

## Summary of Key Listing and Sales Metrics

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

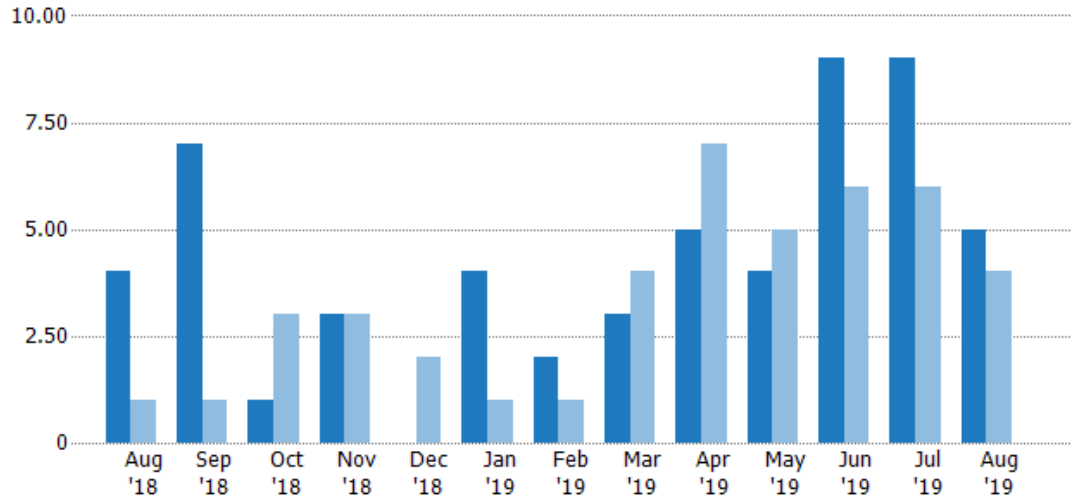
Key Metrics	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	5	4	+25%	41	34	+20.6%
New Listing Volume	\$2,212,500	\$1,327,500	+66.7%	\$15,918,245	\$12,148,600	+31%
Active Listing Count	23	27	-14.8%	N/A	N/A	
Active Listing Volume	\$10,927,945	\$13,420,700	-18.6%	N/A	N/A	
Average Listing Price	\$475,128	\$497,063	-4.4%	\$415,869	\$523,447	-20.6%
Median Listing Price	\$383,000	\$399,000	-4%	\$377,656	\$413,467	-8.7%
Median Days in RPR	142	230	-38.3%	212.42	441.11	-51.8%
Months of Inventory	3.3	9	-63.5%	7.2	5.3	+36.4%
Absorption Rate	30.43%	11.11%	+19.3%	13.85%	18.89%	-5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	8	2	+300%	40	25	+60%
New Pending Sales Volume	\$2,932,000	\$678,000	+332.4%	\$15,565,700	\$7,224,200	+115.5%
Pending Sales Count	12	5	+140%	N/A	N/A	
Pending Sales Volume	\$4,108,500	\$1,437,000	+185.9%	N/A	N/A	
Closed Sales Count	4	4	+0%	26	27	-3.7%
Closed Sales Volume	\$1,069,000	\$722,500	+48%	\$11,610,291	\$8,124,337	+42.9%
Average Sales Price	\$267,250	\$180,625	+48%	\$446,550	\$300,901	+48.4%
Median Sales Price	\$282,500	\$160,500	+76%	\$439,740	\$273,174	+61%

## 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



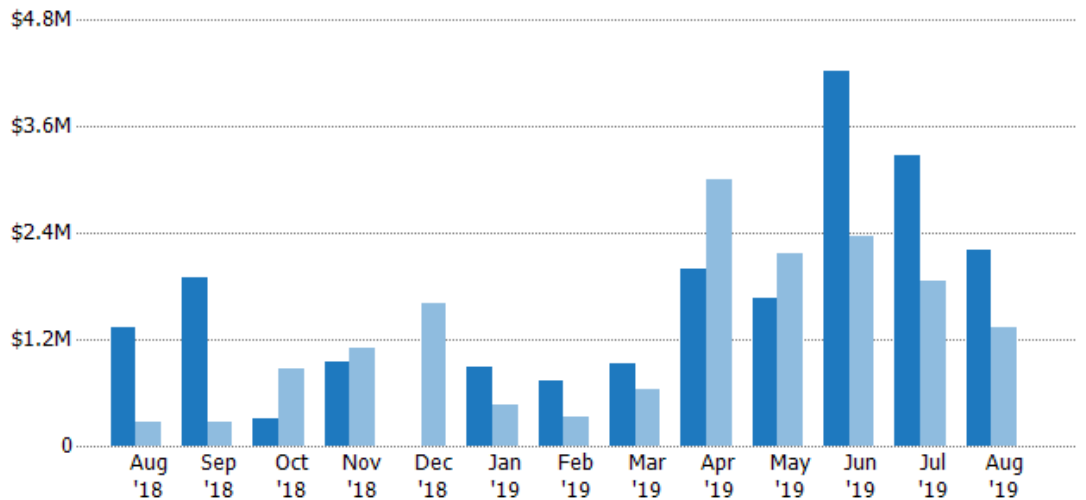
Current Year	4	7	1	3	-	4	2	3	5	4	9	9	5
Prior Year	1	1	3	3	2	1	1	4	7	5	6	6	4
Percent Change from Prior Year	300%	600%	-67%	0%	-100%	300%	100%	-25%	-29%	-20%	50%	50%	25%

## 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



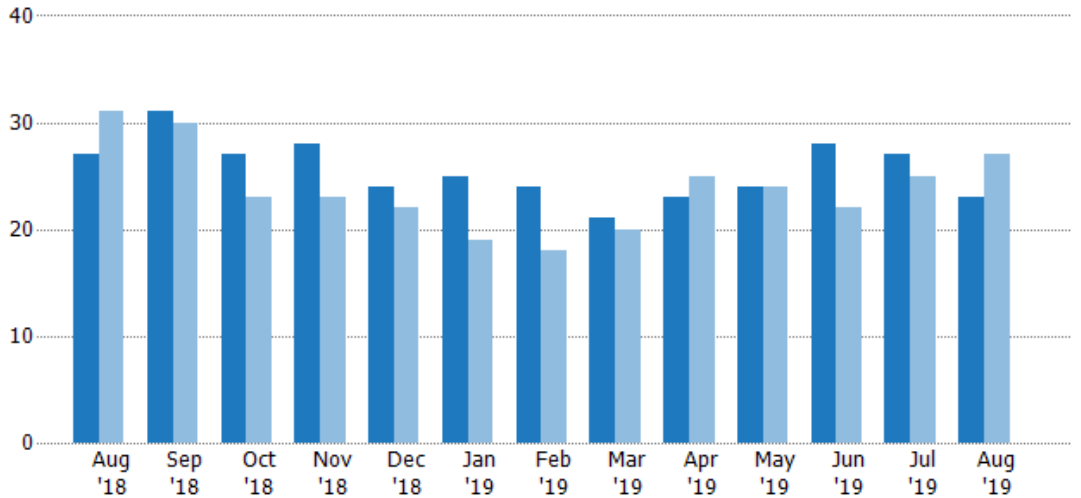
Current Year	\$1.33M	\$1.9M	\$299K	\$939K	-	\$895K	\$732K	\$930K	\$1.99M	\$1.67M	\$4.22M	\$3.27M	\$2.21M
Prior Year	\$278K	\$269K	\$879K	\$1.1M	\$1.6M	\$469K	\$329K	\$632K	\$3.01M	\$2.16M	\$2.36M	\$1.86M	\$1.33M
Percent Change from Prior Year	378%	608%	-66%	-14%	-100%	91%	122%	47%	-34%	-23%	79%	76%	67%

