

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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	20	-70%	39	48	-18.8%
New Listing Volume	\$1,778,400	\$7,717,800	-77%	\$14,852,100	\$16,550,100	-10.3%
Active Listing Count	25	34	-26.5%	N/A	N/A	
Active Listing Volume	\$10,891,500	\$15,700,300	-30.6%	N/A	N/A	
Average Listing Price	\$435,660	\$461,774	-5.7%	\$406,634	\$429,661	-5.4%
Median Listing Price	\$350,000	\$367,000	-4.6%	\$328,456	\$355,032	-7.5%
Median Days in RPR	103	89	+15.7%	93.41	188.95	-50.6%
Months of Inventory	3.1	6.8	-54%	5.4	6.7	-19.4%
Absorption Rate	32%	14.71%	+17.3%	18.42%	14.84%	+3.6%
Sales Activity Charts Metrics						
New Pending Sales Count	9	18	-50%	42	51	-17.6%
New Pending Sales Volume	\$3,086,400	\$5,594,800	-44.8%	\$13,090,300	\$16,051,400	-18.4%
Pending Sales Count	17	21	-19%	N/A	N/A	
Pending Sales Volume	\$5,236,200	\$6,735,900	-22.3%	N/A	N/A	
Closed Sales Count	6	6	+/-	22	28	-21.4%
Closed Sales Volume	\$1,497,000	\$1,596,000	-6.2%	\$6,870,740	\$8,598,900	-20.1%
Average Sales Price	\$249,500	\$266,000	-6.2%	\$312,306	\$307,104	+1.7%
Median Sales Price	\$225,000	\$240,750	-6.5%	\$274,000	\$279,982	-2.1%

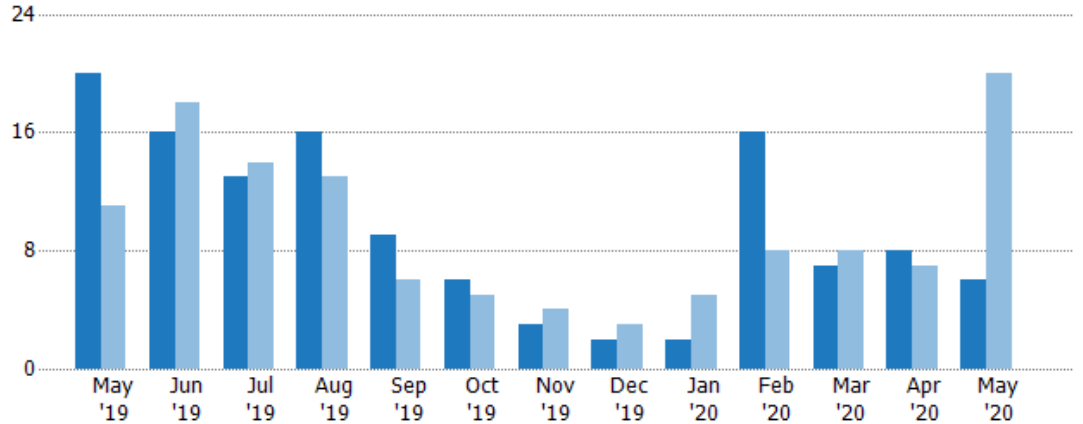
New Listings

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.
May '20	6	-70%
May '19	20	81.8%
May '18	11	45.5%



Current Year	20	16	13	16	9	6	3	2	2	16	7	8	6
Prior Year	11	18	14	13	6	5	4	3	5	8	8	7	20
Percent Change from Prior Year	82%	-11%	-7%	23%	50%	20%	-25%	-33%	-60%	100%	-13%	14%	-70%

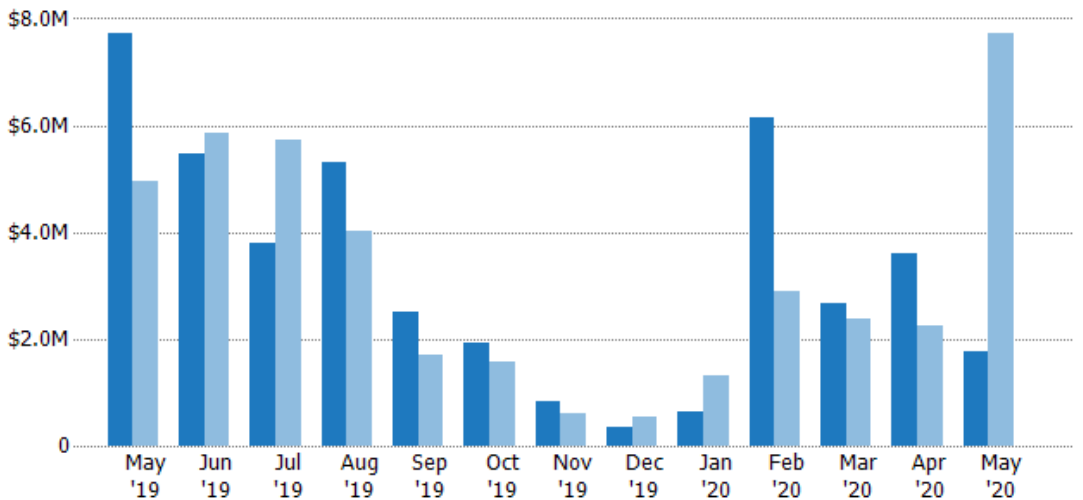
New Listing Volume

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.
May '20	\$1.78M	-77%
May '19	\$7.72M	55.7%
May '18	\$4.96M	8.5%



Current Year	\$7.72M	\$5.47M	\$3.79M	\$5.3M	\$2.51M	\$1.93M	\$823K	\$339K	\$649K	\$6.16M	\$2.65M	\$3.61M	\$1.78M
Prior Year	\$4.96M	\$5.87M	\$5.73M	\$4.03M	\$1.69M	\$1.57M	\$596K	\$555K	\$1.32M	\$2.91M	\$2.36M	\$2.25M	\$7.72M
Percent Change from Prior Year	56%	-7%	-34%	32%	49%	23%	38%	-39%	-51%	112%	12%	61%	-77%

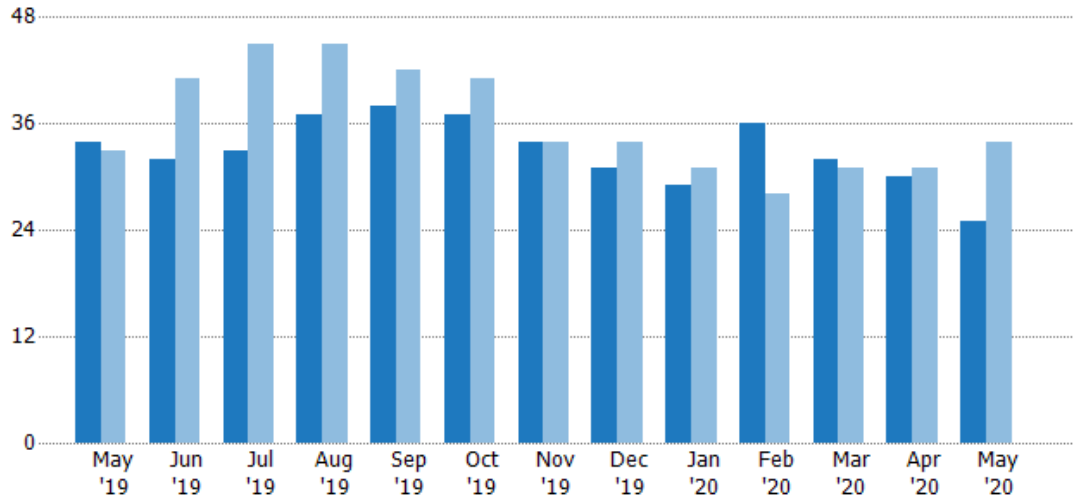
Active Listings

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.
May '20	25	-26.5%
May '19	34	3%
May '18	33	18.2%



