

## 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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	4	1	+300%	15	9	+66.7%
New Listing Volume	\$1,439,800	\$295,000	+388.1%	\$5,247,200	\$2,408,700	+117.8%
Active Listing Count	5	7	-28.6%	N/A	N/A	
Active Listing Volume	\$1,908,800	\$3,161,895	-39.6%	N/A	N/A	
Average Listing Price	\$381,760	\$451,699	-15.5%	\$440,310	\$476,268	-7.6%
Median Listing Price	\$389,000	\$419,000	-7.2%	\$389,000	\$455,964	-14.7%
Median Days in RPR	35	178	-80.3%	16.13	194.38	-91.7%
Months of Inventory	1	3.5	-71.4%	2.5	3.2	-22.4%
Absorption Rate	100%	28.57%	+71.4%	40%	31.03%	+9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	4	4	+/-	15	8	+87.5%
New Pending Sales Volume	\$1,357,400	\$1,404,000	-3.3%	\$6,572,400	\$2,609,800	+151.8%
Pending Sales Count	7	6	+16.7%	N/A	N/A	
Pending Sales Volume	\$3,016,400	\$2,124,000	+42%	N/A	N/A	
Closed Sales Count	1	-	-	8	8	+/-
Closed Sales Volume	\$755,000	-	-	\$3,120,000	\$2,997,700	+4.1%
Average Sales Price	\$755,000	-	-	\$390,000	\$374,713	+4.1%
Median Sales Price	\$755,000	-	-	\$385,000	\$374,238	+2.9%

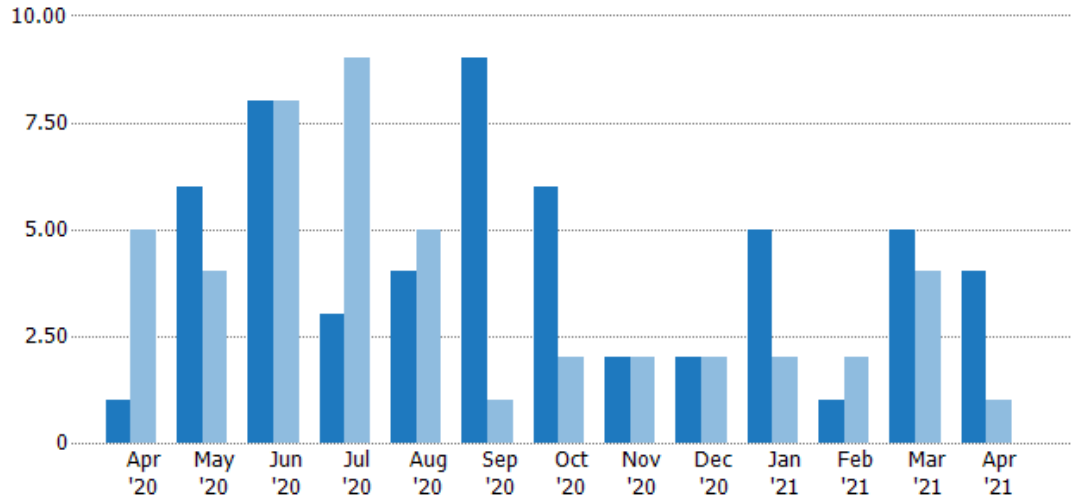
## New Listings

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

Month/ Year	Count	% Chg.
Apr '21	4	300%
Apr '20	1	-80%
Apr '19	5	40%



Current Year	1	6	8	3	4	9	6	2	2	5	1	5	4
Prior Year	5	4	8	9	5	1	2	2	2	2	2	4	1
Percent Change from Prior Year	-80%	50%	0%	-67%	-20%	800%	200%	0%	0%	150%	-50%	25%	300%

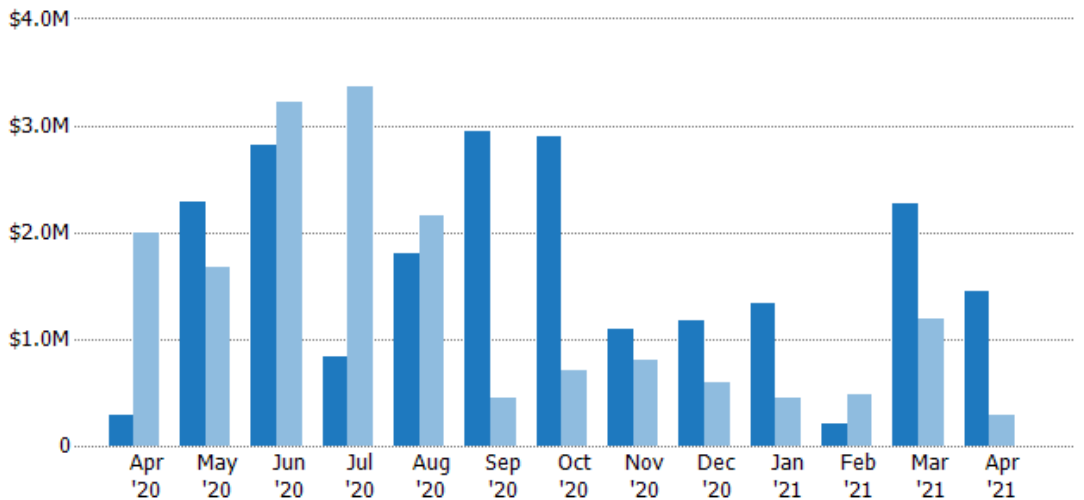
## New Listing Volume

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.
Apr '21	\$1.44M	388.1%
Apr '20	\$295K	-85.2%
Apr '19	\$1.99M	51.1%



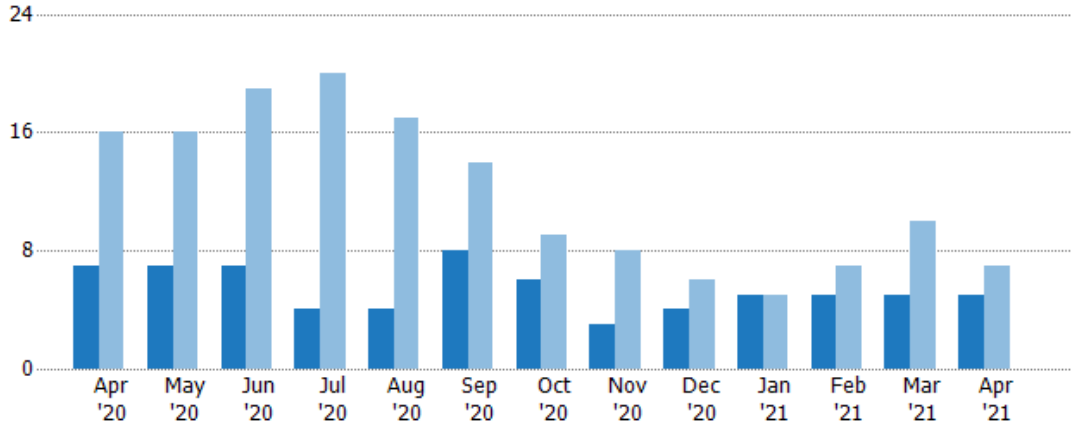
Current Year	\$295K	\$2.28M	\$2.82M	\$829K	\$1.8M	\$2.94M	\$2.89M	\$1.1M	\$1.17M	\$1.33M	\$210K	\$2.27M	\$1.44M
Prior Year	\$1.99M	\$1.67M	\$3.22M	\$3.37M	\$2.16M	\$455K	\$705K	\$800K	\$590K	\$441K	\$488K	\$1.18M	\$295K
Percent Change from Prior Year	-85%	36%	-13%	-75%	-17%	546%	310%	37%	97%	201%	-57%	92%	388%

