

Summary of Key Listing and Sales Metrics

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

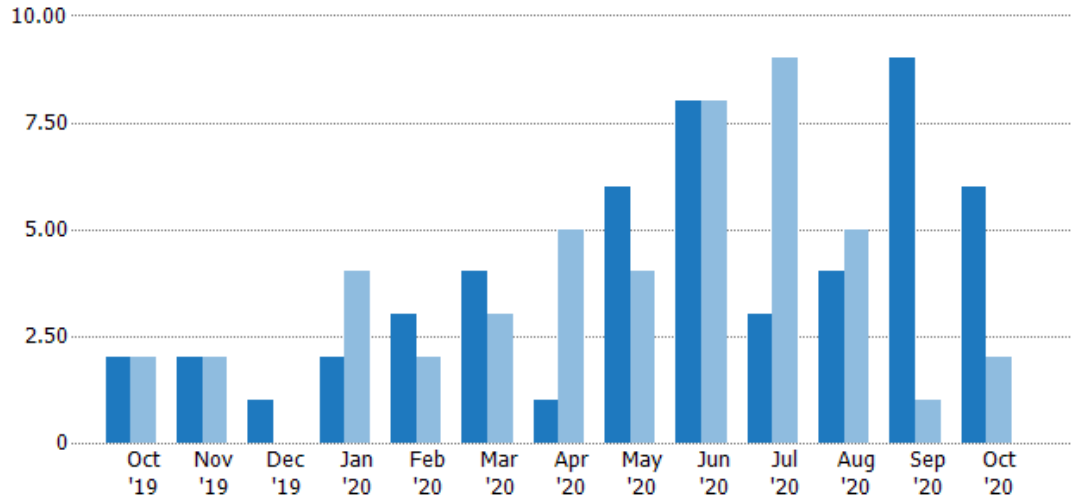
Key Metrics	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	2	+200%	46	43	+7%
New Listing Volume	\$2,889,400	\$704,900	+309.9%	\$16,503,200	\$16,132,545	+2.3%
Active Listing Count	5	14	-64.3%	N/A	N/A	
Active Listing Volume	\$2,873,900	\$7,025,800	-59.1%	N/A	N/A	
Average Listing Price	\$574,780	\$501,843	+14.5%	\$458,867	\$429,912	+6.7%
Median Listing Price	\$425,000	\$448,000	-5.1%	\$433,040	\$408,033	+6.1%
Median Days in RPR	29	231	-87.4%	637.16	182.6	+248.9%
Months of Inventory	0.6	3.5	-82.1%	2.9	6.9	-58.4%
Absorption Rate	160%	28.57%	+131.4%	35%	14.56%	+20.4%
Sales Activity Charts Metrics						
New Pending Sales Count	8	5	+60%	48	45	+6.7%
New Pending Sales Volume	\$2,862,900	\$2,423,800	+18.1%	\$17,137,600	\$17,809,650	-3.8%
Pending Sales Count	10	6	+66.7%	N/A	N/A	
Pending Sales Volume	\$3,606,000	\$2,912,800	+23.8%	N/A	N/A	
Closed Sales Count	4	7	-42.9%	37	35	+5.7%
Closed Sales Volume	\$1,341,800	\$2,272,500	-41%	\$13,608,400	\$13,818,791	-1.5%
Average Sales Price	\$335,450	\$324,643	+3.3%	\$367,795	\$394,823	-6.8%
Median Sales Price	\$335,950	\$255,000	+31.7%	\$356,316	\$376,721	-5.4%

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



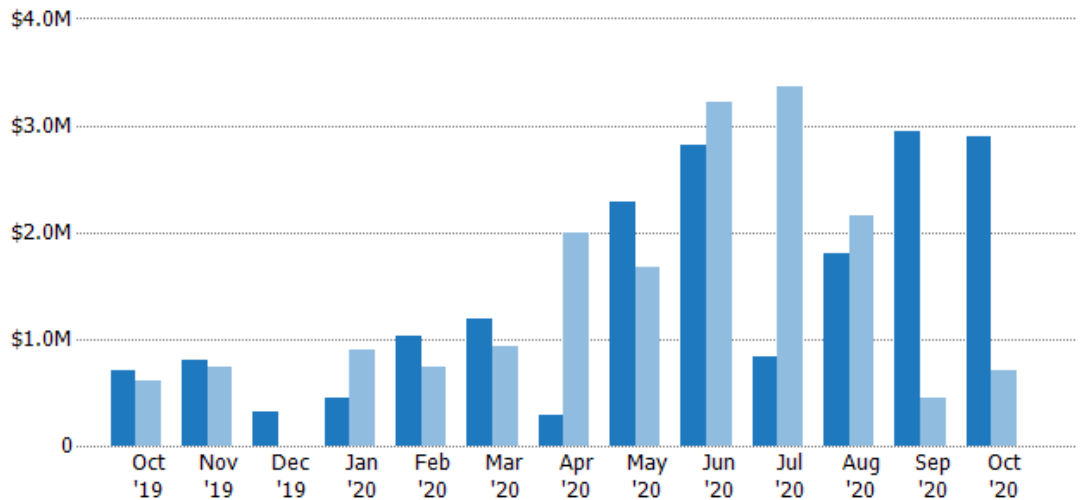
Current Year	2	2	1	2	3	4	1	6	8	3	4	9	6
Prior Year	2	2	-	4	2	3	5	4	8	9	5	1	2
Percent Change from Prior Year	0%	0%	100%	-50%	50%	33%	-80%	50%	0%	-67%	-20%	800%	200%

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



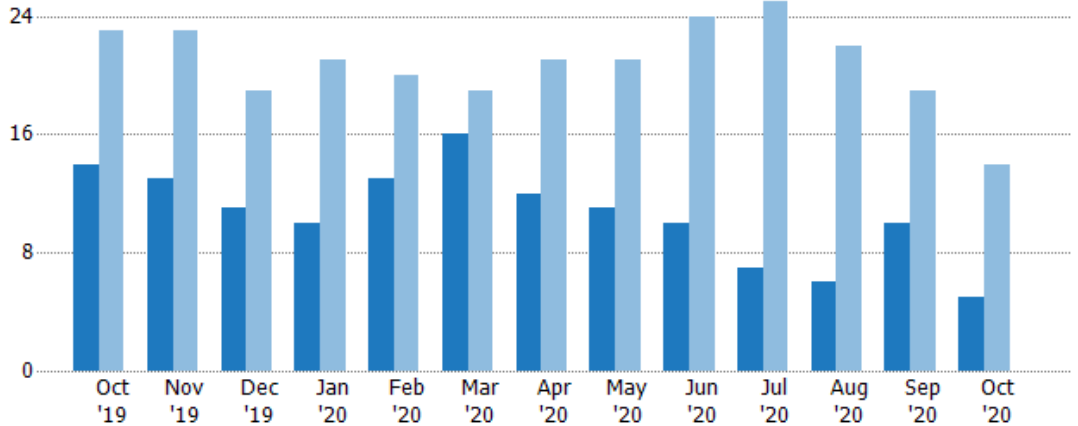
Current Year	\$705K	\$800K	\$325K	\$441K	\$1.03M	\$1.18M	\$295K	\$2.28M	\$2.82M	\$829K	\$1.8M	\$2.94M	\$2.89M
Prior Year	\$609K	\$734K	-	\$895K	\$732K	\$930K	\$1.99M	\$1.67M	\$3.22M	\$3.37M	\$2.16M	\$455K	\$705K
Percent Change from Prior Year	16%	9%	100%	-51%	40%	27%	-85%	36%	-13%	-75%	-17%	546%	310%

