

Summary of Key Listing and Sales Metrics

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

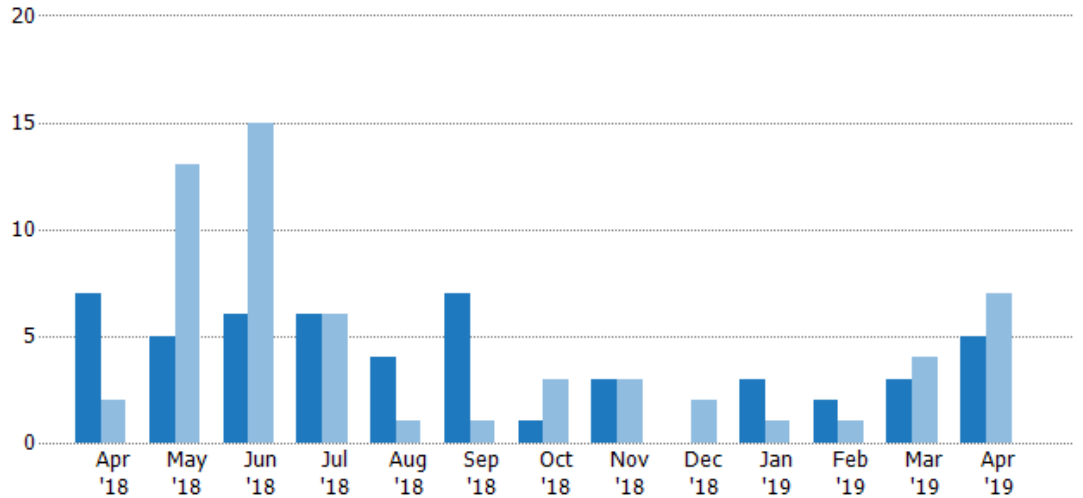
Key Metrics	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	7	-28.6%	13	13	+/-
New Listing Volume	\$2,105,500	\$3,006,900	-30%	\$4,472,300	\$4,436,900	+0.8%
Active Listing Count	-	24	-	N/A	N/A	
Active Listing Volume	-	\$12,063,400	-	N/A	N/A	
Average Listing Price	-	\$502,642	-	\$378,289	\$536,550	-29.5%
Median Listing Price	-	\$413,000	-	\$370,263	\$424,359	-12.7%
Median Days in RPR	-	314.5	-	117.11	381.13	-69.3%
Months of Inventory	-	4.8	-100%	4.8	7.8	-39.1%
Absorption Rate	-	20.83%	-	21.05%	12.82%	+8.2%
Sales Activity Charts Metrics						
New Pending Sales Count	3	1	+200%	14	9	+55.6%
New Pending Sales Volume	\$896,500	\$179,000	+400.8%	\$6,063,400	\$2,700,800	+124.5%
Pending Sales Count	-	5	-	N/A	N/A	
Pending Sales Volume	-	\$1,342,000	-	N/A	N/A	
Closed Sales Count	3	3	+/-	9	12	-25%
Closed Sales Volume	\$2,427,500	\$955,000	+154.2%	\$5,254,750	\$3,928,000	+33.8%
Average Sales Price	\$809,167	\$318,333	+154.2%	\$583,861	\$327,333	+78.4%
Median Sales Price	\$1,075,000	\$330,000	+225.8%	\$694,028	\$301,250	+130.4%

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



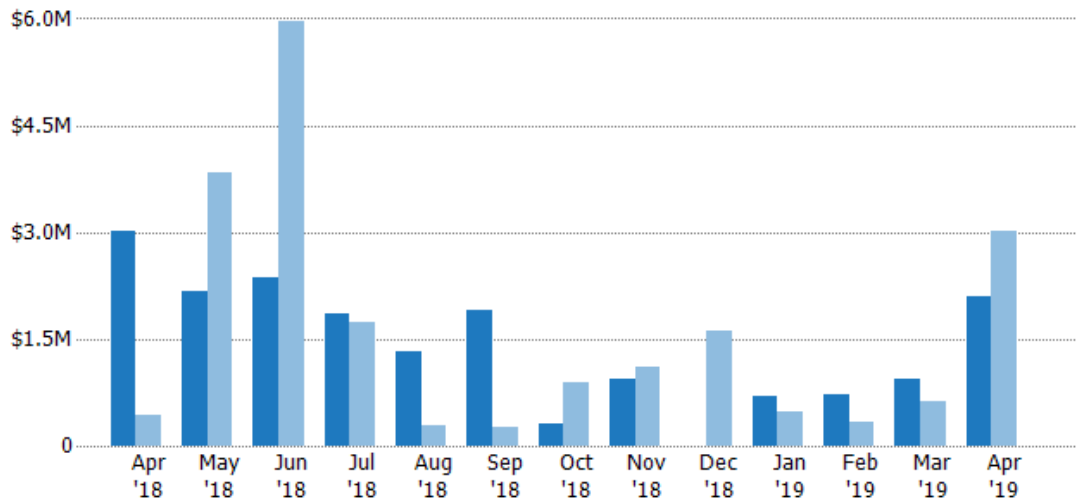
Current Year	7	5	6	6	4	7	1	3	-	3	2	3	5
Prior Year	2	13	15	6	1	1	3	3	2	1	1	4	7
Percent Change from Prior Year	250%	-62%	-60%	0%	300%	600%	-67%	0%	-100%	200%	100%	-25%	-29%

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



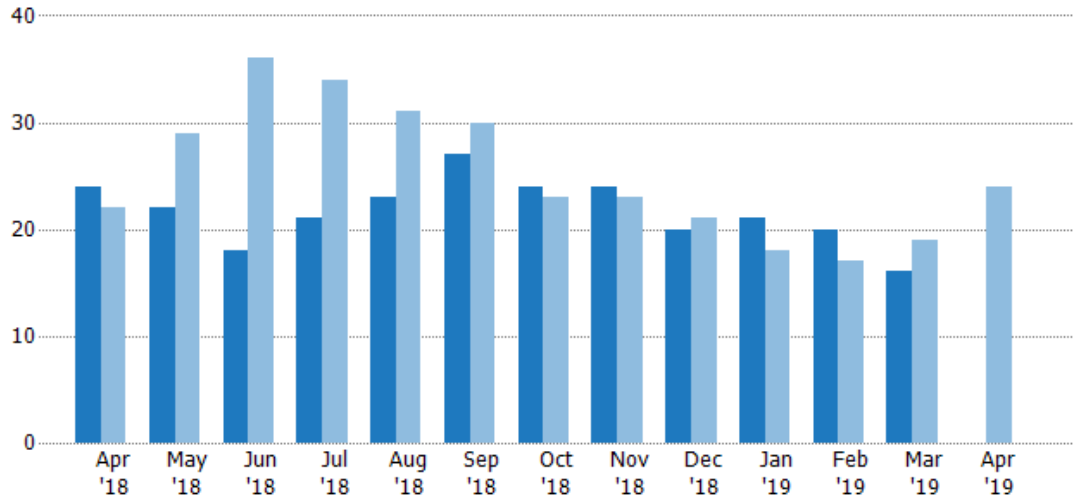
Current Year	\$3.01M	\$2.16M	\$2.36M	\$1.86M	\$1.33M	\$1.91M	\$299K	\$939K	-	\$705K	\$732K	\$930K	\$2.11M
Prior Year	\$441K	\$3.83M	\$5.97M	\$1.73M	\$278K	\$269K	\$879K	\$1.1M	\$1.6M	\$469K	\$329K	\$632K	\$3.01M
Percent Change from Prior Year	582%	-44%	-60%	7%	378%	612%	-66%	-14%	-100%	50%	122%	47%	-30%

