

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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	4	+25%	11	8	+37.5%
New Listing Volume	\$2,269,900	\$1,184,900	+91.6%	\$3,807,400	\$2,113,700	+80.1%
Active Listing Count	5	10	-50%	N/A	N/A	
Active Listing Volume	\$1,826,400	\$4,270,895	-57.2%	N/A	N/A	
Average Listing Price	\$365,280	\$427,090	-14.5%	\$459,827	\$484,086	-5%
Median Listing Price	\$389,000	\$404,000	-3.7%	\$389,000	\$467,726	-16.8%
Median Days in RPR	12	103.5	-88.4%	13.43	194.71	-93.1%
Months of Inventory	-	10	-	2.1	4.4	-51.3%
Absorption Rate	-	10%	-10%	46.67%	22.73%	+23.9%
Sales Activity Charts Metrics						
New Pending Sales Count	5	1	+400%	11	4	+175%
New Pending Sales Volume	\$2,979,000	\$340,000	+776.2%	\$5,215,000	\$1,205,800	+332.5%
Pending Sales Count	4	1	+300%	N/A	N/A	
Pending Sales Volume	\$2,444,000	\$340,000	+618.8%	N/A	N/A	
Closed Sales Count	5	2	+150%	7	7	+/-
Closed Sales Volume	\$1,840,000	\$810,000	+127.2%	\$2,365,000	\$2,731,700	-13.4%
Average Sales Price	\$368,000	\$405,000	-9.1%	\$337,857	\$390,243	-13.4%
Median Sales Price	\$360,000	\$405,000	-11.1%	\$332,143	\$389,700	-14.8%

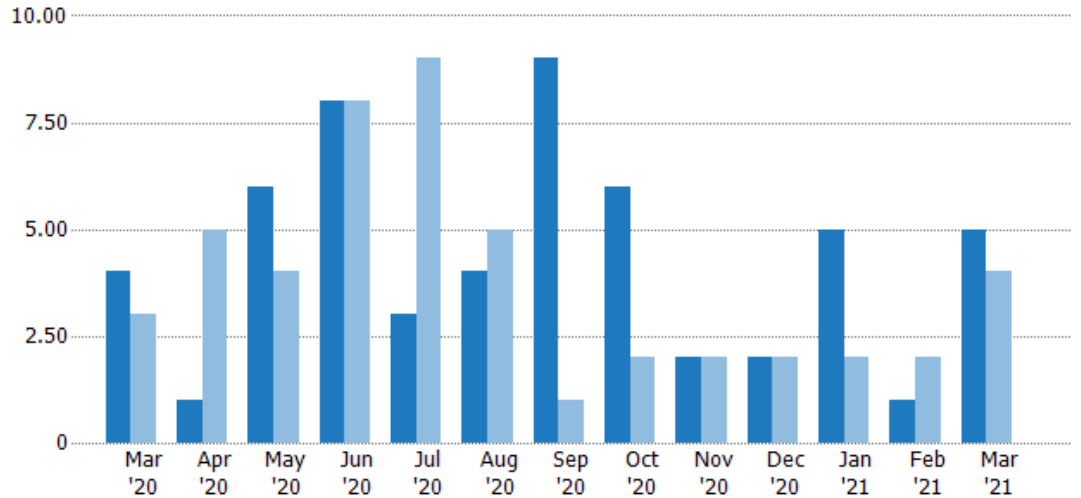
New Listings

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

Month/ Year	Count	% Chg.
Mar '21	5	25%
Mar '20	4	33.3%
Mar '19	3	33.3%



Current Year	4	1	6	8	3	4	9	6	2	2	5	1	5
Prior Year	3	5	4	8	9	5	1	2	2	2	2	2	4
Percent Change from Prior Year	33%	-80%	50%	0%	-67%	-20%	800%	200%	0%	0%	150%	-50%	25%

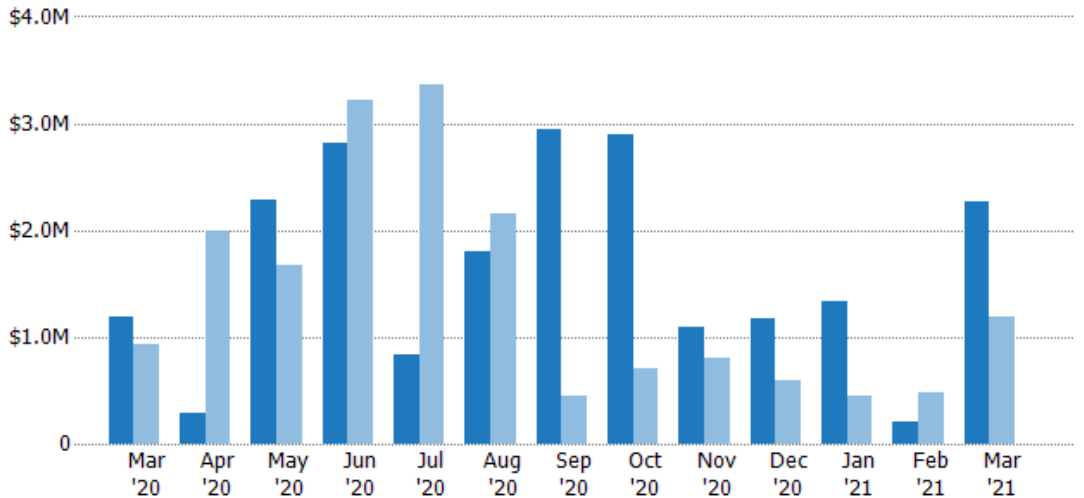
New Listing Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$2.27M	91.6%
Mar '20	\$1.18M	27.4%
Mar '19	\$930K	-32%



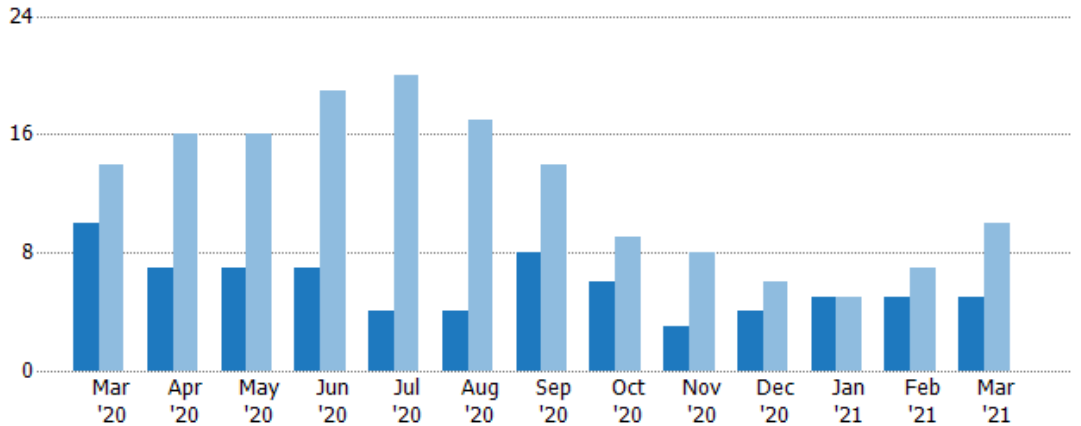
Current Year	\$1.18M	\$295K	\$2.28M	\$2.82M	\$829K	\$1.8M	\$2.94M	\$2.89M	\$1.1M	\$1.17M	\$1.33M	\$210K	\$2.27M
Prior Year	\$930K	\$1.99M	\$1.67M	\$3.22M	\$3.37M	\$2.16M	\$455K	\$705K	\$800K	\$590K	\$441K	\$488K	\$1.18M
Percent Change from Prior Year	27%	-85%	36%	-13%	-75%	-17%	546%	310%	37%	97%	201%	-57%	92%

