	14%	6%	6%	14%	-6%	-12%

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



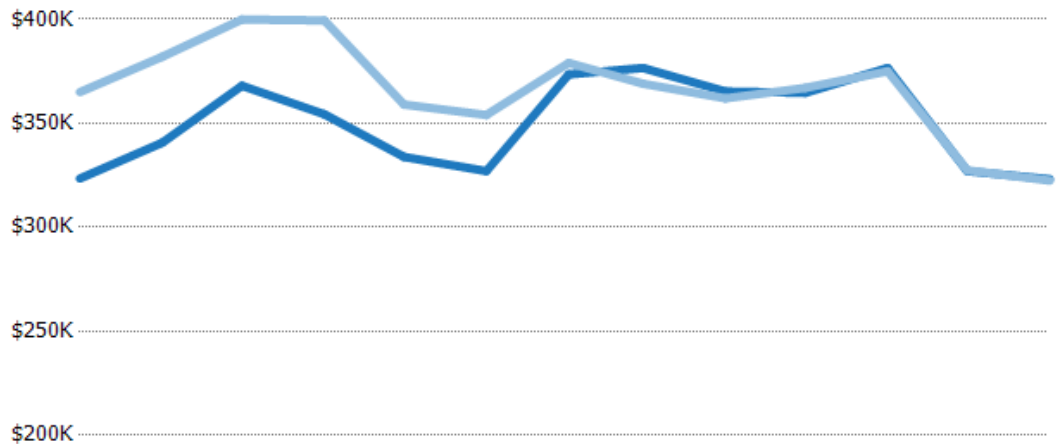
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$395K	\$422K	\$424K	\$419K	\$402K	\$379K	\$401K	\$389K	\$396K	\$439K	\$442K	\$395K	\$389K
Avg Listing Price	\$467K	\$498K	\$510K	\$507K	\$482K	\$465K	\$481K	\$451K	\$453K	\$452K	\$462K	\$401K	\$401K
Avg Listing Price as a % of Avg Est Value	118%	118%	120%	121%	120%	123%	120%	116%	114%	103%	105%	101%	103%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$323K	\$341K	\$368K	\$354K	\$334K	\$327K	\$374K	\$377K	\$365K	\$365K	\$377K	\$327K	\$323K
Median Listing Price	\$365K	\$382K	\$400K	\$399K	\$359K	\$354K	\$379K	\$369K	\$362K	\$367K	\$375K	\$327K	\$322K
Med Listing Price as a % of Med Est Value	113%	112%	109%	113%	108%	108%	101%	98%	99%	101%	100%	100%	100%

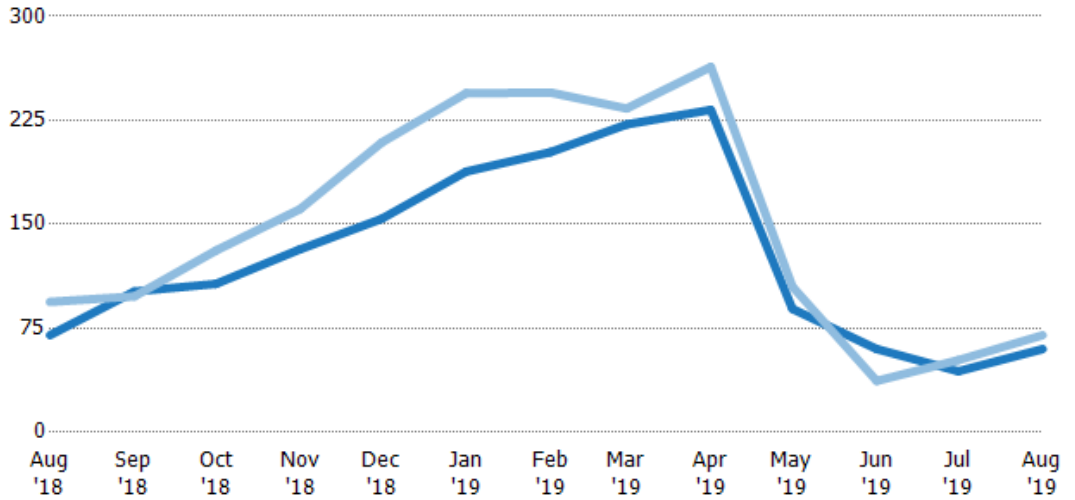
Median Days in RPR

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.
Aug '19	60	-14.3%
Aug '18	70	-25.5%
Aug '17	94	22.3%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	70	102	107	132	154	188	202	222	233	89	60	44	60
Prior Year	94	98	131	161	209	245	245	234	264	105	37	52	70
Percent Change from Prior Year	-26%	4%	-18%	-18%	-26%	-23%	-18%	-5%	-12%	-15%	62%	-15%	-14%

