

## 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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	16	8	+100%	18	13	+38.5%
New Listing Volume	\$6,164,400	\$2,906,900	+112.1%	\$6,838,400	\$4,221,900	+62%
Active Listing Count	35	33	+6.1%	N/A	N/A	
Active Listing Volume	\$13,105,600	\$15,363,400	-14.7%	N/A	N/A	
Average Listing Price	\$374,446	\$465,558	-19.6%	\$372,073	\$456,671	-18.5%
Median Listing Price	\$314,900	\$365,000	-13.7%	\$313,589	\$359,261	-12.7%
Median Days in RPR	117	213	-45.1%	144.75	203.5	-28.9%
Months of Inventory	11.7	6.6	+76.8%	6.3	8.6	-27%
Absorption Rate	8.57%	15.15%	-6.6%	15.87%	11.59%	+4.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	14	10	+40%	16	20	-20%
New Pending Sales Volume	\$4,793,400	\$3,145,400	+52.4%	\$5,208,200	\$6,397,100	-18.6%
Pending Sales Count	10	13	-23.1%	N/A	N/A	
Pending Sales Volume	\$3,459,400	\$3,904,800	-11.4%	N/A	N/A	
Closed Sales Count	1	5	-80%	4	10	-60%
Closed Sales Volume	\$240,000	\$1,344,900	-82.2%	\$1,097,900	\$3,764,900	-70.8%
Average Sales Price	\$240,000	\$268,980	-10.8%	\$274,475	\$376,490	-27.1%
Median Sales Price	\$240,000	\$220,000	+9.1%	\$285,000	\$380,000	-25%

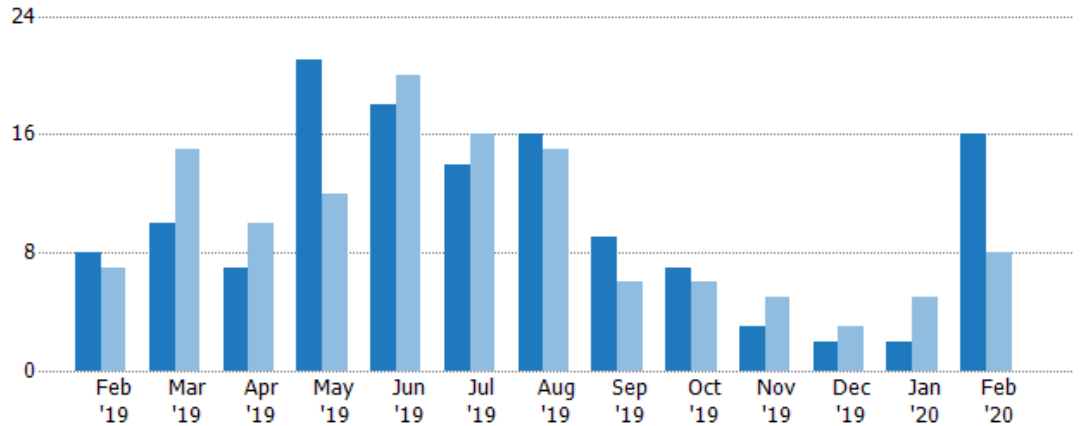
## New Listings

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

Month/Year	Count	% Chg.
Feb '20	16	100%
Feb '19	8	14.3%
Feb '18	7	14.3%



Current Year	8	10	7	21	18	14	16	9	7	3	2	2	16
Prior Year	7	15	10	12	20	16	15	6	6	5	3	5	8
Percent Change from Prior Year	14%	-33%	-30%	75%	-10%	-13%	7%	50%	17%	-40%	-33%	-60%	100%

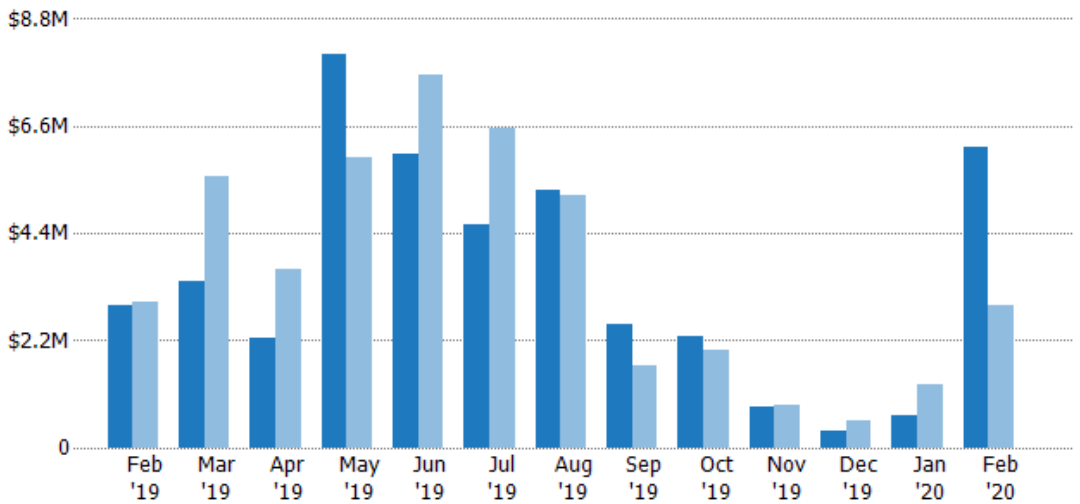
## New Listing Volume

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

Month/Year	Volume	% Chg.
Feb '20	\$6.16M	112.1%
Feb '19	\$2.91M	-3.4%
Feb '18	\$3.01M	44.3%



Current Year	\$2.91M	\$3.42M	\$2.25M	\$8.07M	\$6.01M	\$4.6M	\$5.3M	\$2.53M	\$2.29M	\$858K	\$364K	\$674K	\$6.16M
Prior Year	\$3.01M	\$5.56M	\$3.66M	\$5.96M	\$7.64M	\$6.57M	\$5.19M	\$1.69M	\$1.99M	\$871K	\$555K	\$1.32M	\$2.91M
Percent Change from Prior Year	-3%	-38%	-39%	35%	-21%	-30%	2%	50%	15%	-2%	-34%	-49%	112%

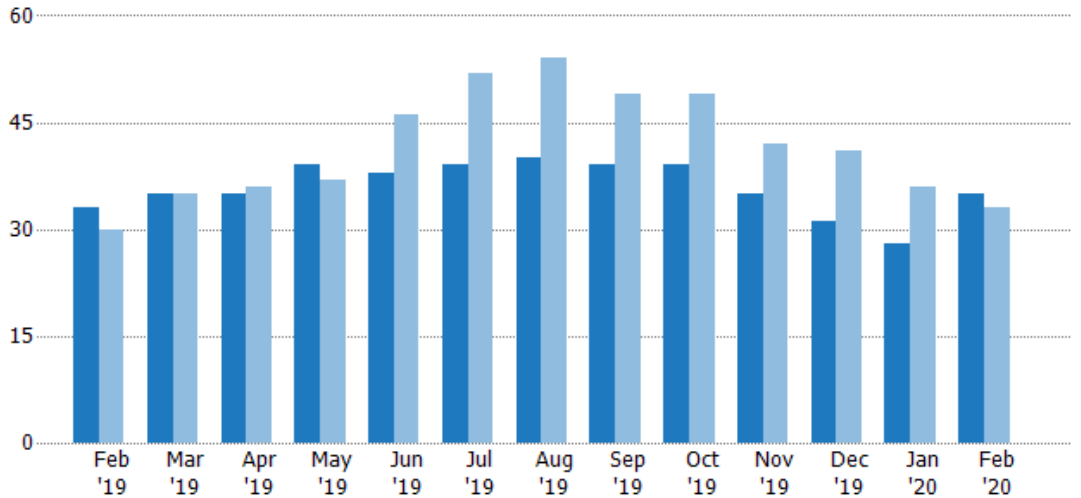
## Active Listings

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.
Feb '20	35	6.1%
Feb '19	33	10%
Feb '18	30	26.7%



