

Summary of Key Listing and Sales Metrics

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

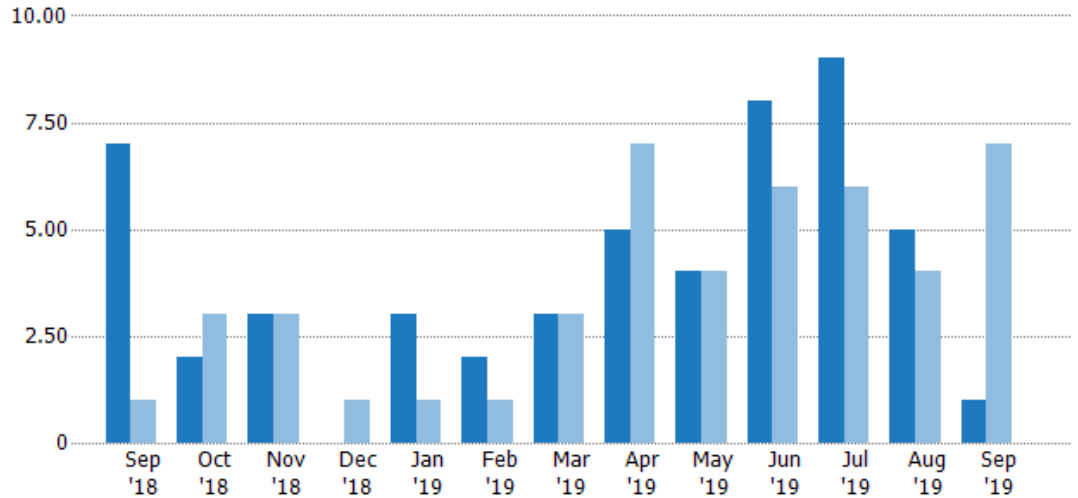
Key Metrics	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	1	7	-85.7%	40	39	+2.6%
New Listing Volume	\$455,000	\$1,904,800	-76.1%	\$15,106,245	\$13,719,400	+10.1%
Active Listing Count	21	31	-32.3%	N/A	N/A	
Active Listing Volume	\$10,007,695	\$13,764,500	-27.3%	N/A	N/A	
Average Listing Price	\$476,557	\$444,016	+7.3%	\$418,250	\$504,619	-17.1%
Median Listing Price	\$427,000	\$383,000	+11.5%	\$384,654	\$408,619	-5.9%
Median Days in RPR	170	170	+/-	231.34	436.09	-47%
Months of Inventory	5.3	10.3	-49.2%	7.4	5.7	+30.9%
Absorption Rate	19.05%	9.68%	+9.4%	13.46%	17.62%	-4.2%
Sales Activity Charts Metrics						
New Pending Sales Count	3	3	+/-	43	28	+53.6%
New Pending Sales Volume	\$1,062,150	\$1,561,000	-32%	\$16,627,850	\$8,785,200	+89.3%
Pending Sales Count	8	5	+60%	N/A	N/A	
Pending Sales Volume	\$2,833,250	\$2,041,000	+38.8%	N/A	N/A	
Closed Sales Count	5	3	+66.7%	31	28	+10.7%
Closed Sales Volume	\$1,638,000	\$969,000	+69%	\$13,248,291	\$8,757,337	+51.3%
Average Sales Price	\$327,600	\$323,000	+1.4%	\$427,364	\$312,762	+36.6%
Median Sales Price	\$305,000	\$310,000	-1.6%	\$418,008	\$285,954	+46.2%

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



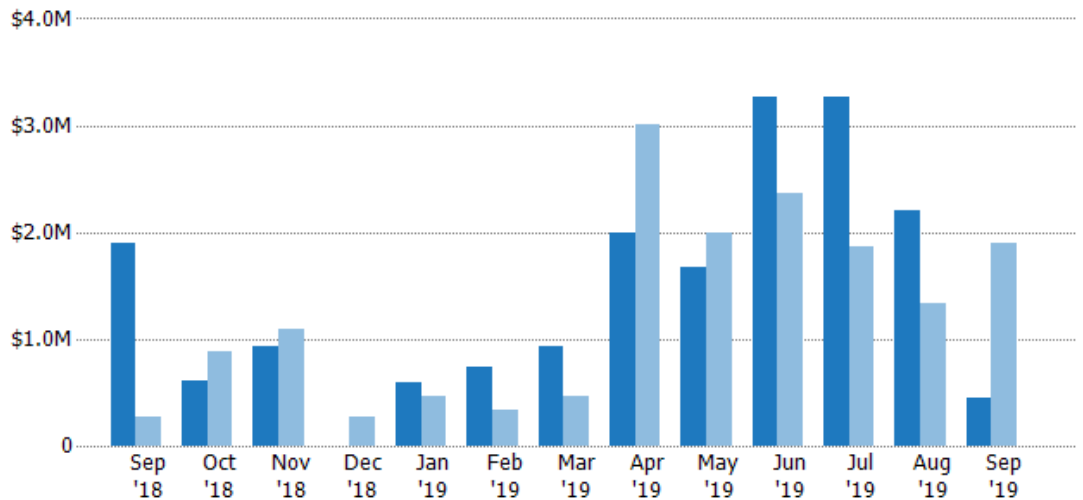
Current Year	7	2	3	-	3	2	3	5	4	8	9	5	1
Prior Year	1	3	3	1	1	1	3	7	4	6	6	4	7
Percent Change from Prior Year	600%	-33%	0%	-100%	200%	100%	0%	-29%	0%	33%	50%	25%	-86%

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



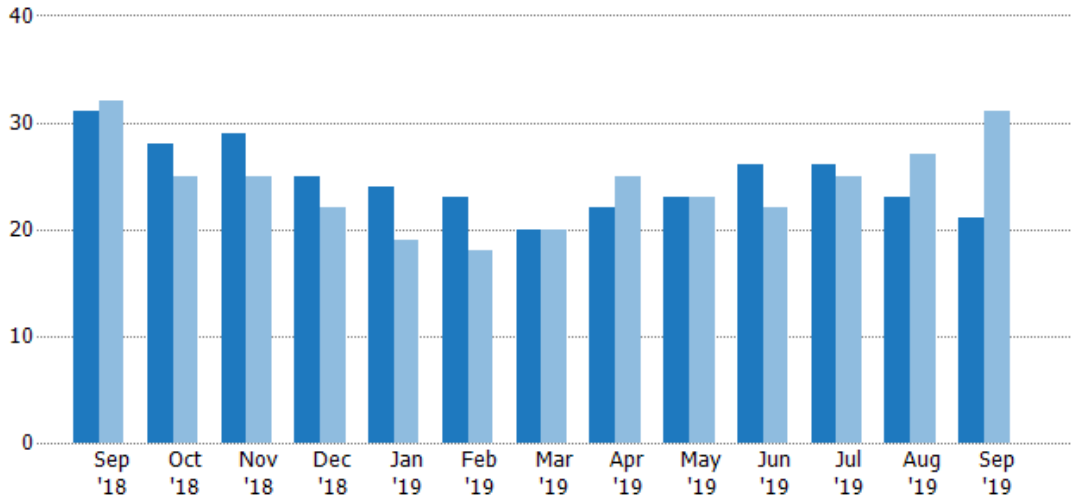
Current Year	\$1.9M	\$609K	\$926K	-	\$595K	\$732K	\$930K	\$1.99M	\$1.67M	\$3.26M	\$3.27M	\$2.2M	\$455K
Prior Year	\$269K	\$879K	\$1.1M	\$279K	\$469K	\$329K	\$467K	\$3.01M	\$1.99M	\$2.36M	\$1.86M	\$1.33M	\$1.9M
Percent Change from Prior Year	608%	-31%	-16%	-100%	27%	122%	99%	-34%	-16%	38%	76%	66%	-76%

