

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	2	+250%	114	117	-2.6%
New Listing Volume	\$2,136,000	\$338,900	+530.3%	\$43,860,100	\$38,587,200	+13.7%
Active Listing Count	15	33	-54.5%	N/A	N/A	
Active Listing Volume	\$6,640,000	\$12,633,800	-47.4%	N/A	N/A	
Average Listing Price	\$442,667	\$382,842	+15.6%	\$459,089	\$435,890	+5.3%
Median Listing Price	\$425,000	\$314,900	+35%	\$398,350	\$349,178	+14.1%
Median Days in RPR	85	132	-35.6%	79.49	115.66	-31.3%
Months of Inventory	1.9	6.6	-71.6%	3.1	5	-38.5%
Absorption Rate	53.33%	15.15%	+38.2%	32.29%	19.87%	+12.4%
Sales Activity Charts Metrics						
New Pending Sales Count	8	4	+100%	135	121	+11.6%
New Pending Sales Volume	\$3,410,500	\$1,022,900	+233.4%	\$48,391,800	\$40,267,800	+20.2%
Pending Sales Count	13	3	+333.3%	N/A	N/A	
Pending Sales Volume	\$4,701,400	\$898,900	+423%	N/A	N/A	
Closed Sales Count	13	5	+160%	99	103	-3.9%
Closed Sales Volume	\$5,385,000	\$1,378,500	+290.6%	\$34,196,440	\$33,865,500	+1%
Average Sales Price	\$414,231	\$275,700	+50.2%	\$345,419	\$328,791	+5.1%
Median Sales Price	\$309,000	\$230,000	+34.3%	\$296,966	\$294,267	+0.9%

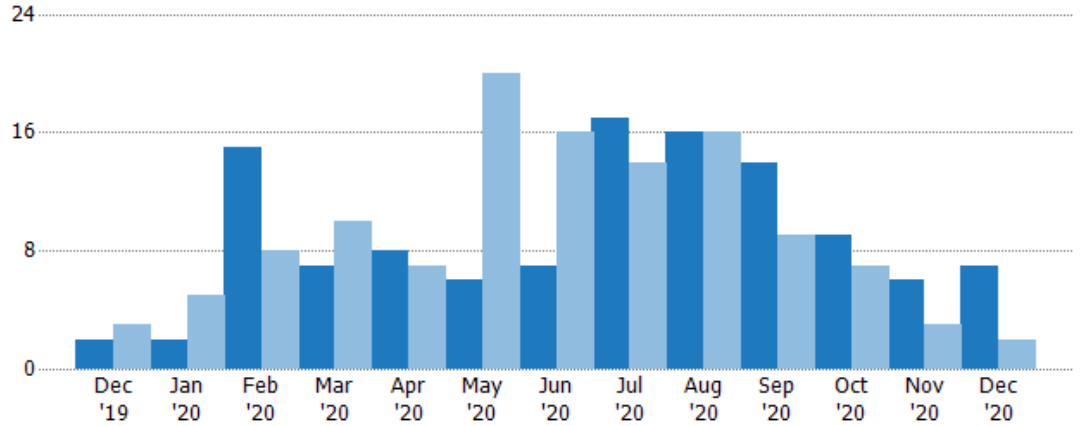
New Listings

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.
Dec '20	7	250%
Dec '19	2	-33.3%
Dec '18	3	



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	2	2	15	7	8	6	7	17	16	14	9	6	7
Prior Year	3	5	8	10	7	20	16	14	16	9	7	3	2
Percent Change from Prior Year	-33%	-60%	88%	-30%	14%	-70%	-56%	21%	0%	56%	29%	100%	250%

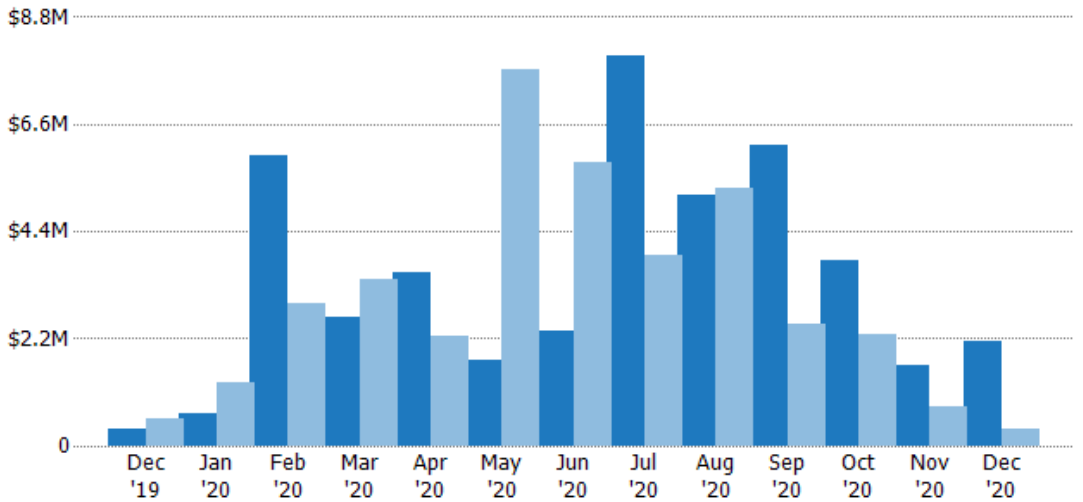
New Listing Volume

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.
Dec '20	\$2.14M	530.3%
Dec '19	\$339K	-38.9%
Dec '18	\$555K	



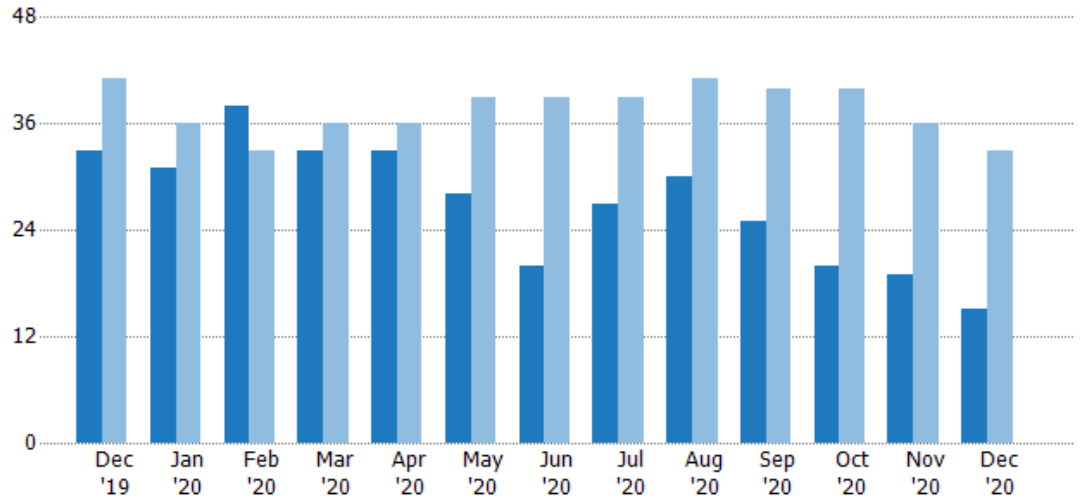
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$339K	\$649K	\$5.96M	\$2.64M	\$3.56M	\$1.78M	\$2.35M	\$8M	\$5.14M	\$6.16M	\$3.82M	\$1.67M	\$2.14M
Prior Year	\$555K	\$1.32M	\$2.91M	\$3.42M	\$2.25M	\$7.72M	\$5.82M	\$3.91M	\$5.3M	\$2.51M	\$2.27M	\$823K	\$339K
Percent Change from Prior Year	-39%	-51%	105%	-23%	58%	-77%	-60%	104%	-3%	145%	68%	103%	530%

