

Summary of Key Listing and Sales Metrics

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

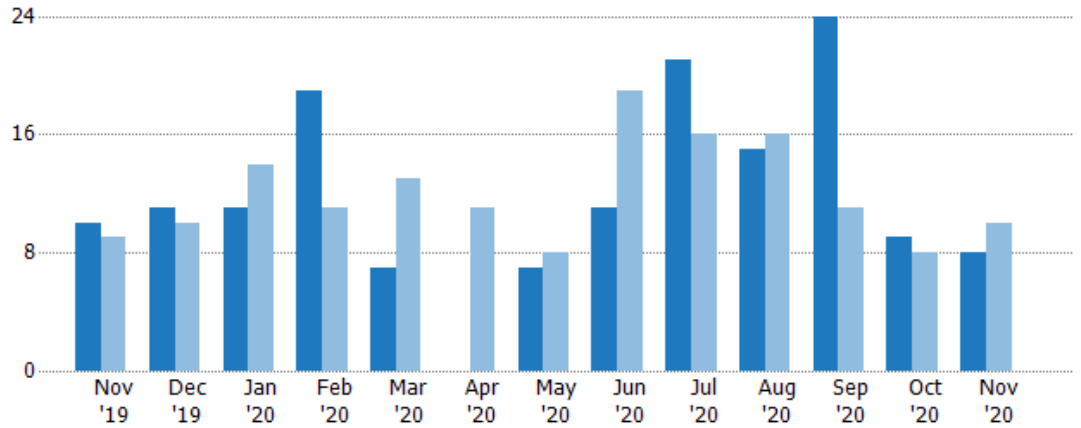
Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	10	-20%	132	137	-3.6%
New Listing Volume	\$4,539,300	\$4,395,400	+3.3%	\$52,221,800	\$46,553,650	+12.2%
Active Listing Count	30	70	-57.1%	N/A	N/A	
Active Listing Volume	\$14,651,900	\$28,784,000	-49.1%	N/A	N/A	
Average Listing Price	\$488,397	\$411,200	+18.8%	\$424,091	\$393,470	+7.8%
Median Listing Price	\$203,000	\$357,500	-43.2%	\$269,487	\$344,874	-21.9%
Median Days in RPR	115	177.5	-35.2%	134.52	181.48	-25.9%
Months of Inventory	1.3	7	-81.4%	5.6	9.5	-41.3%
Absorption Rate	76.67%	14.29%	+62.4%	18%	10.57%	+7.4%
Sales Activity Charts Metrics						
New Pending Sales Count	12	12	+/-	149	128	+16.4%
New Pending Sales Volume	\$3,354,300	\$3,846,400	-12.8%	\$58,709,500	\$40,404,350	+45.3%
Pending Sales Count	15	12	+25%	N/A	N/A	
Pending Sales Volume	\$5,007,200	\$3,096,900	+61.7%	N/A	N/A	
Closed Sales Count	18	20	-10%	123	106	+16%
Closed Sales Volume	\$7,273,518	\$6,566,000	+10.8%	\$44,322,868	\$32,011,217	+38.5%
Average Sales Price	\$404,084	\$328,300	+23.1%	\$360,349	\$301,993	+19.3%
Median Sales Price	\$308,000	\$287,500	+7.1%	\$293,732	\$237,849	+23.5%

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



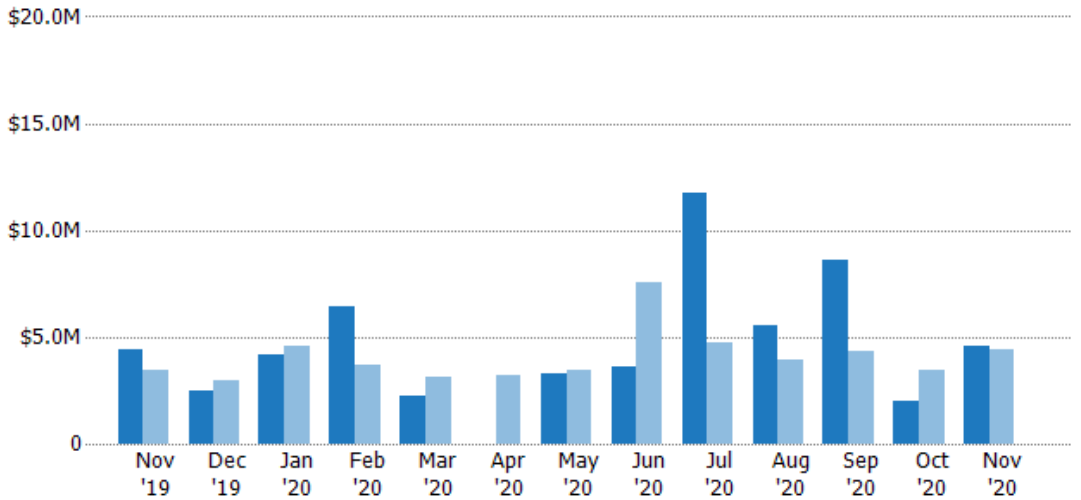
Current Year	10	11	11	19	7	-	7	11	21	15	24	9	8
Prior Year	9	10	14	11	13	11	8	19	16	16	11	8	10
Percent Change from Prior Year	11%	10%	-21%	73%	-46%	-100%	-13%	-42%	31%	-6%	118%	13%	-20%

