

## Summary of Key Listing and Sales Metrics

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

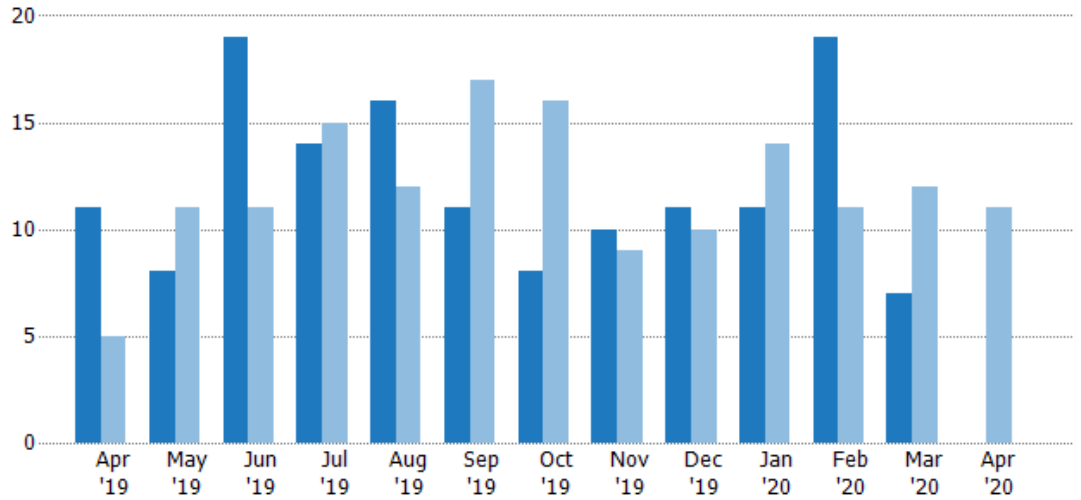
Key Metrics	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	–	11	–	37	48	-22.9%
New Listing Volume	–	\$3,220,750	–	\$12,901,000	\$14,306,850	-9.8%
Active Listing Count	57	84	-32.1%	N/A	N/A	
Active Listing Volume	\$23,562,200	\$33,194,600	-29%	N/A	N/A	
Average Listing Price	\$413,372	\$395,174	+4.6%	\$410,425	\$391,861	+4.7%
Median Listing Price	\$300,000	\$349,950	-14.3%	\$304,091	\$327,499	-7.1%
Median Days in RPR	140	180	-22.2%	135.83	170.16	-20.2%
Months of Inventory	5.7	7	-18.6%	8.5	14.3	-40.6%
Absorption Rate	17.54%	14.29%	+3.3%	11.74%	6.98%	+4.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	3	12	-75%	33	41	-19.5%
New Pending Sales Volume	\$1,794,000	\$3,648,250	-50.8%	\$11,731,000	\$11,281,150	+4%
Pending Sales Count	2	14	-85.7%	N/A	N/A	
Pending Sales Volume	\$1,019,000	\$4,731,250	-78.5%	N/A	N/A	
Closed Sales Count	10	12	-16.7%	29	31	-6.5%
Closed Sales Volume	\$4,240,500	\$3,460,000	+22.6%	\$8,394,500	\$7,903,056	+6.2%
Average Sales Price	\$424,050	\$288,333	+47.1%	\$289,466	\$254,937	+13.5%
Median Sales Price	\$370,000	\$280,000	+32.1%	\$239,138	\$217,194	+10.1%

## 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



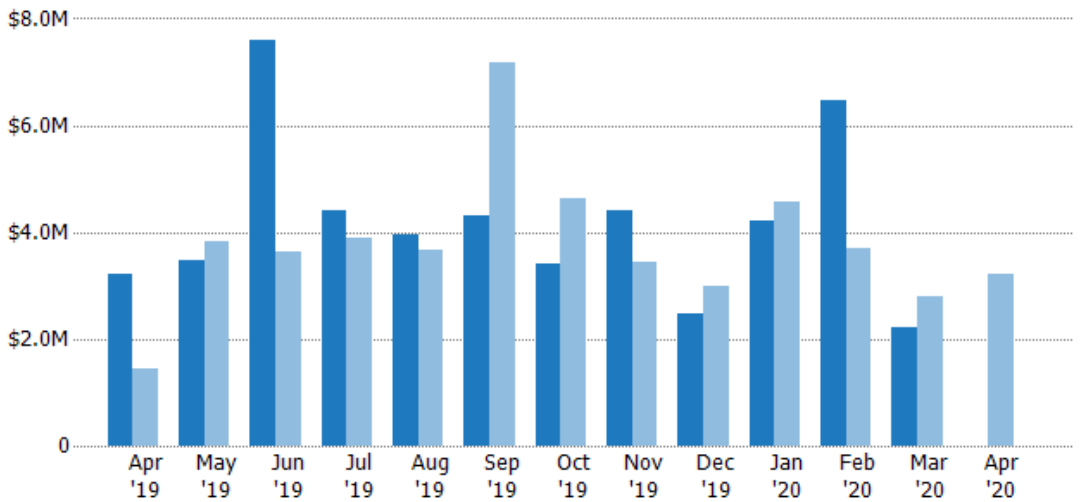
Current Year	11	8	19	14	16	11	8	10	11	11	19	7	-
Prior Year	5	11	11	15	12	17	16	9	10	14	11	12	11
Percent Change from Prior Year	120%	-27%	73%	-7%	33%	-35%	-50%	11%	10%	-21%	73%	-42%	-100%

## 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



Current Year	\$3.22M	\$3.48M	\$7.59M	\$4.42M	\$3.97M	\$4.3M	\$3.4M	\$4.4M	\$2.49M	\$4.2M	\$6.47M	\$2.23M	-
Prior Year	\$1.43M	\$3.83M	\$3.63M	\$3.89M	\$3.66M	\$7.17M	\$4.63M	\$3.44M	\$2.98M	\$4.57M	\$3.71M	\$2.81M	\$3.22M
Percent Change from Prior Year	125%	-9%	109%	14%	8%	-40%	-26%	28%	-16%	-8%	74%	-21%	-100%

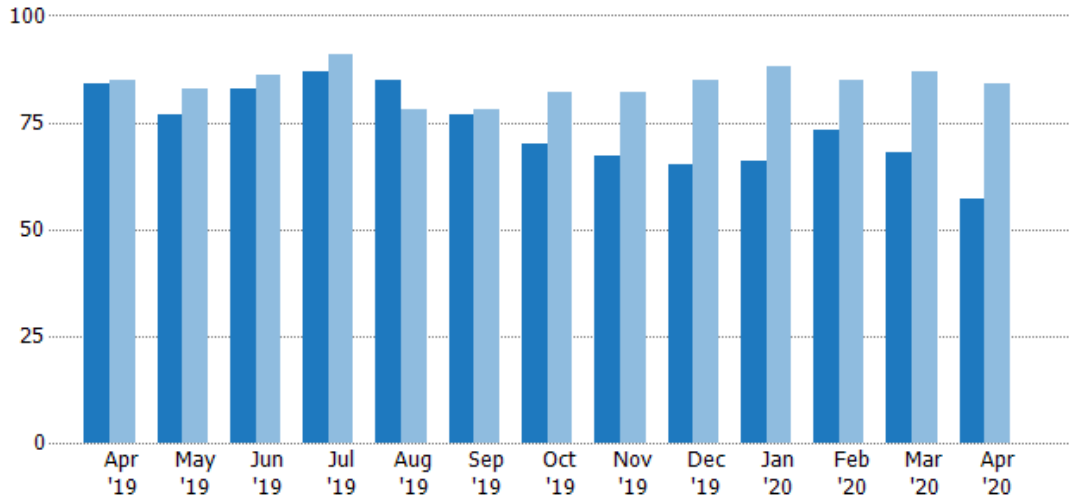
## Active Listings

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.
Apr '20	57	-32.1%
Apr '19	84	-1.2%
Apr '18	85	-11.8%



