

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	5	+120%	23	15	+53.3%
New Listing Volume	\$3,710,500	\$765,000	+385%	\$7,776,300	\$2,743,400	+183.5%
Active Listing Count	86	93	-7.5%	N/A	N/A	
Active Listing Volume	\$37,384,300	\$36,367,350	+2.8%	N/A	N/A	
Average Listing Price	\$434,701	\$391,047	+11.2%	\$419,006	\$388,519	+7.8%
Median Listing Price	\$352,500	\$250,000	+41%	\$334,126	\$250,000	+33.7%
Median Days in RPR	167	203	-17.7%	160.57	189	-15%
Months of Inventory	17.2	18.6	-7.5%	17.8	17.5	+2%
Absorption Rate	5.81%	5.38%	+0.4%	5.62%	5.73%	-0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	14	9	+55.6%	20	15	+33.3%
New Pending Sales Volume	\$3,086,000	\$2,142,900	+44%	\$4,935,900	\$3,844,800	+28.4%
Pending Sales Count	23	12	+91.7%	N/A	N/A	
Pending Sales Volume	\$6,696,400	\$3,557,900	+88.2%	N/A	N/A	
Closed Sales Count	2	5	-60%	7	10	-30%
Closed Sales Volume	\$710,000	\$668,500	+6.2%	\$1,819,250	\$2,157,500	-15.7%
Average Sales Price	\$355,000	\$133,700	+165.5%	\$259,893	\$215,750	+20.5%
Median Sales Price	\$355,000	\$80,000	+343.8%	\$243,571	\$185,000	+31.7%

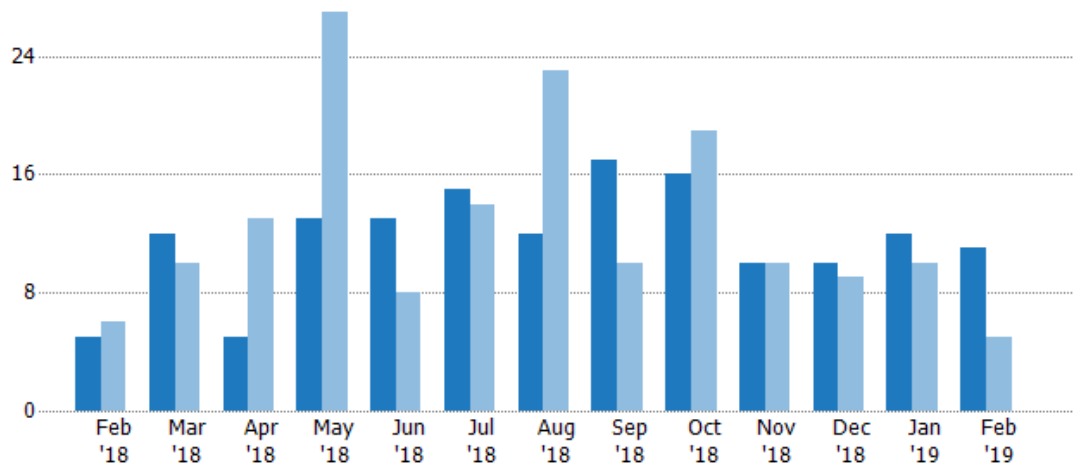
New Listings

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.
Feb '19	11	120%
Feb '18	5	-16.7%
Feb '17	6	33.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	5	12	5	13	13	15	12	17	16	10	10	12	11
Prior Year	6	10	13	27	8	14	23	10	19	10	9	10	5
Percent Change from Prior Year	-17%	20%	-62%	-52%	63%	7%	-48%	70%	-16%	0%	11%	20%	120%

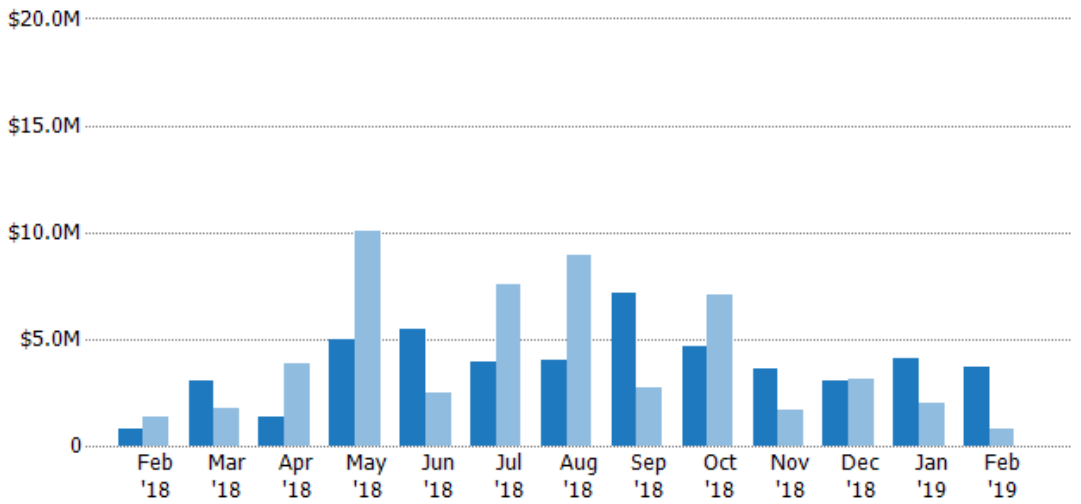
New Listing Volume

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.
Feb '19	\$3.71M	385%
Feb '18	\$765K	-43.8%
Feb '17	\$1.36M	26.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$765K	\$3.02M	\$1.36M	\$4.98M	\$5.43M	\$3.91M	\$4.03M	\$7.17M	\$4.63M	\$3.63M	\$3.01M	\$4.07M	\$3.71M
Prior Year	\$1.36M	\$1.76M	\$3.84M	\$10M	\$2.5M	\$7.54M	\$8.89M	\$2.71M	\$7.05M	\$1.69M	\$3.09M	\$1.98M	\$765K
Percent Change from Prior Year	-44%	71%	-65%	-50%	117%	-48%	-55%	165%	-34%	115%	-2%	106%	385%

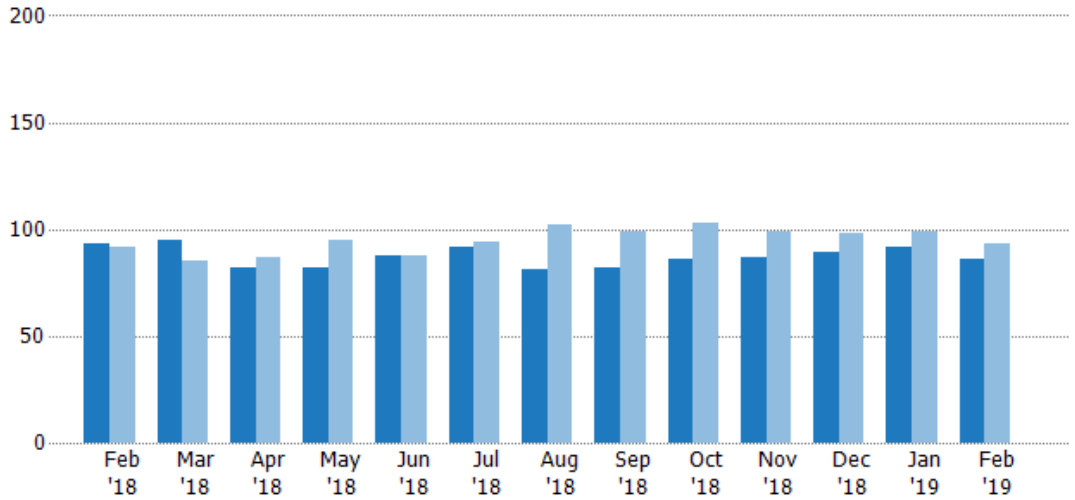
Active Listings

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

Month/Year	Count	% Chg.
Feb '19	86	-7.5%
Feb '18	93	1.1%
Feb '17	92	-9.8%



Current Year	93	95	82	82	88	92	81	82	86	87	89	92	86
Prior Year	92	85	87	95	88	94	102	99	103	99	98	99	93
Percent Change from Prior Year	1%	12%	-6%	-14%	0%	-2%	-21%	-17%	-17%	-12%	-9%	-7%	-8%

