

## 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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	6	17	-64.7%	45	65	-30.8%
New Listing Volume	\$1,855,900	\$5,853,100	-68.3%	\$17,495,400	\$22,403,200	-21.9%
Active Listing Count	16	34	-52.9%	N/A	N/A	
Active Listing Volume	\$7,704,200	\$15,407,200	-50%	N/A	N/A	
Average Listing Price	\$481,513	\$453,153	+6.3%	\$427,061	\$416,776	+2.5%
Median Listing Price	\$432,450	\$364,000	+18.8%	\$350,367	\$353,427	-0.9%
Median Days in RPR	126	60	+110%	108.79	151.18	-28%
Months of Inventory	2.3	5.7	-59.7%	4.4	5.7	-23.2%
Absorption Rate	43.75%	17.65%	+26.1%	22.81%	17.53%	+5.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	17	18	-5.6%	59	69	-14.5%
New Pending Sales Volume	\$6,422,200	\$5,821,100	+10.3%	\$19,512,500	\$21,872,500	-10.8%
Pending Sales Count	20	27	-25.9%	N/A	N/A	
Pending Sales Volume	\$7,553,100	\$8,968,200	-15.8%	N/A	N/A	
Closed Sales Count	11	11	+/-	34	39	-12.8%
Closed Sales Volume	\$3,196,000	\$3,320,850	-3.8%	\$10,681,740	\$11,919,750	-10.4%
Average Sales Price	\$290,545	\$301,895	-3.8%	\$314,169	\$305,635	+2.8%
Median Sales Price	\$238,000	\$270,000	-11.9%	\$265,029	\$277,167	-4.4%

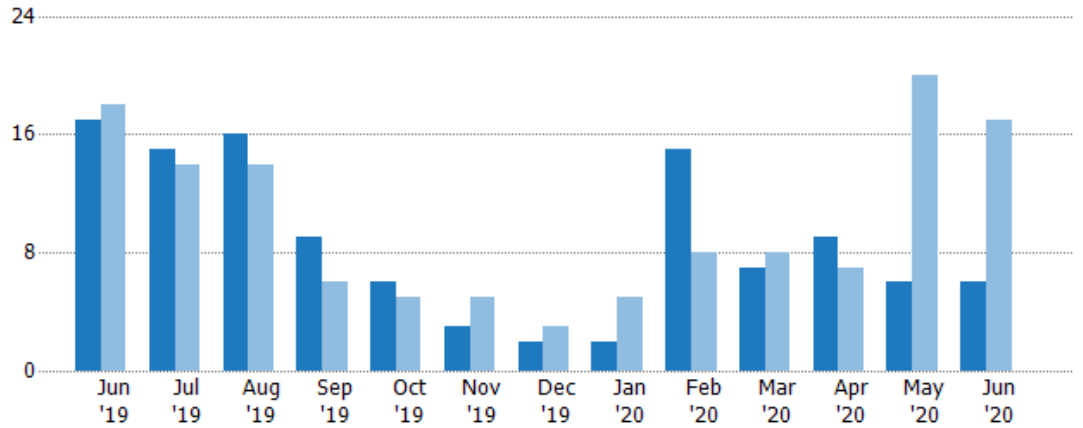
## New Listings

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.
Jun '20	6	-64.7%
Jun '19	17	-5.6%
Jun '18	18	-5.6%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	17	15	16	9	6	3	2	2	15	7	9	6	6
Prior Year	18	14	14	6	5	5	3	5	8	8	7	20	17
Percent Change from Prior Year	-6%	7%	14%	50%	20%	-40%	-33%	-60%	88%	-13%	29%	-70%	-65%

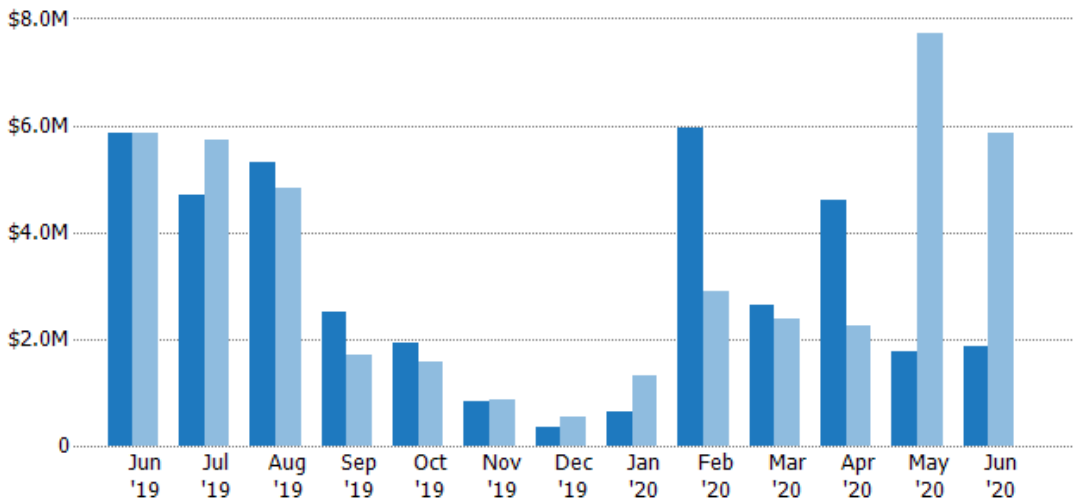
## New Listing Volume

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.
Jun '20	\$1.86M	-68.3%
Jun '19	\$5.85M	-0.2%
Jun '18	\$5.87M	8.7%



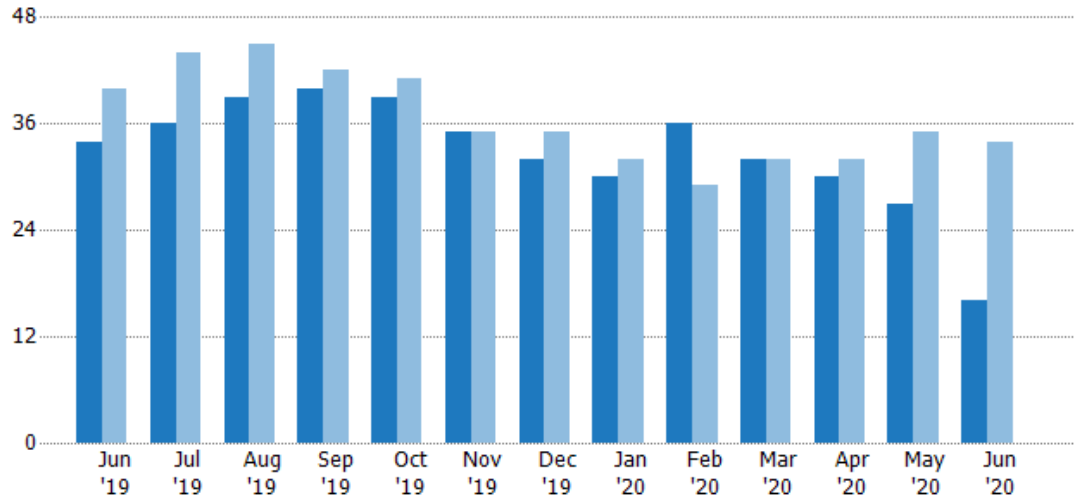
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$5.85M	\$4.71M	\$5.3M	\$2.51M	\$1.92M	\$823K	\$339K	\$649K	\$5.96M	\$2.64M	\$4.61M	\$1.78M	\$1.86M
Prior Year	\$5.87M	\$5.73M	\$4.82M	\$1.69M	\$1.57M	\$871K	\$555K	\$1.32M	\$2.91M	\$2.36M	\$2.25M	\$7.72M	\$5.85M
Percent Change from Prior Year	0%	-18%	10%	49%	22%	-6%	-39%	-51%	105%	12%	105%	-77%	-68%

