

## Summary of Key Listing and Sales Metrics

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

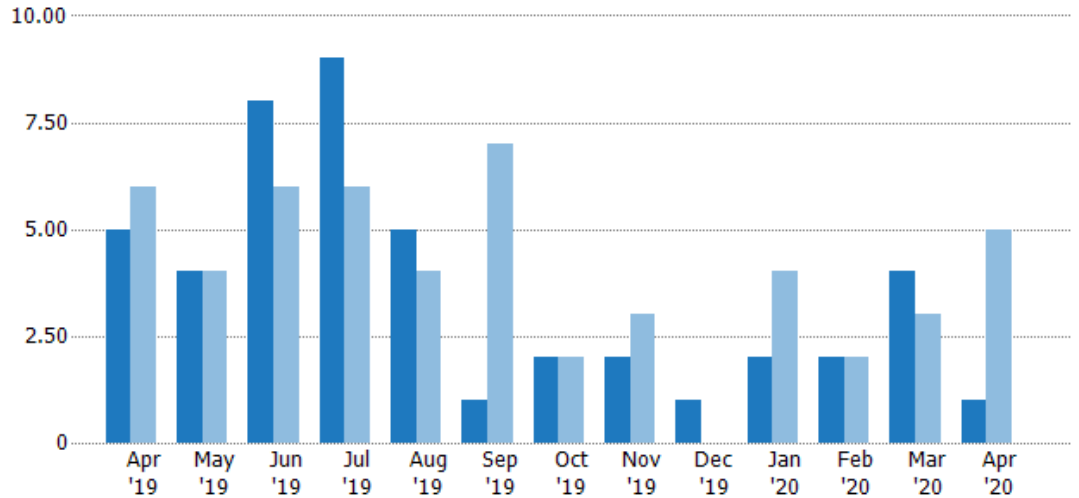
Key Metrics	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1	5	-80%	9	14	-35.7%
New Listing Volume	\$295,000	\$1,989,750	-85.2%	\$2,444,700	\$4,546,450	-46.2%
Active Listing Count	7	21	-66.7%	N/A	N/A	
Active Listing Volume	\$3,395,900	\$8,489,050	-60%	N/A	N/A	
Average Listing Price	\$485,129	\$404,240	+20%	\$475,272	\$400,155	+18.8%
Median Listing Price	\$389,000	\$380,000	+2.4%	\$414,417	\$378,926	+9.4%
Median Days in RPR	253	218	+16.1%	262.71	192.75	+36.3%
Months of Inventory	3.5	21	-83.3%	4.5	6.8	-33.3%
Absorption Rate	28.57%	4.76%	+23.8%	22.22%	14.81%	+7.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	4	+—	9	12	-25%
New Pending Sales Volume	\$1,404,000	\$1,115,500	+25.9%	\$2,801,800	\$4,718,400	-40.6%
Pending Sales Count	8	5	+60%	N/A	N/A	
Pending Sales Volume	\$2,795,000	\$1,681,900	+66.2%	N/A	N/A	
Closed Sales Count	—	4	—	7	8	-12.5%
Closed Sales Volume	—	\$2,588,500	—	\$2,731,700	\$4,176,750	-34.6%
Average Sales Price	—	\$647,125	—	\$390,243	\$522,094	-25.3%
Median Sales Price	—	\$648,750	—	\$389,700	\$549,156	-29%

## 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



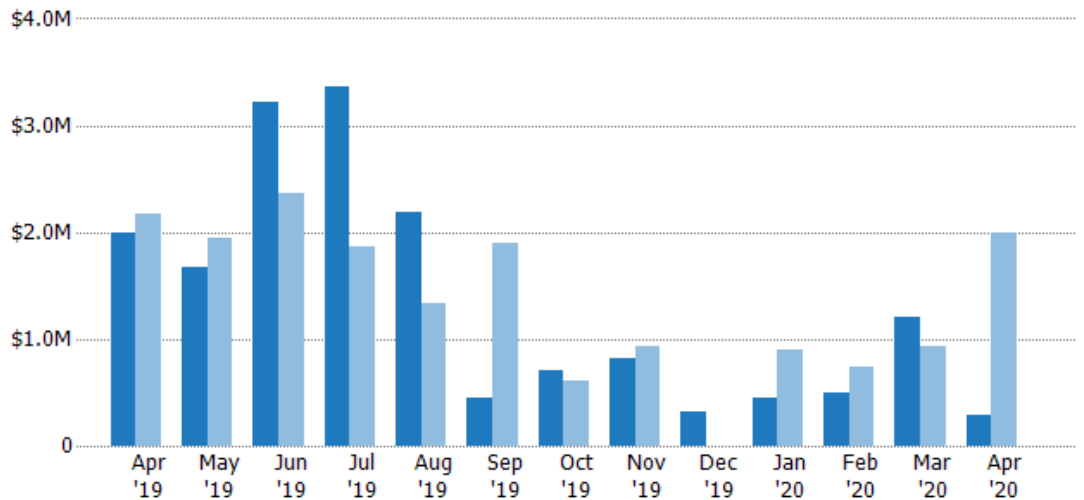
Current Year	5	4	8	9	5	1	2	2	1	2	2	4	1
Prior Year	6	4	6	6	4	7	2	3	-	4	2	3	5
Percent Change from Prior Year	-17%	0%	33%	50%	25%	-86%	0%	-33%	100%	-50%	0%	33%	-80%

## 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



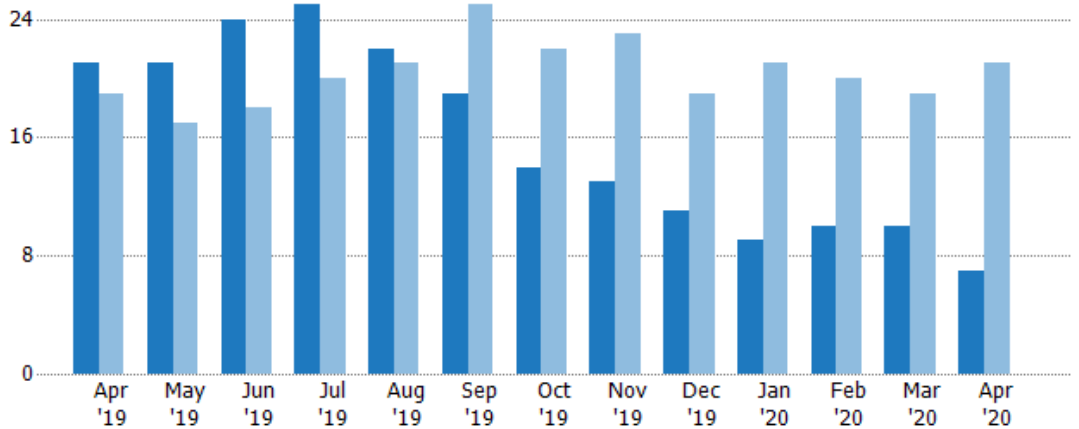
Current Year	\$1.99M	\$1.67M	\$3.22M	\$3.37M	\$2.19M	\$455K	\$705K	\$815K	\$325K	\$441K	\$499K	\$1.21M	\$295K
Prior Year	\$2.17M	\$1.94M	\$2.36M	\$1.86M	\$1.33M	\$1.9M	\$609K	\$926K	-	\$895K	\$732K	\$930K	\$1.99M
Percent Change from Prior Year	-8%	-14%	37%	81%	65%	-76%	16%	-12%	100%	-51%	-32%	30%	-85%

