

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	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	18	-11.1%	16	18	-11.1%
New Listing Volume	\$4,651,700	\$6,911,500	-32.7%	\$4,651,700	\$6,911,500	-32.7%
Active Listing Count	84	104	-19.2%	N/A	N/A	
Active Listing Volume	\$35,367,000	\$41,060,450	-13.9%	N/A	N/A	
Average Listing Price	\$421,036	\$394,812	+6.6%	\$421,036	\$394,812	+6.6%
Median Listing Price	\$349,000	\$274,000	+27.4%	\$349,000	\$274,000	+27.4%
Median Days in RPR	166	133	+24.8%	166	133	+24.8%
Months of Inventory	_	_	-	9.3	13	-28.2%
Absorption Rate	_	_	+-	10.71%	7.69%	+3%
Sales Activity Charts Metrics						
New Pending Sales Count	7	9	-22.2%	7	9	-22.2%
New Pending Sales Volume	\$2,119,900	\$2,635,800	-19.6%	\$2,119,900	\$2,635,800	-19.6%
Pending Sales Count	20	14	+42.9%	N/A	N/A	
Pending Sales Volume	\$6,309,800	\$4,588,900	+37.5%	N/A	N/A	
Closed Sales Count	17	9	+88.9%	17	9	+88.9%
Closed Sales Volume	\$5,282,500	\$1,648,000	+220.5%	\$5,282,500	\$1,648,000	+220.5%
Average Sales Price	\$310,735	\$183,111	+69.7%	\$310,735	\$183,111	+69.7%
Median Sales Price	\$300,000	\$117,000	+156.4%	\$300,000	\$117,000	+156.4%



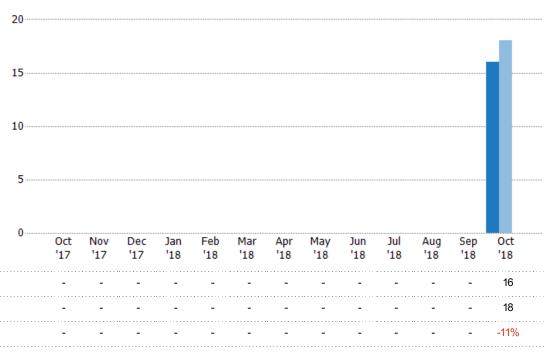




New Listings

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

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



New Listing Volume

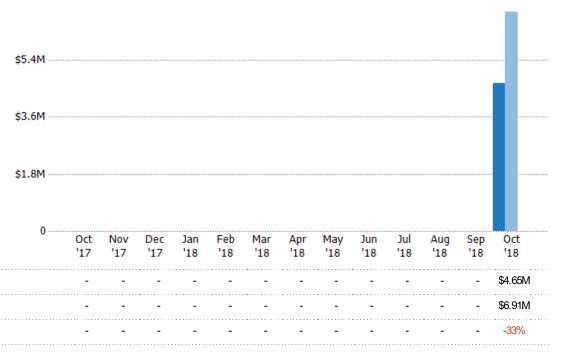
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

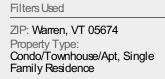
Percent Change from Prior Year

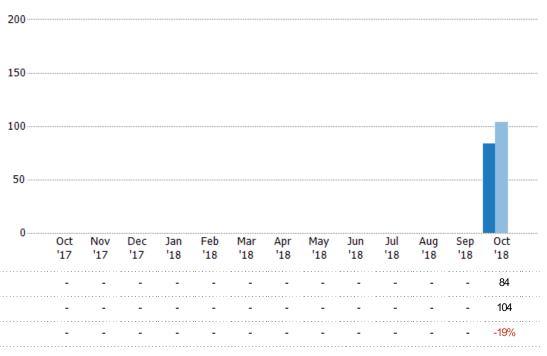




Active Listings

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





Active Listing Volume

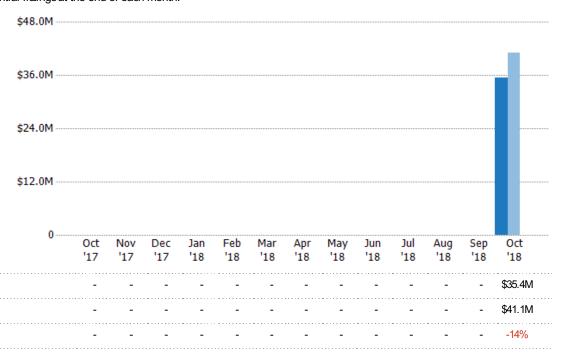
Percent Change from Prior Year

Current Year

Prior Year

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

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

125K						
3250K	 	 	 	 	 	
375K	 	 	 	 	 	

	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-					-		\$421K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$395K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

