

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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	14	-42.9%	126	113	+11.5%
New Listing Volume	\$3,098,500	\$3,865,700	-19.8%	\$41,768,750	\$33,920,000	+23.1%
Active Listing Count	59	82	-28%	N/A	N/A	
Active Listing Volume	\$24,099,100	\$30,658,000	-21.4%	N/A	N/A	
Average Listing Price	\$408,459	\$373,878	+9.2%	\$394,149	\$370,678	+6.3%
Median Listing Price	\$350,000	\$286,250	+22.3%	\$336,638	\$271,225	+24.1%
Median Days in RPR	166	160.5	+3.4%	176.58	193.86	-8.9%
Months of Inventory	5.9	20.5	-71.2%	10.8	9.8	+10.8%
Absorption Rate	16.95%	4.88%	+12.1%	9.23%	10.22%	-1%
Sales Activity Charts Metrics						
New Pending Sales Count	14	7	+100%	115	90	+27.8%
New Pending Sales Volume	\$4,576,400	\$2,119,900	+115.9%	\$36,423,450	\$25,017,450	+45.6%
Pending Sales Count	27	17	+58.8%	N/A	N/A	
Pending Sales Volume	\$8,215,400	\$5,415,800	+51.7%	N/A	N/A	
Closed Sales Count	10	17	-41.2%	85	74	+14.9%
Closed Sales Volume	\$3,194,700	\$5,282,500	-39.5%	\$25,315,217	\$19,774,625	+28%
Average Sales Price	\$319,470	\$310,735	+2.8%	\$297,826	\$267,225	+11.5%
Median Sales Price	\$258,750	\$300,000	-13.8%	\$231,847	\$245,932	-5.7%

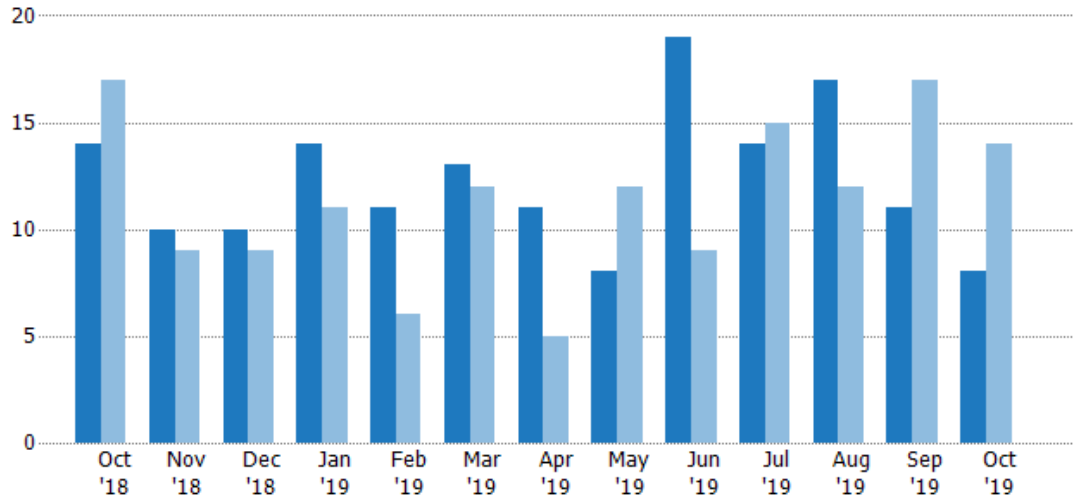
New Listings

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.
Oct '19	8	-42.9%
Oct '18	14	-17.6%
Oct '17	17	11.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	14	10	10	14	11	13	11	8	19	14	17	11	8
Prior Year	17	9	9	11	6	12	5	12	9	15	12	17	14
Percent Change from Prior Year	-18%	11%	11%	27%	83%	8%	120%	-33%	111%	-7%	42%	-35%	-43%

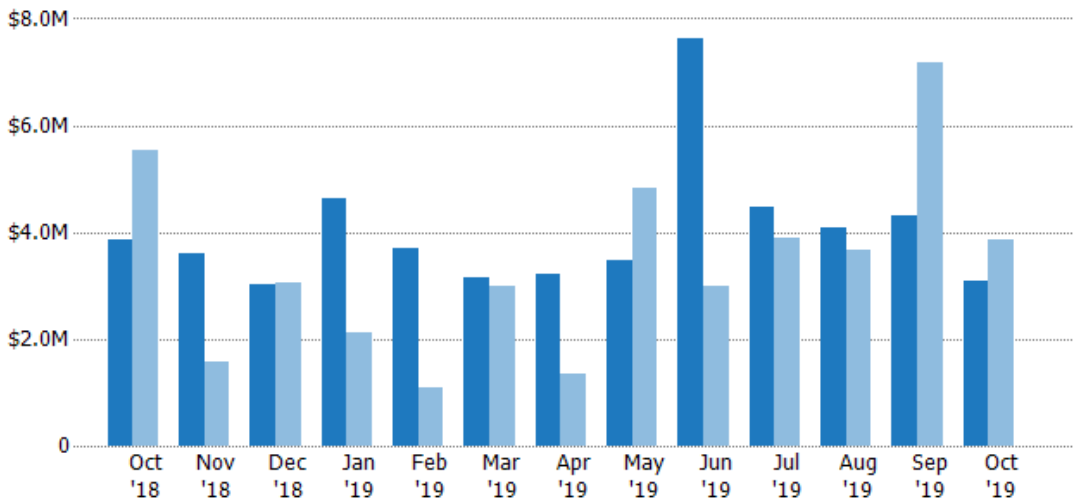
New Listing Volume

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.
Oct '19	\$3.1M	-19.8%
Oct '18	\$3.87M	-30.2%
Oct '17	\$5.54M	-16.6%



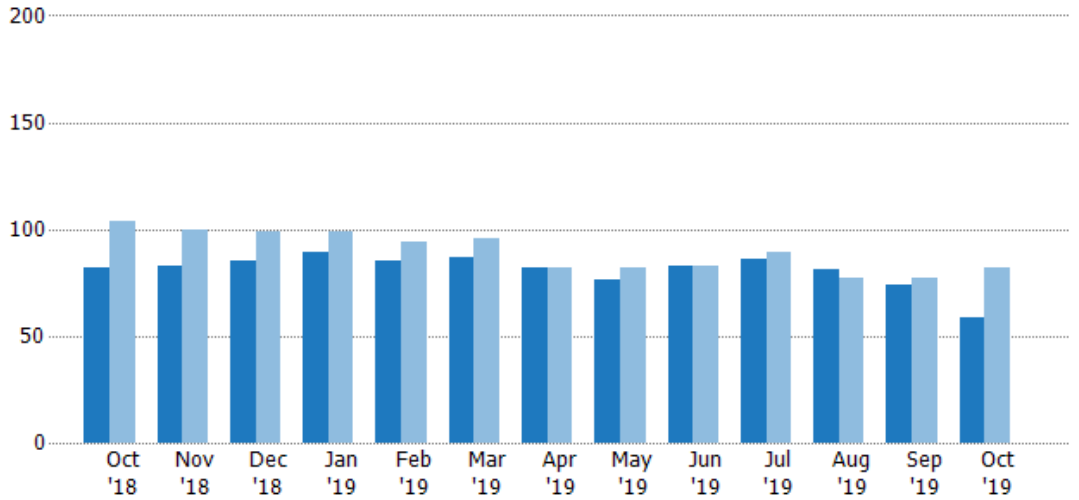
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$3.87M	\$3.61M	\$3.03M	\$4.63M	\$3.71M	\$3.14M	\$3.23M	\$3.48M	\$7.63M	\$4.46M	\$4.08M	\$4.31M	\$3.1M
Prior Year	\$5.54M	\$1.56M	\$3.07M	\$2.11M	\$1.08M	\$2.99M	\$1.35M	\$4.83M	\$2.97M	\$3.89M	\$3.66M	\$7.17M	\$3.87M
Percent Change from Prior Year	-30%	131%	-1%	120%	242%	5%	138%	-28%	157%	15%	11%	-40%	-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