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	\$4.4M	\$2.49M	\$4.2M	\$6.45M	\$2.23M	-	\$3.27M	\$3.65M	\$11.7M	\$5.52M	\$8.61M	\$2.03M	\$4.54M
Prior Year	\$3.44M	\$2.98M	\$4.57M	\$3.71M	\$3.15M	\$3.22M	\$3.48M	\$7.56M	\$4.75M	\$3.96M	\$4.3M	\$3.45M	\$4.4M
Percent Change from Prior Year	28%	-16%	-8%	74%	-29%	-100%	-6%	-52%	147%	40%	100%	-41%	3%

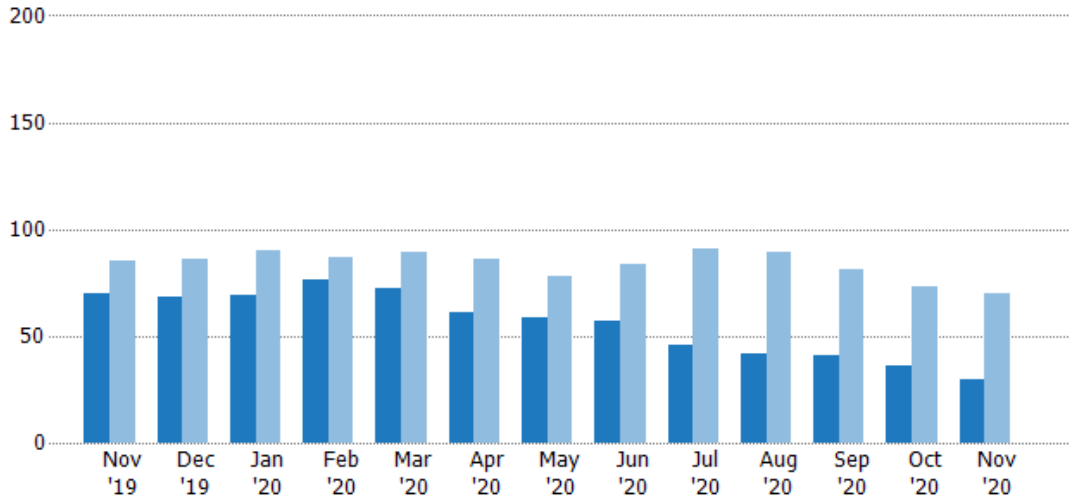
Active Listings

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.
Nov '20	30	-57.1%
Nov '19	70	-17.6%
Nov '18	85	22.4%



Current Year	70	68	69	76	72	61	59	57	46	42	41	36	30
Prior Year	85	86	90	87	89	86	78	84	91	89	81	73	70
Percent Change from Prior Year	-18%	-21%	-23%	-13%	-19%	-29%	-24%	-32%	-49%	-53%	-49%	-51%	-57%

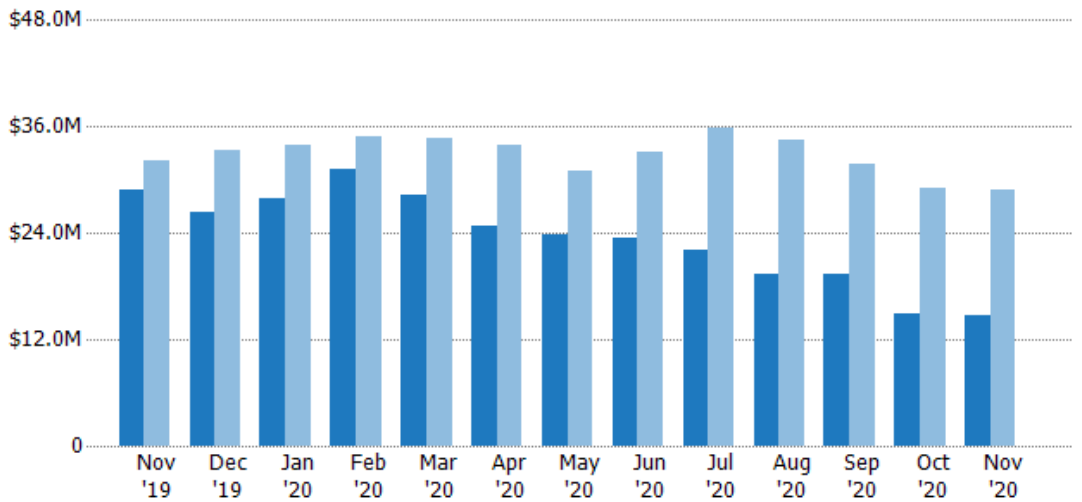
Active Listing Volume

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.
Nov '20	\$14.7M	-49.1%
Nov '19	\$28.8M	-10.3%
Nov '18	\$32.1M	28.8%



