

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	7	+14.3%	33	29	+13.8%
New Listing Volume	\$3,613,900	\$2,247,500	+60.8%	\$13,096,200	\$9,506,400	+37.8%
Active Listing Count	30	35	-14.3%	N/A	N/A	
Active Listing Volume	\$13,075,900	\$15,590,400	-16.1%	N/A	N/A	
Average Listing Price	\$435,863	\$445,440	-2.1%	\$391,334	\$448,555	-12.8%
Median Listing Price	\$345,000	\$359,000	-3.9%	\$324,041	\$360,640	-10.1%
Median Days in RPR	72.5	252	-71.2%	86.69	220.83	-60.7%
Months of Inventory	7.5	4.4	+71.4%	5.4	9.3	-41.8%
Absorption Rate	13.33%	22.86%	-9.5%	18.55%	10.79%	+7.8%
Sales Activity Charts Metrics						
New Pending Sales Count	7	10	-30%	33	37	-10.8%
New Pending Sales Volume	\$2,118,900	\$3,315,500	-36.1%	\$10,003,900	\$12,210,500	-18.1%
Pending Sales Count	14	13	+7.7%	N/A	N/A	
Pending Sales Volume	\$3,685,500	\$4,287,400	-14%	N/A	N/A	
Closed Sales Count	8	5	+60%	16	23	-30.4%
Closed Sales Volume	\$2,439,840	\$1,479,500	+64.9%	\$5,373,740	\$7,395,900	-27.3%
Average Sales Price	\$304,980	\$295,900	+3.1%	\$335,859	\$321,561	+4.4%
Median Sales Price	\$294,500	\$253,000	+16.4%	\$292,375	\$297,348	-1.7%

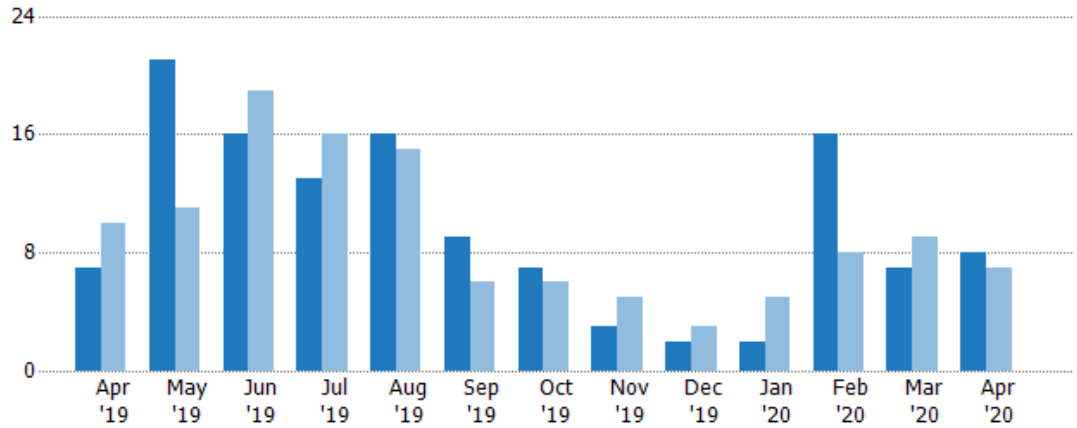
New Listings

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

Month/ Year	Count	% Chg.
Apr '20	8	14.3%
Apr '19	7	-30%
Apr '18	10	30%



Current Year	7	21	16	13	16	9	7	3	2	2	16	7	8
Prior Year	10	11	19	16	15	6	6	5	3	5	8	9	7
Percent Change from Prior Year	-30%	91%	-16%	-19%	7%	50%	17%	-40%	-33%	-60%	100%	-22%	14%

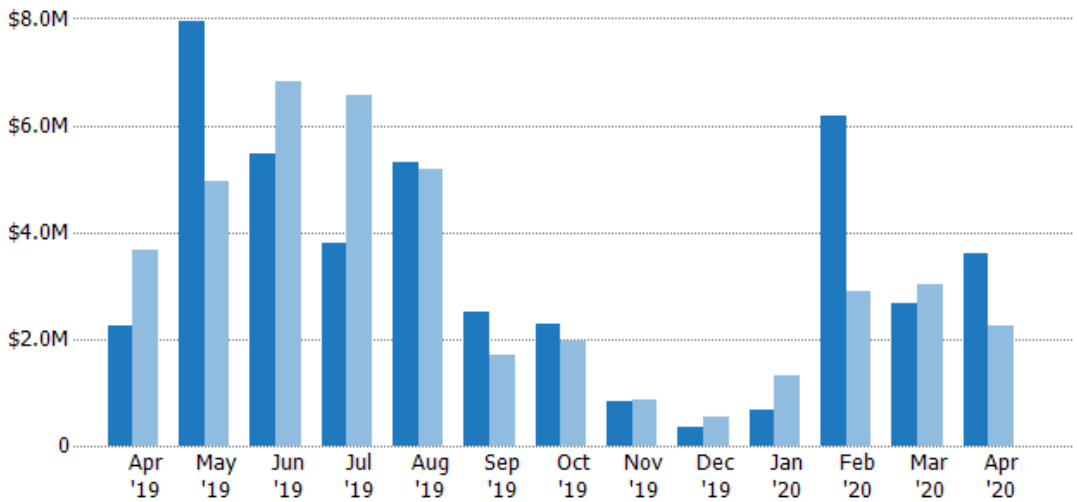
New Listing Volume

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.
Apr '20	\$3.61M	60.8%
Apr '19	\$2.25M	-38.7%
Apr '18	\$3.66M	30%



Current Year	\$2.25M	\$7.95M	\$5.47M	\$3.8M	\$5.3M	\$2.51M	\$2.28M	\$832K	\$339K	\$664K	\$6.16M	\$2.65M	\$3.61M
Prior Year	\$3.66M	\$4.96M	\$6.84M	\$6.57M	\$5.19M	\$1.69M	\$1.97M	\$871K	\$555K	\$1.32M	\$2.91M	\$3.04M	\$2.25M
Percent Change from Prior Year	-39%	60%	-20%	-42%	2%	49%	16%	-5%	-39%	-50%	112%	-13%	61%

