

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	14	+7.1%	77	91	-15.4%
New Listing Volume	\$4,589,800	\$4,104,800	+11.8%	\$29,788,600	\$29,836,300	-0.2%
Active Listing Count	21	35	-40%	N/A	N/A	
Active Listing Volume	\$11,741,200	\$12,761,500	-8%	N/A	N/A	
Average Listing Price	\$559,105	\$364,614	+53.3%	\$439,666	\$404,751	+8.6%
Median Listing Price	\$549,900	\$315,000	+74.6%	\$383,443	\$343,603	+11.6%
Median Days in RPR	40	62	-35.5%	76.44	107.56	-28.9%
Months of Inventory	2.6	3.2	-17.5%	2.9	5	-42.9%
Absorption Rate	38.1%	31.43%	+6.7%	34.78%	19.85%	+14.9%
Sales Activity Charts Metrics						
New Pending Sales Count	17	13	+30.8%	90	93	-3.2%
New Pending Sales Volume	\$5,608,700	\$4,362,900	+28.6%	\$29,873,100	\$30,917,300	-3.4%
Pending Sales Count	20	15	+33.3%	N/A	N/A	
Pending Sales Volume	\$6,075,600	\$5,995,800	+1.3%	N/A	N/A	
Closed Sales Count	14	22	-36.4%	55	72	-23.6%
Closed Sales Volume	\$5,156,900	\$7,377,850	-30.1%	\$17,576,040	\$22,740,600	-22.7%
Average Sales Price	\$368,350	\$335,357	+9.8%	\$319,564	\$315,842	+1.2%
Median Sales Price	\$334,500	\$293,750	+13.9%	\$280,665	\$289,542	-3.1%

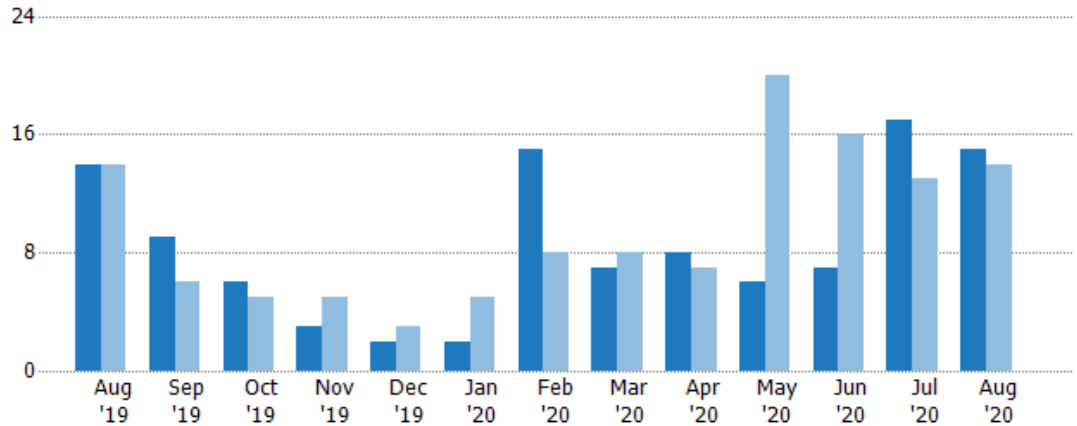
New Listings

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.
Aug '20	15	7.1%
Aug '19	14	0%
Aug '18	14	-14.3%



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

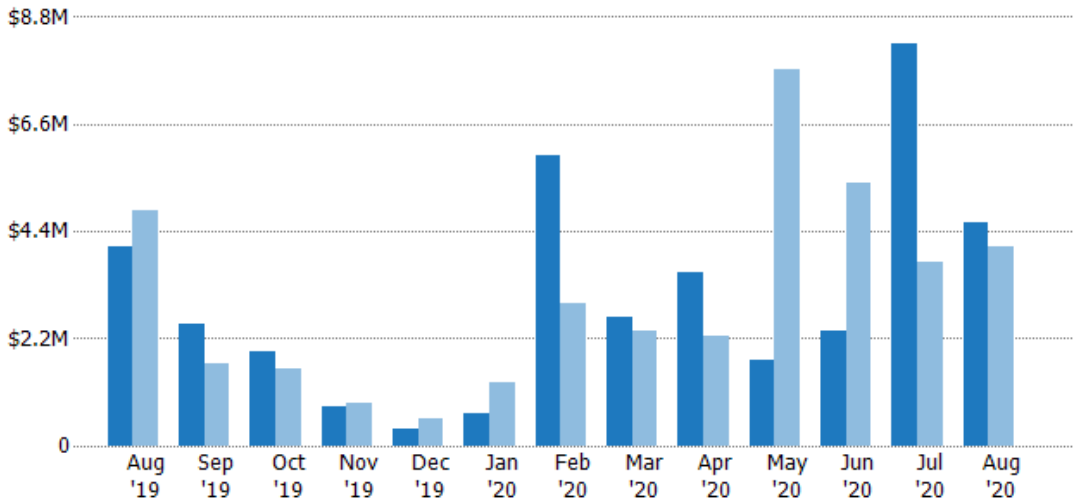
New Listing Volume

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.
Aug '20	\$4.59M	11.8%
Aug '19	\$4.1M	-14.9%
Aug '18	\$4.82M	-26.7%



Current Year	\$4.1M	\$2.51M	\$1.92M	\$823K	\$339K	\$649K	\$5.96M	\$2.64M	\$3.56M	\$1.78M	\$2.35M	\$8.26M	\$4.59M
Prior Year	\$4.82M	\$1.69M	\$1.57M	\$871K	\$555K	\$1.32M	\$2.91M	\$2.36M	\$2.25M	\$7.72M	\$5.4M	\$3.78M	\$4.1M
Percent Change from Prior Year	-15%	49%	22%	-6%	-39%	-51%	105%	12%	58%	-77%	-56%	119%	12%

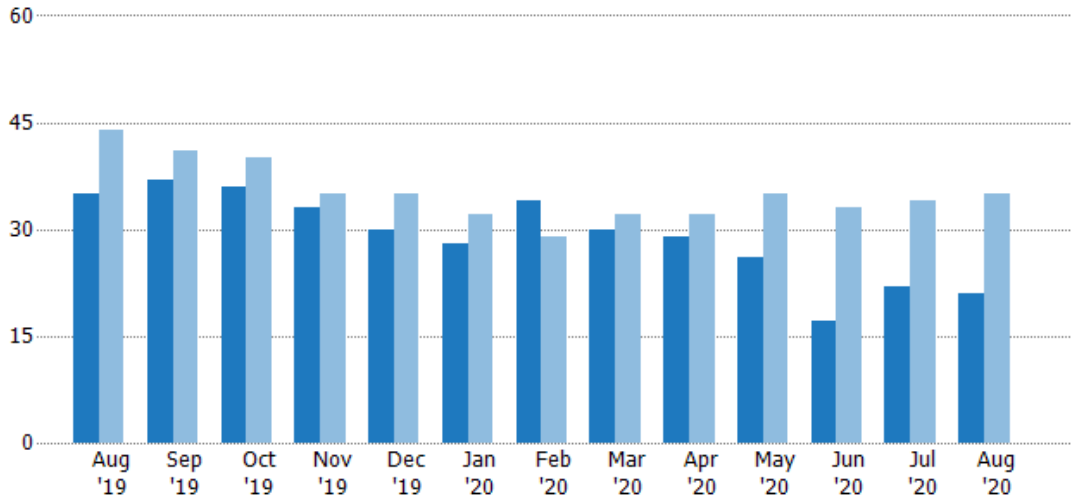
Active Listings

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.
Aug '20	21	-40%
Aug '19	35	-20.5%
Aug '18	44	13.6%



