

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

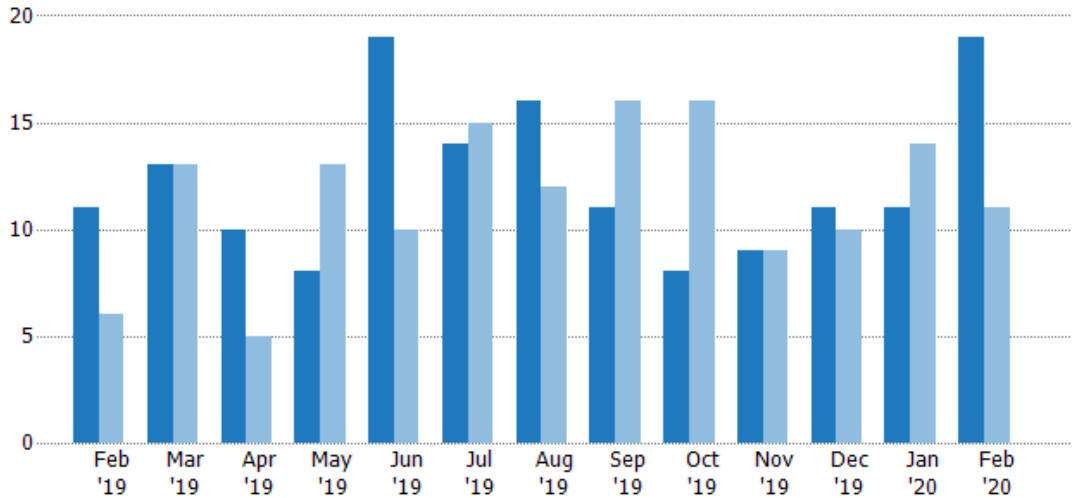
Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	11	+72.7%	30	25	+20%
New Listing Volume	\$6,468,000	\$3,710,500	+74.3%	\$10,672,500	\$8,276,300	+29%
Active Listing Count	71	86	-17.4%	N/A	N/A	
Active Listing Volume	\$29,223,700	\$36,114,900	-19.1%	N/A	N/A	
Average Listing Price	\$411,601	\$419,941	-2%	\$409,103	\$407,345	+0.4%
Median Listing Price	\$315,000	\$344,450	-8.5%	\$311,444	\$321,844	-3.2%
Median Days in RPR	122	165	-26.1%	148.22	150.71	-1.7%
Months of Inventory	8.9	17.2	-48.4%	19.3	17.5	+10.2%
Absorption Rate	11.27%	5.81%	+5.5%	5.19%	5.71%	-0.5%
Sales Activity Charts Metrics						
New Pending Sales Count	15	13	+15.4%	25	19	+31.6%
New Pending Sales Volume	\$5,249,500	\$2,681,000	+95.8%	\$7,788,000	\$4,530,900	+71.9%
Pending Sales Count	16	17	-5.9%	N/A	N/A	
Pending Sales Volume	\$4,002,000	\$4,716,900	-15.2%	N/A	N/A	
Closed Sales Count	1	2	-50%	9	7	+28.6%
Closed Sales Volume	\$65,000	\$710,000	-90.8%	\$2,212,000	\$1,819,250	+21.6%
Average Sales Price	\$65,000	\$355,000	-81.7%	\$245,778	\$259,893	-5.4%
Median Sales Price	\$65,000	\$355,000	-81.7%	\$222,778	\$243,571	-8.5%

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.
Feb '20	19	72.7%
Feb '19	11	83.3%
Feb '18	6	0%

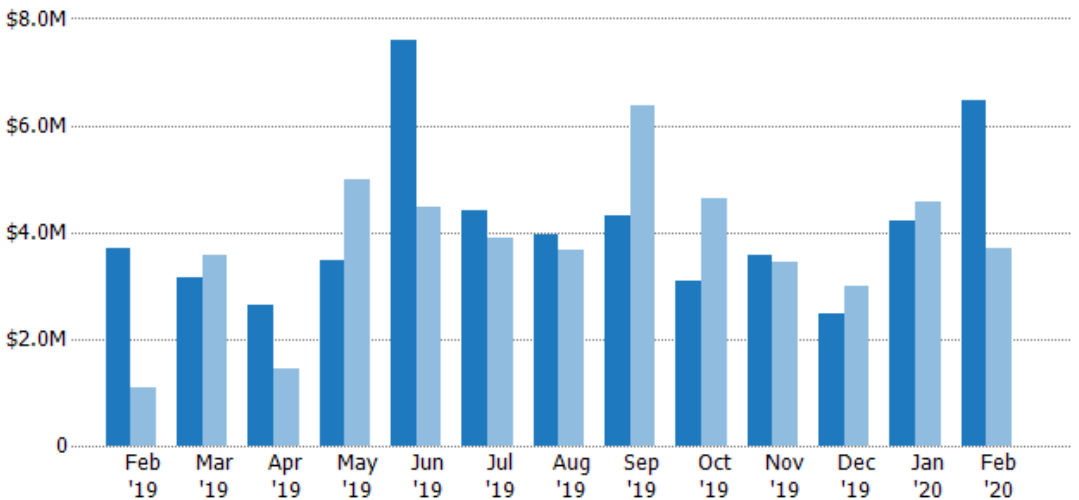
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	11	13	10	8	19	14	16	11	8	9	11	11	19
Prior Year	6	13	5	13	10	15	12	16	16	9	10	14	11
Percent Change from Prior Year	83%	0%	100%	-38%	90%	-7%	33%	-31%	-50%	0%	10%	-21%	73%

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.
Feb '20	\$6.47M	74.3%
Feb '19	\$3.71M	242%
Feb '18	\$1.08M	25.4%

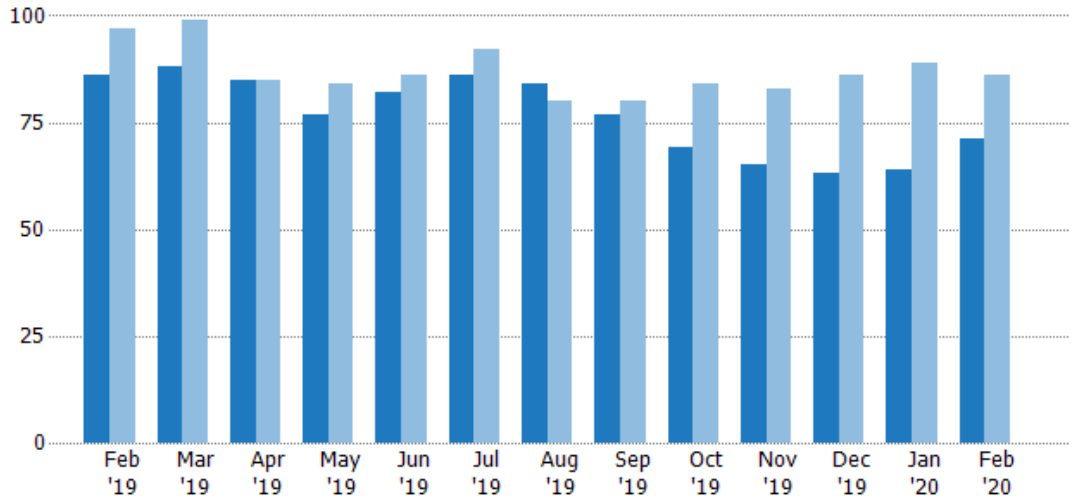
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$3.71M	\$3.15M	\$2.62M	\$3.48M	\$7.59M	\$4.42M	\$3.97M	\$4.3M	\$3.1M	\$3.57M	\$2.49M	\$4.2M	\$6.47M
Prior Year	\$1.08M	\$3.59M	\$1.43M	\$4.98M	\$4.47M	\$3.89M	\$3.66M	\$6.38M	\$4.63M	\$3.44M	\$2.98M	\$4.57M	\$3.71M
Percent Change from Prior Year	242%	-12%	83%	-30%	70%	14%	8%	-33%	-33%	4%	-16%	-8%	74%

