

Summary of Key Listing and Sales Metrics

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

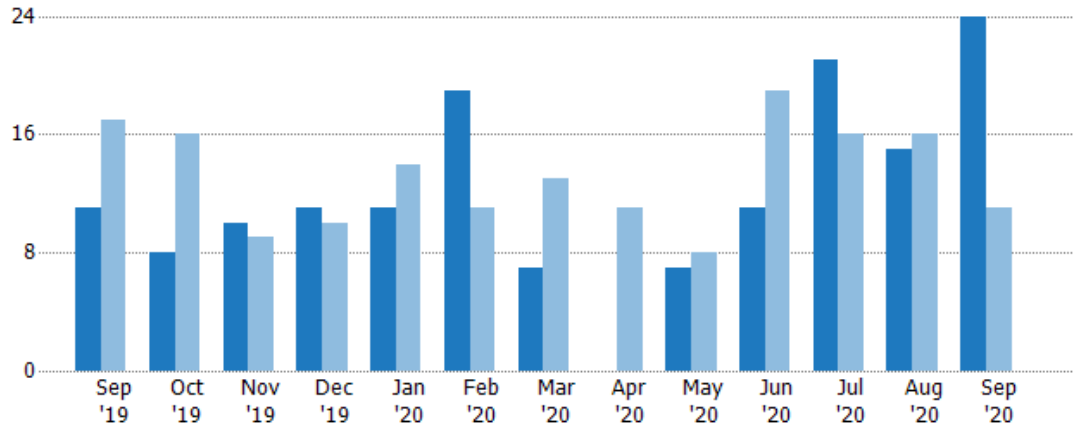
Key Metrics	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	11	+118.2%	115	119	-3.4%
New Listing Volume	\$8,608,800	\$4,297,900	+100.3%	\$45,653,600	\$38,704,750	+18%
Active Listing Count	39	81	-51.9%	N/A	N/A	
Active Listing Volume	\$17,969,500	\$31,680,800	-43.3%	N/A	N/A	
Average Listing Price	\$460,756	\$391,121	+17.8%	\$417,043	\$391,629	+6.5%
Median Listing Price	\$207,000	\$365,000	-43.3%	\$275,669	\$341,838	-19.4%
Median Days in RPR	83	179	-53.6%	132.62	180.43	-26.5%
Months of Inventory	1.9	6.8	-72.5%	6.8	12.5	-45.7%
Absorption Rate	53.85%	14.81%	+39%	14.73%	8%	+6.7%
Sales Activity Charts Metrics						
New Pending Sales Count	25	16	+56.3%	125	102	+22.5%
New Pending Sales Volume	\$9,947,300	\$4,856,400	+104.8%	\$50,294,200	\$31,981,550	+57.3%
Pending Sales Count	35	20	+75%	N/A	N/A	
Pending Sales Volume	\$13,172,200	\$5,918,900	+122.5%	N/A	N/A	
Closed Sales Count	15	10	+50%	82	76	+7.9%
Closed Sales Volume	\$4,979,500	\$3,218,000	+54.7%	\$28,724,900	\$22,250,517	+29.1%
Average Sales Price	\$331,967	\$321,800	+3.2%	\$350,304	\$292,770	+19.7%
Median Sales Price	\$320,000	\$168,750	+89.6%	\$295,854	\$222,033	+33.2%

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



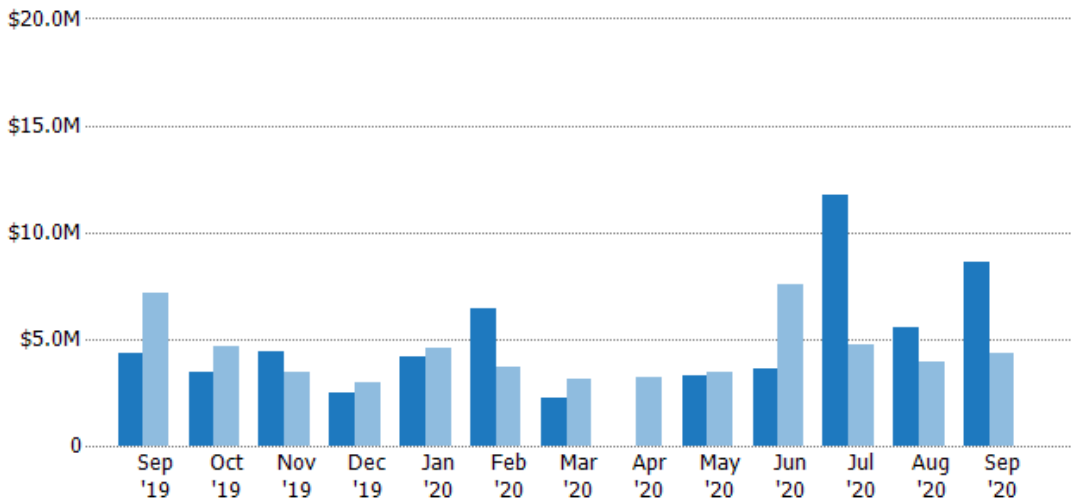
Current Year	11	8	10	11	11	19	7	-	7	11	21	15	24
Prior Year	17	16	9	10	14	11	13	11	8	19	16	16	11
Percent Change from Prior Year	-35%	-50%	11%	10%	-21%	73%	-46%	-100%	-13%	-42%	31%	-6%	118%

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	\$4.3M	\$3.45M	\$4.4M	\$2.49M	\$4.2M	\$6.45M	\$2.23M	-	\$3.27M	\$3.65M	\$11.7M	\$5.53M	\$8.61M
Prior Year	\$7.17M	\$4.63M	\$3.44M	\$2.98M	\$4.57M	\$3.71M	\$3.15M	\$3.22M	\$3.48M	\$7.56M	\$4.75M	\$3.96M	\$4.3M
Percent Change from Prior Year	-40%	-25%	28%	-16%	-8%	74%	-29%	-100%	-6%	-52%	147%	40%	100%

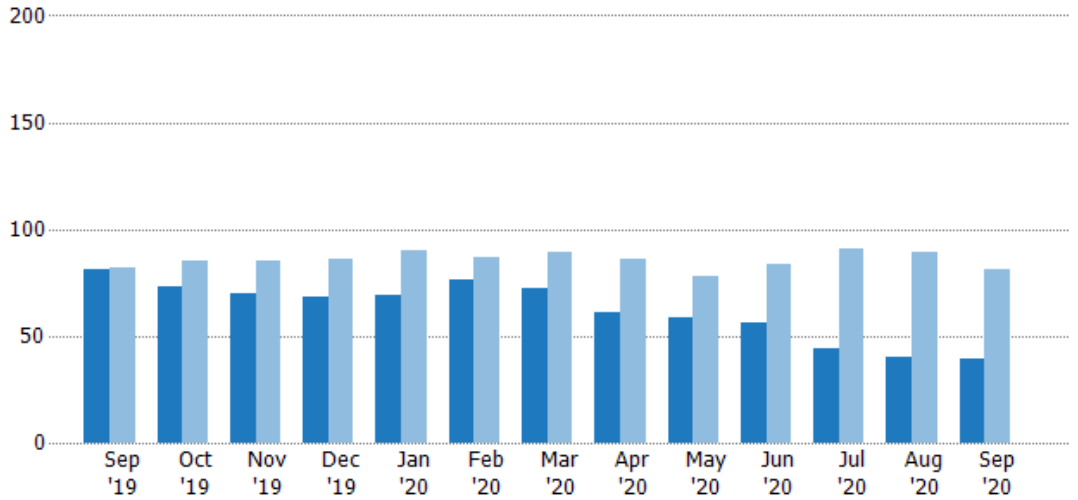
Active Listings

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.
Sep '20	39	-51.9%
Sep '19	81	-1.2%
Sep '18	82	25.6%



