

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	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	17	-35.3%	118	99	+19.2%
New Listing Volume	\$4,307,900	\$7,166,400	-39.9%	\$38,670,250	\$30,054,300	+28.7%
Active Listing Count	74	77	-3.9%	N/A	N/A	
Active Listing Volume	\$28,921,800	\$29,884,700	-3.2%	N/A	N/A	
Average Listing Price	\$390,835	\$388,113	+0.7%	\$393,013	\$370,341	+6.1%
Median Listing Price	\$344,900	\$295,000	+16.9%	\$335,577	\$269,643	+24.5%
Median Days in RPR	167.5	152	+10.2%	177.99	203.82	-12.7%
Months of Inventory	6.7	11	-38.8%	13	10	+30.5%
Absorption Rate	14.86%	9.09%	+5.8%	7.67%	10.01%	-2.3%
Sales Activity Charts Metrics						
New Pending Sales Count	16	13	+23.1%	101	83	+21.7%
New Pending Sales Volume	\$4,856,400	\$3,220,800	+50.8%	\$31,847,050	\$22,897,550	+39.1%
Pending Sales Count	25	28	-10.7%	N/A	N/A	
Pending Sales Volume	\$7,257,400	\$8,990,300	-19.3%	N/A	N/A	
Closed Sales Count	10	4	+150%	75	57	+31.6%
Closed Sales Volume	\$3,218,000	\$600,500	+435.9%	\$22,120,517	\$14,492,125	+52.6%
Average Sales Price	\$321,800	\$150,125	+114.4%	\$294,940	\$254,248	+16%
Median Sales Price	\$168,750	\$121,250	+39.2%	\$228,260	\$229,807	-0.7%

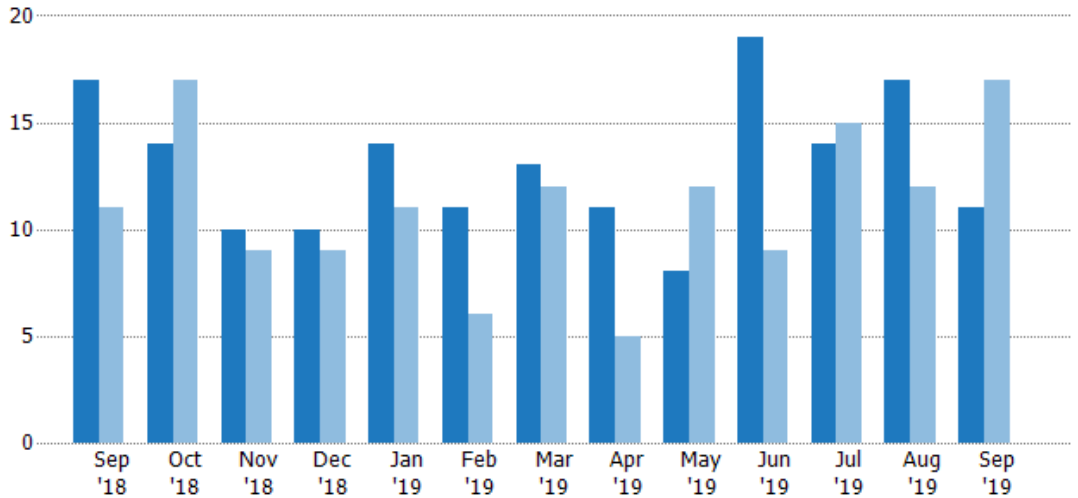
New Listings

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.
Sep '19	11	-35.3%
Sep '18	17	54.5%
Sep '17	11	-36.4%



Current Year	17	14	10	10	14	11	13	11	8	19	14	17	11
Prior Year	11	17	9	9	11	6	12	5	12	9	15	12	17
Percent Change from Prior Year	55%	-18%	11%	11%	27%	83%	8%	120%	-33%	111%	-7%	42%	-35%

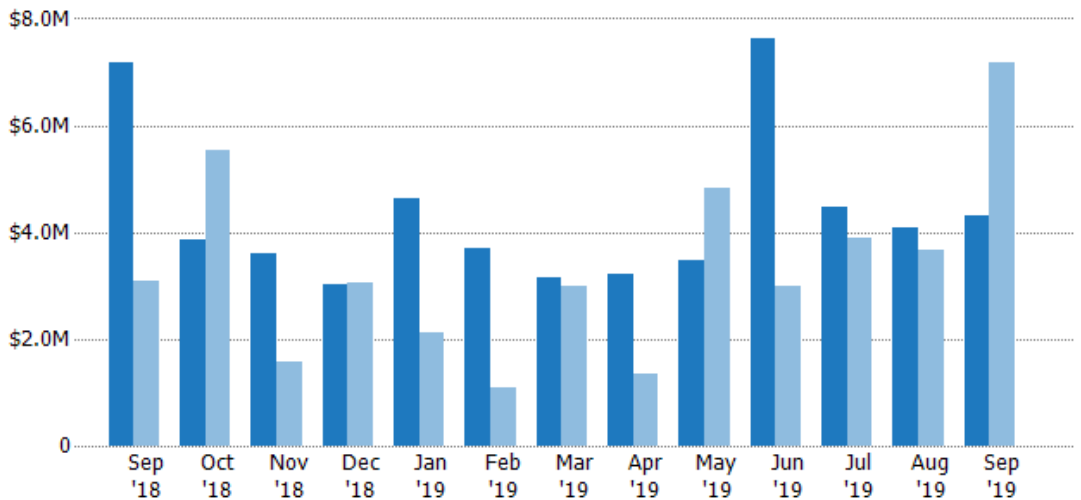
New Listing Volume

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.
Sep '19	\$4.31M	-39.9%
Sep '18	\$7.17M	132.6%
Sep '17	\$3.08M	-63.4%



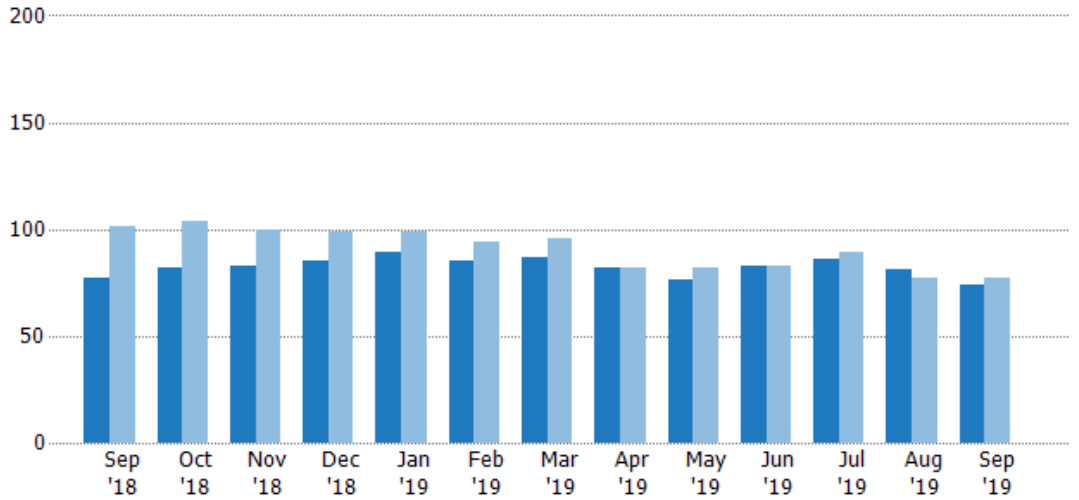
Current Year	\$7.17M	\$3.87M	\$3.61M	\$3.03M	\$4.63M	\$3.71M	\$3.14M	\$3.23M	\$3.48M	\$7.63M	\$4.46M	\$4.08M	\$4.31M
Prior Year	\$3.08M	\$5.54M	\$1.56M	\$3.07M	\$2.11M	\$1.08M	\$2.99M	\$1.35M	\$4.83M	\$2.97M	\$3.89M	\$3.66M	\$7.17M
Percent Change from Prior Year	133%	-30%	131%	-1%	120%	242%	5%	138%	-28%	157%	15%	11%	-40%

