

Summary of Key Listing and Sales Metrics

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

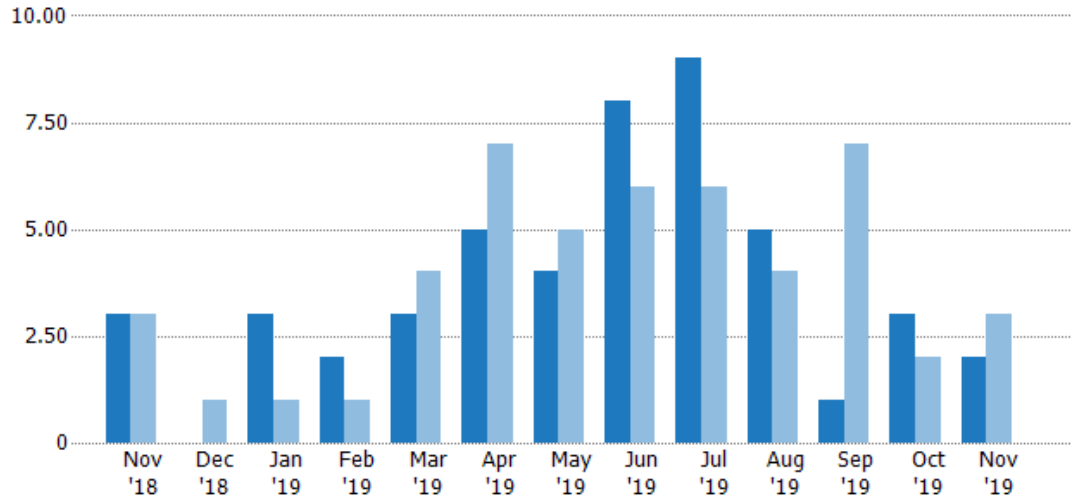
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	3	-33.3%	45	46	-2.2%
New Listing Volume	\$810,000	\$926,000	-12.5%	\$16,668,345	\$15,588,400	+6.9%
Active Listing Count	17	29	-41.4%	N/A	N/A	
Active Listing Volume	\$7,027,595	\$13,788,200	-49%	N/A	N/A	
Average Listing Price	\$413,388	\$475,455	-13.1%	\$419,428	\$497,508	-15.7%
Median Listing Price	\$383,000	\$389,000	-1.5%	\$386,045	\$404,116	-4.5%
Median Days in RPR	332	203	+63.5%	237.54	384.05	-38.1%
Months of Inventory	2.4	9.7	-74.9%	6.6	6.1	+8.2%
Absorption Rate	41.18%	10.34%	+30.8%	15.23%	16.48%	-1.3%
Sales Activity Charts Metrics						
New Pending Sales Count	2	2	+/-	50	34	+47.1%
New Pending Sales Volume	\$705,000	\$214,400	+228.8%	\$19,756,650	\$10,136,500	+94.9%
Pending Sales Count	6	4	+50%	N/A	N/A	
Pending Sales Volume	\$3,017,800	\$872,300	+246%	N/A	N/A	
Closed Sales Count	1	4	-75%	39	37	+5.4%
Closed Sales Volume	\$350,000	\$1,872,500	-81.3%	\$15,870,791	\$11,508,837	+37.9%
Average Sales Price	\$350,000	\$468,125	-25.2%	\$406,943	\$311,050	+30.8%
Median Sales Price	\$350,000	\$377,750	-7.3%	\$387,006	\$272,614	+42%

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



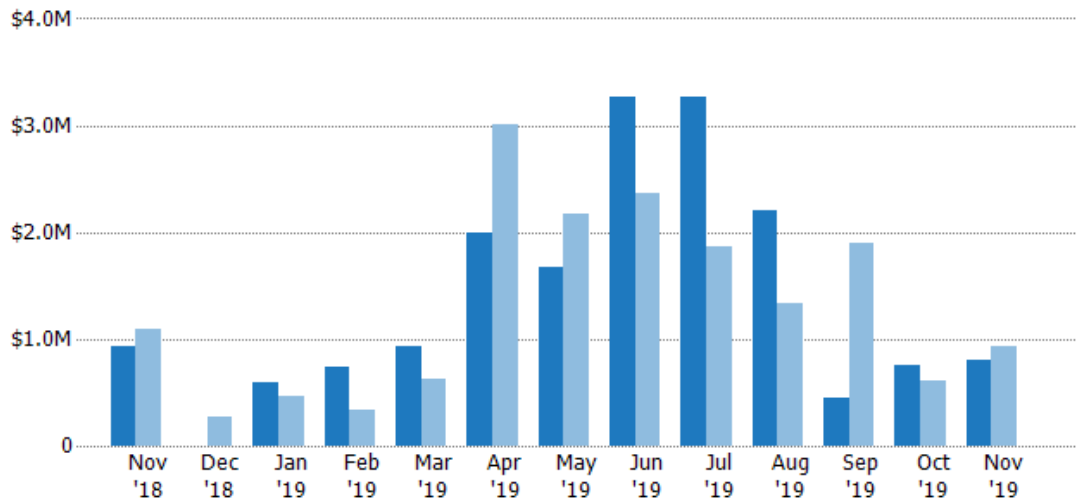
Current Year	3	-	3	2	3	5	4	8	9	5	1	3	2
Prior Year	3	1	1	1	4	7	5	6	6	4	7	2	3
Percent Change from Prior Year	0%	-100%	200%	100%	-25%	-29%	-20%	33%	50%	25%	-86%	50%	-33%

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



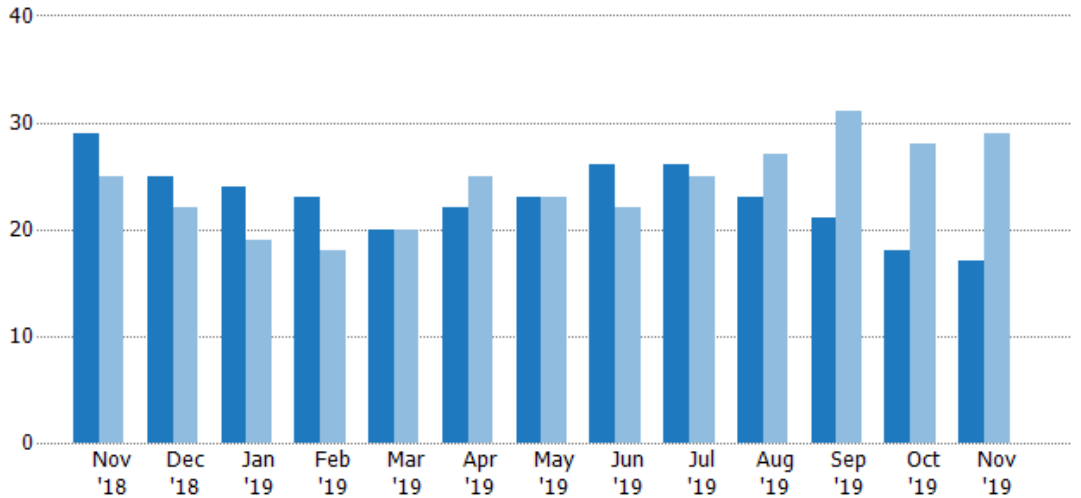
Current Year	\$926K	-	\$595K	\$732K	\$930K	\$1.99M	\$1.67M	\$3.26M	\$3.27M	\$2.2M	\$455K	\$752K	\$810K
Prior Year	\$1.1M	\$279K	\$469K	\$329K	\$632K	\$3.01M	\$2.16M	\$2.36M	\$1.86M	\$1.33M	\$1.9M	\$609K	\$926K
Percent Change from Prior Year	-16%	-100%	27%	122%	47%	-34%	-23%	38%	76%	66%	-76%	23%	-13%

