

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	12	+58.3%	76	56	+35.7%
New Listing Volume	\$7,642,900	\$5,346,300	+43%	\$26,016,150	\$16,811,900	+54.7%
Active Listing Count	76	84	-9.5%	N/A	N/A	
Active Listing Volume	\$30,899,100	\$33,647,000	-8.2%	N/A	N/A	
Average Listing Price	\$406,567	\$400,560	+1.5%	\$416,970	\$378,758	+10.1%
Median Listing Price	\$371,250	\$299,450	+24%	\$355,360	\$269,878	+31.7%
Median Days in RPR	162	220.5	-26.5%	170.24	209.99	-18.9%
Months of Inventory	10.9	21	-48.3%	13.1	9.3	+41.7%
Absorption Rate	9.21%	4.76%	+4.4%	7.63%	10.81%	-3.2%
Sales Activity Charts Metrics						
New Pending Sales Count	7	7	+/-	58	48	+20.8%
New Pending Sales Volume	\$3,157,800	\$1,427,000	+121.3%	\$17,825,850	\$13,285,750	+34.2%
Pending Sales Count	15	13	+15.4%	N/A	N/A	
Pending Sales Volume	\$5,519,300	\$4,317,900	+27.8%	N/A	N/A	
Closed Sales Count	12	11	+9.1%	51	38	+34.2%
Closed Sales Volume	\$4,118,206	\$1,456,000	+182.8%	\$14,548,262	\$9,128,625	+59.4%
Average Sales Price	\$343,184	\$132,364	+159.3%	\$285,260	\$240,227	+18.7%
Median Sales Price	\$276,000	\$85,000	+224.7%	\$234,725	\$232,184	+1.1%

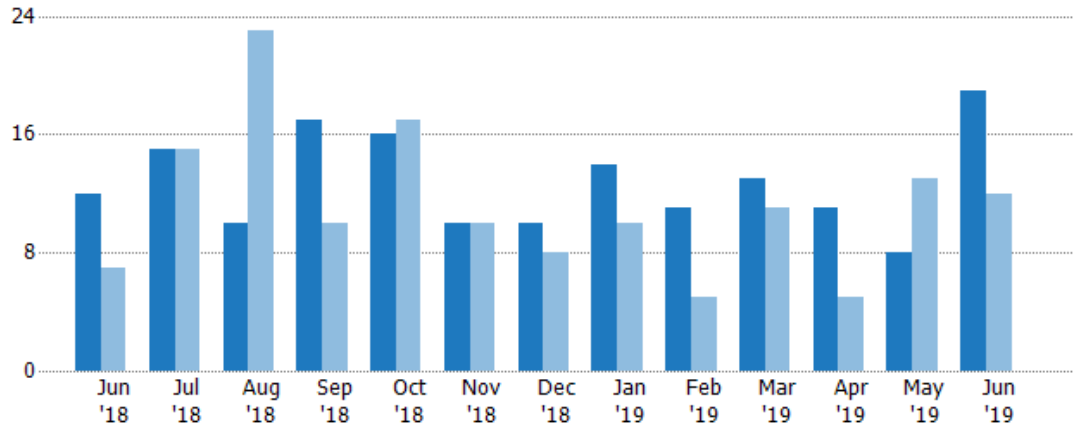
New Listings

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.
Jun '19	19	58.3%
Jun '18	12	71.4%
Jun '17	7	100%



Current Year	12	15	10	17	16	10	10	14	11	13	11	8	19
Prior Year	7	15	23	10	17	10	8	10	5	11	5	13	12
Percent Change from Prior Year	71%	0%	-57%	70%	-6%	0%	25%	40%	120%	18%	120%	-38%	58%

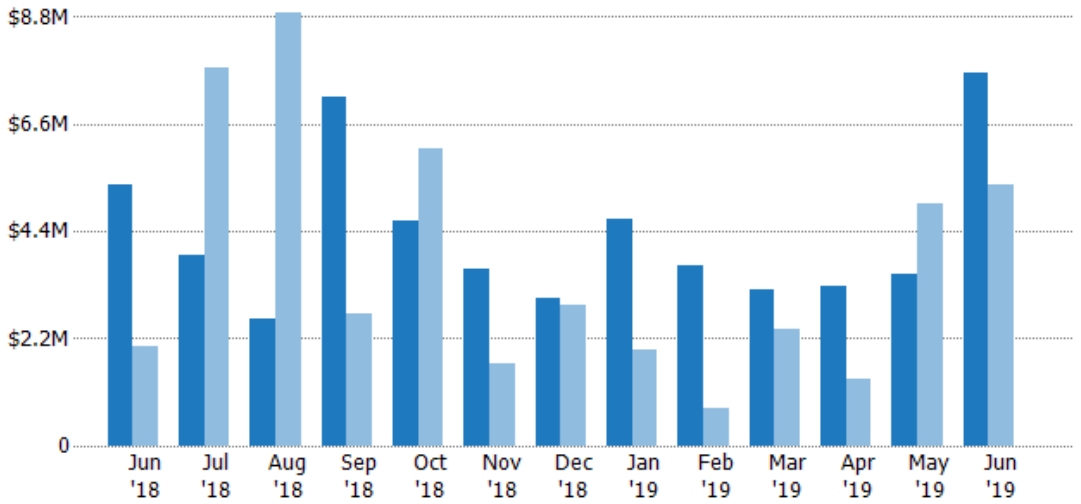
New Listing Volume

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.
Jun '19	\$7.64M	43%
Jun '18	\$5.35M	160.7%
Jun '17	\$2.05M	96.4%



Current Year	\$5.35M	\$3.91M	\$2.59M	\$7.17M	\$4.63M	\$3.63M	\$3.03M	\$4.66M	\$3.71M	\$3.2M	\$3.29M	\$3.52M	\$7.64M
Prior Year	\$2.05M	\$7.74M	\$8.89M	\$2.71M	\$6.09M	\$1.69M	\$2.88M	\$1.98M	\$765K	\$2.39M	\$1.35M	\$4.98M	\$5.35M
Percent Change from Prior Year	161%	-49%	-71%	165%	-24%	115%	5%	135%	385%	34%	143%	-29%	43%

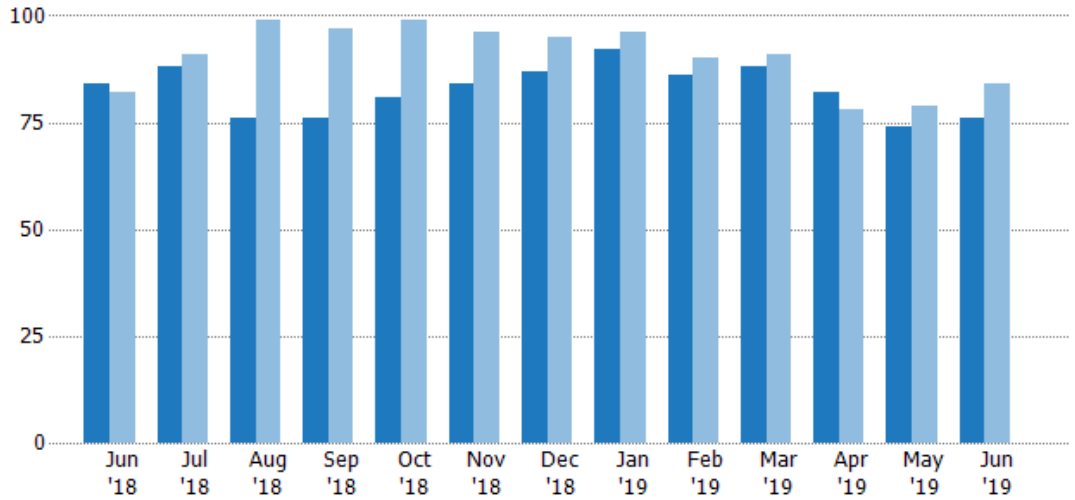
Active Listings

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.
Jun '19	76	-9.5%
Jun '18	84	2.4%
Jun '17	82	3.7%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	84	88	76	76	81	84	87	92	86	88	82	74	76
Prior Year	82	91	99	97	99	96	95	96	90	91	78	79	84
Percent Change from Prior Year	2%	-3%	-23%	-22%	-18%	-13%	-8%	-4%	-4%	-3%	5%	-6%	-10%

