

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	5	+60%	43	32	+34.4%
New Listing Volume	\$1,883,750	\$1,363,000	+38.2%	\$12,537,350	\$7,126,700	+75.9%
Active Listing Count	—	82	—	N/A	N/A	
Active Listing Volume	—	\$29,648,500	—	N/A	N/A	
Average Listing Price	—	\$361,567	—	\$420,894	\$382,802	+10%
Median Listing Price	—	\$280,000	—	\$341,032	\$265,678	+28.4%
Median Days in RPR	—	215.5	—	127.57	204.5	-37.6%
Months of Inventory	—	10.3	-100%	11.6	11.2	+3.4%
Absorption Rate	—	9.76%	—	8.65%	8.94%	-0.3%
Sales Activity Charts Metrics						
New Pending Sales Count	8	9	-11.1%	38	32	+18.8%
New Pending Sales Volume	\$2,951,400	\$3,942,350	-25.1%	\$10,989,300	\$9,936,050	+10.6%
Pending Sales Count	—	16	—	N/A	N/A	
Pending Sales Volume	—	\$4,644,150	—	N/A	N/A	
Closed Sales Count	7	5	+40%	27	23	+17.4%
Closed Sales Volume	\$2,505,500	\$3,110,000	-19.4%	\$7,333,556	\$6,980,500	+5.1%
Average Sales Price	\$357,929	\$622,000	-42.5%	\$271,613	\$303,500	-10.5%
Median Sales Price	\$305,000	\$870,000	-64.9%	\$218,296	\$312,087	-30.1%

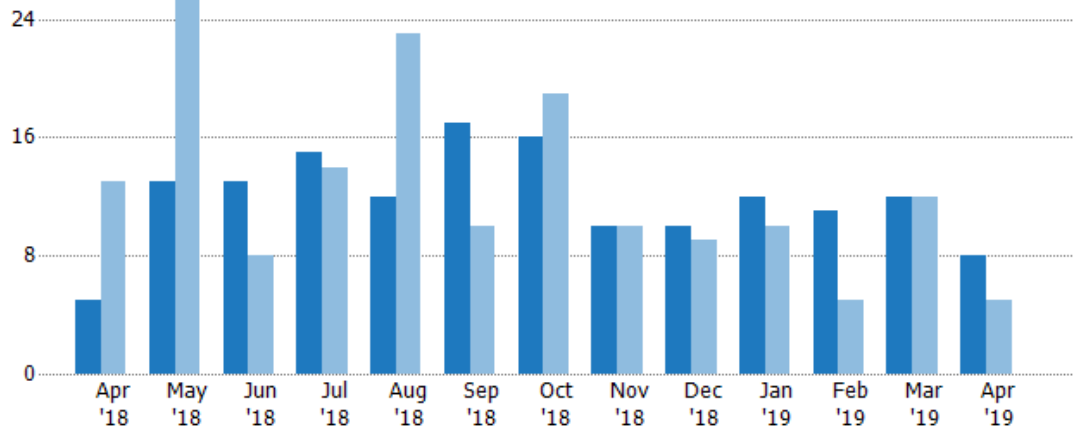
New Listings

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.
Apr '19	8	60%
Apr '18	5	-61.5%
Apr '17	13	-30.8%



Current Year	5	13	13	15	12	17	16	10	10	12	11	12	8
Prior Year	13	27	8	14	23	10	19	10	9	10	5	12	5
Percent Change from Prior Year	-62%	-52%	63%	7%	-48%	70%	-16%	0%	11%	20%	120%	0%	60%

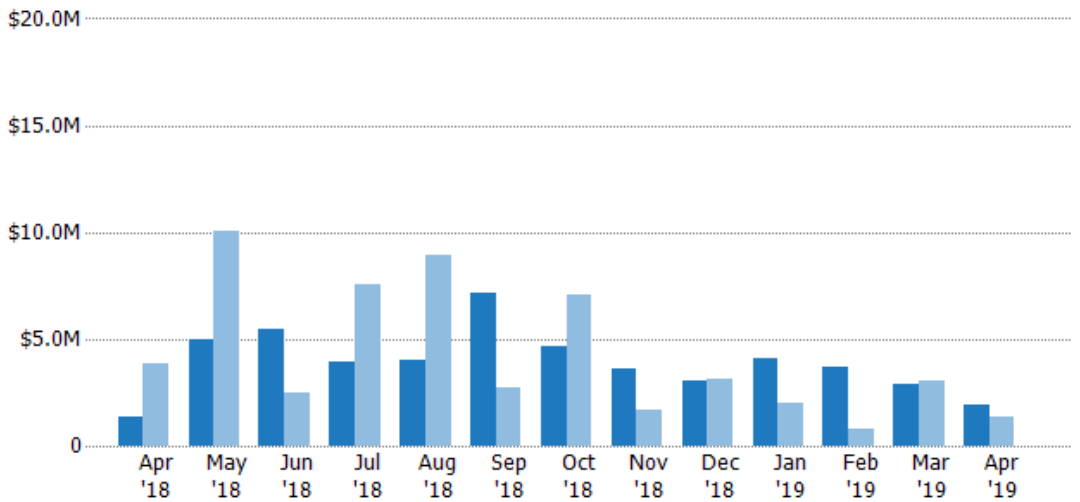
New Listing Volume

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.
Apr '19	\$1.88M	38.2%
Apr '18	\$1.36M	-64.5%
Apr '17	\$3.84M	-54.9%



Current Year	\$1.36M	\$4.98M	\$5.43M	\$3.91M	\$4.03M	\$7.17M	\$4.63M	\$3.63M	\$3.01M	\$4.07M	\$3.71M	\$2.88M	\$1.88M
Prior Year	\$3.84M	\$10M	\$2.5M	\$7.54M	\$8.89M	\$2.71M	\$7.05M	\$1.69M	\$3.09M	\$1.98M	\$765K	\$3.02M	\$1.36M
Percent Change from Prior Year	-65%	-50%	117%	-48%	-55%	165%	-34%	115%	-2%	106%	385%	-5%	38%

