

Summary of Key Listing and Sales Metrics

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

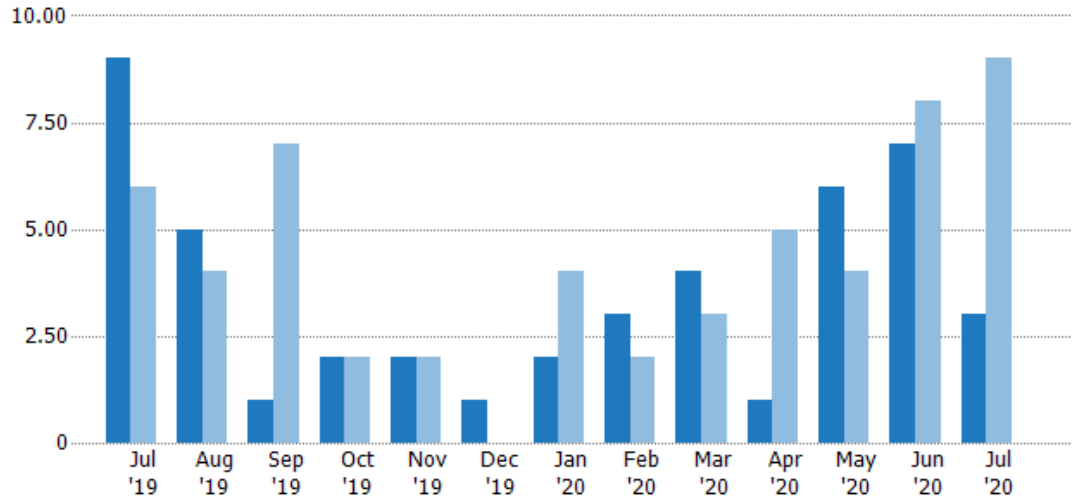
Key Metrics	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	9	-66.7%	26	35	-25.7%
New Listing Volume	\$829,000	\$3,370,400	-75.4%	\$8,472,900	\$12,810,745	-33.9%
Active Listing Count	6	26	-76.9%	N/A	N/A	
Active Listing Volume	\$2,402,000	\$10,711,945	-77.6%	N/A	N/A	
Average Listing Price	\$400,333	\$411,998	-2.8%	\$454,478	\$413,586	+9.9%
Median Listing Price	\$428,000	\$422,000	+1.4%	\$433,203	\$408,101	+6.2%
Median Days in RPR	1,645	111.5	+1,375.3%	1,059.9	184.4	+474.8%
Months of Inventory	2	13	-84.6%	4	7.5	-47.5%
Absorption Rate	50%	7.69%	+42.3%	25.32%	13.29%	+12%
Sales Activity Charts Metrics						
New Pending Sales Count	7	8	-12.5%	29	29	+/-
New Pending Sales Volume	\$2,817,900	\$2,775,500	+1.5%	\$10,518,300	\$11,391,700	-7.7%
Pending Sales Count	13	8	+62.5%	N/A	N/A	
Pending Sales Volume	\$4,798,700	\$2,347,500	+104.4%	N/A	N/A	
Closed Sales Count	8	7	+14.3%	20	20	+/-
Closed Sales Volume	\$3,194,500	\$3,023,541	+5.7%	\$7,642,200	\$9,302,291	-17.8%
Average Sales Price	\$399,313	\$431,934	-7.6%	\$382,110	\$465,115	-17.8%
Median Sales Price	\$342,000	\$363,000	-5.8%	\$351,945	\$454,013	-22.5%

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



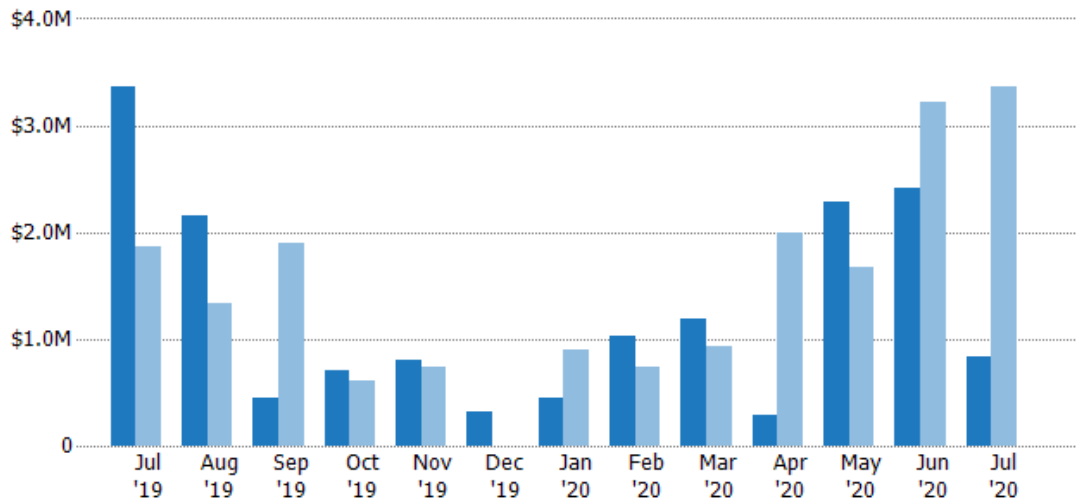
Current Year	9	5	1	2	2	1	2	3	4	1	6	7	3
Prior Year	6	4	7	2	2	-	4	2	3	5	4	8	9
Percent Change from Prior Year	50%	25%	-86%	0%	0%	100%	-50%	50%	33%	-80%	50%	-13%	-67%

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



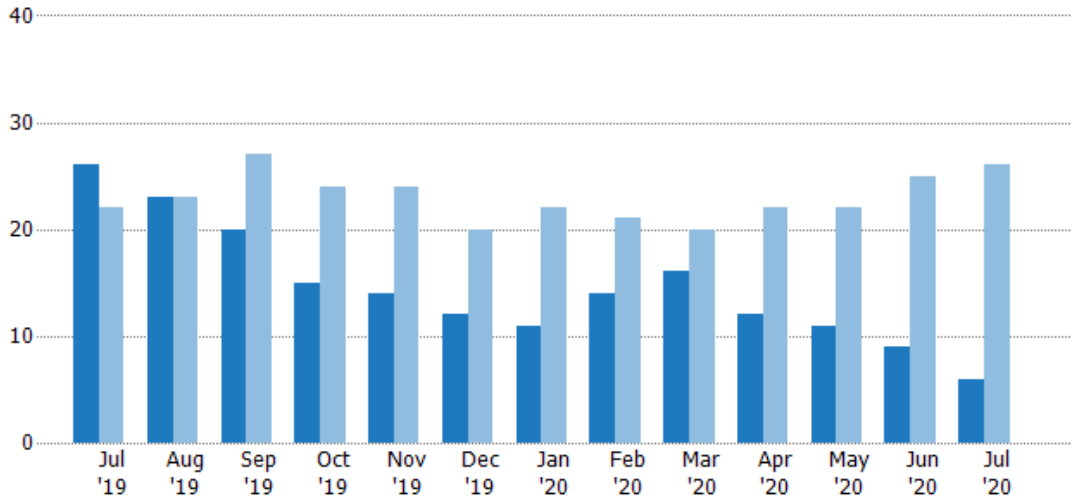
Current Year	\$3.37M	\$2.16M	\$455K	\$705K	\$800K	\$325K	\$441K	\$1.03M	\$1.18M	\$295K	\$2.28M	\$2.42M	\$829K
Prior Year	\$1.86M	\$1.33M	\$1.9M	\$609K	\$734K	-	\$895K	\$732K	\$930K	\$1.99M	\$1.67M	\$3.22M	\$3.37M
Percent Change from Prior Year	81%	63%	-76%	16%	9%	100%	-51%	40%	27%	-85%	36%	-25%	-75%

