

## Summary of Key Listing and Sales Metrics

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

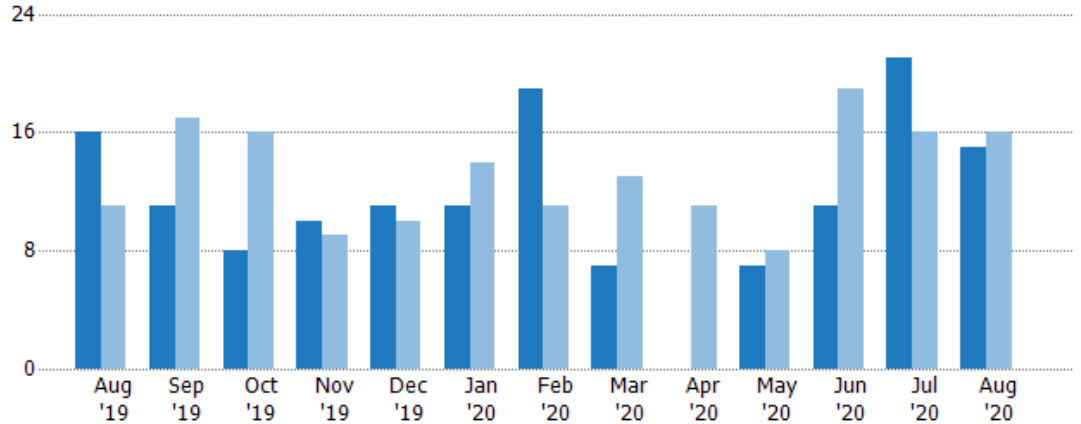
Key Metrics	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	15	16	-6.3%	91	108	-15.7%
New Listing Volume	\$5,492,400	\$3,958,300	+38.8%	\$37,008,800	\$34,406,850	+7.6%
Active Listing Count	37	89	-58.4%	N/A	N/A	
Active Listing Volume	\$16,257,000	\$34,406,900	-52.8%	N/A	N/A	
Average Listing Price	\$439,378	\$386,594	+13.7%	\$411,602	\$391,544	+5.1%
Median Listing Price	\$179,000	\$349,900	-48.8%	\$278,160	\$339,134	-18%
Median Days in RPR	77	180	-57.2%	128.31	179.95	-28.7%
Months of Inventory	2.6	22.3	-88.1%	7.1	12.2	-41.8%
Absorption Rate	37.84%	4.49%	+33.3%	14.1%	8.21%	+5.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	19	21	-9.5%	100	86	+16.3%
New Pending Sales Volume	\$9,138,900	\$7,588,300	+20.4%	\$40,346,900	\$27,125,150	+48.7%
Pending Sales Count	28	18	+55.6%	N/A	N/A	
Pending Sales Volume	\$11,837,900	\$5,969,300	+98.3%	N/A	N/A	
Closed Sales Count	21	12	+75%	67	66	+1.5%
Closed Sales Volume	\$9,069,000	\$3,437,255	+163.8%	\$23,745,400	\$19,032,517	+24.8%
Average Sales Price	\$431,857	\$286,438	+50.8%	\$354,409	\$288,371	+22.9%
Median Sales Price	\$335,000	\$222,500	+50.6%	\$290,448	\$230,106	+26.2%

## 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



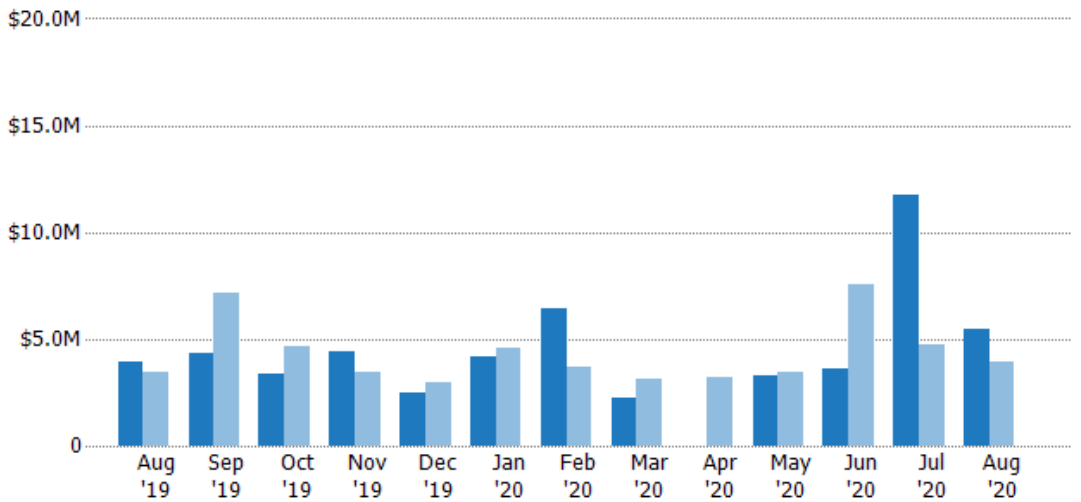
Current Year	16	11	8	10	11	11	19	7	-	7	11	21	15
Prior Year	11	17	16	9	10	14	11	13	11	8	19	16	16
Percent Change from Prior Year	45%	-35%	-50%	11%	10%	-21%	73%	-46%	-100%	-13%	-42%	31%	-6%

## 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	\$3.96M	\$4.3M	\$3.4M	\$4.4M	\$2.49M	\$4.2M	\$6.45M	\$2.23M	-	\$3.27M	\$3.65M	\$11.7M	\$5.49M
Prior Year	\$3.47M	\$7.17M	\$4.63M	\$3.44M	\$2.98M	\$4.57M	\$3.71M	\$3.15M	\$3.22M	\$3.48M	\$7.56M	\$4.75M	\$3.96M
Percent Change from Prior Year	14%	-40%	-26%	28%	-16%	-8%	74%	-29%	-100%	-6%	-52%	147%	39%

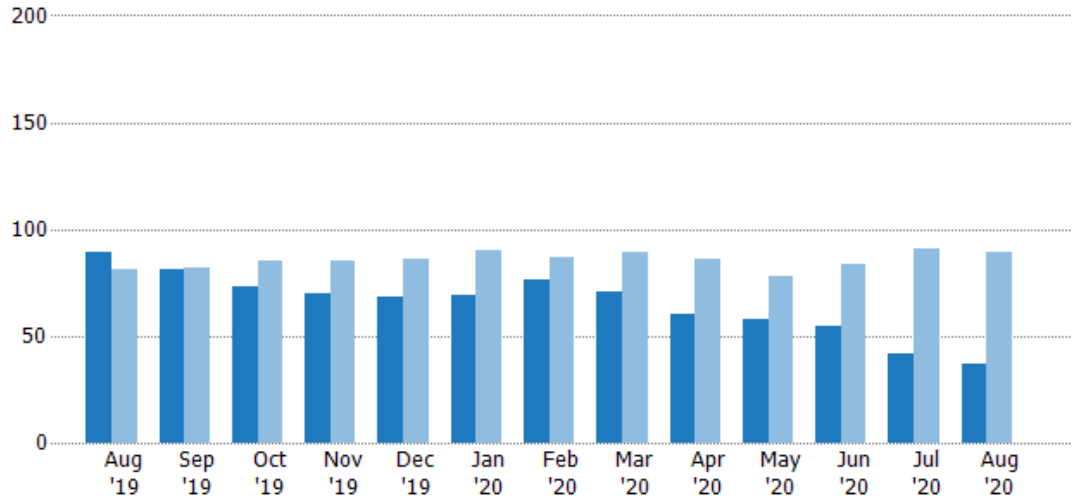
## Active Listings

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.
Aug '20	37	-58.4%
Aug '19	89	9.9%
Aug '18	81	28.4%



