

Summary of Key Listing and Sales Metrics

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

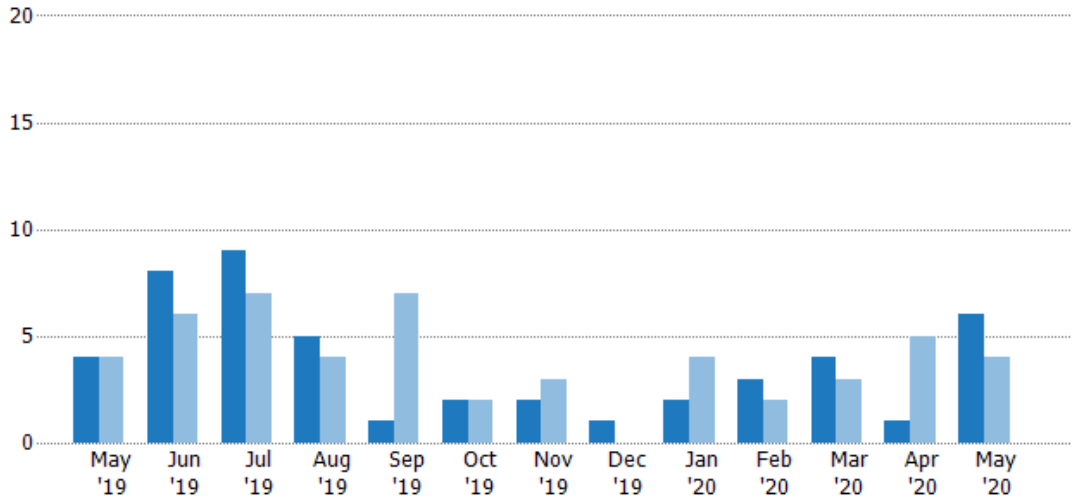
Key Metrics	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	4	+50%	16	18	-11.1%
New Listing Volume	\$2,277,900	\$1,670,995	+36.3%	\$5,236,000	\$6,217,445	-15.8%
Active Listing Count	10	25	-60%	N/A	N/A	
Active Listing Volume	\$4,129,900	\$9,646,045	-57.2%	N/A	N/A	
Average Listing Price	\$412,990	\$385,842	+7%	\$442,300	\$390,972	+13.1%
Median Listing Price	\$386,000	\$370,000	+4.3%	\$403,238	\$371,557	+8.5%
Median Days in RPR	164.5	266	-38.2%	769.89	244.09	+215.4%
Months of Inventory	-	6.3	-	5.7	9.4	-39%
Absorption Rate	-	16%	-16%	17.46%	10.66%	+6.8%
Sales Activity Charts Metrics						
New Pending Sales Count	6	3	+100%	16	15	+6.7%
New Pending Sales Volume	\$2,532,300	\$1,409,000	+79.7%	\$5,873,500	\$6,127,400	-4.1%
Pending Sales Count	14	5	+180%	N/A	N/A	
Pending Sales Volume	\$5,442,300	\$1,601,900	+239.7%	N/A	N/A	
Closed Sales Count	2	3	-33.3%	9	11	-18.2%
Closed Sales Volume	\$645,000	\$1,453,000	-55.6%	\$3,376,700	\$5,629,750	-40%
Average Sales Price	\$322,500	\$484,333	-33.4%	\$375,189	\$511,795	-26.7%
Median Sales Price	\$322,500	\$499,000	-35.4%	\$374,767	\$535,477	-30%

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



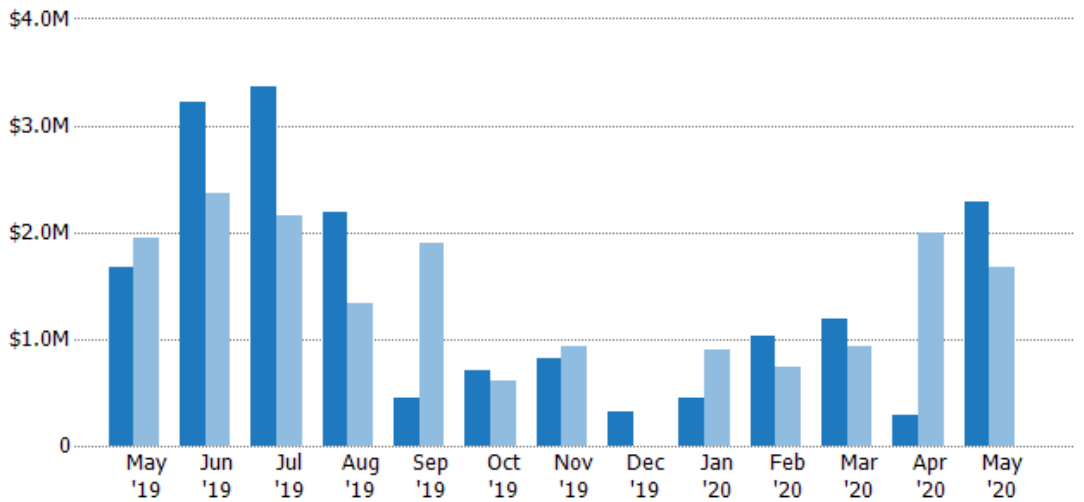
Current Year	4	8	9	5	1	2	2	1	2	3	4	1	6
Prior Year	4	6	7	4	7	2	3	-	4	2	3	5	4
Percent Change from Prior Year	0%	33%	29%	25%	-86%	0%	-33%	100%	-50%	50%	33%	-80%	50%

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



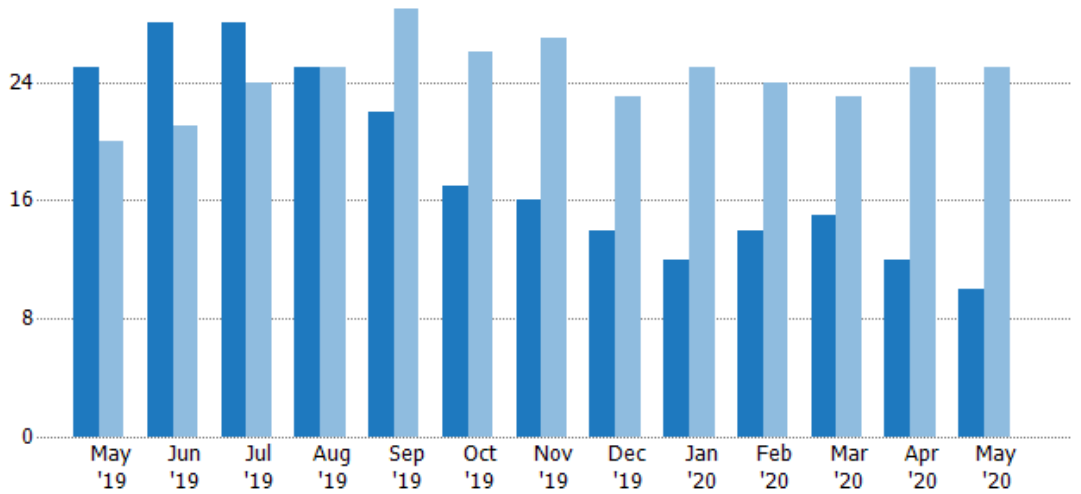
Current Year	\$1.67M	\$3.22M	\$3.37M	\$2.19M	\$455K	\$705K	\$815K	\$325K	\$441K	\$1.03M	\$1.19M	\$295K	\$2.28M
Prior Year	\$1.94M	\$2.36M	\$2.16M	\$1.33M	\$1.9M	\$609K	\$926K	-	\$895K	\$732K	\$930K	\$1.99M	\$1.67M
Percent Change from Prior Year	-14%	37%	56%	65%	-76%	16%	-12%	100%	-51%	40%	28%	-85%	36%

