

Summary of Key Listing and Sales Metrics

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

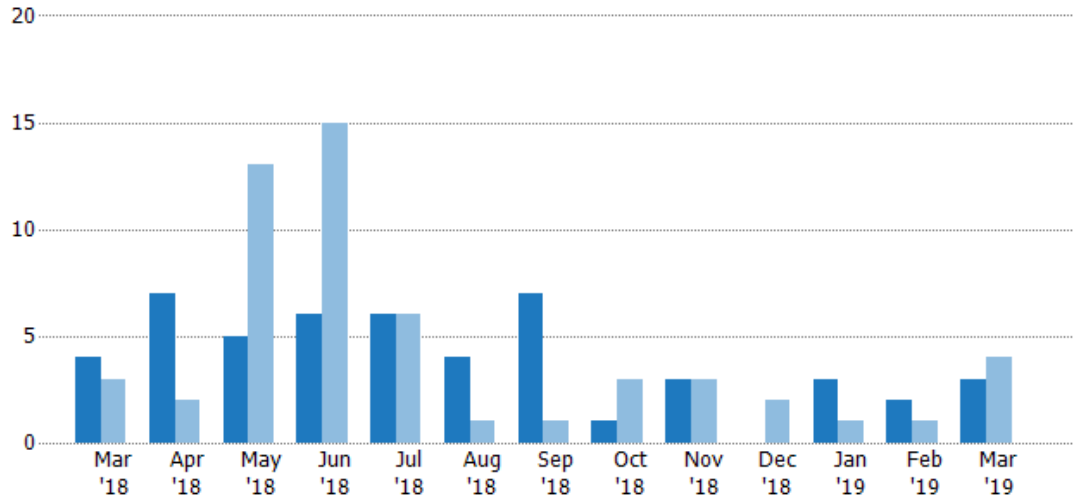
Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	4	-25%	8	6	+33.3%
New Listing Volume	\$930,000	\$632,000	+47.2%	\$2,366,800	\$1,430,000	+65.5%
Active Listing Count	16	19	-15.8%	N/A	N/A	
Active Listing Volume	\$6,011,300	\$10,010,500	-40%	N/A	N/A	
Average Listing Price	\$375,706	\$526,868	-28.7%	\$378,289	\$551,620	-31.4%
Median Listing Price	\$367,500	\$427,000	-13.9%	\$370,263	\$429,407	-13.8%
Median Days in RPR	217	326	-33.4%	175.67	403.33	-56.4%
Months of Inventory	-	-	-	6.3	5.4	+17.3%
Absorption Rate	-	-	±	15.79%	18.52%	-2.7%
Sales Activity Charts Metrics						
New Pending Sales Count	5	2	+150%	11	8	+37.5%
New Pending Sales Volume	\$1,226,900	\$425,000	+188.7%	\$5,166,900	\$2,521,800	+104.9%
Pending Sales Count	10	7	+42.9%	N/A	N/A	
Pending Sales Volume	\$5,146,900	\$2,120,900	+142.7%	N/A	N/A	
Closed Sales Count	2	5	-60%	6	9	-33.3%
Closed Sales Volume	\$1,033,250	\$1,588,000	-34.9%	\$2,827,250	\$2,973,000	-4.9%
Average Sales Price	\$516,625	\$317,600	+62.7%	\$471,208	\$330,333	+42.6%
Median Sales Price	\$516,625	\$279,000	+85.2%	\$503,542	\$291,667	+72.6%

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



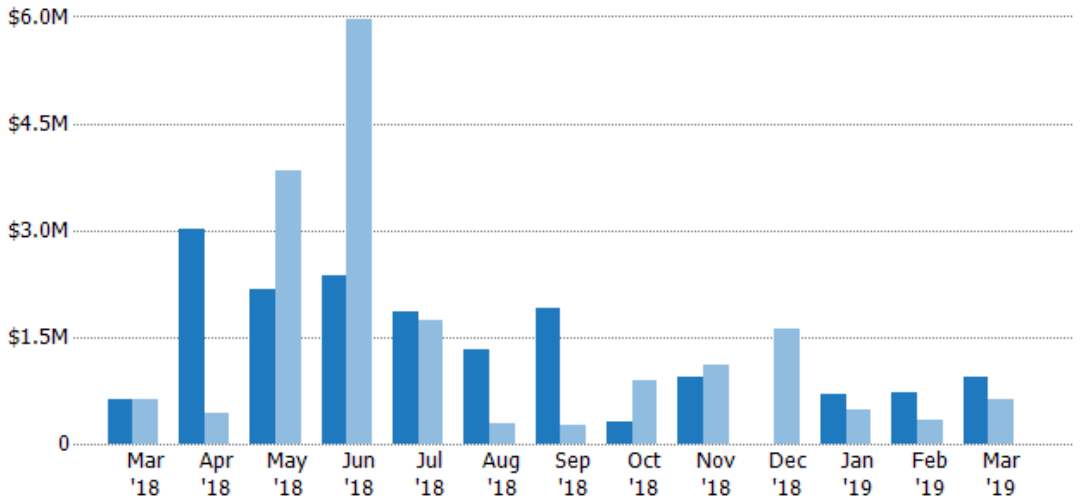
Current Year	4	7	5	6	6	4	7	1	3	-	3	2	3
Prior Year	3	2	13	15	6	1	1	3	3	2	1	1	4
Percent Change from Prior Year	33%	250%	-62%	-60%	0%	300%	600%	-67%	0%	-100%	200%	100%	-25%

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	\$632K	\$3.01M	\$2.16M	\$2.36M	\$1.86M	\$1.33M	\$1.91M	\$299K	\$939K	-	\$705K	\$732K	\$930K
Prior Year	\$620K	\$441K	\$3.83M	\$5.97M	\$1.73M	\$278K	\$269K	\$879K	\$1.1M	\$1.6M	\$469K	\$329K	\$632K
Percent Change from Prior Year	2%	582%	-44%	-60%	7%	378%	612%	-66%	-14%	-100%	50%	122%	47%