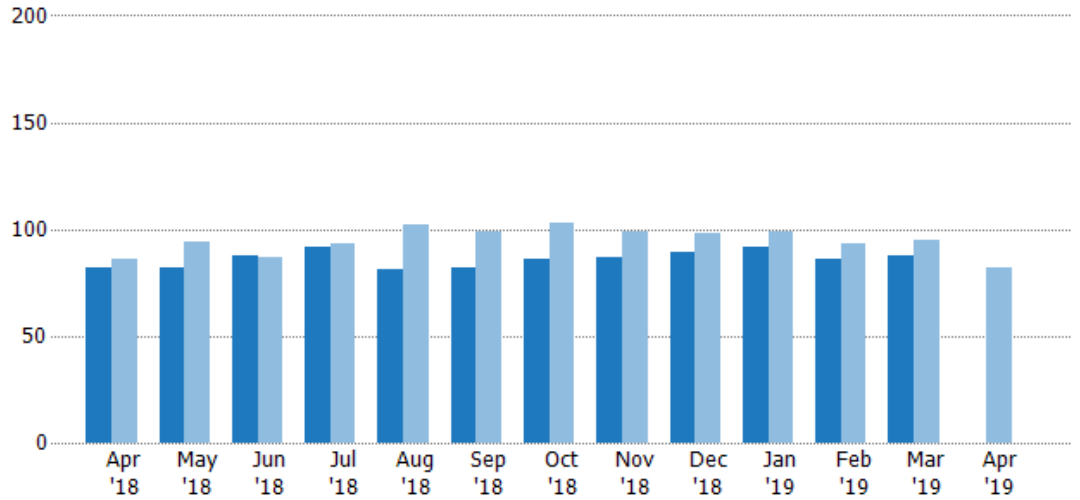
Active Listings

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



Current Year	82	82	88	92	81	82	86	87	89	92	86	88	-
Prior Year	86	94	87	93	102	99	103	99	98	99	93	95	82
Percent Change from Prior Year	-5%	-13%	1%	-1%	-21%	-17%	-17%	-12%	-9%	-7%	-8%	-7%	-100%

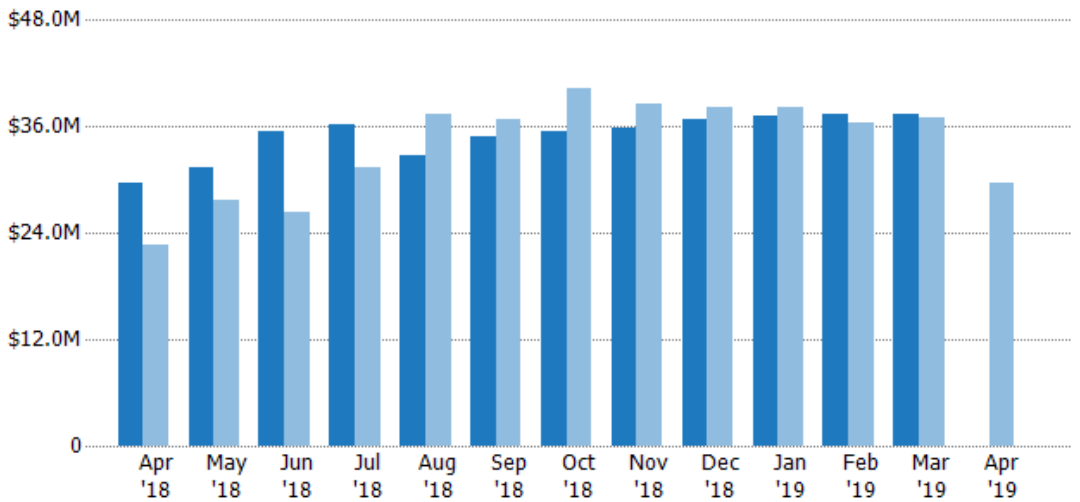
Active Listing Volume

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



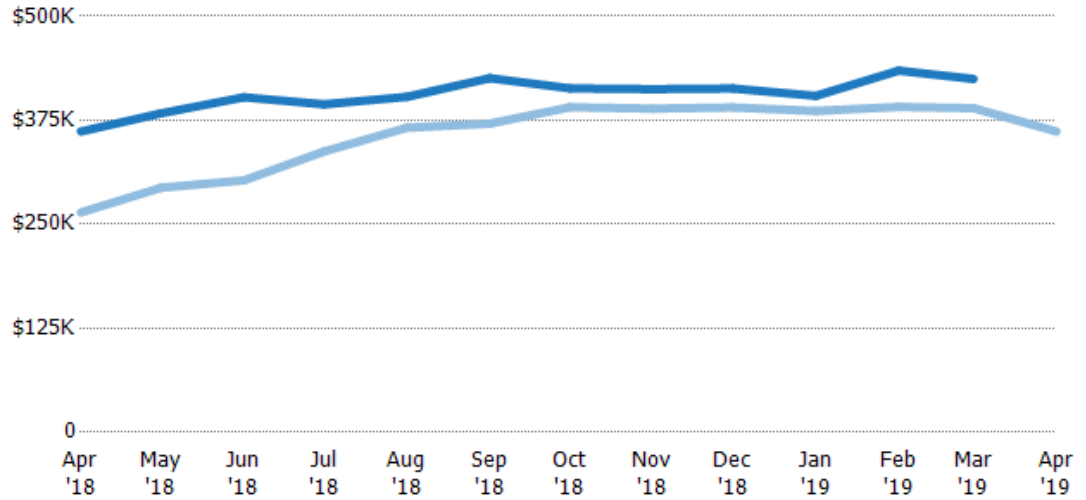
Current Year	\$29.6M	\$31.4M	\$35.4M	\$36.3M	\$32.7M	\$34.9M	\$35.5M	\$35.9M	\$36.8M	\$37.2M	\$37.4M	\$37.4M	-
Prior Year	\$22.7M	\$27.6M	\$26.3M	\$31.4M	\$37.3M	\$36.7M	\$40.2M	\$38.5M	\$38.3M	\$38.2M	\$36.4M	\$37M	\$29.6M
Percent Change from Prior Year	30%	14%	35%	16%	-13%	-5%	-12%	-7%	-4%	-3%	3%	1%	-100%

