

## Summary of Key Listing and Sales Metrics

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

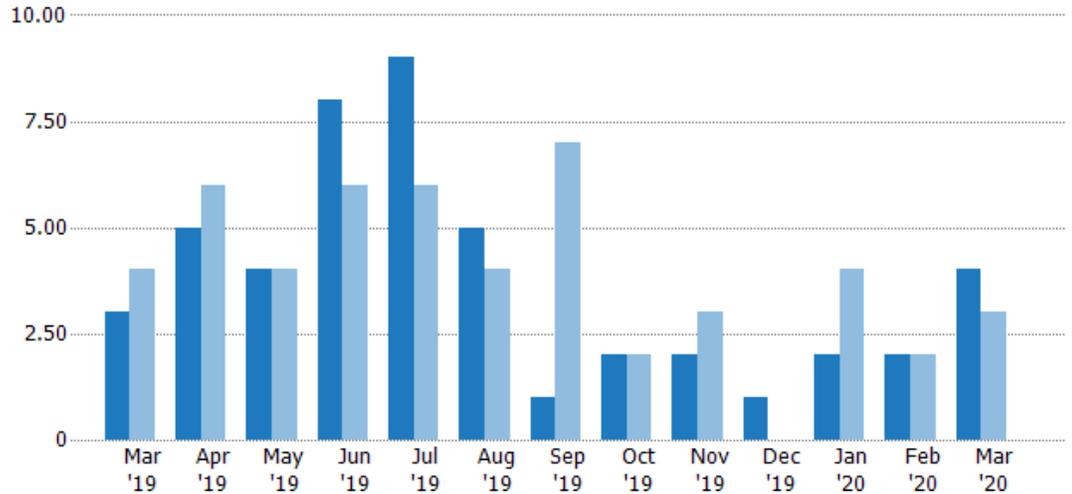
Key Metrics	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	3	+33.3%	8	9	-11.1%
New Listing Volume	\$1,209,900	\$930,000	+30.1%	\$2,149,700	\$2,556,700	-15.9%
Active Listing Count	12	23	-47.8%	N/A	N/A	
Active Listing Volume	\$5,260,900	\$8,966,300	-41.3%	N/A	N/A	
Average Listing Price	\$438,408	\$389,839	+12.5%	\$450,576	\$394,771	+14.1%
Median Listing Price	\$381,500	\$380,000	+0.4%	\$399,632	\$378,333	+5.6%
Median Days in RPR	262	271	-3.3%	1,124	226.75	+395.7%
Months of Inventory	12	-	-	9.5	8	+18.8%
Absorption Rate	8.33%	-	+8.3%	10.53%	12.5%	-2%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	4	-75%	5	8	-37.5%
New Pending Sales Volume	\$340,000	\$794,900	-57.2%	\$1,397,800	\$3,602,900	-61.2%
Pending Sales Count	6	6	+/-	N/A	N/A	
Pending Sales Volume	\$2,146,000	\$3,440,900	-37.6%	N/A	N/A	
Closed Sales Count	2	1	+100%	7	4	+75%
Closed Sales Volume	\$810,000	\$283,250	+186%	\$2,731,700	\$1,588,250	+72%
Average Sales Price	\$405,000	\$283,250	+43%	\$390,243	\$397,063	-1.7%
Median Sales Price	\$405,000	\$283,250	+43%	\$389,700	\$449,563	-13.3%

## 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



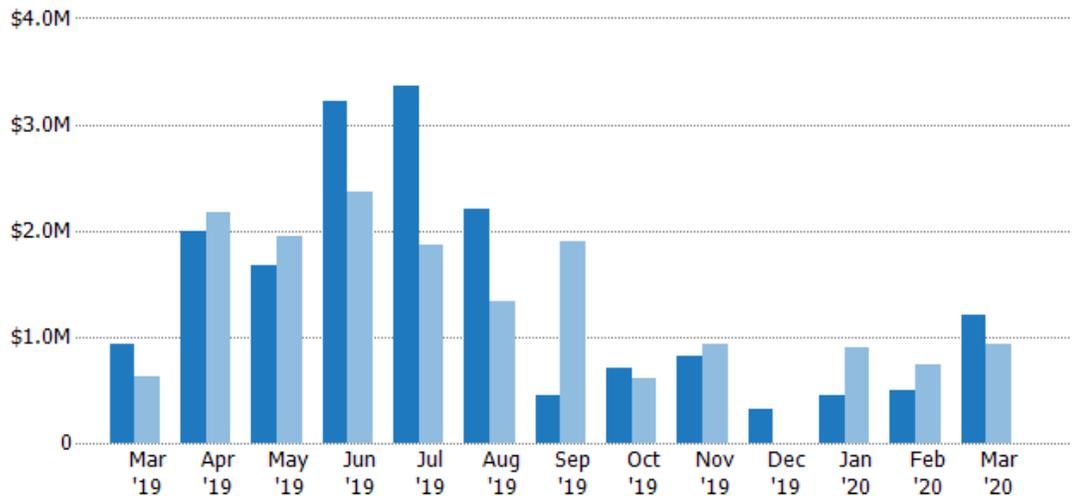
Current Year	3	5	4	8	9	5	1	2	2	1	2	2	4
Prior Year	4	6	4	6	6	4	7	2	3	-	4	2	3
Percent Change from Prior Year	-25%	-17%	0%	33%	50%	25%	-86%	0%	-33%	100%	-50%	0%	33%

## 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



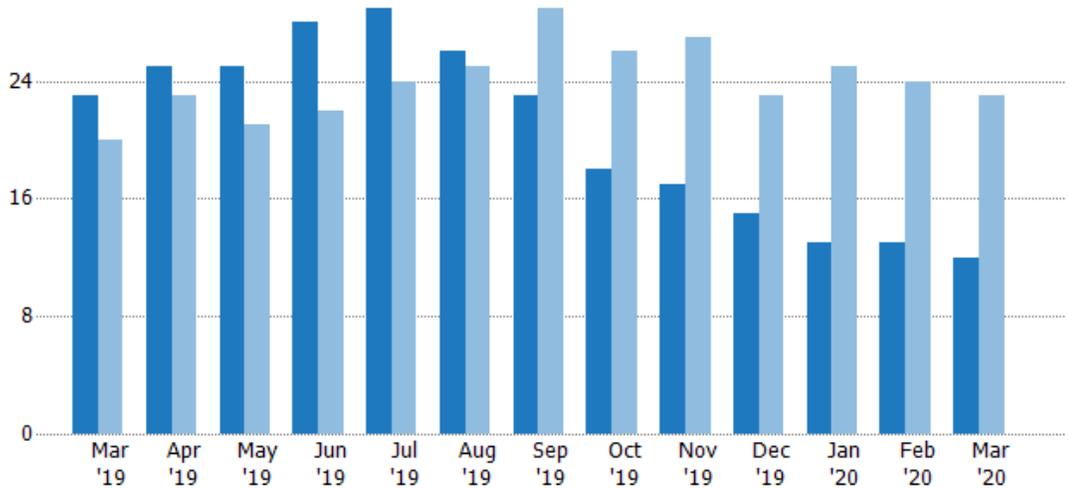
Current Year	\$930K	\$1.99M	\$1.67M	\$3.22M	\$3.37M	\$2.2M	\$455K	\$705K	\$815K	\$325K	\$441K	\$499K	\$1.21M
Prior Year	\$632K	\$2.17M	\$1.94M	\$2.36M	\$1.86M	\$1.33M	\$1.9M	\$609K	\$926K	-	\$895K	\$732K	\$930K
Percent Change from Prior Year	47%	-8%	-14%	37%	81%	66%	-76%	16%	-12%	100%	-51%	-32%	30%