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



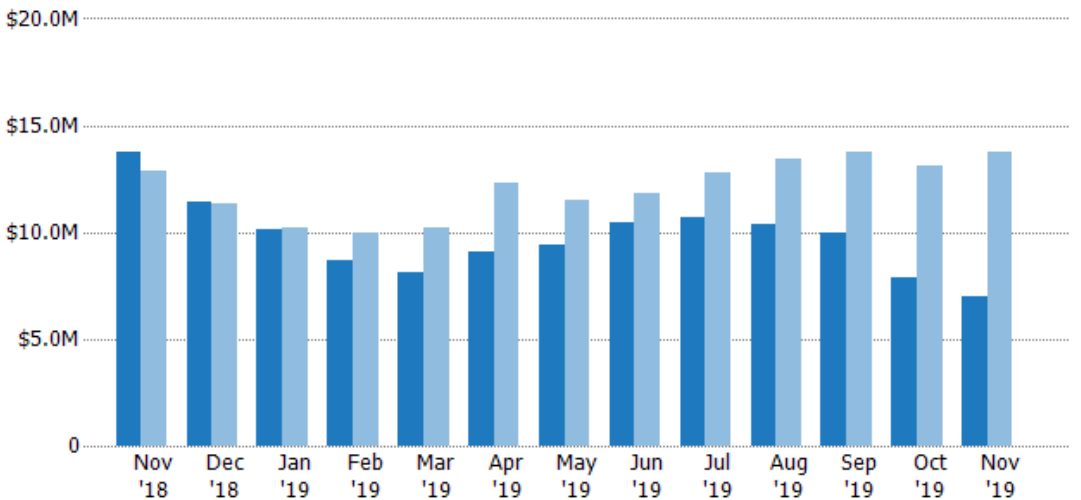
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	29	25	24	23	20	22	23	26	26	23	21	18	17
Prior Year	25	22	19	18	20	25	23	22	25	27	31	28	29
Percent Change from Prior Year	16%	14%	26%	28%	0%	-12%	0%	18%	4%	-15%	-32%	-36%	-41%

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$13.8M	\$11.4M	\$10.1M	\$8.71M	\$8.09M	\$9.11M	\$9.37M	\$10.4M	\$10.7M	\$10.4M	\$10M	\$7.9M	\$7.03M
Prior Year	\$12.9M	\$11.3M	\$10.2M	\$10M	\$10.2M	\$12.3M	\$11.5M	\$11.8M	\$12.8M	\$13.4M	\$13.8M	\$13.1M	\$13.8M
Percent Change from Prior Year	7%	1%	0%	-13%	-21%	-26%	-19%	-12%	-16%	-23%	-27%	-40%	-49%

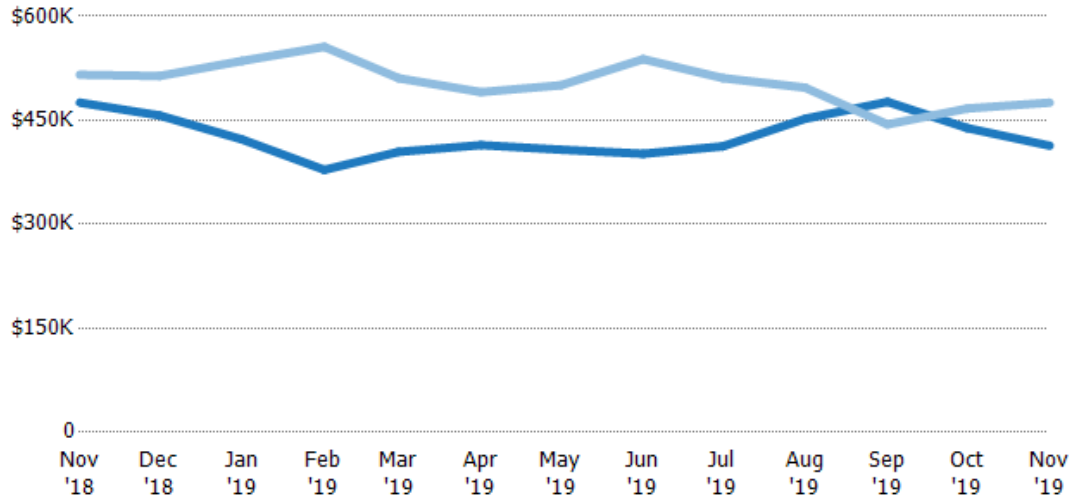
Average Listing Price

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.
Nov '19	\$413K	-13.1%
Nov '18	\$475K	-7.8%
Nov '17	\$516K	-31.5%



Current Year	\$475K	\$457K	\$422K	\$378K	\$404K	\$414K	\$408K	\$402K	\$412K	\$452K	\$477K	\$439K	\$413K
Prior Year	\$516K	\$514K	\$536K	\$556K	\$511K	\$491K	\$501K	\$538K	\$511K	\$497K	\$444K	\$467K	\$475K
Percent Change from Prior Year	-8%	-11%	-21%	-32%	-21%	-16%	-19%	-25%	-19%	-9%	7%	-6%	-13%

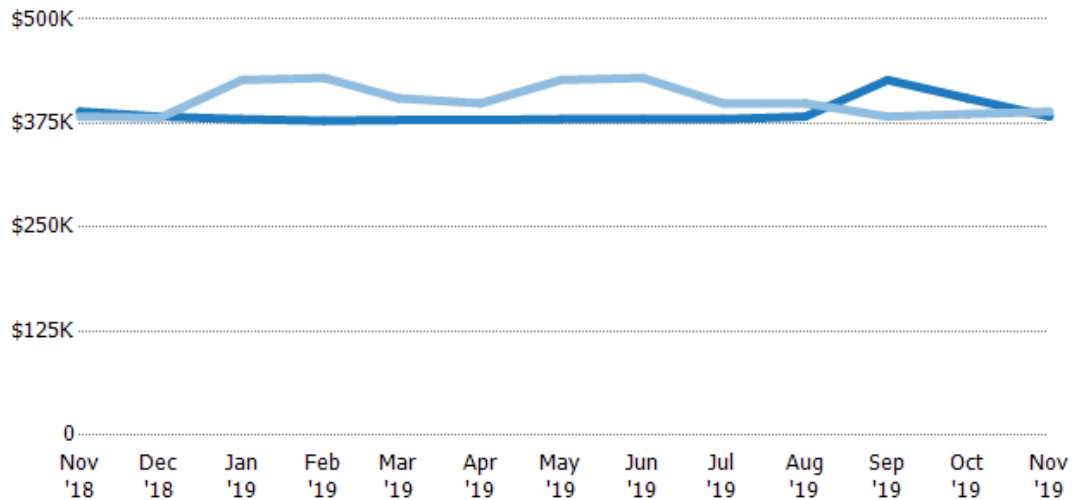
Median Listing Price

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.
Nov '19	\$383K	-1.5%
Nov '18	\$389K	1.6%
Nov '17	\$383K	-4%