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



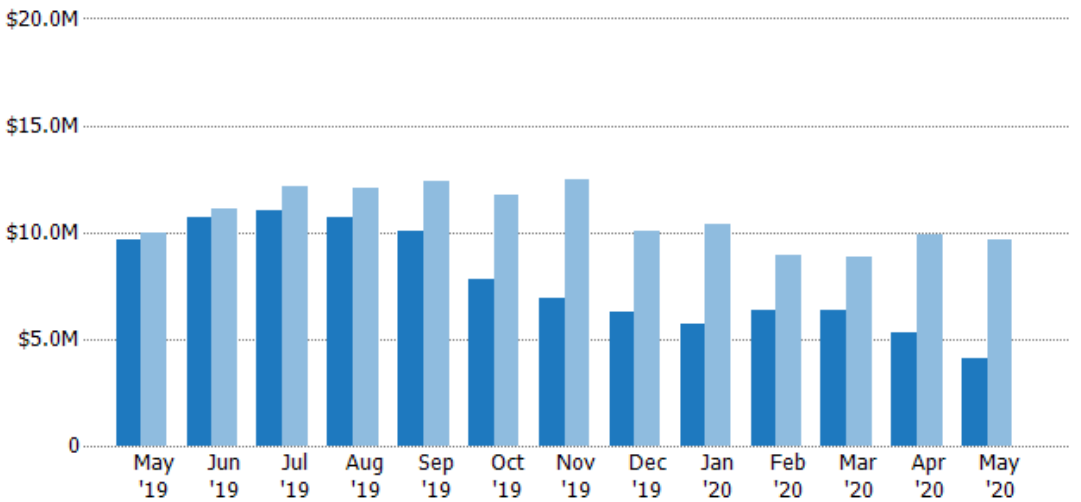
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	25	28	28	25	22	17	16	14	12	14	15	12	10
Prior Year	20	21	24	25	29	26	27	23	25	24	23	25	25
Percent Change from Prior Year	25%	33%	17%	0%	-24%	-35%	-41%	-39%	-52%	-42%	-35%	-52%	-60%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$9.65M	\$10.7M	\$11M	\$10.7M	\$10M	\$7.8M	\$6.94M	\$6.24M	\$5.72M	\$6.38M	\$6.37M	\$5.26M	\$4.13M
Prior Year	\$10M	\$11.1M	\$12.1M	\$12.1M	\$12.4M	\$11.7M	\$12.4M	\$10.1M	\$10.4M	\$8.92M	\$8.88M	\$9.9M	\$9.65M
Percent Change from Prior Year	-4%	-4%	-9%	-11%	-19%	-33%	-44%	-38%	-45%	-29%	-28%	-47%	-57%

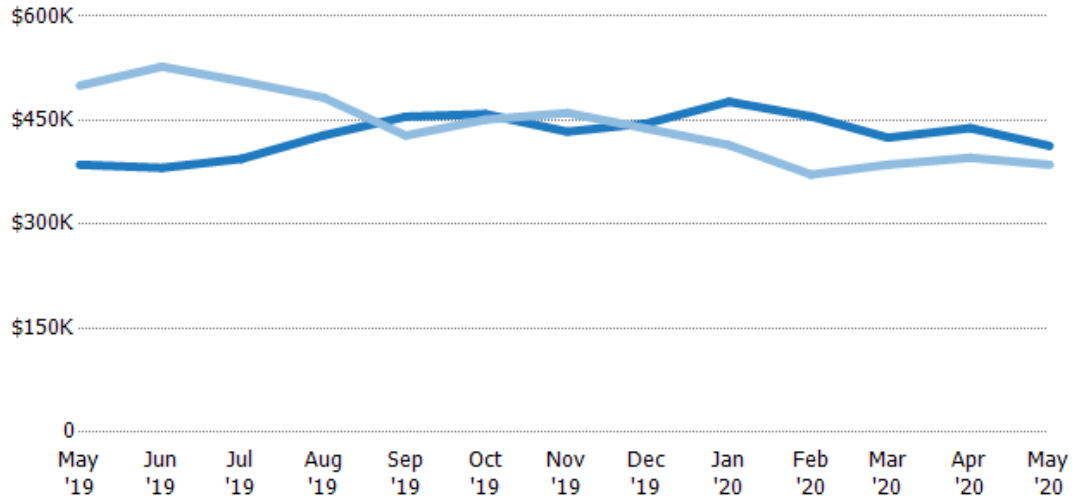
Average Listing Price

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.
May '20	\$413K	7%
May '19	\$386K	-22.8%
May '18	\$500K	-22.2%



Current Year	\$386K	\$381K	\$394K	\$428K	\$455K	\$459K	\$434K	\$445K	\$477K	\$456K	\$425K	\$439K	\$413K
Prior Year	\$500K	\$527K	\$506K	\$483K	\$428K	\$451K	\$461K	\$438K	\$414K	\$372K	\$386K	\$396K	\$386K
Percent Change from Prior Year	-23%	-28%	-22%	-11%	6%	2%	-6%	2%	15%	23%	10%	11%	7%

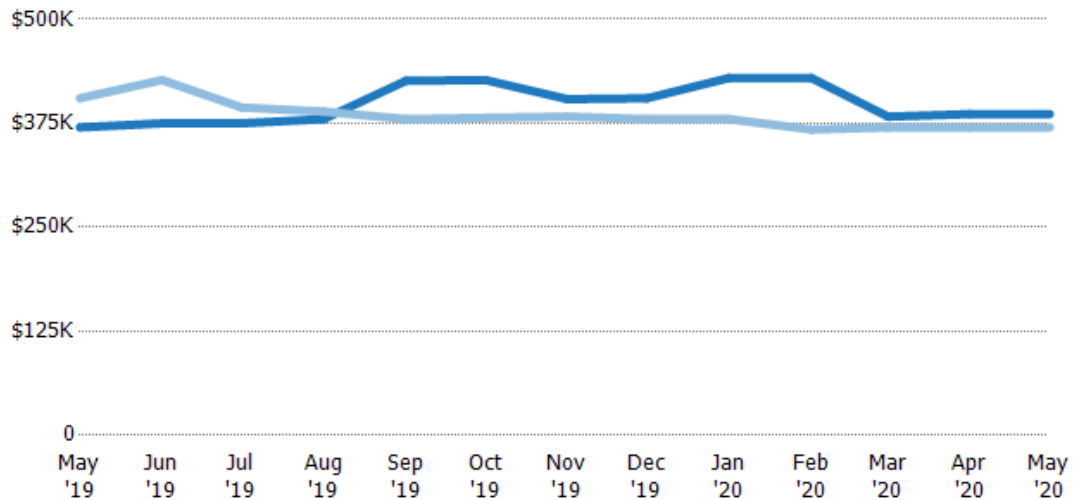
Median Listing Price

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.
May '20	\$386K	4.3%
May '19	\$370K	-8.6%
May '18	\$405K	-9.3%