## 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.
Mar '20	12	-47.8%
Mar '19	23	15%
Mar '18	20	-10%

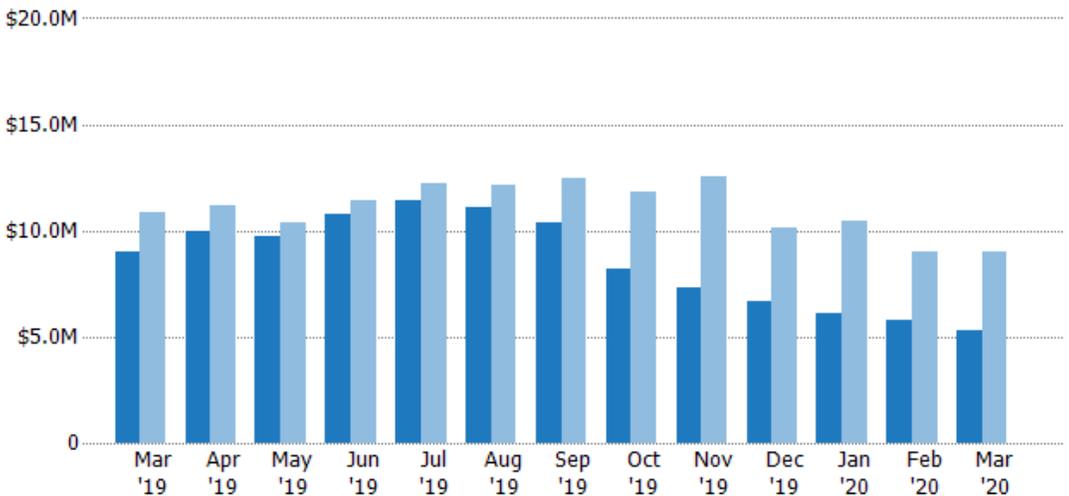
Month/Year	Count	% Chg.
Mar '20	12	-47.8%
Mar '19	23	15%
Mar '18	20	-10%

## 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.
Mar '20	\$5.26M	-41.3%
Mar '19	\$8.97M	-17.1%
Mar '18	\$10.8M	-28.6%

Month/Year	Volume	% Chg.
Mar '20	\$5.26M	-41.3%
Mar '19	\$8.97M	-17.1%
Mar '18	\$10.8M	-28.6%

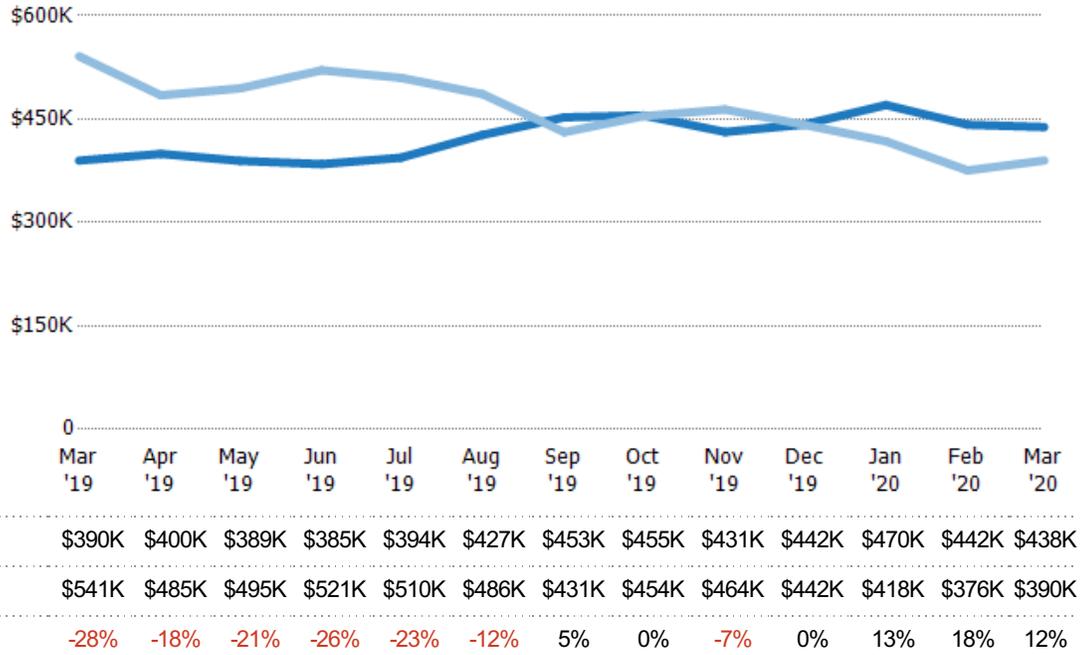
## Average Listing Price

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.
Mar '20	\$438K	12.5%
Mar '19	\$390K	-27.9%
Mar '18	\$541K	-20.7%