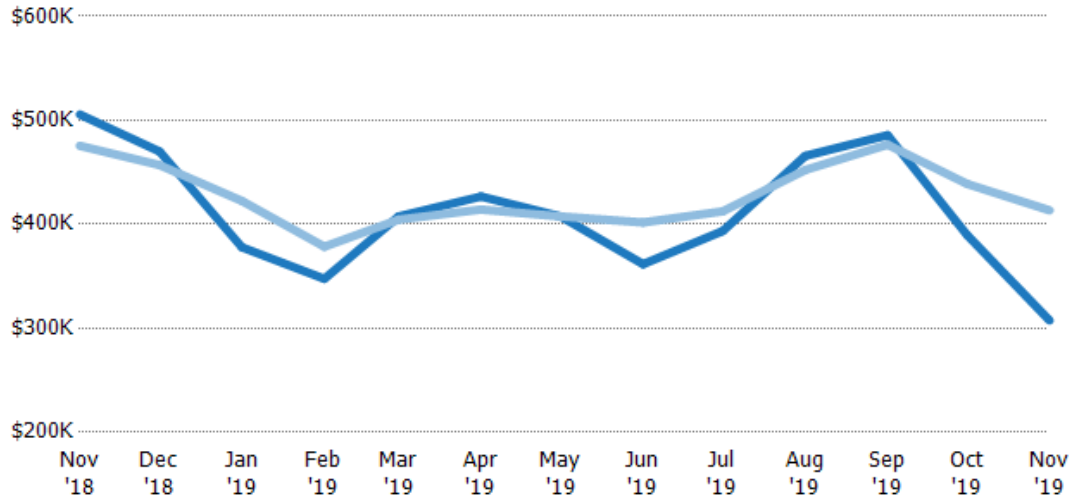
Current Year	\$389K	\$383K	\$380K	\$378K	\$379K	\$379K	\$380K	\$380K	\$380K	\$383K	\$427K	\$405K	\$383K
Prior Year	\$383K	\$382K	\$427K	\$430K	\$405K	\$399K	\$427K	\$430K	\$399K	\$399K	\$383K	\$386K	\$389K
Percent Change from Prior Year	2%	0%	-11%	-12%	-6%	-5%	-11%	-12%	-5%	-4%	11%	5%	-2%

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



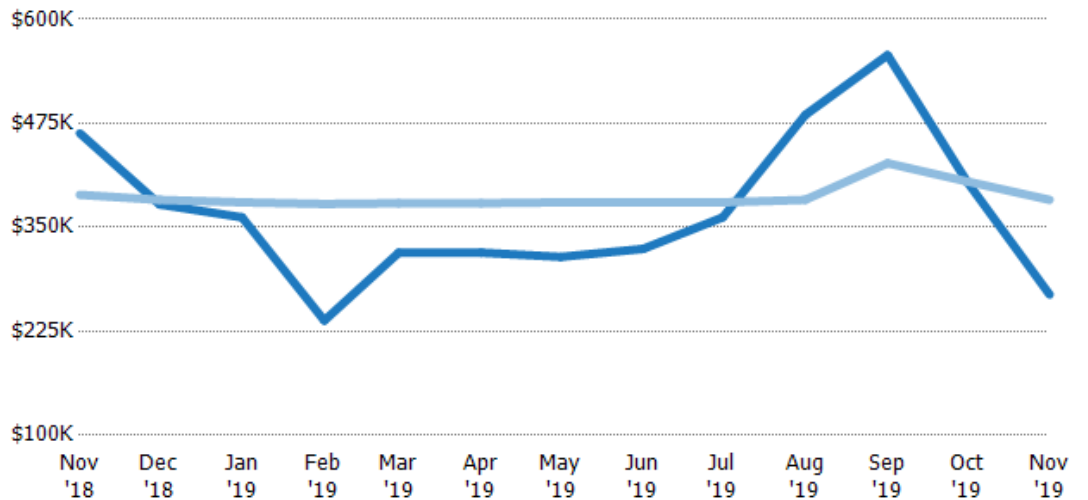
Avg Est Value	\$506K	\$470K	\$378K	\$348K	\$408K	\$427K	\$407K	\$362K	\$394K	\$466K	\$486K	\$389K	\$307K
Avg Listing Price	\$475K	\$457K	\$422K	\$378K	\$404K	\$414K	\$408K	\$402K	\$412K	\$452K	\$477K	\$439K	\$413K
Avg Listing Price as a % of Avg Est Value	94%	97%	112%	109%	99%	97%	100%	111%	105%	97%	98%	113%	134%

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	\$463K	\$378K	\$362K	\$238K	\$320K	\$320K	\$314K	\$324K	\$362K	\$485K	\$557K	\$404K	\$269K
Median Listing Price	\$389K	\$383K	\$380K	\$378K	\$379K	\$379K	\$380K	\$380K	\$380K	\$383K	\$427K	\$405K	\$383K
Med Listing Price as a % of Med Est Value	84%	101%	105%	159%	119%	119%	121%	117%	105%	79%	77%	100%	142%

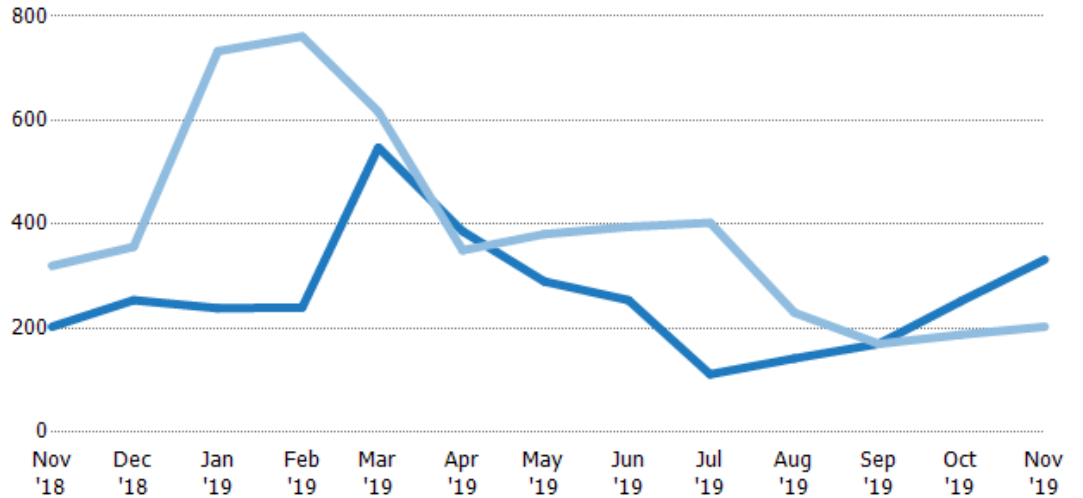
Median Days in RPR

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.
Nov '19	332	63.5%
Nov '18	203	-36.6%
Nov '17	320	-4.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	203	254	239	240	548	387	290	254	112	142	170	252	332
Prior Year	320	357	733	761	617	350	381	395	403	230	170	188	203
Percent Change from Prior Year	-37%	-29%	-67%	-68%	-11%	10%	-24%	-36%	-72%	-38%	0%	34%	64%

