

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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	2	+150%	55	49	+12.2%
New Listing Volume	\$1,327,500	\$440,800	+201.2%	\$20,080,700	\$17,963,345	+11.8%
Active Listing Count	5	5	+/-	N/A	N/A	
Active Listing Volume	\$2,525,500	\$2,953,000	-14.5%	N/A	N/A	
Average Listing Price	\$505,100	\$590,600	-14.5%	\$501,496	\$440,989	+13.7%
Median Listing Price	\$389,000	\$550,000	-29.3%	\$465,794	\$397,707	+17.1%
Median Days in RPR	17	241	-92.9%	55.7	136.08	-59.1%
Months of Inventory	1.7	1.7	+/-	1.3	1.7	-25%
Absorption Rate	60%	60%	+/-	80%	60%	+20%
Sales Activity Charts Metrics						
New Pending Sales Count	5	3	+66.7%	57	51	+11.8%
New Pending Sales Volume	\$2,026,000	\$865,800	+134%	\$21,223,500	\$19,645,450	+8%
Pending Sales Count	3	3	+/-	N/A	N/A	
Pending Sales Volume	\$1,102,000	\$865,800	+27.3%	N/A	N/A	
Closed Sales Count	2	4	-50%	47	43	+9.3%
Closed Sales Volume	\$525,000	\$1,796,200	-70.8%	\$17,215,400	\$17,355,491	-0.8%
Average Sales Price	\$262,500	\$449,050	-41.5%	\$366,285	\$403,616	-9.2%
Median Sales Price	\$262,500	\$448,100	-41.4%	\$350,600	\$380,876	-7.9%

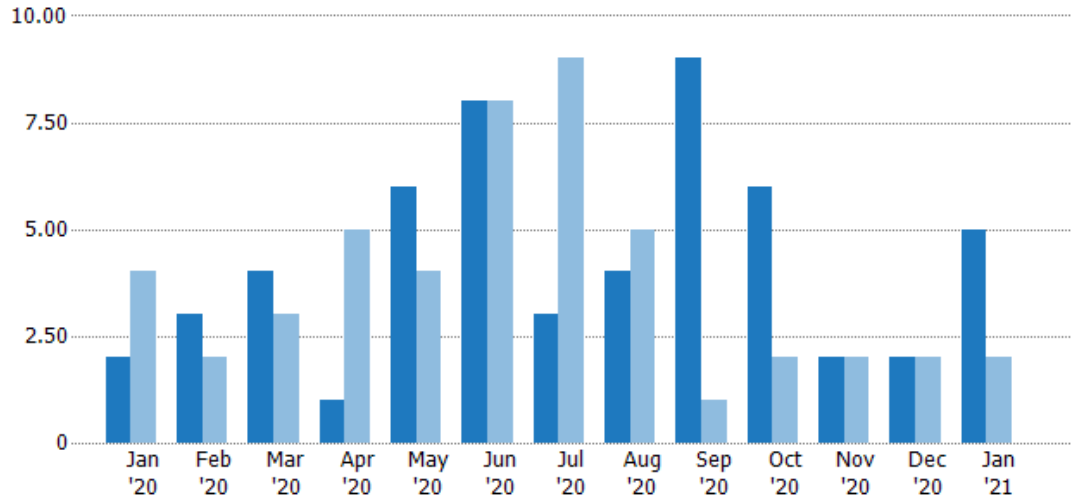
New Listings

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

Month/ Year	Count	% Chg.
Jan '21	5	150%
Jan '20	2	-50%
Jan '19	4	-75%



Current Year	2	3	4	1	6	8	3	4	9	6	2	2	5
Prior Year	4	2	3	5	4	8	9	5	1	2	2	2	2
Percent Change from Prior Year	-50%	50%	33%	-80%	50%	0%	-67%	-20%	800%	200%	0%	0%	150%

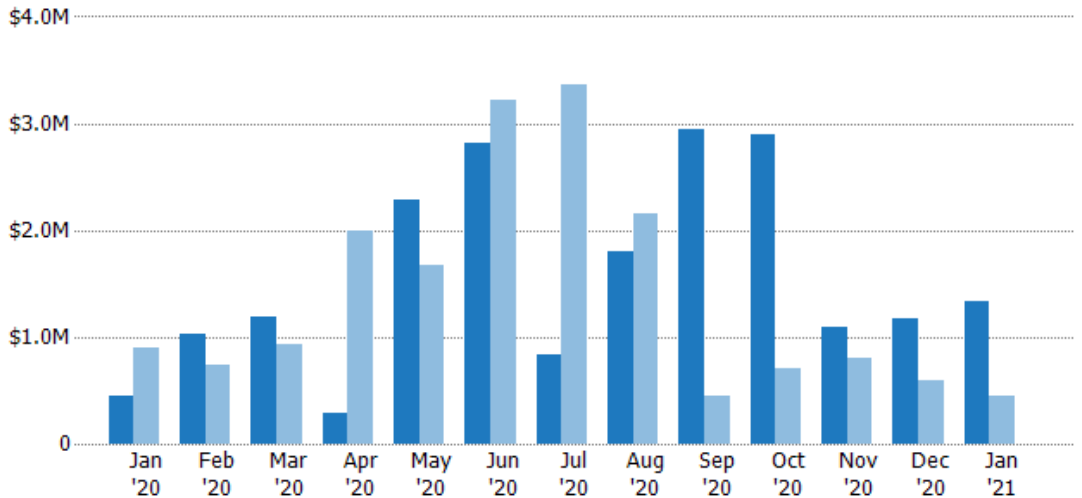
New Listing Volume

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

Month/ Year	Volume	% Chg.
Jan '21	\$1.33M	201.2%
Jan '20	\$441K	-50.7%
Jan '19	\$895K	-47.6%



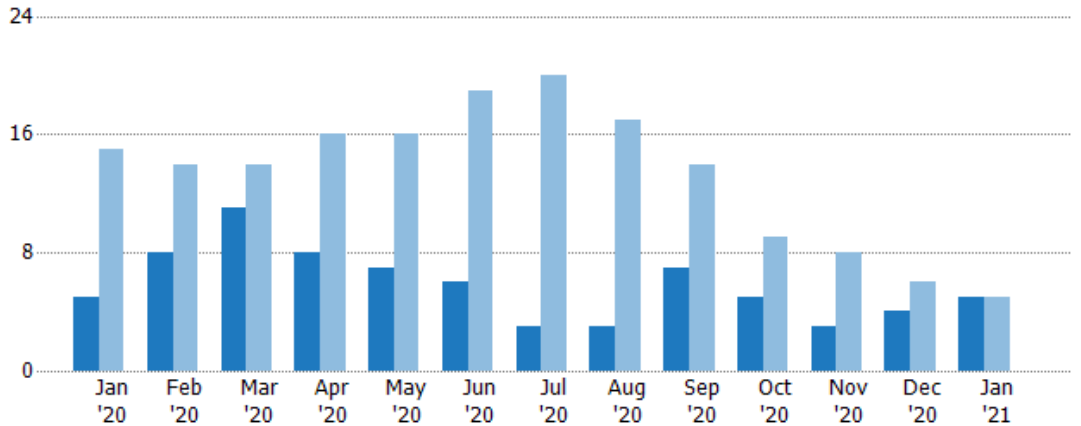
Current Year	\$441K	\$1.03M	\$1.18M	\$295K	\$2.28M	\$2.82M	\$829K	\$1.8M	\$2.94M	\$2.89M	\$1.09M	\$1.17M	\$1.33M
Prior Year	\$895K	\$732K	\$930K	\$1.99M	\$1.67M	\$3.22M	\$3.37M	\$2.16M	\$455K	\$705K	\$800K	\$590K	\$441K
Percent Change from Prior Year	-51%	40%	27%	-85%	36%	-13%	-75%	-17%	546%	310%	36%	97%	201%

