

## Summary of Key Listing and Sales Metrics

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

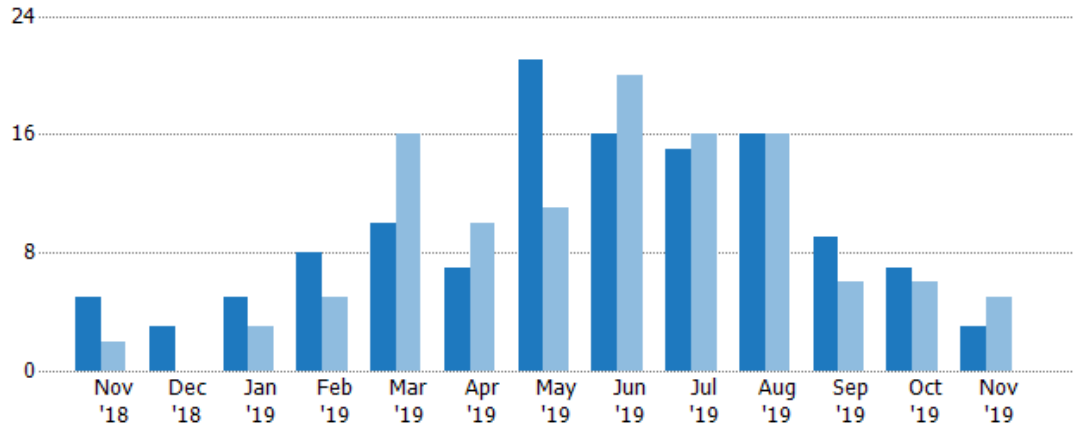
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	5	-40%	117	114	+2.6%
New Listing Volume	\$910,800	\$871,000	+4.6%	\$39,425,300	\$41,363,800	-4.7%
Active Listing Count	28	37	-24.3%	N/A	N/A	
Active Listing Volume	\$10,797,900	\$18,388,800	-41.3%	N/A	N/A	
Average Listing Price	\$385,639	\$496,995	-22.4%	\$435,619	\$476,244	-8.5%
Median Listing Price	\$317,000	\$399,000	-20.6%	\$347,235	\$350,725	-1%
Median Days in RPR	86.5	130	-33.5%	100.33	117.72	-14.8%
Months of Inventory	2.8	6.2	-54.6%	5.2	4.2	+23.9%
Absorption Rate	35.71%	16.22%	+19.5%	19.35%	23.97%	-4.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	2	9	-77.8%	121	89	+36%
New Pending Sales Volume	\$784,900	\$3,131,300	-74.9%	\$40,809,900	\$27,980,850	+45.8%
Pending Sales Count	11	20	-45%	N/A	N/A	
Pending Sales Volume	\$3,262,600	\$7,151,100	-54.4%	N/A	N/A	
Closed Sales Count	5	5	+/-	101	71	+42.3%
Closed Sales Volume	\$1,834,400	\$1,106,000	+65.9%	\$33,722,000	\$20,503,525	+64.5%
Average Sales Price	\$366,880	\$221,200	+65.9%	\$333,881	\$288,782	+15.6%
Median Sales Price	\$290,000	\$215,000	+34.9%	\$303,856	\$270,923	+12.2%

## 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



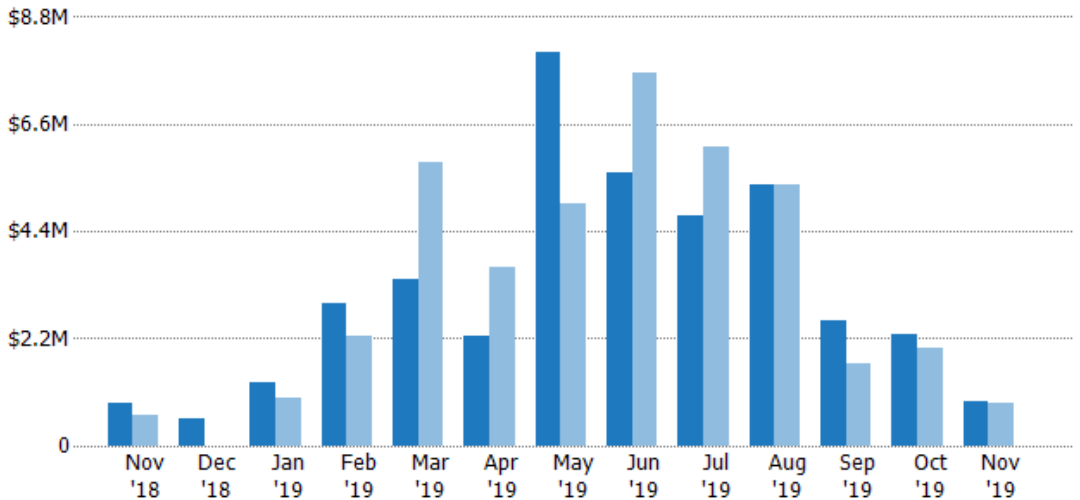
Current Year	5	3	5	8	10	7	21	16	15	16	9	7	3
Prior Year	2	-	3	5	16	10	11	20	16	16	6	6	5
Percent Change from Prior Year	150%	100%	67%	60%	-38%	-30%	91%	-20%	-6%	0%	50%	17%	-40%

## 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	\$871K	\$555K	\$1.32M	\$2.91M	\$3.42M	\$2.25M	\$8.07M	\$5.62M	\$4.73M	\$5.35M	\$2.56M	\$2.3M	\$911K
Prior Year	\$636K	-	\$965K	\$2.26M	\$5.82M	\$3.66M	\$4.96M	\$7.64M	\$6.14M	\$5.35M	\$1.69M	\$2M	\$871K
Percent Change from Prior Year	37%	100%	36%	29%	-41%	-39%	63%	-26%	-23%	0%	51%	15%	5%

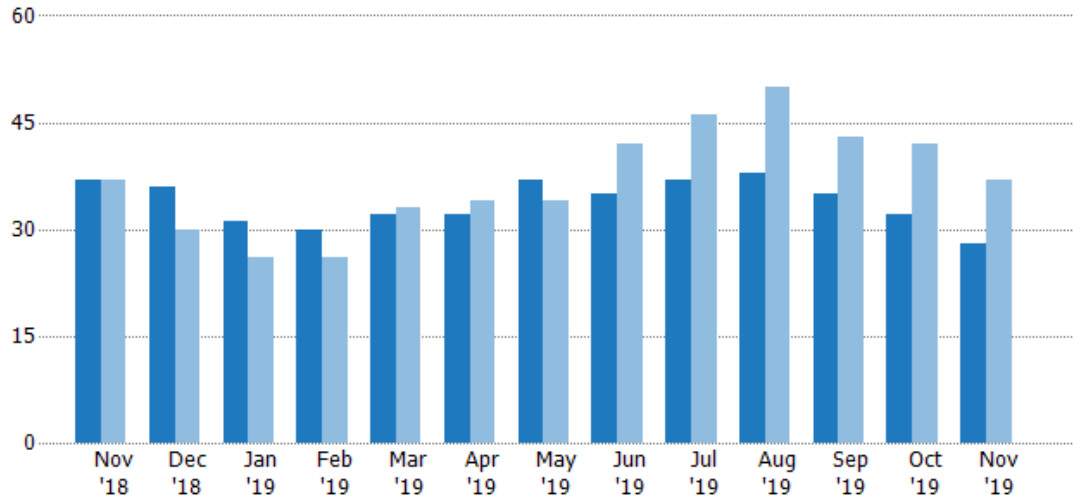
## Active Listings

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.
Nov '19	28	-24.3%
Nov '18	37	0%
Nov '17	37	18.9%



