

Summary of Key Listing and Sales Metrics

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

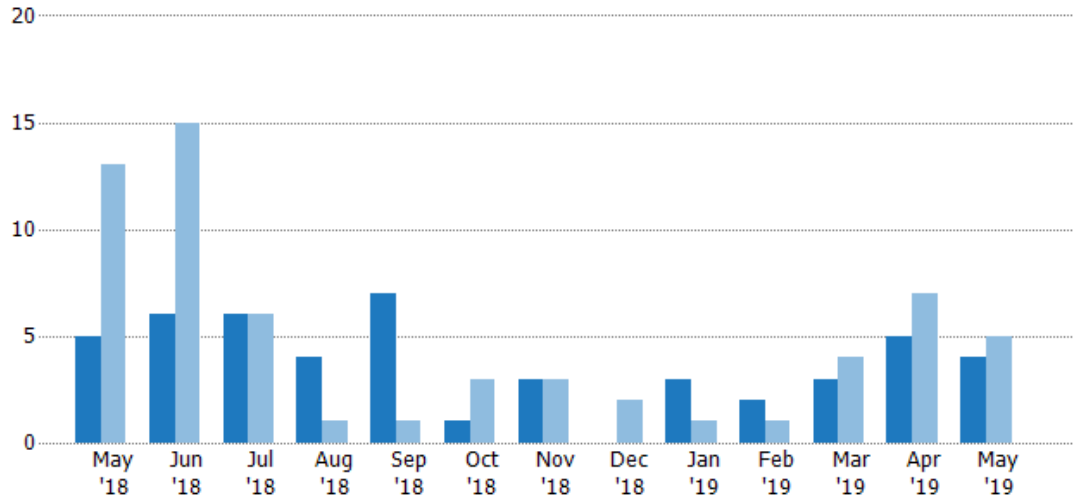
Key Metrics	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	4	5	-20%	17	18	-5.6%
New Listing Volume	\$1,705,000	\$2,163,800	-21.2%	\$6,107,300	\$6,600,700	-7.5%
Active Listing Count	20	23	-13%	N/A	N/A	
Active Listing Volume	\$8,344,300	\$12,454,300	-33%	N/A	N/A	
Average Listing Price	\$417,215	\$541,491	-23%	\$404,421	\$537,675	-24.8%
Median Listing Price	\$375,000	\$432,000	-13.2%	\$370,600	\$426,099	-13%
Median Days in RPR	257.5	349	-26.2%	227.58	376.54	-39.6%
Months of Inventory	5	7.7	-34.8%	7.1	8.4	-15.1%
Absorption Rate	20%	13.04%	+7%	14%	11.88%	+2.1%
Sales Activity Charts Metrics						
New Pending Sales Count	3	5	-40%	16	14	+14.3%
New Pending Sales Volume	\$1,409,000	\$1,612,900	-12.6%	\$6,564,400	\$4,313,700	+52.2%
Pending Sales Count	9	8	+12.5%	N/A	N/A	
Pending Sales Volume	\$3,024,400	\$2,415,900	+25.2%	N/A	N/A	
Closed Sales Count	3	2	+50%	13	14	-7.1%
Closed Sales Volume	\$1,453,000	\$650,000	+123.5%	\$6,868,750	\$4,578,000	+50%
Average Sales Price	\$484,333	\$325,000	+49%	\$528,365	\$327,000	+61.6%
Median Sales Price	\$499,000	\$325,000	+53.5%	\$547,173	\$304,643	+79.6%

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



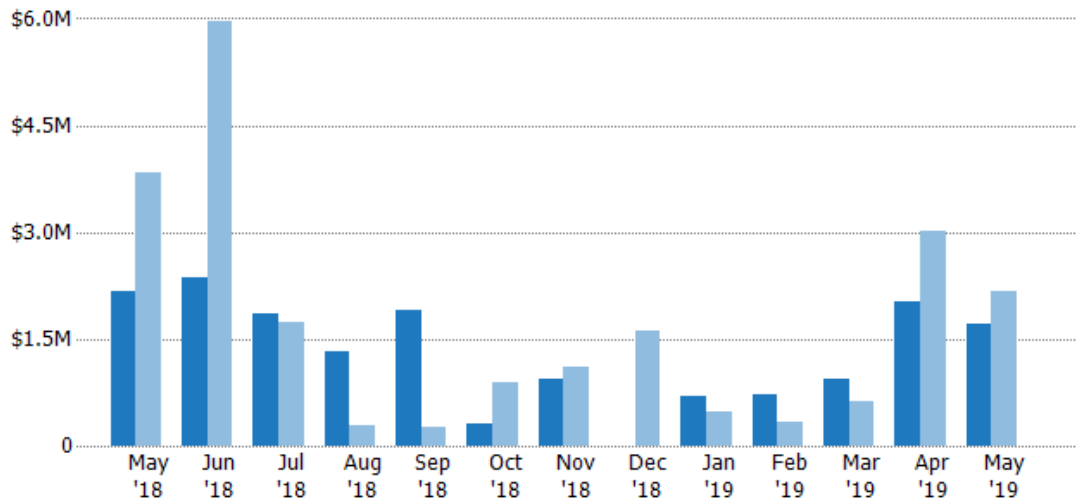
Current Year	5	6	6	4	7	1	3	-	3	2	3	5	4
Prior Year	13	15	6	1	1	3	3	2	1	1	4	7	5
Percent Change from Prior Year	-62%	-60%	0%	300%	600%	-67%	0%	-100%	200%	100%	-25%	-29%	-20%

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	\$2.16M	\$2.36M	\$1.86M	\$1.33M	\$1.9M	\$299K	\$939K	-	\$705K	\$732K	\$930K	\$2.04M	\$1.71M
Prior Year	\$3.83M	\$5.97M	\$1.73M	\$278K	\$269K	\$879K	\$1.1M	\$1.6M	\$469K	\$329K	\$632K	\$3.01M	\$2.16M
Percent Change from Prior Year	-44%	-60%	7%	378%	608%	-66%	-14%	-100%	50%	122%	47%	-32%	-21%