Current Year	\$28.8M	\$26.3M	\$27.9M	\$31.1M	\$28.3M	\$24.7M	\$23.9M	\$23.4M	\$22.1M	\$19.4M	\$19.4M	\$14.9M	\$14.7M
Prior Year	\$32.1M	\$33.2M	\$33.9M	\$34.8M	\$34.8M	\$33.8M	\$31M	\$33.1M	\$35.8M	\$34.4M	\$31.7M	\$29M	\$28.8M
Percent Change from Prior Year	-10%	-21%	-18%	-11%	-19%	-27%	-23%	-30%	-38%	-44%	-39%	-49%	-49%

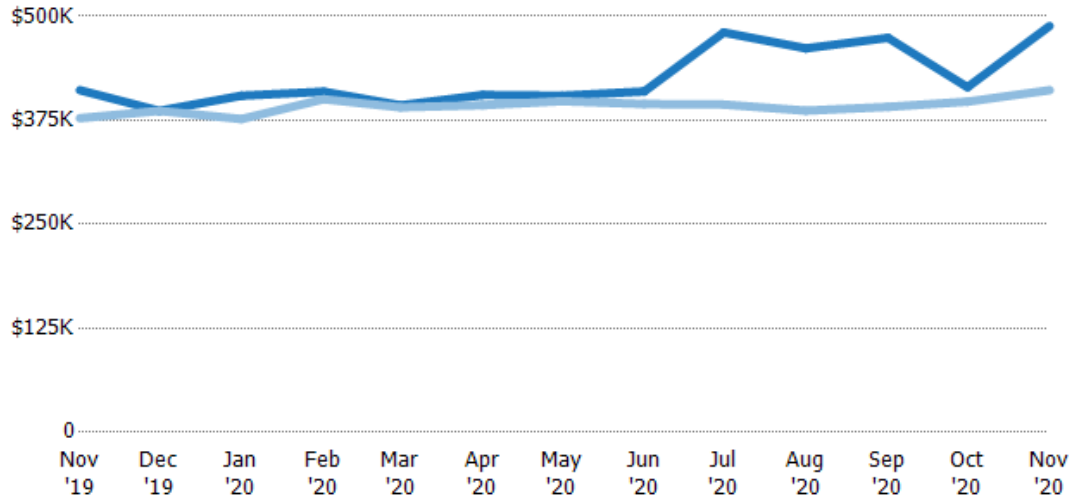
Average Listing Price

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.
Nov '20	\$488K	18.8%
Nov '19	\$411K	8.9%
Nov '18	\$378K	5.2%



Current Year	\$411K	\$386K	\$405K	\$409K	\$393K	\$405K	\$405K	\$410K	\$481K	\$461K	\$474K	\$415K	\$488K
Prior Year	\$378K	\$386K	\$376K	\$400K	\$391K	\$393K	\$398K	\$395K	\$394K	\$387K	\$391K	\$397K	\$411K
Percent Change from Prior Year	9%	0%	7%	2%	1%	3%	2%	4%	22%	19%	21%	4%	19%