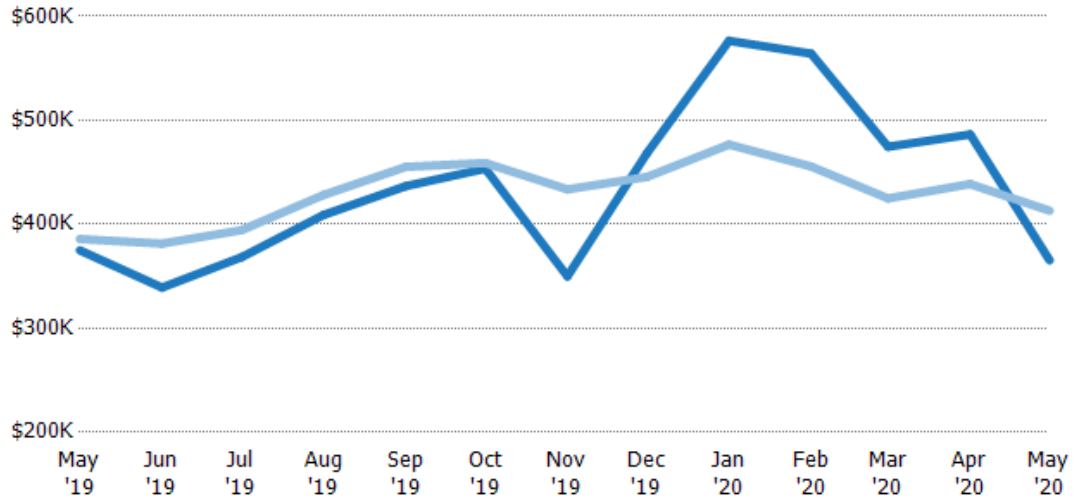
Current Year	\$370K	\$375K	\$375K	\$380K	\$426K	\$427K	\$404K	\$405K	\$430K	\$430K	\$383K	\$386K	\$386K
Prior Year	\$405K	\$427K	\$394K	\$389K	\$380K	\$382K	\$383K	\$380K	\$380K	\$368K	\$370K	\$370K	\$370K
Percent Change from Prior Year	-9%	-12%	-5%	-2%	12%	12%	5%	7%	13%	17%	4%	4%	4%

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



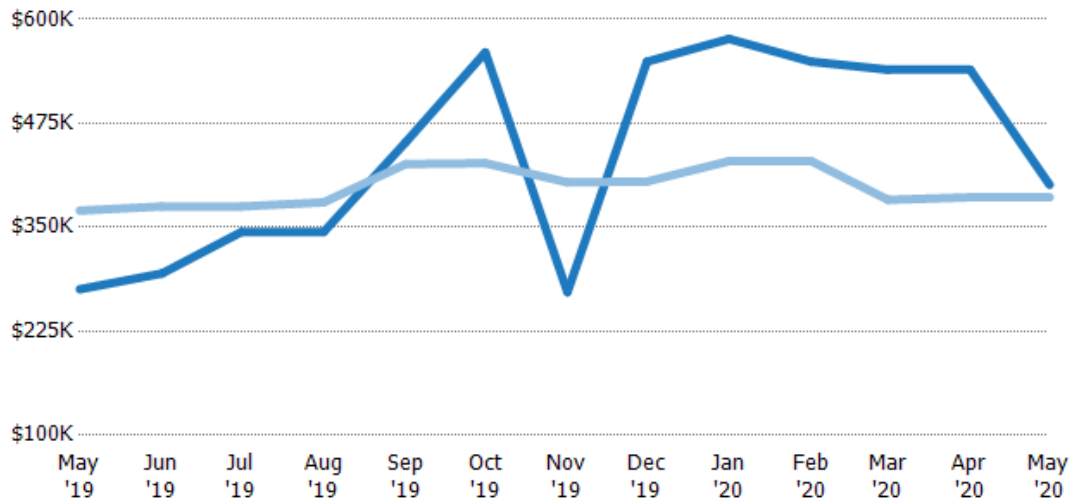
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$375K	\$339K	\$368K	\$409K	\$437K	\$453K	\$350K	\$468K	\$576K	\$564K	\$475K	\$486K	\$365K
Avg Listing Price	\$386K	\$381K	\$394K	\$428K	\$455K	\$459K	\$434K	\$445K	\$477K	\$456K	\$425K	\$439K	\$413K
Avg Listing Price as a % of Avg Est Value	103%	112%	107%	105%	104%	101%	124%	95%	83%	81%	90%	90%	113%

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



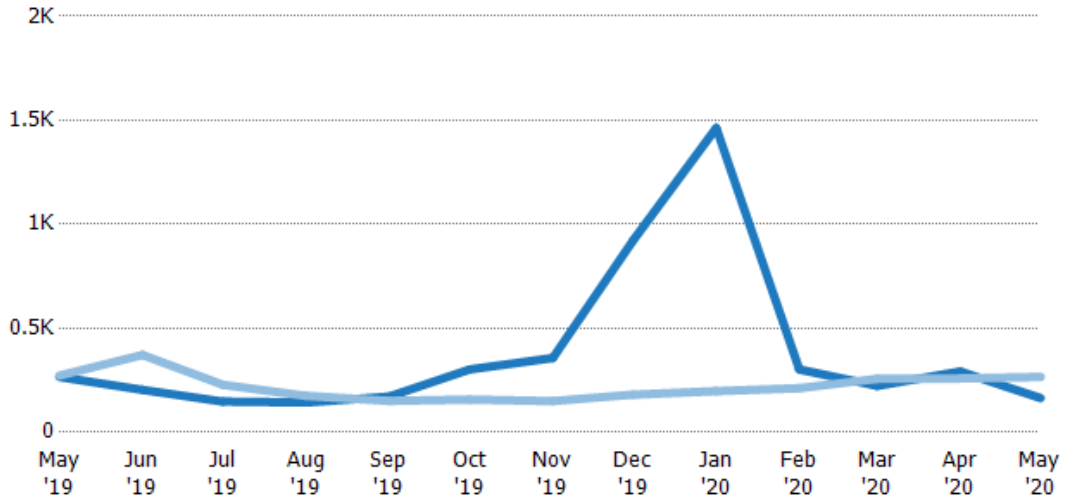
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$276K	\$295K	\$344K	\$344K	\$452K	\$560K	\$272K	\$549K	\$576K	\$549K	\$539K	\$539K	\$401K
Median Listing Price	\$370K	\$375K	\$375K	\$380K	\$426K	\$427K	\$404K	\$405K	\$430K	\$430K	\$383K	\$386K	\$386K
Med Listing Price as a % of Med Est Value	134%	127%	109%	110%	94%	76%	149%	74%	75%	78%	71%	72%	96%

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

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Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