Current Year	34	32	33	37	38	37	34	31	29	36	32	30	25
Prior Year	33	41	45	45	42	41	34	34	31	28	31	31	34
Percent Change from Prior Year	3%	-22%	-27%	-18%	-10%	-10%	0%	-9%	-6%	29%	3%	-3%	-26%

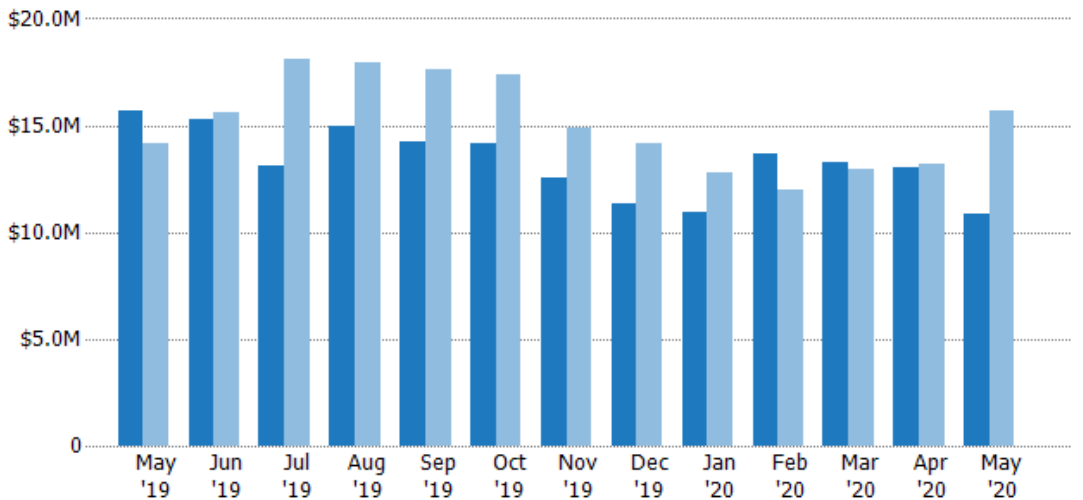
Active Listing Volume

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.
May '20	\$10.9M	-30.6%
May '19	\$15.7M	11%
May '18	\$14.1M	28%



Current Year	\$15.7M	\$15.2M	\$13.1M	\$15M	\$14.2M	\$14.1M	\$12.6M	\$11.3M	\$10.9M	\$13.7M	\$13.3M	\$13M	\$10.9M
Prior Year	\$14.1M	\$15.6M	\$18.1M	\$18M	\$17.6M	\$17.4M	\$14.9M	\$14.1M	\$12.8M	\$12M	\$12.9M	\$13.2M	\$15.7M
Percent Change from Prior Year	11%	-3%	-28%	-17%	-19%	-19%	-16%	-20%	-14%	14%	3%	-1%	-31%

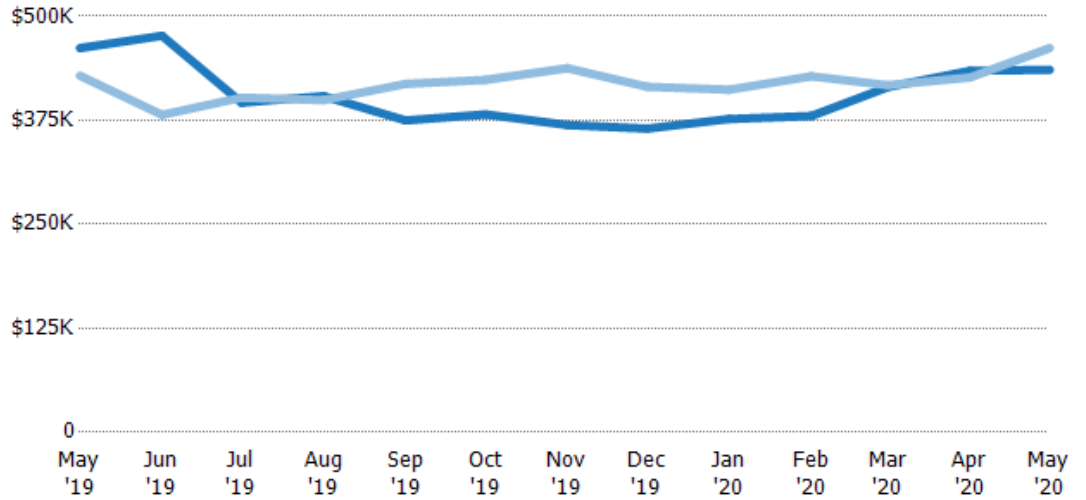
Average Listing Price

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.
May '20	\$436K	-5.7%
May '19	\$462K	7.8%
May '18	\$429K	8.3%



Current Year	\$462K	\$477K	\$396K	\$404K	\$375K	\$382K	\$369K	\$365K	\$377K	\$380K	\$415K	\$434K	\$436K
Prior Year	\$429K	\$382K	\$402K	\$399K	\$419K	\$424K	\$438K	\$415K	\$412K	\$428K	\$417K	\$427K	\$462K
Percent Change from Prior Year	8%	25%	-2%	1%	-10%	-10%	-16%	-12%	-9%	-11%	-1%	2%	-6%

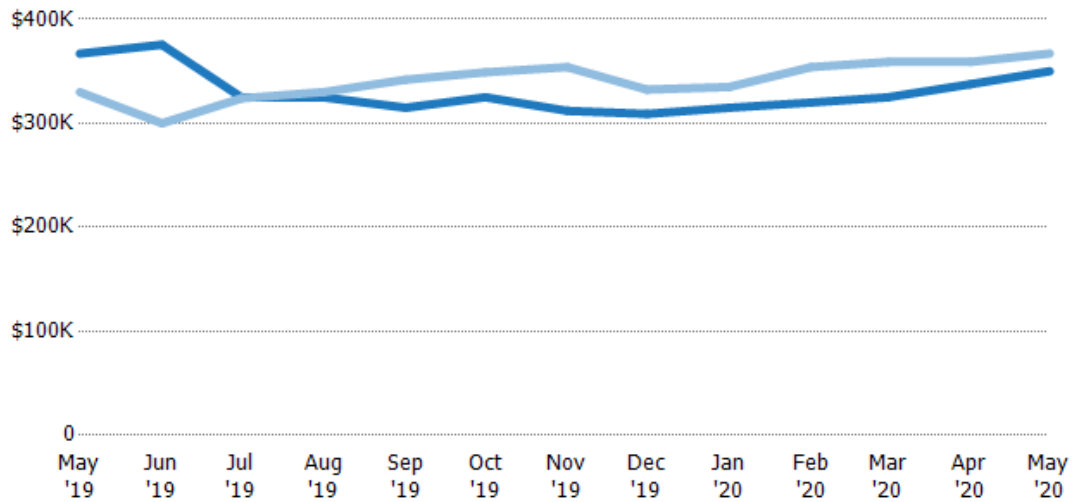
Median Listing Price

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.
May '20	\$350K	-4.6%
May '19	\$367K	11.2%
May '18	\$330K	4.6%