Current Year	81	73	70	68	69	76	72	61	59	56	44	40	39
Prior Year	82	85	85	86	90	87	89	86	78	84	91	89	81
Percent Change from Prior Year	-1%	-14%	-18%	-21%	-23%	-13%	-19%	-29%	-24%	-33%	-52%	-55%	-52%

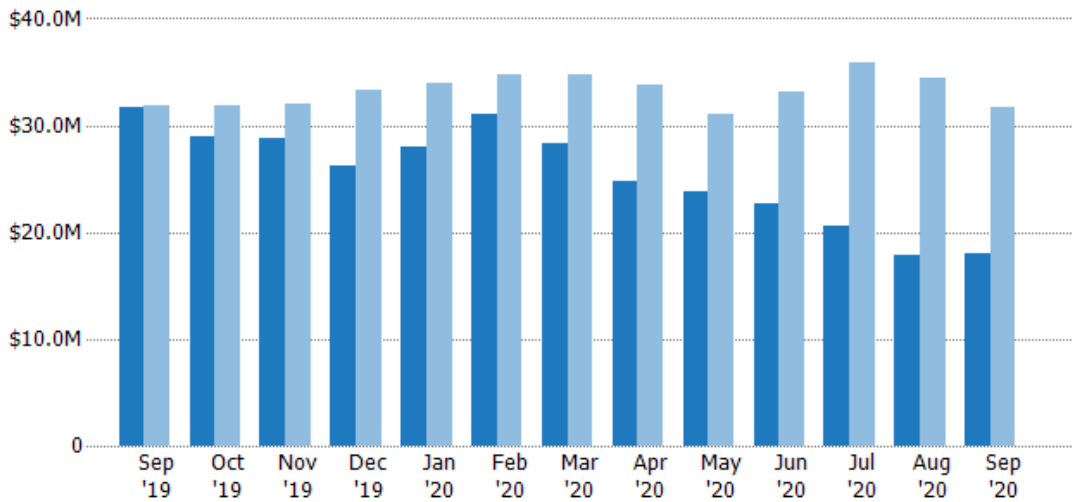
Active Listing Volume

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.
Sep '20	\$18M	-43.3%
Sep '19	\$31.7M	-0.5%
Sep '18	\$31.8M	23.1%



Current Year	\$31.7M	\$29M	\$28.8M	\$26.3M	\$27.9M	\$31.1M	\$28.3M	\$24.7M	\$23.9M	\$22.8M	\$20.6M	\$17.9M	\$18M
Prior Year	\$31.8M	\$31.9M	\$32.1M	\$33.2M	\$33.9M	\$34.8M	\$34.8M	\$33.8M	\$31M	\$33.2M	\$35.9M	\$34.4M	\$31.7M
Percent Change from Prior Year	0%	-9%	-10%	-21%	-18%	-11%	-19%	-27%	-23%	-31%	-43%	-48%	-43%

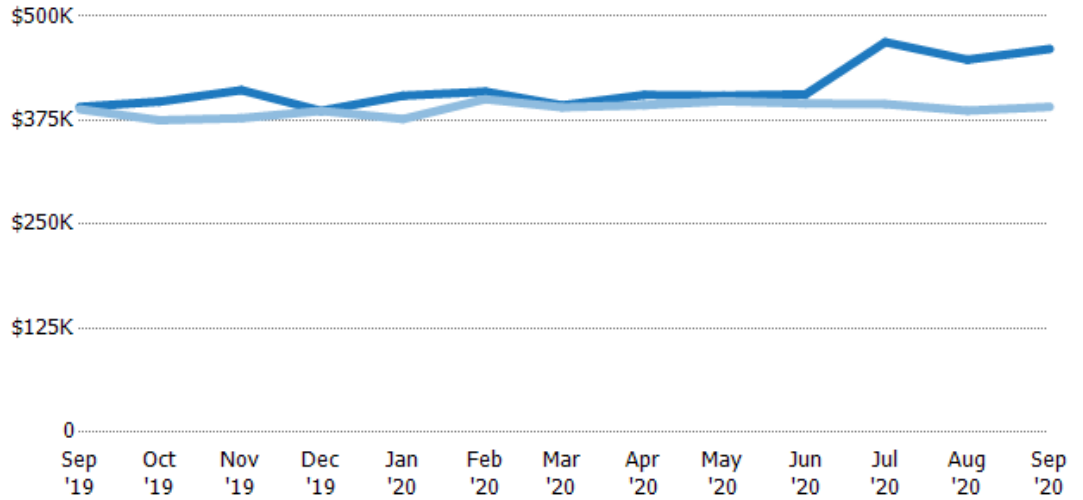
Average Listing Price

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.
Sep '20	\$461K	17.8%
Sep '19	\$391K	0.7%
Sep '18	\$388K	-2%



Current Year	\$391K	\$397K	\$411K	\$386K	\$405K	\$409K	\$393K	\$405K	\$405K	\$406K	\$469K	\$448K	\$461K
Prior Year	\$388K	\$375K	\$378K	\$386K	\$376K	\$400K	\$391K	\$393K	\$398K	\$395K	\$394K	\$387K	\$391K
Percent Change from Prior Year	1%	6%	9%	0%	7%	2%	1%	3%	2%	3%	19%	16%	18%

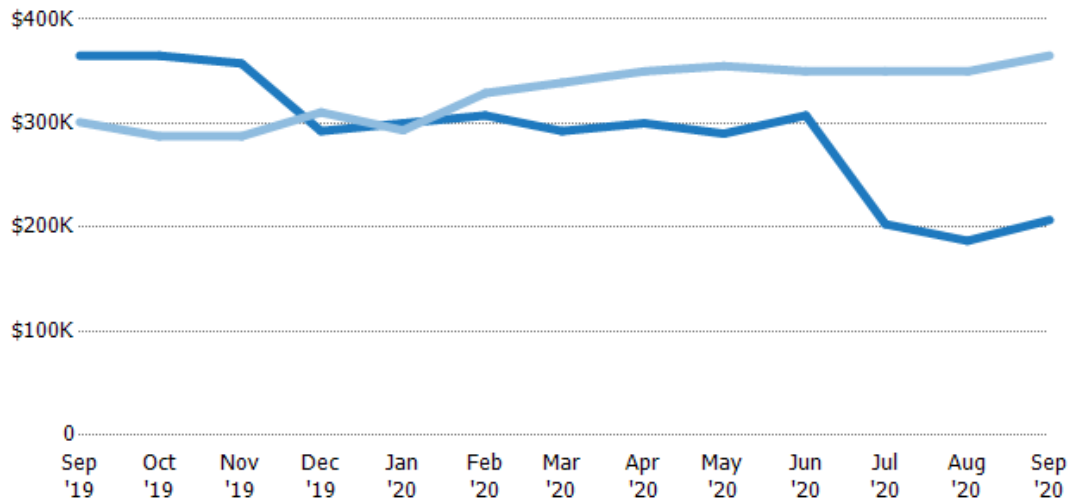
Median Listing Price

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.
Sep '20	\$207K	-43.3%
Sep '19	\$365K	21.3%
Sep '18	\$301K	-14%



