

## Summary of Key Listing and Sales Metrics

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

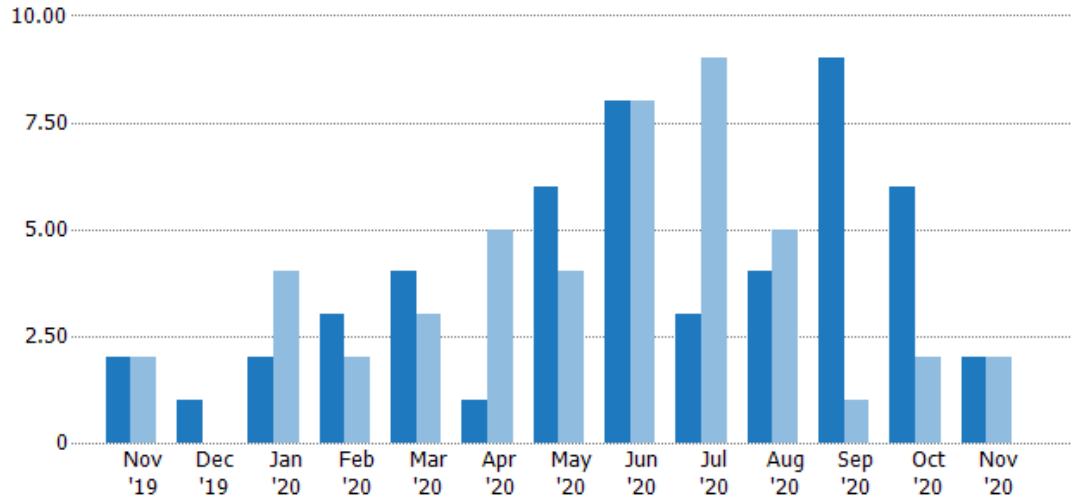
Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	2	2	+/-	48	45	+6.7%
New Listing Volume	\$1,085,000	\$800,000	+35.6%	\$17,588,200	\$16,932,545	+3.9%
Active Listing Count	3	13	-76.9%	N/A	N/A	
Active Listing Volume	\$2,425,000	\$6,145,900	-60.5%	N/A	N/A	
Average Listing Price	\$808,333	\$472,762	+71%	\$469,045	\$432,456	+8.5%
Median Listing Price	\$775,000	\$437,000	+77.3%	\$443,000	\$409,753	+8.1%
Median Days in RPR	42	291	-85.6%	566.31	185.61	+205.1%
Months of Inventory	0.8	1.9	-59.6%	2.9	6.4	-55.6%
Absorption Rate	133.33%	53.85%	+79.5%	34.95%	15.53%	+19.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	2	1	+100%	50	46	+8.7%
New Pending Sales Volume	\$719,900	\$455,000	+58.2%	\$17,857,500	\$18,264,650	-2.2%
Pending Sales Count	8	6	+33.3%	N/A	N/A	
Pending Sales Volume	\$2,521,400	\$3,017,800	-16.4%	N/A	N/A	
Closed Sales Count	5	1	+400%	42	36	+16.7%
Closed Sales Volume	\$1,873,000	\$350,000	+435.1%	\$15,481,400	\$14,168,791	+9.3%
Average Sales Price	\$374,600	\$350,000	+7%	\$368,605	\$393,578	-6.3%
Median Sales Price	\$298,900	\$350,000	-14.6%	\$349,481	\$375,979	-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



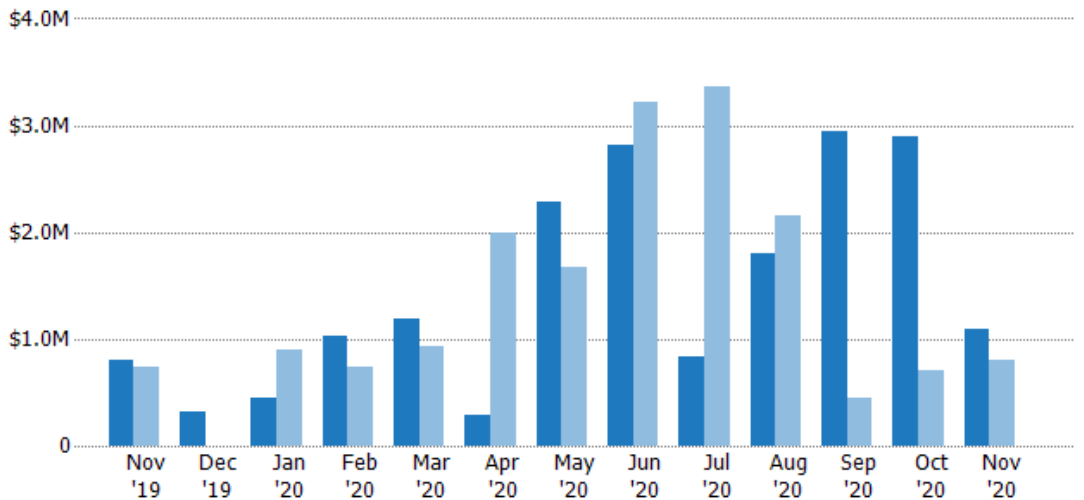
Current Year	2	1	2	3	4	1	6	8	3	4	9	6	2
Prior Year	2	-	4	2	3	5	4	8	9	5	1	2	2
Percent Change from Prior Year	0%	100%	-50%	50%	33%	-80%	50%	0%	-67%	-20%	800%	200%	0%

## 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



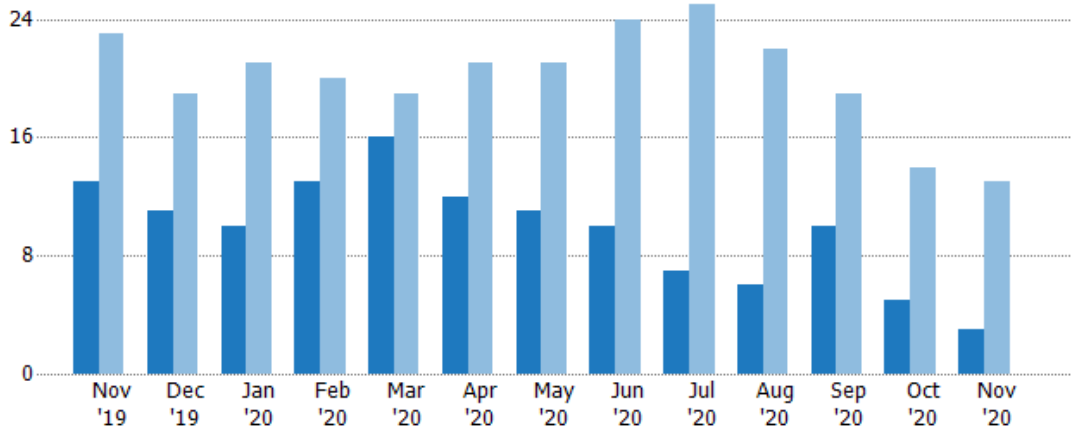
Current Year	\$800K	\$325K	\$441K	\$1.03M	\$1.18M	\$295K	\$2.28M	\$2.82M	\$829K	\$1.8M	\$2.94M	\$2.89M	\$1.09M
Prior Year	\$734K	-	\$895K	\$732K	\$930K	\$1.99M	\$1.67M	\$3.22M	\$3.37M	\$2.16M	\$455K	\$705K	\$800K
Percent Change from Prior Year	9%	100%	-51%	40%	27%	-85%	36%	-13%	-75%	-17%	546%	310%	36%

