

Summary of Key Listing and Sales Metrics

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

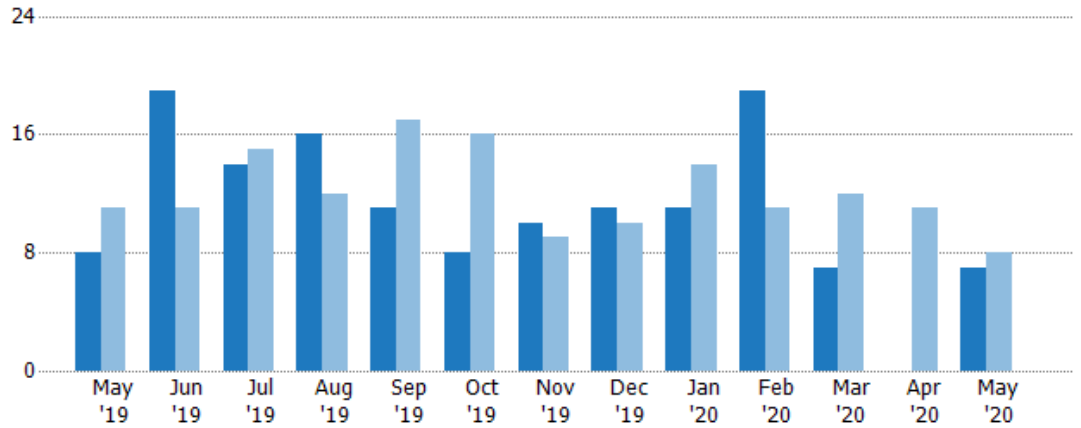
Key Metrics	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	8	-12.5%	44	56	-21.4%
New Listing Volume	\$3,252,000	\$3,481,800	-6.6%	\$16,153,000	\$17,788,650	-9.2%
Active Listing Count	55	77	-28.6%	N/A	N/A	
Active Listing Volume	\$22,874,300	\$30,644,800	-25.4%	N/A	N/A	
Average Listing Price	\$415,896	\$397,984	+4.5%	\$411,079	\$392,877	+4.6%
Median Listing Price	\$300,000	\$350,000	-14.3%	\$309,029	\$331,615	-6.8%
Median Days in RPR	157	187	-16%	139.66	173.26	-19.4%
Months of Inventory	5.5	6.4	-14.3%	8.5	13.2	-35.4%
Absorption Rate	18.18%	15.58%	+2.6%	11.76%	7.6%	+4.2%
Sales Activity Charts Metrics						
New Pending Sales Count	9	9	+/-	41	50	-18%
New Pending Sales Volume	\$3,853,800	\$2,981,900	+29.2%	\$15,366,800	\$14,263,050	+7.7%
Pending Sales Count	7	16	-56.3%	N/A	N/A	
Pending Sales Volume	\$2,793,900	\$5,373,250	-48%	N/A	N/A	
Closed Sales Count	2	7	-71.4%	31	38	-18.4%
Closed Sales Volume	\$940,000	\$2,142,000	-56.1%	\$9,334,500	\$10,045,056	-7.1%
Average Sales Price	\$470,000	\$306,000	+53.6%	\$301,113	\$264,344	+13.9%
Median Sales Price	\$470,000	\$220,000	+113.6%	\$254,032	\$217,711	+16.7%

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



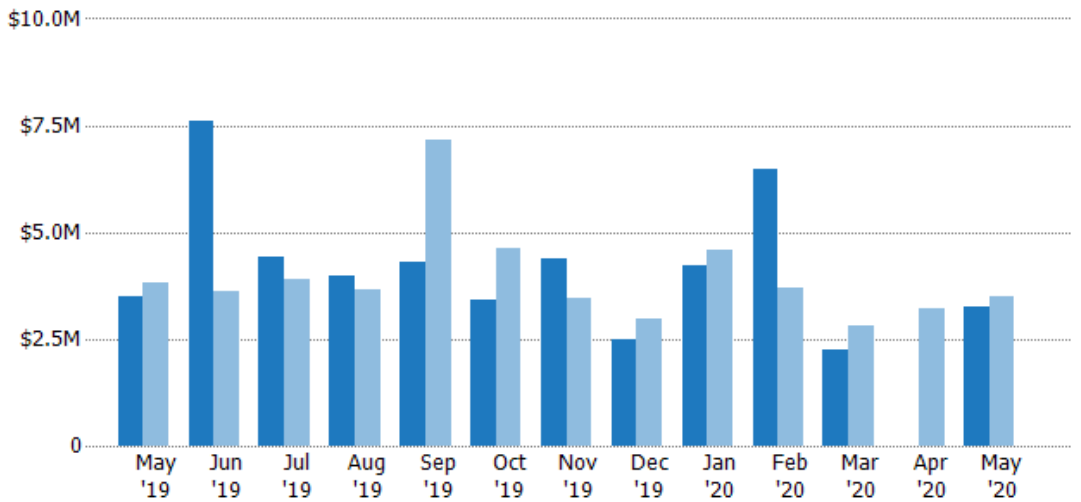
Current Year	8	19	14	16	11	8	10	11	11	19	7	-	7
Prior Year	11	11	15	12	17	16	9	10	14	11	12	11	8
Percent Change from Prior Year	-27%	73%	-7%	33%	-35%	-50%	11%	10%	-21%	73%	-42%	-100%	-13%

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



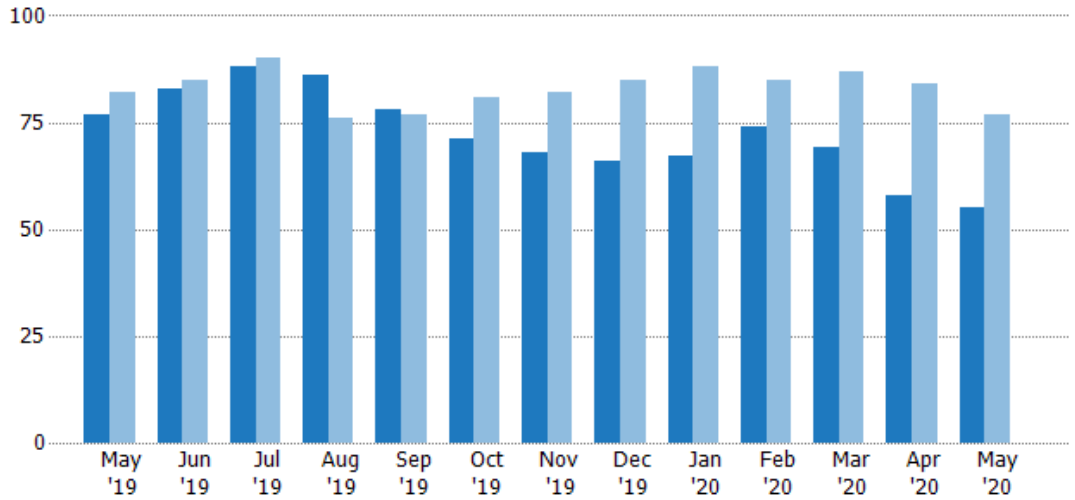
Current Year	\$3.48M	\$7.59M	\$4.42M	\$3.97M	\$4.3M	\$3.4M	\$4.4M	\$2.49M	\$4.2M	\$6.47M	\$2.23M	-	\$3.25M
Prior Year	\$3.83M	\$3.63M	\$3.89M	\$3.65M	\$7.17M	\$4.63M	\$3.44M	\$2.98M	\$4.57M	\$3.71M	\$2.81M	\$3.22M	\$3.48M
Percent Change from Prior Year	-9%	109%	14%	9%	-40%	-26%	28%	-16%	-8%	74%	-21%	-100%	-7%

