

## 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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	14	15	-6.7%	90	71	+26.8%
New Listing Volume	\$4,471,500	\$3,888,500	+15%	\$30,360,150	\$20,348,500	+49.2%
Active Listing Count	84	89	-5.6%	N/A	N/A	
Active Listing Volume	\$34,112,100	\$34,260,700	-0.4%	N/A	N/A	
Average Listing Price	\$406,096	\$384,952	+5.5%	\$409,787	\$377,617	+8.5%
Median Listing Price	\$355,000	\$287,500	+23.5%	\$339,237	\$268,474	+26.4%
Median Days in RPR	187	190	-1.6%	178.89	209.15	-14.5%
Months of Inventory	7	8.1	-13.5%	13.4	10.1	+32.4%
Absorption Rate	14.29%	12.36%	+1.9%	7.45%	9.85%	-2.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	6	+16.7%	64	54	+18.5%
New Pending Sales Volume	\$1,981,500	\$1,820,000	+8.9%	\$19,402,350	\$15,105,750	+28.4%
Pending Sales Count	17	13	+30.8%	N/A	N/A	
Pending Sales Volume	\$5,806,800	\$4,594,500	+26.4%	N/A	N/A	
Closed Sales Count	4	6	-33.3%	54	44	+22.7%
Closed Sales Volume	\$1,432,000	\$1,516,000	-5.5%	\$15,595,262	\$10,644,625	+46.5%
Average Sales Price	\$358,000	\$252,667	+41.7%	\$288,801	\$241,923	+19.4%
Median Sales Price	\$233,000	\$306,750	-24%	\$231,796	\$242,352	-4.4%

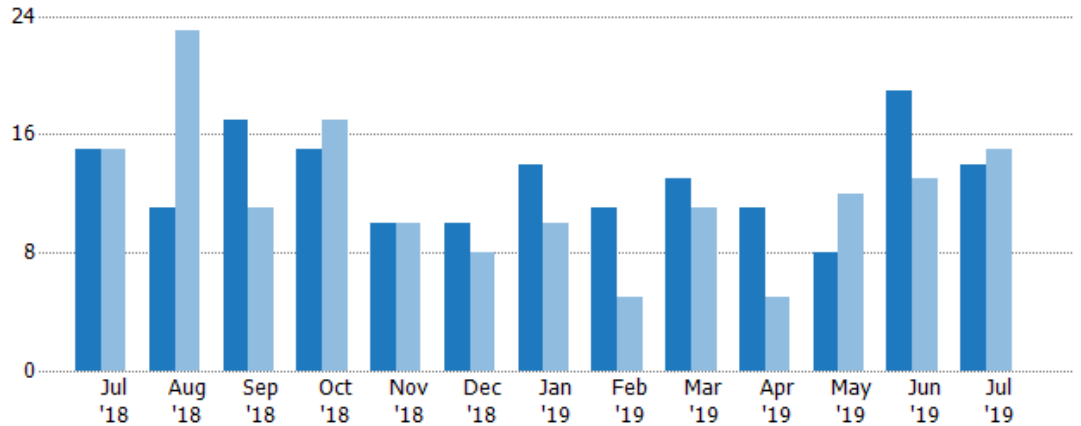
## New Listings

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.
Jul '19	14	-6.7%
Jul '18	15	0%
Jul '17	15	0%



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

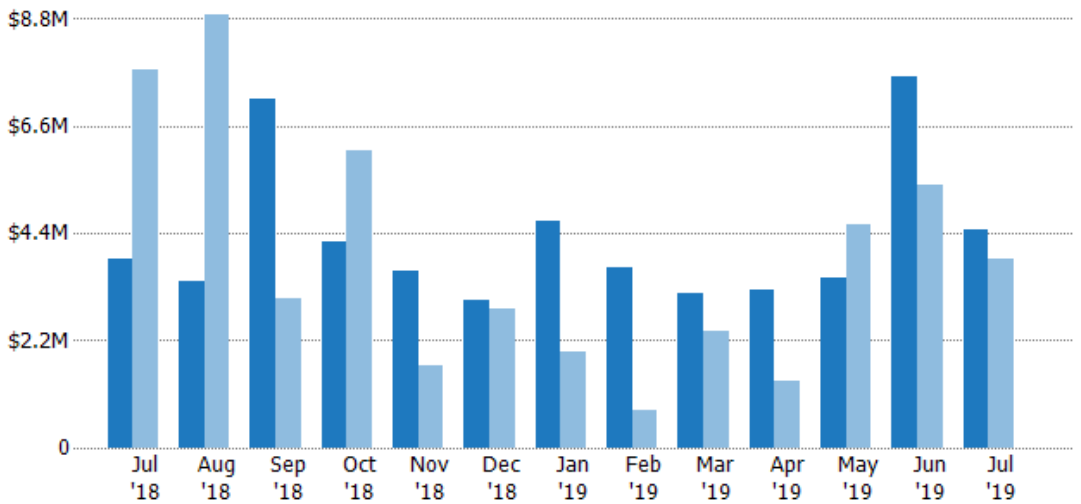
## New Listing Volume

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.
Jul '19	\$4.47M	15%
Jul '18	\$3.89M	-49.8%
Jul '17	\$7.74M	-62.7%



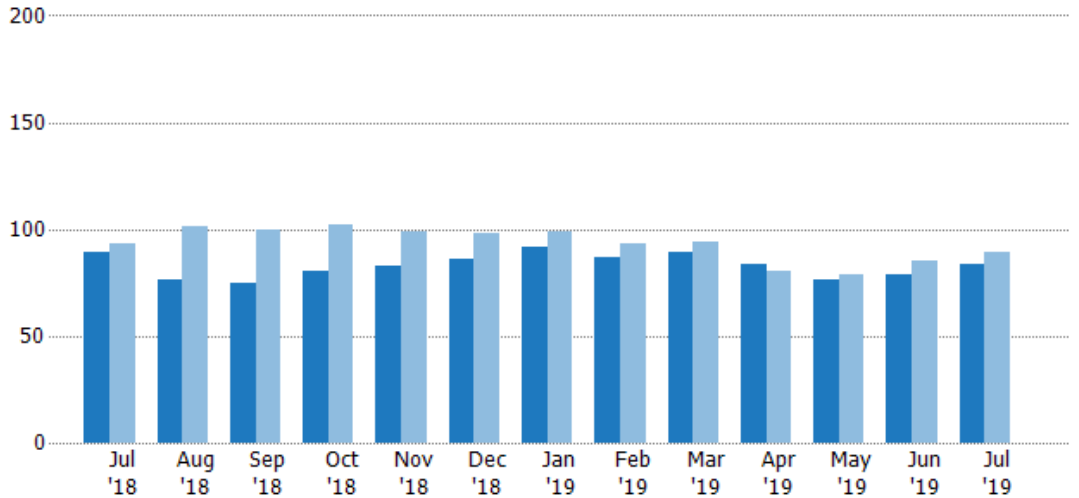
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$3.89M	\$3.42M	\$7.17M	\$4.23M	\$3.63M	\$3.03M	\$4.64M	\$3.71M	\$3.17M	\$3.24M	\$3.5M	\$7.63M	\$4.47M
Prior Year	\$7.74M	\$8.89M	\$3.08M	\$6.09M	\$1.69M	\$2.86M	\$1.98M	\$765K	\$2.39M	\$1.35M	\$4.58M	\$5.39M	\$3.89M
Percent Change from Prior Year	-50%	-61%	133%	-31%	115%	6%	134%	385%	33%	139%	-24%	42%	15%

