

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	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	6	9	-33.3%	50	39	+28.2%
New Listing Volume	\$3,313,900	\$2,940,500	+12.7%	\$20,444,900	\$13,074,400	+56.4%
Active Listing Count	16	9	+77.8%	N/A	N/A	
Active Listing Volume	\$7,085,800	\$3,661,500	+93.5%	N/A	N/A	
Average Listing Price	\$442,863	\$406,833	+8.9%	\$438,367	\$425,841	+2.9%
Median Listing Price	\$425,000	\$397,500	+6.9%	\$423,769	\$405,561	+4.5%
Median Days in RPR	57	24	+137.5%	66.76	79.06	-15.6%
Months of Inventory	4	1.8	+122.2%	3.3	2.7	+21.9%
Absorption Rate	25%	55.56%	-30.6%	30.77%	37.5%	-6.7%
Sales Activity Charts Metrics						
New Pending Sales Count	—	7	—	38	38	+—
New Pending Sales Volume	—	\$2,593,500	—	\$16,185,200	\$13,195,900	+22.7%
Pending Sales Count	4	8	-50%	N/A	N/A	
Pending Sales Volume	\$1,862,000	\$2,714,300	-31.4%	N/A	N/A	
Closed Sales Count	5	8	-37.5%	33	32	+3.1%
Closed Sales Volume	\$2,118,000	\$2,804,400	-24.5%	\$13,761,000	\$11,736,600	+17.2%
Average Sales Price	\$423,600	\$350,550	+20.8%	\$417,000	\$366,769	+13.7%
Median Sales Price	\$370,000	\$359,500	+2.9%	\$384,939	\$349,903	+10%

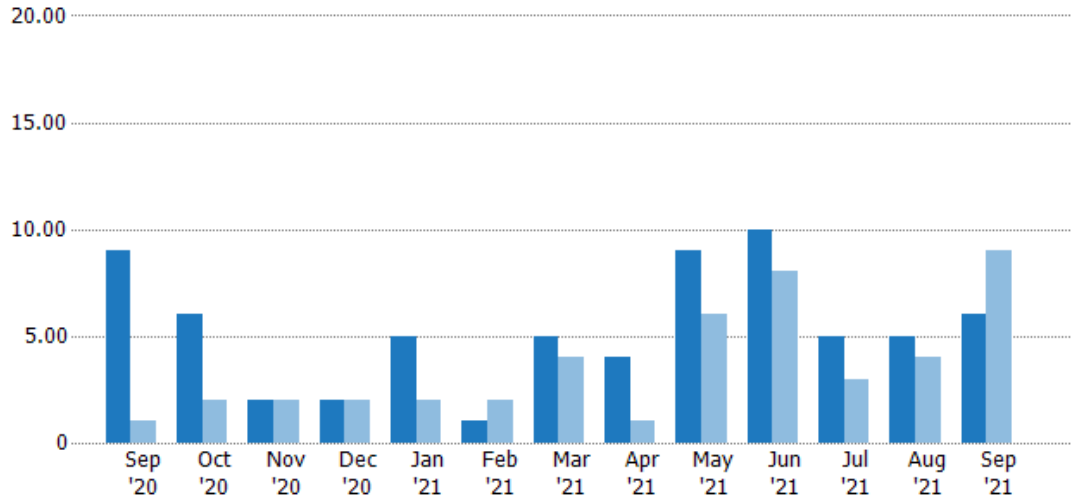
New Listings

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.
Sep '21	6	-33.3%
Sep '20	9	800%
Sep '19	1	600%



Current Year	9	6	2	2	5	1	5	4	9	10	5	5	6
Prior Year	1	2	2	2	2	2	4	1	6	8	3	4	9
Percent Change from Prior Year	800%	200%	0%	0%	150%	-50%	25%	300%	50%	25%	67%	25%	-33%

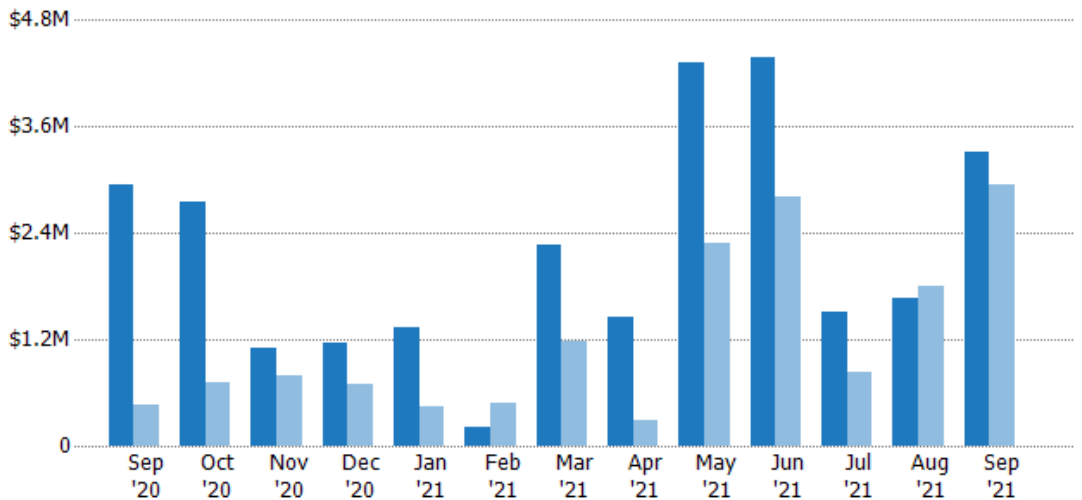
New Listing Volume

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.
Sep '21	\$3.31M	12.7%
Sep '20	\$2.94M	546.3%
Sep '19	\$455K	318.6%