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



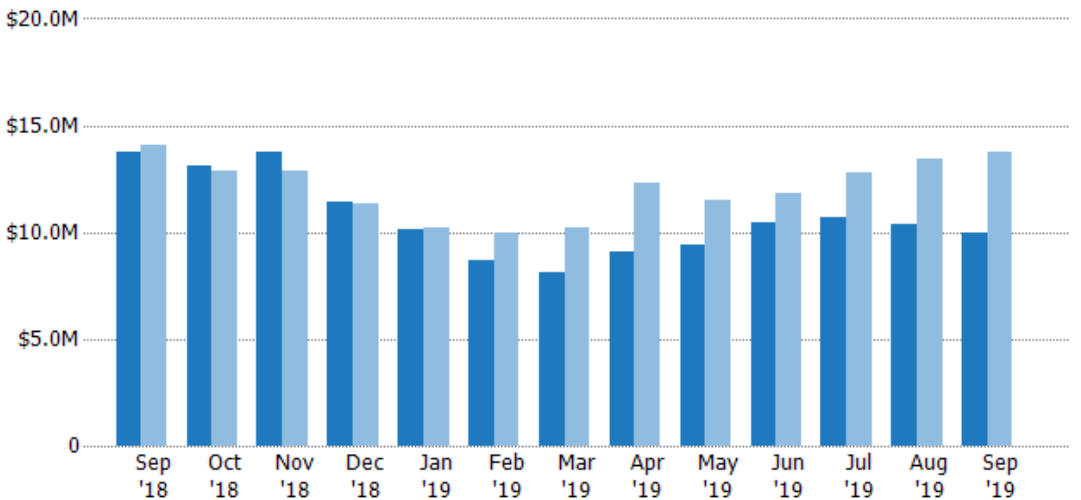
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '19	21	31	-32.3%
Sep '18	31	31	-3.1%
Sep '17	32	32	-25%

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
Sep '19	\$10M	\$13.8M	-27.3%
Sep '18	\$13.8M	\$13.8M	-2.2%
Sep '17	\$14.1M	\$14.1M	-42.2%

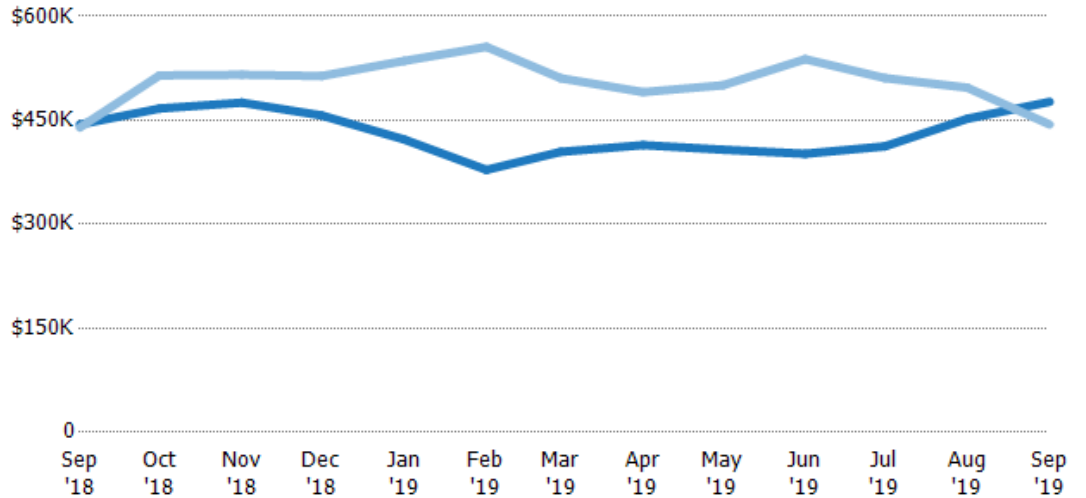
Average Listing Price

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.
Sep '19	\$477K	7.3%
Sep '18	\$444K	1%
Sep '17	\$440K	-22.9%



Current Year	\$444K	\$467K	\$475K	\$457K	\$422K	\$378K	\$404K	\$414K	\$408K	\$402K	\$412K	\$452K	\$477K
Prior Year	\$440K	\$515K	\$516K	\$514K	\$536K	\$556K	\$511K	\$491K	\$501K	\$538K	\$511K	\$497K	\$444K
Percent Change from Prior Year	1%	-9%	-8%	-11%	-21%	-32%	-21%	-16%	-19%	-25%	-19%	-9%	7%

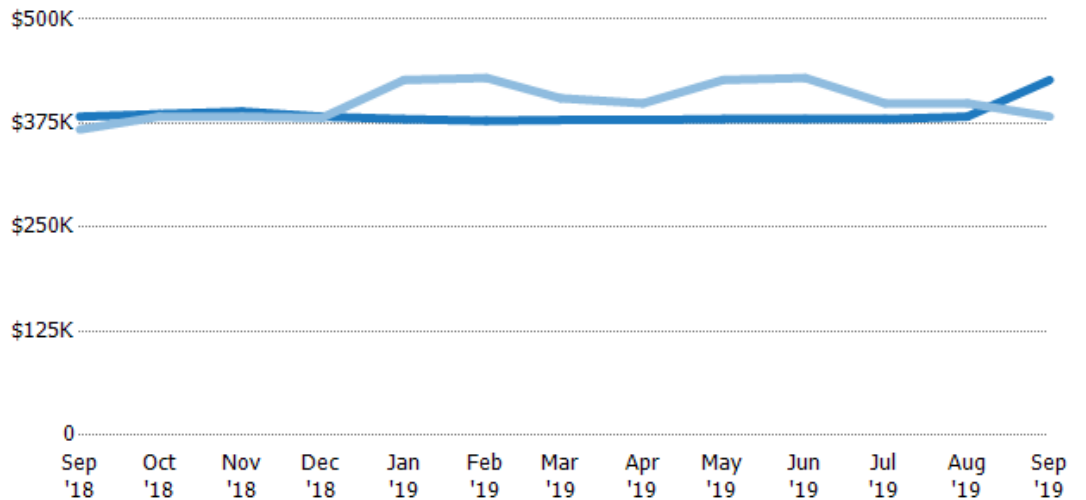
Median Listing Price

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.
Sep '19	\$427K	11.5%
Sep '18	\$383K	4.2%
Sep '17	\$368K	-0.7%



