

Summary of Key Listing and Sales Metrics

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

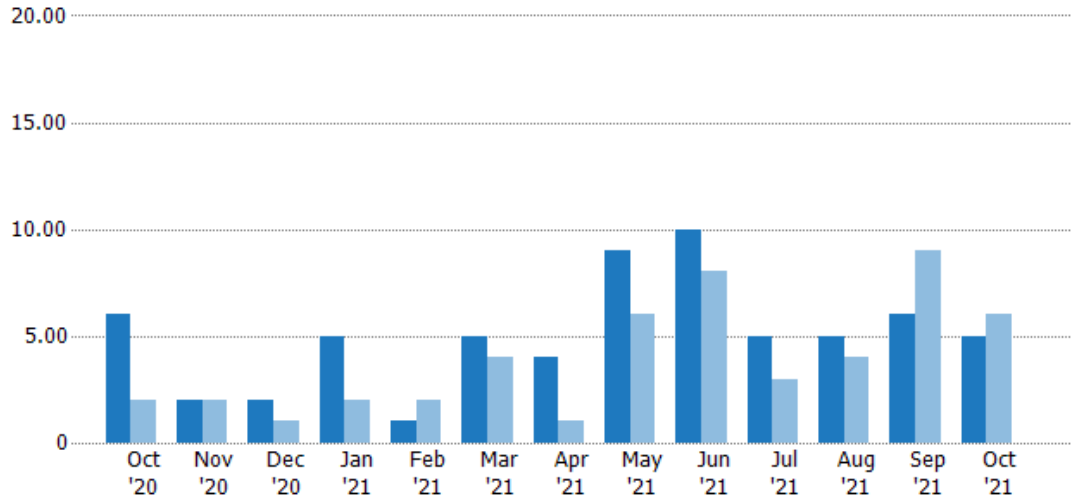
Key Metrics	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	6	-16.7%	55	45	+22.2%
New Listing Volume	\$1,812,800	\$2,759,400	-34.3%	\$22,251,700	\$15,833,800	+40.5%
Active Listing Count	10	8	+25%	N/A	N/A	
Active Listing Volume	\$2,905,700	\$3,926,900	-26%	N/A	N/A	
Average Listing Price	\$290,570	\$490,863	-40.8%	\$413,900	\$432,343	-4.3%
Median Listing Price	\$254,900	\$432,000	-41%	\$404,838	\$408,205	-0.8%
Median Days in RPR	61	45.5	+34.1%	86.74	73.76	+17.6%
Months of Inventory	2	1	+100%	2.9	2.4	+20.5%
Absorption Rate	50%	100%	-50%	34.23%	41.25%	-7%
Sales Activity Charts Metrics						
New Pending Sales Count	3	8	-62.5%	47	46	+2.2%
New Pending Sales Volume	\$863,900	\$2,862,900	-69.8%	\$20,411,100	\$16,058,800	+27.1%
Pending Sales Count	7	8	-12.5%	N/A	N/A	
Pending Sales Volume	\$3,147,900	\$2,674,000	+17.7%	N/A	N/A	
Closed Sales Count	6	6	+/-	39	38	+2.6%
Closed Sales Volume	\$2,991,000	\$2,066,800	+44.7%	\$16,752,000	\$13,803,400	+21.4%
Average Sales Price	\$498,500	\$344,467	+44.7%	\$429,538	\$363,247	+18.2%
Median Sales Price	\$443,000	\$362,500	+22.2%	\$393,872	\$351,892	+11.9%

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



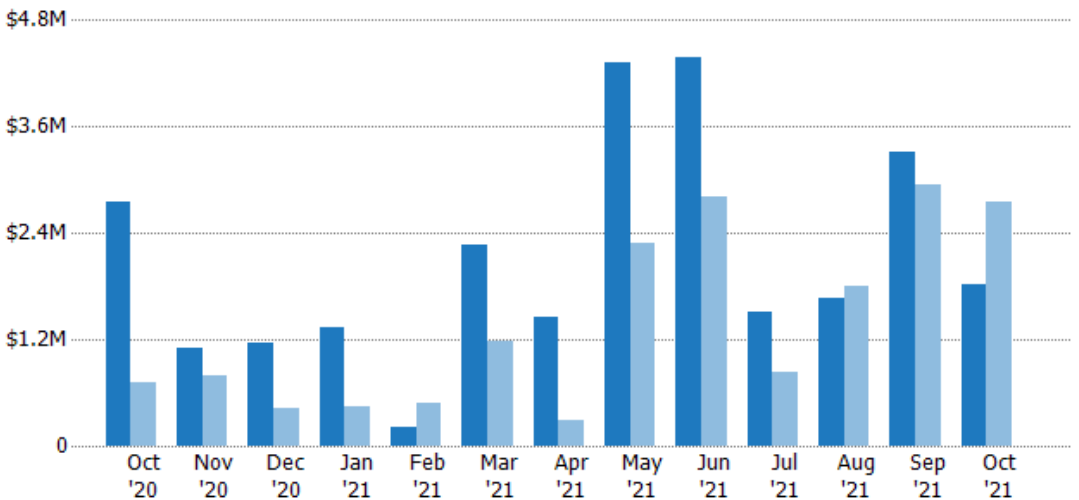
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	6	2	2	5	1	5	4	9	10	5	5	6	5
Prior Year	2	2	1	2	2	4	1	6	8	3	4	9	6
Percent Change from Prior Year	200%	0%	100%	150%	-50%	25%	300%	50%	25%	67%	25%	-33%	-17%

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



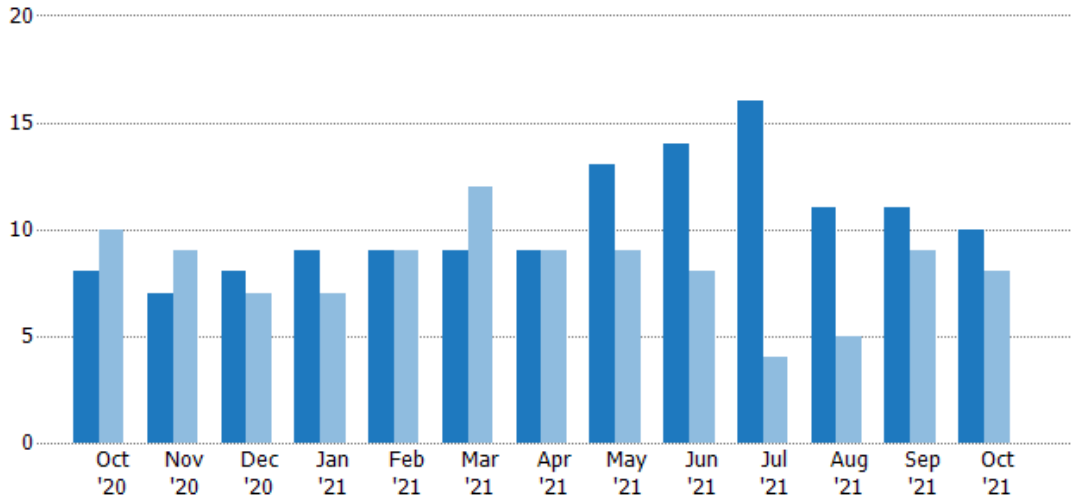
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$2.76M	\$1.1M	\$1.17M	\$1.33M	\$210K	\$2.27M	\$1.46M	\$4.32M	\$4.37M	\$1.5M	\$1.67M	\$3.31M	\$1.81M
Prior Year	\$705K	\$800K	\$425K	\$441K	\$488K	\$1.18M	\$295K	\$2.28M	\$2.82M	\$829K	\$1.8M	\$2.94M	\$2.76M
Percent Change from Prior Year	291%	37%	174%	201%	-57%	92%	394%	89%	55%	81%	-7%	13%	-34%

