

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	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	8	+87.5%	54	49	+10.2%
New Listing Volume	\$6,208,900	\$2,583,900	+140.3%	\$23,620,700	\$18,991,400	+24.4%
Active Listing Count	14	26	-46.2%	N/A	N/A	
Active Listing Volume	\$6,312,700	\$12,446,100	-49.3%	N/A	N/A	
Average Listing Price	\$450,907	\$478,696	-5.8%	\$465,897	\$417,015	+11.7%
Median Listing Price	\$435,000	\$407,500	+6.7%	\$449,975	\$331,937	+35.6%
Median Days in RPR	23	126	-81.7%	121.72	115.65	+5.3%
Months of Inventory	4.7	3.7	+25.6%	2.4	5.2	-54.4%
Absorption Rate	21.43%	26.92%	-5.5%	42.5%	19.37%	+23.1%
Sales Activity Charts Metrics						
New Pending Sales Count	12	17	-29.4%	59	59	+/-
New Pending Sales Volume	\$4,281,000	\$6,422,200	-33.3%	\$24,434,899	\$19,512,500	+25.2%
Pending Sales Count	15	19	-21.1%	N/A	N/A	
Pending Sales Volume	\$5,515,000	\$6,252,100	-11.8%	N/A	N/A	
Closed Sales Count	12	11	+9.1%	49	34	+44.1%
Closed Sales Volume	\$4,831,500	\$3,196,000	+51.2%	\$19,960,950	\$10,681,740	+86.9%
Average Sales Price	\$402,625	\$290,545	+38.6%	\$407,366	\$314,169	+29.7%
Median Sales Price	\$398,000	\$238,000	+67.2%	\$381,745	\$265,029	+44%

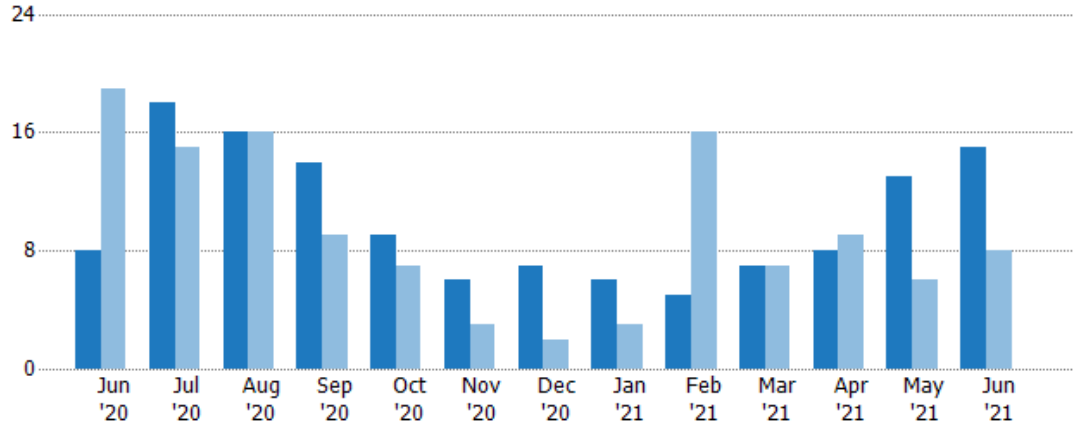
New Listings

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.
Jun '21	15	87.5%
Jun '20	8	-57.9%
Jun '19	19	10.5%



Current Year	8	18	16	14	9	6	7	6	5	7	8	13	15
Prior Year	19	15	16	9	7	3	2	3	16	7	9	6	8
Percent Change from Prior Year	-58%	20%	0%	56%	29%	100%	250%	100%	-69%	0%	-11%	117%	88%

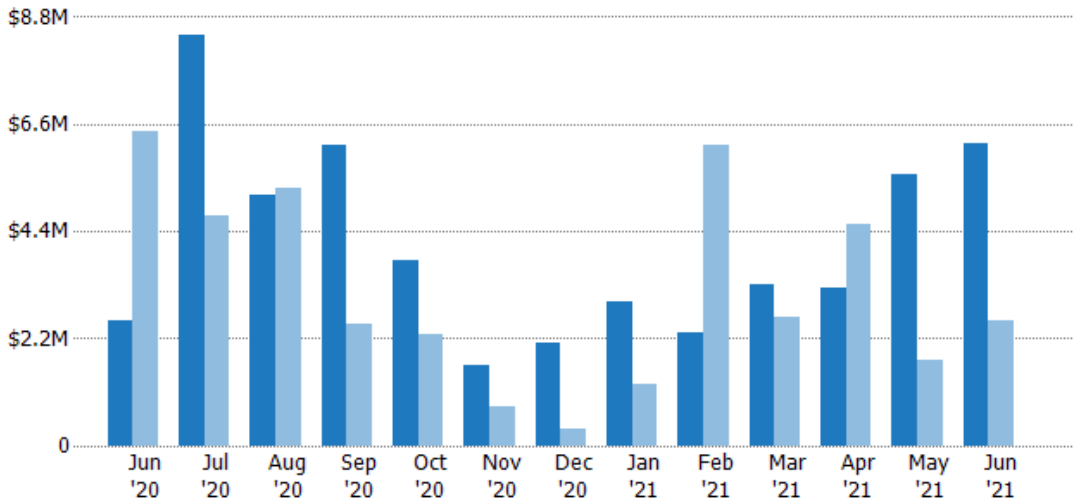
New Listing Volume

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.
Jun '21	\$6.21M	140.3%
Jun '20	\$2.58M	-60%
Jun '19	\$6.46M	33.8%



Current Year	\$2.58M	\$8.42M	\$5.14M	\$6.16M	\$3.79M	\$1.67M	\$2.13M	\$2.95M	\$2.34M	\$3.31M	\$3.25M	\$5.57M	\$6.21M
Prior Year	\$6.46M	\$4.71M	\$5.3M	\$2.51M	\$2.27M	\$823K	\$339K	\$1.27M	\$6.16M	\$2.64M	\$4.56M	\$1.78M	\$2.58M
Percent Change from Prior Year	-60%	79%	-3%	145%	67%	103%	528%	131%	-62%	25%	-29%	214%	140%

