

Summary of Key Listing and Sales Metrics

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

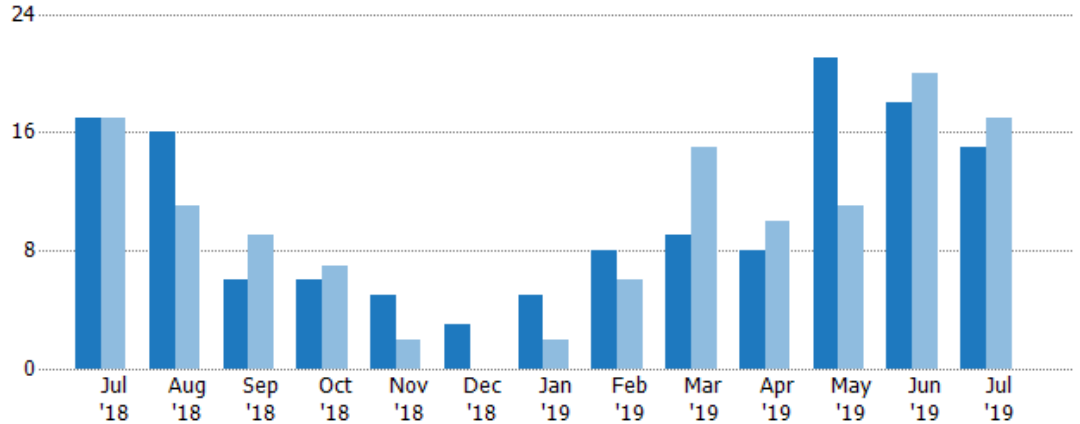
Key Metrics	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	17	-11.8%	84	81	+3.7%
New Listing Volume	\$4,732,100	\$6,987,700	-32.3%	\$28,726,400	\$32,261,200	-11%
Active Listing Count	38	47	-19.1%	N/A	N/A	
Active Listing Volume	\$15,220,600	\$22,436,400	-32.2%	N/A	N/A	
Average Listing Price	\$400,542	\$477,370	-16.1%	\$450,909	\$469,376	-3.9%
Median Listing Price	\$327,400	\$350,000	-6.5%	\$361,416	\$331,758	+8.9%
Median Days in RPR	44	52	-15.4%	125.18	137.22	-8.8%
Months of Inventory	3.2	4.7	-32.6%	6.6	3.5	+86.8%
Absorption Rate	31.58%	21.28%	+10.3%	15.23%	28.45%	-13.2%
Sales Activity Charts Metrics						
New Pending Sales Count	13	6	+116.7%	87	51	+70.6%
New Pending Sales Volume	\$5,858,900	\$2,189,900	+167.5%	\$29,720,300	\$17,104,150	+73.8%
Pending Sales Count	32	17	+88.2%	N/A	N/A	
Pending Sales Volume	\$11,496,900	\$6,771,800	+69.8%	N/A	N/A	
Closed Sales Count	12	5	+140%	54	37	+45.9%
Closed Sales Volume	\$3,668,000	\$1,164,000	+215.1%	\$16,989,750	\$10,706,825	+58.7%
Average Sales Price	\$305,667	\$232,800	+31.3%	\$314,625	\$289,374	+8.7%
Median Sales Price	\$282,500	\$240,000	+17.7%	\$280,546	\$277,838	+1%

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



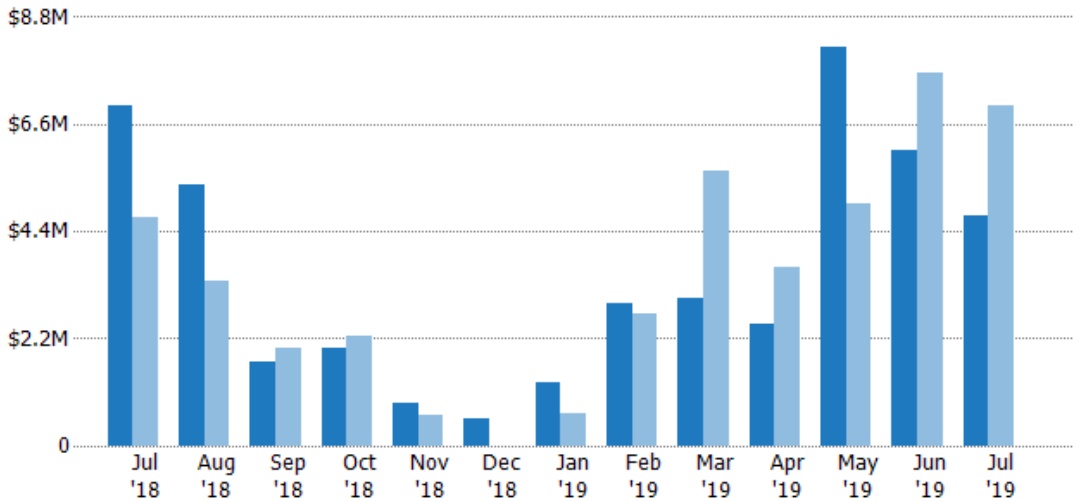
Current Year	17	16	6	6	5	3	5	8	9	8	21	18	15
Prior Year	17	11	9	7	2	-	2	6	15	10	11	20	17
Percent Change from Prior Year	0%	45%	-33%	-14%	150%	100%	150%	33%	-40%	-20%	91%	-10%	-12%

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	\$6.99M	\$5.35M	\$1.71M	\$2M	\$871K	\$555K	\$1.32M	\$2.91M	\$3.04M	\$2.48M	\$8.18M	\$6.08M	\$4.73M
Prior Year	\$4.69M	\$3.37M	\$2.01M	\$2.26M	\$636K	-	\$670K	\$2.71M	\$5.63M	\$3.66M	\$4.96M	\$7.64M	\$6.99M
Percent Change from Prior Year	49%	59%	-15%	-11%	37%	100%	96%	7%	-46%	-32%	65%	-20%	-32%

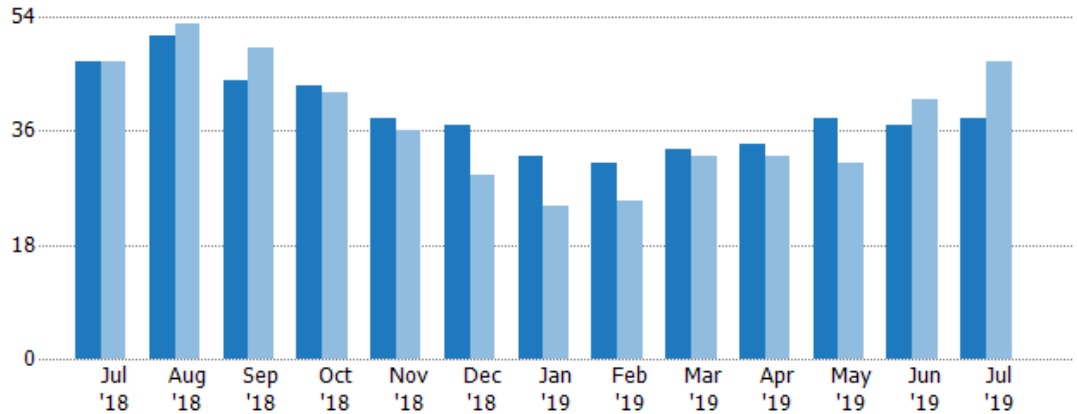
Active Listings

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.
Jul '19	38	-19.1%
Jul '18	47	0%
Jul '17	47	31.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	47	51	44	43	38	37	32	31	33	34	38	37	38
Prior Year	47	53	49	42	36	29	24	25	32	32	31	41	47
Percent Change from Prior Year	0%	-4%	-10%	2%	6%	28%	33%	24%	3%	6%	23%	-10%	-19%

