

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	May 2021	May 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	6	+33.3%	23	15	+53.3%
New Listing Volume	\$3,487,400	\$2,277,900	+53.1%	\$8,734,600	\$4,686,600	+86.4%
Active Listing Count	3	9	-66.7%	N/A	N/A	
Active Listing Volume	\$1,123,900	\$3,491,900	-67.8%	N/A	N/A	
Average Listing Price	\$374,633	\$387,989	-3.4%	\$431,743	\$423,232	+2%
Median Listing Price	\$349,900	\$389,000	-10.1%	\$383,900	\$407,312	-5.7%
Median Days in RPR	4	120	-96.7%	13.7	159.11	-91.4%
Months of Inventory	3	-	-	2.6	3.8	-33.3%
Absorption Rate	33.33%	-	+33.3%	39.13%	26.09%	+13%
Sales Activity Charts Metrics						
New Pending Sales Count	6	5	+20%	21	13	+61.5%
New Pending Sales Volume	\$2,703,400	\$1,992,900	+35.7%	\$9,275,800	\$4,602,700	+101.5%
Pending Sales Count	5	9	-44.4%	N/A	N/A	
Pending Sales Volume	\$2,965,000	\$3,481,900	-14.8%	N/A	N/A	
Closed Sales Count	2	2	+/-	10	9	+11.1%
Closed Sales Volume	\$999,000	\$645,000	+54.9%	\$4,119,000	\$3,376,700	+22%
Average Sales Price	\$499,500	\$322,500	+54.9%	\$411,900	\$375,189	+9.8%
Median Sales Price	\$499,500	\$322,500	+54.9%	\$407,900	\$374,767	+8.8%

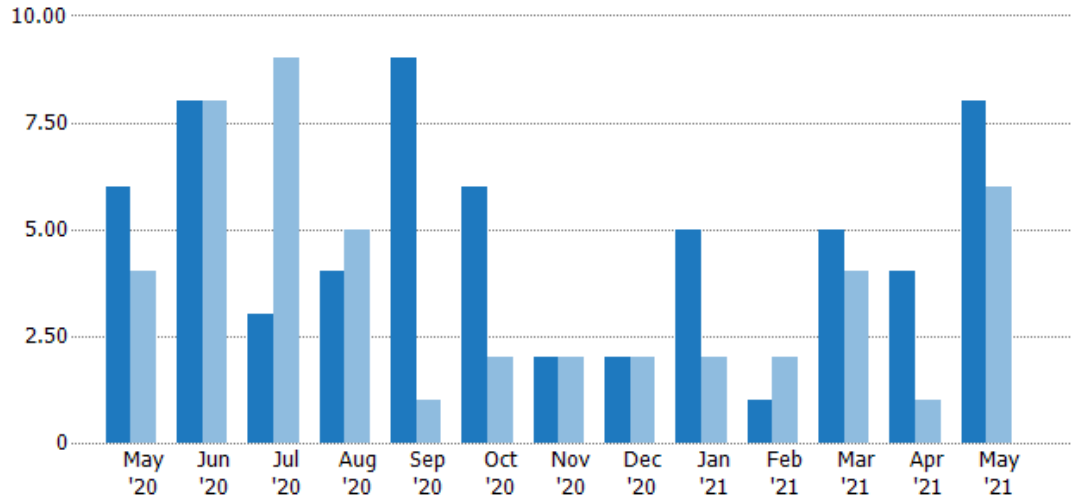
New Listings

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.
May '21	8	33.3%
May '20	6	50%
May '19	4	0%



Current Year	6	8	3	4	9	6	2	2	5	1	5	4	8
Prior Year	4	8	9	5	1	2	2	2	2	2	4	1	6
Percent Change from Prior Year	50%	0%	-67%	-20%	800%	200%	0%	0%	150%	-50%	25%	300%	33%

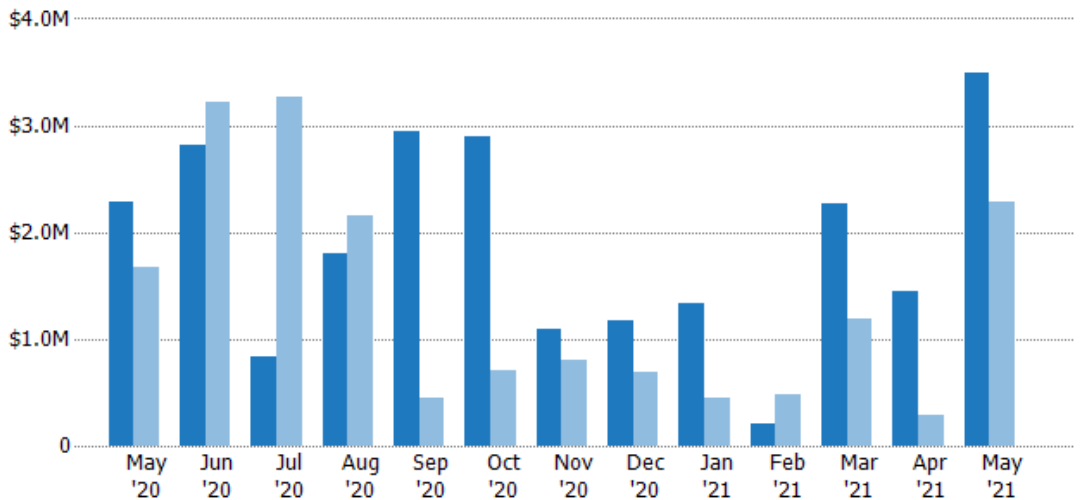
New Listing Volume

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.
May '21	\$3.49M	53.1%
May '20	\$2.28M	36.3%
May '19	\$1.67M	16.3%



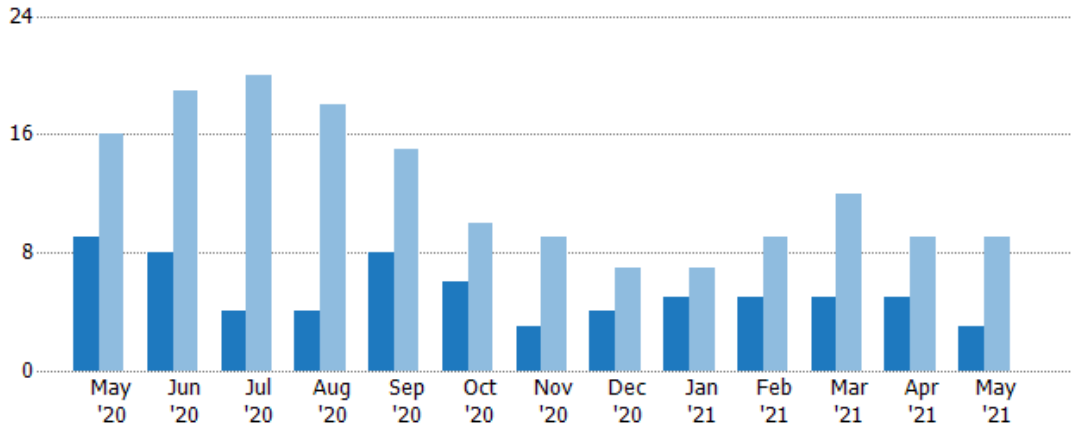
Current Year	\$2.28M	\$2.82M	\$829K	\$1.8M	\$2.94M	\$2.89M	\$1.1M	\$1.17M	\$1.33M	\$210K	\$2.27M	\$1.44M	\$3.49M
Prior Year	\$1.67M	\$3.22M	\$3.27M	\$2.16M	\$455K	\$705K	\$800K	\$690K	\$441K	\$488K	\$1.18M	\$295K	\$2.28M
Percent Change from Prior Year	36%	-13%	-75%	-17%	546%	310%	37%	69%	201%	-57%	92%	388%	53%