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.
Oct '20	5	-64.3%
Oct '19	14	-39.1%
Oct '18	23	-8.7%

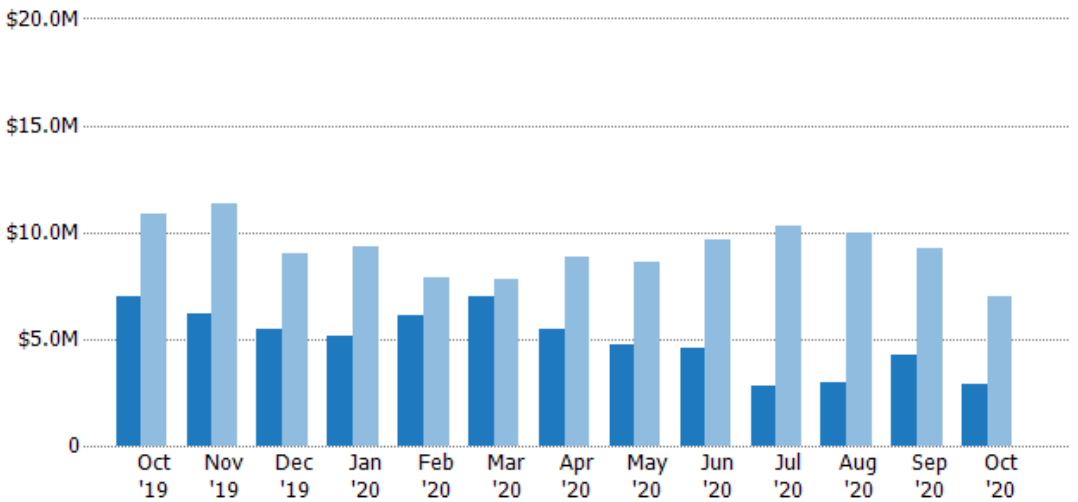
Month/Year	Count	% Chg.
Oct '20	5	-64.3%
Oct '19	14	-39.1%
Oct '18	23	-8.7%

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.
Oct '20	\$2.87M	-59.1%
Oct '19	\$7.03M	-35.3%
Oct '18	\$10.9M	8.8%

Month/Year	Volume	% Chg.
Oct '20	\$2.87M	-59.1%
Oct '19	\$7.03M	-35.3%
Oct '18	\$10.9M	8.8%

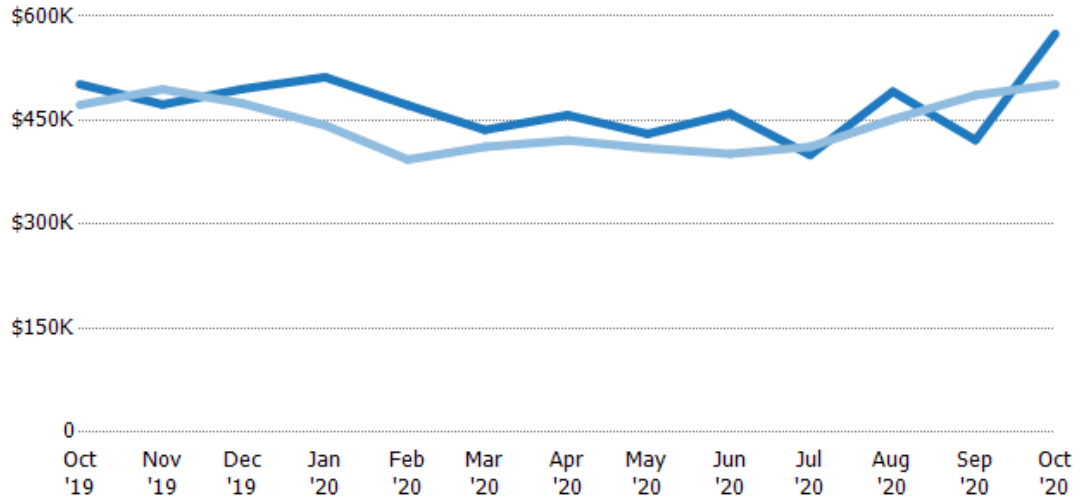
Average Listing Price

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.
Oct '20	\$575K	14.5%
Oct '19	\$502K	6.3%
Oct '18	\$472K	19.2%



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

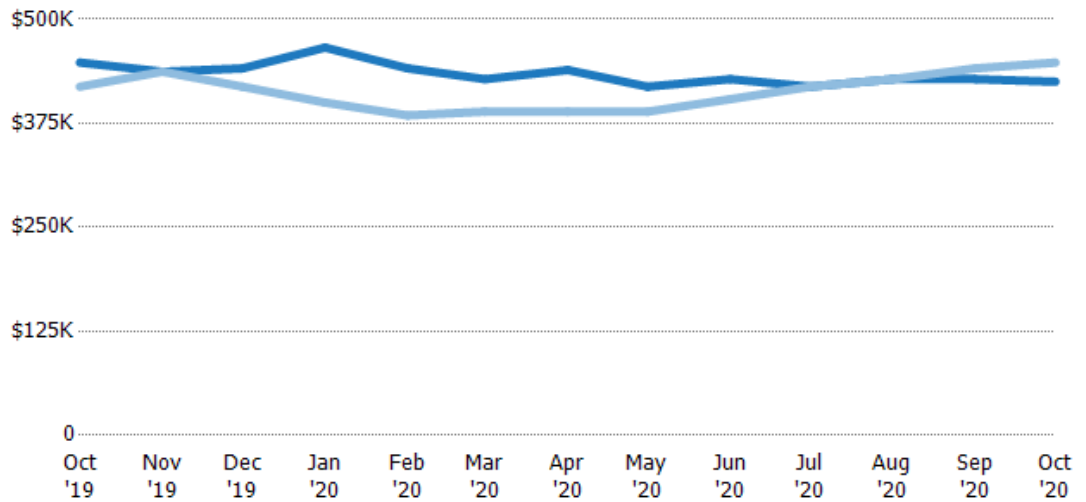
Median Listing Price

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.
Oct '20	\$425K	-5.1%
Oct '19	\$448K	6.9%
Oct '18	\$419K	5.3%



