

## 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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	17	11	+54.5%	107	82	+30.5%
New Listing Volume	\$4,100,300	\$3,423,400	+19.8%	\$34,460,450	\$23,771,900	+45%
Active Listing Count	77	76	+1.3%	N/A	N/A	
Active Listing Volume	\$30,355,200	\$29,624,100	+2.5%	N/A	N/A	
Average Listing Price	\$394,223	\$389,791	+1.1%	\$408,089	\$378,948	+7.7%
Median Listing Price	\$335,000	\$283,750	+18.1%	\$335,900	\$270,145	+24.3%
Median Days in RPR	169	183	-7.7%	175.09	205.56	-14.8%
Months of Inventory	19.3	12.7	+52%	13	9.4	+38%
Absorption Rate	5.19%	7.89%	-2.7%	7.72%	10.65%	-2.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	22	15	+46.7%	86	69	+24.6%
New Pending Sales Volume	\$8,213,300	\$4,162,000	+97.3%	\$27,615,650	\$19,267,750	+43.3%
Pending Sales Count	25	21	+19%	N/A	N/A	
Pending Sales Volume	\$8,632,700	\$6,656,000	+29.7%	N/A	N/A	
Closed Sales Count	11	7	+57.1%	65	51	+27.5%
Closed Sales Volume	\$3,307,255	\$2,100,000	+57.5%	\$18,902,517	\$12,744,625	+48.3%
Average Sales Price	\$300,660	\$300,000	+0.2%	\$290,808	\$249,895	+16.4%
Median Sales Price	\$265,000	\$308,500	-14.1%	\$237,415	\$251,431	-5.6%

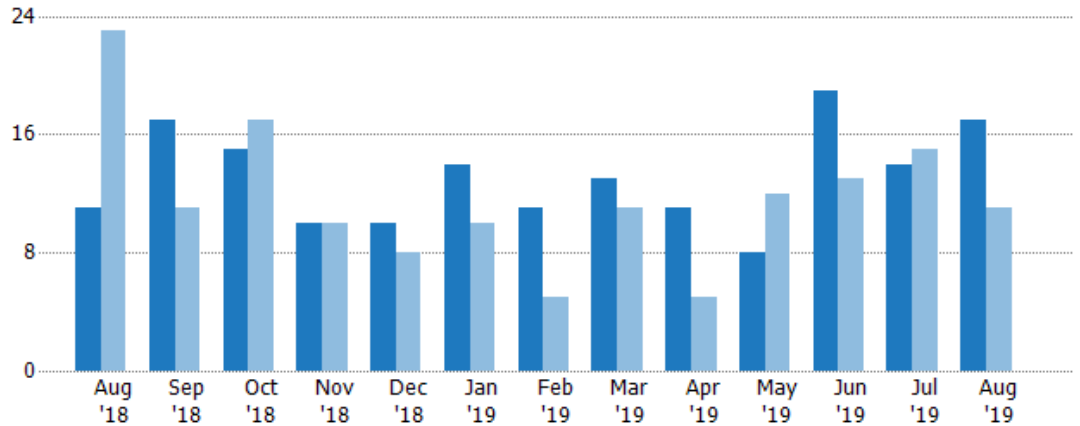
## New Listings

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.
Aug '19	17	54.5%
Aug '18	11	-52.2%
Aug '17	23	-65.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	11	17	15	10	10	14	11	13	11	8	19	14	17
Prior Year	23	11	17	10	8	10	5	11	5	12	13	15	11
Percent Change from Prior Year	-52%	55%	-12%	0%	25%	40%	120%	18%	120%	-33%	46%	-7%	55%

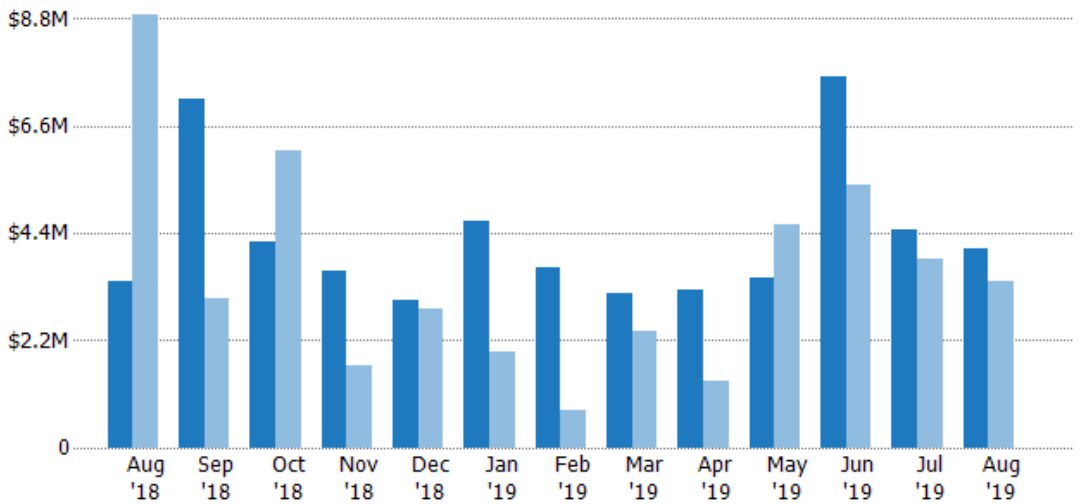
## New Listing Volume

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.
Aug '19	\$4.1M	19.8%
Aug '18	\$3.42M	-61.5%
Aug '17	\$8.89M	-79.6%



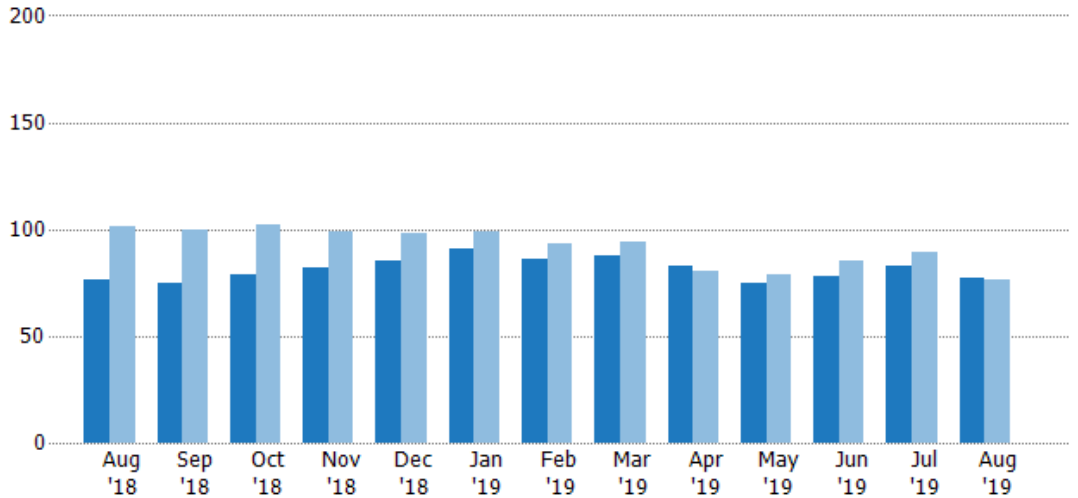
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$3.42M	\$7.17M	\$4.23M	\$3.63M	\$3.03M	\$4.64M	\$3.71M	\$3.17M	\$3.24M	\$3.5M	\$7.63M	\$4.47M	\$4.1M
Prior Year	\$8.89M	\$3.08M	\$6.09M	\$1.69M	\$2.86M	\$1.98M	\$765K	\$2.39M	\$1.35M	\$4.58M	\$5.39M	\$3.89M	\$3.42M
Percent Change from Prior Year	-61%	133%	-31%	115%	6%	134%	385%	33%	139%	-24%	42%	15%	20%