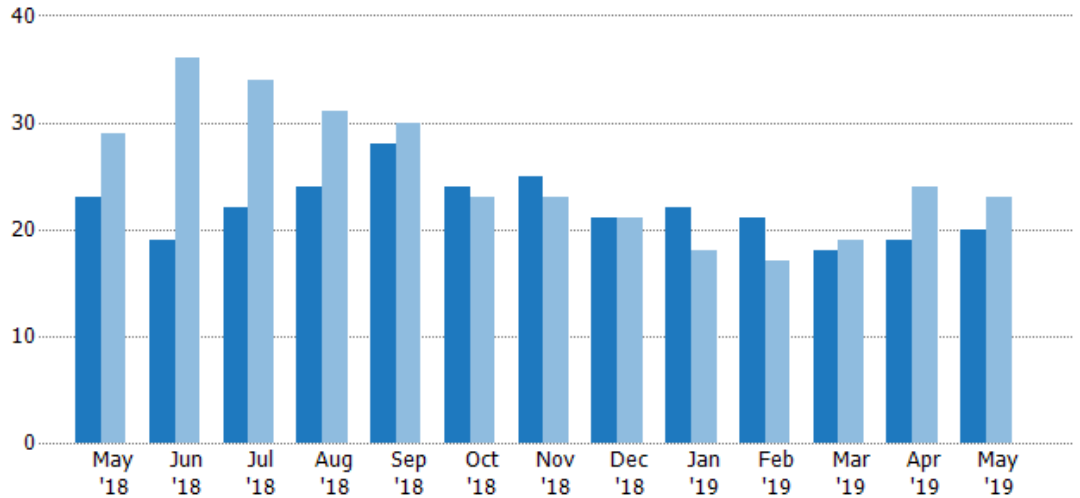
Active Listings

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

Month/ Year	Count	% Chg.
May '19	20	-13%
May '18	23	-20.7%
May '17	29	13.8%



Current Year	23	19	22	24	28	24	25	21	22	21	18	19	20
Prior Year	29	36	34	31	30	23	23	21	18	17	19	24	23
Percent Change from Prior Year	-21%	-47%	-35%	-23%	-7%	4%	9%	0%	22%	24%	-5%	-21%	-13%

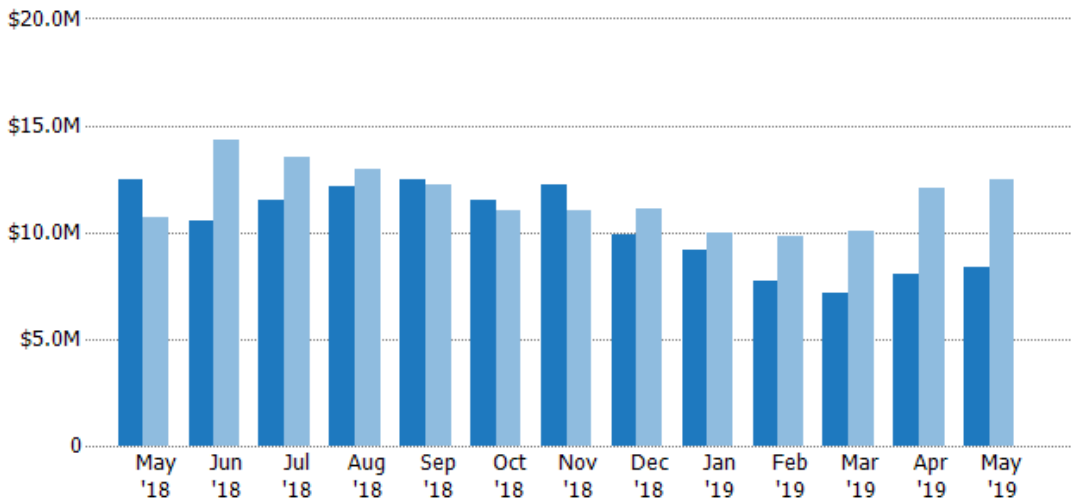
Active Listing Volume

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

Month/ Year	Volume	% Chg.
May '19	\$8.34M	-33%
May '18	\$12.5M	16.2%
May '17	\$10.7M	15.9%



Current Year	\$12.5M	\$10.6M	\$11.5M	\$12.1M	\$12.5M	\$11.5M	\$12.2M	\$9.85M	\$9.18M	\$7.74M	\$7.13M	\$8.05M	\$8.34M
Prior Year	\$10.7M	\$14.3M	\$13.5M	\$13M	\$12.2M	\$11M	\$11.1M	\$11.1M	\$9.97M	\$9.8M	\$10M	\$12.1M	\$12.5M
Percent Change from Prior Year	16%	-26%	-15%	-6%	2%	4%	11%	-11%	-8%	-21%	-29%	-33%	-33%

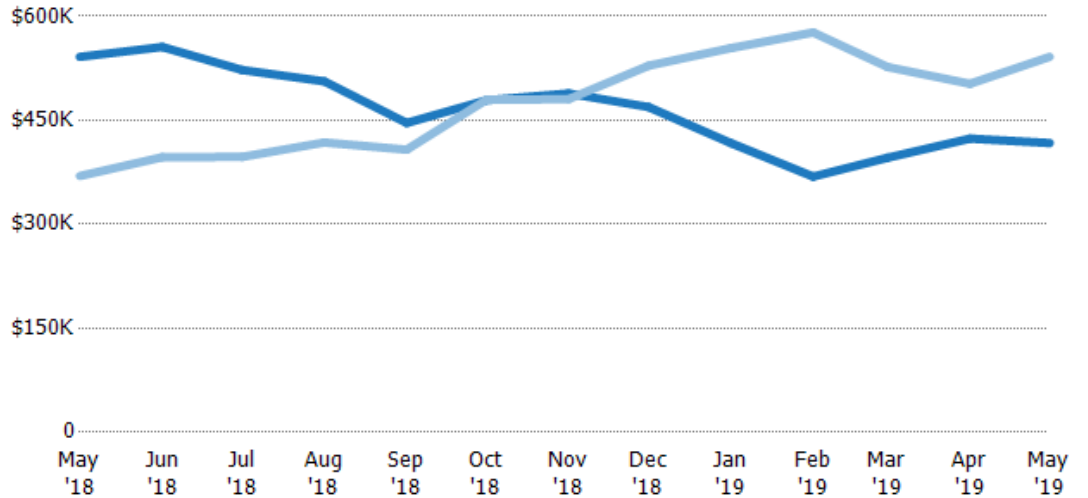
Average Listing Price

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.
May '19	\$417K	-23%
May '18	\$541K	46.5%
May '17	\$370K	1.9%



Current Year	\$541K	\$556K	\$523K	\$506K	\$446K	\$479K	\$489K	\$469K	\$417K	\$369K	\$396K	\$424K	\$417K
Prior Year	\$370K	\$397K	\$397K	\$418K	\$408K	\$480K	\$481K	\$529K	\$554K	\$577K	\$527K	\$503K	\$541K
Percent Change from Prior Year	46%	40%	32%	21%	9%	0%	2%	-11%	-25%	-36%	-25%	-16%	-23%