## 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



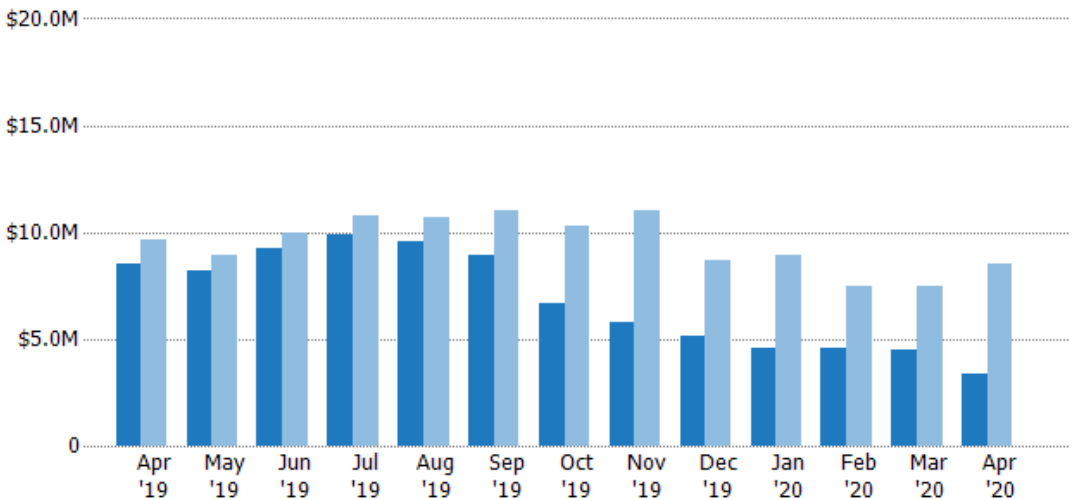
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	21	21	24	25	22	19	14	13	11	9	10	10	7
Prior Year	19	17	18	20	21	25	22	23	19	21	20	19	21
Percent Change from Prior Year	11%	24%	33%	25%	5%	-24%	-36%	-43%	-42%	-57%	-50%	-47%	-67%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$8.49M	\$8.24M	\$9.27M	\$9.93M	\$9.59M	\$8.9M	\$6.69M	\$5.82M	\$5.12M	\$4.6M	\$4.6M	\$4.5M	\$3.4M
Prior Year	\$9.64M	\$8.89M	\$9.96M	\$10.7M	\$10.7M	\$11M	\$10.3M	\$11M	\$8.66M	\$8.95M	\$7.51M	\$7.47M	\$8.49M
Percent Change from Prior Year	-12%	-7%	-7%	-8%	-10%	-19%	-35%	-47%	-41%	-49%	-39%	-40%	-60%

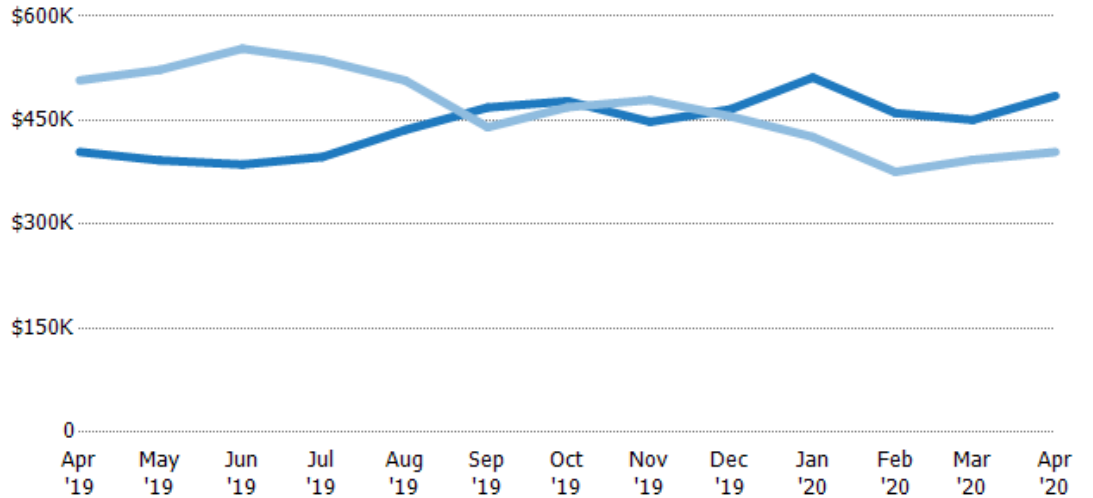
## Average Listing Price

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.
Apr '20	\$485K	20%
Apr '19	\$404K	-20.4%
Apr '18	\$508K	-11%



Current Year	\$404K	\$392K	\$386K	\$397K	\$436K	\$468K	\$478K	\$448K	\$466K	\$512K	\$460K	\$450K	\$485K
Prior Year	\$508K	\$523K	\$553K	\$537K	\$507K	\$440K	\$469K	\$479K	\$456K	\$426K	\$376K	\$393K	\$404K
Percent Change from Prior Year	-20%	-25%	-30%	-26%	-14%	6%	2%	-7%	2%	20%	23%	15%	20%