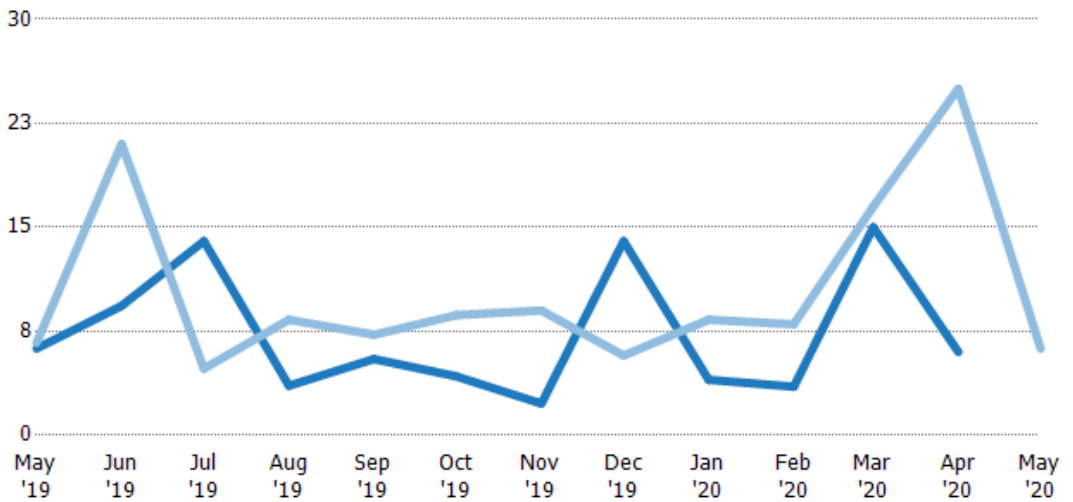
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	266	204	148	143	172	302	357	923	1.46K	302	223	292	165
Prior Year	273	372	228	175	151	158	150	181	198	212	257	259	266
Percent Change from Prior Year	-2%	-45%	-35%	-18%	14%	92%	138%	410%	639%	42%	-13%	13%	-38%

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



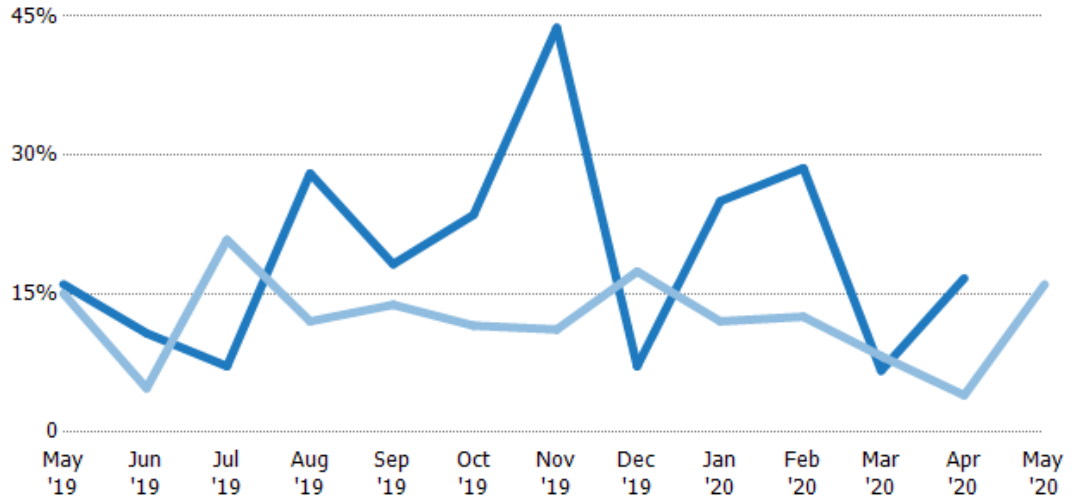
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	6.25	9.33	14	3.57	5.5	4.25	2.29	14	4	3.5	15	6	-
Prior Year	6.67	21	4.8	8.33	7.25	8.67	9	5.75	8.33	8	16.5	25	6.25
Percent Change from Prior Year	-6%	-56%	192%	-57%	-24%	-51%	-75%	143%	-52%	-56%	100%	-76%	-100%

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



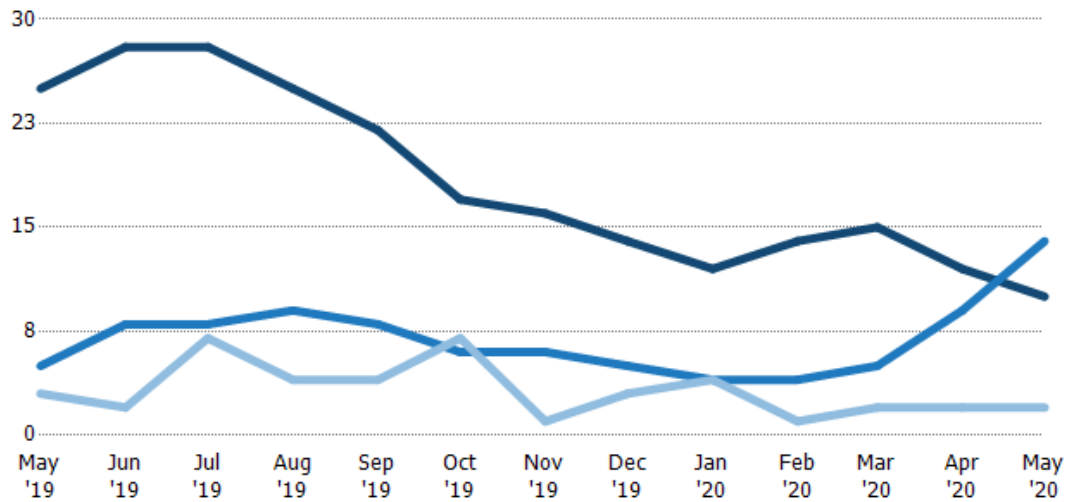
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	16%	11%	7%	28%	18%	24%	44%	7%	25%	29%	7%	17%	-
Prior Year	15%	5%	21%	12%	14%	12%	11%	17%	12%	13%	8%	4%	16%
Change from Prior Year	-1%	-6%	14%	-16%	-4%	-12%	-33%	10%	-13%	-16%	-7%	-13%	16%

