

Summary of Key Listing and Sales Metrics

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

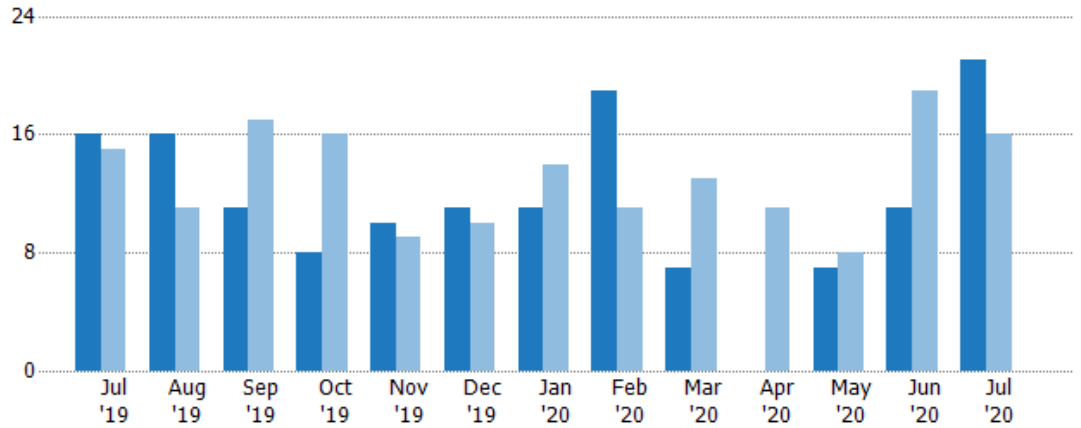
Key Metrics	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	21	16	+31.3%	76	92	-17.4%
New Listing Volume	\$11,715,400	\$4,751,000	+146.6%	\$31,516,400	\$30,448,550	+3.5%
Active Listing Count	42	91	-53.8%	N/A	N/A	
Active Listing Volume	\$19,971,500	\$35,848,800	-44.3%	N/A	N/A	
Average Listing Price	\$475,512	\$393,943	+20.7%	\$409,218	\$392,272	+4.3%
Median Listing Price	\$203,000	\$350,000	-42%	\$286,673	\$337,550	-15.1%
Median Days in RPR	164.5	187	-12%	151.74	179.94	-15.7%
Months of Inventory	42	7.6	+453.8%	8	12.1	-34%
Absorption Rate	2.38%	13.19%	-10.8%	12.53%	8.26%	+4.3%
Sales Activity Charts Metrics						
New Pending Sales Count	27	8	+237.5%	81	65	+24.6%
New Pending Sales Volume	\$12,561,800	\$2,116,000	+493.7%	\$31,208,000	\$19,536,850	+59.7%
Pending Sales Count	31	13	+138.5%	N/A	N/A	
Pending Sales Volume	\$12,473,300	\$4,301,900	+189.9%	N/A	N/A	
Closed Sales Count	14	4	+250%	46	54	-14.8%
Closed Sales Volume	\$5,131,900	\$1,432,000	+258.4%	\$14,676,400	\$15,595,262	-5.9%
Average Sales Price	\$366,564	\$358,000	+2.4%	\$319,052	\$288,801	+10.5%
Median Sales Price	\$310,000	\$233,000	+33%	\$270,109	\$231,796	+16.5%

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



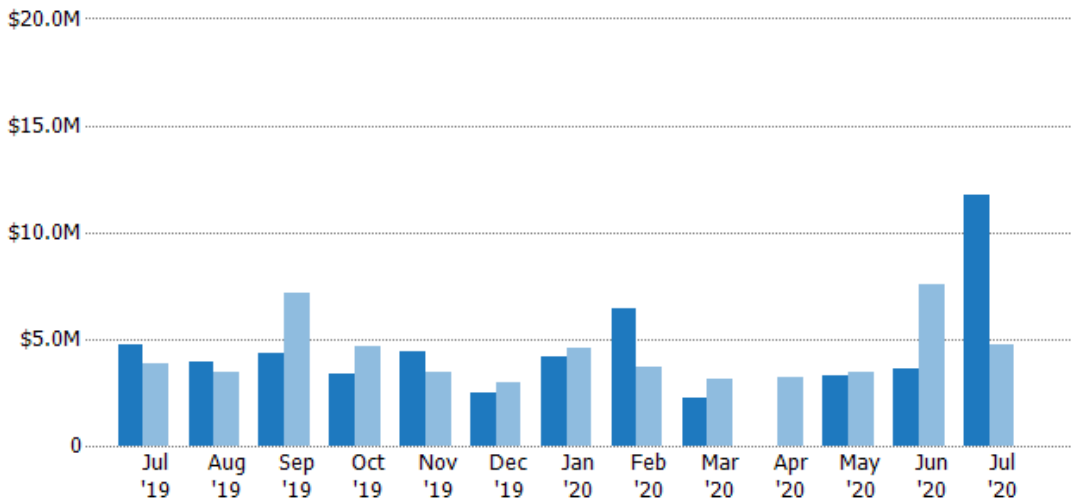
Current Year	16	16	11	8	10	11	11	19	7	-	7	11	21
Prior Year	15	11	17	16	9	10	14	11	13	11	8	19	16
Percent Change from Prior Year	7%	45%	-35%	-50%	11%	10%	-21%	73%	-46%	-100%	-13%	-42%	31%

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



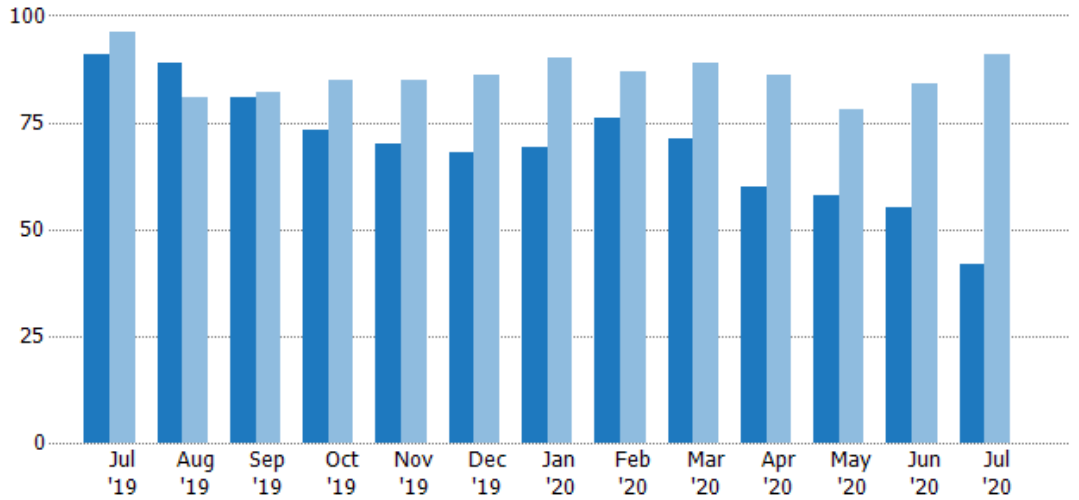
Current Year	\$4.75M	\$3.96M	\$4.3M	\$3.4M	\$4.4M	\$2.49M	\$4.2M	\$6.45M	\$2.23M	-	\$3.27M	\$3.65M	\$11.7M
Prior Year	\$3.89M	\$3.47M	\$7.17M	\$4.63M	\$3.44M	\$2.98M	\$4.57M	\$3.71M	\$3.15M	\$3.22M	\$3.48M	\$7.56M	\$4.75M
Percent Change from Prior Year	22%	14%	-40%	-26%	28%	-16%	-8%	74%	-29%	-100%	-6%	-52%	147%