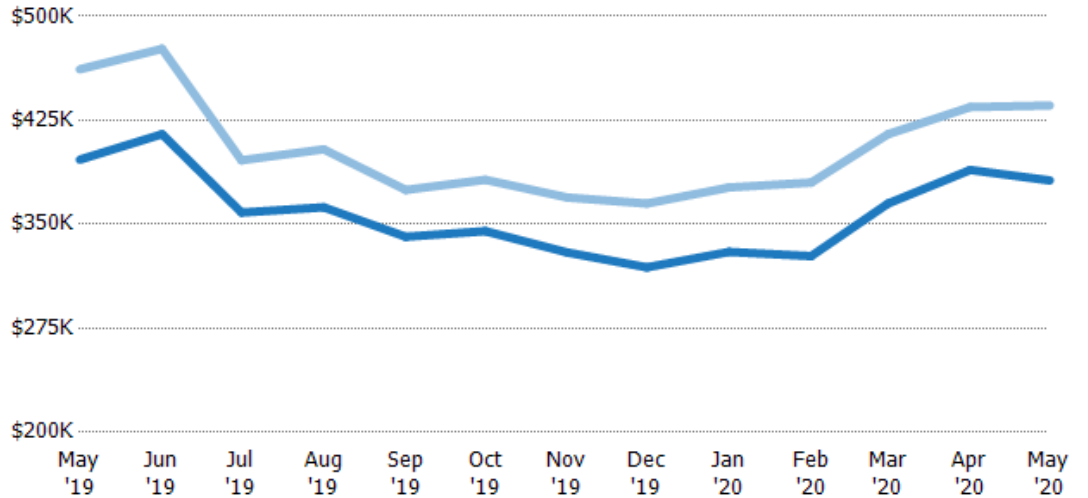
Current Year	\$367K	\$376K	\$325K	\$325K	\$315K	\$325K	\$312K	\$309K	\$315K	\$320K	\$325K	\$338K	\$350K
Prior Year	\$330K	\$300K	\$324K	\$330K	\$342K	\$349K	\$354K	\$332K	\$335K	\$354K	\$359K	\$359K	\$367K
Percent Change from Prior Year	11%	25%	0%	-2%	-8%	-7%	-12%	-7%	-6%	-10%	-9%	-6%	-5%

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



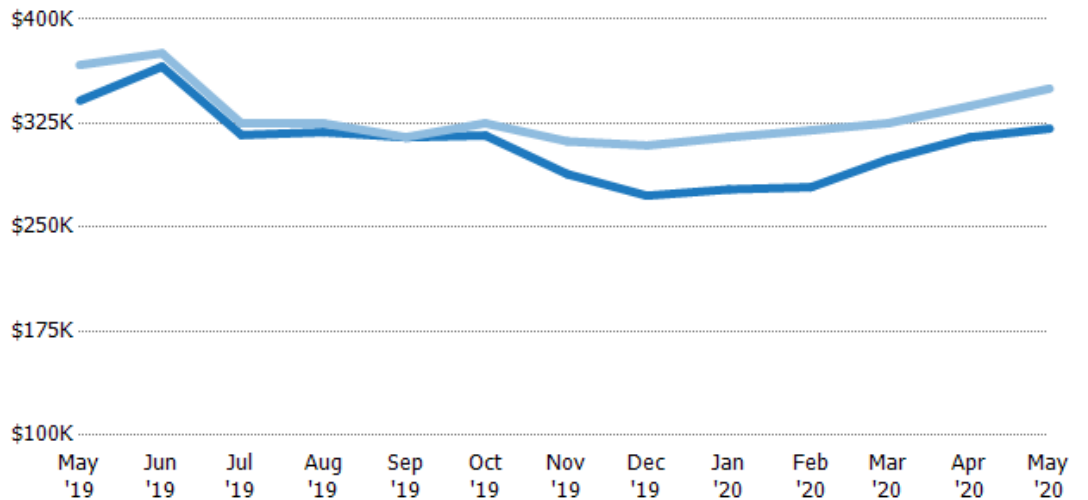
Avg Est Value	\$397K	\$415K	\$358K	\$362K	\$341K	\$345K	\$330K	\$319K	\$330K	\$327K	\$365K	\$389K	\$382K
Avg Listing Price	\$462K	\$477K	\$396K	\$404K	\$375K	\$382K	\$369K	\$365K	\$377K	\$380K	\$415K	\$434K	\$436K
Avg Listing Price as a % of Avg Est Value	116%	115%	111%	112%	110%	111%	112%	114%	114%	116%	114%	112%	114%

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 Est Value	\$341K	\$366K	\$316K	\$319K	\$315K	\$316K	\$288K	\$273K	\$277K	\$279K	\$299K	\$315K	\$321K
Median Listing Price	\$367K	\$376K	\$325K	\$325K	\$315K	\$325K	\$312K	\$309K	\$315K	\$320K	\$325K	\$338K	\$350K
Med Listing Price as a % of Med Est Value	108%	103%	103%	102%	100%	103%	108%	113%	114%	115%	109%	107%	109%

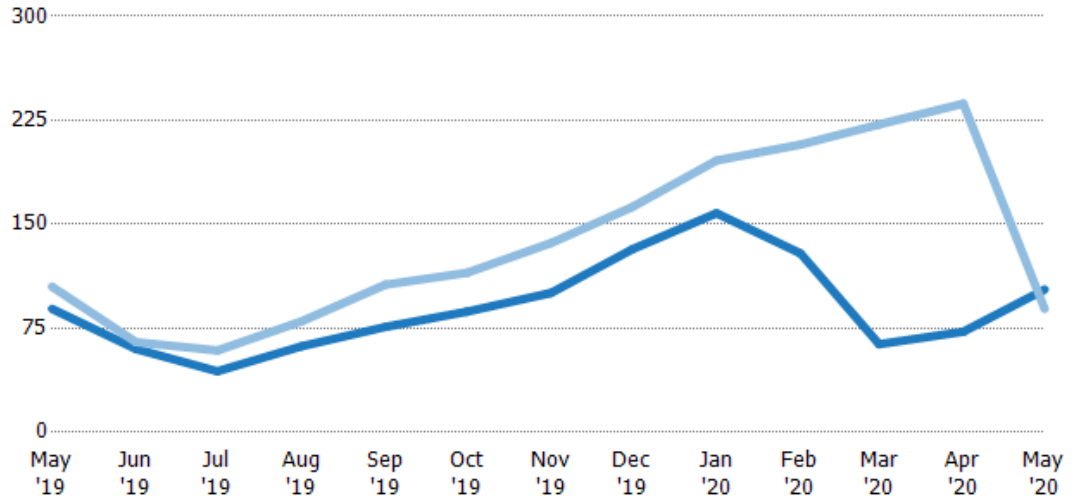
Median Days in RPR

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.
May '20	103	15.7%
May '19	89	-15.2%
May '18	105	18.1%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	89	60	44	62	76	87	101	132	158	129	63.5	72.5	103
Prior Year	105	65	59	80	107	115	137	163	196	208	222	237	89
Percent Change from Prior Year	-15%	-8%	-25%	-23%	-29%	-24%	-26%	-19%	-19%	-38%	-71%	-69%	16%

