

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	10	-30%	25	23	+8.7%
New Listing Volume	\$2,653,900	\$3,416,900	-22.3%	\$9,492,300	\$7,638,800	+24.3%
Active Listing Count	31	35	-11.4%	N/A	N/A	
Active Listing Volume	\$12,676,900	\$15,323,400	-17.3%	N/A	N/A	
Average Listing Price	\$408,932	\$437,811	-6.6%	\$383,697	\$450,324	-14.8%
Median Listing Price	\$325,000	\$365,000	-11%	\$317,352	\$361,192	-12.1%
Median Days in RPR	57	223	-74.4%	100.88	212.17	-52.5%
Months of Inventory	31	7	+342.9%	5.2	9.5	-44.8%
Absorption Rate	3.23%	14.29%	-11.1%	19.15%	10.58%	+8.6%
Sales Activity Charts Metrics						
New Pending Sales Count	10	7	+42.9%	26	27	-3.7%
New Pending Sales Volume	\$2,676,800	\$2,497,900	+7.2%	\$7,885,000	\$8,895,000	-11.4%
Pending Sales Count	16	11	+45.5%	N/A	N/A	
Pending Sales Volume	\$4,694,400	\$3,885,800	+20.8%	N/A	N/A	
Closed Sales Count	4	8	-50%	8	18	-55.6%
Closed Sales Volume	\$1,836,000	\$2,151,500	-14.7%	\$2,933,900	\$5,916,400	-50.4%
Average Sales Price	\$459,000	\$268,938	+70.7%	\$366,737	\$328,689	+11.6%
Median Sales Price	\$295,500	\$221,750	+33.3%	\$290,250	\$309,667	-6.3%

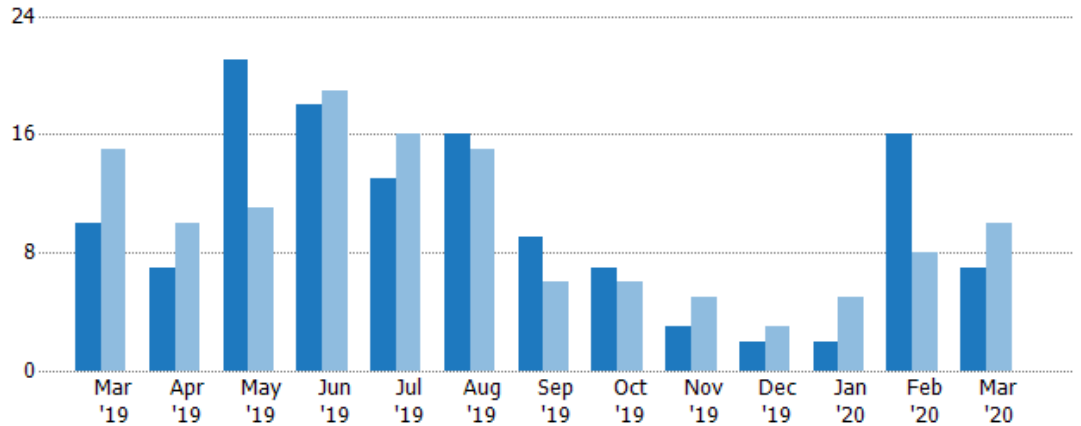
New Listings

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.
Mar '20	7	-30%
Mar '19	10	-33.3%
Mar '18	15	-46.7%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	10	7	21	18	13	16	9	7	3	2	2	16	7
Prior Year	15	10	11	19	16	15	6	6	5	3	5	8	10
Percent Change from Prior Year	-33%	-30%	91%	-5%	-19%	7%	50%	17%	-40%	-33%	-60%	100%	-30%

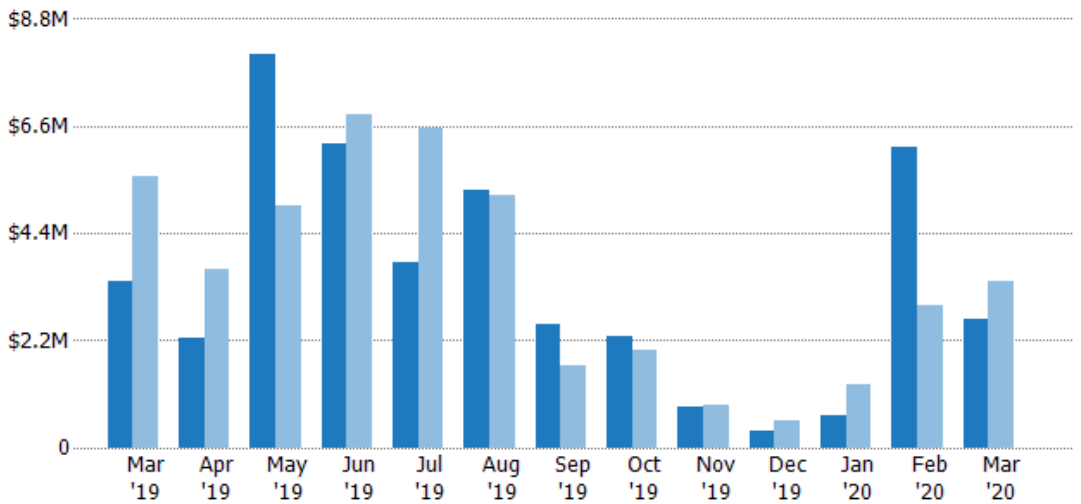
New Listing Volume

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.
Mar '20	\$2.65M	-22.3%
Mar '19	\$3.42M	-38.5%
Mar '18	\$5.56M	-48.3%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$3.42M	\$2.25M	\$8.07M	\$6.24M	\$3.8M	\$5.3M	\$2.53M	\$2.29M	\$858K	\$339K	\$674K	\$6.16M	\$2.65M
Prior Year	\$5.56M	\$3.66M	\$4.96M	\$6.84M	\$6.57M	\$5.19M	\$1.69M	\$1.99M	\$871K	\$555K	\$1.32M	\$2.91M	\$3.42M
Percent Change from Prior Year	-38%	-39%	63%	-9%	-42%	2%	50%	15%	-2%	-39%	-49%	112%	-22%