## 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



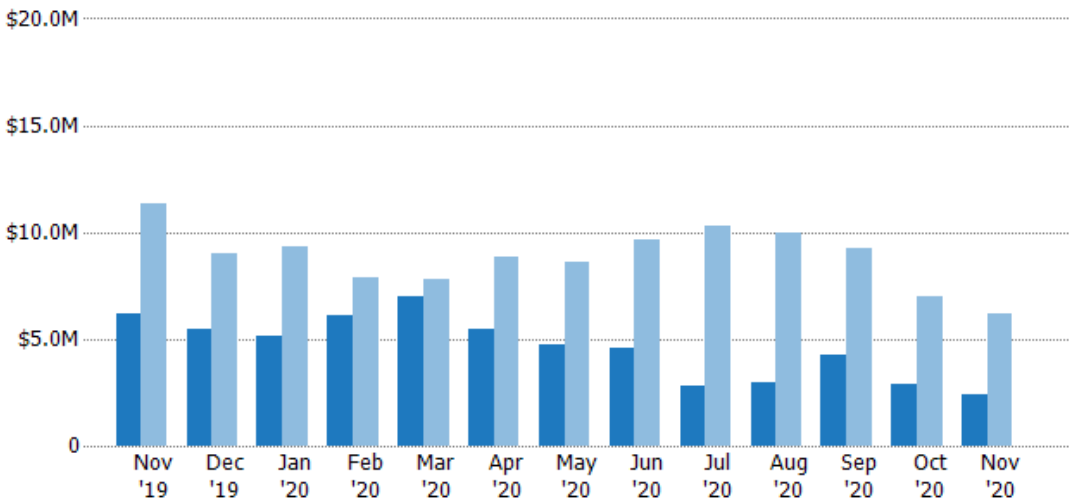
Month/Year	Count	% Chg.
Nov '20	3	-76.9%
Nov '19	13	-43.5%
Nov '18	23	0%

## 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



Month/Year	Volume	% Chg.
Nov '20	\$2.43M	-60.5%
Nov '19	\$6.15M	-46%
Nov '18	\$11.4M	8.2%

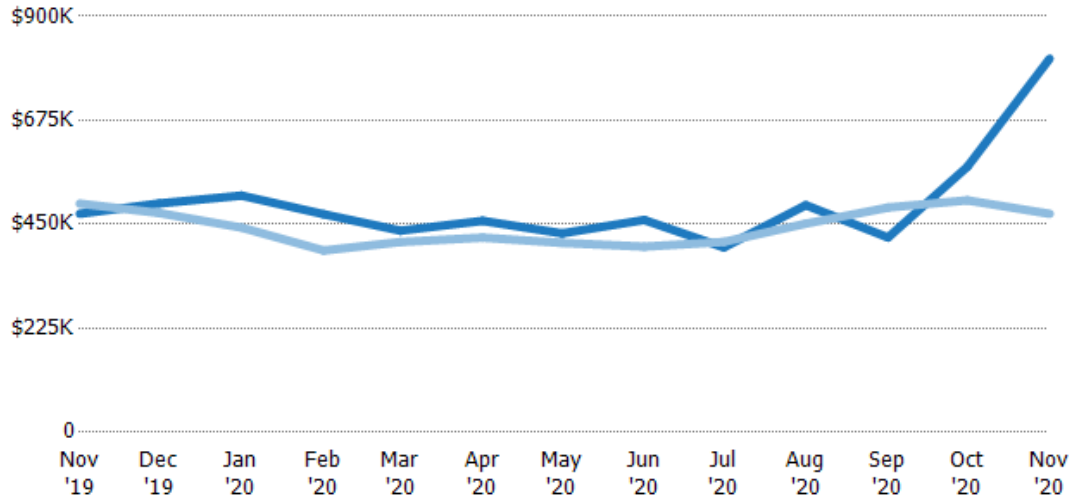
## Average Listing Price

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.
Nov '20	\$808K	71%
Nov '19	\$473K	-4.4%
Nov '18	\$495K	8.2%



Current Year	\$473K	\$495K	\$512K	\$472K	\$436K	\$457K	\$430K	\$459K	\$400K	\$491K	\$421K	\$575K	\$808K
Prior Year	\$495K	\$474K	\$443K	\$393K	\$412K	\$421K	\$410K	\$402K	\$412K	\$451K	\$486K	\$502K	\$473K
Percent Change from Prior Year	-4%	4%	16%	20%	6%	9%	5%	14%	-3%	9%	-13%	15%	71%

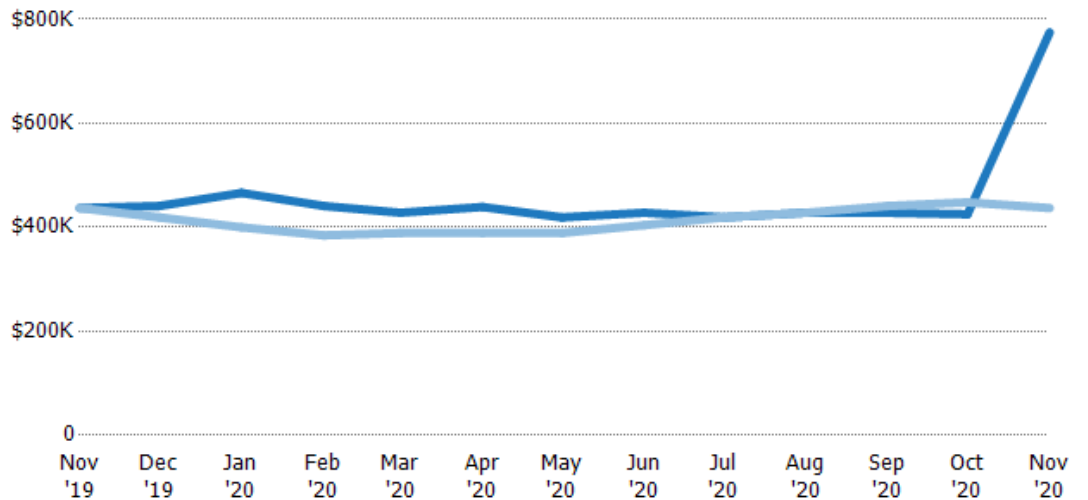
## Median Listing Price

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.
Nov '20	\$775K	77.3%
Nov '19	\$437K	0%
Nov '18	\$437K	0.9%