Current Year	37	36	31	30	32	32	37	35	37	38	35	32	28
Prior Year	37	30	26	26	33	34	34	42	46	50	43	42	37
Percent Change from Prior Year	0%	20%	19%	15%	-3%	-6%	9%	-17%	-20%	-24%	-19%	-24%	-24%

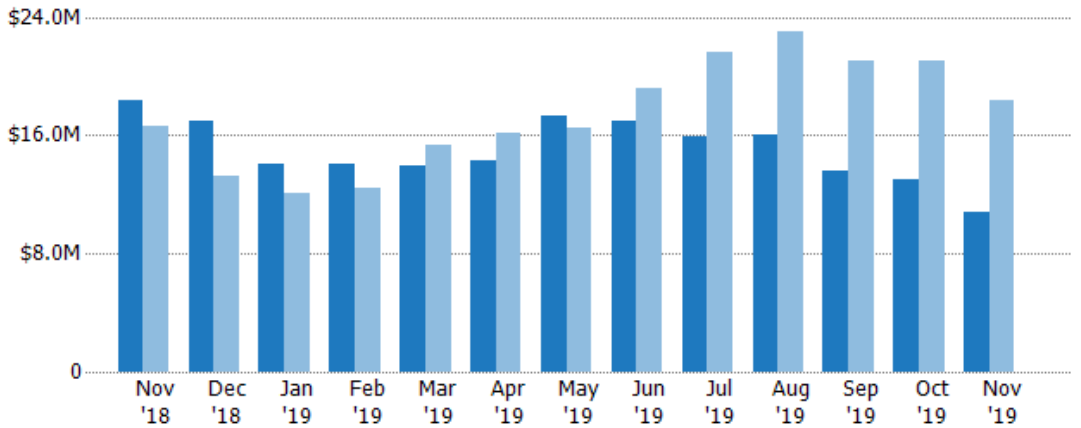
## Active Listing Volume

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.
Nov '19	\$10.8M	-41.3%
Nov '18	\$18.4M	10.8%
Nov '17	\$16.6M	-11%



Current Year	\$18.4M	\$17M	\$14M	\$14M	\$14M	\$14.3M	\$17.3M	\$16.9M	\$15.9M	\$16.1M	\$13.6M	\$13M	\$10.8M
Prior Year	\$16.6M	\$13.2M	\$12.1M	\$12.4M	\$15.3M	\$16.1M	\$16.5M	\$19.2M	\$21.6M	\$23M	\$21M	\$21.1M	\$18.4M
Percent Change from Prior Year	11%	28%	16%	13%	-9%	-11%	4%	-12%	-26%	-30%	-35%	-38%	-41%

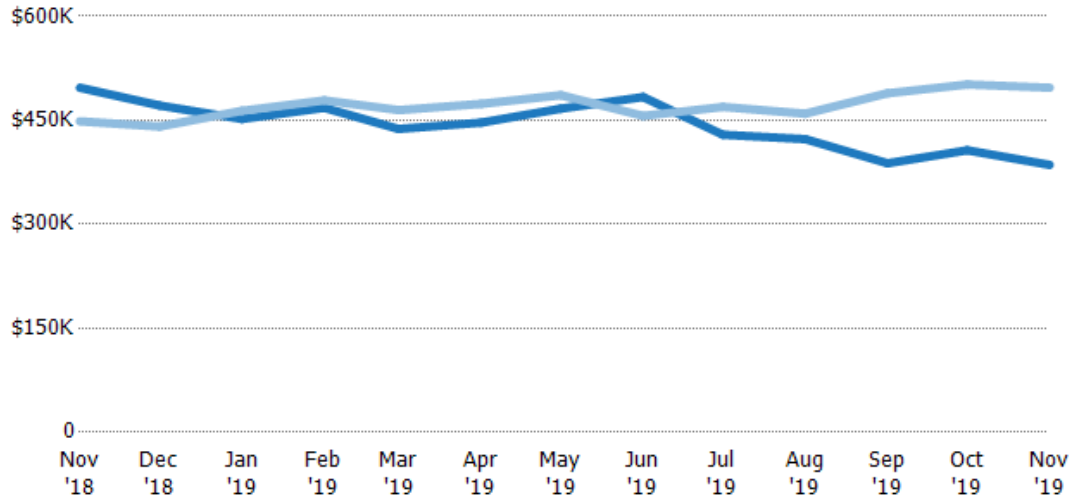
## Average Listing Price

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.
Nov '19	\$386K	-22.4%
Nov '18	\$497K	10.8%
Nov '17	\$449K	-25.2%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$497K	\$471K	\$452K	\$468K	\$437K	\$447K	\$467K	\$483K	\$429K	\$423K	\$388K	\$407K	\$386K
Prior Year	\$449K	\$441K	\$464K	\$479K	\$465K	\$474K	\$486K	\$456K	\$469K	\$460K	\$489K	\$502K	\$497K
Percent Change from Prior Year	11%	7%	-3%	-2%	-6%	-6%	-4%	6%	-9%	-8%	-21%	-19%	-22%

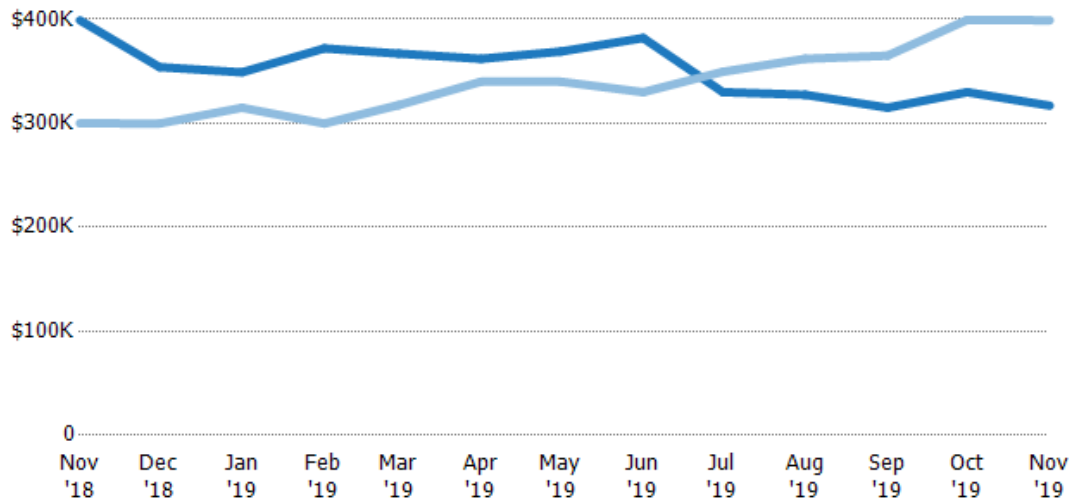
## Median Listing Price

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.
Nov '19	\$317K	-20.6%
Nov '18	\$399K	33%
Nov '17	\$300K	-7.1%