## 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



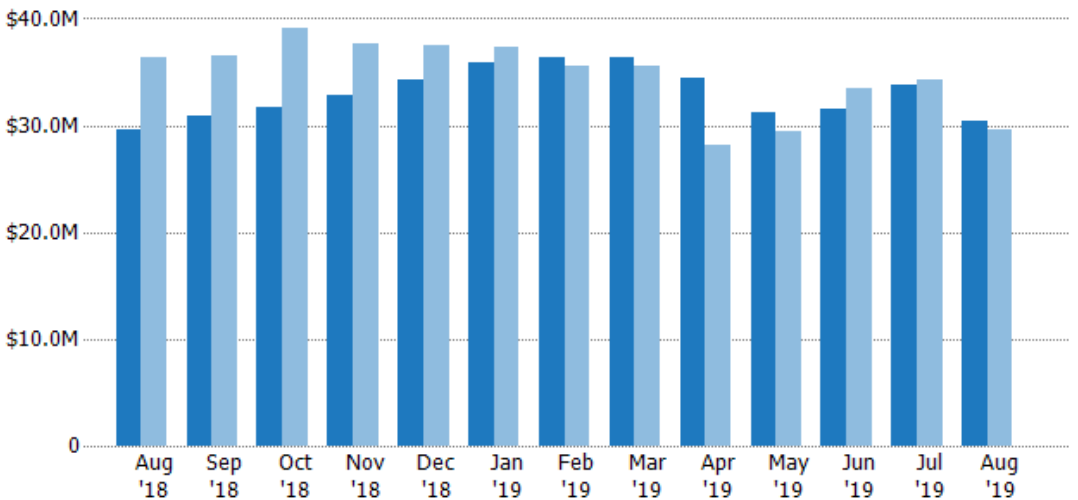
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	76	101	-25%
Sep '18	75	100	-25%
Oct '18	79	102	-23%
Nov '18	82	99	-17%
Dec '18	85	98	-13%
Jan '19	91	99	-8%
Feb '19	86	93	-8%
Mar '19	88	94	-6%
Apr '19	83	80	4%
May '19	75	79	-5%
Jun '19	78	85	-8%
Jul '19	83	89	-7%
Aug '19	77	76	1%

## 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	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	\$30.4M	\$29.6M	2.5%
Sep '18	\$30.8M	\$36.5M	-16%
Oct '18	\$31.7M	\$39.1M	-19%
Nov '18	\$32.9M	\$37.7M	-13%
Dec '18	\$34.3M	\$37.4M	-8%
Jan '19	\$35.8M	\$37.4M	-4%
Feb '19	\$36.4M	\$35.5M	3%
Mar '19	\$36.4M	\$35.5M	2%
Apr '19	\$34.4M	\$28.1M	22%
May '19	\$31.2M	\$29.5M	6%
Jun '19	\$31.5M	\$33.5M	-6%
Jul '19	\$33.7M	\$34.3M	-2%
Aug '19	\$30.4M	\$29.6M	2%

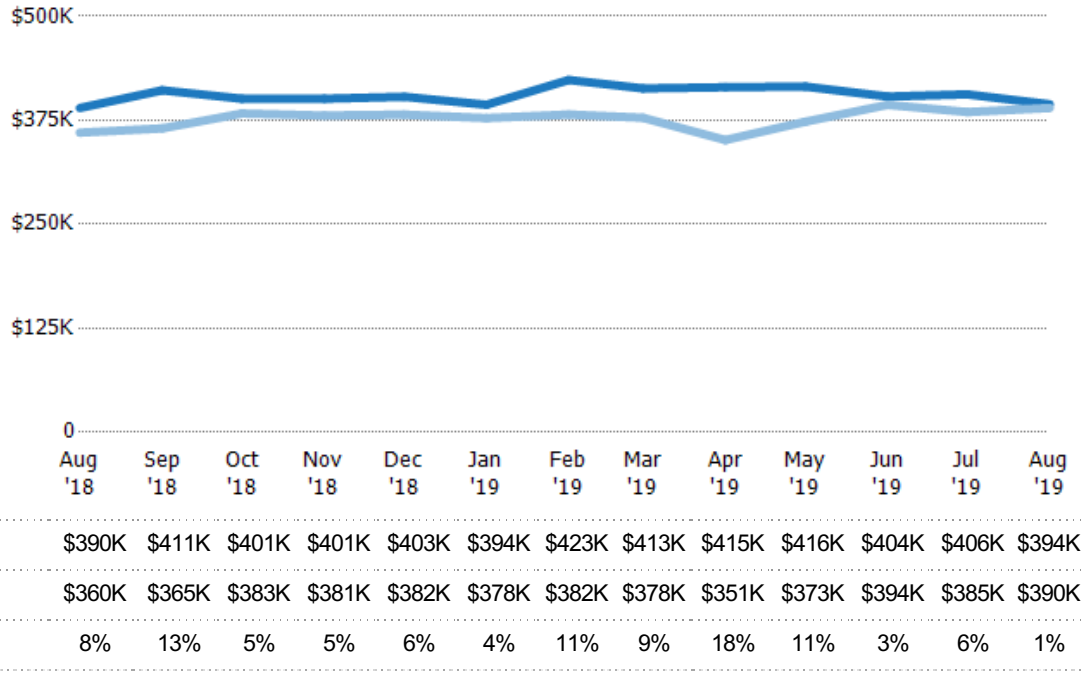
## Average Listing Price

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.
Aug '19	\$394K	1.1%
Aug '18	\$390K	8.2%
Aug '17	\$360K	-26.2%