## 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.
Jun '20	16	-52.9%
Jun '19	34	-15%
Jun '18	40	-7.5%

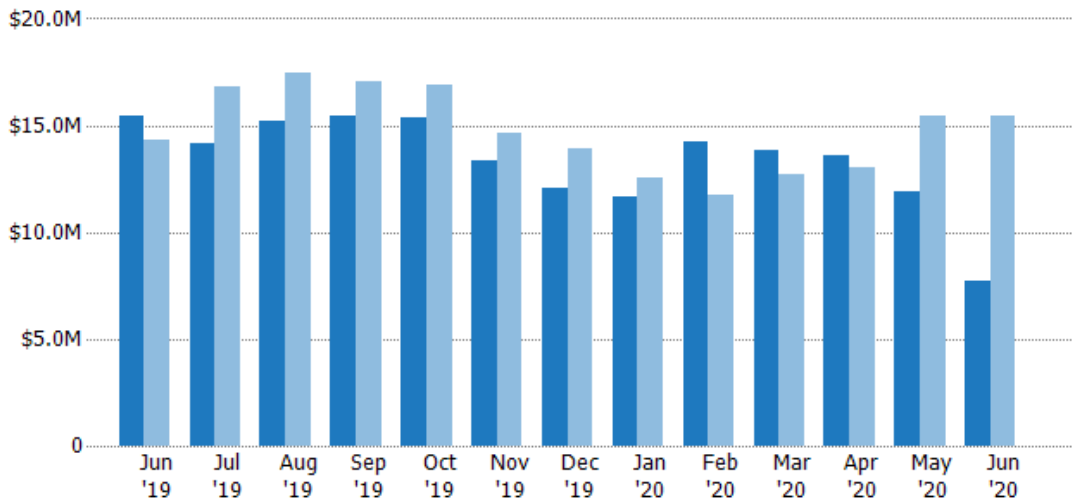
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	34	36	39	40	39	35	32	30	36	32	30	27	16
Prior Year	40	44	45	42	41	35	35	32	29	32	32	35	34
Percent Change from Prior Year	-15%	-18%	-13%	-5%	-5%	0%	-9%	-6%	24%	0%	-6%	-23%	-53%

## 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.
Jun '20	\$7.7M	-50%
Jun '19	\$15.4M	7.4%
Jun '18	\$14.3M	21%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$15.4M	\$14.1M	\$15.2M	\$15.5M	\$15.4M	\$13.3M	\$12.1M	\$11.7M	\$14.3M	\$13.8M	\$13.6M	\$11.9M	\$7.7M
Prior Year	\$14.3M	\$16.8M	\$17.5M	\$17.1M	\$16.9M	\$14.6M	\$13.9M	\$12.5M	\$11.8M	\$12.7M	\$13M	\$15.5M	\$15.4M
Percent Change from Prior Year	7%	-16%	-13%	-9%	-9%	-9%	-13%	-7%	21%	9%	5%	-23%	-50%

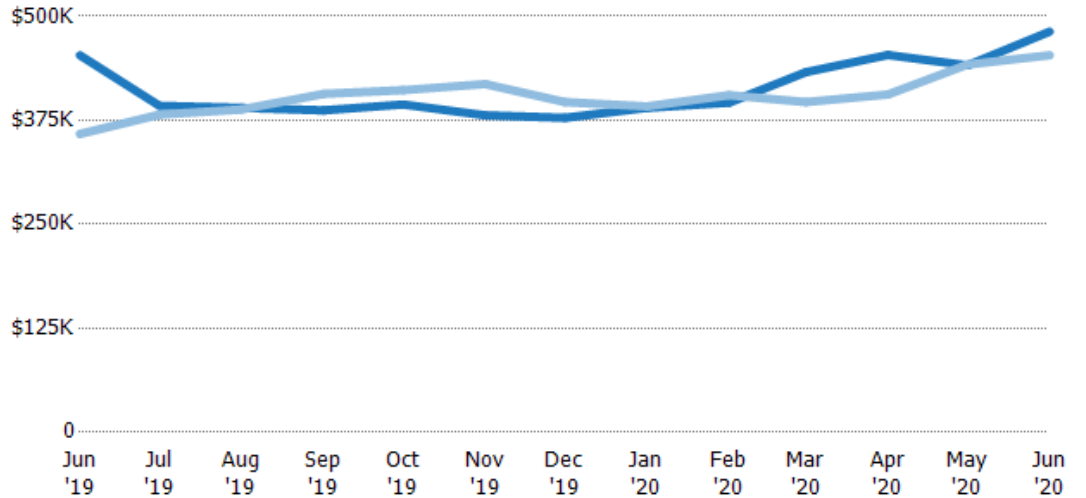
## Average Listing Price

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.
Jun '20	\$482K	6.3%
Jun '19	\$453K	26.4%
Jun '18	\$359K	30.8%



Current Year	\$453K	\$392K	\$390K	\$387K	\$394K	\$381K	\$378K	\$390K	\$396K	\$433K	\$453K	\$441K	\$482K
Prior Year	\$359K	\$382K	\$388K	\$407K	\$411K	\$419K	\$397K	\$392K	\$405K	\$397K	\$406K	\$442K	\$453K
Percent Change from Prior Year	26%	3%	1%	-5%	-4%	-9%	-5%	0%	-2%	9%	12%	0%	6%

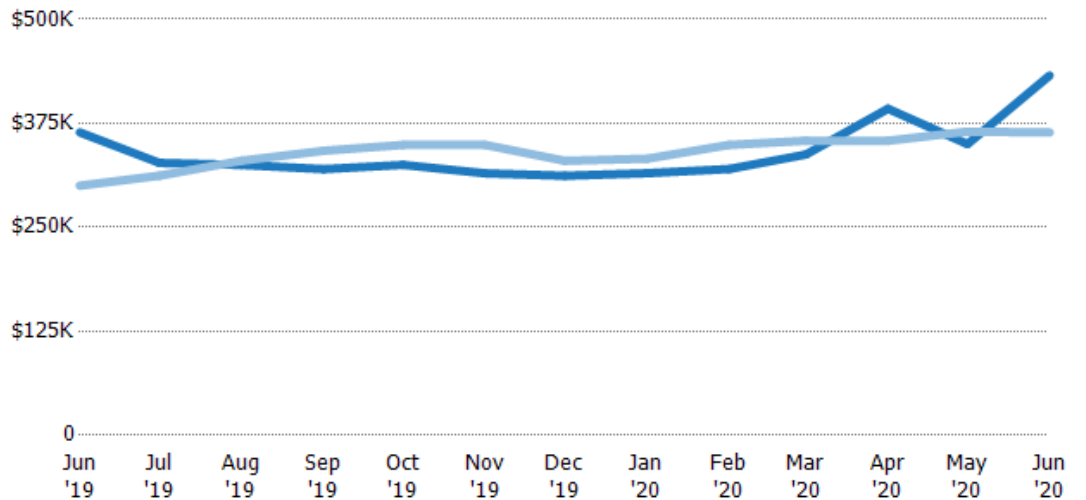
## Median Listing Price

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.
Jun '20	\$432K	18.8%
Jun '19	\$364K	21.3%
Jun '18	\$300K	-0.2%



