

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	12	-41.7%	37	37	+/-
New Listing Volume	\$2,228,500	\$2,809,800	-20.7%	\$12,901,000	\$11,086,100	+16.4%
Active Listing Count	65	88	-26.1%	N/A	N/A	
Active Listing Volume	\$26,002,200	\$36,183,600	-28.1%	N/A	N/A	
Average Listing Price	\$400,034	\$411,177	-2.7%	\$400,409	\$409,172	-2.1%
Median Listing Price	\$285,000	\$344,450	-17.3%	\$288,535	\$327,395	-11.9%
Median Days in RPR	118	177	-33.3%	133.32	166.82	-20.1%
Months of Inventory	65	44	+47.7%	10.4	14.7	-29.2%
Absorption Rate	1.54%	2.27%	-0.7%	9.6%	6.79%	+2.8%
Sales Activity Charts Metrics						
New Pending Sales Count	5	10	-50%	30	29	+3.4%
New Pending Sales Volume	\$2,149,000	\$3,102,000	-30.7%	\$9,937,000	\$7,632,900	+30.2%
Pending Sales Count	9	15	-40%	N/A	N/A	
Pending Sales Volume	\$3,625,500	\$5,066,900	-28.4%	N/A	N/A	
Closed Sales Count	10	12	-16.7%	19	19	+/-
Closed Sales Volume	\$1,942,000	\$2,623,806	-26%	\$4,154,000	\$4,443,056	-6.5%
Average Sales Price	\$194,200	\$218,651	-11.2%	\$218,632	\$233,845	-6.5%
Median Sales Price	\$123,000	\$139,000	-11.5%	\$170,263	\$177,526	-4.1%

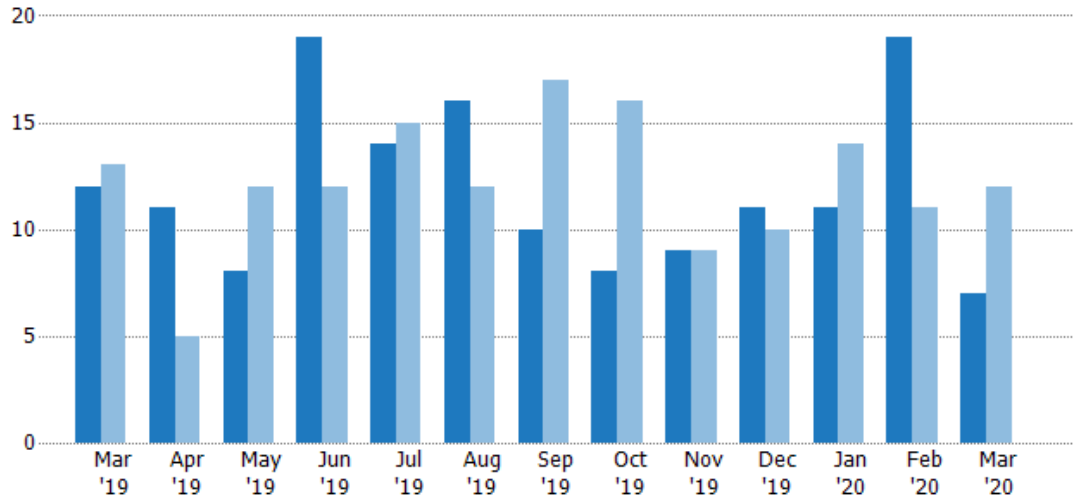
New Listings

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.
Mar '20	7	-41.7%
Mar '19	12	-7.7%
Mar '18	13	-15.4%



Current Year	12	11	8	19	14	16	10	8	9	11	11	19	7
Prior Year	13	5	12	12	15	12	17	16	9	10	14	11	12
Percent Change from Prior Year	-8%	120%	-33%	58%	-7%	33%	-41%	-50%	0%	10%	-21%	73%	-42%

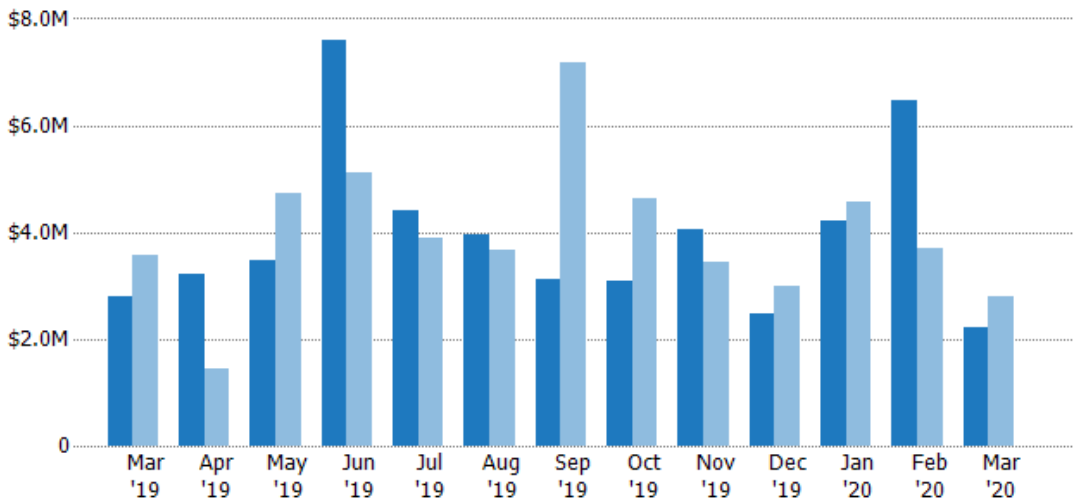
New Listing Volume

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.
Mar '20	\$2.23M	-20.7%
Mar '19	\$2.81M	-21.6%
Mar '18	\$3.59M	-41.8%



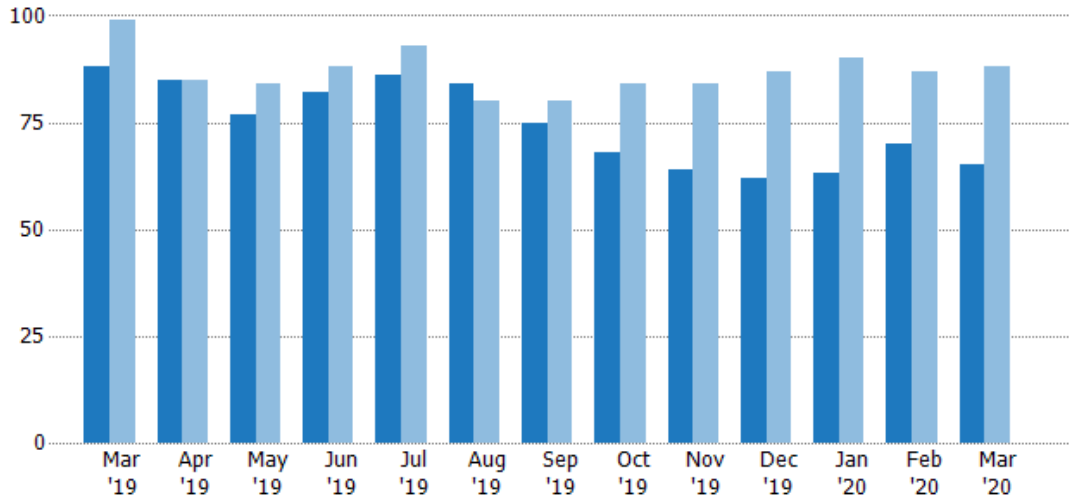
Current Year	\$2.81M	\$3.22M	\$3.48M	\$7.59M	\$4.42M	\$3.97M	\$3.1M	\$3.1M	\$4.05M	\$2.49M	\$4.2M	\$6.47M	\$2.23M
Prior Year	\$3.59M	\$1.43M	\$4.72M	\$5.12M	\$3.89M	\$3.66M	\$7.17M	\$4.63M	\$3.44M	\$2.98M	\$4.57M	\$3.71M	\$2.81M
Percent Change from Prior Year	-22%	125%	-26%	48%	14%	8%	-57%	-33%	18%	-16%	-8%	74%	-21%