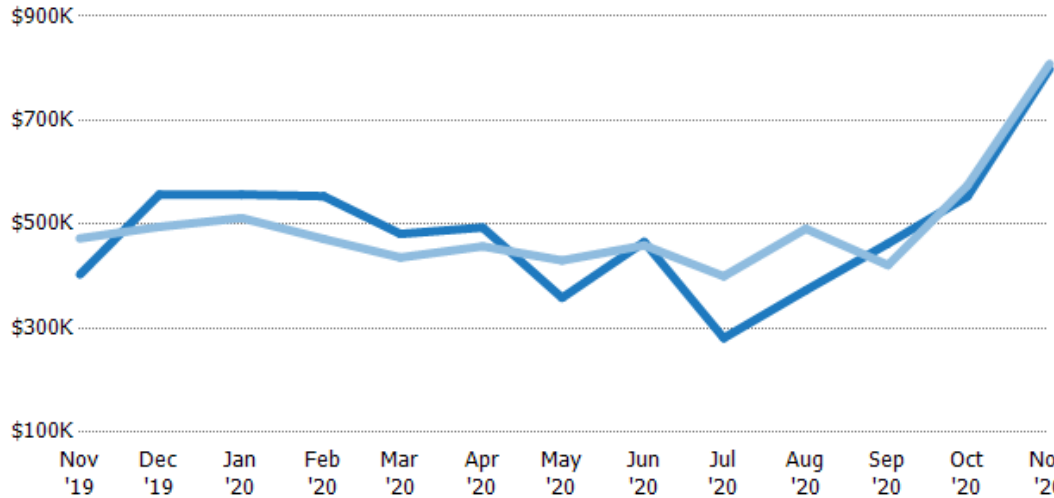
Current Year	\$437K	\$441K	\$466K	\$441K	\$428K	\$439K	\$419K	\$428K	\$419K	\$428K	\$428K	\$425K	\$775K
Prior Year	\$437K	\$419K	\$400K	\$385K	\$389K	\$389K	\$389K	\$404K	\$419K	\$428K	\$441K	\$448K	\$437K
Percent Change from Prior Year	0%	5%	17%	15%	10%	13%	8%	6%	0%	0%	-3%	-5%	77%

## 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



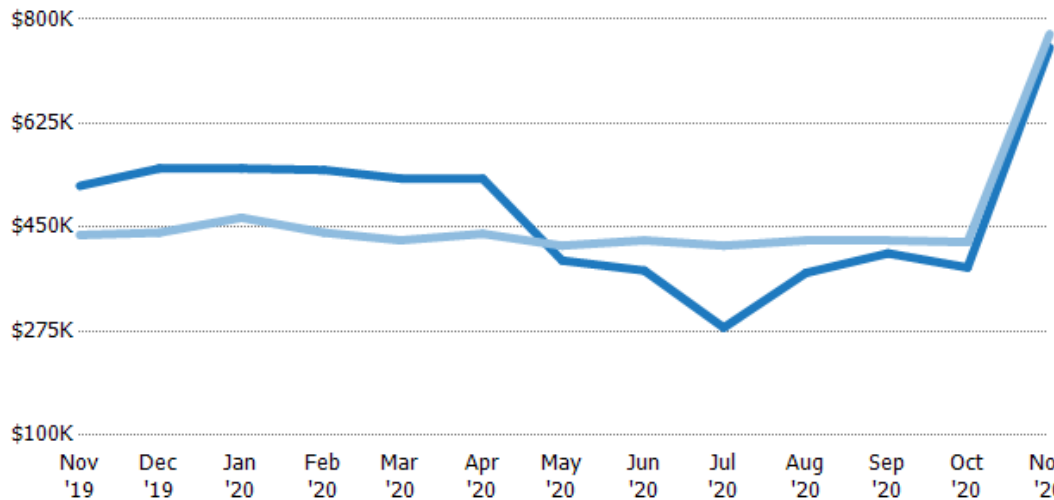
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$403K	\$557K	\$557K	\$554K	\$481K	\$494K	\$359K	\$466K	\$281K	\$373K	\$463K	\$554K	\$799K
Avg Listing Price	\$473K	\$495K	\$512K	\$472K	\$436K	\$457K	\$430K	\$459K	\$400K	\$491K	\$421K	\$575K	\$808K
Avg Listing Price as a % of Avg Est Value	117%	89%	92%	85%	91%	93%	120%	99%	142%	132%	91%	104%	101%

## 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



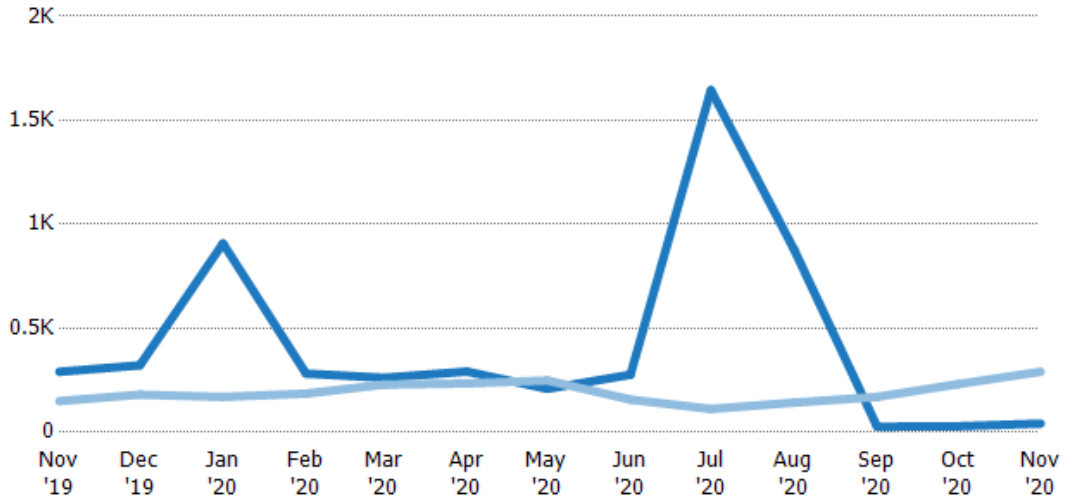
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median Est Value	\$520K	\$549K	\$549K	\$546K	\$532K	\$532K	\$394K	\$377K	\$281K	\$373K	\$406K	\$382K	\$752K
Median Listing Price	\$437K	\$441K	\$466K	\$441K	\$428K	\$439K	\$419K	\$428K	\$419K	\$428K	\$428K	\$425K	\$775K
Med Listing Price as a % of Med Est Value	84%	80%	85%	81%	80%	83%	106%	113%	149%	115%	105%	111%	103%