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



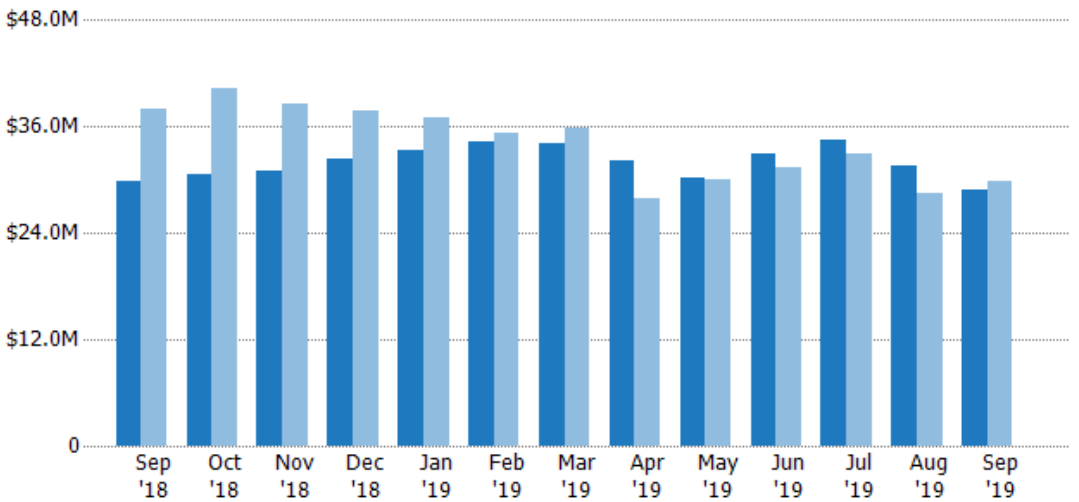
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Sep '18	77	101	-24%
Oct '18	82	104	-21%
Nov '18	83	100	-17%
Dec '18	85	99	-14%
Jan '19	89	99	-10%
Feb '19	85	94	-10%
Mar '19	87	96	-9%
Apr '19	82	82	0%
May '19	76	82	-7%
Jun '19	83	83	0%
Jul '19	86	89	-3%
Aug '19	81	77	5%
Sep '19	74	77	-4%

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
Sep '18	\$29.9M	\$38.1M	-21%
Oct '18	\$30.7M	\$40.2M	-24%
Nov '18	\$31M	\$38.5M	-19%
Dec '18	\$32.3M	\$37.7M	-14%
Jan '19	\$33.3M	\$37M	-10%
Feb '19	\$34.2M	\$35.3M	-3%
Mar '19	\$34.1M	\$35.9M	-5%
Apr '19	\$32.2M	\$27.8M	16%
May '19	\$30.2M	\$30.1M	0%
Jun '19	\$32.9M	\$31.3M	5%
Jul '19	\$34.5M	\$32.9M	5%
Aug '19	\$31.6M	\$28.4M	11%
Sep '19	\$28.9M	\$29.9M	-3%

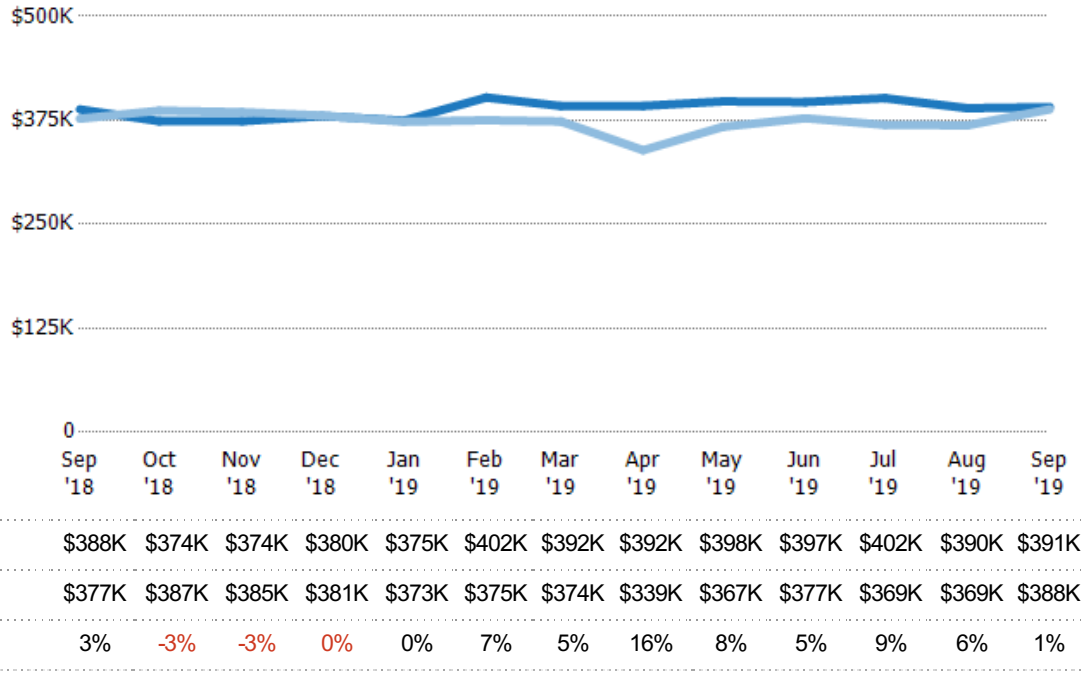
Average Listing Price

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.
Sep '19	\$391K	0.7%
Sep '18	\$388K	3%
Sep '17	\$377K	-19.1%



