

## Summary of Key Listing and Sales Metrics

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

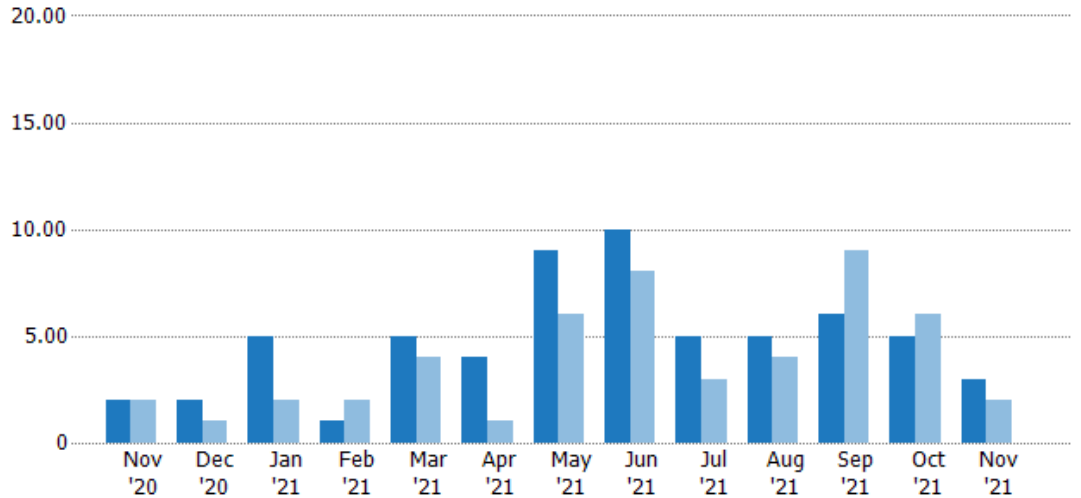
Key Metrics	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	3	2	+50%	58	47	+23.4%
New Listing Volume	\$825,000	\$1,095,000	-24.7%	\$23,076,700	\$16,928,800	+36.3%
Active Listing Count	11	7	+57.1%	N/A	N/A	
Active Listing Volume	\$2,885,700	\$3,753,000	-23.1%	N/A	N/A	
Average Listing Price	\$262,336	\$536,143	-51.1%	\$400,234	\$440,695	-9.2%
Median Listing Price	\$249,900	\$439,000	-43.1%	\$390,868	\$410,682	-4.8%
Median Days in RPR	49	74	-33.8%	81	73.79	+9.8%
Months of Inventory	1.8	1.2	+57.1%	2.8	2.6	+10.9%
Absorption Rate	54.55%	85.71%	-31.2%	35.25%	39.08%	-3.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	1	2	-50%	48	48	+/-
New Pending Sales Volume	\$195,000	\$719,900	-72.9%	\$20,606,100	\$16,778,700	+22.8%
Pending Sales Count	1	6	-83.3%	N/A	N/A	
Pending Sales Volume	\$309,000	\$1,589,400	-80.6%	N/A	N/A	
Closed Sales Count	7	5	+40%	46	43	+7%
Closed Sales Volume	\$2,982,000	\$1,873,000	+59.2%	\$19,734,000	\$15,676,400	+25.9%
Average Sales Price	\$426,000	\$374,600	+13.7%	\$429,000	\$364,567	+17.7%
Median Sales Price	\$255,000	\$298,900	-14.7%	\$372,739	\$345,730	+7.8%

## 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



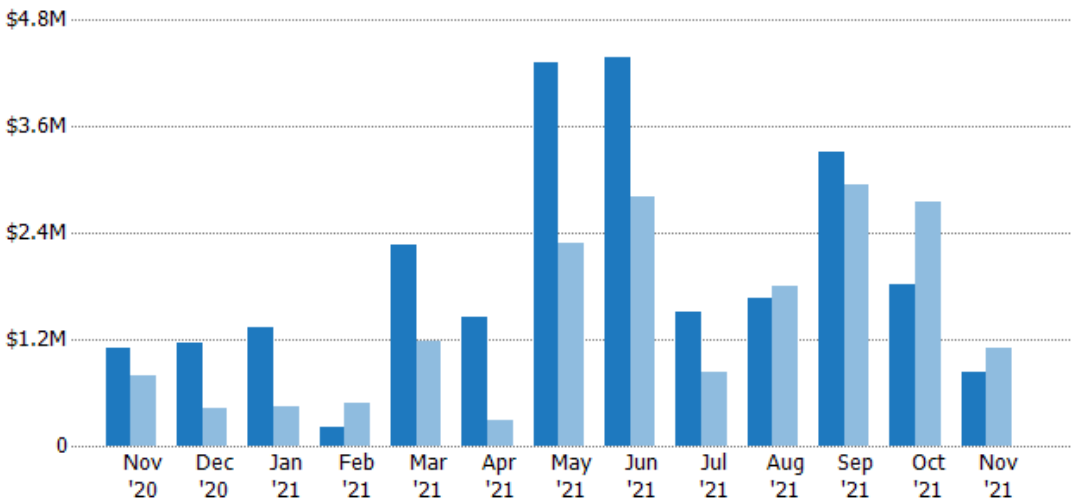
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	2	2	5	1	5	4	9	10	5	5	6	5	3
Prior Year	2	1	2	2	4	1	6	8	3	4	9	6	2
Percent Change from Prior Year	0%	100%	150%	-50%	25%	300%	50%	25%	67%	25%	-33%	-17%	50%

## 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



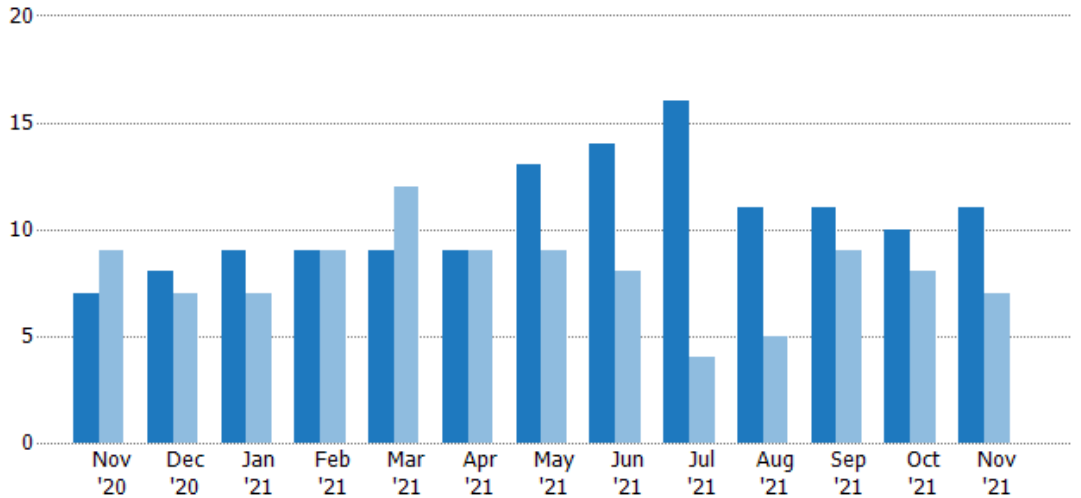
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$1.1M	\$1.17M	\$1.33M	\$210K	\$2.27M	\$1.46M	\$4.32M	\$4.37M	\$1.5M	\$1.67M	\$3.31M	\$1.81M	\$825K
Prior Year	\$800K	\$425K	\$441K	\$488K	\$1.18M	\$295K	\$2.28M	\$2.82M	\$829K	\$1.8M	\$2.94M	\$2.76M	\$1.1M
Percent Change from Prior Year	37%	174%	201%	-57%	92%	394%	89%	55%	81%	-7%	13%	-34%	-25%

