

# Summary of Key Listing and Sales Metrics

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

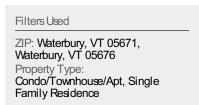
Key Metrics	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	8	-12.5%	23	26	-11.5%
New Listing Volume	\$2,417,900	\$3,222,900	-25%	\$7,643,900	\$9,440,345	-19%
Active Listing Count	7	25	-72%	NA	N/A	
Active Listing Volume	\$3,167,900	\$9,678,045	-67.3%	NA	N/A	
Average Listing Price	\$452,557	\$387,122	+16.9%	\$445,774	\$396,717	+12.4%
Median Listing Price	\$380,000	\$370,000	+2.7%	\$402,365	\$368,826	+9.1%
Median Daysin RPR	239	162	+47.5%	426.33	221.5	+92.5%
Months of Inventory	3.5	8.3	-58%	4.8	7.3	-33.9%
Absorption Rate	28.57%	12%	+16.6%	20.63%	13.64%	+7%
Sales Activity Charts Metrics			1			
New Pending Sales Count	7	6	+16.7%	22	21	+4.8%
New Pending Sales Volume	\$2,018,900	\$2,488,800	-18.9%	\$7,700,400	\$8,616,200	-10.6%
Pending Sales Count	16	8	+100%	NA	N/A	
Pending Sales Volume	\$5,753,200	\$3,121,900	+84.3%	NA	N/A	
Closed Sales Count	3	2	+50%	12	13	-7.7%
Cloæd Sales Volume	\$1,071,000	\$649,000	+65%	\$4,447,700	\$6,278,750	-29.2%
Average Sales Price	\$357,000	\$324,500	+10%	\$370,642	\$482,981	-23.3%
Median Sales Price	\$310,000	\$324,500	-4.5%	\$358,575	\$503,019	-28.7%



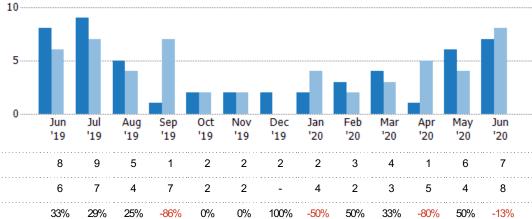


#### **New Listings**

The number of new residential listings that were added each month.







### New Listing Volume

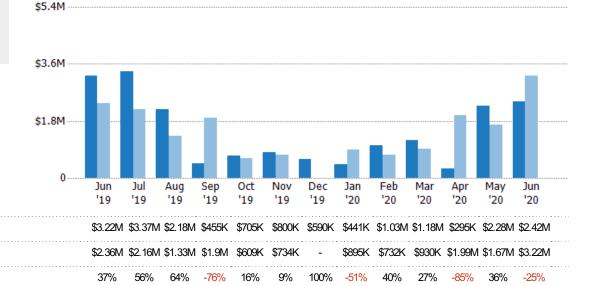
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

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



Current Year

Percent Change from Prior Year

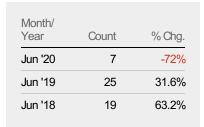


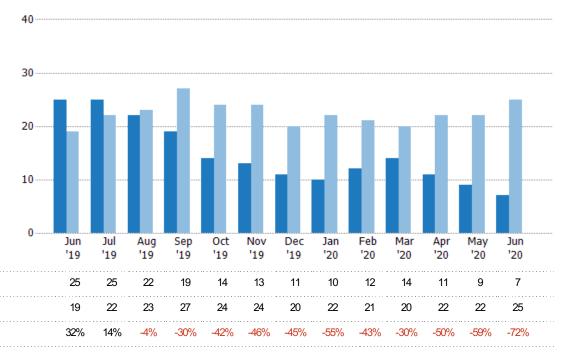


#### **Active Listings**

The number of active residential listings at the end of each month.

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





#### **Active Listing Volume**

Percent Change from Prior Year

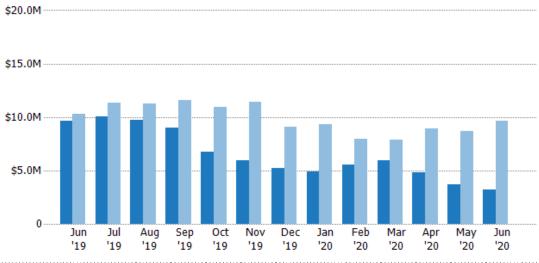
Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.

