

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	Jul 2018	Jul 2017	+ / -	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	13	15	-13.3%	13	15	-13.3%
New Listing Volume	\$2,980,500	\$7,741,800	-61.5%	\$2,980,500	\$7,741,800	-61.5%
Active Listing Count	90	112	-19.6%	90	112	-19.6%
Active Listing Volume	\$35,805,700	\$37,350,450	-4.1%	\$35,805,700	\$37,350,450	-4.1%
Average Listing Price	\$397,841	\$333,486	+19.3%	\$397,841	\$333,486	+19.3%
Median Listing Price	\$309,000	\$210,000	+47.1%	\$309,000	\$210,000	+47.1%
Median Daysin RPR	219	155.5	+40.8%	219	155.5	+40.8%
Months of Inventory	_		-	15	37.3	-59.8%
Absorption Rate	_		+_	6.67%	2.68%	+4%
Sales Activity Charts Metrics						
New Pending Sales Count	6	9	-33.3%	6	9	-33.3%
New Pending Sales Volume	\$1,820,000	\$2,907,500	-37.4%	\$1,820,000	\$2,907,500	-37.4%
Pending Sales Count	13	16	-18.8%	13	16	-18.8%
Pending Sales Volume	\$4,594,500	\$3,217,500	+42.8%	\$4,594,500	\$3,217,500	+42.8%
Cloæd Sales Count	6	6	+-	6	6	+-
Closed Sales Volume	\$1,197,000	\$1,980,000	-39.5%	\$1,197,000	\$1,980,000	-39.5%
Average Sales Price	\$199,500	\$330,000	-39.5%	\$199,500	\$330,000	-39.5%
Median Sales Price	\$201,250	\$222,500	-9.6%	\$201,250	\$222,500	-9.6%

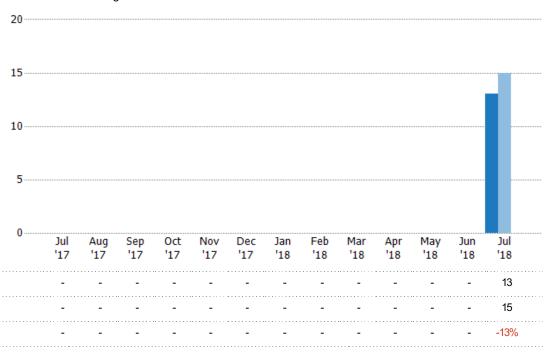




New Listings

The number of new single-family, condominium and townhome listings that were added each month.

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



New Listing Volume

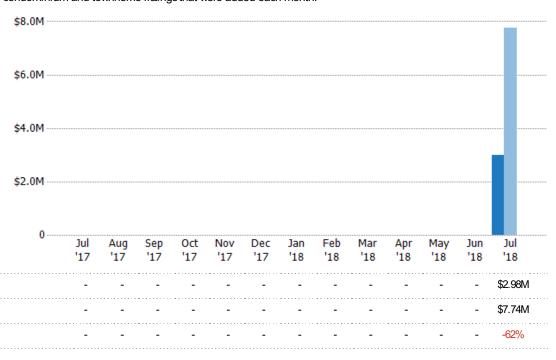
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

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





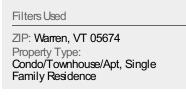
Current Year

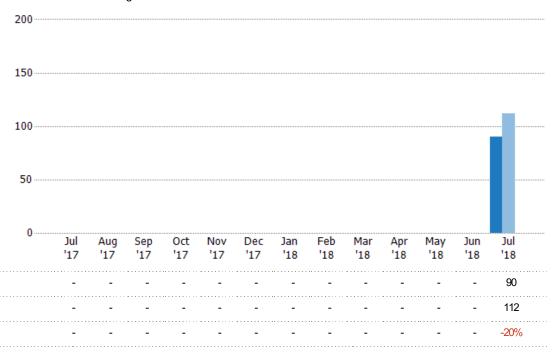
Percent Change from Prior Year



Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

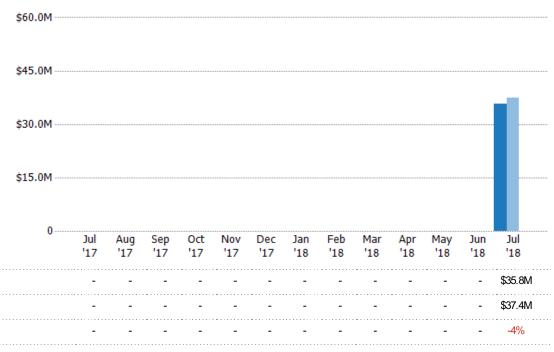
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