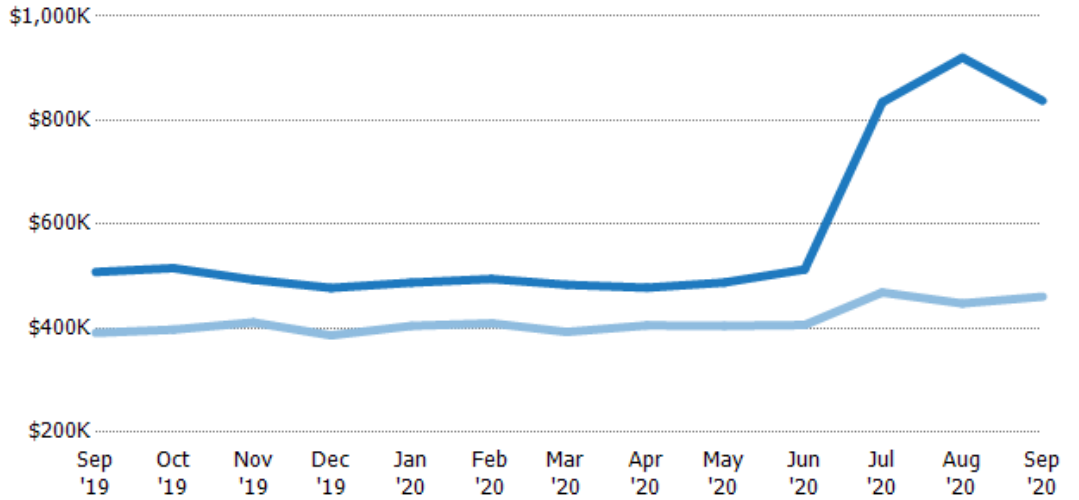
Current Year	\$365K	\$365K	\$358K	\$293K	\$300K	\$308K	\$293K	\$300K	\$290K	\$308K	\$203K	\$187K	\$207K
Prior Year	\$301K	\$288K	\$288K	\$311K	\$293K	\$329K	\$339K	\$350K	\$355K	\$350K	\$350K	\$350K	\$365K
Percent Change from Prior Year	21%	27%	24%	-6%	2%	-7%	-14%	-14%	-18%	-12%	-42%	-47%	-43%

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



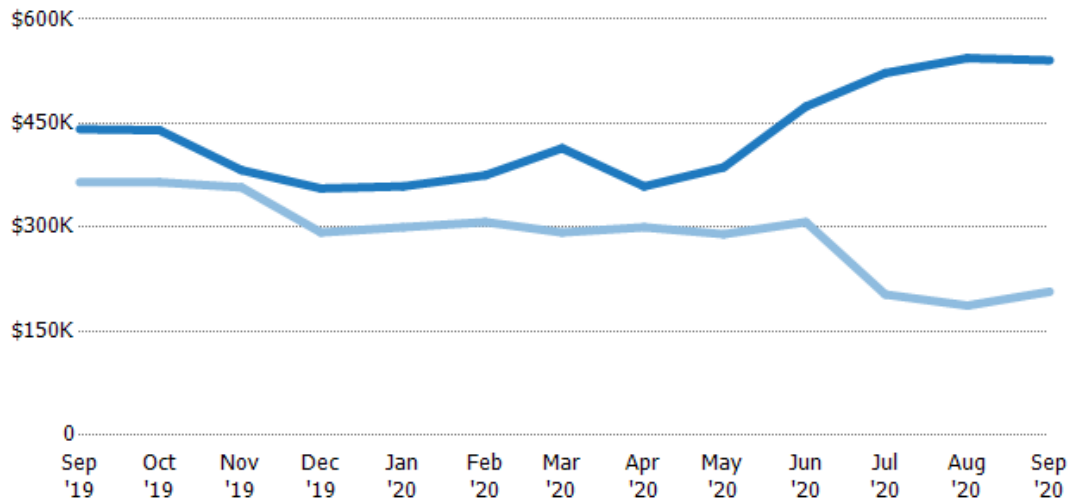
Avg Est Value	\$508K	\$516K	\$493K	\$478K	\$488K	\$495K	\$484K	\$478K	\$488K	\$513K	\$835K	\$921K	\$838K
Avg Listing Price	\$391K	\$397K	\$411K	\$386K	\$405K	\$409K	\$393K	\$405K	\$405K	\$406K	\$469K	\$448K	\$461K
Avg Listing Price as a % of Avg Est Value	77%	77%	83%	81%	83%	83%	81%	85%	83%	79%	56%	49%	55%

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



Median Est Value	\$441K	\$440K	\$382K	\$356K	\$359K	\$375K	\$414K	\$359K	\$387K	\$474K	\$522K	\$544K	\$541K
Median Listing Price	\$365K	\$365K	\$358K	\$293K	\$300K	\$308K	\$293K	\$300K	\$290K	\$308K	\$203K	\$187K	\$207K
Med Listing Price as a % of Med Est Value	83%	83%	94%	82%	84%	82%	71%	84%	75%	65%	39%	34%	38%

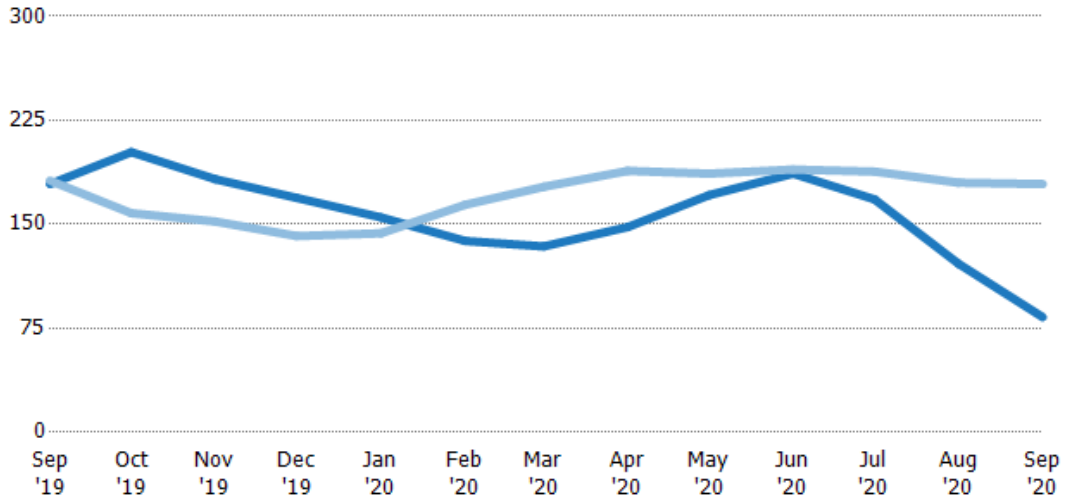
Median Days in RPR

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.
Sep '20	83	-53.6%
Sep '19	179	-1.4%
Sep '18	182	-27.3%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	179	202	183	169	155	138	134	148	171	187	168	122	83
Prior Year	182	158	152	142	144	164	177	189	187	190	188	180	179
Percent Change from Prior Year	-1%	28%	20%	19%	8%	-16%	-24%	-21%	-8%	-2%	-11%	-33%	-54%

