

## 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	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	10	10	+/-	136	125	+8.8%
New Listing Volume	\$4,399,400	\$3,605,000	+22%	\$46,168,150	\$37,744,500	+22.3%
Active Listing Count	58	83	-30.1%	N/A	N/A	
Active Listing Volume	\$24,743,100	\$31,032,200	-20.3%	N/A	N/A	
Average Listing Price	\$426,605	\$373,882	+14.1%	\$396,161	\$370,301	+7%
Median Listing Price	\$357,500	\$285,000	+25.4%	\$339,861	\$272,260	+24.8%
Median Days in RPR	171.5	152	+12.8%	176.16	186.36	-5.5%
Months of Inventory	5.8	4.9	+18.8%	10.1	9.7	+4.3%
Absorption Rate	17.24%	20.48%	-3.2%	9.93%	10.36%	-0.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	12	6	+100%	127	96	+32.3%
New Pending Sales Volume	\$3,846,400	\$1,952,800	+97%	\$40,269,850	\$26,970,250	+49.3%
Pending Sales Count	17	13	+30.8%	N/A	N/A	
Pending Sales Volume	\$4,501,400	\$4,353,300	+3.4%	N/A	N/A	
Closed Sales Count	20	11	+81.8%	105	86	+22.1%
Closed Sales Volume	\$6,566,000	\$3,075,000	+113.5%	\$31,881,217	\$22,904,625	+39.2%
Average Sales Price	\$328,300	\$279,545	+17.4%	\$303,631	\$266,333	+14%
Median Sales Price	\$287,500	\$215,000	+33.7%	\$242,448	\$240,453	+0.8%

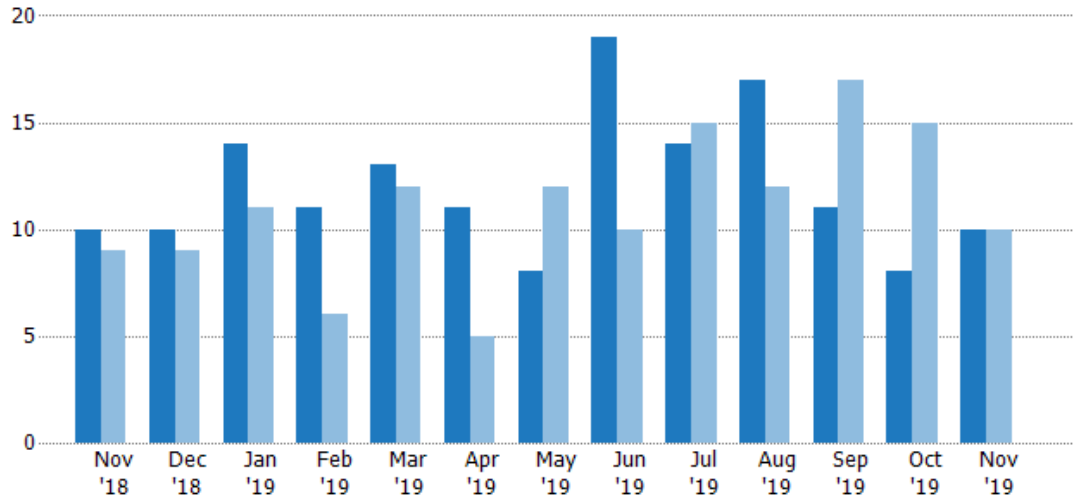
## New Listings

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.
Nov '19	10	0%
Nov '18	10	11.1%
Nov '17	9	-11.1%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	10	10	14	11	13	11	8	19	14	17	11	8	10
Prior Year	9	9	11	6	12	5	12	10	15	12	17	15	10
Percent Change from Prior Year	11%	11%	27%	83%	8%	120%	-33%	90%	-7%	42%	-35%	-47%	0%

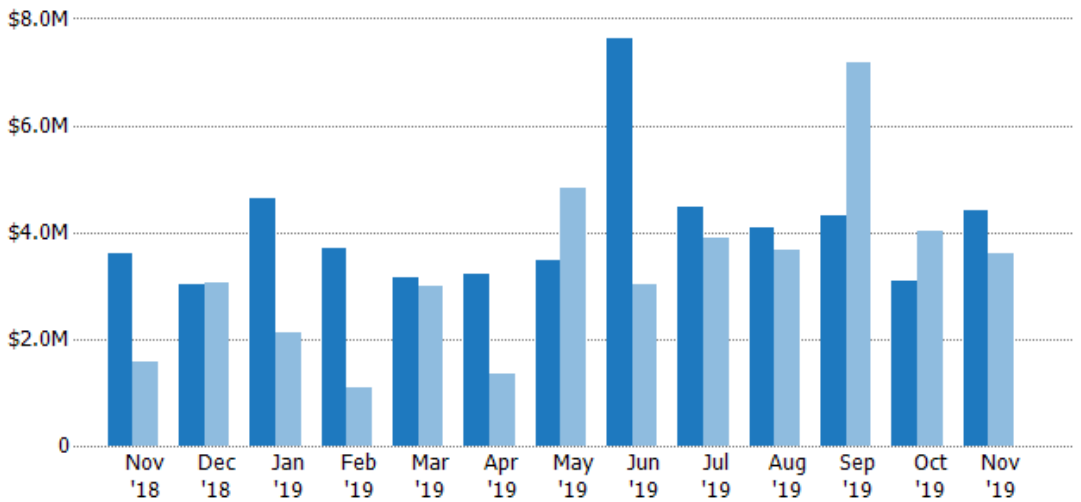
## New Listing Volume

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.
Nov '19	\$4.4M	22%
Nov '18	\$3.61M	131.4%
Nov '17	\$1.56M	-14.4%



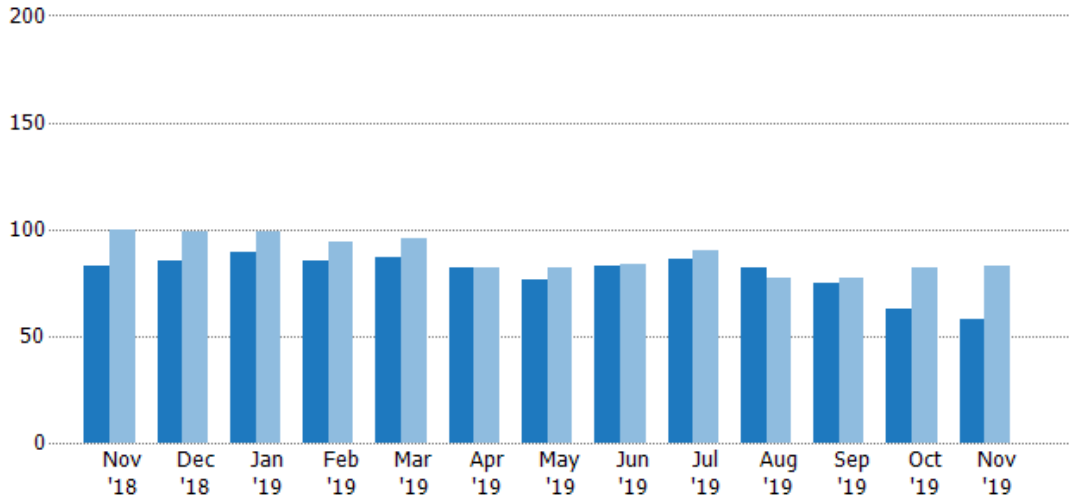
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$3.61M	\$3.03M	\$4.63M	\$3.71M	\$3.14M	\$3.23M	\$3.48M	\$7.63M	\$4.46M	\$4.08M	\$4.31M	\$3.1M	\$4.4M
Prior Year	\$1.56M	\$3.07M	\$2.11M	\$1.08M	\$2.99M	\$1.35M	\$4.83M	\$3.03M	\$3.89M	\$3.66M	\$7.17M	\$4.03M	\$3.61M
Percent Change from Prior Year	131%	-1%	120%	242%	5%	138%	-28%	152%	15%	11%	-40%	-23%	22%

