

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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	6	+116.7%	40	41	-2.4%
New Listing Volume	\$5,704,400	\$1,775,800	+221.2%	\$17,876,900	\$16,407,500	+9%
Active Listing Count	5	33	-84.8%	N/A	N/A	
Active Listing Volume	\$2,109,000	\$13,250,300	-84.1%	N/A	N/A	
Average Listing Price	\$421,800	\$401,524	+5%	\$471,865	\$388,252	+21.5%
Median Listing Price	\$315,000	\$325,000	-3.1%	\$443,105	\$317,711	+39.5%
Median Days in RPR	4	100	-96%	114.53	104.43	+9.7%
Months of Inventory	0.5	4.1	-89%	2.5	6.4	-61.1%
Absorption Rate	220%	24.24%	+195.8%	40.35%	15.71%	+24.6%
Sales Activity Charts Metrics						
New Pending Sales Count	12	9	+33.3%	48	42	+14.3%
New Pending Sales Volume	\$5,118,000	\$3,086,400	+65.8%	\$20,442,899	\$13,090,300	+56.2%
Pending Sales Count	11	14	-21.4%	N/A	N/A	
Pending Sales Volume	\$4,662,500	\$4,462,700	+4.5%	N/A	N/A	
Closed Sales Count	2	7	-71.4%	36	23	+56.5%
Closed Sales Volume	\$1,035,500	\$2,112,000	-51%	\$14,546,950	\$7,485,740	+94.3%
Average Sales Price	\$517,750	\$301,714	+71.6%	\$404,082	\$325,467	+24.2%
Median Sales Price	\$517,750	\$245,000	+111.3%	\$367,153	\$277,957	+32.1%

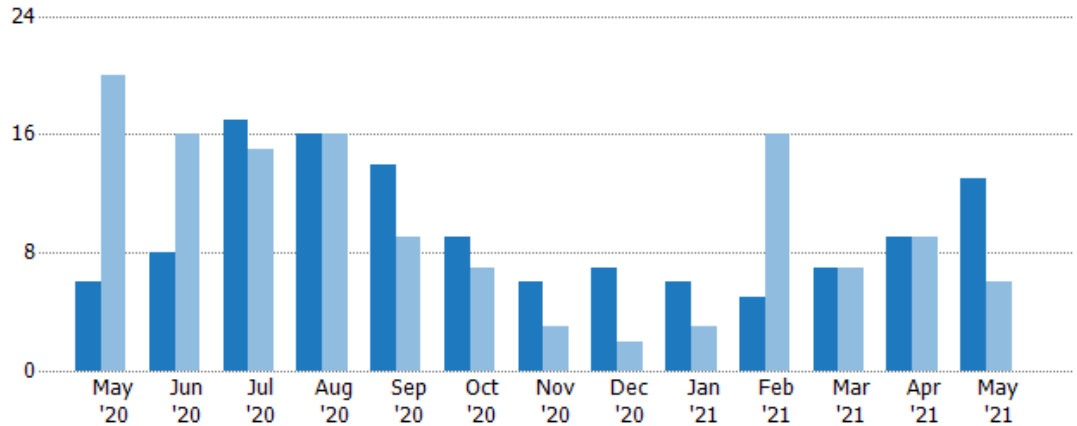
New Listings

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

Filters Used

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

Month/ Year	Count	% Chg.
May '21	13	116.7%
May '20	6	-70%
May '19	20	-40%



Current Year	6	8	17	16	14	9	6	7	6	5	7	9	13
Prior Year	20	16	15	16	9	7	3	2	3	16	7	9	6
Percent Change from Prior Year	-70%	-50%	13%	0%	56%	29%	100%	250%	100%	-69%	0%	0%	117%

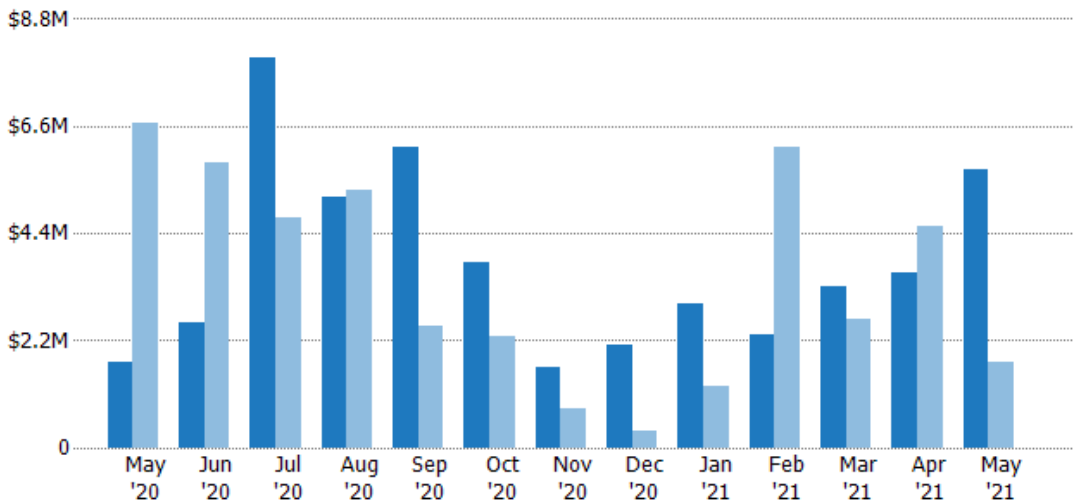
New Listing Volume

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.
May '21	\$5.7M	221.2%
May '20	\$1.78M	-73.4%
May '19	\$6.67M	-10.8%



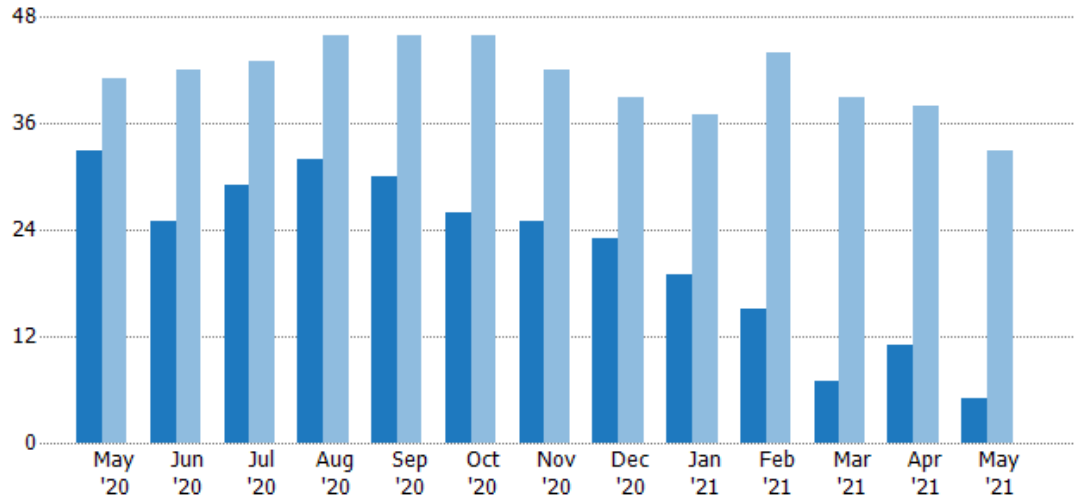
Current Year	\$1.78M	\$2.58M	\$8M	\$5.14M	\$6.16M	\$3.79M	\$1.67M	\$2.13M	\$2.95M	\$2.34M	\$3.31M	\$3.58M	\$5.7M
Prior Year	\$6.67M	\$5.86M	\$4.71M	\$5.3M	\$2.51M	\$2.27M	\$823K	\$339K	\$1.27M	\$6.16M	\$2.64M	\$4.56M	\$1.78M
Percent Change from Prior Year	-73%	-56%	70%	-3%	145%	67%	103%	528%	131%	-62%	25%	-21%	221%