## 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.
Aug '19	23	-14.8%
Aug '18	27	-12.9%
Aug '17	31	9.7%

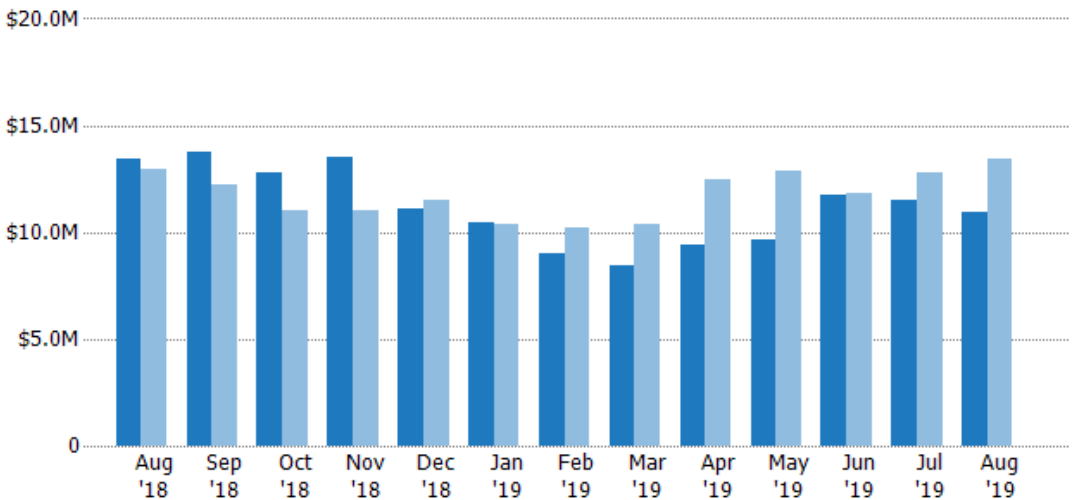
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	27	31	27	28	24	25	24	21	23	24	28	27	23
Prior Year	31	30	23	23	22	19	18	20	25	24	22	25	27
Percent Change from Prior Year	-13%	3%	17%	22%	9%	32%	33%	5%	-8%	0%	27%	8%	-15%

## 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.
Aug '19	\$10.9M	-18.6%
Aug '18	\$13.4M	3.6%
Aug '17	\$13M	-14.9%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$13.4M	\$13.8M	\$12.8M	\$13.5M	\$11.1M	\$10.5M	\$9.02M	\$8.4M	\$9.43M	\$9.69M	\$11.7M	\$11.5M	\$10.9M
Prior Year	\$13M	\$12.2M	\$11M	\$11.1M	\$11.5M	\$10.4M	\$10.2M	\$10.4M	\$12.4M	\$12.8M	\$11.8M	\$12.8M	\$13.4M
Percent Change from Prior Year	4%	13%	16%	22%	-3%	1%	-11%	-19%	-24%	-25%	-1%	-10%	-19%

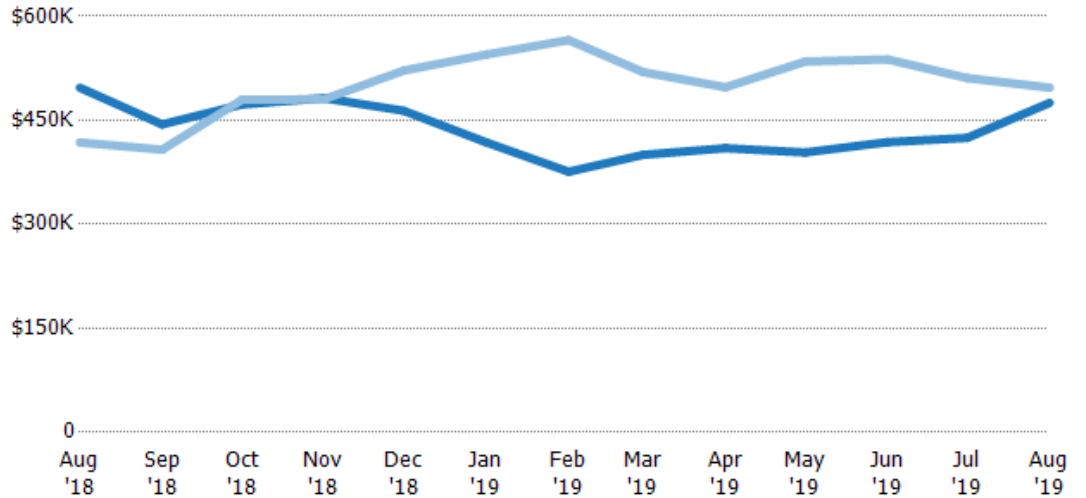
## Average Listing Price

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.
Aug '19	\$475K	-4.4%
Aug '18	\$497K	18.9%
Aug '17	\$418K	-22.4%



Current Year	\$497K	\$444K	\$473K	\$482K	\$464K	\$418K	\$376K	\$400K	\$410K	\$404K	\$418K	\$425K	\$475K
Prior Year	\$418K	\$408K	\$480K	\$481K	\$522K	\$545K	\$566K	\$519K	\$498K	\$535K	\$538K	\$511K	\$497K
Percent Change from Prior Year	19%	9%	-1%	0%	-11%	-23%	-34%	-23%	-18%	-25%	-22%	-17%	-4%