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



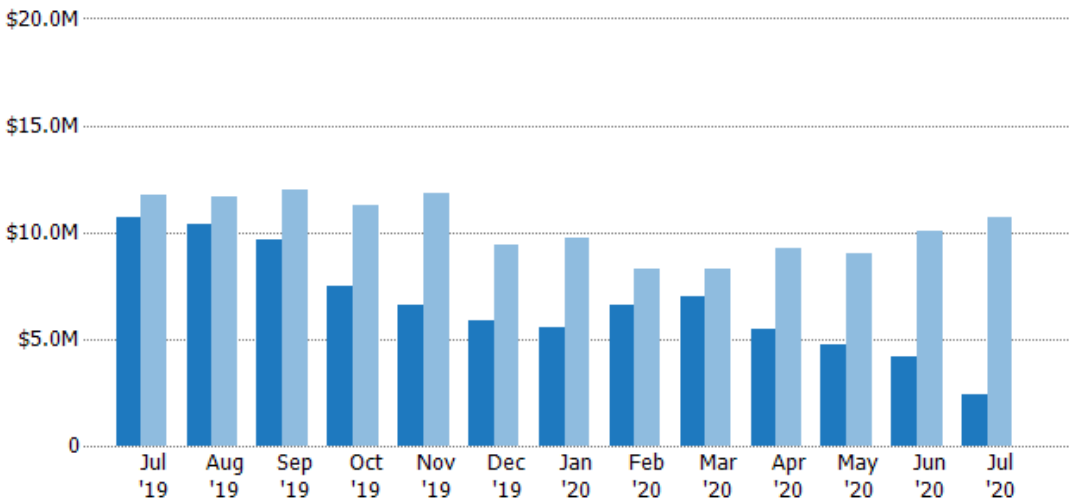
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	26	23	20	15	14	12	11	14	16	12	11	9	6
Prior Year	22	23	27	24	24	20	22	21	20	22	22	25	26
Percent Change from Prior Year	18%	0%	-26%	-38%	-42%	-40%	-50%	-33%	-20%	-45%	-50%	-64%	-77%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$10.7M	\$10.3M	\$9.66M	\$7.44M	\$6.56M	\$5.86M	\$5.54M	\$6.57M	\$6.98M	\$5.49M	\$4.73M	\$4.2M	\$2.4M
Prior Year	\$11.7M	\$11.6M	\$12M	\$11.3M	\$11.8M	\$9.45M	\$9.73M	\$8.3M	\$8.25M	\$9.28M	\$9.02M	\$10.1M	\$10.7M
Percent Change from Prior Year	-9%	-11%	-19%	-34%	-44%	-38%	-43%	-21%	-15%	-41%	-48%	-58%	-78%

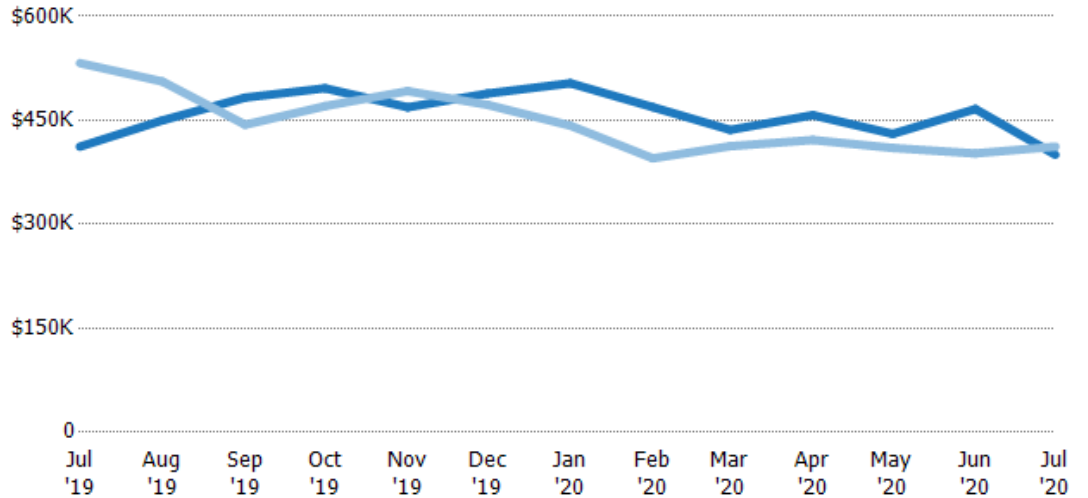
Average Listing Price

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.
Jul '20	\$400K	-2.8%
Jul '19	\$412K	-22.6%
Jul '18	\$532K	-15.5%



Current Year	\$412K	\$450K	\$483K	\$496K	\$469K	\$489K	\$503K	\$469K	\$436K	\$457K	\$430K	\$466K	\$400K
Prior Year	\$532K	\$506K	\$444K	\$470K	\$492K	\$472K	\$442K	\$395K	\$413K	\$422K	\$410K	\$402K	\$412K
Percent Change from Prior Year	-23%	-11%	9%	5%	-5%	3%	14%	19%	6%	9%	5%	16%	-3%