## 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.
Nov '19	58	-30.1%
Nov '18	83	-17%
Nov '17	100	-25%

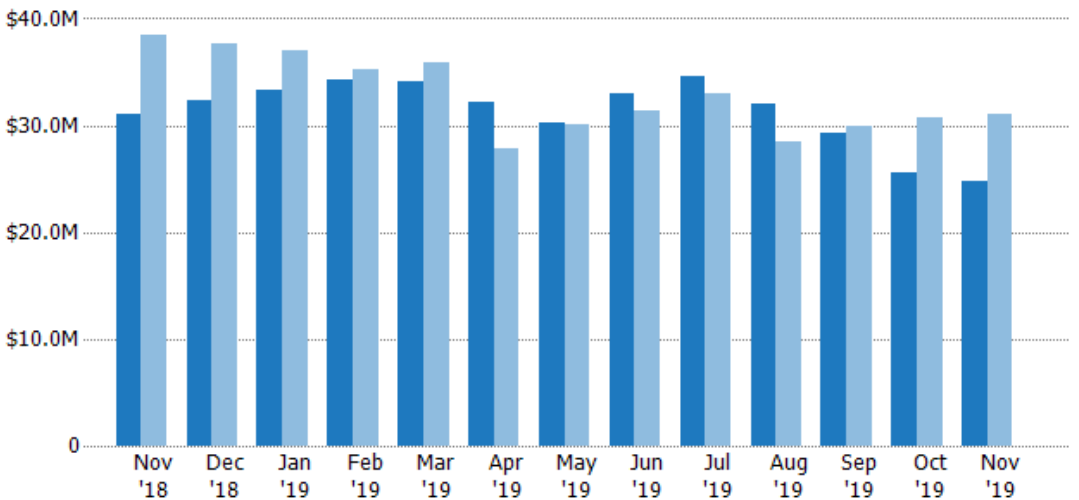
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	83	85	89	85	87	82	76	83	86	82	75	63	58
Prior Year	100	99	99	94	96	82	82	84	90	77	77	82	83
Percent Change from Prior Year	-17%	-14%	-10%	-10%	-9%	0%	-7%	-1%	-4%	6%	-3%	-23%	-30%

## 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.
Nov '19	\$24.7M	-20.3%
Nov '18	\$31M	-19.4%
Nov '17	\$38.5M	-47.8%

	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$31M	\$32.3M	\$33.3M	\$34.2M	\$34.1M	\$32.2M	\$30.2M	\$32.9M	\$34.5M	\$31.9M	\$29.3M	\$25.6M	\$24.7M
Prior Year	\$38.5M	\$37.7M	\$37M	\$35.3M	\$35.9M	\$27.8M	\$30.1M	\$31.4M	\$32.9M	\$28.4M	\$29.9M	\$30.7M	\$31M
Percent Change from Prior Year	-19%	-14%	-10%	-3%	-5%	16%	0%	5%	5%	12%	-2%	-17%	-20%

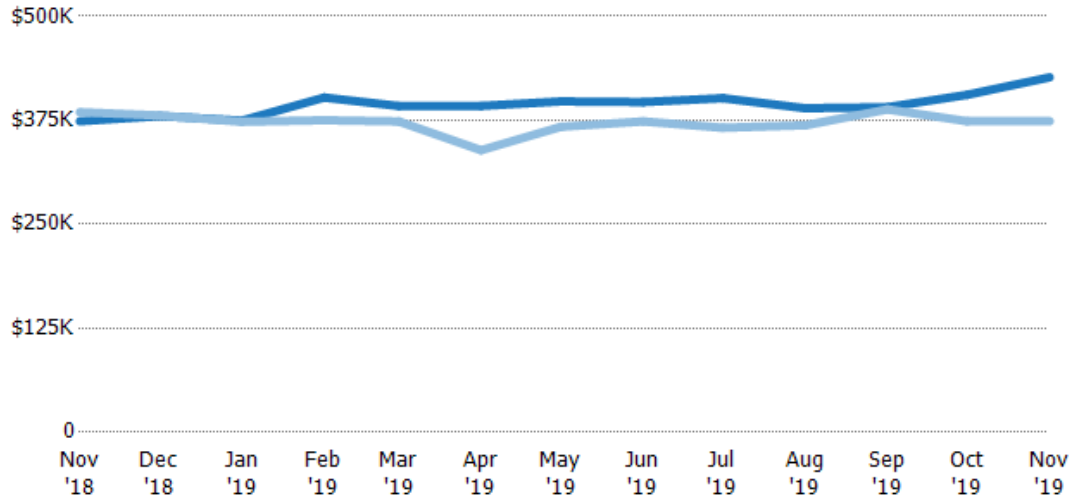
## Average Listing Price

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.
Nov '19	\$427K	14.1%
Nov '18	\$374K	-2.8%
Nov '17	\$385K	-30.4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$374K	\$380K	\$375K	\$402K	\$392K	\$392K	\$398K	\$397K	\$402K	\$389K	\$391K	\$406K	\$427K
Prior Year	\$385K	\$381K	\$373K	\$375K	\$374K	\$339K	\$367K	\$374K	\$366K	\$369K	\$388K	\$374K	\$374K
Percent Change from Prior Year	-3%	0%	0%	7%	5%	16%	8%	6%	10%	6%	1%	8%	14%

