

## Summary of Key Listing and Sales Metrics

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

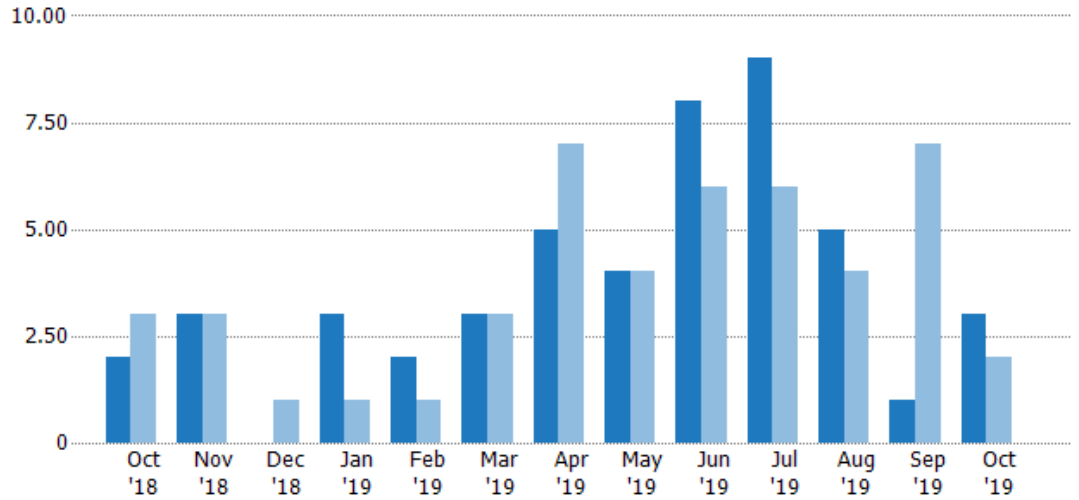
Key Metrics	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	2	+50%	43	41	+4.9%
New Listing Volume	\$752,100	\$609,000	+23.5%	\$15,858,345	\$14,328,400	+10.7%
Active Listing Count	18	28	-35.7%	N/A	N/A	
Active Listing Volume	\$7,897,495	\$13,076,600	-39.6%	N/A	N/A	
Average Listing Price	\$438,750	\$467,021	-6.1%	\$419,882	\$500,195	-16.1%
Median Listing Price	\$405,000	\$386,000	+4.9%	\$386,274	\$405,958	-4.8%
Median Days in RPR	251.5	187.5	+34.1%	235.05	412.03	-43%
Months of Inventory	3.6	9.3	-61.4%	7.3	6	+22.5%
Absorption Rate	27.78%	10.71%	+17.1%	13.72%	16.81%	-3.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	5	4	+25%	48	32	+50%
New Pending Sales Volume	\$2,423,800	\$1,136,900	+113.2%	\$19,051,650	\$9,922,100	+92%
Pending Sales Count	6	6	+/-	N/A	N/A	
Pending Sales Volume	\$2,912,800	\$2,597,900	+12.1%	N/A	N/A	
Closed Sales Count	7	3	+133.3%	38	31	+22.6%
Closed Sales Volume	\$2,272,500	\$543,000	+318.5%	\$15,520,791	\$9,300,337	+66.9%
Average Sales Price	\$324,643	\$181,000	+79.4%	\$408,442	\$300,011	+36.1%
Median Sales Price	\$255,000	\$90,000	+183.3%	\$387,980	\$266,990	+45.3%

## 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



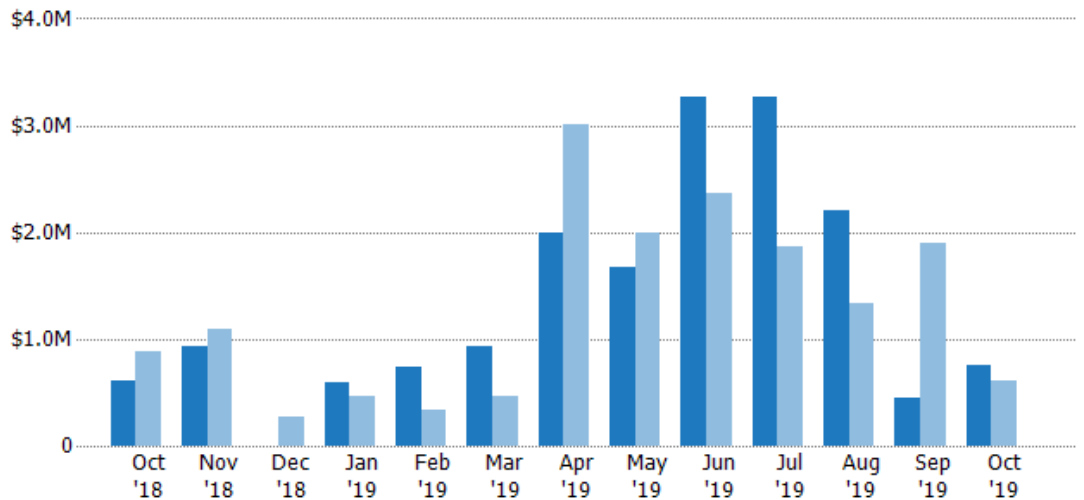
Current Year	2	3	-	3	2	3	5	4	8	9	5	1	3
Prior Year	3	3	1	1	1	3	7	4	6	6	4	7	2
Percent Change from Prior Year	-33%	0%	-100%	200%	100%	0%	-29%	0%	33%	50%	25%	-86%	50%

## 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	\$609K	\$926K	-	\$595K	\$732K	\$930K	\$1.99M	\$1.67M	\$3.26M	\$3.27M	\$2.2M	\$455K	\$752K
Prior Year	\$879K	\$1.1M	\$279K	\$469K	\$329K	\$467K	\$3.01M	\$1.99M	\$2.36M	\$1.86M	\$1.33M	\$1.9M	\$609K
Percent Change from Prior Year	-31%	-16%	-100%	27%	122%	99%	-34%	-16%	38%	76%	66%	-76%	23%

