

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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	7	+14.3%	19	25	-24%
New Listing Volume	\$3,753,000	\$2,643,900	+41.9%	\$9,054,000	\$9,875,800	-8.3%
Active Listing Count	4	38	-89.5%	N/A	N/A	
Active Listing Volume	\$2,032,000	\$14,511,400	-86%	N/A	N/A	
Average Listing Price	\$508,000	\$381,879	+33%	\$495,566	\$374,599	+32.3%
Median Listing Price	\$517,000	\$320,000	+61.6%	\$511,117	\$316,604	+61.4%
Median Days in RPR	104	134	-22.4%	112.13	146.56	-23.5%
Months of Inventory	1	38	-97.4%	4.4	6.8	-35.9%
Absorption Rate	100%	2.63%	+97.4%	22.86%	14.66%	+8.2%
Sales Activity Charts Metrics						
New Pending Sales Count	14	10	+40%	29	26	+11.5%
New Pending Sales Volume	\$6,019,499	\$2,676,800	+124.9%	\$12,295,399	\$7,885,000	+55.9%
Pending Sales Count	16	15	+6.7%	N/A	N/A	
Pending Sales Volume	\$6,918,399	\$4,369,400	+58.3%	N/A	N/A	
Closed Sales Count	12	4	+200%	23	8	+187.5%
Closed Sales Volume	\$4,676,950	\$1,836,000	+154.7%	\$8,478,950	\$2,933,900	+189%
Average Sales Price	\$389,746	\$459,000	-15.1%	\$368,650	\$366,737	+0.5%
Median Sales Price	\$342,250	\$295,500	+15.8%	\$319,217	\$290,250	+10%

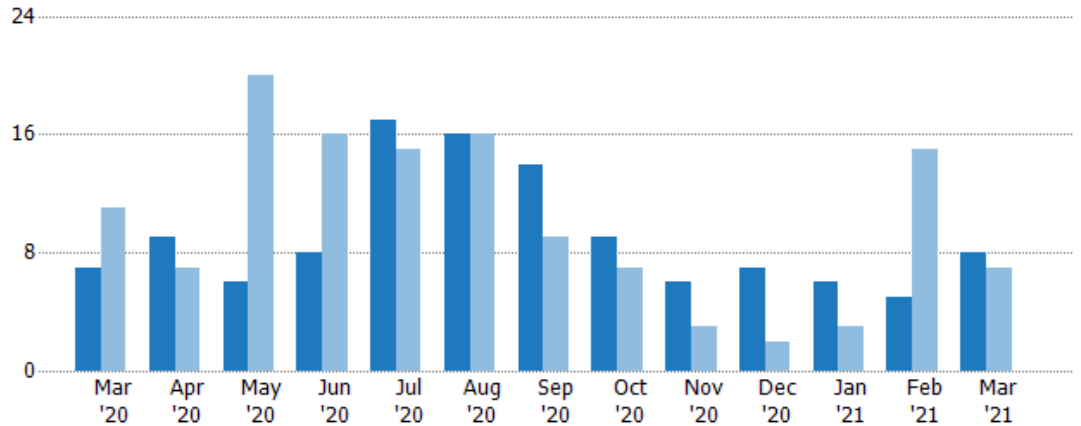
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/Year	Count	% Chg.
Mar '21	8	14.3%
Mar '20	7	-36.4%
Mar '19	11	36.4%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	7	9	6	8	17	16	14	9	6	7	6	5	8
Prior Year	11	7	20	16	15	16	9	7	3	2	3	15	7
Percent Change from Prior Year	-36%	29%	-70%	-50%	13%	0%	56%	29%	100%	250%	100%	-67%	14%

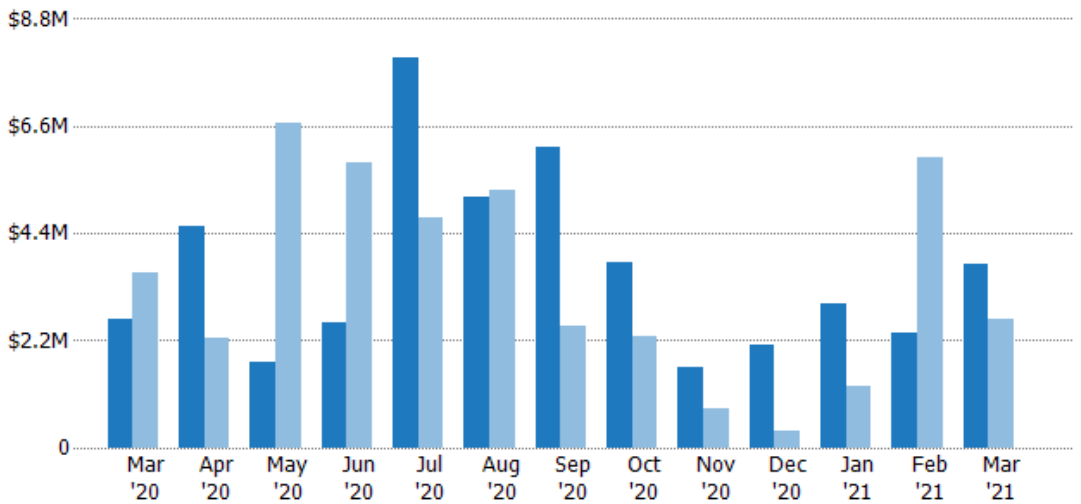
New Listing Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$3.75M	41.9%
Mar '20	\$2.64M	-26.7%
Mar '19	\$3.61M	54.1%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$2.64M	\$4.56M	\$1.78M	\$2.58M	\$8M	\$5.14M	\$6.16M	\$3.79M	\$1.67M	\$2.13M	\$2.95M	\$2.35M	\$3.75M
Prior Year	\$3.61M	\$2.25M	\$6.67M	\$5.86M	\$4.71M	\$5.3M	\$2.51M	\$2.27M	\$823K	\$339K	\$1.27M	\$5.96M	\$2.64M
Percent Change from Prior Year	-27%	103%	-73%	-56%	70%	-3%	145%	67%	103%	528%	131%	-60%	42%

