

## Summary of Key Listing and Sales Metrics

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

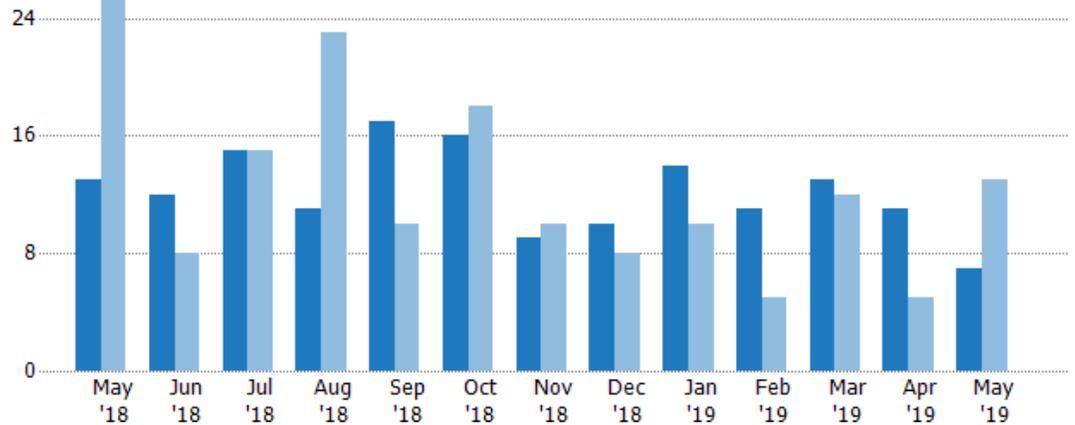
Key Metrics	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	7	13	-46.2%	56	45	+24.4%
New Listing Volume	\$2,716,900	\$4,981,900	-45.5%	\$17,634,250	\$12,084,600	+45.9%
Active Listing Count	72	81	-11.1%	N/A	N/A	
Active Listing Volume	\$30,522,900	\$30,746,700	-0.7%	N/A	N/A	
Average Listing Price	\$423,929	\$379,589	+11.7%	\$425,034	\$376,463	+12.9%
Median Listing Price	\$380,000	\$287,000	+32.4%	\$354,646	\$263,731	+34.5%
Median Days in RPR	177	217	-18.4%	176.53	206.35	-14.5%
Months of Inventory	6	16.2	-63%	15.6	10.3	+51.3%
Absorption Rate	16.67%	6.17%	+10.5%	6.43%	9.73%	-3.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	9	9	+/-	51	41	+24.4%
New Pending Sales Volume	\$2,981,900	\$1,922,700	+55.1%	\$14,668,050	\$11,858,750	+23.7%
Pending Sales Count	20	17	+17.6%	N/A	N/A	
Pending Sales Volume	\$6,662,750	\$4,445,050	+49.9%	N/A	N/A	
Closed Sales Count	7	4	+75%	39	27	+44.4%
Closed Sales Volume	\$2,142,000	\$692,125	+209.5%	\$10,430,056	\$7,672,625	+35.9%
Average Sales Price	\$306,000	\$173,031	+76.8%	\$267,437	\$284,171	-5.9%
Median Sales Price	\$220,000	\$177,500	+23.9%	\$222,026	\$292,148	-24%

## 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



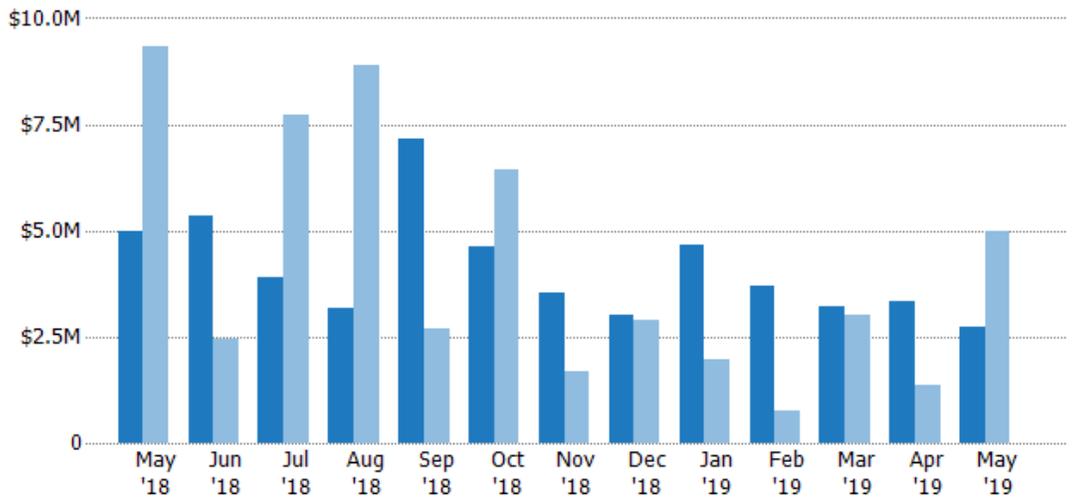
Month/Year	Count	% Chg.
May '19	7	-46.2%
May '18	13	-50%
May '17	26	-38.5%

## 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



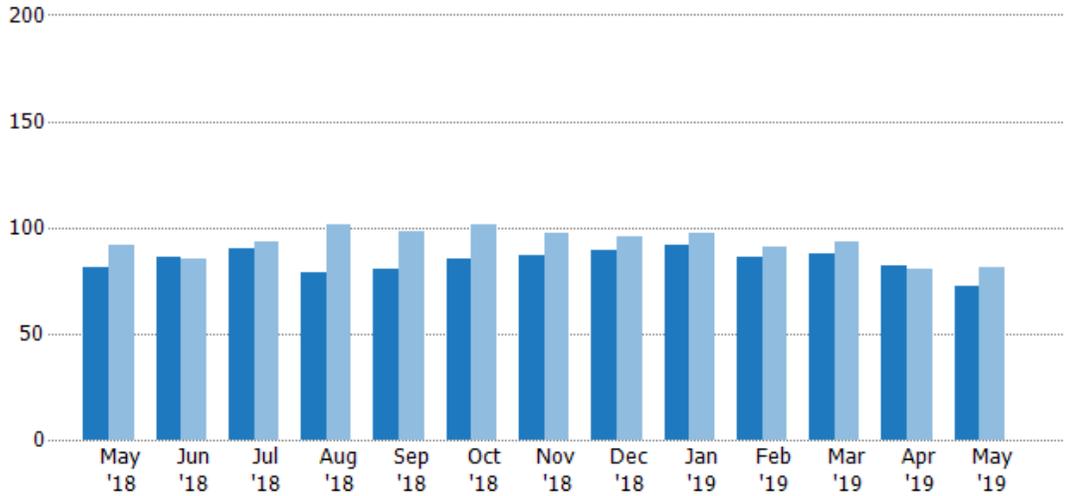
Month/Year	Volume	% Chg.
May '19	\$2.72M	-45.5%
May '18	\$4.98M	-46.6%
May '17	\$9.32M	-44.9%