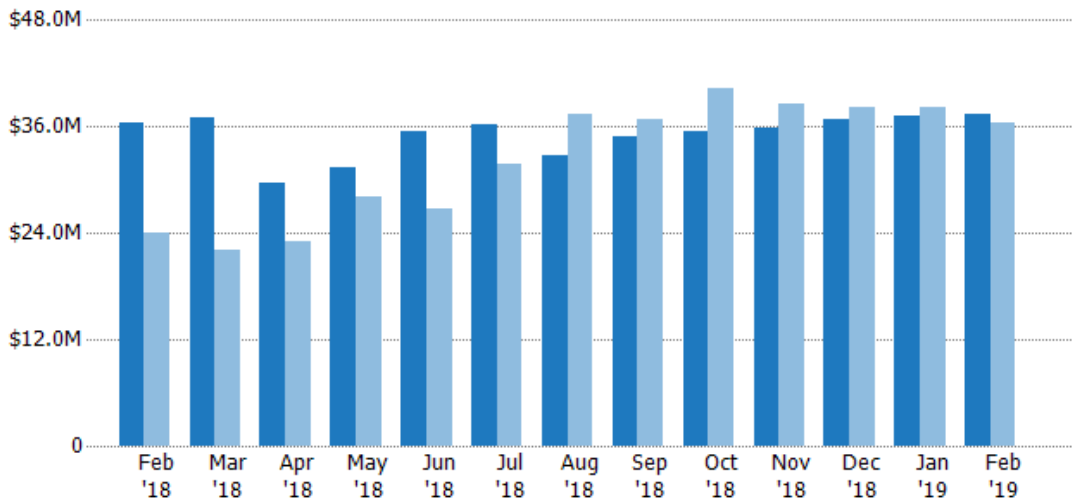
Active Listing Volume

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

Month/Year	Volume	% Chg.
Feb '19	\$37.4M	2.8%
Feb '18	\$36.4M	51.8%
Feb '17	\$24M	12.6%



Current Year	\$36.4M	\$37M	\$29.6M	\$31.4M	\$35.4M	\$36.3M	\$32.7M	\$34.9M	\$35.5M	\$35.9M	\$36.8M	\$37.2M	\$37.4M
Prior Year	\$24M	\$22.2M	\$23.1M	\$28M	\$26.7M	\$31.8M	\$37.3M	\$36.7M	\$40.2M	\$38.5M	\$38.3M	\$38.2M	\$36.4M
Percent Change from Prior Year	52%	67%	28%	12%	33%	14%	-13%	-5%	-12%	-7%	-4%	-3%	3%

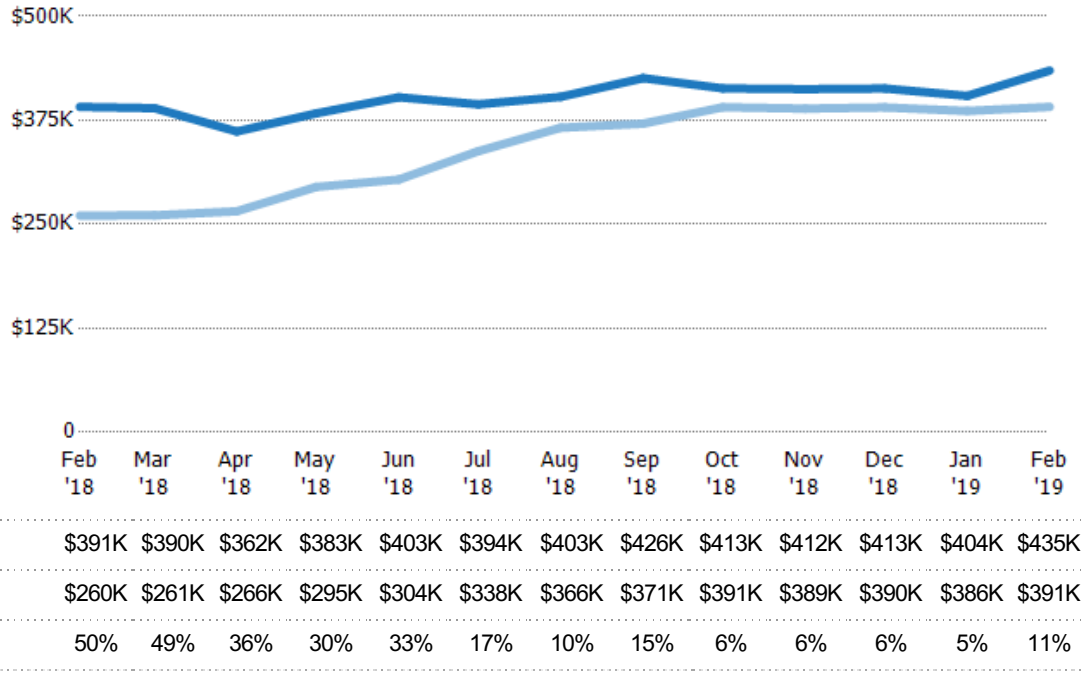
Average Listing Price

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.
Feb '19	\$435K	11.2%
Feb '18	\$391K	50.1%
Feb '17	\$260K	24.8%