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.
Mar '20	65	-26.1%
Mar '19	88	-11.1%
Mar '18	99	-30.3%

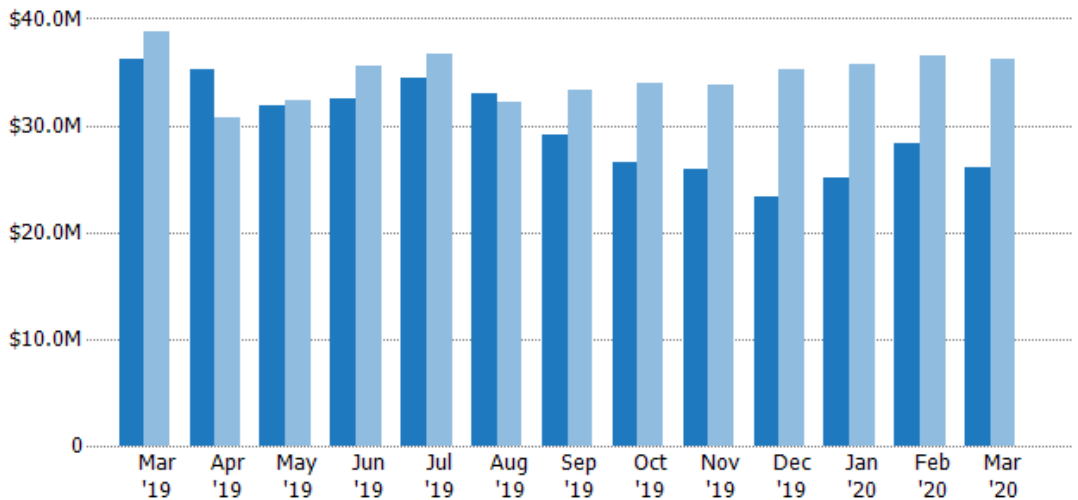
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	88	85	77	82	86	84	75	68	64	62	63	70	65
Prior Year	99	85	84	88	93	80	80	84	84	87	90	87	88
Percent Change from Prior Year	-11%	0%	-8%	-7%	-8%	5%	-6%	-19%	-24%	-29%	-30%	-20%	-26%

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.
Mar '20	\$26M	-28.1%
Mar '19	\$36.2M	-6.7%
Mar '18	\$38.8M	-56.2%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$36.2M	\$35.2M	\$31.8M	\$32.4M	\$34.5M	\$33M	\$29.1M	\$26.5M	\$25.9M	\$23.4M	\$25M	\$28.2M	\$26M
Prior Year	\$38.8M	\$30.8M	\$32.3M	\$35.6M	\$36.7M	\$32.1M	\$33.3M	\$34M	\$33.8M	\$35.2M	\$35.7M	\$36.6M	\$36.2M
Percent Change from Prior Year	-7%	14%	-1%	-9%	-6%	3%	-13%	-22%	-23%	-34%	-30%	-23%	-28%

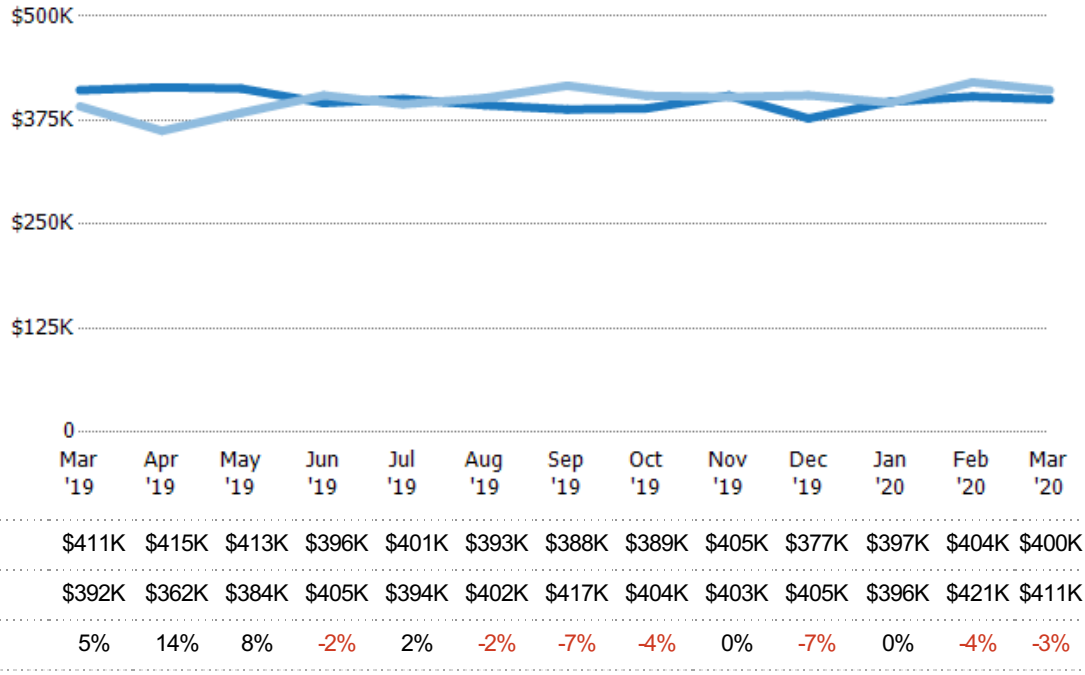
Average Listing Price

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.
Mar '20	\$400K	-2.7%
Mar '19	\$411K	4.9%
Mar '18	\$392K	-37.1%



