

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	6	+33.3%	97	106	-8.5%
New Listing Volume	\$3,153,000	\$1,922,000	+64%	\$37,505,100	\$34,268,700	+9.4%
Active Listing Count	14	36	-61.1%	N/A	N/A	
Active Listing Volume	\$7,646,400	\$13,267,600	-42.4%	N/A	N/A	
Average Listing Price	\$546,171	\$368,544	+48.2%	\$443,925	\$396,131	+12.1%
Median Listing Price	\$469,450	\$319,950	+46.7%	\$381,002	\$337,891	+12.8%
Median Days in RPR	75	88.5	-15.3%	75.53	101.89	-25.9%
Months of Inventory	1.4	4.5	-68.9%	2.9	5	-42.3%
Absorption Rate	71.43%	22.22%	+49.2%	34.65%	20%	+14.6%
Sales Activity Charts Metrics						
New Pending Sales Count	14	9	+55.6%	121	108	+12%
New Pending Sales Volume	\$5,411,200	\$2,522,800	+114.5%	\$42,885,300	\$34,977,100	+22.6%
Pending Sales Count	21	8	+162.5%	N/A	N/A	
Pending Sales Volume	\$9,209,800	\$2,291,900	+301.8%	N/A	N/A	
Closed Sales Count	13	9	+44.4%	78	88	-11.4%
Closed Sales Volume	\$3,563,500	\$3,098,500	+15%	\$24,729,440	\$28,413,100	-13%
Average Sales Price	\$274,115	\$344,278	-20.4%	\$317,044	\$322,876	-1.8%
Median Sales Price	\$300,000	\$379,000	-20.8%	\$283,931	\$288,773	-1.7%

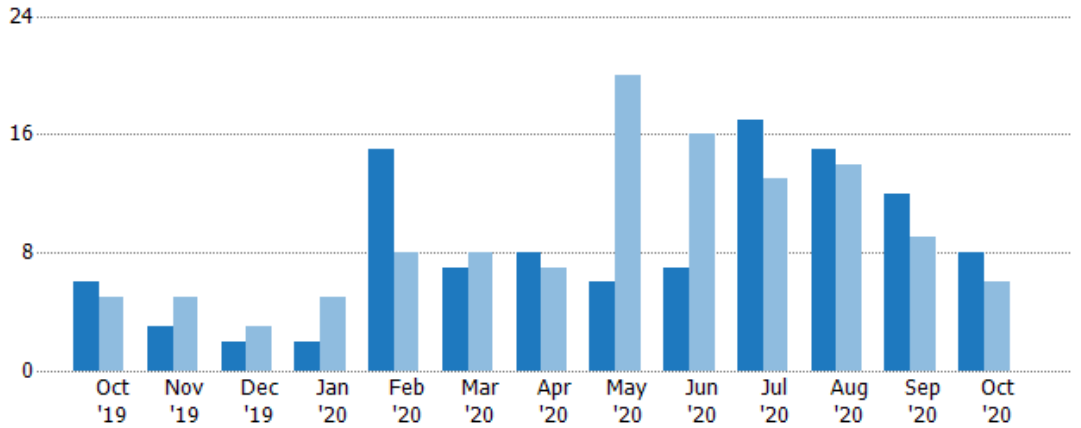
New Listings

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.
Oct '20	8	33.3%
Oct '19	6	20%
Oct '18	5	0%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	6	3	2	2	15	7	8	6	7	17	15	12	8
Prior Year	5	5	3	5	8	8	7	20	16	13	14	9	6
Percent Change from Prior Year	20%	-40%	-33%	-60%	88%	-13%	14%	-70%	-56%	31%	7%	33%	33%

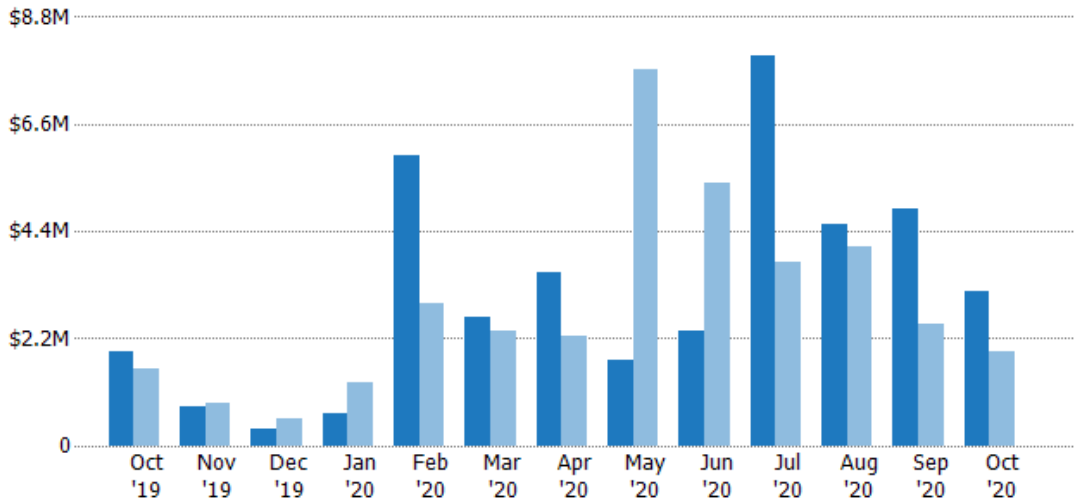
New Listing Volume

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.
Oct '20	\$3.15M	64%
Oct '19	\$1.92M	22.4%
Oct '18	\$1.57M	6.8%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$1.92M	\$823K	\$339K	\$649K	\$5.96M	\$2.64M	\$3.56M	\$1.78M	\$2.35M	\$8M	\$4.56M	\$4.86M	\$3.15M
Prior Year	\$1.57M	\$871K	\$555K	\$1.32M	\$2.91M	\$2.36M	\$2.25M	\$7.72M	\$5.4M	\$3.78M	\$4.1M	\$2.51M	\$1.92M
Percent Change from Prior Year	22%	-6%	-39%	-51%	105%	12%	58%	-77%	-56%	112%	11%	93%	64%