Current Year	89	81	73	70	68	69	76	71	60	58	55	42	37
Prior Year	81	82	85	85	86	90	87	89	86	78	84	91	89
Percent Change from Prior Year	10%	-1%	-14%	-18%	-21%	-23%	-13%	-20%	-30%	-26%	-35%	-54%	-58%

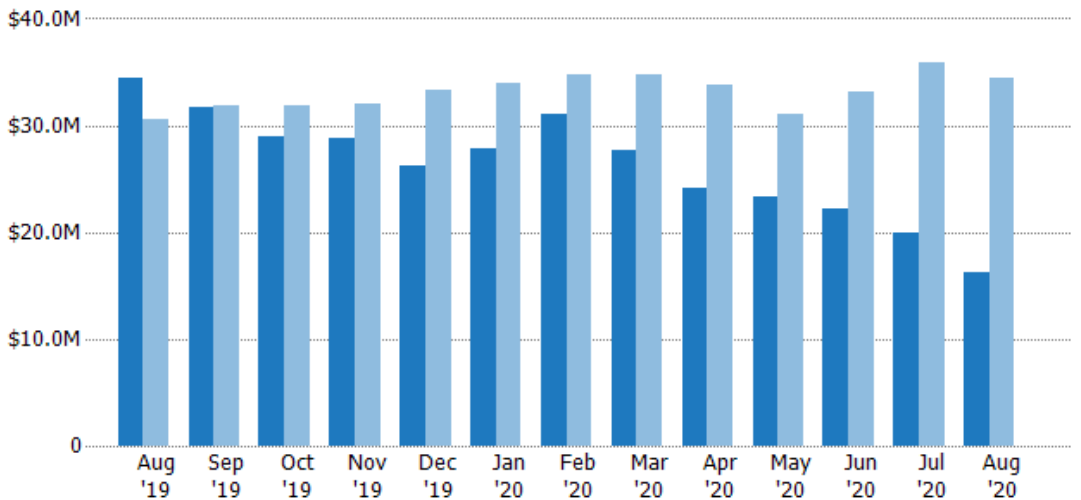
## Active Listing Volume

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.
Aug '20	\$16.3M	-52.8%
Aug '19	\$34.4M	12.7%
Aug '18	\$30.5M	29.7%



Current Year	\$34.4M	\$31.7M	\$29M	\$28.7M	\$26.2M	\$27.9M	\$31.1M	\$27.7M	\$24.2M	\$23.3M	\$22.2M	\$20M	\$16.3M
Prior Year	\$30.5M	\$31.8M	\$31.9M	\$32.1M	\$33.2M	\$33.9M	\$34.8M	\$34.8M	\$33.8M	\$31M	\$33.1M	\$35.8M	\$34.4M
Percent Change from Prior Year	13%	0%	-9%	-10%	-21%	-18%	-11%	-20%	-28%	-25%	-33%	-44%	-53%

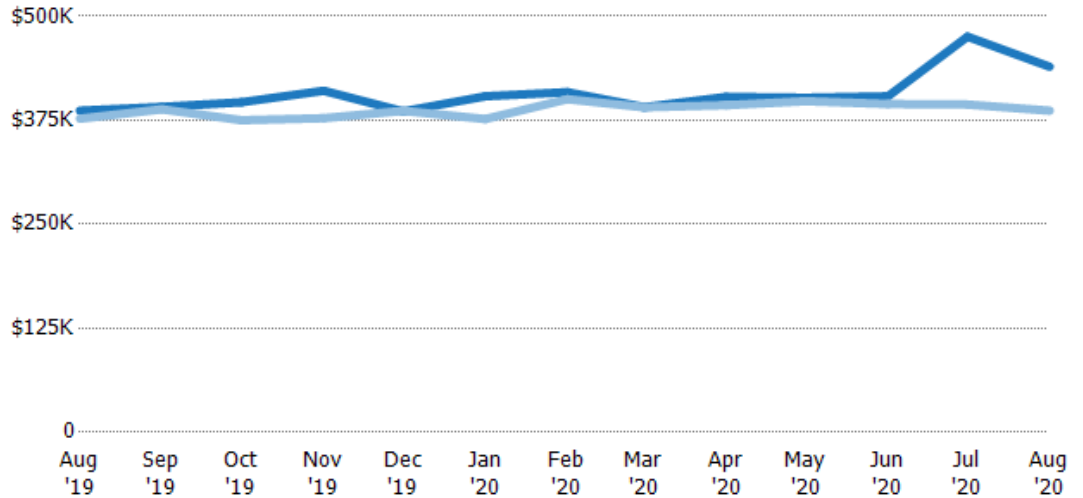
## Average Listing Price

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.
Aug '20	\$439K	13.7%
Aug '19	\$387K	2.6%
Aug '18	\$377K	1%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$387K	\$391K	\$397K	\$410K	\$386K	\$404K	\$409K	\$391K	\$403K	\$402K	\$404K	\$476K	\$439K
Prior Year	\$377K	\$388K	\$375K	\$378K	\$386K	\$376K	\$400K	\$391K	\$393K	\$398K	\$395K	\$394K	\$387K
Percent Change from Prior Year	3%	1%	6%	9%	0%	7%	2%	0%	3%	1%	2%	21%	14%

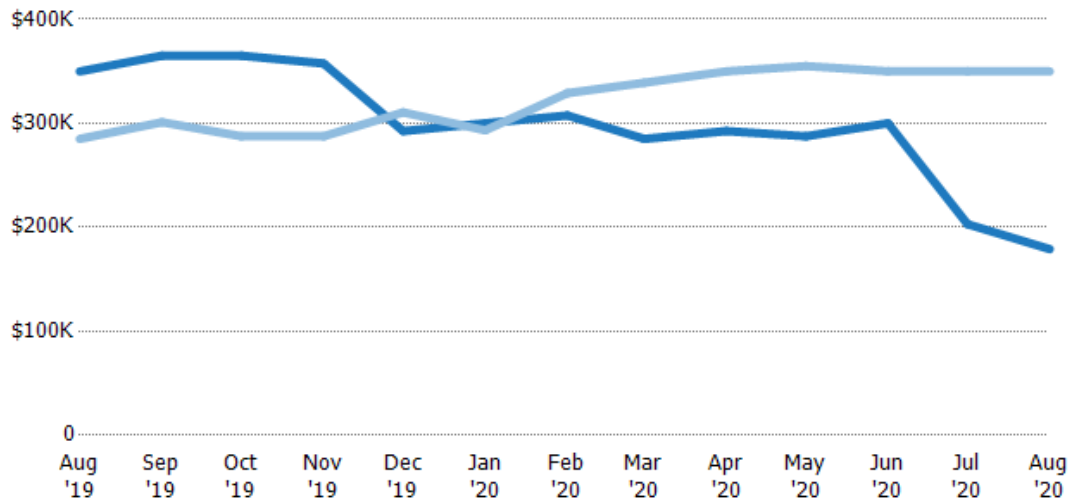
## Median Listing Price

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.
Aug '20	\$179K	-48.8%
Aug '19	\$350K	22.8%
Aug '18	\$285K	-3.7%