## 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



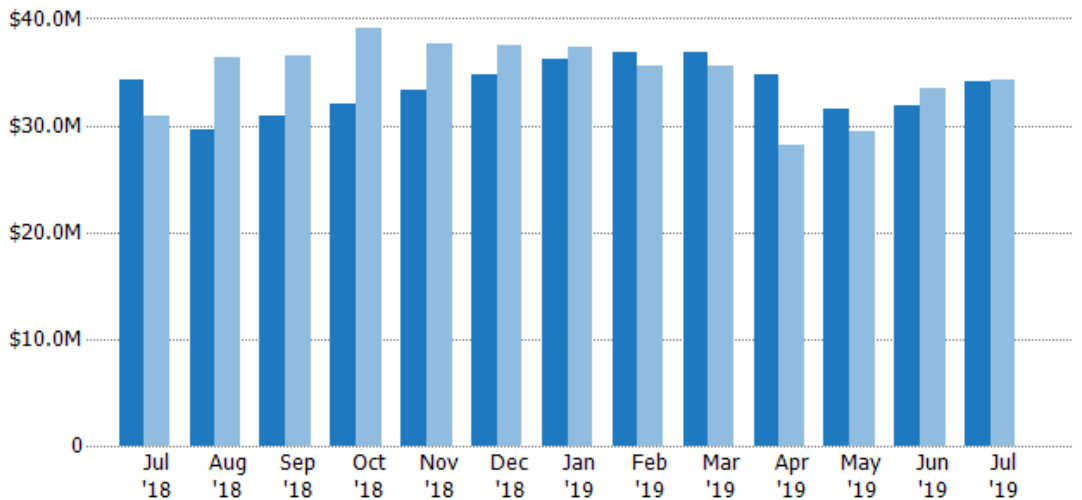
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	89	76	75	80	83	86	92	87	89	84	76	79	84
Prior Year	93	101	100	102	99	98	99	93	94	80	79	85	89
Percent Change from Prior Year	-4%	-25%	-25%	-22%	-16%	-12%	-7%	-6%	-5%	5%	-4%	-7%	-6%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$34.3M	\$29.6M	\$30.8M	\$32.1M	\$33.3M	\$34.7M	\$36.2M	\$36.8M	\$36.8M	\$34.8M	\$31.6M	\$31.9M	\$34.1M
Prior Year	\$30.8M	\$36.4M	\$36.5M	\$39.1M	\$37.7M	\$37.4M	\$37.4M	\$35.5M	\$35.5M	\$28.1M	\$29.5M	\$33.5M	\$34.3M
Percent Change from Prior Year	11%	-19%	-16%	-18%	-12%	-7%	-3%	4%	3%	24%	7%	-5%	0%

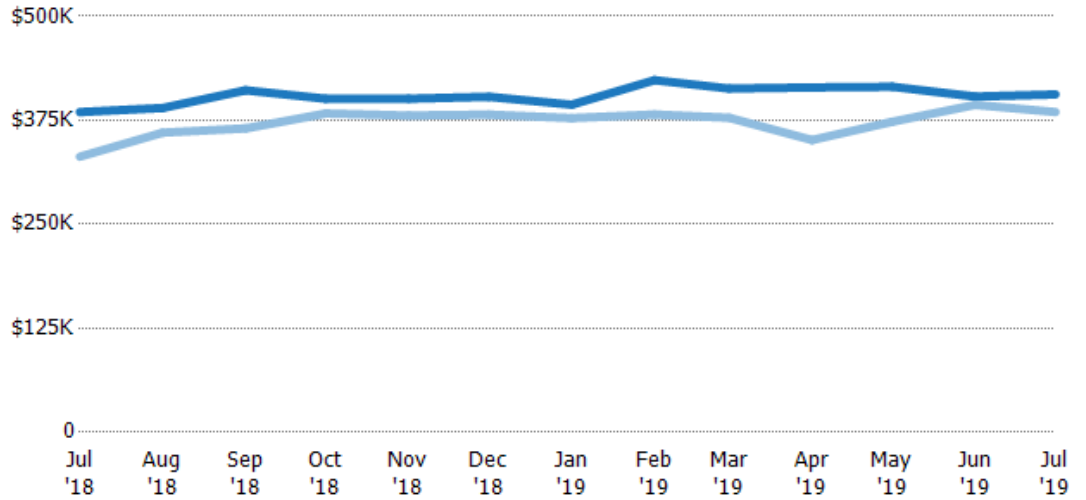
## Average Listing Price

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.
Jul '19	\$406K	5.5%
Jul '18	\$385K	16.2%
Jul '17	\$331K	-21.4%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$385K	\$390K	\$411K	\$401K	\$401K	\$403K	\$394K	\$423K	\$413K	\$415K	\$415K	\$403K	\$406K
Prior Year	\$331K	\$360K	\$365K	\$383K	\$381K	\$382K	\$378K	\$382K	\$378K	\$351K	\$373K	\$394K	\$385K
Percent Change from Prior Year	16%	8%	13%	5%	5%	6%	4%	11%	9%	18%	11%	3%	5%

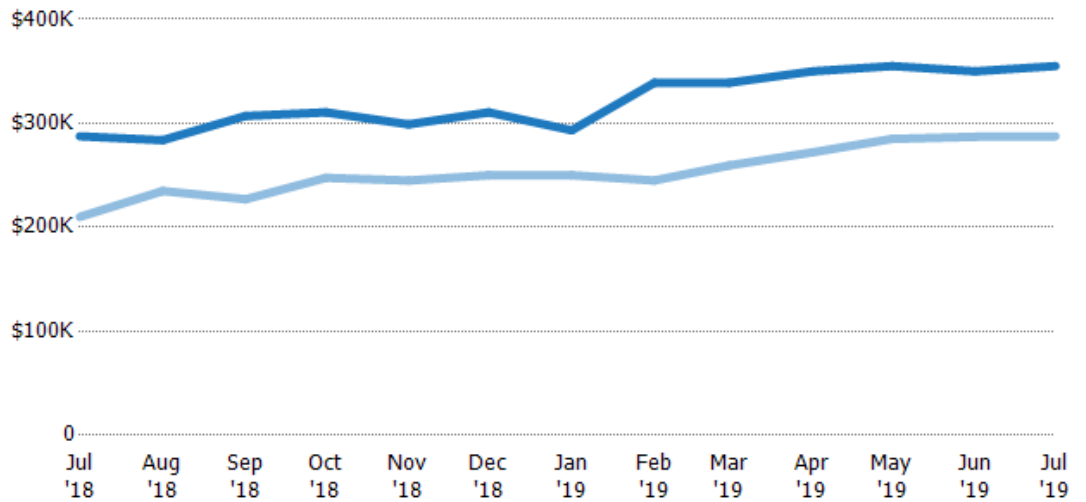
## Median Listing Price

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.
Jul '19	\$355K	23.5%
Jul '18	\$288K	36.9%
Jul '17	\$210K	-2.9%