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.
Jul '20	42	-53.8%
Jul '19	91	-5.2%
Jul '18	96	-5.2%

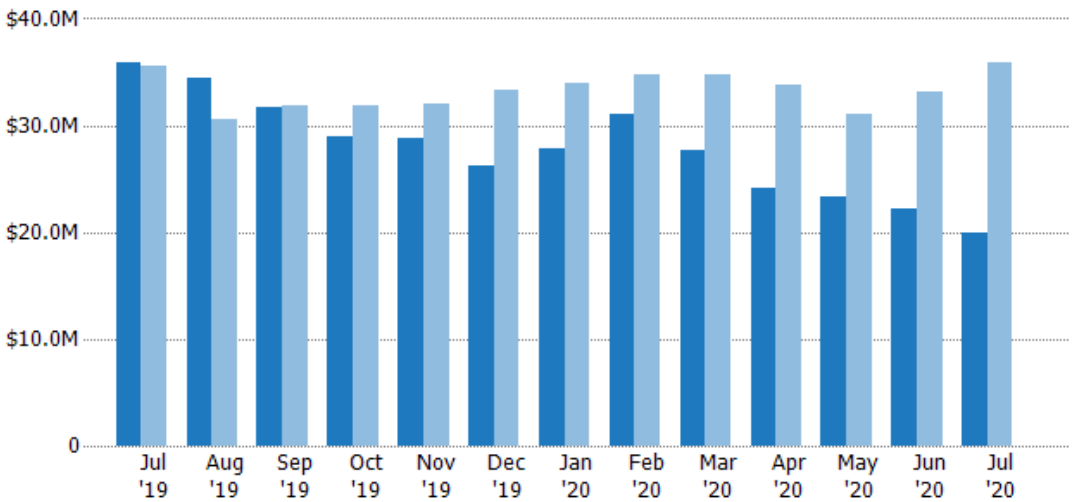
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	91	89	81	73	70	68	69	76	71	60	58	55	42
Prior Year	96	81	82	85	85	86	90	87	89	86	78	84	91
Percent Change from Prior Year	-5%	10%	-1%	-14%	-18%	-21%	-23%	-13%	-20%	-30%	-26%	-35%	-54%

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.
Jul '20	\$20M	-44.3%
Jul '19	\$35.8M	0.9%
Jul '18	\$35.5M	-9%

	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$35.8M	\$34.4M	\$31.7M	\$29M	\$28.7M	\$26.2M	\$27.9M	\$31.1M	\$27.7M	\$24.2M	\$23.3M	\$22.2M	\$20M
Prior Year	\$35.5M	\$30.5M	\$31.8M	\$31.9M	\$32.1M	\$33.2M	\$33.9M	\$34.8M	\$34.8M	\$33.8M	\$31M	\$33.1M	\$35.8M
Percent Change from Prior Year	1%	13%	0%	-9%	-10%	-21%	-18%	-11%	-20%	-28%	-25%	-33%	-44%

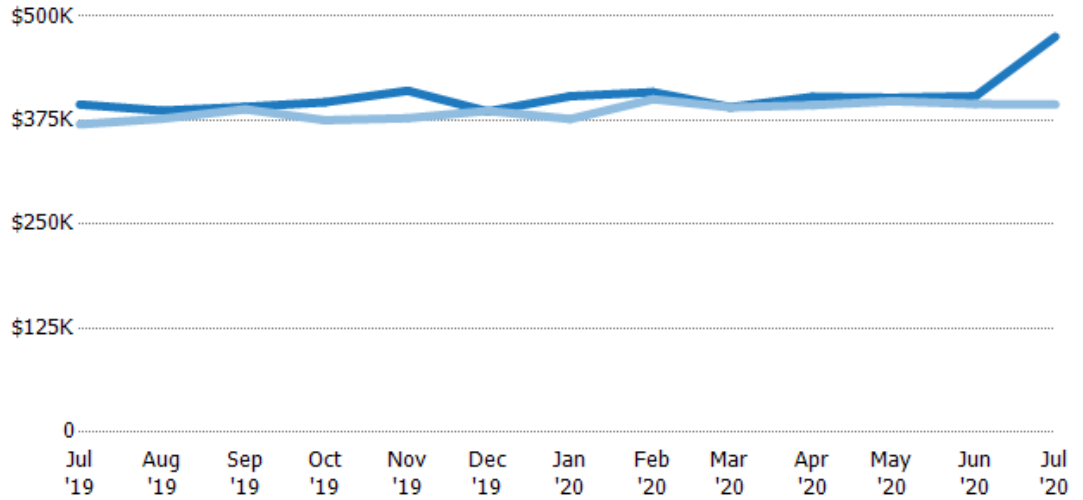
Average Listing Price

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.
Jul '20	\$476K	20.7%
Jul '19	\$394K	6.4%
Jul '18	\$370K	-4%



Current Year	\$394K	\$387K	\$391K	\$397K	\$410K	\$386K	\$404K	\$409K	\$391K	\$403K	\$402K	\$404K	\$476K
Prior Year	\$370K	\$377K	\$388K	\$375K	\$378K	\$386K	\$376K	\$400K	\$391K	\$393K	\$398K	\$395K	\$394K
Percent Change from Prior Year	6%	3%	1%	6%	9%	0%	7%	2%	0%	3%	1%	2%	21%

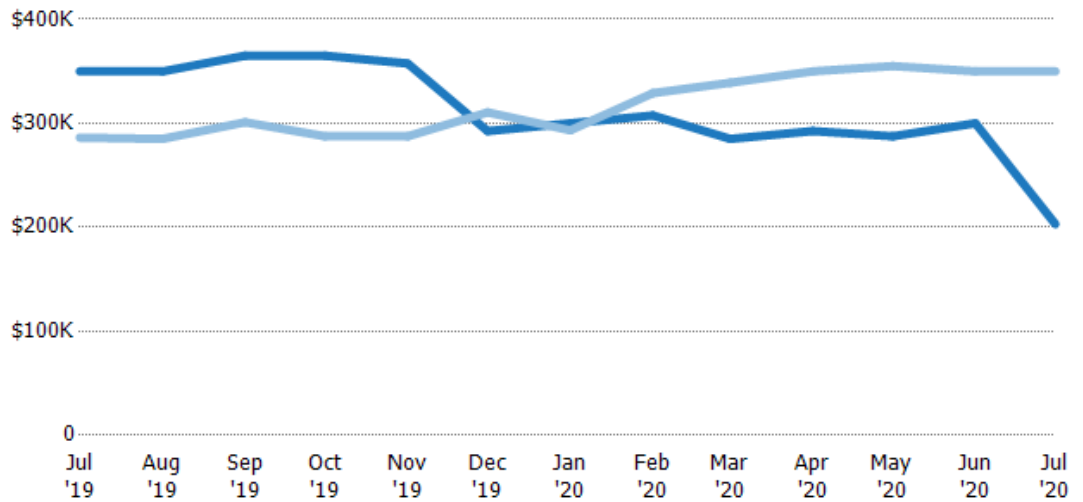
Median Listing Price

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.
Jul '20	\$203K	-42%
Jul '19	\$350K	22.3%
Jul '18	\$286K	-21.4%