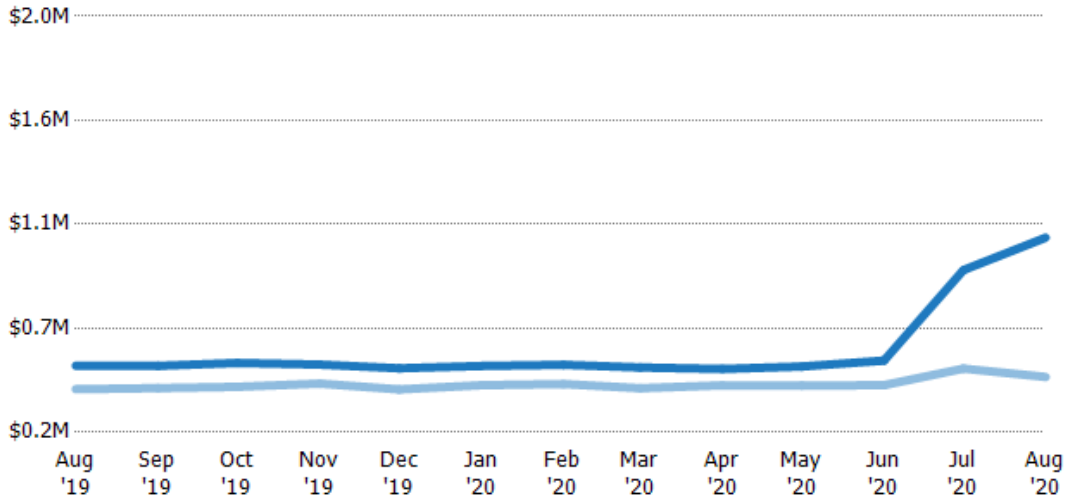
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$350K	\$365K	\$365K	\$358K	\$293K	\$300K	\$308K	\$285K	\$293K	\$288K	\$300K	\$203K	\$179K
Prior Year	\$285K	\$301K	\$288K	\$288K	\$311K	\$293K	\$329K	\$339K	\$350K	\$355K	\$350K	\$350K	\$350K
Percent Change from Prior Year	23%	21%	27%	24%	-6%	2%	-7%	-16%	-16%	-19%	-14%	-42%	-49%

## 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



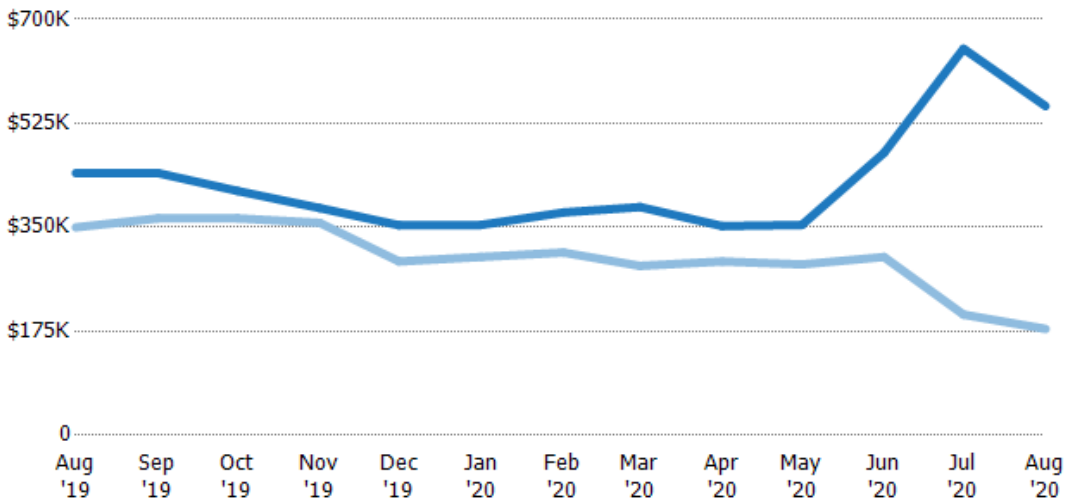
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$488K	\$488K	\$500K	\$493K	\$477K	\$487K	\$492K	\$480K	\$474K	\$484K	\$510K	\$902K	\$1.04M
Avg Listing Price	\$387K	\$391K	\$397K	\$410K	\$386K	\$404K	\$409K	\$391K	\$403K	\$402K	\$404K	\$476K	\$439K
Avg Listing Price as a % of Avg Est Value	79%	80%	79%	83%	81%	83%	83%	81%	85%	83%	79%	53%	42%

## 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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Median Est Value	\$441K	\$441K	\$411K	\$382K	\$354K	\$354K	\$375K	\$384K	\$352K	\$354K	\$475K	\$651K	\$554K
Median Listing Price	\$350K	\$365K	\$365K	\$358K	\$293K	\$300K	\$308K	\$285K	\$293K	\$288K	\$300K	\$203K	\$179K
Med Listing Price as a % of Med Est Value	79%	83%	89%	94%	83%	85%	82%	74%	83%	81%	63%	31%	32%

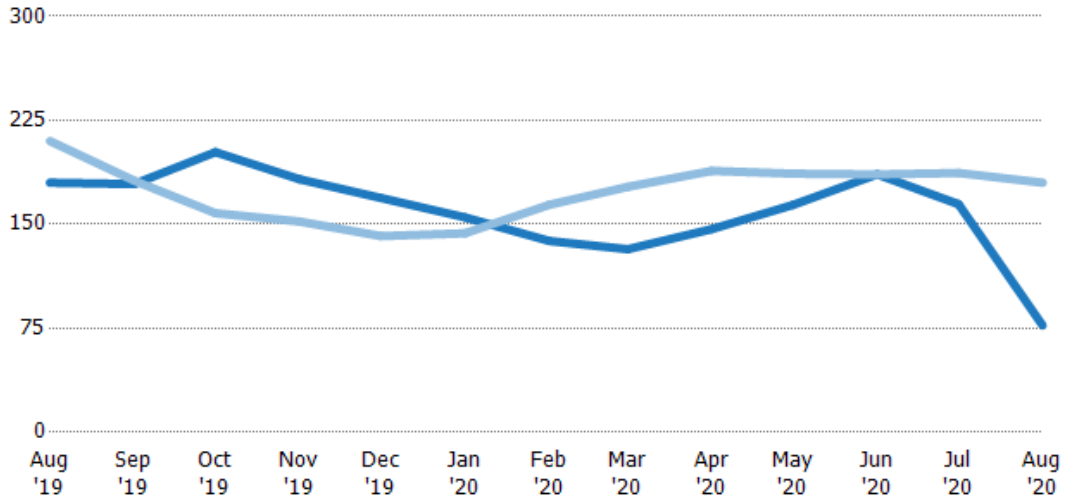
## Median Days in RPR

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.
Aug '20	77	-57.2%
Aug '19	180	-14.3%
Aug '18	210	-49.8%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	180	179	202	183	169	155	138	132	147	164	186	165	77
Prior Year	210	182	158	152	142	144	164	177	189	187	186	187	180
Percent Change from Prior Year	-14%	-1%	28%	20%	19%	8%	-16%	-25%	-22%	-12%	0%	-12%	-57%