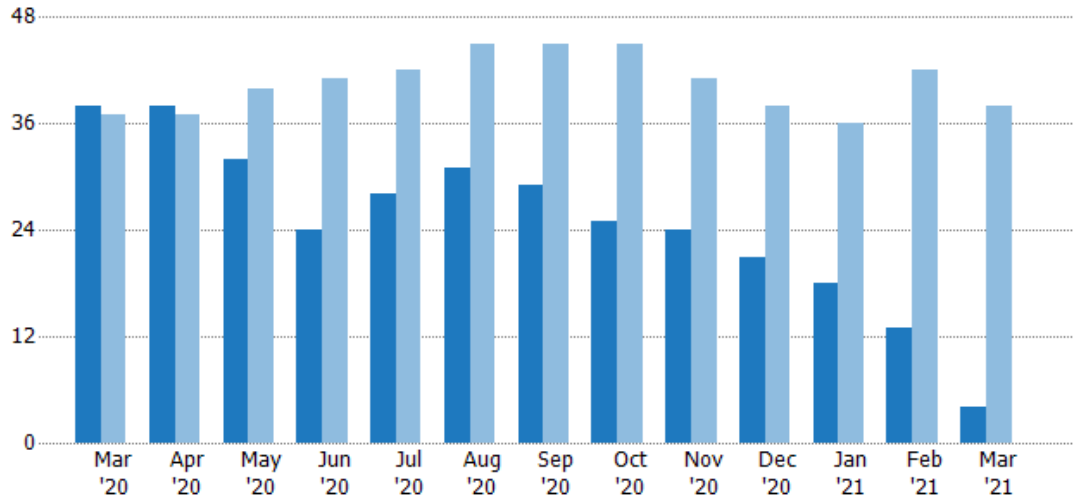
Active Listings

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

Month/ Year	Count	% Chg.
Mar '21	4	-89.5%
Mar '20	38	2.7%
Mar '19	37	-8.1%



Current Year	38	38	32	24	28	31	29	25	24	21	18	13	4
Prior Year	37	37	40	41	42	45	45	45	41	38	36	42	38
Percent Change from Prior Year	3%	3%	-20%	-41%	-33%	-31%	-36%	-44%	-41%	-45%	-50%	-69%	-89%

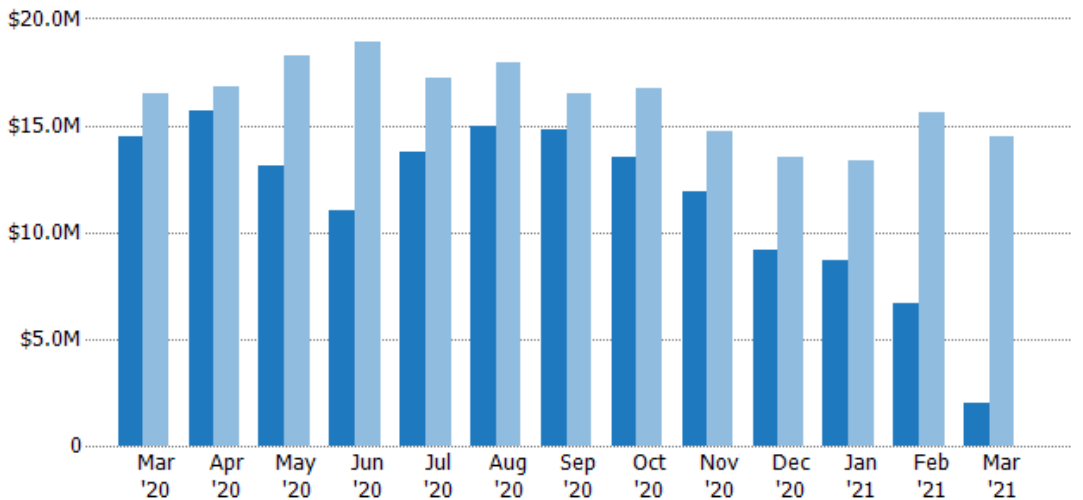
Active Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$2.03M	-86%
Mar '20	\$14.5M	-12.2%
Mar '19	\$16.5M	-9.5%



Current Year	\$14.5M	\$15.7M	\$13.1M	\$11M	\$13.7M	\$14.9M	\$14.8M	\$13.5M	\$11.9M	\$9.15M	\$8.65M	\$6.66M	\$2.03M
Prior Year	\$16.5M	\$16.8M	\$18.2M	\$18.9M	\$17.2M	\$18M	\$16.5M	\$16.8M	\$14.7M	\$13.5M	\$13.4M	\$15.6M	\$14.5M
Percent Change from Prior Year	-12%	-6%	-28%	-42%	-20%	-17%	-10%	-19%	-19%	-32%	-35%	-57%	-86%

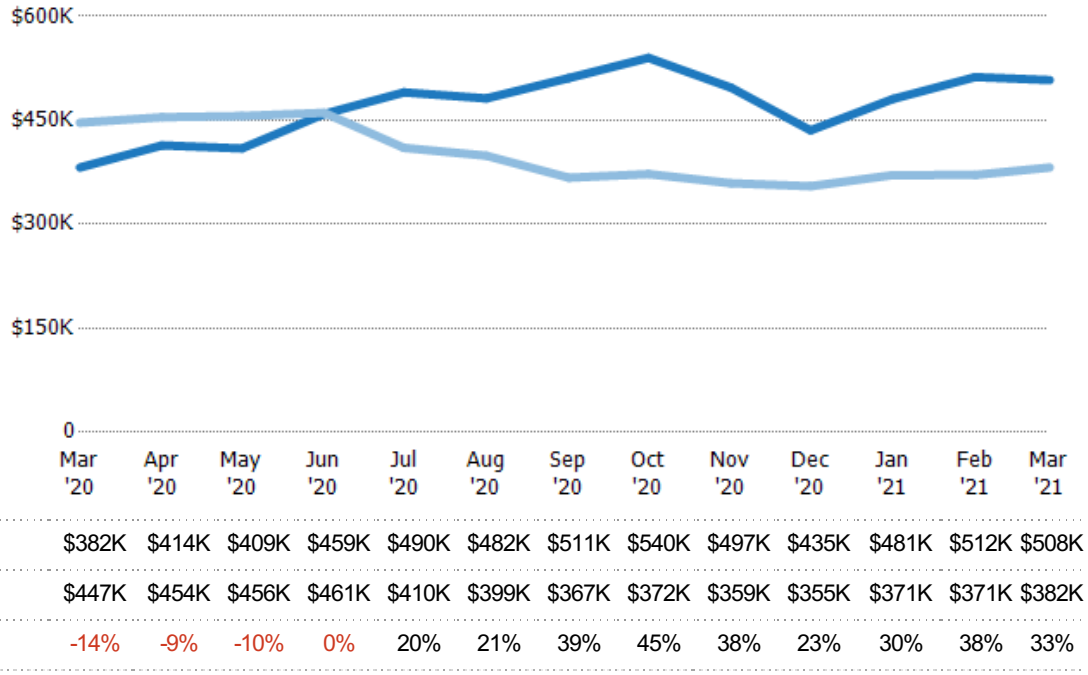
Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '21	\$508K	33%
Mar '20	\$382K	-14.5%
Mar '19	\$447K	-1.6%