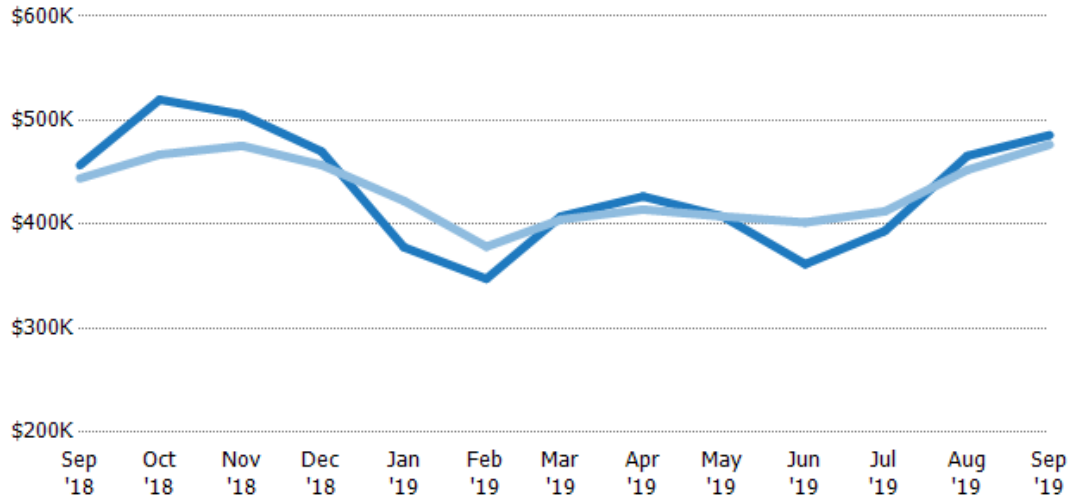
Current Year	\$383K	\$386K	\$389K	\$383K	\$380K	\$378K	\$379K	\$379K	\$380K	\$380K	\$380K	\$383K	\$427K
Prior Year	\$368K	\$383K	\$383K	\$382K	\$427K	\$430K	\$405K	\$399K	\$427K	\$430K	\$399K	\$399K	\$383K
Percent Change from Prior Year	4%	1%	2%	0%	-11%	-12%	-6%	-5%	-11%	-12%	-5%	-4%	11%

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



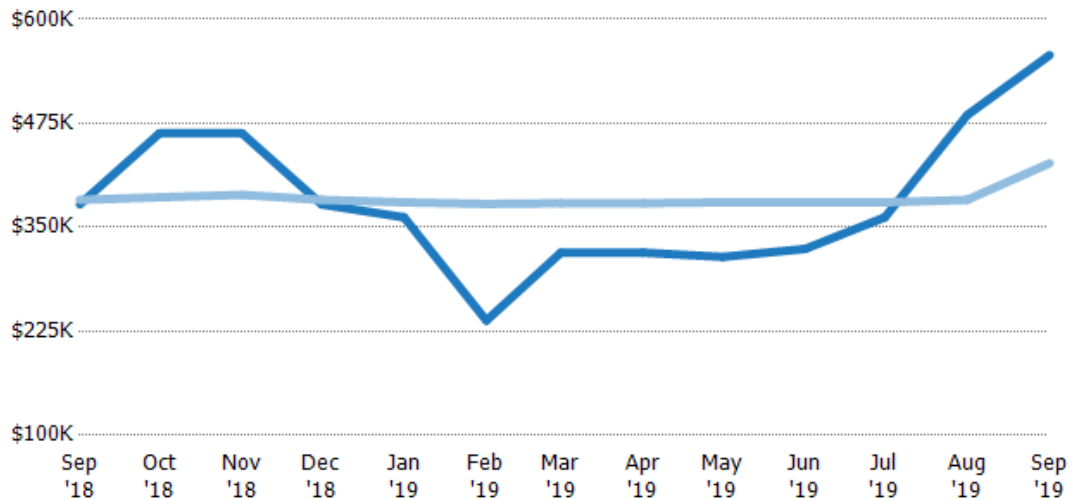
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$457K	\$520K	\$506K	\$470K	\$378K	\$348K	\$408K	\$427K	\$407K	\$362K	\$394K	\$466K	\$486K
Avg Listing Price	\$444K	\$467K	\$475K	\$457K	\$422K	\$378K	\$404K	\$414K	\$408K	\$402K	\$412K	\$452K	\$477K
Avg Listing Price as a % of Avg Est Value	97%	90%	94%	97%	112%	109%	99%	97%	100%	111%	105%	97%	98%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$378K	\$463K	\$463K	\$378K	\$362K	\$238K	\$320K	\$320K	\$314K	\$324K	\$362K	\$485K	\$557K
Median Listing Price	\$383K	\$386K	\$389K	\$383K	\$380K	\$378K	\$379K	\$379K	\$380K	\$380K	\$380K	\$383K	\$427K
Med Listing Price as a % of Med Est Value	101%	83%	84%	101%	105%	159%	119%	119%	121%	117%	105%	79%	77%

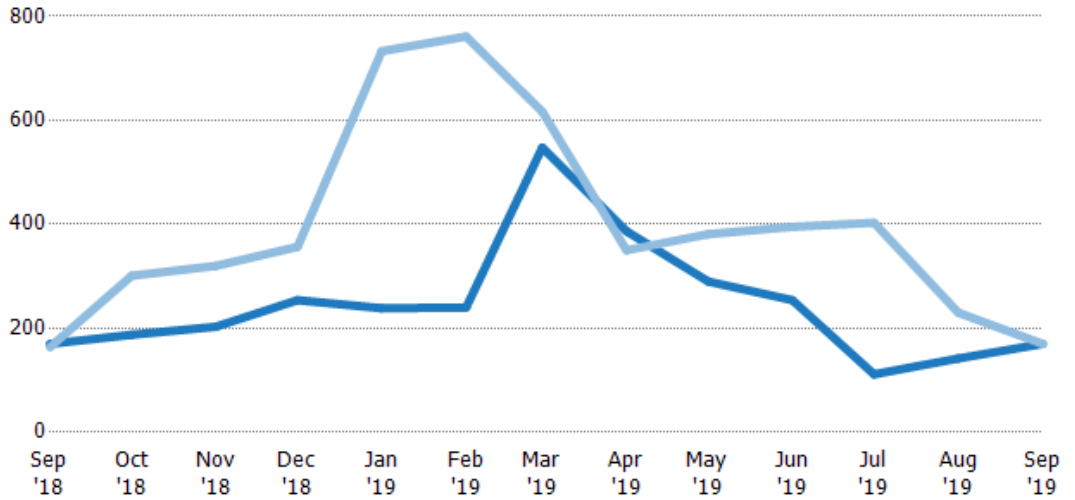
Median Days in RPR

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.
Sep '19	170	0%
Sep '18	170	4%
Sep '17	164	49.8%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	170	188	203	254	239	240	548	387	290	254	112	142	170
Prior Year	164	301	320	357	733	761	617	350	381	395	403	230	170
Percent Change from Prior Year	4%	-38%	-37%	-29%	-67%	-68%	-11%	10%	-24%	-36%	-72%	-38%	0%

