

## Summary of Key Listing and Sales Metrics

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

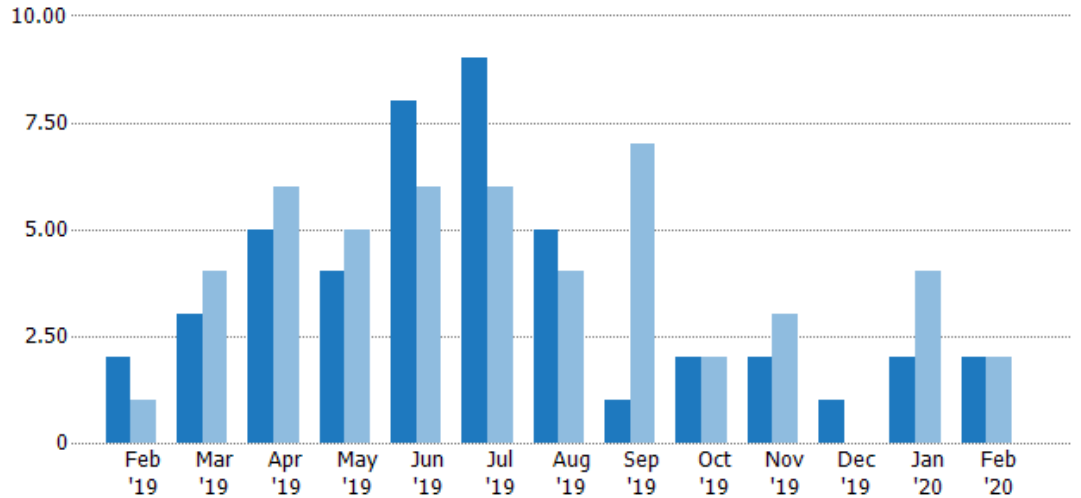
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	2	+/-	4	6	-33.3%
New Listing Volume	\$499,000	\$732,000	-31.8%	\$939,800	\$1,626,700	-42.2%
Active Listing Count	6	16	-62.5%	N/A	N/A	
Active Listing Volume	\$2,993,000	\$5,890,100	-49.2%	N/A	N/A	
Average Listing Price	\$498,833	\$368,131	+35.5%	\$544,272	\$400,400	+35.9%
Median Listing Price	\$512,500	\$324,900	+57.7%	\$536,364	\$345,558	+55.2%
Median Days in RPR	154.5	137.5	+12.4%	223.7	141	+58.7%
Months of Inventory	1.5	5.3	-71.9%	3.7	8.3	-55.6%
Absorption Rate	66.67%	18.75%	+47.9%	27.27%	12.12%	+15.2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	-	2	-	4	4	+/-
New Pending Sales Volume	-	\$1,675,000	-	\$1,057,800	\$2,808,000	-62.3%
Pending Sales Count	3	4	-25%	N/A	N/A	
Pending Sales Volume	\$997,000	\$3,164,000	-68.5%	N/A	N/A	
Closed Sales Count	1	-	-	5	3	+66.7%
Closed Sales Volume	\$125,500	-	-	\$1,921,700	\$1,305,000	+47.3%
Average Sales Price	\$125,500	-	-	\$384,340	\$435,000	-11.6%
Median Sales Price	\$125,500	-	-	\$383,580	\$505,000	-24%

## 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



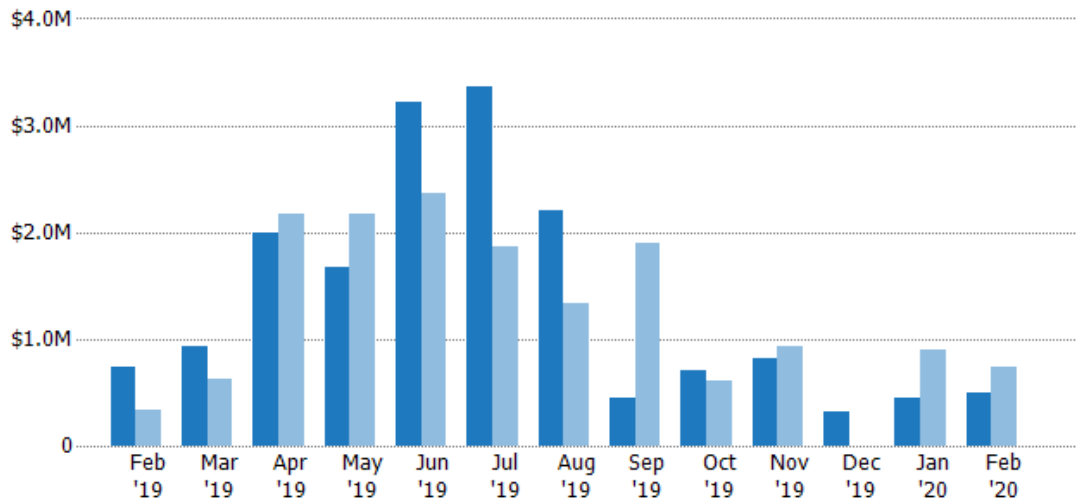
Current Year	2	3	5	4	8	9	5	1	2	2	1	2	2
Prior Year	1	4	6	5	6	6	4	7	2	3	-	4	2
Percent Change from Prior Year	100%	-25%	-17%	-20%	33%	50%	25%	-86%	0%	-33%	100%	-50%	0%

## 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



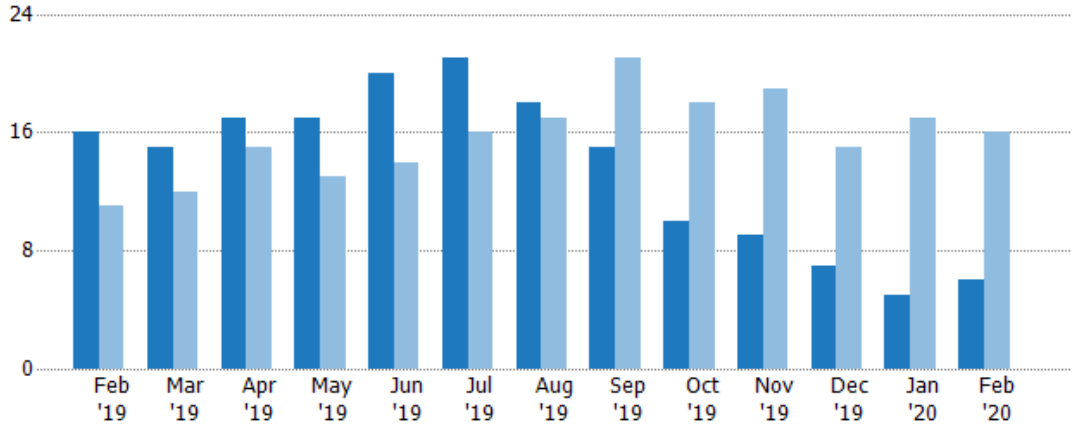
Current Year	\$732K	\$930K	\$1.99M	\$1.67M	\$3.22M	\$3.37M	\$2.2M	\$455K	\$705K	\$815K	\$325K	\$441K	\$499K
Prior Year	\$329K	\$632K	\$2.17M	\$2.16M	\$2.36M	\$1.86M	\$1.33M	\$1.9M	\$609K	\$926K	-	\$895K	\$732K
Percent Change from Prior Year	122%	47%	-8%	-23%	37%	81%	66%	-76%	16%	-12%	100%	-51%	-32%