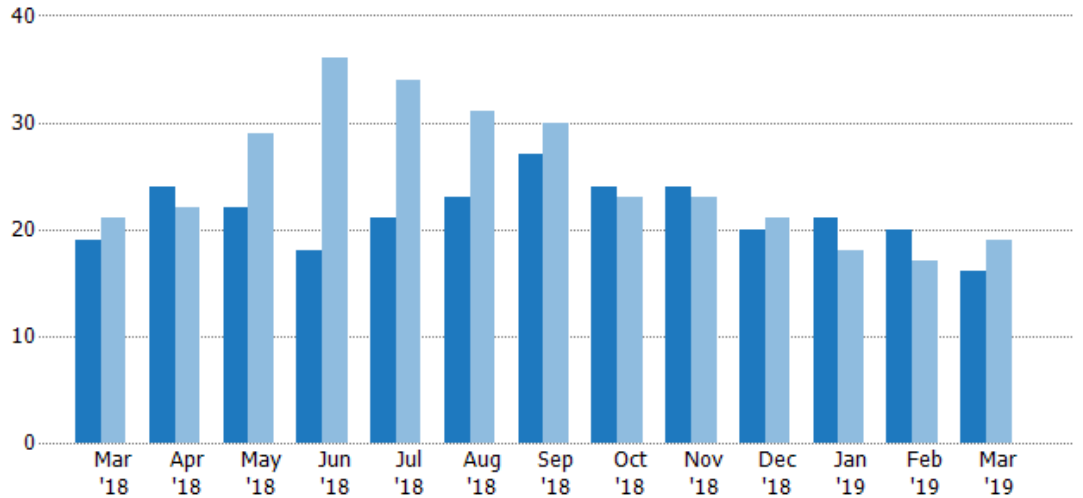
Active Listings

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.
Mar '19	16	-15.8%
Mar '18	19	-9.5%
Mar '17	21	76.2%



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

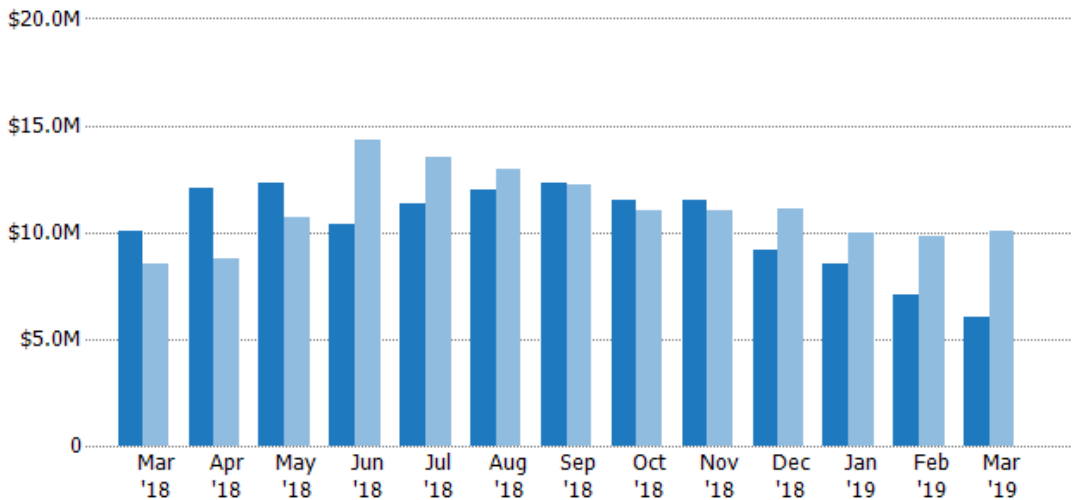
Active Listing Volume

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.
Mar '19	\$6.01M	-40%
Mar '18	\$10M	17.6%
Mar '17	\$8.51M	53.1%



Current Year	\$10M	\$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	\$8.51M	\$8.78M	\$10.7M	\$14.3M	\$13.5M	\$13M	\$12.2M	\$11M	\$11.1M	\$11.1M	\$9.97M	\$9.8M	\$10M
Percent Change from Prior Year	18%	37%	15%	-27%	-16%	-7%	1%	4%	4%	-17%	-15%	-28%	-40%

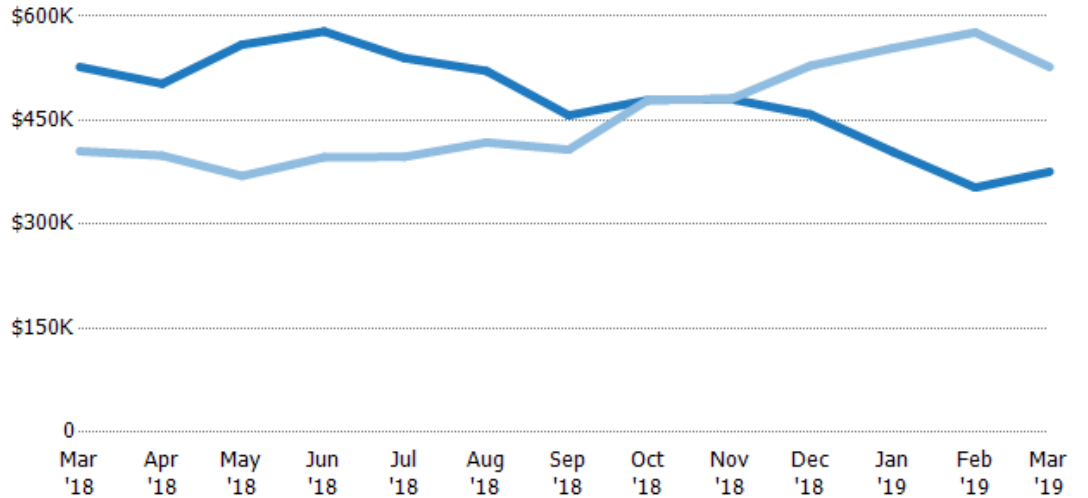
Average Listing Price

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.
Mar '19	\$376K	-28.7%
Mar '18	\$527K	30%
Mar '17	\$405K	-13.1%



Current Year	\$527K	\$503K	\$559K	\$578K	\$540K	\$521K	\$457K	\$479K	\$481K	\$458K	\$404K	\$353K	\$376K
Prior Year	\$405K	\$399K	\$370K	\$397K	\$397K	\$418K	\$408K	\$480K	\$481K	\$529K	\$554K	\$577K	\$527K
Percent Change from Prior Year	30%	26%	51%	46%	36%	25%	12%	0%	0	-13%	-27%	-39%	-29%

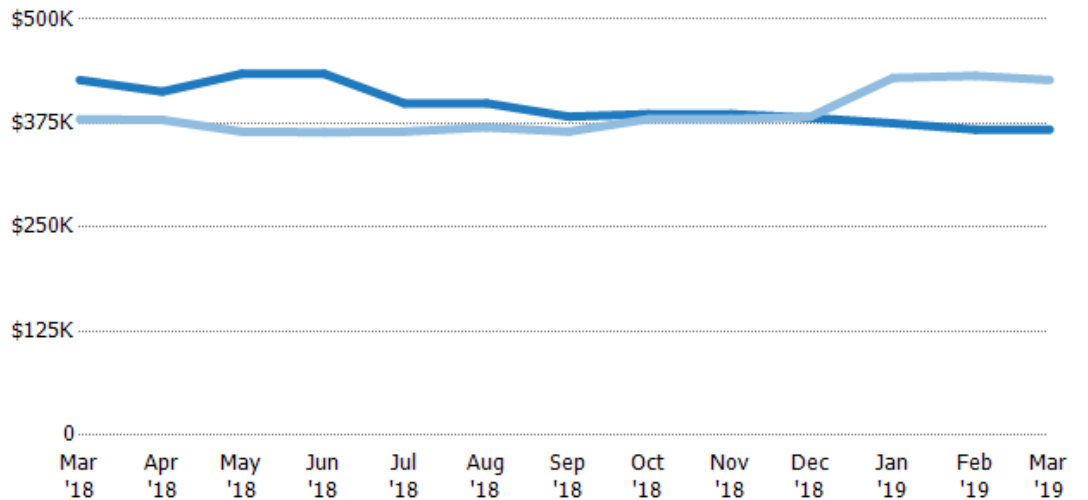
Median Listing Price

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.
Mar '19	\$368K	-13.9%
Mar '18	\$427K	12.4%
Mar '17	\$380K	-3.9%