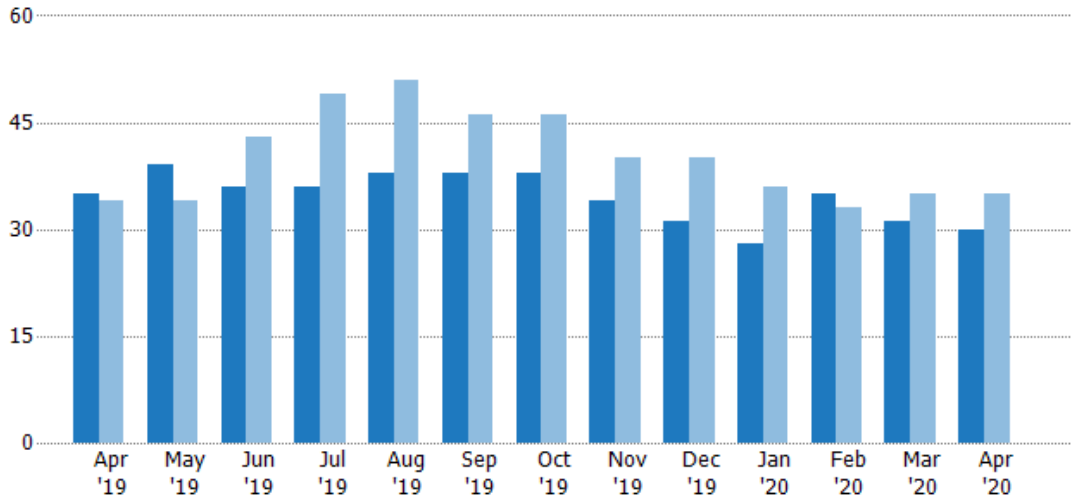
Active Listings

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.
Apr '20	30	-14.3%
Apr '19	35	2.9%
Apr '18	34	8.8%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	35	39	36	36	38	38	38	34	31	28	35	31	30
Prior Year	34	34	43	49	51	46	46	40	40	36	33	35	35
Percent Change from Prior Year	3%	15%	-16%	-27%	-25%	-17%	-17%	-15%	-23%	-22%	6%	-11%	-14%

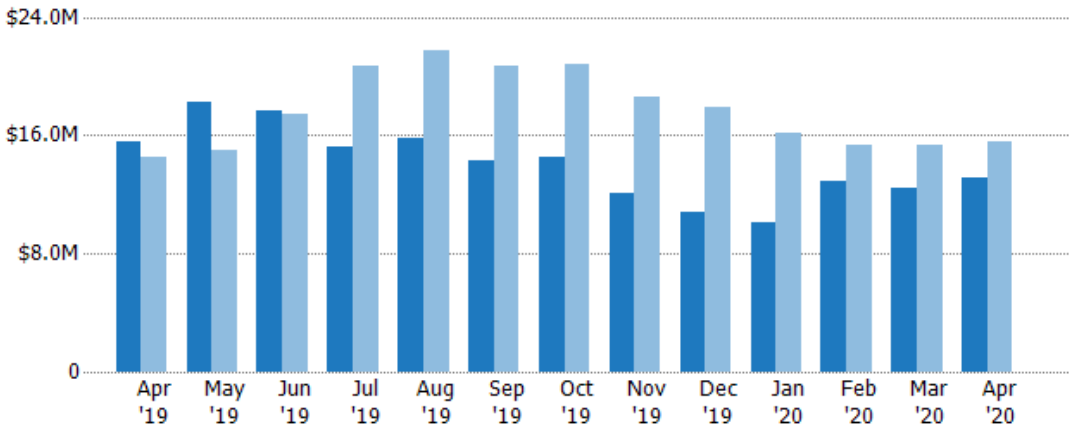
Active Listing Volume

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.
Apr '20	\$13.1M	-16.1%
Apr '19	\$15.6M	7.4%
Apr '18	\$14.5M	10.7%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$15.6M	\$18.3M	\$17.6M	\$15.2M	\$15.8M	\$14.3M	\$14.5M	\$12.1M	\$10.8M	\$10.1M	\$12.9M	\$12.5M	\$13.1M
Prior Year	\$14.5M	\$14.9M	\$17.4M	\$20.7M	\$21.7M	\$20.7M	\$20.8M	\$18.6M	\$17.9M	\$16.1M	\$15.3M	\$15.3M	\$15.6M
Percent Change from Prior Year	7%	22%	1%	-27%	-28%	-31%	-30%	-35%	-39%	-37%	-16%	-18%	-16%

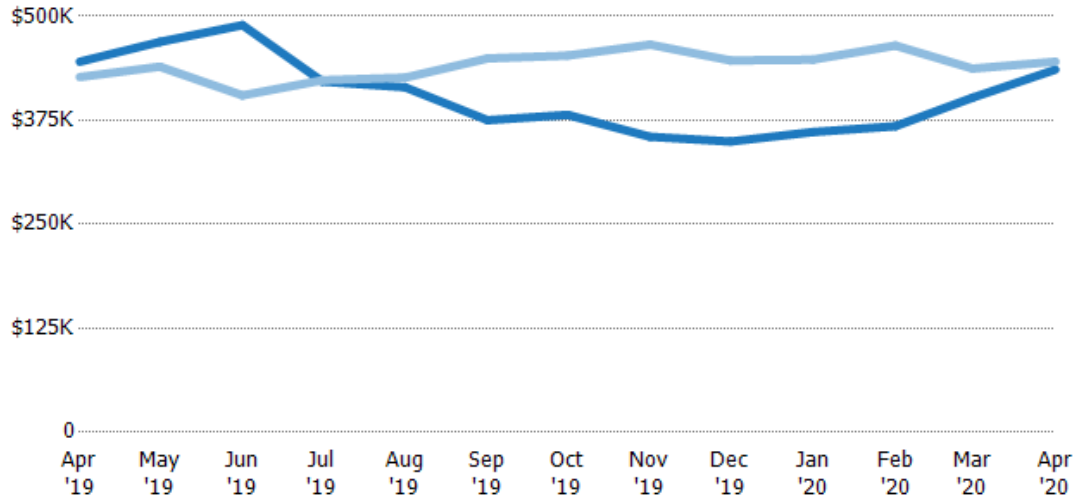
Average Listing Price

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.
Apr '20	\$436K	-2.1%
Apr '19	\$445K	4.3%
Apr '18	\$427K	1.7%



Current Year	\$445K	\$469K	\$489K	\$422K	\$415K	\$375K	\$382K	\$355K	\$349K	\$361K	\$368K	\$402K	\$436K
Prior Year	\$427K	\$439K	\$405K	\$423K	\$426K	\$449K	\$453K	\$466K	\$447K	\$448K	\$465K	\$437K	\$445K
Percent Change from Prior Year	4%	7%	21%	0%	-3%	-17%	-16%	-24%	-22%	-19%	-21%	-8%	-2%

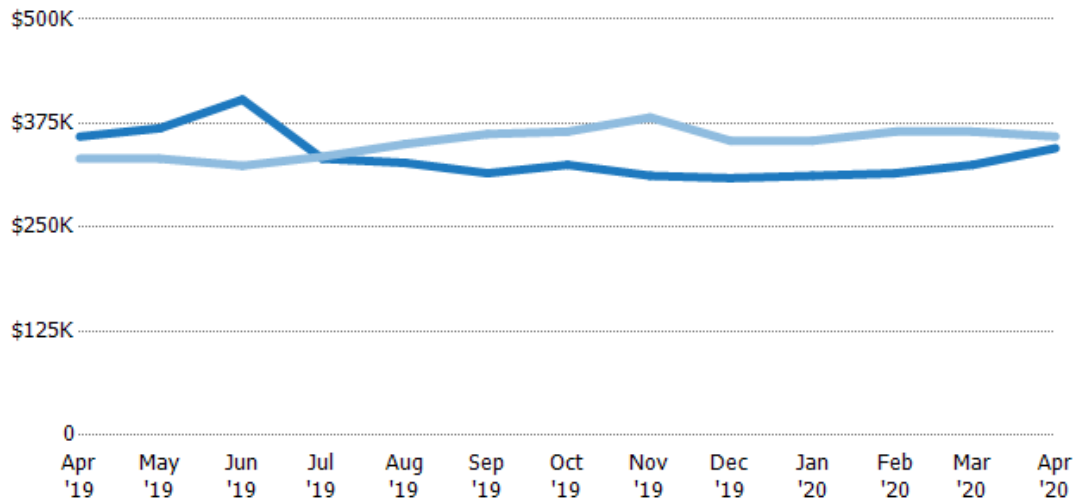
Median Listing Price

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.
Apr '20	\$345K	-3.9%
Apr '19	\$359K	8%
Apr '18	\$332K	-1%