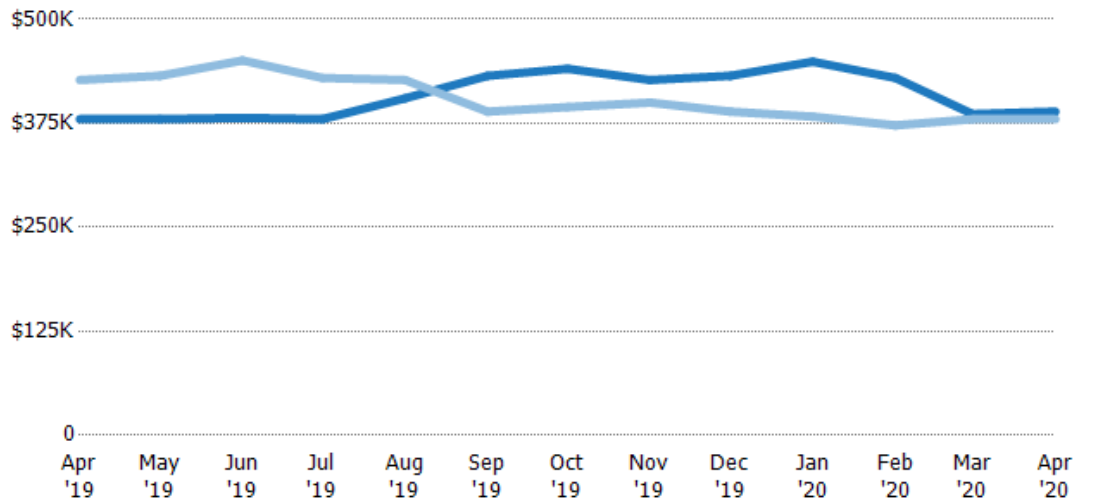
## Median Listing Price

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.
Apr '20	\$389K	2.4%
Apr '19	\$380K	-11%
Apr '18	\$427K	-8.3%



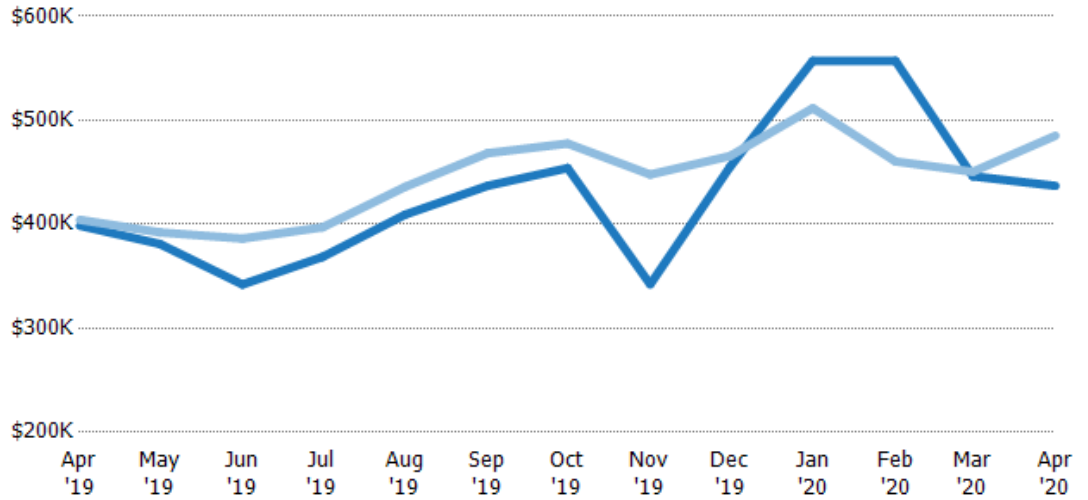
Current Year	\$380K	\$380K	\$382K	\$380K	\$405K	\$432K	\$441K	\$427K	\$432K	\$449K	\$430K	\$386K	\$389K
Prior Year	\$427K	\$432K	\$451K	\$430K	\$427K	\$389K	\$394K	\$400K	\$389K	\$383K	\$373K	\$380K	\$380K
Percent Change from Prior Year	-11%	-12%	-15%	-12%	-5%	11%	12%	7%	11%	17%	15%	2%	2%

## 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

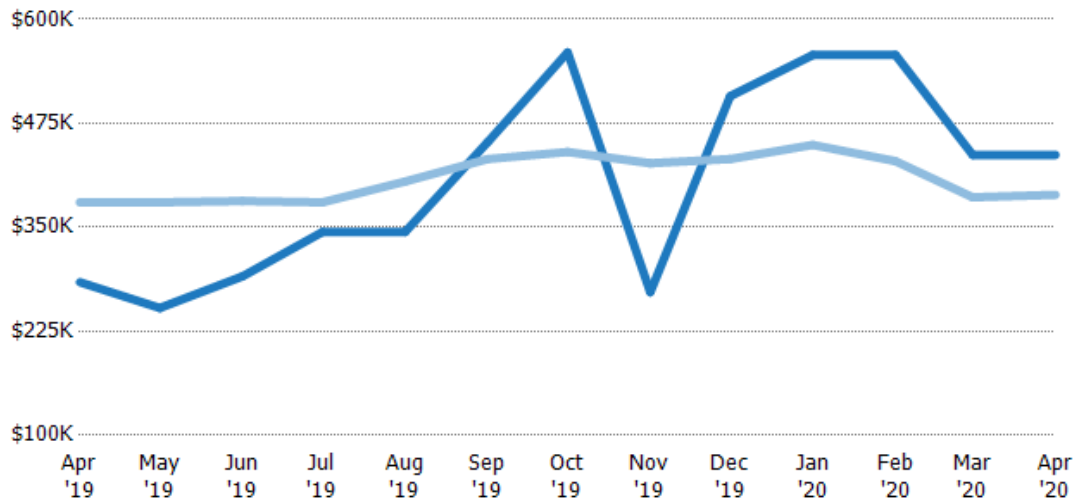


## Median Listing Price vs Median Est Value

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

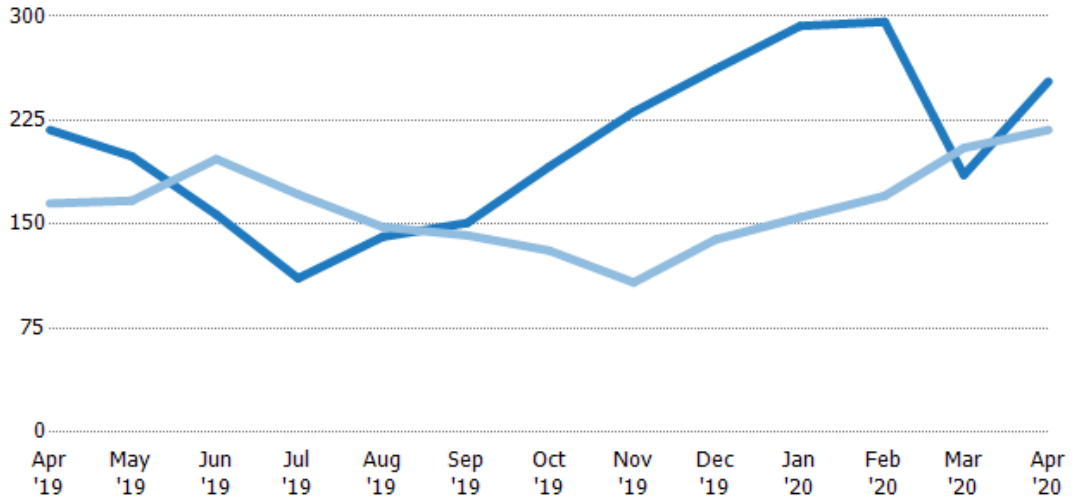


## Median Days in RPR

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.
Apr '20	253	16.1%
Apr '19	218	32.1%
Apr '18	165	33.9%