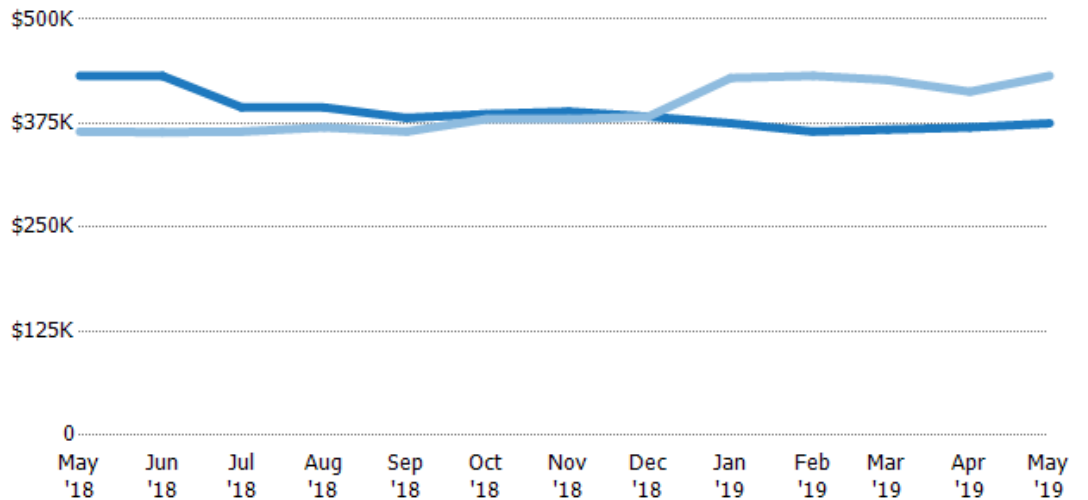
Median Listing Price

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.
May '19	\$375K	-13.2%
May '18	\$432K	18.4%
May '17	\$365K	1.4%



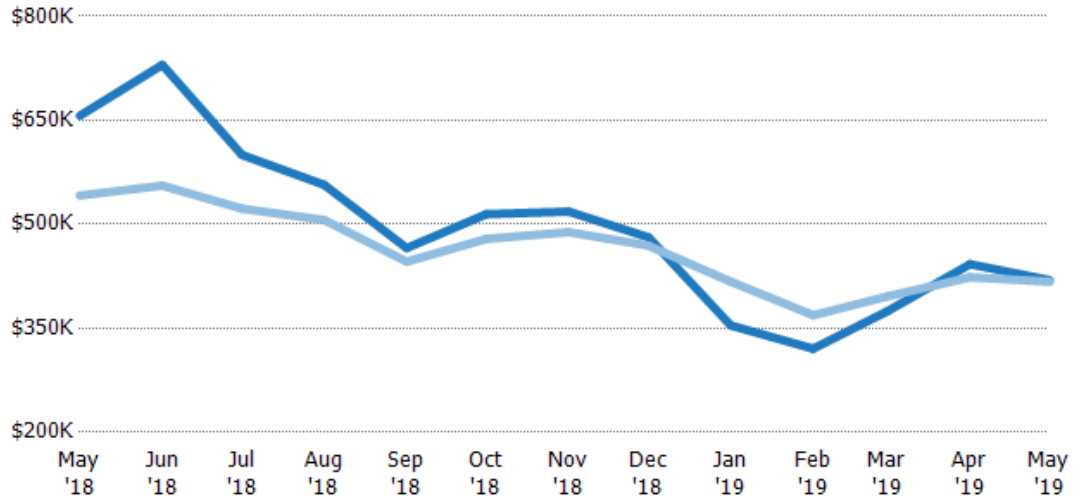
Current Year	\$432K	\$432K	\$394K	\$394K	\$382K	\$386K	\$389K	\$383K	\$375K	\$365K	\$368K	\$370K	\$375K
Prior Year	\$365K	\$364K	\$365K	\$370K	\$365K	\$380K	\$380K	\$383K	\$430K	\$432K	\$427K	\$413K	\$432K
Percent Change from Prior Year	18%	19%	8%	6%	5%	2%	2%	0%	-13%	-16%	-14%	-10%	-13%

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



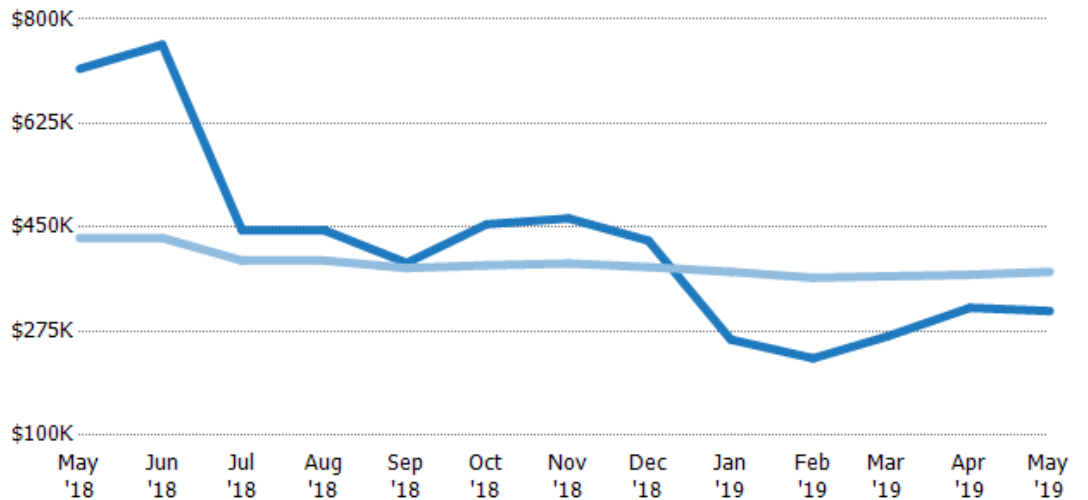
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$657K	\$730K	\$600K	\$557K	\$466K	\$515K	\$518K	\$481K	\$354K	\$321K	\$375K	\$442K	\$419K
Avg Listing Price	\$541K	\$556K	\$523K	\$506K	\$446K	\$479K	\$489K	\$469K	\$417K	\$369K	\$396K	\$424K	\$417K
Avg Listing Price as a % of Avg Est Value	82%	76%	87%	91%	96%	93%	94%	97%	118%	115%	106%	96%	99%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$717K	\$757K	\$445K	\$445K	\$390K	\$455K	\$465K	\$427K	\$261K	\$230K	\$267K	\$315K	\$309K
Median Listing Price	\$432K	\$432K	\$394K	\$394K	\$382K	\$386K	\$389K	\$383K	\$375K	\$365K	\$368K	\$370K	\$375K
Med Listing Price as a % of Med Est Value	60%	57%	89%	89%	98%	85%	84%	90%	144%	159%	138%	118%	121%

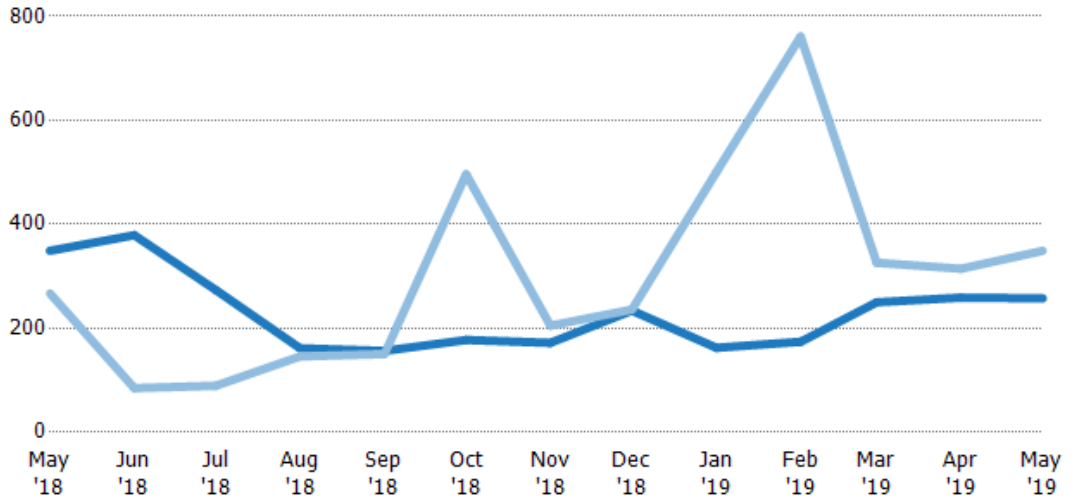
Median Days in RPR

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.
May '19	258	-26.2%
May '18	349	30.7%
May '17	267	-53.9%