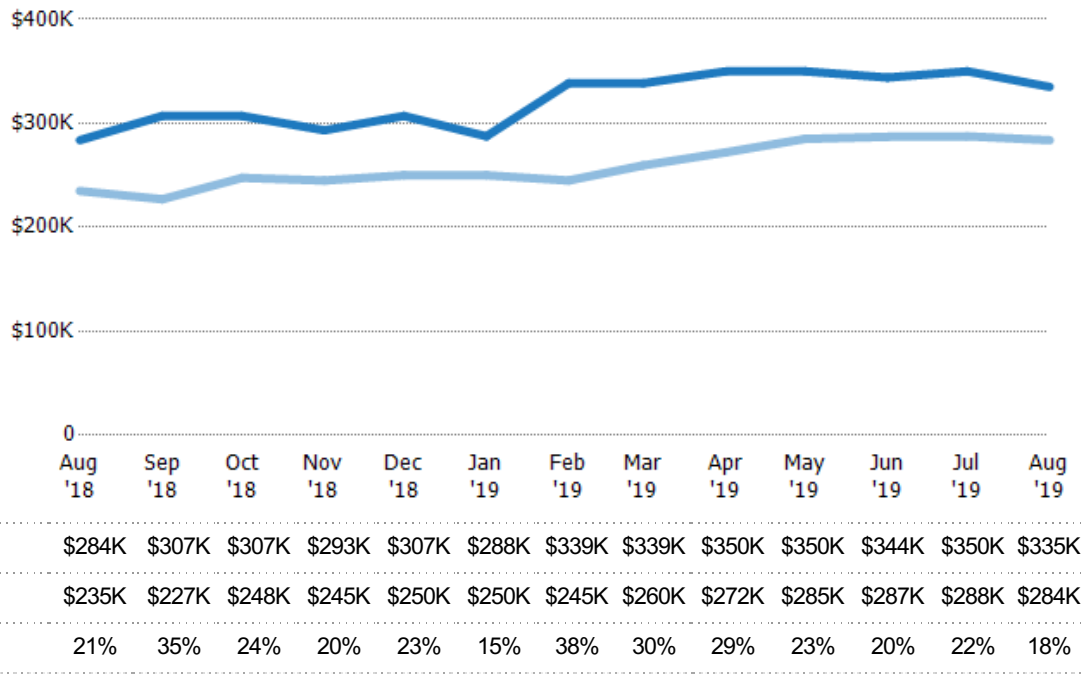
## Median Listing Price

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.
Aug '19	\$335K	18.1%
Aug '18	\$284K	20.8%
Aug '17	\$235K	-6.8%

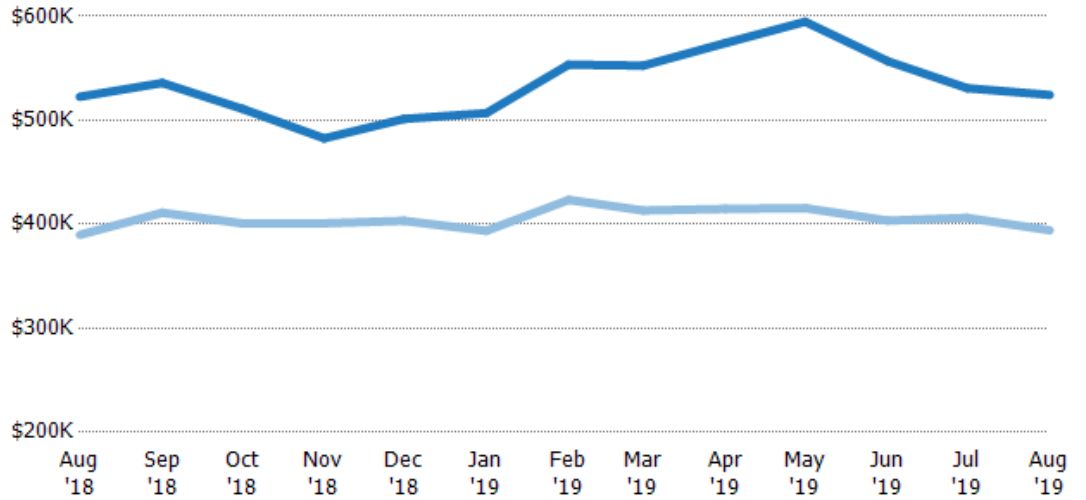


## Average Listing Price vs Average Est Value

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



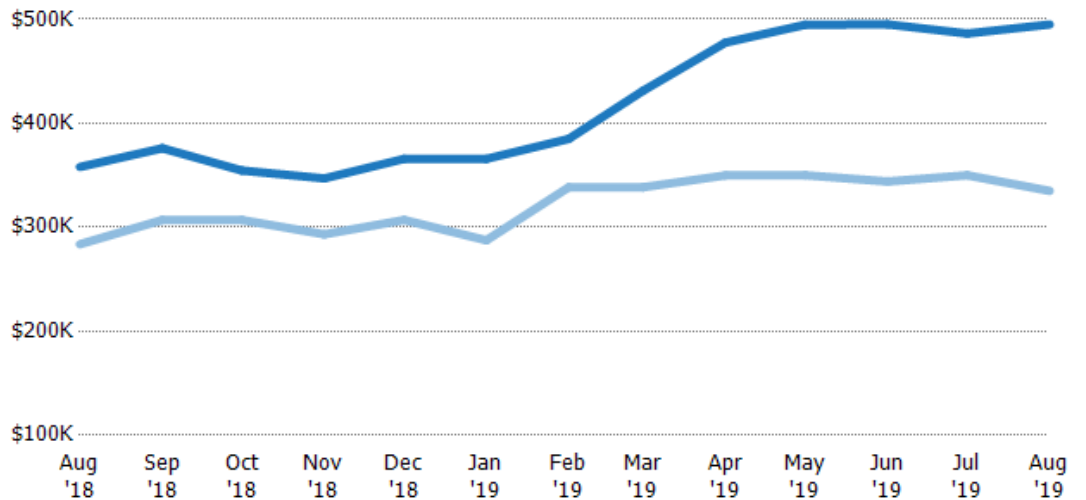
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$523K	\$536K	\$511K	\$483K	\$501K	\$507K	\$554K	\$553K	\$574K	\$595K	\$557K	\$531K	\$524K
Avg Listing Price	\$390K	\$411K	\$401K	\$401K	\$403K	\$394K	\$423K	\$413K	\$415K	\$416K	\$404K	\$406K	\$394K
Avg Listing Price as a % of Avg Est Value	75%	77%	78%	83%	80%	78%	77%	75%	72%	70%	72%	77%	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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$358K	\$376K	\$355K	\$347K	\$366K	\$366K	\$385K	\$431K	\$478K	\$495K	\$495K	\$486K	\$495K
Median Listing Price	\$284K	\$307K	\$307K	\$293K	\$307K	\$288K	\$339K	\$339K	\$350K	\$350K	\$344K	\$350K	\$335K
Med Listing Price as a % of Med Est Value	79%	82%	87%	85%	84%	79%	88%	78%	73%	71%	69%	72%	68%

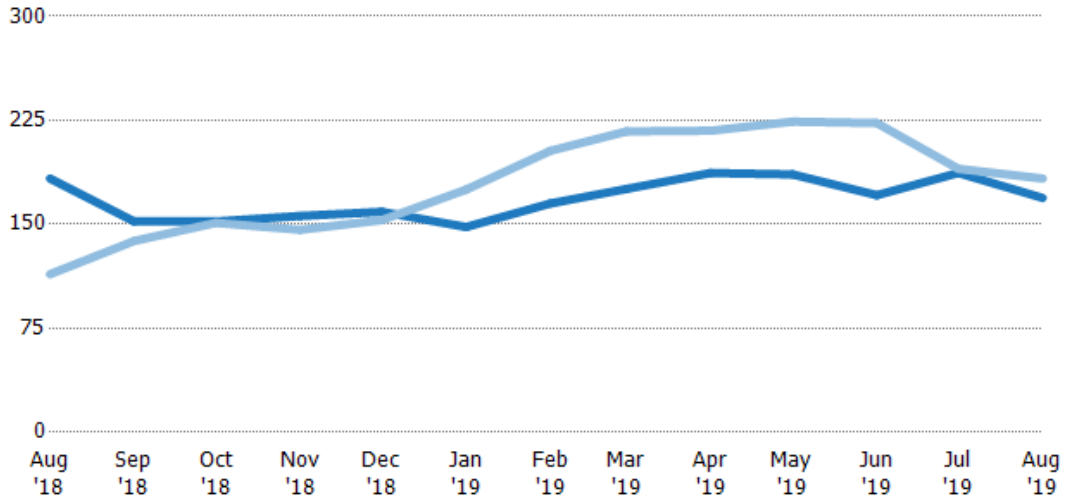
## Median Days in RPR

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.
Aug '19	169	-7.7%
Aug '18	183	60.5%
Aug '17	114	24.6%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	183	152	152	156	159	148	165	176	187	186	171	187	169
Prior Year	114	138	151	146	153	175	203	217	218	224	223	190	183
Percent Change from Prior Year	61%	10%	1%	7%	4%	-15%	-19%	-19%	-14%	-17%	-23%	-2%	-8%

