

## Summary of Key Listing and Sales Metrics

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

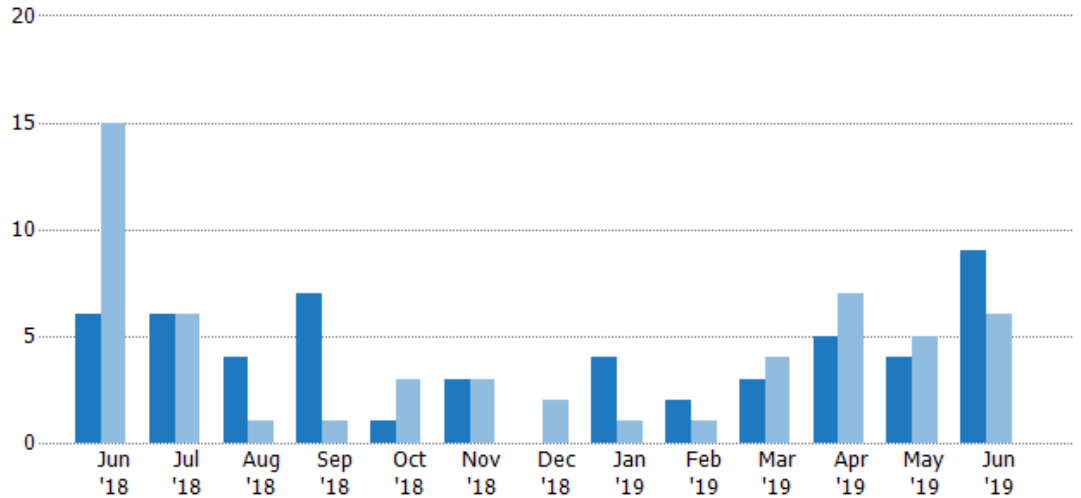
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	6	+50%	27	24	+12.5%
New Listing Volume	\$4,217,900	\$2,359,000	+78.8%	\$10,466,100	\$8,959,700	+16.8%
Active Listing Count	27	22	+22.7%	N/A	N/A	
Active Listing Volume	\$11,446,900	\$11,833,300	-3.3%	N/A	N/A	
Average Listing Price	\$423,959	\$537,877	-21.2%	\$406,021	\$531,473	-23.6%
Median Listing Price	\$380,000	\$429,500	-11.5%	\$378,222	\$419,344	-9.8%
Median Days in RPR	229	395	-42%	281.87	489.05	-42.4%
Months of Inventory	9	11	-18.2%	7.2	6.4	+12.5%
Absorption Rate	11.11%	9.09%	+2%	13.89%	15.63%	-1.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	6	+16.7%	23	20	+15%
New Pending Sales Volume	\$2,866,800	\$1,304,000	+119.8%	\$9,431,200	\$5,617,700	+67.9%
Pending Sales Count	10	7	+42.9%	N/A	N/A	
Pending Sales Volume	\$3,799,800	\$1,649,900	+130.3%	N/A	N/A	
Closed Sales Count	2	6	-66.7%	15	20	-25%
Closed Sales Volume	\$649,000	\$1,741,937	-62.7%	\$7,517,750	\$6,319,937	+19%
Average Sales Price	\$324,500	\$290,323	+11.8%	\$501,183	\$315,997	+58.6%
Median Sales Price	\$324,500	\$301,500	+7.6%	\$517,483	\$303,700	+70.4%

## 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



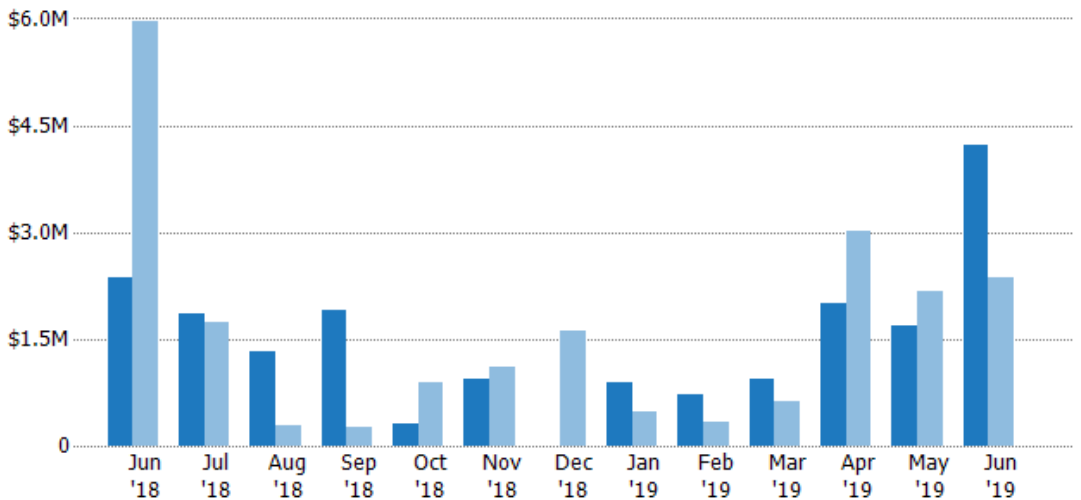
Current Year	6	6	4	7	1	3	-	4	2	3	5	4	9
Prior Year	15	6	1	1	3	3	2	1	1	4	7	5	6
Percent Change from Prior Year	-60%	0%	300%	600%	-67%	0%	-100%	300%	100%	-25%	-29%	-20%	50%

## 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



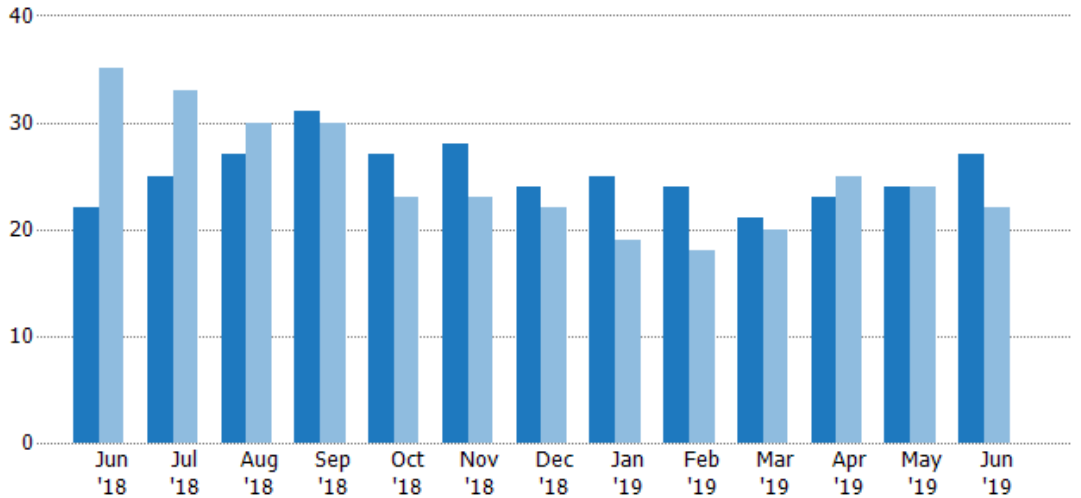
Current Year	\$2.36M	\$1.86M	\$1.33M	\$1.9M	\$299K	\$939K	-	\$895K	\$732K	\$930K	\$2M	\$1.7M	\$4.22M
Prior Year	\$5.97M	\$1.73M	\$278K	\$269K	\$879K	\$1.1M	\$1.6M	\$469K	\$329K	\$632K	\$3.01M	\$2.16M	\$2.36M
Percent Change from Prior Year	-60%	7%	378%	608%	-66%	-14%	-100%	91%	122%	47%	-34%	-22%	79%