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



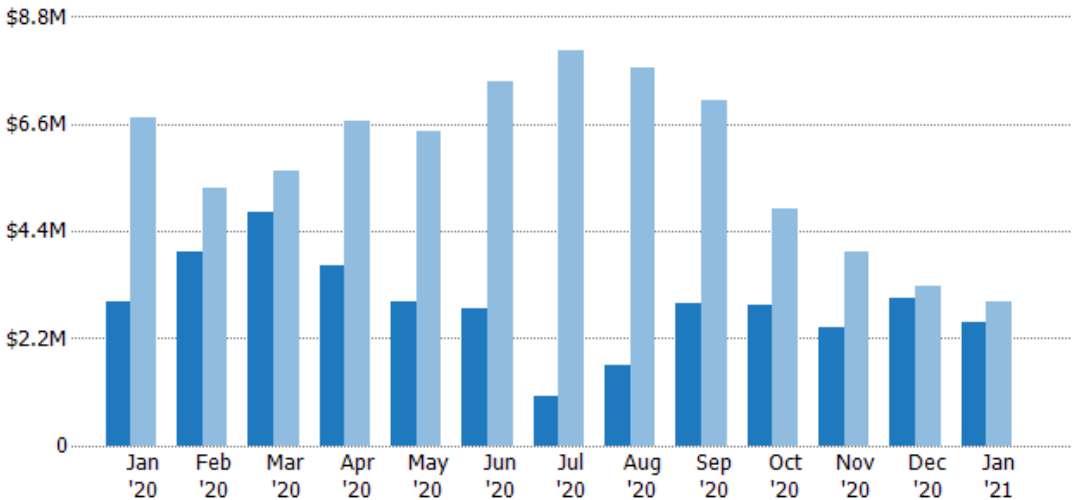
Month/Year	Count	% Chg.
Jan '21	5	0%
Jan '20	5	-66.7%
Jan '19	15	-20%

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.
Jan '21	\$2.53M	-14.5%
Jan '20	\$2.95M	-56.1%
Jan '19	\$6.73M	10.3%

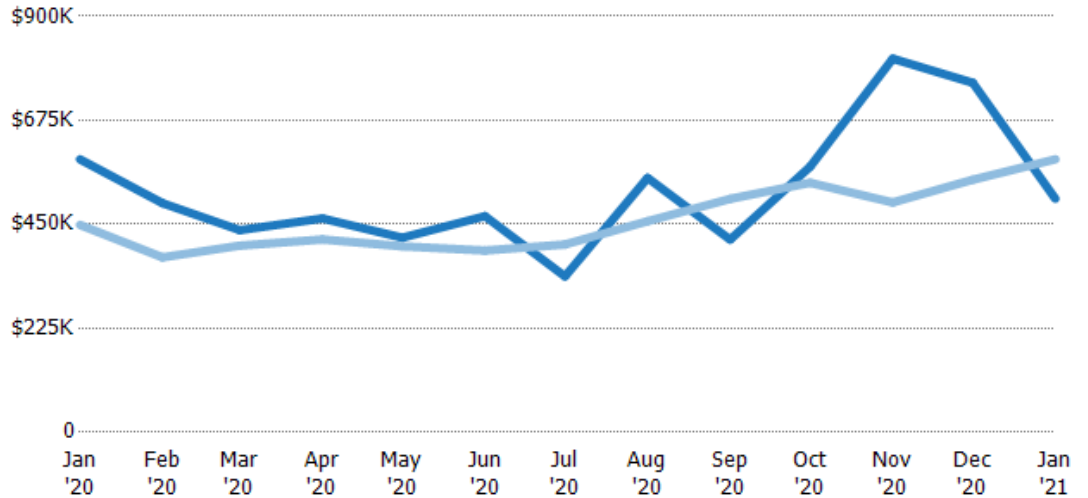
Average Listing Price

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.
Jan '21	\$505K	-14.5%
Jan '20	\$591K	31.6%
Jan '19	\$449K	37.9%



Current Year	\$591K	\$496K	\$437K	\$463K	\$421K	\$468K	\$337K	\$551K	\$417K	\$575K	\$808K	\$756K	\$505K
Prior Year	\$449K	\$378K	\$404K	\$417K	\$402K	\$393K	\$406K	\$457K	\$505K	\$540K	\$497K	\$546K	\$591K
Percent Change from Prior Year	32%	31%	8%	11%	5%	19%	-17%	21%	-17%	6%	63%	38%	-14%

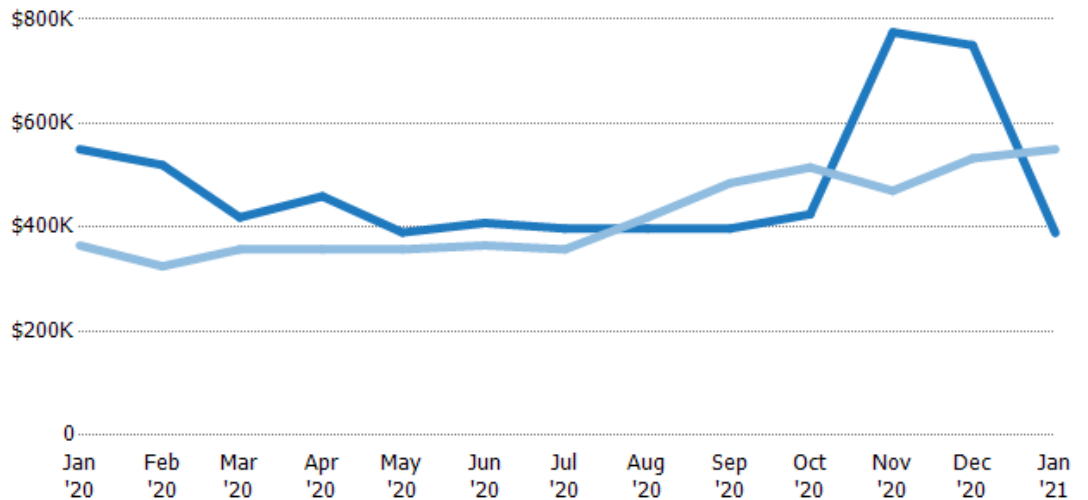
Median Listing Price

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.
Jan '21	\$389K	-29.3%
Jan '20	\$550K	50.7%
Jan '19	\$365K	95.1%



