

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

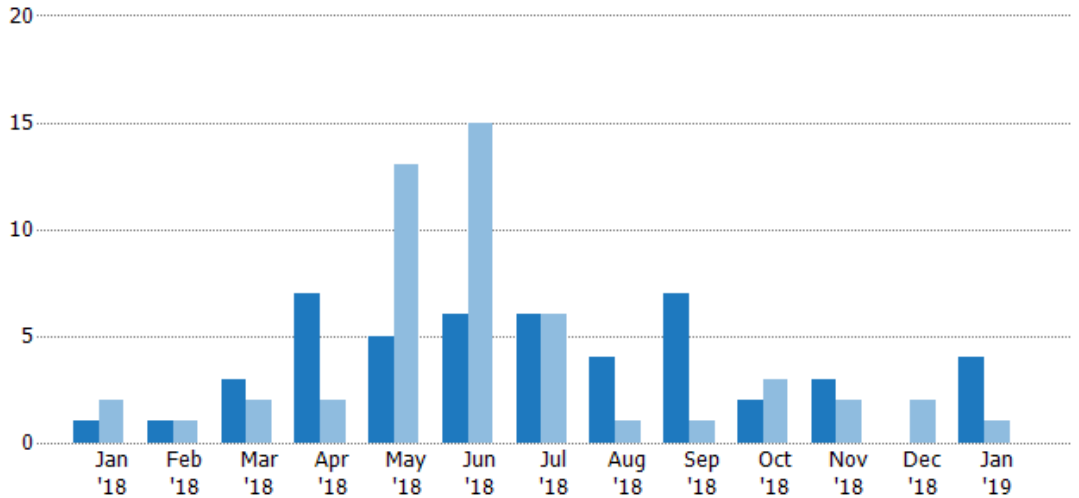
Key Metrics	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	1	+300%	49	51	-3.9%
New Listing Volume	\$904,800	\$469,000	+92.9%	\$16,271,300	\$17,986,699	-9.5%
Active Listing Count	21	18	+16.7%	N/A	N/A	
Active Listing Volume	\$8,517,300	\$9,973,500	-14.6%	N/A	N/A	
Average Listing Price	\$405,586	\$554,083	-26.8%	\$505,085	\$429,321	+17.6%
Median Listing Price	\$375,000	\$429,500	-12.7%	\$403,495	\$376,042	+7.3%
Median Days in RPR	155	500	-69%	271.96	238.88	+13.8%
Months of Inventory	7	4.5	+55.6%	7	3.6	+94.4%
Absorption Rate	14.29%	22.22%	-7.9%	14.29%	27.78%	-13.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	4	-25%	44	57	-22.8%
New Pending Sales Volume	\$1,570,000	\$1,597,800	-1.7%	\$14,951,400	\$16,739,999	-10.7%
Pending Sales Count	6	8	-25%	N/A	N/A	
Pending Sales Volume	\$3,597,000	\$2,829,800	+27.1%	N/A	N/A	
Closed Sales Count	4	3	+33.3%	42	50	-16%
Closed Sales Volume	\$1,794,000	\$1,210,000	+48.3%	\$13,065,837	\$12,940,700	+1%
Average Sales Price	\$448,500	\$403,333	+11.2%	\$311,091	\$258,814	+20.2%
Median Sales Price	\$497,000	\$360,000	+38.1%	\$285,017	\$255,748	+11.4%

## New Listings

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

**Filters Used**

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



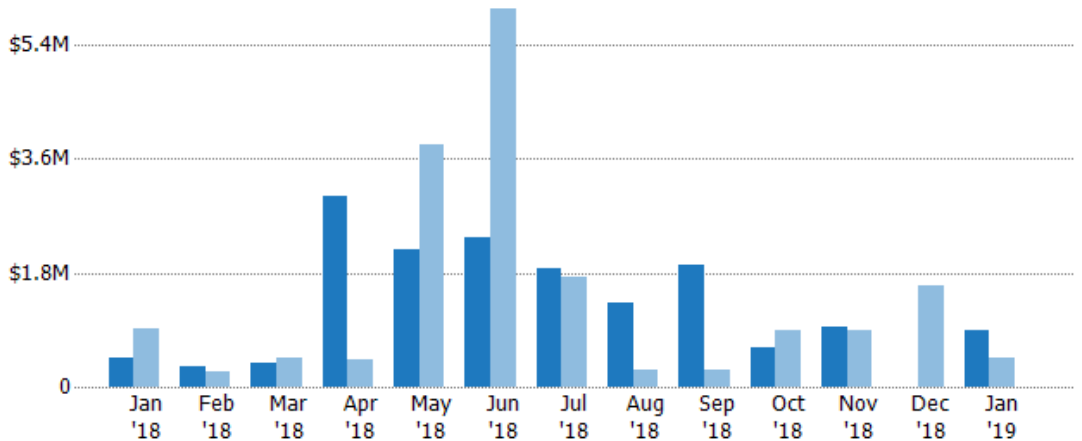
Current Year	1	1	3	7	5	6	6	4	7	2	3	-	4
Prior Year	2	1	2	2	13	15	6	1	1	3	2	2	1
Percent Change from Prior Year	-50%	0%	50%	250%	-62%	-60%	0%	300%	600%	-33%	50%	-100%	300%

## New Listing Volume

The sum of the listing price of residential listings that were added each month.

**Filters Used**

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



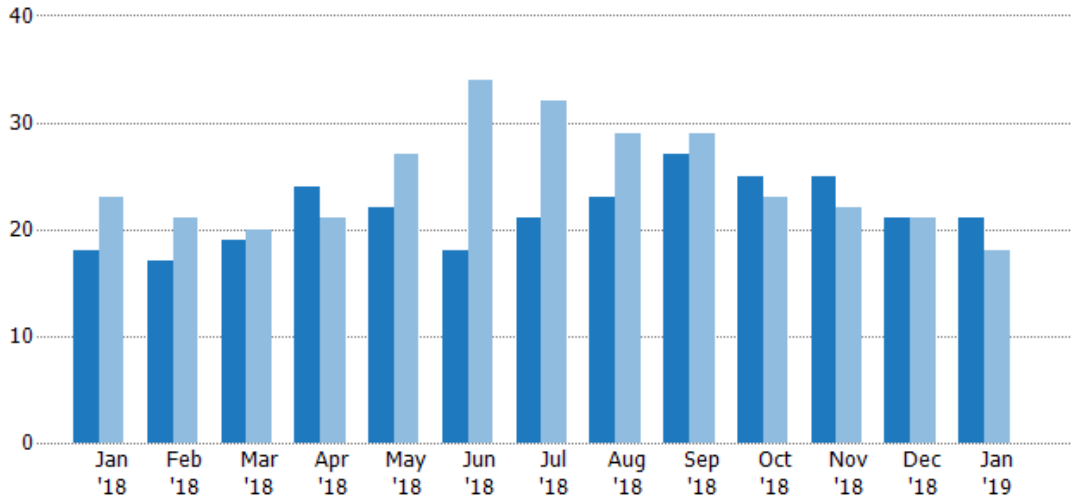
Current Year	\$469K	\$329K	\$372K	\$3.01M	\$2.16M	\$2.36M	\$1.86M	\$1.33M	\$1.93M	\$609K	\$939K	-	\$905K
Prior Year	\$910K	\$250K	\$453K	\$441K	\$3.83M	\$5.97M	\$1.73M	\$278K	\$269K	\$879K	\$899K	\$1.6M	\$469K
Percent Change from Prior Year	-48%	32%	-18%	582%	-44%	-60%	7%	378%	617%	-31%	4%	-100%	93%