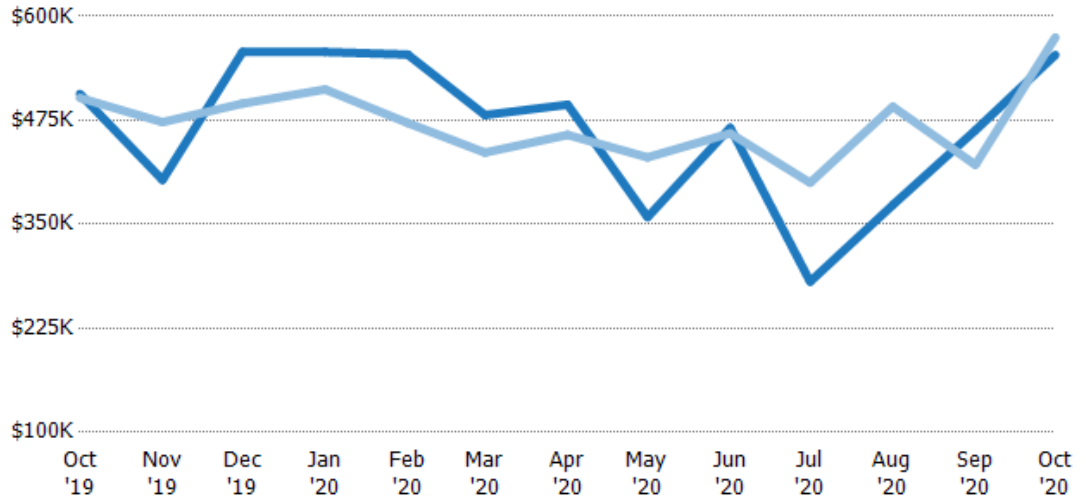
Current Year	\$448K	\$437K	\$441K	\$466K	\$441K	\$428K	\$439K	\$419K	\$428K	\$419K	\$428K	\$428K	\$425K
Prior Year	\$419K	\$437K	\$419K	\$400K	\$385K	\$389K	\$389K	\$389K	\$404K	\$419K	\$428K	\$441K	\$448K
Percent Change from Prior Year	7%	0%	5%	17%	15%	10%	13%	8%	6%	0%	0%	-3%	-5%

