

## Summary of Key Listing and Sales Metrics

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

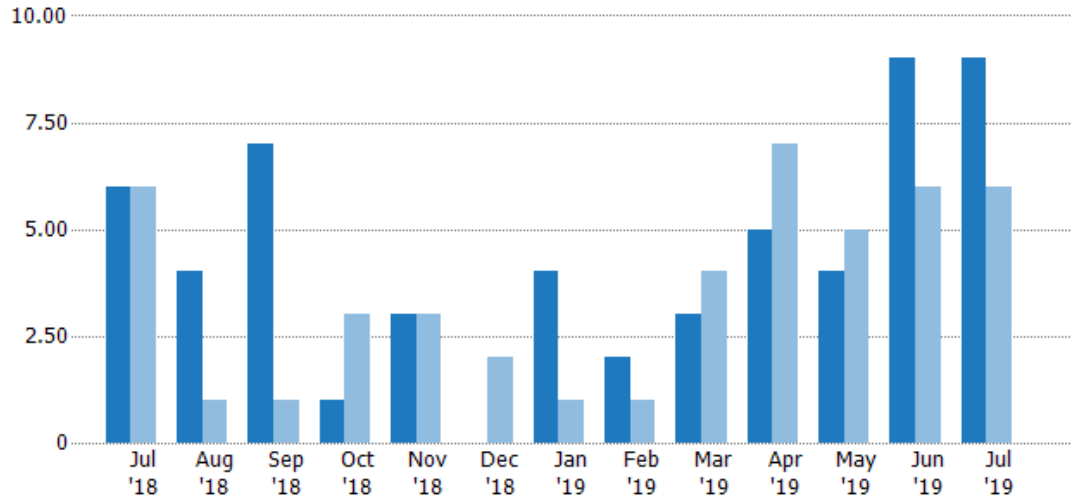
Key Metrics	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	9	6	+50%	36	30	+20%
New Listing Volume	\$3,270,400	\$1,861,400	+75.7%	\$13,705,745	\$10,821,100	+26.7%
Active Listing Count	27	25	+8%	N/A	N/A	
Active Listing Volume	\$11,466,945	\$12,771,200	-10.2%	N/A	N/A	
Average Listing Price	\$424,702	\$510,848	-16.9%	\$407,945	\$528,103	-22.8%
Median Listing Price	\$370,000	\$399,000	-7.3%	\$376,942	\$416,020	-9.4%
Median Days in RPR	111	403	-72.5%	225.23	477.83	-52.9%
Months of Inventory	13.5	4.2	+224%	7.5	5.3	+41.7%
Absorption Rate	7.41%	24%	-16.6%	13.37%	18.95%	-5.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	3	+200%	32	23	+39.1%
New Pending Sales Volume	\$3,202,500	\$928,500	+244.9%	\$12,633,700	\$6,546,200	+93%
Pending Sales Count	10	7	+42.9%	N/A	N/A	
Pending Sales Volume	\$3,152,500	\$1,494,500	+110.9%	N/A	N/A	
Closed Sales Count	7	3	+133.3%	22	23	-4.3%
Closed Sales Volume	\$3,023,541	\$1,081,900	+179.5%	\$10,541,291	\$7,401,837	+42.4%
Average Sales Price	\$431,934	\$360,633	+19.8%	\$479,150	\$321,819	+48.9%
Median Sales Price	\$363,000	\$219,900	+65.1%	\$468,330	\$292,770	+60%

## 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



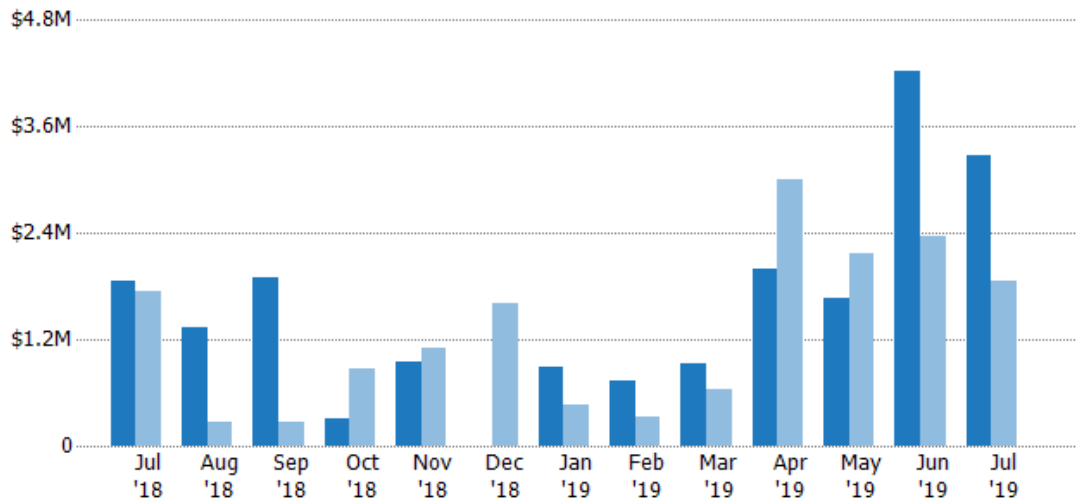
Current Year	6	4	7	1	3	-	4	2	3	5	4	9	9
Prior Year	6	1	1	3	3	2	1	1	4	7	5	6	6
Percent Change from Prior Year	0%	300%	600%	-67%	0%	-100%	300%	100%	-25%	-29%	-20%	50%	50%

## 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



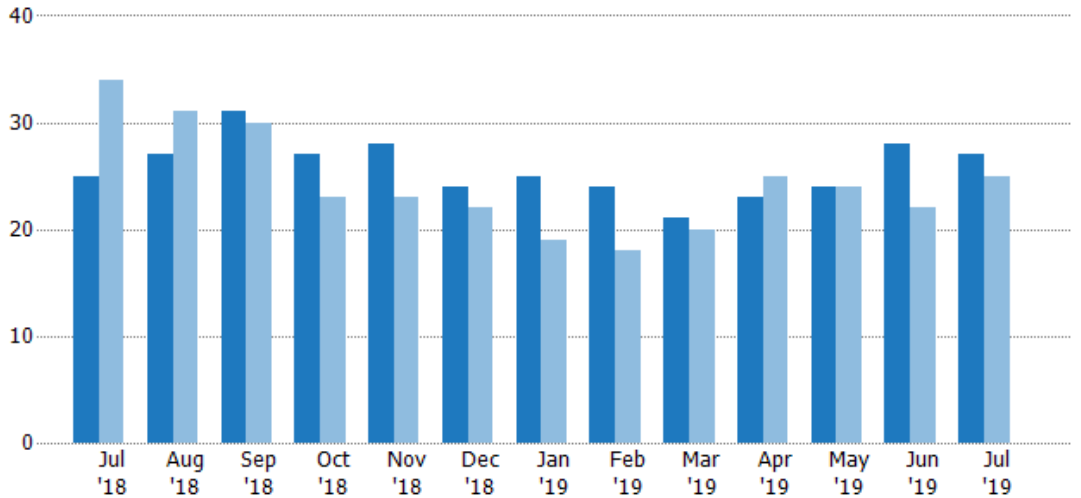
Current Year	\$1.86M	\$1.33M	\$1.9M	\$299K	\$939K	-	\$895K	\$732K	\$930K	\$1.99M	\$1.67M	\$4.22M	\$3.27M
Prior Year	\$1.73M	\$278K	\$269K	\$879K	\$1.1M	\$1.6M	\$469K	\$329K	\$632K	\$3.01M	\$2.16M	\$2.36M	\$1.86M
Percent Change from Prior Year	7%	378%	608%	-66%	-14%	-100%	91%	122%	47%	-34%	-23%	79%	76%