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.
May '21	3	-66.7%
May '20	9	-43.8%
May '19	16	-12.5%

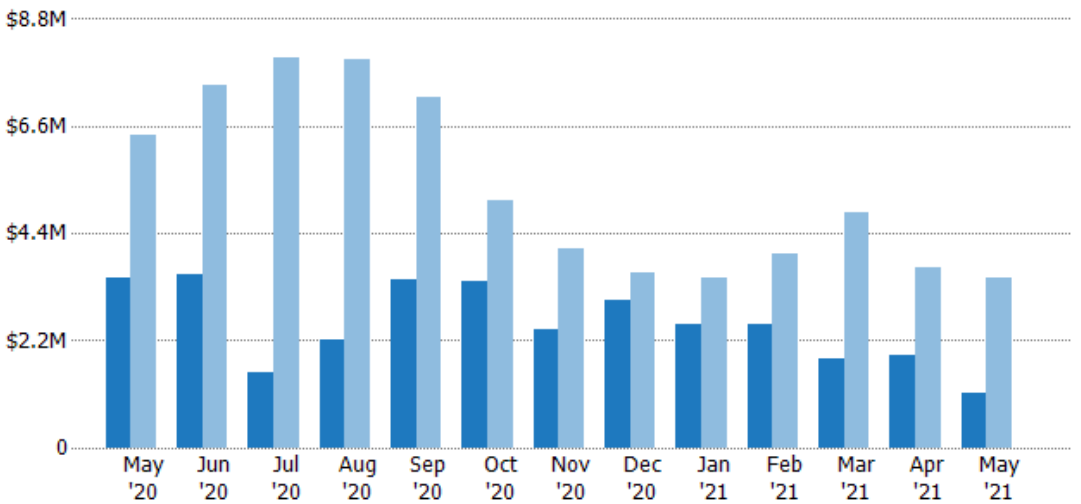
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
May '21	3	9	-66.7%
Jun '21	8	16	-50.0%
Jul '21	4	19	-78.9%
Aug '21	4	20	-80.0%
Sep '21	8	18	-55.6%
Oct '21	6	15	-60.0%
Nov '21	3	10	-70.0%
Dec '21	4	9	-55.6%
Jan '21	5	7	-28.6%
Feb '21	5	7	-28.6%
Mar '21	5	9	-44.4%
Apr '21	5	12	-58.3%
May '21	3	9	-66.7%

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



Month/Year	Volume	% Chg.
May '21	\$1.12M	-67.8%
May '20	\$3.49M	-45.6%
May '19	\$6.42M	26.1%

Month/Year	Current Year	Prior Year	Percent Change from Prior Year
May '21	\$1.12M	\$3.49M	-67.8%
Jun '21	\$3.57M	\$7.46M	-52.0%
Jul '21	\$1.56M	\$8.01M	-80.6%
Aug '21	\$2.2M	\$7.97M	-72.4%
Sep '21	\$3.47M	\$7.18M	-51.3%
Oct '21	\$3.42M	\$5.06M	-32.0%
Nov '21	\$2.44M	\$4.08M	-40.2%
Dec '21	\$3.04M	\$3.58M	-15.1%
Jan '21	\$2.54M	\$3.48M	-27.0%
Feb '21	\$2.54M	\$3.97M	-36.0%
Mar '21	\$1.83M	\$4.82M	-62.2%
Apr '21	\$1.91M	\$3.71M	-49.1%
May '21	\$1.12M	\$3.49M	-68.2%

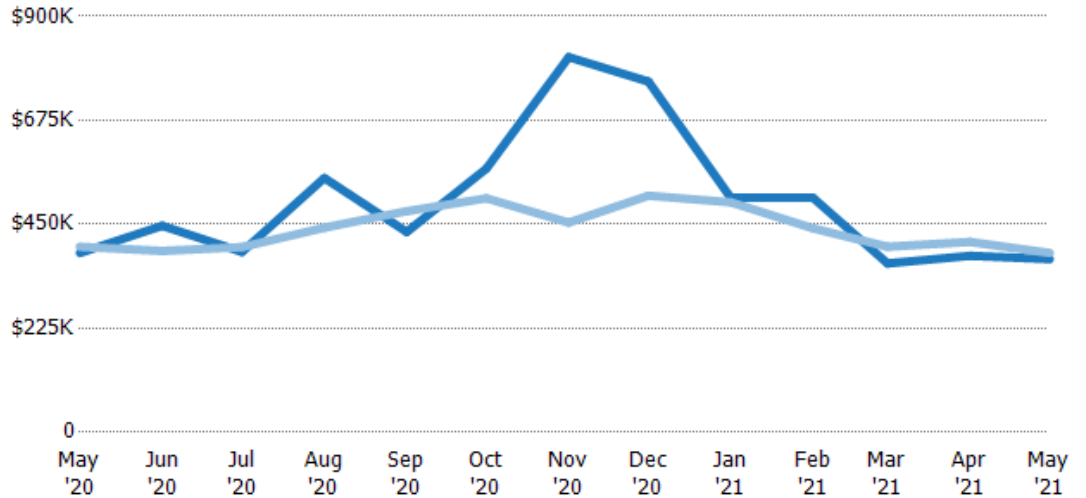
Average Listing Price

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.
May '21	\$375K	-3.4%
May '20	\$388K	-3.3%
May '19	\$401K	44.1%



Current Year	\$388K	\$447K	\$390K	\$550K	\$433K	\$570K	\$812K	\$759K	\$507K	\$507K	\$365K	\$382K	\$375K
Prior Year	\$401K	\$392K	\$401K	\$443K	\$478K	\$506K	\$454K	\$512K	\$498K	\$441K	\$401K	\$412K	\$388K
Percent Change from Prior Year	-3%	14%	-3%	24%	-9%	13%	79%	48%	2%	15%	-9%	-7%	-3%