## 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



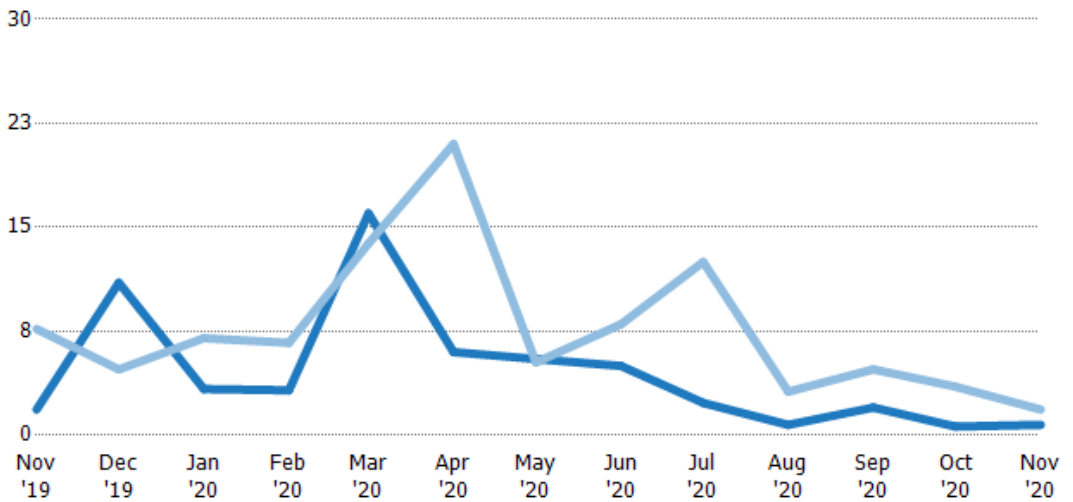
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	291	322	908	282	262	292	209	277	1.65K	880	27	29	42
Prior Year	150	181	170	186	229	235	249	157	112	143	170	231	291
Percent Change from Prior Year	94%	78%	434%	52%	14%	24%	-16%	76%	1,369%	517%	-84%	-87%	-86%

## 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



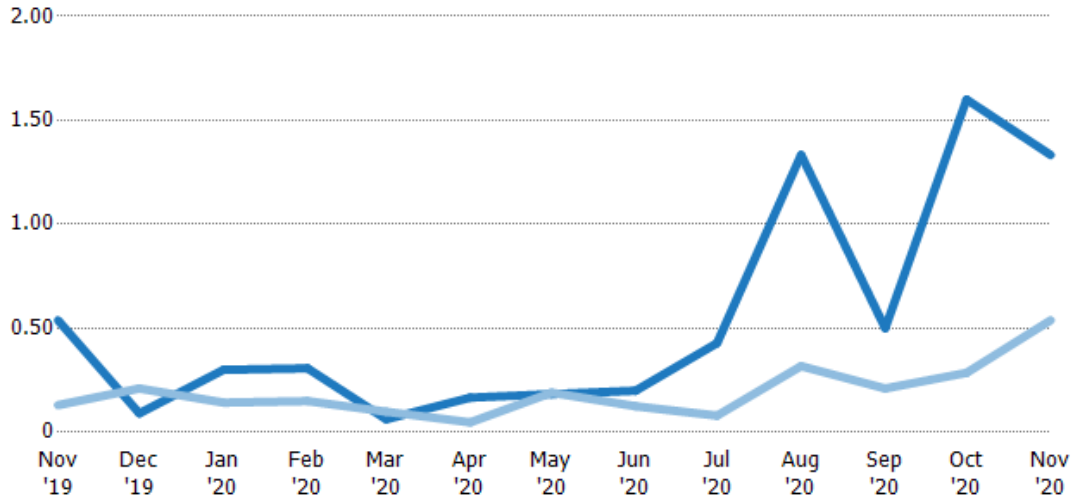
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	1.86	11	3.33	3.25	16	6	5.5	5	2.33	0.75	2	0.63	0.75
Prior Year	7.67	4.75	7	6.67	13.8	21	5.25	8	12.5	3.14	4.75	3.5	1.86
Percent Change from Prior Year	-76%	132%	-52%	-51%	100%	-71%	-100%	-38%	-81%	-76%	-58%	-82%	-60%

## 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



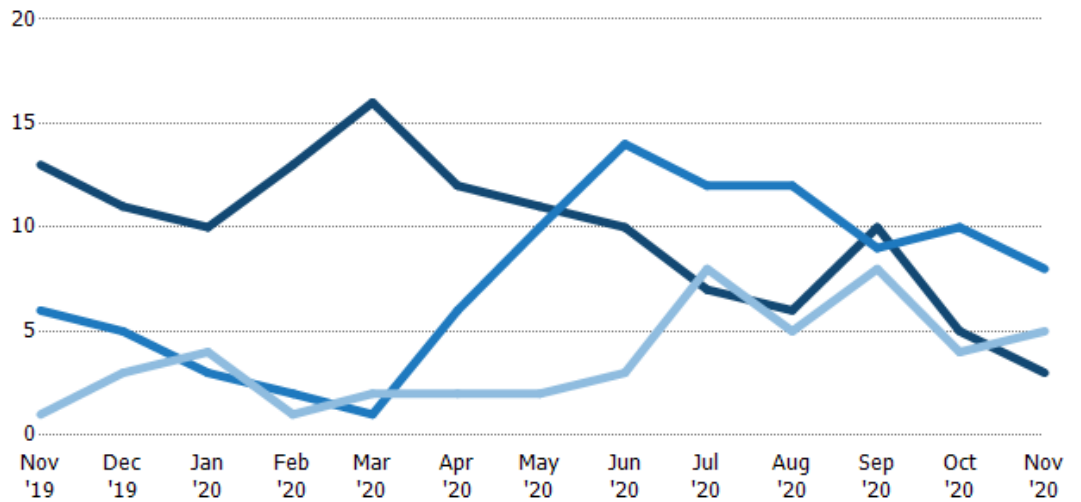
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	54%	9%	30%	31%	6%	17%	18%	20%	43%	133%	50%	160%	133%
Prior Year	13%	21%	14%	15%	10%	5%	19%	13%	8%	32%	21%	29%	54%
Change from Prior Year	-41%	12%	-16%	-16%	-6%	-12%	19%	-8%	-35%	-102%	-29%	-131%	-79%