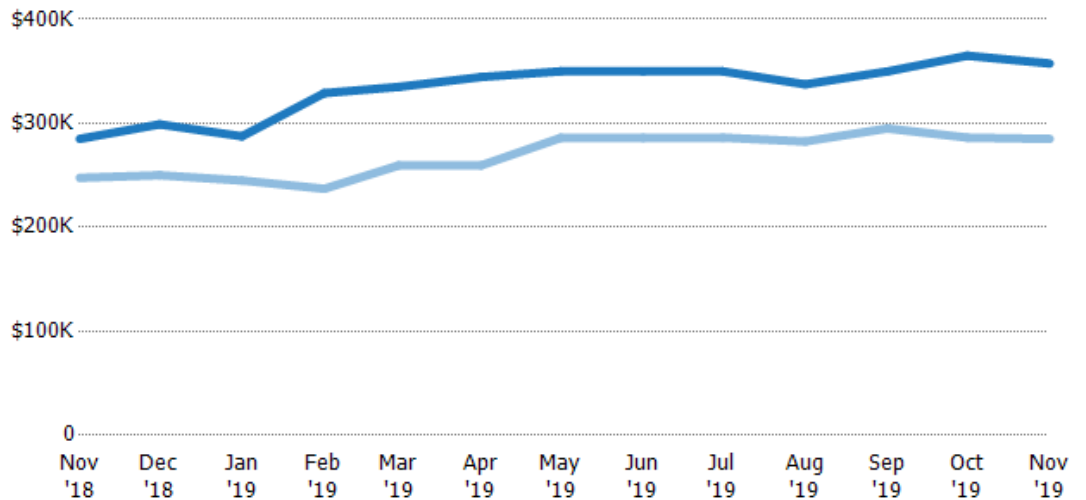
## Median Listing Price

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.
Nov '19	\$358K	25.4%
Nov '18	\$285K	15.2%
Nov '17	\$248K	-21.2%



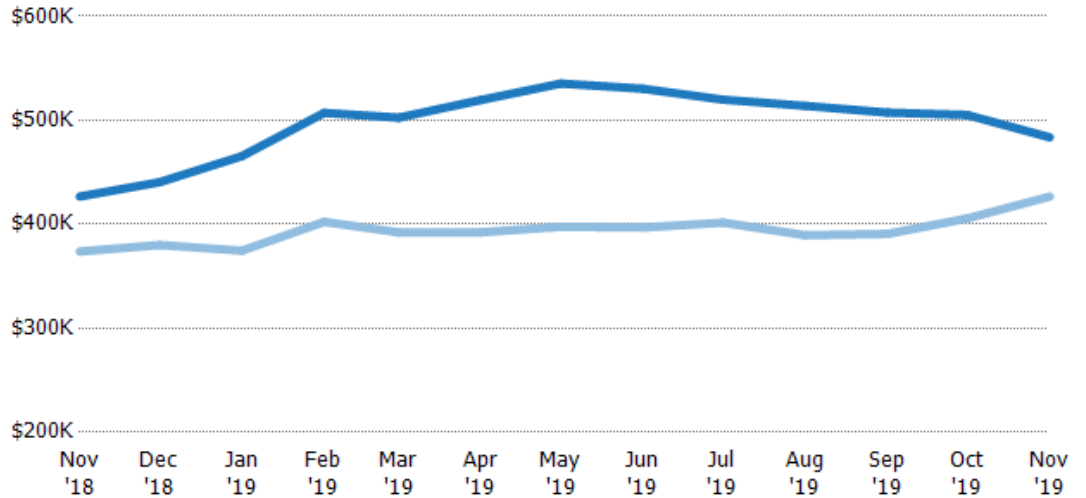
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$285K	\$299K	\$288K	\$329K	\$335K	\$344K	\$350K	\$350K	\$350K	\$337K	\$350K	\$365K	\$358K
Prior Year	\$248K	\$250K	\$245K	\$237K	\$260K	\$260K	\$286K	\$286K	\$286K	\$283K	\$295K	\$286K	\$285K
Percent Change from Prior Year	15%	20%	17%	39%	29%	33%	22%	22%	22%	19%	19%	28%	25%

## 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



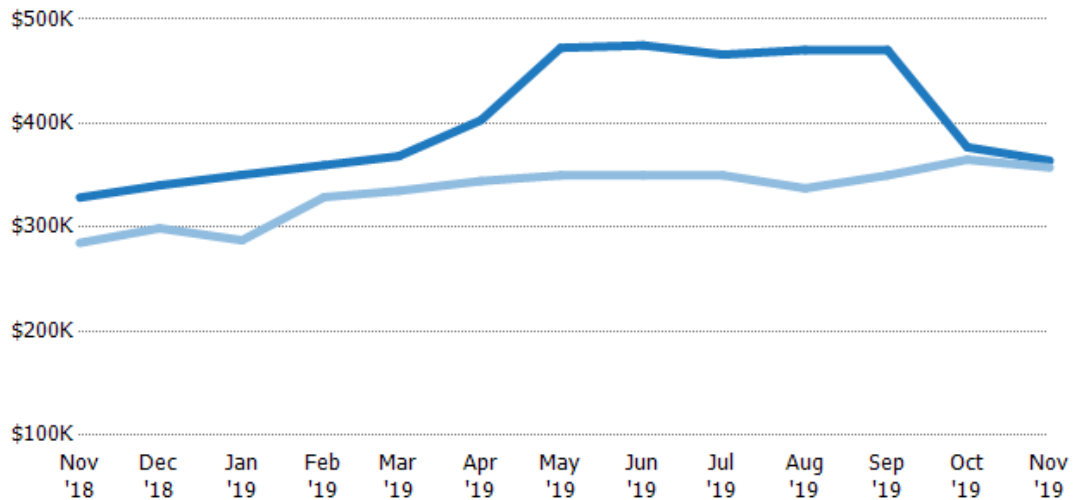
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$427K	\$440K	\$466K	\$507K	\$503K	\$520K	\$535K	\$530K	\$520K	\$514K	\$507K	\$505K	\$484K
Avg Listing Price	\$374K	\$380K	\$375K	\$402K	\$392K	\$392K	\$398K	\$397K	\$402K	\$389K	\$391K	\$406K	\$427K
Avg Listing Price as a % of Avg Est Value	88%	86%	80%	79%	78%	76%	74%	75%	77%	76%	77%	80%	88%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$329K	\$340K	\$350K	\$360K	\$368K	\$403K	\$473K	\$475K	\$466K	\$470K	\$470K	\$377K	\$364K
Median Listing Price	\$285K	\$299K	\$288K	\$329K	\$335K	\$344K	\$350K	\$350K	\$350K	\$337K	\$350K	\$365K	\$358K
Med Listing Price as a % of Med Est Value	87%	88%	82%	91%	91%	85%	74%	74%	75%	72%	74%	97%	98%

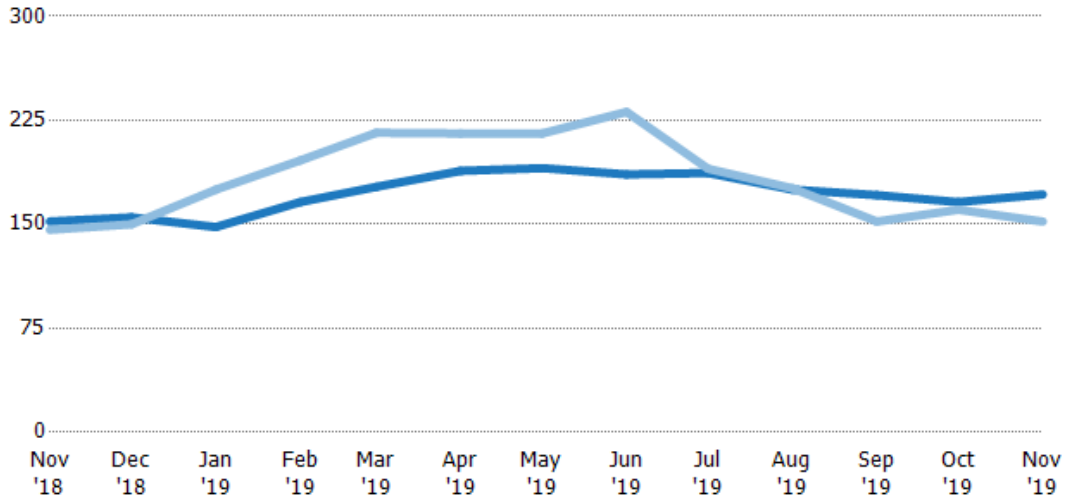
## Median Days in RPR

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.
Nov '19	172	12.8%
Nov '18	152	4.1%
Nov '17	146	8.9%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	152	155	148	166	177	189	191	186	187	175	171	166	172
Prior Year	146	150	175	196	216	216	216	231	190	176	152	161	152
Percent Change from Prior Year	4%	3%	-15%	-15%	-18%	-13%	-12%	-19%	-2%	-1%	13%	3%	13%