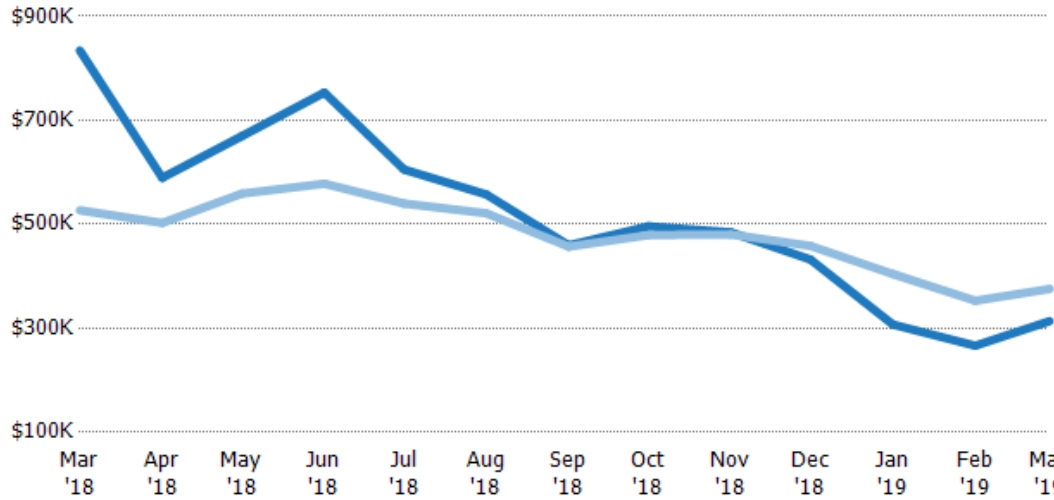
Current Year	\$427K	\$413K	\$435K	\$435K	\$399K	\$399K	\$383K	\$386K	\$386K	\$382K	\$375K	\$368K	\$368K
Prior Year	\$380K	\$379K	\$365K	\$364K	\$365K	\$370K	\$365K	\$380K	\$380K	\$383K	\$430K	\$432K	\$427K
Percent Change from Prior Year	12%	9%	19%	19%	9%	8%	5%	2%	2%	0%	-13%	-15%	-14%

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



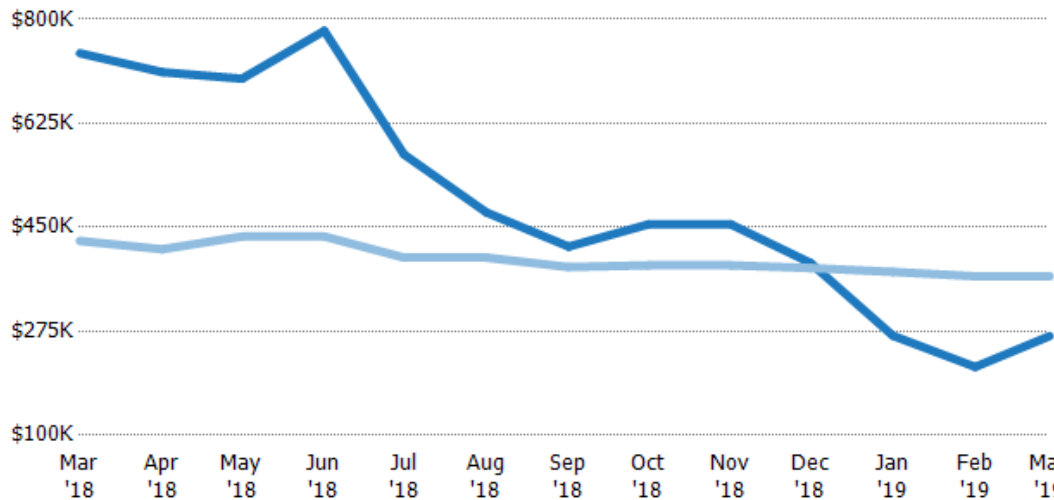
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$834K	\$589K	\$670K	\$753K	\$605K	\$557K	\$460K	\$496K	\$485K	\$432K	\$307K	\$266K	\$314K
Avg Listing Price	\$527K	\$503K	\$559K	\$578K	\$540K	\$521K	\$457K	\$479K	\$481K	\$458K	\$404K	\$353K	\$376K
Avg Listing Price as a % of Avg Est Value	63%	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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$743K	\$711K	\$700K	\$781K	\$573K	\$475K	\$418K	\$455K	\$455K	\$390K	\$268K	\$215K	\$267K
Median Listing Price	\$427K	\$413K	\$435K	\$435K	\$399K	\$399K	\$383K	\$386K	\$386K	\$382K	\$375K	\$368K	\$368K
Med Listing Price as a % of Med Est Value	57%	58%	62%	56%	70%	84%	92%	85%	85%	98%	140%	171%	138%