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

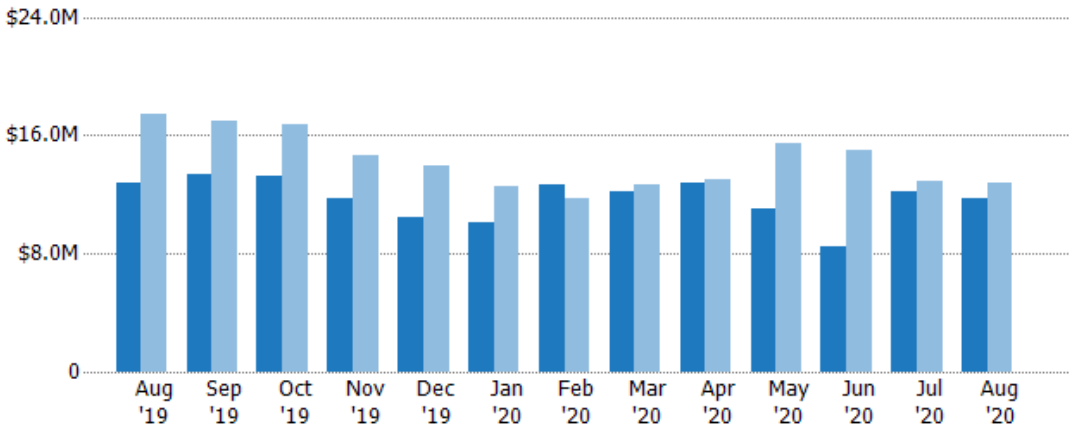
Active Listing Volume

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.
Aug '20	\$11.7M	-8%
Aug '19	\$12.8M	-26.6%
Aug '18	\$17.4M	16.2%



Current Year	\$12.8M	\$13.4M	\$13.3M	\$11.7M	\$10.4M	\$10.1M	\$12.6M	\$12.2M	\$12.7M	\$11.1M	\$8.42M	\$12.2M	\$11.7M
Prior Year	\$17.4M	\$17M	\$16.8M	\$14.6M	\$13.9M	\$12.5M	\$11.8M	\$12.7M	\$13M	\$15.5M	\$15M	\$12.9M	\$12.8M
Percent Change from Prior Year	-27%	-21%	-21%	-20%	-25%	-20%	7%	-4%	-2%	-29%	-44%	-5%	-8%

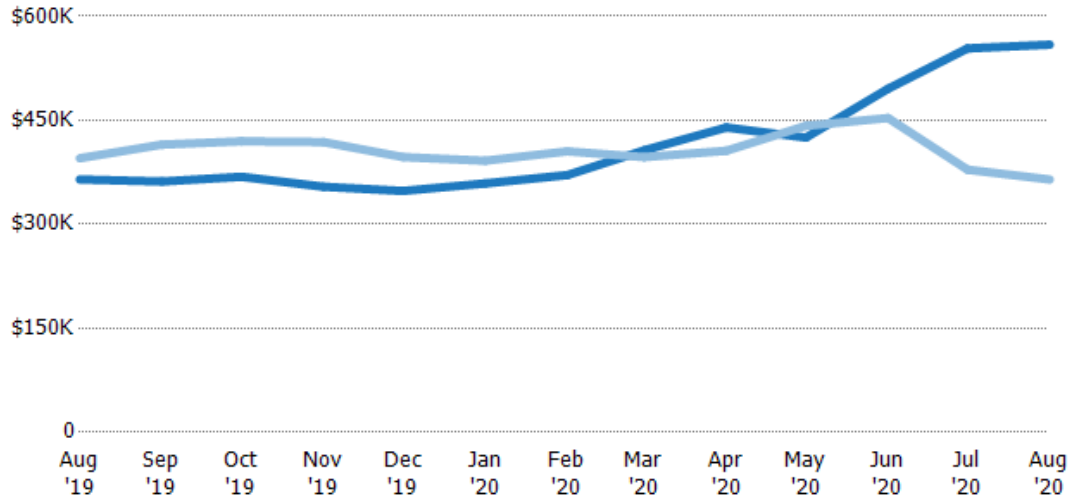
Average Listing Price

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.
Aug '20	\$559K	53.3%
Aug '19	\$365K	-7.8%
Aug '18	\$395K	2.2%



Current Year	\$365K	\$362K	\$369K	\$354K	\$348K	\$359K	\$371K	\$407K	\$440K	\$425K	\$495K	\$554K	\$559K
Prior Year	\$395K	\$415K	\$420K	\$419K	\$397K	\$392K	\$405K	\$397K	\$406K	\$442K	\$453K	\$379K	\$365K
Percent Change from Prior Year	-8%	-13%	-12%	-15%	-12%	-8%	-8%	2%	8%	-4%	9%	46%	53%

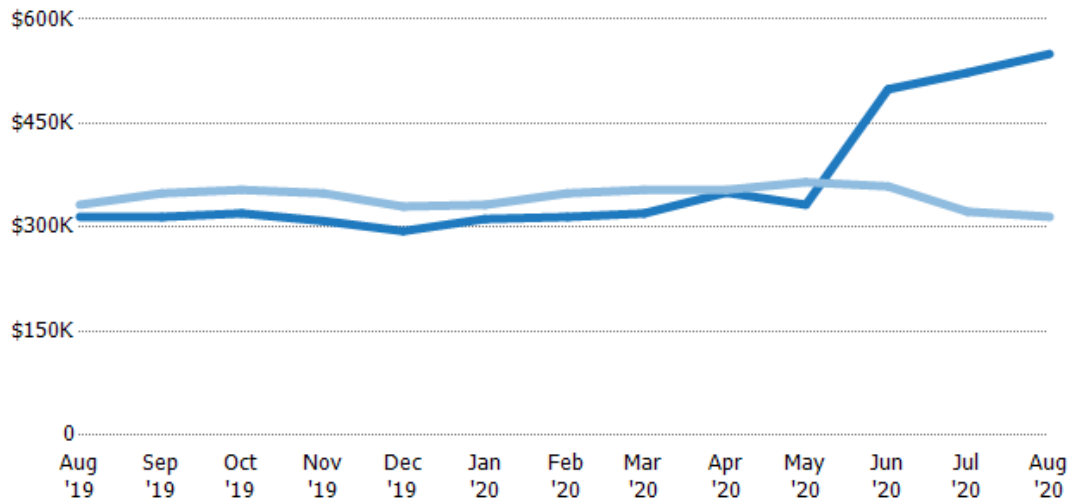
Median Listing Price

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.
Aug '20	\$550K	74.6%
Aug '19	\$315K	-5.2%
Aug '18	\$332K	-11.3%