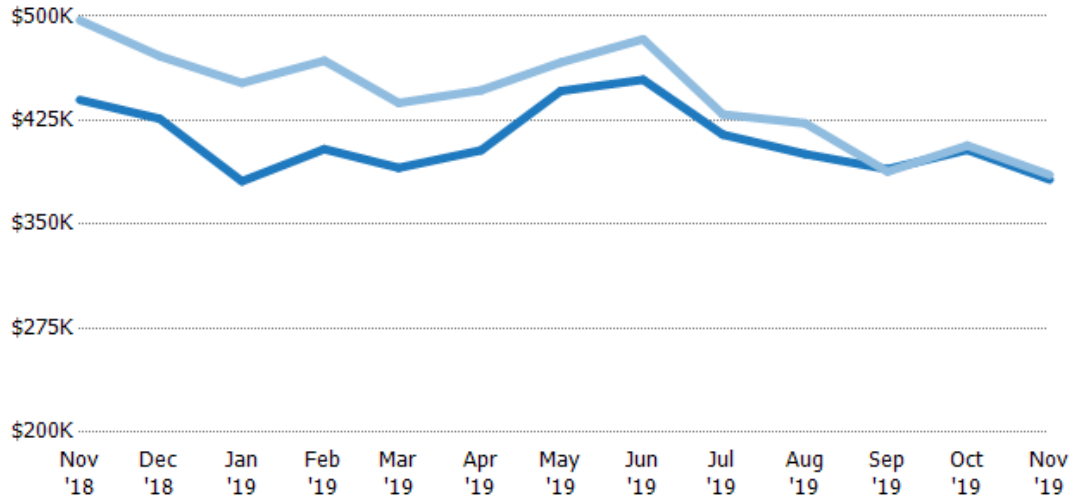
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$399K	\$354K	\$349K	\$372K	\$367K	\$362K	\$369K	\$382K	\$330K	\$327K	\$315K	\$330K	\$317K
Prior Year	\$300K	\$300K	\$315K	\$300K	\$318K	\$340K	\$340K	\$330K	\$350K	\$362K	\$365K	\$399K	\$399K
Percent Change from Prior Year	33%	18%	11%	24%	16%	6%	9%	16%	-6%	-10%	-14%	-17%	-21%

## 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



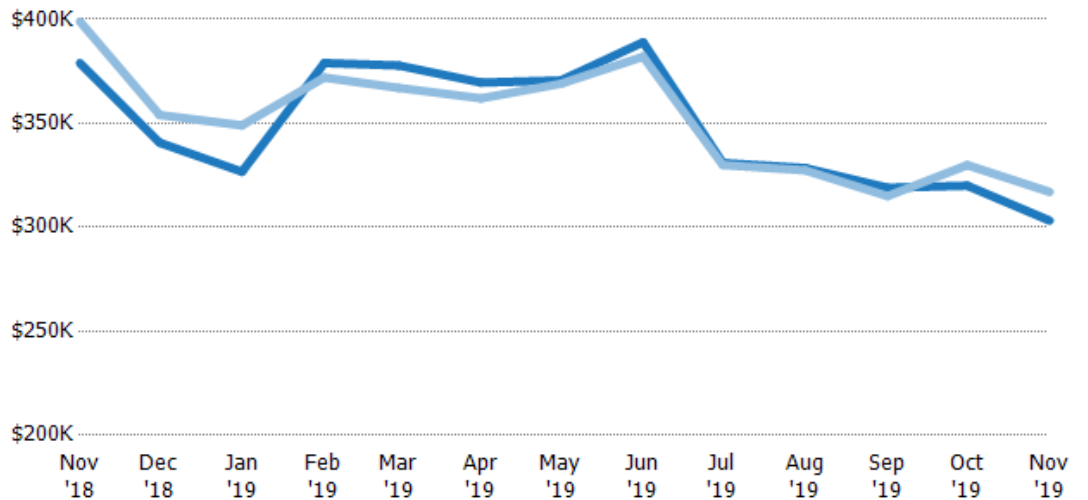
Avg Est Value	\$440K	\$426K	\$381K	\$404K	\$391K	\$403K	\$446K	\$454K	\$415K	\$401K	\$390K	\$404K	\$382K
Avg Listing Price	\$497K	\$471K	\$452K	\$468K	\$437K	\$447K	\$467K	\$483K	\$429K	\$423K	\$388K	\$407K	\$386K
Avg Listing Price as a % of Avg Est Value	113%	111%	119%	116%	112%	111%	105%	106%	104%	106%	100%	101%	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



Median Est Value	\$379K	\$341K	\$327K	\$379K	\$378K	\$370K	\$371K	\$389K	\$331K	\$328K	\$319K	\$320K	\$303K
Median Listing Price	\$399K	\$354K	\$349K	\$372K	\$367K	\$362K	\$369K	\$382K	\$330K	\$327K	\$315K	\$330K	\$317K
Med Listing Price as a % of Med Est Value	105%	104%	107%	98%	97%	98%	100%	98%	100%	100%	99%	103%	105%