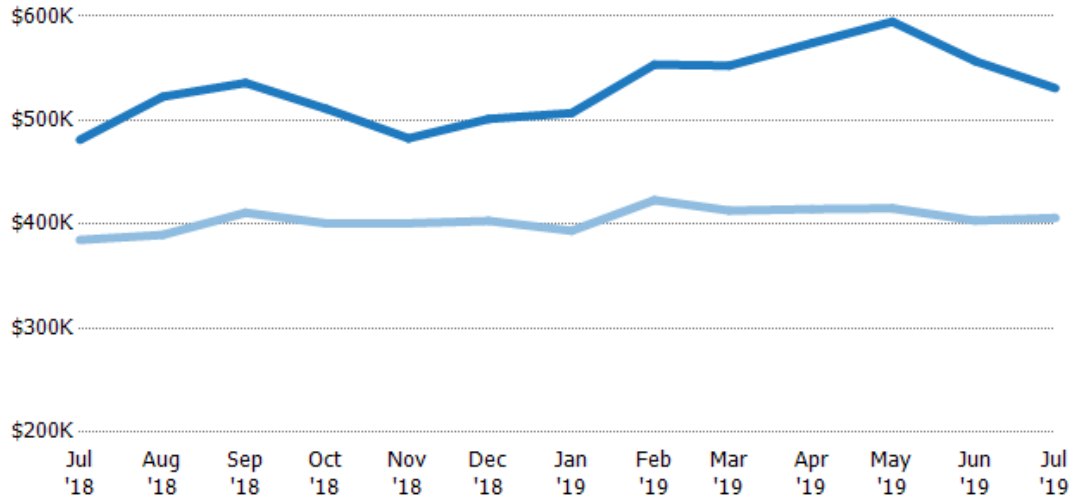
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$288K	\$284K	\$307K	\$311K	\$299K	\$311K	\$293K	\$339K	\$339K	\$350K	\$355K	\$350K	\$355K
Prior Year	\$210K	\$235K	\$227K	\$248K	\$245K	\$250K	\$250K	\$245K	\$260K	\$272K	\$285K	\$287K	\$288K
Percent Change from Prior Year	37%	21%	35%	25%	22%	24%	17%	38%	31%	29%	25%	22%	23%

## 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



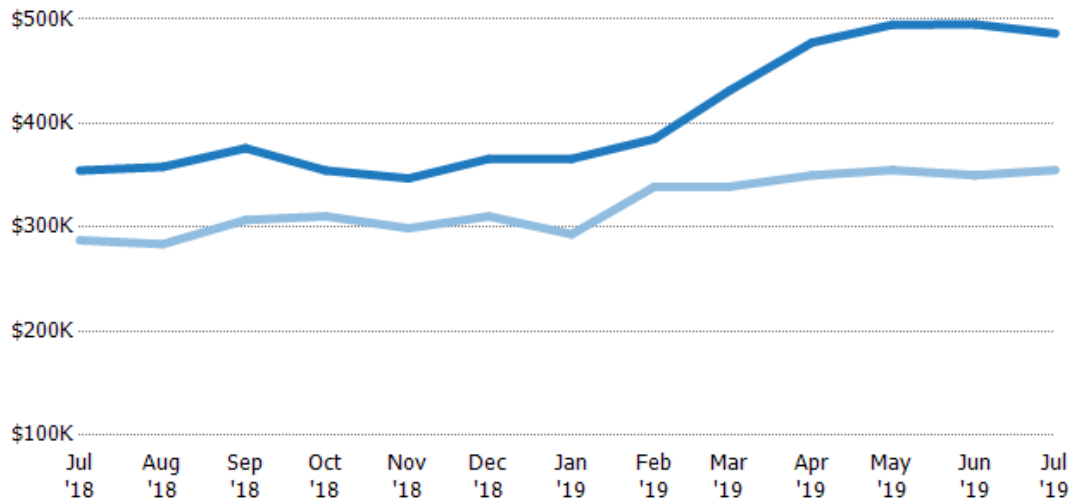
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$481K	\$523K	\$536K	\$511K	\$483K	\$501K	\$507K	\$554K	\$553K	\$574K	\$595K	\$557K	\$531K
Avg Listing Price	\$385K	\$390K	\$411K	\$401K	\$401K	\$403K	\$394K	\$423K	\$413K	\$415K	\$415K	\$403K	\$406K
Avg Listing Price as a % of Avg Est Value	80%	75%	77%	78%	83%	80%	78%	76%	75%	72%	70%	72%	77%

## 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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$355K	\$358K	\$376K	\$355K	\$347K	\$366K	\$366K	\$385K	\$431K	\$478K	\$495K	\$495K	\$486K
Median Listing Price	\$288K	\$284K	\$307K	\$311K	\$299K	\$311K	\$293K	\$339K	\$339K	\$350K	\$355K	\$350K	\$355K
Med Listing Price as a % of Med Est Value	81%	79%	82%	88%	86%	85%	80%	88%	79%	73%	72%	71%	73%

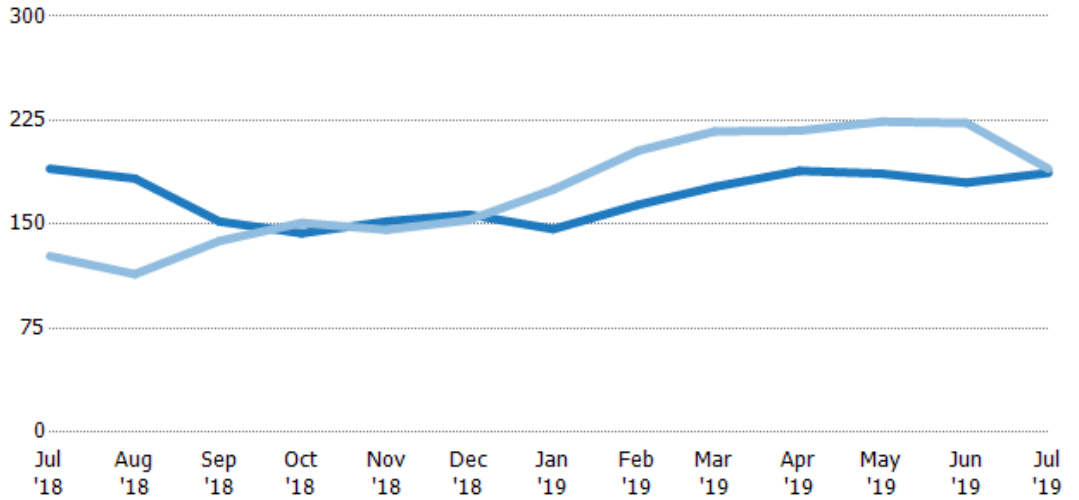
## Median Days in RPR

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.
Jul '19	187	-1.6%
Jul '18	190	49.6%
Jul '17	127	-12.6%