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.
Feb '20	71	-17.4%
Feb '19	86	-11.3%
Feb '18	97	-26.8%

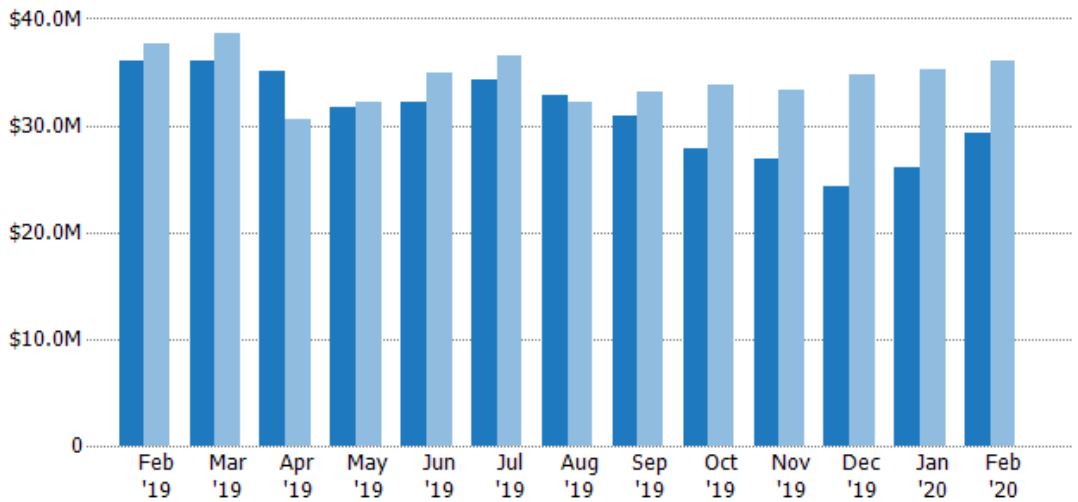
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	86	88	85	77	82	86	84	77	69	65	63	64	71
Prior Year	97	99	85	84	86	92	80	80	84	83	86	89	86
Percent Change from Prior Year	-11%	-11%	0%	-8%	-5%	-7%	5%	-4%	-18%	-22%	-27%	-28%	-17%

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.
Feb '20	\$29.2M	-19.1%
Feb '19	\$36.1M	-4%
Feb '18	\$37.6M	-53.9%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$36.1M	\$36M	\$35.1M	\$31.7M	\$32.2M	\$34.2M	\$32.8M	\$30.9M	\$27.8M	\$26.8M	\$24.3M	\$26M	\$29.2M
Prior Year	\$37.6M	\$38.6M	\$30.6M	\$32.2M	\$35M	\$36.6M	\$32.1M	\$33.1M	\$33.7M	\$33.4M	\$34.8M	\$35.2M	\$36.1M
Percent Change from Prior Year	-4%	-7%	15%	-2%	-8%	-6%	2%	-7%	-17%	-20%	-30%	-26%	-19%

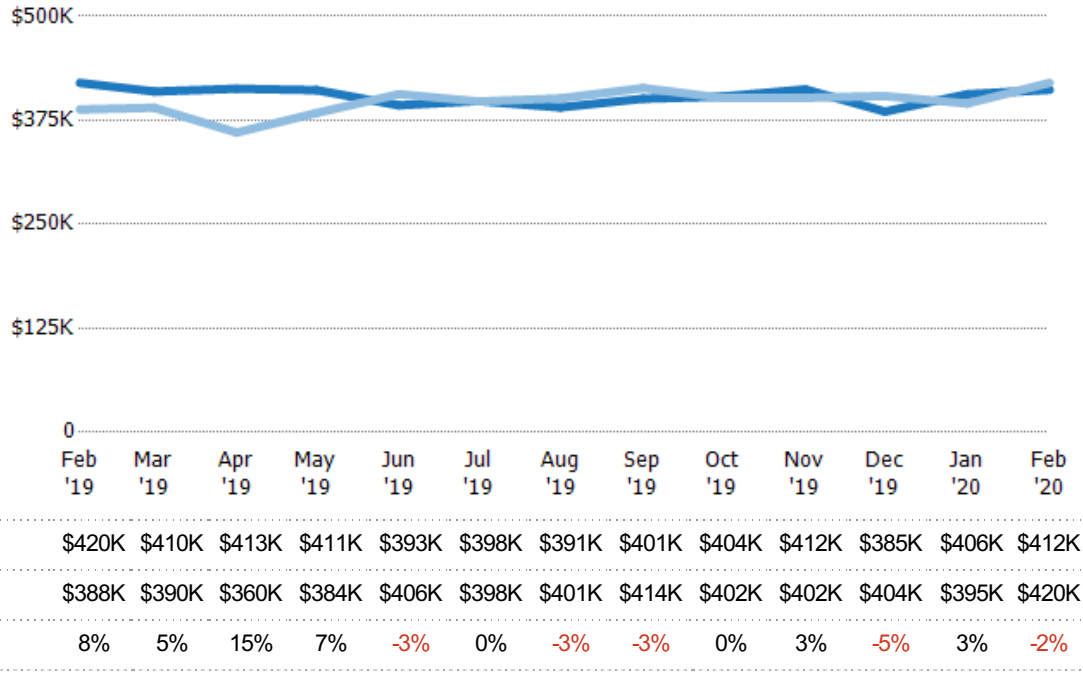
Average Listing Price

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.
Feb '20	\$412K	-2%
Feb '19	\$420K	8.2%
Feb '18	\$388K	-37.1%



