

Summary of Key Listing and Sales Metrics

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

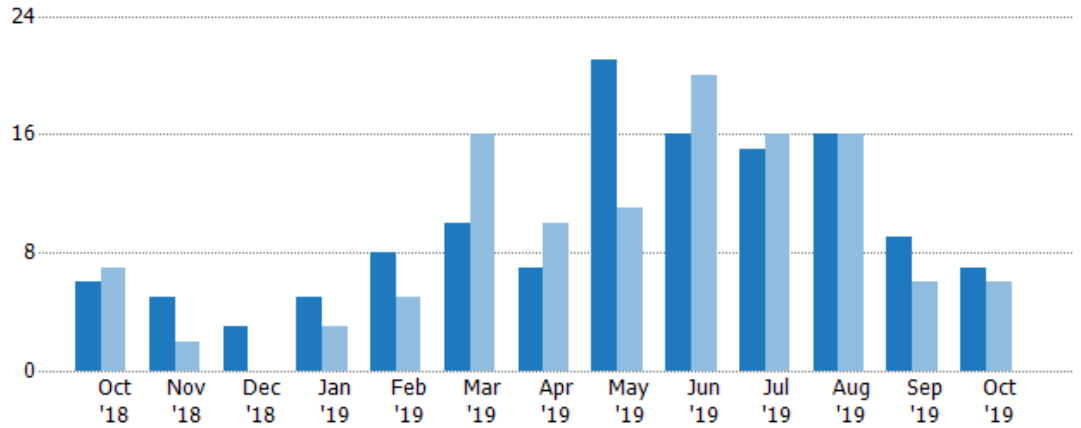
Key Metrics	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	6	+16.7%	114	109	+4.6%
New Listing Volume	\$2,302,000	\$2,004,600	+14.8%	\$38,514,500	\$40,512,800	-4.9%
Active Listing Count	32	42	-23.8%	N/A	N/A	
Active Listing Volume	\$13,036,700	\$21,089,200	-38.2%	N/A	N/A	
Average Listing Price	\$407,397	\$502,124	-18.9%	\$440,337	\$474,309	-7.2%
Median Listing Price	\$329,900	\$399,450	-17.4%	\$349,732	\$345,974	+1.1%
Median Days in RPR	80	106.5	-24.9%	101.05	116.79	-13.5%
Months of Inventory	3.2	6	-46.7%	5.1	4.2	+22.9%
Absorption Rate	31.25%	16.67%	+14.6%	19.47%	23.94%	-4.5%
Sales Activity Charts Metrics						
New Pending Sales Count	9	6	+50%	119	80	+48.8%
New Pending Sales Volume	\$2,522,800	\$1,811,900	+39.2%	\$40,025,000	\$24,849,550	+61.1%
Pending Sales Count	15	16	-6.3%	N/A	N/A	
Pending Sales Volume	\$4,810,600	\$5,135,600	-6.3%	N/A	N/A	
Closed Sales Count	10	6	+66.7%	96	66	+45.5%
Closed Sales Volume	\$3,438,500	\$1,429,000	+140.6%	\$31,887,600	\$19,397,525	+64.4%
Average Sales Price	\$343,850	\$238,167	+44.4%	\$332,162	\$293,902	+13%
Median Sales Price	\$359,500	\$226,500	+58.7%	\$304,578	\$275,159	+10.7%

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



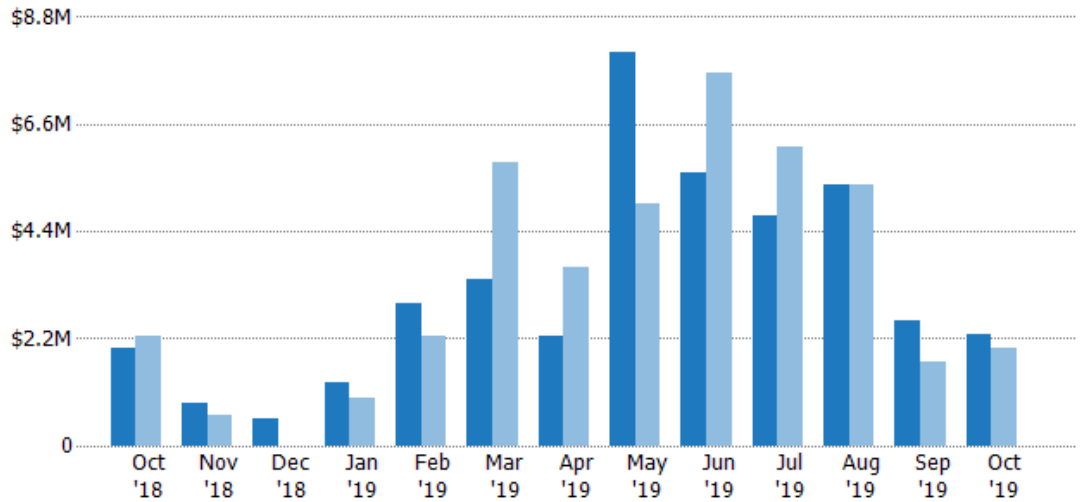
Current Year	6	5	3	5	8	10	7	21	16	15	16	9	7
Prior Year	7	2	-	3	5	16	10	11	20	16	16	6	6
Percent Change from Prior Year	-14%	150%	100%	67%	60%	-38%	-30%	91%	-20%	-6%	0%	50%	17%

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	\$2M	\$871K	\$555K	\$1.32M	\$2.91M	\$3.42M	\$2.25M	\$8.07M	\$5.62M	\$4.73M	\$5.35M	\$2.56M	\$2.3M
Prior Year	\$2.26M	\$636K	-	\$965K	\$2.26M	\$5.82M	\$3.66M	\$4.96M	\$7.64M	\$6.14M	\$5.35M	\$1.71M	\$2M
Percent Change from Prior Year	-11%	37%	100%	36%	29%	-41%	-39%	63%	-26%	-23%	0%	50%	15%