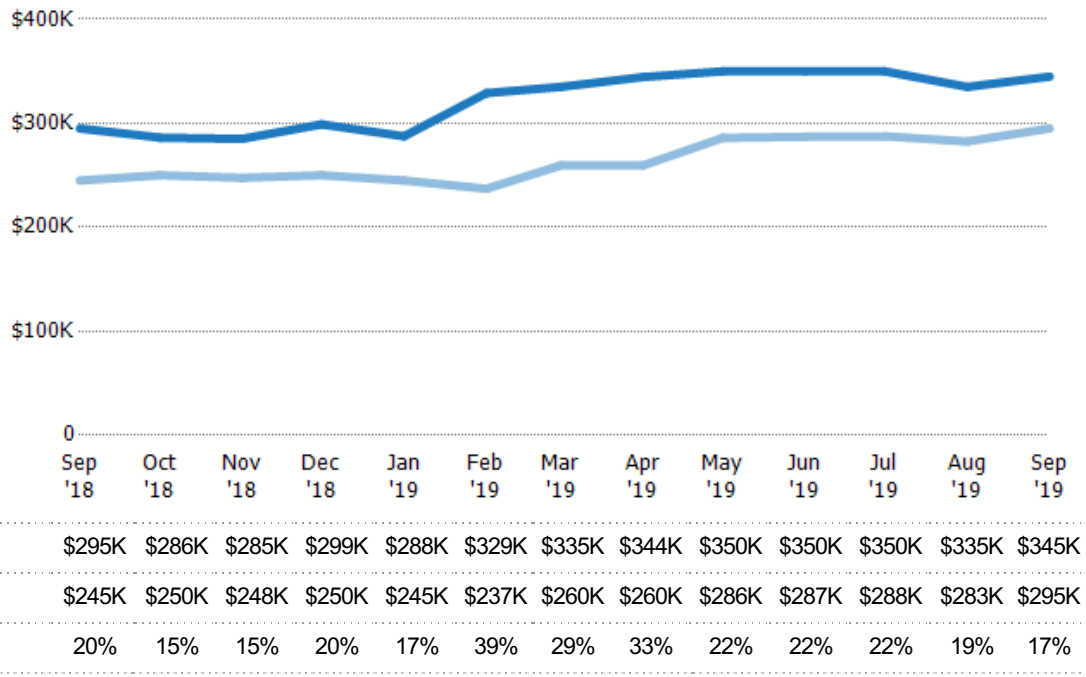
Median Listing Price

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.
Sep '19	\$345K	16.9%
Sep '18	\$295K	20.4%
Sep '17	\$245K	-6.5%

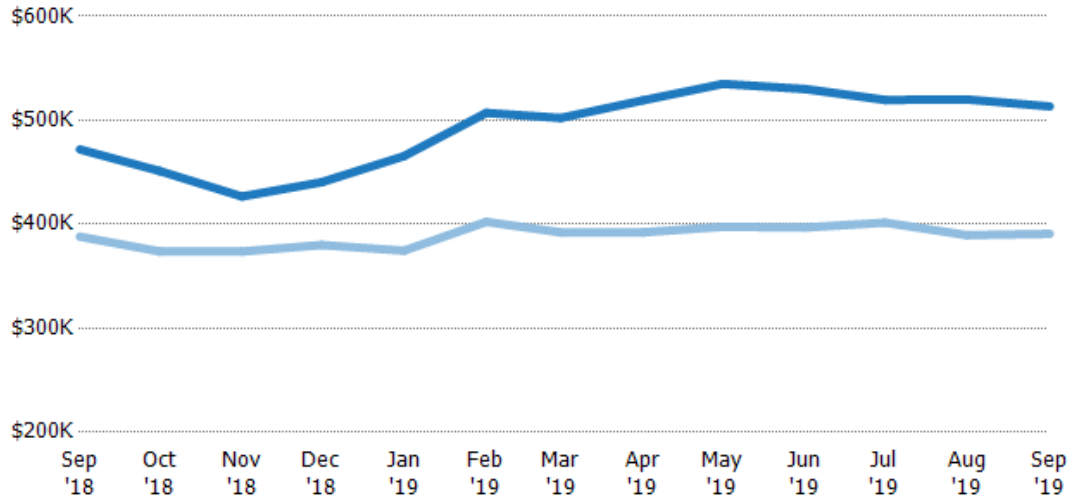


Average Listing Price vs Average Est Value

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



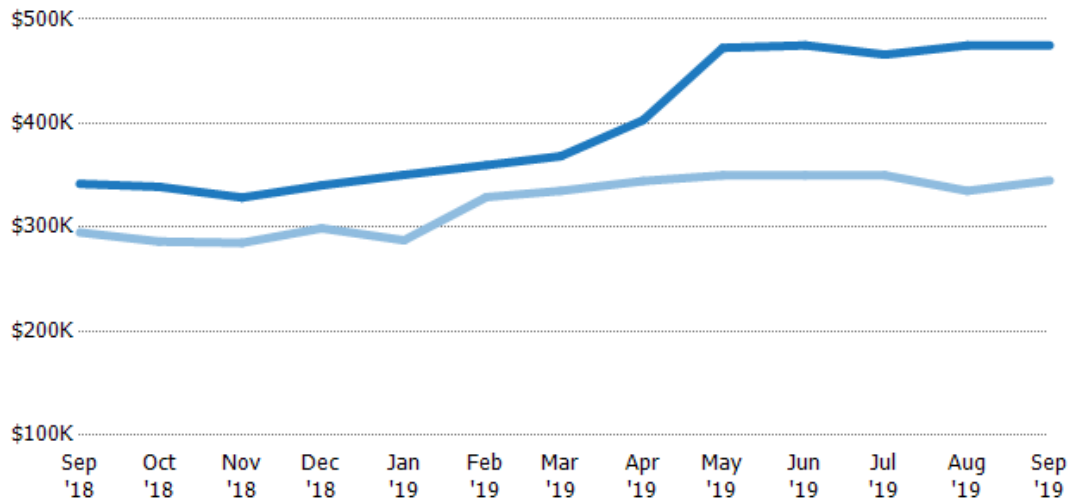
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$472K	\$451K	\$427K	\$440K	\$466K	\$507K	\$502K	\$519K	\$535K	\$530K	\$520K	\$520K	\$513K
Avg Listing Price	\$388K	\$374K	\$374K	\$380K	\$375K	\$402K	\$392K	\$392K	\$398K	\$397K	\$402K	\$390K	\$391K
Avg Listing Price as a % of Avg Est Value	82%	83%	88%	86%	80%	79%	78%	76%	74%	75%	77%	75%	76%

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median Est Value	\$342K	\$339K	\$329K	\$340K	\$350K	\$360K	\$368K	\$403K	\$473K	\$475K	\$466K	\$475K	\$475K
Median Listing Price	\$295K	\$286K	\$285K	\$299K	\$288K	\$329K	\$335K	\$344K	\$350K	\$350K	\$350K	\$335K	\$345K
Med Listing Price as a % of Med Est Value	86%	84%	87%	88%	82%	91%	91%	85%	74%	74%	75%	71%	73%