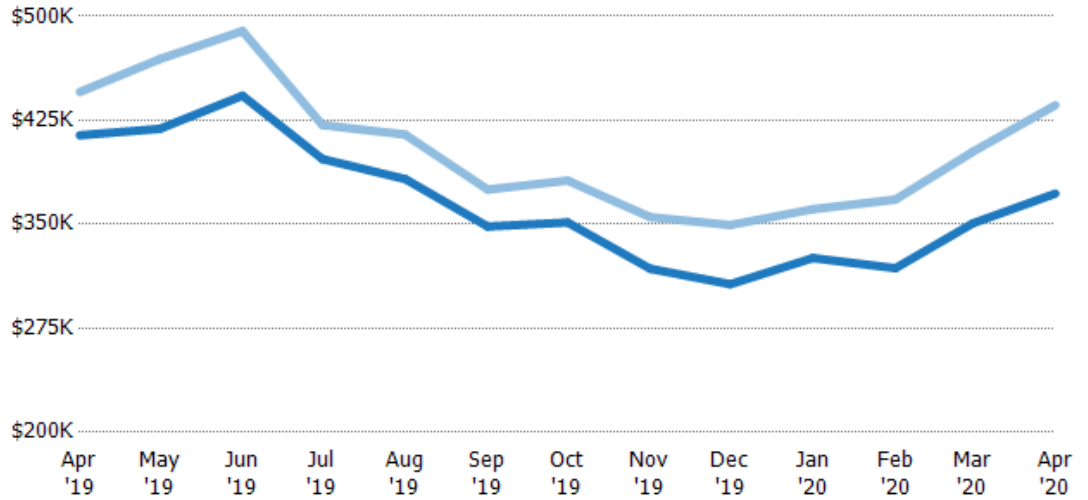
Current Year	\$359K	\$369K	\$404K	\$332K	\$327K	\$315K	\$325K	\$312K	\$309K	\$312K	\$315K	\$325K	\$345K
Prior Year	\$332K	\$332K	\$324K	\$335K	\$350K	\$362K	\$365K	\$382K	\$354K	\$354K	\$365K	\$365K	\$359K
Percent Change from Prior Year	8%	11%	25%	-1%	-6%	-13%	-11%	-18%	-13%	-12%	-14%	-11%	-4%

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



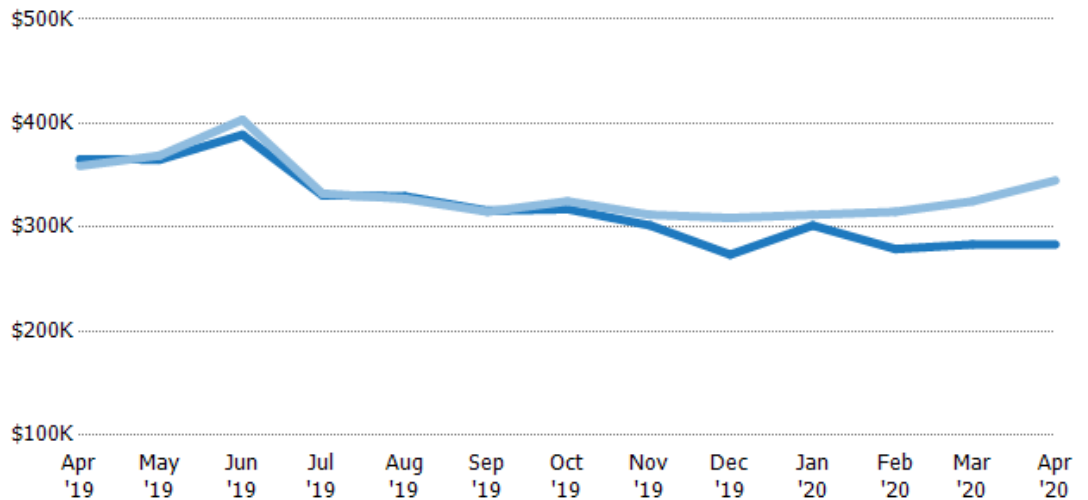
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$414K	\$419K	\$443K	\$397K	\$383K	\$348K	\$351K	\$318K	\$307K	\$326K	\$318K	\$351K	\$372K
Avg Listing Price	\$445K	\$469K	\$489K	\$422K	\$415K	\$375K	\$382K	\$355K	\$349K	\$361K	\$368K	\$402K	\$436K
Avg Listing Price as a % of Avg Est Value	108%	112%	111%	106%	108%	108%	109%	112%	114%	111%	116%	115%	117%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$365K	\$365K	\$389K	\$331K	\$330K	\$316K	\$317K	\$302K	\$274K	\$302K	\$279K	\$283K	\$283K
Median Listing Price	\$359K	\$369K	\$404K	\$332K	\$327K	\$315K	\$325K	\$312K	\$309K	\$312K	\$315K	\$325K	\$345K
Med Listing Price as a % of Med Est Value	98%	101%	104%	101%	99%	100%	102%	103%	113%	103%	113%	115%	122%

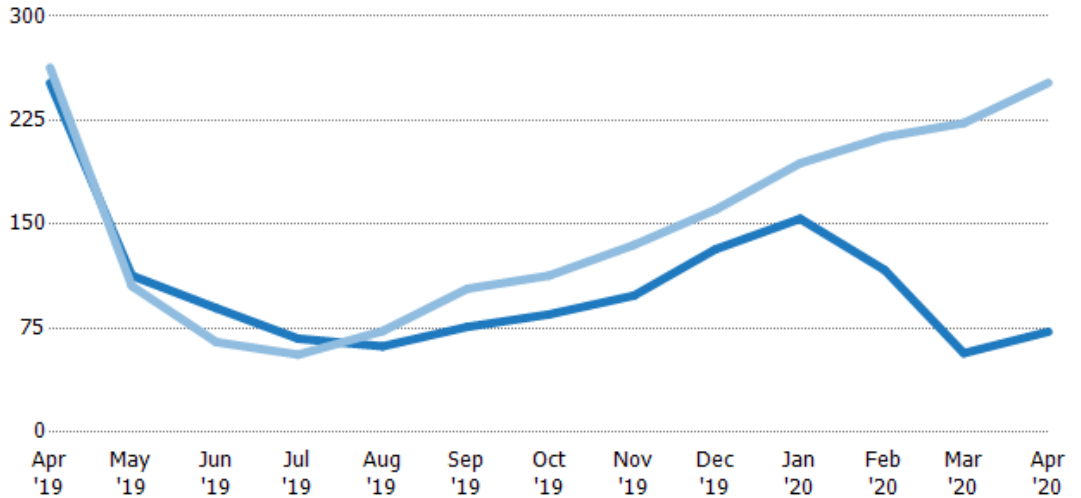
Median Days in RPR

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.
Apr '20	72.5	-71.2%
Apr '19	252	-4.2%
Apr '18	263	-51%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	252	113	89.5	67.5	62	76	85	98.5	132	154	117	57	72.5
Prior Year	263	106	65	56	73	104	113	135	161	194	213	223	252
Percent Change from Prior Year	-4%	7%	38%	21%	-15%	-27%	-25%	-27%	-18%	-21%	-45%	-74%	-71%