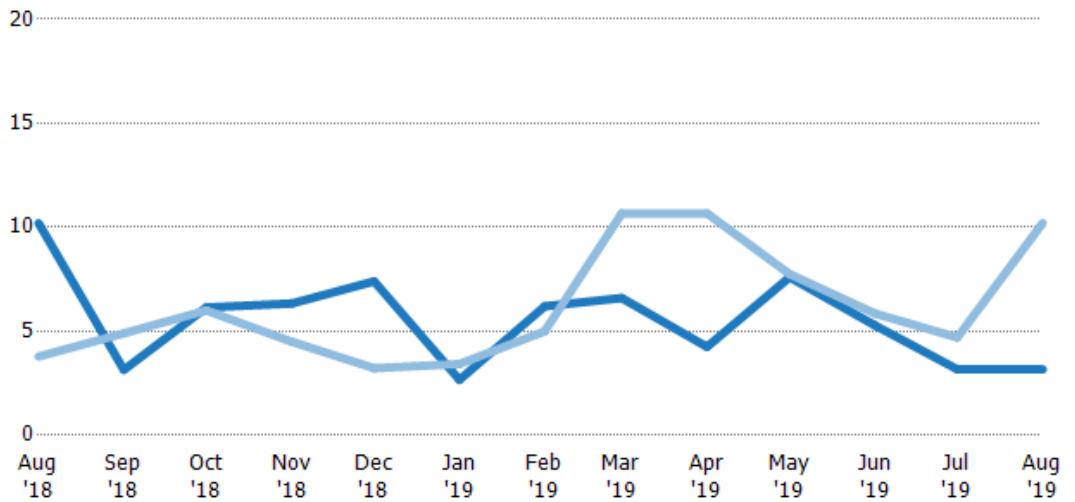
Months of Inventory

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.
Aug '19	3.17	-69%
Aug '18	10.2	169.4%
Aug '17	3.79	118.9%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10.2	3.14	6.14	6.33	7.4	2.67	6.2	6.6	4.25	7.6	5.29	3.17	3.17
Prior Year	3.79	4.9	6	4.5	3.22	3.43	5	10.7	10.7	7.75	5.86	4.7	10.2
Percent Change from Prior Year	169%	-36%	2%	41%	130%	-22%	24%	-38%	-60%	-2%	-10%	-33%	-69%

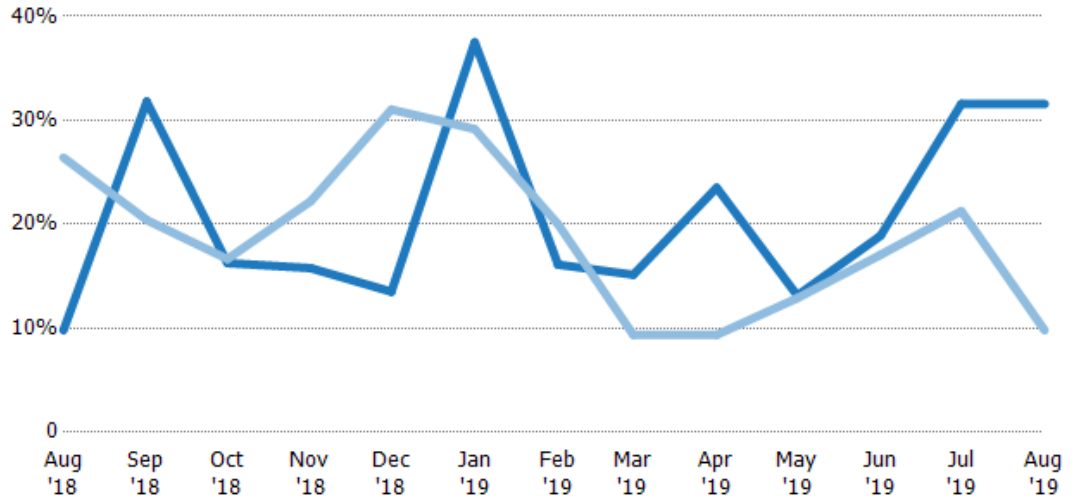
Absorption Rate

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.
Aug '19	32%	-21.8%
Aug '18	10%	16.6%
Aug '17	26%	-54.3%