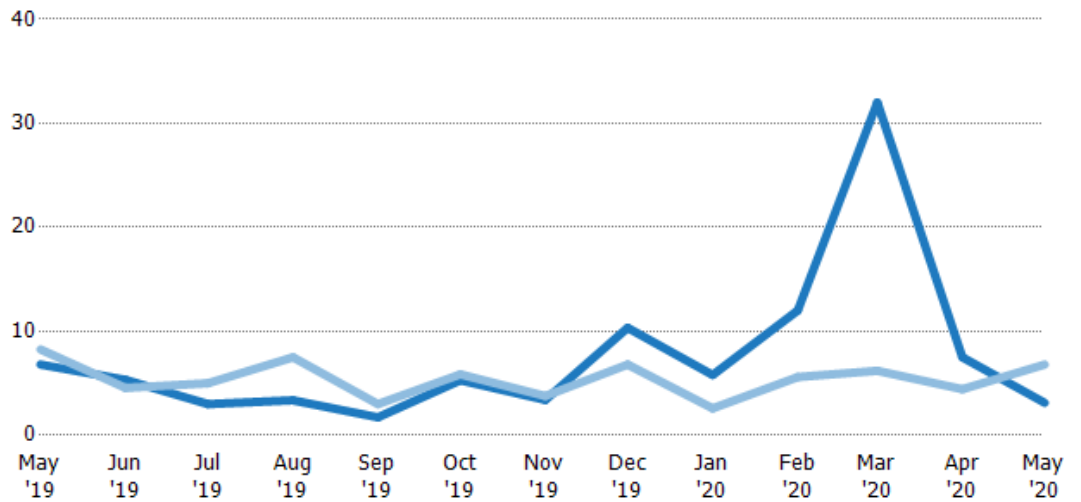
Months of Inventory

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.
May '20	3.13	-54%
May '19	6.8	-17.6%
May '18	8.25	136.4%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	6.8	5.33	3	3.36	1.73	5.29	3.4	10.3	5.8	12	32	7.5	3.13
Prior Year	8.25	4.56	5	7.5	3	5.86	3.78	6.8	2.58	5.6	6.2	4.43	6.8
Percent Change from Prior Year	-18%	17%	-40%	-55%	-42%	-10%	-10%	52%	125%	114%	416%	69%	-54%

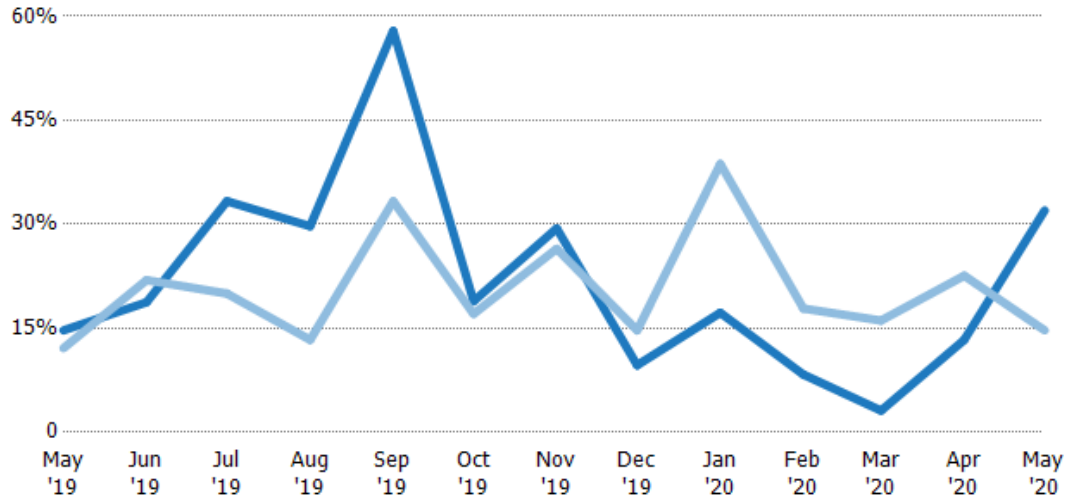
Absorption Rate

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.
May '20	32%	-17.3%
May '19	15%	-2.6%
May '18	12%	-57.8%



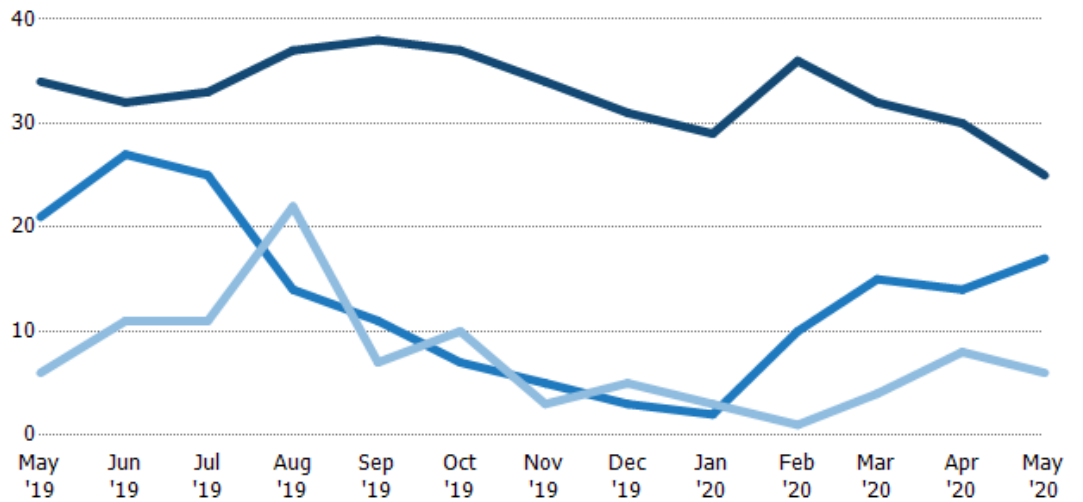
Current Year	15%	19%	33%	30%	58%	19%	29%	10%	17%	8%	3%	13%	32%
Prior Year	12%	22%	20%	13%	33%	17%	26%	15%	39%	18%	16%	23%	15%
Change from Prior Year	-3%	3%	-13%	-16%	-25%	-2%	-3%	5%	21%	10%	13%	9%	-17%