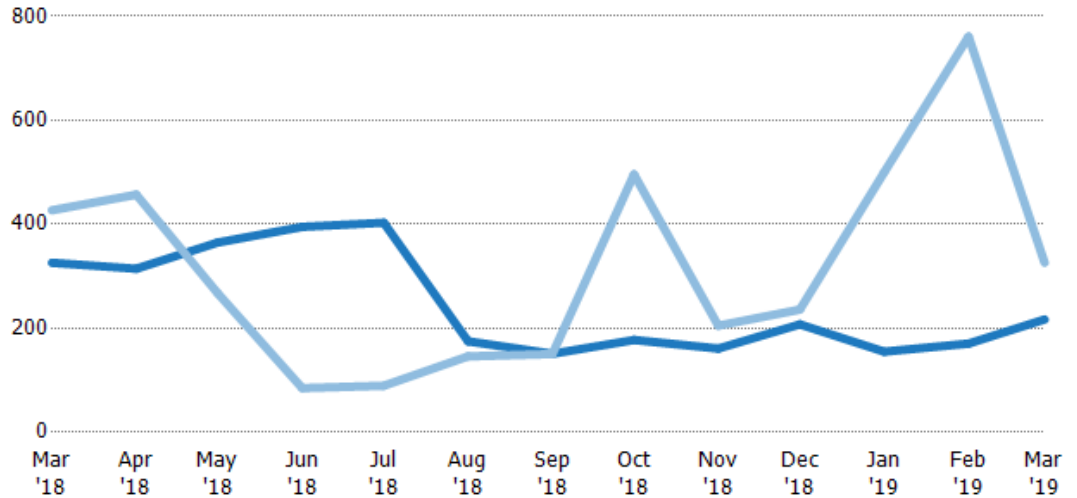
Median Days in RPR

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

Month/ Year	Days	% Chg.
Mar '19	217	-33.4%
Mar '18	326	-23.7%
Mar '17	427	-83.8%



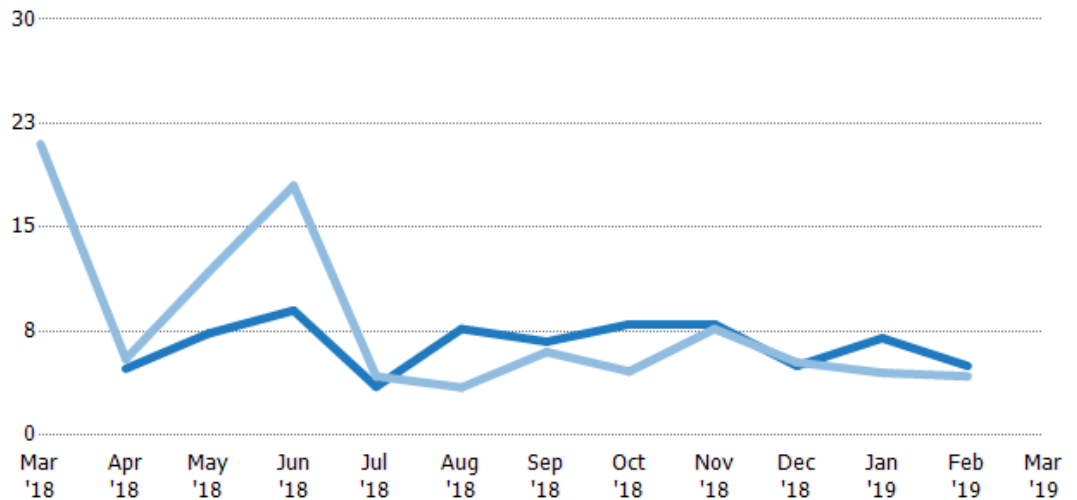
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	326	315	365	395	403	175	151	178	161	208	155	171	217
Prior Year	427	457	267	85	89.5	146	151	496	205	236	500	761	326
Percent Change from Prior Year	-24%	-31%	37%	365%	350%	20%	0%	-64%	-21%	-12%	-69%	-78%	-33%

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



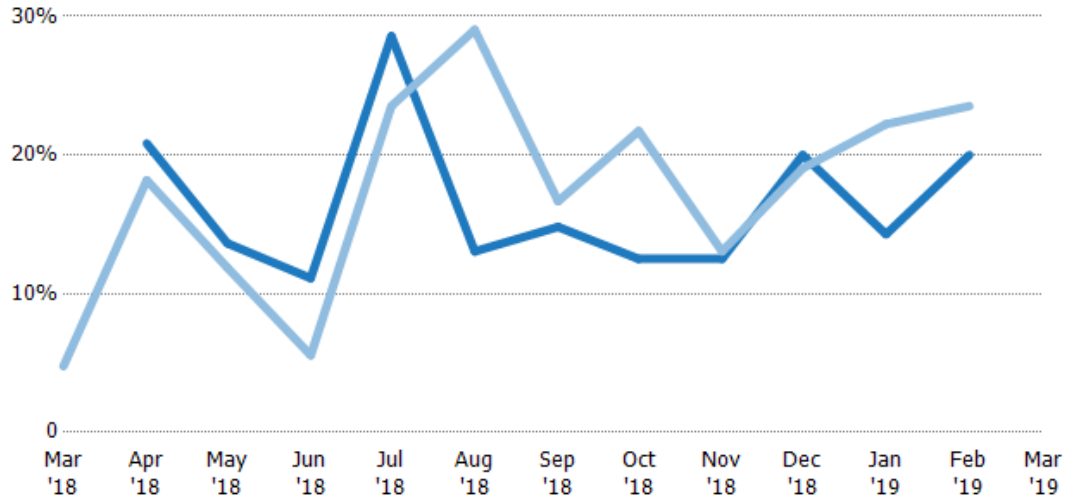
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	4.8	7.33	9	3.5	7.67	6.75	8	8	5	7	5	-
Prior Year	21	5.5	11.8	18	4.25	3.44	6	4.6	7.67	5.25	4.5	4.25	-
Percent Change from Prior Year	-100%	-13%	100%	-50%	-18%	123%	13%	74%	4%	-5%	56%	18%	-

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



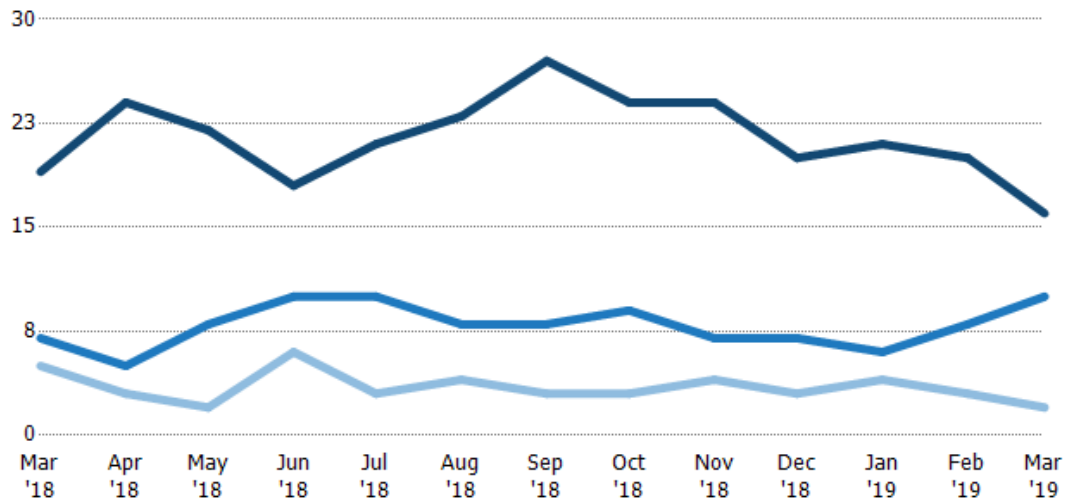
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	21%	14%	11%	29%	13%	15%	13%	13%	20%	14%	20%	-
Prior Year	5%	18%	12%	6%	24%	29%	17%	22%	13%	19%	22%	24%	-
Change from Prior Year	5%	-3%	-14%	-6%	-5%	16%	2%	9%	1%	-1%	8%	4%	-