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

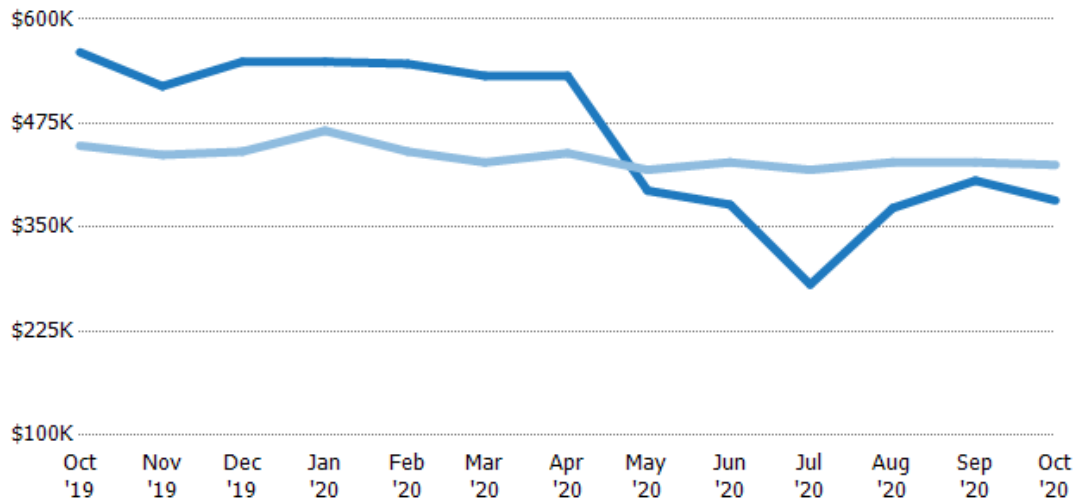


Median Listing Price vs Median Est Value

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

Filters Used

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

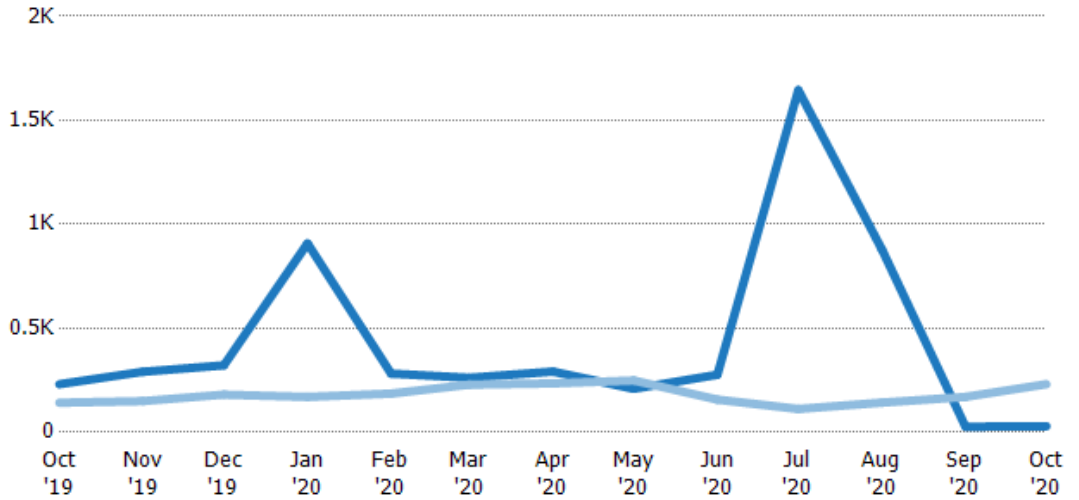


Median Days in RPR

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



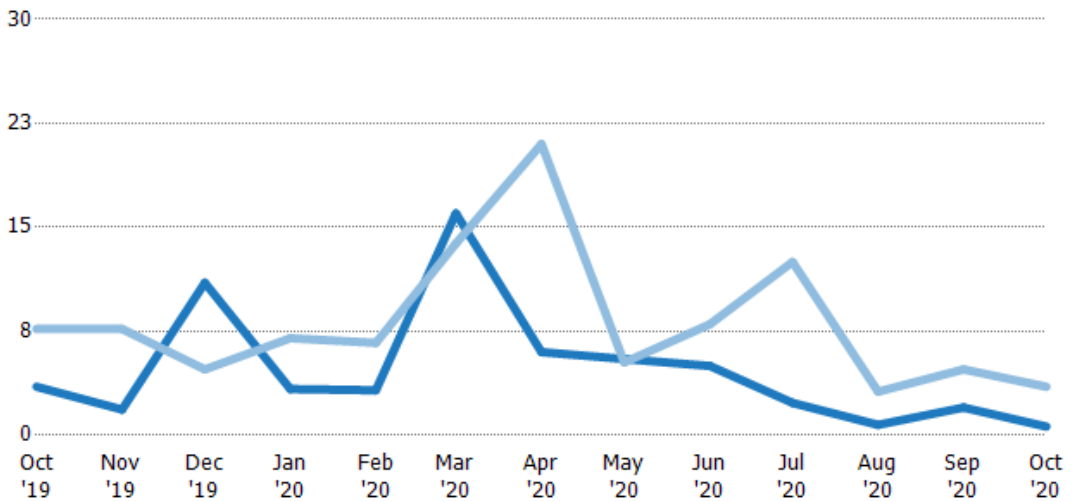
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	231	291	322	908	282	262	292	209	277	1.65K	880	27	29
Prior Year	142	150	181	170	186	229	235	249	157	112	143	170	231
Percent Change from Prior Year	63%	94%	78%	434%	52%	14%	24%	-16%	76%	1,369%	517%	-84%	-87%

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



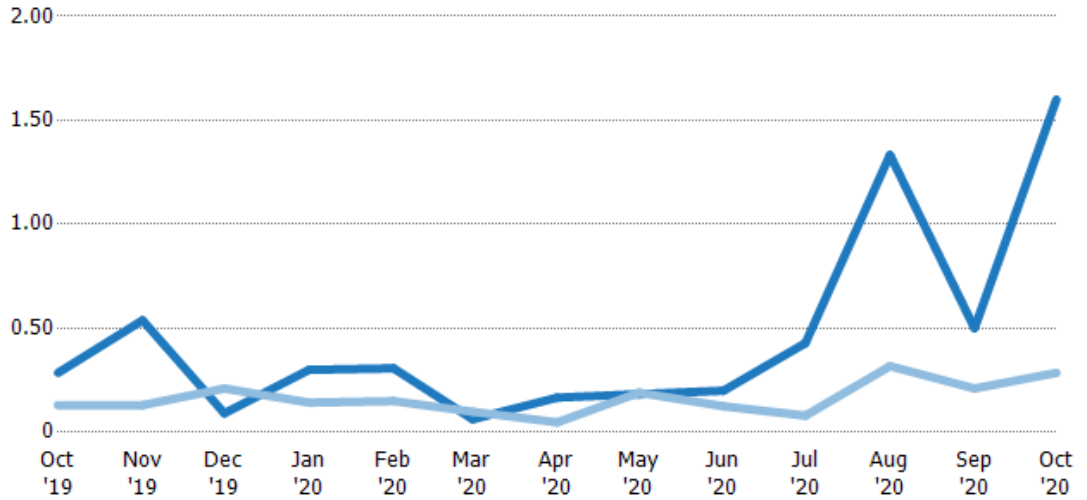
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	3.5	1.86	11	3.33	3.25	16	6	5.5	5	2.33	0.75	2	0.63
Prior Year	7.67	7.67	4.75	7	6.67	13.8	21	5.25	8	12.5	3.14	4.75	3.5
Percent Change from Prior Year	-54%	-76%	132%	-52%	-51%	100%	-71%	-100%	-38%	-81%	-76%	-58%	-82%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Waterbury, VT 05671,
Waterbury, VT 05676
Property Type:
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Family Residence



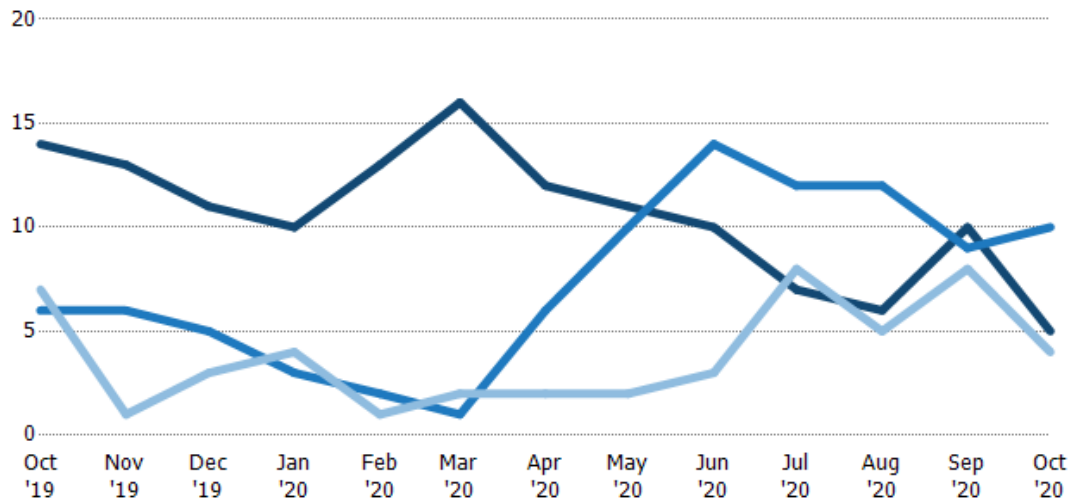
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	29%	54%	9%	30%	31%	6%	17%	18%	20%	43%	133%	50%	160%
Prior Year	13%	13%	21%	14%	15%	10%	5%	19%	13%	8%	32%	21%	29%
Change from Prior Year	-16%	-41%	12%	-16%	-16%	-6%	-12%	19%	-8%	-35%	-102%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