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

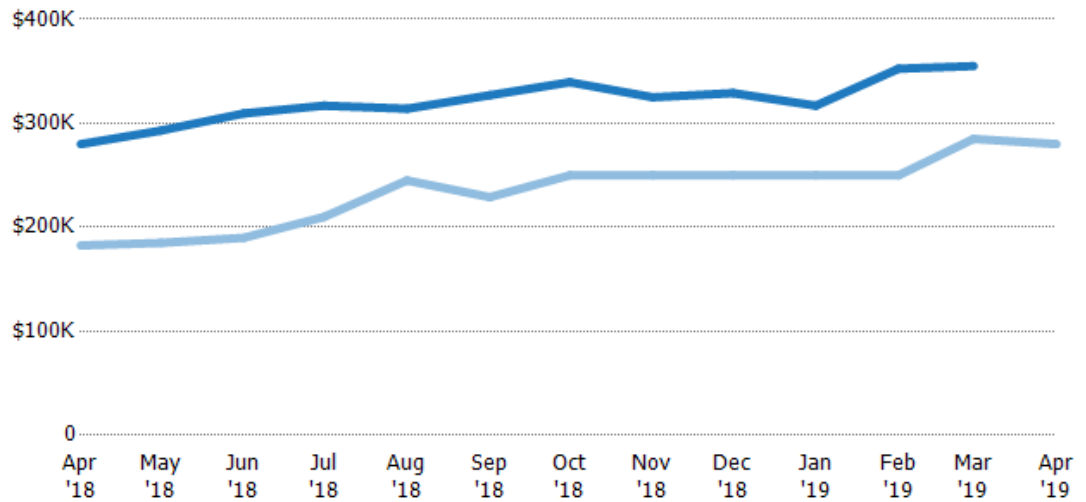


Median Listing Price

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

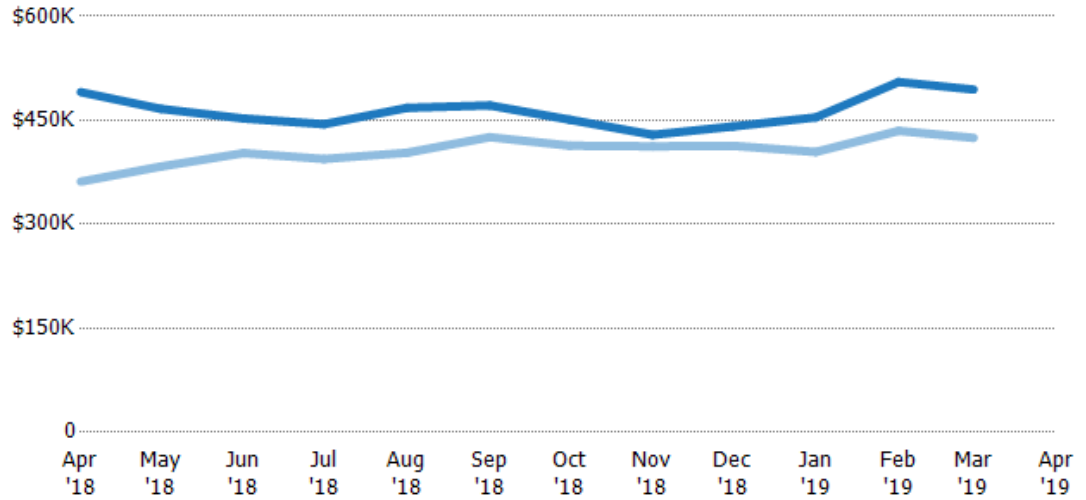


Average Listing Price vs Average Est Value

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



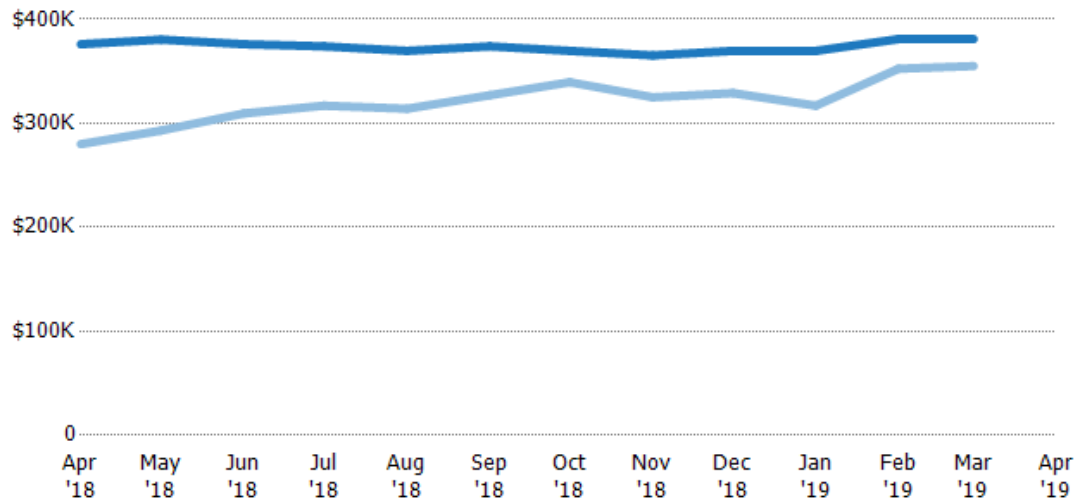
Avg Est Value	\$491K	\$466K	\$453K	\$444K	\$468K	\$471K	\$451K	\$429K	\$441K	\$454K	\$505K	\$494K	-
Avg Listing Price	\$362K	\$383K	\$403K	\$394K	\$403K	\$426K	\$413K	\$412K	\$413K	\$404K	\$435K	\$425K	-
Avg Listing Price as a % of Avg Est Value	74%	82%	89%	89%	86%	90%	92%	96%	94%	89%	86%	86%	-

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



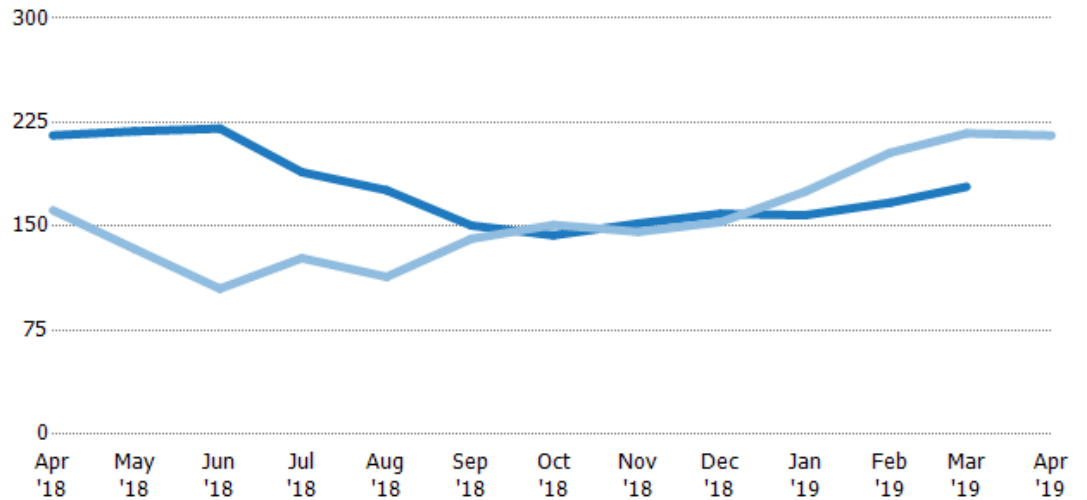
Median Est Value	\$376K	\$381K	\$376K	\$374K	\$370K	\$374K	\$370K	\$365K	\$370K	\$370K	\$381K	\$381K	-
Median Listing Price	\$280K	\$293K	\$309K	\$317K	\$314K	\$327K	\$339K	\$325K	\$329K	\$317K	\$353K	\$355K	-
Med Listing Price as a % of Med Est Value	74%	77%	82%	85%	85%	87%	92%	89%	89%	86%	93%	93%	-