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



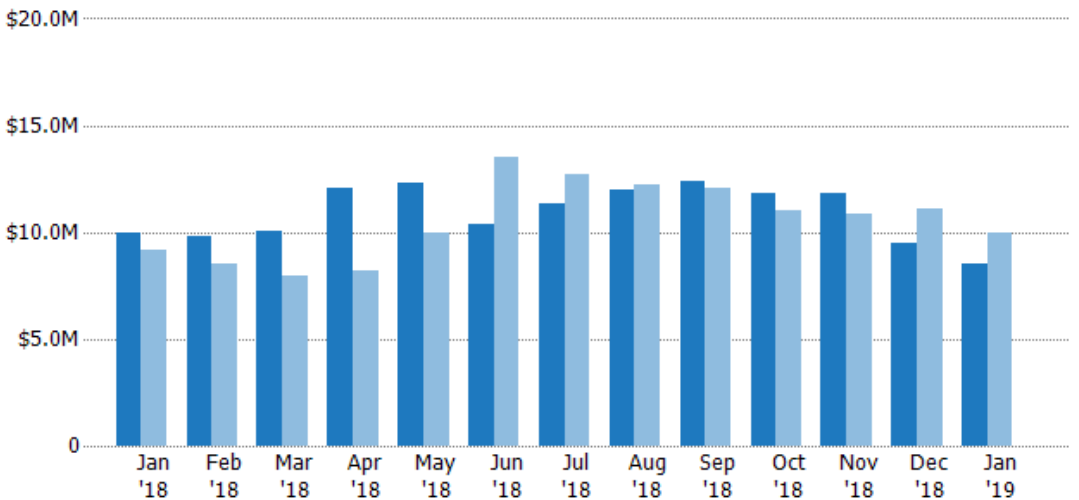
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	18	17	19	24	22	18	21	23	27	25	25	21	21
Prior Year	23	21	20	21	27	34	32	29	29	23	22	21	18
Percent Change from Prior Year	-22%	-19%	-5%	14%	-19%	-47%	-34%	-21%	-7%	9%	14%	0%	17%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$9.97M	\$9.8M	\$10M	\$12.1M	\$12.3M	\$10.4M	\$11.3M	\$12M	\$12.4M	\$11.8M	\$11.9M	\$9.49M	\$8.52M
Prior Year	\$9.2M	\$8.54M	\$7.96M	\$8.23M	\$9.96M	\$13.5M	\$12.7M	\$12.2M	\$12.1M	\$11M	\$10.9M	\$11.1M	\$9.97M
Percent Change from Prior Year	8%	15%	26%	47%	23%	-23%	-11%	-2%	2%	7%	9%	-14%	-15%

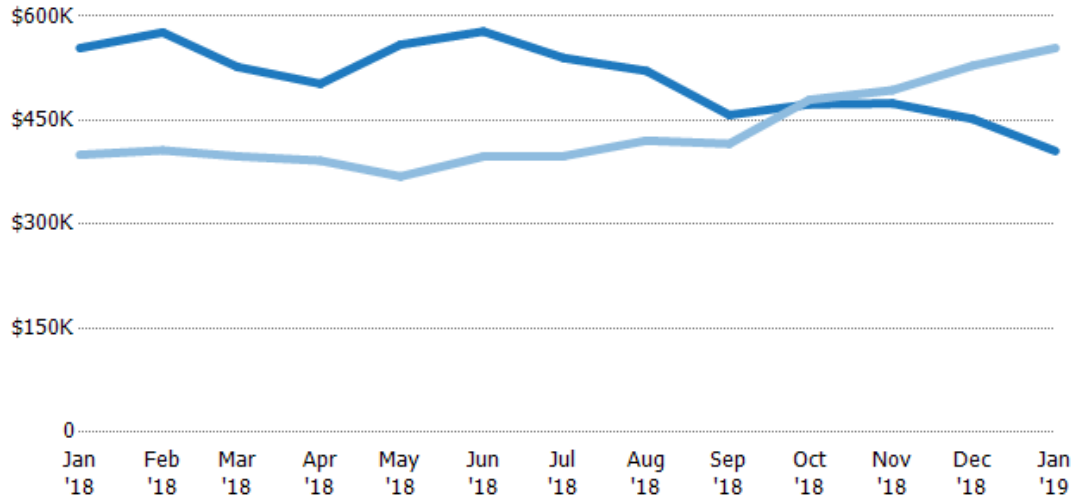
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$406K	-26.8%
Jan '18	\$554K	38.5%
Jan '17	\$400K	-9.6%



Current Year	\$554K	\$577K	\$527K	\$503K	\$559K	\$578K	\$540K	\$521K	\$458K	\$473K	\$474K	\$452K	\$406K
Prior Year	\$400K	\$407K	\$398K	\$392K	\$369K	\$398K	\$398K	\$421K	\$416K	\$480K	\$493K	\$529K	\$554K
Percent Change from Prior Year	38%	42%	32%	28%	52%	45%	36%	24%	10%	-1%	-4%	-14%	-27%

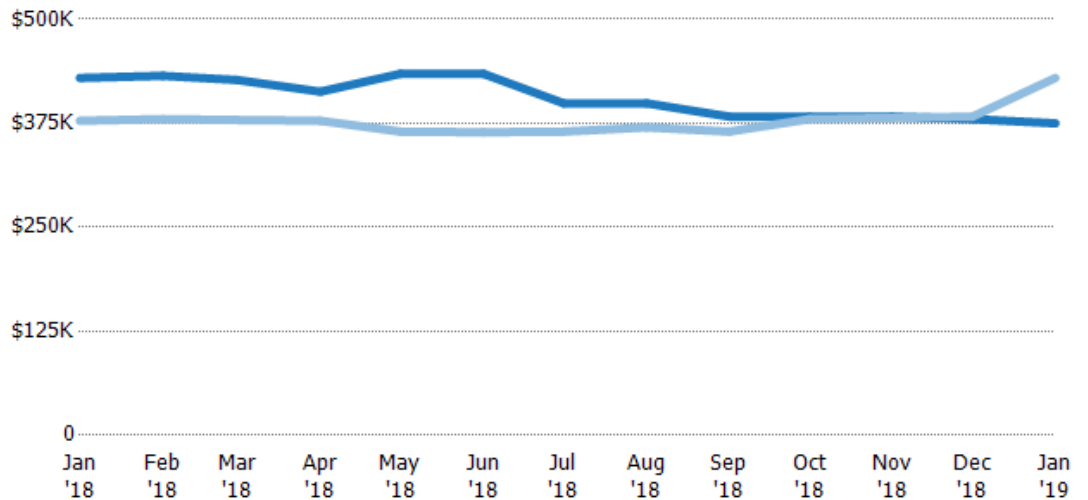
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$375K	-12.7%
Jan '18	\$430K	13.6%
Jan '17	\$378K	-3.4%