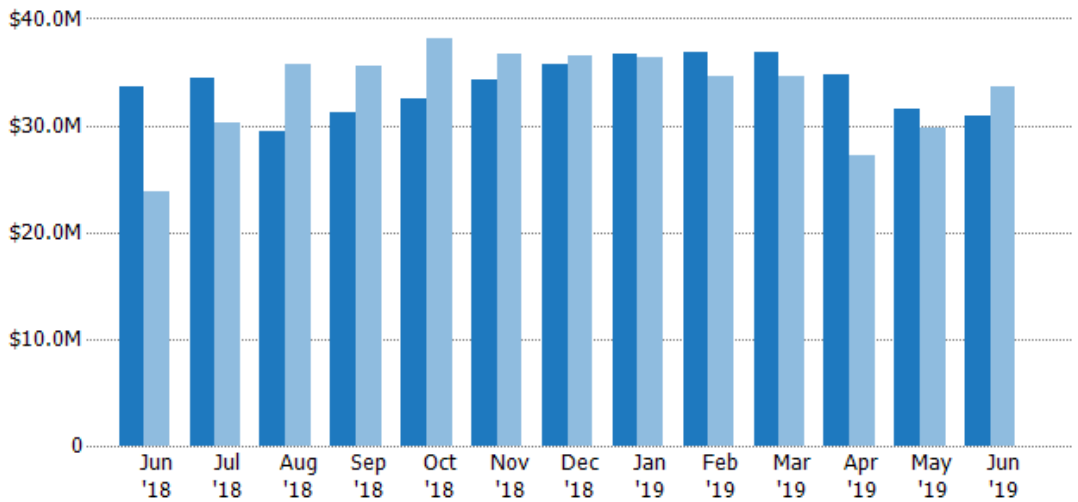
Active Listing Volume

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.
Jun '19	\$30.9M	-8.2%
Jun '18	\$33.6M	41.5%
Jun '17	\$23.8M	8.7%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$33.6M	\$34.5M	\$29.5M	\$31.3M	\$32.5M	\$34.3M	\$35.7M	\$36.7M	\$36.9M	\$36.8M	\$34.8M	\$31.6M	\$30.9M
Prior Year	\$23.8M	\$30.2M	\$35.8M	\$35.6M	\$38.1M	\$36.7M	\$36.5M	\$36.4M	\$34.6M	\$34.6M	\$27.2M	\$29.7M	\$33.6M
Percent Change from Prior Year	41%	14%	-18%	-12%	-15%	-7%	-2%	1%	7%	7%	28%	6%	-8%

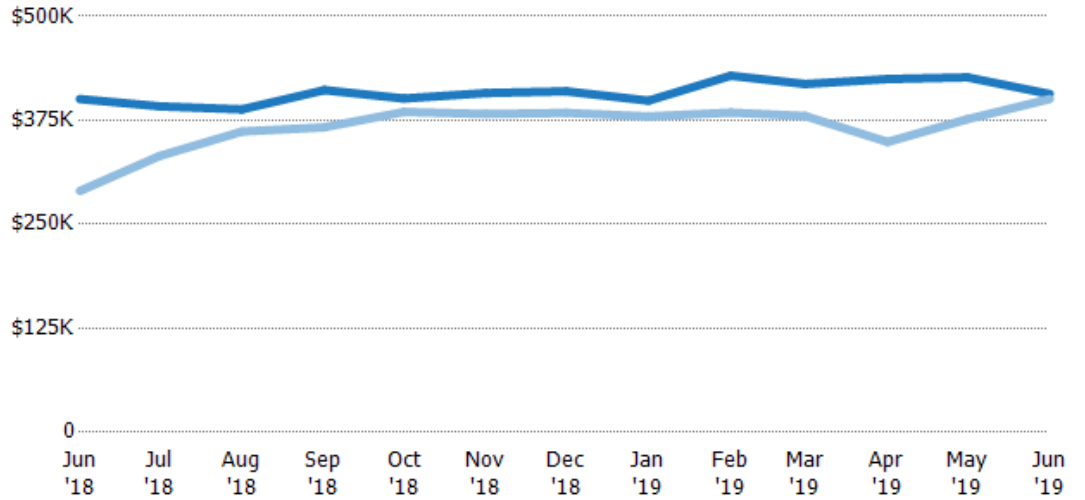
Average Listing Price

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.
Jun '19	\$407K	1.5%
Jun '18	\$401K	38.1%
Jun '17	\$290K	4.9%



Current Year	\$401K	\$392K	\$388K	\$411K	\$401K	\$408K	\$410K	\$399K	\$429K	\$419K	\$425K	\$427K	\$407K
Prior Year	\$290K	\$332K	\$361K	\$367K	\$385K	\$383K	\$384K	\$380K	\$384K	\$380K	\$349K	\$376K	\$401K
Percent Change from Prior Year	38%	18%	7%	12%	4%	7%	7%	5%	12%	10%	22%	13%	1%

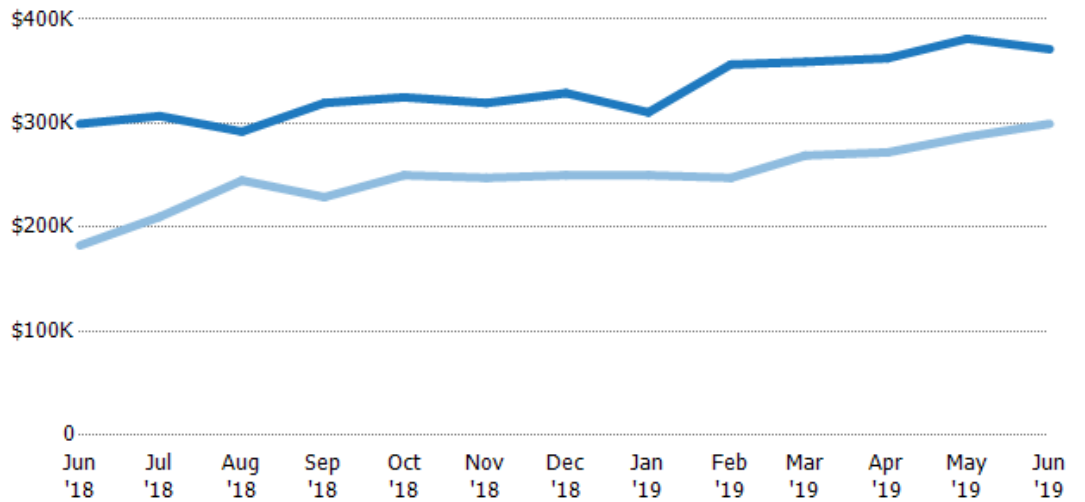
Median Listing Price

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.
Jun '19	\$371K	24%
Jun '18	\$299K	64.1%
Jun '17	\$183K	28.8%