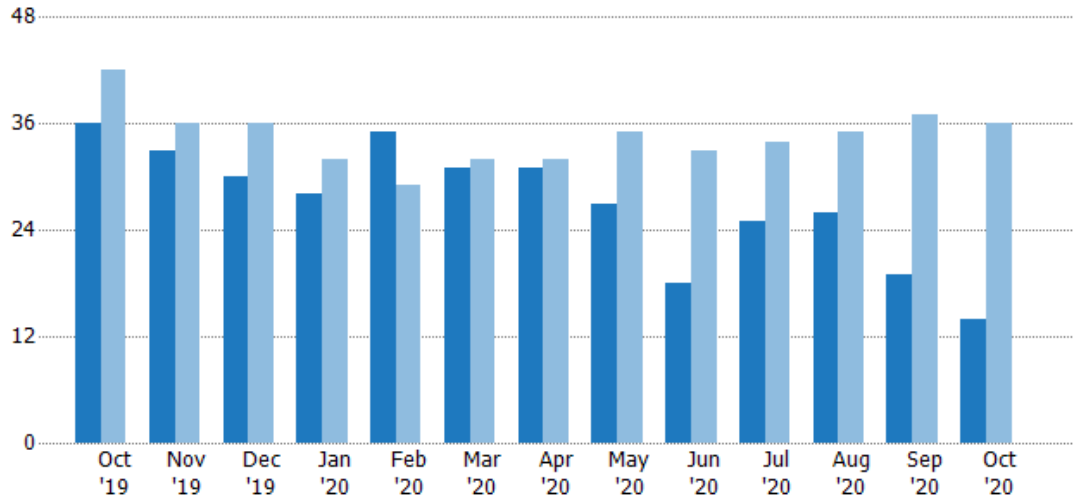
Active Listings

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.
Oct '20	14	-61.1%
Oct '19	36	-14.3%
Oct '18	42	-4.8%



Current Year	36	33	30	28	35	31	31	27	18	25	26	19	14
Prior Year	42	36	36	32	29	32	32	35	33	34	35	37	36
Percent Change from Prior Year	-14%	-8%	-17%	-13%	21%	-3%	-3%	-23%	-45%	-26%	-26%	-49%	-61%

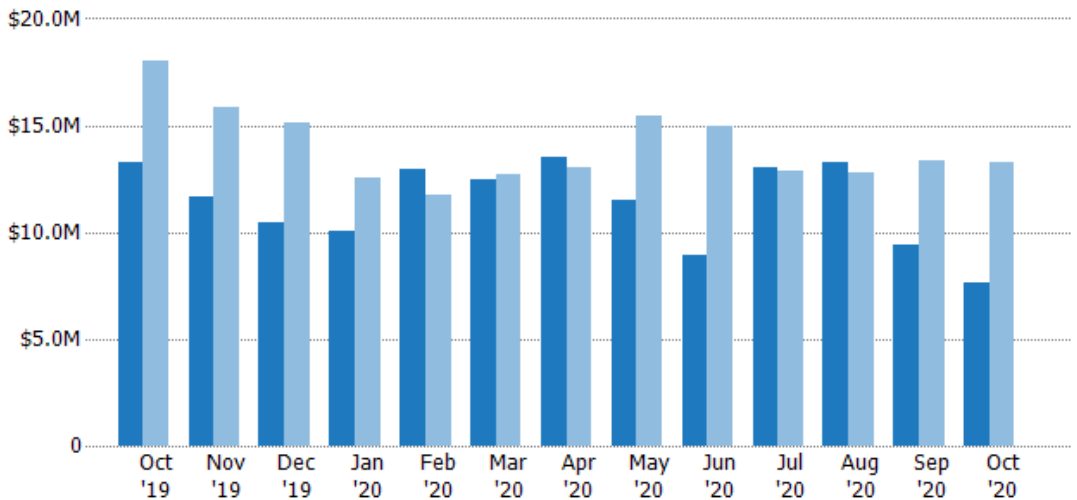
Active Listing Volume

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.
Oct '20	\$7.65M	-42.4%
Oct '19	\$13.3M	-26.5%
Oct '18	\$18.1M	-9.4%



Current Year	\$13.3M	\$11.7M	\$10.4M	\$10.1M	\$12.9M	\$12.5M	\$13.5M	\$11.5M	\$8.89M	\$13M	\$13.3M	\$9.41M	\$7.65M
Prior Year	\$18.1M	\$15.8M	\$15.1M	\$12.5M	\$11.8M	\$12.7M	\$13M	\$15.5M	\$15M	\$12.9M	\$12.8M	\$13.4M	\$13.3M
Percent Change from Prior Year	-27%	-26%	-31%	-20%	10%	-2%	4%	-26%	-41%	1%	4%	-30%	-42%

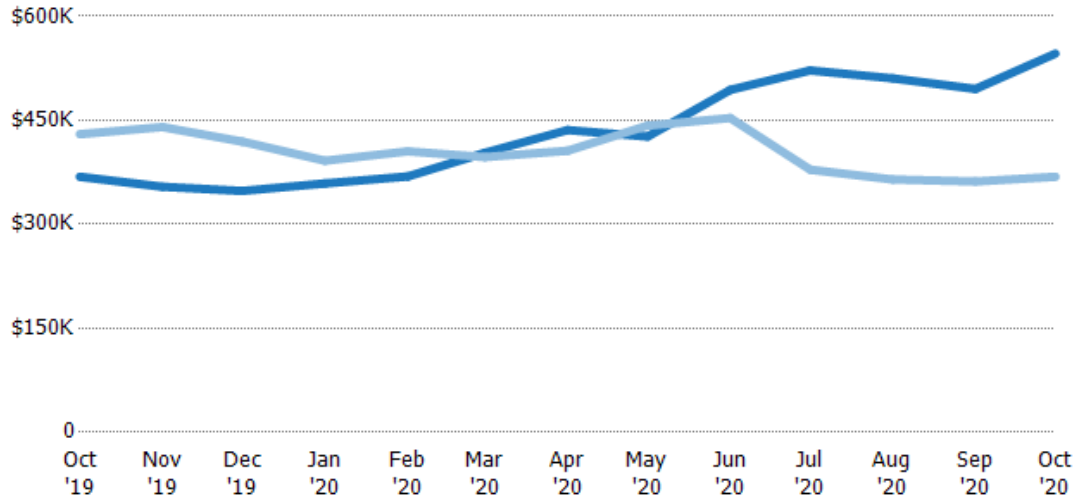
Average Listing Price

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.
Oct '20	\$546K	48.2%
Oct '19	\$369K	-14.3%
Oct '18	\$430K	-4.9%



Current Year	\$369K	\$354K	\$348K	\$359K	\$369K	\$403K	\$436K	\$427K	\$494K	\$522K	\$511K	\$495K	\$546K
Prior Year	\$430K	\$440K	\$419K	\$392K	\$405K	\$397K	\$406K	\$442K	\$453K	\$379K	\$365K	\$362K	\$369K
Percent Change from Prior Year	-14%	-20%	-17%	-8%	-9%	2%	7%	-4%	9%	38%	40%	37%	48%