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



Month/Year	Count	% Chg.
Mar '21	5	-50%
Mar '20	10	-28.6%
Mar '19	14	-28.6%

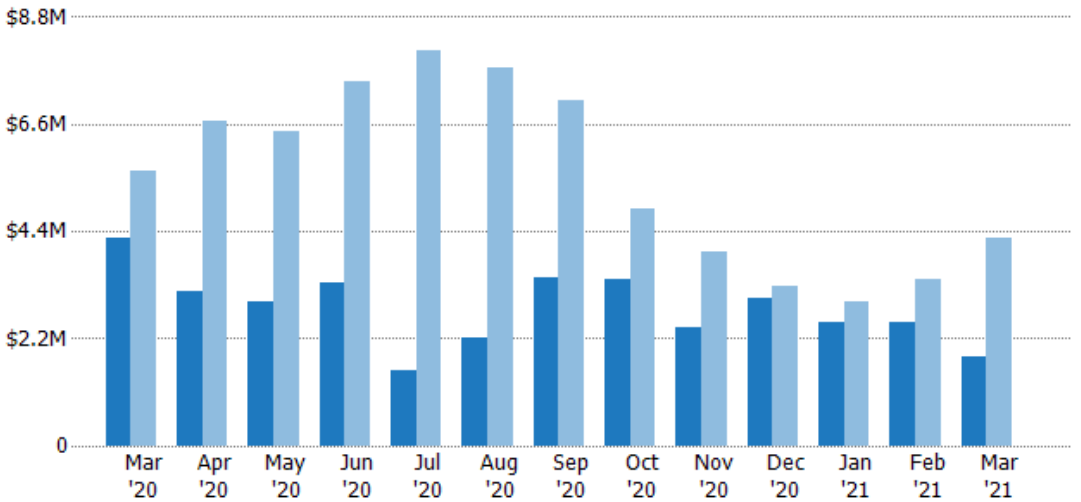
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '21	5	10	-50%
Apr '21	7	16	-56%
May '21	7	16	-56%
Jun '21	7	19	-63%
Jul '21	4	20	-80%
Aug '21	4	17	-76%
Sep '21	8	14	-43%
Oct '21	6	9	-33%
Nov '21	3	8	-63%
Dec '21	4	6	-33%
Jan '21	5	5	0%
Feb '21	5	7	-29%
Mar '21	5	10	-50%

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



Month/Year	Volume	% Chg.
Mar '21	\$1.83M	-57.2%
Mar '20	\$4.27M	-24.4%
Mar '19	\$5.65M	14.6%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '21	\$1.83M	\$4.27M	-57.2%
Apr '21	\$3.16M	\$6.68M	-53%
May '21	\$2.95M	\$6.44M	-54%
Jun '21	\$3.35M	\$7.47M	-55%
Jul '21	\$1.56M	\$8.13M	-81%
Aug '21	\$2.2M	\$7.76M	-72%
Sep '21	\$3.47M	\$7.07M	-51%
Oct '21	\$3.42M	\$4.86M	-30%
Nov '21	\$2.44M	\$3.98M	-39%
Dec '21	\$3.04M	\$3.28M	-7%
Jan '21	\$2.54M	\$2.95M	-14%
Feb '21	\$2.54M	\$3.43M	-26%
Mar '21	\$1.83M	\$4.27M	-57%

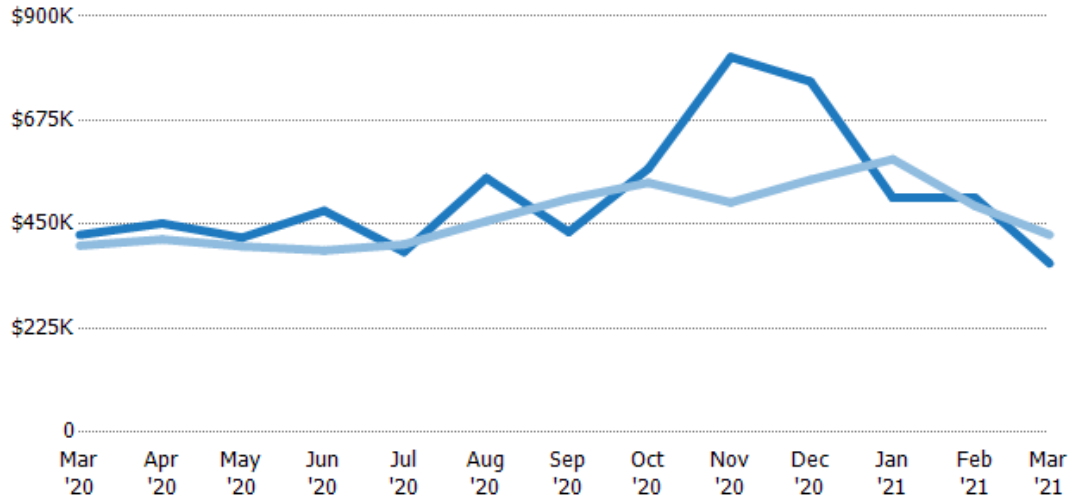
Average Listing Price

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

Month/ Year	Price	% Chg.
Mar '21	\$365K	-14.5%
Mar '20	\$427K	5.8%
Mar '19	\$404K	60.5%



Current Year	\$427K	\$452K	\$421K	\$479K	\$390K	\$550K	\$433K	\$570K	\$812K	\$759K	\$507K	\$507K	\$365K
Prior Year	\$404K	\$417K	\$402K	\$393K	\$406K	\$457K	\$505K	\$540K	\$497K	\$546K	\$591K	\$489K	\$427K
Percent Change from Prior Year	6%	8%	5%	22%	-4%	20%	-14%	6%	63%	39%	-14%	4%	-14%

