

Summary of Key Listing and Sales Metrics

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

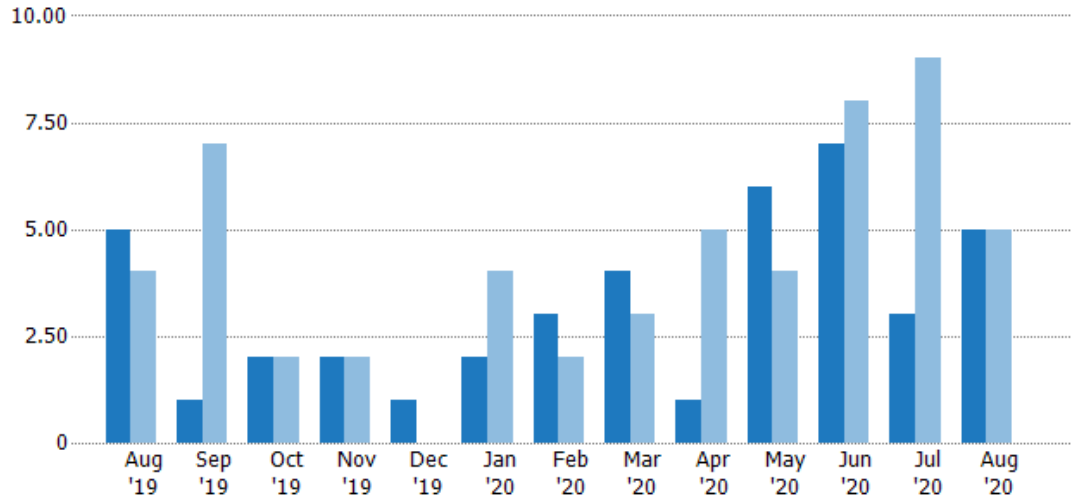
Key Metrics	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	5	+/-	31	40	-22.5%
New Listing Volume	\$2,101,900	\$2,161,900	-2.8%	\$10,574,800	\$14,972,645	-29.4%
Active Listing Count	4	23	-82.6%	N/A	N/A	
Active Listing Volume	\$2,110,000	\$10,347,345	-79.6%	N/A	N/A	
Average Listing Price	\$527,500	\$449,885	+17.3%	\$457,997	\$418,199	+9.5%
Median Listing Price	\$428,000	\$432,000	-0.9%	\$432,952	\$411,138	+5.3%
Median Days in RPR	838	142	+490.1%	1,015.52	177.33	+472.7%
Months of Inventory	0.5	3.3	-84.8%	3.5	7.5	-54.1%
Absorption Rate	200%	30.43%	+169.6%	28.92%	13.26%	+15.7%
Sales Activity Charts Metrics						
New Pending Sales Count	5	8	-37.5%	34	37	-8.1%
New Pending Sales Volume	\$1,461,900	\$2,932,000	-50.1%	\$11,980,200	\$14,323,700	-16.4%
Pending Sales Count	15	9	+66.7%	N/A	N/A	
Pending Sales Volume	\$5,679,600	\$2,978,500	+90.7%	N/A	N/A	
Closed Sales Count	5	4	+25%	25	24	+4.2%
Closed Sales Volume	\$1,820,000	\$1,069,000	+70.3%	\$9,462,200	\$10,371,291	-8.8%
Average Sales Price	\$364,000	\$267,250	+36.2%	\$378,488	\$432,137	-12.4%
Median Sales Price	\$385,000	\$282,500	+36.3%	\$358,556	\$425,427	-15.7%

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



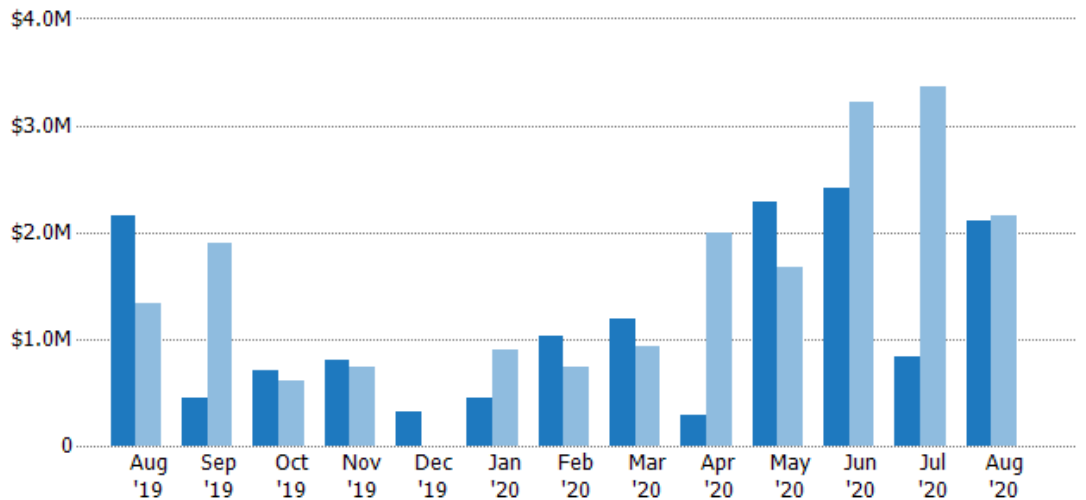
Current Year	5	1	2	2	1	2	3	4	1	6	7	3	5
Prior Year	4	7	2	2	-	4	2	3	5	4	8	9	5
Percent Change from Prior Year	25%	-86%	0%	0%	100%	-50%	50%	33%	-80%	50%	-13%	-67%	0%

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



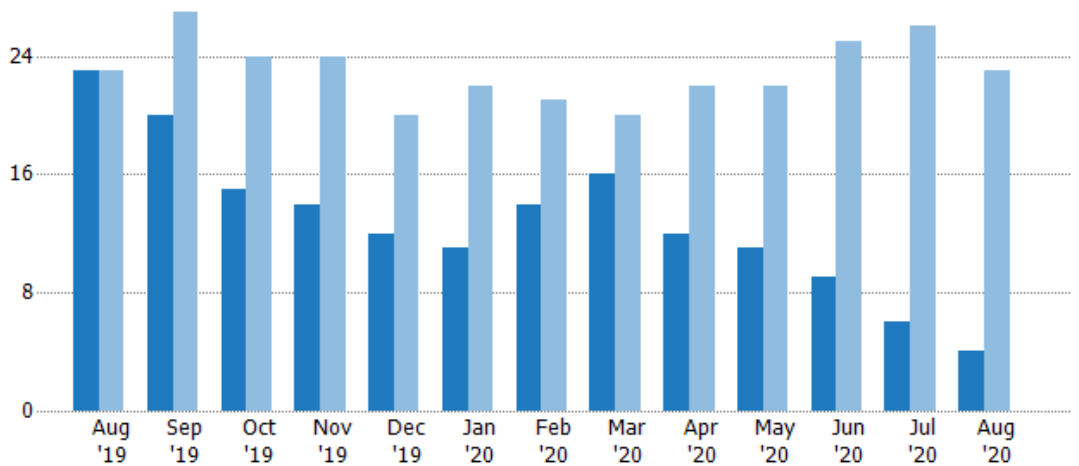
Current Year	\$2.16M	\$455K	\$705K	\$800K	\$325K	\$441K	\$1.03M	\$1.18M	\$295K	\$2.28M	\$2.42M	\$829K	\$2.1M
Prior Year	\$1.33M	\$1.9M	\$609K	\$734K	-	\$895K	\$732K	\$930K	\$1.99M	\$1.67M	\$3.22M	\$3.37M	\$2.16M
Percent Change from Prior Year	63%	-76%	16%	9%	100%	-51%	40%	27%	-85%	36%	-25%	-75%	-3%