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



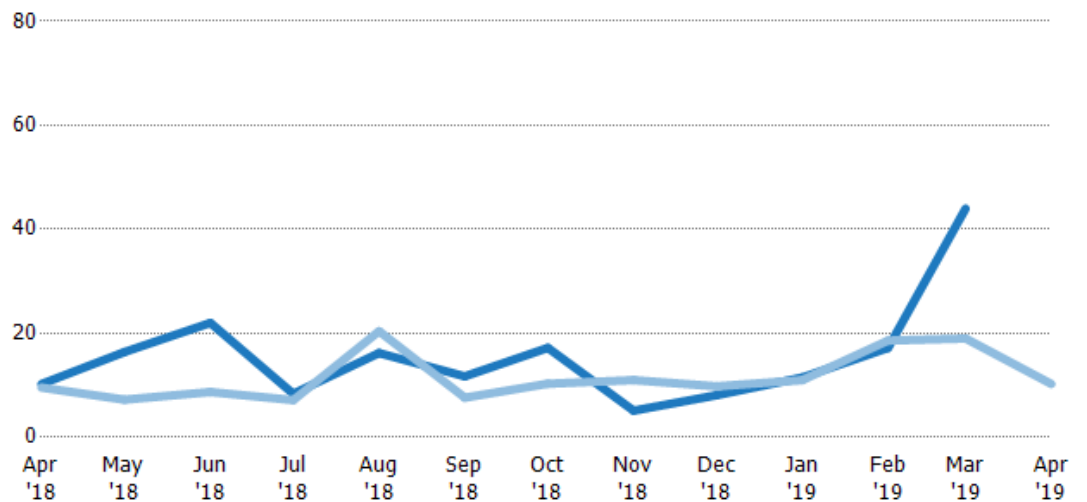
Current Year	216	219	221	189	176	151	144	152	159	158	167	179	-
Prior Year	162	134	105	127	114	141	151	146	153	175	203	217	216
Percent Change from Prior Year	33%	64%	110%	49%	55%	7%	-5%	4%	4%	-10%	-18%	-18%	-100%

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



Current Year	10.3	16.4	22	8.36	16.2	11.7	17.2	5.12	8.09	11.5	17.2	44	-
Prior Year	9.56	7.23	8.7	7.15	20.4	7.62	10.3	11	9.8	11	18.6	19	10.3
Percent Change from Prior Year	7%	127%	153%	17%	-21%	54%	67%	-53%	-17%	5%	-8%	132%	-100%

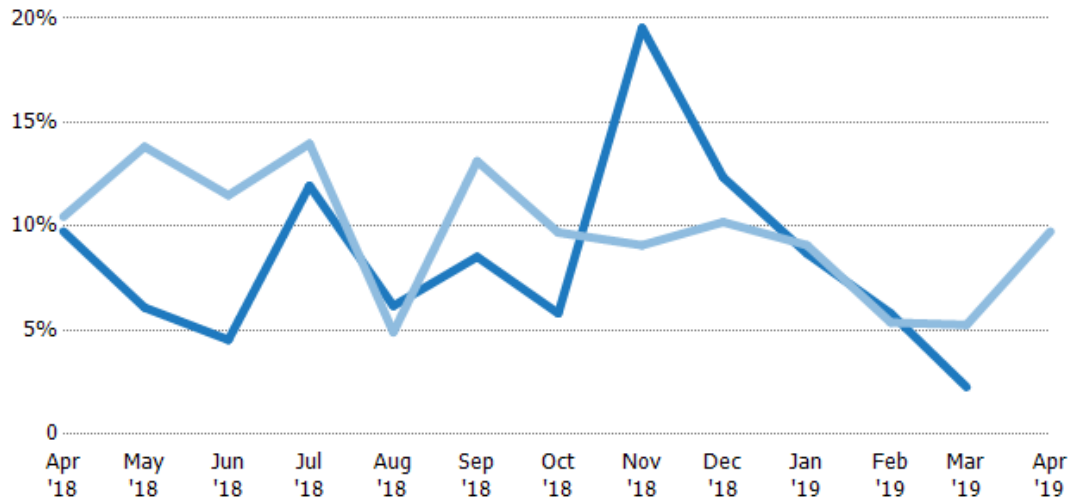
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Warren, VT 05674

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



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

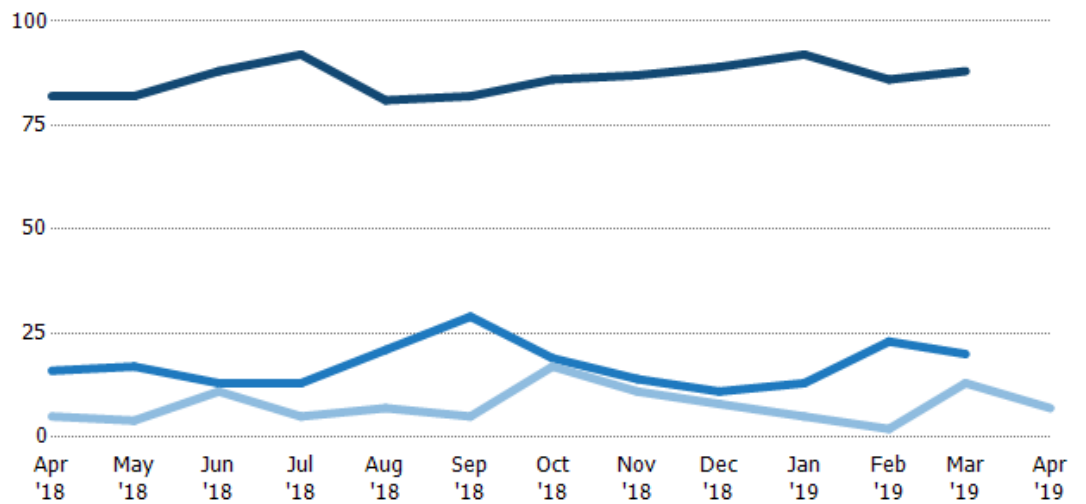
Active/Pending/Sold Units

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

New Pending Sales

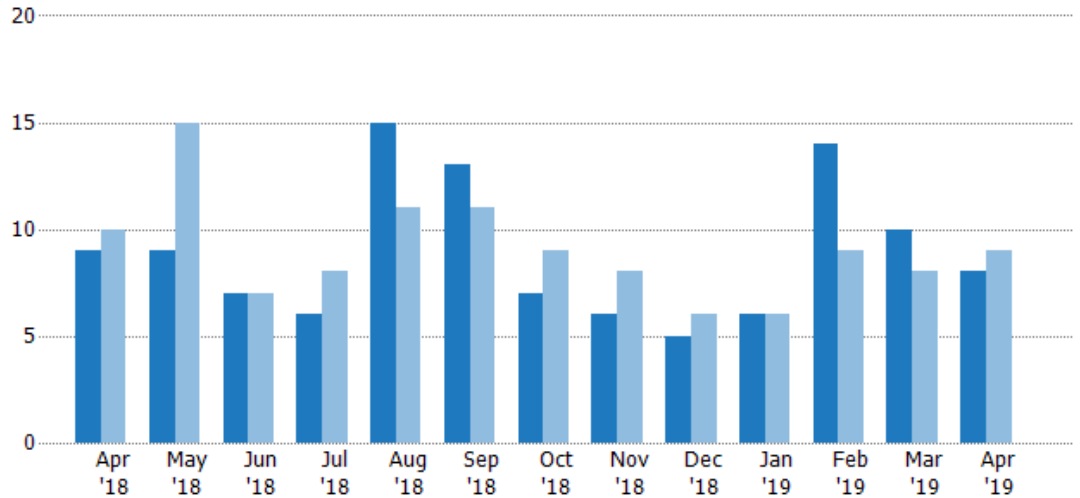
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Warren, VT 05674