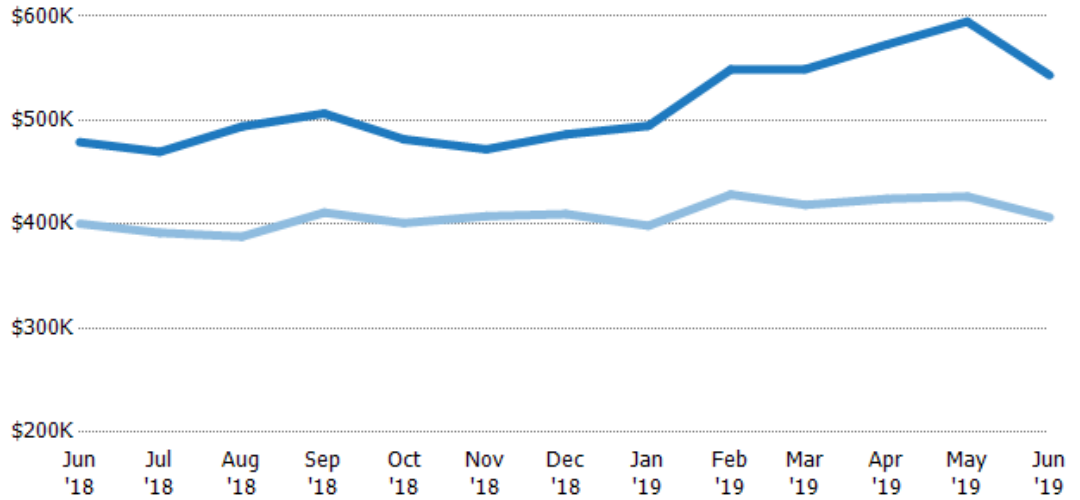
Current Year	\$299K	\$307K	\$292K	\$320K	\$325K	\$320K	\$329K	\$311K	\$357K	\$359K	\$363K	\$381K	\$371K
Prior Year	\$183K	\$210K	\$245K	\$229K	\$250K	\$248K	\$250K	\$250K	\$248K	\$269K	\$272K	\$287K	\$299K
Percent Change from Prior Year	64%	46%	19%	40%	30%	29%	32%	24%	44%	33%	33%	33%	24%

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



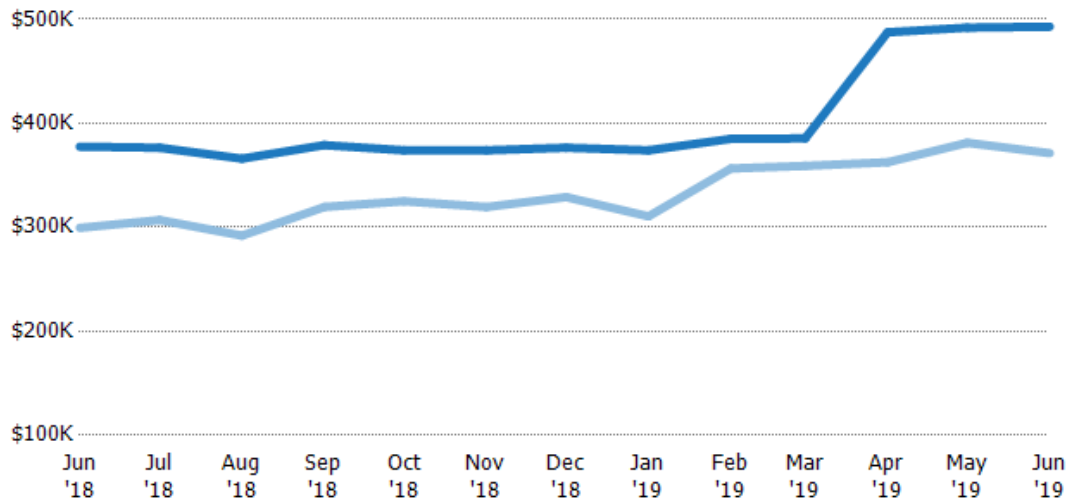
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$479K	\$470K	\$494K	\$506K	\$482K	\$472K	\$486K	\$495K	\$549K	\$549K	\$573K	\$595K	\$543K
Avg Listing Price	\$401K	\$392K	\$388K	\$411K	\$401K	\$408K	\$410K	\$399K	\$429K	\$419K	\$425K	\$427K	\$407K
Avg Listing Price as a % of Avg Est Value	84%	83%	79%	81%	83%	86%	84%	81%	78%	76%	74%	72%	75%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$378K	\$377K	\$366K	\$379K	\$374K	\$374K	\$377K	\$374K	\$385K	\$386K	\$487K	\$492K	\$493K
Median Listing Price	\$299K	\$307K	\$292K	\$320K	\$325K	\$320K	\$329K	\$311K	\$357K	\$359K	\$363K	\$381K	\$371K
Med Listing Price as a % of Med Est Value	79%	82%	80%	84%	87%	85%	87%	83%	93%	93%	74%	77%	75%

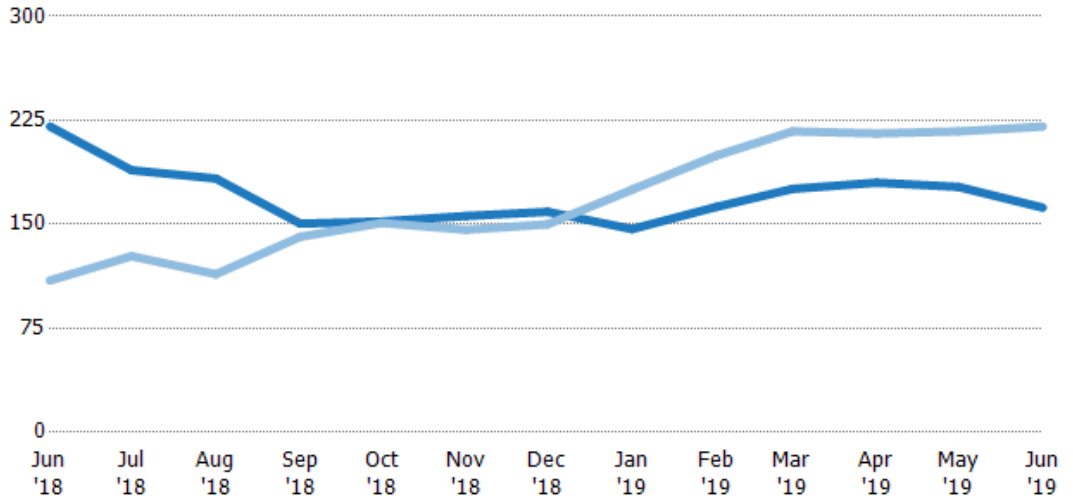
Median Days in RPR

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.
Jun '19	162	-26.5%
Jun '18	221	101.4%
Jun '17	110	10.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	221	189	183	151	152	156	159	147	163	176	180	177	162
Prior Year	110	127	114	141	151	146	150	175	200	217	216	217	221
Percent Change from Prior Year	101%	49%	61%	7%	1%	7%	6%	-16%	-19%	-19%	-16%	-18%	-27%