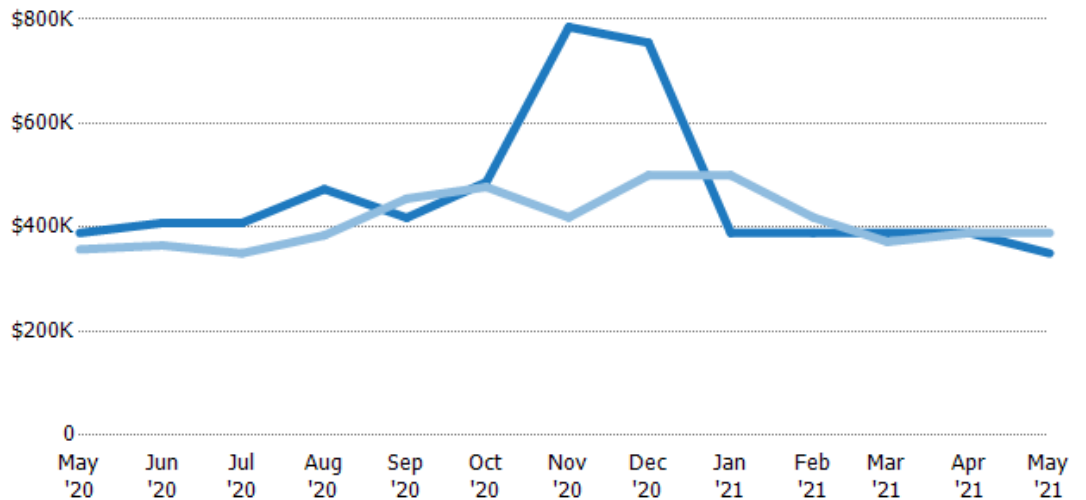
Median Listing Price

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.
May '21	\$350K	-10.1%
May '20	\$389K	8.8%
May '19	\$357K	53.8%



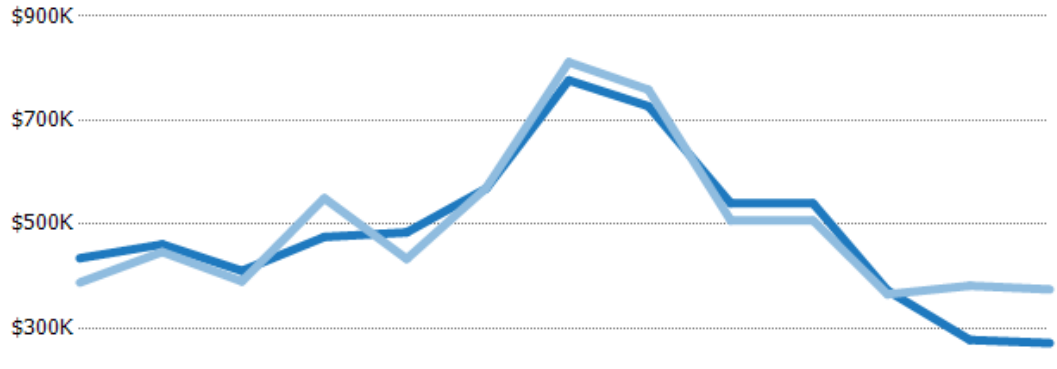
Current Year	\$389K	\$408K	\$408K	\$473K	\$418K	\$487K	\$785K	\$755K	\$389K	\$389K	\$389K	\$389K	\$350K
Prior Year	\$357K	\$365K	\$350K	\$384K	\$455K	\$477K	\$419K	\$500K	\$500K	\$419K	\$372K	\$389K	\$389K
Percent Change from Prior Year	9%	12%	17%	23%	-8%	2%	87%	51%	-22%	-7%	5%	0%	-10%

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



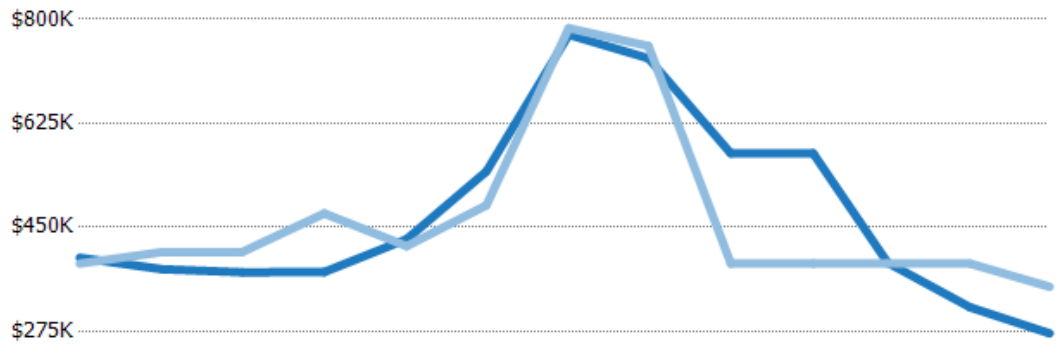
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$435K	\$461K	\$410K	\$476K	\$484K	\$569K	\$777K	\$727K	\$540K	\$540K	\$372K	\$278K	\$272K
Avg Listing Price	\$388K	\$447K	\$390K	\$550K	\$433K	\$570K	\$812K	\$759K	\$507K	\$507K	\$365K	\$382K	\$375K
Avg Listing Price as a % of Avg Est Value	89%	97%	95%	116%	89%	100%	104%	104%	94%	94%	98%	138%	138%

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



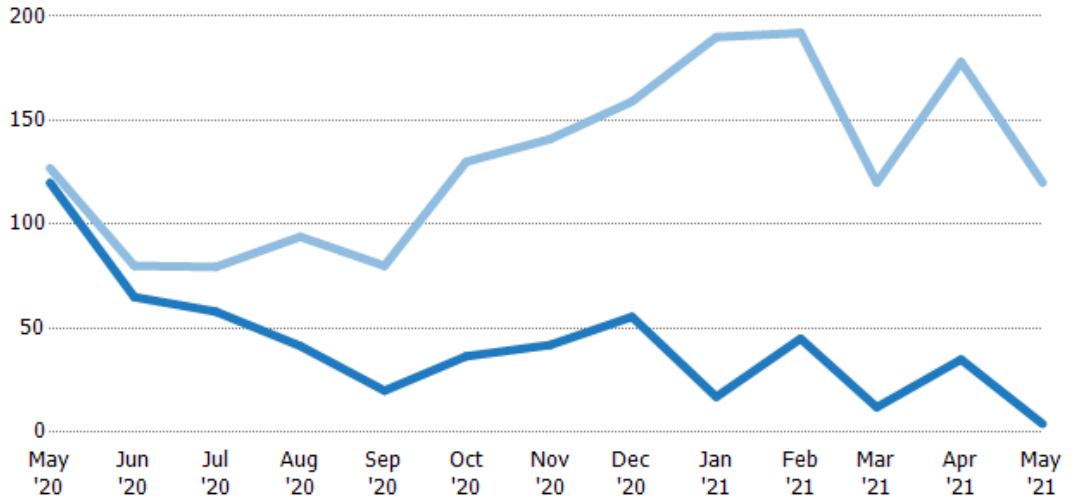
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$399K	\$379K	\$374K	\$375K	\$430K	\$544K	\$774K	\$734K	\$574K	\$574K	\$391K	\$315K	\$272K
Median Listing Price	\$389K	\$408K	\$408K	\$473K	\$418K	\$487K	\$785K	\$755K	\$389K	\$389K	\$389K	\$389K	\$350K
Med Listing Price as a % of Med Est Value	98%	108%	109%	126%	97%	90%	101%	103%	68%	68%	100%	123%	129%