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

Month/ Year	Count	% Chg.
Apr '19	8	-11.1%
Apr '18	9	-10%
Apr '17	10	-50%



Current Year	9	9	7	6	15	13	7	6	5	6	14	10	8
Prior Year	10	15	7	8	11	11	9	8	6	6	9	8	9
Percent Change from Prior Year	-10%	-40%	0%	-25%	36%	18%	-22%	-25%	-17%	0%	56%	25%	-11%

New Pending Sales Volume

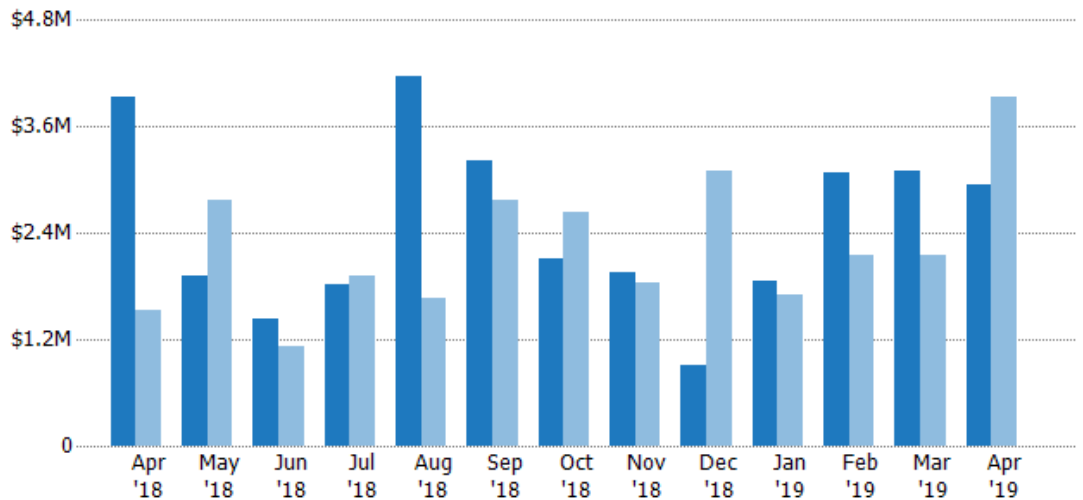
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Warren, VT 05674

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

Month/ Year	Volume	% Chg.
Apr '19	\$2.95M	-25.1%
Apr '18	\$3.94M	157.5%
Apr '17	\$1.53M	-48.5%



Current Year	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$910K	\$1.85M	\$3.09M	\$3.1M	\$2.95M
Prior Year	\$1.53M	\$2.77M	\$1.12M	\$1.91M	\$1.66M	\$2.77M	\$2.64M	\$1.85M	\$3.09M	\$1.7M	\$2.14M	\$2.15M	\$3.94M
Percent Change from Prior Year	158%	-31%	27%	-5%	150%	16%	-20%	6%	-71%	9%	44%	44%	-25%

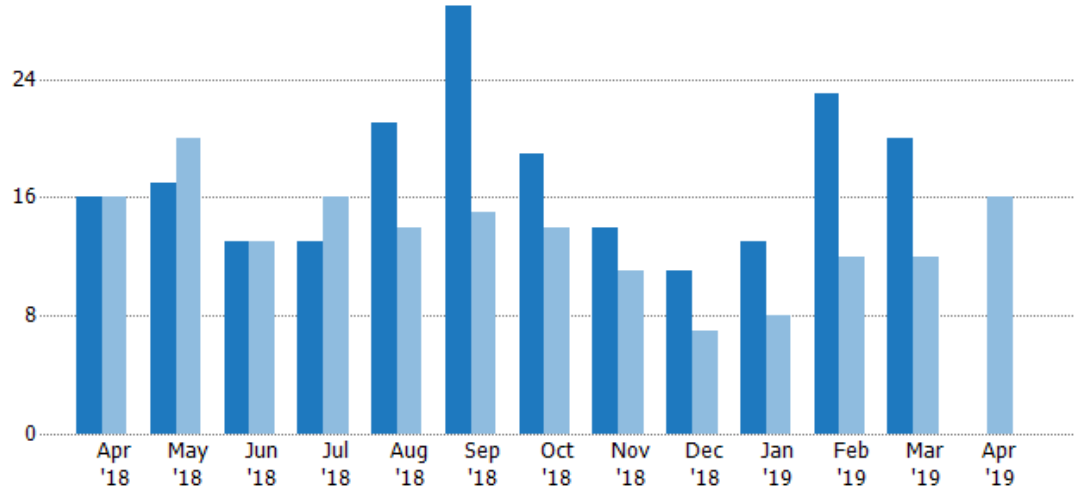
Pending Sales

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



Current Year	16	17	13	13	21	29	19	14	11	13	23	20	-
Prior Year	16	20	13	16	14	15	14	11	7	8	12	12	16
Percent Change from Prior Year	0%	-15%	0%	-19%	50%	93%	36%	27%	57%	63%	92%	67%	-100%

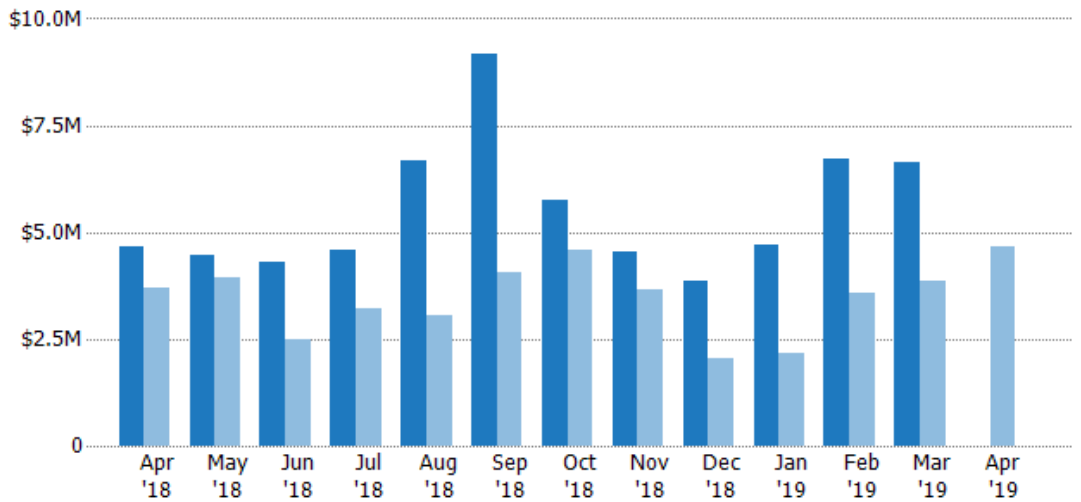
Pending Sales Volume

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



Current Year	\$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	\$3.7M	\$3.93M	\$2.48M	\$3.22M	\$3.05M	\$4.04M	\$4.59M	\$3.65M	\$2.06M	\$2.17M	\$3.56M	\$3.87M	\$4.64M
Percent Change from Prior Year	25%	13%	74%	43%	119%	127%	26%	24%	88%	117%	88%	72%	-100%