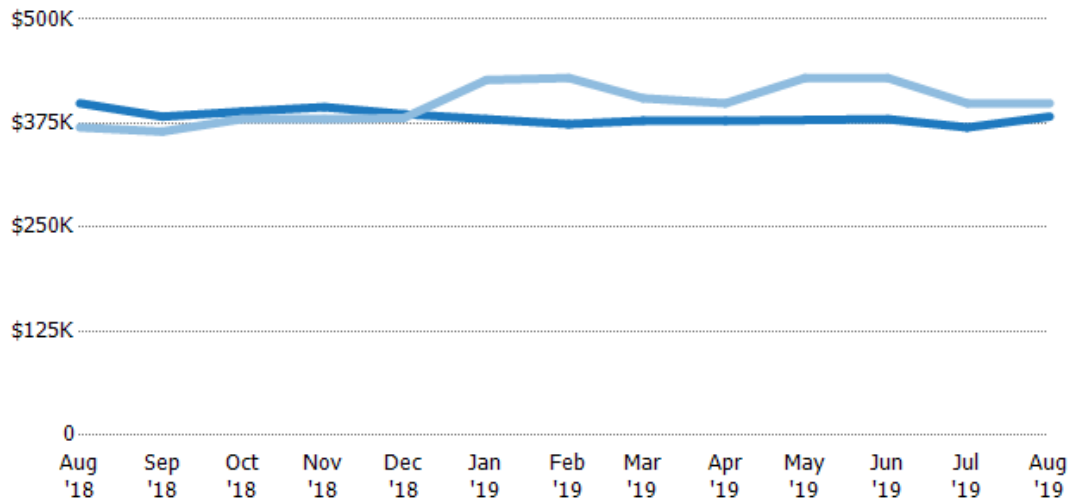
## Median Listing Price

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.
Aug '19	\$383K	-4%
Aug '18	\$399K	7.8%
Aug '17	\$370K	-2%



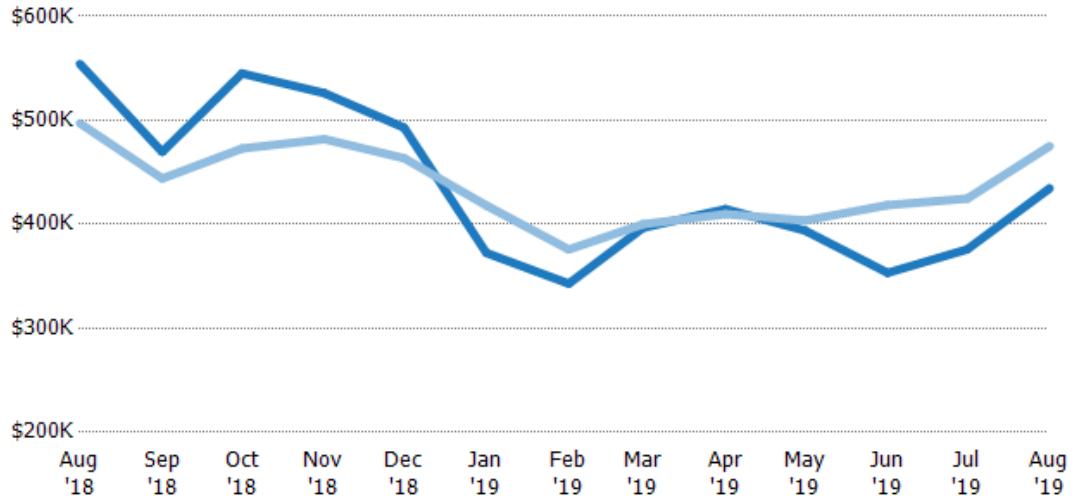
Current Year	\$399K	\$383K	\$389K	\$394K	\$386K	\$380K	\$374K	\$378K	\$378K	\$379K	\$380K	\$370K	\$383K
Prior Year	\$370K	\$365K	\$380K	\$380K	\$382K	\$427K	\$430K	\$405K	\$399K	\$430K	\$430K	\$399K	\$399K
Percent Change from Prior Year	8%	5%	2%	4%	1%	-11%	-13%	-7%	-5%	-12%	-12%	-7%	-4%

## 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



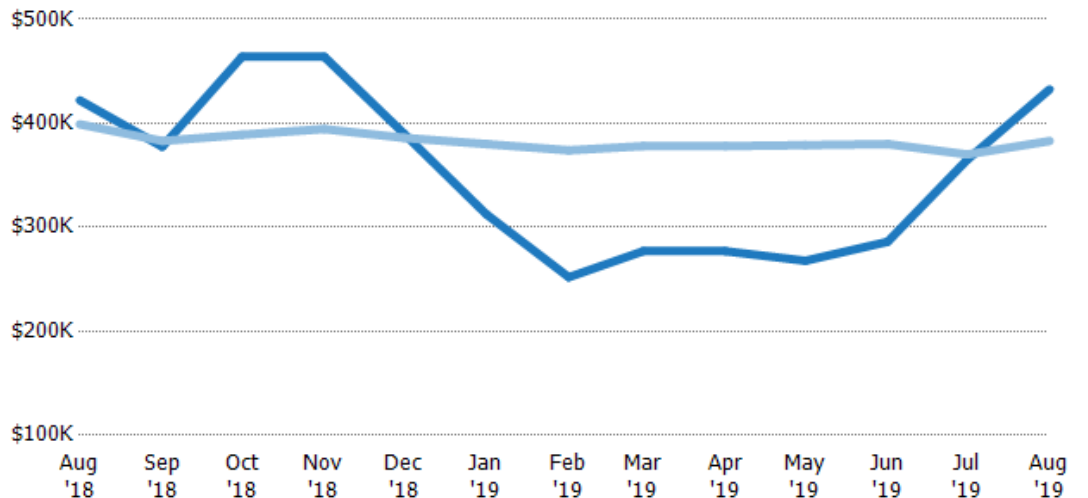
Avg Est Value	\$554K	\$470K	\$545K	\$526K	\$493K	\$372K	\$343K	\$397K	\$415K	\$394K	\$353K	\$376K	\$435K
Avg Listing Price	\$497K	\$444K	\$473K	\$482K	\$464K	\$418K	\$376K	\$400K	\$410K	\$404K	\$418K	\$425K	\$475K
Avg Listing Price as a % of Avg Est Value	90%	95%	87%	92%	94%	112%	110%	101%	99%	102%	118%	113%	109%

## 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	\$422K	\$378K	\$464K	\$464K	\$390K	\$313K	\$252K	\$277K	\$277K	\$268K	\$286K	\$365K	\$433K
Median Listing Price	\$399K	\$383K	\$389K	\$394K	\$386K	\$380K	\$374K	\$378K	\$378K	\$379K	\$380K	\$370K	\$383K
Med Listing Price as a % of Med Est Value	95%	101%	84%	85%	99%	122%	148%	136%	136%	142%	133%	101%	89%