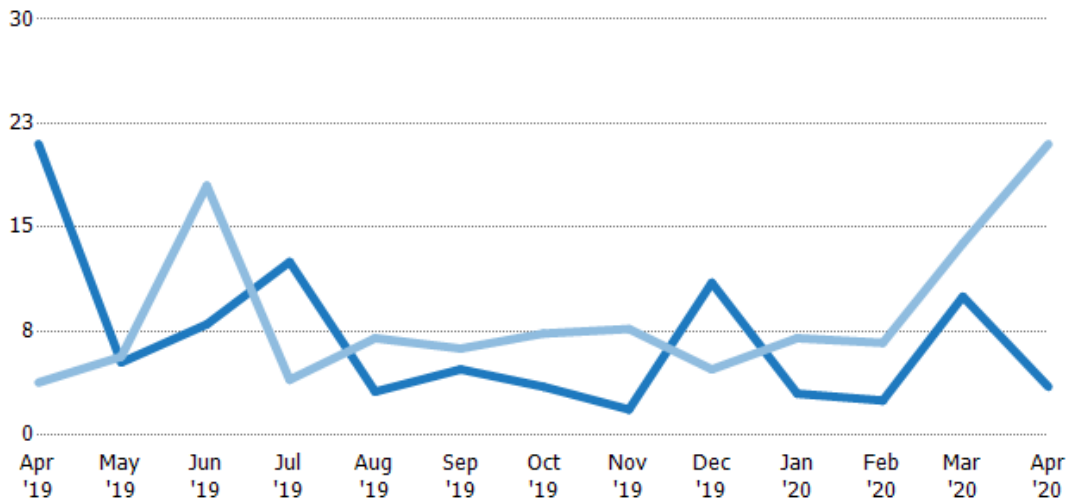
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	218	199	157	111	141	151	192	231	262	293	296	186	253
Prior Year	165	167	197	172	148	142	131	108	139	155	171	205	218
Percent Change from Prior Year	32%	19%	-20%	-35%	-5%	6%	46%	114%	88%	89%	74%	-10%	16%

## 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



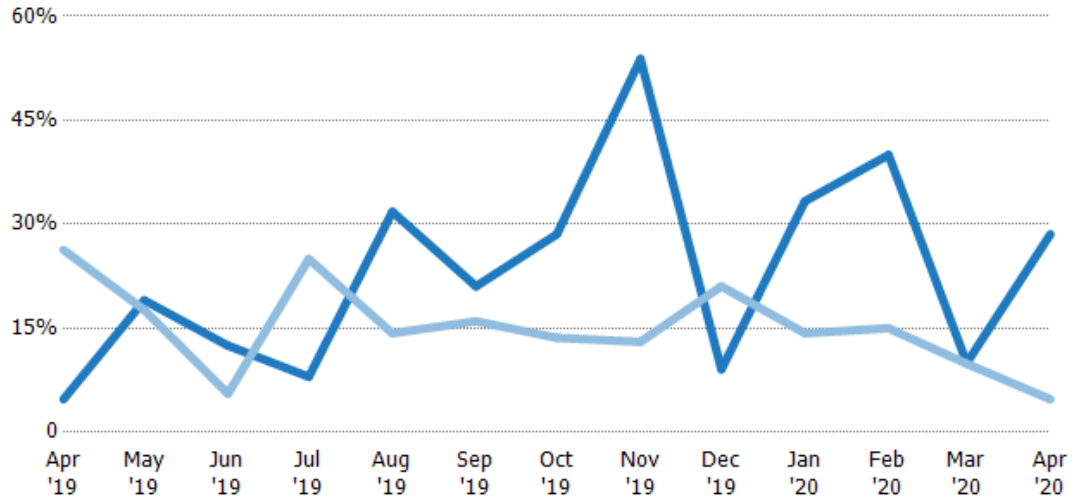
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	21	5.25	8	12.5	3.14	4.75	3.5	1.86	11	3	2.5	10	3.5
Prior Year	3.8	5.67	18	4	7	6.25	7.33	7.67	4.75	7	6.67	13.8	21
Percent Change from Prior Year	453%	-7%	-56%	213%	-55%	-24%	-52%	-76%	132%	-57%	-62%	100%	-83%

## 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



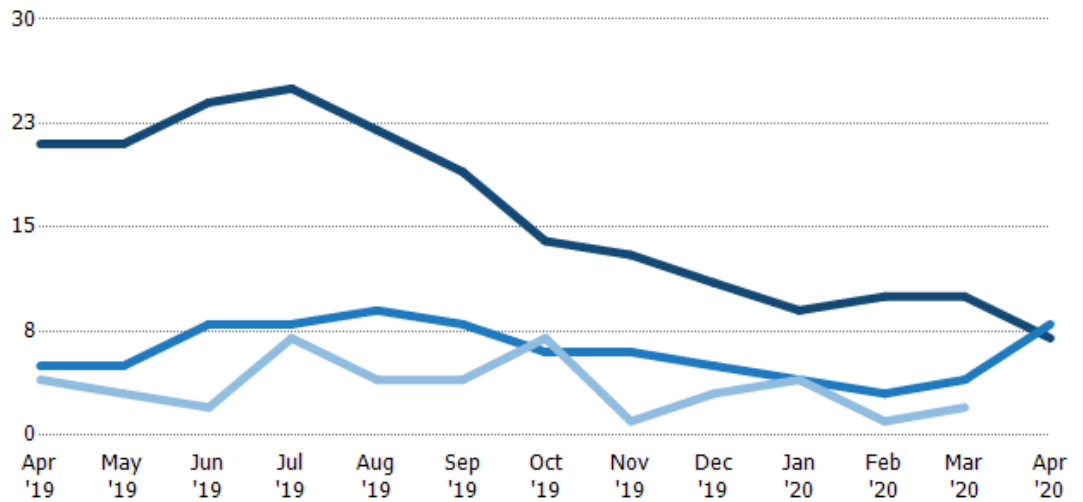
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	5%	19%	13%	8%	32%	21%	29%	54%	9%	33%	40%	10%	29%
Prior Year	26%	18%	6%	25%	14%	16%	14%	13%	21%	14%	15%	10%	5%
Change from Prior Year	22%	-1%	-7%	17%	-18%	-5%	-15%	-41%	12%	-19%	-25%	-10%	-24%