## 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



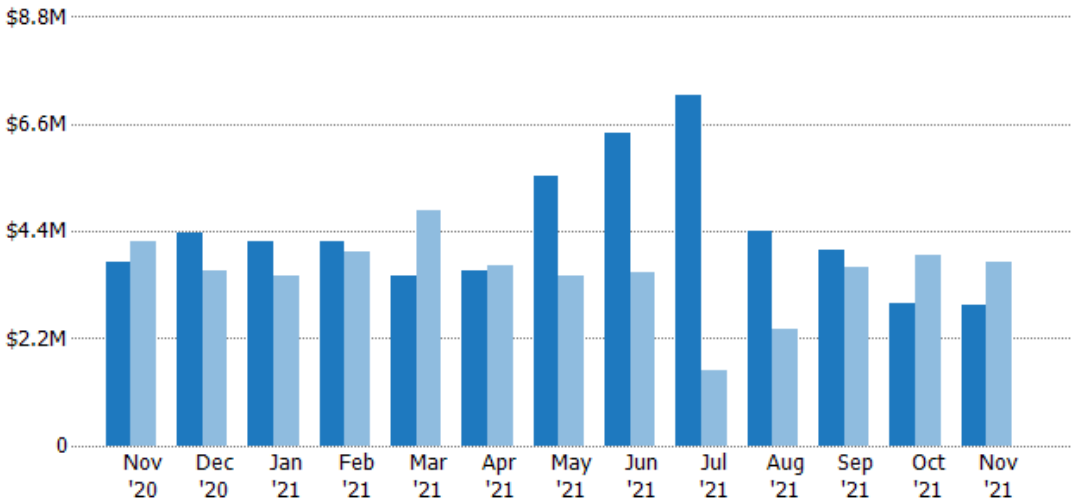
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	7	8	9	9	9	9	13	14	16	11	11	10	11
Prior Year	9	7	7	9	12	9	9	8	4	5	9	8	7
Percent Change from Prior Year	-22%	14%	29%	0%	-25%	0%	44%	75%	300%	120%	22%	25%	57%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$3.75M	\$4.35M	\$4.19M	\$4.19M	\$3.48M	\$3.58M	\$5.54M	\$6.43M	\$7.19M	\$4.4M	\$4.03M	\$2.91M	\$2.89M
Prior Year	\$4.18M	\$3.58M	\$3.48M	\$3.97M	\$4.82M	\$3.71M	\$3.49M	\$3.57M	\$1.56M	\$2.4M	\$3.66M	\$3.93M	\$3.75M
Percent Change from Prior Year	-10%	21%	20%	6%	-28%	-3%	59%	80%	361%	84%	10%	-26%	-23%

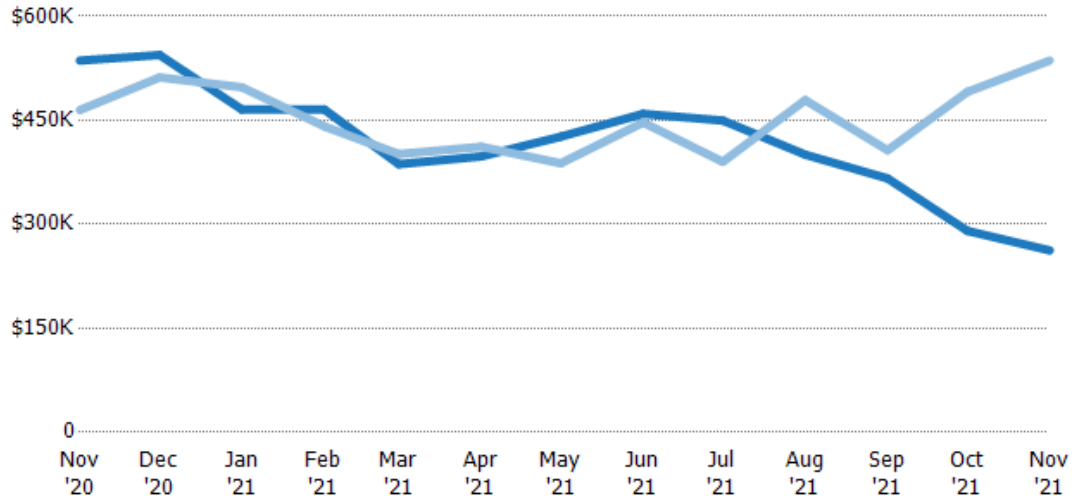
## Average Listing Price

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.
Nov '21	\$262K	-51.1%
Nov '20	\$536K	15.4%
Nov '19	\$465K	2.8%



Current Year	\$536K	\$544K	\$466K	\$466K	\$387K	\$398K	\$426K	\$459K	\$450K	\$400K	\$366K	\$291K	\$262K
Prior Year	\$465K	\$512K	\$498K	\$441K	\$401K	\$412K	\$388K	\$447K	\$390K	\$479K	\$407K	\$491K	\$536K
Percent Change from Prior Year	15%	6%	-6%	6%	-4%	-3%	10%	3%	15%	-16%	-10%	-41%	-51%

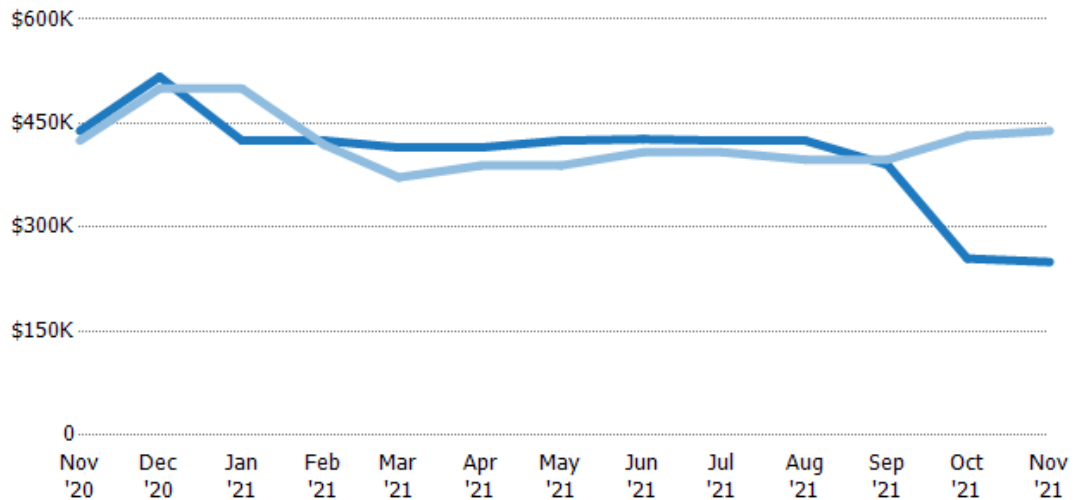
## Median Listing Price

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.
Nov '21	\$250K	-43.1%
Nov '20	\$439K	3.3%
Nov '19	\$425K	-5.9%