## 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



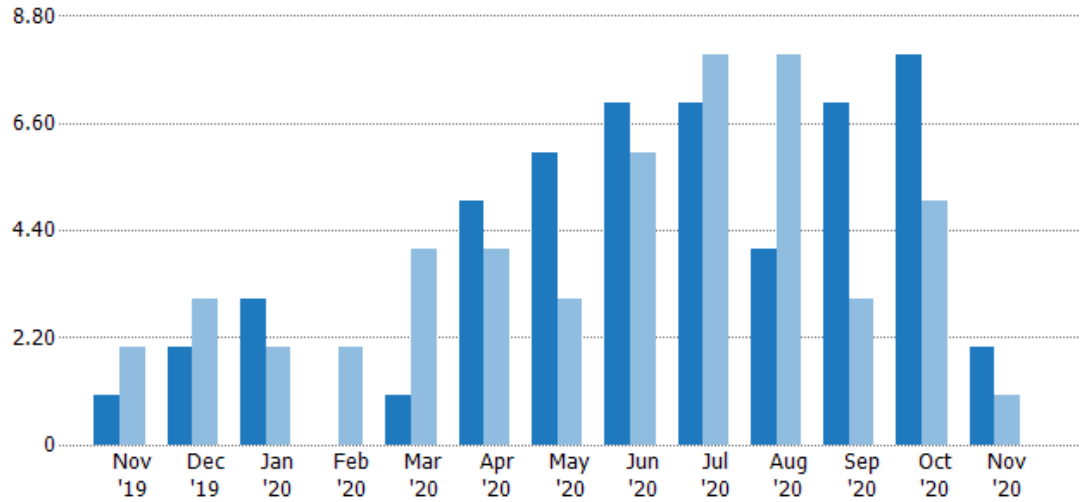
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	13	11	10	13	16	12	11	10	7	6	10	5	3
Pending	6	5	3	2	1	6	10	14	12	12	9	10	8
Sold	1	3	4	1	2	2	2	3	8	5	8	4	5

## 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



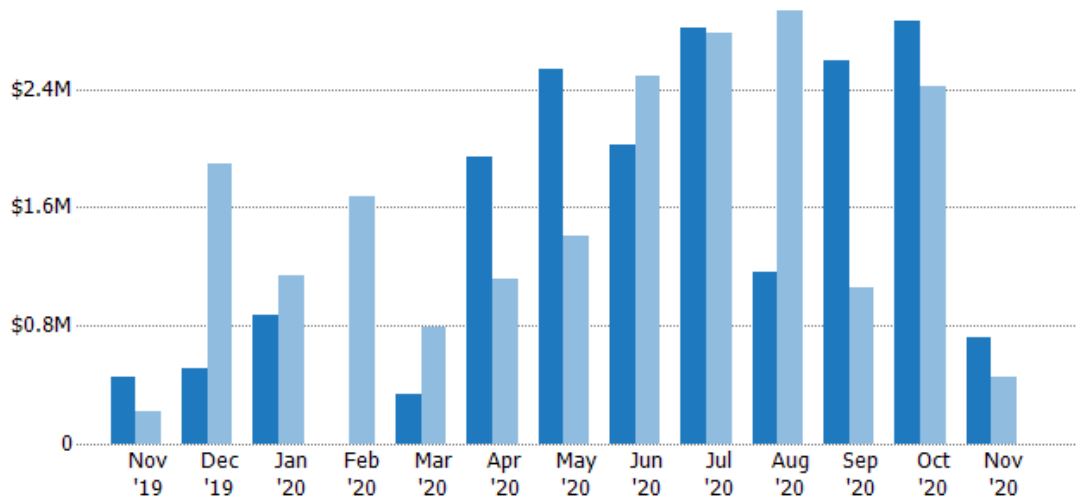
Current Year	1	2	3	-	1	5	6	7	7	4	7	8	2
Prior Year	2	3	2	2	4	4	3	6	8	8	3	5	1
Percent Change from Prior Year	-50%	-33%	50%	-100%	-75%	25%	100%	17%	-13%	-50%	133%	60%	100%

## 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	\$455K	\$515K	\$866K	-	\$340K	\$1.94M	\$2.53M	\$2.02M	\$2.82M	\$1.16M	\$2.59M	\$2.86M	\$720K
Prior Year	\$214K	\$1.89M	\$1.13M	\$1.68M	\$795K	\$1.12M	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K
Percent Change from Prior Year	112%	-73%	-24%	-100%	-57%	74%	80%	-19%	2%	-60%	144%	18%	58%



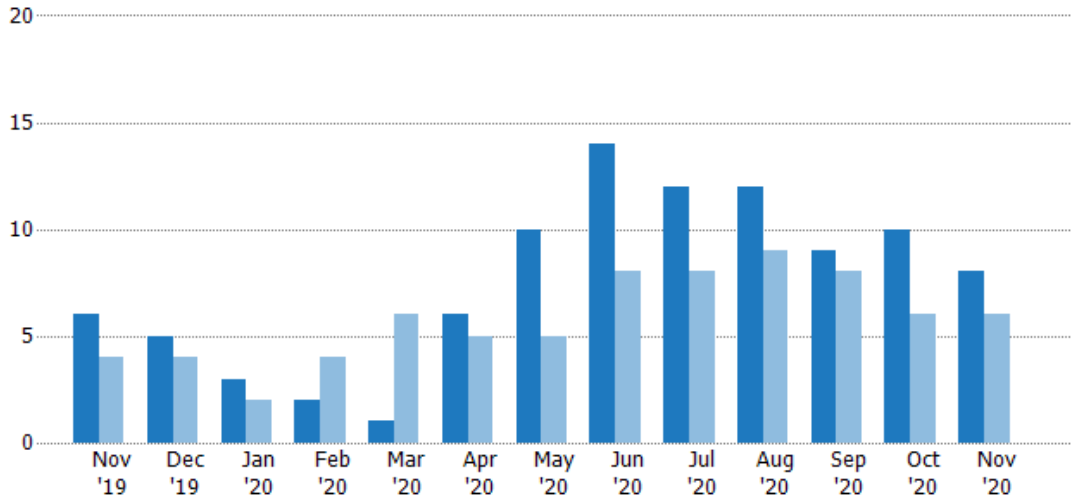
## Pending Sales

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.
Nov '20	8	33.3%
Nov '19	6	50%
Nov '18	4	50%



Current Year	6	5	3	2	1	6	10	14	12	12	9	10	8
Prior Year	4	4	2	4	6	5	5	8	8	9	8	6	6
Percent Change from Prior Year	50%	25%	50%	-50%	-83%	20%	100%	75%	50%	33%	13%	67%	33%