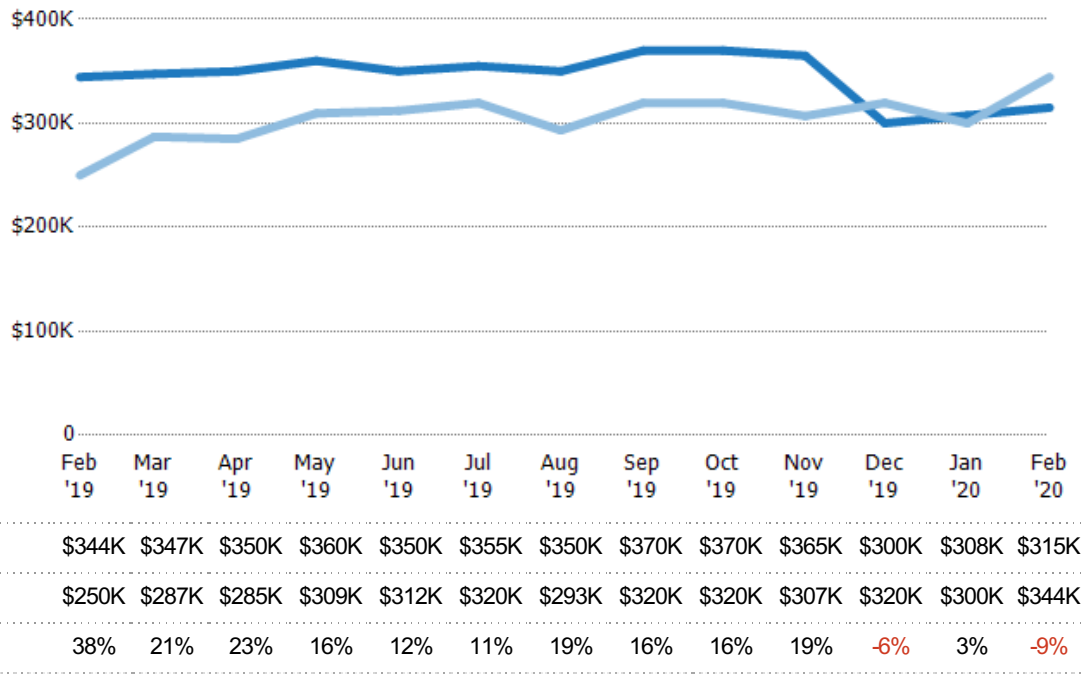
Median Listing Price

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.
Feb '20	\$315K	-8.5%
Feb '19	\$344K	37.8%
Feb '18	\$250K	-31.2%

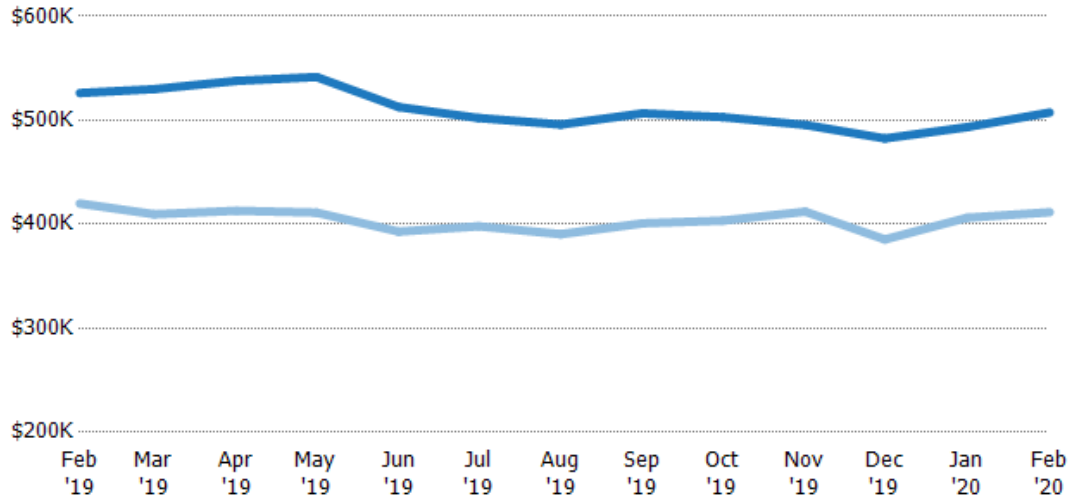


Average Listing Price vs Average Est Value

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



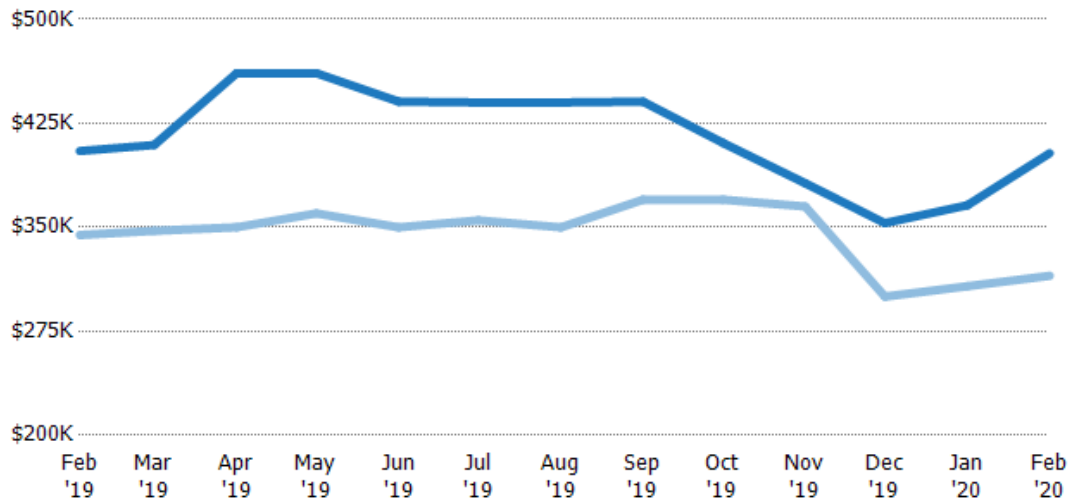
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$526K	\$530K	\$538K	\$542K	\$513K	\$502K	\$496K	\$507K	\$503K	\$496K	\$483K	\$493K	\$507K
Avg Listing Price	\$420K	\$410K	\$413K	\$411K	\$393K	\$398K	\$391K	\$401K	\$404K	\$412K	\$385K	\$406K	\$412K
Avg Listing Price as a % of Avg Est Value	80%	77%	77%	76%	77%	79%	79%	79%	80%	83%	80%	82%	81%

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$405K	\$409K	\$461K	\$461K	\$441K	\$440K	\$440K	\$441K	\$411K	\$382K	\$353K	\$366K	\$403K
Median Listing Price	\$344K	\$347K	\$350K	\$360K	\$350K	\$355K	\$350K	\$370K	\$370K	\$365K	\$300K	\$308K	\$315K
Med Listing Price as a % of Med Est Value	85%	85%	76%	78%	79%	81%	80%	84%	90%	96%	85%	84%	78%