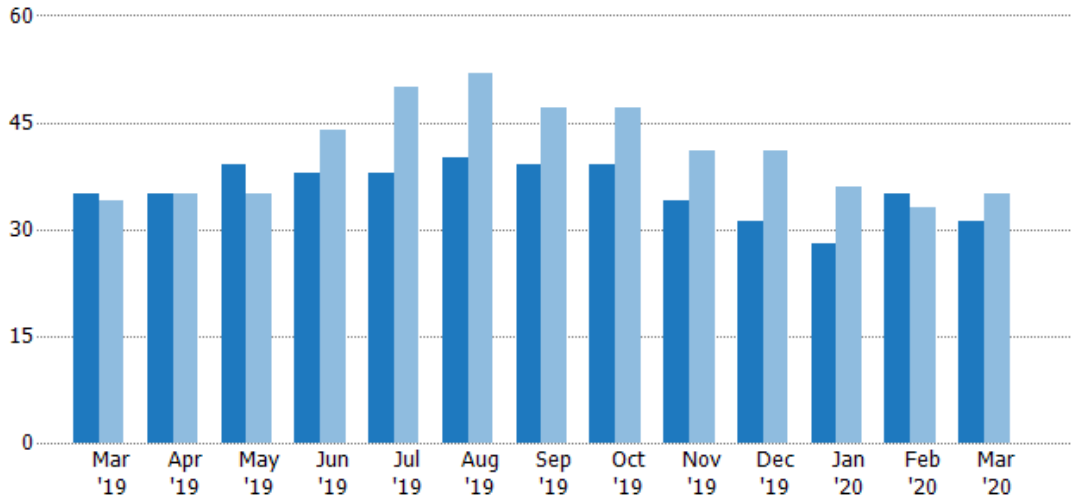
Active Listings

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.
Mar '20	31	-11.4%
Mar '19	35	2.9%
Mar '18	34	14.7%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	35	35	39	38	38	40	39	39	34	31	28	35	31
Prior Year	34	35	35	44	50	52	47	47	41	41	36	33	35
Percent Change from Prior Year	3%	0%	11%	-14%	-24%	-23%	-17%	-17%	-17%	-24%	-22%	6%	-11%

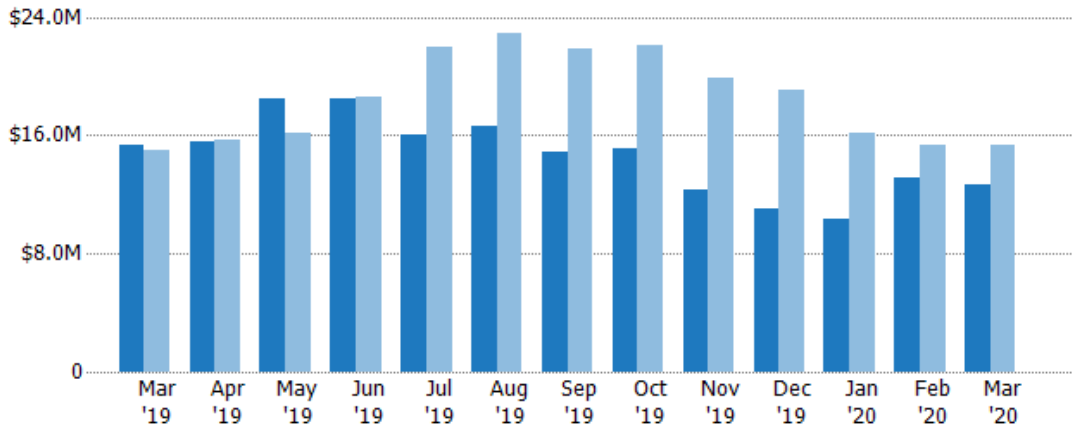
Active Listing Volume

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.
Mar '20	\$12.7M	-17.3%
Mar '19	\$15.3M	2.5%
Mar '18	\$14.9M	23%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$15.3M	\$15.6M	\$18.4M	\$18.5M	\$16.1M	\$16.7M	\$14.9M	\$15.1M	\$12.3M	\$11M	\$10.3M	\$13.1M	\$12.7M
Prior Year	\$14.9M	\$15.7M	\$16.1M	\$18.6M	\$21.9M	\$22.9M	\$21.9M	\$22.1M	\$19.9M	\$19.1M	\$16.1M	\$15.4M	\$15.3M
Percent Change from Prior Year	3%	-1%	14%	0%	-27%	-27%	-32%	-31%	-38%	-42%	-36%	-15%	-17%

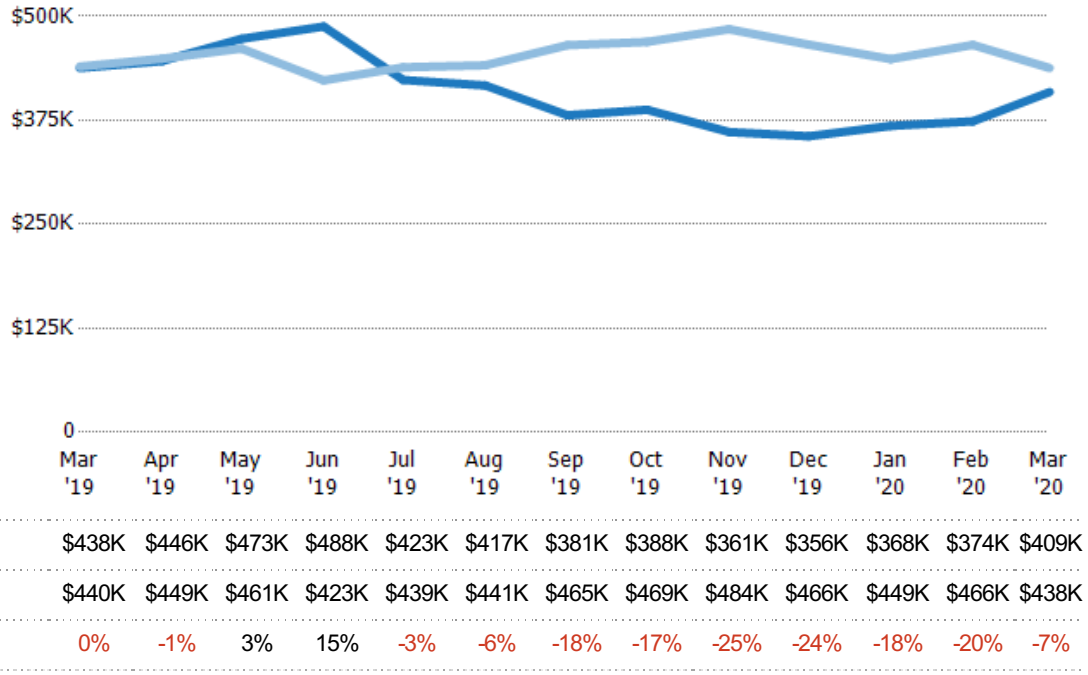
Average Listing Price

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.
Mar '20	\$409K	-6.6%
Mar '19	\$438K	-0.4%
Mar '18	\$440K	7.2%