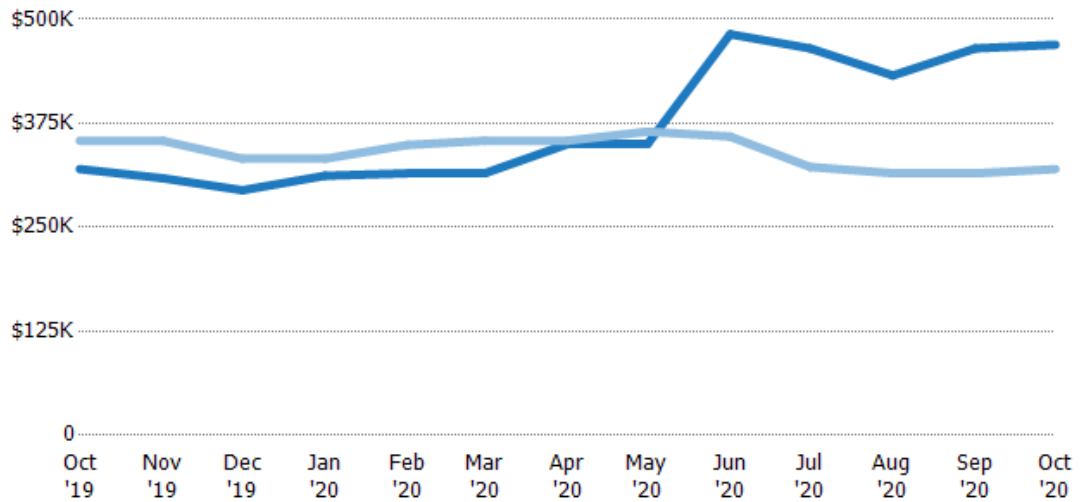
Median Listing Price

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.
Oct '20	\$469K	46.7%
Oct '19	\$320K	-9.6%
Oct '18	\$354K	-17.5%



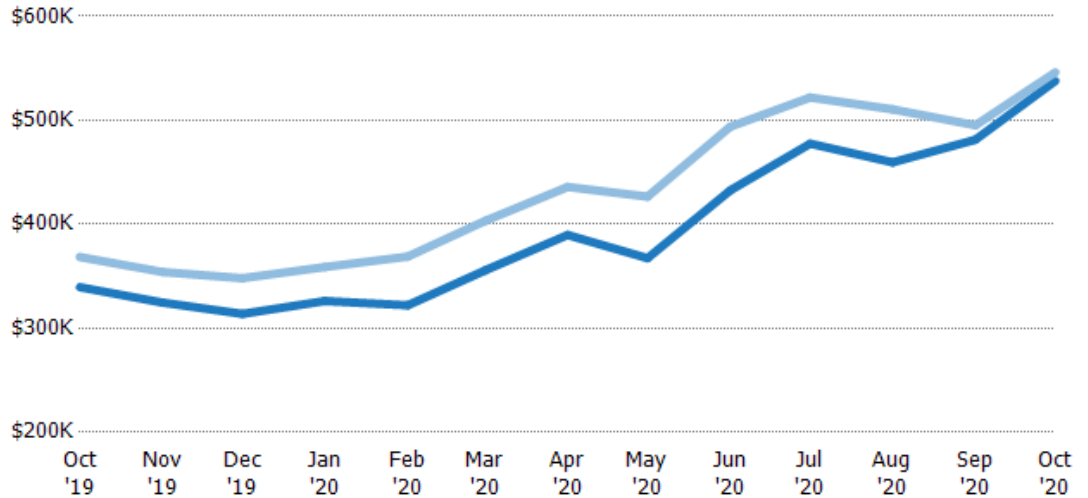
Current Year	\$320K	\$309K	\$295K	\$312K	\$315K	\$315K	\$350K	\$350K	\$482K	\$465K	\$433K	\$465K	\$469K
Prior Year	\$354K	\$354K	\$332K	\$332K	\$349K	\$354K	\$354K	\$365K	\$359K	\$322K	\$315K	\$315K	\$320K
Percent Change from Prior Year	-10%	-13%	-11%	-6%	-10%	-11%	-1%	-4%	34%	44%	37%	48%	47%

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

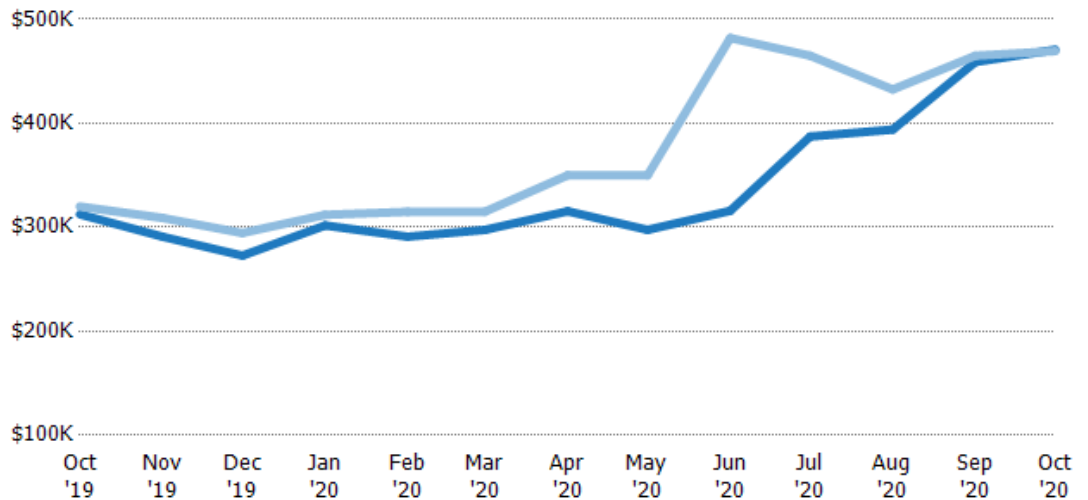


Median Listing Price vs Median Est Value

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



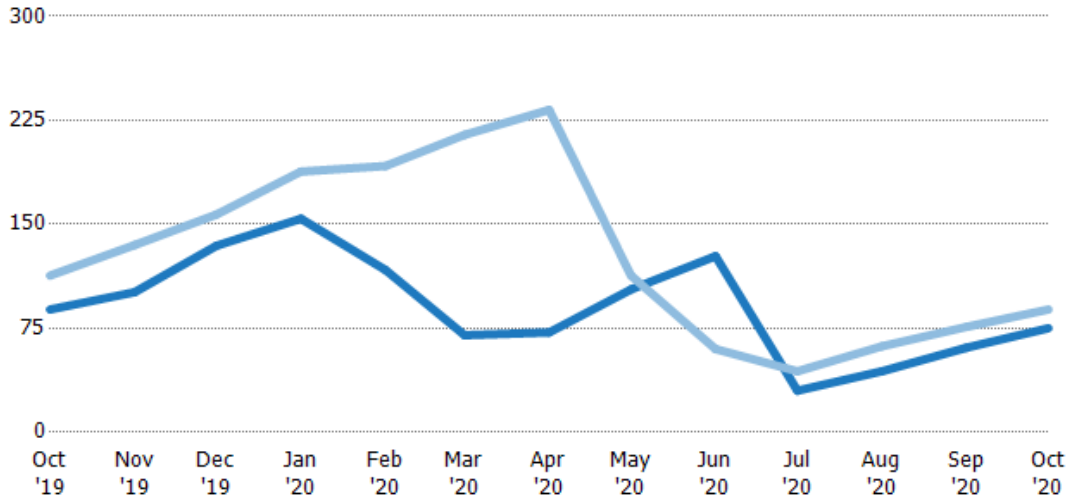
Median Days in RPR

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.
Oct '20	75	-15.3%
Oct '19	88.5	-21.7%
Oct '18	113	24.3%