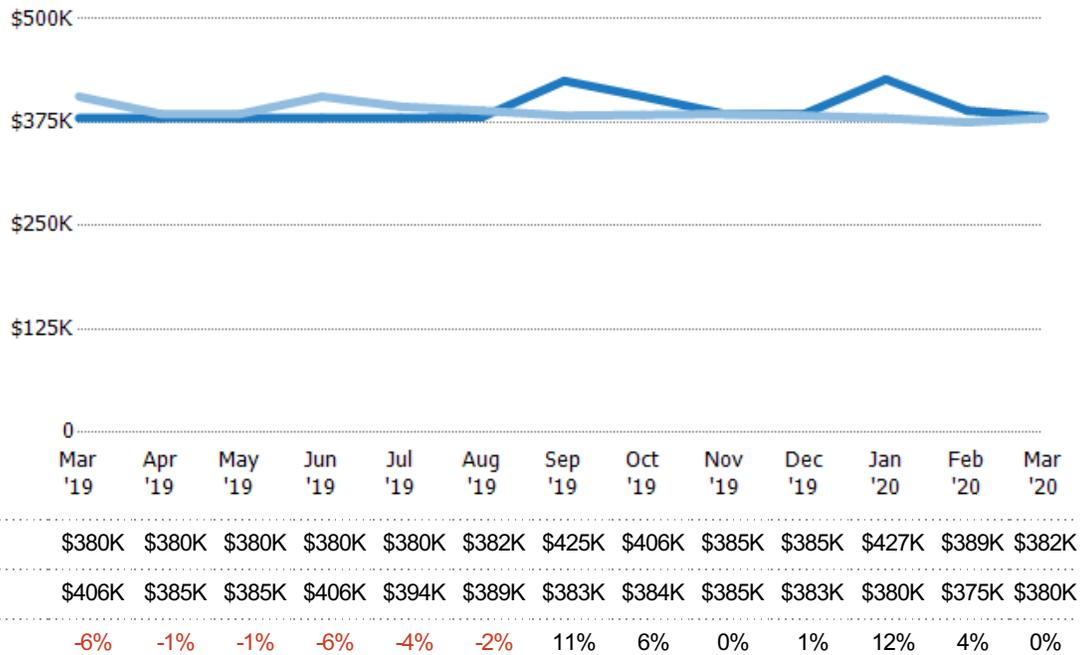
## Median Listing Price

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.
Mar '20	\$382K	0.4%
Mar '19	\$380K	-6.4%
Mar '18	\$406K	-6%

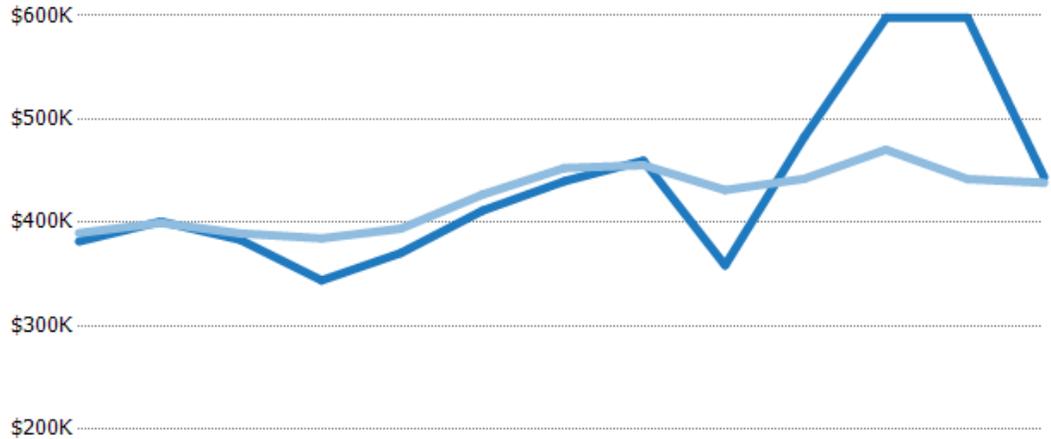


## Average Listing Price vs Average Est Value

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



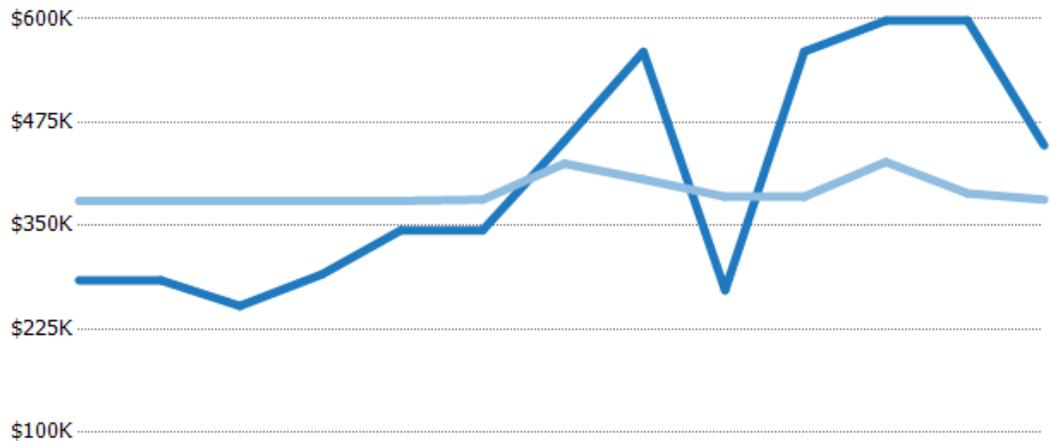
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$382K	\$401K	\$383K	\$344K	\$370K	\$411K	\$440K	\$460K	\$359K	\$483K	\$598K	\$598K	\$444K
Avg Listing Price	\$390K	\$400K	\$389K	\$385K	\$394K	\$427K	\$453K	\$455K	\$431K	\$442K	\$470K	\$442K	\$438K
Avg Listing Price as a % of Avg Est Value	102%	100%	102%	112%	106%	104%	103%	99%	120%	92%	79%	74%	99%

## 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



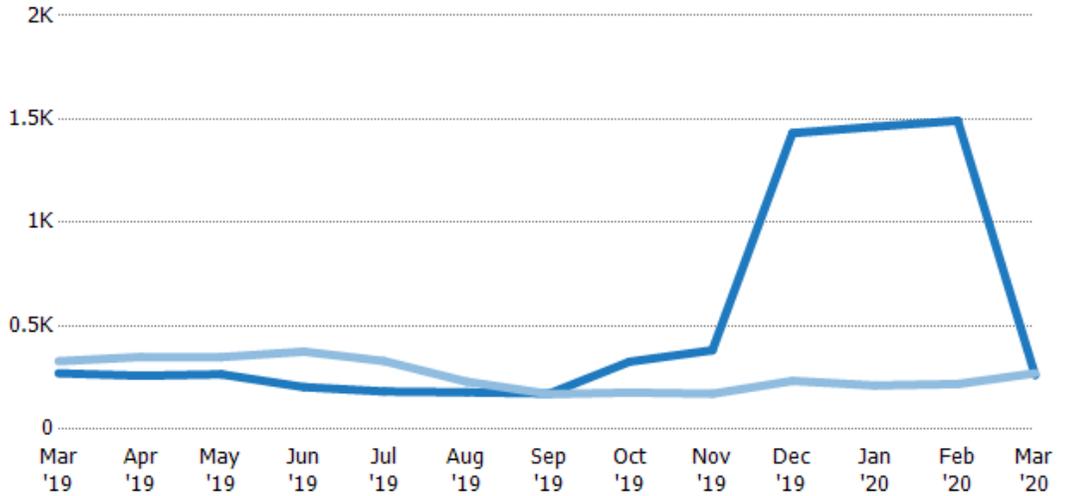
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$284K	\$284K	\$253K	\$291K	\$344K	\$344K	\$452K	\$560K	\$272K	\$560K	\$598K	\$598K	\$447K
Median Listing Price	\$380K	\$380K	\$380K	\$380K	\$380K	\$382K	\$425K	\$406K	\$385K	\$385K	\$427K	\$389K	\$382K
Med Listing Price as a % of Med Est Value	134%	134%	150%	131%	110%	111%	94%	72%	142%	69%	71%	65%	85%