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



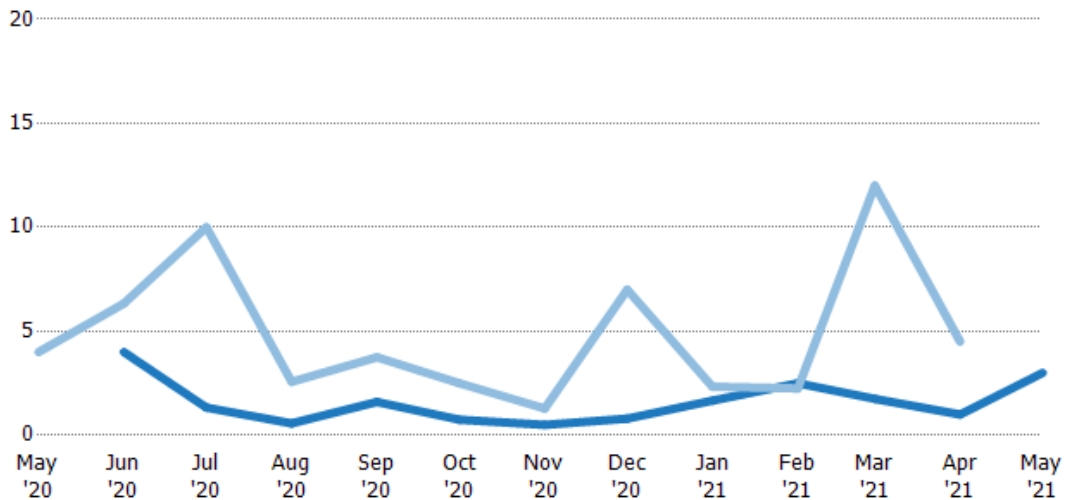
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	120	65	58	41.5	20	36.5	42	55.5	17	45	12	35	4
Prior Year	127	80	79.5	94	80	130	141	159	190	192	120	178	120
Percent Change from Prior Year	-6%	-19%	-27%	-56%	-75%	-72%	-70%	-65%	-91%	-77%	-90%	-80%	-97%

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



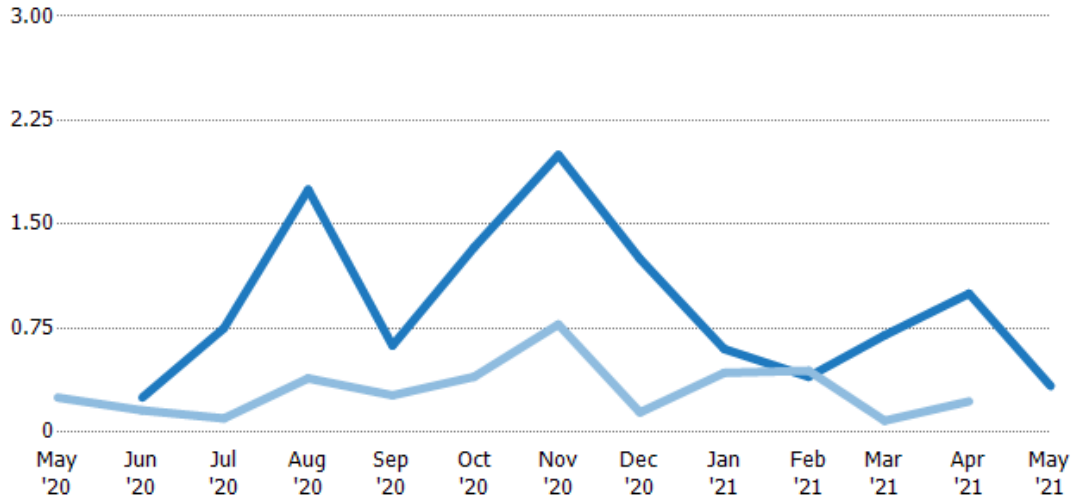
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	-	4	1.33	0	1.6	0	0	0	1.67	2.5	1.75	1	3
Prior Year	4	6.33	10	2.57	3.75	2.5	1.29	7	2.33	2.25	12	4.5	-
Percent Change from Prior Year	-100%	-37%	-87%	-78%	-57%	-70%	-61%	-89%	-29%	11%	-100%	-78%	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



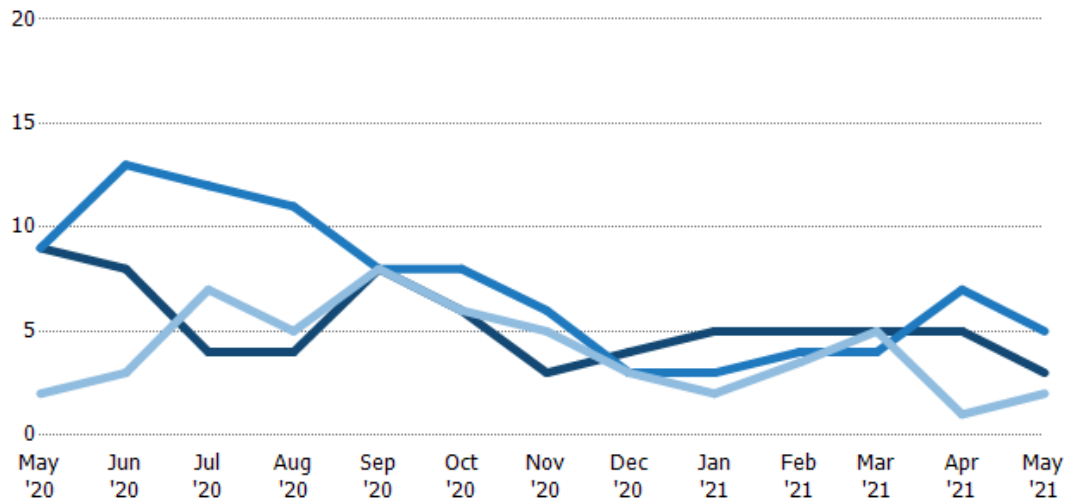
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	-	25%	75%	175%	63%	133%	200%	125%	60%	40%	70%	100%	33%
Prior Year	25%	16%	10%	39%	27%	40%	78%	14%	43%	44%	8%	22%	-
Change from Prior Year	25%	-9%	-65%	-136%	-36%	-93%	-122%	-111%	-17%	4%	8%	-78%	-33%