## 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



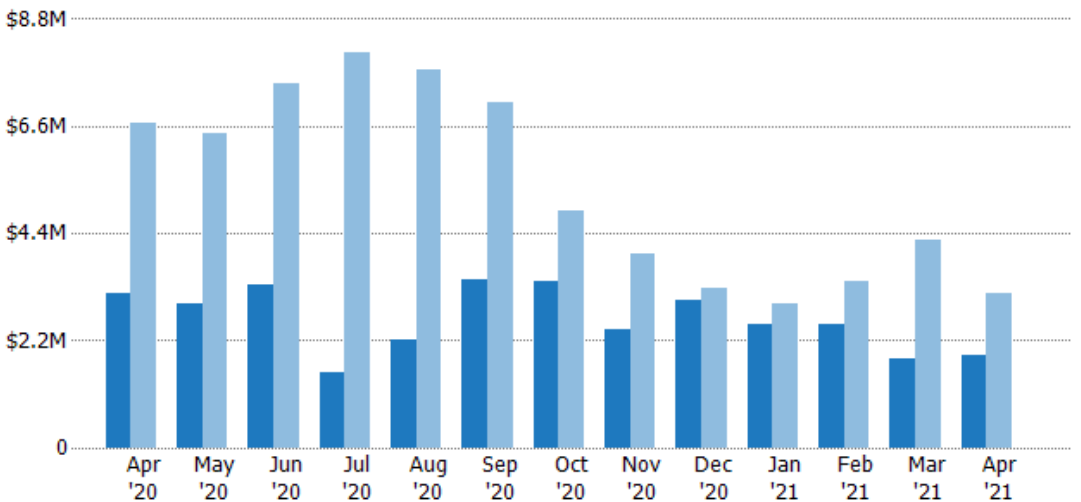
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	5	7	-28.6%
Apr '20	7	16	-56.3%
Apr '19	16	16	-6.3%

## 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	Current Year	Prior Year	Percent Change from Prior Year
Apr '21	\$1.91M	\$3.16M	-39.6%
Apr '20	\$3.16M	\$6.68M	-52.6%
Apr '19	\$6.68M	\$6.68M	15.5%

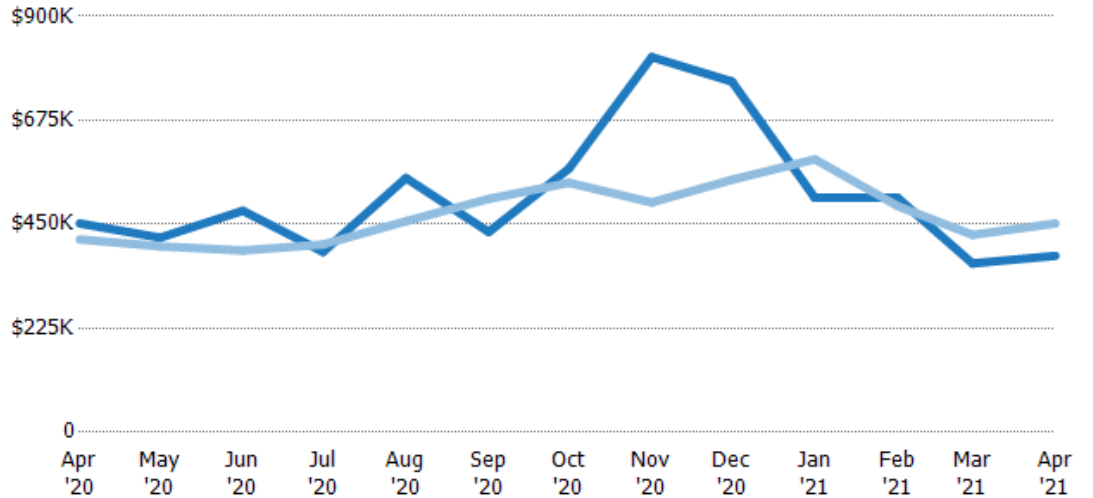
## Average Listing Price

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

Month/ Year	Price	% Chg.
Apr '21	\$382K	-15.5%
Apr '20	\$452K	8.3%
Apr '19	\$417K	23.1%



Current Year	\$452K	\$421K	\$479K	\$390K	\$550K	\$433K	\$570K	\$812K	\$759K	\$507K	\$507K	\$365K	\$382K
Prior Year	\$417K	\$402K	\$393K	\$406K	\$457K	\$505K	\$540K	\$497K	\$546K	\$591K	\$489K	\$427K	\$452K
Percent Change from Prior Year	8%	5%	22%	-4%	20%	-14%	6%	63%	39%	-14%	4%	-14%	-15%

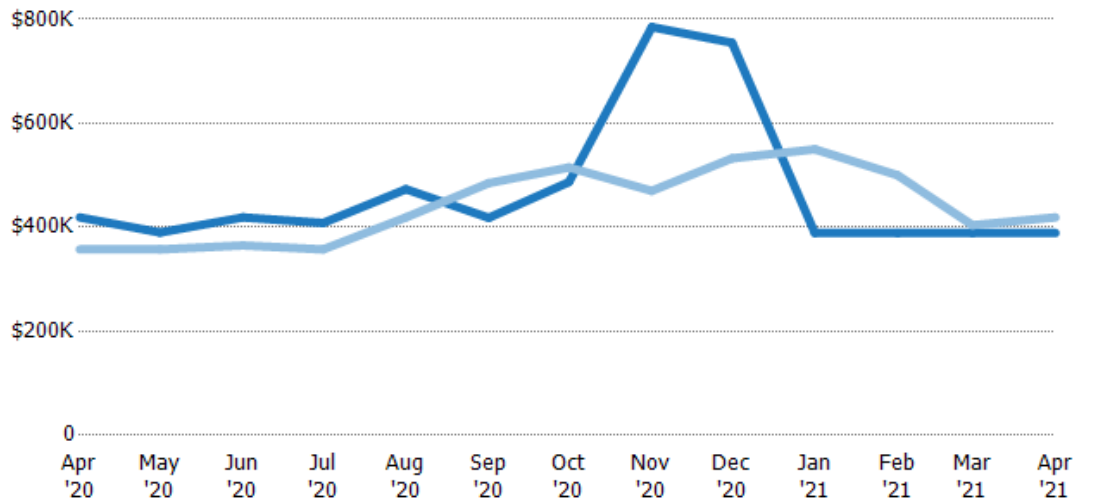
## Median Listing Price

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

Month/ Year	Price	% Chg.
Apr '21	\$389K	-7.2%
Apr '20	\$419K	17.2%
Apr '19	\$357K	31.2%