## 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



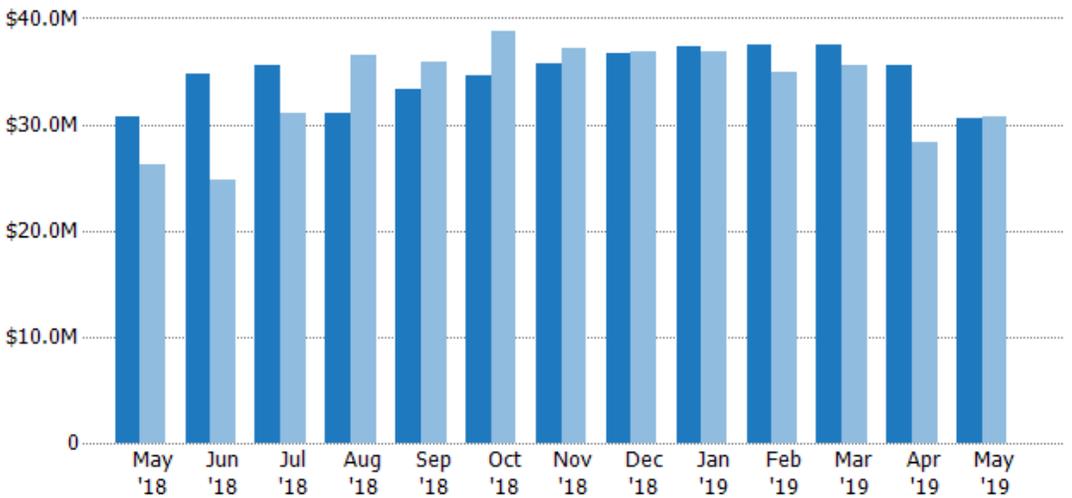
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	81	86	90	79	80	85	87	89	92	86	88	82	72
Prior Year	92	85	93	101	98	101	97	96	97	91	93	80	81
Percent Change from Prior Year	-12%	1%	-3%	-22%	-18%	-16%	-10%	-7%	-5%	-5%	-5%	3%	-11%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$30.7M	\$34.7M	\$35.5M	\$31.1M	\$33.4M	\$34.6M	\$35.8M	\$36.7M	\$37.4M	\$37.5M	\$37.5M	\$35.6M	\$30.5M
Prior Year	\$26.2M	\$24.8M	\$31M	\$36.5M	\$35.9M	\$38.9M	\$37.1M	\$36.9M	\$36.8M	\$35M	\$35.6M	\$28.2M	\$30.7M
Percent Change from Prior Year	17%	40%	15%	-15%	-7%	-11%	-4%	-1%	1%	7%	5%	26%	-1%

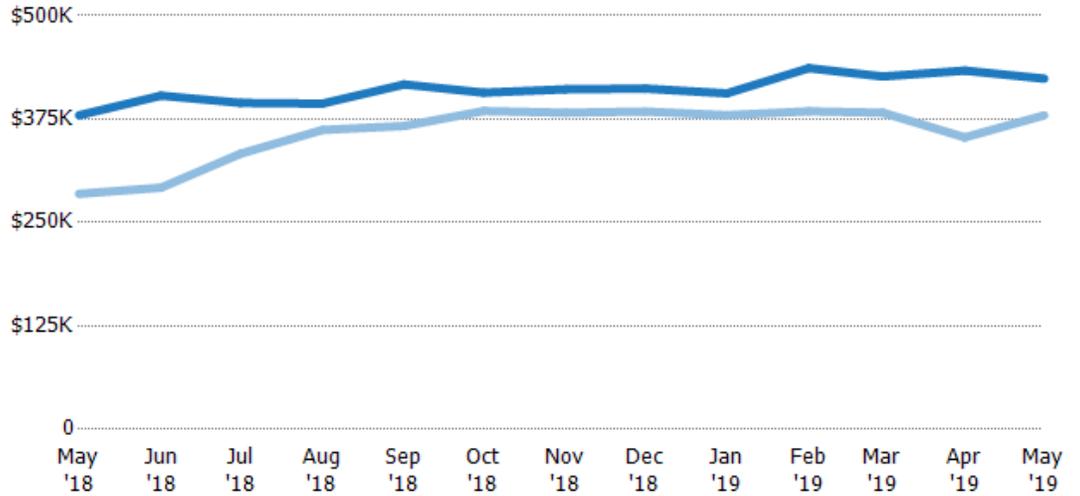
## Average Listing Price

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.
May '19	\$424K	11.7%
May '18	\$380K	33.4%
May '17	\$285K	4%



Current Year	\$380K	\$403K	\$395K	\$394K	\$417K	\$407K	\$411K	\$412K	\$406K	\$437K	\$427K	\$434K	\$424K
Prior Year	\$285K	\$292K	\$333K	\$362K	\$367K	\$385K	\$383K	\$384K	\$380K	\$384K	\$383K	\$353K	\$380K
Percent Change from Prior Year	33%	38%	18%	9%	14%	6%	7%	7%	7%	14%	11%	23%	12%

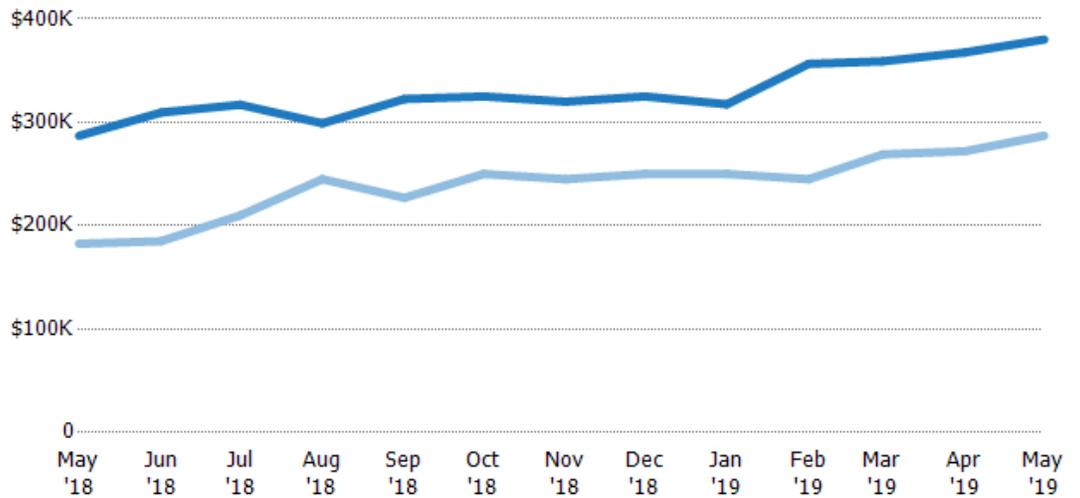
## Median Listing Price

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.
May '19	\$380K	32.4%
May '18	\$287K	57.3%
May '17	\$183K	17.8%



