

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	13	+30.8%	62	77	-19.5%
New Listing Volume	\$8,259,400	\$3,778,200	+118.6%	\$25,198,800	\$25,731,500	-2.1%
Active Listing Count	22	34	-35.3%	N/A	N/A	
Active Listing Volume	\$12,180,200	\$12,878,600	-5.4%	N/A	N/A	
Average Listing Price	\$553,645	\$378,782	+46.2%	\$426,181	\$410,940	+3.7%
Median Listing Price	\$522,900	\$322,450	+62.2%	\$364,649	\$348,014	+4.8%
Median Days in RPR	27	44	-38.6%	88.88	127.6	-30.3%
Months of Inventory	2	3.1	-35.3%	3.7	6	-37.7%
Absorption Rate	50%	32.35%	+17.6%	26.88%	16.74%	+10.1%
Sales Activity Charts Metrics						
New Pending Sales Count	14	11	+27.3%	73	80	-8.8%
New Pending Sales Volume	\$4,751,900	\$4,681,900	+1.5%	\$24,264,400	\$26,554,400	-8.6%
Pending Sales Count	19	25	-24%	N/A	N/A	
Pending Sales Volume	\$6,745,200	\$9,575,300	-29.6%	N/A	N/A	
Closed Sales Count	8	11	-27.3%	41	50	-18%
Closed Sales Volume	\$2,352,400	\$3,443,000	-31.7%	\$12,419,140	\$15,362,750	-19.2%
Average Sales Price	\$294,050	\$313,000	-6.1%	\$302,906	\$307,255	-1.4%
Median Sales Price	\$263,450	\$325,000	-18.9%	\$262,283	\$287,690	-8.8%

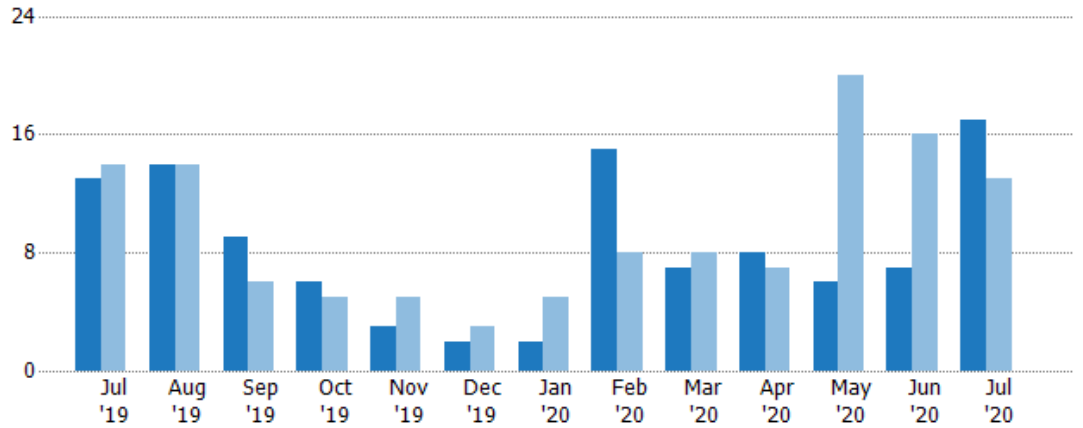
New Listings

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.
Jul '20	17	30.8%
Jul '19	13	-7.1%
Jul '18	14	14.3%



Current Year	13	14	9	6	3	2	2	15	7	8	6	7	17
Prior Year	14	14	6	5	5	3	5	8	8	7	20	16	13
Percent Change from Prior Year	-7%	0%	50%	20%	-40%	-33%	-60%	88%	-13%	14%	-70%	-56%	31%

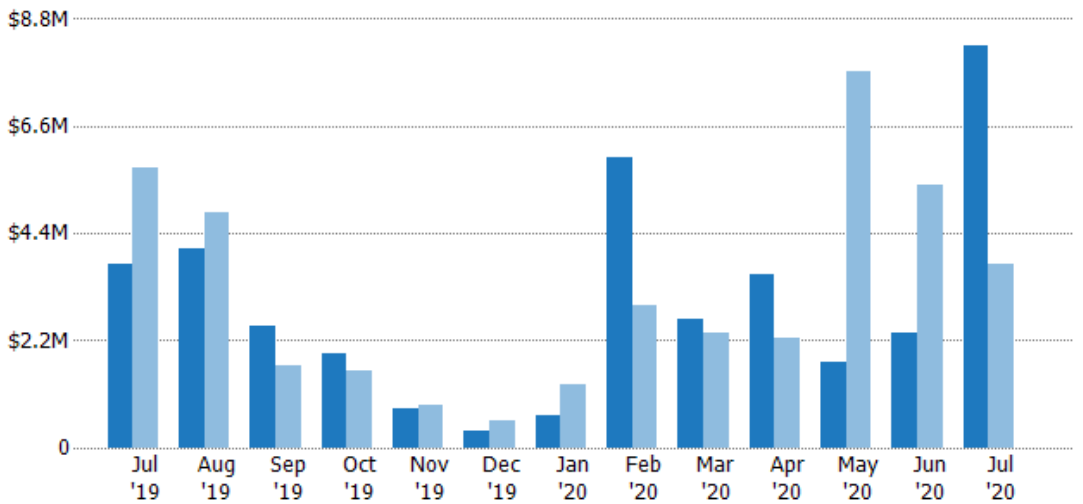
New Listing Volume

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.
Jul '20	\$8.26M	118.6%
Jul '19	\$3.78M	-34.1%
Jul '18	\$5.73M	-25.1%



Current Year	\$3.78M	\$4.1M	\$2.51M	\$1.92M	\$823K	\$339K	\$649K	\$5.96M	\$2.64M	\$3.56M	\$1.78M	\$2.35M	\$8.26M
Prior Year	\$5.73M	\$4.82M	\$1.69M	\$1.57M	\$871K	\$555K	\$1.32M	\$2.91M	\$2.36M	\$2.25M	\$7.72M	\$5.4M	\$3.78M
Percent Change from Prior Year	-34%	-15%	49%	22%	-6%	-39%	-51%	105%	12%	58%	-77%	-56%	119%

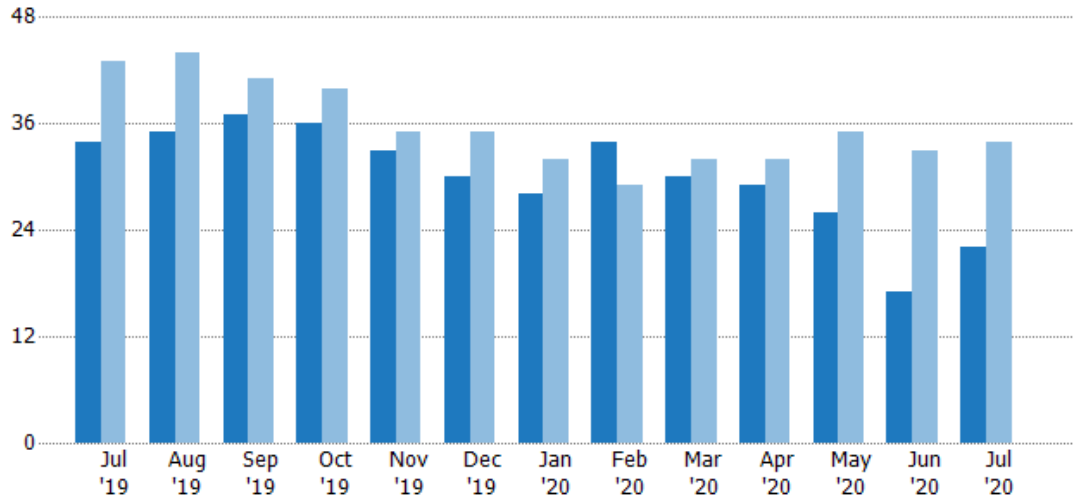
Active Listings

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.
Jul '20	22	-35.3%
Jul '19	34	-20.9%
Jul '18	43	2.3%