## 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



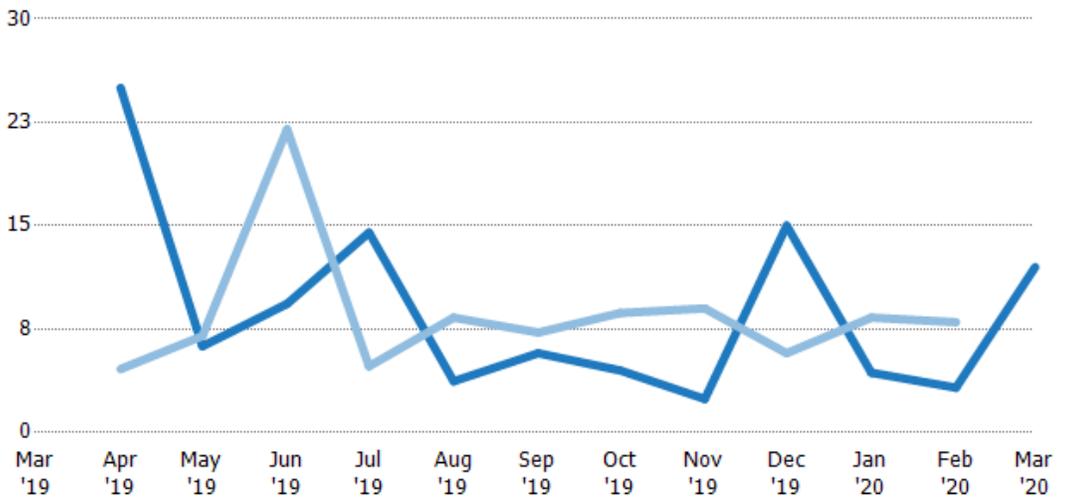
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	271	259	266	204	183	179	173	327	382	1.43K	1.46K	1.49K	262
Prior Year	329	350	349	376	330	230	170	178	172	234	212	219	271
Percent Change from Prior Year	-18%	-26%	-24%	-46%	-45%	-22%	2%	84%	122%	512%	590%	581%	-3%

## 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



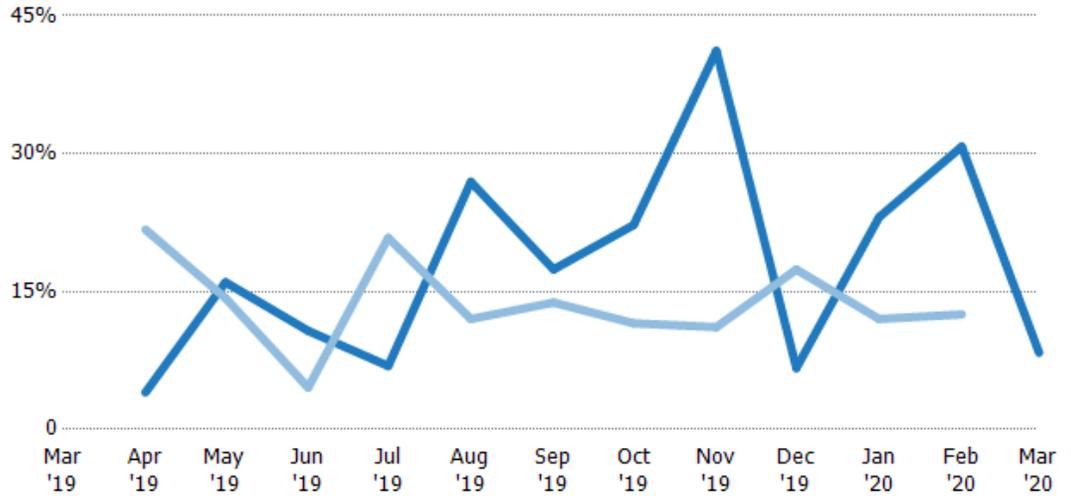
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	-	25	6.25	9.33	14.5	3.71	5.75	4.5	2.43	15	4.33	3.25	12
Prior Year	-	4.6	7	22	4.8	8.33	7.25	8.67	9	5.75	8.33	8	-
Percent Change from Prior Year	-	443%	-11%	-58%	202%	-55%	-21%	-48%	-73%	161%	-48%	-59%	100%

## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Waterbury, VT 05671,  
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Family Residence



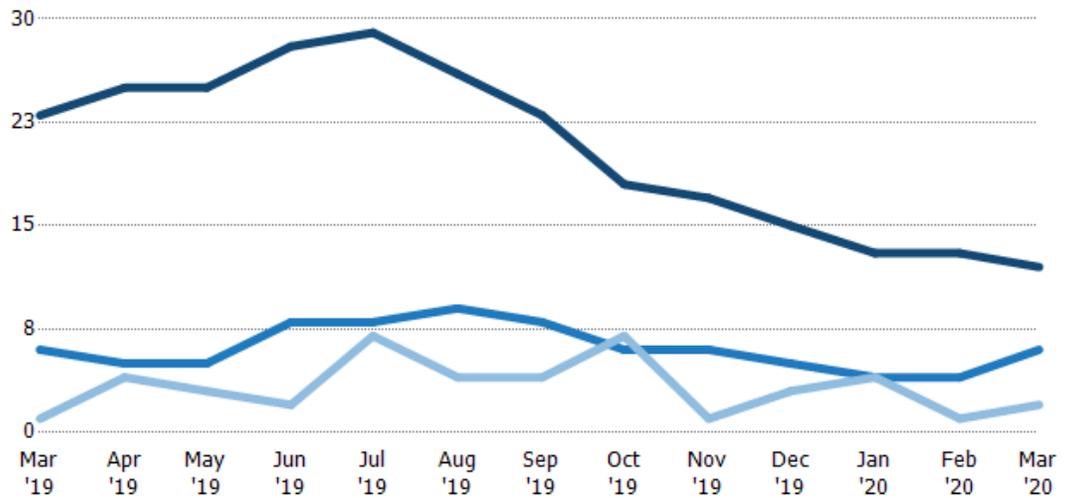
Current Year	-	4%	16%	11%	7%	27%	17%	22%	41%	7%	23%	31%	8%
Prior Year	-	22%	14%	5%	21%	12%	14%	12%	11%	17%	12%	13%	-
Change from Prior Year	-	18%	-2%	-6%	14%	-15%	-4%	-11%	-30%	11%	-11%	-18%	-8%

## 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:  
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Family Residence