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.
Dec '20	15	-54.5%
Dec '19	33	-19.5%
Dec '18	41	-24.4%

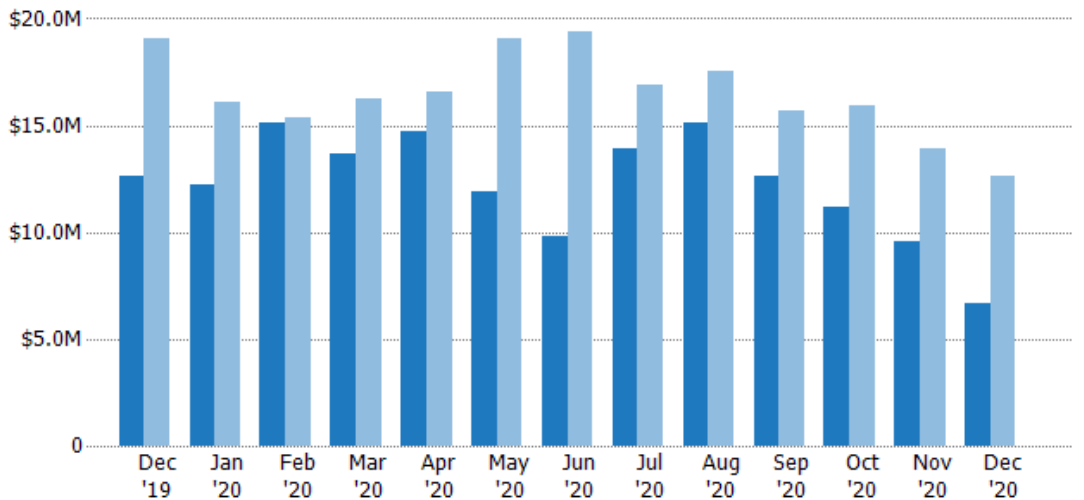
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	33	31	38	33	33	28	20	27	30	25	20	19	15
Prior Year	41	36	33	36	36	39	39	39	41	40	40	36	33
Percent Change from Prior Year	-20%	-14%	15%	-8%	-8%	-28%	-49%	-31%	-27%	-38%	-50%	-47%	-55%

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.
Dec '20	\$6.64M	-47.4%
Dec '19	\$12.6M	-33.8%
Dec '18	\$19.1M	-33.3%

	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$12.6M	\$12.2M	\$15.1M	\$13.7M	\$14.7M	\$11.9M	\$9.79M	\$13.9M	\$15.1M	\$12.6M	\$11.1M	\$9.57M	\$6.64M
Prior Year	\$19.1M	\$16.1M	\$15.3M	\$16.3M	\$16.6M	\$19.1M	\$19.4M	\$16.9M	\$17.5M	\$15.7M	\$15.9M	\$13.9M	\$12.6M
Percent Change from Prior Year	-34%	-24%	-2%	-16%	-11%	-38%	-49%	-18%	-13%	-20%	-30%	-31%	-47%

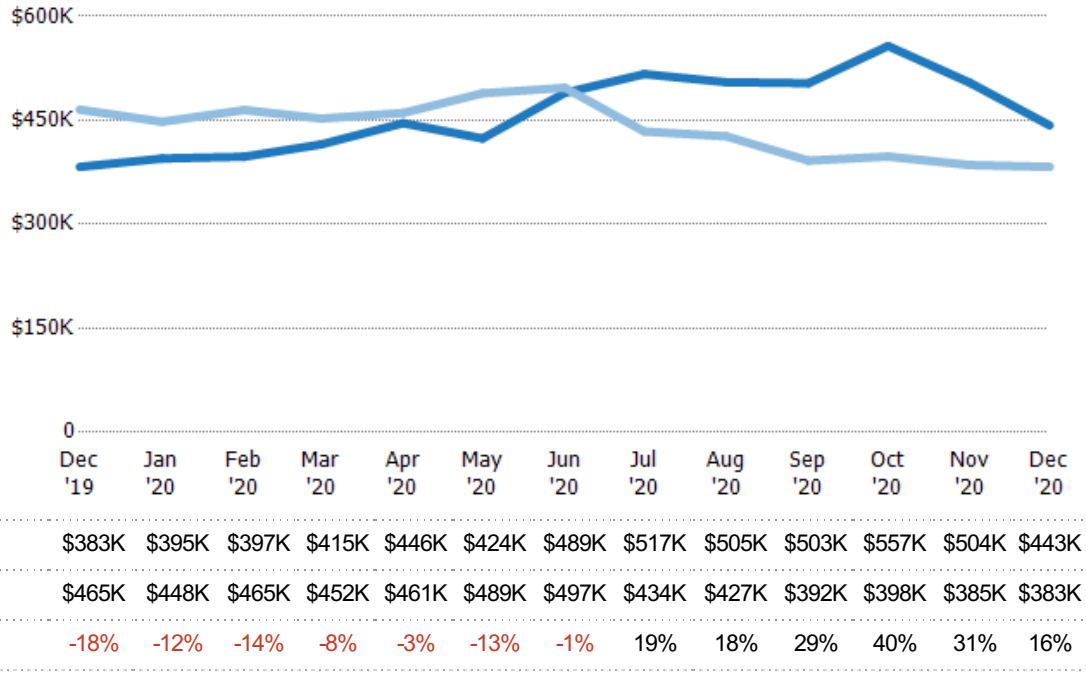
Average Listing Price

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.
Dec '20	\$443K	15.6%
Dec '19	\$383K	-17.7%
Dec '18	\$465K	-11.8%