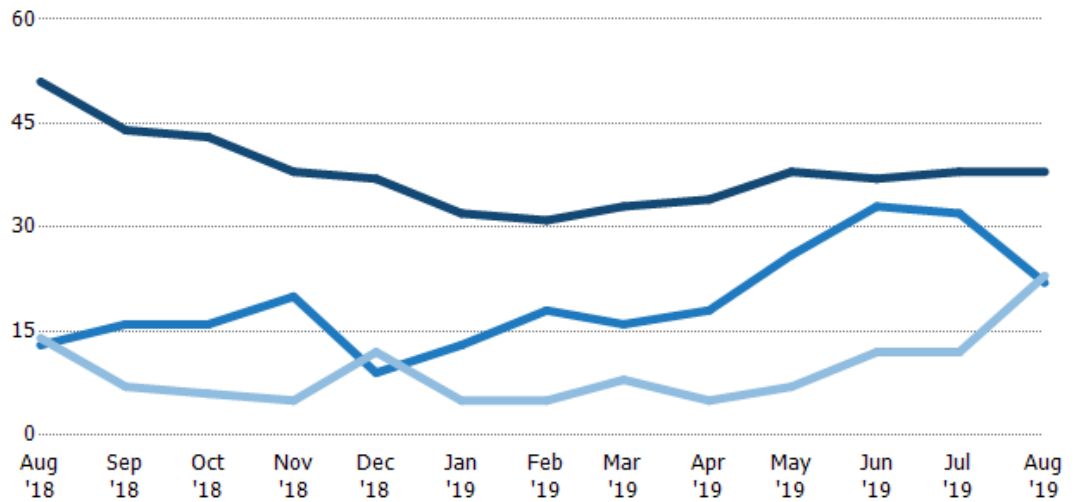
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	10%	32%	16%	16%	14%	38%	16%	15%	24%	13%	19%	32%	32%
Prior Year	26%	20%	17%	22%	31%	29%	20%	9%	9%	13%	17%	21%	10%
Change from Prior Year	17%	-11%	0%	6%	18%	-8%	4%	-6%	-14%	0%	-2%	-10%	-22%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	51	44	43	38	37	32	31	33	34	38	37	38	38
Pending	13	16	16	20	9	13	18	16	18	26	33	32	22
Sold	14	7	6	5	12	5	5	8	5	7	12	12	23

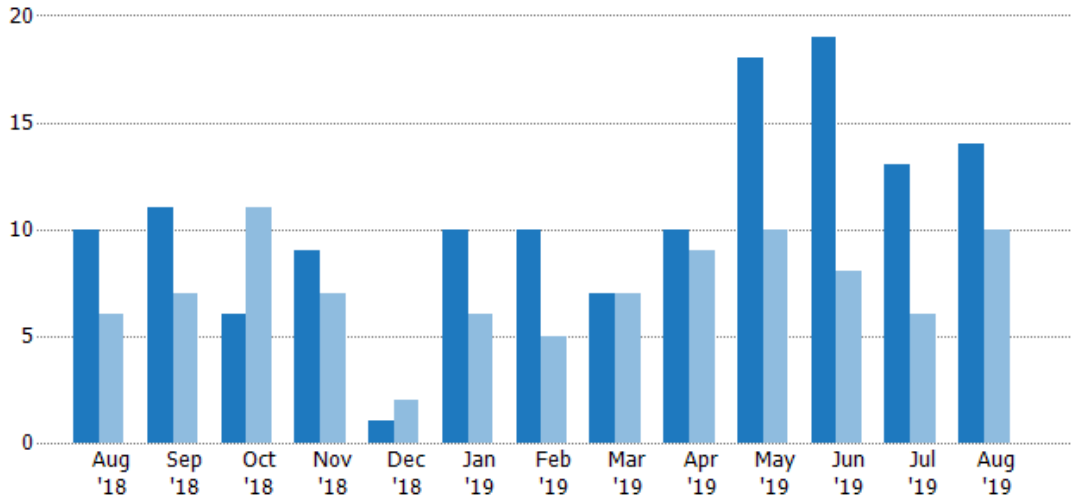
New Pending Sales

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.
Aug '19	14	40%
Aug '18	10	66.7%
Aug '17	6	83.3%



Current Year	10	11	6	9	1	10	10	7	10	18	19	13	14
Prior Year	6	7	11	7	2	6	5	7	9	10	8	6	10
Percent Change from Prior Year	67%	57%	-45%	29%	-50%	67%	100%	0%	11%	80%	138%	117%	40%