Current Year	33	35	35	39	38	39	40	39	39	35	31	28	35
Prior Year	30	35	36	37	46	52	54	49	49	42	41	36	33
Percent Change from Prior Year	10%	0%	-3%	5%	-17%	-25%	-26%	-20%	-20%	-17%	-24%	-22%	6%

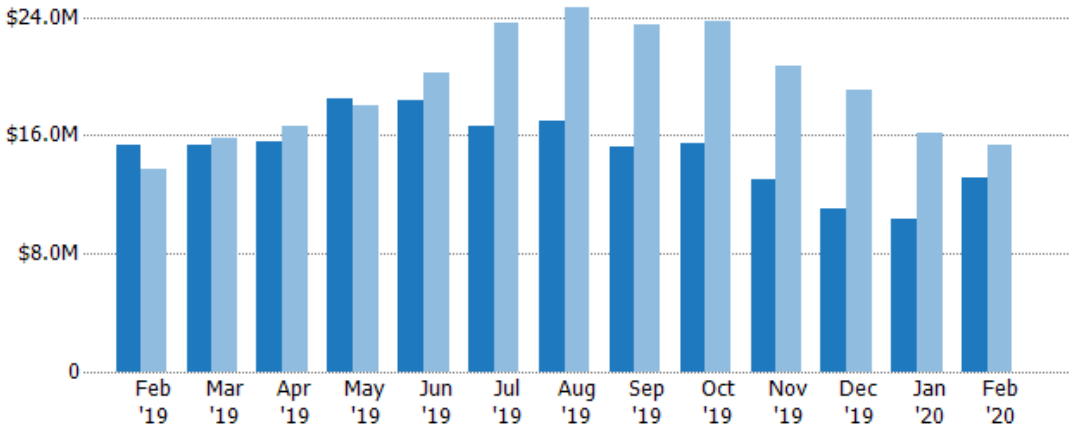
## Active Listing Volume

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.
Feb '20	\$13.1M	-14.7%
Feb '19	\$15.4M	11.9%
Feb '18	\$13.7M	29.2%



Current Year	\$15.4M	\$15.3M	\$15.6M	\$18.4M	\$18.3M	\$16.7M	\$17M	\$15.2M	\$15.5M	\$13.1M	\$11.1M	\$10.3M	\$13.1M
Prior Year	\$13.7M	\$15.8M	\$16.6M	\$18M	\$20.3M	\$23.6M	\$24.6M	\$23.5M	\$23.7M	\$20.7M	\$19.1M	\$16.1M	\$15.4M
Percent Change from Prior Year	12%	-3%	-6%	2%	-10%	-29%	-31%	-35%	-35%	-37%	-42%	-36%	-15%

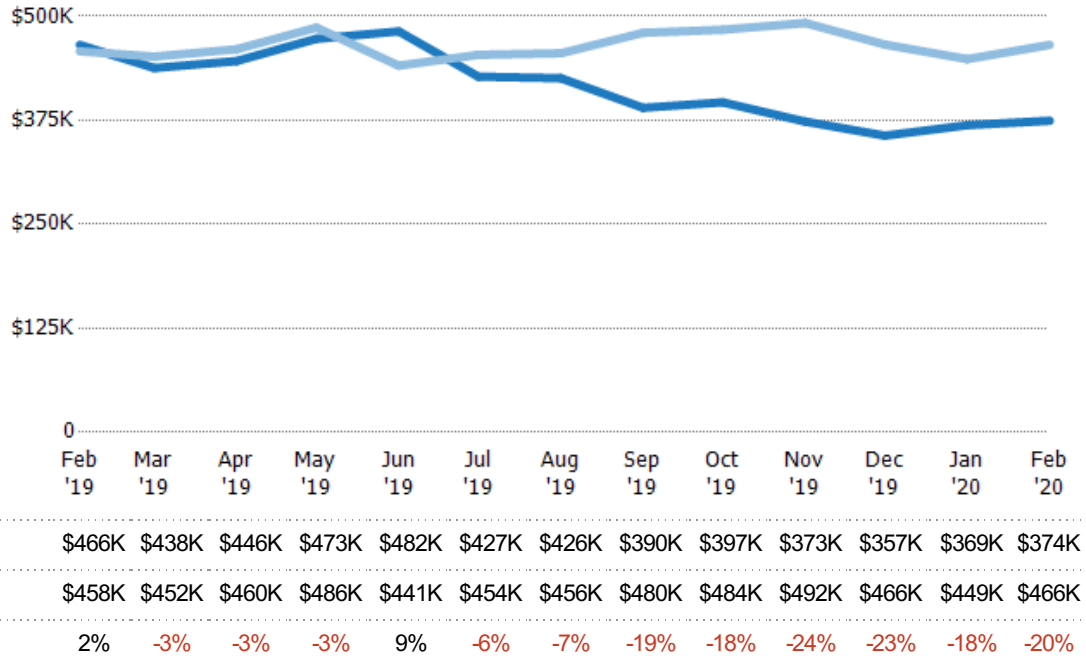
## Average Listing Price

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.
Feb '20	\$374K	-19.6%
Feb '19	\$466K	1.7%
Feb '18	\$458K	2%