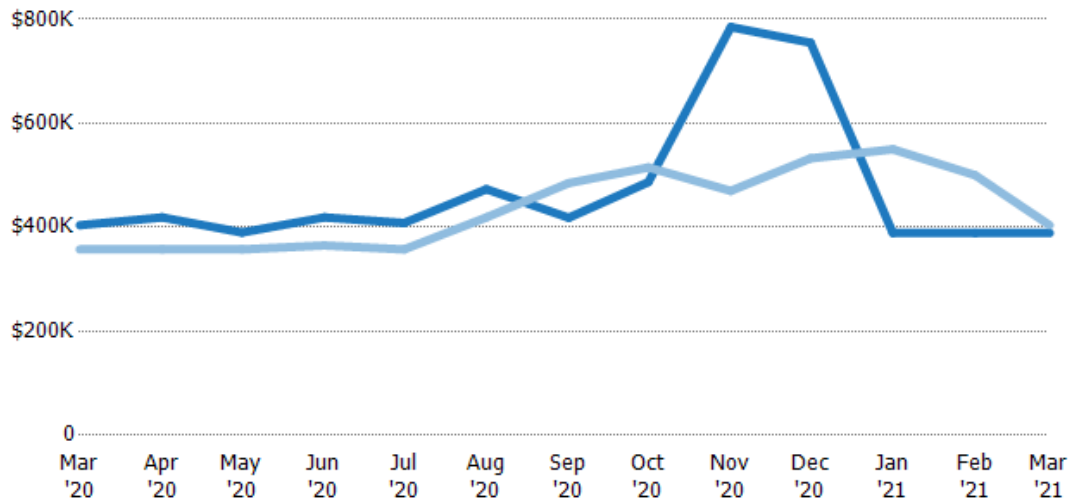
Median Listing Price

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

Month/ Year	Price	% Chg.
Mar '21	\$389K	-3.7%
Mar '20	\$404K	13%
Mar '19	\$357K	99.2%



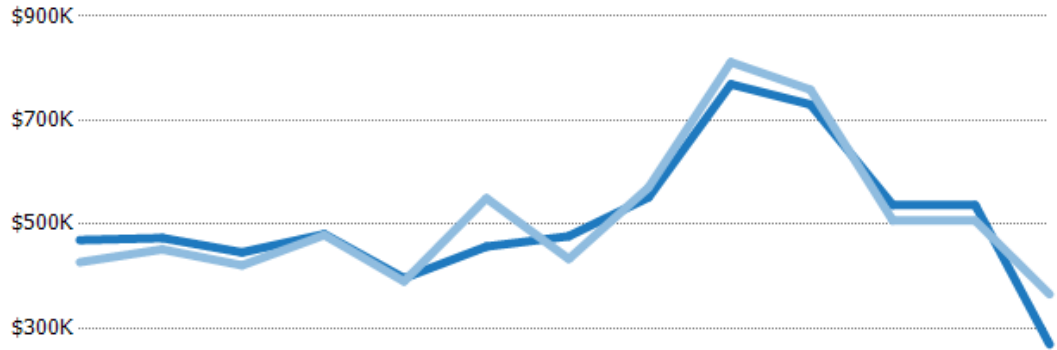
Current Year	\$404K	\$419K	\$390K	\$419K	\$408K	\$473K	\$418K	\$487K	\$785K	\$755K	\$389K	\$389K	\$389K
Prior Year	\$357K	\$357K	\$357K	\$365K	\$357K	\$419K	\$485K	\$515K	\$470K	\$533K	\$550K	\$500K	\$404K
Percent Change from Prior Year	13%	17%	9%	15%	14%	13%	-14%	-5%	67%	42%	-29%	-22%	-4%

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



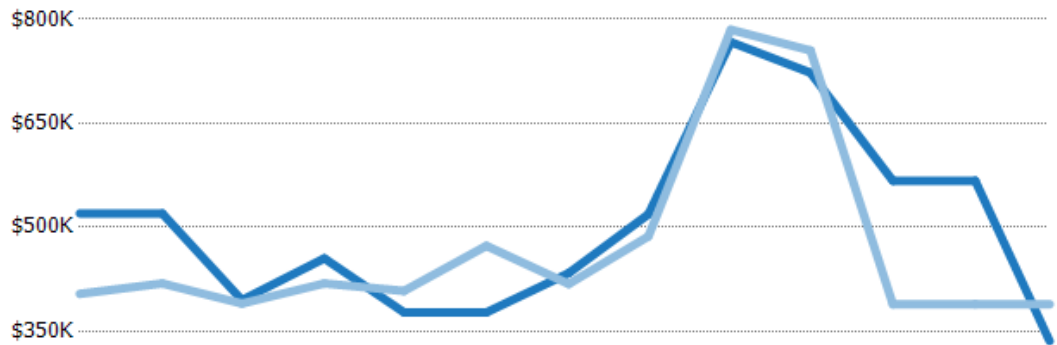
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$470K	\$474K	\$446K	\$481K	\$396K	\$457K	\$477K	\$552K	\$769K	\$730K	\$537K	\$537K	\$269K
Avg Listing Price	\$427K	\$452K	\$421K	\$479K	\$390K	\$550K	\$433K	\$570K	\$812K	\$759K	\$507K	\$507K	\$365K
Avg Listing Price as a % of Avg Est Value	91%	95%	94%	100%	98%	120%	91%	103%	106%	104%	94%	94%	136%

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



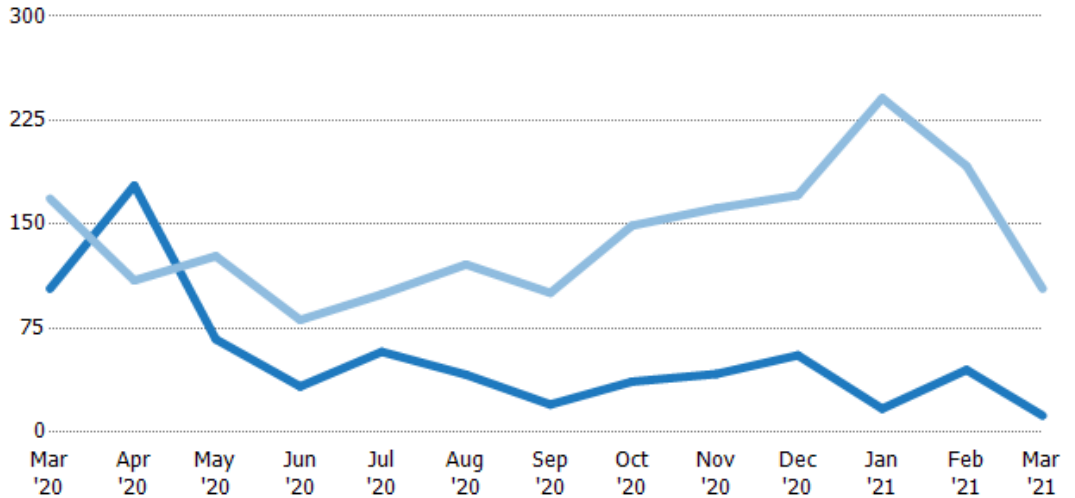
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$520K	\$520K	\$395K	\$455K	\$377K	\$377K	\$434K	\$519K	\$767K	\$723K	\$567K	\$567K	\$336K
Median Listing Price	\$404K	\$419K	\$390K	\$419K	\$408K	\$473K	\$418K	\$487K	\$785K	\$755K	\$389K	\$389K	\$389K
Med Listing Price as a % of Med Est Value	78%	81%	99%	92%	108%	125%	96%	94%	102%	104%	69%	69%	116%

