

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 2018	Nov 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	9	9	+	9	9	+_
New Listing Volume	\$3,481,000	\$1,488,000	+133.9%	\$3,481,000	\$1,488,000	+133.9%
Active Listing Count	99	-	-	NA	N⁄A	
Active Listing Volume	\$39,795,950	-	-	NA	N⁄A	
Average Listing Price	\$401,979	-	-	\$401,979	-	-
Median Listing Price	\$285,000	-	-	\$285,000	-	_
Median Days in RPR	146	-	-	146	-	_
Months of Inventory	_	-	-	_	16.5	_
Absorption Rate	_	-	-	_	6.06%	_
Sales Activity Charts Metrics						
New Pending Sales Count	5	8	-37.5%	5	8	-37.5%
New Pending Sales Volume	\$1,557,800	\$1,845,500	-15.6%	\$1,557,800	\$1,845,500	-15.6%
Pending Sales Count	10	-	-	N/A	N∕A	
Pending Sales Volume	\$3,107,500	-	-	N/A	N∕A	
Closed Sales Count	11	11	+	11	11	+
Closed Sales Volume	\$3,205,000	\$2,596,200	+23.4%	\$3,205,000	\$2,596,200	+23.4%
Average Sales Price	\$291,364	\$236,018	+23.4%	\$291,364	\$236,018	+23.4%
Median Sales Price	\$215,000	\$210,000	+2.4%	\$215,000	\$210,000	+2.4%





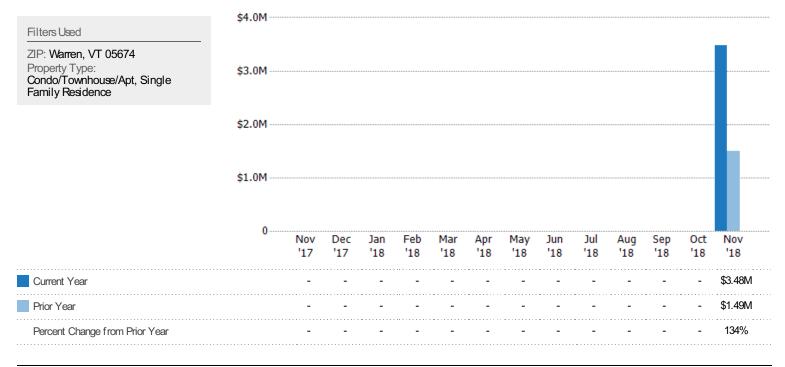
New Listings

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

	10.00														
Filters Used ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	7.50														
	5.00														
	2.50														
	0	Nov '17	Dec '17	Jan '18	Feb '18		Apr	May '18		Jul '18	Aug		0ct '18	Nov '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	9	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

New Listing Volume

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

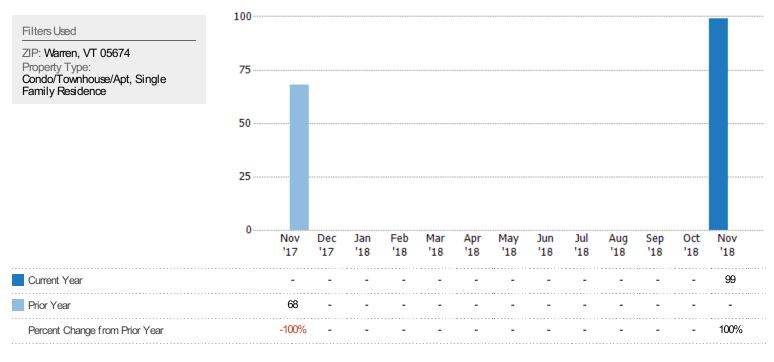


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Active Listings

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



Active Listing Volume

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





Average Listing Price

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

	\$500K ······												
Filters Used ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Nov	Dec		Feb		Apr				Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$402K
Prior Year	\$346K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year		-83%		-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Median Listing Price

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

Current Year Prior Year	- \$242K			- -	-			-	-		-	-	\$285K -
Current Year	-	-	-	-	-	-		-	-	-	-	-	\$285K
								_					
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	\$150K \$75K												
ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
Filters Used													





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.