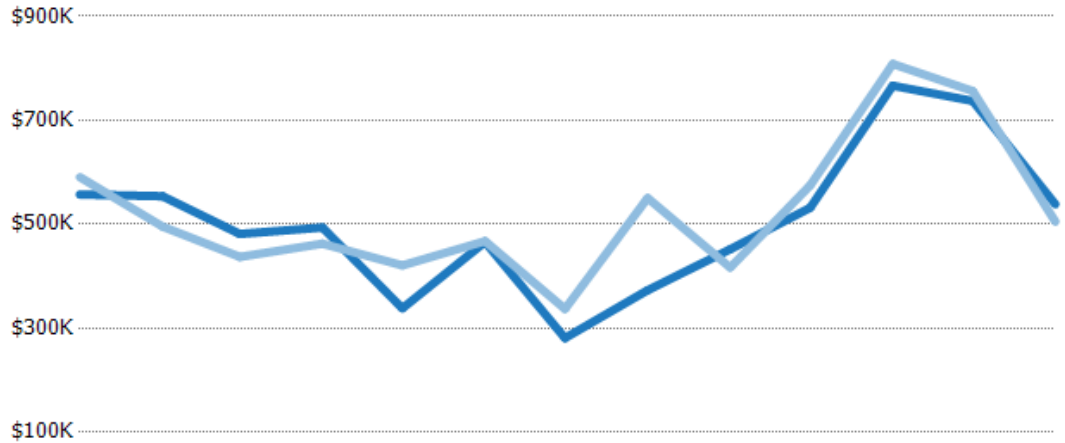
Current Year	\$550K	\$520K	\$419K	\$459K	\$390K	\$408K	\$398K	\$398K	\$398K	\$425K	\$775K	\$750K	\$389K
Prior Year	\$365K	\$325K	\$357K	\$357K	\$357K	\$365K	\$357K	\$419K	\$485K	\$515K	\$470K	\$533K	\$550K
Percent Change from Prior Year	51%	60%	17%	29%	9%	12%	11%	-5%	-18%	-17%	65%	41%	-29%

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



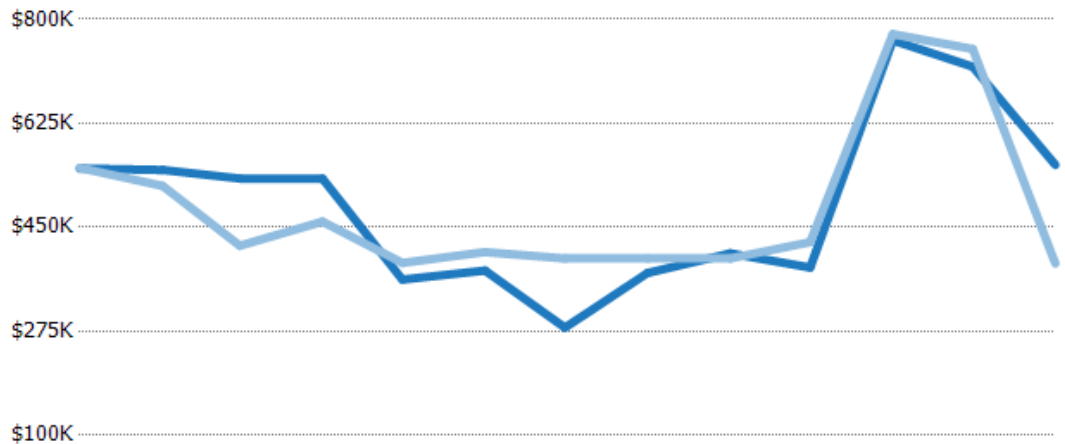
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$557K	\$554K	\$481K	\$494K	\$338K	\$466K	\$281K	\$373K	\$452K	\$532K	\$767K	\$737K	\$538K
Avg Listing Price	\$591K	\$496K	\$437K	\$463K	\$421K	\$468K	\$337K	\$551K	\$417K	\$575K	\$808K	\$756K	\$505K
Avg Listing Price as a % of Avg Est Value	106%	89%	91%	94%	124%	100%	120%	148%	92%	108%	105%	103%	94%

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



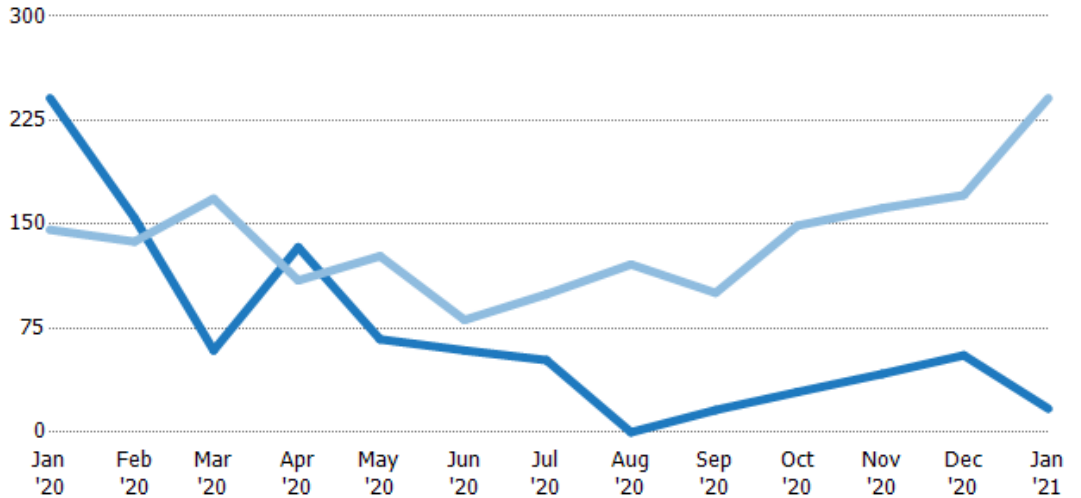
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$549K	\$546K	\$532K	\$532K	\$362K	\$377K	\$281K	\$373K	\$406K	\$382K	\$765K	\$720K	\$555K
Median Listing Price	\$550K	\$520K	\$419K	\$459K	\$390K	\$408K	\$398K	\$398K	\$398K	\$425K	\$775K	\$750K	\$389K
Med Listing Price as a % of Med Est Value	100%	95%	79%	86%	108%	108%	141%	107%	98%	111%	101%	104%	70%

