

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	9	+/-	87	100	-13%
New Listing Volume	\$3,263,500	\$2,510,400	+30%	\$33,822,100	\$32,346,700	+4.6%
Active Listing Count	19	36	-47.2%	N/A	N/A	
Active Listing Volume	\$9,414,700	\$13,146,400	-28.4%	N/A	N/A	
Average Listing Price	\$495,511	\$365,178	+35.7%	\$443,986	\$404,556	+9.7%
Median Listing Price	\$465,000	\$314,950	+47.6%	\$389,656	\$343,217	+13.5%
Median Days in RPR	61	76	-19.7%	75	102.25	-26.6%
Months of Inventory	1.4	1.6	-17.1%	3	5	-40.5%
Absorption Rate	73.68%	61.11%	+12.6%	33.62%	20%	+13.6%
Sales Activity Charts Metrics						
New Pending Sales Count	14	6	+133.3%	104	99	+5.1%
New Pending Sales Volume	\$6,774,000	\$1,537,000	+340.7%	\$36,647,100	\$32,454,300	+12.9%
Pending Sales Count	20	11	+81.8%	N/A	N/A	
Pending Sales Volume	\$7,918,900	\$3,716,000	+113.1%	N/A	N/A	
Closed Sales Count	10	8	+25%	65	79	-17.7%
Closed Sales Volume	\$3,589,900	\$3,349,000	+7.2%	\$21,165,940	\$25,314,600	-16.4%
Average Sales Price	\$358,990	\$418,625	-14.2%	\$325,630	\$320,438	+1.6%
Median Sales Price	\$281,000	\$318,000	-11.6%	\$280,717	\$278,494	+0.8%

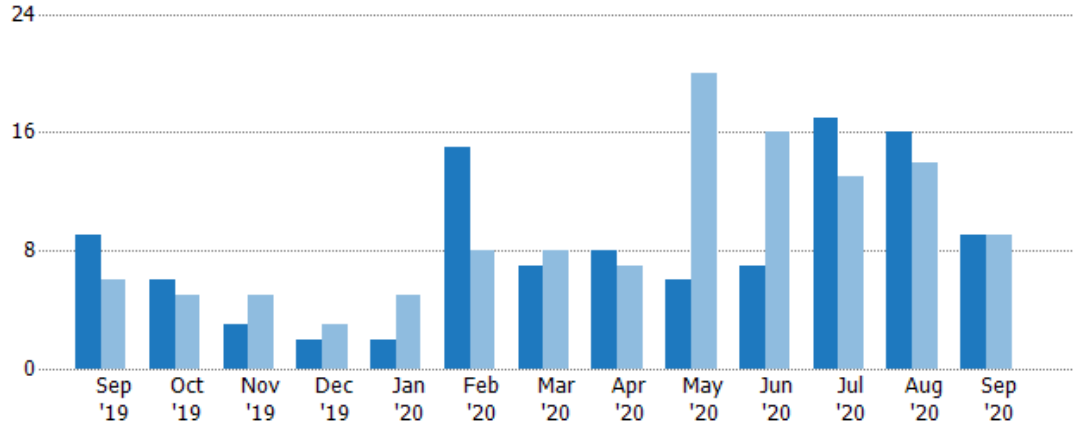
New Listings

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.
Sep '20	9	0%
Sep '19	9	50%
Sep '18	6	33.3%



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

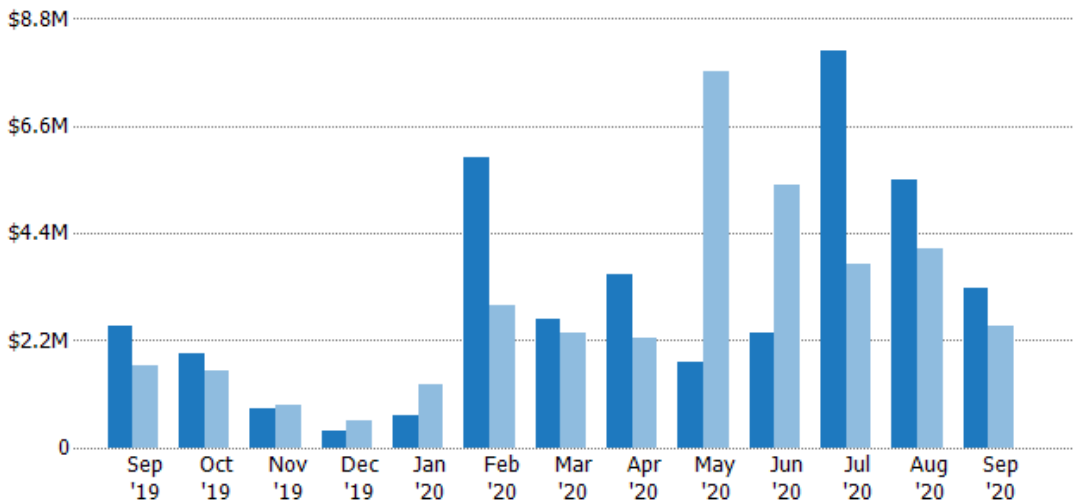
New Listing Volume

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.
Sep '20	\$3.26M	30%
Sep '19	\$2.51M	48.8%
Sep '18	\$1.69M	3.3%



Current Year	\$2.51M	\$1.92M	\$823K	\$339K	\$649K	\$5.96M	\$2.64M	\$3.56M	\$1.78M	\$2.35M	\$8.13M	\$5.48M	\$3.26M
Prior Year	\$1.69M	\$1.57M	\$871K	\$555K	\$1.32M	\$2.91M	\$2.36M	\$2.25M	\$7.72M	\$5.4M	\$3.78M	\$4.1M	\$2.51M
Percent Change from Prior Year	49%	22%	-6%	-39%	-51%	105%	12%	58%	-77%	-56%	115%	34%	30%

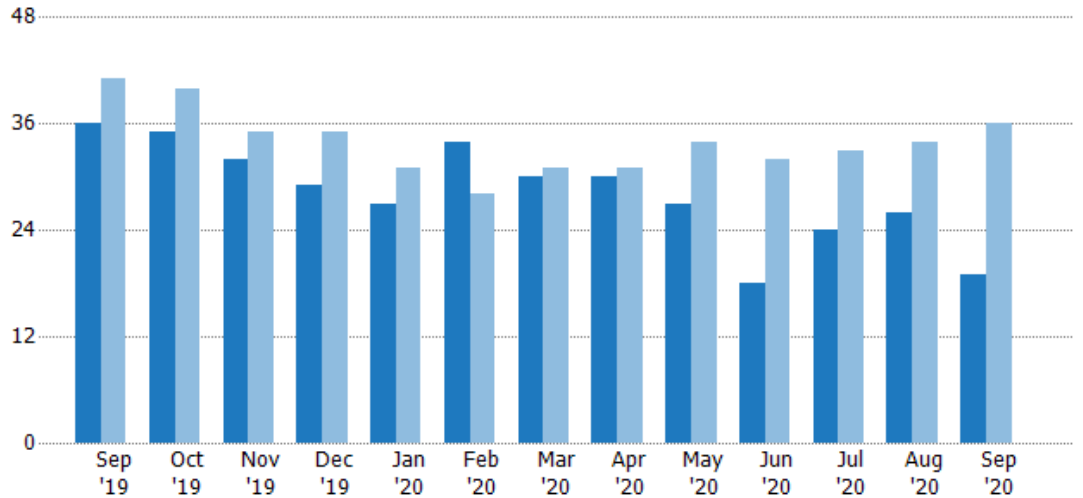
Active Listings

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.
Sep '20	19	-47.2%
Sep '19	36	-12.2%
Sep '18	41	9.8%