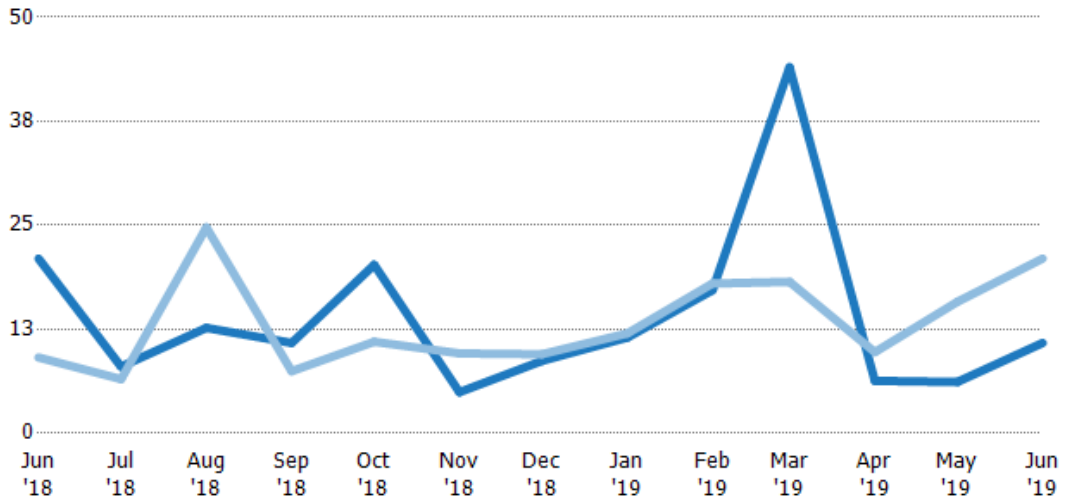
Months of Inventory

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.
Jun '19	10.9	-48.3%
Jun '18	21	130.5%
Jun '17	9.11	211%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	21	8	12.7	10.9	20.3	4.94	8.7	11.5	17.2	44	6.31	6.17	10.9
Prior Year	9.11	6.5	24.8	7.46	11	9.6	9.5	12	18	18.2	9.75	15.8	21
Percent Change from Prior Year	130%	23%	-49%	46%	84%	-49%	-8%	-4%	-4%	142%	-35%	-61%	-48%

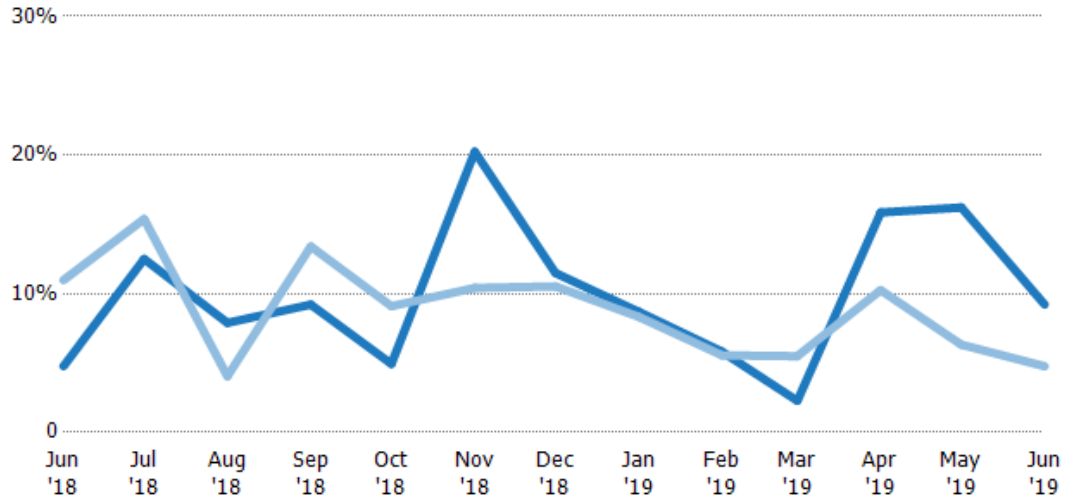
Absorption Rate

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.
Jun '19	9%	-4.5%
Jun '18	5%	6.2%
Jun '17	11%	-67.9%



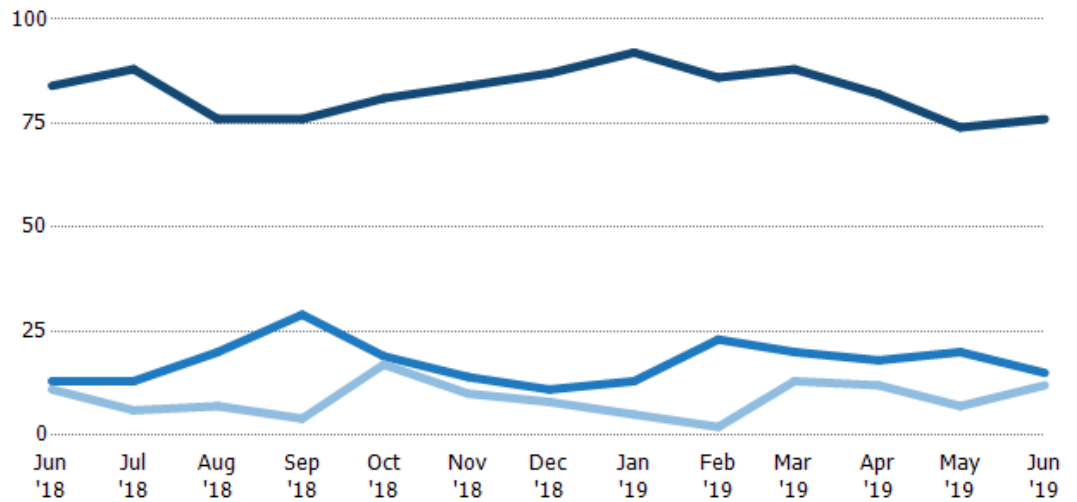
Current Year	5%	13%	8%	9%	5%	20%	11%	9%	6%	2%	16%	16%	9%
Prior Year	11%	15%	4%	13%	9%	10%	11%	8%	6%	5%	10%	6%	5%
Change from Prior Year	6%	3%	-4%	4%	4%	-10%	-1%	0%	0%	3%	-6%	-10%	-4%

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	84	88	76	76	81	84	87	92	86	88	82	74	76
Pending	13	13	20	29	19	14	11	13	23	20	18	20	15
Sold	11	6	7	4	17	10	8	5	2	13	12	7	12