Median Listing Price

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

\$100K

Filters Used

ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence \$300K \$200K

	0												
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-		-	-	-	-	-	-	-	\$349K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$274K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	27%





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

\$600K												
\$450K												
\$300K												
\$150K												
_												
0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$528K
-	-	-	-	-	-	-	-	-	-	-	-	\$421K

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

\$500K \$375K \$250K \$125K 0 0ct Nov Dec Feb Mar Apr May Jun Jul Aug Sep 0ct Jan '18 '18 \$452K



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



\$349K

77%



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

200												
150												
100												
50												
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul		Sep	Oct
'17	'17	'17	'18	'18	'18	'18	'18	'18		'18		
-	-	-	-	-	-	-	-	-	- 	-	-	166
- -	- -	-	- -	- -	-	- -	-	-	- -	- -	- -	25%

Months of Inventory

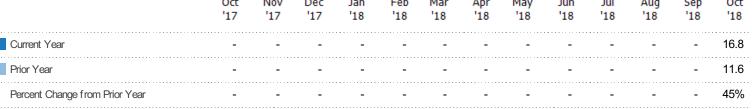
Percent Change from Prior Year

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

Filters Used

Current Year
Prior Year

ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence 35 18 0ct Nov Dec Jan Feb Mar May Jun Jul Aug Sep 0ct Apr '17







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												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	_	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

Active/Pending/Sold Units

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

23

Filters Used

ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single Family Residence 90 68 45

0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '17 '18 '18 '18 '18 '18 84 20



Active

Sold

Pending



17

Current Year

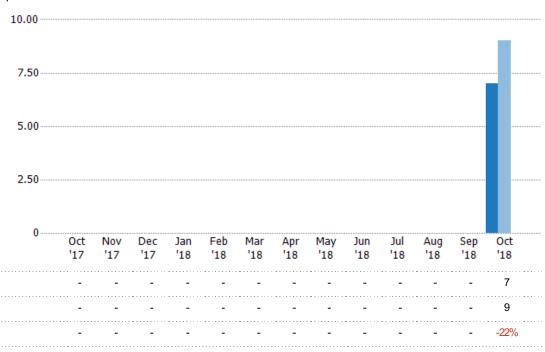
Prior Year

Market Data Report

New Pending Sales

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



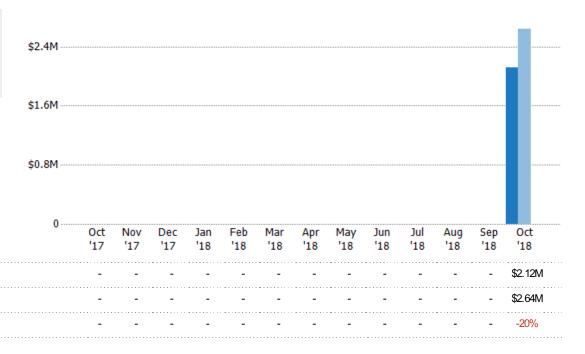


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential 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



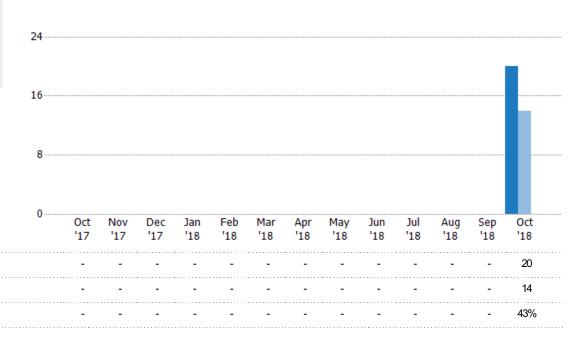
Pending Sales

The number of 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



Pending Sales Volume

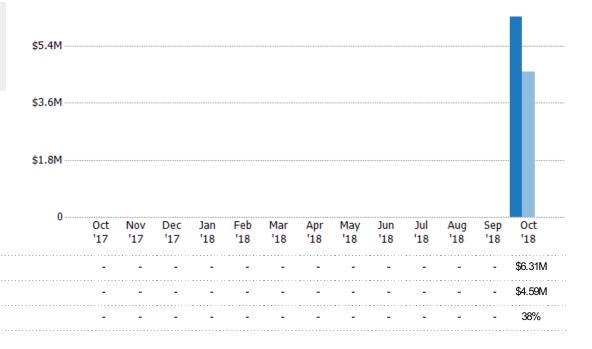
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential 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