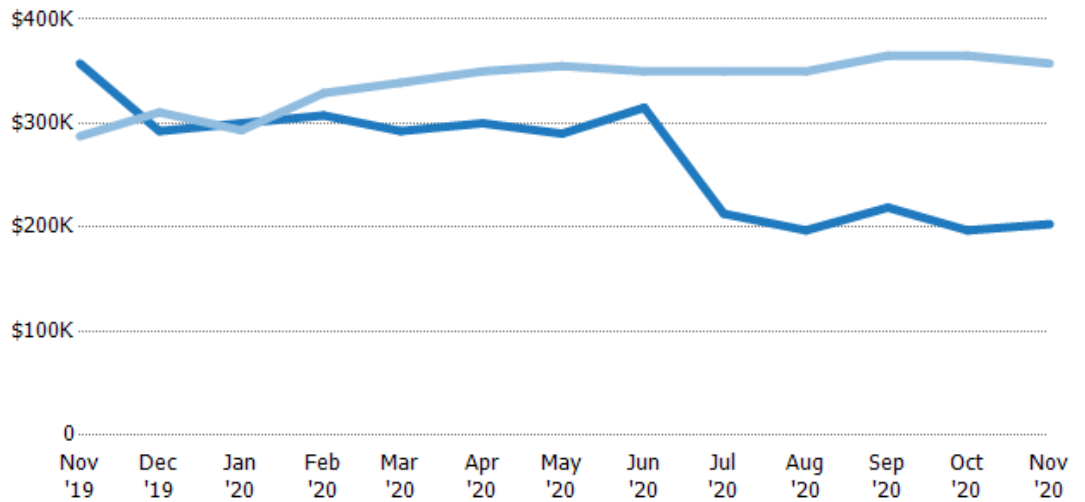
Median Listing Price

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.
Nov '20	\$203K	-43.2%
Nov '19	\$358K	24.3%
Nov '18	\$288K	-3.7%



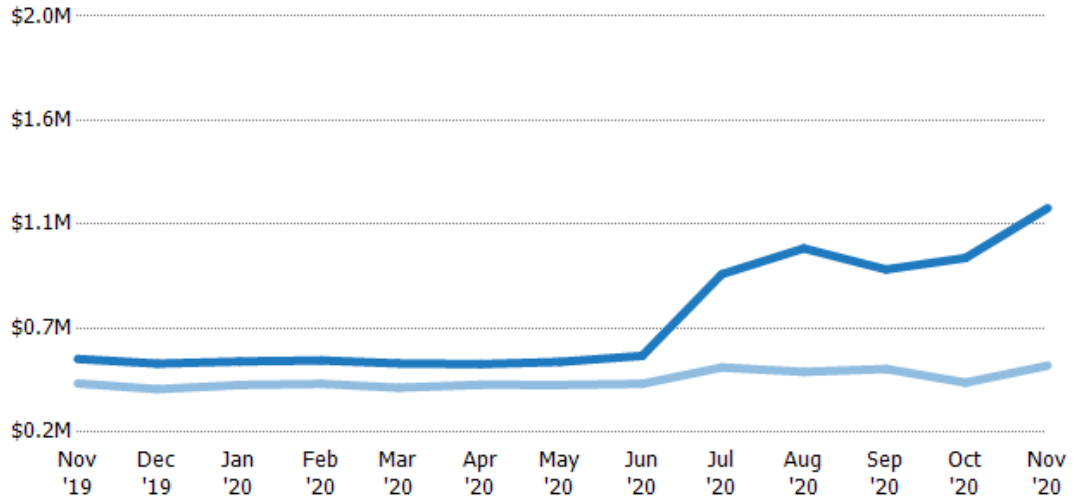
Current Year	\$358K	\$293K	\$300K	\$308K	\$293K	\$300K	\$290K	\$315K	\$213K	\$197K	\$219K	\$197K	\$203K
Prior Year	\$288K	\$311K	\$293K	\$329K	\$339K	\$350K	\$355K	\$350K	\$350K	\$350K	\$365K	\$365K	\$358K
Percent Change from Prior Year	24%	-6%	2%	-7%	-14%	-14%	-18%	-10%	-39%	-44%	-40%	-46%	-43%

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



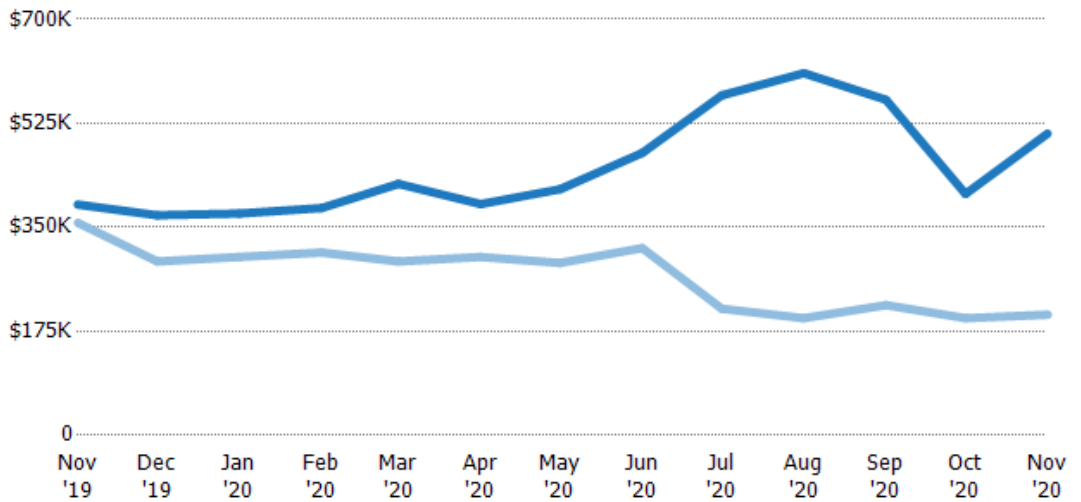
Avg Est Value	\$517K	\$497K	\$506K	\$511K	\$498K	\$495K	\$505K	\$531K	\$884K	\$996K	\$904K	\$954K	\$1.17M
Avg Listing Price	\$411K	\$386K	\$405K	\$409K	\$393K	\$405K	\$405K	\$410K	\$481K	\$461K	\$474K	\$415K	\$488K
Avg Listing Price as a % of Avg Est Value	80%	78%	80%	80%	79%	82%	80%	77%	54%	46%	52%	43%	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