Current Year	84	77	83	87	85	77	70	67	65	66	73	68	57
Prior Year	85	83	86	91	78	78	82	82	85	88	85	87	84
Percent Change from Prior Year	-1%	-7%	-3%	-4%	9%	-1%	-15%	-18%	-24%	-25%	-14%	-22%	-32%

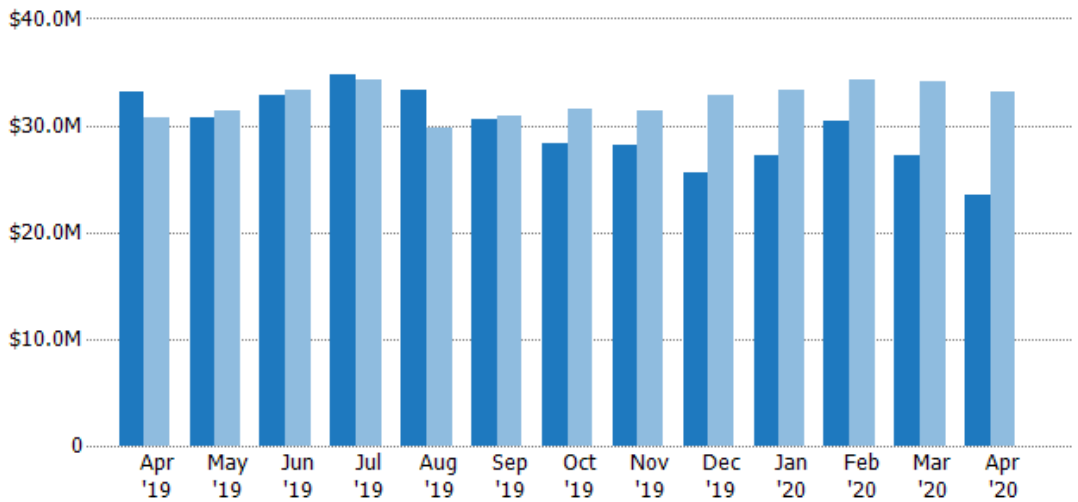
## Active Listing Volume

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.
Apr '20	\$23.6M	-29%
Apr '19	\$33.2M	7.8%
Apr '18	\$30.8M	-33.2%



Current Year	\$33.2M	\$30.7M	\$32.8M	\$34.8M	\$33.4M	\$30.6M	\$28.3M	\$28.1M	\$25.6M	\$27.2M	\$30.4M	\$27.1M	\$23.6M
Prior Year	\$30.8M	\$31.4M	\$33.2M	\$34.3M	\$29.8M	\$30.9M	\$31.6M	\$31.5M	\$32.8M	\$33.3M	\$34.2M	\$34.1M	\$33.2M
Percent Change from Prior Year	8%	-2%	-1%	2%	12%	-1%	-10%	-11%	-22%	-18%	-11%	-21%	-29%

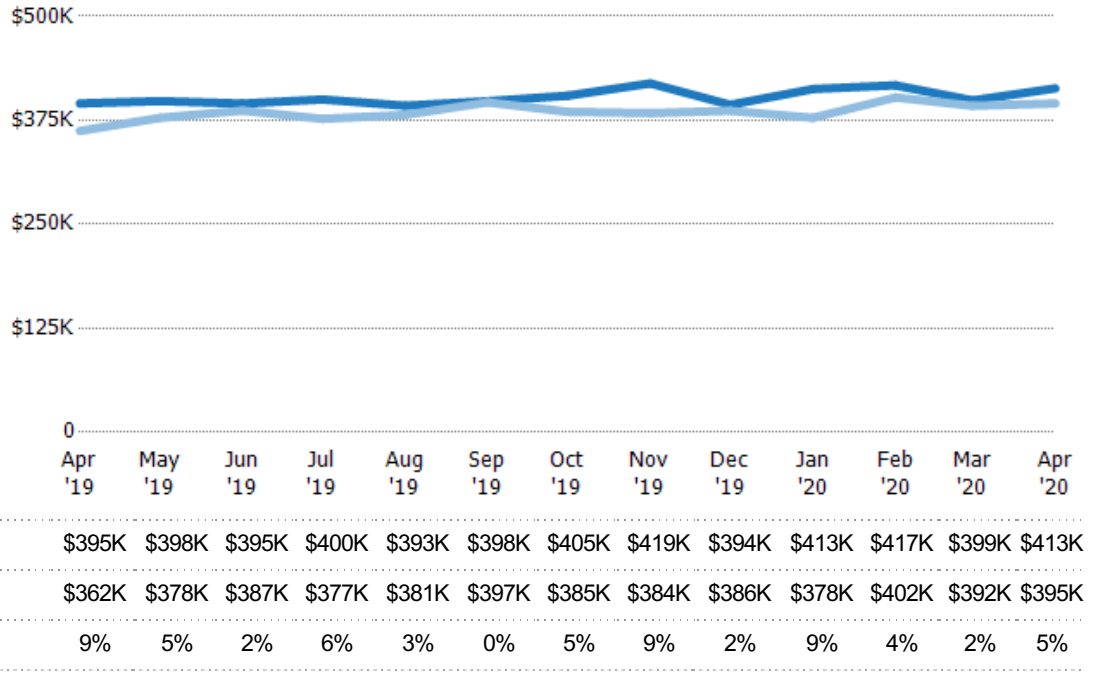
## Average Listing Price

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.
Apr '20	\$413K	4.6%
Apr '19	\$395K	9.1%
Apr '18	\$362K	-24.3%