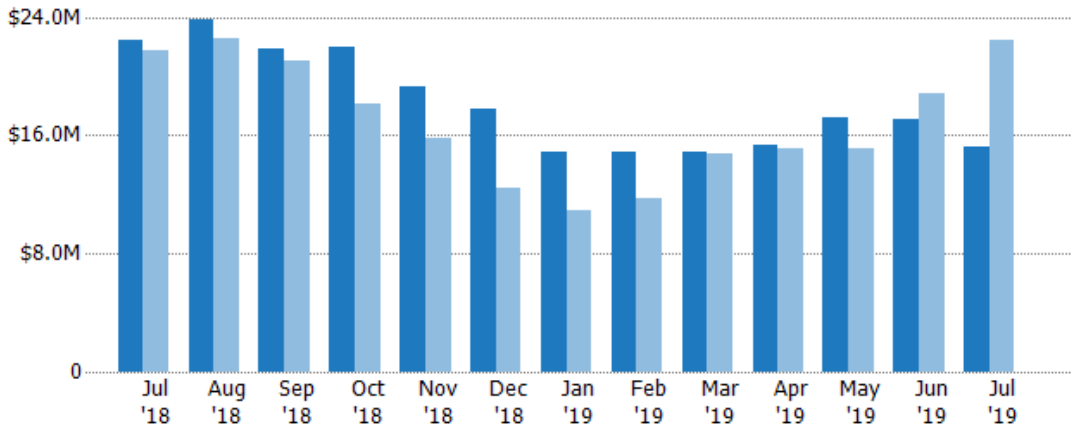
Active Listing Volume

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.
Jul '19	\$15.2M	-32.2%
Jul '18	\$22.4M	3.4%
Jul '17	\$21.7M	-2.1%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$22.4M	\$23.8M	\$21.9M	\$21.9M	\$19.3M	\$17.8M	\$14.9M	\$14.9M	\$14.9M	\$15.4M	\$17.2M	\$17.1M	\$15.2M
Prior Year	\$21.7M	\$22.5M	\$21M	\$18.2M	\$15.7M	\$12.4M	\$10.9M	\$11.8M	\$14.7M	\$15.1M	\$15.2M	\$18.8M	\$22.4M
Percent Change from Prior Year	3%	6%	4%	21%	22%	44%	36%	27%	1%	2%	13%	-9%	-32%

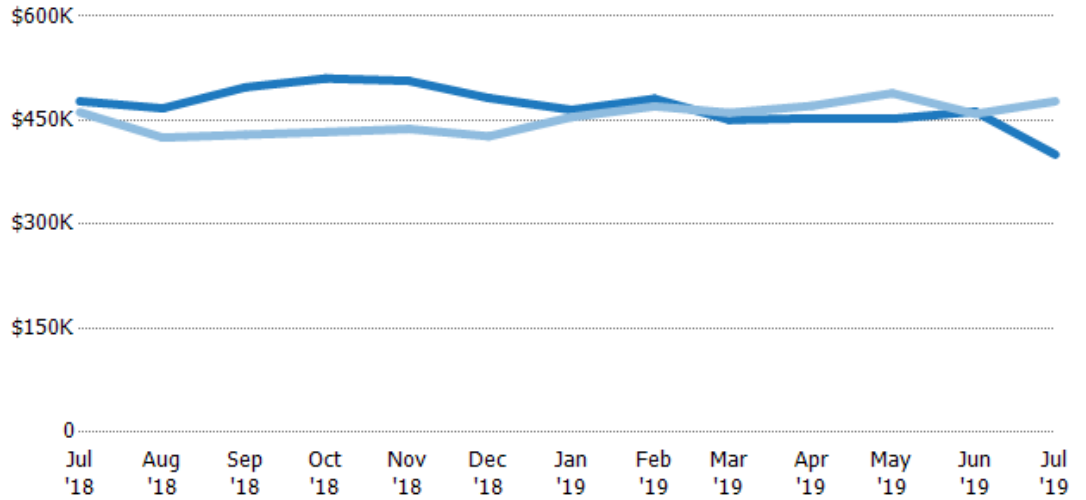
Average Listing Price

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.
Jul '19	\$401K	-16.1%
Jul '18	\$477K	3.4%
Jul '17	\$461K	-25.8%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$477K	\$467K	\$498K	\$510K	\$507K	\$482K	\$465K	\$481K	\$451K	\$453K	\$452K	\$462K	\$401K
Prior Year	\$461K	\$425K	\$429K	\$433K	\$437K	\$427K	\$455K	\$470K	\$461K	\$471K	\$489K	\$459K	\$477K
Percent Change from Prior Year	3%	10%	16%	18%	16%	13%	2%	2%	-2%	-4%	-8%	1%	-16%

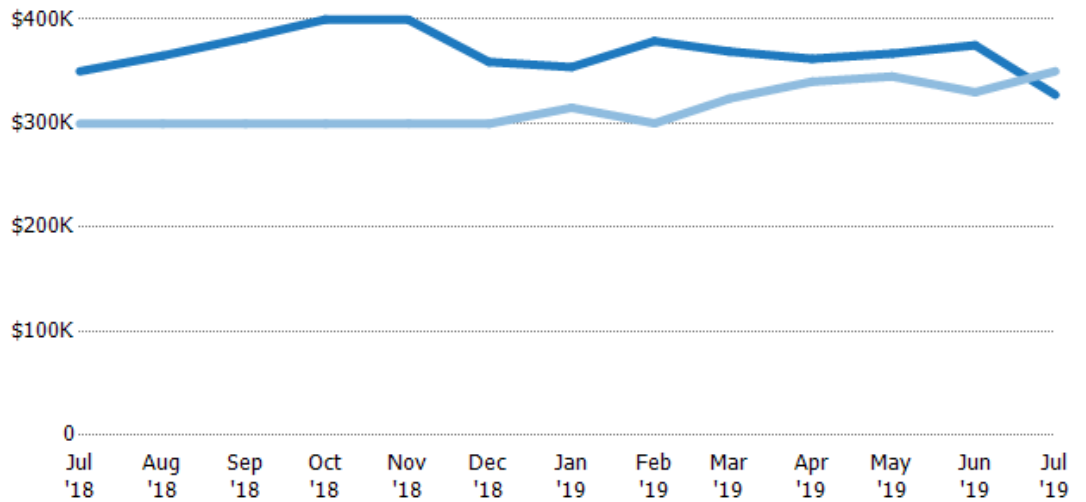
Median Listing Price

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.
Jul '19	\$327K	-6.5%
Jul '18	\$350K	16.9%
Jul '17	\$300K	-2.8%