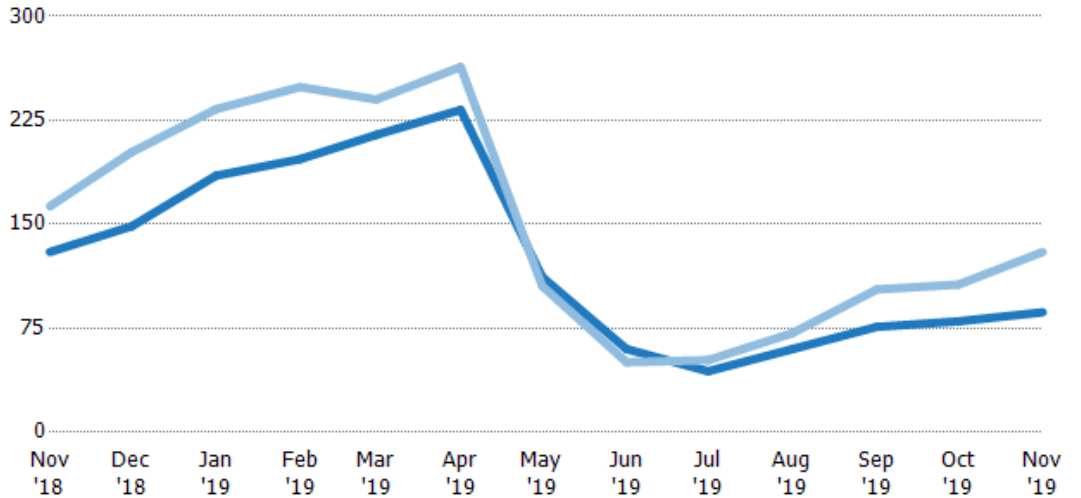
## Median Days in RPR

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.
Nov '19	86.5	-33.5%
Nov '18	130	-20.2%
Nov '17	163	-7.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	130	149	185	197	215	233	112	60	44	60	76	80	86.5
Prior Year	163	202	233	249	240	264	106	50.5	52	71.5	103	107	130
Percent Change from Prior Year	-20%	-26%	-21%	-21%	-11%	-12%	6%	19%	-15%	-16%	-26%	-25%	-33%

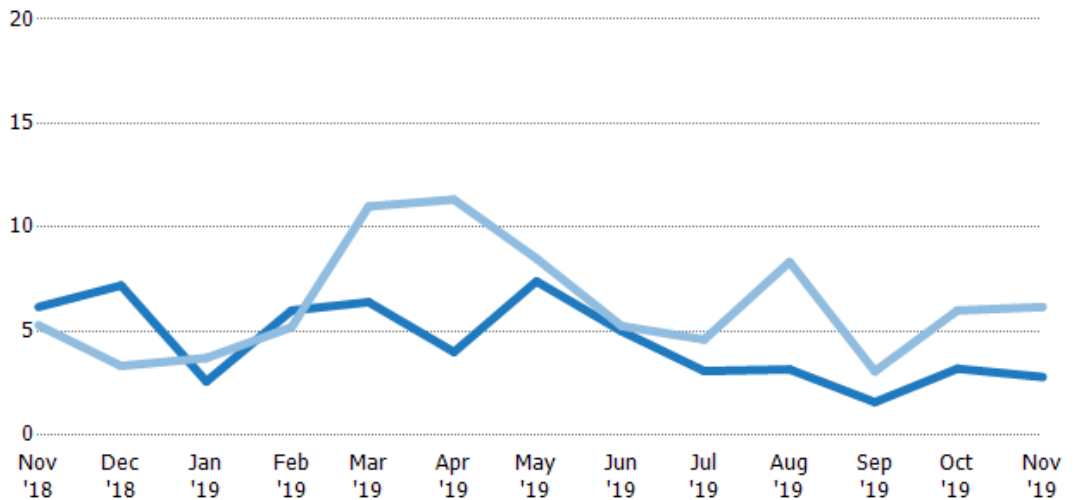
## Months of Inventory

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.
Nov '19	2.8	-54.6%
Nov '18	6.17	16.7%
Nov '17	5.29	4.1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	6.17	7.2	2.58	6	6.4	4	7.4	5	3.08	3.17	1.59	3.2	2.8
Prior Year	5.29	3.33	3.71	5.2	11	11.3	8.5	5.25	4.6	8.33	3.07	6	6.17
Percent Change from Prior Year	17%	116%	-30%	15%	-42%	-65%	-13%	-5%	-33%	-62%	-48%	-47%	-55%

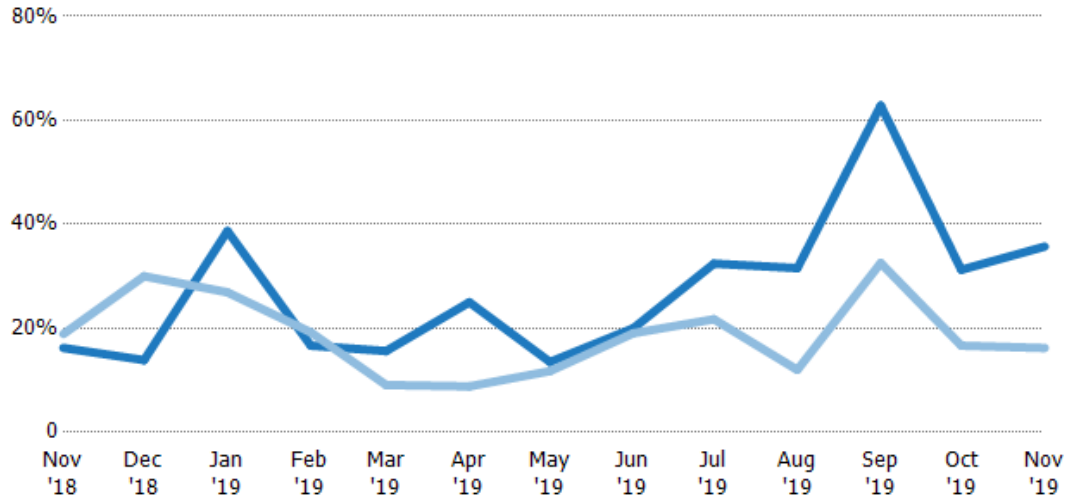
## Absorption Rate

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.
Nov '19	36%	-19.5%
Nov '18	16%	2.7%
Nov '17	19%	-3.9%



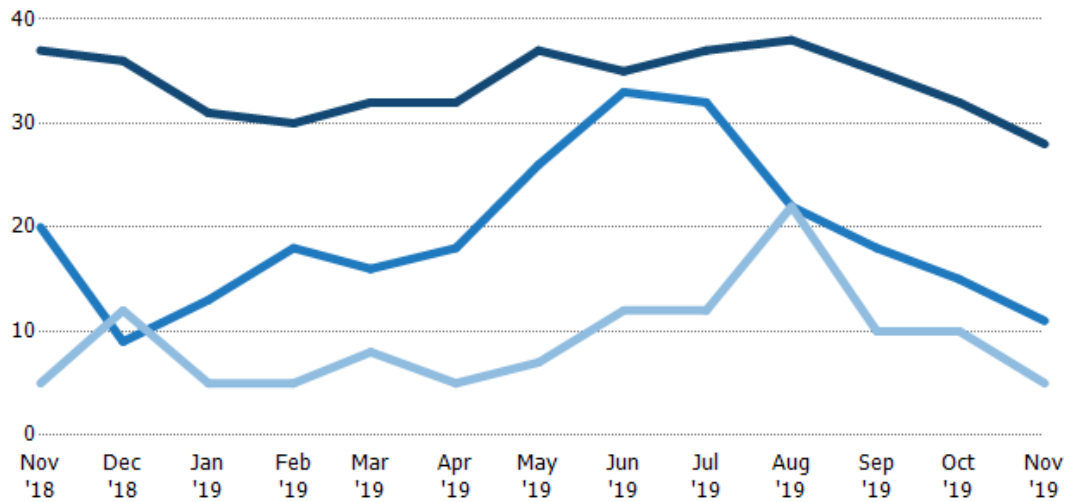
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	16%	14%	39%	17%	16%	25%	14%	20%	32%	32%	63%	31%	36%
Prior Year	19%	30%	27%	19%	9%	9%	12%	19%	22%	12%	33%	17%	16%
Change from Prior Year	3%	16%	-12%	3%	-7%	-16%	-2%	-1%	-11%	-20%	-30%	-15%	-20%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	37	36	31	30	32	32	37	35	37	38	35	32	28
Pending	20	9	13	18	16	18	26	33	32	22	18	15	11
Sold	5	12	5	5	8	5	7	12	12	22	10	10	5