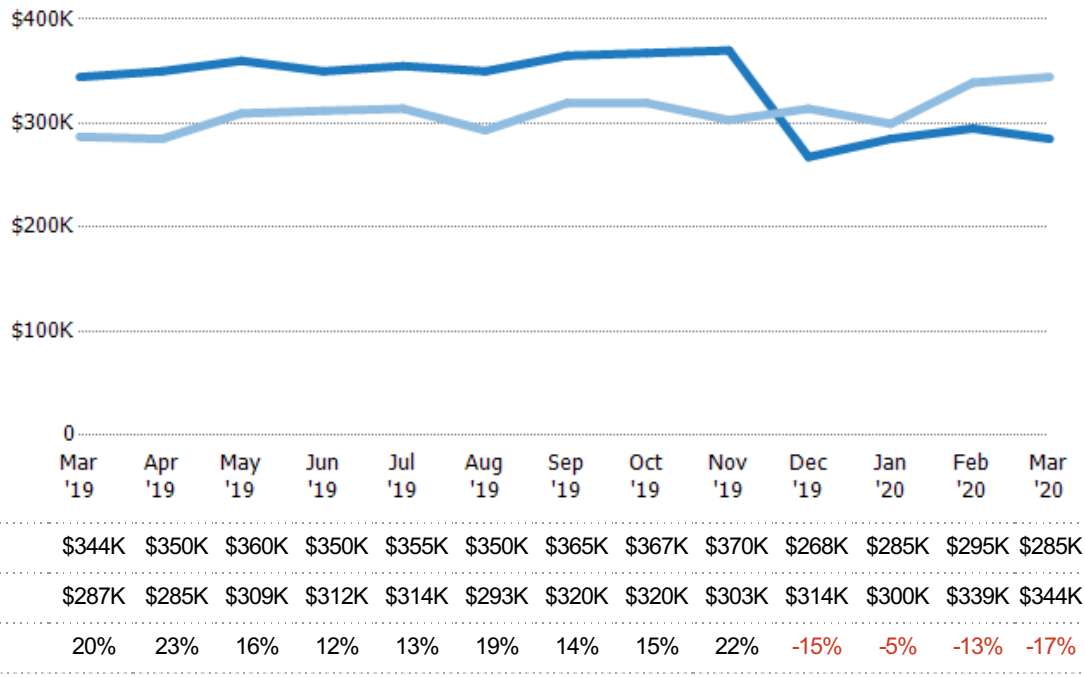
Median Listing Price

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.
Mar '20	\$285K	-17.3%
Mar '19	\$344K	20%
Mar '18	\$287K	-40.8%

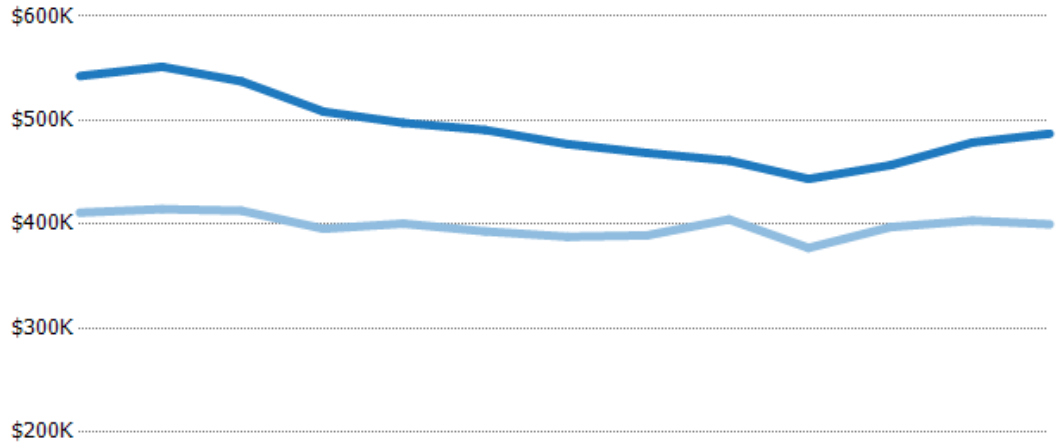


Average Listing Price vs Average Est Value

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



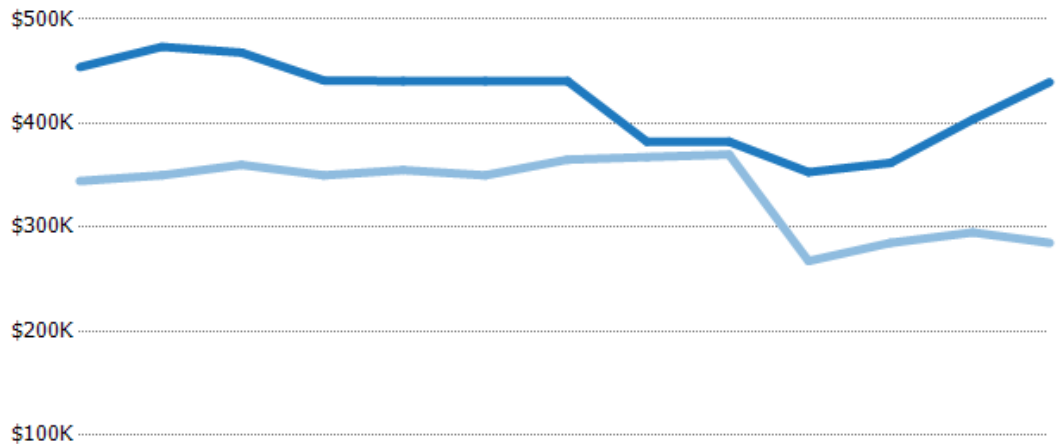
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$543K	\$551K	\$537K	\$508K	\$498K	\$491K	\$477K	\$469K	\$461K	\$444K	\$457K	\$479K	\$487K
Avg Listing Price	\$411K	\$415K	\$413K	\$396K	\$401K	\$393K	\$388K	\$389K	\$405K	\$377K	\$397K	\$404K	\$400K
Avg Listing Price as a % of Avg Est Value	76%	75%	77%	78%	81%	80%	81%	83%	88%	85%	87%	84%	82%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$454K	\$474K	\$468K	\$441K	\$441K	\$441K	\$441K	\$382K	\$382K	\$353K	\$362K	\$404K	\$440K
Median Listing Price	\$344K	\$350K	\$360K	\$350K	\$355K	\$350K	\$365K	\$367K	\$370K	\$268K	\$285K	\$295K	\$285K
Med Listing Price as a % of Med Est Value	76%	74%	77%	79%	81%	79%	83%	96%	97%	76%	79%	73%	65%

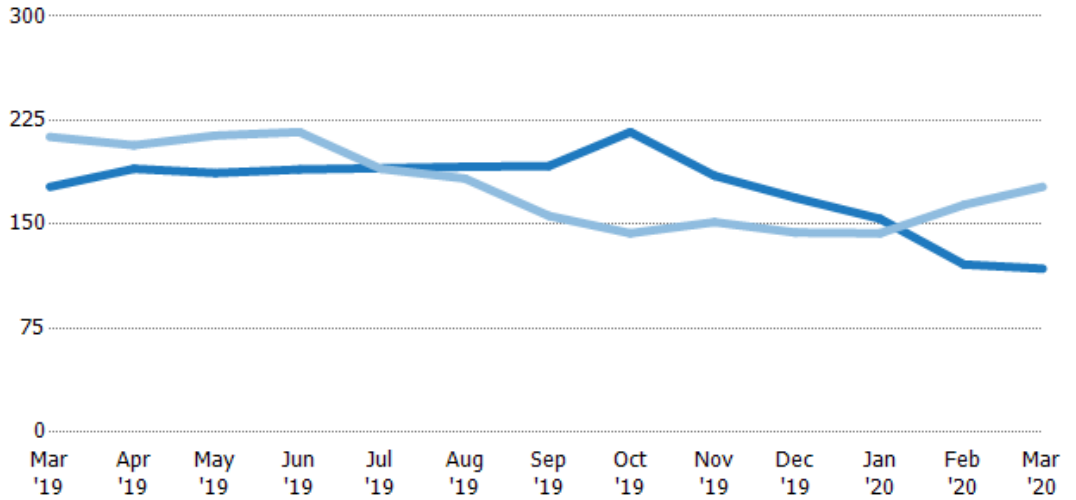
Median Days in RPR

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.
Mar '20	118	-33.3%
Mar '19	177	-16.9%
Mar '18	213	-28.6%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	177	190	187	190	191	192	192	217	185	169	154	121	118
Prior Year	213	207	214	217	190	183	156	144	152	144	144	164	177
Percent Change from Prior Year	-17%	-8%	-13%	-12%	0%	5%	23%	51%	22%	17%	7%	-26%	-33%