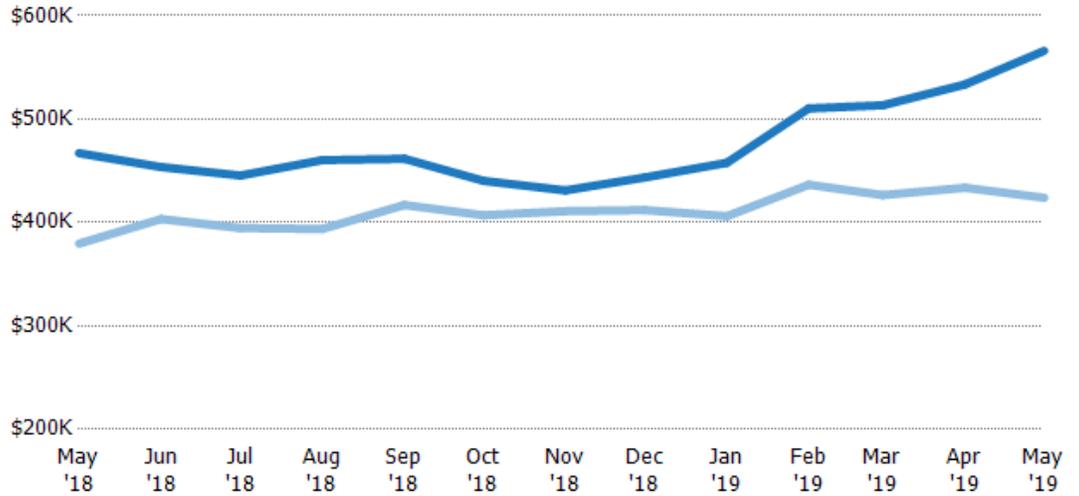
Current Year	\$287K	\$309K	\$317K	\$299K	\$322K	\$325K	\$320K	\$325K	\$317K	\$357K	\$359K	\$368K	\$380K
Prior Year	\$183K	\$185K	\$210K	\$245K	\$227K	\$250K	\$245K	\$250K	\$250K	\$245K	\$269K	\$272K	\$287K
Percent Change from Prior Year	57%	67%	51%	22%	42%	30%	31%	30%	27%	46%	33%	35%	32%

## 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

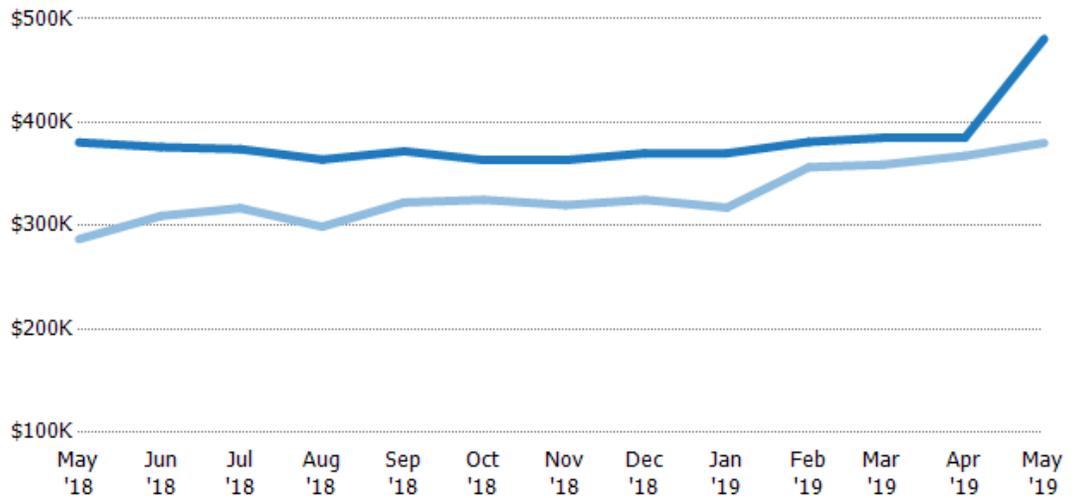


## Median Listing Price vs Median Est Value

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



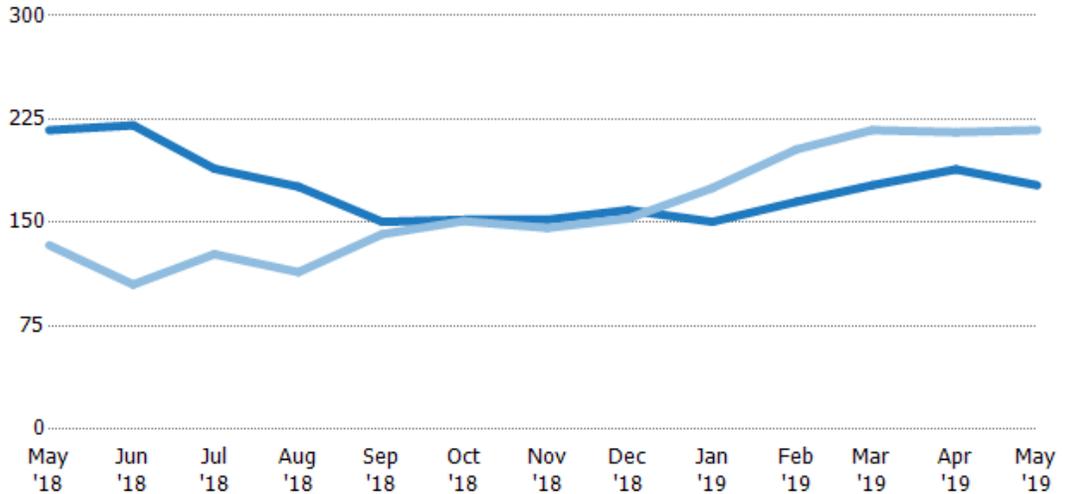
## Median Days in RPR

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.
May '19	177	-18.4%
May '18	217	62.5%
May '17	134	8.6%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	217	221	189	176	151	152	152	159	151	165	177	189	177
Prior Year	134	105	127	114	142	151	146	153	175	203	217	216	217
Percent Change from Prior Year	63%	110%	49%	54%	6%	1%	4%	4%	-14%	-19%	-18%	-13%	-18%