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



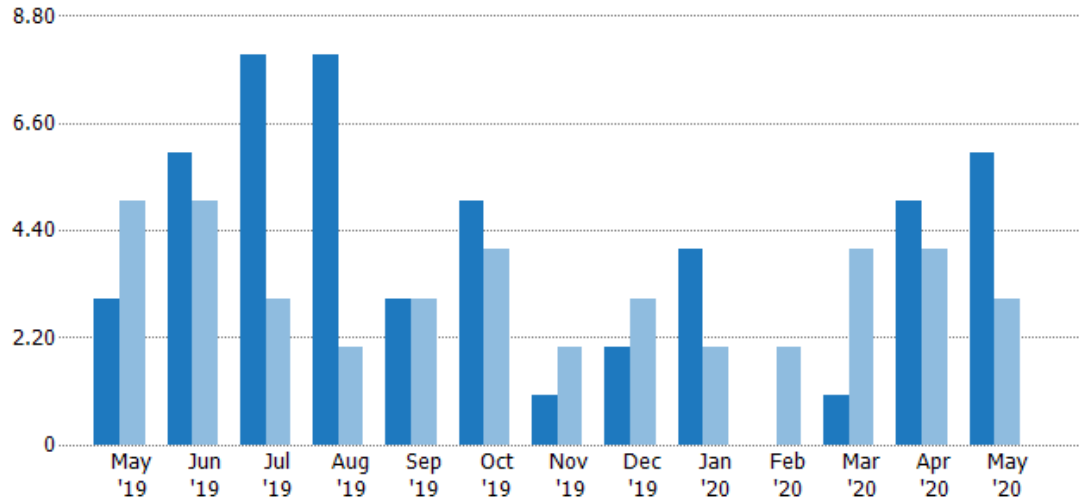
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	25	28	28	25	22	17	16	14	12	14	15	12	10
Pending	5	8	8	9	8	6	6	5	4	4	5	9	14
Sold	3	2	7	4	4	7	1	3	4	1	2	2	2

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



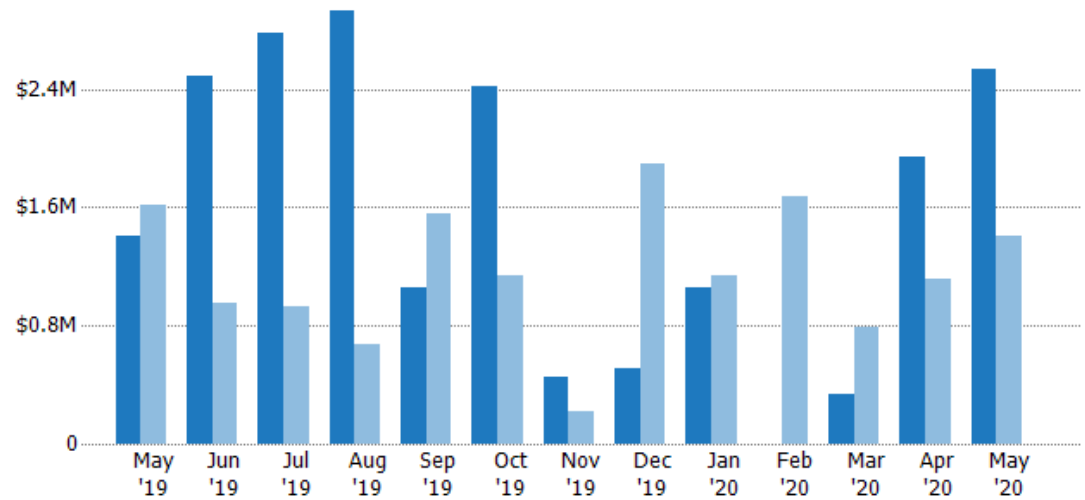
Current Year	3	6	8	8	3	5	1	2	4	-	1	5	6
Prior Year	5	5	3	2	3	4	2	3	2	2	4	4	3
Percent Change from Prior Year	-40%	20%	167%	300%	0%	25%	-50%	-33%	100%	-100%	-75%	25%	100%

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



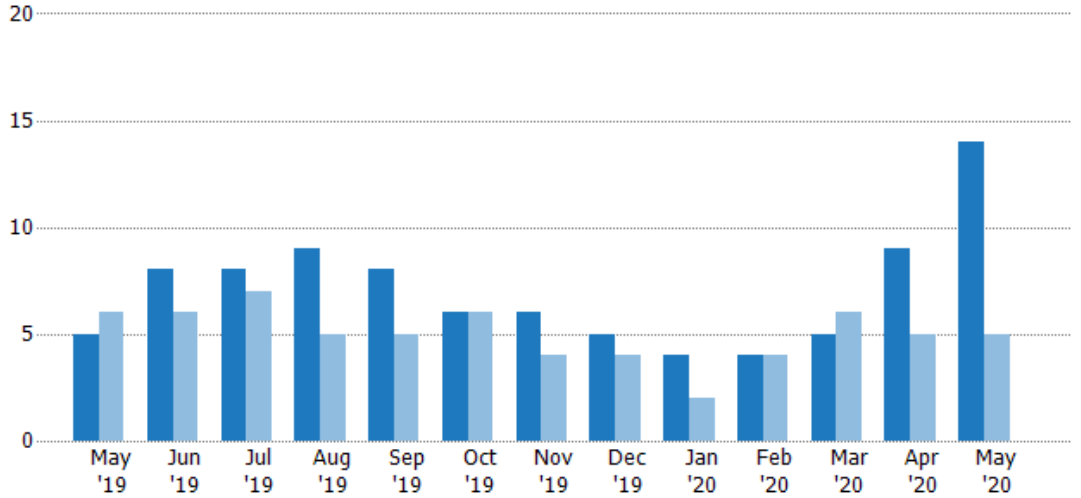
Current Year	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$1.06M	-	\$340K	\$1.94M	\$2.53M
Prior Year	\$1.61M	\$949K	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.13M	\$1.68M	\$795K	\$1.12M	\$1.41M
Percent Change from Prior Year	-13%	162%	199%	332%	-32%	113%	112%	-73%	-7%	-100%	-57%	74%	80%

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



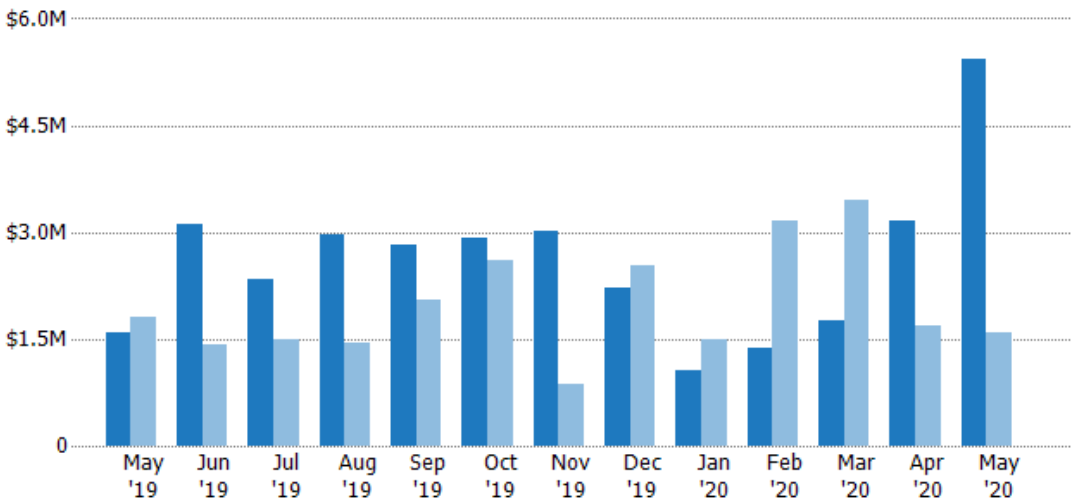
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	5	8	8	9	8	6	6	5	4	4	5	9	14
Prior Year	6	6	7	5	5	6	4	4	2	4	6	5	5
Percent Change from Prior Year	-17%	33%	14%	80%	60%	0%	50%	25%	100%	0%	-17%	80%	180%

