

Summary of Key Listing and Sales Metrics

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

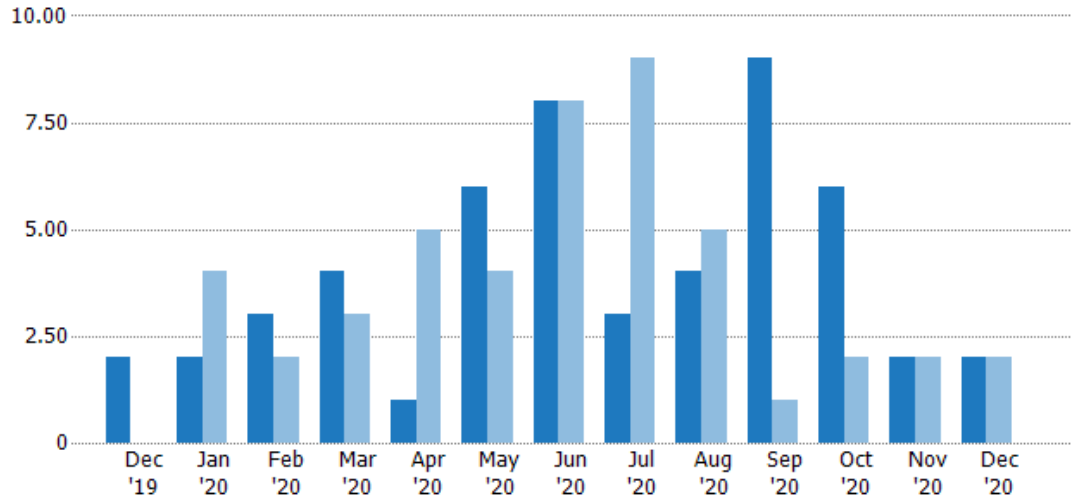
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	2	2	+/-	50	47	+6.4%
New Listing Volume	\$1,165,000	\$590,000	+97.5%	\$18,753,200	\$17,522,545	+7%
Active Listing Count	3	11	-72.7%	N/A	N/A	
Active Listing Volume	\$2,250,000	\$5,446,000	-58.7%	N/A	N/A	
Average Listing Price	\$750,000	\$495,091	+51.5%	\$476,997	\$435,763	+9.5%
Median Listing Price	\$725,000	\$441,000	+64.4%	\$450,981	\$411,399	+9.6%
Median Days in RPR	73	322	-77.3%	533.42	197.72	+169.8%
Months of Inventory	0.6	11	-94.5%	2.7	6	-54.7%
Absorption Rate	166.67%	9.09%	+157.6%	36.79%	16.67%	+20.1%
Sales Activity Charts Metrics						
New Pending Sales Count	2	2	+/-	52	48	+8.3%
New Pending Sales Volume	\$1,340,000	\$515,000	+160.2%	\$19,197,500	\$18,779,650	+2.2%
Pending Sales Count	6	5	+20%	N/A	N/A	
Pending Sales Volume	\$2,599,500	\$2,218,900	+17.2%	N/A	N/A	
Closed Sales Count	3	3	+/-	45	39	+15.4%
Closed Sales Volume	\$1,209,000	\$1,390,500	-13.1%	\$16,690,400	\$15,559,291	+7.3%
Average Sales Price	\$403,000	\$463,500	-13.1%	\$370,898	\$398,956	-7%
Median Sales Price	\$425,000	\$350,000	+21.4%	\$354,516	\$373,981	-5.2%

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



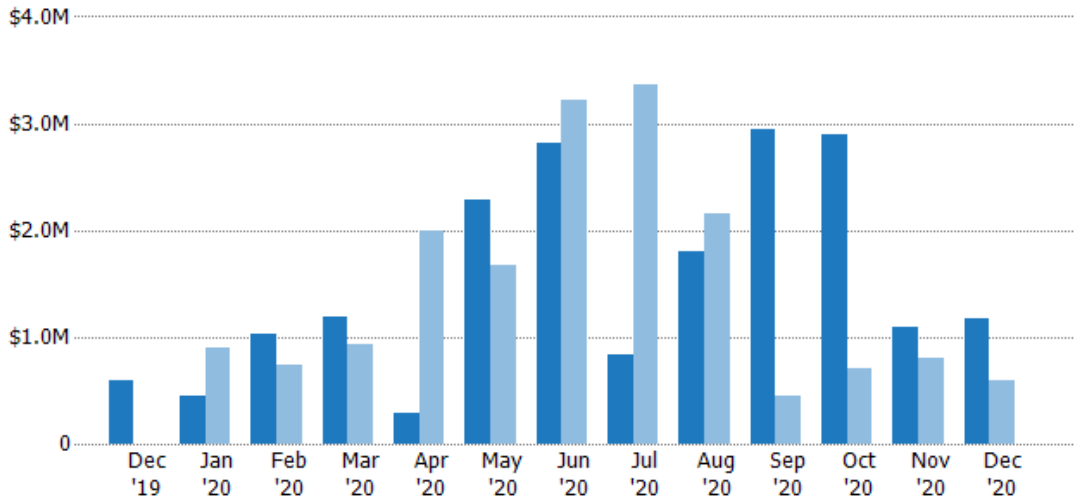
Current Year	2	2	3	4	1	6	8	3	4	9	6	2	2
Prior Year	-	4	2	3	5	4	8	9	5	1	2	2	2
Percent Change from Prior Year	100%	-50%	50%	33%	-80%	50%	0%	-67%	-20%	800%	200%	0%	0%

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



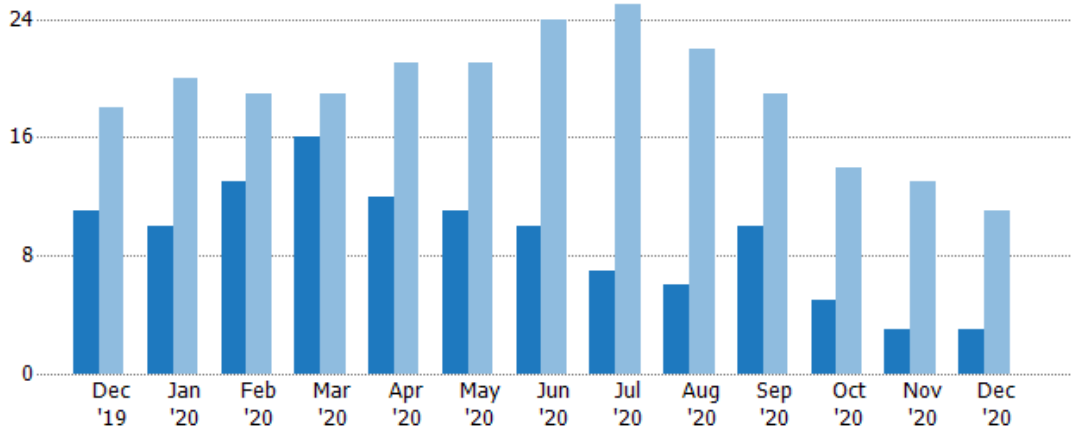
Current Year	\$590K	\$441K	\$1.03M	\$1.18M	\$295K	\$2.28M	\$2.82M	\$829K	\$1.8M	\$2.94M	\$2.89M	\$1.09M	\$1.17M
Prior Year	-	\$895K	\$732K	\$930K	\$1.99M	\$1.67M	\$3.22M	\$3.37M	\$2.16M	\$455K	\$705K	\$800K	\$590K
Percent Change from Prior Year	100%	-51%	40%	27%	-85%	36%	-13%	-75%	-17%	546%	310%	36%	97%

