

## Summary of Key Listing and Sales Metrics

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

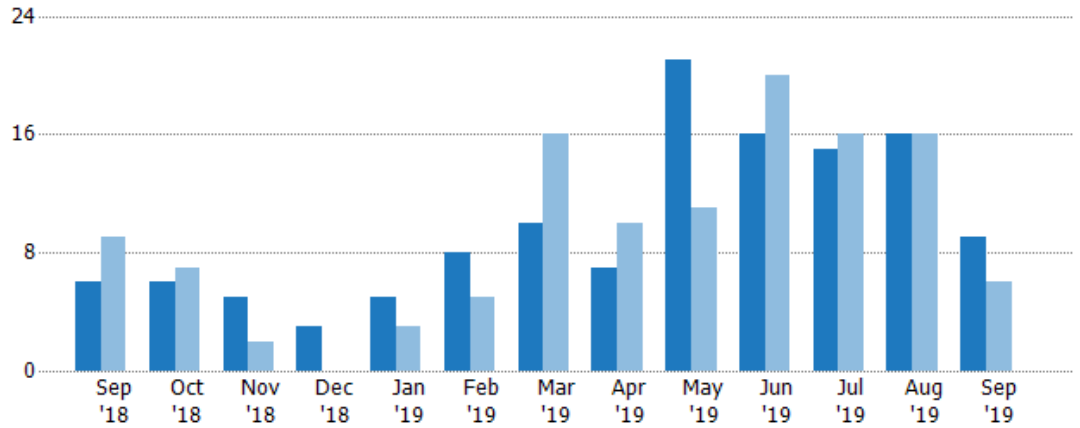
Key Metrics	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	6	+50%	107	103	+3.9%
New Listing Volume	\$2,555,400	\$1,706,900	+49.7%	\$36,212,500	\$38,508,200	-6%
Active Listing Count	35	43	-18.6%	N/A	N/A	
Active Listing Volume	\$13,598,400	\$21,045,500	-35.4%	N/A	N/A	
Average Listing Price	\$388,526	\$489,430	-20.6%	\$443,771	\$470,811	-5.7%
Median Listing Price	\$315,000	\$365,000	-13.7%	\$351,800	\$339,250	+3.7%
Median Days in RPR	76	103	-26.2%	103.49	117.82	-12.2%
Months of Inventory	1.6	3.1	-48.2%	5.1	4	+27.2%
Absorption Rate	62.86%	32.56%	+30.3%	19.54%	24.85%	-5.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	11	-18.2%	110	74	+48.6%
New Pending Sales Volume	\$2,920,000	\$2,945,800	-0.9%	\$37,502,200	\$23,037,650	+62.8%
Pending Sales Count	18	16	+12.5%	N/A	N/A	
Pending Sales Volume	\$6,268,700	\$4,838,700	+29.6%	N/A	N/A	
Closed Sales Count	10	7	+42.9%	86	60	+43.3%
Closed Sales Volume	\$3,885,500	\$1,453,700	+167.3%	\$28,449,100	\$17,968,525	+58.3%
Average Sales Price	\$388,550	\$207,671	+87.1%	\$330,803	\$299,475	+10.5%
Median Sales Price	\$318,000	\$209,000	+52.2%	\$298,192	\$280,025	+6.5%

## 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



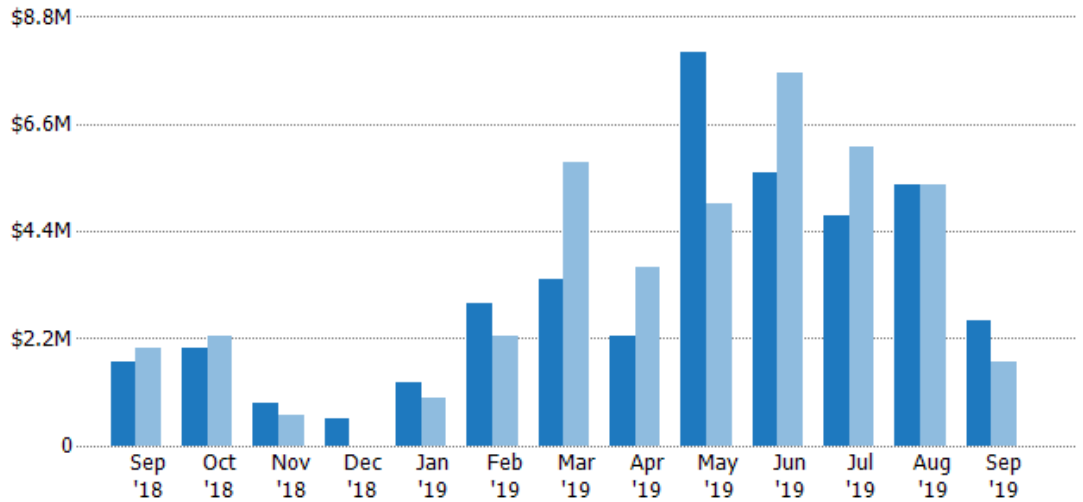
Current Year	6	6	5	3	5	8	10	7	21	16	15	16	9
Prior Year	9	7	2	-	3	5	16	10	11	20	16	16	6
Percent Change from Prior Year	-33%	-14%	150%	100%	67%	60%	-38%	-30%	91%	-20%	-6%	0%	50%

## 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	\$1.71M	\$2M	\$871K	\$555K	\$1.32M	\$2.91M	\$3.42M	\$2.25M	\$8.07M	\$5.62M	\$4.73M	\$5.35M	\$2.56M
Prior Year	\$2.01M	\$2.26M	\$636K	-	\$965K	\$2.26M	\$5.82M	\$3.66M	\$4.96M	\$7.64M	\$6.14M	\$5.35M	\$1.71M
Percent Change from Prior Year	-15%	-11%	37%	100%	36%	29%	-41%	-39%	63%	-26%	-23%	0%	50%

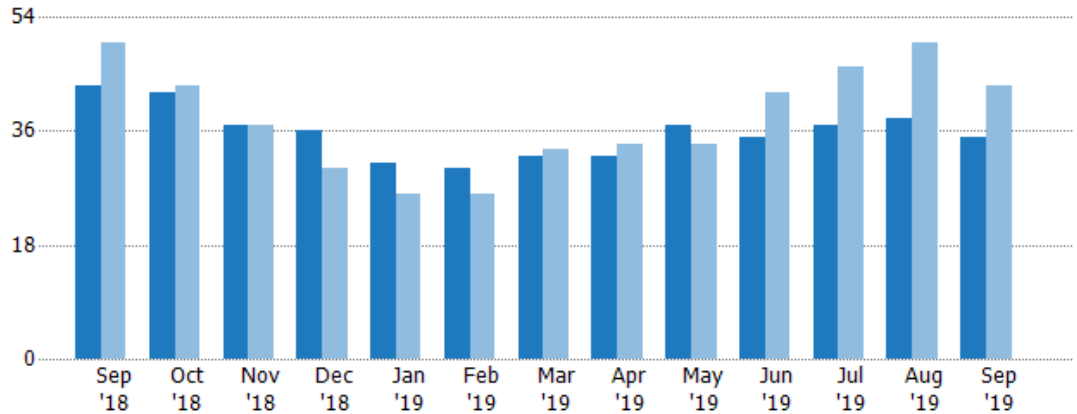
## Active Listings

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.
Sep '19	35	-18.6%
Sep '18	43	-14%
Sep '17	50	20%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	43	42	37	36	31	30	32	32	37	35	37	38	35
Prior Year	50	43	37	30	26	26	33	34	34	42	46	50	43
Percent Change from Prior Year	-14%	-2%	0%	20%	19%	15%	-3%	-6%	9%	-17%	-20%	-24%	-19%