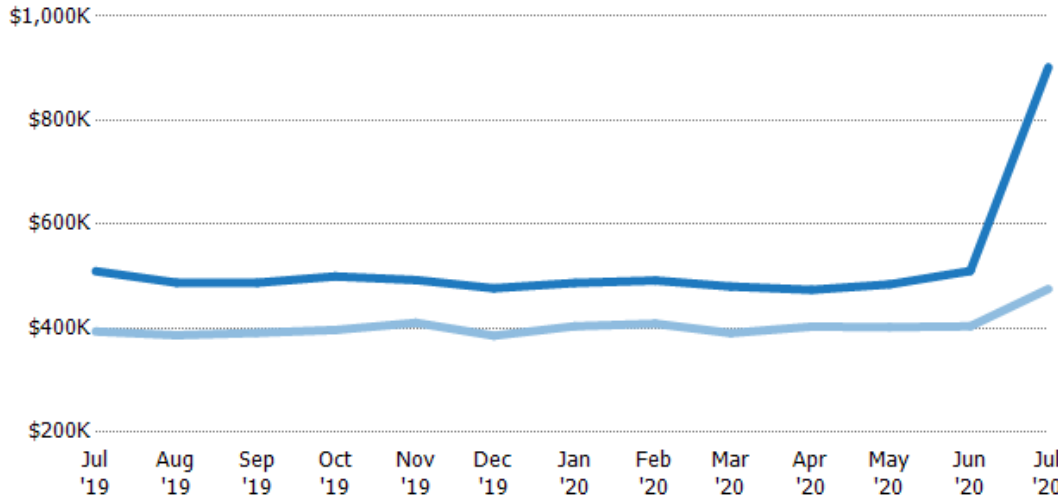
Current Year	\$350K	\$350K	\$365K	\$365K	\$358K	\$293K	\$300K	\$308K	\$285K	\$293K	\$288K	\$300K	\$203K
Prior Year	\$286K	\$285K	\$301K	\$288K	\$288K	\$311K	\$293K	\$329K	\$339K	\$350K	\$355K	\$350K	\$350K
Percent Change from Prior Year	22%	23%	21%	27%	24%	-6%	2%	-7%	-16%	-16%	-19%	-14%	-42%

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



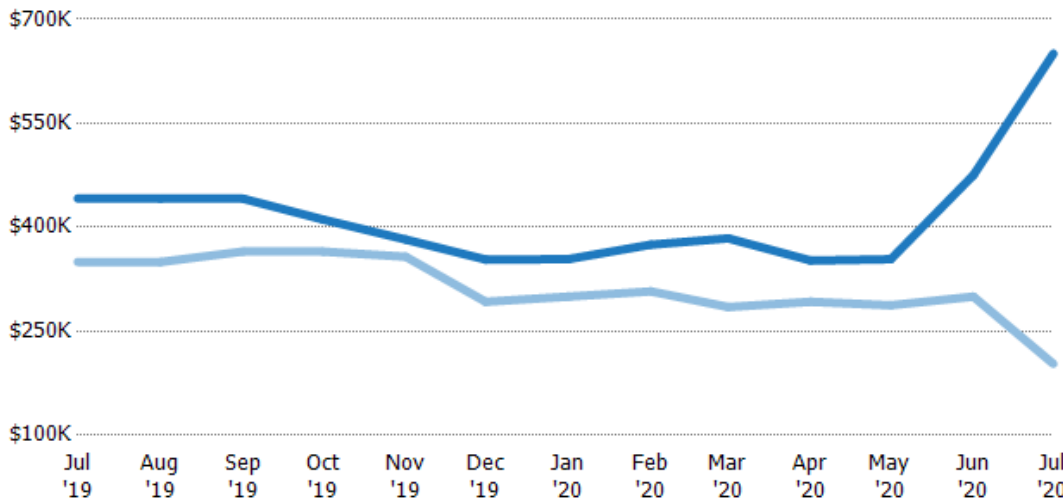
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$510K	\$488K	\$488K	\$500K	\$493K	\$477K	\$487K	\$492K	\$480K	\$474K	\$484K	\$510K	\$902K
Avg Listing Price	\$394K	\$387K	\$391K	\$397K	\$410K	\$386K	\$404K	\$409K	\$391K	\$403K	\$402K	\$404K	\$476K
Avg Listing Price as a % of Avg Est Value	77%	79%	80%	79%	83%	81%	83%	83%	81%	85%	83%	79%	53%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$441K	\$441K	\$441K	\$411K	\$382K	\$354K	\$354K	\$375K	\$384K	\$352K	\$354K	\$475K	\$651K
Median Listing Price	\$350K	\$350K	\$365K	\$365K	\$358K	\$293K	\$300K	\$308K	\$285K	\$293K	\$288K	\$300K	\$203K
Med Listing Price as a % of Med Est Value	79%	79%	83%	89%	94%	83%	85%	82%	74%	83%	81%	63%	31%

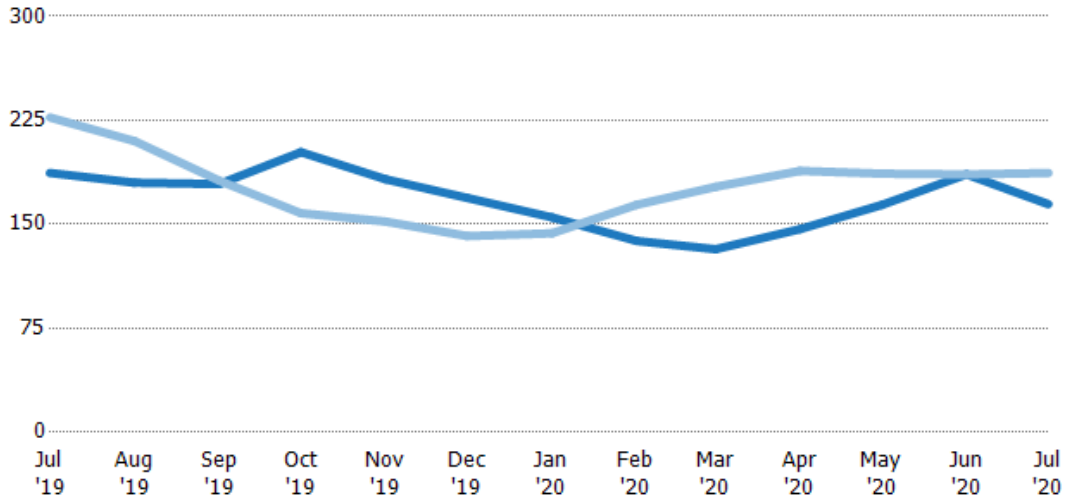
Median Days in RPR

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.
Jul '20	165	-12%
Jul '19	187	-17.6%
Jul '18	227	-50.7%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	187	180	179	202	183	169	155	138	132	147	164	186	165
Prior Year	227	210	182	158	152	142	144	164	177	189	187	186	187
Percent Change from Prior Year	-18%	-14%	-1%	28%	20%	19%	8%	-16%	-25%	-22%	-12%	0%	-12%