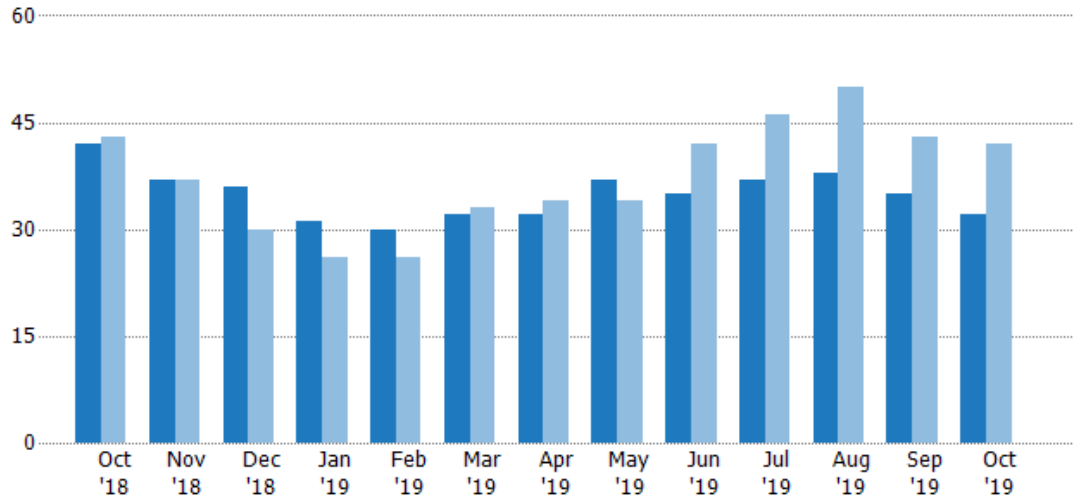
Active Listings

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.
Oct '19	32	-23.8%
Oct '18	42	-2.3%
Oct '17	43	25.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	42	37	36	31	30	32	32	37	35	37	38	35	32
Prior Year	43	37	30	26	26	33	34	34	42	46	50	43	42
Percent Change from Prior Year	-2%	0%	20%	19%	15%	-3%	-6%	9%	-17%	-20%	-24%	-19%	-24%

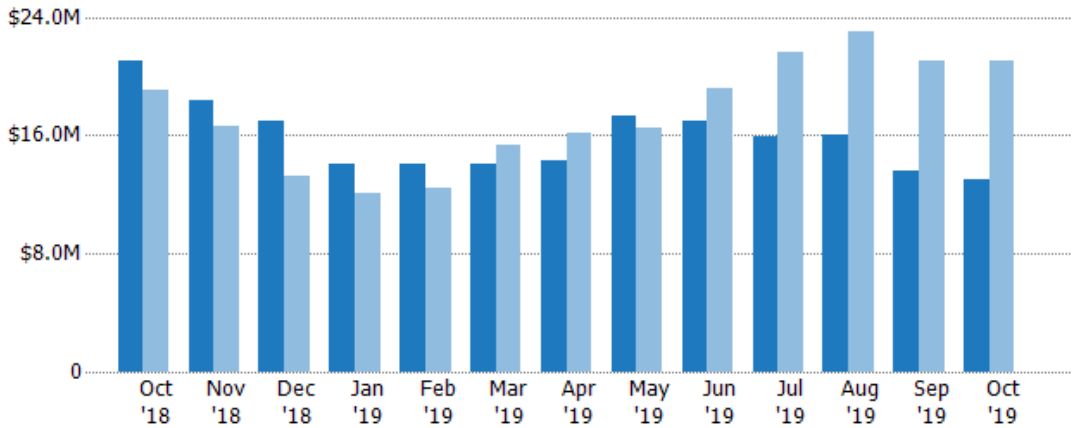
Active Listing Volume

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.
Oct '19	\$13M	-38.2%
Oct '18	\$21.1M	10.8%
Oct '17	\$19M	-5.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$21.1M	\$18.4M	\$17M	\$14M	\$14.1M	\$14M	\$14.3M	\$17.3M	\$16.9M	\$15.9M	\$16.1M	\$13.6M	\$13M
Prior Year	\$19M	\$16.6M	\$13.2M	\$12.1M	\$12.4M	\$15.3M	\$16.1M	\$16.5M	\$19.2M	\$21.6M	\$23M	\$21M	\$21.1M
Percent Change from Prior Year	11%	11%	28%	16%	13%	-9%	-11%	5%	-12%	-26%	-30%	-35%	-38%

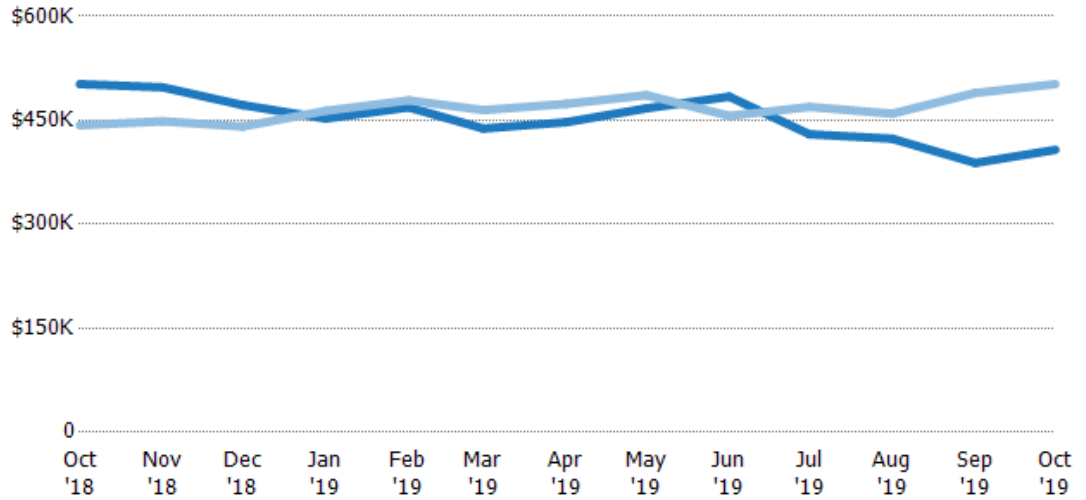
Average Listing Price

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.
Oct '19	\$407K	-18.9%
Oct '18	\$502K	13.4%
Oct '17	\$443K	-24.8%



Current Year	\$502K	\$498K	\$472K	\$453K	\$469K	\$438K	\$447K	\$467K	\$484K	\$430K	\$423K	\$389K	\$407K
Prior Year	\$443K	\$449K	\$441K	\$464K	\$479K	\$465K	\$474K	\$486K	\$456K	\$469K	\$460K	\$489K	\$502K
Percent Change from Prior Year	13%	11%	7%	-2%	-2%	-6%	-6%	-4%	6%	-8%	-8%	-21%	-19%