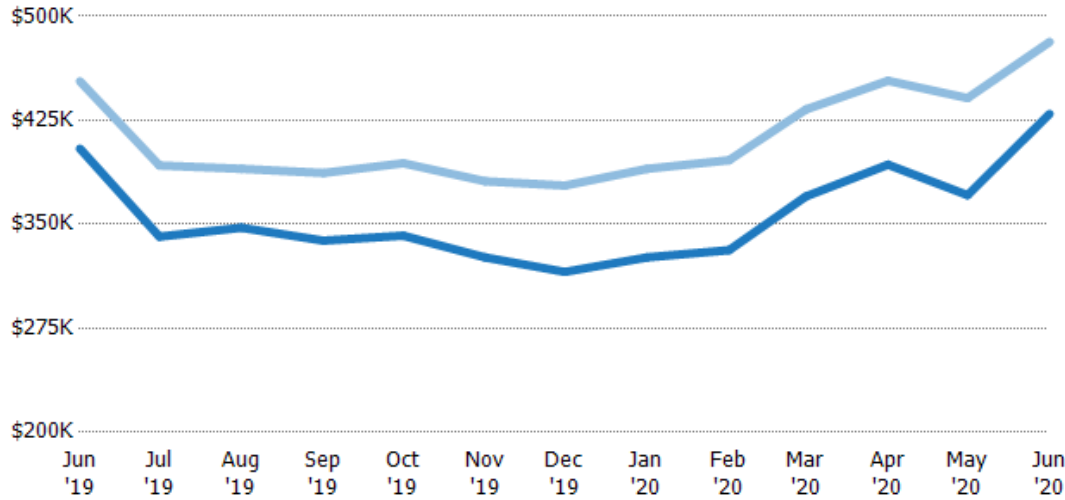
Current Year	\$364K	\$327K	\$325K	\$320K	\$325K	\$315K	\$312K	\$315K	\$320K	\$338K	\$393K	\$350K	\$432K
Prior Year	\$300K	\$312K	\$330K	\$342K	\$349K	\$349K	\$330K	\$332K	\$349K	\$354K	\$354K	\$365K	\$364K
Percent Change from Prior Year	21%	5%	-2%	-6%	-7%	-10%	-5%	-5%	-8%	-5%	11%	-4%	19%

## 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



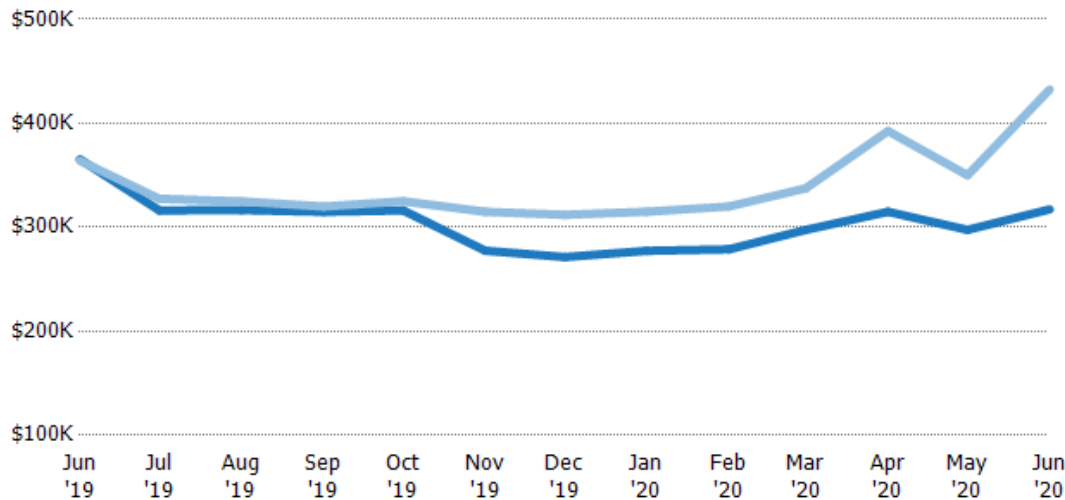
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$405K	\$341K	\$348K	\$338K	\$342K	\$326K	\$316K	\$326K	\$331K	\$370K	\$393K	\$371K	\$430K
Avg Listing Price	\$453K	\$392K	\$390K	\$387K	\$394K	\$381K	\$378K	\$390K	\$396K	\$433K	\$453K	\$441K	\$482K
Avg Listing Price as a % of Avg Est Value	112%	115%	112%	114%	115%	117%	120%	120%	120%	117%	115%	119%	112%

## 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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$365K	\$316K	\$316K	\$315K	\$316K	\$277K	\$271K	\$277K	\$279K	\$298K	\$315K	\$298K	\$317K
Median Listing Price	\$364K	\$327K	\$325K	\$320K	\$325K	\$315K	\$312K	\$315K	\$320K	\$338K	\$393K	\$350K	\$432K
Med Listing Price as a % of Med Est Value	100%	104%	103%	102%	103%	113%	115%	114%	115%	113%	125%	118%	136%

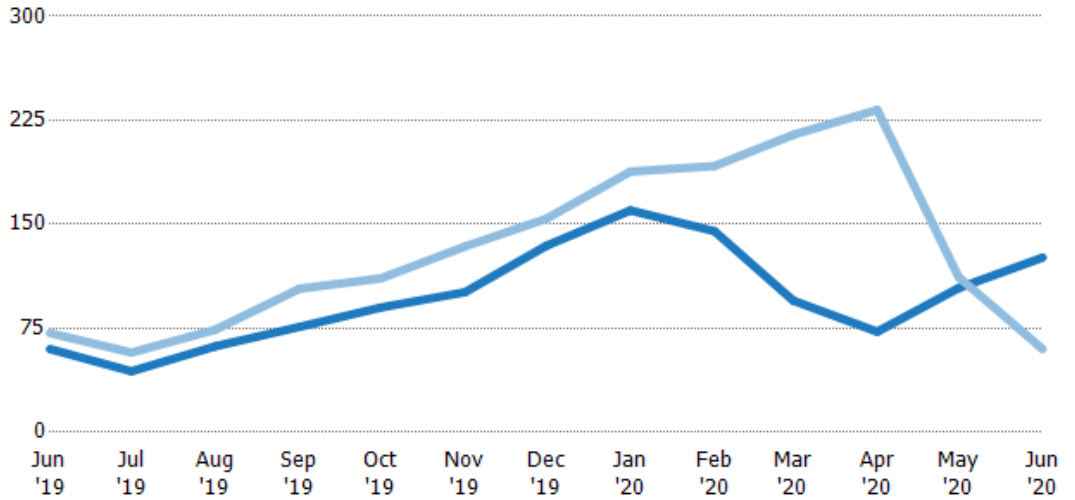
## Median Days in RPR

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.
Jun '20	126	110%
Jun '19	60	-16.1%
Jun '18	71.5	30.1%