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.
May '20	55	-28.6%
May '19	77	-6.1%
May '18	82	4.9%

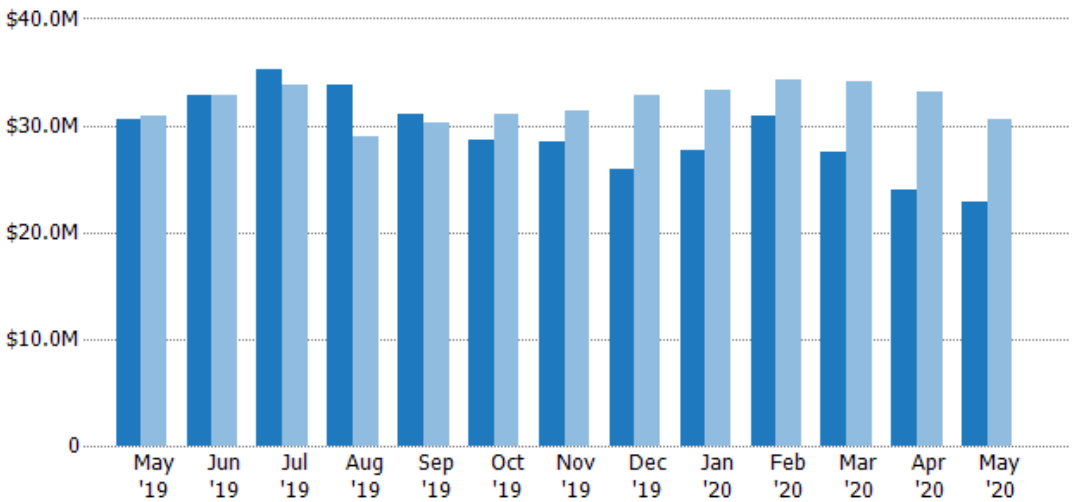
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	77	83	88	86	78	71	68	66	67	74	69	58	55
Prior Year	82	85	90	76	77	81	82	85	88	85	87	84	77
Percent Change from Prior Year	-6%	-2%	-2%	13%	1%	-12%	-17%	-22%	-24%	-13%	-21%	-31%	-29%

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.
May '20	\$22.9M	-25.4%
May '19	\$30.6M	-0.9%
May '18	\$30.9M	-15.8%

	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$30.6M	\$32.8M	\$35.2M	\$33.8M	\$31M	\$28.7M	\$28.5M	\$26M	\$27.6M	\$30.8M	\$27.5M	\$24M	\$22.9M
Prior Year	\$30.9M	\$32.8M	\$33.8M	\$29M	\$30.3M	\$31M	\$31.4M	\$32.8M	\$33.3M	\$34.2M	\$34.1M	\$33.2M	\$30.6M
Percent Change from Prior Year	-1%	0%	4%	16%	2%	-7%	-9%	-21%	-17%	-10%	-19%	-28%	-25%

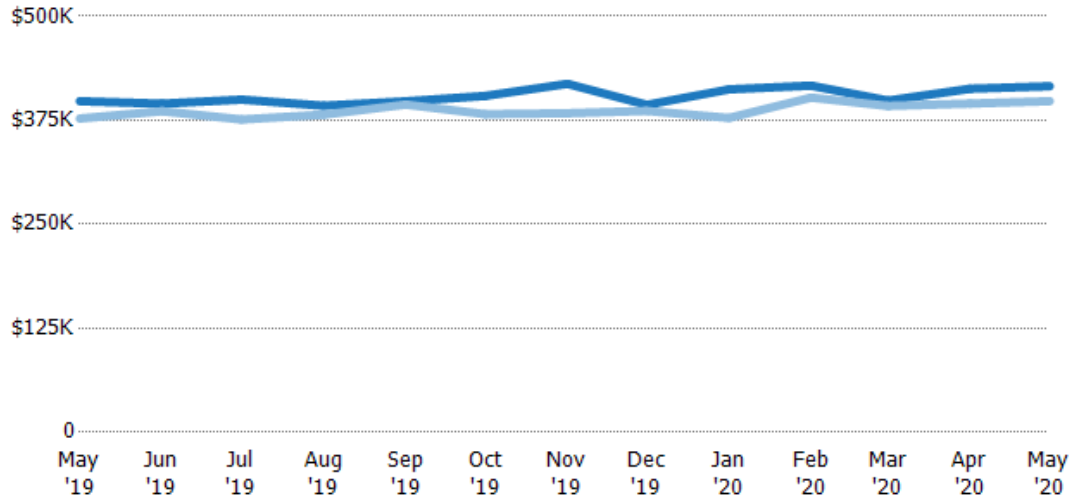
Average Listing Price

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.
May '20	\$416K	4.5%
May '19	\$398K	5.5%
May '18	\$377K	-19.8%



Current Year	\$398K	\$395K	\$400K	\$392K	\$398K	\$404K	\$419K	\$394K	\$412K	\$417K	\$399K	\$413K	\$416K
Prior Year	\$377K	\$386K	\$376K	\$382K	\$394K	\$382K	\$383K	\$386K	\$378K	\$402K	\$392K	\$395K	\$398K
Percent Change from Prior Year	6%	2%	6%	3%	1%	6%	9%	2%	9%	4%	2%	5%	5%

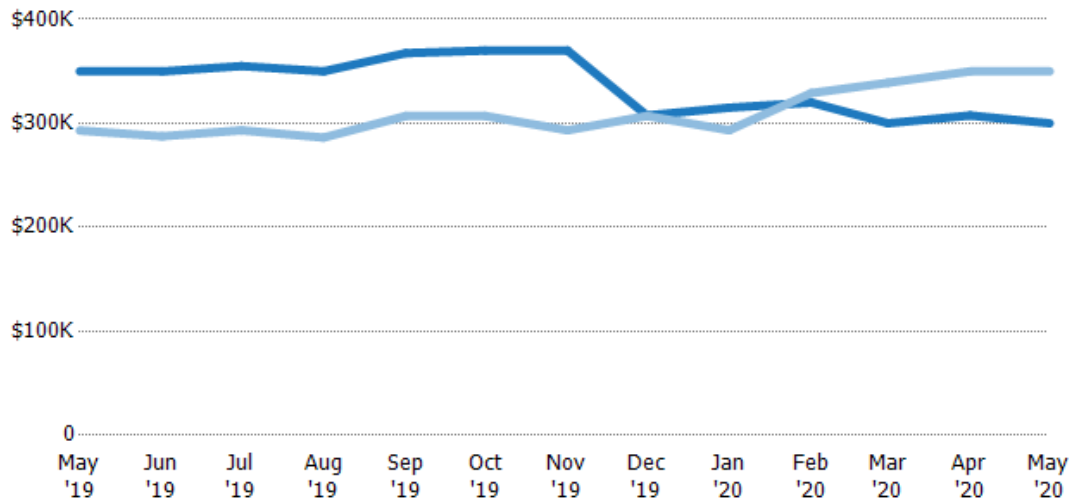
Median Listing Price

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.
May '20	\$300K	-14.3%
May '19	\$350K	19.5%
May '18	\$293K	-36%