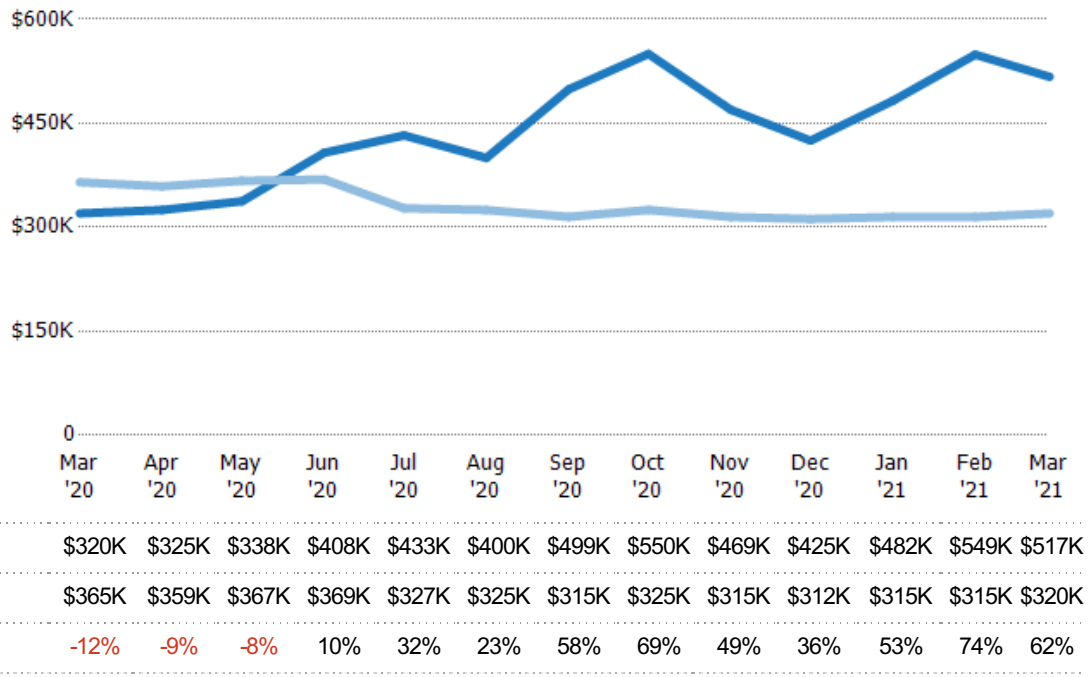
Median Listing Price

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

Month/ Year	Price	% Chg.
Mar '21	\$517K	61.6%
Mar '20	\$320K	-12.3%
Mar '19	\$365K	-15.4%

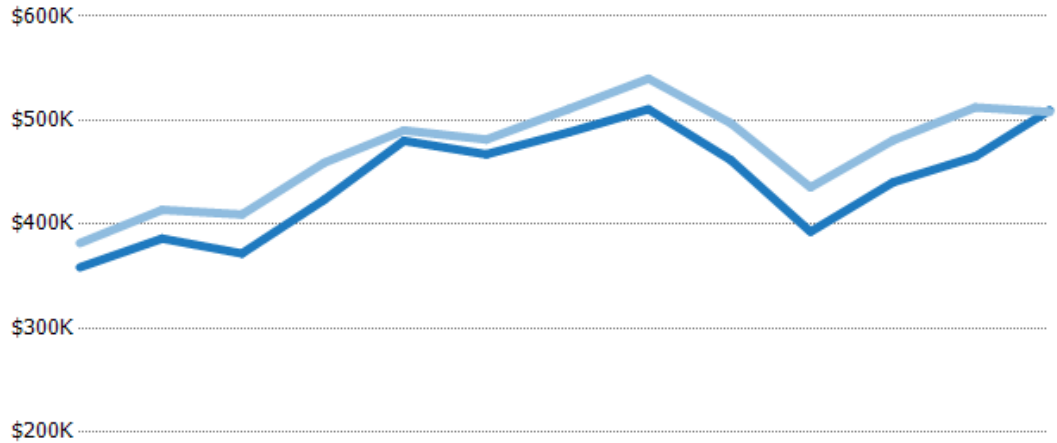


Average Listing Price vs Average Est Value

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



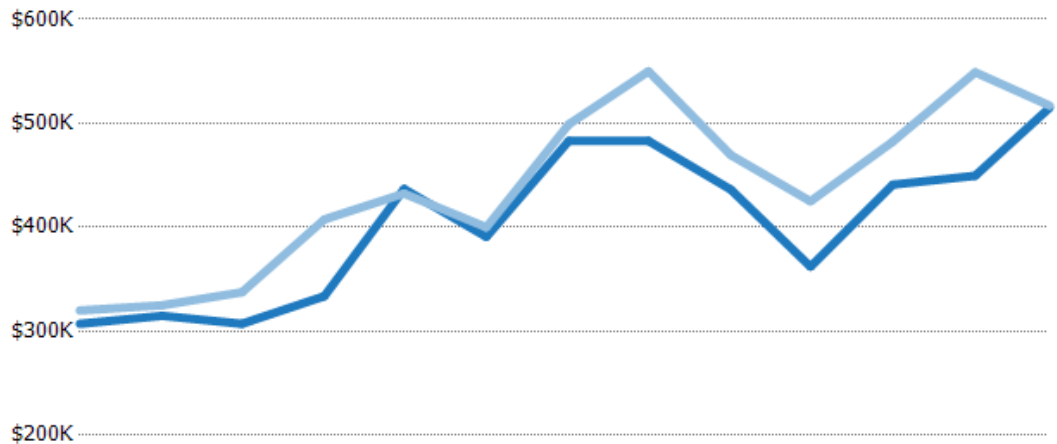
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$359K	\$386K	\$372K	\$424K	\$480K	\$467K	\$488K	\$511K	\$462K	\$393K	\$440K	\$465K	\$510K
Avg Listing Price	\$382K	\$414K	\$409K	\$459K	\$490K	\$482K	\$511K	\$540K	\$497K	\$435K	\$481K	\$512K	\$508K
Avg Listing Price as a % of Avg Est Value	106%	107%	110%	108%	102%	103%	105%	106%	108%	111%	109%	110%	100%

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



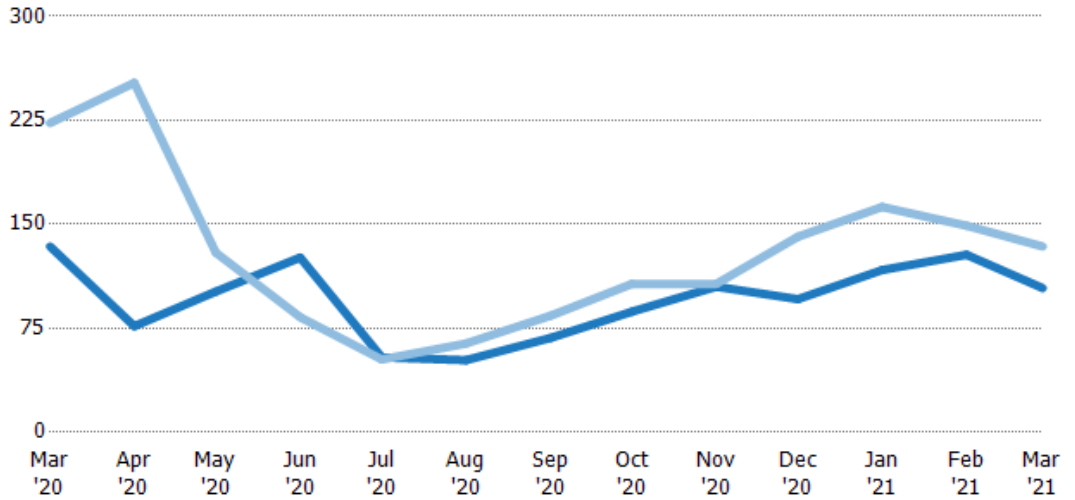
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$307K	\$315K	\$307K	\$334K	\$437K	\$391K	\$483K	\$483K	\$436K	\$362K	\$441K	\$450K	\$515K
Median Listing Price	\$320K	\$325K	\$338K	\$408K	\$433K	\$400K	\$499K	\$550K	\$469K	\$425K	\$482K	\$549K	\$517K
Med Listing Price as a % of Med Est Value	104%	103%	110%	122%	99%	102%	103%	114%	108%	117%	109%	122%	100%