Current Year	60	44	62	76	90	101	135	160	145	95	72.5	104	126
Prior Year	71.5	57.5	74	104	111	134	154	188	192	215	233	112	60
Percent Change from Prior Year	-16%	-23%	-16%	-27%	-19%	-25%	-13%	-15%	-24%	-56%	-69%	-7%	110%

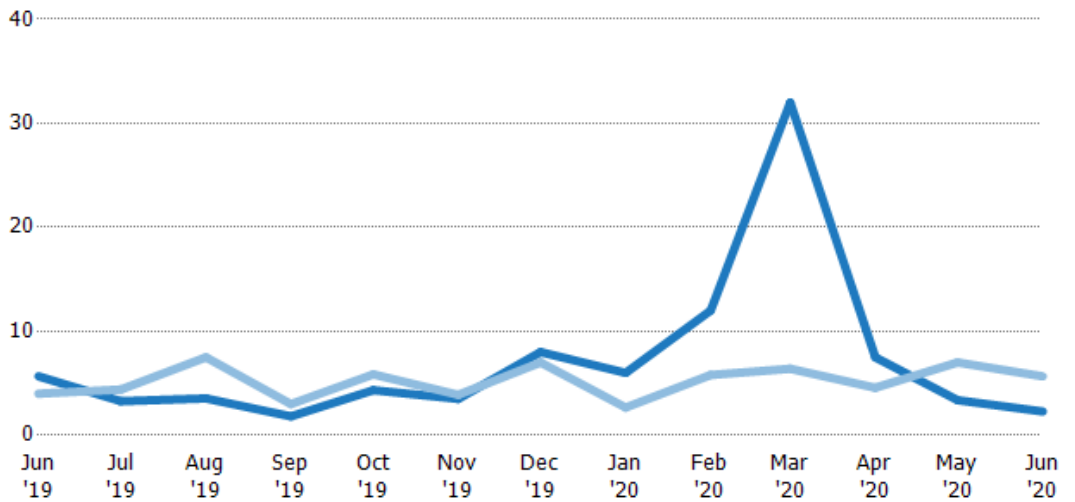
## Months of Inventory

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.
Jun '20	2.29	-59.7%
Jun '19	5.67	41.7%
Jun '18	4	-15.9%



Current Year	5.67	3.27	3.55	1.82	4.33	3.5	8	6	12	32	7.5	3.38	2.29
Prior Year	4	4.4	7.5	3	5.86	3.89	7	2.67	5.8	6.4	4.57	7	5.67
Percent Change from Prior Year	42%	-26%	-53%	-39%	-26%	-10%	14%	125%	107%	400%	64%	-52%	-60%

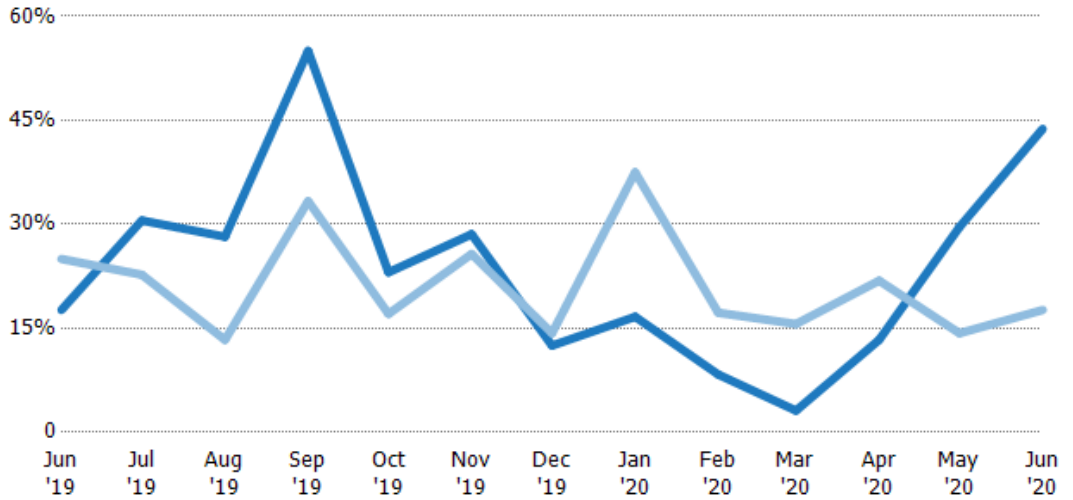
## Absorption Rate

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.
Jun '20	44%	-26.1%
Jun '19	18%	7.4%
Jun '18	25%	18.9%



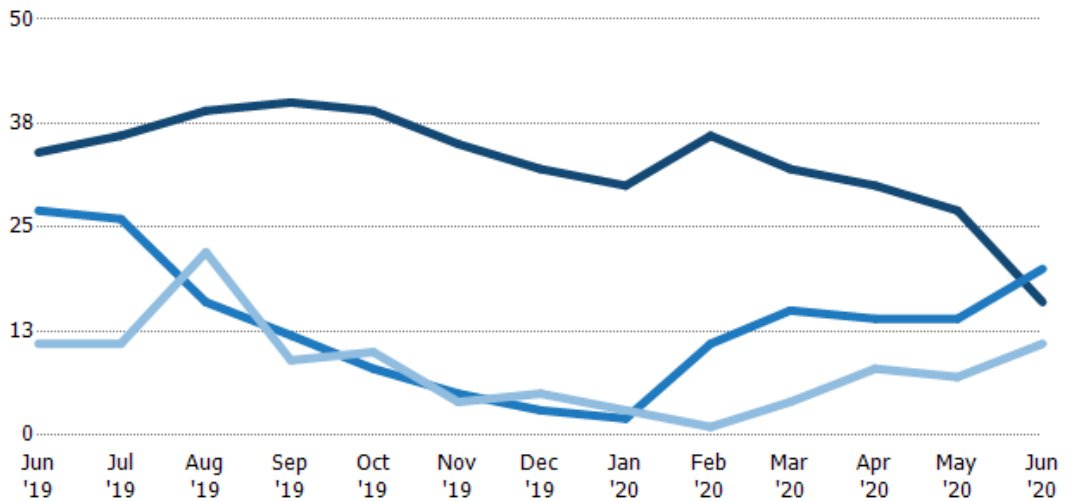
Current Year	18%	31%	28%	55%	23%	29%	13%	17%	8%	3%	13%	30%	44%
Prior Year	25%	23%	13%	33%	17%	26%	14%	38%	17%	16%	22%	14%	18%
Change from Prior Year	7%	-8%	-15%	-22%	-6%	-3%	2%	21%	9%	13%	9%	-15%	-26%

