

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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	8	+62.5%	145	159	-8.8%
New Listing Volume	\$4,443,900	\$1,138,500	+290.3%	\$45,016,400	\$54,789,600	-17.8%
Active Listing Count	93	97	-4.1%	N/A	N/A	
Active Listing Volume	\$37,687,700	\$38,755,250	-2.8%	N/A	N/A	
Average Listing Price	\$405,244	\$399,539	+1.4%	\$405,908	\$342,654	+18.5%
Median Listing Price	\$319,900	\$269,000	+18.9%	\$314,087	\$224,974	+39.6%
Median Days in RPR	163	181	-9.9%	180.86	157.45	+14.9%
Months of Inventory	11.6	13.9	-16.1%	18.6	48.5	-61.6%
Absorption Rate	8.6%	7.22%	+1.4%	5.38%	2.06%	+3.3%
Sales Activity Charts Metrics						
New Pending Sales Count	6	6	+/-	106	128	-17.2%
New Pending Sales Volume	\$1,849,900	\$1,701,900	+8.7%	\$29,321,150	\$30,598,400	-4.2%
Pending Sales Count	13	5	+160%	N/A	N/A	
Pending Sales Volume	\$4,719,900	\$1,773,000	+166.2%	N/A	N/A	
Closed Sales Count	5	5	+/-	89	106	-16%
Closed Sales Volume	\$1,109,250	\$1,489,000	-25.5%	\$22,533,875	\$22,866,350	-1.5%
Average Sales Price	\$221,850	\$297,800	-25.5%	\$253,190	\$215,720	+17.4%
Median Sales Price	\$199,000	\$290,000	-31.4%	\$249,376	\$192,092	+29.8%

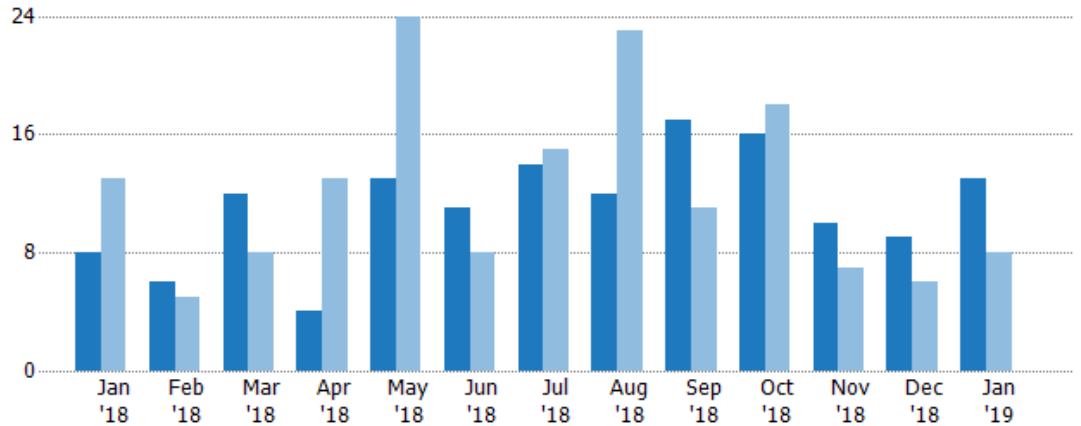
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Jan '19	13	62.5%
Jan '18	8	-38.5%
Jan '17	13	-15.4%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	8	6	12	4	13	11	14	12	17	16	10	9	13
Prior Year	13	5	8	13	24	8	15	23	11	18	7	6	8
Percent Change from Prior Year	-38%	20%	50%	-69%	-46%	38%	-7%	-48%	55%	-11%	43%	50%	63%

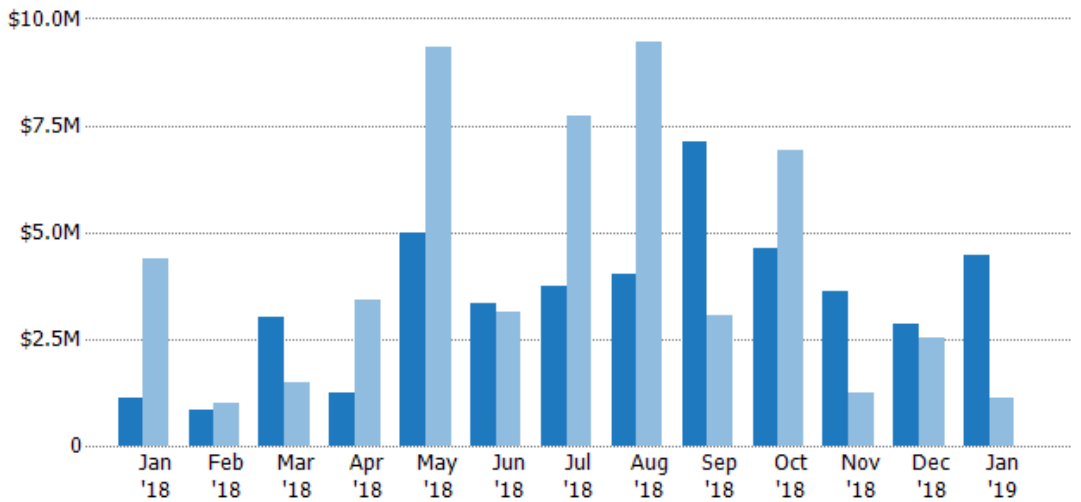
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Jan '19	\$4.44M	290.3%
Jan '18	\$1.14M	-74%
Jan '17	\$4.38M	-44.6%



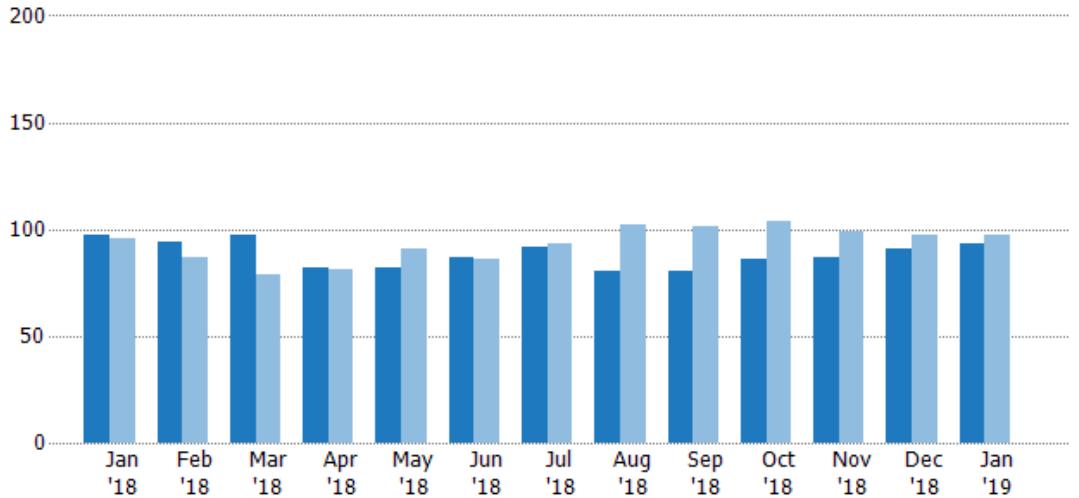
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.14M	\$850K	\$3.02M	\$1.23M	\$4.98M	\$3.34M	\$3.76M	\$4.03M	\$7.13M	\$4.64M	\$3.63M	\$2.83M	\$4.44M
Prior Year	\$4.38M	\$1.01M	\$1.47M	\$3.41M	\$9.35M	\$3.12M	\$7.74M	\$9.45M	\$3.06M	\$6.91M	\$1.23M	\$2.52M	\$1.14M
Percent Change from Prior Year	-74%	-16%	105%	-64%	-47%	7%	-51%	-57%	133%	-33%	196%	13%	290%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