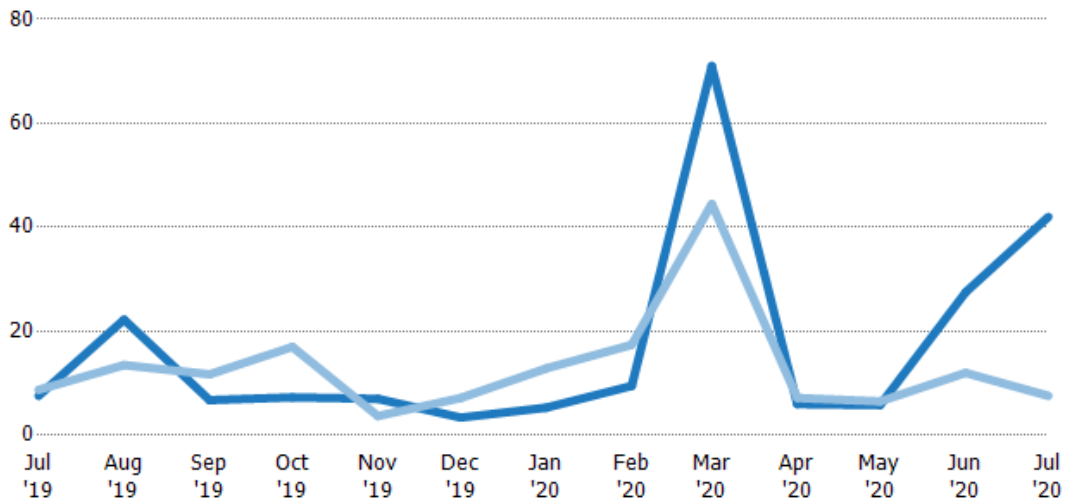
Months of Inventory

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.
Jul '20	42	453.8%
Jul '19	7.58	-13.1%
Jul '18	8.73	4.3%



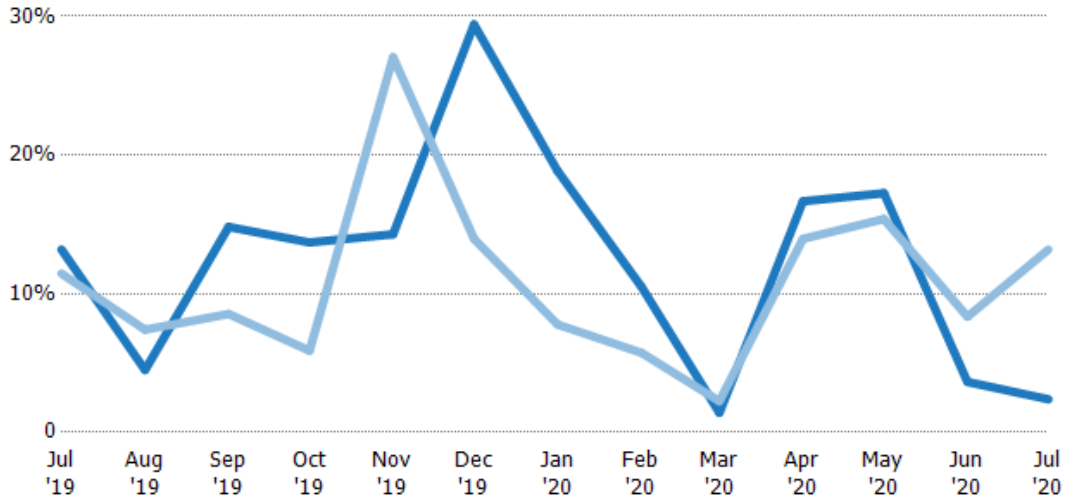
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	7.58	22.3	6.75	7.3	7	3.4	5.31	9.5	71	6	5.8	27.5	42
Prior Year	8.73	13.5	11.7	17	3.7	7.17	12.9	17.4	44.5	7.17	6.5	12	7.58
Percent Change from Prior Year	-13%	65%	-42%	-57%	89%	-53%	-59%	-45%	60%	-16%	-11%	129%	454%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Warren, VT 05674
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



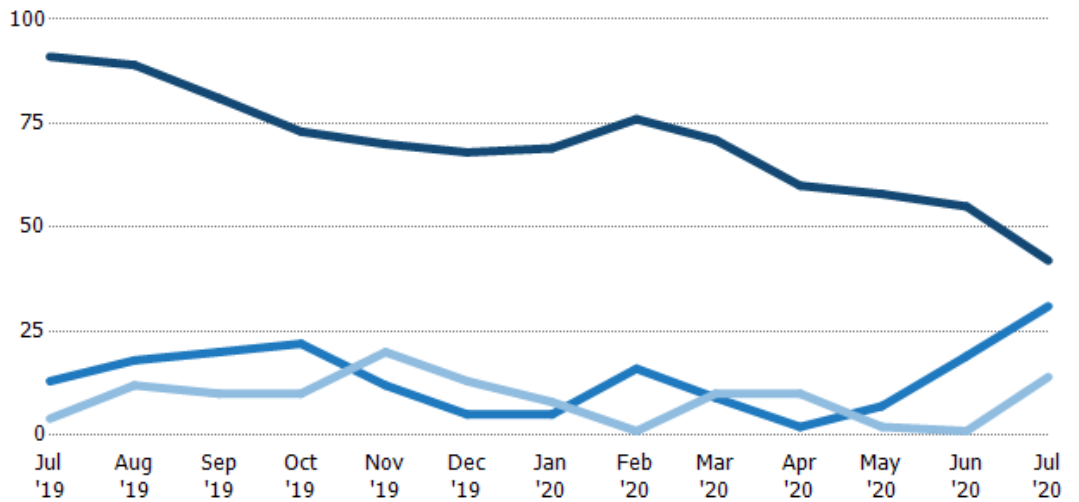
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	13%	4%	15%	14%	14%	29%	19%	11%	1%	17%	17%	4%	2%
Prior Year	11%	7%	9%	6%	27%	14%	8%	6%	2%	14%	15%	8%	13%
Change from Prior Year	-2%	3%	-6%	-8%	13%	-15%	-11%	-5%	1%	-3%	-2%	5%	11%