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



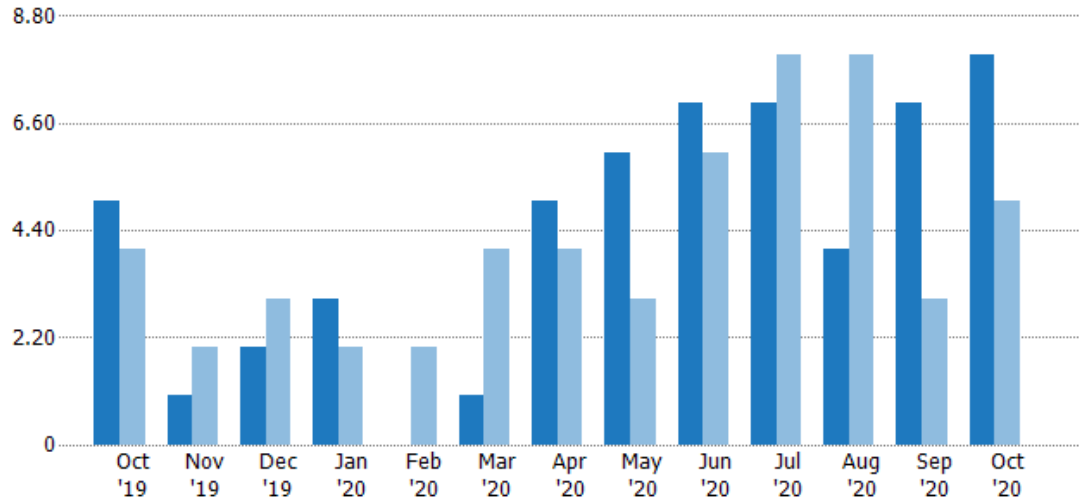
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	14	13	11	10	13	16	12	11	10	7	6	10	5
Pending	6	6	5	3	2	1	6	10	14	12	12	9	10
Sold	7	1	3	4	1	2	2	2	3	8	5	8	4

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



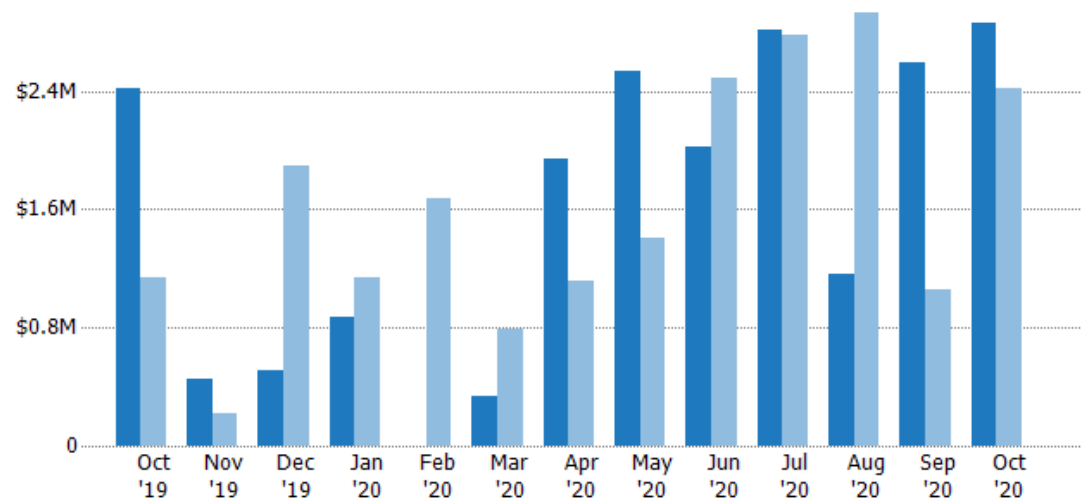
Current Year	5	1	2	3	-	1	5	6	7	7	4	7	8
Prior Year	4	2	3	2	2	4	4	3	6	8	8	3	5
Percent Change from Prior Year	25%	-50%	-33%	50%	-100%	-75%	25%	100%	17%	-13%	-50%	133%	60%

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	\$2.42M	\$455K	\$515K	\$866K	-	\$340K	\$1.94M	\$2.53M	\$2.02M	\$2.82M	\$1.16M	\$2.59M	\$2.86M
Prior Year	\$1.14M	\$214K	\$1.89M	\$1.13M	\$1.68M	\$795K	\$1.12M	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M
Percent Change from Prior Year	113%	112%	-73%	-24%	-100%	-57%	74%	80%	-19%	2%	-60%	144%	18%

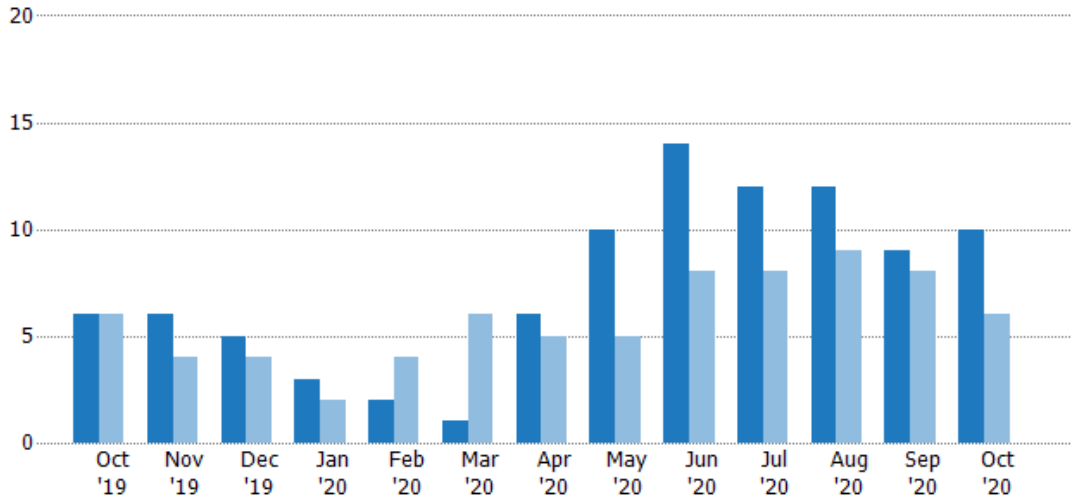
Pending Sales

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.
Oct '20	10	66.7%
Oct '19	6	0%
Oct '18	6	33.3%



Current Year	6	6	5	3	2	1	6	10	14	12	12	9	10
Prior Year	6	4	4	2	4	6	5	5	8	8	9	8	6
Percent Change from Prior Year	0%	50%	25%	50%	-50%	-83%	20%	100%	75%	50%	33%	13%	67%