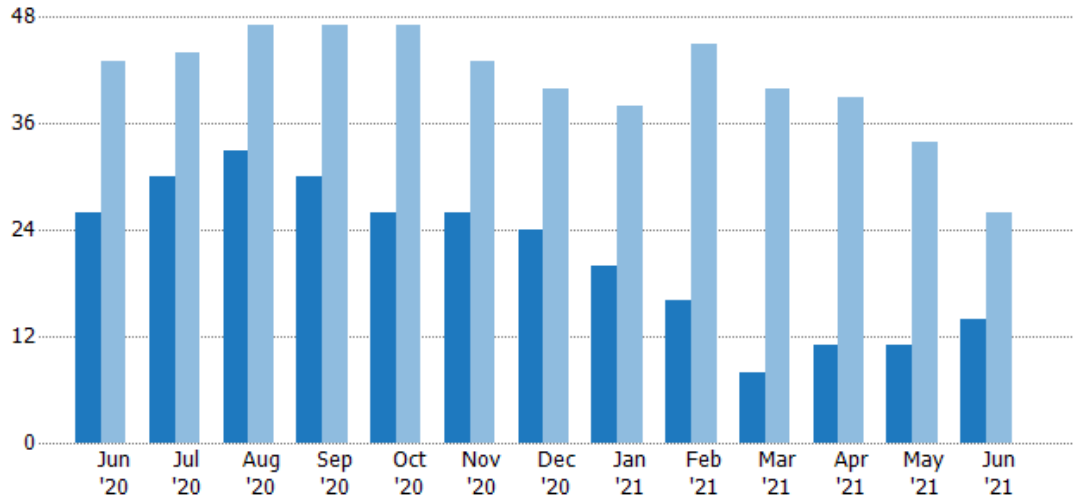
Active Listings

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.
Jun '21	14	-46.2%
Jun '20	26	-39.5%
Jun '19	43	9.3%



Current Year	26	30	33	30	26	26	24	20	16	8	11	11	14
Prior Year	43	44	47	47	47	43	40	38	45	40	39	34	26
Percent Change from Prior Year	-40%	-32%	-30%	-36%	-45%	-40%	-40%	-47%	-64%	-80%	-72%	-68%	-46%

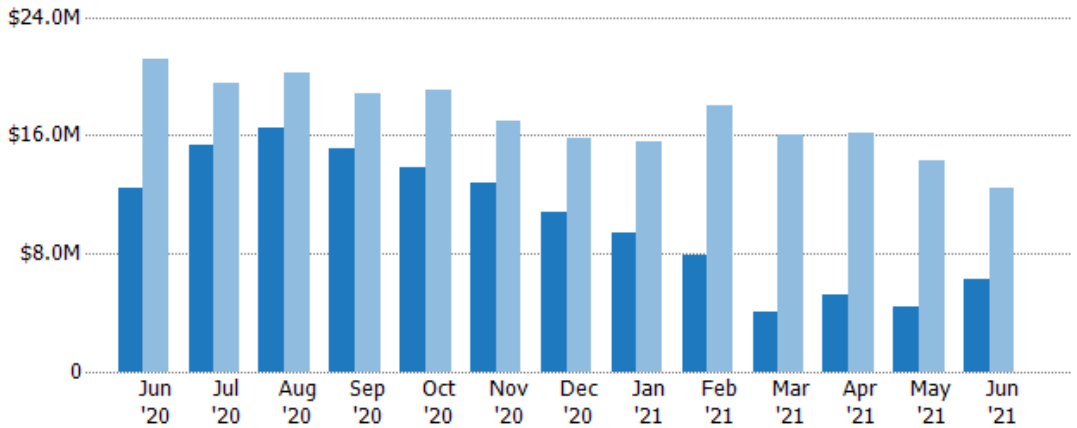
Active Listing Volume

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.
Jun '21	\$6.31M	-49.3%
Jun '20	\$12.4M	-41.2%
Jun '19	\$21.2M	0.6%



Current Year	\$12.4M	\$15.3M	\$16.5M	\$15.1M	\$13.8M	\$12.8M	\$10.8M	\$9.38M	\$7.94M	\$4.04M	\$5.25M	\$4.36M	\$6.31M
Prior Year	\$21.2M	\$19.5M	\$20.2M	\$18.8M	\$19M	\$17M	\$15.8M	\$15.6M	\$18.1M	\$16M	\$16.1M	\$14.3M	\$12.4M
Percent Change from Prior Year	-41%	-21%	-18%	-19%	-27%	-25%	-31%	-40%	-56%	-75%	-68%	-70%	-49%

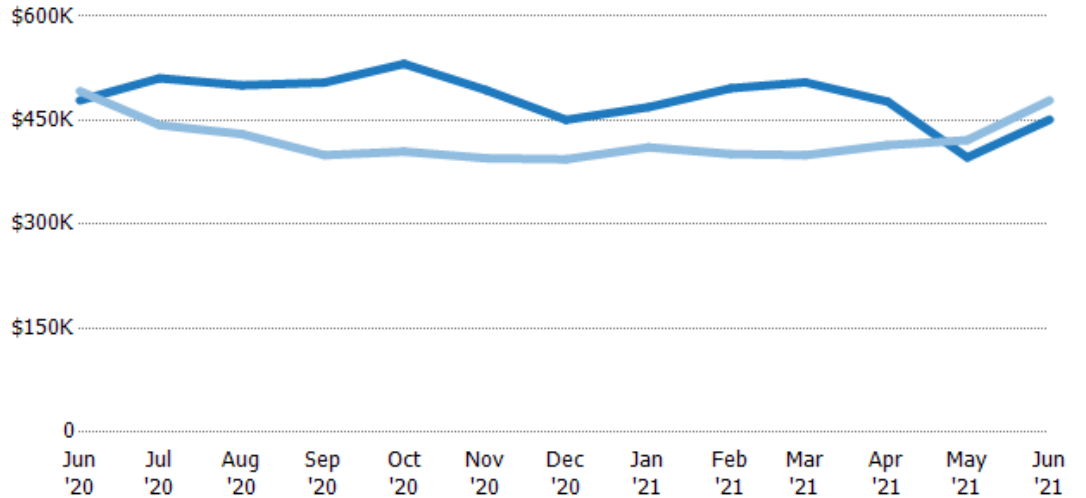
Average Listing Price

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.
Jun '21	\$451K	-5.8%
Jun '20	\$479K	-2.7%
Jun '19	\$492K	-8%



Current Year	\$479K	\$511K	\$501K	\$504K	\$531K	\$493K	\$451K	\$469K	\$496K	\$505K	\$477K	\$396K	\$451K
Prior Year	\$492K	\$443K	\$430K	\$400K	\$405K	\$395K	\$394K	\$411K	\$401K	\$400K	\$414K	\$421K	\$479K
Percent Change from Prior Year	-3%	15%	16%	26%	31%	25%	14%	14%	24%	26%	15%	-6%	-6%

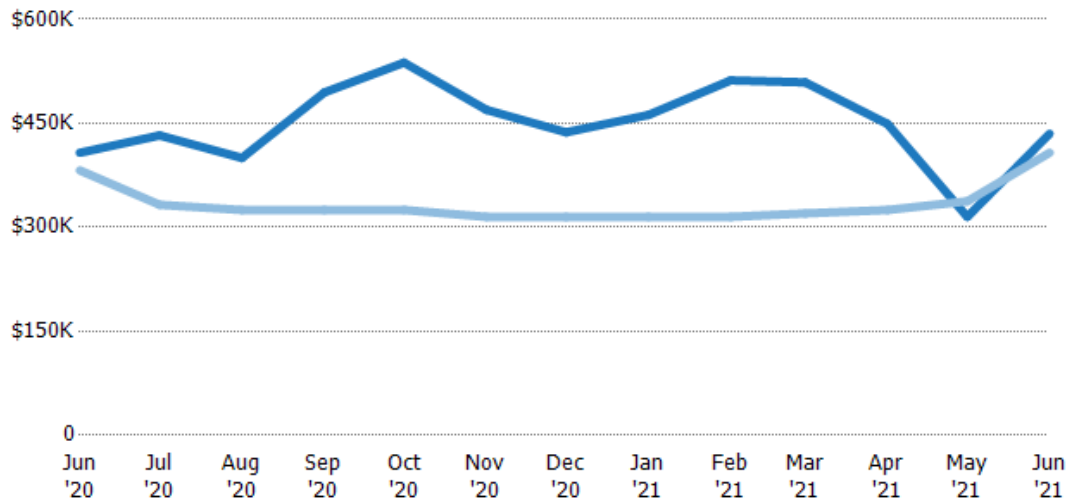
Median Listing Price

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.
Jun '21	\$435K	6.7%
Jun '20	\$408K	6.7%
Jun '19	\$382K	-13.6%