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



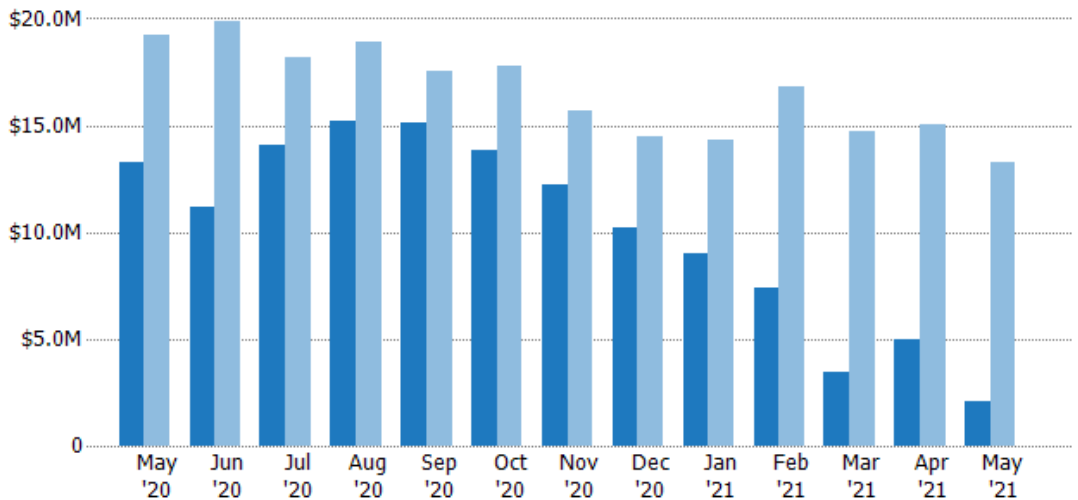
Month/Year	Count	% Chg.
May '21	5	-84.8%
May '20	33	-19.5%
May '19	41	-12.2%

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.
May '21	\$2.11M	-84.1%
May '20	\$13.3M	-31.1%
May '19	\$19.2M	-6.8%

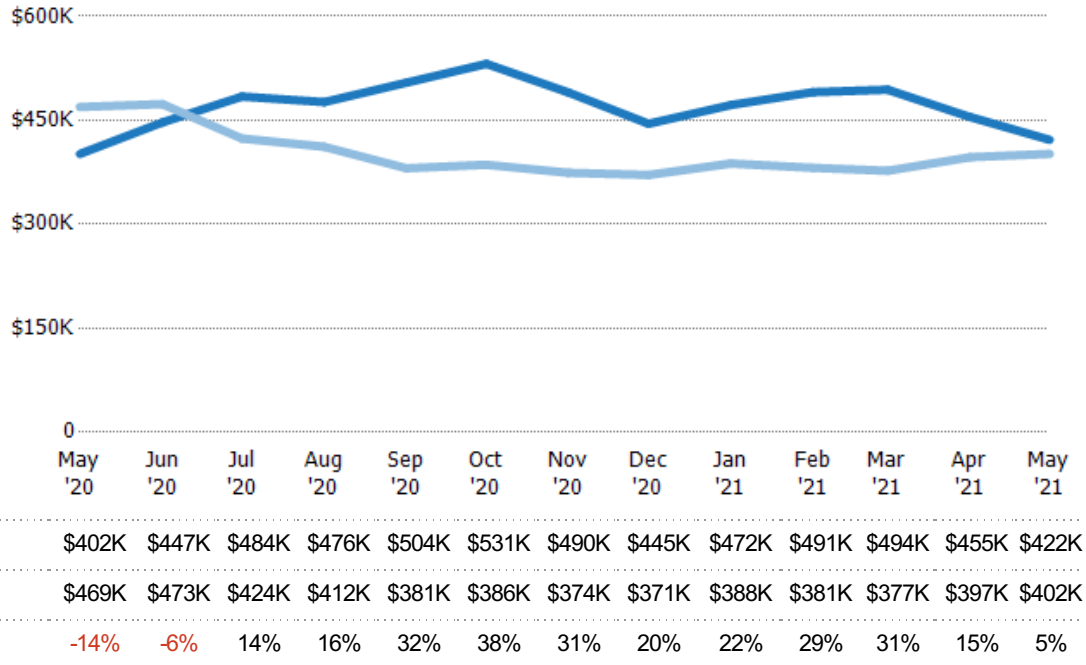
Average Listing Price

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

Month/Year	Price	% Chg.
May '21	\$422K	5%
May '20	\$402K	-14.4%
May '19	\$469K	6.1%



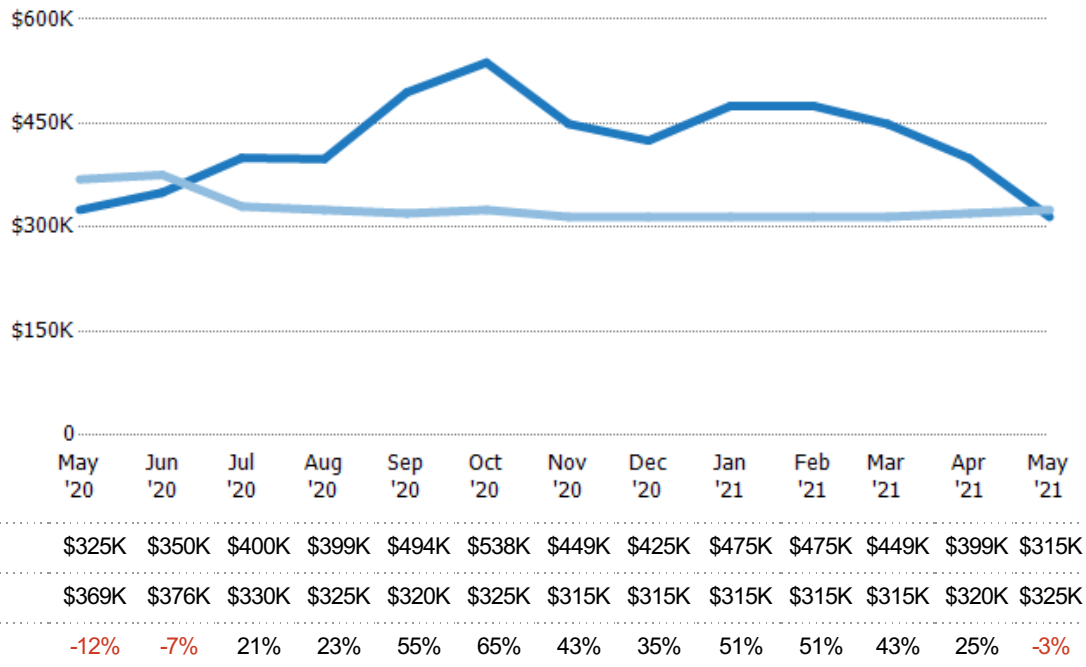
Median Listing Price

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.
May '21	\$315K	-3.1%
May '20	\$325K	-11.9%
May '19	\$369K	-6%