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



Month/Year	Days	% Chg.
Mar '21	104	-22.4%
Mar '20	134	-39.9%
Mar '19	223	7.4%

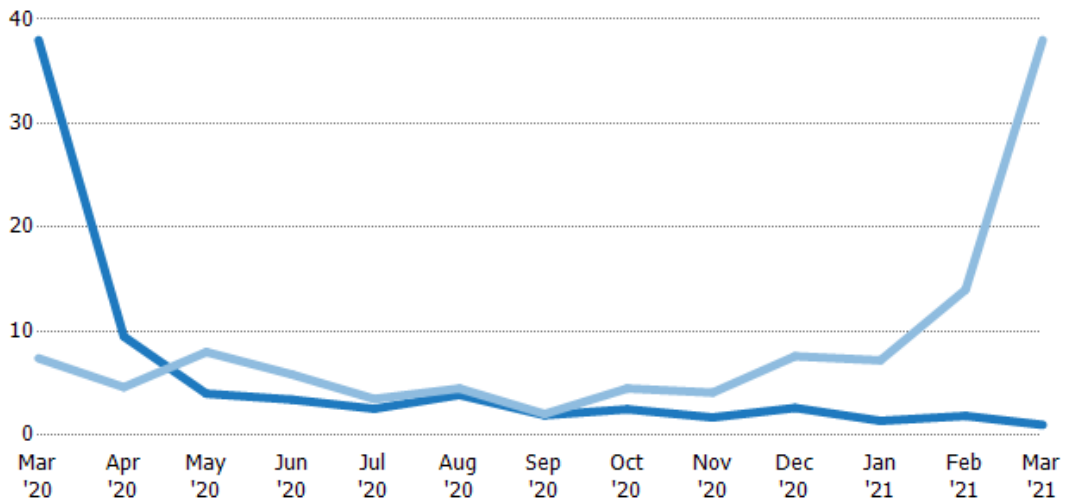
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	134	76.5	102	126	54	52	68	87	105	96	117	128	104
Prior Year	223	252	130	83	52.5	64	84	107	107	141	163	149	134
Percent Change from Prior Year	-40%	-70%	-22%	52%	3%	-19%	-19%	-19%	-2%	-32%	-28%	-14%	-22%

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



Month/Year	Months	% Chg.
Mar '21	1	-97.4%
Mar '20	38	413.5%
Mar '19	7.4	53.2%

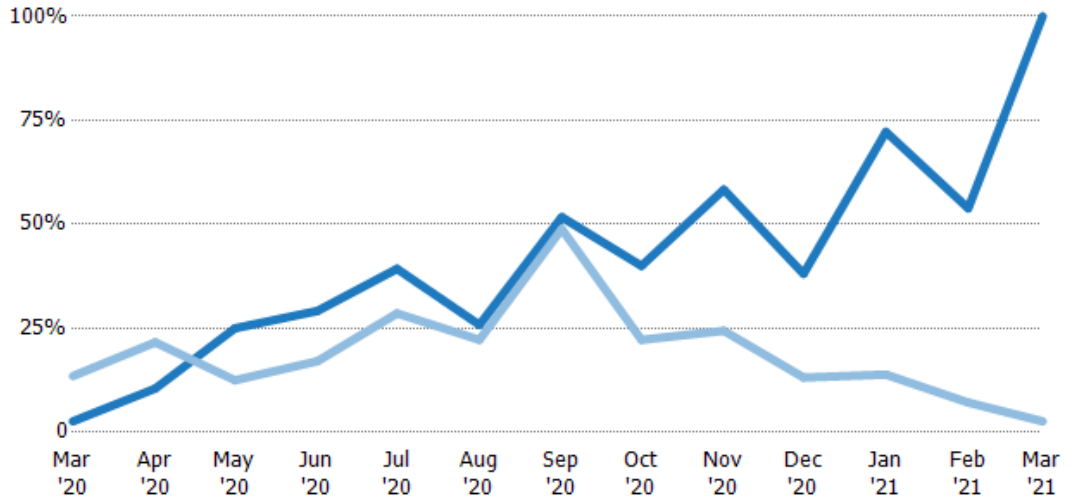
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	38	9.5	4	3.43	2.55	3.88	1.93	2.5	1.71	2.63	1.38	1.86	1
Prior Year	7.4	4.63	8	5.86	3.5	4.5	2.05	4.5	4.1	7.6	7.2	14	38
Percent Change from Prior Year	414%	105%	-50%	-41%	-27%	-14%	-5%	-44%	-58%	-65%	-81%	-87%	-97%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



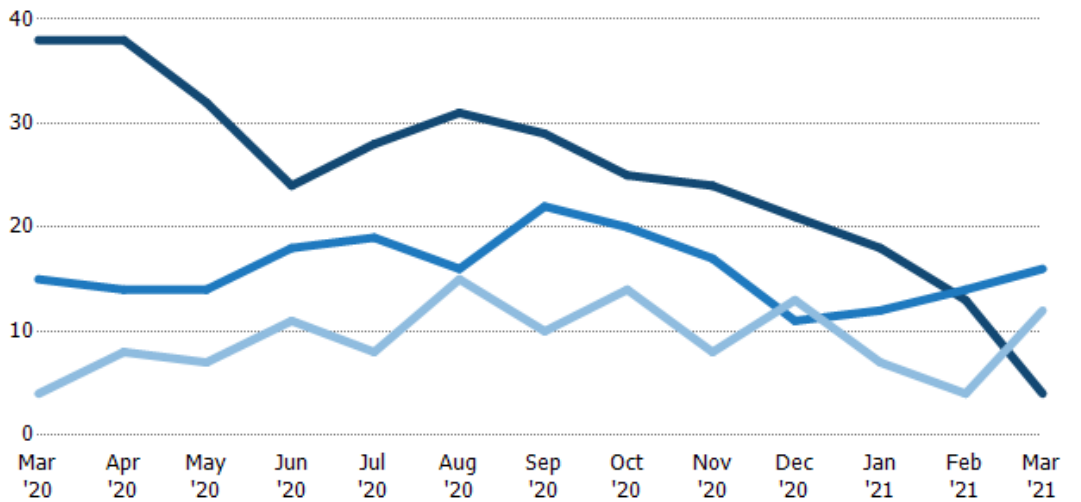
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	3%	11%	25%	29%	39%	26%	52%	40%	58%	38%	72%	54%	100%
Prior Year	14%	22%	13%	17%	29%	22%	49%	22%	24%	13%	14%	7%	3%
Change from Prior Year	11%	11%	-13%	-12%	-11%	-4%	-3%	-18%	-34%	-25%	-58%	-47%	-97%

