

# Summary of Key Listing and Sales Metrics

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

+ / -	YTD 2017	YTD 2018	+ / -	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
+_	11	11	+_	11	11	New Listing Count
+18.5%	\$2,086,800	\$2,473,300	+18.5%	\$2,086,800	\$2,473,300	New Listing Volume
-5.6%	108	102	-5.6%	108	102	Active Listing Count
+36.8%	\$29,058,150	\$39,755,750	+36.8%	\$29,058,150	\$39,755,750	Active Listing Volume
+44.9%	\$269,057	\$389,762	+44.9%	\$269,057	\$389,762	Average Listing Price
+70.6%	\$175,500	\$299,450	+70.6%	\$175,500	\$299,450	Median Listing Price
-12.4%	263	230.5	-12.4%	263	230.5	Median Daysin RPR
-68.5%	36	11.3	-	_	_	Months of Inventory
+6%	2.78%	8.82%	+_	_	_	Absorption Rate
			1			Sales Activity Charts Metrics
-30.8%	13	9	-30.8%	13	9	New Pending Sales Count
-32.8%	\$3,451,500	\$2,317,900	-32.8%	\$3,451,500	\$2,317,900	New Pending Sales Volume
-33.3%	21	14	-33.3%	21	14	Pending Sales Count
-13.4%	\$5,129,800	\$4,444,800	-13.4%	\$5,129,800	\$4,444,800	Pending Sales Volume
-11.1%	9	8	-11.1%	9	8	Closed Sales Count
-35.3%	\$2,647,000	\$1,713,000	-35.3%	\$2,647,000	\$1,713,000	Cloæd Sales Volume
-27.2%	\$294,111	\$214,125	-27.2%	\$294,111	\$214,125	Average Sales Price
-57.1%	\$285,000	\$122,250	-57.1%	\$285,000	\$122,250	Median Sales Price