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



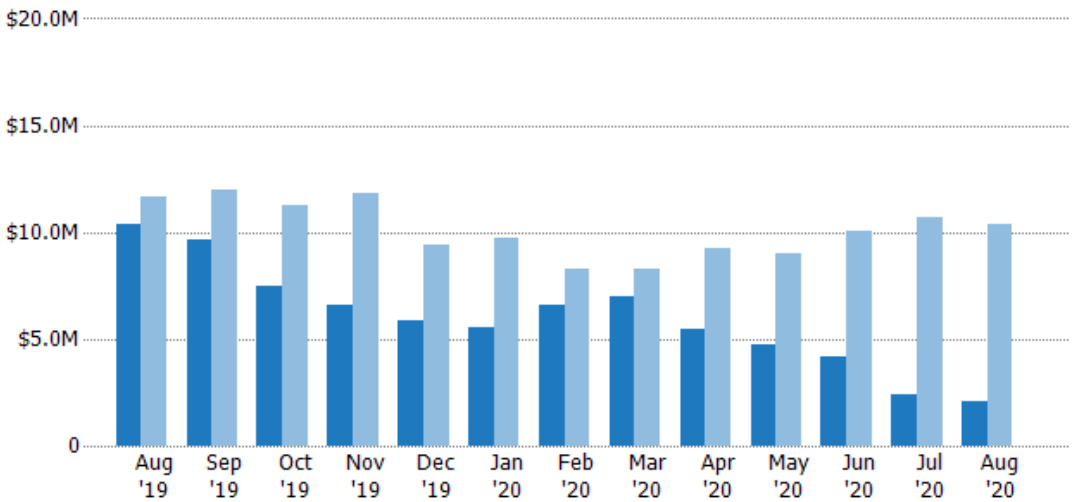
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	23	20	15	14	12	11	14	16	12	11	9	6	4
Prior Year	23	27	24	24	20	22	21	20	22	22	25	26	23
Percent Change from Prior Year	0%	-26%	-38%	-42%	-40%	-50%	-33%	-20%	-45%	-50%	-64%	-77%	-83%

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$10.3M	\$9.66M	\$7.44M	\$6.56M	\$5.86M	\$5.54M	\$6.57M	\$6.98M	\$5.49M	\$4.73M	\$4.2M	\$2.4M	\$2.11M
Prior Year	\$11.6M	\$12M	\$11.3M	\$11.8M	\$9.45M	\$9.73M	\$8.3M	\$8.25M	\$9.28M	\$9.02M	\$10.1M	\$10.7M	\$10.3M
Percent Change from Prior Year	-11%	-19%	-34%	-44%	-38%	-43%	-21%	-15%	-41%	-48%	-58%	-78%	-80%

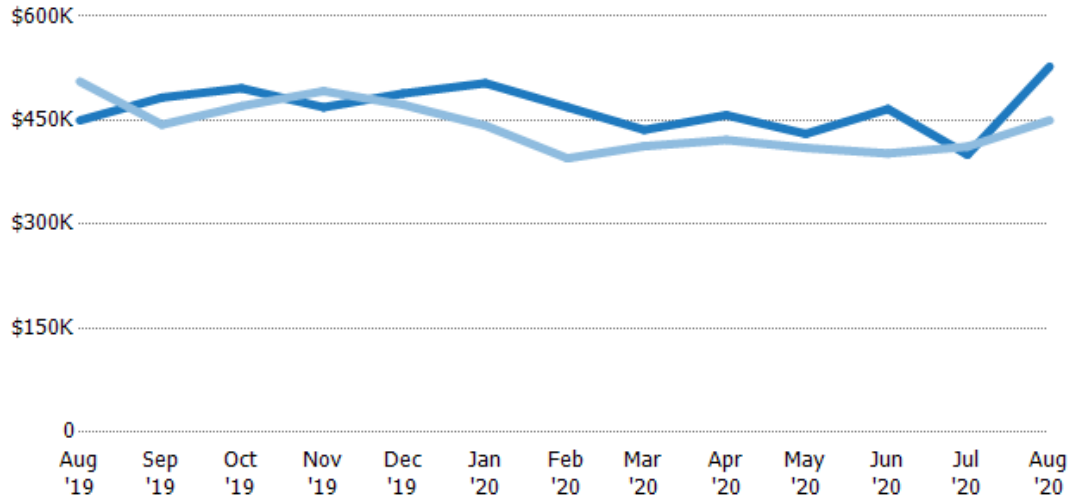
Average Listing Price

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.
Aug '20	\$528K	17.3%
Aug '19	\$450K	-11.1%
Aug '18	\$506K	-5.1%



Current Year	\$450K	\$483K	\$496K	\$469K	\$489K	\$503K	\$469K	\$436K	\$457K	\$430K	\$466K	\$400K	\$528K
Prior Year	\$506K	\$444K	\$470K	\$492K	\$472K	\$442K	\$395K	\$413K	\$422K	\$410K	\$402K	\$412K	\$450K
Percent Change from Prior Year	-11%	9%	5%	-5%	3%	14%	19%	6%	9%	5%	16%	-3%	17%

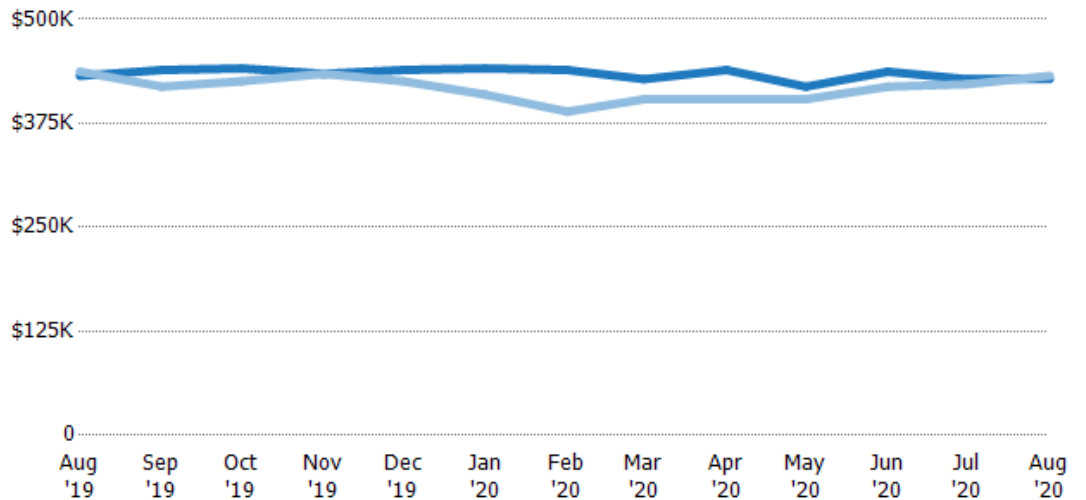
Median Listing Price

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.
Aug '20	\$428K	-0.9%
Aug '19	\$432K	-1.1%
Aug '18	\$437K	-4.1%