Current Year	88.5	101	135	154	117	70	72	103	127	30	44	61	75
Prior Year	113	135	157	188	192	215	233	113	60	44	62	76	88.5
Percent Change from Prior Year	-22%	-25%	-14%	-18%	-39%	-67%	-69%	-9%	112%	-32%	-29%	-20%	-15%

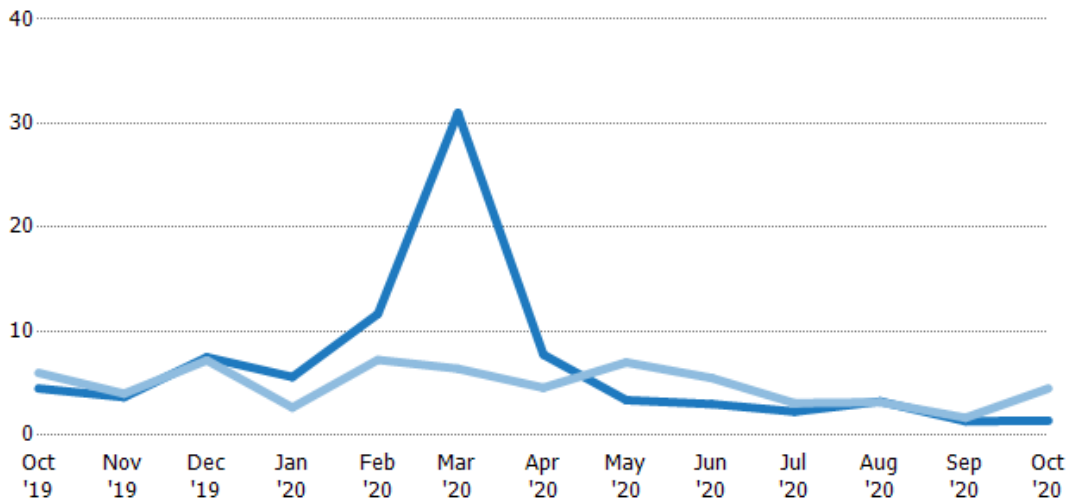
Months of Inventory

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.
Oct '20	1.4	-68.9%
Oct '19	4.5	-25%
Oct '18	6	11.1%



Current Year	4.5	3.67	7.5	5.6	11.7	31	7.75	3.38	3	2.27	3.25	1.36	1.4
Prior Year	6	4	7.2	2.67	7.25	6.4	4.57	7	5.5	3.09	3.18	1.68	4.5
Percent Change from Prior Year	-25%	-8%	4%	110%	61%	384%	70%	-52%	-45%	-26%	2%	-19%	-69%

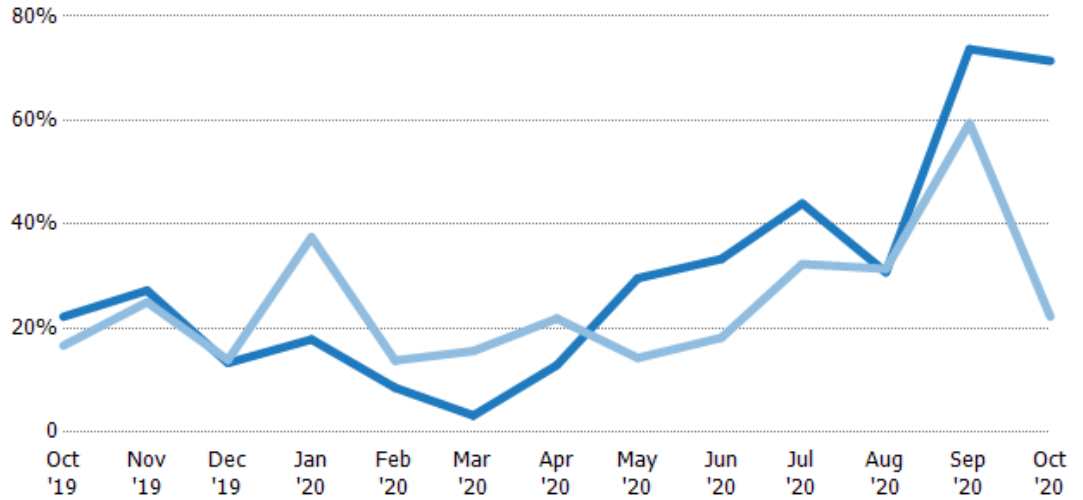
Absorption Rate

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.
Oct '20	71%	-49.2%
Oct '19	22%	-5.6%
Oct '18	17%	-10%



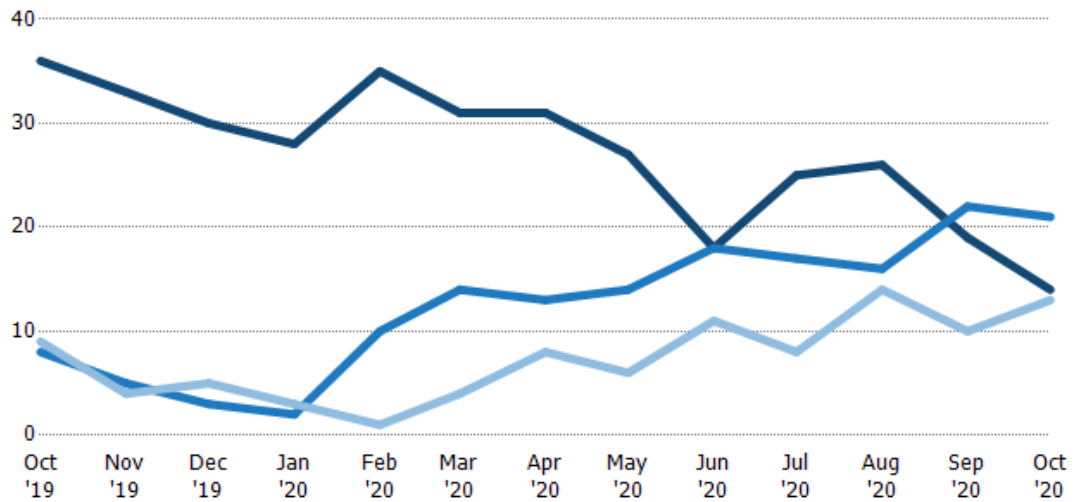
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	22%	27%	13%	18%	9%	3%	13%	30%	33%	44%	31%	74%	71%
Prior Year	17%	25%	14%	38%	14%	16%	22%	14%	18%	32%	31%	59%	22%
Change from Prior Year	-6%	-2%	1%	20%	5%	12%	9%	-15%	-15%	-12%	1%	-14%	-49%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	36	33	30	28	35	31	31	27	18	25	26	19	14
Pending	8	5	3	2	10	14	13	14	18	17	16	22	21
Sold	9	4	5	3	1	4	8	6	11	8	14	10	13