Current Year	34	35	37	36	33	30	28	34	30	29	26	17	22
Prior Year	43	44	41	40	35	35	32	29	32	32	35	33	34
Percent Change from Prior Year	-21%	-20%	-10%	-10%	-6%	-14%	-13%	17%	-6%	-9%	-26%	-48%	-35%

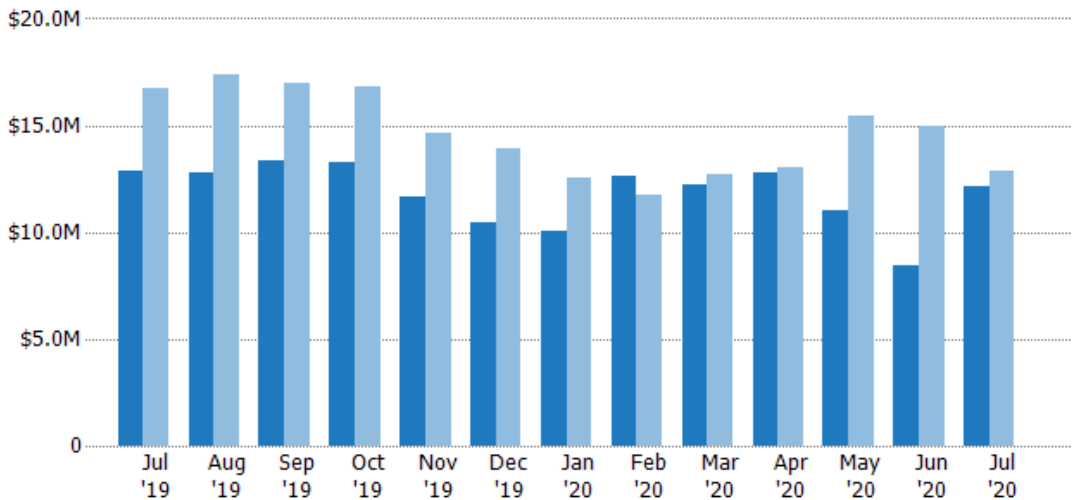
Active Listing Volume

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.
Jul '20	\$12.2M	-5.4%
Jul '19	\$12.9M	-23%
Jul '18	\$16.7M	17.3%



Current Year	\$12.9M	\$12.8M	\$13.4M	\$13.3M	\$11.7M	\$10.4M	\$10.1M	\$12.6M	\$12.2M	\$12.7M	\$11.1M	\$8.42M	\$12.2M
Prior Year	\$16.7M	\$17.4M	\$17M	\$16.8M	\$14.6M	\$13.9M	\$12.5M	\$11.8M	\$12.7M	\$13M	\$15.5M	\$15M	\$12.9M
Percent Change from Prior Year	-23%	-27%	-21%	-21%	-20%	-25%	-20%	7%	-4%	-2%	-29%	-44%	-5%

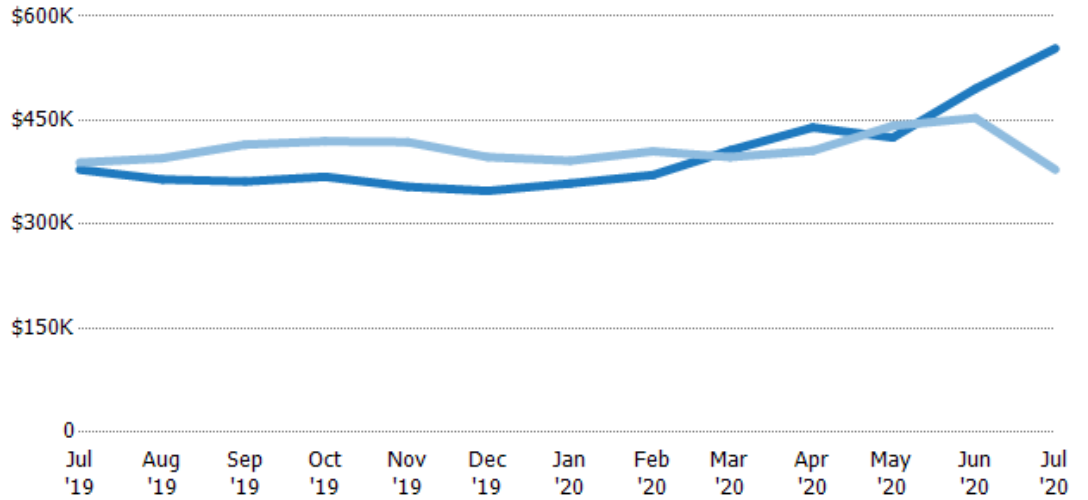
Average Listing Price

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.
Jul '20	\$554K	46.2%
Jul '19	\$379K	-2.6%
Jul '18	\$389K	14.6%



Current Year	\$379K	\$365K	\$362K	\$369K	\$354K	\$348K	\$359K	\$371K	\$407K	\$440K	\$425K	\$495K	\$554K
Prior Year	\$389K	\$395K	\$415K	\$420K	\$419K	\$397K	\$392K	\$405K	\$397K	\$406K	\$442K	\$453K	\$379K
Percent Change from Prior Year	-3%	-8%	-13%	-12%	-15%	-12%	-8%	-8%	2%	8%	-4%	9%	46%

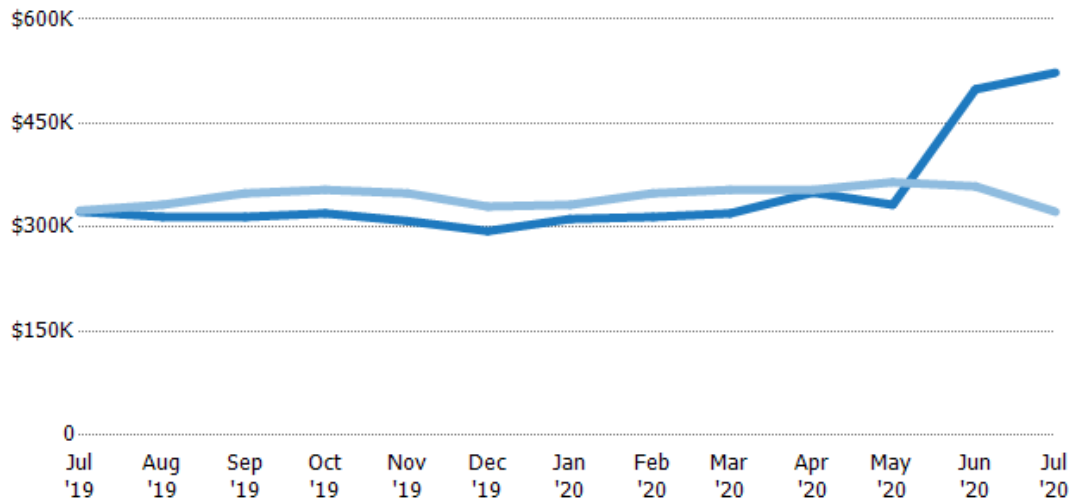
Median Listing Price

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.
Jul '20	\$523K	62.2%
Jul '19	\$322K	-0.5%
Jul '18	\$324K	-7.6%