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



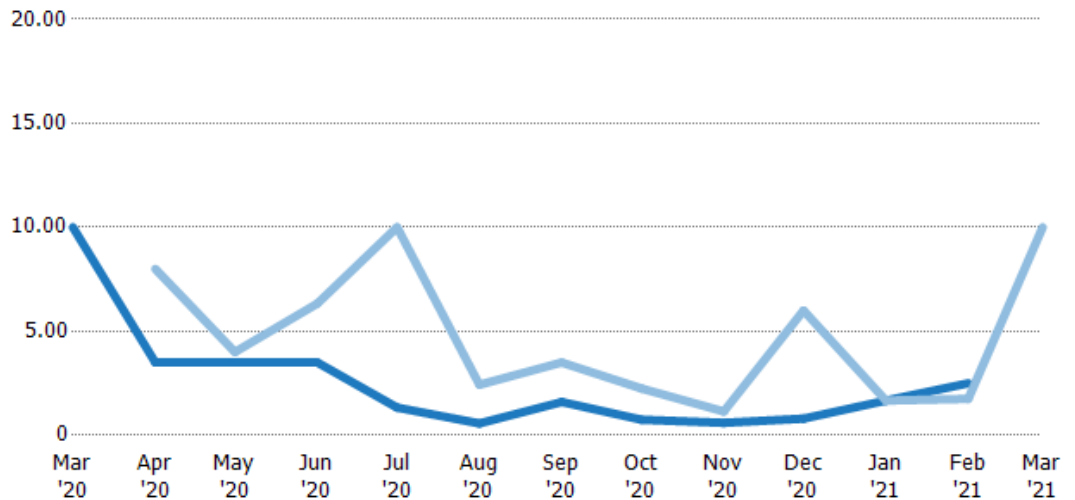
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	104	178	67	33	58	41.5	20	36.5	42	55.5	17	45	12
Prior Year	169	110	127	81	100	121	101	149	162	171	241	192	104
Percent Change from Prior Year	-39%	63%	-47%	-59%	-42%	-66%	-80%	-76%	-74%	-68%	-93%	-77%	-88%

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



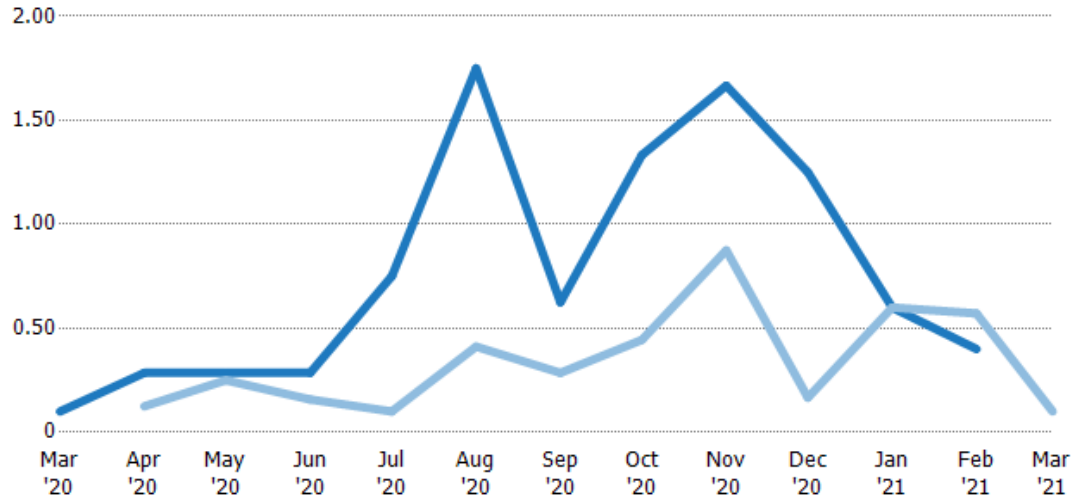
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	10	3.5	3.5	3.5	1.33	0.57	1.6	0.75	0.6	0.8	1.67	2.5	-
Prior Year	-	8	4	6.33	10	2.43	3.5	2.25	1.14	6	1.67	1.75	10
Percent Change from Prior Year	100%	-56%	-100%	-45%	-87%	-76%	-54%	-67%	-47%	-87%	0%	43%	-100%

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



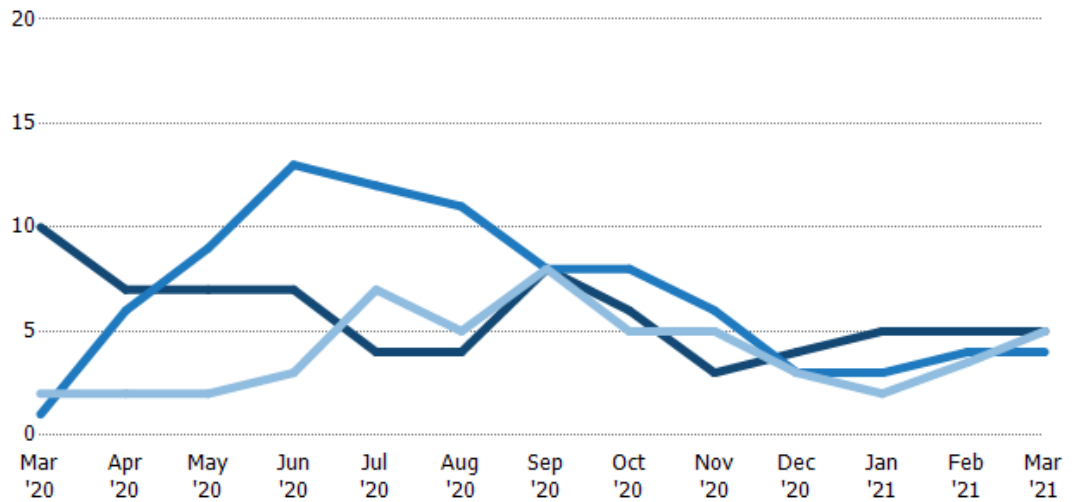
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	10%	29%	29%	29%	75%	175%	63%	133%	167%	125%	60%	40%	-
Prior Year	-	13%	25%	16%	10%	41%	29%	44%	88%	17%	60%	57%	10%
Change from Prior Year	-10%	-16%	25%	-13%	-65%	-134%	-34%	-89%	-79%	-108%	0%	17%	10%