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	34	32	33	37	38	37	34	31	29	36	32	30	25
Pending	21	27	25	14	11	7	5	3	2	10	15	14	17
Sold	6	11	11	22	7	10	3	5	3	1	4	8	6

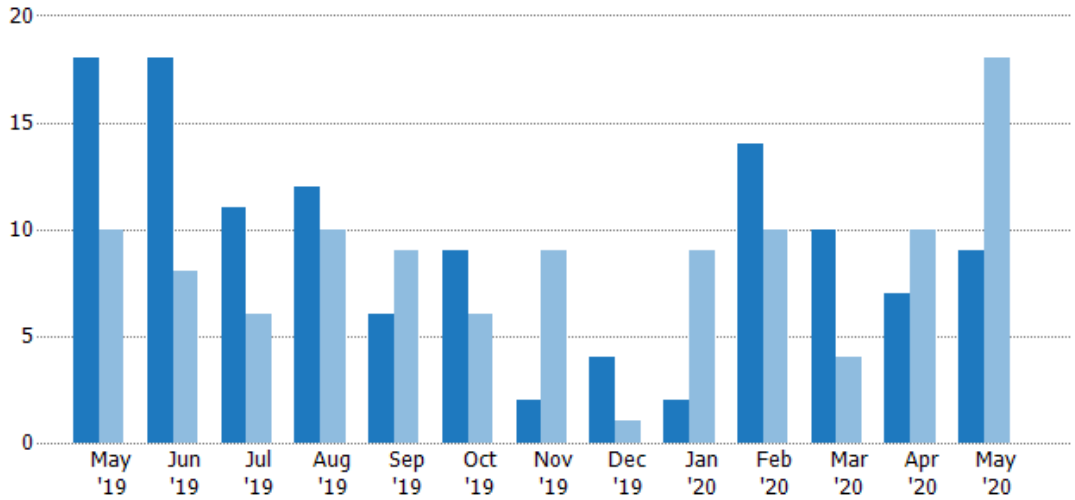
New Pending Sales

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.
May '20	9	-50%
May '19	18	80%
May '18	10	40%



Current Year	18	18	11	12	6	9	2	4	2	14	10	7	9
Prior Year	10	8	6	10	9	6	9	1	9	10	4	10	18
Percent Change from Prior Year	80%	125%	83%	20%	-33%	50%	-78%	300%	-78%	40%	150%	-30%	-50%

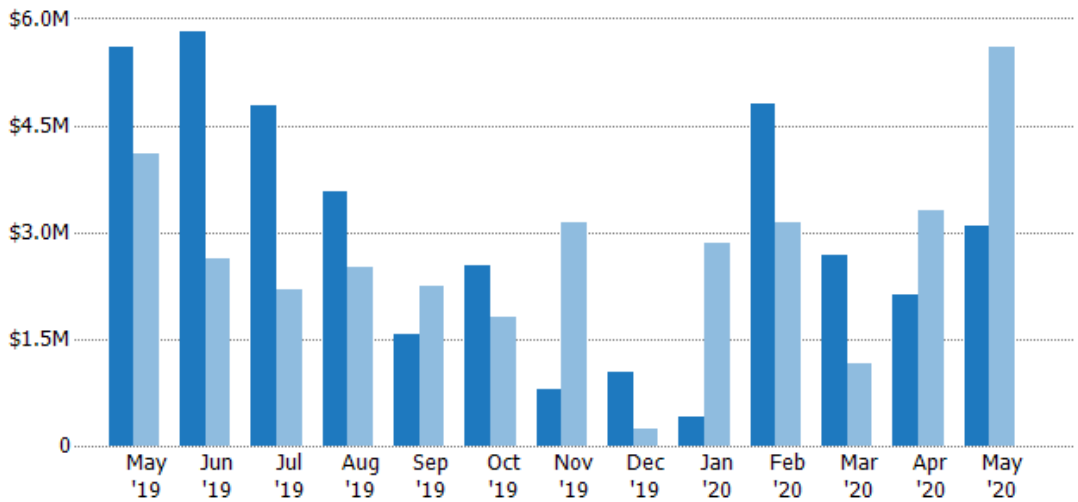
New Pending Sales Volume

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.
May '20	\$3.09M	-44.8%
May '19	\$5.59M	36%
May '18	\$4.11M	2.9%



Current Year	\$5.59M	\$5.82M	\$4.79M	\$3.57M	\$1.57M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M	\$2.12M	\$3.09M
Prior Year	\$4.11M	\$2.62M	\$2.19M	\$2.5M	\$2.24M	\$1.81M	\$3.13M	\$245K	\$2.85M	\$3.15M	\$1.14M	\$3.32M	\$5.59M
Percent Change from Prior Year	36%	122%	119%	43%	-30%	39%	-75%	318%	-85%	52%	134%	-36%	-45%

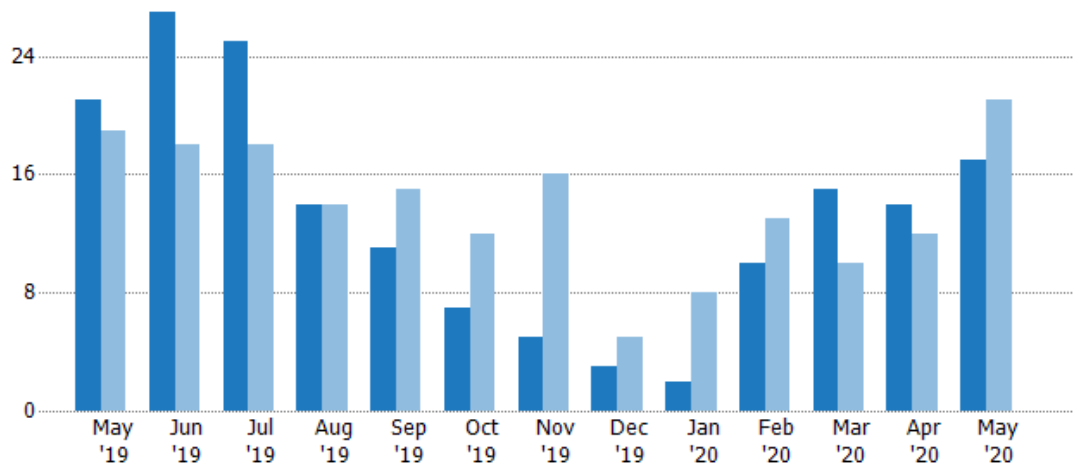
Pending Sales

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.
May '20	17	-19%
May '19	21	10.5%
May '18	19	26.3%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	21	27	25	14	11	7	5	3	2	10	15	14	17
Prior Year	19	18	18	14	15	12	16	5	8	13	10	12	21
Percent Change from Prior Year	11%	50%	39%	0%	-27%	-42%	-69%	-40%	-75%	-23%	50%	17%	-19%