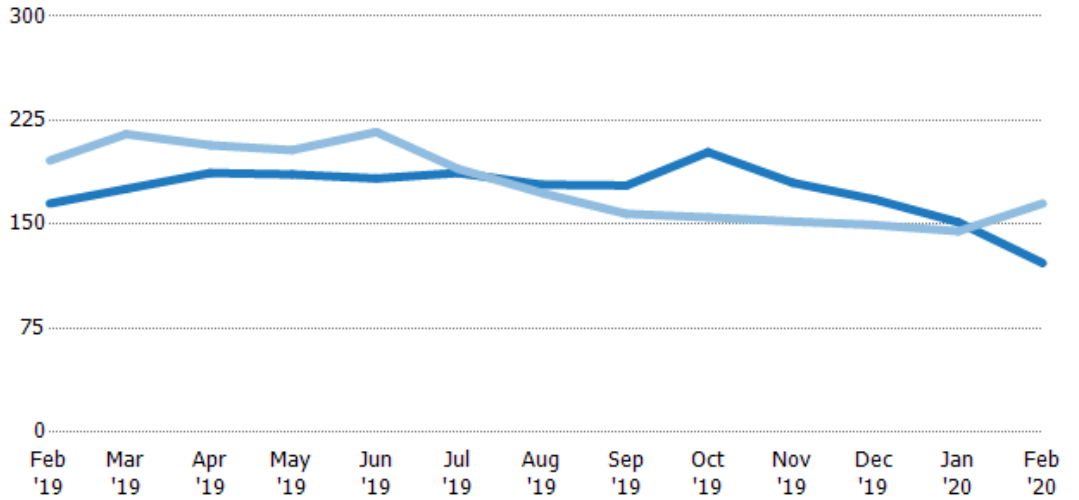
Median Days in RPR

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.
Feb '20	122	-26.1%
Feb '19	165	-15.8%
Feb '18	196	-34.7%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	165	176	187	186	183	187	179	178	202	180	168	152	122
Prior Year	196	215	207	204	217	190	173	158	155	152	150	145	165
Percent Change from Prior Year	-16%	-18%	-10%	-9%	-15%	-2%	3%	13%	30%	18%	12%	4%	-26%

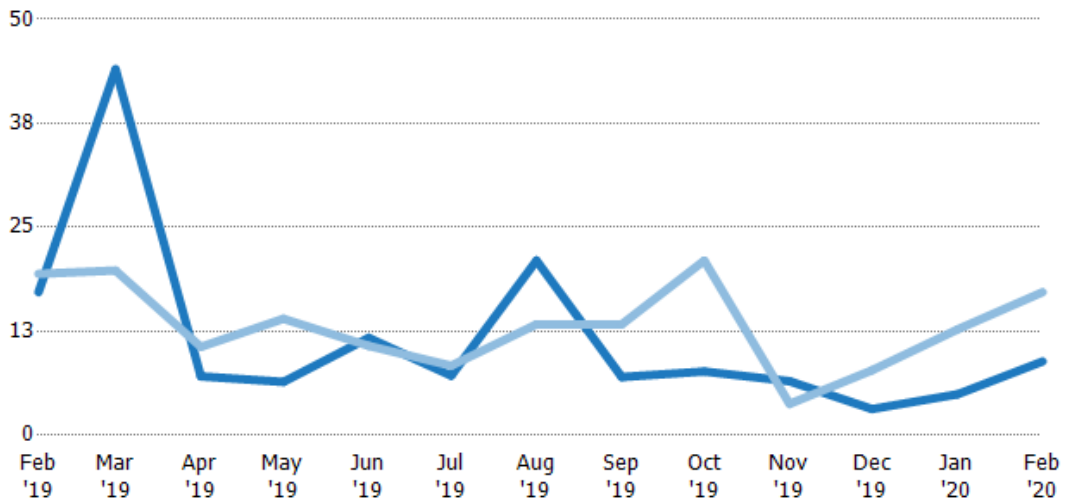
Months of Inventory

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.
Feb '20	8.88	-48.4%
Feb '19	17.2	-11.3%
Feb '18	19.4	22%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	17.2	44	7.08	6.42	11.7	7.17	21	7	7.67	6.5	3.15	4.92	8.88
Prior Year	19.4	19.8	10.6	14	10.8	8.36	13.3	13.3	21	3.77	7.82	12.7	17.2
Percent Change from Prior Year	-11%	122%	-33%	-54%	9%	-14%	58%	-47%	-63%	72%	-60%	-61%	-48%

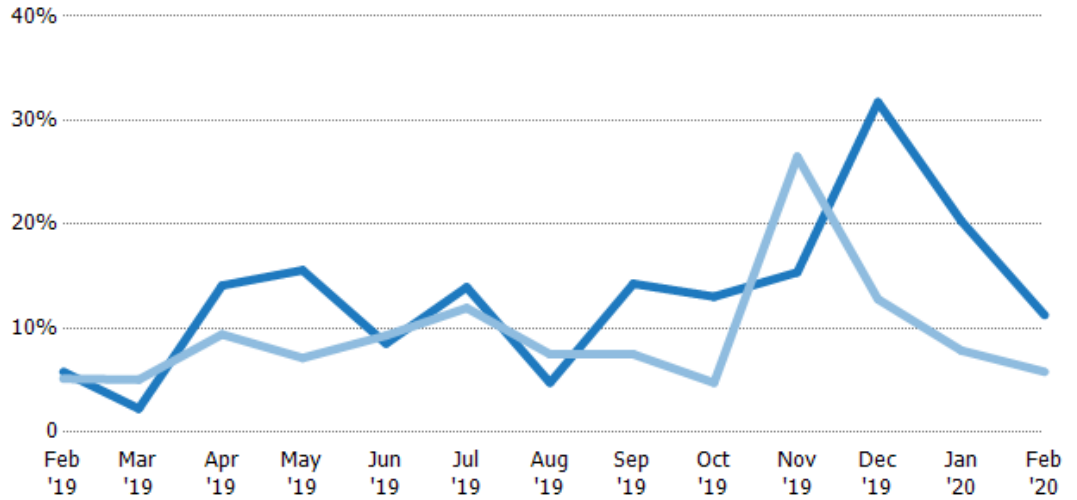
Absorption Rate

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.
Feb '20	11%	-5.5%
Feb '19	6%	-0.7%
Feb '18	5%	-18.1%



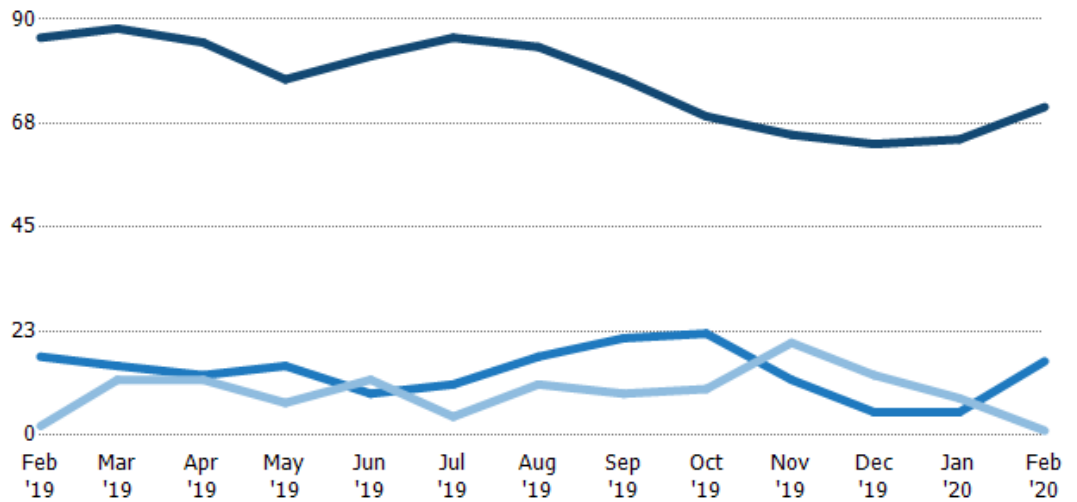
Current Year	6%	2%	14%	16%	9%	14%	5%	14%	13%	15%	32%	20%	11%
Prior Year	5%	5%	9%	7%	9%	12%	8%	8%	5%	27%	13%	8%	6%
Change from Prior Year	-1%	3%	-5%	-8%	1%	-2%	3%	-7%	-8%	11%	-19%	-12%	-5%