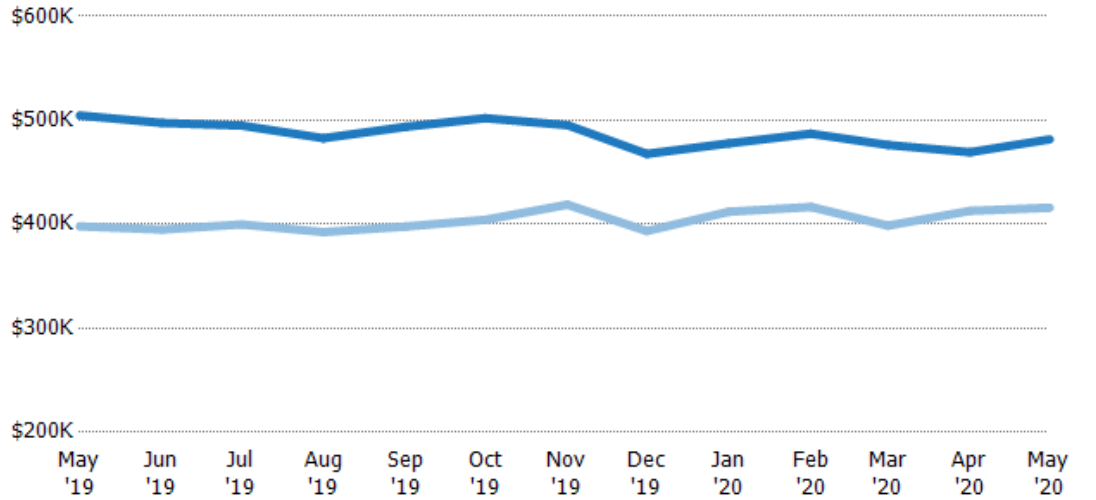
Current Year	\$350K	\$350K	\$355K	\$350K	\$367K	\$370K	\$370K	\$308K	\$315K	\$320K	\$300K	\$308K	\$300K
Prior Year	\$293K	\$288K	\$293K	\$286K	\$307K	\$307K	\$293K	\$307K	\$293K	\$329K	\$339K	\$350K	\$350K
Percent Change from Prior Year	19%	22%	21%	22%	20%	20%	26%	0%	7%	-3%	-12%	-12%	-14%

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



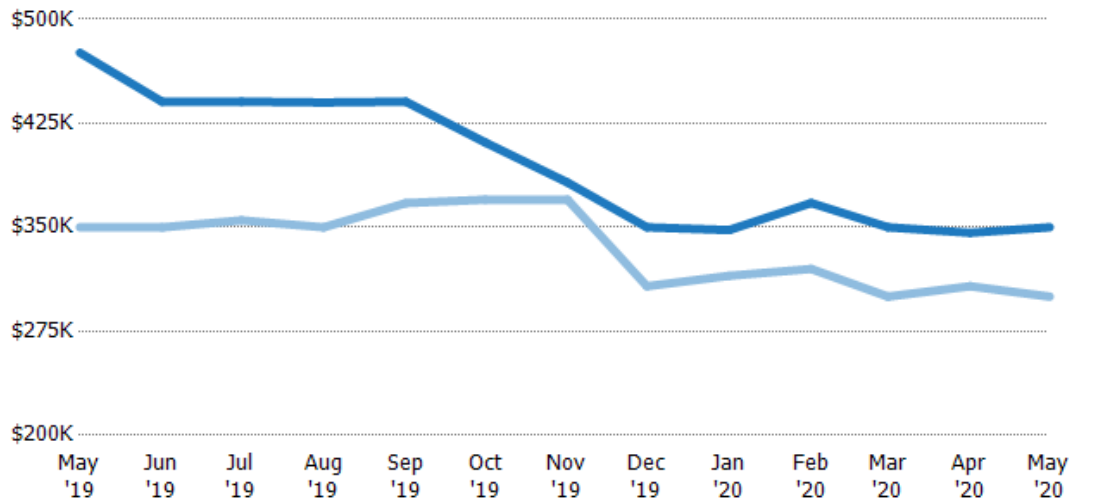
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Avg Est Value	\$505K	\$497K	\$495K	\$483K	\$494K	\$502K	\$495K	\$468K	\$478K	\$487K	\$476K	\$469K	\$482K
Avg Listing Price	\$398K	\$395K	\$400K	\$392K	\$398K	\$404K	\$419K	\$394K	\$412K	\$417K	\$399K	\$413K	\$416K
Avg Listing Price as a % of Avg Est Value	79%	79%	81%	81%	81%	81%	85%	84%	86%	86%	84%	88%	86%

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Median Est Value	\$476K	\$441K	\$441K	\$440K	\$441K	\$411K	\$382K	\$350K	\$348K	\$368K	\$350K	\$346K	\$350K
Median Listing Price	\$350K	\$350K	\$355K	\$350K	\$367K	\$370K	\$370K	\$308K	\$315K	\$320K	\$300K	\$308K	\$300K
Med Listing Price as a % of Med Est Value	74%	79%	81%	80%	83%	90%	97%	88%	91%	87%	86%	89%	86%

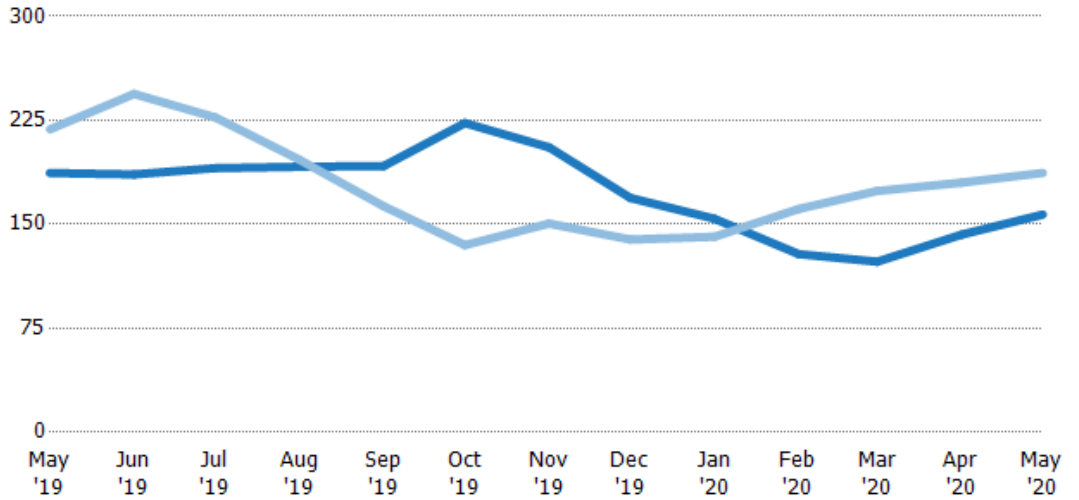
Median Days in RPR

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.
May '20	157	-16%
May '19	187	-14.4%
May '18	219	-56.5%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	187	186	191	192	192	223	206	169	154	129	123	143	157
Prior Year	219	244	227	197	163	135	151	139	141	161	174	180	187
Percent Change from Prior Year	-14%	-24%	-16%	-3%	18%	65%	37%	22%	9%	-20%	-29%	-21%	-16%