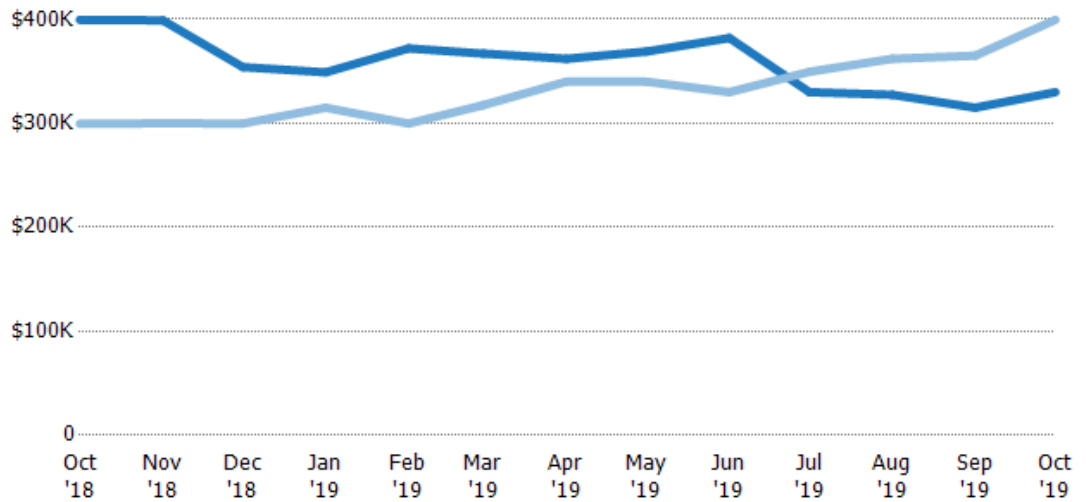
Median Listing Price

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.
Oct '19	\$330K	-17.4%
Oct '18	\$399K	33.4%
Oct '17	\$300K	-6.9%



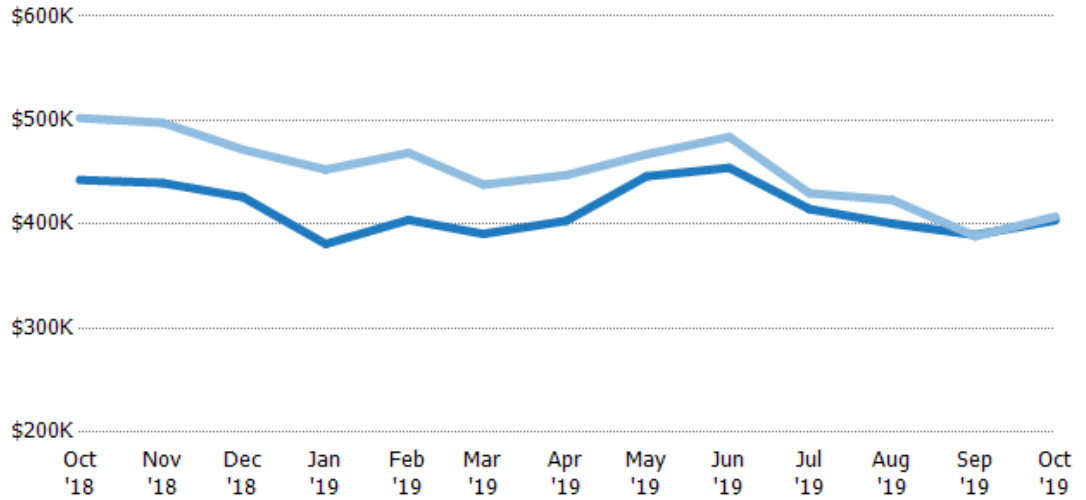
Current Year	\$399K	\$399K	\$354K	\$349K	\$372K	\$367K	\$362K	\$369K	\$382K	\$330K	\$327K	\$315K	\$330K
Prior Year	\$300K	\$300K	\$300K	\$315K	\$300K	\$318K	\$340K	\$340K	\$330K	\$350K	\$362K	\$365K	\$399K
Percent Change from Prior Year	33%	33%	18%	11%	24%	16%	6%	9%	16%	-6%	-10%	-14%	-17%

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

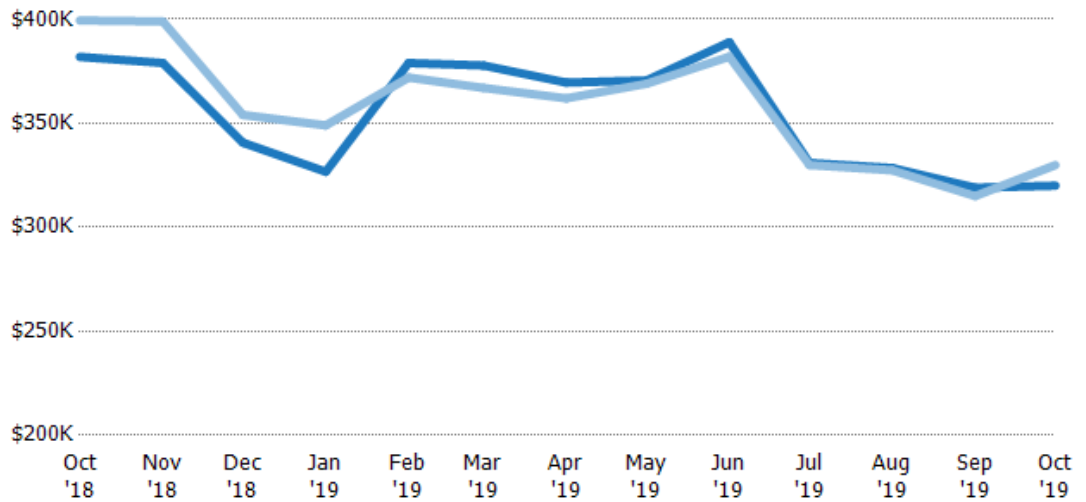


Median Listing Price vs Median Est Value

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



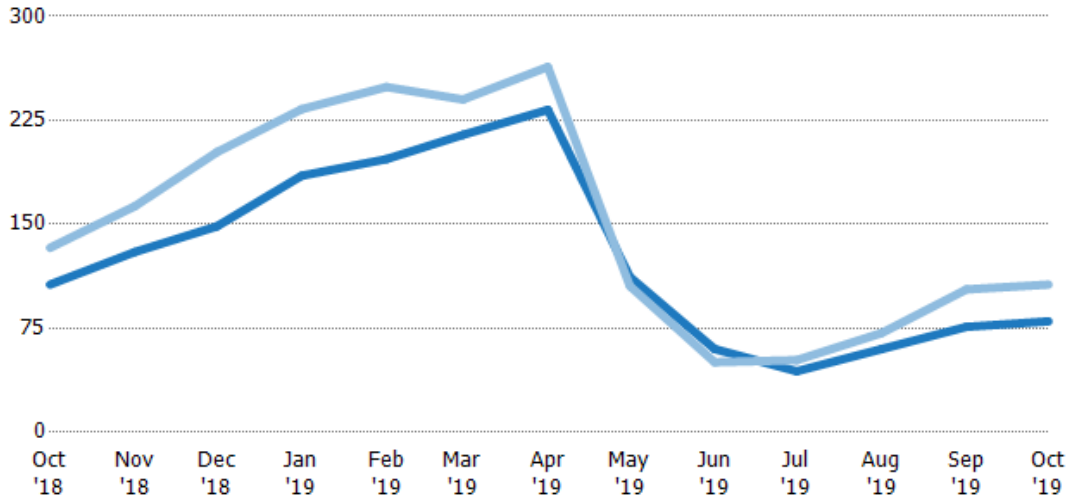
Median Days in RPR

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.
Oct '19	80	-24.9%
Oct '18	107	-19.9%
Oct '17	133	7.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	107	130	149	185	197	215	233	112	60	44	60	76	80
Prior Year	133	163	202	233	249	240	264	106	50.5	52	71.5	103	107
Percent Change from Prior Year	-20%	-20%	-26%	-21%	-21%	-11%	-12%	6%	19%	-15%	-16%	-26%	-25%