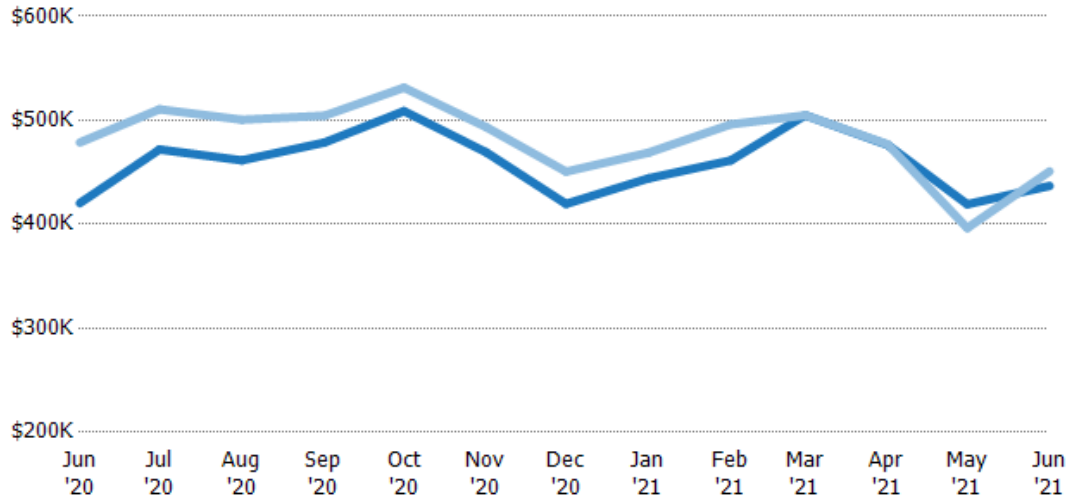
Current Year	\$408K	\$433K	\$400K	\$494K	\$538K	\$469K	\$437K	\$462K	\$512K	\$509K	\$449K	\$315K	\$435K
Prior Year	\$382K	\$332K	\$325K	\$325K	\$325K	\$315K	\$315K	\$315K	\$315K	\$320K	\$325K	\$338K	\$408K
Percent Change from Prior Year	7%	30%	23%	52%	65%	49%	39%	47%	63%	59%	38%	-7%	7%

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



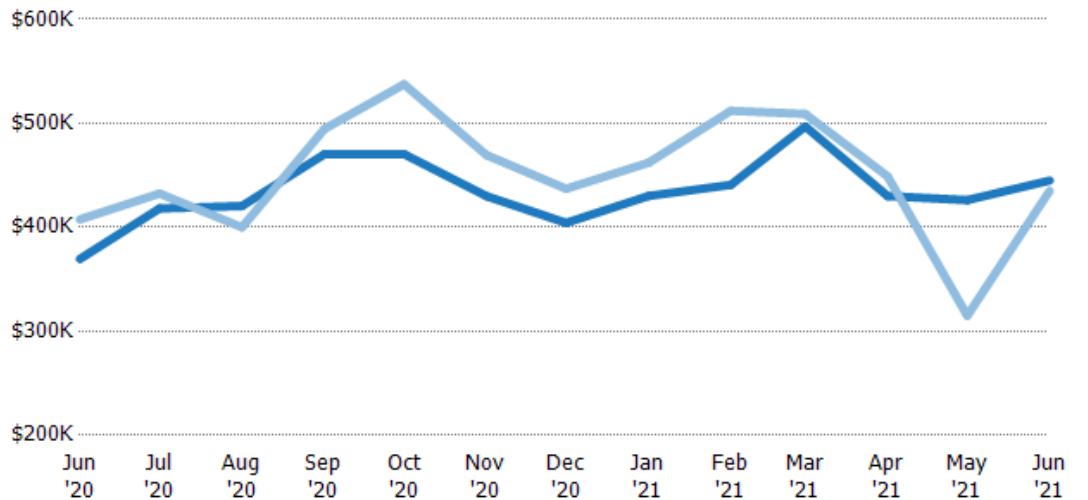
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$420K	\$472K	\$461K	\$479K	\$509K	\$469K	\$420K	\$444K	\$461K	\$505K	\$476K	\$419K	\$437K
Avg Listing Price	\$479K	\$511K	\$501K	\$504K	\$531K	\$493K	\$451K	\$469K	\$496K	\$505K	\$477K	\$396K	\$451K
Avg Listing Price as a % of Avg Est Value	114%	108%	108%	105%	104%	105%	107%	106%	108%	100%	100%	95%	103%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$370K	\$418K	\$420K	\$470K	\$470K	\$430K	\$404K	\$430K	\$441K	\$497K	\$430K	\$426K	\$445K
Median Listing Price	\$408K	\$433K	\$400K	\$494K	\$538K	\$469K	\$437K	\$462K	\$512K	\$509K	\$449K	\$315K	\$435K
Med Listing Price as a % of Med Est Value	110%	103%	95%	105%	114%	109%	108%	107%	116%	102%	104%	74%	98%

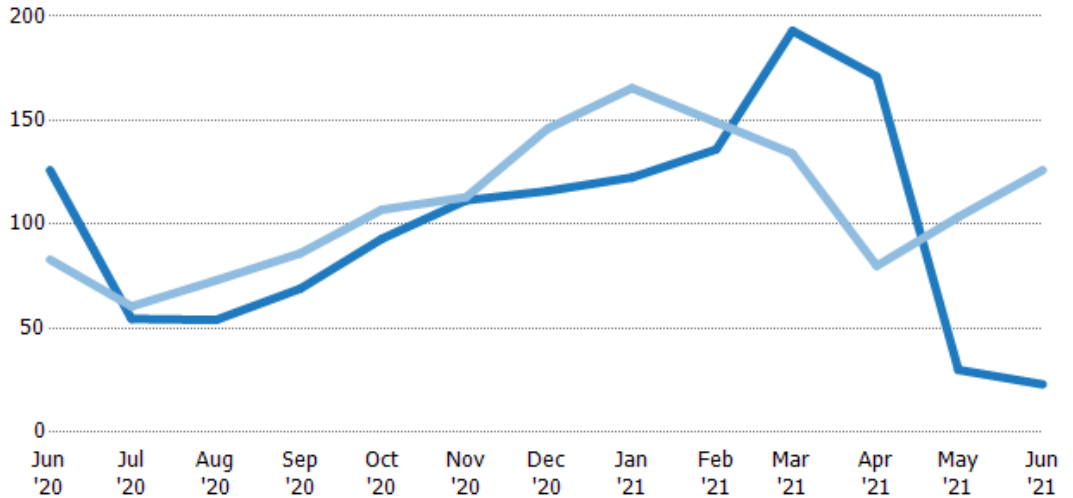
Median Days in RPR

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.
Jun '21	23	-81.7%
Jun '20	126	51.8%
Jun '19	83	-21.7%