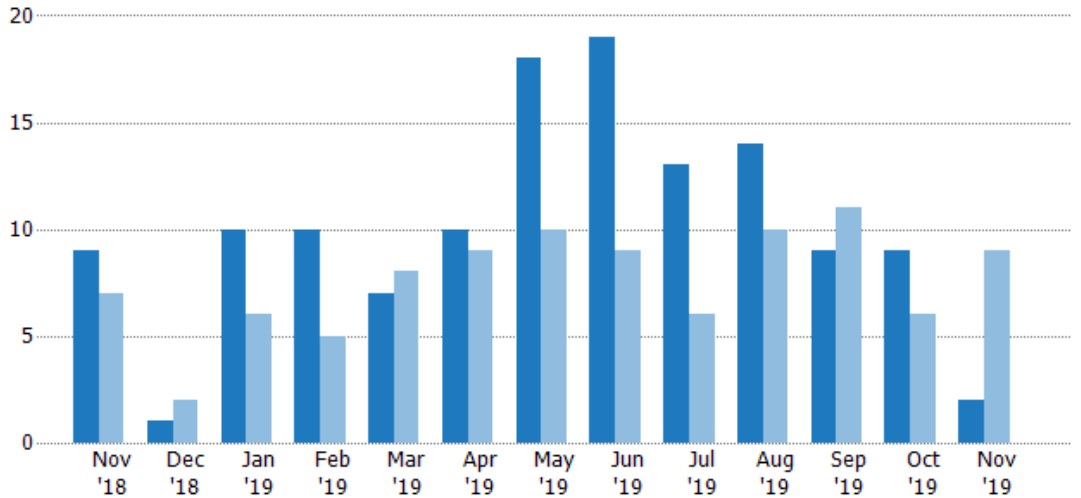
## New Pending Sales

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.
Nov '19	2	-77.8%
Nov '18	9	28.6%
Nov '17	7	0%



Current Year	9	1	10	10	7	10	18	19	13	14	9	9	2
Prior Year	7	2	6	5	8	9	10	9	6	10	11	6	9
Percent Change from Prior Year	29%	-50%	67%	100%	-13%	11%	80%	111%	117%	40%	-18%	50%	-78%

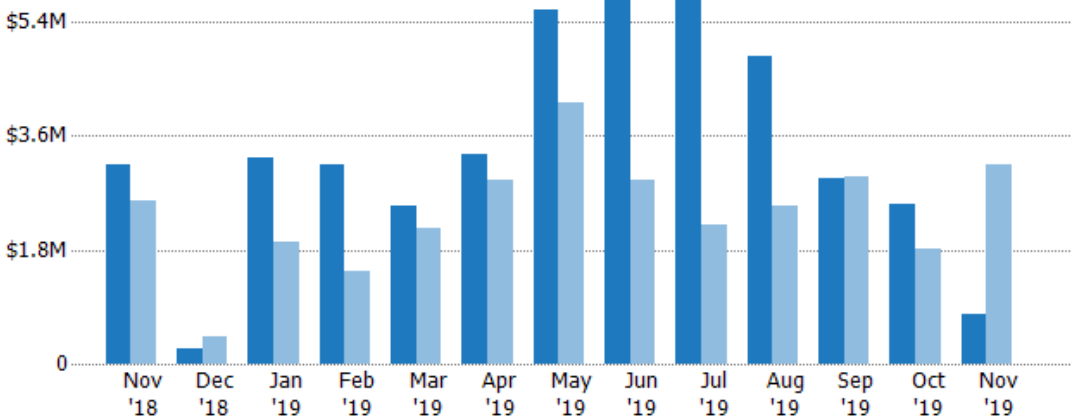
## New Pending Sales Volume

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.
Nov '19	\$785K	-74.9%
Nov '18	\$3.13M	22.2%
Nov '17	\$2.56M	-8.1%



Current Year	\$3.13M	\$245K	\$3.25M	\$3.15M	\$2.5M	\$3.32M	\$5.59M	\$6.06M	\$5.86M	\$4.86M	\$2.92M	\$2.52M	\$785K
Prior Year	\$2.56M	\$440K	\$1.91M	\$1.45M	\$2.14M	\$2.89M	\$4.11M	\$2.89M	\$2.19M	\$2.5M	\$2.95M	\$1.81M	\$3.13M
Percent Change from Prior Year	22%	-44%	70%	117%	17%	15%	36%	109%	168%	94%	-1%	39%	-75%



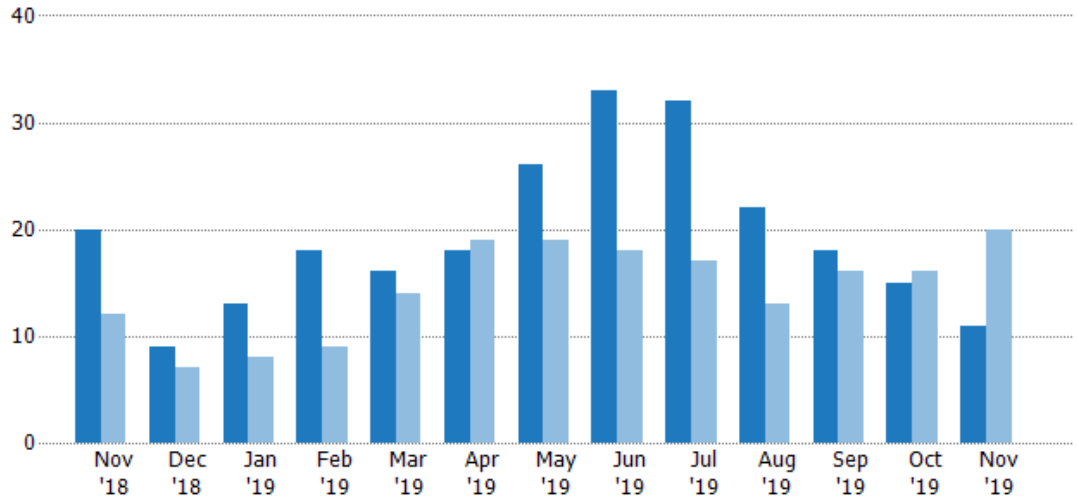
## Pending Sales

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.
Nov '19	11	-45%
Nov '18	20	66.7%
Nov '17	12	25%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	20	9	13	18	16	18	26	33	32	22	18	15	11
Prior Year	12	7	8	9	14	19	19	18	17	13	16	16	20
Percent Change from Prior Year	67%	29%	63%	100%	14%	-5%	37%	83%	88%	69%	13%	-6%	-45%