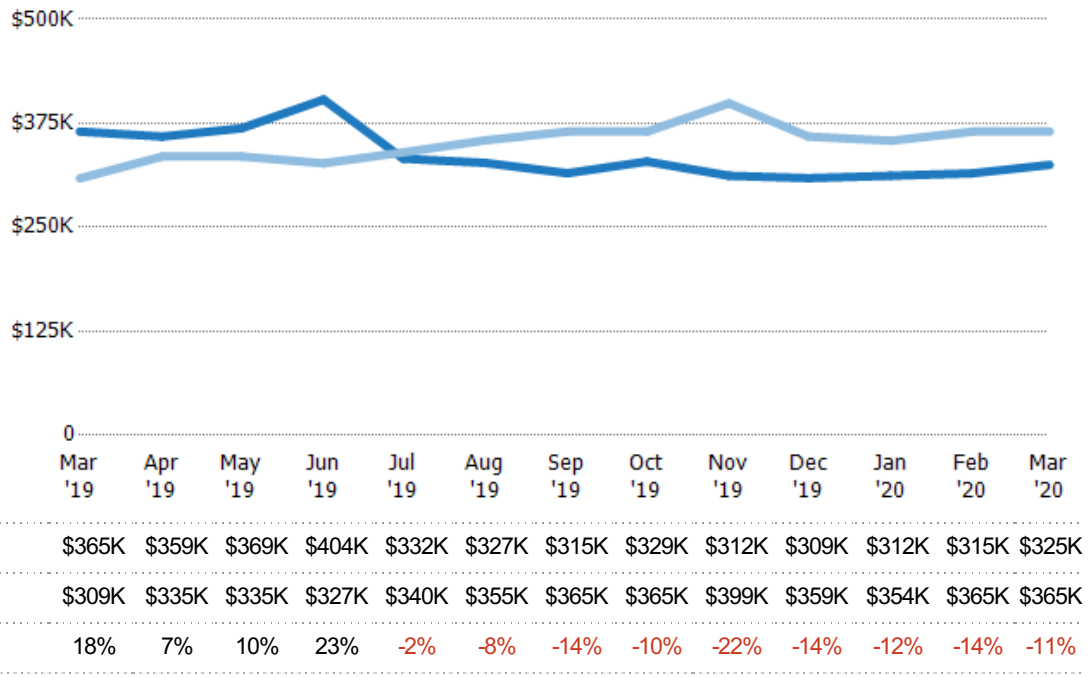
Median Listing Price

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.
Mar '20	\$325K	-11%
Mar '19	\$365K	18.2%
Mar '18	\$309K	11.7%

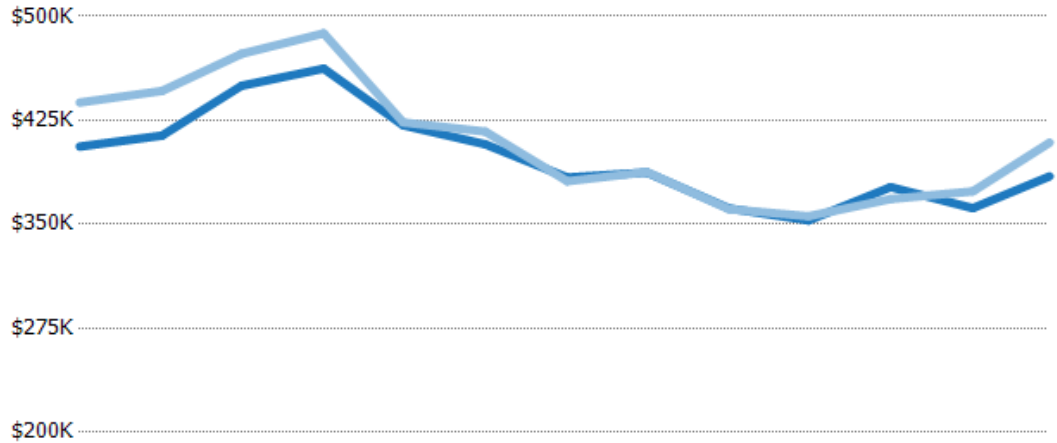


Average Listing Price vs Average Est Value

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



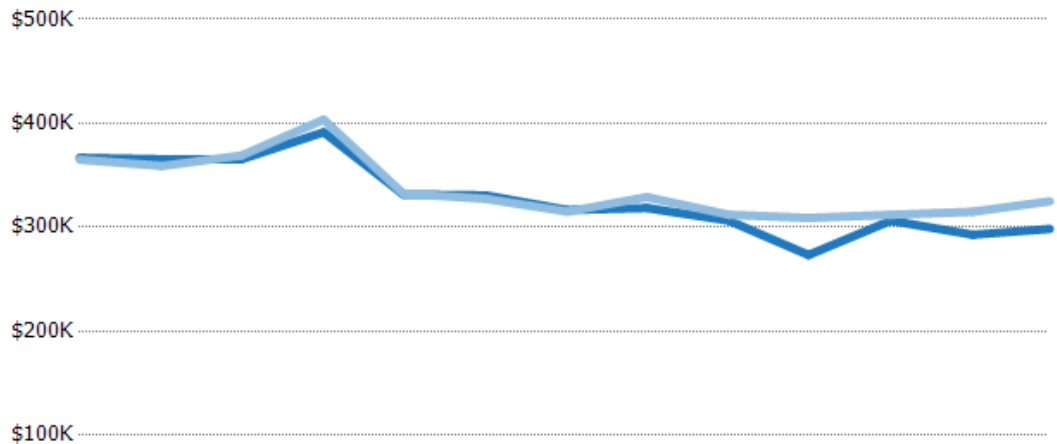
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$406K	\$414K	\$450K	\$462K	\$421K	\$408K	\$384K	\$387K	\$361K	\$353K	\$377K	\$362K	\$385K
Avg Listing Price	\$438K	\$446K	\$473K	\$488K	\$423K	\$417K	\$381K	\$388K	\$361K	\$356K	\$368K	\$374K	\$409K
Avg Listing Price as a % of Avg Est Value	108%	108%	105%	105%	100%	102%	99%	100%	100%	101%	98%	103%	106%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$367K	\$365K	\$365K	\$391K	\$332K	\$331K	\$317K	\$319K	\$306K	\$273K	\$306K	\$293K	\$298K
Median Listing Price	\$365K	\$359K	\$369K	\$404K	\$332K	\$327K	\$315K	\$329K	\$312K	\$309K	\$312K	\$315K	\$325K
Med Listing Price as a % of Med Est Value	99%	98%	101%	103%	100%	99%	99%	103%	102%	113%	102%	108%	109%

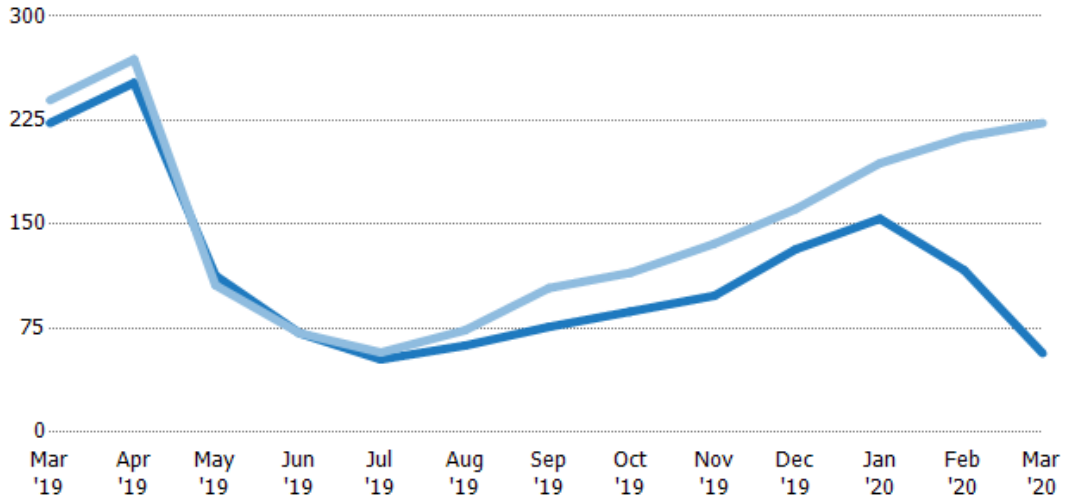
Median Days in RPR

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.
Mar '20	57	-74.4%
Mar '19	223	-6.9%
Mar '18	240	-56.2%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	223	252	113	71.5	52.5	62.5	76	87	98.5	132	154	117	57
Prior Year	240	269	106	71.5	57.5	73.5	104	115	136	161	194	213	223
Percent Change from Prior Year	-7%	-6%	7%	0%	-9%	-15%	-27%	-24%	-28%	-18%	-21%	-45%	-74%