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



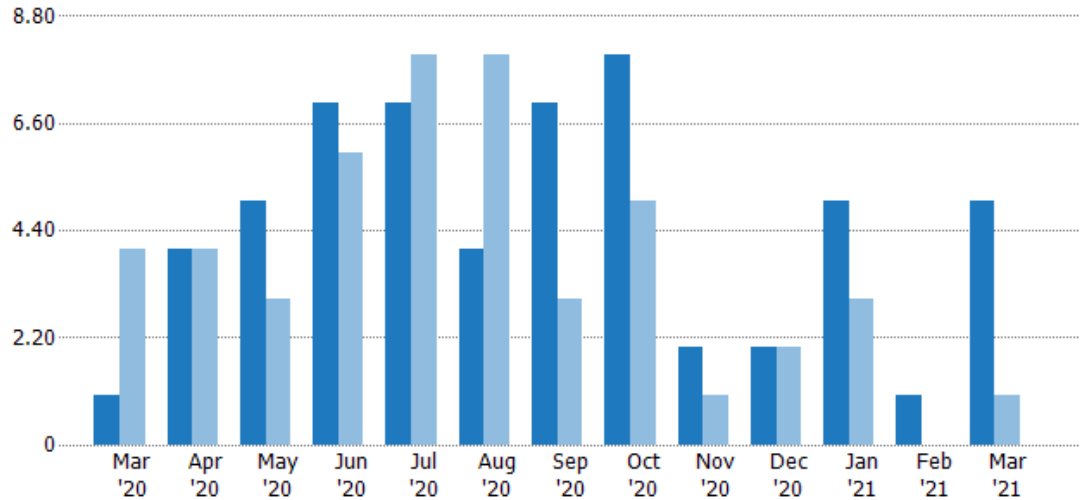
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Active	10	7	7	7	4	4	8	6	3	4	5	5	5
Pending	1	6	9	13	12	11	8	8	6	3	3	4	4
Sold	2	2	2	3	7	5	8	5	5	3	2	3.5	5

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



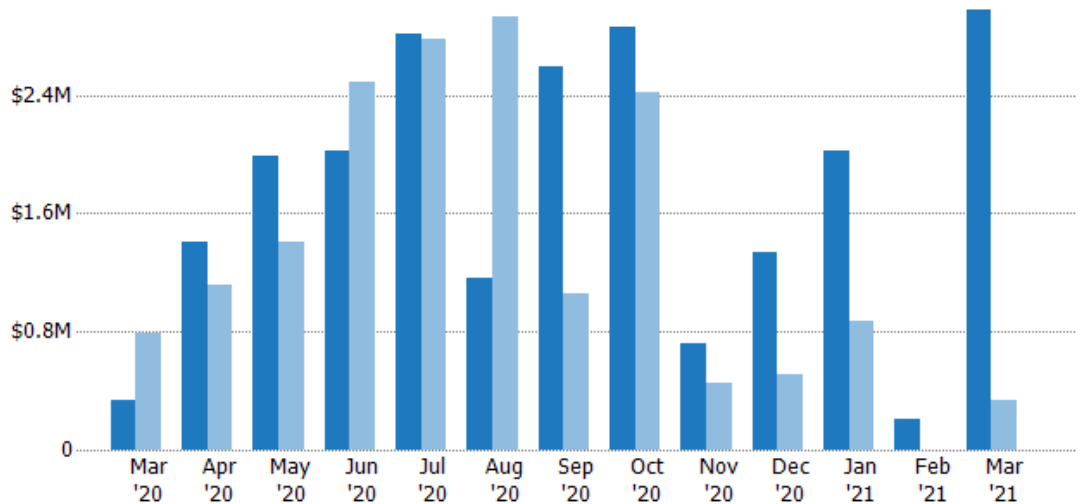
Current Year	1	4	5	7	7	4	7	8	2	2	5	1	5
Prior Year	4	4	3	6	8	8	3	5	1	2	3	-	1
Percent Change from Prior Year	-75%	0%	67%	17%	-13%	-50%	133%	60%	100%	0%	67%	100%	400%

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



Current Year	\$340K	\$1.4M	\$1.99M	\$2.02M	\$2.82M	\$1.16M	\$2.59M	\$2.86M	\$720K	\$1.34M	\$2.03M	\$210K	\$2.98M
Prior Year	\$795K	\$1.12M	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$866K	-	\$340K
Percent Change from Prior Year	-57%	26%	41%	-19%	2%	-60%	144%	18%	58%	160%	134%	100%	776%

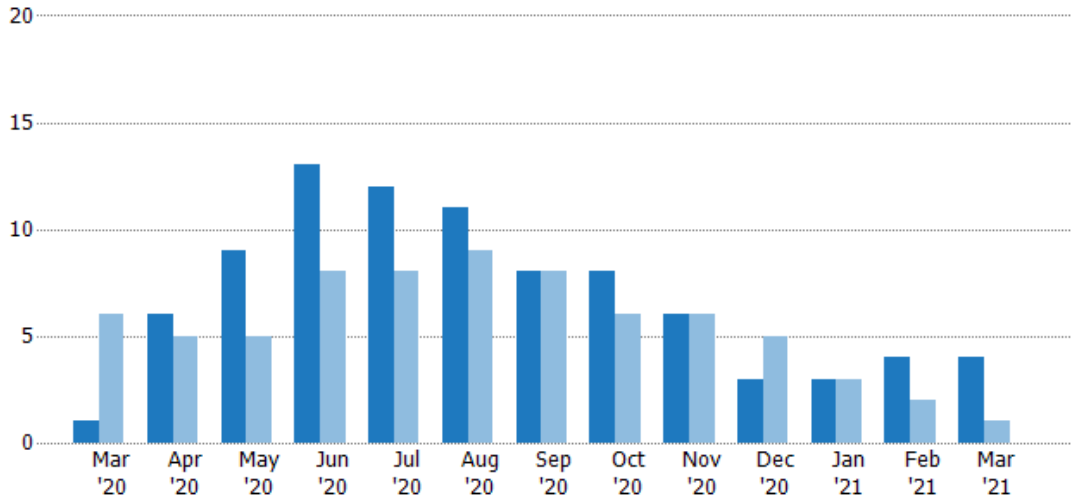
Pending Sales

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

Month/ Year	Count	% Chg.
Mar '21	4	300%
Mar '20	1	-83.3%
Mar '19	6	-16.7%



Current Year	1	6	9	13	12	11	8	8	6	3	3	4	4
Prior Year	6	5	5	8	8	9	8	6	6	5	3	2	1
Percent Change from Prior Year	-83%	20%	80%	63%	50%	22%	0%	33%	0%	-40%	0%	100%	300%