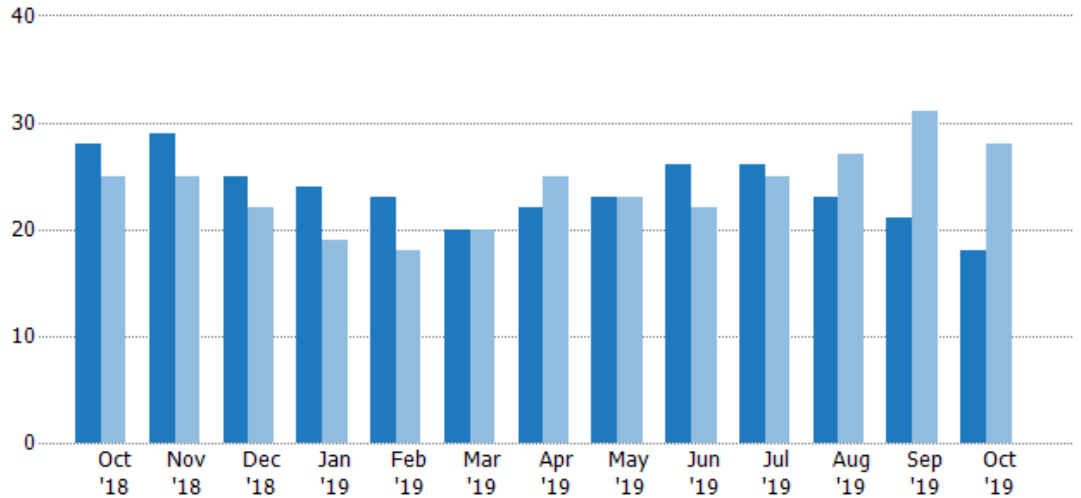
## Active Listings

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.
Oct '19	18	-35.7%
Oct '18	28	12%
Oct '17	25	0%



Current Year	28	29	25	24	23	20	22	23	26	26	23	21	18
Prior Year	25	25	22	19	18	20	25	23	22	25	27	31	28
Percent Change from Prior Year	12%	16%	14%	26%	28%	0%	-12%	0%	18%	4%	-15%	-32%	-36%

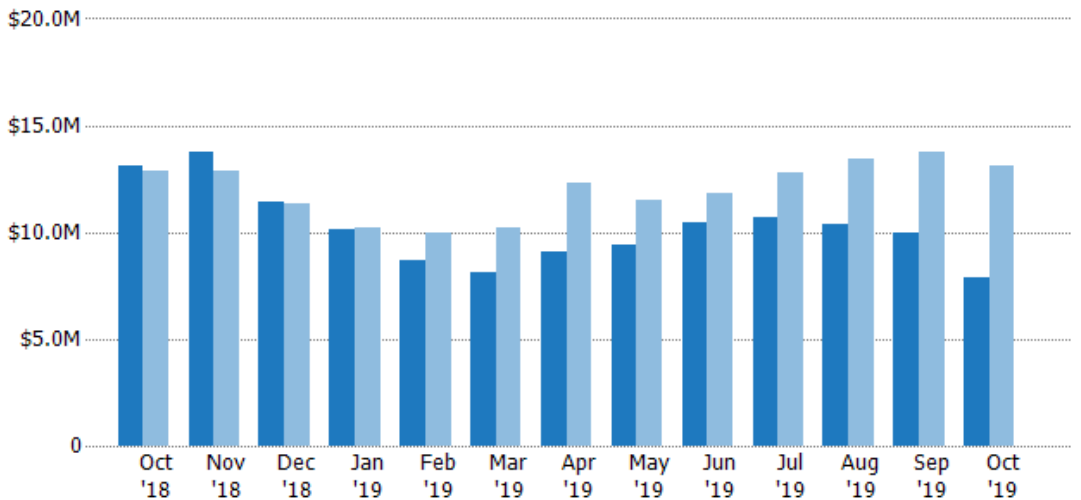
## Active Listing Volume

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.
Oct '19	\$7.9M	-39.6%
Oct '18	\$13.1M	1.6%
Oct '17	\$12.9M	-31.1%



Current Year	\$13.1M	\$13.8M	\$11.4M	\$10.1M	\$8.71M	\$8.09M	\$9.11M	\$9.37M	\$10.4M	\$10.7M	\$10.4M	\$10M	\$7.9M
Prior Year	\$12.9M	\$12.9M	\$11.3M	\$10.2M	\$10M	\$10.2M	\$12.3M	\$11.5M	\$11.8M	\$12.8M	\$13.4M	\$13.8M	\$13.1M
Percent Change from Prior Year	2%	7%	1%	0%	-13%	-21%	-26%	-19%	-12%	-16%	-23%	-27%	-40%

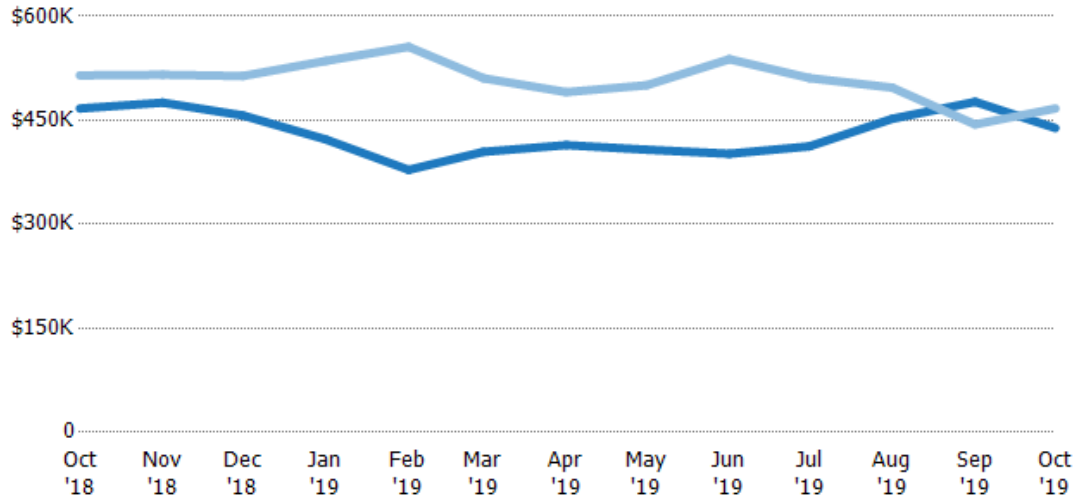
## Average Listing Price

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.
Oct '19	\$439K	-6.1%
Oct '18	\$467K	-9.3%
Oct '17	\$515K	-31.1%



Current Year	\$467K	\$475K	\$457K	\$422K	\$378K	\$404K	\$414K	\$408K	\$402K	\$412K	\$452K	\$477K	\$439K
Prior Year	\$515K	\$516K	\$514K	\$536K	\$556K	\$511K	\$491K	\$501K	\$538K	\$511K	\$497K	\$444K	\$467K
Percent Change from Prior Year	-9%	-8%	-11%	-21%	-32%	-21%	-16%	-19%	-25%	-19%	-9%	7%	-6%