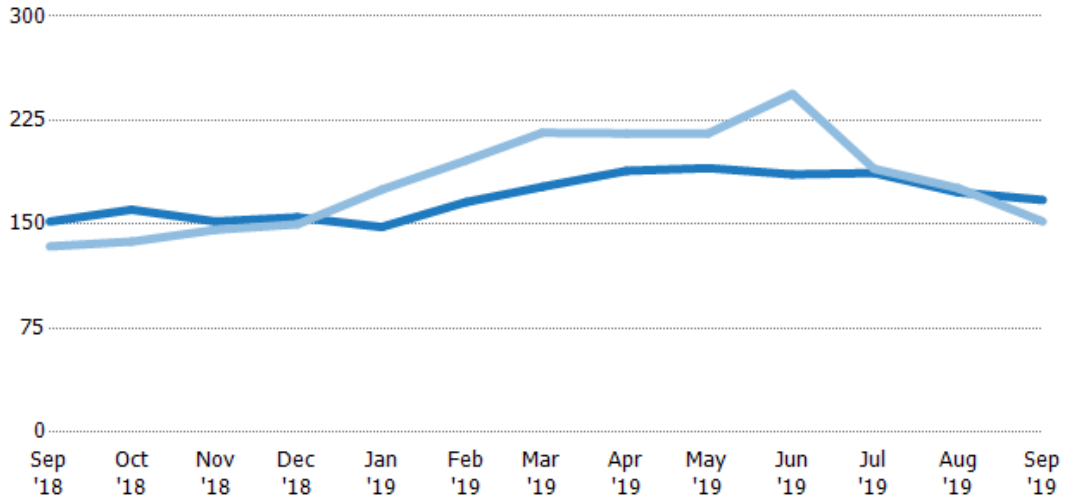
Median Days in RPR

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.
Sep '19	168	10.2%
Sep '18	152	13.4%
Sep '17	134	6%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	152	161	152	155	148	166	177	189	191	186	187	173	168
Prior Year	134	138	146	150	175	196	216	216	216	244	190	176	152
Percent Change from Prior Year	13%	17%	4%	3%	-15%	-15%	-18%	-13%	-12%	-24%	-2%	-2%	10%

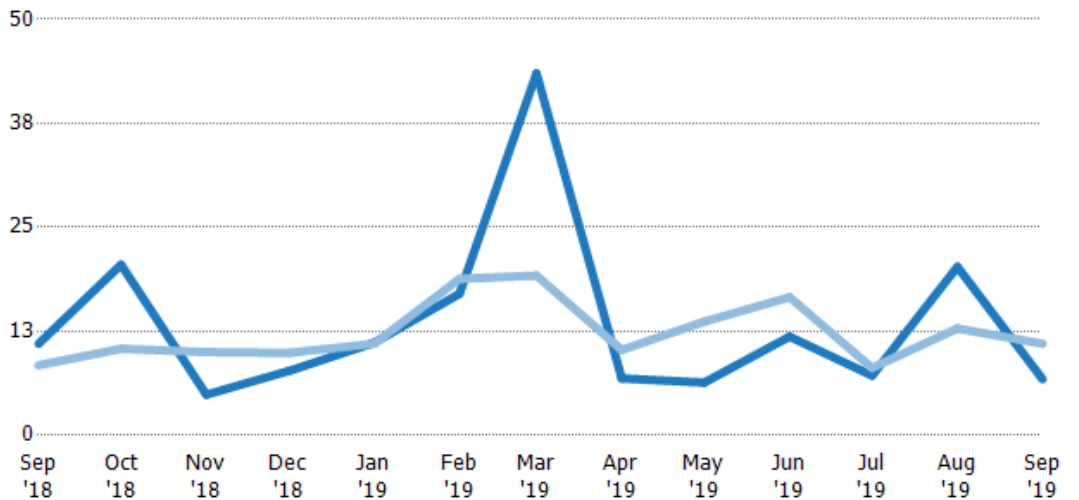
Months of Inventory

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.
Sep '19	6.73	-38.8%
Sep '18	11	30.7%
Sep '17	8.42	46.5%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	11	20.5	4.88	7.73	11.1	17	43.5	6.83	6.33	11.9	7.17	20.3	6.73
Prior Year	8.42	10.4	10	9.9	11	18.8	19.2	10.3	13.7	16.6	8.09	12.8	11
Percent Change from Prior Year	31%	97%	-51%	-22%	1%	-10%	127%	-33%	-54%	-29%	-11%	58%	-39%

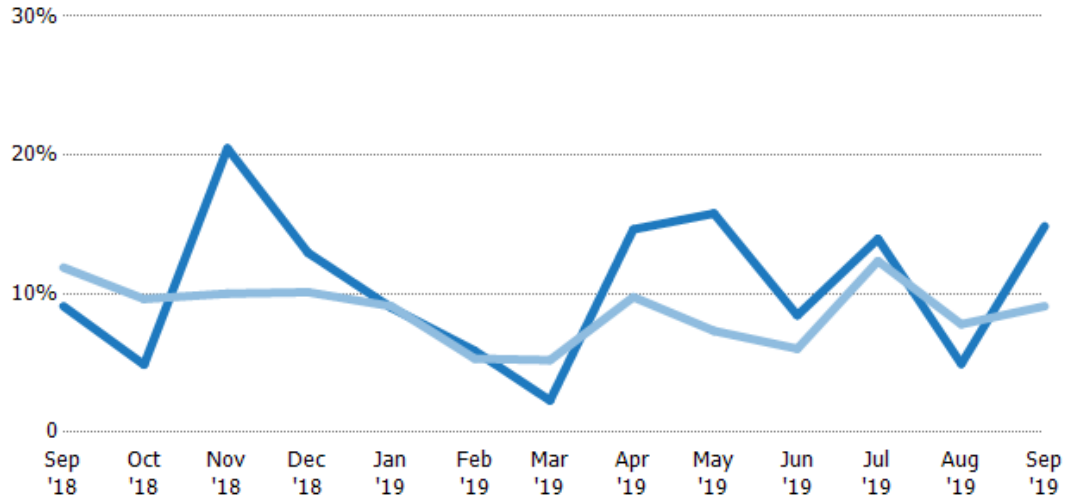
Absorption Rate

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.
Sep '19	15%	-5.8%
Sep '18	9%	2.8%
Sep '17	12%	-31.8%



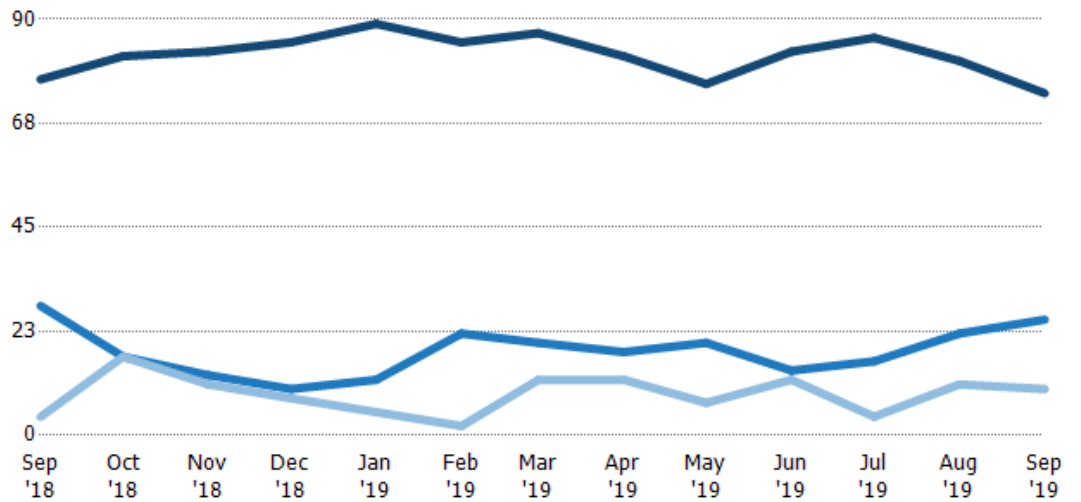
Current Year	9%	5%	20%	13%	9%	6%	2%	15%	16%	8%	14%	5%	15%
Prior Year	12%	10%	10%	10%	9%	5%	5%	10%	7%	6%	12%	8%	9%
Change from Prior Year	3%	5%	-10%	-3%	0%	-1%	3%	-5%	-8%	-2%	-2%	3%	-6%