## 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



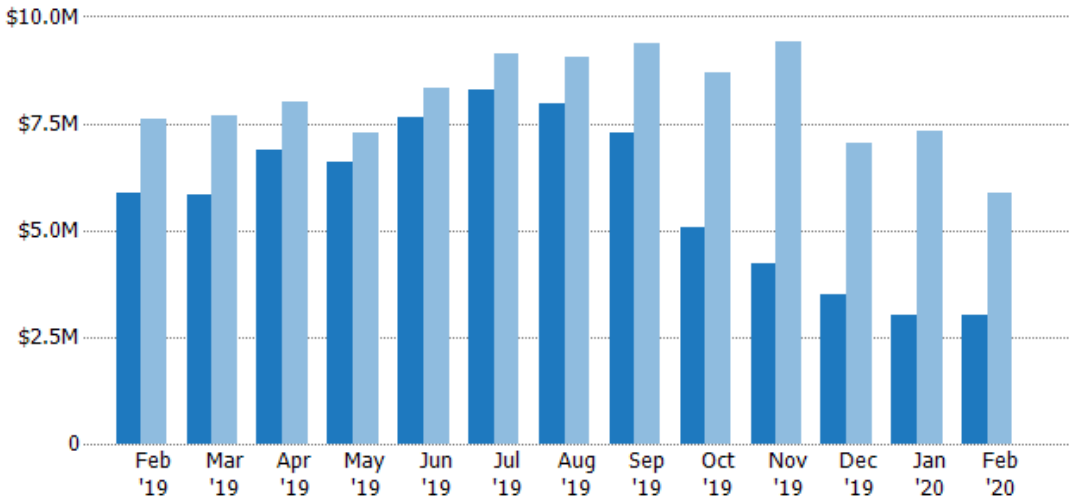
Month/Year	Count	% Chg.
Feb '20	6	-62.5%
Feb '19	16	45.5%
Feb '18	11	-18.2%

## 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.
Feb '20	\$2.99M	-49.2%
Feb '19	\$5.89M	-22.4%
Feb '18	\$7.59M	-39.3%

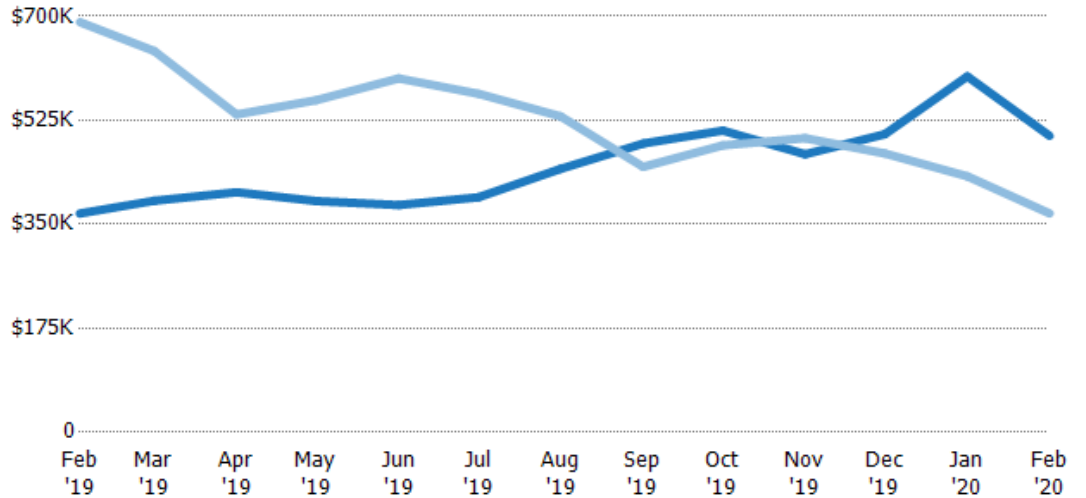
## Average Listing Price

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.
Feb '20	\$499K	35.5%
Feb '19	\$368K	-46.7%
Feb '18	\$690K	-25.8%



Current Year	\$368K	\$390K	\$404K	\$389K	\$382K	\$395K	\$443K	\$486K	\$508K	\$468K	\$502K	\$599K	\$499K
Prior Year	\$690K	\$642K	\$535K	\$559K	\$595K	\$570K	\$531K	\$447K	\$483K	\$495K	\$469K	\$431K	\$368K
Percent Change from Prior Year	-47%	-39%	-24%	-30%	-36%	-31%	-17%	9%	5%	-5%	7%	39%	36%

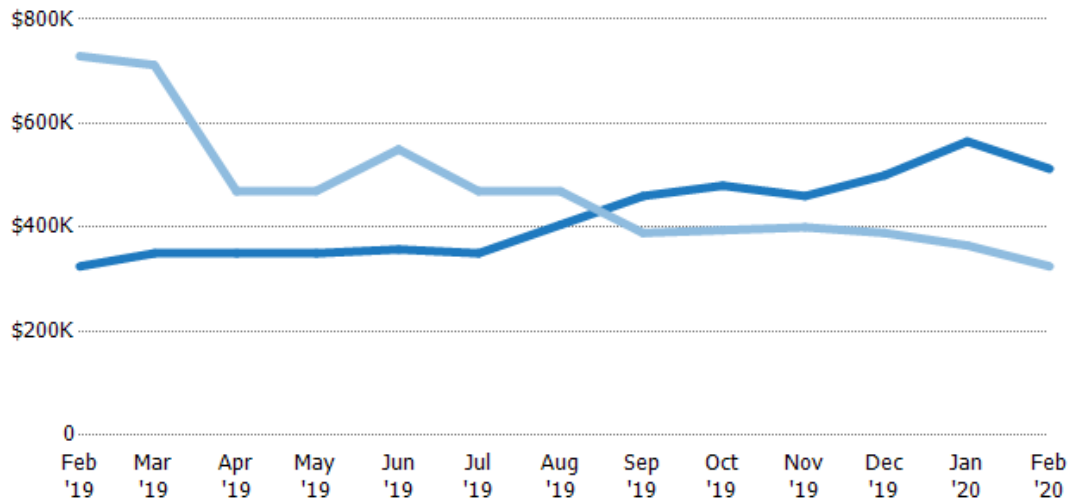
## Median Listing Price

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.
Feb '20	\$513K	57.7%
Feb '19	\$325K	-55.4%
Feb '18	\$729K	-45.1%