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	91	89	81	73	70	68	69	76	71	60	58	55	42
Pending	13	18	20	22	12	5	5	16	9	2	7	19	31
Sold	4	12	10	10	20	13	8	1	10	10	2	1	14

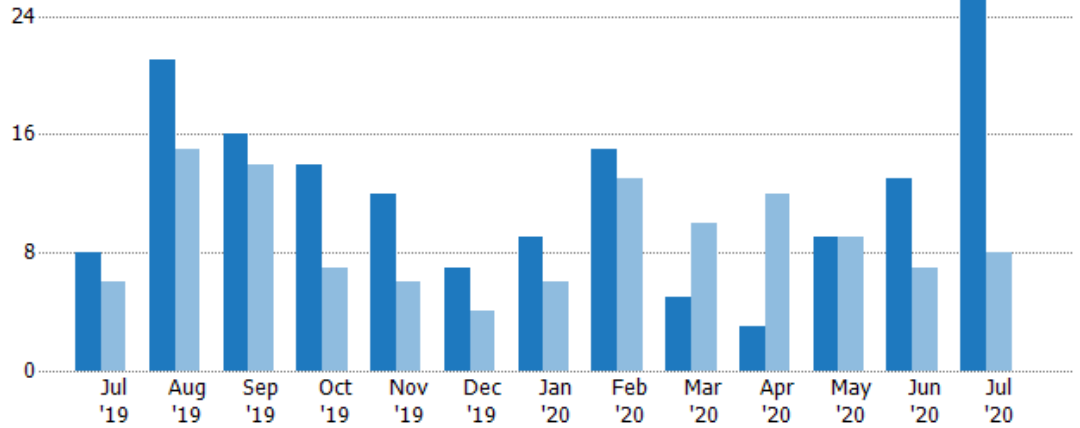
New Pending Sales

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.
Jul '20	27	237.5%
Jul '19	8	33.3%
Jul '18	6	16.7%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	8	21	16	14	12	7	9	15	5	3	9	13	27
Prior Year	6	15	14	7	6	4	6	13	10	12	9	7	8
Percent Change from Prior Year	33%	40%	14%	100%	100%	75%	50%	15%	-50%	-75%	0%	86%	238%

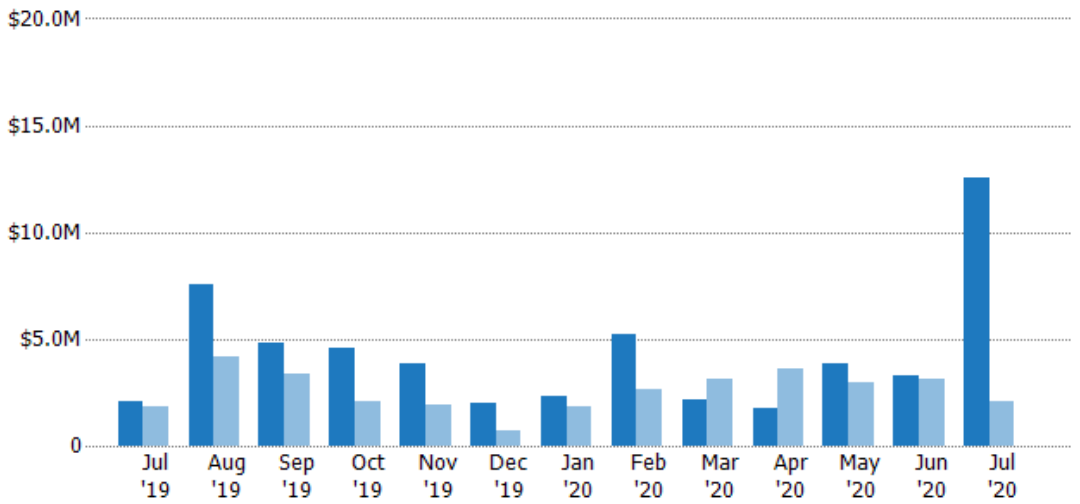
New Pending Sales Volume

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.
Jul '20	\$12.6M	493.7%
Jul '19	\$2.12M	16.3%
Jul '18	\$1.82M	-12.6%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$2.12M	\$7.59M	\$4.86M	\$4.58M	\$3.85M	\$2.03M	\$2.32M	\$5.25M	\$2.15M	\$1.79M	\$3.85M	\$3.28M	\$12.6M
Prior Year	\$1.82M	\$4.16M	\$3.4M	\$2.12M	\$1.95M	\$746K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$2.12M
Percent Change from Prior Year	16%	82%	43%	116%	97%	172%	25%	96%	-31%	-51%	29%	4%	494%

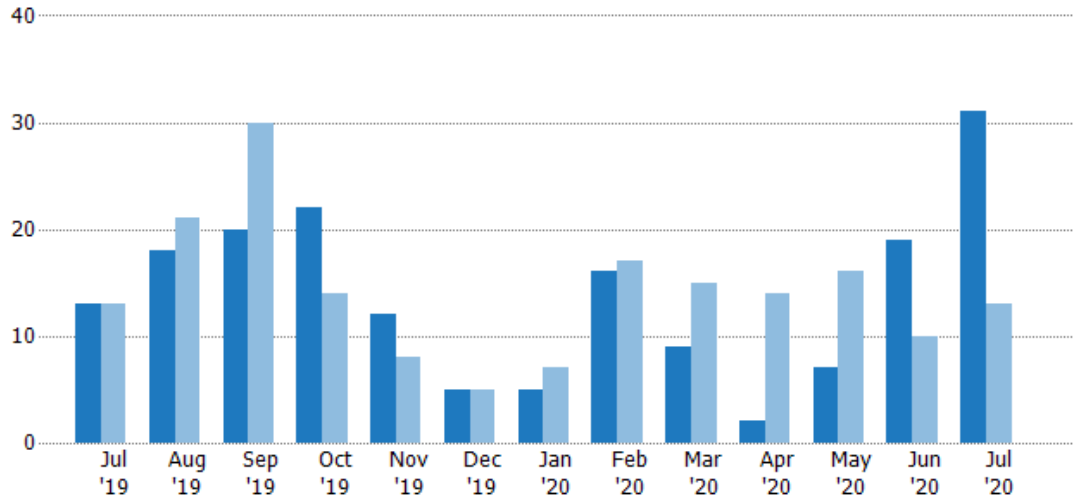
Pending Sales

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.
Jul '20	31	138.5%
Jul '19	13	0%
Jul '18	13	7.7%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	13	18	20	22	12	5	5	16	9	2	7	19	31
Prior Year	13	21	30	14	8	5	7	17	15	14	16	10	13
Percent Change from Prior Year	0%	-14%	-33%	57%	50%	0%	-29%	-6%	-40%	-86%	-56%	90%	138%