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	86	88	85	77	82	86	84	77	69	65	63	64	71
Pending	17	15	13	15	9	11	17	21	22	12	5	5	16
Sold	2	12	12	7	12	4	11	9	10	20	13	8	1

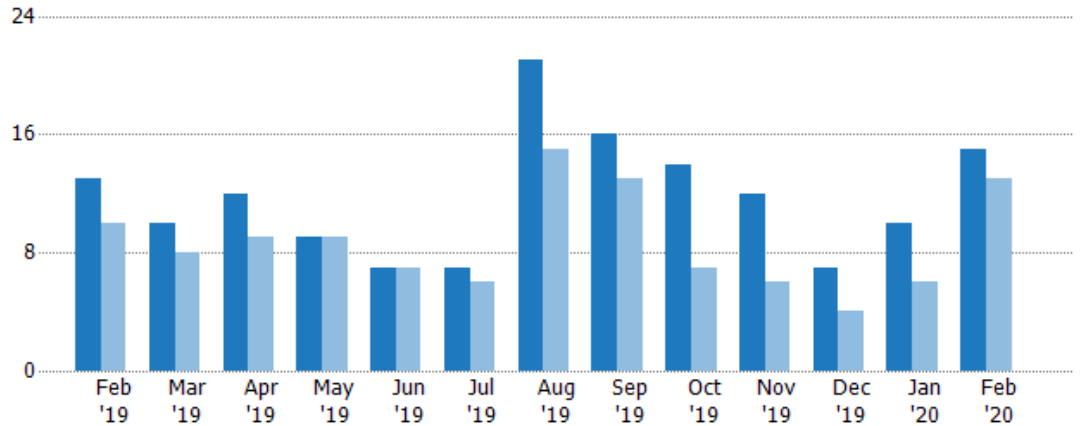
New Pending Sales

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.
Feb '20	15	15.4%
Feb '19	13	30%
Feb '18	10	40%



Current Year	13	10	12	9	7	7	21	16	14	12	7	10	15
Prior Year	10	8	9	9	7	6	15	13	7	6	4	6	13
Percent Change from Prior Year	30%	25%	33%	0%	0%	17%	40%	23%	100%	100%	75%	67%	15%

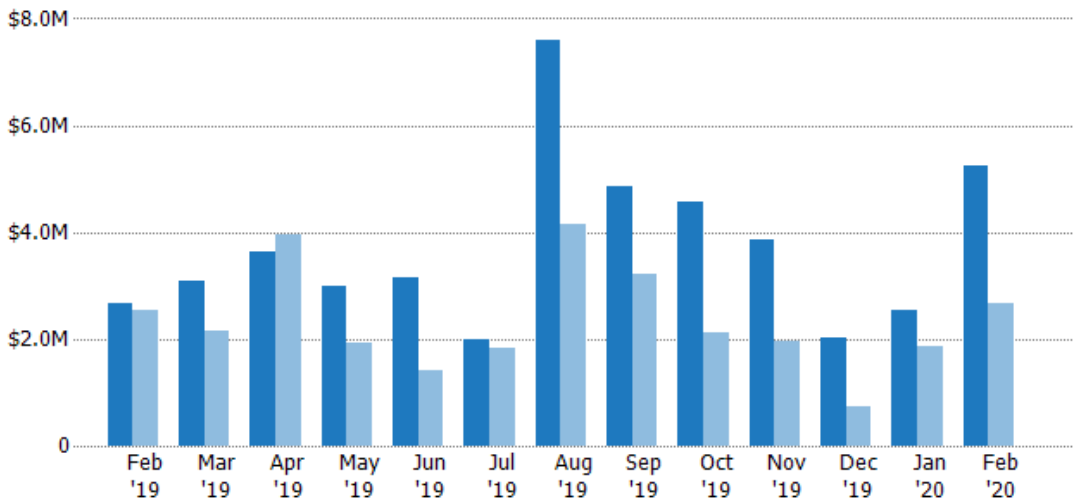
New Pending Sales Volume

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.
Feb '20	\$5.25M	95.8%
Feb '19	\$2.68M	5.1%
Feb '18	\$2.55M	30%



Current Year	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$1.98M	\$7.59M	\$4.86M	\$4.58M	\$3.85M	\$2.03M	\$2.54M	\$5.25M
Prior Year	\$2.55M	\$2.15M	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$746K	\$1.85M	\$2.68M
Percent Change from Prior Year	5%	44%	-7%	55%	121%	9%	82%	51%	116%	97%	172%	37%	96%

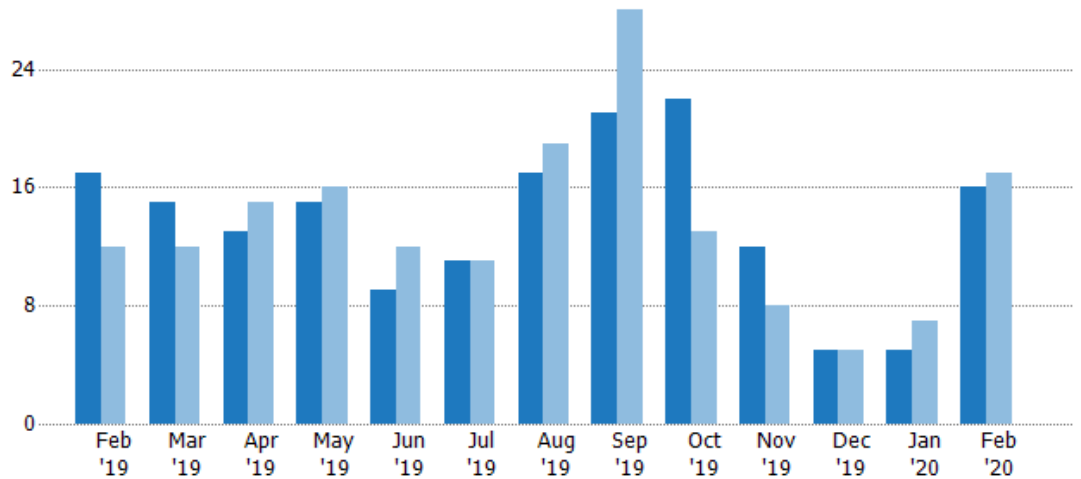
Pending Sales

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.
Feb '20	16	-5.9%
Feb '19	17	41.7%
Feb '18	12	16.7%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	17	15	13	15	9	11	17	21	22	12	5	5	16
Prior Year	12	12	15	16	12	11	19	28	13	8	5	7	17
Percent Change from Prior Year	42%	25%	-13%	-6%	-25%	0%	-11%	-25%	69%	50%	0%	-29%	-6%