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



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

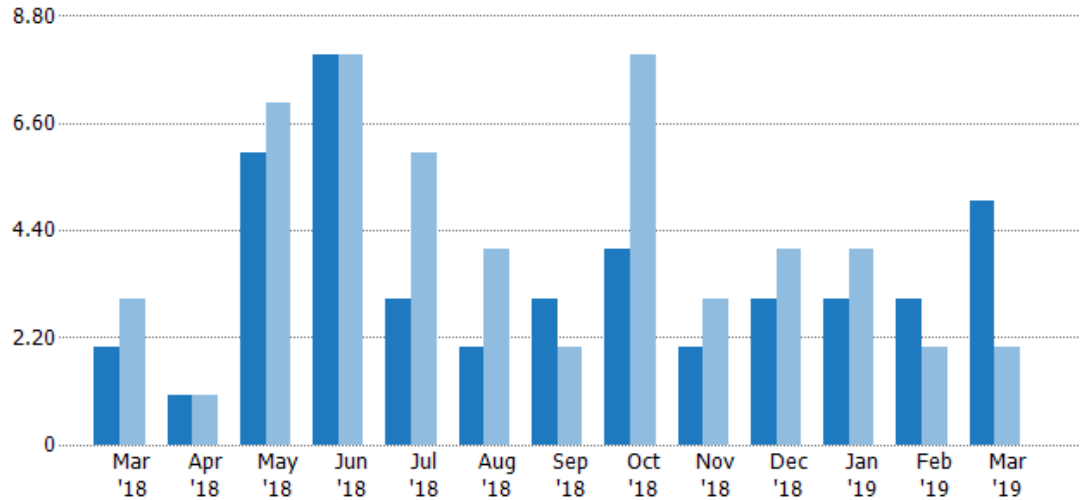
New Pending Sales

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.
Mar '19	5	150%
Mar '18	2	-33.3%
Mar '17	3	33.3%



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

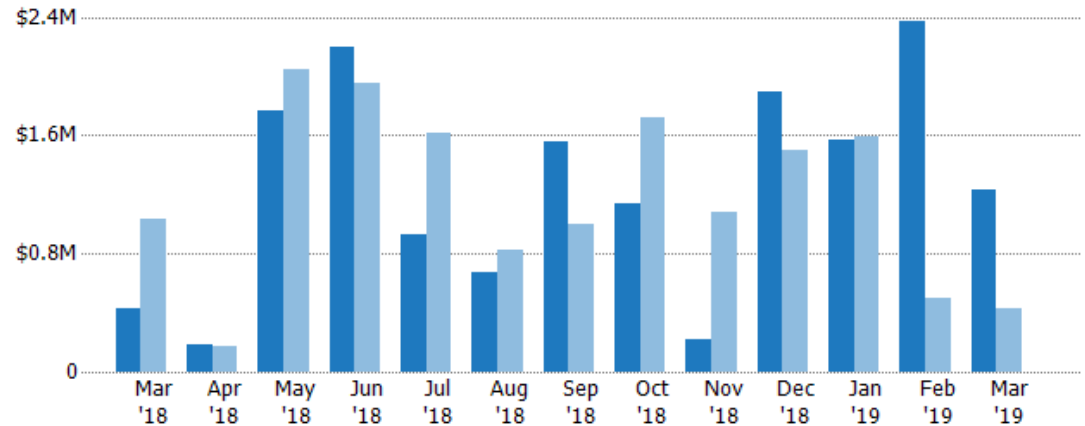
New Pending Sales Volume

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.
Mar '19	\$1.23M	188.7%
Mar '18	\$425K	-58.8%
Mar '17	\$1.03M	20.6%



Current Year	\$425K	\$179K	\$1.77M	\$2.2M	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.57M	\$2.37M	\$1.23M
Prior Year	\$1.03M	\$174K	\$2.05M	\$1.95M	\$1.62M	\$824K	\$1M	\$1.72M	\$1.08M	\$1.5M	\$1.6M	\$499K	\$425K
Percent Change from Prior Year	-59%	3%	-14%	13%	-43%	-18%	56%	-34%	-80%	27%	-2%	375%	189%

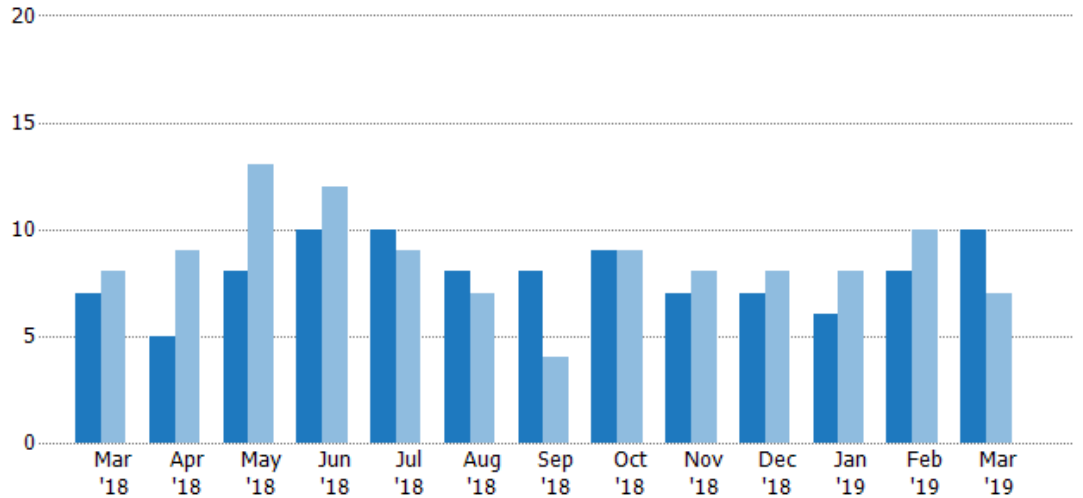
Pending Sales

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.
Mar '19	10	42.9%
Mar '18	7	-12.5%
Mar '17	8	25%