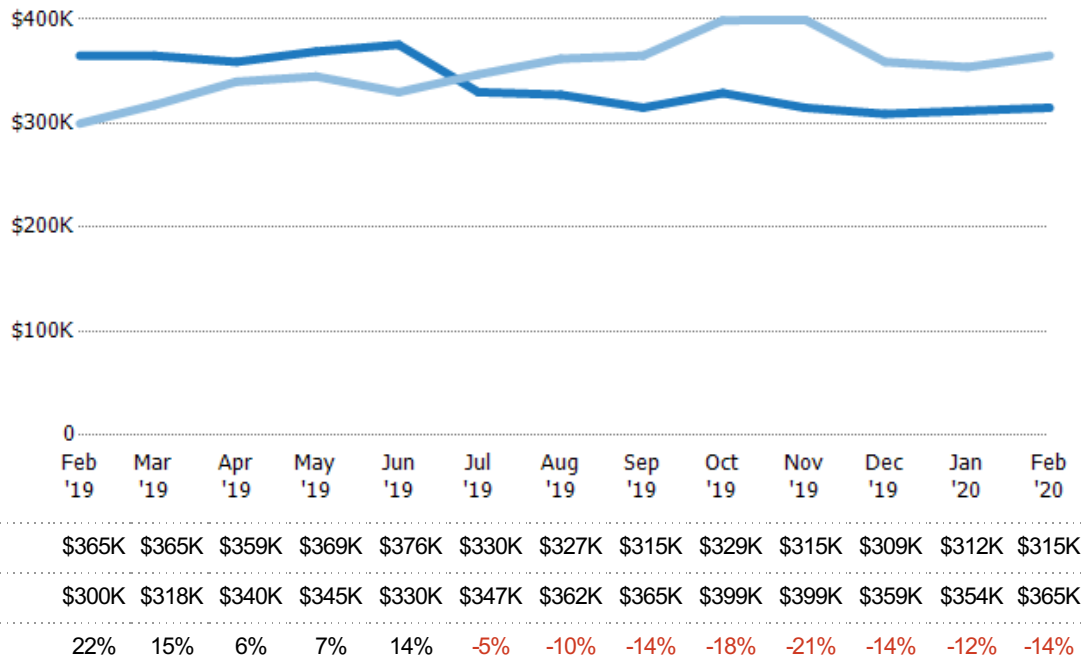
## Median Listing Price

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.
Feb '20	\$315K	-13.7%
Feb '19	\$365K	21.8%
Feb '18	\$300K	14.2%

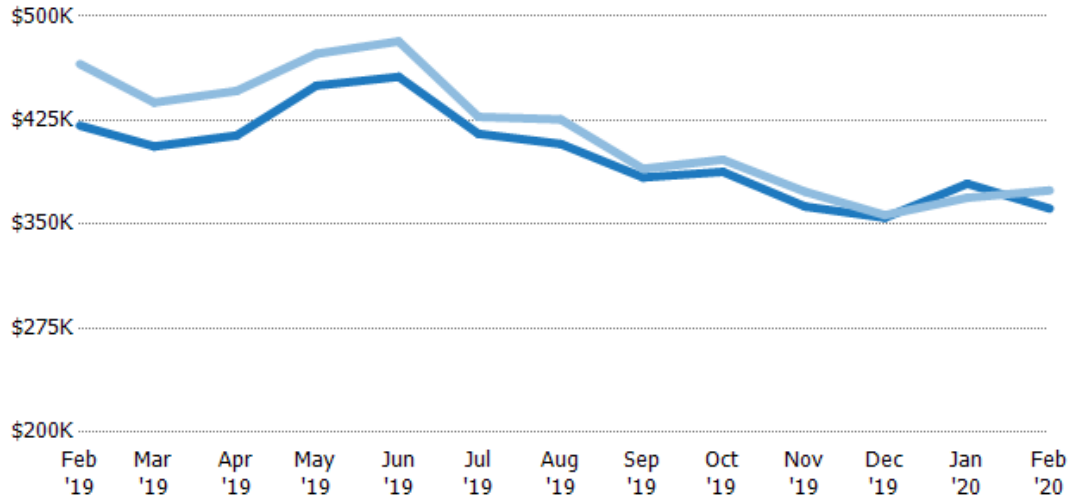


## Average Listing Price vs Average Est Value

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



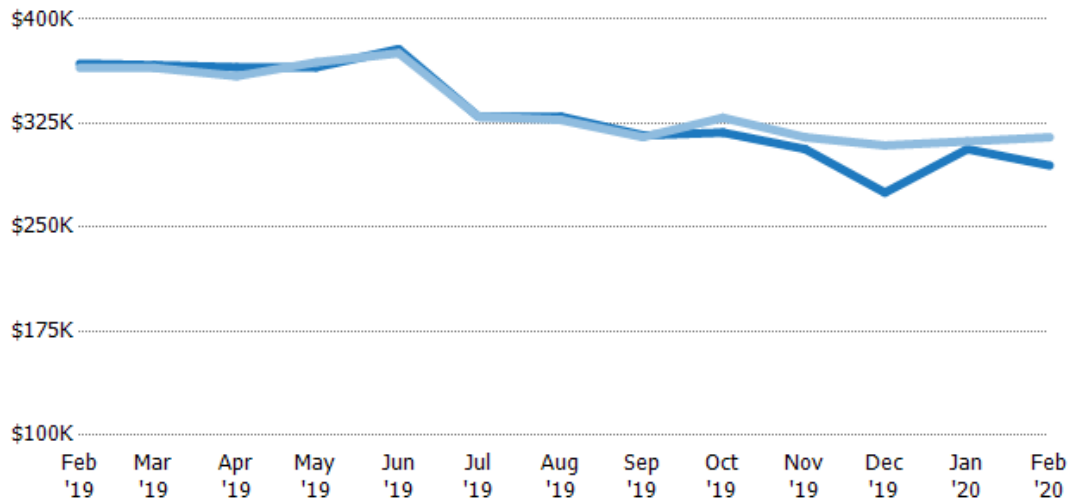
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$421K	\$406K	\$414K	\$450K	\$456K	\$415K	\$408K	\$384K	\$388K	\$363K	\$355K	\$379K	\$361K
Avg Listing Price	\$466K	\$438K	\$446K	\$473K	\$482K	\$427K	\$426K	\$390K	\$397K	\$373K	\$357K	\$369K	\$374K
Avg Listing Price as a % of Avg Est Value	111%	108%	108%	105%	106%	103%	104%	102%	102%	103%	101%	97%	104%

## 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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$368K	\$367K	\$365K	\$365K	\$379K	\$330K	\$330K	\$316K	\$318K	\$306K	\$275K	\$306K	\$295K
Median Listing Price	\$365K	\$365K	\$359K	\$369K	\$376K	\$330K	\$327K	\$315K	\$329K	\$315K	\$309K	\$312K	\$315K
Med Listing Price as a % of Med Est Value	99%	99%	98%	101%	99%	100%	99%	100%	103%	103%	112%	102%	107%