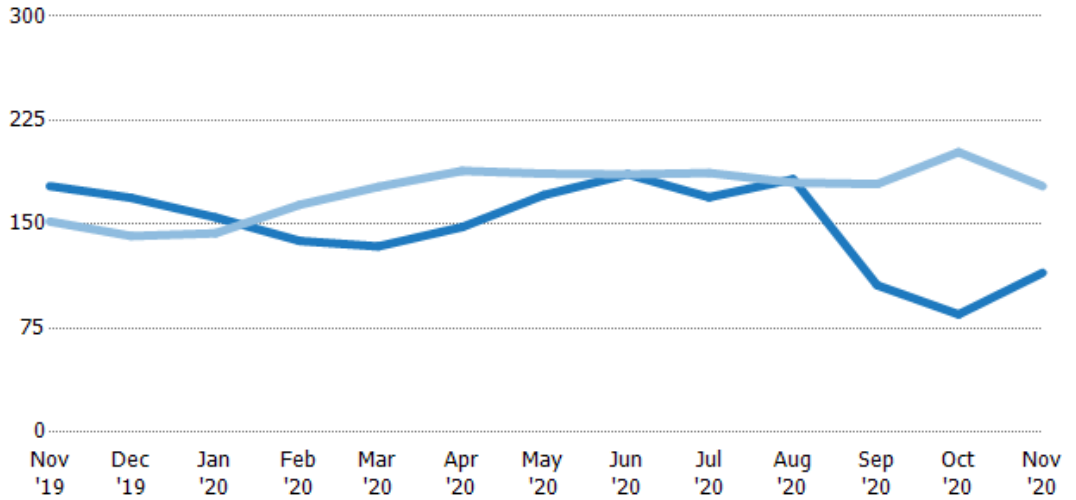
Median Est Value	\$388K	\$370K	\$373K	\$382K	\$423K	\$389K	\$414K	\$475K	\$572K	\$609K	\$564K	\$406K	\$508K
Median Listing Price	\$358K	\$293K	\$300K	\$308K	\$293K	\$300K	\$290K	\$315K	\$213K	\$197K	\$219K	\$197K	\$203K
Med Listing Price as a % of Med Est Value	92%	79%	80%	80%	69%	77%	70%	66%	37%	32%	39%	49%	40%

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.
Nov '20	115	-35.2%
Nov '19	178	16.8%
Nov '18	152	-10.9%

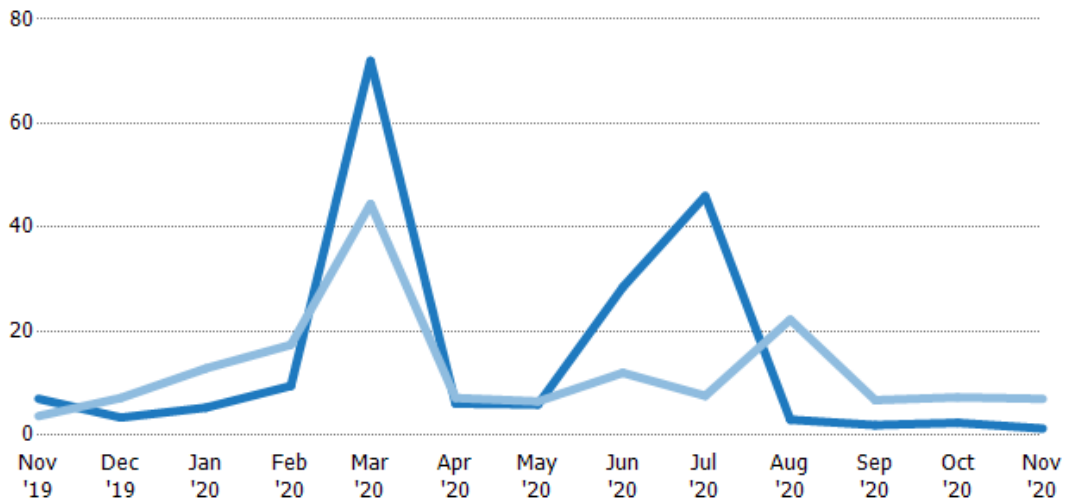
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	178	169	155	138	134	148	171	186	170	183	106	85	115
Prior Year	152	142	144	164	177	189	187	186	187	180	179	202	178
Percent Change from Prior Year	17%	19%	8%	-16%	-24%	-21%	-8%	0%	-9%	1%	-41%	-58%	-35%