Current Year	36	35	32	29	27	34	30	30	27	18	24	26	19
Prior Year	41	40	35	35	31	28	31	31	34	32	33	34	36
Percent Change from Prior Year	-12%	-13%	-9%	-17%	-13%	21%	-3%	-3%	-21%	-44%	-27%	-24%	-47%

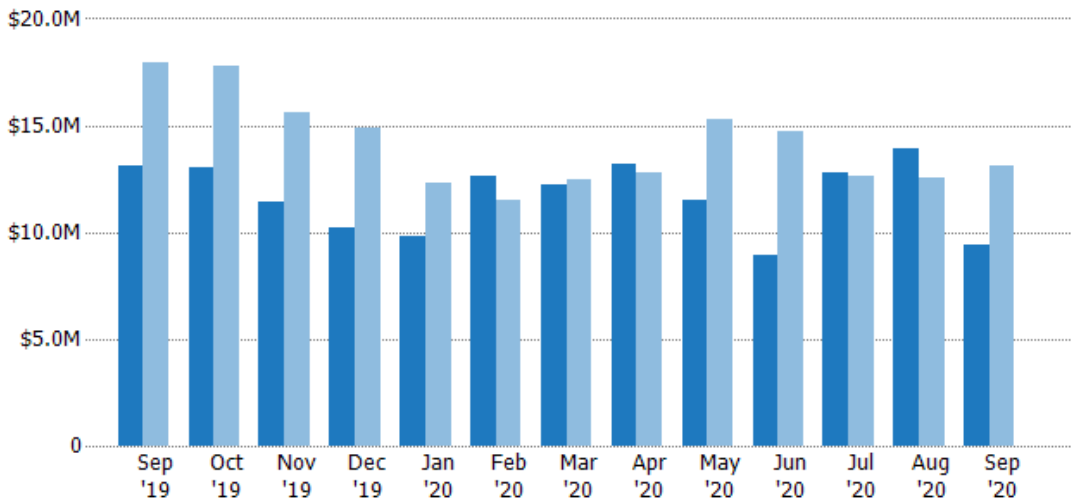
Active Listing Volume

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.
Sep '20	\$9.41M	-28.4%
Sep '19	\$13.1M	-26.9%
Sep '18	\$18M	7.7%



Current Year	\$13.1M	\$13M	\$11.5M	\$10.2M	\$9.82M	\$12.6M	\$12.2M	\$13.2M	\$11.5M	\$8.89M	\$12.8M	\$13.9M	\$9.41M
Prior Year	\$18M	\$17.8M	\$15.6M	\$14.9M	\$12.3M	\$11.5M	\$12.5M	\$12.8M	\$15.2M	\$14.7M	\$12.6M	\$12.5M	\$13.1M
Percent Change from Prior Year	-27%	-27%	-27%	-31%	-20%	10%	-2%	4%	-24%	-40%	1%	11%	-28%

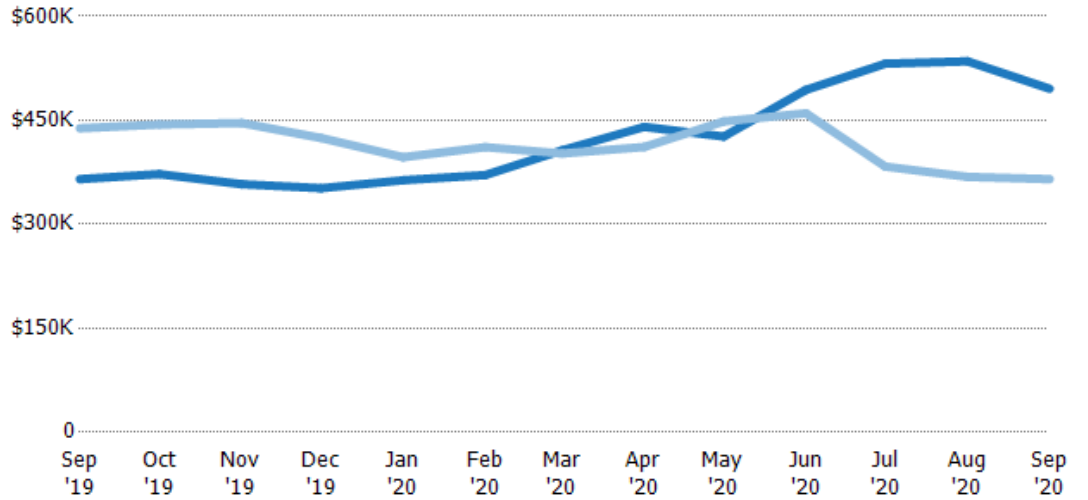
Average Listing Price

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.
Sep '20	\$496K	35.7%
Sep '19	\$365K	-16.7%
Sep '18	\$438K	-1.9%



Current Year	\$365K	\$372K	\$358K	\$352K	\$364K	\$371K	\$407K	\$440K	\$427K	\$494K	\$532K	\$535K	\$496K
Prior Year	\$438K	\$444K	\$446K	\$424K	\$397K	\$411K	\$402K	\$412K	\$448K	\$460K	\$383K	\$368K	\$365K
Percent Change from Prior Year	-17%	-16%	-20%	-17%	-8%	-10%	1%	7%	-5%	7%	39%	45%	36%

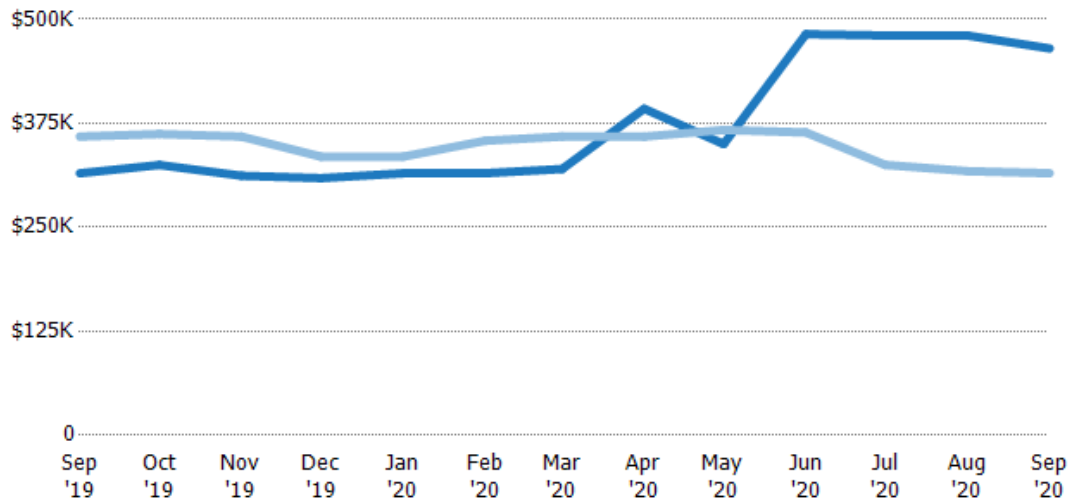
Median Listing Price

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.
Sep '20	\$465K	47.6%
Sep '19	\$315K	-12.3%
Sep '18	\$359K	-16.6%