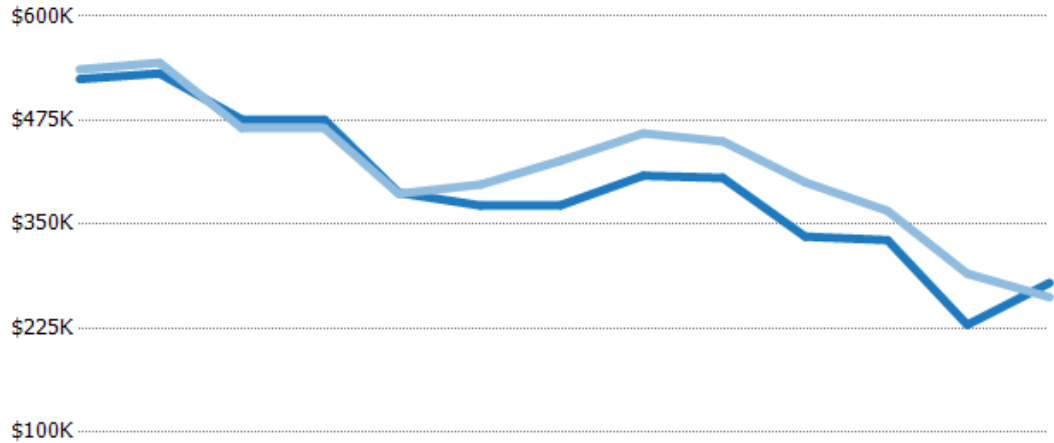
Current Year	\$439K	\$517K	\$425K	\$425K	\$415K	\$415K	\$425K	\$427K	\$425K	\$425K	\$390K	\$255K	\$250K
Prior Year	\$425K	\$500K	\$500K	\$419K	\$372K	\$389K	\$389K	\$408K	\$408K	\$398K	\$398K	\$432K	\$439K
Percent Change from Prior Year	3%	3%	-15%	1%	12%	7%	9%	5%	4%	7%	-2%	-41%	-43%

## 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



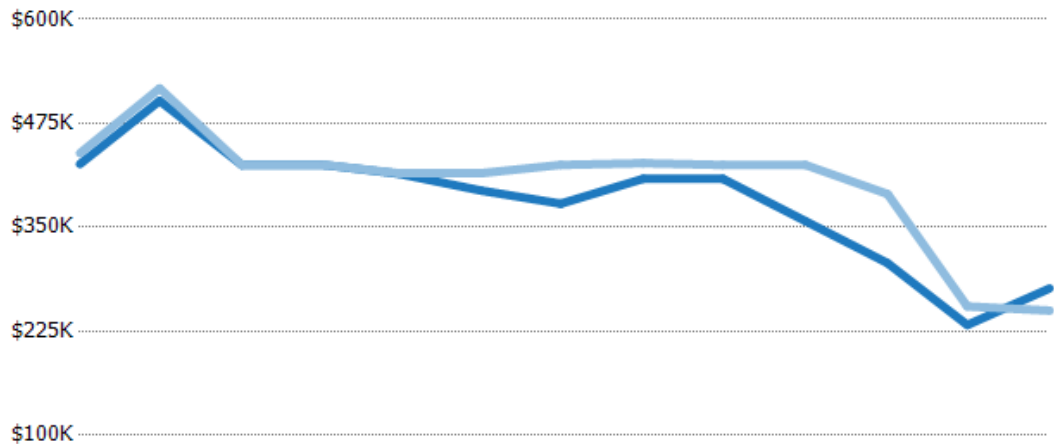
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$525K	\$531K	\$476K	\$476K	\$388K	\$372K	\$373K	\$408K	\$406K	\$335K	\$331K	\$229K	\$280K
Avg Listing Price	\$536K	\$544K	\$466K	\$466K	\$387K	\$398K	\$426K	\$459K	\$450K	\$400K	\$366K	\$291K	\$262K
Avg Listing Price as a % of Avg Est Value	102%	102%	98%	98%	100%	107%	114%	112%	111%	119%	111%	127%	94%

## 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



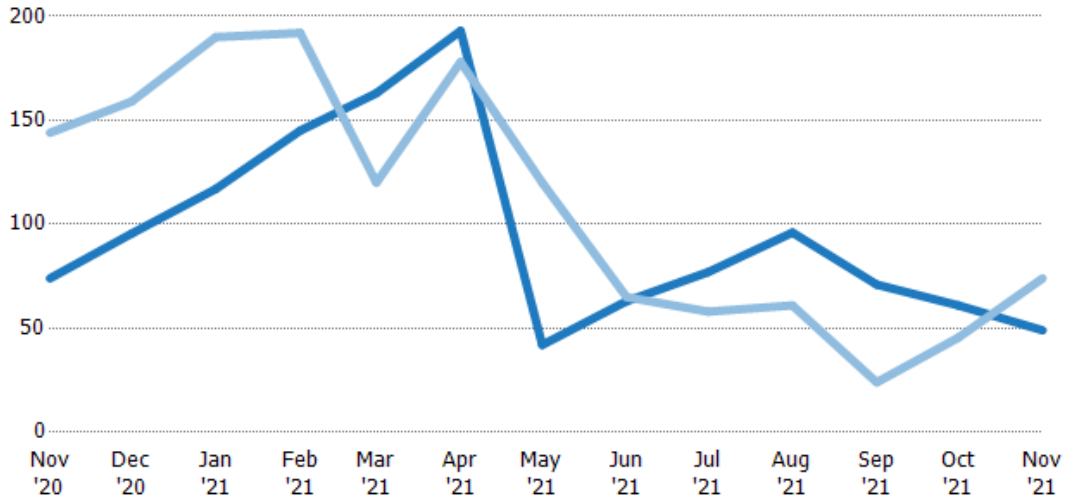
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$426K	\$502K	\$425K	\$425K	\$414K	\$394K	\$378K	\$408K	\$408K	\$358K	\$307K	\$233K	\$277K
Median Listing Price	\$439K	\$517K	\$425K	\$425K	\$415K	\$415K	\$425K	\$427K	\$425K	\$425K	\$390K	\$255K	\$250K
Med Listing Price as a % of Med Est Value	103%	103%	100%	100%	100%	105%	112%	105%	104%	119%	127%	110%	90%