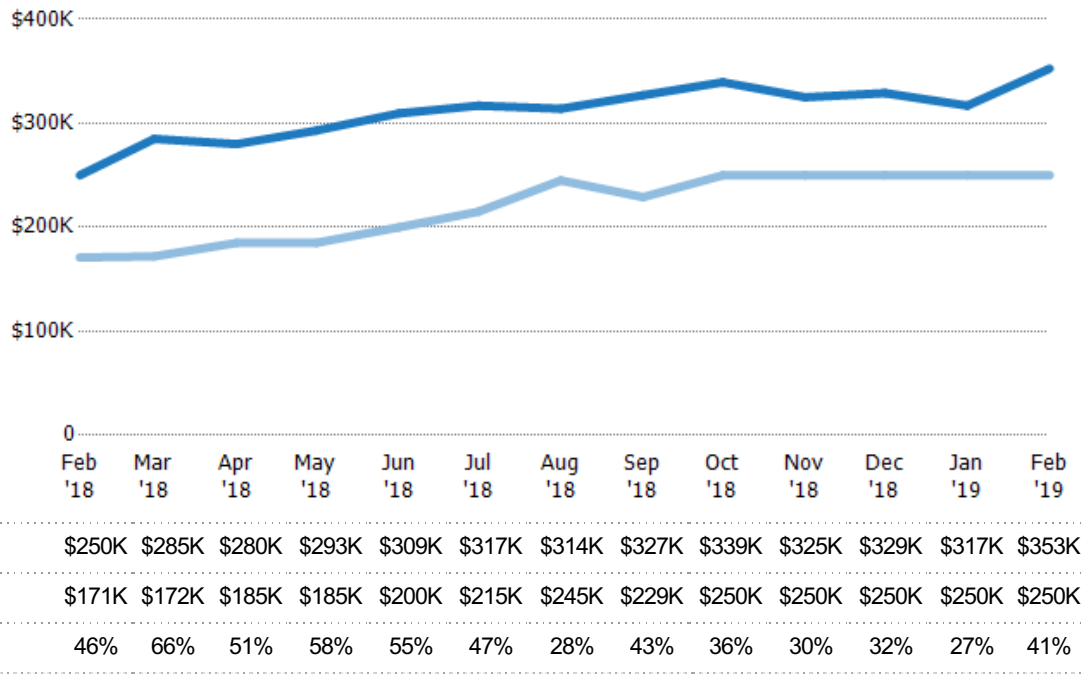
Median Listing Price

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.
Feb '19	\$353K	41%
Feb '18	\$250K	46.2%
Feb '17	\$171K	40.1%

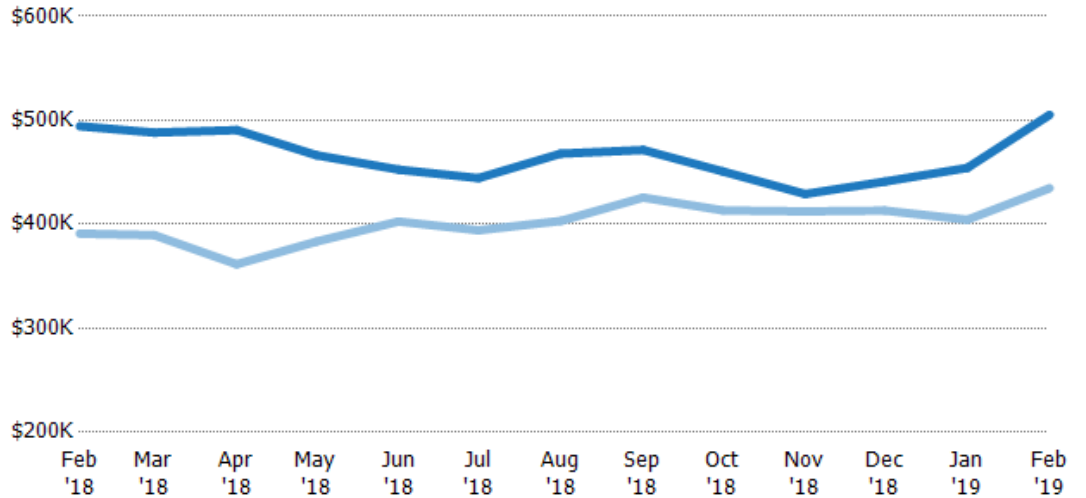


Average Listing Price vs Average Est Value

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



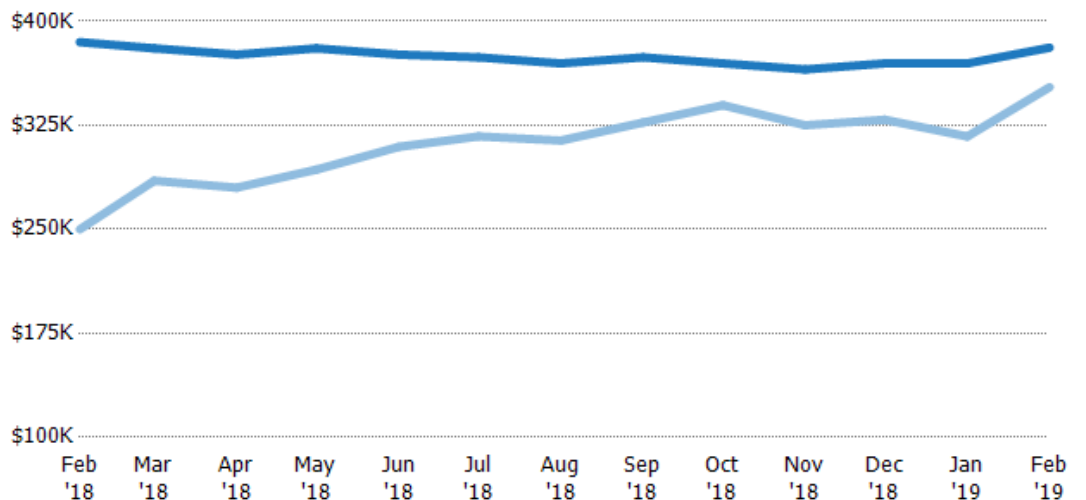
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$494K	\$488K	\$491K	\$466K	\$453K	\$444K	\$468K	\$471K	\$451K	\$429K	\$441K	\$454K	\$505K
Avg Listing Price	\$391K	\$390K	\$362K	\$383K	\$403K	\$394K	\$403K	\$426K	\$413K	\$412K	\$413K	\$404K	\$435K
Avg Listing Price as a % of Avg Est Value	79%	80%	74%	82%	89%	89%	86%	90%	92%	96%	94%	89%	86%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median Est Value	\$385K	\$381K	\$376K	\$381K	\$376K	\$374K	\$370K	\$374K	\$370K	\$365K	\$370K	\$370K	\$381K
Median Listing Price	\$250K	\$285K	\$280K	\$293K	\$309K	\$317K	\$314K	\$327K	\$339K	\$325K	\$329K	\$317K	\$353K
Med Listing Price as a % of Med Est Value	65%	75%	74%	77%	82%	85%	85%	87%	92%	89%	89%	86%	93%

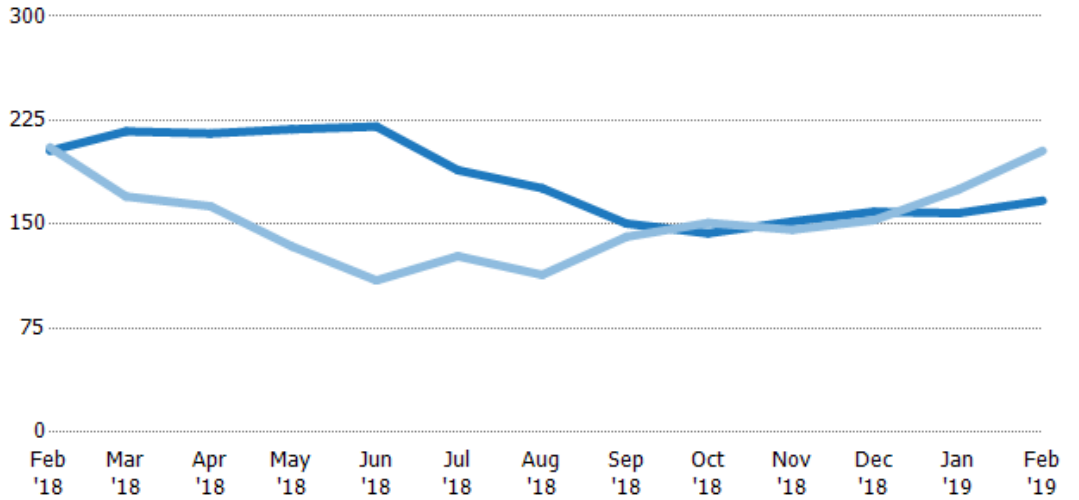
Median Days in RPR

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.
Feb '19	167	-17.7%
Feb '18	203	-1.2%
Feb '17	206	-4.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	203	217	216	219	221	189	176	151	144	152	159	158	167
Prior Year	206	170	163	134	110	127	114	141	151	146	153	175	203
Percent Change from Prior Year	-1%	28%	32%	63%	101%	49%	55%	7%	-5%	4%	4%	-10%	-18%