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



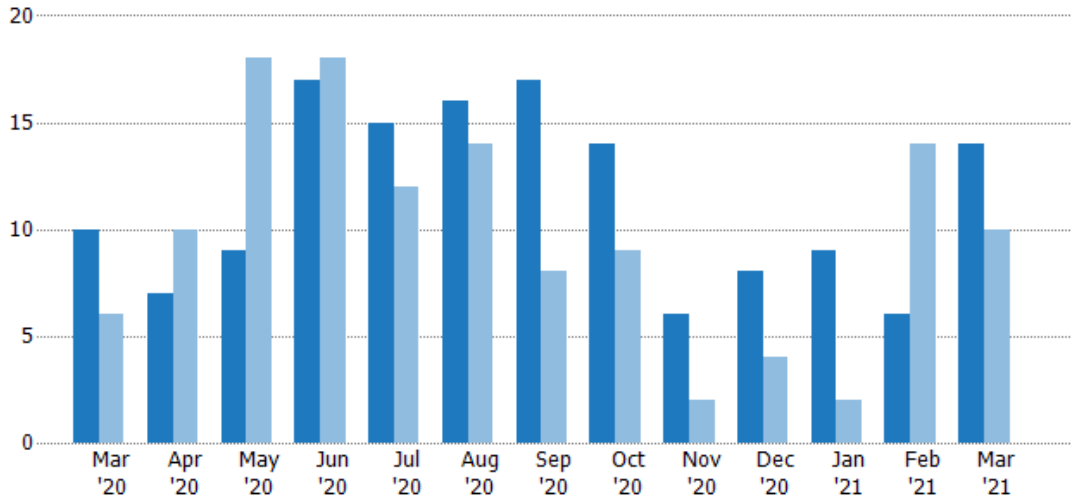
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	38	38	32	24	28	31	29	25	24	21	18	13	4
Pending	15	14	14	18	19	16	22	20	17	11	12	14	16
Sold	4	8	7	11	8	15	10	14	8	13	7	4	12

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



Month/Year	Count	% Chg.
Mar '21	14	40%
Mar '20	10	66.7%
Mar '19	6	33.3%

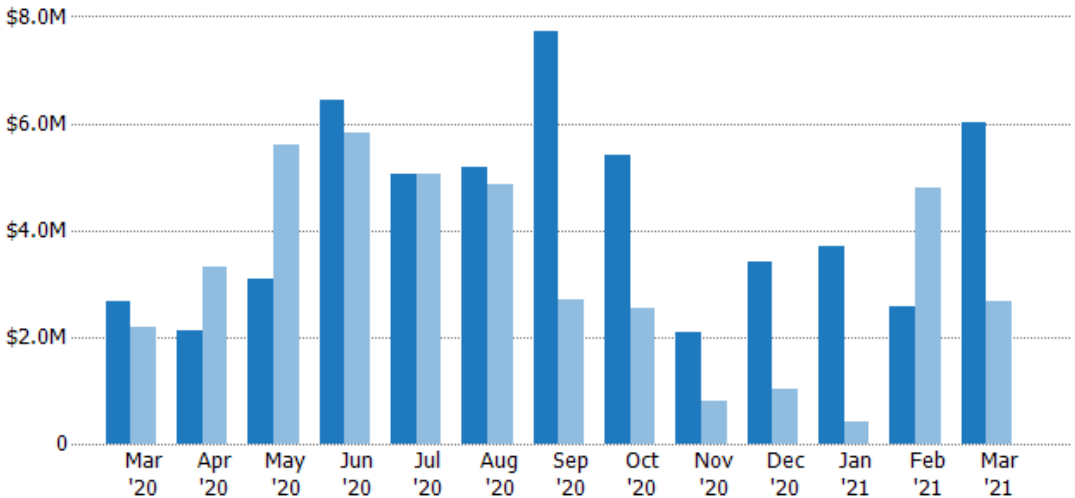
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	10	7	9	17	15	16	17	14	6	8	9	6	14
Prior Year	6	10	18	18	12	14	8	9	2	4	2	14	10
Percent Change from Prior Year	67%	-30%	-50%	-6%	25%	14%	113%	56%	200%	100%	350%	-57%	40%

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



Month/Year	Volume	% Chg.
Mar '21	\$6.02M	124.9%
Mar '20	\$2.68M	21.8%
Mar '19	\$2.2M	-2.6%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$2.68M	\$2.12M	\$3.09M	\$6.42M	\$5.05M	\$5.18M	\$7.73M	\$5.41M	\$2.1M	\$3.41M	\$3.69M	\$2.58M	\$6.02M
Prior Year	\$2.2M	\$3.32M	\$5.59M	\$5.82M	\$5.06M	\$4.86M	\$2.69M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M
Percent Change from Prior Year	22%	-36%	-45%	10%	0%	7%	188%	114%	167%	233%	791%	-46%	125%

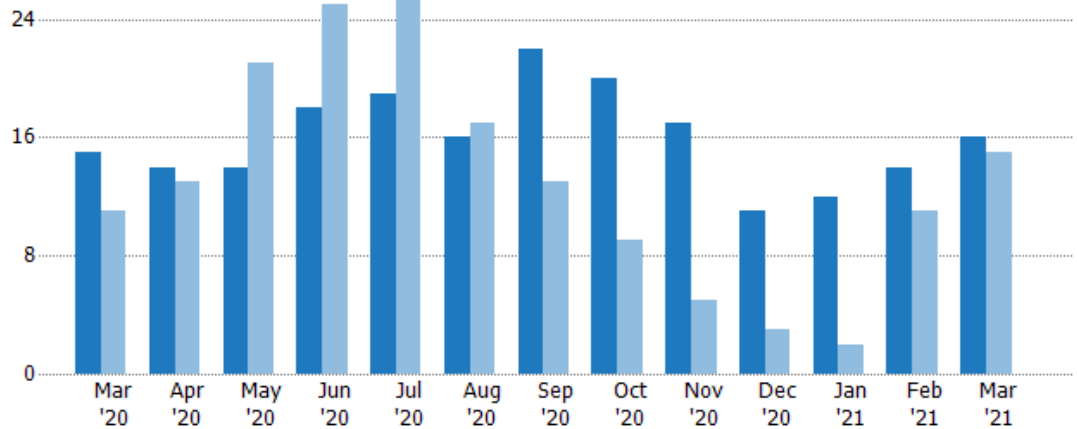
Pending Sales

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

Month/Year	Count	% Chg.
Mar '21	16	6.7%
Mar '20	15	36.4%
Mar '19	11	27.3%



Current Year	15	14	14	18	19	16	22	20	17	11	12	14	16
Prior Year	11	13	21	25	26	17	13	9	5	3	2	11	15
Percent Change from Prior Year	36%	8%	-33%	-28%	-27%	-6%	69%	122%	240%	267%	500%	27%	7%