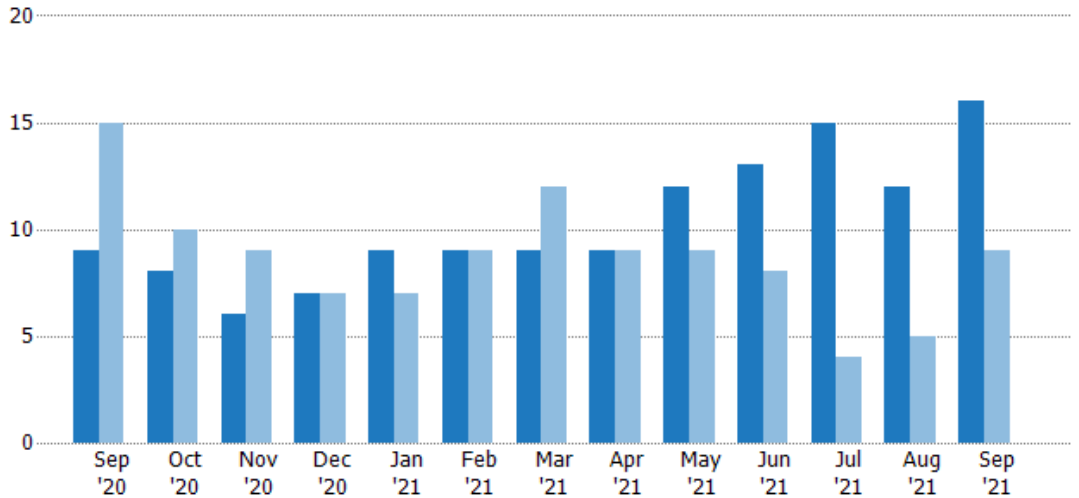
Current Year	\$2.94M	\$2.76M	\$1.1M	\$1.17M	\$1.33M	\$210K	\$2.27M	\$1.46M	\$4.32M	\$4.37M	\$1.51M	\$1.67M	\$3.31M
Prior Year	\$455K	\$705K	\$800K	\$690K	\$441K	\$488K	\$1.18M	\$295K	\$2.28M	\$2.82M	\$829K	\$1.8M	\$2.94M
Percent Change from Prior Year	546%	291%	37%	69%	201%	-57%	92%	394%	89%	55%	82%	-7%	13%

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



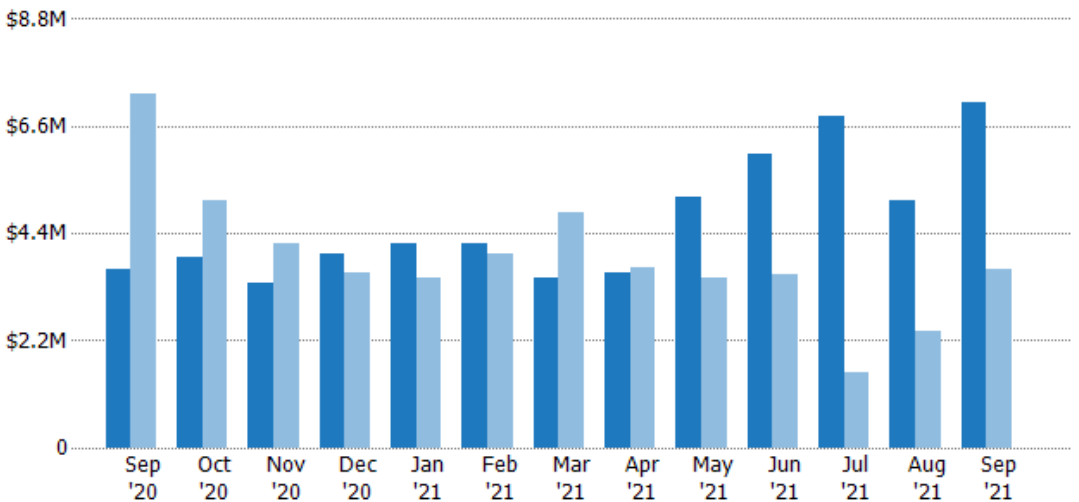
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	9	8	6	7	9	9	9	9	12	13	15	12	16
Prior Year	15	10	9	7	7	9	12	9	9	8	4	5	9
Percent Change from Prior Year	-40%	-20%	-33%	0%	29%	0%	-25%	0%	33%	63%	275%	140%	78%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$3.66M	\$3.93M	\$3.36M	\$3.96M	\$4.19M	\$4.19M	\$3.48M	\$3.58M	\$5.15M	\$6.04M	\$6.81M	\$5.06M	\$7.09M
Prior Year	\$7.28M	\$5.06M	\$4.18M	\$3.58M	\$3.48M	\$3.97M	\$4.82M	\$3.71M	\$3.49M	\$3.57M	\$1.56M	\$2.4M	\$3.66M
Percent Change from Prior Year	-50%	-22%	-20%	11%	20%	6%	-28%	-3%	48%	69%	336%	111%	94%

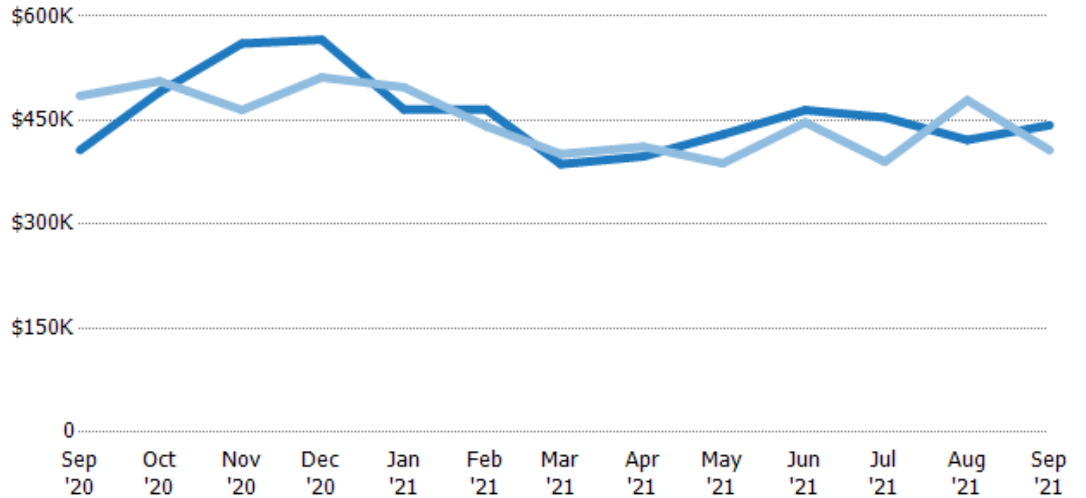
Average Listing Price

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.
Sep '21	\$443K	8.9%
Sep '20	\$407K	-16.1%
Sep '19	\$485K	-10.8%



Current Year	\$407K	\$491K	\$561K	\$566K	\$466K	\$466K	\$387K	\$398K	\$430K	\$465K	\$454K	\$422K	\$443K
Prior Year	\$485K	\$506K	\$465K	\$512K	\$498K	\$441K	\$401K	\$412K	\$388K	\$447K	\$390K	\$479K	\$407K
Percent Change from Prior Year	-16%	-3%	21%	11%	-6%	6%	-4%	-3%	11%	4%	16%	-12%	9%