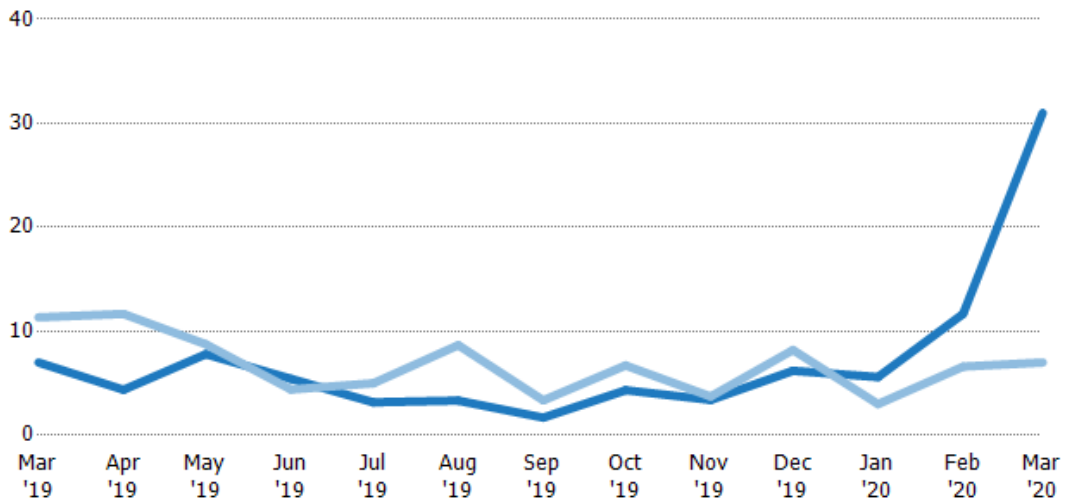
Months of Inventory

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.
Mar '20	31	342.9%
Mar '19	7	-38.2%
Mar '18	11.3	-42.6%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	7	4.38	7.8	5.43	3.17	3.33	1.7	4.33	3.4	6.2	5.6	11.7	31
Prior Year	11.3	11.7	8.75	4.4	5	8.67	3.36	6.71	3.73	8.2	3	6.6	7
Percent Change from Prior Year	-38%	-62%	-11%	23%	-37%	-62%	-49%	-35%	-9%	-24%	87%	77%	343%

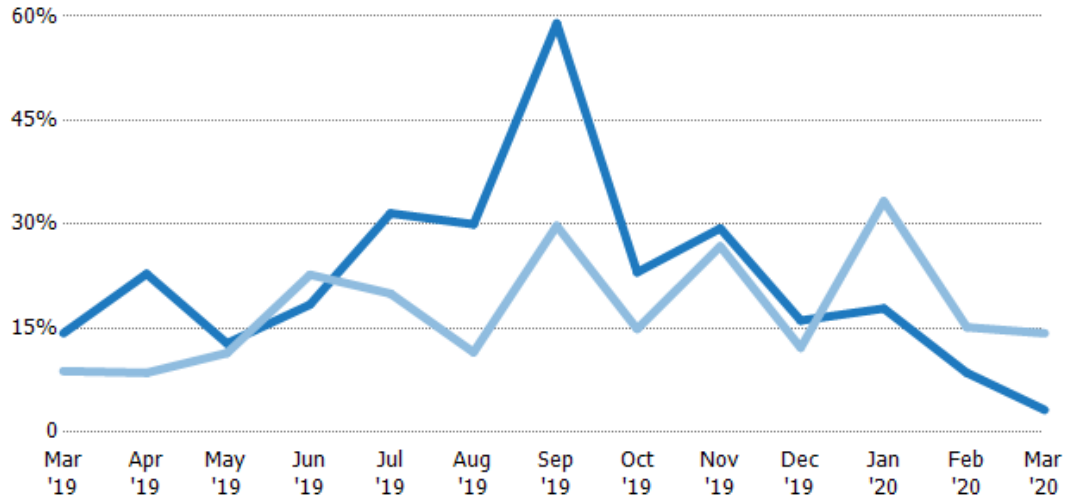
Absorption Rate

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.
Mar '20	3%	11.1%
Mar '19	14%	-5.5%
Mar '18	9%	74.4%



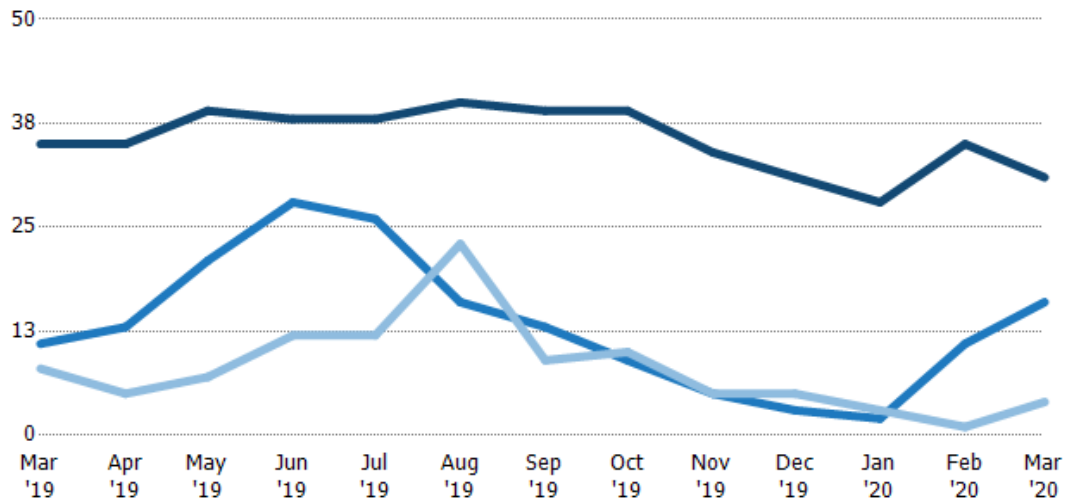
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	14%	23%	13%	18%	32%	30%	59%	23%	29%	16%	18%	9%	3%
Prior Year	9%	9%	11%	23%	20%	12%	30%	15%	27%	12%	33%	15%	14%
Change from Prior Year	-5%	-14%	-1%	4%	-12%	-18%	-29%	-8%	-3%	-4%	15%	7%	11%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	35	35	39	38	38	40	39	39	34	31	28	35	31
Pending	11	13	21	28	26	16	13	9	5	3	2	11	16
Sold	8	5	7	12	12	23	9	10	5	5	3	1	4