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



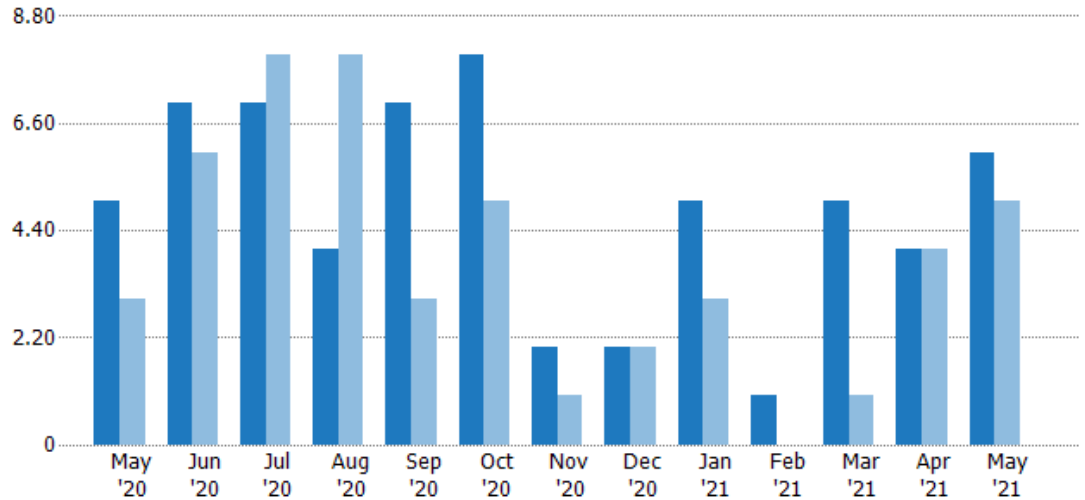
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Active	9	8	4	4	8	6	3	4	5	5	5	5	3
Pending	9	13	12	11	8	8	6	3	3	4	4	7	5
Sold	2	3	7	5	8	6	5	3	2	3.5	5	1	2

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



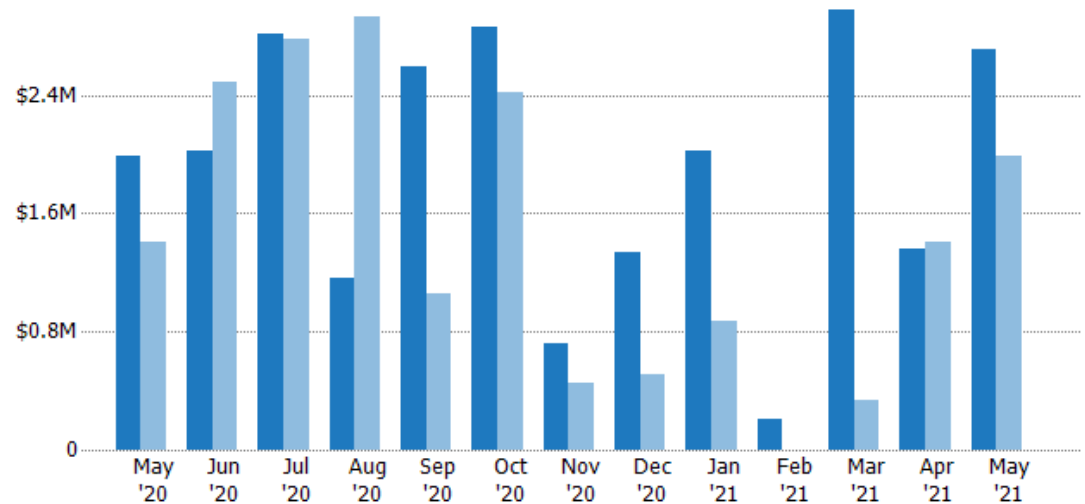
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	5	7	7	4	7	8	2	2	5	1	5	4	6
Prior Year	3	6	8	8	3	5	1	2	3	-	1	4	5
Percent Change from Prior Year	67%	17%	-13%	-50%	133%	60%	100%	0%	67%	100%	400%	0%	20%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$1.99M	\$2.02M	\$2.82M	\$1.16M	\$2.59M	\$2.86M	\$720K	\$1.34M	\$2.03M	\$210K	\$2.98M	\$1.36M	\$2.7M
Prior Year	\$1.41M	\$2.49M	\$2.78M	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$866K	-	\$340K	\$1.4M	\$1.99M
Percent Change from Prior Year	41%	-19%	2%	-60%	144%	18%	58%	160%	134%	100%	776%	-3%	36%

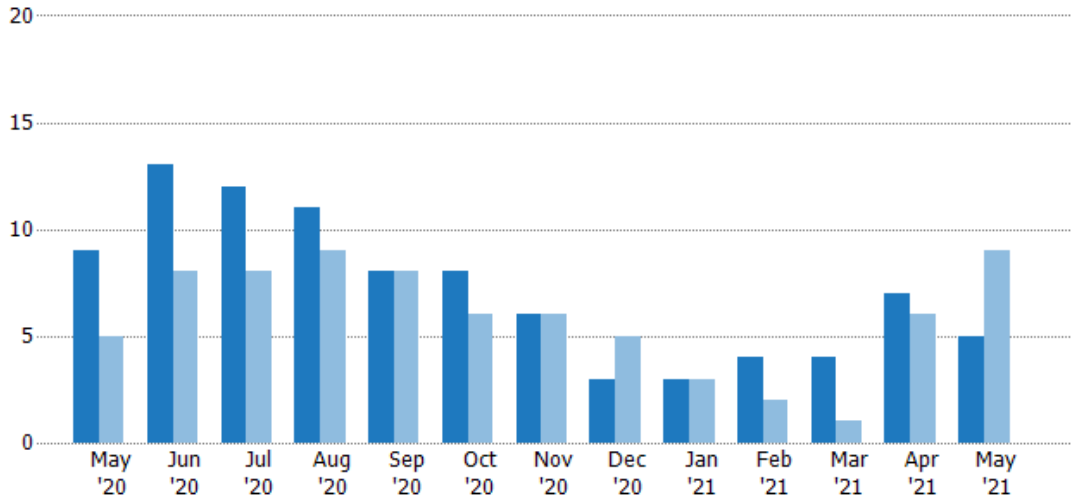
Pending Sales

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.
May '21	5	-44.4%
May '20	9	80%
May '19	5	20%



Current Year	9	13	12	11	8	8	6	3	3	4	4	7	5
Prior Year	5	8	8	9	8	6	6	5	3	2	1	6	9
Percent Change from Prior Year	80%	63%	50%	22%	0%	33%	0%	-40%	0%	100%	300%	17%	-44%

