

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	12	12	+/-	35	27	+29.6%
New Listing Volume	\$2,877,300	\$3,020,300	-4.7%	\$10,653,600	\$5,763,700	+84.8%
Active Listing Count	88	95	-7.4%	N/A	N/A	
Active Listing Volume	\$37,374,600	\$37,009,850	+1%	N/A	N/A	
Average Listing Price	\$424,711	\$389,577	+9%	\$420,894	\$388,869	+8.2%
Median Listing Price	\$355,000	\$285,000	+24.6%	\$341,032	\$261,585	+30.4%
Median Days in RPR	178.5	217	-17.7%	172.23	201.44	-14.5%
Months of Inventory	44	19	+131.6%	14.8	14.4	+3%
Absorption Rate	2.27%	5.26%	-3%	6.77%	6.97%	-0.2%
Sales Activity Charts Metrics						
New Pending Sales Count	10	8	+25%	30	23	+30.4%
New Pending Sales Volume	\$3,102,000	\$2,148,900	+44.4%	\$8,037,900	\$5,993,700	+34.1%
Pending Sales Count	20	12	+66.7%	N/A	N/A	
Pending Sales Volume	\$6,641,400	\$3,866,800	+71.8%	N/A	N/A	
Closed Sales Count	13	8	+62.5%	20	18	+11.1%
Closed Sales Volume	\$3,008,806	\$1,713,000	+75.6%	\$4,828,056	\$3,870,500	+24.7%
Average Sales Price	\$231,447	\$214,125	+8.1%	\$241,403	\$215,028	+12.3%
Median Sales Price	\$158,000	\$122,250	+29.2%	\$187,950	\$157,111	+19.6%

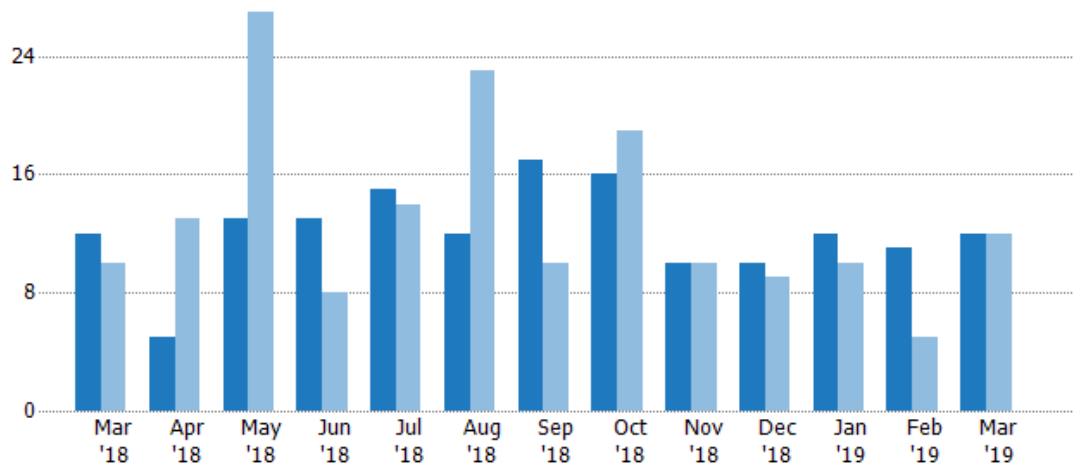
New Listings

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.
Mar '19	12	0%
Mar '18	12	20%
Mar '17	10	-10%



Current Year	12	5	13	13	15	12	17	16	10	10	12	11	12
Prior Year	10	13	27	8	14	23	10	19	10	9	10	5	12
Percent Change from Prior Year	20%	-62%	-52%	63%	7%	-48%	70%	-16%	0%	11%	20%	120%	0%

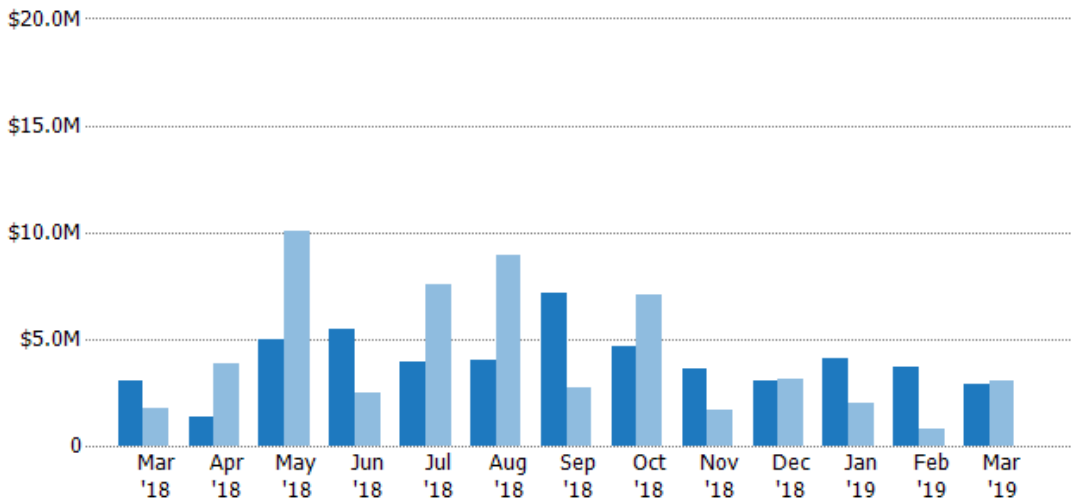
New Listing Volume

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.
Mar '19	\$2.88M	-4.7%
Mar '18	\$3.02M	71.4%
Mar '17	\$1.76M	84%



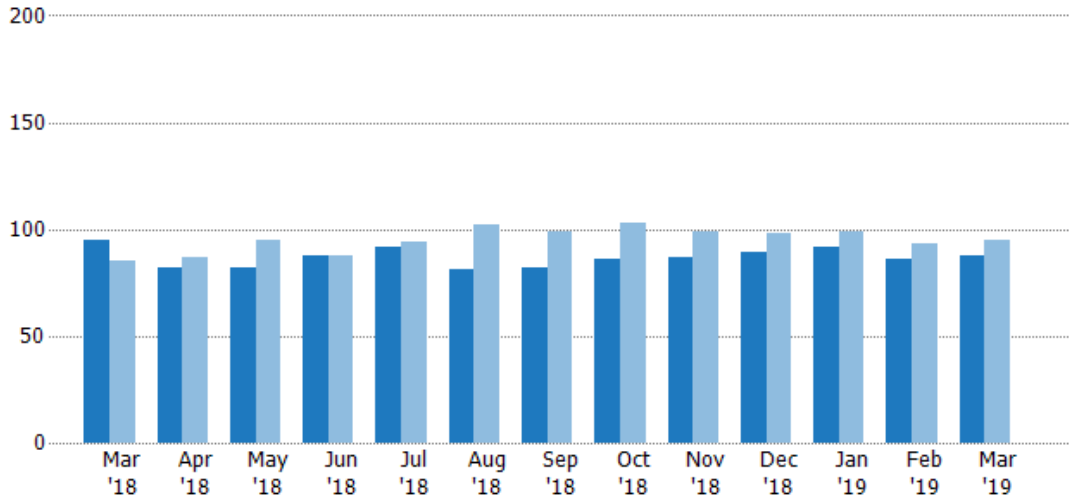
Current Year	\$3.02M	\$1.36M	\$4.98M	\$5.43M	\$3.91M	\$4.03M	\$7.17M	\$4.63M	\$3.63M	\$3.01M	\$4.07M	\$3.71M	\$2.88M
Prior Year	\$1.76M	\$3.84M	\$10M	\$2.5M	\$7.54M	\$8.89M	\$2.71M	\$7.05M	\$1.69M	\$3.09M	\$1.98M	\$765K	\$3.02M
Percent Change from Prior Year	71%	-65%	-50%	117%	-48%	-55%	165%	-34%	115%	-2%	106%	385%	-5%