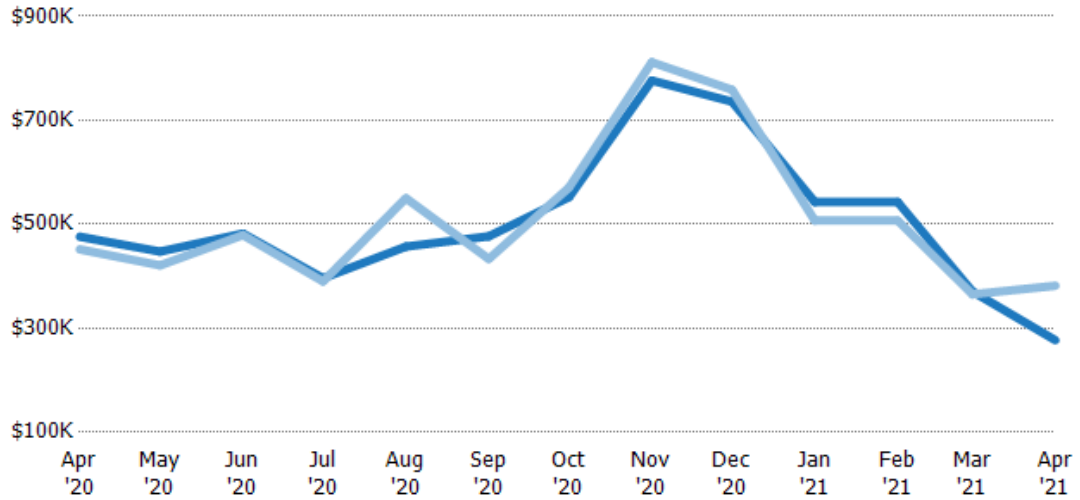
Current Year	\$419K	\$390K	\$419K	\$408K	\$473K	\$418K	\$487K	\$785K	\$755K	\$389K	\$389K	\$389K	\$389K
Prior Year	\$357K	\$357K	\$365K	\$357K	\$419K	\$485K	\$515K	\$470K	\$533K	\$550K	\$500K	\$404K	\$419K
Percent Change from Prior Year	17%	9%	15%	14%	13%	-14%	-5%	67%	42%	-29%	-22%	-4%	-7%