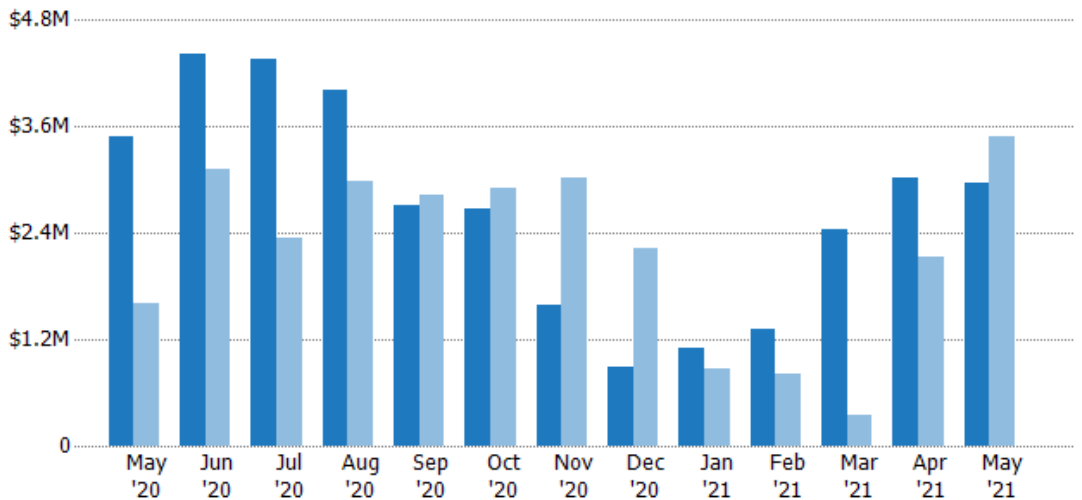
Pending Sales Volume

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.
May '21	\$2.97M	-14.8%
May '20	\$3.48M	117.4%
May '19	\$1.6M	13.5%



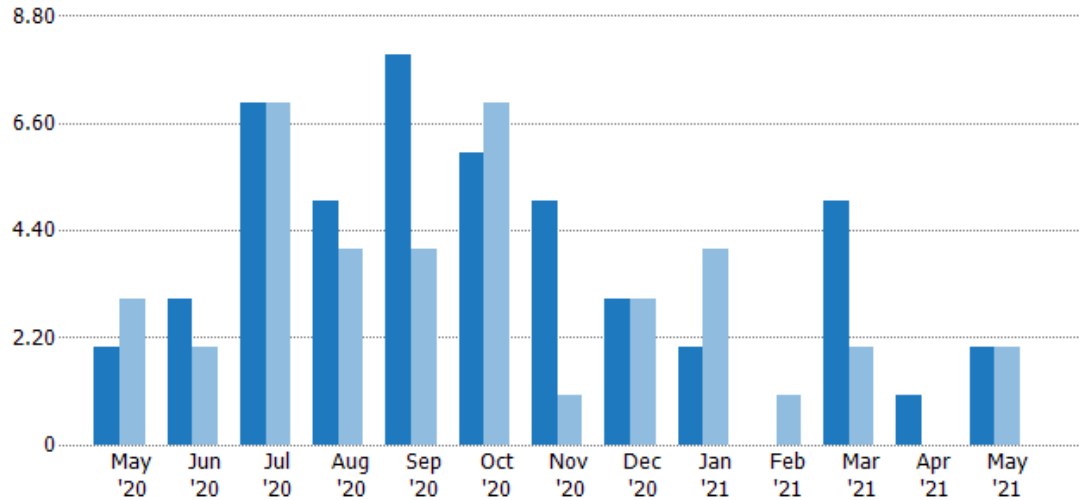
Current Year	\$3.48M	\$4.41M	\$4.37M	\$4.02M	\$2.71M	\$2.67M	\$1.59M	\$893K	\$1.1M	\$1.31M	\$2.44M	\$3.02M	\$2.97M
Prior Year	\$1.6M	\$3.12M	\$2.35M	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.22M	\$866K	\$805K	\$340K	\$2.12M	\$3.48M
Percent Change from Prior Year	117%	41%	86%	35%	-4%	-8%	-47%	-60%	27%	63%	619%	42%	-15%

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



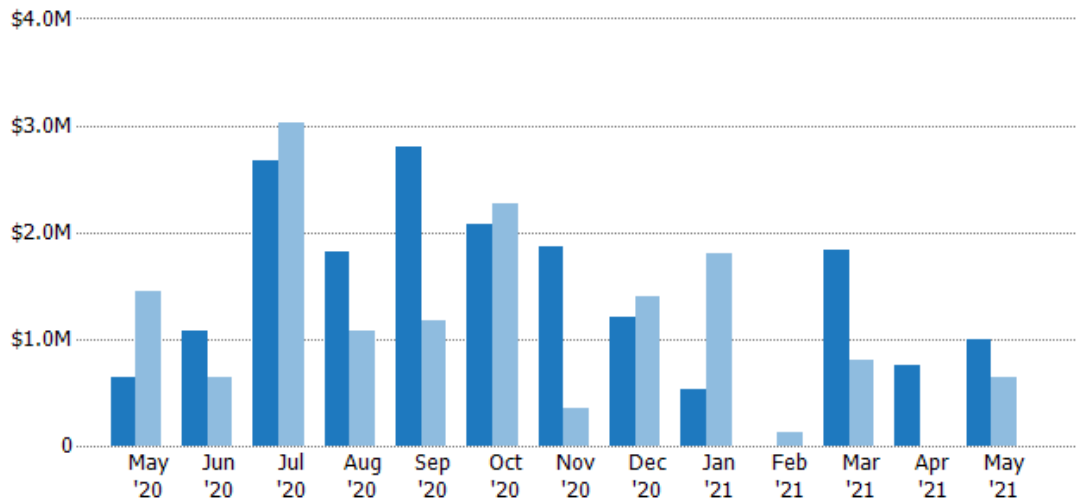
Current Year	2	3	7	5	8	6	5	3	2	-	5	1	2
Prior Year	3	2	7	4	4	7	1	3	4	1	2	-	2
Percent Change from Prior Year	-33%	50%	0%	25%	100%	-14%	400%	0%	-50%	-100%	150%	100%	0%

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



Current Year	\$645K	\$1.07M	\$2.66M	\$1.82M	\$2.8M	\$2.07M	\$1.87M	\$1.21M	\$525K	-	\$1.84M	\$755K	\$999K
Prior Year	\$1.45M	\$649K	\$3.02M	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K
Percent Change from Prior Year	-56%	65%	-12%	70%	139%	-9%	435%	-13%	-71%	-100%	127%	100%	55%