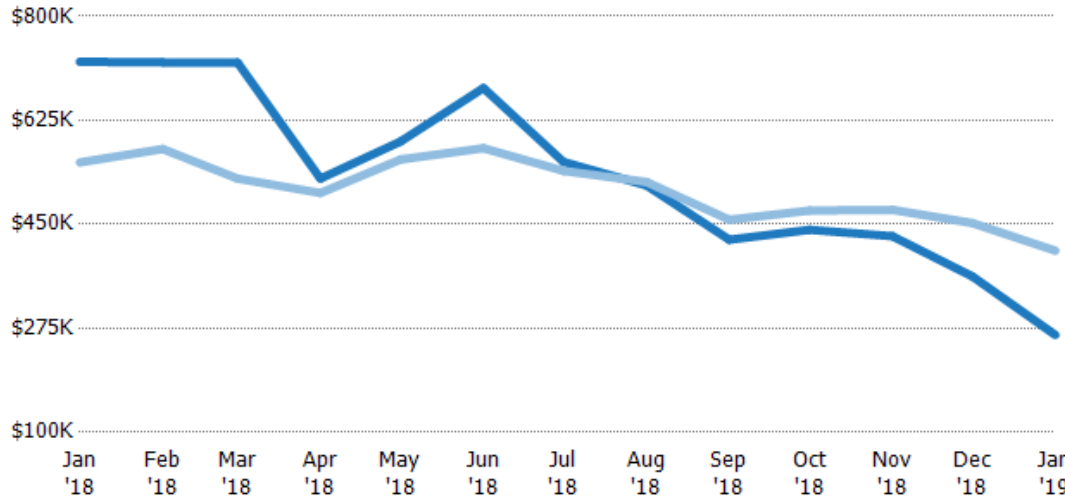
Current Year	\$430K	\$432K	\$427K	\$413K	\$435K	\$435K	\$399K	\$399K	\$383K	\$383K	\$383K	\$380K	\$375K
Prior Year	\$378K	\$380K	\$379K	\$378K	\$365K	\$364K	\$365K	\$370K	\$365K	\$380K	\$382K	\$383K	\$430K
Percent Change from Prior Year	14%	14%	13%	9%	19%	19%	9%	8%	5%	1%	0%	-1%	-13%

## 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: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



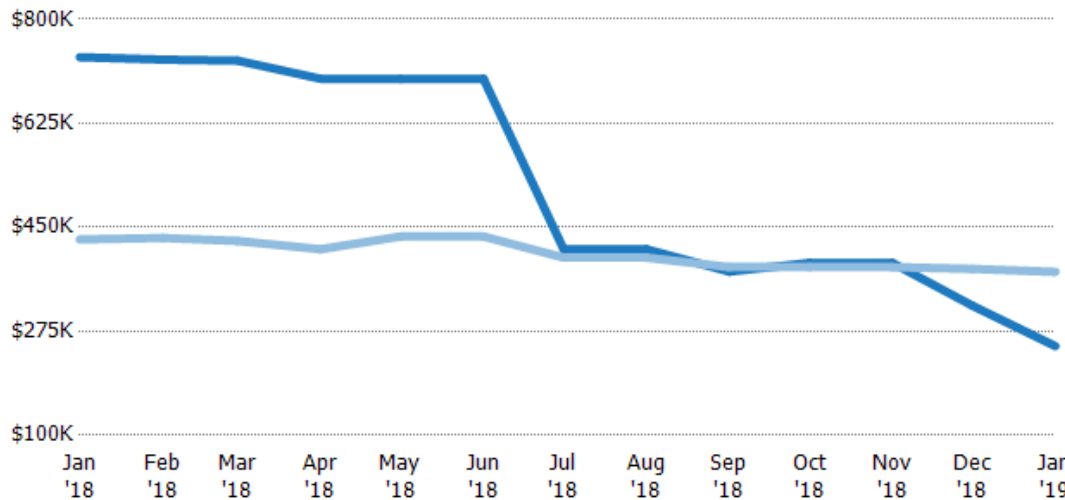
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$723K	\$722K	\$722K	\$527K	\$589K	\$679K	\$555K	\$515K	\$424K	\$441K	\$430K	\$362K	\$264K
Avg Listing Price	\$554K	\$577K	\$527K	\$503K	\$559K	\$578K	\$540K	\$521K	\$458K	\$473K	\$474K	\$452K	\$406K
Avg Listing Price as a % of Avg Est Value	77%	80%	73%	95%	95%	85%	97%	101%	108%	107%	110%	125%	154%

## 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: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Median Est Value	\$736K	\$732K	\$730K	\$700K	\$700K	\$700K	\$413K	\$413K	\$375K	\$390K	\$390K	\$318K	\$250K
Median Listing Price	\$430K	\$432K	\$427K	\$413K	\$435K	\$435K	\$399K	\$399K	\$383K	\$383K	\$383K	\$380K	\$375K
Med Listing Price as a % of Med Est Value	58%	59%	58%	59%	62%	62%	97%	97%	102%	98%	98%	120%	150%

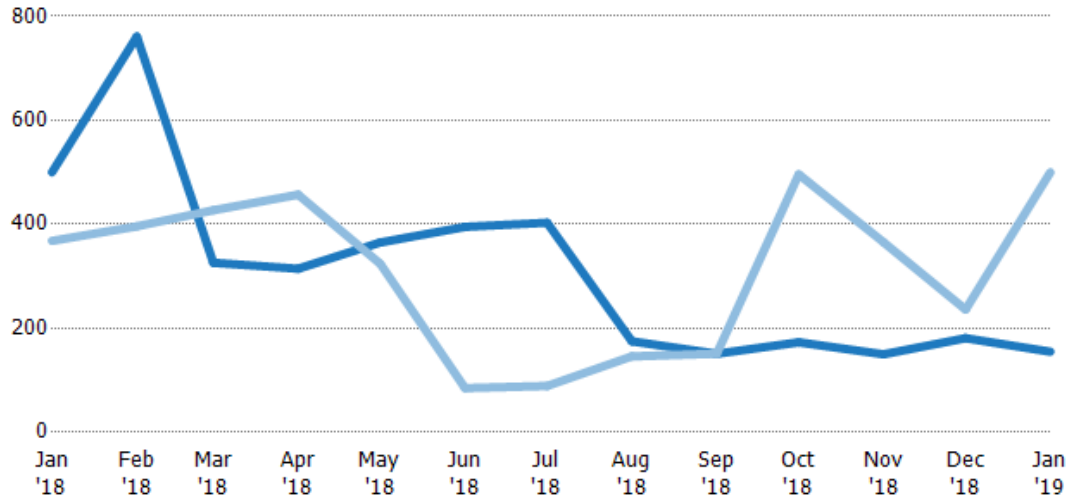
## Median Days in RPR

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: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Days	% Chg.
Jan '19	155	-69%
Jan '18	500	35.9%
Jan '17	368	-89.4%