Current Year	349	379	274	162	157	178	172	234	163	174	250	259	258
Prior Year	267	85	89.5	146	151	496	205	236	500	761	326	315	349
Percent Change from Prior Year	31%	346%	206%	11%	4%	-64%	-16%	-1%	-68%	-77%	-23%	-18%	-26%

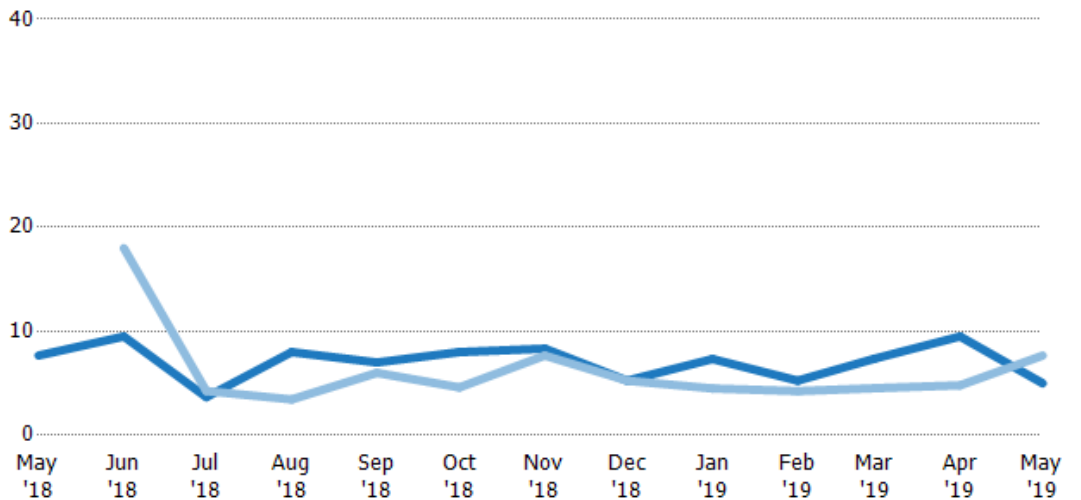
Months of Inventory

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

Month/ Year	Months	% Chg.
May '19	5	-35%
May '18	7.67	100%



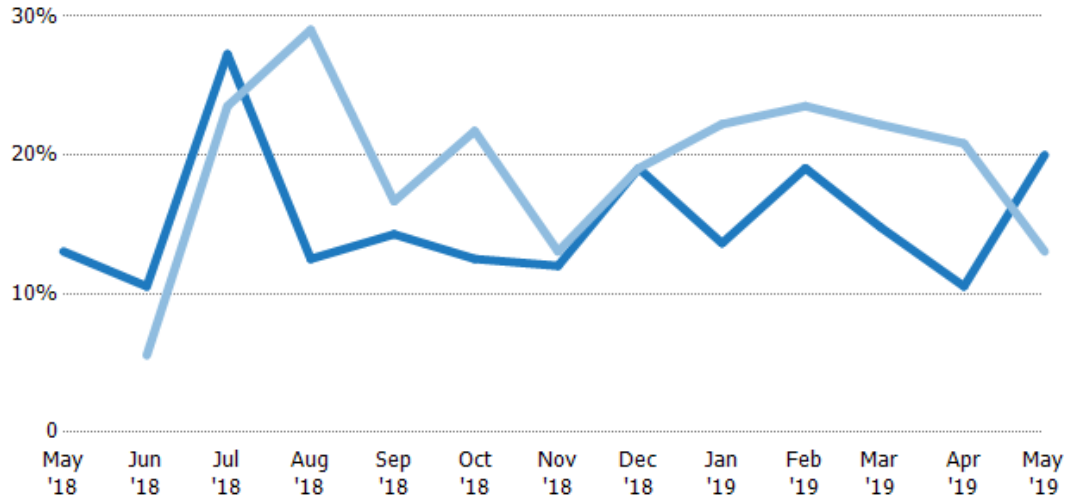
Current Year	7.67	9.5	3.67	8	7	8	8.33	5.25	7.33	5.25	7.38	9.5	5
Prior Year	-	18	4.25	3.44	6	4.6	7.67	5.25	4.5	4.25	4.53	4.8	7.67
Percent Change from Prior Year	100%	-47%	-14%	132%	17%	74%	9%	0%	63%	24%	61%	98%	-35%

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



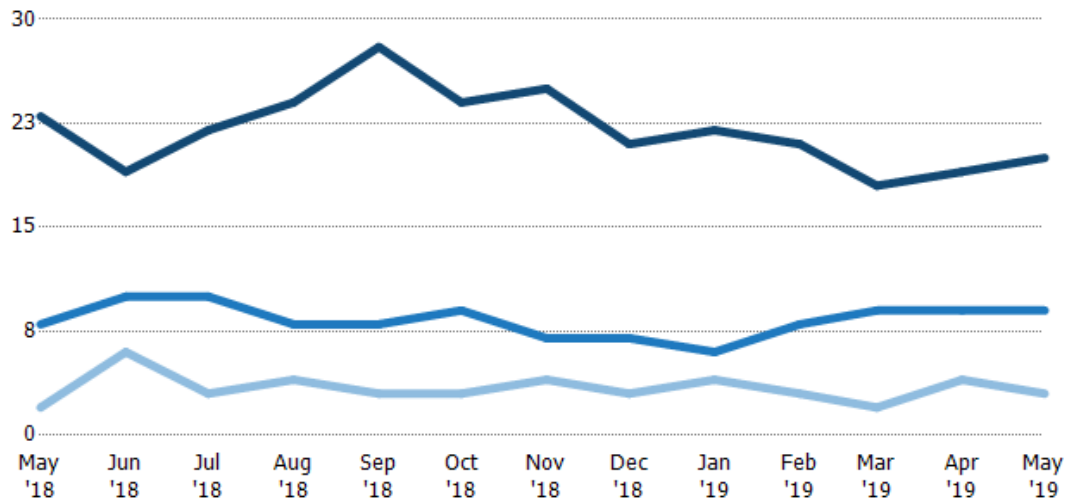
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	13%	11%	27%	13%	14%	13%	12%	19%	14%	19%	15%	11%	20%
Prior Year	-	6%	24%	29%	17%	22%	13%	19%	22%	24%	22%	21%	13%
Change from Prior Year	-13%	-5%	-4%	17%	2%	9%	1%	0%	9%	4%	7%	10%	-7%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	23	19	22	24	28	24	25	21	22	21	18	19	20
Pending	8	10	10	8	8	9	7	7	6	8	9	9	9
Sold	2	6	3	4	3	3	4	3	4	3	2	4	3