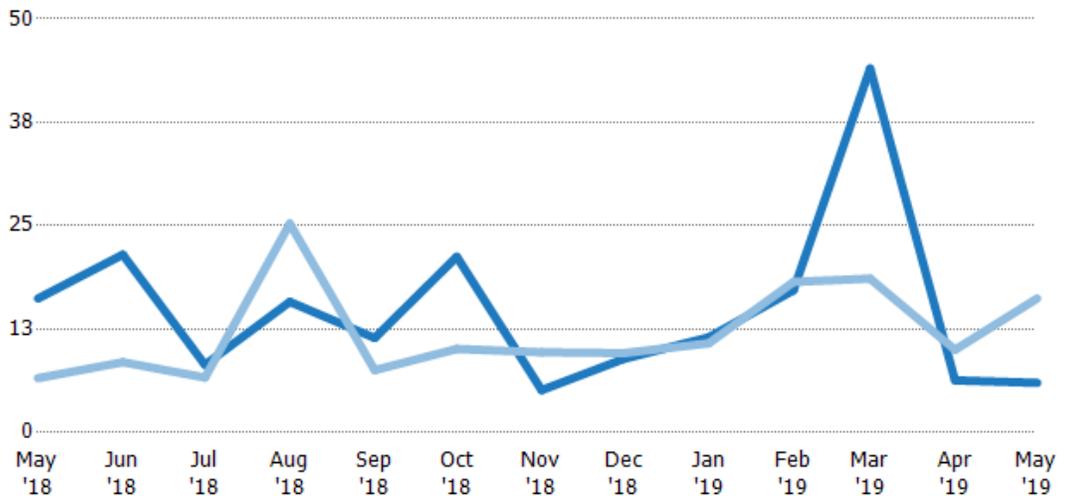
## Months of Inventory

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.
May '19	6	-63%
May '18	16.2	146.5%
May '17	6.57	80.4%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	16.2	21.5	8.18	15.8	11.4	21.3	5.12	8.9	11.5	17.2	44	6.31	6
Prior Year	6.57	8.5	6.64	25.3	7.54	10.1	9.7	9.6	10.8	18.2	18.6	10	16.2
Percent Change from Prior Year	147%	153%	23%	-37%	52%	110%	-47%	-7%	7%	-5%	137%	-37%	-63%

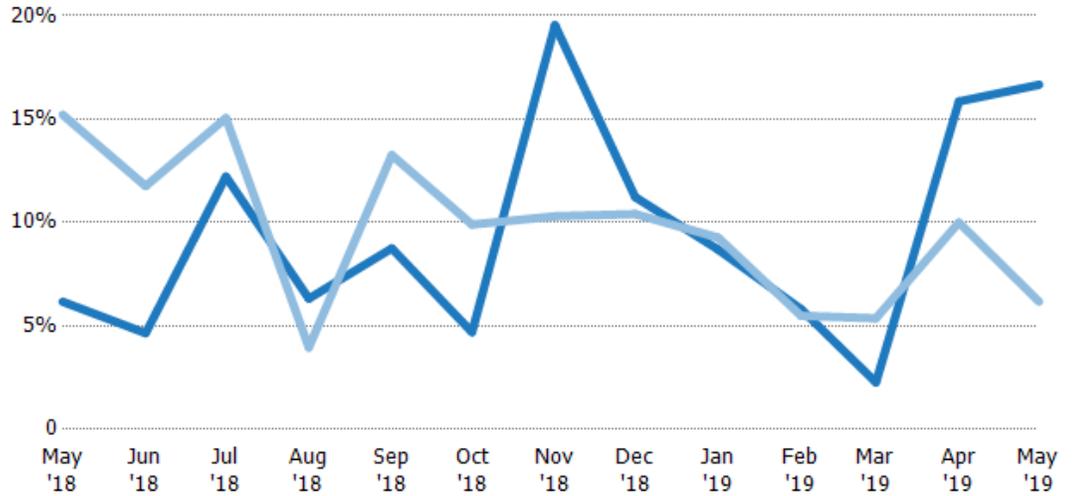
## Absorption Rate

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.
May '19	17%	-10.5%
May '18	6%	9%
May '17	15%	-44.6%



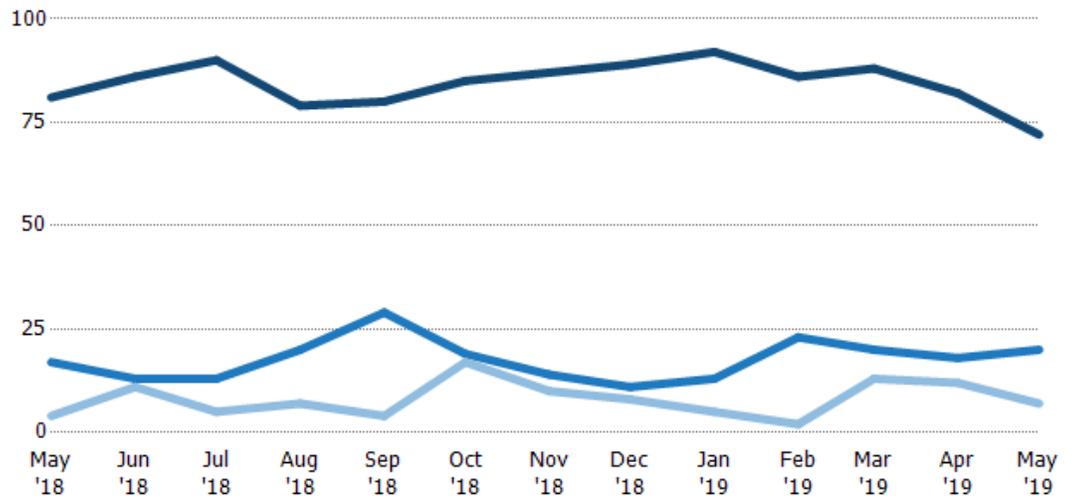
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	6%	5%	12%	6%	9%	5%	20%	11%	9%	6%	2%	16%	17%
Prior Year	15%	12%	15%	4%	13%	10%	10%	10%	9%	5%	5%	10%	6%
Change from Prior Year	9%	7%	3%	-2%	5%	5%	-9%	-1%	1%	0%	3%	-6%	-10%

## 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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	81	86	90	79	80	85	87	89	92	86	88	82	72
Pending	17	13	13	20	29	19	14	11	13	23	20	18	20
Sold	4	11	5	7	4	17	10	8	5	2	13	12	7

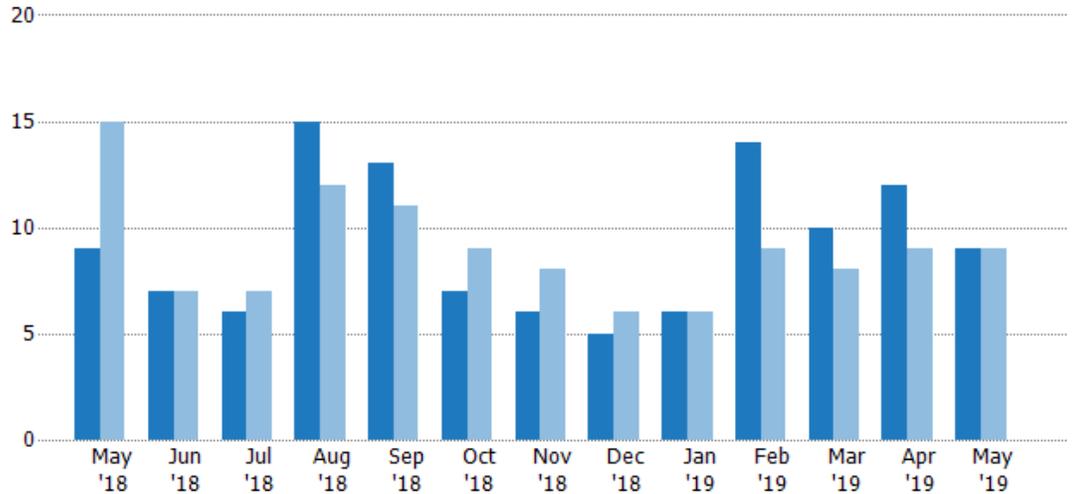
## New Pending Sales

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.
May '19	9	0%
May '18	9	-40%
May '17	15	-73.3%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	9	7	6	15	13	7	6	5	6	14	10	12	9
Prior Year	15	7	7	12	11	9	8	6	6	9	8	9	9
Percent Change from Prior Year	-40%	0%	-14%	25%	18%	-22%	-25%	-17%	0%	56%	25%	33%	0%