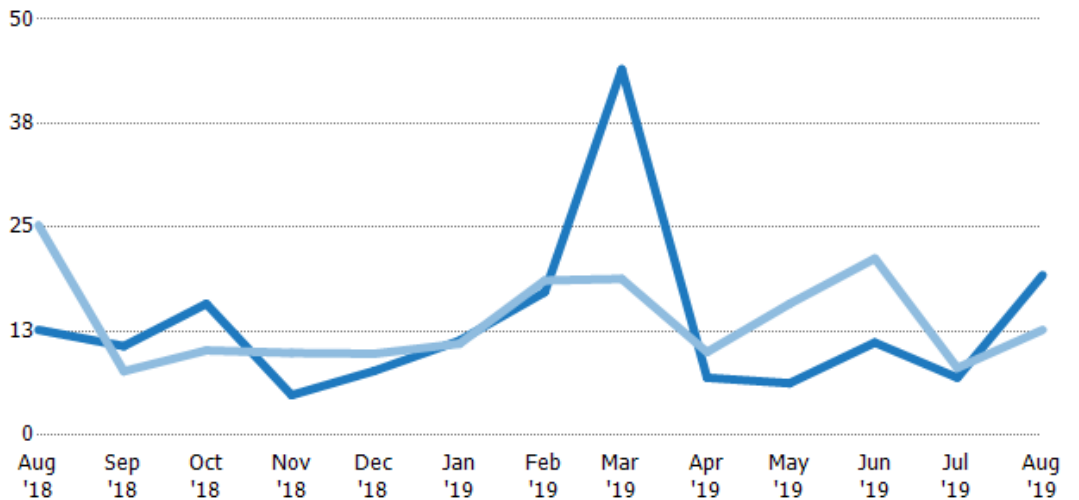
## Months of Inventory

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.
Aug '19	19.3	52%
Aug '18	12.7	-49.8%
Aug '17	25.3	80.2%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	12.7	10.7	15.8	4.82	7.73	11.4	17.2	44	6.92	6.25	11.1	6.92	19.3
Prior Year	25.3	7.69	10.2	9.9	9.8	11	18.6	18.8	10	15.8	21.3	8.09	12.7
Percent Change from Prior Year	-50%	39%	55%	-51%	-21%	3%	-8%	134%	-31%	-60%	-48%	-15%	52%

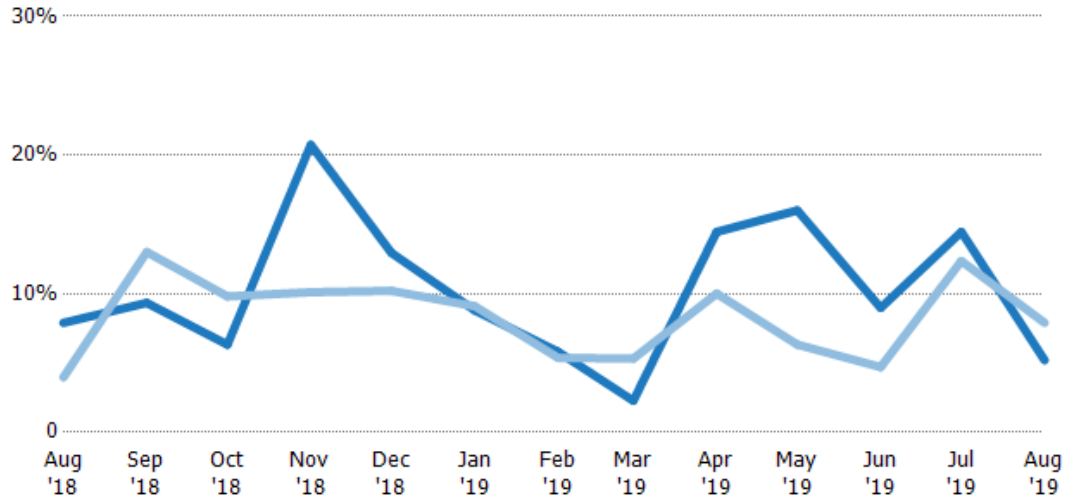
## Absorption Rate

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.
Aug '19	5%	2.7%
Aug '18	8%	-3.9%
Aug '17	4%	-44.7%



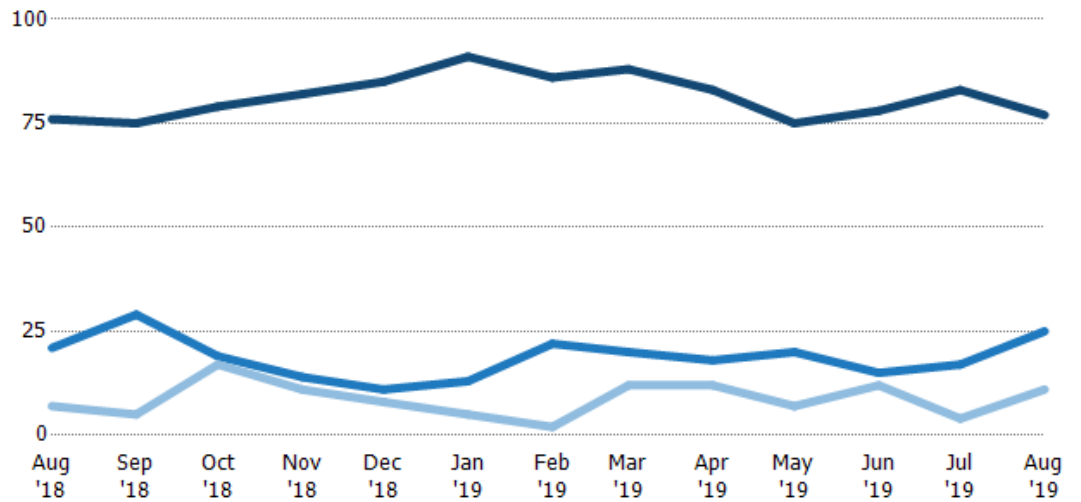
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	8%	9%	6%	21%	13%	9%	6%	2%	14%	16%	9%	14%	5%
Prior Year	4%	13%	10%	10%	10%	9%	5%	5%	10%	6%	5%	12%	8%
Change from Prior Year	-4%	4%	3%	-11%	-3%	0%	0%	3%	-4%	-10%	-4%	-2%	3%

## 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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	76	75	79	82	85	91	86	88	83	75	78	83	77
Pending	21	29	19	14	11	13	22	20	18	20	15	17	25
Sold	7	5	17	11	8	5	2	12	12	7	12	4	11