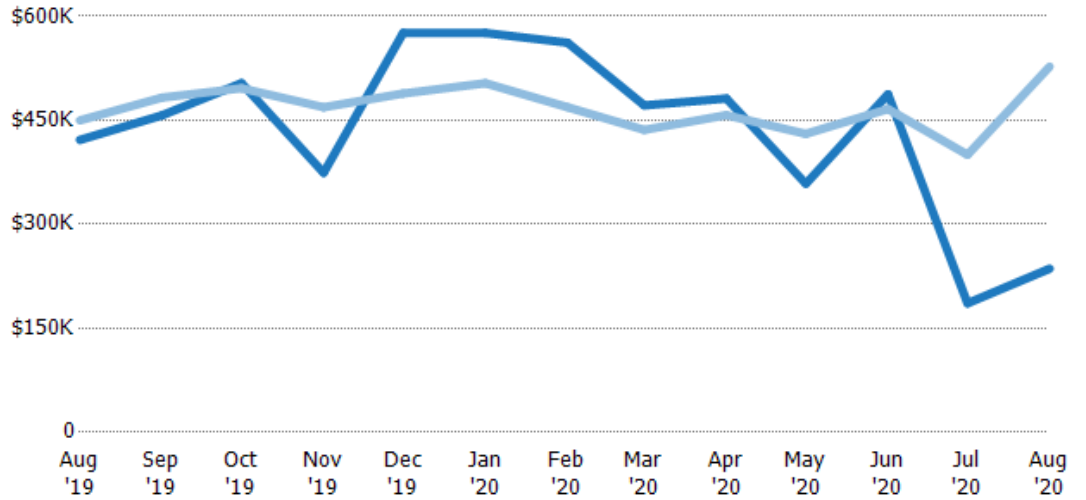
Current Year	\$432K	\$439K	\$441K	\$435K	\$439K	\$441K	\$439K	\$428K	\$439K	\$419K	\$437K	\$428K	\$428K
Prior Year	\$437K	\$419K	\$426K	\$435K	\$426K	\$409K	\$389K	\$404K	\$404K	\$404K	\$419K	\$422K	\$432K
Percent Change from Prior Year	-1%	5%	4%	0%	3%	8%	13%	6%	9%	4%	4%	1%	-1%

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



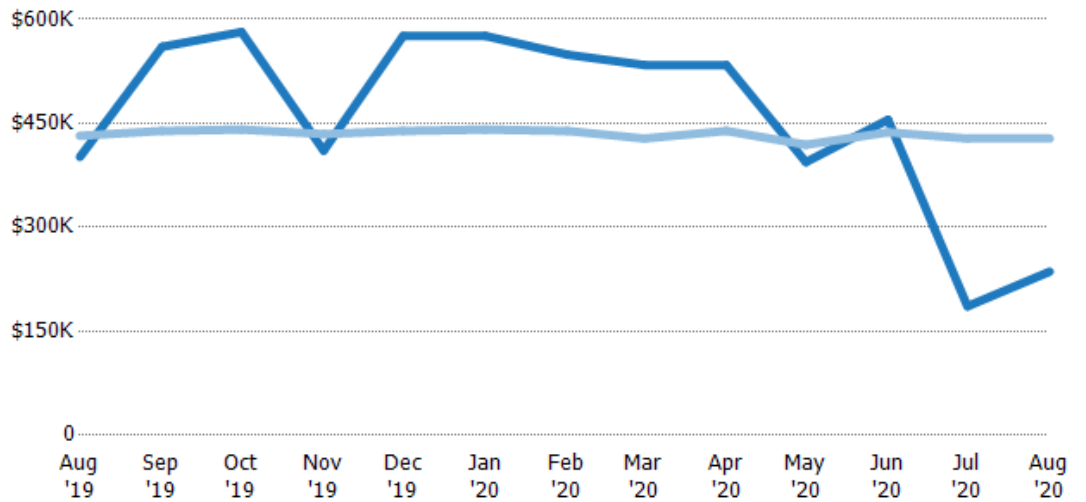
Avg Est Value	\$422K	\$457K	\$504K	\$374K	\$576K	\$576K	\$562K	\$471K	\$481K	\$358K	\$488K	\$186K	\$236K
Avg Listing Price	\$450K	\$483K	\$496K	\$469K	\$489K	\$503K	\$469K	\$436K	\$457K	\$430K	\$466K	\$400K	\$528K
Avg Listing Price as a % of Avg Est Value	107%	106%	99%	125%	85%	87%	83%	93%	95%	120%	96%	215%	224%

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



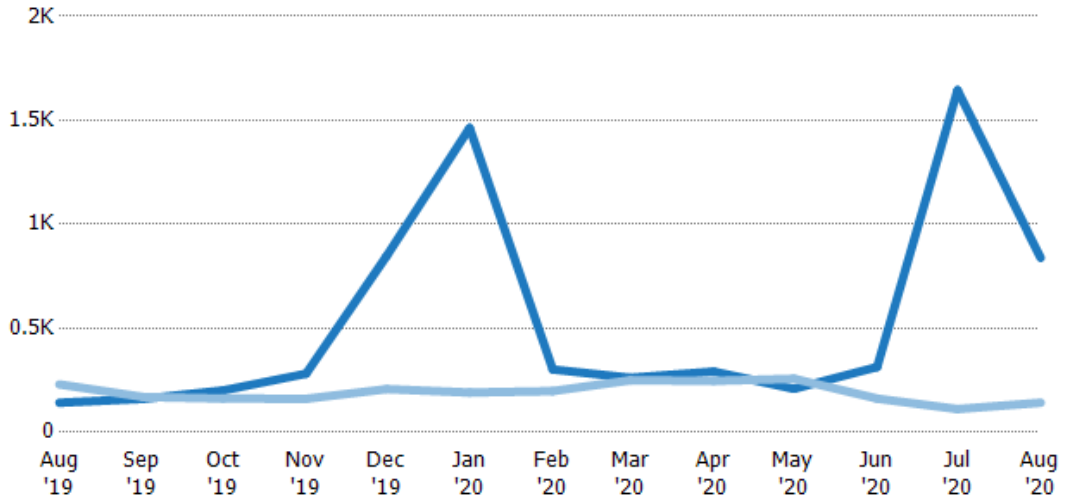
Median Est Value	\$401K	\$560K	\$582K	\$410K	\$576K	\$576K	\$549K	\$534K	\$534K	\$394K	\$455K	\$186K	\$236K
Median Listing Price	\$432K	\$439K	\$441K	\$435K	\$439K	\$441K	\$439K	\$428K	\$439K	\$419K	\$437K	\$428K	\$428K
Med Listing Price as a % of Med Est Value	108%	78%	76%	106%	76%	77%	80%	80%	82%	106%	96%	230%	181%