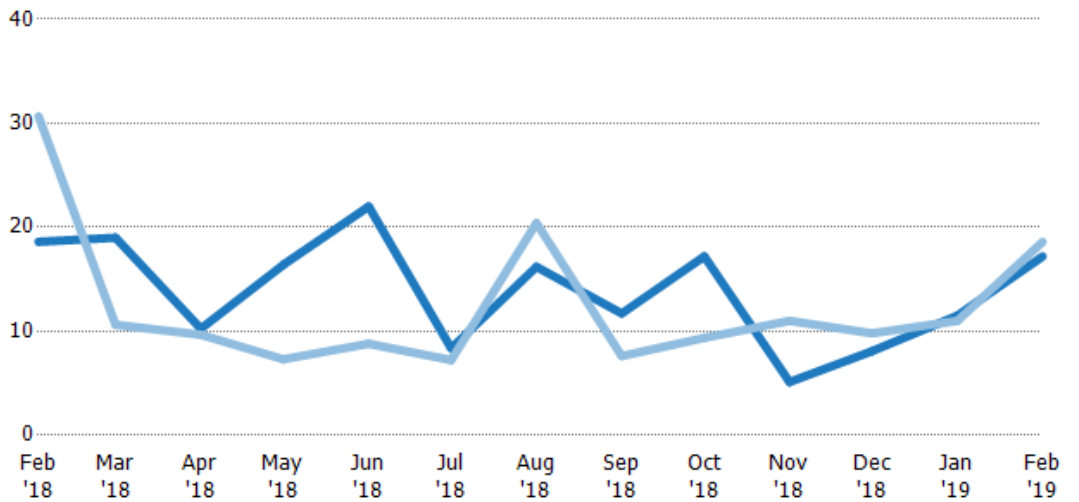
Months of Inventory

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.
Feb '19	17.2	-7.5%
Feb '18	18.6	-39.3%
Feb '17	30.7	



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	18.6	19	10.3	16.4	22	8.36	16.2	11.7	17.2	5.12	8.09	11.5	17.2
Prior Year	30.7	10.6	9.67	7.31	8.8	7.23	20.4	7.62	9.36	11	9.8	11	18.6
Percent Change from Prior Year	-39%	79%	6%	124%	150%	16%	-21%	54%	84%	-53%	-17%	5%	-8%

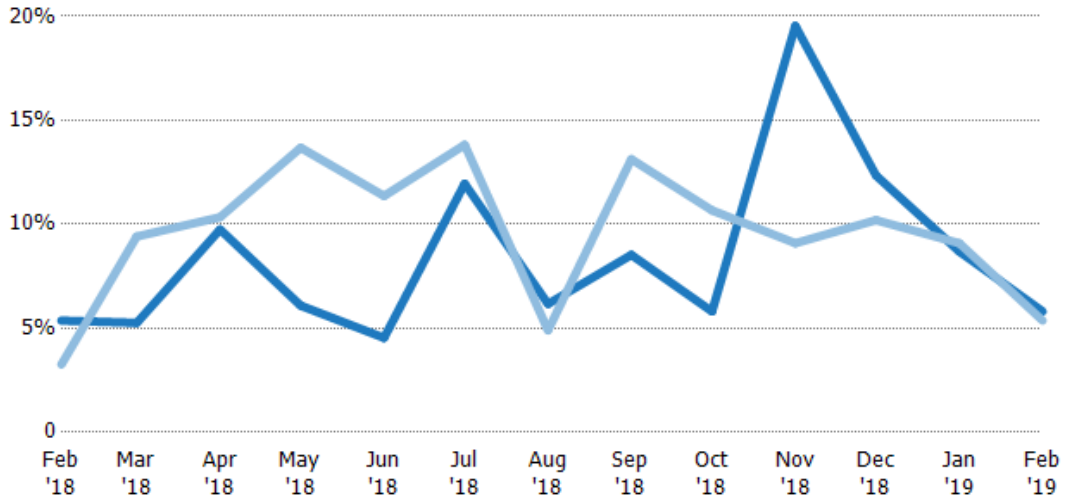
Absorption Rate

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.
Feb '19	6%	-0.4%
Feb '18	5%	-2.1%
Feb '17	3%	



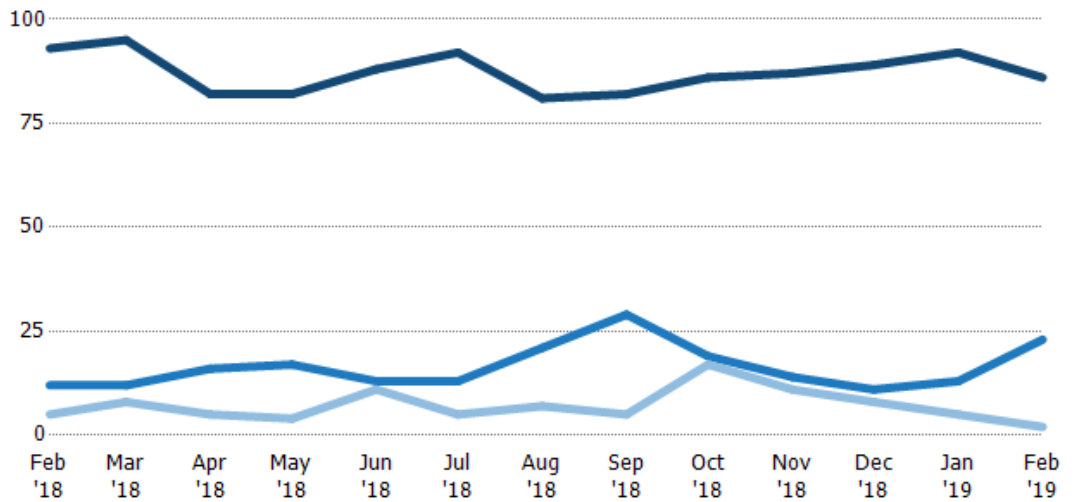
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	5%	5%	10%	6%	5%	12%	6%	9%	6%	20%	12%	9%	6%
Prior Year	3%	9%	10%	14%	11%	14%	5%	13%	11%	9%	10%	9%	5%
Change from Prior Year	-2%	4%	1%	8%	7%	2%	-1%	5%	5%	-10%	-2%	0%	0%