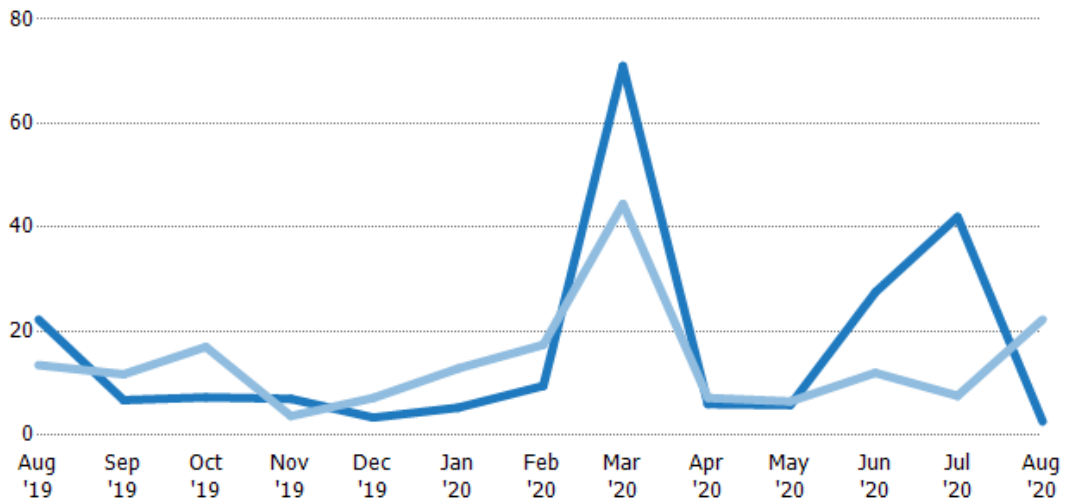
## Months of Inventory

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.
Aug '20	2.64	-88.1%
Aug '19	22.3	64.8%
Aug '18	13.5	285.2%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	22.3	6.75	7.3	7	3.4	5.31	9.5	71	6	5.8	27.5	42	2.64
Prior Year	13.5	11.7	17	3.7	7.17	12.9	17.4	44.5	7.17	6.5	12	7.58	22.3
Percent Change from Prior Year	65%	-42%	-57%	89%	-53%	-59%	-45%	60%	-16%	-11%	129%	454%	-88%

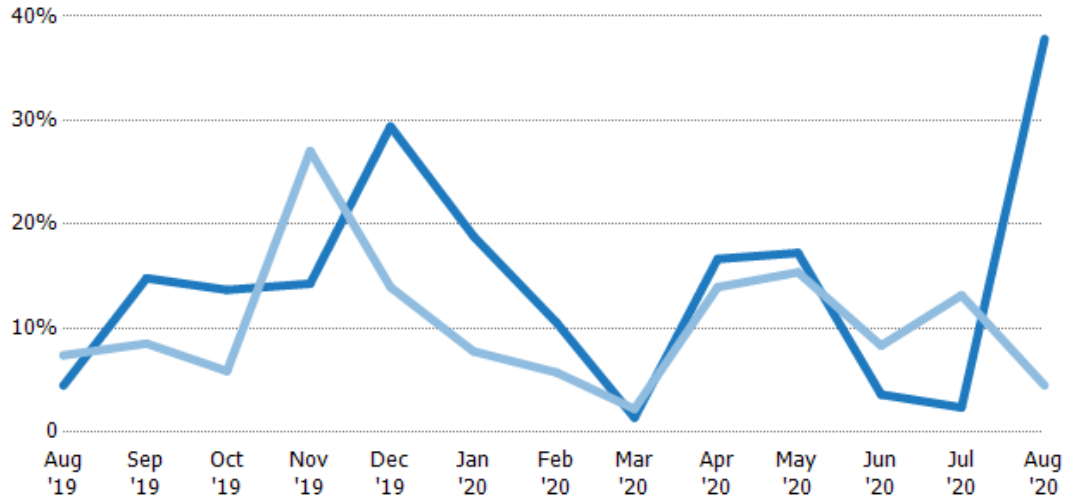
## Absorption Rate

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.
Aug '20	38%	-33.3%
Aug '19	4%	2.9%
Aug '18	7%	-74.1%



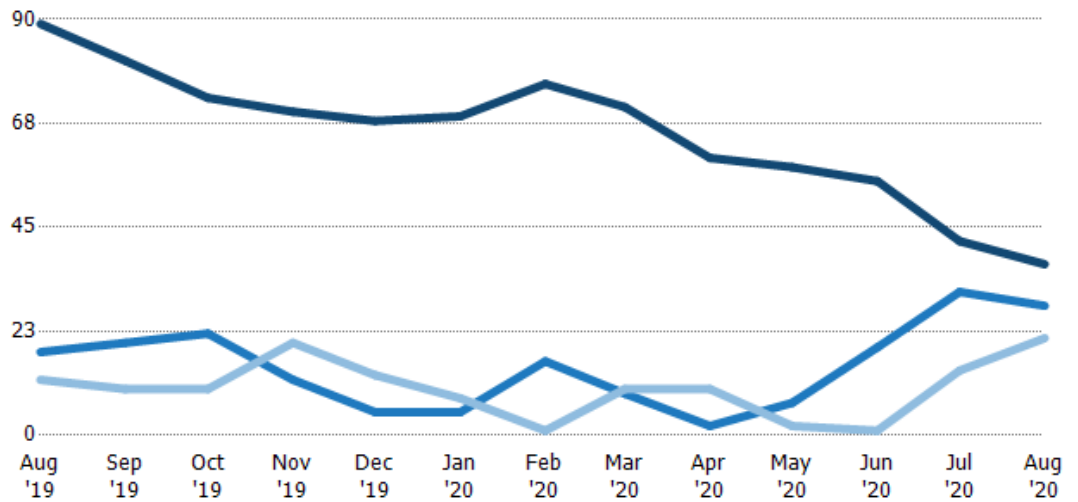
Current Year	4%	15%	14%	14%	29%	19%	11%	1%	17%	17%	4%	2%	38%
Prior Year	7%	9%	6%	27%	14%	8%	6%	2%	14%	15%	8%	13%	4%
Change from Prior Year	3%	-6%	-8%	13%	-15%	-11%	-5%	1%	-3%	-2%	5%	11%	-33%