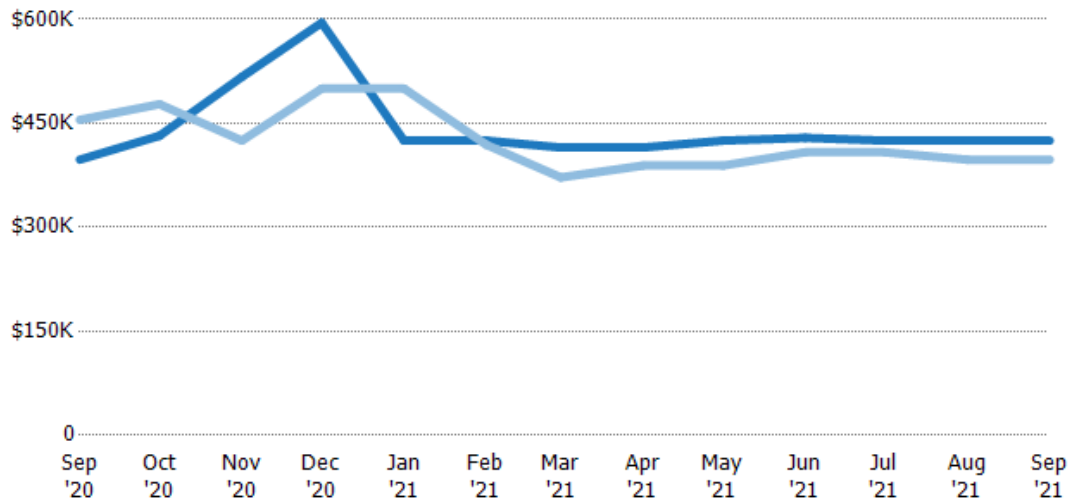
Median Listing Price

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.
Sep '21	\$425K	6.9%
Sep '20	\$398K	-12.6%
Sep '19	\$455K	-14.5%



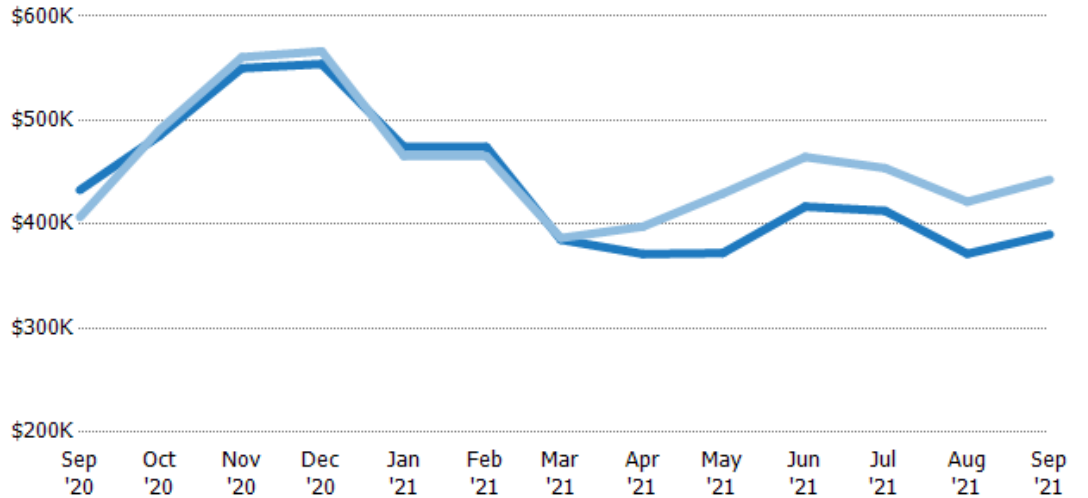
Current Year	\$398K	\$432K	\$517K	\$595K	\$425K	\$425K	\$415K	\$415K	\$425K	\$429K	\$425K	\$425K	\$425K
Prior Year	\$455K	\$477K	\$425K	\$500K	\$500K	\$419K	\$372K	\$389K	\$389K	\$408K	\$408K	\$398K	\$398K
Percent Change from Prior Year	-13%	-10%	22%	19%	-15%	1%	12%	7%	9%	5%	4%	7%	7%

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



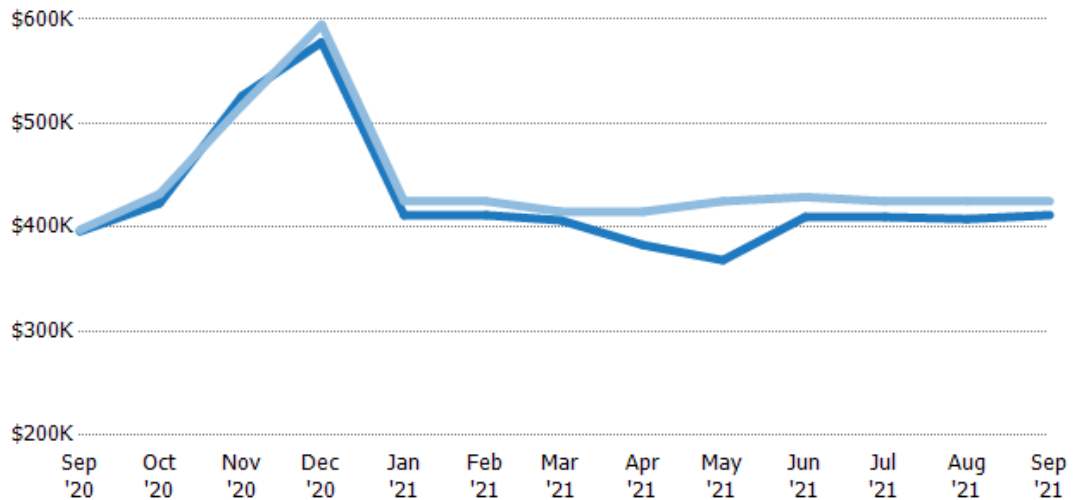
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$433K	\$485K	\$550K	\$554K	\$474K	\$474K	\$385K	\$371K	\$372K	\$417K	\$413K	\$372K	\$390K
Avg Listing Price	\$407K	\$491K	\$561K	\$566K	\$466K	\$466K	\$387K	\$398K	\$430K	\$465K	\$454K	\$422K	\$443K
Avg Listing Price as a % of Avg Est Value	94%	101%	102%	102%	98%	98%	100%	107%	115%	111%	110%	113%	113%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$396K	\$423K	\$526K	\$578K	\$412K	\$412K	\$407K	\$383K	\$368K	\$410K	\$410K	\$408K	\$412K
Median Listing Price	\$398K	\$432K	\$517K	\$595K	\$425K	\$425K	\$415K	\$415K	\$425K	\$429K	\$425K	\$425K	\$425K
Med Listing Price as a % of Med Est Value	100%	102%	98%	103%	103%	103%	102%	108%	115%	105%	104%	104%	103%