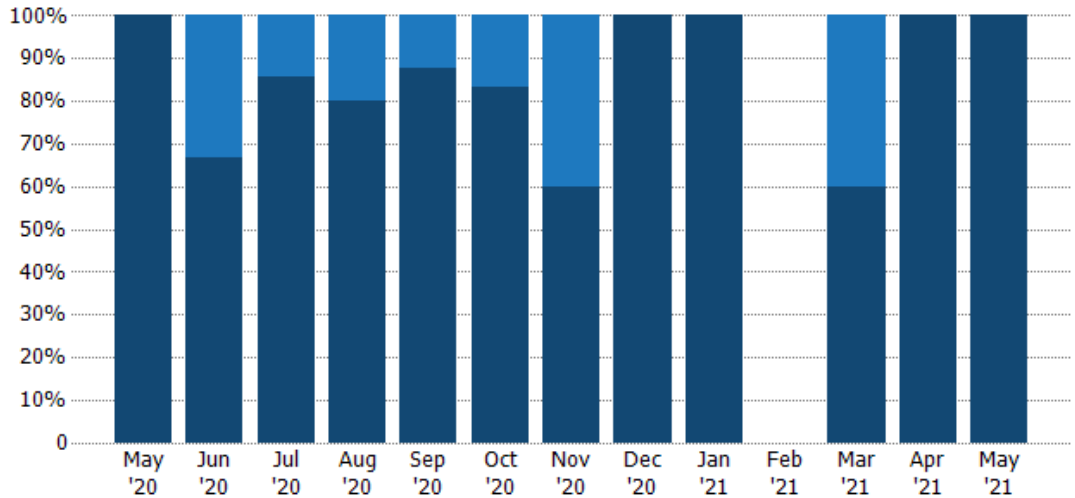
Closed Sales by Property Type

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	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Condo/Townhouse	-	33%	14%	20%	13%	17%	40%	-	-	-	40%	-	-
Single Family Residence	100%	67%	86%	80%	88%	83%	60%	100%	100%	-	60%	100%	100%

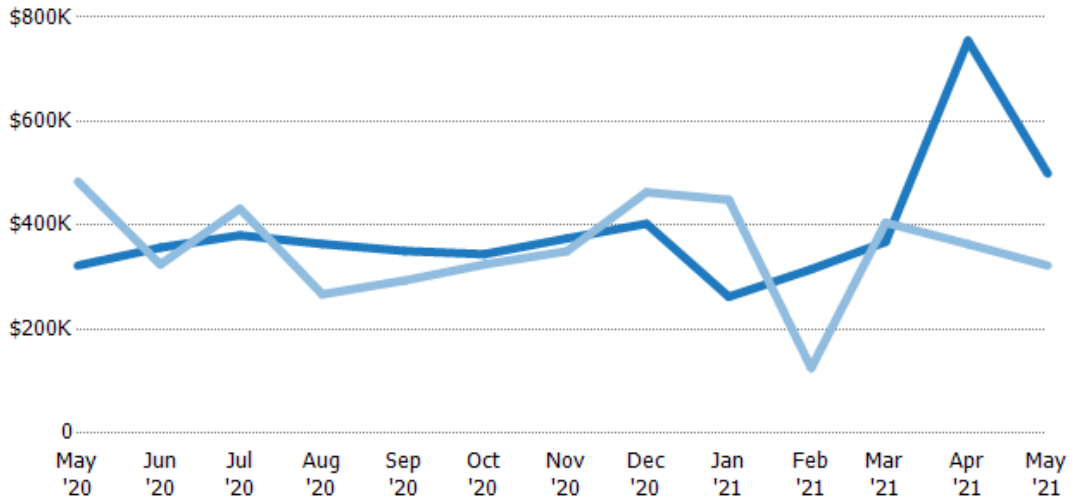
Average Sales Price

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



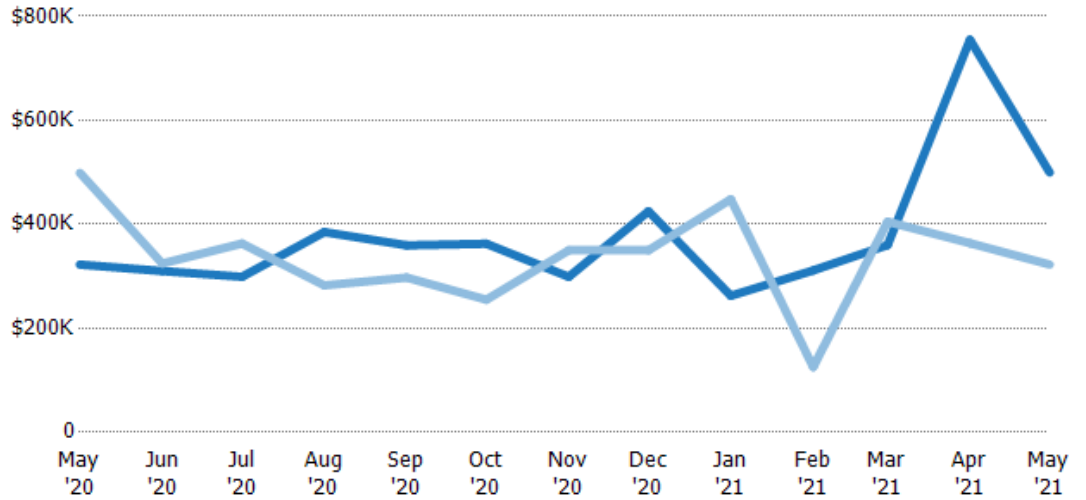
Current Year	\$323K	\$357K	\$381K	\$364K	\$351K	\$344K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K
Prior Year	\$484K	\$325K	\$432K	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K
Percent Change from Prior Year	-33%	10%	-12%	36%	19%	6%	7%	-13%	-42%	-100%	-9%	100%	55%

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



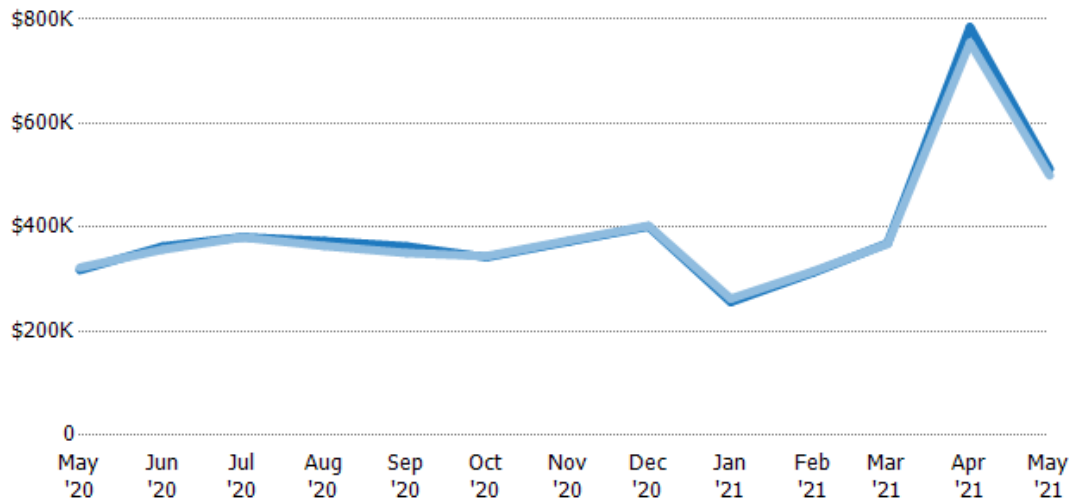
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Current Year	\$323K	\$310K	\$299K	\$385K	\$360K	\$363K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K
Prior Year	\$499K	\$325K	\$363K	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K
Percent Change from Prior Year	-35%	-4%	-18%	36%	21%	42%	-15%	21%	-41%	-100%	-11%	100%	55%