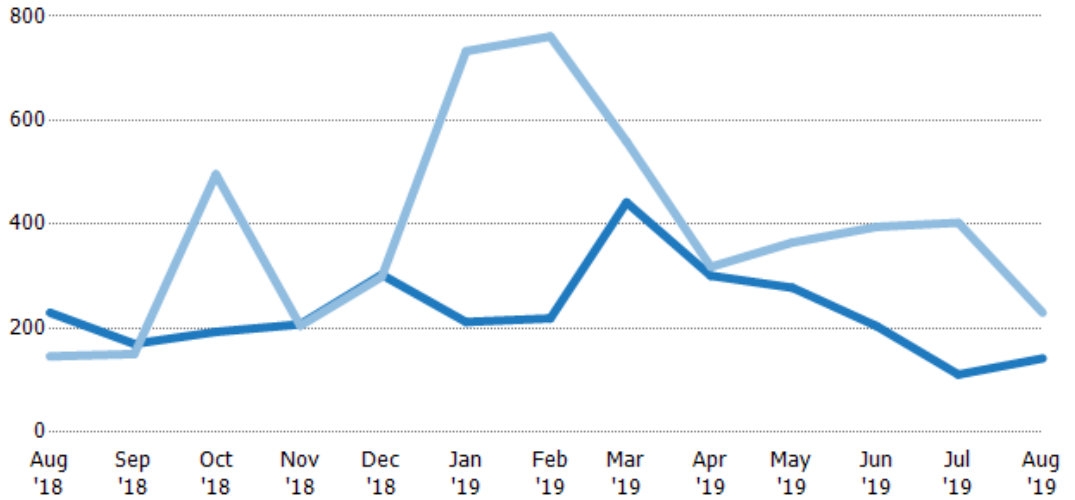
## Median Days in RPR

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.
Aug '19	142	-38.3%
Aug '18	230	57.5%
Aug '17	146	47.3%



Current Year	230	170	193	208	303	212	219	442	301	278	204	111	142
Prior Year	146	151	496	205	299	733	761	559	318	365	395	403	230
Percent Change from Prior Year	58%	13%	-61%	1%	1%	-71%	-71%	-21%	-5%	-24%	-48%	-72%	-38%

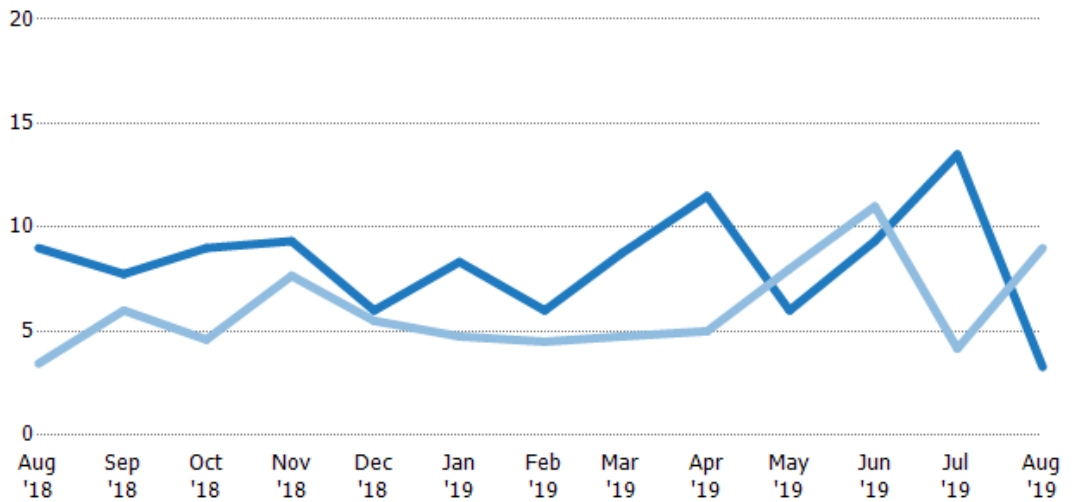
## Months of Inventory

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.
Aug '19	3.29	-63%
Aug '18	9	161%



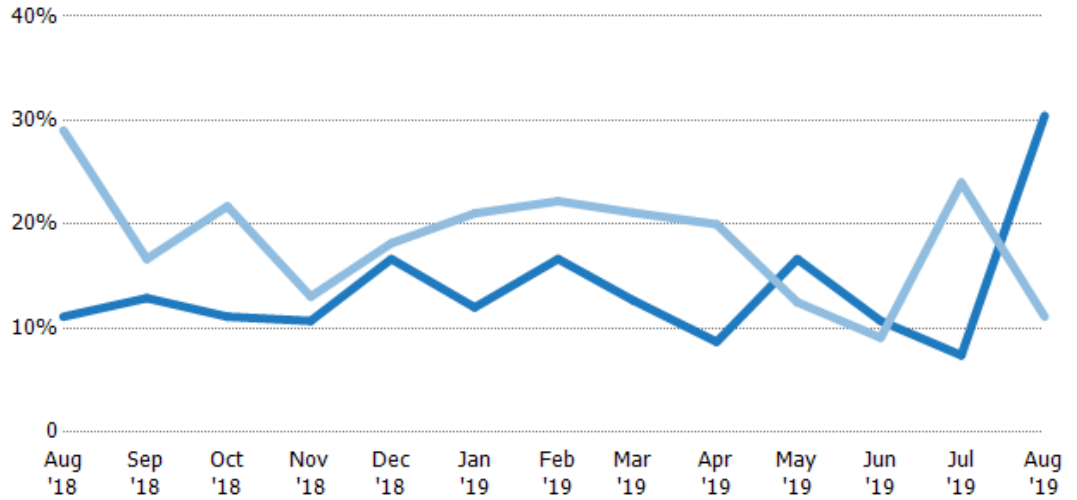
Current Year	9	7.75	9	9.33	6	8.33	6	8.75	11.5	6	9.33	13.5	3.29
Prior Year	3.44	6	4.6	7.67	5.5	4.75	4.5	4.75	5	8	11	4.17	9
Percent Change from Prior Year	161%	29%	96%	22%	9%	75%	33%	82%	130%	-25%	-15%	224%	-63%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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Property Type:  
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Family Residence



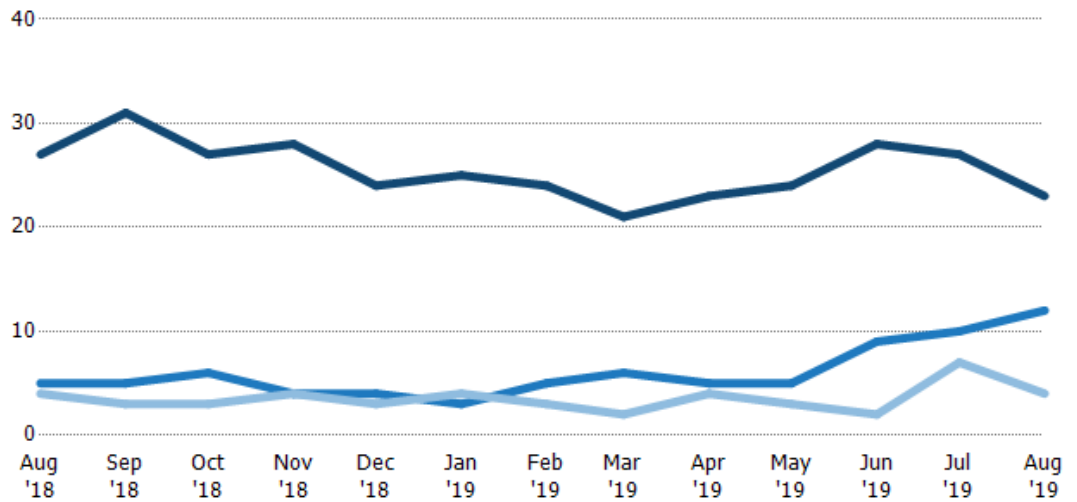
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	11%	13%	11%	11%	17%	12%	17%	13%	9%	17%	11%	7%	30%
Prior Year	29%	17%	22%	13%	18%	21%	22%	21%	20%	13%	9%	24%	11%
Change from Prior Year	18%	4%	11%	2%	2%	9%	6%	8%	11%	-4%	-2%	17%	-19%