## 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	36	39	40	39	35	32	30	36	32	30	27	16
Pending	27	26	16	12	8	5	3	2	11	15	14	14	20
Sold	11	11	22	9	10	4	5	3	1	4	8	7	11

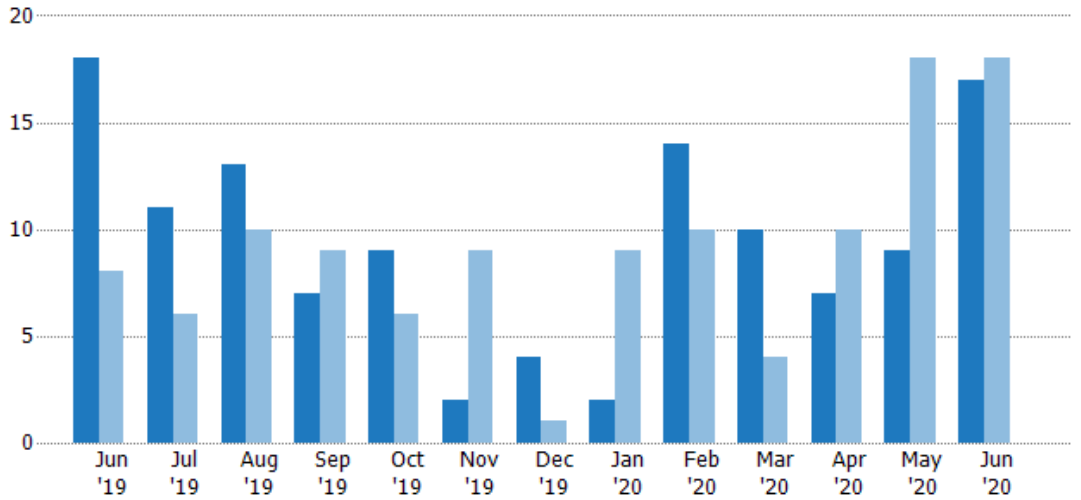
## New Pending Sales

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.
Jun '20	17	-5.6%
Jun '19	18	125%
Jun '18	8	75%



Current Year	18	11	13	7	9	2	4	2	14	10	7	9	17
Prior Year	8	6	10	9	6	9	1	9	10	4	10	18	18
Percent Change from Prior Year	125%	83%	30%	-22%	50%	-78%	300%	-78%	40%	150%	-30%	-50%	-6%

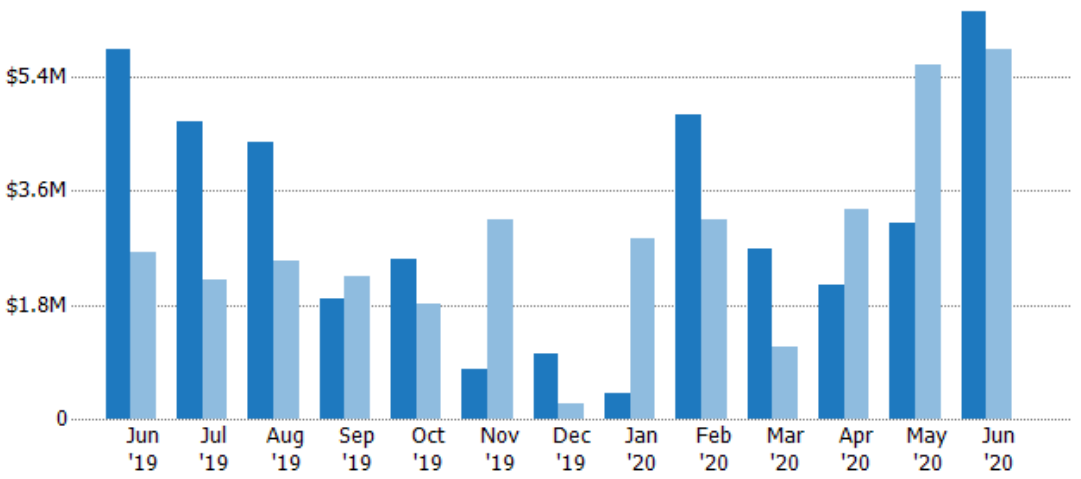
## New Pending Sales Volume

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.
Jun '20	\$6.42M	10.3%
Jun '19	\$5.82M	122%
Jun '18	\$2.62M	78.4%



Current Year	\$5.82M	\$4.68M	\$4.36M	\$1.89M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M	\$2.12M	\$3.09M	\$6.42M
Prior Year	\$2.62M	\$2.19M	\$2.5M	\$2.24M	\$1.81M	\$3.13M	\$245K	\$2.85M	\$3.15M	\$1.14M	\$3.32M	\$5.59M	\$5.82M
Percent Change from Prior Year	122%	114%	74%	-16%	39%	-75%	318%	-85%	52%	134%	-36%	-45%	10%



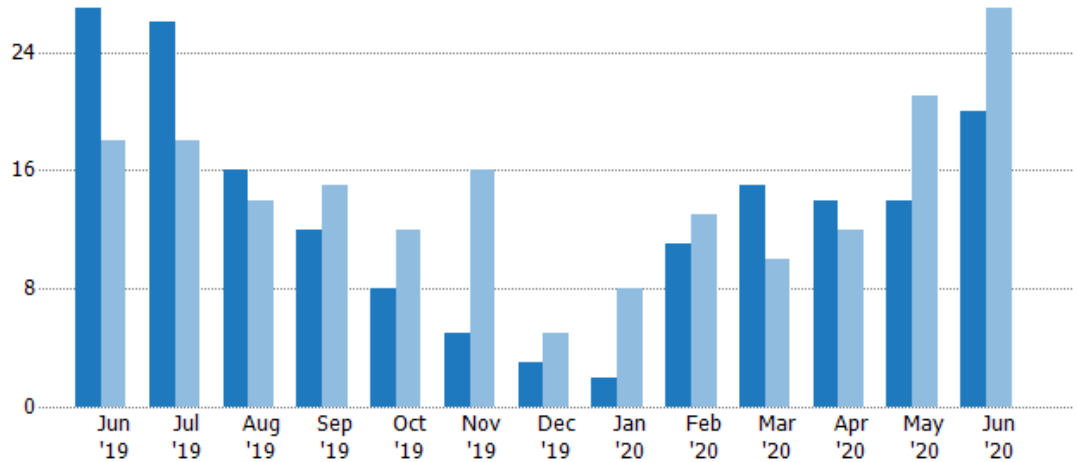
## Pending Sales

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.
Jun '20	20	-25.9%
Jun '19	27	50%
Jun '18	18	33.3%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	27	26	16	12	8	5	3	2	11	15	14	14	20
Prior Year	18	18	14	15	12	16	5	8	13	10	12	21	27
Percent Change from Prior Year	50%	44%	14%	-20%	-33%	-69%	-40%	-75%	-15%	50%	17%	-33%	-26%