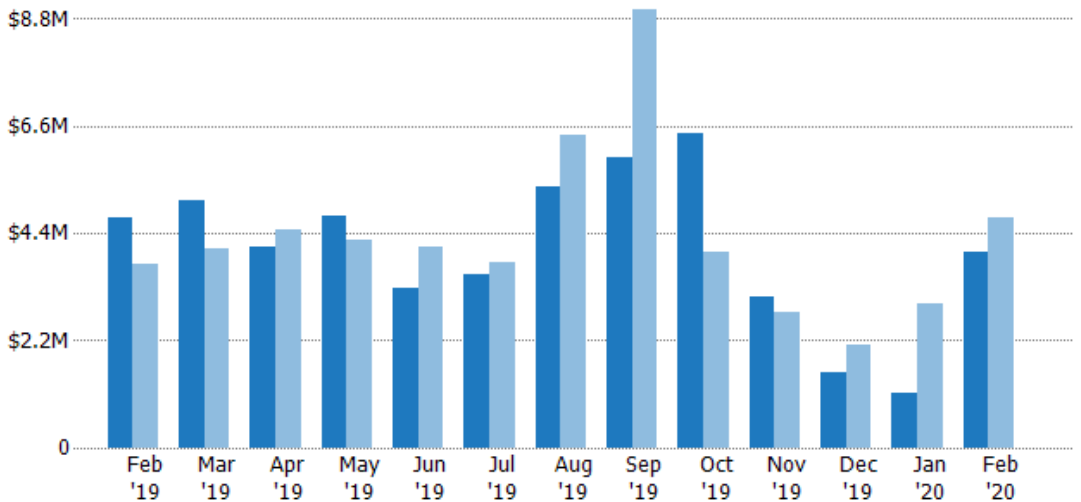
Pending Sales Volume

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.
Feb '20	\$4M	-15.2%
Feb '19	\$4.72M	24.7%
Feb '18	\$3.78M	-4.9%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$4.72M	\$5.07M	\$4.13M	\$4.77M	\$3.28M	\$3.57M	\$5.37M	\$5.97M	\$6.45M	\$3.1M	\$1.53M	\$1.11M	\$4M
Prior Year	\$3.78M	\$4.09M	\$4.46M	\$4.26M	\$4.13M	\$3.81M	\$6.41M	\$8.99M	\$4M	\$2.78M	\$2.11M	\$2.96M	\$4.72M
Percent Change from Prior Year	25%	24%	-7%	12%	-21%	-6%	-16%	-34%	61%	11%	-27%	-63%	-15%

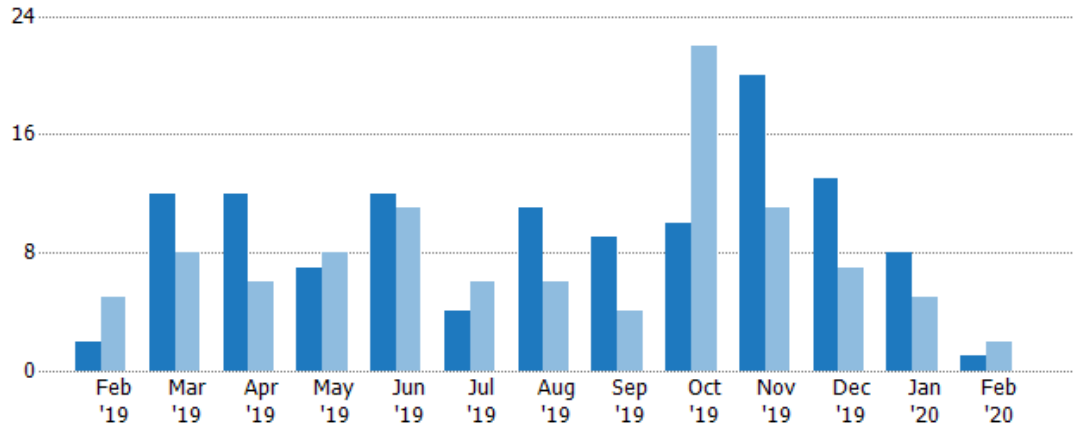
Closed Sales

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.
Feb '20	1	-50%
Feb '19	2	-60%
Feb '18	5	40%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	2	12	12	7	12	4	11	9	10	20	13	8	1
Prior Year	5	8	6	8	11	6	6	4	22	11	7	5	2
Percent Change from Prior Year	-60%	50%	100%	-13%	9%	-33%	83%	125%	-55%	82%	86%	60%	-50%

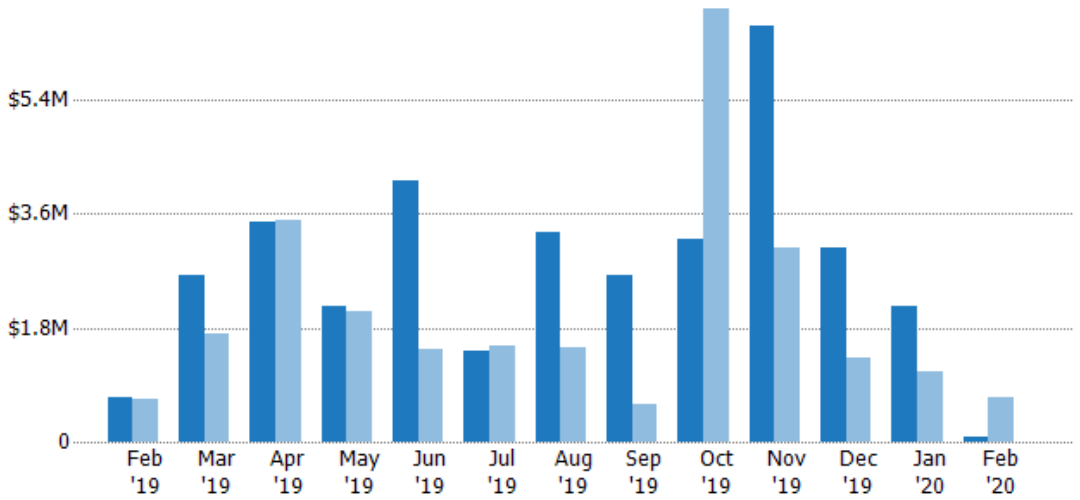
Closed Sales Volume

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.
Feb '20	\$65K	-90.8%
Feb '19	\$710K	6.2%
Feb '18	\$669K	61.7%



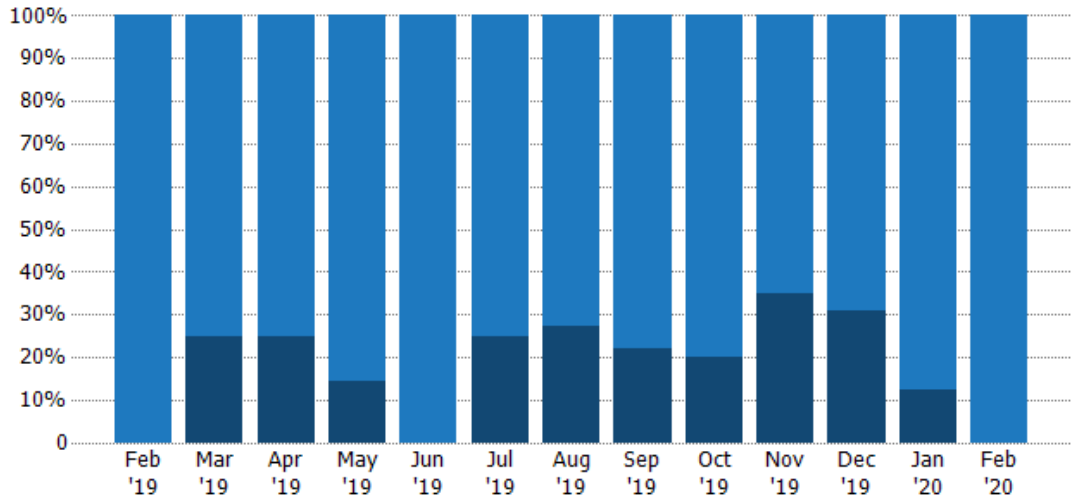
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.31M	\$2.62M	\$3.19M	\$6.57M	\$3.06M	\$2.15M	\$65K
Prior Year	\$669K	\$1.71M	\$3.51M	\$2.06M	\$1.46M	\$1.52M	\$1.49M	\$601K	\$6.83M	\$3.08M	\$1.31M	\$1.11M	\$710K
Percent Change from Prior Year	6%	53%	-1%	4%	183%	-6%	122%	336%	-53%	114%	133%	94%	-91%