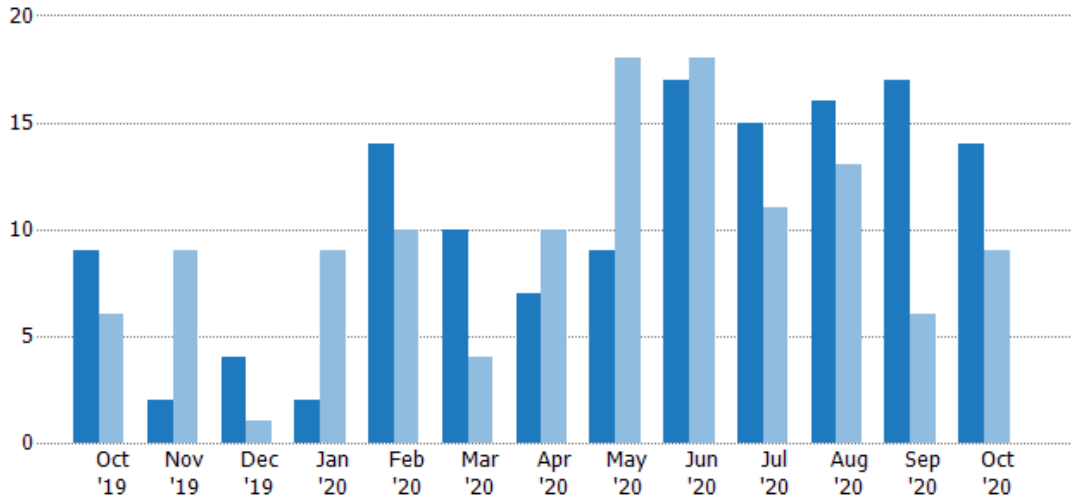
New Pending Sales

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.
Oct '20	14	55.6%
Oct '19	9	50%
Oct '18	6	66.7%



Current Year	9	2	4	2	14	10	7	9	17	15	16	17	14
Prior Year	6	9	1	9	10	4	10	18	18	11	13	6	9
Percent Change from Prior Year	50%	-78%	300%	-78%	40%	150%	-30%	-50%	-6%	36%	23%	183%	56%

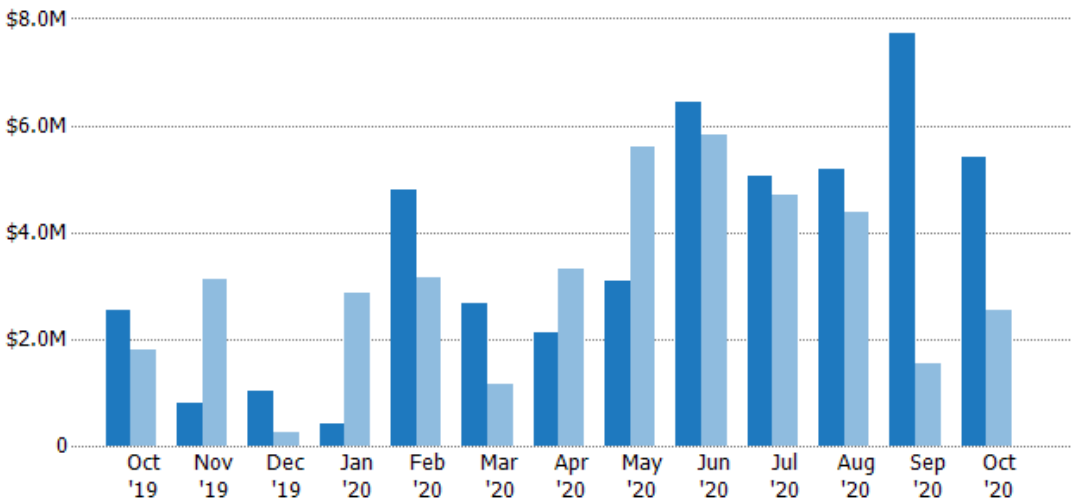
New Pending Sales Volume

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.
Oct '20	\$5.41M	114.5%
Oct '19	\$2.52M	39.2%
Oct '18	\$1.81M	70.8%



Current Year	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M	\$2.12M	\$3.09M	\$6.42M	\$5.05M	\$5.18M	\$7.73M	\$5.41M
Prior Year	\$1.81M	\$3.13M	\$245K	\$2.85M	\$3.15M	\$1.14M	\$3.32M	\$5.59M	\$5.82M	\$4.68M	\$4.36M	\$1.54M	\$2.52M
Percent Change from Prior Year	39%	-75%	318%	-85%	52%	134%	-36%	-45%	10%	8%	19%	403%	114%

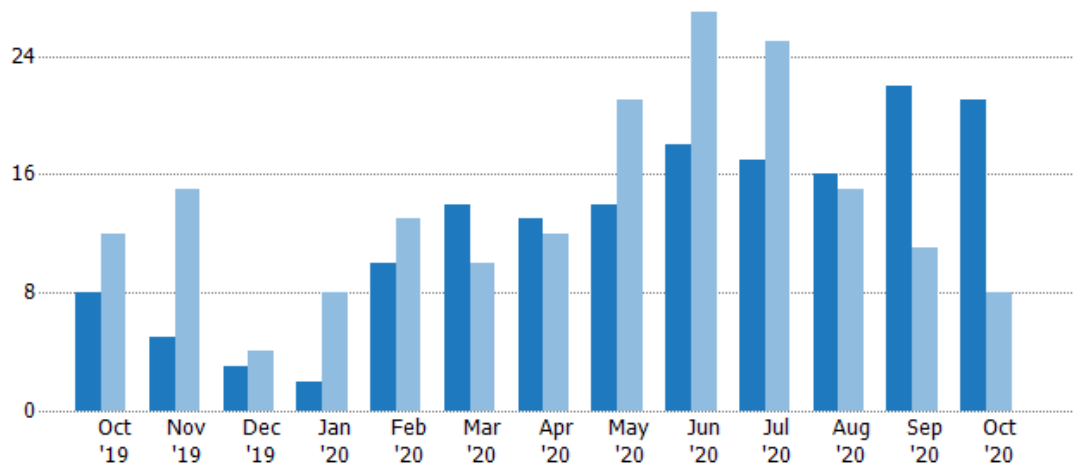
Pending Sales

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.
Oct '20	21	162.5%
Oct '19	8	-33.3%
Oct '18	12	16.7%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	8	5	3	2	10	14	13	14	18	17	16	22	21
Prior Year	12	15	4	8	13	10	12	21	27	25	15	11	8
Percent Change from Prior Year	-33%	-67%	-25%	-75%	-23%	40%	8%	-33%	-33%	-32%	7%	100%	163%