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



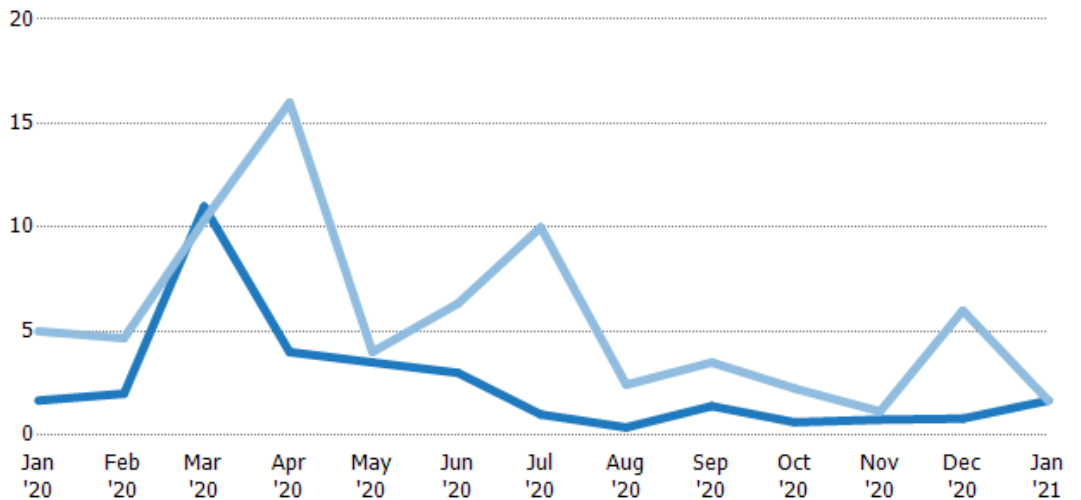
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	241	155	59	134	67	59	52	0	16	29	42	55.5	17
Prior Year	146	138	169	110	127	81	100	121	101	149	162	171	241
Percent Change from Prior Year	65%	12%	-65%	22%	-47%	-27%	-48%	-100%	-84%	-81%	-74%	-68%	-93%

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



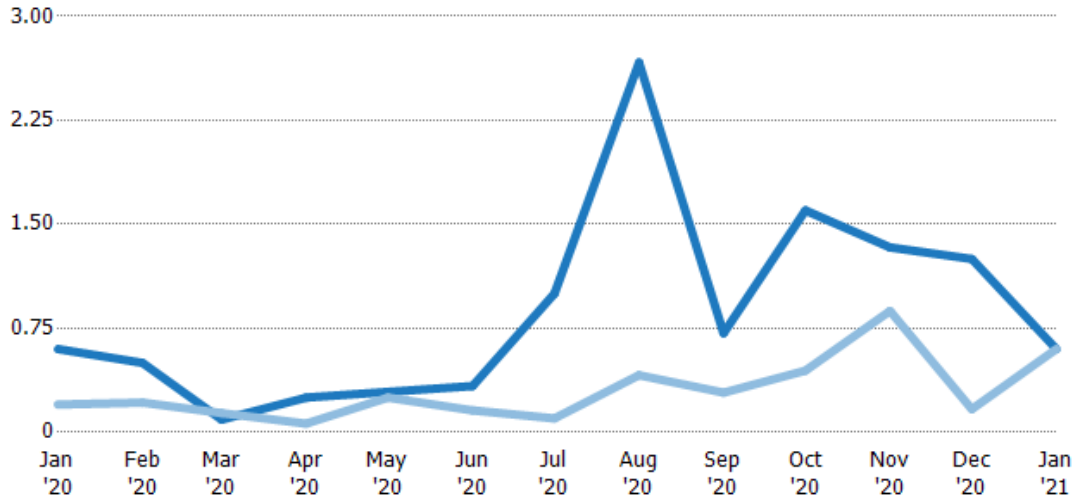
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	1.67	2	11	4	3.5	3	1	0.38	1.4	0.63	0.75	0.8	1.67
Prior Year	5	4.67	10.3	16	4	6.33	10	2.43	3.5	2.25	1.14	6	1.67
Percent Change from Prior Year	-67%	-57%	100%	-75%	-100%	-53%	-90%	-85%	-60%	-72%	-34%	-87%	0%

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



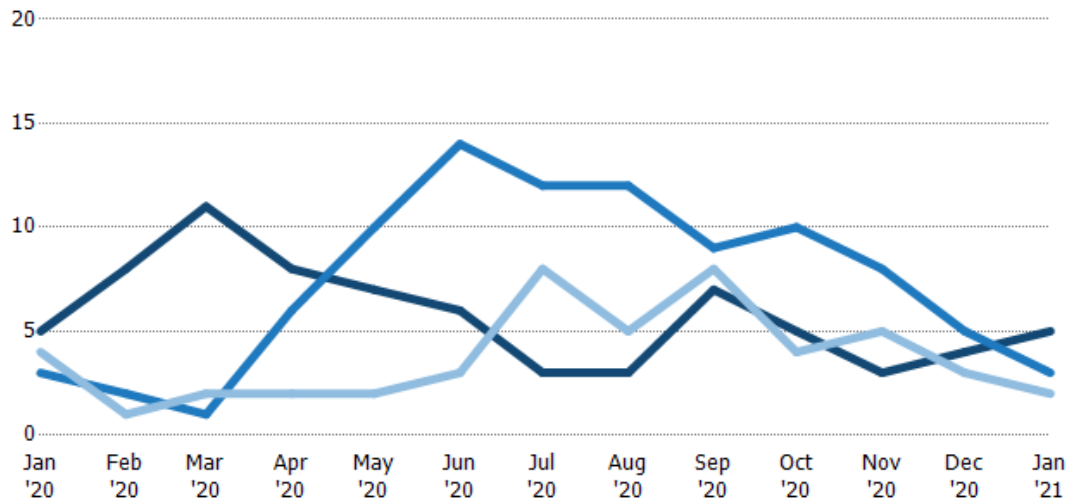
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	60%	50%	9%	25%	29%	33%	100%	267%	71%	160%	133%	125%	60%
Prior Year	20%	21%	14%	6%	25%	16%	10%	41%	29%	44%	88%	17%	60%
Change from Prior Year	-40%	-29%	-9%	-19%	25%	-18%	-90%	-225%	-43%	-116%	-46%	-108%	0%

