

## Summary of Key Listing and Sales Metrics

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

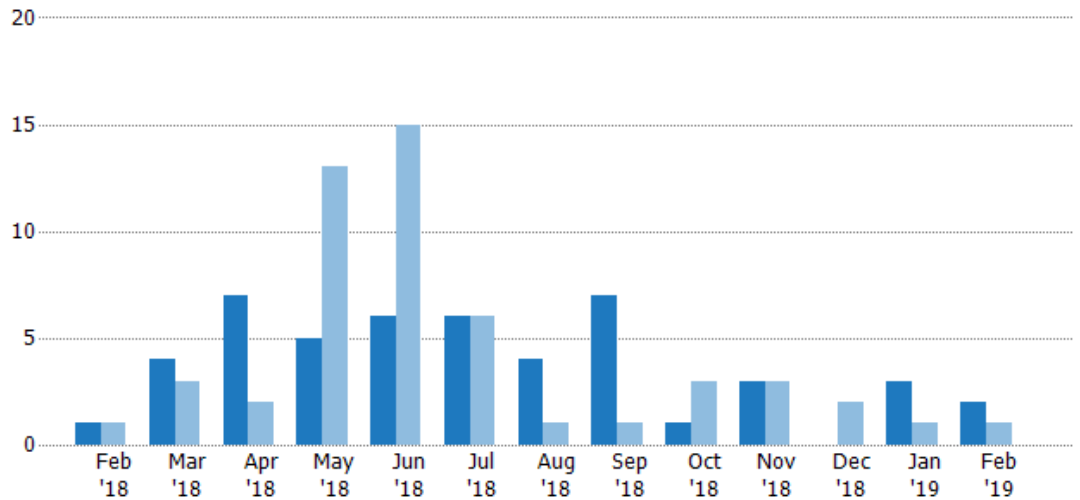
Key Metrics	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	1	+100%	5	2	+150%
New Listing Volume	\$732,000	\$329,000	+122.5%	\$1,436,800	\$798,000	+80.1%
Active Listing Count	20	17	+17.6%	N/A	N/A	
Active Listing Volume	\$7,059,100	\$9,803,500	-28%	N/A	N/A	
Average Listing Price	\$352,955	\$576,676	-38.8%	\$379,298	\$565,057	-32.9%
Median Listing Price	\$367,500	\$432,000	-14.9%	\$371,341	\$430,714	-13.8%
Median Days in RPR	170.5	761	-77.6%	155	500	-69%
Months of Inventory	5	4.3	+17.6%	10.3	5.8	+75.7%
Absorption Rate	20%	23.53%	-3.5%	9.76%	17.14%	-7.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	2	+50%	6	6	+—
New Pending Sales Volume	\$2,370,000	\$499,000	+374.9%	\$3,940,000	\$2,096,800	+87.9%
Pending Sales Count	8	10	-20%	N/A	N/A	
Pending Sales Volume	\$5,272,000	\$3,328,800	+58.4%	N/A	N/A	
Closed Sales Count	—	—	—	4	4	+—
Closed Sales Volume	—	—	—	\$1,794,000	\$1,385,000	+29.5%
Average Sales Price	—	—	—	\$448,500	\$346,250	+29.5%
Median Sales Price	—	—	—	\$497,000	\$307,500	+61.6%

## 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



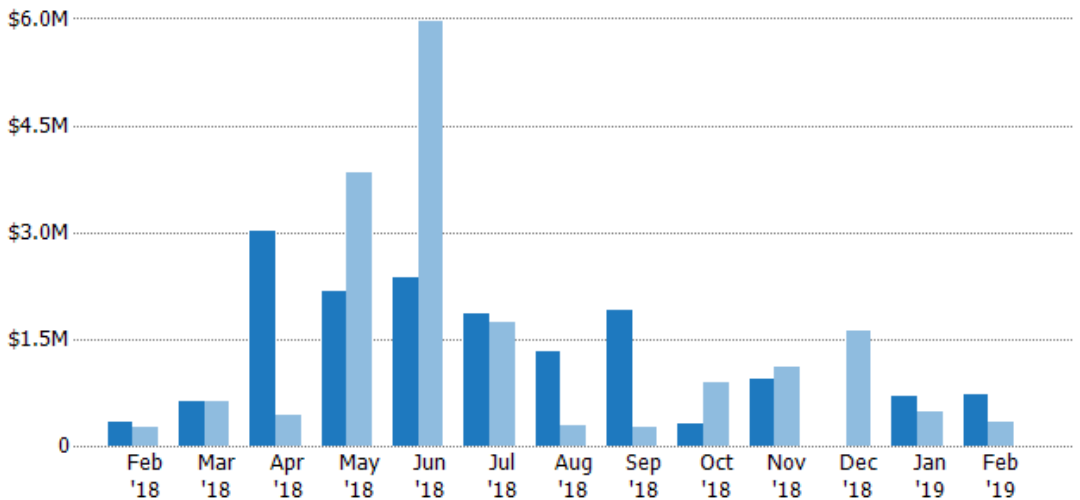
Current Year	1	4	7	5	6	6	4	7	1	3	-	3	2
Prior Year	1	3	2	13	15	6	1	1	3	3	2	1	1
Percent Change from Prior Year	0%	33%	250%	-62%	-60%	0%	300%	600%	-67%	0%	-100%	200%	100%

## 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	\$329K	\$632K	\$3.01M	\$2.16M	\$2.36M	\$1.86M	\$1.33M	\$1.91M	\$299K	\$939K	-	\$705K	\$732K
Prior Year	\$250K	\$620K	\$441K	\$3.83M	\$5.97M	\$1.73M	\$278K	\$269K	\$879K	\$1.1M	\$1.6M	\$469K	\$329K
Percent Change from Prior Year	32%	2%	582%	-44%	-60%	7%	378%	612%	-66%	-14%	-100%	50%	122%