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

Month/ Year	Volume	% Chg.
Jun '20	\$3.17M	-67.3%
Jun '19	\$9.68M	-5.7%
Jun '18	\$10.3M	29.5%



 Current Year
 \$9.68M
 \$10M
 \$9.69M
 \$9M
 \$6.78M
 \$5.9M
 \$5.2M
 \$4.88M
 \$5.54M
 \$5.95M
 \$4.84M
 \$3.71M
 \$3.17M

 Prior Year
 \$10.3M
 \$11.3M
 \$11.3M
 \$10.9M
 \$11.4M
 \$9.07M
 \$9.35M
 \$7.92M
 \$7.87M
 \$8.64M
 \$9.68M

Percent Change from Prior Year -6% -11% -14% -22% -38% -48% -43% -48% -30% -24% -46% -57% -67%



5%

17%



## Market Data Report

#### **Average Listing Price**

The average listing price of active residential listings at the end of each month.



Price	% Chg.
\$453K	16.9%
\$387K	-28.3%
\$540K	-20.6%
	\$453K \$387K



15%

22%

#### **Median Listing Price**

Percent Change from Prior Year

Current Year

Prior Year

The median listing price of active residential listings at the end of each month.

-28%

-10%

10%

7%

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

Month/ Year	Price	% Chg.
Jun '20	\$380K	2.7%
Jun '19	\$370K	-14.4%
Jun '18	\$432K	-15.9%

Percent Change from Prior Year

375K							
250K	 	 	 	 	 		
125K							
0							
۰						May '20	

\$432K \$394K \$389K \$380K \$380K \$385K \$380K \$375K \$365K \$368K \$368K \$368K \$370K

14%

15%

19%

6%

6%



Current Year

Prior Year



14%

14%

11%

-6%

Avg Est Value

Avg Listing Price

### Market Data Report

#### 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

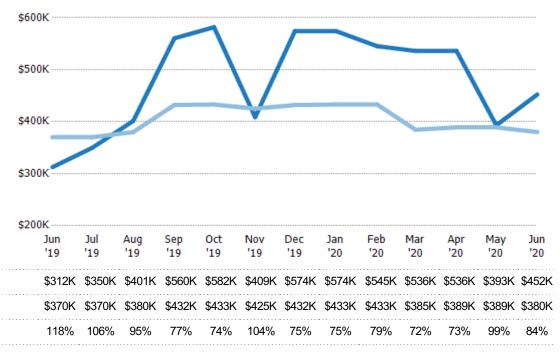


#### Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

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

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

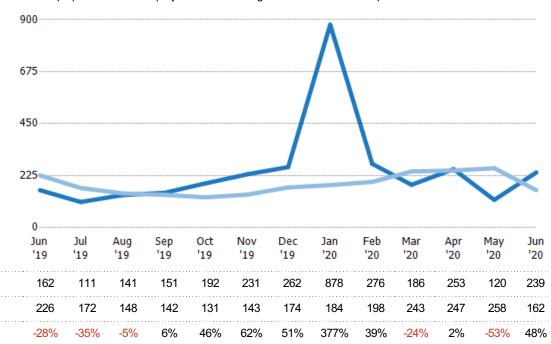
Med Listing Price as a % of Med Est Value