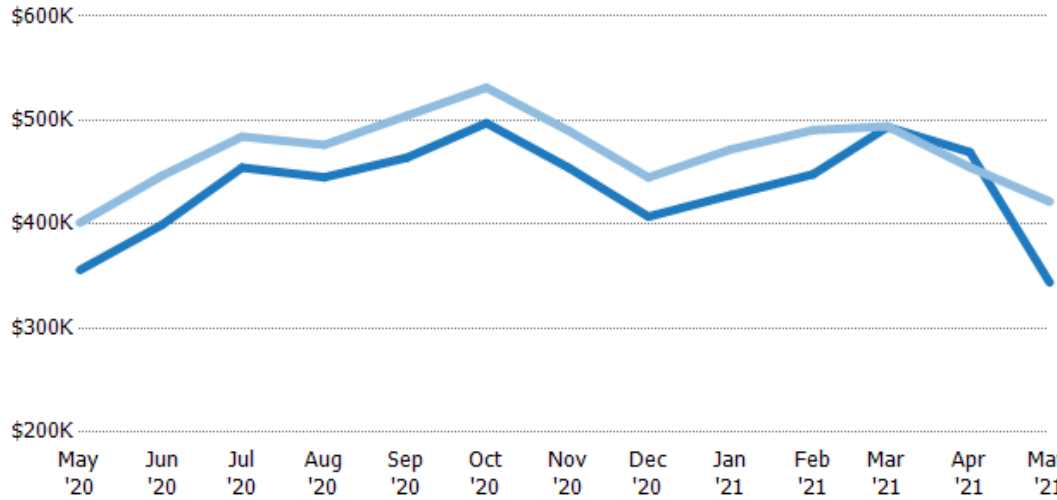


Average Listing Price vs Average Est Value

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



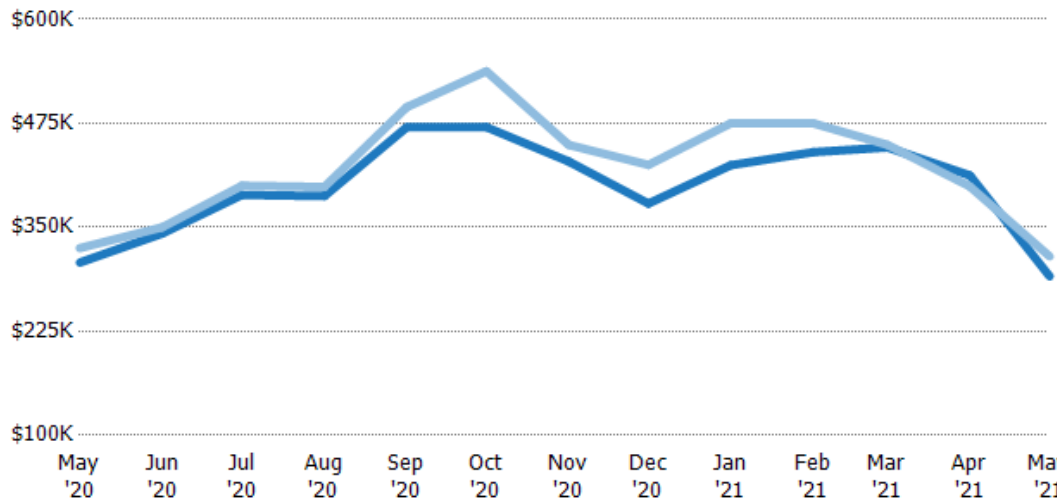
Avg Est Value	\$356K	\$400K	\$454K	\$445K	\$464K	\$497K	\$454K	\$407K	\$428K	\$448K	\$494K	\$469K	\$344K
Avg Listing Price	\$402K	\$447K	\$484K	\$476K	\$504K	\$531K	\$490K	\$445K	\$472K	\$491K	\$494K	\$455K	\$422K
Avg Listing Price as a % of Avg Est Value	113%	112%	107%	107%	109%	107%	108%	109%	110%	109%	100%	97%	123%

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



Median Est Value	\$308K	\$343K	\$389K	\$387K	\$470K	\$470K	\$429K	\$379K	\$425K	\$440K	\$446K	\$412K	\$291K
Median Listing Price	\$325K	\$350K	\$400K	\$399K	\$494K	\$538K	\$449K	\$425K	\$475K	\$475K	\$449K	\$399K	\$315K
Med Listing Price as a % of Med Est Value	106%	102%	103%	103%	105%	114%	105%	112%	112%	108%	101%	97%	108%

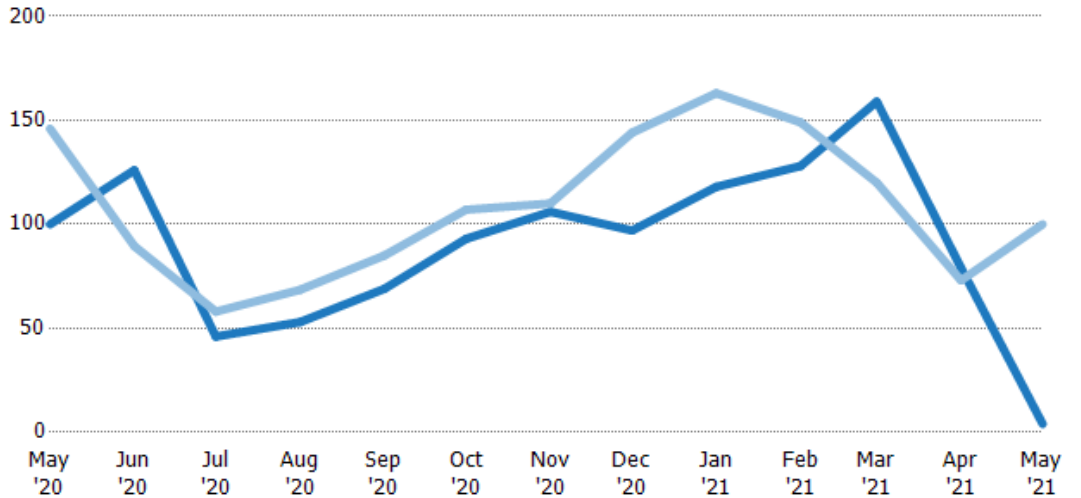
Median Days in RPR

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.
May '21	4	-96%
May '20	100	-31.5%
May '19	146	-27.7%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	100	126	46	53	69	93	106	97	118	128	159	79	4
Prior Year	146	89.5	58	68.5	85	107	110	144	163	149	120	73	100
Percent Change from Prior Year	-32%	41%	-21%	-23%	-19%	-13%	-4%	-33%	-28%	-14%	33%	8%	-96%