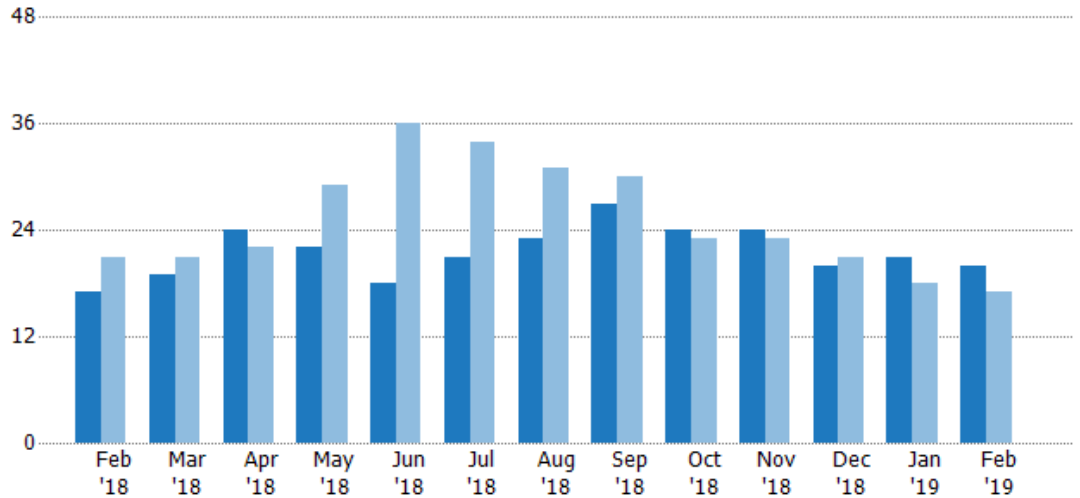
## Active Listings

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.
Feb '19	20	17.6%
Feb '18	17	-19%
Feb '17	21	90.5%



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

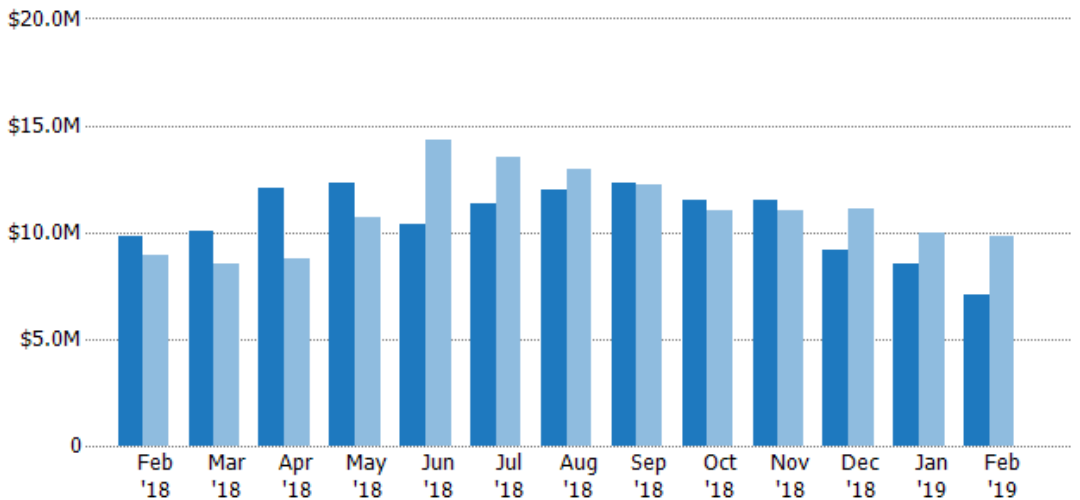
## Active Listing Volume

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.
Feb '19	\$7.06M	-28%
Feb '18	\$9.8M	9.9%
Feb '17	\$8.92M	58.6%



Current Year	\$9.8M	\$10M	\$12.1M	\$12.3M	\$10.4M	\$11.3M	\$12M	\$12.3M	\$11.5M	\$11.5M	\$9.17M	\$8.49M	\$7.06M
Prior Year	\$8.92M	\$8.51M	\$8.78M	\$10.7M	\$14.3M	\$13.5M	\$13M	\$12.2M	\$11M	\$11.1M	\$11.1M	\$9.97M	\$9.8M
Percent Change from Prior Year	10%	18%	37%	15%	-27%	-16%	-7%	1%	4%	4%	-17%	-15%	-28%

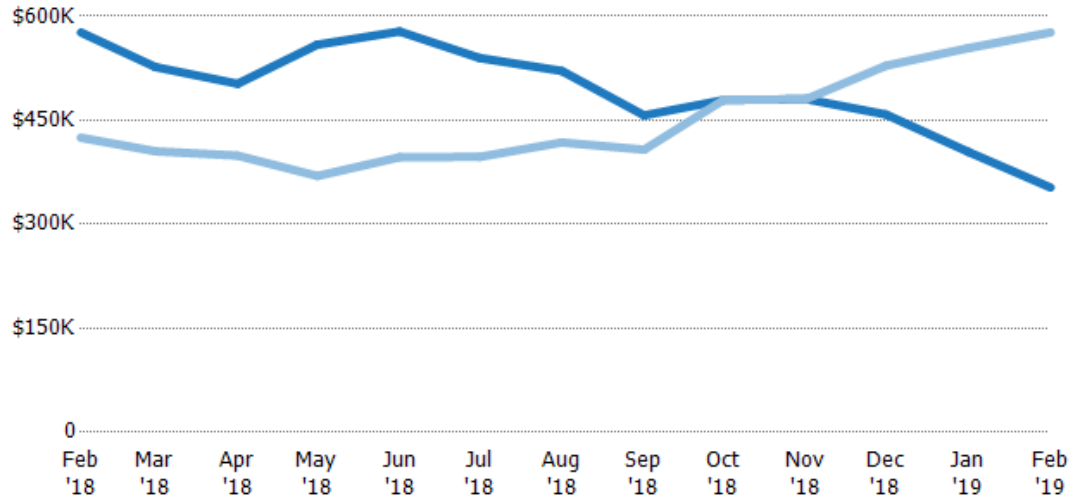
## Average Listing Price

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.
Feb '19	\$353K	-38.8%
Feb '18	\$577K	35.7%
Feb '17	\$425K	-16.7%



Current Year	\$577K	\$527K	\$503K	\$559K	\$578K	\$540K	\$521K	\$457K	\$479K	\$481K	\$458K	\$404K	\$353K
Prior Year	\$425K	\$405K	\$399K	\$370K	\$397K	\$397K	\$418K	\$408K	\$480K	\$481K	\$529K	\$554K	\$577K
Percent Change from Prior Year	36%	30%	26%	51%	46%	36%	25%	12%	0%	0	-13%	-27%	-39%