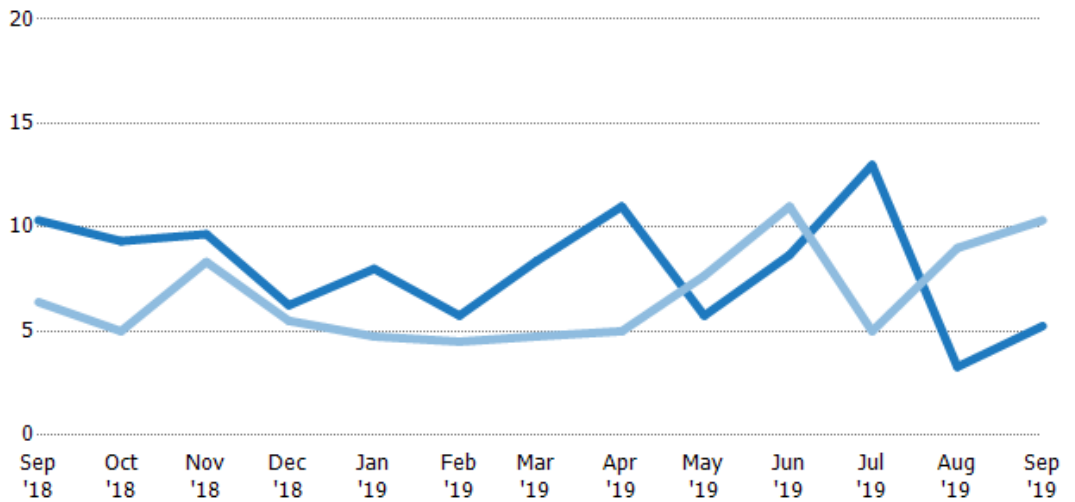
Months of Inventory

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.
Sep '19	5.25	-49%
Sep '18	6.4	61%



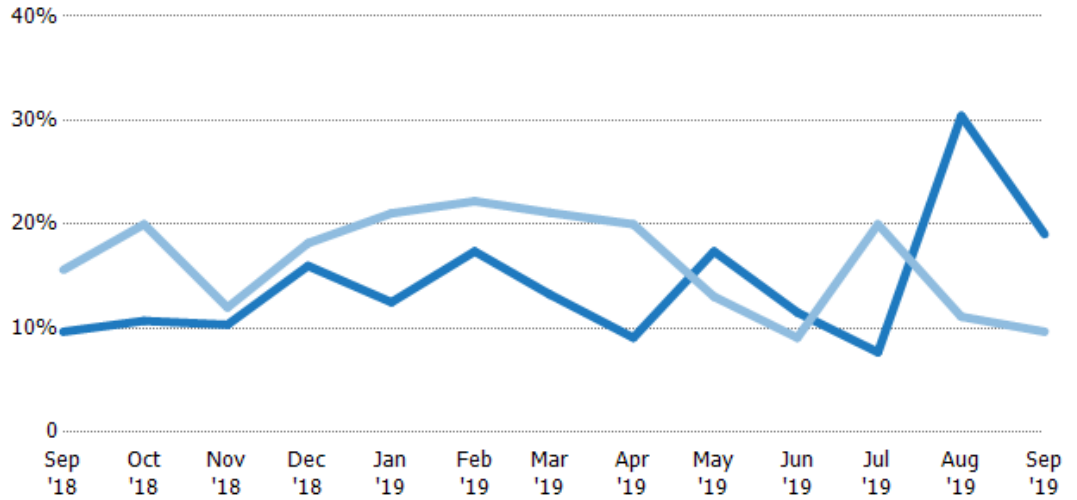
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	10.3	9.33	9.67	6.25	8	5.75	8.38	11	5.75	8.67	13	3.29	5.25
Prior Year	6.4	5	8.33	5.5	4.75	4.5	4.75	5	7.67	11	5	9	10.3
Percent Change from Prior Year	61%	87%	16%	14%	68%	28%	74%	120%	-25%	-21%	160%	-63%	-49%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Family Residence



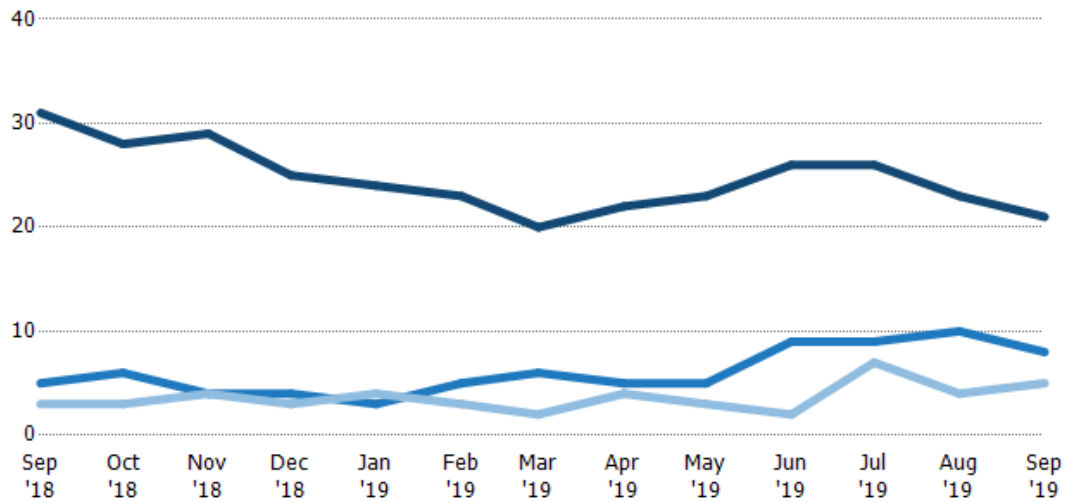
Current Year	10%	11%	10%	16%	13%	17%	13%	9%	17%	12%	8%	30%	19%
Prior Year	16%	20%	12%	18%	21%	22%	21%	20%	13%	9%	20%	11%	10%
Change from Prior Year	6%	9%	2%	2%	9%	5%	8%	11%	-4%	-2%	12%	-19%	-9%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