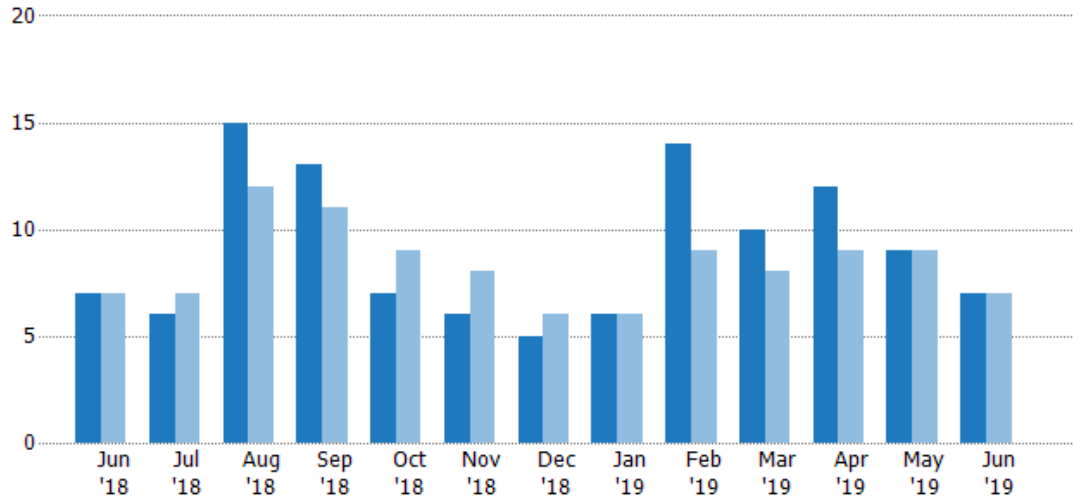
New Pending Sales

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.
Jun '19	7	0%
Jun '18	7	0%
Jun '17	7	-42.9%



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

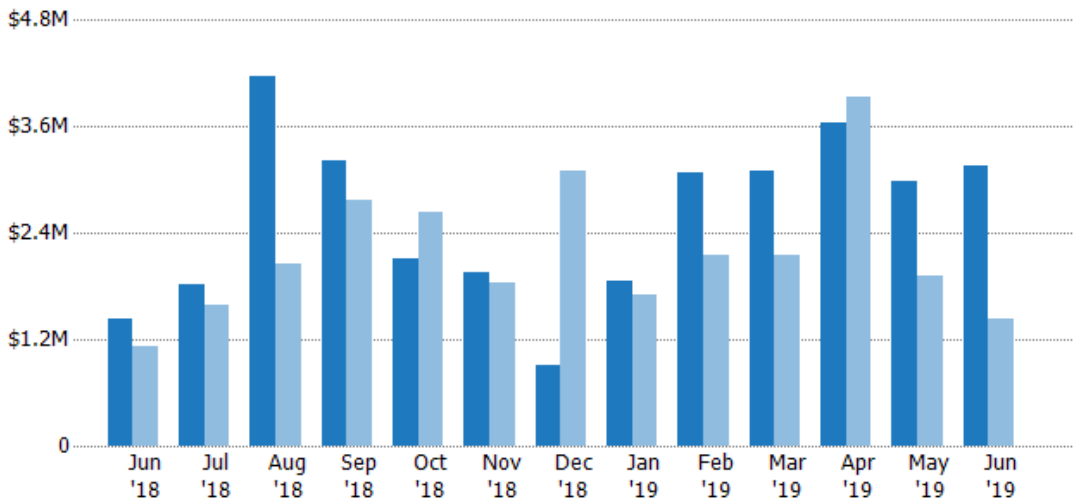
New Pending Sales Volume

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.
Jun '19	\$3.16M	121.3%
Jun '18	\$1.43M	27.1%
Jun '17	\$1.12M	-29.4%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$910K	\$1.85M	\$3.09M	\$3.1M	\$3.65M	\$2.98M	\$3.16M
Prior Year	\$1.12M	\$1.59M	\$2.05M	\$2.77M	\$2.64M	\$1.85M	\$3.09M	\$1.7M	\$2.14M	\$2.15M	\$3.94M	\$1.92M	\$1.43M
Percent Change from Prior Year	27%	14%	103%	16%	-20%	6%	-71%	9%	44%	44%	-7%	55%	121%

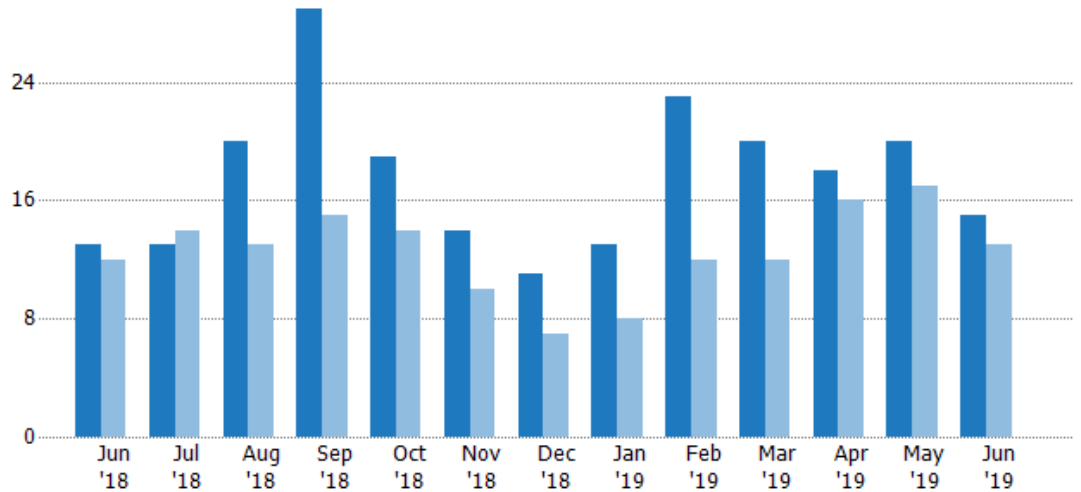
Pending Sales

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.
Jun '19	15	15.4%
Jun '18	13	8.3%
Jun '17	12	-50%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	13	13	20	29	19	14	11	13	23	20	18	20	15
Prior Year	12	14	13	15	14	10	7	8	12	12	16	17	13
Percent Change from Prior Year	8%	-7%	54%	93%	36%	40%	57%	63%	92%	67%	13%	18%	15%