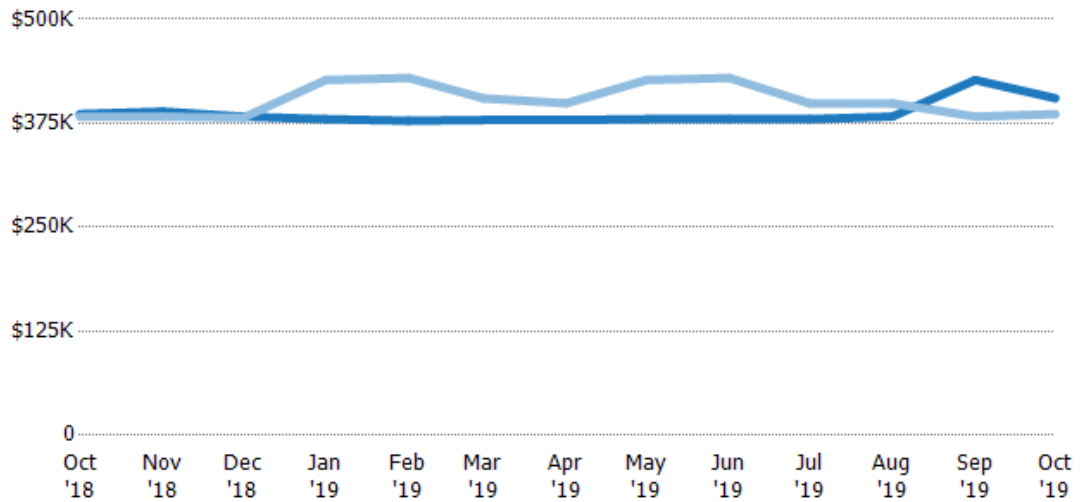
## Median Listing Price

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.
Oct '19	\$405K	4.9%
Oct '18	\$386K	0.8%
Oct '17	\$383K	-4.7%



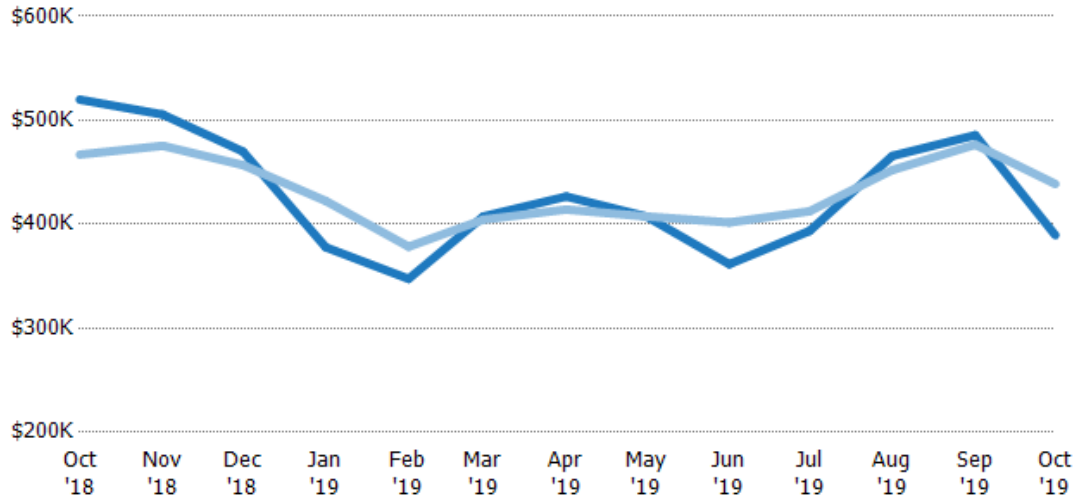
Current Year	\$386K	\$389K	\$383K	\$380K	\$378K	\$379K	\$379K	\$380K	\$380K	\$380K	\$383K	\$427K	\$405K
Prior Year	\$383K	\$383K	\$382K	\$427K	\$430K	\$405K	\$399K	\$427K	\$430K	\$399K	\$399K	\$383K	\$386K
Percent Change from Prior Year	1%	2%	0%	-11%	-12%	-6%	-5%	-11%	-12%	-5%	-4%	11%	5%

## 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

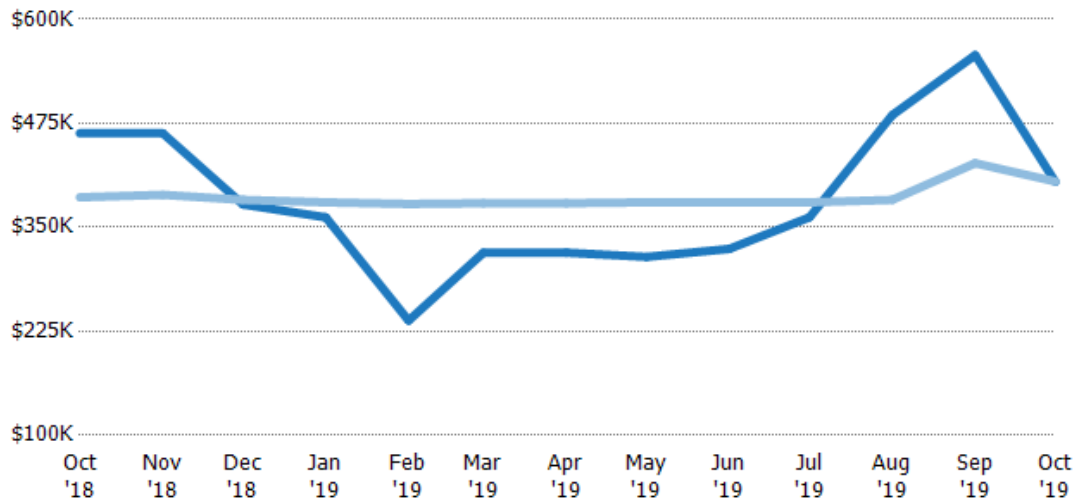


## Median Listing Price vs Median Est Value

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



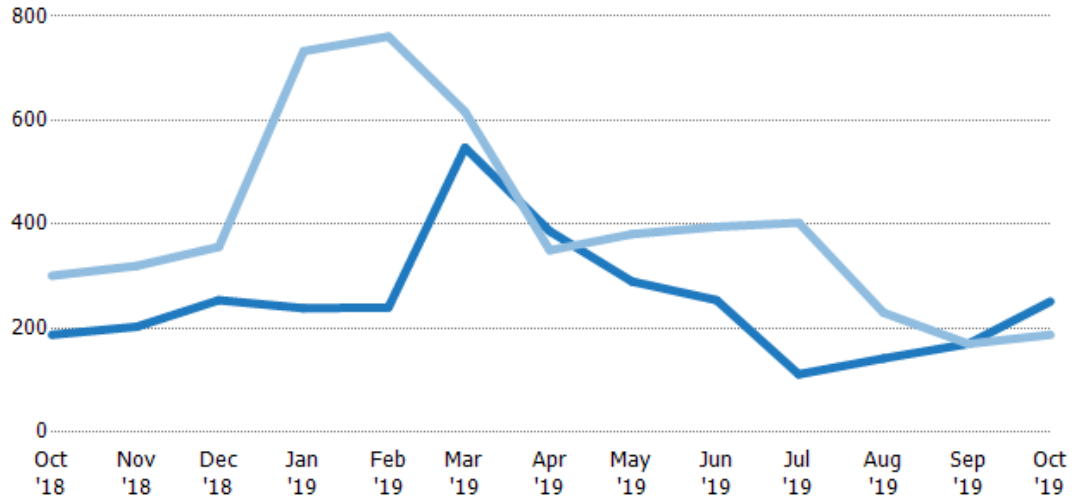
## Median Days in RPR

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.
Oct '19	252	34.1%
Oct '18	188	-37.7%
Oct '17	301	-8.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	188	203	254	239	240	548	387	290	254	112	142	170	252
Prior Year	301	320	357	733	761	617	350	381	395	403	230	170	188
Percent Change from Prior Year	-38%	-37%	-29%	-67%	-68%	-11%	10%	-24%	-36%	-72%	-38%	0%	34%