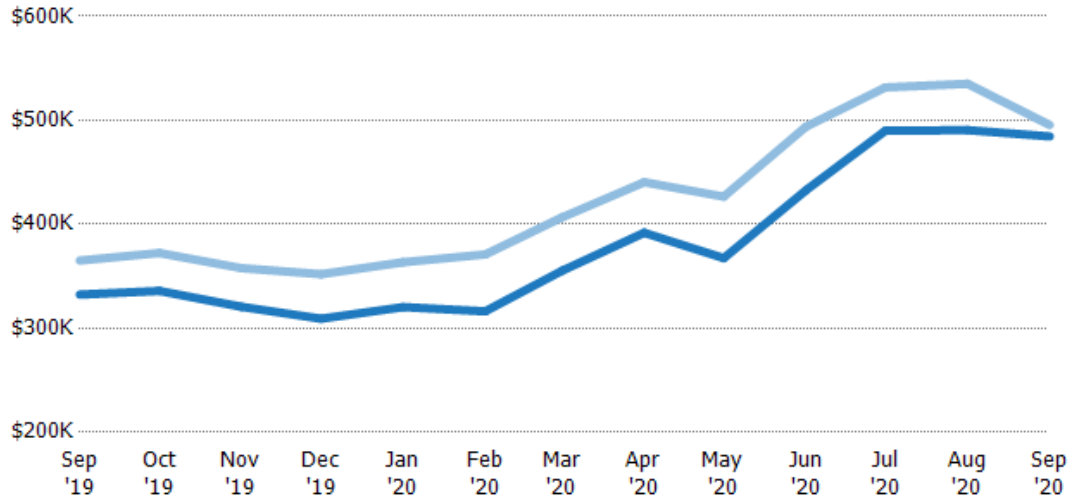
Current Year	\$315K	\$325K	\$312K	\$309K	\$315K	\$315K	\$320K	\$393K	\$350K	\$482K	\$480K	\$480K	\$465K
Prior Year	\$359K	\$362K	\$359K	\$335K	\$335K	\$354K	\$359K	\$359K	\$367K	\$364K	\$325K	\$318K	\$315K
Percent Change from Prior Year	-12%	-10%	-13%	-8%	-6%	-11%	-11%	9%	-5%	32%	48%	51%	48%

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



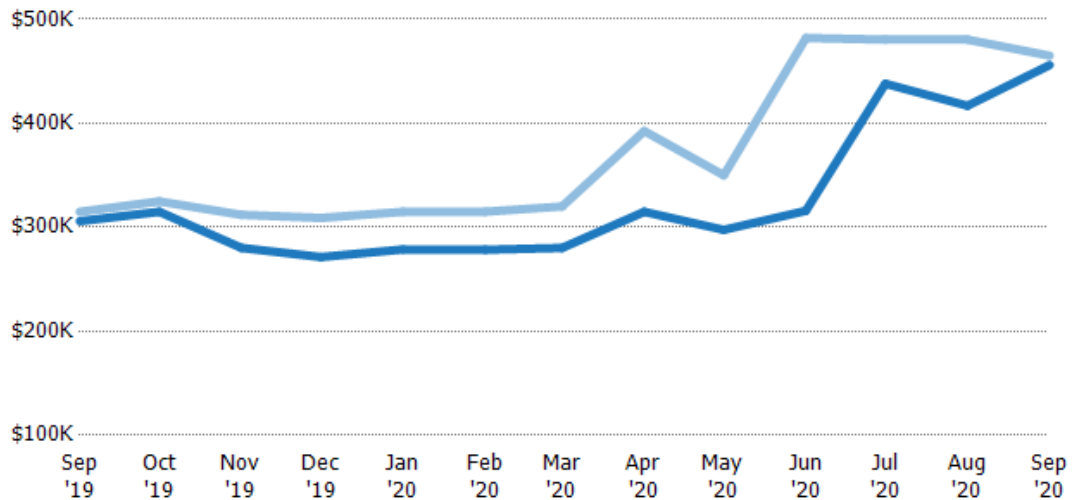
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$332K	\$336K	\$321K	\$309K	\$320K	\$316K	\$355K	\$392K	\$367K	\$433K	\$490K	\$491K	\$484K
Avg Listing Price	\$365K	\$372K	\$358K	\$352K	\$364K	\$371K	\$407K	\$440K	\$427K	\$494K	\$532K	\$535K	\$496K
Avg Listing Price as a % of Avg Est Value	110%	111%	112%	114%	113%	117%	114%	112%	116%	114%	109%	109%	102%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$306K	\$315K	\$280K	\$271K	\$279K	\$278K	\$280K	\$315K	\$298K	\$316K	\$438K	\$417K	\$456K
Median Listing Price	\$315K	\$325K	\$312K	\$309K	\$315K	\$315K	\$320K	\$393K	\$350K	\$482K	\$480K	\$480K	\$465K
Med Listing Price as a % of Med Est Value	103%	103%	111%	114%	113%	113%	114%	125%	118%	153%	110%	115%	102%

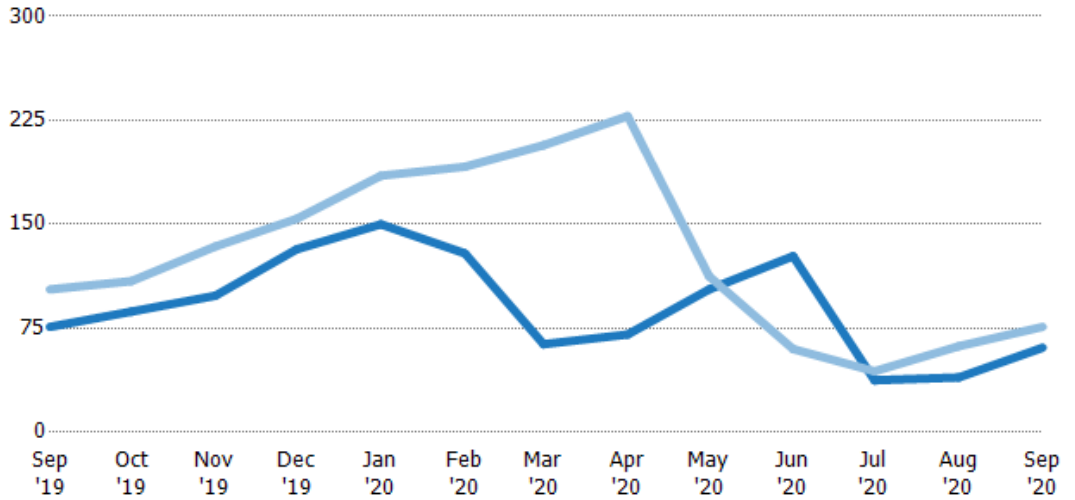
Median Days in RPR

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.
Sep '20	61	-19.7%
Sep '19	76	-26.2%
Sep '18	103	-4.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	76	87	98.5	132	150	129	63.5	70.5	103	127	37.5	39.5	61
Prior Year	103	109	134	154	185	192	207	228	113	60	44	62	76
Percent Change from Prior Year	-26%	-20%	-26%	-14%	-19%	-33%	-69%	-69%	-8%	112%	-15%	-36%	-20%