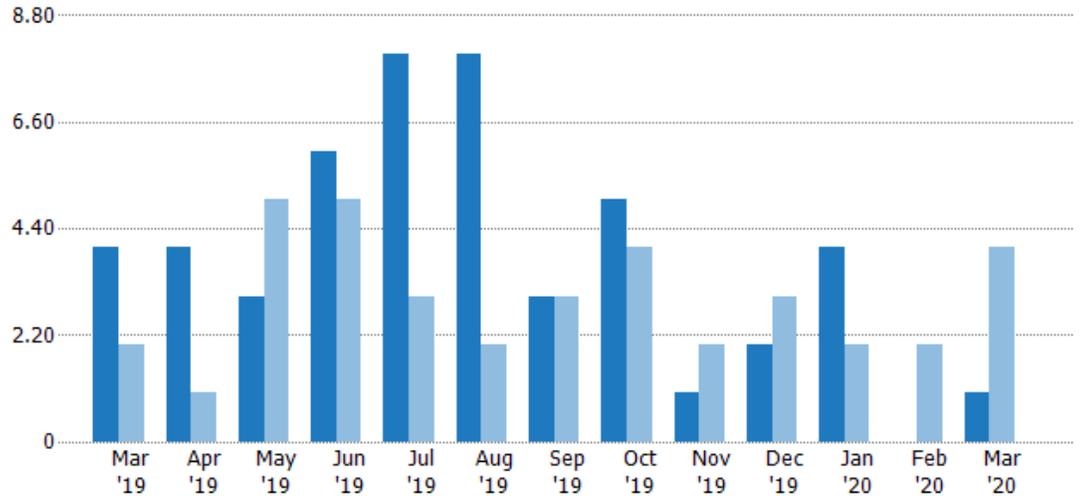
Active	23	25	25	28	29	26	23	18	17	15	13	13	12
Pending	6	5	5	8	8	9	8	6	6	5	4	4	6
Sold	1	4	3	2	7	4	4	7	1	3	4	1	2

## 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



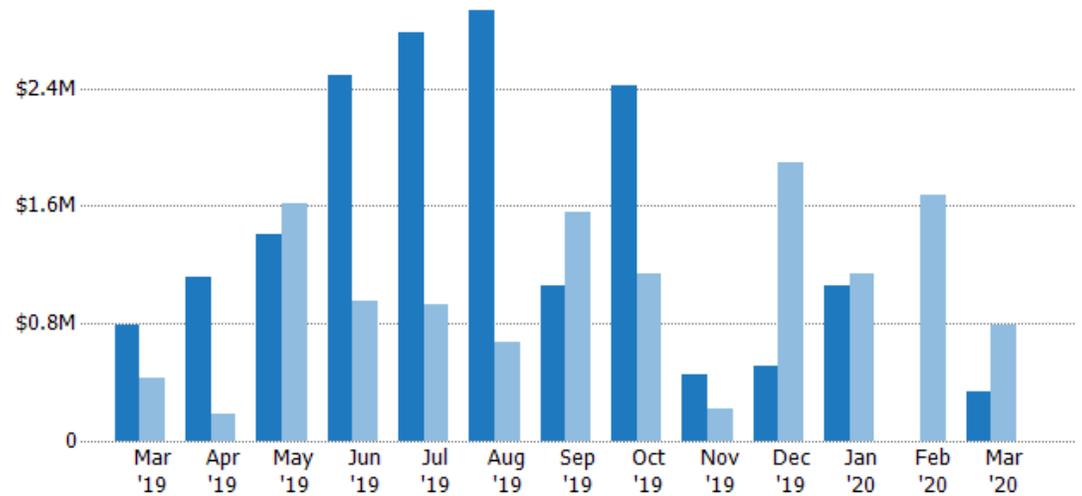
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	4	4	3	6	8	8	3	5	1	2	4	-	1
Prior Year	2	1	5	5	3	2	3	4	2	3	2	2	4
Percent Change from Prior Year	100%	300%	-40%	20%	167%	300%	0%	25%	-50%	-33%	100%	-100%	-75%

## 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



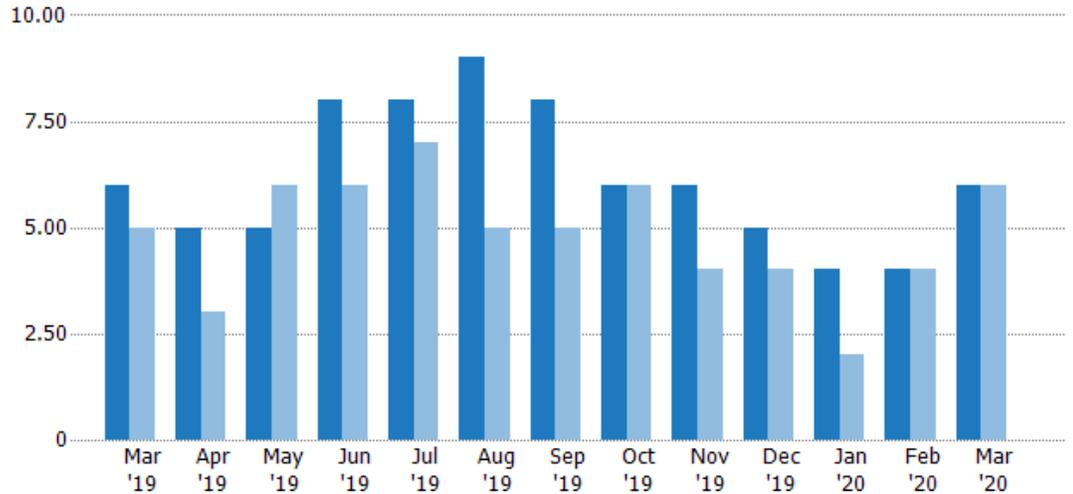
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$795K	\$1.12M	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$1.06M	-	\$340K
Prior Year	\$425K	\$179K	\$1.61M	\$949K	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.13M	\$1.68M	\$795K
Percent Change from Prior Year	87%	523%	-13%	162%	199%	332%	-32%	113%	112%	-73%	-7%	-100%	-57%