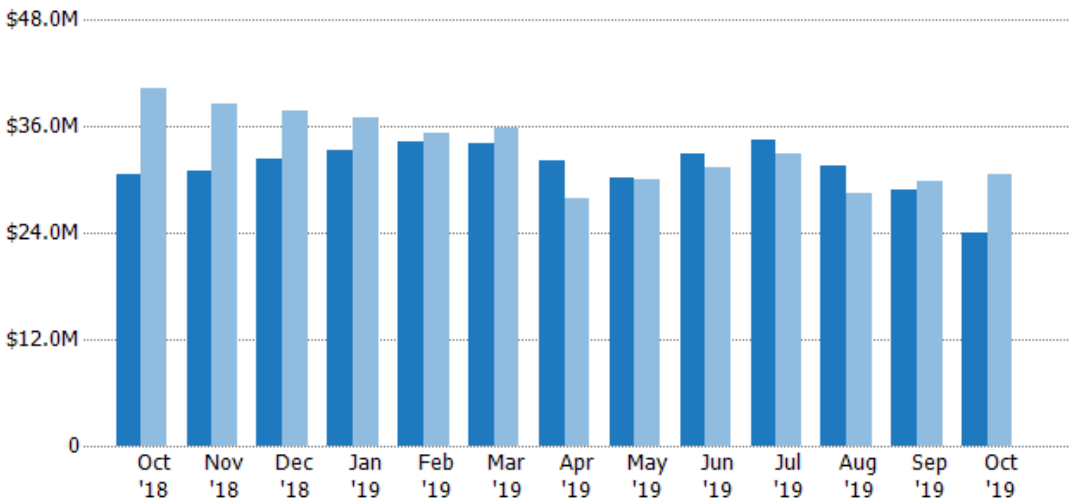
Month/Year	Count	% Chg.
Oct '19	59	-28%
Oct '18	82	-21.2%
Oct '17	104	-24%

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.
Oct '19	\$24.1M	-21.4%
Oct '18	\$30.7M	-23.8%
Oct '17	\$40.2M	-42.3%

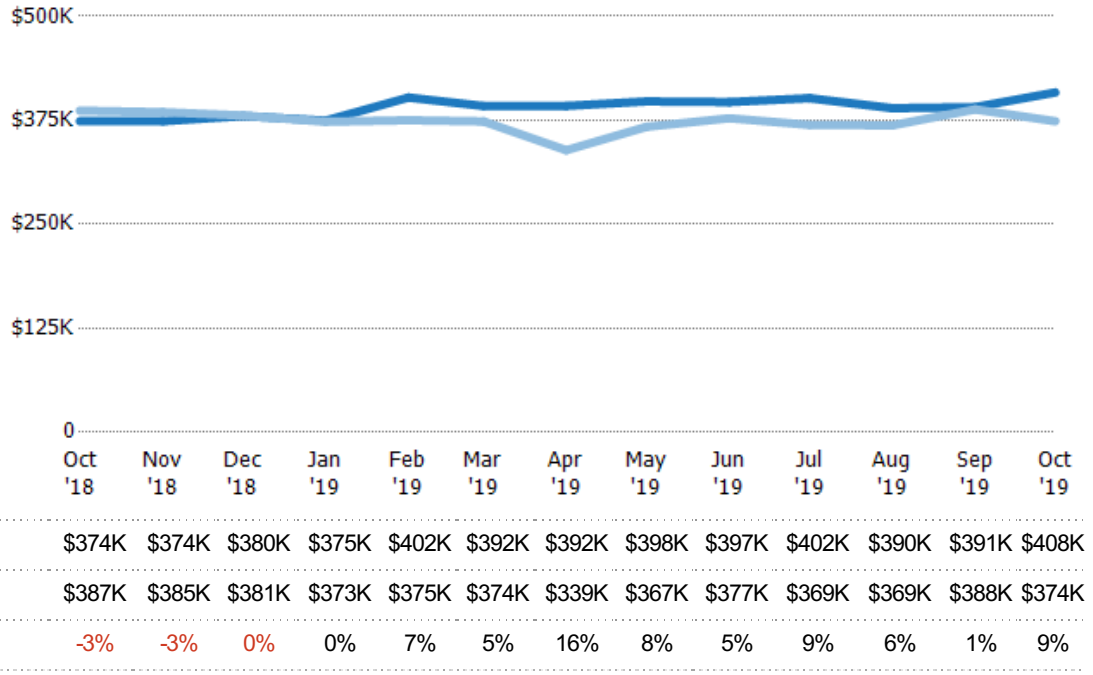
Average Listing Price

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.
Oct '19	\$408K	9.2%
Oct '18	\$374K	-3.3%
Oct '17	\$387K	-24.1%