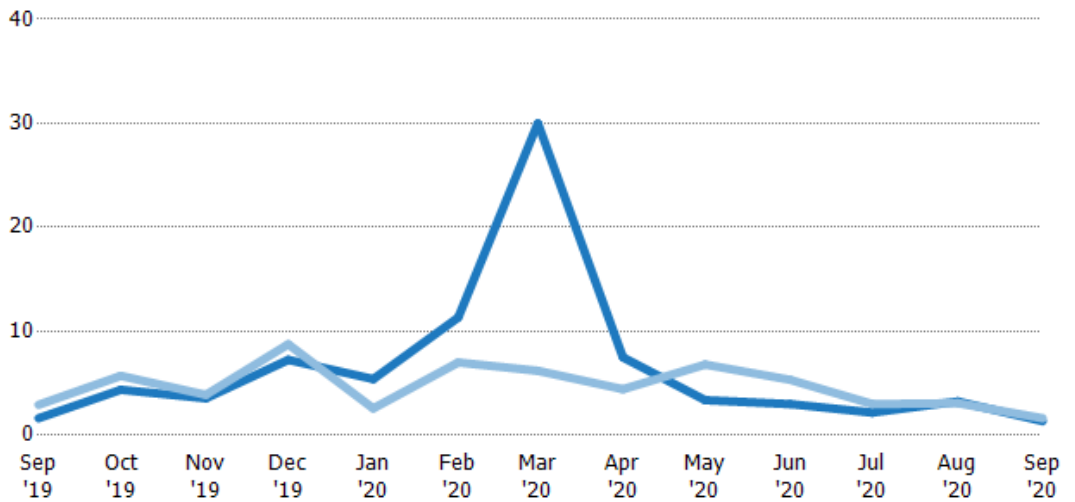
Months of Inventory

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.
Sep '20	1.36	-17.1%
Sep '19	1.64	-44.1%
Sep '18	2.93	53.7%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	1.64	4.38	3.56	7.25	5.4	11.3	30	7.5	3.38	3	2.18	3.25	1.36
Prior Year	2.93	5.71	3.89	8.75	2.58	7	6.2	4.43	6.8	5.33	3	3.09	1.64
Percent Change from Prior Year	-44%	-23%	-9%	-17%	109%	62%	384%	69%	-50%	-44%	-27%	5%	-17%

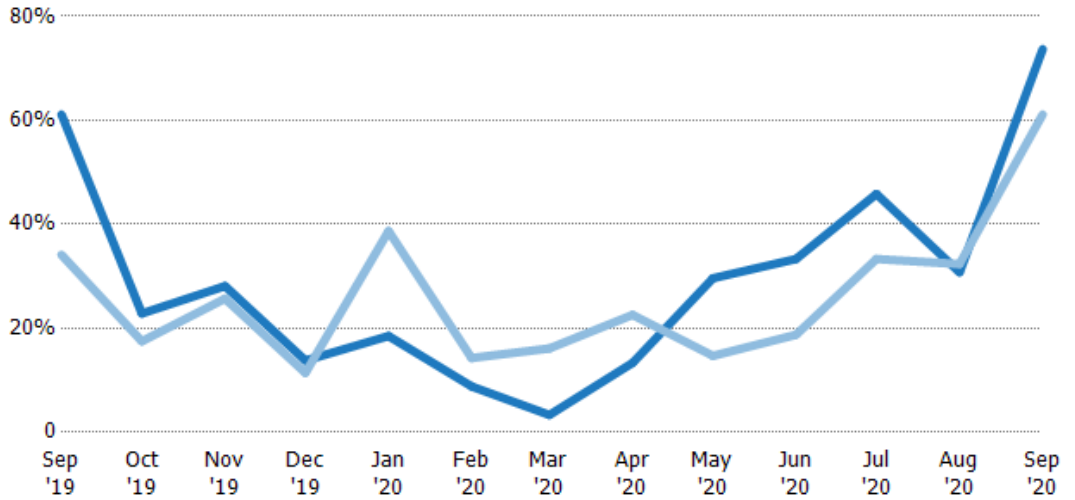
Absorption Rate

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.
Sep '20	74%	-12.6%
Sep '19	61%	-27%
Sep '18	34%	-34.9%



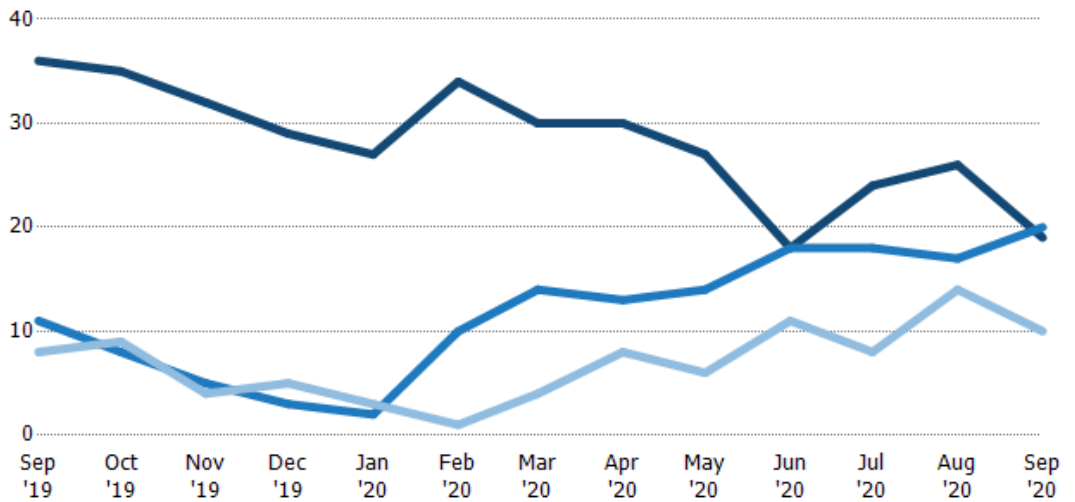
Current Year	61%	23%	28%	14%	19%	9%	3%	13%	30%	33%	46%	31%	74%
Prior Year	34%	18%	26%	11%	39%	14%	16%	23%	15%	19%	33%	32%	61%
Change from Prior Year	-27%	-5%	-2%	-2%	20%	5%	13%	9%	-15%	-15%	-13%	2%	-13%

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	36	35	32	29	27	34	30	30	27	18	24	26	19
Pending	11	8	5	3	2	10	14	13	14	18	18	17	20
Sold	8	9	4	5	3	1	4	8	6	11	8	14	10