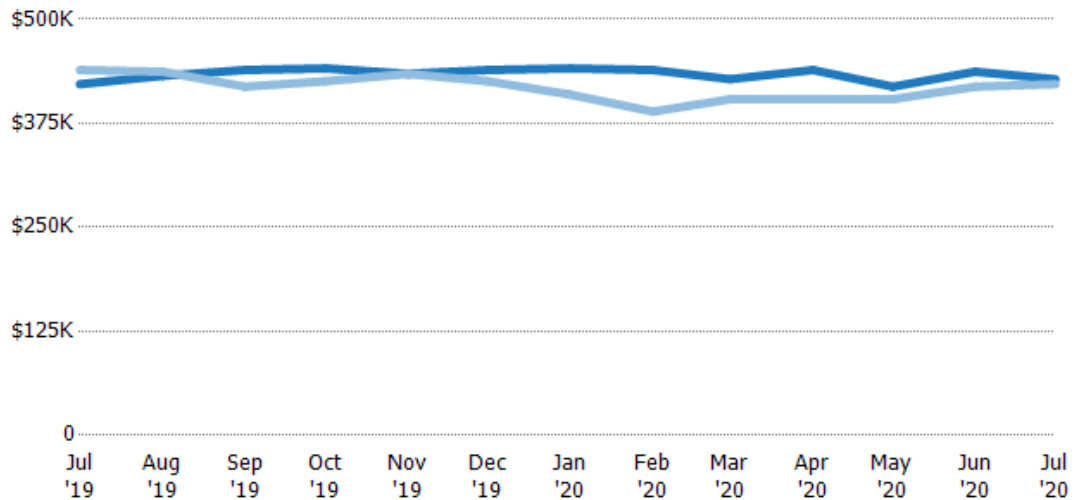
Median Listing Price

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.
Jul '20	\$428K	1.4%
Jul '19	\$422K	-3.9%
Jul '18	\$439K	-11.2%



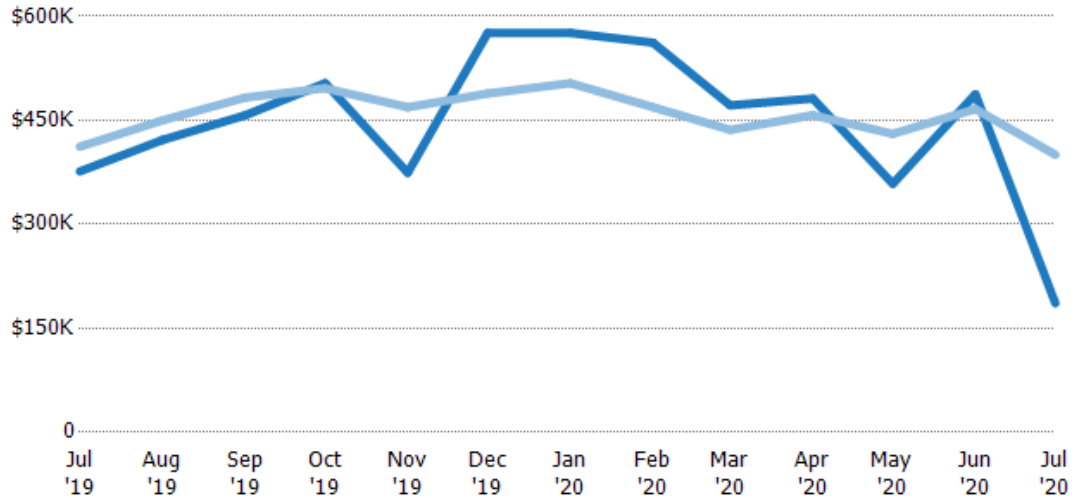
Current Year	\$422K	\$432K	\$439K	\$441K	\$435K	\$439K	\$441K	\$439K	\$428K	\$439K	\$419K	\$437K	\$428K
Prior Year	\$439K	\$437K	\$419K	\$426K	\$435K	\$426K	\$409K	\$389K	\$404K	\$404K	\$404K	\$419K	\$422K
Percent Change from Prior Year	-4%	-1%	5%	4%	0%	3%	8%	13%	6%	9%	4%	4%	1%

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



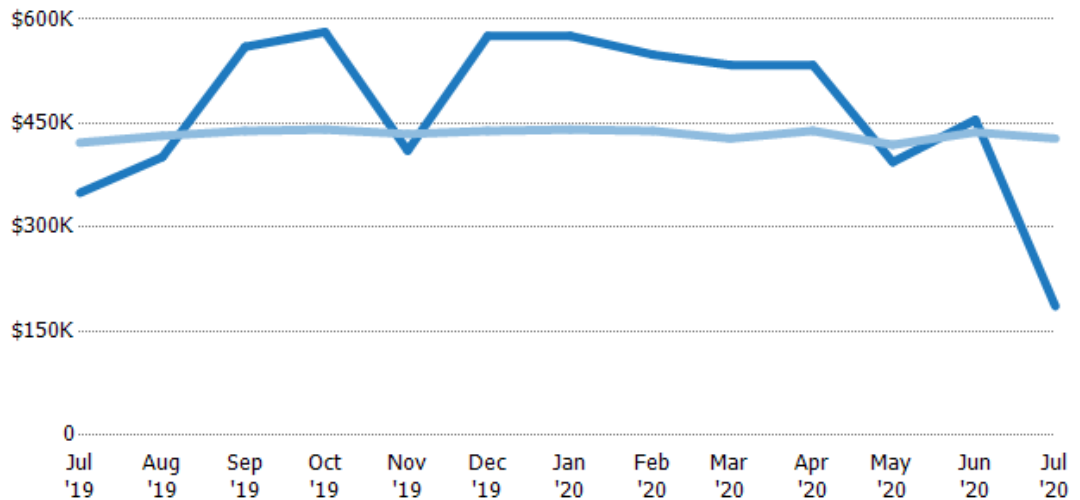
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$376K	\$422K	\$457K	\$504K	\$374K	\$576K	\$576K	\$562K	\$471K	\$481K	\$358K	\$488K	\$186K
Avg Listing Price	\$412K	\$450K	\$483K	\$496K	\$469K	\$489K	\$503K	\$469K	\$436K	\$457K	\$430K	\$466K	\$400K
Avg Listing Price as a % of Avg Est Value	109%	107%	106%	99%	125%	85%	87%	83%	93%	95%	120%	96%	215%

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



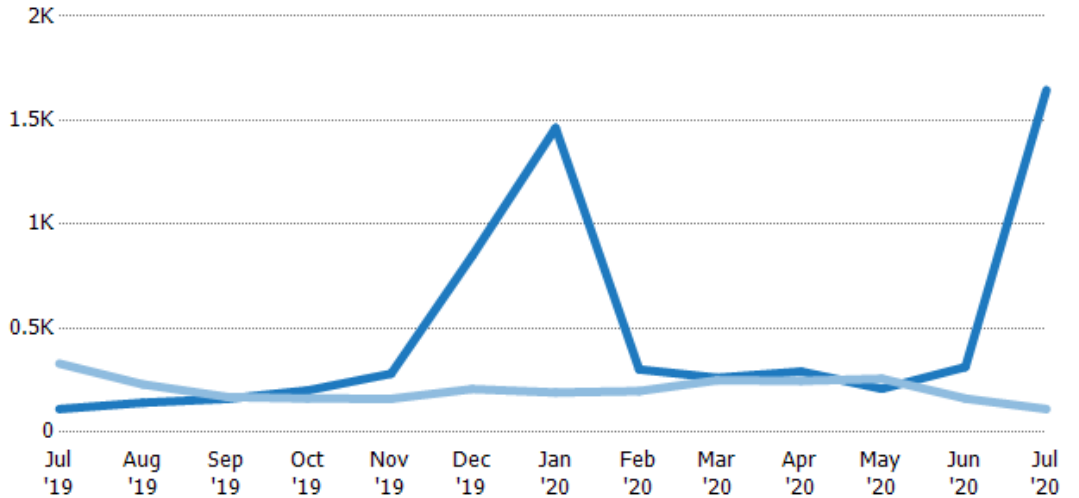
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$350K	\$401K	\$560K	\$582K	\$410K	\$576K	\$576K	\$549K	\$534K	\$534K	\$394K	\$455K	\$186K
Median Listing Price	\$422K	\$432K	\$439K	\$441K	\$435K	\$439K	\$441K	\$439K	\$428K	\$439K	\$419K	\$437K	\$428K
Med Listing Price as a % of Med Est Value	121%	108%	78%	76%	106%	76%	77%	80%	80%	82%	106%	96%	230%