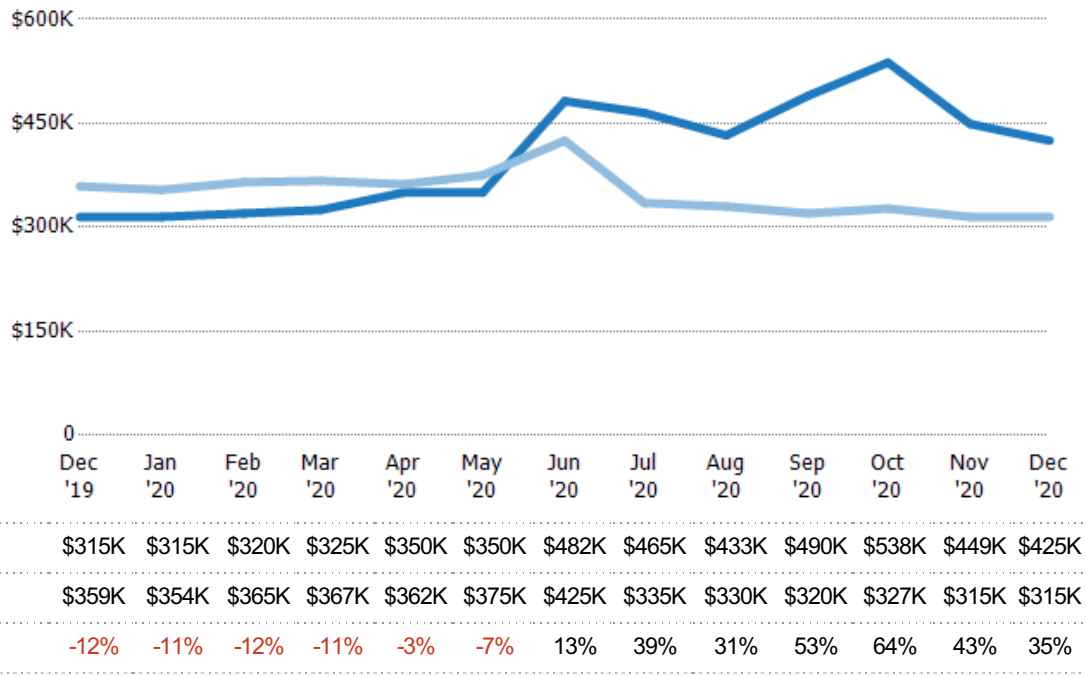
Median Listing Price

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.
Dec '20	\$425K	35%
Dec '19	\$315K	-12.3%
Dec '18	\$359K	-26.2%

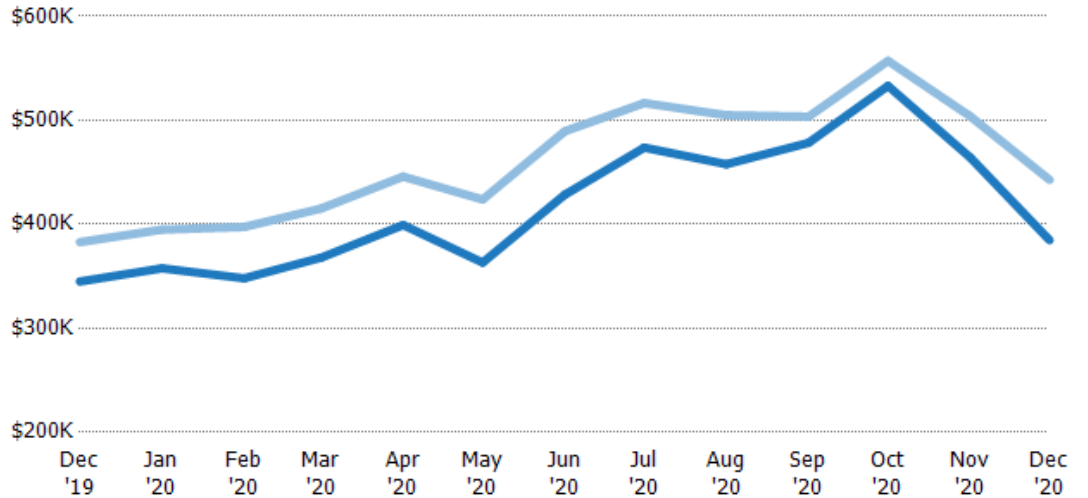


Average Listing Price vs Average Est Value

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



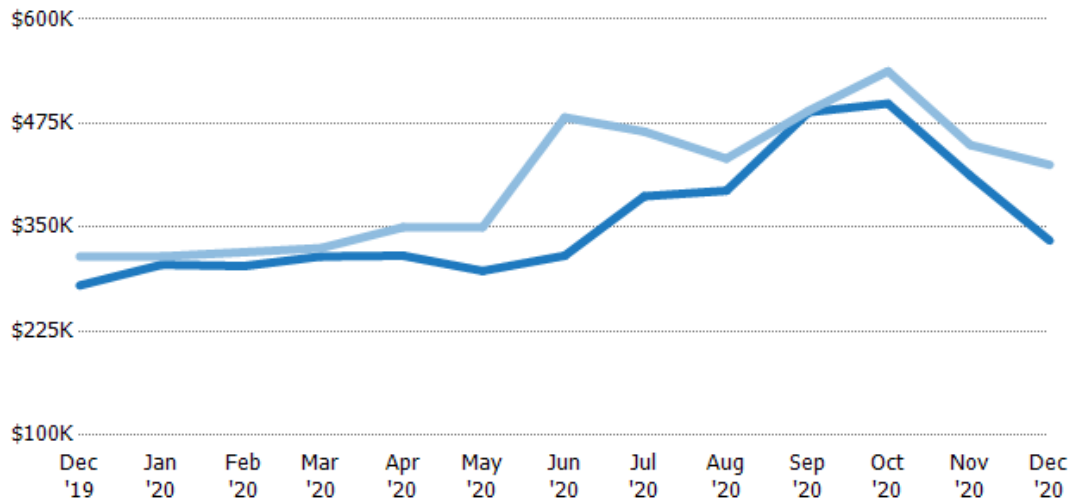
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$345K	\$358K	\$348K	\$368K	\$399K	\$363K	\$428K	\$474K	\$458K	\$478K	\$533K	\$464K	\$385K
Avg Listing Price	\$383K	\$395K	\$397K	\$415K	\$446K	\$424K	\$489K	\$517K	\$505K	\$503K	\$557K	\$504K	\$443K
Avg Listing Price as a % of Avg Est Value	111%	110%	114%	113%	112%	117%	114%	109%	110%	105%	105%	109%	115%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$280K	\$305K	\$303K	\$315K	\$316K	\$298K	\$316K	\$387K	\$394K	\$488K	\$499K	\$412K	\$334K
Median Listing Price	\$315K	\$315K	\$320K	\$325K	\$350K	\$350K	\$482K	\$465K	\$433K	\$490K	\$538K	\$449K	\$425K
Med Listing Price as a % of Med Est Value	112%	103%	105%	103%	111%	118%	153%	120%	110%	100%	108%	109%	127%