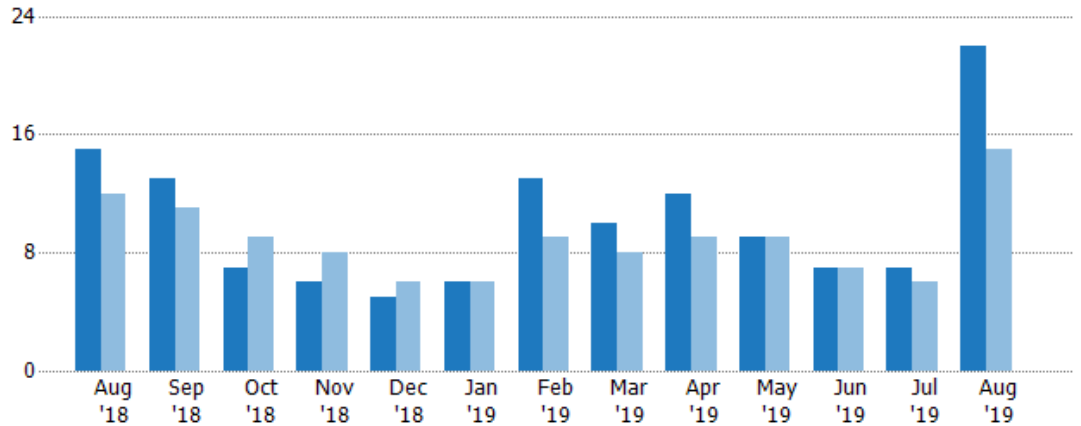
## New Pending Sales

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.
Aug '19	22	46.7%
Aug '18	15	25%
Aug '17	12	-41.7%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	15	13	7	6	5	6	13	10	12	9	7	7	22
Prior Year	12	11	9	8	6	6	9	8	9	9	7	6	15
Percent Change from Prior Year	25%	18%	-22%	-25%	-17%	0%	44%	25%	33%	0%	0%	17%	47%

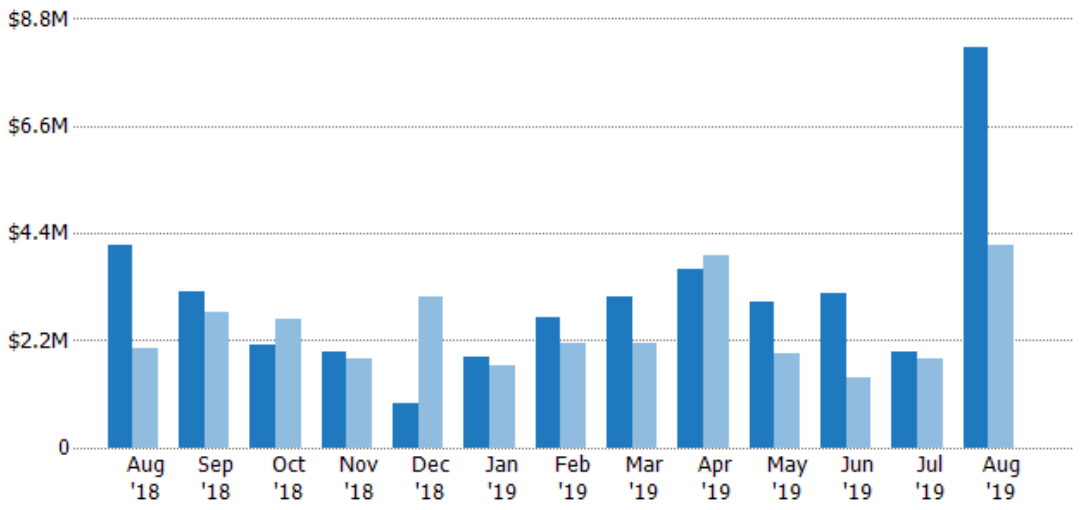
## New Pending Sales Volume

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.
Aug '19	\$8.21M	97.3%
Aug '18	\$4.16M	103.3%
Aug '17	\$2.05M	-35.7%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$910K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$1.98M	\$8.21M
Prior Year	\$2.05M	\$2.77M	\$2.64M	\$1.85M	\$3.09M	\$1.7M	\$2.14M	\$2.15M	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M
Percent Change from Prior Year	103%	16%	-20%	6%	-71%	9%	25%	44%	-7%	55%	121%	9%	97%



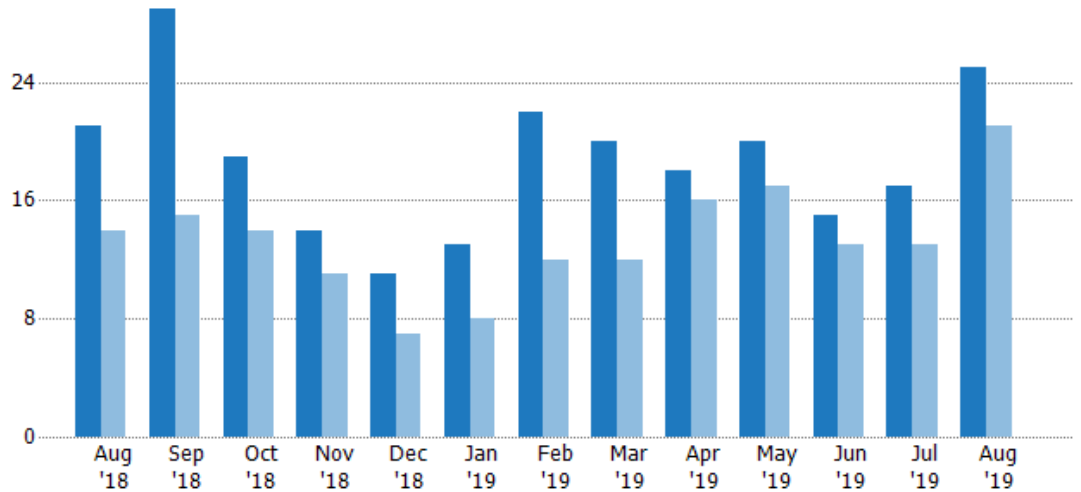
## Pending Sales

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.
Aug '19	25	19%
Aug '18	21	50%
Aug '17	14	-35.7%



Current Year	21	29	19	14	11	13	22	20	18	20	15	17	25
Prior Year	14	15	14	11	7	8	12	12	16	17	13	13	21
Percent Change from Prior Year	50%	93%	36%	27%	57%	63%	83%	67%	13%	18%	15%	31%	19%