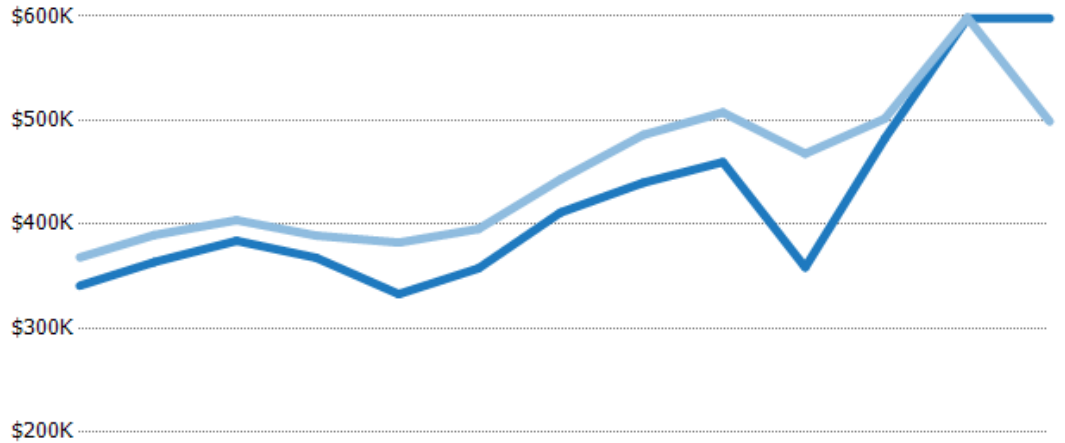
Current Year	\$325K	\$350K	\$350K	\$350K	\$357K	\$350K	\$405K	\$460K	\$480K	\$460K	\$500K	\$565K	\$513K
Prior Year	\$729K	\$712K	\$469K	\$470K	\$550K	\$469K	\$469K	\$389K	\$394K	\$400K	\$389K	\$365K	\$325K
Percent Change from Prior Year	-55%	-51%	-25%	-26%	-35%	-25%	-14%	18%	22%	15%	29%	55%	58%

## 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



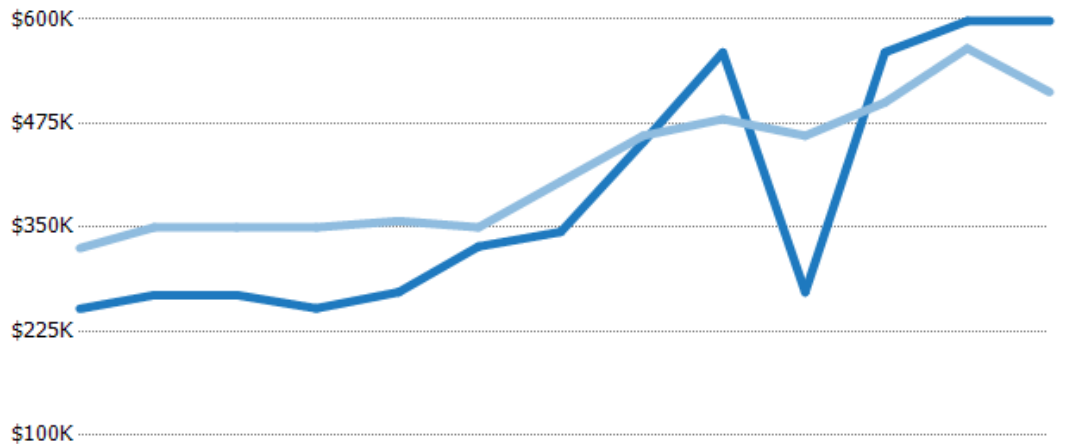
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$341K	\$364K	\$384K	\$368K	\$333K	\$358K	\$411K	\$440K	\$460K	\$359K	\$483K	\$598K	\$598K
Avg Listing Price	\$368K	\$390K	\$404K	\$389K	\$382K	\$395K	\$443K	\$486K	\$508K	\$468K	\$502K	\$599K	\$499K
Avg Listing Price as a % of Avg Est Value	108%	107%	105%	106%	115%	111%	108%	110%	110%	130%	104%	100%	83%

## 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



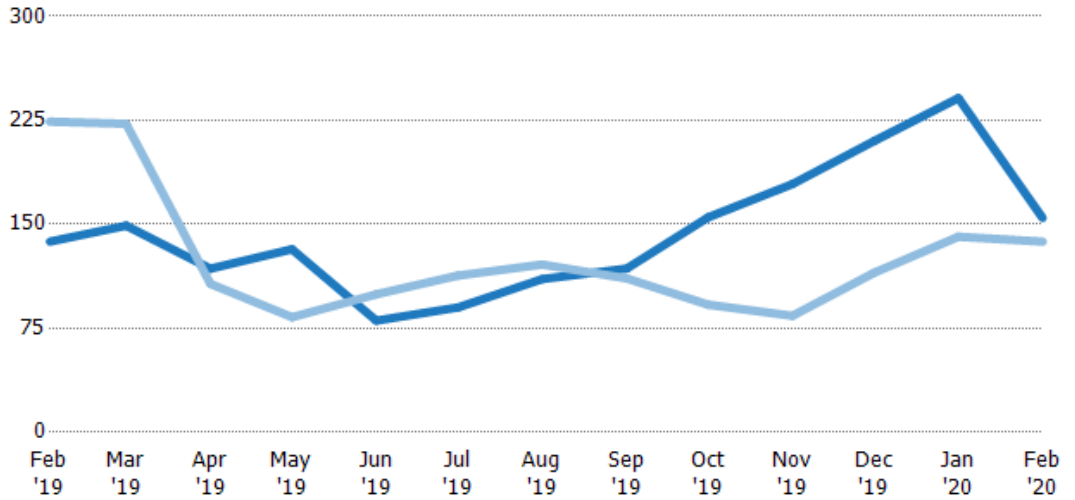
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$252K	\$268K	\$268K	\$253K	\$272K	\$327K	\$344K	\$452K	\$560K	\$272K	\$560K	\$598K	\$598K
Median Listing Price	\$325K	\$350K	\$350K	\$350K	\$357K	\$350K	\$405K	\$460K	\$480K	\$460K	\$500K	\$565K	\$513K
Med Listing Price as a % of Med Est Value	129%	130%	130%	139%	131%	107%	118%	102%	86%	169%	89%	94%	86%