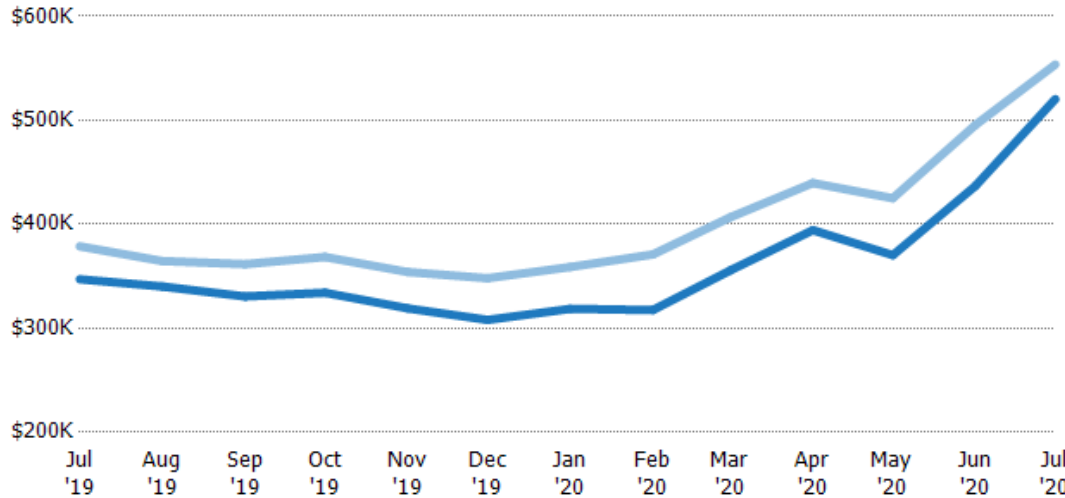
Current Year	\$322K	\$315K	\$315K	\$320K	\$309K	\$295K	\$312K	\$315K	\$320K	\$350K	\$333K	\$499K	\$523K
Prior Year	\$324K	\$332K	\$349K	\$354K	\$349K	\$330K	\$332K	\$349K	\$354K	\$354K	\$365K	\$359K	\$322K
Percent Change from Prior Year	0%	-5%	-10%	-10%	-11%	-11%	-6%	-10%	-10%	-1%	-9%	39%	62%

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



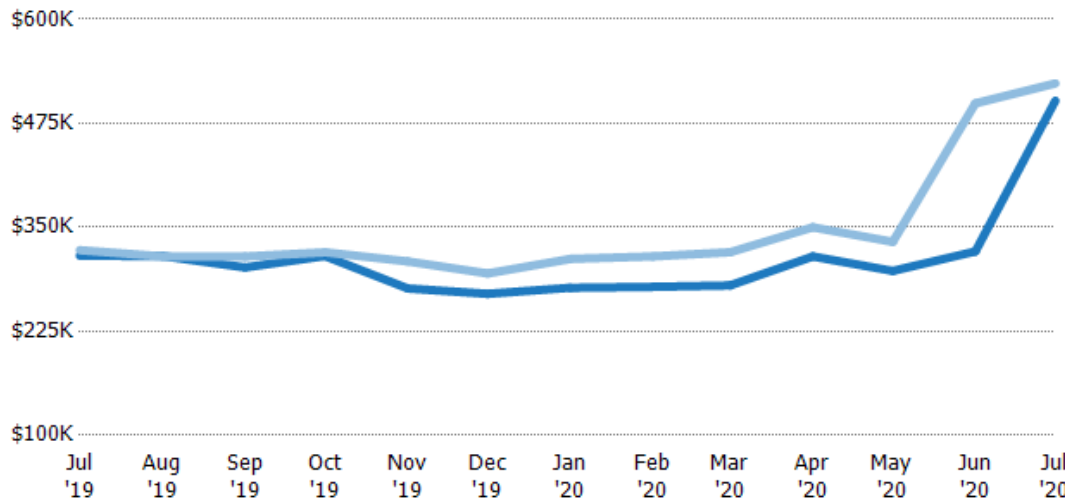
Avg Est Value	\$347K	\$340K	\$331K	\$334K	\$319K	\$308K	\$319K	\$318K	\$356K	\$394K	\$370K	\$437K	\$520K
Avg Listing Price	\$379K	\$365K	\$362K	\$369K	\$354K	\$348K	\$359K	\$371K	\$407K	\$440K	\$425K	\$495K	\$554K
Avg Listing Price as a % of Avg Est Value	109%	107%	109%	110%	111%	113%	113%	117%	114%	111%	115%	113%	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



Median Est Value	\$316K	\$315K	\$302K	\$315K	\$276K	\$270K	\$277K	\$278K	\$280K	\$315K	\$298K	\$321K	\$502K
Median Listing Price	\$322K	\$315K	\$315K	\$320K	\$309K	\$295K	\$312K	\$315K	\$320K	\$350K	\$333K	\$499K	\$523K
Med Listing Price as a % of Med Est Value	102%	100%	104%	101%	112%	109%	112%	113%	114%	111%	112%	155%	104%

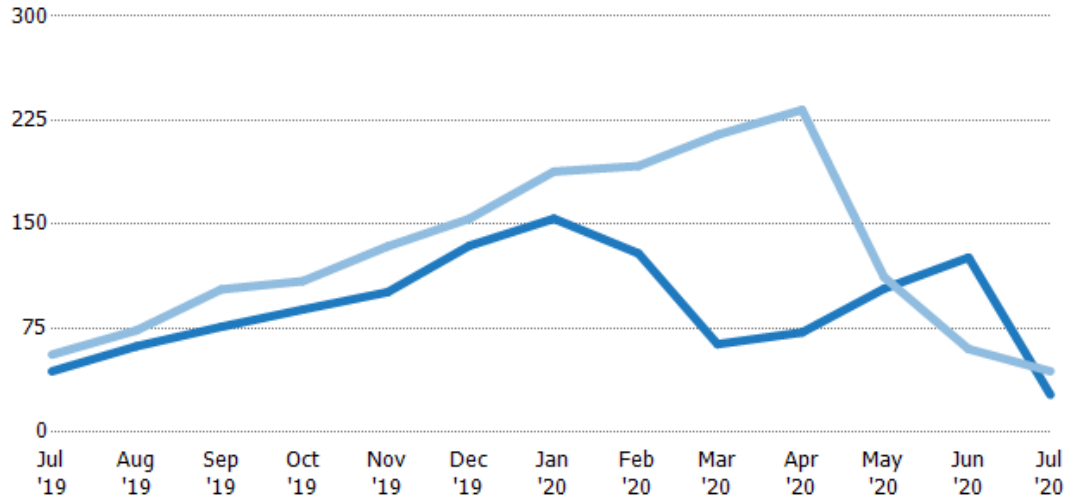
Median Days in RPR

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.
Jul '20	27	-38.6%
Jul '19	44	-21.4%
Jul '18	56	22.3%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	44	62	76	88.5	101	135	154	129	63.5	72	104	126	27
Prior Year	56	73.5	103	109	134	154	188	192	215	233	112	60	44
Percent Change from Prior Year	-21%	-16%	-26%	-19%	-25%	-13%	-18%	-33%	-70%	-69%	-8%	110%	-39%