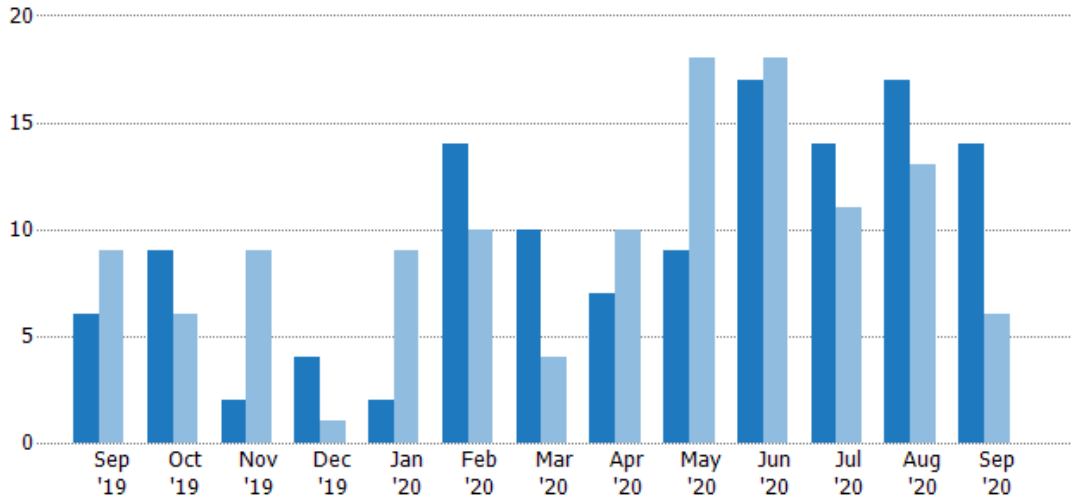
New Pending Sales

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.
Sep '20	14	133.3%
Sep '19	6	-33.3%
Sep '18	9	-22.2%



Current Year	6	9	2	4	2	14	10	7	9	17	14	17	14
Prior Year	9	6	9	1	9	10	4	10	18	18	11	13	6
Percent Change from Prior Year	-33%	50%	-78%	300%	-78%	40%	150%	-30%	-50%	-6%	27%	31%	133%

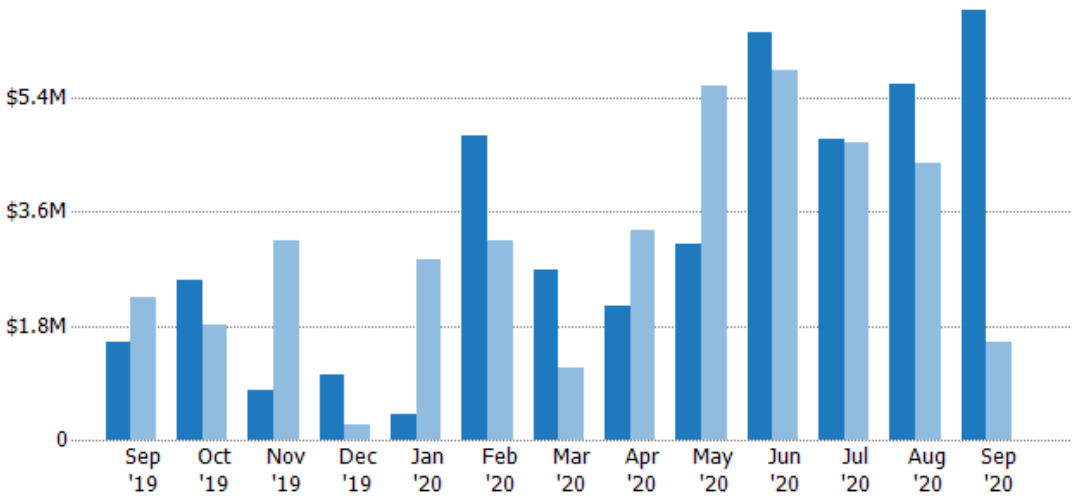
New Pending Sales Volume

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.
Sep '20	\$6.77M	340.7%
Sep '19	\$1.54M	-31.3%
Sep '18	\$2.24M	3.6%



Current Year	\$1.54M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M	\$2.12M	\$3.09M	\$6.42M	\$4.75M	\$5.61M	\$6.77M
Prior Year	\$2.24M	\$1.81M	\$3.13M	\$245K	\$2.85M	\$3.15M	\$1.14M	\$3.32M	\$5.59M	\$5.82M	\$4.68M	\$4.36M	\$1.54M
Percent Change from Prior Year	-31%	39%	-75%	318%	-85%	52%	134%	-36%	-45%	10%	1%	29%	341%

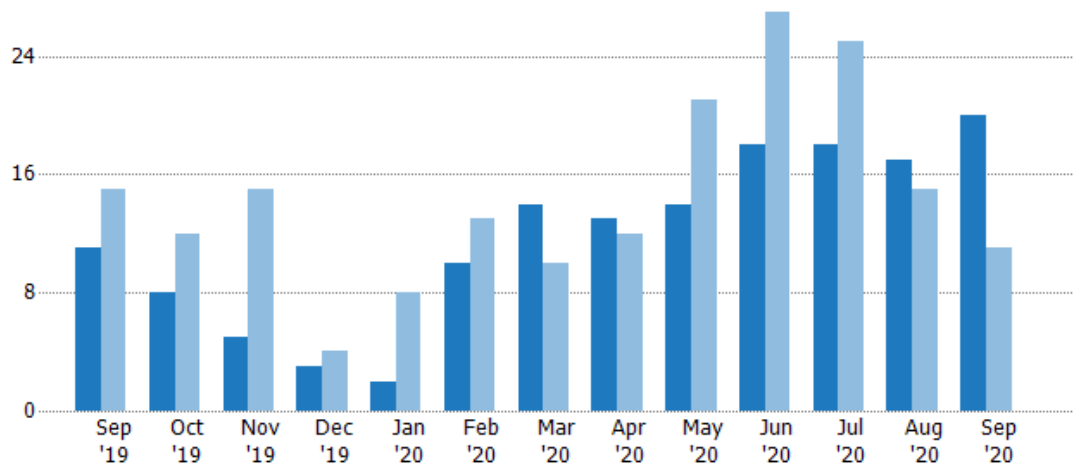
Pending Sales

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.
Sep '20	20	81.8%
Sep '19	11	-26.7%
Sep '18	15	-26.7%



Current Year	11	8	5	3	2	10	14	13	14	18	18	17	20
Prior Year	15	12	15	4	8	13	10	12	21	27	25	15	11
Percent Change from Prior Year	-27%	-33%	-67%	-25%	-75%	-23%	40%	8%	-33%	-33%	-28%	13%	82%