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.
Dec '20	3	-72.7%
Dec '19	11	-38.9%
Dec '18	18	11.1%

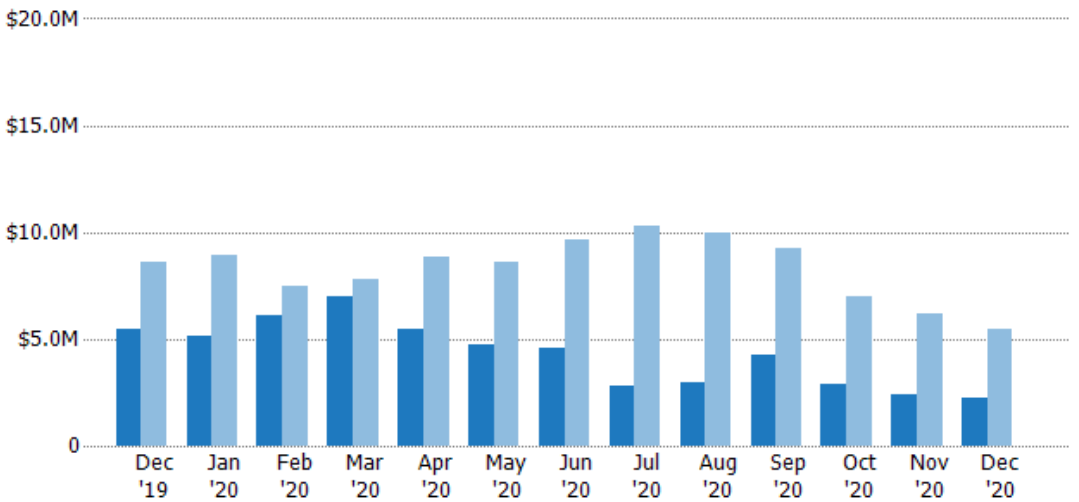
Month/Year	Count	% Chg.
Dec '20	3	-72.7%
Dec '19	11	-38.9%
Dec '18	18	11.1%

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.
Dec '20	\$2.25M	-58.7%
Dec '19	\$5.45M	-36.8%
Dec '18	\$8.61M	24.5%

Month/Year	Volume	% Chg.
Dec '20	\$2.25M	-58.7%
Dec '19	\$5.45M	-36.8%
Dec '18	\$8.61M	24.5%

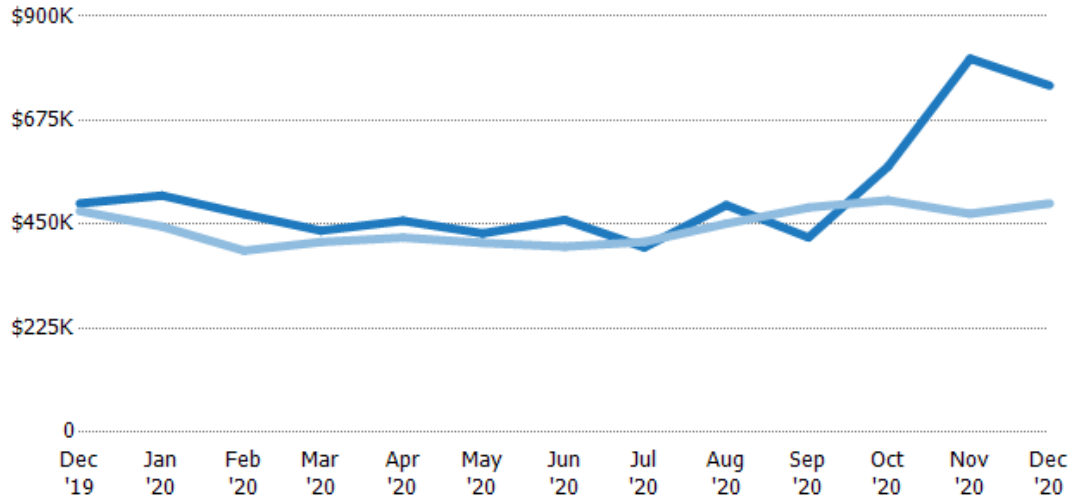
Average Listing Price

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.
Dec '20	\$750K	51.5%
Dec '19	\$495K	3.5%
Dec '18	\$479K	12%



Current Year	\$495K	\$512K	\$472K	\$436K	\$457K	\$430K	\$459K	\$400K	\$491K	\$421K	\$575K	\$808K	\$750K
Prior Year	\$479K	\$445K	\$393K	\$412K	\$421K	\$410K	\$402K	\$412K	\$451K	\$486K	\$502K	\$473K	\$495K
Percent Change from Prior Year	3%	15%	20%	6%	9%	5%	14%	-3%	9%	-13%	15%	71%	51%

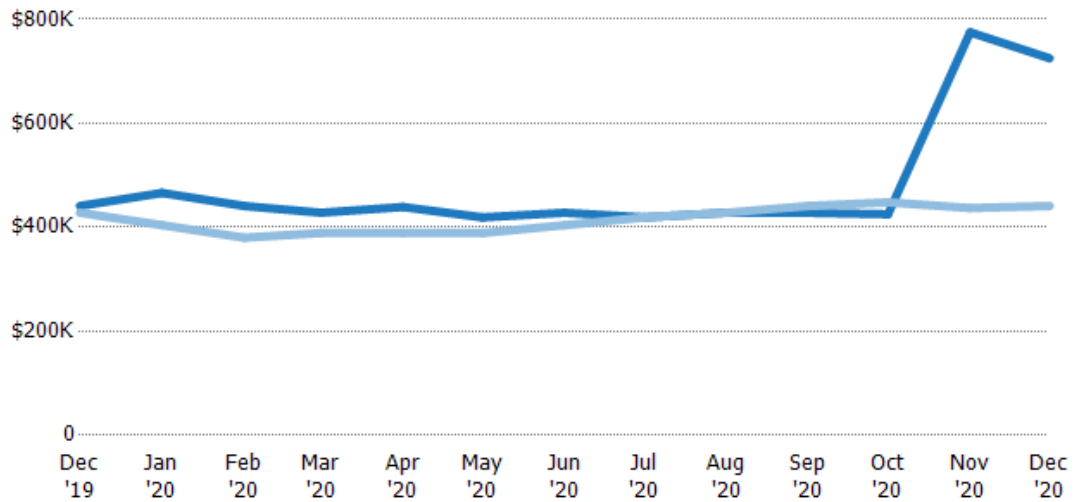
Median Listing Price

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.
Dec '20	\$725K	64.4%
Dec '19	\$441K	3%
Dec '18	\$428K	2.6%