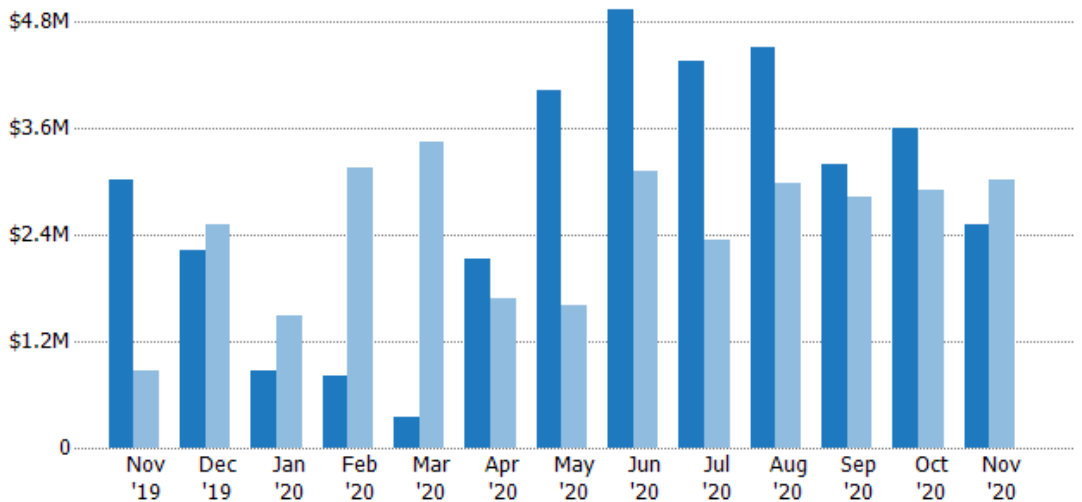
## Pending Sales Volume

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.
Nov '20	\$2.52M	-16.4%
Nov '19	\$3.02M	246%
Nov '18	\$872K	92%



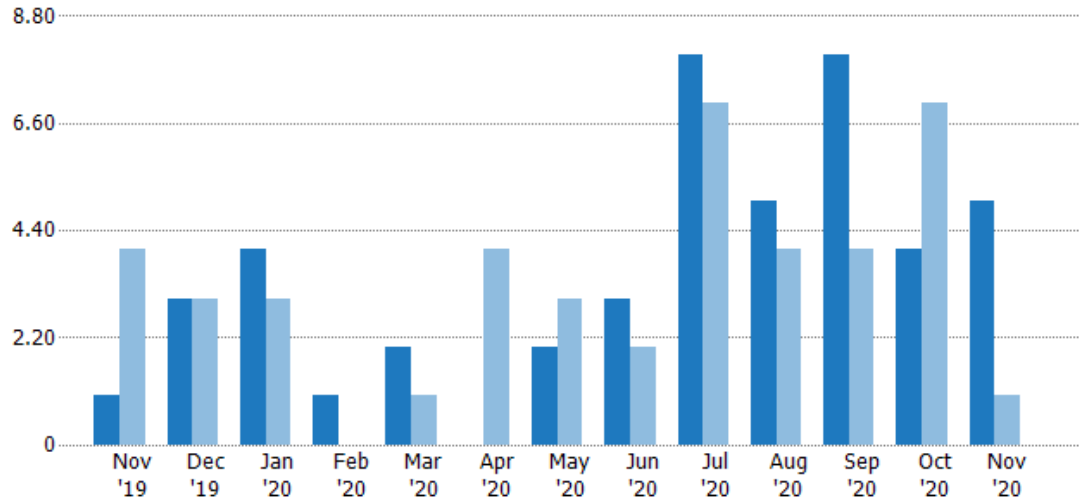
Current Year	\$3.02M	\$2.22M	\$866K	\$805K	\$340K	\$2.12M	\$4.02M	\$4.95M	\$4.37M	\$4.51M	\$3.21M	\$3.61M	\$2.52M
Prior Year	\$872K	\$2.52M	\$1.49M	\$3.16M	\$3.44M	\$1.68M	\$1.6M	\$3.12M	\$2.35M	\$2.98M	\$2.83M	\$2.91M	\$3.02M
Percent Change from Prior Year	246%	-12%	-42%	-75%	-90%	26%	151%	59%	86%	51%	13%	24%	-16%

## 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



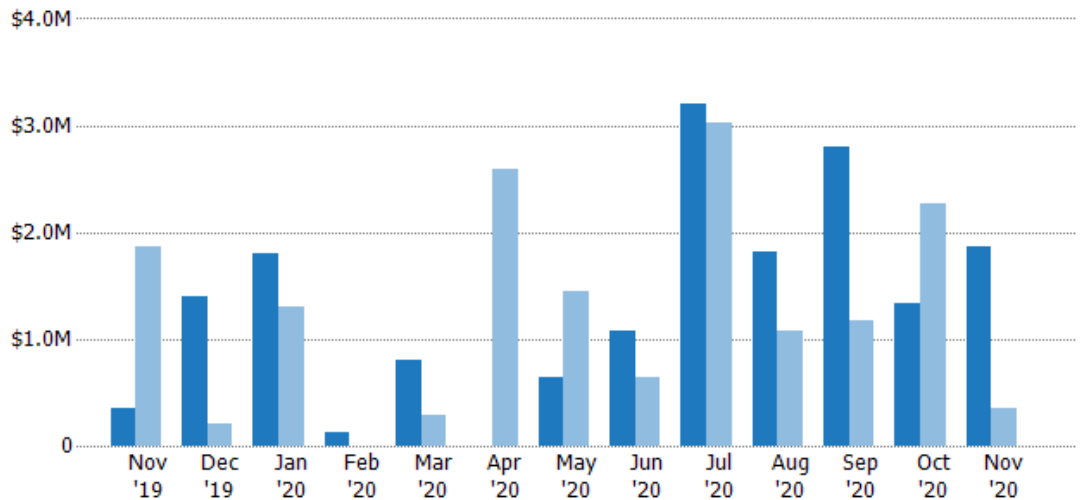
Current Year	1	3	4	1	2	-	2	3	8	5	8	4	5
Prior Year	4	3	3	-	1	4	3	2	7	4	4	7	1
Percent Change from Prior Year	-75%	0%	33%	100%	100%	-100%	-33%	50%	14%	25%	100%	-43%	400%

## 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	\$350K	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K	\$1.07M	\$3.19M	\$1.82M	\$2.8M	\$1.34M	\$1.87M
Prior Year	\$1.87M	\$203K	\$1.31M	-	\$283K	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.18M	\$2.27M	\$350K
Percent Change from Prior Year	-81%	585%	38%	100%	186%	-100%	-56%	65%	6%	70%	139%	-41%	435%