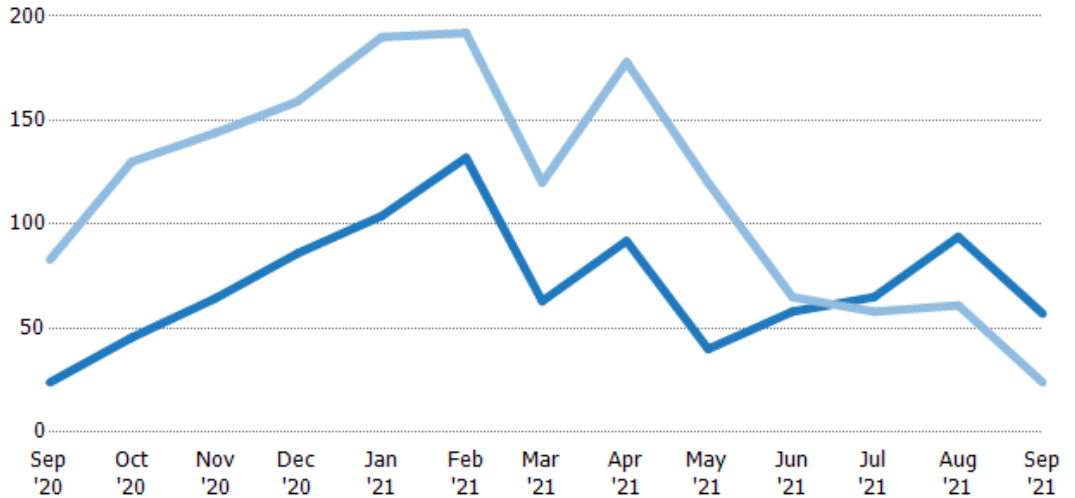
Median Days in RPR

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.
Sep '21	57	137.5%
Sep '20	24	-71.1%
Sep '19	83	7.2%



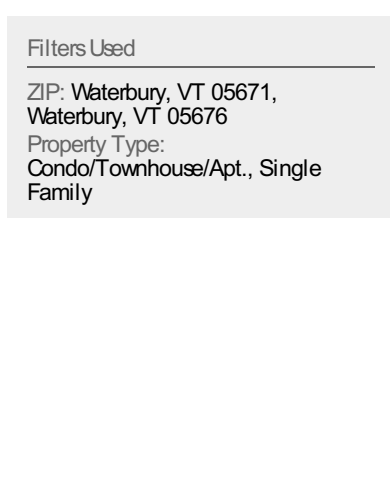
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	24	45.5	64.5	86	104	132	63	92	40	58	65	94	57
Prior Year	83	130	144	159	190	192	120	178	120	65	58	61	24
Percent Change from Prior Year	-71%	-65%	-55%	-46%	-45%	-31%	-48%	-48%	-67%	-11%	12%	54%	138%

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



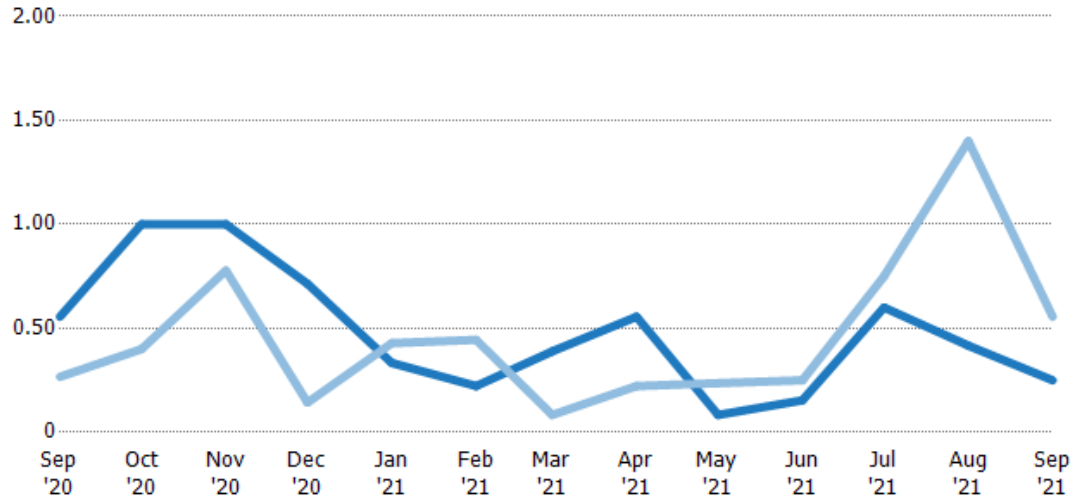
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	1.8	1	1	1.4	3	4.5	3.15	1.8	12	6.5	1.67	2.4	4
Prior Year	3.75	2.5	1.29	7	2.33	2.25	12	4.5	4.25	4	1.33	0	1.8
Percent Change from Prior Year	-52%	-60%	-22%	-80%	29%	100%	-100%	-60%	100%	63%	25%	236%	122%

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



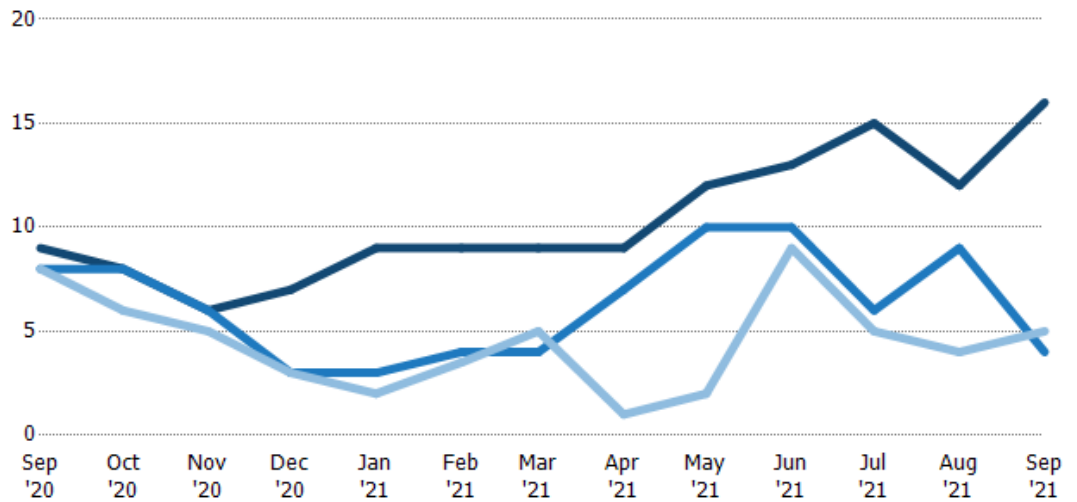
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	56%	100%	100%	71%	33%	22%	39%	56%	8%	15%	60%	42%	25%
Prior Year	27%	40%	78%	14%	43%	44%	8%	22%	24%	25%	75%	140%	56%
Change from Prior Year	-29%	-60%	-22%	-57%	10%	22%	8%	-33%	-8%	10%	15%	98%	31%