#### 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



Month/ Year	Days	% Chg.
Jun '20	239	47.5%
Jun '19	162	-28.3%
Jun '18	226	-74.8%



### Months of Inventory

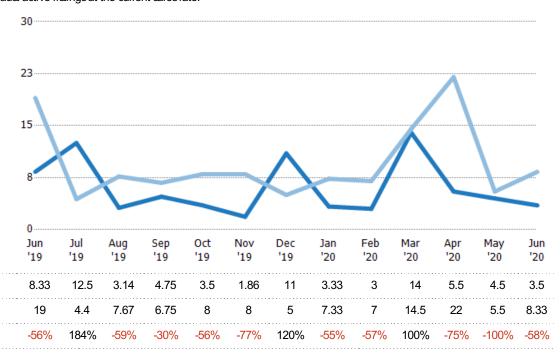
Percent Change from Prior Year

Current Year

Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

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



Current Year

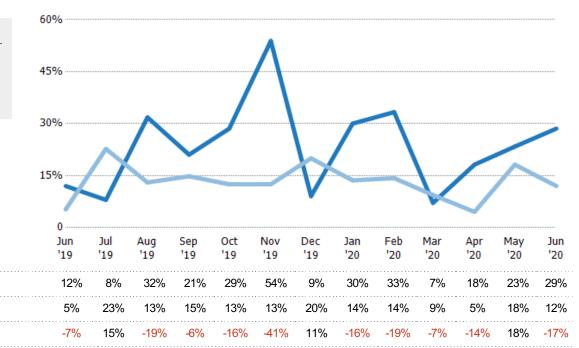
Percent Change from Prior Year

#### **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



### Active/Pending/Sold Units

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

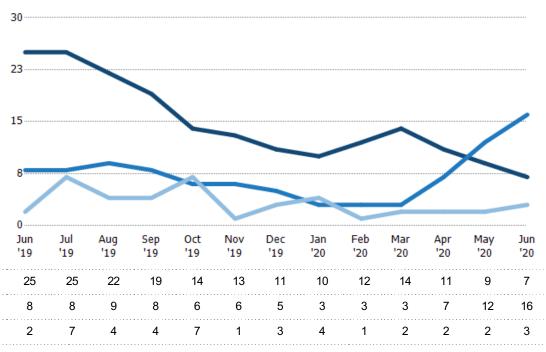
Filters Used

Current Year

Prior Year

Change from Prior Year

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



Active

Sold

Pending



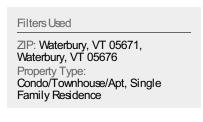
Current Year

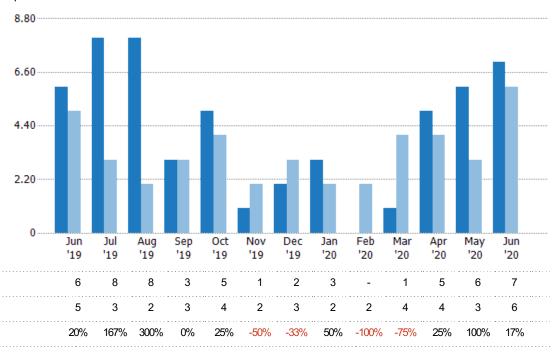
Prior Year

## Market Data Report

#### **New Pending Sales**

The number of residential properties with accepted offers that were added each month.



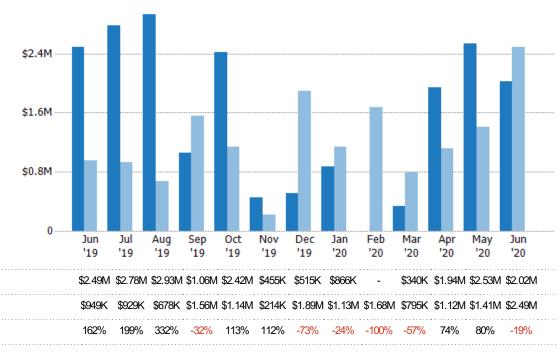


### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.







Current Year

Percent Change from Prior Year

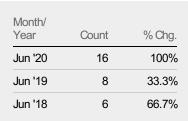


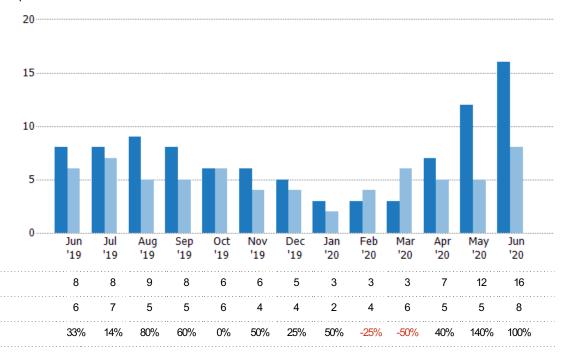


#### **Pending Sales**

The number of residential properties with accepted offers that were available at the end each month.







### Pending Sales Volume

Percent Change from Prior Year

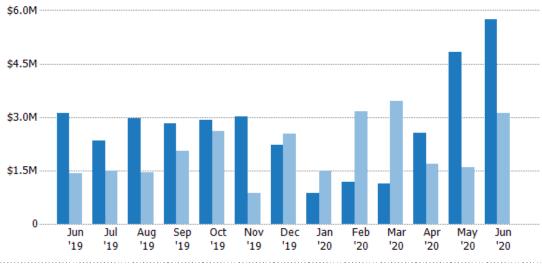
Current Year

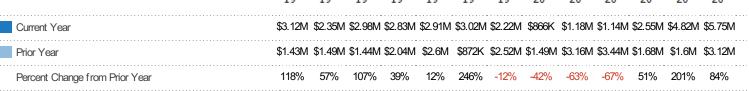
Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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

Month/ Year	Volume	% Chg.
Jun '20	\$5.75M	84.3%
Jun '19	\$3.12M	118.3%
Jun '18	\$1.43M	92.1%



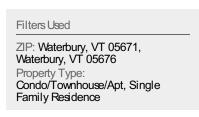


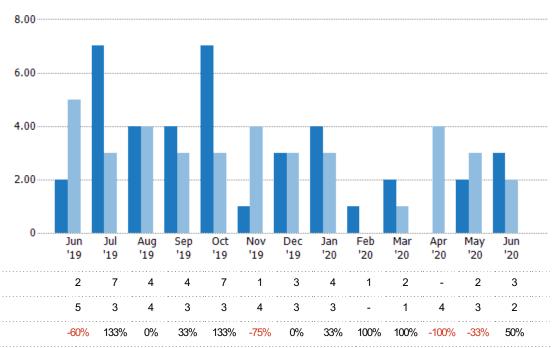




#### **Closed Sales**

The total number of residential properties sold each month.