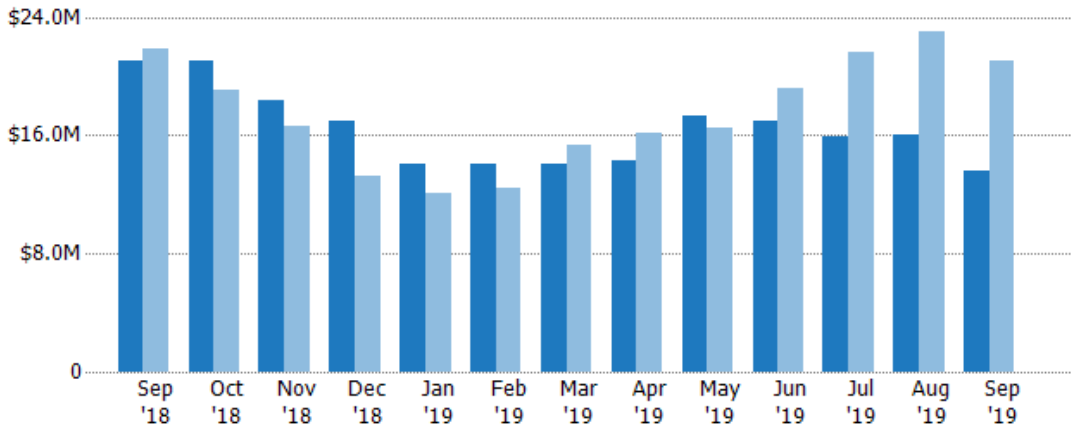
## Active Listing Volume

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.
Sep '19	\$13.6M	-35.4%
Sep '18	\$21M	-3.8%
Sep '17	\$21.9M	-10.6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$21M	\$21.1M	\$18.4M	\$17M	\$14M	\$14.1M	\$14M	\$14.3M	\$17.3M	\$16.9M	\$15.9M	\$16.1M	\$13.6M
Prior Year	\$21.9M	\$19M	\$16.6M	\$13.2M	\$12.1M	\$12.4M	\$15.3M	\$16.1M	\$16.5M	\$19.2M	\$21.6M	\$23M	\$21M
Percent Change from Prior Year	-4%	11%	11%	28%	16%	13%	-9%	-11%	5%	-12%	-26%	-30%	-35%

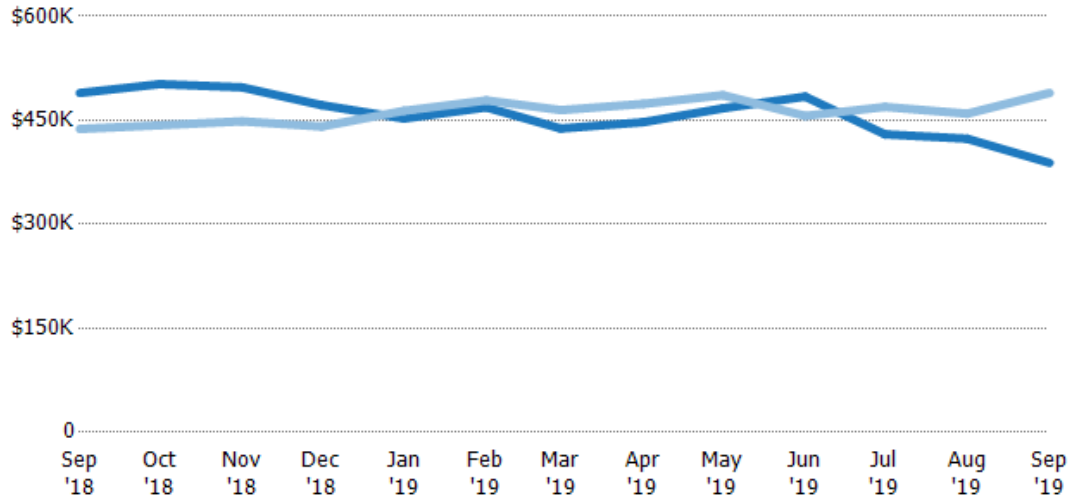
## Average Listing Price

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.
Sep '19	\$389K	-20.6%
Sep '18	\$489K	11.9%
Sep '17	\$438K	-25.5%



Current Year	\$489K	\$502K	\$498K	\$472K	\$453K	\$469K	\$438K	\$447K	\$467K	\$484K	\$430K	\$423K	\$389K
Prior Year	\$438K	\$443K	\$449K	\$441K	\$464K	\$479K	\$465K	\$474K	\$486K	\$456K	\$469K	\$460K	\$489K
Percent Change from Prior Year	12%	13%	11%	7%	-2%	-2%	-6%	-6%	-4%	6%	-8%	-8%	-21%

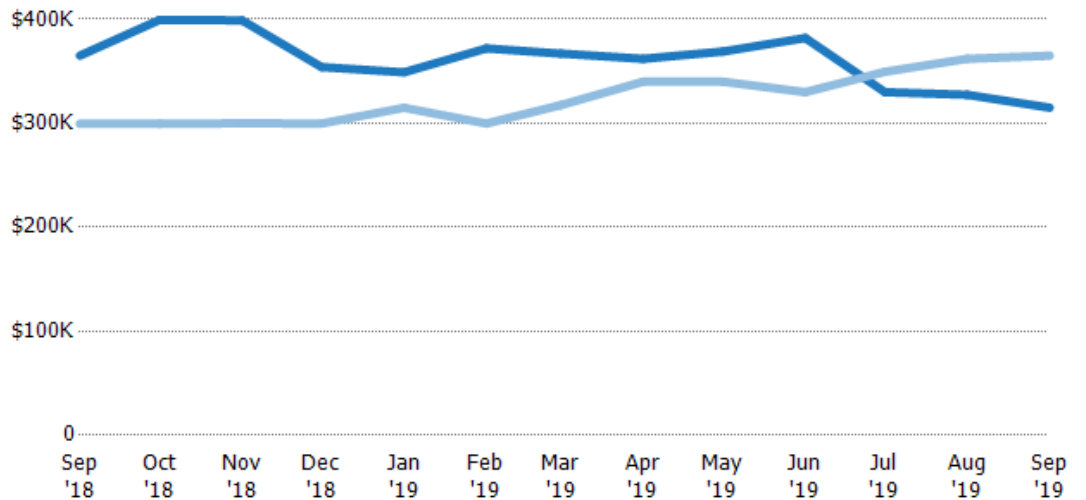
## Median Listing Price

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.
Sep '19	\$315K	-13.7%
Sep '18	\$365K	21.9%
Sep '17	\$300K	-11.5%