Current Year	190	183	152	144	152	157	147	164	177	189	187	180	187
Prior Year	127	114	138	151	146	153	175	203	217	218	224	223	190
Percent Change from Prior Year	50%	61%	10%	-5%	4%	3%	-16%	-19%	-18%	-13%	-17%	-19%	-2%

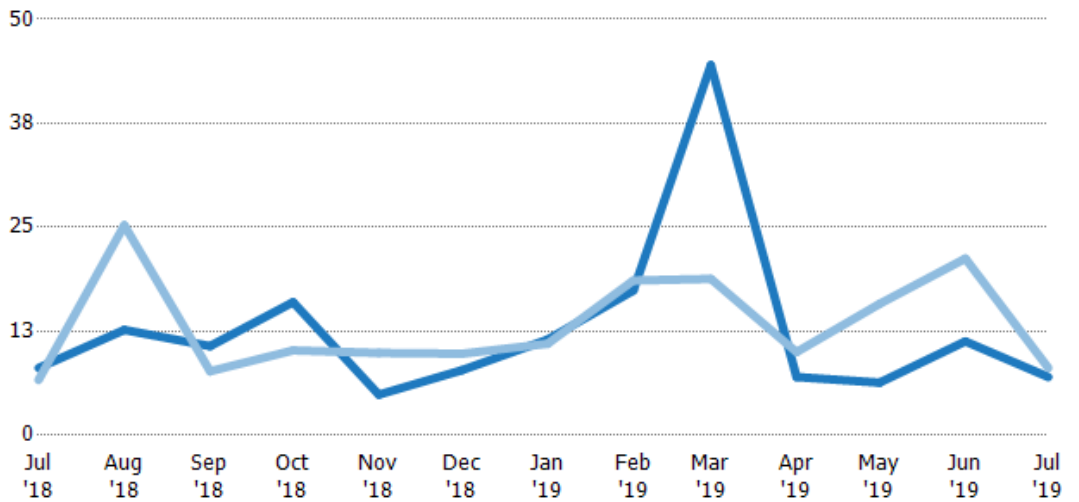
## Months of Inventory

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.
Jul '19	7	-13.5%
Jul '18	8.09	21.8%
Jul '17	6.64	246.2%



Current Year	8.09	12.7	10.7	16	4.88	7.82	11.5	17.4	44.5	7	6.33	11.3	7
Prior Year	6.64	25.3	7.69	10.2	9.9	9.8	11	18.6	18.8	10	15.8	21.3	8.09
Percent Change from Prior Year	22%	-50%	39%	57%	-51%	-20%	5%	-6%	137%	-30%	-60%	-47%	-13%

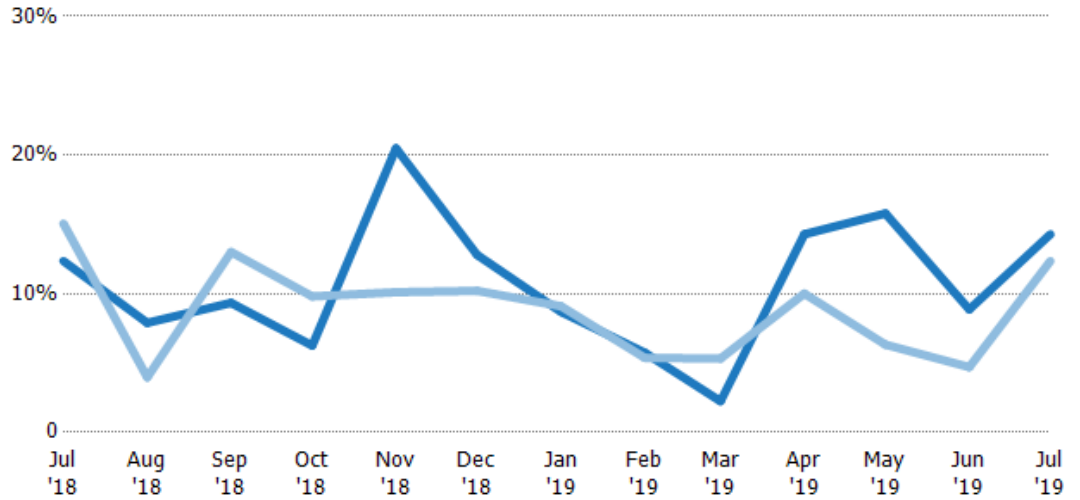
## Absorption Rate

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.
Jul '19	14%	-1.9%
Jul '18	12%	2.7%
Jul '17	15%	-71.2%



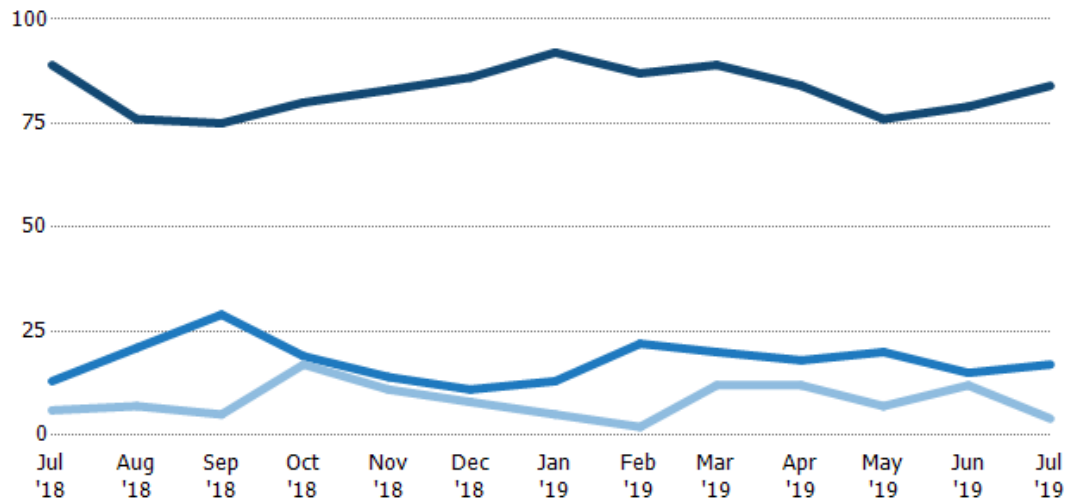
Current Year	12%	8%	9%	6%	20%	13%	9%	6%	2%	14%	16%	9%	14%
Prior Year	15%	4%	13%	10%	10%	10%	9%	5%	5%	10%	6%	5%	12%
Change from Prior Year	3%	-4%	4%	4%	-10%	-3%	0%	0%	3%	-4%	-9%	-4%	-2%

## 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	89	76	75	80	83	86	92	87	89	84	76	79	84
Pending	13	21	29	19	14	11	13	22	20	18	20	15	17
Sold	6	7	5	17	11	8	5	2	12	12	7	12	4