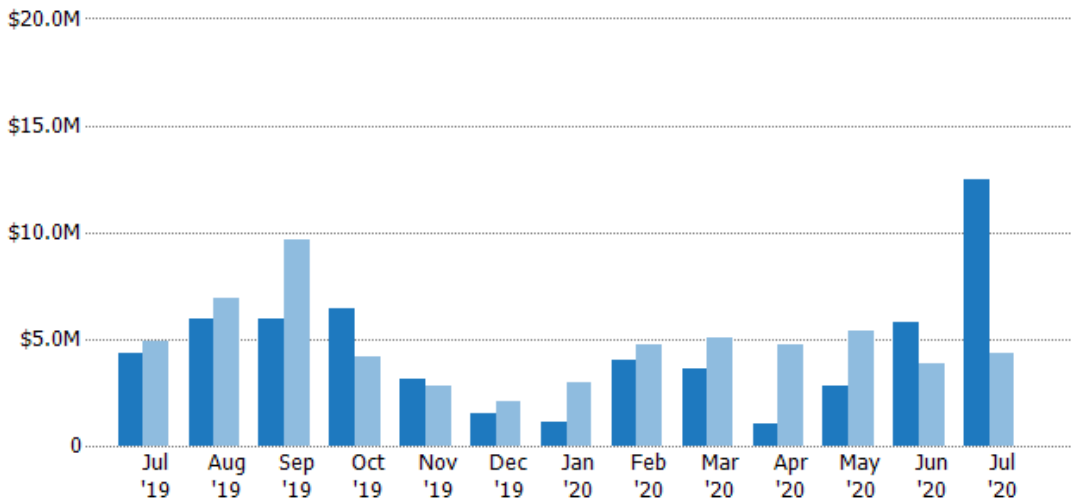
Pending Sales Volume

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.
Jul '20	\$12.5M	189.9%
Jul '19	\$4.3M	-12%
Jul '18	\$4.89M	-42.3%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$4.3M	\$5.97M	\$5.92M	\$6.45M	\$3.1M	\$1.53M	\$1.11M	\$4M	\$3.63M	\$1.02M	\$2.79M	\$5.82M	\$12.5M
Prior Year	\$4.89M	\$6.95M	\$9.65M	\$4.18M	\$2.78M	\$2.11M	\$2.96M	\$4.72M	\$5.07M	\$4.73M	\$5.37M	\$3.88M	\$4.3M
Percent Change from Prior Year	-12%	-14%	-39%	54%	11%	-27%	-63%	-15%	-28%	-78%	-48%	50%	190%

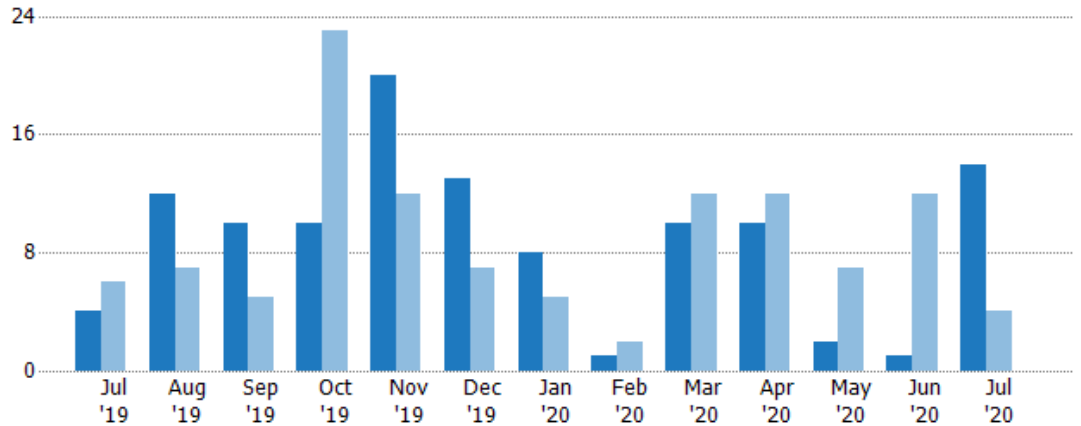
Closed Sales

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.
Jul '20	14	250%
Jul '19	4	-33.3%
Jul '18	6	-66.7%



Current Year	4	12	10	10	20	13	8	1	10	10	2	1	14
Prior Year	6	7	5	23	12	7	5	2	12	12	7	12	4
Percent Change from Prior Year	-33%	71%	100%	-57%	67%	86%	60%	-50%	-17%	-17%	-71%	-92%	250%

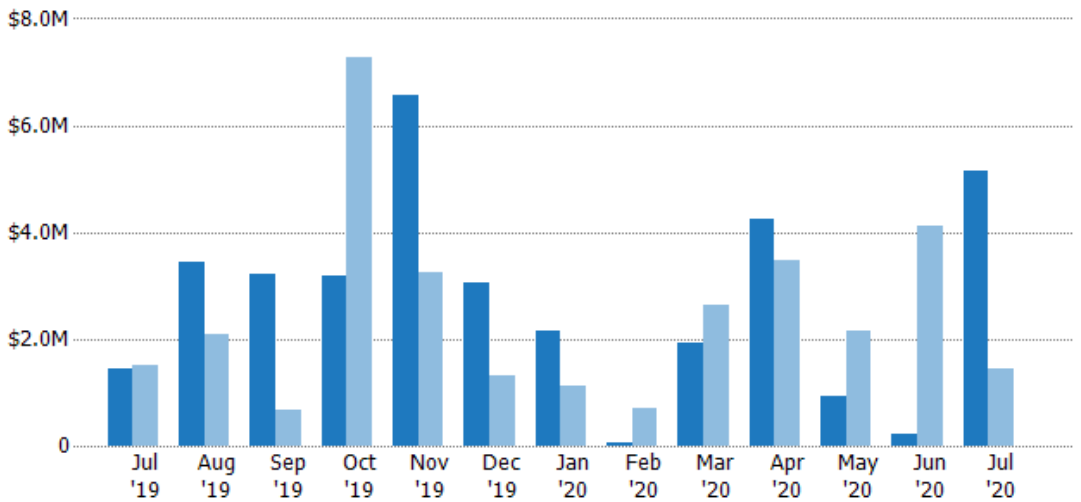
Closed Sales Volume

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.
Jul '20	\$5.13M	258.4%
Jul '19	\$1.43M	-5.5%
Jul '18	\$1.52M	-70.6%