## 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



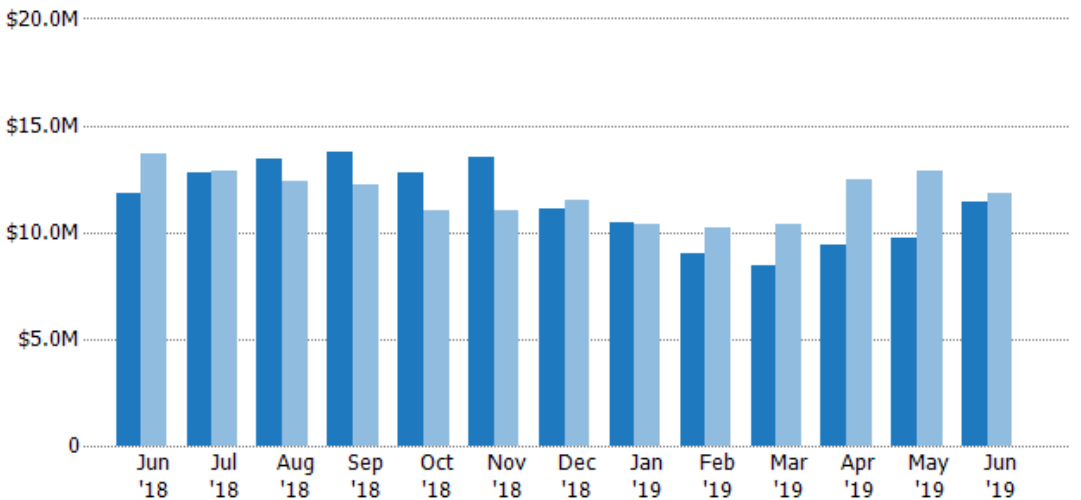
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	27	22	22.7%
Jun '18	22	35	-37.1%
Jun '17	35	35	-11.4%

## 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	Current Year	Prior Year	Percent Change from Prior Year
Jun '19	\$11.4M	\$11.8M	-3.3%
Jun '18	\$11.8M	\$13.7M	-13.5%
Jun '17	\$13.7M	\$13.7M	-19.4%

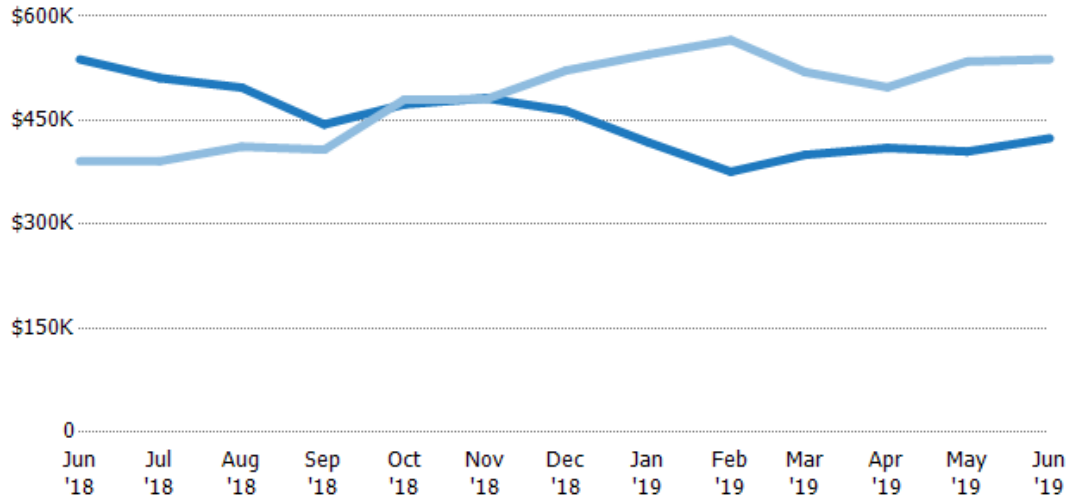
## Average Listing Price

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.
Jun '19	\$424K	-21.2%
Jun '18	\$538K	37.6%
Jun '17	\$391K	-9%



Current Year	\$538K	\$511K	\$497K	\$444K	\$473K	\$482K	\$464K	\$418K	\$376K	\$400K	\$410K	\$405K	\$424K
Prior Year	\$391K	\$391K	\$412K	\$408K	\$480K	\$481K	\$522K	\$545K	\$566K	\$519K	\$498K	\$535K	\$538K
Percent Change from Prior Year	38%	31%	21%	9%	-1%	0%	-11%	-23%	-34%	-23%	-18%	-24%	-21%

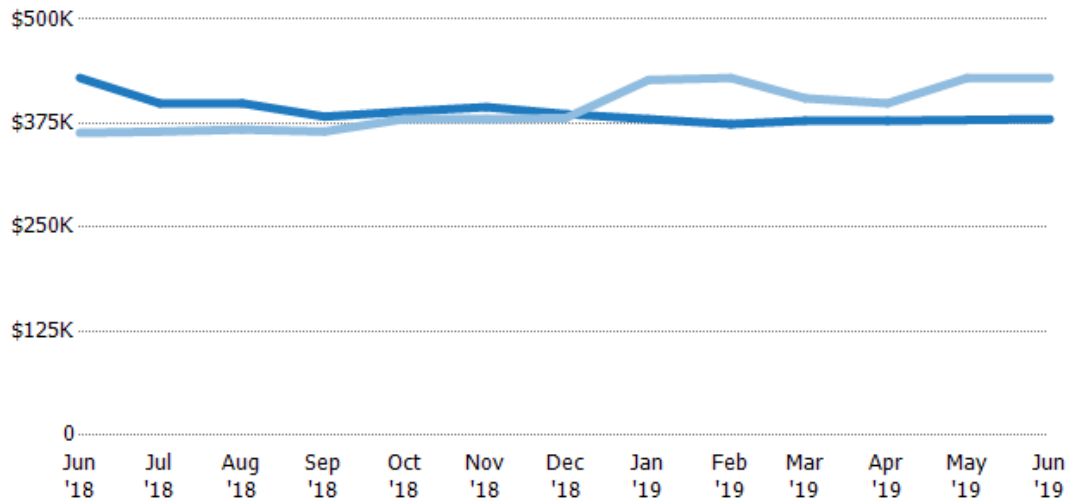
## Median Listing Price

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.
Jun '19	\$380K	-11.5%
Jun '18	\$430K	18.2%
Jun '17	\$364K	1.8%