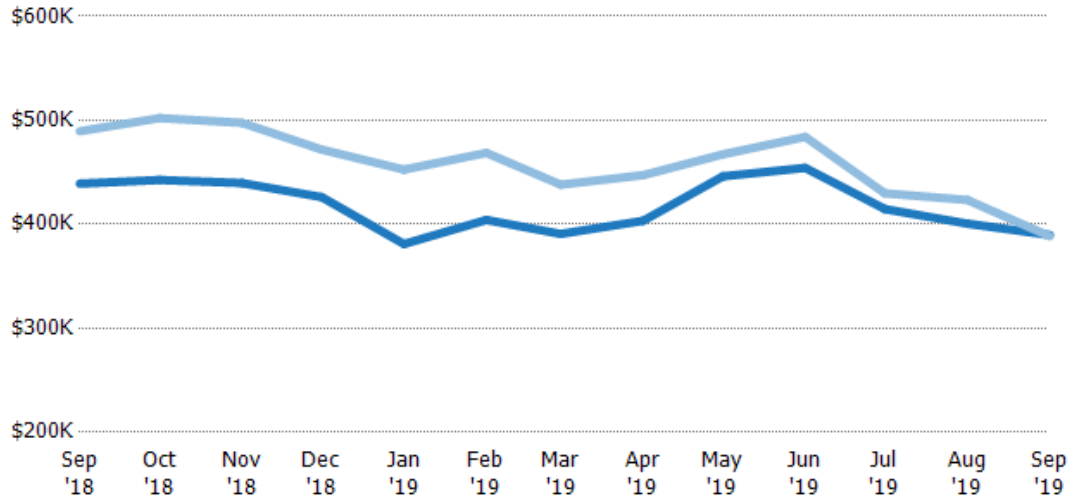
Current Year	\$365K	\$399K	\$399K	\$354K	\$349K	\$372K	\$367K	\$362K	\$369K	\$382K	\$330K	\$327K	\$315K
Prior Year	\$300K	\$300K	\$300K	\$300K	\$315K	\$300K	\$318K	\$340K	\$340K	\$330K	\$350K	\$362K	\$365K
Percent Change from Prior Year	22%	33%	33%	18%	11%	24%	16%	6%	9%	16%	-6%	-10%	-14%

## 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



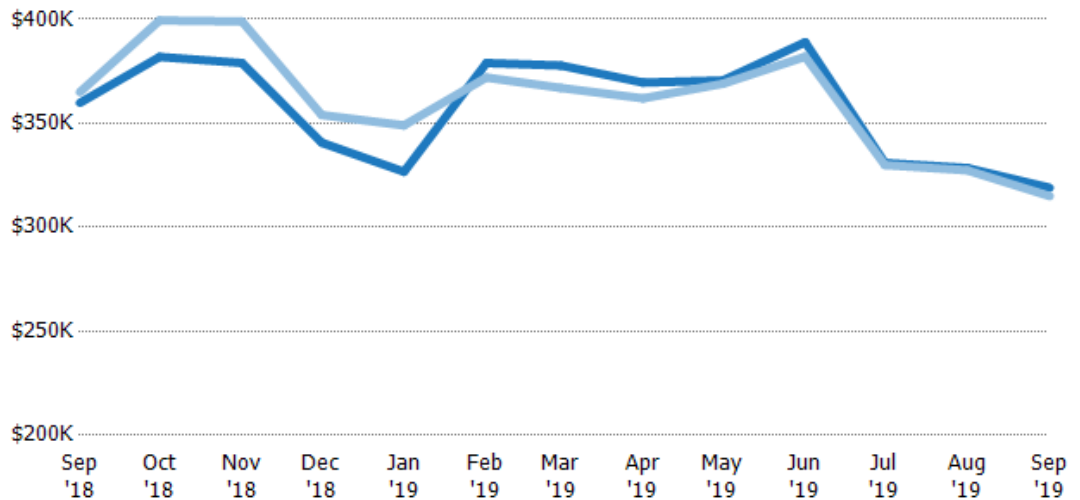
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$439K	\$443K	\$440K	\$426K	\$381K	\$404K	\$391K	\$403K	\$446K	\$454K	\$415K	\$401K	\$390K
Avg Listing Price	\$489K	\$502K	\$498K	\$472K	\$453K	\$469K	\$438K	\$447K	\$467K	\$484K	\$430K	\$423K	\$389K
Avg Listing Price as a % of Avg Est Value	111%	113%	113%	111%	119%	116%	112%	111%	105%	107%	104%	106%	100%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$360K	\$382K	\$379K	\$341K	\$327K	\$379K	\$378K	\$370K	\$371K	\$389K	\$331K	\$328K	\$319K
Median Listing Price	\$365K	\$399K	\$399K	\$354K	\$349K	\$372K	\$367K	\$362K	\$369K	\$382K	\$330K	\$327K	\$315K
Med Listing Price as a % of Med Est Value	101%	105%	105%	104%	107%	98%	97%	98%	100%	98%	100%	100%	99%

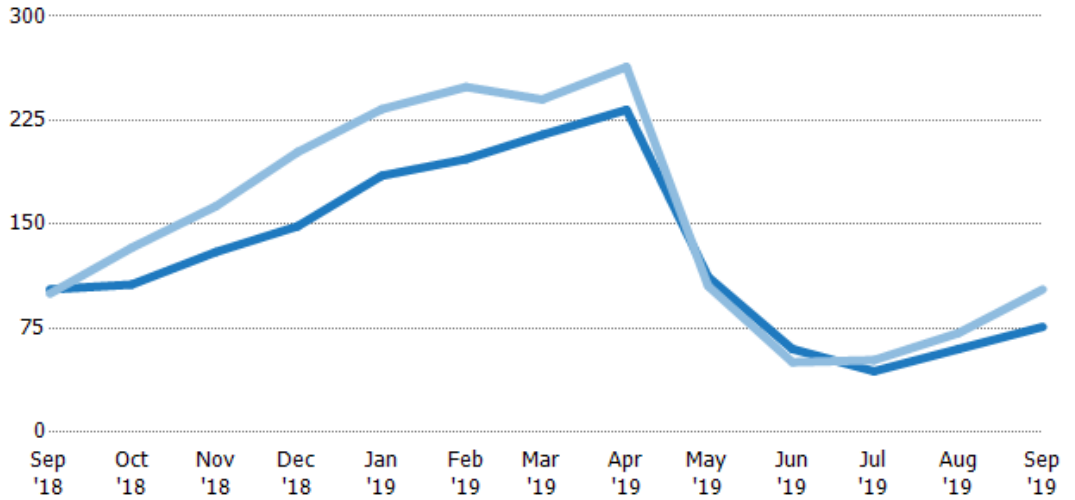
## Median Days in RPR

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.
Sep '19	76	-26.2%
Sep '18	103	3%
Sep '17	100	29.5%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	103	107	130	149	185	197	215	233	112	60	44	60	76
Prior Year	100	133	163	202	233	249	240	264	106	50.5	52	71.5	103
Percent Change from Prior Year	3%	-20%	-20%	-26%	-21%	-21%	-11%	-12%	6%	19%	-15%	-16%	-26%