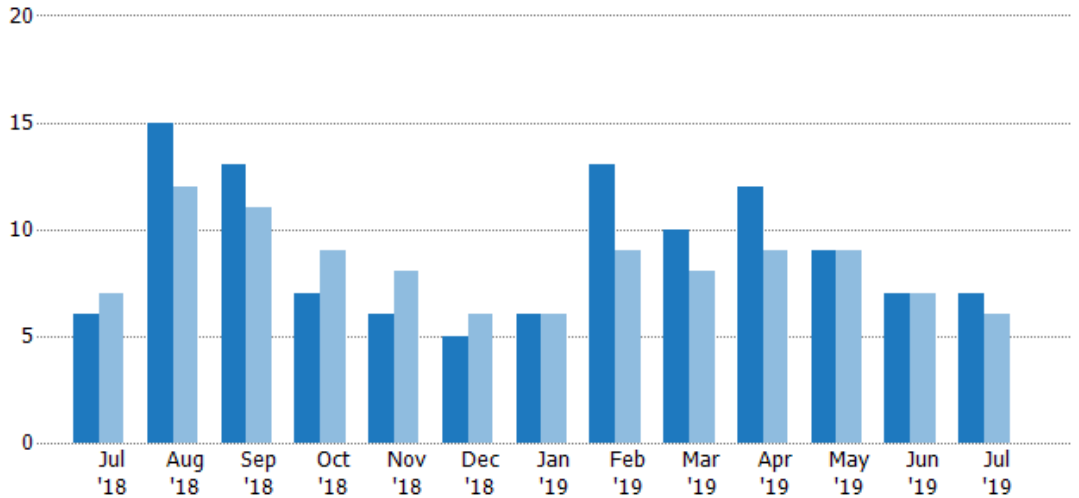
## New Pending Sales

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.
Jul '19	7	16.7%
Jul '18	6	-14.3%
Jul '17	7	-28.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	6	15	13	7	6	5	6	13	10	12	9	7	7
Prior Year	7	12	11	9	8	6	6	9	8	9	9	7	6
Percent Change from Prior Year	-14%	25%	18%	-22%	-25%	-17%	0%	44%	25%	33%	0%	0%	17%

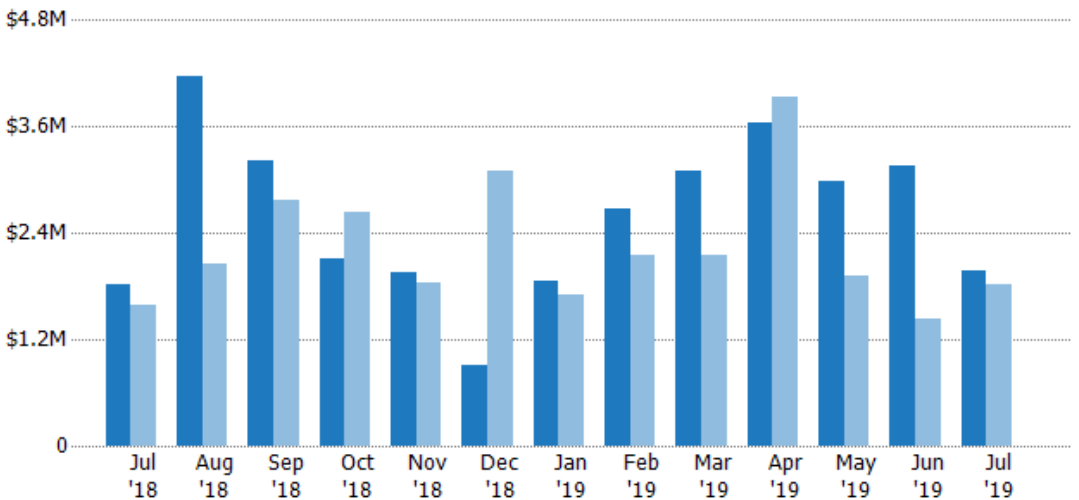
## New Pending Sales Volume

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.
Jul '19	\$1.98M	8.9%
Jul '18	\$1.82M	14.4%
Jul '17	\$1.59M	-13.8%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$910K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$1.98M
Prior Year	\$1.59M	\$2.05M	\$2.77M	\$2.64M	\$1.85M	\$3.09M	\$1.7M	\$2.14M	\$2.15M	\$3.94M	\$1.92M	\$1.43M	\$1.82M
Percent Change from Prior Year	14%	103%	16%	-20%	6%	-71%	9%	25%	44%	-7%	55%	121%	9%



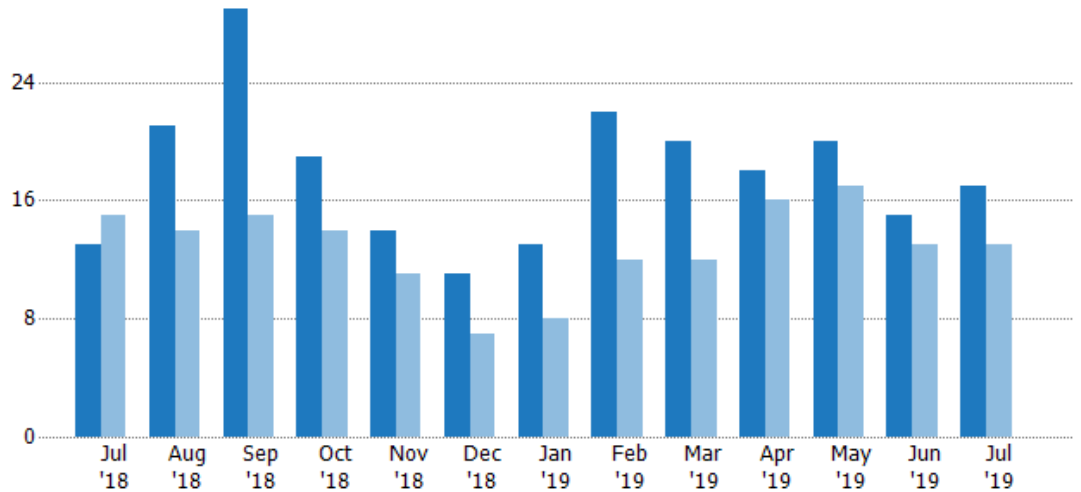
## Pending Sales

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.
Jul '19	17	30.8%
Jul '18	13	-13.3%
Jul '17	15	-46.7%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	13	21	29	19	14	11	13	22	20	18	20	15	17
Prior Year	15	14	15	14	11	7	8	12	12	16	17	13	13
Percent Change from Prior Year	-13%	50%	93%	36%	27%	57%	63%	83%	67%	13%	18%	15%	31%