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.
Jul '20	1,375	1,375.3%
Jul '19	112	-66.2%
Jul '18	330	-74.1%

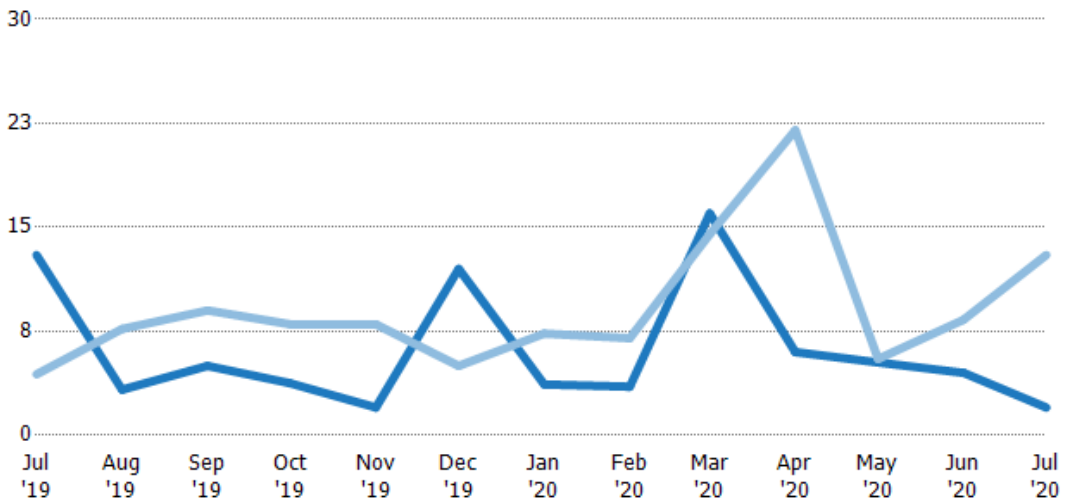
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	112	142	161	201	282	847	1,46K	302	262	292	209	314	1,65K
Prior Year	330	230	170	162	161	208	191	198	250	247	258	162	112
Percent Change from Prior Year	-66%	-38%	-6%	24%	75%	308%	666%	53%	5%	18%	-19%	94%	1,375%

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



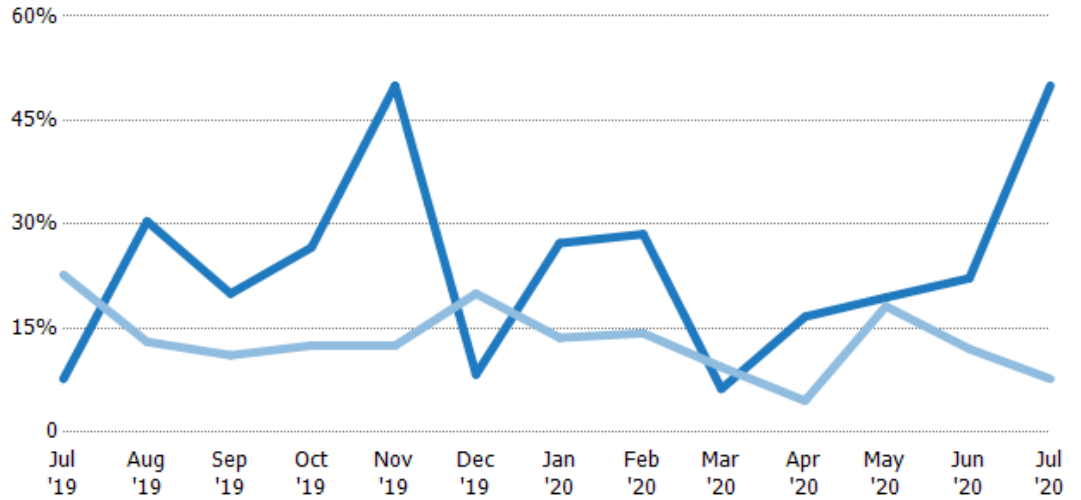
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	13	3.29	5	3.75	2	12	3.67	3.5	16	6	5.25	4.5	2
Prior Year	4.4	7.67	9	8	8	5	7.33	7	14.5	22	5.5	8.33	13
Percent Change from Prior Year	195%	-57%	-44%	-53%	-75%	140%	-50%	-50%	100%	-73%	-100%	-46%	-85%

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



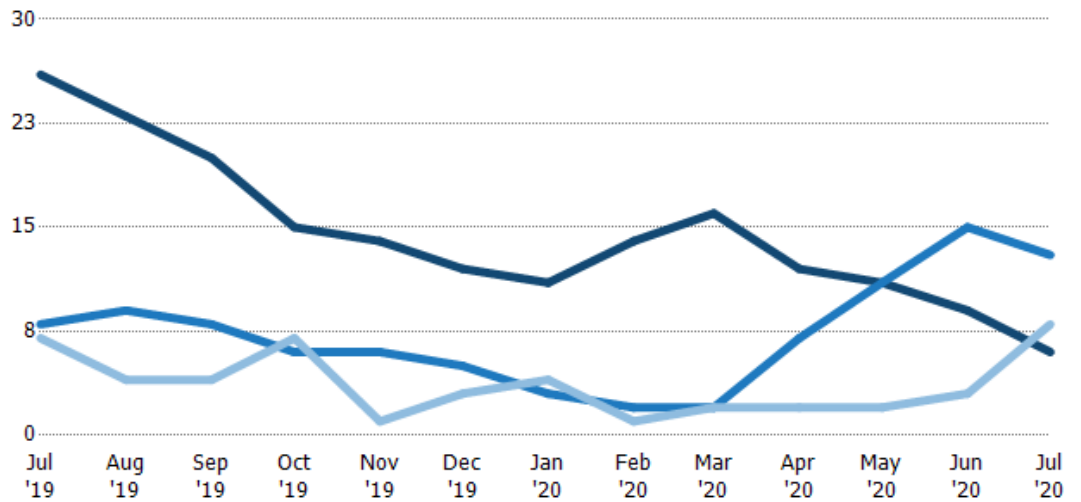
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	8%	30%	20%	27%	50%	8%	27%	29%	6%	17%	19%	22%	50%
Prior Year	23%	13%	11%	13%	13%	20%	14%	14%	9%	5%	18%	12%	8%
Change from Prior Year	15%	-17%	-9%	-14%	-38%	12%	-14%	-14%	-6%	-12%	18%	-10%	-42%