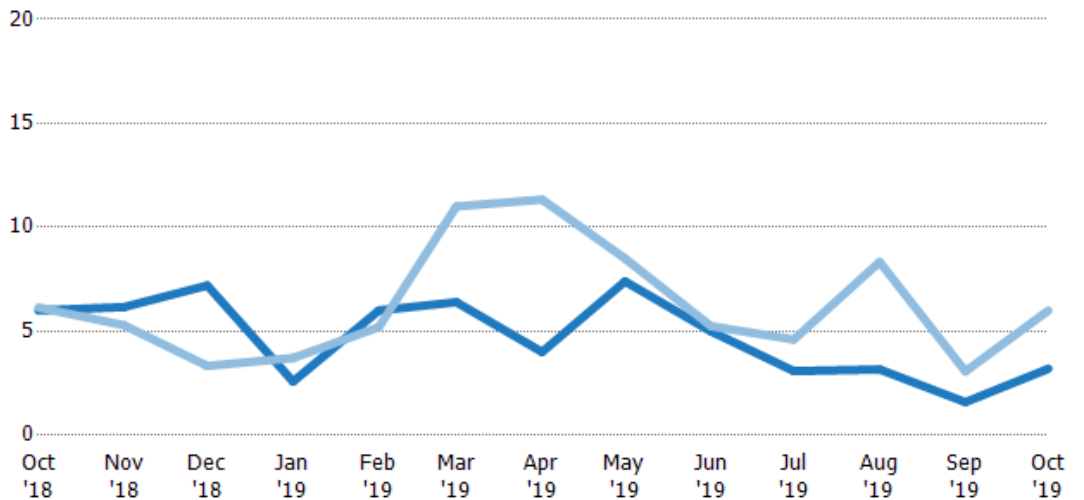
Months of Inventory

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.
Oct '19	3.2	-46.7%
Oct '18	6	-2.3%
Oct '17	6.14	46.5%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	6	6.17	7.2	2.58	6	6.4	4	7.4	5	3.08	3.17	1.59	3.2
Prior Year	6.14	5.29	3.33	3.71	5.2	11	11.3	8.5	5.25	4.6	8.33	3.07	6
Percent Change from Prior Year	-2%	17%	116%	-30%	15%	-42%	-65%	-13%	-5%	-33%	-62%	-48%	-47%

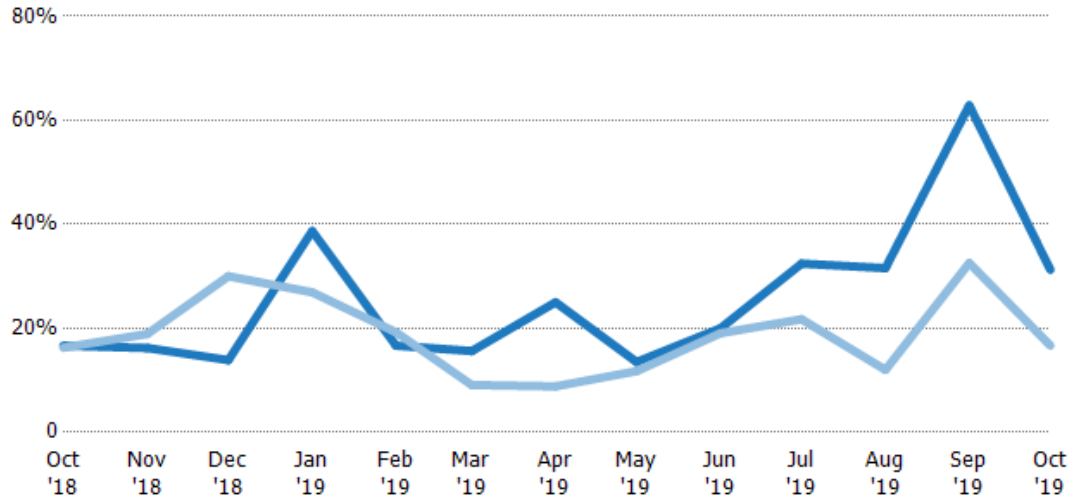
Absorption Rate

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.
Oct '19	31%	-14.6%
Oct '18	17%	-0.4%
Oct '17	16%	-31.7%



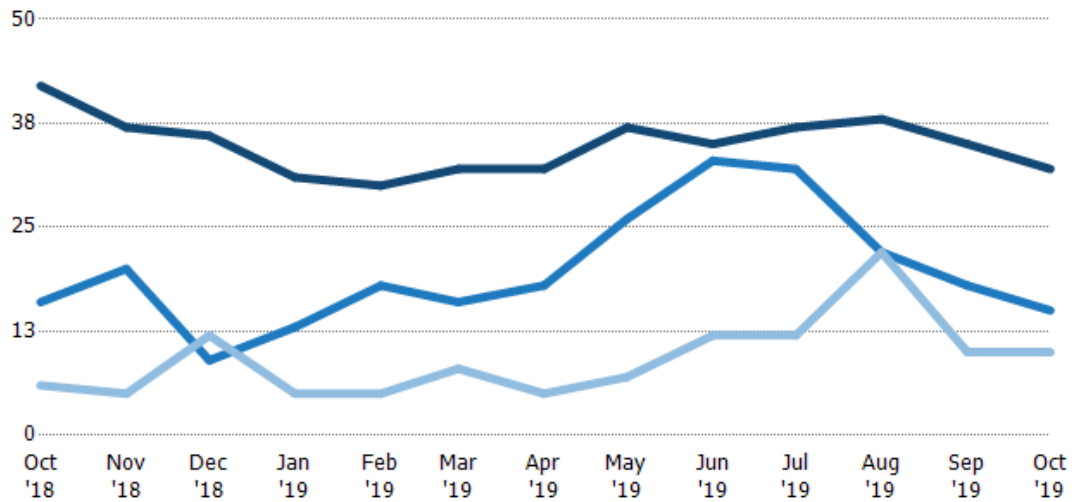
Current Year	17%	16%	14%	39%	17%	16%	25%	14%	20%	32%	32%	63%	31%
Prior Year	16%	19%	30%	27%	19%	9%	9%	12%	19%	22%	12%	33%	17%
Change from Prior Year	0%	3%	16%	-12%	3%	-7%	-16%	-2%	-1%	-11%	-20%	-30%	-15%