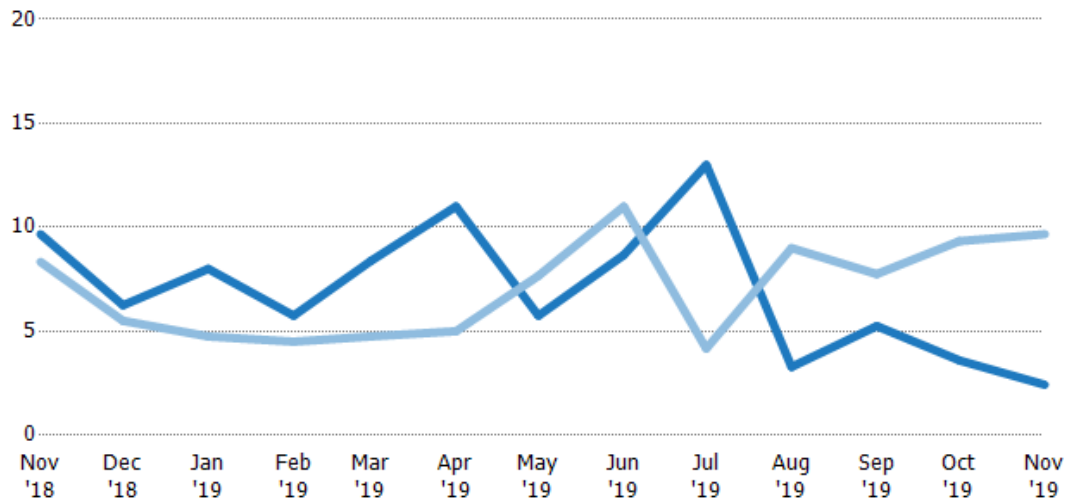
Months of Inventory

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.
Nov '19	2.43	-75%
Nov '18	8.33	16%



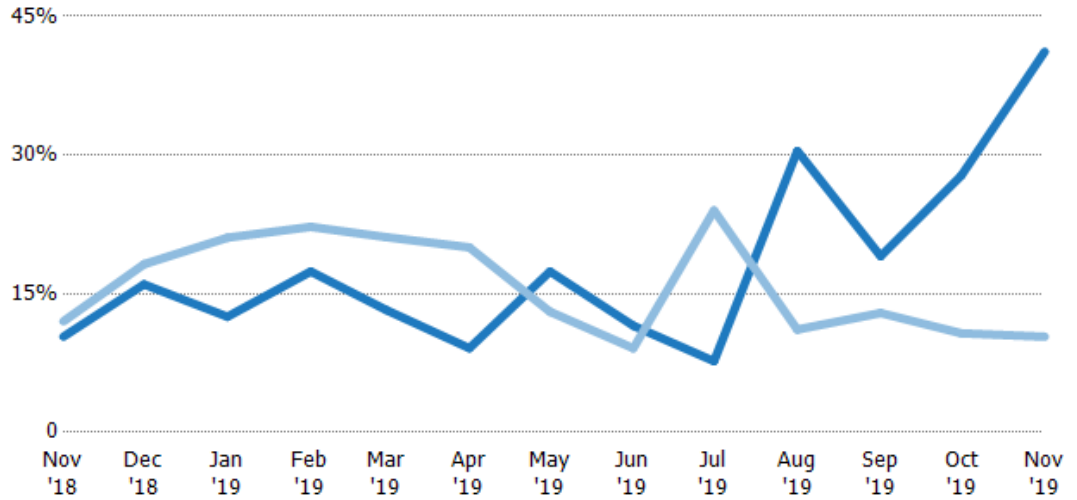
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	9.67	6.25	8	5.75	8.38	11	5.75	8.67	13	3.29	5.25	3.6	2.43
Prior Year	8.33	5.5	4.75	4.5	4.75	5	7.67	11	4.17	9	7.75	9.33	9.67
Percent Change from Prior Year	16%	14%	68%	28%	74%	120%	-25%	-21%	212%	-63%	-32%	-61%	-75%

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



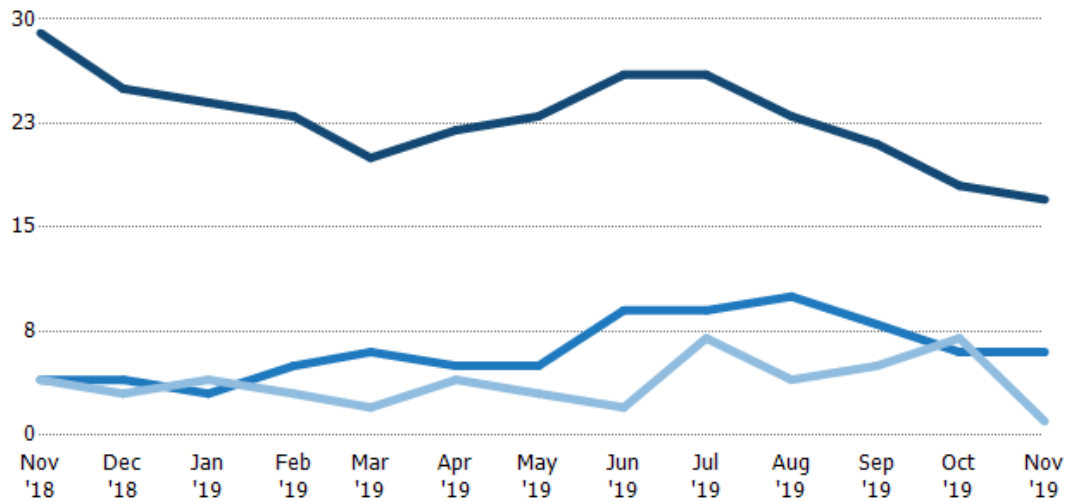
Current Year	10%	16%	13%	17%	13%	9%	17%	12%	8%	30%	19%	28%	41%
Prior Year	12%	18%	21%	22%	21%	20%	13%	9%	24%	11%	13%	11%	10%
Change from Prior Year	2%	2%	9%	5%	8%	11%	-4%	-2%	16%	-19%	-6%	-17%	-31%