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



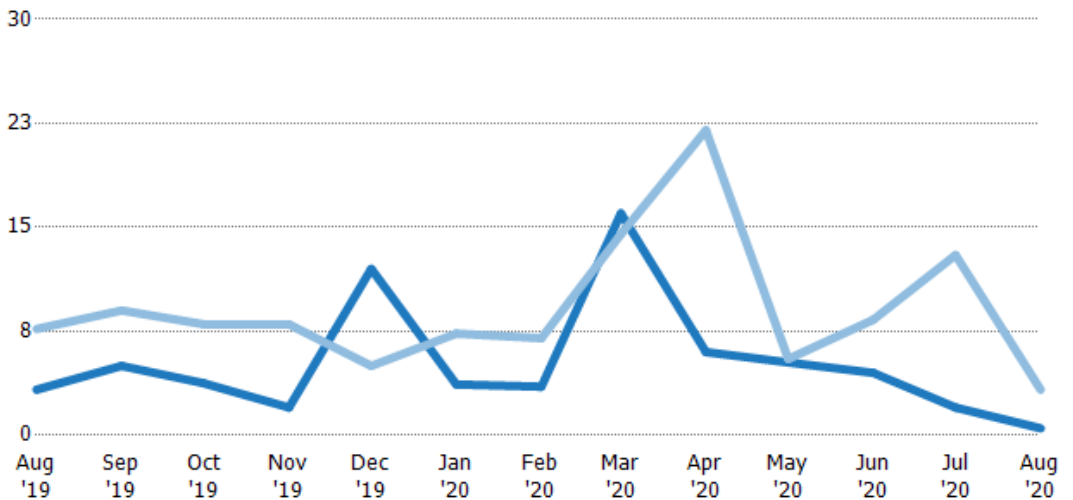
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	142	161	201	282	847	1.46K	302	262	292	209	314	1.65K	838
Prior Year	230	170	162	161	208	191	198	250	247	258	162	112	142
Percent Change from Prior Year	-38%	-6%	24%	75%	308%	666%	53%	5%	18%	-19%	94%	1,375%	490%

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



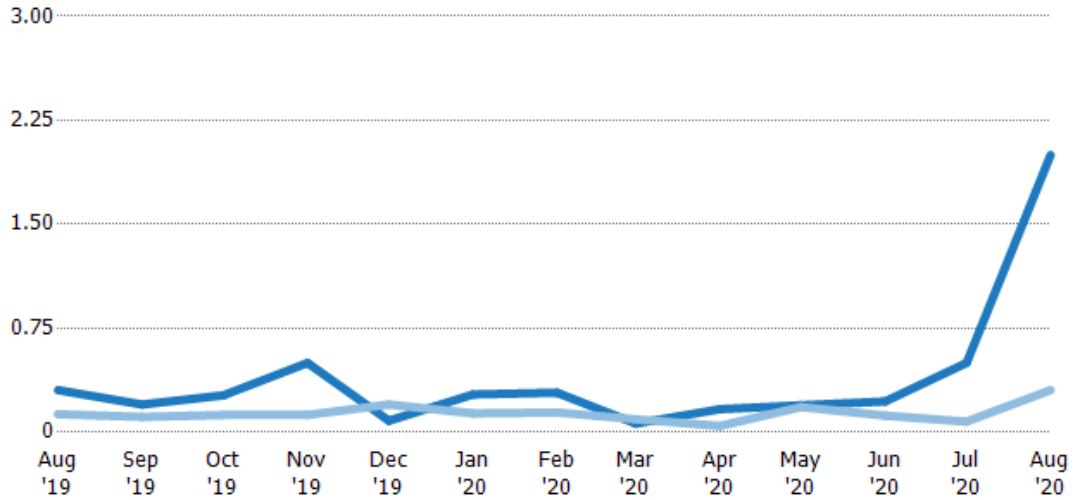
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	3.29	5	3.75	2	12	3.67	3.5	16	6	5.25	4.5	2	0.5
Prior Year	7.67	9	8	8	5	7.33	7	14.5	22	5.5	8.33	13	3.29
Percent Change from Prior Year	-57%	-44%	-53%	-75%	140%	-50%	-50%	100%	-73%	-100%	-46%	-85%	-85%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Waterbury, VT 05671,
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Property Type:
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Family Residence



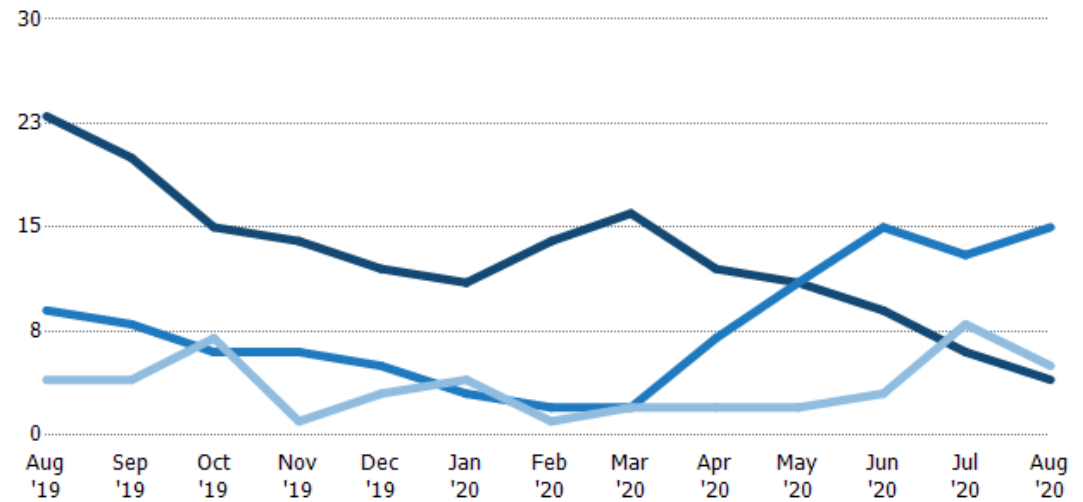
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	30%	20%	27%	50%	8%	27%	29%	6%	17%	19%	22%	50%	200%
Prior Year	13%	11%	13%	13%	20%	14%	14%	9%	5%	18%	12%	8%	30%
Change from Prior Year	-17%	-9%	-14%	-38%	12%	-14%	-14%	-6%	-12%	18%	-10%	-42%	-170%