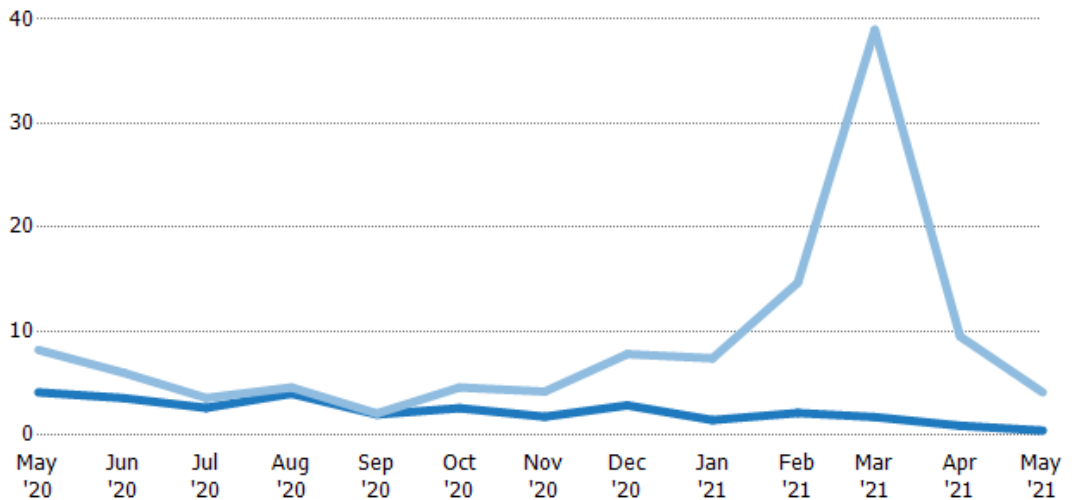
Months of Inventory

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.
May '21	0	-89%
May '20	4.13	-49.7%
May '19	8.2	9.8%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	4.13	3.57	2.64	4	2	2.6	1.79	2.88	1.46	2.14	1.75	0	0
Prior Year	8.2	6	3.58	4.6	2.09	4.6	4.2	7.8	7.4	14.7	39	9.5	4.13
Percent Change from Prior Year	-50%	-40%	-26%	-13%	-4%	-43%	-57%	-63%	-80%	-85%	-96%	-90%	-89%

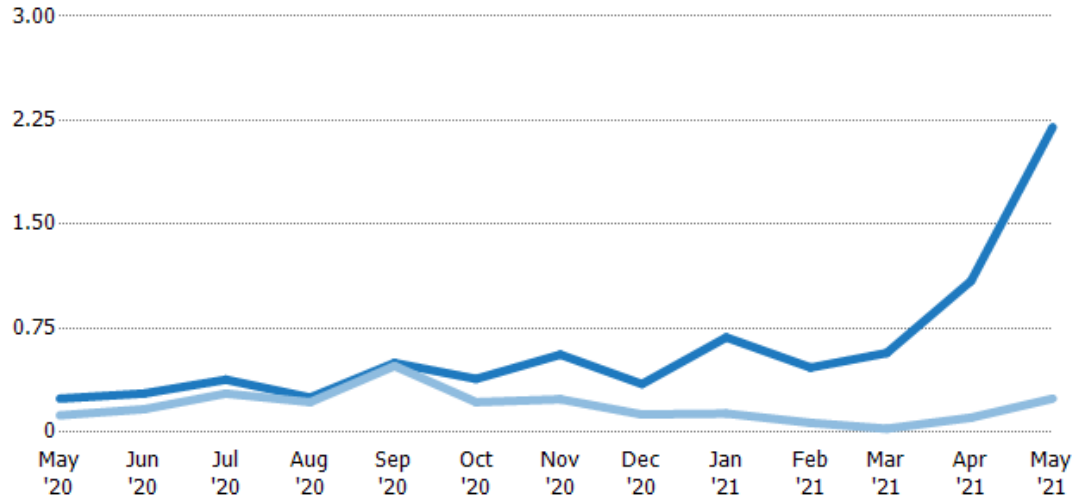
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
May '21	220%	-195.8%
May '20	24%	-12.1%
May '19	12%	-8.9%



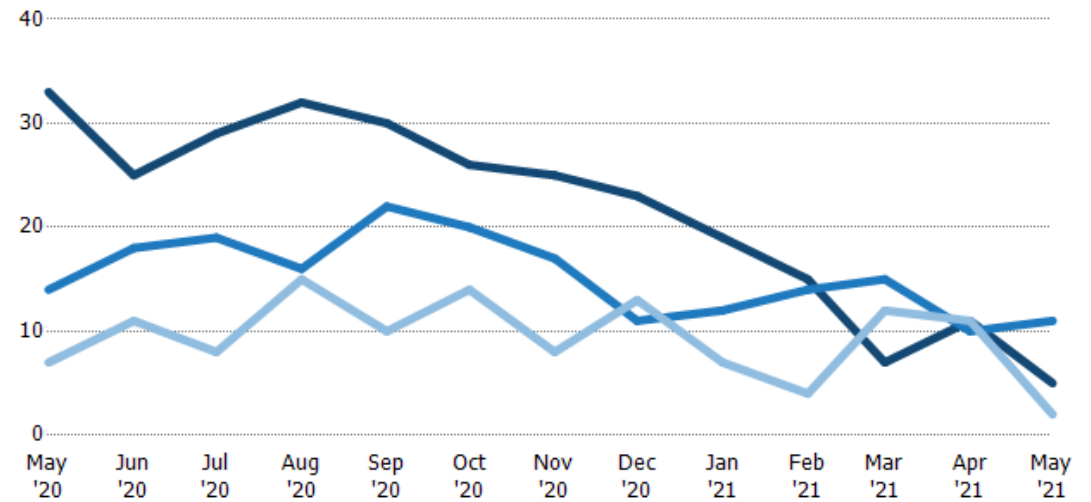
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	24%	28%	38%	25%	50%	38%	56%	35%	68%	47%	57%	109%	220%
Prior Year	12%	17%	28%	22%	48%	22%	24%	13%	14%	7%	3%	11%	24%
Change from Prior Year	-12%	-11%	-10%	-3%	-2%	-17%	-32%	-22%	-55%	-40%	-55%	-99%	-196%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	33	25	29	32	30	26	25	23	19	15	7	11	5
Pending	14	18	19	16	22	20	17	11	12	14	15	10	11
Sold	7	11	8	15	10	14	8	13	7	4	12	11	2