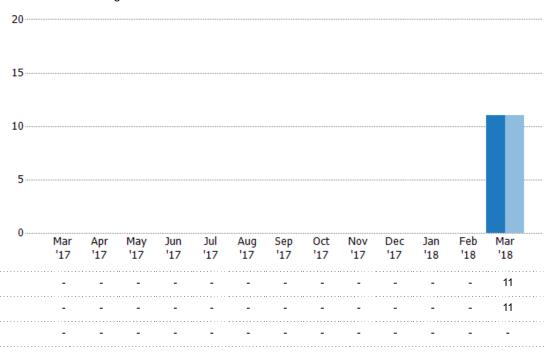




### **New Listings**

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

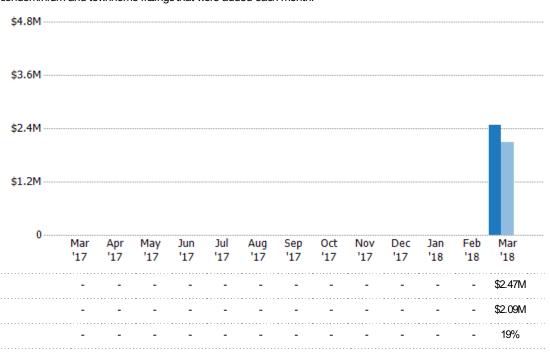
Current Year

PriorExtra 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

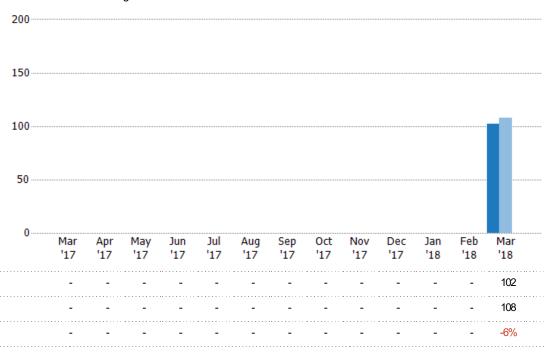




#### **Active Listings**

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

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



### **Active Listing Volume**

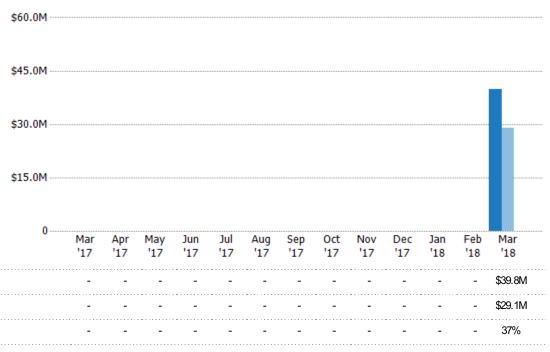
Percent Change from Prior Year

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





### **Average Listing Price**

The average 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

\$400K ······												
\$300K												
\$200K												
\$100K												
Mar					Aug '17						Feb	Mar '18
-	- -	-	- -	-	- -	- -		- -		-	-	\$390K
			-	-	- -	- -	-	- -	- -	-		\$269K
-												\$209K

## **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.

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 \$150K \$75K 0 Mar Apr May Jun Jul Aug Sep 0ct Νον Dec Feb Mar Jan '17 '17 '17 \$299K \$176K 71%



Current Year





#### 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

0K												
0K												
U					Aug						Feb	Ma
Mar '17	Apr '17	May '17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'1

### 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

250K	 										
125K	 										
•	Mav										
•	May '17									Feb '18	
•	May '17	Jun '17	Jul '17		Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb	Mar
•	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar



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.

,	300	•							•				
Filters Used	300												
ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	231
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	263
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-12%

### Months of Inventory

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 Mar Apr May Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar '17 20.4 12 70%



Current Year

Percent Change from Prior Year





### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

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

10%	
-----	--

5%

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	5%
Prior Year	-	-	-	-	-	-	_	-	_	-	-	-	8%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

### 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

200
150
100
50

	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	102
Pending	-	-	-	-	-	-	-	-	-	-	-	-	14
Sold	-	-	-	-	-	-	-	-	-	-	-	-	8



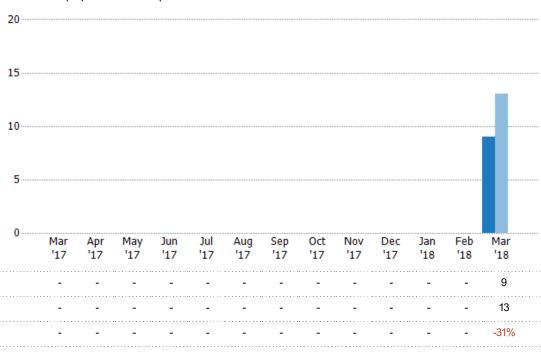




#### **New Pending Sales**

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

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



### New Pending Sales Volume

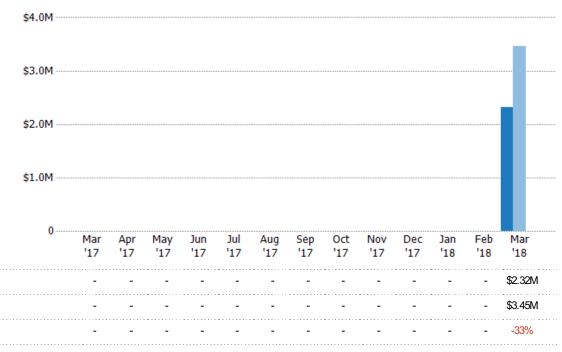
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year