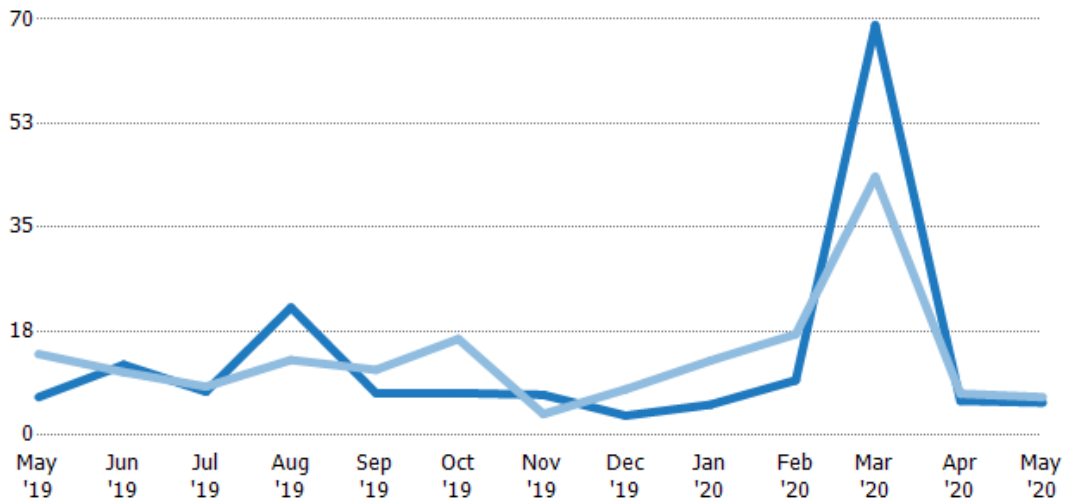
Months of Inventory

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.
May '20	5.5	-14.3%
May '19	6.42	-53%
May '18	13.7	-47.6%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	6.42	11.9	7.33	21.5	7.09	7.1	6.8	3.3	5.15	9.25	69	5.8	5.5
Prior Year	13.7	10.6	8.18	12.7	11	16.2	3.57	7.73	12.6	17	43.5	7	6.42
Percent Change from Prior Year	-53%	12%	-10%	70%	-36%	-56%	91%	-57%	-59%	-46%	59%	-17%	-14%

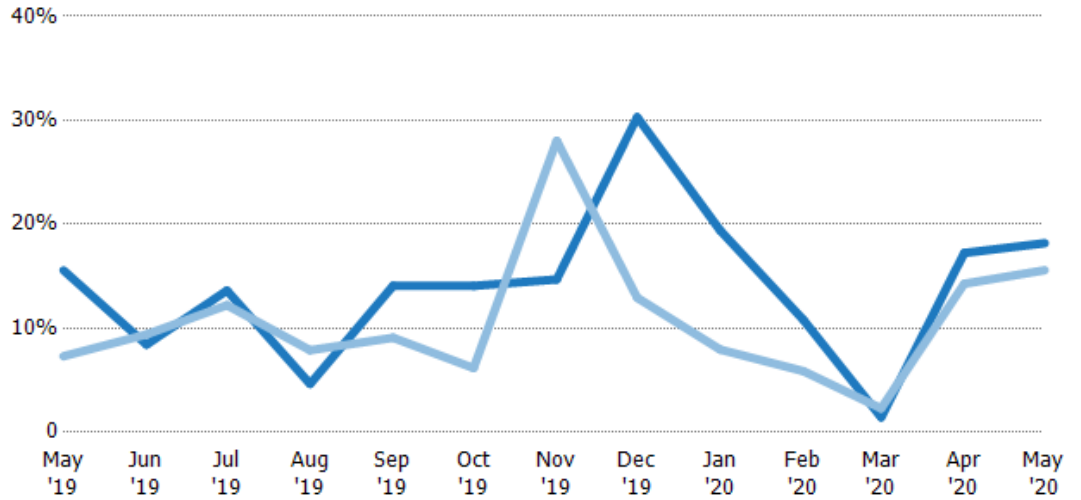
Absorption Rate

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.
May '20	18%	-2.6%
May '19	16%	-8.3%
May '18	7%	90.8%



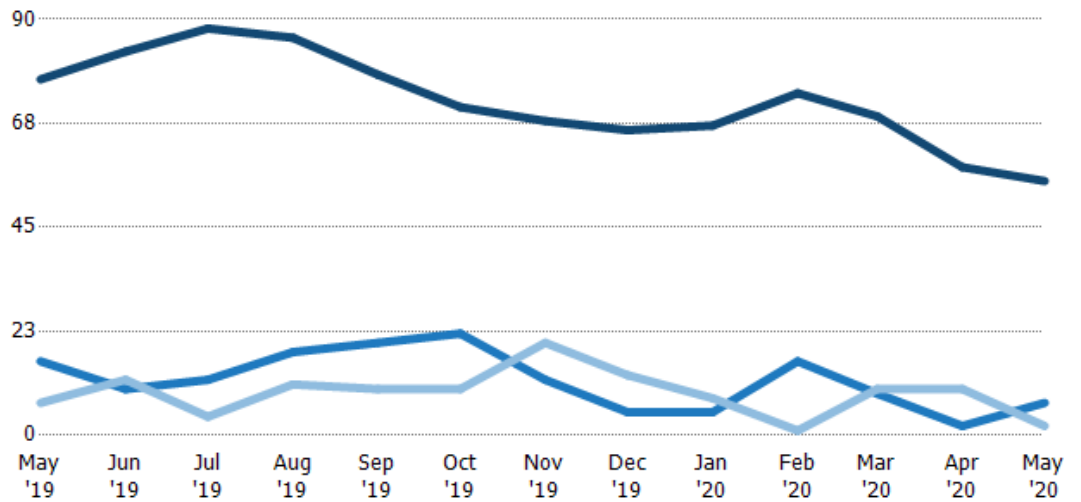
Current Year	16%	8%	14%	5%	14%	14%	15%	30%	19%	11%	1%	17%	18%
Prior Year	7%	9%	12%	8%	9%	6%	28%	13%	8%	6%	2%	14%	16%
Change from Prior Year	-8%	1%	-1%	3%	-5%	-8%	13%	-17%	-11%	-5%	1%	-3%	-3%