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



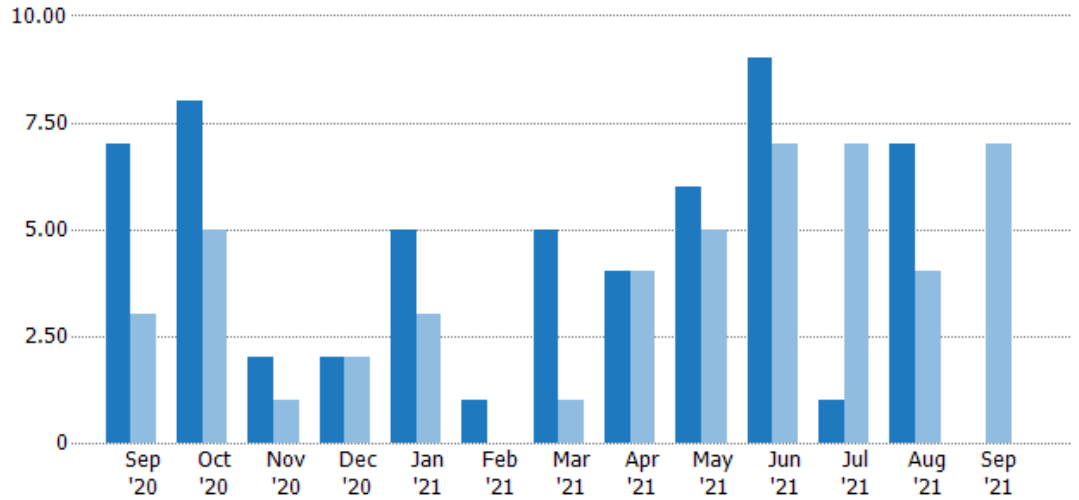
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	9	8	6	7	9	9	9	9	12	13	15	12	16
Pending	8	8	6	3	3	4	4	7	10	10	6	9	4
Sold	8	6	5	3	2	3.5	5	1	2	9	5	4	5

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



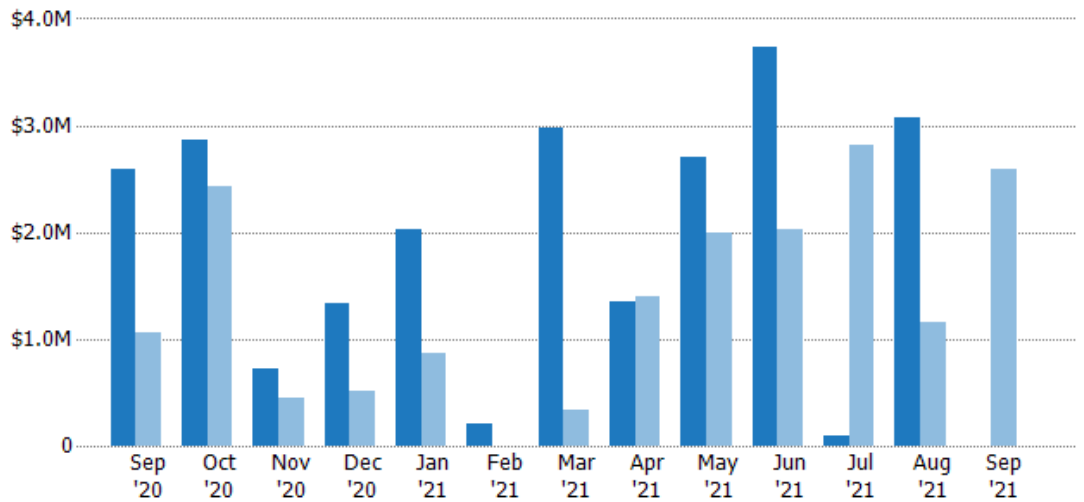
Current Year	7	8	2	2	5	1	5	4	6	9	1	7	-
Prior Year	3	5	1	2	3	-	1	4	5	7	7	4	7
Percent Change from Prior Year	133%	60%	100%	0%	67%	100%	400%	0%	20%	29%	-86%	75%	-100%

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



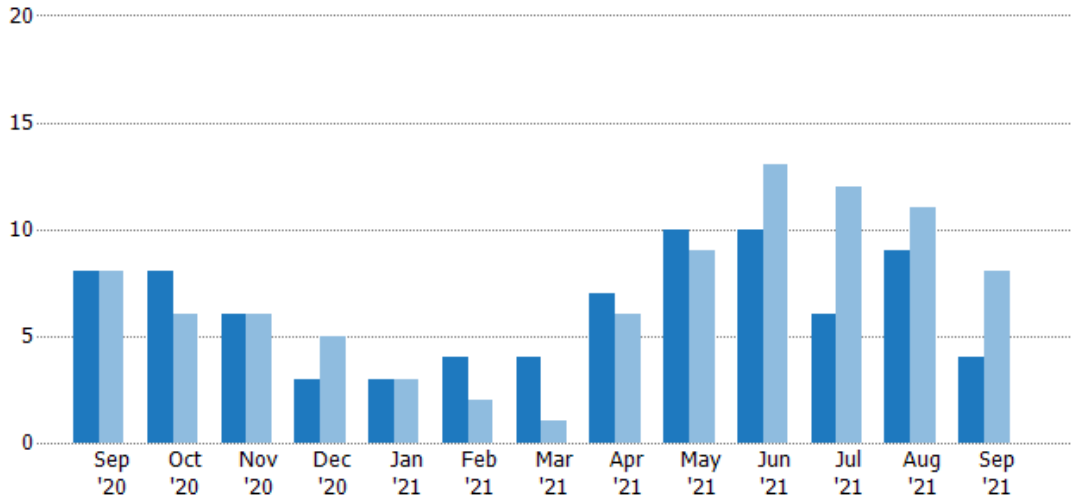
Current Year	\$2.59M	\$2.86M	\$720K	\$1.34M	\$2.03M	\$210K	\$2.98M	\$1.36M	\$2.7M	\$3.74M	\$99K	\$3.07M	-
Prior Year	\$1.06M	\$2.42M	\$455K	\$515K	\$866K	-	\$340K	\$1.4M	\$1.99M	\$2.02M	\$2.82M	\$1.16M	\$2.59M
Percent Change from Prior Year	144%	18%	58%	160%	134%	100%	776%	-3%	36%	85%	-96%	164%	-100%