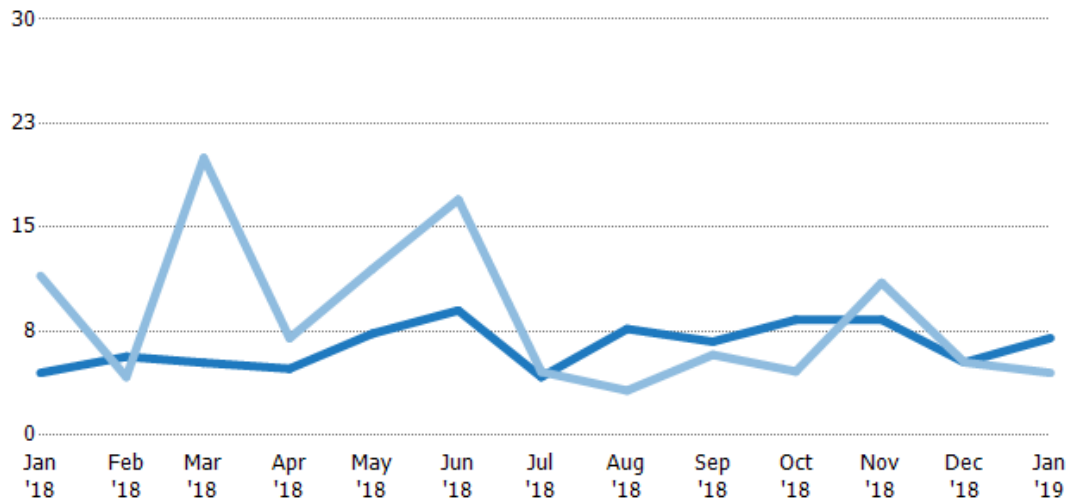
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	500	761	326	315	365	395	403	175	151	173	150	181	155
Prior Year	368	396	427	457	324	85	89	146	151	496	366	236	500
Percent Change from Prior Year	36%	92%	-24%	-31%	13%	365%	353%	20%	0%	-65%	-59%	-23%	-69%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



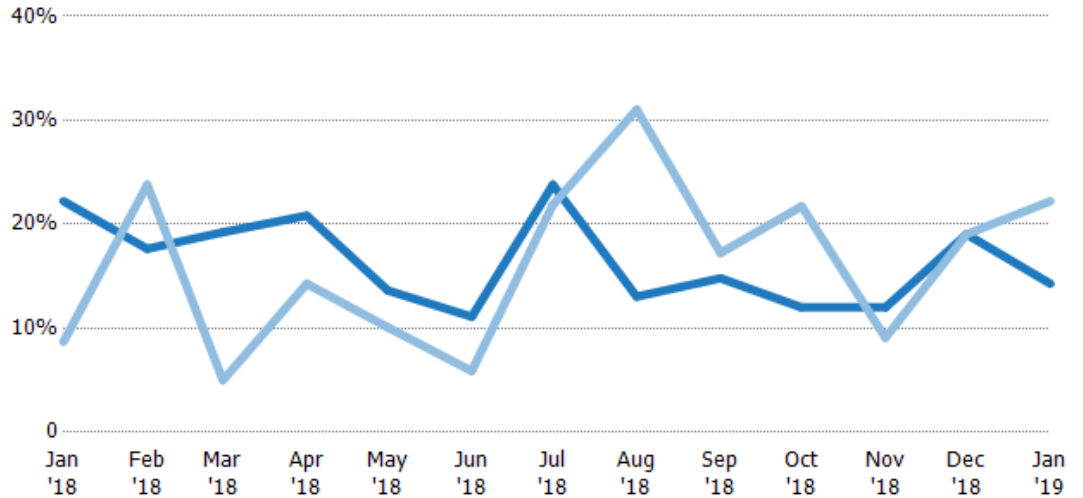
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	4.5	5.67	5.23	4.8	7.33	9	4.2	7.67	6.75	8.33	8.33	5.25	7
Prior Year	11.5	4.2	20	7	12	17	4.57	3.22	5.8	4.6	11	5.25	4.5
Percent Change from Prior Year	-61%	35%	-100%	-31%	100%	-47%	-8%	138%	16%	81%	-24%	0%	56%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



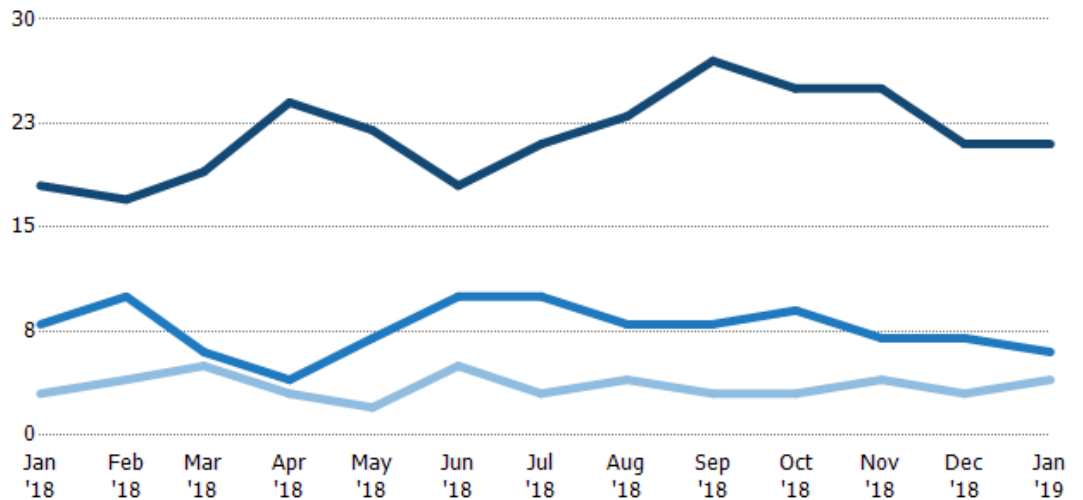
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	22%	18%	19%	21%	14%	11%	24%	13%	15%	12%	12%	19%	14%
Prior Year	9%	24%	5%	14%	10%	6%	22%	31%	17%	22%	9%	19%	22%
Change from Prior Year	-14%	6%	5%	-7%	-14%	-5%	-2%	18%	2%	10%	-3%	0%	8%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Active	18	17	19	24	22	18	21	23	27	25	25	21	21
Pending	8	10	6	4	7	10	10	8	8	9	7	7	6
Sold	3	4	5	3	2	5	3	4	3	3	4	3	4