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



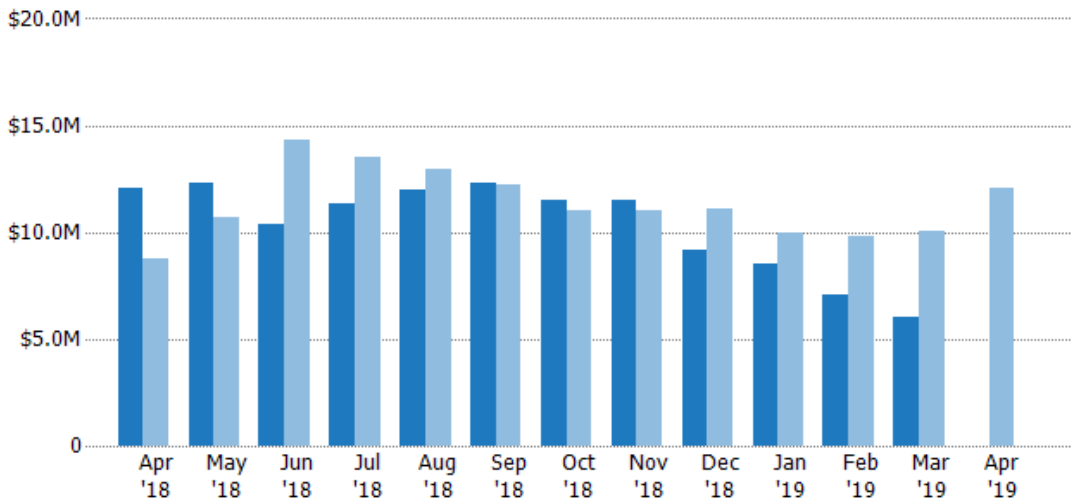
Current Year	24	22	18	21	23	27	24	24	20	21	20	16	-
Prior Year	22	29	36	34	31	30	23	23	21	18	17	19	24
Percent Change from Prior Year	9%	-24%	-50%	-38%	-26%	-10%	4%	4%	-5%	17%	18%	-16%	-100%

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



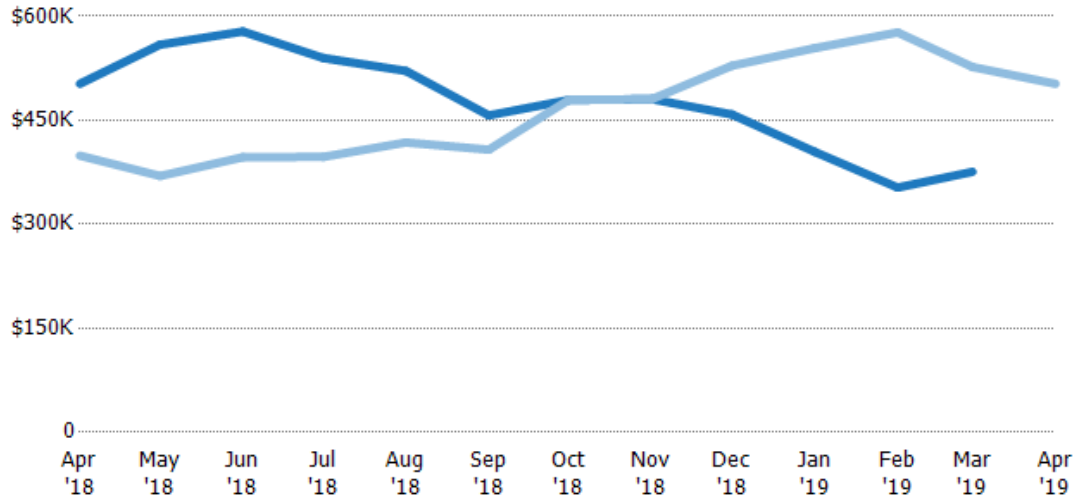
Current Year	\$12.1M	\$12.3M	\$10.4M	\$11.3M	\$12M	\$12.3M	\$11.5M	\$11.5M	\$9.17M	\$8.49M	\$7.06M	\$6.01M	-
Prior Year	\$8.78M	\$10.7M	\$14.3M	\$13.5M	\$13M	\$12.2M	\$11M	\$11.1M	\$11.1M	\$9.97M	\$9.8M	\$10M	\$12.1M
Percent Change from Prior Year	37%	15%	-27%	-16%	-7%	1%	4%	4%	-17%	-15%	-28%	-40%	-100%

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



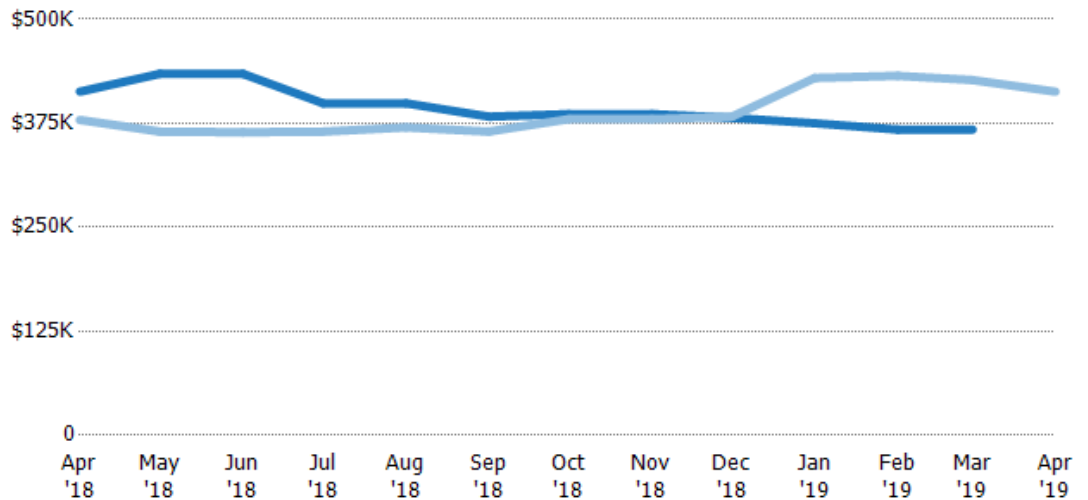
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$503K	\$559K	\$578K	\$540K	\$521K	\$457K	\$479K	\$481K	\$458K	\$404K	\$353K	\$376K	-
Prior Year	\$399K	\$370K	\$397K	\$397K	\$418K	\$408K	\$480K	\$481K	\$529K	\$554K	\$577K	\$527K	\$503K
Percent Change from Prior Year	26%	51%	46%	36%	25%	12%	0%	0	-13%	-27%	-39%	-29%	-100%