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



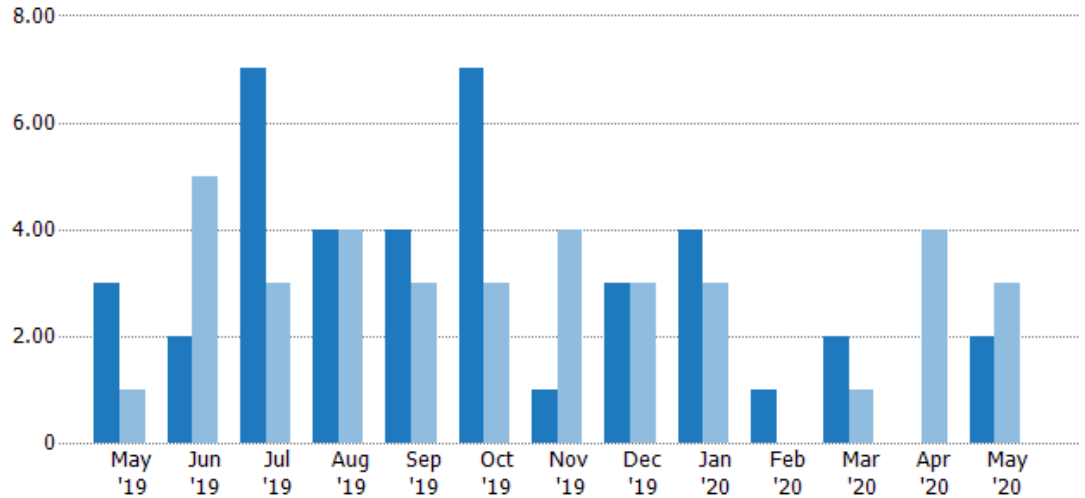
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$1.6M	\$3.12M	\$2.35M	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.22M	\$1.06M	\$1.37M	\$1.76M	\$3.17M	\$5.44M
Prior Year	\$1.82M	\$1.43M	\$1.49M	\$1.44M	\$2.04M	\$2.6M	\$872K	\$2.52M	\$1.49M	\$3.16M	\$3.44M	\$1.68M	\$1.6M
Percent Change from Prior Year	-12%	118%	57%	107%	39%	12%	246%	-12%	-29%	-57%	-49%	88%	240%

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



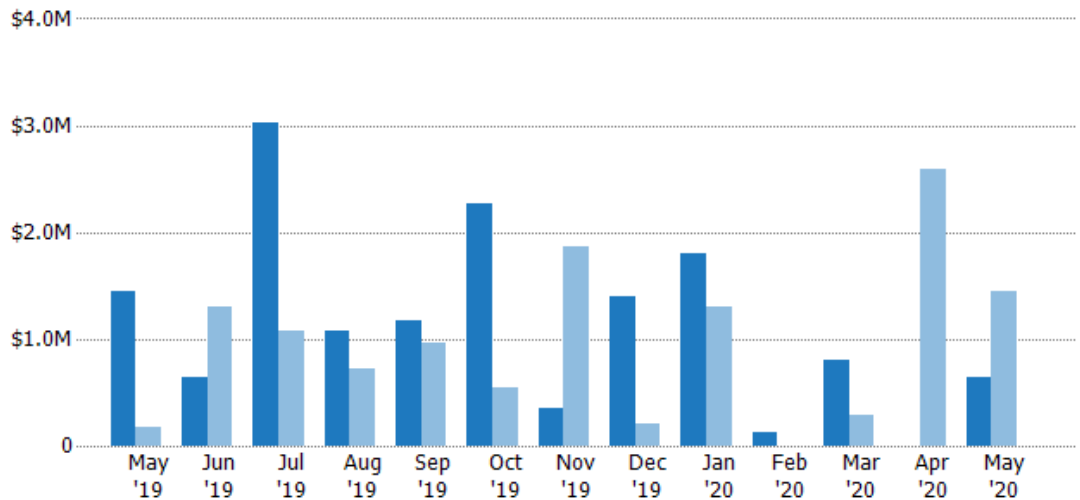
Current Year	3	2	7	4	4	7	1	3	4	1	2	-	2
Prior Year	1	5	3	4	3	3	4	3	3	-	1	4	3
Percent Change from Prior Year	200%	-60%	133%	0%	33%	133%	-75%	0%	33%	100%	100%	-100%	-33%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

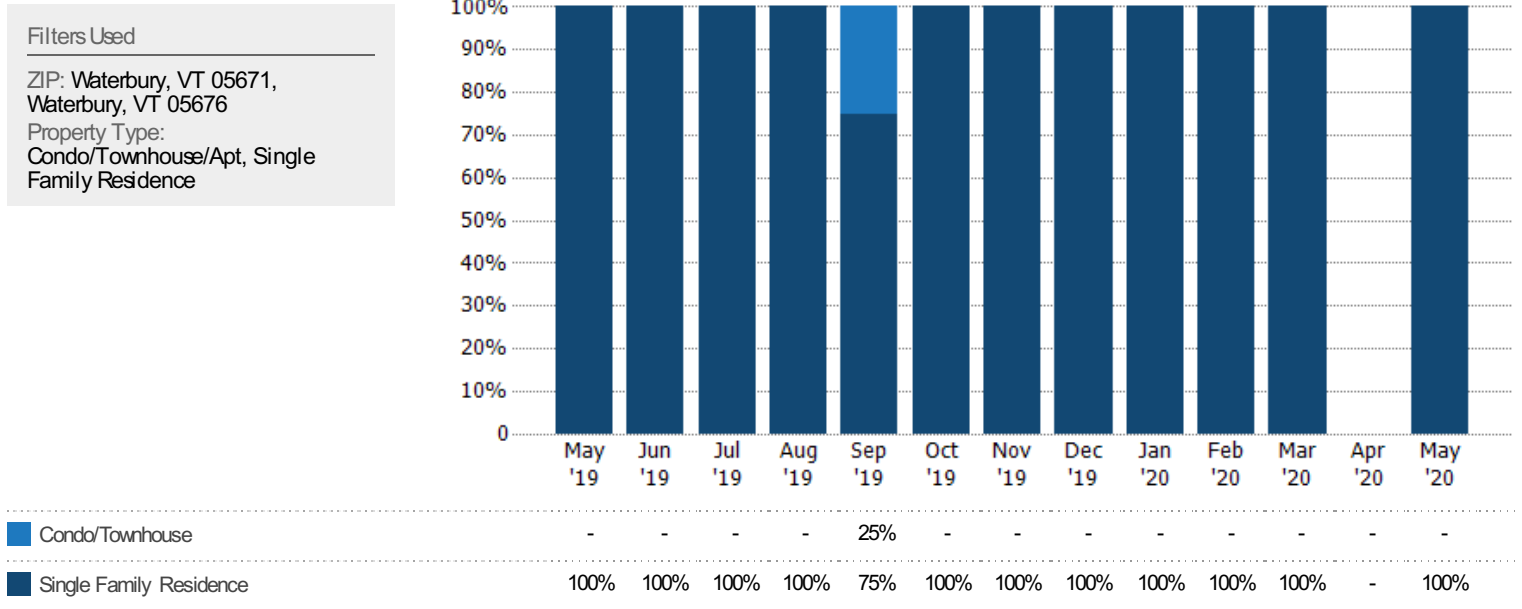
ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K
Prior Year	\$175K	\$1.3M	\$1.08M	\$723K	\$969K	\$543K	\$1.87M	\$203K	\$1.31M	-	\$283K	\$2.59M	\$1.45M
Percent Change from Prior Year	730%	-50%	179%	48%	21%	319%	-81%	585%	38%	100%	186%	-100%	-56%