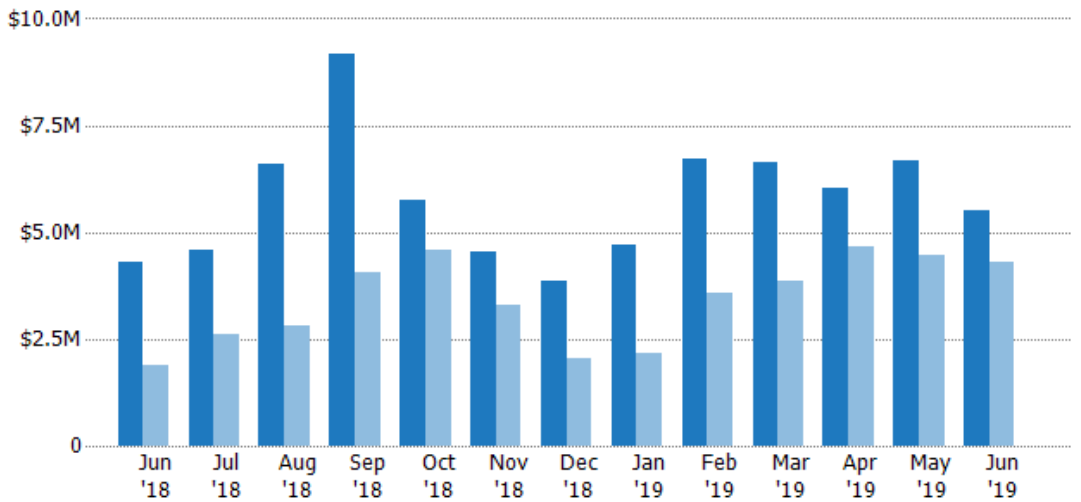
Pending Sales Volume

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.
Jun '19	\$5.52M	27.8%
Jun '18	\$4.32M	126.8%
Jun '17	\$1.9M	-31.2%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$4.32M	\$4.59M	\$6.6M	\$9.18M	\$5.76M	\$4.54M	\$3.87M	\$4.72M	\$6.7M	\$6.64M	\$6.02M	\$6.66M	\$5.52M
Prior Year	\$1.9M	\$2.62M	\$2.83M	\$4.04M	\$4.59M	\$3.31M	\$2.06M	\$2.17M	\$3.56M	\$3.87M	\$4.64M	\$4.45M	\$4.32M
Percent Change from Prior Year	127%	76%	133%	127%	26%	37%	88%	117%	88%	72%	30%	50%	28%

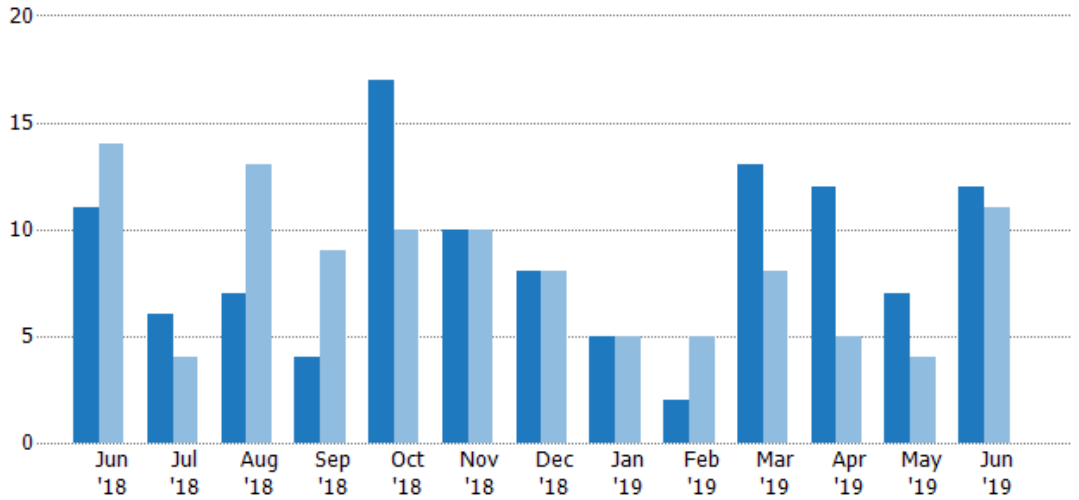
Closed Sales

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.
Jun '19	12	9.1%
Jun '18	11	-21.4%
Jun '17	14	-64.3%



Current Year	11	6	7	4	17	10	8	5	2	13	12	7	12
Prior Year	14	4	13	9	10	10	8	5	5	8	5	4	11
Percent Change from Prior Year	-21%	50%	-46%	-56%	70%	0%	0%	0%	-60%	63%	140%	75%	9%

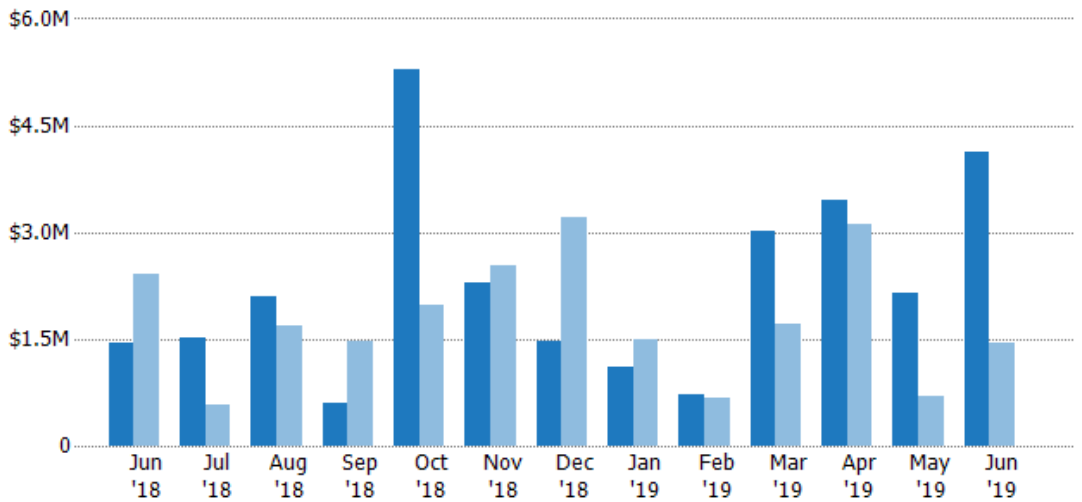
Closed Sales Volume

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.
Jun '19	\$4.12M	182.8%
Jun '18	\$1.46M	-39.8%
Jun '17	\$2.42M	-68.5%



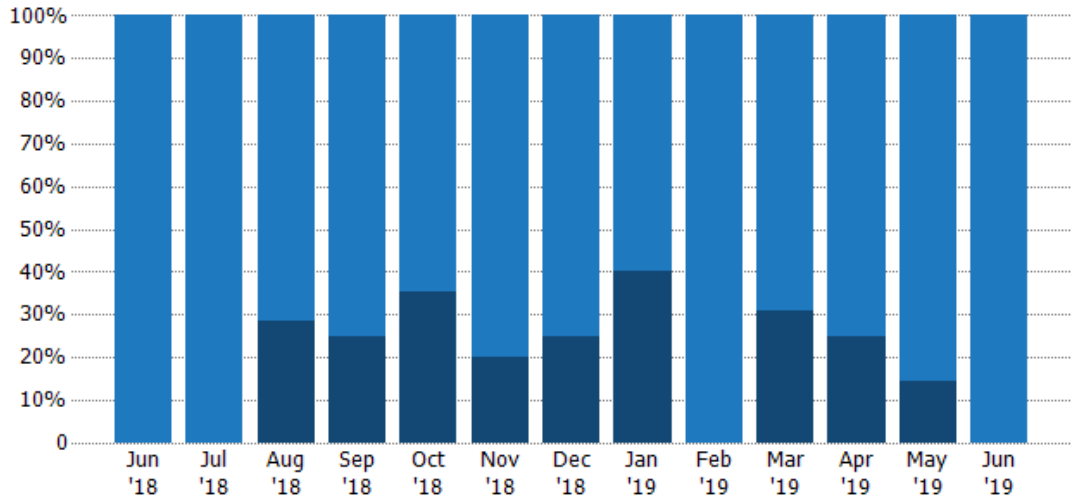
Current Year	\$1.46M	\$1.52M	\$2.1M	\$601K	\$5.28M	\$2.29M	\$1.46M	\$1.11M	\$710K	\$3.01M	\$3.46M	\$2.14M	\$4.12M
Prior Year	\$2.42M	\$576K	\$1.7M	\$1.48M	\$1.97M	\$2.54M	\$3.21M	\$1.49M	\$669K	\$1.71M	\$3.11M	\$692K	\$1.46M
Percent Change from Prior Year	-40%	163%	24%	-59%	168%	-10%	-55%	-26%	6%	76%	11%	209%	183%