## 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.
Jul '19	27	8%
Jul '18	25	-26.5%
Jul '17	34	-8.8%

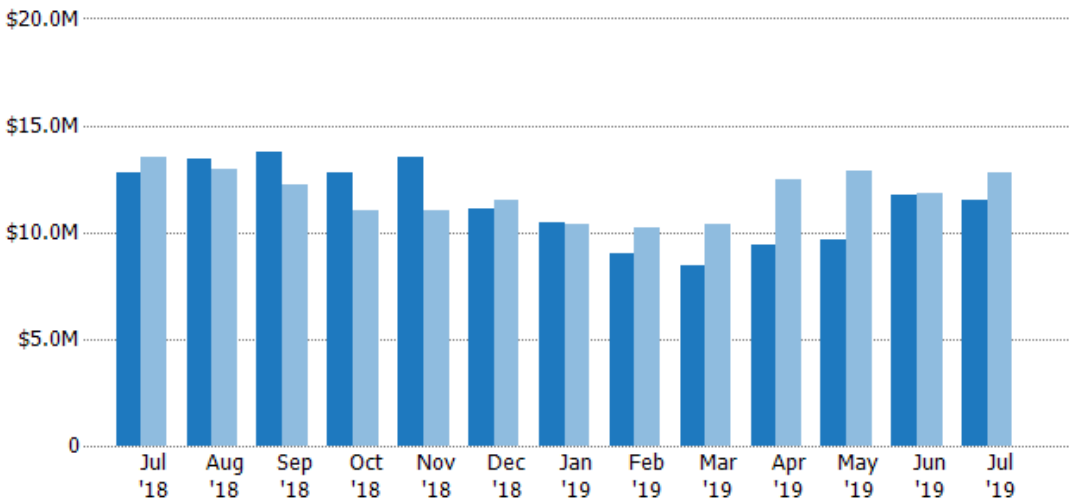
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	25	27	31	27	28	24	25	24	21	23	24	28	27
Prior Year	34	31	30	23	23	22	19	18	20	25	24	22	25
Percent Change from Prior Year	-26%	-13%	3%	17%	22%	9%	32%	33%	5%	-8%	0%	27%	8%

## 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.
Jul '19	\$11.5M	-10.2%
Jul '18	\$12.8M	-5.4%
Jul '17	\$13.5M	-23.6%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$12.8M	\$13.4M	\$13.8M	\$12.8M	\$13.5M	\$11.1M	\$10.5M	\$9.02M	\$8.4M	\$9.43M	\$9.69M	\$11.7M	\$11.5M
Prior Year	\$13.5M	\$13M	\$12.2M	\$11M	\$11.1M	\$11.5M	\$10.4M	\$10.2M	\$10.4M	\$12.4M	\$12.8M	\$11.8M	\$12.8M
Percent Change from Prior Year	-5%	4%	13%	16%	22%	-3%	1%	-11%	-19%	-24%	-25%	-1%	-10%

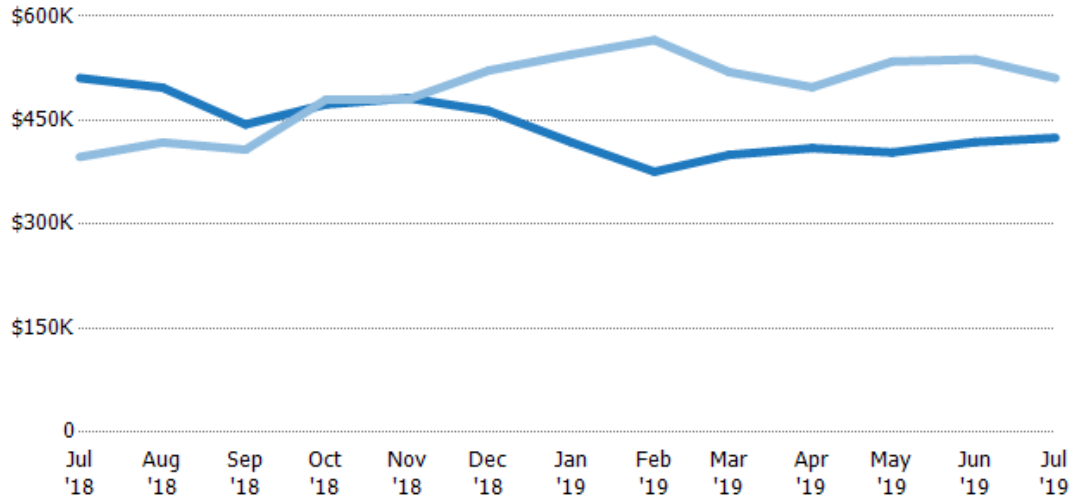
## Average Listing Price

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.
Jul '19	\$425K	-16.9%
Jul '18	\$511K	28.6%
Jul '17	\$397K	-16.2%



Current Year	\$511K	\$497K	\$444K	\$473K	\$482K	\$464K	\$418K	\$376K	\$400K	\$410K	\$404K	\$418K	\$425K
Prior Year	\$397K	\$418K	\$408K	\$480K	\$481K	\$522K	\$545K	\$566K	\$519K	\$498K	\$535K	\$538K	\$511K
Percent Change from Prior Year	29%	19%	9%	-1%	0%	-11%	-23%	-34%	-23%	-18%	-25%	-22%	-17%