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	77	82	83	85	89	85	87	82	76	83	86	81	74
Pending	28	17	13	10	12	22	20	18	20	14	16	22	25
Sold	4	17	11	8	5	2	12	12	7	12	4	11	10

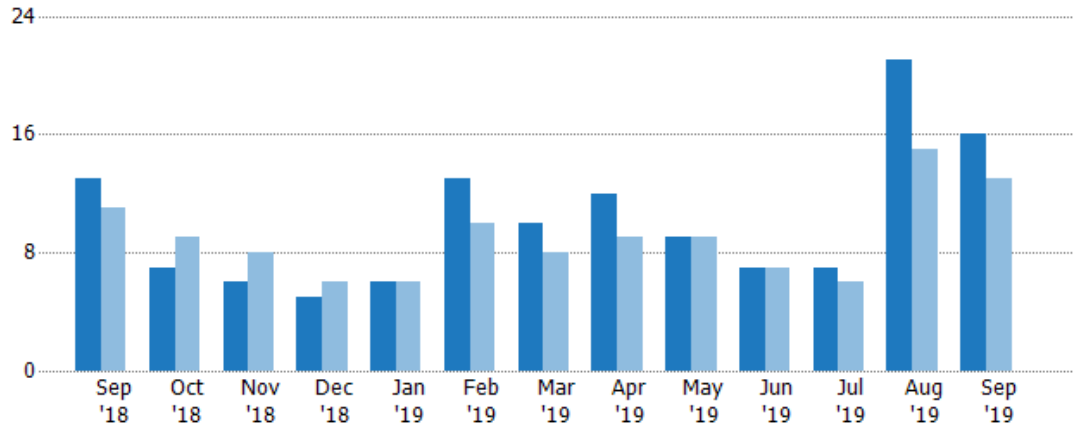
New Pending Sales

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.
Sep '19	16	23.1%
Sep '18	13	18.2%
Sep '17	11	-27.3%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	13	7	6	5	6	13	10	12	9	7	7	21	16
Prior Year	11	9	8	6	6	10	8	9	9	7	6	15	13
Percent Change from Prior Year	18%	-22%	-25%	-17%	0%	30%	25%	33%	0%	0%	17%	40%	23%

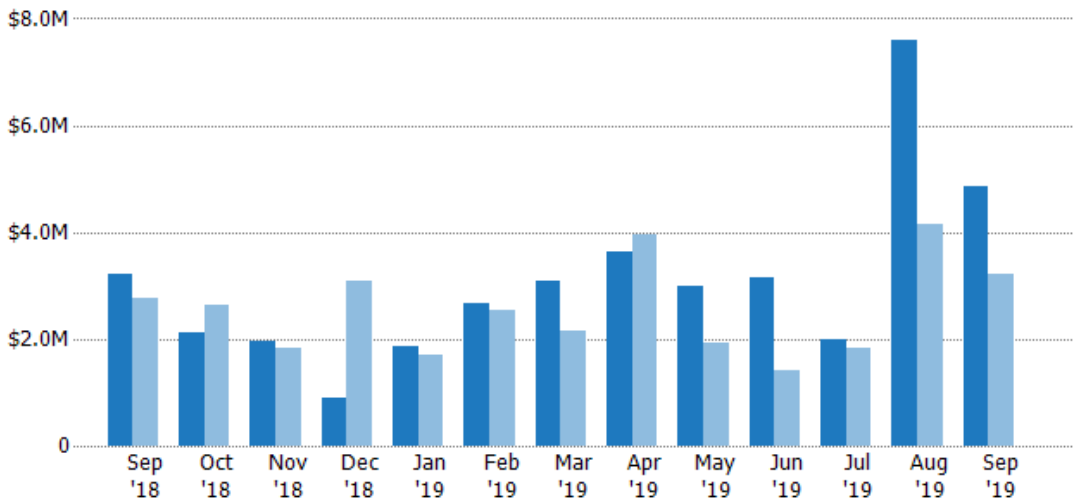
New Pending Sales Volume

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.
Sep '19	\$4.86M	50.8%
Sep '18	\$3.22M	16.1%
Sep '17	\$2.77M	-48.5%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$3.22M	\$2.12M	\$1.95M	\$910K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$1.98M	\$7.59M	\$4.86M
Prior Year	\$2.77M	\$2.64M	\$1.85M	\$3.09M	\$1.7M	\$2.55M	\$2.15M	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M
Percent Change from Prior Year	16%	-20%	6%	-71%	9%	5%	44%	-7%	55%	121%	9%	82%	51%

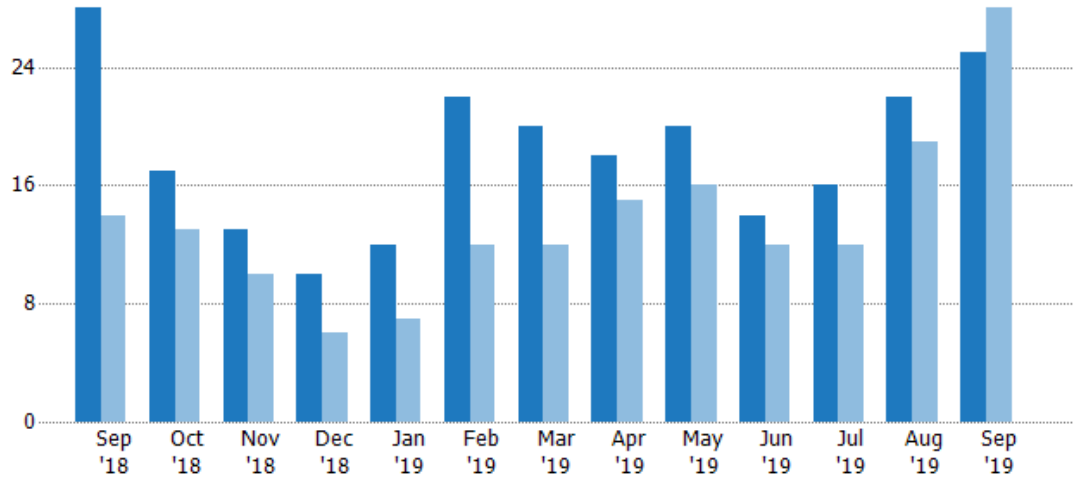
Pending Sales

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.
Sep '19	25	-10.7%
Sep '18	28	100%
Sep '17	14	-7.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	28	17	13	10	12	22	20	18	20	14	16	22	25
Prior Year	14	13	10	6	7	12	12	15	16	12	12	19	28
Percent Change from Prior Year	100%	31%	30%	67%	71%	83%	67%	20%	25%	17%	33%	16%	-11%