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



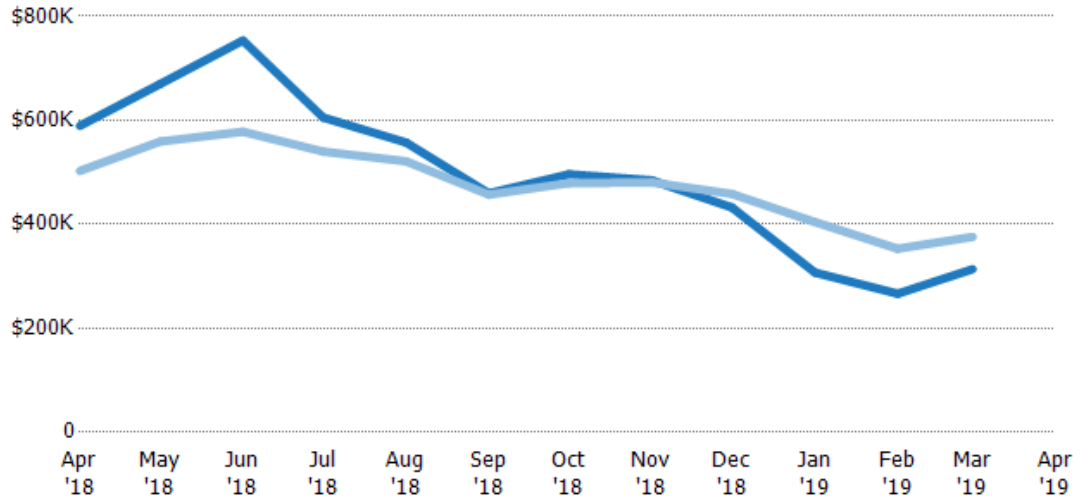
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$413K	\$435K	\$435K	\$399K	\$399K	\$383K	\$386K	\$386K	\$382K	\$375K	\$368K	\$368K	-
Prior Year	\$379K	\$365K	\$364K	\$365K	\$370K	\$365K	\$380K	\$380K	\$383K	\$430K	\$432K	\$427K	\$413K
Percent Change from Prior Year	9%	19%	19%	9%	8%	5%	2%	2%	0%	-13%	-15%	-14%	-100%

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



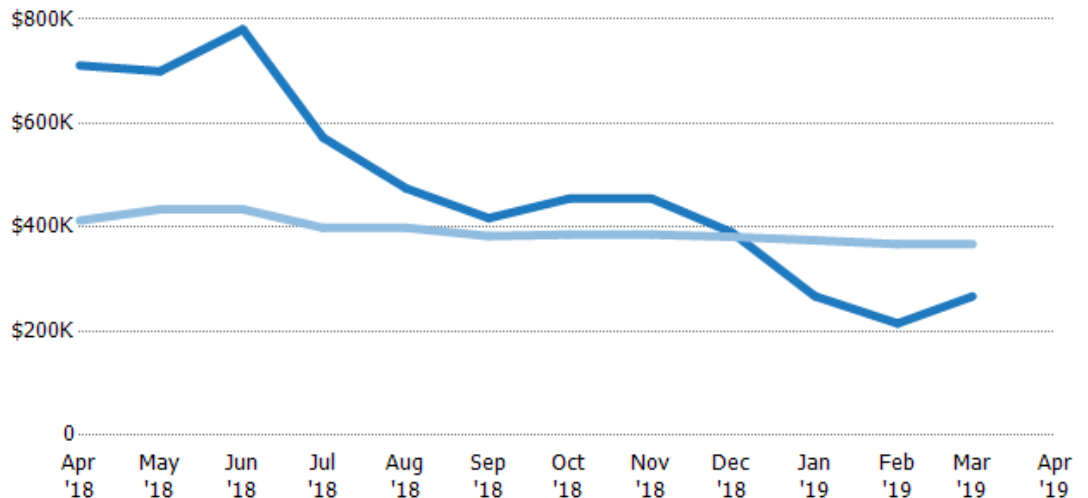
Avg Est Value	\$589K	\$670K	\$753K	\$605K	\$557K	\$460K	\$496K	\$485K	\$432K	\$307K	\$266K	\$314K	-
Avg Listing Price	\$503K	\$559K	\$578K	\$540K	\$521K	\$457K	\$479K	\$481K	\$458K	\$404K	\$353K	\$376K	-
Avg Listing Price as a % of Avg Est Value	85%	83%	77%	89%	94%	99%	97%	99%	106%	132%	132%	120%	-

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



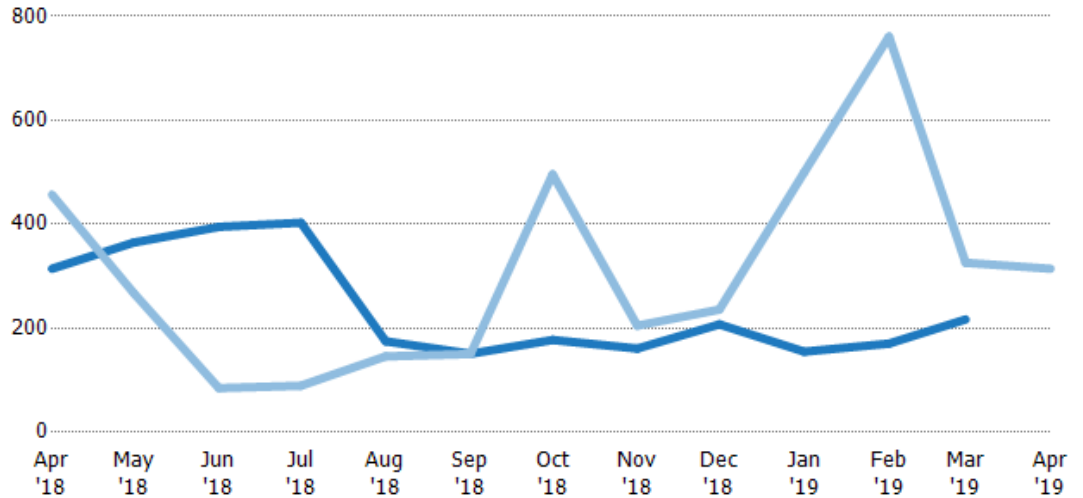
Median Est Value	\$711K	\$700K	\$781K	\$573K	\$475K	\$418K	\$455K	\$455K	\$390K	\$268K	\$215K	\$267K	-
Median Listing Price	\$413K	\$435K	\$435K	\$399K	\$399K	\$383K	\$386K	\$386K	\$382K	\$375K	\$368K	\$368K	-
Med Listing Price as a % of Med Est Value	58%	62%	56%	70%	84%	92%	85%	85%	98%	140%	171%	138%	-