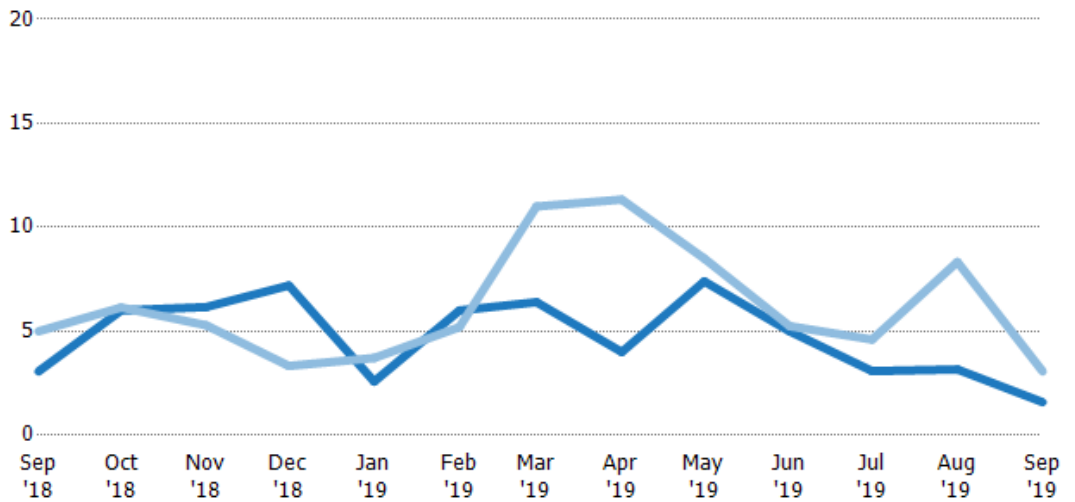
## Months of Inventory

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.
Sep '19	1.59	-48.2%
Sep '18	3.07	-38.6%
Sep '17	5	20%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	3.07	6	6.17	7.2	2.58	6	6.4	4	7.4	5	3.08	3.17	1.59
Prior Year	5	6.14	5.29	3.33	3.71	5.2	11	11.3	8.5	5.25	4.6	8.33	3.07
Percent Change from Prior Year	-39%	-2%	17%	116%	-30%	15%	-42%	-65%	-13%	-5%	-33%	-62%	-48%

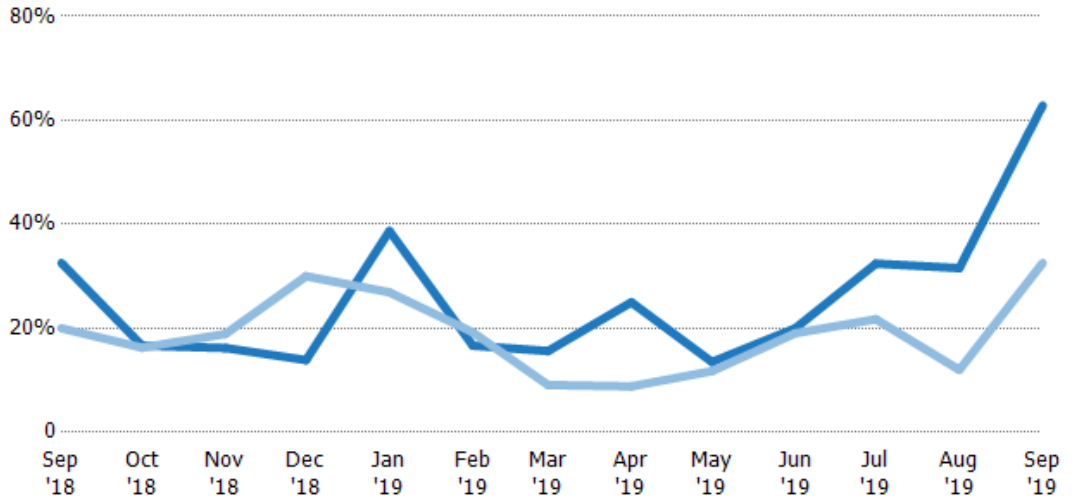
## Absorption Rate

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.
Sep '19	63%	-30.3%
Sep '18	33%	-12.6%
Sep '17	20%	-16.7%



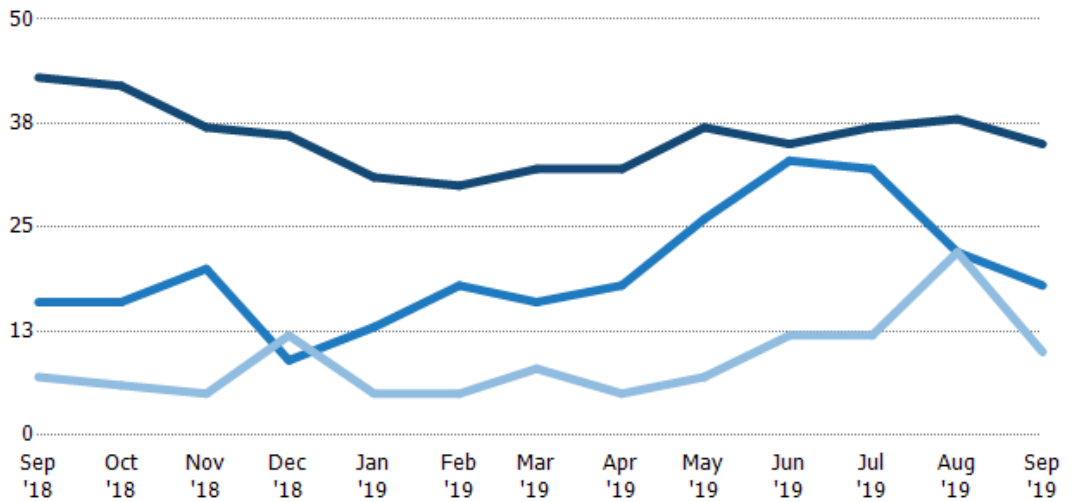
Current Year	33%	17%	16%	14%	39%	17%	16%	25%	14%	20%	32%	32%	63%
Prior Year	20%	16%	19%	30%	27%	19%	9%	9%	12%	19%	22%	12%	33%
Change from Prior Year	-13%	0%	3%	16%	-12%	3%	-7%	-16%	-2%	-1%	-11%	-20%	-30%

## 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	43	42	37	36	31	30	32	32	37	35	37	38	35
Pending	16	16	20	9	13	18	16	18	26	33	32	22	18
Sold	7	6	5	12	5	5	8	5	7	12	12	22	10