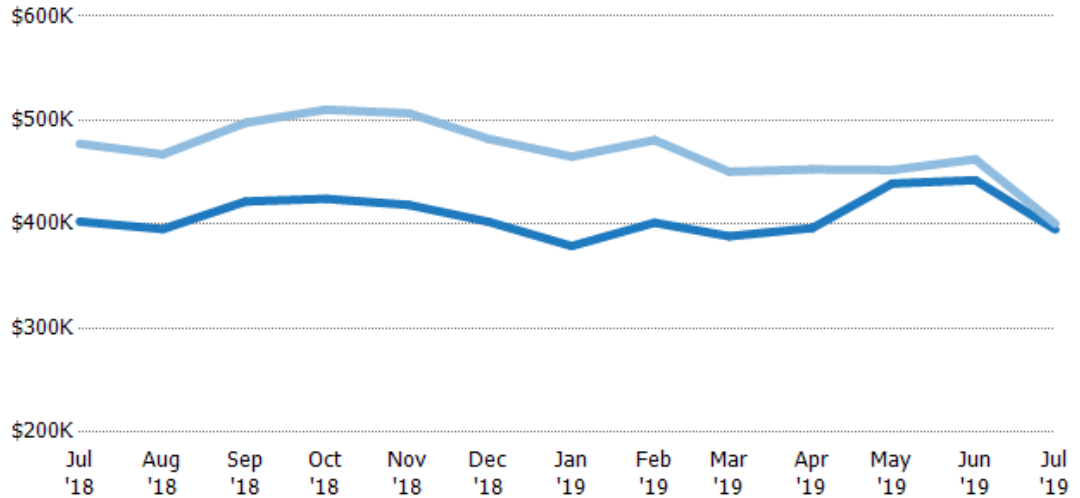
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$350K	\$365K	\$382K	\$400K	\$399K	\$359K	\$354K	\$379K	\$369K	\$362K	\$367K	\$375K	\$327K
Prior Year	\$300K	\$300K	\$300K	\$300K	\$300K	\$300K	\$315K	\$300K	\$324K	\$340K	\$345K	\$330K	\$350K
Percent Change from Prior Year	17%	22%	28%	34%	33%	20%	12%	26%	14%	6%	6%	14%	-6%

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



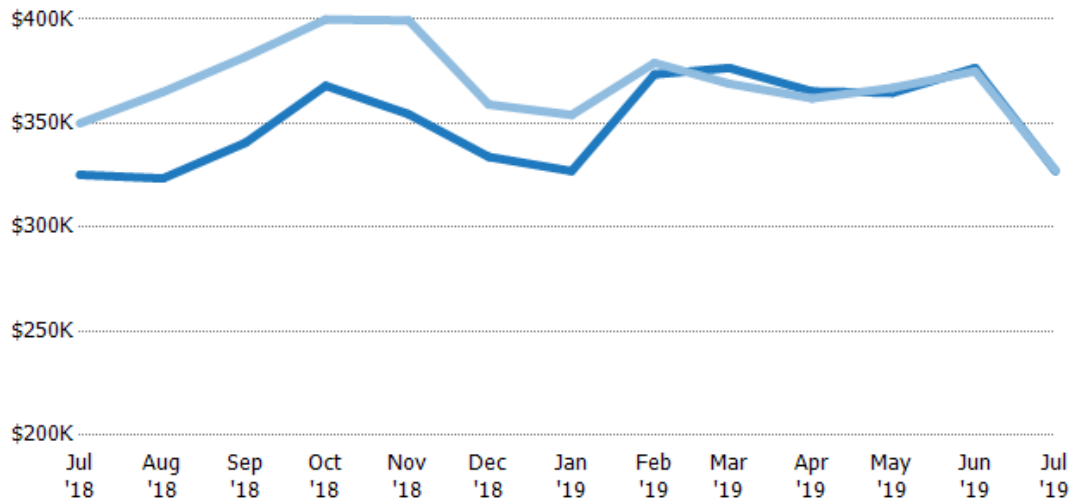
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$403K	\$395K	\$422K	\$424K	\$419K	\$402K	\$379K	\$401K	\$389K	\$396K	\$439K	\$442K	\$395K
Avg Listing Price	\$477K	\$467K	\$498K	\$510K	\$507K	\$482K	\$465K	\$481K	\$451K	\$453K	\$452K	\$462K	\$401K
Avg Listing Price as a % of Avg Est Value	119%	118%	118%	120%	121%	120%	123%	120%	116%	114%	103%	105%	101%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$325K	\$323K	\$341K	\$368K	\$354K	\$334K	\$327K	\$374K	\$377K	\$365K	\$365K	\$377K	\$327K
Median Listing Price	\$350K	\$365K	\$382K	\$400K	\$399K	\$359K	\$354K	\$379K	\$369K	\$362K	\$367K	\$375K	\$327K
Med Listing Price as a % of Med Est Value	108%	113%	112%	109%	113%	108%	108%	101%	98%	99%	101%	100%	100%

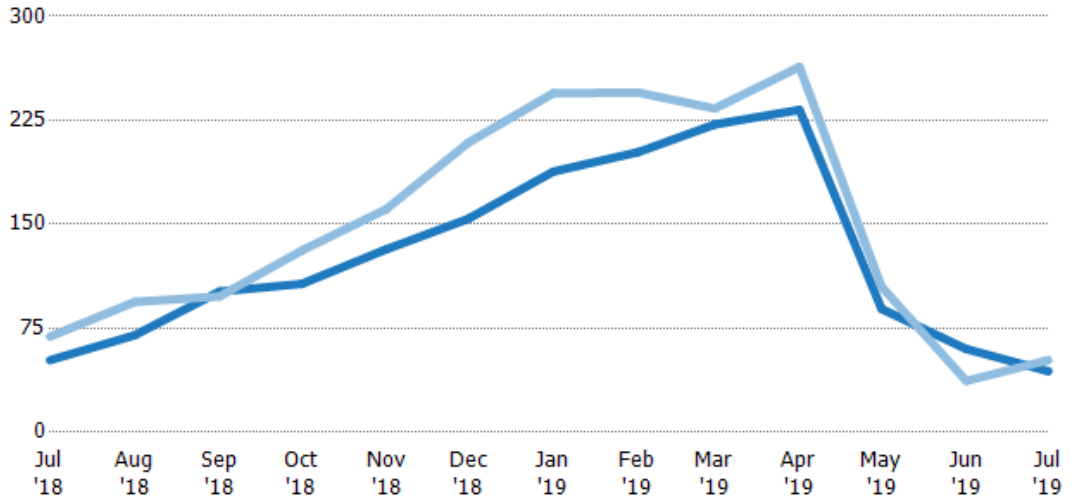
Median Days in RPR

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.
Jul '19	44	-15.4%
Jul '18	52	-24.6%
Jul '17	69	47.8%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	52	70	102	107	132	154	188	202	222	233	89	60	44
Prior Year	69	94	98	131	161	209	245	245	234	264	105	37	52
Percent Change from Prior Year	-25%	-26%	4%	-18%	-18%	-26%	-23%	-18%	-5%	-12%	-15%	62%	-15%