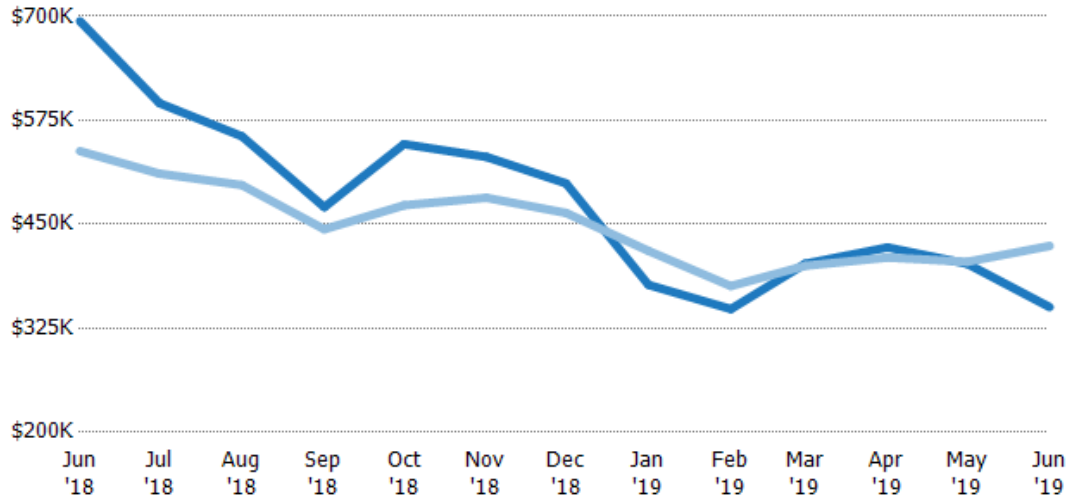
Current Year	\$430K	\$399K	\$399K	\$383K	\$389K	\$394K	\$386K	\$380K	\$374K	\$378K	\$378K	\$379K	\$380K
Prior Year	\$364K	\$365K	\$368K	\$365K	\$380K	\$380K	\$382K	\$427K	\$430K	\$405K	\$399K	\$430K	\$430K
Percent Change from Prior Year	18%	9%	9%	5%	2%	4%	1%	-11%	-13%	-7%	-5%	-12%	-12%

## 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



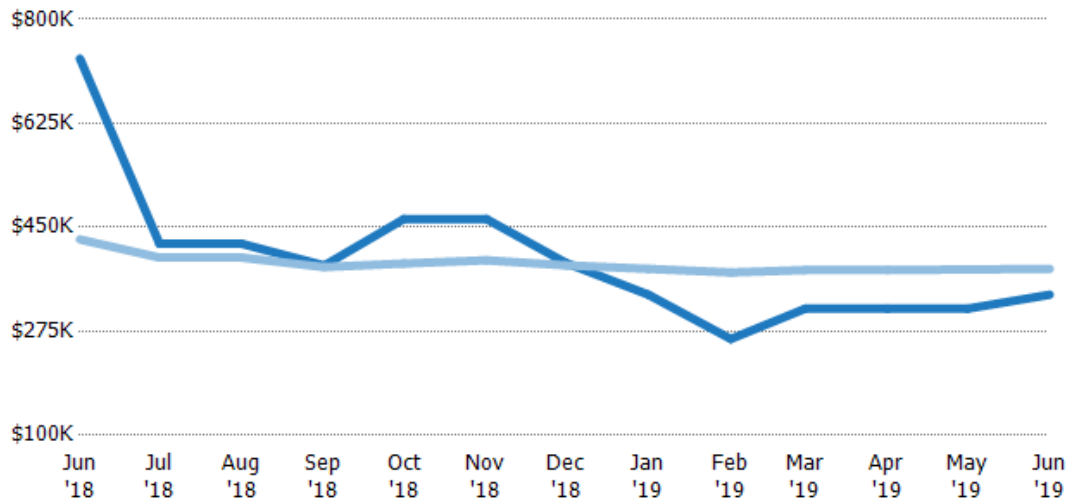
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$694K	\$595K	\$556K	\$471K	\$546K	\$531K	\$499K	\$377K	\$348K	\$403K	\$422K	\$403K	\$350K
Avg Listing Price	\$538K	\$511K	\$497K	\$444K	\$473K	\$482K	\$464K	\$418K	\$376K	\$400K	\$410K	\$405K	\$424K
Avg Listing Price as a % of Avg Est Value	77%	86%	89%	94%	87%	91%	93%	111%	108%	99%	97%	101%	121%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$734K	\$422K	\$422K	\$386K	\$464K	\$464K	\$390K	\$337K	\$262K	\$313K	\$313K	\$313K	\$337K
Median Listing Price	\$430K	\$399K	\$399K	\$383K	\$389K	\$394K	\$386K	\$380K	\$374K	\$378K	\$378K	\$379K	\$380K
Med Listing Price as a % of Med Est Value	59%	95%	95%	99%	84%	85%	99%	113%	143%	121%	121%	121%	113%

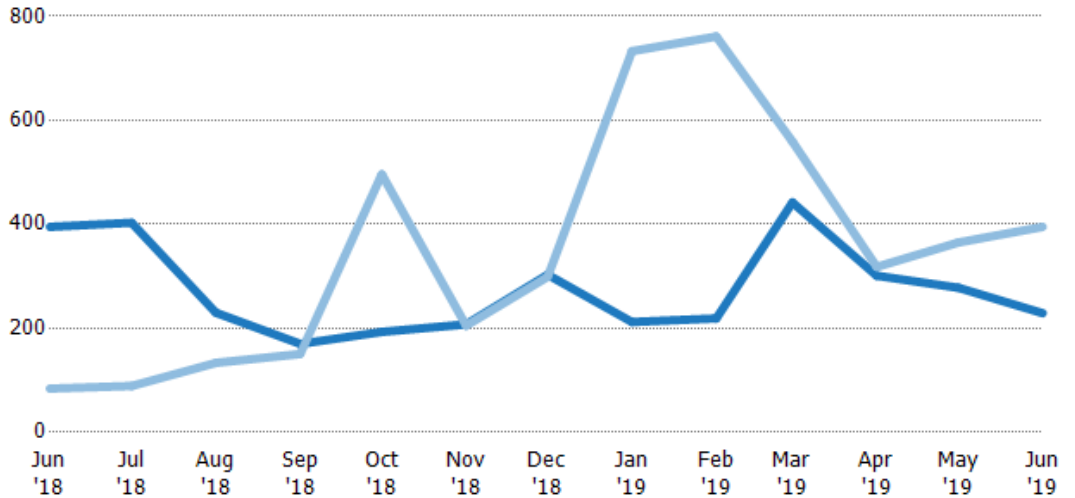
## Median Days in RPR

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.
Jun '19	229	-42%
Jun '18	395	370.2%
Jun '17	84	82.1%