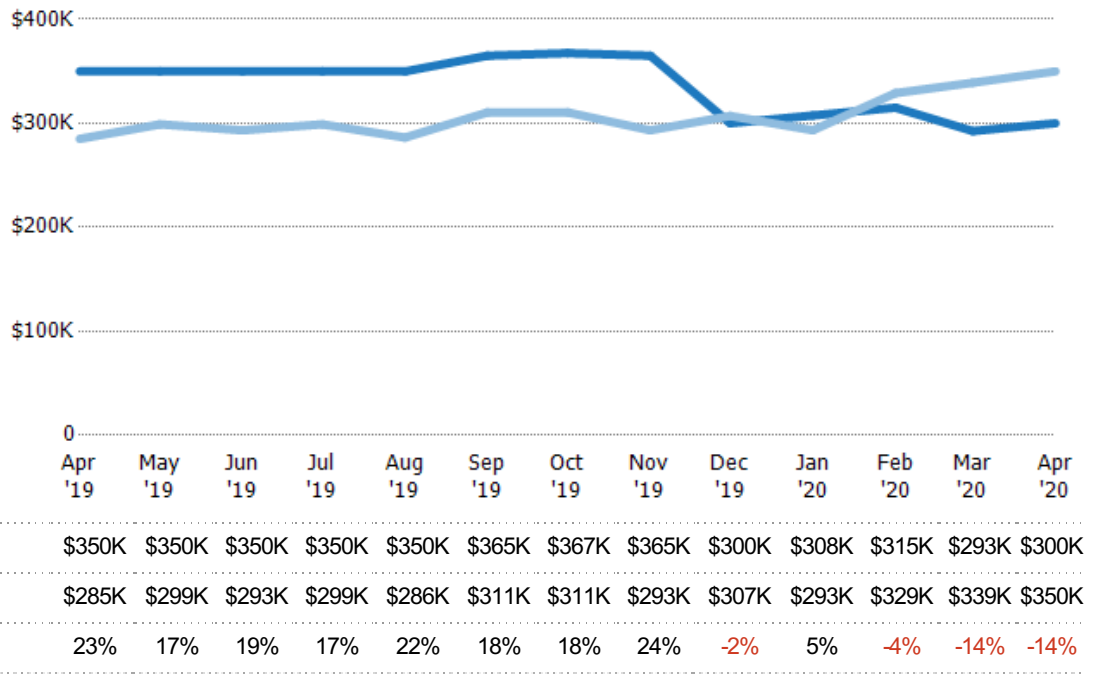
## Median Listing Price

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.
Apr '20	\$300K	-14.3%
Apr '19	\$350K	22.8%
Apr '18	\$285K	-35.1%

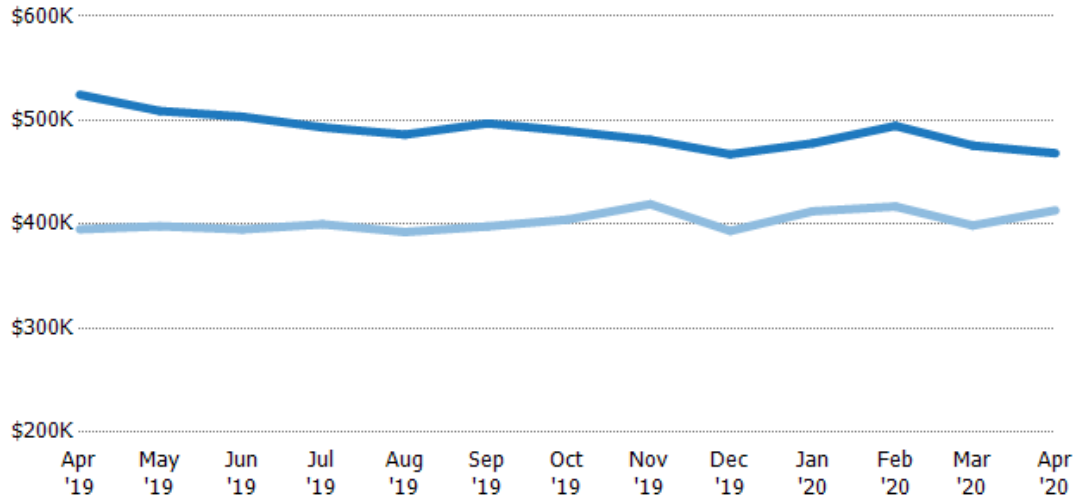


## Average Listing Price vs Average Est Value

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



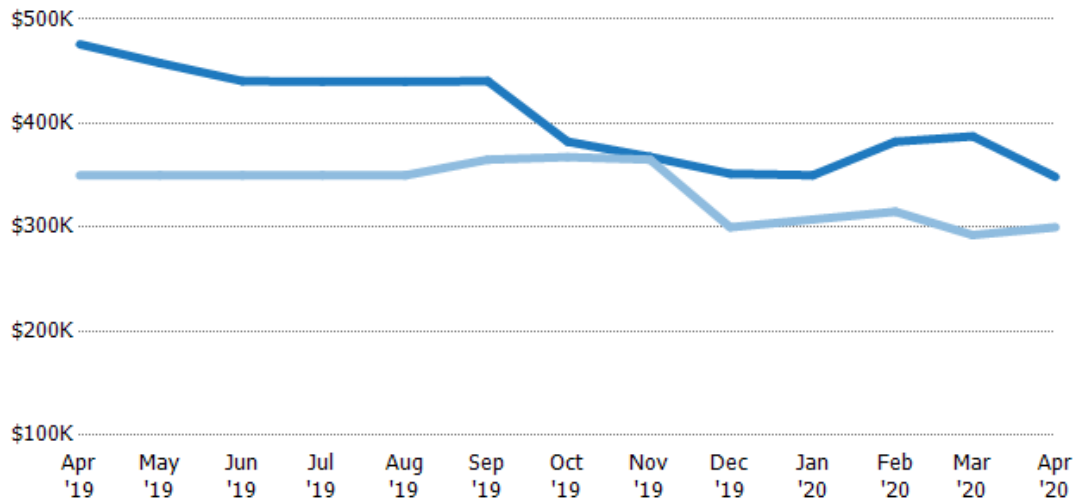
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$525K	\$509K	\$503K	\$493K	\$486K	\$497K	\$490K	\$481K	\$467K	\$478K	\$495K	\$476K	\$468K
Avg Listing Price	\$395K	\$398K	\$395K	\$400K	\$393K	\$398K	\$405K	\$419K	\$394K	\$413K	\$417K	\$399K	\$413K
Avg Listing Price as a % of Avg Est Value	75%	78%	78%	81%	81%	80%	83%	87%	84%	86%	84%	84%	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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$476K	\$458K	\$441K	\$440K	\$440K	\$441K	\$382K	\$368K	\$351K	\$350K	\$382K	\$387K	\$348K
Median Listing Price	\$350K	\$350K	\$350K	\$350K	\$350K	\$365K	\$367K	\$365K	\$300K	\$308K	\$315K	\$293K	\$300K
Med Listing Price as a % of Med Est Value	74%	76%	79%	80%	80%	83%	96%	99%	85%	88%	82%	75%	86%

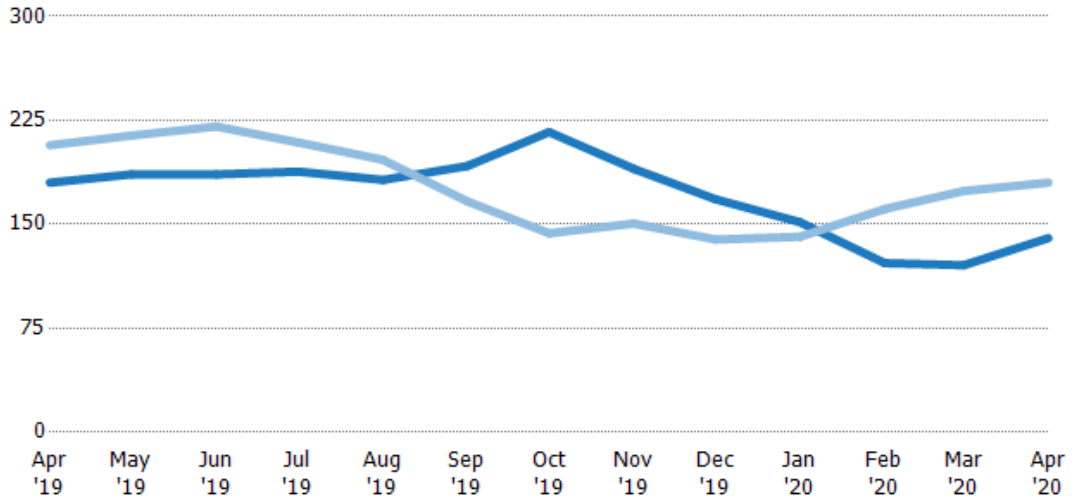
## Median Days in RPR

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.
Apr '20	140	-22.2%
Apr '19	180	-13%
Apr '18	207	-28%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	180	186	186	188	182	192	217	190	168	152	122	121	140
Prior Year	207	214	221	209	197	167	144	151	139	141	161	174	180
Percent Change from Prior Year	-13%	-13%	-16%	-10%	-7%	15%	51%	26%	21%	7%	-24%	-31%	-22%