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



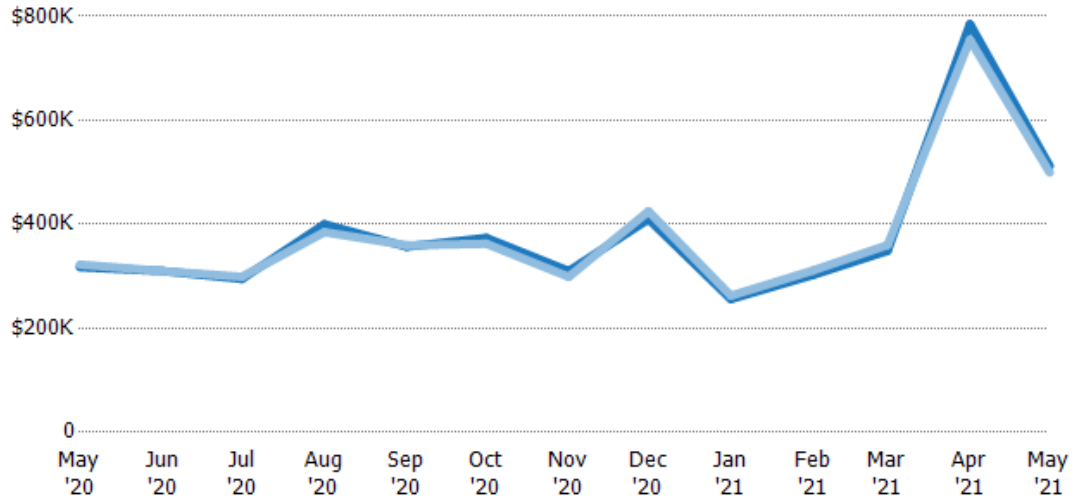
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg List Price	\$318K	\$363K	\$381K	\$374K	\$363K	\$342K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K
Avg Sales Price	\$323K	\$357K	\$381K	\$364K	\$351K	\$344K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K
Avg Sales Price as a % of Avg List Price	102%	98%	100%	97%	96%	101%	101%	100%	102%	101%	100%	96%	98%

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



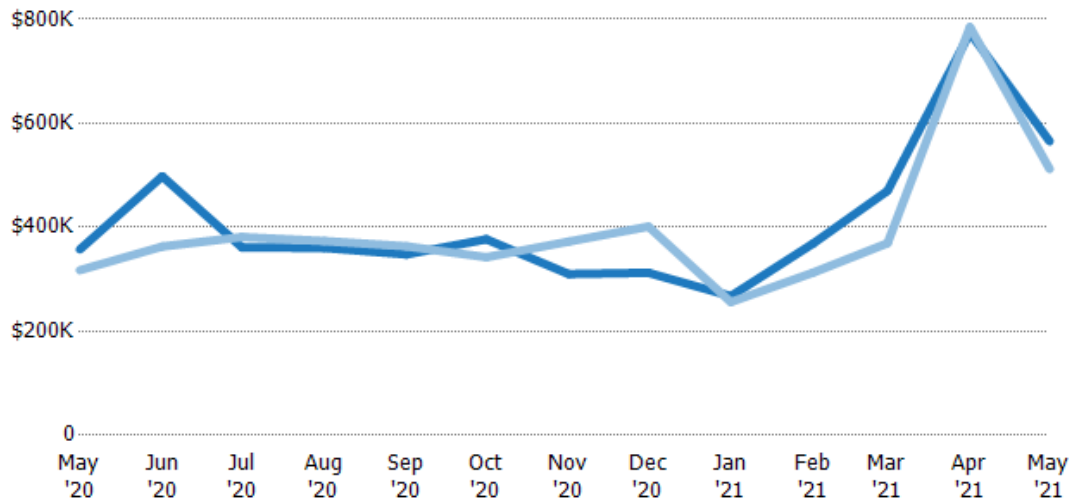
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median List Price	\$318K	\$310K	\$295K	\$400K	\$357K	\$374K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K
Median Sales Price	\$323K	\$310K	\$299K	\$385K	\$360K	\$363K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K
Med Sales Price as a % of Med List Price	102%	100%	101%	96%	101%	97%	96%	104%	102%	103%	103%	96%	98%

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



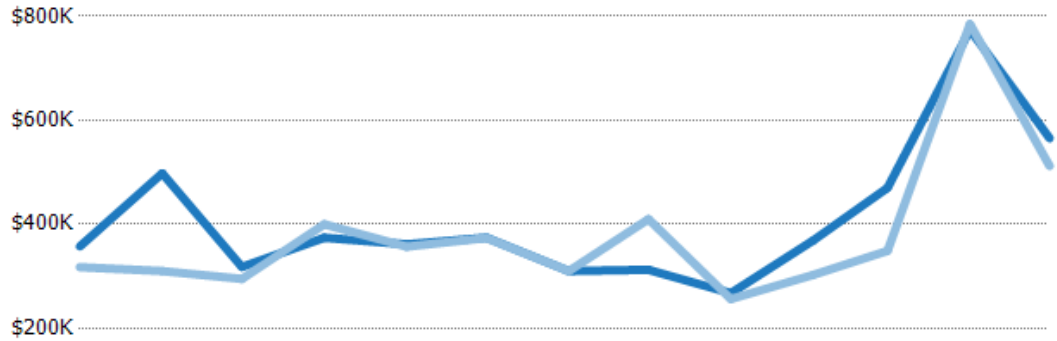
	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Avg Est Value	\$357K	\$498K	\$361K	\$360K	\$348K	\$377K	\$310K	\$313K	\$268K	\$369K	\$470K	\$774K	\$565K
Avg Sales Price	\$318K	\$363K	\$381K	\$374K	\$363K	\$342K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K
Avg Sales Price as a % of Avg Est Value	89%	73%	105%	104%	104%	91%	120%	128%	96%	87%	79%	101%	91%

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



	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21
Median Est Value	\$357K	\$498K	\$318K	\$374K	\$361K	\$374K	\$310K	\$313K	\$268K	\$369K	\$470K	\$774K	\$565K
Median Sales Price	\$318K	\$310K	\$295K	\$400K	\$357K	\$374K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K
Med Sales Price as a % of Med Est Value	89%	62%	93%	107%	99%	100%	100%	131%	96%	85%	74%	101%	91%