Current Year	395	403	230	170	193	208	303	212	219	442	301	278	229
Prior Year	84	89	134	151	496	205	299	733	761	559	318	365	395
Percent Change from Prior Year	370%	353%	72%	13%	-61%	1%	1%	-71%	-71%	-21%	-5%	-24%	-42%

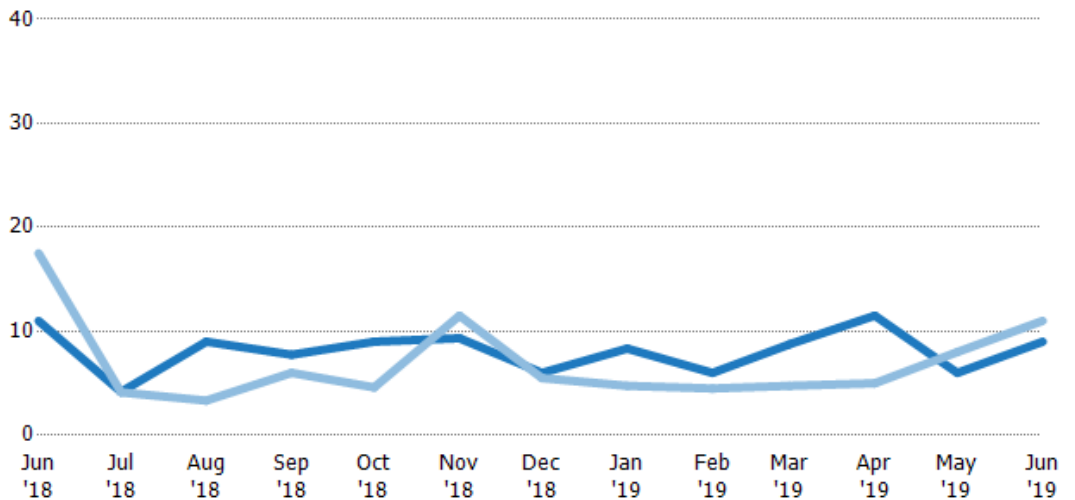
## Months of Inventory

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 of Inventory
Jun '19	9
Jun '18	17.5



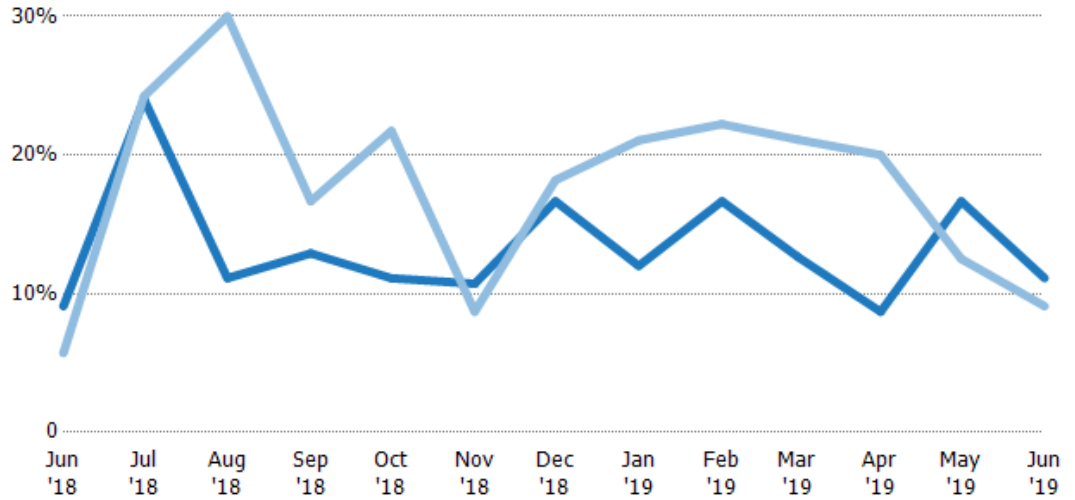
Current Year	11	4.17	9	7.75	9	9.33	6	8.33	6	8.75	11.5	6	9
Prior Year	17.5	4.13	3.33	6	4.6	11.5	5.5	4.75	4.5	4.75	5	8	11
Percent Change from Prior Year	-37%	1%	170%	29%	96%	-19%	9%	75%	33%	82%	130%	-25%	-18%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Waterbury, VT 05671,  
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Property Type:  
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Family Residence



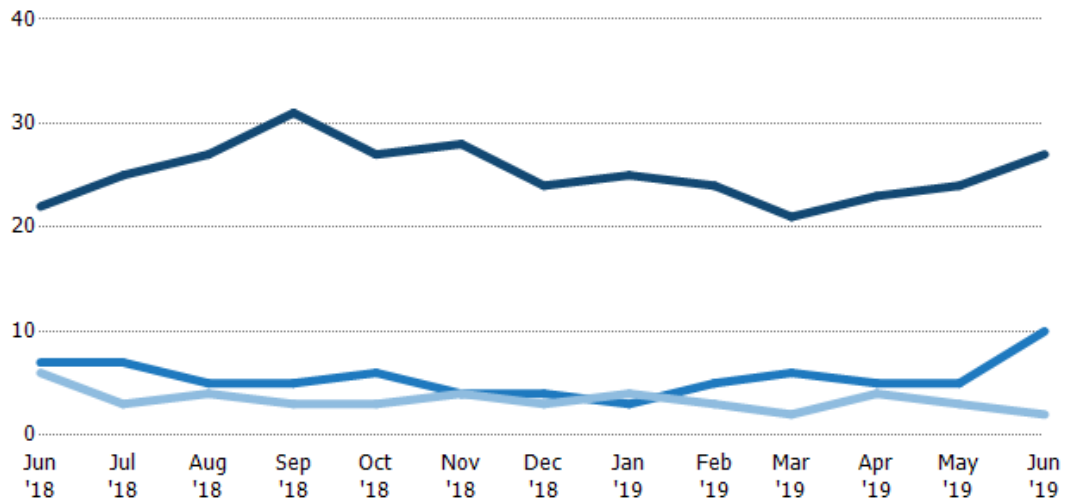
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	9%	24%	11%	13%	11%	11%	17%	12%	17%	13%	9%	17%	11%
Prior Year	6%	24%	30%	17%	22%	9%	18%	21%	22%	21%	20%	13%	9%
Change from Prior Year	-3%	0%	19%	4%	11%	-2%	2%	9%	6%	8%	11%	-4%	-2%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	22	25	27	31	27	28	24	25	24	21	23	24	27
Pending	7	7	5	5	6	4	4	3	5	6	5	5	10
Sold	6	3	4	3	3	4	3	4	3	2	4	3	2