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.
Nov '20	1.3	-81.4%
Nov '19	7	89.4%
Nov '18	3.7	212.7%

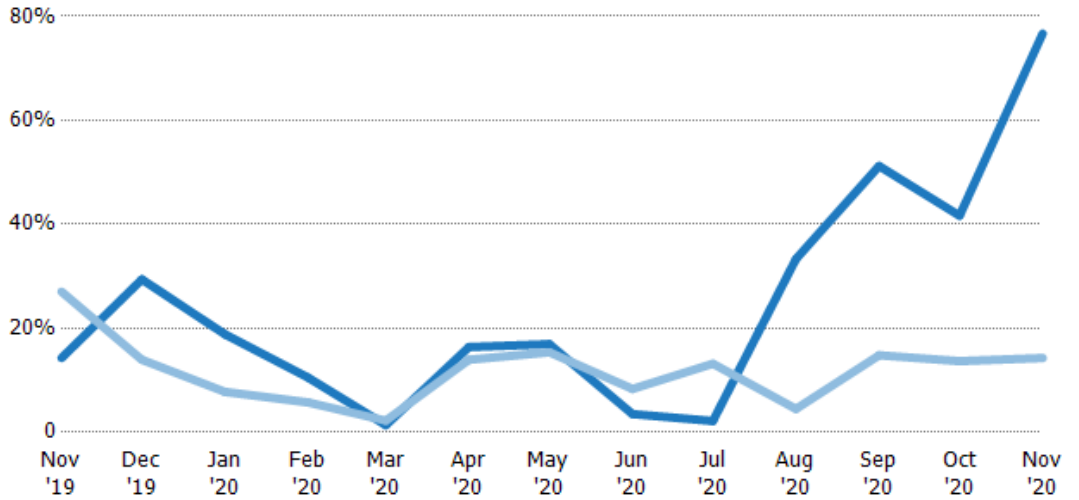
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	7	3.4	5.31	9.5	72	6.1	5.9	28.5	46	3	1.95	2.4	1.3
Prior Year	3.7	7.17	12.9	17.4	44.5	7.17	6.5	12	7.58	22.3	6.75	7.3	7
Percent Change from Prior Year	89%	-53%	-59%	-45%	62%	-15%	-9%	138%	507%	-87%	-71%	-67%	-81%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



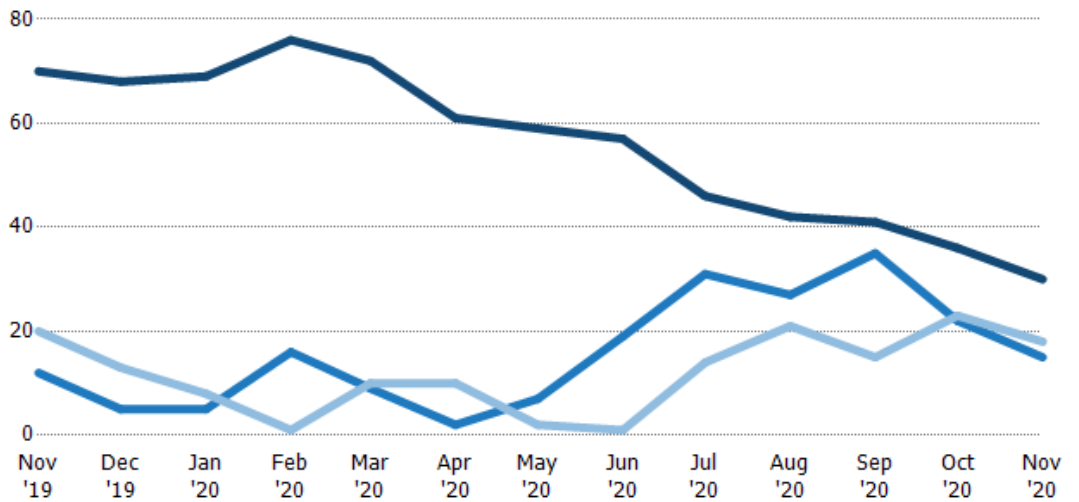
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	14%	29%	19%	11%	1%	16%	17%	4%	2%	33%	51%	42%	77%
Prior Year	27%	14%	8%	6%	2%	14%	15%	8%	13%	4%	15%	14%	14%
Change from Prior Year	13%	-15%	-11%	-5%	1%	-2%	-2%	5%	11%	-29%	-36%	-28%	-62%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	70	68	69	76	72	61	59	57	46	42	41	36	30
Pending	12	5	5	16	9	2	7	19	31	27	35	22	15
Sold	20	13	8	1	10	10	2	1	14	21	15	23	18