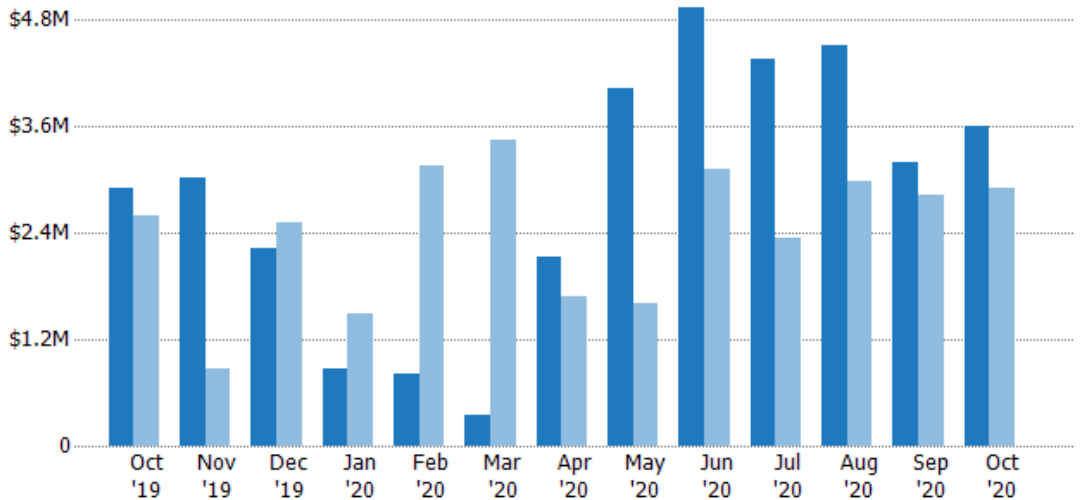
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Oct '20	\$3.61M	23.8%
Oct '19	\$2.91M	12.1%
Oct '18	\$2.6M	-24.9%



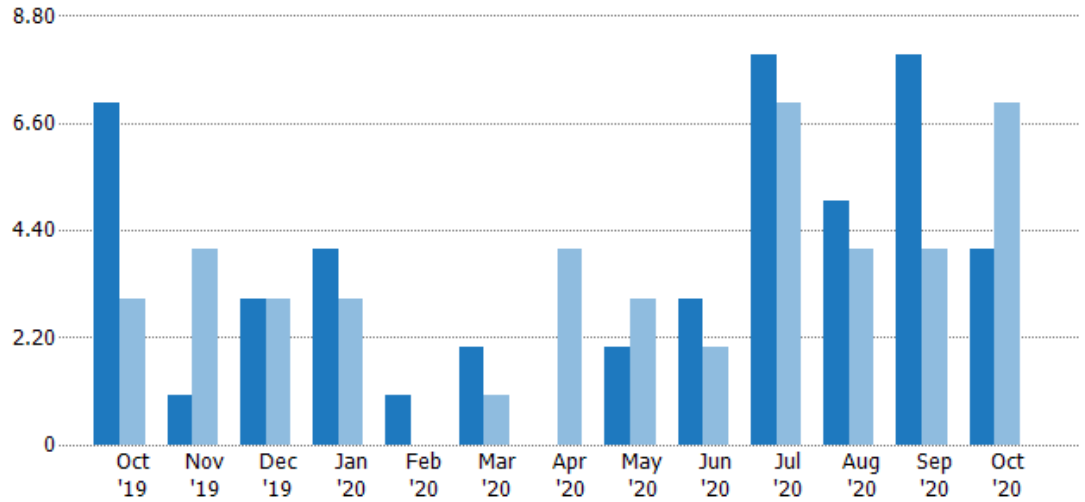
Current Year	\$2.91M	\$3.02M	\$2.22M	\$866K	\$805K	\$340K	\$2.12M	\$4.02M	\$4.95M	\$4.37M	\$4.51M	\$3.21M	\$3.61M
Prior Year	\$2.6M	\$872K	\$2.52M	\$1.49M	\$3.16M	\$3.44M	\$1.68M	\$1.6M	\$3.12M	\$2.35M	\$2.98M	\$2.83M	\$2.91M
Percent Change from Prior Year	12%	246%	-12%	-42%	-75%	-90%	26%	151%	59%	86%	51%	13%	24%

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



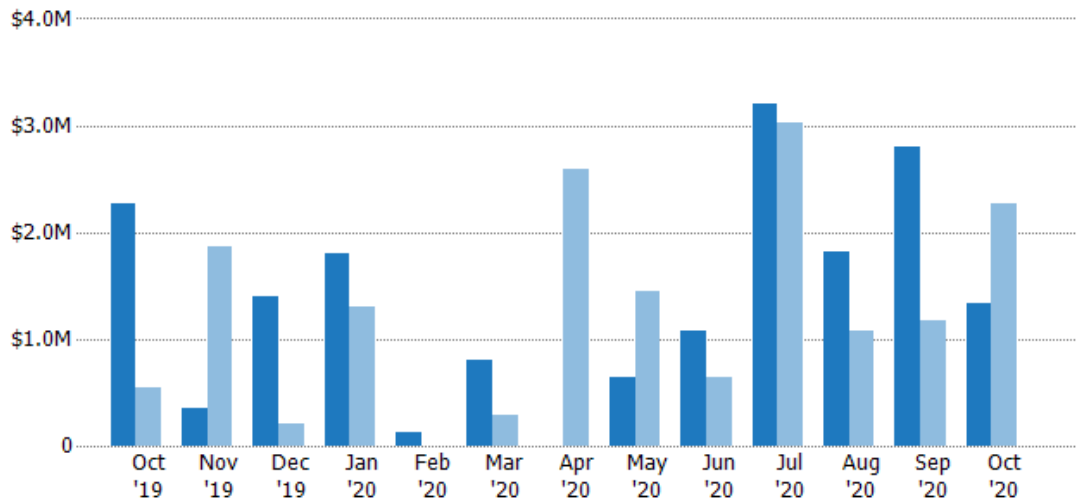
Current Year	7	1	3	4	1	2	-	2	3	8	5	8	4
Prior Year	3	4	3	3	-	1	4	3	2	7	4	4	7
Percent Change from Prior Year	133%	-75%	0%	33%	100%	100%	-100%	-33%	50%	14%	25%	100%	-43%

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	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K	\$1.07M	\$3.19M	\$1.82M	\$2.8M	\$1.34M
Prior Year	\$543K	\$1.87M	\$203K	\$1.31M	-	\$283K	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.18M	\$2.27M
Percent Change from Prior Year	319%	-81%	585%	38%	100%	186%	-100%	-56%	65%	6%	70%	139%	-41%