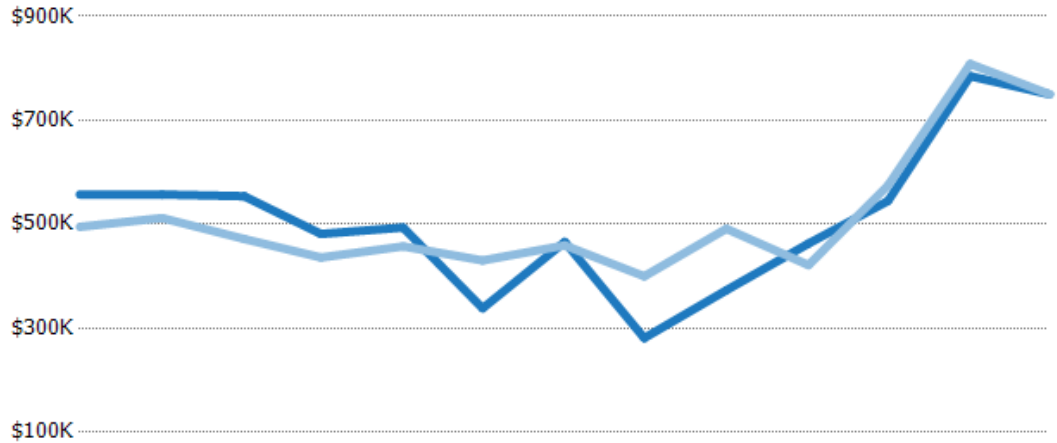
Current Year	\$441K	\$466K	\$441K	\$428K	\$439K	\$419K	\$428K	\$419K	\$428K	\$428K	\$425K	\$775K	\$725K
Prior Year	\$428K	\$404K	\$380K	\$389K	\$389K	\$389K	\$404K	\$419K	\$428K	\$441K	\$448K	\$437K	\$441K
Percent Change from Prior Year	3%	15%	16%	10%	13%	8%	6%	0%	0%	-3%	-5%	77%	64%

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



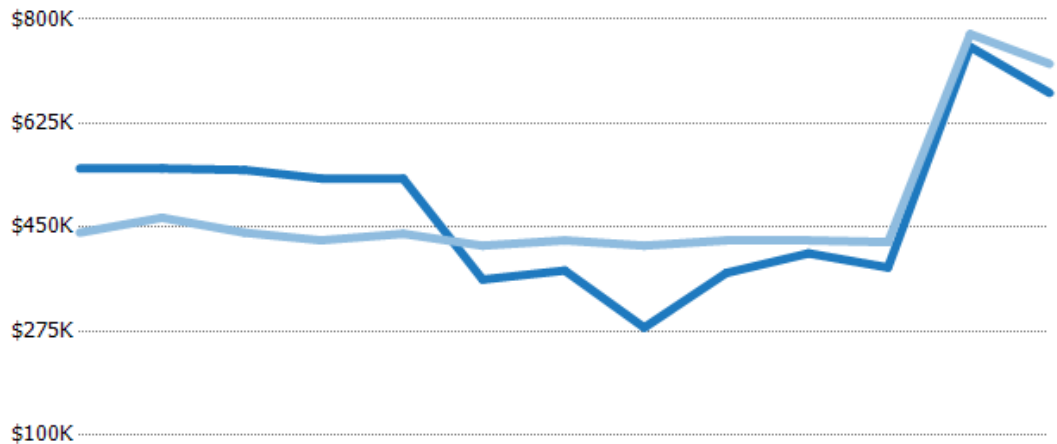
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$557K	\$557K	\$554K	\$481K	\$494K	\$338K	\$466K	\$281K	\$373K	\$463K	\$545K	\$785K	\$750K
Avg Listing Price	\$495K	\$512K	\$472K	\$436K	\$457K	\$430K	\$459K	\$400K	\$491K	\$421K	\$575K	\$808K	\$750K
Avg Listing Price as a % of Avg Est Value	89%	92%	85%	91%	93%	127%	99%	142%	132%	91%	105%	103%	100%

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



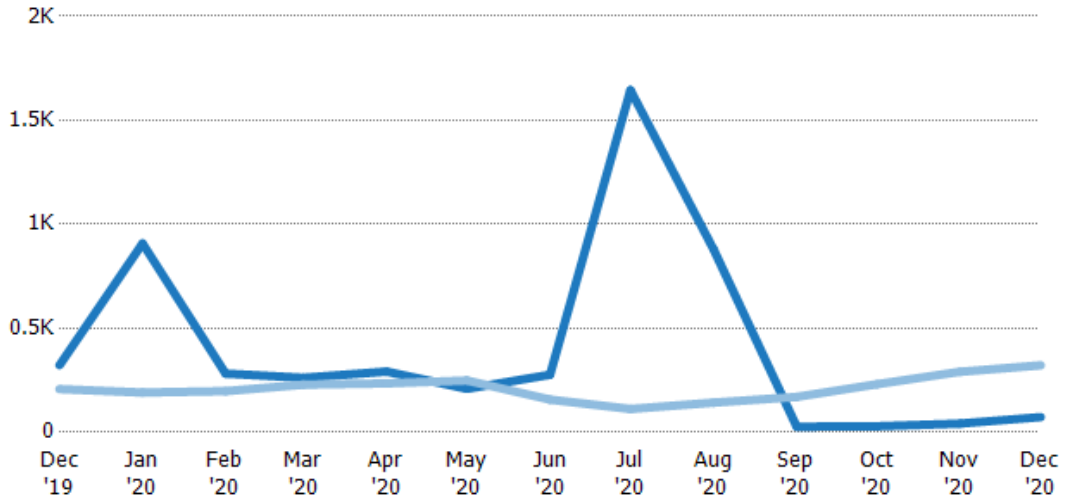
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$549K	\$549K	\$546K	\$532K	\$532K	\$362K	\$377K	\$281K	\$373K	\$406K	\$382K	\$754K	\$676K
Median Listing Price	\$441K	\$466K	\$441K	\$428K	\$439K	\$419K	\$428K	\$419K	\$428K	\$428K	\$425K	\$775K	\$725K
Med Listing Price as a % of Med Est Value	80%	85%	81%	80%	83%	116%	113%	149%	115%	105%	111%	103%	107%