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.
Mar '19	88	-7.4%
Mar '18	95	11.8%
Mar '17	85	-4.7%

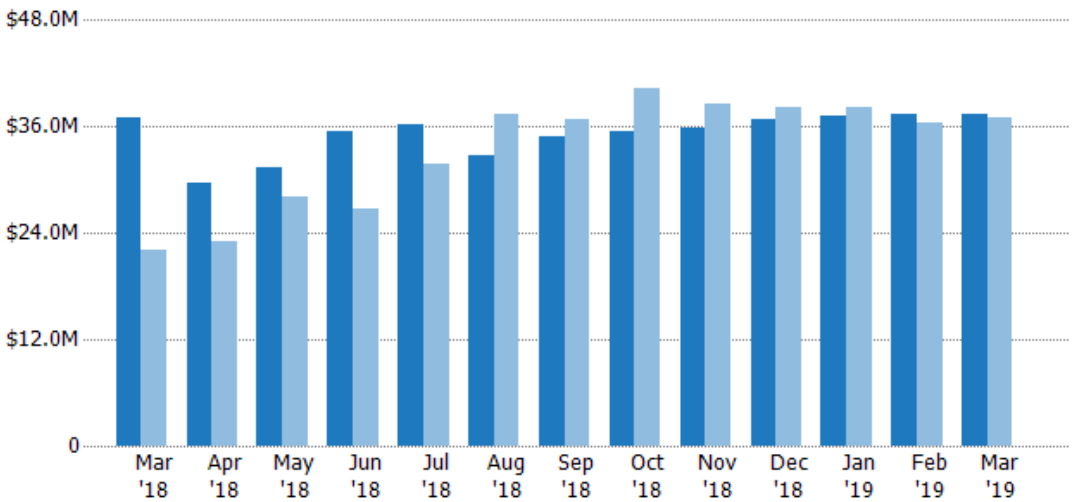
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	95	82	82	88	92	81	82	86	87	89	92	86	88
Prior Year	85	87	95	88	94	102	99	103	99	98	99	93	95
Percent Change from Prior Year	12%	-6%	-14%	0%	-2%	-21%	-17%	-17%	-12%	-9%	-7%	-8%	-7%

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.
Mar '19	\$37.4M	1%
Mar '18	\$37M	67%
Mar '17	\$22.2M	18.4%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$37M	\$29.6M	\$31.4M	\$35.4M	\$36.3M	\$32.7M	\$34.9M	\$35.5M	\$35.9M	\$36.8M	\$37.2M	\$37.4M	\$37.4M
Prior Year	\$22.2M	\$23.1M	\$28M	\$26.7M	\$31.8M	\$37.3M	\$36.7M	\$40.2M	\$38.5M	\$38.3M	\$38.2M	\$36.4M	\$37M
Percent Change from Prior Year	67%	28%	12%	33%	14%	-13%	-5%	-12%	-7%	-4%	-3%	3%	1%

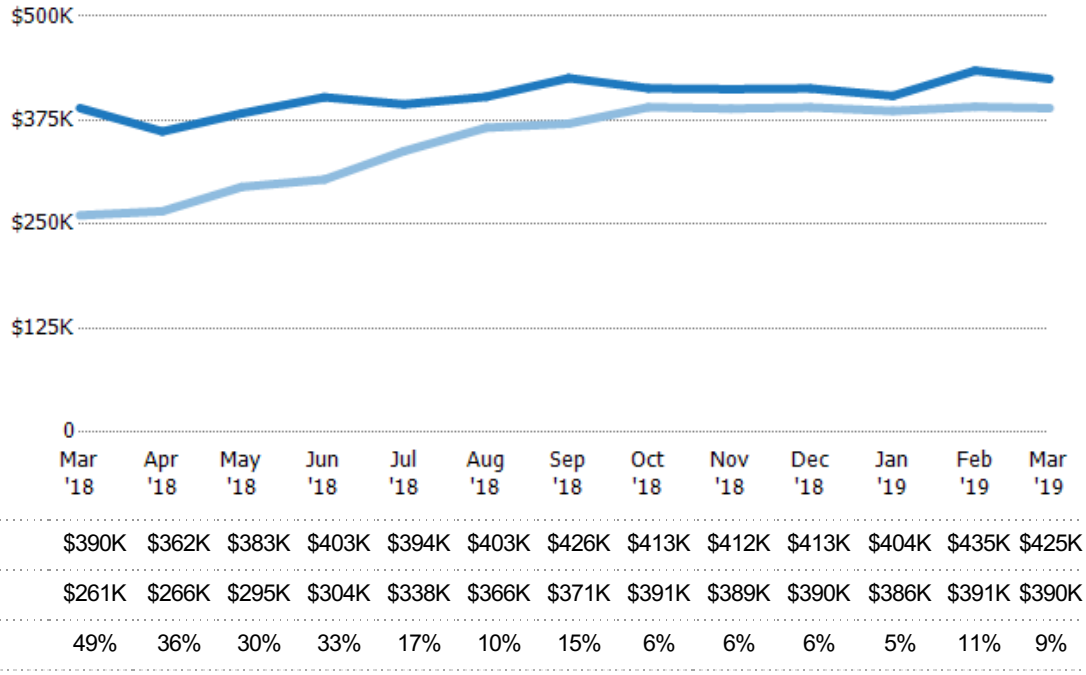
Average Listing Price

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.
Mar '19	\$425K	9%
Mar '18	\$390K	49.4%
Mar '17	\$261K	24.2%