## 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



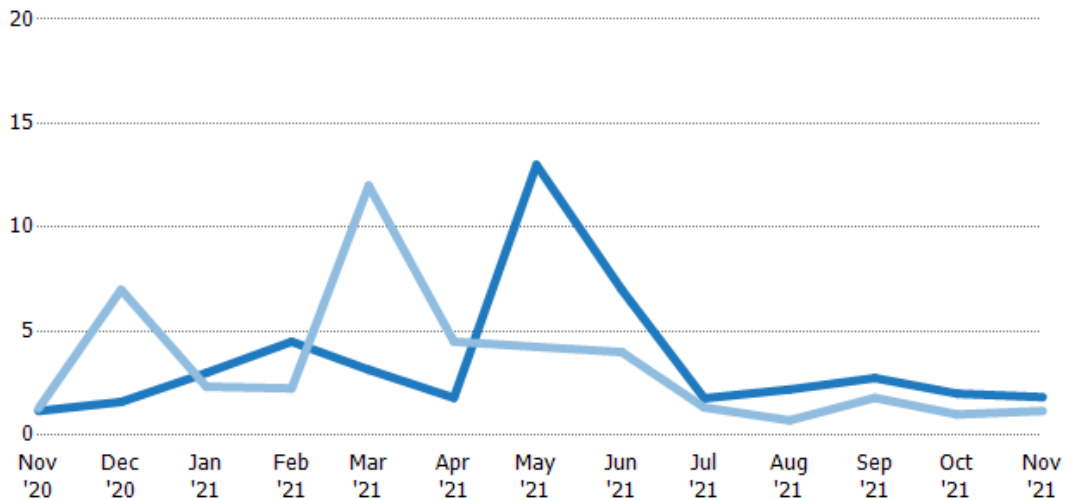
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	74	95.5	117	145	163	193	42	63	77	96	71	61	49
Prior Year	144	159	190	192	120	178	120	65	58	61	24	45.5	74
Percent Change from Prior Year	-49%	-40%	-38%	-24%	36%	8%	-65%	-3%	33%	57%	196%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



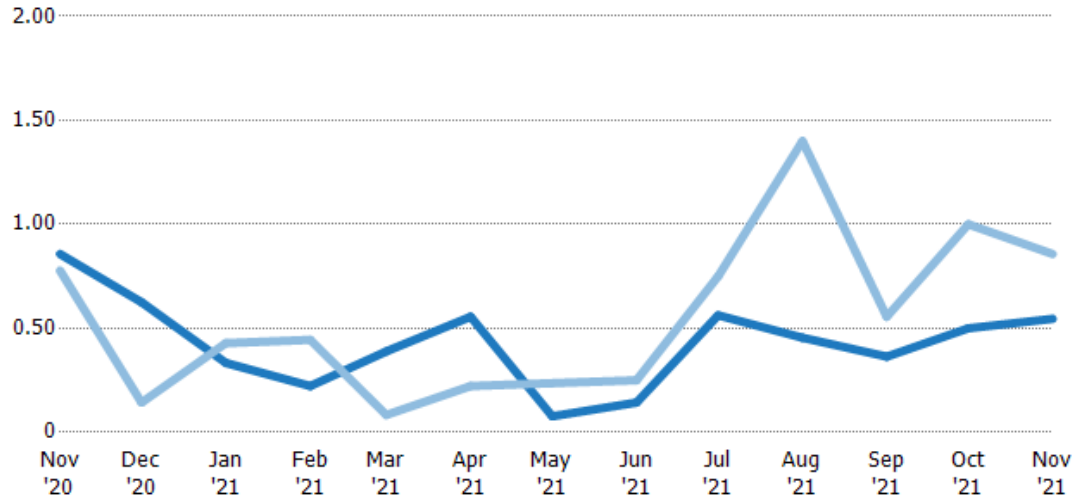
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	1.17	1.6	3	4.5	3.15	1.8	13	7	1.78	2.2	2.75	2	1.83
Prior Year	1.29	7	2.33	2.25	12	4.5	4.25	4	1.33	0	1.8	1	1.17
Percent Change from Prior Year	-9%	-77%	29%	100%	-100%	-60%	100%	75%	33%	208%	53%	100%	57%

## 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



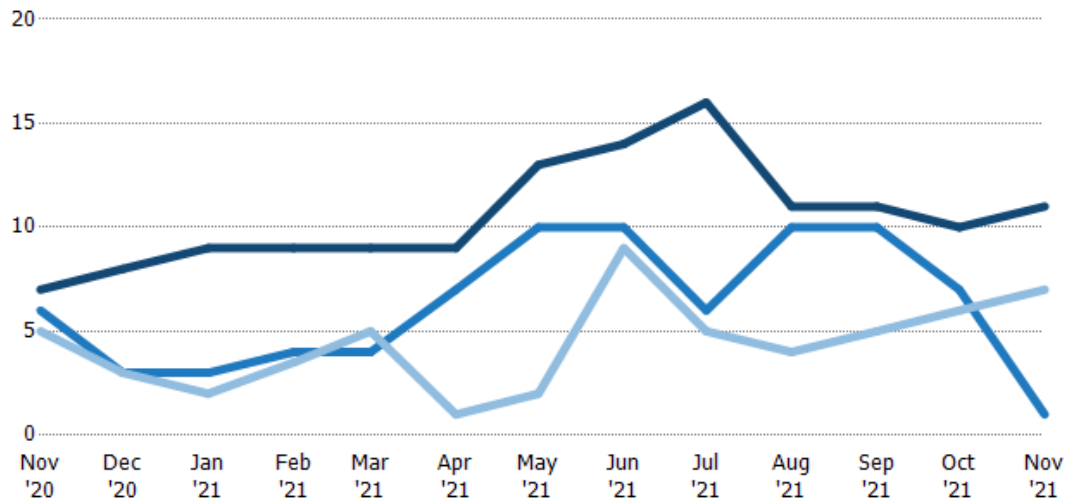
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	86%	63%	33%	22%	39%	56%	8%	14%	56%	45%	36%	50%	55%
Prior Year	78%	14%	43%	44%	8%	22%	24%	25%	75%	140%	56%	100%	86%
Change from Prior Year	-8%	-48%	10%	22%	8%	-33%	-8%	11%	19%	95%	19%	50%	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