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



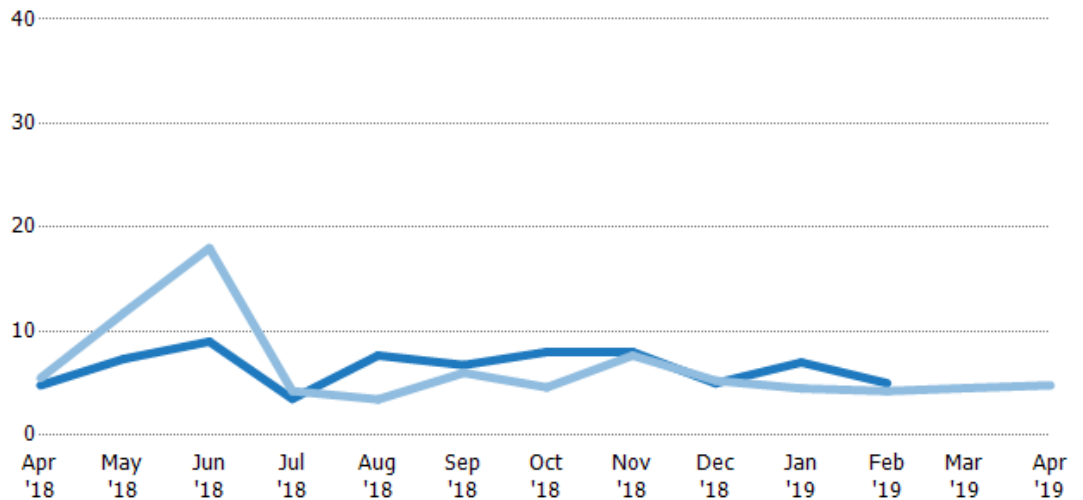
Current Year	315	365	395	403	175	151	178	161	208	155	171	217	-
Prior Year	457	267	85	89.5	146	151	496	205	236	500	761	326	315
Percent Change from Prior Year	-31%	37%	365%	350%	20%	0%	-64%	-21%	-12%	-69%	-78%	-33%	-100%

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



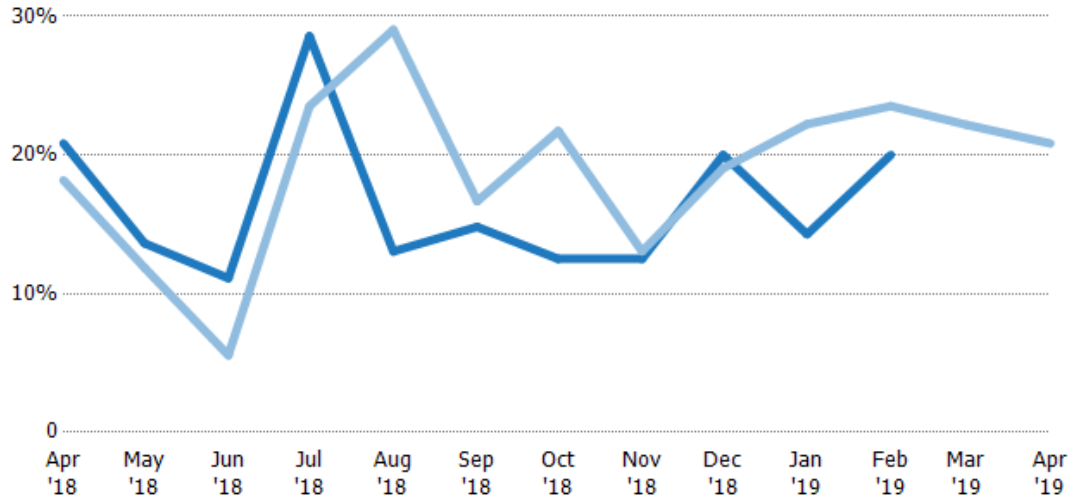
Current Year	4.8	7.33	9	3.5	7.67	6.75	8	8	5	7	5	-	-
Prior Year	5.5	11.8	18	4.25	3.44	6	4.6	7.67	5.25	4.5	4.25	4.53	4.8
Percent Change from Prior Year	-13%	100%	-50%	-18%	123%	13%	74%	4%	-5%	56%	18%	-41%	-100%

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



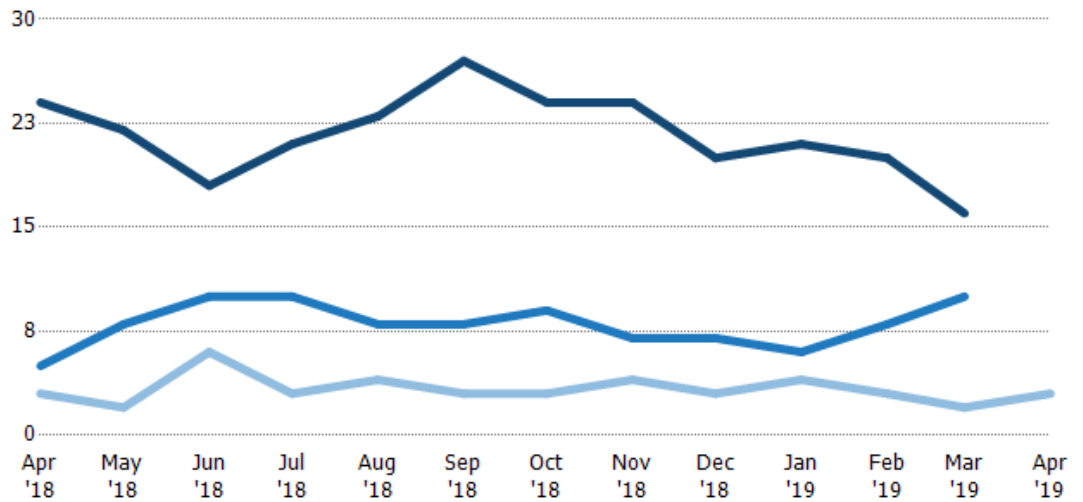
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	21%	14%	11%	29%	13%	15%	13%	13%	20%	14%	20%	-	-
Prior Year	18%	12%	6%	24%	29%	17%	22%	13%	19%	22%	24%	22%	21%
Change from Prior Year	-3%	-14%	-6%	-5%	16%	2%	9%	1%	-1%	8%	4%	12%	21%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	24	22	18	21	23	27	24	24	20	21	20	16	-
Pending	5	8	10	10	8	8	9	7	7	6	8	10	-
Sold	3	2	6	3	4	3	3	4	3	4	3	2	3