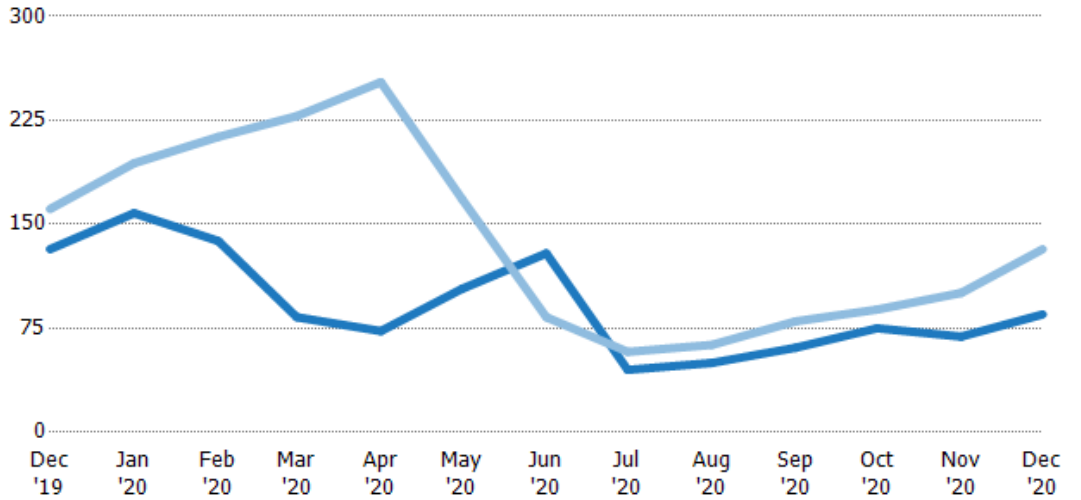
Median Days in RPR

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.
Dec '20	85	-35.6%
Dec '19	132	-18%
Dec '18	161	24.2%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	132	158	138	83	73	104	129	45	50	61	75	69	85
Prior Year	161	194	213	228	253	168	83	58	63	80	88.5	101	132
Percent Change from Prior Year	-18%	-19%	-35%	-64%	-71%	-38%	55%	-22%	-21%	-24%	-15%	-31%	-36%

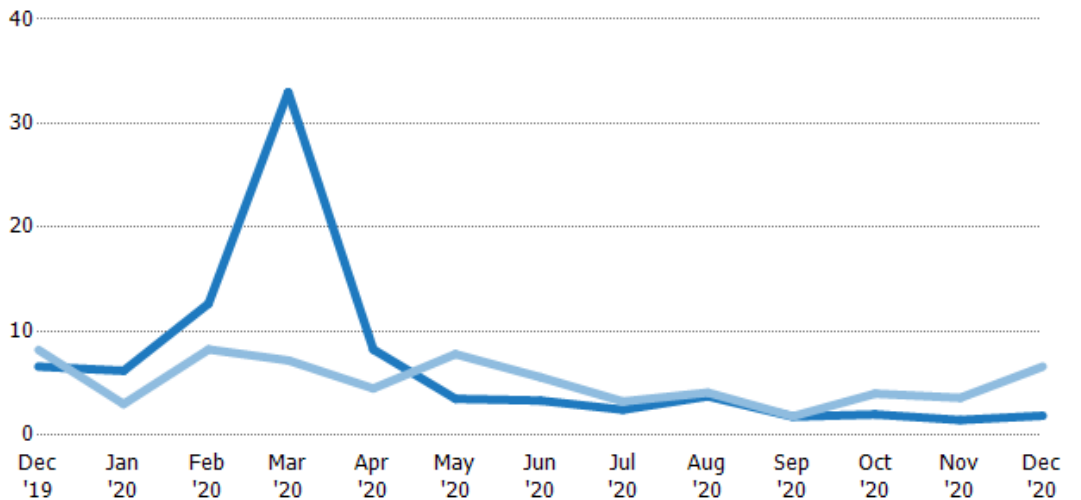
Months of Inventory

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.
Dec '20	1.88	-71.6%
Dec '19	6.6	-19.5%
Dec '18	8.2	-58%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	6.6	6.2	12.7	33	8.25	3.5	3.33	2.45	3.75	1.79	2	1.46	1.88
Prior Year	8.2	3	8.25	7.2	4.5	7.8	5.57	3.25	4.1	1.82	4	3.6	6.6
Percent Change from Prior Year	-20%	107%	54%	358%	83%	-55%	-40%	-24%	-9%	-2%	-50%	-59%	-72%

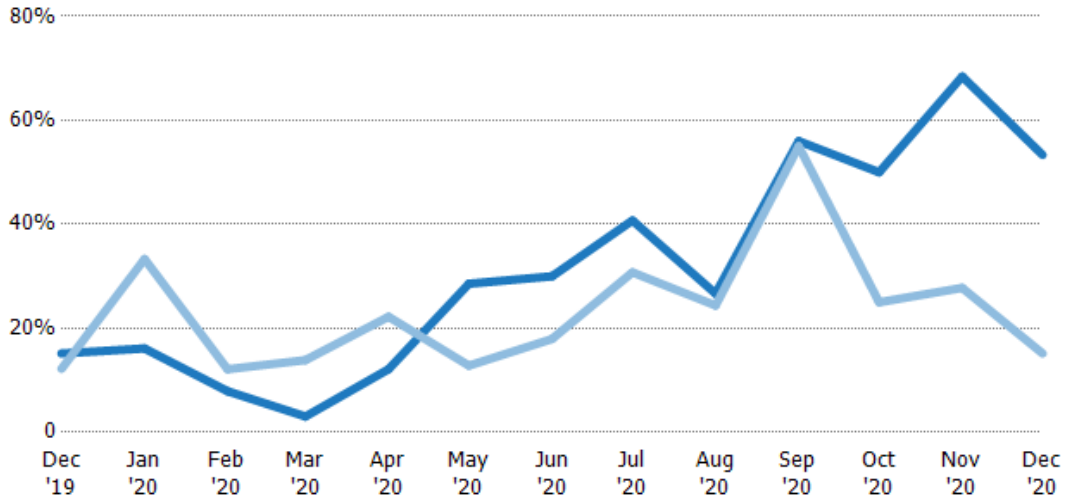
Absorption Rate

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.
Dec '20	53%	-38.2%
Dec '19	15%	-3%
Dec '18	12%	138.1%



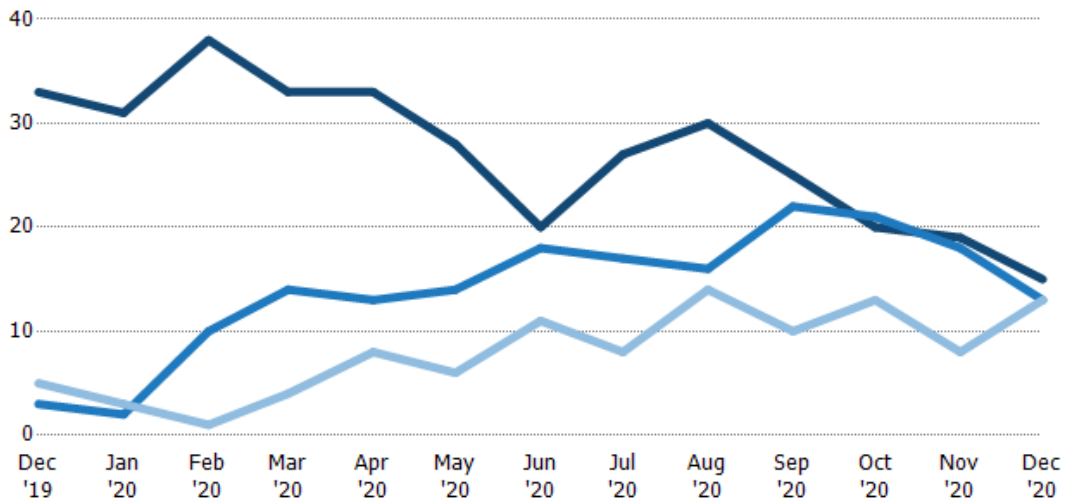
Current Year	15%	16%	8%	3%	12%	29%	30%	41%	27%	56%	50%	68%	53%
Prior Year	12%	33%	12%	14%	22%	13%	18%	31%	24%	55%	25%	28%	15%
Change from Prior Year	-3%	17%	4%	11%	10%	-16%	-12%	-10%	-2%	-1%	-25%	-41%	-38%