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



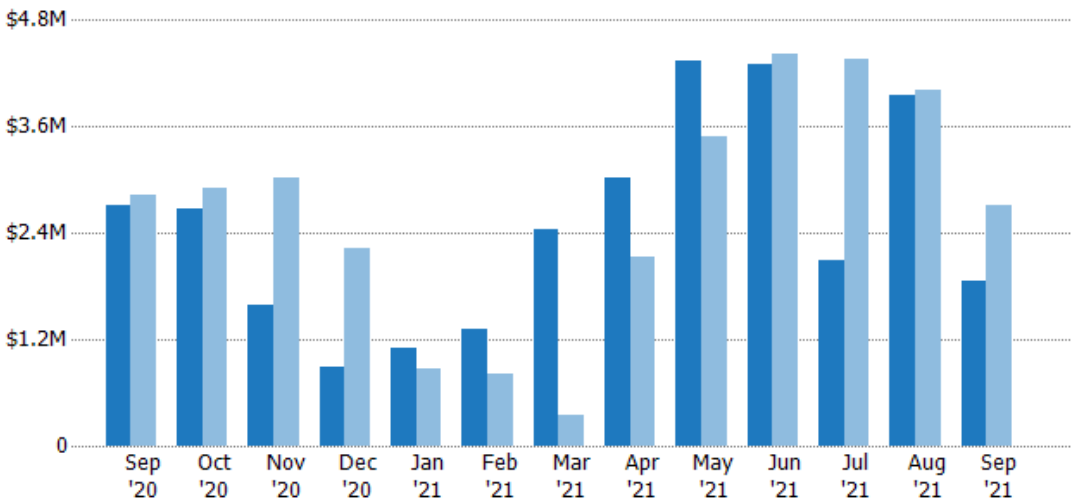
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	8	8	6	3	3	4	4	7	10	10	6	9	4
Prior Year	8	6	6	5	3	2	1	6	9	13	12	11	8
Percent Change from Prior Year	0%	33%	0%	-40%	0%	100%	300%	17%	11%	-23%	-50%	-18%	-50%

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



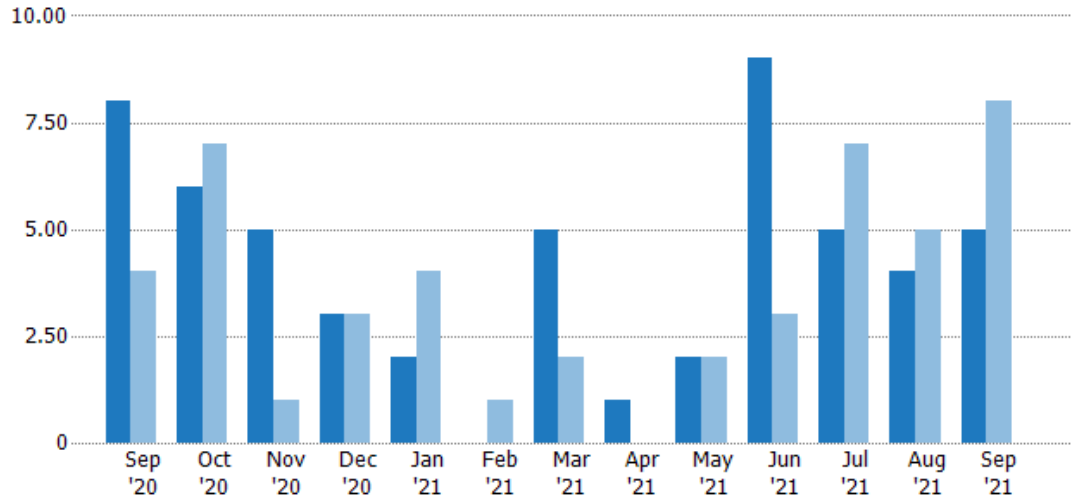
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$2.71M	\$2.67M	\$1.59M	\$893K	\$1.1M	\$1.31M	\$2.44M	\$3.02M	\$4.35M	\$4.29M	\$2.08M	\$3.96M	\$1.86M
Prior Year	\$2.83M	\$2.91M	\$3.02M	\$2.22M	\$866K	\$805K	\$340K	\$2.12M	\$3.48M	\$4.41M	\$4.37M	\$4.02M	\$2.71M
Percent Change from Prior Year	-4%	-8%	-47%	-60%	27%	63%	619%	42%	25%	-3%	-52%	-1%	-31%

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



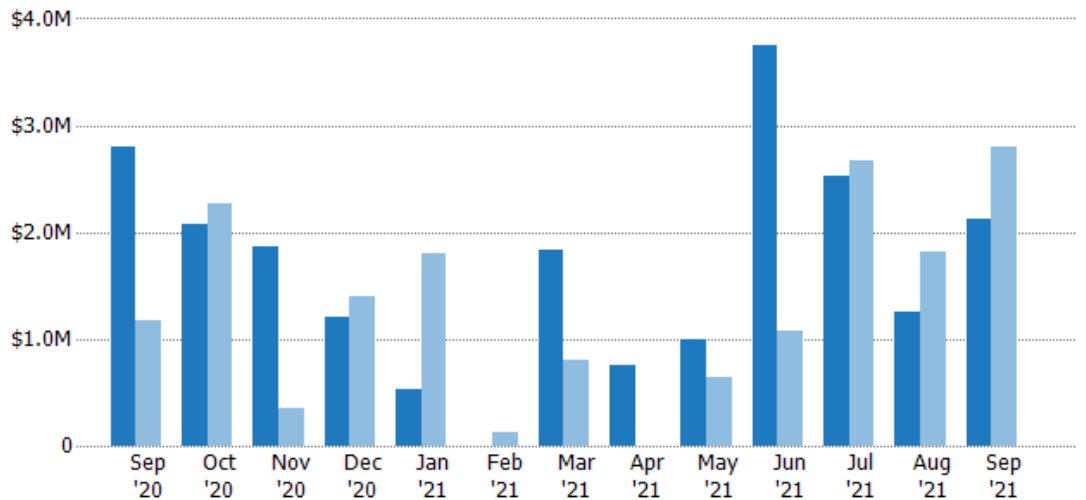
Current Year	8	6	5	3	2	-	5	1	2	9	5	4	5
Prior Year	4	7	1	3	4	1	2	-	2	3	7	5	8
Percent Change from Prior Year	100%	-14%	400%	0%	-50%	-100%	150%	100%	0%	200%	-29%	-20%	-38%

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	\$2.8M	\$2.07M	\$1.87M	\$1.21M	\$525K	-	\$1.84M	\$755K	\$999K	\$3.75M	\$2.52M	\$1.26M	\$2.12M
Prior Year	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K	\$1.07M	\$2.66M	\$1.82M	\$2.8M
Percent Change from Prior Year	139%	-9%	435%	-13%	-71%	-100%	127%	100%	55%	250%	-5%	-31%	-24%