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



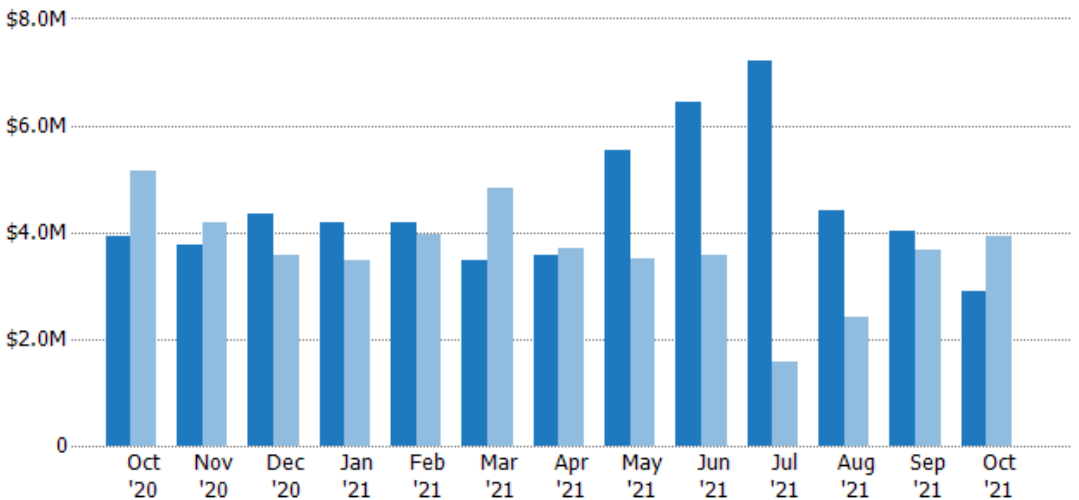
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	8	7	8	9	9	9	9	13	14	16	11	11	10
Prior Year	10	9	7	7	9	12	9	9	8	4	5	9	8
Percent Change from Prior Year	-20%	-22%	14%	29%	0%	-25%	0%	44%	75%	300%	120%	22%	25%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$3.93M	\$3.75M	\$4.35M	\$4.19M	\$4.19M	\$3.48M	\$3.58M	\$5.54M	\$6.43M	\$7.19M	\$4.4M	\$4.03M	\$2.91M
Prior Year	\$5.16M	\$4.18M	\$3.58M	\$3.48M	\$3.97M	\$4.82M	\$3.71M	\$3.49M	\$3.57M	\$1.56M	\$2.4M	\$3.66M	\$3.93M
Percent Change from Prior Year	-24%	-10%	21%	20%	6%	-28%	-3%	59%	80%	361%	84%	10%	-26%

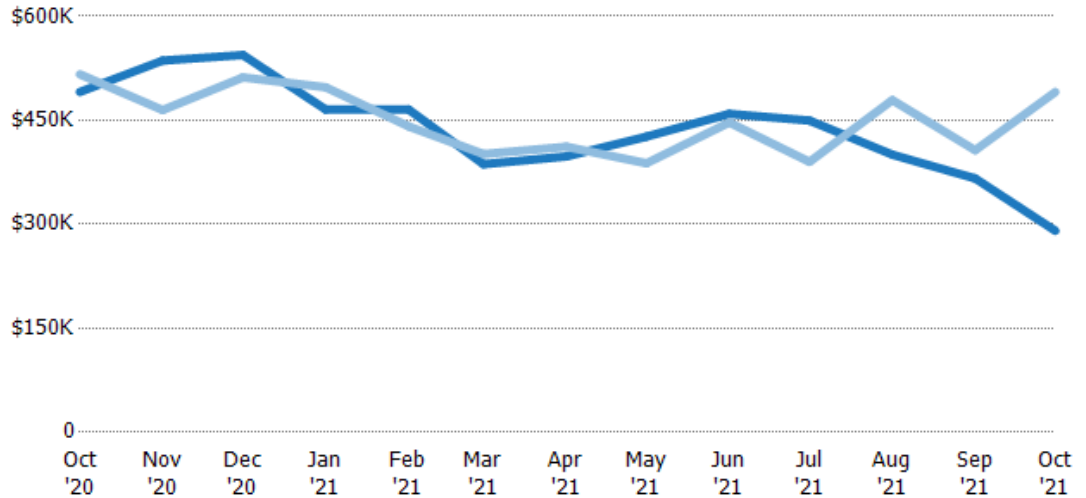
Average Listing Price

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.
Oct '21	\$291K	-40.8%
Oct '20	\$491K	-4.9%
Oct '19	\$516K	-8.8%



Current Year	\$491K	\$536K	\$544K	\$466K	\$466K	\$387K	\$398K	\$426K	\$459K	\$450K	\$400K	\$366K	\$291K
Prior Year	\$516K	\$465K	\$512K	\$498K	\$441K	\$401K	\$412K	\$388K	\$447K	\$390K	\$479K	\$407K	\$491K
Percent Change from Prior Year	-5%	15%	6%	-6%	6%	-4%	-3%	10%	3%	15%	-16%	-10%	-41%