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



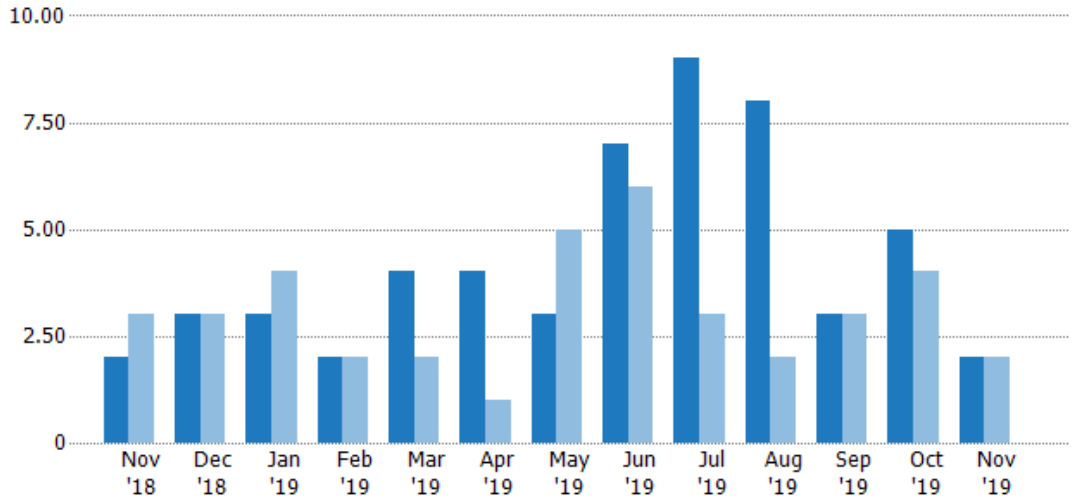
Active	29	25	24	23	20	22	23	26	26	23	21	18	17
Pending	4	4	3	5	6	5	5	9	9	10	8	6	6
Sold	4	3	4	3	2	4	3	2	7	4	5	7	1

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



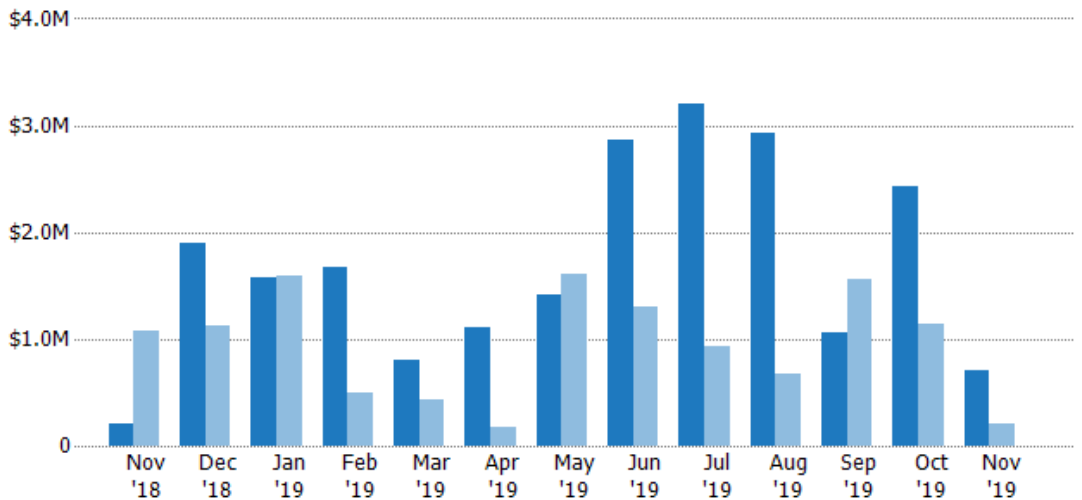
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '19	2	3	-33%
Nov '18	2	3	0%
Nov '17	3	3	-25%
Nov '16	2	2	0%
Nov '15	4	2	100%
Nov '14	4	1	300%
Nov '13	3	5	-40%
Nov '12	7	6	17%
Nov '11	9	3	200%
Nov '10	8	2	300%
Nov '09	3	3	0%
Nov '08	5	4	25%
Nov '07	2	2	0%

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



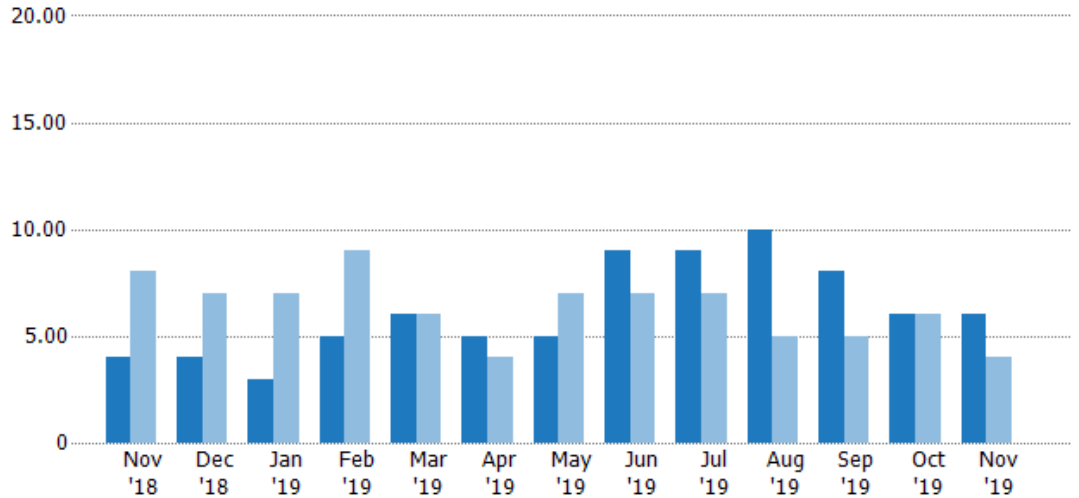
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '19	\$705K	\$214K	228.8%
Nov '18	\$214K	\$1.08M	-80.1%
Nov '17	\$1.08M	\$1.08M	-60.5%
Nov '16	\$214K	\$1.08M	-80%
Nov '15	\$1.89M	\$1.12M	70%
Nov '14	\$1.57M	\$1.6M	-2%
Nov '13	\$1.68M	\$499K	236%
Nov '12	\$795K	\$425K	87%
Nov '11	\$1.12M	\$179K	523%
Nov '10	\$1.41M	\$1.61M	-13%
Nov '09	\$2.87M	\$1.3M	120%
Nov '08	\$3.2M	\$929K	245%
Nov '07	\$2.93M	\$678K	332%
Nov '06	\$1.06M	\$1.56M	-32%
Nov '05	\$2.42M	\$1.14M	113%
Nov '04	\$705K	\$214K	229%