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	33	31	38	33	33	28	20	27	30	25	20	19	15
Pending	3	2	10	14	13	14	18	17	16	22	21	18	13
Sold	5	3	1	4	8	6	11	8	14	10	13	8	13

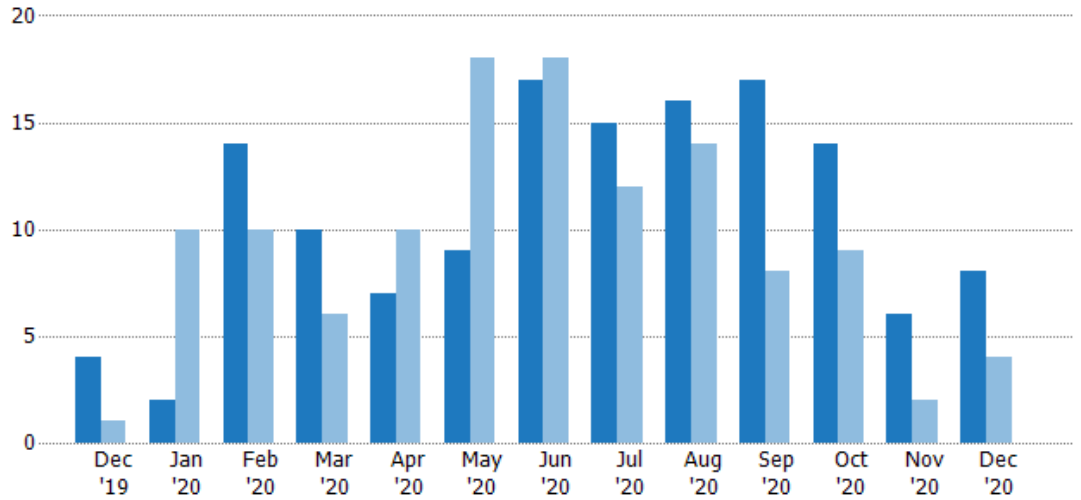
New Pending Sales

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.
Dec '20	8	100%
Dec '19	4	300%
Dec '18	1	100%



Current Year	4	2	14	10	7	9	17	15	16	17	14	6	8
Prior Year	1	10	10	6	10	18	18	12	14	8	9	2	4
Percent Change from Prior Year	300%	-80%	40%	67%	-30%	-50%	-6%	25%	14%	113%	56%	200%	100%

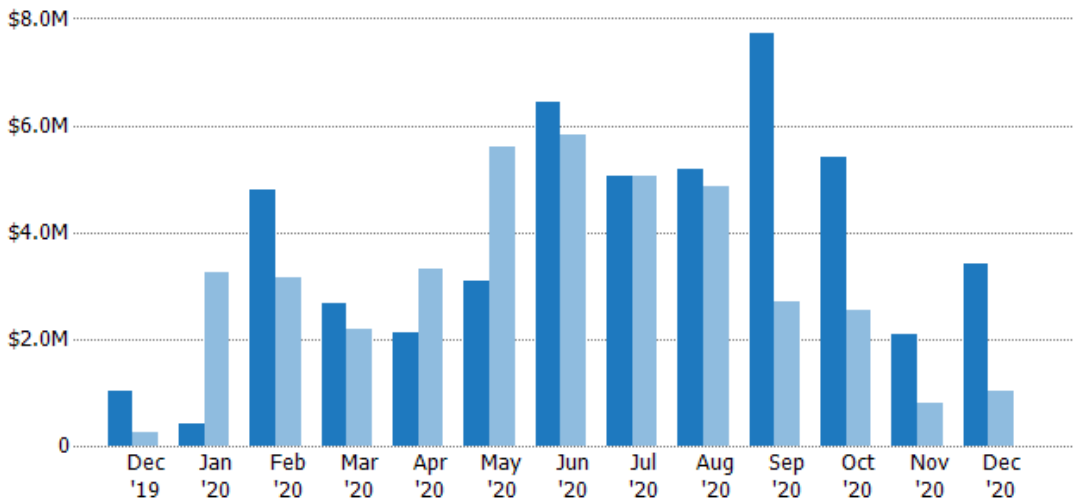
New Pending Sales Volume

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.
Dec '20	\$3.41M	233.4%
Dec '19	\$1.02M	317.5%
Dec '18	\$245K	79.6%



Current Year	\$1.02M	\$415K	\$4.79M	\$2.68M	\$2.12M	\$3.09M	\$6.42M	\$5.05M	\$5.18M	\$7.73M	\$5.41M	\$2.1M	\$3.41M
Prior Year	\$245K	\$3.25M	\$3.15M	\$2.2M	\$3.32M	\$5.59M	\$5.82M	\$5.06M	\$4.86M	\$2.69M	\$2.52M	\$785K	\$1.02M
Percent Change from Prior Year	318%	-87%	52%	22%	-36%	-45%	10%	0%	7%	188%	114%	167%	233%

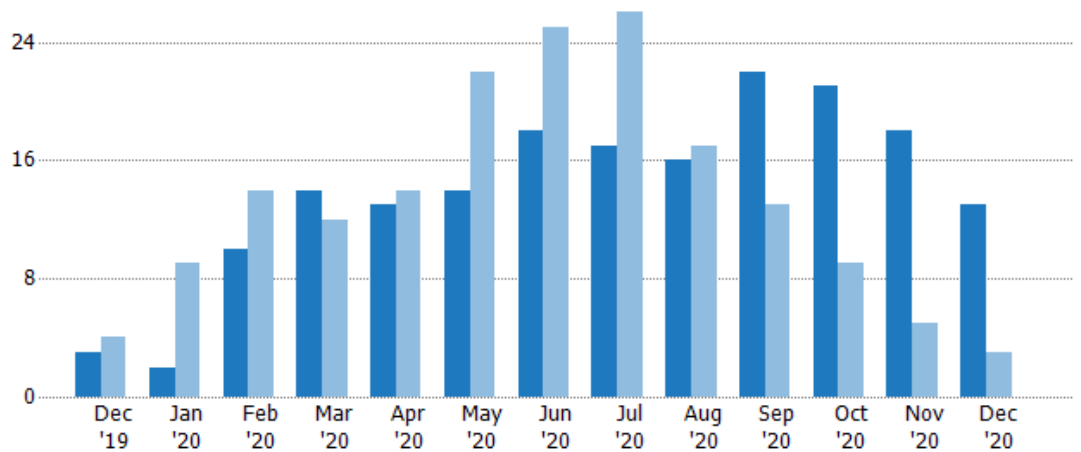
Pending Sales

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.
Dec '20	13	333.3%
Dec '19	3	-25%
Dec '18	4	100%



Current Year	3	2	10	14	13	14	18	17	16	22	21	18	13
Prior Year	4	9	14	12	14	22	25	26	17	13	9	5	3
Percent Change from Prior Year	-25%	-78%	-29%	17%	-7%	-36%	-28%	-35%	-6%	69%	133%	260%	333%