## 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

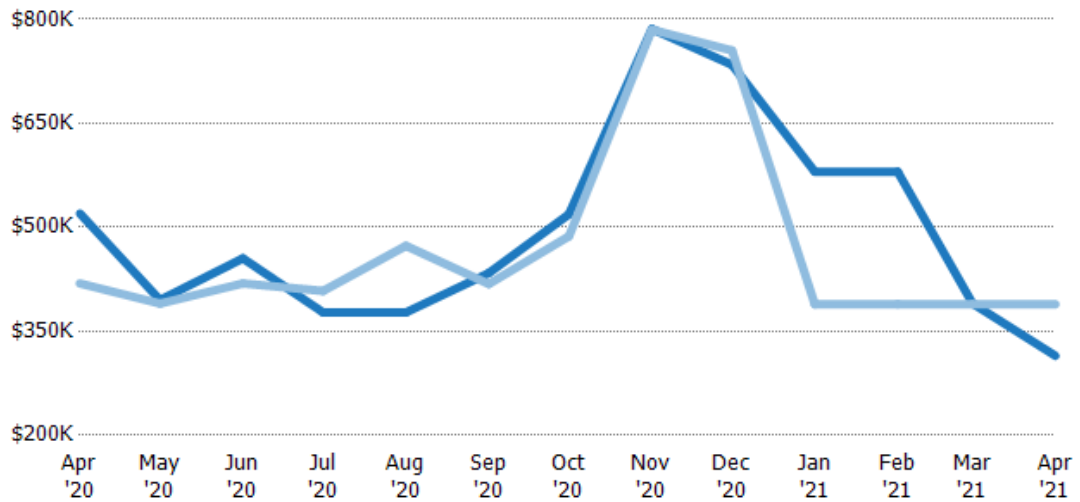


## Median Listing Price vs Median Est Value

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



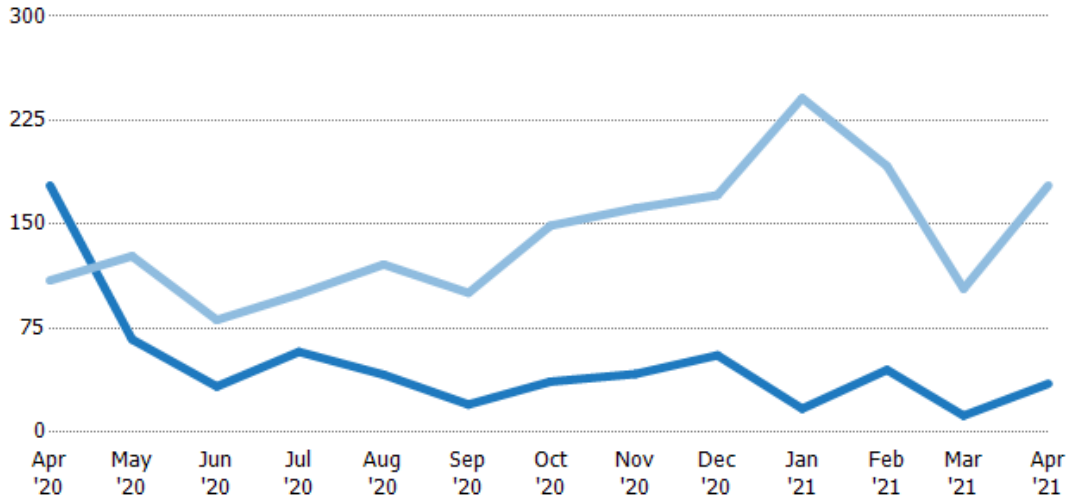
## Median Days in RPR

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

Month/ Year	Days	% Chg.
Apr '21	35	-80.3%
Apr '20	178	62.6%
Apr '19	110	-52.5%



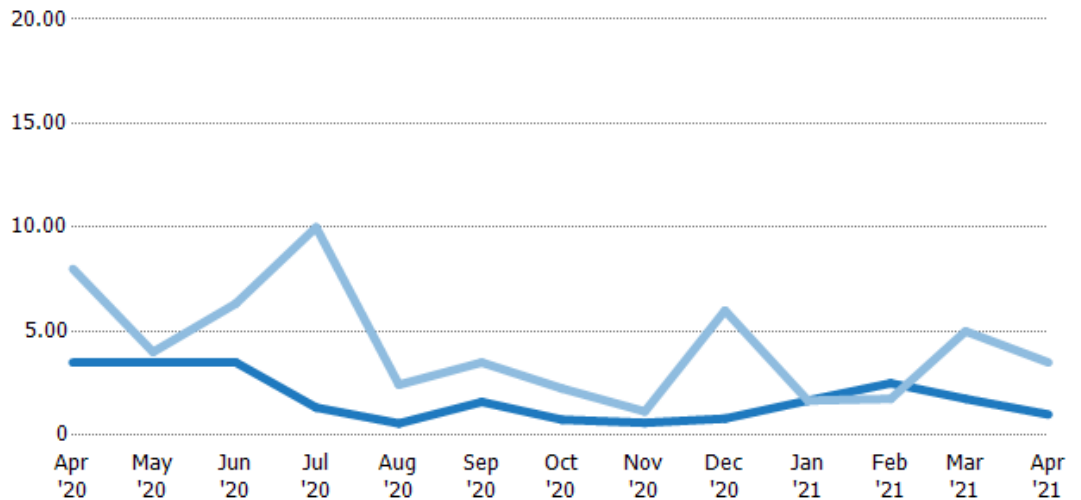
Current Year	178	67	33	58	41.5	20	36.5	42	55.5	17	45	12	35
Prior Year	110	127	81	100	121	101	149	162	171	241	192	104	178
Percent Change from Prior Year	63%	-47%	-59%	-42%	-66%	-80%	-76%	-74%	-68%	-93%	-77%	-88%	-80%

## 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



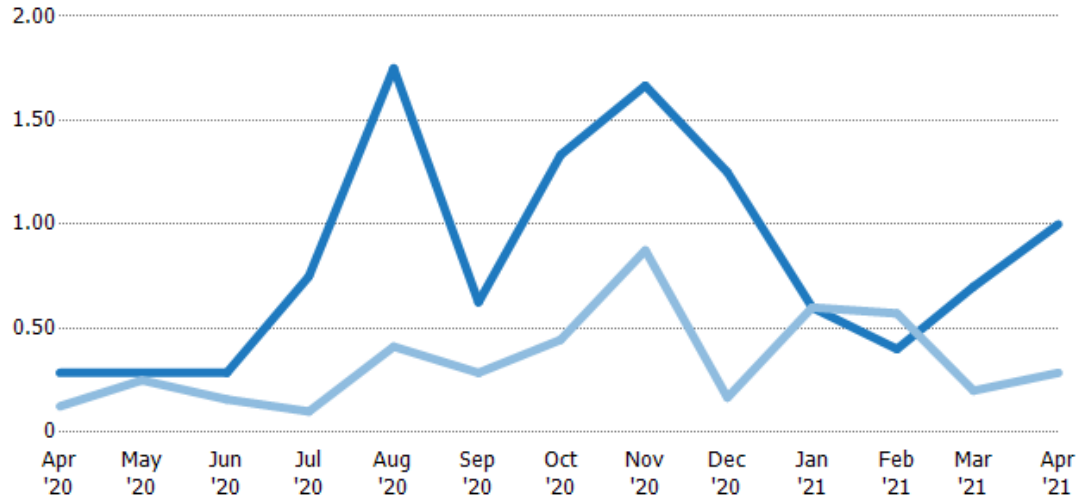
Current Year	3.5	3.5	3.5	1.33	0	1.6	0	0	0	1.67	2.5	1.75	1
Prior Year	8	4	6.33	10	2.43	3.5	2.25	1.14	6	1.67	1.75	5	3.5
Percent Change from Prior Year	-56%	-100%	-45%	-87%	-76%	-54%	-67%	-47%	-87%	0%	43%	-100%	-71%

## 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



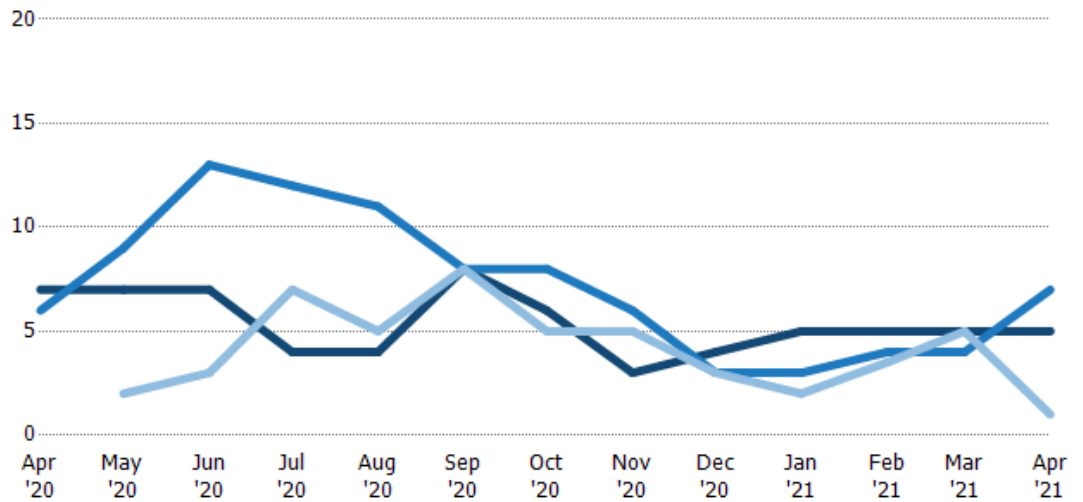
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	29%	29%	29%	75%	175%	63%	133%	167%	125%	60%	40%	70%	100%
Prior Year	13%	25%	16%	10%	41%	29%	44%	88%	17%	60%	57%	20%	29%
Change from Prior Year	-16%	25%	-13%	-65%	-134%	-34%	-89%	-79%	-108%	0%	17%	20%	-71%