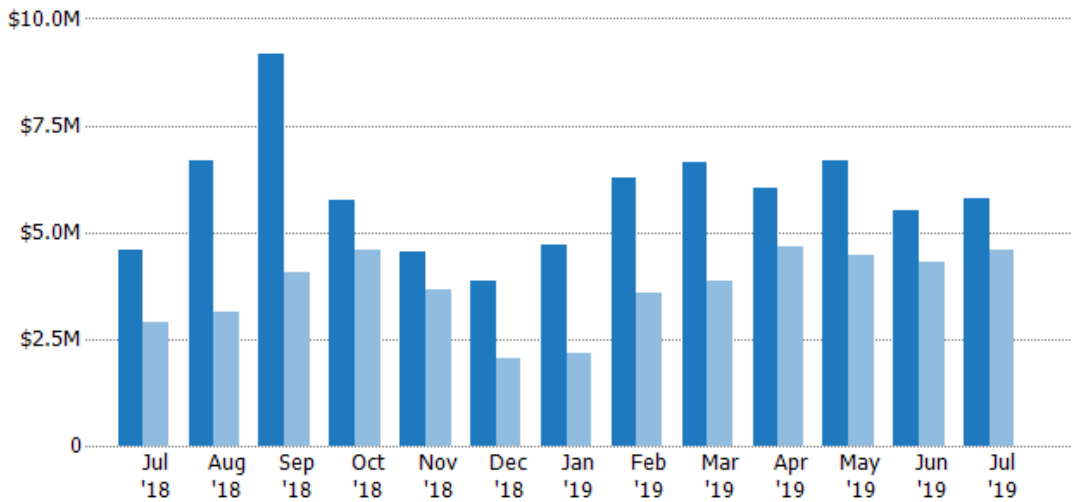
## Pending Sales Volume

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.
Jul '19	\$5.81M	26.4%
Jul '18	\$4.59M	58.4%
Jul '17	\$2.9M	-33.1%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$4.59M	\$6.66M	\$9.18M	\$5.76M	\$4.54M	\$3.87M	\$4.72M	\$6.29M	\$6.64M	\$6.02M	\$6.66M	\$5.52M	\$5.81M
Prior Year	\$2.9M	\$3.11M	\$4.04M	\$4.59M	\$3.65M	\$2.06M	\$2.17M	\$3.56M	\$3.87M	\$4.64M	\$4.45M	\$4.32M	\$4.59M
Percent Change from Prior Year	58%	114%	127%	26%	24%	88%	117%	77%	72%	30%	50%	28%	26%

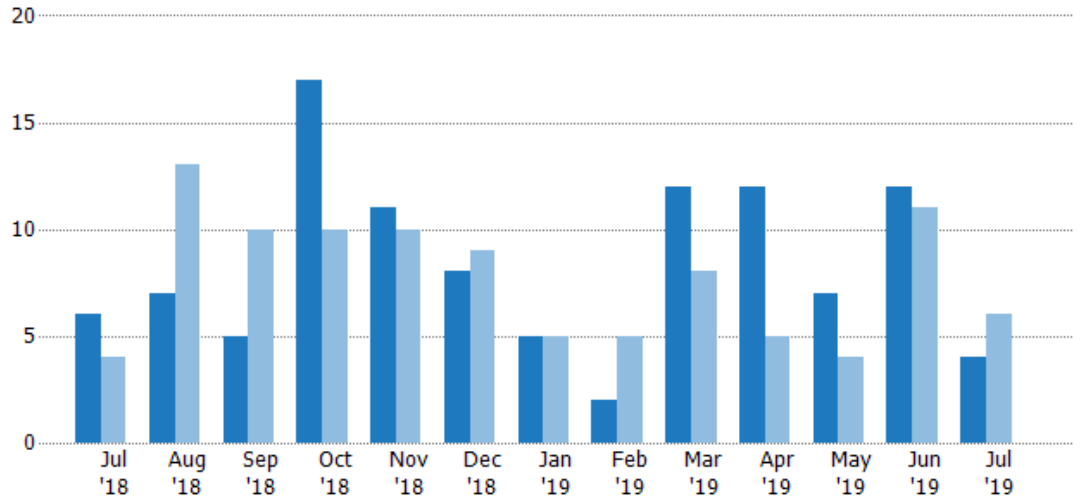
## Closed Sales

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.
Jul '19	4	-33.3%
Jul '18	6	50%
Jul '17	4	-50%



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

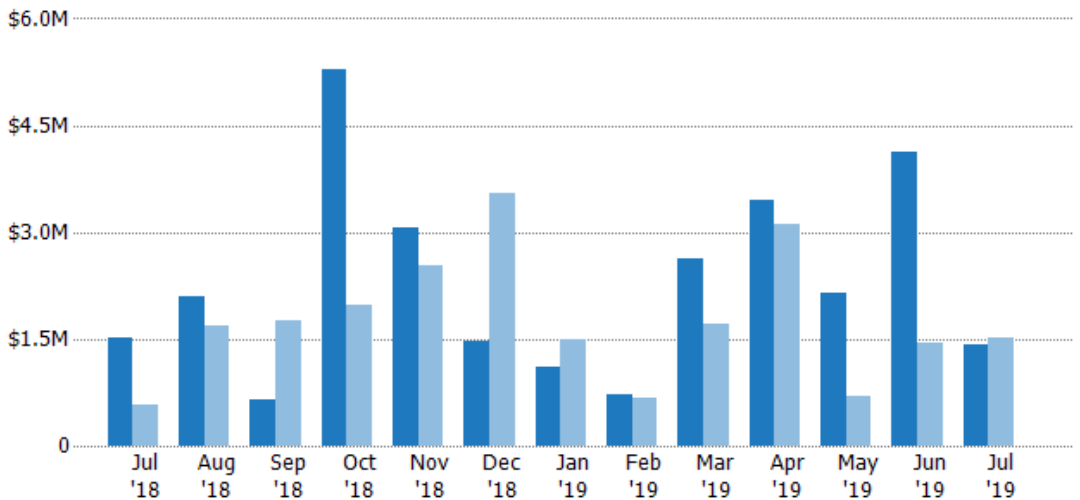
## Closed Sales Volume

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.
Jul '19	\$1.43M	-5.5%
Jul '18	\$1.52M	163.2%
Jul '17	\$576K	-50.5%



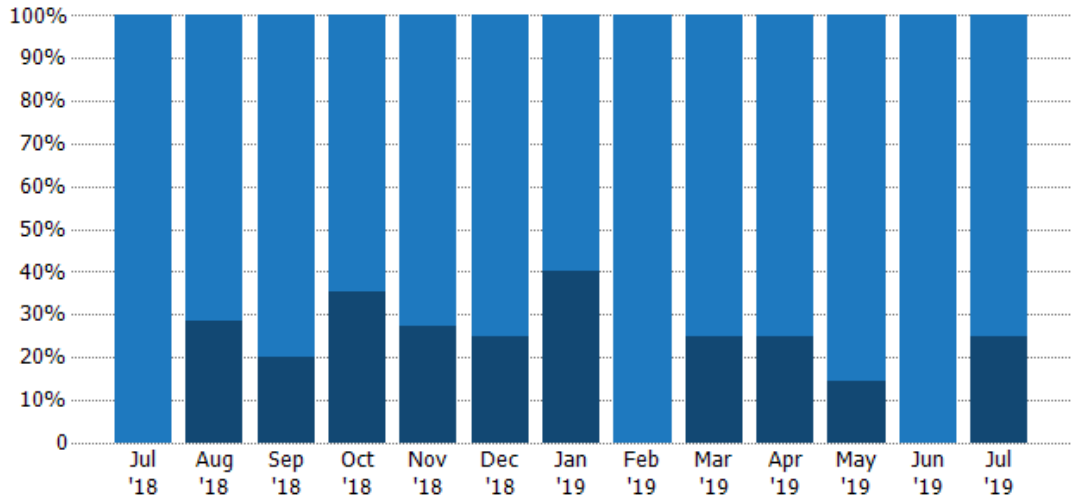
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$1.52M	\$2.1M	\$656K	\$5.28M	\$3.08M	\$1.46M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M
Prior Year	\$576K	\$1.7M	\$1.75M	\$1.97M	\$2.54M	\$3.55M	\$1.49M	\$669K	\$1.71M	\$3.11M	\$692K	\$1.46M	\$1.52M
Percent Change from Prior Year	163%	24%	-63%	168%	21%	-59%	-26%	6%	53%	11%	209%	183%	-6%