## 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



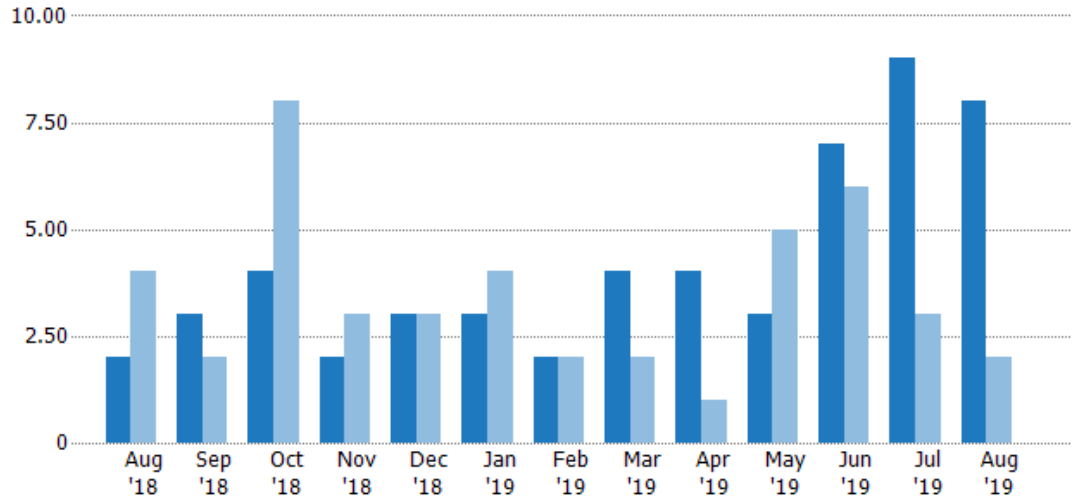
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	27	31	27	28	24	25	24	21	23	24	28	27	23
Pending	5	5	6	4	4	3	5	6	5	5	9	10	12
Sold	4	3	3	4	3	4	3	2	4	3	2	7	4

## 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



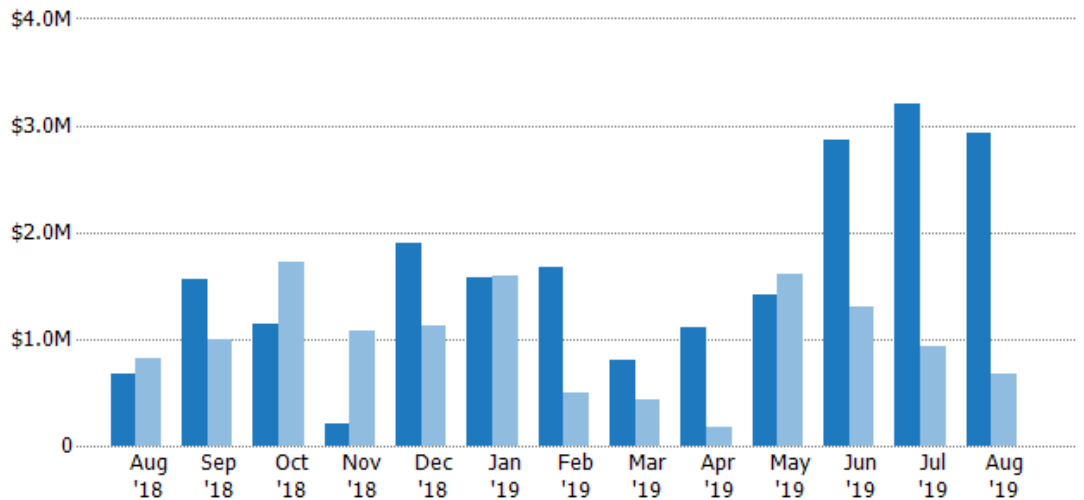
Month/Year	Count	% Chg.
Aug '19	8	300%
Aug '18	2	-50%
Aug '17	4	-25%

## 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.
Aug '19	\$2.93M	332.4%
Aug '18	\$678K	-17.7%
Aug '17	\$824K	-40.2%



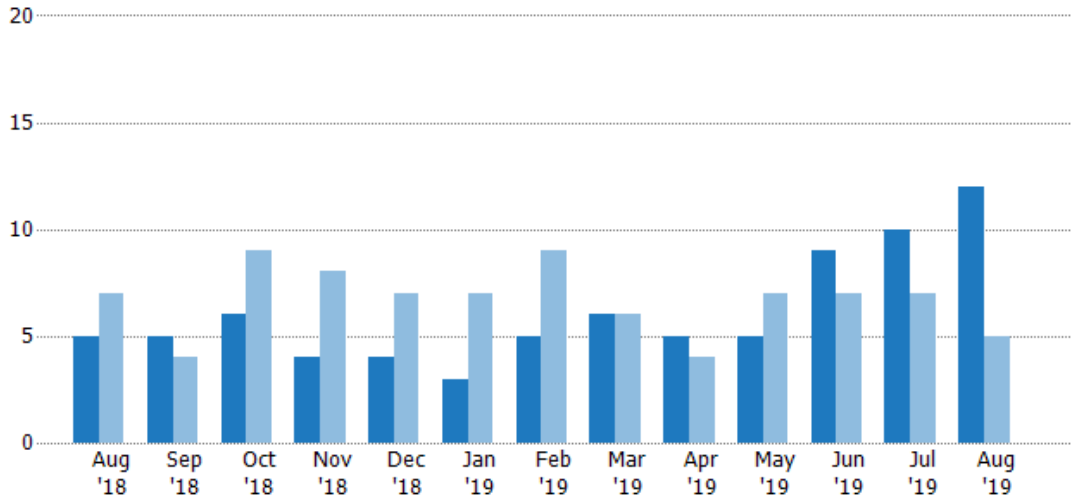
## Pending Sales

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.
Aug '19	12	140%
Aug '18	5	-28.6%
Aug '17	7	28.6%



Current Year	5	5	6	4	4	3	5	6	5	5	9	10	12
Prior Year	7	4	9	8	7	7	9	6	4	7	7	7	5
Percent Change from Prior Year	-29%	25%	-33%	-50%	-43%	-57%	-44%	0%	25%	-29%	29%	43%	140%