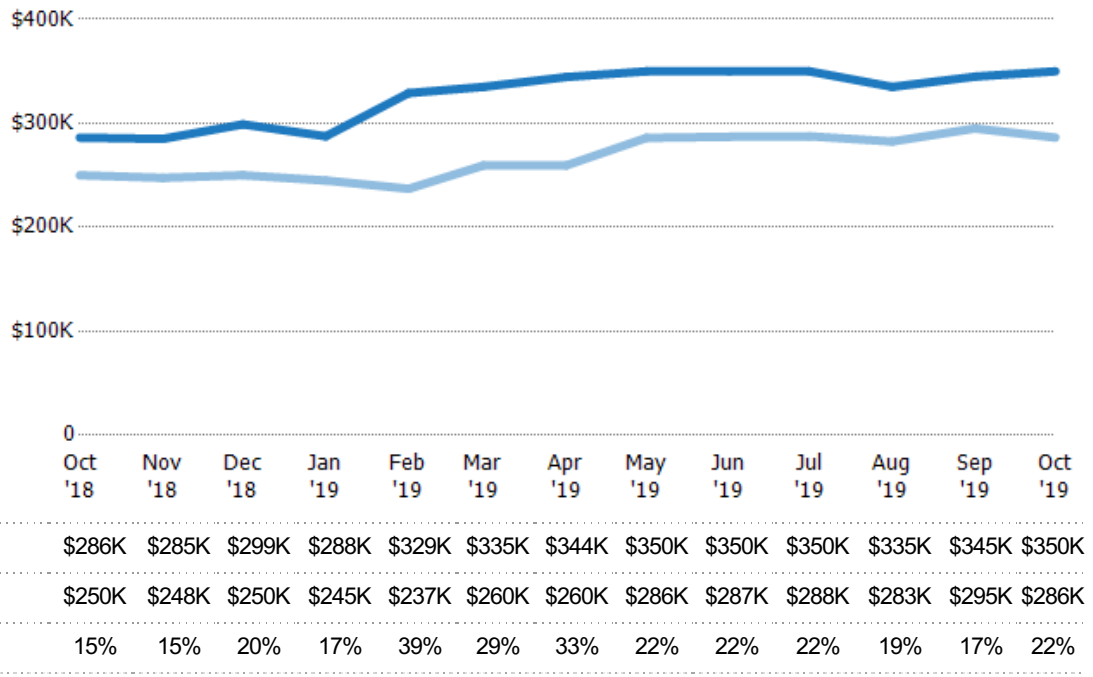
Median Listing Price

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.
Oct '19	\$350K	22.3%
Oct '18	\$286K	14.5%
Oct '17	\$250K	-16%

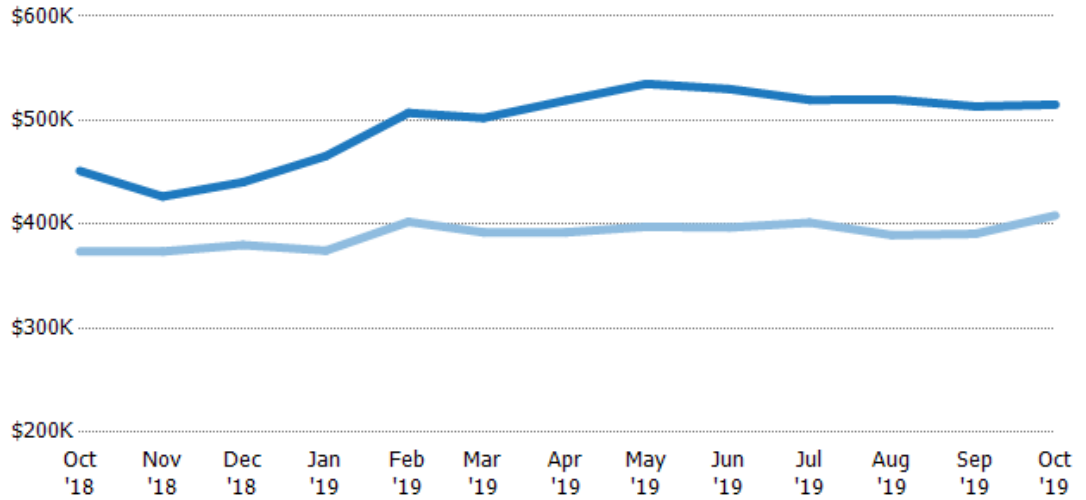


Average Listing Price vs Average Est Value

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



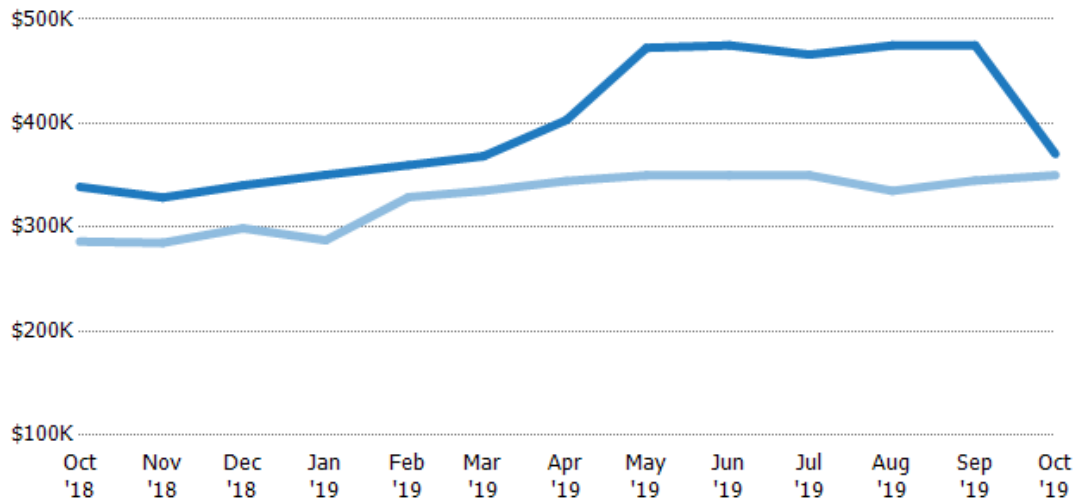
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$451K	\$427K	\$440K	\$466K	\$507K	\$502K	\$519K	\$535K	\$530K	\$520K	\$520K	\$513K	\$515K
Avg Listing Price	\$374K	\$374K	\$380K	\$375K	\$402K	\$392K	\$392K	\$398K	\$397K	\$402K	\$390K	\$391K	\$408K
Avg Listing Price as a % of Avg Est Value	83%	88%	86%	80%	79%	78%	76%	74%	75%	77%	75%	76%	79%

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$339K	\$329K	\$340K	\$350K	\$360K	\$368K	\$403K	\$473K	\$475K	\$466K	\$475K	\$475K	\$371K
Median Listing Price	\$286K	\$285K	\$299K	\$288K	\$329K	\$335K	\$344K	\$350K	\$350K	\$350K	\$335K	\$345K	\$350K
Med Listing Price as a % of Med Est Value	84%	87%	88%	82%	91%	91%	85%	74%	74%	75%	71%	73%	94%

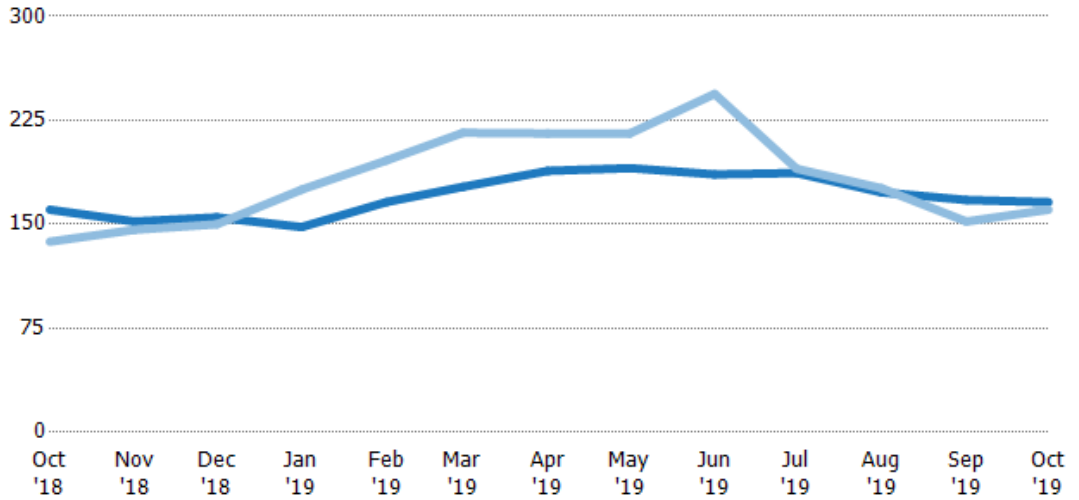
Median Days in RPR

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.
Oct '19	166	3.4%
Oct '18	161	16.7%
Oct '17	138	15.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	161	152	155	148	166	177	189	191	186	187	173	168	166
Prior Year	138	146	150	175	196	216	216	216	244	190	176	152	161
Percent Change from Prior Year	17%	4%	3%	-15%	-15%	-18%	-13%	-12%	-24%	-2%	-2%	10%	3%