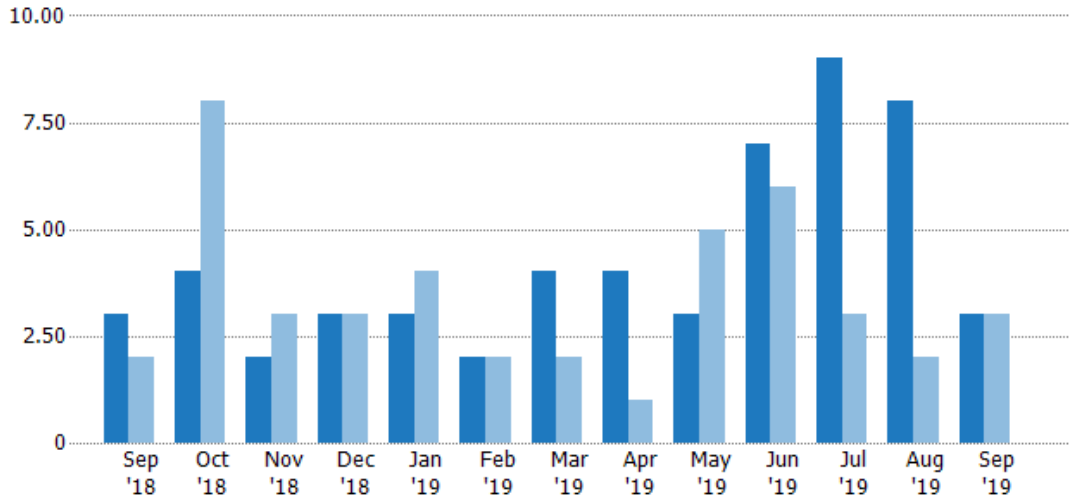
Active	31	28	29	25	24	23	20	22	23	26	26	23	21
Pending	5	6	4	4	3	5	6	5	5	9	9	10	8
Sold	3	3	4	3	4	3	2	4	3	2	7	4	5

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



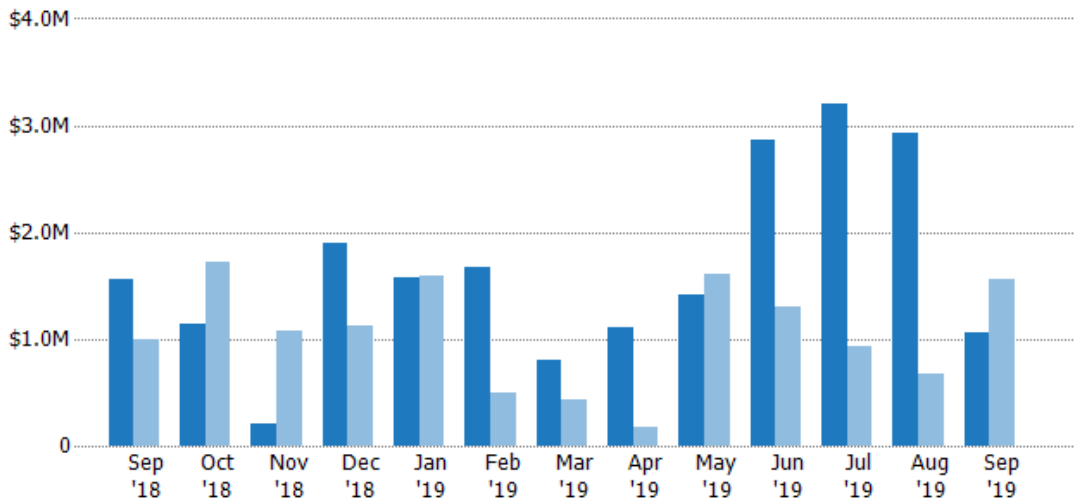
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '19	3	2	50%
Oct '19	4	8	-50%
Nov '19	2	3	-33%
Dec '19	3	3	0%
Jan '19	3	4	-25%
Feb '19	2	2	0%
Mar '19	4	2	100%
Apr '19	4	1	300%
May '19	3	5	-40%
Jun '19	7	6	17%
Jul '19	9	3	200%
Aug '19	8	2	300%
Sep '19	3	3	0%

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



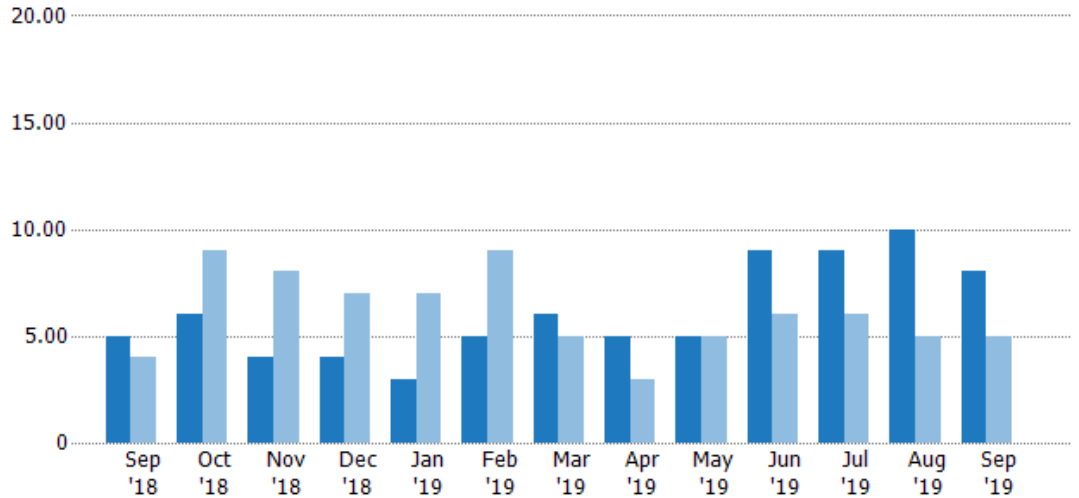
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '19	\$1.06M	\$1M	56%
Oct '19	\$1.14M	\$1.72M	-34%
Nov '19	\$214K	\$1.08M	-80%
Dec '19	\$1.89M	\$1.12M	70%
Jan '19	\$1.57M	\$1.6M	-2%
Feb '19	\$1.68M	\$499K	236%
Mar '19	\$795K	\$425K	87%
Apr '19	\$1.12M	\$179K	523%
May '19	\$1.41M	\$1.61M	-13%
Jun '19	\$2.87M	\$1.3M	120%
Jul '19	\$3.2M	\$929K	245%
Aug '19	\$2.93M	\$678K	332%
Sep '19	\$1.06M	\$1.56M	-32%