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



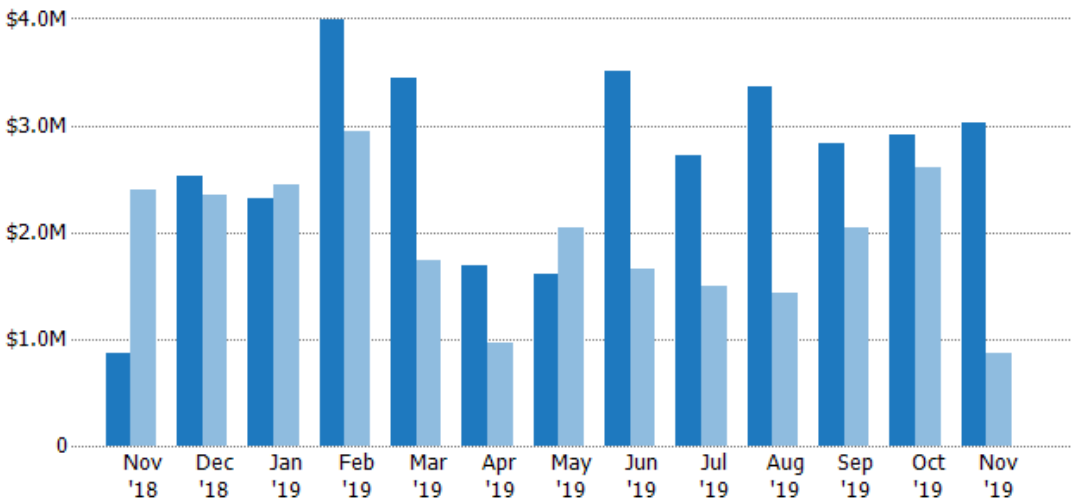
Month/Year	Count	% Chg.
Nov '19	6	50%
Nov '18	4	-50%
Nov '17	8	-25%

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



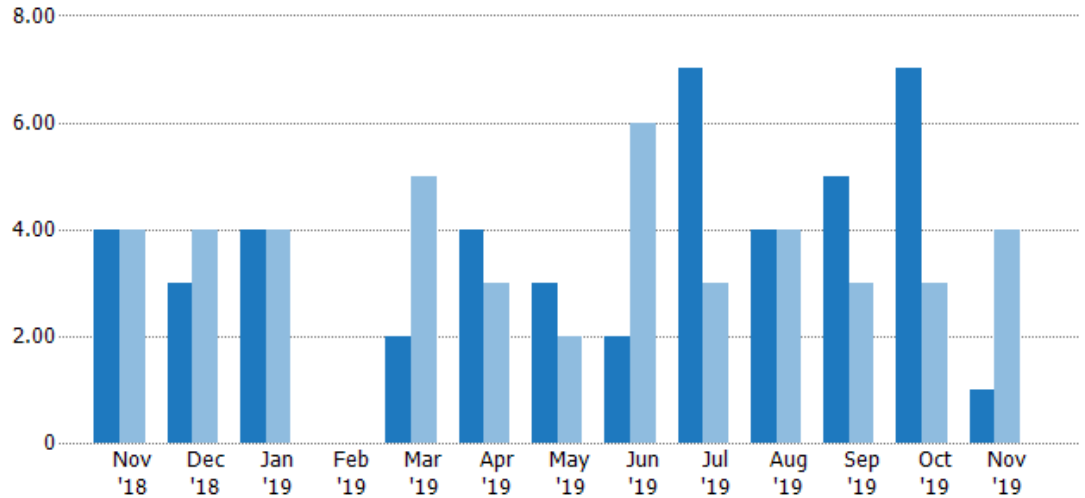
Month/Year	Volume	% Chg.
Nov '19	\$3.02M	246%
Nov '18	\$872K	-63.6%
Nov '17	\$2.4M	-41.8%

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



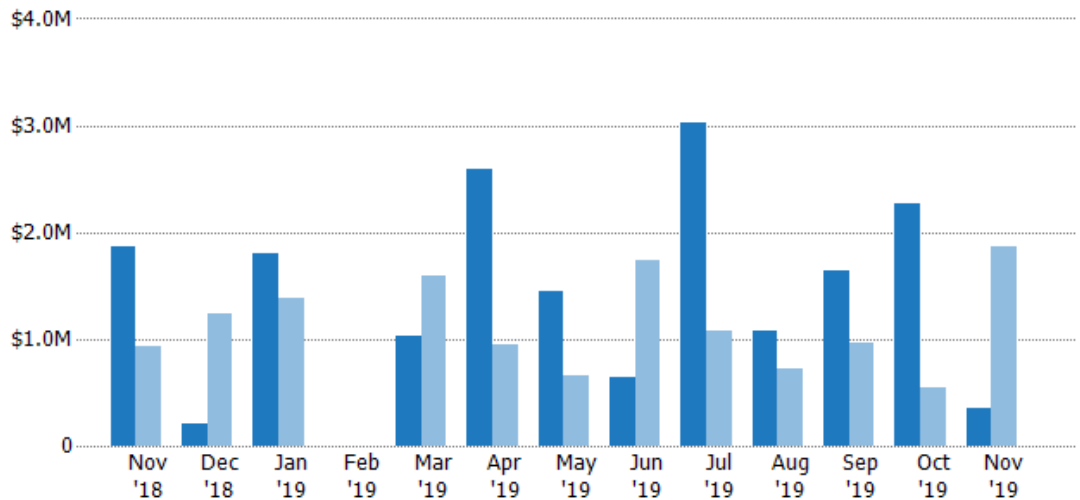
Current Year	4	3	4	-	2	4	3	2	7	4	5	7	1
Prior Year	4	4	4	-	5	3	2	6	3	4	3	3	4
Percent Change from Prior Year	0%	-25%	0%	-	-60%	33%	50%	-67%	133%	0%	67%	133%	-75%

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	\$1.87M	\$203K	\$1.79M	-	\$1.03M	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.64M	\$2.27M	\$350K
Prior Year	\$928K	\$1.23M	\$1.39M	-	\$1.59M	\$955K	\$650K	\$1.74M	\$1.08M	\$723K	\$969K	\$543K	\$1.87M
Percent Change from Prior Year	102%	-84%	30%	-	-35%	171%	124%	-63%	179%	48%	69%	319%	-81%