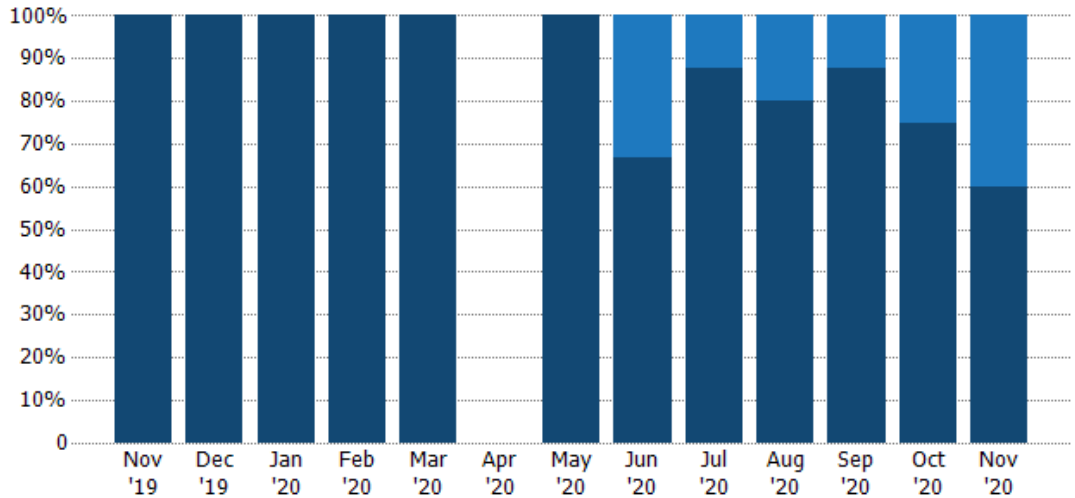
## Closed Sales by Property Type

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	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	-	-	-	-	-	-	-	33%	13%	20%	13%	25%	40%
Single Family Residence	100%	100%	100%	100%	100%	-	100%	67%	88%	80%	88%	75%	60%

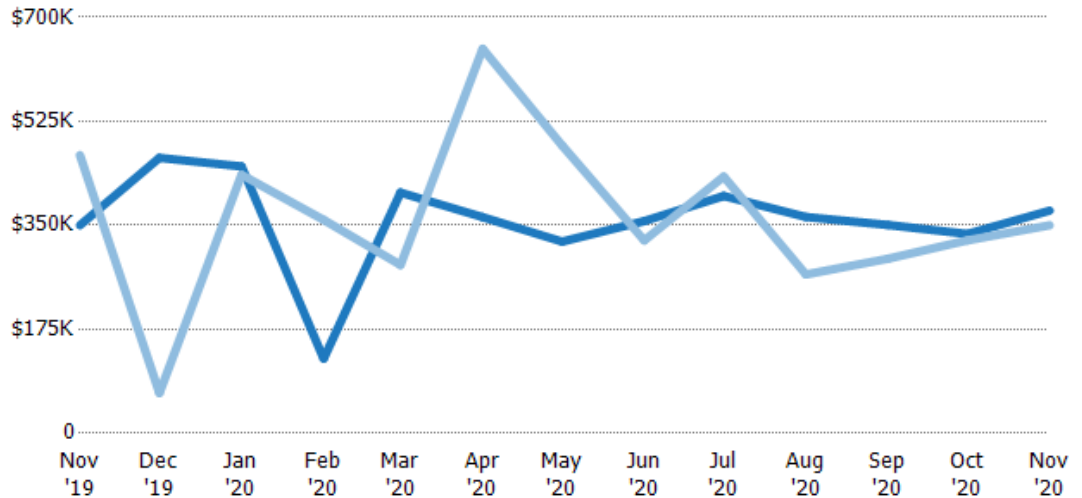
## Average Sales Price

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



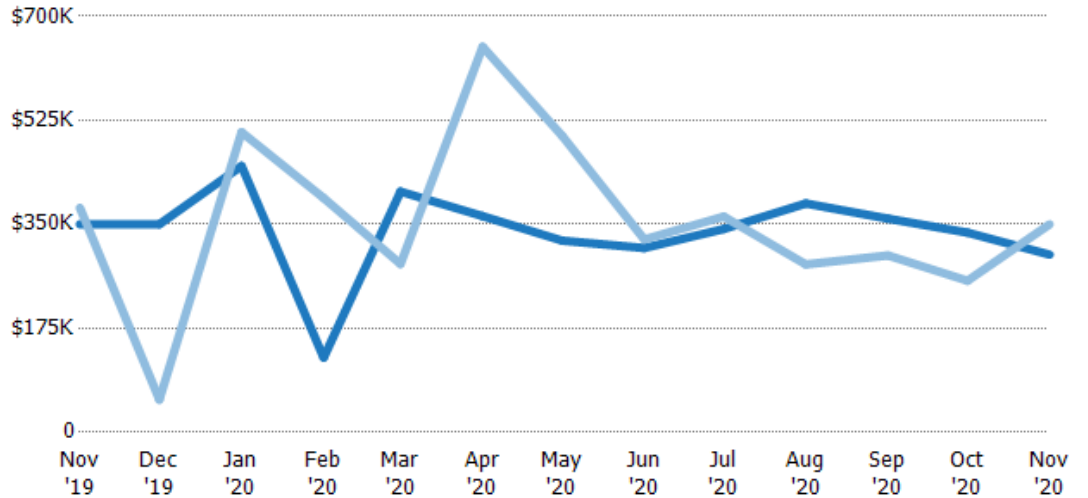
Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K	\$364K	\$351K	\$335K	\$375K
Prior Year	\$468K	\$67.7K	\$435K	\$359K	\$283K	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K
Percent Change from Prior Year	-25%	585%	3%	100%	43%	-100%	-33%	10%	-8%	36%	19%	3%	7%

## 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



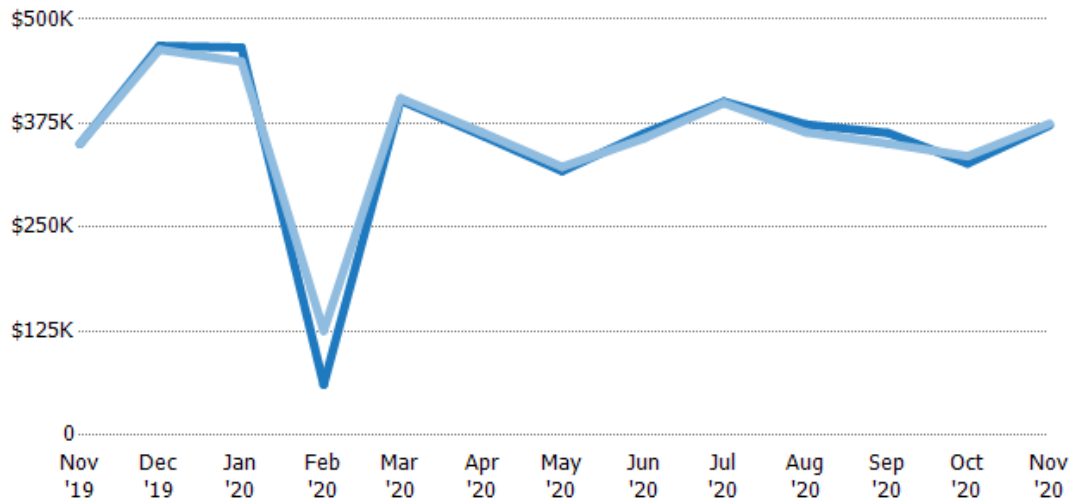
Current Year	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K	\$385K	\$360K	\$336K	\$299K
Prior Year	\$378K	\$55K	\$505K	\$394K	\$283K	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K
Percent Change from Prior Year	-7%	536%	-11%	100%	43%	-100%	-35%	-4%	-6%	36%	21%	32%	-15%