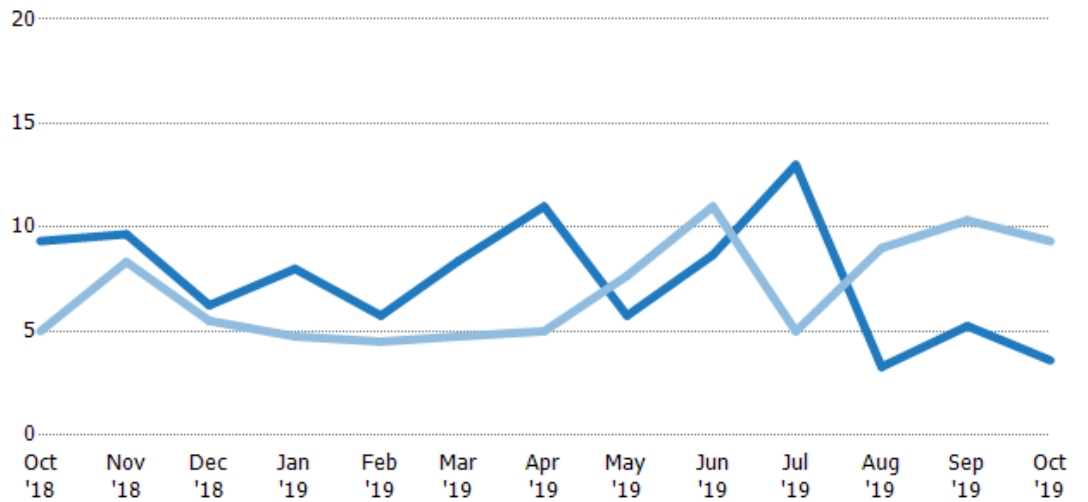
## Months of Inventory

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.
Oct '19	3.6	-61%
Oct '18	9.33	87%



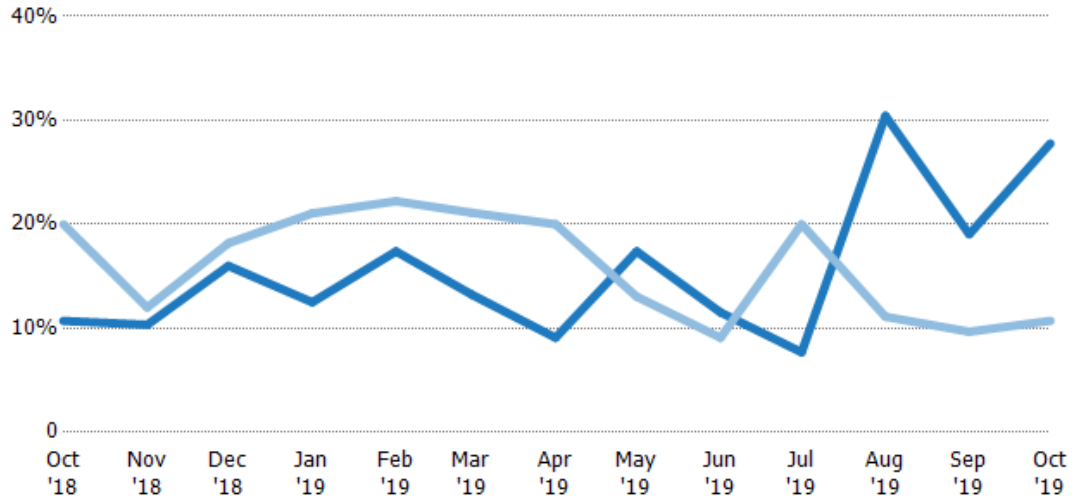
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	9.33	9.67	6.25	8	5.75	8.38	11	5.75	8.67	13	3.29	5.25	3.6
Prior Year	5	8.33	5.5	4.75	4.5	4.75	5	7.67	11	5	9	10.3	9.33
Percent Change from Prior Year	87%	16%	14%	68%	28%	74%	120%	-25%	-21%	160%	-63%	-49%	-61%

## 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



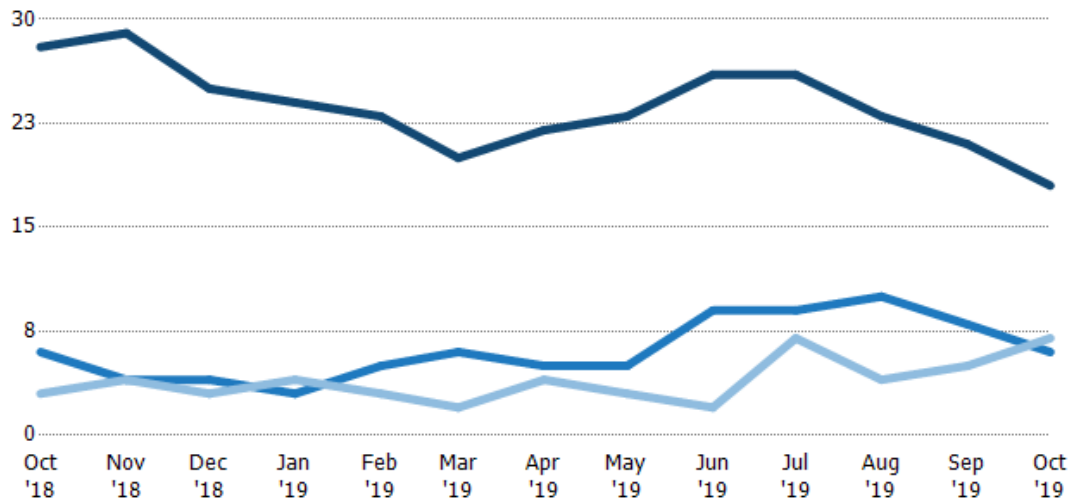
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	11%	10%	16%	13%	17%	13%	9%	17%	12%	8%	30%	19%	28%
Prior Year	20%	12%	18%	21%	22%	21%	20%	13%	9%	20%	11%	10%	11%
Change from Prior Year	9%	2%	2%	9%	5%	8%	11%	-4%	-2%	12%	-19%	-9%	-17%

## 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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	28	29	25	24	23	20	22	23	26	26	23	21	18
Pending	6	4	4	3	5	6	5	5	9	9	10	8	6
Sold	3	4	3	4	3	2	4	3	2	7	4	5	7