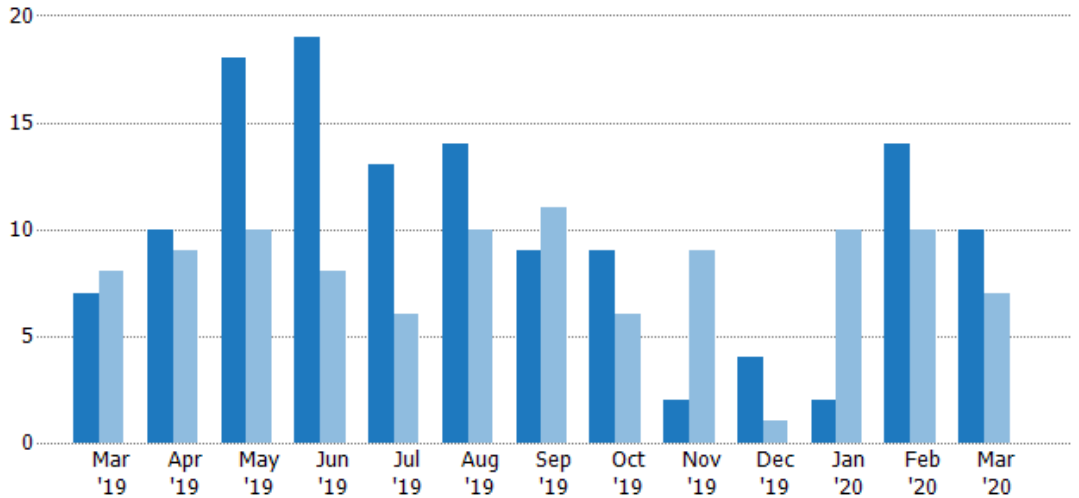
New Pending Sales

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.
Mar '20	10	42.9%
Mar '19	7	-12.5%
Mar '18	8	-25%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	7	10	18	19	13	14	9	9	2	4	2	14	10
Prior Year	8	9	10	8	6	10	11	6	9	1	10	10	7
Percent Change from Prior Year	-13%	11%	80%	138%	117%	40%	-18%	50%	-78%	300%	-80%	40%	43%

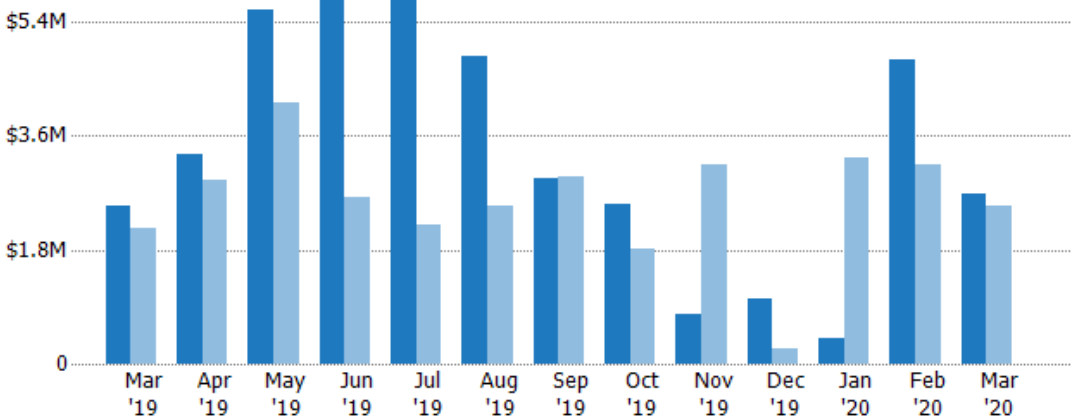
New Pending Sales Volume

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.
Mar '20	\$2.68M	7.2%
Mar '19	\$2.5M	16.6%
Mar '18	\$2.14M	-0.8%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$2.5M	\$3.32M	\$5.59M	\$6.06M	\$5.86M	\$4.86M	\$2.92M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M
Prior Year	\$2.14M	\$2.89M	\$4.11M	\$2.62M	\$2.19M	\$2.5M	\$2.95M	\$1.81M	\$3.13M	\$245K	\$3.25M	\$3.15M	\$2.5M
Percent Change from Prior Year	17%	15%	36%	131%	168%	94%	-1%	39%	-75%	318%	-87%	52%	7%

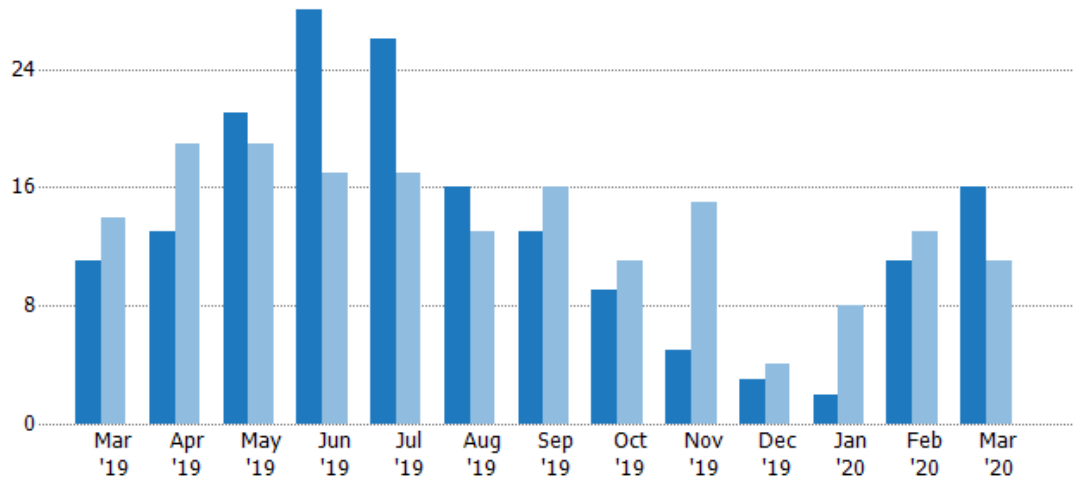
Pending Sales

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.
Mar '20	16	45.5%
Mar '19	11	-21.4%
Mar '18	14	-14.3%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	11	13	21	28	26	16	13	9	5	3	2	11	16
Prior Year	14	19	19	17	17	13	16	11	15	4	8	13	11
Percent Change from Prior Year	-21%	-32%	11%	65%	53%	23%	-19%	-18%	-67%	-25%	-75%	-15%	45%