## 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



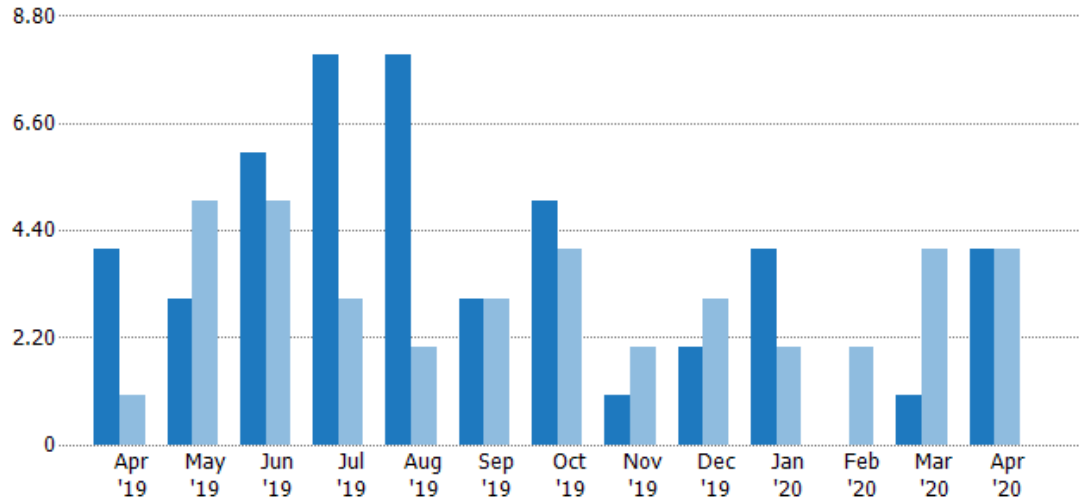
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	21	21	24	25	22	19	14	13	11	9	10	10	7
Pending	5	5	8	8	9	8	6	6	5	4	3	4	8
Sold	4	3	2	7	4	4	7	1	3	4	1	2	-

## 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



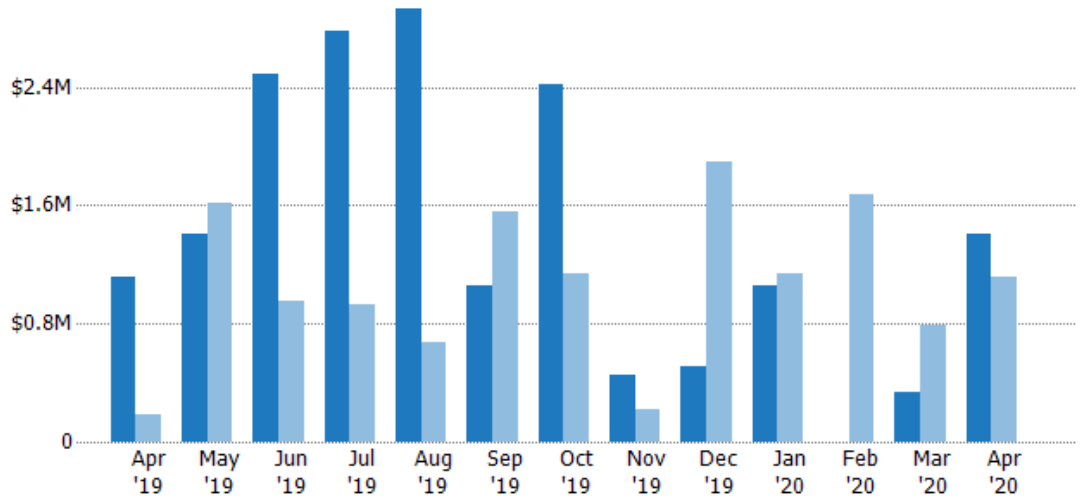
Current Year	4	3	6	8	8	3	5	1	2	4	-	1	4
Prior Year	1	5	5	3	2	3	4	2	3	2	2	4	4
Percent Change from Prior Year	300%	-40%	20%	167%	300%	0%	25%	-50%	-33%	100%	-100%	-75%	0%

## 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



Current Year	\$1.12M	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$1.06M	-	\$340K	\$1.4M
Prior Year	\$179K	\$1.61M	\$949K	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.13M	\$1.68M	\$795K	\$1.12M
Percent Change from Prior Year	523%	-13%	162%	199%	332%	-32%	113%	112%	-73%	-7%	-100%	-57%	26%



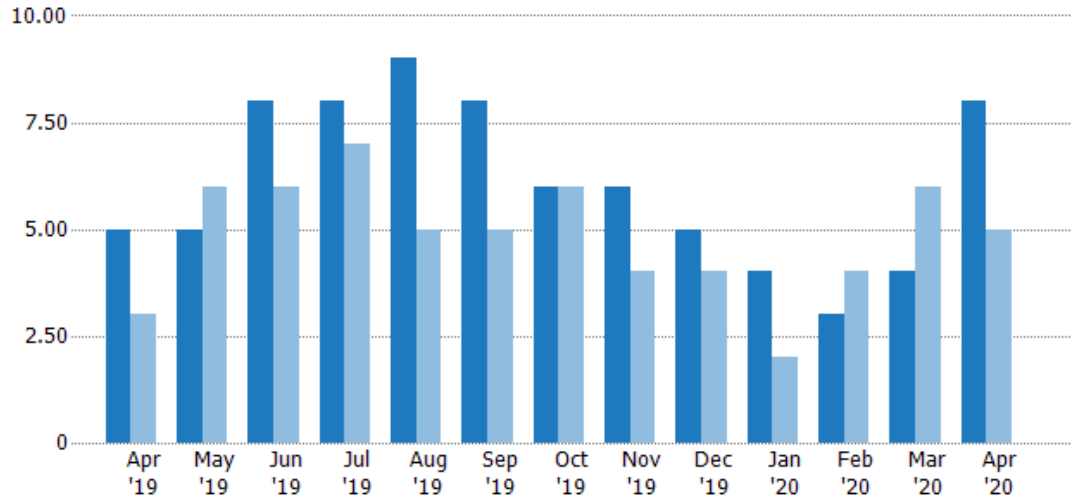
## Pending Sales

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.
Apr '20	8	60%
Apr '19	5	66.7%
Apr '18	3	133.3%



Current Year	5	5	8	8	9	8	6	6	5	4	3	4	8
Prior Year	3	6	6	7	5	5	6	4	4	2	4	6	5
Percent Change from Prior Year	67%	-17%	33%	14%	80%	60%	0%	50%	25%	100%	-25%	-33%	60%