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	93	95	82	82	88	92	81	82	86	87	89	92	86
Pending	12	12	16	17	13	13	21	29	19	14	11	13	23
Sold	5	8	5	4	11	5	7	5	17	11	8	5	2

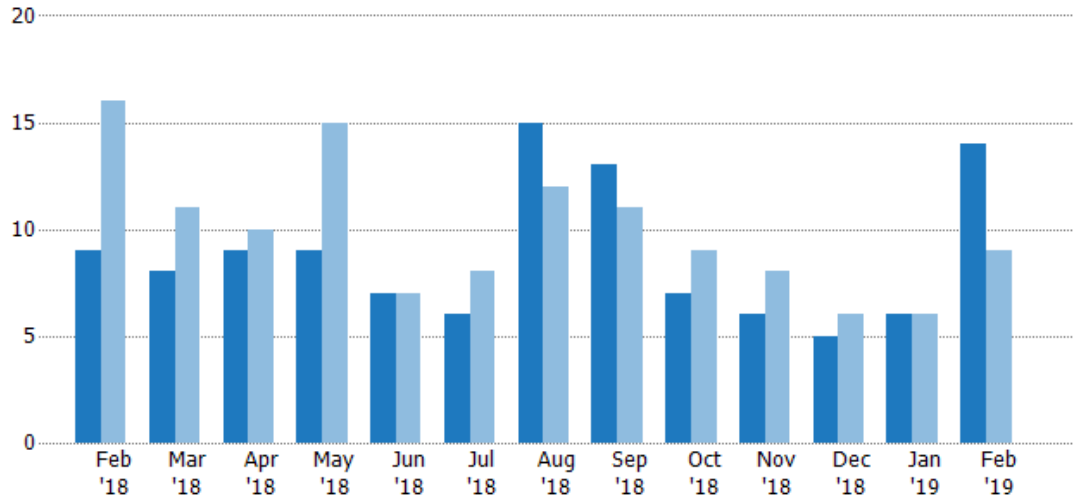
New Pending Sales

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.
Feb '19	14	55.6%
Feb '18	9	-43.8%
Feb '17	16	-68.8%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	9	8	9	9	7	6	15	13	7	6	5	6	14
Prior Year	16	11	10	15	7	8	12	11	9	8	6	6	9
Percent Change from Prior Year	-44%	-27%	-10%	-40%	0%	-25%	25%	18%	-22%	-25%	-17%	0%	56%

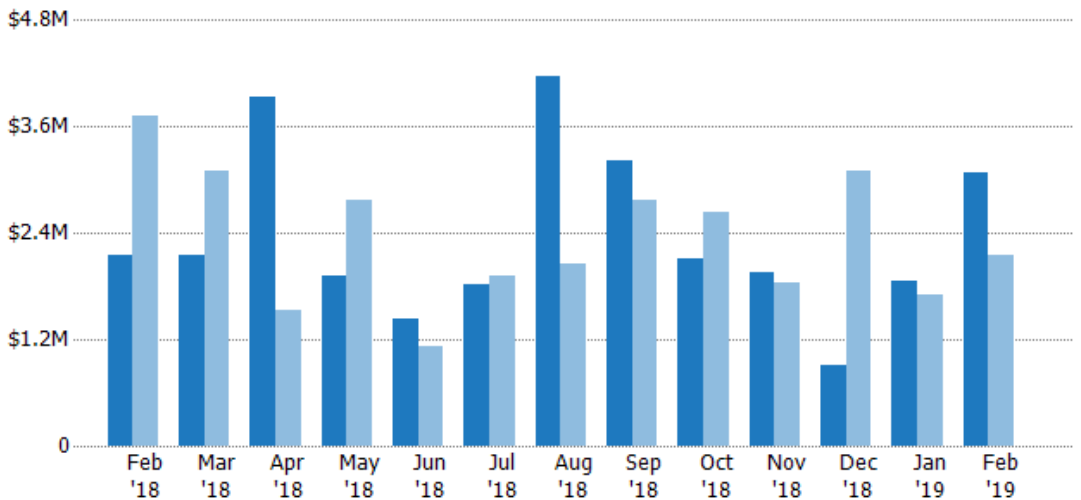
New Pending Sales Volume

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.
Feb '19	\$3.09M	44%
Feb '18	\$2.14M	-42.3%
Feb '17	\$3.71M	-79.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$2.14M	\$2.15M	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$910K	\$1.85M	\$3.09M
Prior Year	\$3.71M	\$3.09M	\$1.53M	\$2.77M	\$1.12M	\$1.91M	\$2.05M	\$2.77M	\$2.64M	\$1.85M	\$3.09M	\$1.7M	\$2.14M
Percent Change from Prior Year	-42%	-30%	158%	-31%	27%	-5%	103%	16%	-20%	6%	-71%	9%	44%

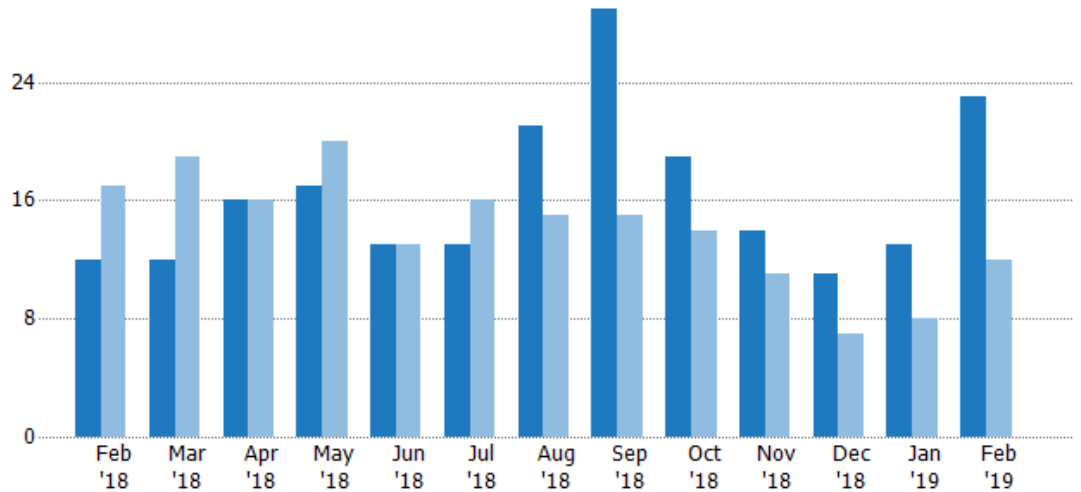
Pending Sales

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.
Feb '19	23	91.7%
Feb '18	12	-29.4%
Feb '17	17	-70.6%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	12	12	16	17	13	13	21	29	19	14	11	13	23
Prior Year	17	19	16	20	13	16	15	15	14	11	7	8	12
Percent Change from Prior Year	-29%	-37%	0%	-15%	0%	-19%	40%	93%	36%	27%	57%	63%	92%