## 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



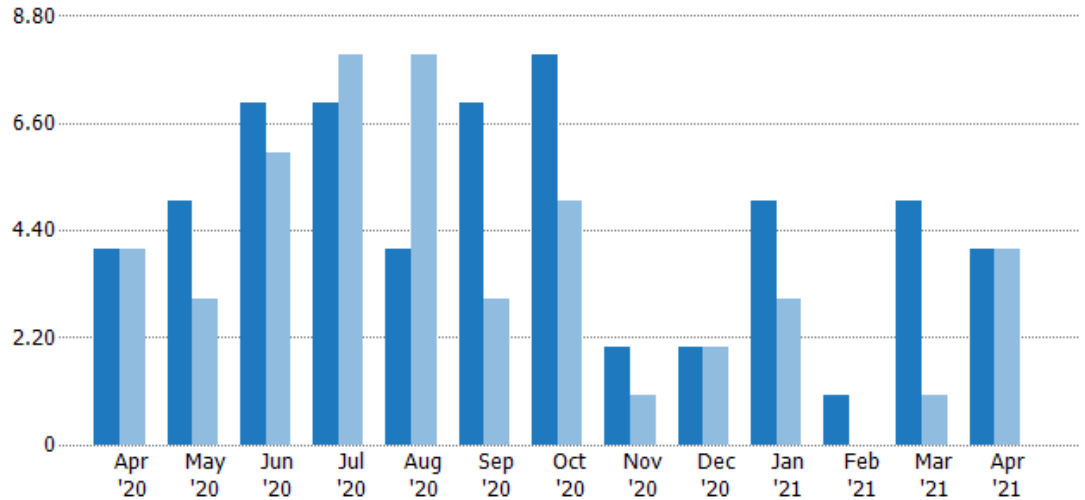
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	7	7	7	4	4	8	6	3	4	5	5	5	5
Pending	6	9	13	12	11	8	8	6	3	3	4	4	7
Sold	-	2	3	7	5	8	5	5	3	2	3.5	5	1

## 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



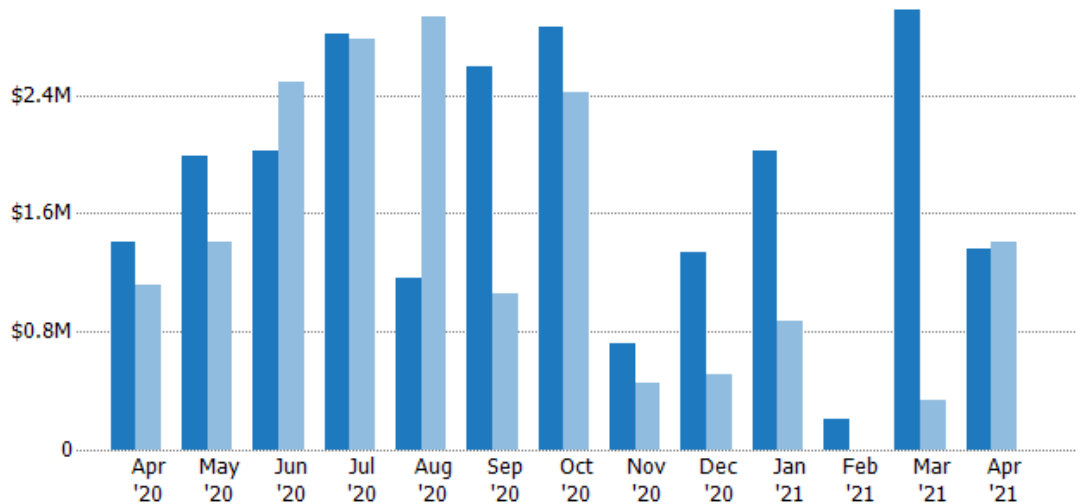
Current Year	4	5	7	7	4	7	8	2	2	5	1	5	4
Prior Year	4	3	6	8	8	3	5	1	2	3	-	1	4
Percent Change from Prior Year	0%	67%	17%	-13%	-50%	133%	60%	100%	0%	67%	100%	400%	0%

## 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



Current Year	\$1.4M	\$1.99M	\$2.02M	\$2.82M	\$1.16M	\$2.59M	\$2.86M	\$720K	\$1.34M	\$2.03M	\$210K	\$2.98M	\$1.36M
Prior Year	\$1.12M	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$866K	-	\$340K	\$1.4M
Percent Change from Prior Year	26%	41%	-19%	2%	-60%	144%	18%	58%	160%	134%	100%	776%	-3%



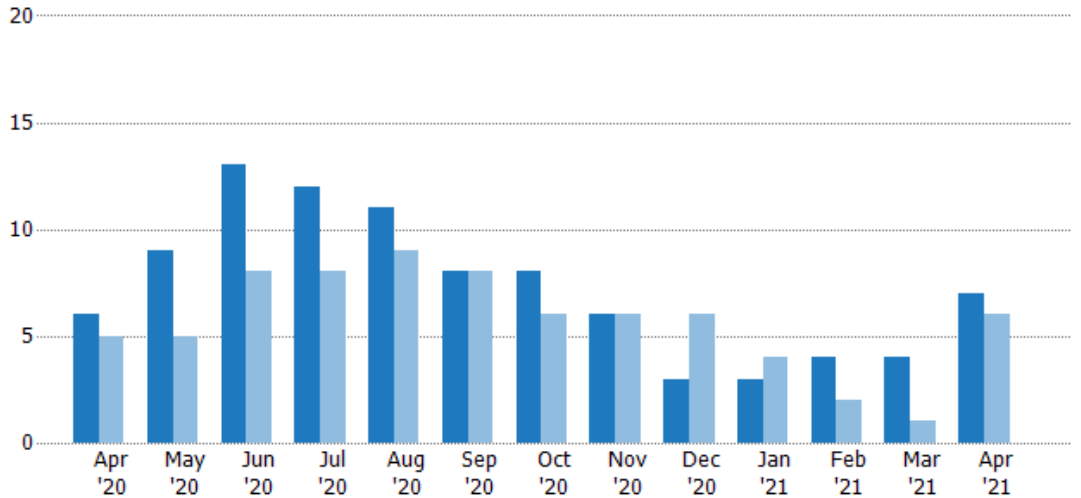
## Pending Sales

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.
Apr '21	7	16.7%
Apr '20	6	20%
Apr '19	5	-40%



Current Year	6	9	13	12	11	8	8	6	3	3	4	4	7
Prior Year	5	5	8	8	9	8	6	6	6	4	2	1	6
Percent Change from Prior Year	20%	80%	63%	50%	22%	0%	33%	0%	-50%	-25%	100%	300%	17%