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	77	83	88	86	78	71	68	66	67	74	69	58	55
Pending	16	10	12	18	20	22	12	5	5	16	9	2	7
Sold	7	12	4	11	10	10	20	13	8	1	10	10	2

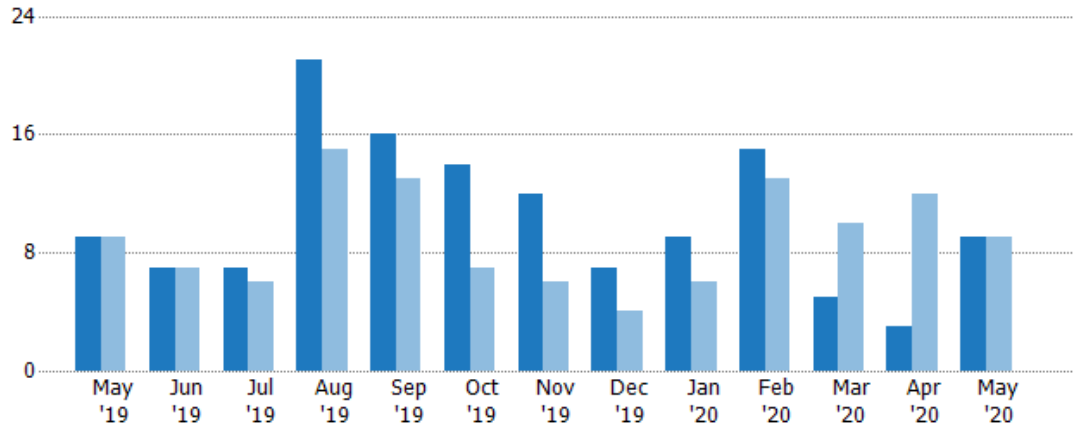
New Pending Sales

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.
May '20	9	0%
May '19	9	0%
May '18	9	44.4%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	9	7	7	21	16	14	12	7	9	15	5	3	9
Prior Year	9	7	6	15	13	7	6	4	6	13	10	12	9
Percent Change from Prior Year	0%	0%	17%	40%	23%	100%	100%	75%	50%	15%	-50%	-75%	0%

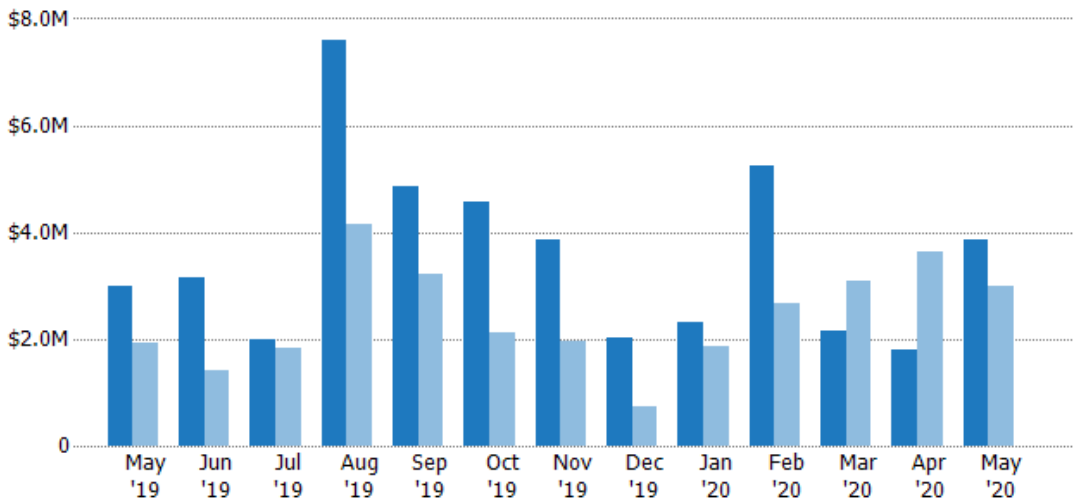
New Pending Sales Volume

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.
May '20	\$3.85M	29.2%
May '19	\$2.98M	55.1%
May '18	\$1.92M	30.4%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$2.98M	\$3.16M	\$1.98M	\$7.59M	\$4.86M	\$4.58M	\$3.85M	\$2.03M	\$2.32M	\$5.25M	\$2.15M	\$1.79M	\$3.85M
Prior Year	\$1.92M	\$1.43M	\$1.82M	\$4.16M	\$3.22M	\$2.12M	\$1.95M	\$746K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M
Percent Change from Prior Year	55%	121%	9%	82%	51%	116%	97%	172%	25%	96%	-31%	-51%	29%

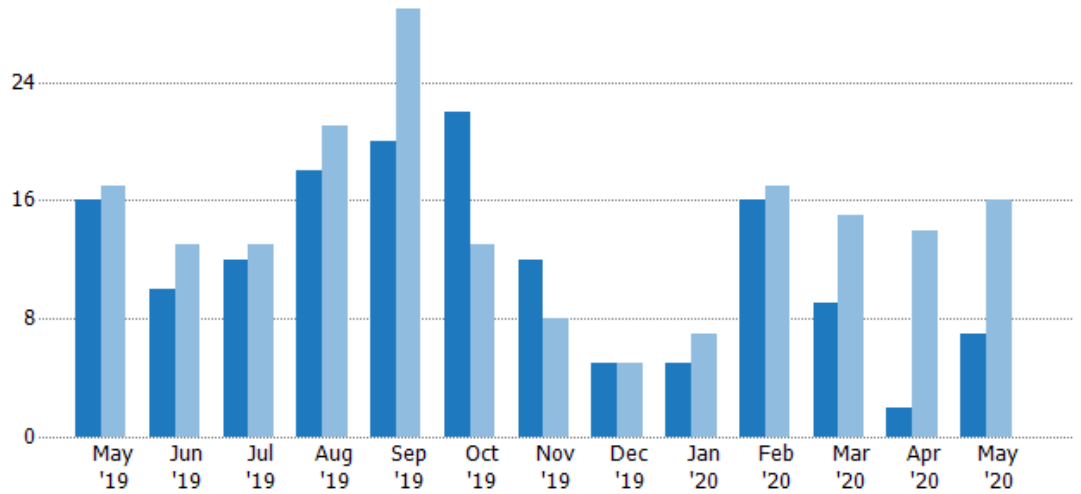
Pending Sales

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.
May '20	7	-56.3%
May '19	16	-5.9%
May '18	17	-5.9%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	16	10	12	18	20	22	12	5	5	16	9	2	7
Prior Year	17	13	13	21	29	13	8	5	7	17	15	14	16
Percent Change from Prior Year	-6%	-23%	-8%	-14%	-31%	69%	50%	0%	-29%	-6%	-40%	-86%	-56%