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



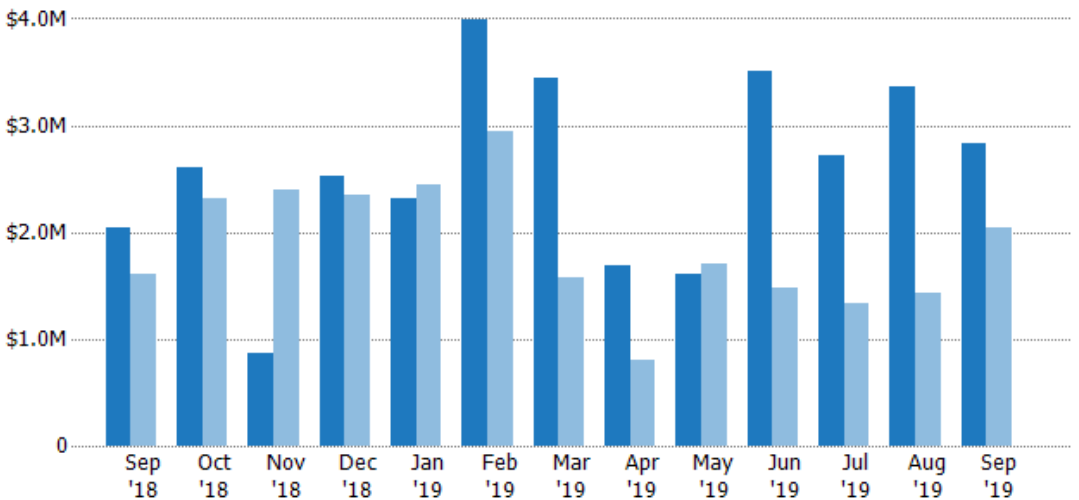
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	5	6	4	4	3	5	6	5	5	9	9	10	8
Prior Year	4	9	8	7	7	9	5	3	5	6	6	5	5
Percent Change from Prior Year	25%	-33%	-50%	-43%	-57%	-44%	20%	67%	0%	50%	50%	100%	60%

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



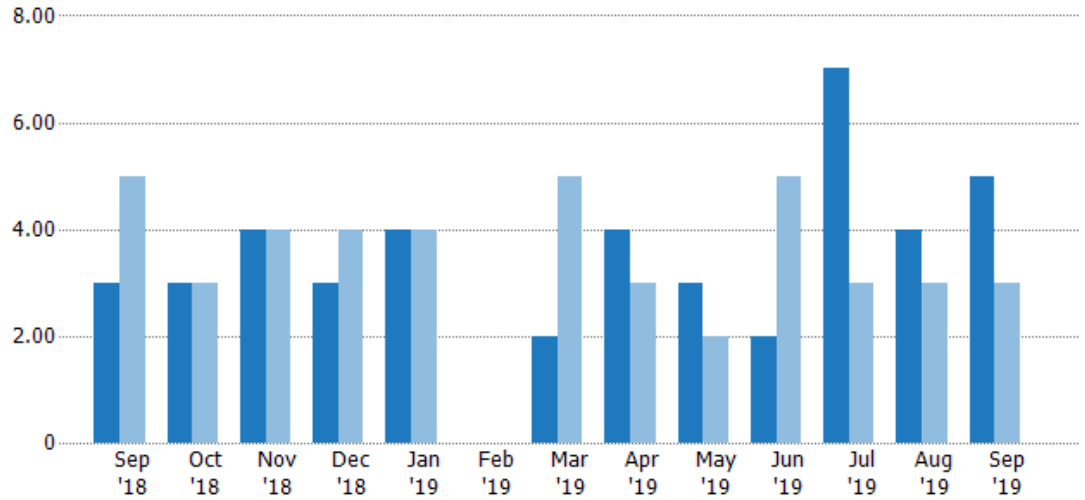
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$2.04M	\$2.6M	\$872K	\$2.52M	\$2.32M	\$4M	\$3.44M	\$1.68M	\$1.6M	\$3.5M	\$2.73M	\$3.36M	\$2.83M
Prior Year	\$1.61M	\$2.31M	\$2.4M	\$2.36M	\$2.45M	\$2.95M	\$1.58M	\$799K	\$1.7M	\$1.48M	\$1.33M	\$1.44M	\$2.04M
Percent Change from Prior Year	27%	12%	-64%	7%	-5%	35%	118%	111%	-6%	136%	105%	134%	39%

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



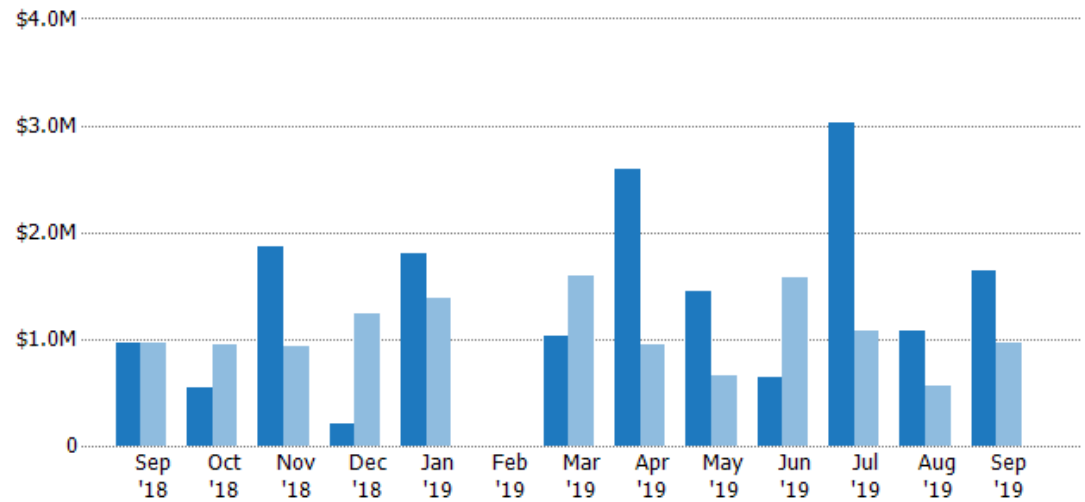
Current Year	3	3	4	3	4	-	2	4	3	2	7	4	5
Prior Year	5	3	4	4	4	-	5	3	2	5	3	3	3
Percent Change from Prior Year	-40%	0%	0%	-25%	0%	-	-60%	33%	50%	-60%	133%	33%	67%

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	\$969K	\$543K	\$1.87M	\$203K	\$1.79M	-	\$1.03M	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.64M
Prior Year	\$956K	\$952K	\$928K	\$1.23M	\$1.39M	-	\$1.59M	\$955K	\$650K	\$1.57M	\$1.08M	\$556K	\$969K
Percent Change from Prior Year	1%	-43%	102%	-84%	30%	-	-35%	171%	124%	-59%	179%	92%	69%

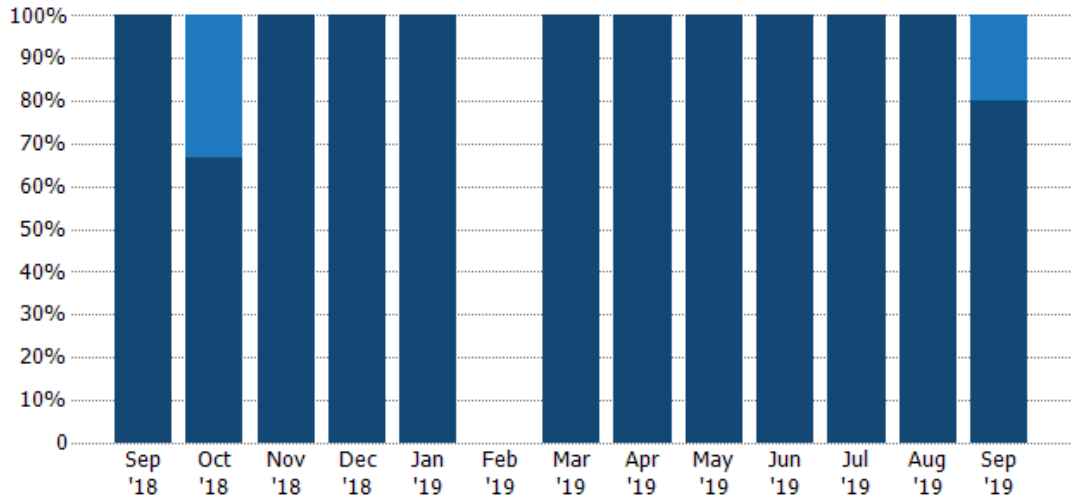
Closed Sales by Property Type

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



Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Condo/Townhouse	-	33%	-	-	-	-	-	-	-	-	-	-	20%
Single Family Residence	100%	67%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	80%