Current Year	126	54.5	54	69	93	112	116	123	136	193	171	30	23
Prior Year	83	60.5	73	86	107	113	146	166	149	134	80	104	126
Percent Change from Prior Year	52%	-10%	-26%	-20%	-13%	-1%	-21%	-26%	-9%	44%	114%	-71%	-82%

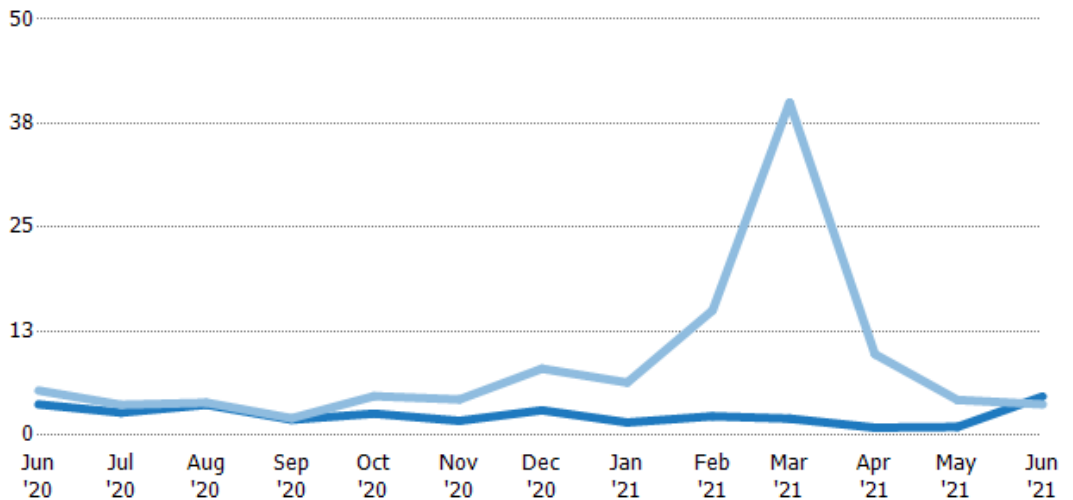
Months of Inventory

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.
Jun '21	4.67	25.6%
Jun '20	3.71	-30.9%
Jun '19	5.38	-12.6%



Current Year	3.71	2.73	3.67	1.88	2.6	1.73	3	1.54	2.29	2	0	1	4.67
Prior Year	5.38	3.67	3.92	2.04	4.7	4.3	8	6.33	15	40	9.75	4.25	3.71
Percent Change from Prior Year	-31%	-26%	-6%	-8%	-45%	-60%	-63%	-76%	-85%	-95%	-91%	-76%	26%

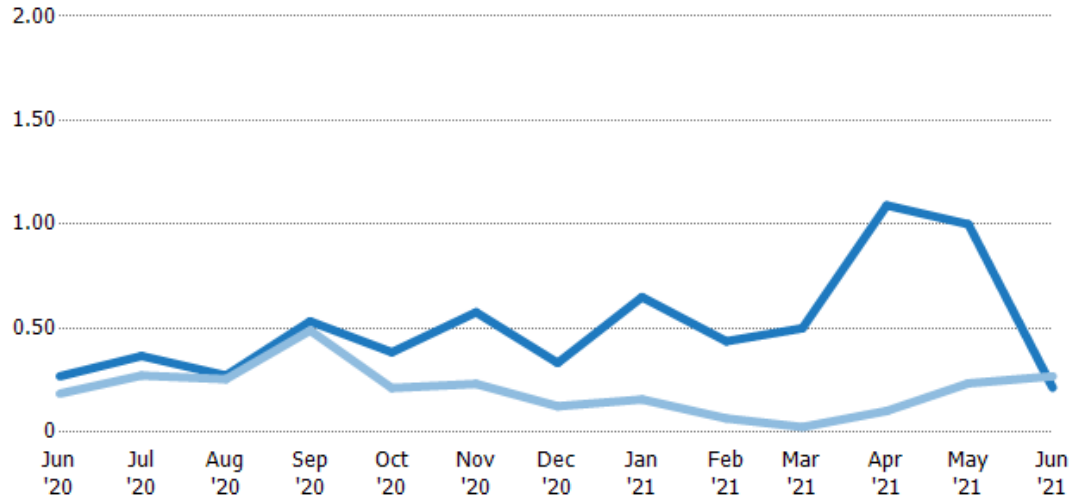
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Jun '21	21%	5.5%
Jun '20	27%	-8.3%
Jun '19	19%	14.4%



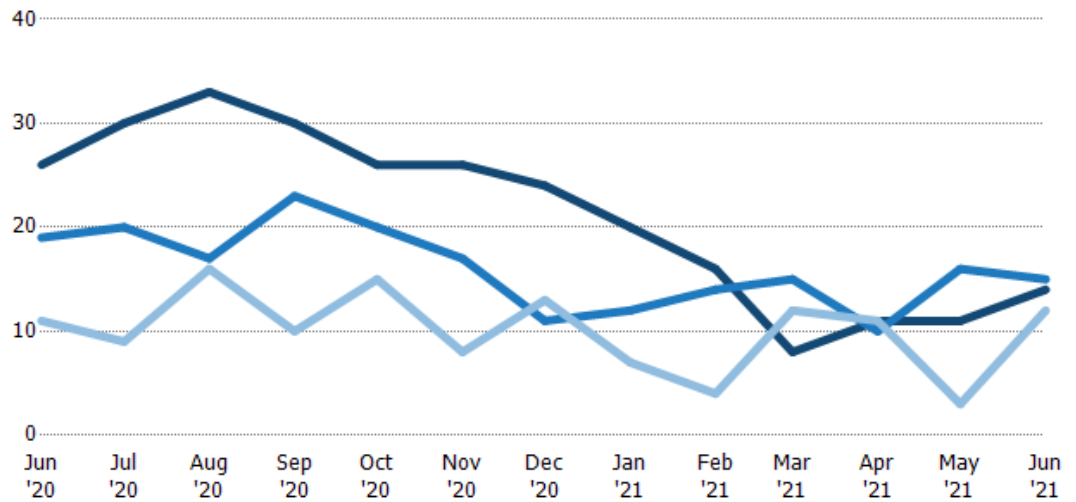
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	27%	37%	27%	53%	38%	58%	33%	65%	44%	50%	109%	100%	21%
Prior Year	19%	27%	26%	49%	21%	23%	13%	16%	7%	3%	10%	24%	27%
Change from Prior Year	-8%	-9%	-2%	-4%	-17%	-34%	-21%	-49%	-37%	-48%	-99%	-76%	6%