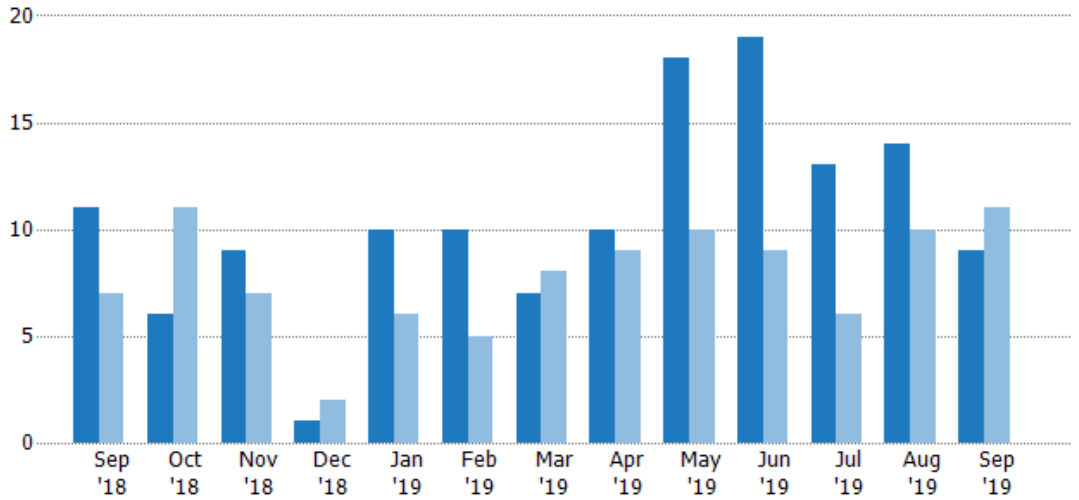
## New Pending Sales

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.
Sep '19	9	-18.2%
Sep '18	11	57.1%
Sep '17	7	-14.3%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	11	6	9	1	10	10	7	10	18	19	13	14	9
Prior Year	7	11	7	2	6	5	8	9	10	9	6	10	11
Percent Change from Prior Year	57%	-45%	29%	-50%	67%	100%	-13%	11%	80%	111%	117%	40%	-18%

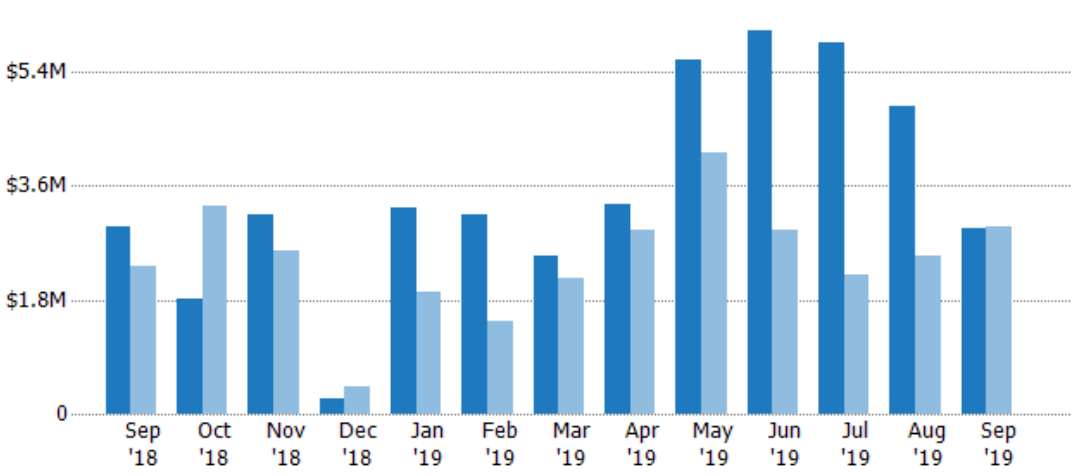
## New Pending Sales Volume

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.
Sep '19	\$2.92M	-0.9%
Sep '18	\$2.95M	27.1%
Sep '17	\$2.32M	-33%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$2.95M	\$1.81M	\$3.13M	\$245K	\$3.25M	\$3.15M	\$2.5M	\$3.32M	\$5.59M	\$6.06M	\$5.86M	\$4.86M	\$2.92M
Prior Year	\$2.32M	\$3.28M	\$2.56M	\$440K	\$1.91M	\$1.45M	\$2.14M	\$2.89M	\$4.11M	\$2.89M	\$2.19M	\$2.5M	\$2.95M
Percent Change from Prior Year	27%	-45%	22%	-44%	70%	117%	17%	15%	36%	109%	168%	94%	-1%



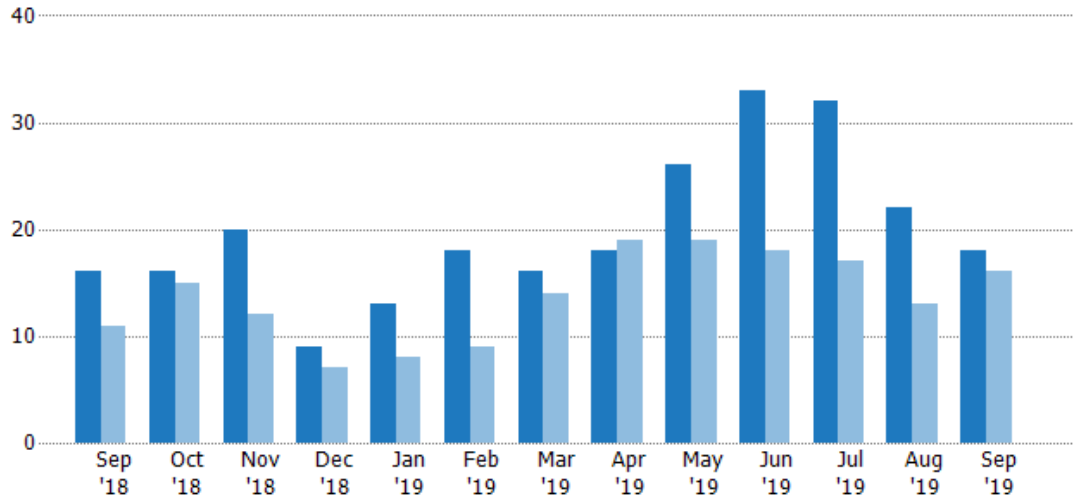
## Pending Sales

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.
Sep '19	18	12.5%
Sep '18	16	45.5%
Sep '17	11	18.2%



Current Year	16	16	20	9	13	18	16	18	26	33	32	22	18
Prior Year	11	15	12	7	8	9	14	19	19	18	17	13	16
Percent Change from Prior Year	45%	7%	67%	29%	63%	100%	14%	-5%	37%	83%	88%	69%	13%