## 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



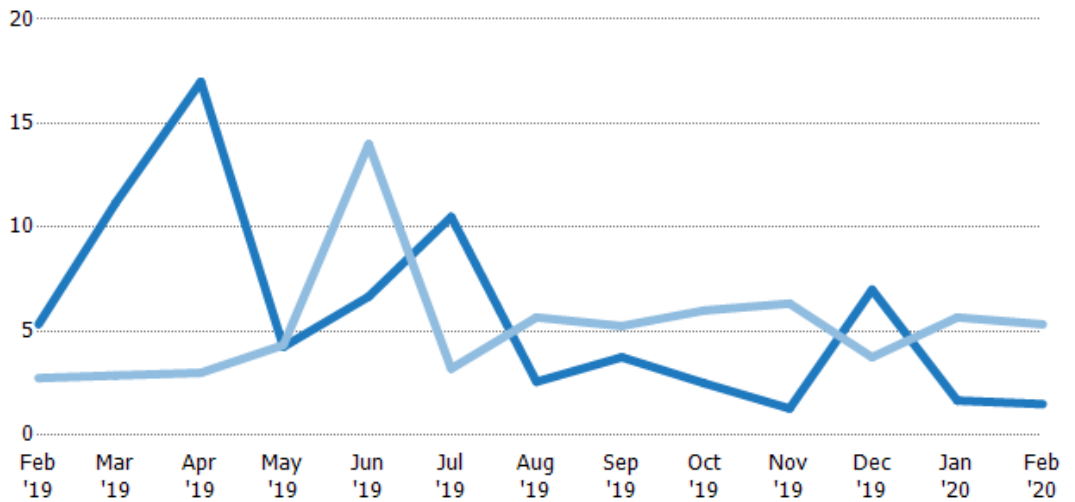
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	138	149	118	132	80.5	90	111	118	155	179	210	241	155
Prior Year	224	223	107	83	100	113	121	111	92	84	115	141	138
Percent Change from Prior Year	-39%	-33%	10%	59%	-19%	-20%	-9%	6%	68%	113%	83%	71%	12%

## 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



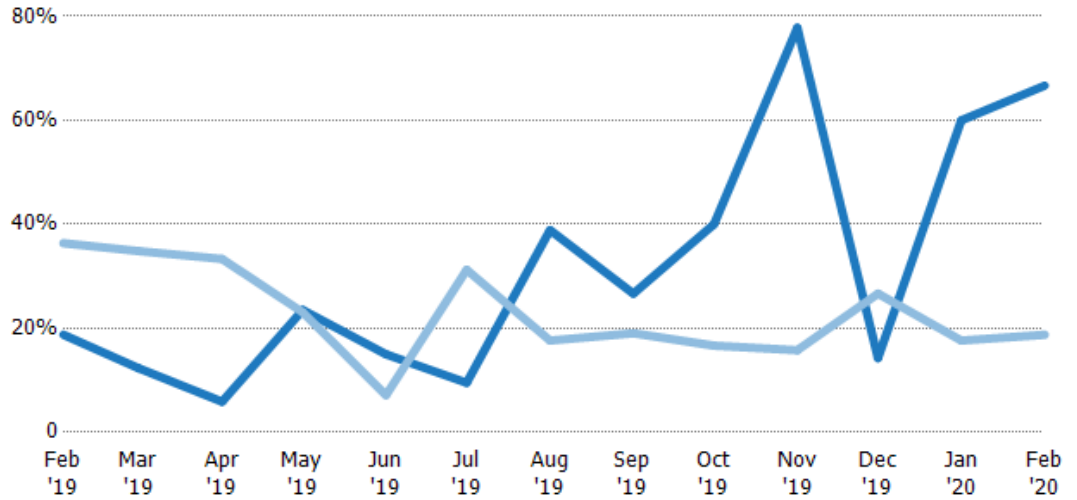
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	5.33	11.2	17	4.25	6.67	10.5	2.57	3.75	2.5	1.29	7	1.67	1.5
Prior Year	2.75	2.88	3	4.33	14	3.2	5.67	5.25	6	6.33	3.75	5.67	5.33
Percent Change from Prior Year	94%	280%	467%	-2%	-52%	228%	-55%	-29%	-58%	-80%	87%	-71%	-72%

## 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



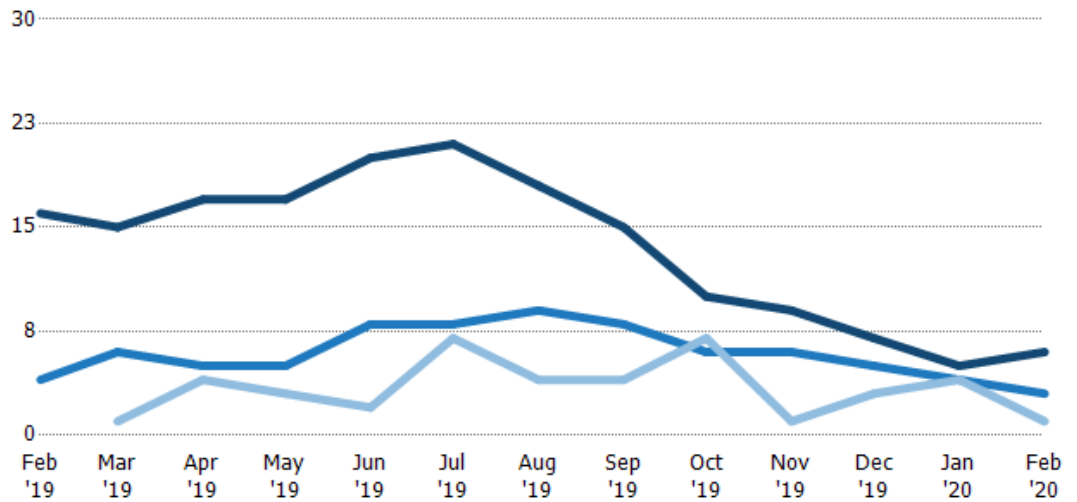
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	19%	12%	6%	24%	15%	10%	39%	27%	40%	78%	14%	60%	67%
Prior Year	36%	35%	33%	23%	7%	31%	18%	19%	17%	16%	27%	18%	19%
Change from Prior Year	18%	23%	27%	0%	-8%	22%	-21%	-8%	-23%	-62%	12%	-42%	-48%