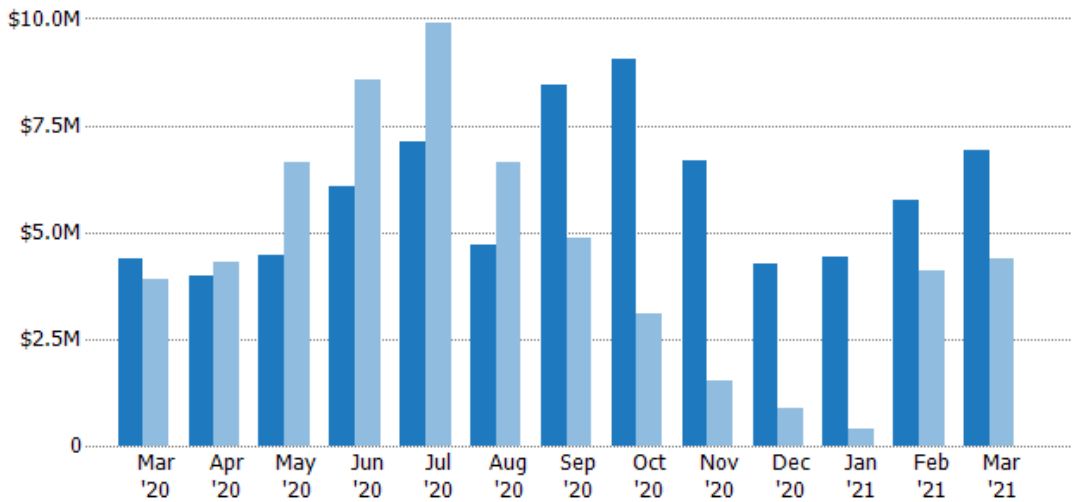
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Mar '21	\$6.92M	58.3%
Mar '20	\$4.37M	12.4%
Mar '19	\$3.89M	15.9%



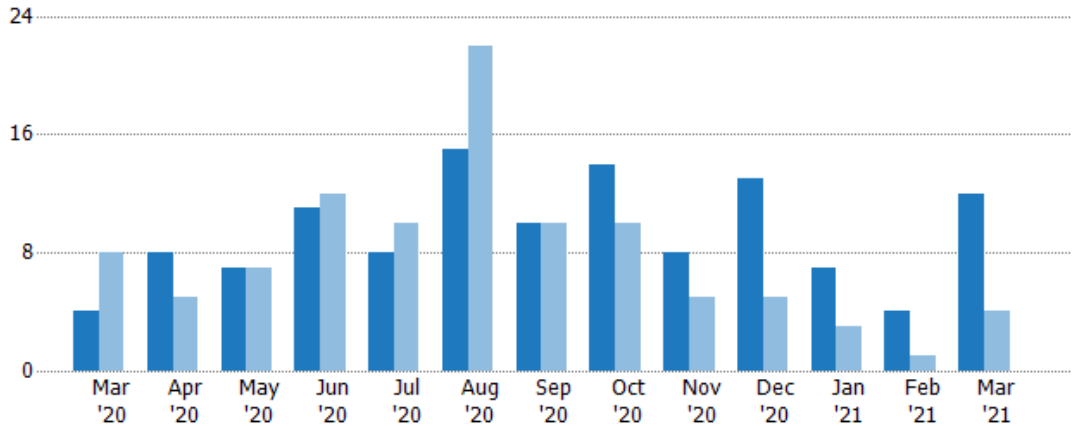
Current Year	\$4.37M	\$3.99M	\$4.46M	\$6.05M	\$7.11M	\$4.72M	\$8.45M	\$9.05M	\$6.67M	\$4.25M	\$4.4M	\$5.75M	\$6.92M
Prior Year	\$3.89M	\$4.31M	\$6.64M	\$8.56M	\$9.91M	\$6.63M	\$4.86M	\$3.09M	\$1.54M	\$899K	\$415K	\$4.08M	\$4.37M
Percent Change from Prior Year	12%	-7%	-33%	-29%	-28%	-29%	74%	193%	332%	373%	962%	41%	58%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



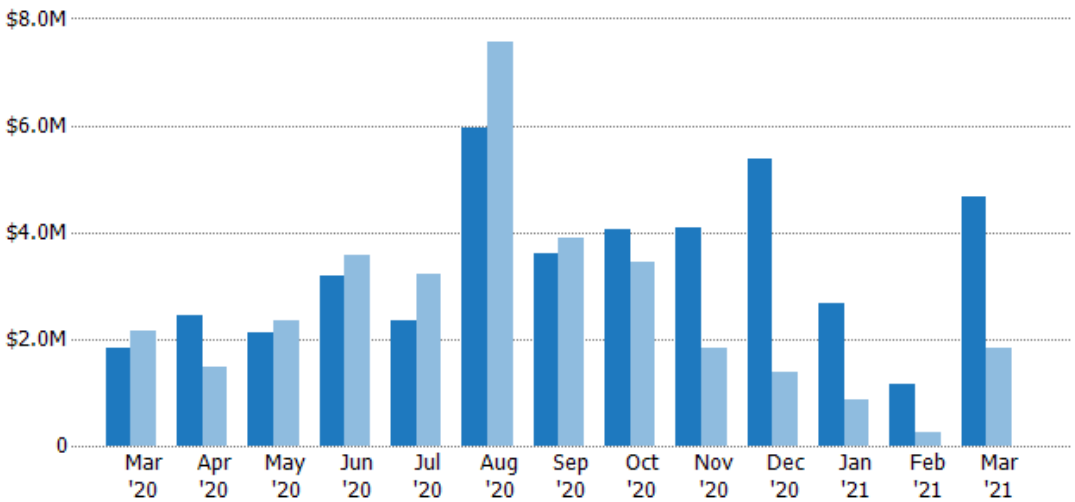
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	4	8	7	11	8	15	10	14	8	13	7	4	12
Prior Year	8	5	7	12	10	22	10	10	5	5	3	1	4
Percent Change from Prior Year	-50%	60%	0%	-8%	-20%	-32%	0%	40%	60%	160%	133%	300%	200%

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



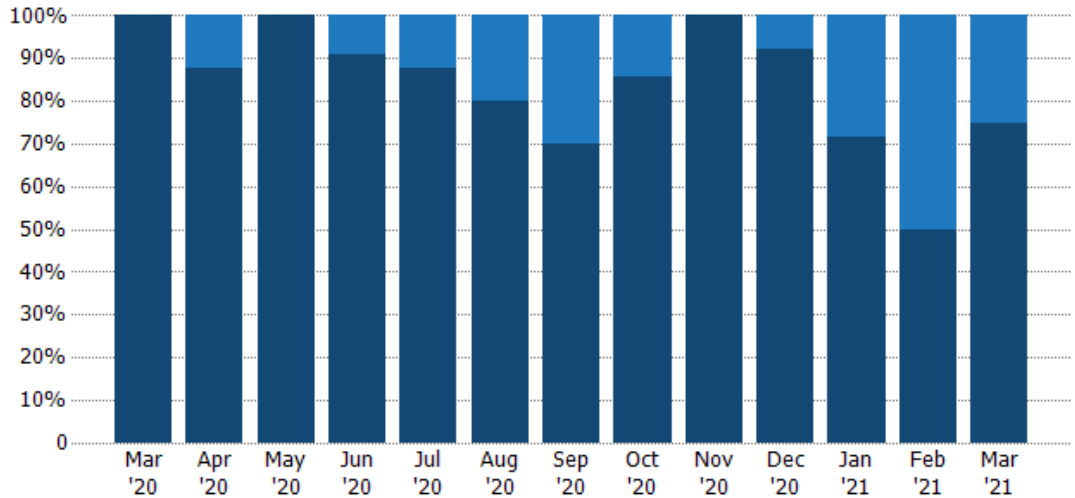
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$1.84M	\$2.44M	\$2.11M	\$3.2M	\$2.35M	\$5.96M	\$3.59M	\$4.05M	\$4.08M	\$5.39M	\$2.65M	\$1.15M	\$4.68M
Prior Year	\$2.15M	\$1.48M	\$2.35M	\$3.58M	\$3.21M	\$7.57M	\$3.89M	\$3.44M	\$1.83M	\$1.38M	\$858K	\$240K	\$1.84M
Percent Change from Prior Year	-15%	65%	-10%	-11%	-27%	-21%	-8%	18%	123%	291%	209%	379%	155%