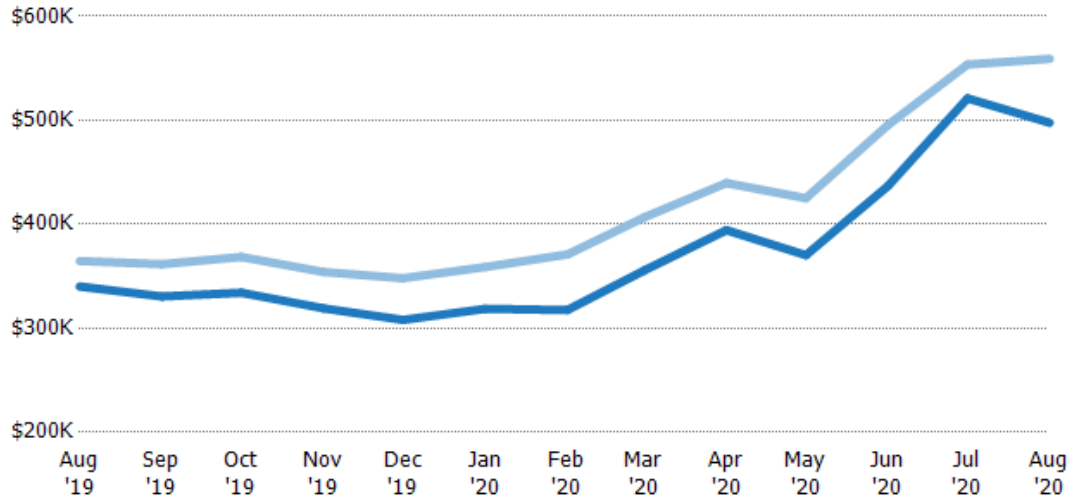
Current Year	\$315K	\$315K	\$320K	\$309K	\$295K	\$312K	\$315K	\$320K	\$350K	\$333K	\$499K	\$523K	\$550K
Prior Year	\$332K	\$349K	\$354K	\$349K	\$330K	\$332K	\$349K	\$354K	\$354K	\$365K	\$359K	\$322K	\$315K
Percent Change from Prior Year	-5%	-10%	-10%	-11%	-11%	-6%	-10%	-10%	-1%	-9%	39%	62%	75%

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



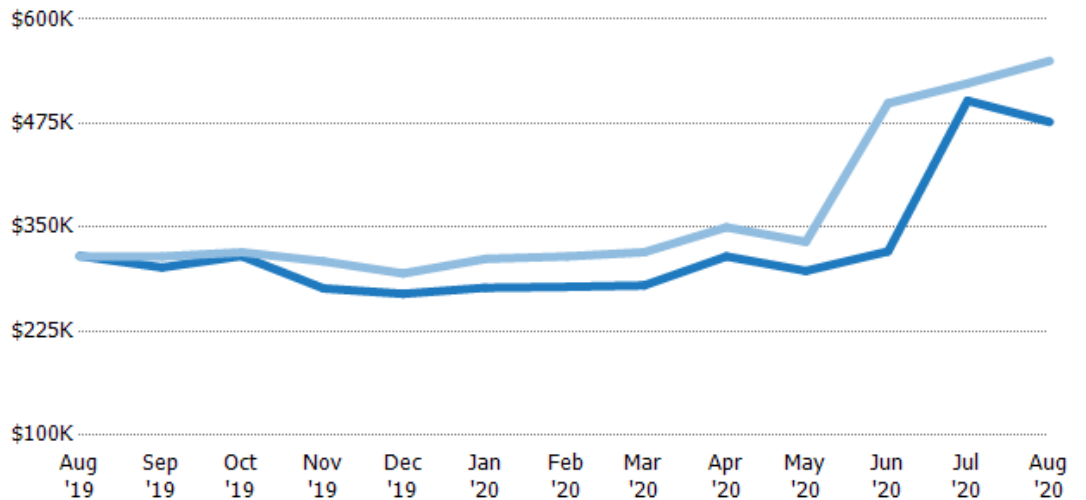
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$340K	\$331K	\$334K	\$319K	\$308K	\$319K	\$318K	\$356K	\$394K	\$370K	\$437K	\$521K	\$498K
Avg Listing Price	\$365K	\$362K	\$369K	\$354K	\$348K	\$359K	\$371K	\$407K	\$440K	\$425K	\$495K	\$554K	\$559K
Avg Listing Price as a % of Avg Est Value	107%	109%	110%	111%	113%	113%	117%	114%	111%	115%	113%	106%	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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$315K	\$302K	\$315K	\$276K	\$270K	\$277K	\$278K	\$280K	\$315K	\$298K	\$321K	\$502K	\$477K
Median Listing Price	\$315K	\$315K	\$320K	\$309K	\$295K	\$312K	\$315K	\$320K	\$350K	\$333K	\$499K	\$523K	\$550K
Med Listing Price as a % of Med Est Value	100%	104%	101%	112%	109%	112%	113%	114%	111%	112%	155%	104%	115%

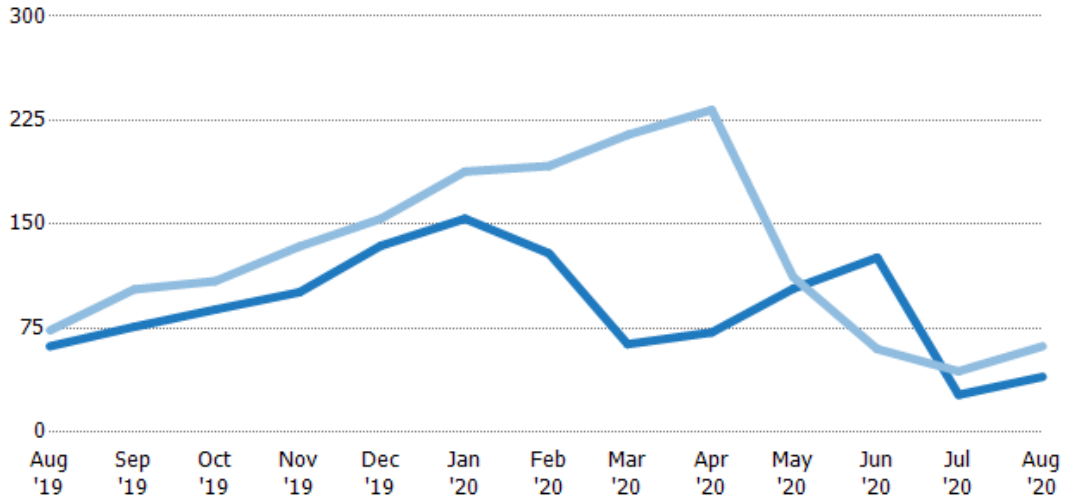
Median Days in RPR

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.
Aug '20	40	-35.5%
Aug '19	62	-15.6%
Aug '18	73.5	11.6%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	62	76	88.5	101	135	154	129	63.5	72	104	126	27	40
Prior Year	73.5	103	109	134	154	188	192	215	233	112	60	44	62
Percent Change from Prior Year	-16%	-26%	-19%	-25%	-13%	-18%	-33%	-70%	-69%	-8%	110%	-39%	-35%