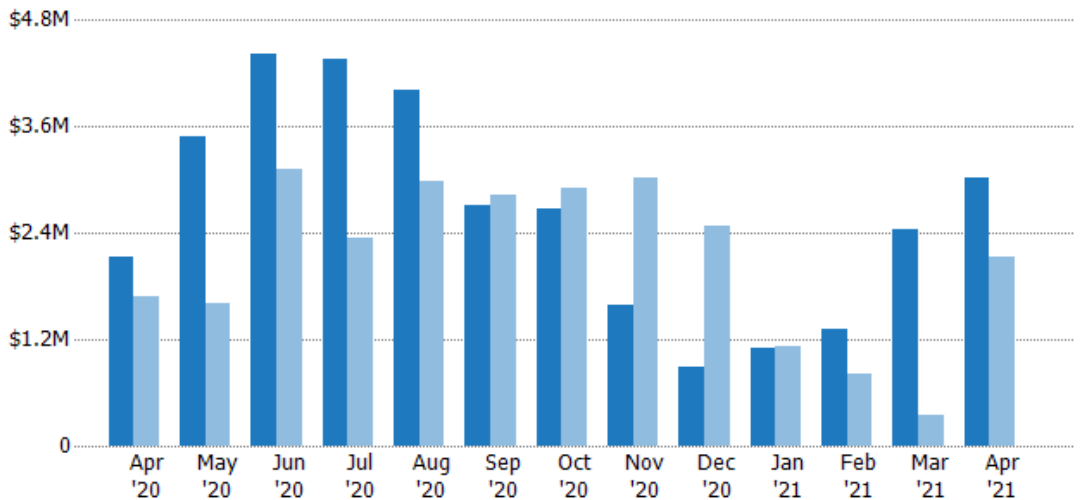
## Pending Sales Volume

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.
Apr '21	\$3.02M	42%
Apr '20	\$2.12M	26.3%
Apr '19	\$1.68M	-64.1%



Current Year	\$2.12M	\$3.48M	\$4.41M	\$4.37M	\$4.02M	\$2.71M	\$2.67M	\$1.59M	\$893K	\$1.1M	\$1.31M	\$2.44M	\$3.02M
Prior Year	\$1.68M	\$1.6M	\$3.12M	\$2.35M	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.48M	\$1.13M	\$805K	\$340K	\$2.12M
Percent Change from Prior Year	26%	117%	41%	86%	35%	-4%	-8%	-47%	-64%	-3%	63%	619%	42%

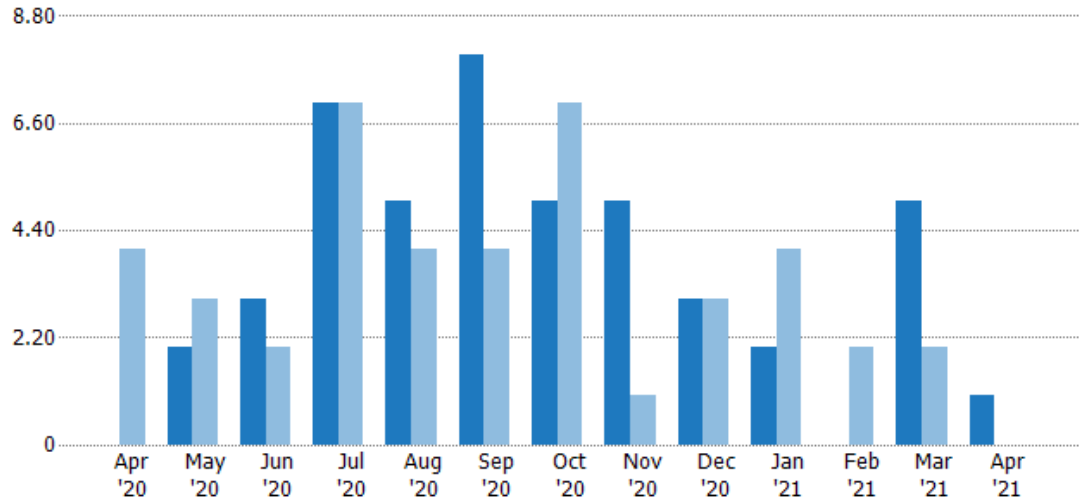
## Closed Sales

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

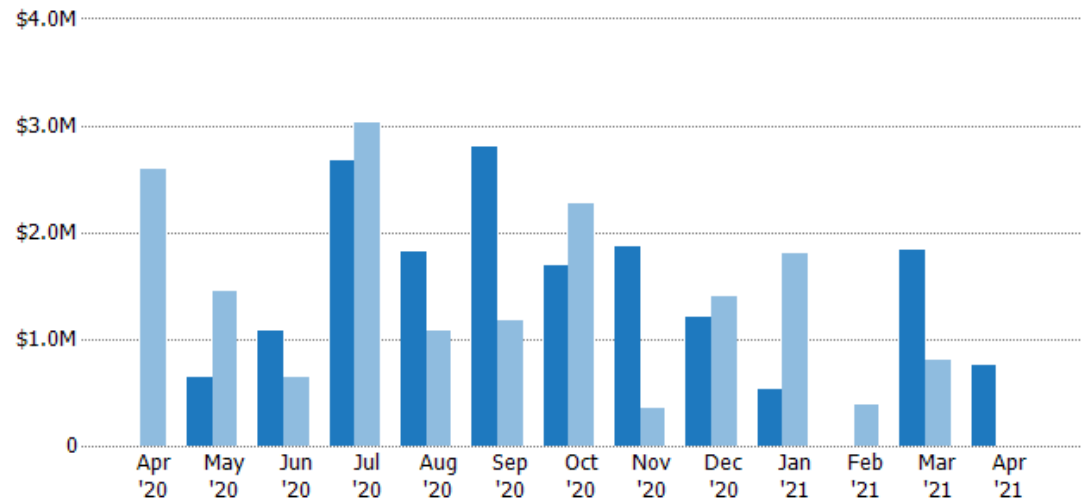
## Closed Sales Volume

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	-	\$645K	\$1.07M	\$2.66M	\$1.82M	\$2.8M	\$1.68M	\$1.87M	\$1.21M	\$525K	-	\$1.84M	\$755K
Prior Year	\$2.59M	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$392K	\$810K	-
Percent Change from Prior Year	-100%	-56%	65%	-12%	70%	139%	-26%	435%	-13%	-71%	-100%	127%	100%