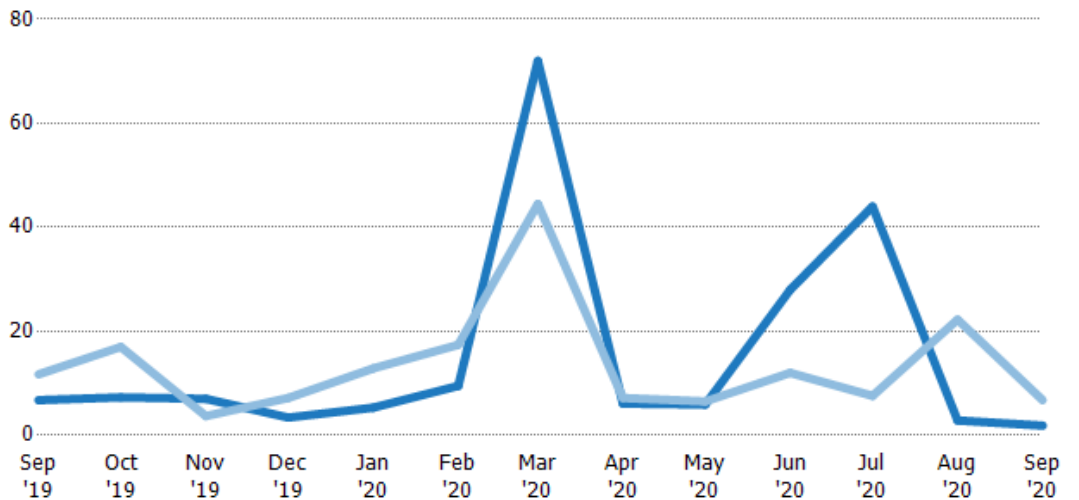
Months of Inventory

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.
Sep '20	1.86	-72.5%
Sep '19	6.75	-42.4%
Sep '18	11.7	-20.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	6.75	7.3	7	3.4	5.31	9.5	72	6.1	5.9	28	44	2.86	1.86
Prior Year	11.7	17	3.7	7.17	12.9	17.4	44.5	7.17	6.5	12	7.58	22.3	6.75
Percent Change from Prior Year	-42%	-57%	89%	-53%	-59%	-45%	62%	-15%	-9%	133%	480%	-87%	-72%

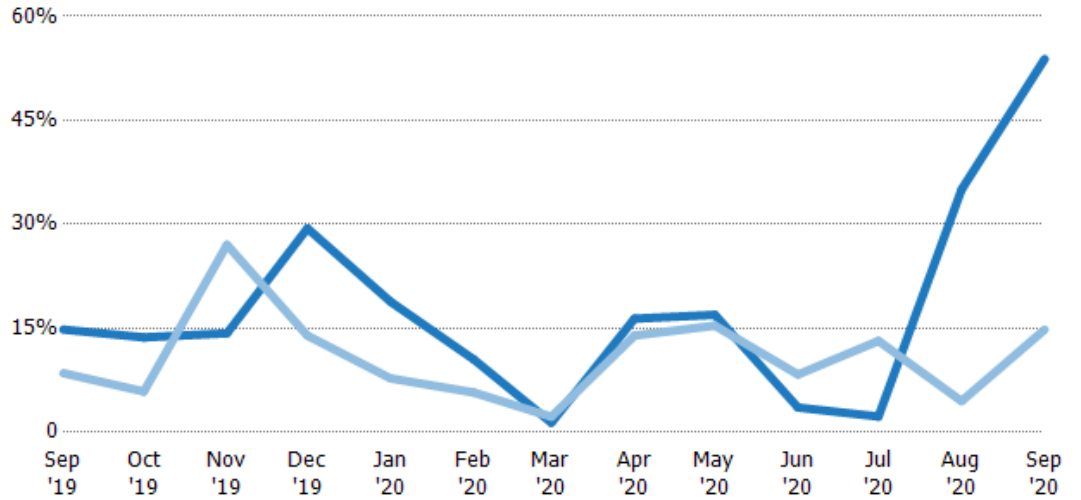
Absorption Rate

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.
Sep '20	54%	-39%
Sep '19	15%	-6.3%
Sep '18	9%	25.1%



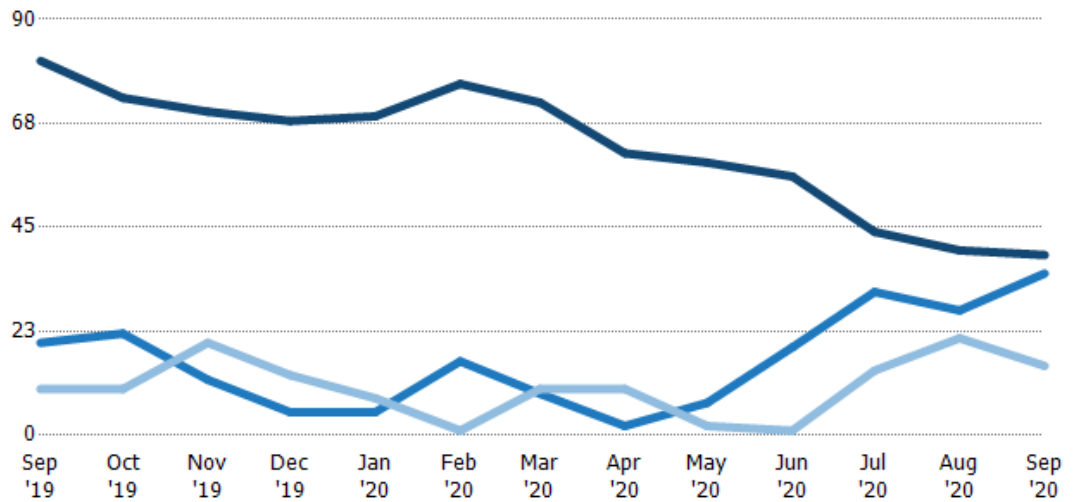
Current Year	15%	14%	14%	29%	19%	11%	1%	16%	17%	4%	2%	35%	54%
Prior Year	9%	6%	27%	14%	8%	6%	2%	14%	15%	8%	13%	4%	15%
Change from Prior Year	-6%	-8%	13%	-15%	-11%	-5%	1%	-2%	-2%	5%	11%	-31%	-39%