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

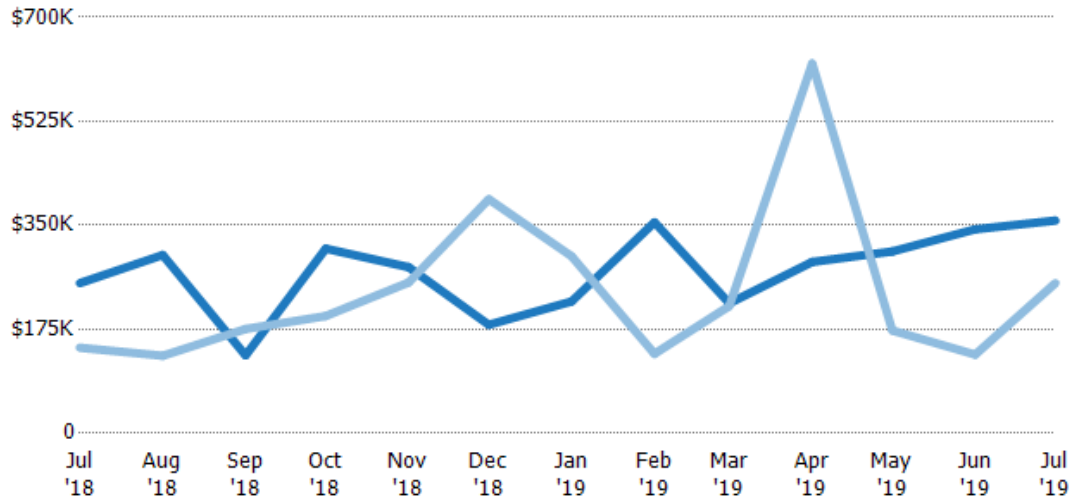
## Average Sales Price

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.
Jul '19	\$358K	41.7%
Jul '18	\$253K	75.5%
Jul '17	\$144K	-1%



Current Year	\$253K	\$300K	\$131K	\$311K	\$280K	\$183K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K
Prior Year	\$144K	\$130K	\$175K	\$197K	\$254K	\$394K	\$298K	\$134K	\$214K	\$622K	\$173K	\$132K	\$253K
Percent Change from Prior Year	75%	130%	-25%	57%	10%	-54%	-26%	166%	2%	-54%	77%	159%	42%

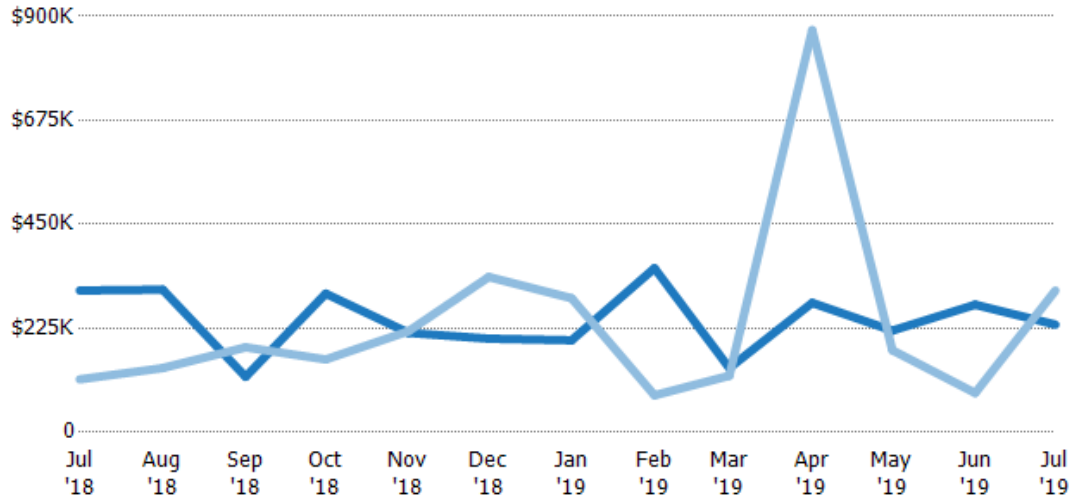
## Median Sales Price

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.
Jul '19	\$233K	-24%
Jul '18	\$307K	167.9%
Jul '17	\$115K	24.5%



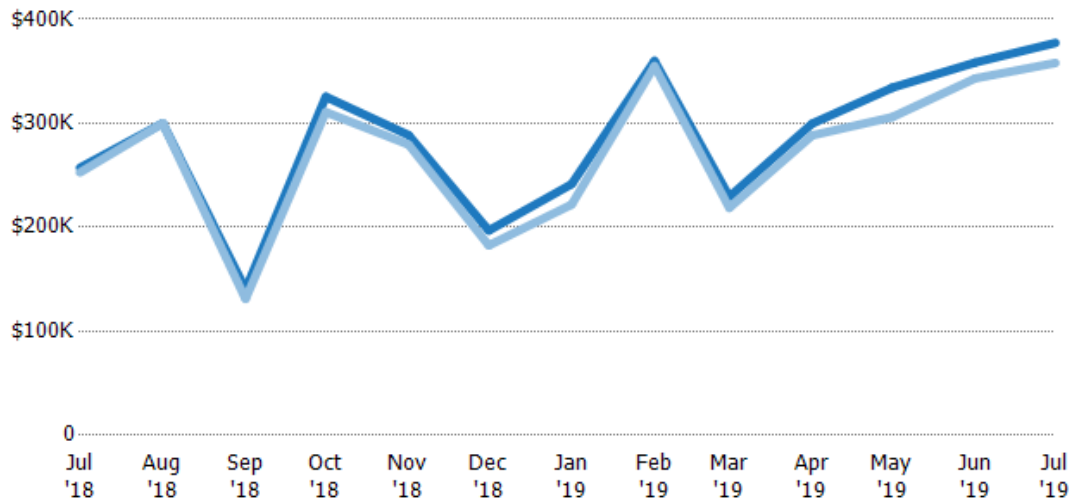
Current Year	\$307K	\$309K	\$120K	\$300K	\$215K	\$203K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K
Prior Year	\$115K	\$139K	\$184K	\$158K	\$219K	\$336K	\$290K	\$80K	\$122K	\$870K	\$178K	\$85K	\$307K
Percent Change from Prior Year	168%	122%	-35%	90%	-2%	-40%	-31%	344%	14%	-68%	24%	225%	-24%