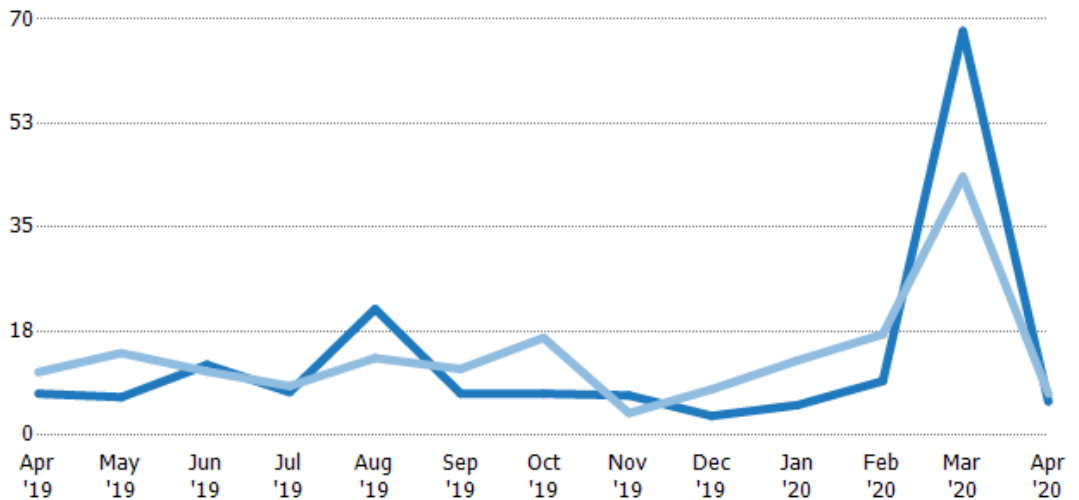
## Months of Inventory

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.
Apr '20	5.7	-18.6%
Apr '19	7	-34.1%
Apr '18	10.6	17.6%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	7	6.42	11.9	7.25	21.3	7	7	6.7	3.25	5.08	9.13	68	5.7
Prior Year	10.6	13.8	10.8	8.27	13	11.1	16.4	3.73	7.73	12.6	17	43.5	7
Percent Change from Prior Year	-34%	-54%	10%	-12%	63%	-37%	-57%	80%	-58%	-60%	-46%	56%	-19%

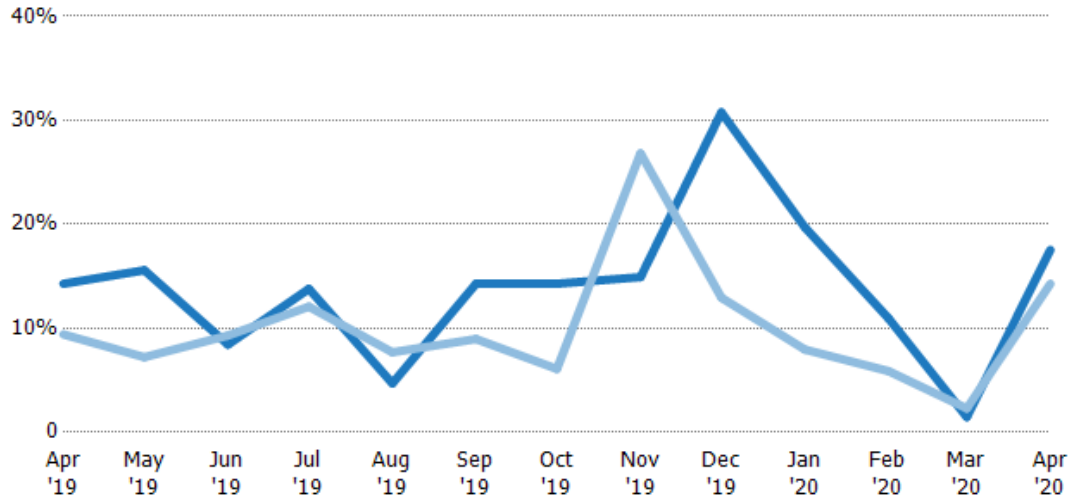
## Absorption Rate

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.
Apr '20	18%	-3.3%
Apr '19	14%	-4.9%
Apr '18	9%	-15%



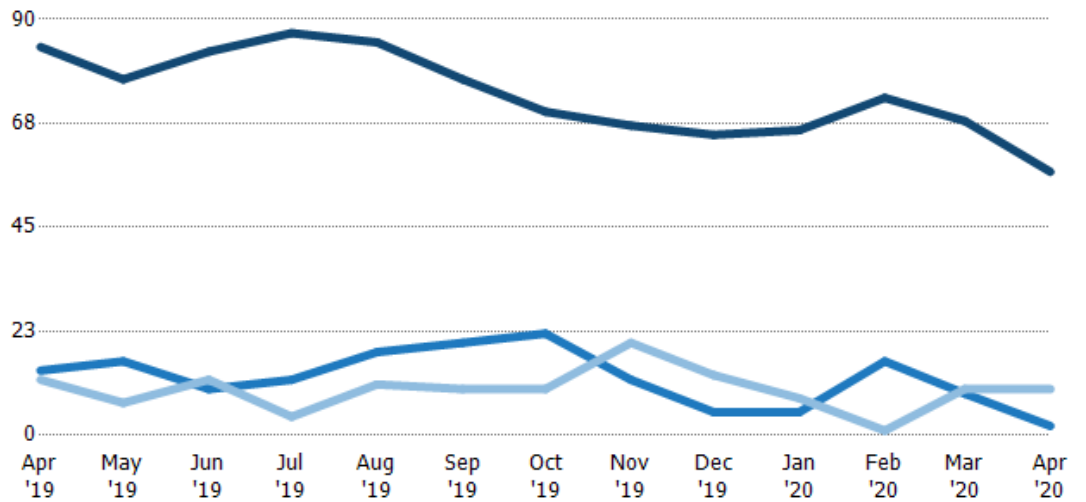
Current Year	14%	16%	8%	14%	5%	14%	14%	15%	31%	20%	11%	1%	18%
Prior Year	9%	7%	9%	12%	8%	9%	6%	27%	13%	8%	6%	2%	14%
Change from Prior Year	-5%	-8%	1%	-2%	3%	-5%	-8%	12%	-18%	-12%	-5%	1%	-3%