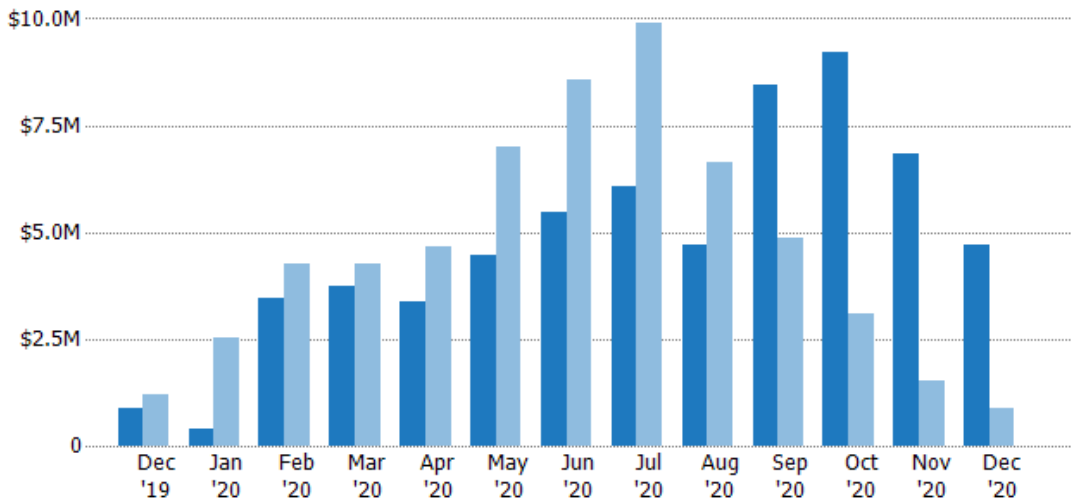
Pending Sales Volume

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.
Dec '20	\$4.7M	423%
Dec '19	\$899K	-24.9%
Dec '18	\$1.2M	115%



Current Year	\$899K	\$415K	\$3.46M	\$3.74M	\$3.36M	\$4.46M	\$5.48M	\$6.08M	\$4.72M	\$8.45M	\$9.21M	\$6.83M	\$4.7M
Prior Year	\$1.2M	\$2.52M	\$4.26M	\$4.24M	\$4.67M	\$6.99M	\$8.56M	\$9.91M	\$6.63M	\$4.86M	\$3.09M	\$1.54M	\$899K
Percent Change from Prior Year	-25%	-84%	-19%	-12%	-28%	-36%	-36%	-39%	-29%	74%	198%	343%	423%

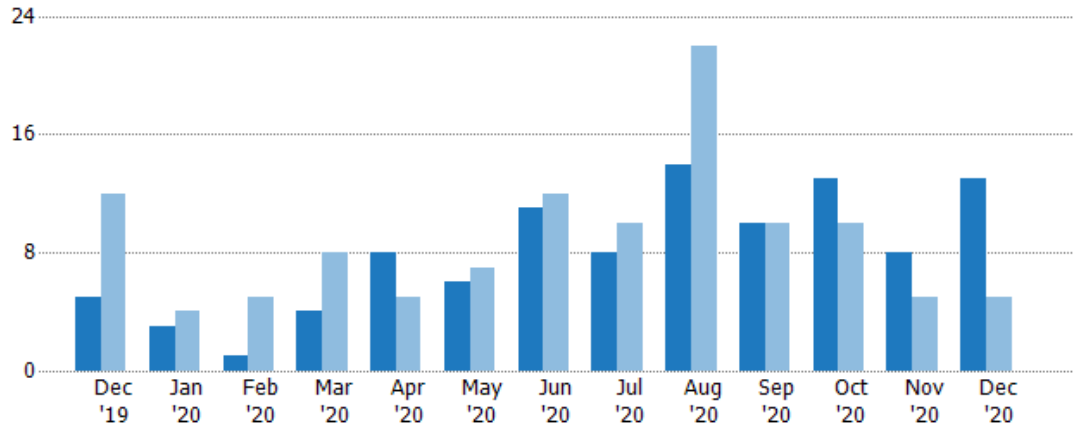
Closed Sales

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.
Dec '20	13	160%
Dec '19	5	-58.3%
Dec '18	12	-50%



Current Year	5	3	1	4	8	6	11	8	14	10	13	8	13
Prior Year	12	4	5	8	5	7	12	10	22	10	10	5	5
Percent Change from Prior Year	-58%	-25%	-80%	-50%	60%	-14%	-8%	-20%	-36%	0%	30%	60%	160%

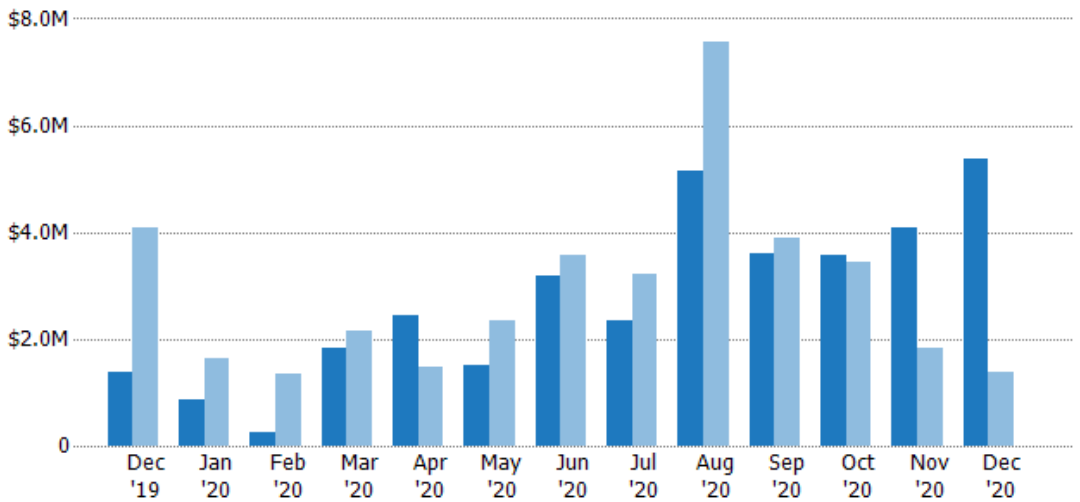
Closed Sales Volume

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.
Dec '20	\$5.39M	290.6%
Dec '19	\$1.38M	-66.3%
Dec '18	\$4.09M	-51.9%