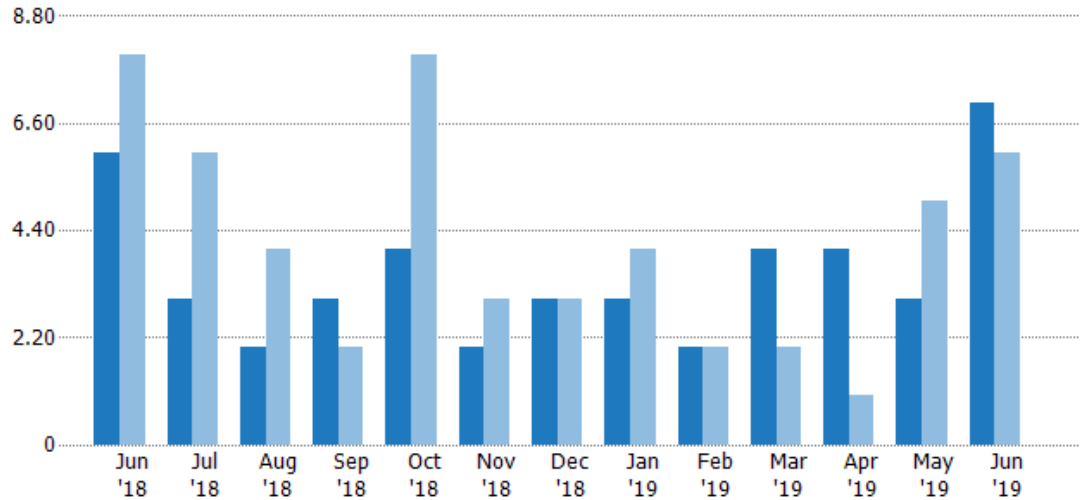
## New Pending Sales

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.
Jun '19	7	16.7%
Jun '18	6	-25%
Jun '17	8	-37.5%



Current Year	6	3	2	3	4	2	3	3	2	4	4	3	7
Prior Year	8	6	4	2	8	3	3	4	2	2	1	5	6
Percent Change from Prior Year	-25%	-50%	-50%	50%	-50%	-33%	0%	-25%	0%	100%	300%	-40%	17%

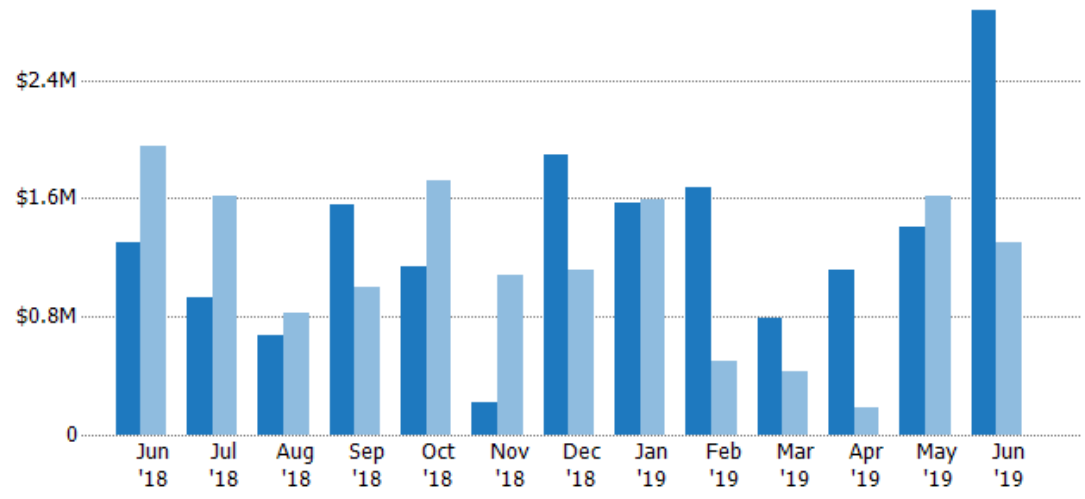
## New Pending Sales Volume

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.
Jun '19	\$2.87M	119.8%
Jun '18	\$1.3M	-33.3%
Jun '17	\$1.95M	2.5%



Current Year	\$1.3M	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.57M	\$1.68M	\$795K	\$1.12M	\$1.41M	\$2.87M
Prior Year	\$1.95M	\$1.62M	\$824K	\$1M	\$1.72M	\$1.08M	\$1.12M	\$1.6M	\$499K	\$425K	\$179K	\$1.61M	\$1.3M
Percent Change from Prior Year	-33%	-43%	-18%	56%	-34%	-80%	70%	-2%	236%	87%	523%	-13%	120%

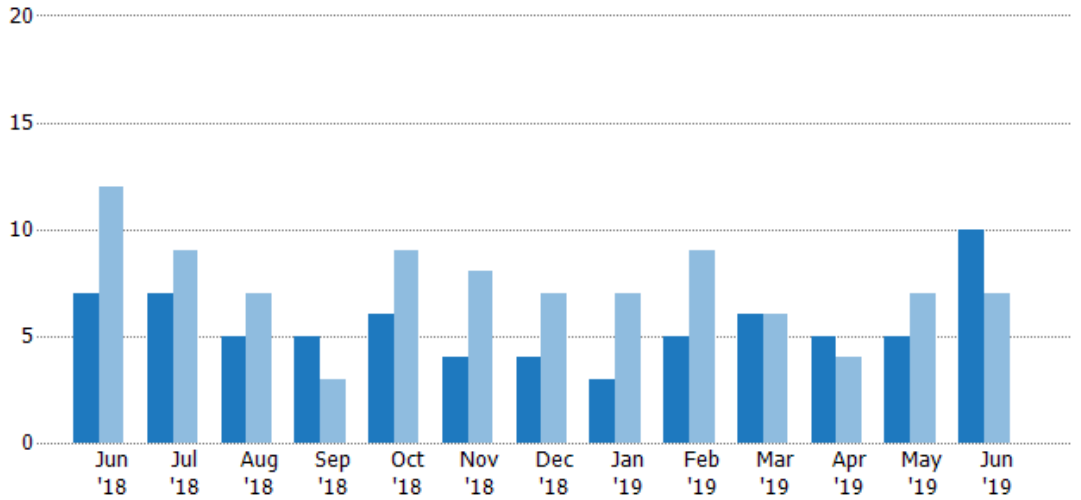


## Pending Sales

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.
Jun '19	10	42.9%
Jun '18	7	-41.7%
Jun '17	12	25%