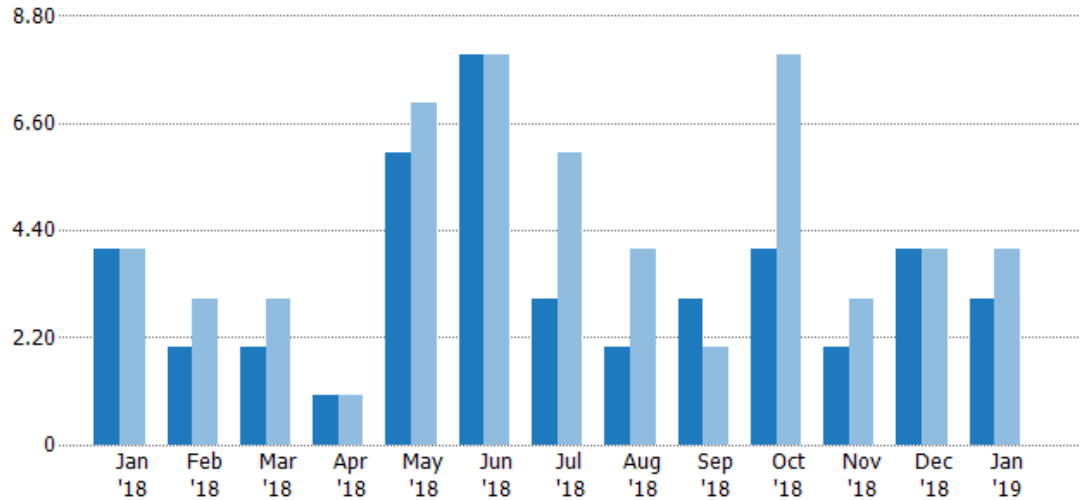
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Jan '19	3	-25%
Jan '18	4	0%
Jan '17	4	-25%



Current Year	4	2	2	1	6	8	3	2	3	4	2	4	3
Prior Year	4	3	3	1	7	8	6	4	2	8	3	4	4
Percent Change from Prior Year	0%	-33%	-33%	0%	-14%	0%	-50%	-50%	50%	-50%	-33%	0%	-25%

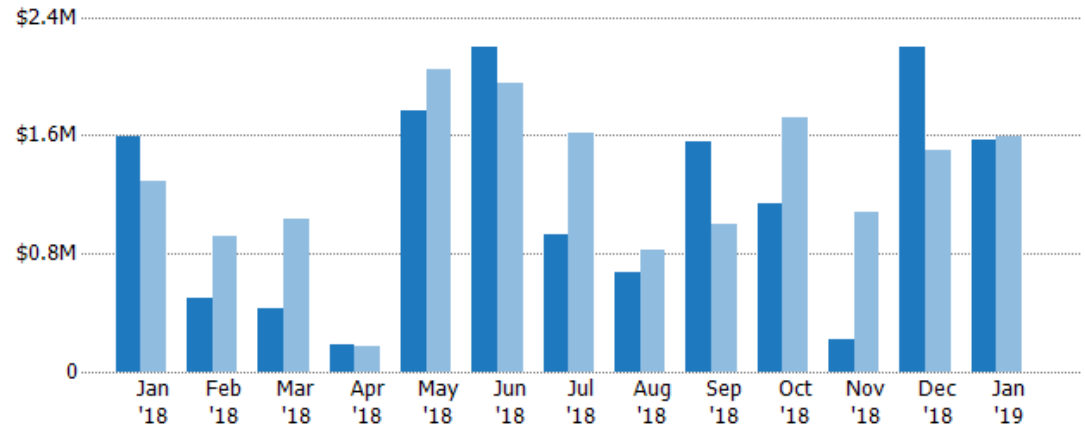
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$1.57M	-1.7%
Jan '18	\$1.6M	24%
Jan '17	\$1.29M	-55.4%



Current Year	\$1.6M	\$499K	\$425K	\$179K	\$1.77M	\$2.2M	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$2.19M	\$1.57M
Prior Year	\$1.29M	\$915K	\$1.03M	\$174K	\$2.05M	\$1.95M	\$1.62M	\$824K	\$1M	\$1.72M	\$1.08M	\$1.5M	\$1.6M
Percent Change from Prior Year	24%	-45%	-59%	3%	-14%	13%	-43%	-18%	56%	-34%	-80%	47%	-2%