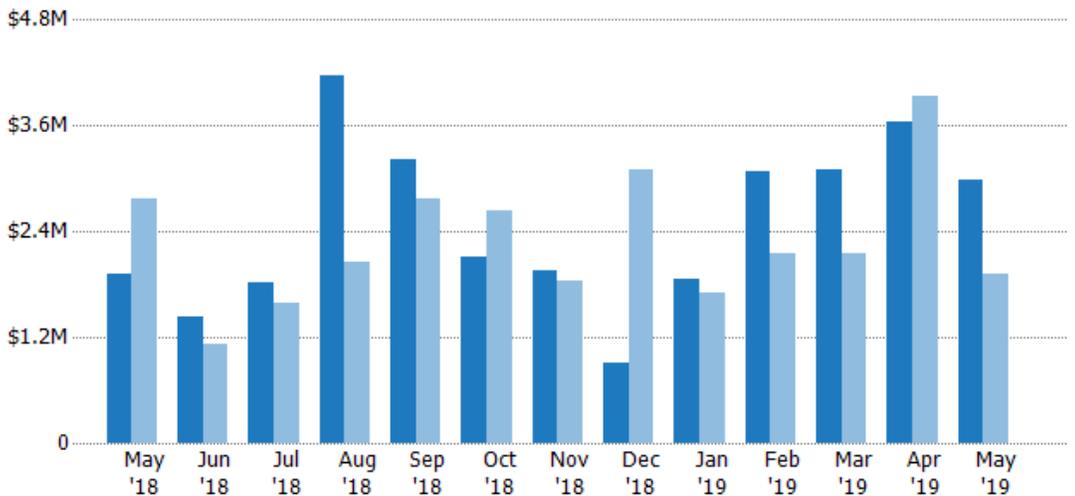
## New Pending Sales Volume

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.
May '19	\$2.98M	55.1%
May '18	\$1.92M	-30.5%
May '17	\$2.77M	-64.2%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$910K	\$1.85M	\$3.09M	\$3.1M	\$3.65M	\$2.98M
Prior Year	\$2.77M	\$1.12M	\$1.59M	\$2.05M	\$2.77M	\$2.64M	\$1.85M	\$3.09M	\$1.7M	\$2.14M	\$2.15M	\$3.94M	\$1.92M
Percent Change from Prior Year	-31%	27%	14%	103%	16%	-20%	6%	-71%	9%	44%	44%	-7%	55%

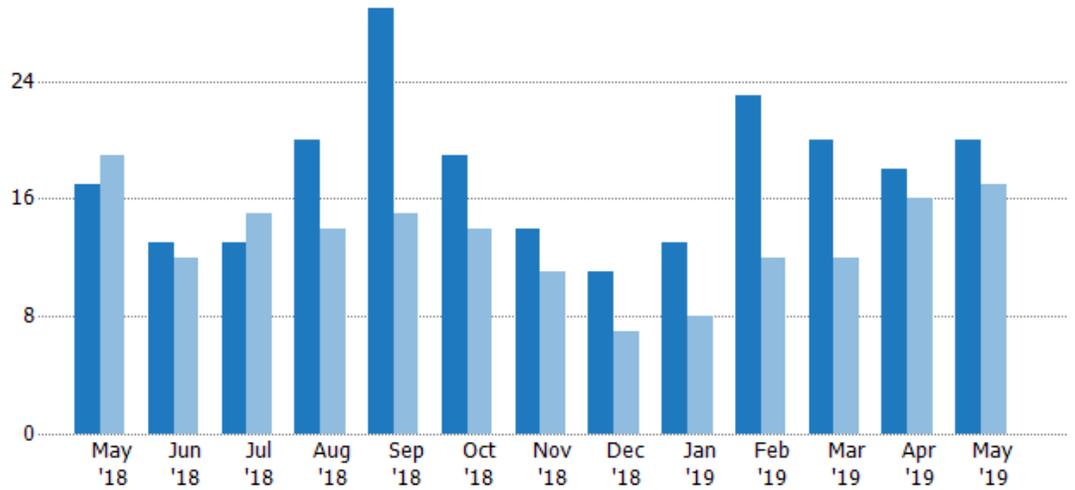
## Pending Sales

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.
May '19	20	17.6%
May '18	17	-10.5%
May '17	19	-63.2%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	17	13	13	20	29	19	14	11	13	23	20	18	20
Prior Year	19	12	15	14	15	14	11	7	8	12	12	16	17
Percent Change from Prior Year	-11%	8%	-13%	43%	93%	36%	27%	57%	63%	92%	67%	13%	18%

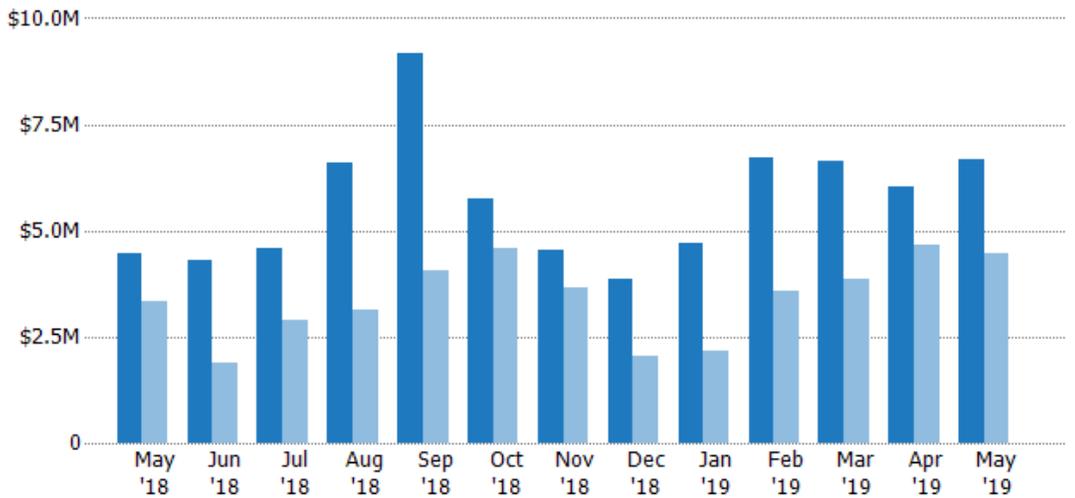
## Pending Sales Volume

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.
May '19	\$6.66M	49.9%
May '18	\$4.45M	32.8%
May '17	\$3.35M	-60.2%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$4.45M	\$4.32M	\$4.59M	\$6.6M	\$9.18M	\$5.76M	\$4.54M	\$3.87M	\$4.72M	\$6.7M	\$6.64M	\$6.02M	\$6.66M
Prior Year	\$3.35M	\$1.9M	\$2.9M	\$3.11M	\$4.04M	\$4.59M	\$3.65M	\$2.06M	\$2.17M	\$3.56M	\$3.87M	\$4.64M	\$4.45M
Percent Change from Prior Year	33%	127%	58%	112%	127%	26%	24%	88%	117%	88%	72%	30%	50%