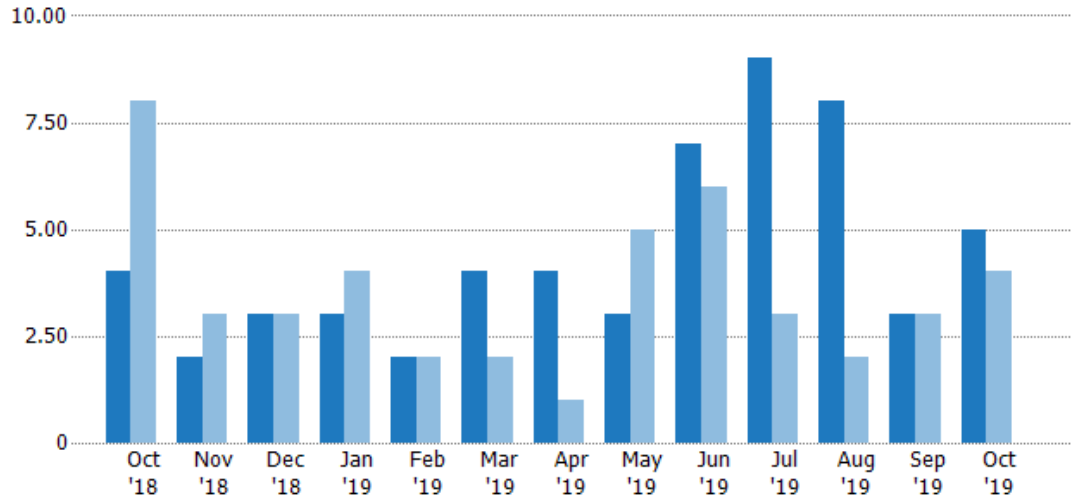
## New Pending Sales

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.
Oct '19	5	25%
Oct '18	4	-50%
Oct '17	8	-75%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	4	2	3	3	2	4	4	3	7	9	8	3	5
Prior Year	8	3	3	4	2	2	1	5	6	3	2	3	4
Percent Change from Prior Year	-50%	-33%	0%	-25%	0%	100%	300%	-40%	17%	200%	300%	0%	25%

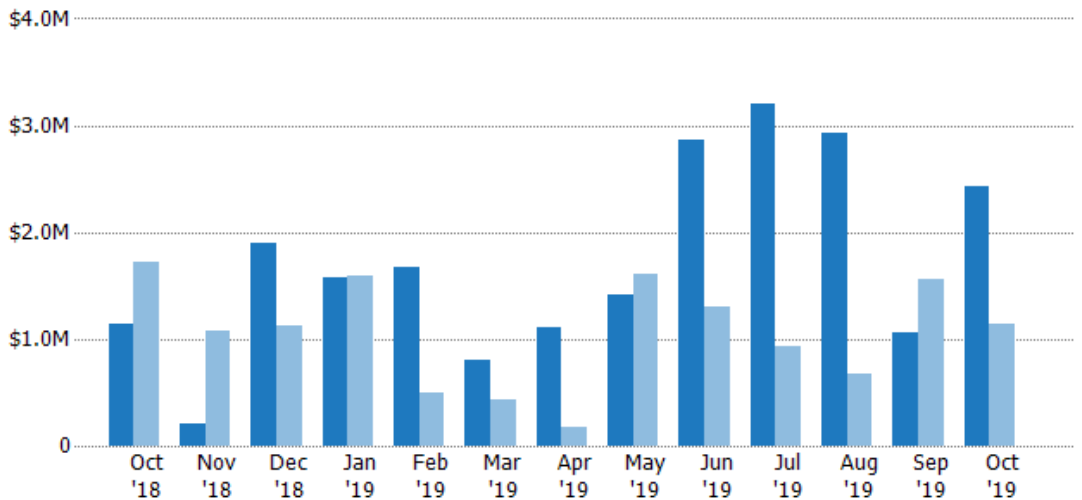
## New Pending Sales Volume

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.
Oct '19	\$2.42M	113.2%
Oct '18	\$1.14M	-33.8%
Oct '17	\$1.72M	-79.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$1.14M	\$214K	\$1.89M	\$1.57M	\$1.68M	\$795K	\$1.12M	\$1.41M	\$2.87M	\$3.2M	\$2.93M	\$1.06M	\$2.42M
Prior Year	\$1.72M	\$1.08M	\$1.12M	\$1.6M	\$499K	\$425K	\$179K	\$1.61M	\$1.3M	\$929K	\$678K	\$1.56M	\$1.14M
Percent Change from Prior Year	-34%	-80%	70%	-2%	236%	87%	523%	-13%	120%	245%	332%	-32%	113%