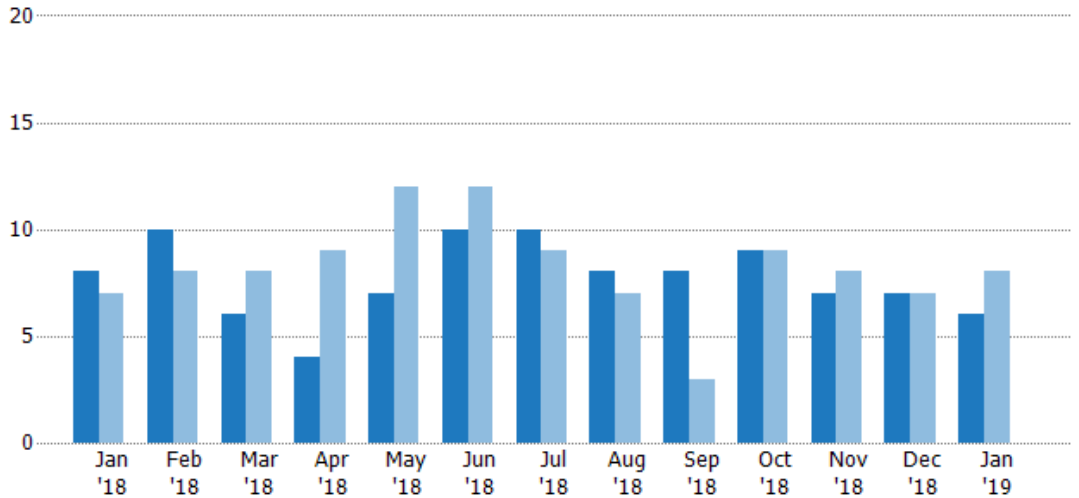


## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



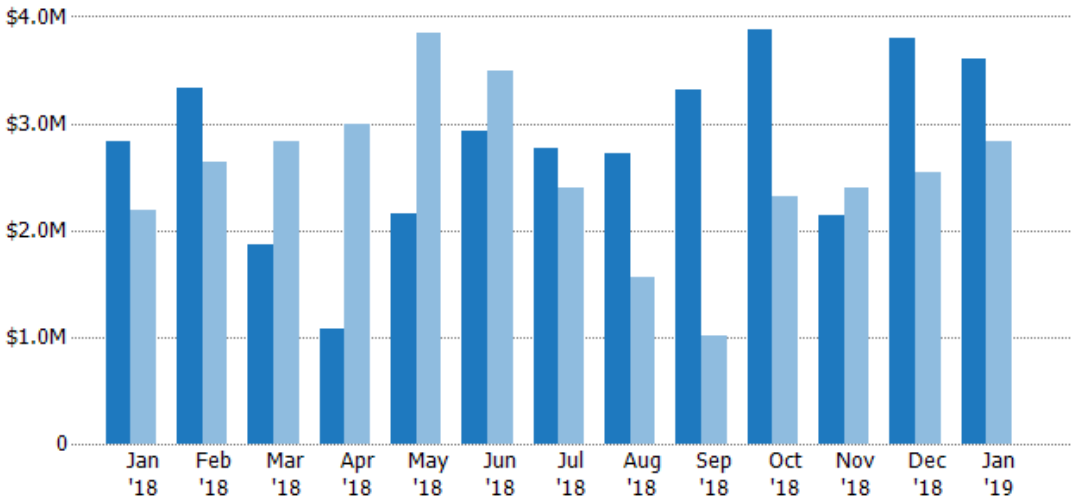
Month/Year	Count	% Chg.
Jan '19	6	-25%
Jan '18	8	14.3%
Jan '17	7	-14.3%

## 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: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



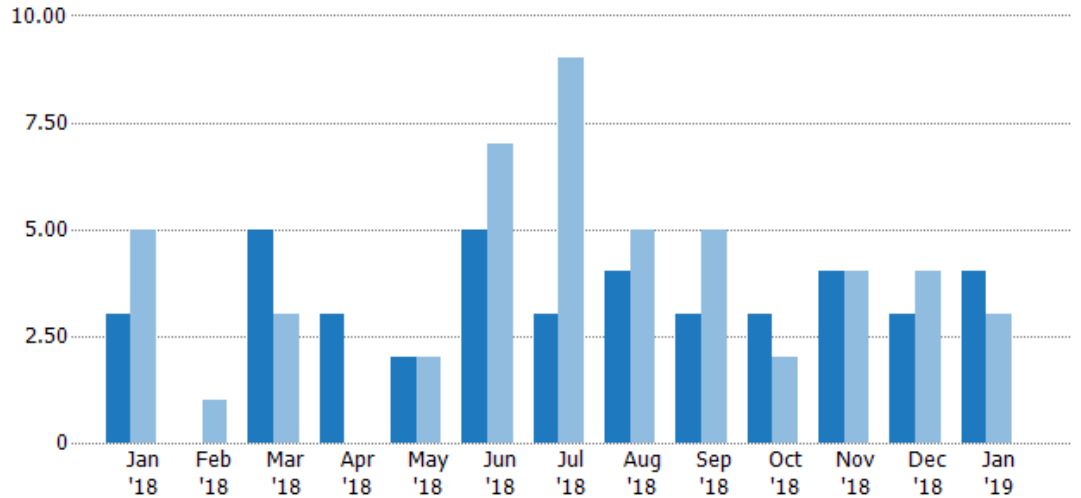
Month/Year	Volume	% Chg.
Jan '19	\$3.6M	27.1%
Jan '18	\$2.83M	29.1%
Jan '17	\$2.19M	-26.2%

## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



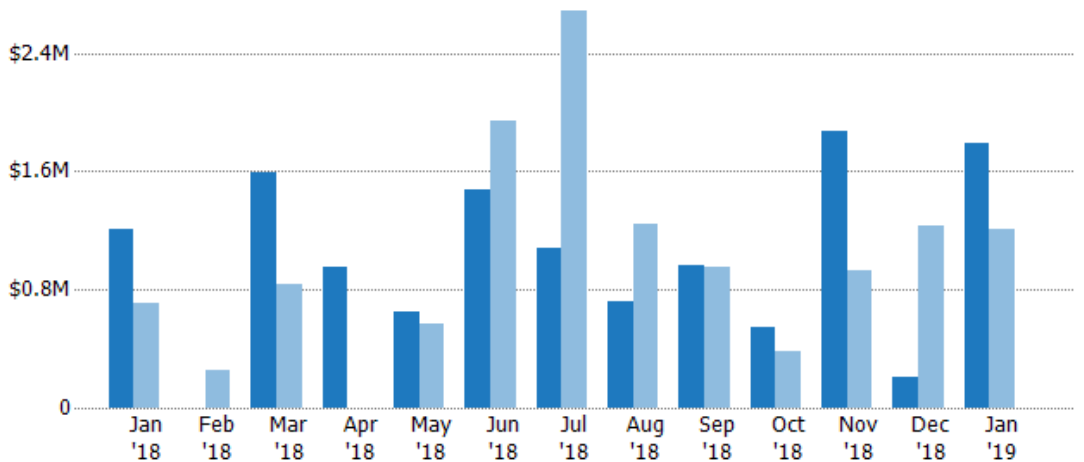
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	3	-	5	3	2	5	3	4	3	3	4	3	4
Prior Year	5	1	3	-	2	7	9	5	5	2	4	4	3
Percent Change from Prior Year	-40%	-100%	67%	100%	0%	-29%	-67%	-20%	-40%	50%	0%	-25%	33%

## Closed Sales Volume

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

**Filters Used**

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



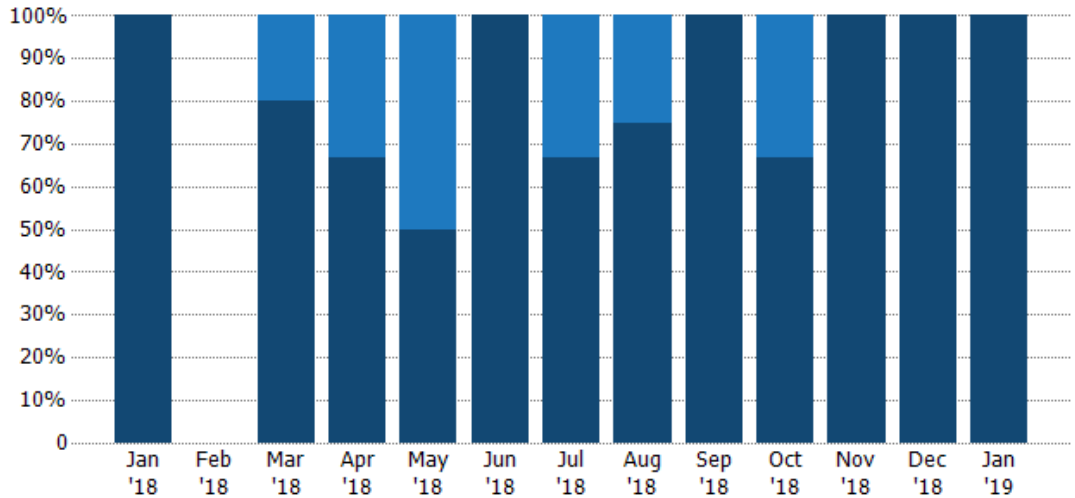
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.21M	-	\$1.59M	\$955K	\$650K	\$1.48M	\$1.08M	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.79M
Prior Year	\$706K	\$255K	\$831K	-	\$572K	\$1.94M	\$2.69M	\$1.24M	\$956K	\$382K	\$928K	\$1.23M	\$1.21M
Percent Change from Prior Year	72%	-100%	91%	100%	14%	-24%	-60%	-42%	1%	42%	102%	-84%	48%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