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

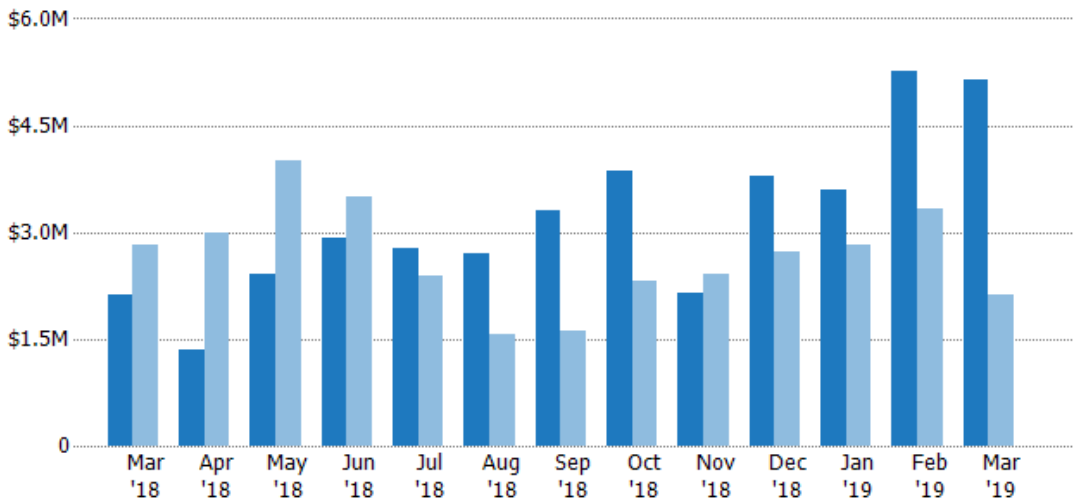
Pending Sales Volume

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.
Mar '19	\$5.15M	142.7%
Mar '18	\$2.12M	-24.9%
Mar '17	\$2.83M	0.6%



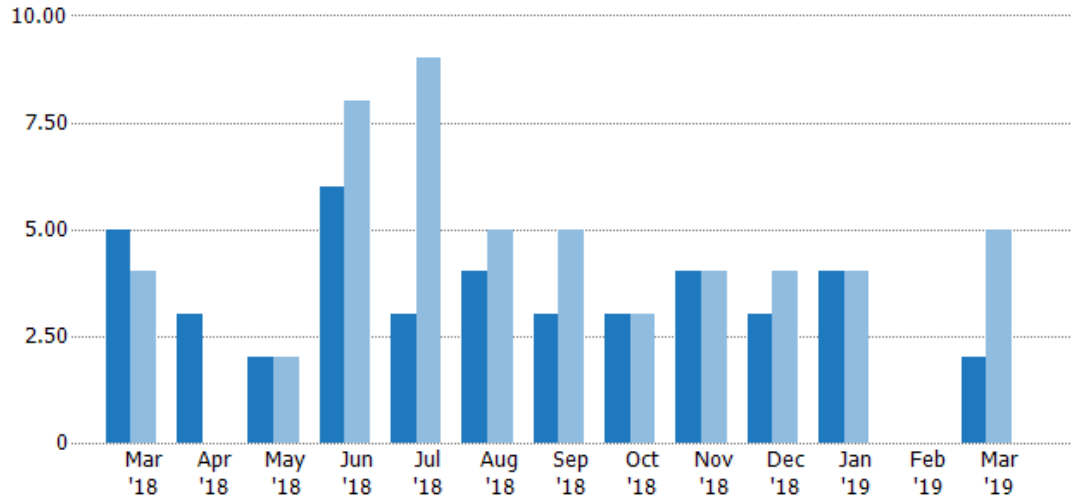
Current Year	\$2.12M	\$1.34M	\$2.42M	\$2.92M	\$2.77M	\$2.71M	\$3.32M	\$3.87M	\$2.15M	\$3.8M	\$3.6M	\$5.27M	\$5.15M
Prior Year	\$2.83M	\$3M	\$4.01M	\$3.49M	\$2.4M	\$1.56M	\$1.61M	\$2.31M	\$2.4M	\$2.73M	\$2.83M	\$3.33M	\$2.12M
Percent Change from Prior Year	-25%	-55%	-40%	-16%	16%	73%	106%	68%	-11%	39%	27%	58%	143%

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



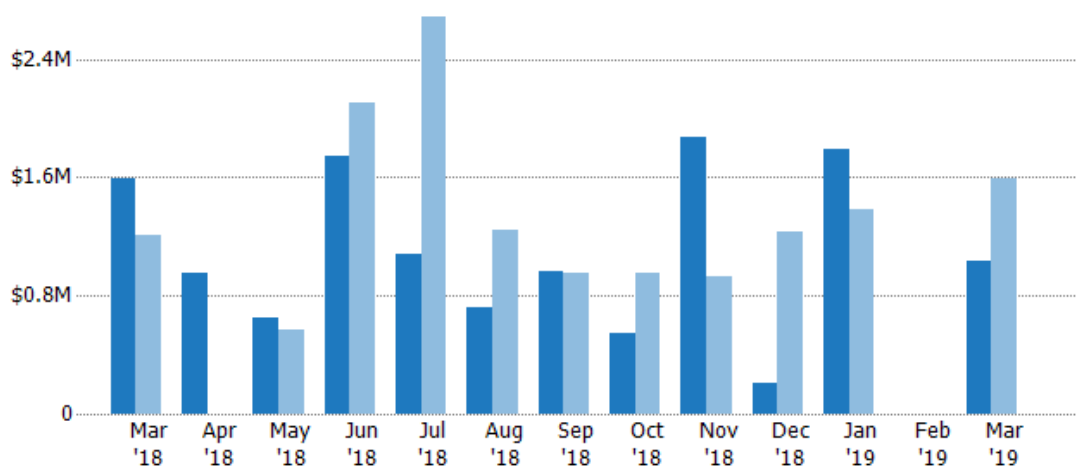
Current Year	5	3	2	6	3	4	3	3	4	3	4	-	2
Prior Year	4	-	2	8	9	5	5	3	4	4	4	-	5
Percent Change from Prior Year	25%	100%	0%	-25%	-67%	-20%	-40%	0%	0%	-25%	0%	-	-60%

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



Current Year	\$1.59M	\$955K	\$650K	\$1.74M	\$1.08M	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.79M	-	\$1.03M
Prior Year	\$1.21M	-	\$572K	\$2.1M	\$2.69M	\$1.24M	\$956K	\$952K	\$928K	\$1.23M	\$1.39M	-	\$1.59M
Percent Change from Prior Year	31%	100%	14%	-17%	-60%	-42%	1%	-43%	102%	-84%	30%	-	-35%