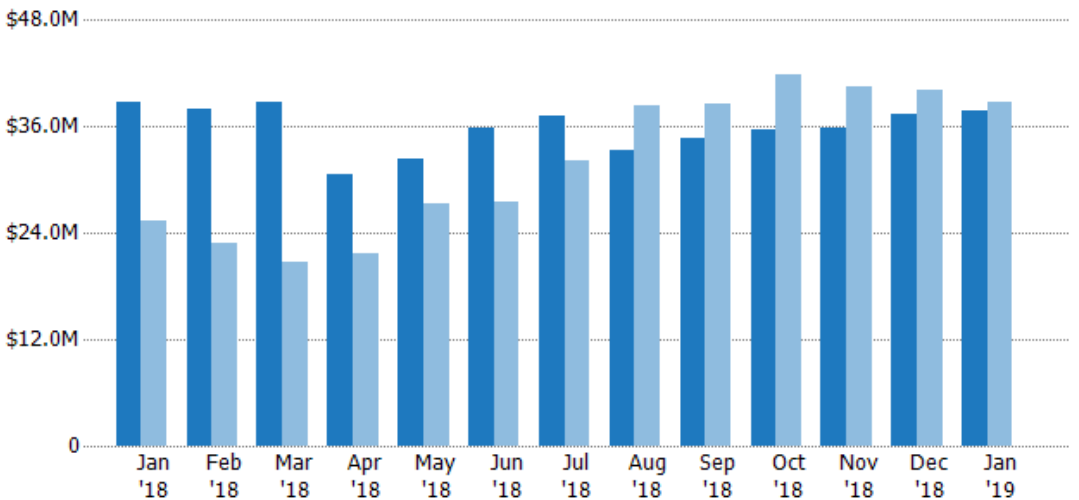
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	97	94	97	82	82	87	92	80	80	86	87	91	93
Prior Year	96	87	79	81	91	86	93	102	101	104	99	97	97
Percent Change from Prior Year	1%	8%	23%	1%	-10%	1%	-1%	-22%	-21%	-17%	-12%	-6%	-4%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$38.8M	\$38M	\$38.8M	\$30.6M	\$32.3M	\$35.8M	\$37.2M	\$33.3M	\$34.7M	\$35.6M	\$35.9M	\$37.5M	\$37.7M
Prior Year	\$25.3M	\$22.8M	\$20.7M	\$21.7M	\$27.3M	\$27.6M	\$32.1M	\$38.4M	\$38.5M	\$41.9M	\$40.5M	\$40.1M	\$38.8M
Percent Change from Prior Year	53%	67%	87%	41%	18%	30%	16%	-13%	-10%	-15%	-11%	-6%	-3%

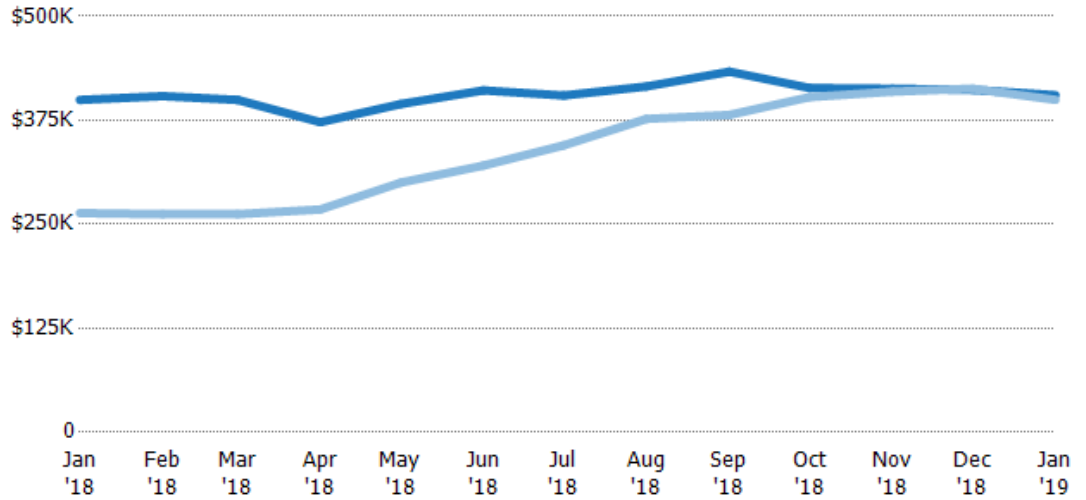
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$405K	1.4%
Jan '18	\$400K	51.6%
Jan '17	\$263K	24.2%



Current Year	\$400K	\$404K	\$400K	\$373K	\$394K	\$411K	\$405K	\$416K	\$433K	\$414K	\$413K	\$412K	\$405K
Prior Year	\$263K	\$262K	\$262K	\$268K	\$300K	\$321K	\$345K	\$377K	\$381K	\$403K	\$409K	\$413K	\$400K
Percent Change from Prior Year	52%	54%	52%	39%	31%	28%	17%	10%	14%	3%	1%	0%	1%

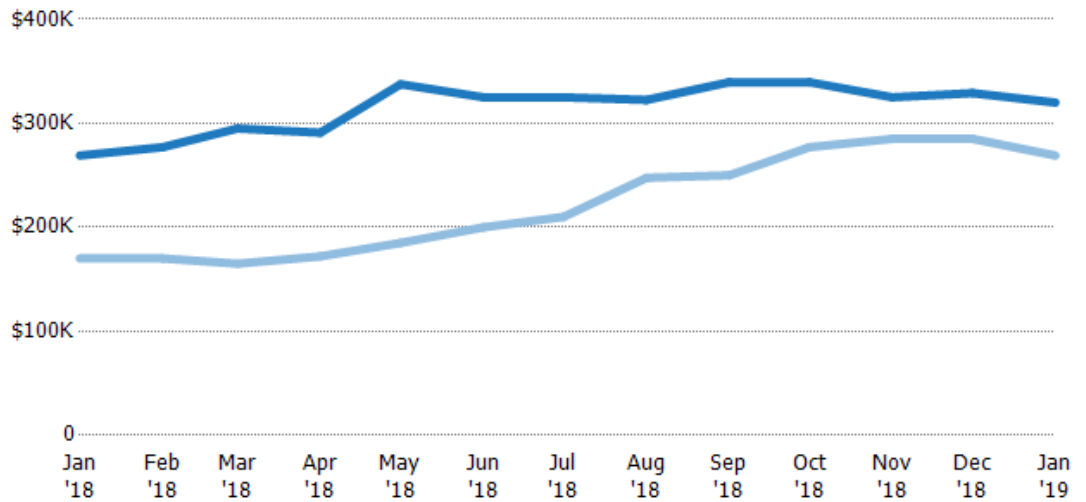
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$320K	18.9%
Jan '18	\$269K	58.2%
Jan '17	\$170K	31.8%