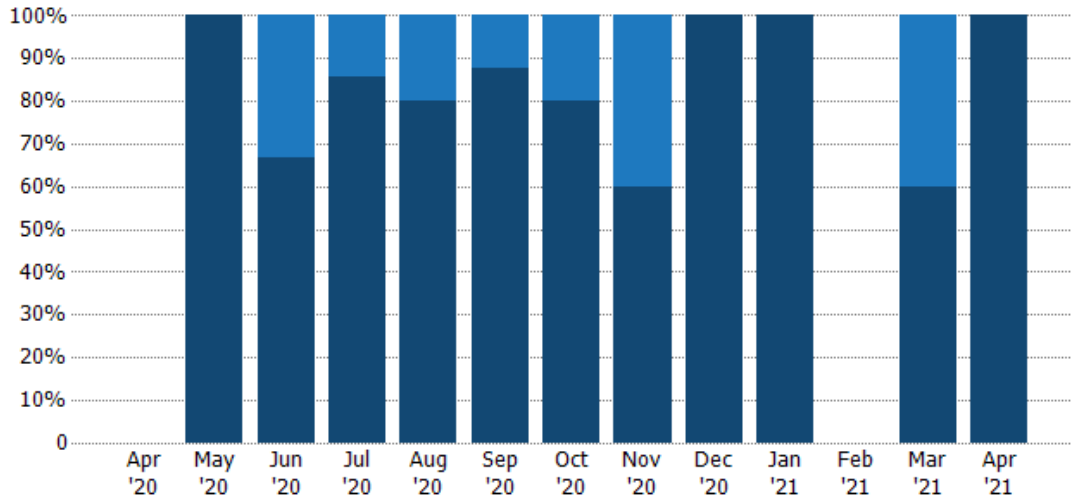
## Closed Sales by Property Type

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

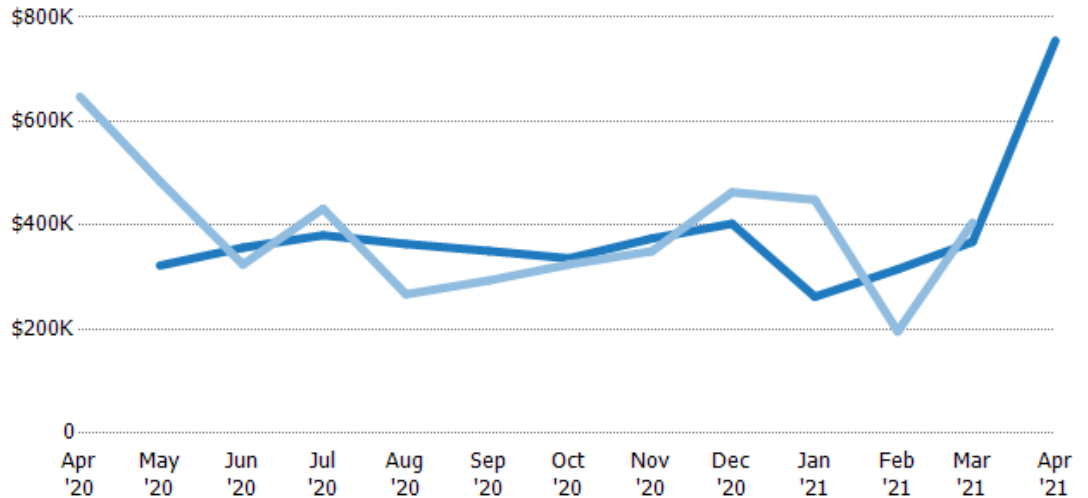
## Average Sales Price

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



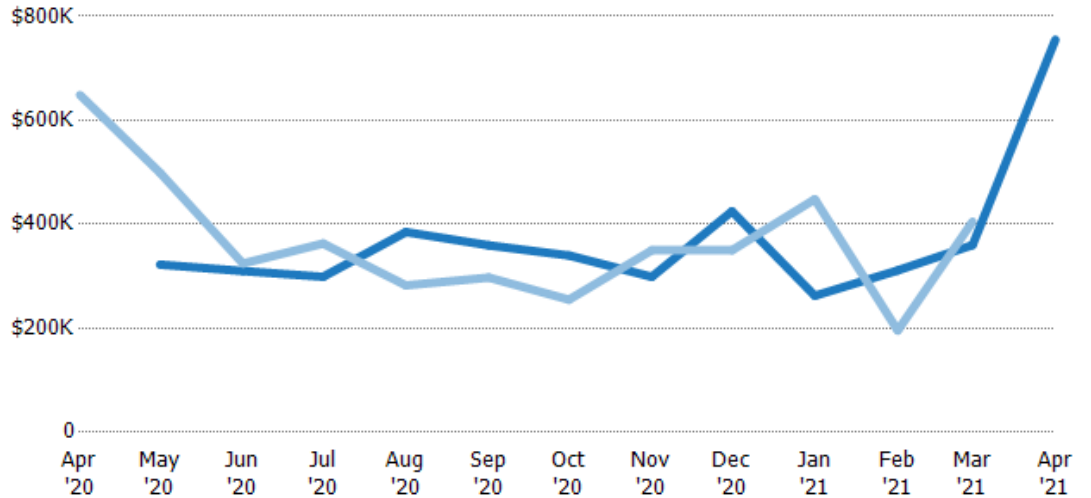
Property Type	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	-	\$323K	\$357K	\$381K	\$364K	\$351K	\$336K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K
Prior Year	\$647K	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$196K	\$405K	-
Percent Change from Prior Year	-100%	-33%	10%	-12%	36%	19%	4%	7%	-13%	-42%	-100%	-9%	100%

## 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



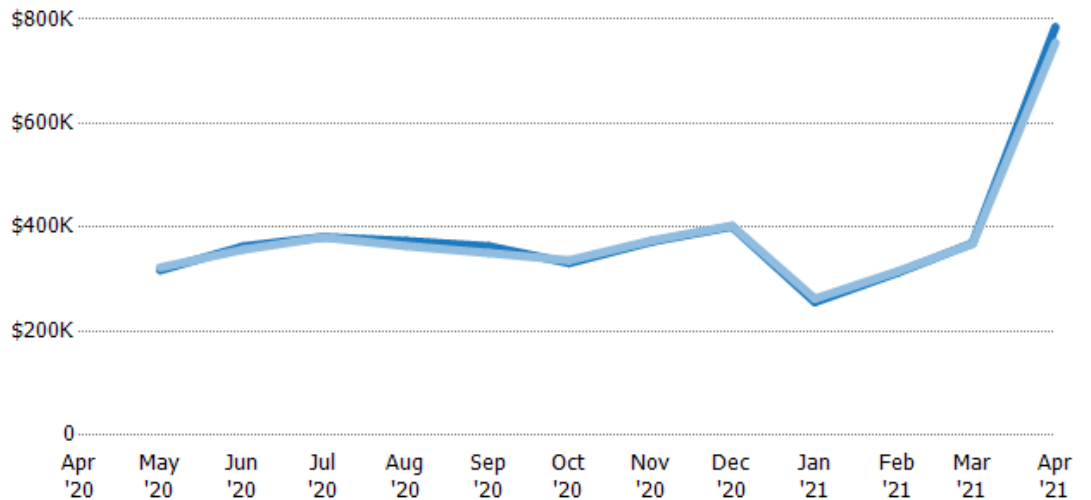
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	-	\$323K	\$310K	\$299K	\$385K	\$360K	\$340K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K
Prior Year	\$649K	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$196K	\$405K	-
Percent Change from Prior Year	-100%	-35%	-4%	-18%	36%	21%	33%	-15%	21%	-41%	-100%	-11%	100%