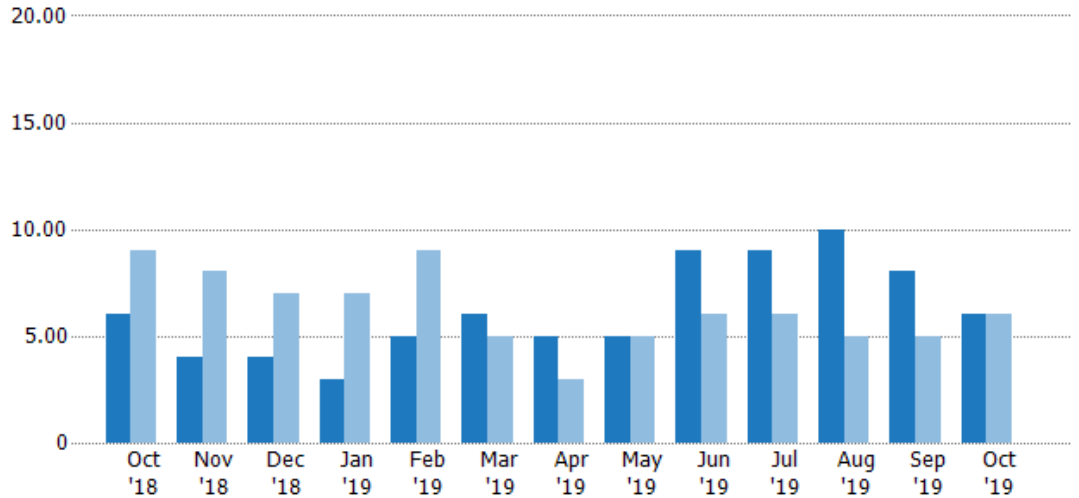


## Pending Sales

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



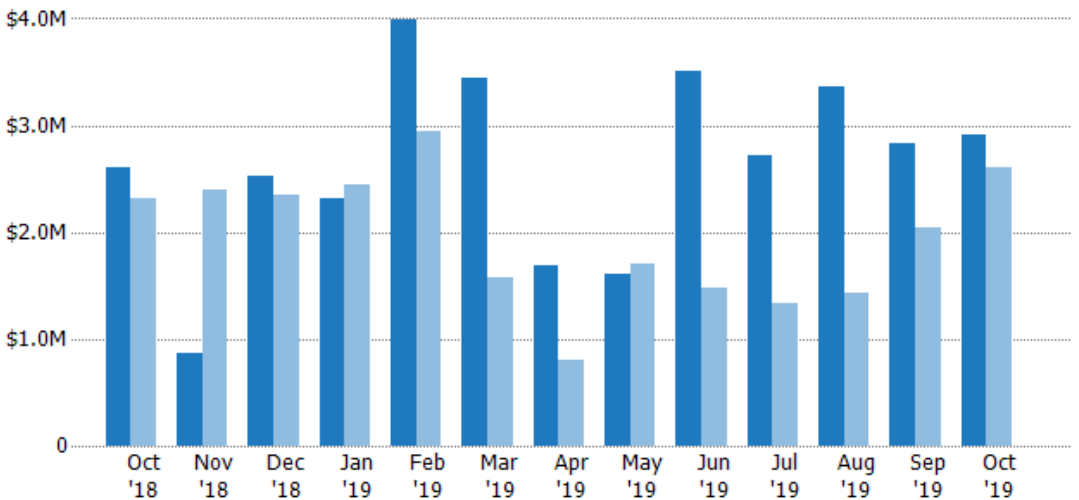
Month/Year	Count	% Chg.
Oct '19	6	0%
Oct '18	6	-33.3%
Oct '17	9	-22.2%

## 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



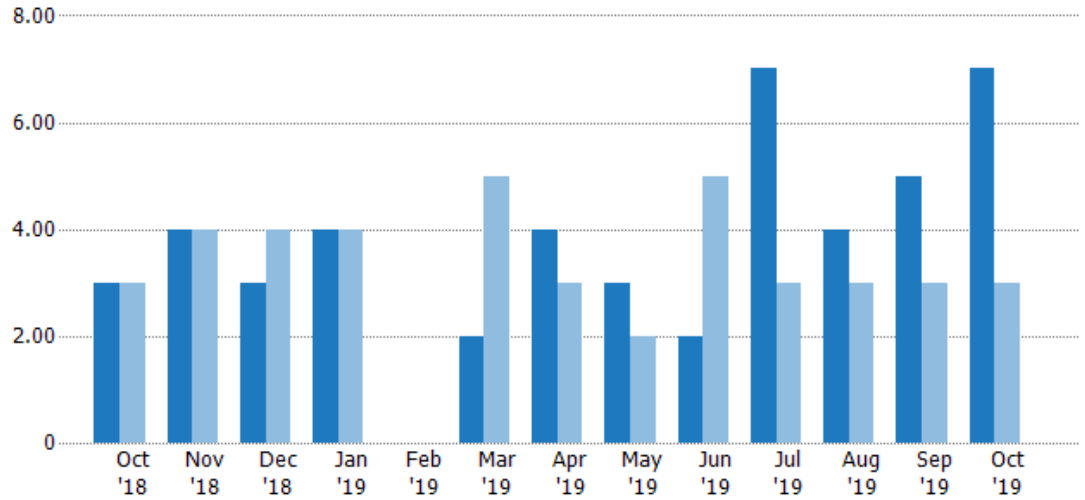
Month/Year	Volume	% Chg.
Oct '19	\$2.91M	12.1%
Oct '18	\$2.6M	12.4%
Oct '17	\$2.31M	-29.8%

## 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



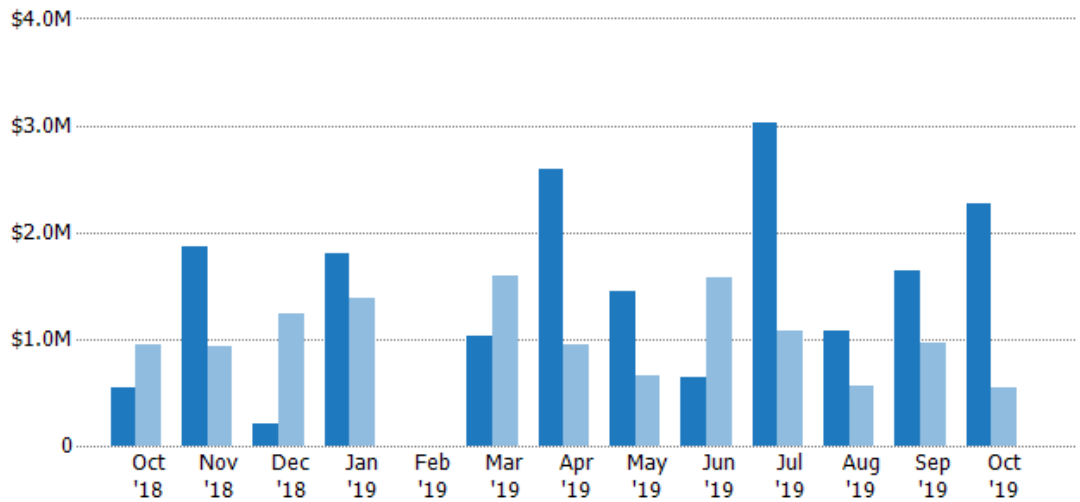
Current Year	3	4	3	4	-	2	4	3	2	7	4	5	7
Prior Year	3	4	4	4	-	5	3	2	5	3	3	3	3
Percent Change from Prior Year	0%	0%	-25%	0%	-	-60%	33%	50%	-60%	133%	33%	67%	133%

## 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



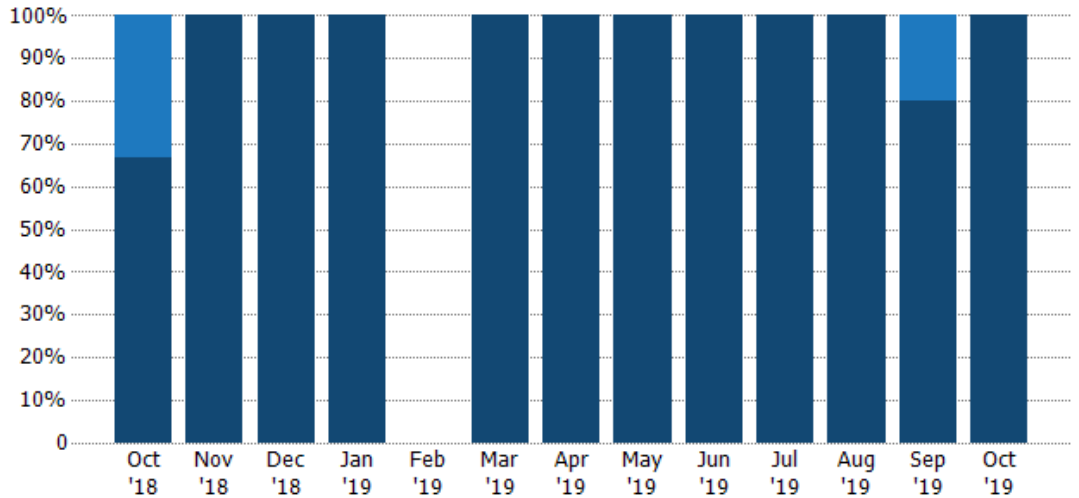
Current Year	\$543K	\$1.87M	\$203K	\$1.79M	-	\$1.03M	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.64M	\$2.27M
Prior Year	\$952K	\$928K	\$1.23M	\$1.39M	-	\$1.59M	\$955K	\$650K	\$1.57M	\$1.08M	\$556K	\$969K	\$543K
Percent Change from Prior Year	-43%	102%	-84%	30%	-	-35%	171%	124%	-59%	179%	92%	69%	319%