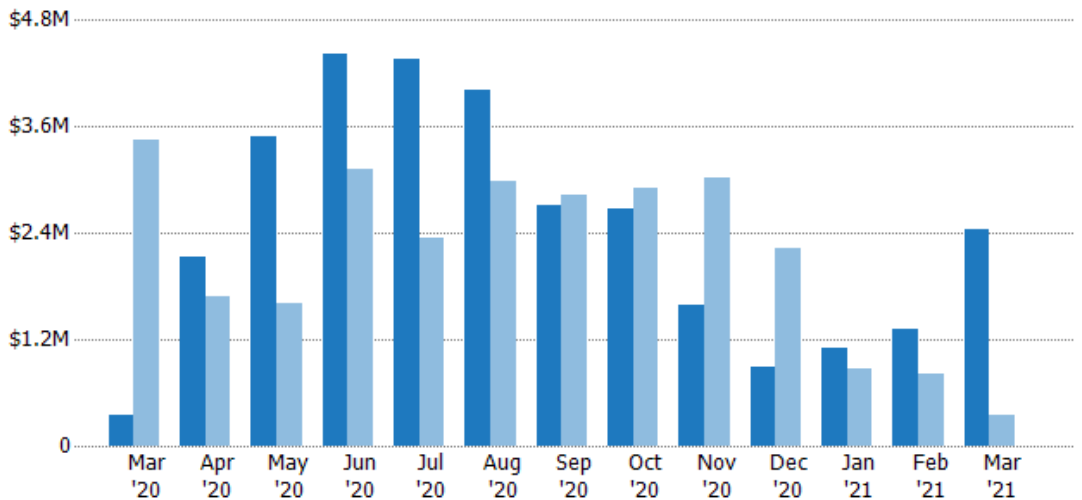
Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Mar '21	\$2.44M	618.8%
Mar '20	\$340K	-90.1%
Mar '19	\$3.44M	-59.8%



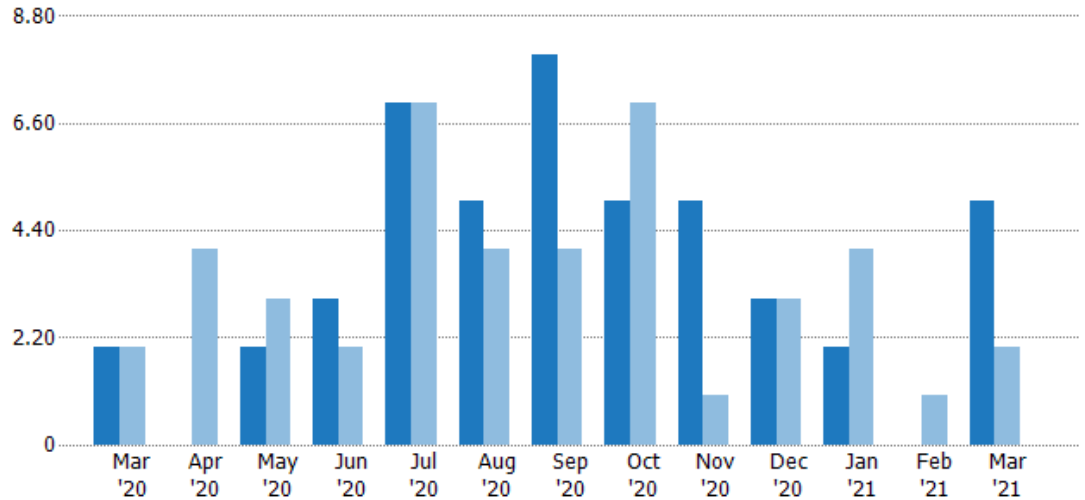
Current Year	\$340K	\$2.12M	\$3.48M	\$4.41M	\$4.37M	\$4.02M	\$2.71M	\$2.67M	\$1.59M	\$893K	\$1.1M	\$1.31M	\$2.44M
Prior Year	\$3.44M	\$1.68M	\$1.6M	\$3.12M	\$2.35M	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.22M	\$866K	\$805K	\$340K
Percent Change from Prior Year	-90%	26%	117%	41%	86%	35%	-4%	-8%	-47%	-60%	27%	63%	619%

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



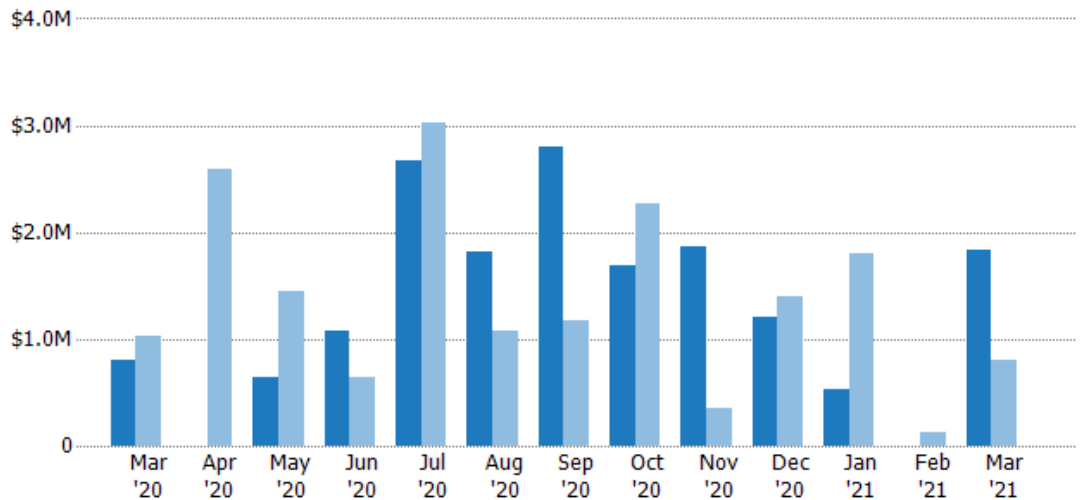
Current Year	2	-	2	3	7	5	8	5	5	3	2	-	5
Prior Year	2	4	3	2	7	4	4	7	1	3	4	1	2
Percent Change from Prior Year	0%	-100%	-33%	50%	0%	25%	100%	-29%	400%	0%	-50%	-100%	150%

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



Current Year	\$810K	-	\$645K	\$1.07M	\$2.66M	\$1.82M	\$2.8M	\$1.68M	\$1.87M	\$1.21M	\$525K	-	\$1.84M
Prior Year	\$1.03M	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K	\$810K
Percent Change from Prior Year	-22%	-100%	-56%	65%	-12%	70%	139%	-26%	435%	-13%	-71%	-100%	127%

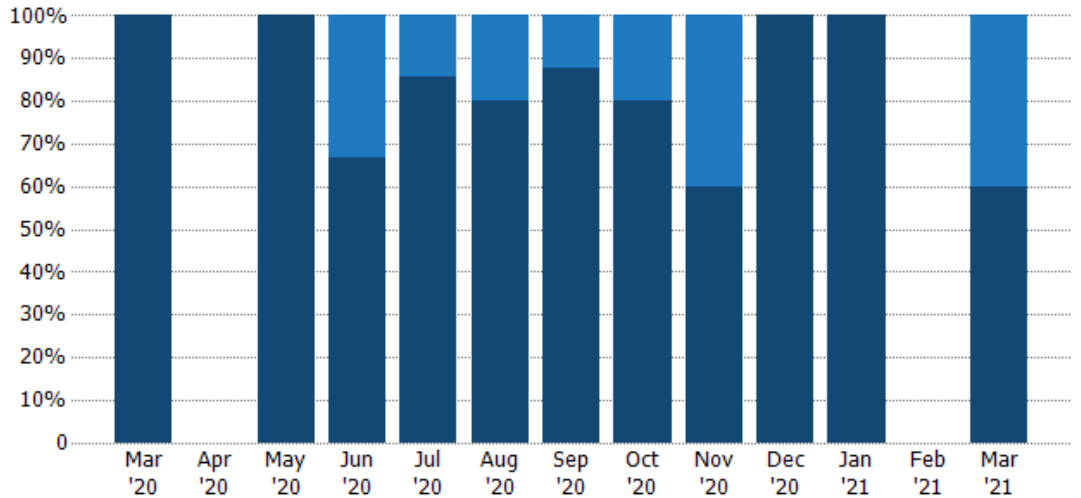
Closed Sales by Property Type

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



Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	-	-	-	33%	14%	20%	13%	20%	40%	-	-	-	40%
Single Family Residence	100%	-	100%	67%	86%	80%	88%	80%	60%	100%	100%	-	60%