## 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



Active	84	77	83	87	85	77	70	67	65	66	73	68	57
Pending	14	16	10	12	18	20	22	12	5	5	16	9	2
Sold	12	7	12	4	11	10	10	20	13	8	1	10	10

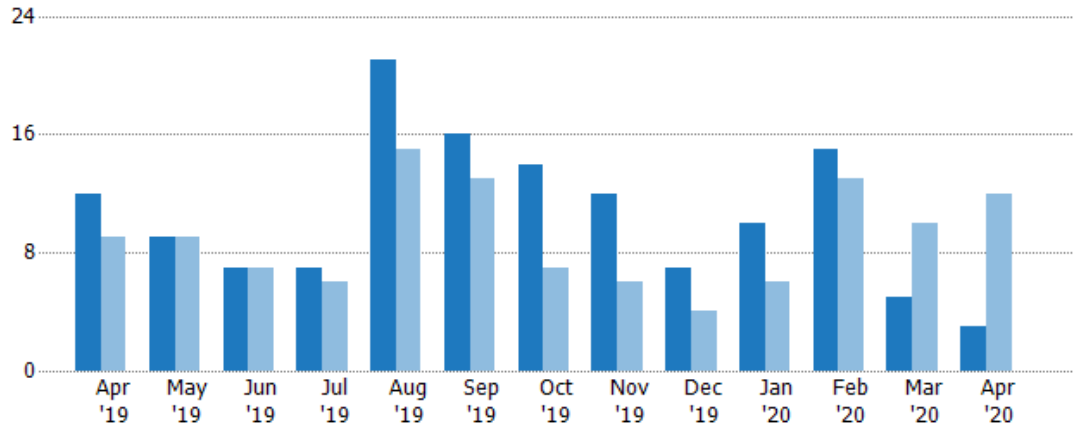
## New Pending Sales

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.
Apr '20	3	-75%
Apr '19	12	33.3%
Apr '18	9	-22.2%



Current Year	12	9	7	7	21	16	14	12	7	10	15	5	3
Prior Year	9	9	7	6	15	13	7	6	4	6	13	10	12
Percent Change from Prior Year	33%	0%	0%	17%	40%	23%	100%	100%	75%	67%	15%	-50%	-75%

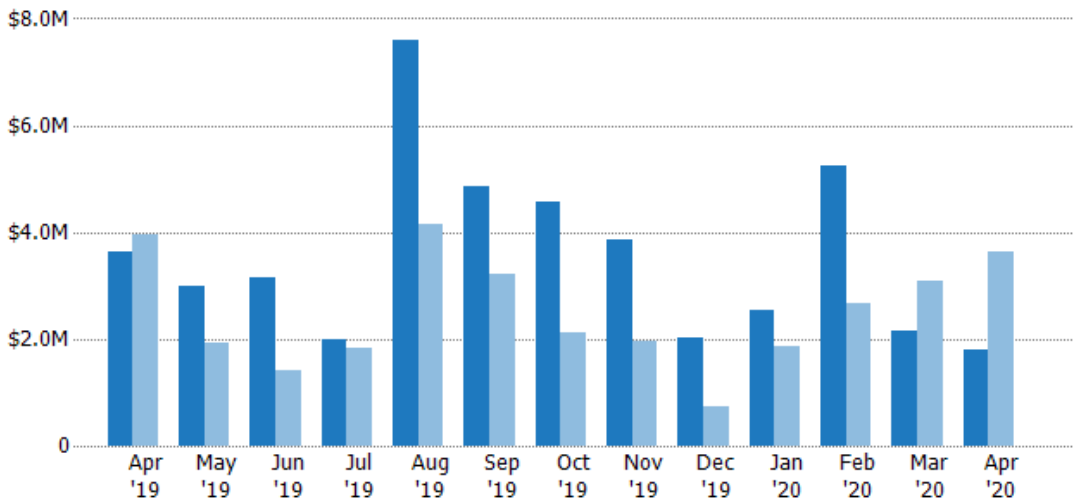
## New Pending Sales Volume

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.
Apr '20	\$1.79M	-50.8%
Apr '19	\$3.65M	-7.5%
Apr '18	\$3.94M	-79.3%



Current Year	\$3.65M	\$2.98M	\$3.16M	\$1.98M	\$7.59M	\$4.86M	\$4.58M	\$3.85M	\$2.03M	\$2.54M	\$5.25M	\$2.15M	\$1.79M
Prior Year	\$3.94M	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$746K	\$1.85M	\$2.68M	\$3.1M	\$3.65M
Percent Change from Prior Year	-7%	55%	121%	9%	82%	51%	116%	97%	172%	37%	96%	-31%	-51%



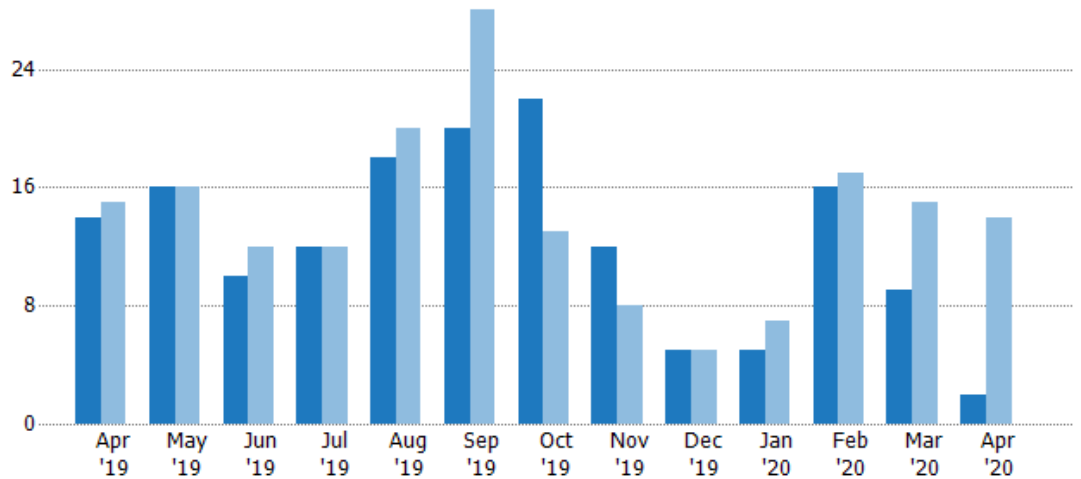
## Pending Sales

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.
Apr '20	2	-85.7%
Apr '19	14	-6.7%
Apr '18	15	-33.3%



Current Year	14	16	10	12	18	20	22	12	5	5	16	9	2
Prior Year	15	16	12	12	20	28	13	8	5	7	17	15	14
Percent Change from Prior Year	-7%	0%	-17%	0%	-10%	-29%	69%	50%	0%	-29%	-6%	-40%	-86%