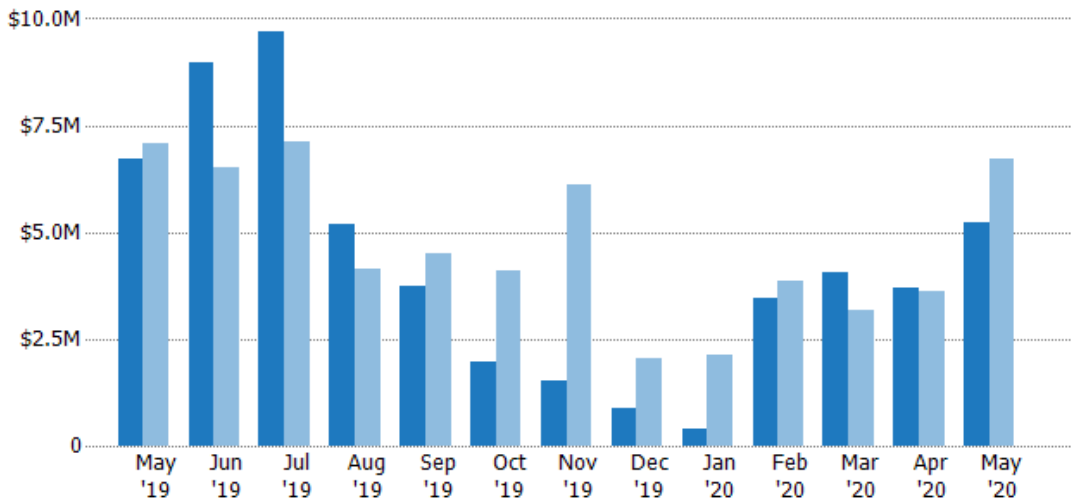
Pending Sales Volume

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.
May '20	\$5.24M	-22.3%
May '19	\$6.74M	-4.9%
May '18	\$7.08M	1.7%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$6.74M	\$8.97M	\$9.68M	\$5.2M	\$3.75M	\$1.97M	\$1.54M	\$899K	\$415K	\$3.46M	\$4.07M	\$3.69M	\$5.24M
Prior Year	\$7.08M	\$6.52M	\$7.13M	\$4.15M	\$4.49M	\$4.09M	\$6.11M	\$2.06M	\$2.12M	\$3.86M	\$3.19M	\$3.61M	\$6.74M
Percent Change from Prior Year	-5%	37%	36%	25%	-17%	-52%	-75%	-56%	-80%	-10%	28%	2%	-22%

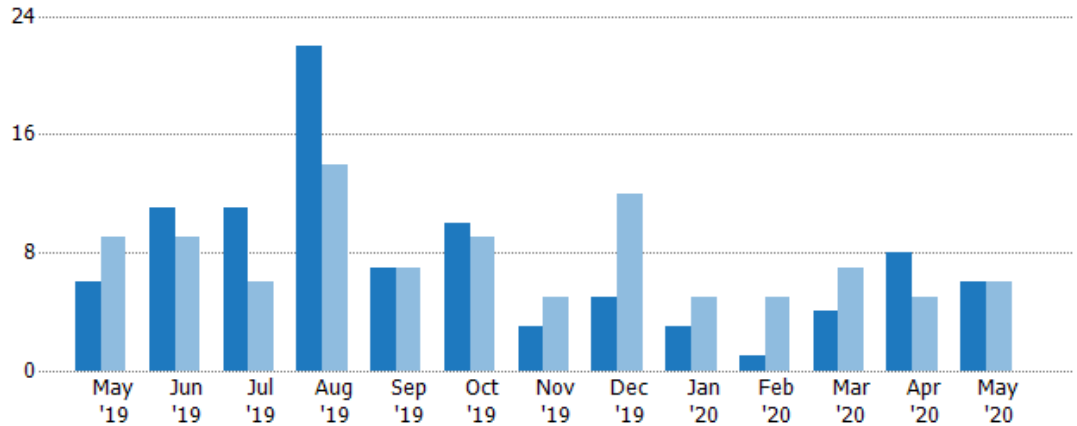
Closed Sales

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.
May '20	6	0%
May '19	6	-33.3%
May '18	9	22.2%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	6	11	11	22	7	10	3	5	3	1	4	8	6
Prior Year	9	9	6	14	7	9	5	12	5	5	7	5	6
Percent Change from Prior Year	-33%	22%	83%	57%	0%	11%	-40%	-58%	-40%	-80%	-43%	60%	0%

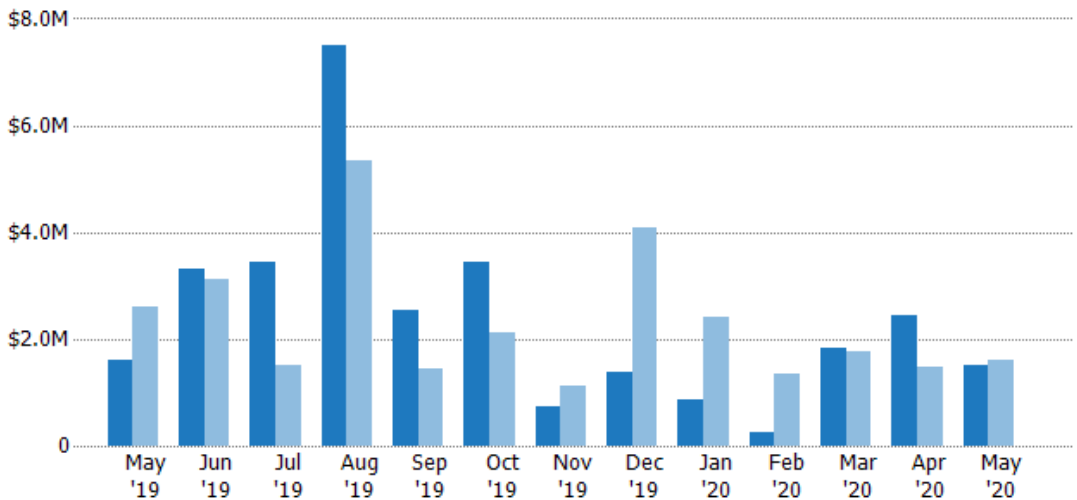
Closed Sales Volume

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.
May '20	\$1.5M	-6.2%
May '19	\$1.6M	-38.7%
May '18	\$2.6M	39.9%