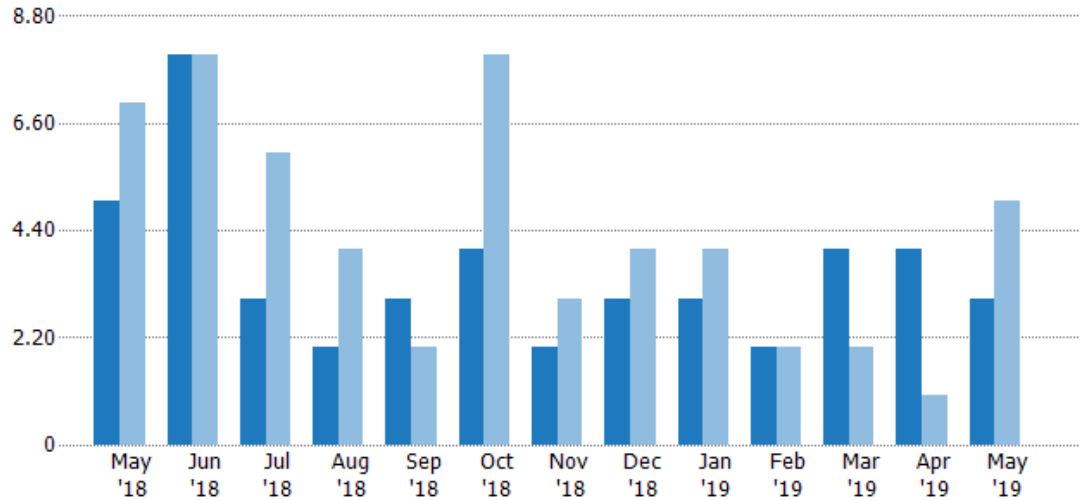
New Pending Sales

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.
May '19	3	-40%
May '18	5	-28.6%
May '17	7	-14.3%



Current Year	5	8	3	2	3	4	2	3	3	2	4	4	3
Prior Year	7	8	6	4	2	8	3	4	4	2	2	1	5
Percent Change from Prior Year	-29%	0%	-50%	-50%	50%	-50%	-33%	-25%	-25%	0%	100%	300%	-40%

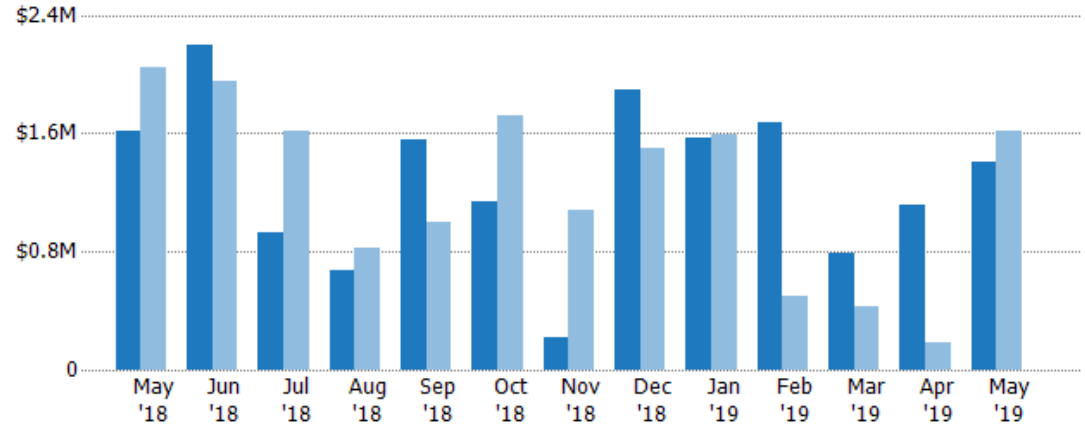
New Pending Sales Volume

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

Filters Used

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

Month/ Year	Volume	% Chg.
May '19	\$1.41M	-12.6%
May '18	\$1.61M	-21.3%
May '17	\$2.05M	-15.4%



Current Year	\$1.61M	\$2.2M	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.57M	\$1.68M	\$795K	\$1.12M	\$1.41M
Prior Year	\$2.05M	\$1.95M	\$1.62M	\$824K	\$1M	\$1.72M	\$1.08M	\$1.5M	\$1.6M	\$499K	\$425K	\$179K	\$1.61M
Percent Change from Prior Year	-21%	13%	-43%	-18%	56%	-34%	-80%	27%	-2%	236%	87%	523%	-13%

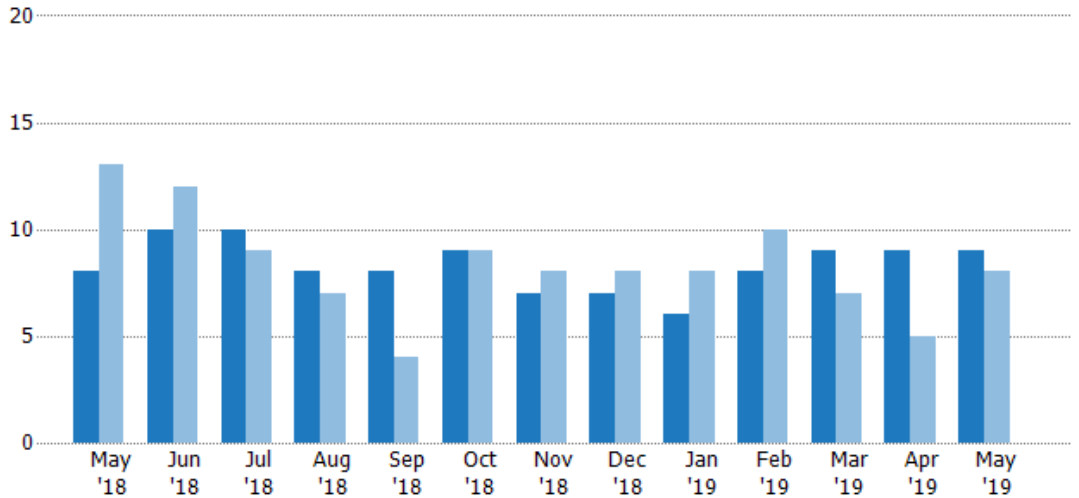
Pending Sales

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.
May '19	9	12.5%
May '18	8	-38.5%
May '17	13	15.4%



Current Year	8	10	10	8	8	9	7	7	6	8	9	9	9
Prior Year	13	12	9	7	4	9	8	8	8	10	7	5	8
Percent Change from Prior Year	-38%	-17%	11%	14%	100%	0%	-13%	-13%	-25%	-20%	29%	80%	13%