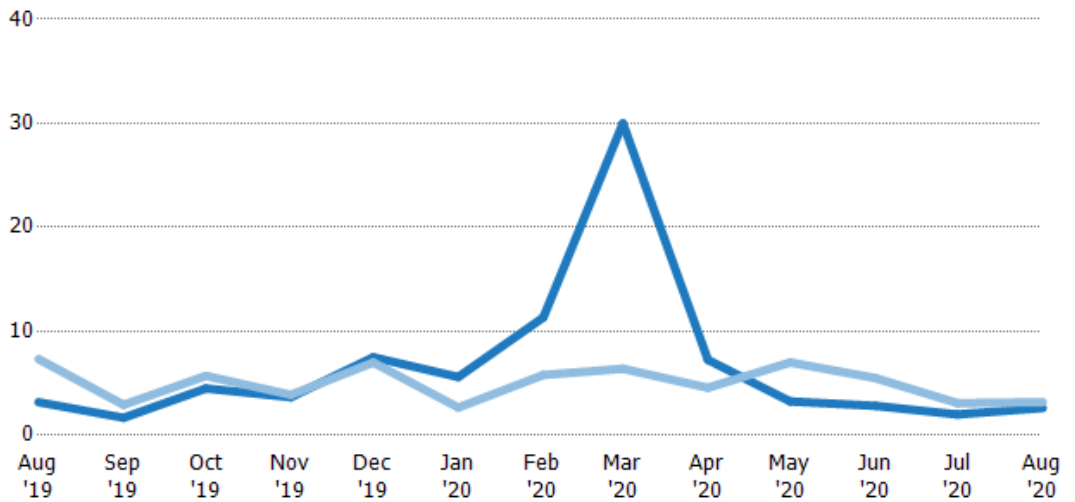
Months of Inventory

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.
Aug '20	2.63	-17.5%
Aug '19	3.18	-56.6%
Aug '18	7.33	-51.3%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	3.18	1.68	4.5	3.67	7.5	5.6	11.3	30	7.25	3.25	2.83	2	2.63
Prior Year	7.33	2.93	5.71	3.89	7	2.67	5.8	6.4	4.57	7	5.5	3.09	3.18
Percent Change from Prior Year	-57%	-43%	-21%	-6%	7%	110%	95%	369%	59%	-54%	-48%	-35%	-17%

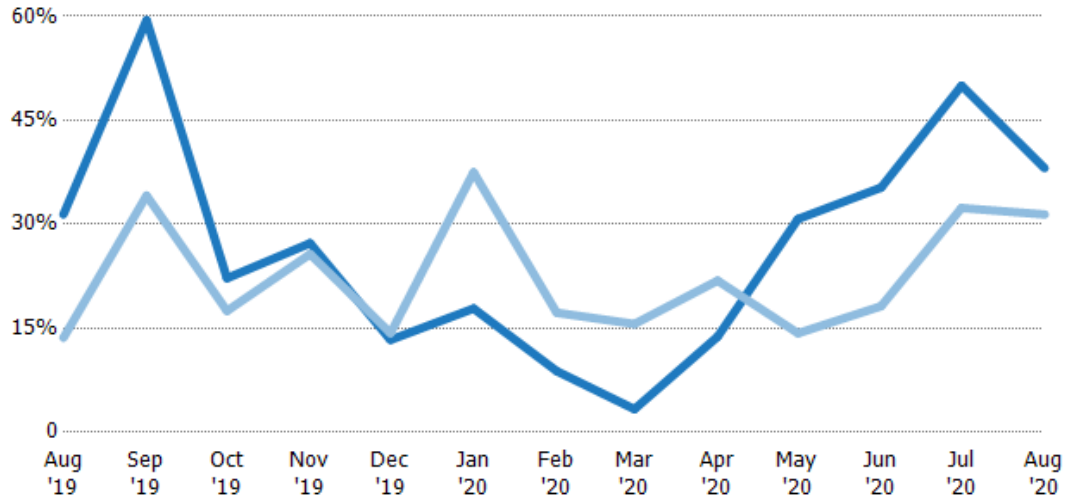
Absorption Rate

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.
Aug '20	38%	-6.7%
Aug '19	31%	-17.8%
Aug '18	14%	105.4%



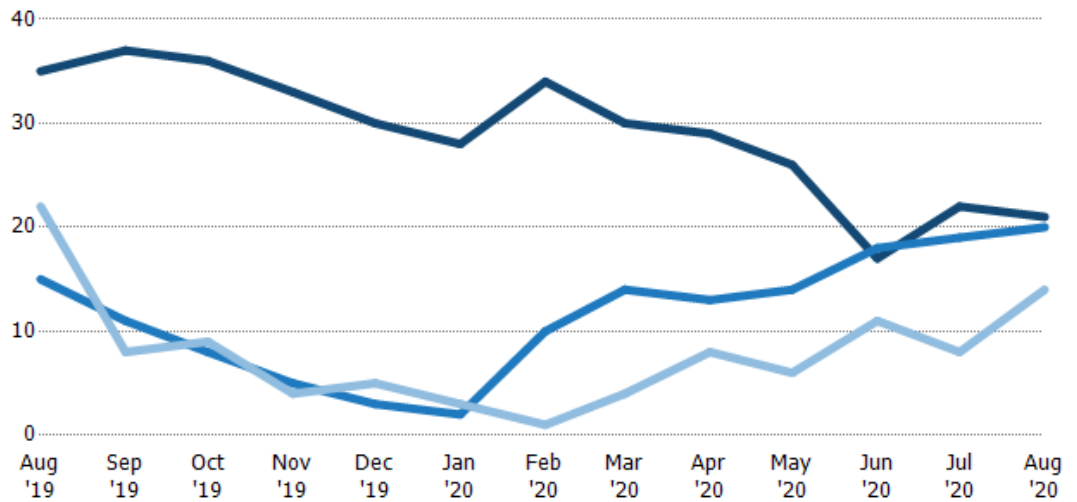
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	31%	59%	22%	27%	13%	18%	9%	3%	14%	31%	35%	50%	38%
Prior Year	14%	34%	18%	26%	14%	38%	17%	16%	22%	14%	18%	32%	31%
Change from Prior Year	-18%	-25%	-5%	-2%	1%	20%	8%	12%	8%	-16%	-17%	-18%	-7%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	35	37	36	33	30	28	34	30	29	26	17	22	21
Pending	15	11	8	5	3	2	10	14	13	14	18	19	20
Sold	22	8	9	4	5	3	1	4	8	6	11	8	14