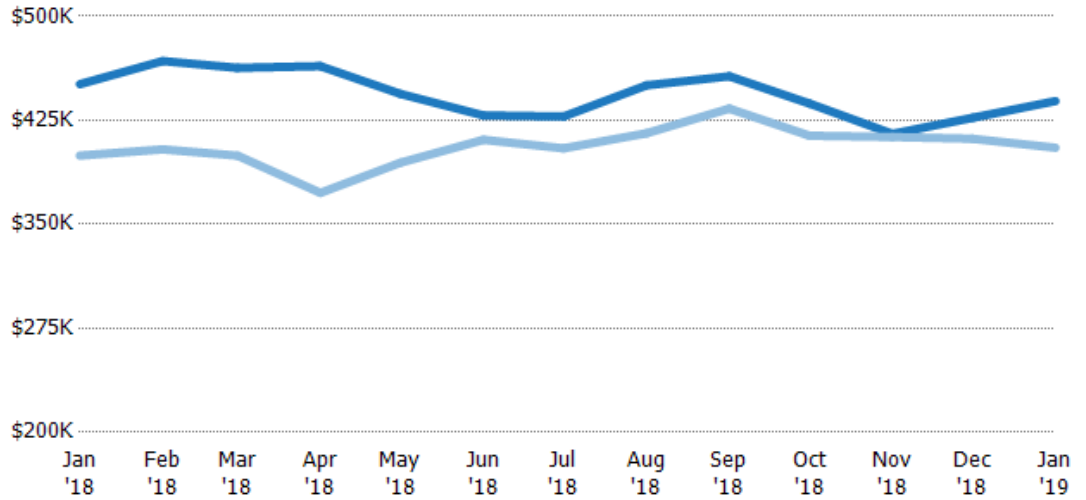
Current Year	\$269K	\$277K	\$295K	\$291K	\$338K	\$325K	\$325K	\$322K	\$340K	\$339K	\$325K	\$329K	\$320K
Prior Year	\$170K	\$170K	\$165K	\$172K	\$185K	\$200K	\$210K	\$248K	\$250K	\$277K	\$285K	\$285K	\$269K
Percent Change from Prior Year	58%	63%	79%	69%	82%	63%	55%	30%	36%	23%	14%	15%	19%

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: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



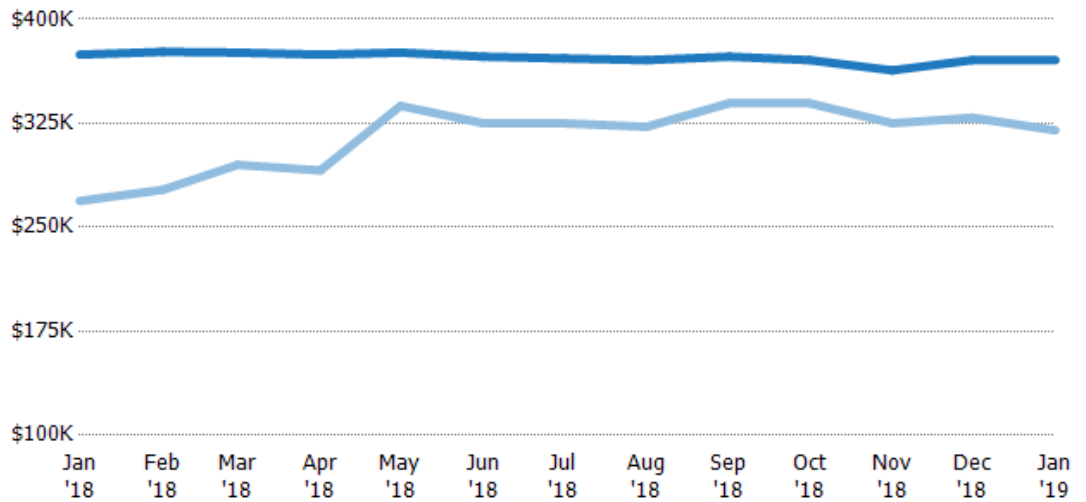
Avg Est Value	\$451K	\$468K	\$463K	\$464K	\$444K	\$429K	\$428K	\$450K	\$457K	\$437K	\$415K	\$427K	\$439K
Avg Listing Price	\$400K	\$404K	\$400K	\$373K	\$394K	\$411K	\$405K	\$416K	\$433K	\$414K	\$413K	\$412K	\$405K
Avg Listing Price as a % of Avg Est Value	89%	86%	86%	80%	89%	96%	95%	92%	95%	95%	99%	96%	92%

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: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Median Est Value	\$375K	\$377K	\$376K	\$375K	\$376K	\$373K	\$372K	\$371K	\$373K	\$371K	\$363K	\$371K	\$371K
Median Listing Price	\$269K	\$277K	\$295K	\$291K	\$338K	\$325K	\$325K	\$322K	\$340K	\$339K	\$325K	\$329K	\$320K
Med Listing Price as a % of Med Est Value	72%	74%	78%	78%	90%	87%	87%	87%	91%	92%	89%	89%	86%

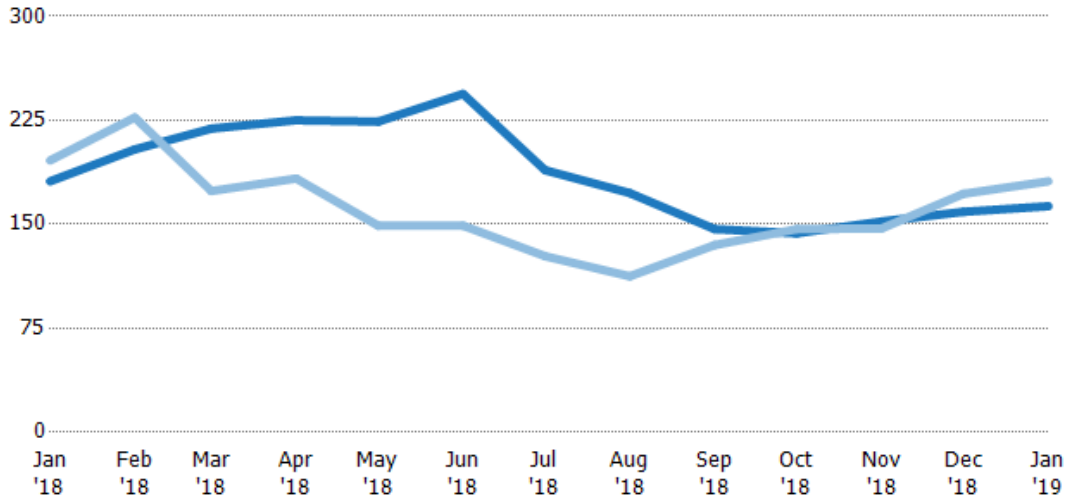
Median Days in RPR

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: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Days	% Chg.
Jan '19	163	-9.9%
Jan '18	181	-7.7%
Jan '17	196	6.1%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	181	204	219	225	224	244	189	173	147	144	152	159	163
Prior Year	196	227	174	183	149	149	127	113	135	147	147	172	181
Percent Change from Prior Year	-8%	-10%	26%	23%	50%	64%	49%	53%	9%	-2%	3%	-8%	-10%