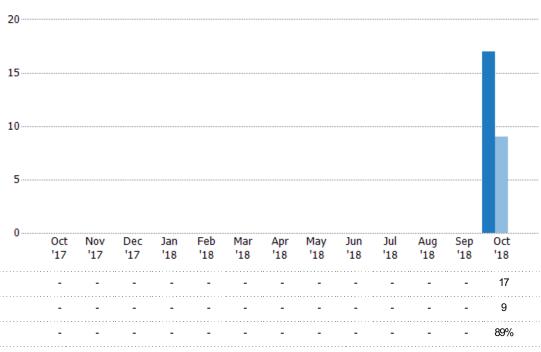




Closed Sales

The total number of residential properties sold each month.

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



Closed Sales Volume

Percent Change from Prior Year

Current Year

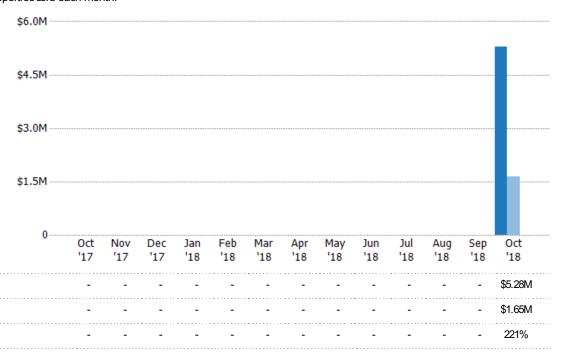
Prior Year

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

Filters Used

ZIP: Warren, VT 05674

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





Current Year

Percent Change from Prior Year

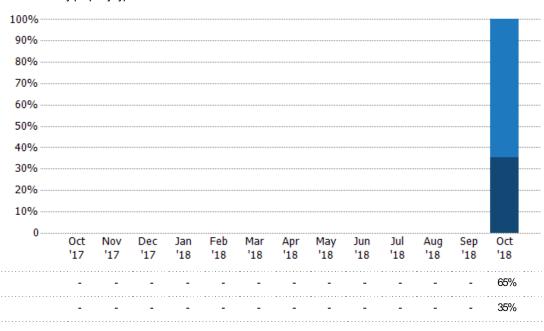


Closed Sales by Property Type

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

Filters Used

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



Average Sales Price

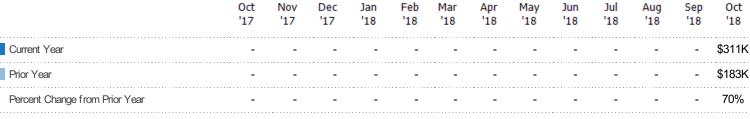
Single Family Residence

Condo/Townhouse

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

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

\$400K \$300K \$200K \$100K 0 0ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 \$311K





Current Year
Prior Year

Market Data Report

Median Sales Price

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

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

\$400K	
\$300K	
\$200K	
\$100K	

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-			-	-	-	-	-	-	\$300K
 -	-	-	-	-	-	-	-	=		-		\$117K
 -	-	-	-	-	-	-	-	-	-	-	-	156%

Average Sales Price vs Average Listing Price

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

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

Percent Change from Prior Year

\$400K	
\$300K	
\$200K	
\$100K	

	Π												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg List Price	-	-	-	-	-			-	-	-	-	-	\$326K
Avg Sales Price	-	-	-	-				-			-	-	\$311K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	95%



92%



Market Data Report

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

00K					 	 	 		
0010									
00K									
00K									
00K						 			•••••
0	Nov		Jan	Feb				Sep	0
0 Oct	Nov	Dec	Jan	Feb	Apr '18		Aug	Sep	

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	
\$200K	
\$100K	
0	
'17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	'18 \$272k



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value



\$326K

87%



Median Est Value

Median Sales Price

Med Sales Price as a % of Med 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

00K												
.00K												
.00K												
OUIL												
.0010												
0 Oct	Nov	Dec	Jan	Feb						Aug	Sep	 Oc
0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0c
0 Oct	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug	Sep '18	Oc '18
0 Oct	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18 -	Jul '18 -	Aug '18 -	Sep '18	0c '18