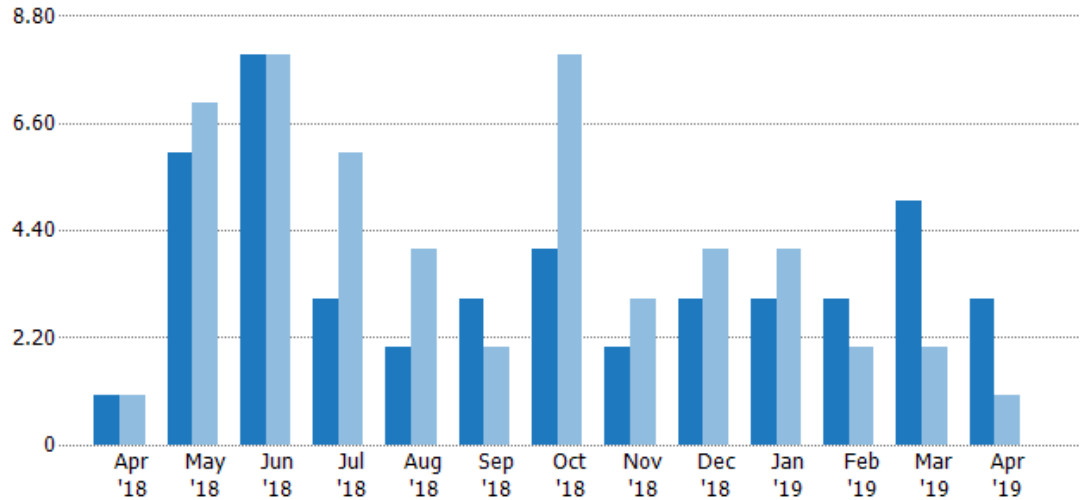
New Pending Sales

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.
Apr '19	3	200%
Apr '18	1	0%
Apr '17	1	100%



Current Year	1	6	8	3	2	3	4	2	3	3	3	5	3
Prior Year	1	7	8	6	4	2	8	3	4	4	2	2	1
Percent Change from Prior Year	0%	-14%	0%	-50%	-50%	50%	-50%	-33%	-25%	-25%	50%	150%	200%

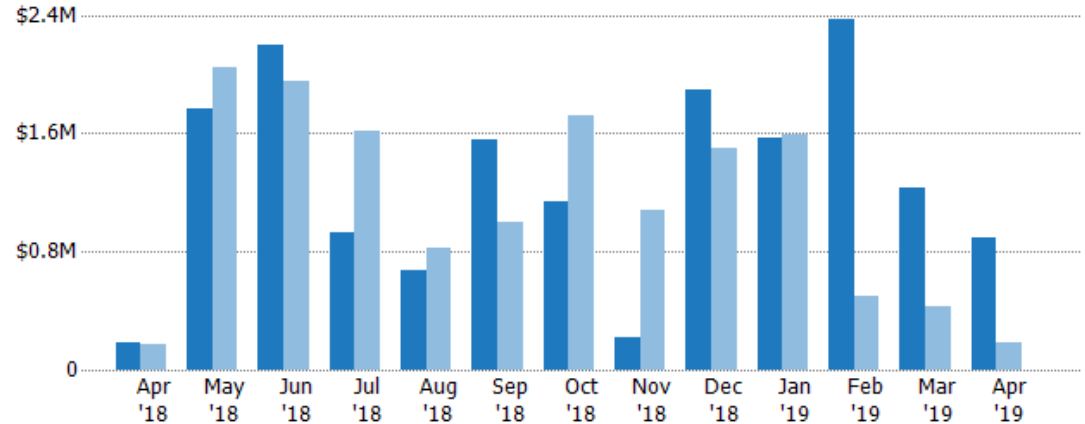
New Pending Sales Volume

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.
Apr '19	\$897K	400.8%
Apr '18	\$179K	2.9%
Apr '17	\$174K	166.8%



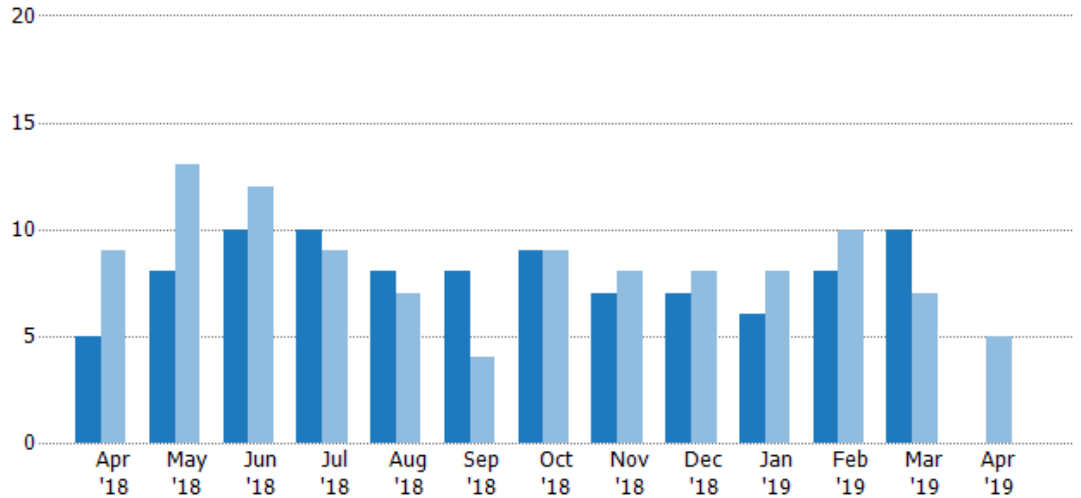
Current Year	\$179K	\$1.77M	\$2.2M	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.57M	\$2.37M	\$1.23M	\$897K
Prior Year	\$174K	\$2.05M	\$1.95M	\$1.62M	\$824K	\$1M	\$1.72M	\$1.08M	\$1.5M	\$1.6M	\$499K	\$425K	\$179K
Percent Change from Prior Year	3%	-14%	13%	-43%	-18%	56%	-34%	-80%	27%	-2%	375%	189%	401%