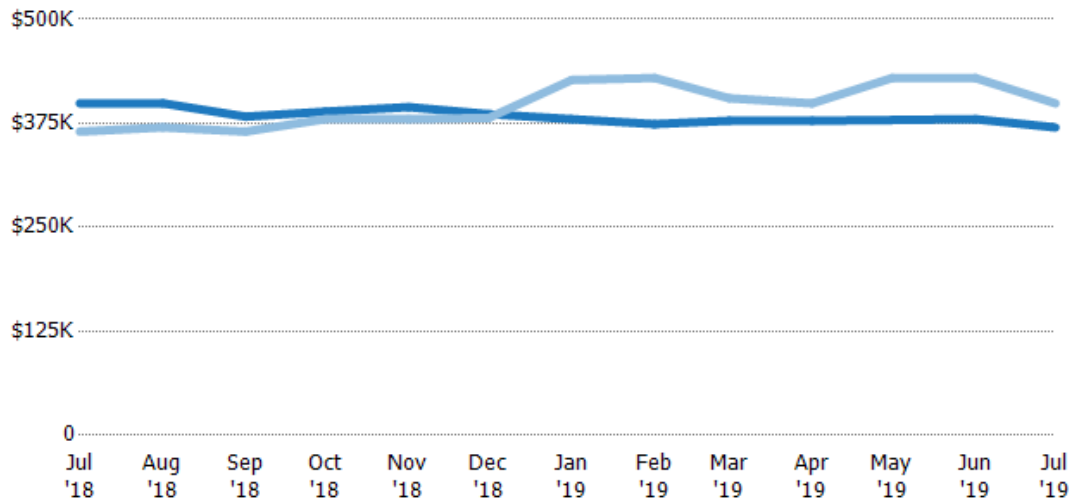
## Median Listing Price

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.
Jul '19	\$370K	-7.3%
Jul '18	\$399K	9.3%
Jul '17	\$365K	0%



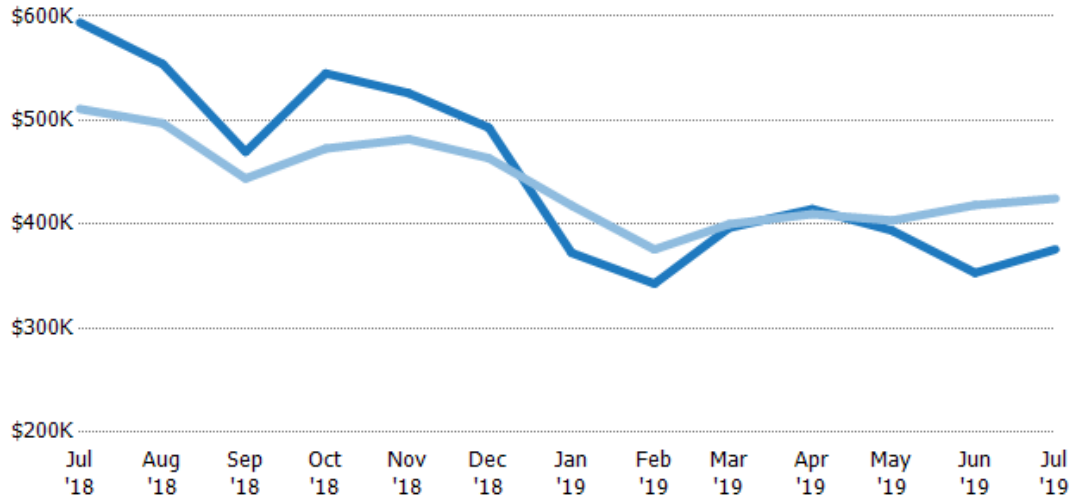
Current Year	\$399K	\$399K	\$383K	\$389K	\$394K	\$386K	\$380K	\$374K	\$378K	\$378K	\$379K	\$380K	\$370K
Prior Year	\$365K	\$370K	\$365K	\$380K	\$380K	\$382K	\$427K	\$430K	\$405K	\$399K	\$430K	\$430K	\$399K
Percent Change from Prior Year	9%	8%	5%	2%	4%	1%	-11%	-13%	-7%	-5%	-12%	-12%	-7%

## 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



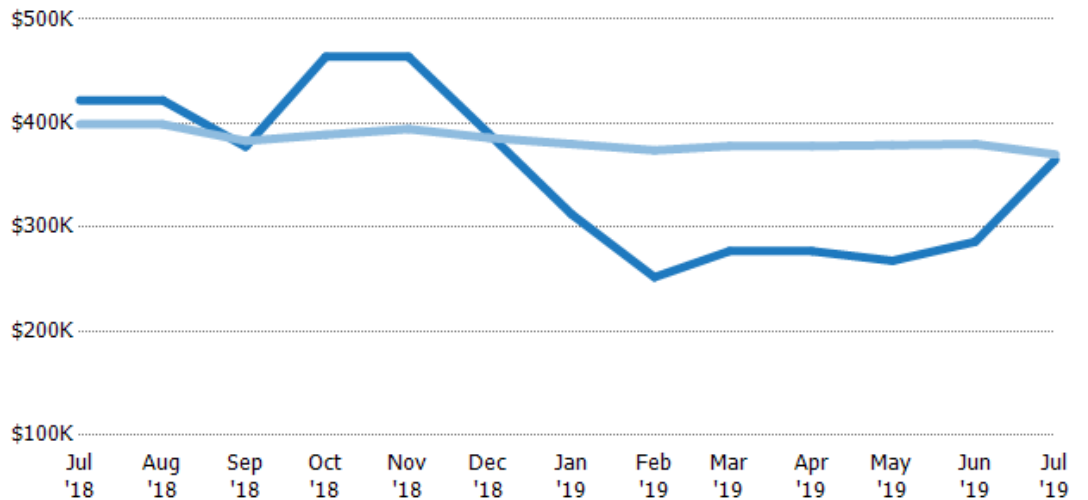
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$594K	\$554K	\$470K	\$545K	\$526K	\$493K	\$372K	\$343K	\$397K	\$415K	\$394K	\$353K	\$376K
Avg Listing Price	\$511K	\$497K	\$444K	\$473K	\$482K	\$464K	\$418K	\$376K	\$400K	\$410K	\$404K	\$418K	\$425K
Avg Listing Price as a % of Avg Est Value	86%	90%	95%	87%	92%	94%	112%	110%	101%	99%	102%	118%	113%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$422K	\$422K	\$378K	\$464K	\$464K	\$390K	\$313K	\$252K	\$277K	\$277K	\$268K	\$286K	\$365K
Median Listing Price	\$399K	\$399K	\$383K	\$389K	\$394K	\$386K	\$380K	\$374K	\$378K	\$378K	\$379K	\$380K	\$370K
Med Listing Price as a % of Med Est Value	95%	95%	101%	84%	85%	99%	122%	148%	136%	136%	142%	133%	101%