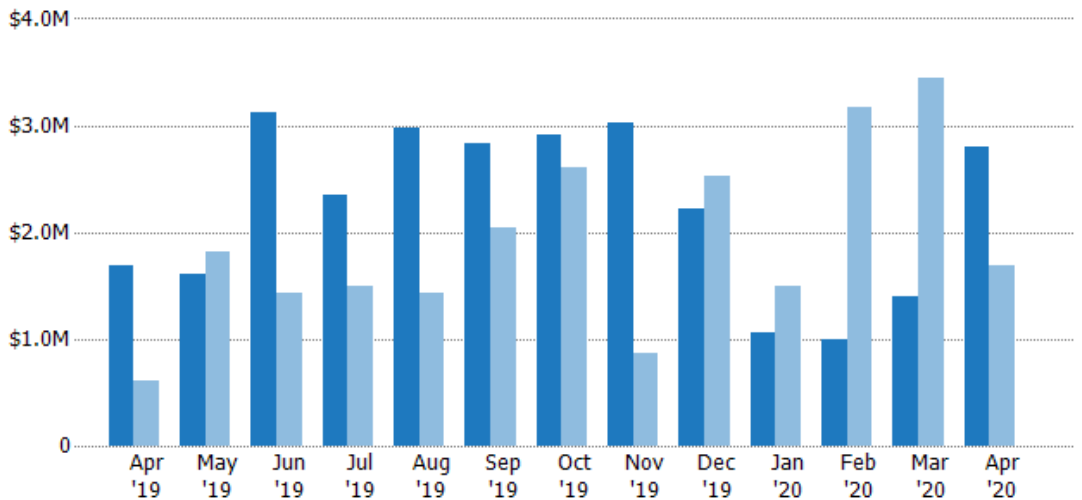
## Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Apr '20	\$2.8M	66.2%
Apr '19	\$1.68M	178.5%
Apr '18	\$604K	274%



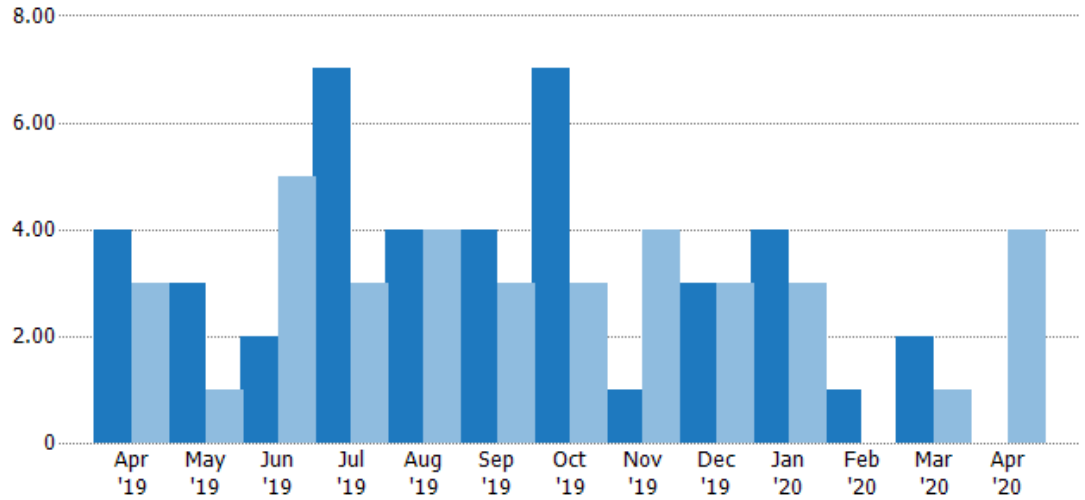
Current Year	\$1.68M	\$1.6M	\$3.12M	\$2.35M	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.22M	\$1.06M	\$997K	\$1.39M	\$2.8M
Prior Year	\$604K	\$1.82M	\$1.43M	\$1.49M	\$1.44M	\$2.04M	\$2.6M	\$872K	\$2.52M	\$1.49M	\$3.16M	\$3.44M	\$1.68M
Percent Change from Prior Year	178%	-12%	118%	57%	107%	39%	12%	246%	-12%	-29%	-68%	-60%	66%

## 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



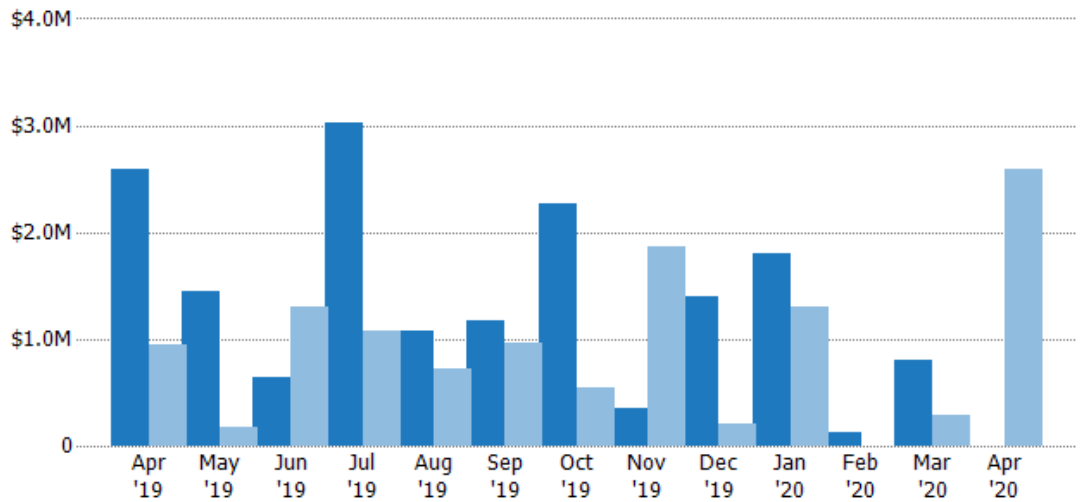
Current Year	4	3	2	7	4	4	7	1	3	4	1	2	-
Prior Year	3	1	5	3	4	3	3	4	3	3	-	1	4
Percent Change from Prior Year	33%	200%	-60%	133%	0%	33%	133%	-75%	0%	33%	100%	100%	-100%