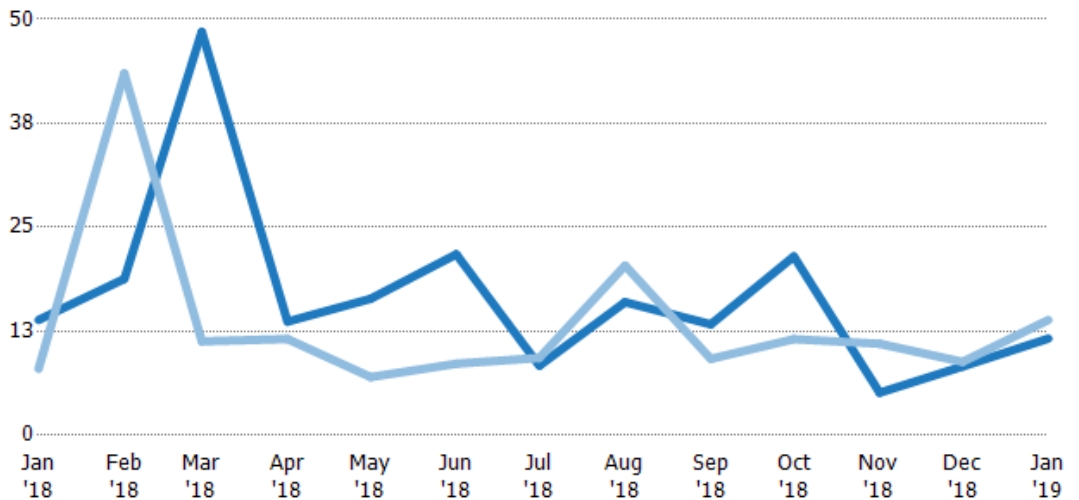
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Months	% Chg.
Jan '19	11.6	-16.1%
Jan '18	13.9	73.2%
Jan '17	8	50%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	13.9	18.8	48.5	13.7	16.4	21.8	8.36	16	13.3	21.5	5.12	8.27	11.6
Prior Year	8	43.5	11.3	11.6	7	8.6	9.3	20.4	9.18	11.6	11	8.82	13.9
Percent Change from Prior Year	73%	-57%	330%	18%	134%	153%	-10%	-22%	45%	86%	-53%	-6%	-16%

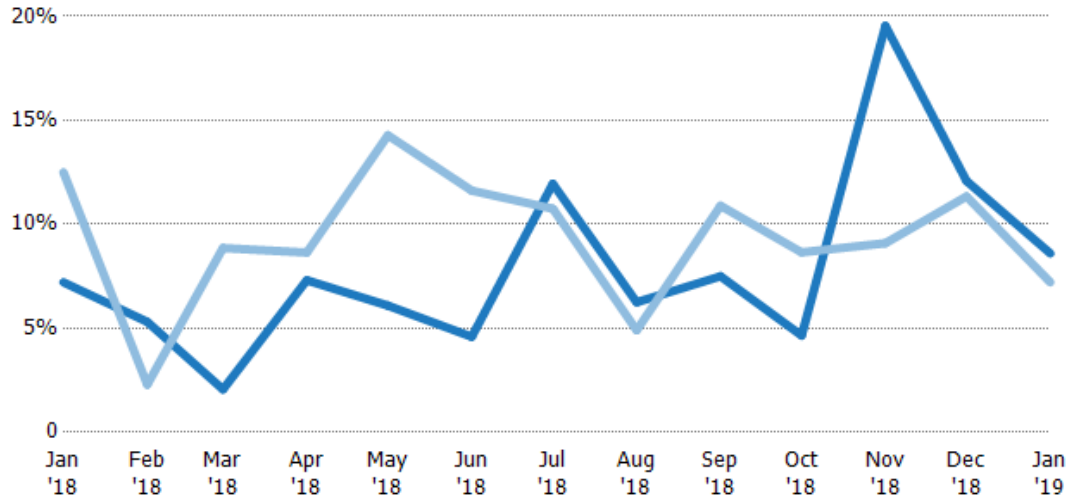
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Rate	Chg.
Jan '19	9%	-1.4%
Jan '18	7%	5.3%
Jan '17	13%	-33.4%



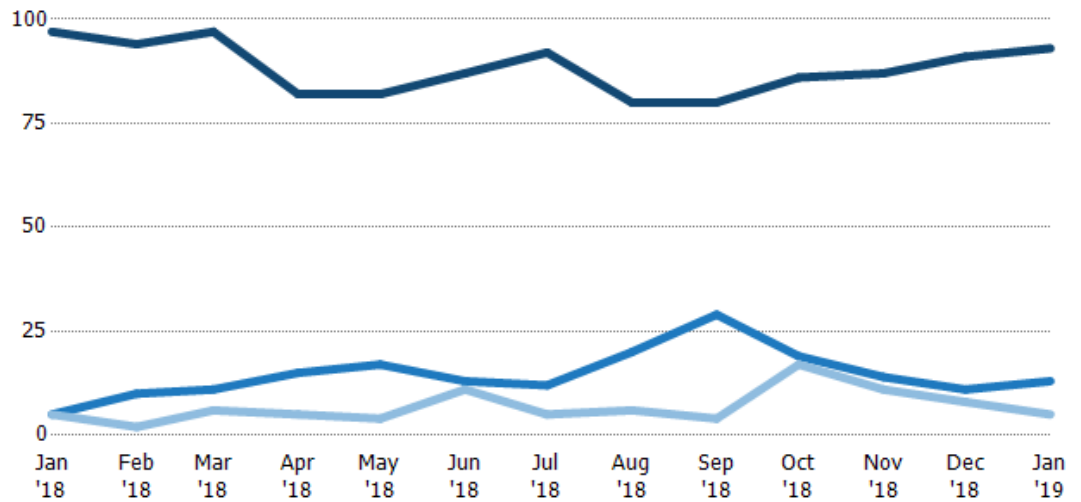
Current Year	7%	5%	2%	7%	6%	5%	12%	6%	8%	5%	20%	12%	9%
Prior Year	13%	2%	9%	9%	14%	12%	11%	5%	11%	9%	9%	11%	7%
Change from Prior Year	5%	-3%	7%	1%	8%	7%	-1%	-1%	3%	4%	-10%	-1%	-1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Active	97	94	97	82	82	87	92	80	80	86	87	91	93
Pending	5	10	11	15	17	13	12	20	29	19	14	11	13
Sold	5	2	6	5	4	11	5	6	4	17	11	8	5