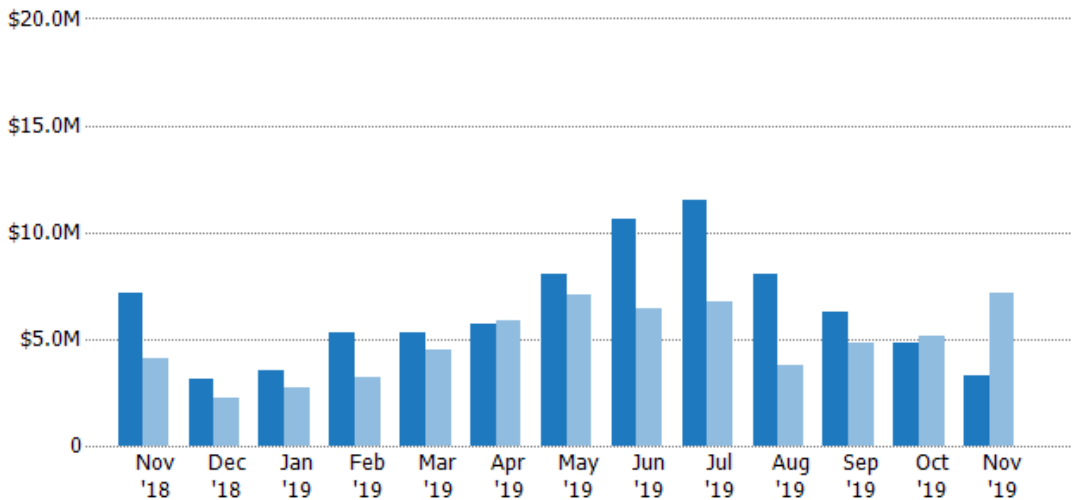
## Pending Sales Volume

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.
Nov '19	\$3.26M	-54.4%
Nov '18	\$7.15M	73.3%
Nov '17	\$4.13M	14.5%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$7.15M	\$3.1M	\$3.56M	\$5.31M	\$5.29M	\$5.71M	\$8.04M	\$10.6M	\$11.5M	\$8.03M	\$6.27M	\$4.81M	\$3.26M
Prior Year	\$4.13M	\$2.22M	\$2.73M	\$3.19M	\$4.5M	\$5.89M	\$7.06M	\$6.43M	\$6.77M	\$3.8M	\$4.84M	\$5.14M	\$7.15M
Percent Change from Prior Year	73%	40%	31%	66%	17%	-3%	14%	65%	70%	112%	30%	-6%	-54%

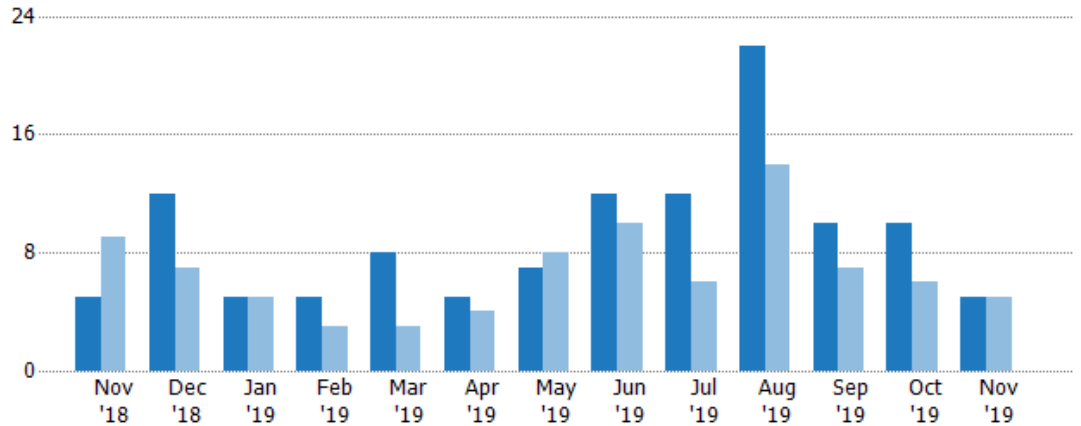
## Closed Sales

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.
Nov '19	5	0%
Nov '18	5	-44.4%
Nov '17	9	-22.2%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	5	12	5	5	8	5	7	12	12	22	10	10	5
Prior Year	9	7	5	3	3	4	8	10	6	14	7	6	5
Percent Change from Prior Year	-44%	71%	0%	67%	167%	25%	-13%	20%	100%	57%	43%	67%	0%

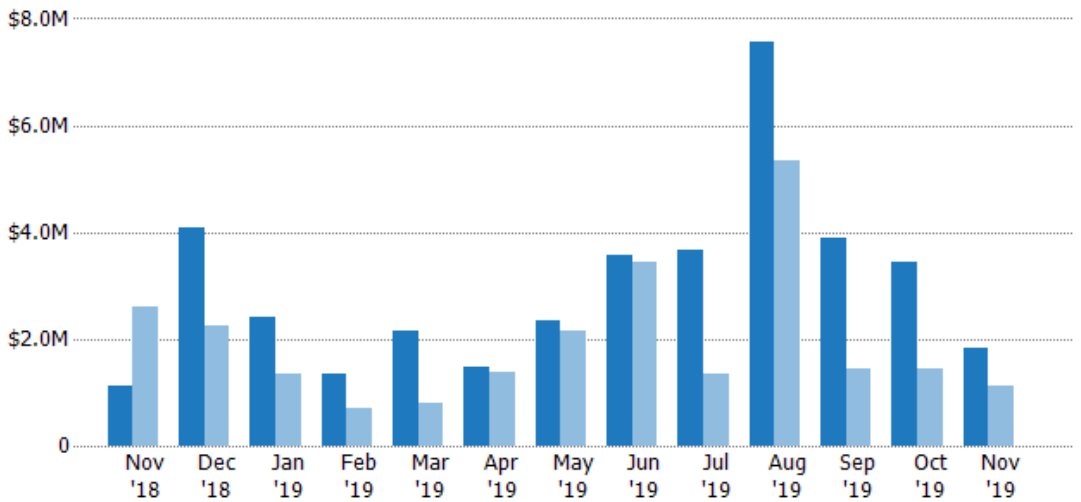
## Closed Sales Volume

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.
Nov '19	\$1.83M	65.9%
Nov '18	\$1.11M	-57.6%
Nov '17	\$2.61M	-21.5%