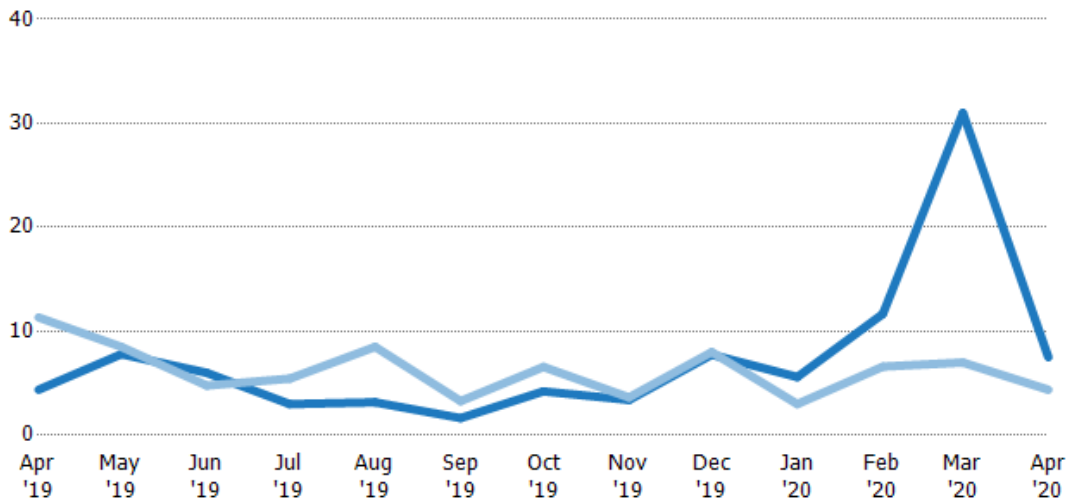
Months of Inventory

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.
Apr '20	7.5	71.4%
Apr '19	4.38	-61.4%
Apr '18	11.3	-34.7%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	4.38	7.8	6	3	3.17	1.65	4.22	3.4	7.75	5.6	11.7	31	7.5
Prior Year	11.3	8.5	4.78	5.44	8.5	3.29	6.57	3.64	8	3	6.6	7	4.38
Percent Change from Prior Year	-61%	-8%	26%	-45%	-63%	-50%	-36%	-6%	-3%	87%	77%	343%	71%

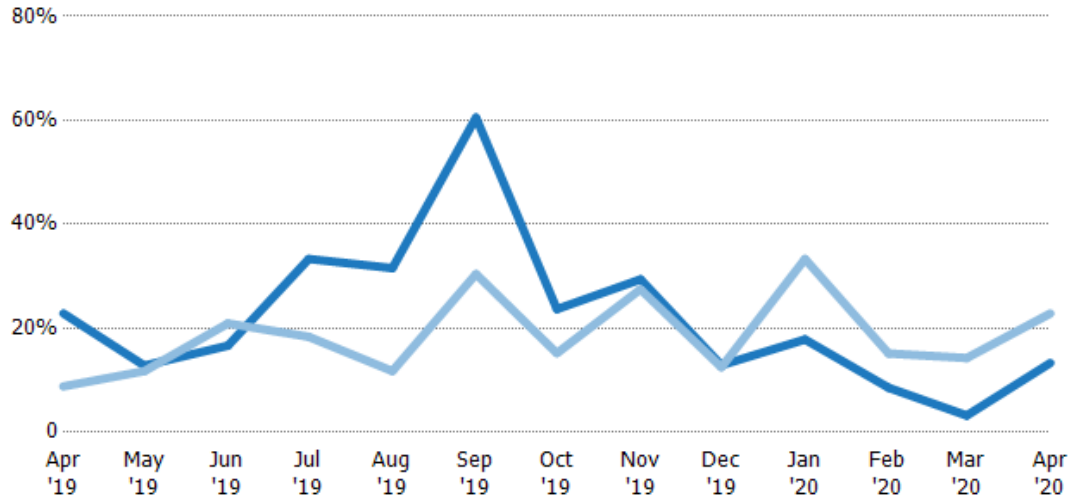
Absorption Rate

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.
Apr '20	13%	9.5%
Apr '19	23%	-14%
Apr '18	9%	53.2%



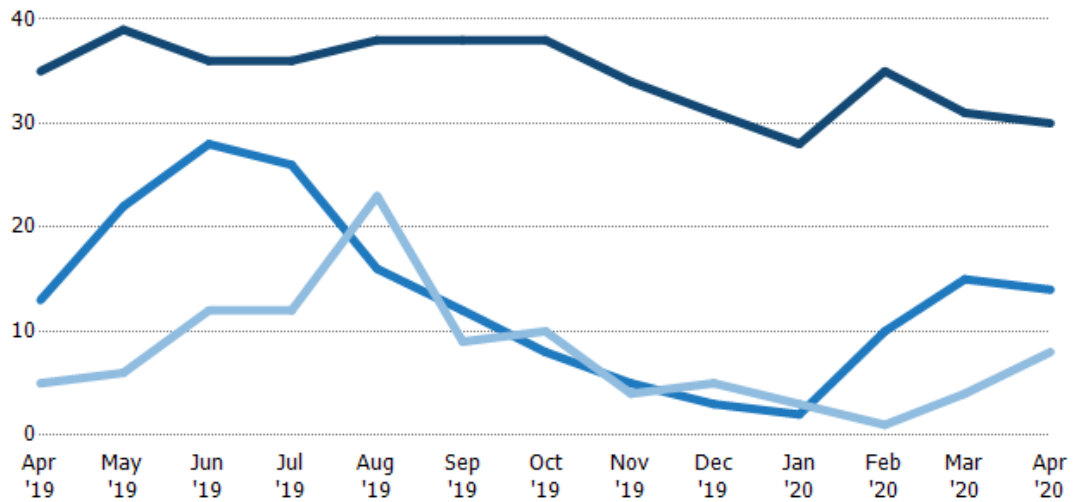
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	23%	13%	17%	33%	32%	61%	24%	29%	13%	18%	9%	3%	13%
Prior Year	9%	12%	21%	18%	12%	30%	15%	28%	13%	33%	15%	14%	23%
Change from Prior Year	-14%	-1%	4%	-15%	-20%	-30%	-8%	-2%	0%	15%	7%	11%	10%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	35	39	36	36	38	38	38	34	31	28	35	31	30
Pending	13	22	28	26	16	12	8	5	3	2	10	15	14
Sold	5	6	12	12	23	9	10	4	5	3	1	4	8