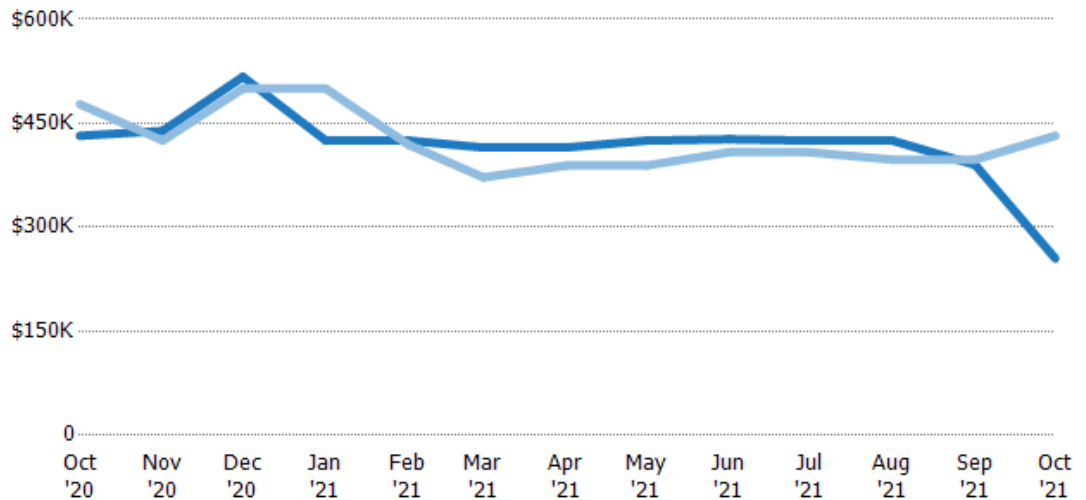
Median Listing Price

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.
Oct '21	\$255K	-41%
Oct '20	\$432K	-9.5%
Oct '19	\$477K	-17.4%



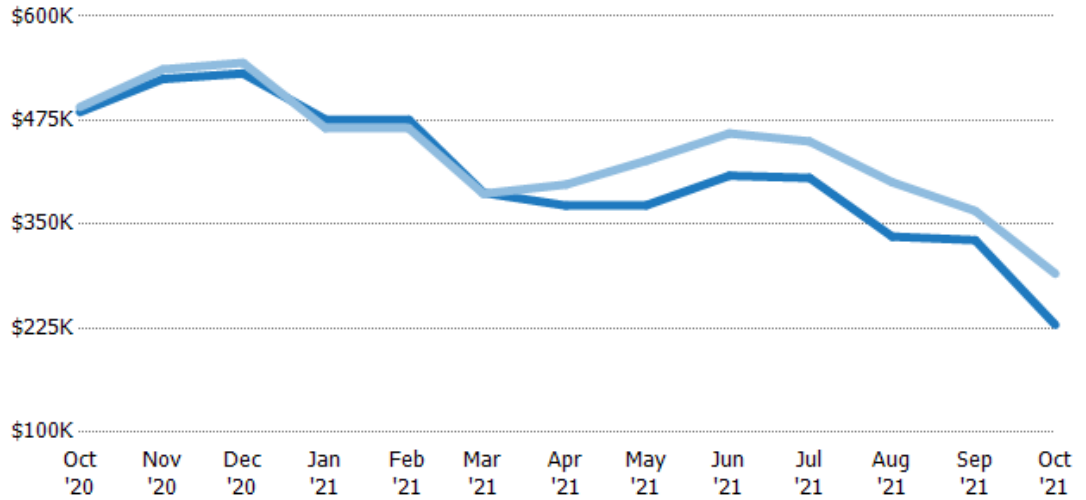
Current Year	\$432K	\$439K	\$517K	\$425K	\$425K	\$415K	\$415K	\$425K	\$427K	\$425K	\$425K	\$390K	\$255K
Prior Year	\$477K	\$425K	\$500K	\$500K	\$419K	\$372K	\$389K	\$389K	\$408K	\$408K	\$398K	\$398K	\$432K
Percent Change from Prior Year	-10%	3%	3%	-15%	1%	12%	7%	9%	5%	4%	7%	-2%	-41%