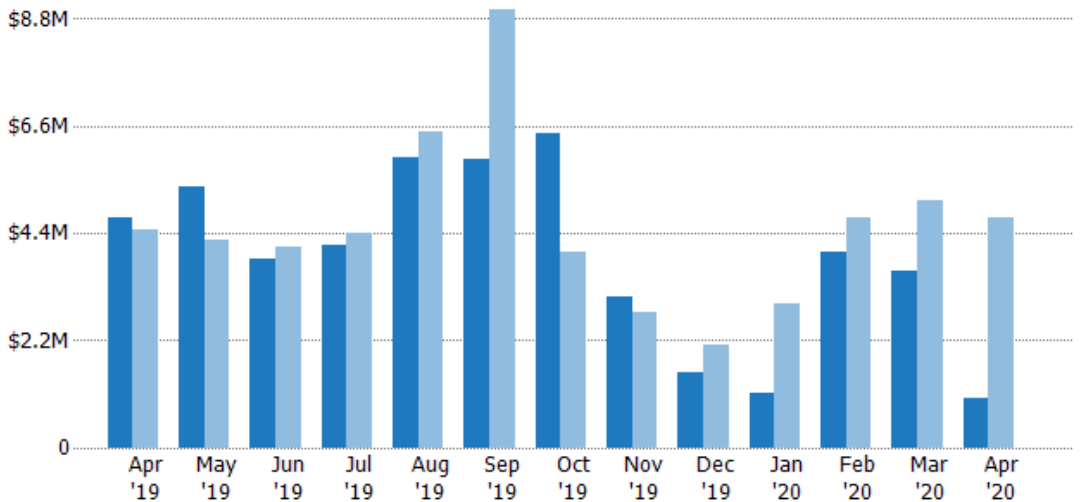
## Pending Sales Volume

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.
Apr '20	\$1.02M	-78.5%
Apr '19	\$4.73M	6.1%
Apr '18	\$4.46M	-61.9%



Current Year	\$4.73M	\$5.37M	\$3.88M	\$4.17M	\$5.97M	\$5.92M	\$6.45M	\$3.1M	\$1.53M	\$1.11M	\$4M	\$3.63M	\$1.02M
Prior Year	\$4.46M	\$4.26M	\$4.13M	\$4.41M	\$6.47M	\$8.99M	\$4M	\$2.78M	\$2.11M	\$2.96M	\$4.72M	\$5.07M	\$4.73M
Percent Change from Prior Year	6%	26%	-6%	-5%	-8%	-34%	61%	11%	-27%	-63%	-15%	-28%	-78%

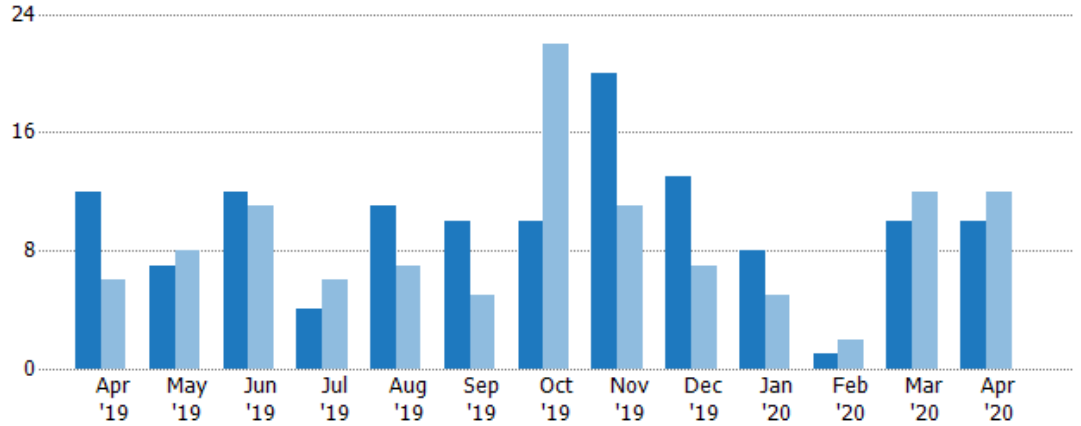
## Closed Sales

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.
Apr '20	10	-16.7%
Apr '19	12	100%
Apr '18	6	150%



Current Year	12	7	12	4	11	10	10	20	13	8	1	10	10
Prior Year	6	8	11	6	7	5	22	11	7	5	2	12	12
Percent Change from Prior Year	100%	-13%	9%	-33%	57%	100%	-55%	82%	86%	60%	-50%	-17%	-17%

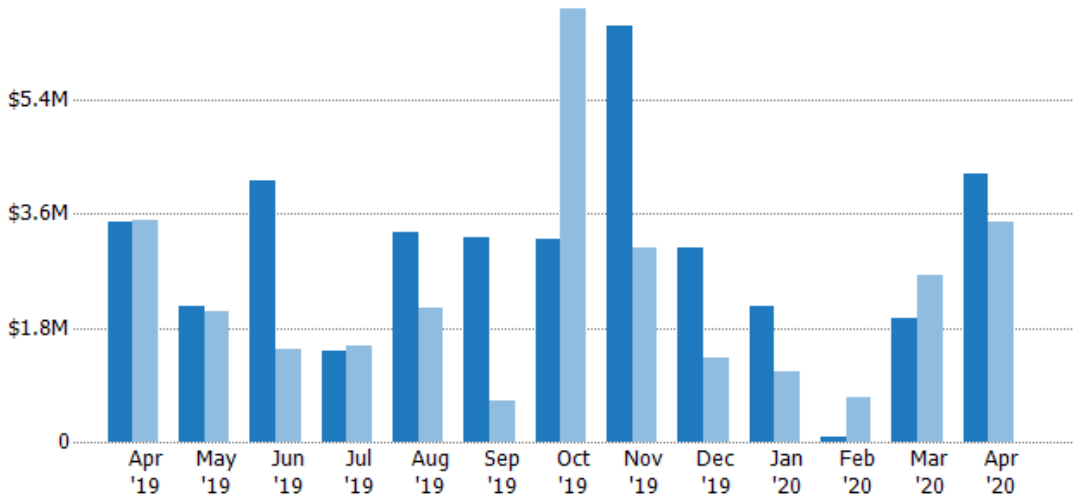
## Closed Sales Volume

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.
Apr '20	\$4.24M	22.6%
Apr '19	\$3.46M	-1.3%
Apr '18	\$3.51M	-18.2%



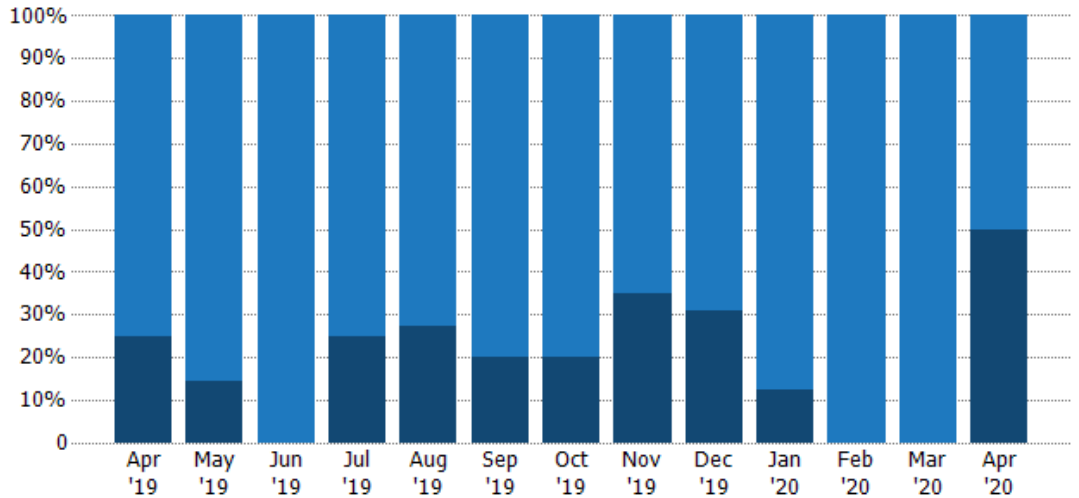
Current Year	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.31M	\$3.22M	\$3.19M	\$6.57M	\$3.06M	\$2.15M	\$65K	\$1.94M	\$4.24M
Prior Year	\$3.51M	\$2.06M	\$1.46M	\$1.52M	\$2.1M	\$656K	\$6.83M	\$3.08M	\$1.31M	\$1.11M	\$710K	\$2.62M	\$3.46M
Percent Change from Prior Year	-1%	4%	183%	-6%	57%	391%	-53%	114%	133%	94%	-91%	-26%	23%