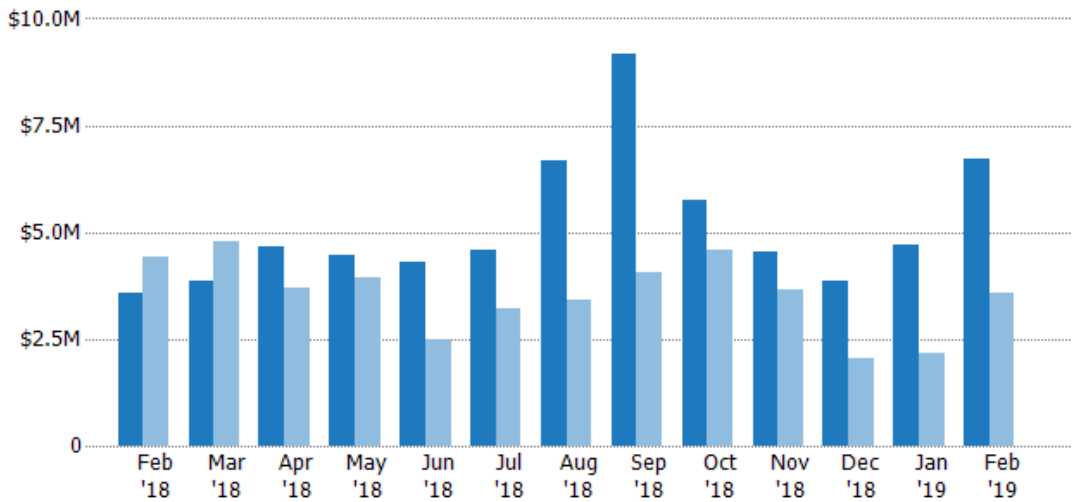
Pending Sales Volume

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.
Feb '19	\$6.7M	88.2%
Feb '18	\$3.56M	-19.6%
Feb '17	\$4.43M	-77.9%



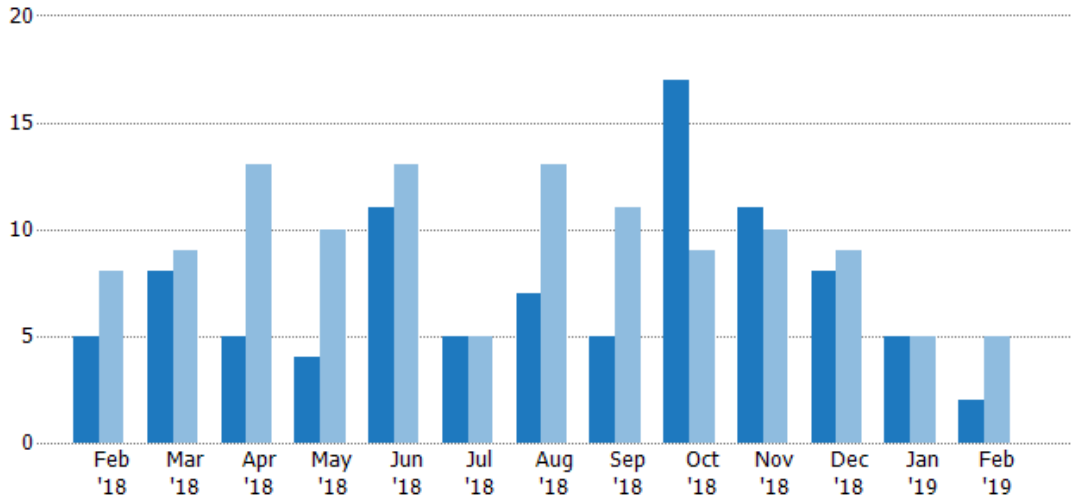
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$3.56M	\$3.87M	\$4.64M	\$4.45M	\$4.32M	\$4.59M	\$6.66M	\$9.18M	\$5.76M	\$4.54M	\$3.87M	\$4.72M	\$6.7M
Prior Year	\$4.43M	\$4.77M	\$3.7M	\$3.93M	\$2.48M	\$3.22M	\$3.43M	\$4.04M	\$4.59M	\$3.65M	\$2.06M	\$2.17M	\$3.56M
Percent Change from Prior Year	-20%	-19%	25%	13%	74%	43%	94%	127%	26%	24%	88%	117%	88%

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



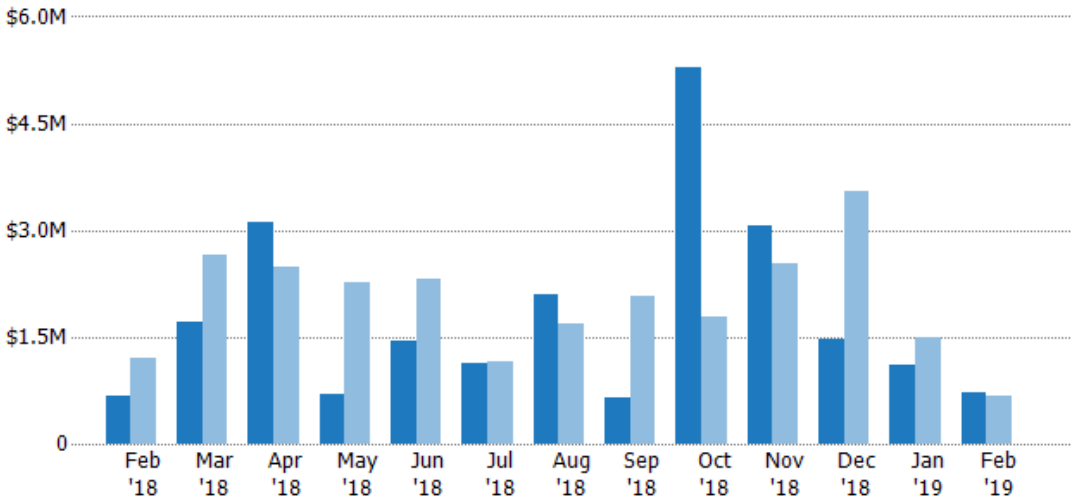
Month/Year	Count	% Chg.
Feb '19	2	-60%
Feb '18	5	-37.5%
Feb '17	8	-75%

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



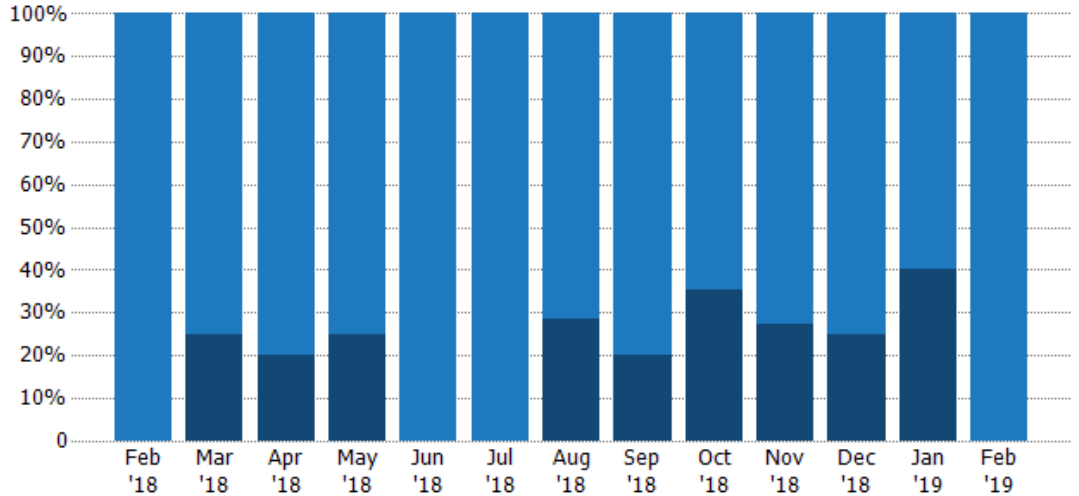
Month/Year	Volume	% Chg.
Feb '19	\$710K	6.2%
Feb '18	\$669K	-44.8%
Feb '17	\$1.21M	-81.9%