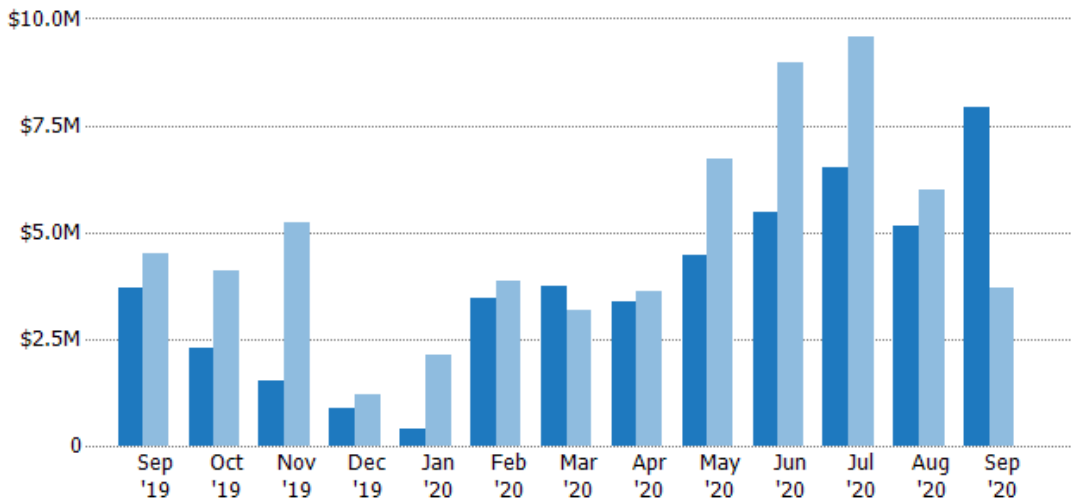
Pending Sales Volume

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.
Sep '20	\$7.92M	113.1%
Sep '19	\$3.72M	-17.2%
Sep '18	\$4.49M	-33.3%



Current Year	\$3.72M	\$2.29M	\$1.54M	\$899K	\$415K	\$3.46M	\$3.74M	\$3.36M	\$4.46M	\$5.48M	\$6.51M	\$5.14M	\$7.92M
Prior Year	\$4.49M	\$4.09M	\$5.25M	\$1.2M	\$2.12M	\$3.86M	\$3.19M	\$3.61M	\$6.74M	\$8.97M	\$9.58M	\$6M	\$3.72M
Percent Change from Prior Year	-17%	-44%	-71%	-25%	-80%	-10%	17%	-7%	-34%	-39%	-32%	-14%	113%

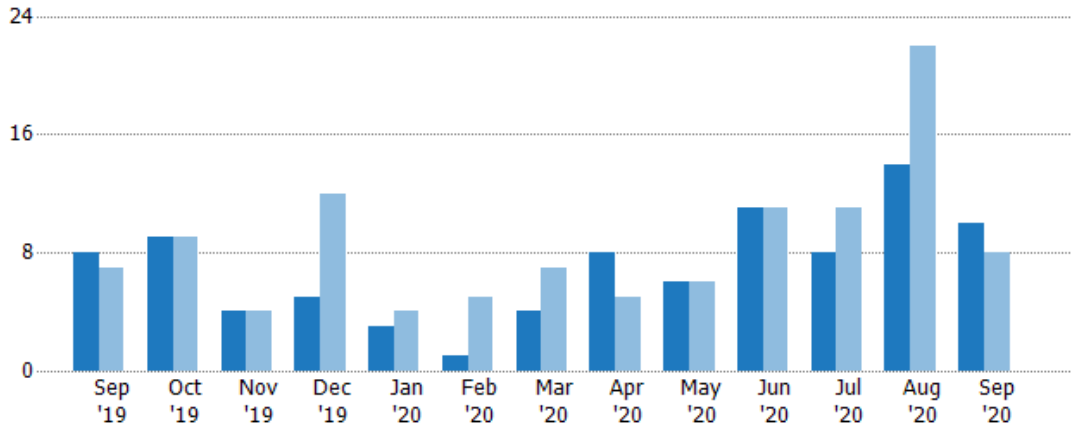
Closed Sales

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.
Sep '20	10	25%
Sep '19	8	14.3%
Sep '18	7	-14.3%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	8	9	4	5	3	1	4	8	6	11	8	14	10
Prior Year	7	9	4	12	4	5	7	5	6	11	11	22	8
Percent Change from Prior Year	14%	0%	0%	-58%	-25%	-80%	-43%	60%	0%	0%	-27%	-36%	25%

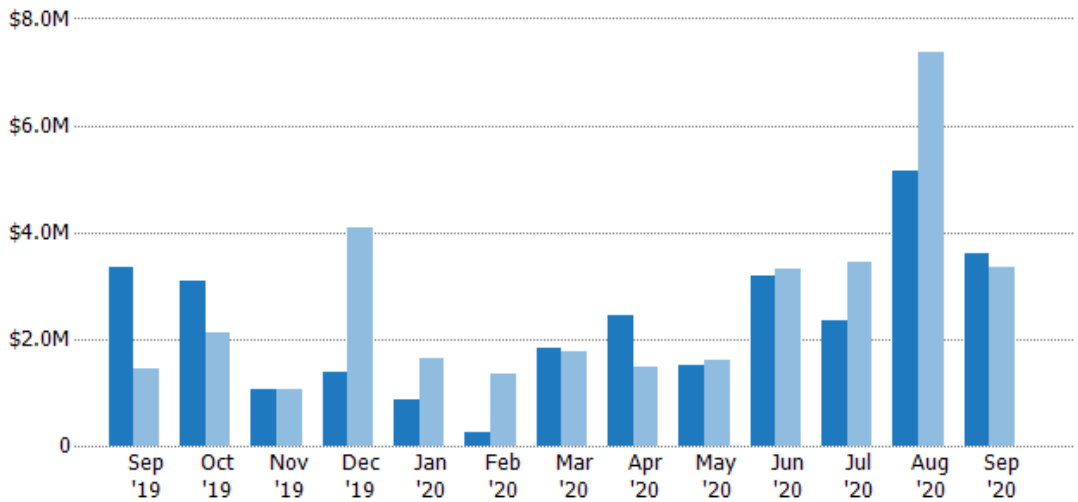
Closed Sales Volume

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.
Sep '20	\$3.59M	7.2%
Sep '19	\$3.35M	130.4%
Sep '18	\$1.45M	6.9%



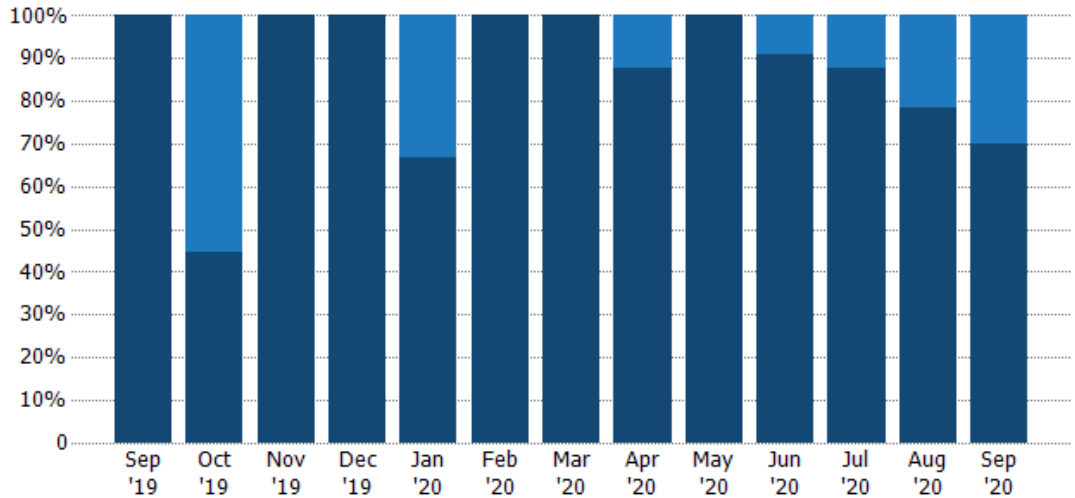
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$3.35M	\$3.1M	\$1.04M	\$1.38M	\$858K	\$240K	\$1.84M	\$2.44M	\$1.5M	\$3.2M	\$2.35M	\$5.16M	\$3.59M
Prior Year	\$1.45M	\$2.11M	\$1.05M	\$4.09M	\$1.65M	\$1.34M	\$1.76M	\$1.48M	\$1.6M	\$3.32M	\$3.44M	\$7.38M	\$3.35M
Percent Change from Prior Year	130%	47%	0%	-66%	-48%	-82%	4%	65%	-6%	-4%	-32%	-30%	7%