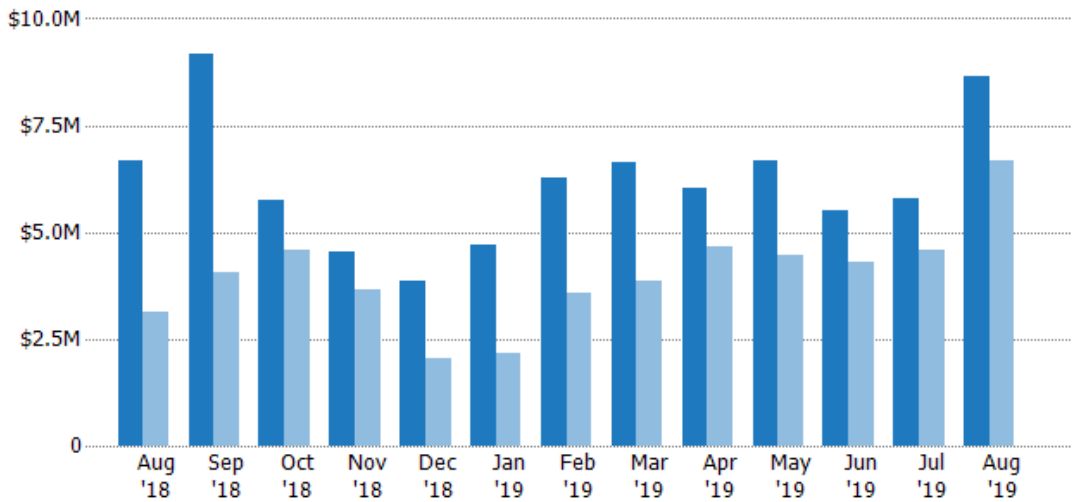
## Pending Sales Volume

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.
Aug '19	\$8.63M	29.7%
Aug '18	\$6.66M	113.8%
Aug '17	\$3.11M	-46.2%



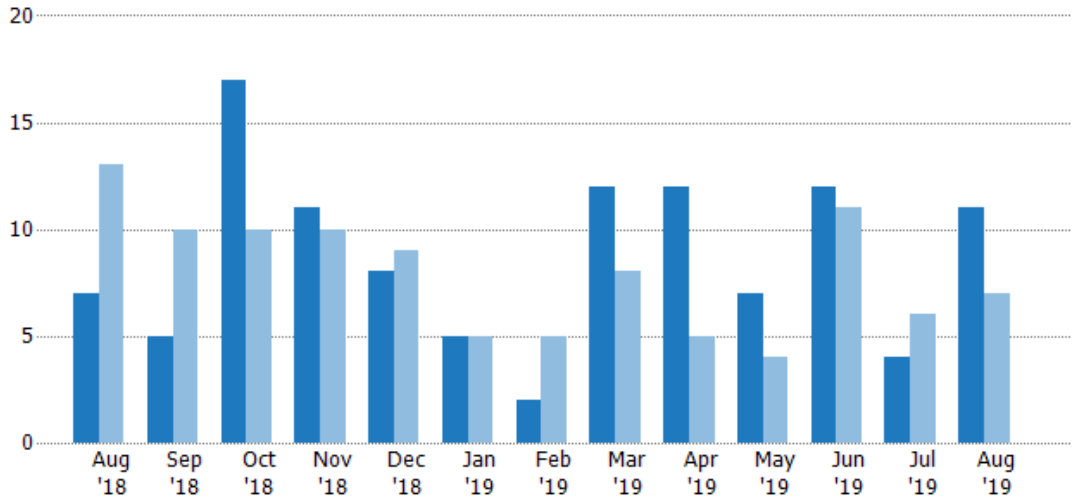
Current Year	\$6.66M	\$9.18M	\$5.76M	\$4.54M	\$3.87M	\$4.72M	\$6.29M	\$6.64M	\$6.02M	\$6.66M	\$5.52M	\$5.81M	\$8.63M
Prior Year	\$3.11M	\$4.04M	\$4.59M	\$3.65M	\$2.06M	\$2.17M	\$3.56M	\$3.87M	\$4.64M	\$4.45M	\$4.32M	\$4.59M	\$6.66M
Percent Change from Prior Year	114%	127%	26%	24%	88%	117%	77%	72%	30%	50%	28%	26%	30%

## 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.
Aug '19	11	57.1%
Aug '18	7	-46.2%
Aug '17	13	-53.8%

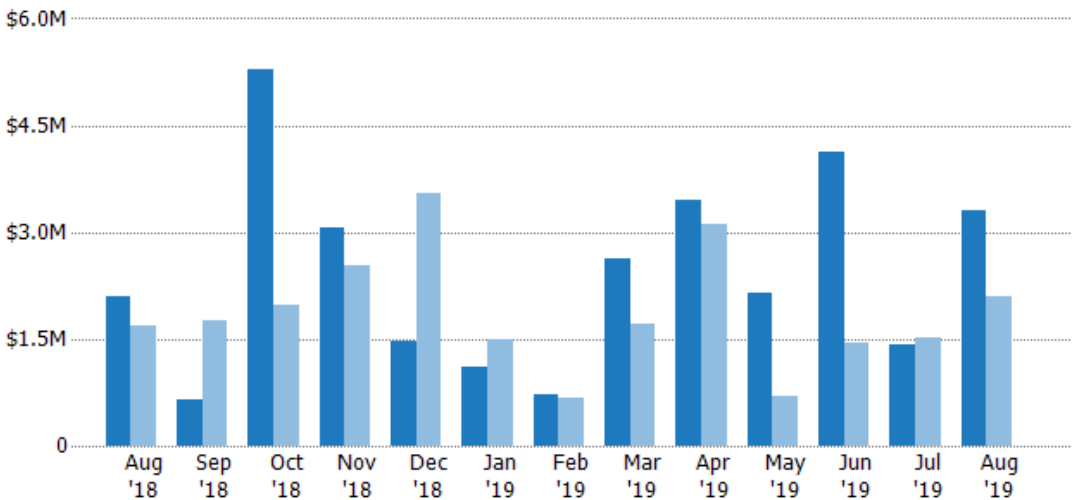
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	7	5	17	11	8	5	2	12	12	7	12	4	11
Prior Year	13	10	10	10	9	5	5	8	5	4	11	6	7
Percent Change from Prior Year	-46%	-50%	70%	10%	-11%	0%	-60%	50%	140%	75%	9%	-33%	57%

## 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.
Aug '19	\$3.31M	57.5%
Aug '18	\$2.1M	23.8%
Aug '17	\$1.7M	-11.4%

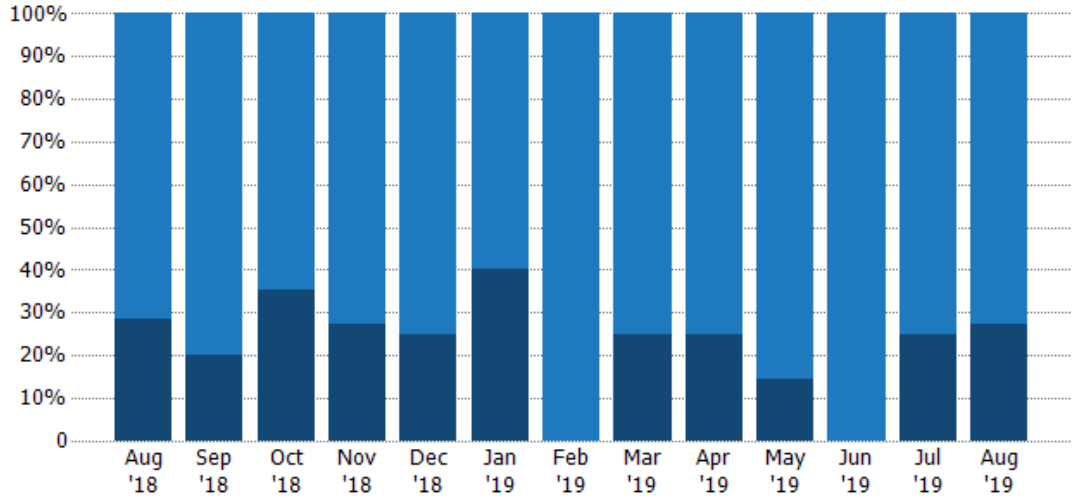
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$2.1M	\$656K	\$5.28M	\$3.08M	\$1.46M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.31M
Prior Year	\$1.7M	\$1.75M	\$1.97M	\$2.54M	\$3.55M	\$1.49M	\$669K	\$1.71M	\$3.11M	\$692K	\$1.46M	\$1.52M	\$2.1M
Percent Change from Prior Year	24%	-63%	168%	21%	-59%	-26%	6%	53%	11%	209%	183%	-6%	57%