## 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



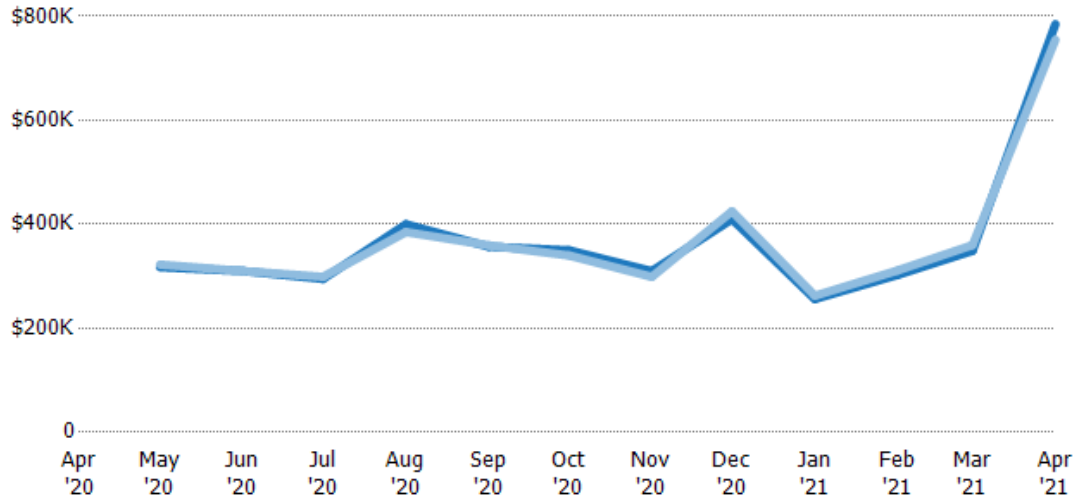
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg List Price	-	\$318K	\$363K	\$381K	\$374K	\$363K	\$331K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K
Avg Sales Price	-	\$323K	\$357K	\$381K	\$364K	\$351K	\$336K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K
Avg Sales Price as a % of Avg List Price	-	102%	98%	100%	97%	96%	102%	101%	100%	102%	101%	100%	96%

## 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



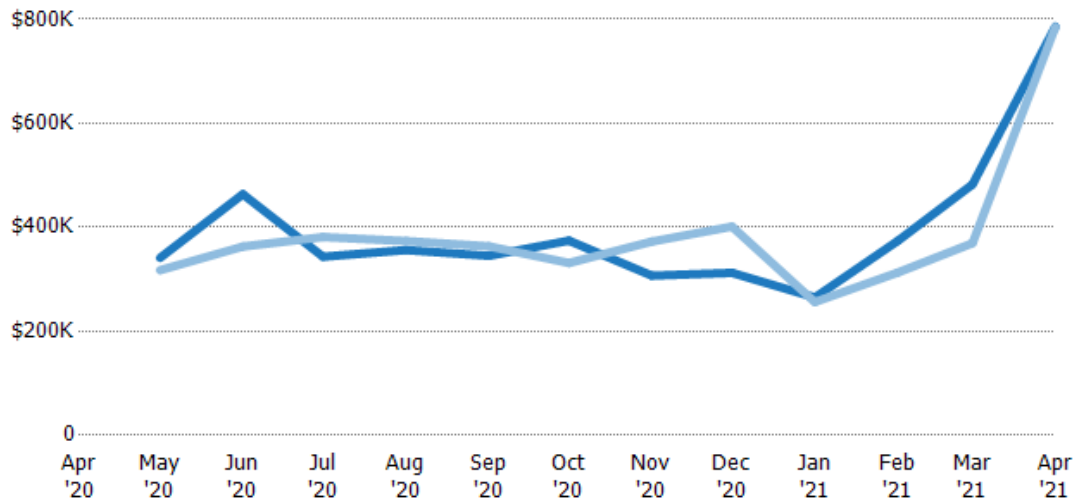
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median List Price	-	\$318K	\$310K	\$295K	\$400K	\$357K	\$350K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K
Median Sales Price	-	\$323K	\$310K	\$299K	\$385K	\$360K	\$340K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K
Med Sales Price as a % of Med List Price	-	102%	100%	101%	96%	101%	97%	96%	104%	102%	103%	103%	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



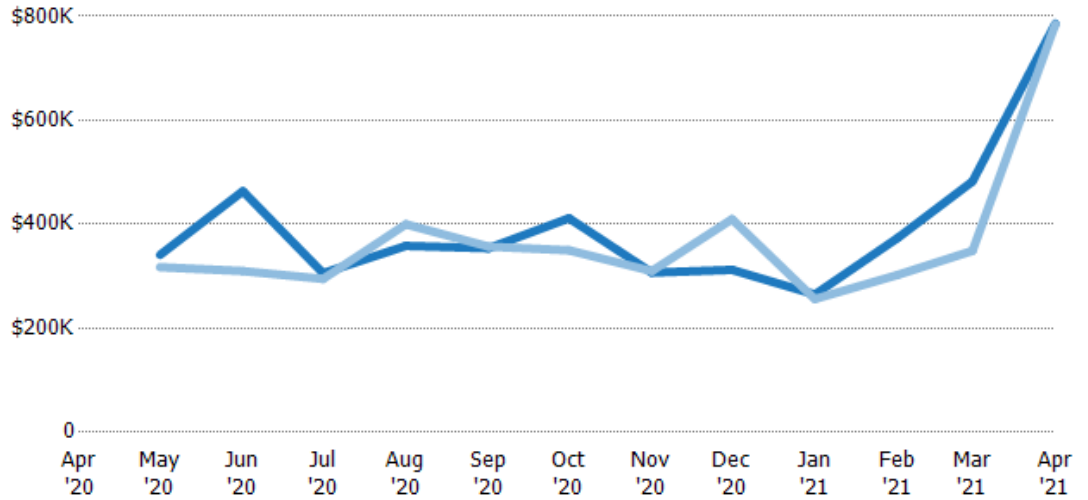
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg Est Value	-	\$341K	\$464K	\$343K	\$356K	\$345K	\$374K	\$307K	\$312K	\$265K	\$374K	\$483K	\$786K
Avg Sales Price	-	\$318K	\$363K	\$381K	\$374K	\$363K	\$331K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K
Avg Sales Price as a % of Avg Est Value	-	93%	78%	111%	105%	105%	89%	121%	128%	97%	87%	77%	100%

## 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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Median Est Value	-	\$341K	\$464K	\$306K	\$358K	\$354K	\$412K	\$307K	\$312K	\$265K	\$374K	\$483K	\$786K
Median Sales Price	-	\$318K	\$310K	\$295K	\$400K	\$357K	\$350K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K
Med Sales Price as a % of Med Est Value	-	93%	67%	96%	112%	101%	85%	101%	131%	97%	84%	72%	100%