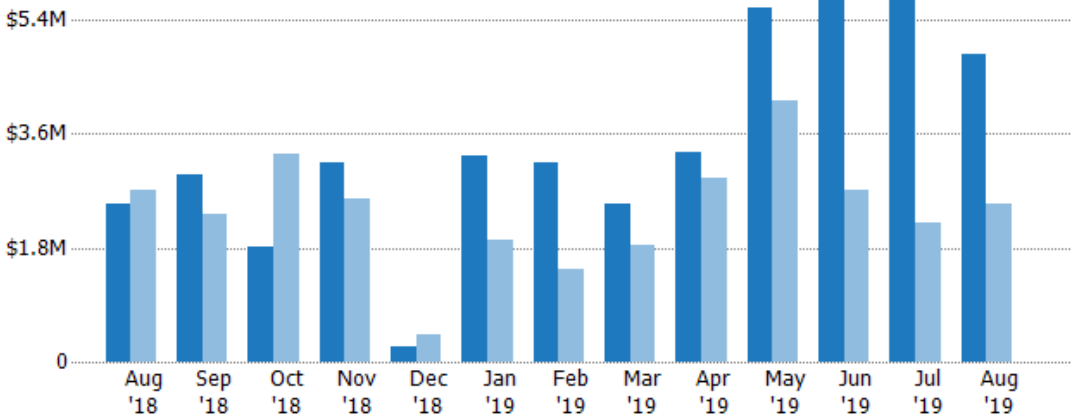
New Pending Sales Volume

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.
Aug '19	\$4.86M	94.3%
Aug '18	\$2.5M	-7.3%
Aug '17	\$2.7M	35.6%



Current Year	\$2.5M	\$2.95M	\$1.81M	\$3.13M	\$245K	\$3.25M	\$3.15M	\$2.5M	\$3.32M	\$5.59M	\$6.06M	\$5.86M	\$4.86M
Prior Year	\$2.7M	\$2.32M	\$3.28M	\$2.56M	\$440K	\$1.91M	\$1.45M	\$1.85M	\$2.89M	\$4.11M	\$2.7M	\$2.19M	\$2.5M
Percent Change from Prior Year	-7%	27%	-45%	22%	-44%	70%	117%	35%	15%	36%	124%	168%	94%

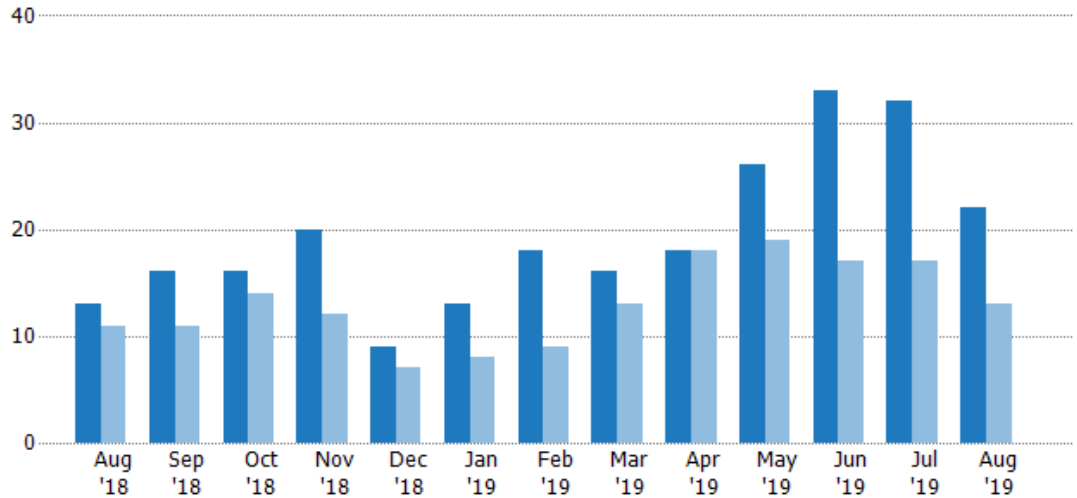
Pending Sales

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.
Aug '19	22	69.2%
Aug '18	13	18.2%
Aug '17	11	36.4%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	13	16	16	20	9	13	18	16	18	26	33	32	22
Prior Year	11	11	14	12	7	8	9	13	18	19	17	17	13
Percent Change from Prior Year	18%	45%	14%	67%	29%	63%	100%	23%	0%	37%	94%	88%	69%