## 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	89	81	73	70	68	69	76	71	60	58	55	42	37
Pending	18	20	22	12	5	5	16	9	2	7	19	31	28
Sold	12	10	10	20	13	8	1	10	10	2	1	14	21

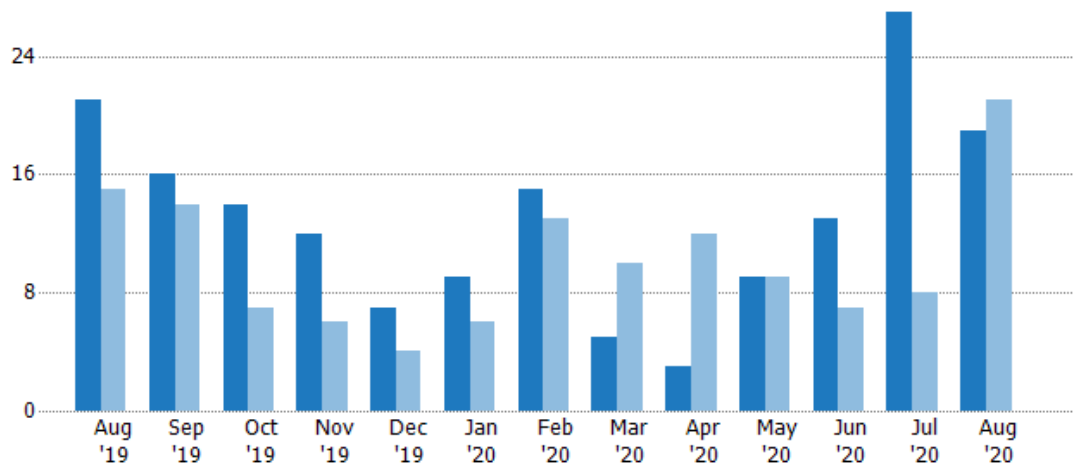
## New Pending Sales

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.
Aug '20	19	-9.5%
Aug '19	21	40%
Aug '18	15	-40%



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

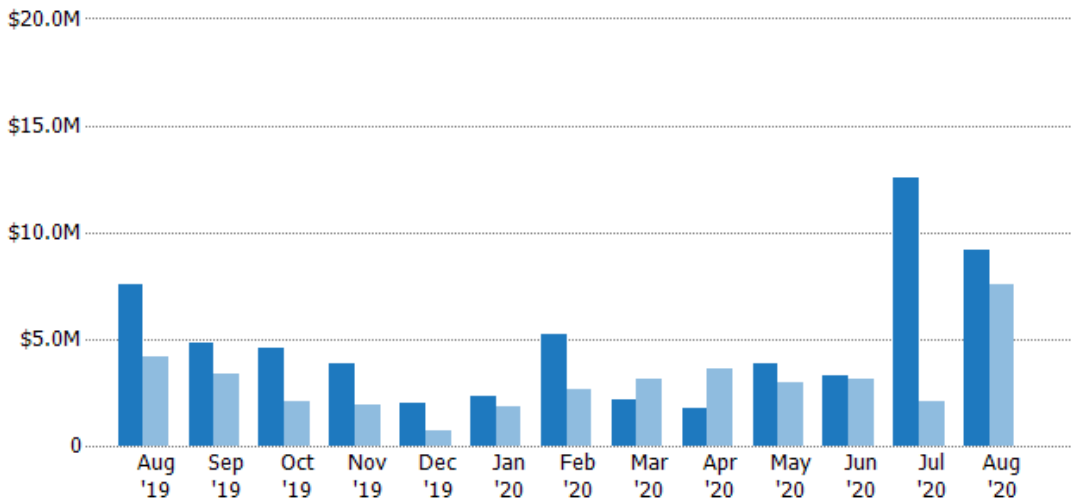
## New Pending Sales Volume

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.
Aug '20	\$9.14M	20.4%
Aug '19	\$7.59M	82.3%
Aug '18	\$4.16M	-67.8%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$7.59M	\$4.86M	\$4.58M	\$3.85M	\$2.03M	\$2.32M	\$5.25M	\$2.15M	\$1.79M	\$3.85M	\$3.28M	\$12.6M	\$9.14M
Prior Year	\$4.16M	\$3.4M	\$2.12M	\$1.95M	\$746K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$2.12M	\$7.59M
Percent Change from Prior Year	82%	43%	116%	97%	172%	25%	96%	-31%	-51%	29%	4%	494%	20%



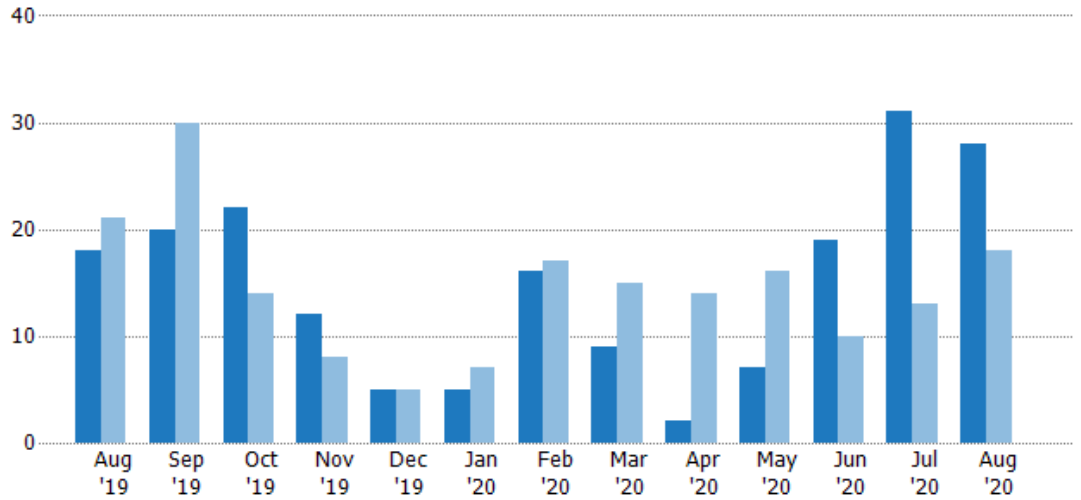
## Pending Sales

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.
Aug '20	28	55.6%
Aug '19	18	-14.3%
Aug '18	21	-42.9%



Current Year	18	20	22	12	5	5	16	9	2	7	19	31	28
Prior Year	21	30	14	8	5	7	17	15	14	16	10	13	18
Percent Change from Prior Year	-14%	-33%	57%	50%	0%	-29%	-6%	-40%	-86%	-56%	90%	138%	56%