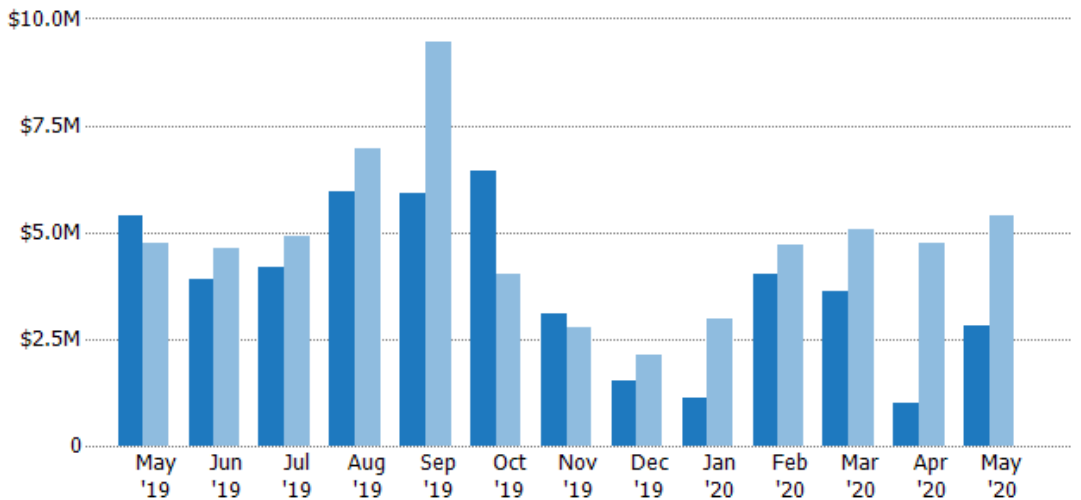
Pending Sales Volume

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.
May '20	\$2.79M	-48%
May '19	\$5.37M	13.4%
May '18	\$4.74M	-34%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$5.37M	\$3.88M	\$4.17M	\$5.97M	\$5.92M	\$6.45M	\$3.1M	\$1.53M	\$1.11M	\$4M	\$3.63M	\$1.02M	\$2.79M
Prior Year	\$4.74M	\$4.61M	\$4.89M	\$6.95M	\$9.47M	\$4M	\$2.78M	\$2.11M	\$2.96M	\$4.72M	\$5.07M	\$4.73M	\$5.37M
Percent Change from Prior Year	13%	-16%	-15%	-14%	-37%	61%	11%	-27%	-63%	-15%	-28%	-78%	-48%

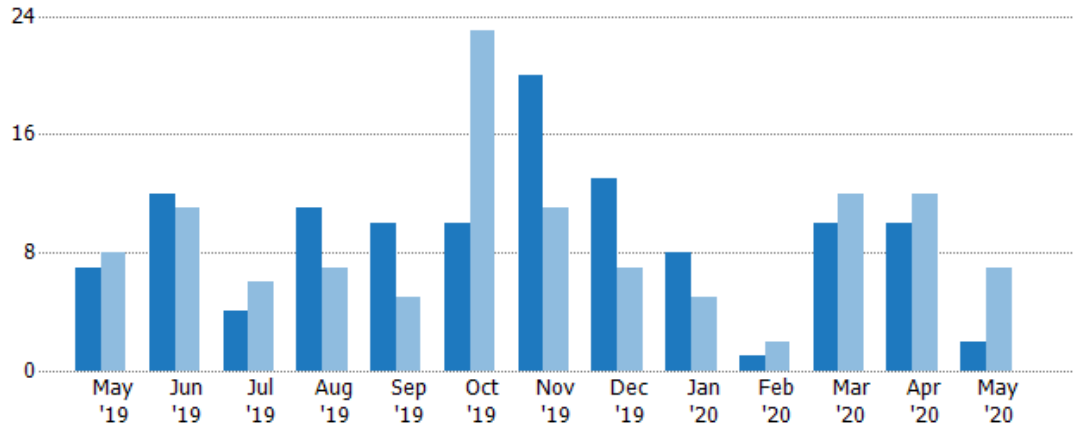
Closed Sales

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.
May '20	2	-71.4%
May '19	7	-12.5%
May '18	8	-25%



Current Year	7	12	4	11	10	10	20	13	8	1	10	10	2
Prior Year	8	11	6	7	5	23	11	7	5	2	12	12	7
Percent Change from Prior Year	-13%	9%	-33%	57%	100%	-57%	82%	86%	60%	-50%	-17%	-17%	-71%

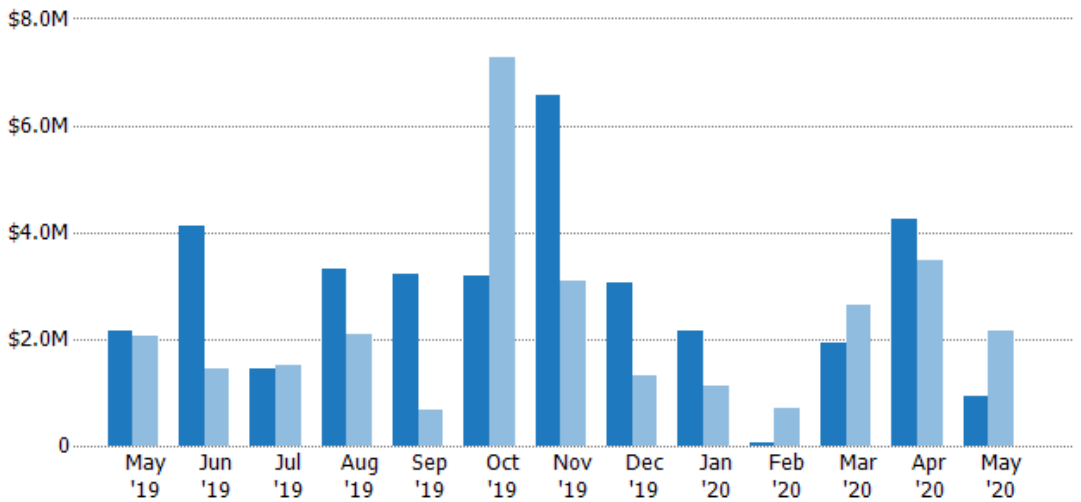
Closed Sales Volume

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.
May '20	\$940K	-56.1%
May '19	\$2.14M	4.1%
May '18	\$2.06M	-62.1%