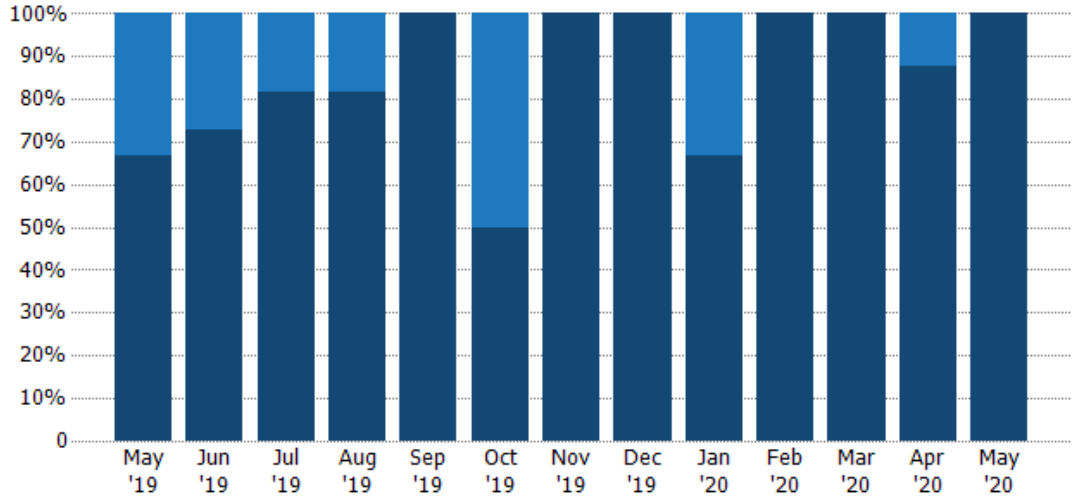
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$1.6M	\$3.32M	\$3.44M	\$7.5M	\$2.55M	\$3.44M	\$751K	\$1.38M	\$858K	\$240K	\$1.84M	\$2.44M	\$1.5M
Prior Year	\$2.6M	\$3.11M	\$1.52M	\$5.35M	\$1.45M	\$2.11M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$1.76M	\$1.48M	\$1.6M
Percent Change from Prior Year	-39%	7%	127%	40%	76%	63%	-32%	-66%	-65%	-82%	4%	65%	-6%

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



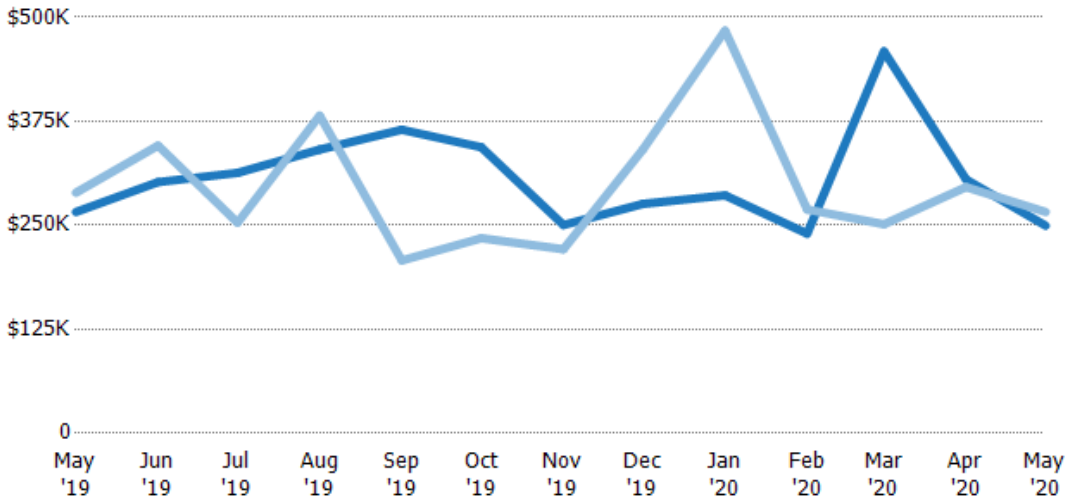
Condo/Townhouse	33%	27%	18%	18%	-	50%	-	-	33%	-	-	13%	-
Single Family Residence	67%	73%	82%	82%	100%	50%	100%	100%	67%	100%	100%	88%	100%

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



Current Year	\$266K	\$302K	\$313K	\$341K	\$365K	\$344K	\$250K	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K
Prior Year	\$289K	\$346K	\$253K	\$382K	\$208K	\$234K	\$221K	\$341K	\$484K	\$269K	\$251K	\$296K	\$266K
Percent Change from Prior Year	-8%	-13%	24%	-11%	76%	47%	13%	-19%	-41%	-11%	83%	3%	-6%

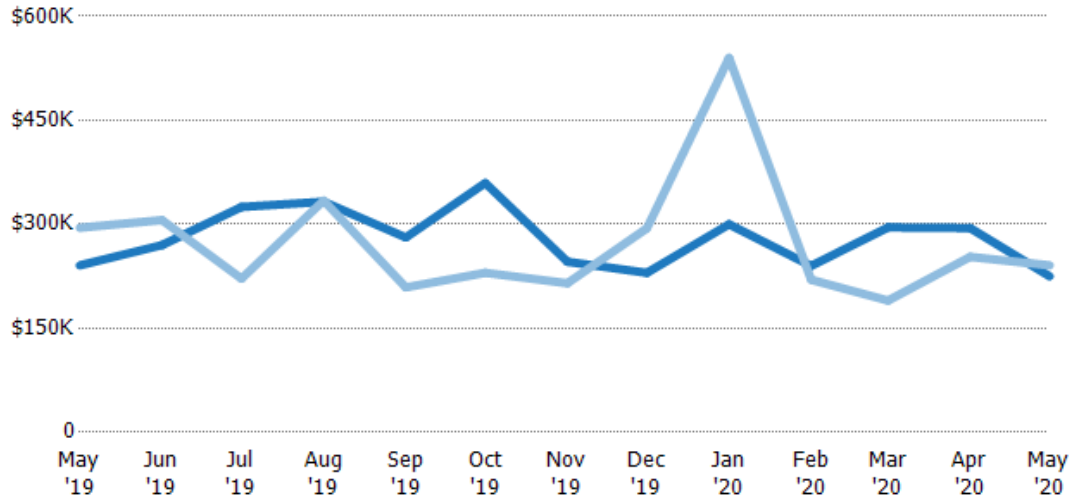
Median Sales Price

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.
May '20	\$225K	-6.5%
May '19	\$241K	-18.4%
May '18	\$295K	9.2%



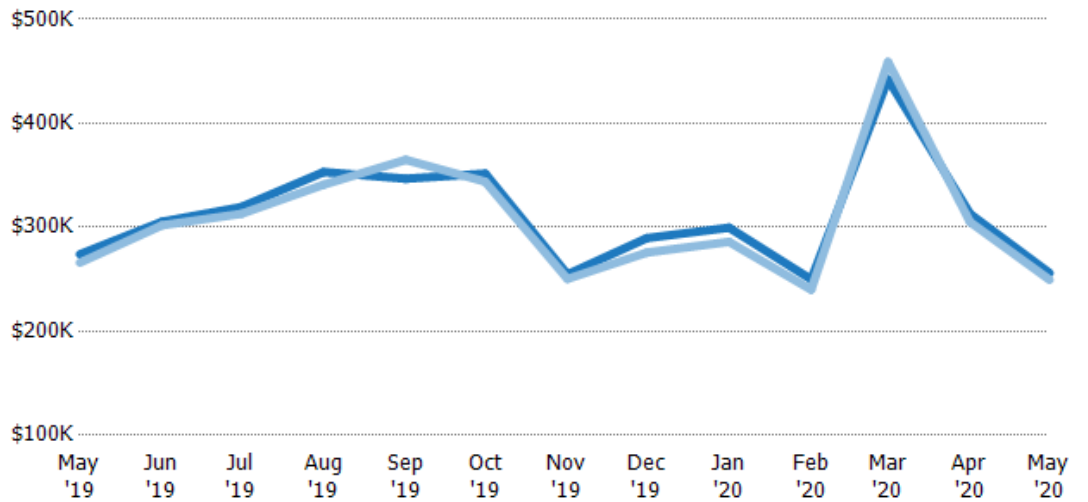
Current Year	\$241K	\$270K	\$325K	\$333K	\$281K	\$360K	\$246K	\$230K	\$300K	\$240K	\$296K	\$295K	\$225K
Prior Year	\$295K	\$306K	\$222K	\$334K	\$209K	\$230K	\$215K	\$294K	\$540K	\$220K	\$190K	\$253K	\$241K
Percent Change from Prior Year	-18%	-12%	47%	-1%	34%	56%	14%	-22%	-44%	9%	56%	16%	-7%