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



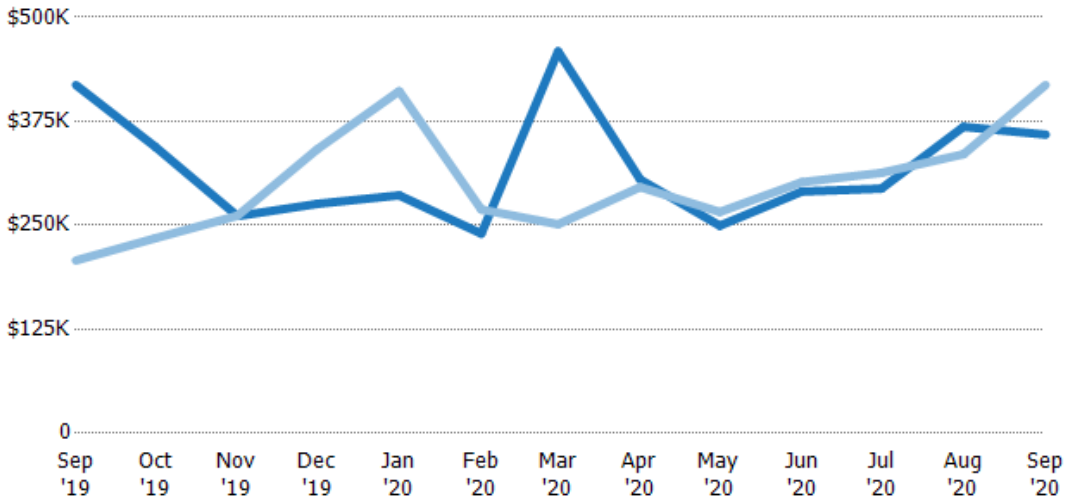
Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Condo/Townhouse	-	56%	-	-	33%	-	-	13%	-	9%	13%	21%	30%
Single Family Residence	100%	44%	100%	100%	67%	100%	100%	88%	100%	91%	88%	79%	70%

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.
Sep '20	\$359K	-14.2%
Sep '19	\$419K	101.6%
Sep '18	\$208K	24.8%

Property Type	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$419K	\$344K	\$261K	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K	\$291K	\$294K	\$368K	\$359K
Prior Year	\$208K	\$234K	\$262K	\$341K	\$411K	\$269K	\$251K	\$296K	\$266K	\$302K	\$313K	\$335K	\$419K
Percent Change from Prior Year	102%	47%	0%	-19%	-30%	-11%	83%	3%	-6%	-4%	-6%	10%	-14%

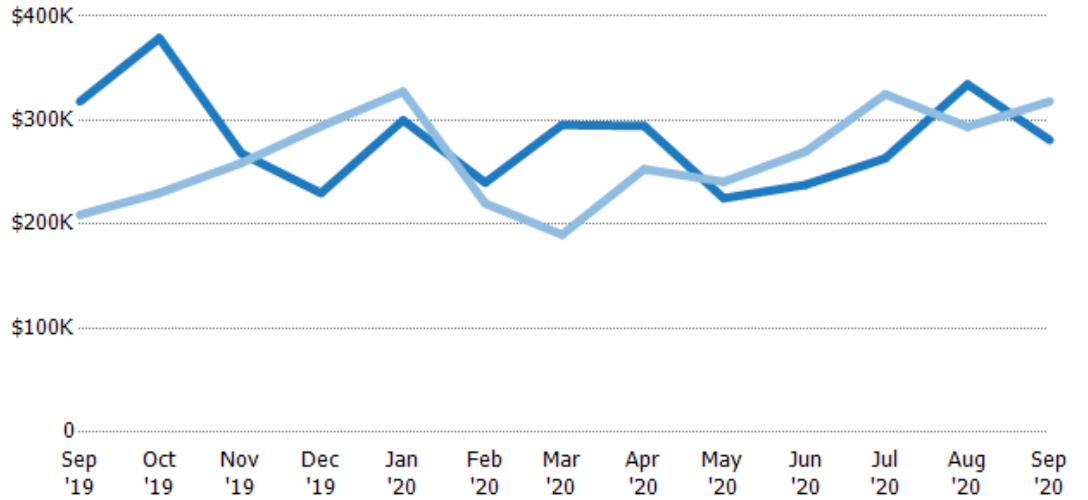
Median Sales Price

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.
Sep '20	\$281K	-11.6%
Sep '19	\$318K	52.2%
Sep '18	\$209K	16.5%



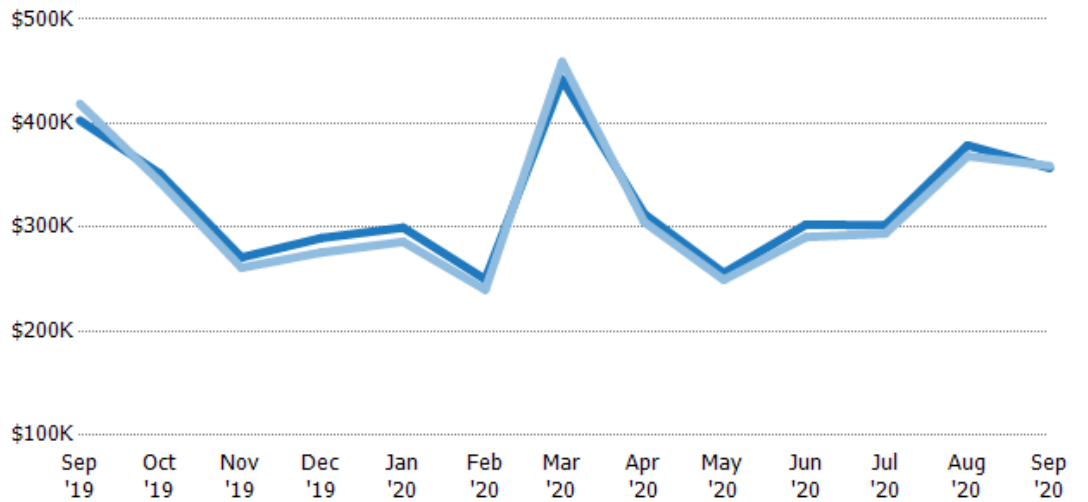
Current Year	\$318K	\$379K	\$268K	\$230K	\$300K	\$240K	\$296K	\$295K	\$225K	\$238K	\$263K	\$335K	\$281K
Prior Year	\$209K	\$230K	\$259K	\$294K	\$328K	\$220K	\$190K	\$253K	\$241K	\$270K	\$325K	\$294K	\$318K
Percent Change from Prior Year	52%	65%	3%	-22%	-8%	9%	56%	16%	-7%	-12%	-19%	14%	-12%