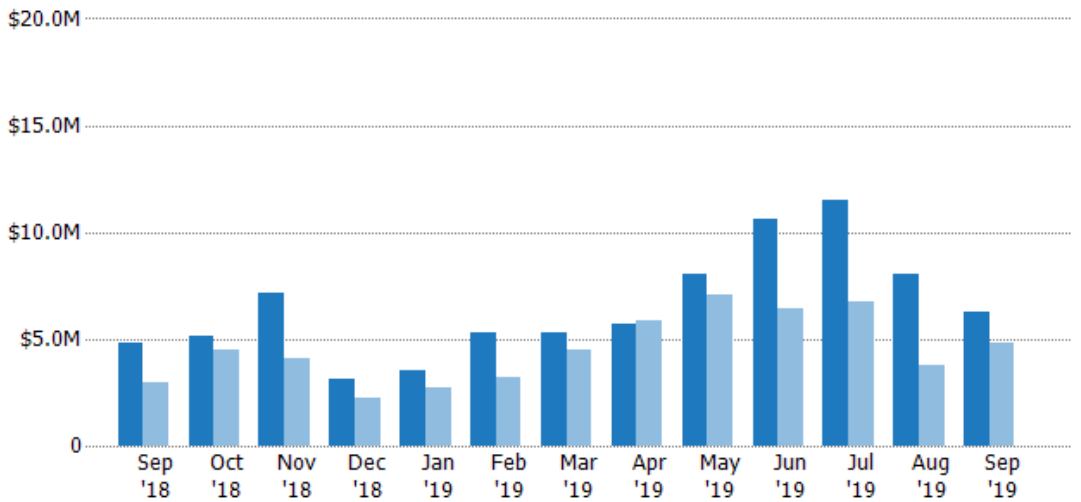
## Pending Sales Volume

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.
Sep '19	\$6.27M	29.6%
Sep '18	\$4.84M	62.8%
Sep '17	\$2.97M	31.1%



Current Year	\$4.84M	\$5.14M	\$7.15M	\$3.1M	\$3.56M	\$5.31M	\$5.29M	\$5.71M	\$8.04M	\$10.6M	\$11.5M	\$8.03M	\$6.27M
Prior Year	\$2.97M	\$4.5M	\$4.13M	\$2.22M	\$2.73M	\$3.19M	\$4.5M	\$5.89M	\$7.06M	\$6.43M	\$6.77M	\$3.8M	\$4.84M
Percent Change from Prior Year	63%	14%	73%	40%	31%	66%	17%	-3%	14%	65%	70%	112%	30%

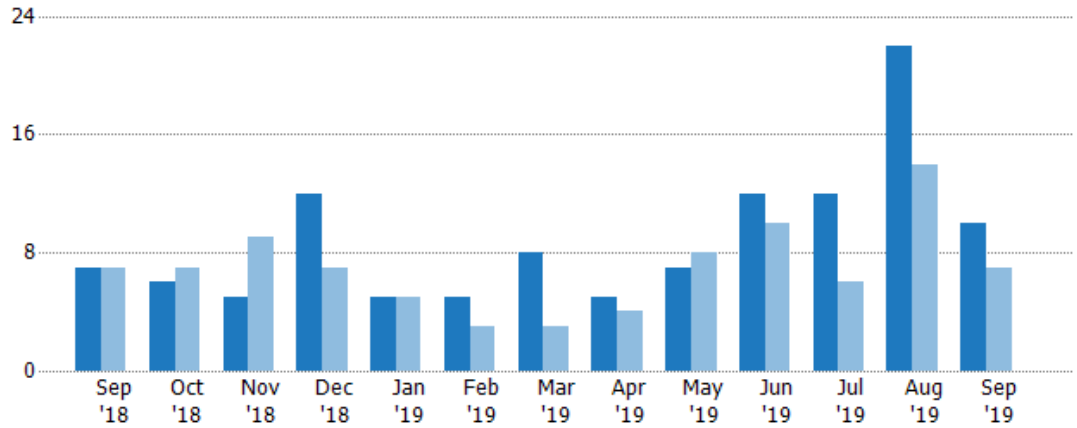
## Closed Sales

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.
Sep '19	10	42.9%
Sep '18	7	0%
Sep '17	7	-14.3%



Current Year	7	6	5	12	5	5	8	5	7	12	12	22	10
Prior Year	7	7	9	7	5	3	3	4	8	10	6	14	7
Percent Change from Prior Year	0%	-14%	-44%	71%	0%	67%	167%	25%	-13%	20%	100%	57%	43%

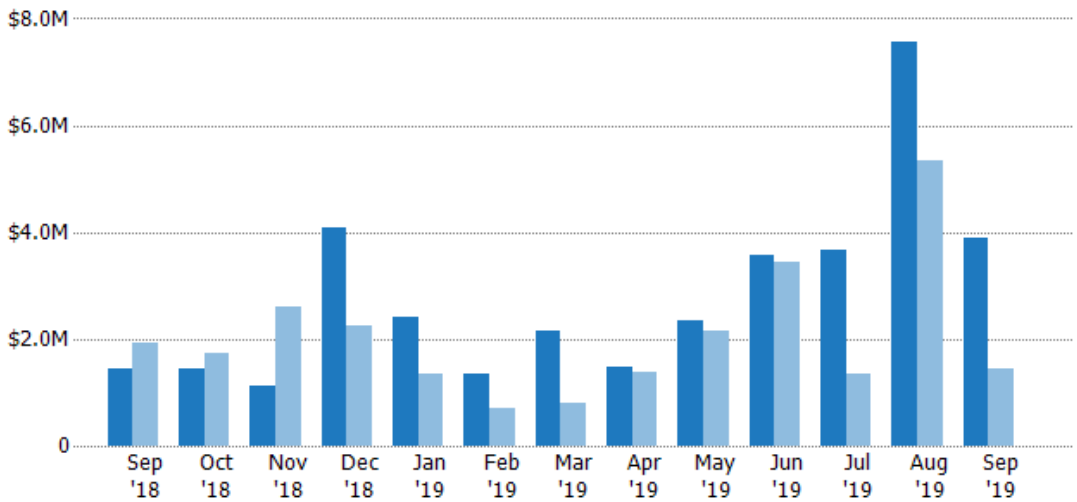
## Closed Sales Volume

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.
Sep '19	\$3.89M	167.3%
Sep '18	\$1.45M	-24.5%
Sep '17	\$1.92M	-12.7%