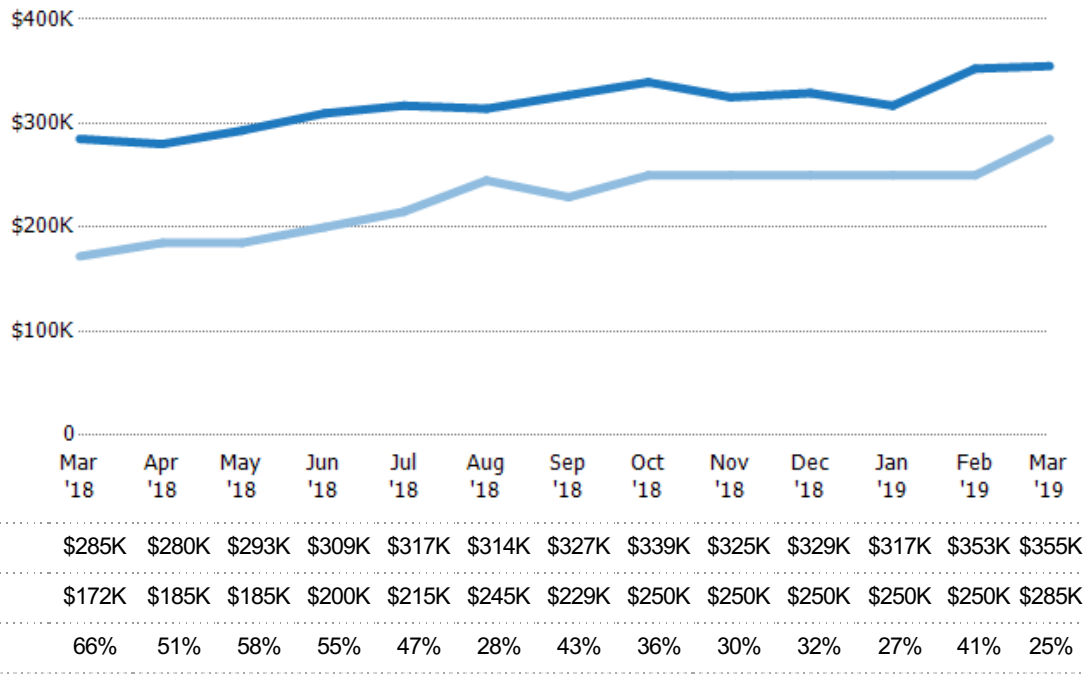
Median Listing Price

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.
Mar '19	\$355K	24.6%
Mar '18	\$285K	65.7%
Mar '17	\$172K	39.2%

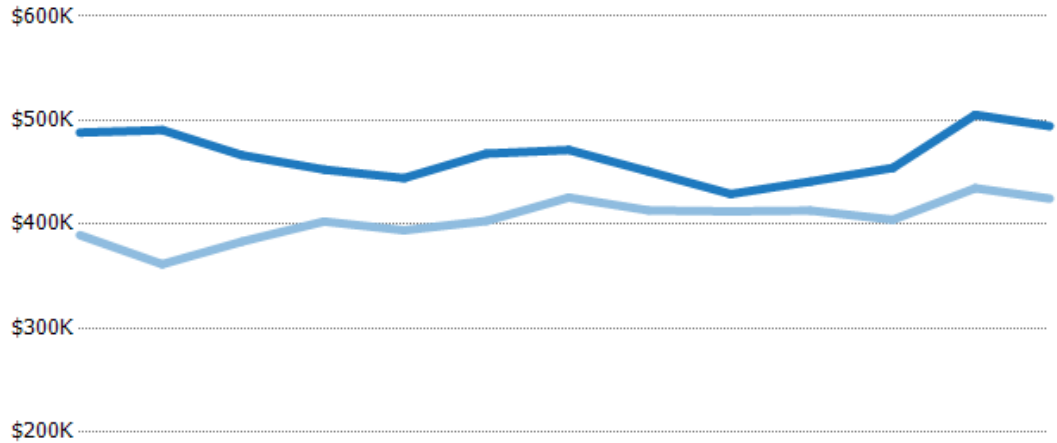


Average Listing Price vs Average Est Value

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



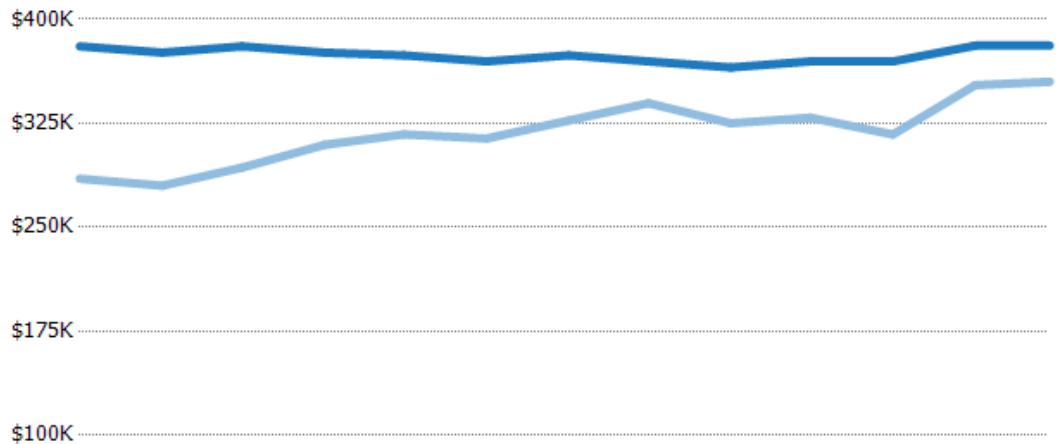
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$488K	\$491K	\$466K	\$453K	\$444K	\$468K	\$471K	\$451K	\$429K	\$441K	\$454K	\$505K	\$494K
Avg Listing Price	\$390K	\$362K	\$383K	\$403K	\$394K	\$403K	\$426K	\$413K	\$412K	\$413K	\$404K	\$435K	\$425K
Avg Listing Price as a % of Avg Est Value	80%	74%	82%	89%	89%	86%	90%	92%	96%	94%	89%	86%	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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$381K	\$376K	\$381K	\$376K	\$374K	\$370K	\$374K	\$370K	\$365K	\$370K	\$370K	\$381K	\$381K
Median Listing Price	\$285K	\$280K	\$293K	\$309K	\$317K	\$314K	\$327K	\$339K	\$325K	\$329K	\$317K	\$353K	\$355K
Med Listing Price as a % of Med Est Value	75%	74%	77%	82%	85%	85%	87%	92%	89%	89%	86%	93%	93%

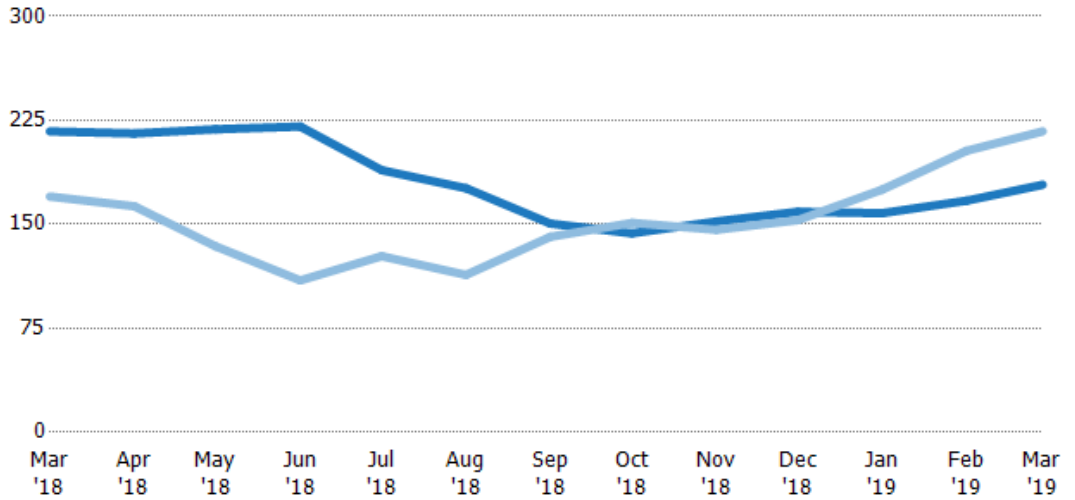
Median Days in RPR

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.
Mar '19	179	-17.7%
Mar '18	217	27.6%
Mar '17	170	15.3%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	217	216	219	221	189	176	151	144	152	159	158	167	179
Prior Year	170	163	134	110	127	114	141	151	146	153	175	203	217
Percent Change from Prior Year	28%	32%	63%	101%	49%	55%	7%	-5%	4%	4%	-10%	-18%	-18%