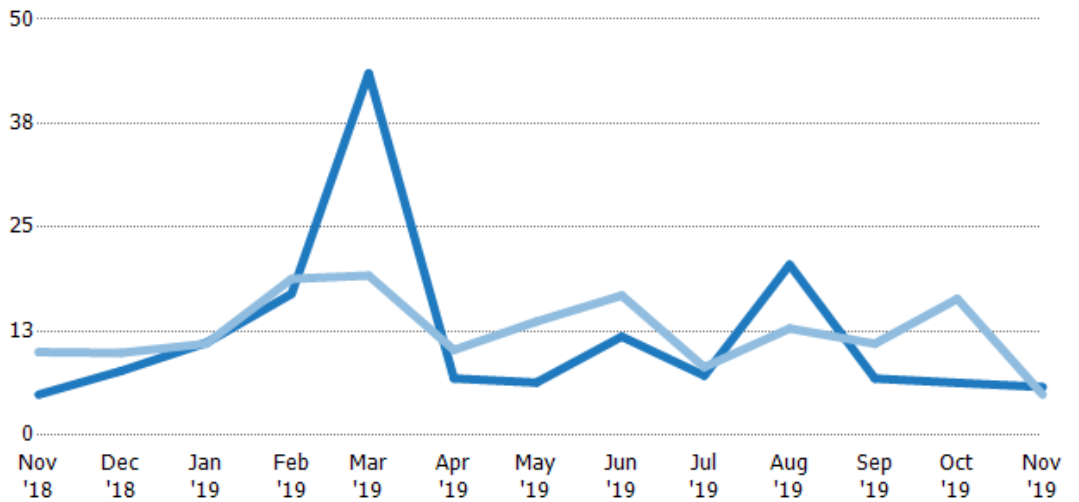
## Months of Inventory

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.
Nov '19	5.8	18.8%
Nov '18	4.88	-51.2%
Nov '17	10	-25%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	4.88	7.73	11.1	17	43.5	6.83	6.33	11.9	7.17	20.5	6.82	6.3	5.8
Prior Year	10	9.9	11	18.8	19.2	10.3	13.7	16.8	8.18	12.8	11	16.4	4.88
Percent Change from Prior Year	-51%	-22%	1%	-10%	127%	-33%	-54%	-29%	-12%	60%	-38%	-62%	19%

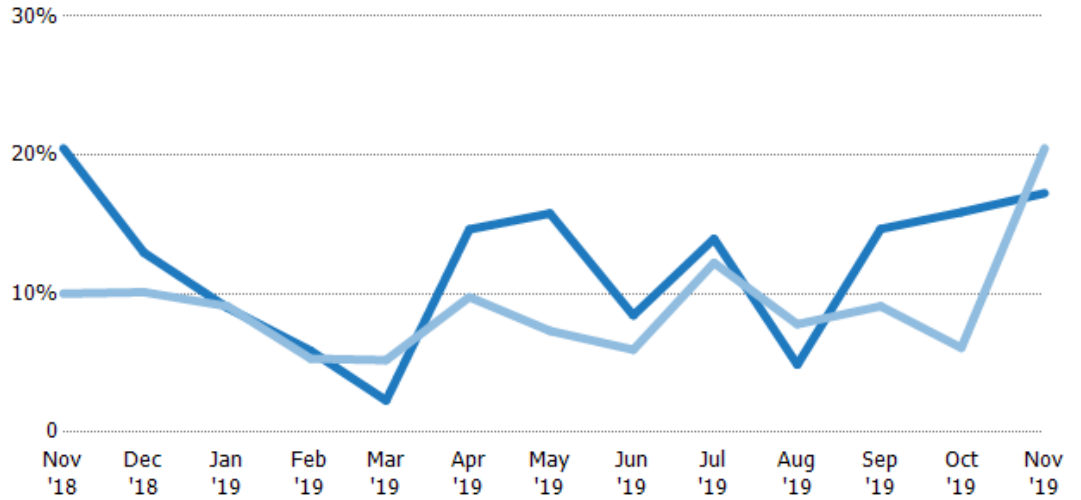
## Absorption Rate

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.
Nov '19	17%	3.2%
Nov '18	20%	-10.5%
Nov '17	10%	33.3%



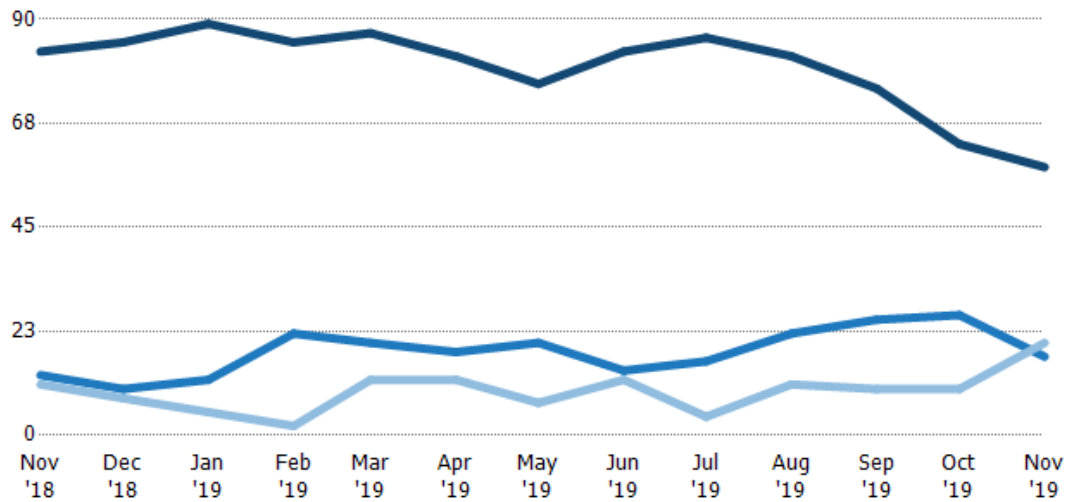
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	20%	13%	9%	6%	2%	15%	16%	8%	14%	5%	15%	16%	17%
Prior Year	10%	10%	9%	5%	5%	10%	7%	6%	12%	8%	9%	6%	20%
Change from Prior Year	-10%	-3%	0%	-1%	3%	-5%	-8%	-2%	-2%	3%	-6%	-10%	3%