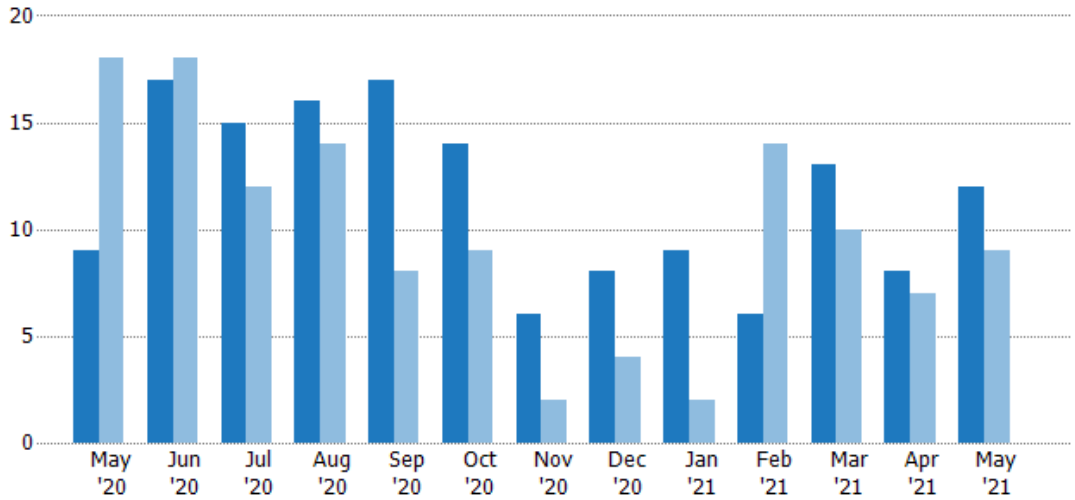
New Pending Sales

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.
May '21	12	33.3%
May '20	9	-50%
May '19	18	-44.4%



Current Year	9	17	15	16	17	14	6	8	9	6	13	8	12
Prior Year	18	18	12	14	8	9	2	4	2	14	10	7	9
Percent Change from Prior Year	-50%	-6%	25%	14%	113%	56%	200%	100%	350%	-57%	30%	14%	33%

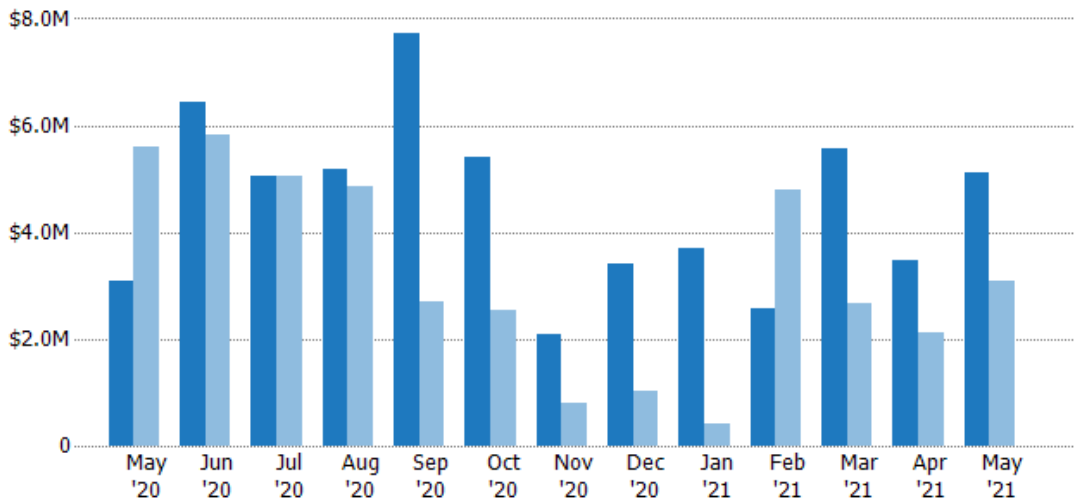
New Pending Sales Volume

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.
May '21	\$5.12M	65.8%
May '20	\$3.09M	-44.8%
May '19	\$5.59M	-26.5%



Current Year	\$3.09M	\$6.42M	\$5.05M	\$5.18M	\$7.73M	\$5.41M	\$2.1M	\$3.41M	\$3.69M	\$2.58M	\$5.57M	\$3.48M	\$5.12M
Prior Year	\$5.59M	\$5.82M	\$5.06M	\$4.86M	\$2.69M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M	\$2.12M	\$3.09M
Percent Change from Prior Year	-45%	10%	0%	7%	188%	114%	167%	233%	791%	-46%	108%	64%	66%

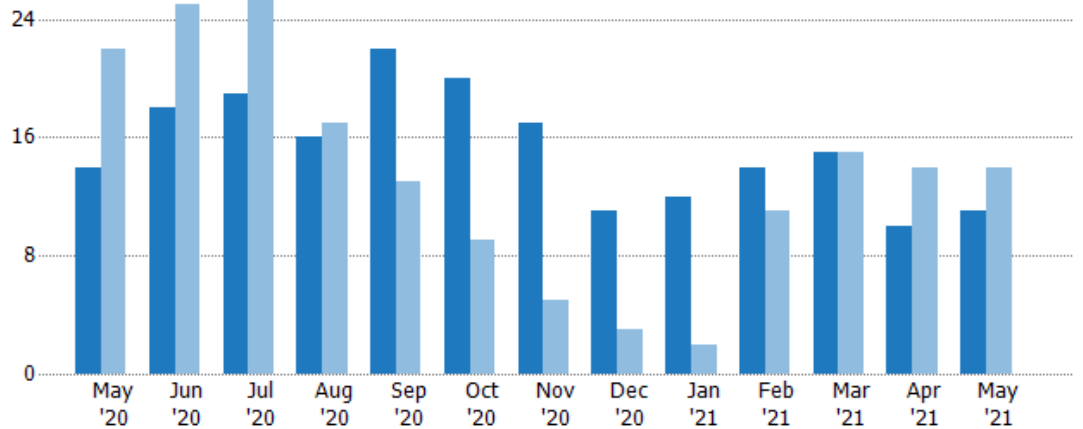
Pending Sales

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.
May '21	11	-21.4%
May '20	14	-36.4%
May '19	22	-9.1%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	14	18	19	16	22	20	17	11	12	14	15	10	11
Prior Year	22	25	26	17	13	9	5	3	2	11	15	14	14
Percent Change from Prior Year	-36%	-28%	-27%	-6%	69%	122%	240%	267%	500%	27%	0%	-29%	-21%