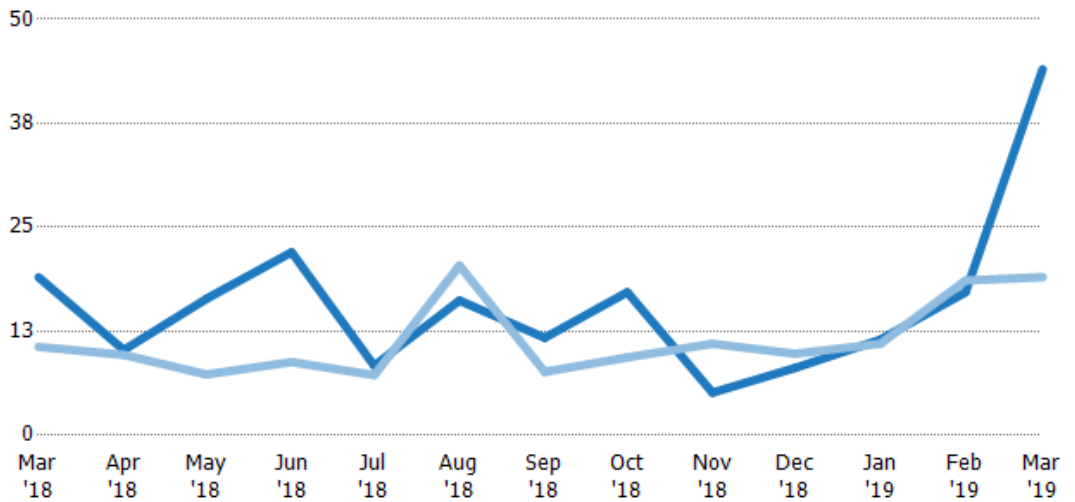
Months of Inventory

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.
Mar '19	44	131.6%
Mar '18	19	78.8%
Mar '17	10.6	281.2%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	19	10.3	16.4	22	8.36	16.2	11.7	17.2	5.12	8.09	11.5	17.2	44
Prior Year	10.6	9.67	7.31	8.8	7.23	20.4	7.62	9.36	11	9.8	11	18.6	19
Percent Change from Prior Year	79%	6%	124%	150%	16%	-21%	54%	84%	-53%	-17%	5%	-8%	132%

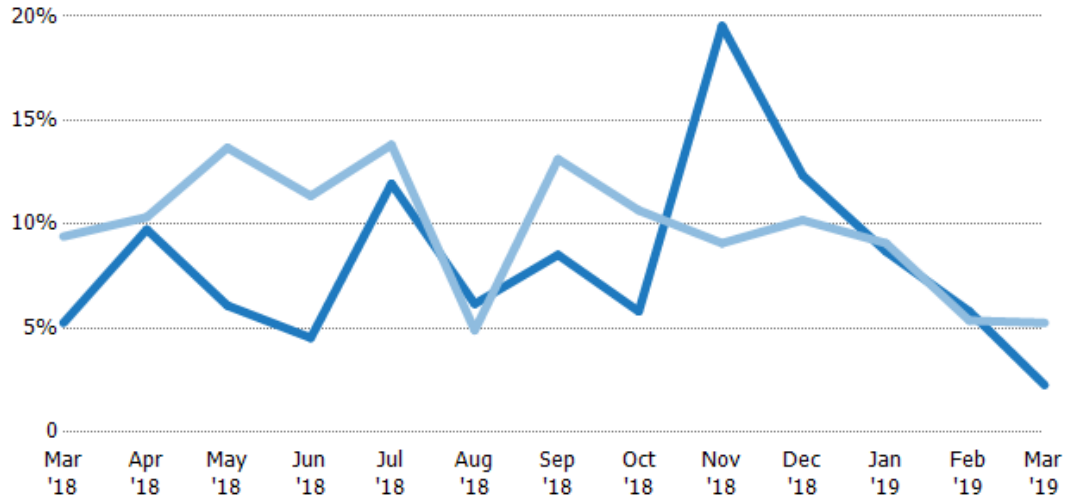
Absorption Rate

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.
Mar '19	2%	3%
Mar '18	5%	4.2%
Mar '17	9%	-73.9%



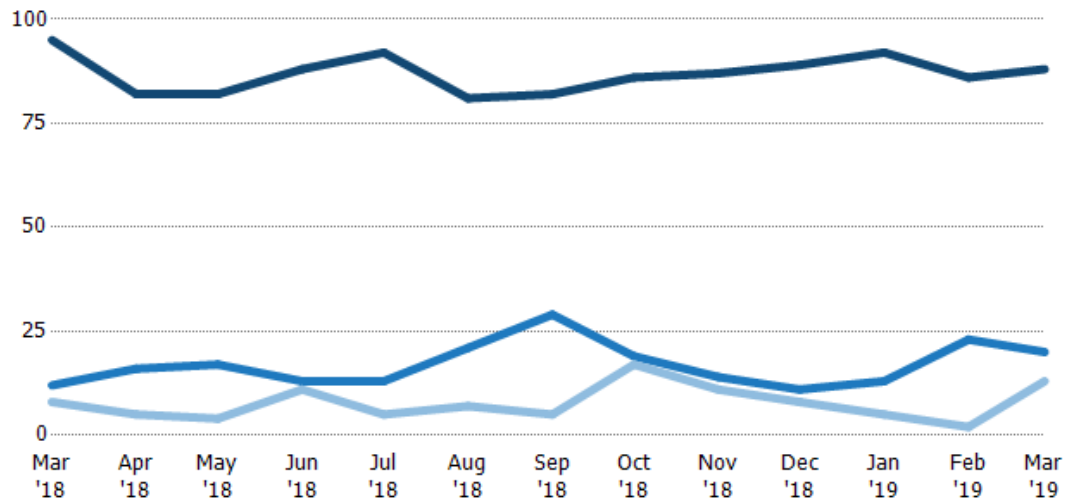
Current Year	5%	10%	6%	5%	12%	6%	9%	6%	20%	12%	9%	6%	2%
Prior Year	9%	10%	14%	11%	14%	5%	13%	11%	9%	10%	9%	5%	5%
Change from Prior Year	4%	1%	8%	7%	2%	-1%	5%	5%	-10%	-2%	0%	0%	3%

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



Active	95	82	82	88	92	81	82	86	87	89	92	86	88
Pending	12	16	17	13	13	21	29	19	14	11	13	23	20
Sold	8	5	4	11	5	7	5	17	11	8	5	2	13