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

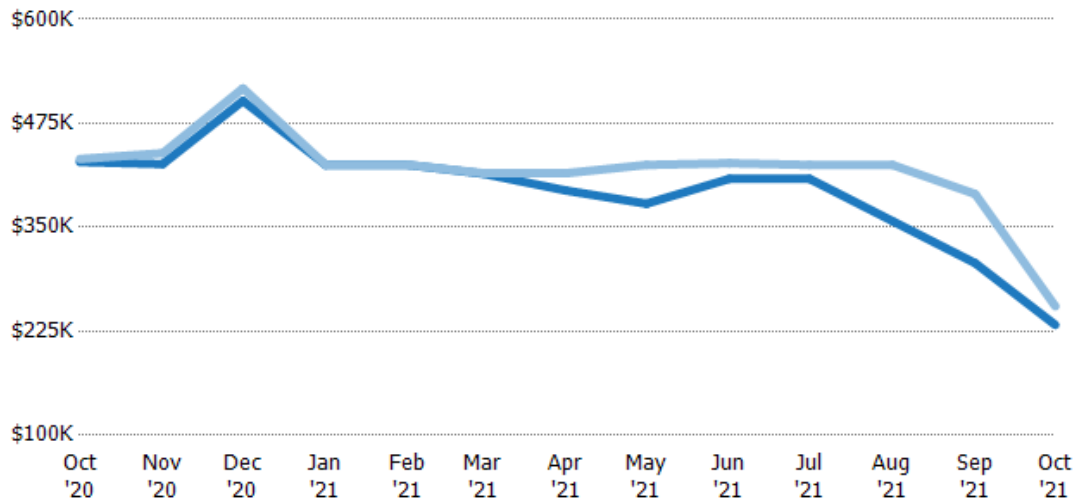


Median Listing Price vs Median Est Value

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

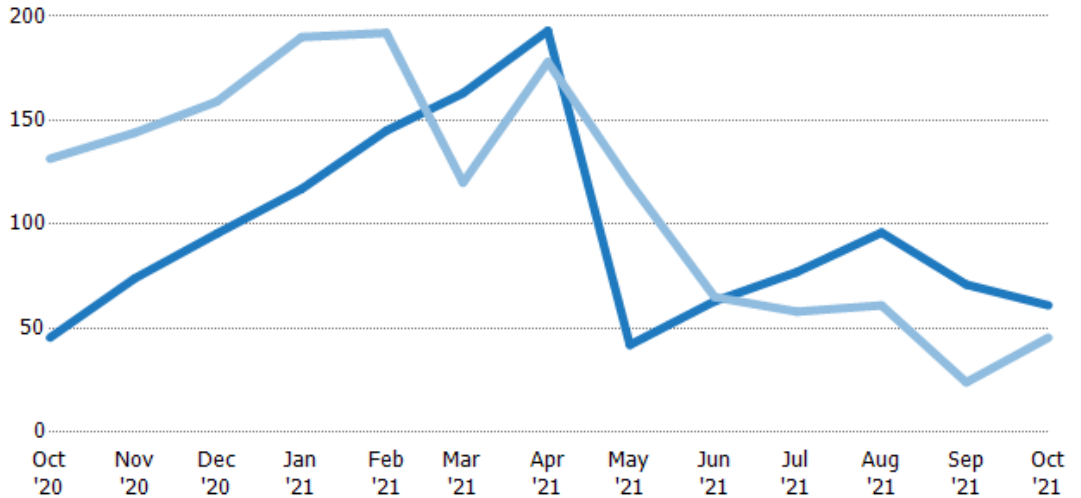


Median Days in RPR

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



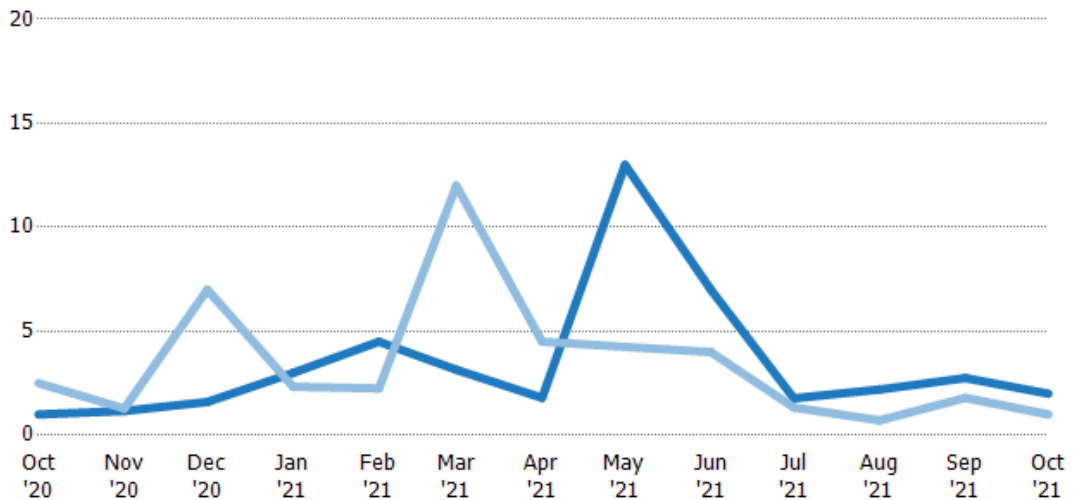
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	45.5	74	95.5	117	145	163	193	42	63	77	96	71	61
Prior Year	132	144	159	190	192	120	178	120	65	58	61	24	45.5
Percent Change from Prior Year	-65%	-49%	-40%	-38%	-24%	36%	8%	-65%	-3%	33%	57%	196%	34%

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



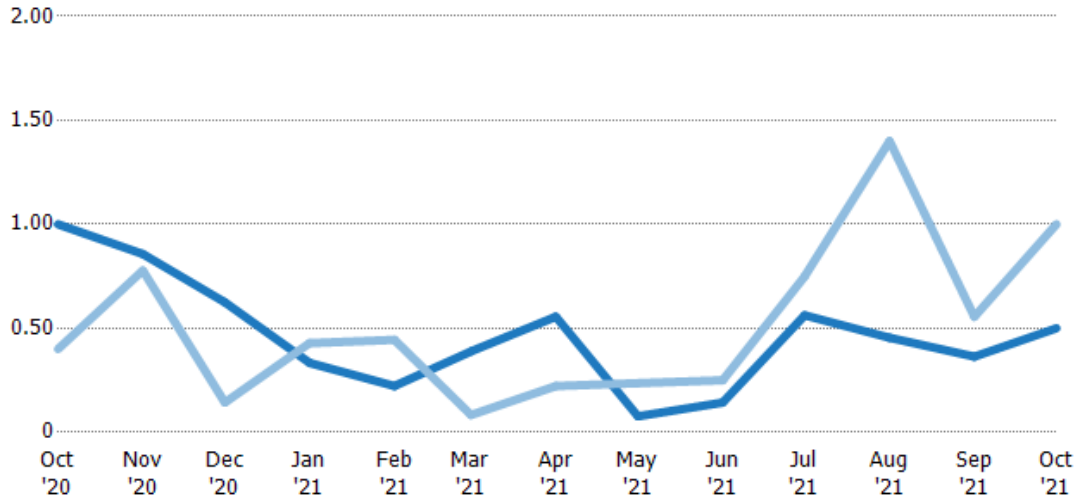
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	1	1.17	1.6	3	4.5	3.15	1.8	13	7	1.78	2.2	2.75	2
Prior Year	2.5	1.29	7	2.33	2.25	12	4.5	4.25	4	1.33	0	1.8	1
Percent Change from Prior Year	-60%	-9%	-77%	29%	100%	-100%	-60%	100%	75%	33%	208%	53%	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



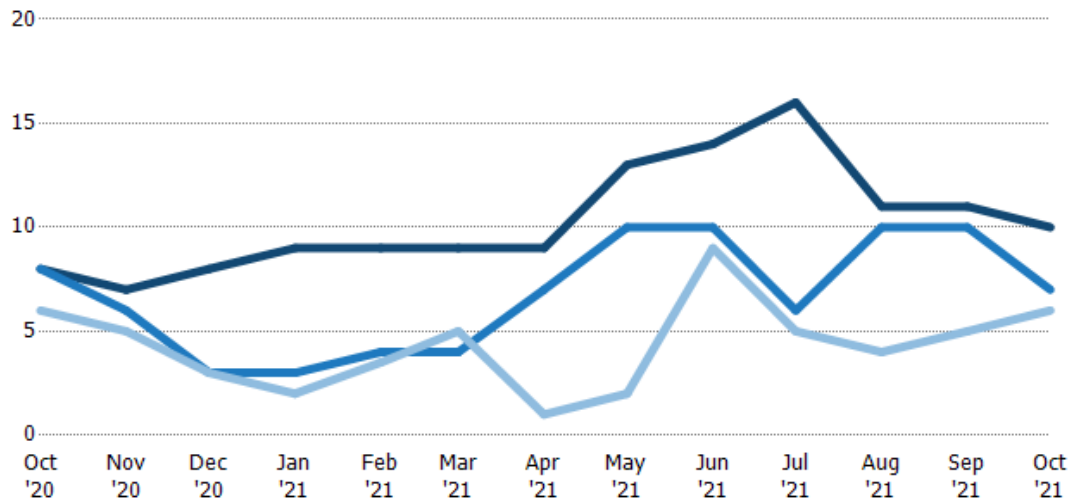
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	100%	86%	63%	33%	22%	39%	56%	8%	14%	56%	45%	36%	50%
Prior Year	40%	78%	14%	43%	44%	8%	22%	24%	25%	75%	140%	56%	100%
Change from Prior Year	-60%	-8%	-48%	10%	22%	8%	-33%	-8%	11%	19%	95%	19%	50%