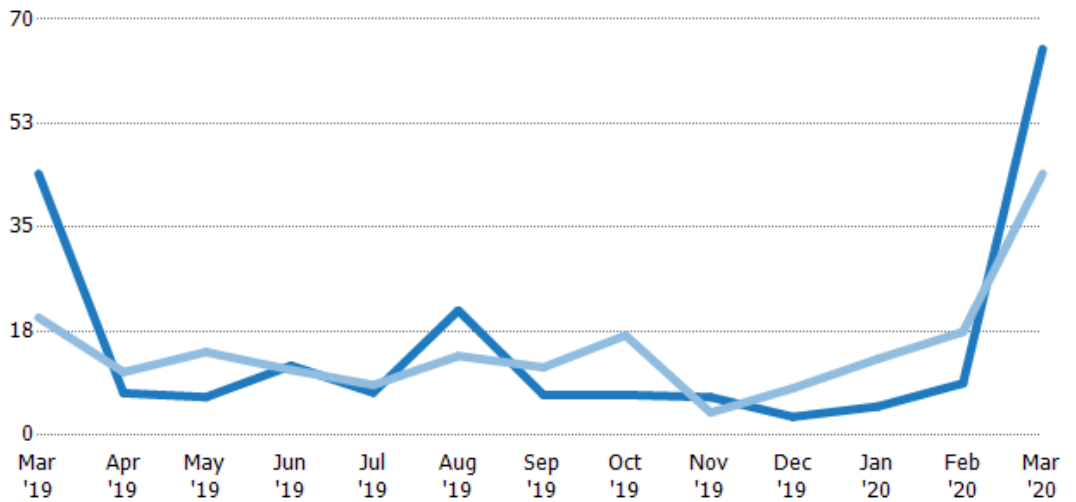
Months of Inventory

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.
Mar '20	65	47.7%
Mar '19	44	122.2%
Mar '18	19.8	-50.2%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	44	7.08	6.42	11.7	7.17	21	6.82	6.8	6.4	3.1	4.85	8.75	65
Prior Year	19.8	10.6	14	11	8.45	13.3	11.4	16.8	3.82	7.91	12.9	17.4	44
Percent Change from Prior Year	122%	-33%	-54%	6%	-15%	58%	-40%	-60%	68%	-61%	-62%	-50%	48%

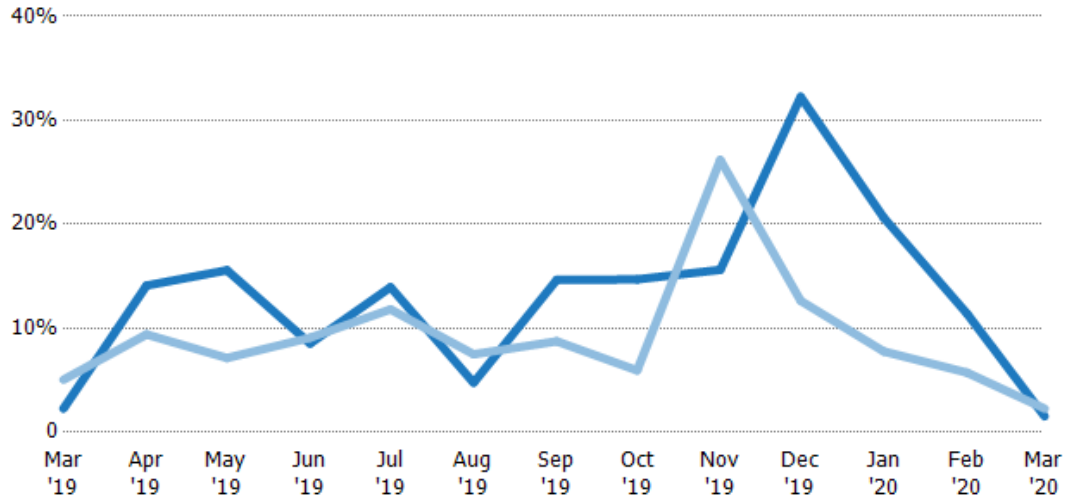
Absorption Rate

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.
Mar '20	2%	0.7%
Mar '19	2%	2.8%
Mar '18	5%	100.8%



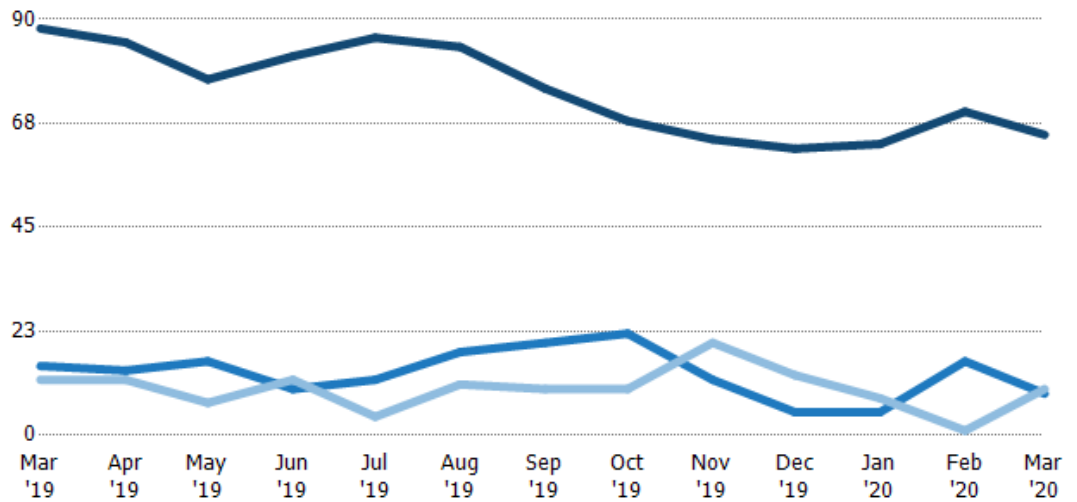
Current Year	2%	14%	16%	9%	14%	5%	15%	15%	16%	32%	21%	11%	2%
Prior Year	5%	9%	7%	9%	12%	8%	9%	6%	26%	13%	8%	6%	2%
Change from Prior Year	3%	-5%	-8%	1%	-2%	3%	-6%	-9%	11%	-20%	-13%	-6%	1%