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



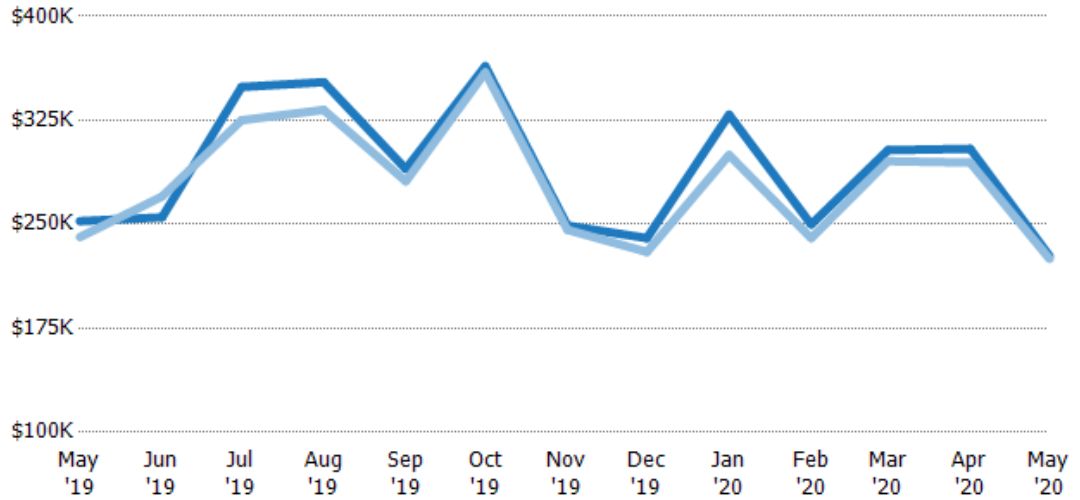
Avg List Price	\$274K	\$305K	\$320K	\$353K	\$347K	\$352K	\$255K	\$290K	\$300K	\$250K	\$442K	\$313K	\$256K
Avg Sales Price	\$266K	\$302K	\$313K	\$341K	\$365K	\$344K	\$250K	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K
Avg Sales Price as a % of Avg List Price	97%	99%	98%	97%	105%	98%	98%	95%	95%	96%	104%	97%	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



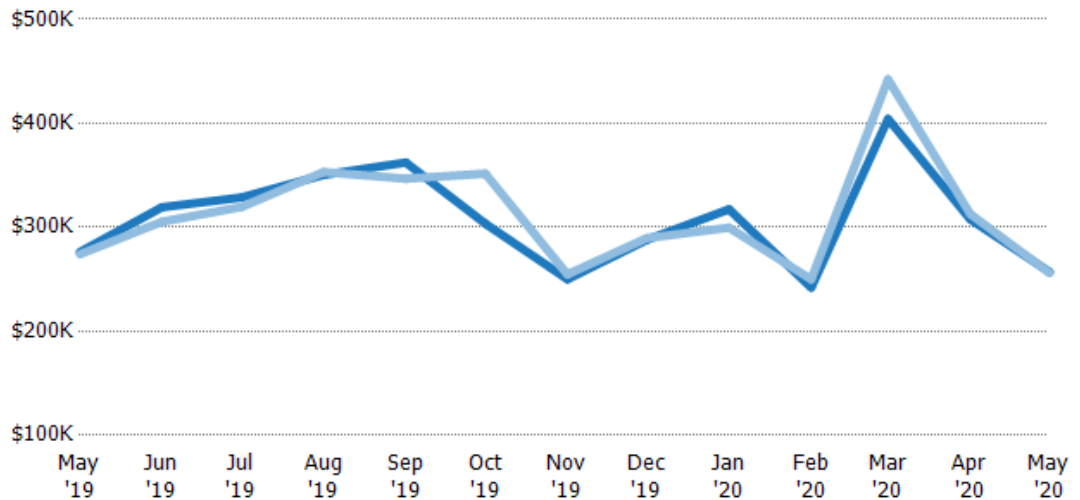
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median List Price	\$252K	\$255K	\$349K	\$353K	\$290K	\$364K	\$249K	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K
Median Sales Price	\$241K	\$270K	\$325K	\$333K	\$281K	\$360K	\$246K	\$230K	\$300K	\$240K	\$296K	\$295K	\$225K
Med Sales Price as a % of Med List Price	95%	106%	93%	94%	97%	99%	99%	96%	91%	96%	97%	97%	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



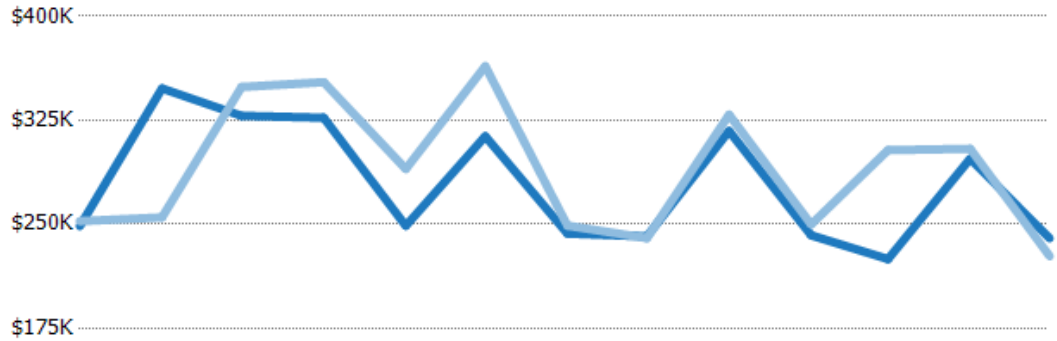
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$276K	\$319K	\$329K	\$350K	\$362K	\$304K	\$250K	\$288K	\$317K	\$242K	\$404K	\$308K	\$257K
Avg Sales Price	\$274K	\$305K	\$320K	\$353K	\$347K	\$352K	\$255K	\$290K	\$300K	\$250K	\$442K	\$313K	\$256K
Avg Sales Price as a % of Avg Est Value	99%	96%	97%	101%	96%	116%	102%	101%	94%	103%	109%	102%	100%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$249K	\$348K	\$328K	\$327K	\$249K	\$314K	\$243K	\$241K	\$317K	\$242K	\$225K	\$297K	\$240K
Median Sales Price	\$252K	\$255K	\$349K	\$353K	\$290K	\$364K	\$249K	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K
Med Sales Price as a % of Med Est Value	101%	73%	106%	108%	116%	116%	102%	99%	104%	103%	135%	102%	95%