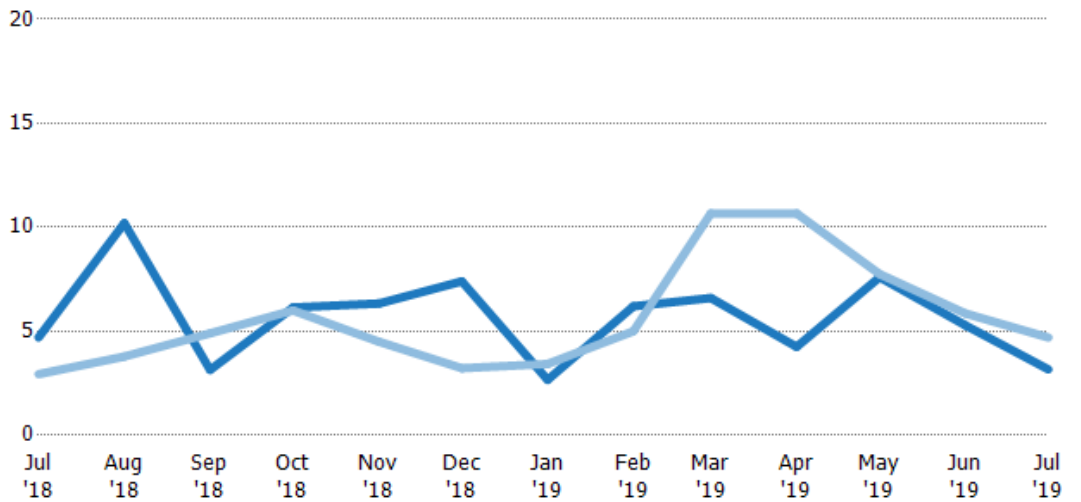
Months of Inventory

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.
Jul '19	3.17	-32.6%
Jul '18	4.7	60%
Jul '17	2.94	201.5%



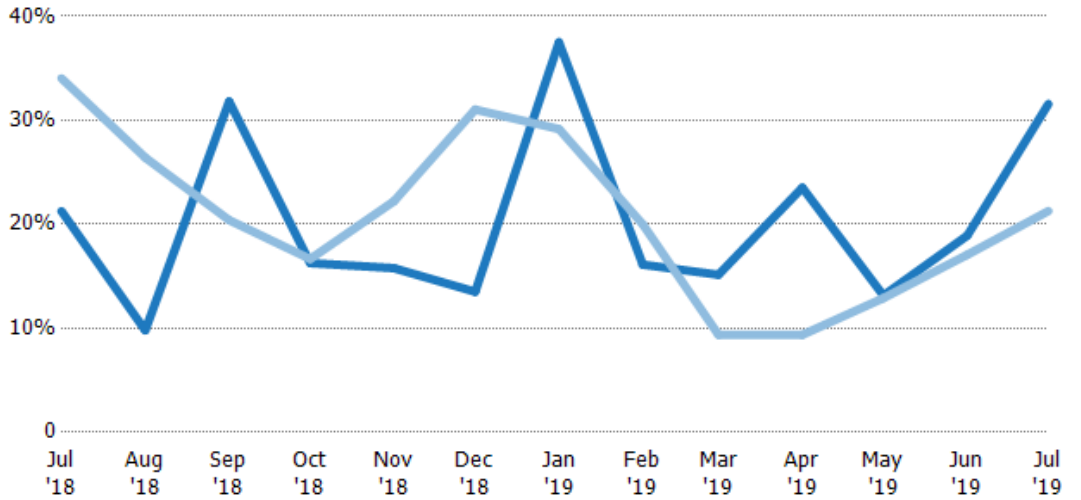
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	4.7	10.2	3.14	6.14	6.33	7.4	2.67	6.2	6.6	4.25	7.6	5.29	3.17
Prior Year	2.94	3.79	4.9	6	4.5	3.22	3.43	5	10.7	10.7	7.75	5.86	4.7
Percent Change from Prior Year	60%	169%	-36%	2%	41%	130%	-22%	24%	-38%	-60%	-2%	-10%	-33%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



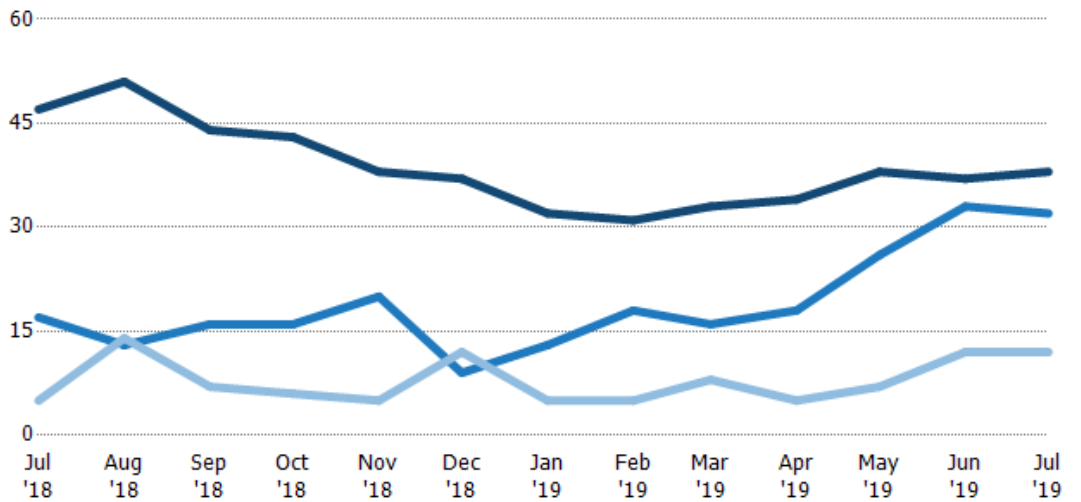
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	21%	10%	32%	16%	16%	14%	38%	16%	15%	24%	13%	19%	32%
Prior Year	34%	26%	20%	17%	22%	31%	29%	20%	9%	9%	13%	17%	21%
Change from Prior Year	13%	17%	-11%	0%	6%	18%	-8%	4%	-6%	-14%	0%	-2%	-10%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	47	51	44	43	38	37	32	31	33	34	38	37	38
Pending	17	13	16	16	20	9	13	18	16	18	26	33	32
Sold	5	14	7	6	5	12	5	5	8	5	7	12	12