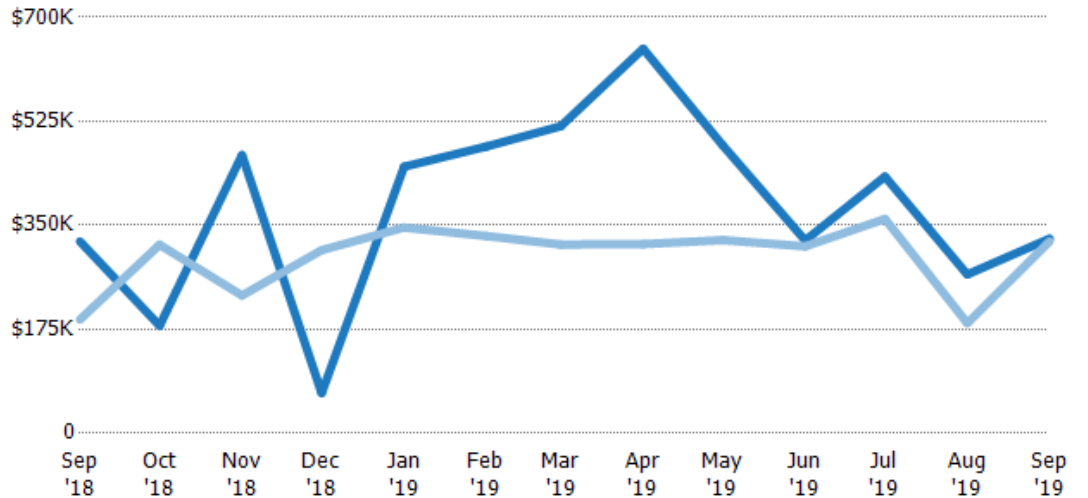
Average Sales Price

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



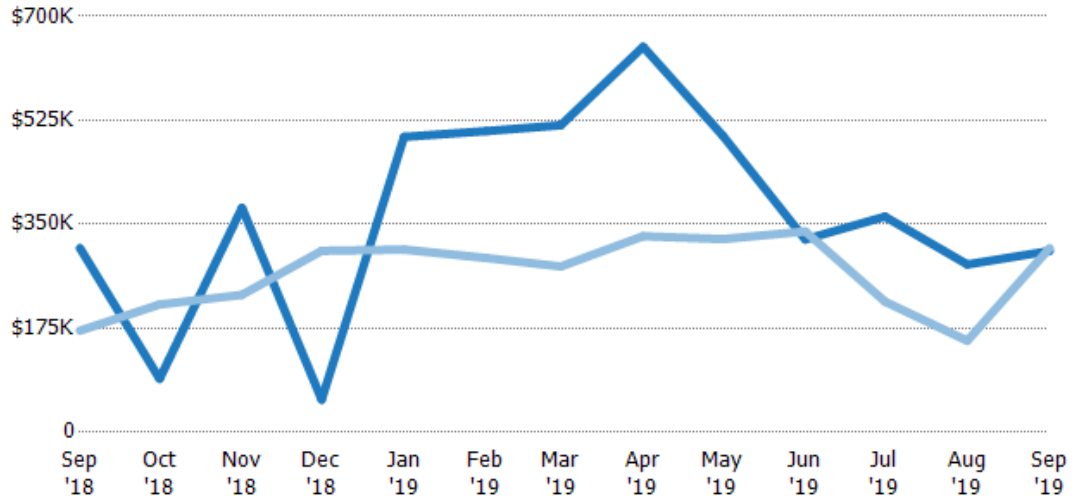
Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K	\$432K	\$267K	\$328K
Prior Year	\$191K	\$317K	\$232K	\$308K	\$346K	\$332K	\$318K	\$318K	\$325K	\$315K	\$361K	\$185K	\$323K
Percent Change from Prior Year	69%	-43%	102%	-78%	30%	46%	63%	103%	49%	3%	20%	44%	1%

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



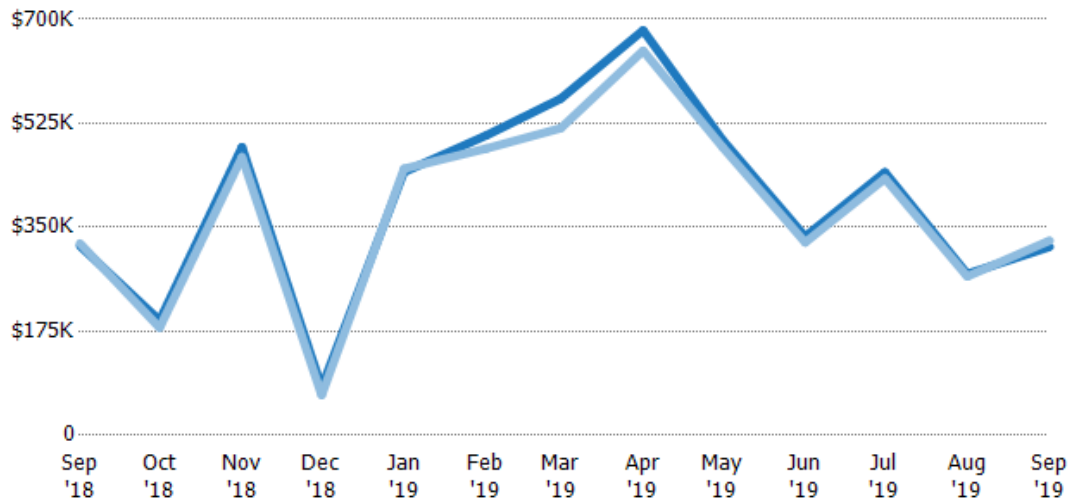
Current Year	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K	\$363K	\$283K	\$305K
Prior Year	\$171K	\$215K	\$231K	\$305K	\$308K	\$293K	\$279K	\$330K	\$325K	\$338K	\$220K	\$154K	\$310K
Percent Change from Prior Year	81%	-58%	63%	-82%	62%	73%	85%	97%	54%	-4%	65%	83%	-2%