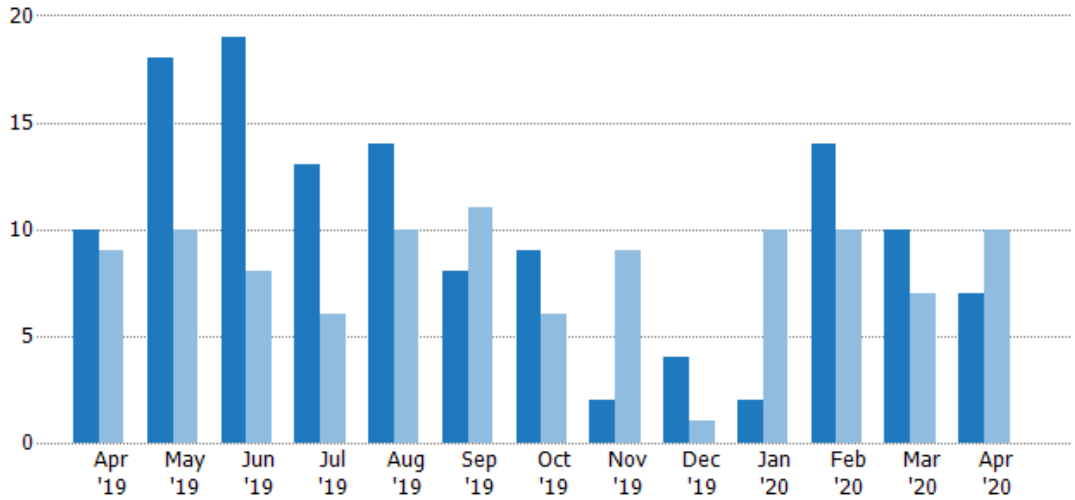
New Pending Sales

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.
Apr '20	7	-30%
Apr '19	10	11.1%
Apr '18	9	33.3%



Current Year	10	18	19	13	14	8	9	2	4	2	14	10	7
Prior Year	9	10	8	6	10	11	6	9	1	10	10	7	10
Percent Change from Prior Year	11%	80%	138%	117%	40%	-27%	50%	-78%	300%	-80%	40%	43%	-30%

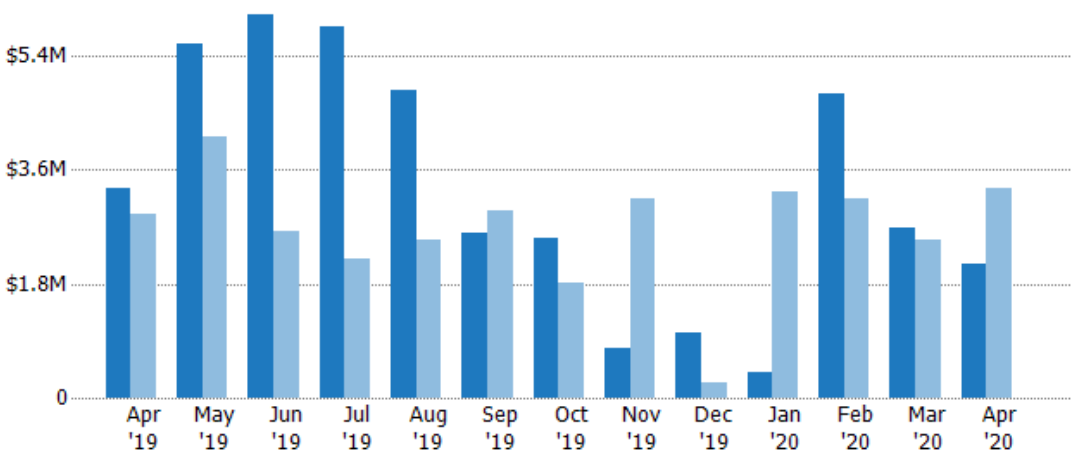
New Pending Sales Volume

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.
Apr '20	\$2.12M	-36.1%
Apr '19	\$3.32M	14.6%
Apr '18	\$2.89M	24%



Current Year	\$3.32M	\$5.59M	\$6.06M	\$5.86M	\$4.86M	\$2.6M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M	\$2.12M
Prior Year	\$2.89M	\$4.11M	\$2.62M	\$2.19M	\$2.5M	\$2.95M	\$1.81M	\$3.13M	\$245K	\$3.25M	\$3.15M	\$2.5M	\$3.32M
Percent Change from Prior Year	15%	36%	131%	168%	94%	-12%	39%	-75%	318%	-87%	52%	7%	-36%

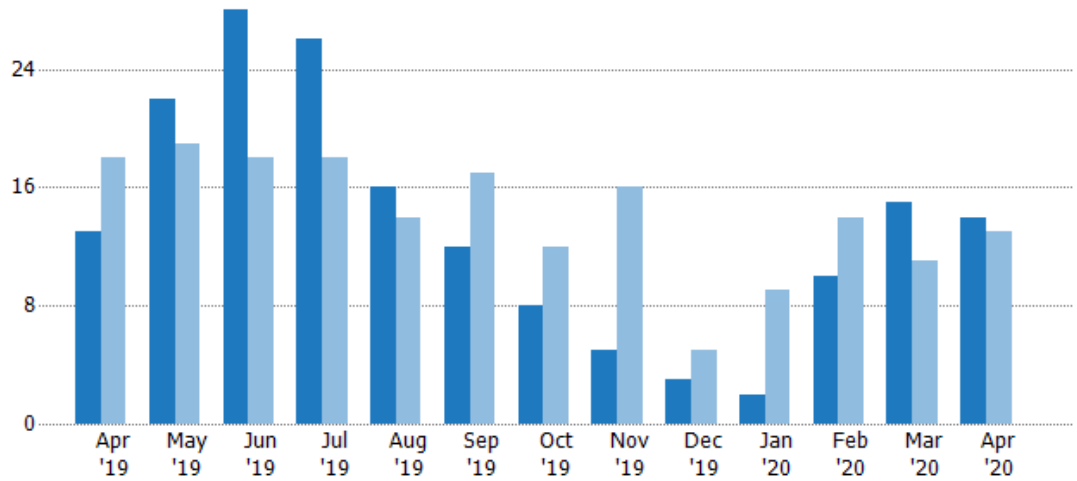
Pending Sales

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.
Apr '20	14	7.7%
Apr '19	13	-27.8%
Apr '18	18	16.7%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	13	22	28	26	16	12	8	5	3	2	10	15	14
Prior Year	18	19	18	18	14	17	12	16	5	9	14	11	13
Percent Change from Prior Year	-28%	16%	56%	44%	14%	-29%	-33%	-69%	-40%	-78%	-29%	36%	8%