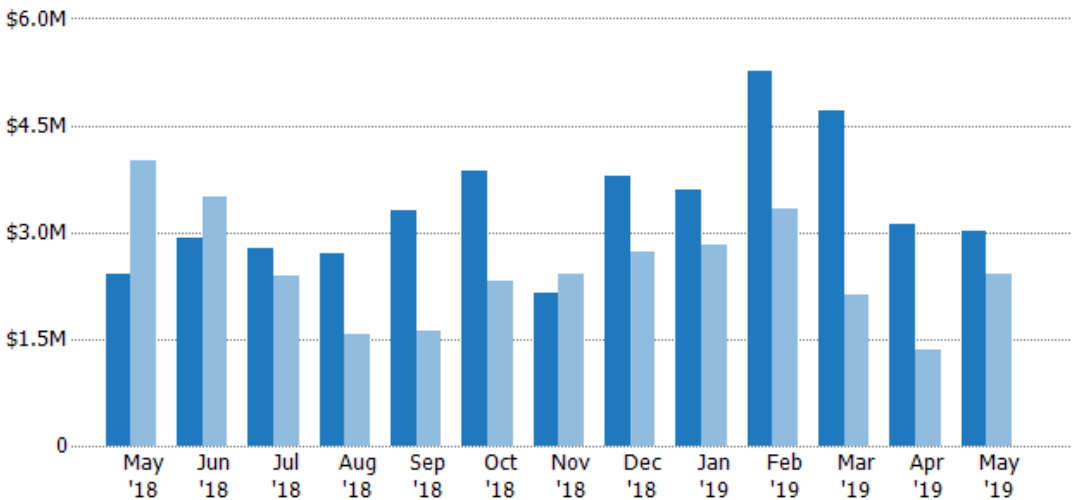
Pending Sales Volume

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.
May '19	\$3.02M	25.2%
May '18	\$2.42M	-39.7%
May '17	\$4.01M	-4.1%



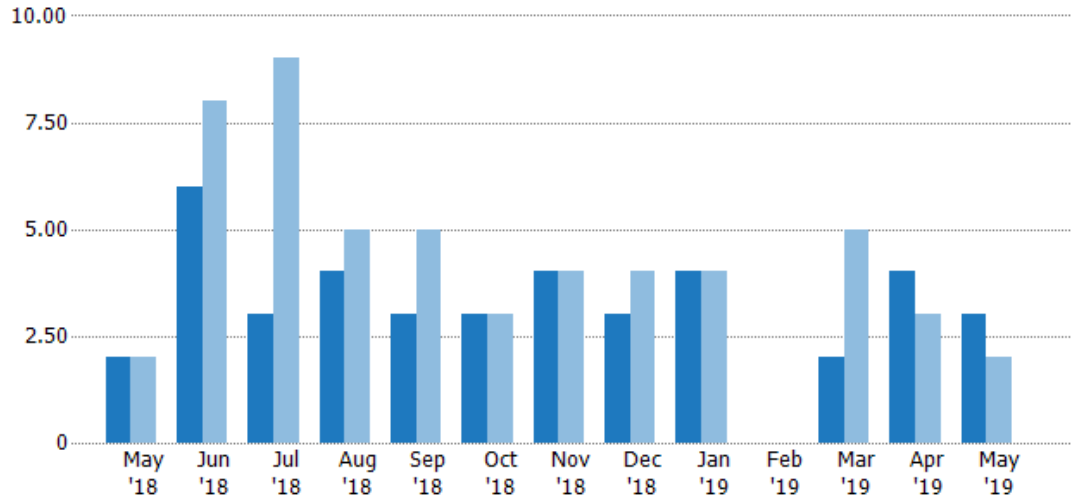
Current Year	\$2.42M	\$2.92M	\$2.77M	\$2.71M	\$3.32M	\$3.87M	\$2.15M	\$3.8M	\$3.6M	\$5.27M	\$4.71M	\$3.1M	\$3.02M
Prior Year	\$4.01M	\$3.49M	\$2.4M	\$1.56M	\$1.61M	\$2.31M	\$2.4M	\$2.73M	\$2.83M	\$3.33M	\$2.12M	\$1.34M	\$2.42M
Percent Change from Prior Year	-40%	-16%	16%	73%	106%	68%	-11%	39%	27%	58%	122%	131%	25%

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



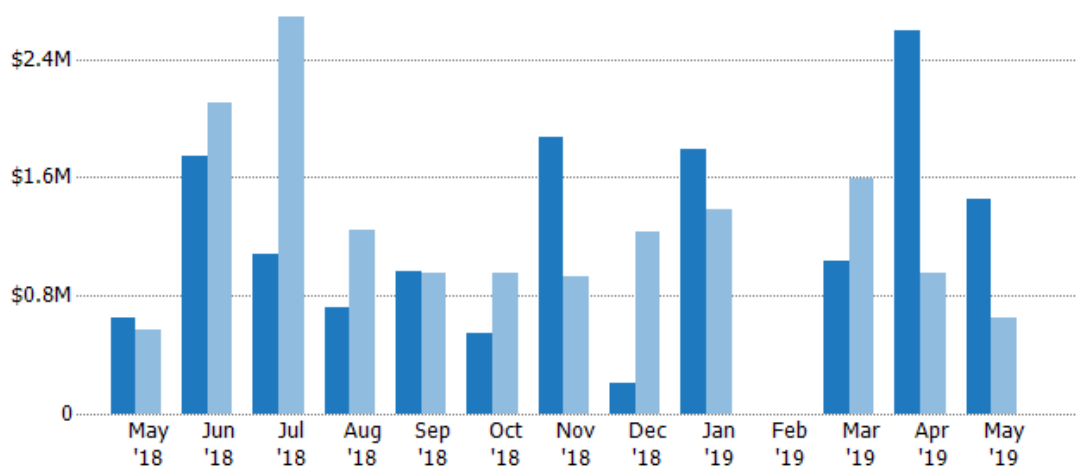
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	2	6	3	4	3	3	4	3	4	-	2	4	3
Prior Year	2	8	9	5	5	3	4	4	4	-	5	3	2
Percent Change from Prior Year	0%	-25%	-67%	-20%	-40%	0%	0%	-25%	0%	-	-60%	33%	50%

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$650K	\$1.74M	\$1.08M	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.79M	-	\$1.03M	\$2.59M	\$1.45M
Prior Year	\$572K	\$2.1M	\$2.69M	\$1.24M	\$956K	\$952K	\$928K	\$1.23M	\$1.39M	-	\$1.59M	\$955K	\$650K
Percent Change from Prior Year	14%	-17%	-60%	-42%	1%	-43%	102%	-84%	30%	-	-35%	171%	124%