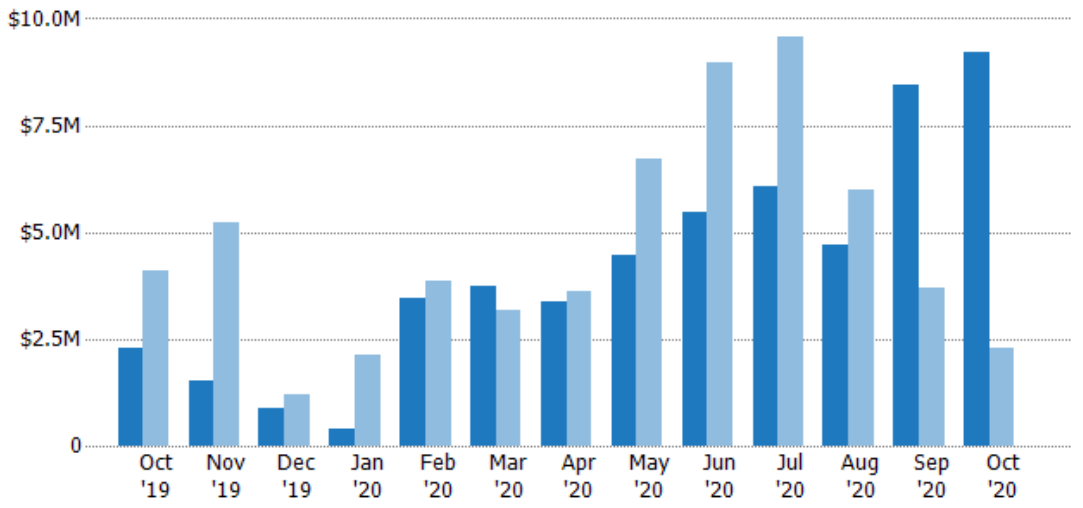
Pending Sales Volume

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.
Oct '20	\$9.21M	301.8%
Oct '19	\$2.29M	-44%
Oct '18	\$4.09M	6%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$2.29M	\$1.54M	\$899K	\$415K	\$3.46M	\$3.74M	\$3.36M	\$4.46M	\$5.48M	\$6.08M	\$4.72M	\$8.45M	\$9.21M
Prior Year	\$4.09M	\$5.25M	\$1.2M	\$2.12M	\$3.86M	\$3.19M	\$3.61M	\$6.74M	\$8.97M	\$9.58M	\$6M	\$3.72M	\$2.29M
Percent Change from Prior Year	-44%	-71%	-25%	-80%	-10%	17%	-7%	-34%	-39%	-36%	-21%	128%	302%

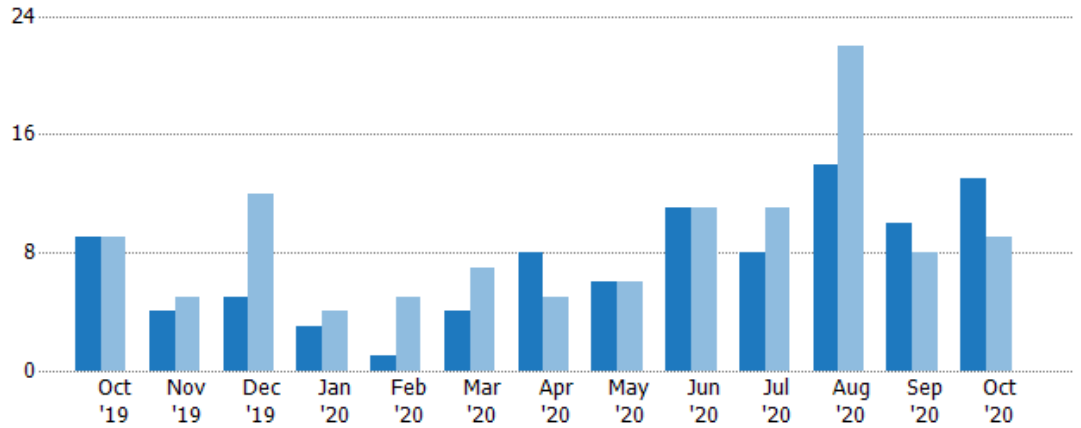
Closed Sales

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.
Oct '20	13	44.4%
Oct '19	9	0%
Oct '18	9	-22.2%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	9	4	5	3	1	4	8	6	11	8	14	10	13
Prior Year	9	5	12	4	5	7	5	6	11	11	22	8	9
Percent Change from Prior Year	0%	-20%	-58%	-25%	-80%	-43%	60%	0%	0%	-27%	-36%	25%	44%

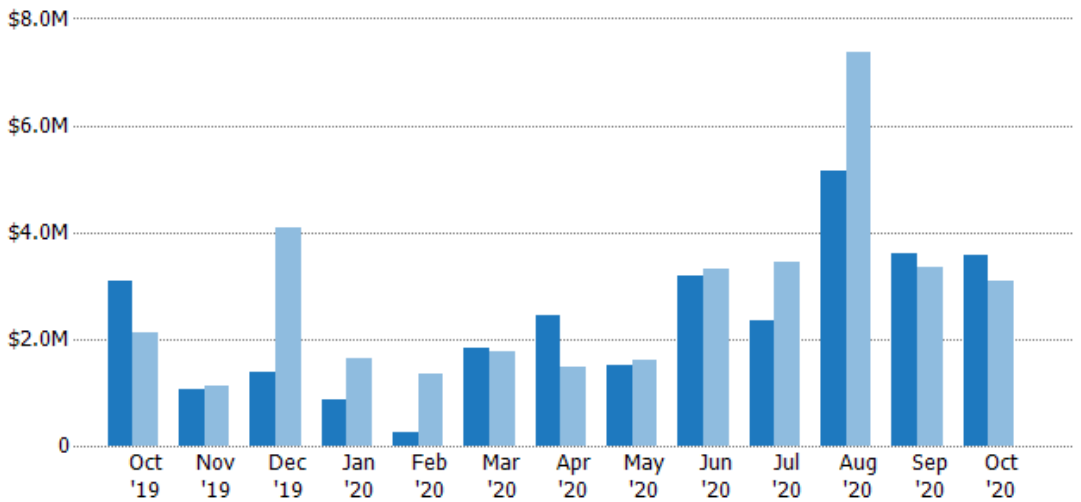
Closed Sales Volume

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.
Oct '20	\$3.56M	15%
Oct '19	\$3.1M	46.8%
Oct '18	\$2.11M	-18%