## 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



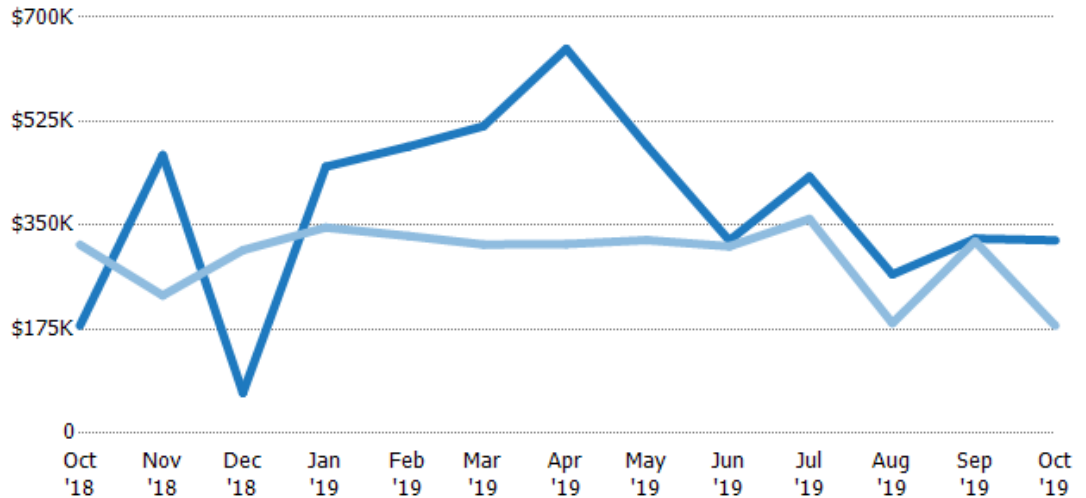
Condo/Townhouse	33%	-	-	-	-	-	-	-	-	-	-	20%	-
Single Family Residence	67%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	80%	100%

## 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



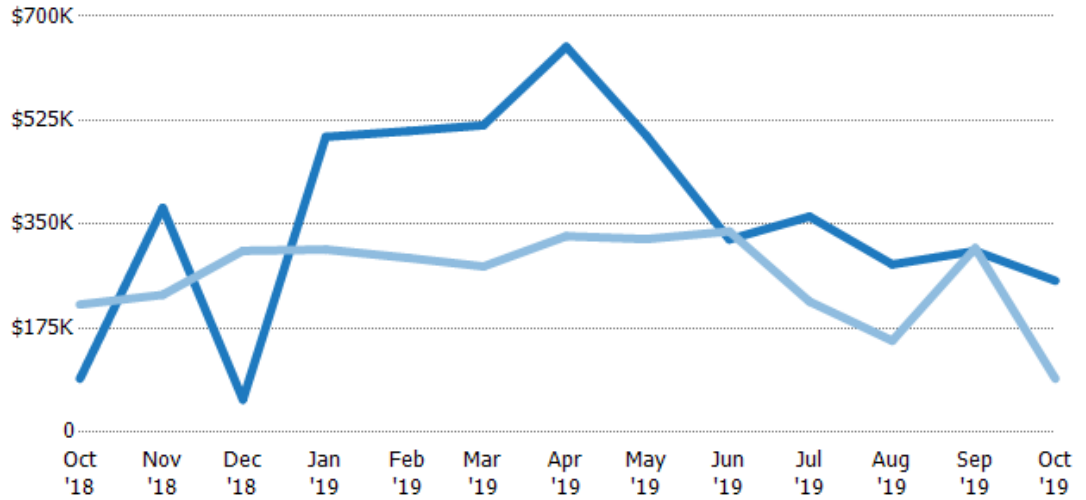
Current Year	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K	\$432K	\$267K	\$328K	\$325K
Prior Year	\$317K	\$232K	\$308K	\$346K	\$332K	\$318K	\$318K	\$325K	\$315K	\$361K	\$185K	\$323K	\$181K
Percent Change from Prior Year	-43%	102%	-78%	30%	46%	63%	103%	49%	3%	20%	44%	1%	79%

## 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



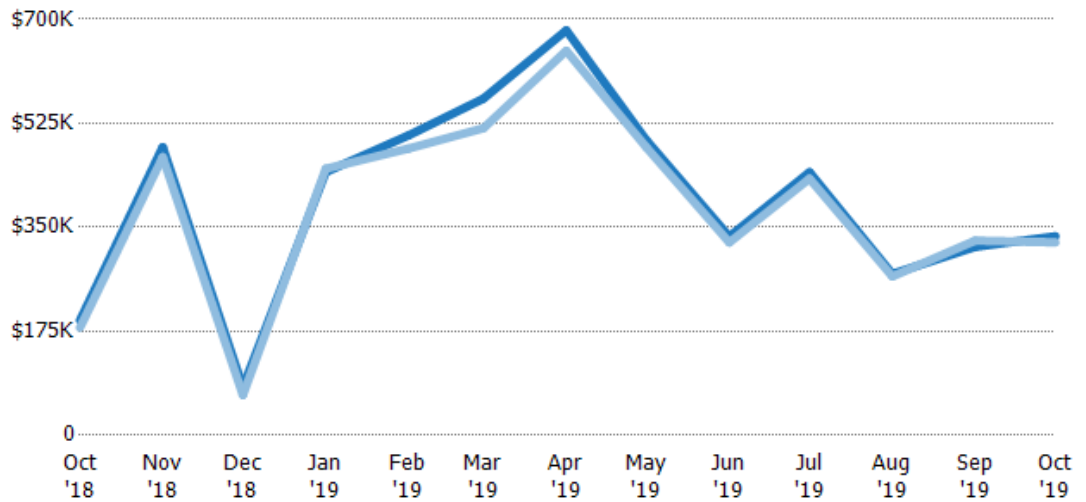
Current Year	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K	\$363K	\$283K	\$305K	\$255K
Prior Year	\$215K	\$231K	\$305K	\$308K	\$293K	\$279K	\$330K	\$325K	\$338K	\$220K	\$154K	\$310K	\$90K
Percent Change from Prior Year	-58%	63%	-82%	62%	73%	85%	97%	54%	-4%	65%	83%	-2%	183%