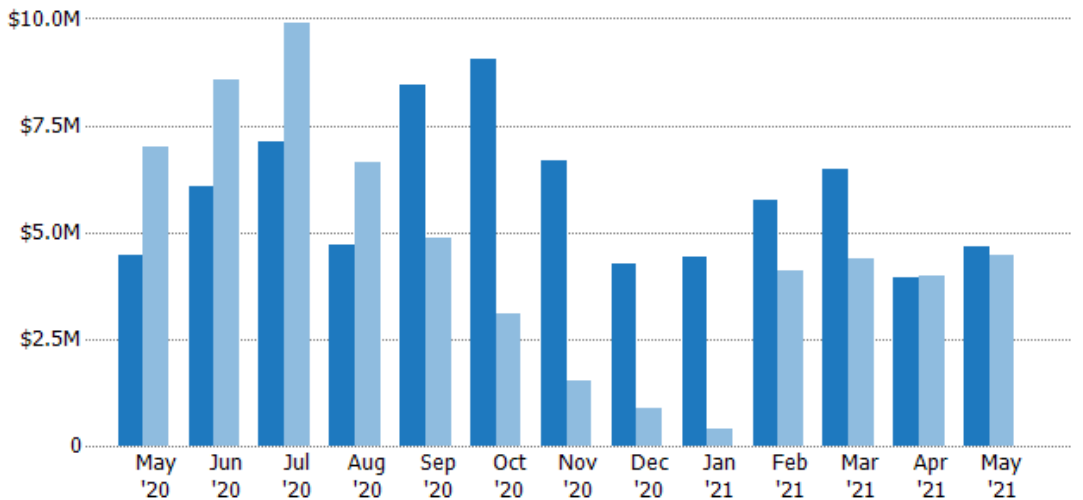
Pending Sales Volume

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.
May '21	\$4.66M	4.5%
May '20	\$4.46M	-36.2%
May '19	\$6.99M	6.1%



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$4.46M	\$6.05M	\$7.11M	\$4.72M	\$8.45M	\$9.05M	\$6.67M	\$4.25M	\$4.4M	\$5.75M	\$6.47M	\$3.95M	\$4.66M
Prior Year	\$6.99M	\$8.56M	\$9.91M	\$6.63M	\$4.86M	\$3.09M	\$1.54M	\$899K	\$415K	\$4.08M	\$4.37M	\$3.99M	\$4.46M
Percent Change from Prior Year	-36%	-29%	-28%	-29%	74%	193%	332%	373%	962%	41%	48%	-1%	4%

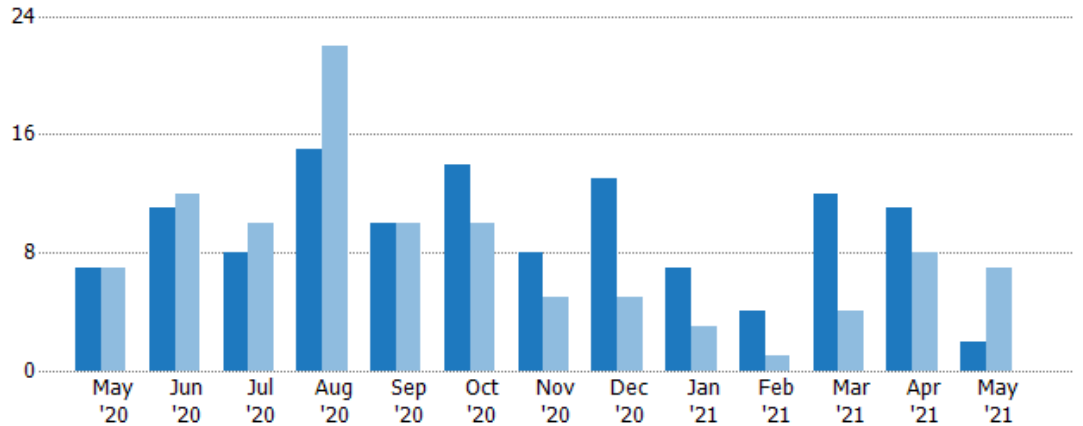
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
May '21	2	-71.4%
May '20	7	0%
May '19	7	42.9%



Current Year	7	11	8	15	10	14	8	13	7	4	12	11	2
Prior Year	7	12	10	22	10	10	5	5	3	1	4	8	7
Percent Change from Prior Year	0%	-8%	-20%	-32%	0%	40%	60%	160%	133%	300%	200%	38%	-71%

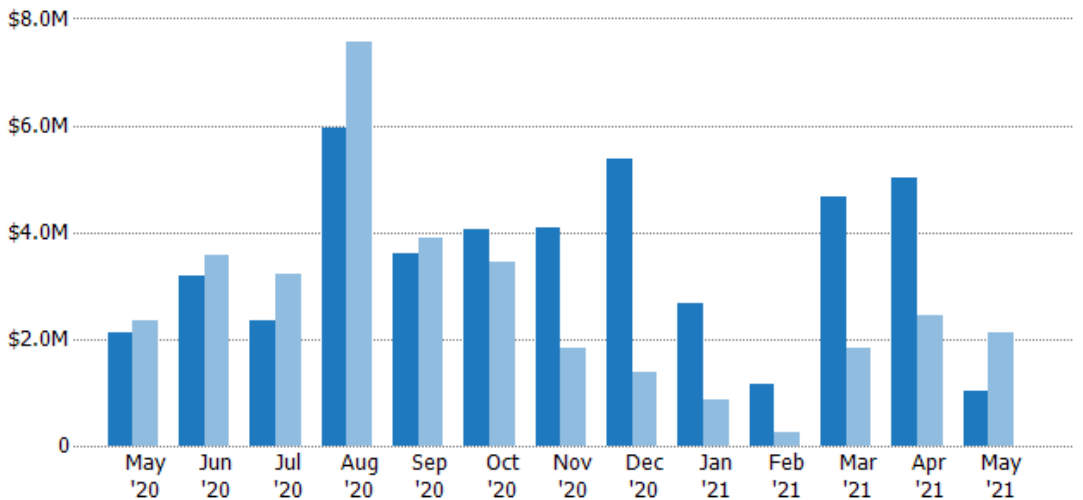
Closed Sales Volume

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

Month/ Year	Volume	% Chg.
May '21	\$1.04M	-51%
May '20	\$2.11M	-10%
May '19	\$2.35M	24.1%



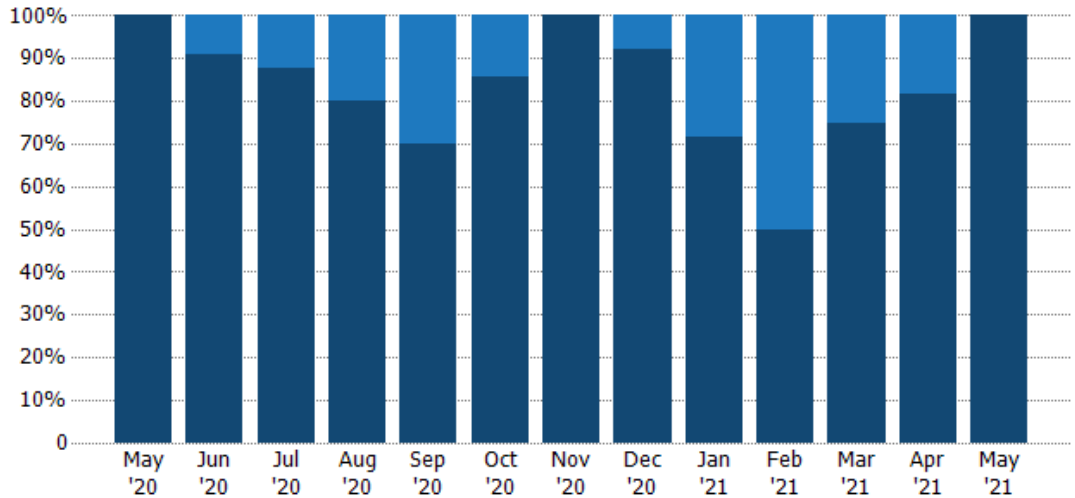
Current Year	\$2.11M	\$3.2M	\$2.35M	\$5.96M	\$3.59M	\$4.05M	\$4.08M	\$5.39M	\$2.65M	\$1.15M	\$4.68M	\$5.03M	\$1.04M
Prior Year	\$2.35M	\$3.58M	\$3.21M	\$7.57M	\$3.89M	\$3.44M	\$1.83M	\$1.38M	\$858K	\$240K	\$1.84M	\$2.44M	\$2.11M
Percent Change from Prior Year	-10%	-11%	-27%	-21%	-8%	18%	123%	291%	209%	379%	155%	106%	-51%