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



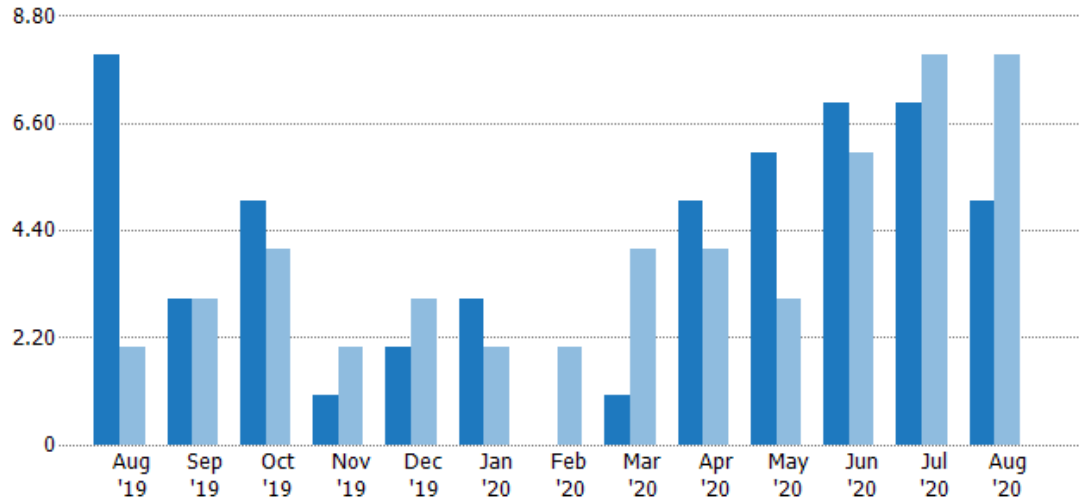
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	23	20	15	14	12	11	14	16	12	11	9	6	4
Pending	9	8	6	6	5	3	2	2	7	11	15	13	15
Sold	4	4	7	1	3	4	1	2	2	2	3	8	5

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



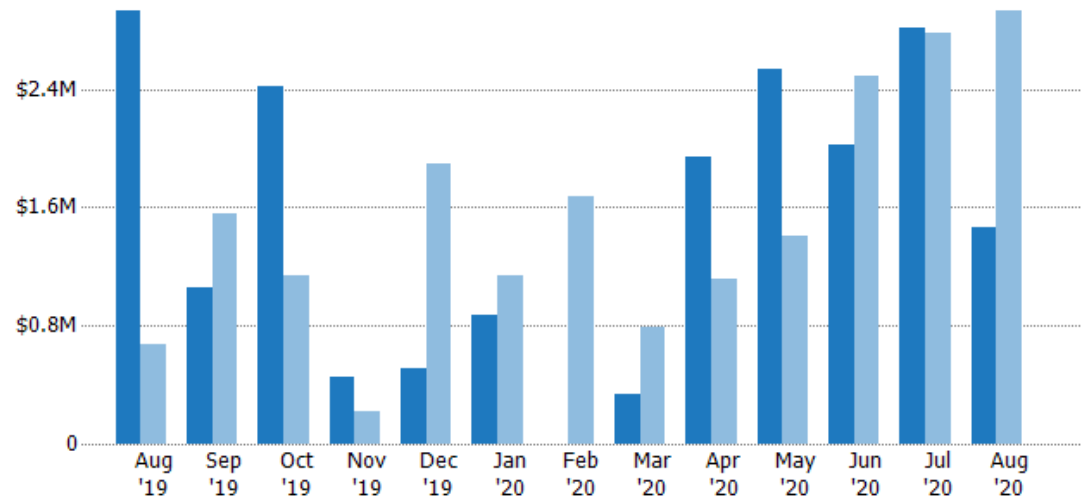
Current Year	8	3	5	1	2	3	-	1	5	6	7	7	5
Prior Year	2	3	4	2	3	2	2	4	4	3	6	8	8
Percent Change from Prior Year	300%	0%	25%	-50%	-33%	50%	-100%	-75%	25%	100%	17%	-13%	-38%

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



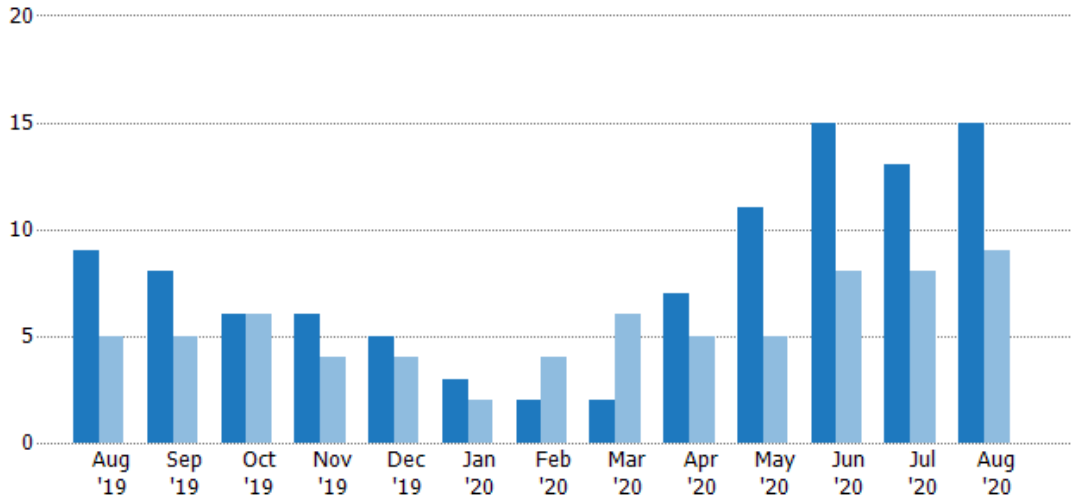
Current Year	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$866K	-	\$340K	\$1.94M	\$2.53M	\$2.02M	\$2.82M	\$1.46M
Prior Year	\$678K	\$1.56M	\$1.14M	\$214K	\$1.89M	\$1.13M	\$1.68M	\$795K	\$1.12M	\$1.41M	\$2.49M	\$2.78M	\$2.93M
Percent Change from Prior Year	332%	-32%	113%	112%	-73%	-24%	-100%	-57%	74%	80%	-19%	2%	-50%