Closed Sales

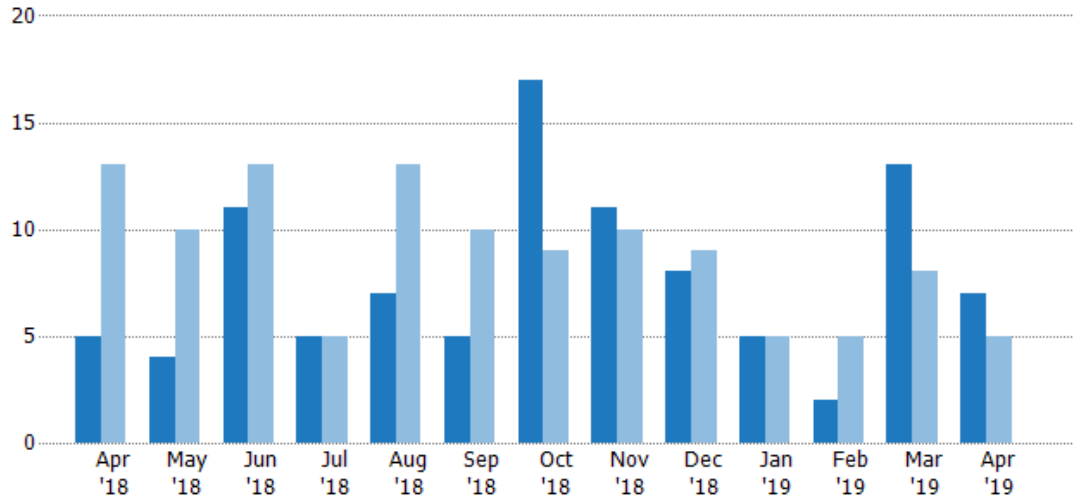
The total number of residential properties sold each month.

Filters Used

ZIP: Warren, VT 05674

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

Month/ Year	Count	% Chg.
Apr '19	7	40%
Apr '18	5	-61.5%
Apr '17	13	-46.2%



Current Year	5	4	11	5	7	5	17	11	8	5	2	13	7
Prior Year	13	10	13	5	13	10	9	10	9	5	5	8	5
Percent Change from Prior Year	-62%	-60%	-15%	0%	-46%	-50%	89%	10%	-11%	0%	-60%	63%	40%

Closed Sales Volume

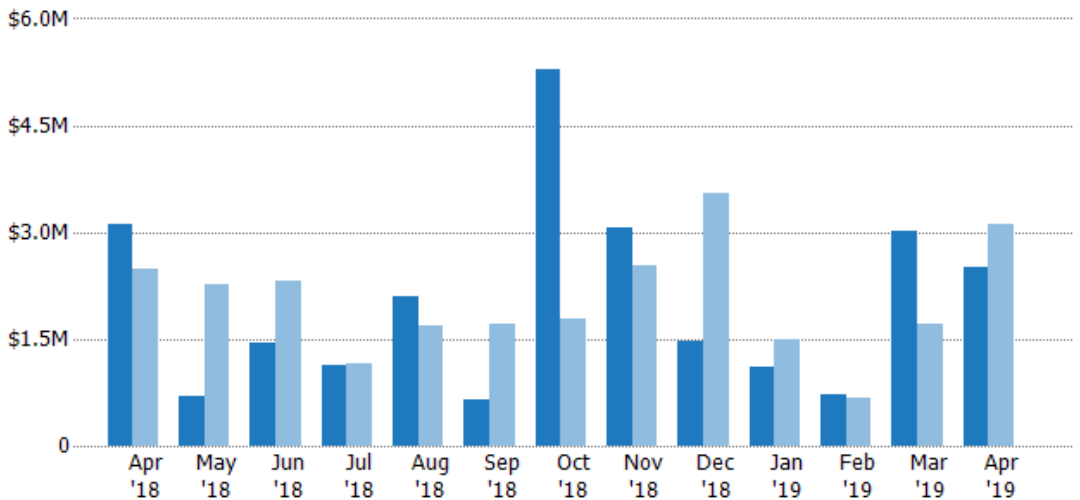
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Warren, VT 05674

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

Month/ Year	Volume	% Chg.
Apr '19	\$2.51M	-19.4%
Apr '18	\$3.11M	25.4%
Apr '17	\$2.48M	-53.9%



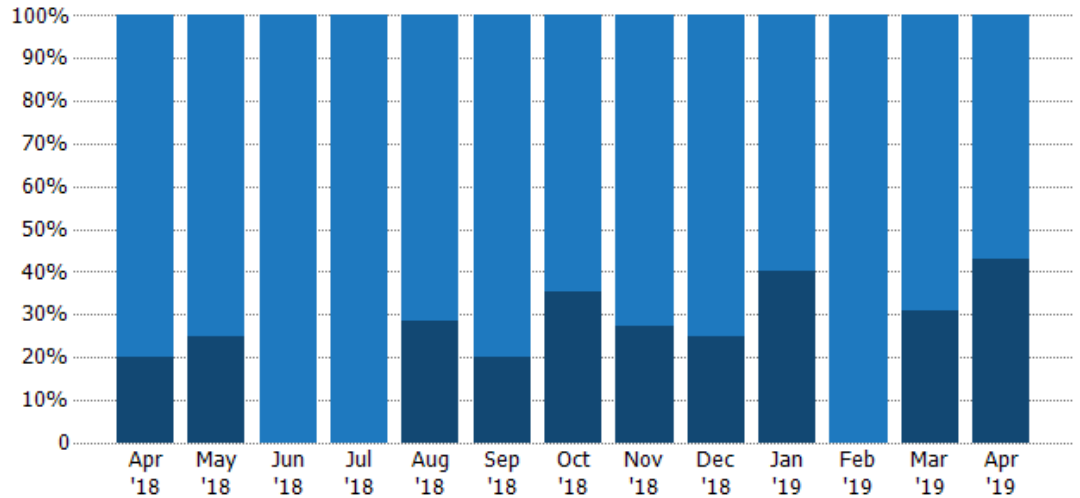
Current Year	\$3.11M	\$692K	\$1.46M	\$1.13M	\$2.1M	\$656K	\$5.28M	\$3.08M	\$1.46M	\$1.11M	\$710K	\$3.01M	\$2.51M
Prior Year	\$2.48M	\$2.27M	\$2.31M	\$1.16M	\$1.7M	\$1.7M	\$1.78M	\$2.54M	\$3.55M	\$1.49M	\$669K	\$1.71M	\$3.11M
Percent Change from Prior Year	25%	-70%	-37%	-2%	24%	-62%	198%	21%	-59%	-26%	6%	76%	-19%