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



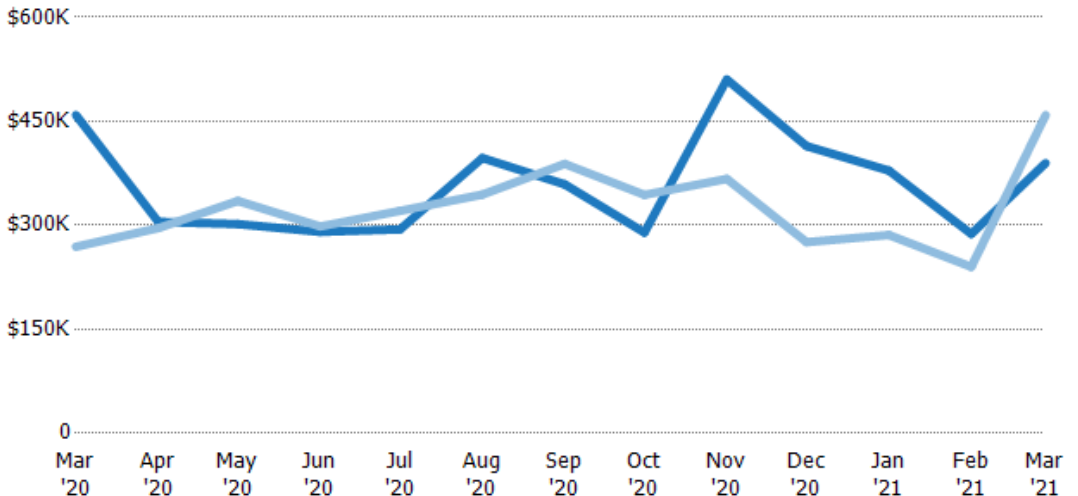
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	-	13%	-	9%	13%	20%	30%	14%	-	8%	29%	50%	25%
Single Family Residence	100%	88%	100%	91%	88%	80%	70%	86%	100%	92%	71%	50%	75%

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



Month/Year	Price	% Chg.
Mar '21	\$390K	-15.1%
Mar '20	\$459K	70.7%
Mar '19	\$269K	0%

Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$459K	\$305K	\$302K	\$291K	\$294K	\$397K	\$359K	\$290K	\$510K	\$414K	\$379K	\$288K	\$390K
Prior Year	\$269K	\$296K	\$335K	\$298K	\$321K	\$344K	\$389K	\$344K	\$367K	\$276K	\$286K	\$240K	\$459K
Percent Change from Prior Year	71%	3%	-10%	-3%	-8%	15%	-8%	-16%	39%	50%	32%	20%	-15%

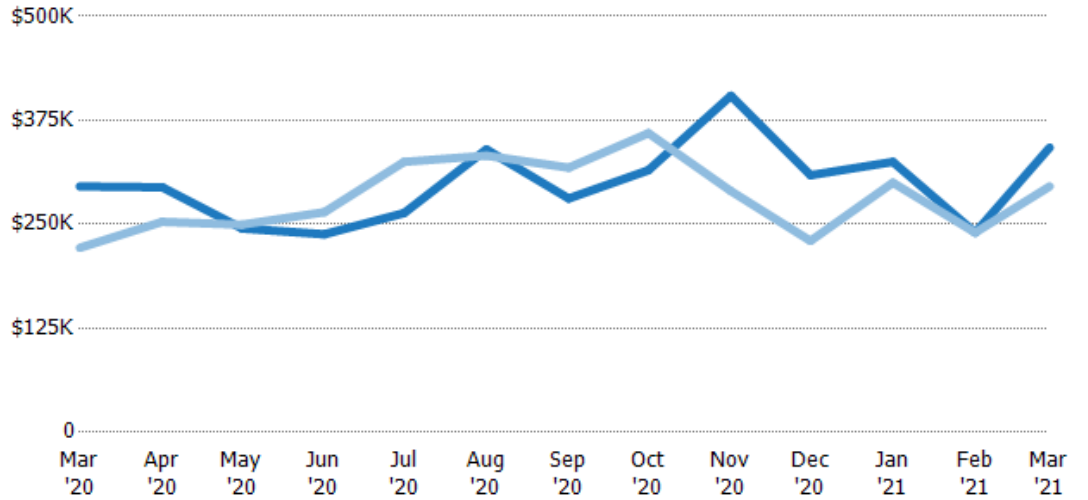
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

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

Month/Year	Price	% Chg.
Mar '21	\$342K	15.8%
Mar '20	\$296K	33.3%
Mar '19	\$222K	26.3%



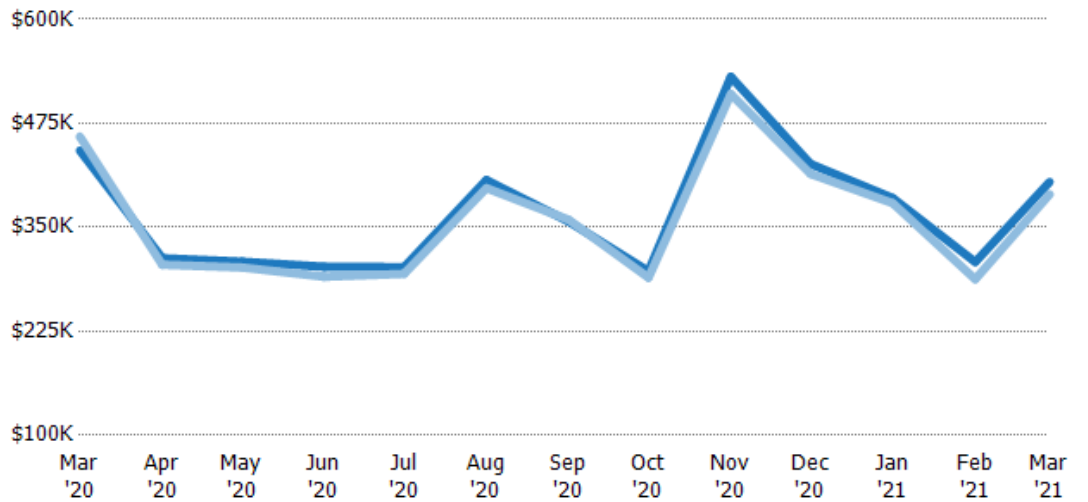
Current Year	\$296K	\$295K	\$245K	\$238K	\$263K	\$340K	\$281K	\$315K	\$405K	\$309K	\$325K	\$240K	\$342K
Prior Year	\$222K	\$253K	\$250K	\$265K	\$325K	\$333K	\$318K	\$360K	\$290K	\$230K	\$300K	\$240K	\$296K
Percent Change from Prior Year	33%	16%	-2%	-10%	-19%	2%	-12%	-12%	39%	34%	8%	0%	16%