## 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



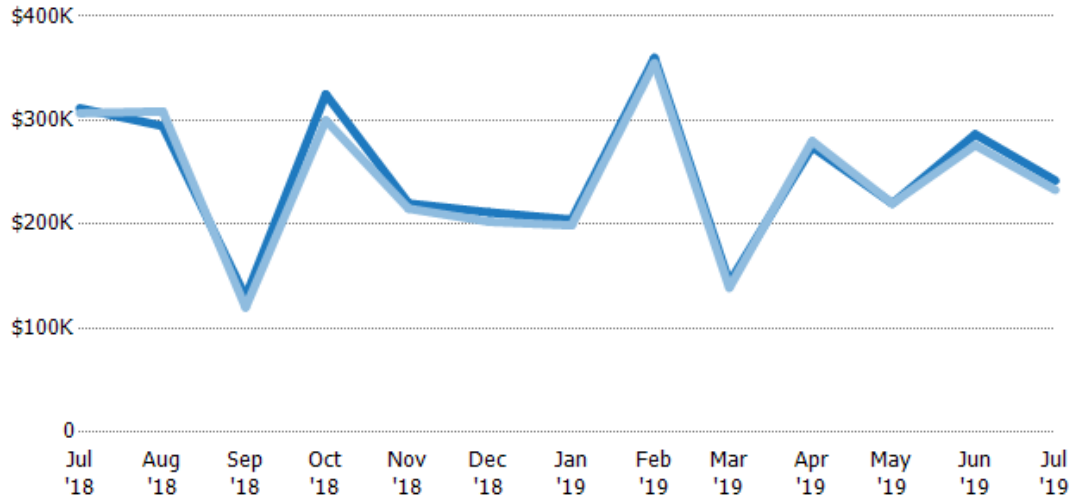
Avg List Price	\$257K	\$300K	\$140K	\$326K	\$289K	\$197K	\$242K	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K
Avg Sales Price	\$253K	\$300K	\$131K	\$311K	\$280K	\$183K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K
Avg Sales Price as a % of Avg List Price	98%	100%	93%	95%	97%	93%	92%	99%	95%	96%	92%	96%	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



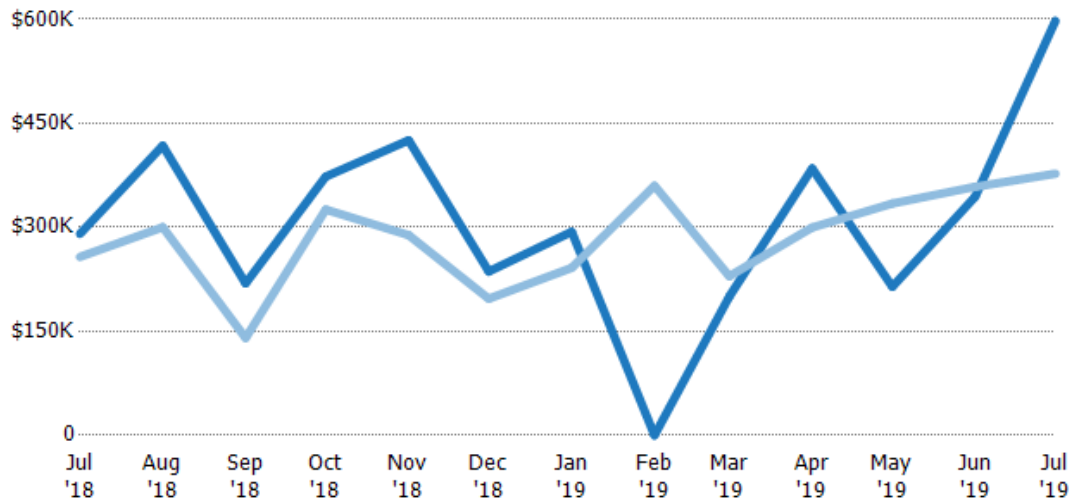
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$312K	\$295K	\$130K	\$325K	\$220K	\$212K	\$205K	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K
Median Sales Price	\$307K	\$309K	\$120K	\$300K	\$215K	\$203K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K
Med Sales Price as a % of Med List Price	98%	105%	92%	92%	98%	96%	97%	99%	97%	102%	100%	96%	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



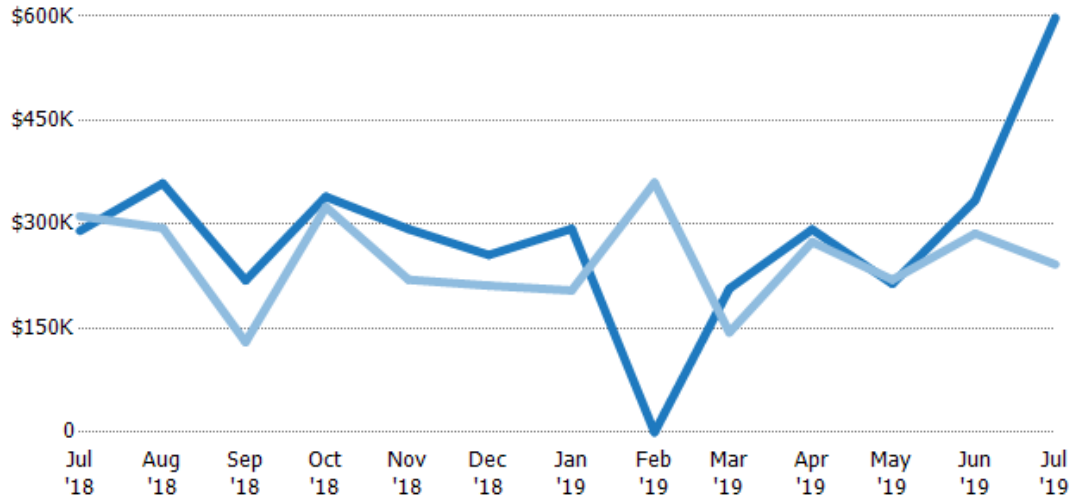
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$291K	\$418K	\$219K	\$373K	\$426K	\$236K	\$294K	\$0	\$200K	\$385K	\$214K	\$344K	\$598K
Avg Sales Price	\$257K	\$300K	\$140K	\$326K	\$289K	\$197K	\$242K	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K
Avg Sales Price as a % of Avg Est Value	89%	72%	64%	87%	68%	83%	82%	100%	115%	78%	156%	104%	63%

## 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	\$291K	\$359K	\$219K	\$340K	\$293K	\$256K	\$294K	\$0	\$207K	\$292K	\$214K	\$335K	\$598K
Median Sales Price	\$312K	\$295K	\$130K	\$325K	\$220K	\$212K	\$205K	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K
Med Sales Price as a % of Med Est Value	107%	82%	59%	96%	75%	83%	70%	100%	70%	94%	103%	86%	40%