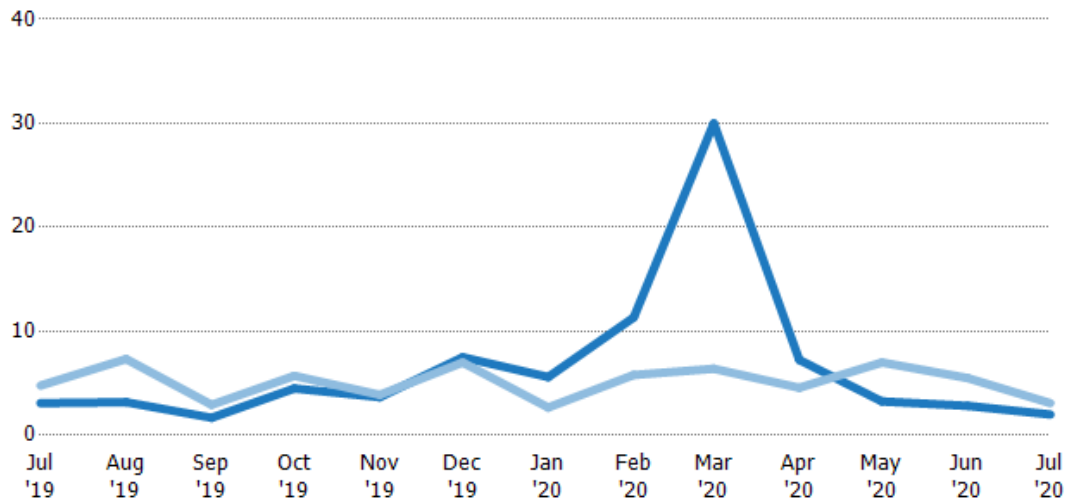
Months of Inventory

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.
Jul '20	2	-35.3%
Jul '19	3.09	-35.3%
Jul '18	4.78	-38.6%



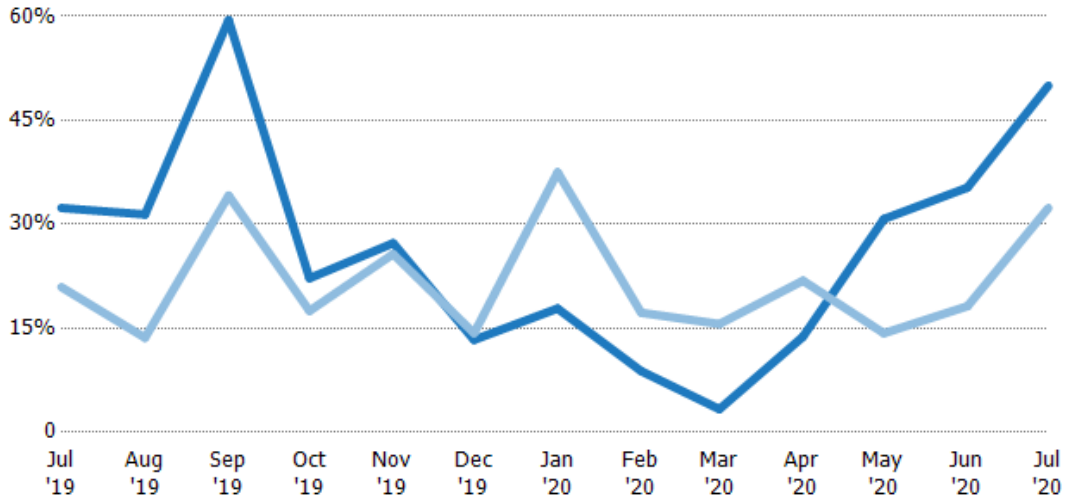
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	3.09	3.18	1.68	4.5	3.67	7.5	5.6	11.3	30	7.25	3.25	2.83	2
Prior Year	4.78	7.33	2.93	5.71	3.89	7	2.67	5.8	6.4	4.57	7	5.5	3.09
Percent Change from Prior Year	-35%	-57%	-43%	-21%	-6%	7%	110%	95%	369%	59%	-54%	-48%	-35%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Middlebury, VT 05753
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



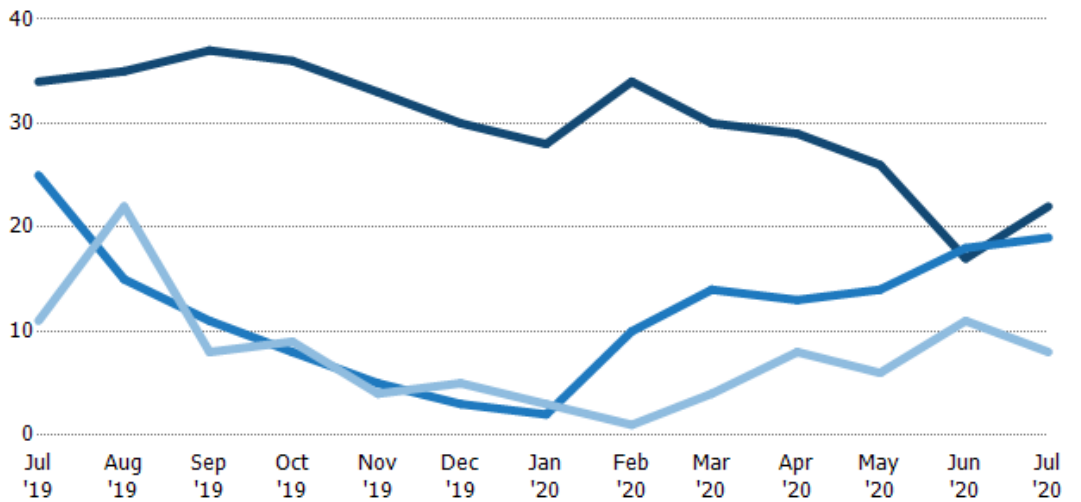
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	32%	31%	59%	22%	27%	13%	18%	9%	3%	14%	31%	35%	50%
Prior Year	21%	14%	34%	18%	26%	14%	38%	17%	16%	22%	14%	18%	32%
Change from Prior Year	-11%	-18%	-25%	-5%	-2%	1%	20%	8%	12%	8%	-16%	-17%	-18%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	34	35	37	36	33	30	28	34	30	29	26	17	22
Pending	25	15	11	8	5	3	2	10	14	13	14	18	19
Sold	11	22	8	9	4	5	3	1	4	8	6	11	8