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	42	37	36	31	30	32	32	37	35	37	38	35	32
Pending	16	20	9	13	18	16	18	26	33	32	22	18	15
Sold	6	5	12	5	5	8	5	7	12	12	22	10	10

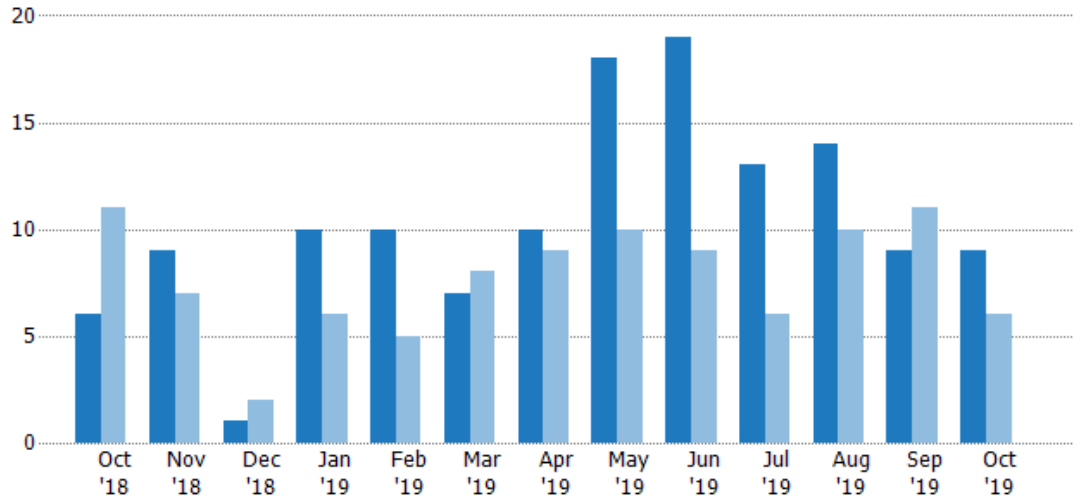
New Pending Sales

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.
Oct '19	9	50%
Oct '18	6	-45.5%
Oct '17	11	-9.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	6	9	1	10	10	7	10	18	19	13	14	9	9
Prior Year	11	7	2	6	5	8	9	10	9	6	10	11	6
Percent Change from Prior Year	-45%	29%	-50%	67%	100%	-13%	11%	80%	111%	117%	40%	-18%	50%

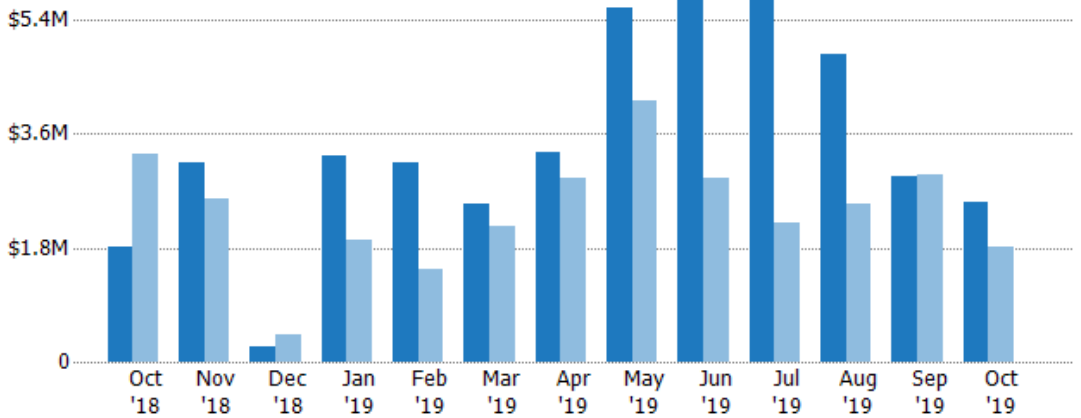
New Pending Sales Volume

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.
Oct '19	\$2.52M	39.2%
Oct '18	\$1.81M	-44.8%
Oct '17	\$3.28M	-17.4%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$1.81M	\$3.13M	\$245K	\$3.25M	\$3.15M	\$2.5M	\$3.32M	\$5.59M	\$6.06M	\$5.86M	\$4.86M	\$2.92M	\$2.52M
Prior Year	\$3.28M	\$2.56M	\$440K	\$1.91M	\$1.45M	\$2.14M	\$2.89M	\$4.11M	\$2.89M	\$2.19M	\$2.5M	\$2.95M	\$1.81M
Percent Change from Prior Year	-45%	22%	-44%	70%	117%	17%	15%	36%	109%	168%	94%	-1%	39%

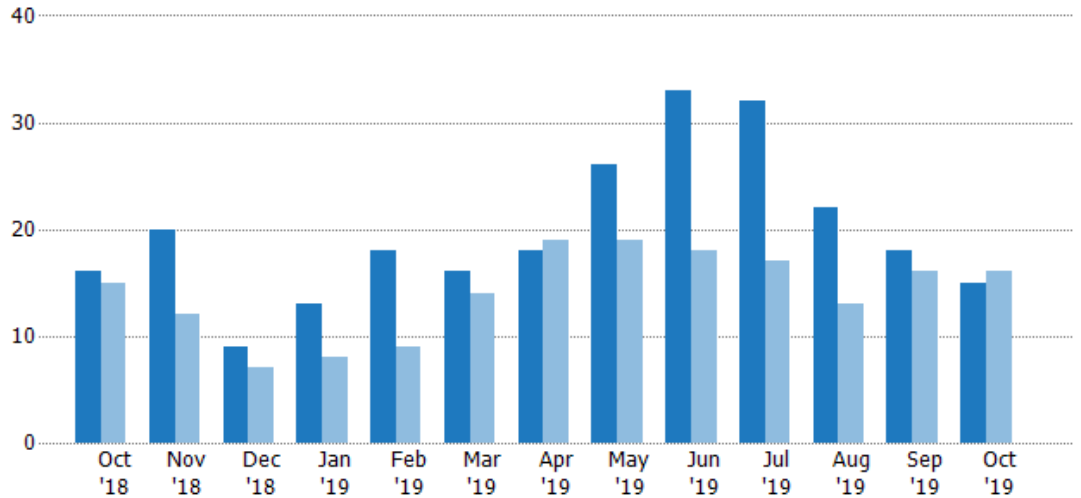
Pending Sales

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.
Oct '19	15	-6.3%
Oct '18	16	6.7%
Oct '17	15	6.7%