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



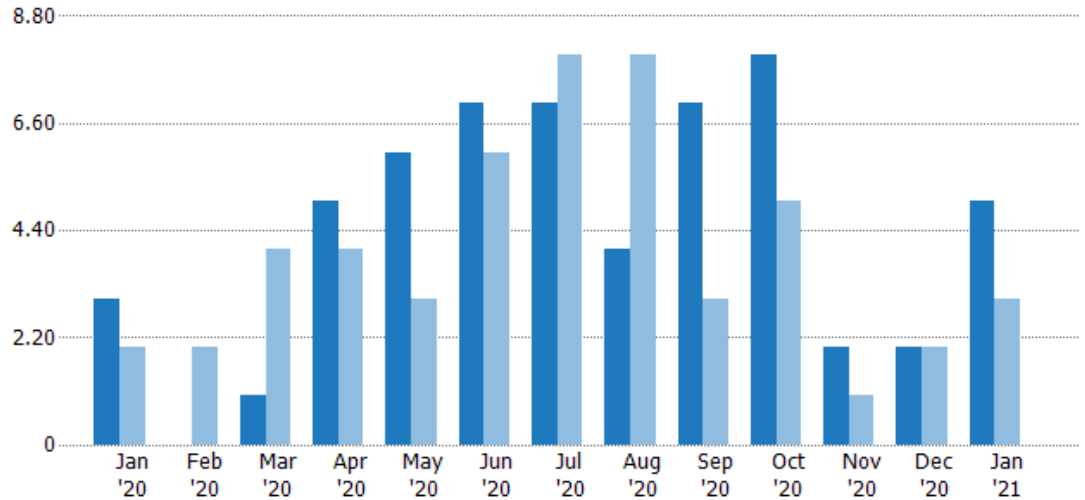
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	5	8	11	8	7	6	3	3	7	5	3	4	5
Pending	3	2	1	6	10	14	12	12	9	10	8	5	3
Sold	4	1	2	2	2	3	8	5	8	4	5	3	2

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



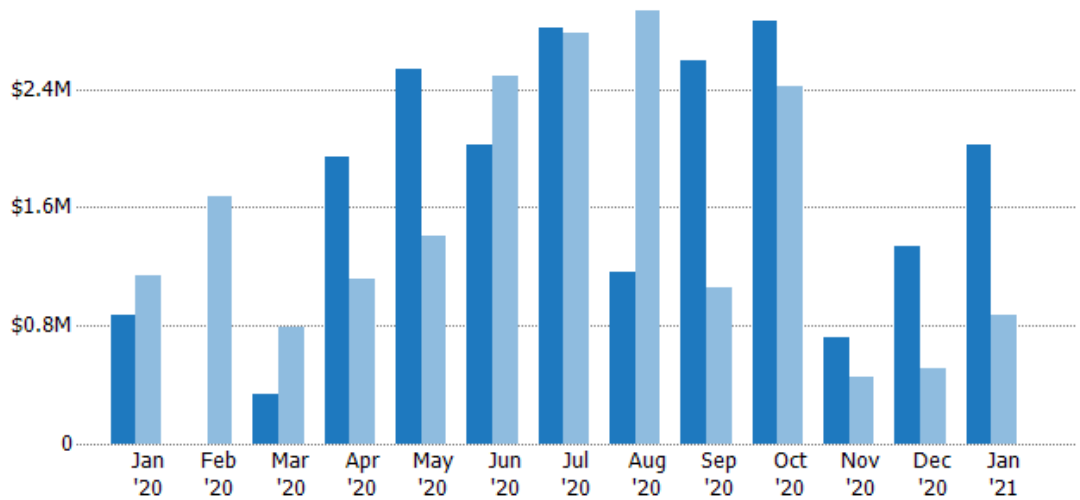
Current Year	3	-	1	5	6	7	7	4	7	8	2	2	5
Prior Year	2	2	4	4	3	6	8	8	3	5	1	2	3
Percent Change from Prior Year	50%	-100%	-75%	25%	100%	17%	-13%	-50%	133%	60%	100%	0%	67%

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	\$866K	-	\$340K	\$1.94M	\$2.53M	\$2.02M	\$2.82M	\$1.16M	\$2.59M	\$2.86M	\$720K	\$1.34M	\$2.03M
Prior Year	\$1.13M	\$1.68M	\$795K	\$1.12M	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$866K
Percent Change from Prior Year	-24%	-100%	-57%	74%	80%	-19%	2%	-60%	144%	18%	58%	160%	134%

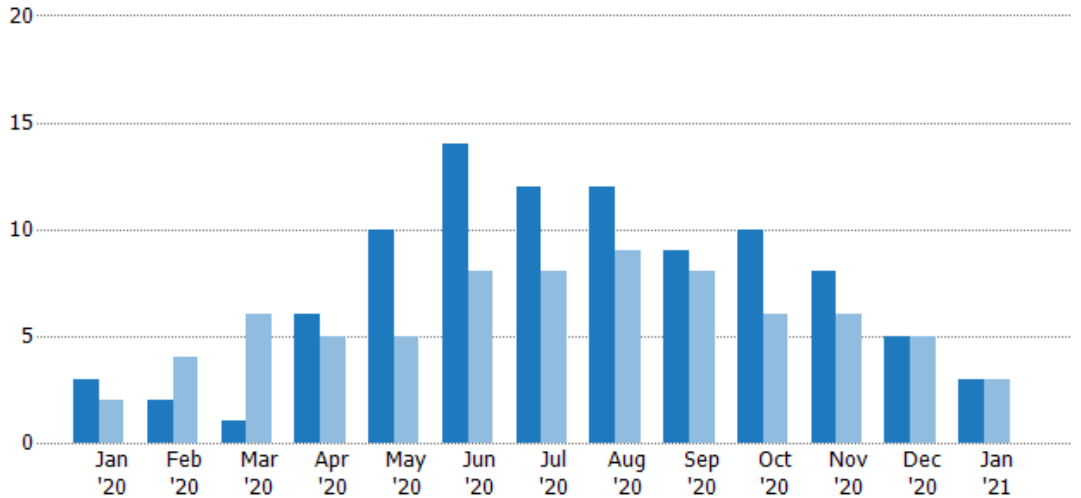
Pending Sales

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.
Jan '21	3	0%
Jan '20	3	50%
Jan '19	2	200%