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



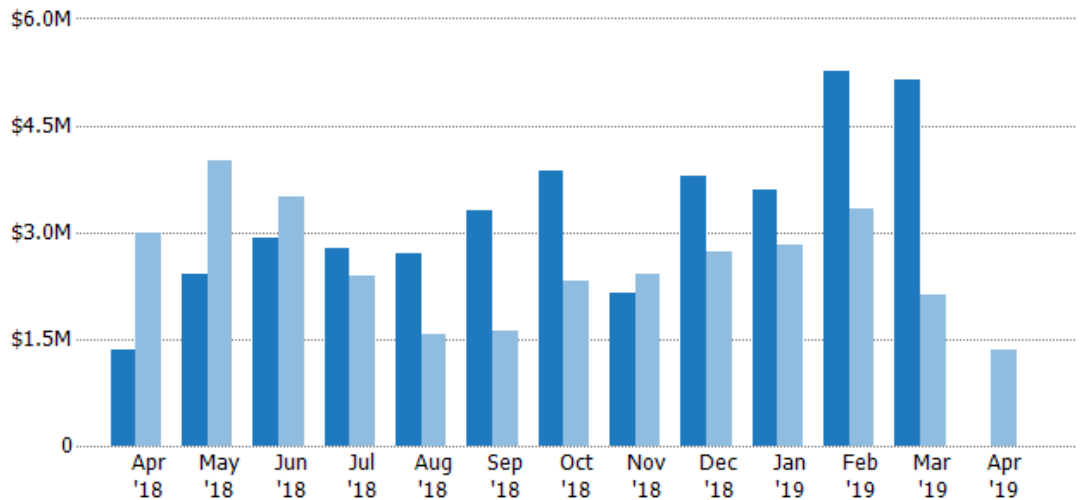
Current Year	5	8	10	10	8	8	9	7	7	6	8	10	-
Prior Year	9	13	12	9	7	4	9	8	8	8	10	7	5
Percent Change from Prior Year	-44%	-38%	-17%	11%	14%	100%	0%	-13%	-13%	-25%	-20%	43%	-100%

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



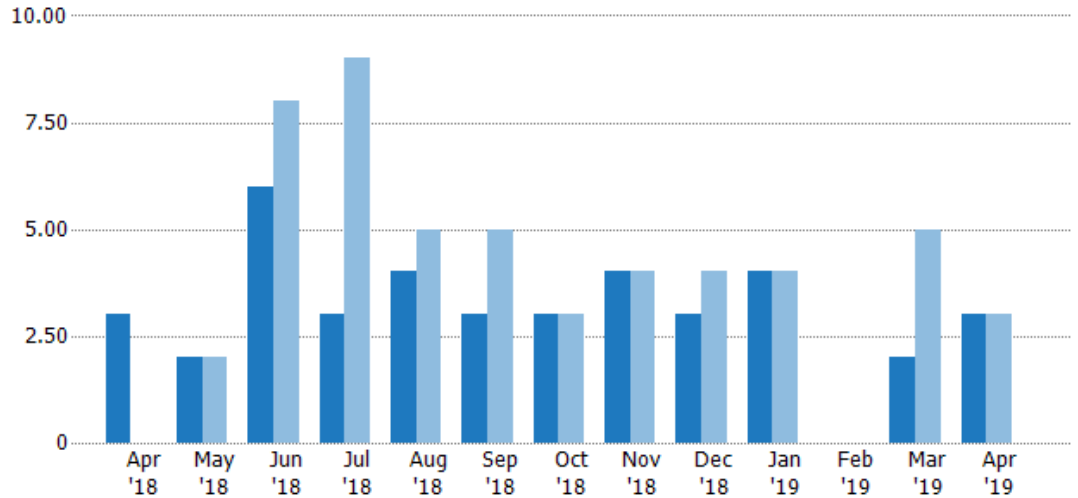
Current Year	\$1.34M	\$2.42M	\$2.92M	\$2.77M	\$2.71M	\$3.32M	\$3.87M	\$2.15M	\$3.8M	\$3.6M	\$5.27M	\$5.15M	-
Prior Year	\$3M	\$4.01M	\$3.49M	\$2.4M	\$1.56M	\$1.61M	\$2.31M	\$2.4M	\$2.73M	\$2.83M	\$3.33M	\$2.12M	\$1.34M
Percent Change from Prior Year	-55%	-40%	-16%	16%	73%	106%	68%	-11%	39%	27%	58%	143%	-100%

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



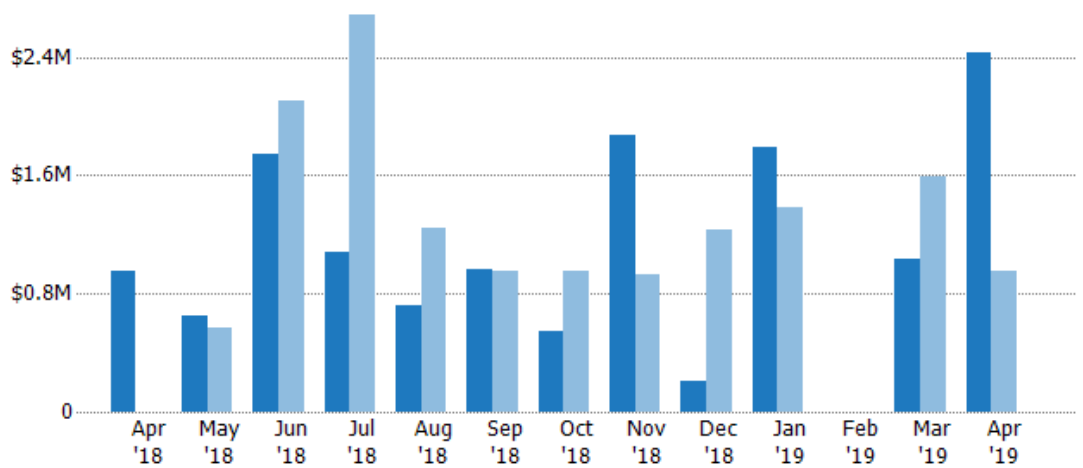
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	3	2	6	3	4	3	3	4	3	4	-	2	3
Prior Year	-	2	8	9	5	5	3	4	4	4	-	5	3
Percent Change from Prior Year	100%	0%	-25%	-67%	-20%	-40%	0%	0%	-25%	0%	-	-60%	0%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$955K	\$650K	\$1.74M	\$1.08M	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.79M	-	\$1.03M	\$2.43M
Prior Year	-	\$572K	\$2.1M	\$2.69M	\$1.24M	\$956K	\$952K	\$928K	\$1.23M	\$1.39M	-	\$1.59M	\$955K
Percent Change from Prior Year	100%	14%	-17%	-60%	-42%	1%	-43%	102%	-84%	30%	-	-35%	154%