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



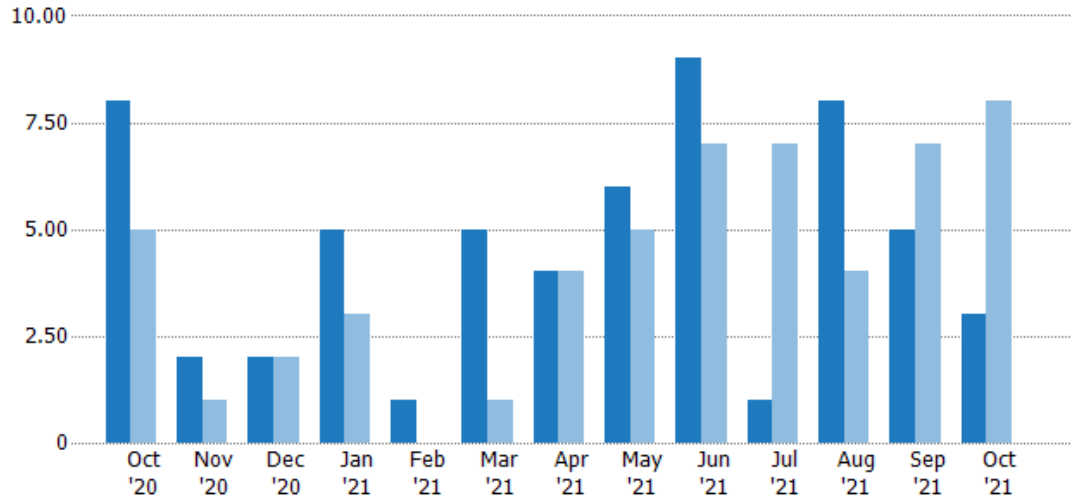
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Active	8	7	8	9	9	9	9	13	14	16	11	11	10
Pending	8	6	3	3	4	4	7	10	10	6	10	10	7
Sold	6	5	3	2	3.5	5	1	2	9	5	4	5	6

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



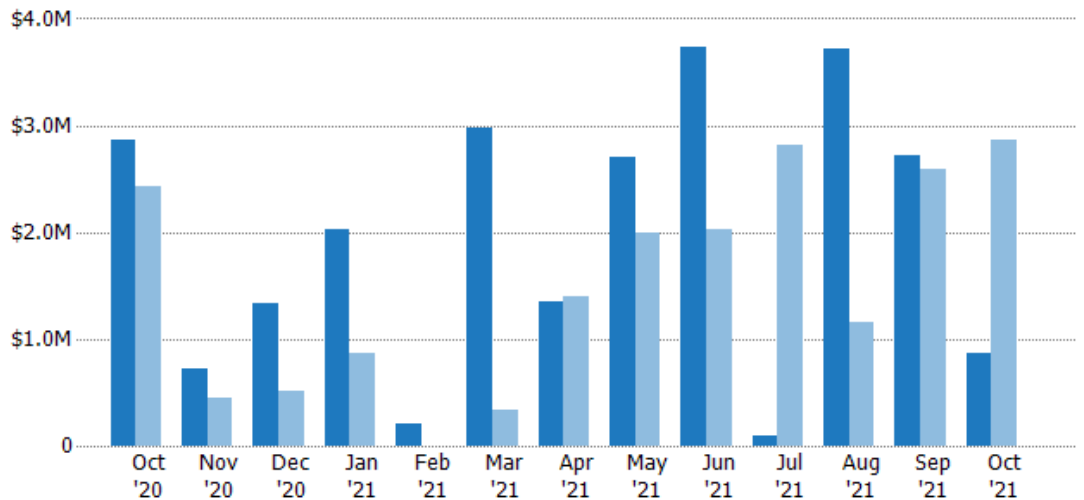
Current Year	8	2	2	5	1	5	4	6	9	1	8	5	3
Prior Year	5	1	2	3	-	1	4	5	7	7	4	7	8
Percent Change from Prior Year	60%	100%	0%	67%	100%	400%	0%	20%	29%	-86%	100%	-29%	-63%

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	\$2.86M	\$720K	\$1.34M	\$2.03M	\$210K	\$2.98M	\$1.36M	\$2.7M	\$3.74M	\$99K	\$3.72M	\$2.71M	\$864K
Prior Year	\$2.42M	\$455K	\$515K	\$866K	-	\$340K	\$1.4M	\$1.99M	\$2.02M	\$2.82M	\$1.16M	\$2.59M	\$2.86M
Percent Change from Prior Year	18%	58%	160%	134%	100%	776%	-3%	36%	85%	-96%	220%	5%	-70%

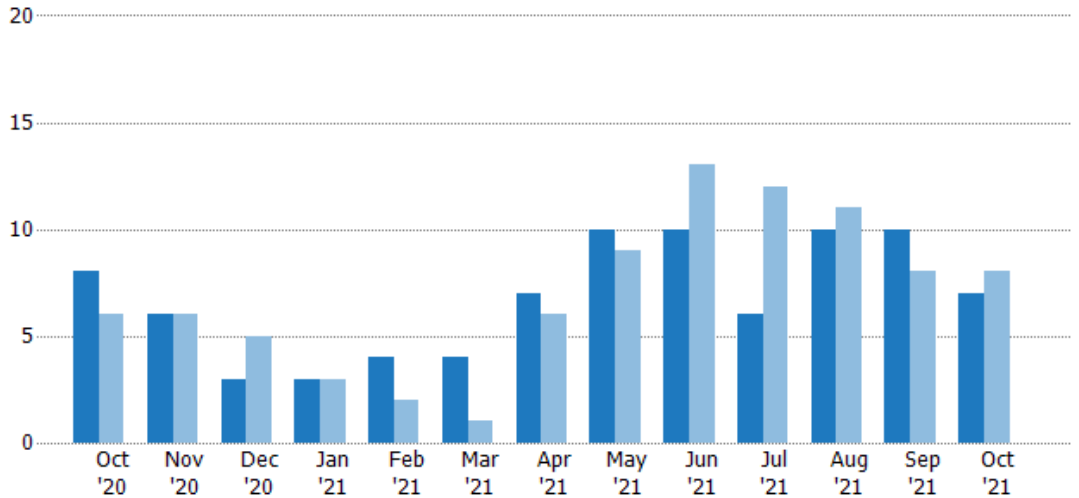
Pending Sales

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.
Oct '21	7	-12.5%
Oct '20	8	33.3%
Oct '19	6	-16.7%



Current Year	8	6	3	3	4	4	7	10	10	6	10	10	7
Prior Year	6	6	5	3	2	1	6	9	13	12	11	8	8
Percent Change from Prior Year	33%	0%	-40%	0%	100%	300%	17%	11%	-23%	-50%	-9%	25%	-13%