## 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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	83	85	89	85	87	82	76	83	86	82	75	63	58
Pending	13	10	12	22	20	18	20	14	16	22	25	26	17
Sold	11	8	5	2	12	12	7	12	4	11	10	10	20

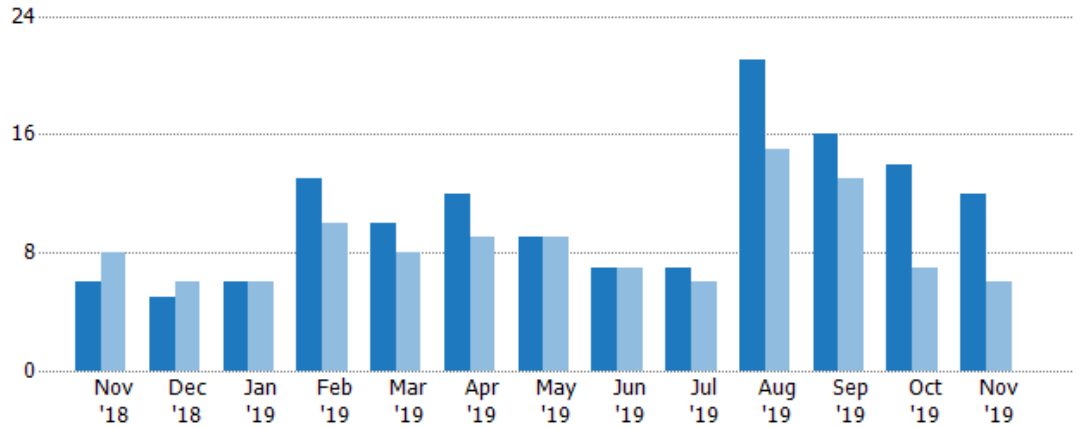
## New Pending Sales

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.
Nov '19	12	100%
Nov '18	6	-25%
Nov '17	8	-25%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	6	5	6	13	10	12	9	7	7	21	16	14	12
Prior Year	8	6	6	10	8	9	9	7	6	15	13	7	6
Percent Change from Prior Year	-25%	-17%	0%	30%	25%	33%	0%	0%	17%	40%	23%	100%	100%

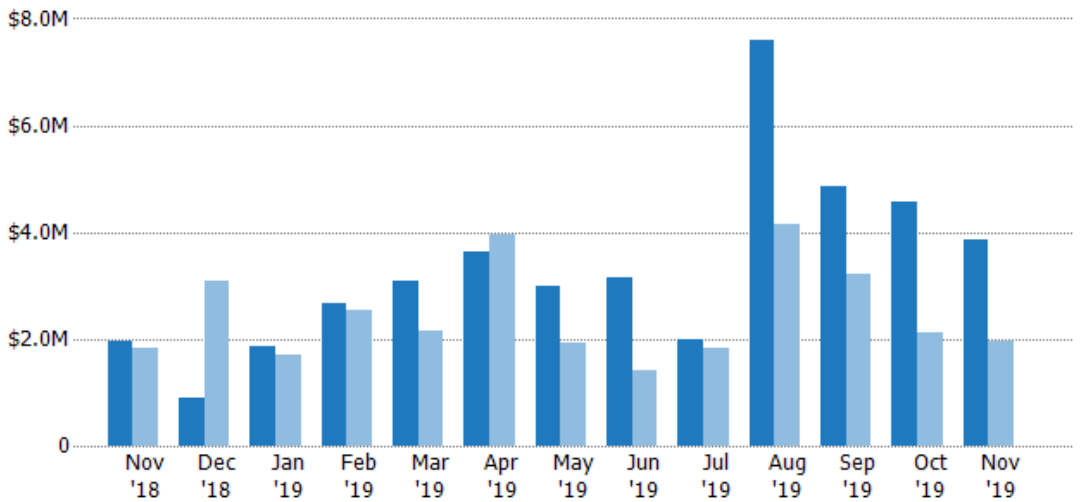
## New Pending Sales Volume

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.
Nov '19	\$3.85M	97%
Nov '18	\$1.95M	5.8%
Nov '17	\$1.85M	-22.7%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$1.95M	\$910K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$1.98M	\$7.59M	\$4.86M	\$4.58M	\$3.85M
Prior Year	\$1.85M	\$3.09M	\$1.7M	\$2.55M	\$2.15M	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M
Percent Change from Prior Year	6%	-71%	9%	5%	44%	-7%	55%	121%	9%	82%	51%	116%	97%



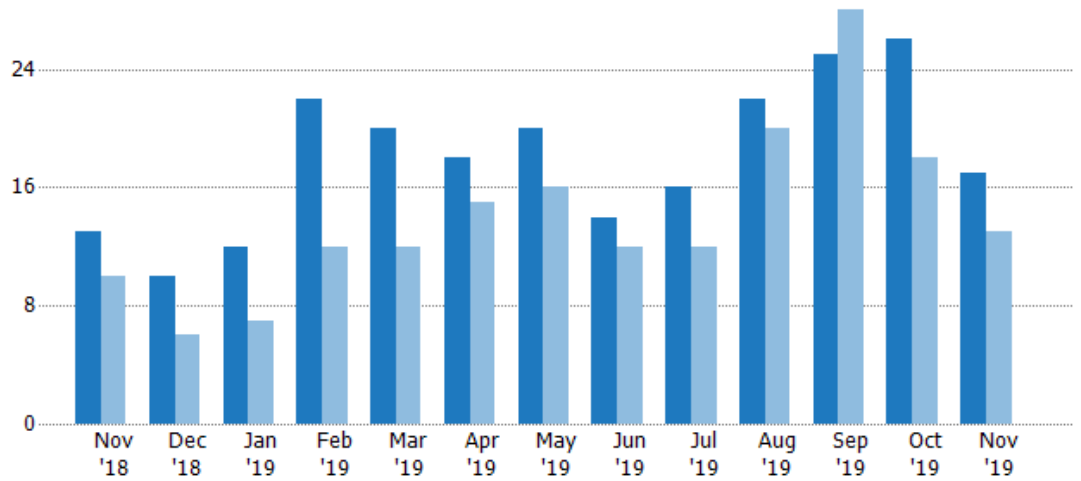
## Pending Sales

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.
Nov '19	17	30.8%
Nov '18	13	30%
Nov '17	10	30%



Current Year	13	10	12	22	20	18	20	14	16	22	25	26	17
Prior Year	10	6	7	12	12	15	16	12	12	20	28	18	13
Percent Change from Prior Year	30%	67%	71%	83%	67%	20%	25%	17%	33%	10%	-11%	44%	31%