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

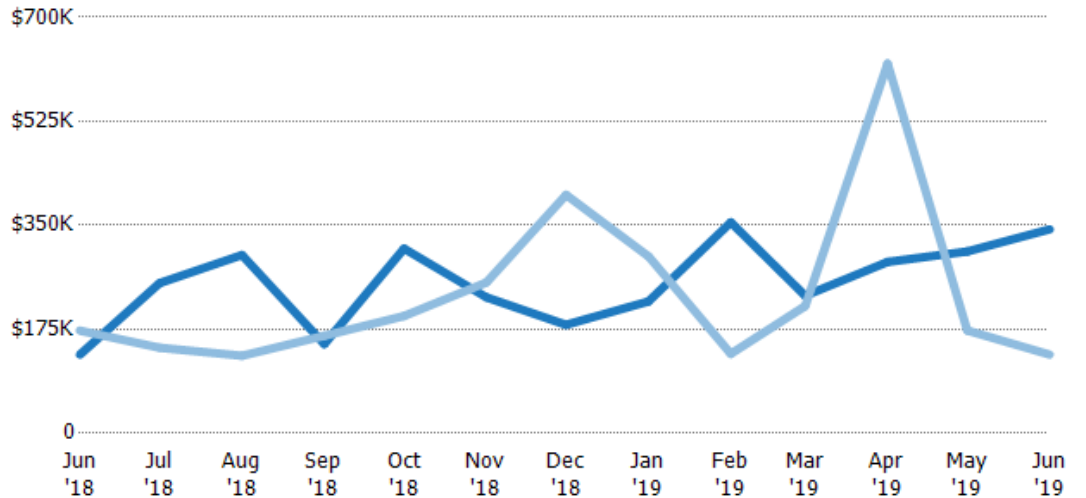
Average Sales Price

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.
Jun '19	\$343K	159.3%
Jun '18	\$132K	-23.4%
Jun '17	\$173K	-11.8%



Current Year	\$132K	\$253K	\$300K	\$150K	\$311K	\$229K	\$183K	\$222K	\$355K	\$231K	\$288K	\$306K	\$343K
Prior Year	\$173K	\$144K	\$130K	\$164K	\$197K	\$254K	\$401K	\$298K	\$134K	\$214K	\$622K	\$173K	\$132K
Percent Change from Prior Year	-23%	75%	130%	-8%	57%	-10%	-55%	-26%	166%	8%	-54%	77%	159%

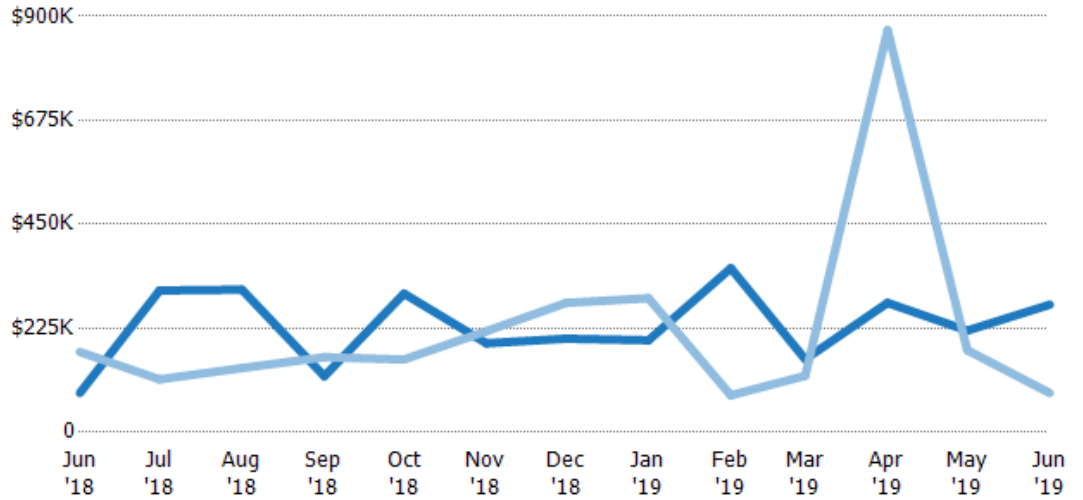
Median Sales Price

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.
Jun '19	\$276K	224.7%
Jun '18	\$85K	-51.1%
Jun '17	\$174K	-58.6%



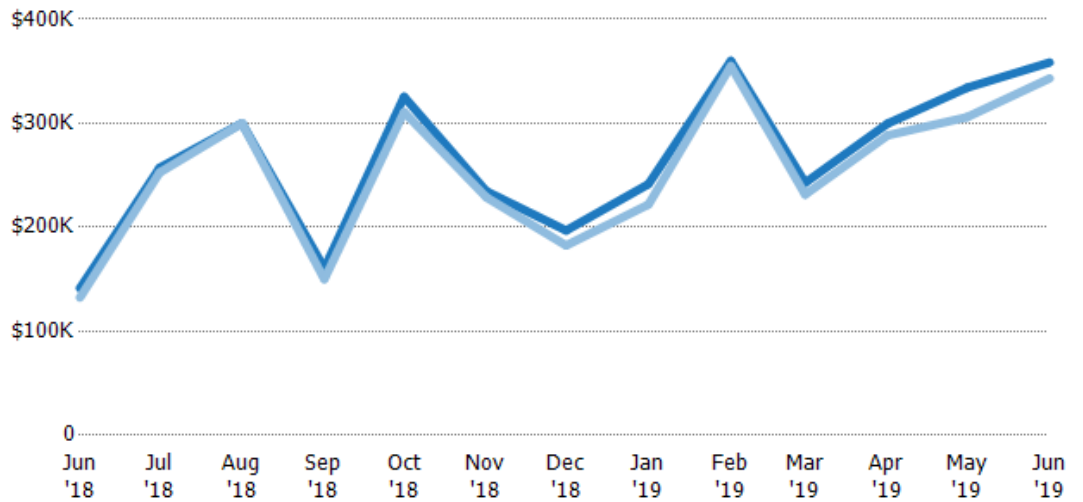
Current Year	\$85K	\$307K	\$309K	\$121K	\$300K	\$193K	\$203K	\$199K	\$355K	\$158K	\$280K	\$220K	\$276K
Prior Year	\$174K	\$115K	\$139K	\$163K	\$158K	\$219K	\$280K	\$290K	\$80K	\$122K	\$870K	\$178K	\$85K
Percent Change from Prior Year	-51%	168%	122%	-25%	90%	-12%	-28%	-31%	344%	29%	-68%	24%	225%