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



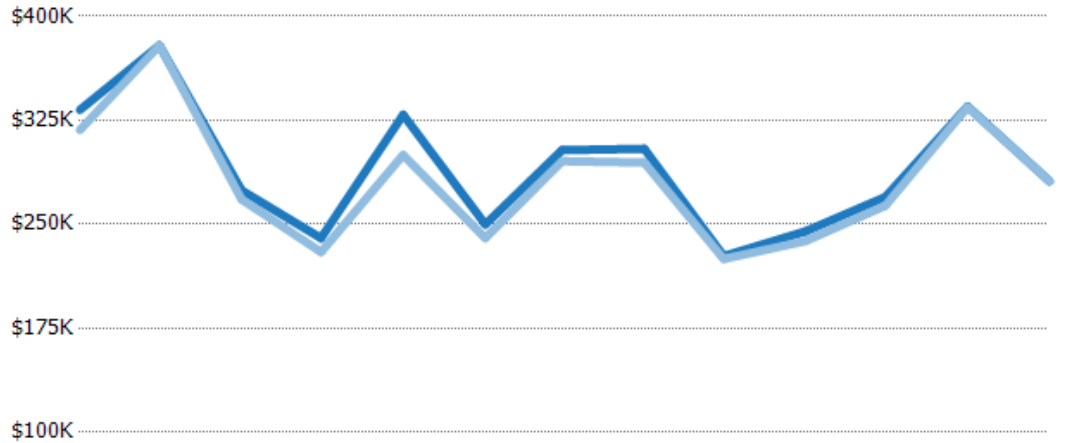
Avg List Price	\$403K	\$352K	\$271K	\$290K	\$300K	\$250K	\$442K	\$313K	\$256K	\$303K	\$302K	\$379K	\$357K
Avg Sales Price	\$419K	\$344K	\$261K	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K	\$291K	\$294K	\$368K	\$359K
Avg Sales Price as a % of Avg List Price	104%	98%	96%	95%	95%	96%	104%	97%	97%	96%	97%	97%	101%

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



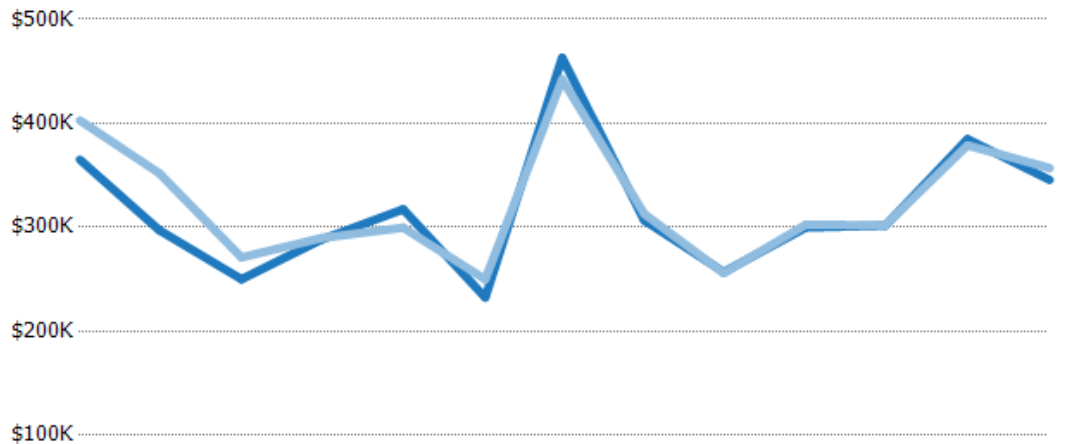
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$332K	\$379K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K	\$245K	\$270K	\$335K	\$281K
Median Sales Price	\$318K	\$379K	\$268K	\$230K	\$300K	\$240K	\$296K	\$295K	\$225K	\$238K	\$263K	\$335K	\$281K
Med Sales Price as a % of Med List Price	96%	100%	98%	96%	91%	96%	97%	97%	99%	97%	98%	100%	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



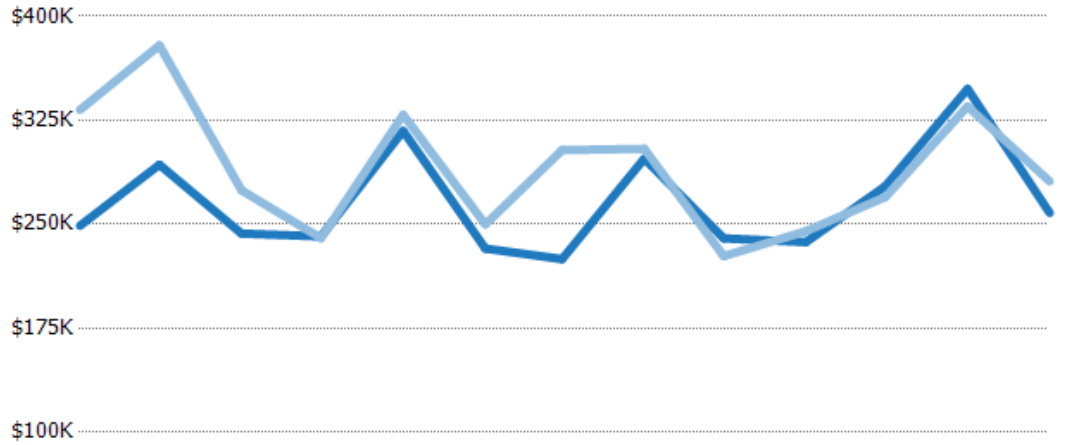
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$365K	\$297K	\$250K	\$288K	\$317K	\$233K	\$463K	\$307K	\$257K	\$300K	\$302K	\$385K	\$346K
Avg Sales Price	\$403K	\$352K	\$271K	\$290K	\$300K	\$250K	\$442K	\$313K	\$256K	\$303K	\$302K	\$379K	\$357K
Avg Sales Price as a % of Avg Est Value	110%	118%	108%	101%	94%	107%	95%	102%	100%	101%	100%	98%	103%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median Est Value	\$249K	\$293K	\$243K	\$241K	\$317K	\$233K	\$225K	\$297K	\$240K	\$237K	\$277K	\$348K	\$258K
Median Sales Price	\$332K	\$379K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K	\$245K	\$270K	\$335K	\$281K
Med Sales Price as a % of Med Est Value	134%	129%	113%	99%	104%	107%	135%	102%	95%	103%	97%	96%	109%