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

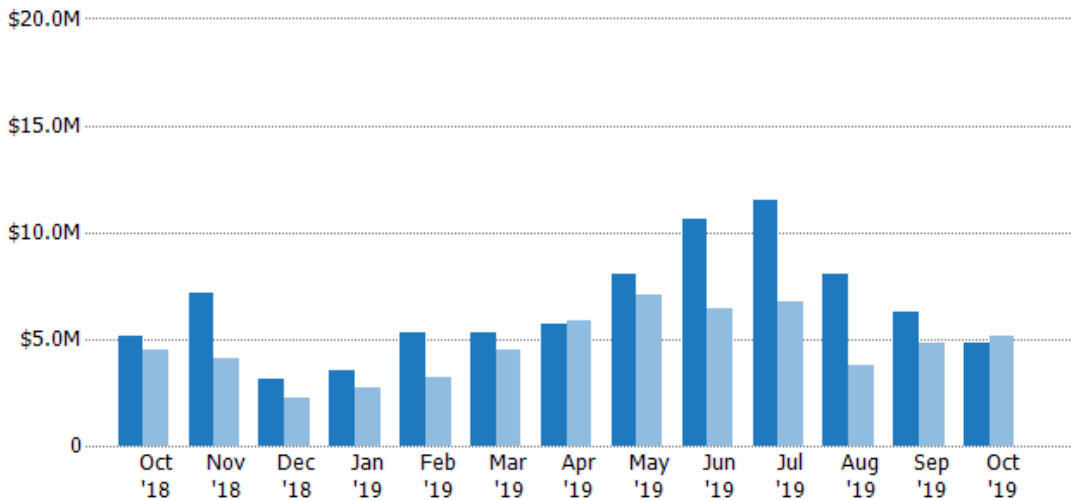
Pending Sales Volume

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.
Oct '19	\$4.81M	-6.3%
Oct '18	\$5.14M	14.1%
Oct '17	\$4.5M	3.8%



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

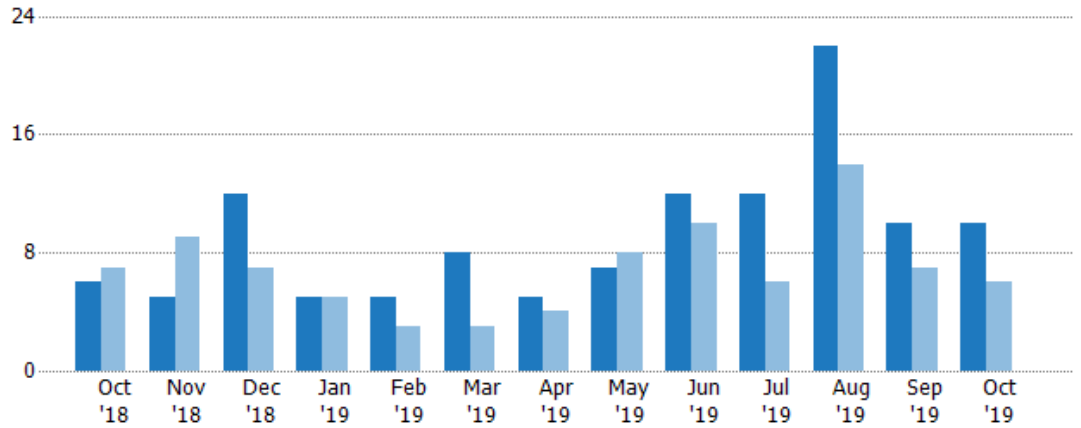
Closed Sales

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.
Oct '19	10	66.7%
Oct '18	6	-14.3%
Oct '17	7	14.3%



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

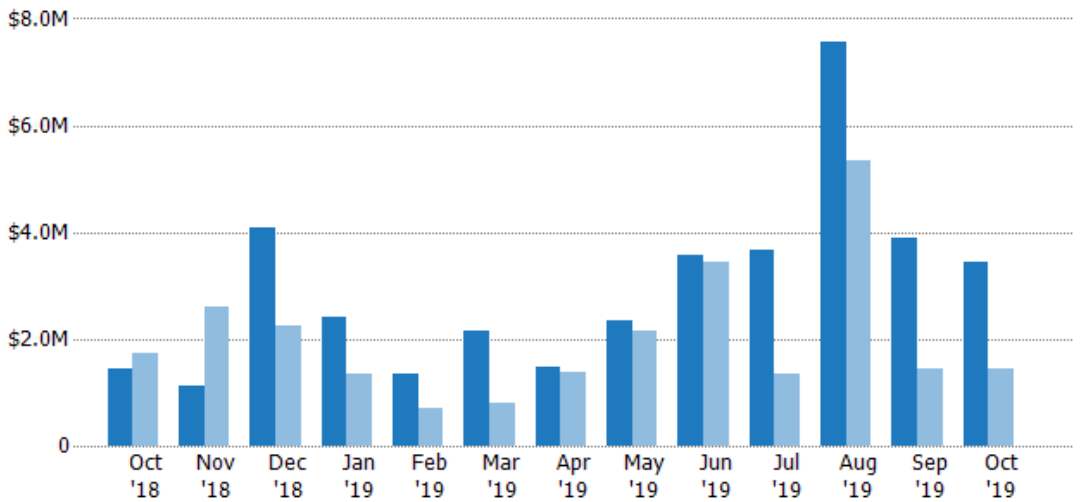
Closed Sales Volume

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.
Oct '19	\$3.44M	140.6%
Oct '18	\$1.43M	-17.4%
Oct '17	\$1.73M	27.6%