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



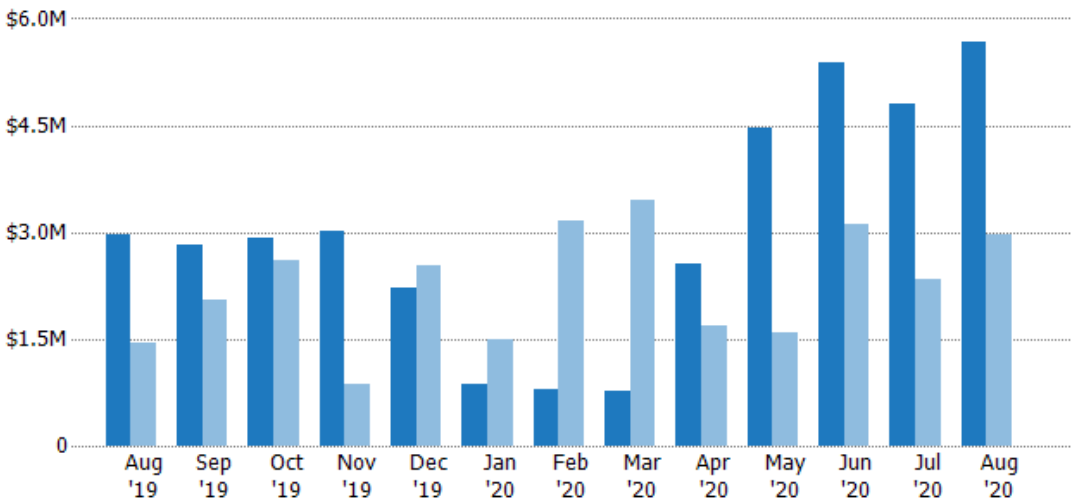
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	9	8	6	6	5	3	2	2	7	11	15	13	15
Prior Year	5	5	6	4	4	2	4	6	5	5	8	8	9
Percent Change from Prior Year	80%	60%	0%	50%	25%	50%	-50%	-67%	40%	120%	88%	63%	67%

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



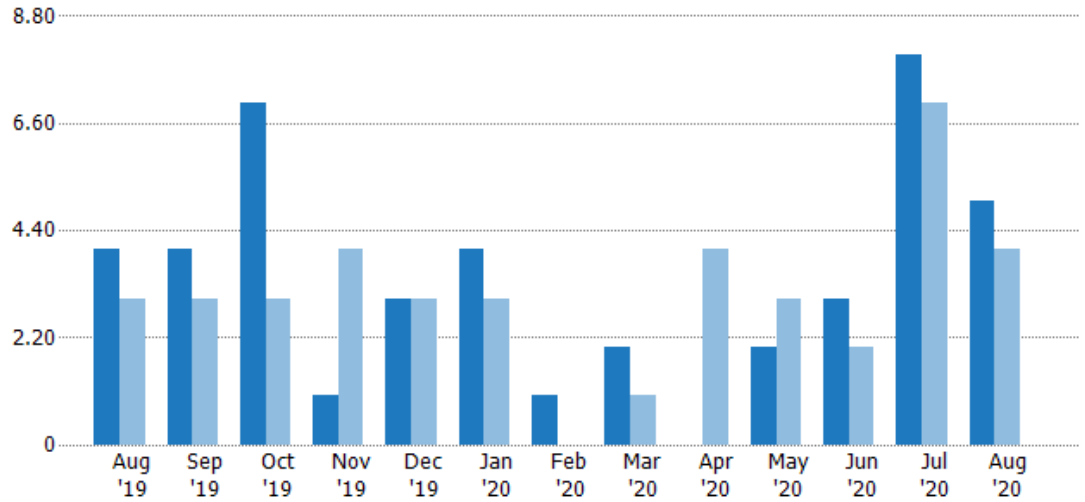
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.22M	\$866K	\$805K	\$772K	\$2.56M	\$4.45M	\$5.38M	\$4.8M	\$5.68M
Prior Year	\$1.44M	\$2.04M	\$2.6M	\$872K	\$2.52M	\$1.49M	\$3.16M	\$3.44M	\$1.68M	\$1.6M	\$3.12M	\$2.35M	\$2.98M
Percent Change from Prior Year	107%	39%	12%	246%	-12%	-42%	-75%	-78%	52%	178%	72%	104%	91%

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



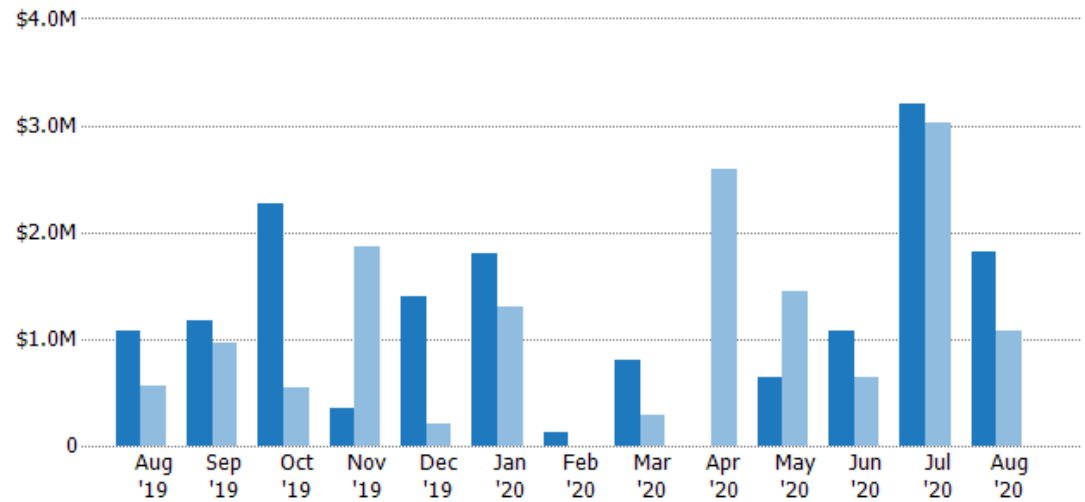
Current Year	4	4	7	1	3	4	1	2	-	2	3	8	5
Prior Year	3	3	3	4	3	3	-	1	4	3	2	7	4
Percent Change from Prior Year	33%	33%	133%	-75%	0%	33%	100%	100%	-100%	-33%	50%	14%	25%