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



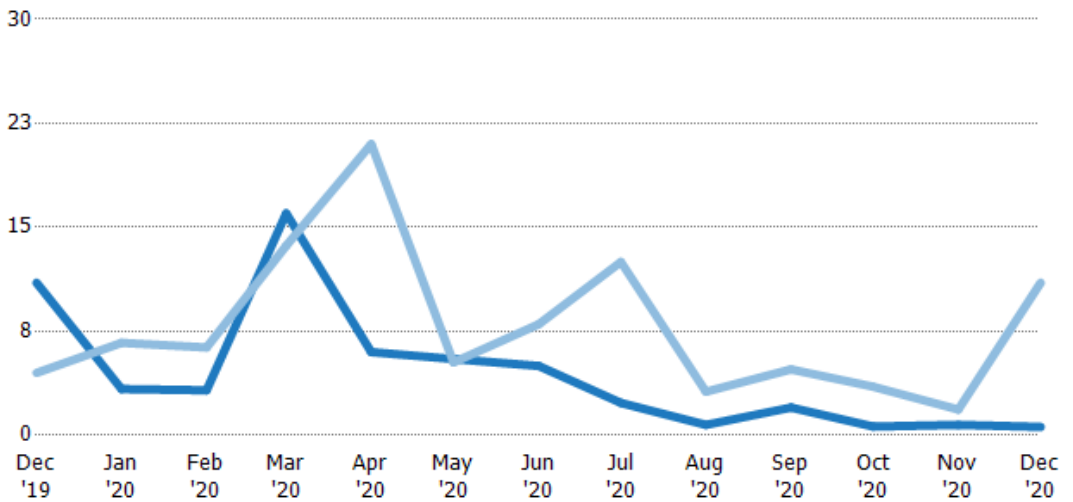
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	322	908	282	262	292	209	277	1.65K	880	27	29	42	73
Prior Year	208	191	198	229	235	249	157	112	143	170	231	291	322
Percent Change from Prior Year	55%	375%	42%	14%	24%	-16%	76%	1,369%	517%	-84%	-87%	-86%	-77%

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:
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Family Residence



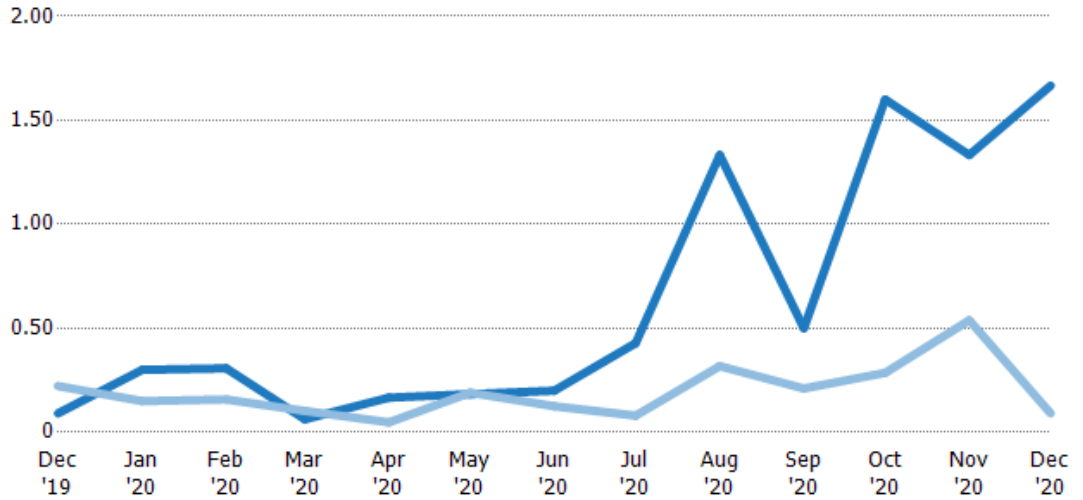
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	11	3.33	3.25	16	6	5.5	5	2.33	0.75	2	0.63	0.75	0.6
Prior Year	4.5	6.67	6.33	13.7	21	5.25	8	12.5	3.14	4.75	3.5	1.86	11
Percent Change from Prior Year	144%	-50%	-49%	100%	-71%	-100%	-38%	-81%	-76%	-58%	-82%	-60%	-95%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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Property Type:
Condo/Townhouse/Apt, Single
Family Residence



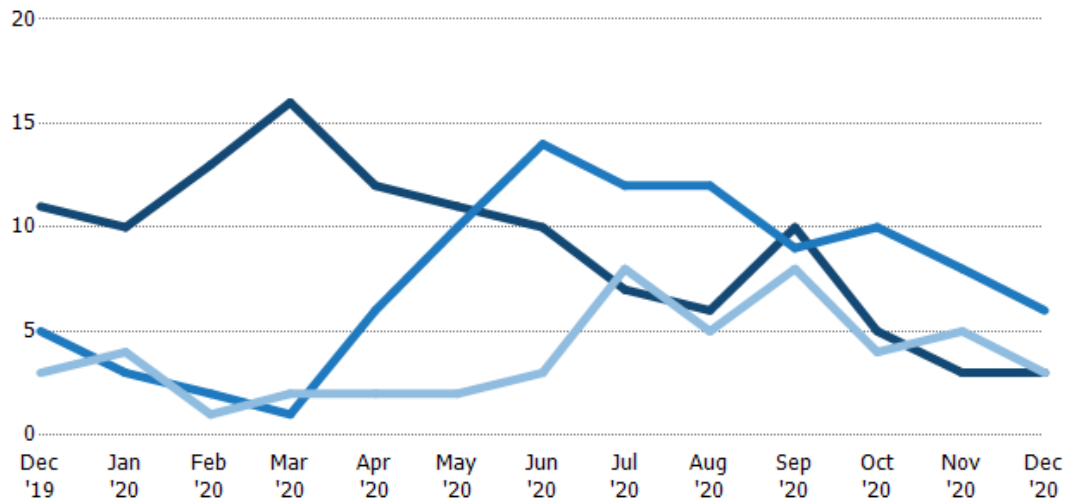
Current Year	9%	30%	31%	6%	17%	18%	20%	43%	133%	50%	160%	133%	167%
Prior Year	22%	15%	16%	10%	5%	19%	13%	8%	32%	21%	29%	54%	9%
Change from Prior Year	13%	-15%	-15%	-6%	-12%	19%	-8%	-35%	-102%	-29%	-131%	-79%	-158%