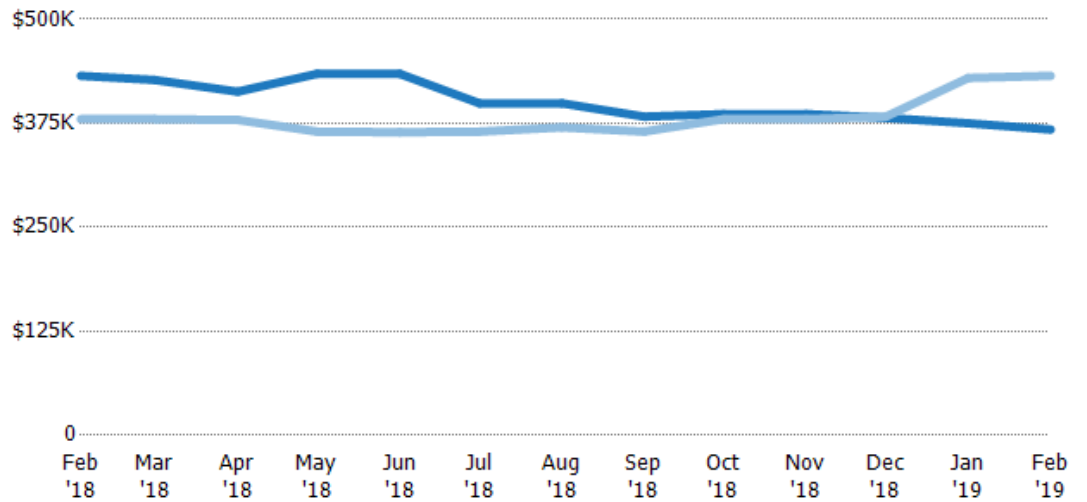
## Median Listing Price

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.
Feb '19	\$368K	-14.9%
Feb '18	\$432K	13.7%
Feb '17	\$380K	-3.9%



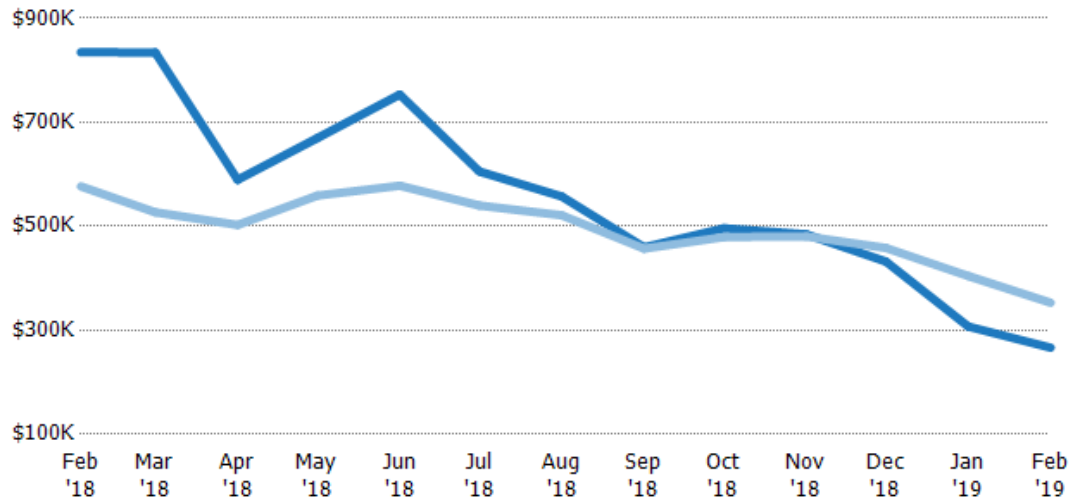
Current Year	\$432K	\$427K	\$413K	\$435K	\$435K	\$399K	\$399K	\$383K	\$386K	\$386K	\$382K	\$375K	\$368K
Prior Year	\$380K	\$380K	\$379K	\$365K	\$364K	\$365K	\$370K	\$365K	\$380K	\$380K	\$383K	\$430K	\$432K
Percent Change from Prior Year	14%	12%	9%	19%	19%	9%	8%	5%	2%	2%	0%	-13%	-15%

## 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:  
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Family Residence

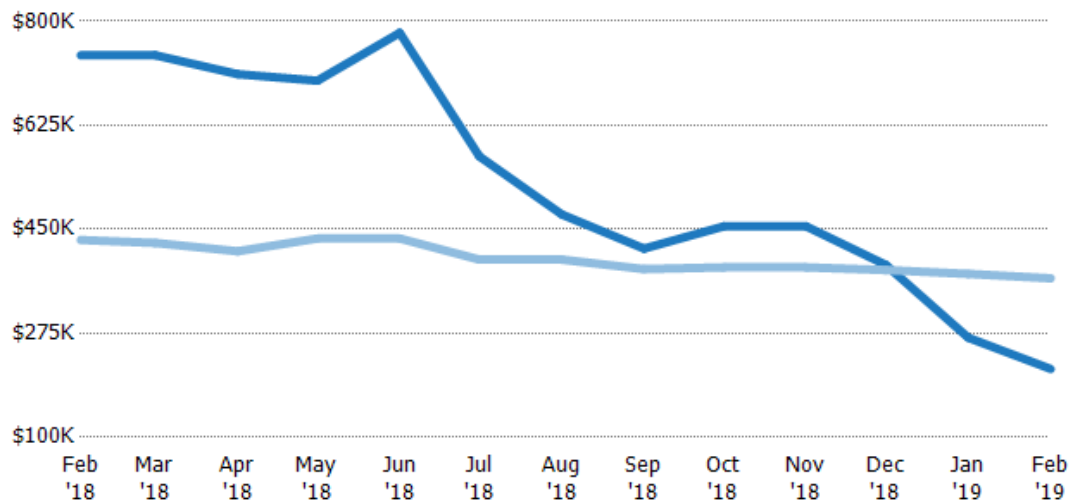


## Median Listing Price vs Median Est Value

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:  
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Family Residence



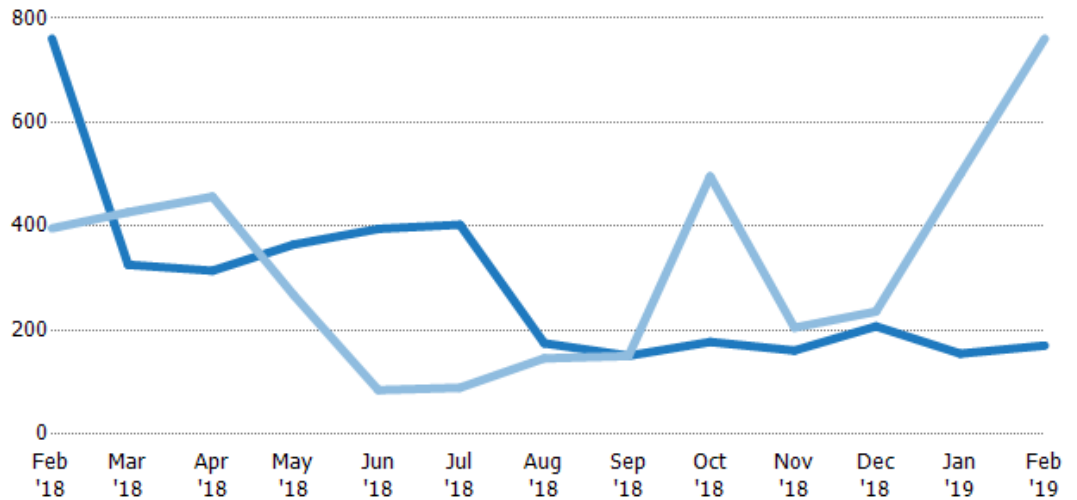
## Median Days in RPR

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.
Feb '19	171	-77.6%
Feb '18	761	92.2%
Feb '17	396	-86%