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



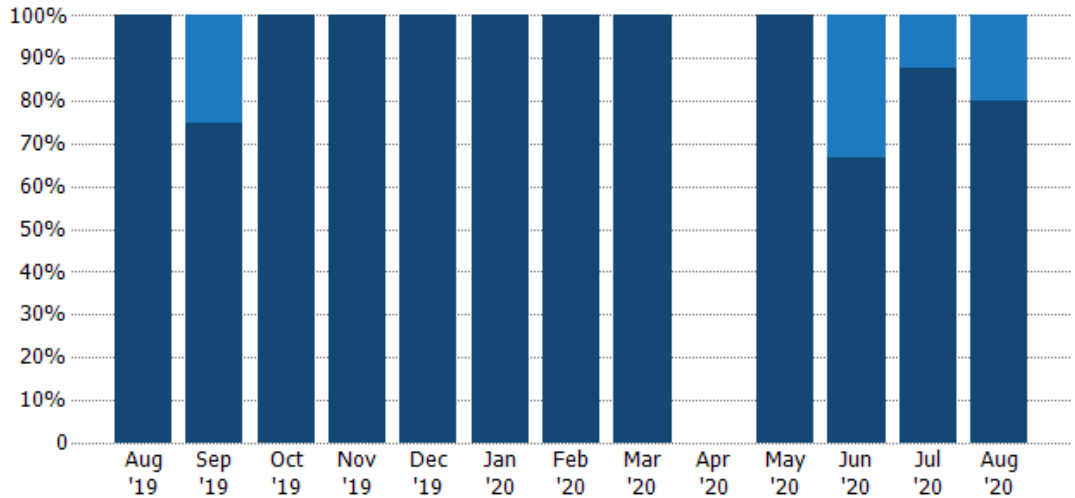
Current Year	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K	\$1.07M	\$3.19M	\$1.82M
Prior Year	\$569K	\$969K	\$543K	\$1.87M	\$203K	\$1.31M	-	\$283K	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M
Percent Change from Prior Year	88%	21%	319%	-81%	585%	38%	100%	186%	-100%	-56%	65%	6%	70%

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



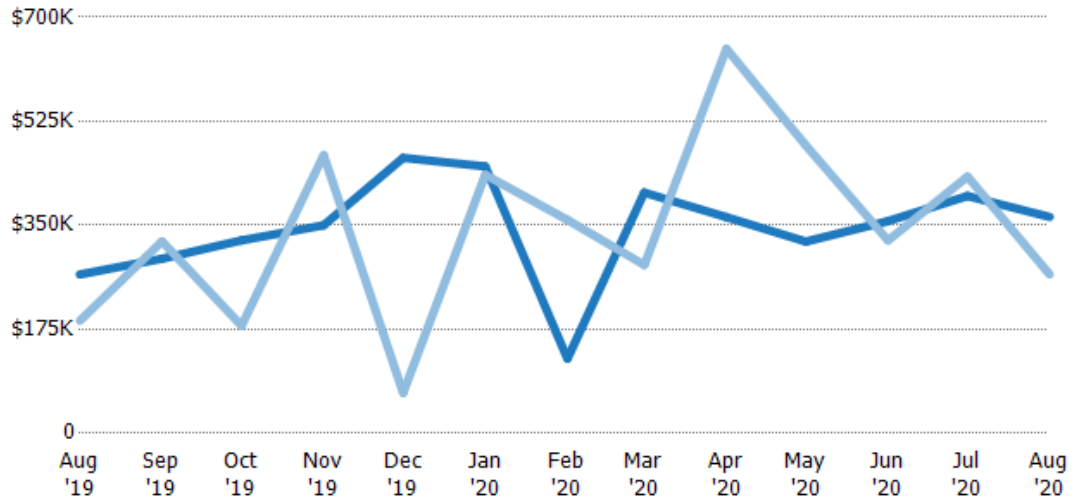
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Condo/Townhouse	-	25%	-	-	-	-	-	-	-	-	33%	13%	20%
Single Family Residence	100%	75%	100%	100%	100%	100%	100%	100%	-	100%	67%	88%	80%

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



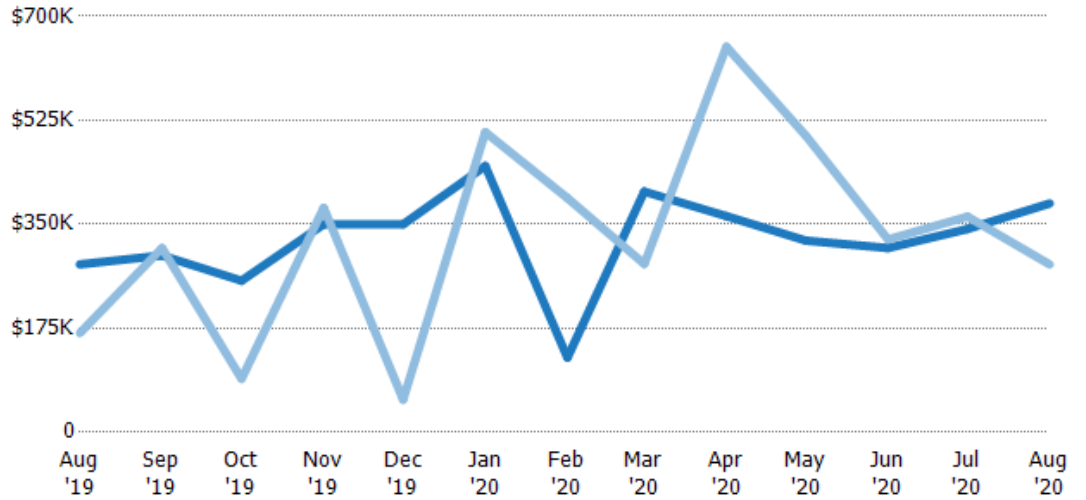
Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K	\$364K
Prior Year	\$190K	\$323K	\$181K	\$468K	\$67.7K	\$435K	\$359K	\$283K	\$647K	\$484K	\$325K	\$432K	\$267K
Percent Change from Prior Year	41%	-9%	79%	-25%	585%	3%	100%	43%	-100%	-33%	10%	-8%	36%

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



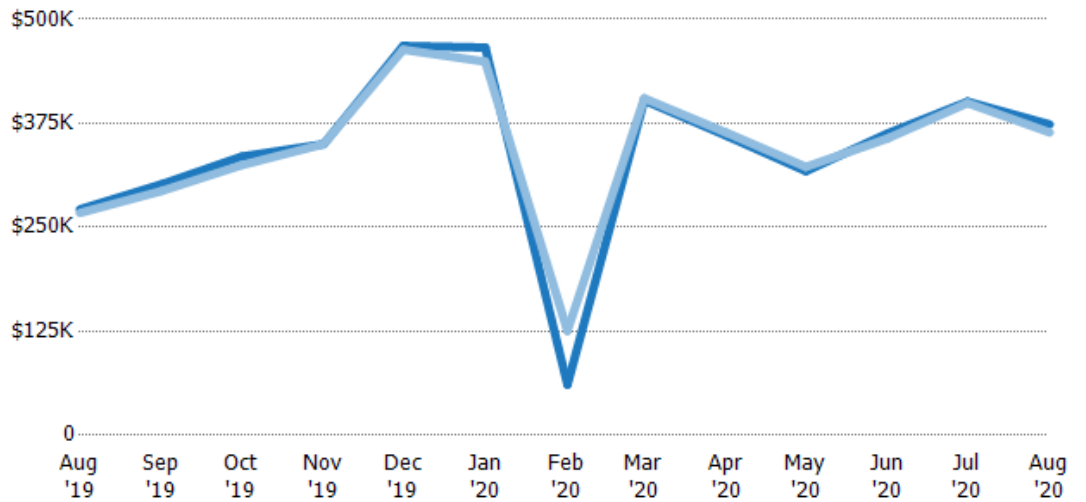
Current Year	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K	\$385K
Prior Year	\$167K	\$310K	\$90K	\$378K	\$55K	\$505K	\$394K	\$283K	\$649K	\$499K	\$325K	\$363K	\$283K
Percent Change from Prior Year	69%	-4%	183%	-7%	536%	-11%	100%	43%	-100%	-35%	-4%	-6%	36%