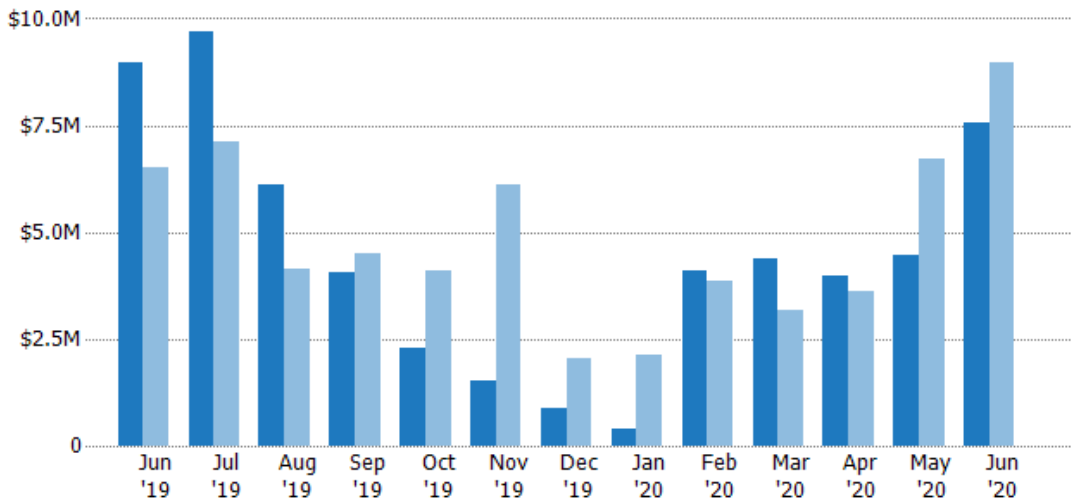
## Pending Sales Volume

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.
Jun '20	\$7.55M	-15.8%
Jun '19	\$8.97M	37.5%
Jun '18	\$6.52M	13.5%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$8.97M	\$9.71M	\$6.13M	\$4.07M	\$2.29M	\$1.54M	\$899K	\$415K	\$4.08M	\$4.37M	\$3.99M	\$4.46M	\$7.55M
Prior Year	\$6.52M	\$7.13M	\$4.15M	\$4.49M	\$4.09M	\$6.11M	\$2.06M	\$2.12M	\$3.86M	\$3.19M	\$3.61M	\$6.74M	\$8.97M
Percent Change from Prior Year	37%	36%	48%	-9%	-44%	-75%	-56%	-80%	6%	37%	10%	-34%	-16%

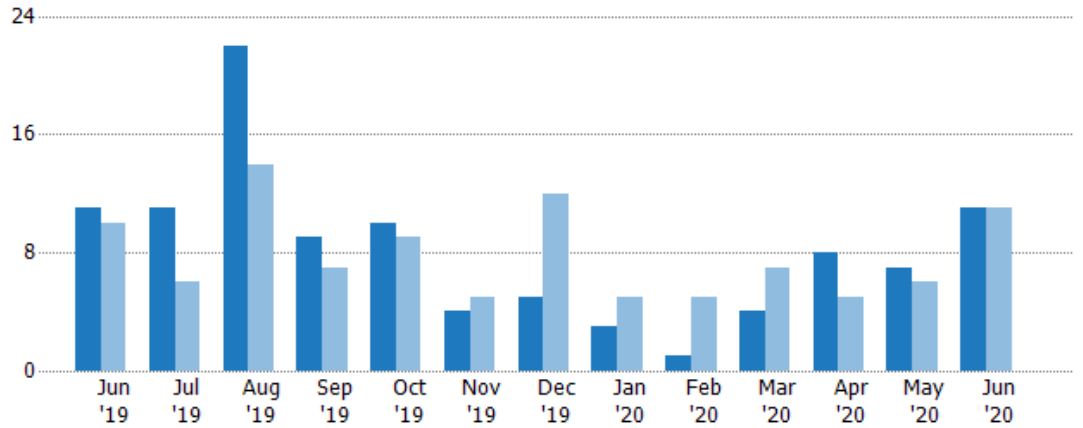
## Closed Sales

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.
Jun '20	11	0%
Jun '19	11	10%
Jun '18	10	50%



Current Year	11	11	22	9	10	4	5	3	1	4	8	7	11
Prior Year	10	6	14	7	9	5	12	5	5	7	5	6	11
Percent Change from Prior Year	10%	83%	57%	29%	11%	-20%	-58%	-40%	-80%	-43%	60%	17%	0%

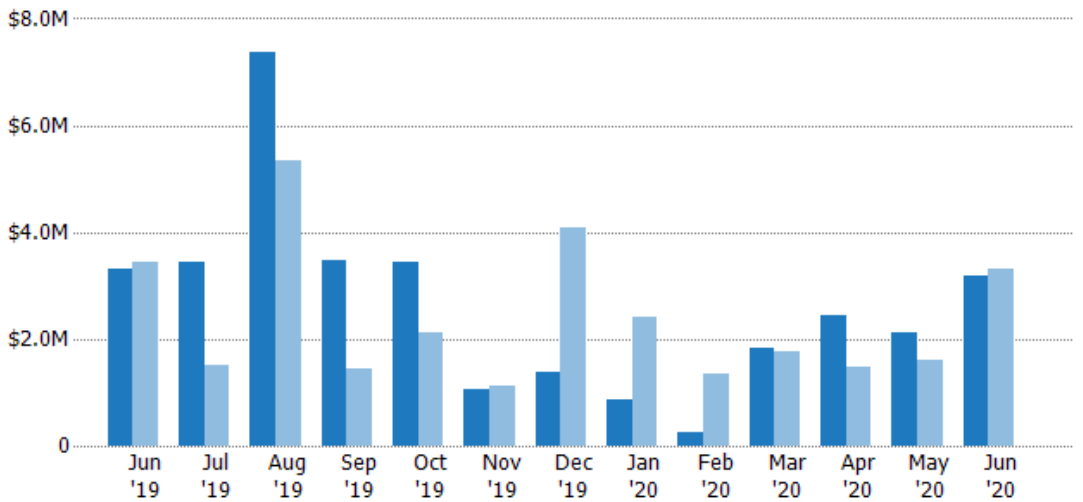
## Closed Sales Volume

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.
Jun '20	\$3.2M	-3.8%
Jun '19	\$3.32M	-3.7%
Jun '18	\$3.45M	33.8%