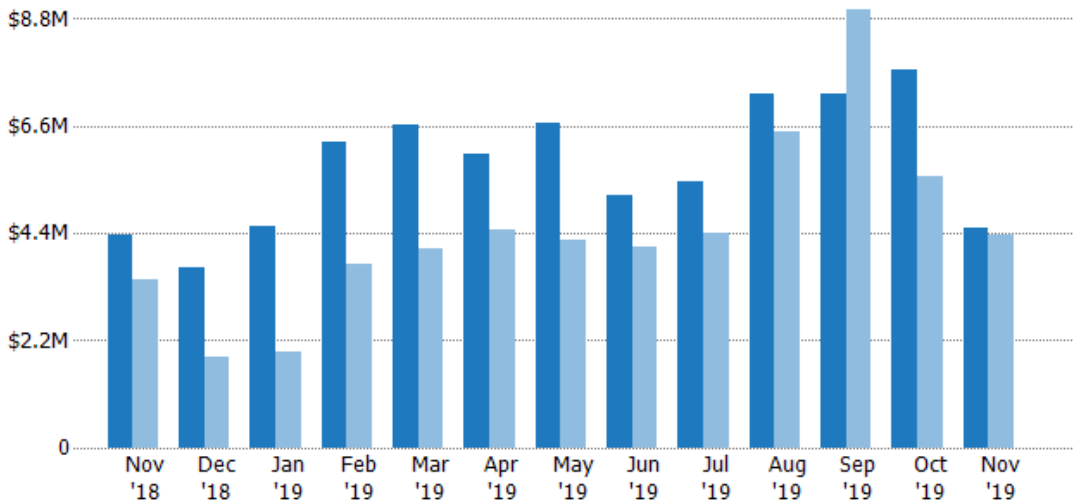
## Pending Sales Volume

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.
Nov '19	\$4.5M	3.4%
Nov '18	\$4.35M	25.8%
Nov '17	\$3.46M	7.9%



Current Year	\$4.35M	\$3.69M	\$4.53M	\$6.29M	\$6.64M	\$6.02M	\$6.66M	\$5.17M	\$5.46M	\$7.26M	\$7.26M	\$7.74M	\$4.5M
Prior Year	\$3.46M	\$1.87M	\$1.99M	\$3.78M	\$4.09M	\$4.46M	\$4.26M	\$4.13M	\$4.41M	\$6.47M	\$8.99M	\$5.58M	\$4.35M
Percent Change from Prior Year	26%	97%	128%	66%	62%	35%	56%	25%	24%	12%	-19%	39%	3%

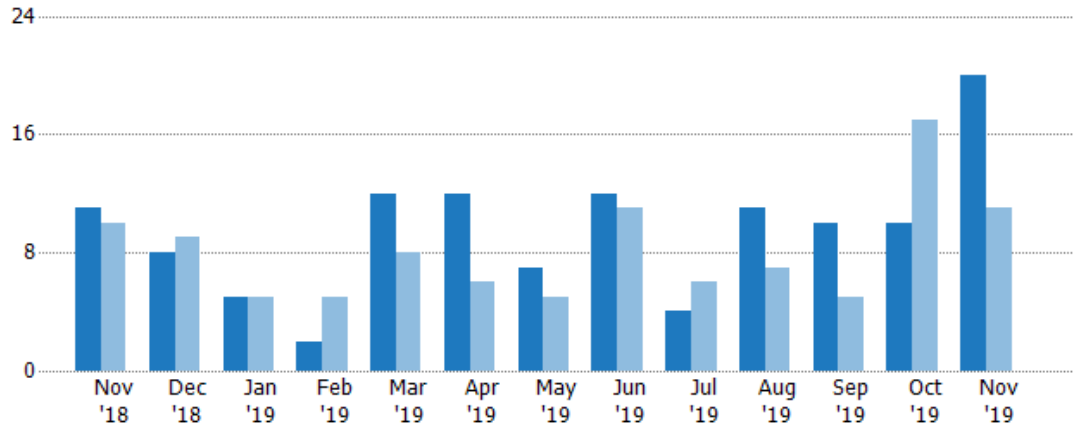
## Closed Sales

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.
Nov '19	20	81.8%
Nov '18	11	10%
Nov '17	10	-40%



Current Year	11	8	5	2	12	12	7	12	4	11	10	10	20
Prior Year	10	9	5	5	8	6	5	11	6	7	5	17	11
Percent Change from Prior Year	10%	-11%	0%	-60%	50%	100%	40%	9%	-33%	57%	100%	-41%	82%

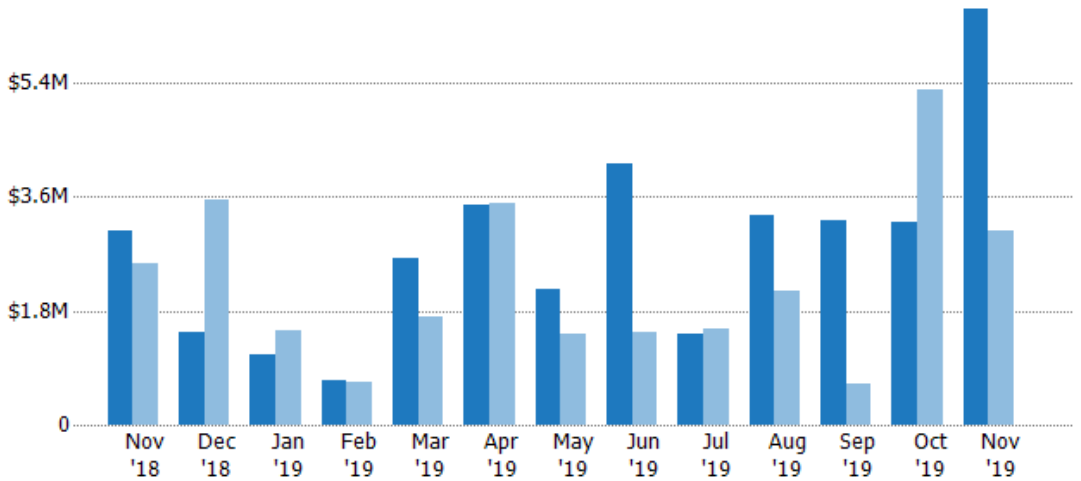
## Closed Sales Volume

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.
Nov '19	\$6.57M	113.5%
Nov '18	\$3.08M	21.2%
Nov '17	\$2.54M	-46.6%