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



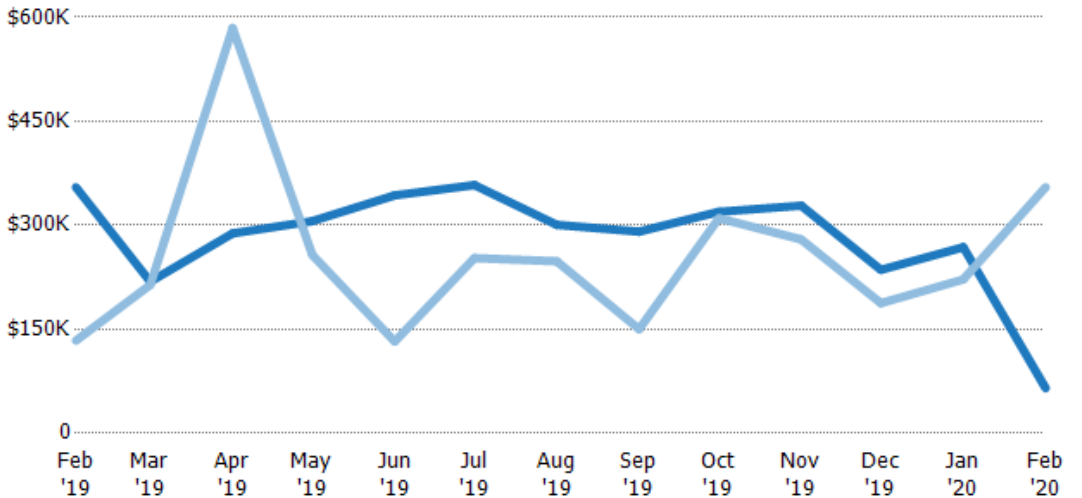
Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	100%	75%	75%	86%	100%	75%	73%	78%	80%	65%	69%	88%	100%
Single Family Residence	-	25%	25%	14%	-	25%	27%	22%	20%	35%	31%	13%	-

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.
Feb '20	\$65K	-81.7%
Feb '19	\$355K	165.5%
Feb '18	\$134K	15.5%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K	\$291K	\$319K	\$328K	\$236K	\$268K	\$65K
Prior Year	\$134K	\$214K	\$585K	\$257K	\$132K	\$253K	\$248K	\$150K	\$310K	\$280K	\$188K	\$222K	\$355K
Percent Change from Prior Year	166%	2%	-51%	19%	159%	42%	21%	94%	3%	17%	26%	21%	-82%

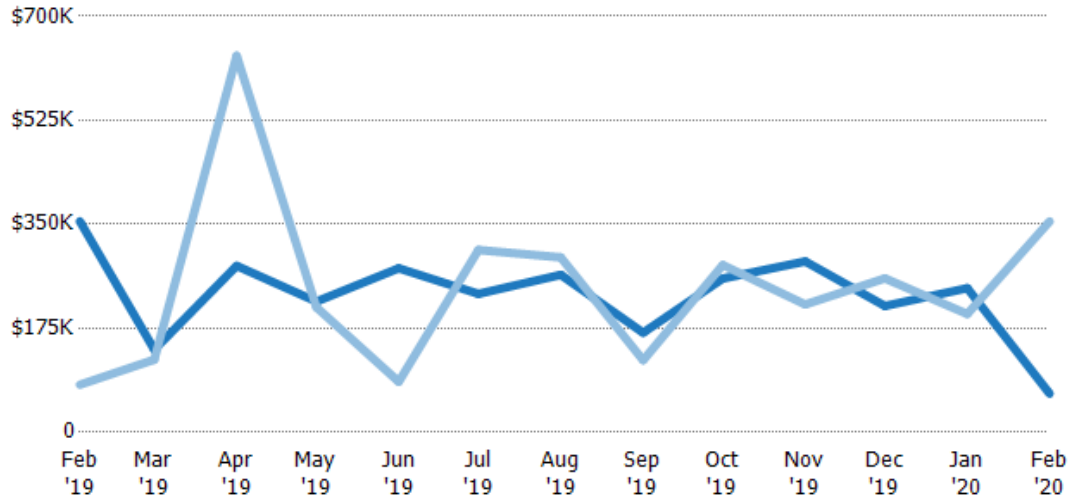
Median Sales Price

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.
Feb '20	\$65K	-81.7%
Feb '19	\$355K	343.8%
Feb '18	\$80K	56.3%



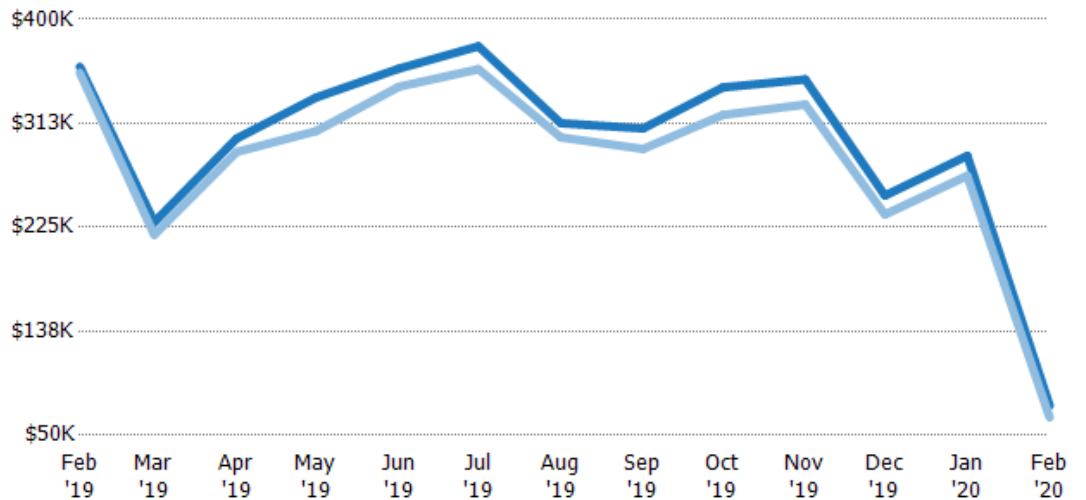
Current Year	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K	\$168K	\$259K	\$288K	\$213K	\$243K	\$65K
Prior Year	\$80K	\$122K	\$634K	\$211K	\$85K	\$307K	\$294K	\$121K	\$282K	\$215K	\$259K	\$199K	\$355K
Percent Change from Prior Year	344%	14%	-56%	5%	225%	-24%	-10%	38%	-8%	34%	-18%	22%	-82%