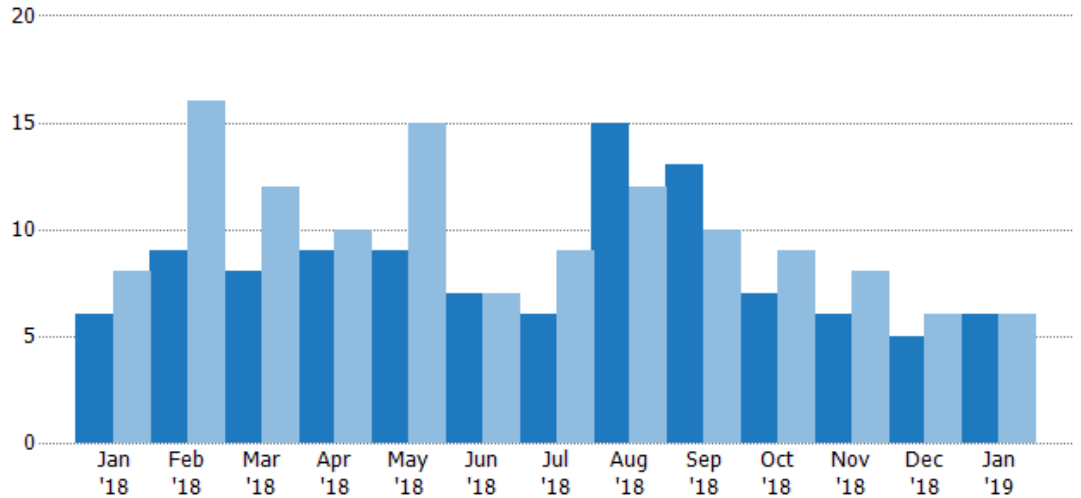
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	6	0%
Jan '18	6	-25%
Jan '17	8	



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	6	9	8	9	9	7	6	15	13	7	6	5	6
Prior Year	8	16	12	10	15	7	9	12	10	9	8	6	6
Percent Change from Prior Year	-25%	-44%	-33%	-10%	-40%	0%	-33%	25%	30%	-22%	-25%	-17%	0%

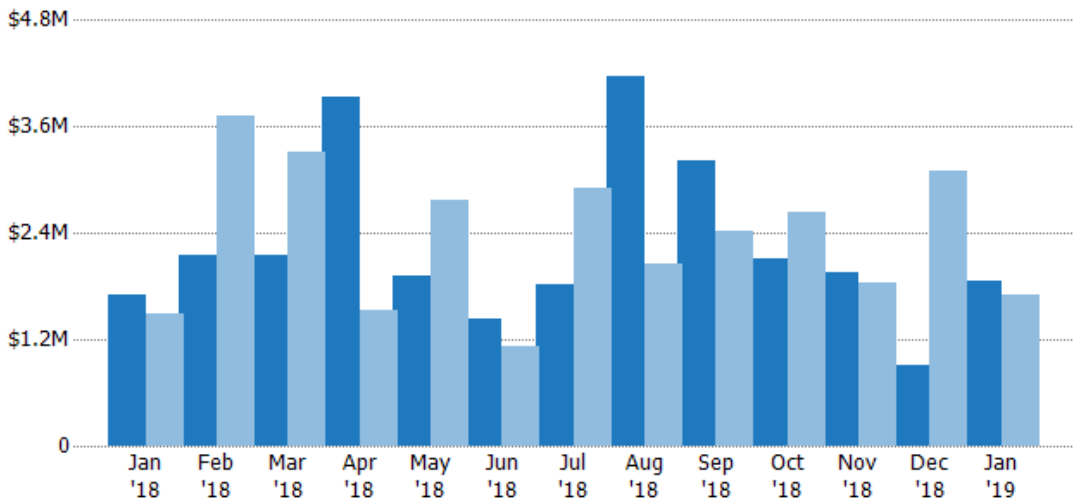
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$1.85M	8.7%
Jan '18	\$1.7M	13.6%
Jan '17	\$1.5M	



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.7M	\$2.14M	\$2.15M	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$910K	\$1.85M
Prior Year	\$1.5M	\$3.71M	\$3.31M	\$1.53M	\$2.77M	\$1.12M	\$2.91M	\$2.05M	\$2.43M	\$2.64M	\$1.85M	\$3.09M	\$1.7M
Percent Change from Prior Year	14%	-42%	-35%	158%	-31%	27%	-37%	103%	33%	-20%	6%	-71%	9%

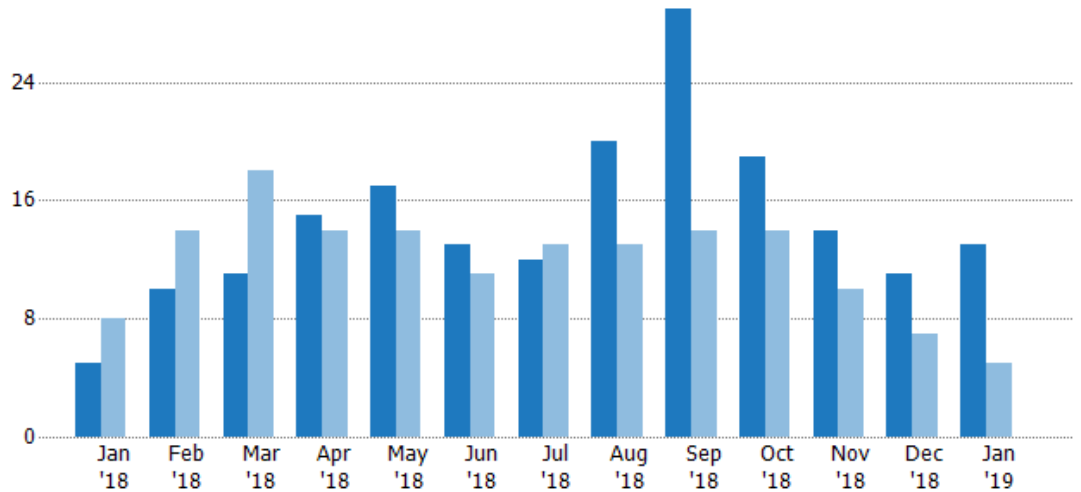
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	13	160%
Jan '18	5	-37.5%
Jan '17	8	-87.5%



Current Year	5	10	11	15	17	13	12	20	29	19	14	11	13
Prior Year	8	14	18	14	14	11	13	13	14	14	10	7	5
Percent Change from Prior Year	-38%	-29%	-39%	7%	21%	18%	-8%	54%	107%	36%	40%	57%	160%

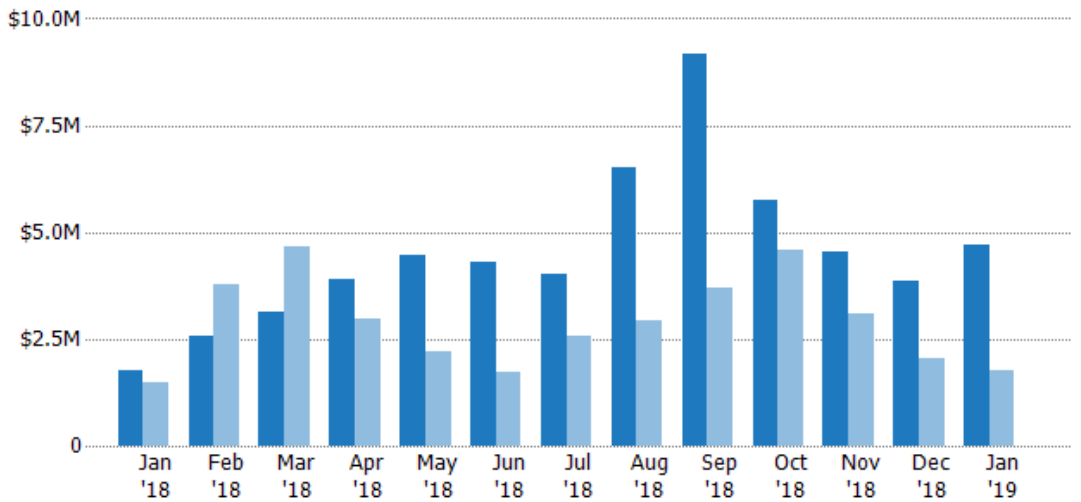
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$4.72M	166.2%
Jan '18	\$1.77M	18.2%
Jan '17	\$1.5M	-92.7%