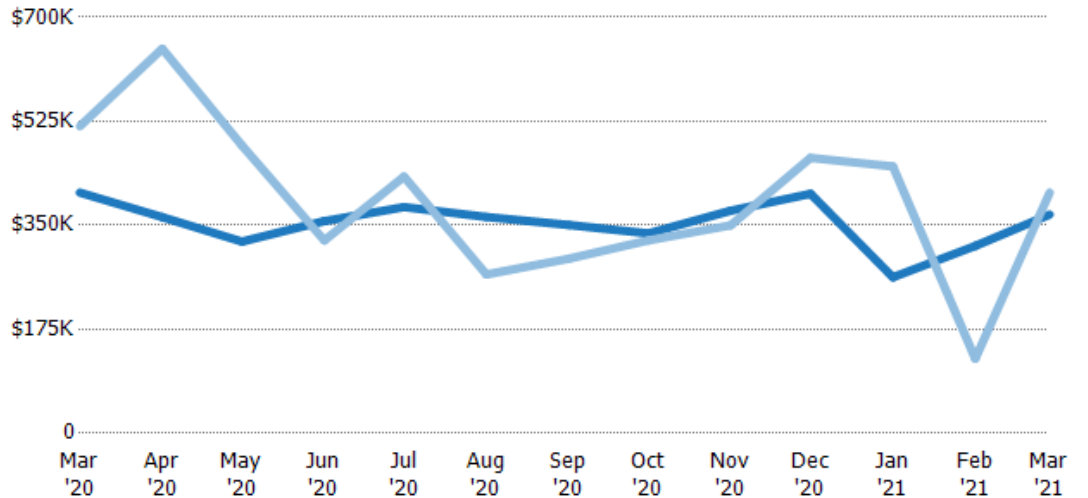
Average Sales Price

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



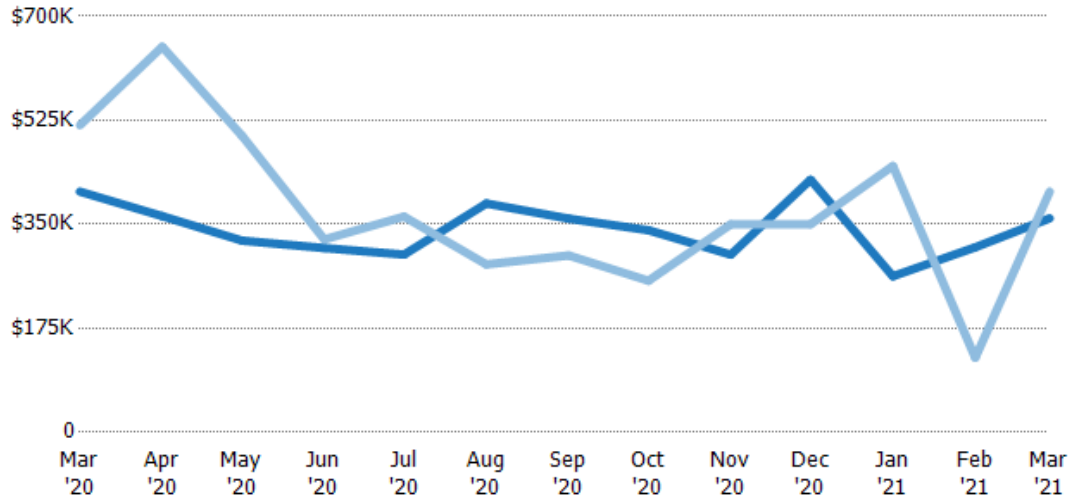
Property Type	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$405K	\$364K	\$323K	\$357K	\$381K	\$364K	\$351K	\$336K	\$375K	\$403K	\$263K	\$315K	\$368K
Prior Year	\$517K	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K
Percent Change from Prior Year	-22%	-100%	-33%	10%	-12%	36%	19%	4%	7%	-13%	-42%	-100%	-9%

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



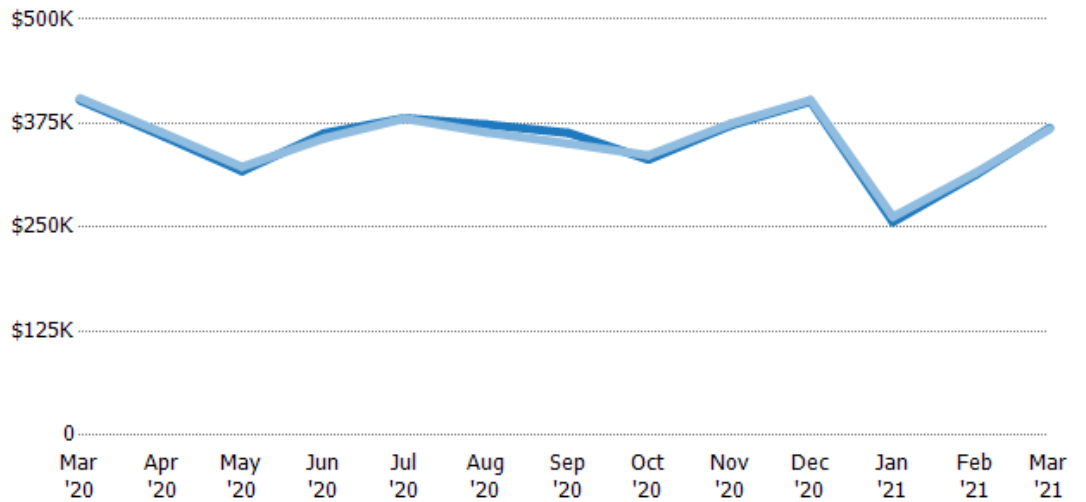
Current Year	\$405K	\$364K	\$323K	\$310K	\$299K	\$385K	\$360K	\$340K	\$299K	\$425K	\$263K	\$311K	\$360K
Prior Year	\$517K	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K
Percent Change from Prior Year	-22%	-100%	-35%	-4%	-18%	36%	21%	33%	-15%	21%	-41%	-100%	-11%

