

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

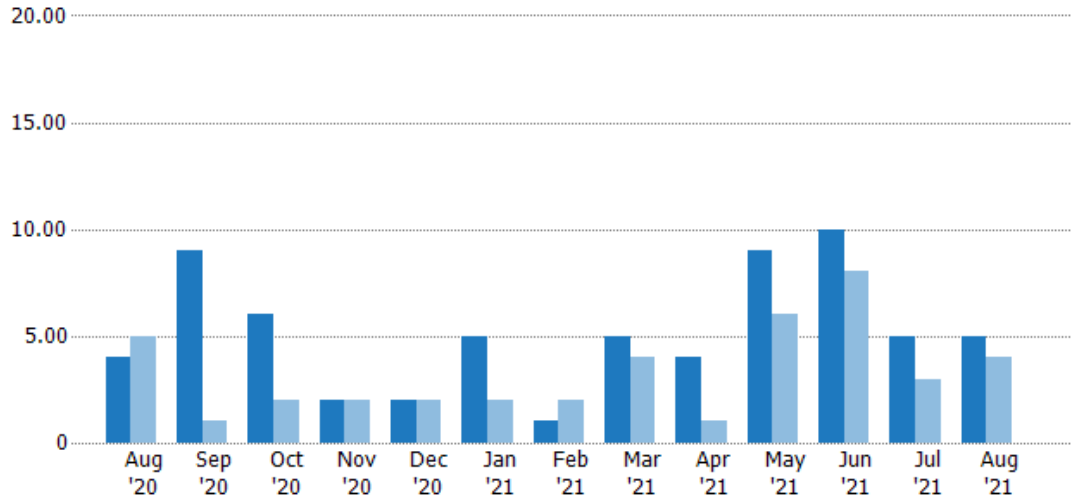
Key Metrics	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	4	+25%	44	30	+46.7%
New Listing Volume	\$1,672,000	\$1,802,900	-7.3%	\$17,131,000	\$10,133,900	+69%
Active Listing Count	12	5	+140%	N/A	N/A	
Active Listing Volume	\$5,059,900	\$2,395,500	+111.2%	N/A	N/A	
Average Listing Price	\$421,658	\$479,100	-12%	\$437,550	\$428,557	+2.1%
Median Listing Price	\$425,000	\$397,500	+6.9%	\$423,545	\$406,712	+4.1%
Median Days in RPR	94	61	+54.1%	68.5	97.42	-29.7%
Months of Inventory	2.4	0.7	+236%	3.7	2.7	+33.9%
Absorption Rate	41.67%	140%	-98.3%	27.27%	36.51%	-9.2%
Sales Activity Charts Metrics						
New Pending Sales Count	7	4	+75%	38	31	+22.6%
New Pending Sales Volume	\$3,072,500	\$1,162,900	+164.2%	\$16,185,200	\$10,602,400	+52.7%
Pending Sales Count	9	11	-18.2%	N/A	N/A	
Pending Sales Volume	\$3,956,500	\$4,016,600	-1.5%	N/A	N/A	
Closed Sales Count	4	5	-20%	28	24	+16.7%
Closed Sales Volume	\$1,257,000	\$1,820,000	-30.9%	\$11,643,000	\$8,932,200	+30.3%
Average Sales Price	\$314,250	\$364,000	-13.7%	\$415,821	\$372,175	+11.7%
Median Sales Price	\$341,000	\$385,000	-11.4%	\$387,607	\$346,704	+11.8%

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.
Aug '21	5	25%
Aug '20	4	-20%
Aug '19	5	-20%

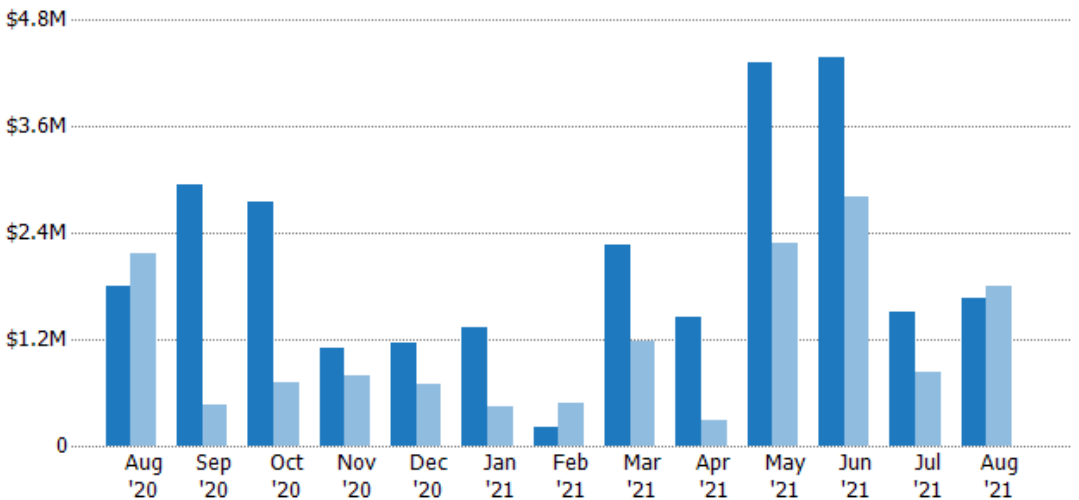
Month/Year	Count	% Chg.
Aug '21	5	25%
Aug '20	4	-20%
Aug '19	5	-20%

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.
Aug '21	\$1.67M	-7.3%
Aug '20	\$1.8M	-16.6%
Aug '19	\$2.16M	-38.6%

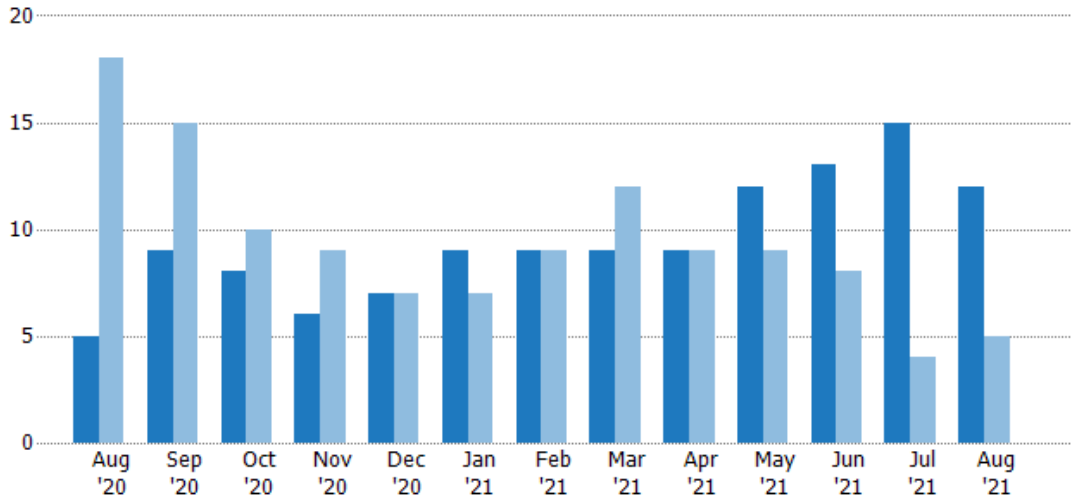
Month/Year	Volume	% Chg.
Aug '21	\$1.67M	-7.3%
Aug '20	\$1.8M	-16.6%
Aug '19	\$2.16M	-38.6%