Active/Pending/Sold Units

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

Filters Used

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



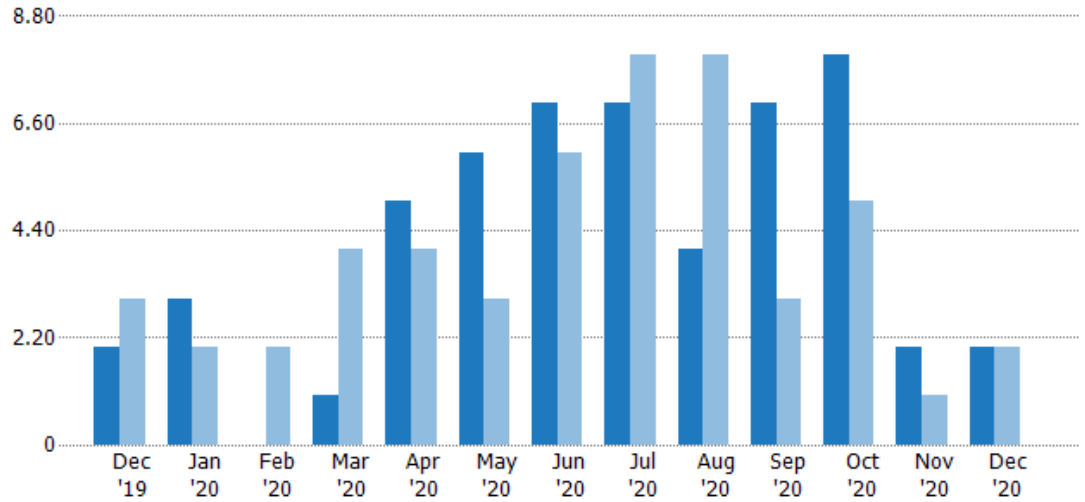
Active	11	10	13	16	12	11	10	7	6	10	5	3	3
Pending	5	3	2	1	6	10	14	12	12	9	10	8	6
Sold	3	4	1	2	2	2	3	8	5	8	4	5	3

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



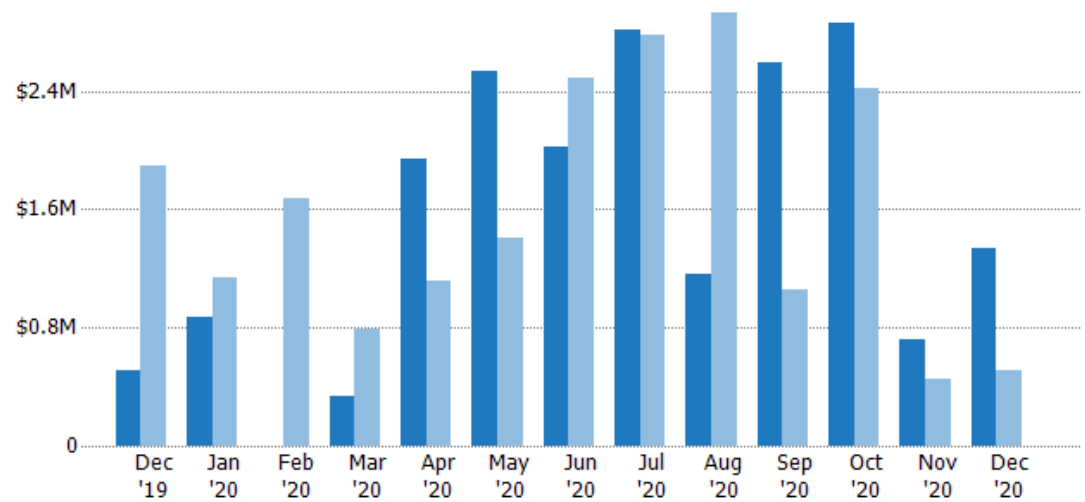
Current Year	2	3	-	1	5	6	7	7	4	7	8	2	2
Prior Year	3	2	2	4	4	3	6	8	8	3	5	1	2
Percent Change from Prior Year	-33%	50%	-100%	-75%	25%	100%	17%	-13%	-50%	133%	60%	100%	0%

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	\$515K	\$866K	-	\$340K	\$1.94M	\$2.53M	\$2.02M	\$2.82M	\$1.16M	\$2.59M	\$2.86M	\$720K	\$1.34M
Prior Year	\$1.89M	\$1.13M	\$1.68M	\$795K	\$1.12M	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K
Percent Change from Prior Year	-73%	-24%	-100%	-57%	74%	80%	-19%	2%	-60%	144%	18%	58%	160%

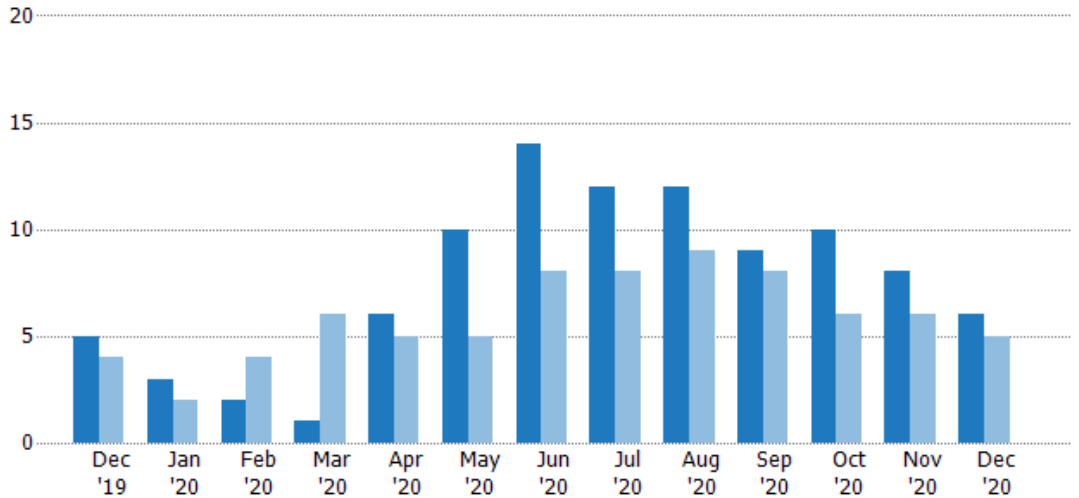
Pending Sales

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.
Dec '20	6	20%
Dec '19	5	25%
Dec '18	4	50%