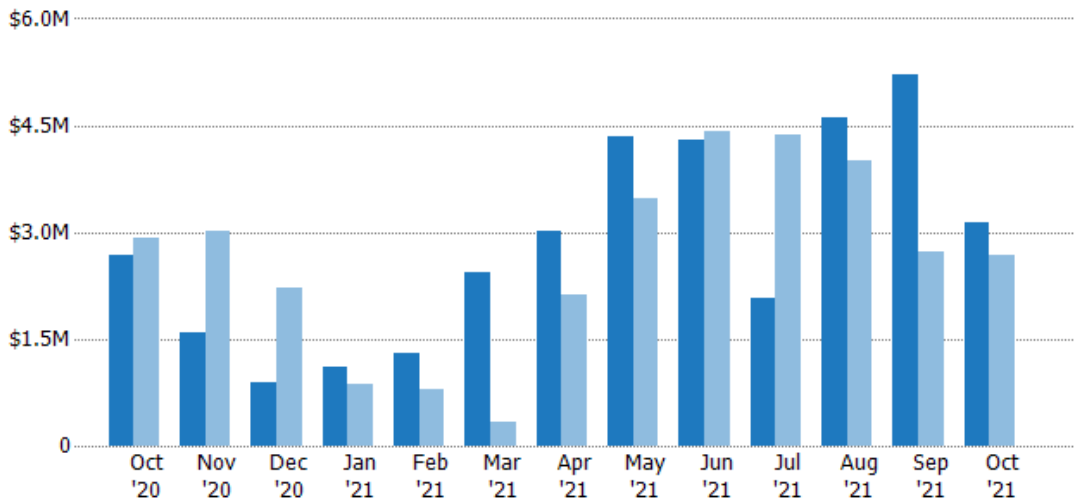
Pending Sales Volume

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.
Oct '21	\$3.15M	17.7%
Oct '20	\$2.67M	-8.2%
Oct '19	\$2.91M	-44.7%



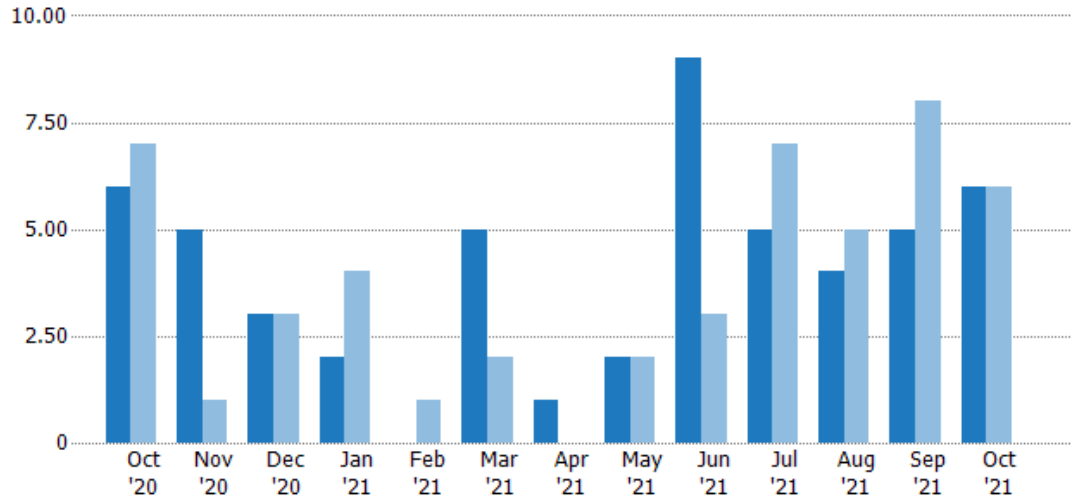
Current Year	\$2.67M	\$1.59M	\$893K	\$1.1M	\$1.31M	\$2.44M	\$3.02M	\$4.35M	\$4.29M	\$2.08M	\$4.61M	\$5.22M	\$3.15M
Prior Year	\$2.91M	\$3.02M	\$2.22M	\$866K	\$805K	\$340K	\$2.12M	\$3.48M	\$4.41M	\$4.37M	\$4.02M	\$2.71M	\$2.67M
Percent Change from Prior Year	-8%	-47%	-60%	27%	63%	619%	42%	25%	-3%	-52%	15%	92%	18%

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



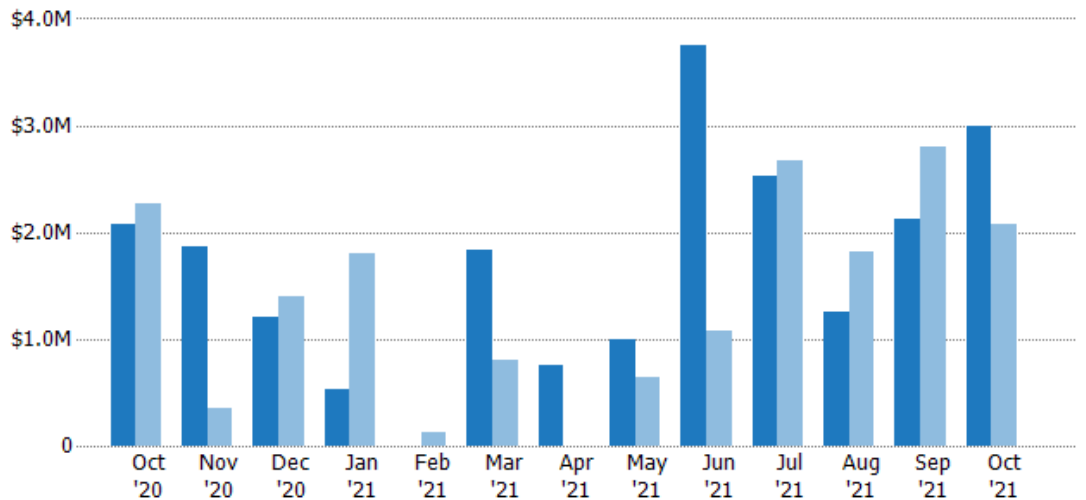
Current Year	6	5	3	2	-	5	1	2	9	5	4	5	6
Prior Year	7	1	3	4	1	2	-	2	3	7	5	8	6
Percent Change from Prior Year	-14%	400%	0%	-50%	-100%	150%	100%	0%	200%	-29%	-20%	-38%	0%

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	\$2.07M	\$1.87M	\$1.21M	\$525K	-	\$1.84M	\$755K	\$999K	\$3.75M	\$2.52M	\$1.26M	\$2.12M	\$2.99M
Prior Year	\$2.27M	\$350K	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K	\$1.07M	\$2.66M	\$1.82M	\$2.8M	\$2.07M
Percent Change from Prior Year	-9%	435%	-13%	-71%	-100%	127%	100%	55%	250%	-5%	-31%	-24%	45%