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



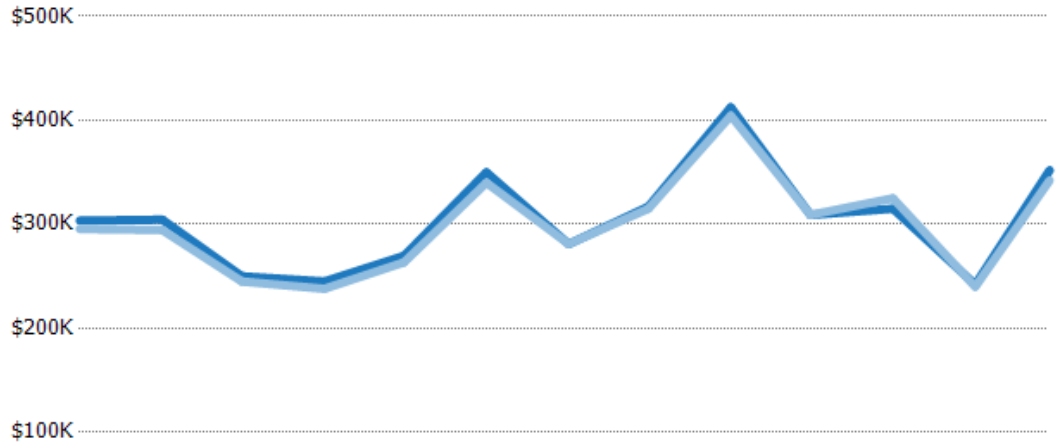
Avg List Price	\$442K	\$313K	\$309K	\$303K	\$302K	\$407K	\$357K	\$297K	\$531K	\$426K	\$385K	\$308K	\$404K
Avg Sales Price	\$459K	\$305K	\$302K	\$291K	\$294K	\$397K	\$359K	\$290K	\$510K	\$414K	\$379K	\$288K	\$390K
Avg Sales Price as a % of Avg List Price	104%	97%	98%	96%	97%	98%	101%	97%	96%	97%	98%	93%	96%

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



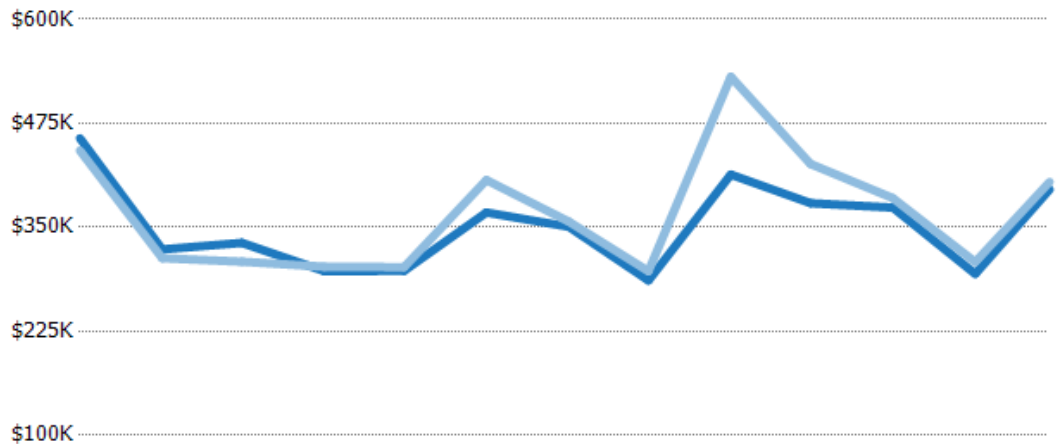
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$304K	\$304K	\$250K	\$245K	\$270K	\$350K	\$281K	\$317K	\$413K	\$309K	\$315K	\$242K	\$352K
Median Sales Price	\$296K	\$295K	\$245K	\$238K	\$263K	\$340K	\$281K	\$315K	\$405K	\$309K	\$325K	\$240K	\$342K
Med Sales Price as a % of Med List Price	97%	97%	98%	97%	98%	97%	100%	99%	98%	100%	103%	99%	97%

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



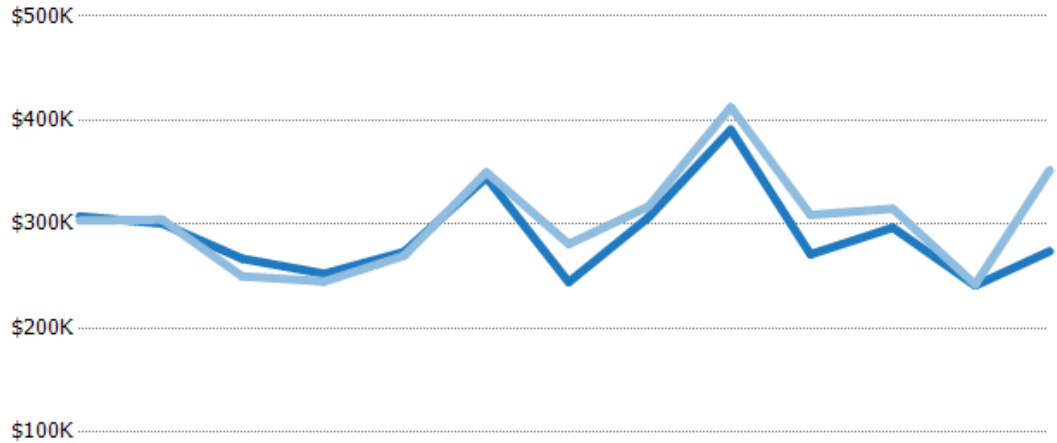
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$457K	\$323K	\$331K	\$297K	\$298K	\$368K	\$351K	\$286K	\$413K	\$379K	\$374K	\$294K	\$395K
Avg Sales Price	\$442K	\$313K	\$309K	\$303K	\$302K	\$407K	\$357K	\$297K	\$531K	\$426K	\$385K	\$308K	\$404K
Avg Sales Price as a % of Avg Est Value	97%	97%	93%	102%	101%	111%	102%	104%	128%	112%	103%	105%	102%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$308K	\$301K	\$267K	\$252K	\$273K	\$345K	\$244K	\$307K	\$391K	\$271K	\$297K	\$241K	\$274K
Median Sales Price	\$304K	\$304K	\$250K	\$245K	\$270K	\$350K	\$281K	\$317K	\$413K	\$309K	\$315K	\$242K	\$352K
Med Sales Price as a % of Med Est Value	99%	101%	94%	97%	99%	101%	115%	103%	106%	114%	106%	100%	128%