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	81	73	70	68	69	76	72	61	59	56	44	40	39
Pending	20	22	12	5	5	16	9	2	7	19	31	27	35
Sold	10	10	20	13	8	1	10	10	2	1	14	21	15

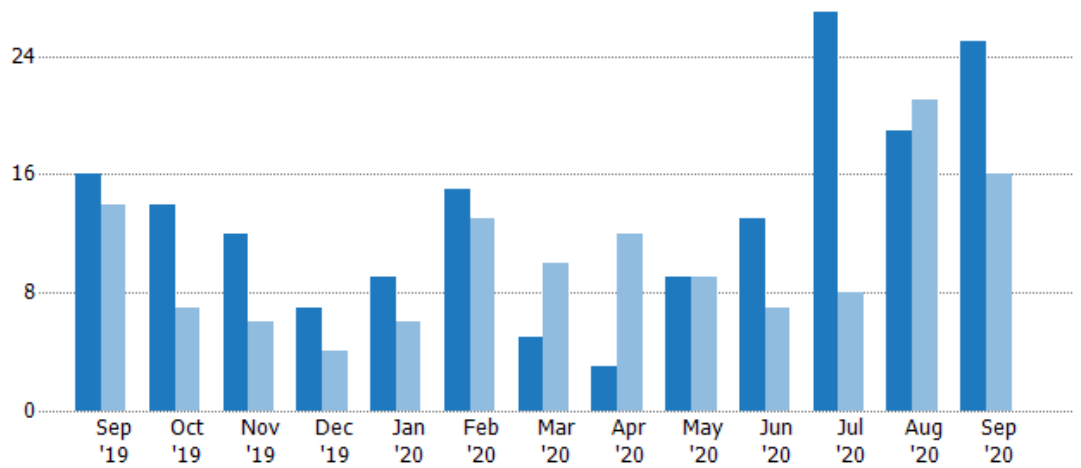
New Pending Sales

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.
Sep '20	25	56.3%
Sep '19	16	14.3%
Sep '18	14	-28.6%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	16	14	12	7	9	15	5	3	9	13	27	19	25
Prior Year	14	7	6	4	6	13	10	12	9	7	8	21	16
Percent Change from Prior Year	14%	100%	100%	75%	50%	15%	-50%	-75%	0%	86%	238%	-10%	56%

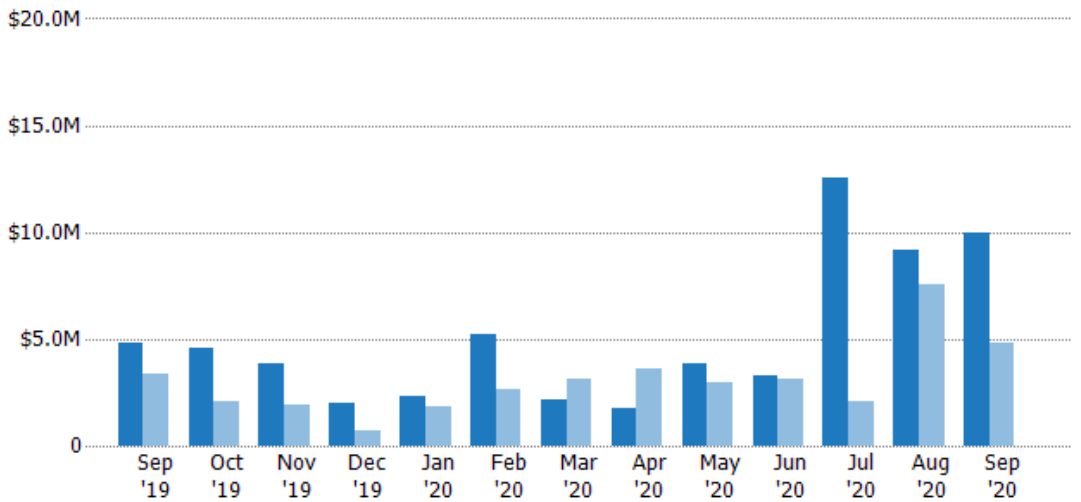
New Pending Sales Volume

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.
Sep '20	\$9.95M	104.8%
Sep '19	\$4.86M	42.8%
Sep '18	\$3.4M	-21.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$4.86M	\$4.58M	\$3.85M	\$2.03M	\$2.32M	\$5.25M	\$2.15M	\$1.79M	\$3.85M	\$3.28M	\$12.6M	\$9.14M	\$9.95M
Prior Year	\$3.4M	\$2.12M	\$1.95M	\$746K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$2.12M	\$7.59M	\$4.86M
Percent Change from Prior Year	43%	116%	97%	172%	25%	96%	-31%	-51%	29%	4%	494%	20%	105%

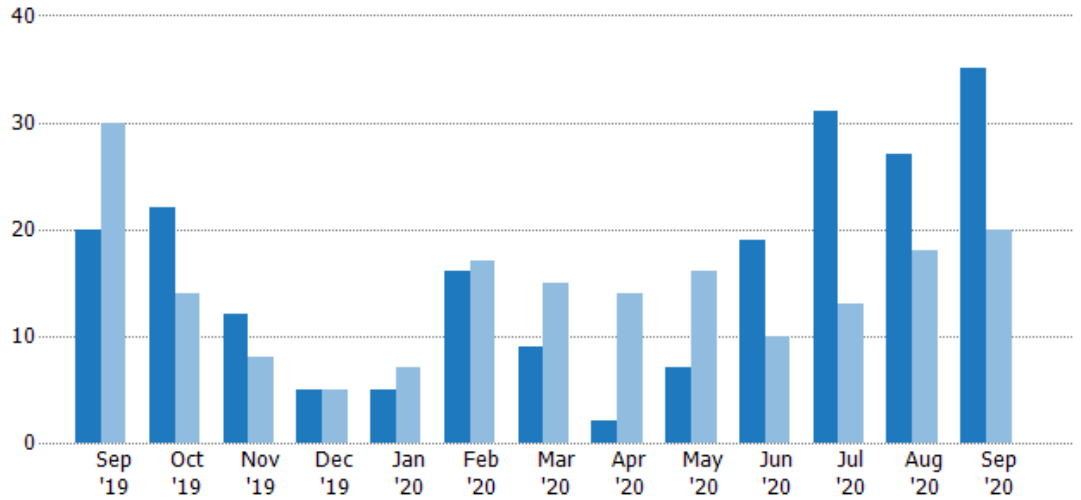
Pending Sales

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.
Sep '20	35	75%
Sep '19	20	-33.3%
Sep '18	30	-56.7%



Current Year	20	22	12	5	5	16	9	2	7	19	31	27	35
Prior Year	30	14	8	5	7	17	15	14	16	10	13	18	20
Percent Change from Prior Year	-33%	57%	50%	0%	-29%	-6%	-40%	-86%	-56%	90%	138%	50%	75%