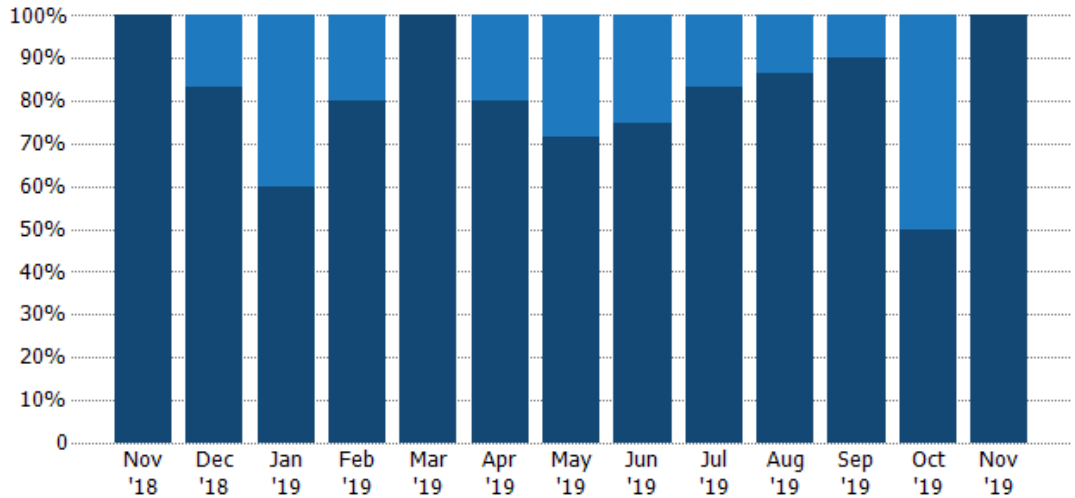
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$2.15M	\$1.48M	\$2.35M	\$3.58M	\$3.67M	\$7.57M	\$3.89M	\$3.44M	\$1.83M
Prior Year	\$2.61M	\$2.24M	\$1.34M	\$709K	\$807K	\$1.38M	\$2.15M	\$3.45M	\$1.33M	\$5.35M	\$1.45M	\$1.43M	\$1.11M
Percent Change from Prior Year	-58%	83%	80%	90%	167%	7%	9%	4%	175%	42%	167%	141%	66%

## 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



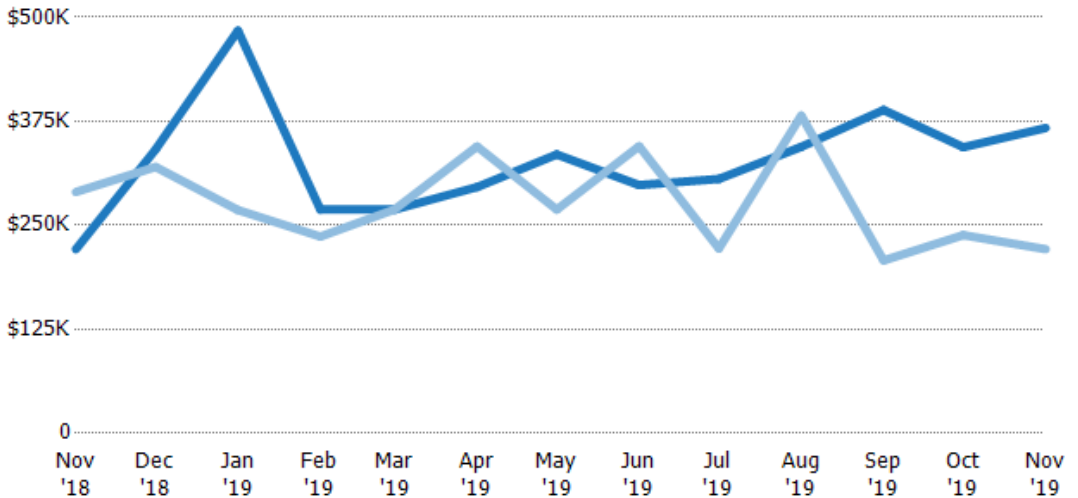
Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Condo/Townhouse	-	17%	40%	20%	-	20%	29%	25%	17%	14%	10%	50%	-
Single Family Residence	100%	83%	60%	80%	100%	80%	71%	75%	83%	86%	90%	50%	100%

## 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.
Nov '19	\$367K	65.9%
Nov '18	\$221K	-23.7%
Nov '17	\$290K	0.9%

Property Type	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K	\$344K	\$389K	\$344K	\$367K
Prior Year	\$290K	\$320K	\$268K	\$236K	\$269K	\$345K	\$269K	\$345K	\$222K	\$382K	\$208K	\$238K	\$221K
Percent Change from Prior Year	-24%	7%	80%	14%	0%	-14%	25%	-14%	38%	-10%	87%	44%	66%

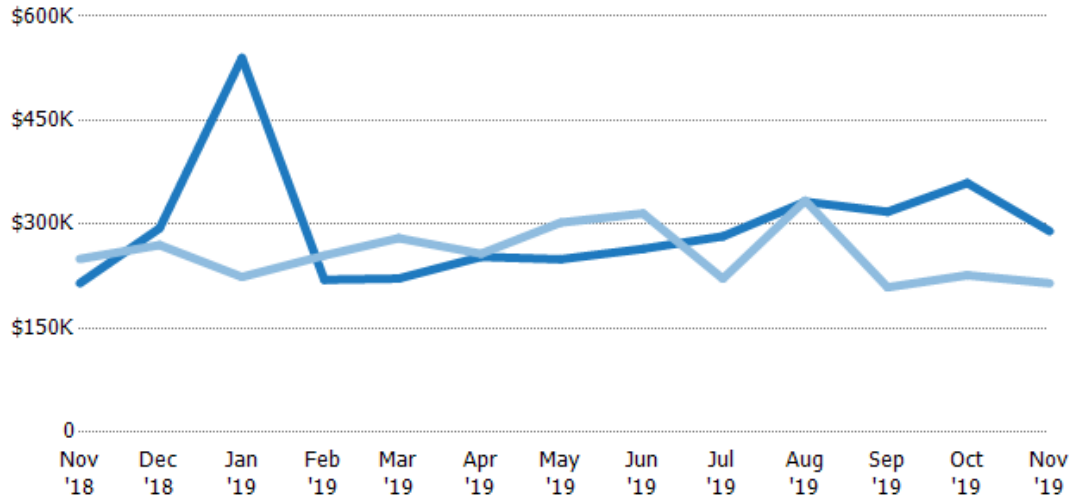
## Median Sales Price

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.
Nov '19	\$290K	34.9%
Nov '18	\$215K	-14%
Nov '17	\$250K	7.8%