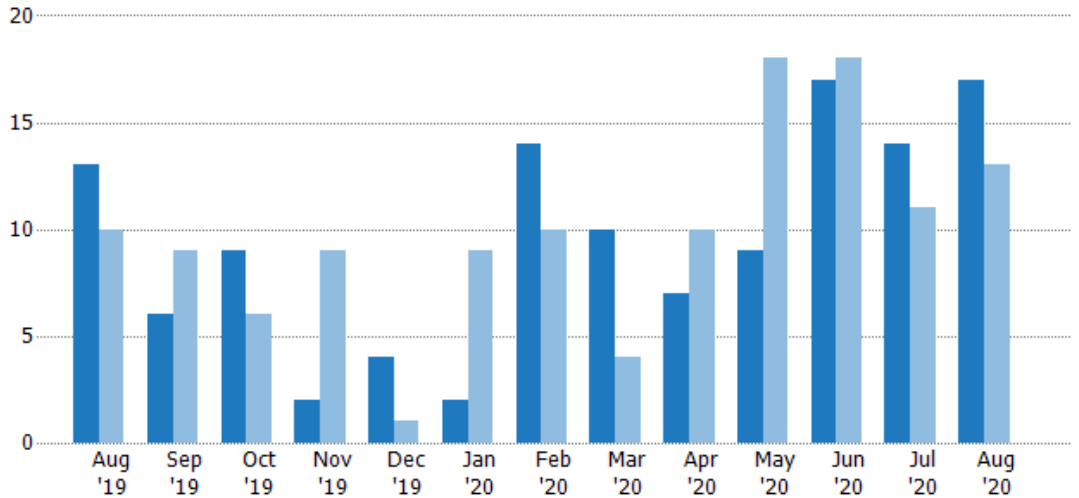
New Pending Sales

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.
Aug '20	17	30.8%
Aug '19	13	30%
Aug '18	10	-50%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	13	6	9	2	4	2	14	10	7	9	17	14	17
Prior Year	10	9	6	9	1	9	10	4	10	18	18	11	13
Percent Change from Prior Year	30%	-33%	50%	-78%	300%	-78%	40%	150%	-30%	-50%	-6%	27%	31%

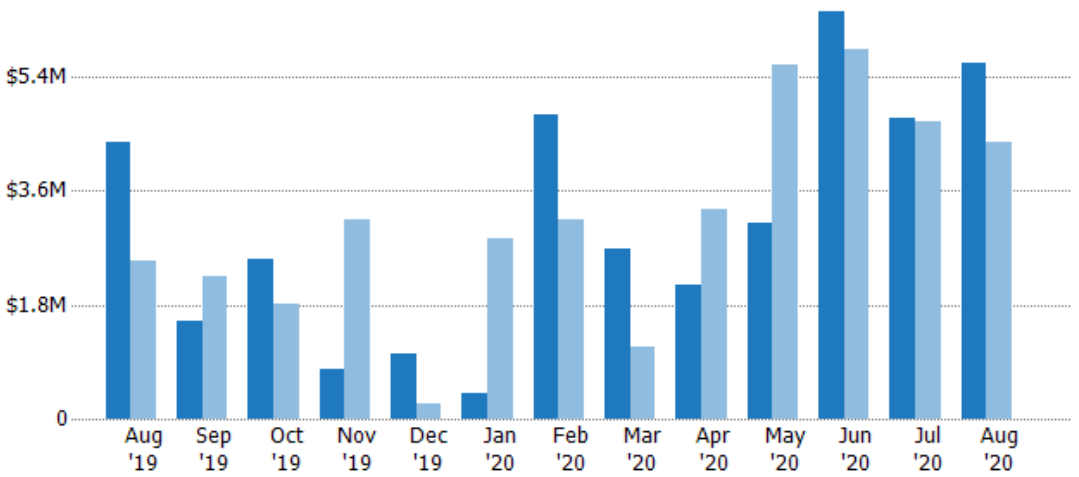
New Pending Sales Volume

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.
Aug '20	\$5.61M	28.6%
Aug '19	\$4.36M	74.3%
Aug '18	\$2.5M	-8.2%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$4.36M	\$1.54M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M	\$2.12M	\$3.09M	\$6.42M	\$4.75M	\$5.61M
Prior Year	\$2.5M	\$2.24M	\$1.81M	\$3.13M	\$245K	\$2.85M	\$3.15M	\$1.14M	\$3.32M	\$5.59M	\$5.82M	\$4.68M	\$4.36M
Percent Change from Prior Year	74%	-31%	39%	-75%	318%	-85%	52%	134%	-36%	-45%	10%	1%	29%

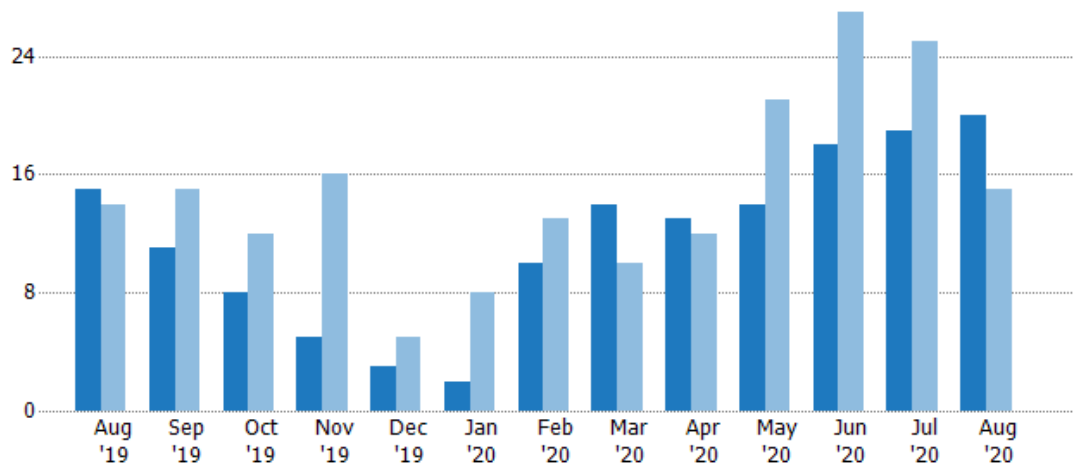
Pending Sales

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.
Aug '20	20	33.3%
Aug '19	15	7.1%
Aug '18	14	-21.4%



Current Year	15	11	8	5	3	2	10	14	13	14	18	19	20
Prior Year	14	15	12	16	5	8	13	10	12	21	27	25	15
Percent Change from Prior Year	7%	-27%	-33%	-69%	-40%	-75%	-23%	40%	8%	-33%	-33%	-24%	33%