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



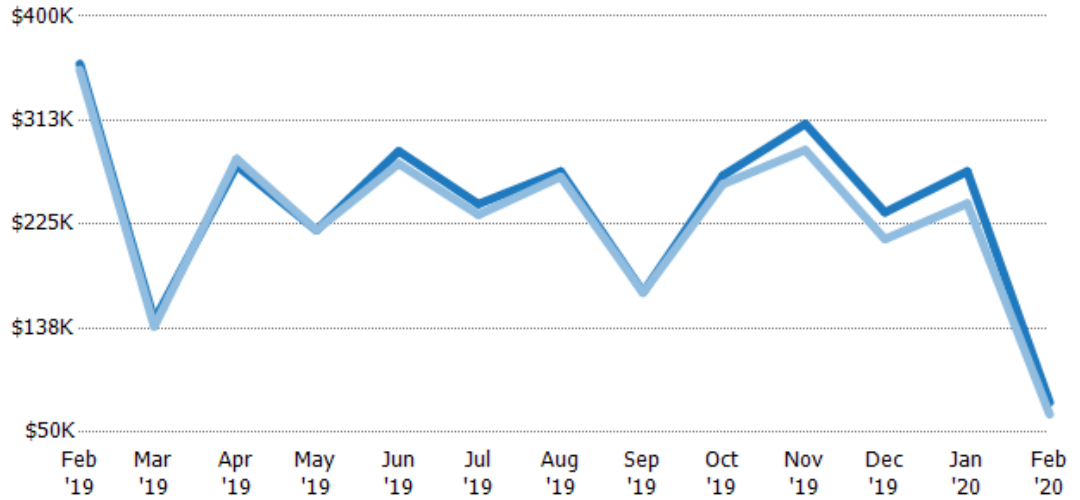
Avg List Price	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K	\$308K	\$343K	\$349K	\$252K	\$285K	\$75K
Avg Sales Price	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K	\$291K	\$319K	\$328K	\$236K	\$268K	\$65K
Avg Sales Price as a % of Avg List Price	99%	95%	96%	92%	96%	95%	96%	94%	93%	94%	94%	94%	87%

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



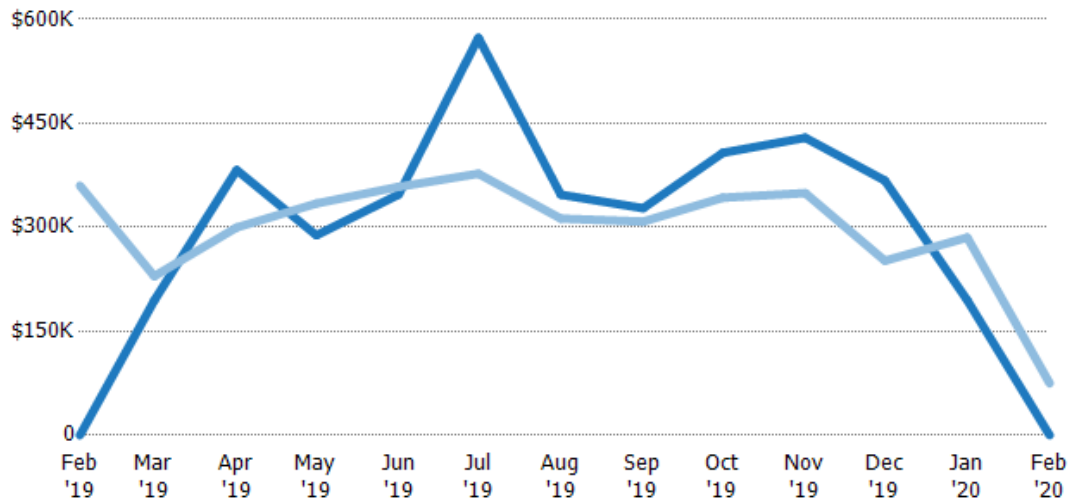
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K	\$168K	\$266K	\$310K	\$235K	\$270K	\$75K
Median Sales Price	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K	\$168K	\$259K	\$288K	\$213K	\$243K	\$65K
Med Sales Price as a % of Med List Price	99%	97%	102%	100%	96%	96%	98%	100%	97%	93%	90%	90%	87%

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



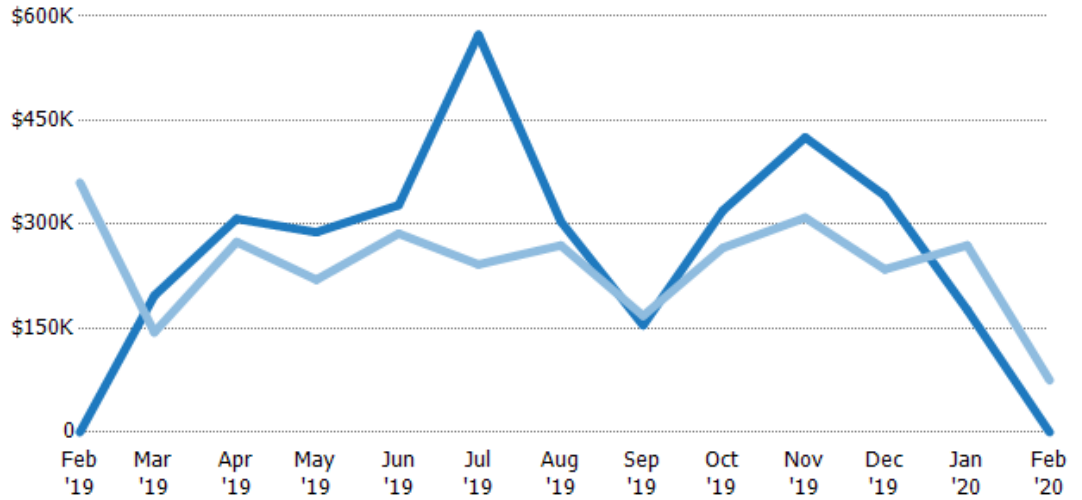
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$0	\$195K	\$383K	\$288K	\$347K	\$573K	\$347K	\$328K	\$407K	\$429K	\$367K	\$195K	\$0
Avg Sales Price	\$360K	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K	\$308K	\$343K	\$349K	\$252K	\$285K	\$75K
Avg Sales Price as a % of Avg Est Value	100%	118%	78%	116%	103%	66%	90%	94%	84%	81%	69%	146%	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	\$0	\$197K	\$308K	\$288K	\$328K	\$573K	\$304K	\$154K	\$320K	\$425K	\$341K	\$176K	\$0
Median Sales Price	\$360K	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K	\$168K	\$266K	\$310K	\$235K	\$270K	\$75K
Med Sales Price as a % of Med Est Value	100%	73%	89%	76%	87%	42%	89%	109%	83%	73%	69%	153%	100%