## 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



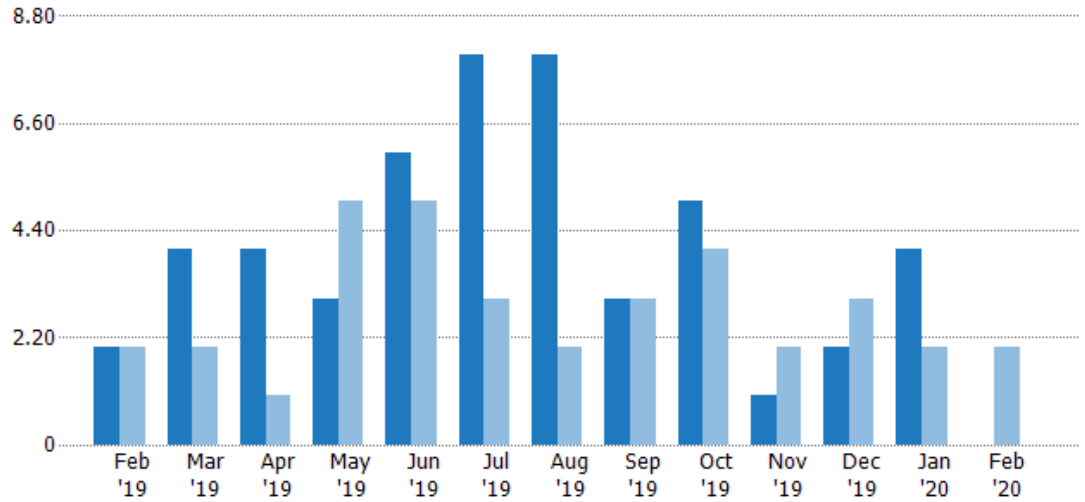
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	16	15	17	17	20	21	18	15	10	9	7	5	6
Pending	4	6	5	5	8	8	9	8	6	6	5	4	3
Sold	-	1	4	3	2	7	4	4	7	1	3	4	1

## 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



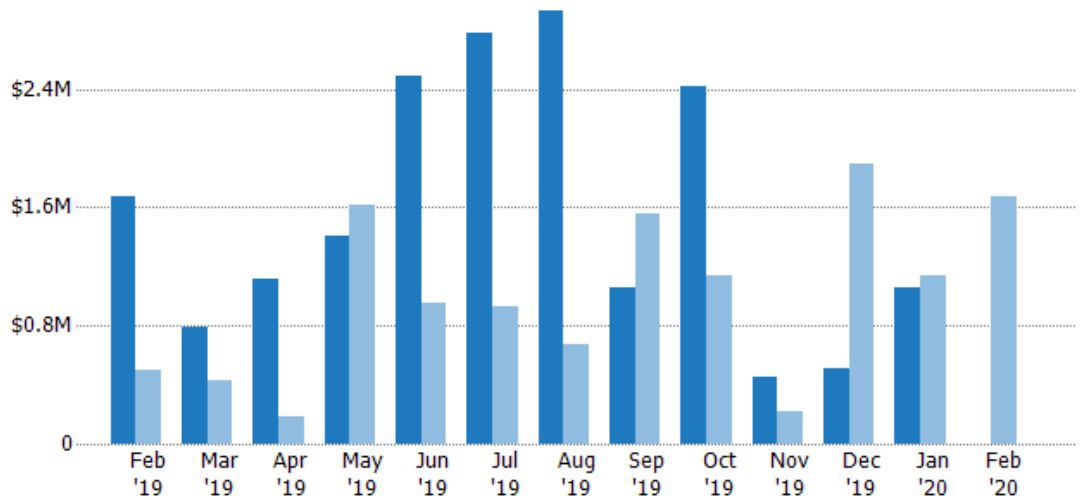
Current Year	2	4	4	3	6	8	8	3	5	1	2	4	-
Prior Year	2	2	1	5	5	3	2	3	4	2	3	2	2
Percent Change from Prior Year	0%	100%	300%	-40%	20%	167%	300%	0%	25%	-50%	-33%	100%	-100%

## 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



Current Year	\$1.68M	\$795K	\$1.12M	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$1.06M	-
Prior Year	\$499K	\$425K	\$179K	\$1.61M	\$949K	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.13M	\$1.68M
Percent Change from Prior Year	236%	87%	523%	-13%	162%	199%	332%	-32%	113%	112%	-73%	-7%	-100%