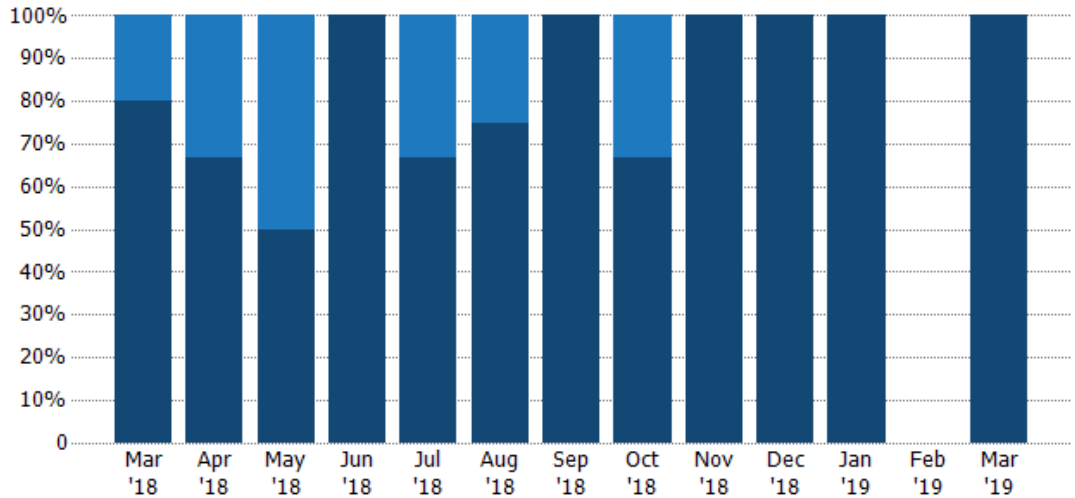
Closed Sales by Property Type

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

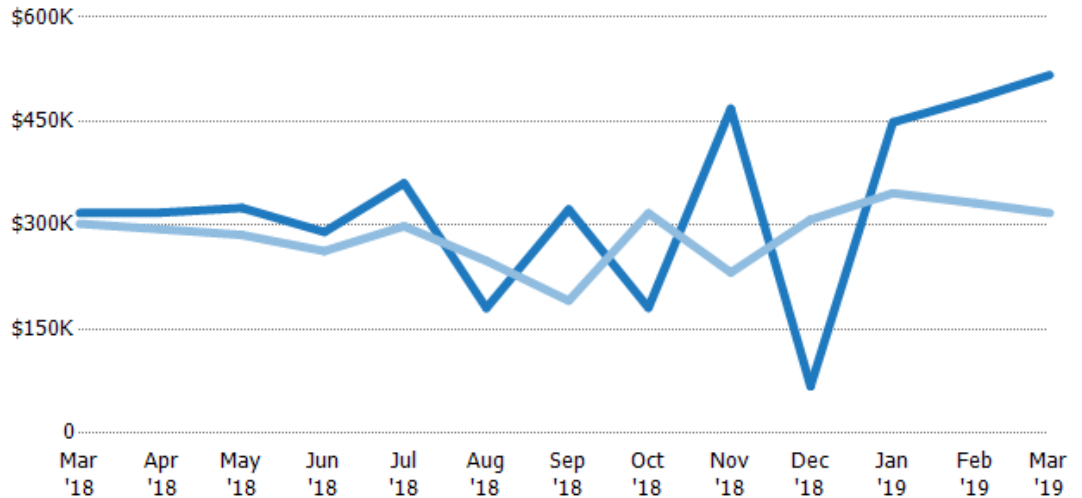
Average Sales Price

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



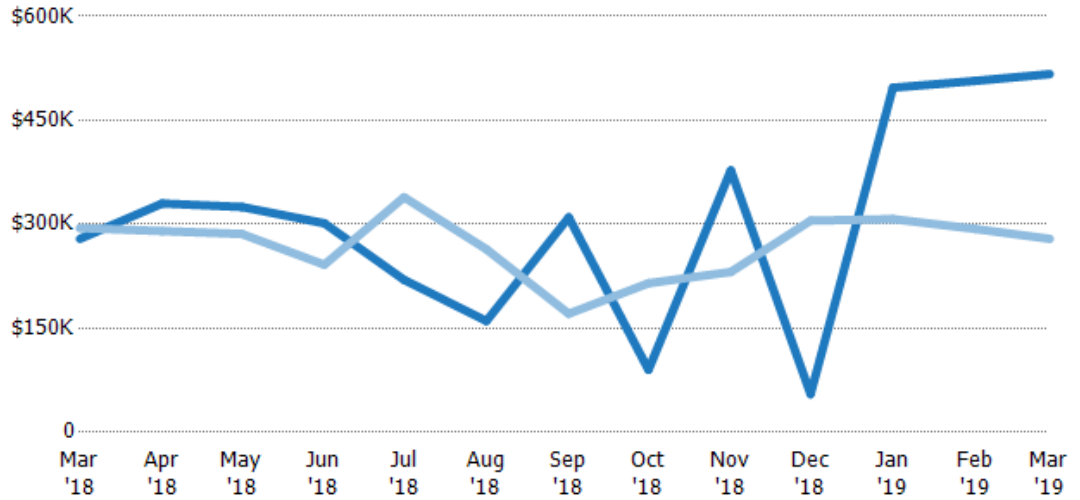
Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$318K	\$318K	\$325K	\$290K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K
Prior Year	\$302K	\$294K	\$286K	\$263K	\$299K	\$249K	\$191K	\$317K	\$232K	\$308K	\$346K	\$332K	\$318K
Percent Change from Prior Year	5%	100%	14%	10%	21%	-27%	69%	-43%	102%	-78%	30%	46%	63%

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



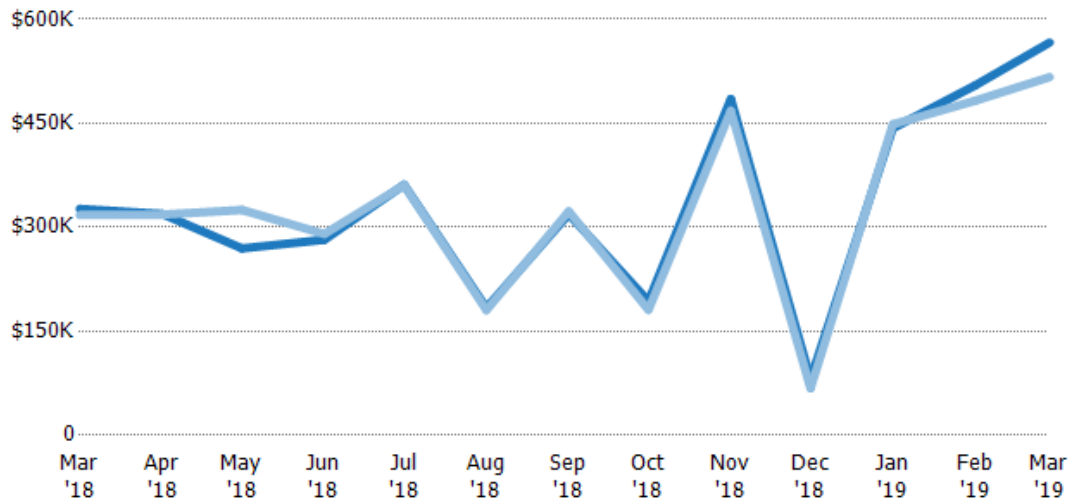
Current Year	\$279K	\$330K	\$325K	\$302K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K
Prior Year	\$295K	\$290K	\$286K	\$242K	\$339K	\$264K	\$171K	\$215K	\$231K	\$305K	\$308K	\$293K	\$279K
Percent Change from Prior Year	-5%	100%	14%	25%	-35%	-39%	81%	-58%	63%	-82%	62%	73%	85%