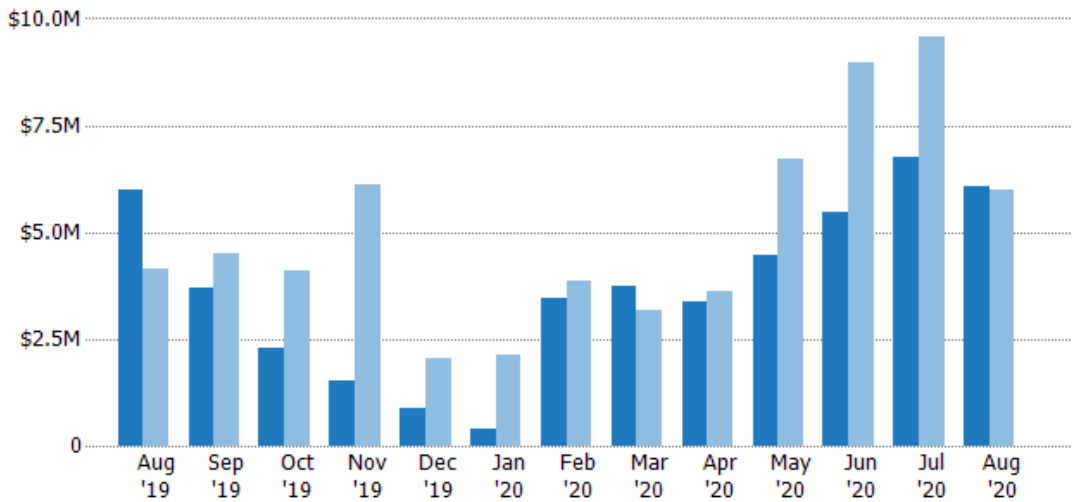
Pending Sales Volume

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.
Aug '20	\$6.08M	1.3%
Aug '19	\$6M	44.3%
Aug '18	\$4.15M	-31.3%



Current Year	\$6M	\$3.72M	\$2.29M	\$1.54M	\$899K	\$415K	\$3.46M	\$3.74M	\$3.36M	\$4.46M	\$5.48M	\$6.75M	\$6.08M
Prior Year	\$4.15M	\$4.49M	\$4.09M	\$6.11M	\$2.06M	\$2.12M	\$3.86M	\$3.19M	\$3.61M	\$6.74M	\$8.97M	\$9.58M	\$6M
Percent Change from Prior Year	44%	-17%	-44%	-75%	-56%	-80%	-10%	17%	-7%	-34%	-39%	-30%	1%

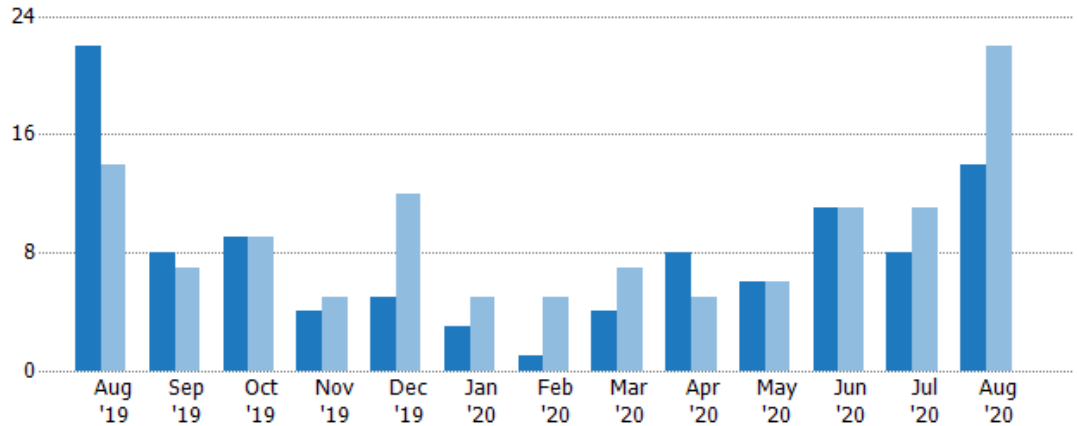
Closed Sales

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.
Aug '20	14	-36.4%
Aug '19	22	57.1%
Aug '18	14	-28.6%



Current Year	22	8	9	4	5	3	1	4	8	6	11	8	14
Prior Year	14	7	9	5	12	5	5	7	5	6	11	11	22
Percent Change from Prior Year	57%	14%	0%	-20%	-58%	-40%	-80%	-43%	60%	0%	0%	-27%	-36%

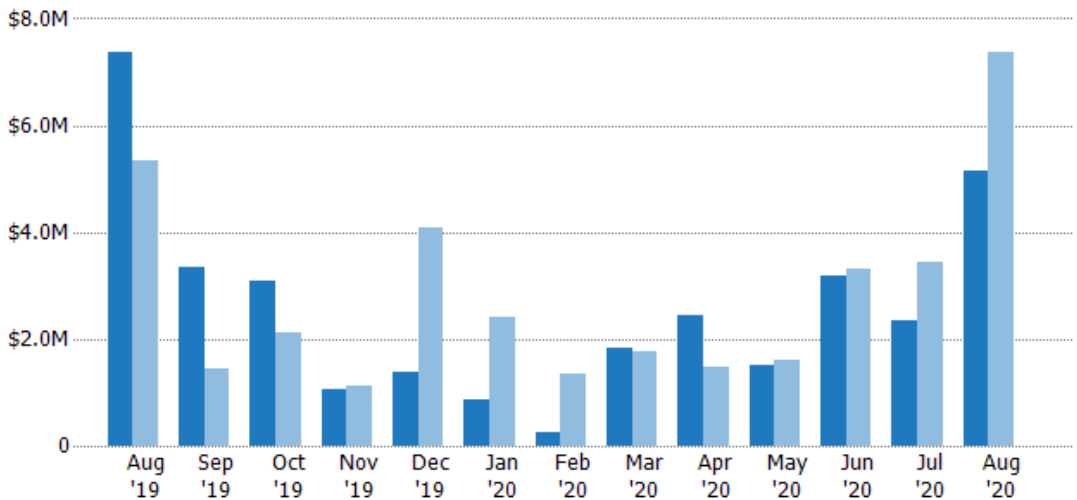
Closed Sales Volume

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.
Aug '20	\$5.16M	-30.1%
Aug '19	\$7.38M	38%
Aug '18	\$5.35M	-34.9%



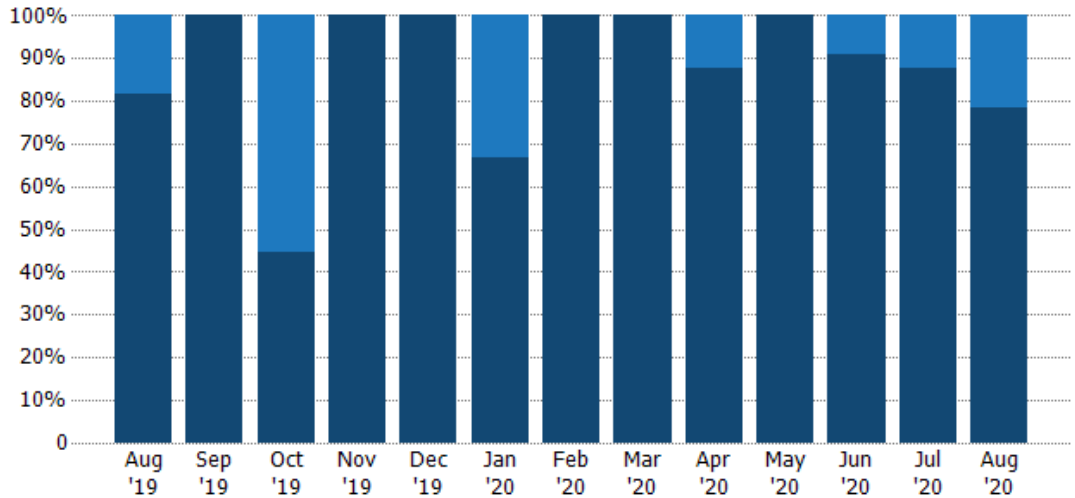
Current Year	\$7.38M	\$3.35M	\$3.1M	\$1.04M	\$1.38M	\$858K	\$240K	\$1.84M	\$2.44M	\$1.5M	\$3.2M	\$2.35M	\$5.16M
Prior Year	\$5.35M	\$1.45M	\$2.11M	\$1.11M	\$4.09M	\$2.42M	\$1.34M	\$1.76M	\$1.48M	\$1.6M	\$3.32M	\$3.44M	\$7.38M
Percent Change from Prior Year	38%	130%	47%	-6%	-66%	-65%	-82%	4%	65%	-6%	-4%	-32%	-30%