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

Single Family Residence

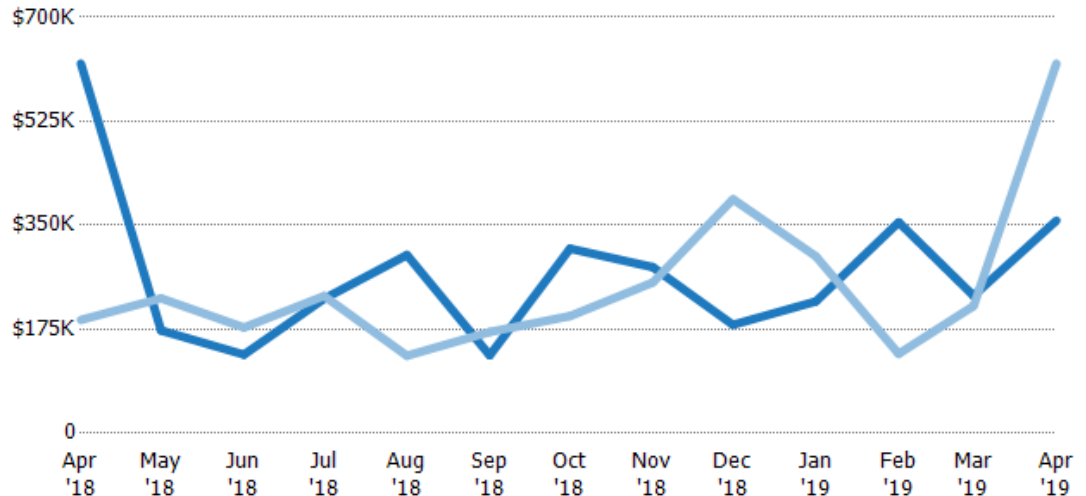
Average Sales Price

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.
Apr '19	\$358K	-42.5%
Apr '18	\$622K	226.1%
Apr '17	\$191K	-14.5%



Current Year

Prior Year

Percent Change from Prior Year

\$622K	\$173K	\$132K	\$226K	\$300K	\$131K	\$311K	\$280K	\$183K	\$222K	\$355K	\$231K	\$358K
\$191K	\$227K	\$178K	\$231K	\$130K	\$170K	\$197K	\$254K	\$394K	\$298K	\$134K	\$214K	\$622K
226%	-24%	-26%	-2%	130%	-23%	58%	10%	-54%	-26%	166%	8%	-42%

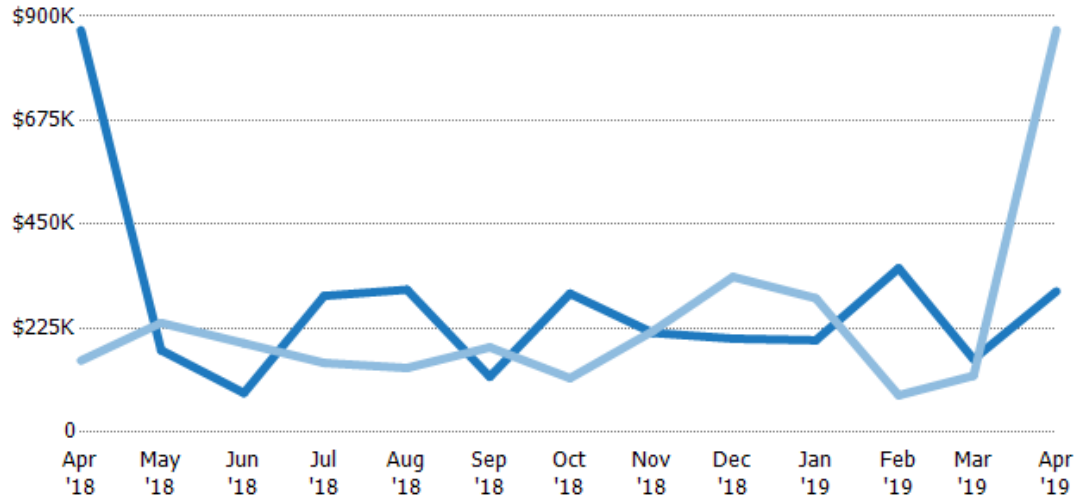
Median Sales Price

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.
Apr '19	\$305K	-64.9%
Apr '18	\$870K	461.3%
Apr '17	\$155K	3.9%



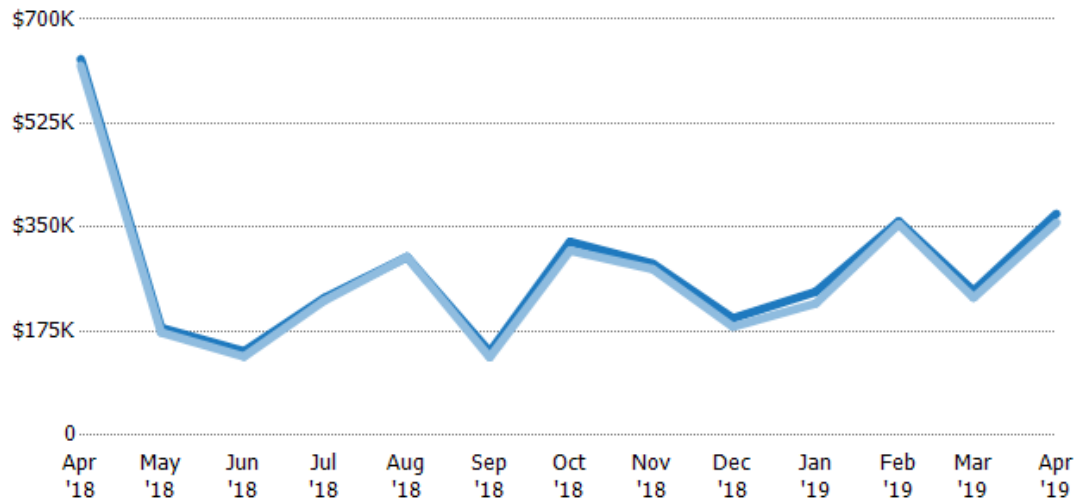
Current Year	\$870K	\$178K	\$85K	\$295K	\$309K	\$120K	\$300K	\$215K	\$203K	\$199K	\$355K	\$158K	\$305K
Prior Year	\$155K	\$237K	\$193K	\$150K	\$139K	\$184K	\$117K	\$219K	\$336K	\$290K	\$80K	\$122K	\$870K
Percent Change from Prior Year	461%	-25%	-56%	97%	122%	-35%	156%	-2%	-40%	-31%	344%	29%	-65%

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	\$633K	\$181K	\$141K	\$231K	\$300K	\$140K	\$326K	\$289K	\$197K	\$242K	\$360K	\$243K	\$373K
Avg Sales Price	\$622K	\$173K	\$132K	\$226K	\$300K	\$131K	\$311K	\$280K	\$183K	\$222K	\$355K	\$231K	\$358K
Avg Sales Price as a % of Avg List Price	98%	96%	94%	98%	100%	93%	95%	97%	93%	92%	99%	95%	96%