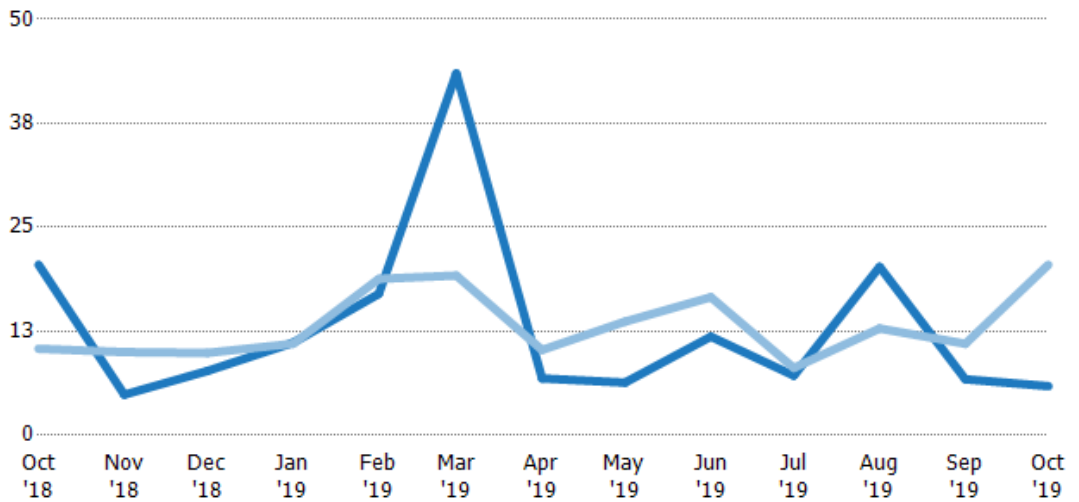
Months of Inventory

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.
Oct '19	5.9	-71.2%
Oct '18	20.5	97.1%
Oct '17	10.4	279.8%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	20.5	4.88	7.73	11.1	17	43.5	6.83	6.33	11.9	7.17	20.3	6.73	5.9
Prior Year	10.4	10	9.9	11	18.8	19.2	10.3	13.7	16.6	8.09	12.8	11	20.5
Percent Change from Prior Year	97%	-51%	-22%	1%	-10%	127%	-33%	-54%	-29%	-11%	58%	-39%	-71%

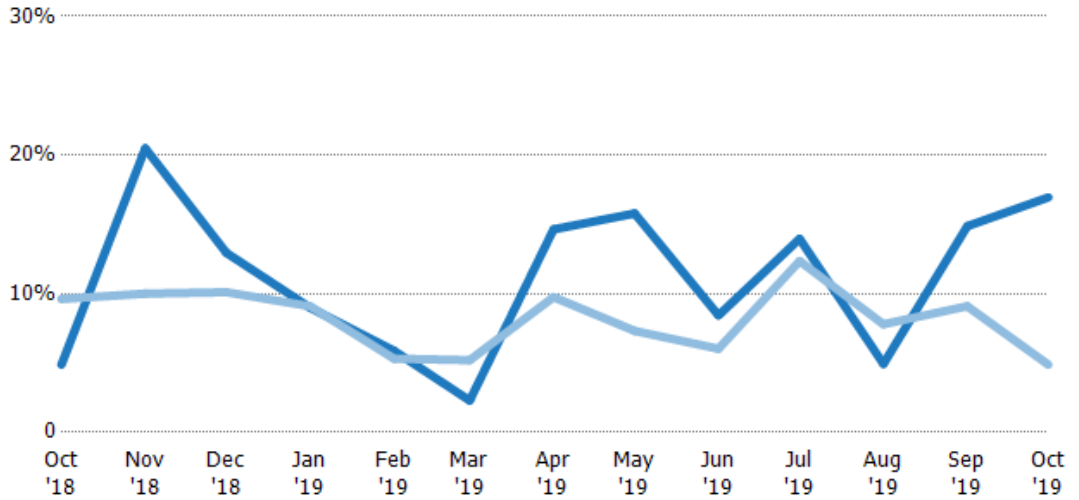
Absorption Rate

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.
Oct '19	17%	-12.1%
Oct '18	5%	4.7%
Oct '17	10%	-73.7%



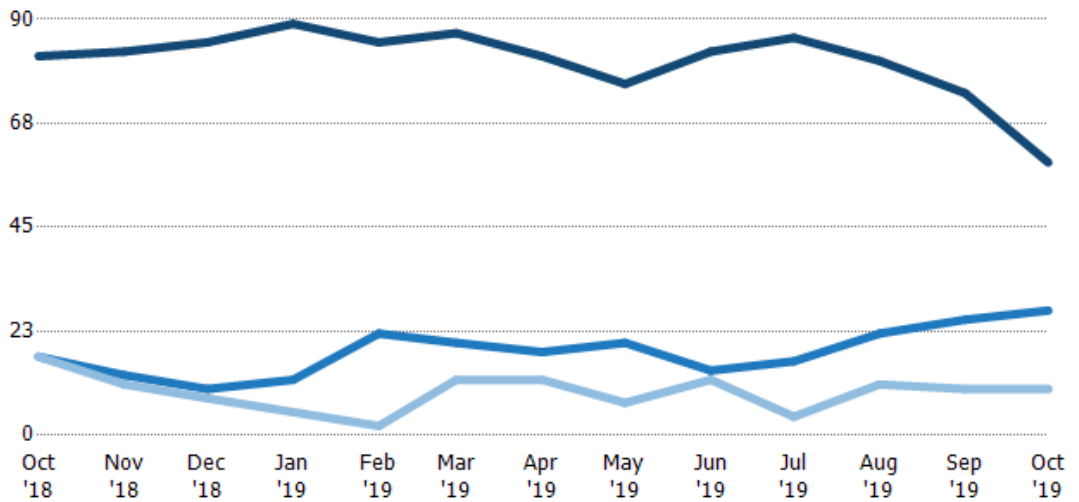
Current Year	5%	20%	13%	9%	6%	2%	15%	16%	8%	14%	5%	15%	17%
Prior Year	10%	10%	10%	9%	5%	5%	10%	7%	6%	12%	8%	9%	5%
Change from Prior Year	5%	-10%	-3%	0%	-1%	3%	-5%	-8%	-2%	-2%	3%	-6%	-12%

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	82	83	85	89	85	87	82	76	83	86	81	74	59
Pending	17	13	10	12	22	20	18	20	14	16	22	25	27
Sold	17	11	8	5	2	12	12	7	12	4	11	10	10