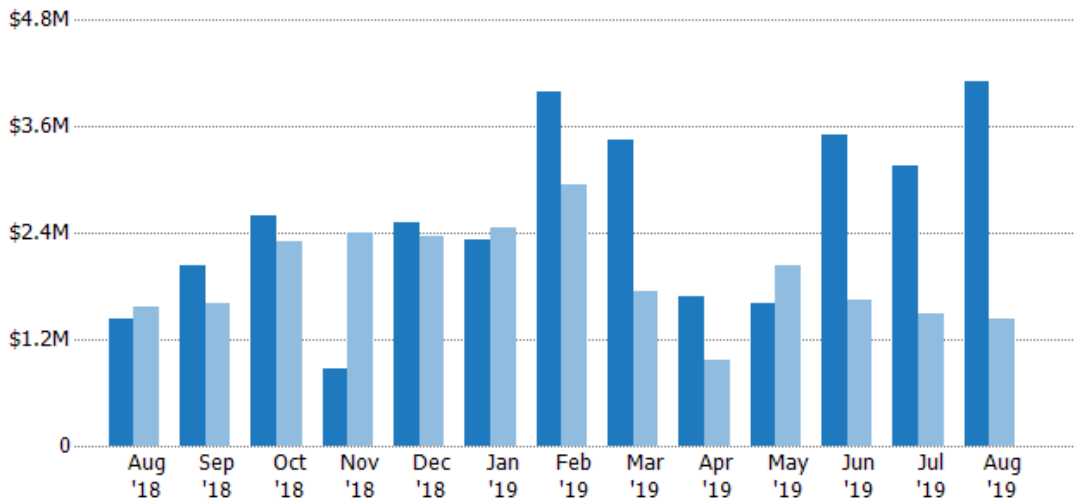
## Pending Sales Volume

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.
Aug '19	\$4.11M	185.9%
Aug '18	\$1.44M	-8.1%
Aug '17	\$1.56M	18.2%



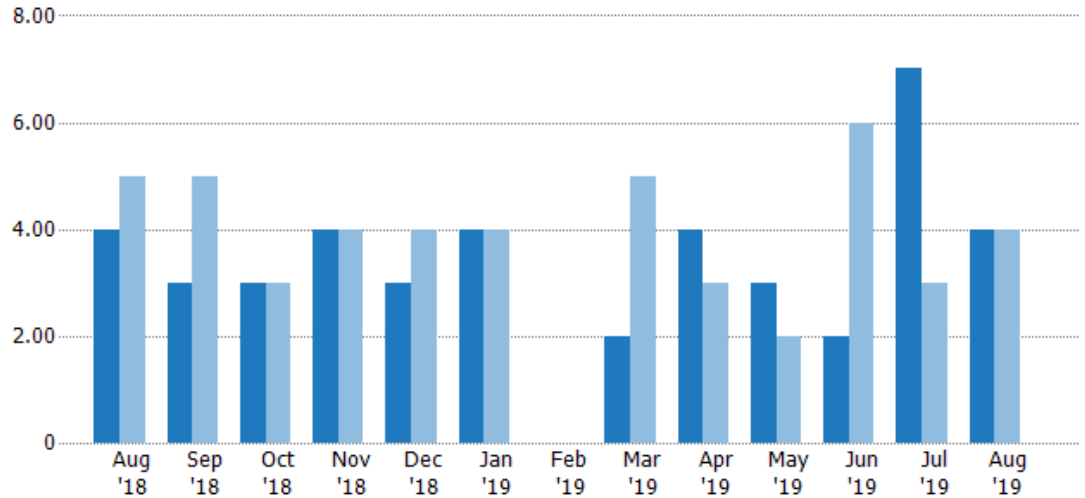
Current Year	\$1.44M	\$2.04M	\$2.6M	\$872K	\$2.52M	\$2.32M	\$4M	\$3.44M	\$1.68M	\$1.6M	\$3.5M	\$3.15M	\$4.11M
Prior Year	\$1.56M	\$1.61M	\$2.31M	\$2.4M	\$2.36M	\$2.45M	\$2.95M	\$1.74M	\$964K	\$2.04M	\$1.65M	\$1.49M	\$1.44M
Percent Change from Prior Year	-8%	27%	12%	-64%	7%	-5%	35%	97%	74%	-21%	112%	111%	186%

## 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



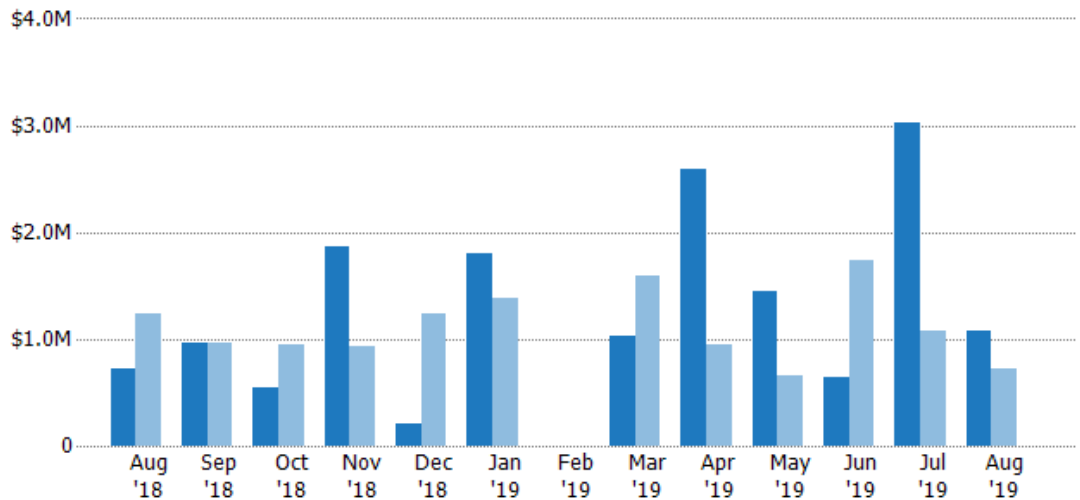
Current Year	4	3	3	4	3	4	-	2	4	3	2	7	4
Prior Year	5	5	3	4	4	4	-	5	3	2	6	3	4
Percent Change from Prior Year	-20%	-40%	0%	0%	-25%	0%	-	-60%	33%	50%	-67%	133%	0%

## 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	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.79M	-	\$1.03M	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M
Prior Year	\$1.24M	\$956K	\$952K	\$928K	\$1.23M	\$1.39M	-	\$1.59M	\$955K	\$650K	\$1.74M	\$1.08M	\$723K
Percent Change from Prior Year	-42%	1%	-43%	102%	-84%	30%	-	-35%	171%	124%	-63%	179%	48%