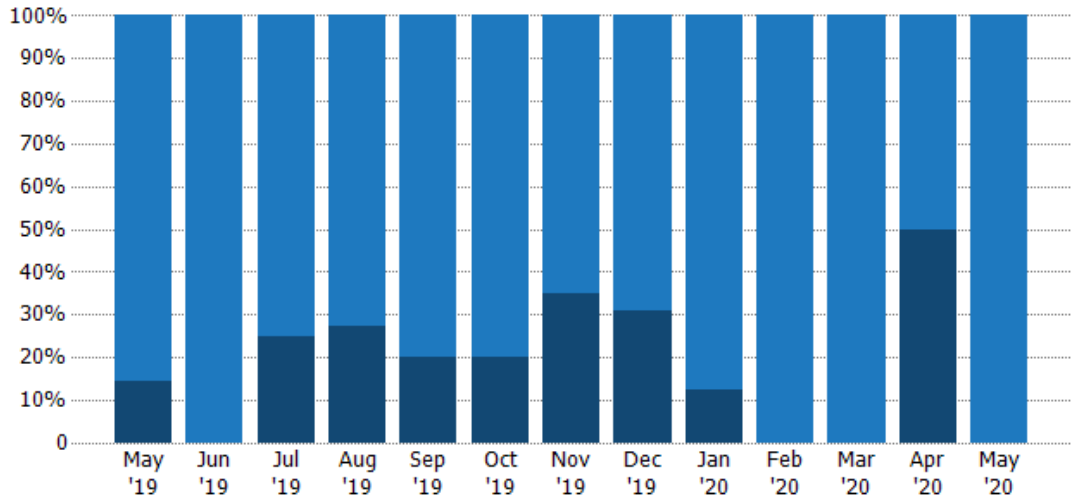
Current Year	\$2.14M	\$4.12M	\$1.43M	\$3.31M	\$3.22M	\$3.19M	\$6.57M	\$3.06M	\$2.15M	\$65K	\$1.94M	\$4.24M	\$940K
Prior Year	\$2.06M	\$1.46M	\$1.52M	\$2.1M	\$656K	\$7.28M	\$3.08M	\$1.31M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M
Percent Change from Prior Year	4%	183%	-6%	57%	391%	-56%	114%	133%	94%	-91%	-26%	23%	-56%

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



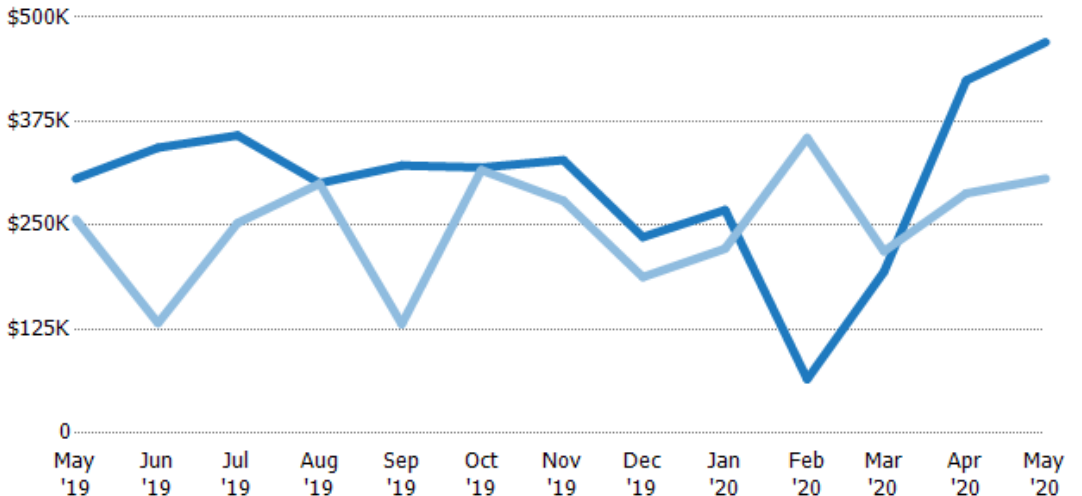
Condo/Townhouse	86%	100%	75%	73%	80%	80%	65%	69%	88%	100%	100%	50%	100%
Single Family Residence	14%	-	25%	27%	20%	20%	35%	31%	13%	-	-	50%	-

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



Current Year	\$306K	\$343K	\$358K	\$301K	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K
Prior Year	\$257K	\$132K	\$253K	\$300K	\$131K	\$316K	\$280K	\$188K	\$222K	\$355K	\$219K	\$288K	\$306K
Percent Change from Prior Year	19%	159%	42%	0%	145%	1%	17%	26%	21%	-82%	-11%	47%	54%

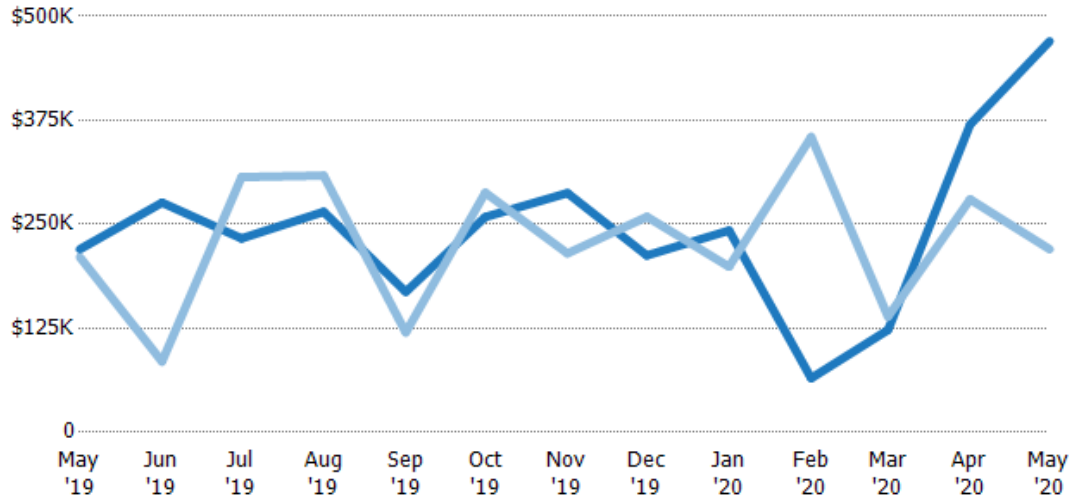
Median Sales Price

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.
May '20	\$470K	113.6%
May '19	\$220K	4.5%
May '18	\$211K	-51.1%



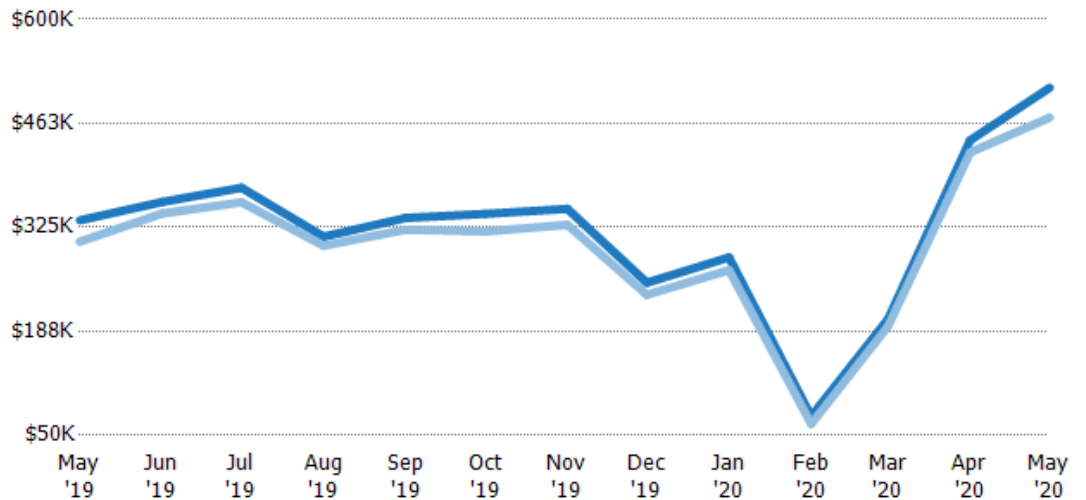
Current Year	\$220K	\$276K	\$233K	\$265K	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K
Prior Year	\$211K	\$85K	\$307K	\$309K	\$120K	\$288K	\$215K	\$259K	\$199K	\$355K	\$139K	\$280K	\$220K
Percent Change from Prior Year	5%	225%	-24%	-14%	41%	-10%	34%	-18%	22%	-82%	-12%	32%	114%