	200												
Filters Used ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	100												
	50												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	146
Prior Year	176	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Months of Inventory

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

Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%
Prior Year	11.3	-	-	-	-	-	-	-	-	-	-	-	-
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	11
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	5												
	10												
Filters Used ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
Elferent hand	20												





Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

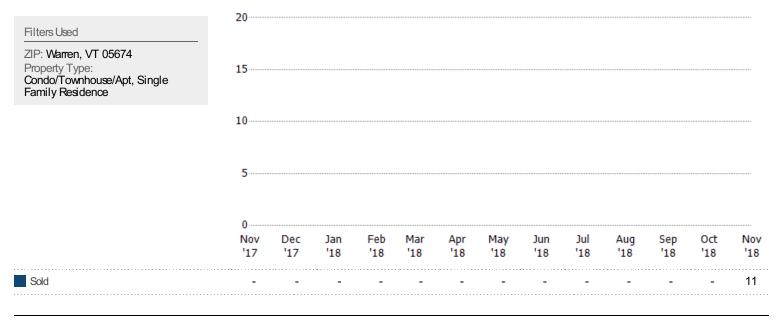
5%

10%

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	9%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	9%	7%	6%	4%	3%	1%	0%	-2%	-3%	-5%	-6%	-8%	-9%

Active/Pending/Sold Units

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







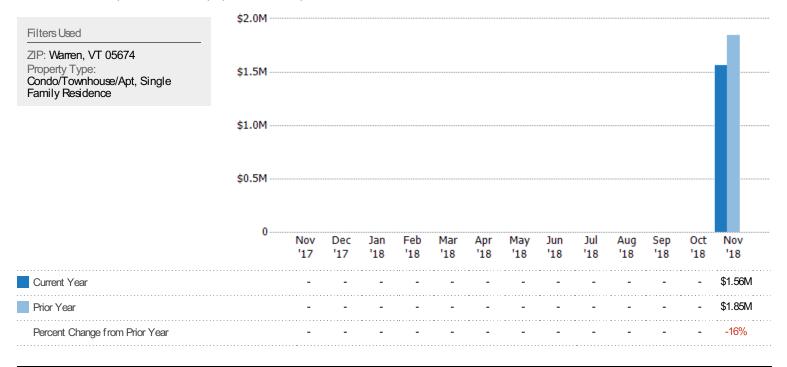
New Pending Sales

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

	8.80														
Filters Used ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.60														
	4.40														
	2.20														
	0	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	
		'17	'17	'18	'18	'18	'18	'18	'18	'18		'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	5	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%)

New Pending Sales Volume

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

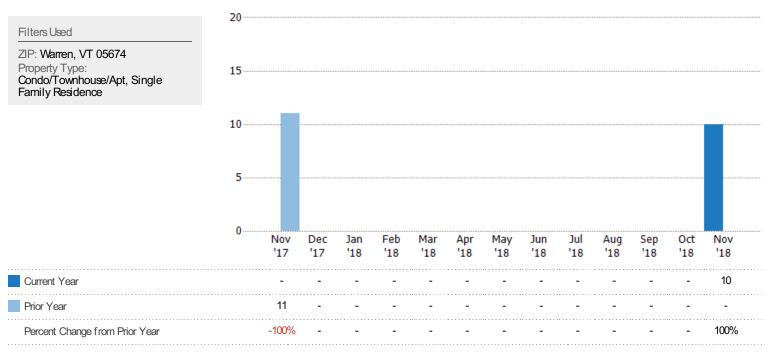


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Pending Sales

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



Pending Sales Volume

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



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Warren

Closed Sales

The total number of residential properties sold each month.

Filters Used	20														
ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	15														
	10														
	5														
	0	Nov	Dec		Feb	Mar	Apr	May '18	Jun	Jul	Aug	Sep	0ct	Nov	
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	11	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11	
PriorExtra Year		-	-	-	-	-	-	-	-	-	-	-	-	-	

Closed Sales Volume

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

Filters Used	\$4.0M ······													
ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M													
	\$2.0M													
	\$1.0M													
	0	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.21M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.6M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	23%



Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Warren, VT 05674 Property Type:	80%														
Condo/Townhouse/Apt, Single Family Residence	70%														
r anny headence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Nov	Dec		Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	64%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	36%	

Average Sales Price

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

Filters Used	\$300K												
ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$291K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$236K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	23%





Median Sales Price

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

Filters Used	\$300K												
ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Percent Change from Prior Year	-	-	-	-	-	-	_	-	-	_	-	-	2%

Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	_	-	-	-	-	-	-	-	-	-	-	-	96%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$291K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$303K
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	\$200K \$100K												
ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
Filters Used	\$400K												



Median Sales Price vs Median Listing Price

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

	\$300K ······												
Filters Used ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$225K												
	\$150K												
	\$75K												
	0 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$215K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%

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.

	\$400K ······												
Filters Used													
ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Nov	Dec		Feb	Mar	Apr	May				Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$302K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$303K
Avg Sales Price as a % of Avg Est Value	-					-	-	-	-	-	-	-	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.

	\$400K ······												
Filters Uæd ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Madian Eat Value													
Median Est Value		-	-	-	-	-	-	-	-	-	-	-	\$302K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$220K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	73%