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



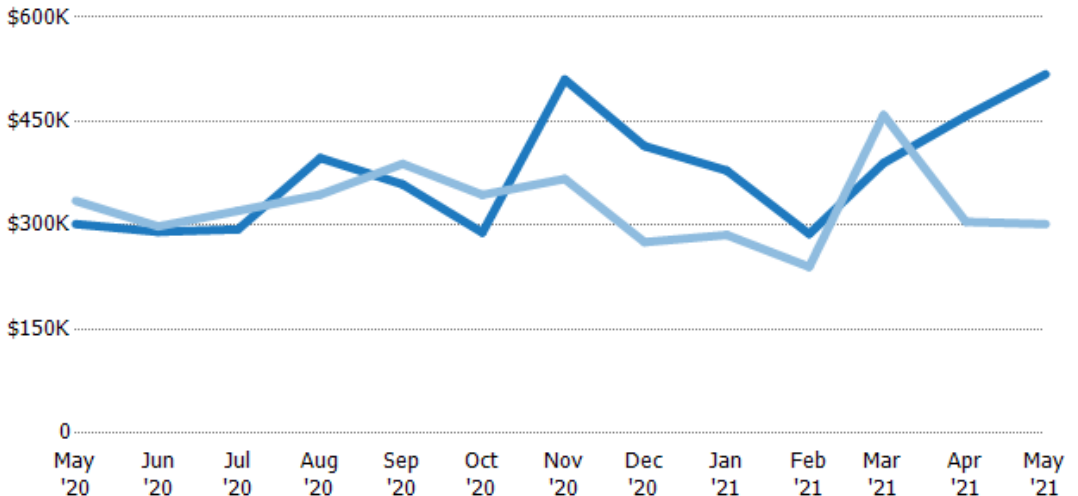
Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	-	9%	13%	20%	30%	14%	-	8%	29%	50%	25%	18%	-
Single Family Residence	100%	91%	88%	80%	70%	86%	100%	92%	71%	50%	75%	82%	100%

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.
May '21	\$518K	71.6%
May '20	\$302K	-10%
May '19	\$335K	-13.1%

Property Type	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$302K	\$291K	\$294K	\$397K	\$359K	\$290K	\$510K	\$414K	\$379K	\$288K	\$390K	\$458K	\$518K
Prior Year	\$335K	\$298K	\$321K	\$344K	\$389K	\$344K	\$367K	\$276K	\$286K	\$240K	\$459K	\$305K	\$302K
Percent Change from Prior Year	-10%	-3%	-8%	15%	-8%	-16%	39%	50%	32%	20%	-15%	50%	72%

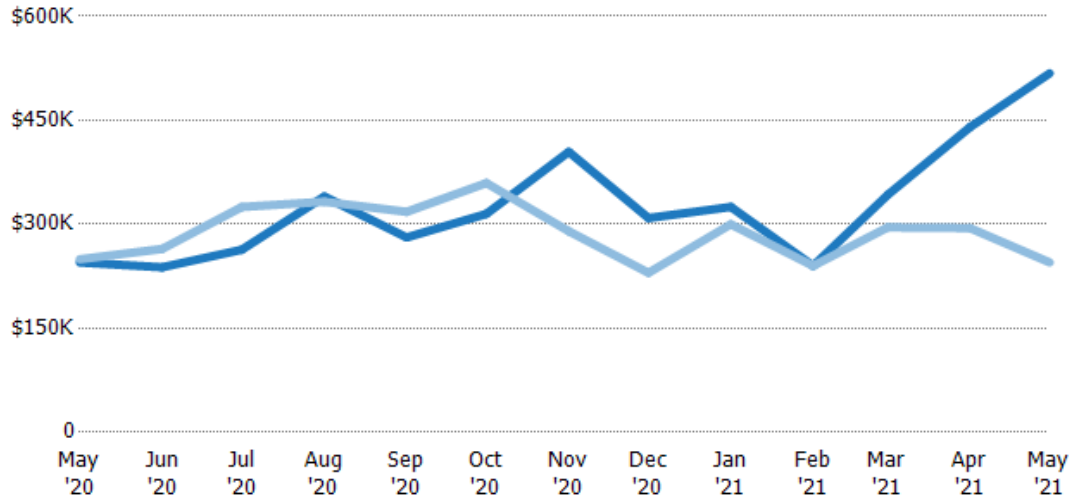
Median Sales Price

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.
May '21	\$518K	111.3%
May '20	\$245K	-1.8%
May '19	\$250K	21.2%



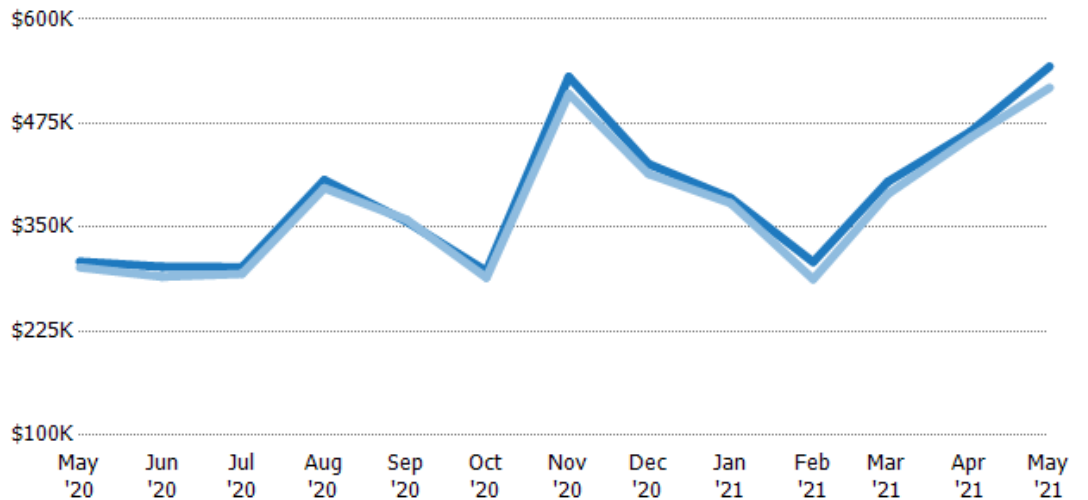
Current Year	\$245K	\$238K	\$263K	\$340K	\$281K	\$315K	\$405K	\$309K	\$325K	\$240K	\$342K	\$440K	\$518K
Prior Year	\$250K	\$265K	\$325K	\$333K	\$318K	\$360K	\$290K	\$230K	\$300K	\$240K	\$296K	\$295K	\$245K
Percent Change from Prior Year	-2%	-10%	-19%	2%	-12%	-12%	39%	34%	8%	0%	16%	49%	111%