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	88	85	77	82	86	84	75	68	64	62	63	70	65
Pending	15	14	16	10	12	18	20	22	12	5	5	16	9
Sold	12	12	7	12	4	11	10	10	20	13	8	1	10

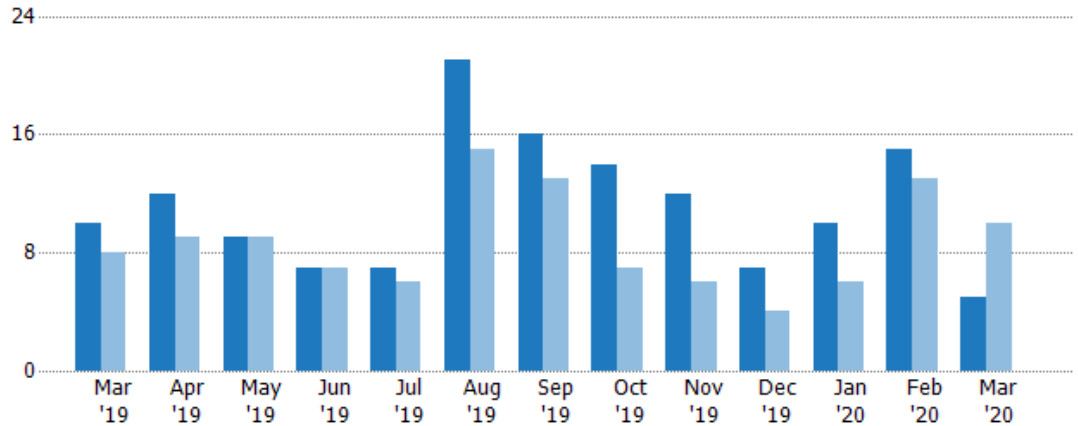
New Pending Sales

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.
Mar '20	5	-50%
Mar '19	10	25%
Mar '18	8	25%



Current Year	10	12	9	7	7	21	16	14	12	7	10	15	5
Prior Year	8	9	9	7	6	15	13	7	6	4	6	13	10
Percent Change from Prior Year	25%	33%	0%	0%	17%	40%	23%	100%	100%	75%	67%	15%	-50%

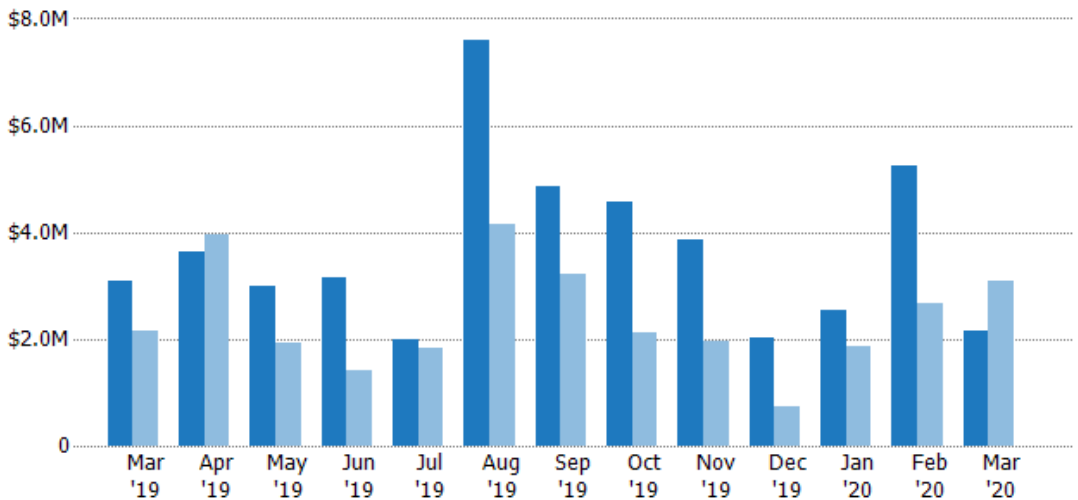
New Pending Sales Volume

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.
Mar '20	\$2.15M	-30.7%
Mar '19	\$3.1M	44.4%
Mar '18	\$2.15M	-8.7%



Current Year	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$1.98M	\$7.59M	\$4.86M	\$4.58M	\$3.85M	\$2.03M	\$2.54M	\$5.25M	\$2.15M
Prior Year	\$2.15M	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$746K	\$1.85M	\$2.68M	\$3.1M
Percent Change from Prior Year	44%	-7%	55%	121%	9%	82%	51%	116%	97%	172%	37%	96%	-31%

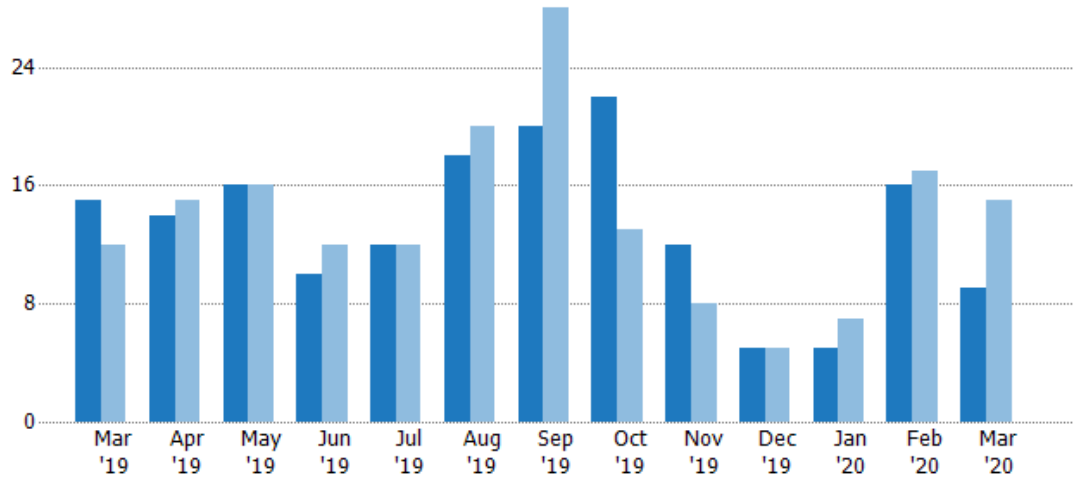
Pending Sales

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.
Mar '20	9	-40%
Mar '19	15	25%
Mar '18	12	33.3%



Current Year	15	14	16	10	12	18	20	22	12	5	5	16	9
Prior Year	12	15	16	12	12	20	28	13	8	5	7	17	15
Percent Change from Prior Year	25%	-7%	0%	-17%	0%	-10%	-29%	69%	50%	0%	-29%	-6%	-40%