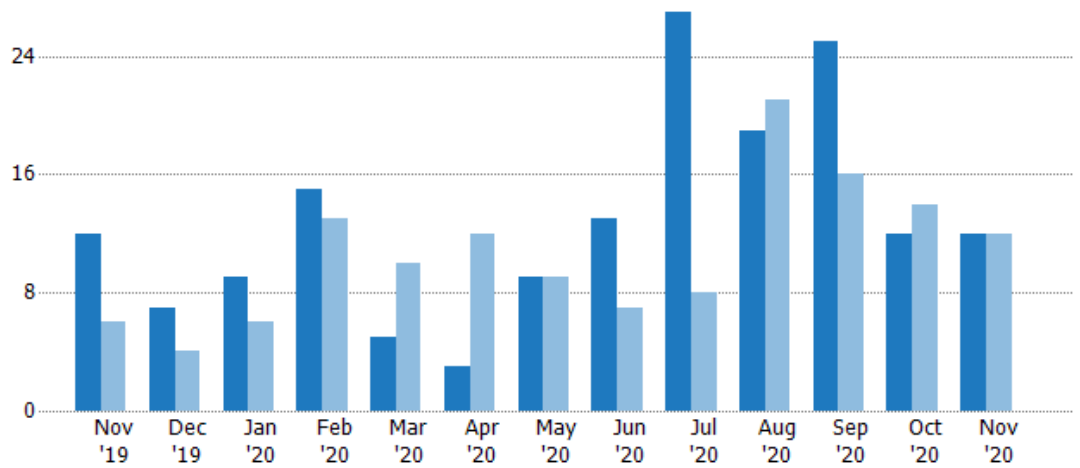
New Pending Sales

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.
Nov '20	12	0%
Nov '19	12	100%
Nov '18	6	33.3%



Current Year	12	7	9	15	5	3	9	13	27	19	25	12	12
Prior Year	6	4	6	13	10	12	9	7	8	21	16	14	12
Percent Change from Prior Year	100%	75%	50%	15%	-50%	-75%	0%	86%	238%	-10%	56%	-14%	0%

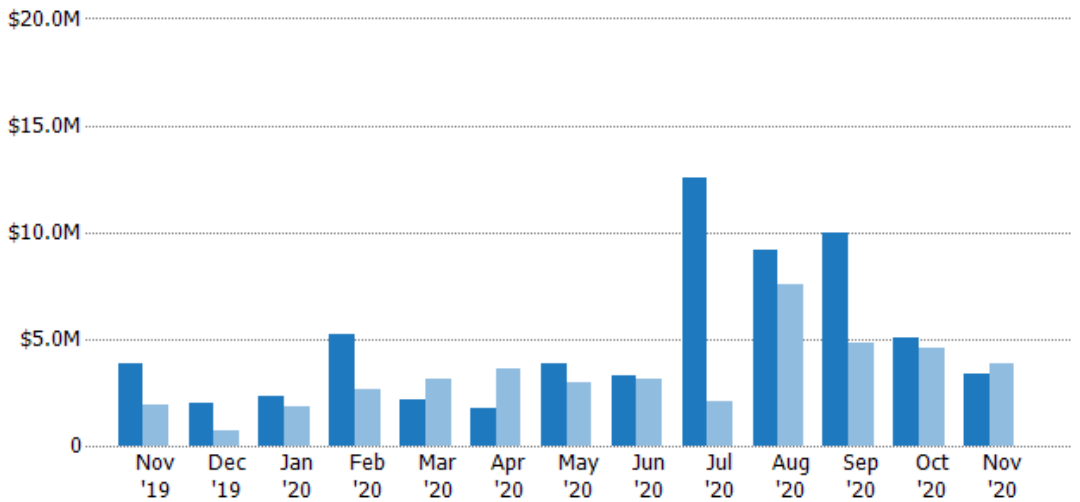
New Pending Sales Volume

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.
Nov '20	\$3.35M	-12.8%
Nov '19	\$3.85M	97%
Nov '18	\$1.95M	-5.5%



Current Year	\$3.85M	\$2.03M	\$2.32M	\$5.25M	\$2.15M	\$1.79M	\$3.85M	\$3.28M	\$12.6M	\$9.14M	\$9.95M	\$5.06M	\$3.35M
Prior Year	\$1.95M	\$746K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$2.12M	\$7.59M	\$4.86M	\$4.58M	\$3.85M
Percent Change from Prior Year	97%	172%	25%	96%	-31%	-51%	29%	4%	494%	20%	105%	11%	-13%