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



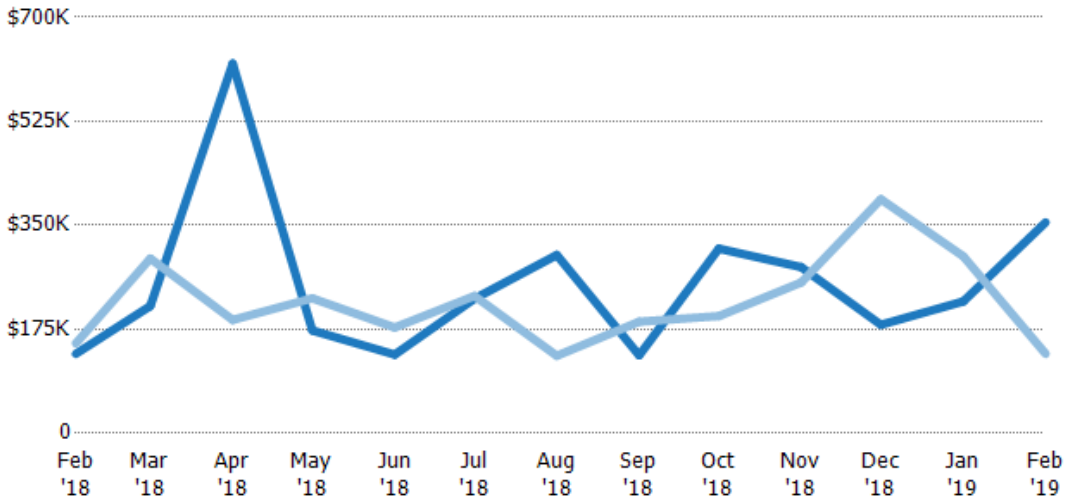
Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Condo/Townhouse	100%	75%	80%	75%	100%	100%	71%	80%	65%	73%	75%	60%	100%
Single Family Residence	-	25%	20%	25%	-	-	29%	20%	35%	27%	25%	40%	-

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.
Feb '19	\$355K	165.5%
Feb '18	\$134K	-11.7%
Feb '17	\$151K	-27.7%

Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$134K	\$214K	\$622K	\$173K	\$132K	\$226K	\$300K	\$131K	\$311K	\$280K	\$183K	\$222K	\$355K
Prior Year	\$151K	\$294K	\$191K	\$227K	\$178K	\$231K	\$130K	\$188K	\$197K	\$254K	\$394K	\$298K	\$134K
Percent Change from Prior Year	-12%	-27%	226%	-24%	-26%	-2%	130%	-30%	58%	10%	-54%	-26%	166%

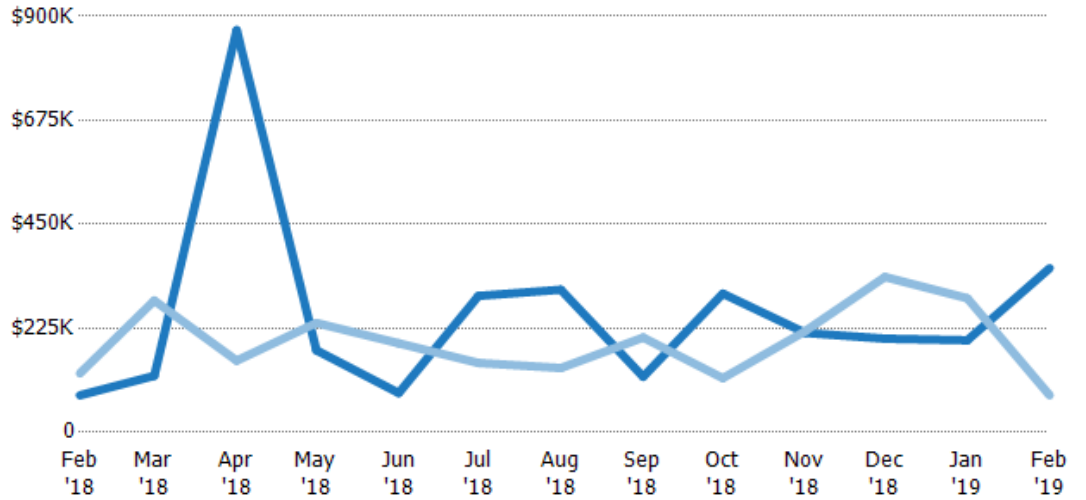
Median Sales Price

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.
Feb '19	\$355K	343.8%
Feb '18	\$80K	-37.3%
Feb '17	\$128K	-14.1%



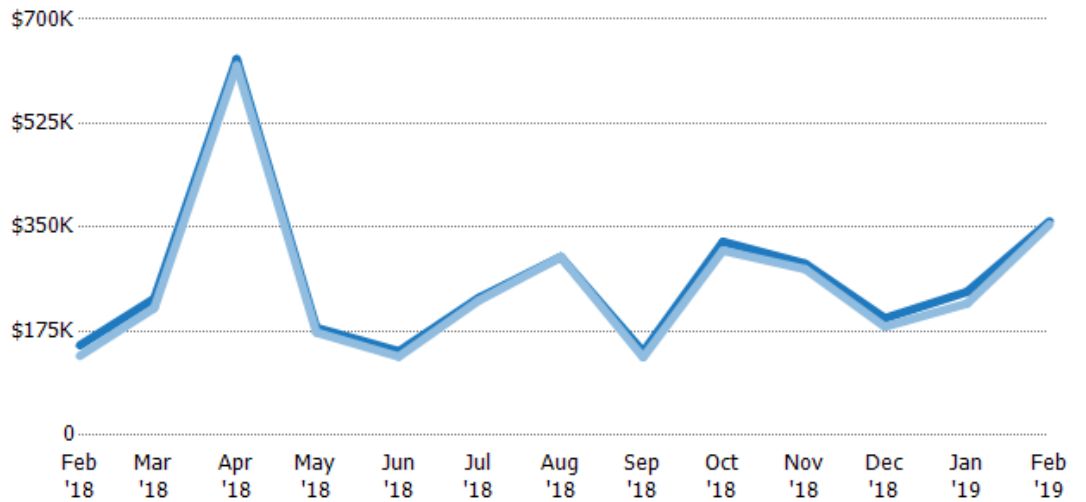
Current Year	\$80K	\$122K	\$870K	\$178K	\$85K	\$295K	\$309K	\$120K	\$300K	\$215K	\$203K	\$199K	\$355K
Prior Year	\$128K	\$285K	\$155K	\$237K	\$193K	\$150K	\$139K	\$205K	\$117K	\$219K	\$336K	\$290K	\$80K
Percent Change from Prior Year	-37%	-57%	461%	-25%	-56%	97%	122%	-41%	156%	-2%	-40%	-31%	344%