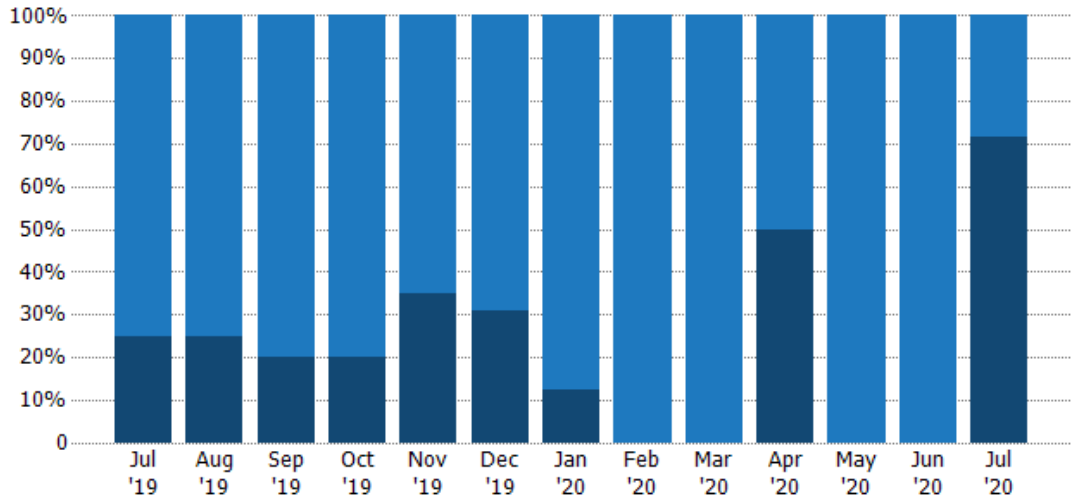
Current Year	\$1.43M	\$3.44M	\$3.22M	\$3.19M	\$6.57M	\$3.06M	\$2.15M	\$65K	\$1.94M	\$4.24M	\$940K	\$210K	\$5.13M
Prior Year	\$1.52M	\$2.1M	\$656K	\$7.28M	\$3.25M	\$1.31M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M
Percent Change from Prior Year	-6%	64%	391%	-56%	102%	133%	94%	-91%	-26%	23%	-56%	-95%	258%

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



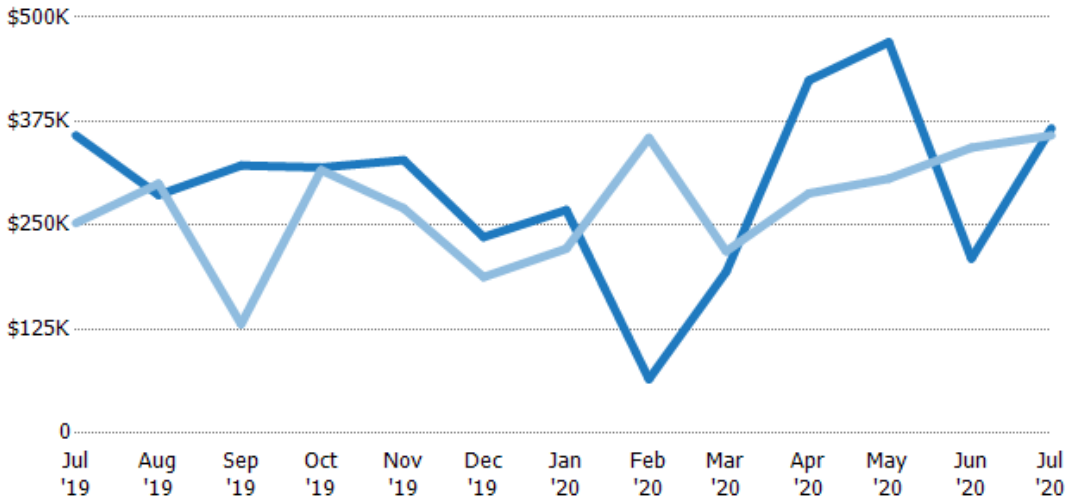
Condo/Townhouse	75%	75%	80%	80%	65%	69%	88%	100%	100%	50%	100%	100%	29%
Single Family Residence	25%	25%	20%	20%	35%	31%	13%	-	-	50%	-	-	71%

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	\$358K	\$286K	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K
Prior Year	\$253K	\$300K	\$131K	\$316K	\$270K	\$188K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K
Percent Change from Prior Year	42%	-5%	145%	1%	21%	26%	21%	-82%	-11%	47%	54%	-39%	2%

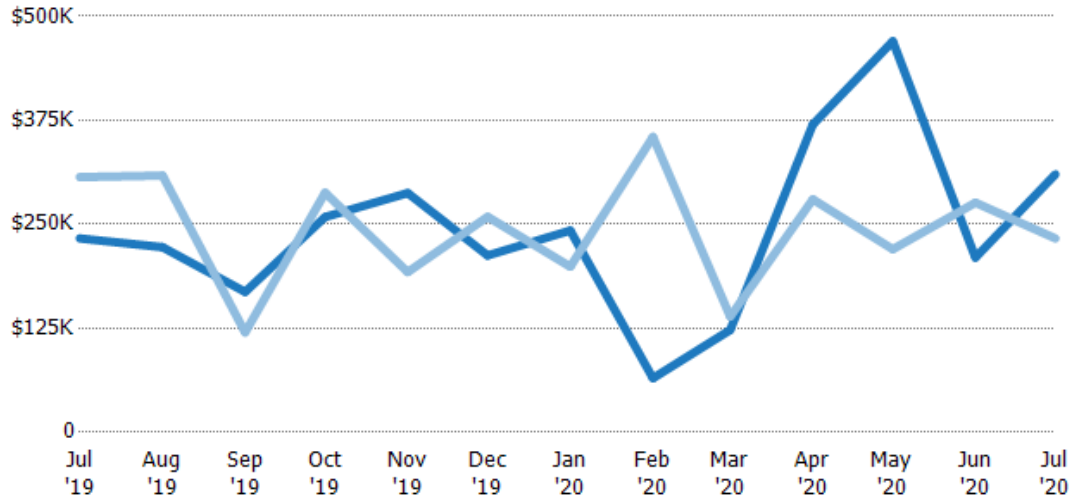
Median Sales Price

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.
Jul '20	\$310K	33%
Jul '19	\$233K	-24%
Jul '18	\$307K	-27.5%



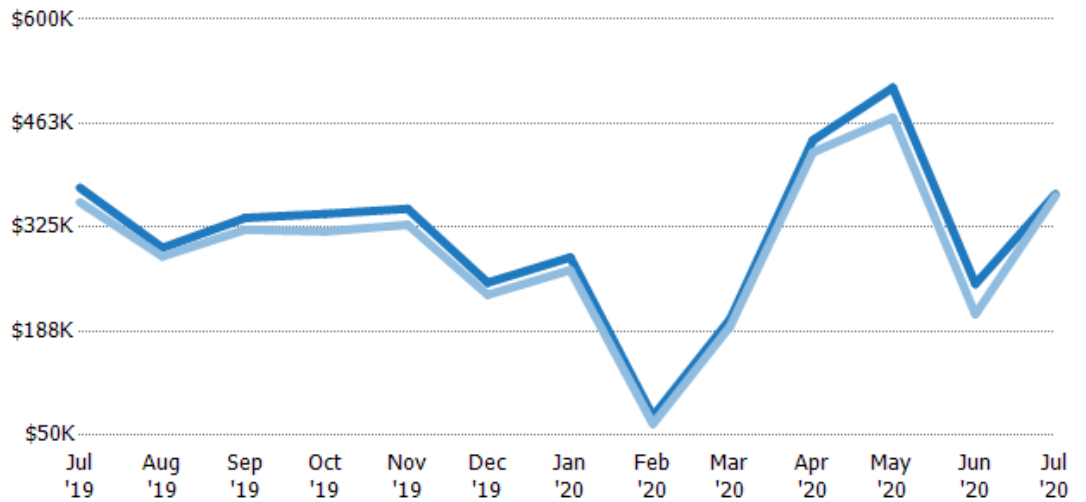
Current Year	\$233K	\$223K	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K
Prior Year	\$307K	\$309K	\$120K	\$288K	\$193K	\$259K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K
Percent Change from Prior Year	-24%	-28%	41%	-10%	49%	-18%	22%	-82%	-12%	32%	114%	-24%	33%