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



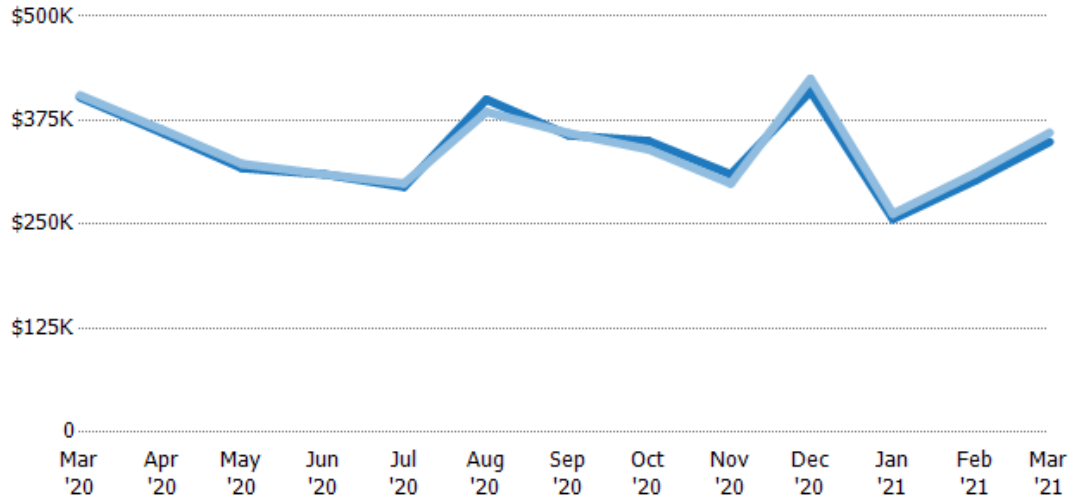
Avg List Price	\$403K	\$360K	\$318K	\$363K	\$381K	\$374K	\$363K	\$331K	\$373K	\$401K	\$256K	\$313K	\$369K
Avg Sales Price	\$405K	\$364K	\$323K	\$357K	\$381K	\$364K	\$351K	\$336K	\$375K	\$403K	\$263K	\$315K	\$368K
Avg Sales Price as a % of Avg List Price	101%	101%	102%	98%	100%	97%	96%	102%	101%	100%	102%	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



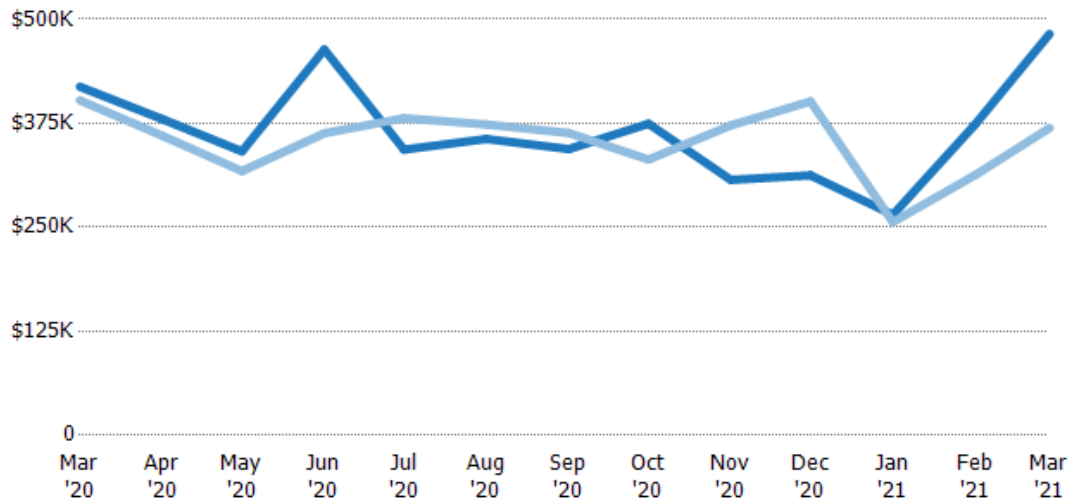
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$403K	\$360K	\$318K	\$310K	\$295K	\$400K	\$357K	\$350K	\$310K	\$410K	\$256K	\$303K	\$349K
Median Sales Price	\$405K	\$364K	\$323K	\$310K	\$299K	\$385K	\$360K	\$340K	\$299K	\$425K	\$263K	\$311K	\$360K
Med Sales Price as a % of Med List Price	101%	101%	102%	100%	101%	96%	101%	97%	96%	104%	102%	103%	103%

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



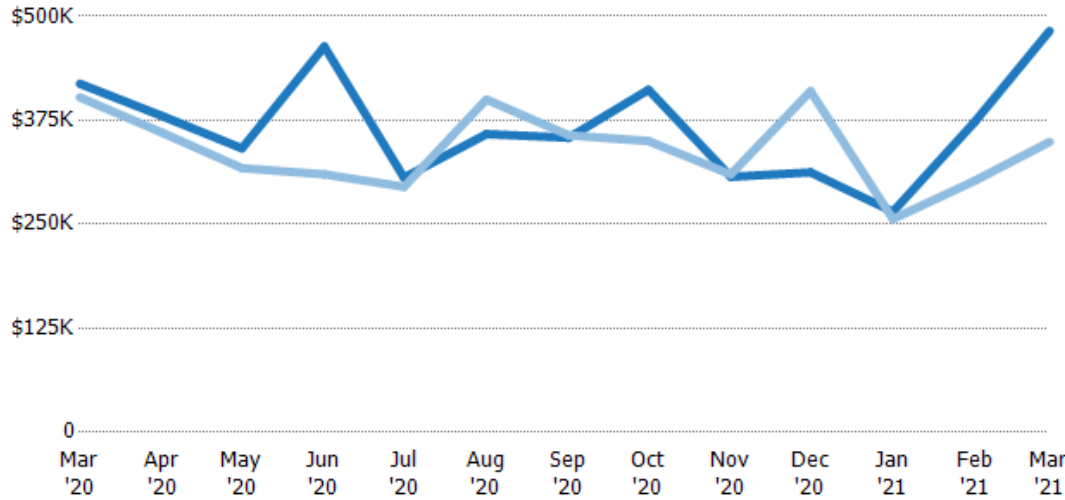
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$419K	\$380K	\$341K	\$464K	\$343K	\$356K	\$344K	\$374K	\$307K	\$312K	\$265K	\$374K	\$483K
Avg Sales Price	\$403K	\$360K	\$318K	\$363K	\$381K	\$374K	\$363K	\$331K	\$373K	\$401K	\$256K	\$313K	\$369K
Avg Sales Price as a % of Avg Est Value	96%	95%	93%	78%	111%	105%	106%	89%	121%	128%	97%	87%	77%

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$419K	\$380K	\$341K	\$464K	\$306K	\$358K	\$354K	\$412K	\$307K	\$312K	\$265K	\$374K	\$483K
Median Sales Price	\$403K	\$360K	\$318K	\$310K	\$295K	\$400K	\$357K	\$350K	\$310K	\$410K	\$256K	\$303K	\$349K
Med Sales Price as a % of Med Est Value	96%	95%	93%	67%	96%	112%	101%	85%	101%	131%	97%	84%	72%