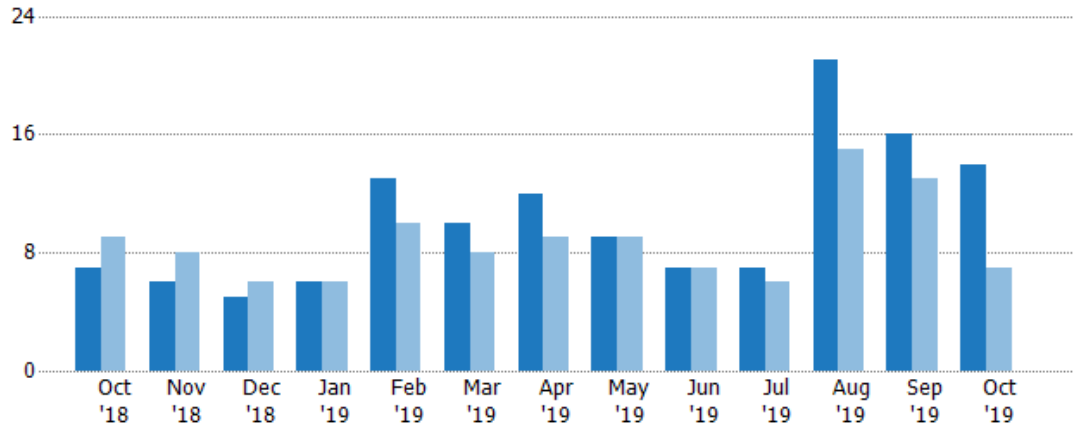
New Pending Sales

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.
Oct '19	14	100%
Oct '18	7	-22.2%
Oct '17	9	33.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	7	6	5	6	13	10	12	9	7	7	21	16	14
Prior Year	9	8	6	6	10	8	9	9	7	6	15	13	7
Percent Change from Prior Year	-22%	-25%	-17%	0%	30%	25%	33%	0%	0%	17%	40%	23%	100%

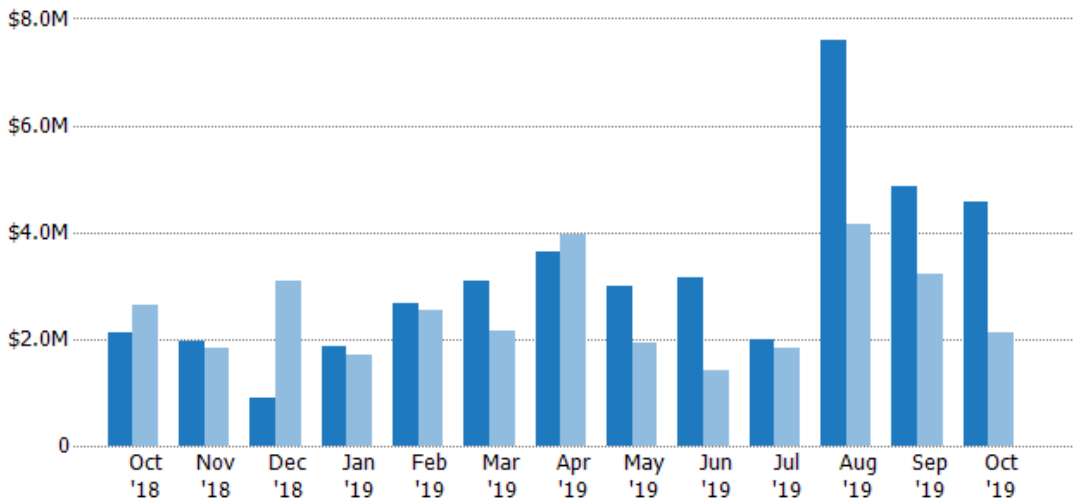
New Pending Sales Volume

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.
Oct '19	\$4.58M	115.9%
Oct '18	\$2.12M	-19.6%
Oct '17	\$2.64M	36.6%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$2.12M	\$1.95M	\$910K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$1.98M	\$7.59M	\$4.86M	\$4.58M
Prior Year	\$2.64M	\$1.85M	\$3.09M	\$1.7M	\$2.55M	\$2.15M	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M
Percent Change from Prior Year	-20%	6%	-71%	9%	5%	44%	-7%	55%	121%	9%	82%	51%	116%

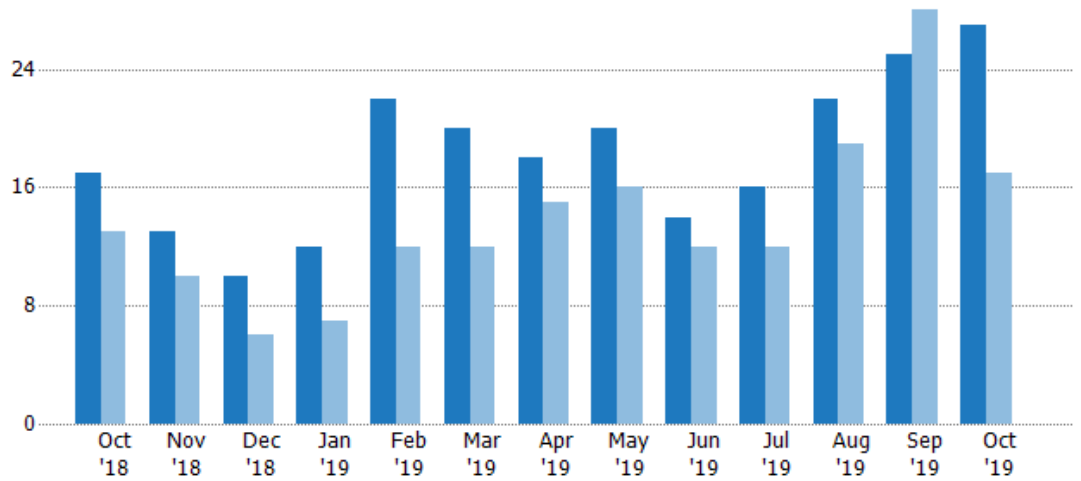
Pending Sales

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.
Oct '19	27	58.8%
Oct '18	17	30.8%
Oct '17	13	15.4%



Current Year	17	13	10	12	22	20	18	20	14	16	22	25	27
Prior Year	13	10	6	7	12	12	15	16	12	12	19	28	17
Percent Change from Prior Year	31%	30%	67%	71%	83%	67%	20%	25%	17%	33%	16%	-11%	59%