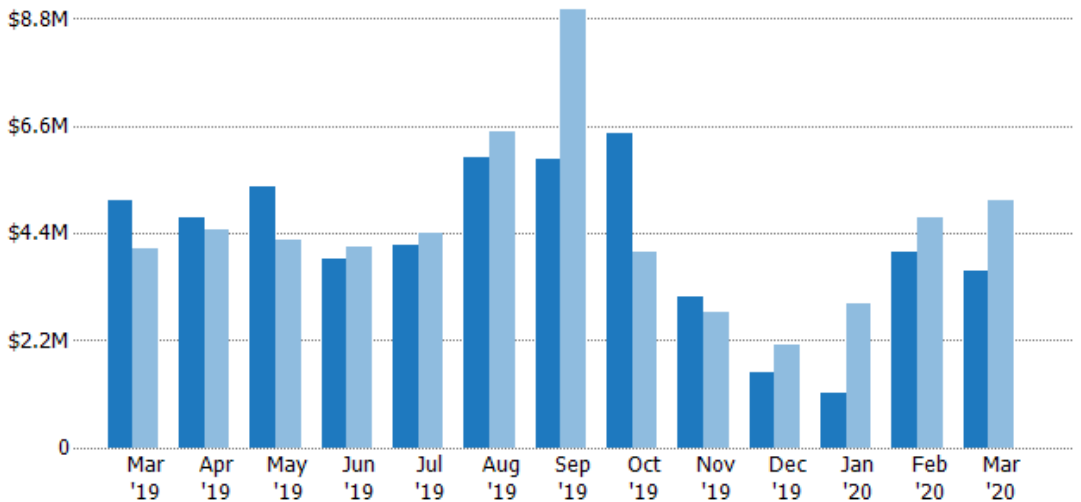
Pending Sales Volume

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.
Mar '20	\$3.63M	-28.4%
Mar '19	\$5.07M	23.9%
Mar '18	\$4.09M	-14.9%



Current Year	\$5.07M	\$4.73M	\$5.37M	\$3.88M	\$4.17M	\$5.97M	\$5.92M	\$6.45M	\$3.1M	\$1.53M	\$1.11M	\$4M	\$3.63M
Prior Year	\$4.09M	\$4.46M	\$4.26M	\$4.13M	\$4.41M	\$6.47M	\$8.99M	\$4M	\$2.78M	\$2.11M	\$2.96M	\$4.72M	\$5.07M
Percent Change from Prior Year	24%	6%	26%	-6%	-5%	-8%	-34%	61%	11%	-27%	-63%	-15%	-28%

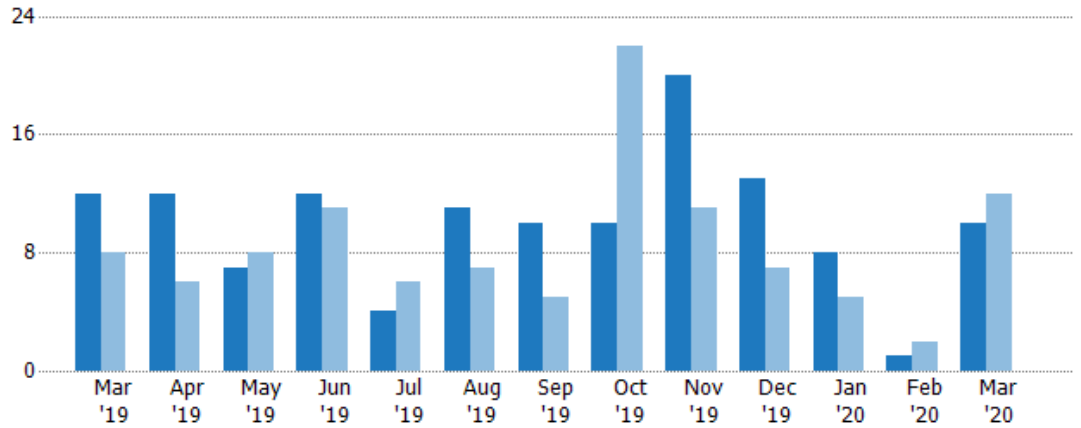
Closed Sales

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.
Mar '20	10	-16.7%
Mar '19	12	50%
Mar '18	8	-25%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	12	12	7	12	4	11	10	10	20	13	8	1	10
Prior Year	8	6	8	11	6	7	5	22	11	7	5	2	12
Percent Change from Prior Year	50%	100%	-13%	9%	-33%	57%	100%	-55%	82%	86%	60%	-50%	-17%

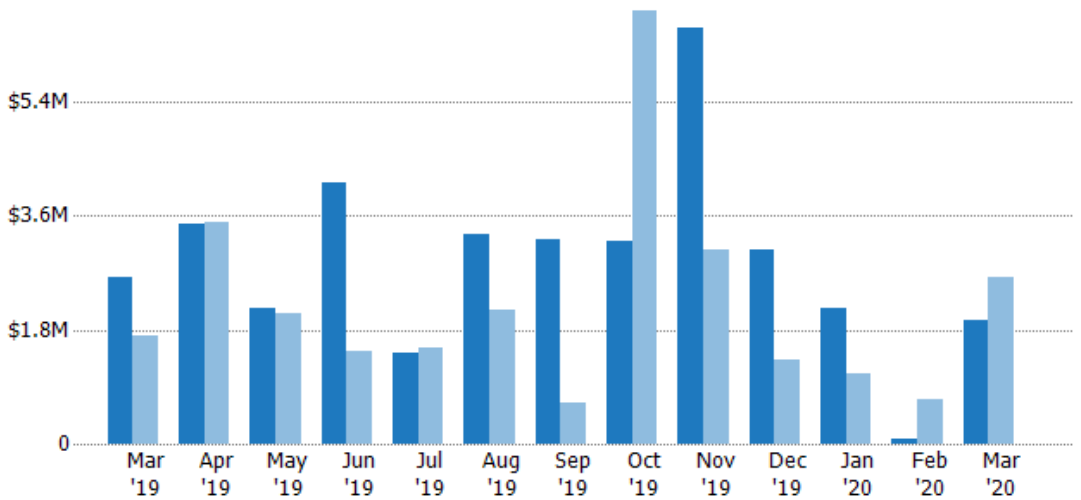
Closed Sales Volume

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.
Mar '20	\$1.94M	-26%
Mar '19	\$2.62M	53.2%
Mar '18	\$1.71M	-15.9%