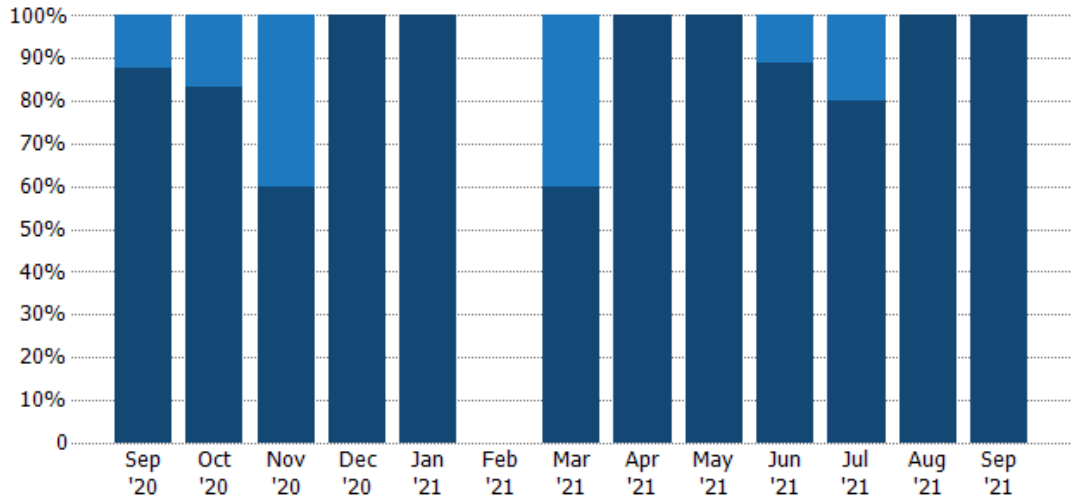
Closed Sales by Property Type

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	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Condo/Townhouse	13%	17%	40%	-	-	-	40%	-	-	11%	20%	-	-
Single Family Residence	88%	83%	60%	100%	100%	-	60%	100%	100%	89%	80%	100%	100%

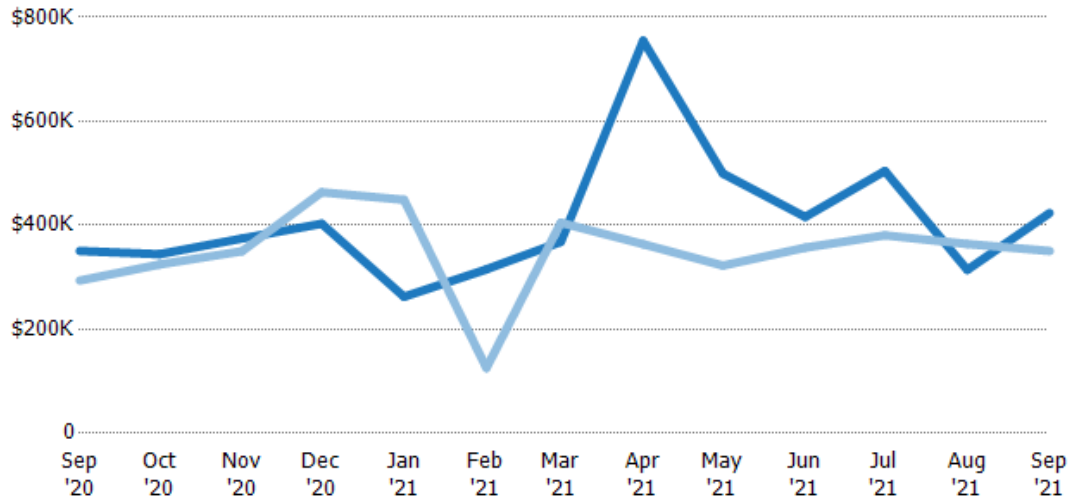
Average Sales Price

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



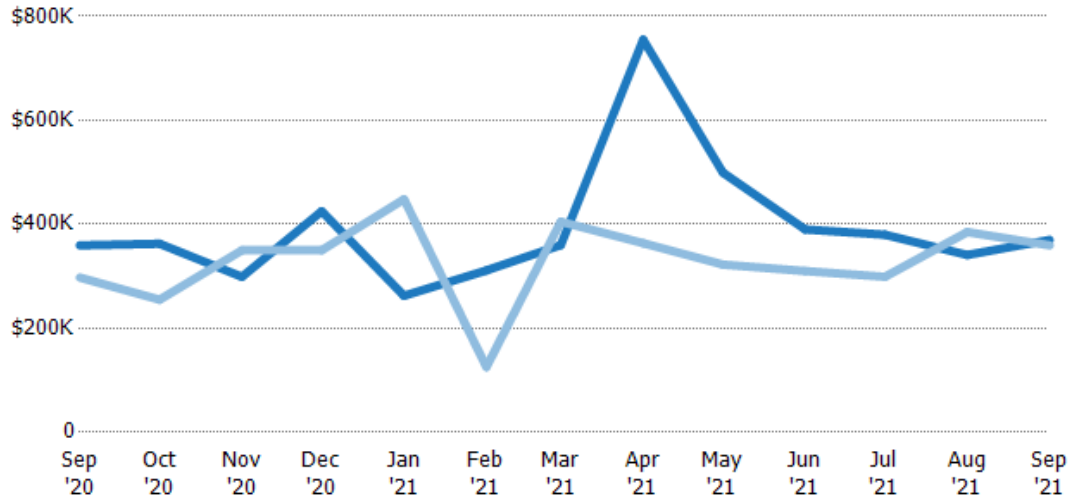
Property Type	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$351K	\$344K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K	\$416K	\$504K	\$314K	\$424K
Prior Year	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$381K	\$364K	\$351K
Percent Change from Prior Year	19%	6%	7%	-13%	-42%	-100%	-9%	100%	55%	17%	33%	-14%	21%

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



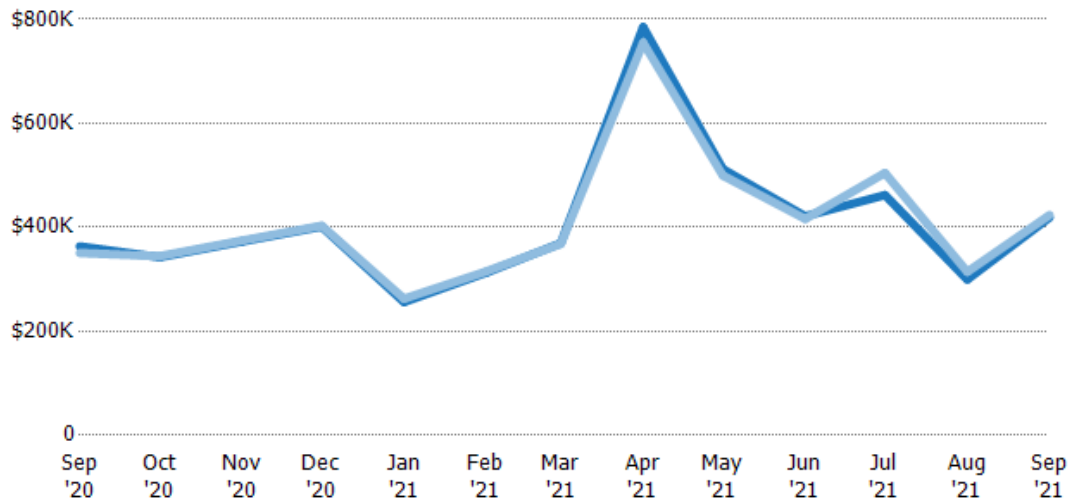
Current Year	\$360K	\$363K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K	\$390K	\$380K	\$341K	\$370K
Prior Year	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$299K	\$385K	\$360K
Percent Change from Prior Year	21%	42%	-15%	21%	-41%	-100%	-11%	100%	55%	26%	27%	-11%	3%