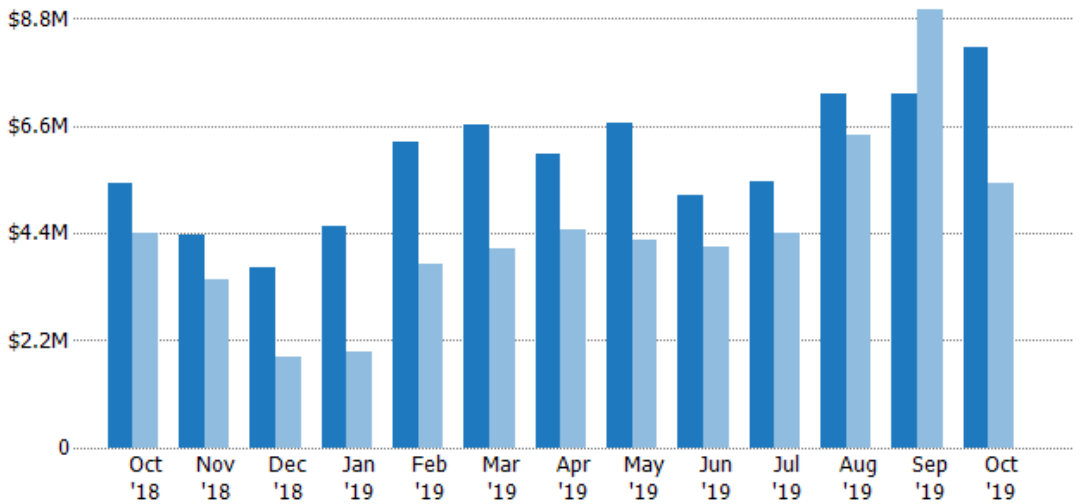
Pending Sales Volume

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.
Oct '19	\$8.22M	51.7%
Oct '18	\$5.42M	23%
Oct '17	\$4.4M	-10.9%



Current Year	\$5.42M	\$4.35M	\$3.69M	\$4.53M	\$6.29M	\$6.64M	\$6.02M	\$6.66M	\$5.17M	\$5.46M	\$7.26M	\$7.26M	\$8.22M
Prior Year	\$4.4M	\$3.46M	\$1.87M	\$1.99M	\$3.78M	\$4.09M	\$4.46M	\$4.26M	\$4.13M	\$4.41M	\$6.41M	\$8.99M	\$5.42M
Percent Change from Prior Year	23%	26%	97%	128%	66%	62%	35%	56%	25%	24%	13%	-19%	52%

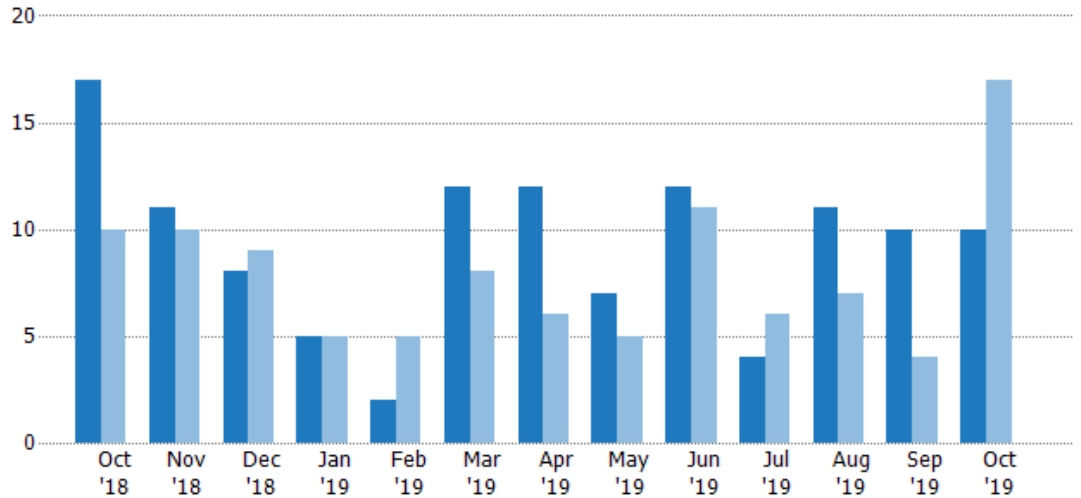
Closed Sales

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.
Oct '19	10	-41.2%
Oct '18	17	70%
Oct '17	10	0%



Current Year	17	11	8	5	2	12	12	7	12	4	11	10	10
Prior Year	10	10	9	5	5	8	6	5	11	6	7	4	17
Percent Change from Prior Year	70%	10%	-11%	0%	-60%	50%	100%	40%	9%	-33%	57%	150%	-41%

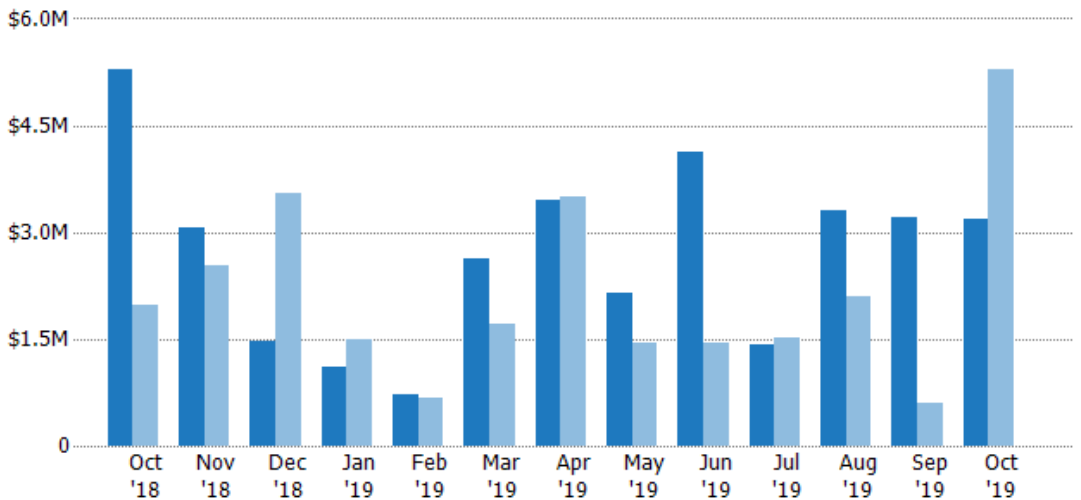
Closed Sales Volume

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.
Oct '19	\$3.19M	-39.5%
Oct '18	\$5.28M	167.7%
Oct '17	\$1.97M	0.1%



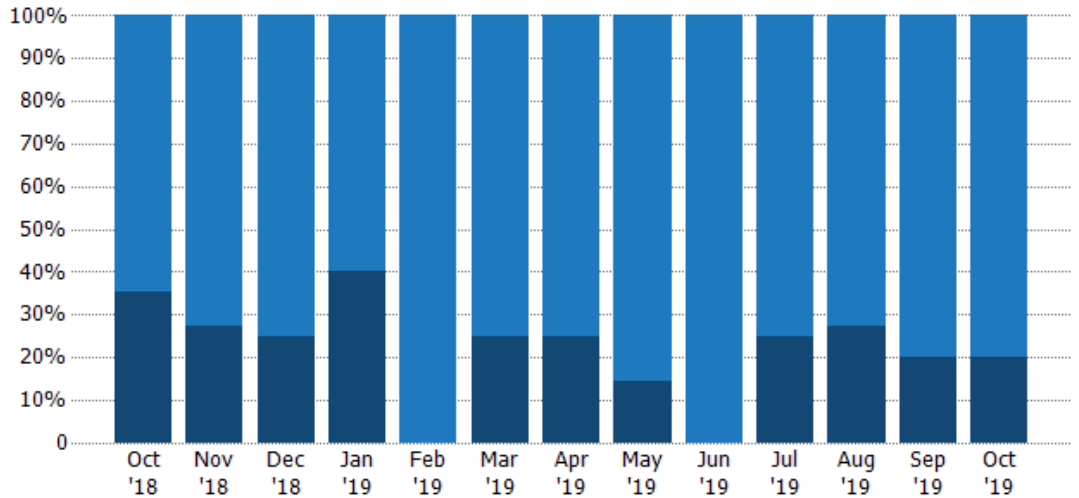
Current Year	\$5.28M	\$3.08M	\$1.46M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.31M	\$3.22M	\$3.19M
Prior Year	\$1.97M	\$2.54M	\$3.55M	\$1.49M	\$669K	\$1.71M	\$3.51M	\$1.44M	\$1.46M	\$1.52M	\$2.1M	\$601K	\$5.28M
Percent Change from Prior Year	168%	21%	-59%	-26%	6%	53%	-1%	49%	183%	-6%	57%	436%	-40%