## 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	71%	80%	65%	73%	75%	60%	100%	75%	75%	86%	100%	75%	73%
Single Family Residence	29%	20%	35%	27%	25%	40%	-	25%	25%	14%	-	25%	27%

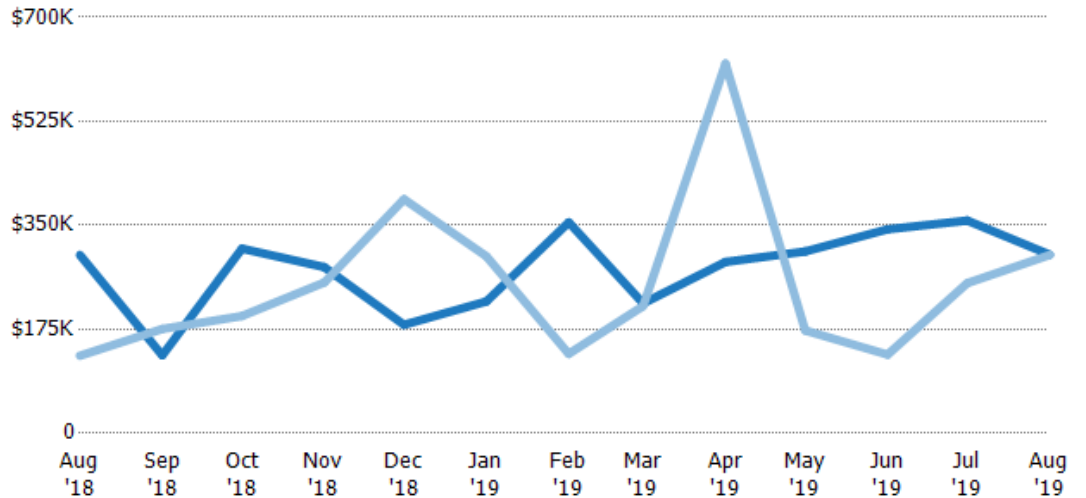
## Average Sales Price

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.
Aug '19	\$301K	0.2%
Aug '18	\$300K	130%
Aug '17	\$130K	92%



Current Year	\$300K	\$131K	\$311K	\$280K	\$183K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K
Prior Year	\$130K	\$175K	\$197K	\$254K	\$394K	\$298K	\$134K	\$214K	\$622K	\$173K	\$132K	\$253K	\$300K
Percent Change from Prior Year	130%	-25%	57%	10%	-54%	-26%	166%	2%	-54%	77%	159%	42%	0%

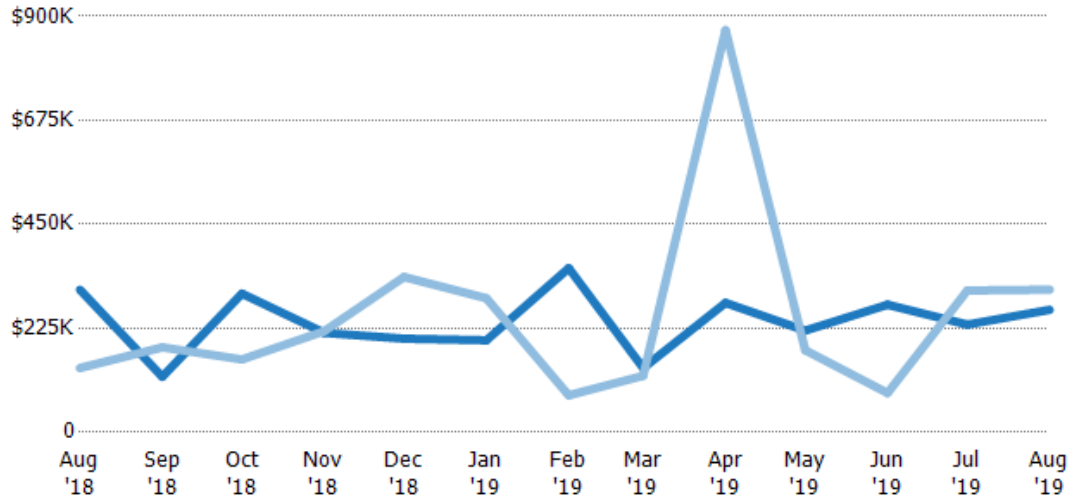
## Median Sales Price

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.
Aug '19	\$265K	-14.1%
Aug '18	\$309K	121.9%
Aug '17	\$139K	80.6%



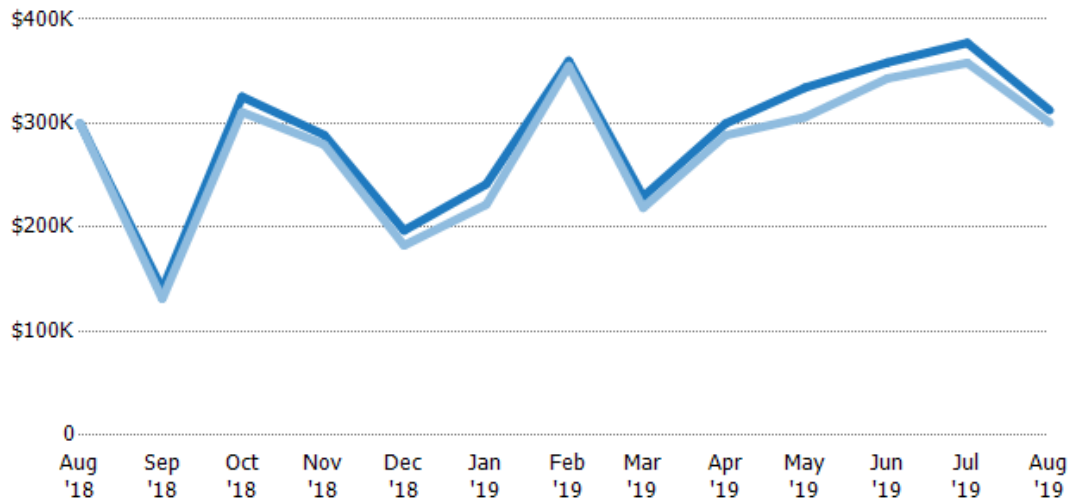
Current Year	\$309K	\$120K	\$300K	\$215K	\$203K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K
Prior Year	\$139K	\$184K	\$158K	\$219K	\$336K	\$290K	\$80K	\$122K	\$870K	\$178K	\$85K	\$307K	\$309K
Percent Change from Prior Year	122%	-35%	90%	-2%	-40%	-31%	344%	14%	-68%	24%	225%	-24%	-14%