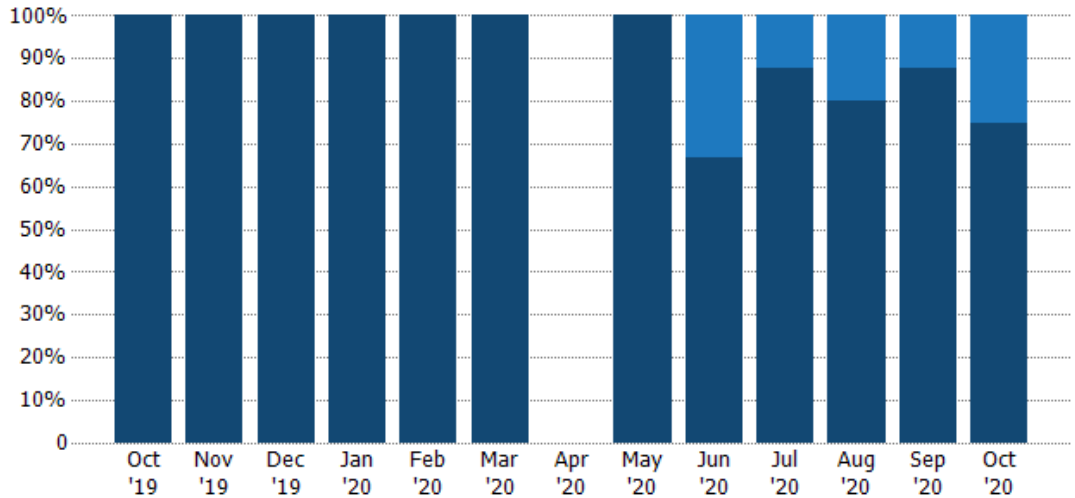
Closed Sales by Property Type

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

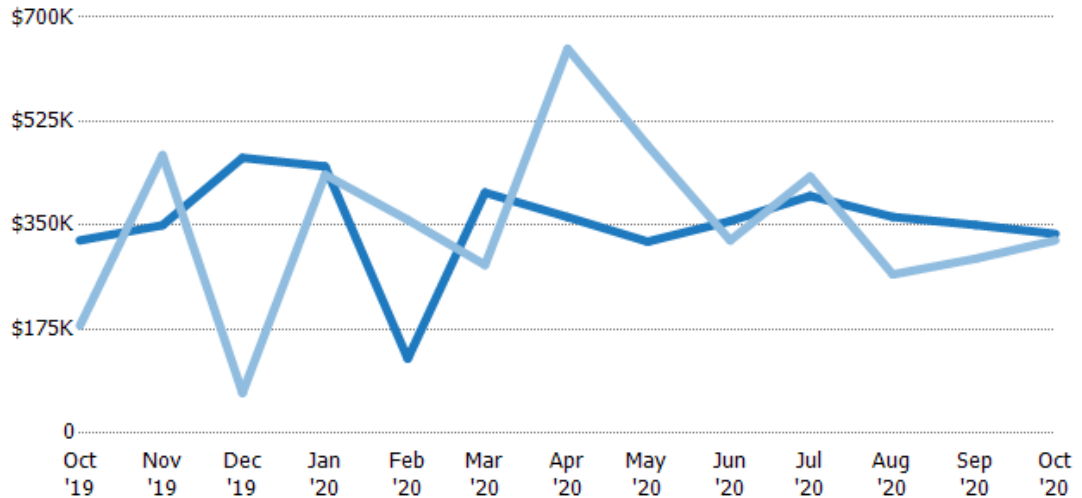
Average Sales Price

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



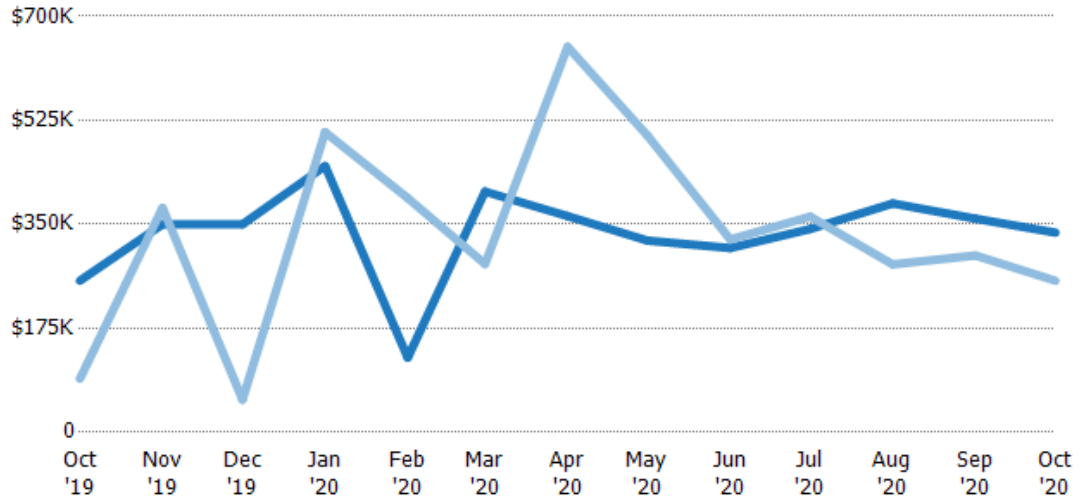
Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K	\$364K	\$351K	\$335K
Prior Year	\$181K	\$468K	\$67.7K	\$435K	\$359K	\$283K	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K
Percent Change from Prior Year	79%	-25%	585%	3%	100%	43%	-100%	-33%	10%	-8%	36%	19%	3%

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



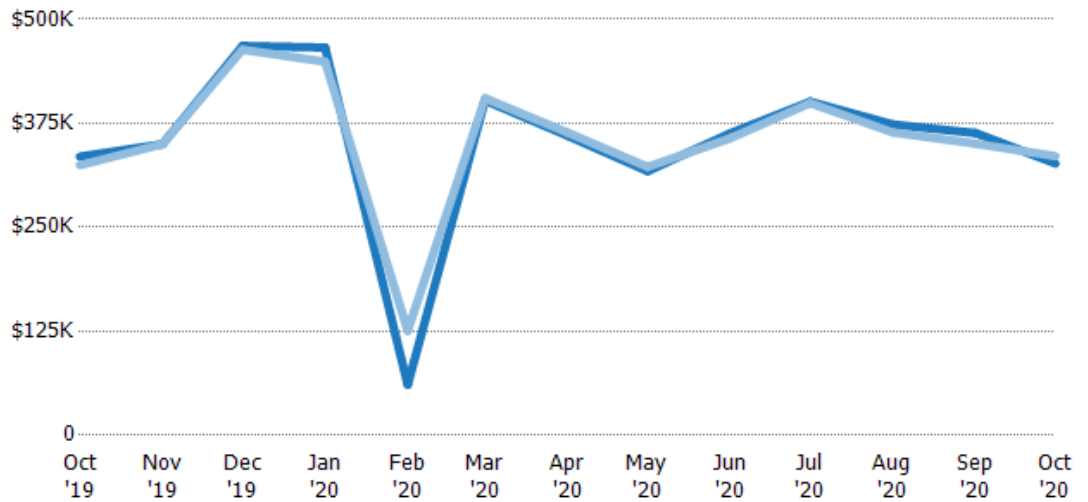
Current Year	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K	\$385K	\$360K	\$336K
Prior Year	\$90K	\$378K	\$55K	\$505K	\$394K	\$283K	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K
Percent Change from Prior Year	183%	-7%	536%	-11%	100%	43%	-100%	-35%	-4%	-6%	36%	21%	32%