Current Year	\$1.77M	\$2.56M	\$3.12M	\$3.89M	\$4.45M	\$4.32M	\$4M	\$6.53M	\$9.18M	\$5.76M	\$4.54M	\$3.87M	\$4.72M
Prior Year	\$1.5M	\$3.76M	\$4.68M	\$2.98M	\$2.2M	\$1.72M	\$2.58M	\$2.93M	\$3.69M	\$4.59M	\$3.11M	\$2.06M	\$1.77M
Percent Change from Prior Year	18%	-32%	-33%	31%	102%	150%	55%	123%	149%	26%	46%	88%	166%

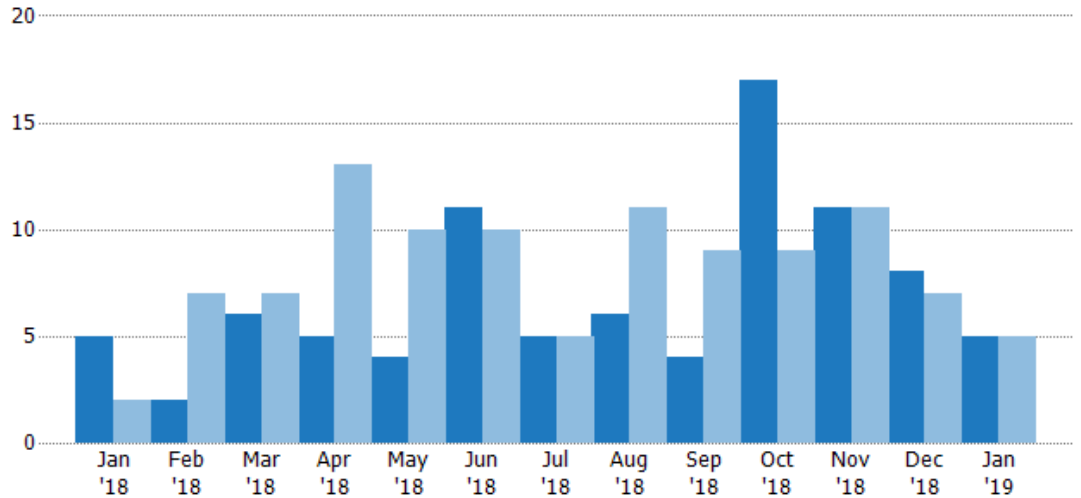
Closed Sales

The total number of residential properties sold each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Jan '19	5	0%
Jan '18	5	150%
Jan '17	2	



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	5	2	6	5	4	11	5	6	4	17	11	8	5
Prior Year	2	7	7	13	10	10	5	11	9	9	11	7	5
Percent Change from Prior Year	150%	-71%	-14%	-62%	-60%	10%	0%	-45%	-56%	89%	0%	14%	0%

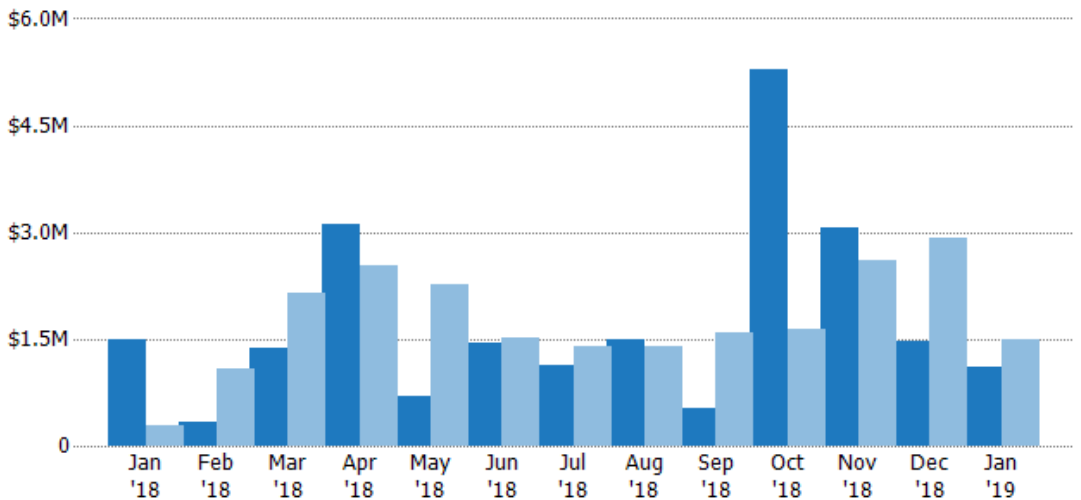
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Jan '19	\$1.11M	-25.5%
Jan '18	\$1.49M	402.2%
Jan '17	\$297K	



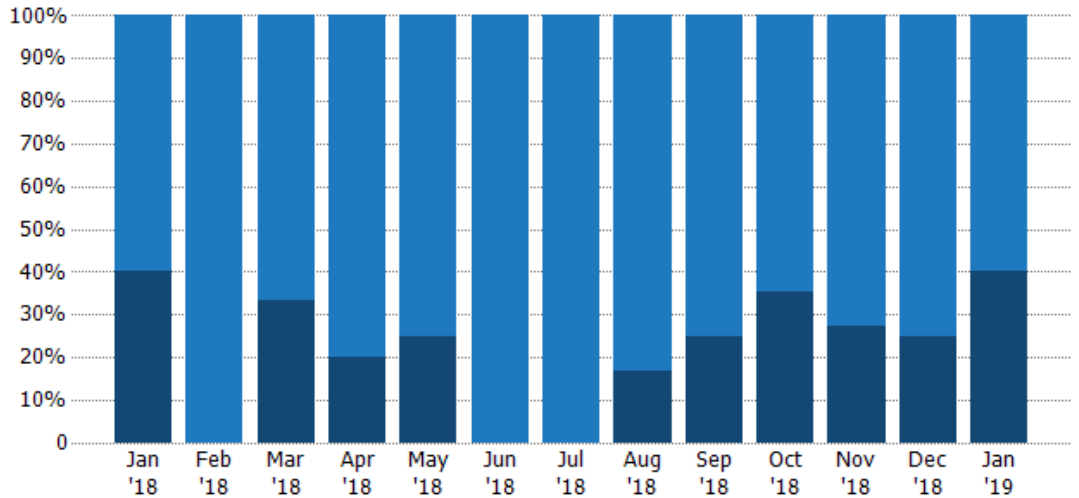
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$1.49M	\$334K	\$1.37M	\$3.11M	\$692K	\$1.46M	\$1.13M	\$1.49M	\$536K	\$5.28M	\$3.08M	\$1.46M	\$1.11M
Prior Year	\$297K	\$1.09M	\$2.14M	\$2.52M	\$2.27M	\$1.51M	\$1.4M	\$1.41M	\$1.58M	\$1.65M	\$2.6M	\$2.92M	\$1.49M
Percent Change from Prior Year	402%	-69%	-36%	23%	-70%	-3%	-19%	6%	-66%	221%	18%	-50%	-26%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Condo/Townhouse	60%	100%	67%	80%	75%	100%	100%	83%	75%	65%	73%	75%	60%
Single Family Residence	40%	-	33%	20%	25%	-	-	17%	25%	35%	27%	25%	40%