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

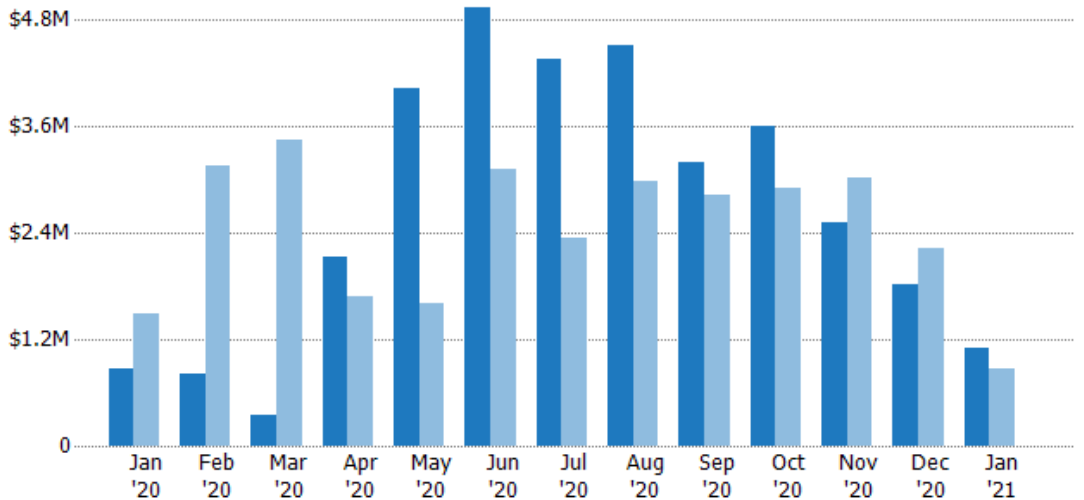
Pending Sales Volume

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.
Jan '21	\$1.1M	27.3%
Jan '20	\$866K	-41.9%
Jan '19	\$1.49M	40.5%



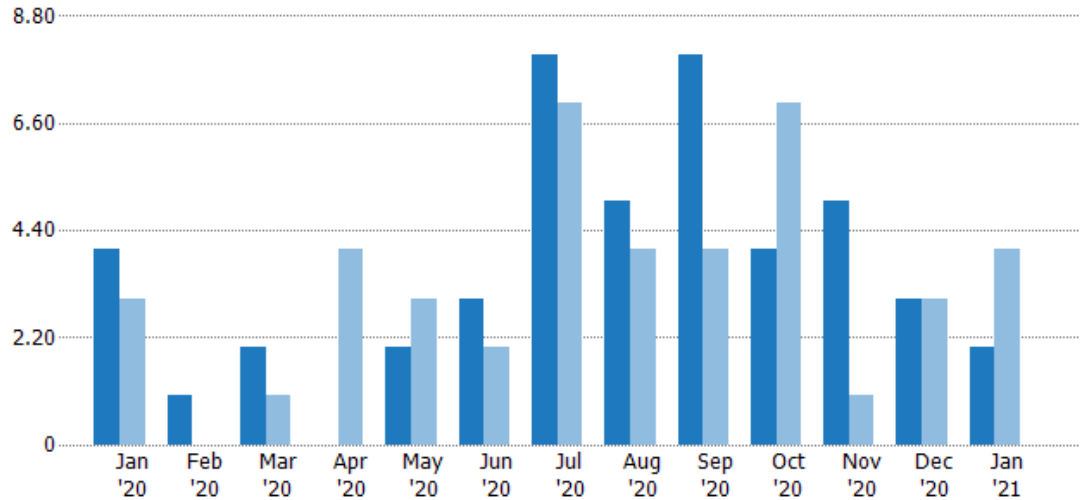
Current Year	\$866K	\$805K	\$340K	\$2.12M	\$4.02M	\$4.95M	\$4.37M	\$4.51M	\$3.21M	\$3.61M	\$2.52M	\$1.82M	\$1.1M
Prior Year	\$1.49M	\$3.16M	\$3.44M	\$1.68M	\$1.6M	\$3.12M	\$2.35M	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.22M	\$866K
Percent Change from Prior Year	-42%	-75%	-90%	26%	151%	59%	86%	51%	13%	24%	-16%	-18%	27%

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



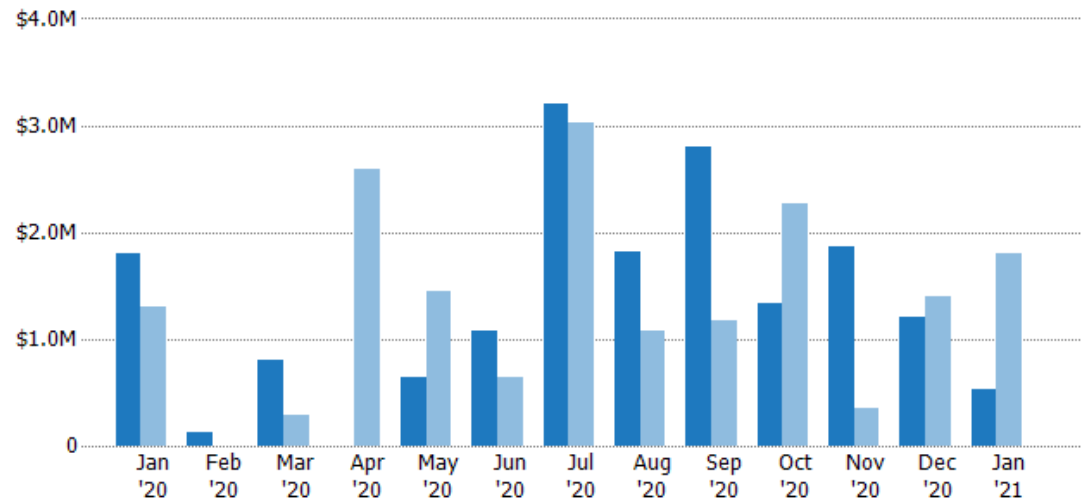
Current Year	4	1	2	-	2	3	8	5	8	4	5	3	2
Prior Year	3	-	1	4	3	2	7	4	4	7	1	3	4
Percent Change from Prior Year	33%	100%	100%	-100%	-33%	50%	14%	25%	100%	-43%	400%	0%	-50%

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



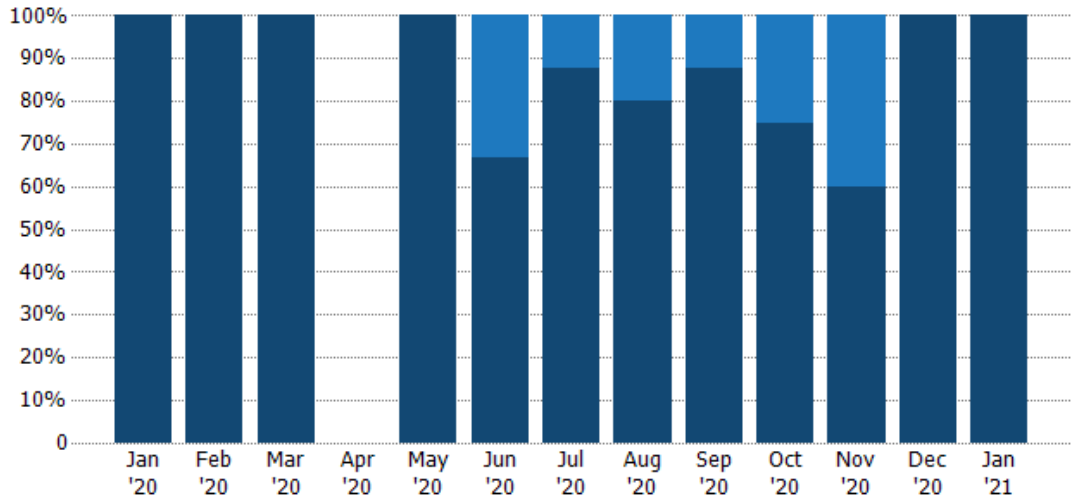
Current Year	\$1.8M	\$126K	\$810K	-	\$645K	\$1.07M	\$3.19M	\$1.82M	\$2.8M	\$1.34M	\$1.87M	\$1.21M	\$525K
Prior Year	\$1.31M	-	\$283K	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M
Percent Change from Prior Year	38%	100%	186%	-100%	-56%	65%	6%	70%	139%	-41%	435%	-13%	-71%