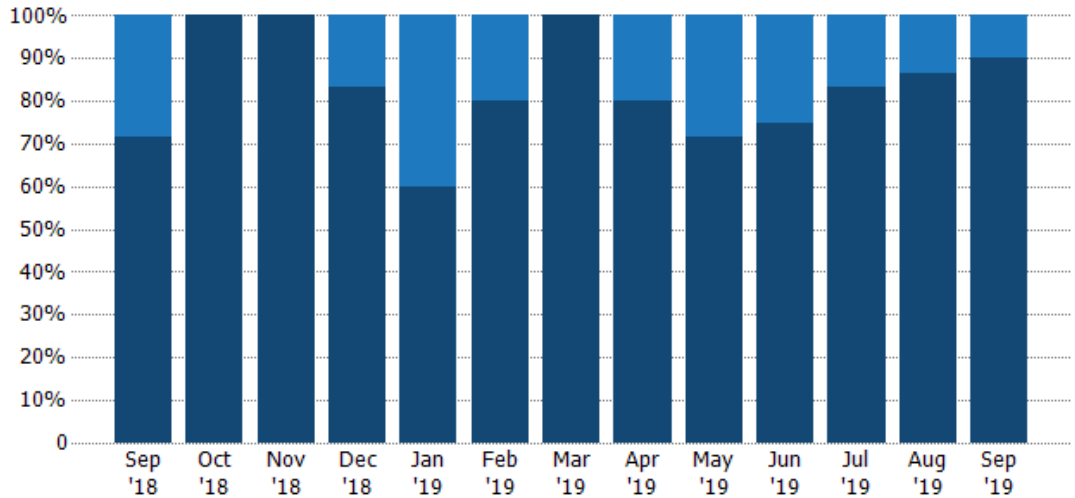
Current Year	\$1.45M	\$1.43M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$2.15M	\$1.48M	\$2.35M	\$3.58M	\$3.67M	\$7.57M	\$3.89M
Prior Year	\$1.92M	\$1.73M	\$2.61M	\$2.24M	\$1.34M	\$709K	\$807K	\$1.38M	\$2.15M	\$3.45M	\$1.33M	\$5.35M	\$1.45M
Percent Change from Prior Year	-24%	-17%	-58%	83%	80%	90%	167%	7%	9%	4%	175%	42%	167%

## 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



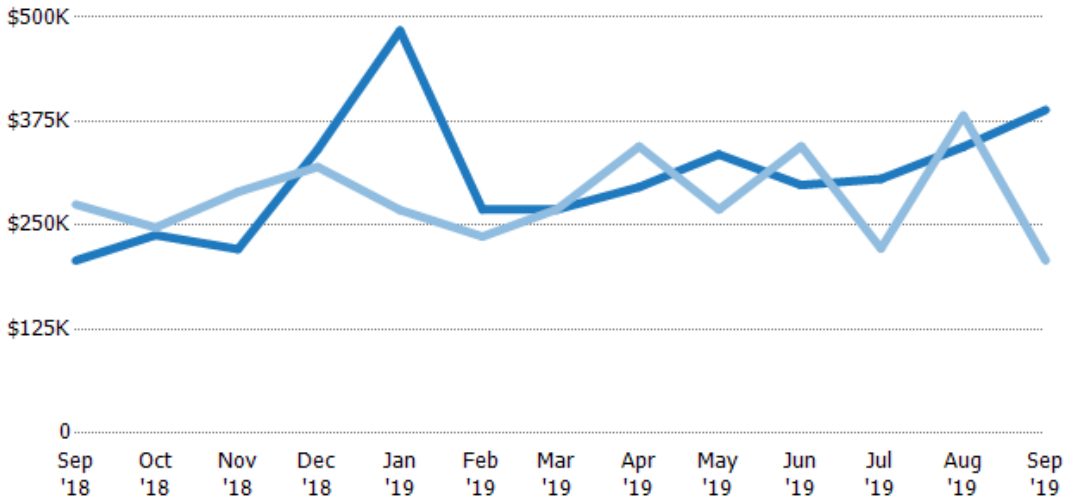
Condo/Townhouse	29%	-	-	17%	40%	20%	-	20%	29%	25%	17%	14%	10%
Single Family Residence	71%	100%	100%	83%	60%	80%	100%	80%	71%	75%	83%	86%	90%

## 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	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K	\$344K	\$389K
Prior Year	\$275K	\$247K	\$290K	\$320K	\$268K	\$236K	\$269K	\$345K	\$269K	\$345K	\$222K	\$382K	\$208K
Percent Change from Prior Year	-24%	-4%	-24%	7%	80%	14%	0%	-14%	25%	-14%	38%	-10%	87%

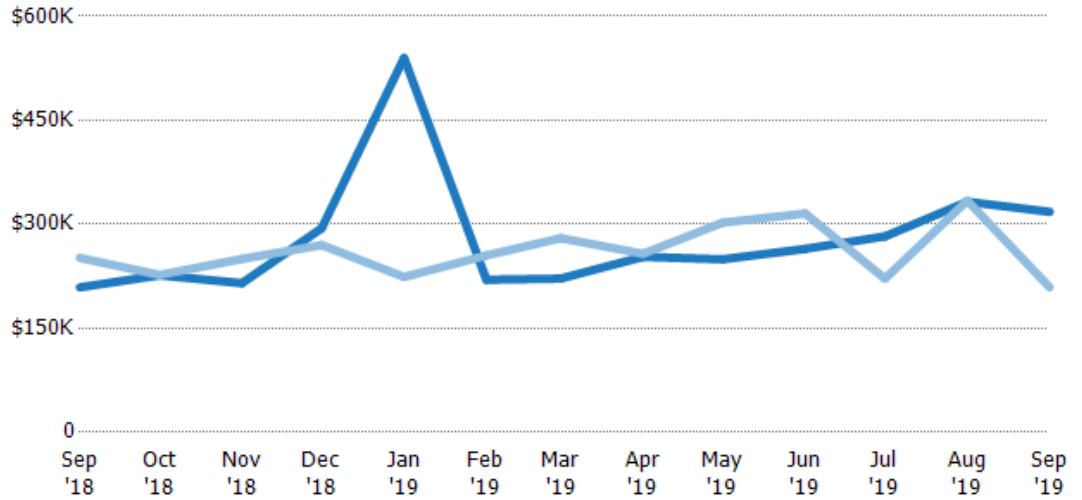
## Median Sales Price

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.
Sep '19	\$318K	52.2%
Sep '18	\$209K	-16.9%
Sep '17	\$252K	13.9%



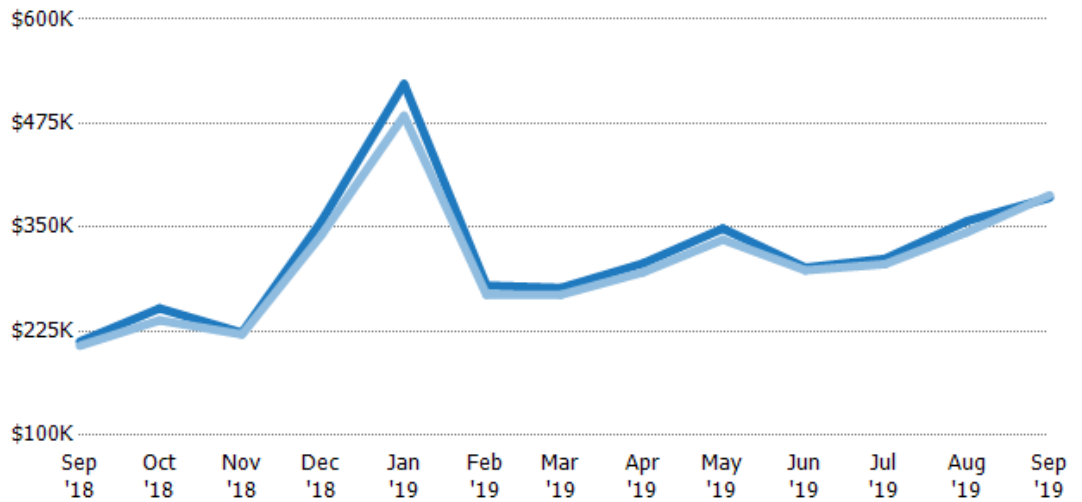
Current Year	\$209K	\$227K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K	\$333K	\$318K
Prior Year	\$252K	\$227K	\$250K	\$270K	\$224K	\$255K	\$280K	\$258K	\$303K	\$316K	\$222K	\$334K	\$209K
Percent Change from Prior Year	-17%	0%	-14%	9%	141%	-14%	-21%	-2%	-18%	-16%	28%	-1%	52%