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



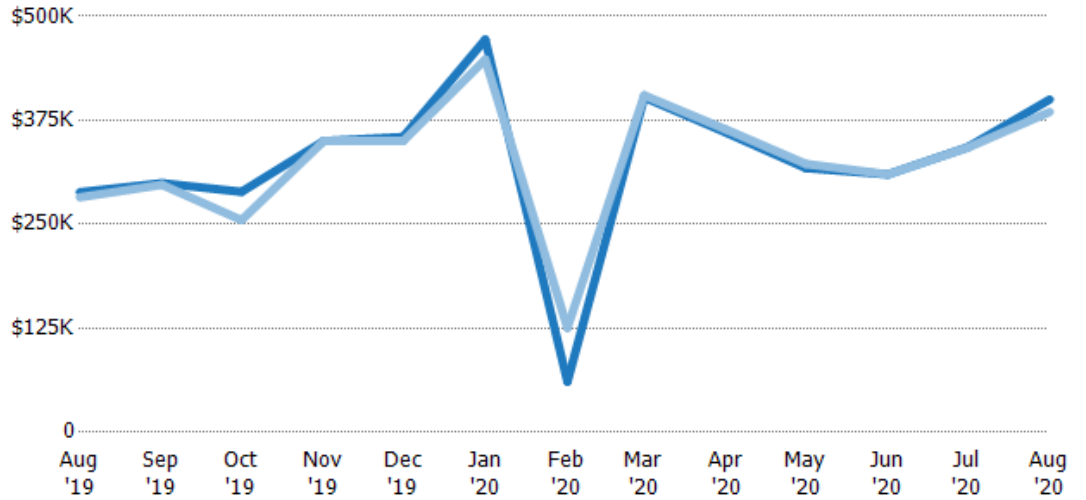
Avg List Price	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K	\$374K
Avg Sales Price	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K	\$364K
Avg Sales Price as a % of Avg List Price	98%	97%	97%	100%	99%	96%	206%	101%	101%	102%	98%	100%	97%

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



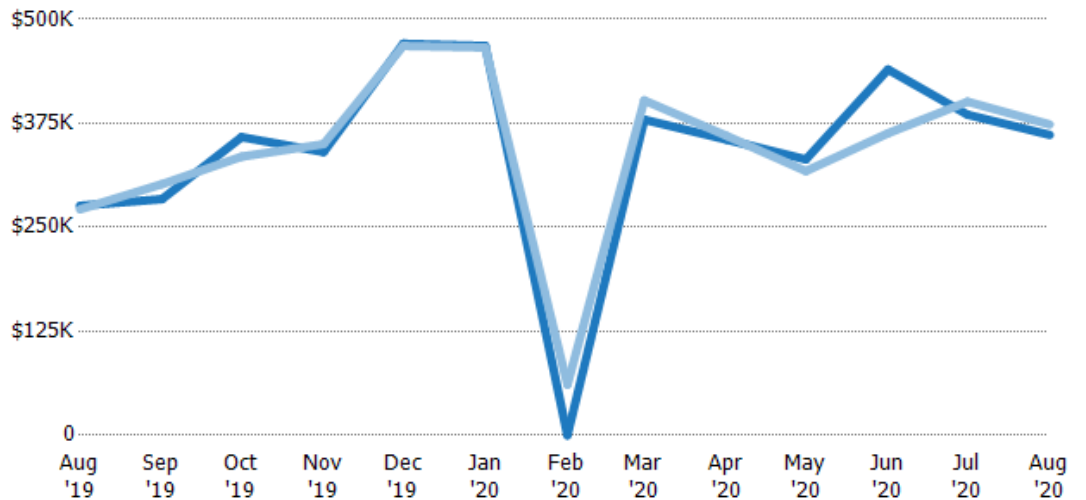
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median List Price	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K	\$400K
Median Sales Price	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K	\$385K
Med Sales Price as a % of Med List Price	98%	99%	88%	100%	99%	95%	206%	101%	101%	102%	100%	100%	96%

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



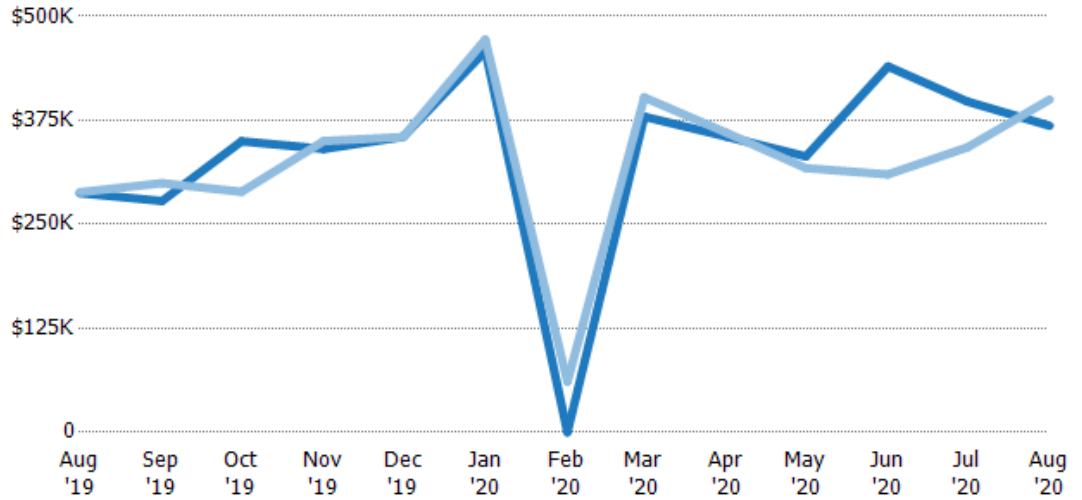
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$276K	\$284K	\$358K	\$341K	\$471K	\$468K	\$0	\$379K	\$355K	\$332K	\$440K	\$385K	\$361K
Avg Sales Price	\$272K	\$302K	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K	\$374K
Avg Sales Price as a % of Avg Est Value	98%	106%	93%	103%	99%	100%	100%	106%	101%	96%	83%	104%	103%

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	\$287K	\$278K	\$350K	\$341K	\$355K	\$458K	\$0	\$379K	\$355K	\$332K	\$440K	\$398K	\$368K
Median Sales Price	\$289K	\$299K	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K	\$400K
Med Sales Price as a % of Med Est Value	100%	108%	83%	103%	100%	103%	100%	106%	101%	96%	71%	86%	109%