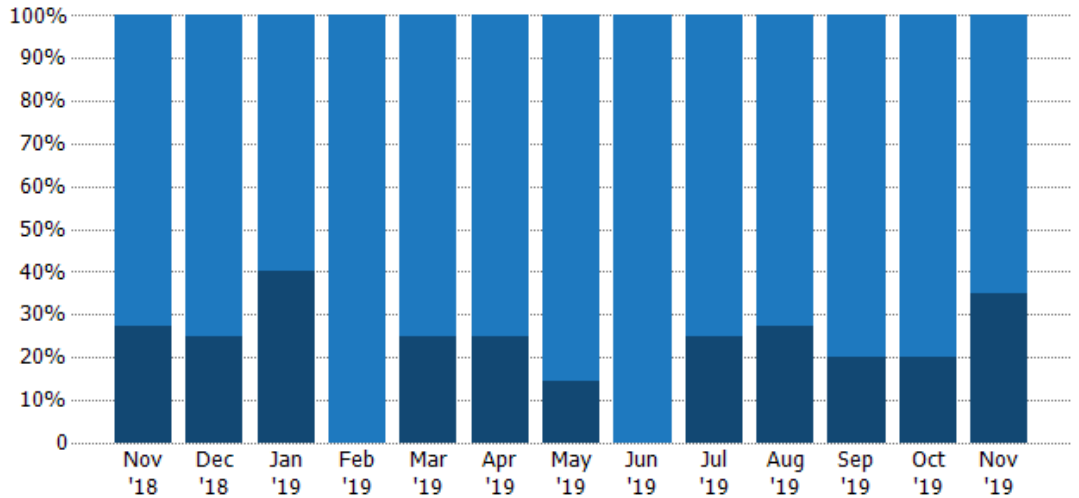
Current Year	\$3.08M	\$1.46M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.31M	\$3.22M	\$3.19M	\$6.57M
Prior Year	\$2.54M	\$3.55M	\$1.49M	\$669K	\$1.71M	\$3.51M	\$1.44M	\$1.46M	\$1.52M	\$2.1M	\$656K	\$5.28M	\$3.08M
Percent Change from Prior Year	21%	-59%	-26%	6%	53%	-1%	49%	183%	-6%	57%	391%	-40%	114%

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

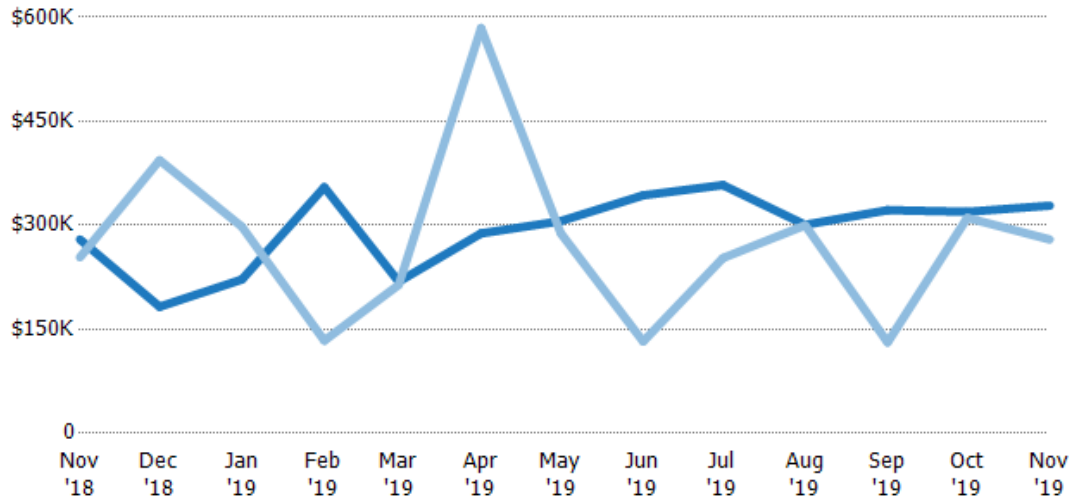
## Average Sales Price

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.
Nov '19	\$328K	17.4%
Nov '18	\$280K	10.2%
Nov '17	\$254K	-11%



Current Year	\$280K	\$183K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K	\$322K	\$319K	\$328K
Prior Year	\$254K	\$394K	\$298K	\$134K	\$214K	\$585K	\$288K	\$132K	\$253K	\$300K	\$131K	\$311K	\$280K
Percent Change from Prior Year	10%	-54%	-26%	166%	2%	-51%	6%	159%	42%	0%	145%	3%	17%

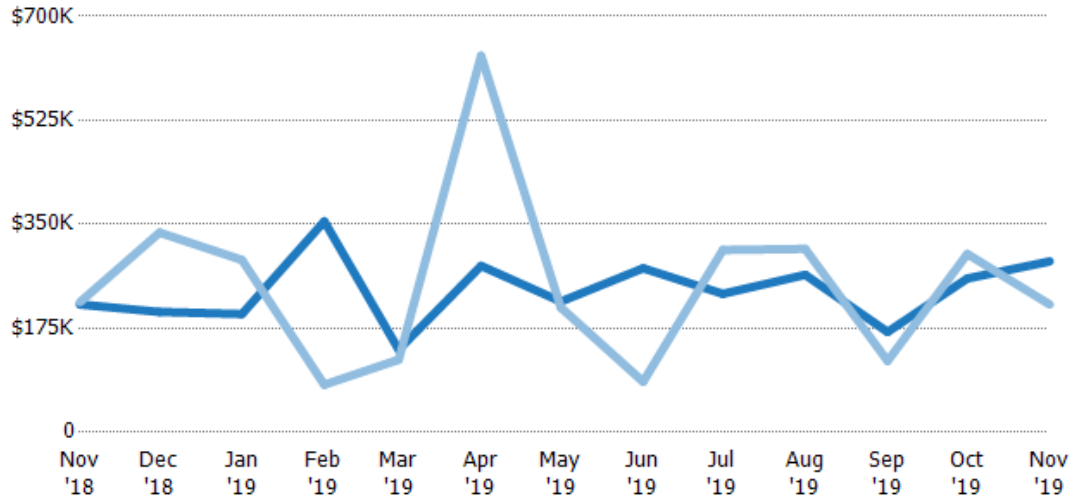
## Median Sales Price

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.
Nov '19	\$288K	33.7%
Nov '18	\$215K	-1.7%
Nov '17	\$219K	28.9%



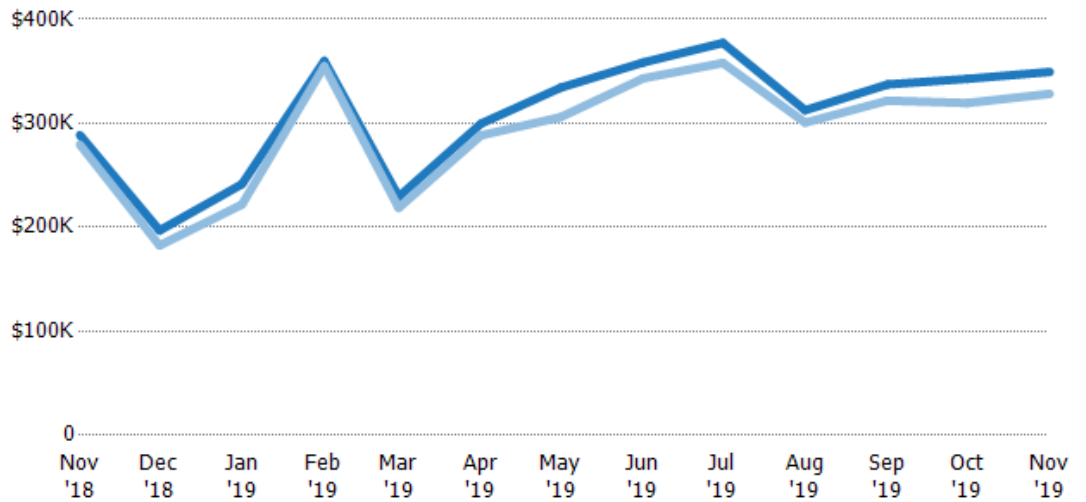
Current Year	\$215K	\$203K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K	\$169K	\$259K	\$288K
Prior Year	\$219K	\$336K	\$290K	\$80K	\$122K	\$634K	\$210K	\$85K	\$307K	\$309K	\$120K	\$300K	\$215K
Percent Change from Prior Year	-2%	-40%	-31%	344%	14%	-56%	5%	225%	-24%	-14%	41%	-14%	34%