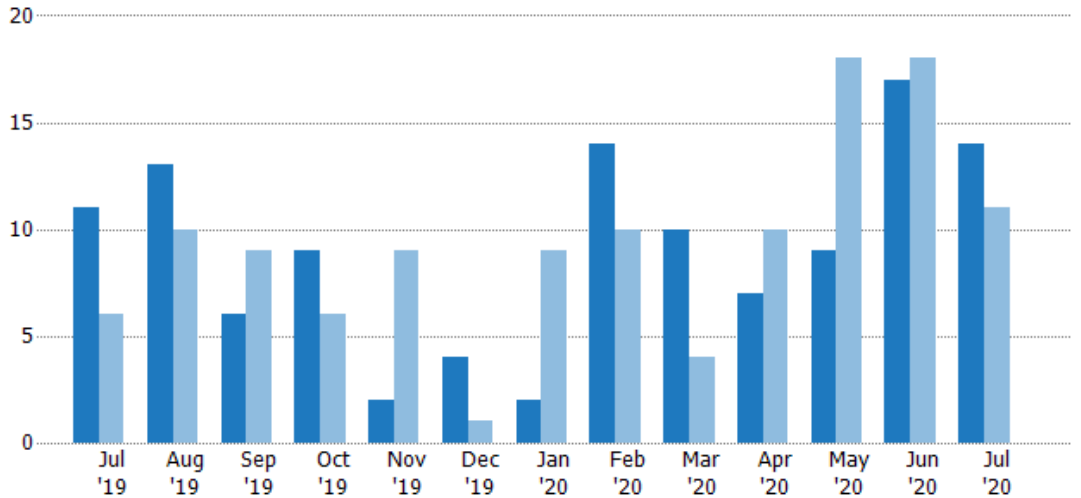
New Pending Sales

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.
Jul '20	14	27.3%
Jul '19	11	83.3%
Jul '18	6	16.7%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	11	13	6	9	2	4	2	14	10	7	9	17	14
Prior Year	6	10	9	6	9	1	9	10	4	10	18	18	11
Percent Change from Prior Year	83%	30%	-33%	50%	-78%	300%	-78%	40%	150%	-30%	-50%	-6%	27%

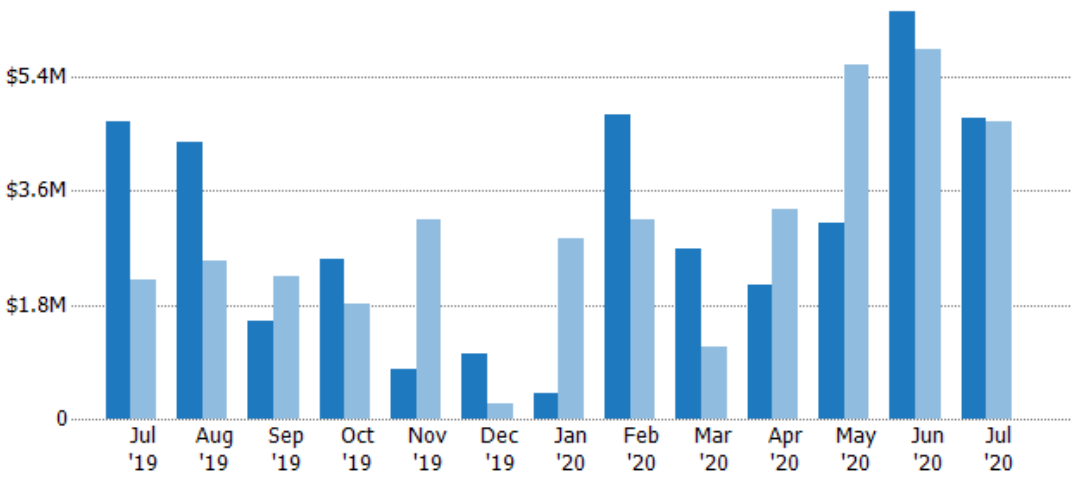
New Pending Sales Volume

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.
Jul '20	\$4.75M	1.5%
Jul '19	\$4.68M	113.8%
Jul '18	\$2.19M	-19.4%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$4.68M	\$4.36M	\$1.54M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M	\$2.12M	\$3.09M	\$6.42M	\$4.75M
Prior Year	\$2.19M	\$2.5M	\$2.24M	\$1.81M	\$3.13M	\$245K	\$2.85M	\$3.15M	\$1.14M	\$3.32M	\$5.59M	\$5.82M	\$4.68M
Percent Change from Prior Year	114%	74%	-31%	39%	-75%	318%	-85%	52%	134%	-36%	-45%	10%	1%

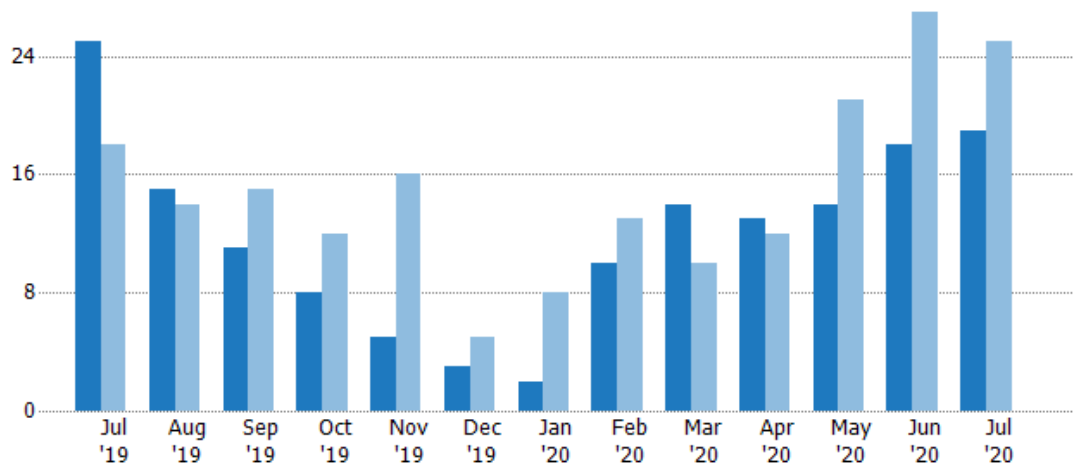
Pending Sales

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.
Jul '20	19	-24%
Jul '19	25	38.9%
Jul '18	18	-11.1%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	25	15	11	8	5	3	2	10	14	13	14	18	19
Prior Year	18	14	15	12	16	5	8	13	10	12	21	27	25
Percent Change from Prior Year	39%	7%	-27%	-33%	-69%	-40%	-75%	-23%	40%	8%	-33%	-33%	-24%