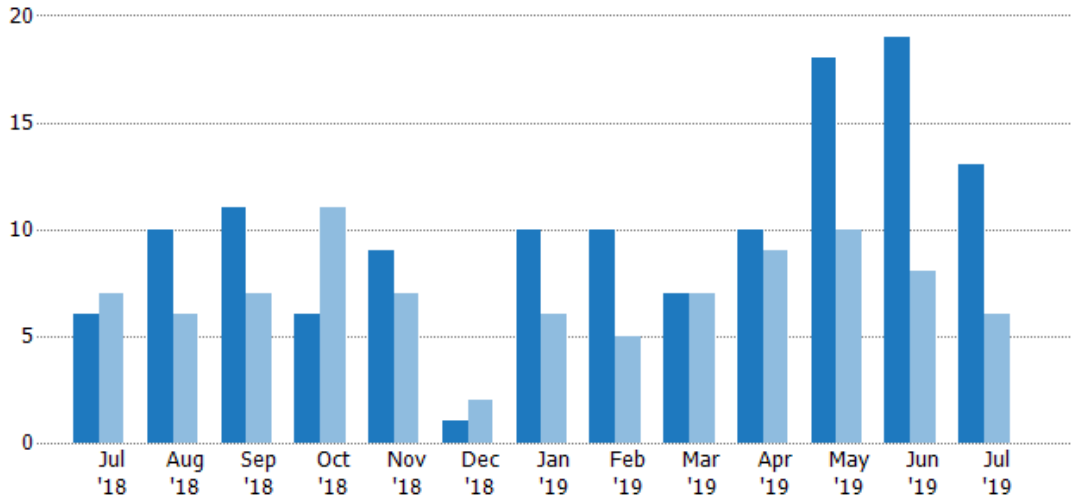
New Pending Sales

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.
Jul '19	13	116.7%
Jul '18	6	-14.3%
Jul '17	7	0%



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

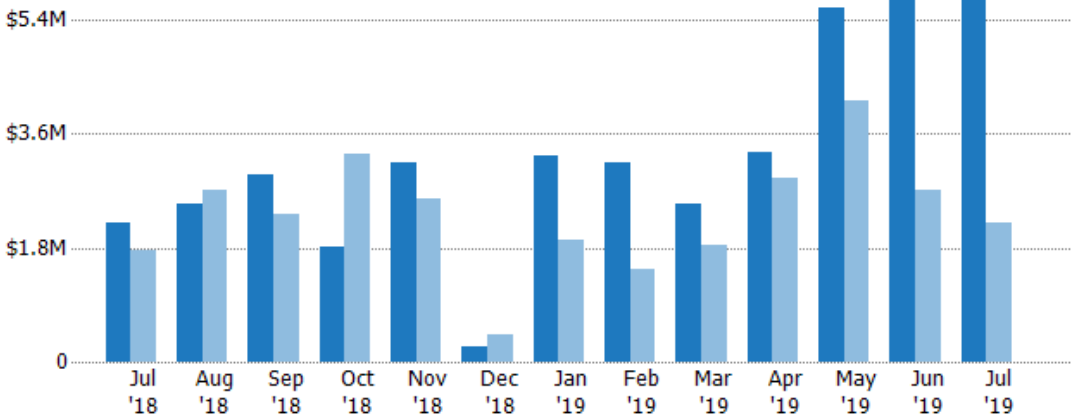
New Pending Sales Volume

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.
Jul '19	\$5.86M	167.5%
Jul '18	\$2.19M	24.1%
Jul '17	\$1.76M	29.4%



Current Year	\$2.19M	\$2.5M	\$2.95M	\$1.81M	\$3.13M	\$245K	\$3.25M	\$3.15M	\$2.5M	\$3.32M	\$5.59M	\$6.06M	\$5.86M
Prior Year	\$1.76M	\$2.7M	\$2.32M	\$3.28M	\$2.56M	\$440K	\$1.91M	\$1.45M	\$1.85M	\$2.89M	\$4.11M	\$2.7M	\$2.19M
Percent Change from Prior Year	24%	-7%	27%	-45%	22%	-44%	70%	117%	35%	15%	36%	124%	168%

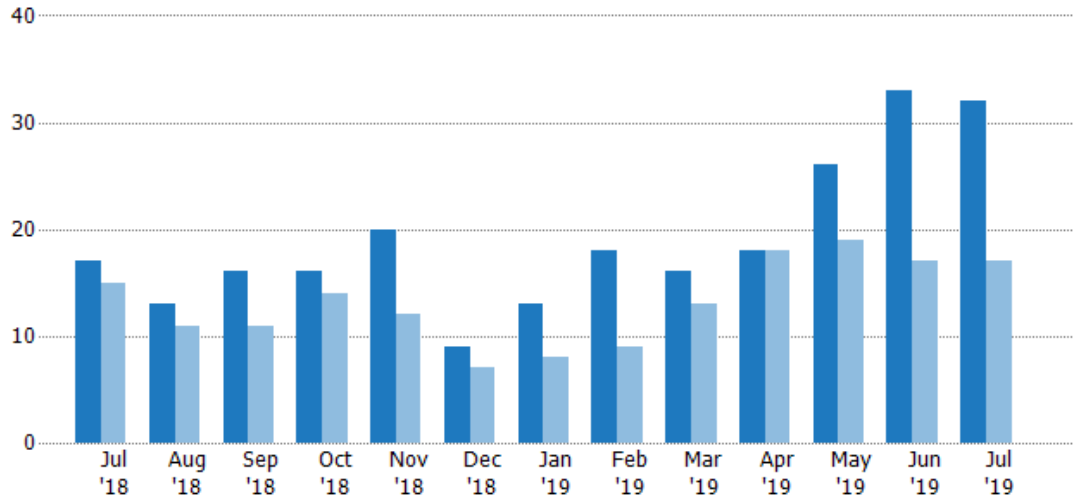
Pending Sales

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.
Jul '19	32	88.2%
Jul '18	17	13.3%
Jul '17	15	0%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	17	13	16	16	20	9	13	18	16	18	26	33	32
Prior Year	15	11	11	14	12	7	8	9	13	18	19	17	17
Percent Change from Prior Year	13%	18%	45%	14%	67%	29%	63%	100%	23%	0%	37%	94%	88%