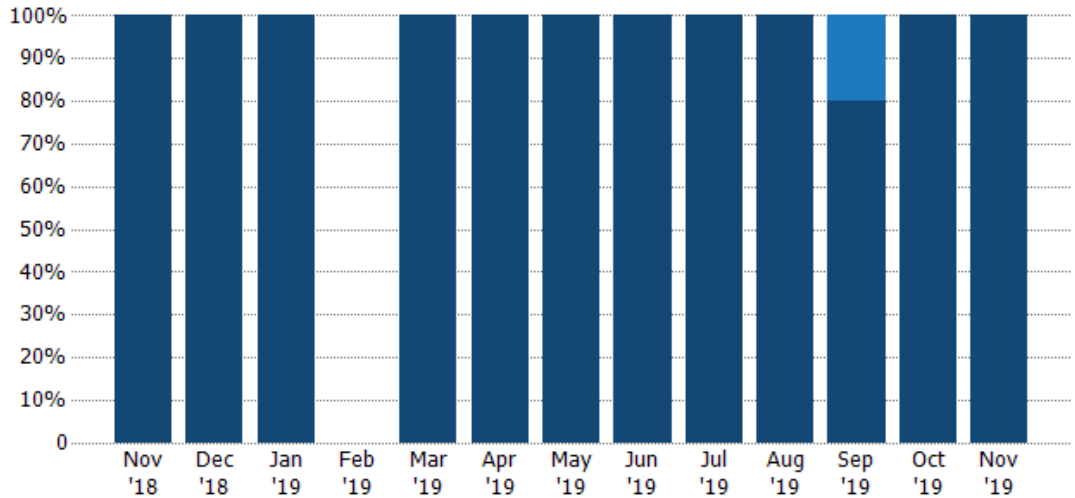
Closed Sales by Property Type

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%	-	-
Single Family Residence	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	80%	100%	100%

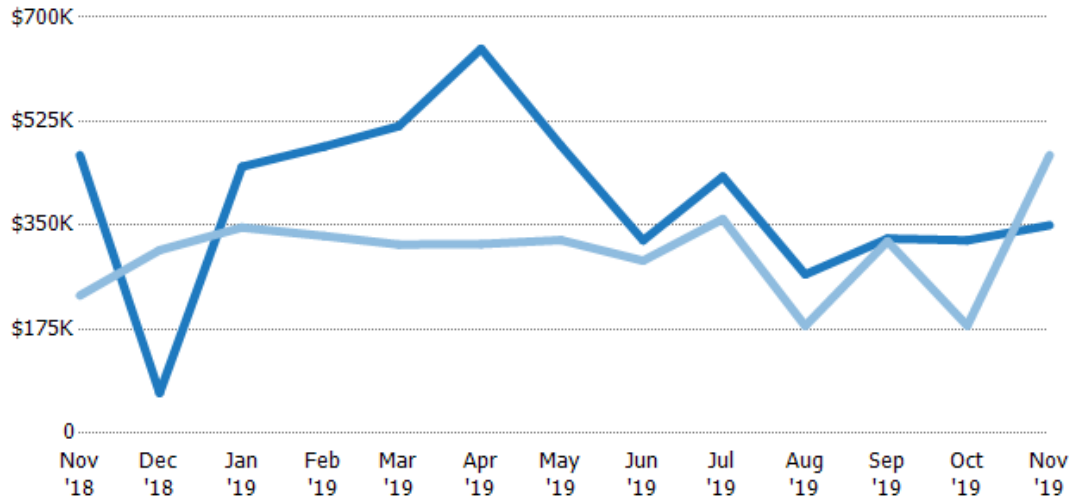
Average Sales Price

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



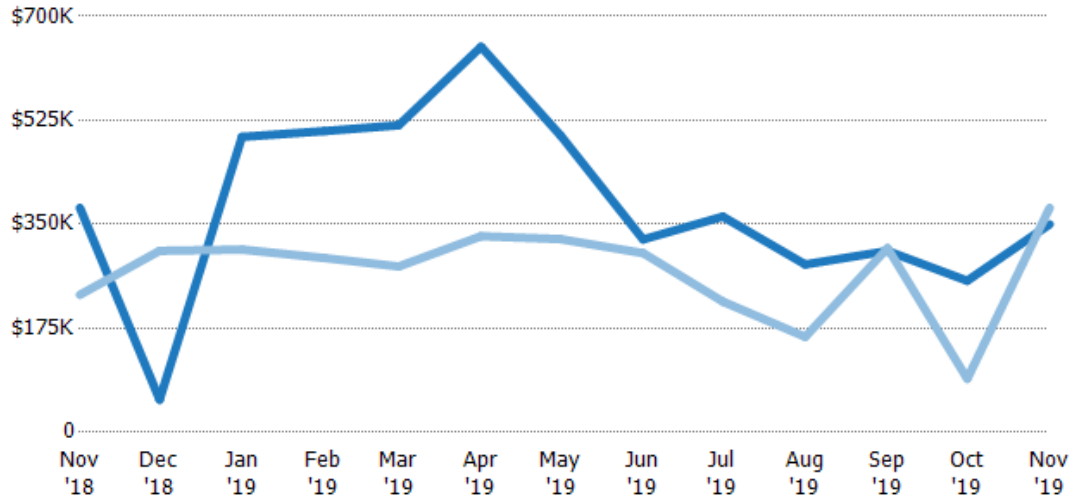
Current Year	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K	\$432K	\$267K	\$328K	\$325K	\$350K
Prior Year	\$232K	\$308K	\$346K	\$332K	\$318K	\$318K	\$325K	\$290K	\$361K	\$181K	\$323K	\$181K	\$468K
Percent Change from Prior Year	102%	-78%	30%	46%	63%	103%	49%	12%	20%	48%	1%	79%	-25%

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



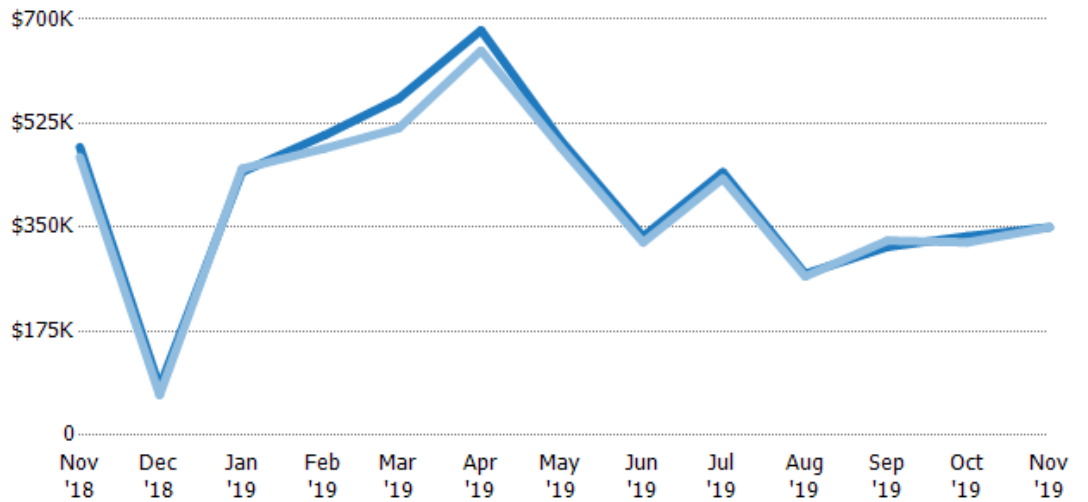
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K	\$363K	\$283K	\$305K	\$255K	\$350K
Prior Year	\$231K	\$305K	\$308K	\$293K	\$279K	\$330K	\$325K	\$302K	\$220K	\$161K	\$310K	\$90K	\$378K
Percent Change from Prior Year	63%	-82%	62%	73%	85%	97%	54%	8%	65%	76%	-2%	183%	-7%