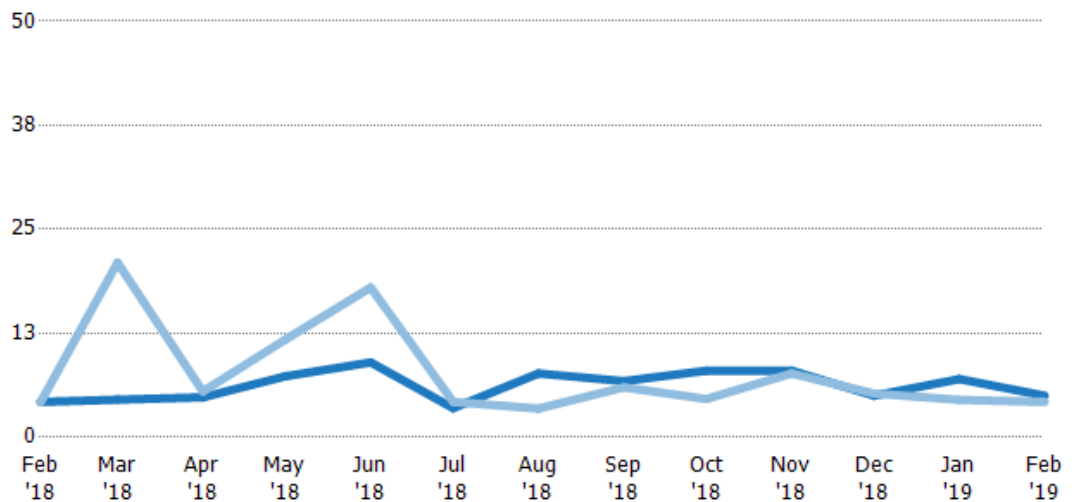
Current Year	761	326	315	365	395	403	175	151	178	161	208	155	171
Prior Year	396	427	457	267	85	89.5	146	151	496	205	236	500	761
Percent Change from Prior Year	92%	-24%	-31%	37%	365%	350%	20%	0%	-64%	-21%	-12%	-69%	-78%

## 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



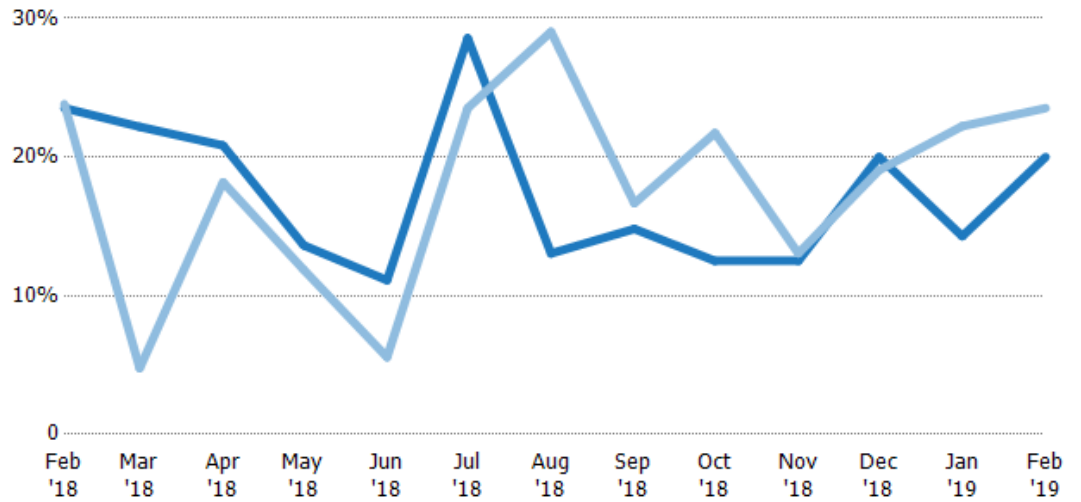
Current Year	4.25	4.53	4.8	7.33	9	3.5	7.67	6.75	8	8	5	7	5
Prior Year	4.2	21	5.5	11.8	18	4.25	3.44	6	4.6	7.67	5.25	4.5	4.25
Percent Change from Prior Year	1%	-100%	-13%	100%	-50%	-18%	123%	13%	74%	4%	-5%	56%	18%

## 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



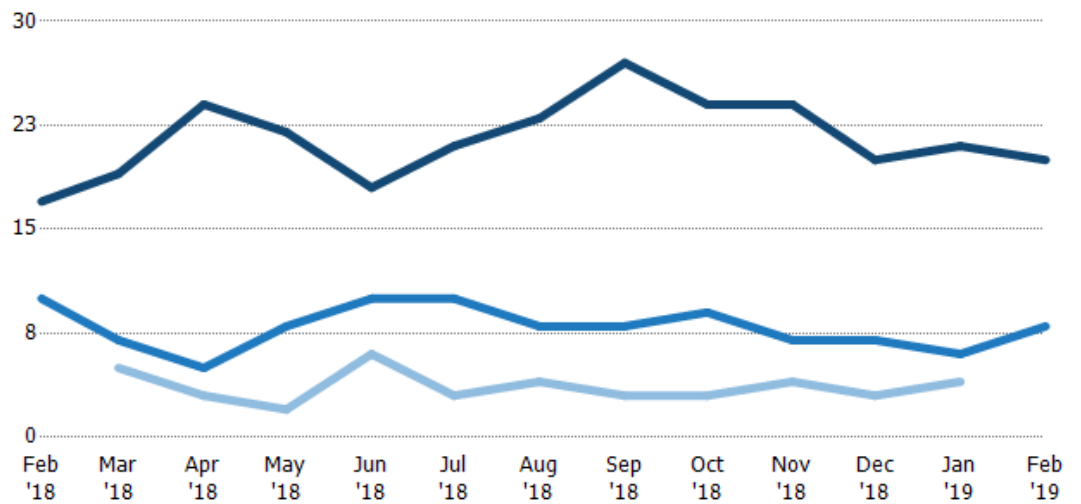
Current Year	24%	22%	21%	14%	11%	29%	13%	15%	13%	13%	20%	14%	20%
Prior Year	24%	5%	18%	12%	6%	24%	29%	17%	22%	13%	19%	22%	24%
Change from Prior Year	0%	5%	-3%	-14%	-6%	-5%	16%	2%	9%	1%	-1%	8%	4%