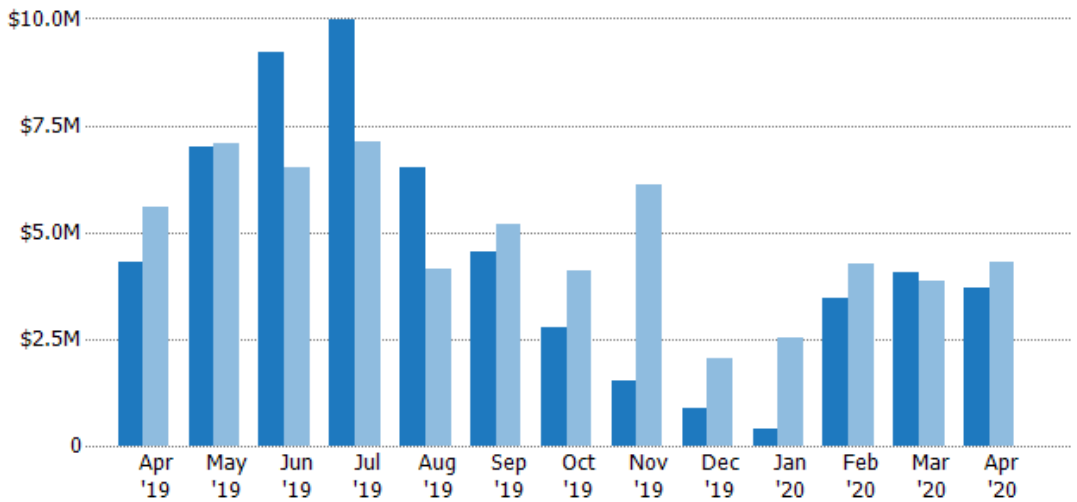
Pending Sales Volume

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.
Apr '20	\$3.69M	-14%
Apr '19	\$4.29M	-23.2%
Apr '18	\$5.58M	21.2%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$4.29M	\$6.99M	\$9.2M	\$9.96M	\$6.49M	\$4.54M	\$2.77M	\$1.54M	\$899K	\$415K	\$3.46M	\$4.07M	\$3.69M
Prior Year	\$5.58M	\$7.08M	\$6.52M	\$7.13M	\$4.15M	\$5.2M	\$4.09M	\$6.11M	\$2.06M	\$2.52M	\$4.26M	\$3.86M	\$4.29M
Percent Change from Prior Year	-23%	-1%	41%	40%	56%	-13%	-32%	-75%	-56%	-84%	-19%	5%	-14%

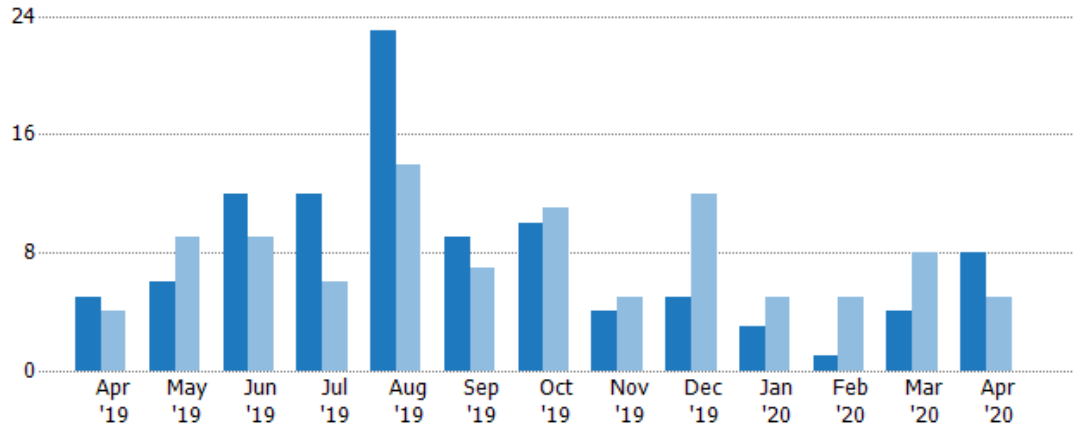
Closed Sales

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.
Apr '20	8	60%
Apr '19	5	25%
Apr '18	4	-50%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	5	6	12	12	23	9	10	4	5	3	1	4	8
Prior Year	4	9	9	6	14	7	11	5	12	5	5	8	5
Percent Change from Prior Year	25%	-33%	33%	100%	64%	29%	-9%	-20%	-58%	-40%	-80%	-50%	60%

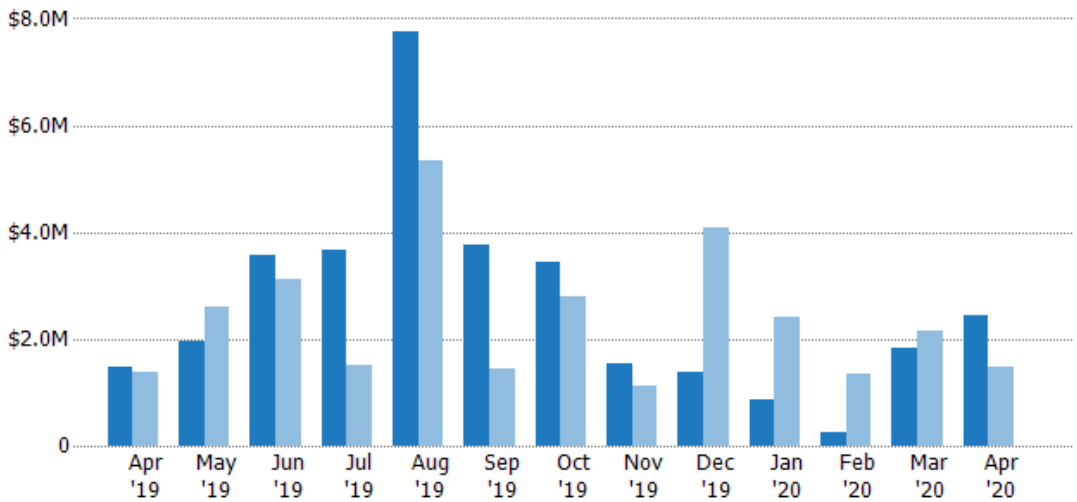
Closed Sales Volume

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.
Apr '20	\$2.44M	64.9%
Apr '19	\$1.48M	7.3%
Apr '18	\$1.38M	-50.3%