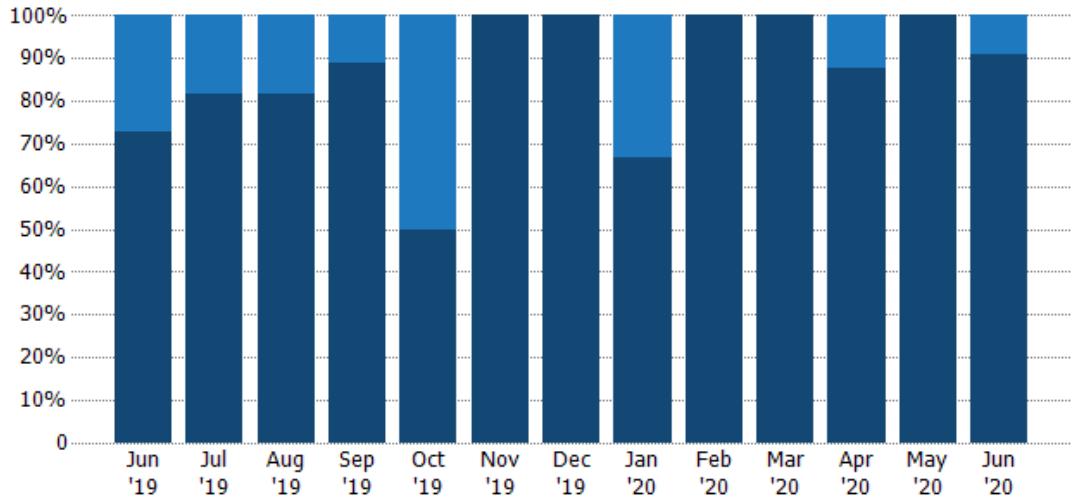
Current Year	\$3.32M	\$3.44M	\$7.38M	\$3.47M	\$3.44M	\$1.04M	\$1.38M	\$858K	\$240K	\$1.84M	\$2.44M	\$2.11M	\$3.2M
Prior Year	\$3.45M	\$1.52M	\$5.35M	\$1.45M	\$2.11M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$1.76M	\$1.48M	\$1.6M	\$3.32M
Percent Change from Prior Year	-4%	127%	38%	139%	63%	-6%	-66%	-65%	-82%	4%	65%	32%	-4%

## 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



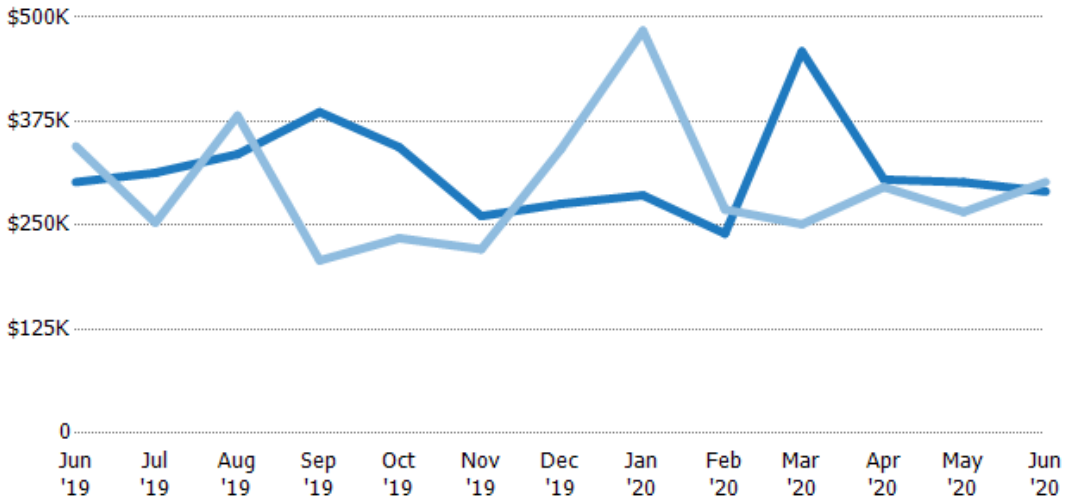
Condo/Townhouse	27%	18%	18%	11%	50%	-	-	33%	-	-	13%	-	9%
Single Family Residence	73%	82%	82%	89%	50%	100%	100%	67%	100%	100%	88%	100%	91%

## 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	\$302K	\$313K	\$335K	\$386K	\$344K	\$261K	\$276K	\$286K	\$240K	\$459K	\$305K	\$302K	\$291K
Prior Year	\$345K	\$253K	\$382K	\$208K	\$234K	\$221K	\$341K	\$484K	\$269K	\$251K	\$296K	\$266K	\$302K
Percent Change from Prior Year	-12%	24%	-12%	86%	47%	18%	-19%	-41%	-11%	83%	3%	13%	-4%

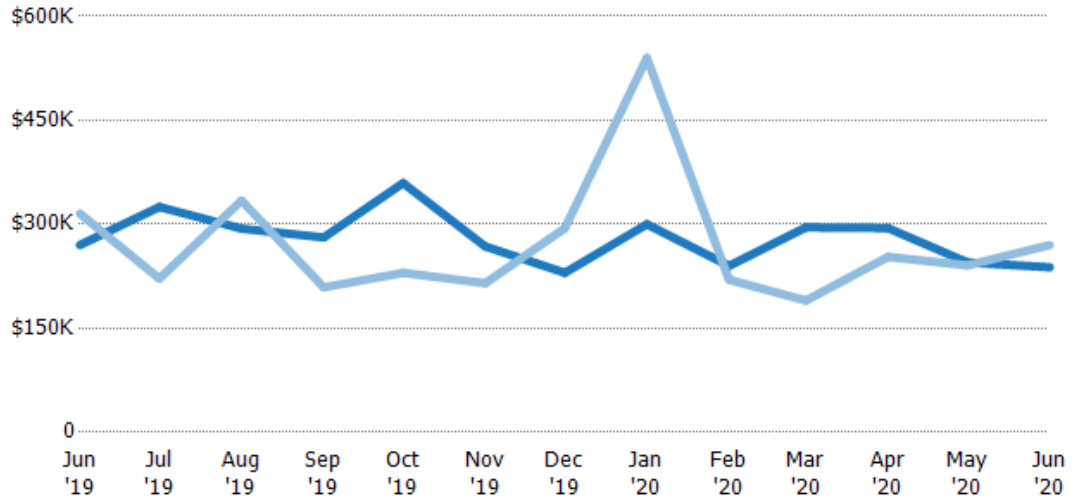
## Median Sales Price

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.
Jun '20	\$238K	-11.9%
Jun '19	\$270K	-14.4%
Jun '18	\$316K	-9.7%



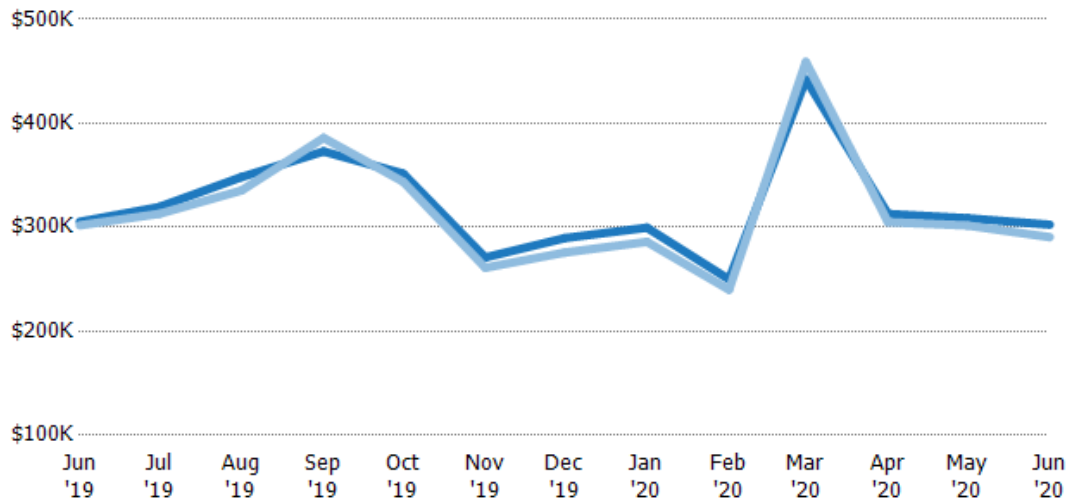
Current Year	\$270K	\$325K	\$294K	\$281K	\$360K	\$268K	\$230K	\$300K	\$240K	\$296K	\$295K	\$245K	\$238K
Prior Year	\$316K	\$222K	\$334K	\$209K	\$230K	\$215K	\$294K	\$540K	\$220K	\$190K	\$253K	\$241K	\$270K
Percent Change from Prior Year	-14%	47%	-12%	34%	56%	25%	-22%	-44%	9%	56%	16%	2%	-12%