## 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



Active	17	19	24	22	18	21	23	27	24	24	20	21	20
Pending	10	7	5	8	10	10	8	8	9	7	7	6	8
Sold	-	5	3	2	6	3	4	3	3	4	3	4	-

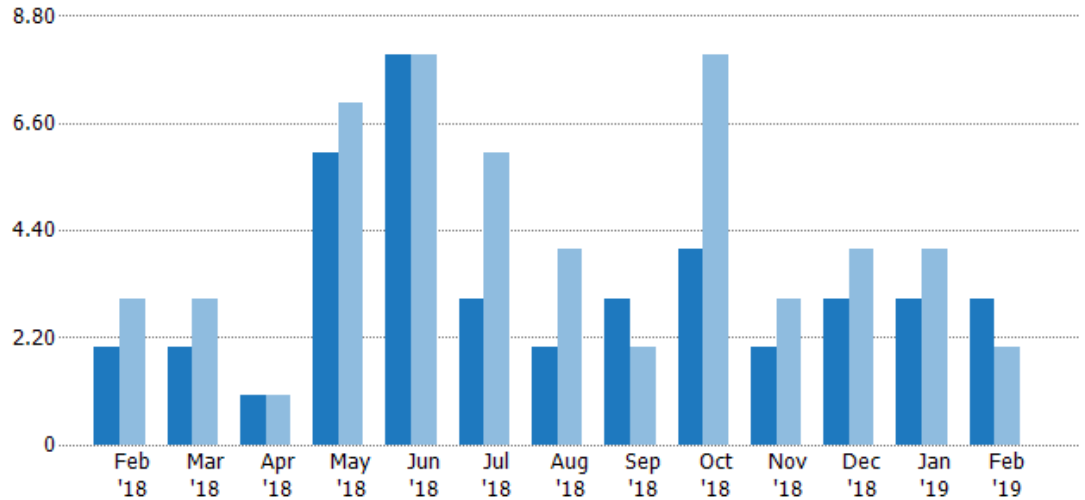
## New Pending Sales

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.
Feb '19	3	50%
Feb '18	2	-33.3%
Feb '17	3	33.3%



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

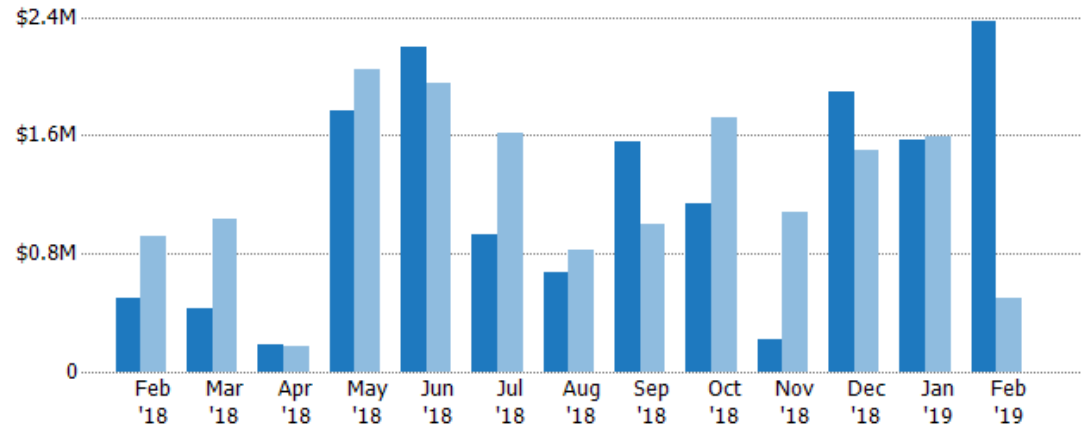
## New Pending Sales Volume

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.
Feb '19	\$2.37M	374.9%
Feb '18	\$499K	-45.5%
Feb '17	\$915K	43.4%



Current Year	\$499K	\$425K	\$179K	\$1.77M	\$2.2M	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.57M	\$2.37M
Prior Year	\$915K	\$1.03M	\$174K	\$2.05M	\$1.95M	\$1.62M	\$824K	\$1M	\$1.72M	\$1.08M	\$1.5M	\$1.6M	\$499K
Percent Change from Prior Year	-45%	-59%	3%	-14%	13%	-43%	-18%	56%	-34%	-80%	27%	-2%	375%



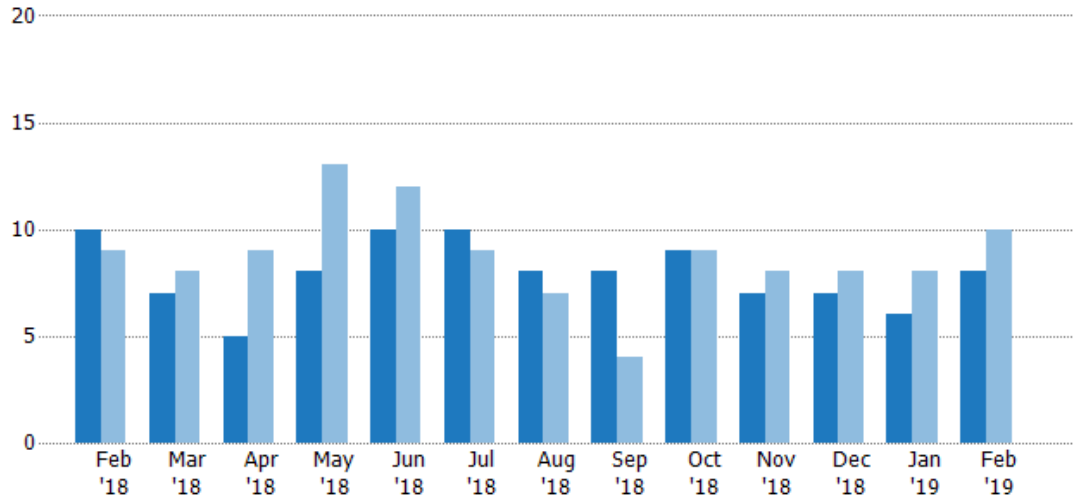
## Pending Sales

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.
Feb '19	8	-20%
Feb '18	10	11.1%
Feb '17	9	11.1%