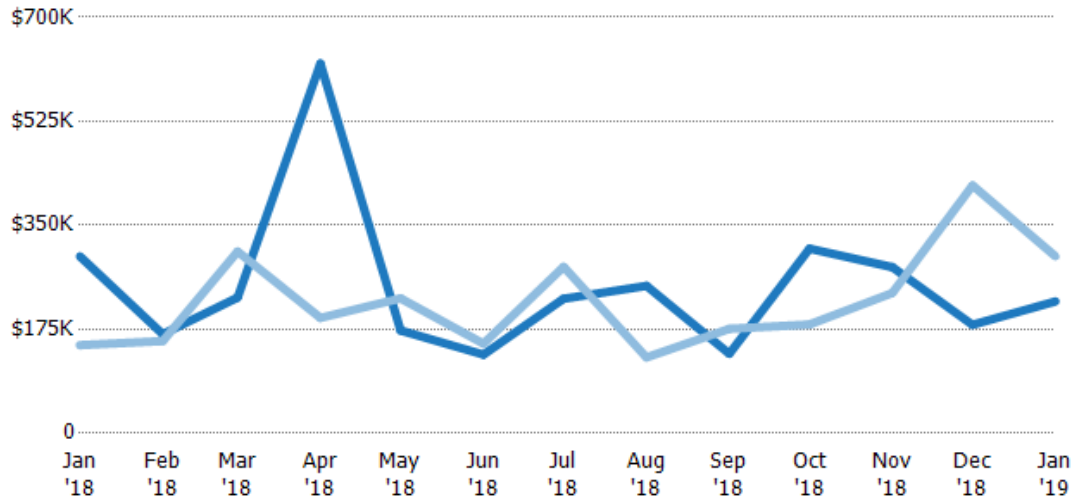
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Price	% Chg.
Jan '19	\$222K	-25.5%
Jan '18	\$298K	100.9%
Jan '17	\$148K	



Current Year	\$298K	\$167K	\$228K	\$622K	\$173K	\$132K	\$226K	\$248K	\$134K	\$311K	\$280K	\$183K	\$222K
Prior Year	\$148K	\$155K	\$306K	\$194K	\$227K	\$151K	\$280K	\$128K	\$176K	\$183K	\$236K	\$417K	\$298K
Percent Change from Prior Year	101%	7%	-25%	220%	-24%	-12%	-19%	94%	-24%	70%	18%	-56%	-26%

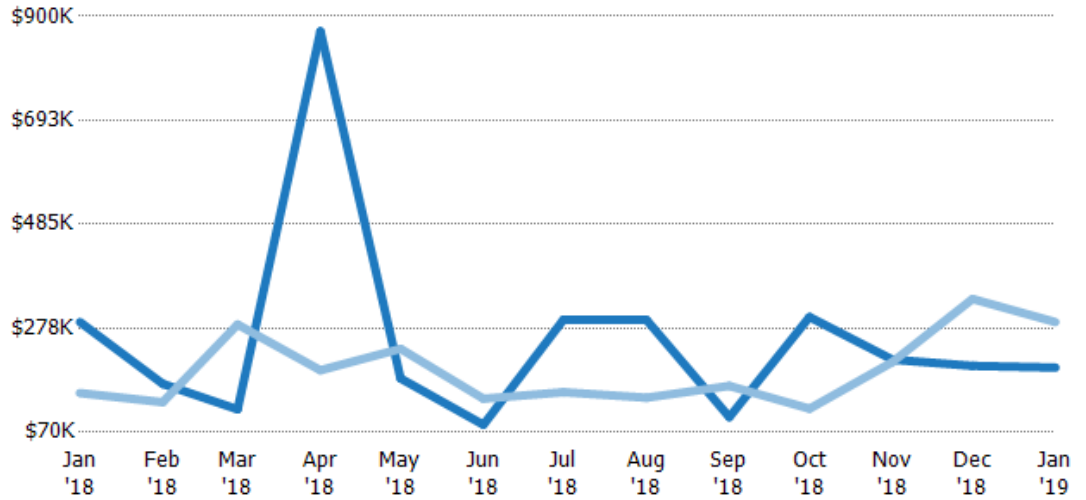
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Jan '19	\$199K	-31.4%
Jan '18	\$290K	95.6%
Jan '17	\$148K	



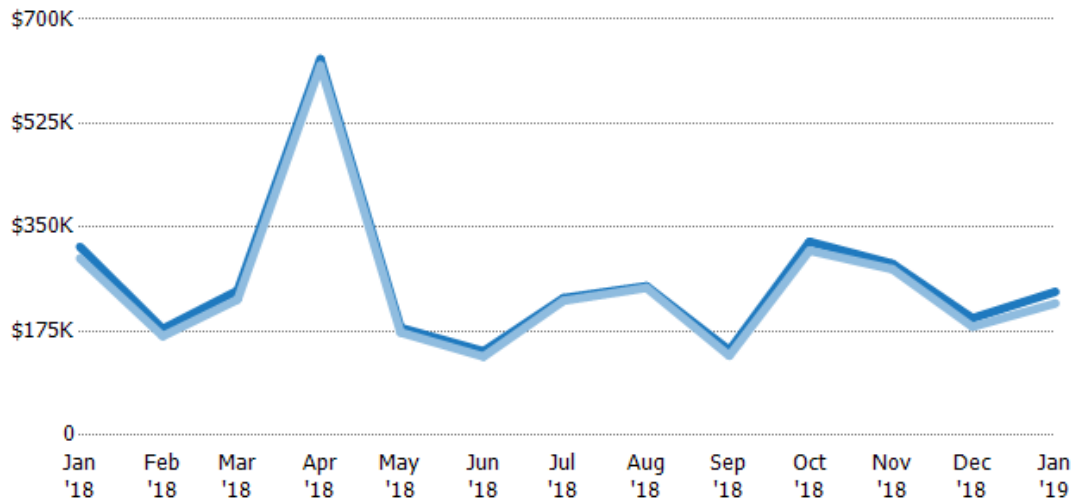
Current Year	\$290K	\$167K	\$116K	\$870K	\$178K	\$85K	\$295K	\$294K	\$100K	\$300K	\$215K	\$203K	\$199K
Prior Year	\$148K	\$130K	\$285K	\$194K	\$237K	\$137K	\$150K	\$139K	\$163K	\$117K	\$210K	\$336K	\$290K
Percent Change from Prior Year	96%	28%	-59%	349%	-25%	-38%	97%	112%	-38%	156%	2%	-40%	-31%

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: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