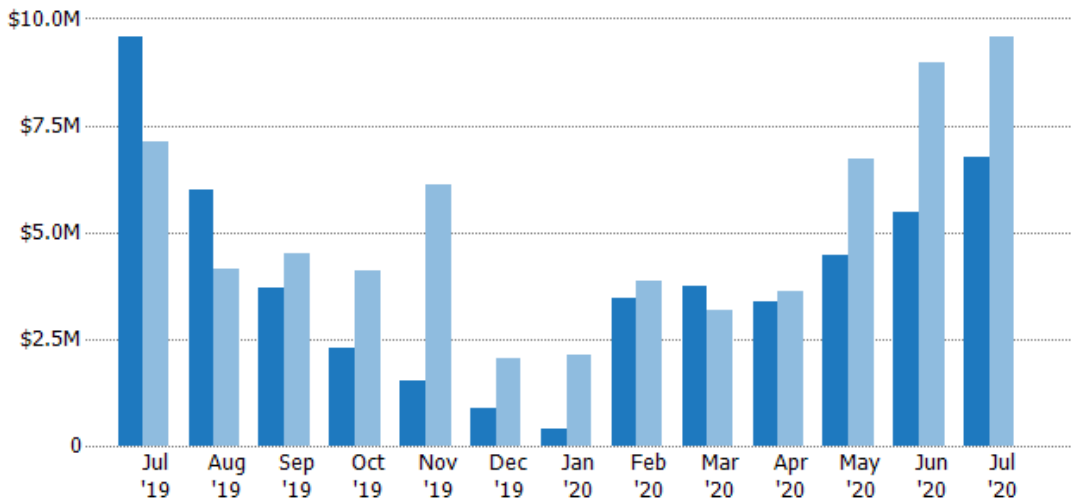
Pending Sales Volume

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.
Jul '20	\$6.75M	-29.6%
Jul '19	\$9.58M	34.3%
Jul '18	\$7.13M	-39.4%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$9.58M	\$6M	\$3.72M	\$2.29M	\$1.54M	\$899K	\$415K	\$3.46M	\$3.74M	\$3.36M	\$4.46M	\$5.48M	\$6.75M
Prior Year	\$7.13M	\$4.15M	\$4.49M	\$4.09M	\$6.11M	\$2.06M	\$2.12M	\$3.86M	\$3.19M	\$3.61M	\$6.74M	\$8.97M	\$9.58M
Percent Change from Prior Year	34%	44%	-17%	-44%	-75%	-56%	-80%	-10%	17%	-7%	-34%	-39%	-30%

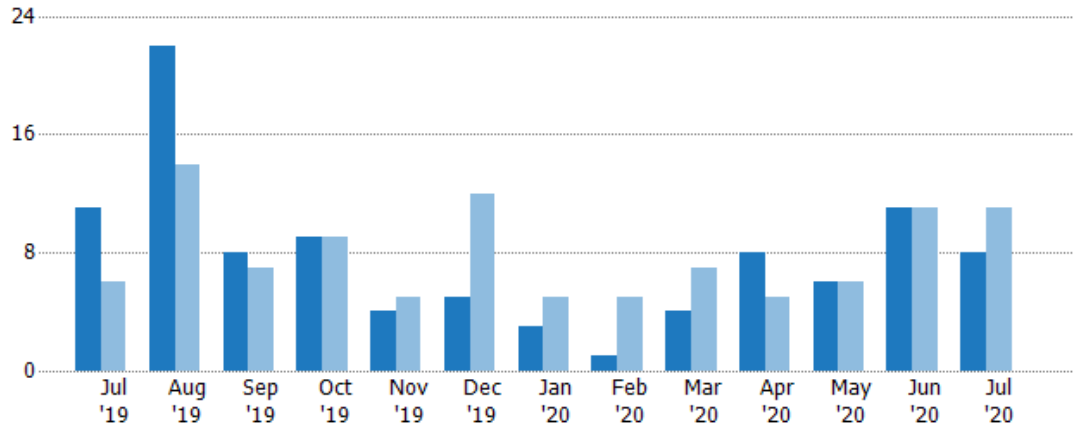
Closed Sales

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.
Jul '20	8	-27.3%
Jul '19	11	83.3%
Jul '18	6	133.3%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	11	22	8	9	4	5	3	1	4	8	6	11	8
Prior Year	6	14	7	9	5	12	5	5	7	5	6	11	11
Percent Change from Prior Year	83%	57%	14%	0%	-20%	-58%	-40%	-80%	-43%	60%	0%	0%	-27%

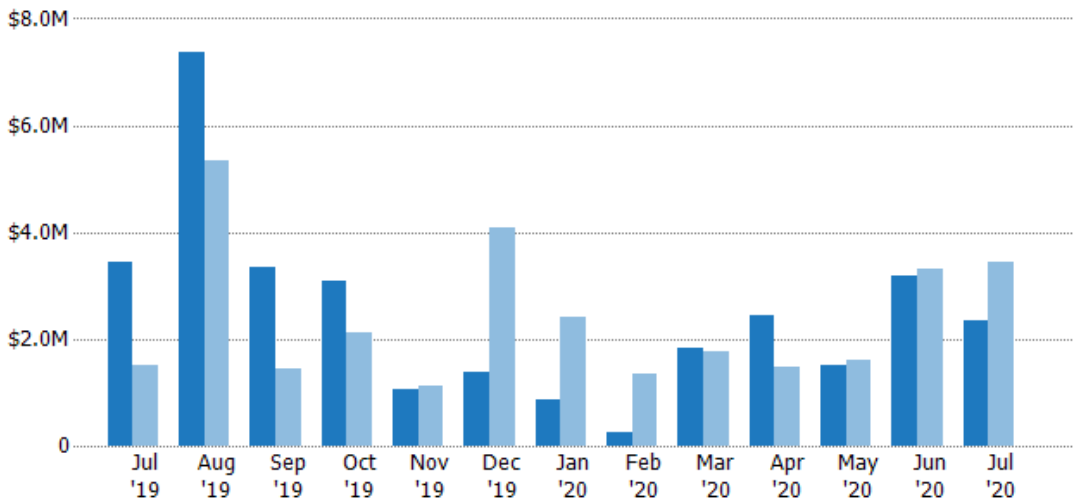
Closed Sales Volume

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.
Jul '20	\$2.35M	-31.7%
Jul '19	\$3.44M	126.7%
Jul '18	\$1.52M	183.8%



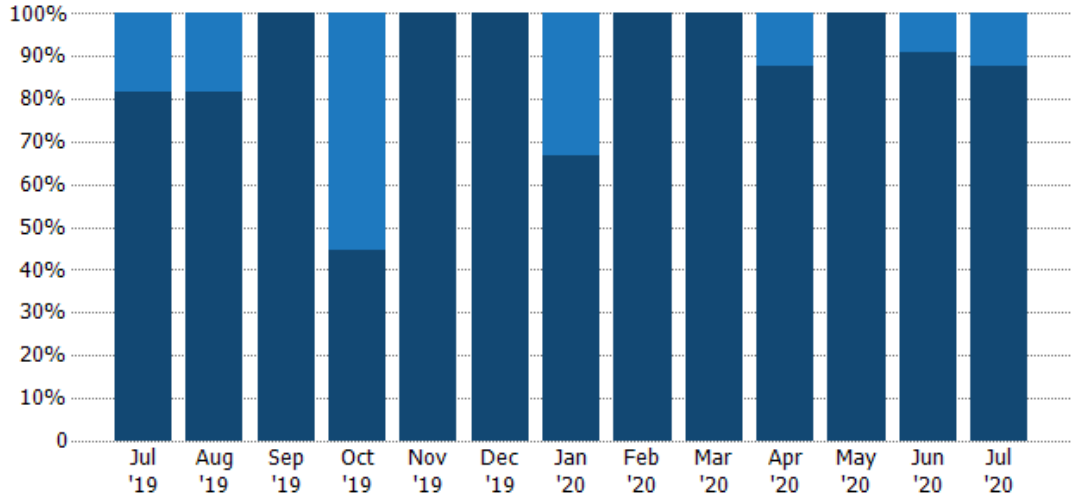
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$3.44M	\$7.38M	\$3.35M	\$3.1M	\$1.04M	\$1.38M	\$858K	\$240K	\$1.84M	\$2.44M	\$1.5M	\$3.2M	\$2.35M
Prior Year	\$1.52M	\$5.35M	\$1.45M	\$2.11M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$1.76M	\$1.48M	\$1.6M	\$3.32M	\$3.44M
Percent Change from Prior Year	127%	38%	130%	47%	-6%	-66%	-65%	-82%	4%	65%	-6%	-4%	-32%