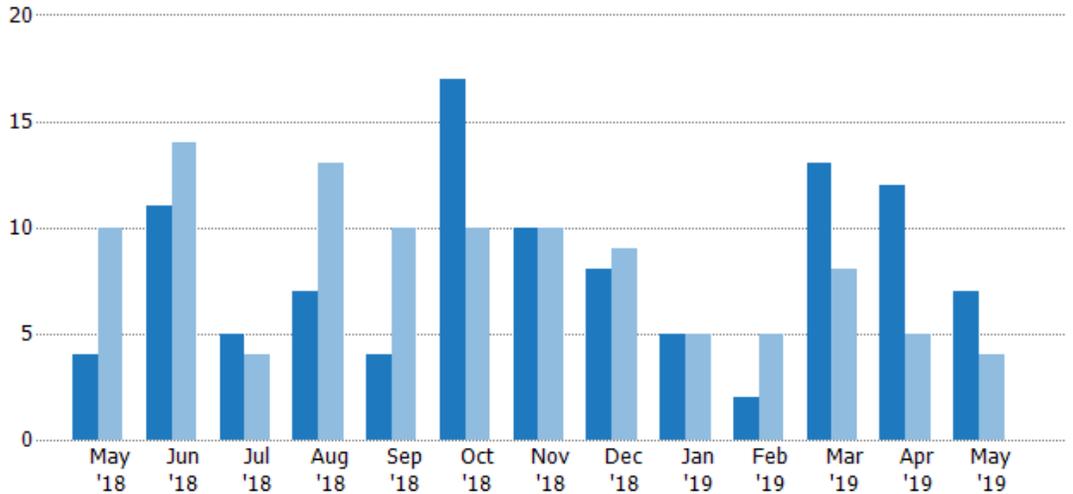
## Closed Sales

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.
May '19	7	75%
May '18	4	-60%
May '17	10	-70%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	4	11	5	7	4	17	10	8	5	2	13	12	7
Prior Year	10	14	4	13	10	10	10	9	5	5	8	5	4
Percent Change from Prior Year	-60%	-21%	25%	-46%	-60%	70%	0%	-11%	0%	-60%	63%	140%	75%

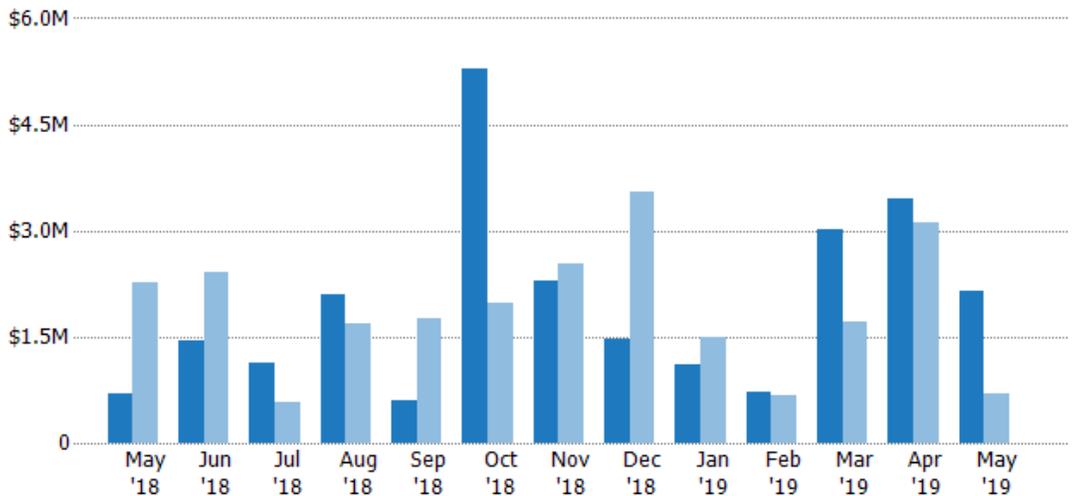
## Closed Sales Volume

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.
May '19	\$2.14M	209.5%
May '18	\$692K	-69.5%
May '17	\$2.27M	-70.3%



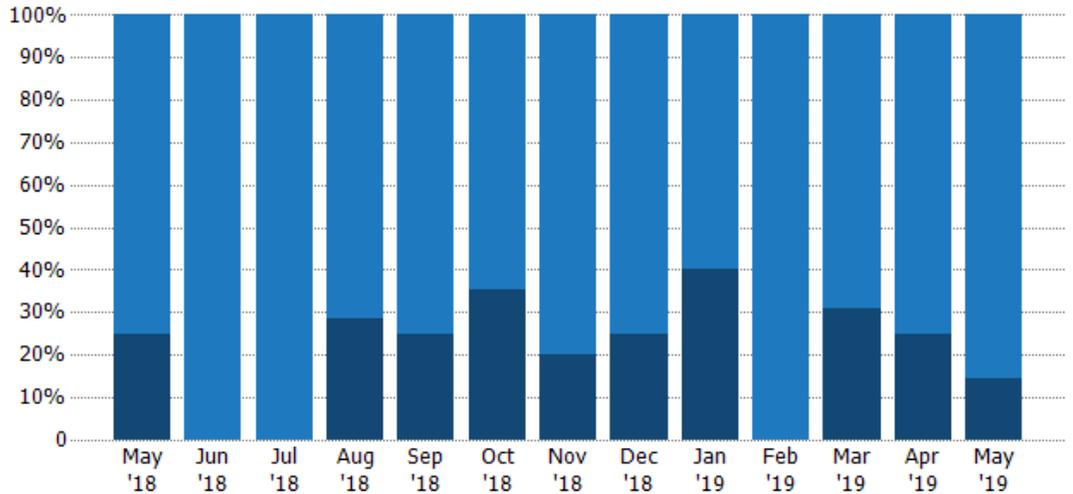
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$692K	\$1.46M	\$1.13M	\$2.1M	\$601K	\$5.28M	\$2.29M	\$1.46M	\$1.11M	\$710K	\$3.01M	\$3.46M	\$2.14M
Prior Year	\$2.27M	\$2.42M	\$576K	\$1.7M	\$1.75M	\$1.97M	\$2.54M	\$3.55M	\$1.49M	\$669K	\$1.71M	\$3.11M	\$692K
Percent Change from Prior Year	-70%	-40%	97%	24%	-66%	168%	-10%	-59%	-26%	6%	76%	11%	209%