## 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%	86%	100%	75%	73%	80%	80%	65%	69%	88%	100%	100%	50%
Single Family Residence	25%	14%	-	25%	27%	20%	20%	35%	31%	13%	-	-	50%

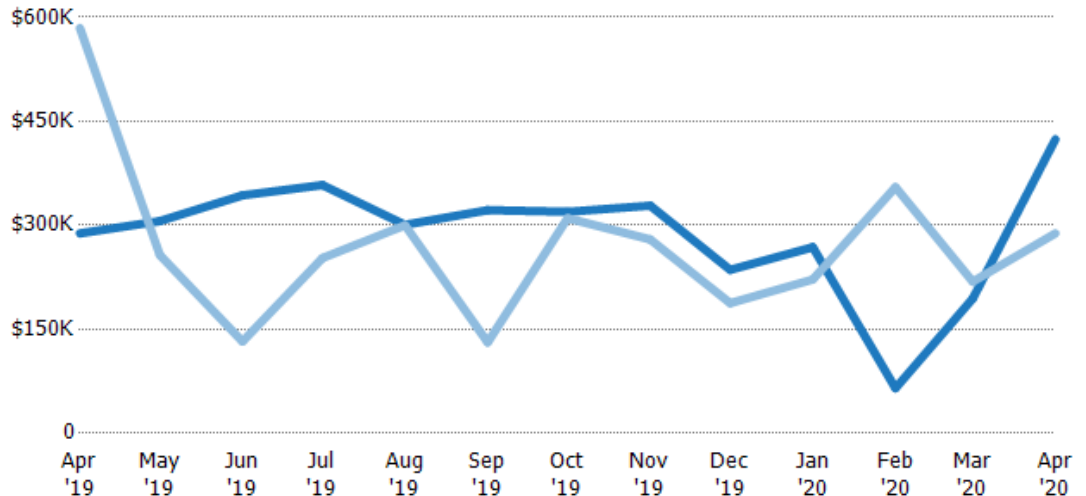
## Average Sales Price

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.
Apr '20	\$424K	47.1%
Apr '19	\$288K	-50.7%
Apr '18	\$585K	-67.3%



Current Year	\$288K	\$306K	\$343K	\$358K	\$301K	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K
Prior Year	\$585K	\$257K	\$132K	\$253K	\$300K	\$131K	\$310K	\$280K	\$188K	\$222K	\$355K	\$219K	\$288K
Percent Change from Prior Year	-51%	19%	159%	42%	0%	145%	3%	17%	26%	21%	-82%	-11%	47%

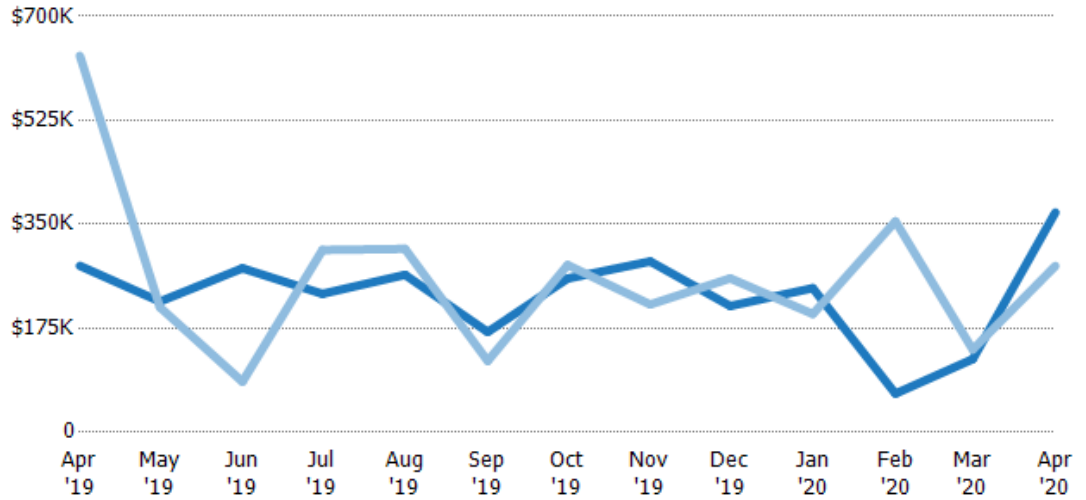
## Median Sales Price

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.
Apr '20	\$370K	32.1%
Apr '19	\$280K	-55.8%
Apr '18	\$634K	-69.4%



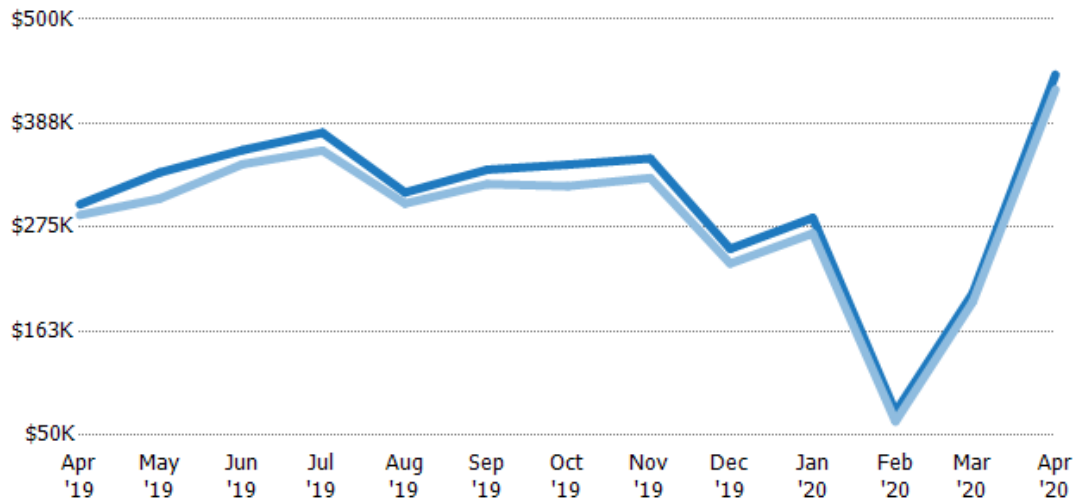
Current Year	\$280K	\$220K	\$276K	\$233K	\$265K	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K
Prior Year	\$634K	\$211K	\$85K	\$307K	\$309K	\$120K	\$282K	\$215K	\$259K	\$199K	\$355K	\$139K	\$280K
Percent Change from Prior Year	-56%	5%	225%	-24%	-14%	41%	-8%	34%	-18%	22%	-82%	-12%	32%