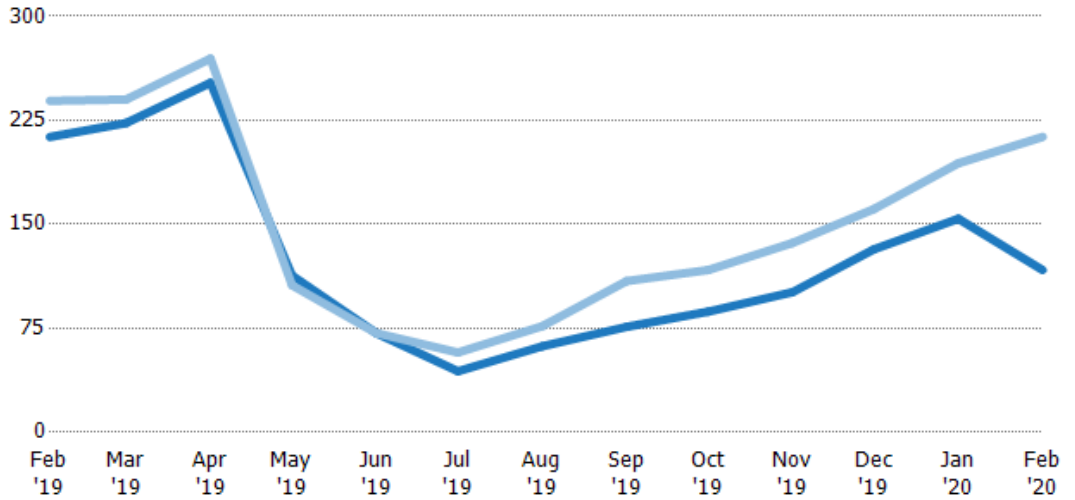
## Median Days in RPR

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.
Feb '20	117	-45.1%
Feb '19	213	-10.9%
Feb '18	239	-34.5%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	213	223	252	113	71.5	44	62	76	87	101	132	154	117
Prior Year	239	240	270	106	71.5	57.5	76.5	109	117	137	161	194	213
Percent Change from Prior Year	-11%	-7%	-6%	7%	0%	-23%	-19%	-30%	-26%	-26%	-18%	-21%	-45%

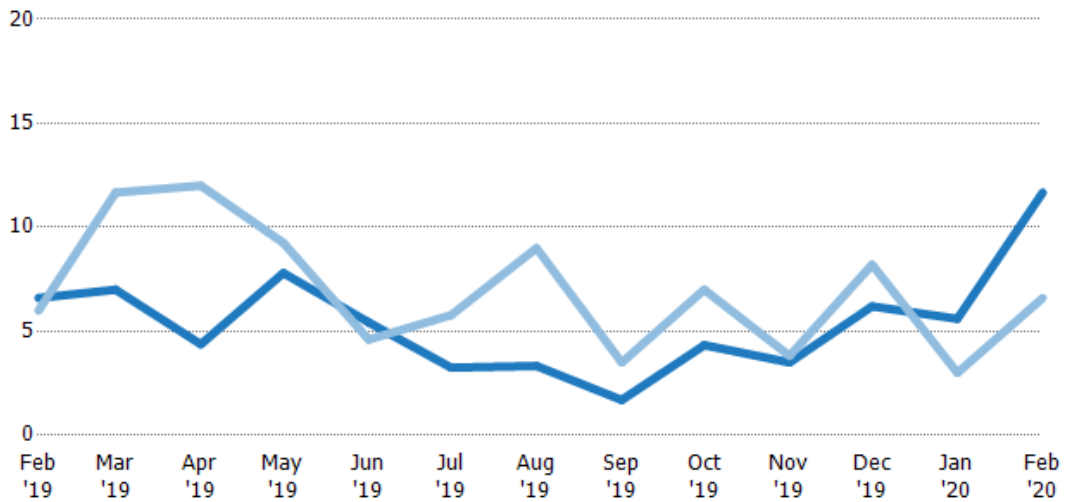
## Months of Inventory

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.
Feb '20	11.7	76.8%
Feb '19	6.6	10%
Feb '18	6	-29.6%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	6.6	7	4.38	7.8	5.43	3.25	3.33	1.7	4.33	3.5	6.2	5.6	11.7
Prior Year	6	11.7	12	9.25	4.6	5.78	9	3.5	7	3.82	8.2	3	6.6
Percent Change from Prior Year	10%	-40%	-64%	-16%	18%	-44%	-63%	-52%	-38%	-8%	-24%	87%	77%

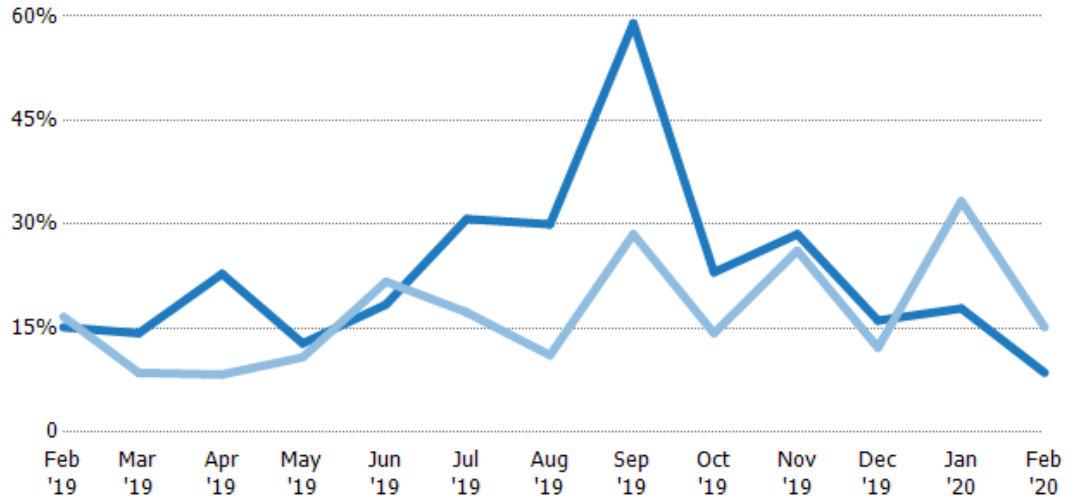
## Absorption Rate

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.
Feb '20	9%	6.6%
Feb '19	15%	1.5%
Feb '18	17%	42.1%



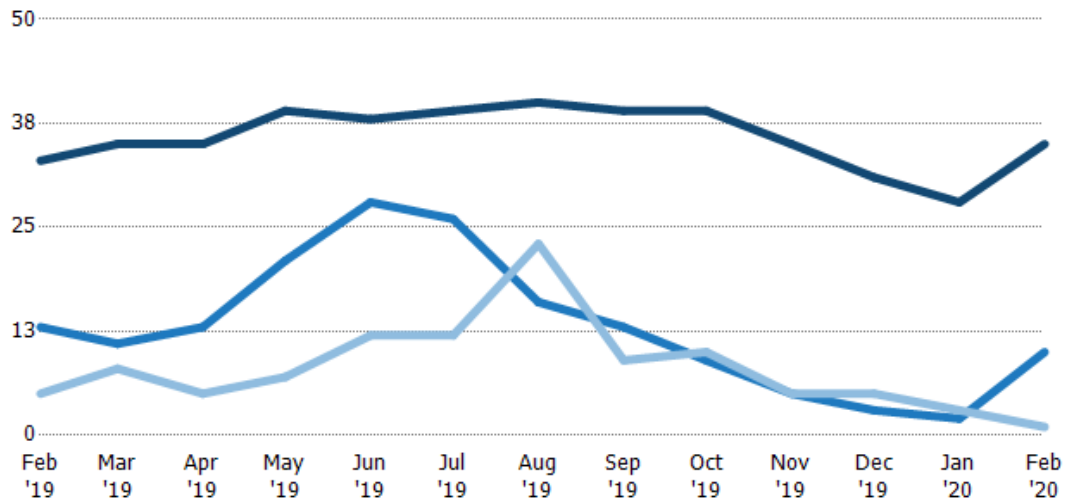
Current Year	15%	14%	23%	13%	18%	31%	30%	59%	23%	29%	16%	18%	9%
Prior Year	17%	9%	8%	11%	22%	17%	11%	29%	14%	26%	12%	33%	15%
Change from Prior Year	2%	-6%	-15%	-2%	3%	-13%	-19%	-30%	-9%	-2%	-4%	15%	7%