## 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



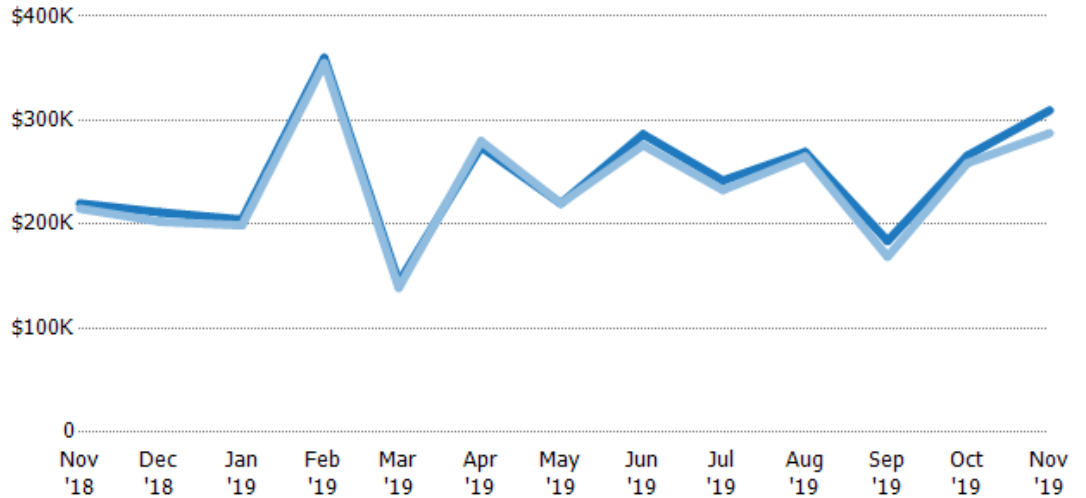
Avg List Price	\$289K	\$197K	\$242K	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K	\$337K	\$343K	\$349K
Avg Sales Price	\$280K	\$183K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K	\$322K	\$319K	\$328K
Avg Sales Price as a % of Avg List Price	97%	93%	92%	99%	95%	96%	92%	96%	95%	96%	95%	93%	94%

## 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



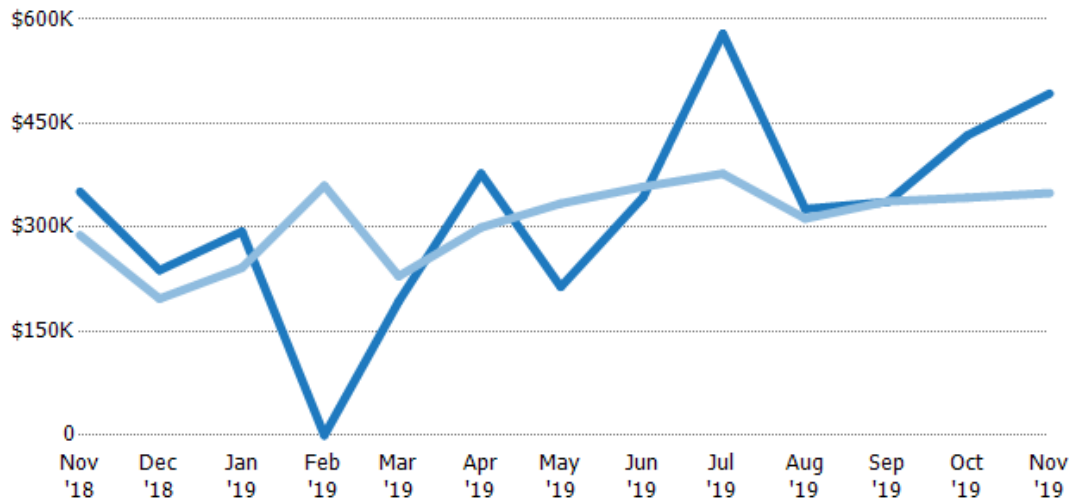
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median List Price	\$220K	\$212K	\$205K	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K	\$184K	\$266K	\$310K
Median Sales Price	\$215K	\$203K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K	\$169K	\$259K	\$288K
Med Sales Price as a % of Med List Price	98%	96%	97%	99%	97%	102%	100%	96%	96%	98%	92%	97%	93%

## 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



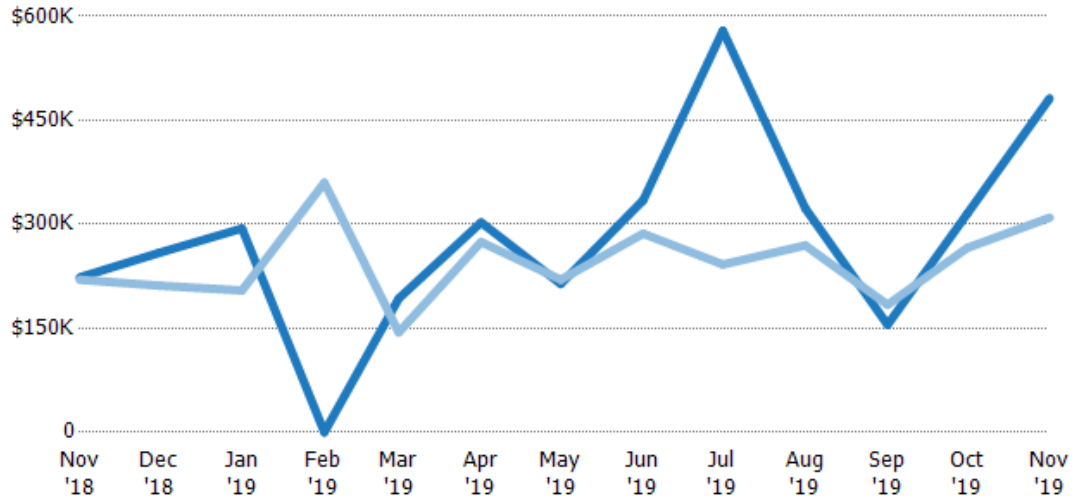
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$351K	\$238K	\$294K	\$0	\$193K	\$377K	\$214K	\$343K	\$579K	\$326K	\$337K	\$432K	\$493K
Avg Sales Price	\$289K	\$197K	\$242K	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K	\$337K	\$343K	\$349K
Avg Sales Price as a % of Avg Est Value	82%	83%	82%	100%	119%	79%	156%	104%	65%	96%	100%	79%	71%

## 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	\$224K	\$259K	\$294K	\$0	\$193K	\$303K	\$214K	\$335K	\$579K	\$323K	\$155K	\$315K	\$482K
Median Sales Price	\$220K	\$212K	\$205K	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K	\$184K	\$266K	\$310K
Med Sales Price as a % of Med Est Value	98%	82%	70%	100%	75%	91%	103%	86%	42%	83%	119%	84%	64%