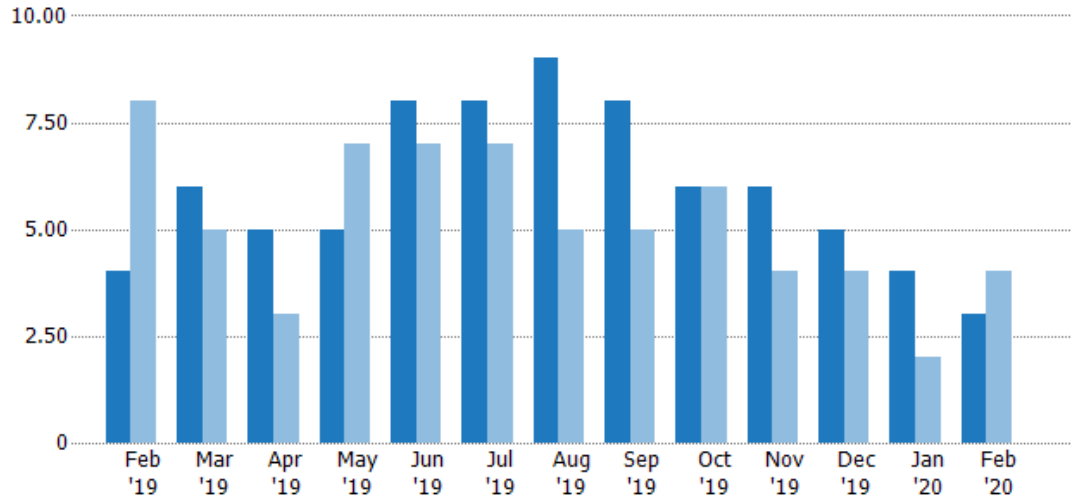


## Pending Sales

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



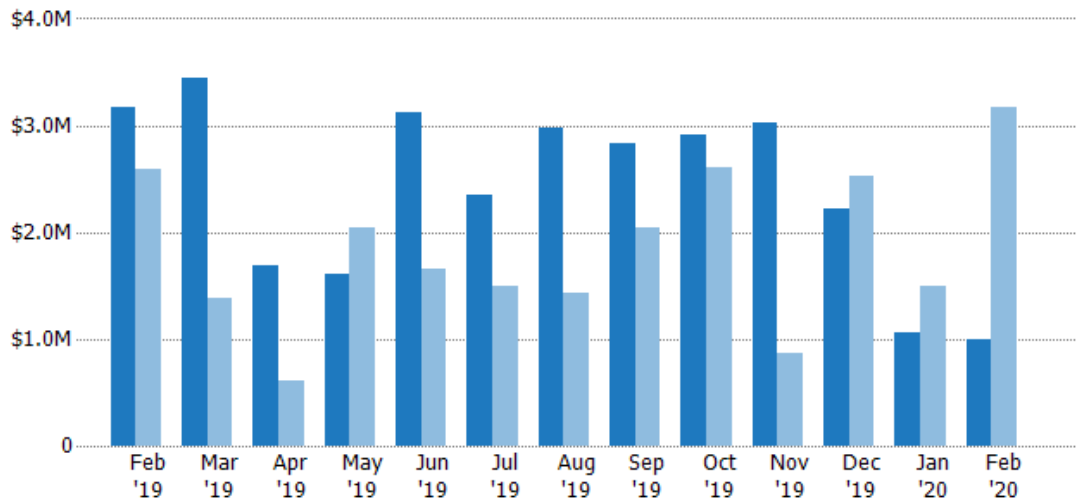
Month/Year	Count	% Chg.
Feb '20	3	-25%
Feb '19	4	-50%
Feb '18	8	-25%

## 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



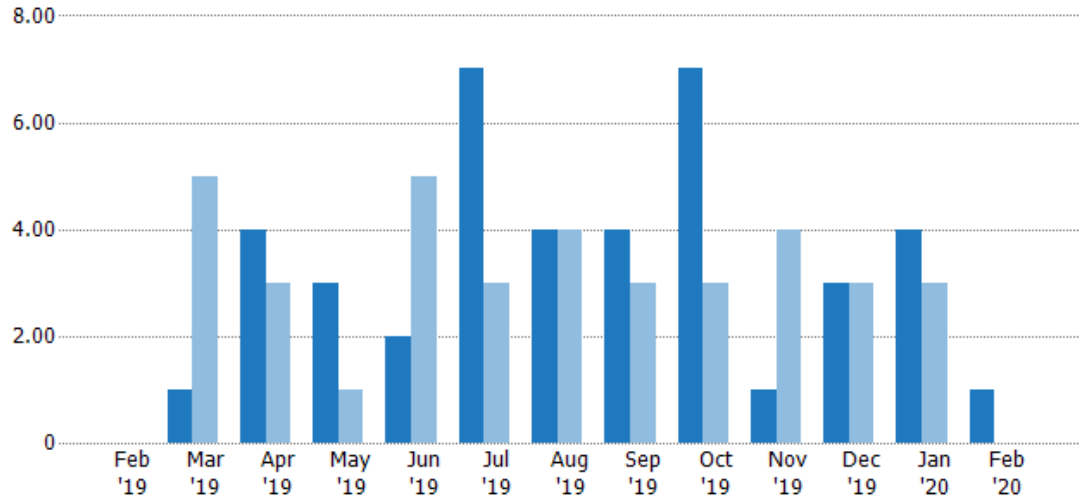
Month/Year	Volume	% Chg.
Feb '20	\$997K	-68.5%
Feb '19	\$3.16M	22.1%
Feb '18	\$2.59M	-31.1%

## 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



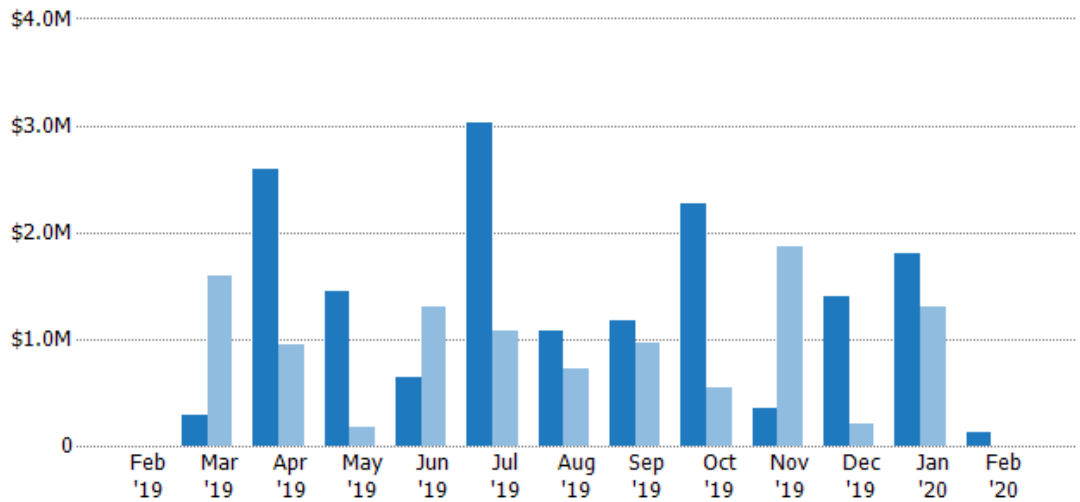
Current Year	-	1	4	3	2	7	4	4	7	1	3	4	1
Prior Year	-	5	3	1	5	3	4	3	3	4	3	3	-
Percent Change from Prior Year	-	-80%	33%	200%	-60%	133%	0%	33%	133%	-75%	0%	33%	100%

## 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



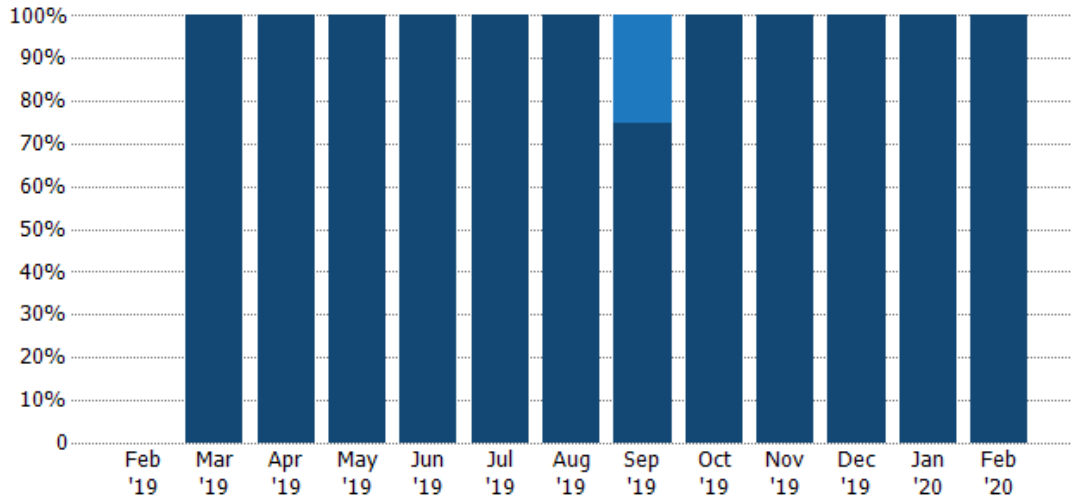
Current Year	-	\$283K	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K
Prior Year	-	\$1.59M	\$955K	\$175K	\$1.3M	\$1.08M	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.31M	-
Percent Change from Prior Year	-	-82%	171%	730%	-50%	179%	48%	21%	319%	-81%	585%	38%	100%