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

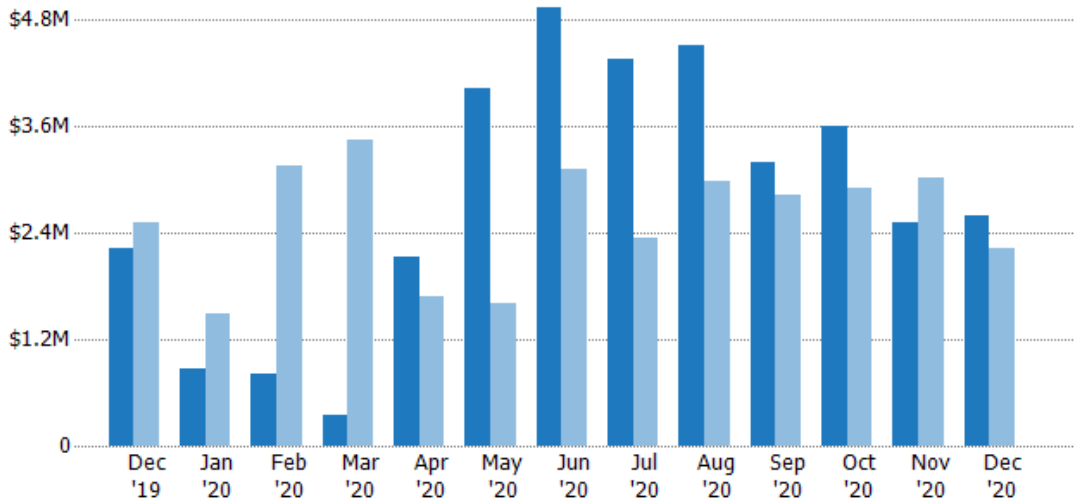
Pending Sales Volume

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.
Dec '20	\$2.6M	17.2%
Dec '19	\$2.22M	-12.1%
Dec '18	\$2.52M	-20.9%



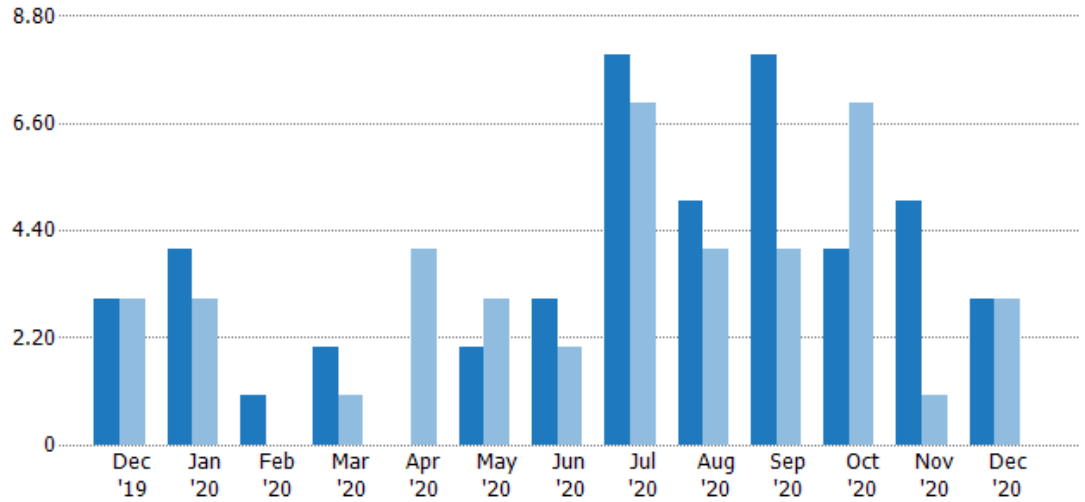
Current Year	\$2.22M	\$866K	\$805K	\$340K	\$2.12M	\$4.02M	\$4.95M	\$4.37M	\$4.51M	\$3.21M	\$3.61M	\$2.52M	\$2.6M
Prior Year	\$2.52M	\$1.49M	\$3.16M	\$3.44M	\$1.68M	\$1.6M	\$3.12M	\$2.35M	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.22M
Percent Change from Prior Year	-12%	-42%	-75%	-90%	26%	151%	59%	86%	51%	13%	24%	-16%	17%

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



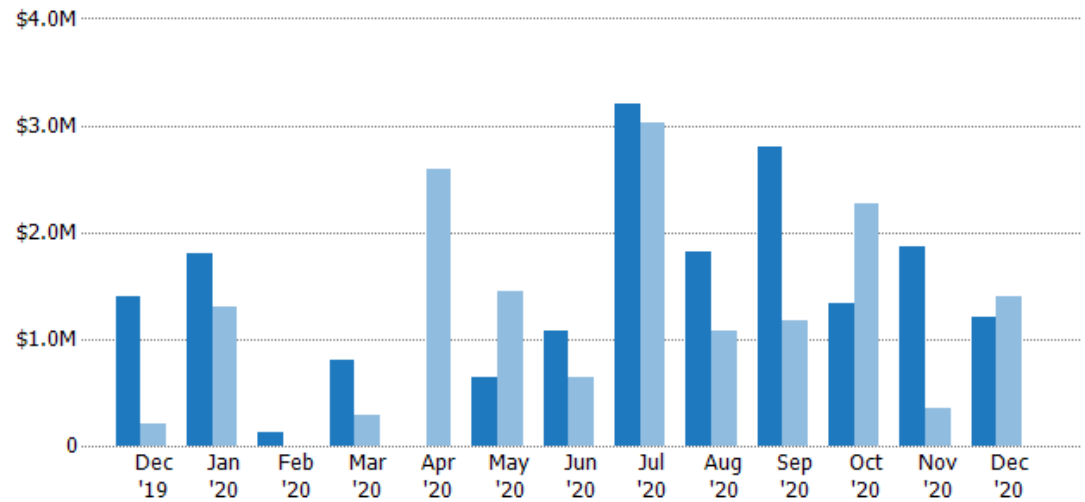
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	3	4	1	2	-	2	3	8	5	8	4	5	3
Prior Year	3	3	-	1	4	3	2	7	4	4	7	1	3
Percent Change from Prior Year	0%	33%	100%	100%	-100%	-33%	50%	14%	25%	100%	-43%	400%	0%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K	\$1.07M	\$3.19M	\$1.82M	\$2.8M	\$1.34M	\$1.87M	\$1.21M
Prior Year	\$203K	\$1.31M	-	\$283K	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M
Percent Change from Prior Year	585%	38%	100%	186%	-100%	-56%	65%	6%	70%	139%	-41%	435%	-13%