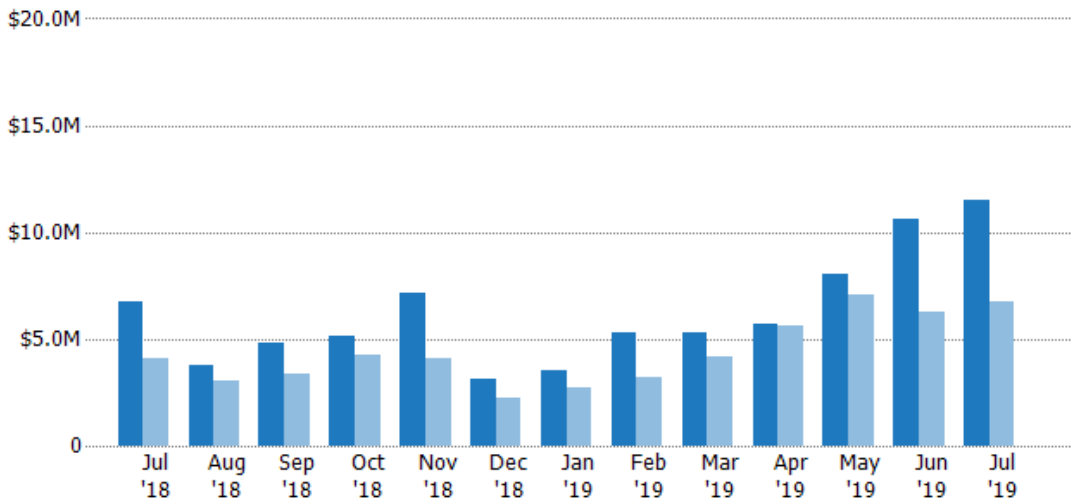
Pending Sales Volume

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.
Jul '19	\$11.5M	69.8%
Jul '18	\$6.77M	65.8%
Jul '17	\$4.08M	-7.9%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$6.77M	\$3.8M	\$4.84M	\$5.14M	\$7.15M	\$3.1M	\$3.56M	\$5.31M	\$5.29M	\$5.71M	\$8.04M	\$10.6M	\$11.5M
Prior Year	\$4.08M	\$3.02M	\$3.35M	\$4.29M	\$4.13M	\$2.22M	\$2.73M	\$3.19M	\$4.21M	\$5.59M	\$7.06M	\$6.24M	\$6.77M
Percent Change from Prior Year	66%	26%	44%	20%	73%	40%	31%	66%	26%	2%	14%	70%	70%

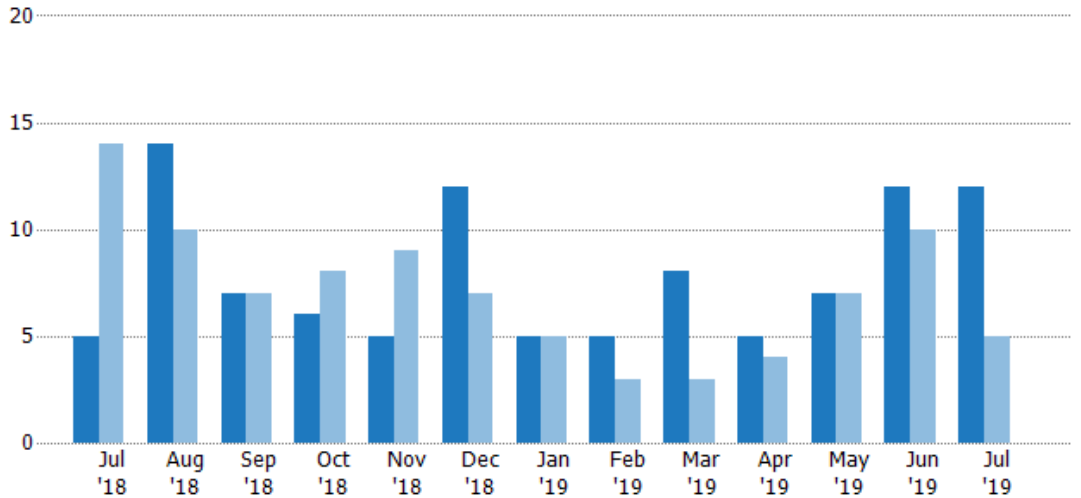
Closed Sales

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.
Jul '19	12	140%
Jul '18	5	-64.3%
Jul '17	14	-50%



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

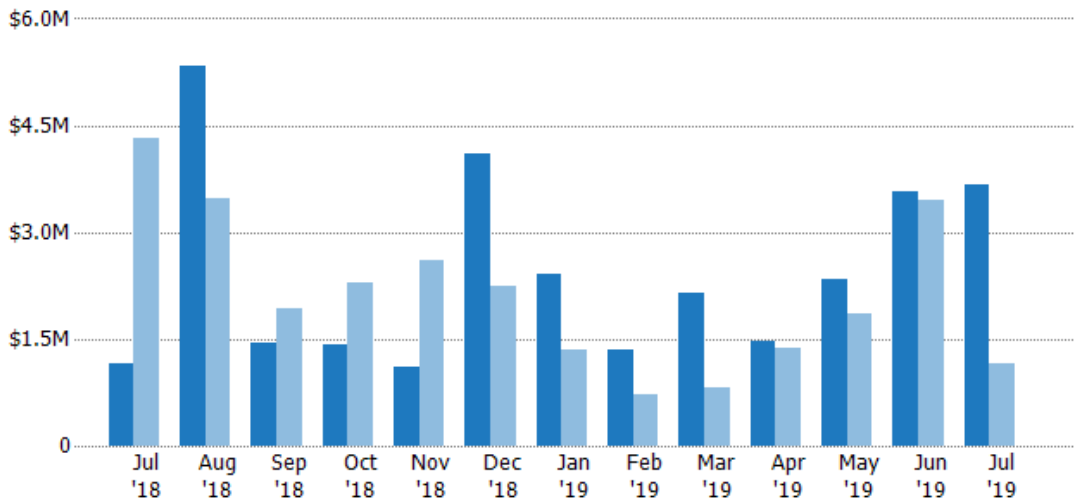
Closed Sales Volume

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.
Jul '19	\$3.67M	215.1%
Jul '18	\$1.16M	-73%
Jul '17	\$4.31M	-59.7%



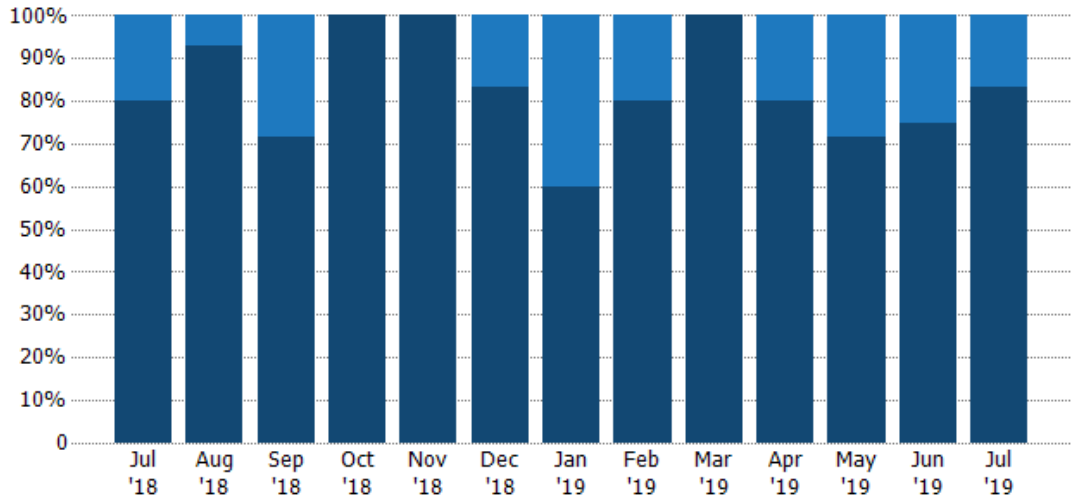
Current Year	\$1.16M	\$5.35M	\$1.45M	\$1.43M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$2.15M	\$1.48M	\$2.35M	\$3.58M	\$3.67M
Prior Year	\$4.31M	\$3.48M	\$1.92M	\$2.29M	\$2.61M	\$2.24M	\$1.34M	\$709K	\$807K	\$1.38M	\$1.86M	\$3.45M	\$1.16M
Percent Change from Prior Year	-73%	54%	-24%	-38%	-58%	83%	80%	90%	167%	7%	26%	4%	215%