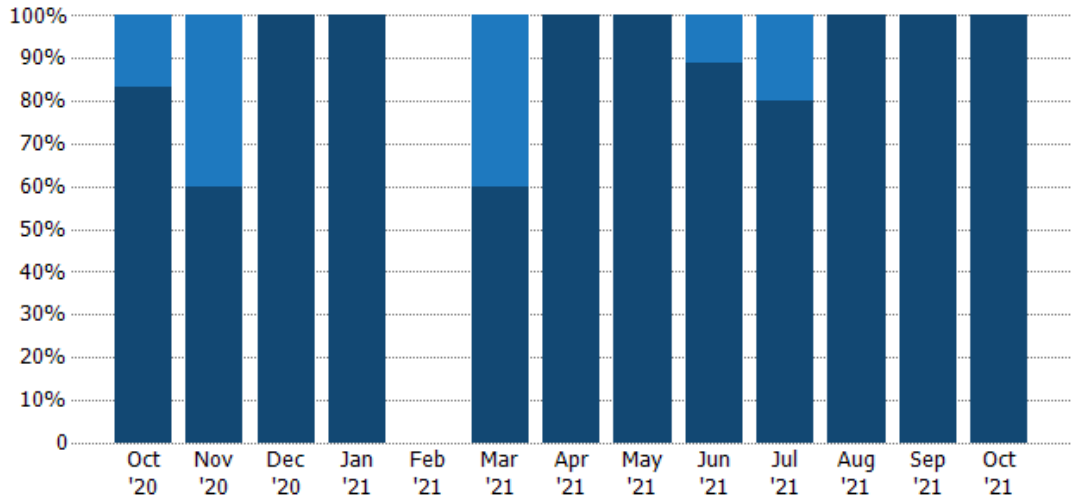
Closed Sales by Property Type

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

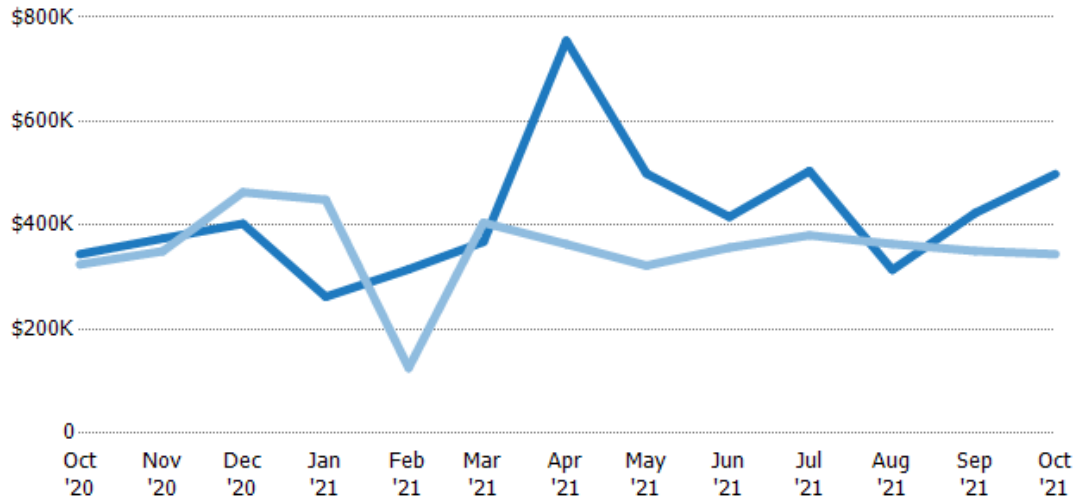
Average Sales Price

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



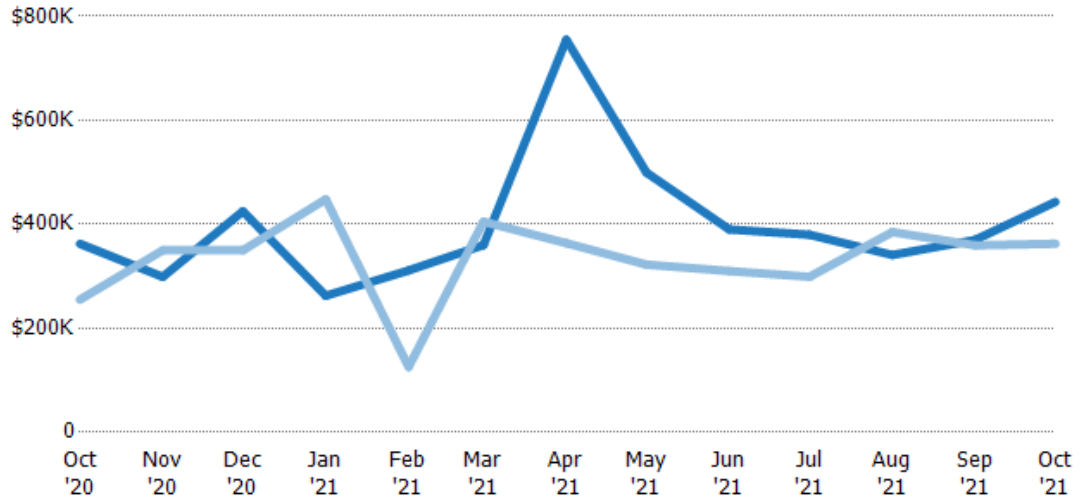
Property Type	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$344K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K	\$416K	\$504K	\$314K	\$424K	\$499K
Prior Year	\$325K	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$381K	\$364K	\$351K	\$344K
Percent Change from Prior Year	6%	7%	-13%	-42%	-100%	-9%	100%	55%	17%	33%	-14%	21%	45%

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



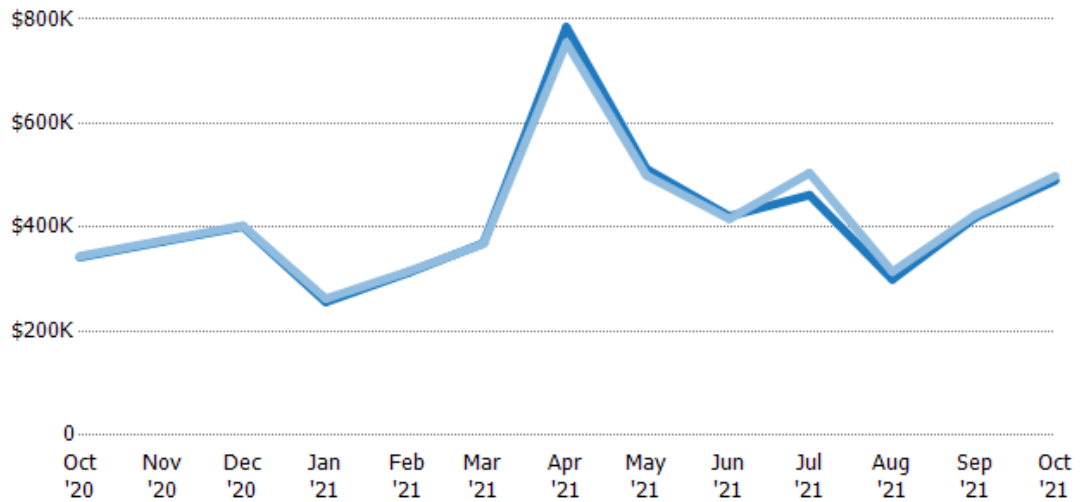
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$363K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K	\$390K	\$380K	\$341K	\$370K	\$443K
Prior Year	\$255K	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$299K	\$385K	\$360K	\$363K
Percent Change from Prior Year	42%	-15%	21%	-41%	-100%	-11%	100%	55%	26%	27%	-11%	3%	22%