## 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	33	35	35	39	38	39	40	39	39	35	31	28	35
Pending	13	11	13	21	28	26	16	13	9	5	3	2	10
Sold	5	8	5	7	12	12	23	9	10	5	5	3	1

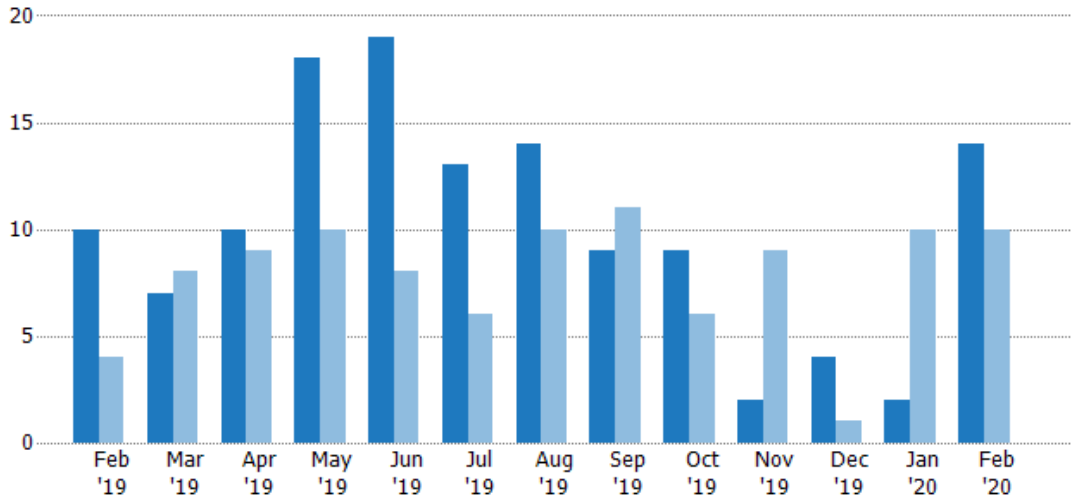
## New Pending Sales

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.
Feb '20	14	40%
Feb '19	10	150%
Feb '18	4	100%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	10	7	10	18	19	13	14	9	9	2	4	2	14
Prior Year	4	8	9	10	8	6	10	11	6	9	1	10	10
Percent Change from Prior Year	150%	-13%	11%	80%	138%	117%	40%	-18%	50%	-78%	300%	-80%	40%

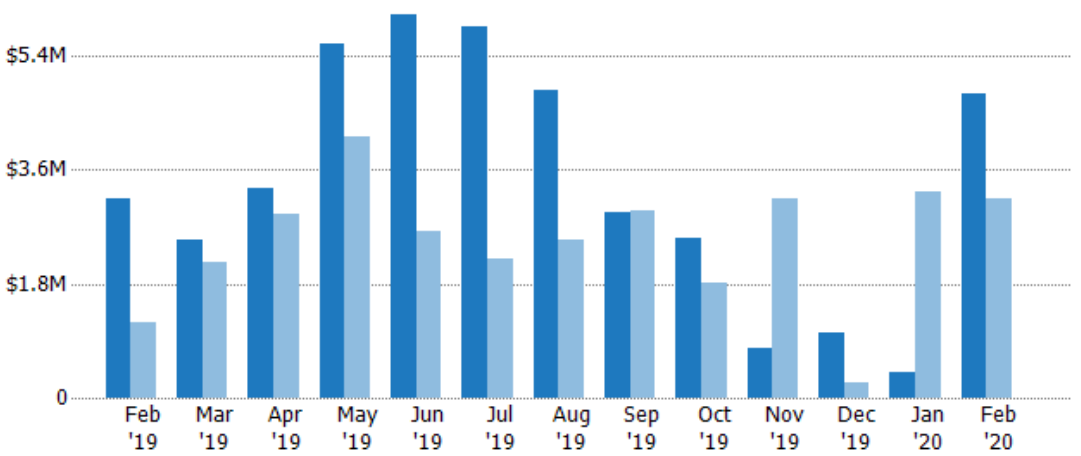
## New Pending Sales Volume

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.
Feb '20	\$4.79M	52.4%
Feb '19	\$3.15M	162%
Feb '18	\$1.2M	94.8%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$3.15M	\$2.5M	\$3.32M	\$5.59M	\$6.06M	\$5.86M	\$4.86M	\$2.92M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M
Prior Year	\$1.2M	\$2.14M	\$2.89M	\$4.11M	\$2.62M	\$2.19M	\$2.5M	\$2.95M	\$1.81M	\$3.13M	\$245K	\$3.25M	\$3.15M
Percent Change from Prior Year	162%	17%	15%	36%	131%	168%	94%	-1%	39%	-75%	318%	-87%	52%



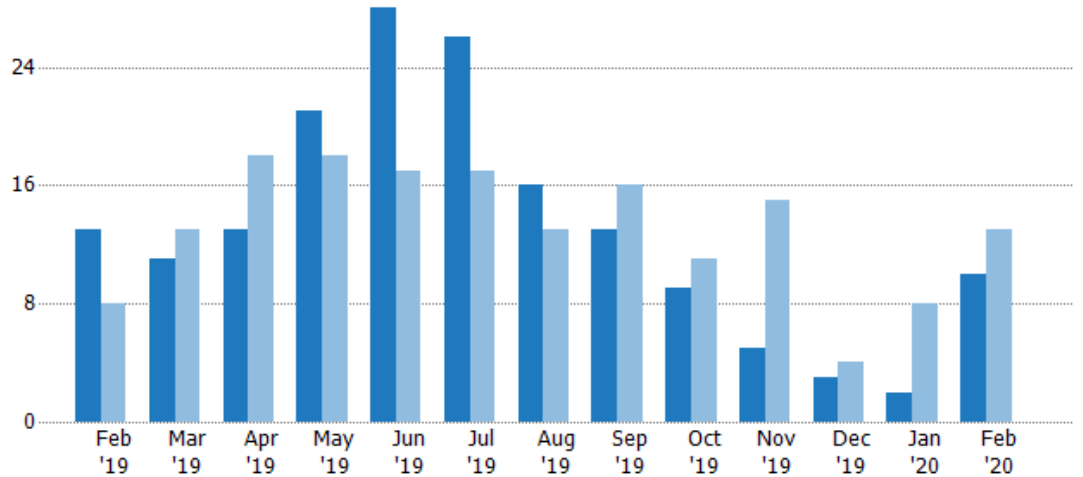
## Pending Sales

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.
Feb '20	10	-23.1%
Feb '19	13	62.5%
Feb '18	8	50%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	13	11	13	21	28	26	16	13	9	5	3	2	10
Prior Year	8	13	18	18	17	17	13	16	11	15	4	8	13
Percent Change from Prior Year	63%	-15%	-28%	17%	65%	53%	23%	-19%	-18%	-67%	-25%	-75%	-23%