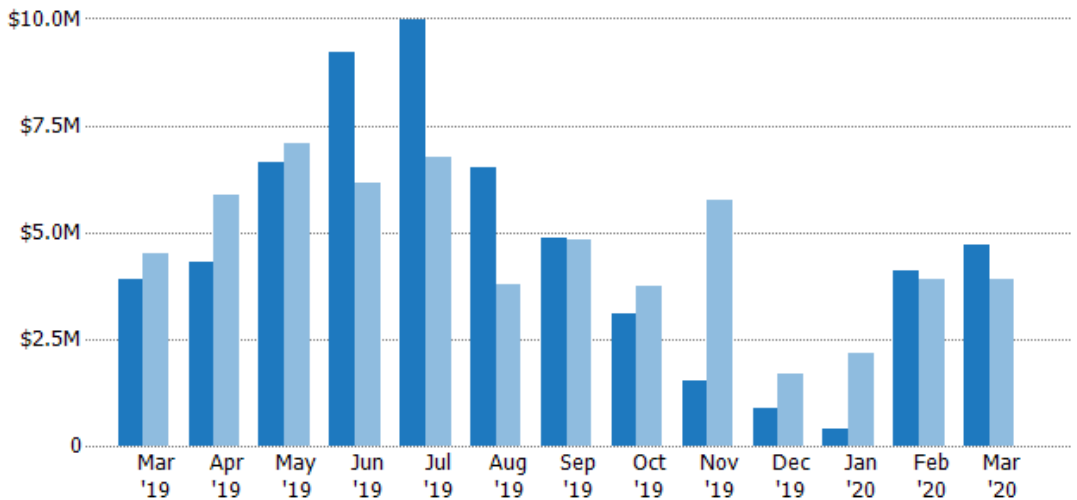
Pending Sales Volume

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.
Mar '20	\$4.69M	20.8%
Mar '19	\$3.89M	-13.7%
Mar '18	\$4.5M	-9.7%



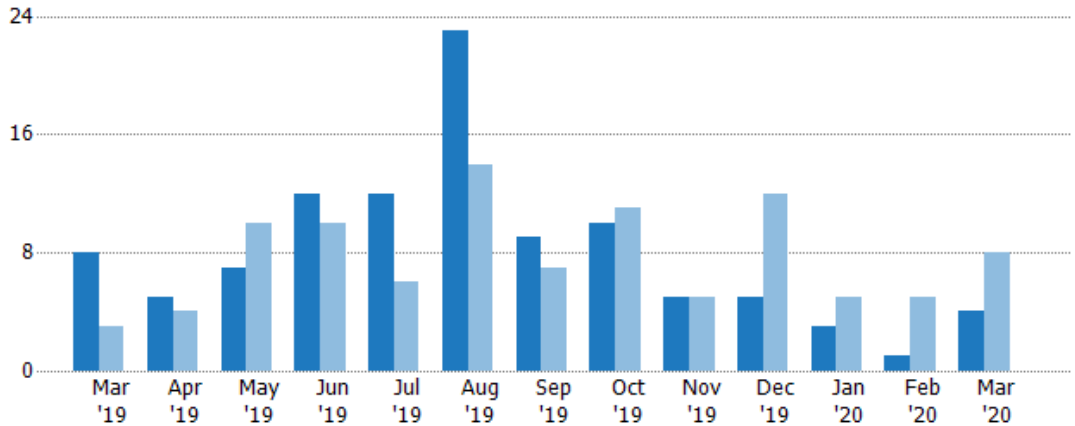
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$3.89M	\$4.31M	\$6.64M	\$9.2M	\$9.96M	\$6.49M	\$4.86M	\$3.09M	\$1.54M	\$899K	\$415K	\$4.08M	\$4.69M
Prior Year	\$4.5M	\$5.89M	\$7.06M	\$6.16M	\$6.77M	\$3.8M	\$4.84M	\$3.73M	\$5.75M	\$1.7M	\$2.16M	\$3.9M	\$3.89M
Percent Change from Prior Year	-14%	-27%	-6%	49%	47%	71%	1%	-17%	-73%	-47%	-81%	5%	21%

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



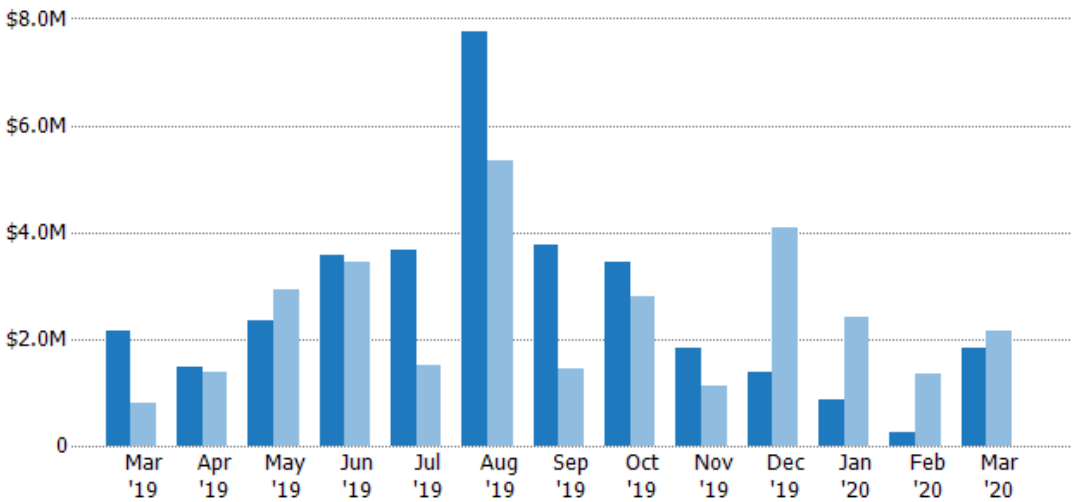
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	8	5	7	12	12	23	9	10	5	5	3	1	4
Prior Year	3	4	10	10	6	14	7	11	5	12	5	5	8
Percent Change from Prior Year	167%	25%	-30%	20%	100%	64%	29%	-9%	0%	-58%	-40%	-80%	-50%

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



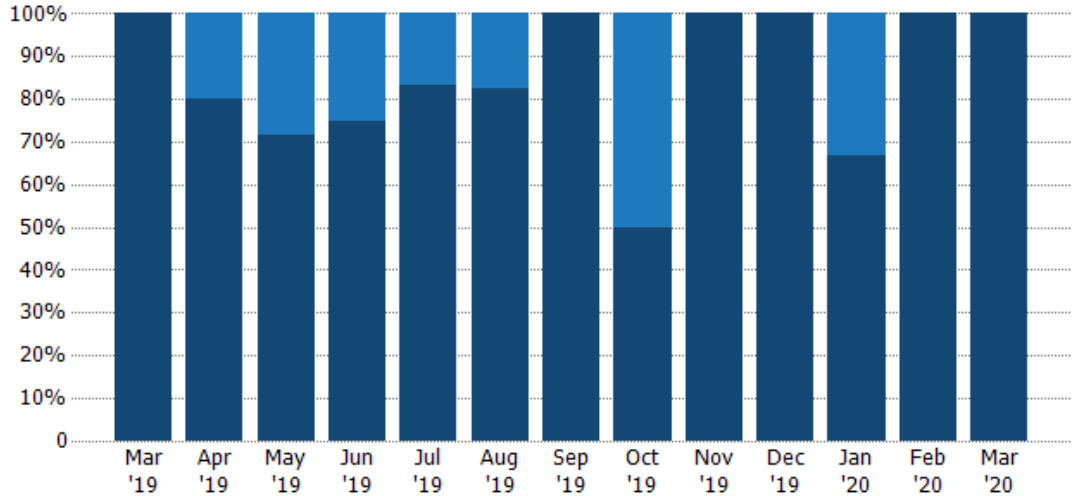
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$2.15M	\$1.48M	\$2.35M	\$3.58M	\$3.67M	\$7.75M	\$3.76M	\$3.44M	\$1.83M	\$1.38M	\$858K	\$240K	\$1.84M
Prior Year	\$807K	\$1.38M	\$2.91M	\$3.45M	\$1.52M	\$5.35M	\$1.45M	\$2.8M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$2.15M
Percent Change from Prior Year	167%	7%	-19%	4%	142%	45%	159%	23%	66%	-66%	-65%	-82%	-15%