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



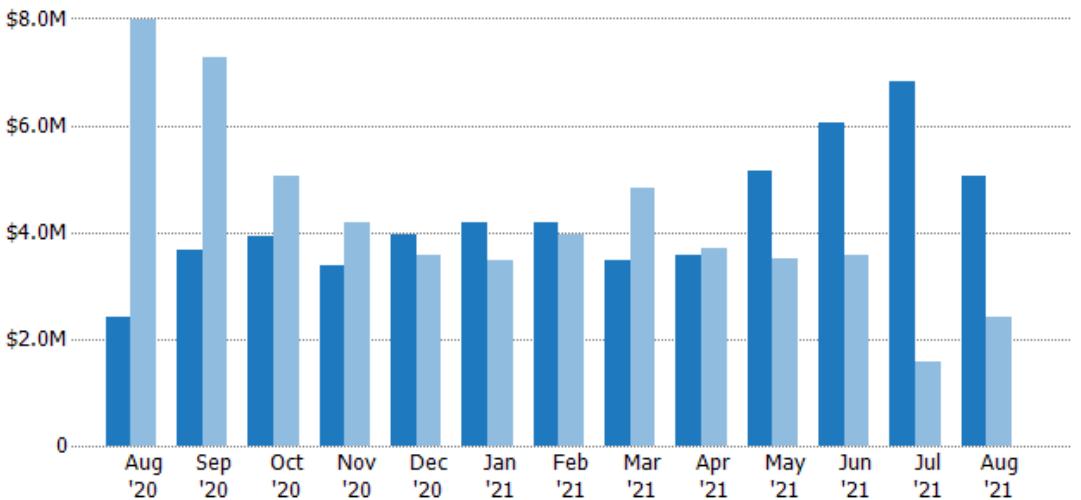
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	5	9	8	6	7	9	9	9	9	12	13	15	12
Prior Year	18	15	10	9	7	7	9	12	9	9	8	4	5
Percent Change from Prior Year	-72%	-40%	-20%	-33%	0%	29%	0%	-25%	0%	33%	63%	275%	140%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$2.4M	\$3.66M	\$3.93M	\$3.36M	\$3.96M	\$4.19M	\$4.19M	\$3.48M	\$3.58M	\$5.15M	\$6.04M	\$6.81M	\$5.06M
Prior Year	\$7.97M	\$7.28M	\$5.06M	\$4.18M	\$3.58M	\$3.48M	\$3.97M	\$4.82M	\$3.71M	\$3.49M	\$3.57M	\$1.56M	\$2.4M
Percent Change from Prior Year	-70%	-50%	-22%	-20%	11%	20%	6%	-28%	-3%	48%	69%	336%	111%

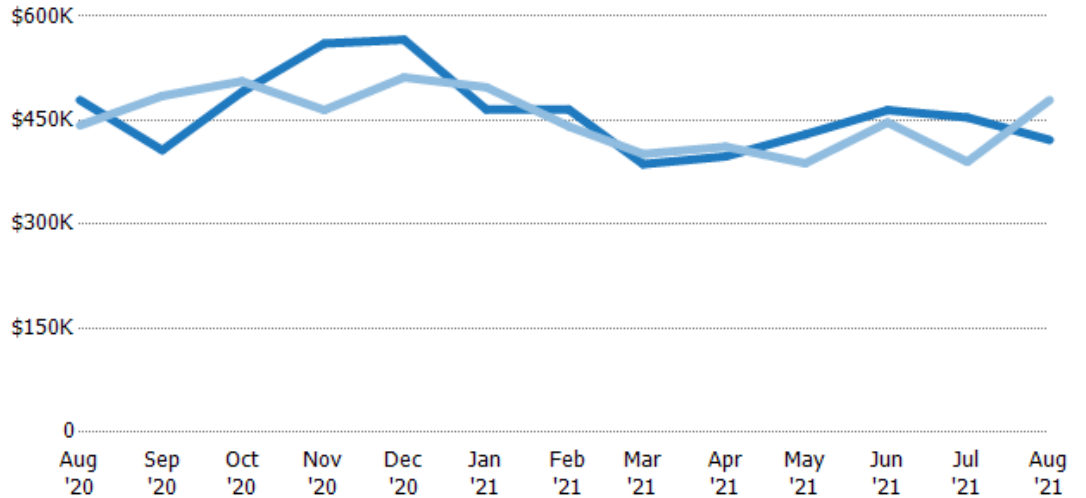
Average Listing Price

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.
Aug '21	\$422K	-12%
Aug '20	\$479K	8.2%
Aug '19	\$443K	11.2%



Current Year	\$479K	\$407K	\$491K	\$561K	\$566K	\$466K	\$466K	\$387K	\$398K	\$430K	\$465K	\$454K	\$422K
Prior Year	\$443K	\$485K	\$506K	\$465K	\$512K	\$498K	\$441K	\$401K	\$412K	\$388K	\$447K	\$390K	\$479K
Percent Change from Prior Year	8%	-16%	-3%	21%	11%	-6%	6%	-4%	-3%	11%	4%	16%	-12%

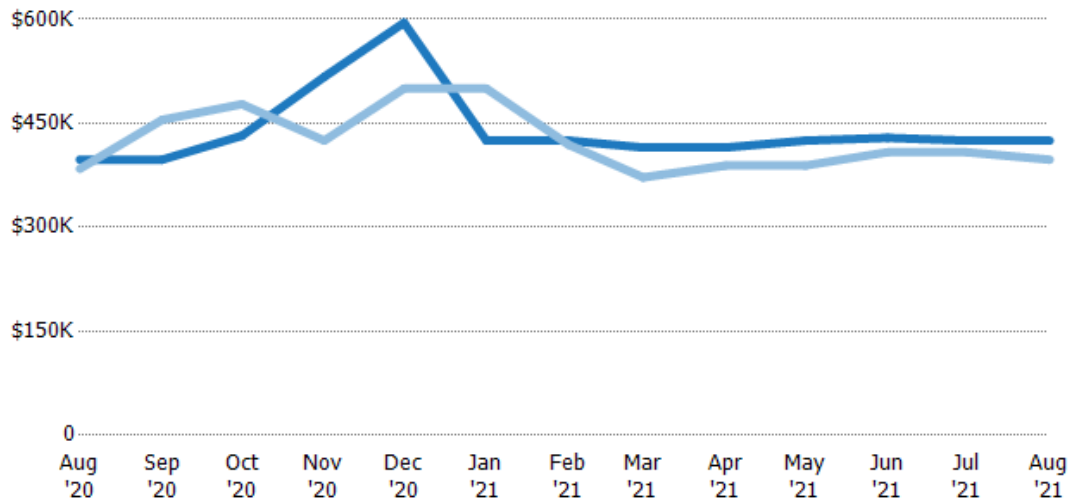
Median Listing Price

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.
Aug '21	\$425K	6.9%
Aug '20	\$398K	3.4%
Aug '19	\$384K	12.9%