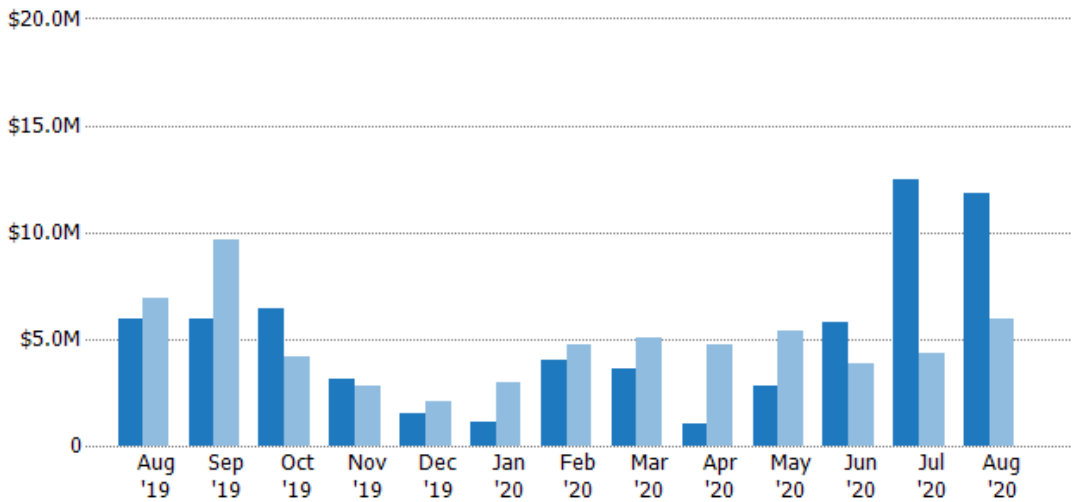
## Pending Sales Volume

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.
Aug '20	\$11.8M	98.3%
Aug '19	\$5.97M	-14.1%
Aug '18	\$6.95M	-63.4%



Current Year	\$5.97M	\$5.92M	\$6.45M	\$3.1M	\$1.53M	\$1.11M	\$4M	\$3.63M	\$1.02M	\$2.79M	\$5.82M	\$12.5M	\$11.8M
Prior Year	\$6.95M	\$9.65M	\$4.18M	\$2.78M	\$2.11M	\$2.96M	\$4.72M	\$5.07M	\$4.73M	\$5.37M	\$3.88M	\$4.3M	\$5.97M
Percent Change from Prior Year	-14%	-39%	54%	11%	-27%	-63%	-15%	-28%	-78%	-48%	50%	190%	98%

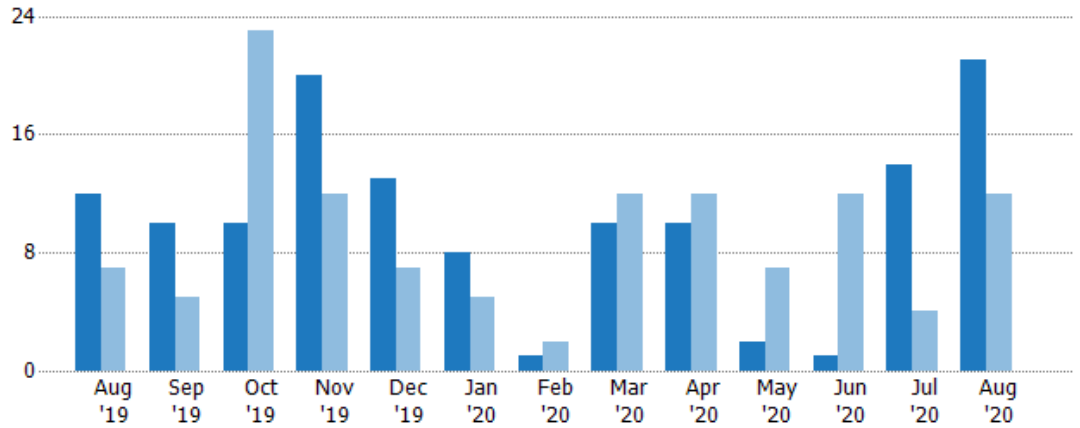
## Closed Sales

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.
Aug '20	21	75%
Aug '19	12	71.4%
Aug '18	7	57.1%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	12	10	10	20	13	8	1	10	10	2	1	14	21
Prior Year	7	5	23	12	7	5	2	12	12	7	12	4	12
Percent Change from Prior Year	71%	100%	-57%	67%	86%	60%	-50%	-17%	-17%	-71%	-92%	250%	75%

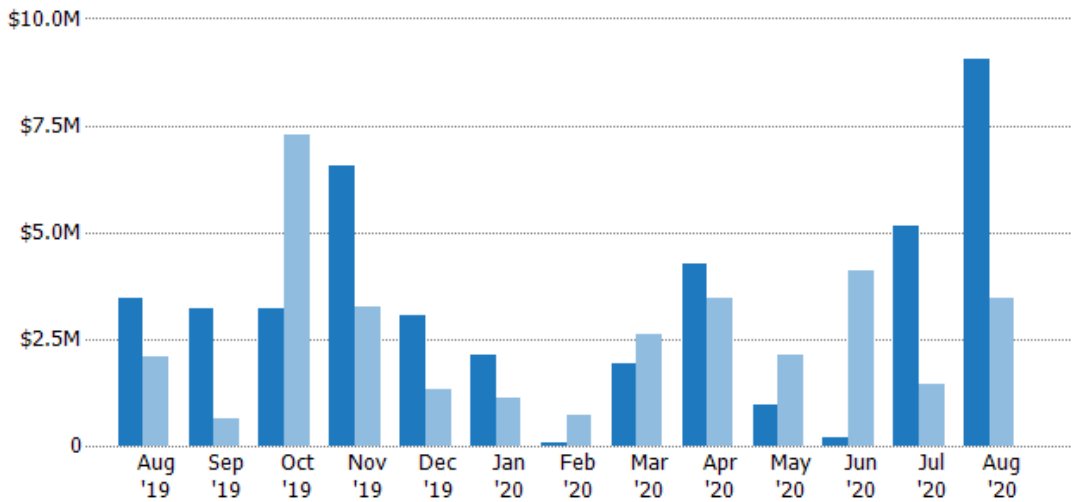
## Closed Sales Volume

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.
Aug '20	\$9.07M	163.8%
Aug '19	\$3.44M	63.7%
Aug '18	\$2.1M	-28.5%