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



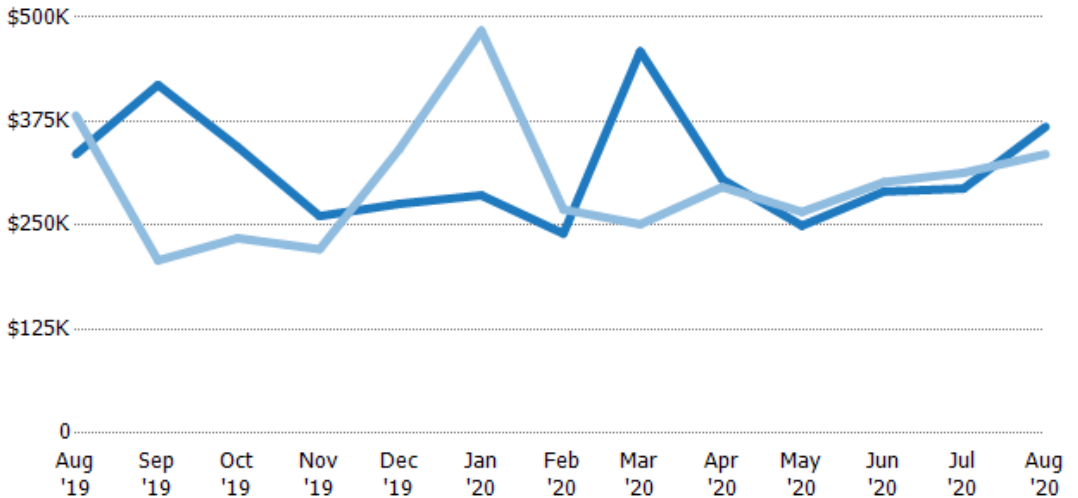
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	18%	-	56%	-	-	33%	-	-	13%	-	9%	13%	21%
Single Family Residence	82%	100%	44%	100%	100%	67%	100%	100%	88%	100%	91%	88%	79%

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.
Aug '20	\$368K	9.8%
Aug '19	\$335K	-12.2%
Aug '18	\$382K	-8.8%

Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$335K	\$419K	\$344K	\$261K	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K	\$291K	\$294K	\$368K
Prior Year	\$382K	\$208K	\$234K	\$221K	\$341K	\$484K	\$269K	\$251K	\$296K	\$266K	\$302K	\$313K	\$335K
Percent Change from Prior Year	-12%	102%	47%	18%	-19%	-41%	-11%	83%	3%	-6%	-4%	-6%	10%

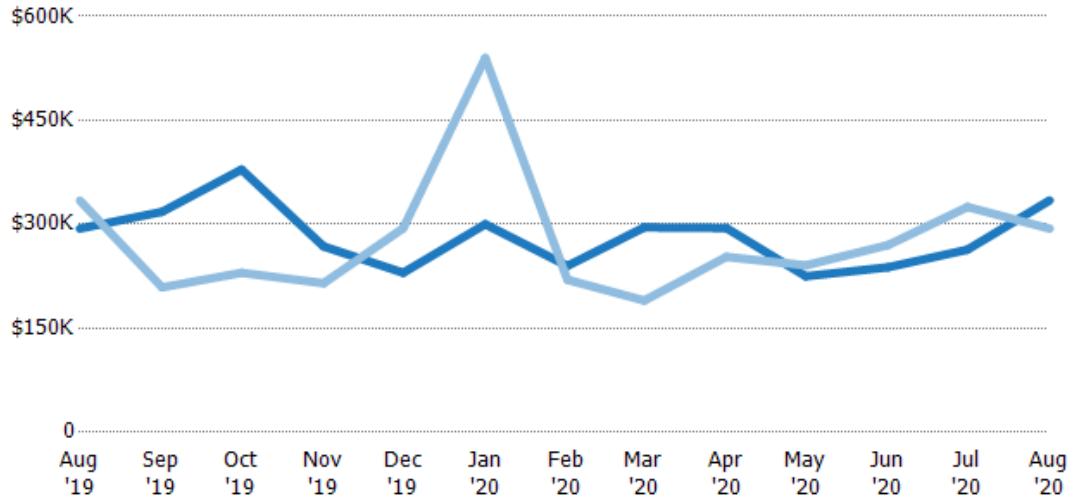
Median Sales Price

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.
Aug '20	\$335K	13.9%
Aug '19	\$294K	-12.1%
Aug '18	\$334K	-16.2%



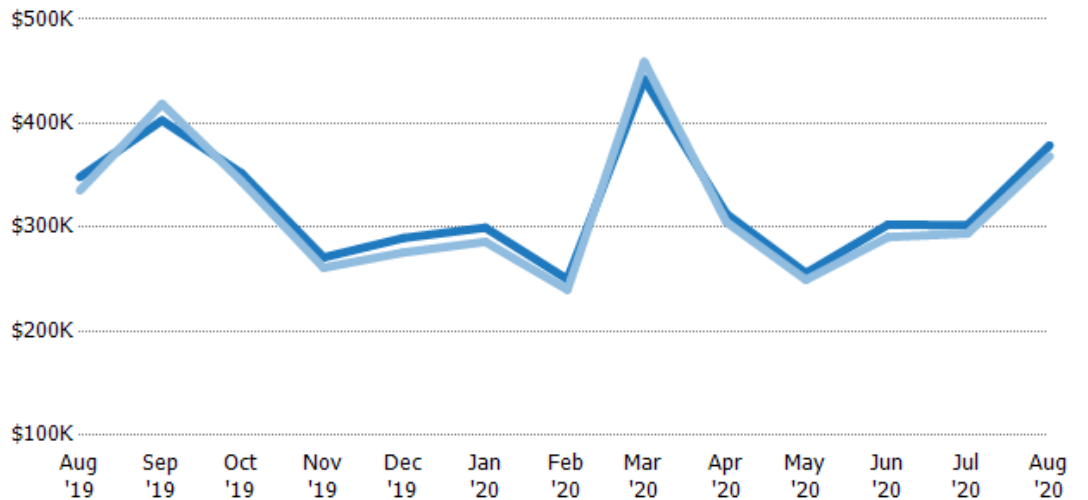
Current Year	\$294K	\$318K	\$379K	\$268K	\$230K	\$300K	\$240K	\$296K	\$295K	\$225K	\$238K	\$263K	\$335K
Prior Year	\$334K	\$209K	\$230K	\$215K	\$294K	\$540K	\$220K	\$190K	\$253K	\$241K	\$270K	\$325K	\$294K
Percent Change from Prior Year	-12%	52%	65%	25%	-22%	-44%	9%	56%	16%	-7%	-12%	-19%	14%