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



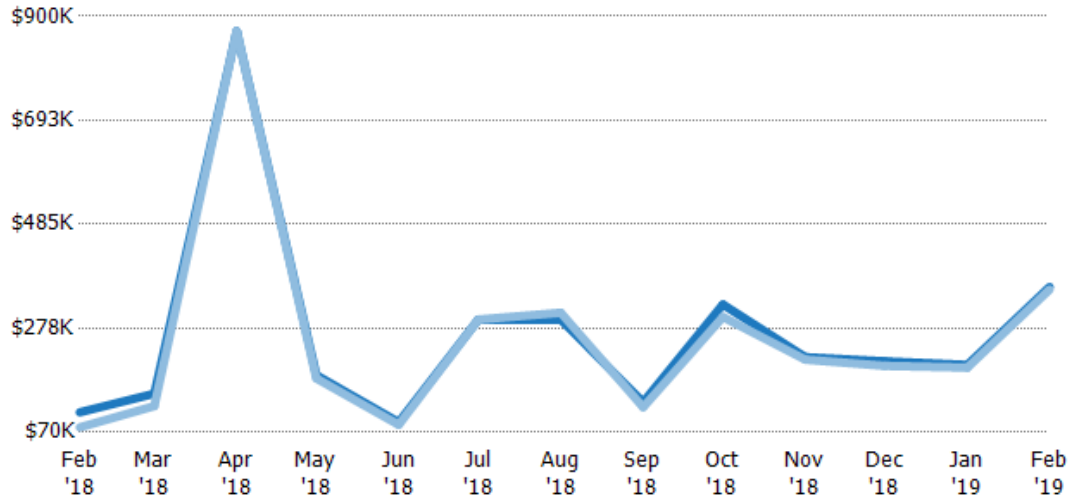
Avg List Price	\$151K	\$230K	\$633K	\$181K	\$141K	\$231K	\$300K	\$140K	\$326K	\$289K	\$197K	\$242K	\$360K
Avg Sales Price	\$134K	\$214K	\$622K	\$173K	\$132K	\$226K	\$300K	\$131K	\$311K	\$280K	\$183K	\$222K	\$355K
Avg Sales Price as a % of Avg List Price	88%	93%	98%	96%	94%	98%	100%	93%	95%	97%	93%	92%	99%

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



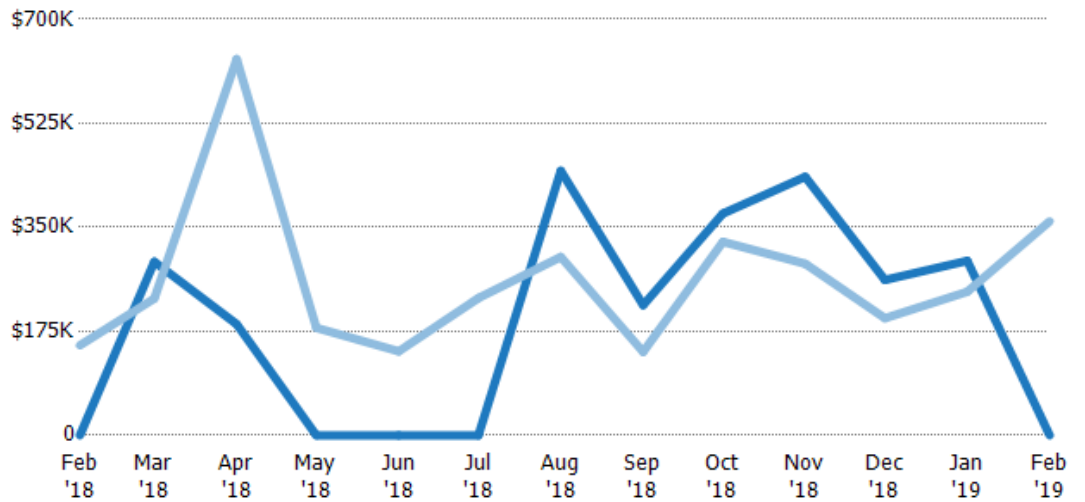
Median List Price	\$110K	\$147K	\$870K	\$184K	\$90K	\$295K	\$295K	\$130K	\$325K	\$220K	\$212K	\$205K	\$360K
Median Sales Price	\$80K	\$122K	\$870K	\$178K	\$85K	\$295K	\$309K	\$120K	\$300K	\$215K	\$203K	\$199K	\$355K
Med Sales Price as a % of Med List Price	73%	83%	100%	96%	94%	100%	105%	92%	92%	98%	96%	97%	99%

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



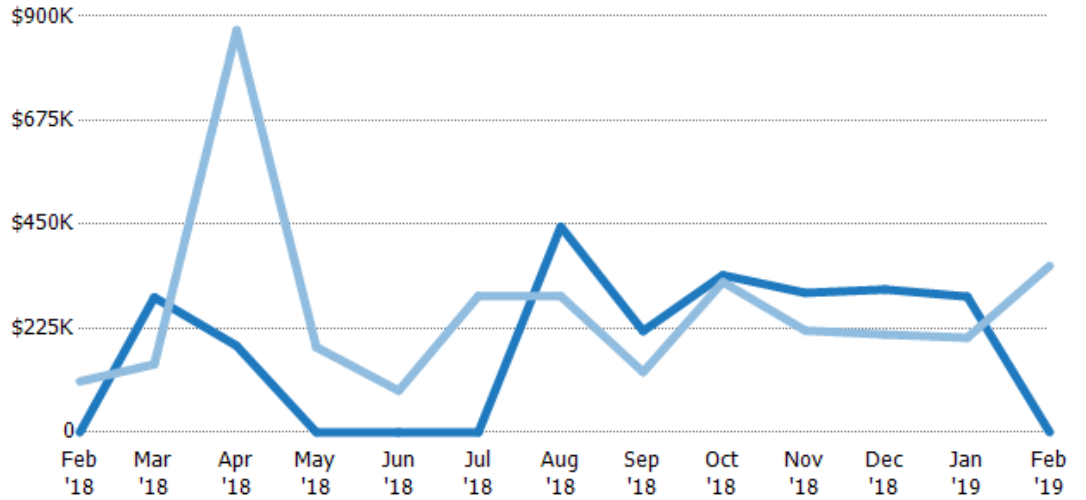
Avg Est Value	\$0	\$292K	\$187K	\$0	\$0	\$0	\$445K	\$219K	\$373K	\$435K	\$261K	\$294K	\$0
Avg Sales Price	\$151K	\$230K	\$633K	\$181K	\$141K	\$231K	\$300K	\$140K	\$326K	\$289K	\$197K	\$242K	\$360K
Avg Sales Price as a % of Avg Est Value	100%	79%	339%	100%	100%	100%	67%	64%	87%	66%	75%	82%	100%

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	\$0	\$292K	\$187K	\$0	\$0	\$0	\$445K	\$219K	\$340K	\$302K	\$309K	\$294K	\$0
Median Sales Price	\$110K	\$147K	\$870K	\$184K	\$90K	\$295K	\$295K	\$130K	\$325K	\$220K	\$212K	\$205K	\$360K
Med Sales Price as a % of Med Est Value	100%	50%	465%	100%	100%	100%	66%	59%	96%	73%	68%	70%	100%