## 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



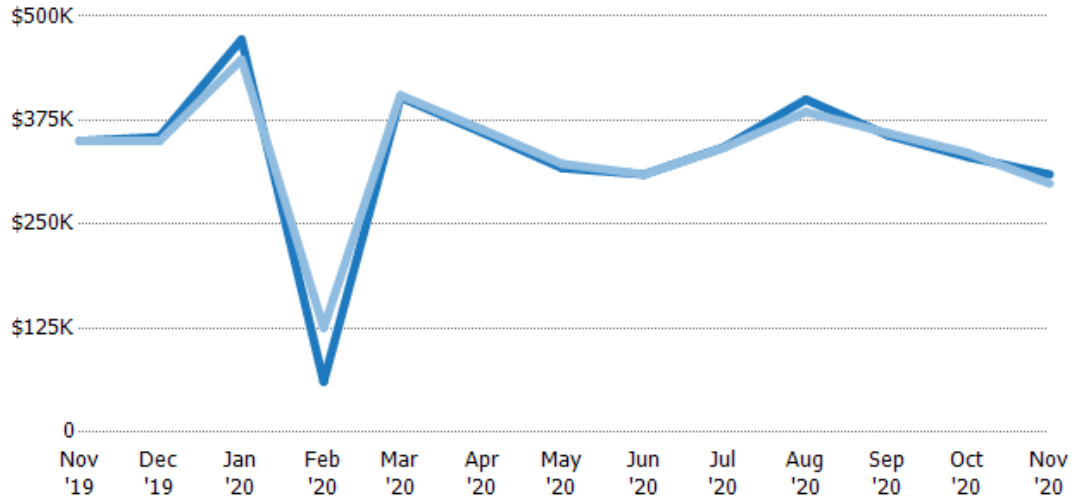
Avg List Price	\$350K	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K	\$374K	\$363K	\$327K	\$373K
Avg Sales Price	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K	\$364K	\$351K	\$335K	\$375K
Avg Sales Price as a % of Avg List Price	100%	99%	96%	206%	101%	101%	102%	98%	100%	97%	96%	103%	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  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



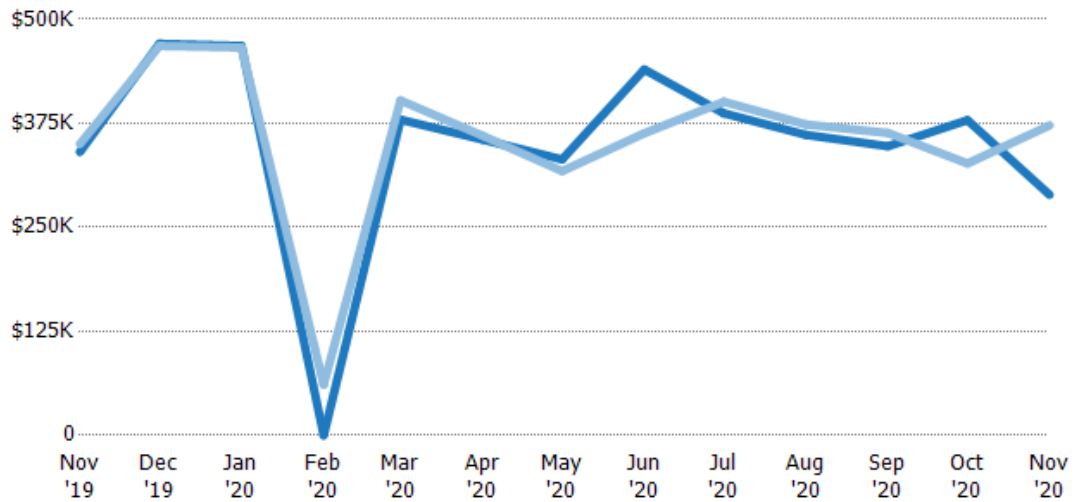
Median List Price	\$350K	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K	\$400K	\$357K	\$331K	\$310K
Median Sales Price	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K	\$385K	\$360K	\$336K	\$299K
Med Sales Price as a % of Med List Price	100%	99%	95%	206%	101%	101%	102%	100%	100%	96%	101%	102%	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



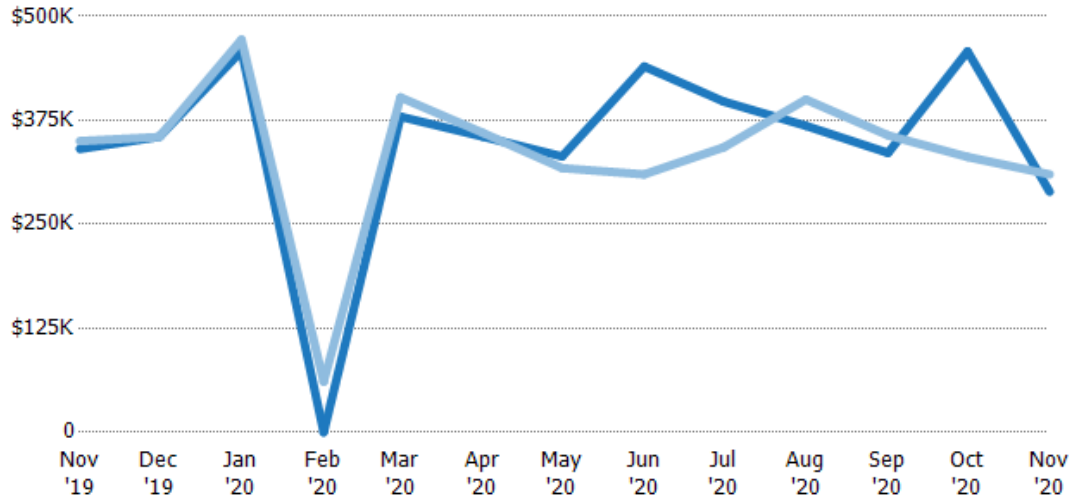
Avg Est Value	\$341K	\$471K	\$468K	\$0	\$379K	\$355K	\$332K	\$440K	\$387K	\$361K	\$347K	\$379K	\$289K
Avg Sales Price	\$350K	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K	\$374K	\$363K	\$327K	\$373K
Avg Sales Price as a % of Avg Est Value	103%	99%	100%	100%	106%	101%	96%	83%	104%	103%	105%	86%	129%

## 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	\$341K	\$355K	\$458K	\$0	\$379K	\$355K	\$332K	\$440K	\$398K	\$368K	\$336K	\$458K	\$289K
Median Sales Price	\$350K	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K	\$400K	\$357K	\$331K	\$310K
Med Sales Price as a % of Med Est Value	103%	100%	103%	100%	106%	101%	96%	71%	86%	109%	106%	72%	107%