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



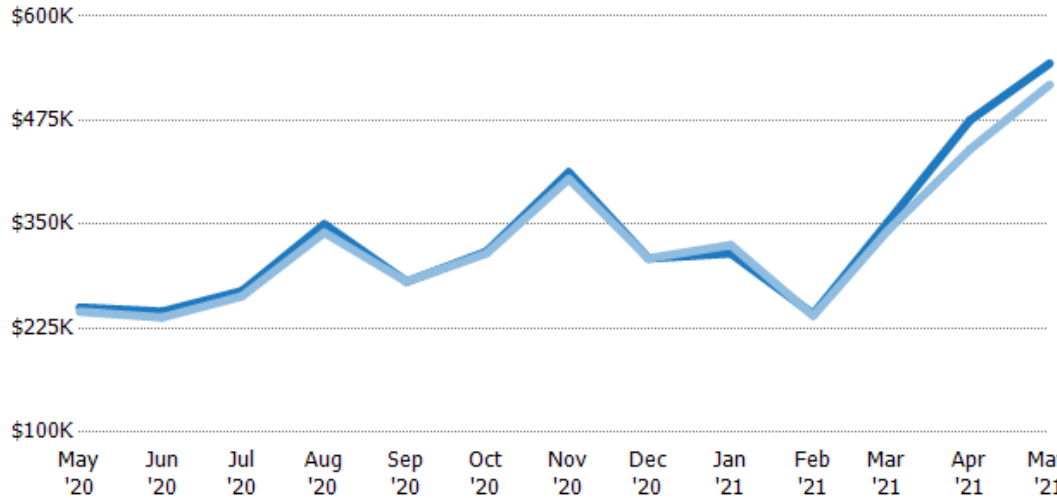
Avg List Price	\$309K	\$303K	\$302K	\$407K	\$357K	\$297K	\$531K	\$426K	\$385K	\$308K	\$404K	\$464K	\$543K
Avg Sales Price	\$302K	\$291K	\$294K	\$397K	\$359K	\$290K	\$510K	\$414K	\$379K	\$288K	\$390K	\$458K	\$518K
Avg Sales Price as a % of Avg List Price	98%	96%	97%	98%	101%	97%	96%	97%	98%	93%	96%	99%	95%

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



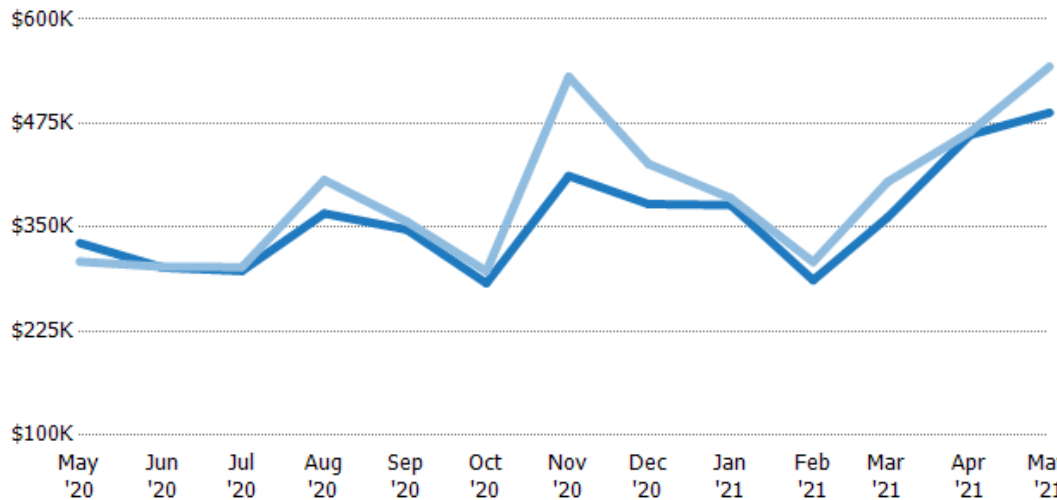
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$250K	\$245K	\$270K	\$350K	\$281K	\$317K	\$413K	\$309K	\$315K	\$242K	\$352K	\$475K	\$543K
Median Sales Price	\$245K	\$238K	\$263K	\$340K	\$281K	\$315K	\$405K	\$309K	\$325K	\$240K	\$342K	\$440K	\$518K
Med Sales Price as a % of Med List Price	98%	97%	98%	97%	100%	99%	98%	100%	103%	99%	97%	93%	95%

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



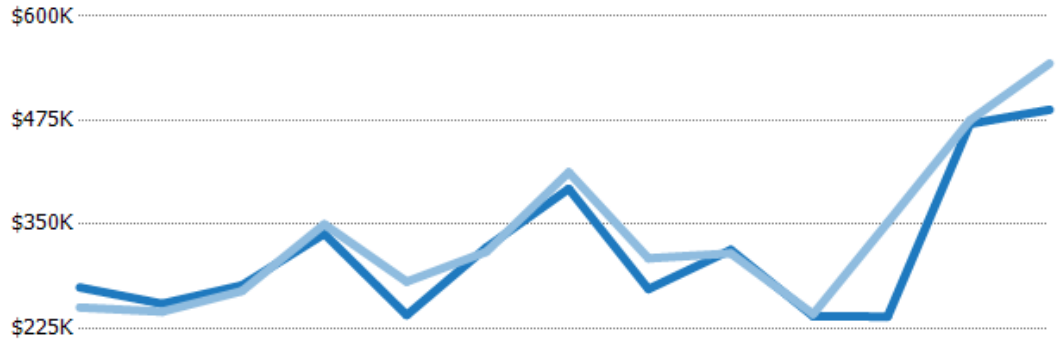
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$331K	\$302K	\$298K	\$367K	\$347K	\$283K	\$412K	\$378K	\$377K	\$286K	\$362K	\$461K	\$488K
Avg Sales Price	\$309K	\$303K	\$302K	\$407K	\$357K	\$297K	\$531K	\$426K	\$385K	\$308K	\$404K	\$464K	\$543K
Avg Sales Price as a % of Avg Est Value	93%	100%	101%	111%	103%	105%	129%	113%	102%	108%	112%	101%	111%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$274K	\$255K	\$277K	\$338K	\$241K	\$322K	\$393K	\$272K	\$319K	\$240K	\$239K	\$471K	\$488K
Median Sales Price	\$250K	\$245K	\$270K	\$350K	\$281K	\$317K	\$413K	\$309K	\$315K	\$242K	\$352K	\$475K	\$543K
Med Sales Price as a % of Med Est Value	91%	96%	98%	103%	117%	98%	105%	114%	99%	101%	147%	101%	111%