## 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



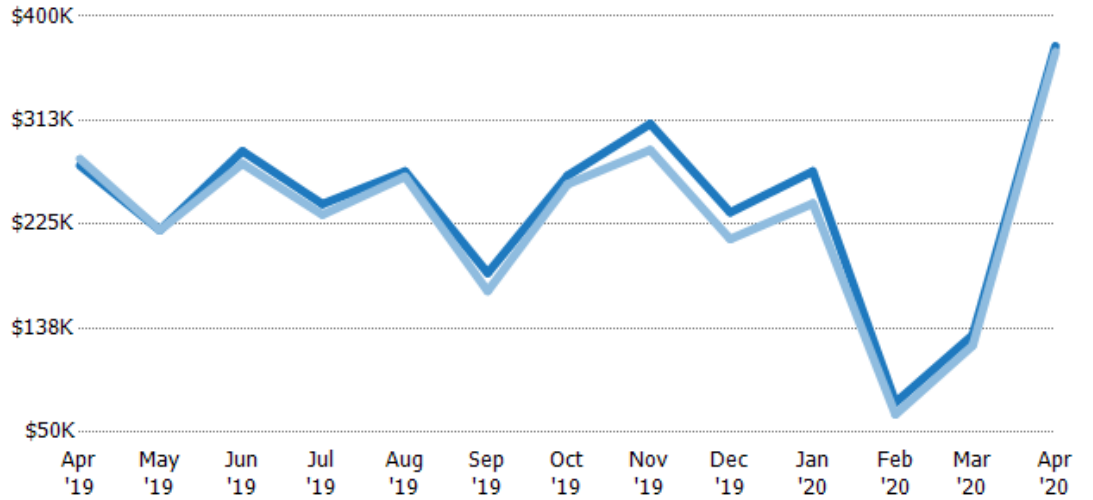
Avg List Price	\$300K	\$334K	\$358K	\$377K	\$313K	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K
Avg Sales Price	\$288K	\$306K	\$343K	\$358K	\$301K	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K
Avg Sales Price as a % of Avg List Price	96%	92%	96%	95%	96%	95%	93%	94%	94%	94%	87%	95%	96%

## 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



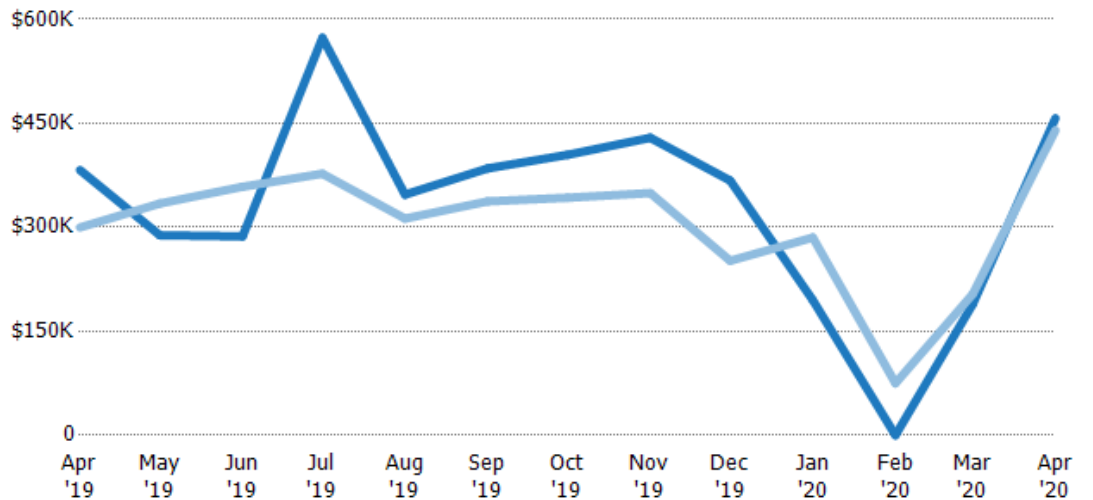
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median List Price	\$274K	\$220K	\$287K	\$242K	\$270K	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K
Median Sales Price	\$280K	\$220K	\$276K	\$233K	\$265K	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K
Med Sales Price as a % of Med List Price	102%	100%	96%	96%	98%	92%	97%	93%	90%	90%	87%	93%	99%

## 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



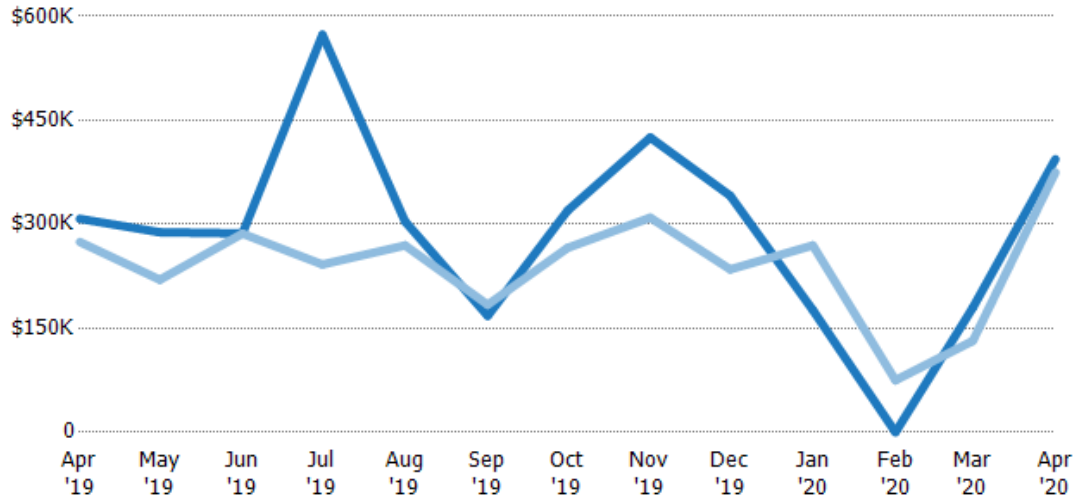
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$383K	\$288K	\$287K	\$573K	\$347K	\$385K	\$405K	\$429K	\$367K	\$195K	\$0	\$189K	\$457K
Avg Sales Price	\$300K	\$334K	\$358K	\$377K	\$313K	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K
Avg Sales Price as a % of Avg Est Value	78%	116%	125%	66%	90%	88%	85%	81%	69%	146%	100%	108%	96%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Median Est Value	\$308K	\$288K	\$287K	\$573K	\$304K	\$168K	\$320K	\$425K	\$341K	\$176K	\$0	\$180K	\$394K
Median Sales Price	\$274K	\$220K	\$287K	\$242K	\$270K	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K
Med Sales Price as a % of Med Est Value	89%	76%	100%	42%	89%	110%	83%	73%	69%	153%	100%	73%	95%