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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	26	30	33	30	26	26	24	20	16	8	11	11	14
Pending	19	20	17	23	20	17	11	12	14	15	10	16	15
Sold	11	9	16	10	15	8	13	7	4	12	11	3	12

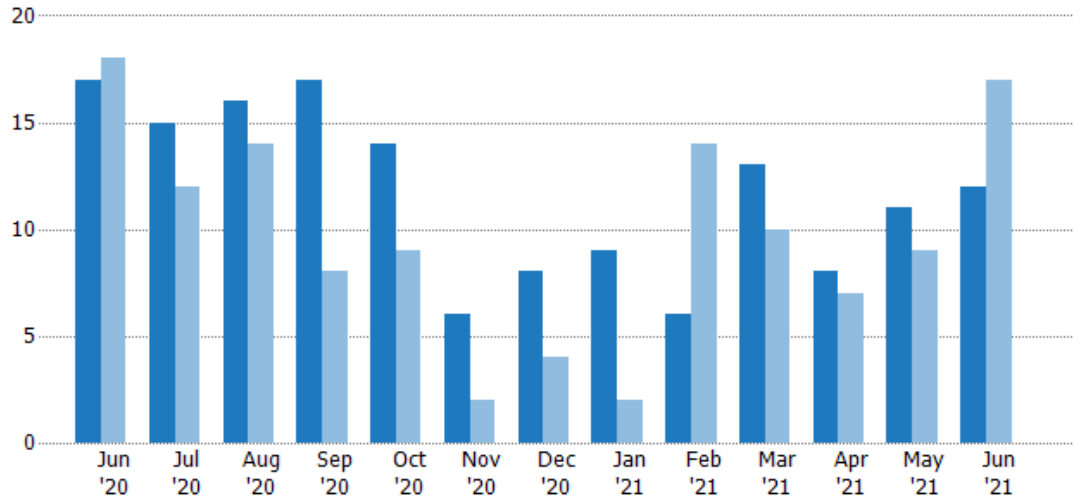
New Pending Sales

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.
Jun '21	12	-29.4%
Jun '20	17	-5.6%
Jun '19	18	-55.6%



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	17	15	16	17	14	6	8	9	6	13	8	11	12
Prior Year	18	12	14	8	9	2	4	2	14	10	7	9	17
Percent Change from Prior Year	-6%	25%	14%	113%	56%	200%	100%	350%	-57%	30%	14%	22%	-29%

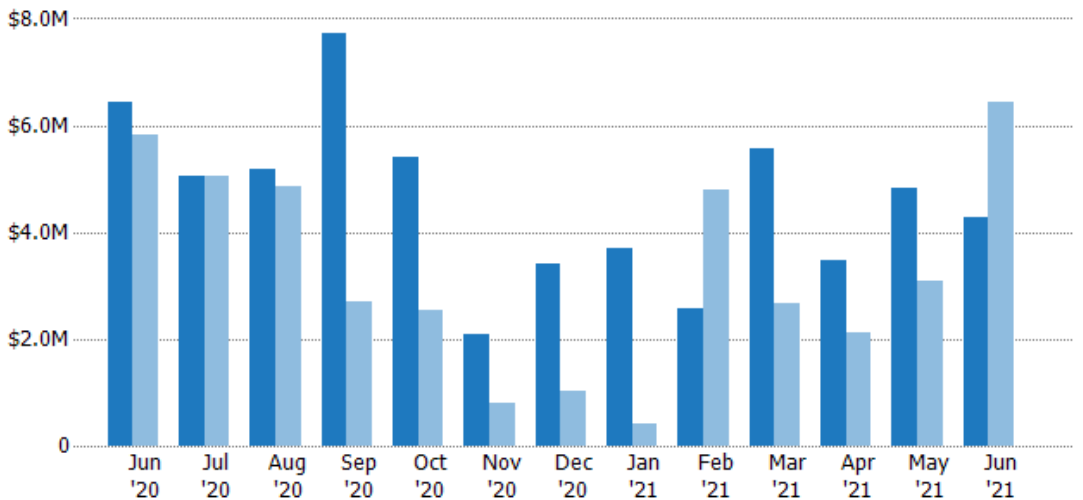
New Pending Sales Volume

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.
Jun '21	\$4.28M	-33.3%
Jun '20	\$6.42M	10.3%
Jun '19	\$5.82M	-55%



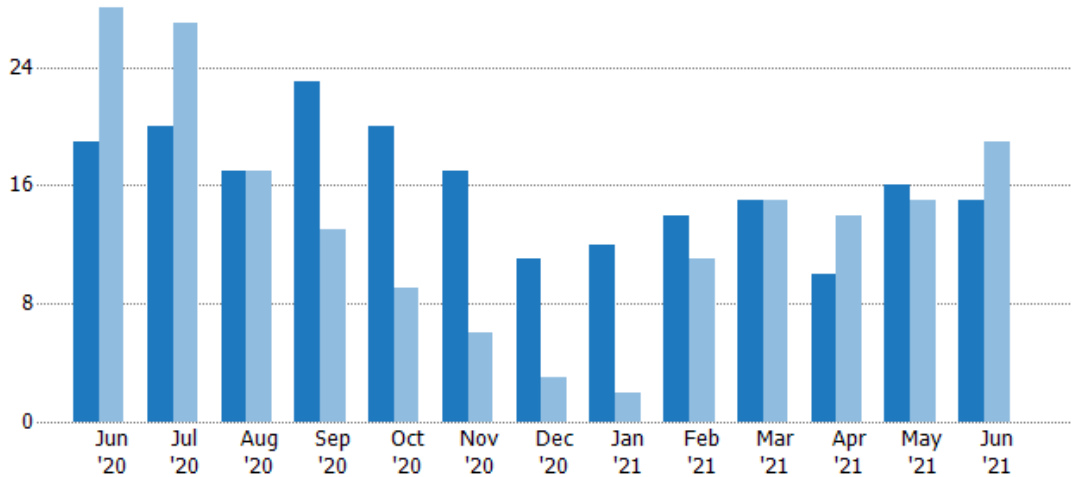
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$6.42M	\$5.05M	\$5.18M	\$7.73M	\$5.41M	\$2.1M	\$3.41M	\$3.69M	\$2.58M	\$5.57M	\$3.48M	\$4.83M	\$4.28M
Prior Year	\$5.82M	\$5.06M	\$4.86M	\$2.69M	\$2.52M	\$785K	\$1.02M	\$415K	\$4.79M	\$2.68M	\$2.12M	\$3.09M	\$6.42M
Percent Change from Prior Year	10%	0%	7%	188%	114%	167%	233%	791%	-46%	108%	64%	56%	-33%

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.
Jun '21	15	-21.1%
Jun '20	19	-32.1%
Jun '19	28	-35.7%