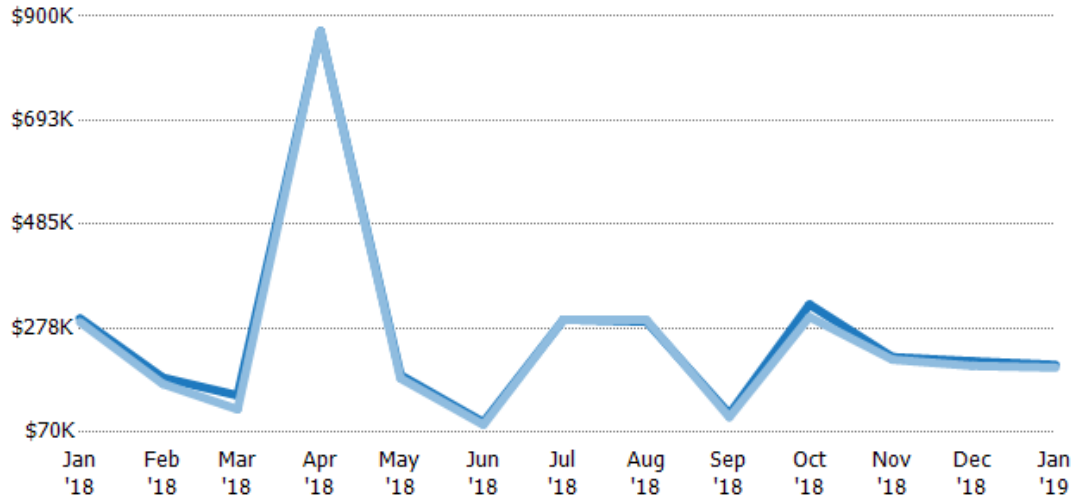
Avg List Price	\$317K	\$179K	\$243K	\$633K	\$181K	\$141K	\$231K	\$251K	\$143K	\$326K	\$289K	\$197K	\$242K
Avg Sales Price	\$298K	\$167K	\$228K	\$622K	\$173K	\$132K	\$226K	\$248K	\$134K	\$311K	\$280K	\$183K	\$222K
Avg Sales Price as a % of Avg List Price	94%	93%	94%	98%	96%	94%	98%	99%	94%	95%	97%	93%	92%

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: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



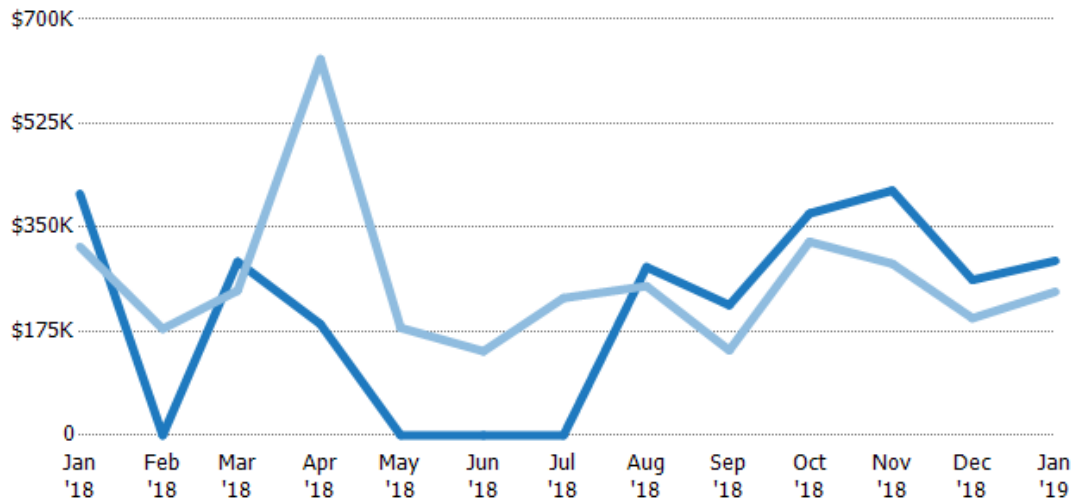
Median List Price	\$298K	\$179K	\$144K	\$870K	\$184K	\$90K	\$295K	\$291K	\$107K	\$325K	\$220K	\$212K	\$205K
Median Sales Price	\$290K	\$167K	\$116K	\$870K	\$178K	\$85K	\$295K	\$294K	\$100K	\$300K	\$215K	\$203K	\$199K
Med Sales Price as a % of Med List Price	97%	93%	81%	100%	96%	94%	100%	101%	94%	92%	98%	96%	97%

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: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



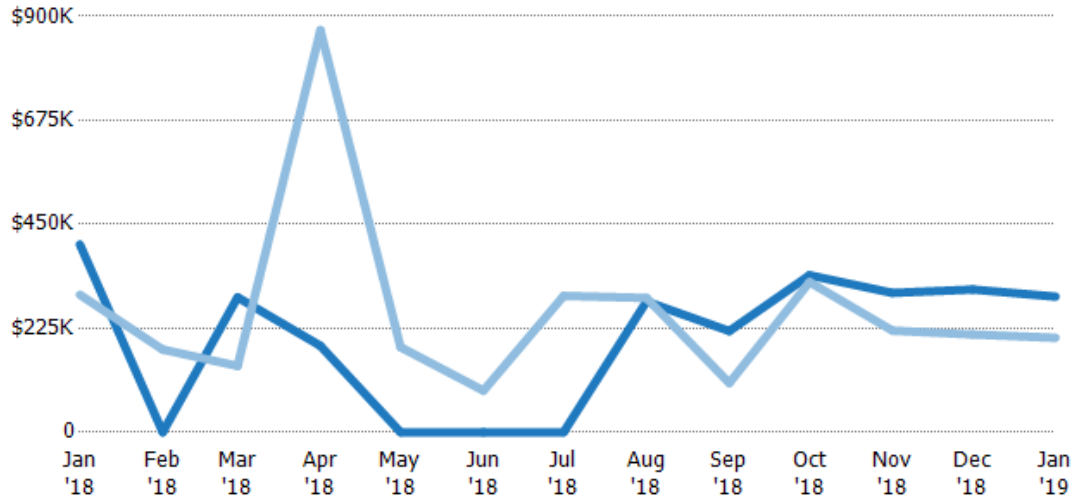
Avg Est Value	\$406K	\$0	\$292K	\$187K	\$0	\$0	\$0	\$283K	\$219K	\$373K	\$412K	\$261K	\$294K
Avg Sales Price	\$317K	\$179K	\$243K	\$633K	\$181K	\$141K	\$231K	\$251K	\$143K	\$326K	\$289K	\$197K	\$242K
Avg Sales Price as a % of Avg Est Value	78%	100%	83%	339%	100%	100%	100%	89%	65%	87%	70%	75%	82%

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: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Median Est Value	\$406K	\$0	\$292K	\$187K	\$0	\$0	\$0	\$283K	\$219K	\$340K	\$302K	\$309K	\$294K
Median Sales Price	\$298K	\$179K	\$144K	\$870K	\$184K	\$90K	\$295K	\$291K	\$107K	\$325K	\$220K	\$212K	\$205K
Med Sales Price as a % of Med Est Value	73%	100%	49%	465%	100%	100%	100%	103%	49%	96%	73%	68%	70%