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



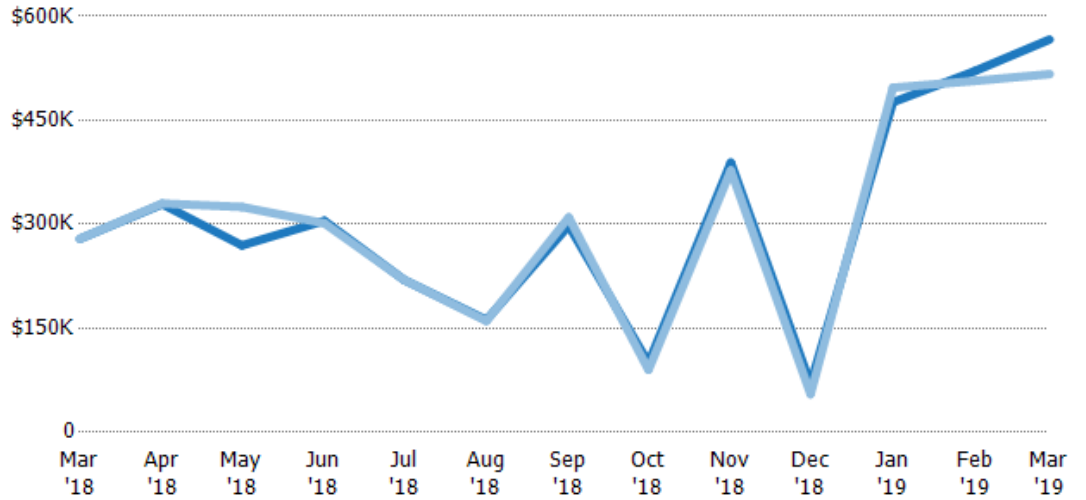
Avg List Price	\$327K	\$319K	\$270K	\$282K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K
Avg Sales Price	\$318K	\$318K	\$325K	\$290K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K
Avg Sales Price as a % of Avg List Price	97%	100%	121%	103%	100%	98%	101%	94%	97%	84%	101%	96%	91%

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



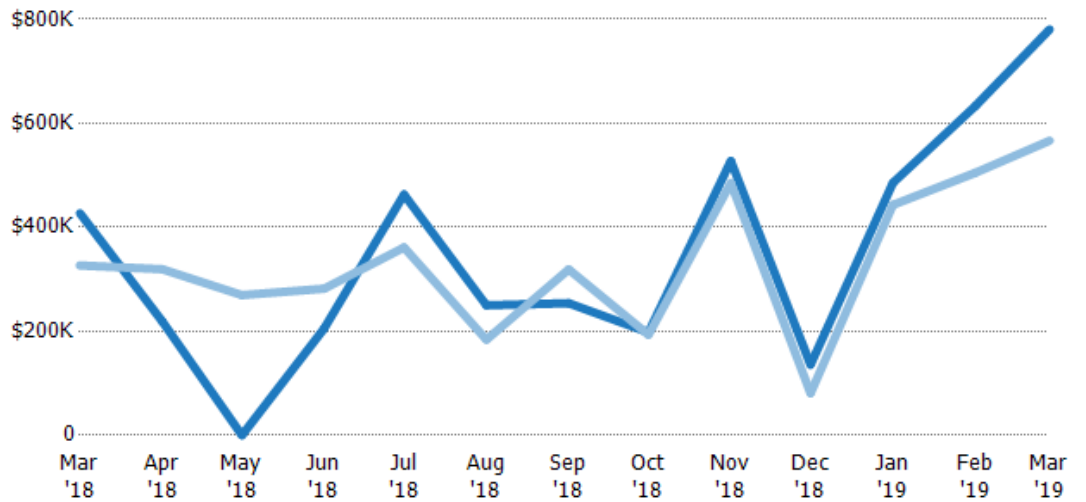
Median List Price	\$279K	\$329K	\$270K	\$305K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K
Median Sales Price	\$279K	\$330K	\$325K	\$302K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K
Med Sales Price as a % of Med List Price	100%	100%	121%	99%	100%	99%	104%	90%	97%	79%	104%	98%	91%

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



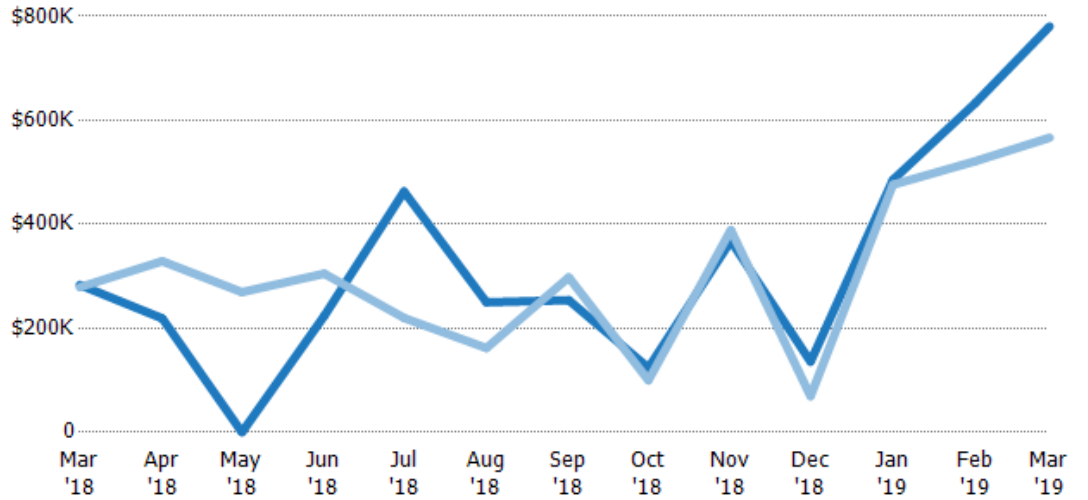
Avg Est Value	\$427K	\$219K	\$0	\$206K	\$463K	\$250K	\$254K	\$198K	\$527K	\$136K	\$485K	\$633K	\$781K
Avg Sales Price	\$327K	\$319K	\$270K	\$282K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K
Avg Sales Price as a % of Avg Est Value	76%	146%	100%	137%	78%	74%	126%	98%	92%	60%	91%	82%	73%

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	\$283K	\$219K	\$0	\$224K	\$463K	\$250K	\$254K	\$124K	\$368K	\$136K	\$485K	\$633K	\$781K
Median Sales Price	\$279K	\$329K	\$270K	\$305K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K
Med Sales Price as a % of Med Est Value	98%	150%	100%	136%	48%	65%	117%	81%	106%	51%	98%	85%	73%