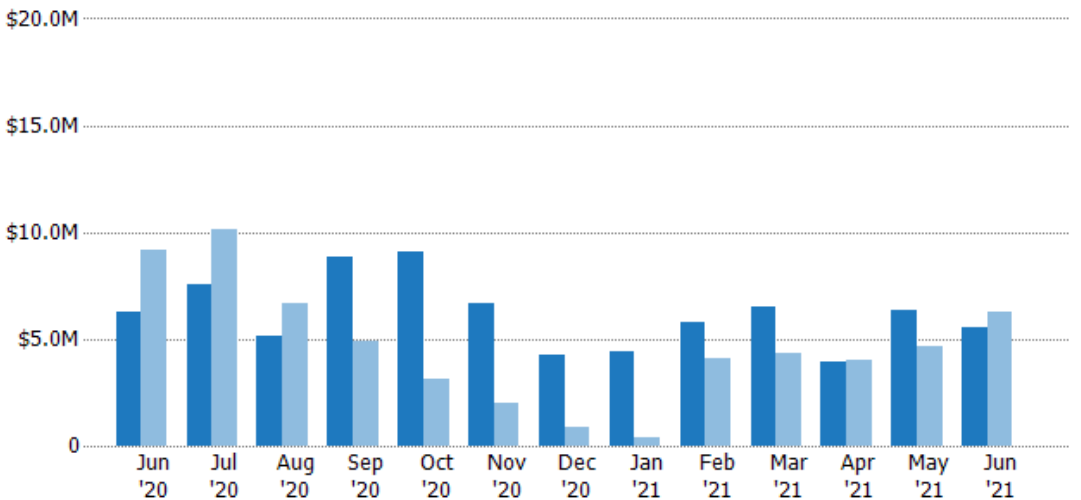
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	19	20	17	23	20	17	11	12	14	15	10	16	15
Prior Year	28	27	17	13	9	6	3	2	11	15	14	15	19
Percent Change from Prior Year	-32%	-26%	0%	77%	122%	183%	267%	500%	27%	0%	-29%	7%	-21%

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.
Jun '21	\$5.52M	-11.8%
Jun '20	\$6.25M	-32%
Jun '19	\$9.2M	-29.1%

	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$6.25M	\$7.53M	\$5.14M	\$8.88M	\$9.05M	\$6.67M	\$4.25M	\$4.4M	\$5.75M	\$6.47M	\$3.95M	\$6.32M	\$5.52M
Prior Year	\$9.2M	\$10.1M	\$6.63M	\$4.86M	\$3.09M	\$1.99M	\$899K	\$415K	\$4.08M	\$4.37M	\$3.99M	\$4.66M	\$6.25M
Percent Change from Prior Year	-32%	-25%	-22%	83%	193%	235%	373%	962%	41%	48%	-1%	36%	-12%

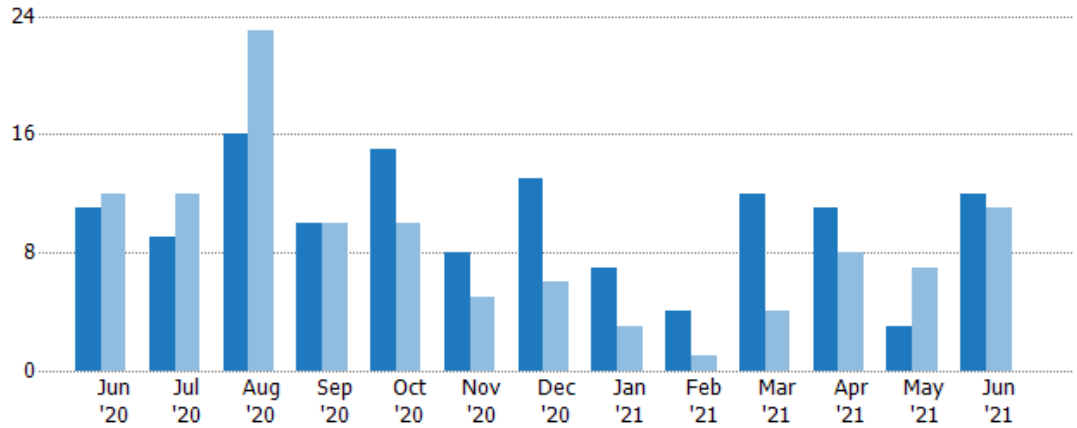
Closed Sales

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.
Jun '21	12	9.1%
Jun '20	11	-8.3%
Jun '19	12	-16.7%



Current Year	11	9	16	10	15	8	13	7	4	12	11	3	12
Prior Year	12	12	23	10	10	5	6	3	1	4	8	7	11
Percent Change from Prior Year	-8%	-25%	-30%	0%	50%	60%	117%	133%	300%	200%	38%	-57%	9%

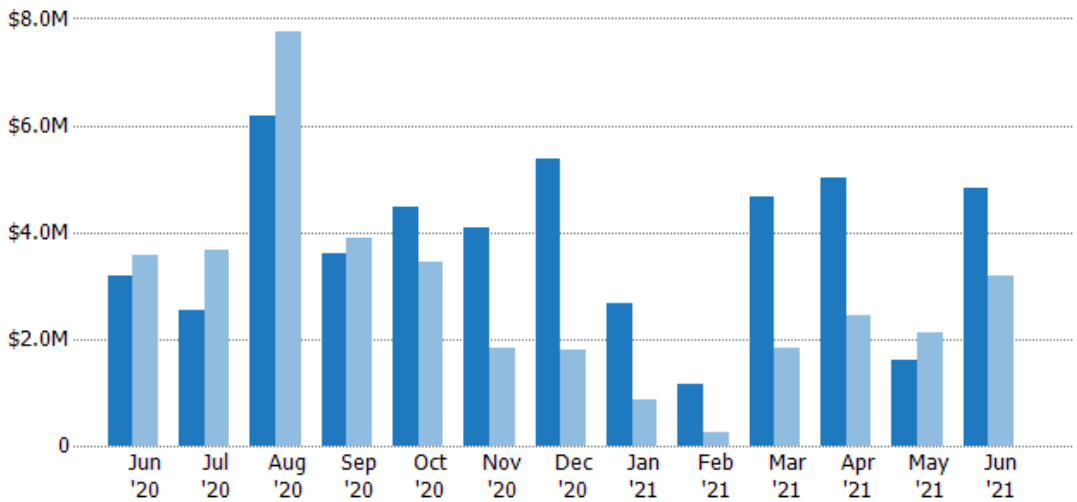
Closed Sales Volume

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.
Jun '21	\$4.83M	51.2%
Jun '20	\$3.2M	-10.7%
Jun '19	\$3.58M	-3.6%