**Filters Used**

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



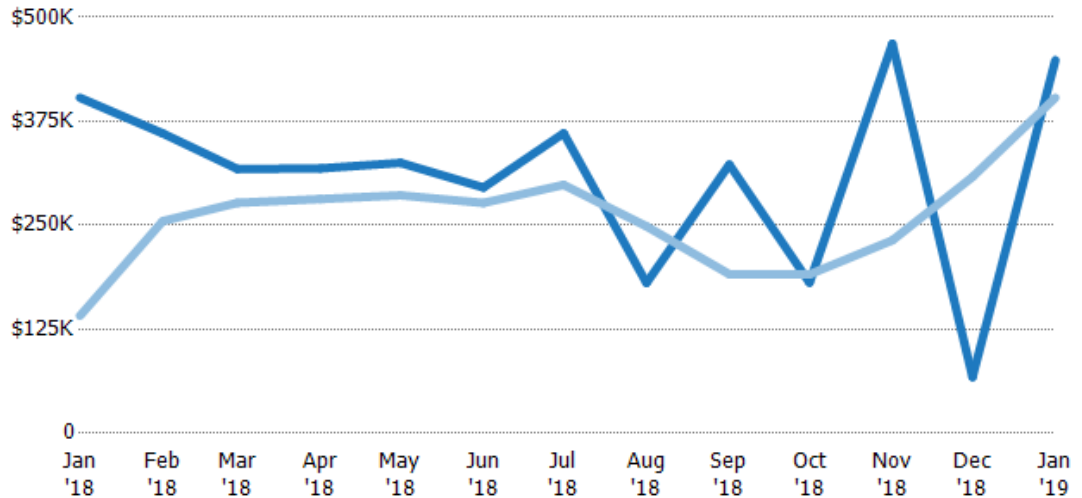
Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Condo/Townhouse	-	-	20%	33%	50%	-	33%	25%	-	33%	-	-	-
Single Family Residence	100%	-	80%	67%	50%	100%	67%	75%	100%	67%	100%	100%	100%

## Average Sales Price

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

**Filters Used**

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



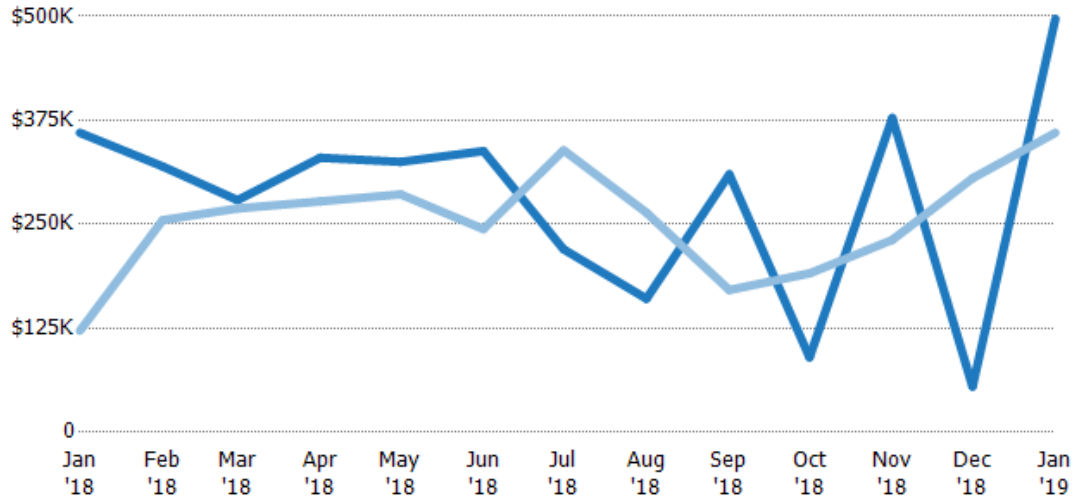
Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$403K	\$360K	\$318K	\$318K	\$325K	\$295K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K
Prior Year	\$141K	\$255K	\$277K	\$282K	\$286K	\$277K	\$299K	\$249K	\$191K	\$191K	\$232K	\$308K	\$403K
Percent Change from Prior Year	186%	-100%	15%	100%	14%	7%	21%	-27%	69%	-5%	102%	-78%	11%

## Median Sales Price

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

### Filters Used

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



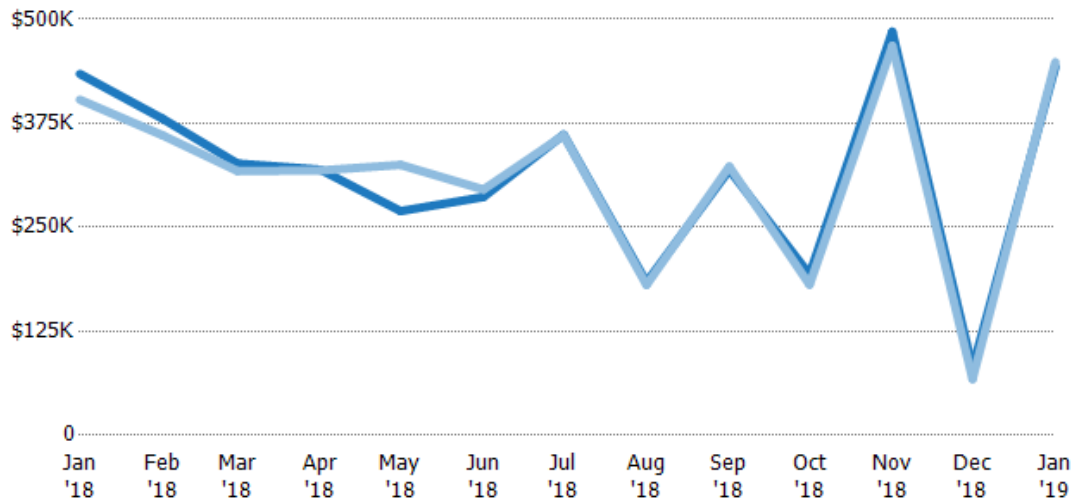
Current Year	\$360K	\$320K	\$279K	\$330K	\$325K	\$338K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K
Prior Year	\$122K	\$255K	\$269K	\$278K	\$286K	\$244K	\$339K	\$264K	\$171K	\$191K	\$231K	\$305K	\$360K
Percent Change from Prior Year	195%	-100%	4%	100%	14%	38%	-35%	-39%	81%	-53%	63%	-82%	38%