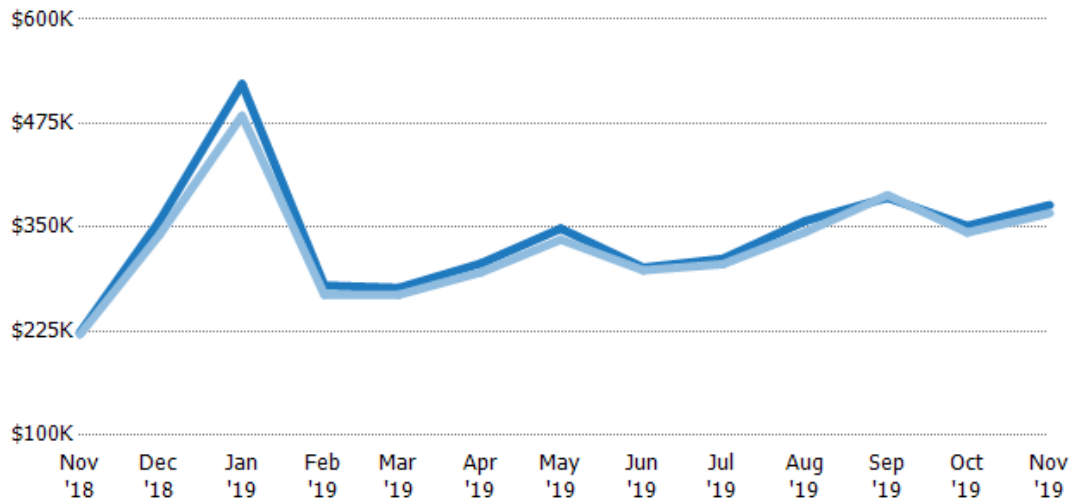
Current Year	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K	\$333K	\$318K	\$360K	\$290K
Prior Year	\$250K	\$270K	\$224K	\$255K	\$280K	\$258K	\$303K	\$316K	\$222K	\$334K	\$209K	\$227K	\$215K
Percent Change from Prior Year	-14%	9%	141%	-14%	-21%	-2%	-18%	-16%	28%	-1%	52%	59%	35%

## 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



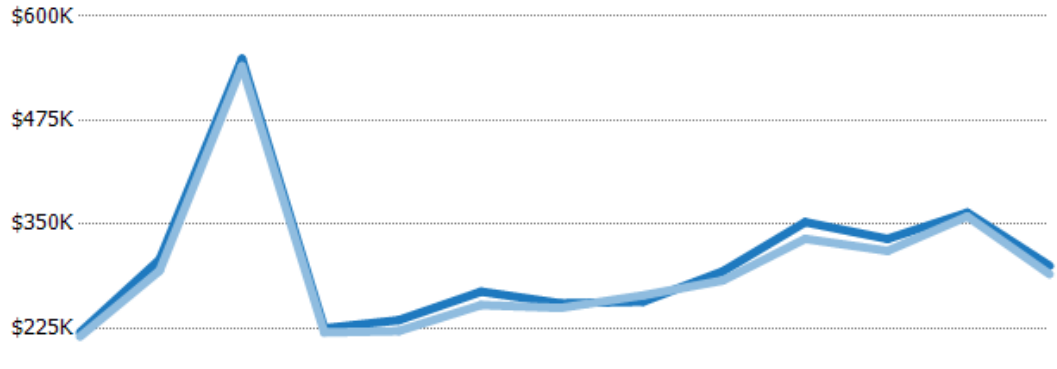
Avg List Price	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K	\$358K	\$386K	\$352K	\$377K
Avg Sales Price	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K	\$344K	\$389K	\$344K	\$367K
Avg Sales Price as a % of Avg List Price	99%	95%	93%	96%	97%	97%	96%	99%	98%	96%	101%	98%	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



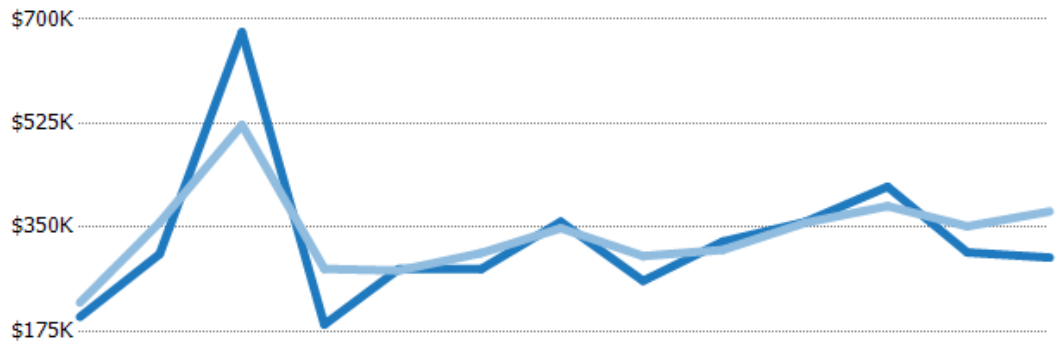
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K	\$353K	\$332K	\$364K	\$300K
Median Sales Price	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K	\$333K	\$318K	\$360K	\$290K
Med Sales Price as a % of Med List Price	98%	96%	98%	98%	94%	94%	98%	103%	96%	94%	96%	99%	97%

## 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



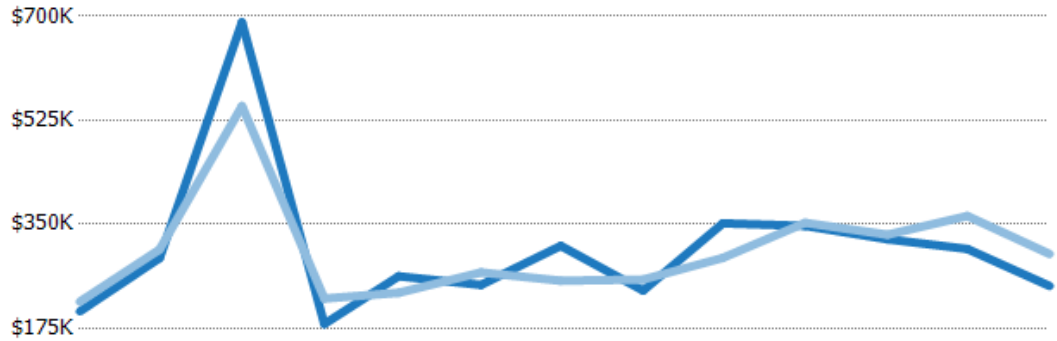
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$199K	\$305K	\$678K	\$186K	\$280K	\$280K	\$359K	\$260K	\$326K	\$359K	\$418K	\$308K	\$299K
Avg Sales Price	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K	\$358K	\$386K	\$352K	\$377K
Avg Sales Price as a % of Avg Est Value	112%	117%	77%	150%	99%	110%	97%	116%	96%	100%	92%	114%	126%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$203K	\$293K	\$690K	\$182K	\$263K	\$248K	\$314K	\$238K	\$352K	\$347K	\$325K	\$309K	\$246K
Median Sales Price	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K	\$353K	\$332K	\$364K	\$300K
Med Sales Price as a % of Med Est Value	108%	105%	80%	123%	89%	108%	81%	108%	83%	101%	102%	118%	122%