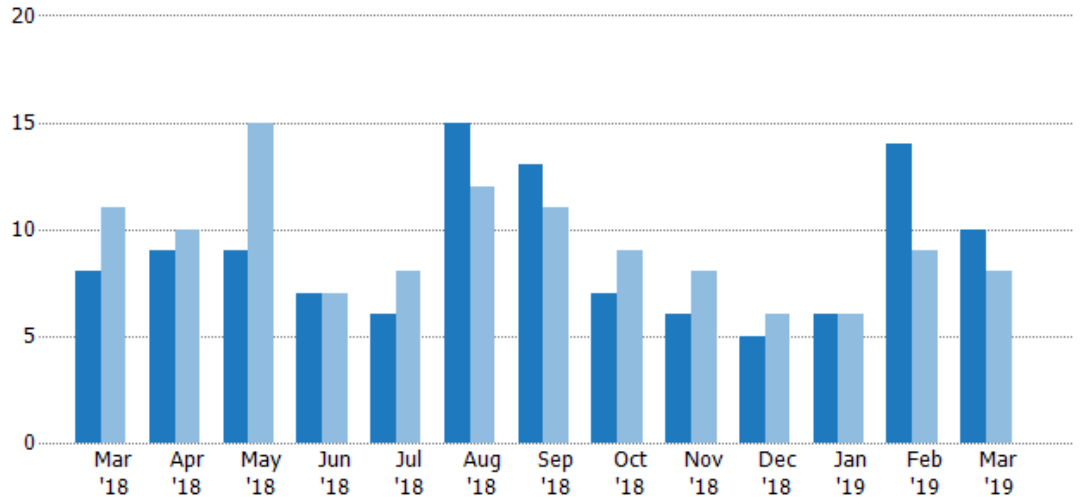
New Pending Sales

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.
Mar '19	10	25%
Mar '18	8	-27.3%
Mar '17	11	-45.5%



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

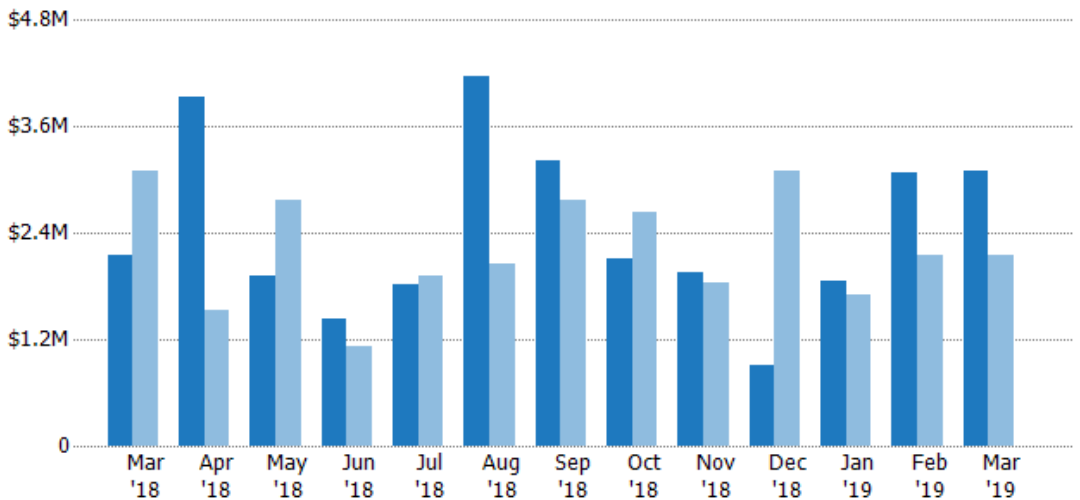
New Pending Sales Volume

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.
Mar '19	\$3.1M	44.4%
Mar '18	\$2.15M	-30.5%
Mar '17	\$3.09M	-56.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$2.15M	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$910K	\$1.85M	\$3.09M	\$3.1M
Prior Year	\$3.09M	\$1.53M	\$2.77M	\$1.12M	\$1.91M	\$2.05M	\$2.77M	\$2.64M	\$1.85M	\$3.09M	\$1.7M	\$2.14M	\$2.15M
Percent Change from Prior Year	-30%	158%	-31%	27%	-5%	103%	16%	-20%	6%	-71%	9%	44%	44%

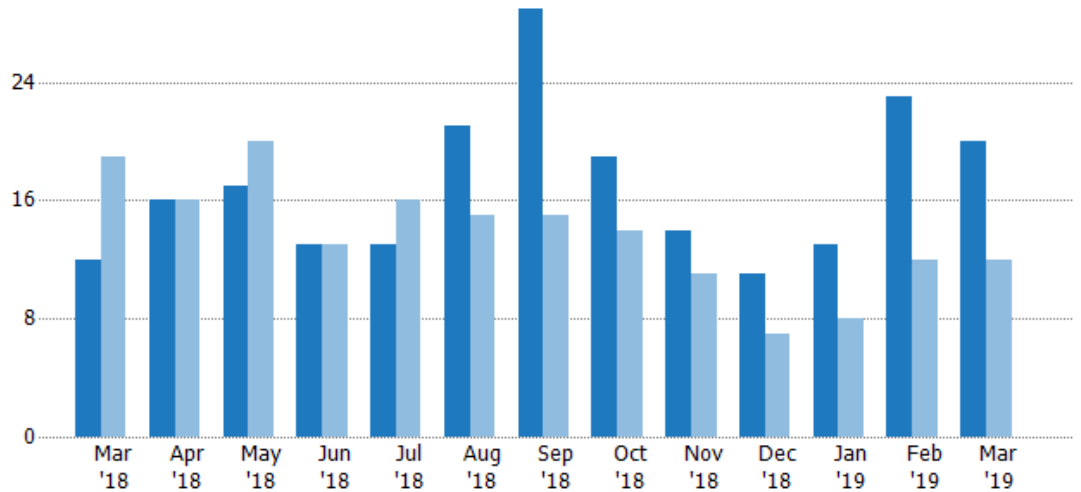
Pending Sales

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.
Mar '19	20	66.7%
Mar '18	12	-36.8%
Mar '17	19	-47.4%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	12	16	17	13	13	21	29	19	14	11	13	23	20
Prior Year	19	16	20	13	16	15	15	14	11	7	8	12	12
Percent Change from Prior Year	-37%	0%	-15%	0%	-19%	40%	93%	36%	27%	57%	63%	92%	67%