## 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.
Mar '20	6	0%
Mar '19	6	20%
Mar '18	5	0%

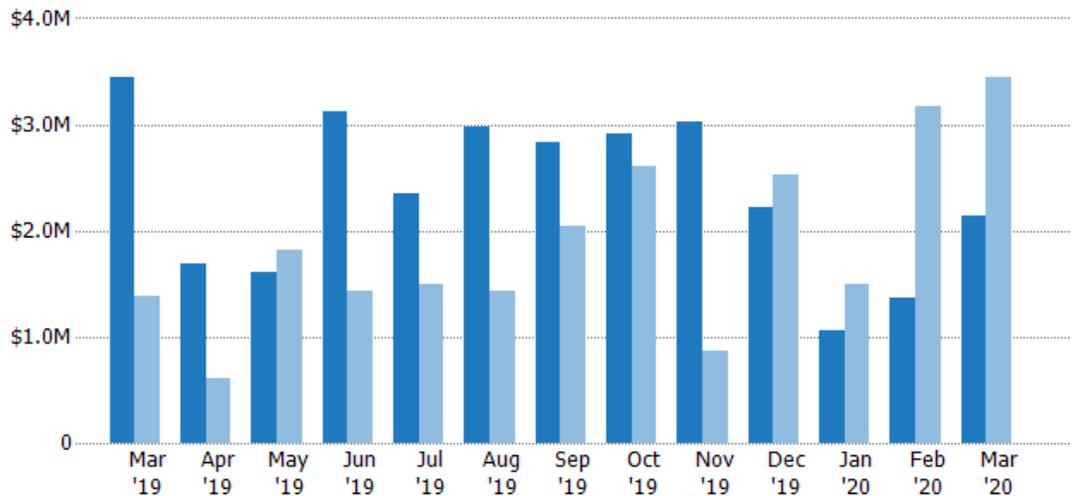
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	6	5	20%
Apr '19	5	3	67%
May '19	5	6	-17%
Jun '19	8	6	33%
Jul '19	8	7	14%
Aug '19	9	5	80%
Sep '19	8	5	60%
Oct '19	6	6	0%
Nov '19	6	4	50%
Dec '19	5	4	25%
Jan '20	4	2	100%
Feb '20	4	4	0%
Mar '20	6	6	0%

## 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.
Mar '20	\$2.15M	-37.6%
Mar '19	\$3.44M	148.8%
Mar '18	\$1.38M	16.9%

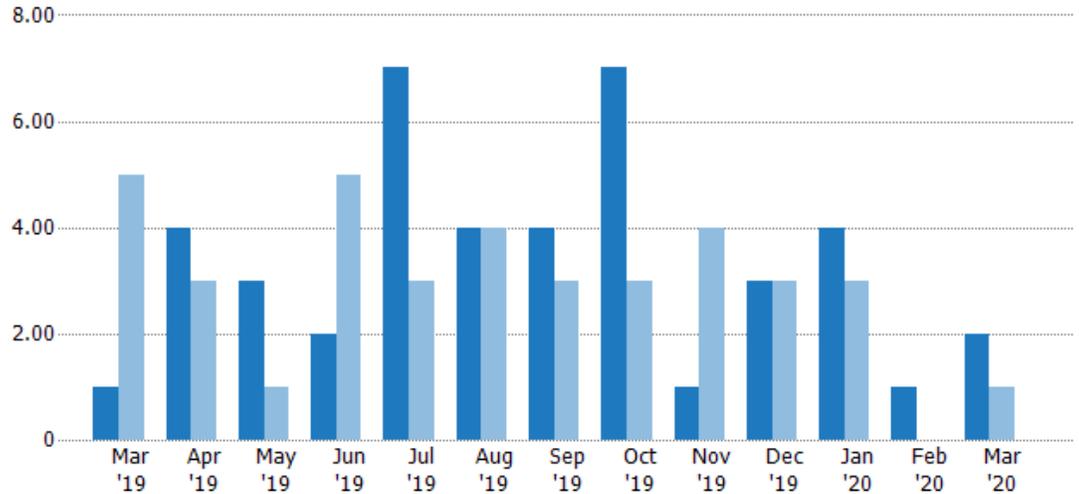
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$3.44M	\$1.38M	149%
Apr '19	\$1.68M	\$604K	178%
May '19	\$1.6M	\$1.82M	-12%
Jun '19	\$3.12M	\$1.43M	118%
Jul '19	\$2.35M	\$1.49M	57%
Aug '19	\$2.98M	\$1.44M	107%
Sep '19	\$2.83M	\$2.04M	39%
Oct '19	\$2.91M	\$2.6M	12%
Nov '19	\$3.02M	\$872K	246%
Dec '19	\$2.22M	\$2.52M	-12%
Jan '20	\$1.06M	\$1.49M	-29%
Feb '20	\$1.37M	\$3.16M	-57%
Mar '20	\$2.15M	\$3.44M	-38%

## 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



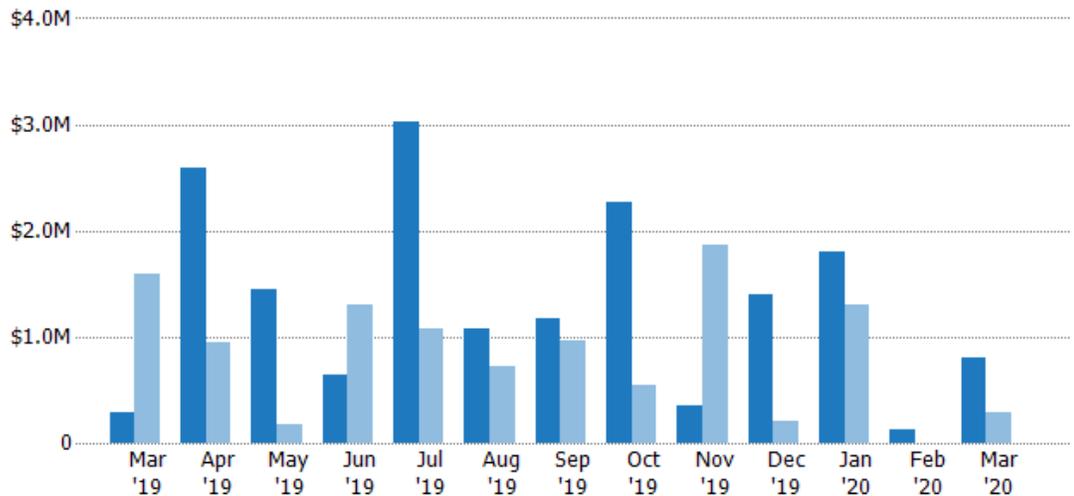
Current Year	1	4	3	2	7	4	4	7	1	3	4	1	2
Prior Year	5	3	1	5	3	4	3	3	4	3	3	-	1
Percent Change from Prior Year	-80%	33%	200%	-60%	133%	0%	33%	133%	-75%	0%	33%	100%	100%