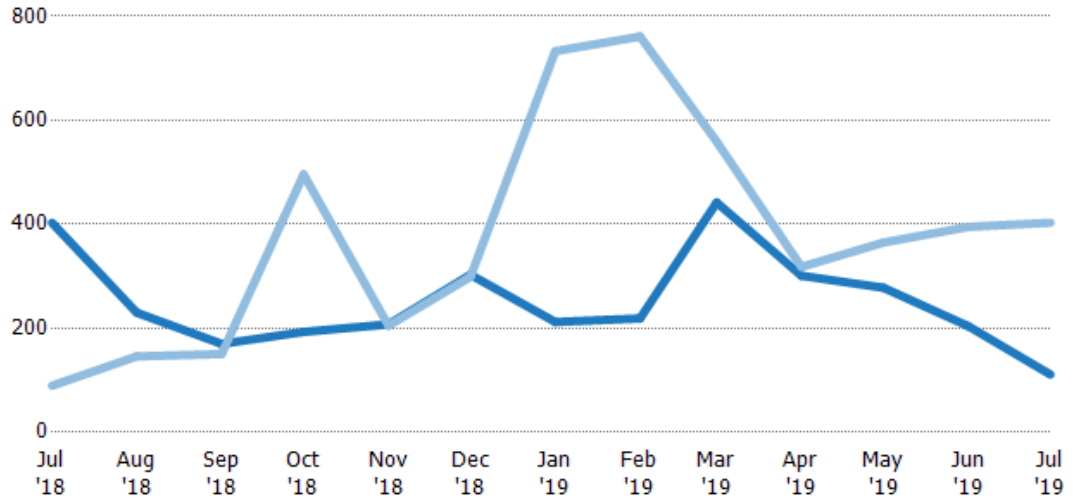
## Median Days in RPR

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.
Jul '19	111	-72.5%
Jul '18	403	350.3%
Jul '17	89.5	105.6%



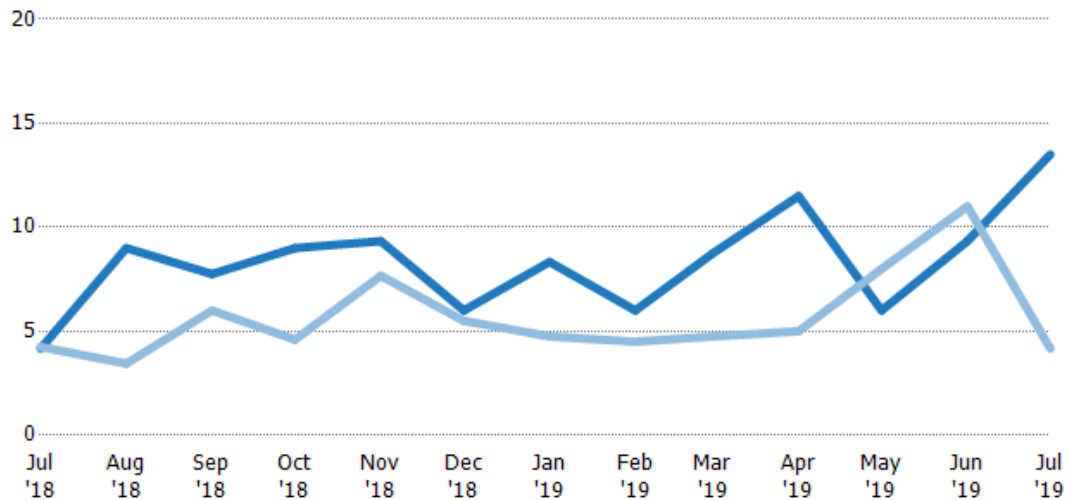
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	403	230	170	193	208	303	212	219	442	301	278	204	111
Prior Year	89.5	146	151	496	205	299	733	761	559	318	365	395	403
Percent Change from Prior Year	350%	58%	13%	-61%	1%	1%	-71%	-71%	-21%	-5%	-24%	-48%	-72%

## 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



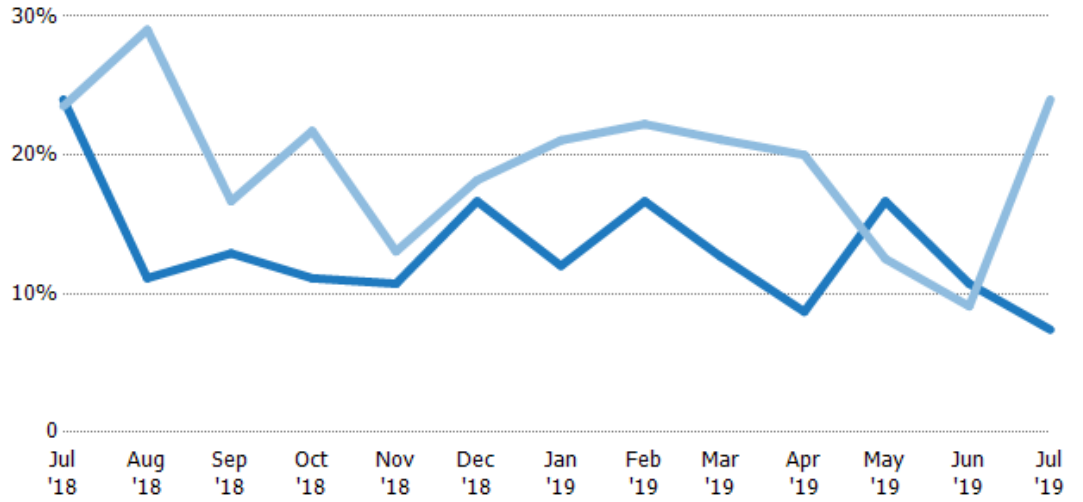
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	4.17	9	7.75	9	9.33	6	8.33	6	8.75	11.5	6	9.33	13.5
Prior Year	4.25	3.44	6	4.6	7.67	5.5	4.75	4.5	4.75	5	8	11	4.17
Percent Change from Prior Year	-2%	161%	29%	96%	22%	9%	75%	33%	82%	130%	-25%	-15%	224%

## 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



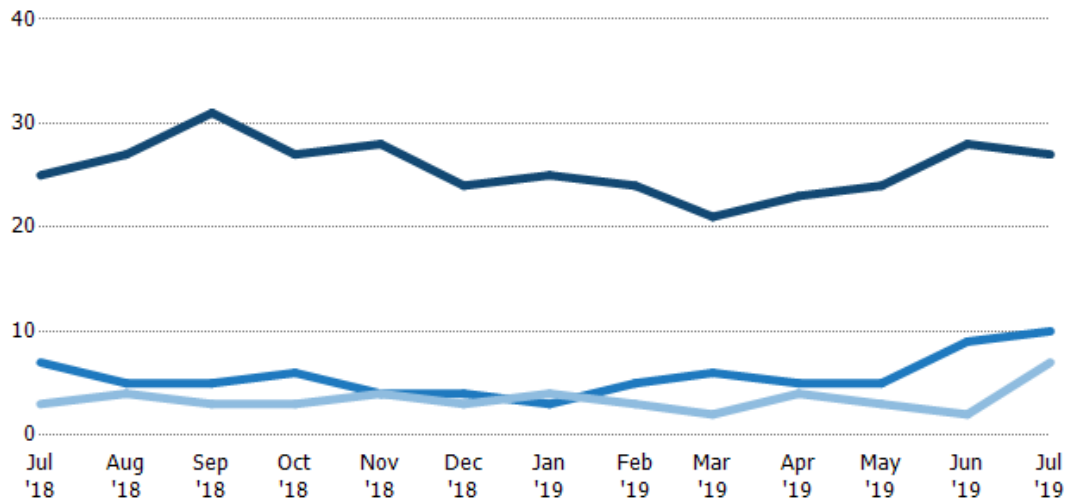
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	24%	11%	13%	11%	11%	17%	12%	17%	13%	9%	17%	11%	7%
Prior Year	24%	29%	17%	22%	13%	18%	21%	22%	21%	20%	13%	9%	24%
Change from Prior Year	0%	18%	4%	11%	2%	2%	9%	6%	8%	11%	-4%	-2%	17%