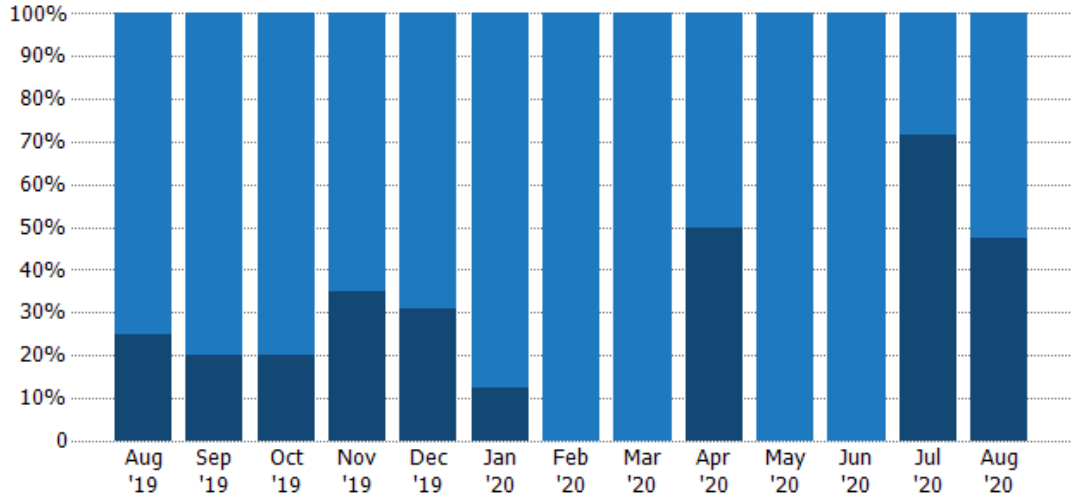
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$3.44M	\$3.22M	\$3.19M	\$6.57M	\$3.06M	\$2.15M	\$65K	\$1.94M	\$4.24M	\$940K	\$210K	\$5.13M	\$9.07M
Prior Year	\$2.1M	\$656K	\$7.28M	\$3.25M	\$1.31M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.44M
Percent Change from Prior Year	64%	391%	-56%	102%	133%	94%	-91%	-26%	23%	-56%	-95%	258%	164%

## 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



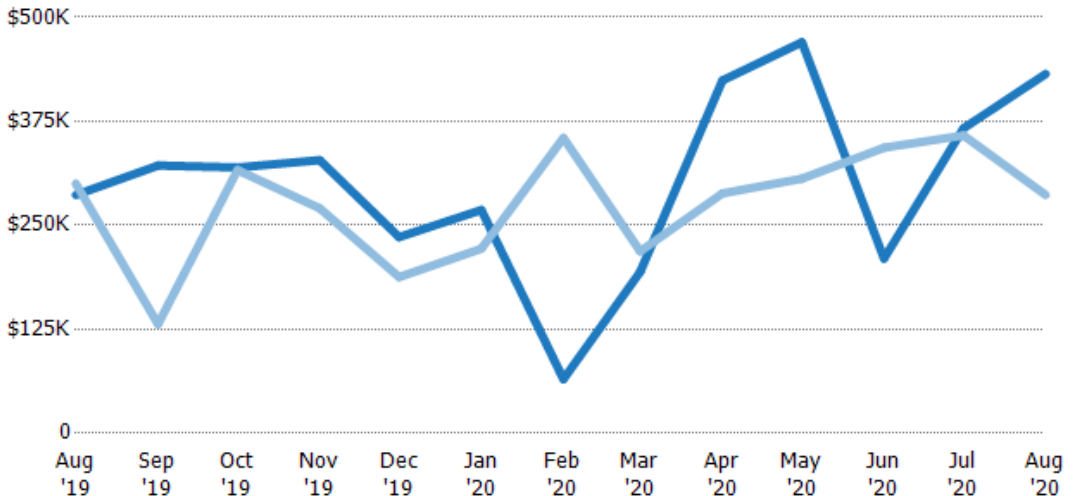
Condo/Townhouse	75%	80%	80%	65%	69%	88%	100%	100%	50%	100%	100%	29%	52%
Single Family Residence	25%	20%	20%	35%	31%	13%	-	-	50%	-	-	71%	48%

## 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	\$286K	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K
Prior Year	\$300K	\$131K	\$316K	\$270K	\$188K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$286K
Percent Change from Prior Year	-5%	145%	1%	21%	26%	21%	-82%	-11%	47%	54%	-39%	2%	51%

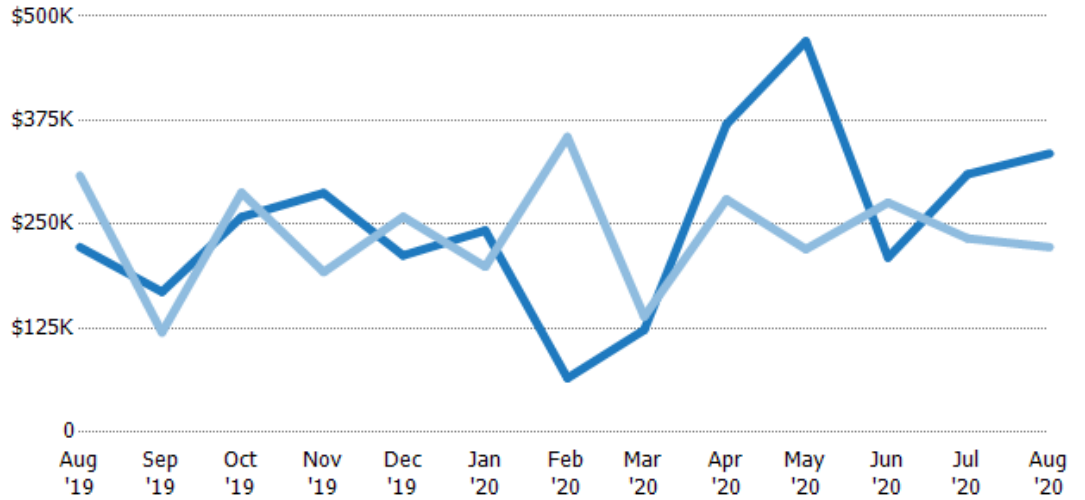
## Median Sales Price

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.
Aug '20	\$335K	50.6%
Aug '19	\$223K	-27.9%
Aug '18	\$309K	-54%



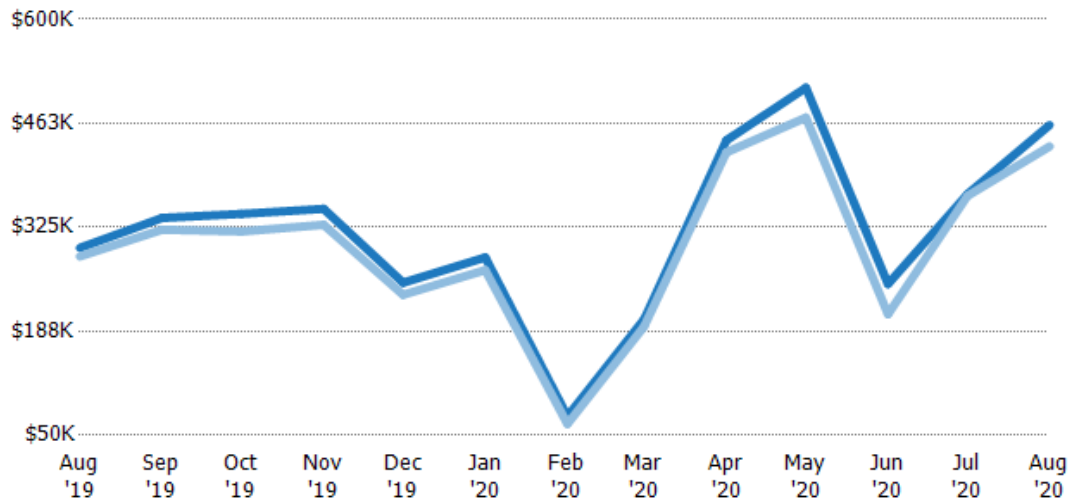
Current Year	\$223K	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K
Prior Year	\$309K	\$120K	\$288K	\$193K	\$259K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$223K
Percent Change from Prior Year	-28%	41%	-10%	49%	-18%	22%	-82%	-12%	32%	114%	-24%	33%	51%