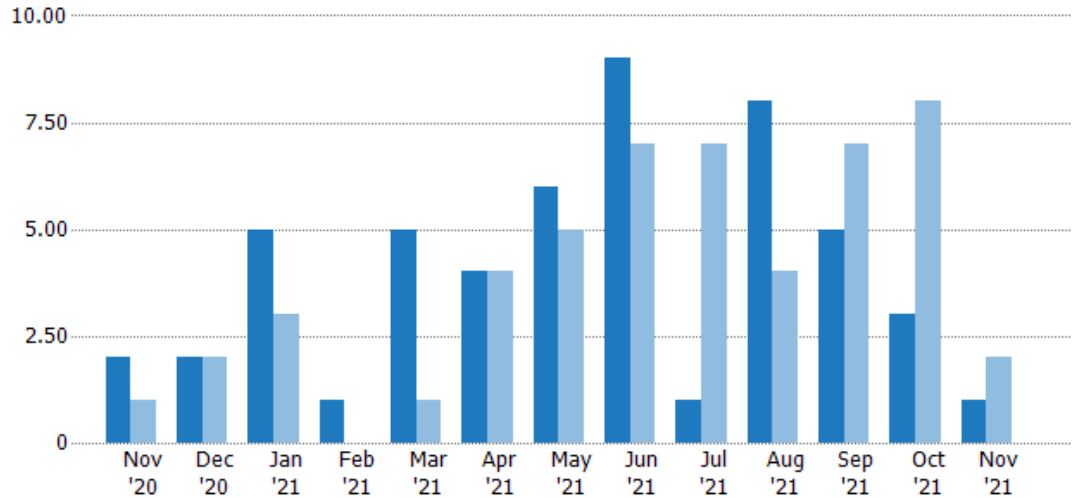
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	7	8	9	9	9	9	13	14	16	11	11	10	11
Pending	6	3	3	4	4	7	10	10	6	10	10	7	1
Sold	5	3	2	3.5	5	1	2	9	5	4	5	6	7

## 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



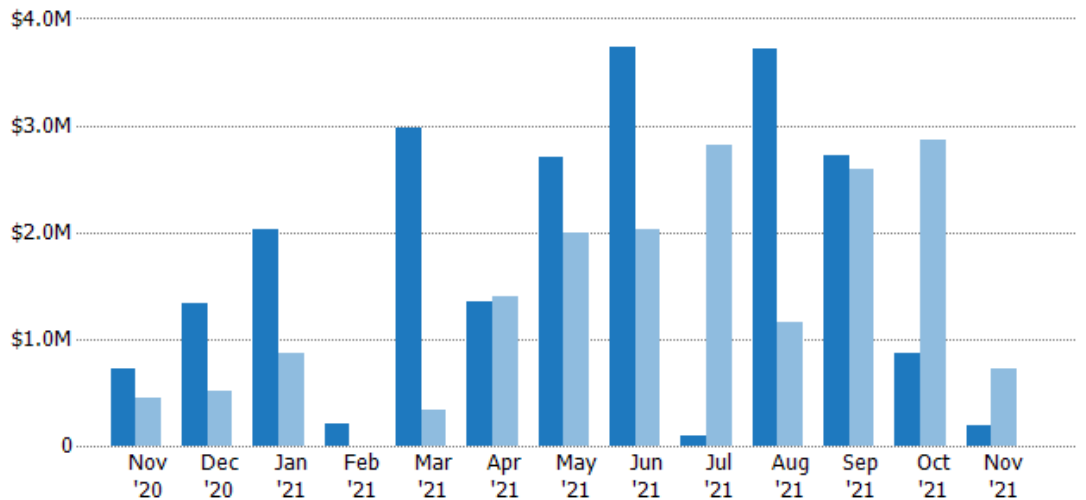
Current Year	2	2	5	1	5	4	6	9	1	8	5	3	1
Prior Year	1	2	3	-	1	4	5	7	7	4	7	8	2
Percent Change from Prior Year	100%	0%	67%	100%	400%	0%	20%	29%	-86%	100%	-29%	-63%	-50%

## 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	\$720K	\$1.34M	\$2.03M	\$210K	\$2.98M	\$1.36M	\$2.7M	\$3.74M	\$99K	\$3.72M	\$2.71M	\$864K	\$195K
Prior Year	\$455K	\$515K	\$866K	-	\$340K	\$1.4M	\$1.99M	\$2.02M	\$2.82M	\$1.16M	\$2.59M	\$2.86M	\$720K
Percent Change from Prior Year	58%	160%	134%	100%	776%	-3%	36%	85%	-96%	220%	5%	-70%	-73%