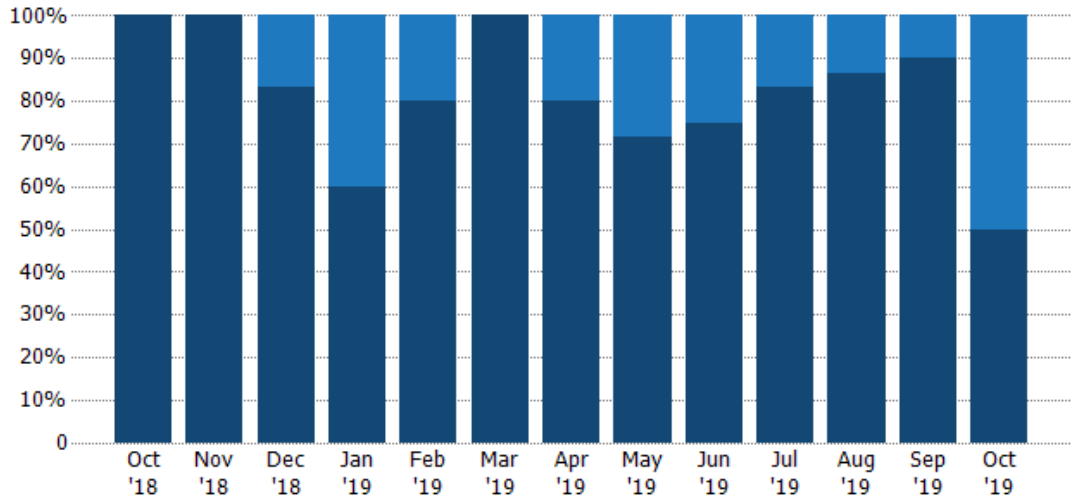
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$1.43M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$2.15M	\$1.48M	\$2.35M	\$3.58M	\$3.67M	\$7.57M	\$3.89M	\$3.44M
Prior Year	\$1.73M	\$2.61M	\$2.24M	\$1.34M	\$709K	\$807K	\$1.38M	\$2.15M	\$3.45M	\$1.33M	\$5.35M	\$1.45M	\$1.43M
Percent Change from Prior Year	-17%	-58%	83%	80%	90%	167%	7%	9%	4%	175%	42%	167%	141%

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



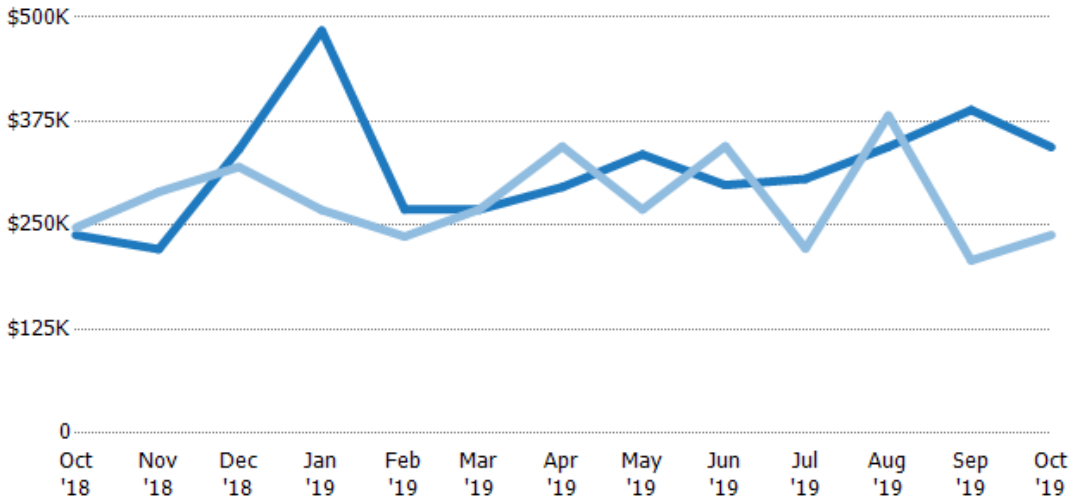
Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Condo/Townhouse	-	-	17%	40%	20%	-	20%	29%	25%	17%	14%	10%	50%
Single Family Residence	100%	100%	83%	60%	80%	100%	80%	71%	75%	83%	86%	90%	50%

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.
Oct '19	\$344K	44.4%
Oct '18	\$238K	-3.7%
Oct '17	\$247K	11.6%

Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$238K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K	\$344K	\$389K	\$344K
Prior Year	\$247K	\$290K	\$320K	\$268K	\$236K	\$269K	\$345K	\$269K	\$345K	\$222K	\$382K	\$208K	\$238K
Percent Change from Prior Year	-4%	-24%	7%	80%	14%	0%	-14%	25%	-14%	38%	-10%	87%	44%

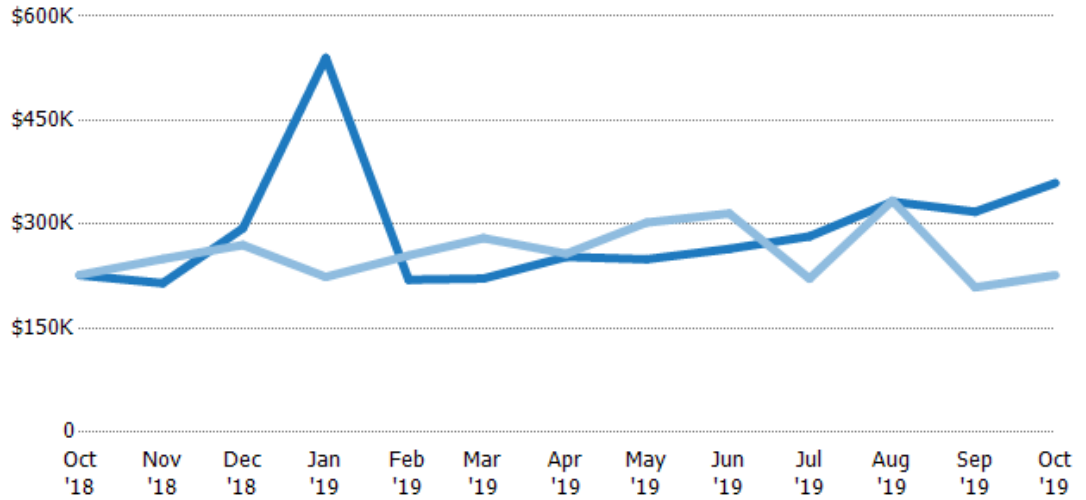
Median Sales Price

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.
Oct '19	\$360K	58.7%
Oct '18	\$227K	-0.2%
Oct '17	\$227K	3.7%