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



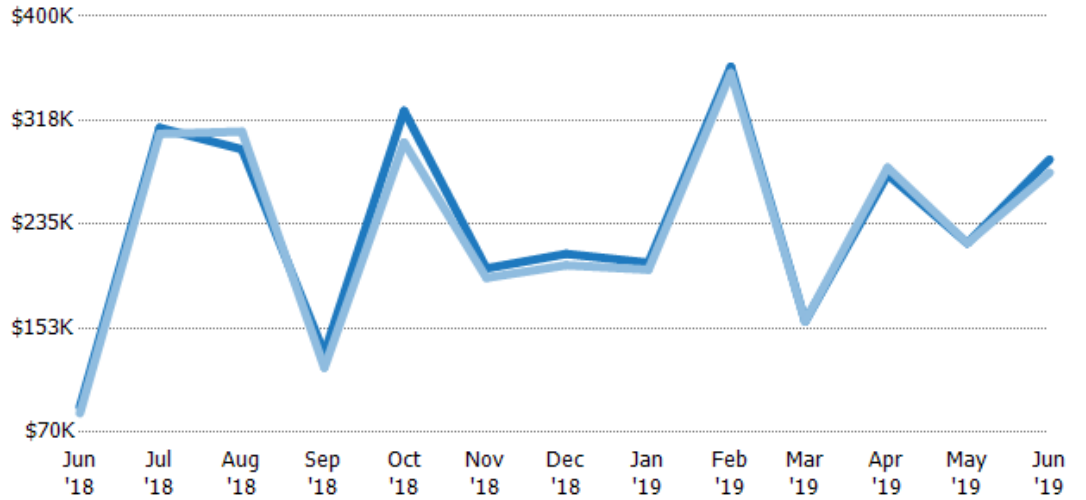
Avg List Price	\$141K	\$257K	\$300K	\$161K	\$326K	\$235K	\$197K	\$242K	\$360K	\$243K	\$300K	\$334K	\$358K
Avg Sales Price	\$132K	\$253K	\$300K	\$150K	\$311K	\$229K	\$183K	\$222K	\$355K	\$231K	\$288K	\$306K	\$343K
Avg Sales Price as a % of Avg List Price	94%	98%	100%	94%	95%	98%	93%	92%	99%	95%	96%	92%	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



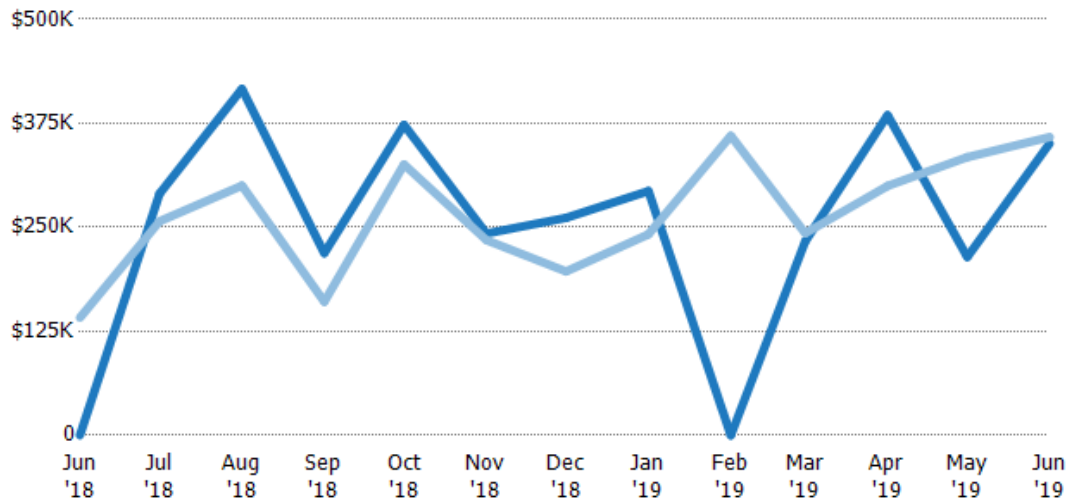
Median List Price	\$90K	\$312K	\$295K	\$133K	\$325K	\$200K	\$212K	\$205K	\$360K	\$158K	\$274K	\$220K	\$287K
Median Sales Price	\$85K	\$307K	\$309K	\$121K	\$300K	\$193K	\$203K	\$199K	\$355K	\$158K	\$280K	\$220K	\$276K
Med Sales Price as a % of Med List Price	94%	98%	105%	92%	92%	96%	96%	97%	99%	100%	102%	100%	96%

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



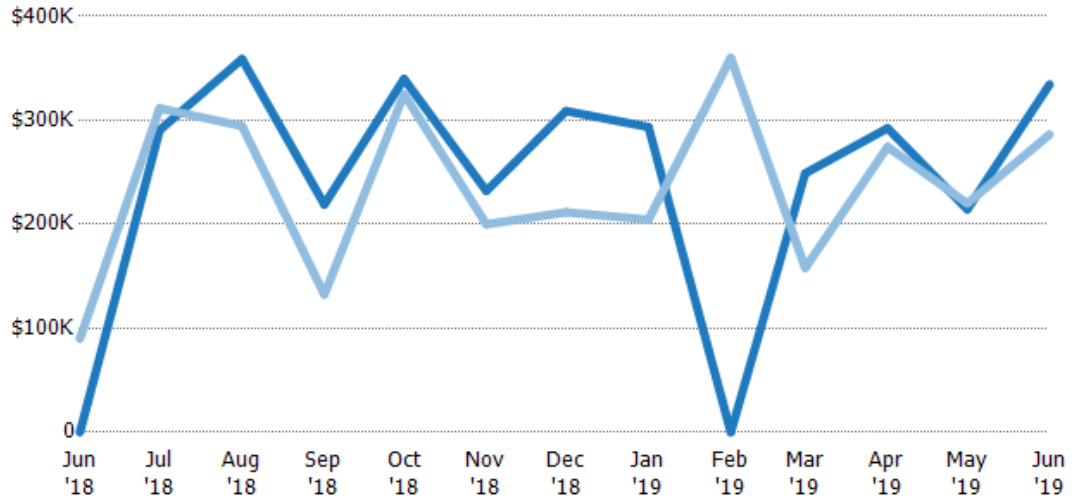
Avg Est Value	\$0	\$291K	\$416K	\$219K	\$373K	\$242K	\$261K	\$294K	\$0	\$233K	\$385K	\$214K	\$351K
Avg Sales Price	\$141K	\$257K	\$300K	\$161K	\$326K	\$235K	\$197K	\$242K	\$360K	\$243K	\$300K	\$334K	\$358K
Avg Sales Price as a % of Avg Est Value	100%	89%	72%	73%	87%	97%	75%	82%	100%	104%	78%	156%	102%

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	\$291K	\$359K	\$219K	\$340K	\$232K	\$309K	\$294K	\$0	\$249K	\$292K	\$214K	\$335K
Median Sales Price	\$90K	\$312K	\$295K	\$133K	\$325K	\$200K	\$212K	\$205K	\$360K	\$158K	\$274K	\$220K	\$287K
Med Sales Price as a % of Med Est Value	100%	107%	82%	61%	96%	86%	68%	70%	100%	63%	94%	103%	86%