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

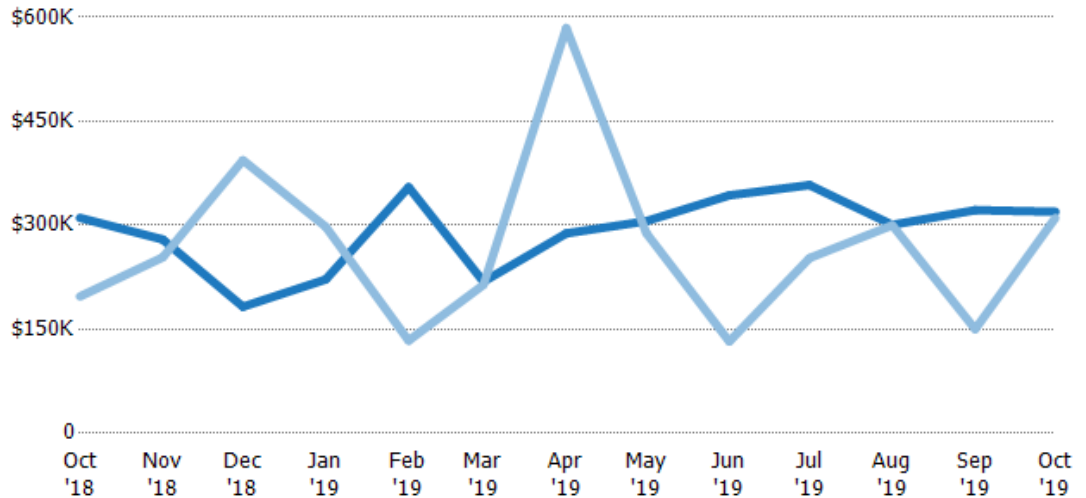
Average Sales Price

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.
Oct '19	\$319K	2.8%
Oct '18	\$311K	57.5%
Oct '17	\$197K	0.1%



Current Year	\$311K	\$280K	\$183K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K	\$322K	\$319K
Prior Year	\$197K	\$254K	\$394K	\$298K	\$134K	\$214K	\$585K	\$288K	\$132K	\$253K	\$300K	\$150K	\$311K
Percent Change from Prior Year	57%	10%	-54%	-26%	166%	2%	-51%	6%	159%	42%	0%	114%	3%

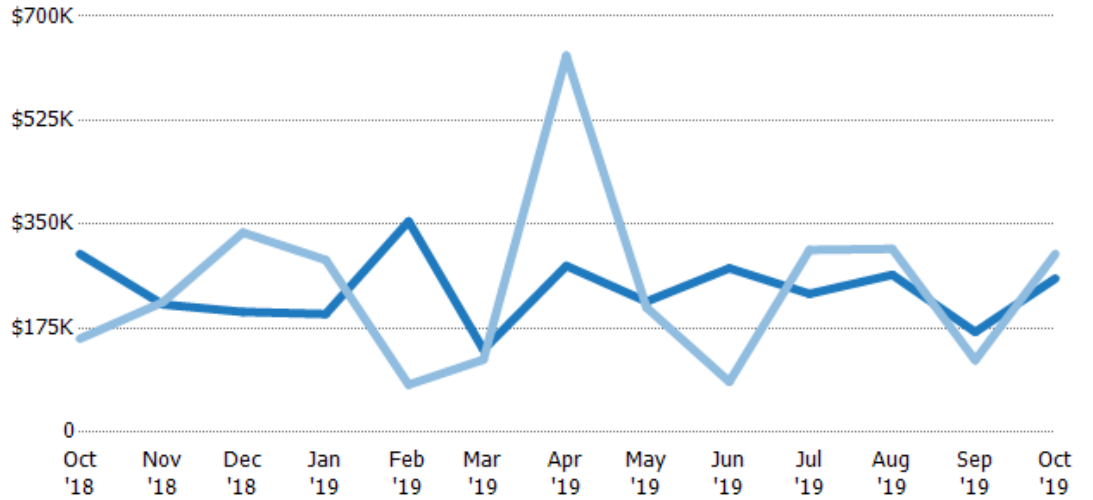
Median Sales Price

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.
Oct '19	\$259K	-13.8%
Oct '18	\$300K	90.5%
Oct '17	\$158K	17.9%



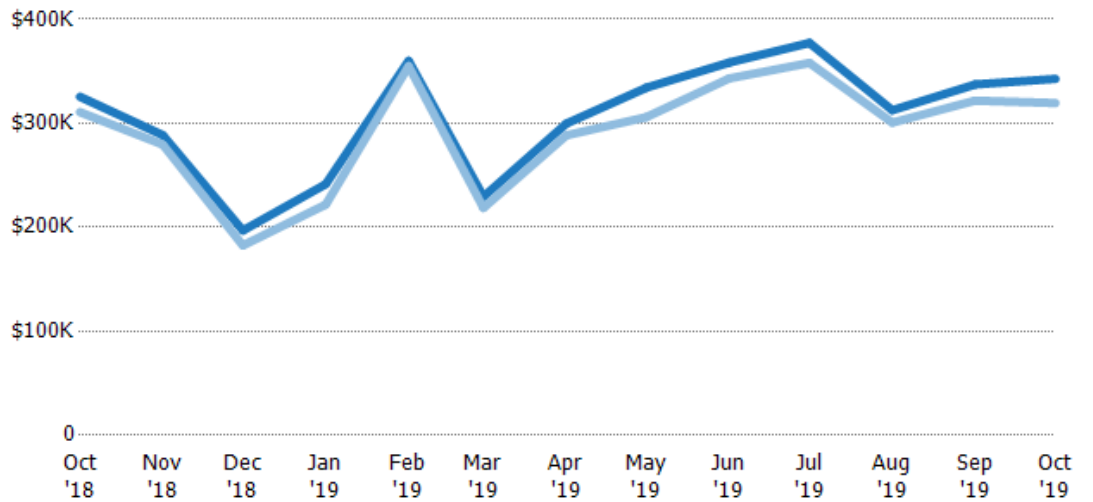
Current Year	\$300K	\$215K	\$203K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K	\$169K	\$259K
Prior Year	\$158K	\$219K	\$336K	\$290K	\$80K	\$122K	\$634K	\$210K	\$85K	\$307K	\$309K	\$121K	\$300K
Percent Change from Prior Year	90%	-2%	-40%	-31%	344%	14%	-56%	5%	225%	-24%	-14%	39%	-14%