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



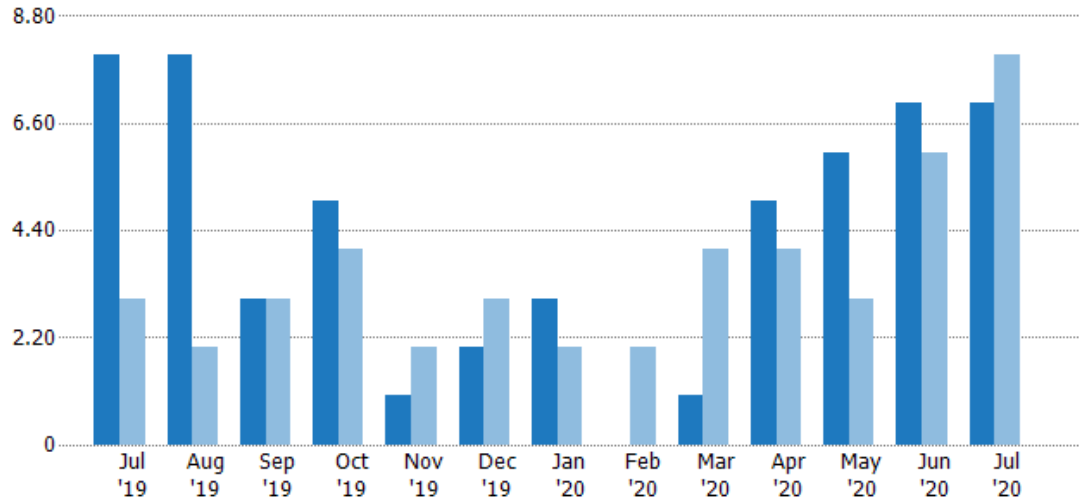
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	26	23	20	15	14	12	11	14	16	12	11	9	6
Pending	8	9	8	6	6	5	3	2	2	7	11	15	13
Sold	7	4	4	7	1	3	4	1	2	2	2	3	8

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



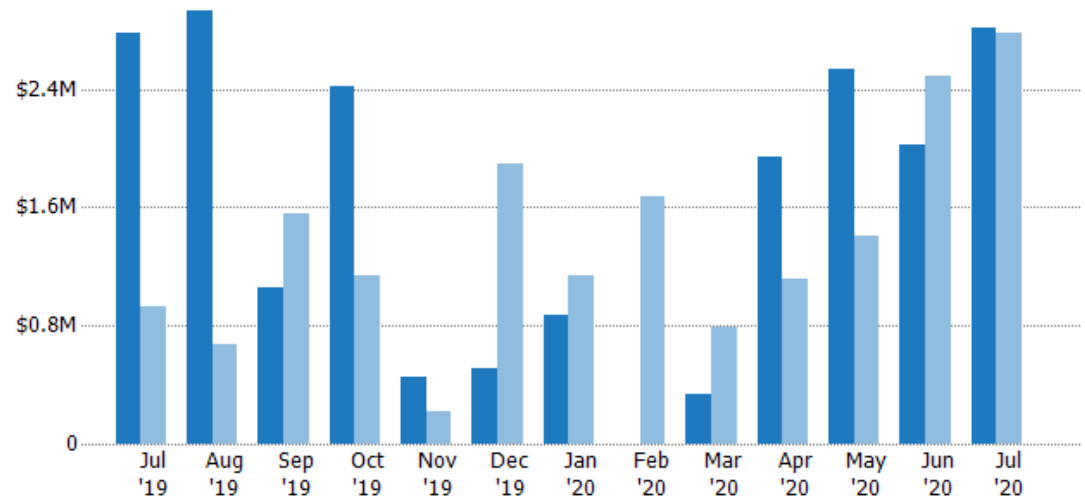
Current Year	8	8	3	5	1	2	3	-	1	5	6	7	7
Prior Year	3	2	3	4	2	3	2	2	4	4	3	6	8
Percent Change from Prior Year	167%	300%	0%	25%	-50%	-33%	50%	-100%	-75%	25%	100%	17%	-13%

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	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$866K	-	\$340K	\$1.94M	\$2.53M	\$2.02M	\$2.82M
Prior Year	\$929K	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.13M	\$1.68M	\$795K	\$1.12M	\$1.41M	\$2.49M	\$2.78M
Percent Change from Prior Year	199%	332%	-32%	113%	112%	-73%	-24%	-100%	-57%	74%	80%	-19%	2%

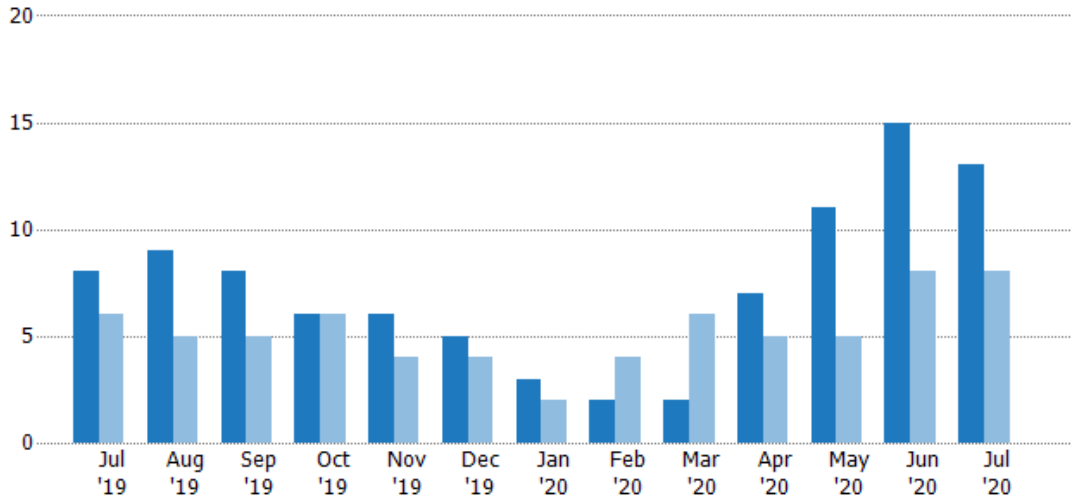
Pending Sales

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.
Jul '20	13	62.5%
Jul '19	8	33.3%
Jul '18	6	16.7%



Current Year	8	9	8	6	6	5	3	2	2	7	11	15	13
Prior Year	6	5	5	6	4	4	2	4	6	5	5	8	8
Percent Change from Prior Year	33%	80%	60%	0%	50%	25%	50%	-50%	-67%	40%	120%	88%	63%