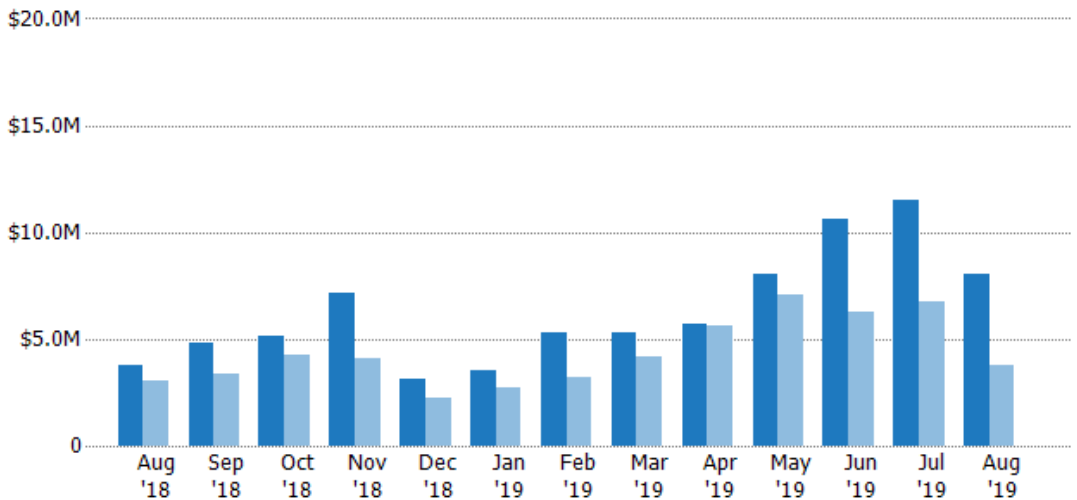
Pending Sales Volume

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.
Aug '19	\$8.03M	111.7%
Aug '18	\$3.8M	25.8%
Aug '17	\$3.02M	55.5%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$3.8M	\$4.84M	\$5.14M	\$7.15M	\$3.1M	\$3.56M	\$5.31M	\$5.29M	\$5.71M	\$8.04M	\$10.6M	\$11.5M	\$8.03M
Prior Year	\$3.02M	\$3.35M	\$4.29M	\$4.13M	\$2.22M	\$2.73M	\$3.19M	\$4.21M	\$5.59M	\$7.06M	\$6.24M	\$6.77M	\$3.8M
Percent Change from Prior Year	26%	44%	20%	73%	40%	31%	66%	26%	2%	14%	70%	70%	112%

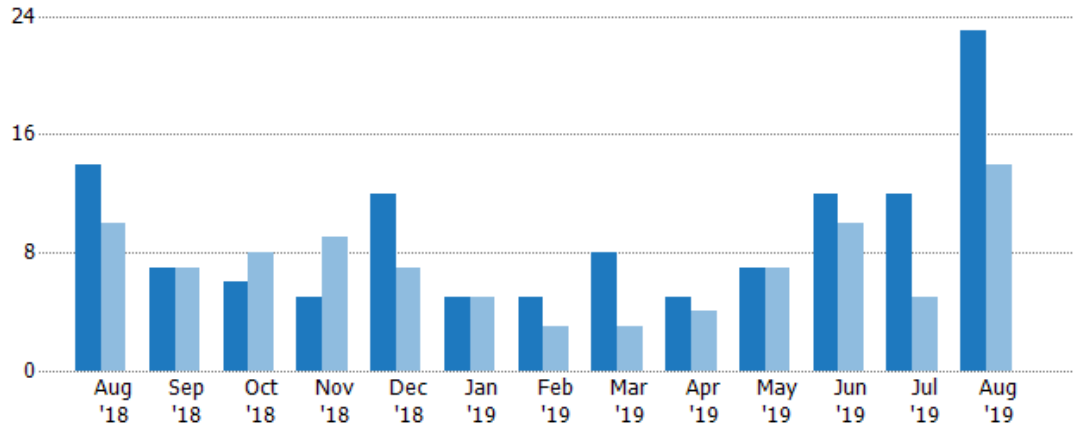
Closed Sales

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.
Aug '19	23	64.3%
Aug '18	14	40%
Aug '17	10	-10%



Current Year	14	7	6	5	12	5	5	8	5	7	12	12	23
Prior Year	10	7	8	9	7	5	3	3	4	7	10	5	14
Percent Change from Prior Year	40%	0%	-25%	-44%	71%	0%	67%	167%	25%	0%	20%	140%	64%

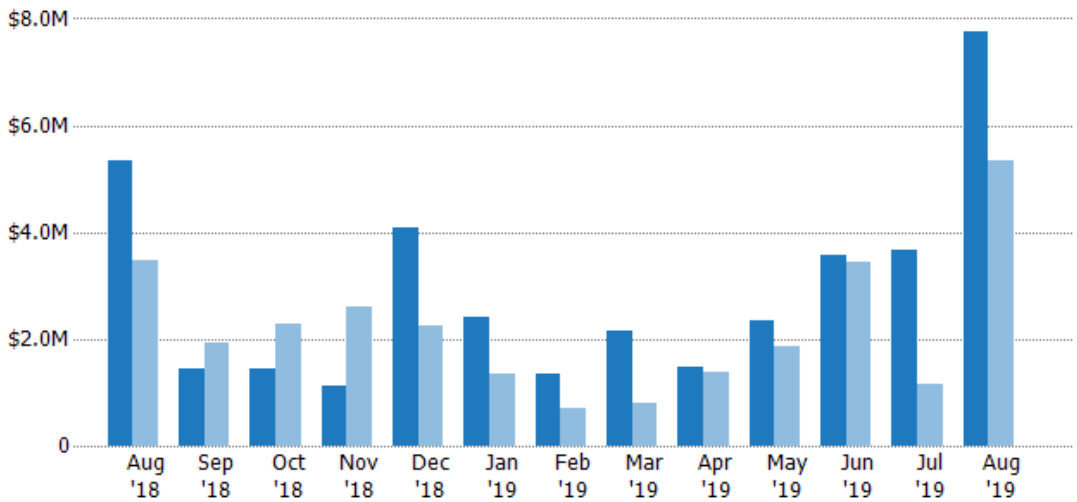
Closed Sales Volume

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.
Aug '19	\$7.75M	45%
Aug '18	\$5.35M	53.5%
Aug '17	\$3.48M	-34.3%