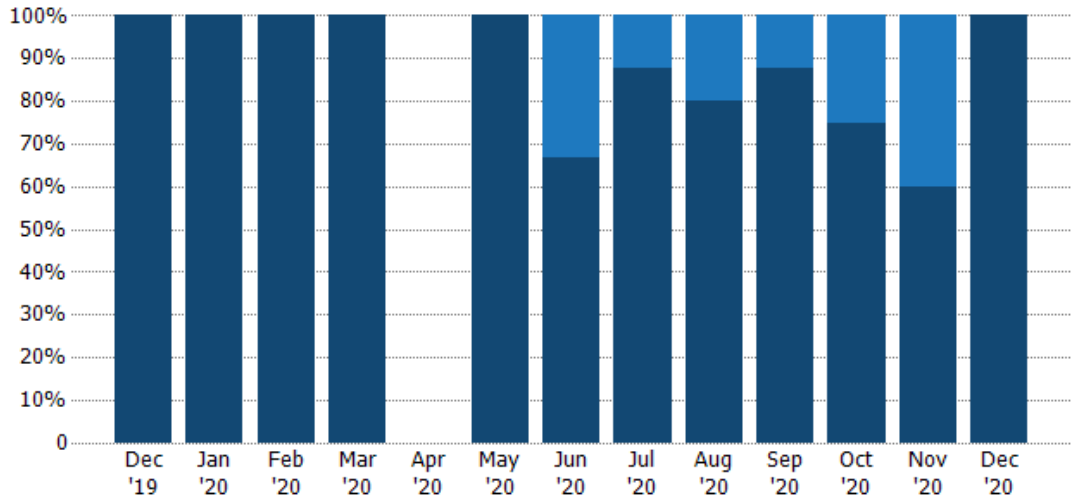
Closed Sales by Property Type

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

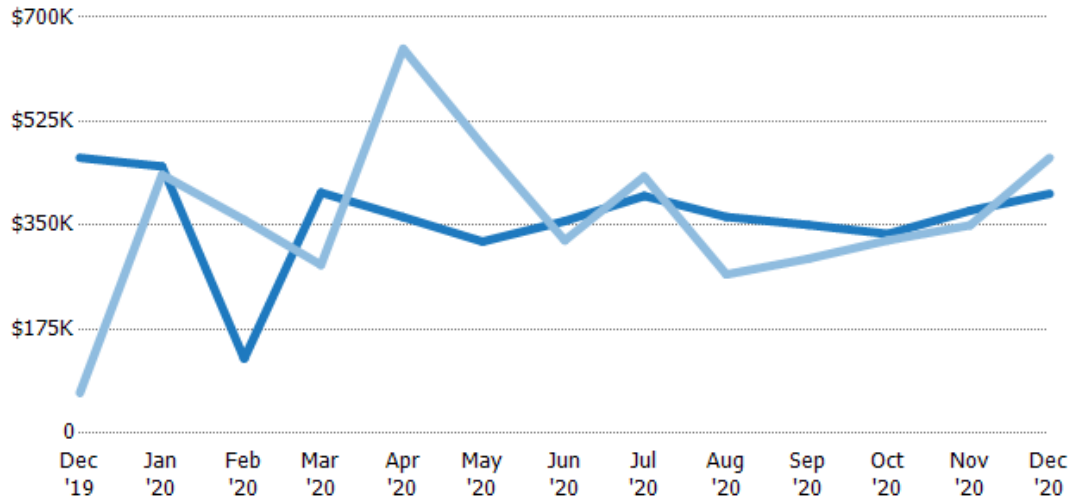
Average Sales Price

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



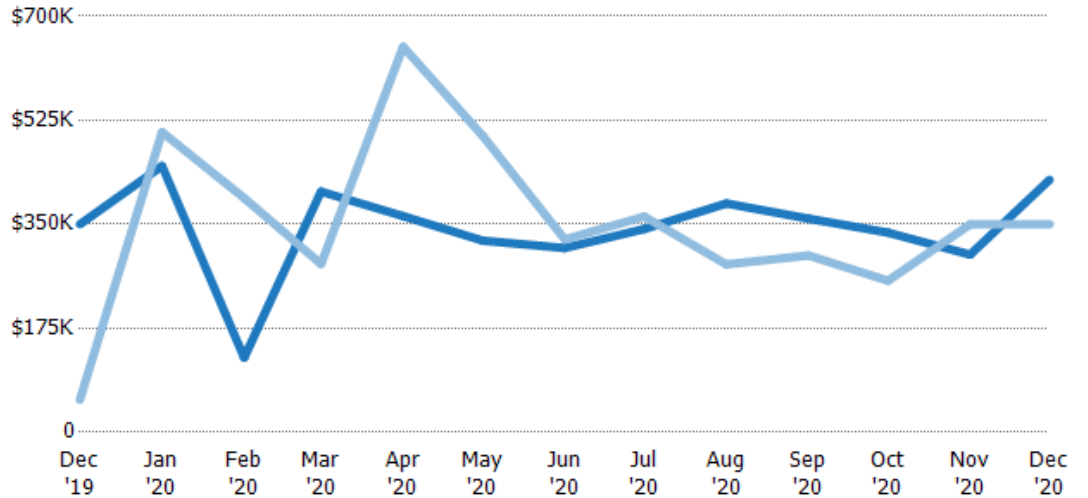
Current Year	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K	\$364K	\$351K	\$335K	\$375K	\$403K
Prior Year	\$67.7K	\$435K	\$359K	\$283K	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K
Percent Change from Prior Year	585%	3%	100%	43%	-100%	-33%	10%	-8%	36%	19%	3%	7%	-13%

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



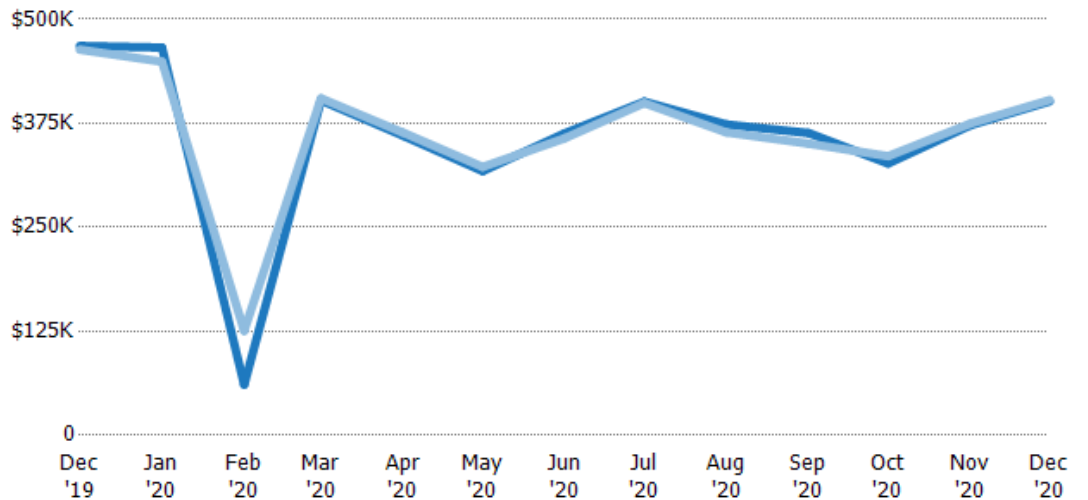
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K	\$385K	\$360K	\$336K	\$299K	\$425K
Prior Year	\$55K	\$505K	\$394K	\$283K	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K
Percent Change from Prior Year	536%	-11%	100%	43%	-100%	-35%	-4%	-6%	36%	21%	32%	-15%	21%