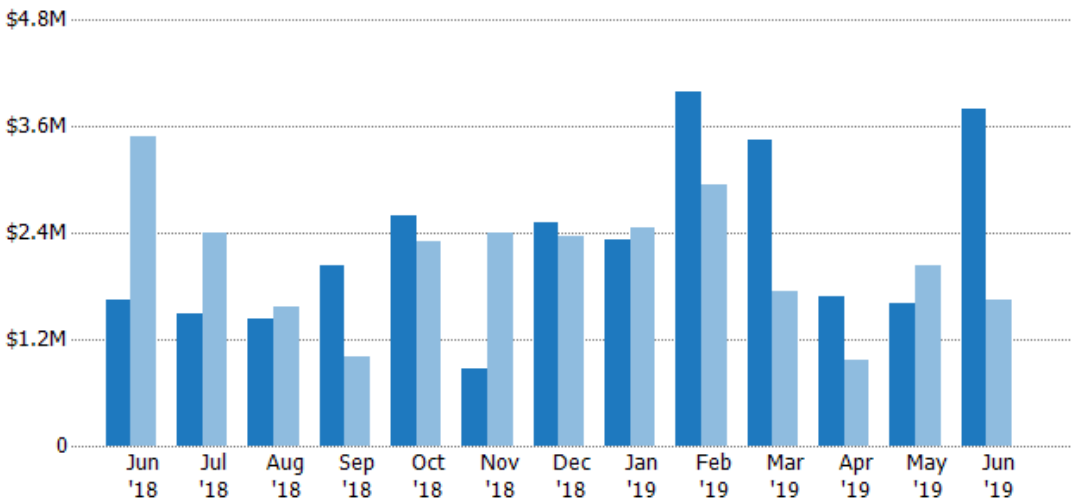
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '18	7	12	-42%
Jul '18	7	9	-22%
Aug '18	5	7	-29%
Sep '18	5	3	67%
Oct '18	6	9	-33%
Nov '18	4	8	-50%
Dec '18	4	7	-43%
Jan '19	3	7	-57%
Feb '19	5	9	-44%
Mar '19	6	6	0%
Apr '19	5	4	25%
May '19	5	7	-29%
Jun '19	10	7	43%

## 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.
Jun '19	\$3.8M	130.3%
Jun '18	\$1.65M	-52.7%
Jun '17	\$3.49M	21.1%

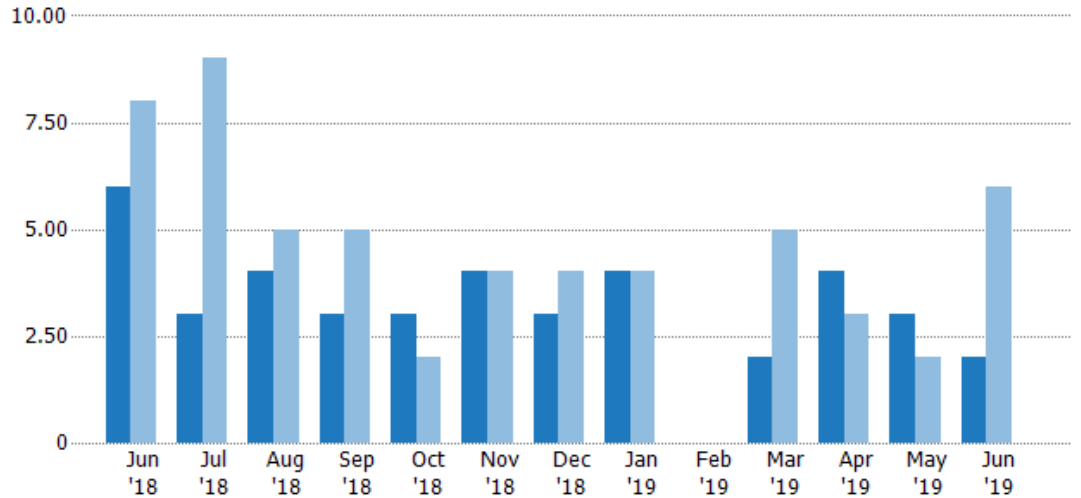
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Jun '18	\$1.65M	\$3.49M	-53%
Jul '18	\$1.49M	\$2.4M	-38%
Aug '18	\$1.44M	\$1.56M	-8%
Sep '18	\$2.04M	\$1.01M	102%
Oct '18	\$2.6M	\$2.31M	12%
Nov '18	\$872K	\$2.4M	-64%
Dec '18	\$2.52M	\$2.36M	7%
Jan '19	\$2.32M	\$2.45M	-5%
Feb '19	\$4M	\$2.95M	35%
Mar '19	\$3.44M	\$1.74M	97%
Apr '19	\$1.68M	\$964K	74%
May '19	\$1.6M	\$2.04M	-21%
Jun '19	\$3.8M	\$1.65M	130%

## 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



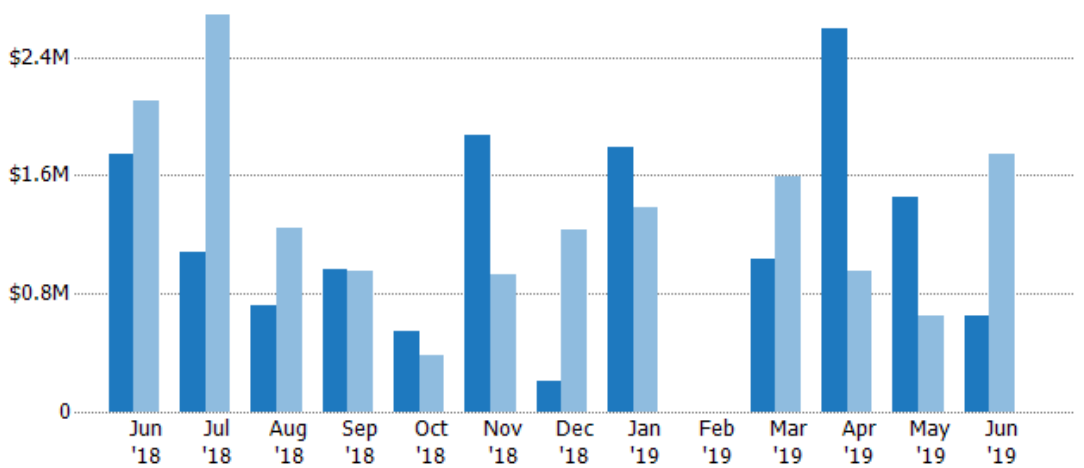
Current Year	6	3	4	3	3	4	3	4	-	2	4	3	2
Prior Year	8	9	5	5	2	4	4	4	-	5	3	2	6
Percent Change from Prior Year	-25%	-67%	-20%	-40%	50%	0%	-25%	0%	-	-60%	33%	50%	-67%

## 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	\$1.74M	\$1.08M	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.79M	-	\$1.03M	\$2.59M	\$1.45M	\$649K
Prior Year	\$2.1M	\$2.69M	\$1.24M	\$956K	\$382K	\$928K	\$1.23M	\$1.39M	-	\$1.59M	\$955K	\$650K	\$1.74M
Percent Change from Prior Year	-17%	-60%	-42%	1%	42%	102%	-84%	30%	-	-35%	171%	124%	-63%