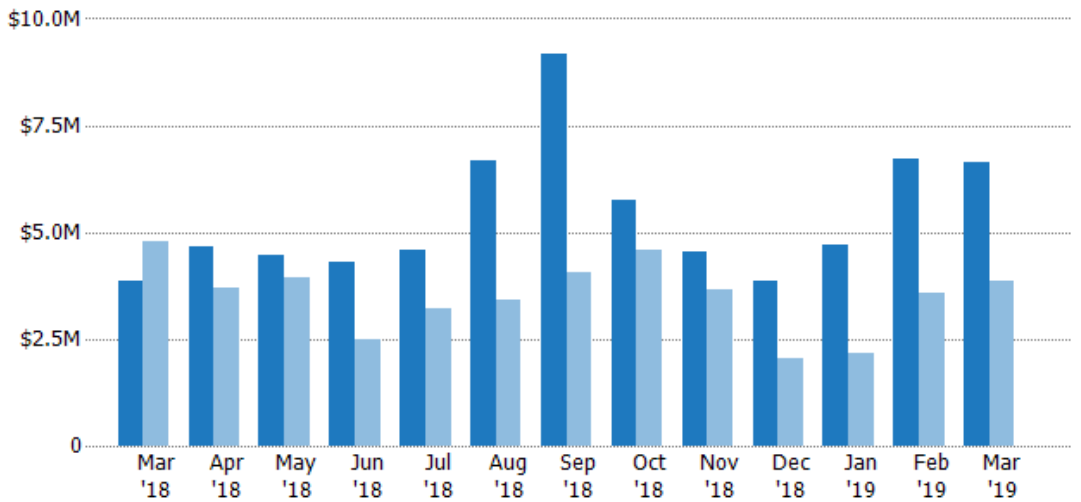
Pending Sales Volume

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.
Mar '19	\$6.64M	71.8%
Mar '18	\$3.87M	-18.9%
Mar '17	\$4.77M	-52.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$3.87M	\$4.64M	\$4.45M	\$4.32M	\$4.59M	\$6.66M	\$9.18M	\$5.76M	\$4.54M	\$3.87M	\$4.72M	\$6.7M	\$6.64M
Prior Year	\$4.77M	\$3.7M	\$3.93M	\$2.48M	\$3.22M	\$3.43M	\$4.04M	\$4.59M	\$3.65M	\$2.06M	\$2.17M	\$3.56M	\$3.87M
Percent Change from Prior Year	-19%	25%	13%	74%	43%	94%	127%	26%	24%	88%	117%	88%	72%

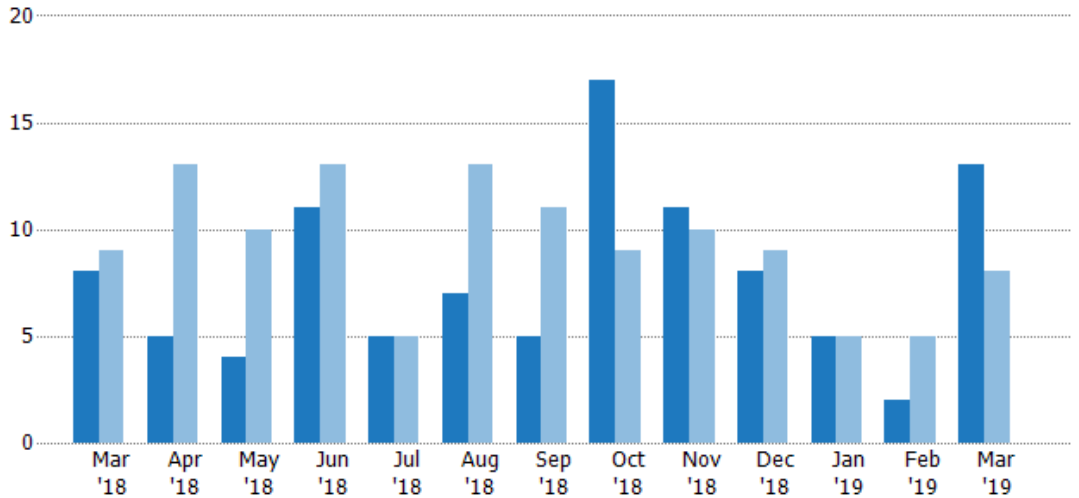
Closed Sales

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.
Mar '19	13	62.5%
Mar '18	8	-11.1%
Mar '17	9	-88.9%



Current Year	8	5	4	11	5	7	5	17	11	8	5	2	13
Prior Year	9	13	10	13	5	13	11	9	10	9	5	5	8
Percent Change from Prior Year	-11%	-62%	-60%	-15%	0%	-46%	-55%	89%	10%	-11%	0%	-60%	63%

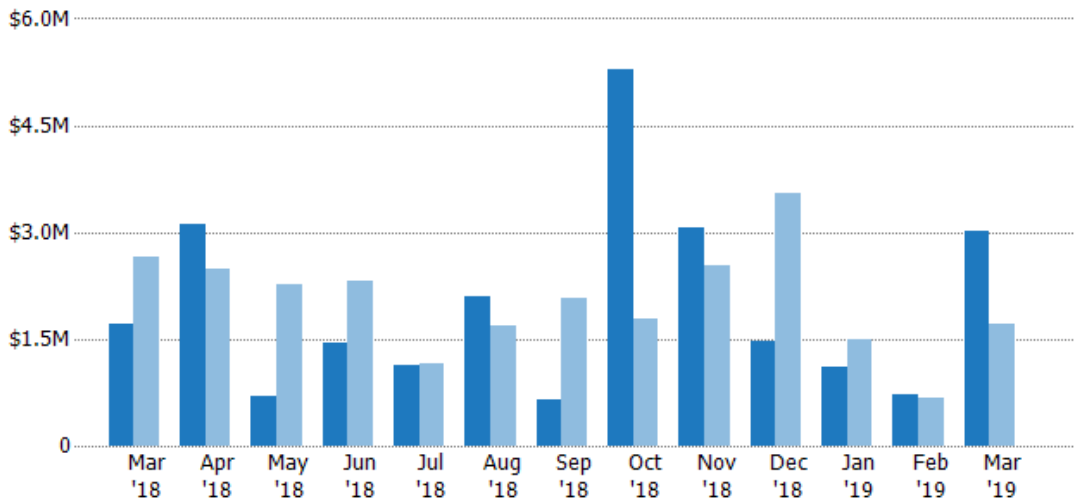
Closed Sales Volume

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.
Mar '19	\$3.01M	75.6%
Mar '18	\$1.71M	-35.3%
Mar '17	\$2.65M	-97.7%



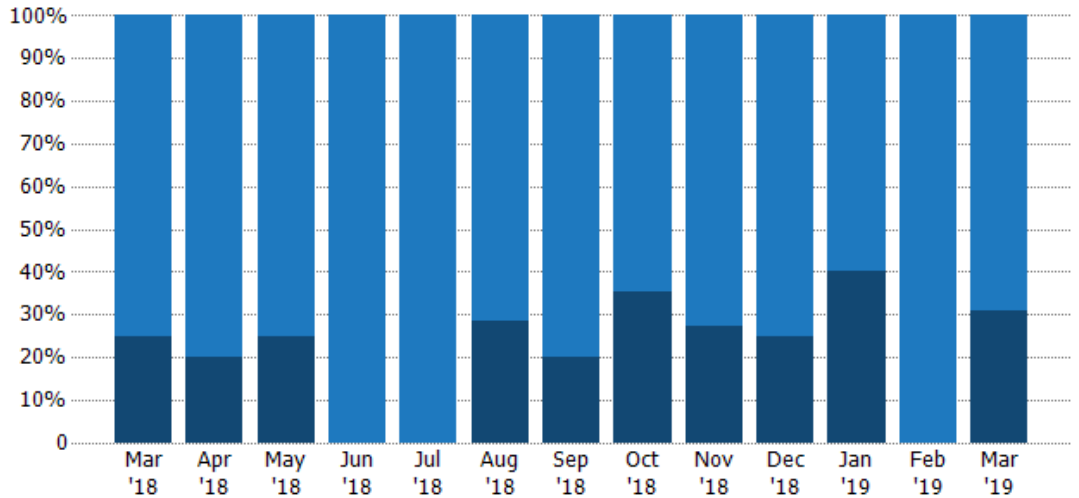
Current Year	\$1.71M	\$3.11M	\$692K	\$1.46M	\$1.13M	\$2.1M	\$656K	\$5.28M	\$3.08M	\$1.46M	\$1.11M	\$710K	\$3.01M
Prior Year	\$2.65M	\$2.48M	\$2.27M	\$2.31M	\$1.16M	\$1.7M	\$2.06M	\$1.78M	\$2.54M	\$3.55M	\$1.49M	\$669K	\$1.71M
Percent Change from Prior Year	-35%	25%	-70%	-37%	-2%	24%	-68%	198%	21%	-59%	-26%	6%	76%