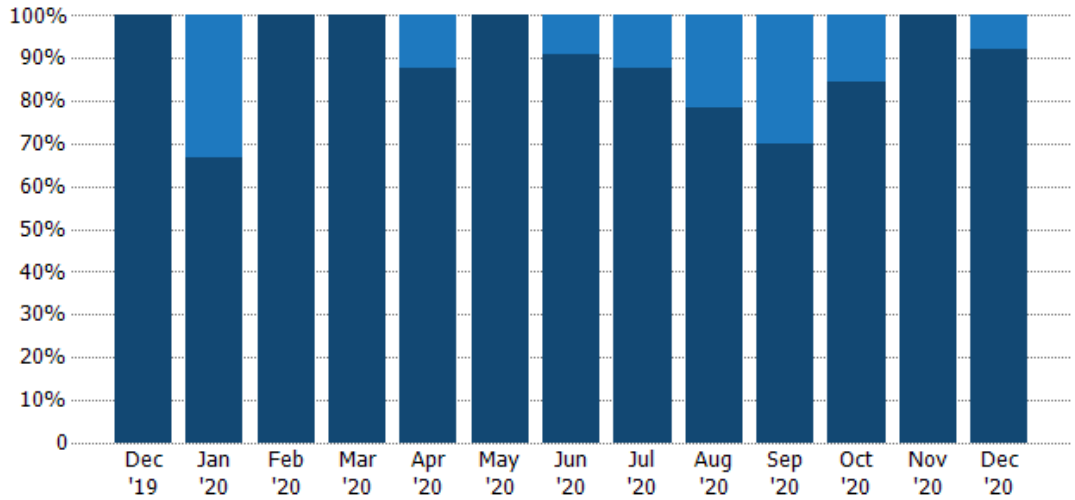
Current Year	\$1.38M	\$858K	\$240K	\$1.84M	\$2.44M	\$1.5M	\$3.2M	\$2.35M	\$5.16M	\$3.59M	\$3.56M	\$4.08M	\$5.39M
Prior Year	\$4.09M	\$1.65M	\$1.34M	\$2.15M	\$1.48M	\$2.35M	\$3.58M	\$3.21M	\$7.57M	\$3.89M	\$3.44M	\$1.83M	\$1.38M
Percent Change from Prior Year	-66%	-48%	-82%	-15%	65%	-36%	-11%	-27%	-32%	-8%	4%	123%	291%

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



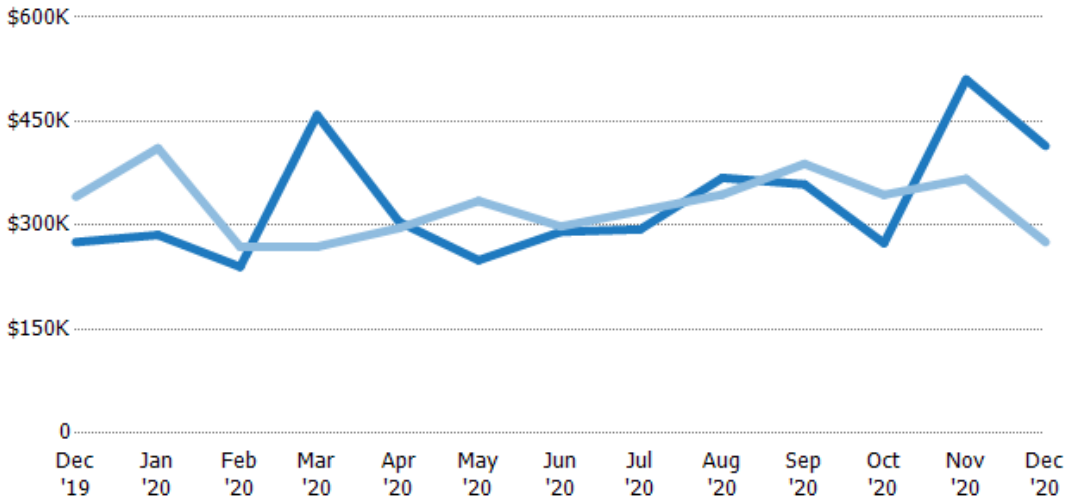
Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Condo/Townhouse	-	33%	-	-	13%	-	9%	13%	21%	30%	15%	-	8%
Single Family Residence	100%	67%	100%	100%	88%	100%	91%	88%	79%	70%	85%	100%	92%

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.
Dec '20	\$414K	50.2%
Dec '19	\$276K	-19.2%
Dec '18	\$341K	-3.7%

Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K	\$291K	\$294K	\$368K	\$359K	\$274K	\$510K	\$414K
Prior Year	\$341K	\$411K	\$269K	\$269K	\$296K	\$335K	\$298K	\$321K	\$344K	\$389K	\$344K	\$367K	\$276K
Percent Change from Prior Year	-19%	-30%	-11%	71%	3%	-26%	-3%	-8%	7%	-8%	-20%	39%	50%

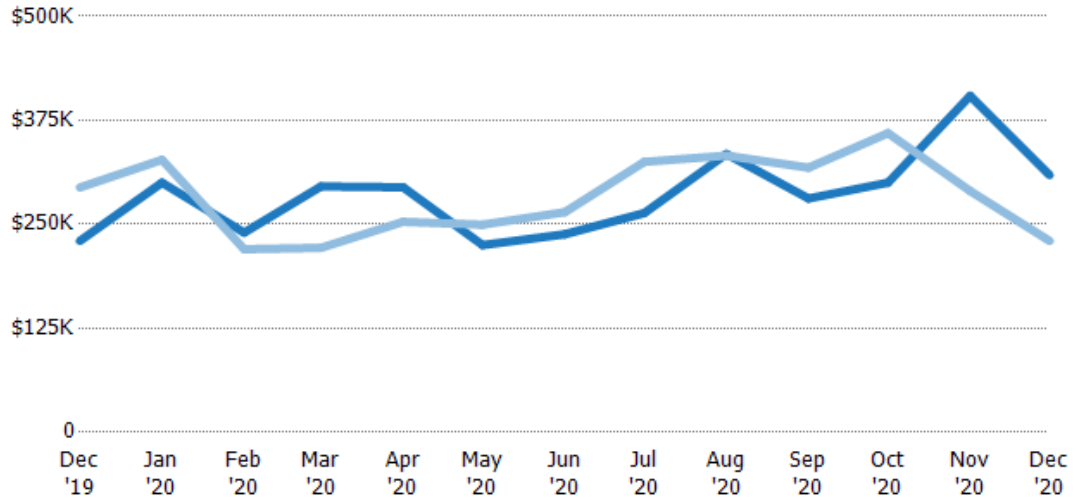
Median Sales Price

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.
Dec '20	\$309K	34.3%
Dec '19	\$230K	-21.8%
Dec '18	\$294K	-18.8%