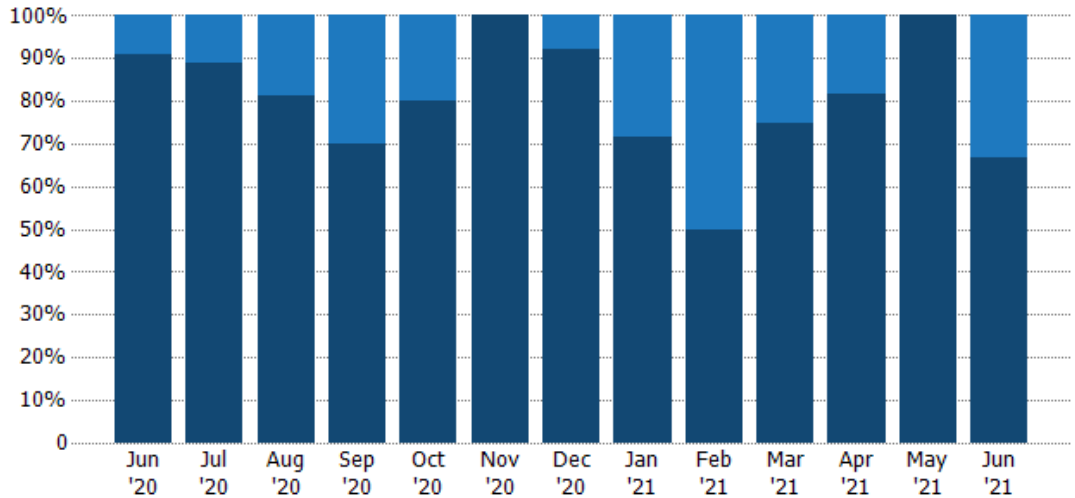
Current Year	\$3.2M	\$2.55M	\$6.18M	\$3.59M	\$4.47M	\$4.08M	\$5.39M	\$2.65M	\$1.15M	\$4.68M	\$5.03M	\$1.62M	\$4.83M
Prior Year	\$3.58M	\$3.67M	\$7.75M	\$3.89M	\$3.44M	\$1.83M	\$1.8M	\$858K	\$240K	\$1.84M	\$2.44M	\$2.11M	\$3.2M
Percent Change from Prior Year	-11%	-31%	-20%	-8%	30%	123%	199%	209%	379%	155%	106%	-23%	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



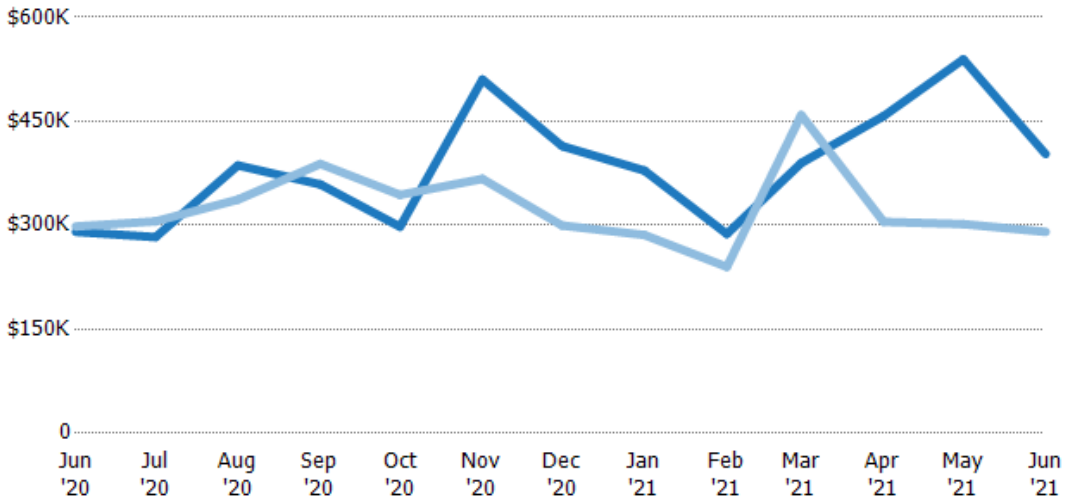
Property Type	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Condo/Townhouse	9%	11%	19%	30%	20%	-	8%	29%	50%	25%	18%	-	33%
Single Family Residence	91%	89%	81%	70%	80%	100%	92%	71%	50%	75%	82%	100%	67%

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.
Jun '21	\$403K	38.6%
Jun '20	\$291K	-2.6%
Jun '19	\$298K	15.6%

Property Type	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$291K	\$283K	\$386K	\$359K	\$298K	\$510K	\$414K	\$379K	\$288K	\$390K	\$458K	\$539K	\$403K
Prior Year	\$298K	\$306K	\$337K	\$389K	\$344K	\$367K	\$300K	\$286K	\$240K	\$459K	\$305K	\$302K	\$291K
Percent Change from Prior Year	-3%	-7%	15%	-8%	-13%	39%	38%	32%	20%	-15%	50%	79%	39%

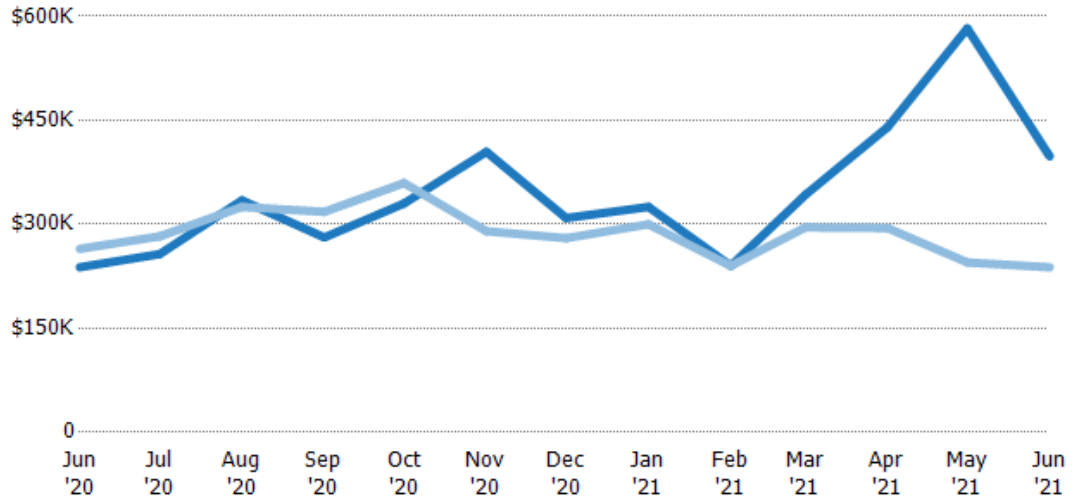
Median Sales Price

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.
Jun '21	\$398K	67.2%
Jun '20	\$238K	-10%
Jun '19	\$265K	19.3%