## 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%	100%	100%	71%	75%	65%	80%	75%	60%	100%	69%	75%	86%
Single Family Residence	25%	-	-	29%	25%	35%	20%	25%	40%	-	31%	25%	14%

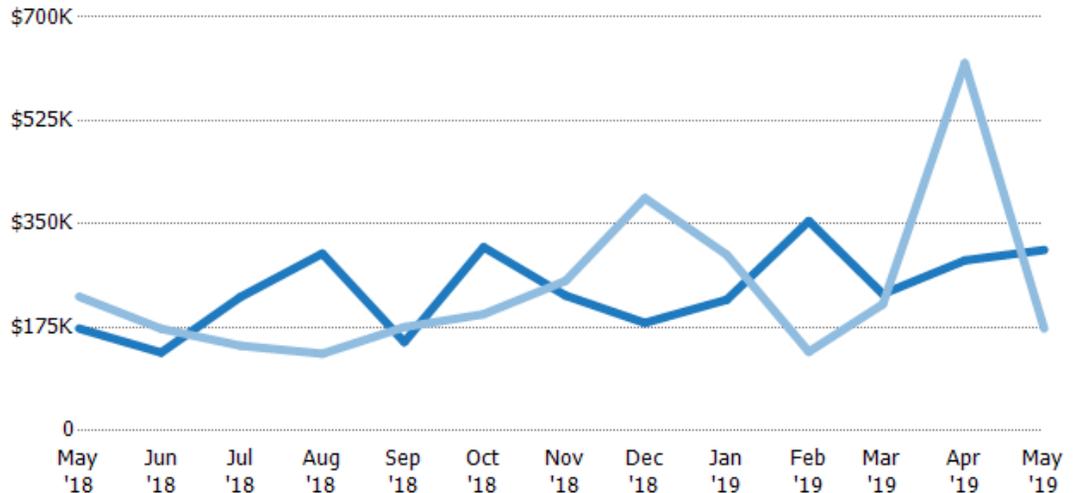
## Average Sales Price

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.
May '19	\$306K	76.8%
May '18	\$173K	-23.8%
May '17	\$227K	-0.9%



Current Year	\$173K	\$132K	\$226K	\$300K	\$150K	\$311K	\$229K	\$183K	\$222K	\$355K	\$231K	\$288K	\$306K
Prior Year	\$227K	\$173K	\$144K	\$130K	\$175K	\$197K	\$254K	\$394K	\$298K	\$134K	\$214K	\$622K	\$173K
Percent Change from Prior Year	-24%	-23%	57%	130%	-14%	57%	-10%	-54%	-26%	166%	8%	-54%	77%

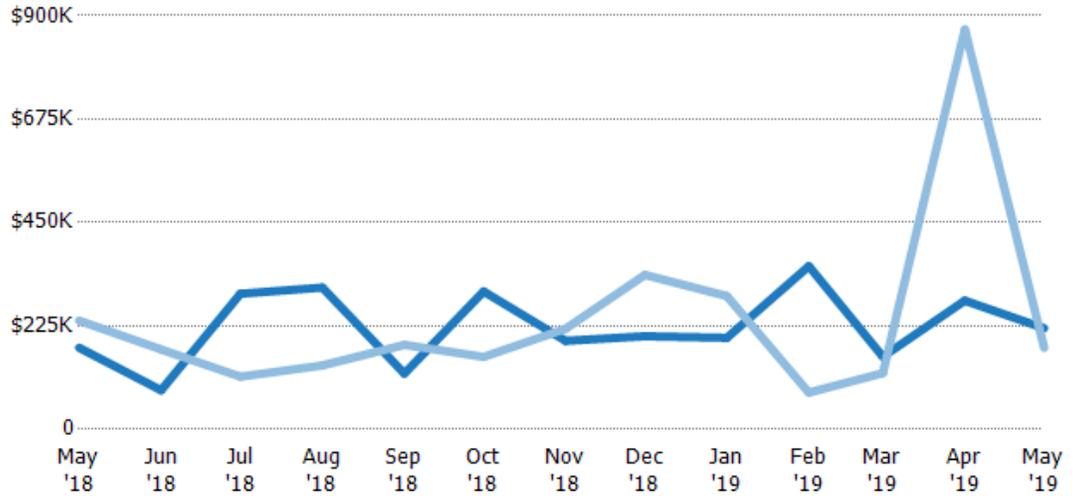
## Median Sales Price

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.
May '19	\$220K	23.9%
May '18	\$178K	-24.9%
May '17	\$237K	-0.6%



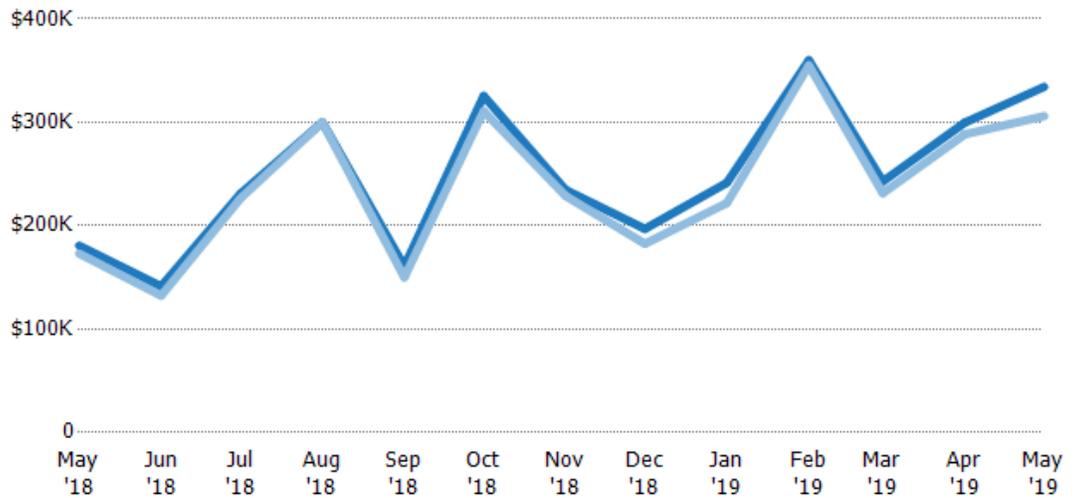
Current Year	\$178K	\$85K	\$295K	\$309K	\$121K	\$300K	\$193K	\$203K	\$199K	\$355K	\$158K	\$280K	\$220K
Prior Year	\$237K	\$174K	\$115K	\$139K	\$184K	\$158K	\$219K	\$336K	\$290K	\$80K	\$122K	\$870K	\$178K
Percent Change from Prior Year	-25%	-51%	158%	122%	-34%	90%	-12%	-40%	-31%	344%	29%	-68%	24%