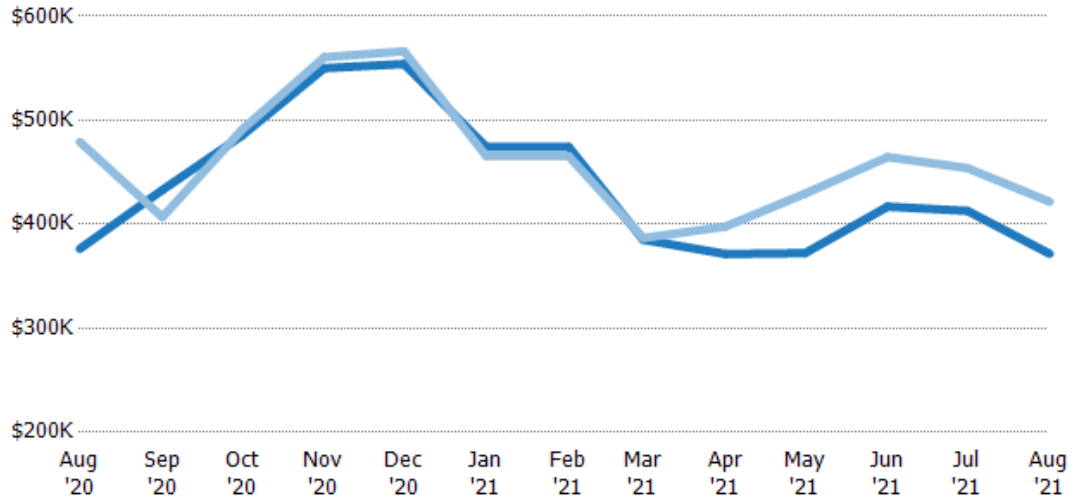
Current Year	\$398K	\$398K	\$432K	\$517K	\$595K	\$425K	\$425K	\$415K	\$415K	\$425K	\$429K	\$425K	\$425K
Prior Year	\$384K	\$455K	\$477K	\$425K	\$500K	\$500K	\$419K	\$372K	\$389K	\$389K	\$408K	\$408K	\$398K
Percent Change from Prior Year	3%	-13%	-10%	22%	19%	-15%	1%	12%	7%	9%	5%	4%	7%

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



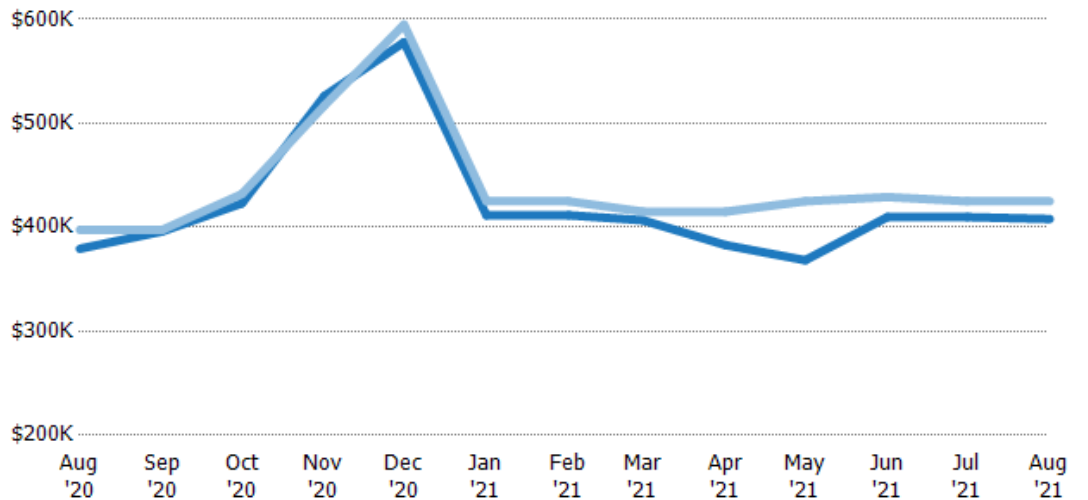
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$376K	\$433K	\$485K	\$550K	\$554K	\$474K	\$474K	\$385K	\$371K	\$372K	\$417K	\$413K	\$372K
Avg Listing Price	\$479K	\$407K	\$491K	\$561K	\$566K	\$466K	\$466K	\$387K	\$398K	\$430K	\$465K	\$454K	\$422K
Avg Listing Price as a % of Avg Est Value	127%	94%	101%	102%	102%	98%	98%	100%	107%	115%	111%	110%	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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$379K	\$396K	\$423K	\$526K	\$578K	\$412K	\$412K	\$407K	\$383K	\$368K	\$410K	\$410K	\$408K
Median Listing Price	\$398K	\$398K	\$432K	\$517K	\$595K	\$425K	\$425K	\$415K	\$415K	\$425K	\$429K	\$425K	\$425K
Med Listing Price as a % of Med Est Value	105%	100%	102%	98%	103%	103%	103%	102%	108%	115%	105%	104%	104%

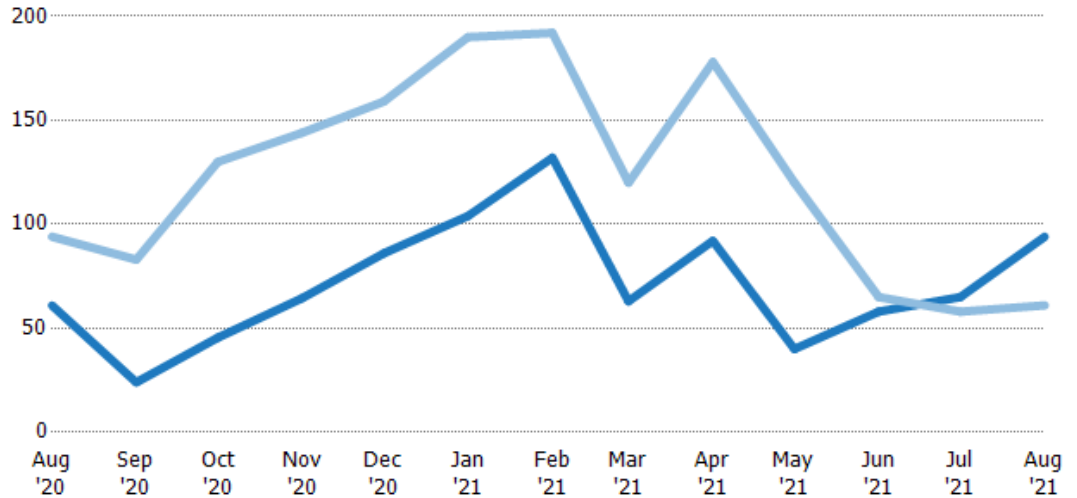
Median Days in RPR

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.
Aug '21	94	54.1%
Aug '20	61	-35.1%
Aug '19	94	5.9%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	61	24	45.5	64.5	86	104	132	63	92	40	58	65	94
Prior Year	94	83	130	144	159	190	192	120	178	120	65	58	61
Percent Change from Prior Year	-35%	-71%	-65%	-55%	-46%	-45%	-31%	-48%	-48%	-67%	-11%	12%	54%