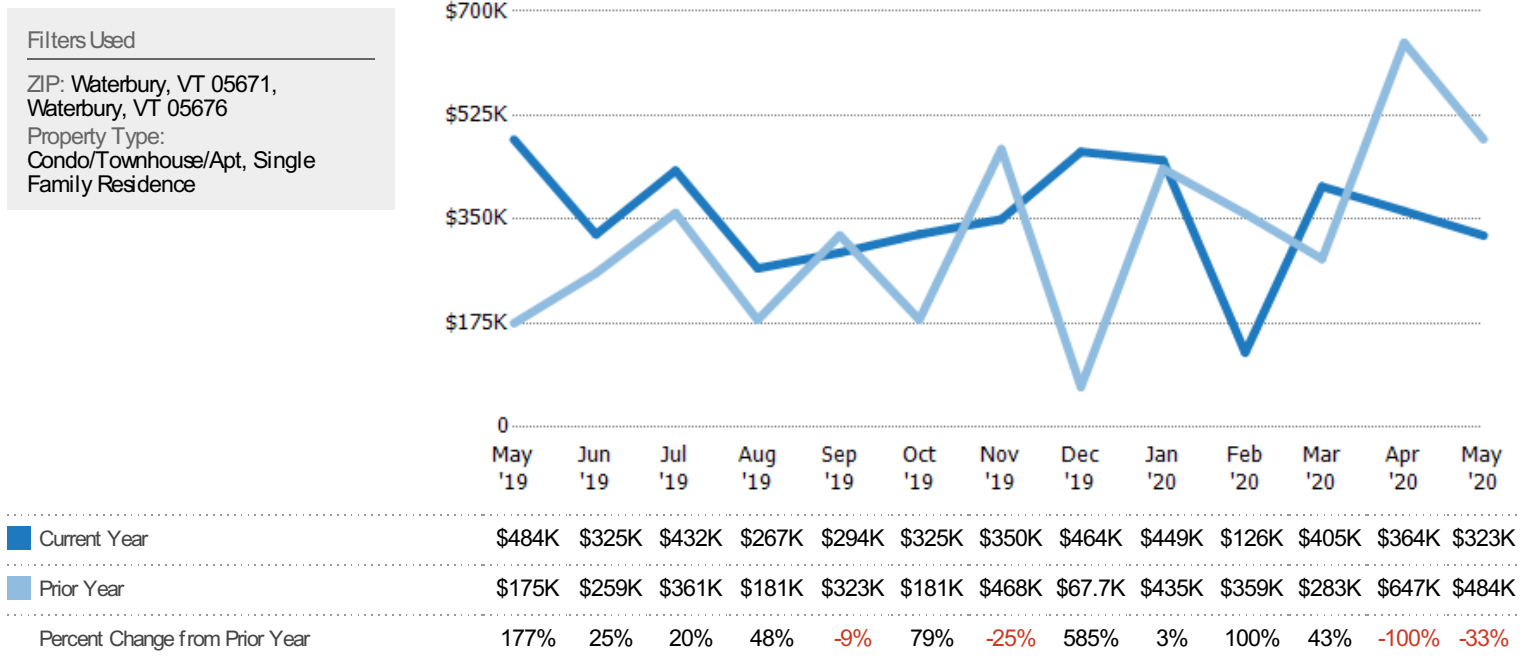
Closed Sales by Property Type

The percentage of residential properties sold each month by property type.



Average Sales Price

The average sales price of the residential properties sold each month.

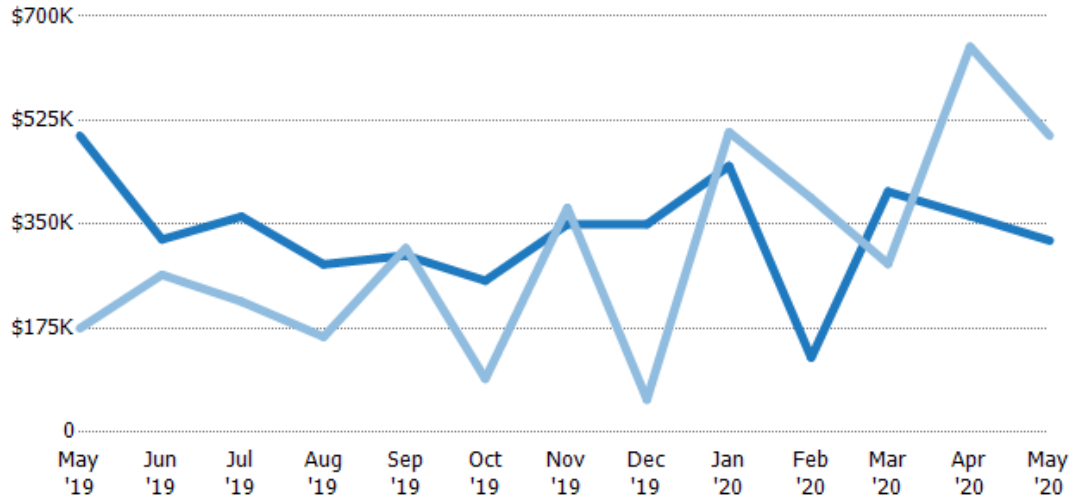


Median Sales Price

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



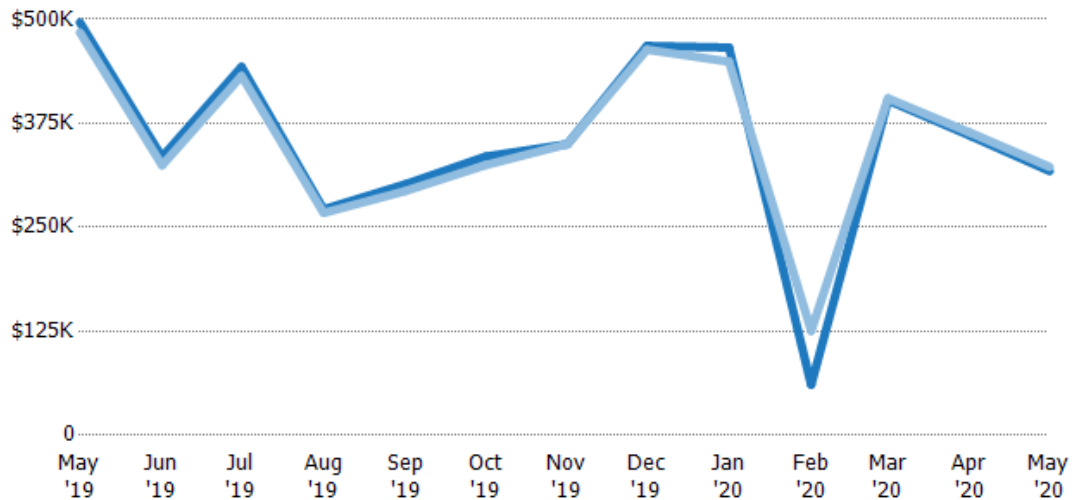
Current Year	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K
Prior Year	\$175K	\$265K	\$220K	\$161K	\$310K	\$90K	\$378K	\$55K	\$505K	\$394K	\$283K	\$649K	\$499K
Percent Change from Prior Year	185%	22%	65%	76%	-4%	183%	-7%	536%	-11%	100%	43%	-100%	-35%