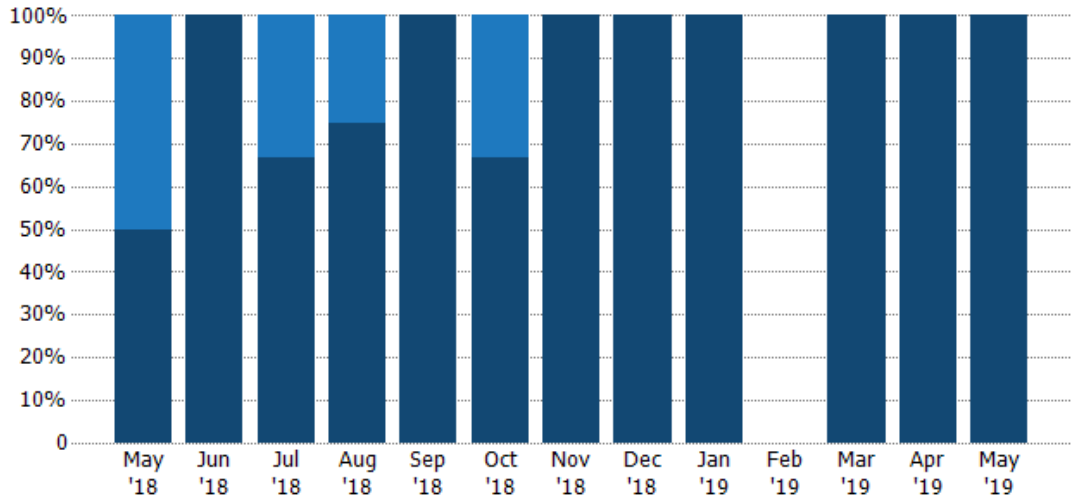
Closed Sales by Property Type

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	50%	-	33%	25%	-	33%	-	-	-	-	-	-	-
Single Family Residence	50%	100%	67%	75%	100%	67%	100%	100%	100%	-	100%	100%	100%

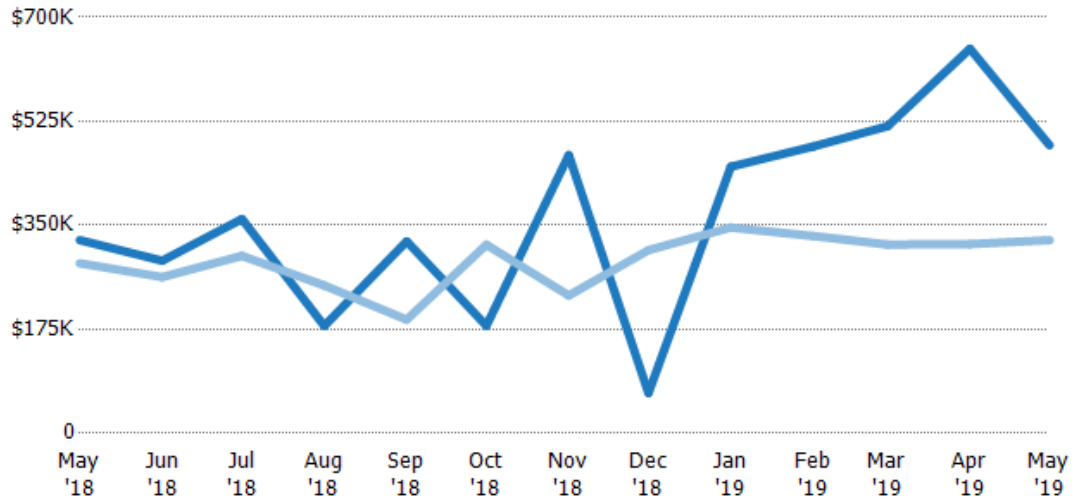
Average Sales Price

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



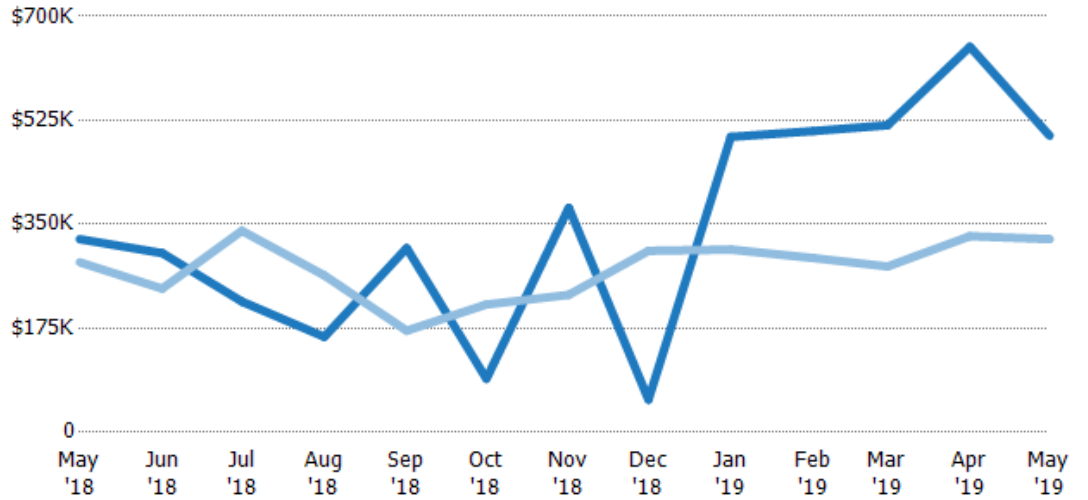
Current Year	\$325K	\$290K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K
Prior Year	\$286K	\$263K	\$299K	\$249K	\$191K	\$317K	\$232K	\$308K	\$346K	\$332K	\$318K	\$318K	\$325K
Percent Change from Prior Year	14%	10%	21%	-27%	69%	-43%	102%	-78%	30%	46%	63%	103%	49%

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



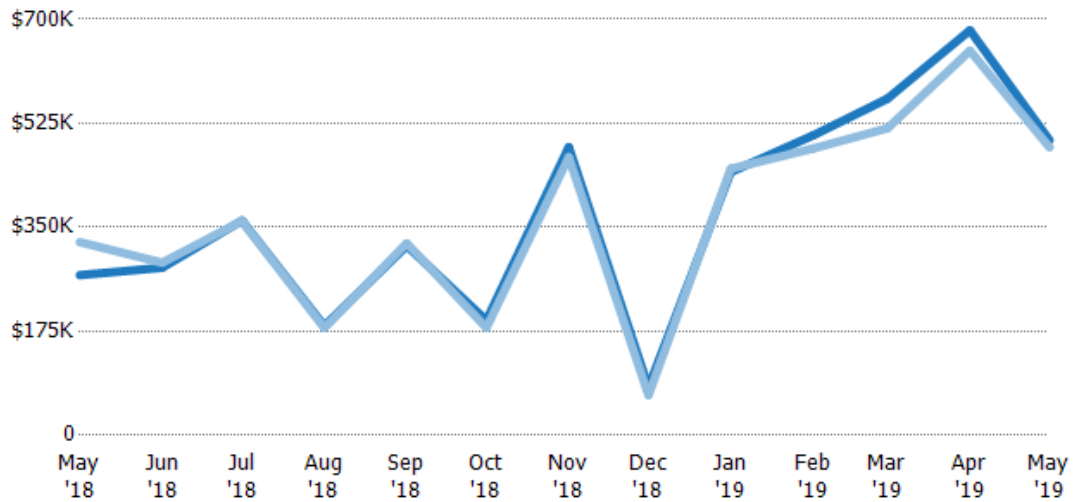
Current Year	\$325K	\$302K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K
Prior Year	\$286K	\$242K	\$339K	\$264K	\$171K	\$215K	\$231K	\$305K	\$308K	\$293K	\$279K	\$330K	\$325K
Percent Change from Prior Year	14%	25%	-35%	-39%	81%	-58%	63%	-82%	62%	73%	85%	97%	54%