## 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



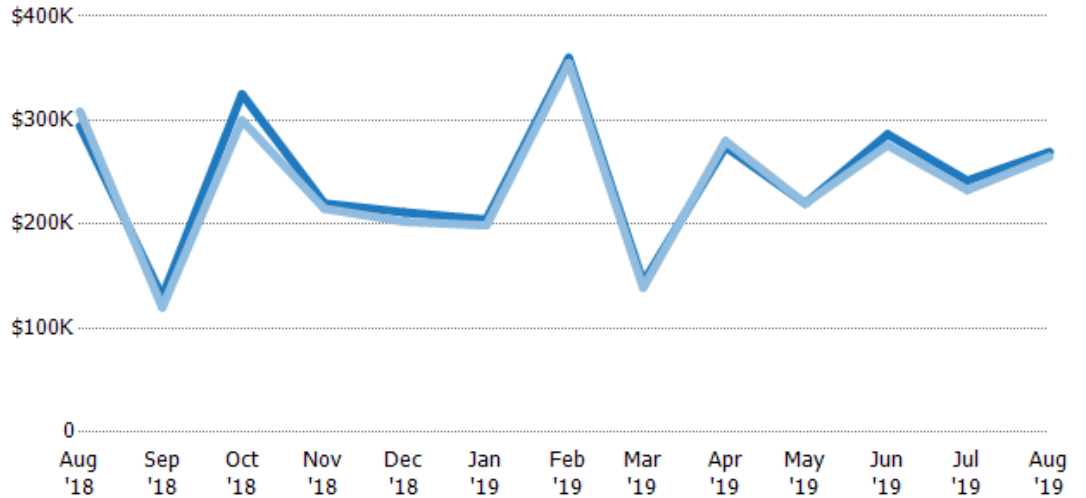
Avg List Price	\$300K	\$140K	\$326K	\$289K	\$197K	\$242K	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K
Avg Sales Price	\$300K	\$131K	\$311K	\$280K	\$183K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K
Avg Sales Price as a % of Avg List Price	100%	93%	95%	97%	93%	92%	99%	95%	96%	92%	96%	95%	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



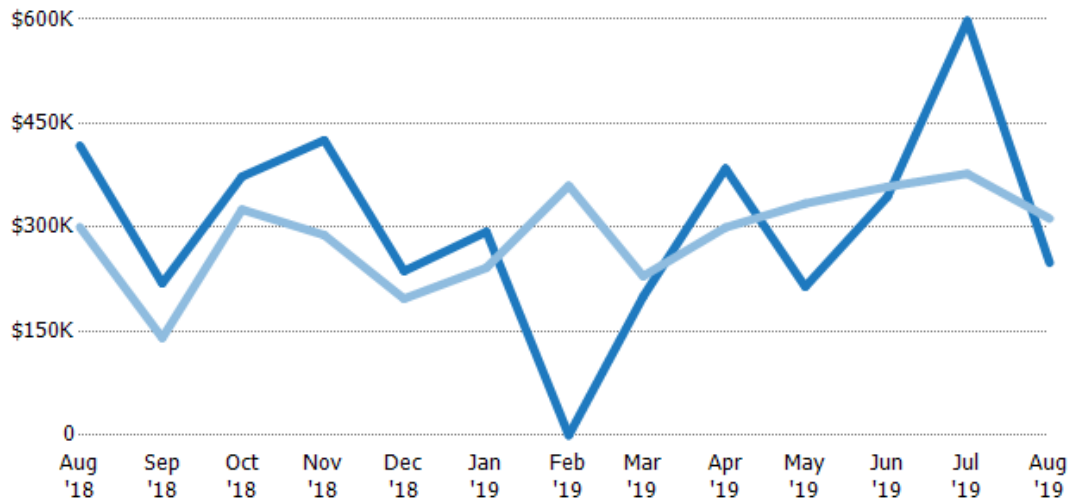
Month	Median List Price	Median Sales Price	Med Sales Price as a % of Med List Price
Aug '18	\$295K	\$309K	105%
Sep '18	\$130K	\$120K	92%
Oct '18	\$325K	\$300K	92%
Nov '18	\$220K	\$215K	98%
Dec '18	\$212K	\$203K	96%
Jan '19	\$205K	\$199K	97%
Feb '19	\$360K	\$355K	99%
Mar '19	\$144K	\$139K	97%
Apr '19	\$274K	\$280K	102%
May '19	\$220K	\$220K	100%
Jun '19	\$287K	\$276K	96%
Jul '19	\$242K	\$233K	96%
Aug '19	\$270K	\$265K	98%

## 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



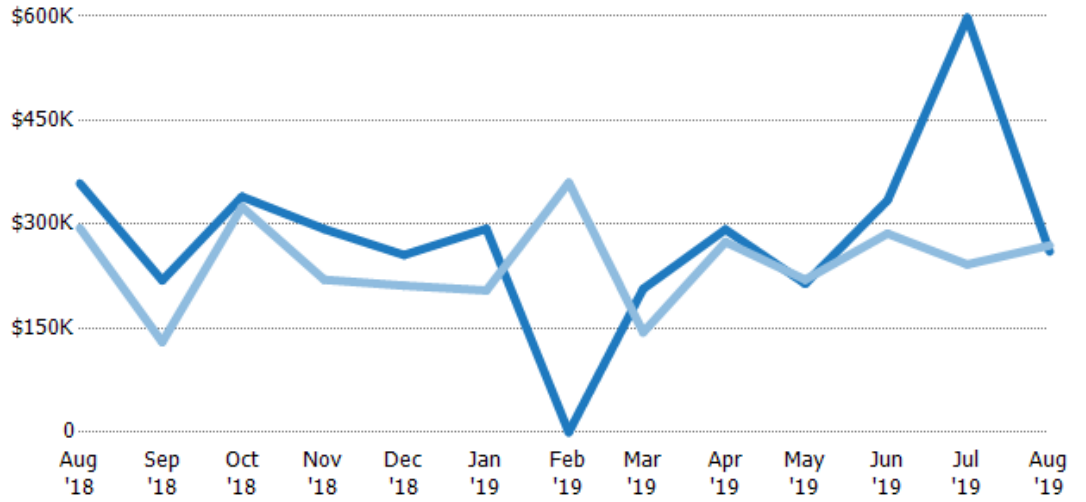
Month	Avg Est Value	Avg Sales Price	Avg Sales Price as a % of Avg Est Value
Aug '18	\$418K	\$300K	72%
Sep '18	\$219K	\$140K	64%
Oct '18	\$373K	\$326K	87%
Nov '18	\$426K	\$289K	68%
Dec '18	\$237K	\$197K	83%
Jan '19	\$294K	\$242K	82%
Feb '19	\$0	\$360K	100%
Mar '19	\$200K	\$229K	115%
Apr '19	\$385K	\$300K	78%
May '19	\$214K	\$334K	156%
Jun '19	\$344K	\$358K	104%
Jul '19	\$598K	\$377K	63%
Aug '19	\$249K	\$313K	126%

## 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	\$359K	\$219K	\$340K	\$293K	\$256K	\$294K	\$0	\$207K	\$292K	\$214K	\$335K	\$598K	\$261K
Median Sales Price	\$295K	\$130K	\$325K	\$220K	\$212K	\$205K	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K
Med Sales Price as a % of Med Est Value	82%	59%	96%	75%	83%	70%	100%	70%	94%	103%	86%	40%	103%