## 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



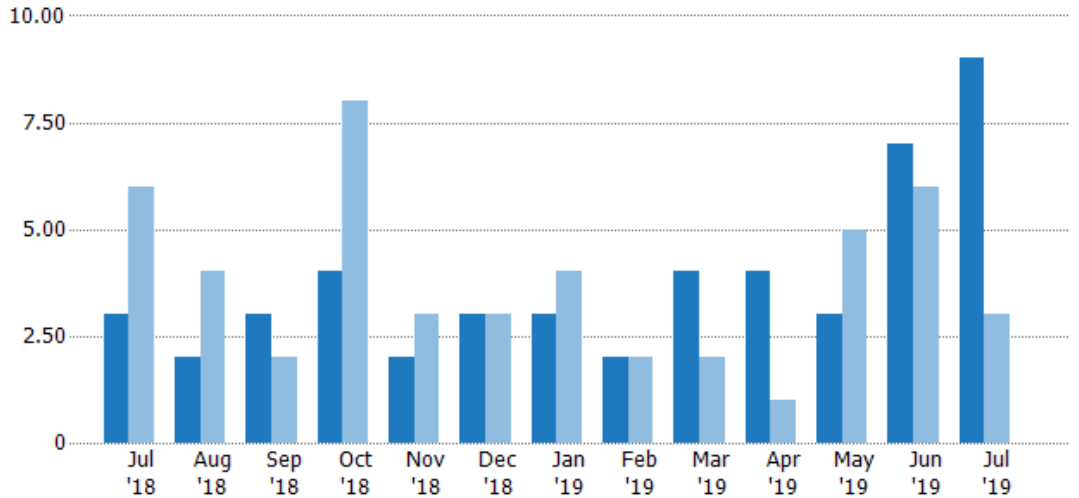
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	25	27	31	27	28	24	25	24	21	23	24	28	27
Pending	7	5	5	6	4	4	3	5	6	5	5	9	10
Sold	3	4	3	3	4	3	4	3	2	4	3	2	7

## 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



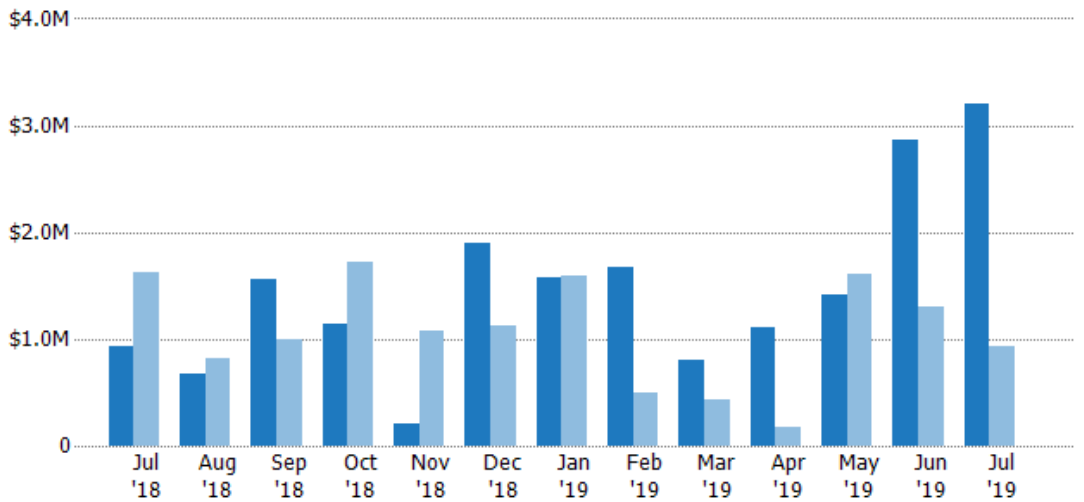
Month/Year	Count	% Chg.
Jul '19	9	200%
Jul '18	3	-50%
Jul '17	6	0%

## 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.
Jul '19	\$3.2M	244.9%
Jul '18	\$929K	-42.6%
Jul '17	\$1.62M	-20.4%



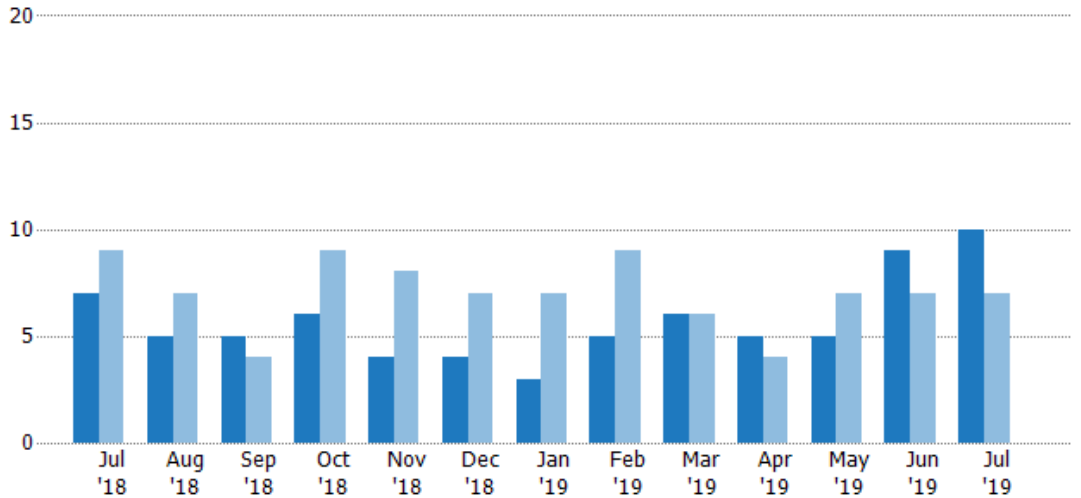
## Pending Sales

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.
Jul '19	10	42.9%
Jul '18	7	-22.2%
Jul '17	9	33.3%



Current Year	7	5	5	6	4	4	3	5	6	5	5	9	10
Prior Year	9	7	4	9	8	7	7	9	6	4	7	7	7
Percent Change from Prior Year	-22%	-29%	25%	-33%	-50%	-43%	-57%	-44%	0%	25%	-29%	29%	43%