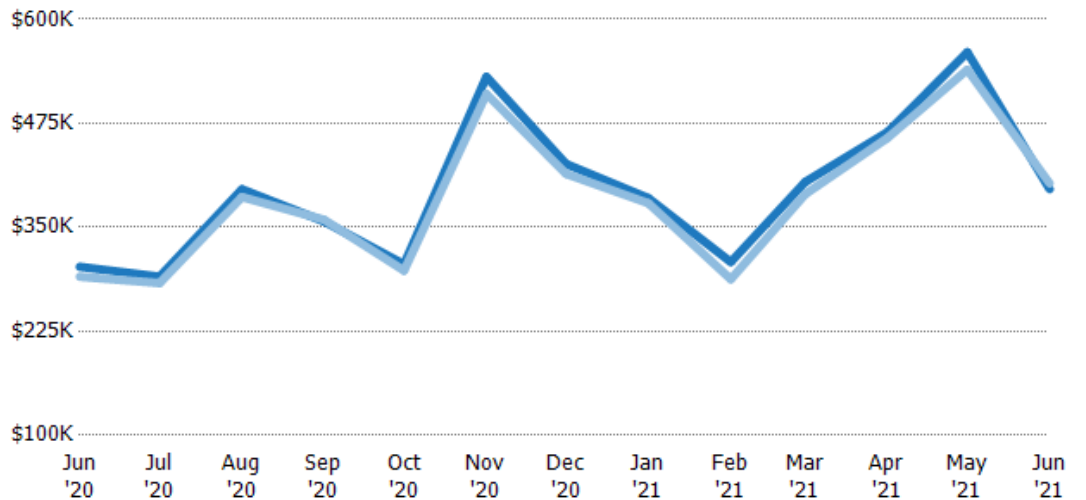
Current Year	\$238K	\$257K	\$335K	\$281K	\$330K	\$405K	\$309K	\$325K	\$240K	\$342K	\$440K	\$583K	\$398K
Prior Year	\$265K	\$283K	\$325K	\$318K	\$360K	\$290K	\$280K	\$300K	\$240K	\$296K	\$295K	\$245K	\$238K
Percent Change from Prior Year	-10%	-9%	3%	-12%	-8%	39%	10%	8%	0%	16%	49%	138%	67%

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



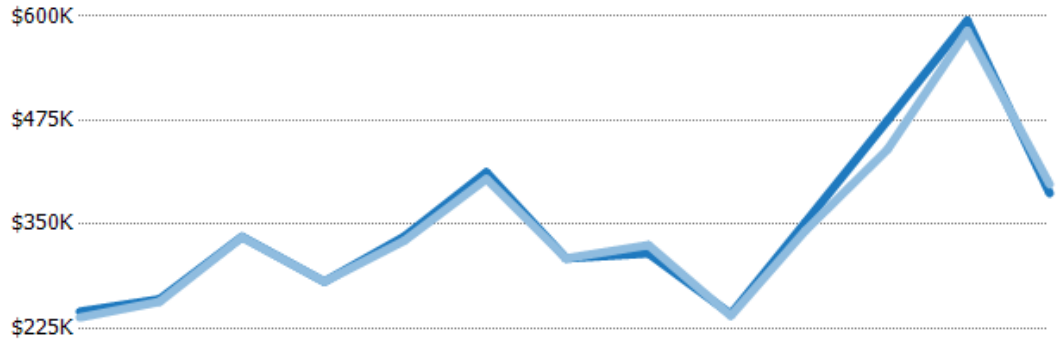
Avg List Price	\$303K	\$291K	\$396K	\$357K	\$305K	\$531K	\$426K	\$385K	\$308K	\$404K	\$464K	\$561K	\$396K
Avg Sales Price	\$291K	\$283K	\$386K	\$359K	\$298K	\$510K	\$414K	\$379K	\$288K	\$390K	\$458K	\$539K	\$403K
Avg Sales Price as a % of Avg List Price	96%	97%	98%	101%	98%	96%	97%	98%	93%	96%	99%	96%	102%

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



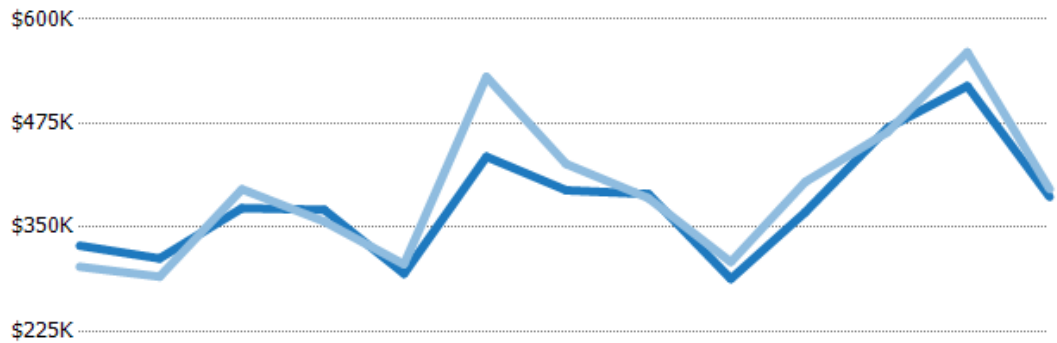
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median List Price	\$245K	\$260K	\$335K	\$281K	\$335K	\$413K	\$309K	\$315K	\$242K	\$352K	\$475K	\$595K	\$387K
Median Sales Price	\$238K	\$257K	\$335K	\$281K	\$330K	\$405K	\$309K	\$325K	\$240K	\$342K	\$440K	\$583K	\$398K
Med Sales Price as a % of Med List Price	97%	99%	100%	100%	99%	98%	100%	103%	99%	97%	93%	98%	103%

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



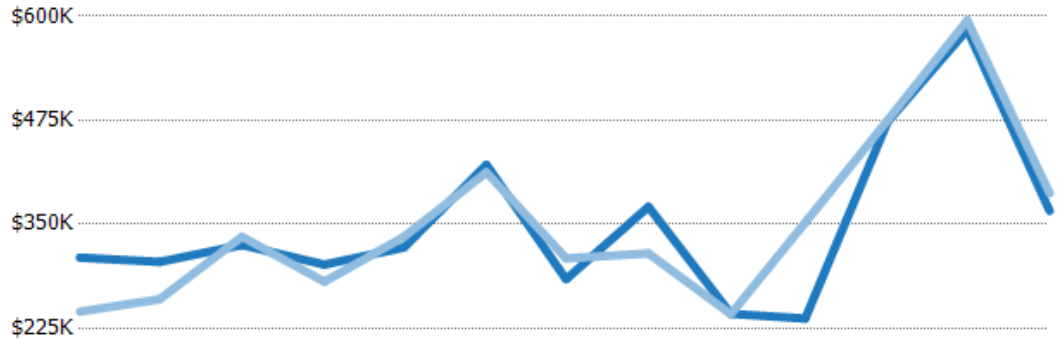
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$328K	\$312K	\$373K	\$371K	\$294K	\$435K	\$394K	\$390K	\$288K	\$368K	\$469K	\$520K	\$387K
Avg Sales Price	\$303K	\$291K	\$396K	\$357K	\$305K	\$531K	\$426K	\$385K	\$308K	\$404K	\$464K	\$561K	\$396K
Avg Sales Price as a % of Avg Est Value	92%	93%	106%	96%	104%	122%	108%	99%	107%	110%	99%	108%	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



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$310K	\$305K	\$325K	\$302K	\$322K	\$422K	\$284K	\$371K	\$242K	\$237K	\$473K	\$584K	\$366K
Median Sales Price	\$245K	\$260K	\$335K	\$281K	\$335K	\$413K	\$309K	\$315K	\$242K	\$352K	\$475K	\$595K	\$387K
Med Sales Price as a % of Med Est Value	79%	85%	103%	93%	104%	98%	109%	85%	100%	149%	100%	102%	106%