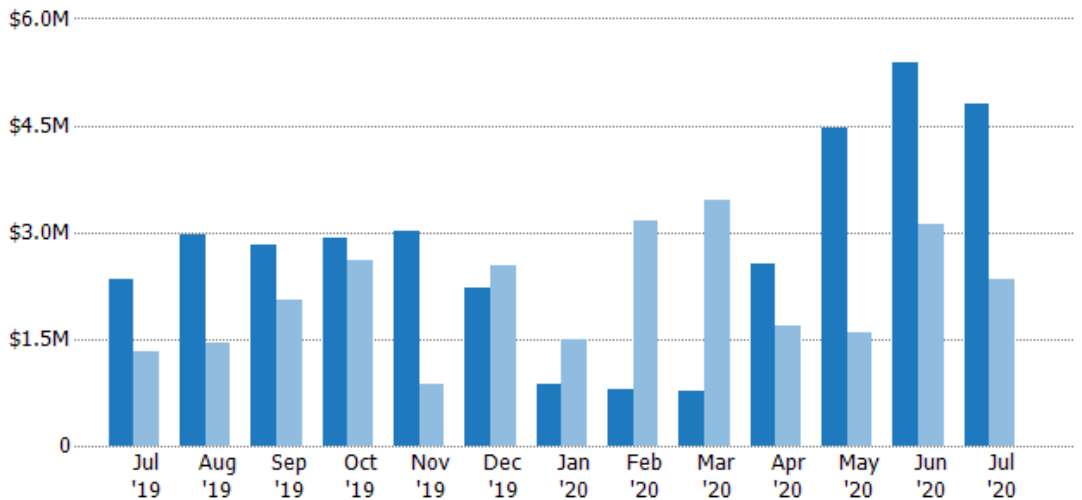
Pending Sales Volume

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.
Jul '20	\$4.8M	104.4%
Jul '19	\$2.35M	75.8%
Jul '18	\$1.34M	24%



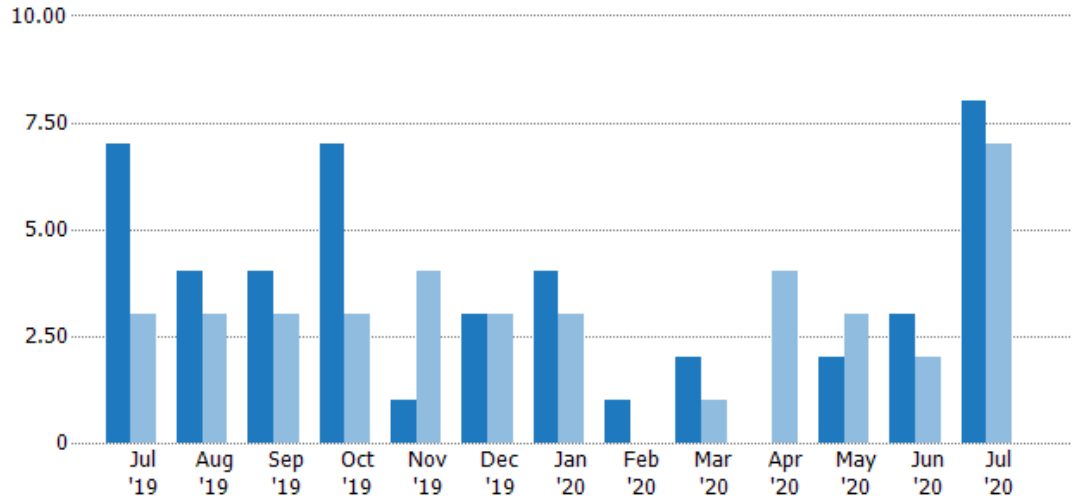
Current Year	\$2.35M	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.22M	\$866K	\$805K	\$772K	\$2.56M	\$4.45M	\$5.38M	\$4.8M
Prior Year	\$1.34M	\$1.44M	\$2.04M	\$2.6M	\$872K	\$2.52M	\$1.49M	\$3.16M	\$3.44M	\$1.68M	\$1.6M	\$3.12M	\$2.35M
Percent Change from Prior Year	76%	107%	39%	12%	246%	-12%	-42%	-75%	-78%	52%	178%	72%	104%

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



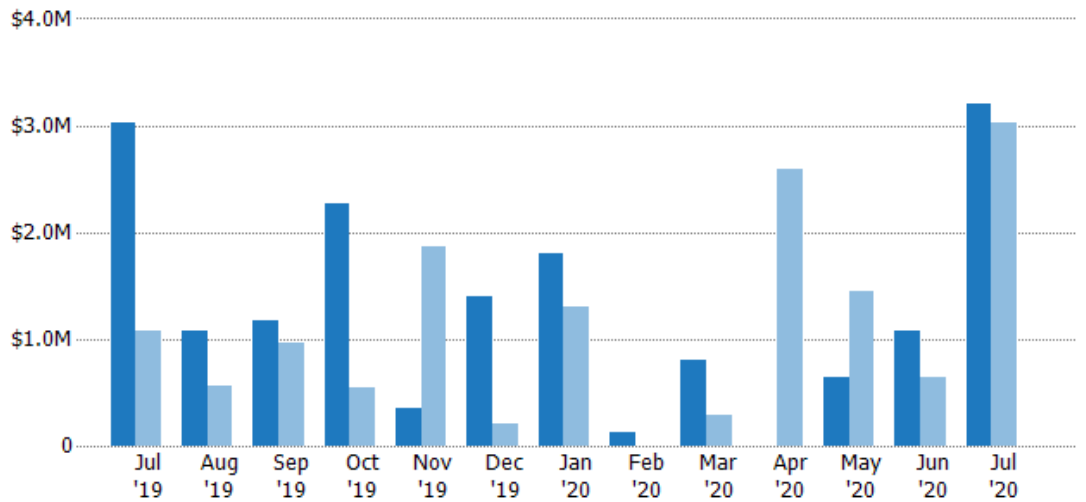
Current Year	7	4	4	7	1	3	4	1	2	-	2	3	8
Prior Year	3	3	3	3	4	3	3	-	1	4	3	2	7
Percent Change from Prior Year	133%	33%	33%	133%	-75%	0%	33%	100%	100%	-100%	-33%	50%	14%