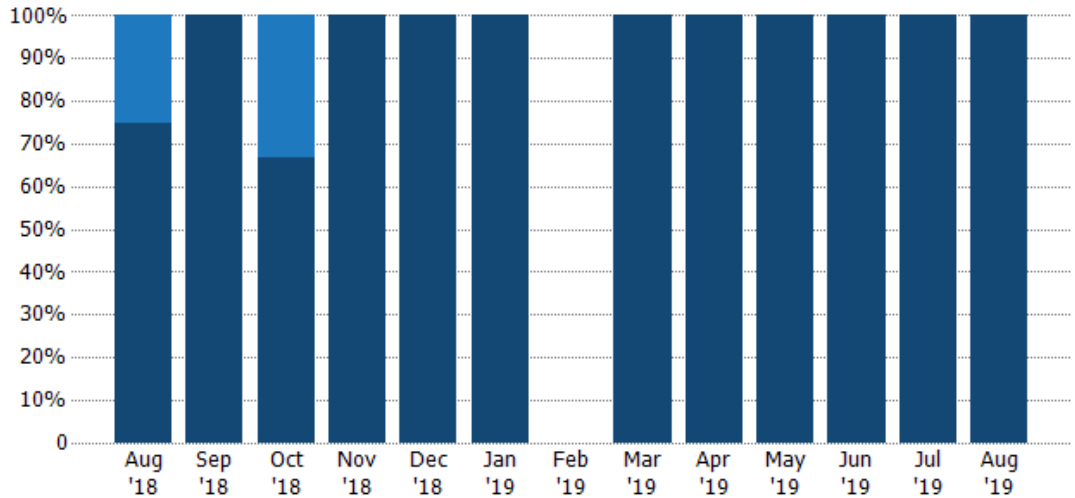
## Closed Sales by Property Type

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

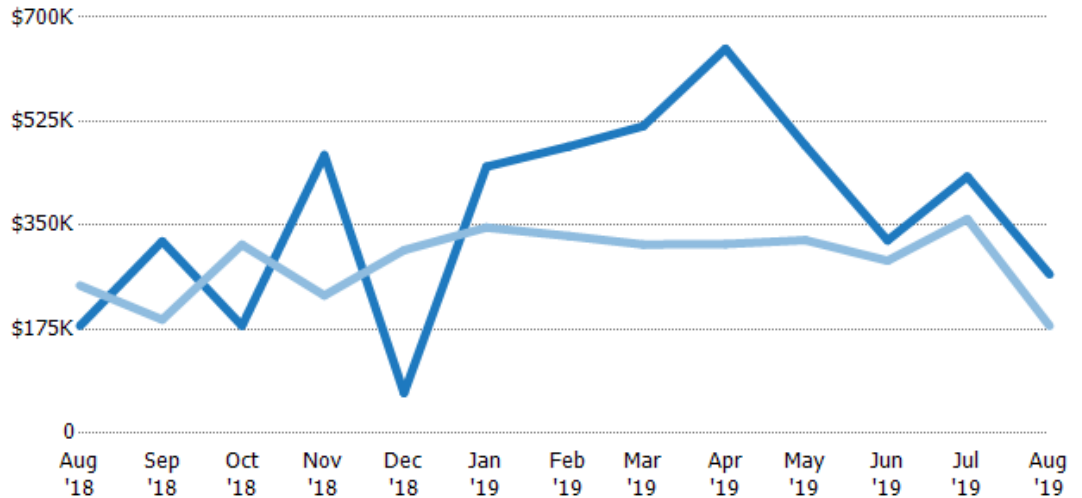
## Average Sales Price

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



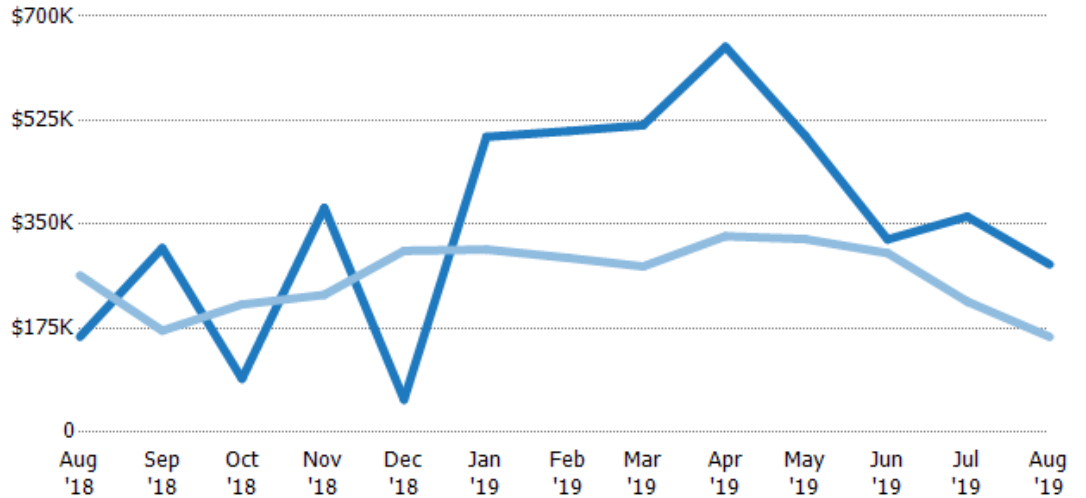
Current Year	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K	\$432K	\$267K
Prior Year	\$249K	\$191K	\$317K	\$232K	\$308K	\$346K	\$332K	\$318K	\$318K	\$325K	\$290K	\$361K	\$181K
Percent Change from Prior Year	-27%	69%	-43%	102%	-78%	30%	46%	63%	103%	49%	12%	20%	48%

## 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



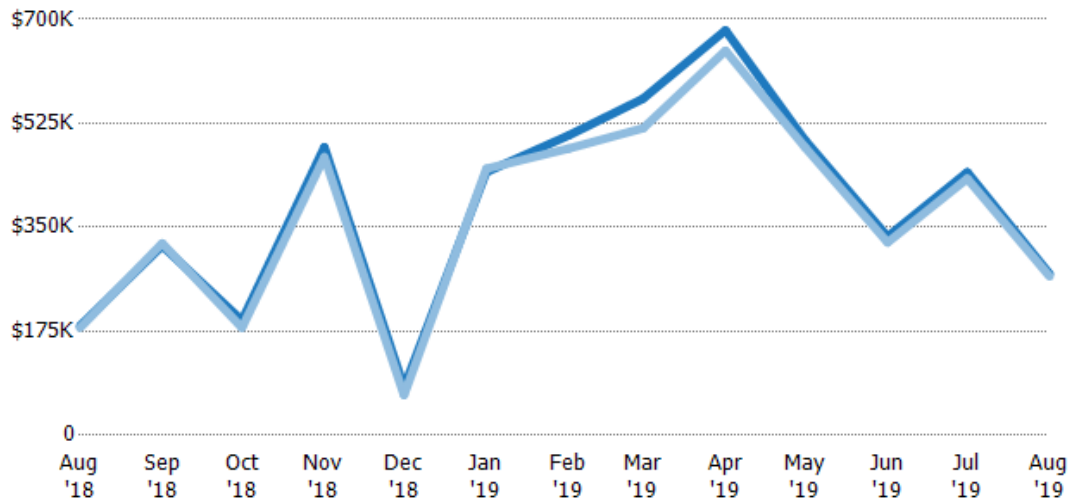
Current Year	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K	\$363K	\$283K
Prior Year	\$264K	\$171K	\$215K	\$231K	\$305K	\$308K	\$293K	\$279K	\$330K	\$325K	\$302K	\$220K	\$161K
Percent Change from Prior Year	-39%	81%	-58%	63%	-82%	62%	73%	85%	97%	54%	8%	65%	76%