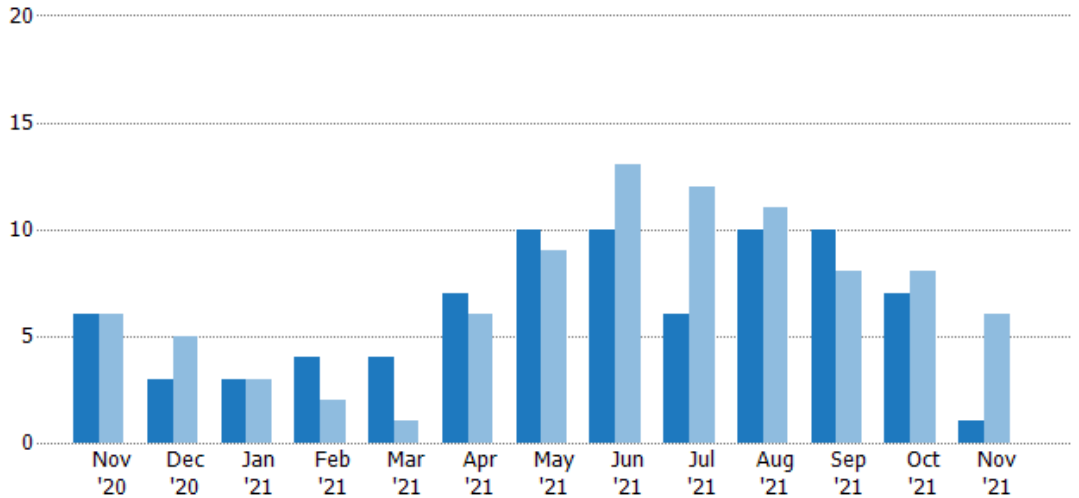


## Pending Sales

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



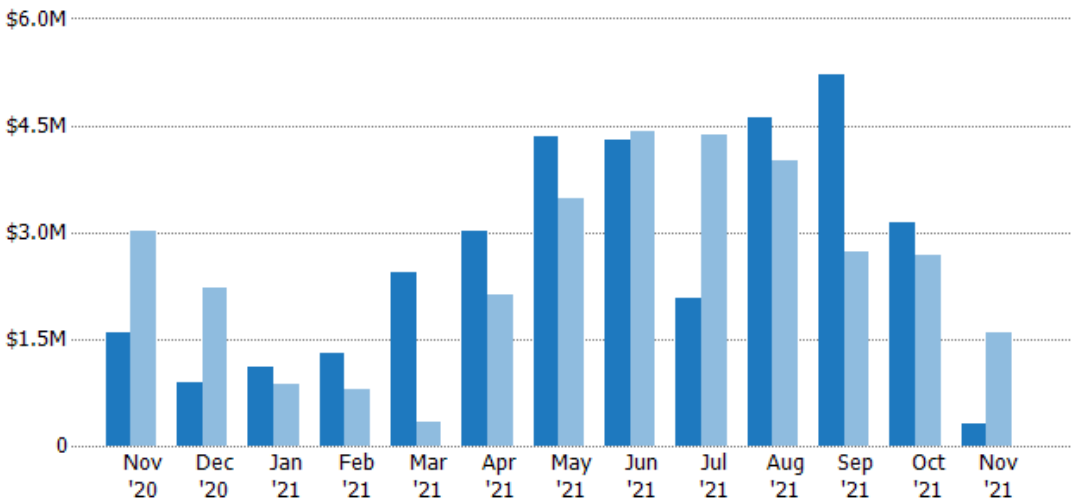
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	6	3	3	4	4	7	10	10	6	10	10	7	1
Prior Year	6	5	3	2	1	6	9	13	12	11	8	8	6
Percent Change from Prior Year	0%	-40%	0%	100%	300%	17%	11%	-23%	-50%	-9%	25%	-13%	-83%

## 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



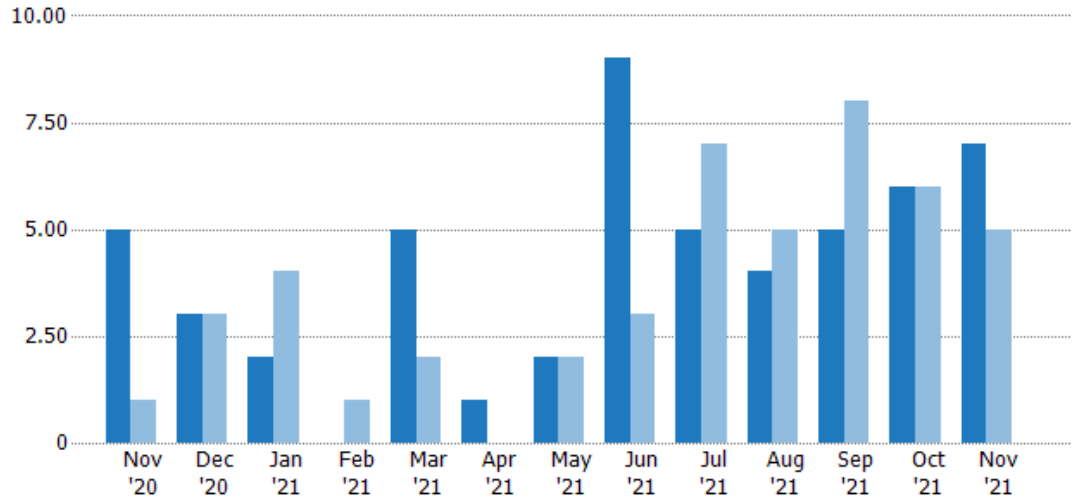
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$1.59M	\$893K	\$1.1M	\$1.31M	\$2.44M	\$3.02M	\$4.35M	\$4.29M	\$2.08M	\$4.61M	\$5.22M	\$3.15M	\$309K
Prior Year	\$3.02M	\$2.22M	\$866K	\$805K	\$340K	\$2.12M	\$3.48M	\$4.41M	\$4.37M	\$4.02M	\$2.71M	\$2.67M	\$1.59M
Percent Change from Prior Year	-47%	-60%	27%	63%	619%	42%	25%	-3%	-52%	15%	92%	18%	-81%

## 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



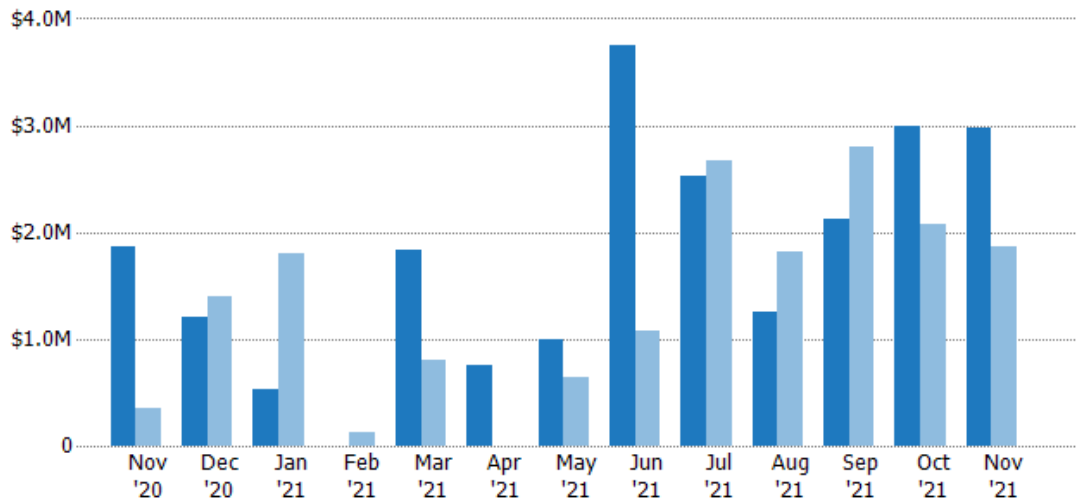
Current Year	5	3	2	-	5	1	2	9	5	4	5	6	7
Prior Year	1	3	4	1	2	-	2	3	7	5	8	6	5
Percent Change from Prior Year	400%	0%	-50%	-100%	150%	100%	0%	200%	-29%	-20%	-38%	0%	40%

## 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	\$1.87M	\$1.21M	\$525K	-	\$1.84M	\$755K	\$999K	\$3.75M	\$2.52M	\$1.26M	\$2.12M	\$2.99M	\$2.98M
Prior Year	\$350K	\$1.39M	\$1.8M	\$126K	\$810K	-	\$645K	\$1.07M	\$2.66M	\$1.82M	\$2.8M	\$2.07M	\$1.87M
Percent Change from Prior Year	435%	-13%	-71%	-100%	127%	100%	55%	250%	-5%	-31%	-24%	45%	59%