## 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



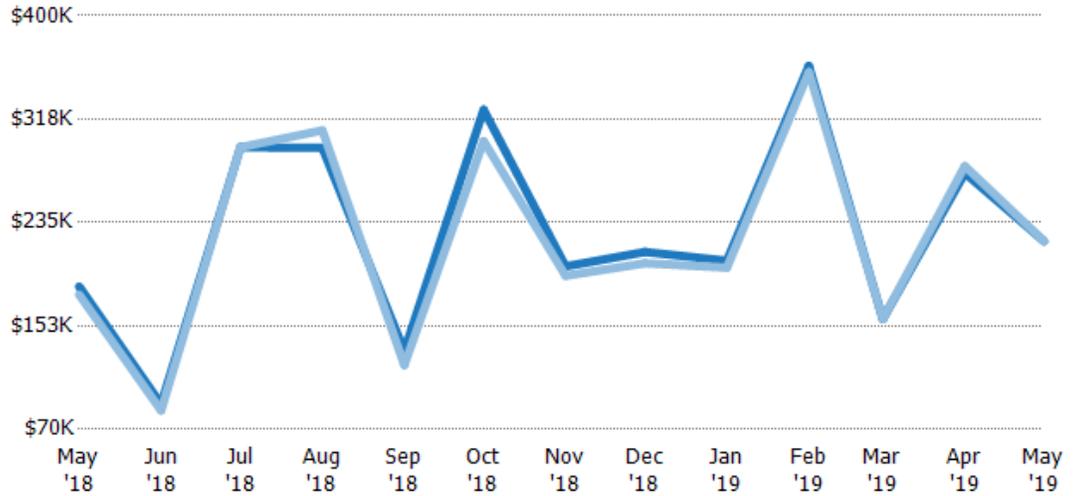
Avg List Price	\$181K	\$141K	\$231K	\$300K	\$161K	\$326K	\$235K	\$197K	\$242K	\$360K	\$243K	\$300K	\$334K
Avg Sales Price	\$173K	\$132K	\$226K	\$300K	\$150K	\$311K	\$229K	\$183K	\$222K	\$355K	\$231K	\$288K	\$306K
Avg Sales Price as a % of Avg List Price	96%	94%	98%	100%	94%	95%	98%	93%	92%	99%	95%	96%	92%

## 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



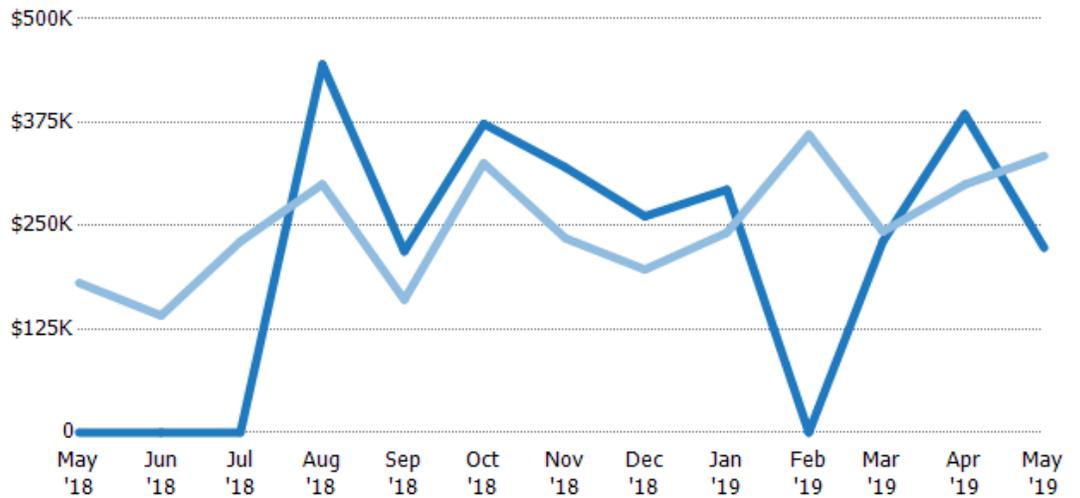
Median List Price	\$184K	\$90K	\$295K	\$295K	\$133K	\$325K	\$200K	\$212K	\$205K	\$360K	\$158K	\$274K	\$220K
Median Sales Price	\$178K	\$85K	\$295K	\$309K	\$121K	\$300K	\$193K	\$203K	\$199K	\$355K	\$158K	\$280K	\$220K
Med Sales Price as a % of Med List Price	96%	94%	100%	105%	92%	92%	96%	96%	97%	99%	100%	102%	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



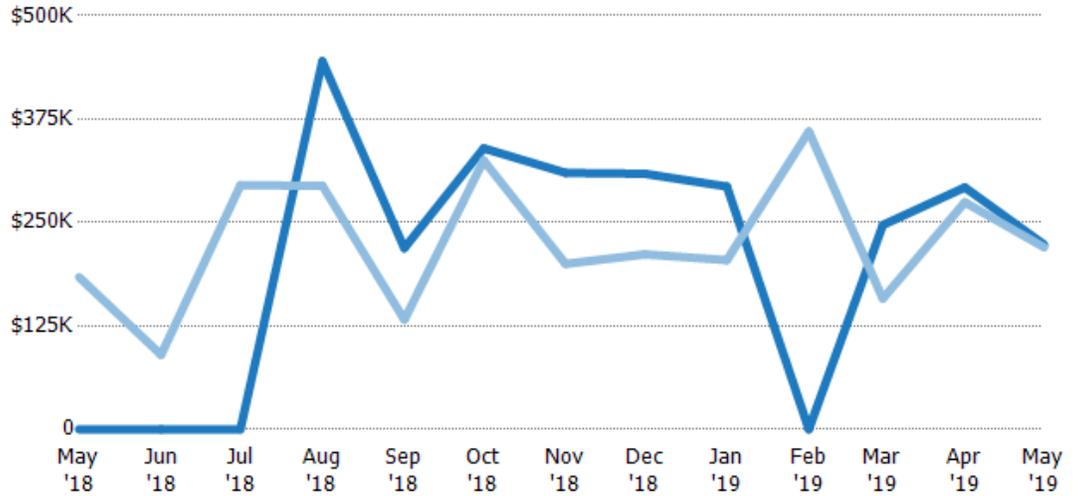
Avg Est Value	\$0	\$0	\$0	\$445K	\$219K	\$373K	\$320K	\$261K	\$294K	\$0	\$231K	\$385K	\$223K
Avg Sales Price	\$181K	\$141K	\$231K	\$300K	\$161K	\$326K	\$235K	\$197K	\$242K	\$360K	\$243K	\$300K	\$334K
Avg Sales Price as a % of Avg Est Value	100%	100%	100%	67%	73%	87%	73%	75%	82%	100%	105%	78%	150%

## 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	\$0	\$0	\$0	\$445K	\$219K	\$340K	\$310K	\$309K	\$294K	\$0	\$247K	\$292K	\$223K
Median Sales Price	\$184K	\$90K	\$295K	\$295K	\$133K	\$325K	\$200K	\$212K	\$205K	\$360K	\$158K	\$274K	\$220K
Med Sales Price as a % of Med Est Value	100%	100%	100%	66%	61%	96%	65%	68%	70%	100%	64%	94%	99%