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



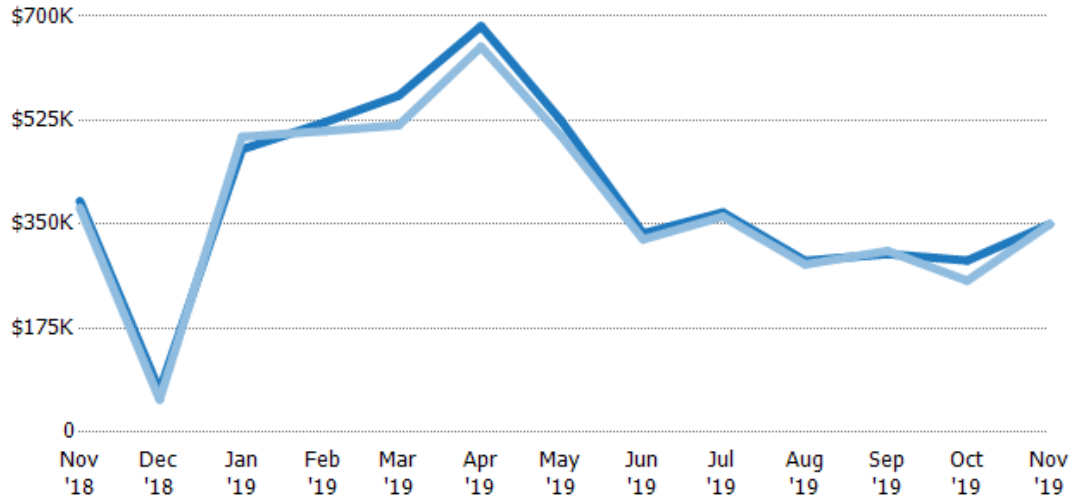
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg List Price	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K	\$443K	\$272K	\$317K	\$335K	\$350K
Avg Sales Price	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K	\$432K	\$267K	\$328K	\$325K	\$350K
Avg Sales Price as a % of Avg List Price	97%	84%	101%	96%	91%	95%	98%	97%	98%	98%	103%	97%	100%

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



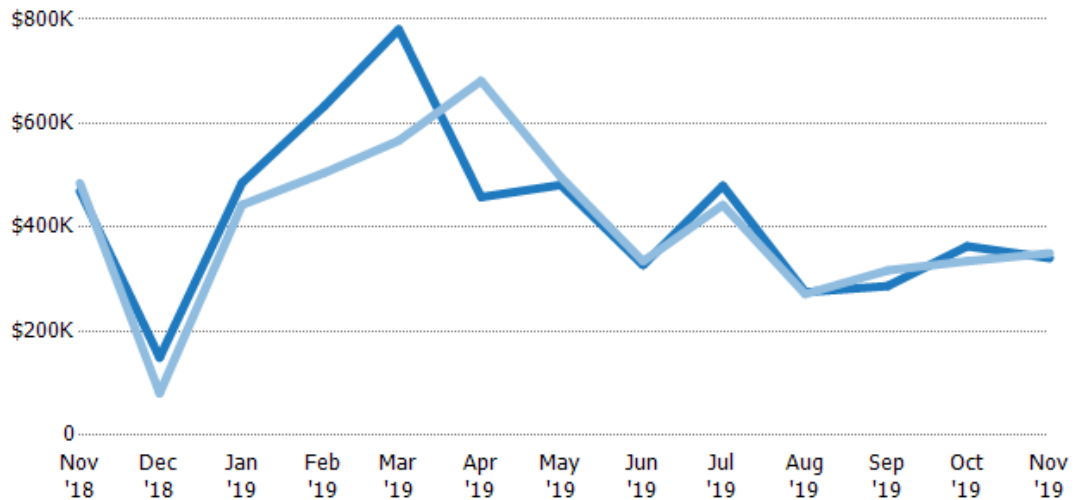
Median List Price	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K	\$370K	\$289K	\$300K	\$289K	\$350K
Median Sales Price	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K	\$363K	\$283K	\$305K	\$255K	\$350K
Med Sales Price as a % of Med List Price	97%	79%	104%	98%	91%	95%	95%	97%	98%	98%	102%	88%	100%

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



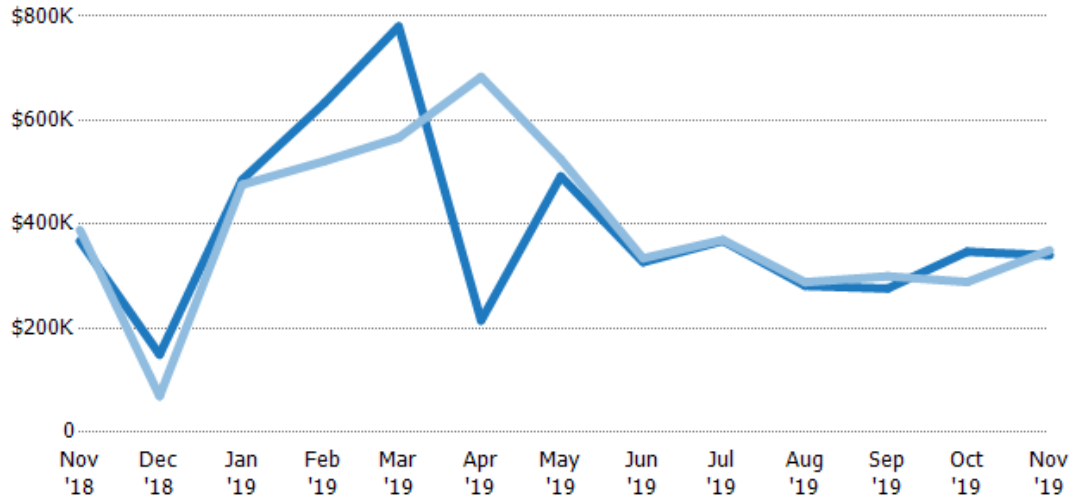
Avg Est Value	\$470K	\$149K	\$485K	\$633K	\$781K	\$458K	\$481K	\$327K	\$480K	\$275K	\$287K	\$363K	\$341K
Avg Sales Price	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K	\$443K	\$272K	\$317K	\$335K	\$350K
Avg Sales Price as a % of Avg Est Value	103%	54%	91%	82%	73%	149%	103%	102%	92%	99%	111%	92%	103%

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	\$368K	\$149K	\$485K	\$633K	\$781K	\$215K	\$492K	\$327K	\$368K	\$282K	\$276K	\$347K	\$341K
Median Sales Price	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K	\$370K	\$289K	\$300K	\$289K	\$350K
Med Sales Price as a % of Med Est Value	106%	47%	98%	85%	73%	318%	107%	102%	101%	102%	109%	83%	103%