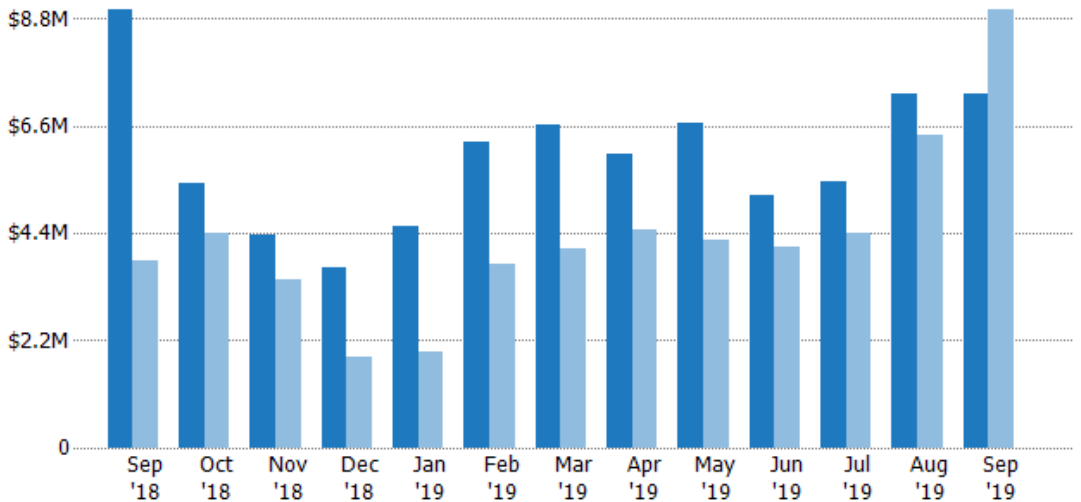
Pending Sales Volume

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.
Sep '19	\$7.26M	-19.3%
Sep '18	\$8.99M	133.2%
Sep '17	\$3.86M	-36.4%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$8.99M	\$5.42M	\$4.35M	\$3.69M	\$4.53M	\$6.29M	\$6.64M	\$6.02M	\$6.66M	\$5.17M	\$5.46M	\$7.26M	\$7.26M
Prior Year	\$3.86M	\$4.4M	\$3.46M	\$1.87M	\$1.99M	\$3.78M	\$4.09M	\$4.46M	\$4.26M	\$4.13M	\$4.41M	\$6.41M	\$8.99M
Percent Change from Prior Year	133%	23%	26%	97%	128%	66%	62%	35%	56%	25%	24%	13%	-19%

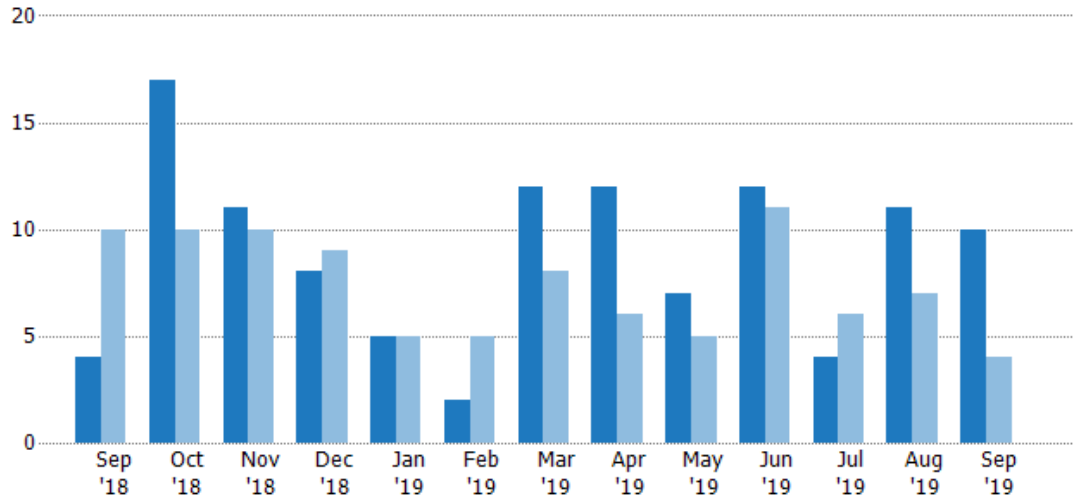
Closed Sales

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.
Sep '19	10	150%
Sep '18	4	-60%
Sep '17	10	-80%



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

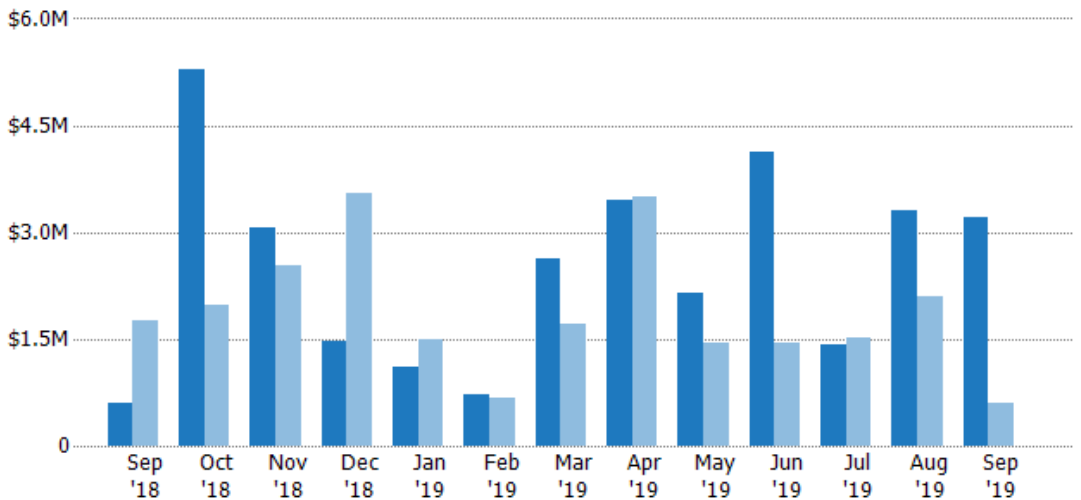
Closed Sales Volume

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.
Sep '19	\$3.22M	435.9%
Sep '18	\$601K	-65.8%
Sep '17	\$1.75M	-79.3%