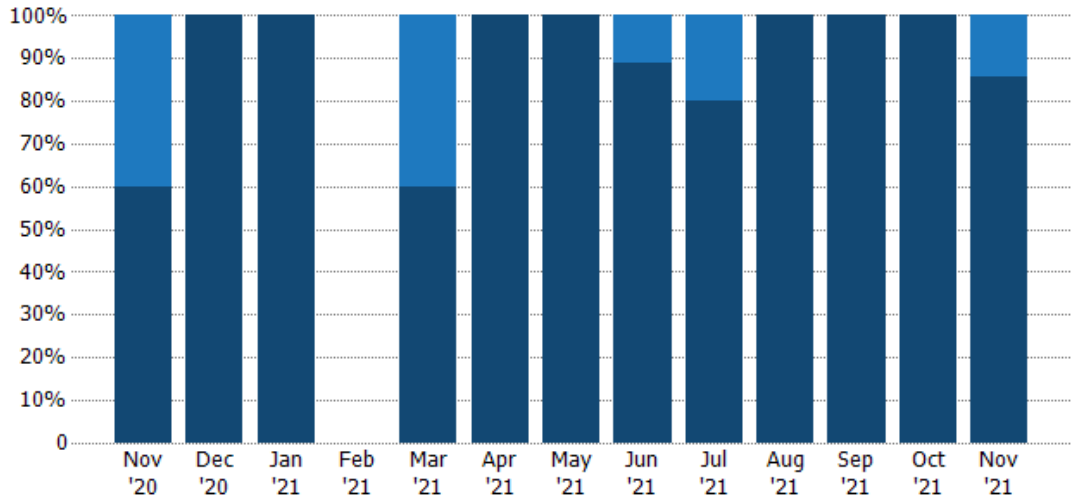
## Closed Sales by Property Type

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	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Condo/Townhouse	40%	-	-	-	40%	-	-	11%	20%	-	-	-	14%
Single Family Residence	60%	100%	100%	-	60%	100%	100%	89%	80%	100%	100%	100%	86%

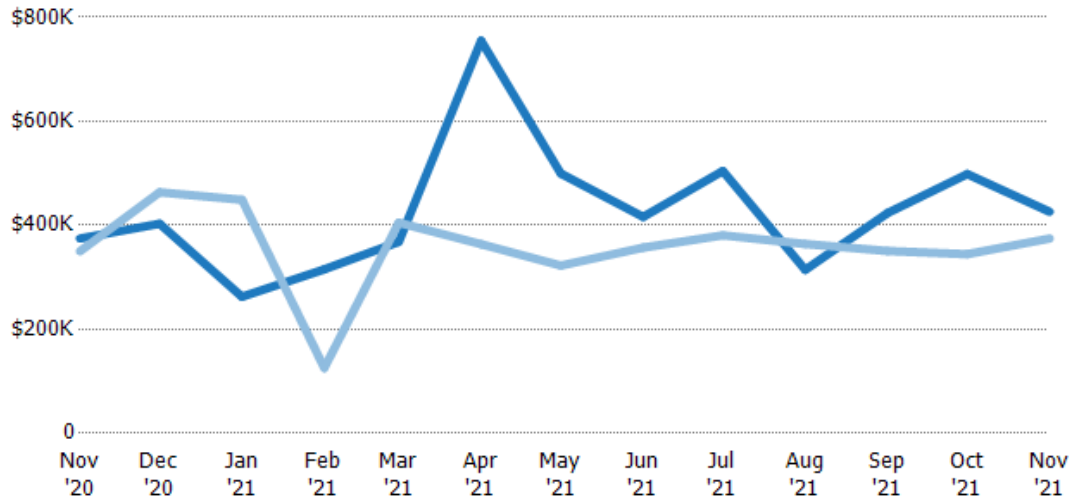
## Average Sales Price

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



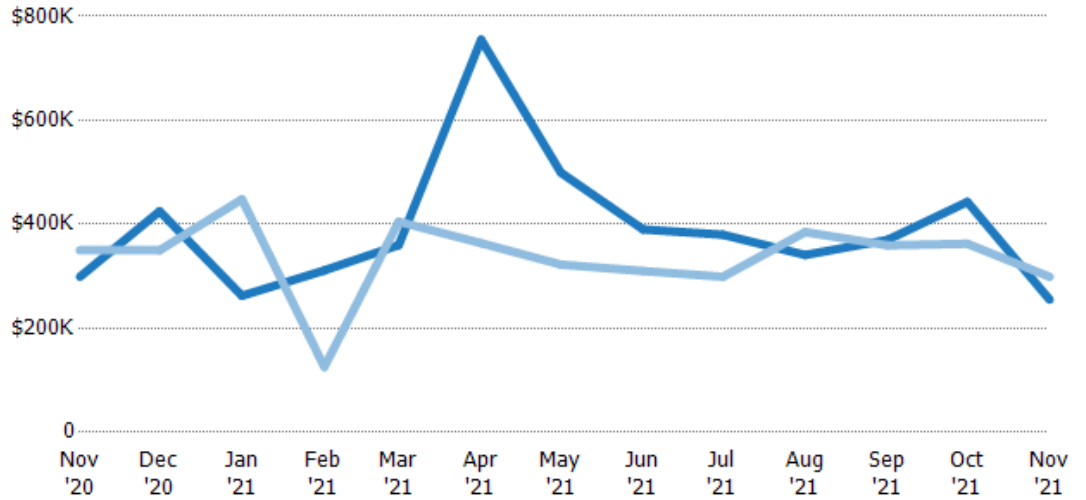
Property Type	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K	\$416K	\$504K	\$314K	\$424K	\$499K	\$426K
Prior Year	\$350K	\$464K	\$449K	\$126K	\$405K	\$364K	\$323K	\$357K	\$381K	\$364K	\$351K	\$344K	\$375K
Percent Change from Prior Year	7%	-13%	-42%	-100%	-9%	100%	55%	17%	33%	-14%	21%	45%	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



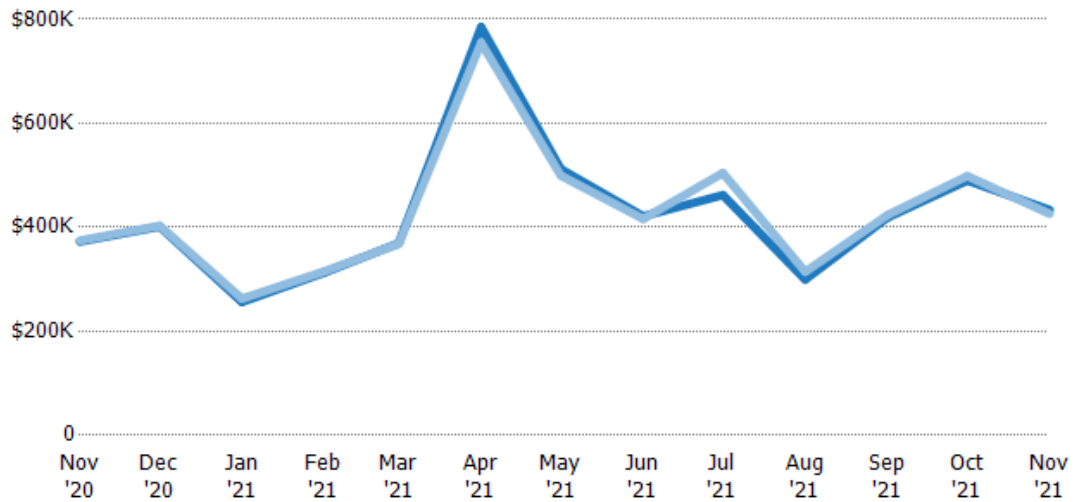
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K	\$390K	\$380K	\$341K	\$370K	\$443K	\$255K
Prior Year	\$350K	\$350K	\$448K	\$126K	\$405K	\$364K	\$323K	\$310K	\$299K	\$385K	\$360K	\$363K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