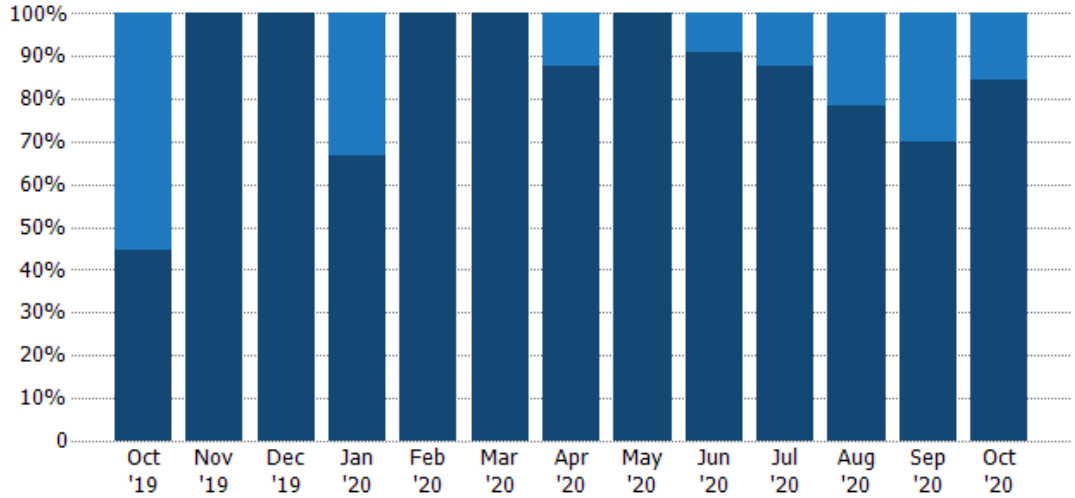
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$3.1M	\$1.04M	\$1.38M	\$858K	\$240K	\$1.84M	\$2.44M	\$1.5M	\$3.2M	\$2.35M	\$5.16M	\$3.59M	\$3.56M
Prior Year	\$2.11M	\$1.11M	\$4.09M	\$1.65M	\$1.34M	\$1.76M	\$1.48M	\$1.6M	\$3.32M	\$3.44M	\$7.38M	\$3.35M	\$3.1M
Percent Change from Prior Year	47%	-6%	-66%	-48%	-82%	4%	65%	-6%	-4%	-32%	-30%	7%	15%

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



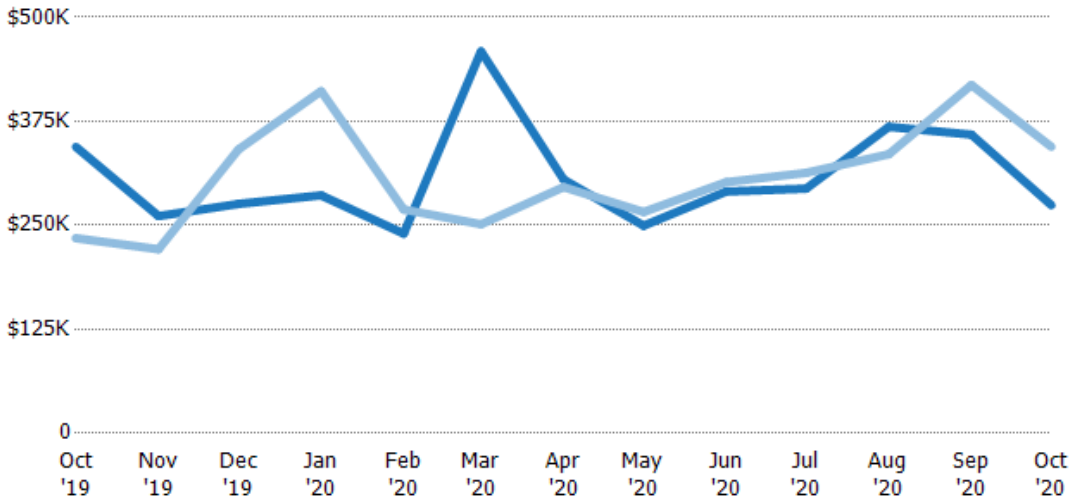
Condo/Townhouse	56%	-	-	33%	-	-	13%	-	9%	13%	21%	30%	15%
Single Family Residence	44%	100%	100%	67%	100%	100%	88%	100%	91%	88%	79%	70%	85%

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	\$344K	\$261K	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K	\$291K	\$294K	\$368K	\$359K	\$274K
Prior Year	\$234K	\$221K	\$341K	\$411K	\$269K	\$251K	\$296K	\$266K	\$302K	\$313K	\$335K	\$419K	\$344K
Percent Change from Prior Year	47%	18%	-19%	-30%	-11%	83%	3%	-6%	-4%	-6%	10%	-14%	-20%

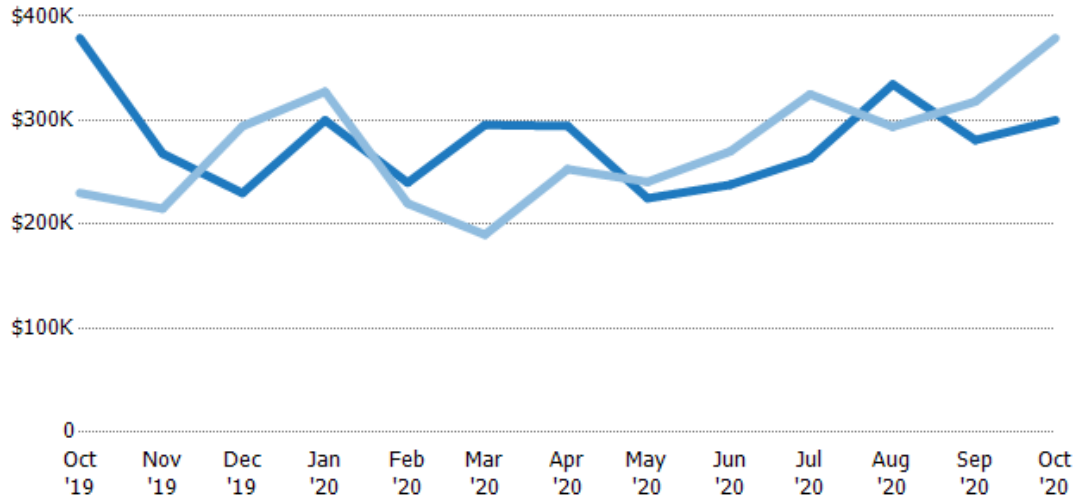
Median Sales Price

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.
Oct '20	\$300K	-20.8%
Oct '19	\$379K	64.8%
Oct '18	\$230K	-1.3%