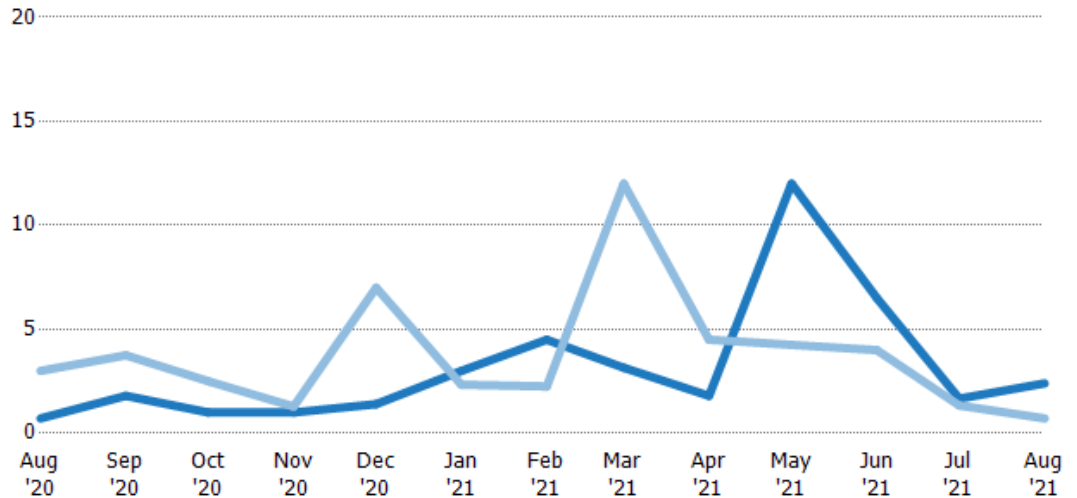
Months of Inventory

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

Month/ Year	Months of Inventory	% Chg.
Aug '21	2.4	236%
Aug '20	3	-76%



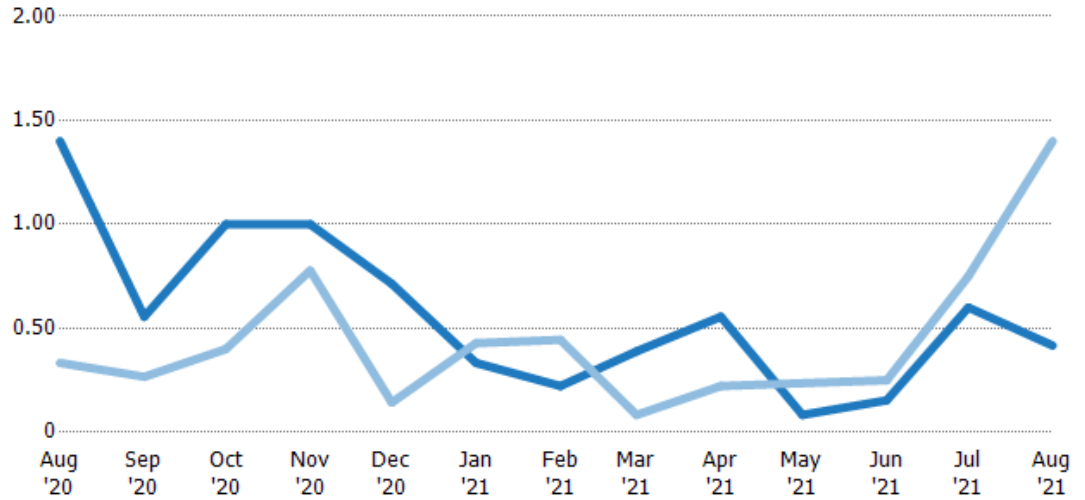
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	0	1.8	1	1	1.4	3	4.5	3.15	1.8	12	6.5	1.67	2.4
Prior Year	3	3.75	2.5	1.29	7	2.33	2.25	12	4.5	4.25	4	1.33	0
Percent Change from Prior Year	-76%	-52%	-60%	-22%	-80%	29%	100%	-100%	-60%	100%	63%	25%	236%

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



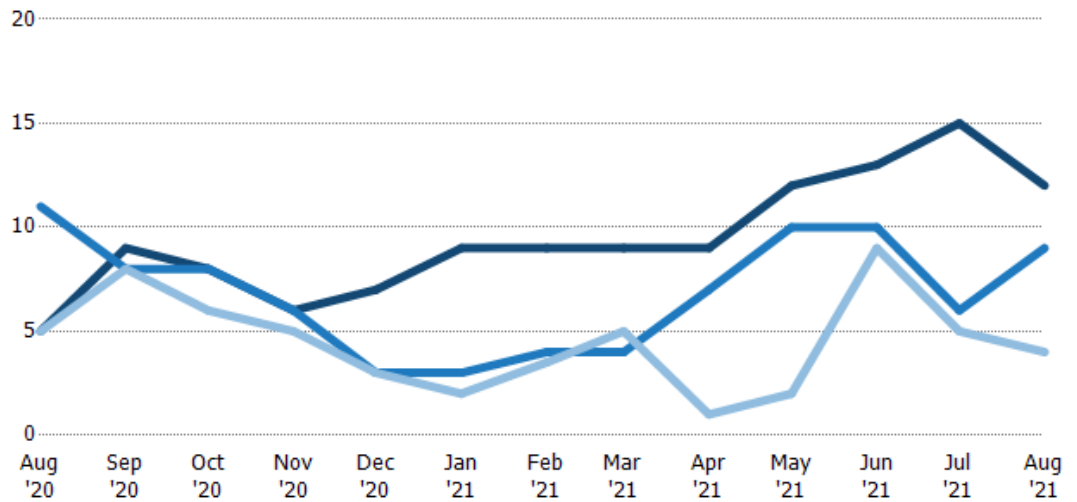
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	140%	56%	100%	100%	71%	33%	22%	39%	56%	8%	15%	60%	42%
Prior Year	33%	27%	40%	78%	14%	43%	44%	8%	22%	24%	25%	75%	140%
Change from Prior Year	-107%	-29%	-60%	-22%	-57%	10%	22%	8%	-33%	-8%	10%	15%	98%