## 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



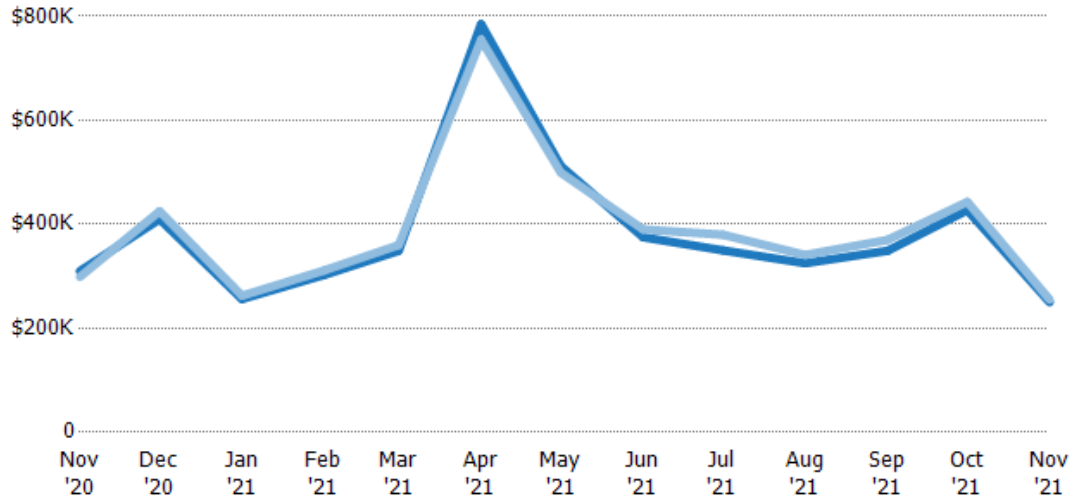
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg List Price	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K	\$421K	\$462K	\$300K	\$419K	\$490K	\$433K
Avg Sales Price	\$375K	\$403K	\$263K	\$315K	\$368K	\$755K	\$500K	\$416K	\$504K	\$314K	\$424K	\$499K	\$426K
Avg Sales Price as a % of Avg List Price	101%	100%	102%	101%	100%	96%	98%	99%	109%	105%	101%	102%	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



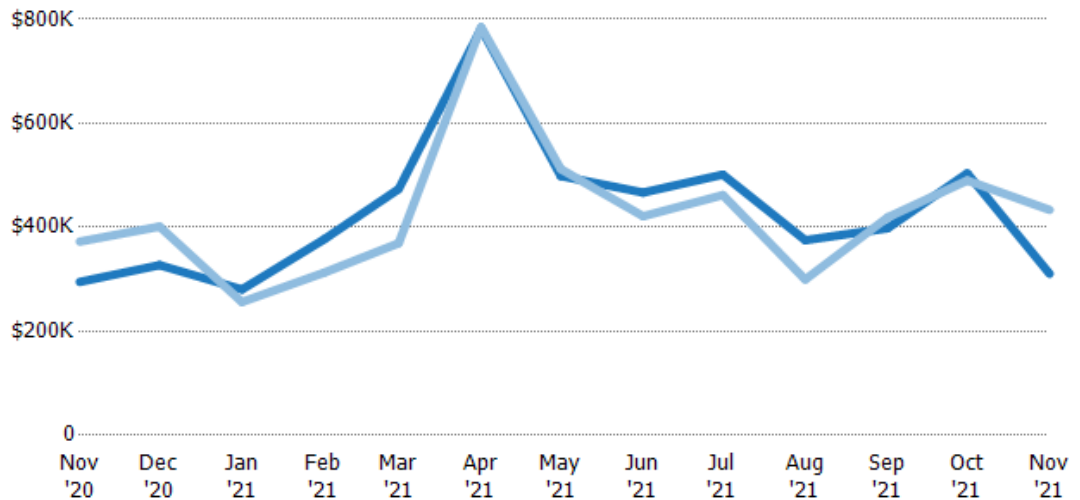
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median List Price	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K	\$375K	\$350K	\$325K	\$349K	\$427K	\$250K
Median Sales Price	\$299K	\$425K	\$263K	\$311K	\$360K	\$755K	\$500K	\$390K	\$380K	\$341K	\$370K	\$443K	\$255K
Med Sales Price as a % of Med List Price	96%	104%	102%	103%	103%	96%	98%	104%	109%	105%	106%	104%	102%

## 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



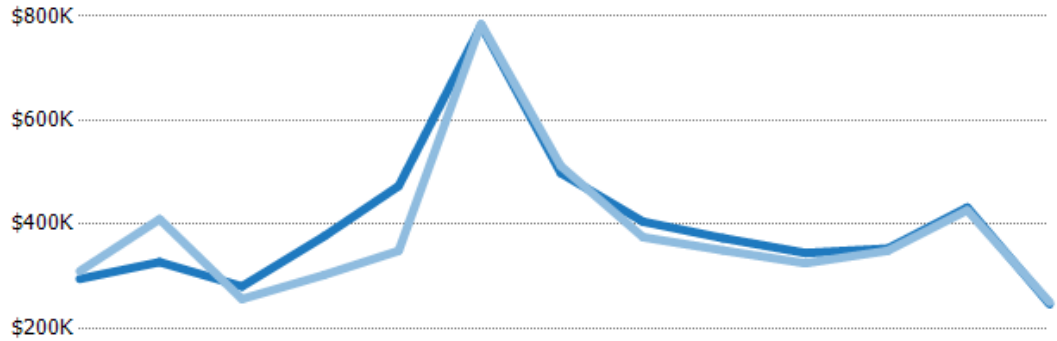
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg Est Value	\$295K	\$327K	\$281K	\$377K	\$474K	\$782K	\$499K	\$467K	\$501K	\$375K	\$398K	\$504K	\$311K
Avg Sales Price	\$373K	\$401K	\$256K	\$313K	\$369K	\$785K	\$512K	\$421K	\$462K	\$300K	\$419K	\$490K	\$433K
Avg Sales Price as a % of Avg Est Value	126%	123%	91%	85%	78%	100%	103%	90%	92%	80%	105%	97%	140%

## 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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Median Est Value	\$295K	\$327K	\$281K	\$377K	\$474K	\$782K	\$499K	\$405K	\$373K	\$345K	\$353K	\$432K	\$246K
Median Sales Price	\$310K	\$410K	\$256K	\$303K	\$349K	\$785K	\$512K	\$375K	\$350K	\$325K	\$349K	\$427K	\$250K
Med Sales Price as a % of Med Est Value	105%	125%	91%	83%	74%	100%	103%	93%	94%	94%	99%	99%	102%