#### **Closed Sales Volume**

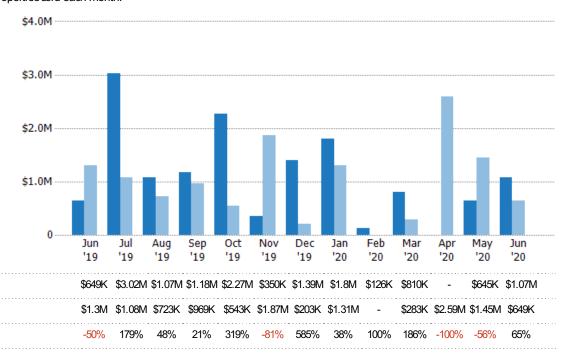
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year

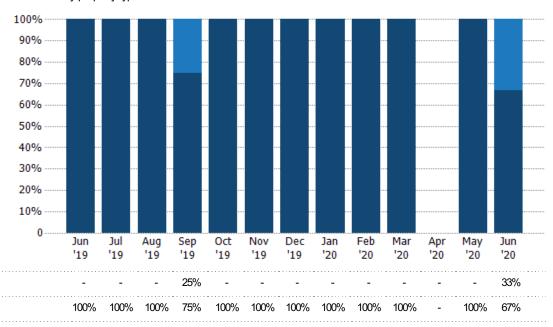


#### Closed Sales by Property Type

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



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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





Current Year

Prior Year

## Market Data Report

#### Median Sales Price

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



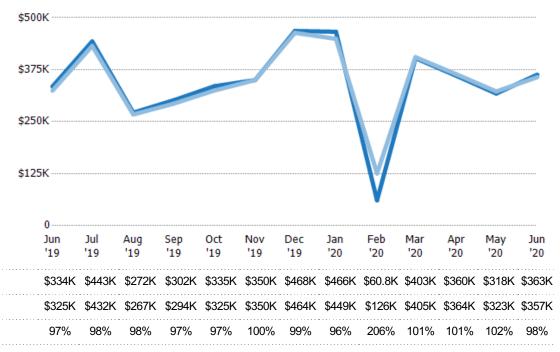


#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

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

Percent Change from Prior Year





Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



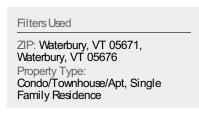
Median List Price

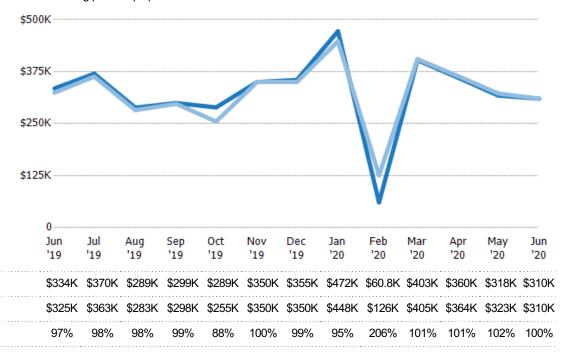
Median Sales Price

### Market Data Report

#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.



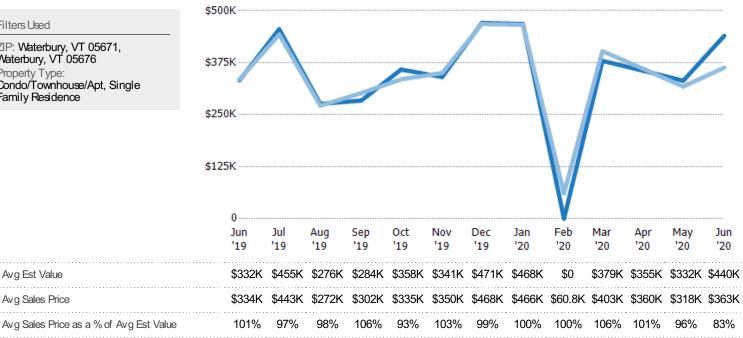


#### Average Sales Price vs Average Est Value

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

Med Sales Price as a % of Med List Price



Avg Est Value

Avg Sales Price



Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

## Market Data Report

#### 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.

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