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



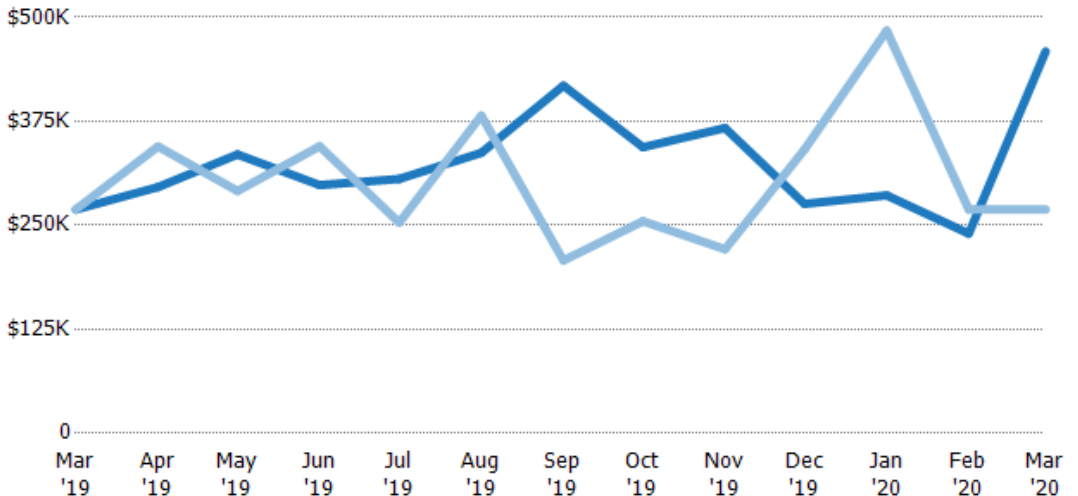
Condo/Townhouse	-	20%	29%	25%	17%	17%	-	50%	-	-	33%	-	-
Single Family Residence	100%	80%	71%	75%	83%	83%	100%	50%	100%	100%	67%	100%	100%

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.
Mar '20	\$459K	70.7%
Mar '19	\$269K	0%
Mar '18	\$269K	-18.4%

Current Year	\$269K	\$296K	\$335K	\$298K	\$306K	\$337K	\$418K	\$344K	\$367K	\$276K	\$286K	\$240K	\$459K
Prior Year	\$269K	\$345K	\$291K	\$345K	\$253K	\$382K	\$208K	\$255K	\$221K	\$341K	\$484K	\$269K	\$269K
Percent Change from Prior Year	0%	-14%	15%	-14%	21%	-12%	101%	35%	66%	-19%	-41%	-11%	71%

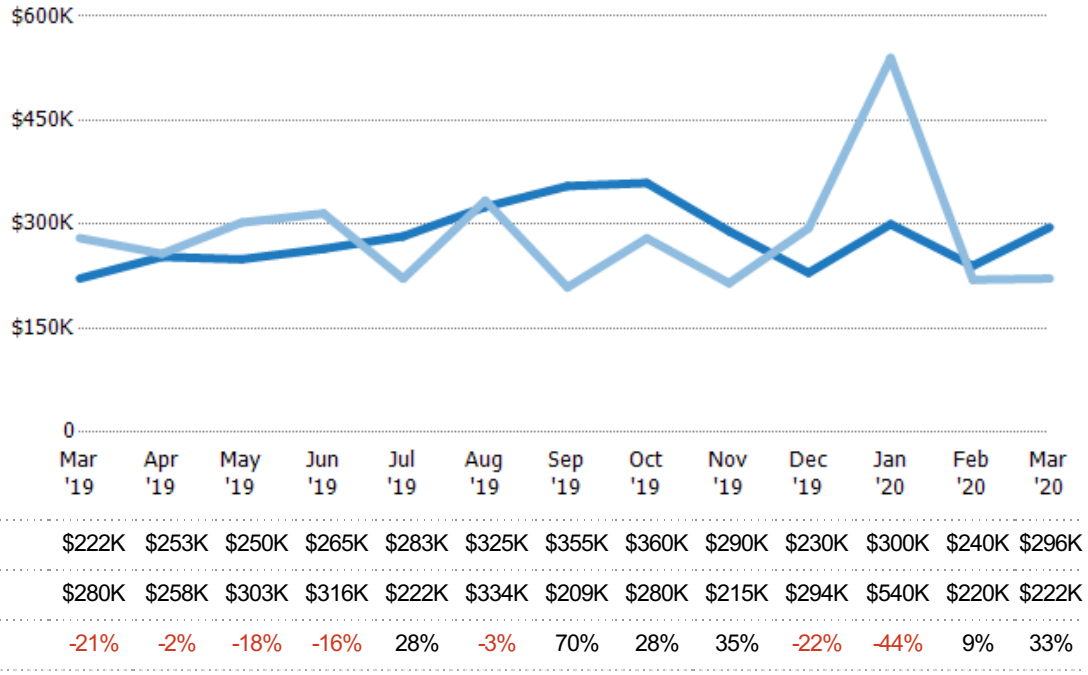
Median Sales Price

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.
Mar '20	\$296K	33.3%
Mar '19	\$222K	-20.8%
Mar '18	\$280K	-31.4%