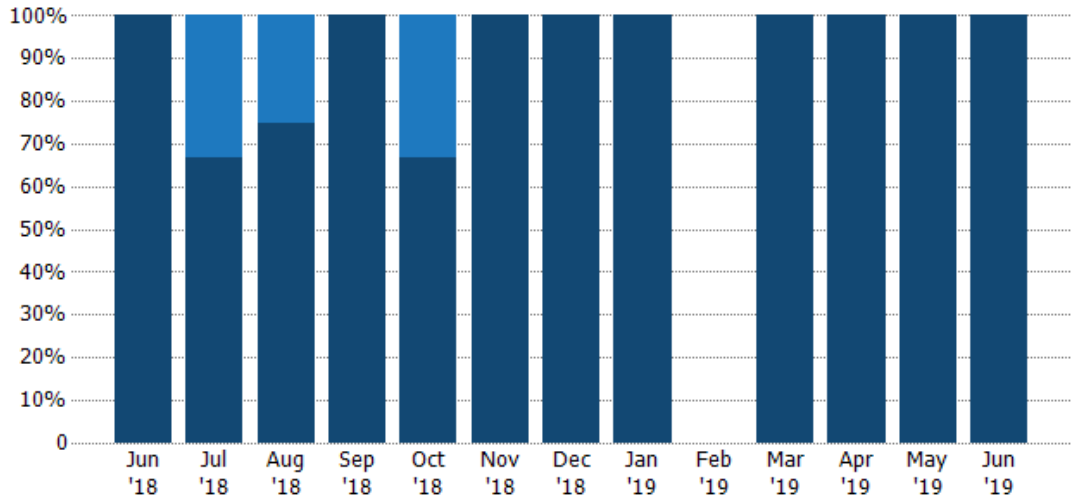
## Closed Sales by Property Type

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

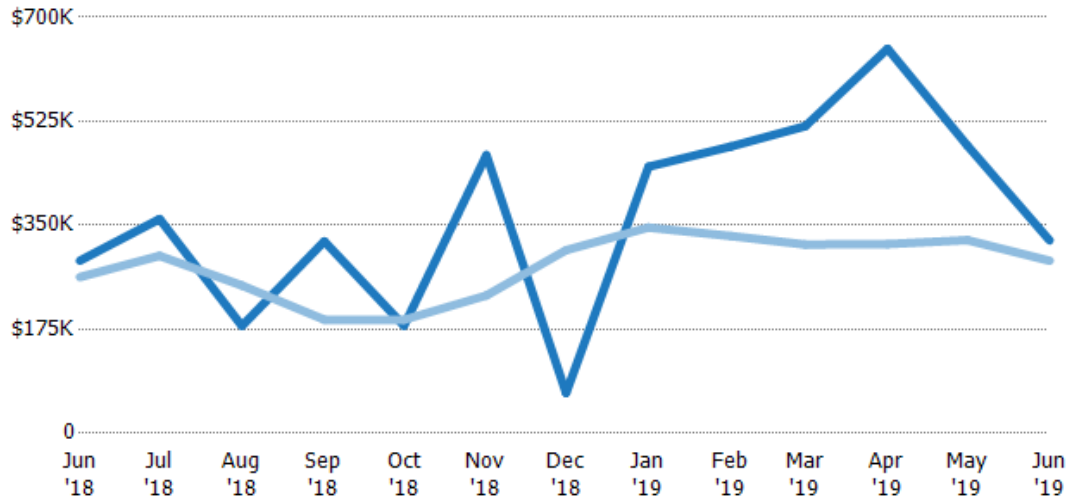
## Average Sales Price

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



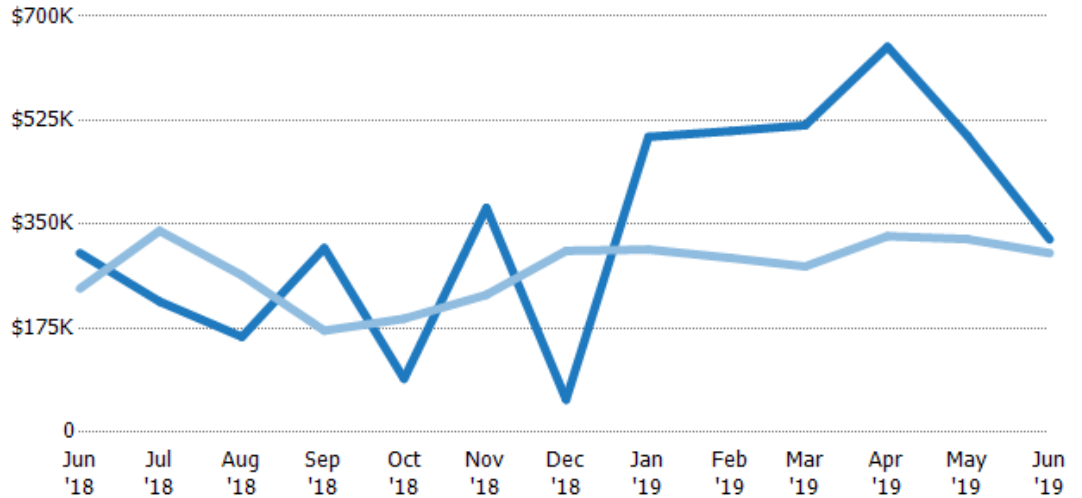
Current Year	\$290K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K
Prior Year	\$263K	\$299K	\$249K	\$191K	\$191K	\$232K	\$308K	\$346K	\$332K	\$318K	\$318K	\$325K	\$290K
Percent Change from Prior Year	10%	21%	-27%	69%	-5%	102%	-78%	30%	46%	63%	103%	49%	12%

## 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:  
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Family Residence



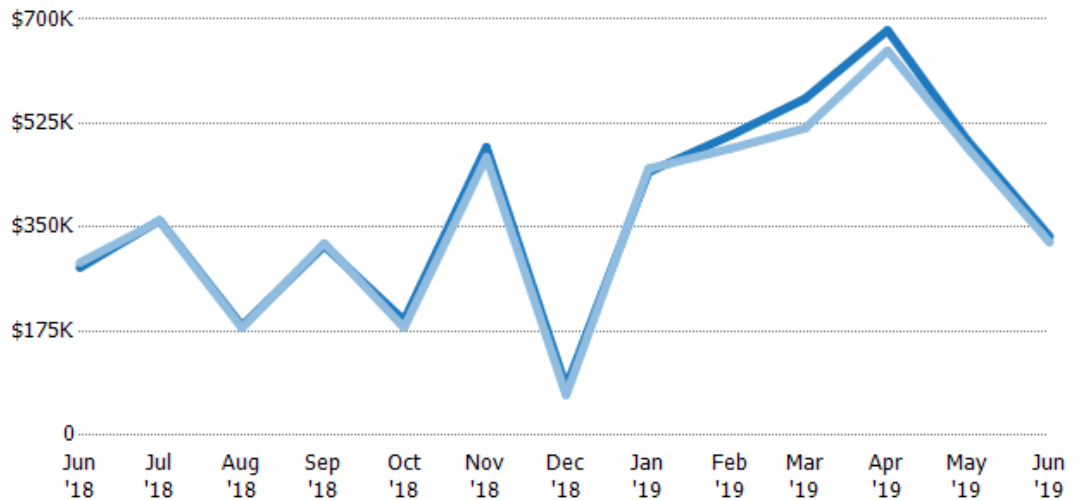
Current Year	\$302K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K
Prior Year	\$242K	\$339K	\$264K	\$171K	\$191K	\$231K	\$305K	\$308K	\$293K	\$279K	\$330K	\$325K	\$302K
Percent Change from Prior Year	25%	-35%	-39%	81%	-53%	63%	-82%	62%	73%	85%	97%	54%	8%