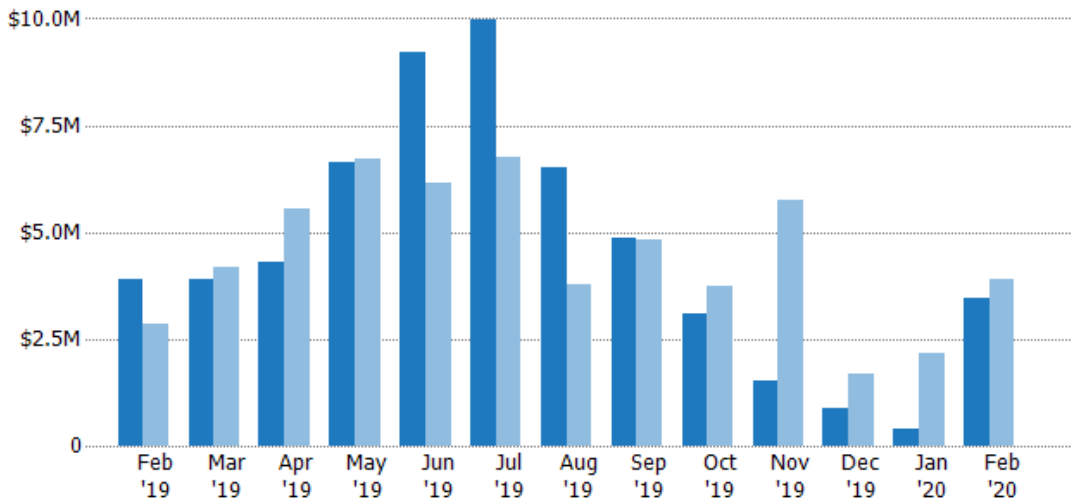
## Pending Sales Volume

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.
Feb '20	\$3.46M	-11.4%
Feb '19	\$3.9M	36.7%
Feb '18	\$2.86M	12.1%



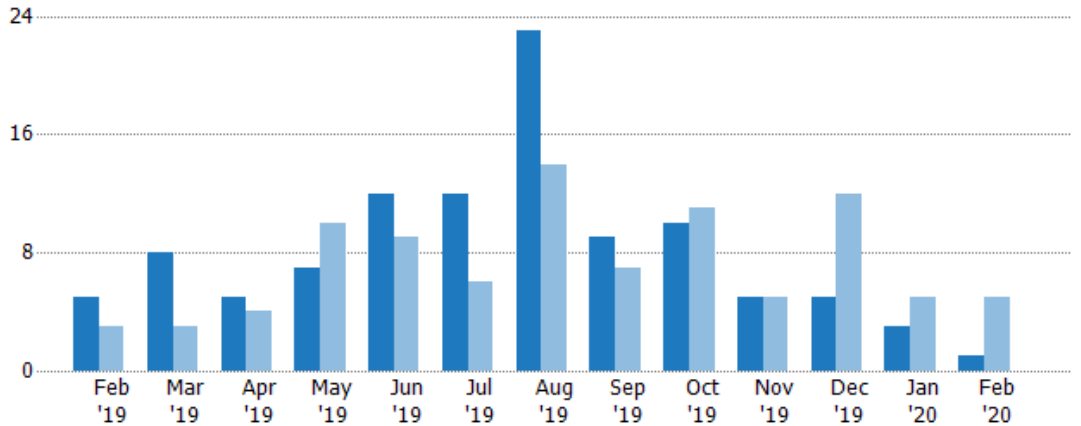
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$3.9M	\$3.89M	\$4.31M	\$6.64M	\$9.2M	\$9.96M	\$6.49M	\$4.86M	\$3.09M	\$1.54M	\$899K	\$415K	\$3.46M
Prior Year	\$2.86M	\$4.17M	\$5.55M	\$6.73M	\$6.16M	\$6.77M	\$3.8M	\$4.84M	\$3.73M	\$5.75M	\$1.7M	\$2.16M	\$3.9M
Percent Change from Prior Year	37%	-7%	-22%	-1%	49%	47%	71%	1%	-17%	-73%	-47%	-81%	-11%

## 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



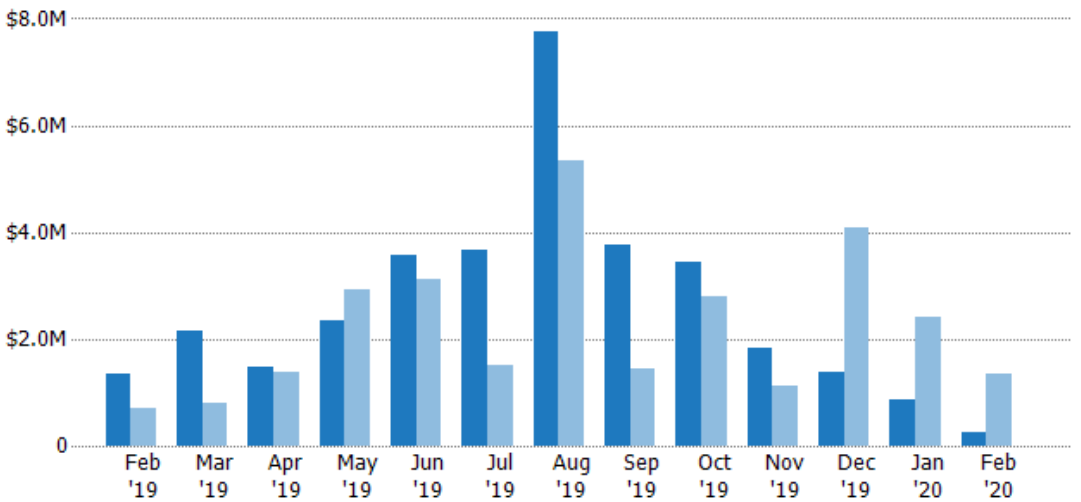
Month/Year	Count	% Chg.
Feb '20	1	-80%
Feb '19	5	66.7%
Feb '18	3	100%

## 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



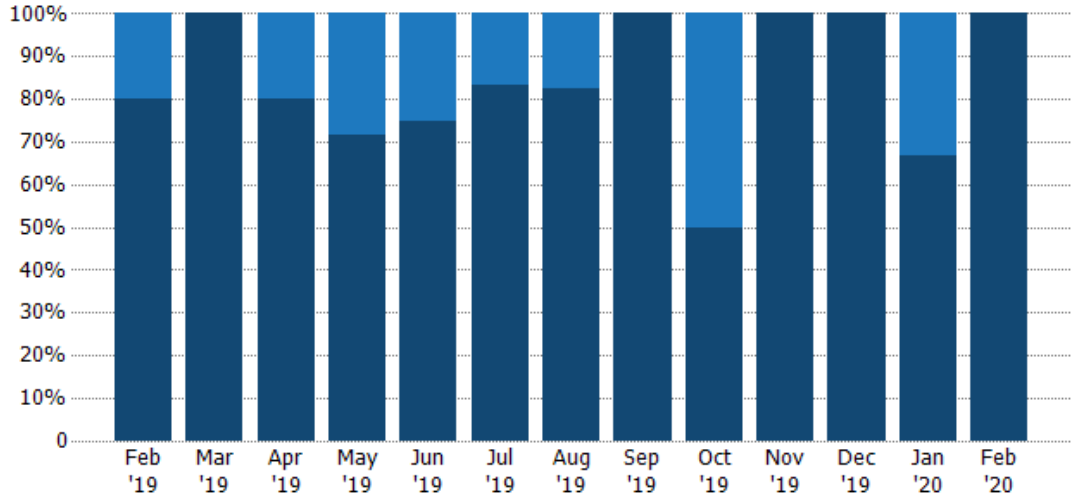
Month/Year	Volume	% Chg.
Feb '20	\$240K	-82.2%
Feb '19	\$1.34M	89.6%
Feb '18	\$709K	166.1%