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



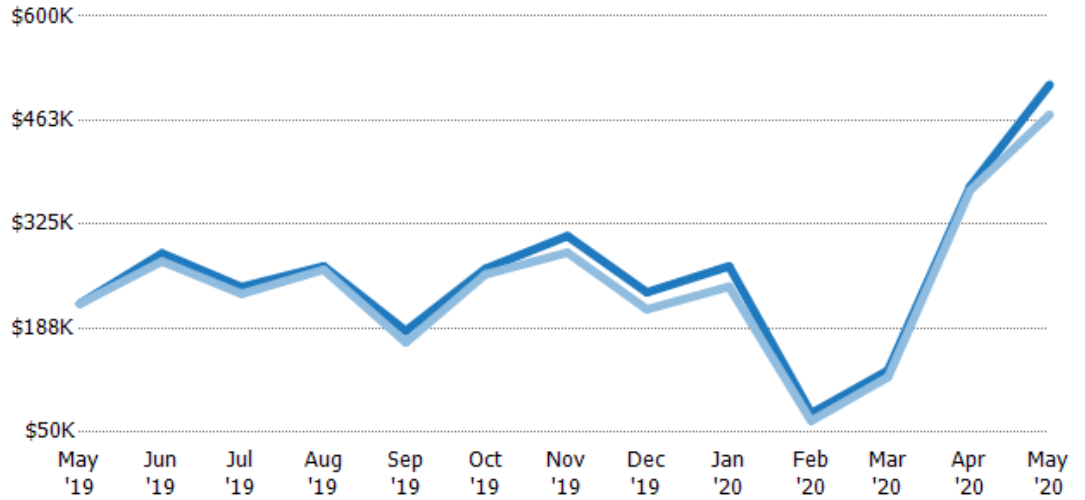
Avg List Price	\$334K	\$358K	\$377K	\$313K	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K
Avg Sales Price	\$306K	\$343K	\$358K	\$301K	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K
Avg Sales Price as a % of Avg List Price	92%	96%	95%	96%	95%	93%	94%	94%	94%	87%	95%	96%	92%

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



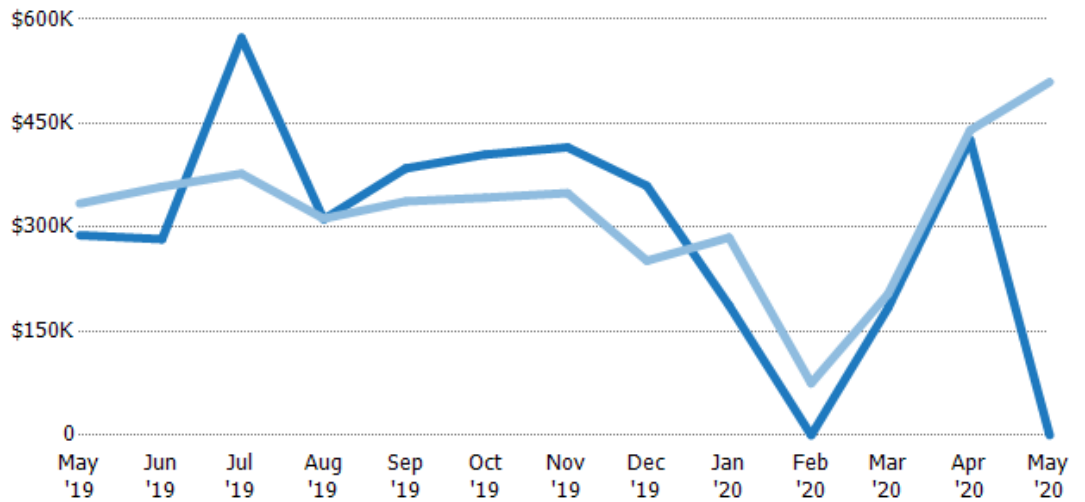
Median List Price	\$220K	\$287K	\$242K	\$270K	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K
Median Sales Price	\$220K	\$276K	\$233K	\$265K	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K
Med Sales Price as a % of Med List Price	100%	96%	96%	98%	92%	97%	93%	90%	90%	87%	93%	99%	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



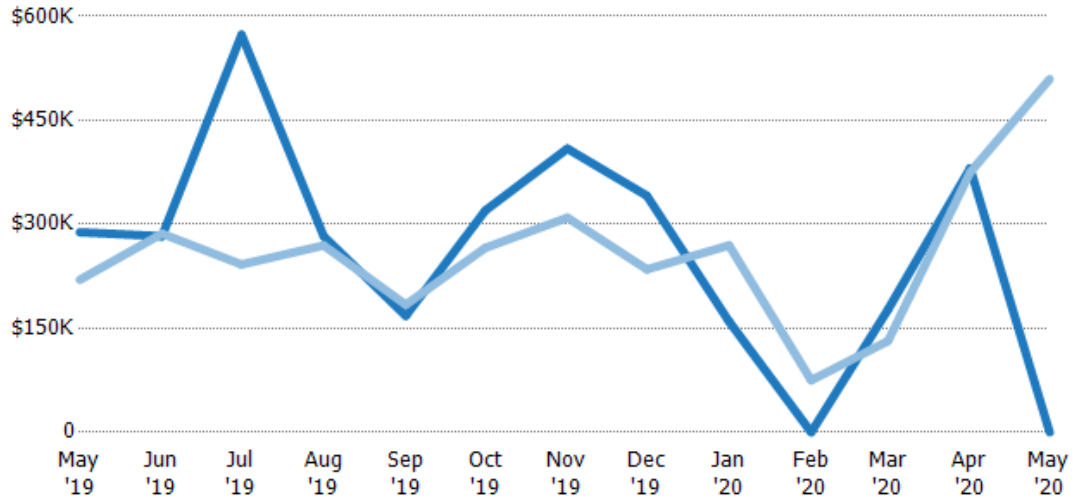
Avg Est Value	\$288K	\$283K	\$573K	\$311K	\$385K	\$405K	\$415K	\$360K	\$187K	\$0	\$184K	\$426K	\$0
Avg Sales Price	\$334K	\$358K	\$377K	\$313K	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K
Avg Sales Price as a % of Avg Est Value	116%	127%	66%	100%	88%	85%	84%	70%	152%	100%	111%	103%	100%

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	\$288K	\$283K	\$573K	\$283K	\$168K	\$320K	\$409K	\$341K	\$160K	\$0	\$177K	\$381K	\$0
Median Sales Price	\$220K	\$287K	\$242K	\$270K	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K
Med Sales Price as a % of Med Est Value	76%	101%	42%	95%	110%	83%	76%	69%	169%	100%	74%	98%	100%