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

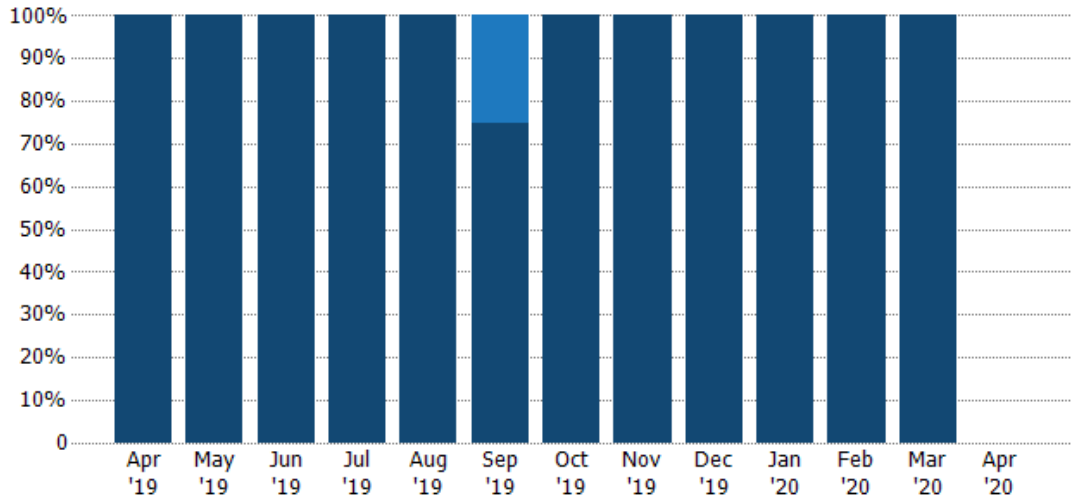
## Closed Sales by Property Type

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%	75%	100%	100%	100%	100%	100%	100%	-

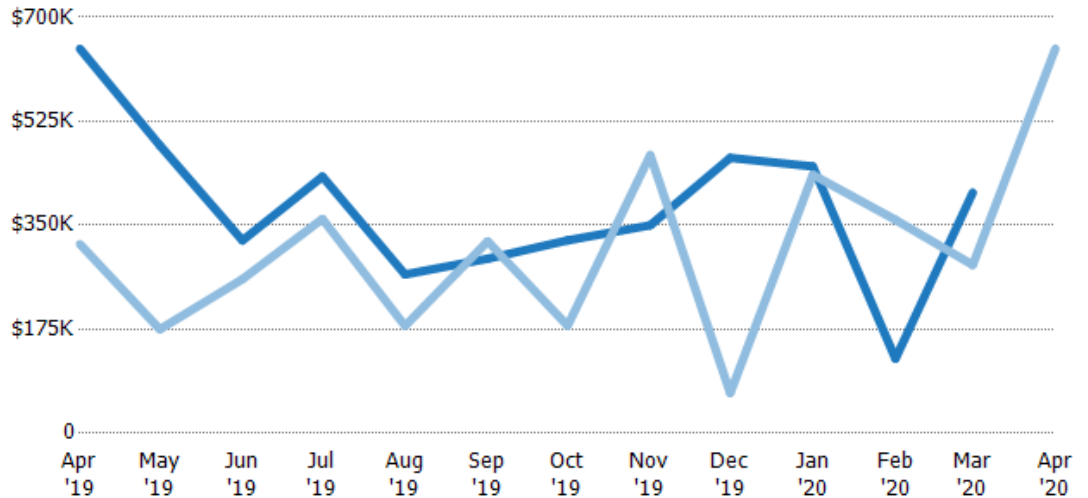
## Average Sales Price

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



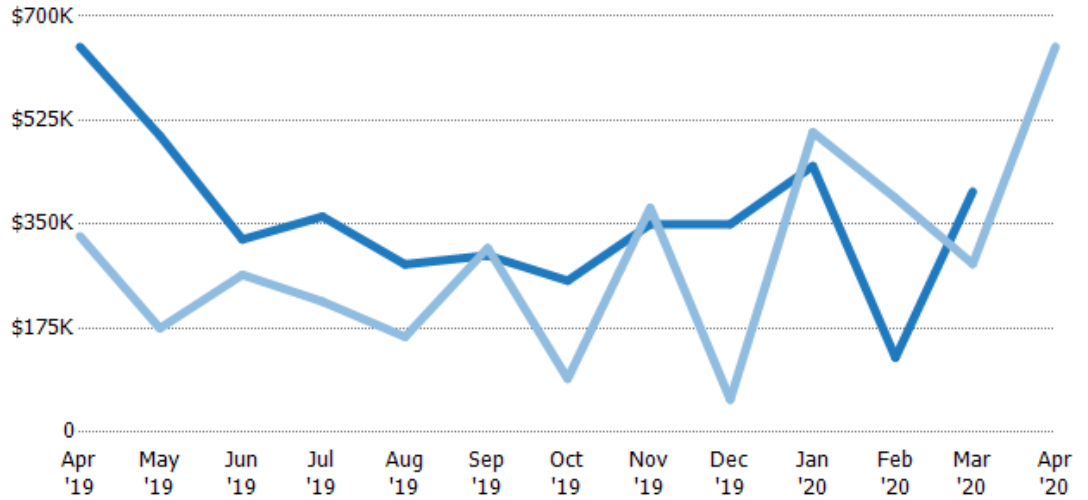
Current Year	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	-
Prior Year	\$318K	\$175K	\$259K	\$361K	\$181K	\$323K	\$181K	\$468K	\$67.7K	\$435K	\$359K	\$283K	\$647K
Percent Change from Prior Year	103%	177%	25%	20%	48%	-9%	79%	-25%	585%	3%	100%	43%	-100%

## 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



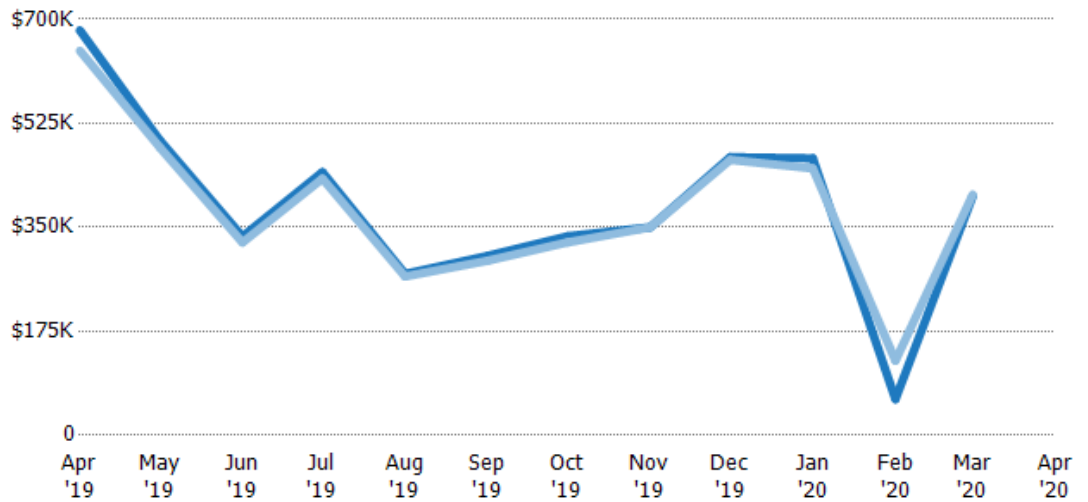
Current Year	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	-
Prior Year	\$330K	\$175K	\$265K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$505K	\$394K	\$283K	\$649K
Percent Change from Prior Year	97%	185%	22%	65%	76%	-4%	183%	-7%	536%	-11%	100%	43%	-100%