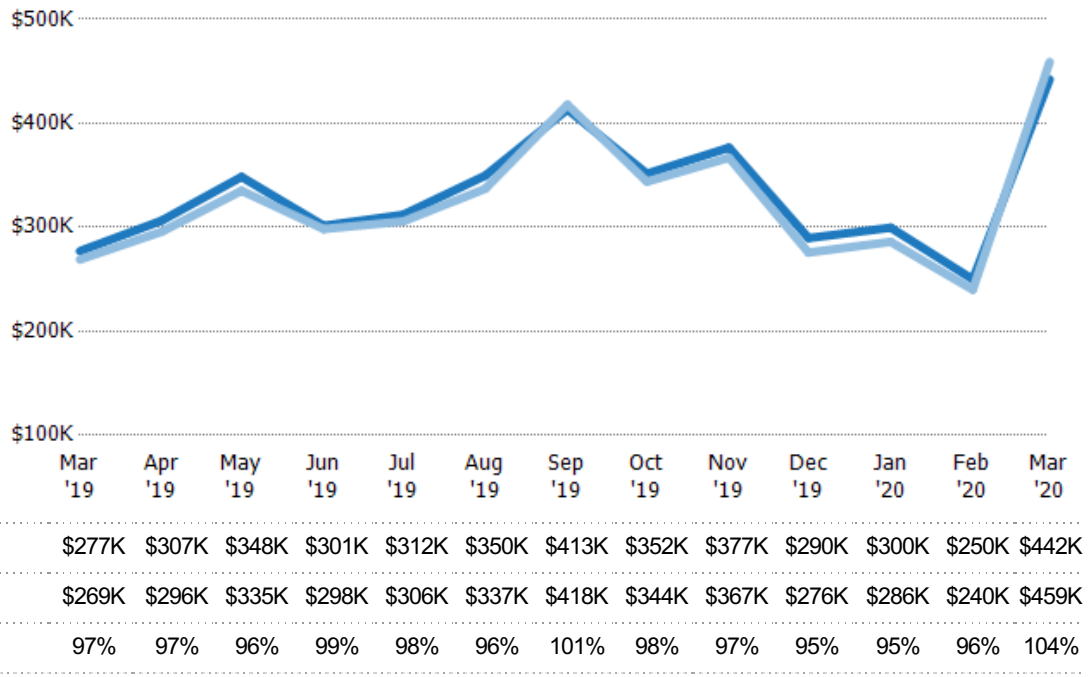


Average Sales Price vs Average Listing Price

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

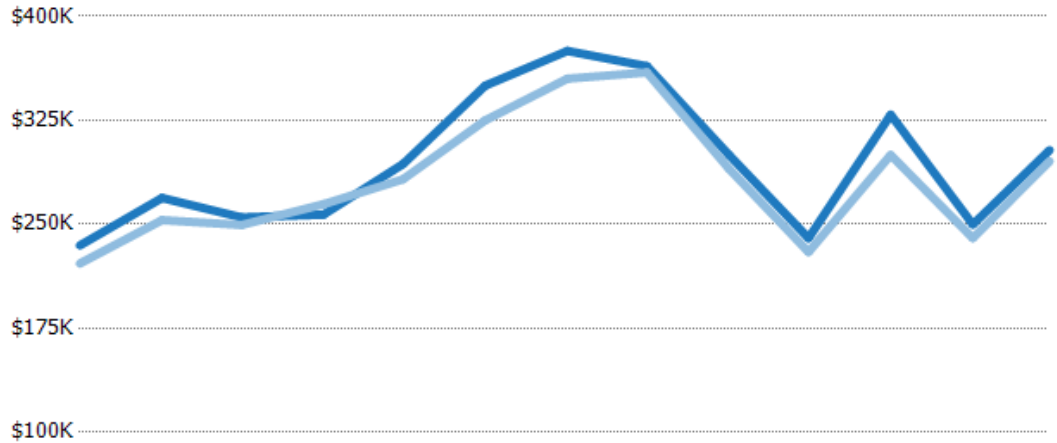


Median Sales Price vs Median Listing Price

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



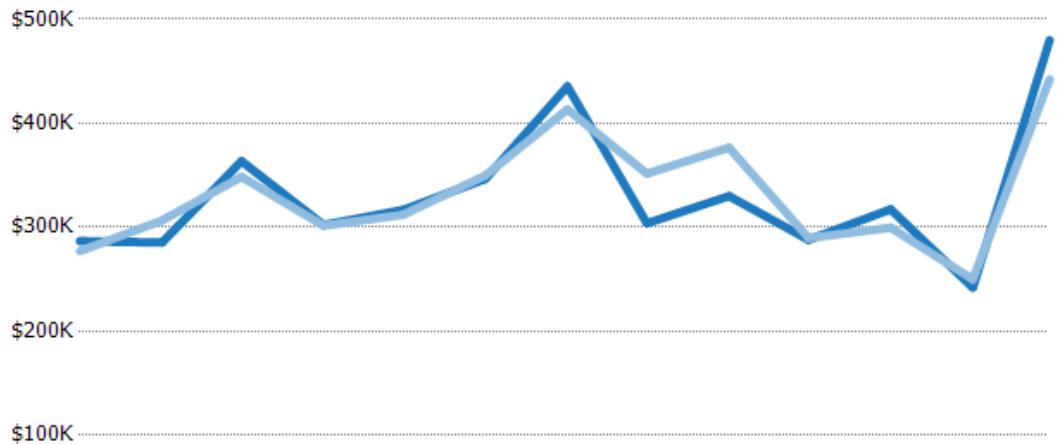
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$235K	\$269K	\$255K	\$257K	\$294K	\$350K	\$375K	\$364K	\$300K	\$240K	\$329K	\$250K	\$304K
Median Sales Price	\$222K	\$253K	\$250K	\$265K	\$283K	\$325K	\$355K	\$360K	\$290K	\$230K	\$300K	\$240K	\$296K
Med Sales Price as a % of Med List Price	94%	94%	98%	103%	96%	93%	95%	99%	97%	96%	91%	96%	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



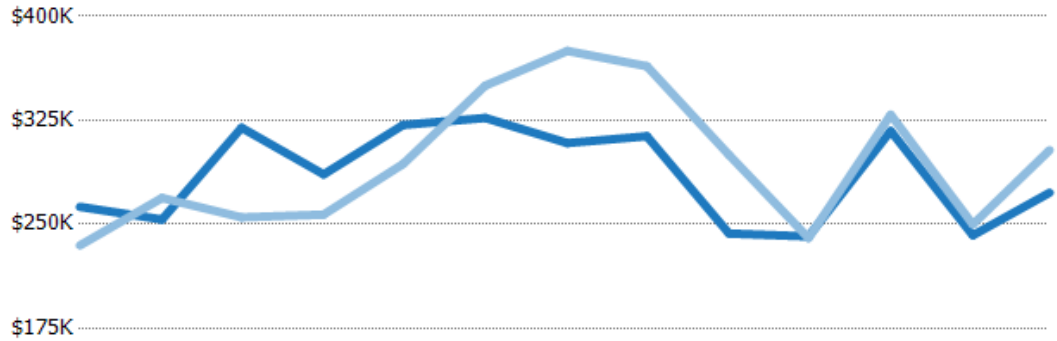
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$287K	\$285K	\$364K	\$302K	\$317K	\$346K	\$436K	\$304K	\$330K	\$288K	\$317K	\$242K	\$480K
Avg Sales Price	\$277K	\$307K	\$348K	\$301K	\$312K	\$350K	\$413K	\$352K	\$377K	\$290K	\$300K	\$250K	\$442K
Avg Sales Price as a % of Avg Est Value	97%	107%	96%	100%	99%	101%	95%	116%	114%	101%	94%	103%	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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$263K	\$253K	\$320K	\$286K	\$322K	\$327K	\$309K	\$314K	\$243K	\$241K	\$317K	\$242K	\$273K
Median Sales Price	\$235K	\$269K	\$255K	\$257K	\$294K	\$350K	\$375K	\$364K	\$300K	\$240K	\$329K	\$250K	\$304K
Med Sales Price as a % of Med Est Value	89%	106%	80%	90%	91%	107%	122%	116%	123%	99%	104%	103%	111%