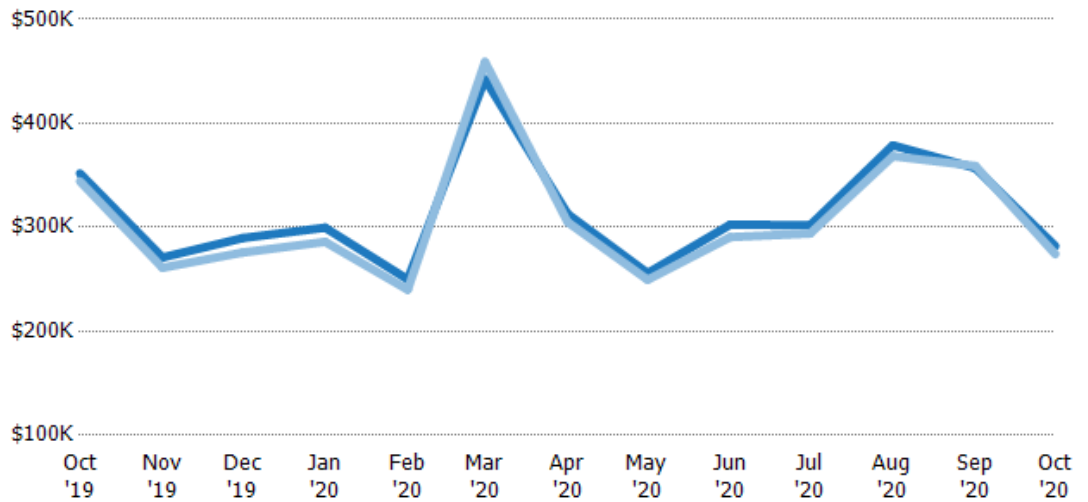
Current Year	\$379K	\$268K	\$230K	\$300K	\$240K	\$296K	\$295K	\$225K	\$238K	\$263K	\$335K	\$281K	\$300K
Prior Year	\$230K	\$215K	\$294K	\$328K	\$220K	\$190K	\$253K	\$241K	\$270K	\$325K	\$294K	\$318K	\$379K
Percent Change from Prior Year	65%	25%	-22%	-8%	9%	56%	16%	-7%	-12%	-19%	14%	-12%	-21%

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



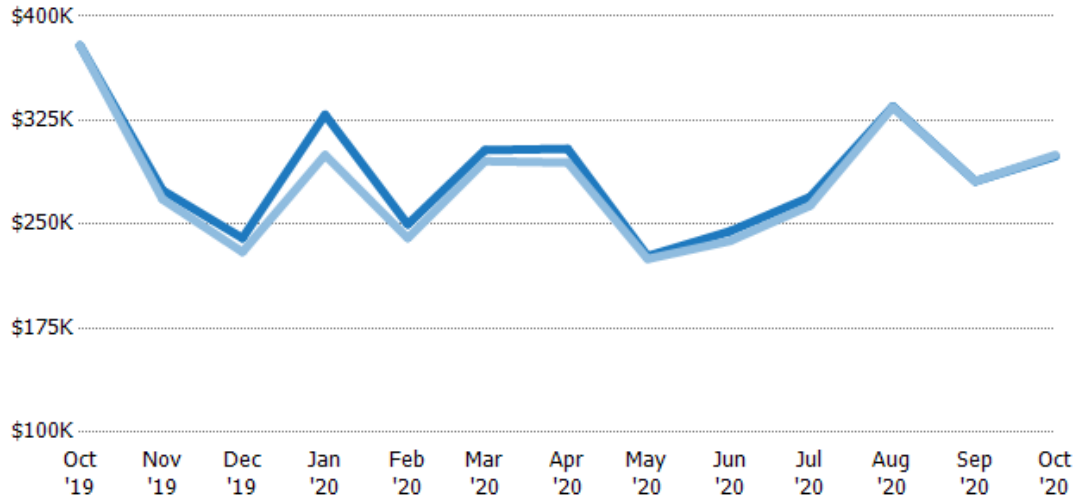
Avg List Price	\$352K	\$271K	\$290K	\$300K	\$250K	\$442K	\$313K	\$256K	\$303K	\$302K	\$379K	\$357K	\$282K
Avg Sales Price	\$344K	\$261K	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K	\$291K	\$294K	\$368K	\$359K	\$274K
Avg Sales Price as a % of Avg List Price	98%	96%	95%	95%	96%	104%	97%	97%	96%	97%	97%	101%	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

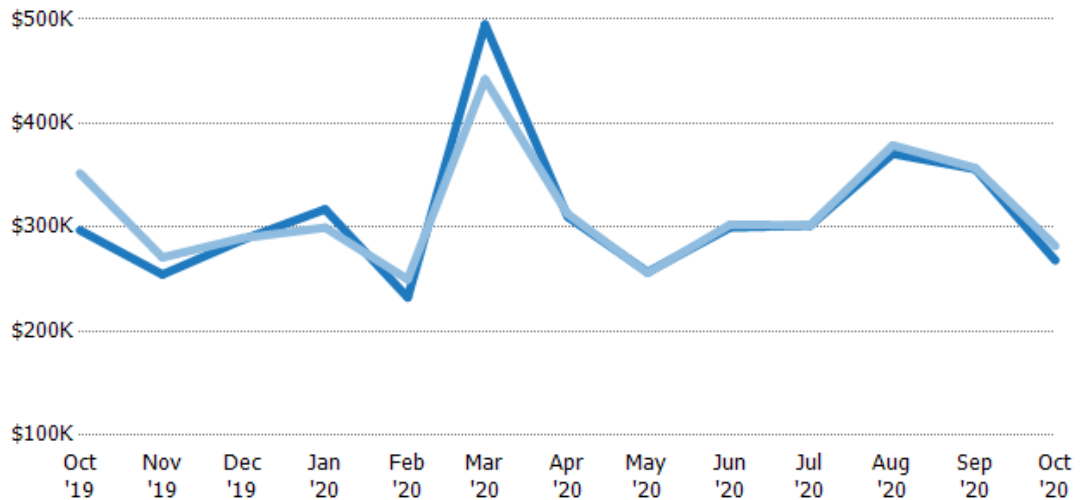


Average Sales Price vs Average Est Value

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

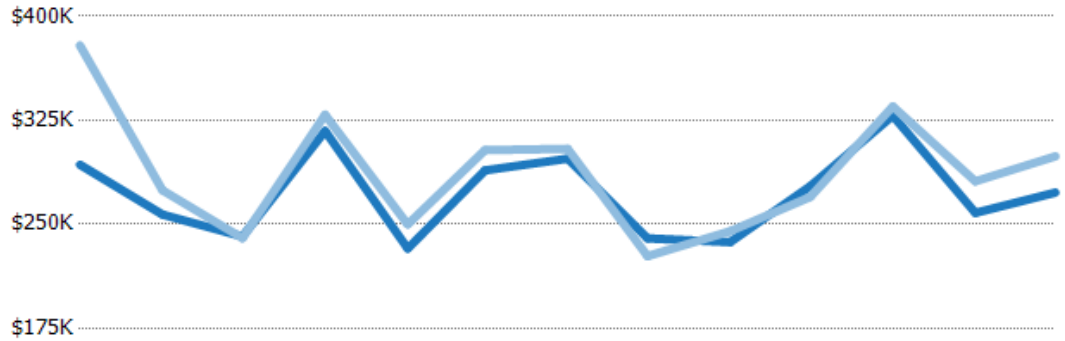


Median Sales Price vs Median Est Value

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$293K	\$257K	\$241K	\$317K	\$233K	\$289K	\$297K	\$240K	\$237K	\$277K	\$328K	\$258K	\$273K
Median Sales Price	\$379K	\$275K	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K	\$245K	\$270K	\$335K	\$281K	\$299K
Med Sales Price as a % of Med Est Value	129%	107%	99%	104%	107%	105%	102%	95%	103%	97%	102%	109%	110%