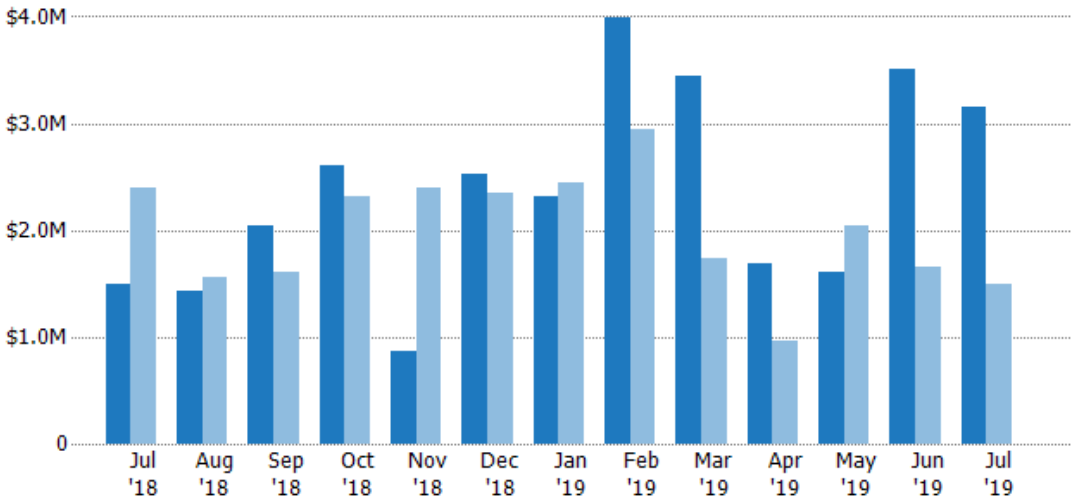
## Pending Sales Volume

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.
Jul '19	\$3.15M	110.9%
Jul '18	\$1.49M	-37.6%
Jul '17	\$2.4M	63.8%



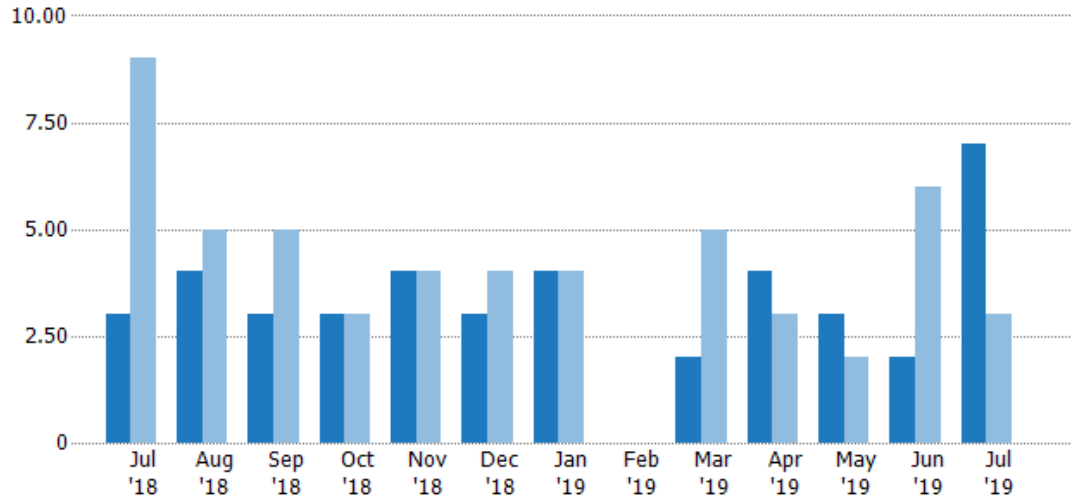
Current Year	\$1.49M	\$1.44M	\$2.04M	\$2.6M	\$872K	\$2.52M	\$2.32M	\$4M	\$3.44M	\$1.68M	\$1.6M	\$3.5M	\$3.15M
Prior Year	\$2.4M	\$1.56M	\$1.61M	\$2.31M	\$2.4M	\$2.36M	\$2.45M	\$2.95M	\$1.74M	\$964K	\$2.04M	\$1.65M	\$1.49M
Percent Change from Prior Year	-38%	-8%	27%	12%	-64%	7%	-5%	35%	97%	74%	-21%	112%	111%

## 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



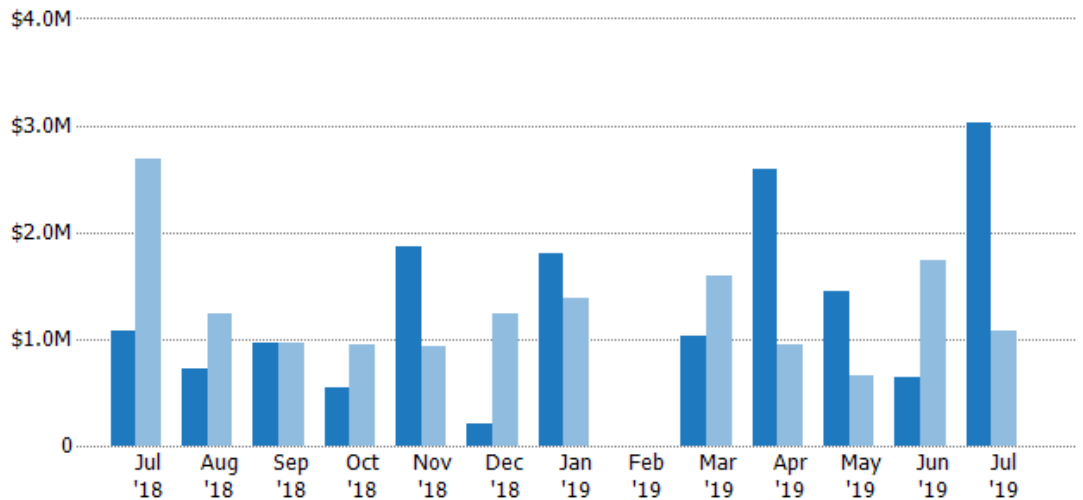
Current Year	3	4	3	3	4	3	4	-	2	4	3	2	7
Prior Year	9	5	5	3	4	4	4	-	5	3	2	6	3
Percent Change from Prior Year	-67%	-20%	-40%	0%	0%	-25%	0%	-	-60%	33%	50%	-67%	133%