## 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



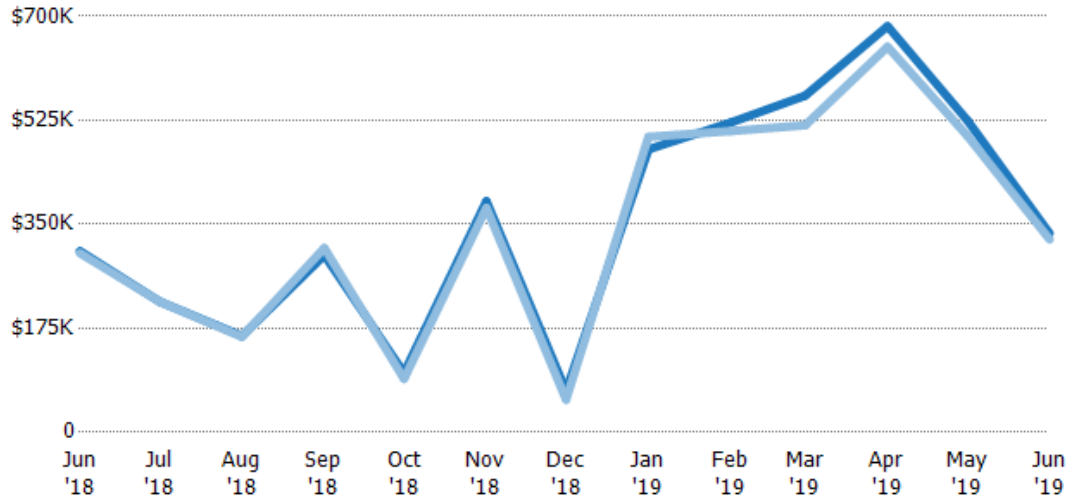
Avg List Price	\$282K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K
Avg Sales Price	\$290K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K
Avg Sales Price as a % of Avg List Price	103%	100%	98%	101%	94%	97%	84%	101%	96%	91%	95%	98%	97%

## 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



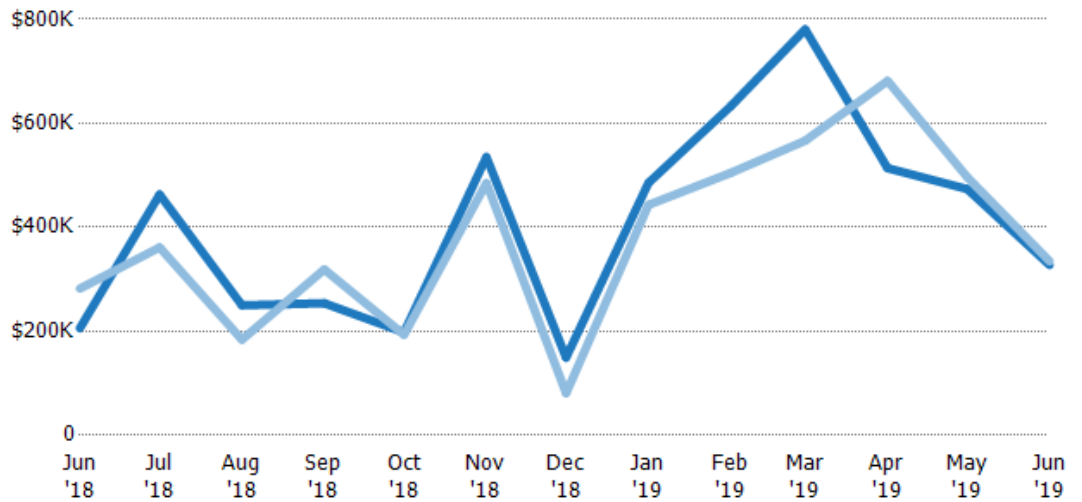
Median List Price	\$305K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K
Median Sales Price	\$302K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K
Med Sales Price as a % of Med List Price	99%	100%	99%	104%	90%	97%	79%	104%	98%	91%	95%	95%	97%

## 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



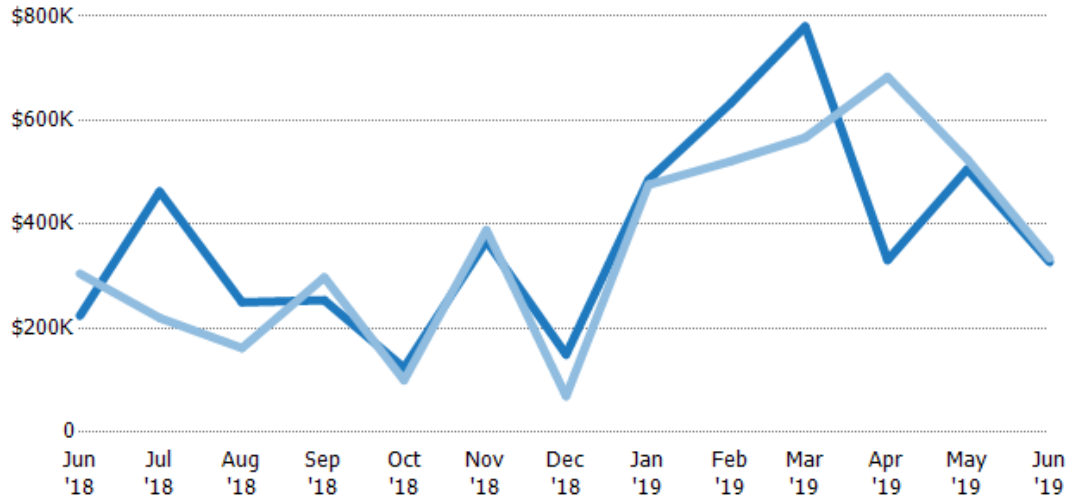
Avg Est Value	\$206K	\$463K	\$250K	\$254K	\$198K	\$535K	\$149K	\$485K	\$633K	\$781K	\$514K	\$474K	\$327K
Avg Sales Price	\$282K	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K
Avg Sales Price as a % of Avg Est Value	137%	78%	74%	126%	98%	91%	54%	91%	82%	73%	133%	105%	102%

## 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	\$224K	\$463K	\$250K	\$254K	\$124K	\$368K	\$149K	\$485K	\$633K	\$781K	\$331K	\$506K	\$327K
Median Sales Price	\$305K	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K
Med Sales Price as a % of Med Est Value	136%	48%	65%	117%	81%	106%	47%	98%	85%	73%	206%	104%	102%