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



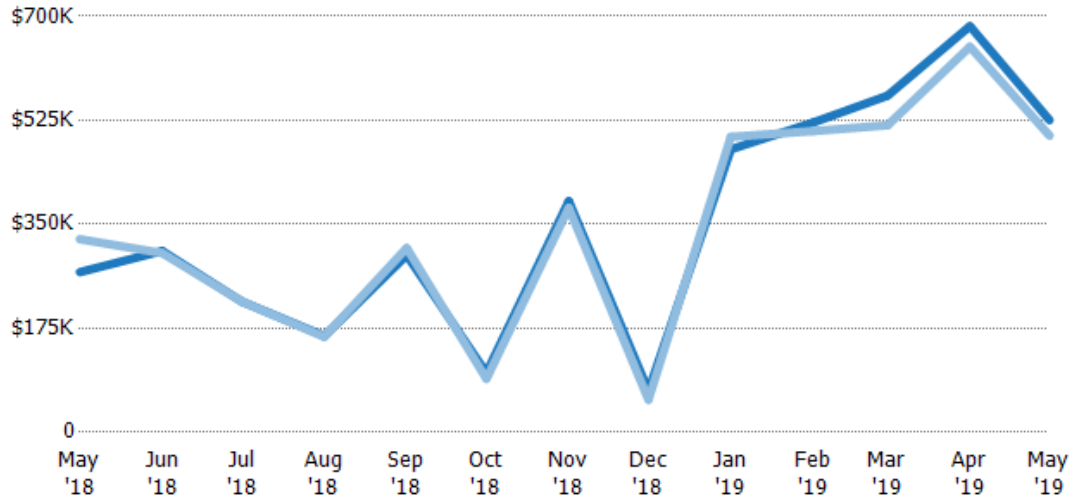
Avg List Price	\$270K	\$282K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K
Avg Sales Price	\$325K	\$290K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K
Avg Sales Price as a % of Avg List Price	121%	103%	100%	98%	101%	94%	97%	84%	101%	96%	91%	95%	98%

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



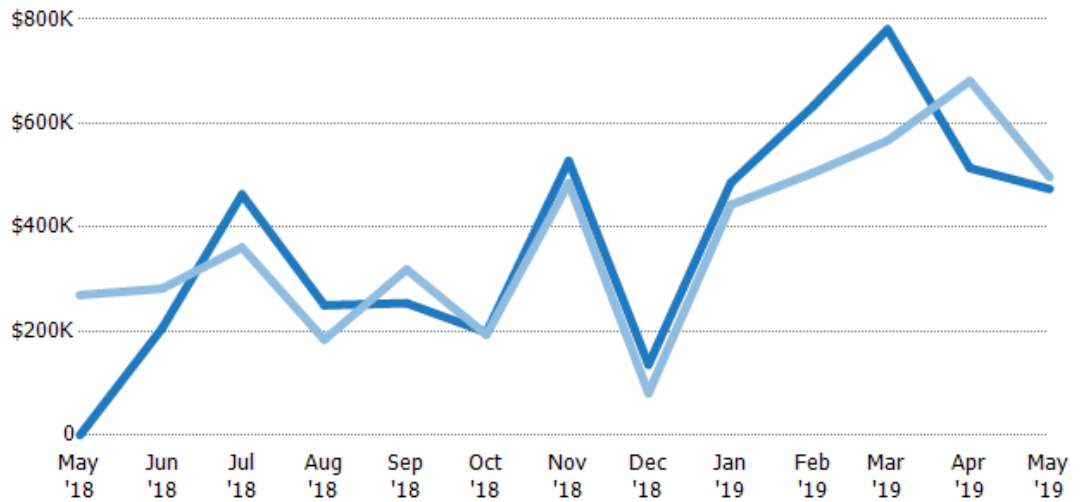
Median List Price	\$270K	\$305K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K
Median Sales Price	\$325K	\$302K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K
Med Sales Price as a % of Med List Price	121%	99%	100%	99%	104%	90%	97%	79%	104%	98%	91%	95%	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: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



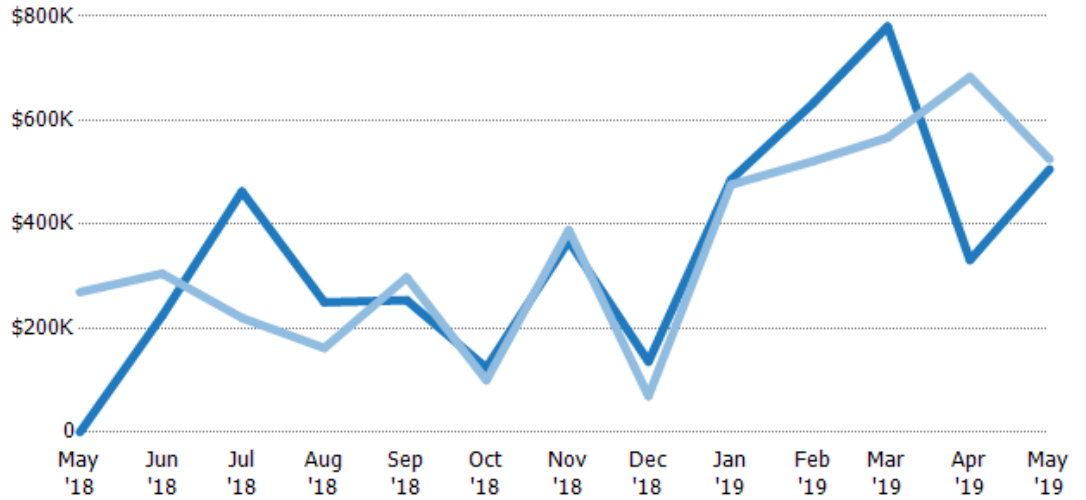
Avg Est Value	\$0	\$206K	\$463K	\$250K	\$254K	\$198K	\$527K	\$136K	\$485K	\$633K	\$781K	\$514K	\$474K
Avg Sales Price	\$270K	\$282K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K
Avg Sales Price as a % of Avg Est Value	100%	137%	78%	74%	126%	98%	92%	60%	91%	82%	73%	133%	105%

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	\$0	\$224K	\$463K	\$250K	\$254K	\$124K	\$368K	\$136K	\$485K	\$633K	\$781K	\$331K	\$506K
Median Sales Price	\$270K	\$305K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K
Med Sales Price as a % of Med Est Value	100%	136%	48%	65%	117%	81%	106%	51%	98%	85%	73%	206%	104%