## 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



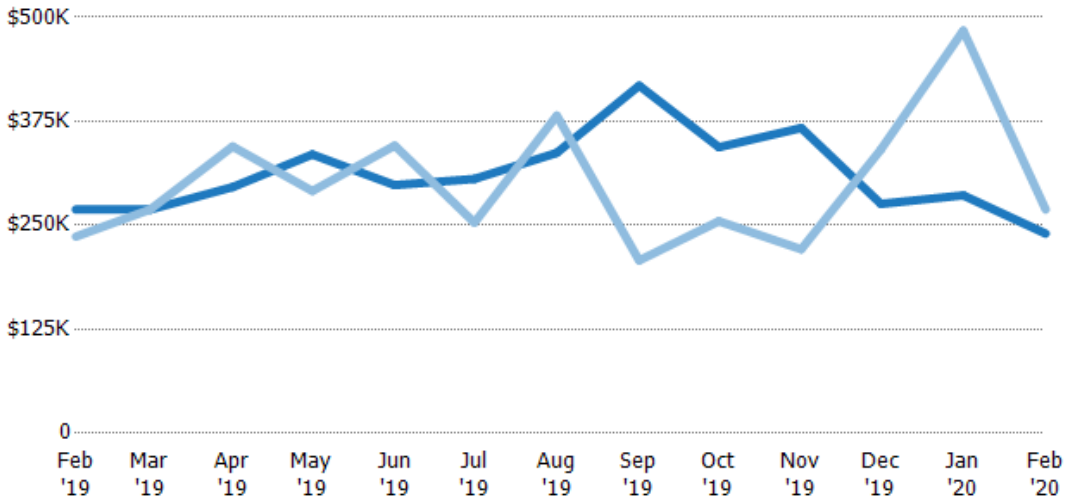
Condo/Townhouse	20%	-	20%	29%	25%	17%	17%	-	50%	-	-	33%	-
Single Family Residence	80%	100%	80%	71%	75%	83%	83%	100%	50%	100%	100%	67%	100%

## 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.
Feb '20	\$240K	-10.8%
Feb '19	\$269K	13.8%
Feb '18	\$236K	33%

Current Year	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K	\$337K	\$418K	\$344K	\$367K	\$276K	\$286K	\$240K
Prior Year	\$236K	\$269K	\$345K	\$291K	\$346K	\$253K	\$382K	\$208K	\$255K	\$221K	\$341K	\$484K	\$269K
Percent Change from Prior Year	14%	0%	-14%	15%	-14%	21%	-12%	101%	35%	66%	-19%	-41%	-11%

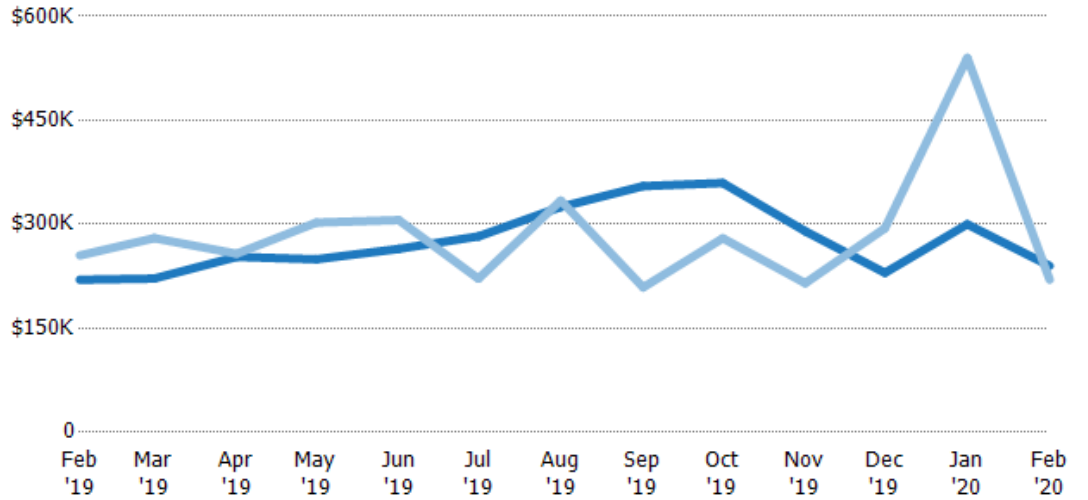
## Median Sales Price

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.
Feb '20	\$240K	9.1%
Feb '19	\$220K	-13.7%
Feb '18	\$255K	32.9%



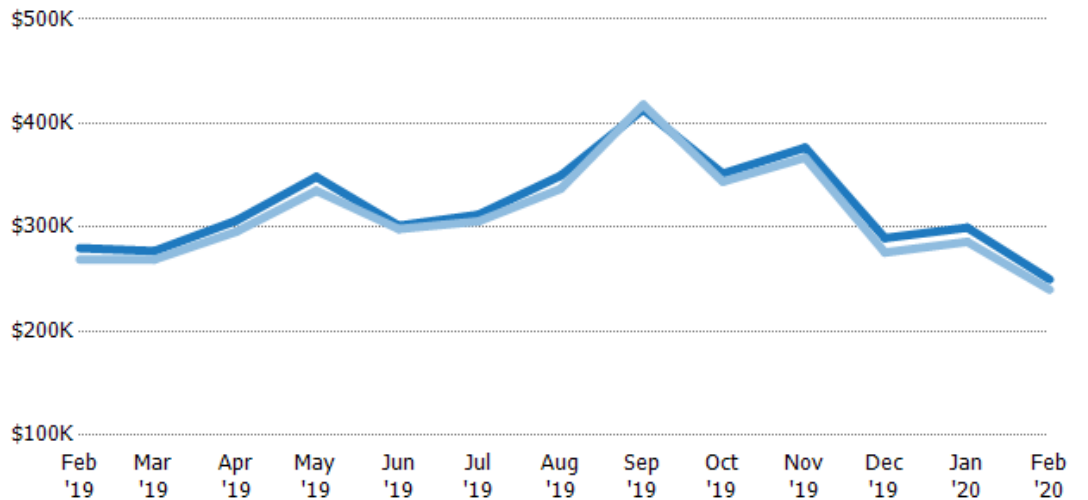
Current Year	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K	\$325K	\$355K	\$360K	\$290K	\$230K	\$300K	\$240K
Prior Year	\$255K	\$280K	\$258K	\$303K	\$306K	\$222K	\$334K	\$209K	\$280K	\$215K	\$294K	\$540K	\$220K
Percent Change from Prior Year	-14%	-21%	-2%	-18%	-14%	28%	-3%	70%	28%	35%	-22%	-44%	9%