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



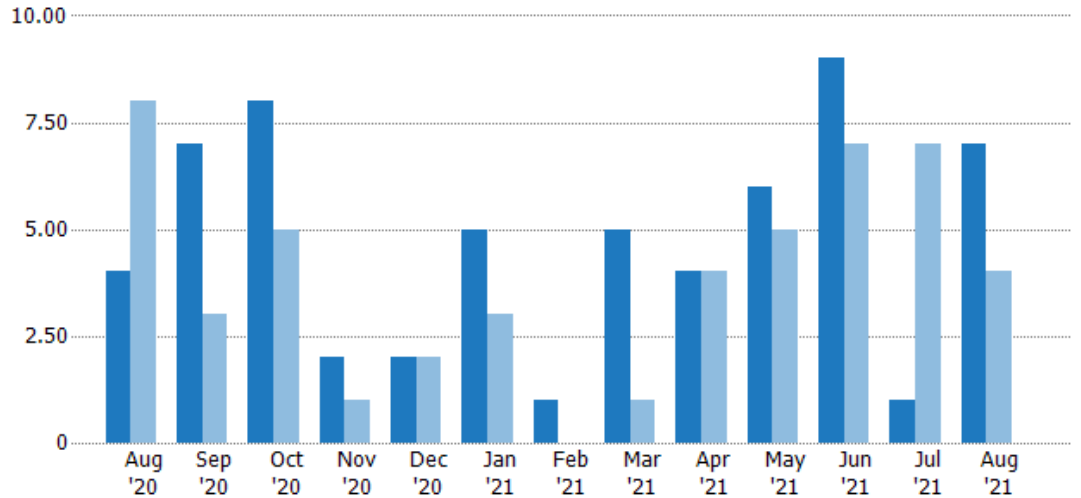
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	5	9	8	6	7	9	9	9	9	12	13	15	12
Pending	11	8	8	6	3	3	4	4	7	10	10	6	9
Sold	5	8	6	5	3	2	3.5	5	1	2	9	5	4

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



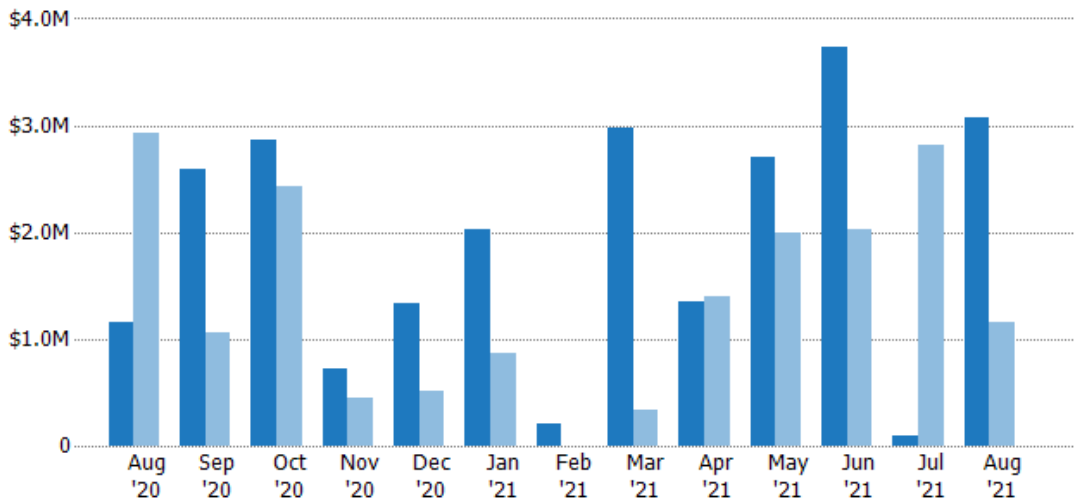
Current Year	4	7	8	2	2	5	1	5	4	6	9	1	7
Prior Year	8	3	5	1	2	3	-	1	4	5	7	7	4
Percent Change from Prior Year	-50%	133%	60%	100%	0%	67%	100%	400%	0%	20%	29%	-86%	75%

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	\$1.16M	\$2.59M	\$2.86M	\$720K	\$1.34M	\$2.03M	\$210K	\$2.98M	\$1.36M	\$2.7M	\$3.74M	\$99K	\$3.07M
Prior Year	\$2.93M	\$1.06M	\$2.42M	\$455K	\$515K	\$866K	-	\$340K	\$1.4M	\$1.99M	\$2.02M	\$2.82M	\$1.16M
Percent Change from Prior Year	-60%	144%	18%	58%	160%	134%	100%	776%	-3%	36%	85%	-96%	164%

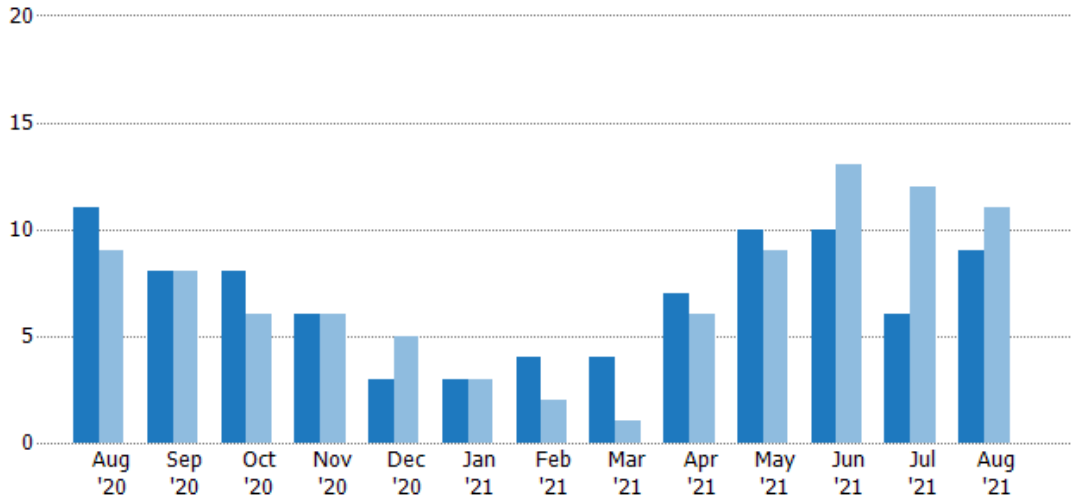
Pending Sales

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.
Aug '21	9	-18.2%
Aug '20	11	22.2%
Aug '19	9	-44.4%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	11	8	8	6	3	3	4	4	7	10	10	6	9
Prior Year	9	8	6	6	5	3	2	1	6	9	13	12	11
Percent Change from Prior Year	22%	0%	33%	0%	-40%	0%	100%	300%	17%	11%	-23%	-50%	-18%