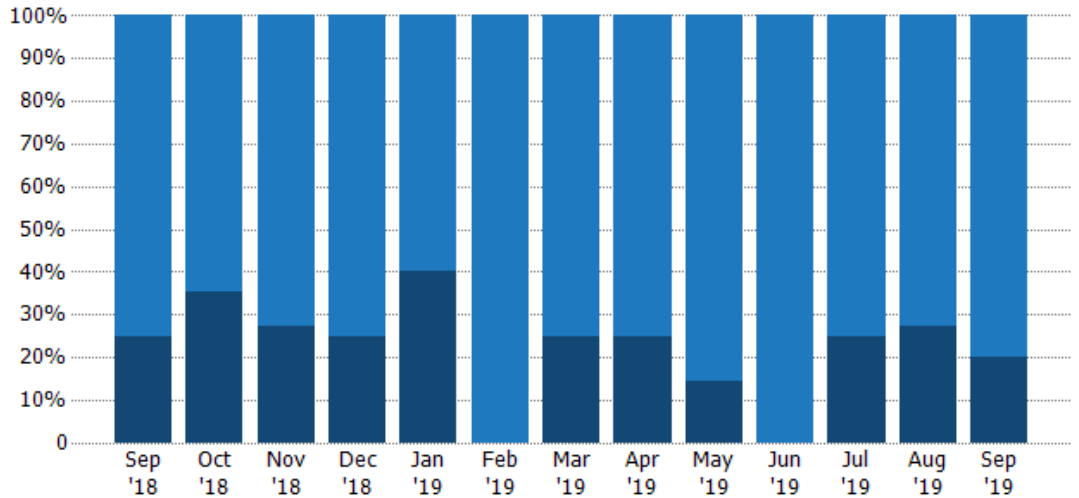
Current Year	\$601K	\$5.28M	\$3.08M	\$1.46M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.31M	\$3.22M
Prior Year	\$1.75M	\$1.97M	\$2.54M	\$3.55M	\$1.49M	\$669K	\$1.71M	\$3.51M	\$1.44M	\$1.46M	\$1.52M	\$2.1M	\$601K
Percent Change from Prior Year	-66%	168%	21%	-59%	-26%	6%	53%	-1%	49%	183%	-6%	57%	436%

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

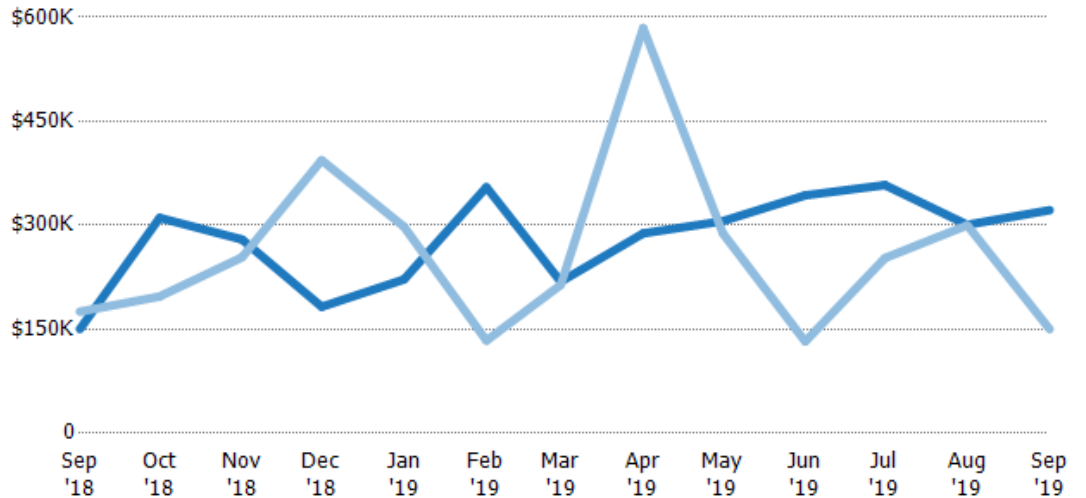
Average Sales Price

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.
Sep '19	\$322K	114.4%
Sep '18	\$150K	-14.4%
Sep '17	\$175K	3.4%



Current Year	\$150K	\$311K	\$280K	\$183K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K	\$322K
Prior Year	\$175K	\$197K	\$254K	\$394K	\$298K	\$134K	\$214K	\$585K	\$288K	\$132K	\$253K	\$300K	\$150K
Percent Change from Prior Year	-14%	57%	10%	-54%	-26%	166%	2%	-51%	6%	159%	42%	0%	114%

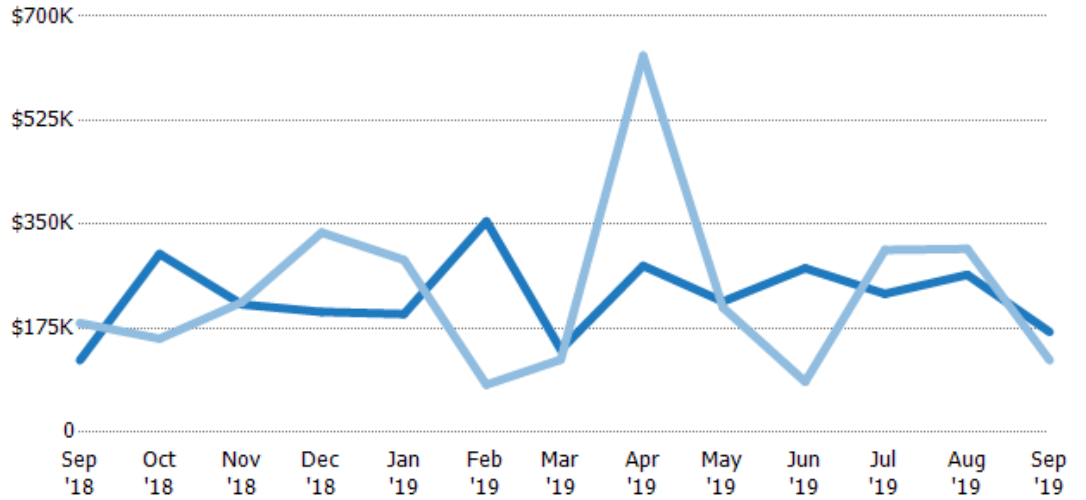
Median Sales Price

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.
Sep '19	\$169K	39.2%
Sep '18	\$121K	-34%
Sep '17	\$184K	-1.2%



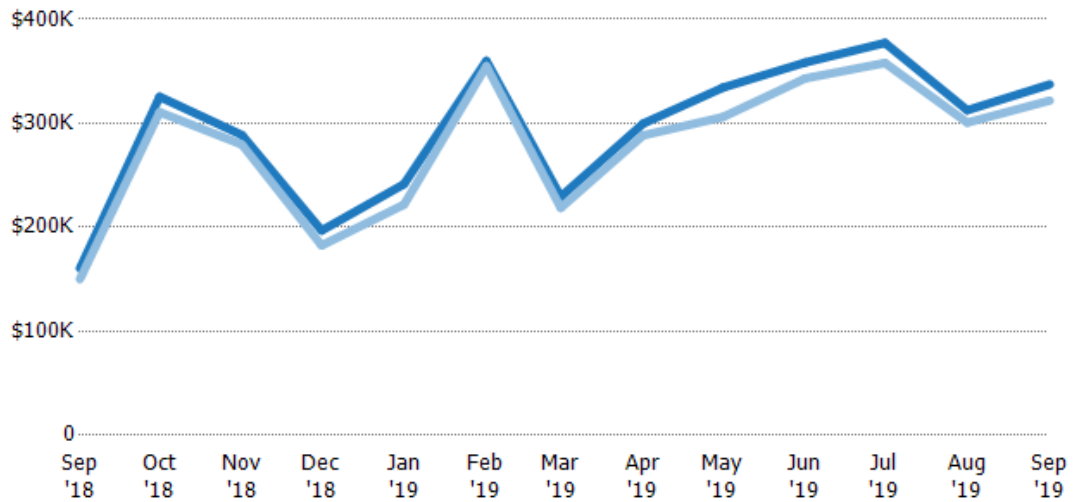
Current Year	\$121K	\$300K	\$215K	\$203K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K	\$169K
Prior Year	\$184K	\$158K	\$219K	\$336K	\$290K	\$80K	\$122K	\$634K	\$210K	\$85K	\$307K	\$309K	\$121K
Percent Change from Prior Year	-34%	90%	-2%	-40%	-31%	344%	14%	-56%	5%	225%	-24%	-14%	39%