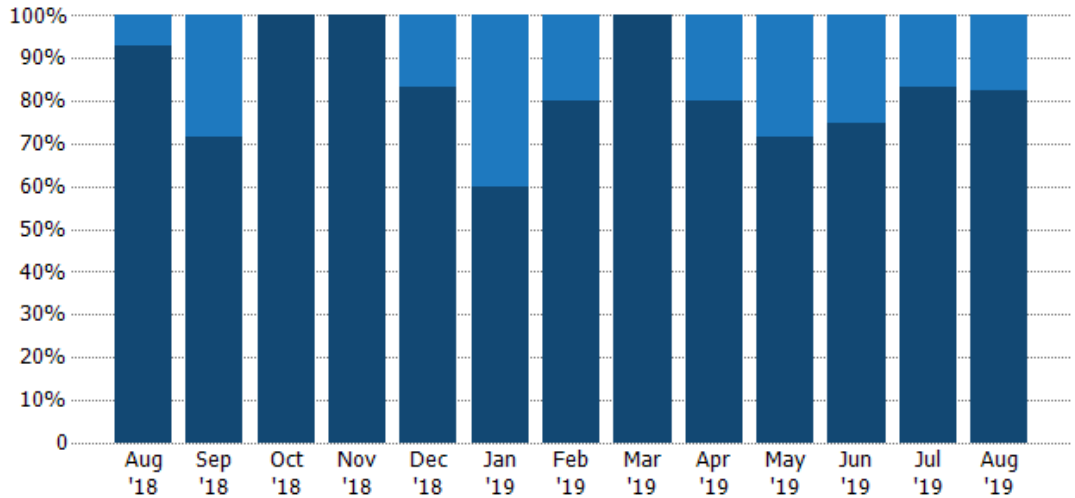
Current Year	\$5.35M	\$1.45M	\$1.43M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$2.15M	\$1.48M	\$2.35M	\$3.58M	\$3.67M	\$7.75M
Prior Year	\$3.48M	\$1.92M	\$2.29M	\$2.61M	\$2.24M	\$1.34M	\$709K	\$807K	\$1.38M	\$1.86M	\$3.45M	\$1.16M	\$5.35M
Percent Change from Prior Year	54%	-24%	-38%	-58%	83%	80%	90%	167%	7%	26%	4%	215%	45%

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



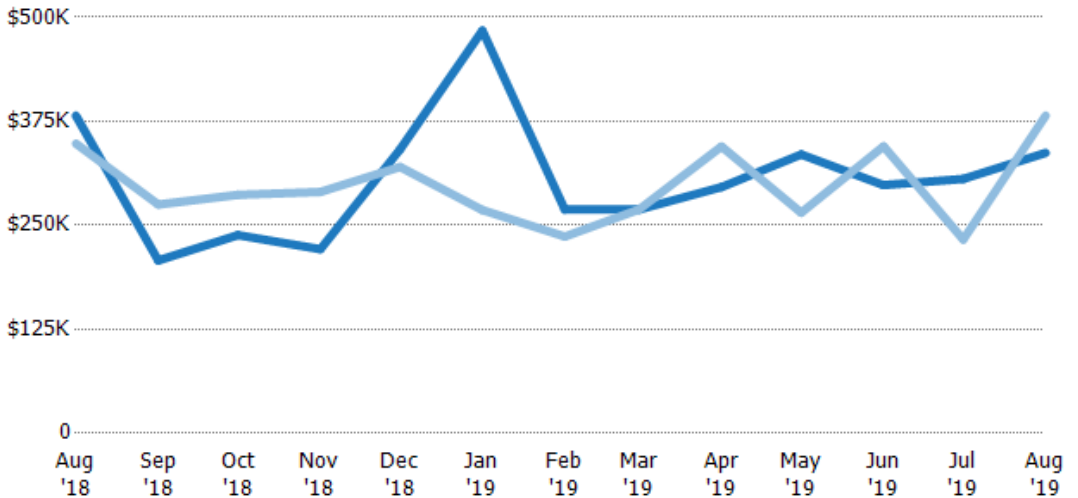
Condo/Townhouse	7%	29%	-	-	17%	40%	20%	-	20%	29%	25%	17%	17%
Single Family Residence	93%	71%	100%	100%	83%	60%	80%	100%	80%	71%	75%	83%	83%