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



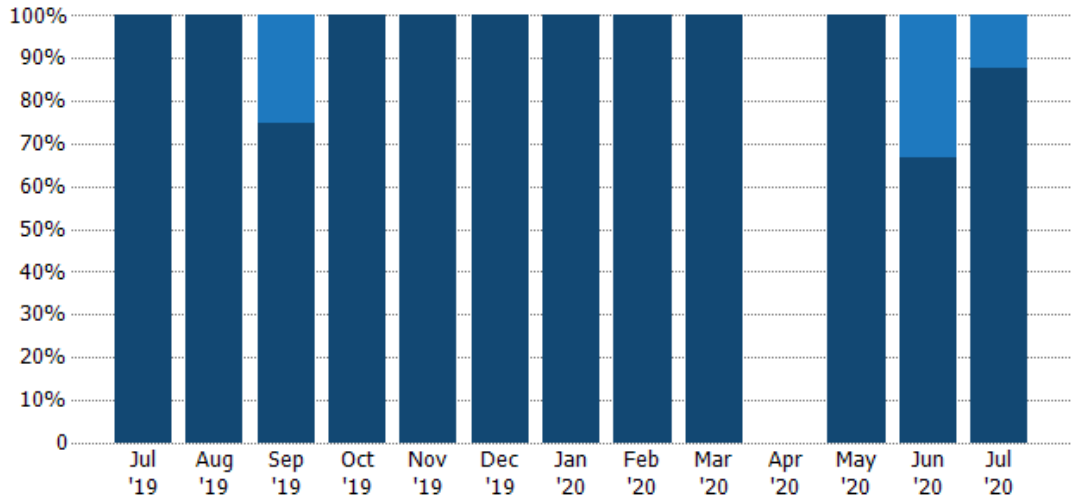
Current Year	\$3.02M	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K	\$1.07M	\$3.19M
Prior Year	\$1.08M	\$569K	\$969K	\$543K	\$1.87M	\$203K	\$1.31M	-	\$283K	\$2.59M	\$1.45M	\$649K	\$3.02M
Percent Change from Prior Year	179%	88%	21%	319%	-81%	585%	38%	100%	186%	-100%	-56%	65%	6%

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



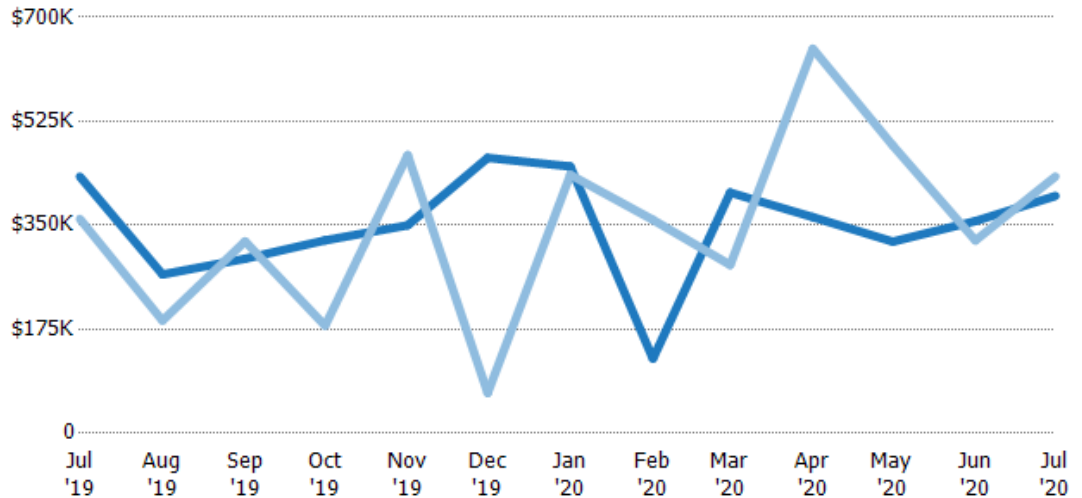
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Condo/Townhouse	-	-	25%	-	-	-	-	-	-	-	-	33%	13%
Single Family Residence	100%	100%	75%	100%	100%	100%	100%	100%	100%	-	100%	67%	88%

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



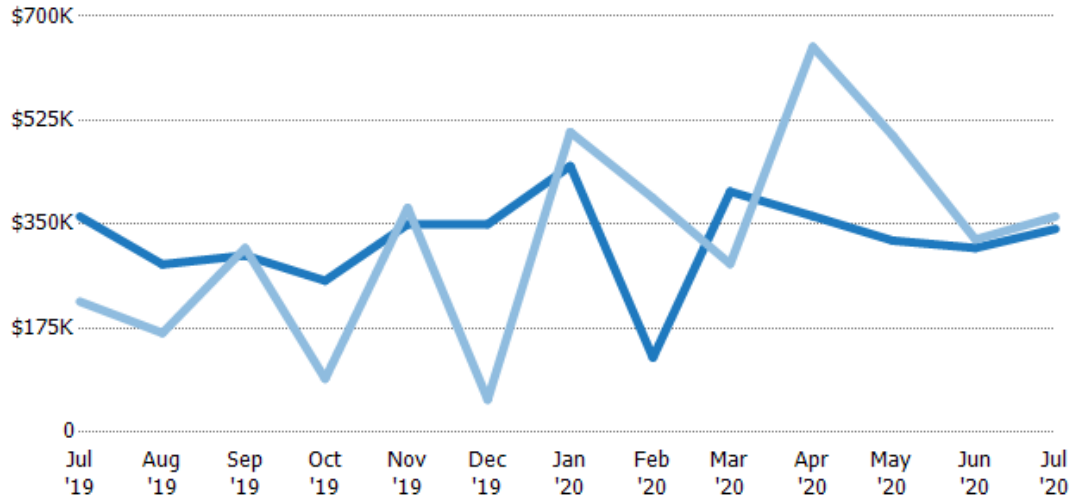
Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K
Prior Year	\$361K	\$190K	\$323K	\$181K	\$468K	\$67.7K	\$435K	\$359K	\$283K	\$647K	\$484K	\$325K	\$432K
Percent Change from Prior Year	20%	41%	-9%	79%	-25%	585%	3%	100%	43%	-100%	-33%	10%	-8%

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



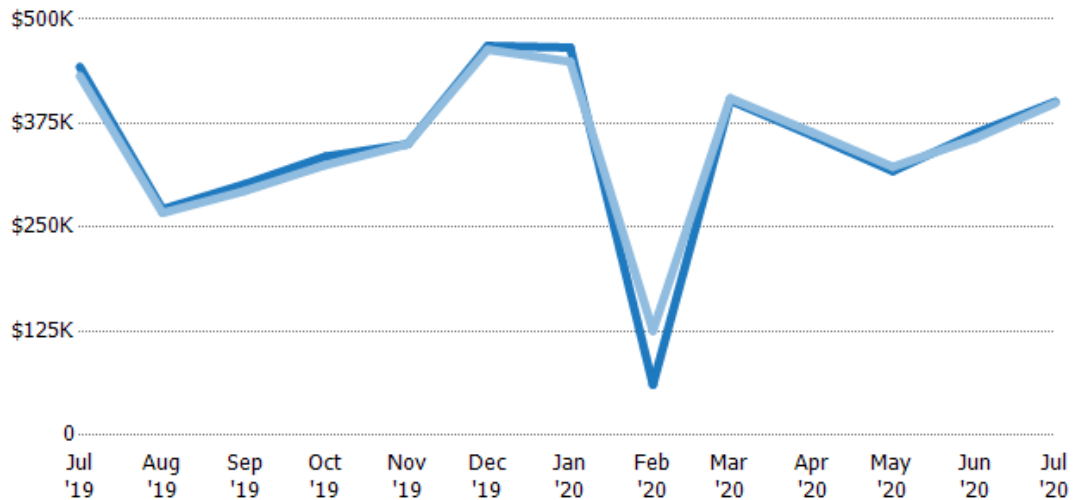
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K
Prior Year	\$220K	\$167K	\$310K	\$90K	\$378K	\$55K	\$505K	\$394K	\$283K	\$649K	\$499K	\$325K	\$363K
Percent Change from Prior Year	65%	69%	-4%	183%	-7%	536%	-11%	100%	43%	-100%	-35%	-4%	-6%