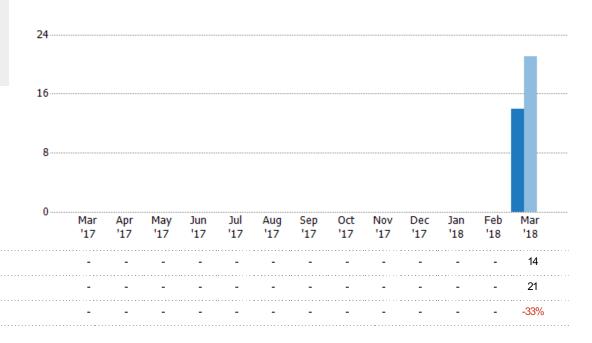
### **Pending Sales**

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

Filters Used

ZIP: Warren, VT 05674

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



### Pending Sales Volume

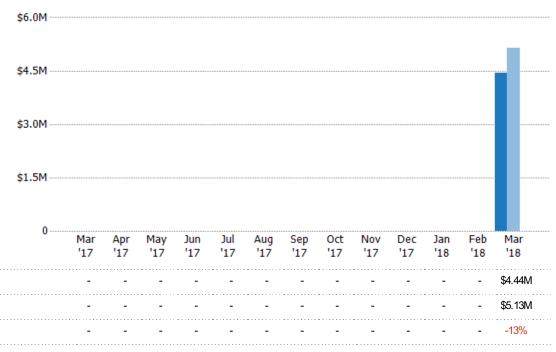
Percent Change from Prior Year

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.

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





Current Year

Percent Change from Prior Year





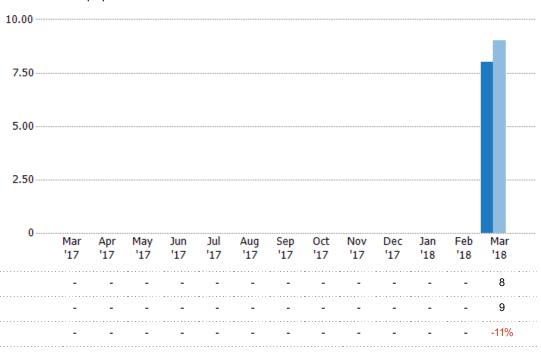
#### **Closed Sales**

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

Filters Used

ZIP: Warren, VT 05674

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



#### **Closed Sales Volume**

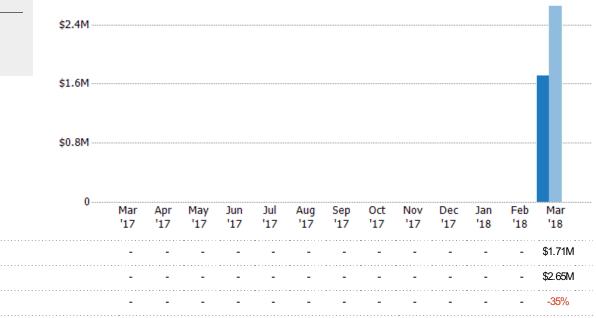
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year



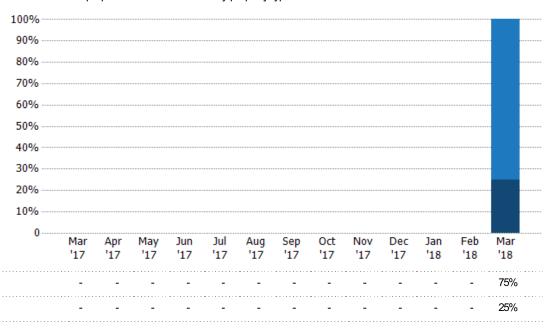


#### Closed Sales by Property Type

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

Filters Used

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



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

The average 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

\$300K \$225K \$150K \$75K 0 Mar Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 \$214K \$294K -27%



Current 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

\$300K	
\$225K	
\$150K	
\$75K	

0												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$122K
 -	-	-	-	-	-	-	-	-	-	-	-	\$285K
 -		-	-	-	-	-	-	-	-	-	-	-57%

### 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

Avg List Price

Avg Sales Price

Current Year
Prior Year

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

Mar
'18
\$230







#### 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

\$200K												
\$150K												
\$100K												
\$50K												
					Aug						Feb	 Mar
'17	'17	'17	'17	'17	Aug '17	'17	'17	'17	'17	'18		'18
-	-	-	-	-	-	-	-	-	-	-	-	\$147K
-	-	-	-	-	-	-	-	-	-	-	-	\$122K
-	-	-	-	-	-	-	-	-	-	-	-	83%

### 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 \$75K 0 Mar May Jun Jul Aug Sep 0ct Νον Dec Mar Apr Jan '17 '17 \$0 \$230K 100%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





#### 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.

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

Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

0K	 	 								•••••
50K	 	 								
0										
0 Mar										
_										
Mar		 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Ma '18
Mar		 Jul '17	Aug '17	Sep '17 -	Oct '17 -	Nov '17 -	Dec '17	Jan '18 -	Feb '18	 Mai