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



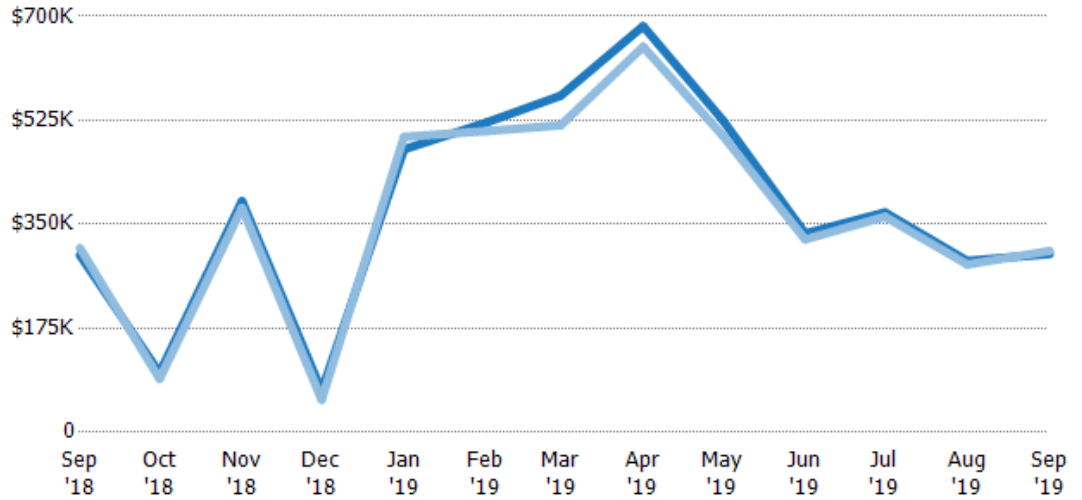
Avg List Price	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K	\$443K	\$272K	\$317K
Avg Sales Price	\$323K	\$181K	\$468K	\$67.7K	\$449K	\$483K	\$517K	\$647K	\$484K	\$325K	\$432K	\$267K	\$328K
Avg Sales Price as a % of Avg List Price	101%	94%	97%	84%	101%	96%	91%	95%	98%	97%	98%	98%	103%

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



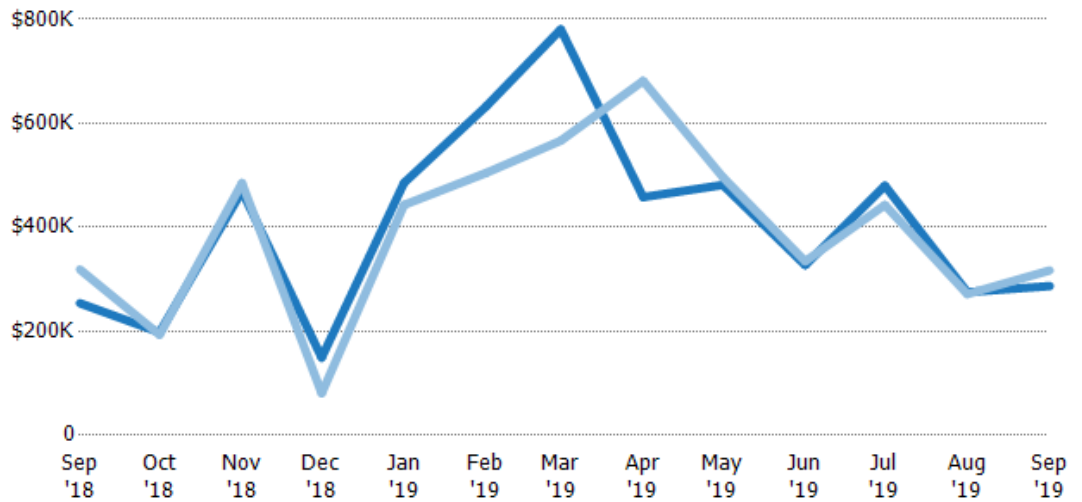
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K	\$370K	\$289K	\$300K
Median Sales Price	\$310K	\$90K	\$378K	\$55K	\$497K	\$507K	\$517K	\$649K	\$499K	\$325K	\$363K	\$283K	\$305K
Med Sales Price as a % of Med List Price	104%	90%	97%	79%	104%	98%	91%	95%	95%	97%	98%	98%	102%

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



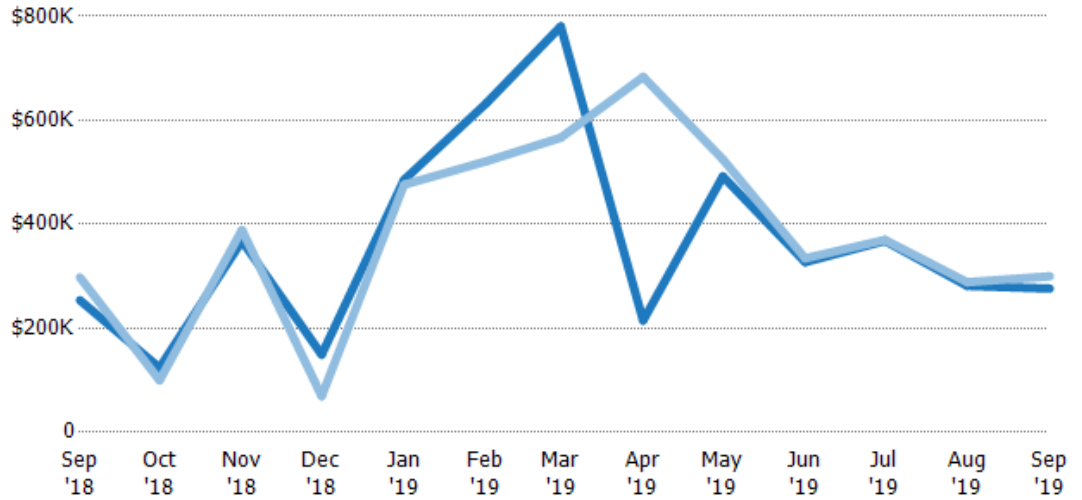
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$254K	\$198K	\$470K	\$149K	\$485K	\$633K	\$781K	\$458K	\$481K	\$327K	\$480K	\$275K	\$287K
Avg Sales Price	\$319K	\$193K	\$485K	\$80.8K	\$443K	\$505K	\$567K	\$682K	\$496K	\$334K	\$443K	\$272K	\$317K
Avg Sales Price as a % of Avg Est Value	126%	98%	103%	54%	91%	82%	73%	149%	103%	102%	92%	99%	111%

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	\$254K	\$124K	\$368K	\$149K	\$485K	\$633K	\$781K	\$215K	\$492K	\$327K	\$368K	\$282K	\$276K
Median Sales Price	\$298K	\$100K	\$389K	\$69.5K	\$476K	\$521K	\$567K	\$684K	\$525K	\$334K	\$370K	\$289K	\$300K
Med Sales Price as a % of Med Est Value	117%	81%	106%	47%	98%	85%	73%	318%	107%	102%	101%	102%	109%