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





Current Year

Percent Change from Prior Year



\$333K

19%



Market Data Report

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

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

0 Jul '17	Aug '17	0ct '17	Nov '17					Apr '18	May '18	Jun '18	Jul '18
0 Jul				Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
0		 									
100K		 									
200K		 									
300K		 									

Median Listing Price

Percent Change from Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$100K

Filters Used

Current Year Prior Year

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

\$400K \$300K \$200K

	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$309K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	47%





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

\$375K	 	 	 	 	 		
\$250K	 	 	 	 	 		
\$125K							
\$125K			 		 		
,							
0	 		 	 		Jun	
0 Jul	 	 	 	 	 May	Jun	 Jul
0 Jul	 	 	 	 	 May	Jun	Jul '18

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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

\$50	0K												
\$37	5K												
\$25	0K												
\$12	5K												
	0 Jul							Feb	Mar	Apr	May	Jun	 Jul
	17	'17	'17	'17	'17	Dec '17	'18		'18	'18	'18	'18	'18
	-	-	-	-	-	-	-	-	-	-	-	-	\$442K
	-	-	-	-	-	-	-	-	-	-	-	-	\$309K
	-	-	-	-	-	-	-	-	-	-	-	-	70%



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





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.

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

Feb Mar Apr May Jun Ju '18 '18 '18 '18 '18 '1
21

Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

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

20 10 Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May Jun Jul '17 '17 '18 7.5 6.22 21%

Current Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Current Year Prior Year		_		_	_	_	_	_	_	_	_	_	169
Current Year													
	-	-	-	-	-	-	-	-	-	-	-	-	139
	0 Jul '17	Aug '17		0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jı '1
	5%												
	10%												•••••
ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	15%												
Filters Used	20%												

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

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

										'18	Jul '18
-	-	-	-	-	-	-	-	-	-	-	90
-	-	-	-	-	-	-	-	-	-	-	13
	Aug '17	Aug Sep '17 '17	Aug Sep Oct '17 '17 '17	Aug Sep Oct Nov '17 '17 '17 '17	Aug Sep Oct Nov Dec '17 '17 '17 '17 '17	Aug Sep Oct Nov Dec Jan '17 '17 '17 '17 '18	Aug Sep Oct Nov Dec Jan Feb '17 '17 '17 '17 '17 '18 '18	Aug Sep Oct Nov Dec Jan Feb Mar '17 '17 '17 '17 '18 '18 '18	Aug Sep Oct Nov Dec Jan Feb Mar Apr '17 '17 '17 '17 '17 '18 '18 '18 '18	Aug Sep Oct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '18 '18 '18 '18 '18	



Active Pending

Sold



Current Year

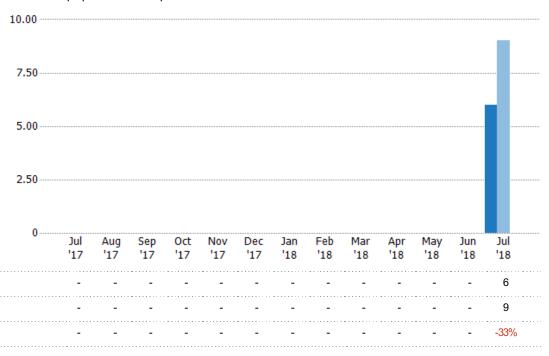
Prior Year

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

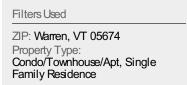


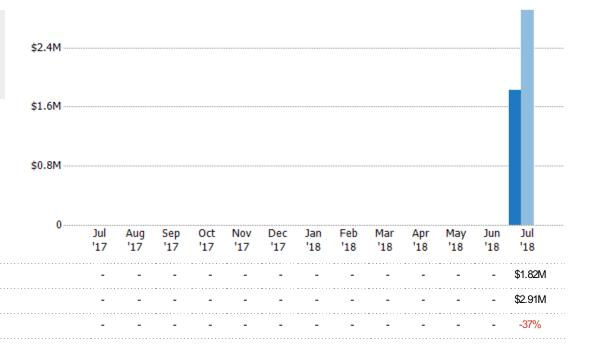


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.