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



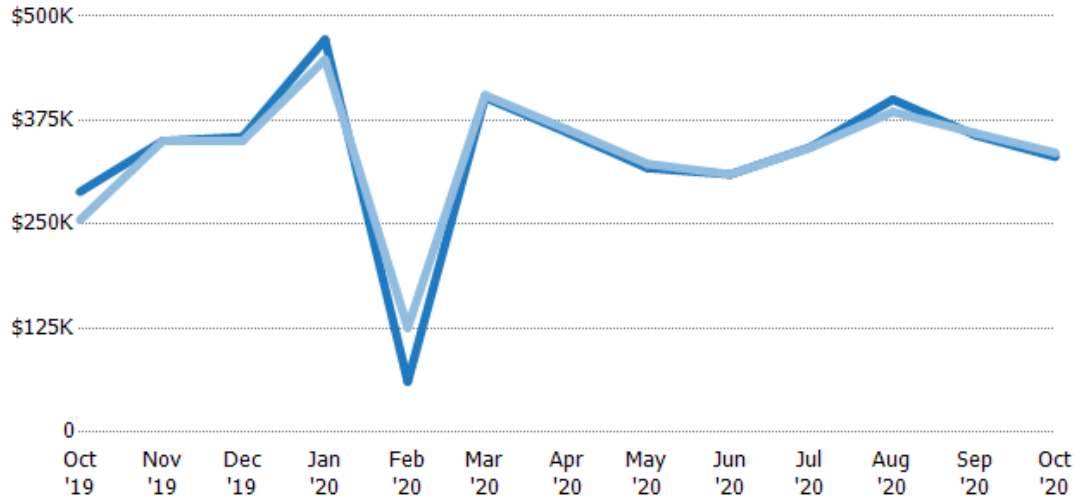
Avg List Price	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K	\$374K	\$363K	\$327K
Avg Sales Price	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K	\$364K	\$351K	\$335K
Avg Sales Price as a % of Avg List Price	97%	100%	99%	96%	206%	101%	101%	102%	98%	100%	97%	96%	103%

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



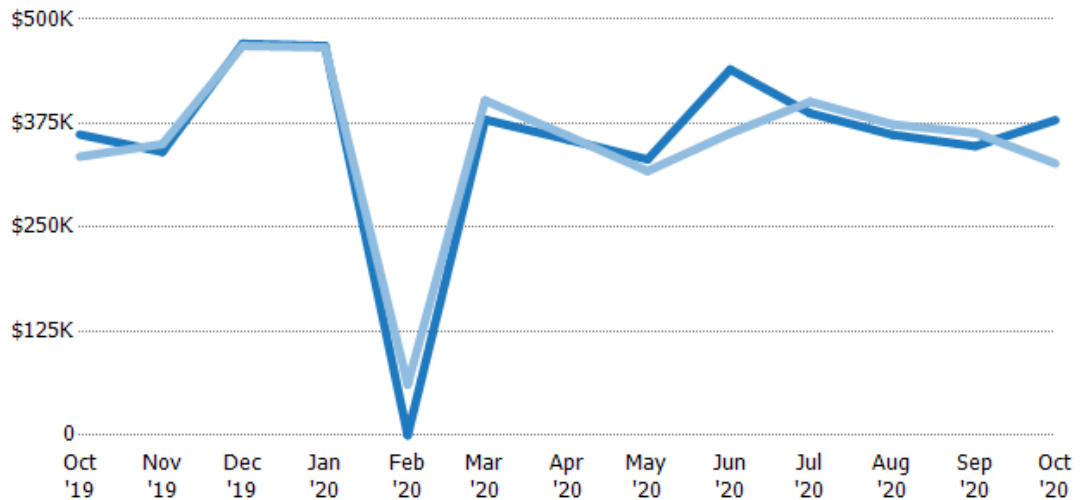
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K	\$400K	\$357K	\$331K
Median Sales Price	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K	\$385K	\$360K	\$336K
Med Sales Price as a % of Med List Price	88%	100%	99%	95%	206%	101%	101%	102%	100%	100%	96%	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



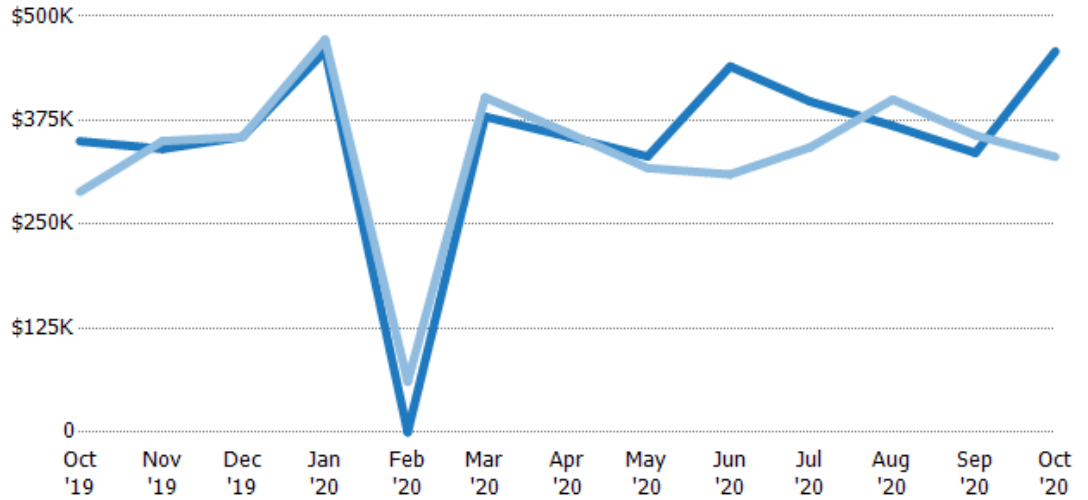
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$361K	\$341K	\$471K	\$468K	\$0	\$379K	\$355K	\$332K	\$440K	\$387K	\$361K	\$347K	\$379K
Avg Sales Price	\$335K	\$350K	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K	\$374K	\$363K	\$327K
Avg Sales Price as a % of Avg Est Value	93%	103%	99%	100%	100%	106%	101%	96%	83%	104%	103%	105%	86%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$350K	\$341K	\$355K	\$458K	\$0	\$379K	\$355K	\$332K	\$440K	\$398K	\$368K	\$336K	\$458K
Median Sales Price	\$289K	\$350K	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K	\$400K	\$357K	\$331K
Med Sales Price as a % of Med Est Value	83%	103%	100%	103%	100%	106%	101%	96%	71%	86%	109%	106%	72%