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



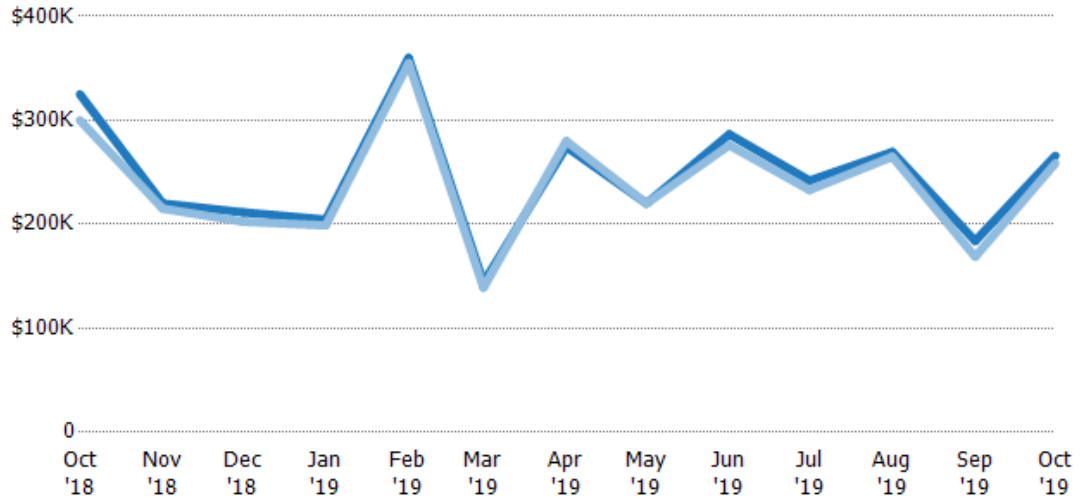
Avg List Price	\$326K	\$289K	\$197K	\$242K	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K	\$337K	\$343K
Avg Sales Price	\$311K	\$280K	\$183K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K	\$322K	\$319K
Avg Sales Price as a % of Avg List Price	95%	97%	93%	92%	99%	95%	96%	92%	96%	95%	96%	95%	93%

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



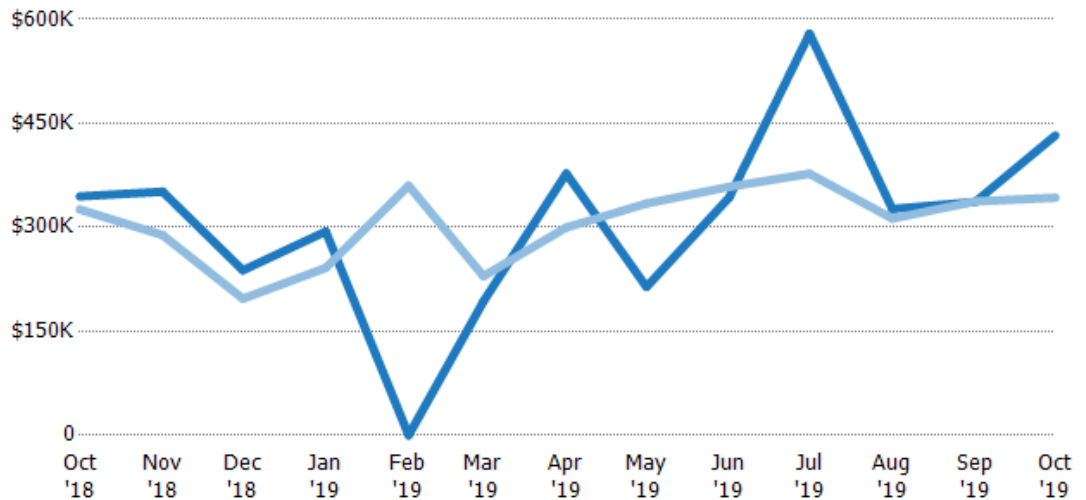
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$325K	\$220K	\$212K	\$205K	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K	\$184K	\$266K
Median Sales Price	\$300K	\$215K	\$203K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K	\$169K	\$259K
Med Sales Price as a % of Med List Price	92%	98%	96%	97%	99%	97%	102%	100%	96%	96%	98%	92%	97%

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



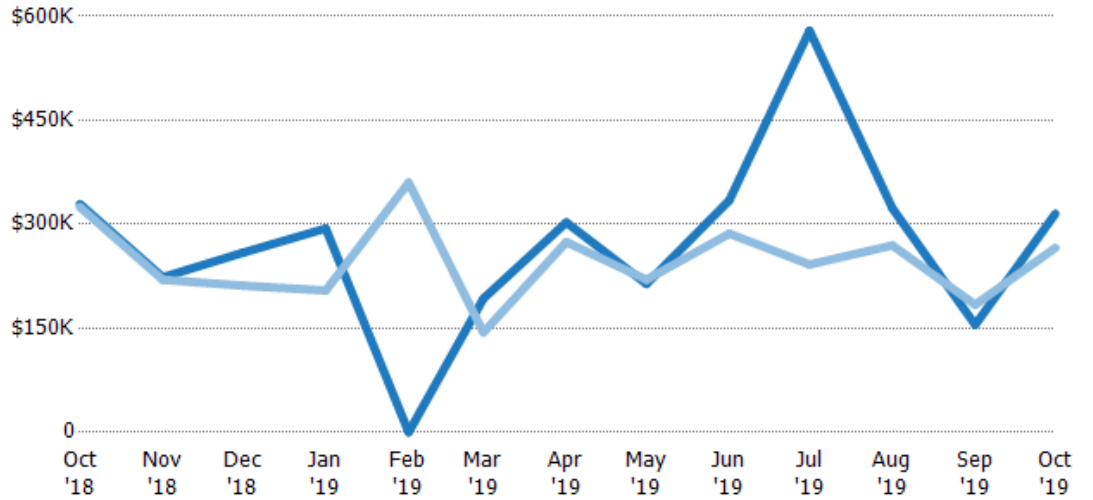
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$345K	\$351K	\$238K	\$294K	\$0	\$193K	\$377K	\$214K	\$343K	\$579K	\$326K	\$337K	\$432K
Avg Sales Price	\$326K	\$289K	\$197K	\$242K	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K	\$337K	\$343K
Avg Sales Price as a % of Avg Est Value	94%	82%	83%	82%	100%	119%	79%	156%	104%	65%	96%	100%	79%

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	\$329K	\$224K	\$259K	\$294K	\$0	\$193K	\$303K	\$214K	\$335K	\$579K	\$323K	\$155K	\$315K
Median Sales Price	\$325K	\$220K	\$212K	\$205K	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K	\$184K	\$266K
Med Sales Price as a % of Med Est Value	99%	98%	82%	70%	100%	75%	91%	103%	86%	42%	83%	119%	84%