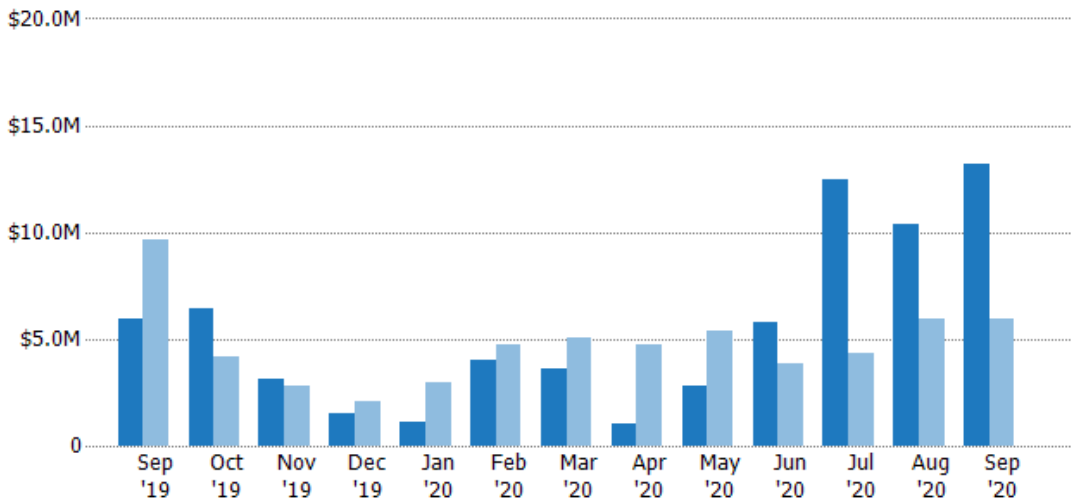
Pending Sales Volume

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.
Sep '20	\$13.2M	122.5%
Sep '19	\$5.92M	-38.7%
Sep '18	\$9.65M	-61.3%



Current Year	\$5.92M	\$6.45M	\$3.1M	\$1.53M	\$1.11M	\$4M	\$3.63M	\$1.02M	\$2.79M	\$5.82M	\$12.5M	\$10.3M	\$13.2M
Prior Year	\$9.65M	\$4.18M	\$2.78M	\$2.11M	\$2.96M	\$4.72M	\$5.07M	\$4.73M	\$5.37M	\$3.88M	\$4.3M	\$5.97M	\$5.92M
Percent Change from Prior Year	-39%	54%	11%	-27%	-63%	-15%	-28%	-78%	-48%	50%	190%	73%	123%

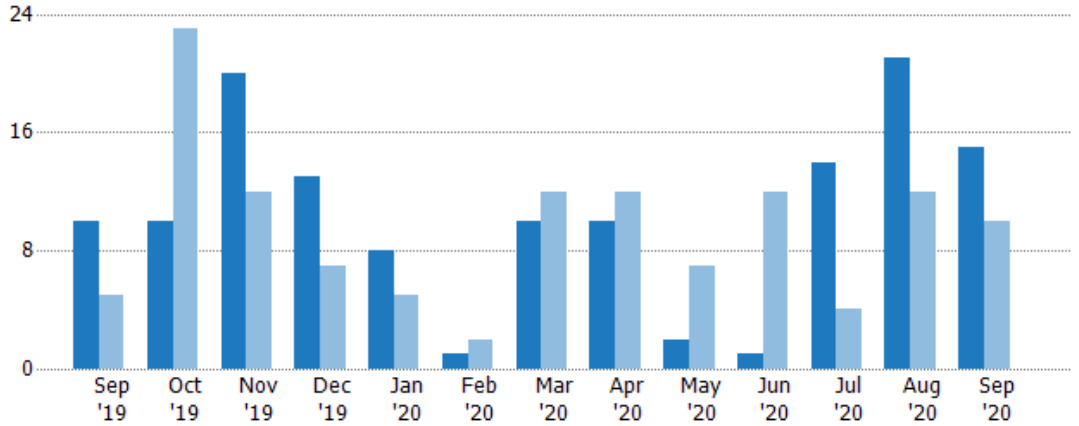
Closed Sales

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.
Sep '20	15	50%
Sep '19	10	100%
Sep '18	5	80%



Current Year	10	10	20	13	8	1	10	10	2	1	14	21	15
Prior Year	5	23	12	7	5	2	12	12	7	12	4	12	10
Percent Change from Prior Year	100%	-57%	67%	86%	60%	-50%	-17%	-17%	-71%	-92%	250%	75%	50%

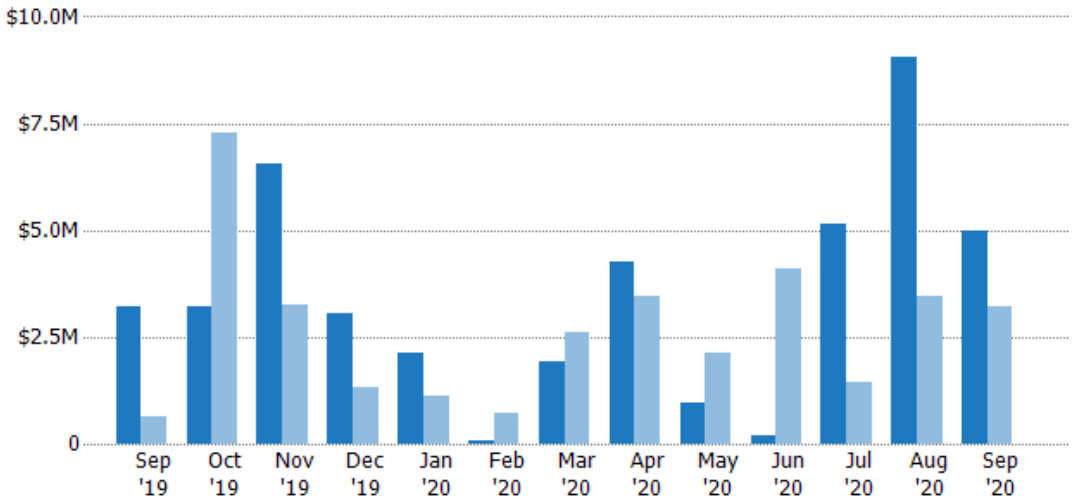
Closed Sales Volume

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.
Sep '20	\$4.98M	54.7%
Sep '19	\$3.22M	390.9%
Sep '18	\$656K	112.7%