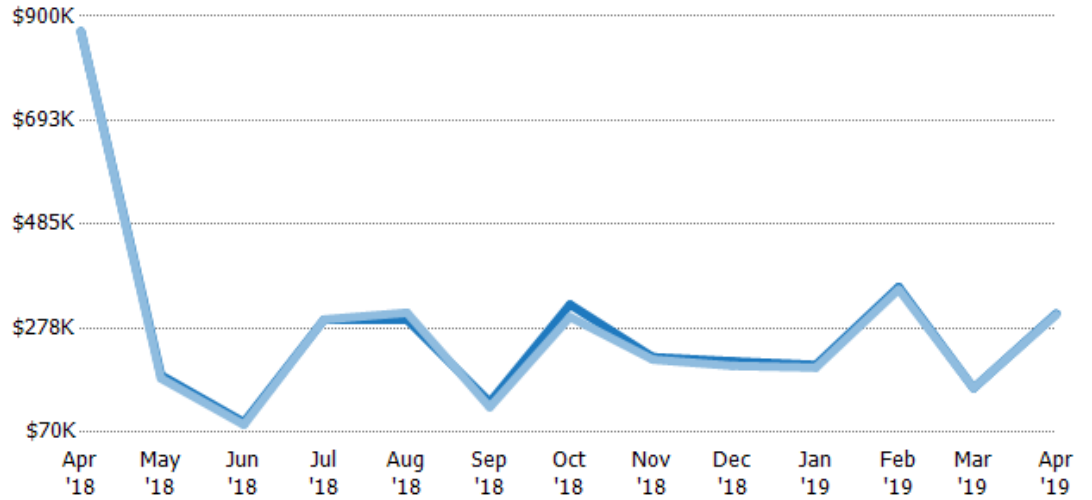
Median Sales Price vs Median Listing Price

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



Median List Price	\$870K	\$184K	\$90K	\$295K	\$295K	\$130K	\$325K	\$220K	\$212K	\$205K	\$360K	\$158K	\$307K
Median Sales Price	\$870K	\$178K	\$85K	\$295K	\$309K	\$120K	\$300K	\$215K	\$203K	\$199K	\$355K	\$158K	\$305K
Med Sales Price as a % of Med List Price	100%	96%	94%	100%	105%	92%	92%	98%	96%	97%	99%	100%	99%

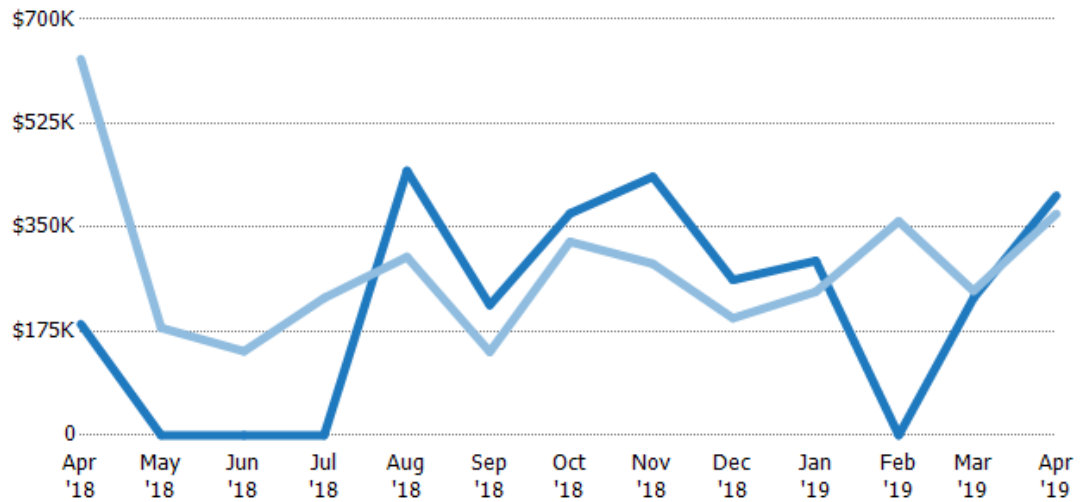
Average Sales Price vs Average Est Value

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



Avg Est Value	\$187K	\$0	\$0	\$0	\$445K	\$219K	\$373K	\$435K	\$261K	\$294K	\$0	\$231K	\$403K
Avg Sales Price	\$633K	\$181K	\$141K	\$231K	\$300K	\$140K	\$326K	\$289K	\$197K	\$242K	\$360K	\$243K	\$373K
Avg Sales Price as a % of Avg Est Value	339%	100%	100%	100%	67%	64%	87%	66%	75%	82%	100%	105%	92%

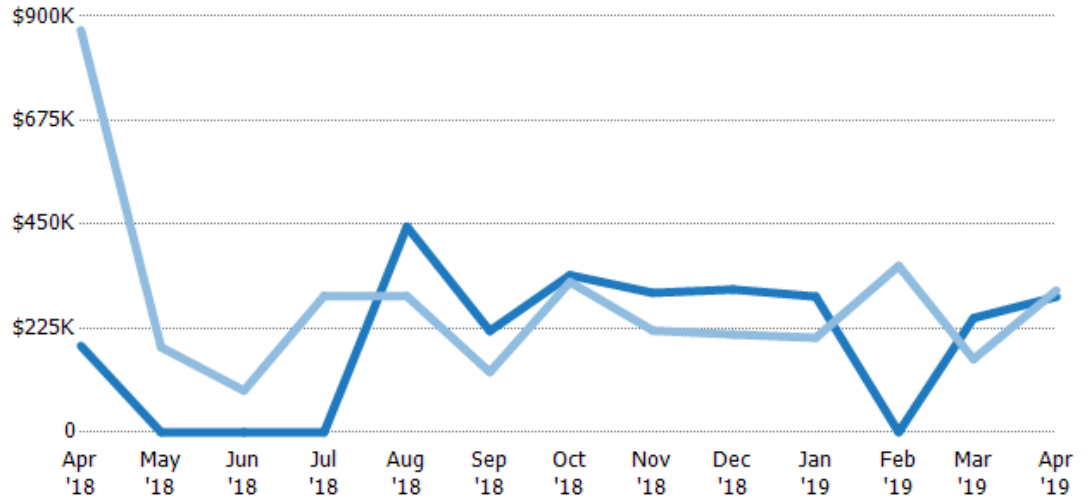
Median Sales Price vs Median Est Value

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	\$187K	\$0	\$0	\$0	\$445K	\$219K	\$340K	\$302K	\$309K	\$294K	\$0	\$247K	\$293K
Median Sales Price	\$870K	\$184K	\$90K	\$295K	\$295K	\$130K	\$325K	\$220K	\$212K	\$205K	\$360K	\$158K	\$307K
Med Sales Price as a % of Med Est Value	465%	100%	100%	100%	66%	59%	96%	73%	68%	70%	100%	64%	105%