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	\$382K	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K	\$337K
Prior Year	\$348K	\$275K	\$287K	\$290K	\$320K	\$268K	\$236K	\$269K	\$345K	\$265K	\$345K	\$233K	\$382K
Percent Change from Prior Year	10%	-24%	-17%	-24%	7%	80%	14%	0%	-14%	26%	-14%	31%	-12%

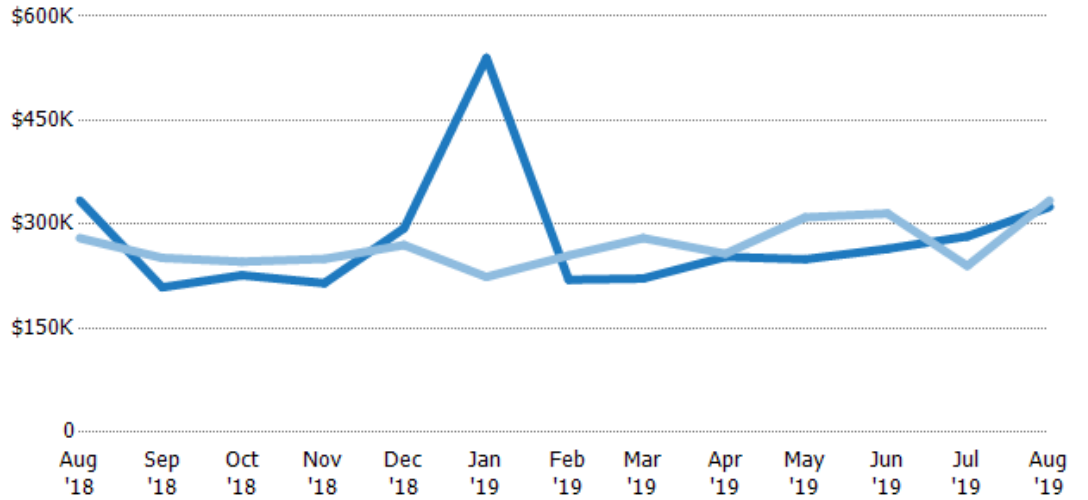
Median Sales Price

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.
Aug '19	\$325K	-2.8%
Aug '18	\$334K	19.4%
Aug '17	\$280K	-19.7%



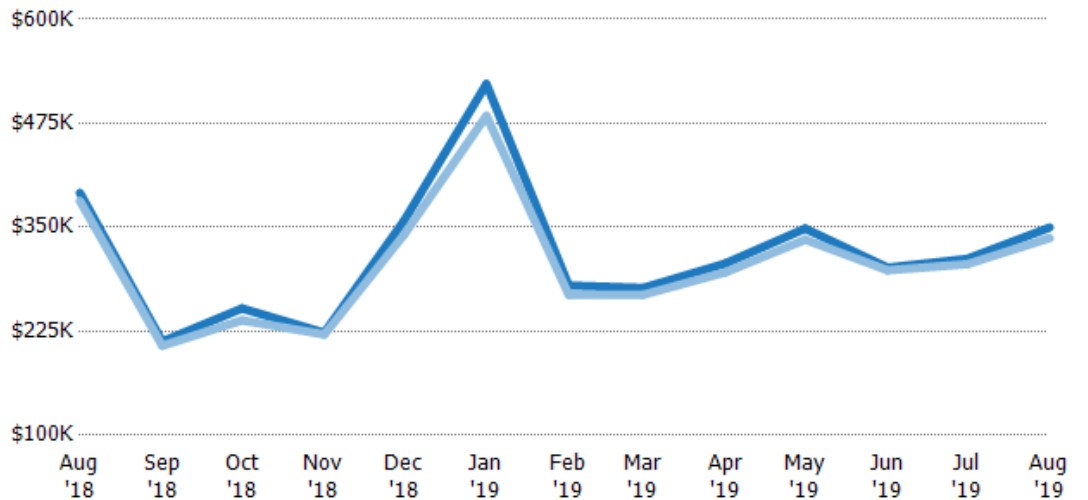
Current Year	\$334K	\$209K	\$227K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K	\$325K
Prior Year	\$280K	\$252K	\$246K	\$250K	\$270K	\$224K	\$255K	\$280K	\$258K	\$310K	\$316K	\$240K	\$334K
Percent Change from Prior Year	19%	-17%	-8%	-14%	9%	141%	-14%	-21%	-2%	-20%	-16%	18%	-3%