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



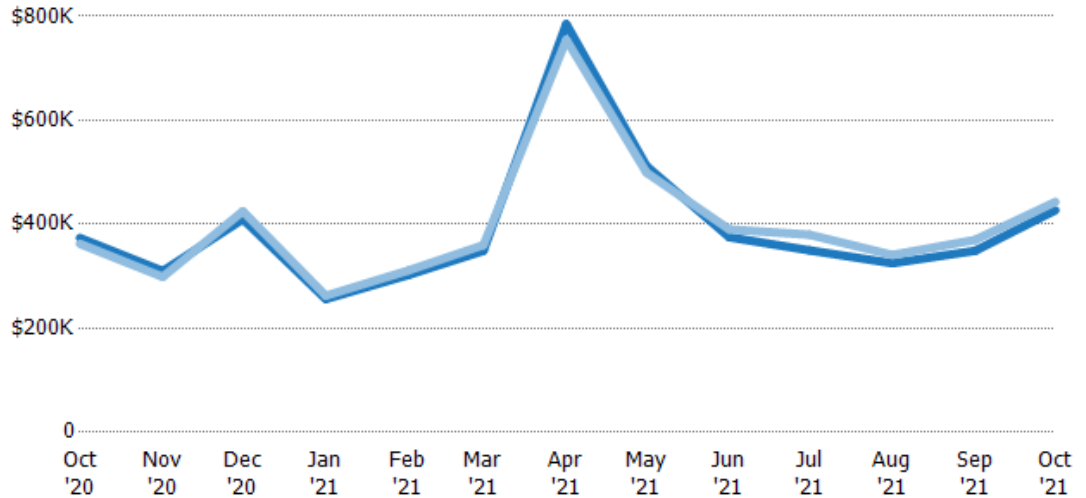
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg List Price	\$342K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K	\$421K	\$462K	\$300K	\$419K	\$490K
Avg Sales Price	\$344K	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K	\$416K	\$504K	\$314K	\$424K	\$499K
Avg Sales Price as a % of Avg List Price	101%	101%	100%	102%	101%	100%	96%	98%	99%	109%	105%	101%	102%

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



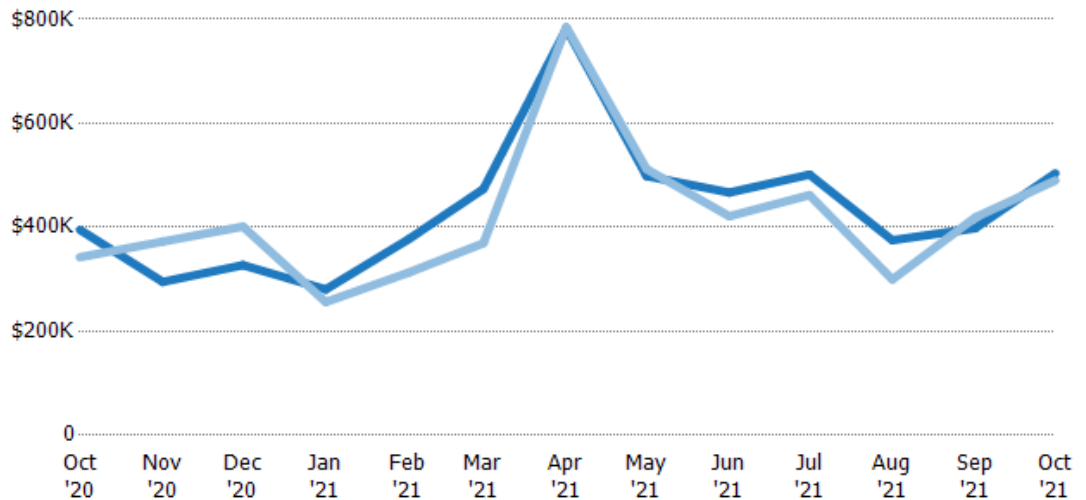
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median List Price	\$374K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K	\$375K	\$350K	\$325K	\$349K	\$427K
Median Sales Price	\$363K	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K	\$390K	\$380K	\$341K	\$370K	\$443K
Med Sales Price as a % of Med List Price	97%	96%	104%	102%	103%	103%	96%	98%	104%	109%	105%	106%	104%

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



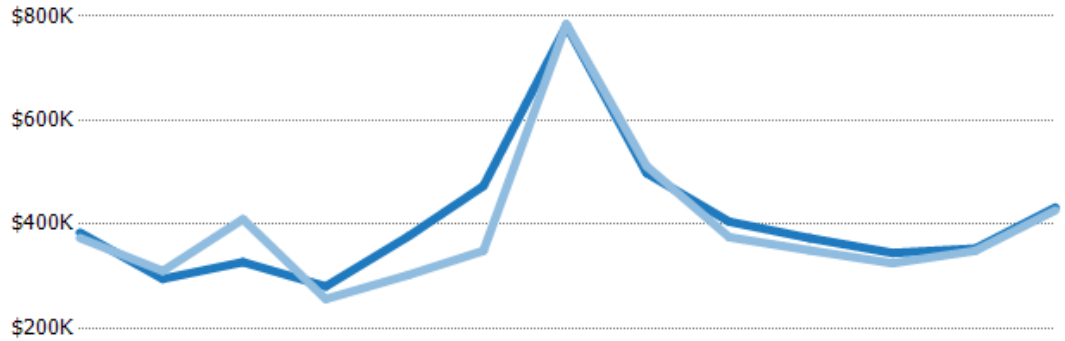
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg Est Value	\$395K	\$295K	\$327K	\$281K	\$377K	\$474K	\$782K	\$499K	\$467K	\$501K	\$375K	\$398K	\$504K
Avg Sales Price	\$342K	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K	\$421K	\$462K	\$300K	\$419K	\$490K
Avg Sales Price as a % of Avg Est Value	87%	126%	123%	91%	85%	78%	100%	103%	90%	92%	80%	105%	97%

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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Median Est Value	\$384K	\$295K	\$327K	\$281K	\$377K	\$474K	\$782K	\$499K	\$405K	\$373K	\$345K	\$353K	\$432K
Median Sales Price	\$374K	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K	\$375K	\$350K	\$325K	\$349K	\$427K
Med Sales Price as a % of Med Est Value	97%	105%	125%	91%	83%	74%	100%	103%	93%	94%	94%	99%	99%