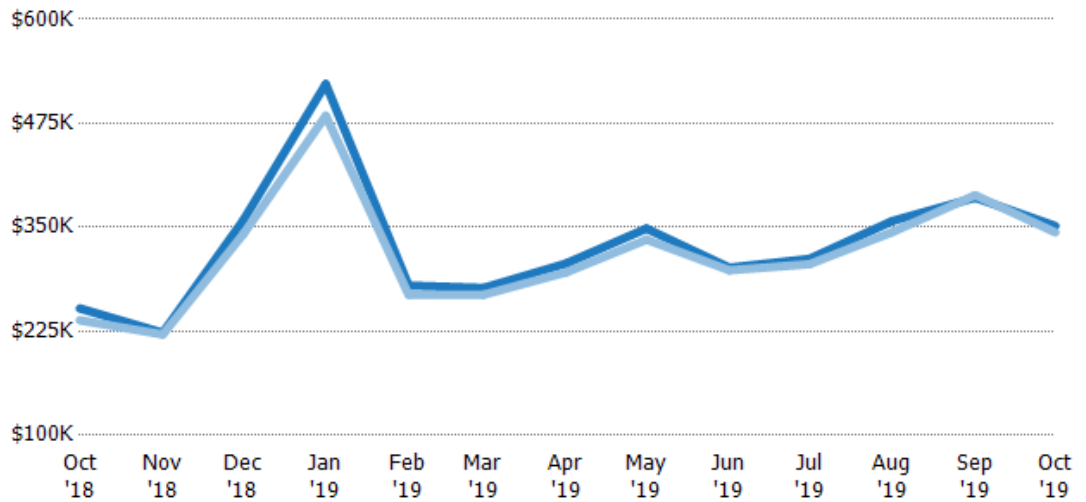
Current Year	\$227K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K	\$333K	\$318K	\$360K
Prior Year	\$227K	\$250K	\$270K	\$224K	\$255K	\$280K	\$258K	\$303K	\$316K	\$222K	\$334K	\$209K	\$227K
Percent Change from Prior Year	0%	-14%	9%	141%	-14%	-21%	-2%	-18%	-16%	28%	-1%	52%	59%

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



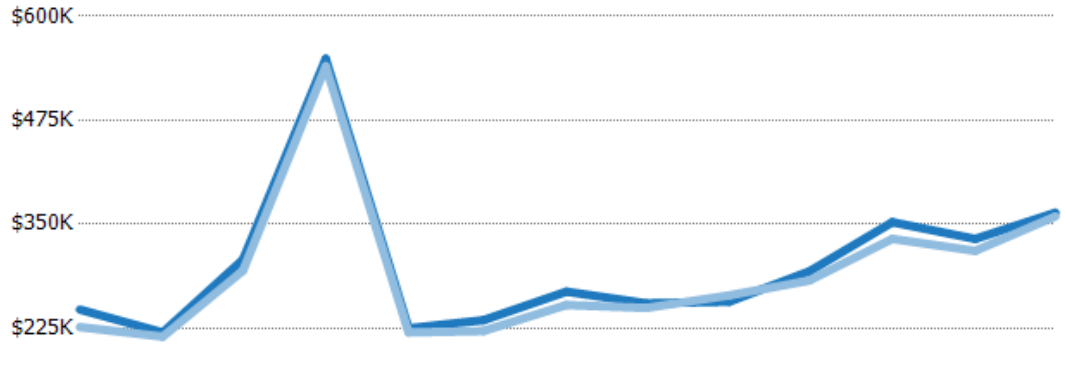
Avg List Price	\$253K	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K	\$358K	\$386K	\$352K
Avg Sales Price	\$238K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K	\$344K	\$389K	\$344K
Avg Sales Price as a % of Avg List Price	94%	99%	95%	93%	96%	97%	97%	96%	99%	98%	96%	101%	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



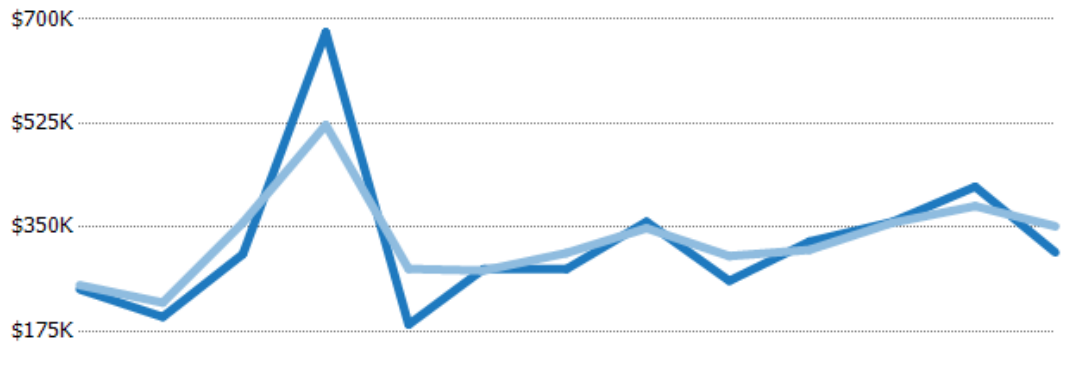
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$248K	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K	\$353K	\$332K	\$364K
Median Sales Price	\$227K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K	\$333K	\$318K	\$360K
Med Sales Price as a % of Med List Price	92%	98%	96%	98%	98%	94%	94%	98%	103%	96%	94%	96%	99%

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



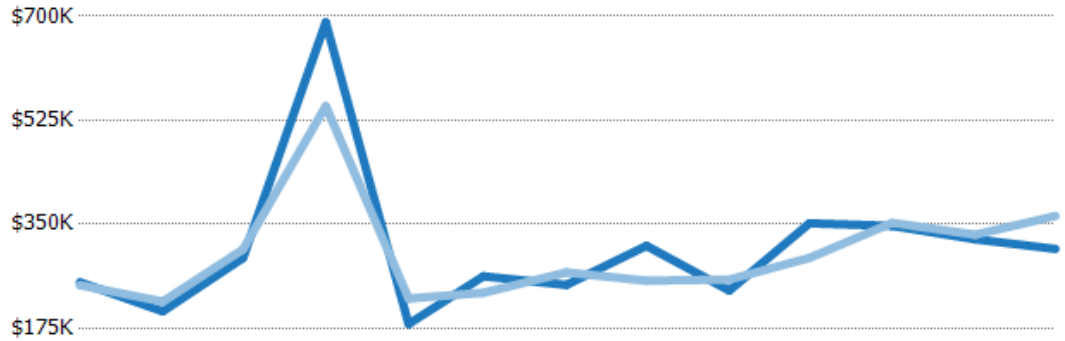
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$245K	\$199K	\$305K	\$678K	\$186K	\$280K	\$280K	\$359K	\$260K	\$326K	\$359K	\$418K	\$308K
Avg Sales Price	\$253K	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K	\$358K	\$386K	\$352K
Avg Sales Price as a % of Avg Est Value	103%	112%	117%	77%	150%	99%	110%	97%	116%	96%	100%	92%	114%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$253K	\$203K	\$293K	\$690K	\$182K	\$263K	\$248K	\$314K	\$238K	\$352K	\$347K	\$325K	\$309K
Median Sales Price	\$248K	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K	\$353K	\$332K	\$364K
Med Sales Price as a % of Med Est Value	98%	108%	105%	80%	123%	89%	108%	81%	108%	83%	101%	102%	118%