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



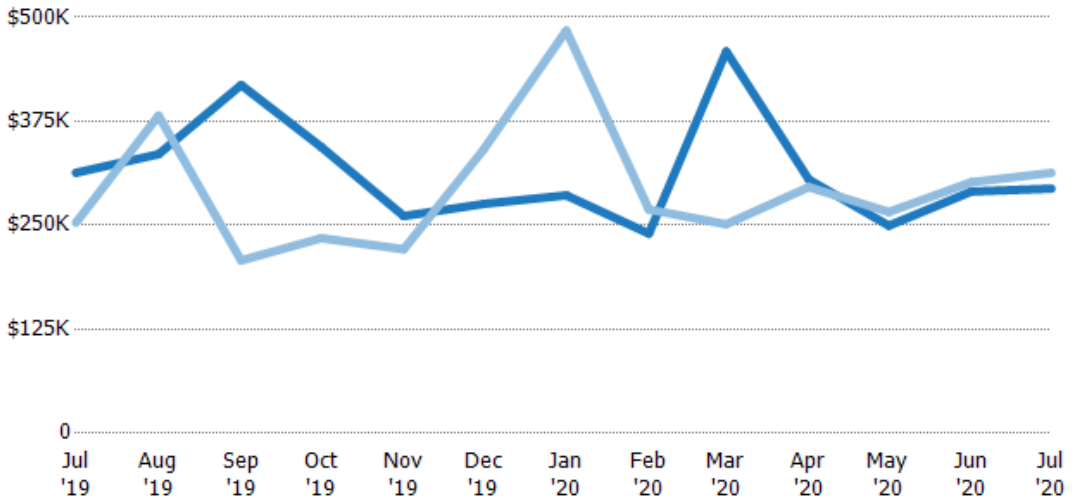
Condo/Townhouse	18%	18%	-	56%	-	-	33%	-	-	13%	-	9%	13%
Single Family Residence	82%	82%	100%	44%	100%	100%	67%	100%	100%	88%	100%	91%	88%

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	\$313K	\$335K	\$419K	\$344K	\$261K	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K	\$291K	\$294K
Prior Year	\$253K	\$382K	\$208K	\$234K	\$221K	\$341K	\$484K	\$269K	\$251K	\$296K	\$266K	\$302K	\$313K
Percent Change from Prior Year	24%	-12%	102%	47%	18%	-19%	-41%	-11%	83%	3%	-6%	-4%	-6%

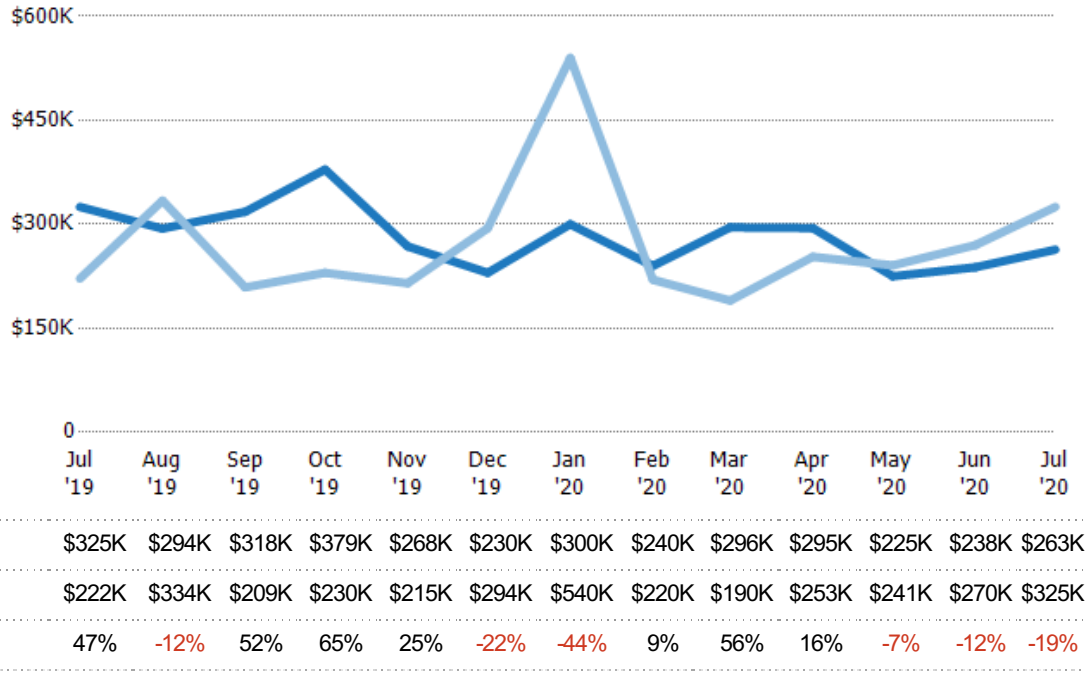
Median Sales Price

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.
Jul '20	\$263K	-18.9%
Jul '19	\$325K	46.7%
Jul '18	\$222K	28.9%