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

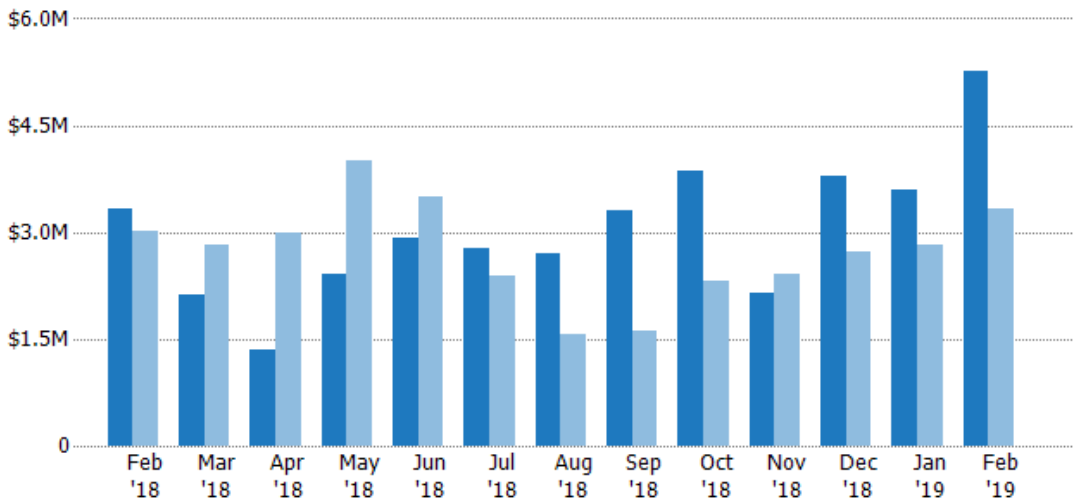
## Pending Sales Volume

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.
Feb '19	\$5.27M	58.4%
Feb '18	\$3.33M	10.3%
Feb '17	\$3.02M	-3.9%



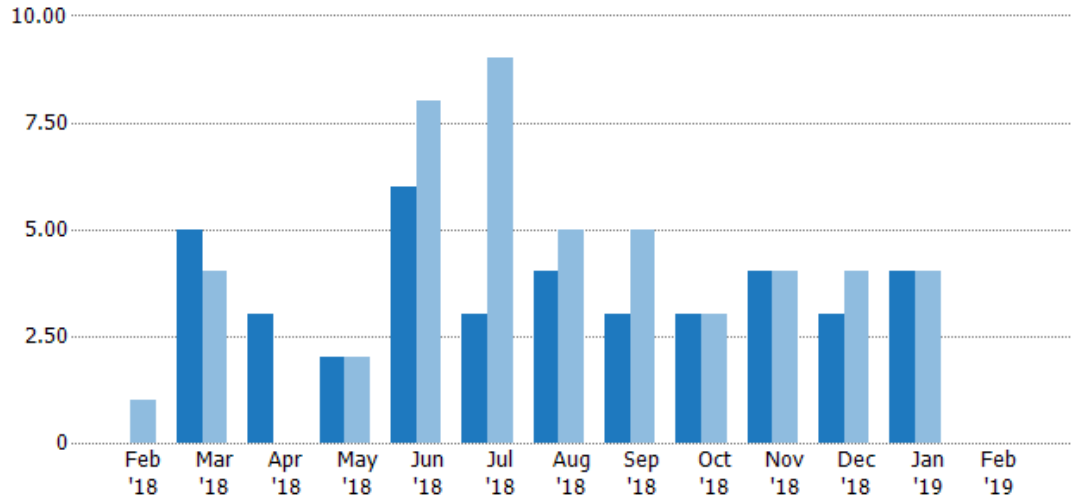
Current Year	\$3.33M	\$2.12M	\$1.34M	\$2.42M	\$2.92M	\$2.77M	\$2.71M	\$3.32M	\$3.87M	\$2.15M	\$3.8M	\$3.6M	\$5.27M
Prior Year	\$3.02M	\$2.83M	\$3M	\$4.01M	\$3.49M	\$2.4M	\$1.56M	\$1.61M	\$2.31M	\$2.4M	\$2.73M	\$2.83M	\$3.33M
Percent Change from Prior Year	10%	-25%	-55%	-40%	-16%	16%	73%	106%	68%	-11%	39%	27%	58%

## 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



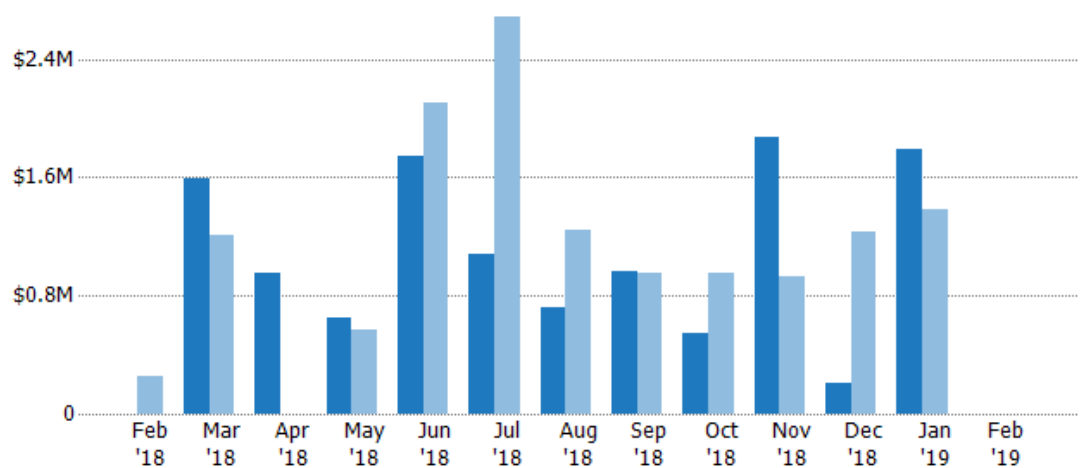
Current Year	-	5	3	2	6	3	4	3	3	4	3	4	-
Prior Year	1	4	-	2	8	9	5	5	3	4	4	4	-
Percent Change from Prior Year	-100%	25%	100%	0%	-25%	-67%	-20%	-40%	0%	0%	-25%	0%	-