## 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



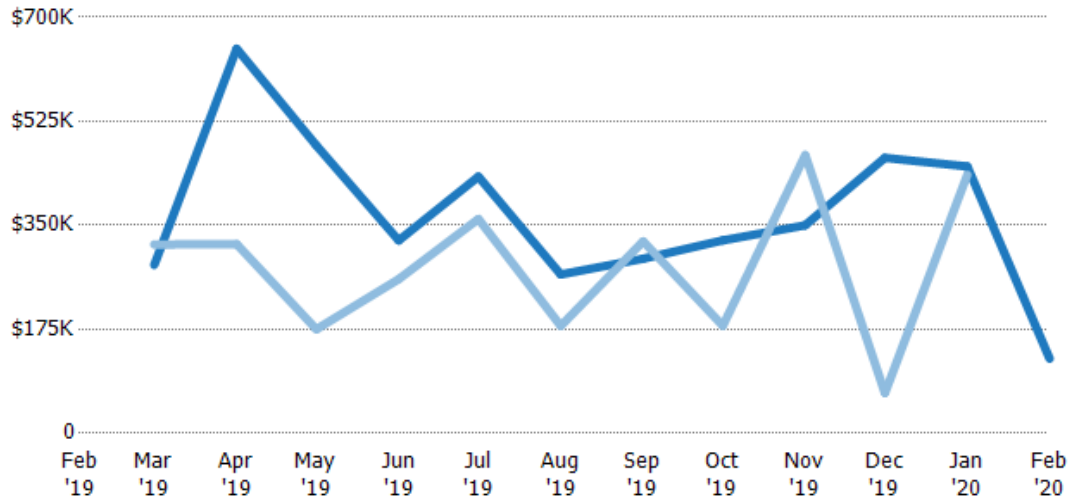
Condo/Townhouse	-	-	-	-	-	-	-	25%	-	-	-	-	-
Single Family Residence	-	100%	100%	100%	100%	100%	100%	75%	100%	100%	100%	100%	100%

## 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



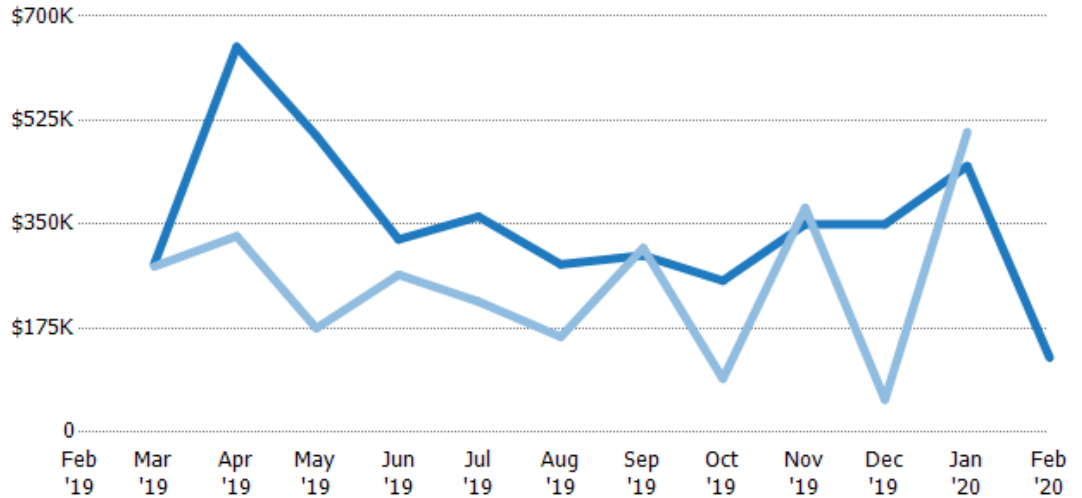
Current Year	-	\$283K	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K
Prior Year	-	\$318K	\$318K	\$175K	\$259K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$435K	-
Percent Change from Prior Year	-	-11%	103%	177%	25%	20%	48%	-9%	79%	-25%	585%	3%	100%

## 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



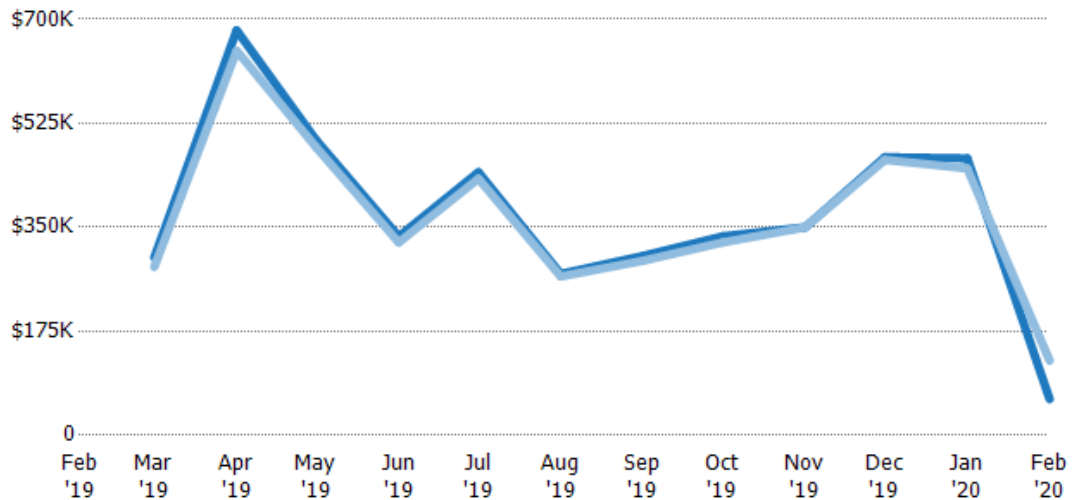
Current Year	-	\$283K	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K
Prior Year	-	\$279K	\$330K	\$175K	\$265K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$505K	-
Percent Change from Prior Year	-	2%	97%	185%	22%	65%	76%	-4%	183%	-7%	536%	-11%	100%