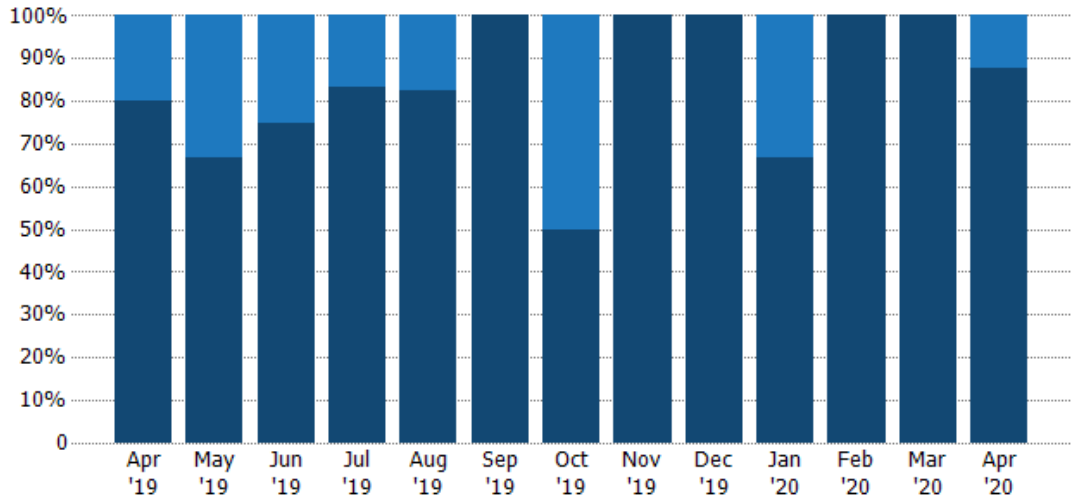
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$1.48M	\$1.97M	\$3.58M	\$3.67M	\$7.75M	\$3.76M	\$3.44M	\$1.54M	\$1.38M	\$858K	\$240K	\$1.84M	\$2.44M
Prior Year	\$1.38M	\$2.6M	\$3.11M	\$1.52M	\$5.35M	\$1.45M	\$2.8M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$2.15M	\$1.48M
Percent Change from Prior Year	7%	-24%	15%	142%	45%	159%	23%	39%	-66%	-65%	-82%	-15%	65%

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



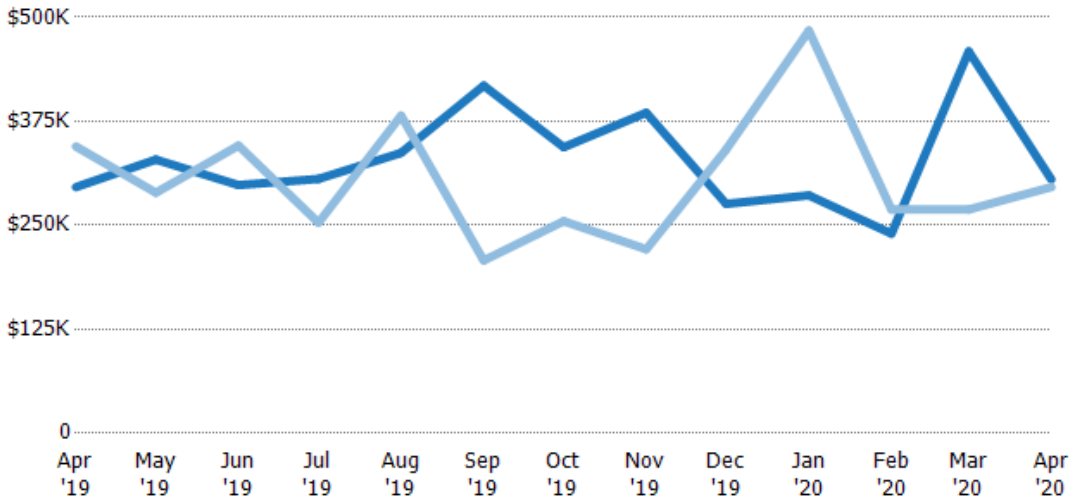
Condo/Townhouse	20%	33%	25%	17%	17%	-	50%	-	-	33%	-	-	13%
Single Family Residence	80%	67%	75%	83%	83%	100%	50%	100%	100%	67%	100%	100%	88%

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	\$296K	\$329K	\$298K	\$306K	\$337K	\$418K	\$344K	\$385K	\$276K	\$286K	\$240K	\$459K	\$305K
Prior Year	\$345K	\$289K	\$346K	\$253K	\$382K	\$208K	\$255K	\$221K	\$341K	\$484K	\$269K	\$269K	\$296K
Percent Change from Prior Year	-14%	14%	-14%	21%	-12%	101%	35%	74%	-19%	-41%	-11%	71%	3%

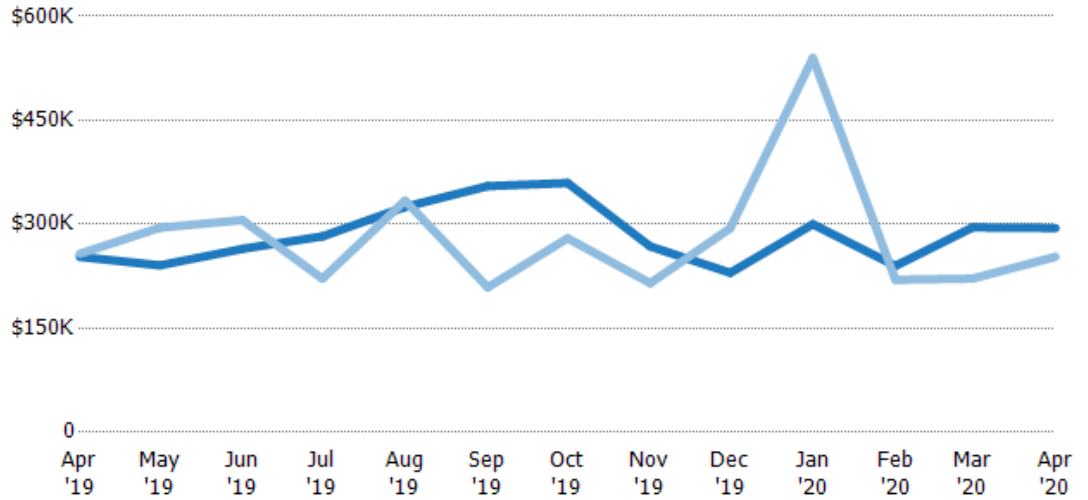
Median Sales Price

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.
Apr '20	\$295K	16.4%
Apr '19	\$253K	-1.7%
Apr '18	\$258K	33%



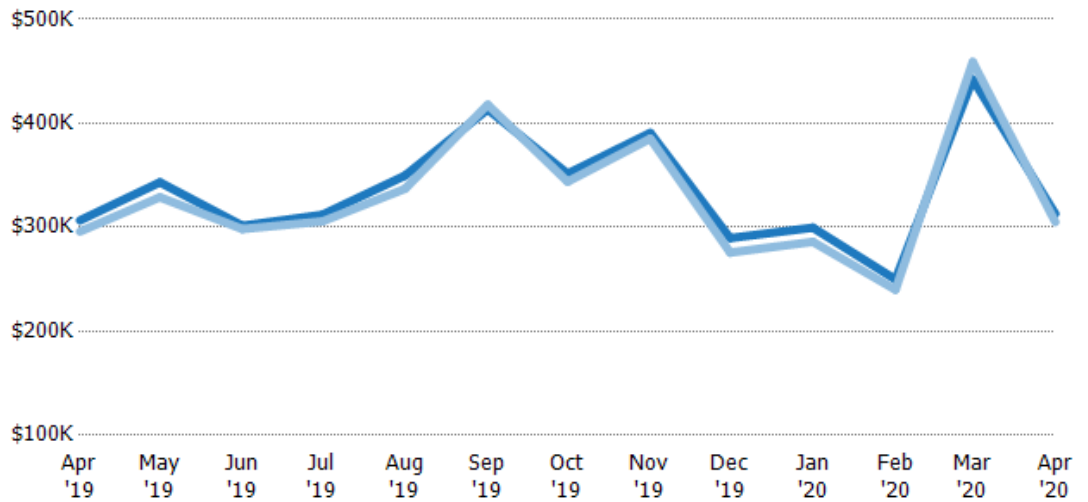
Current Year	\$253K	\$241K	\$265K	\$283K	\$325K	\$355K	\$360K	\$268K	\$230K	\$300K	\$240K	\$296K	\$295K
Prior Year	\$258K	\$295K	\$306K	\$222K	\$334K	\$209K	\$280K	\$215K	\$294K	\$540K	\$220K	\$222K	\$253K
Percent Change from Prior Year	-2%	-18%	-14%	28%	-3%	70%	28%	25%	-22%	-44%	9%	33%	16%