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



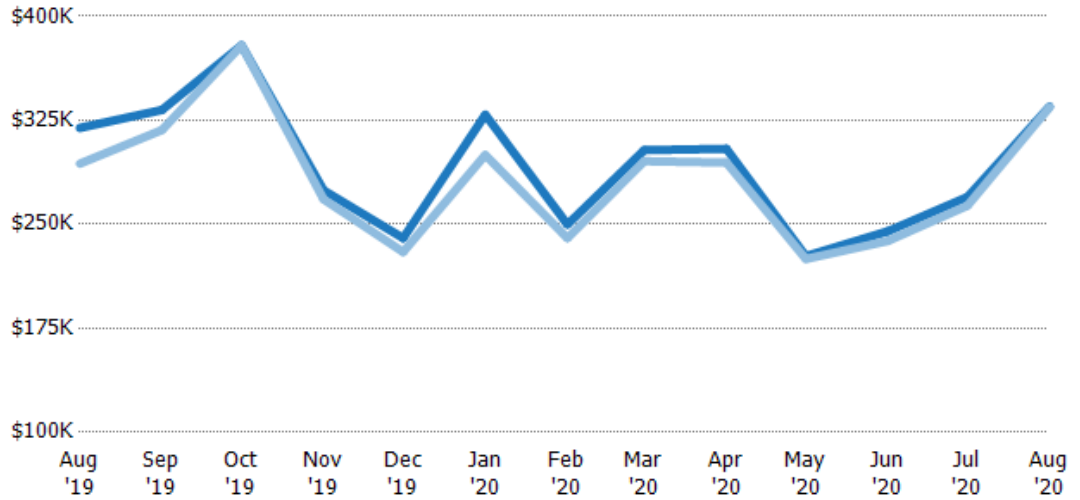
Avg List Price	\$348K	\$403K	\$352K	\$271K	\$290K	\$300K	\$250K	\$442K	\$313K	\$256K	\$303K	\$302K	\$379K
Avg Sales Price	\$335K	\$419K	\$344K	\$261K	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K	\$291K	\$294K	\$368K
Avg Sales Price as a % of Avg List Price	96%	104%	98%	96%	95%	95%	96%	104%	97%	97%	96%	97%	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



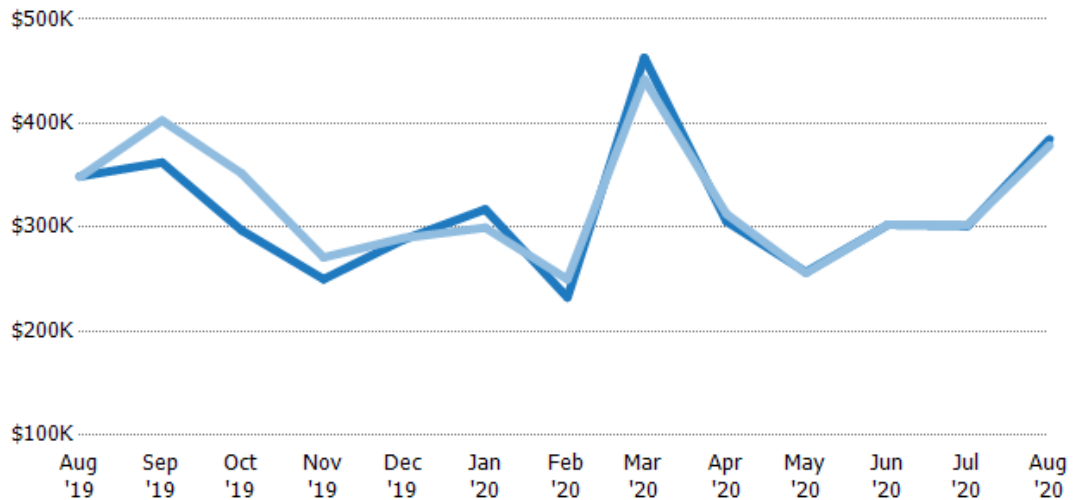
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$320K	\$332K	\$379K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K	\$245K	\$270K	\$335K
Median Sales Price	\$294K	\$318K	\$379K	\$268K	\$230K	\$300K	\$240K	\$296K	\$295K	\$225K	\$238K	\$263K	\$335K
Med Sales Price as a % of Med List Price	92%	96%	100%	98%	96%	91%	96%	97%	97%	99%	97%	98%	100%

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



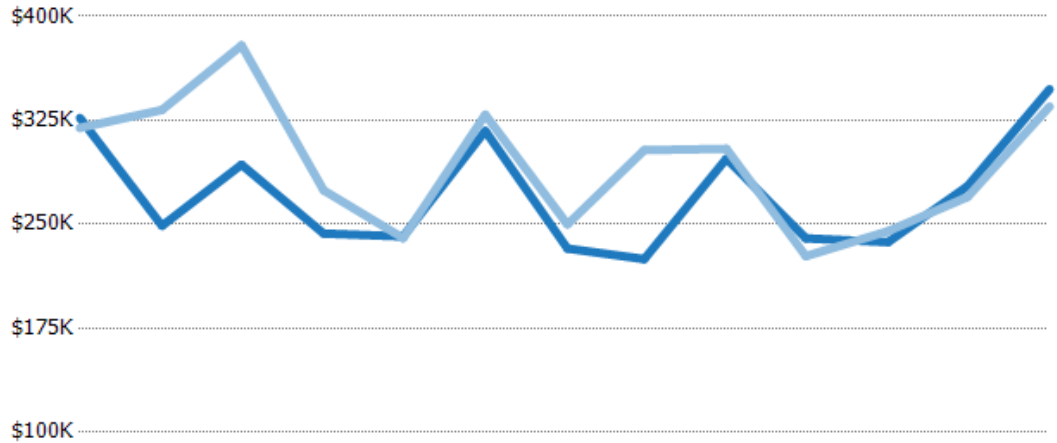
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$349K	\$362K	\$297K	\$250K	\$288K	\$317K	\$233K	\$463K	\$306K	\$257K	\$302K	\$301K	\$385K
Avg Sales Price	\$348K	\$403K	\$352K	\$271K	\$290K	\$300K	\$250K	\$442K	\$313K	\$256K	\$303K	\$302K	\$379K
Avg Sales Price as a % of Avg Est Value	100%	111%	118%	108%	101%	94%	107%	95%	102%	100%	100%	100%	98%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$327K	\$249K	\$293K	\$243K	\$241K	\$317K	\$233K	\$225K	\$297K	\$240K	\$237K	\$277K	\$347K
Median Sales Price	\$320K	\$332K	\$379K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K	\$245K	\$270K	\$335K
Med Sales Price as a % of Med Est Value	98%	134%	129%	113%	99%	104%	107%	135%	102%	95%	103%	97%	96%