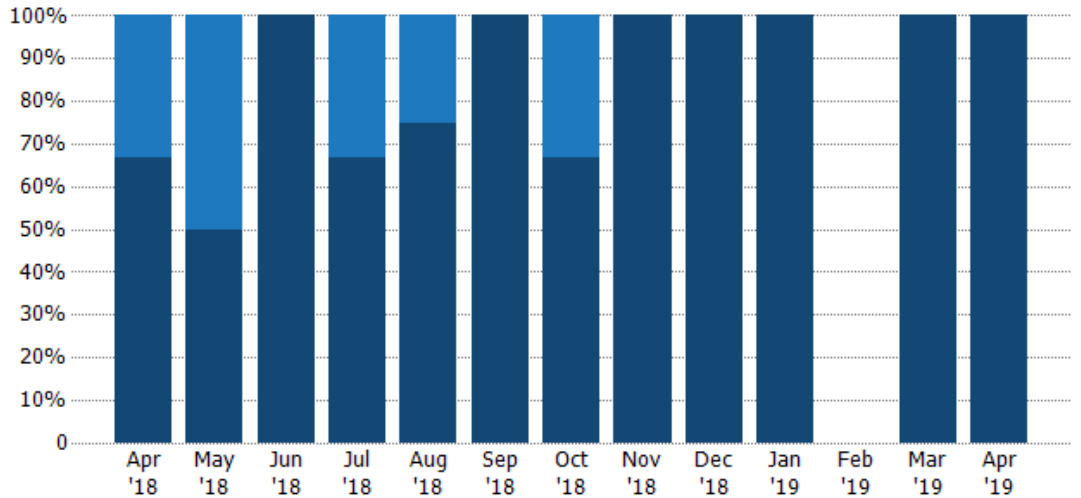
Closed Sales by Property Type

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



Condo/Townhouse	33%	50%	-	33%	25%	-	33%	-	-	-	-	-	-
Single Family Residence	67%	50%	100%	67%	75%	100%	67%	100%	100%	100%	-	100%	100%

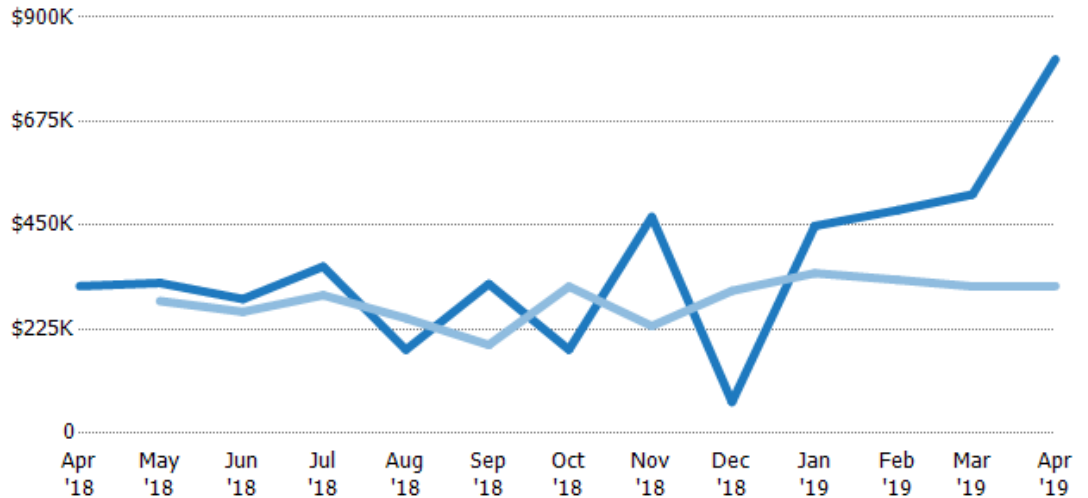
Average Sales Price

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



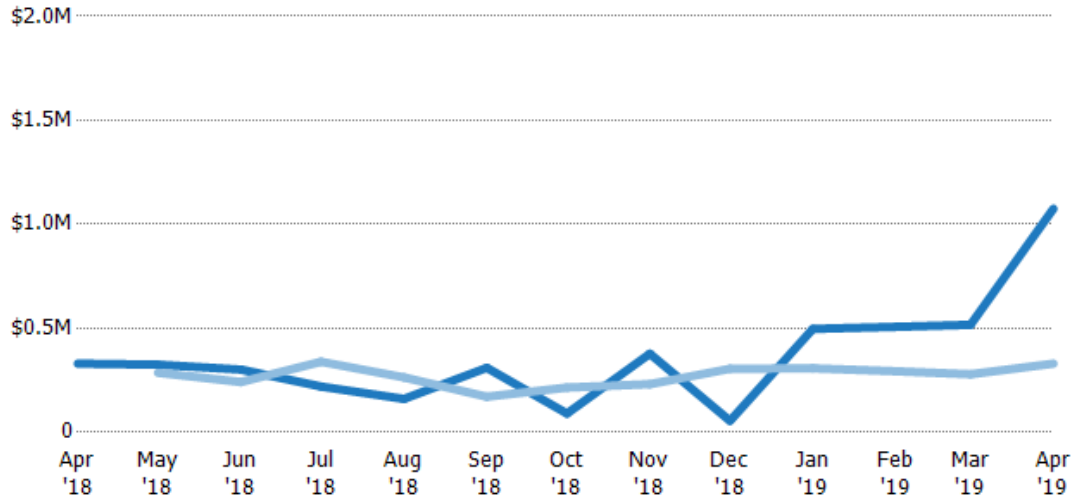
Current Year	\$318K	\$325K	\$290K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$809K
Prior Year	-	\$286K	\$263K	\$299K	\$249K	\$191K	\$317K	\$232K	\$308K	\$346K	\$332K	\$318K	\$318K
Percent Change from Prior Year	100%	14%	10%	21%	-27%	69%	-43%	102%	-78%	30%	46%	63%	154%

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



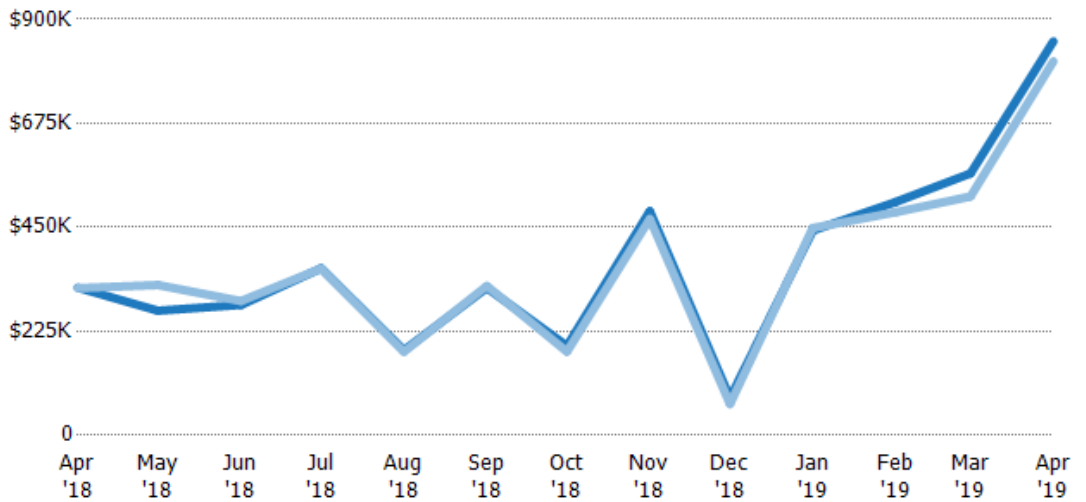
Current Year	\$330K	\$325K	\$302K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$1.08M
Prior Year	-	\$286K	\$242K	\$339K	\$264K	\$171K	\$215K	\$231K	\$305K	\$308K	\$293K	\$279K	\$330K
Percent Change from Prior Year	100%	14%	25%	-35%	-39%	81%	-58%	63%	-82%	62%	73%	85%	226%