## 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



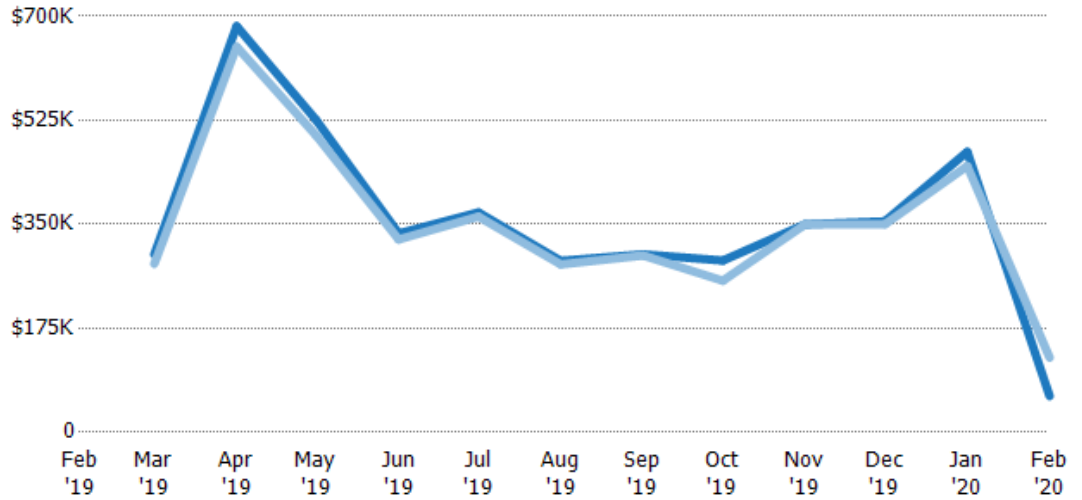
Avg List Price	-	\$299K	\$682K	\$496K	\$334K	\$443K	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K
Avg Sales Price	-	\$283K	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K
Avg Sales Price as a % of Avg List Price	-	95%	95%	98%	97%	98%	98%	97%	97%	100%	99%	96%	206%

## 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



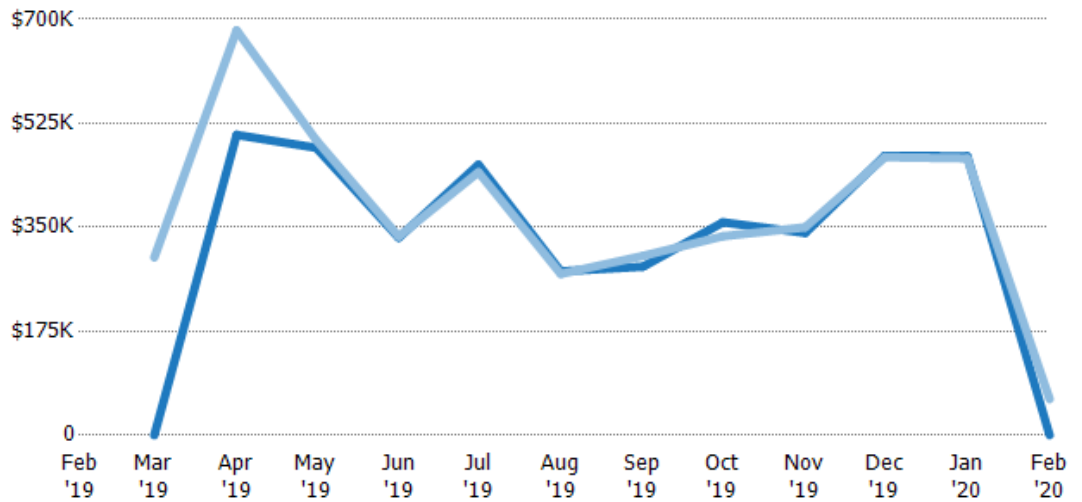
Median List Price	-	\$299K	\$684K	\$525K	\$334K	\$370K	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K
Median Sales Price	-	\$283K	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K
Med Sales Price as a % of Med List Price	-	95%	95%	95%	97%	98%	98%	99%	88%	100%	99%	95%	206%

## 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



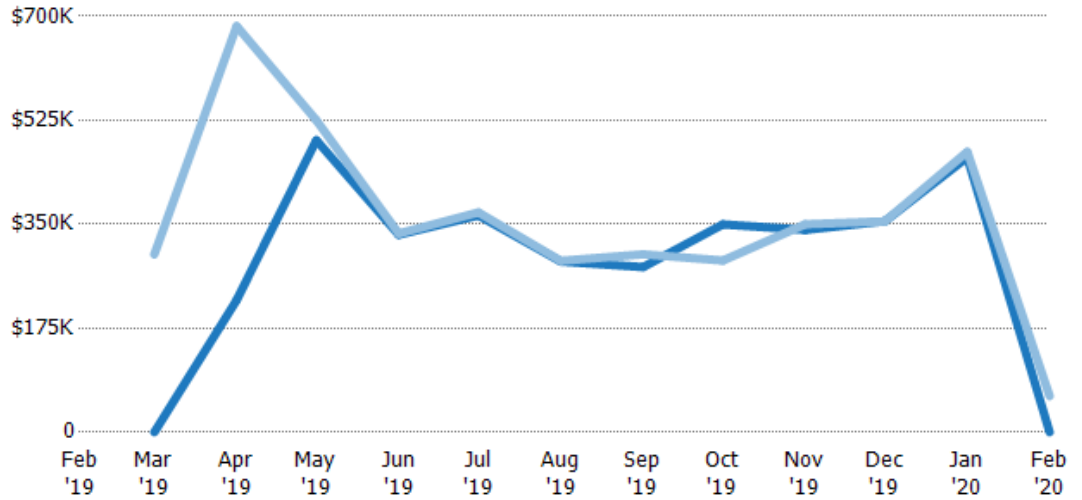
Avg Est Value	-	\$0	\$506K	\$484K	\$332K	\$455K	\$276K	\$284K	\$358K	\$341K	\$471K	\$469K	\$0
Avg Sales Price	-	\$299K	\$682K	\$496K	\$334K	\$443K	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K
Avg Sales Price as a % of Avg Est Value	-	100%	135%	103%	101%	97%	98%	106%	93%	103%	99%	99%	100%

## 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	-	\$0	\$223K	\$491K	\$332K	\$365K	\$287K	\$278K	\$350K	\$341K	\$355K	\$463K	\$0
Median Sales Price	-	\$299K	\$684K	\$525K	\$334K	\$370K	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K
Med Sales Price as a % of Med Est Value	-	100%	307%	107%	101%	101%	100%	108%	83%	103%	100%	102%	100%