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



Condo/Townhouse	75%	80%	75%	100%	100%	71%	80%	65%	73%	75%	60%	100%	69%
Single Family Residence	25%	20%	25%	-	-	29%	20%	35%	27%	25%	40%	-	31%

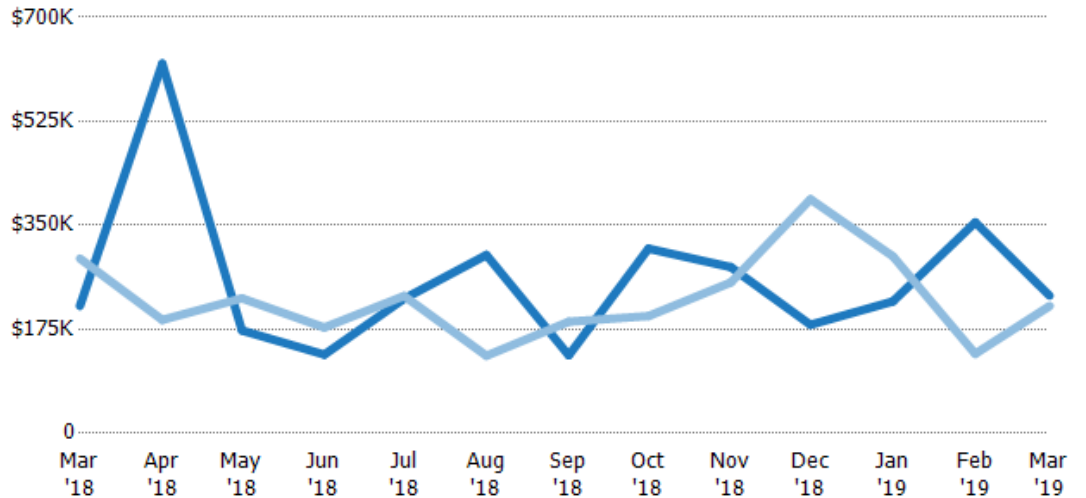
Average Sales Price

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.
Mar '19	\$231K	8.1%
Mar '18	\$214K	-27.2%
Mar '17	\$294K	-79.6%



Current Year	\$214K	\$622K	\$173K	\$132K	\$226K	\$300K	\$131K	\$311K	\$280K	\$183K	\$222K	\$355K	\$231K
Prior Year	\$294K	\$191K	\$227K	\$178K	\$231K	\$130K	\$188K	\$197K	\$254K	\$394K	\$298K	\$134K	\$214K
Percent Change from Prior Year	-27%	226%	-24%	-26%	-2%	130%	-30%	58%	10%	-54%	-26%	166%	8%

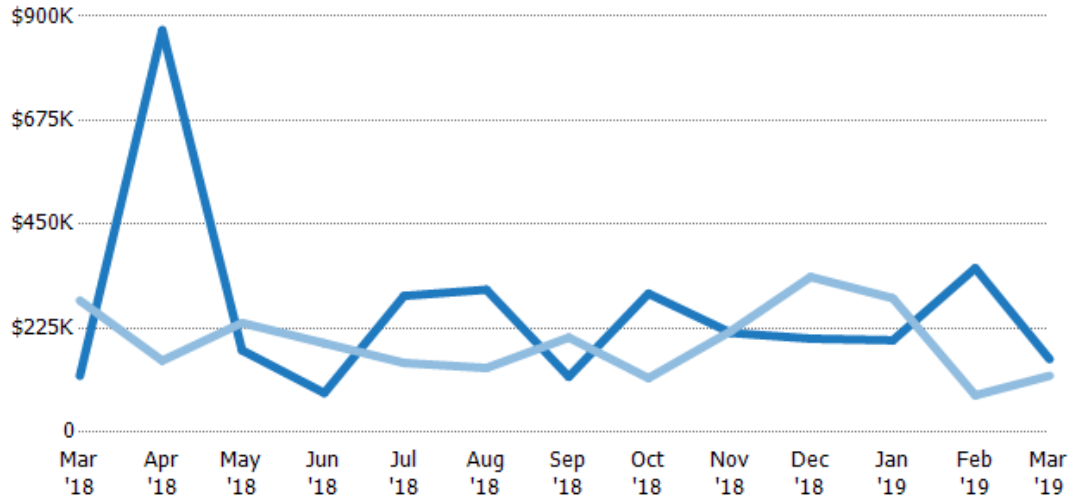
Median Sales Price

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.
Mar '19	\$158K	29.2%
Mar '18	\$122K	-57.1%
Mar '17	\$285K	-78.9%



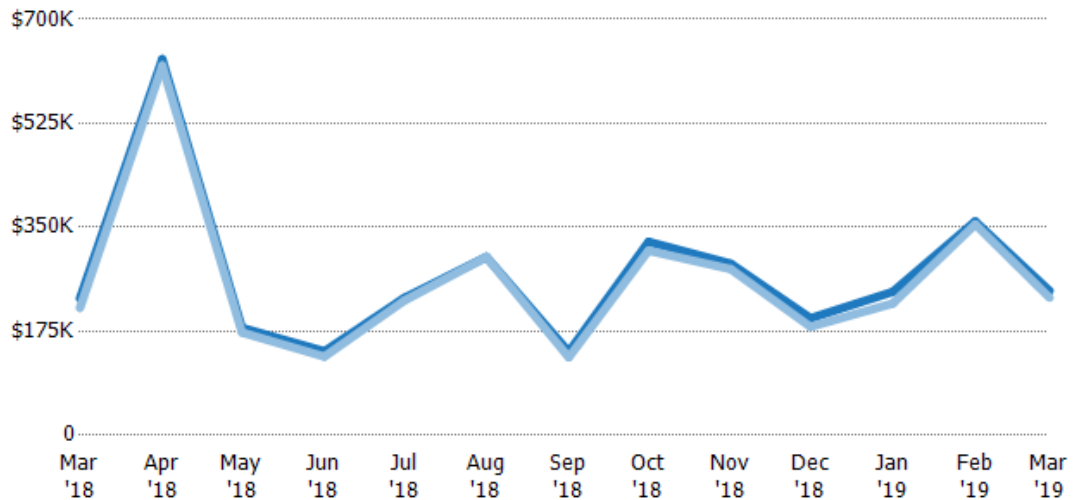
Current Year	\$122K	\$870K	\$178K	\$85K	\$295K	\$309K	\$120K	\$300K	\$215K	\$203K	\$199K	\$355K	\$158K
Prior Year	\$285K	\$155K	\$237K	\$193K	\$150K	\$139K	\$205K	\$117K	\$219K	\$336K	\$290K	\$80K	\$122K
Percent Change from Prior Year	-57%	461%	-25%	-56%	97%	122%	-41%	156%	-2%	-40%	-31%	344%	29%