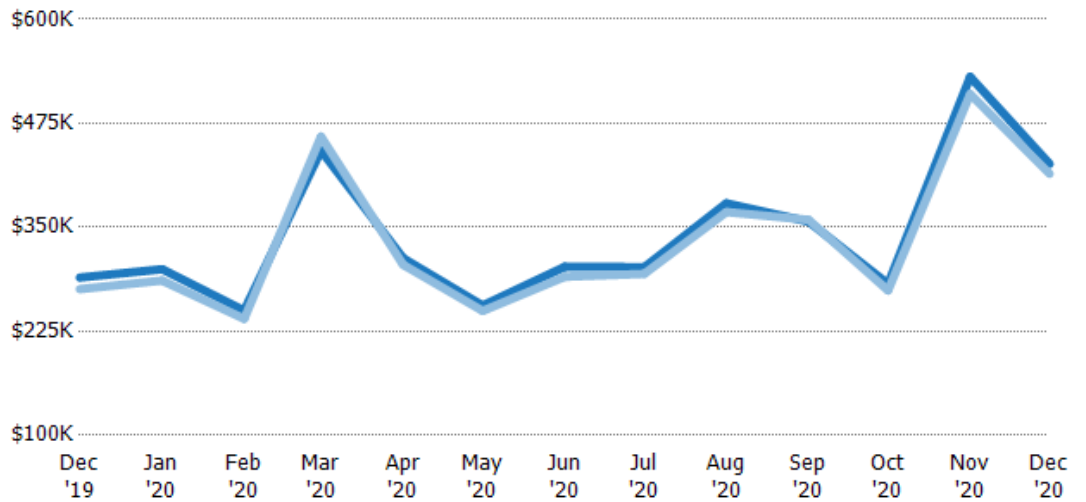
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$230K	\$300K	\$240K	\$296K	\$295K	\$225K	\$238K	\$263K	\$335K	\$281K	\$300K	\$405K	\$309K
Prior Year	\$294K	\$328K	\$220K	\$222K	\$253K	\$250K	\$265K	\$325K	\$333K	\$318K	\$360K	\$290K	\$230K
Percent Change from Prior Year	-22%	-8%	9%	33%	16%	-10%	-10%	-19%	1%	-12%	-17%	39%	34%

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



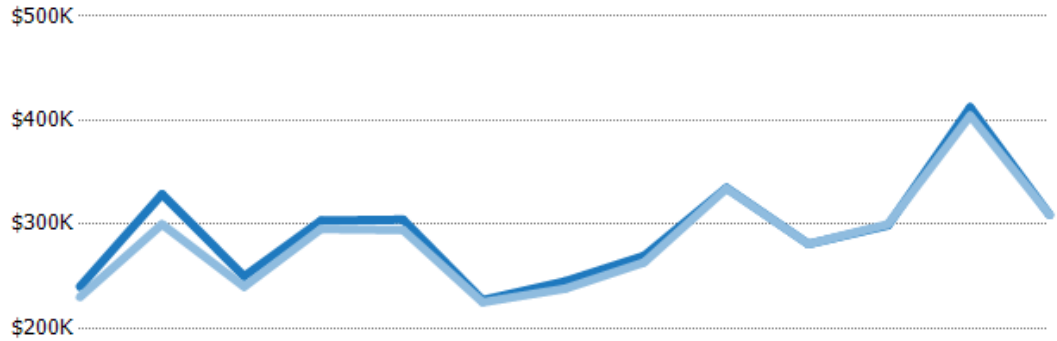
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg List Price	\$290K	\$300K	\$250K	\$442K	\$313K	\$256K	\$303K	\$302K	\$379K	\$357K	\$282K	\$531K	\$426K
Avg Sales Price	\$276K	\$286K	\$240K	\$459K	\$305K	\$250K	\$291K	\$294K	\$368K	\$359K	\$274K	\$510K	\$414K
Avg Sales Price as a % of Avg List Price	95%	95%	96%	104%	97%	97%	96%	97%	97%	101%	97%	96%	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



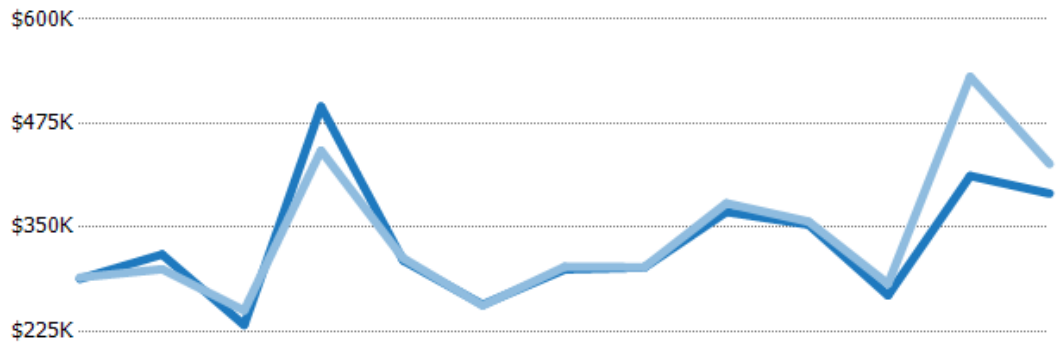
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K	\$245K	\$270K	\$335K	\$281K	\$299K	\$413K	\$309K
Median Sales Price	\$230K	\$300K	\$240K	\$296K	\$295K	\$225K	\$238K	\$263K	\$335K	\$281K	\$300K	\$405K	\$309K
Med Sales Price as a % of Med List Price	96%	91%	96%	97%	97%	99%	97%	98%	100%	100%	100%	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



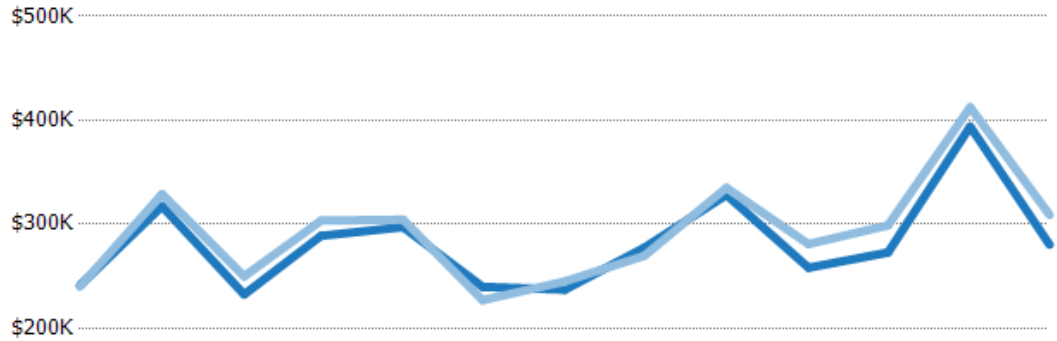
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$288K	\$317K	\$233K	\$495K	\$310K	\$257K	\$299K	\$302K	\$368K	\$353K	\$268K	\$412K	\$391K
Avg Sales Price	\$290K	\$300K	\$250K	\$442K	\$313K	\$256K	\$303K	\$302K	\$379K	\$357K	\$282K	\$531K	\$426K
Avg Sales Price as a % of Avg Est Value	101%	94%	107%	89%	101%	100%	101%	100%	103%	101%	105%	129%	109%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$241K	\$317K	\$233K	\$289K	\$297K	\$240K	\$237K	\$277K	\$328K	\$258K	\$273K	\$394K	\$280K
Median Sales Price	\$240K	\$329K	\$250K	\$304K	\$304K	\$227K	\$245K	\$270K	\$335K	\$281K	\$299K	\$413K	\$309K
Med Sales Price as a % of Med Est Value	99%	104%	107%	105%	102%	95%	103%	97%	102%	109%	110%	105%	110%

Sales Activity by ZIP

Dec 2020

ZIP	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
05753	13	\$4,701,400	13	\$5,385,000	\$414,231	\$309,000	\$181	\$173	39

Sales Activity by Metro Area

Dec 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	11	\$4,043,900	13	\$5,385,000	\$414,231	\$309,000	\$181	\$173	39