## 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: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



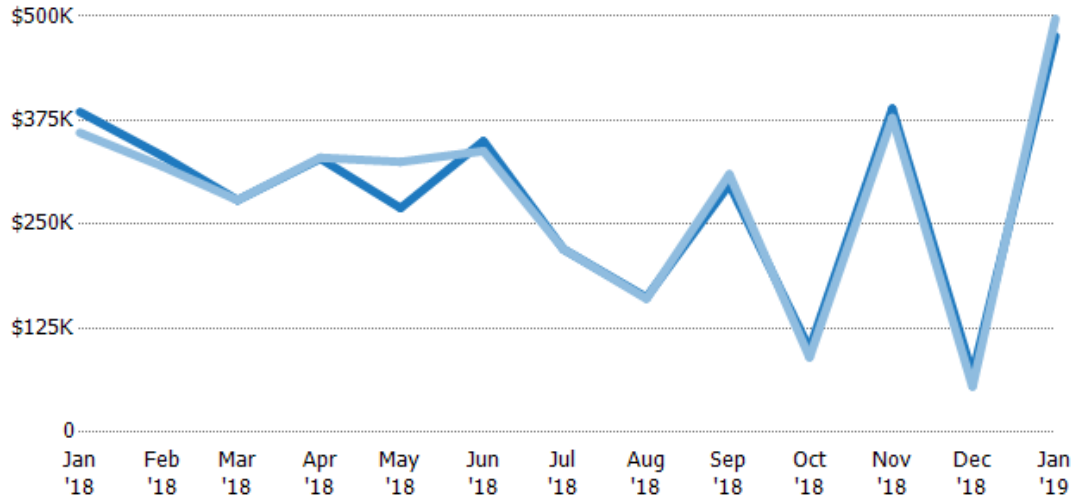
Avg List Price	\$434K	\$380K	\$327K	\$319K	\$270K	\$286K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K
Avg Sales Price	\$403K	\$360K	\$318K	\$318K	\$325K	\$295K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K
Avg Sales Price as a % of Avg List Price	93%	95%	97%	100%	121%	103%	100%	98%	101%	94%	97%	84%	101%

## 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: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



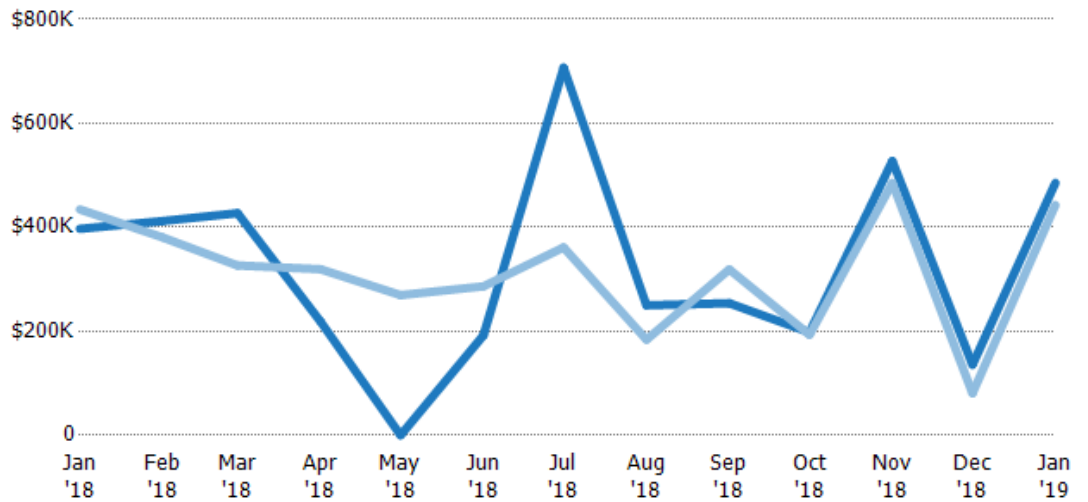
Median List Price	\$385K	\$332K	\$279K	\$329K	\$270K	\$350K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K
Median Sales Price	\$360K	\$320K	\$279K	\$330K	\$325K	\$338K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K
Med Sales Price as a % of Med List Price	94%	97%	100%	100%	121%	97%	100%	99%	104%	90%	97%	79%	104%

## 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: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



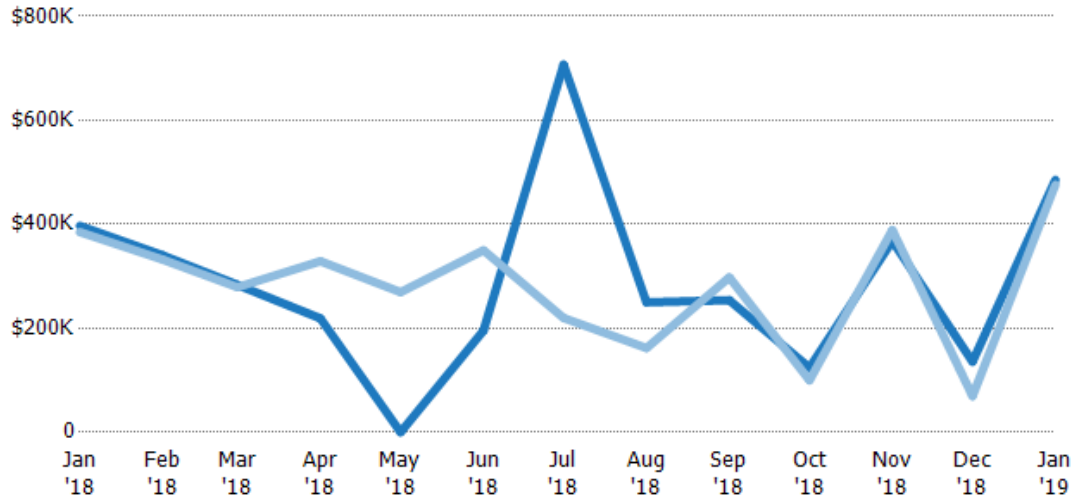
Avg Est Value	\$397K	\$412K	\$427K	\$219K	\$0	\$192K	\$707K	\$250K	\$254K	\$198K	\$527K	\$136K	\$485K
Avg Sales Price	\$434K	\$380K	\$327K	\$319K	\$270K	\$286K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K
Avg Sales Price as a % of Avg Est Value	109%	93%	76%	146%	100%	149%	51%	74%	126%	98%	92%	60%	91%

## 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: Waterbury, VT 05671,  
Waterbury, VT 05676  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Median Est Value	\$397K	\$340K	\$283K	\$219K	\$0	\$196K	\$707K	\$250K	\$254K	\$124K	\$368K	\$136K	\$485K
Median Sales Price	\$385K	\$332K	\$279K	\$329K	\$270K	\$350K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K
Med Sales Price as a % of Med Est Value	97%	98%	98%	150%	100%	179%	31%	65%	117%	81%	106%	51%	98%