Current Year

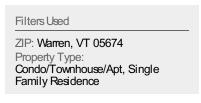
Percent Change from Prior Year

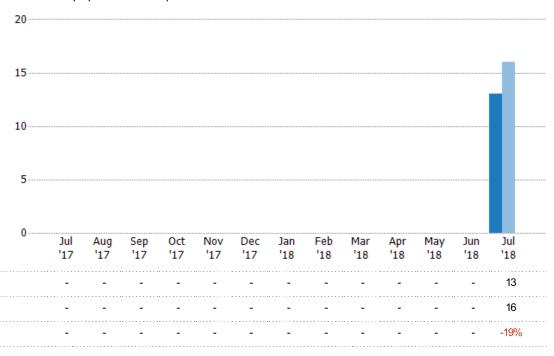




Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





Pending Sales Volume

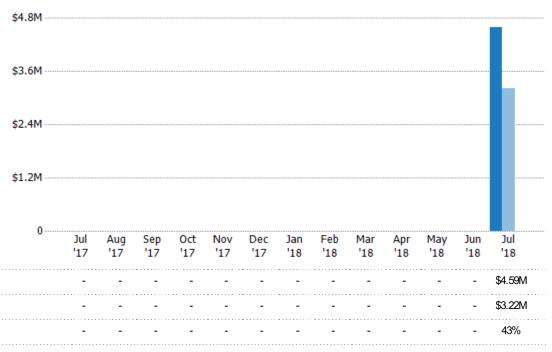
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

Percent Change from Prior Year

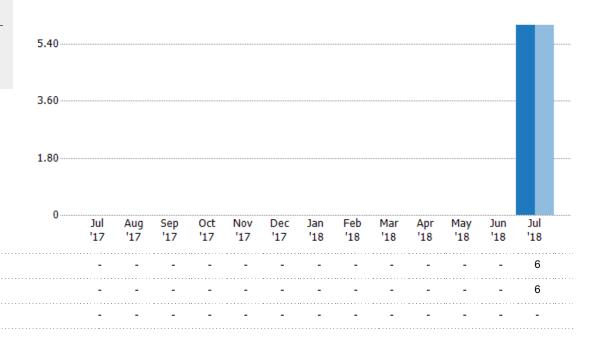




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

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



Closed Sales Volume

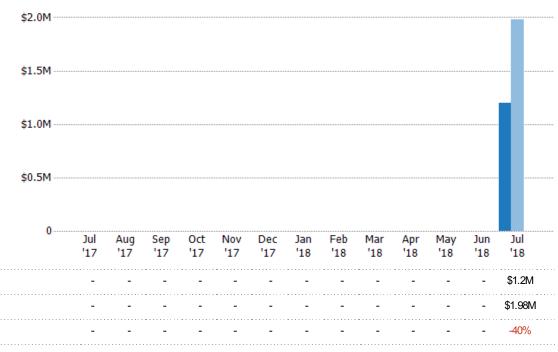
Current Year

PriorExtra Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

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





Current Year

Percent Change from Prior Year

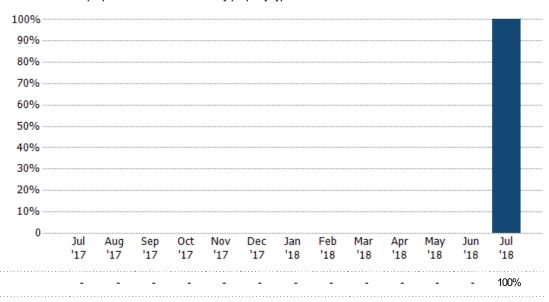


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.



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



Average Sales Price

Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

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

\$400K \$300K \$200K \$100K Aug Sep Dec Jan Feb May Jun Jul '17 '17 '17 '17 '18 '18 '18 '18 \$200K \$330K -40%



Current Year
Prior Year

Percent Change from Prior Year





Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Warren, VT 05674

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$225K \$150K

\$75K------

0 Jul Aug Sep Dec Feb Apr May Jul '17 '17 '17 '17 '18 '18 '17 '17 '18 '18 '18 '18 '18 \$201K \$223K

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

\$150K

Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year

\$300K \$225K

\$75K------

()												
Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$205K
 -	-	-	-	-	-	-	-	-		-	-	\$200K
 -	-	-	-	-	-	-	-	-	-	-	-	97%



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price



Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

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

\$225K	 										
Q ZZ310											
\$150K	 										
\$75K	 										
\$75K	 										
0 Jul	 					Feb	Mar	Apr	May	Jun	 Jul
0						Feb		Apr	May		
0 Jul	 Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	 Jul
0 Jul	 Sep '17	0ct '17 -	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	 Jul

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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

\$300K												
\$225K												
\$150K												
												
\$/5K												
0												
Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$0
-	-	-	-	-	-	-	-	_	-	-	-	\$205K
-	-	-	-	-	-	-	-	-	-	-	-	100%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Market Data Report

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	

	\$300K ······												
Filters Used													
ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												***********
	\$75K												
	Ψ												
	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$204K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%