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



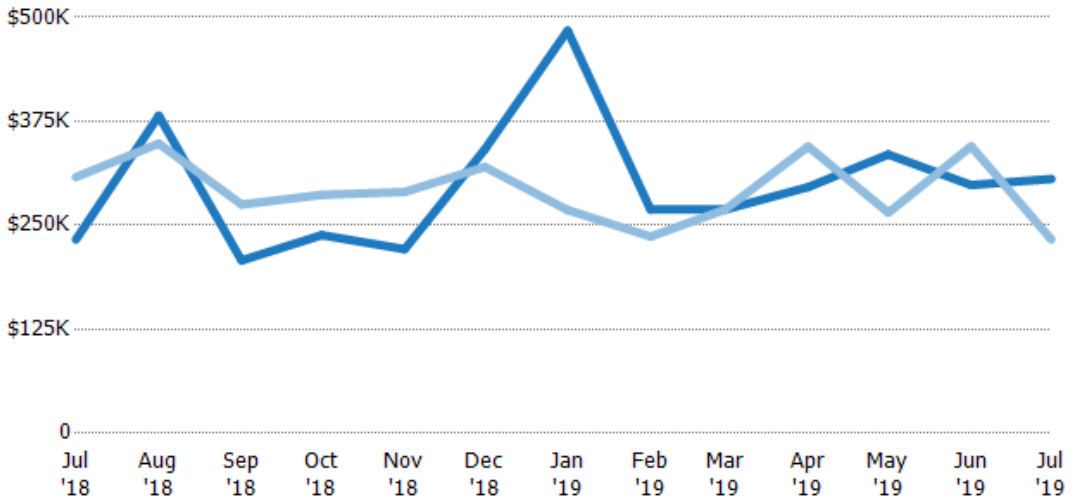
Condo/Townhouse	20%	7%	29%	-	-	17%	40%	20%	-	20%	29%	25%	17%
Single Family Residence	80%	93%	71%	100%	100%	83%	60%	80%	100%	80%	71%	75%	83%

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	\$233K	\$382K	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K
Prior Year	\$308K	\$348K	\$275K	\$287K	\$290K	\$320K	\$268K	\$236K	\$269K	\$345K	\$265K	\$345K	\$233K
Percent Change from Prior Year	-24%	10%	-24%	-17%	-24%	7%	80%	14%	0%	-14%	26%	-14%	31%

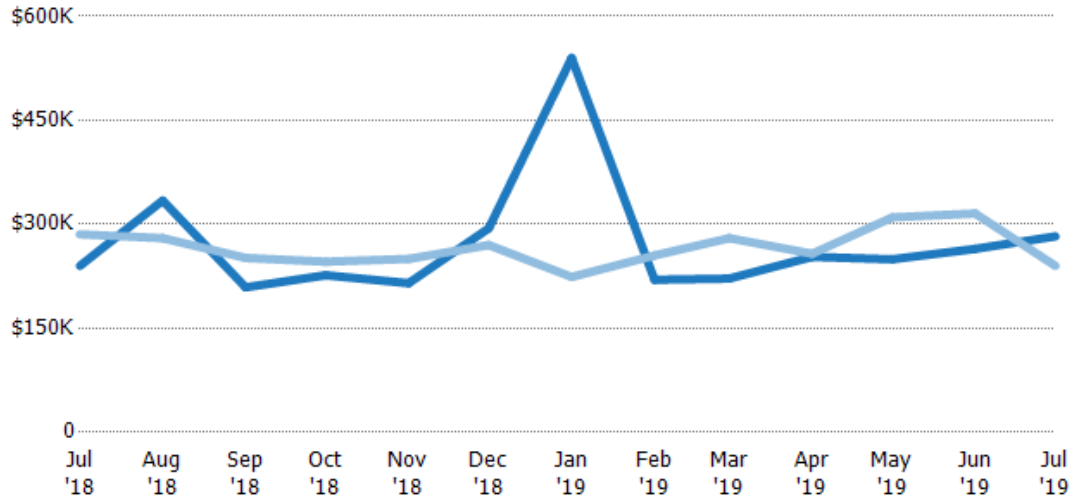
Median Sales Price

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.
Jul '19	\$283K	17.7%
Jul '18	\$240K	-15.9%
Jul '17	\$286K	-29.9%



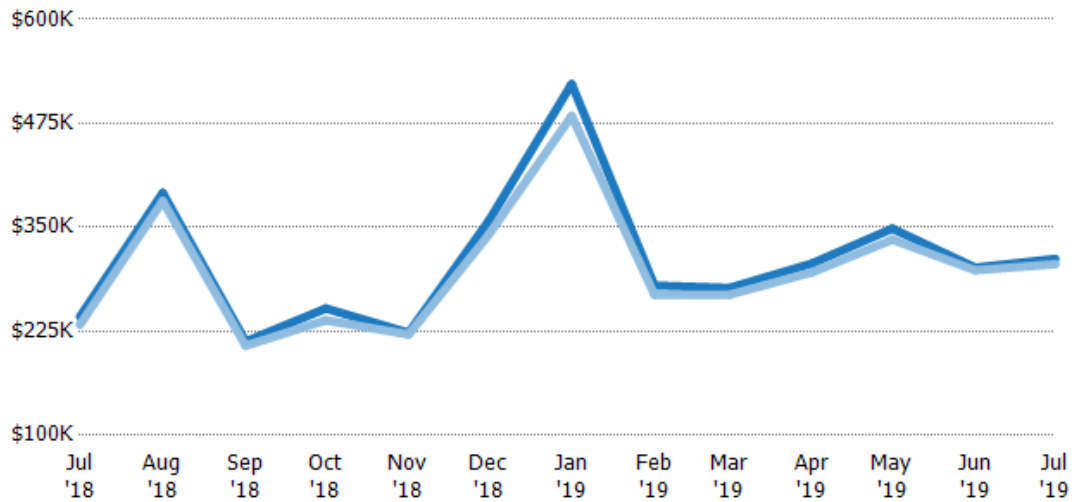
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$240K	\$334K	\$209K	\$227K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K
Prior Year	\$286K	\$280K	\$252K	\$246K	\$250K	\$270K	\$224K	\$255K	\$280K	\$258K	\$310K	\$316K	\$240K
Percent Change from Prior Year	-16%	19%	-17%	-8%	-14%	9%	141%	-14%	-21%	-2%	-20%	-16%	18%