## 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



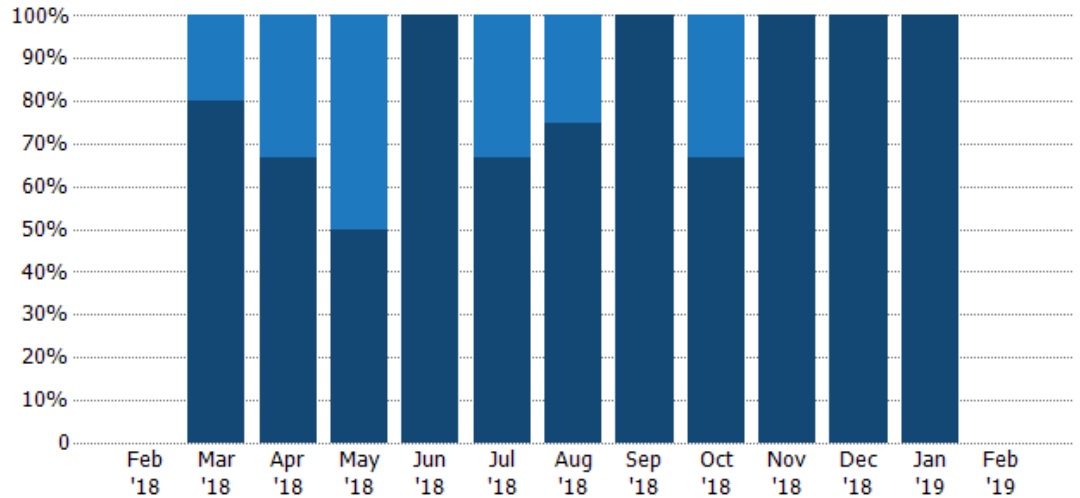
Current Year	-	\$1.59M	\$955K	\$650K	\$1.74M	\$1.08M	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.79M	-
Prior Year	\$255K	\$1.21M	-	\$572K	\$2.1M	\$2.69M	\$1.24M	\$956K	\$952K	\$928K	\$1.23M	\$1.39M	-
Percent Change from Prior Year	-100%	31%	100%	14%	-17%	-60%	-42%	1%	-43%	102%	-84%	30%	-

## 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



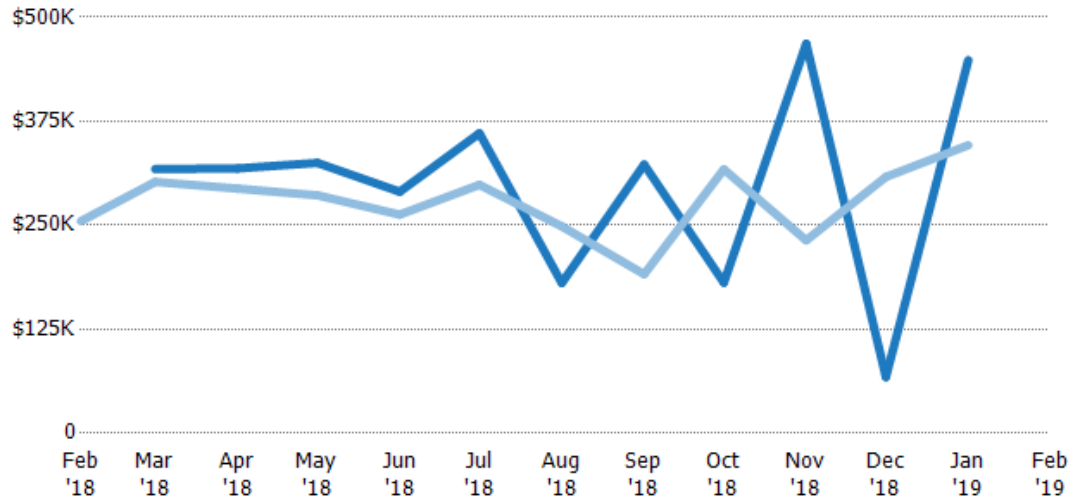
Condo/Townhouse	-	20%	33%	50%	-	33%	25%	-	33%	-	-	-	-
Single Family Residence	-	80%	67%	50%	100%	67%	75%	100%	67%	100%	100%	100%	-

## 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



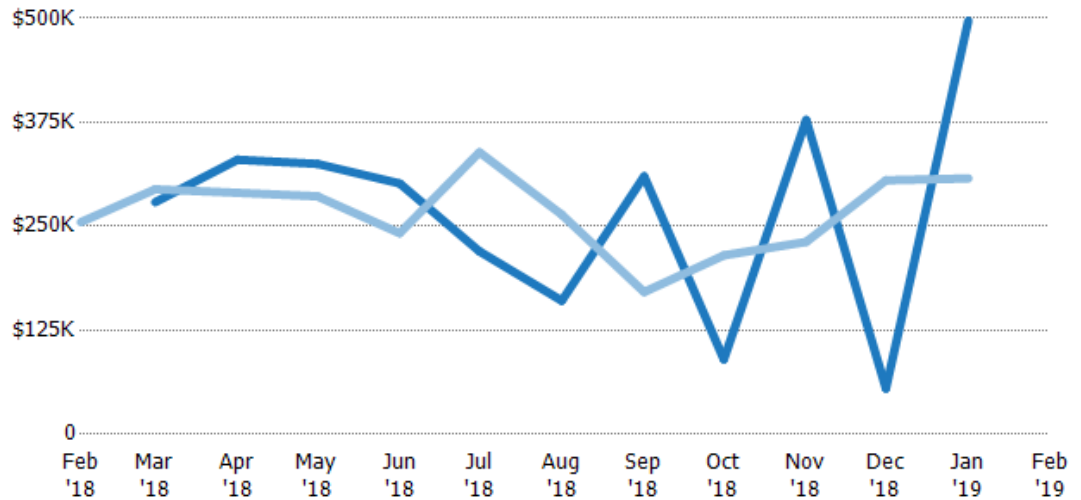
Current Year	-	\$318K	\$318K	\$325K	\$290K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	-
Prior Year	\$255K	\$302K	\$294K	\$286K	\$263K	\$299K	\$249K	\$191K	\$317K	\$232K	\$308K	\$346K	-
Percent Change from Prior Year	-100%	5%	100%	14%	10%	21%	-27%	69%	-43%	102%	-78%	30%	-