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



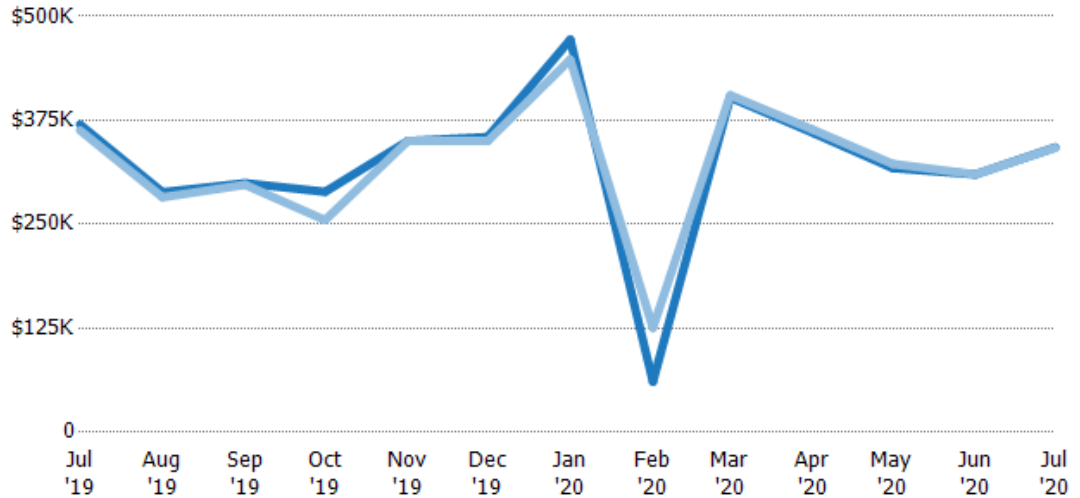
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$443K	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K
Avg Sales Price	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	97%	100%	99%	96%	206%	101%	101%	102%	98%	100%

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



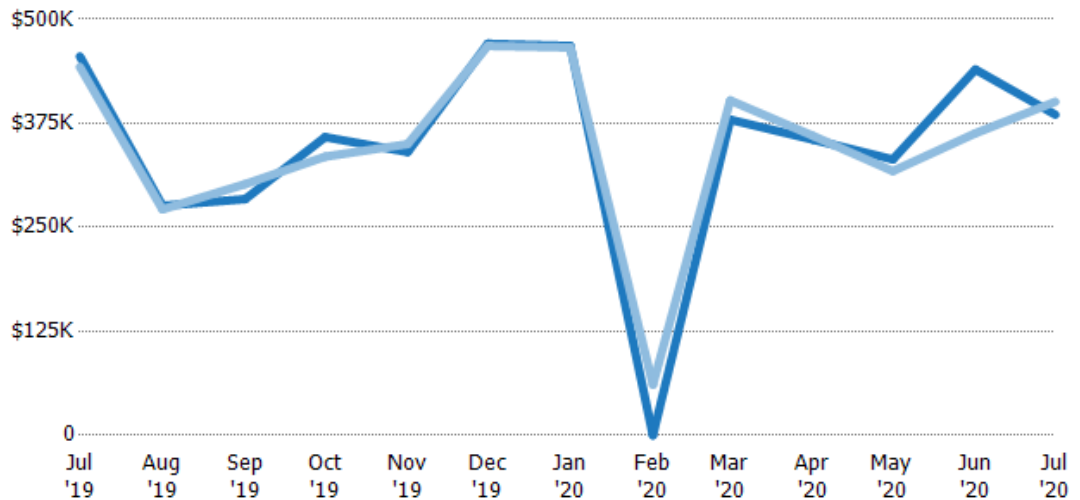
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median List Price	\$370K	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K
Median Sales Price	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K
Med Sales Price as a % of Med List Price	98%	98%	99%	88%	100%	99%	95%	206%	101%	101%	102%	100%	100%

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



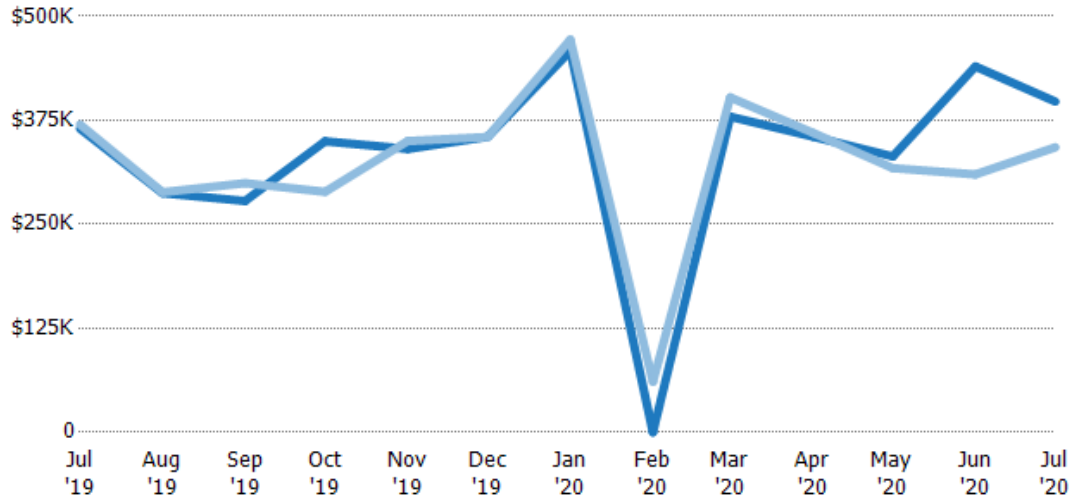
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$455K	\$276K	\$284K	\$358K	\$341K	\$471K	\$468K	\$0	\$379K	\$355K	\$332K	\$440K	\$385K
Avg Sales Price	\$443K	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K
Avg Sales Price as a % of Avg Est Value	97%	98%	106%	93%	103%	99%	100%	100%	106%	101%	96%	83%	104%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$365K	\$287K	\$278K	\$350K	\$341K	\$355K	\$458K	\$0	\$379K	\$355K	\$332K	\$440K	\$398K
Median Sales Price	\$370K	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K
Med Sales Price as a % of Med Est Value	101%	100%	108%	83%	103%	100%	103%	100%	106%	101%	96%	71%	86%