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



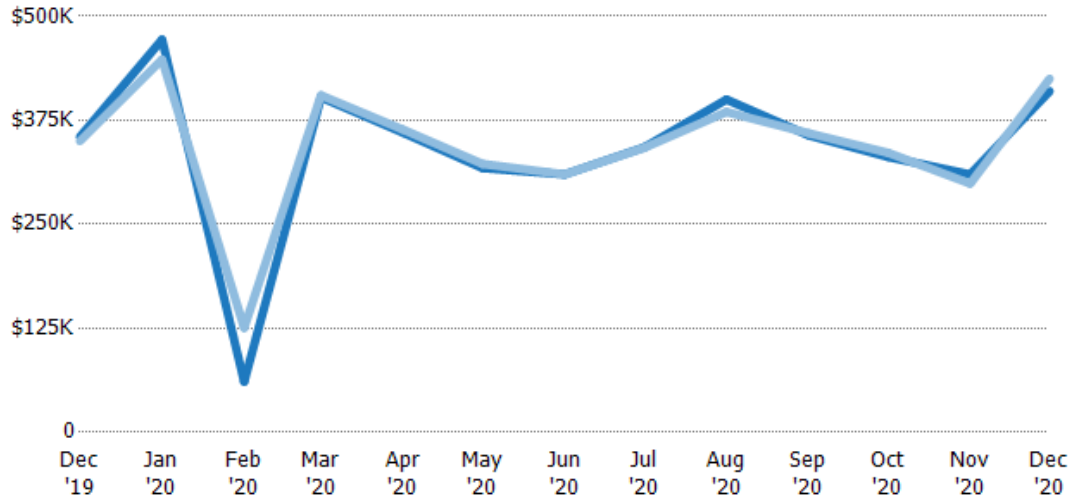
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg List Price	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K	\$374K	\$363K	\$327K	\$373K	\$401K
Avg Sales Price	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K	\$364K	\$351K	\$335K	\$375K	\$403K
Avg Sales Price as a % of Avg List Price	99%	96%	206%	101%	101%	102%	98%	100%	97%	96%	103%	101%	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



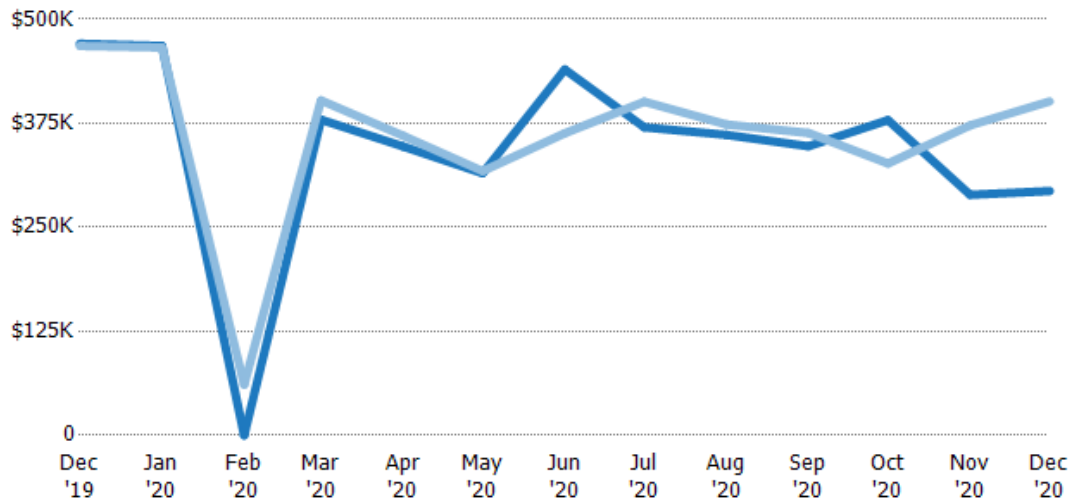
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median List Price	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K	\$400K	\$357K	\$331K	\$310K	\$410K
Median Sales Price	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K	\$385K	\$360K	\$336K	\$299K	\$425K
Med Sales Price as a % of Med List Price	99%	95%	206%	101%	101%	102%	100%	100%	96%	101%	102%	96%	104%

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



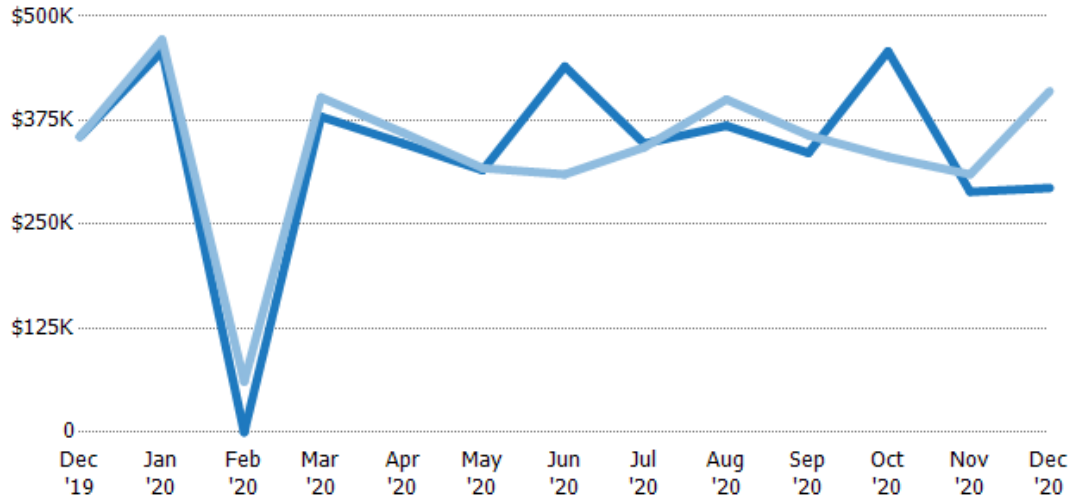
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$471K	\$468K	\$0	\$379K	\$347K	\$315K	\$440K	\$370K	\$361K	\$347K	\$379K	\$289K	\$294K
Avg Sales Price	\$468K	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K	\$374K	\$363K	\$327K	\$373K	\$401K
Avg Sales Price as a % of Avg Est Value	99%	100%	100%	106%	103%	101%	83%	108%	103%	105%	86%	129%	137%

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	\$355K	\$458K	\$0	\$379K	\$347K	\$315K	\$440K	\$347K	\$368K	\$336K	\$458K	\$289K	\$294K
Median Sales Price	\$355K	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K	\$400K	\$357K	\$331K	\$310K	\$410K
Med Sales Price as a % of Med Est Value	100%	103%	100%	106%	103%	101%	71%	99%	109%	106%	72%	107%	140%

Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05676	6	\$2,599,500	3	\$1,209,000	\$403,000	\$425,000	\$201	\$199	28

Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Barre, VT	4	\$2,087,000	3	\$1,209,000	\$403,000	\$425,000	\$201	\$199	28