## 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

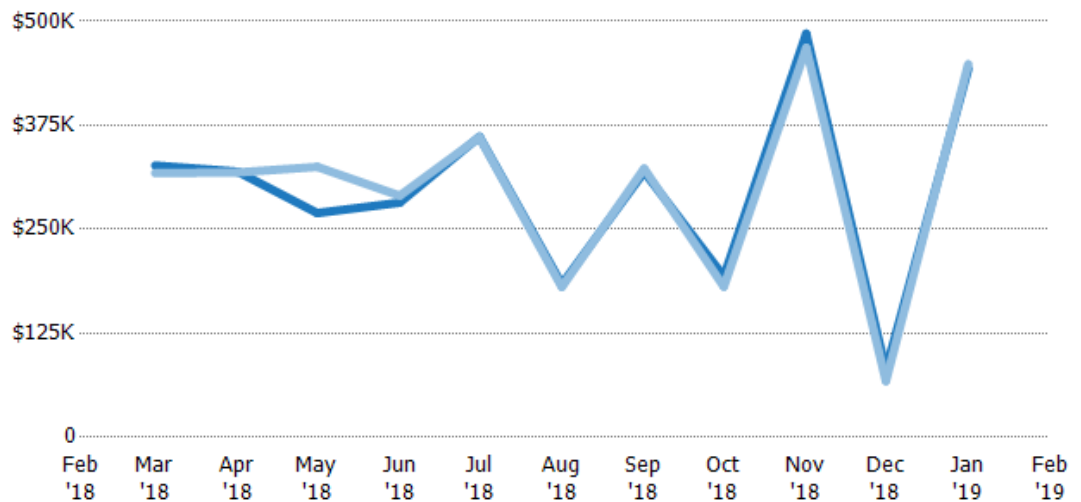


## Average Sales Price vs Average Listing Price

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

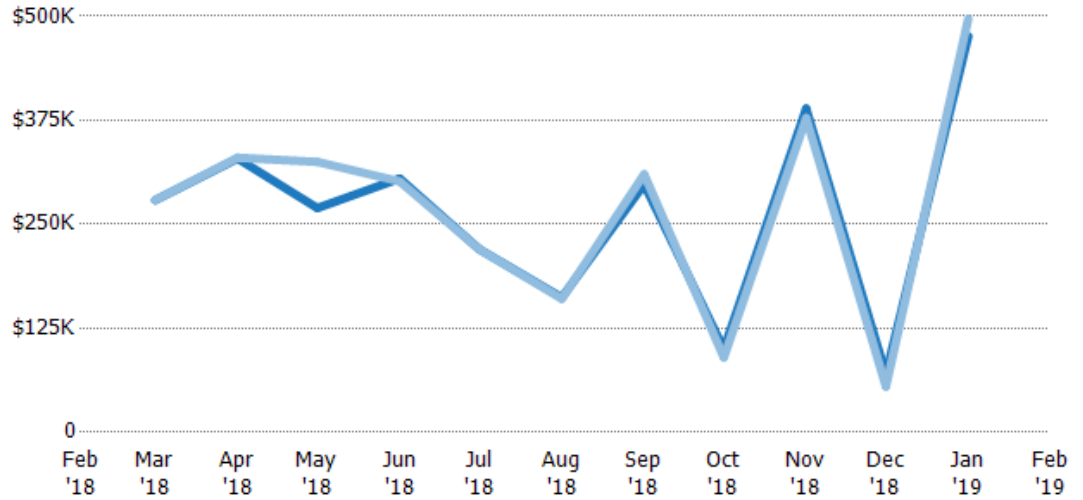


## Median Sales Price vs Median Listing Price

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



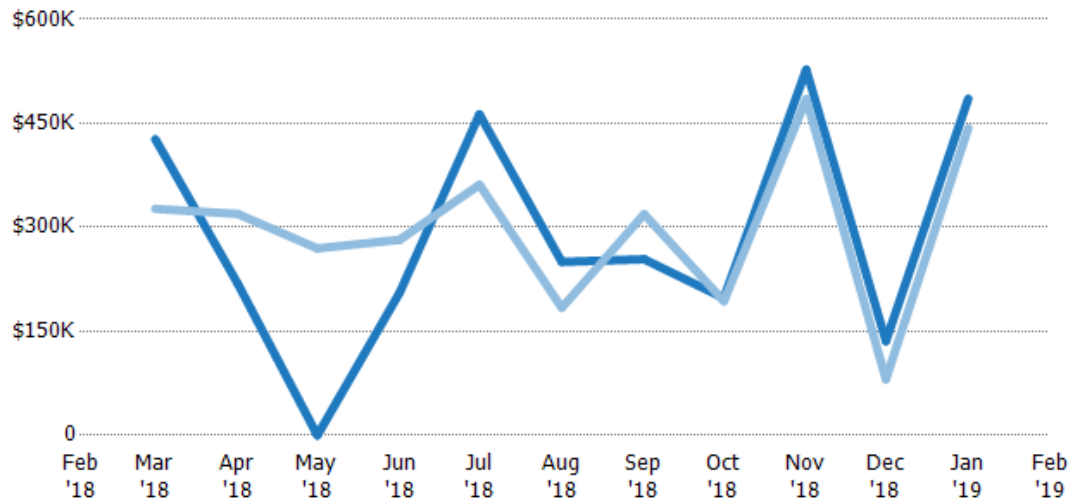
Median List Price	-	\$279K	\$329K	\$270K	\$305K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	-
Median Sales Price	-	\$279K	\$330K	\$325K	\$302K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	-
Med Sales Price as a % of Med List Price	-	100%	100%	121%	99%	100%	99%	104%	90%	97%	79%	104%	-

## 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



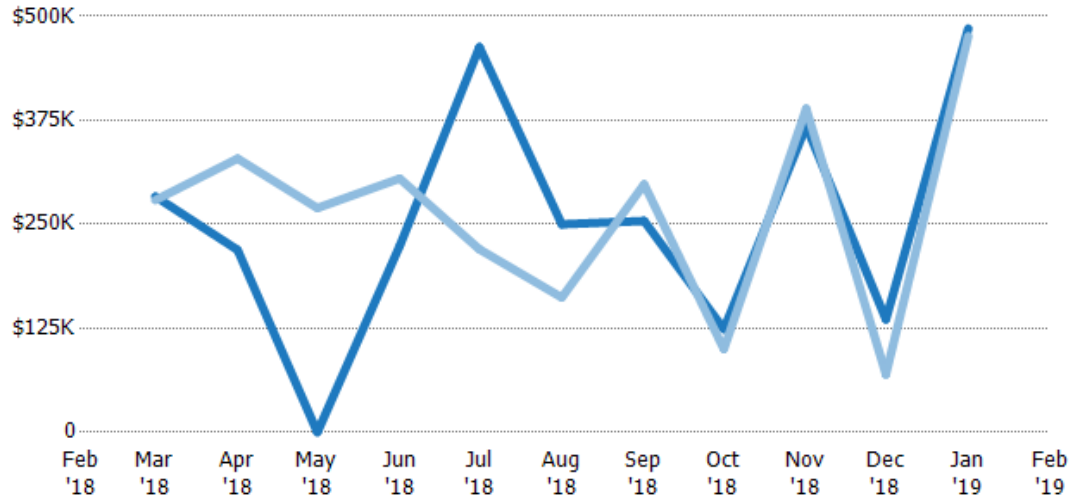
Avg Est Value	-	\$427K	\$219K	\$0	\$206K	\$463K	\$250K	\$254K	\$198K	\$527K	\$136K	\$485K	-
Avg Sales Price	-	\$327K	\$319K	\$270K	\$282K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	-
Avg Sales Price as a % of Avg Est Value	-	76%	146%	100%	137%	78%	74%	126%	98%	92%	60%	91%	-

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