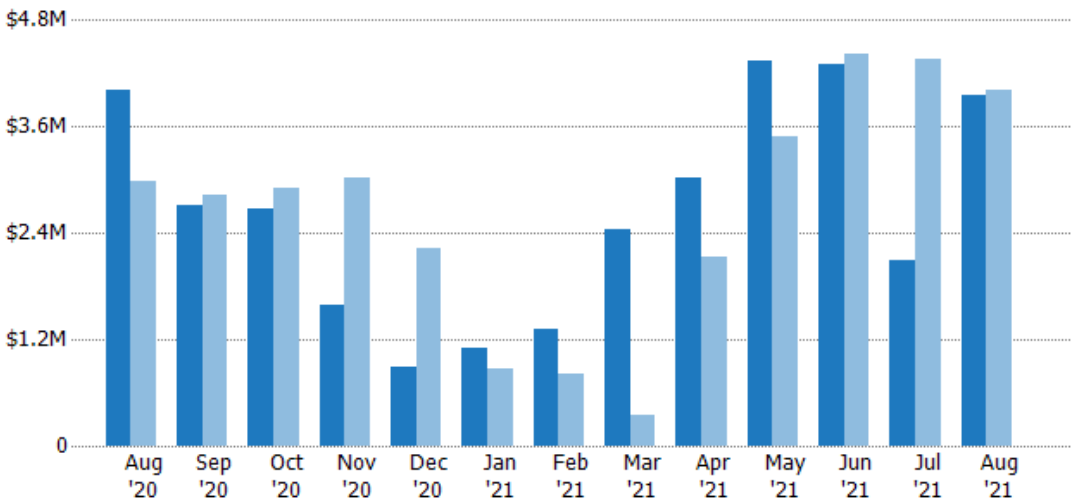
Pending Sales Volume

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.
Aug '21	\$3.96M	-1.5%
Aug '20	\$4.02M	34.9%
Aug '19	\$2.98M	-51.8%



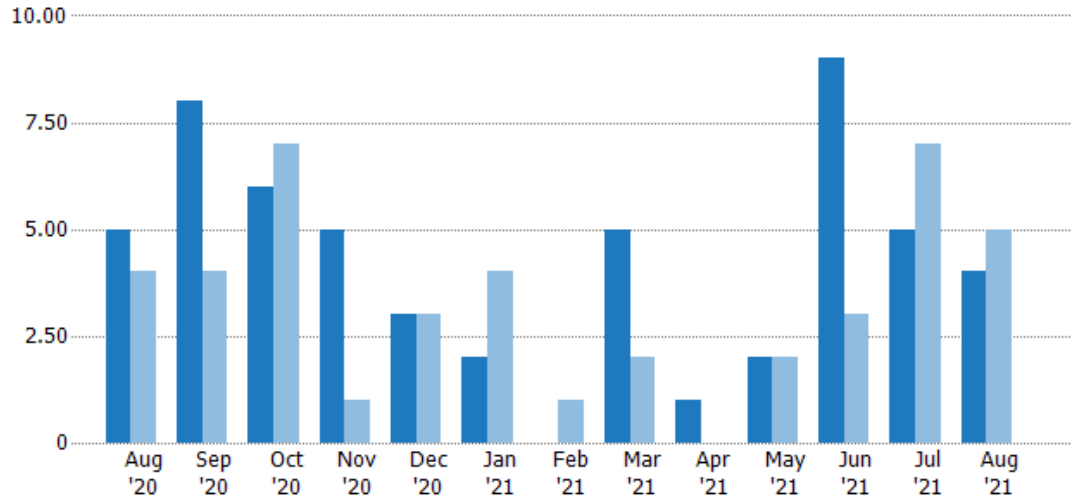
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$4.02M	\$2.71M	\$2.67M	\$1.59M	\$893K	\$1.1M	\$1.31M	\$2.44M	\$3.02M	\$4.35M	\$4.29M	\$2.08M	\$3.96M
Prior Year	\$2.98M	\$2.83M	\$2.91M	\$3.02M	\$2.22M	\$866K	\$805K	\$340K	\$2.12M	\$3.48M	\$4.41M	\$4.37M	\$4.02M
Percent Change from Prior Year	35%	-4%	-8%	-47%	-60%	27%	63%	619%	42%	25%	-3%	-52%	-1%

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



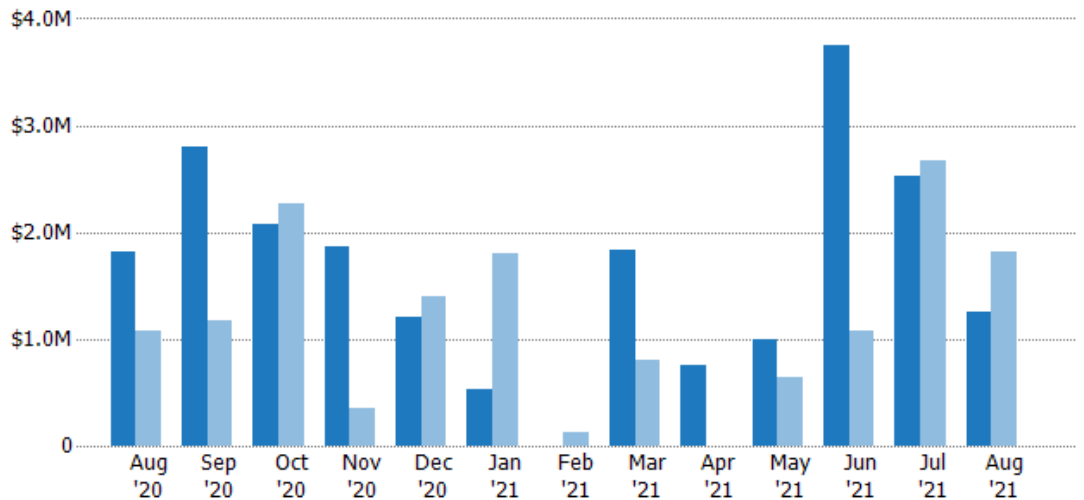
Current Year	5	8	6	5	3	2	-	5	1	2	9	5	4
Prior Year	4	4	7	1	3	4	1	2	-	2	3	7	5
Percent Change from Prior Year	25%	100%	-14%	400%	0%	-50%	-100%	150%	100%	0%	200%	-29%	-20%

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	\$1.82M	\$2.8M	\$2.07M	\$1.87M	\$1.21M	\$525K	-	\$1.84M	\$755K	\$999K	\$3.75M	\$2.52M	\$1.26M
Prior Year	\$1.07M	\$1.18M	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K	\$1.07M	\$2.66M	\$1.82M
Percent Change from Prior Year	70%	139%	-9%	435%	-13%	-71%	-100%	127%	100%	55%	250%	-5%	-31%