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



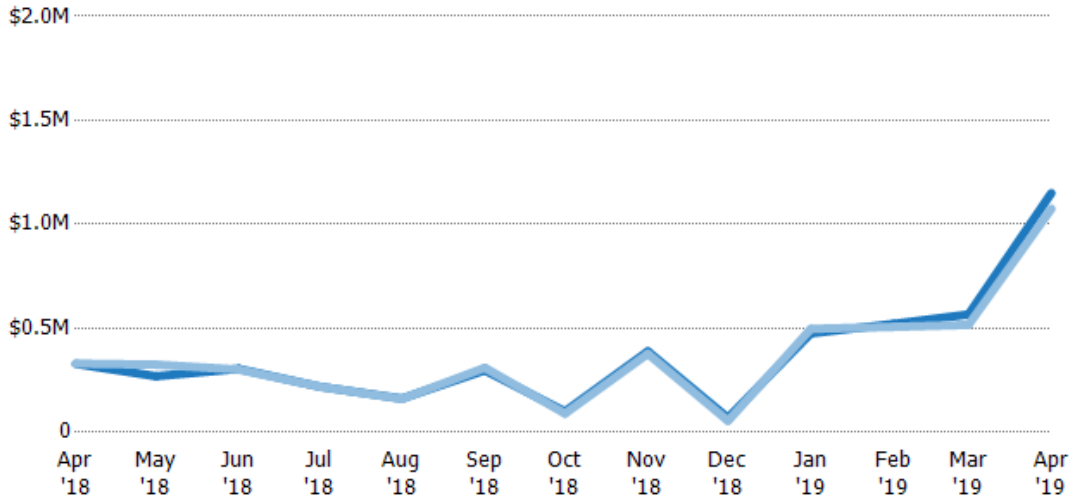
Avg List Price	\$319K	\$270K	\$282K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$852K
Avg Sales Price	\$318K	\$325K	\$290K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$809K
Avg Sales Price as a % of Avg List Price	100%	121%	103%	100%	98%	101%	94%	97%	84%	101%	96%	91%	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: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



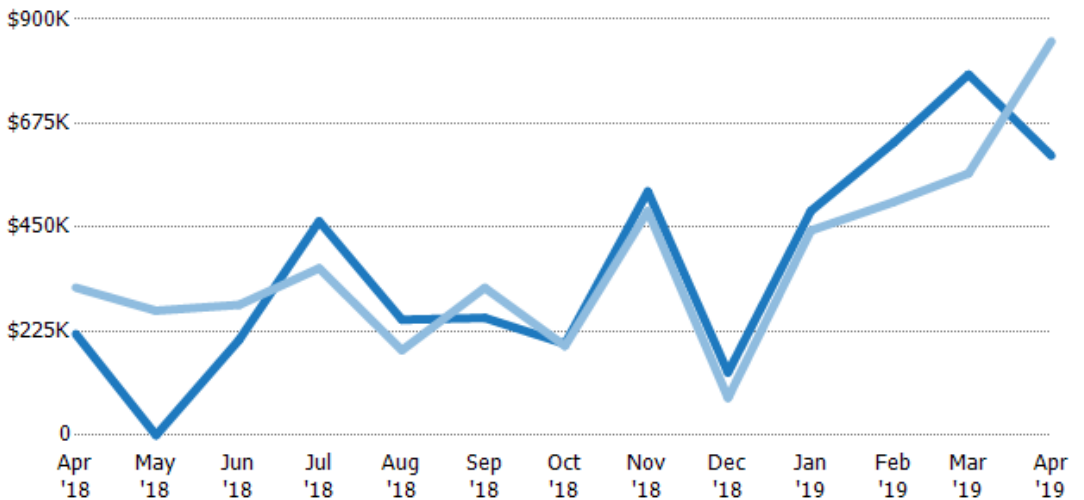
Median List Price	\$329K	\$270K	\$305K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$1.15M
Median Sales Price	\$330K	\$325K	\$302K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$1.08M
Med Sales Price as a % of Med List Price	100%	121%	99%	100%	99%	104%	90%	97%	79%	104%	98%	91%	93%

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



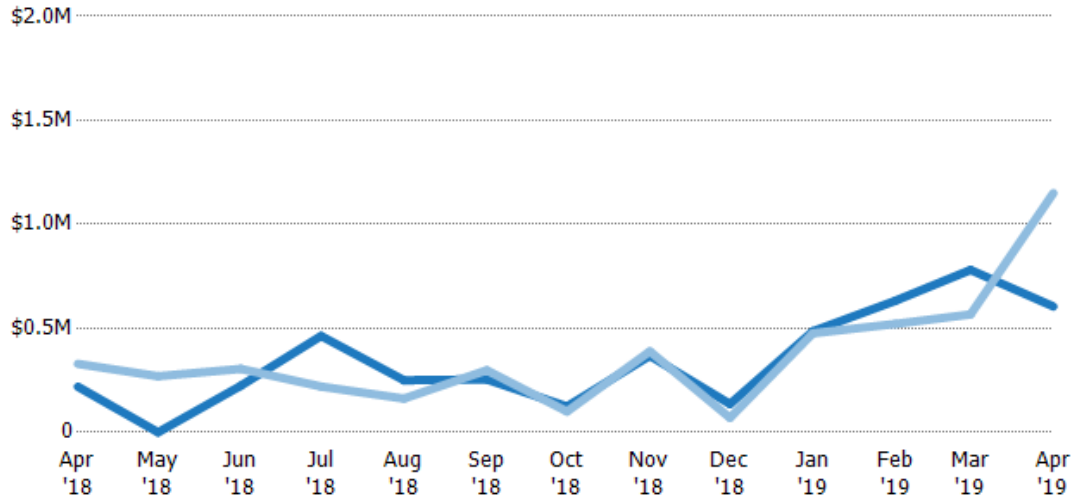
Avg Est Value	\$219K	\$0	\$206K	\$463K	\$250K	\$254K	\$198K	\$527K	\$136K	\$485K	\$633K	\$781K	\$605K
Avg Sales Price	\$319K	\$270K	\$282K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$852K
Avg Sales Price as a % of Avg Est Value	146%	100%	137%	78%	74%	126%	98%	92%	60%	91%	82%	73%	141%

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	\$219K	\$0	\$224K	\$463K	\$250K	\$254K	\$124K	\$368K	\$136K	\$485K	\$633K	\$781K	\$605K
Median Sales Price	\$329K	\$270K	\$305K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$1.15M
Med Sales Price as a % of Med Est Value	150%	100%	136%	48%	65%	117%	81%	106%	51%	98%	85%	73%	190%