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



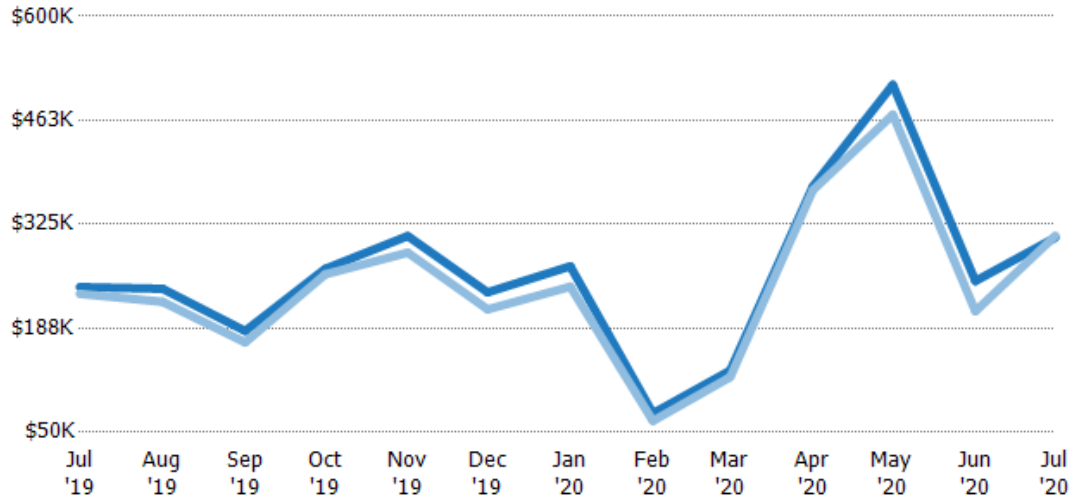
Avg List Price	\$377K	\$298K	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K
Avg Sales Price	\$358K	\$286K	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K
Avg Sales Price as a % of Avg List Price	95%	96%	95%	93%	94%	94%	94%	87%	95%	96%	92%	84%	99%

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



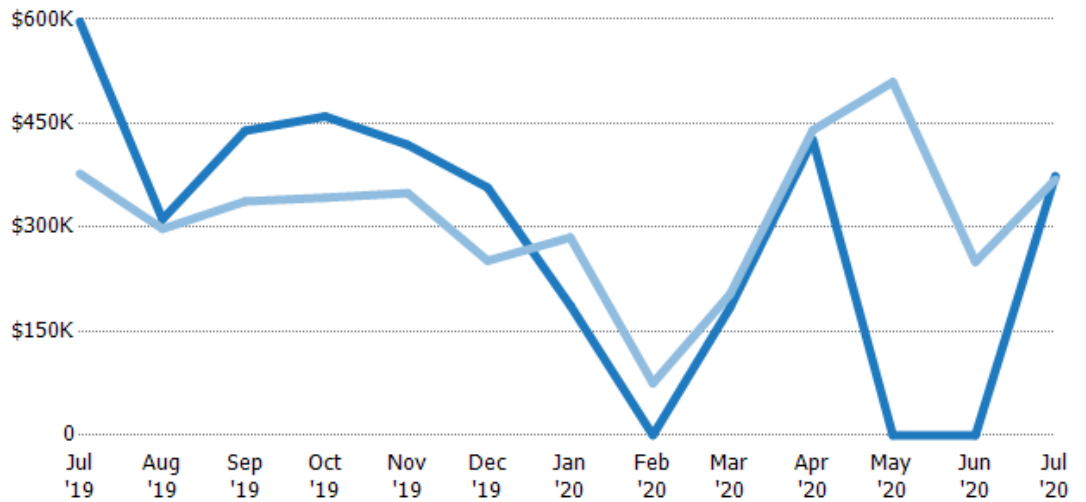
Median List Price	\$242K	\$240K	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K
Median Sales Price	\$233K	\$223K	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K
Med Sales Price as a % of Med List Price	96%	93%	92%	97%	93%	90%	90%	87%	93%	99%	92%	84%	101%

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



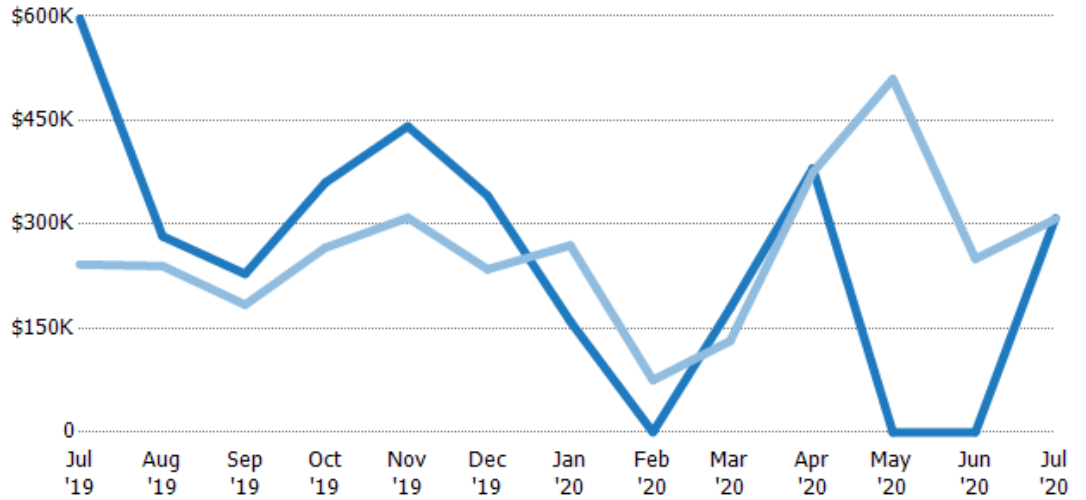
Avg Est Value	\$597K	\$311K	\$439K	\$460K	\$419K	\$357K	\$187K	\$0	\$185K	\$426K	\$0	\$0	\$374K
Avg Sales Price	\$377K	\$298K	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K
Avg Sales Price as a % of Avg Est Value	63%	96%	77%	75%	83%	70%	152%	100%	110%	103%	100%	100%	99%

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	\$597K	\$283K	\$228K	\$360K	\$441K	\$341K	\$160K	\$0	\$179K	\$381K	\$0	\$0	\$309K
Median Sales Price	\$242K	\$240K	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K
Med Sales Price as a % of Med Est Value	41%	85%	81%	74%	70%	69%	168%	100%	74%	98%	100%	100%	100%