## 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



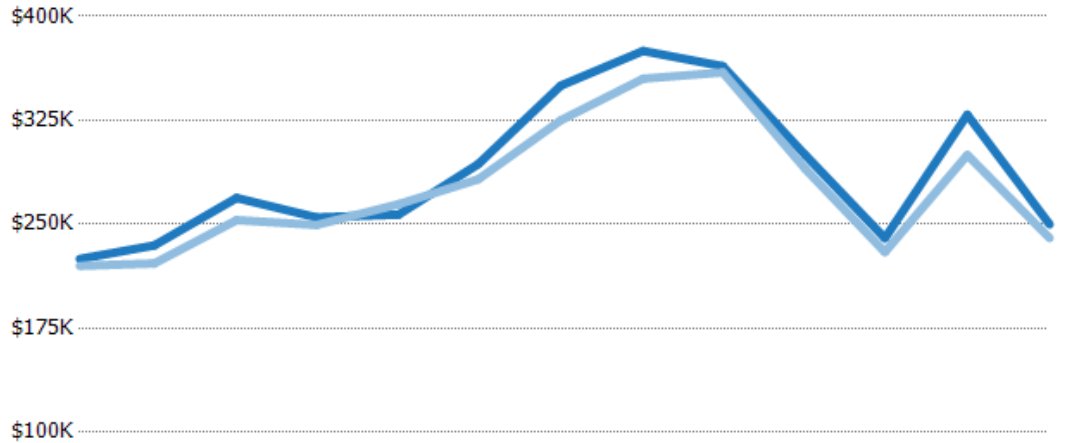
Avg List Price	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K	\$350K	\$413K	\$352K	\$377K	\$290K	\$300K	\$250K
Avg Sales Price	\$269K	\$269K	\$296K	\$335K	\$298K	\$306K	\$337K	\$418K	\$344K	\$367K	\$276K	\$286K	\$240K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	96%	99%	98%	96%	101%	98%	97%	95%	95%	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



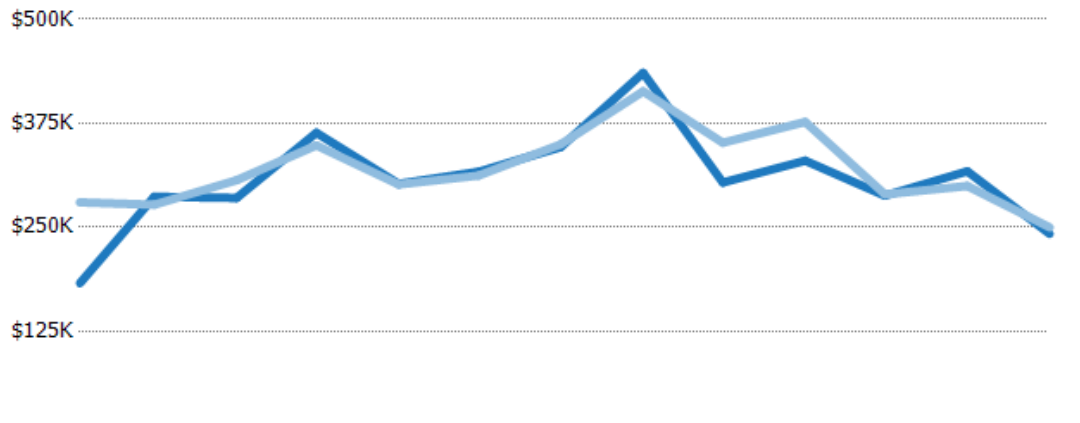
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K	\$350K	\$375K	\$364K	\$300K	\$240K	\$329K	\$250K
Median Sales Price	\$220K	\$222K	\$253K	\$250K	\$265K	\$283K	\$325K	\$355K	\$360K	\$290K	\$230K	\$300K	\$240K
Med Sales Price as a % of Med List Price	98%	94%	94%	98%	103%	96%	93%	95%	99%	97%	96%	91%	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



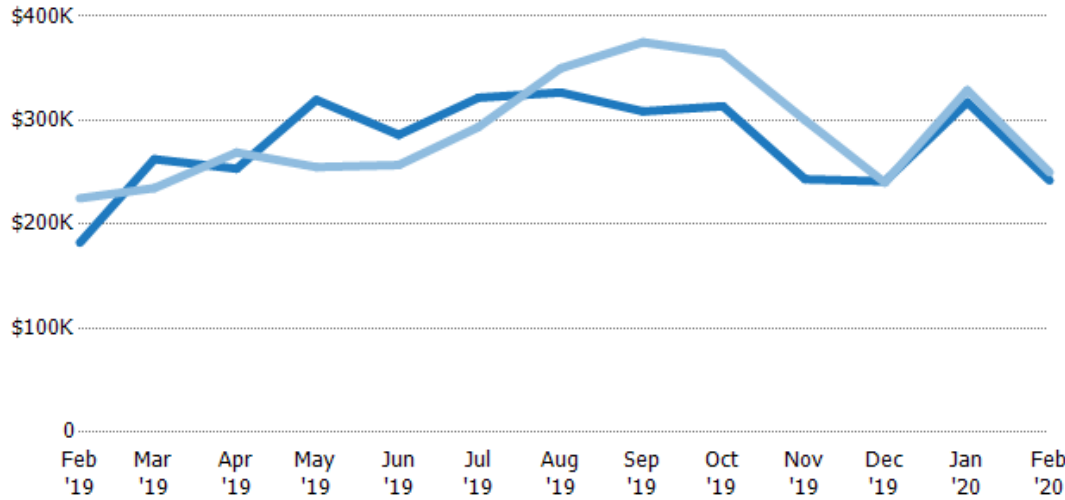
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$183K	\$287K	\$285K	\$364K	\$302K	\$317K	\$346K	\$436K	\$304K	\$330K	\$288K	\$317K	\$242K
Avg Sales Price	\$280K	\$277K	\$307K	\$348K	\$301K	\$312K	\$350K	\$413K	\$352K	\$377K	\$290K	\$300K	\$250K
Avg Sales Price as a % of Avg Est Value	153%	97%	107%	96%	100%	99%	101%	95%	116%	114%	101%	94%	103%

## 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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$182K	\$263K	\$253K	\$320K	\$286K	\$322K	\$327K	\$309K	\$314K	\$243K	\$241K	\$317K	\$242K
Median Sales Price	\$225K	\$235K	\$269K	\$255K	\$257K	\$294K	\$350K	\$375K	\$364K	\$300K	\$240K	\$329K	\$250K
Med Sales Price as a % of Med Est Value	123%	89%	106%	80%	90%	91%	107%	122%	116%	123%	99%	104%	103%