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



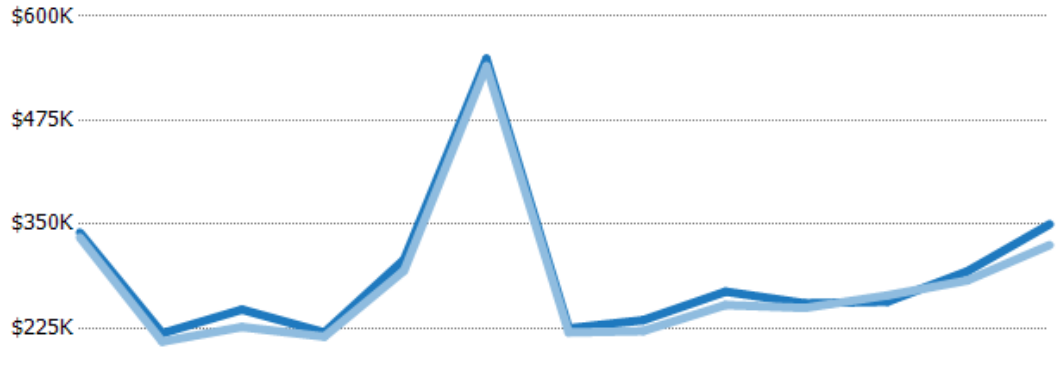
Avg List Price	\$391K	\$213K	\$253K	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K	\$350K
Avg Sales Price	\$382K	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K	\$337K
Avg Sales Price as a % of Avg List Price	98%	98%	94%	99%	95%	93%	96%	97%	97%	96%	99%	98%	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



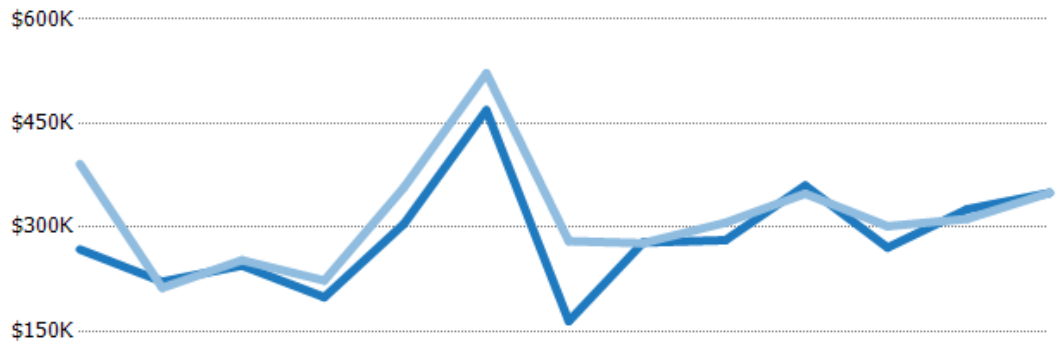
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$340K	\$219K	\$248K	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K	\$350K
Median Sales Price	\$334K	\$209K	\$227K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K	\$325K
Med Sales Price as a % of Med List Price	98%	95%	92%	98%	96%	98%	98%	94%	94%	98%	103%	96%	93%

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



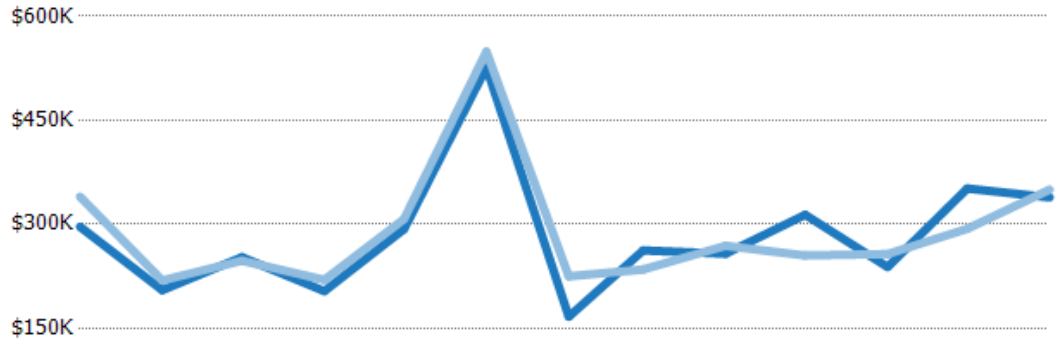
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$268K	\$222K	\$245K	\$199K	\$305K	\$469K	\$164K	\$278K	\$281K	\$360K	\$271K	\$326K	\$350K
Avg Sales Price	\$391K	\$213K	\$253K	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K	\$350K
Avg Sales Price as a % of Avg Est Value	146%	96%	103%	112%	117%	111%	170%	100%	109%	97%	111%	96%	100%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$297K	\$205K	\$253K	\$203K	\$293K	\$526K	\$167K	\$262K	\$257K	\$314K	\$238K	\$352K	\$339K
Median Sales Price	\$340K	\$219K	\$248K	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K	\$350K
Med Sales Price as a % of Med Est Value	115%	107%	98%	108%	105%	104%	135%	90%	104%	81%	108%	83%	103%