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



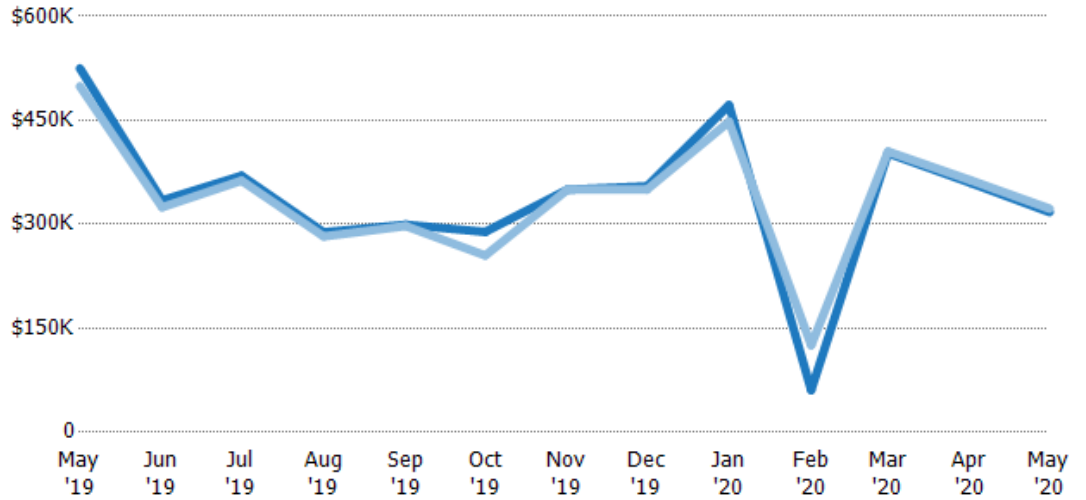
Avg List Price	\$496K	\$334K	\$443K	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K
Avg Sales Price	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K
Avg Sales Price as a % of Avg List Price	98%	97%	98%	98%	97%	97%	100%	99%	96%	206%	101%	101%	102%

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



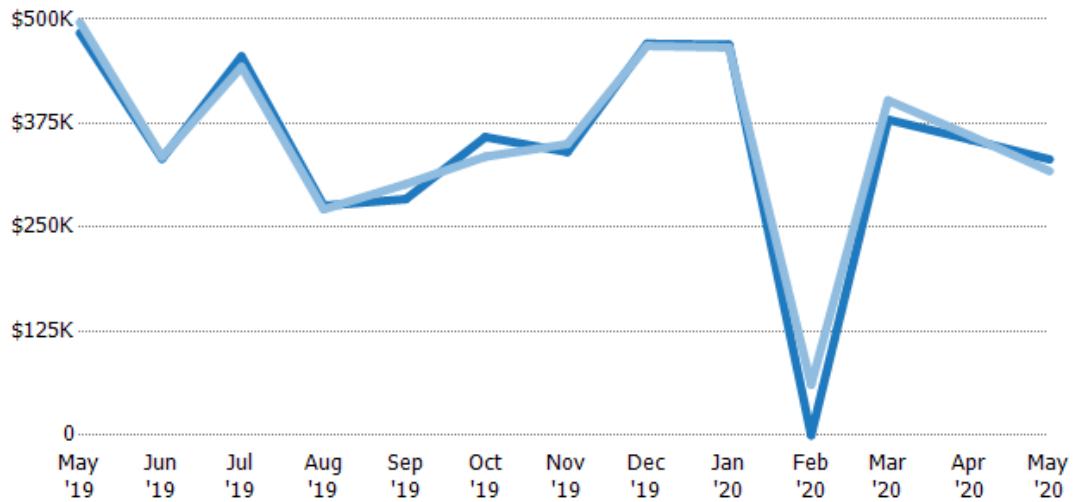
Median List Price	\$525K	\$334K	\$370K	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K
Median Sales Price	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K
Med Sales Price as a % of Med List Price	95%	97%	98%	98%	99%	88%	100%	99%	95%	206%	101%	101%	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



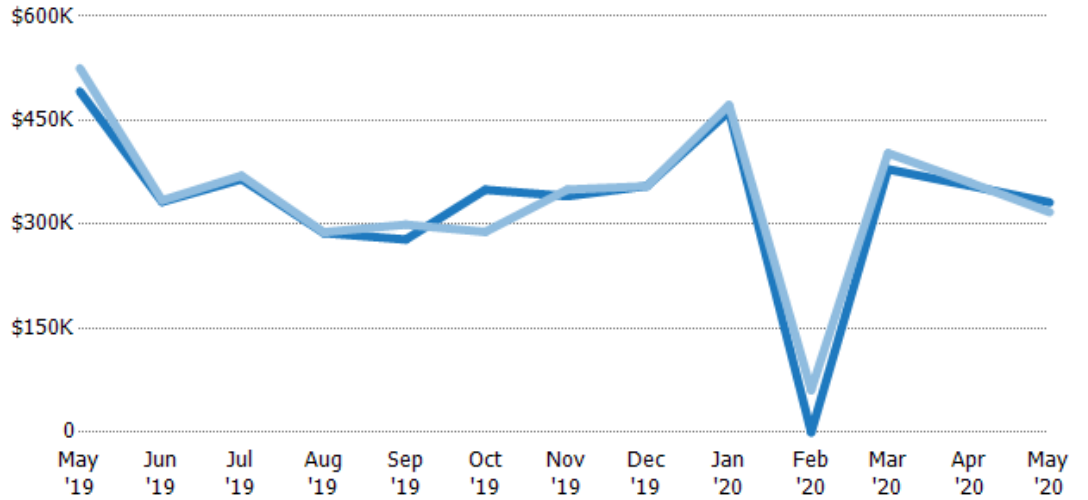
Avg Est Value	\$484K	\$332K	\$455K	\$276K	\$284K	\$358K	\$341K	\$471K	\$469K	\$0	\$379K	\$355K	\$332K
Avg Sales Price	\$496K	\$334K	\$443K	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K
Avg Sales Price as a % of Avg Est Value	103%	101%	97%	98%	106%	93%	103%	99%	99%	100%	106%	101%	96%

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	\$491K	\$332K	\$365K	\$287K	\$278K	\$350K	\$341K	\$355K	\$463K	\$0	\$379K	\$355K	\$332K
Median Sales Price	\$525K	\$334K	\$370K	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K
Med Sales Price as a % of Med Est Value	107%	101%	101%	100%	108%	83%	103%	100%	102%	100%	106%	101%	96%