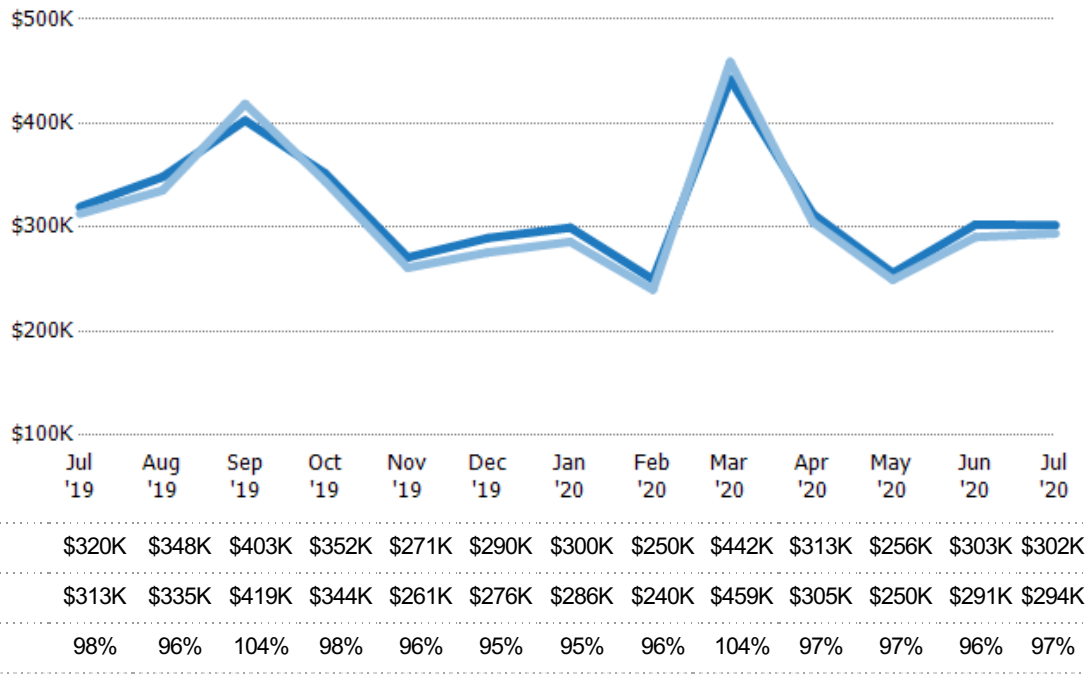


Average Sales Price vs Average Listing Price

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

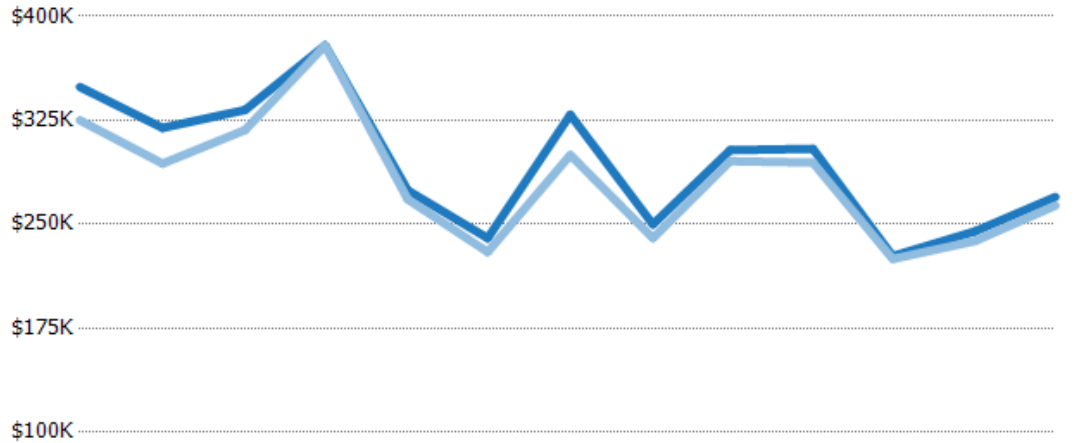


Median Sales Price vs Median Listing Price

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



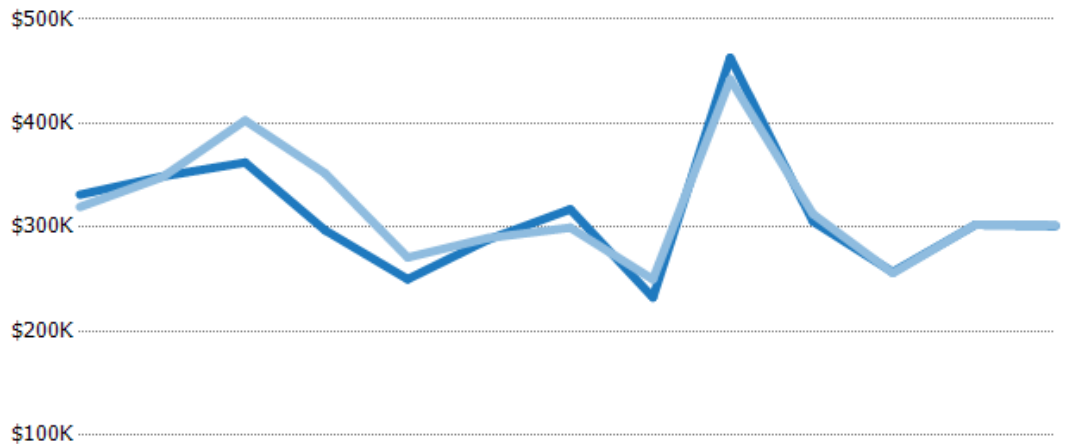
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$349K	\$320K	\$332K	\$379K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K	\$245K	\$270K
Median Sales Price	\$325K	\$294K	\$318K	\$379K	\$268K	\$230K	\$300K	\$240K	\$296K	\$295K	\$225K	\$238K	\$263K
Med Sales Price as a % of Med List Price	93%	92%	96%	100%	98%	96%	91%	96%	97%	97%	99%	97%	98%

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



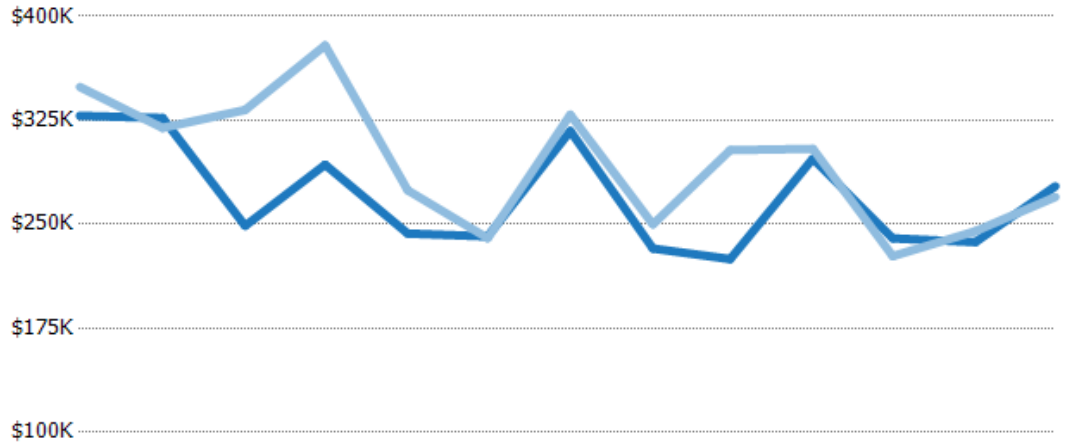
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$331K	\$349K	\$362K	\$297K	\$250K	\$288K	\$317K	\$233K	\$463K	\$306K	\$257K	\$302K	\$301K
Avg Sales Price	\$320K	\$348K	\$403K	\$352K	\$271K	\$290K	\$300K	\$250K	\$442K	\$313K	\$256K	\$303K	\$302K
Avg Sales Price as a % of Avg Est Value	96%	100%	111%	118%	108%	101%	94%	107%	95%	102%	100%	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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$328K	\$327K	\$249K	\$293K	\$243K	\$241K	\$317K	\$233K	\$225K	\$297K	\$240K	\$237K	\$277K
Median Sales Price	\$349K	\$320K	\$332K	\$379K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K	\$245K	\$270K
Med Sales Price as a % of Med Est Value	106%	98%	134%	129%	113%	99%	104%	107%	135%	102%	95%	103%	97%

Sales Activity by Metro Area

Aug 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Other	19	\$6,170,800	14	\$5,156,900	\$368,350	\$334,500	\$173	\$156	79