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



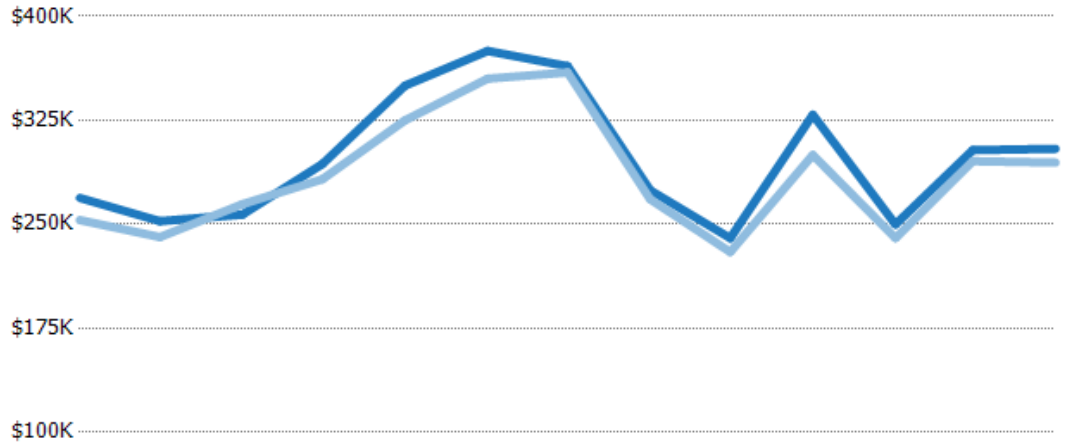
Avg List Price	\$307K	\$343K	\$301K	\$312K	\$350K	\$413K	\$352K	\$391K	\$290K	\$300K	\$250K	\$442K	\$313K
Avg Sales Price	\$296K	\$329K	\$298K	\$306K	\$337K	\$418K	\$344K	\$385K	\$276K	\$286K	\$240K	\$459K	\$305K
Avg Sales Price as a % of Avg List Price	97%	96%	99%	98%	96%	101%	98%	99%	95%	95%	96%	104%	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



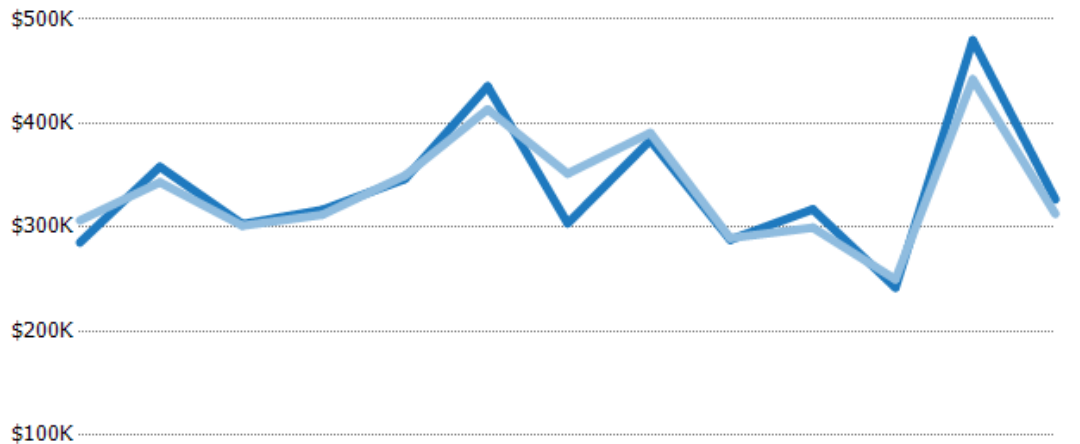
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$269K	\$252K	\$257K	\$294K	\$350K	\$375K	\$364K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K
Median Sales Price	\$253K	\$241K	\$265K	\$283K	\$325K	\$355K	\$360K	\$268K	\$230K	\$300K	\$240K	\$296K	\$295K
Med Sales Price as a % of Med List Price	94%	95%	103%	96%	93%	95%	99%	98%	96%	91%	96%	97%	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



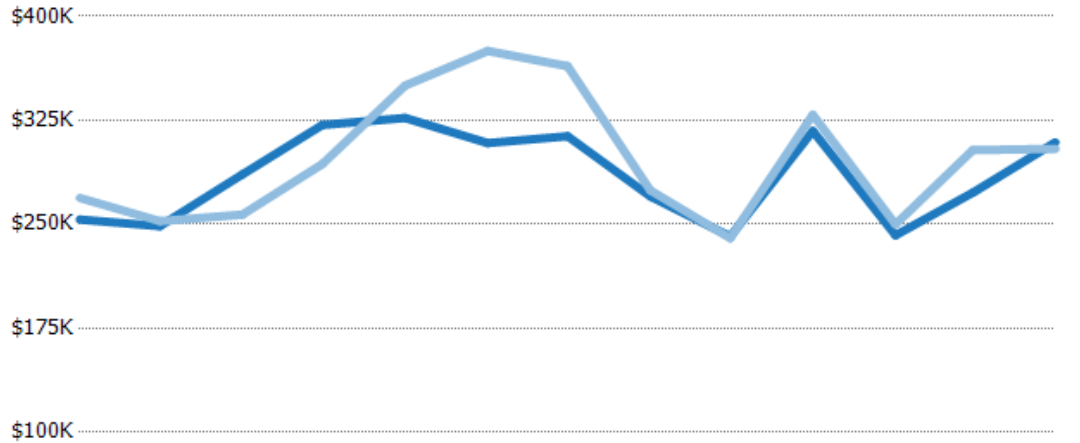
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$285K	\$358K	\$303K	\$317K	\$346K	\$436K	\$304K	\$384K	\$288K	\$317K	\$242K	\$480K	\$327K
Avg Sales Price	\$307K	\$343K	\$301K	\$312K	\$350K	\$413K	\$352K	\$391K	\$290K	\$300K	\$250K	\$442K	\$313K
Avg Sales Price as a % of Avg Est Value	107%	96%	99%	99%	101%	95%	116%	102%	101%	94%	103%	92%	96%

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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$253K	\$249K	\$286K	\$322K	\$327K	\$309K	\$314K	\$270K	\$241K	\$317K	\$242K	\$273K	\$309K
Median Sales Price	\$269K	\$252K	\$257K	\$294K	\$350K	\$375K	\$364K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K
Med Sales Price as a % of Med Est Value	106%	101%	90%	91%	107%	122%	116%	102%	99%	104%	103%	111%	98%