## 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



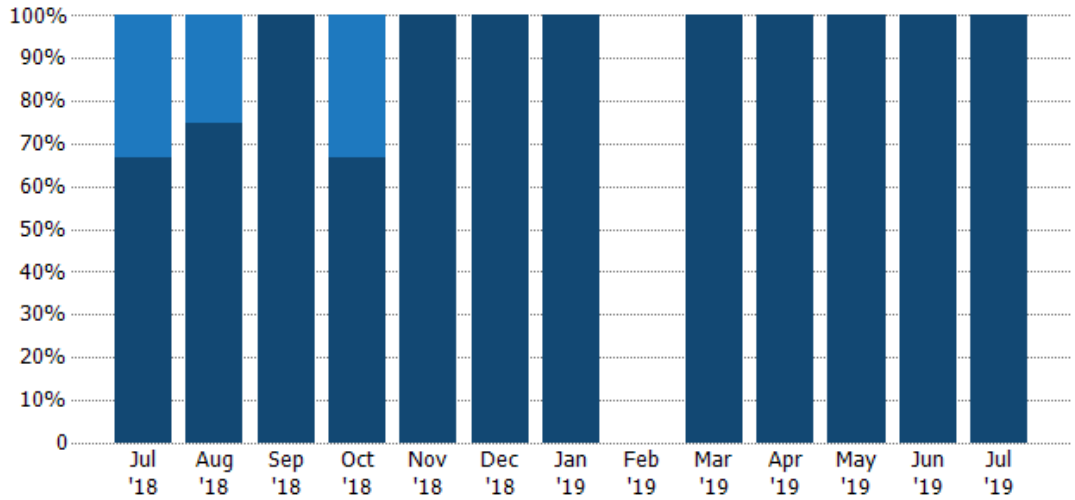
Current Year	\$1.08M	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.79M	-	\$1.03M	\$2.59M	\$1.45M	\$649K	\$3.02M
Prior Year	\$2.69M	\$1.24M	\$956K	\$952K	\$928K	\$1.23M	\$1.39M	-	\$1.59M	\$955K	\$650K	\$1.74M	\$1.08M
Percent Change from Prior Year	-60%	-42%	1%	-43%	102%	-84%	30%	-	-35%	171%	124%	-63%	179%

## 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



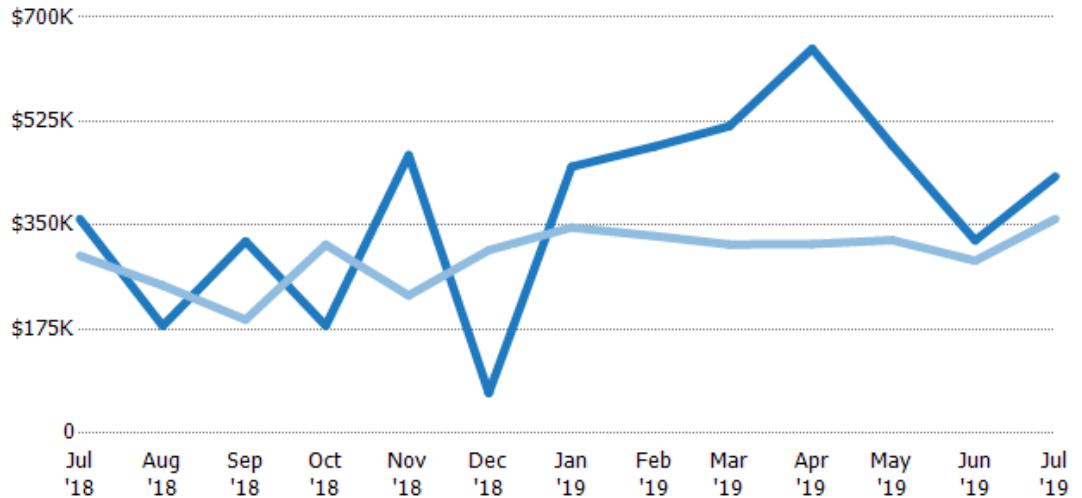
Condo/Townhouse	33%	25%	-	33%	-	-	-	-	-	-	-	-	-
Single Family Residence	67%	75%	100%	67%	100%	100%	100%	-	100%	100%	100%	100%	100%

## 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



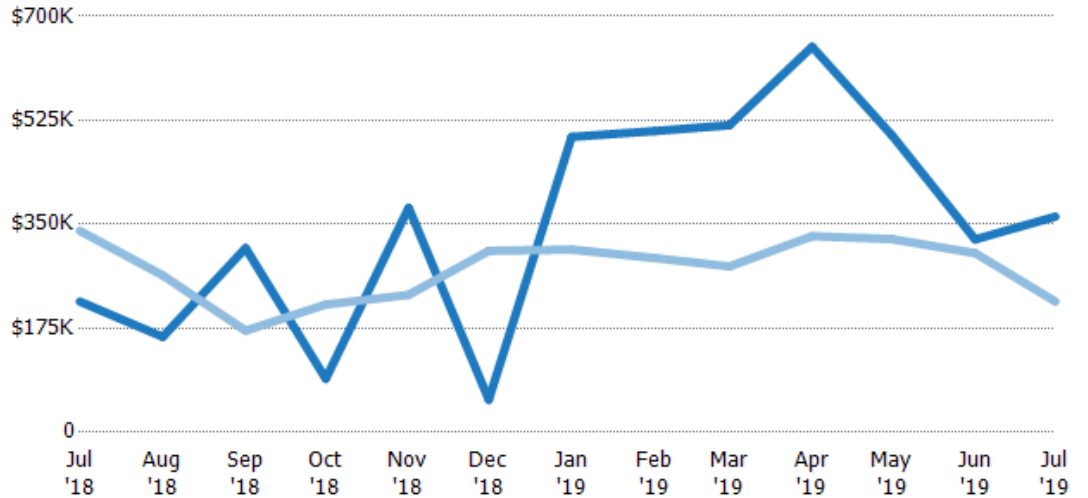
Current Year	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K	\$432K
Prior Year	\$299K	\$249K	\$191K	\$317K	\$232K	\$308K	\$346K	\$332K	\$318K	\$318K	\$325K	\$290K	\$361K
Percent Change from Prior Year	21%	-27%	69%	-43%	102%	-78%	30%	46%	63%	103%	49%	12%	20%

## 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



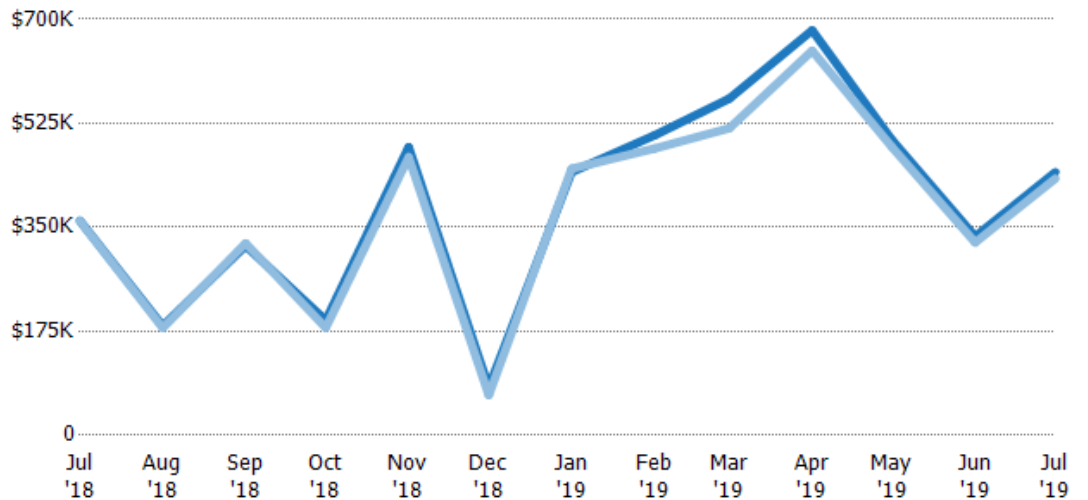
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K	\$363K
Prior Year	\$339K	\$264K	\$171K	\$215K	\$231K	\$305K	\$308K	\$293K	\$279K	\$330K	\$325K	\$302K	\$220K
Percent Change from Prior Year	-35%	-39%	81%	-58%	63%	-82%	62%	73%	85%	97%	54%	8%	65%