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



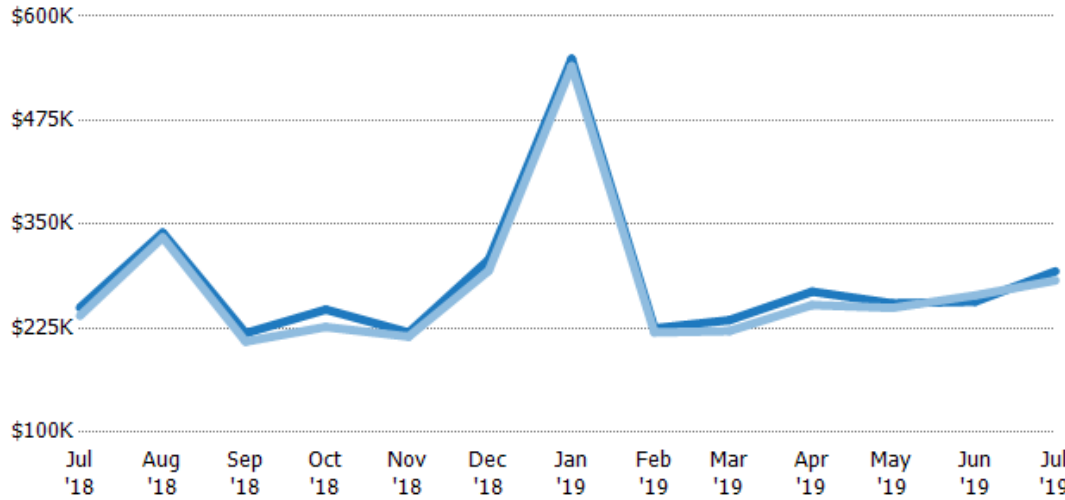
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$243K	\$391K	\$213K	\$253K	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K
Avg Sales Price	\$233K	\$382K	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K
Avg Sales Price as a % of Avg List Price	96%	98%	98%	94%	99%	95%	93%	96%	97%	97%	96%	99%	98%

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



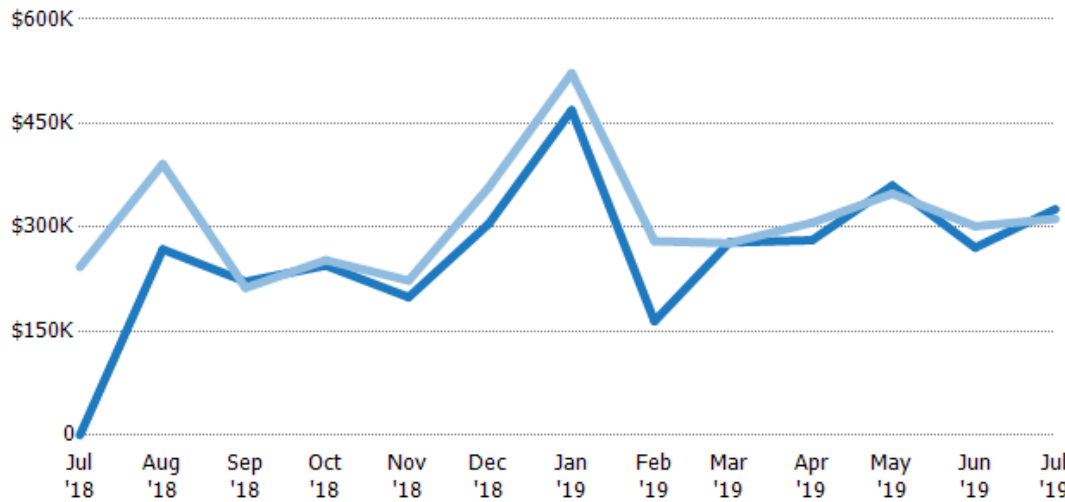
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$250K	\$340K	\$219K	\$248K	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K
Median Sales Price	\$240K	\$334K	\$209K	\$227K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K
Med Sales Price as a % of Med List Price	96%	98%	95%	92%	98%	96%	98%	98%	94%	94%	98%	103%	96%

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



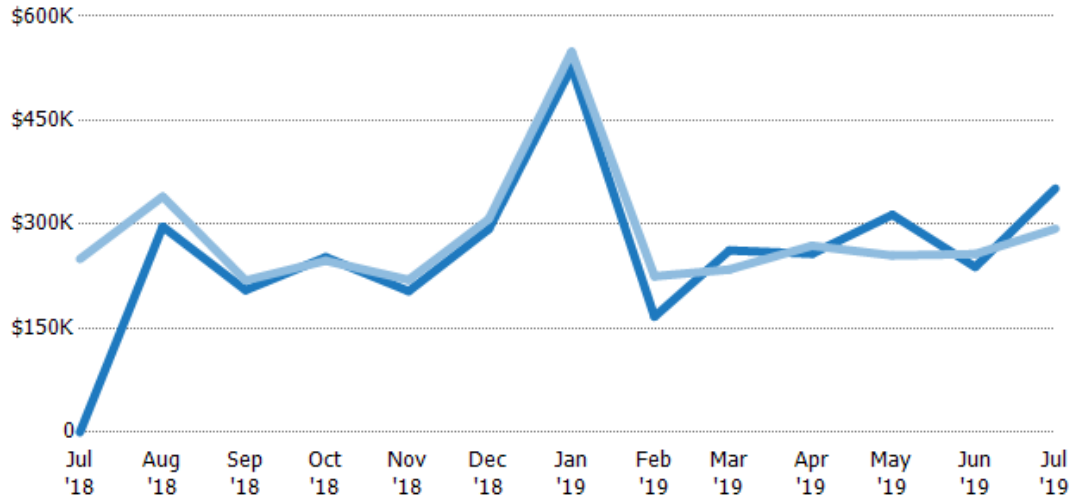
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$0	\$268K	\$222K	\$245K	\$199K	\$305K	\$469K	\$164K	\$278K	\$281K	\$360K	\$271K	\$326K
Avg Sales Price	\$243K	\$391K	\$213K	\$253K	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K
Avg Sales Price as a % of Avg Est Value	100%	146%	96%	103%	112%	117%	111%	170%	100%	109%	97%	111%	96%

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	\$0	\$297K	\$205K	\$253K	\$203K	\$293K	\$526K	\$167K	\$262K	\$257K	\$314K	\$238K	\$352K
Median Sales Price	\$250K	\$340K	\$219K	\$248K	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K
Med Sales Price as a % of Med Est Value	100%	115%	107%	98%	108%	105%	104%	135%	90%	104%	81%	108%	83%