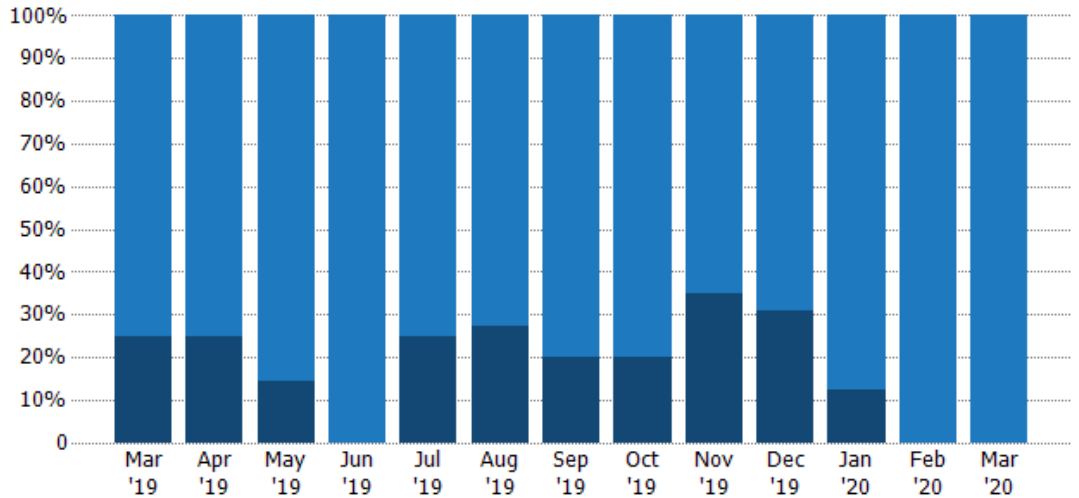
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.31M	\$3.22M	\$3.19M	\$6.57M	\$3.06M	\$2.15M	\$65K	\$1.94M
Prior Year	\$1.71M	\$3.51M	\$2.06M	\$1.46M	\$1.52M	\$2.1M	\$656K	\$6.83M	\$3.08M	\$1.31M	\$1.11M	\$710K	\$2.62M
Percent Change from Prior Year	53%	-1%	4%	183%	-6%	57%	391%	-53%	114%	133%	94%	-91%	-26%

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%	75%	86%	100%	75%	73%	80%	80%	65%	69%	88%	100%	100%
Single Family Residence	25%	25%	14%	-	25%	27%	20%	20%	35%	31%	13%	-	-

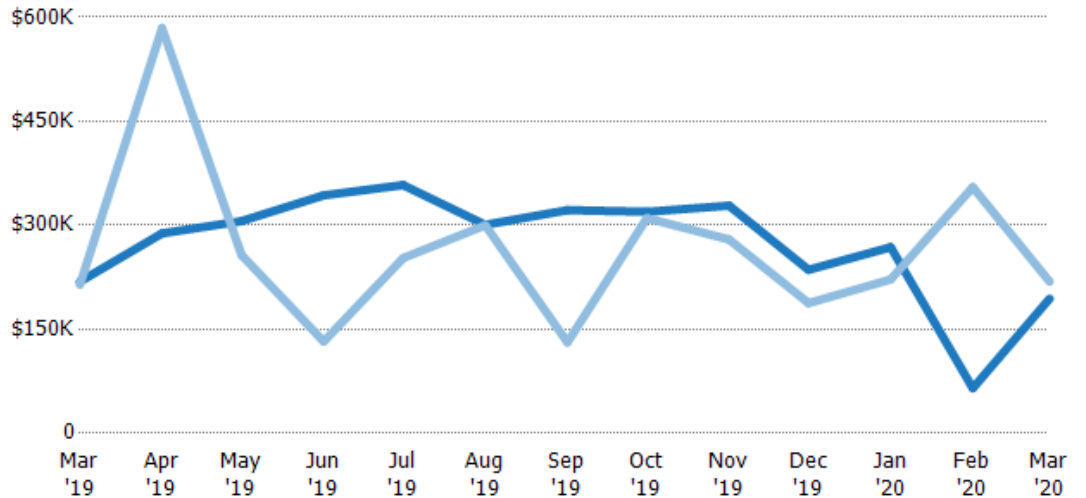
Average Sales Price

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.
Mar '20	\$194K	-11.2%
Mar '19	\$219K	2.1%
Mar '18	\$214K	12.2%



Current Year	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K
Prior Year	\$214K	\$585K	\$257K	\$132K	\$253K	\$300K	\$131K	\$310K	\$280K	\$188K	\$222K	\$355K	\$219K
Percent Change from Prior Year	2%	-51%	19%	159%	42%	0%	145%	3%	17%	26%	21%	-82%	-11%

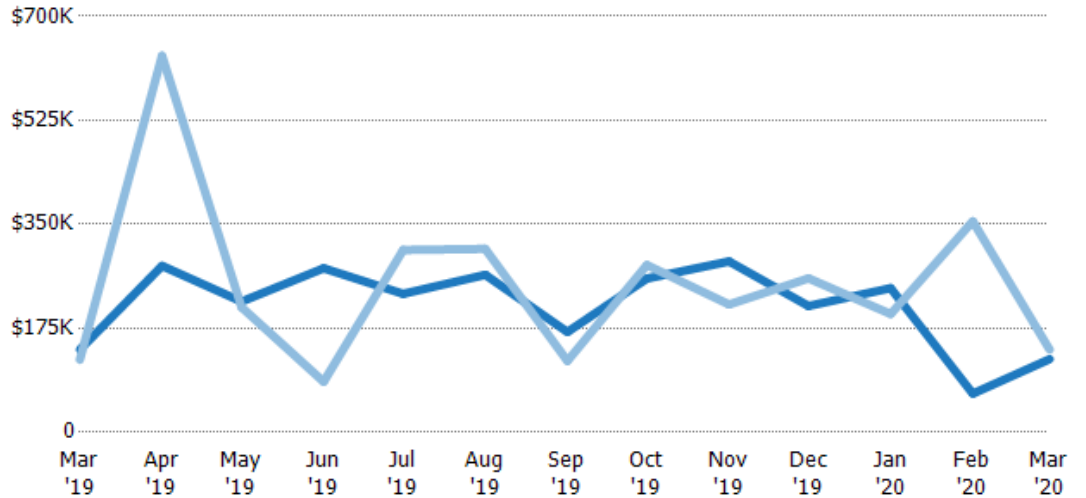
Median Sales Price

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.
Mar '20	\$123K	-11.5%
Mar '19	\$139K	13.7%
Mar '18	\$122K	102%



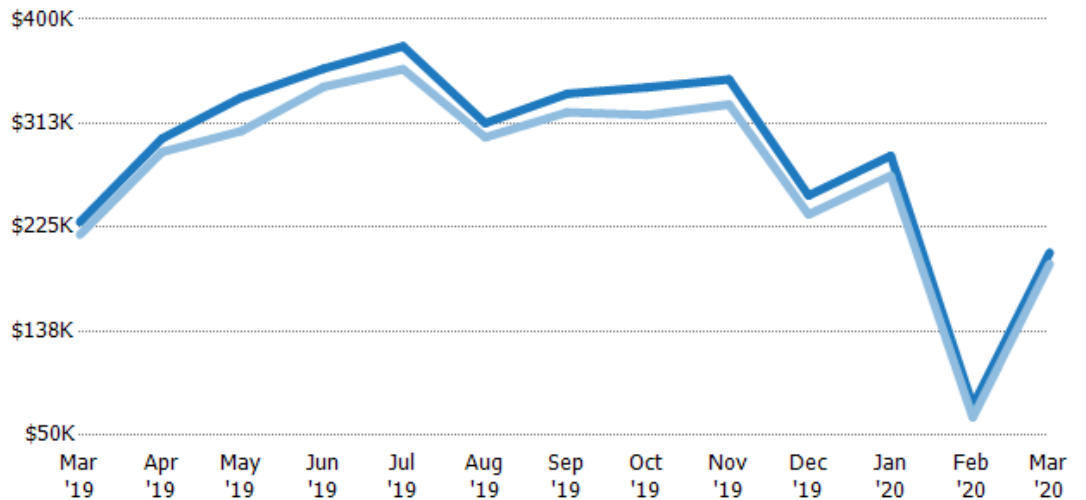
Current Year	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K
Prior Year	\$122K	\$634K	\$211K	\$85K	\$307K	\$309K	\$120K	\$282K	\$215K	\$259K	\$199K	\$355K	\$139K
Percent Change from Prior Year	14%	-56%	5%	225%	-24%	-14%	41%	-8%	34%	-18%	22%	-82%	-12%