## 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



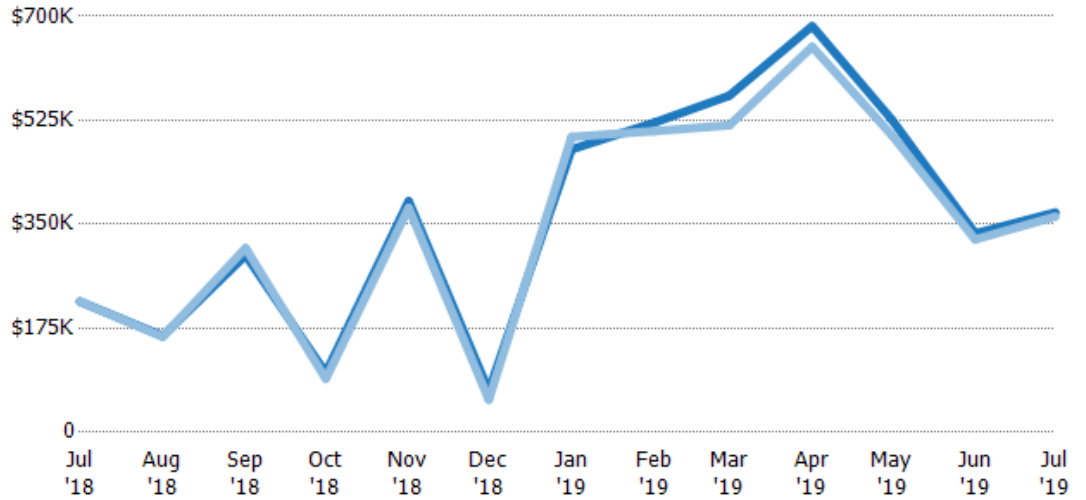
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K	\$443K
Avg Sales Price	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K	\$432K
Avg Sales Price as a % of Avg List Price	100%	98%	101%	94%	97%	84%	101%	96%	91%	95%	98%	97%	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



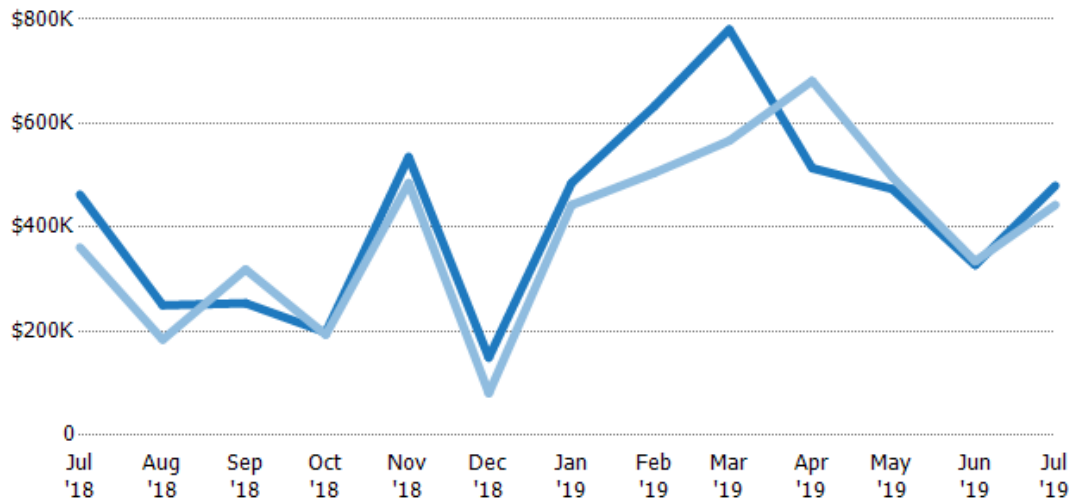
Median List Price	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K	\$370K
Median Sales Price	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K	\$363K
Med Sales Price as a % of Med List Price	100%	99%	104%	90%	97%	79%	104%	98%	91%	95%	95%	97%	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



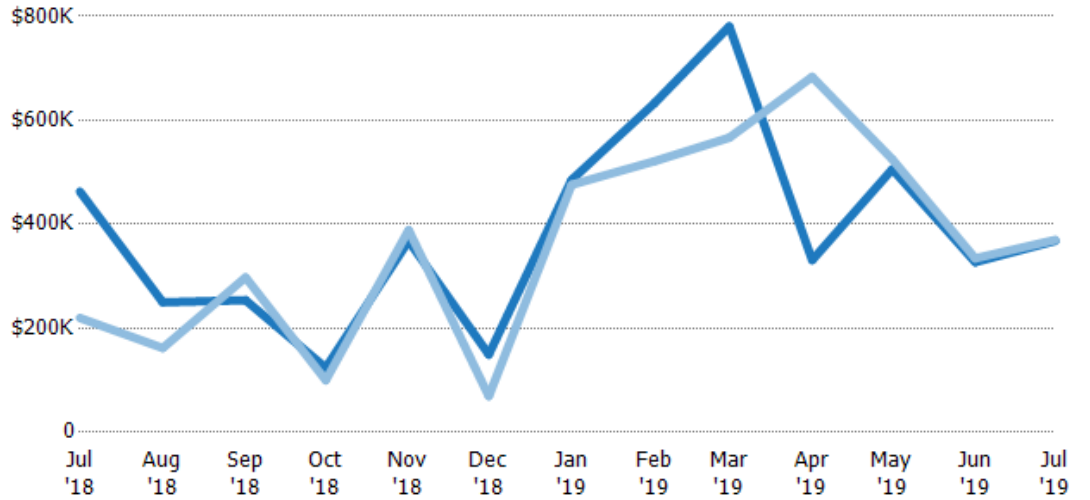
Avg Est Value	\$463K	\$250K	\$254K	\$198K	\$535K	\$149K	\$485K	\$633K	\$781K	\$514K	\$474K	\$327K	\$480K
Avg Sales Price	\$361K	\$184K	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K	\$443K
Avg Sales Price as a % of Avg Est Value	78%	74%	126%	98%	91%	54%	91%	82%	73%	133%	105%	102%	92%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$463K	\$250K	\$254K	\$124K	\$368K	\$149K	\$485K	\$633K	\$781K	\$331K	\$506K	\$327K	\$368K
Median Sales Price	\$220K	\$162K	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K	\$370K
Med Sales Price as a % of Med Est Value	48%	65%	117%	81%	106%	47%	98%	85%	73%	206%	104%	102%	101%