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



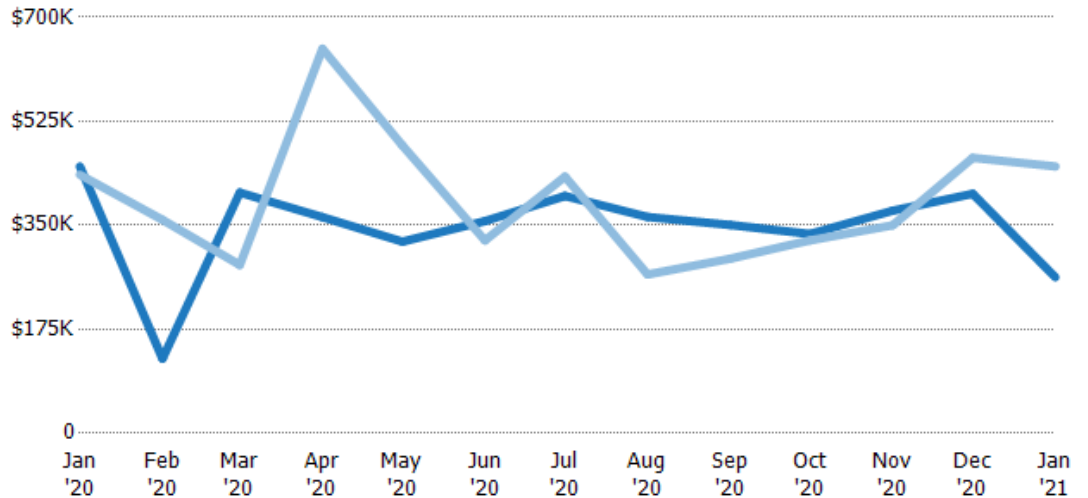
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Condo/Townhouse	-	-	-	-	-	33%	13%	20%	13%	25%	40%	-	-
Single Family Residence	100%	100%	100%	-	100%	67%	88%	80%	88%	75%	60%	100%	100%

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



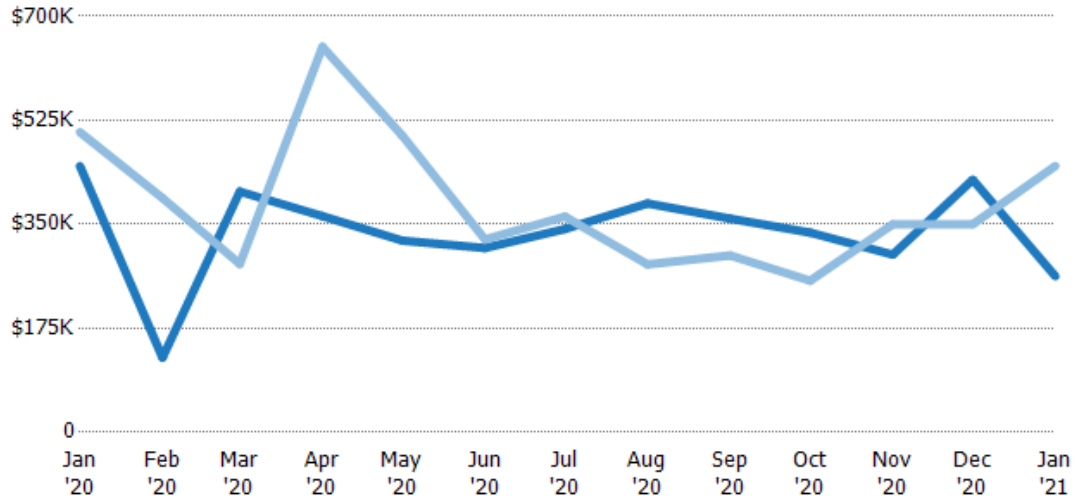
Property Type	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K	\$364K	\$351K	\$335K	\$375K	\$403K	\$263K
Prior Year	\$435K	\$359K	\$283K	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K
Percent Change from Prior Year	3%	100%	43%	-100%	-33%	10%	-8%	36%	19%	3%	7%	-13%	-42%

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



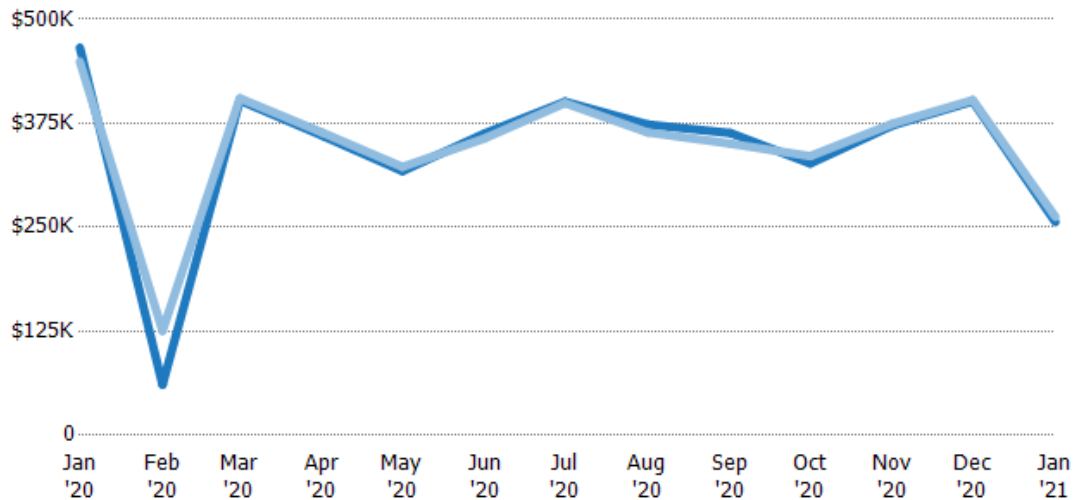
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K	\$385K	\$360K	\$336K	\$299K	\$425K	\$263K
Prior Year	\$505K	\$394K	\$283K	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K
Percent Change from Prior Year	-11%	100%	43%	-100%	-35%	-4%	-6%	36%	21%	32%	-15%	21%	-41%