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



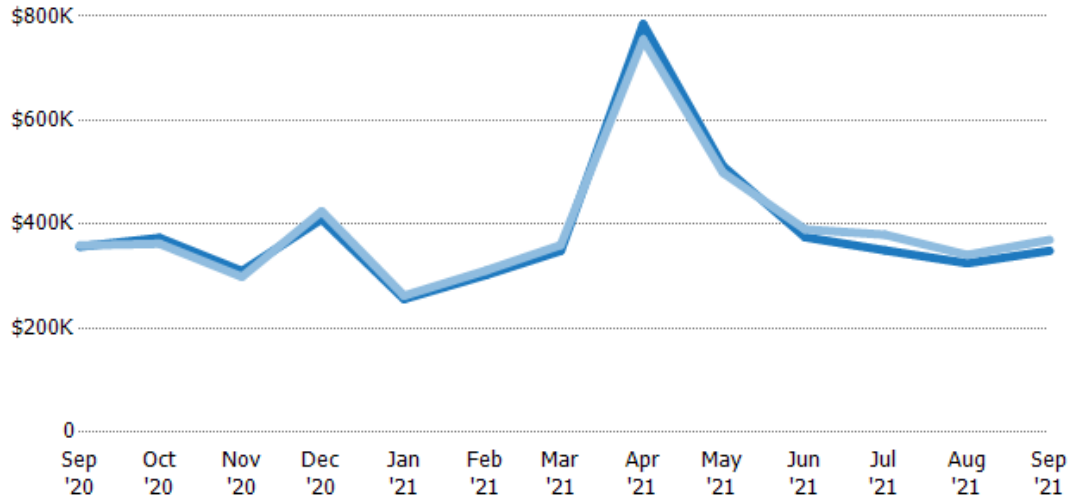
Avg List Price	\$363K	\$342K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K	\$421K	\$462K	\$300K	\$419K
Avg Sales Price	\$351K	\$344K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K	\$416K	\$504K	\$314K	\$424K
Avg Sales Price as a % of Avg List Price	96%	101%	101%	100%	102%	101%	100%	96%	98%	99%	109%	105%	101%

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



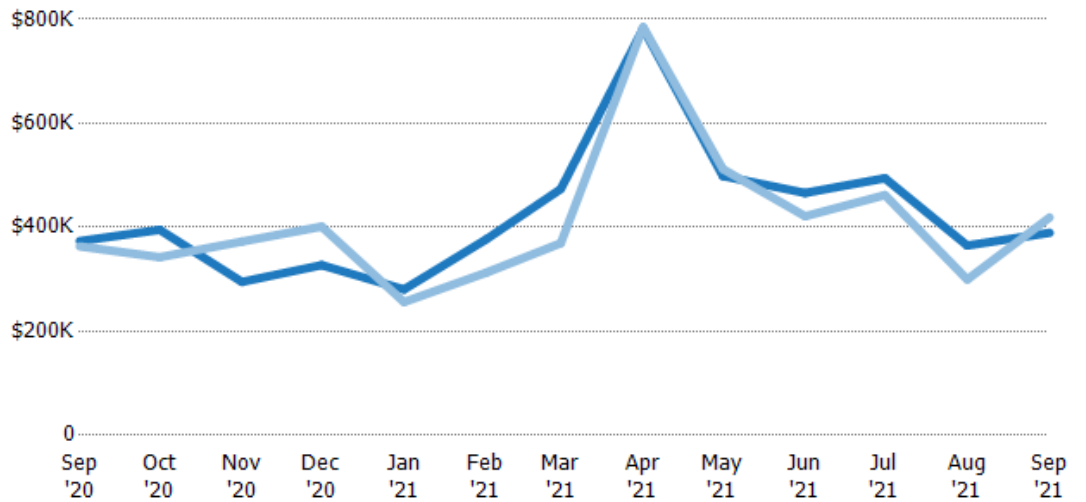
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median List Price	\$357K	\$374K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K	\$375K	\$350K	\$325K	\$349K
Median Sales Price	\$360K	\$363K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K	\$390K	\$380K	\$341K	\$370K
Med Sales Price as a % of Med List Price	101%	97%	96%	104%	102%	103%	103%	96%	98%	104%	109%	105%	106%

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



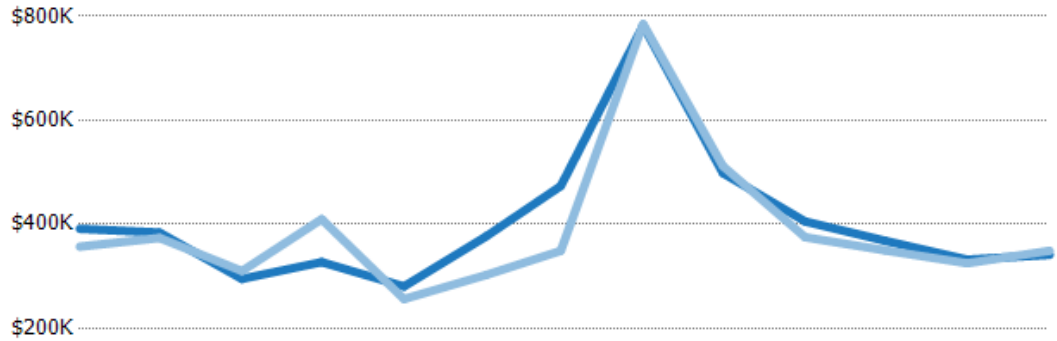
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg Est Value	\$374K	\$395K	\$295K	\$327K	\$281K	\$377K	\$474K	\$782K	\$499K	\$466K	\$494K	\$365K	\$389K
Avg Sales Price	\$363K	\$342K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K	\$421K	\$462K	\$300K	\$419K
Avg Sales Price as a % of Avg Est Value	97%	87%	126%	123%	91%	85%	78%	100%	103%	90%	93%	82%	108%

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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Median Est Value	\$391K	\$384K	\$295K	\$327K	\$281K	\$377K	\$474K	\$782K	\$499K	\$405K	\$368K	\$332K	\$341K
Median Sales Price	\$357K	\$374K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K	\$375K	\$350K	\$325K	\$349K
Med Sales Price as a % of Med Est Value	91%	97%	105%	125%	91%	83%	74%	100%	103%	93%	95%	98%	102%