## 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



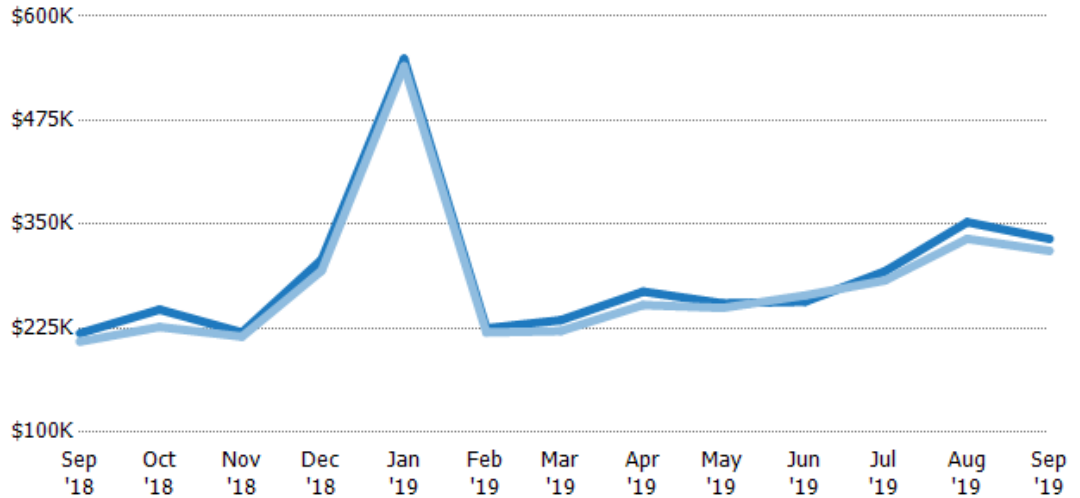
Avg List Price	\$213K	\$253K	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K	\$358K	\$386K
Avg Sales Price	\$208K	\$238K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K	\$344K	\$389K
Avg Sales Price as a % of Avg List Price	98%	94%	99%	95%	93%	96%	97%	97%	96%	99%	98%	96%	101%

## 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



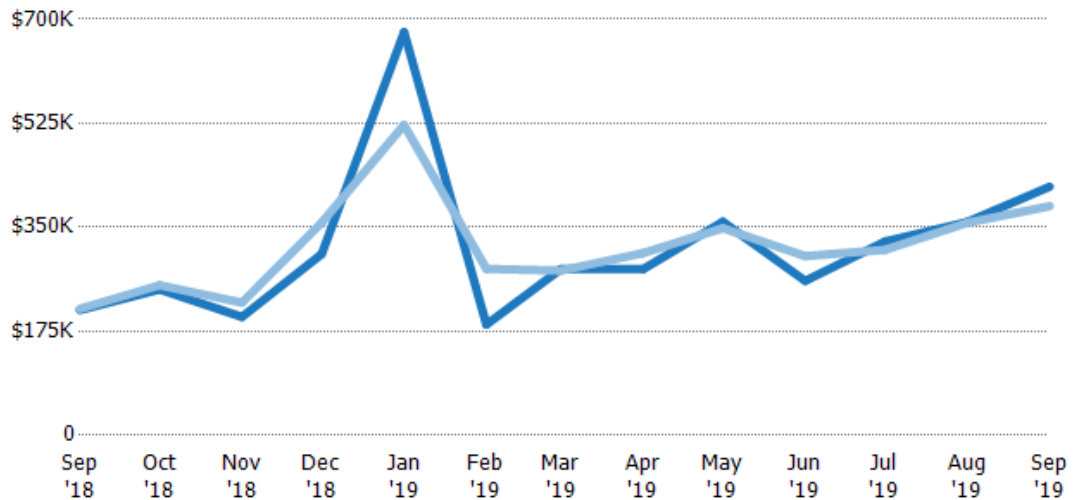
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$219K	\$248K	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K	\$353K	\$332K
Median Sales Price	\$209K	\$227K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K	\$333K	\$318K
Med Sales Price as a % of Med List Price	95%	92%	98%	96%	98%	98%	94%	94%	98%	103%	96%	94%	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



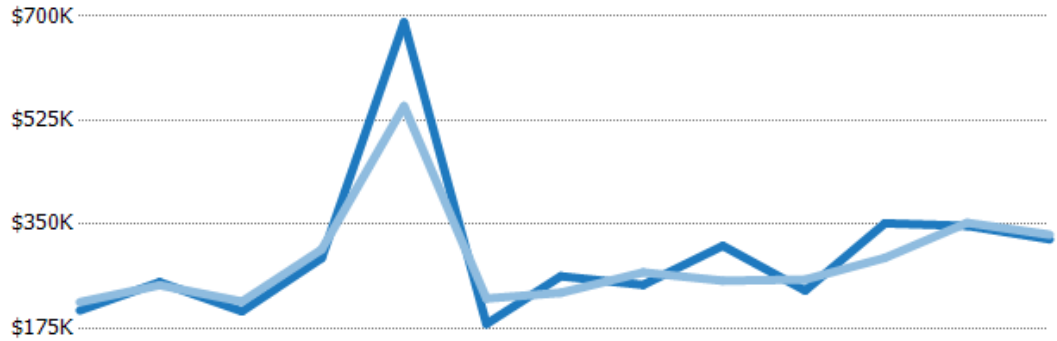
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$211K	\$245K	\$199K	\$305K	\$678K	\$186K	\$280K	\$280K	\$359K	\$260K	\$326K	\$359K	\$418K
Avg Sales Price	\$213K	\$253K	\$223K	\$358K	\$522K	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K	\$358K	\$386K
Avg Sales Price as a % of Avg Est Value	101%	103%	112%	117%	77%	150%	99%	110%	97%	116%	96%	100%	92%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$205K	\$253K	\$203K	\$293K	\$690K	\$182K	\$263K	\$248K	\$314K	\$238K	\$352K	\$347K	\$325K
Median Sales Price	\$219K	\$248K	\$220K	\$308K	\$549K	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K	\$353K	\$332K
Med Sales Price as a % of Med Est Value	107%	98%	108%	105%	80%	123%	89%	108%	81%	108%	83%	101%	102%