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



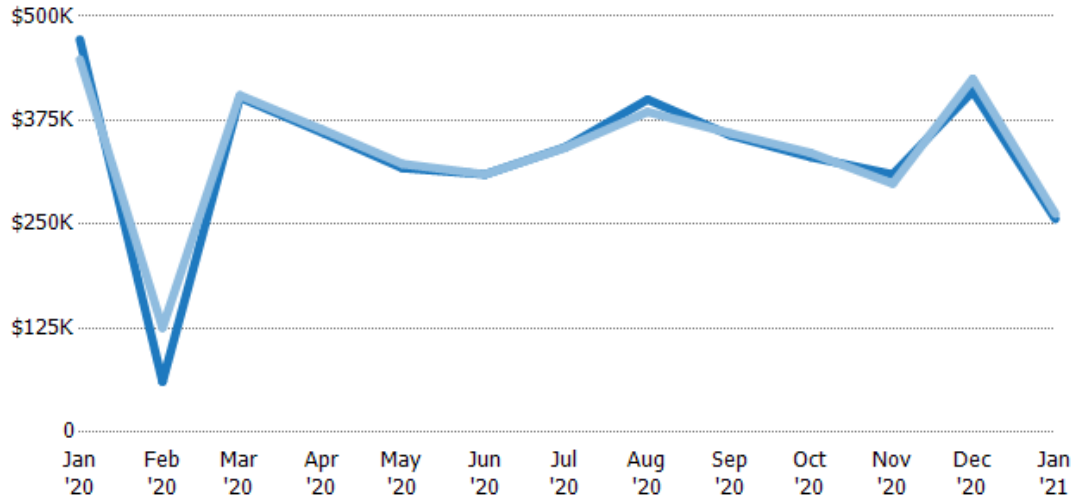
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg List Price	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K	\$374K	\$363K	\$327K	\$373K	\$401K	\$256K
Avg Sales Price	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$399K	\$364K	\$351K	\$335K	\$375K	\$403K	\$263K
Avg Sales Price as a % of Avg List Price	96%	206%	101%	101%	102%	98%	100%	97%	96%	103%	101%	100%	102%

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



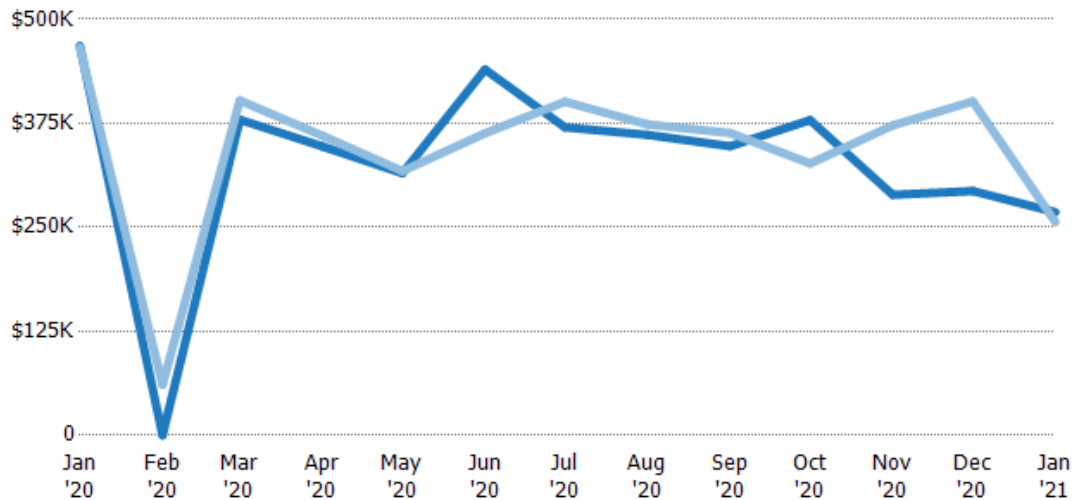
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median List Price	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K	\$400K	\$357K	\$331K	\$310K	\$410K	\$256K
Median Sales Price	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$342K	\$385K	\$360K	\$336K	\$299K	\$425K	\$263K
Med Sales Price as a % of Med List Price	95%	206%	101%	101%	102%	100%	100%	96%	101%	102%	96%	104%	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



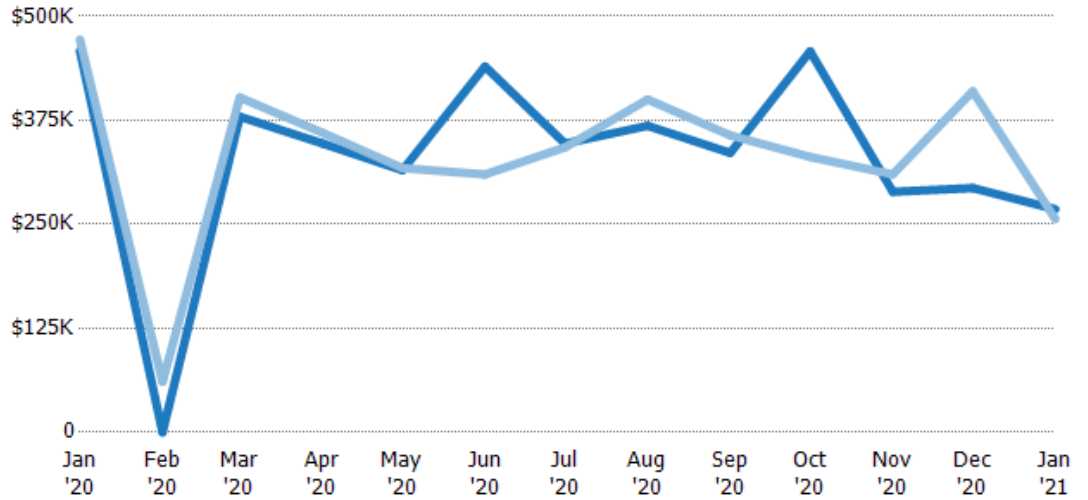
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$468K	\$0	\$379K	\$347K	\$315K	\$440K	\$370K	\$361K	\$347K	\$379K	\$289K	\$294K	\$268K
Avg Sales Price	\$466K	\$60.8K	\$403K	\$360K	\$318K	\$363K	\$401K	\$374K	\$363K	\$327K	\$373K	\$401K	\$256K
Avg Sales Price as a % of Avg Est Value	100%	100%	106%	103%	101%	83%	108%	103%	105%	86%	129%	137%	96%

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	\$458K	\$0	\$379K	\$347K	\$315K	\$440K	\$347K	\$368K	\$336K	\$458K	\$289K	\$294K	\$268K
Median Sales Price	\$472K	\$60.8K	\$403K	\$360K	\$318K	\$310K	\$343K	\$400K	\$357K	\$331K	\$310K	\$410K	\$256K
Med Sales Price as a % of Med Est Value	103%	100%	106%	103%	101%	71%	99%	109%	106%	72%	107%	140%	96%