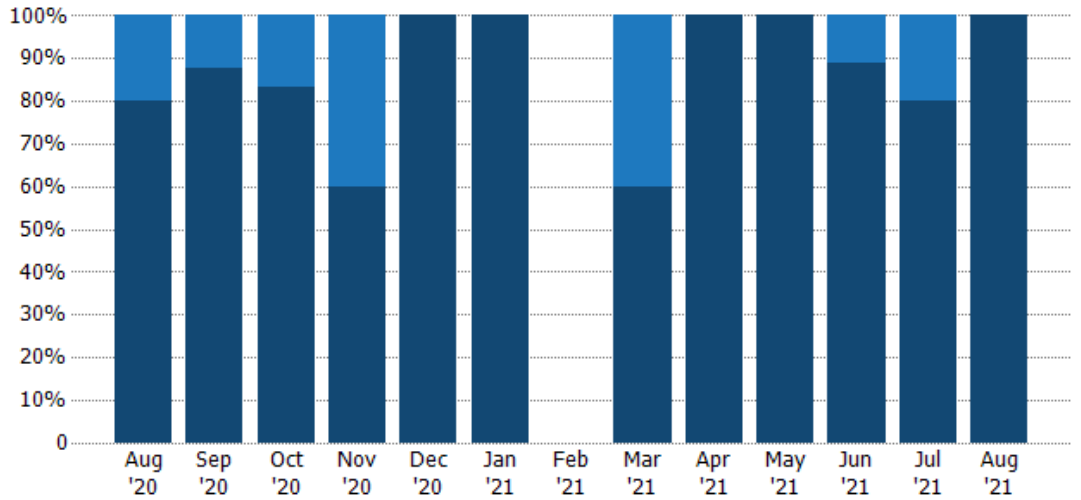
Closed Sales by Property Type

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



Condo/Townhouse	20%	13%	17%	40%	-	-	-	40%	-	-	11%	20%	-
Single Family Residence	80%	88%	83%	60%	100%	100%	-	60%	100%	100%	89%	80%	100%

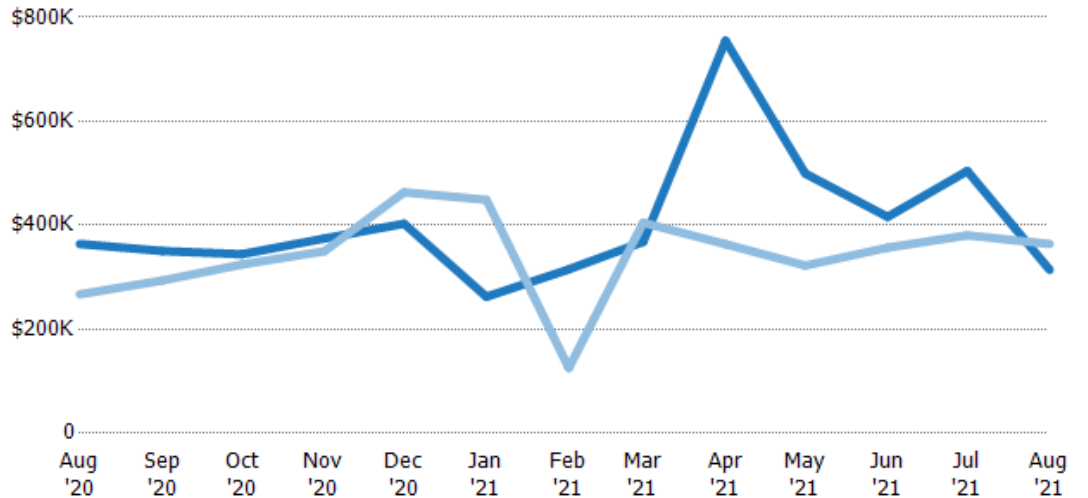
Average Sales Price

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



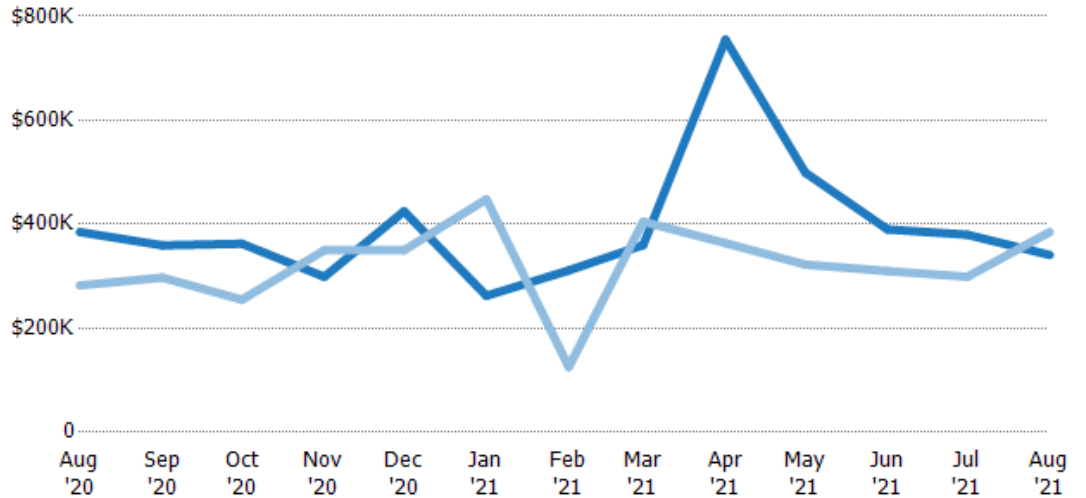
Current Year	\$364K	\$351K	\$344K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K	\$416K	\$504K	\$314K
Prior Year	\$267K	\$294K	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$381K	\$364K
Percent Change from Prior Year	36%	19%	6%	7%	-13%	-42%	-100%	-9%	100%	55%	17%	33%	-14%

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



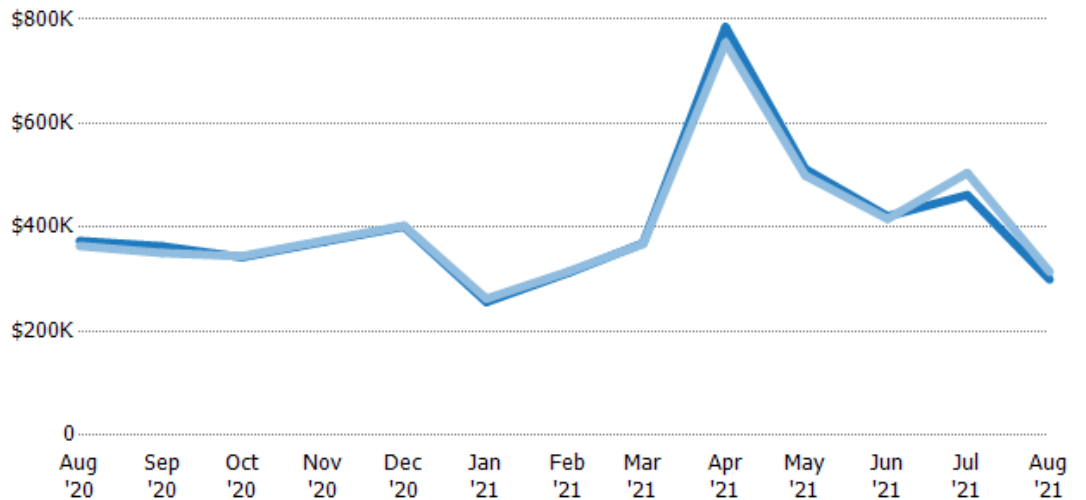
Current Year	\$385K	\$360K	\$363K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K	\$390K	\$380K	\$341K
Prior Year	\$283K	\$298K	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$299K	\$385K
Percent Change from Prior Year	36%	21%	42%	-15%	21%	-41%	-100%	-11%	100%	55%	26%	27%	-11%