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



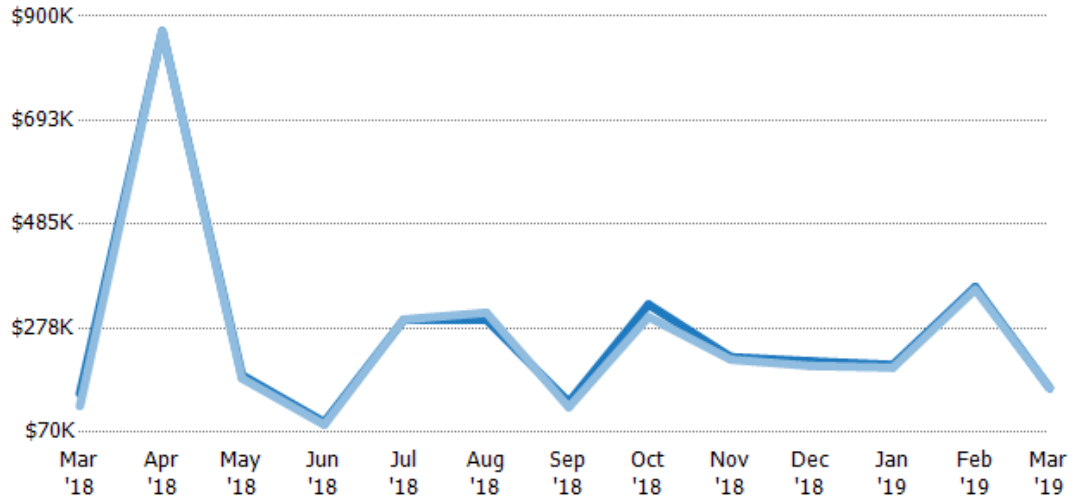
Avg List Price	\$230K	\$633K	\$181K	\$141K	\$231K	\$300K	\$140K	\$326K	\$289K	\$197K	\$242K	\$360K	\$243K
Avg Sales Price	\$214K	\$622K	\$173K	\$132K	\$226K	\$300K	\$131K	\$311K	\$280K	\$183K	\$222K	\$355K	\$231K
Avg Sales Price as a % of Avg List Price	93%	98%	96%	94%	98%	100%	93%	95%	97%	93%	92%	99%	95%

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



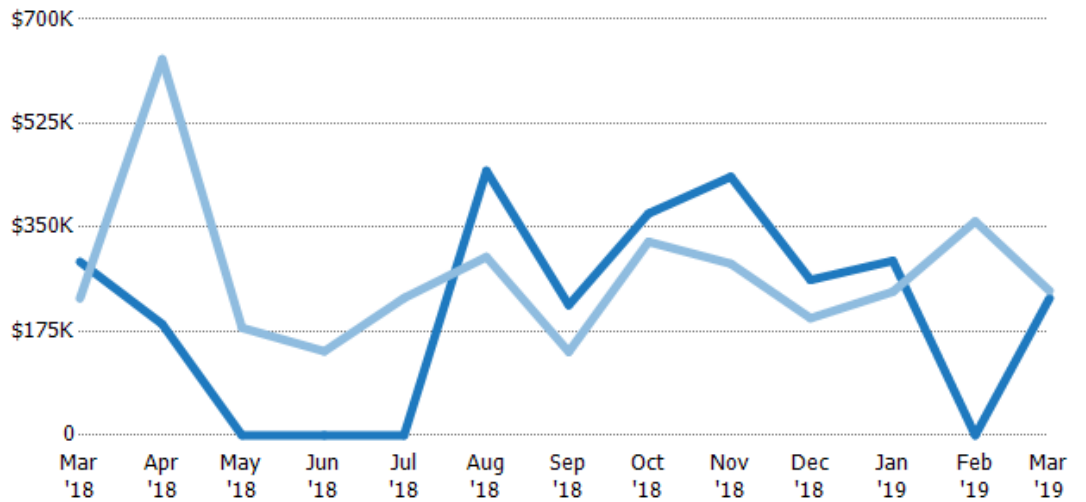
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$147K	\$870K	\$184K	\$90K	\$295K	\$295K	\$130K	\$325K	\$220K	\$212K	\$205K	\$360K	\$158K
Median Sales Price	\$122K	\$870K	\$178K	\$85K	\$295K	\$309K	\$120K	\$300K	\$215K	\$203K	\$199K	\$355K	\$158K
Med Sales Price as a % of Med List Price	83%	100%	96%	94%	100%	105%	92%	92%	98%	96%	97%	99%	100%

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



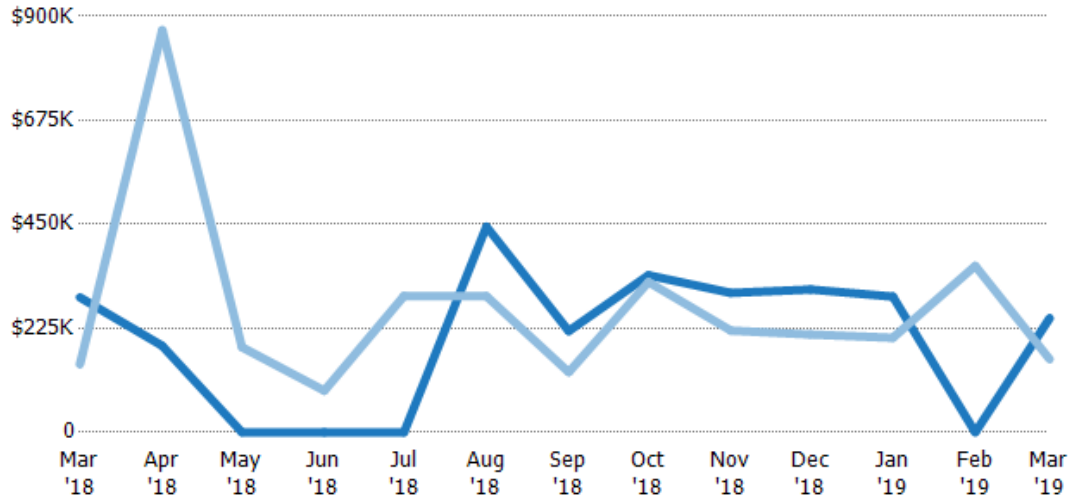
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$292K	\$187K	\$0	\$0	\$0	\$445K	\$219K	\$373K	\$435K	\$261K	\$294K	\$0	\$231K
Avg Sales Price	\$230K	\$633K	\$181K	\$141K	\$231K	\$300K	\$140K	\$326K	\$289K	\$197K	\$242K	\$360K	\$243K
Avg Sales Price as a % of Avg Est Value	79%	339%	100%	100%	100%	67%	64%	87%	66%	75%	82%	100%	105%

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	\$292K	\$187K	\$0	\$0	\$0	\$445K	\$219K	\$340K	\$302K	\$309K	\$294K	\$0	\$247K
Median Sales Price	\$147K	\$870K	\$184K	\$90K	\$295K	\$295K	\$130K	\$325K	\$220K	\$212K	\$205K	\$360K	\$158K
Med Sales Price as a % of Med Est Value	50%	465%	100%	100%	100%	66%	59%	96%	73%	68%	70%	100%	64%