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



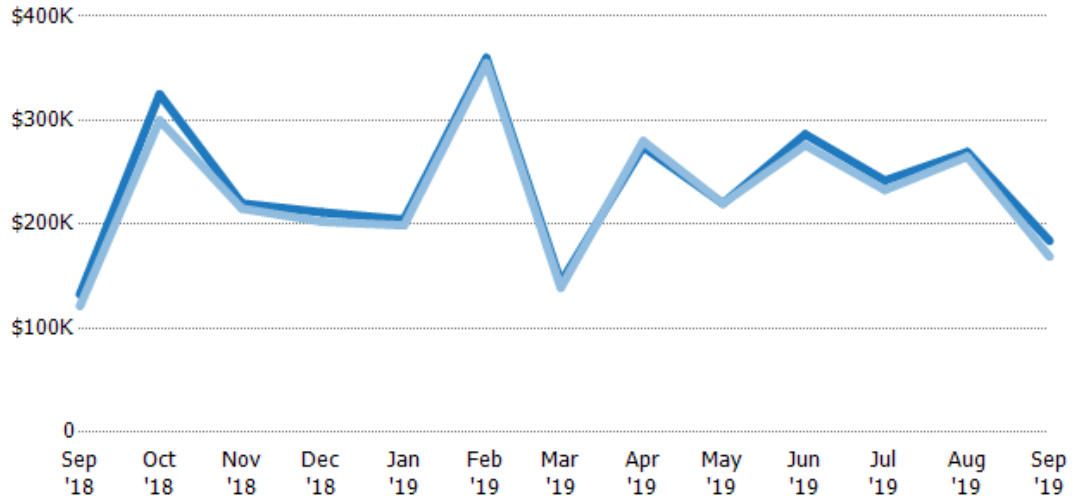
Avg List Price	\$161K	\$326K	\$289K	\$197K	\$242K	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K	\$337K
Avg Sales Price	\$150K	\$311K	\$280K	\$183K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K	\$322K
Avg Sales Price as a % of Avg List Price	94%	95%	97%	93%	92%	99%	95%	96%	92%	96%	95%	96%	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



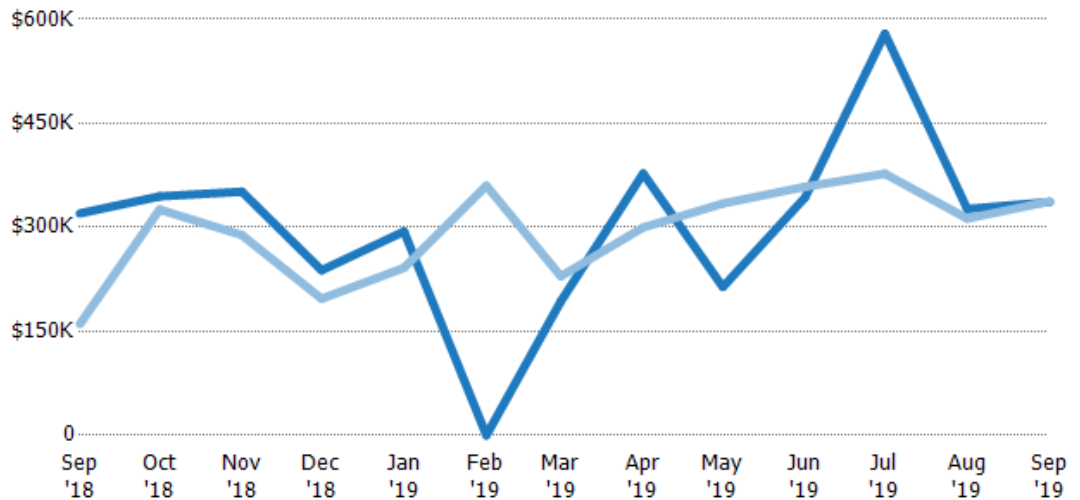
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	\$133K	\$325K	\$220K	\$212K	\$205K	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K	\$184K
Median Sales Price	\$121K	\$300K	\$215K	\$203K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K	\$169K
Med Sales Price as a % of Med List Price	92%	92%	98%	96%	97%	99%	97%	102%	100%	96%	96%	98%	92%

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



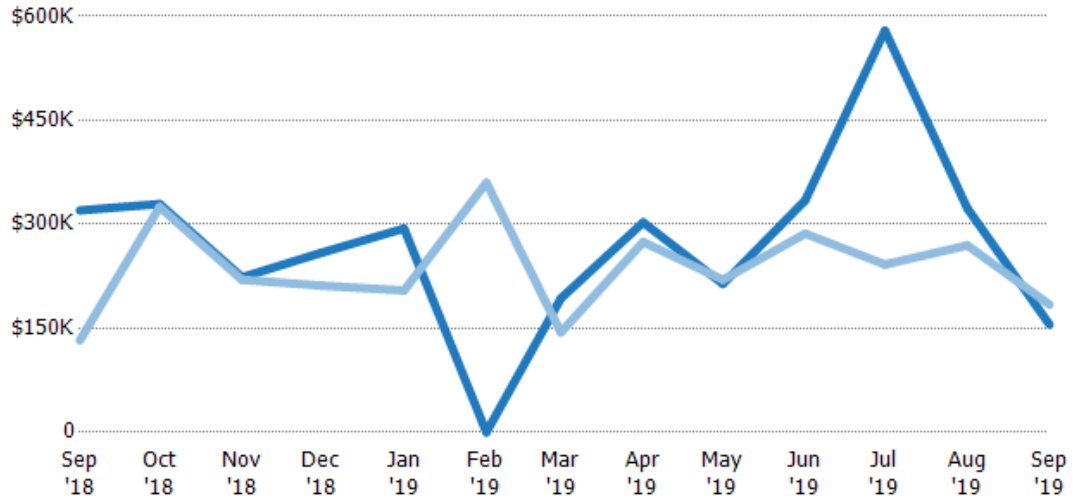
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$320K	\$345K	\$351K	\$238K	\$294K	\$0	\$193K	\$377K	\$214K	\$343K	\$579K	\$326K	\$337K
Avg Sales Price	\$161K	\$326K	\$289K	\$197K	\$242K	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K	\$337K
Avg Sales Price as a % of Avg Est Value	50%	94%	82%	83%	82%	100%	119%	79%	156%	104%	65%	96%	100%

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	\$320K	\$329K	\$224K	\$259K	\$294K	\$0	\$193K	\$303K	\$214K	\$335K	\$579K	\$323K	\$155K
Median Sales Price	\$133K	\$325K	\$220K	\$212K	\$205K	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K	\$184K
Med Sales Price as a % of Med Est Value	41%	99%	98%	82%	70%	100%	75%	91%	103%	86%	42%	83%	119%