## 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



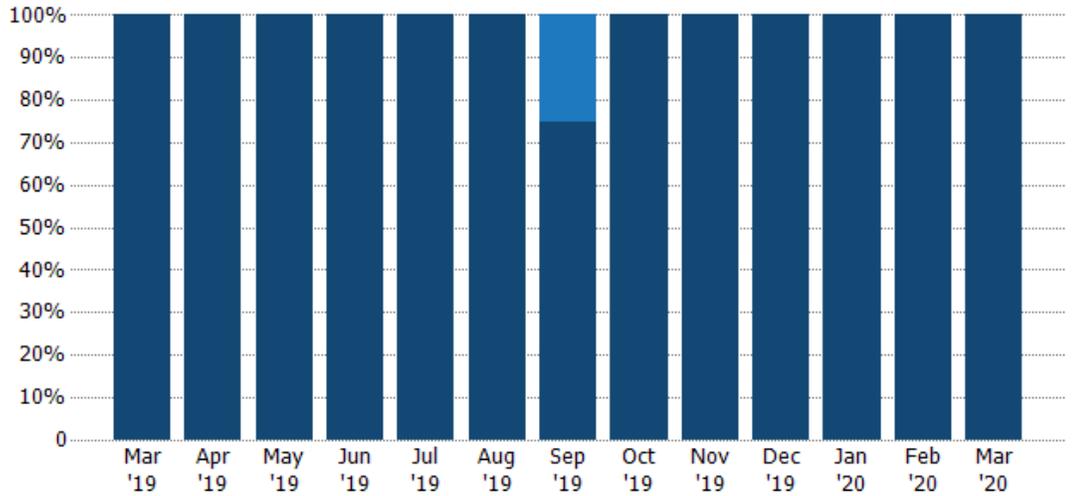
Current Year	\$283K	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K	\$810K
Prior Year	\$1.59M	\$955K	\$175K	\$1.3M	\$1.08M	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.31M	-	\$283K
Percent Change from Prior Year	-82%	171%	730%	-50%	179%	48%	21%	319%	-81%	585%	38%	100%	186%

## 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



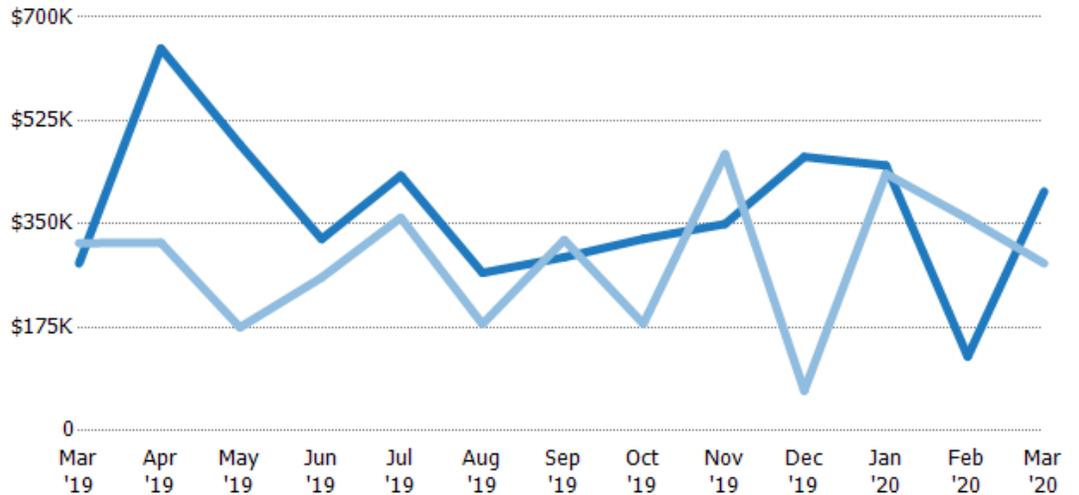
Condo/Townhouse	-	-	-	-	-	-	25%	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	75%	100%	100%	100%	100%	100%	100%

## 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



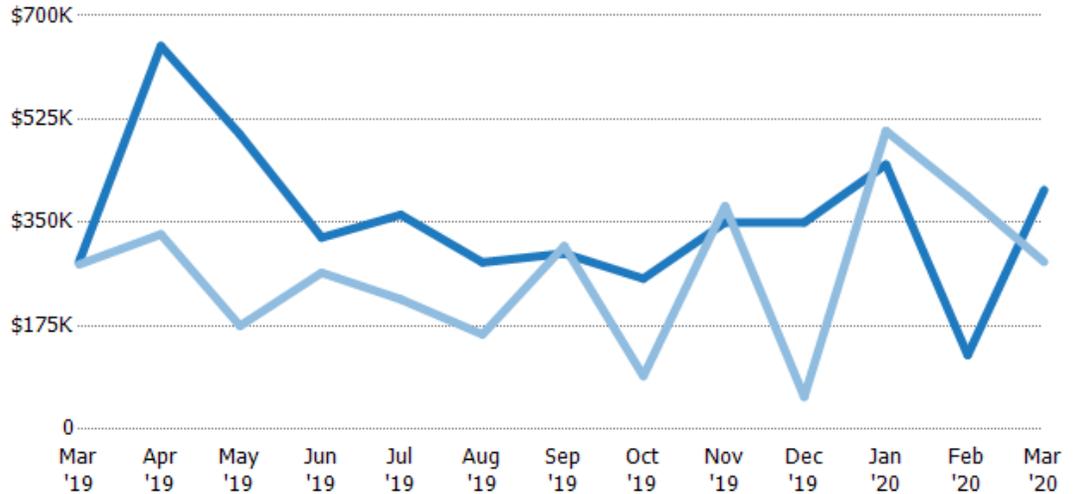
Current Year	\$283K	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K
Prior Year	\$318K	\$318K	\$175K	\$259K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$435K	\$359K	\$283K
Percent Change from Prior Year	-11%	103%	177%	25%	20%	48%	-9%	79%	-25%	585%	3%	100%	43%

## 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:  
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Family Residence



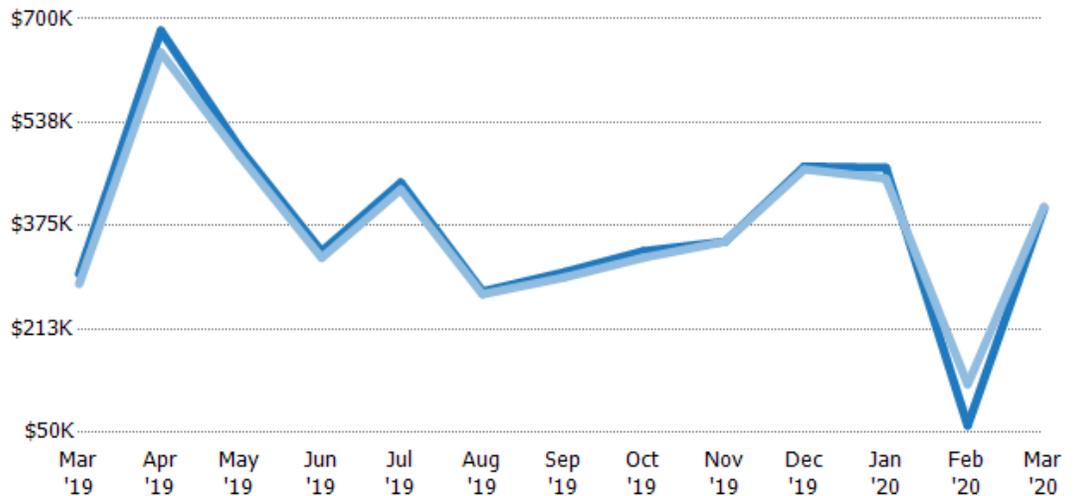
Current Year	\$283K	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K
Prior Year	\$279K	\$330K	\$175K	\$265K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$505K	\$394K	\$283K
Percent Change from Prior Year	2%	97%	185%	22%	65%	76%	-4%	183%	-7%	536%	-11%	100%	43%