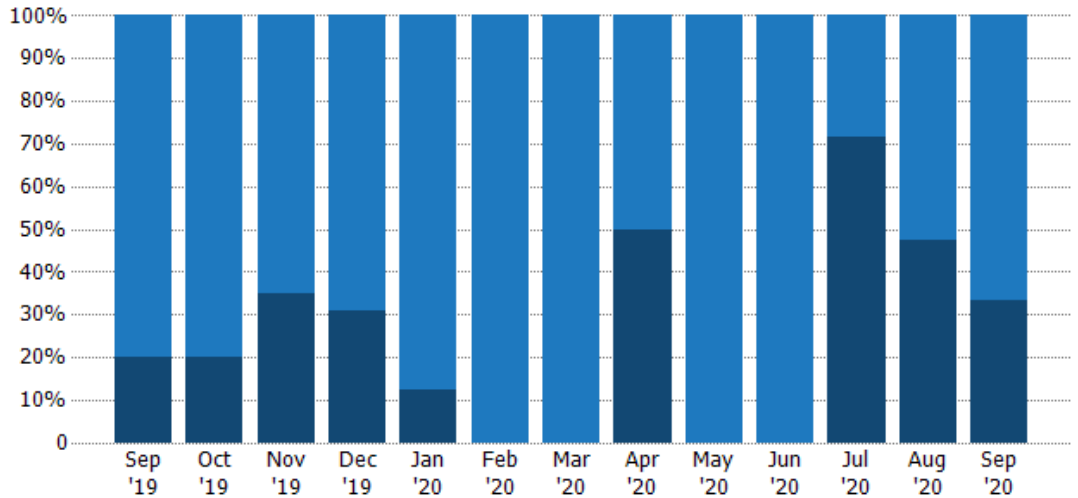
Current Year	\$3.22M	\$3.19M	\$6.57M	\$3.06M	\$2.15M	\$65K	\$1.94M	\$4.24M	\$940K	\$210K	\$5.13M	\$9.07M	\$4.98M
Prior Year	\$656K	\$7.28M	\$3.25M	\$1.31M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.44M	\$3.22M
Percent Change from Prior Year	391%	-56%	102%	133%	94%	-91%	-26%	23%	-56%	-95%	258%	164%	55%

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



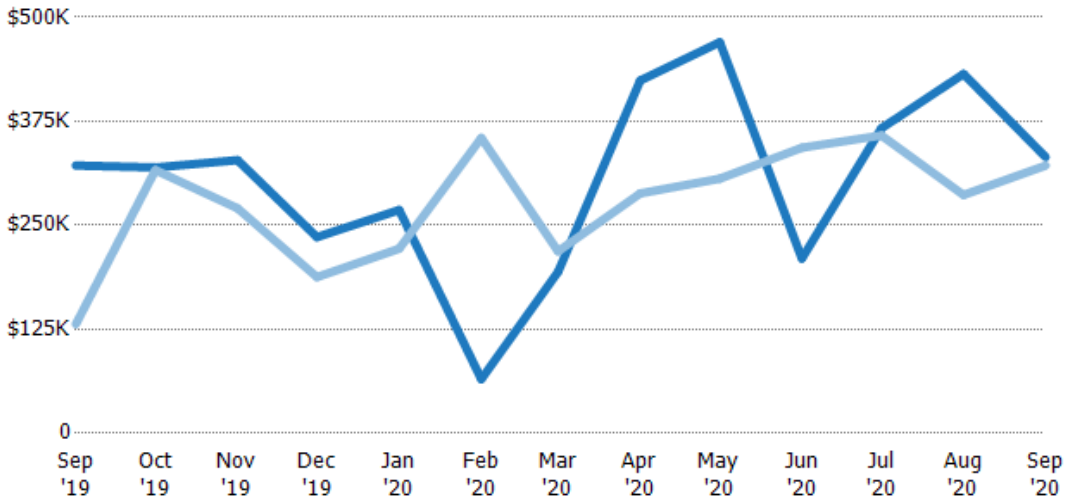
Condo/Townhouse	80%	80%	65%	69%	88%	100%	100%	50%	100%	100%	29%	52%	67%
Single Family Residence	20%	20%	35%	31%	13%	-	-	50%	-	-	71%	48%	33%

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	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K	\$332K
Prior Year	\$131K	\$316K	\$270K	\$188K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$286K	\$322K
Percent Change from Prior Year	145%	1%	21%	26%	21%	-82%	-11%	47%	54%	-39%	2%	51%	3%

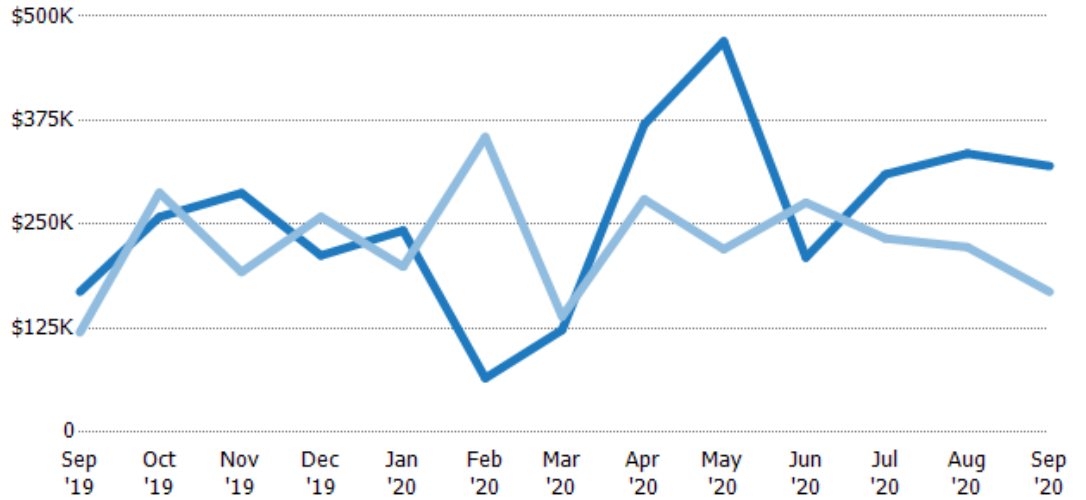
Median Sales Price

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.
Sep '20	\$320K	89.6%
Sep '19	\$169K	40.6%
Sep '18	\$120K	35.4%



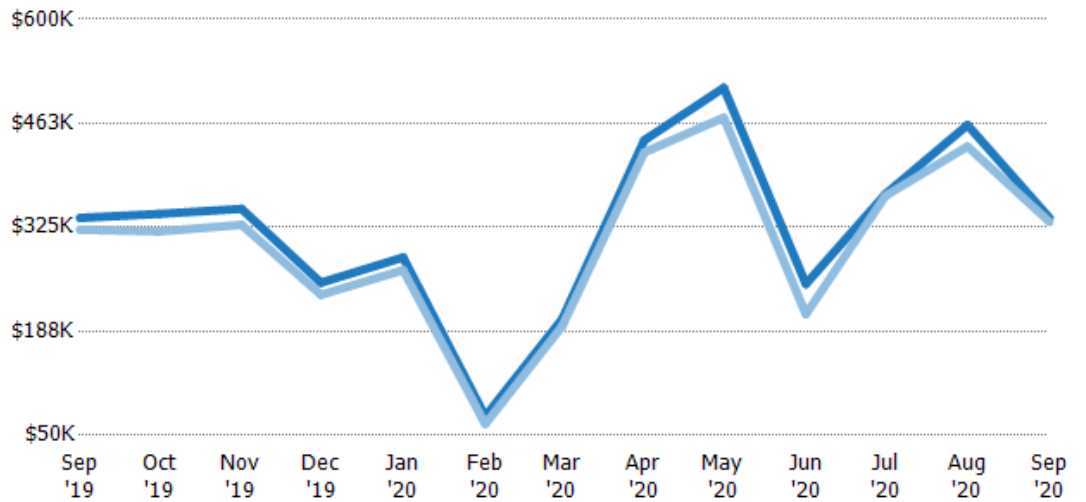
Current Year	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K	\$320K
Prior Year	\$120K	\$288K	\$193K	\$259K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$223K	\$169K
Percent Change from Prior Year	41%	-10%	49%	-18%	22%	-82%	-12%	32%	114%	-24%	33%	51%	90%