## 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



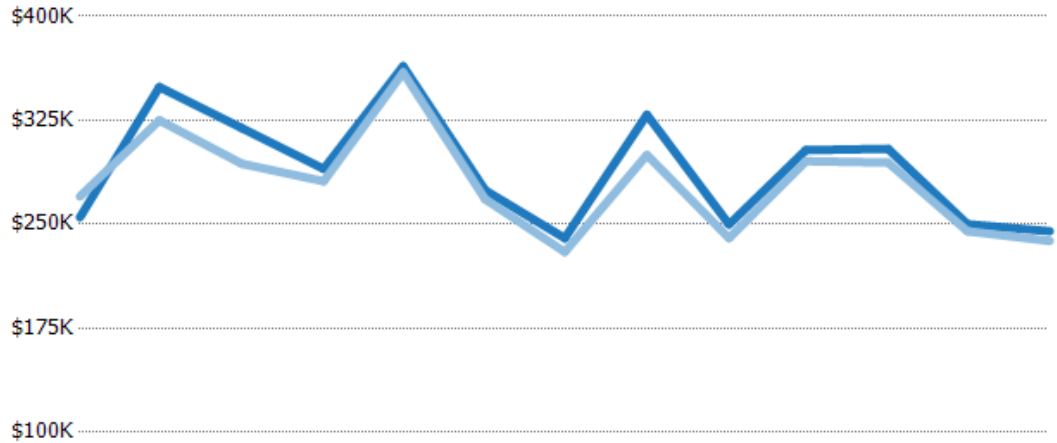
Avg List Price	\$305K	\$320K	\$348K	\$373K	\$352K	\$271K	\$290K	\$300K	\$250K	\$442K	\$313K	\$309K	\$303K
Avg Sales Price	\$302K	\$313K	\$335K	\$386K	\$344K	\$261K	\$276K	\$286K	\$240K	\$459K	\$305K	\$302K	\$291K
Avg Sales Price as a % of Avg List Price	99%	98%	96%	103%	98%	96%	95%	95%	96%	104%	97%	98%	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



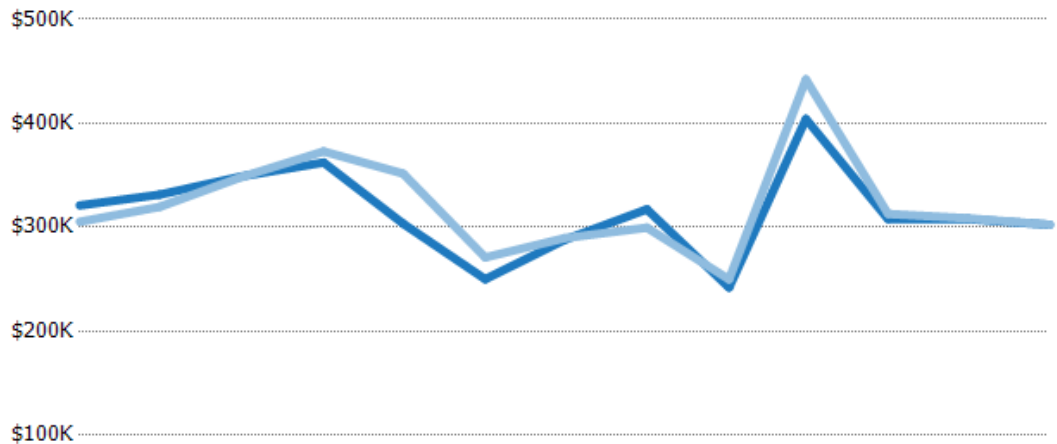
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median List Price	\$255K	\$349K	\$320K	\$290K	\$364K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K	\$250K	\$245K
Median Sales Price	\$270K	\$325K	\$294K	\$281K	\$360K	\$268K	\$230K	\$300K	\$240K	\$296K	\$295K	\$245K	\$238K
Med Sales Price as a % of Med List Price	106%	93%	92%	97%	99%	98%	96%	91%	96%	97%	97%	98%	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



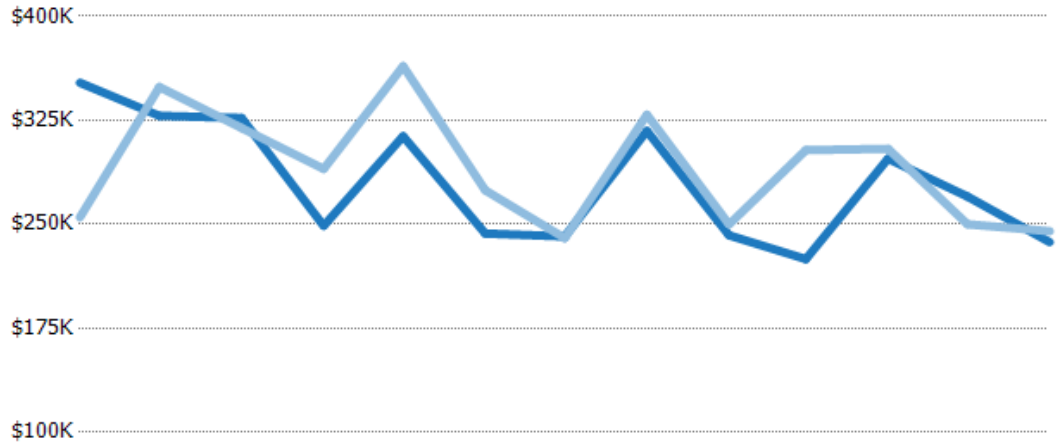
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$321K	\$331K	\$349K	\$362K	\$304K	\$250K	\$288K	\$317K	\$242K	\$404K	\$308K	\$308K	\$302K
Avg Sales Price	\$305K	\$320K	\$348K	\$373K	\$352K	\$271K	\$290K	\$300K	\$250K	\$442K	\$313K	\$309K	\$303K
Avg Sales Price as a % of Avg Est Value	95%	96%	100%	103%	116%	108%	101%	94%	103%	109%	102%	100%	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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Median Est Value	\$352K	\$328K	\$327K	\$249K	\$314K	\$243K	\$241K	\$317K	\$242K	\$225K	\$297K	\$270K	\$237K
Median Sales Price	\$255K	\$349K	\$320K	\$290K	\$364K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K	\$250K	\$245K
Med Sales Price as a % of Med Est Value	72%	106%	98%	116%	116%	113%	99%	104%	103%	135%	102%	93%	103%