## 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



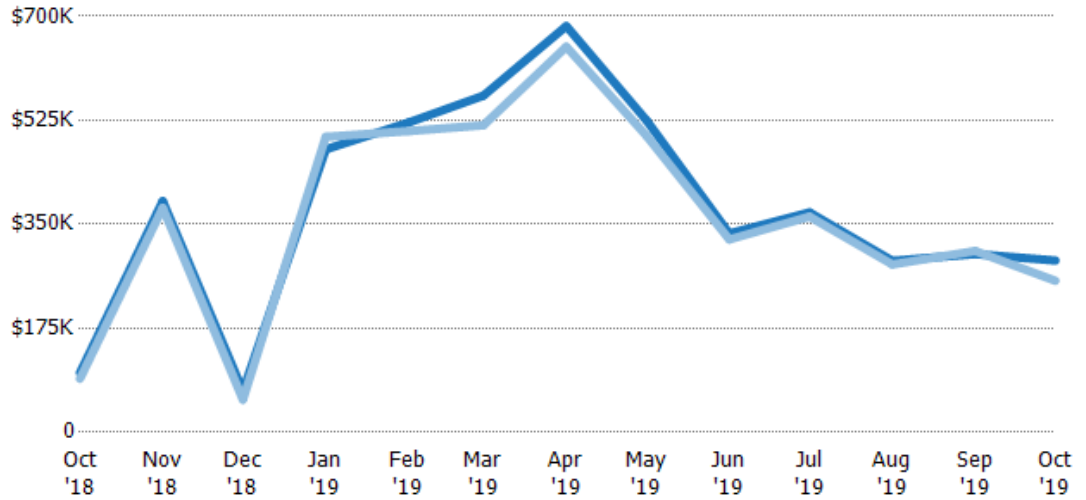
Avg List Price	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K	\$443K	\$272K	\$317K	\$335K
Avg Sales Price	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K	\$432K	\$267K	\$328K	\$325K
Avg Sales Price as a % of Avg List Price	94%	97%	84%	101%	96%	91%	95%	98%	97%	98%	98%	103%	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



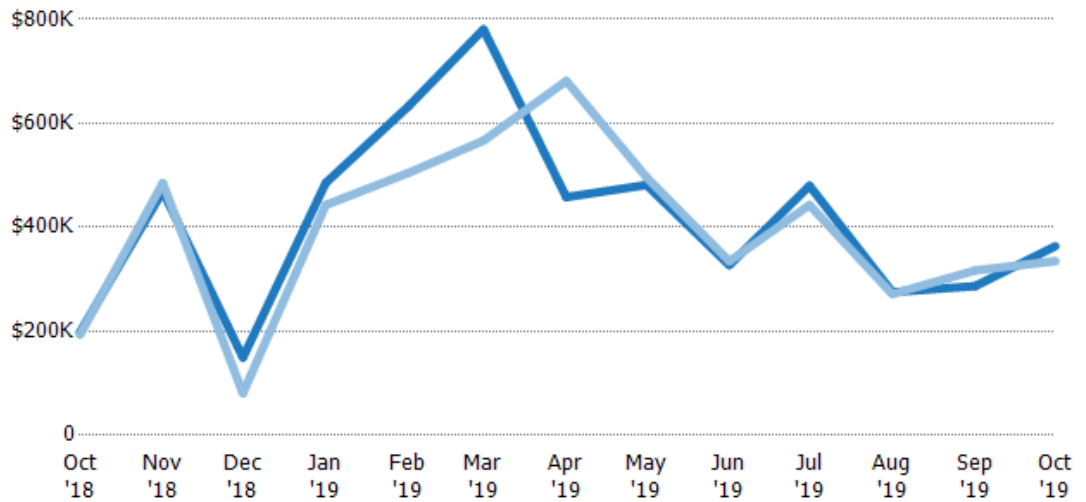
Median List Price	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K	\$370K	\$289K	\$300K	\$289K
Median Sales Price	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K	\$363K	\$283K	\$305K	\$255K
Med Sales Price as a % of Med List Price	90%	97%	79%	104%	98%	91%	95%	95%	97%	98%	98%	102%	88%

## 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



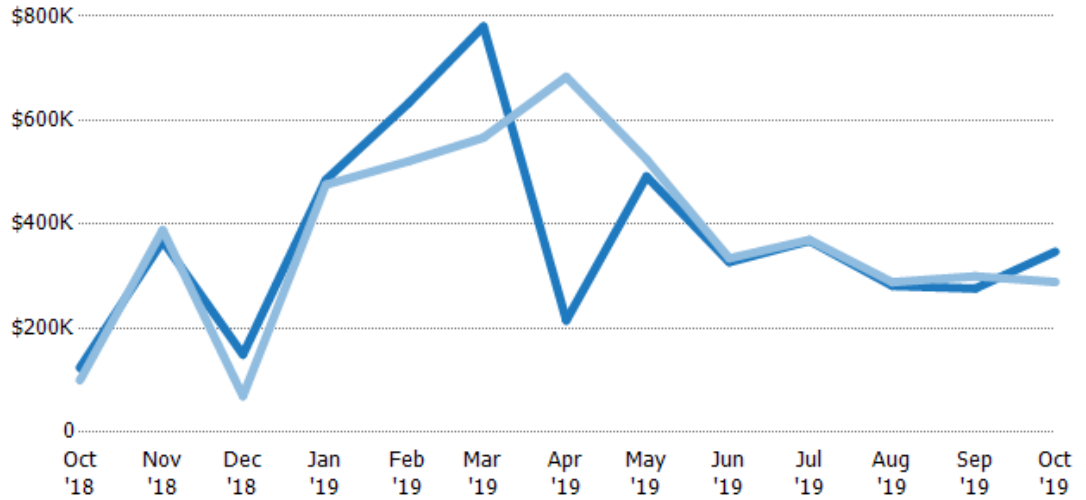
Avg Est Value	\$198K	\$470K	\$149K	\$485K	\$633K	\$781K	\$458K	\$481K	\$327K	\$480K	\$275K	\$287K	\$363K
Avg Sales Price	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K	\$443K	\$272K	\$317K	\$335K
Avg Sales Price as a % of Avg Est Value	98%	103%	54%	91%	82%	73%	149%	103%	102%	92%	99%	111%	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



Median Est Value	\$124K	\$368K	\$149K	\$485K	\$633K	\$781K	\$215K	\$492K	\$327K	\$368K	\$282K	\$276K	\$347K
Median Sales Price	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K	\$370K	\$289K	\$300K	\$289K
Med Sales Price as a % of Med Est Value	81%	106%	47%	98%	85%	73%	318%	107%	102%	101%	102%	109%	83%