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



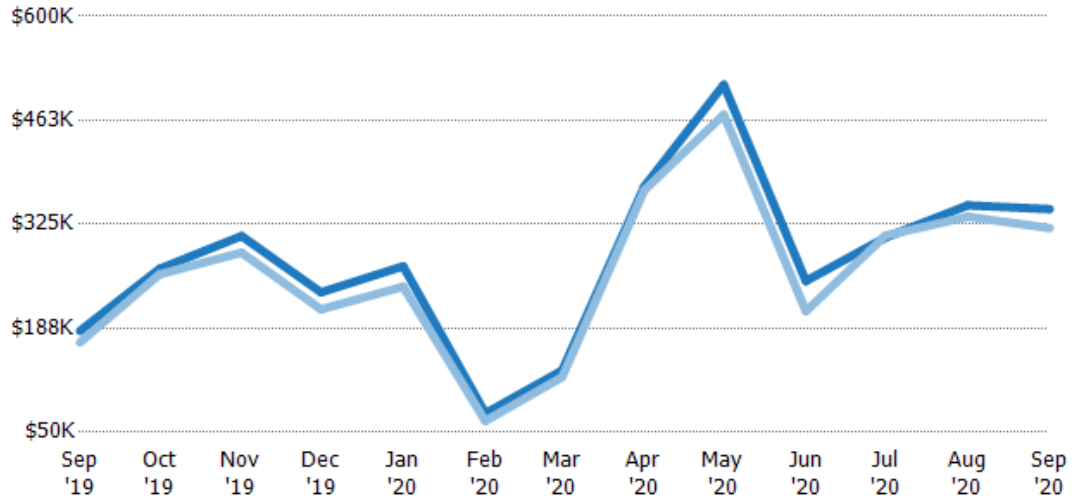
Avg List Price	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K	\$337K
Avg Sales Price	\$322K	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K	\$332K
Avg Sales Price as a % of Avg List Price	95%	93%	94%	94%	94%	87%	95%	96%	92%	84%	99%	94%	98%

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



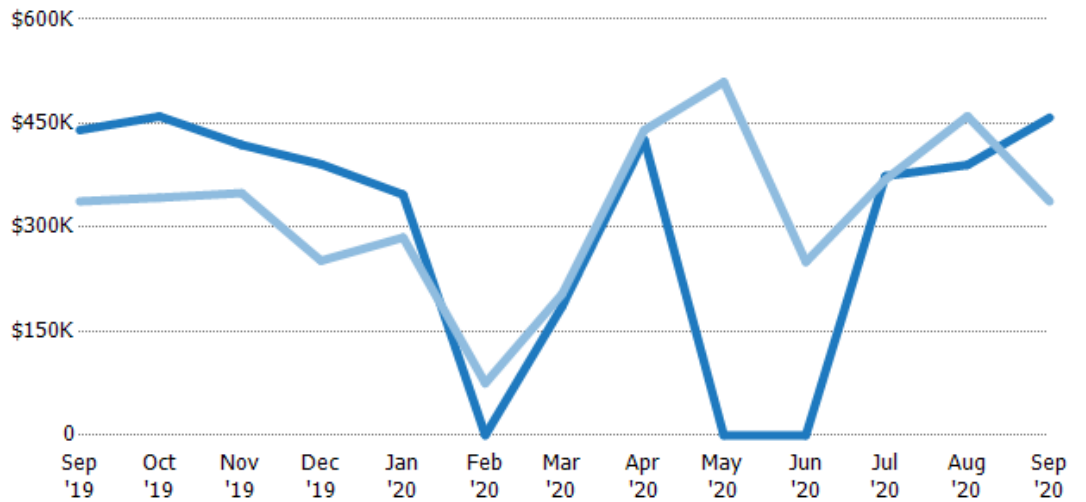
Median List Price	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K	\$345K
Median Sales Price	\$169K	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K	\$320K
Med Sales Price as a % of Med List Price	92%	97%	93%	90%	90%	87%	93%	99%	92%	84%	101%	96%	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



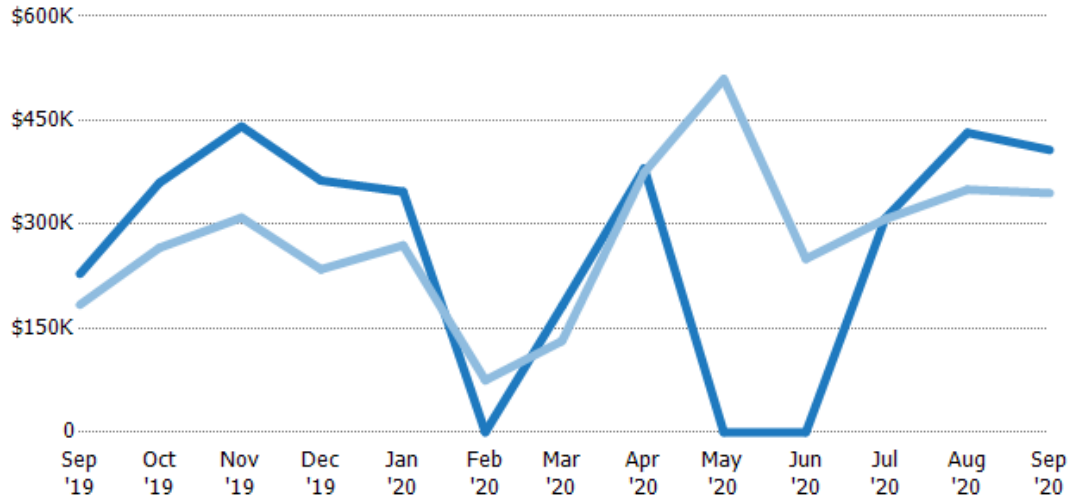
Avg Est Value	\$440K	\$460K	\$419K	\$391K	\$347K	\$0	\$186K	\$426K	\$0	\$0	\$374K	\$390K	\$458K
Avg Sales Price	\$337K	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K	\$337K
Avg Sales Price as a % of Avg Est Value	77%	75%	83%	64%	82%	100%	110%	103%	100%	100%	99%	118%	74%

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	\$228K	\$360K	\$441K	\$363K	\$347K	\$0	\$182K	\$381K	\$0	\$0	\$309K	\$432K	\$407K
Median Sales Price	\$184K	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K	\$345K
Med Sales Price as a % of Med Est Value	81%	74%	70%	65%	78%	100%	72%	98%	100%	100%	100%	81%	85%