## 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



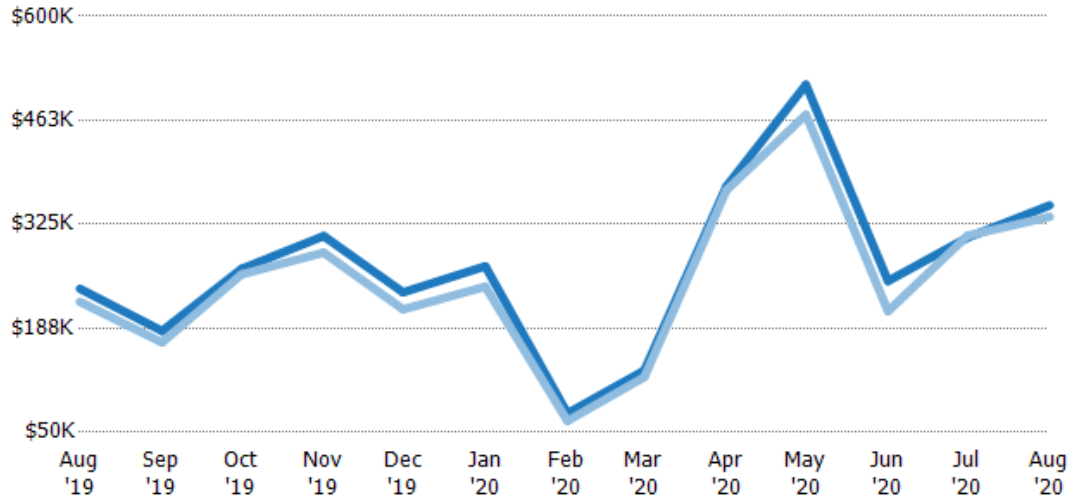
Avg List Price	\$298K	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K
Avg Sales Price	\$286K	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K
Avg Sales Price as a % of Avg List Price	96%	95%	93%	94%	94%	94%	87%	95%	96%	92%	84%	99%	94%

## 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



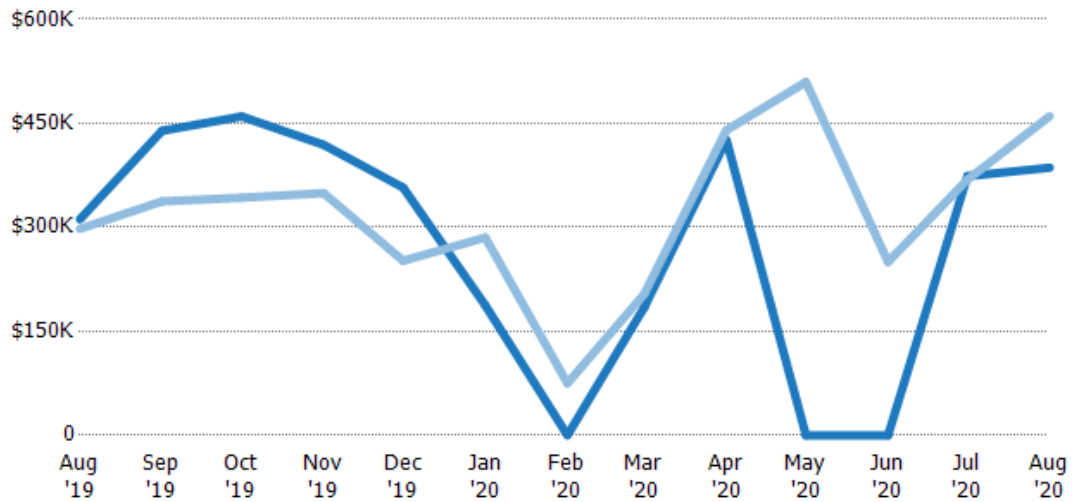
Median List Price	\$240K	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K
Median Sales Price	\$223K	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K
Med Sales Price as a % of Med List Price	93%	92%	97%	93%	90%	90%	87%	93%	99%	92%	84%	101%	96%

## 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



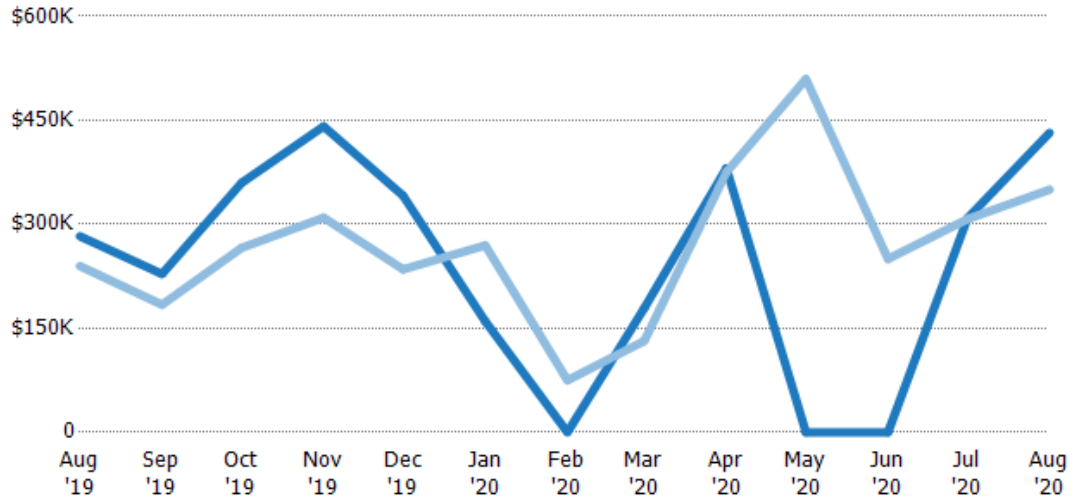
Avg Est Value	\$311K	\$439K	\$460K	\$419K	\$357K	\$187K	\$0	\$185K	\$426K	\$0	\$0	\$374K	\$386K
Avg Sales Price	\$298K	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K
Avg Sales Price as a % of Avg Est Value	96%	77%	75%	83%	70%	152%	100%	110%	103%	100%	100%	99%	119%

## 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	\$283K	\$228K	\$360K	\$441K	\$341K	\$160K	\$0	\$179K	\$381K	\$0	\$0	\$309K	\$432K
Median Sales Price	\$240K	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K
Med Sales Price as a % of Med Est Value	85%	81%	74%	70%	69%	168%	100%	74%	98%	100%	100%	100%	81%