## 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



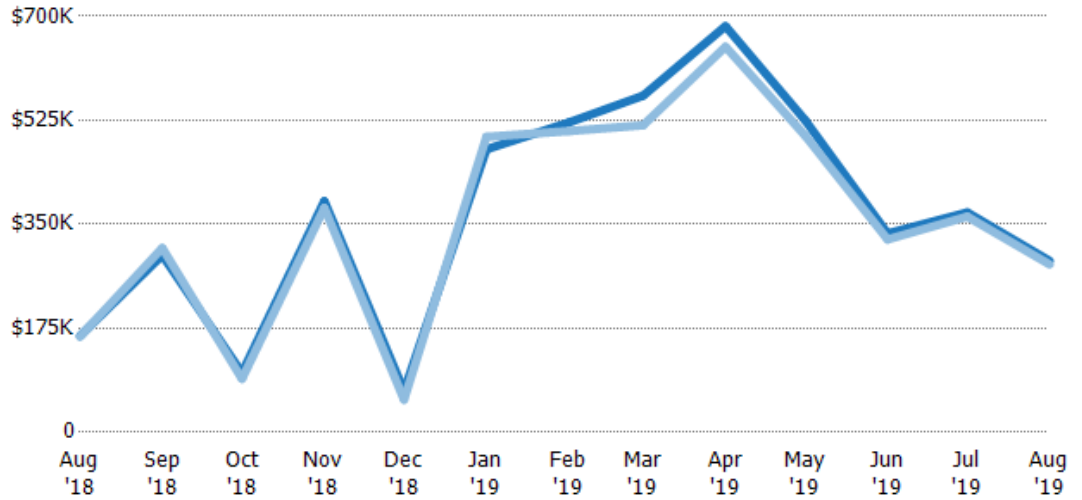
Avg List Price	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K	\$443K	\$272K
Avg Sales Price	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K	\$432K	\$267K
Avg Sales Price as a % of Avg List Price	98%	101%	94%	97%	84%	101%	96%	91%	95%	98%	97%	98%	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



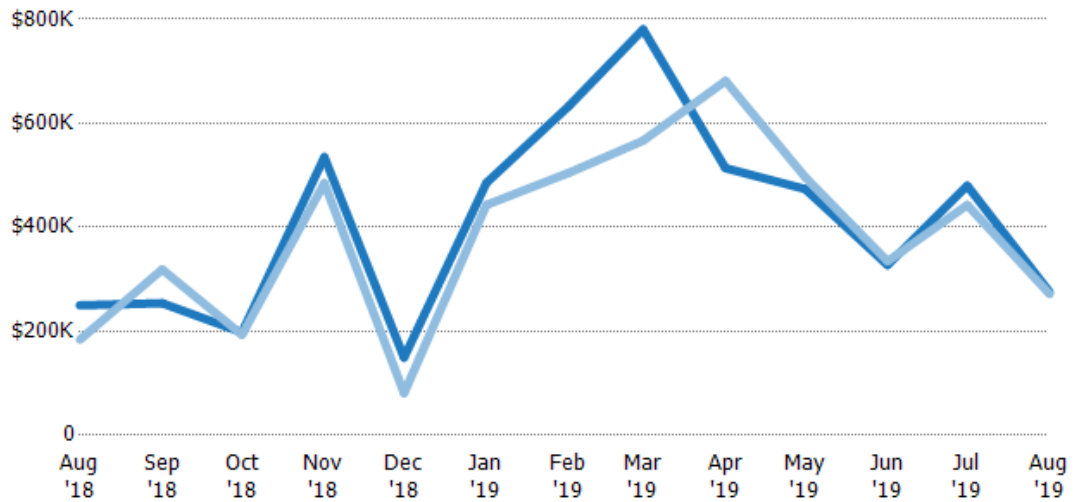
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K	\$370K	\$289K
Median Sales Price	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K	\$363K	\$283K
Med Sales Price as a % of Med List Price	99%	104%	90%	97%	79%	104%	98%	91%	95%	95%	97%	98%	98%

## 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



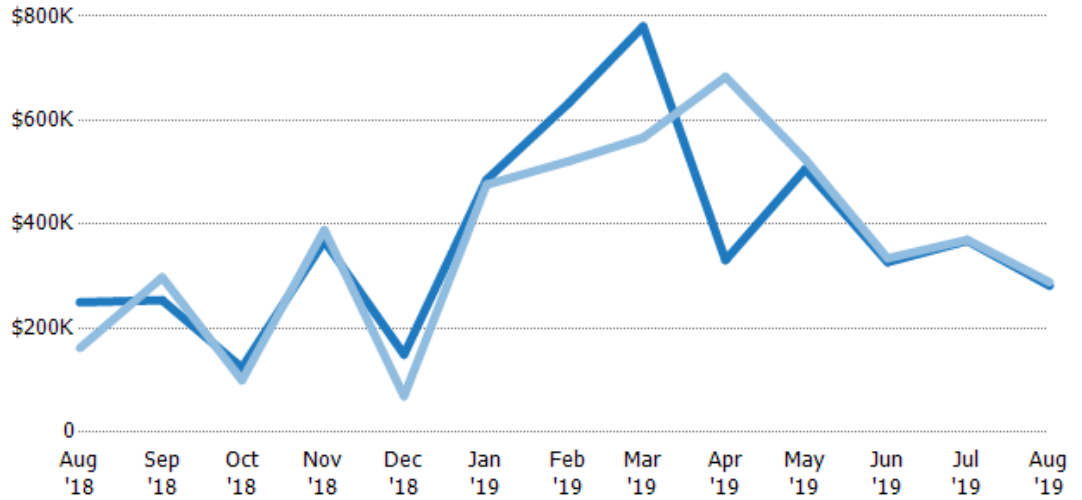
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$250K	\$254K	\$198K	\$535K	\$149K	\$485K	\$633K	\$781K	\$514K	\$474K	\$327K	\$480K	\$275K
Avg Sales Price	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K	\$443K	\$272K
Avg Sales Price as a % of Avg Est Value	74%	126%	98%	91%	54%	91%	82%	73%	133%	105%	102%	92%	99%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$250K	\$254K	\$124K	\$368K	\$149K	\$485K	\$633K	\$781K	\$331K	\$506K	\$327K	\$368K	\$282K
Median Sales Price	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K	\$370K	\$289K
Med Sales Price as a % of Med Est Value	65%	117%	81%	106%	47%	98%	85%	73%	206%	104%	102%	101%	102%