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



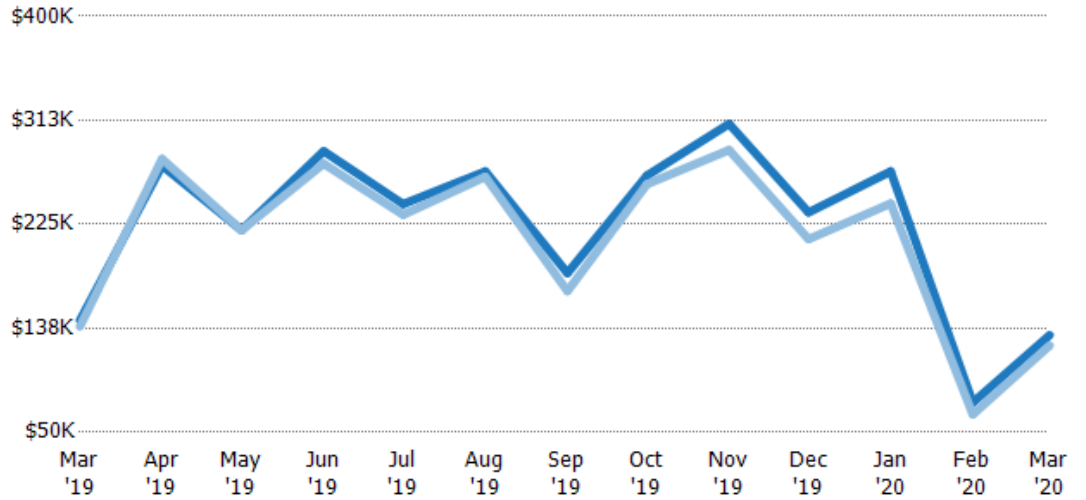
Avg List Price	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K
Avg Sales Price	\$219K	\$288K	\$306K	\$343K	\$358K	\$301K	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K
Avg Sales Price as a % of Avg List Price	95%	96%	92%	96%	95%	96%	95%	93%	94%	94%	94%	87%	95%

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



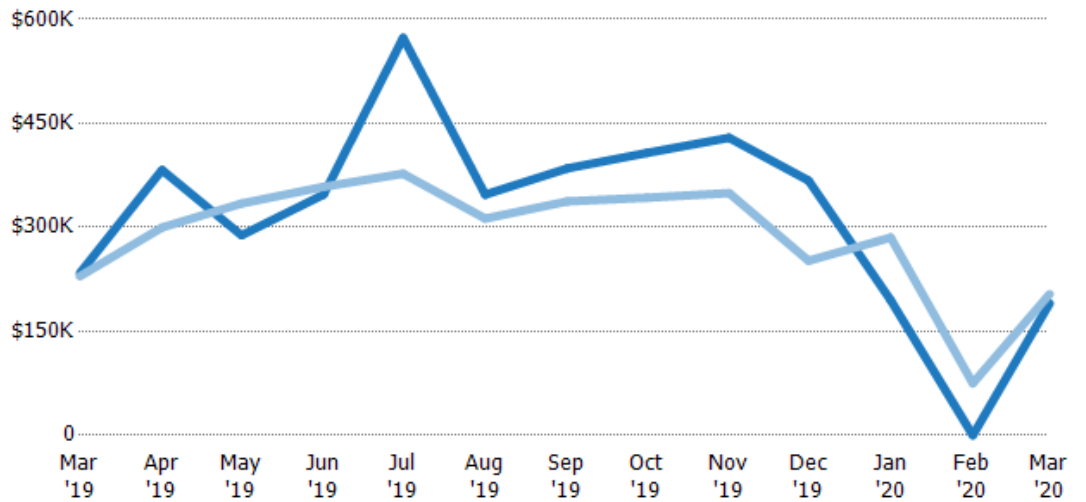
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K
Median Sales Price	\$139K	\$280K	\$220K	\$276K	\$233K	\$265K	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K
Med Sales Price as a % of Med List Price	97%	102%	100%	96%	96%	98%	92%	97%	93%	90%	90%	87%	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



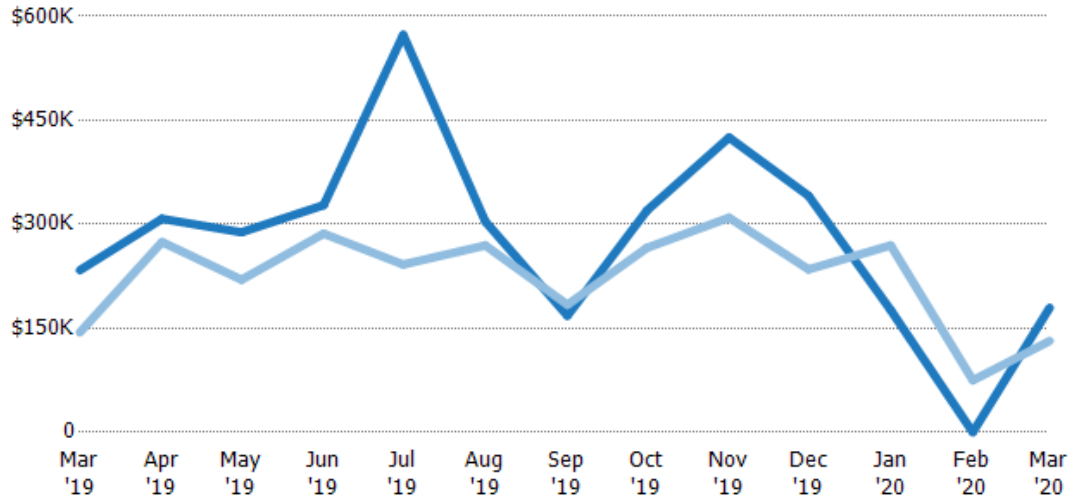
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$234K	\$383K	\$288K	\$347K	\$573K	\$347K	\$385K	\$407K	\$429K	\$367K	\$195K	\$0	\$190K
Avg Sales Price	\$229K	\$300K	\$334K	\$358K	\$377K	\$313K	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K
Avg Sales Price as a % of Avg Est Value	98%	78%	116%	103%	66%	90%	88%	84%	81%	69%	146%	100%	107%

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	\$234K	\$308K	\$288K	\$328K	\$573K	\$304K	\$168K	\$320K	\$425K	\$341K	\$176K	\$0	\$180K
Median Sales Price	\$144K	\$274K	\$220K	\$287K	\$242K	\$270K	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K
Med Sales Price as a % of Med Est Value	62%	89%	76%	87%	42%	89%	109%	83%	73%	69%	153%	100%	73%