## 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



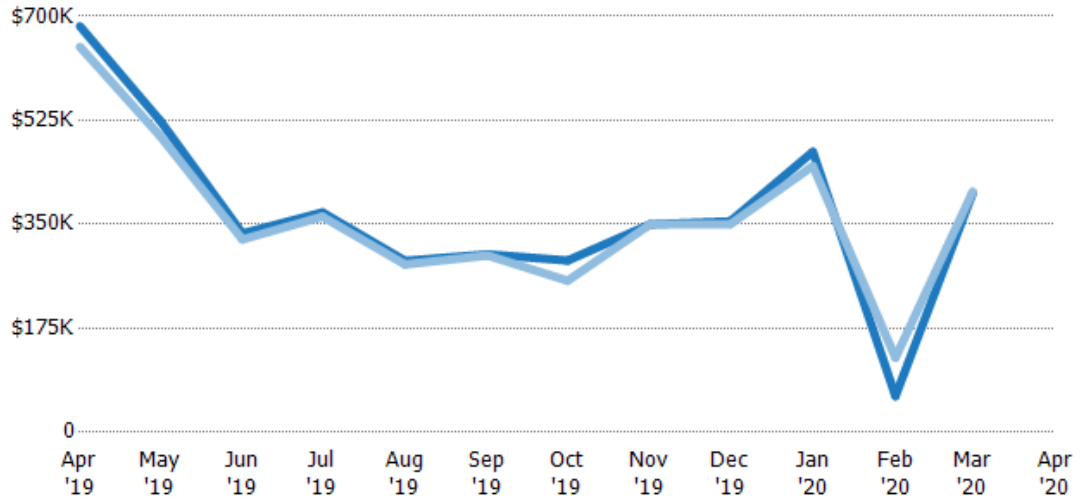
Avg List Price	\$682K	\$496K	\$334K	\$443K	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K	-
Avg Sales Price	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	-
Avg Sales Price as a % of Avg List Price	95%	98%	97%	98%	98%	97%	97%	100%	99%	96%	206%	101%	-

## 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

ZIP: Waterbury, VT 05671,  
Waterbury, VT 05676  
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Family Residence



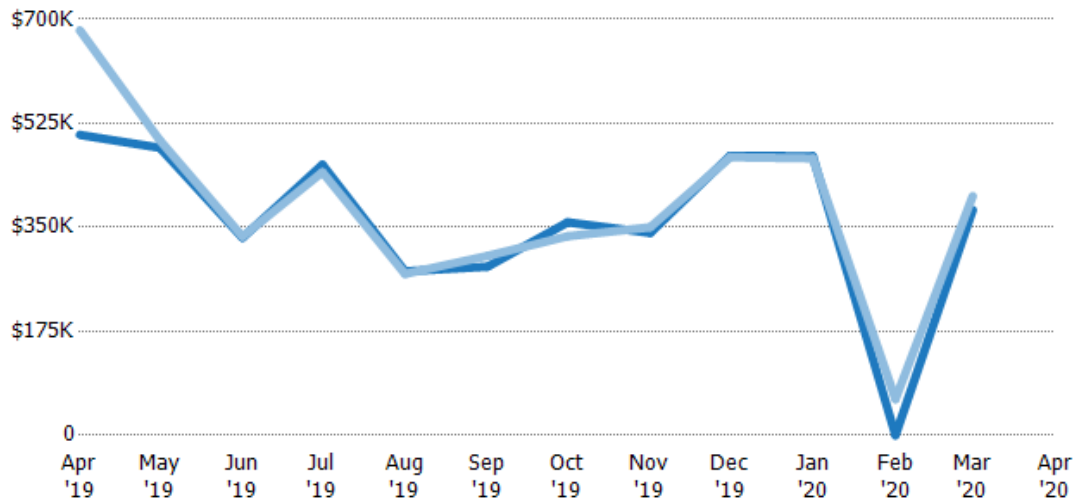
Median List Price	\$684K	\$525K	\$334K	\$370K	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K	-
Median Sales Price	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	-
Med Sales Price as a % of Med List Price	95%	95%	97%	98%	98%	99%	88%	100%	99%	95%	206%	101%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

## 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



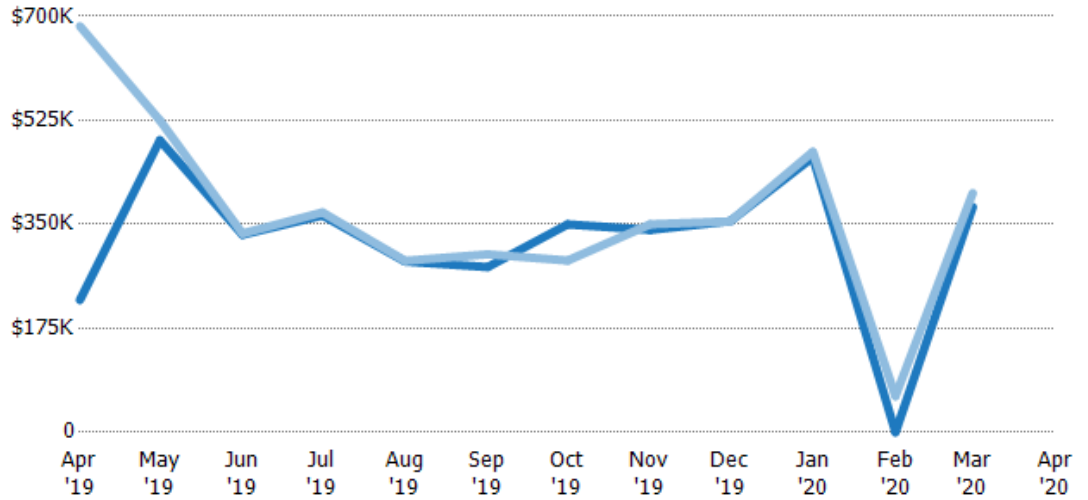
Avg Est Value	\$506K	\$484K	\$332K	\$455K	\$276K	\$284K	\$358K	\$341K	\$471K	\$469K	\$0	\$379K	-
Avg Sales Price	\$682K	\$496K	\$334K	\$443K	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K	-
Avg Sales Price as a % of Avg Est Value	135%	103%	101%	97%	98%	106%	93%	103%	99%	99%	100%	106%	-

## 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  
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	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$223K	\$491K	\$332K	\$365K	\$287K	\$278K	\$350K	\$341K	\$355K	\$463K	\$0	\$379K	-
Median Sales Price	\$684K	\$525K	\$334K	\$370K	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K	-
Med Sales Price as a % of Med Est Value	307%	107%	101%	101%	100%	108%	83%	103%	100%	102%	100%	106%	-