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



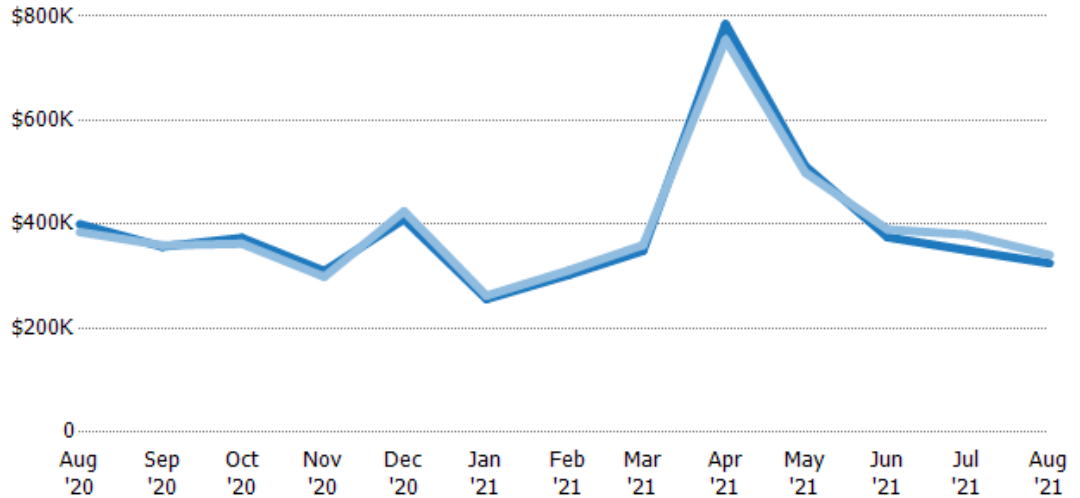
Avg List Price	\$374K	\$363K	\$342K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K	\$421K	\$462K	\$300K
Avg Sales Price	\$364K	\$351K	\$344K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K	\$416K	\$504K	\$314K
Avg Sales Price as a % of Avg List Price	97%	96%	101%	101%	100%	102%	101%	100%	96%	98%	99%	109%	105%

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



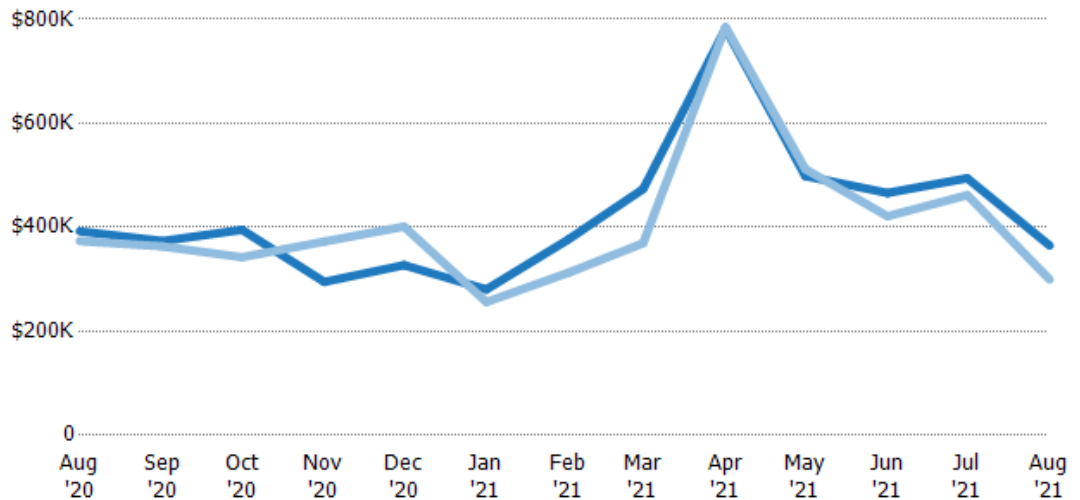
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median List Price	\$400K	\$357K	\$374K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K	\$375K	\$350K	\$325K
Median Sales Price	\$385K	\$360K	\$363K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K	\$390K	\$380K	\$341K
Med Sales Price as a % of Med List Price	96%	101%	97%	96%	104%	102%	103%	103%	96%	98%	104%	109%	105%

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



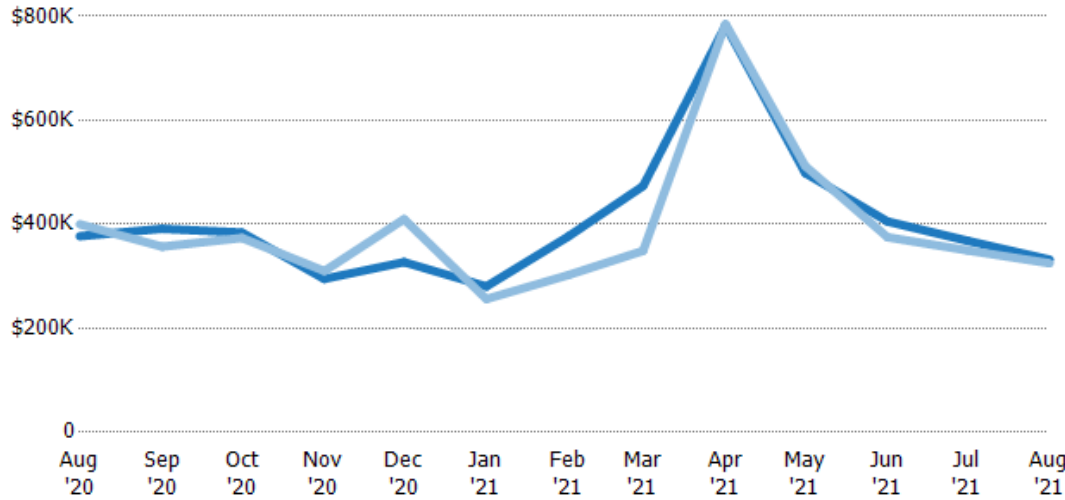
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg Est Value	\$392K	\$374K	\$395K	\$295K	\$327K	\$281K	\$377K	\$474K	\$782K	\$499K	\$466K	\$494K	\$365K
Avg Sales Price	\$374K	\$363K	\$342K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K	\$421K	\$462K	\$300K
Avg Sales Price as a % of Avg Est Value	95%	97%	87%	126%	123%	91%	85%	78%	100%	103%	90%	93%	82%

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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$377K	\$391K	\$384K	\$295K	\$327K	\$281K	\$377K	\$474K	\$782K	\$499K	\$405K	\$368K	\$332K
Median Sales Price	\$400K	\$357K	\$374K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K	\$375K	\$350K	\$325K
Med Sales Price as a % of Med Est Value	106%	91%	97%	105%	125%	91%	83%	74%	100%	103%	93%	95%	98%