## 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



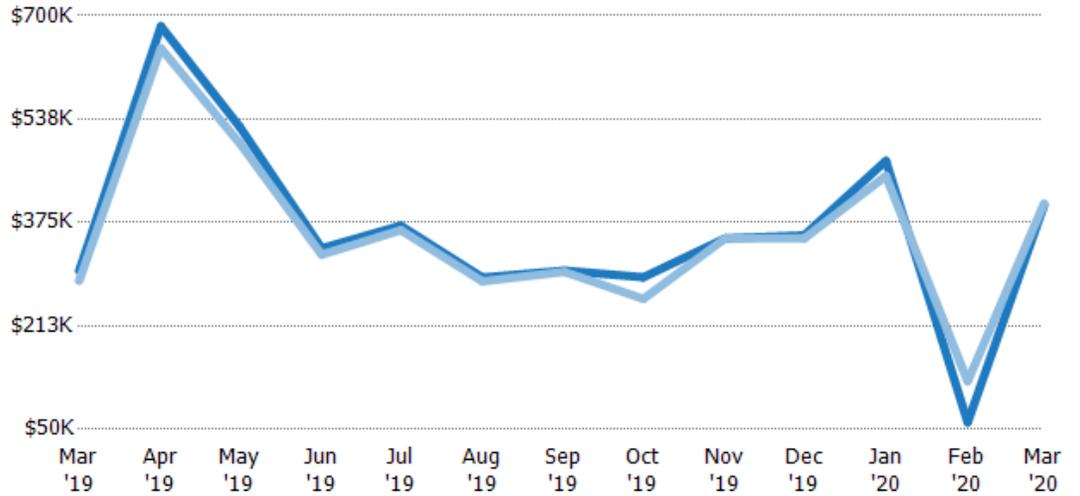
Avg List Price	\$299K	\$682K	\$496K	\$334K	\$443K	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K
Avg Sales Price	\$283K	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K
Avg Sales Price as a % of Avg List Price	95%	95%	98%	97%	98%	98%	97%	97%	100%	99%	96%	206%	101%

## 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

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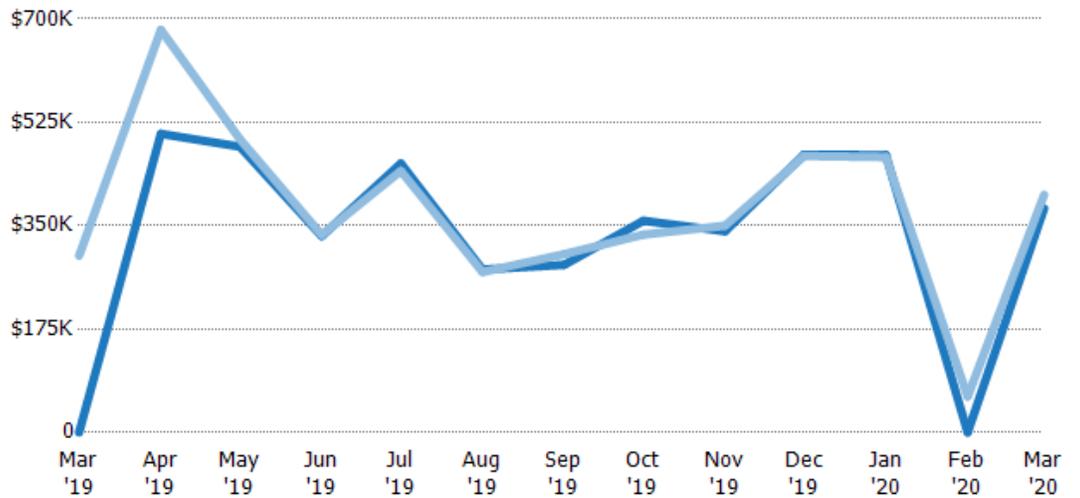
Median List Price	\$299K	\$684K	\$525K	\$334K	\$370K	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K
Median Sales Price	\$283K	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K
Med Sales Price as a % of Med List Price	95%	95%	95%	97%	98%	98%	99%	88%	100%	99%	95%	206%	101%

## 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



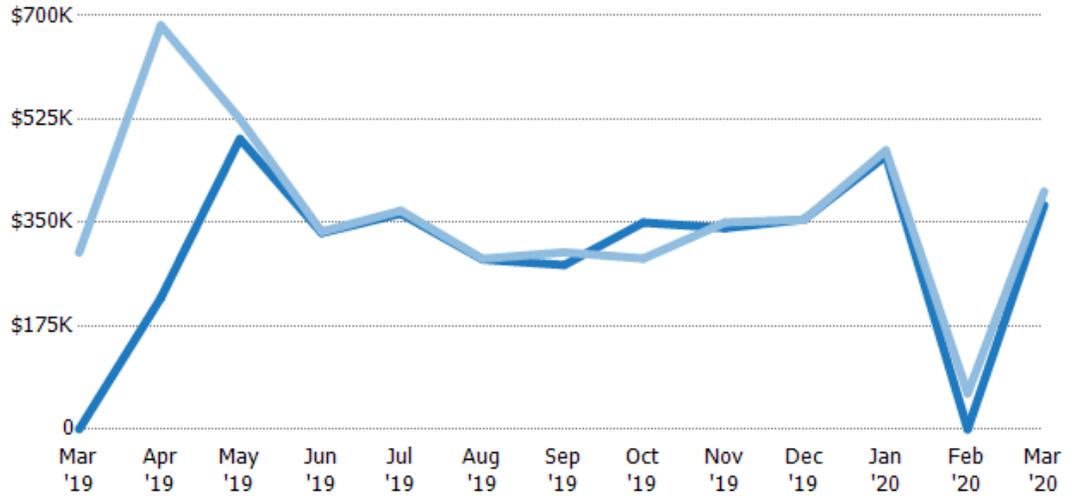
Avg Est Value	\$0	\$506K	\$484K	\$332K	\$455K	\$276K	\$284K	\$358K	\$341K	\$471K	\$469K	\$0	\$379K
Avg Sales Price	\$299K	\$682K	\$496K	\$334K	\$443K	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K
Avg Sales Price as a % of Avg Est Value	100%	135%	103%	101%	97%	98%	106%	93%	103%	99%	99%	100%	106%

## 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	\$379K
Median Sales Price	\$299K	\$684K	\$525K	\$334K	\$370K	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K
Med Sales Price as a % of Med Est Value	100%	307%	107%	101%	101%	100%	108%	83%	103%	100%	102%	100%	106%