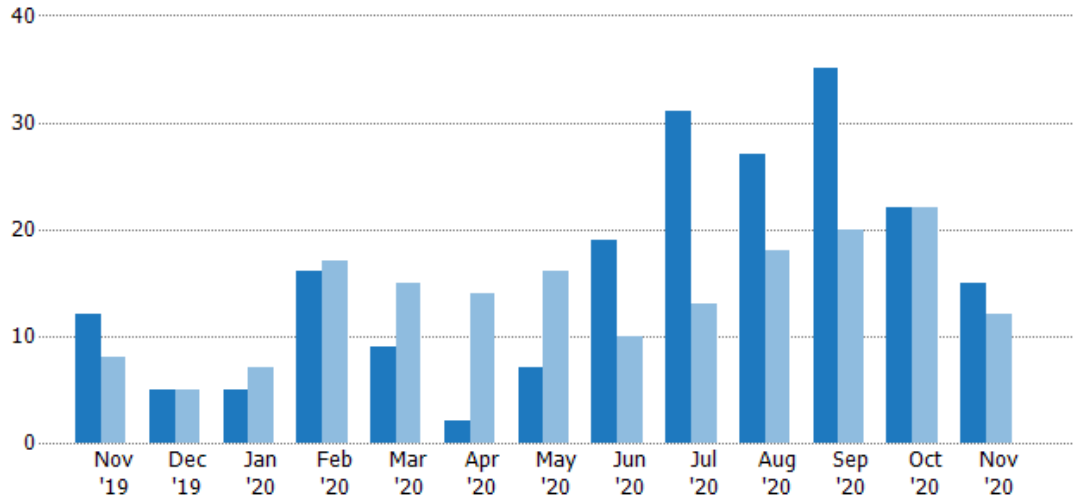
Pending Sales

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.
Nov '20	15	25%
Nov '19	12	50%
Nov '18	8	25%



Current Year	12	5	5	16	9	2	7	19	31	27	35	22	15
Prior Year	8	5	7	17	15	14	16	10	13	18	20	22	12
Percent Change from Prior Year	50%	0%	-29%	-6%	-40%	-86%	-56%	90%	138%	50%	75%	0%	25%

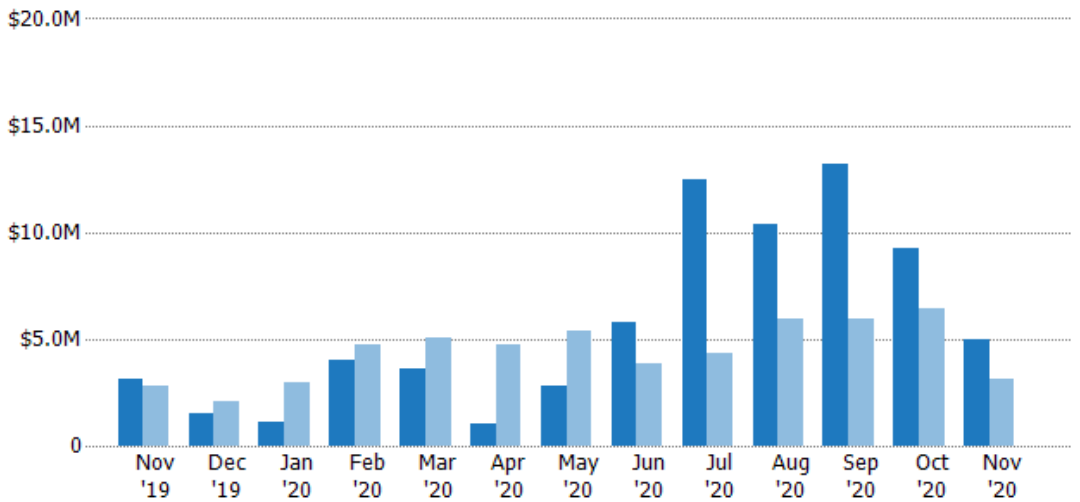
Pending Sales Volume

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.
Nov '20	\$5.01M	61.7%
Nov '19	\$3.1M	11.4%
Nov '18	\$2.78M	24.6%



Current Year	\$3.1M	\$1.53M	\$1.11M	\$4M	\$3.63M	\$1.02M	\$2.79M	\$5.82M	\$12.5M	\$10.3M	\$13.2M	\$9.21M	\$5.01M
Prior Year	\$2.78M	\$2.11M	\$2.96M	\$4.72M	\$5.07M	\$4.73M	\$5.37M	\$3.88M	\$4.3M	\$5.97M	\$5.92M	\$6.45M	\$3.1M
Percent Change from Prior Year	11%	-27%	-63%	-15%	-28%	-78%	-48%	50%	190%	73%	123%	43%	62%

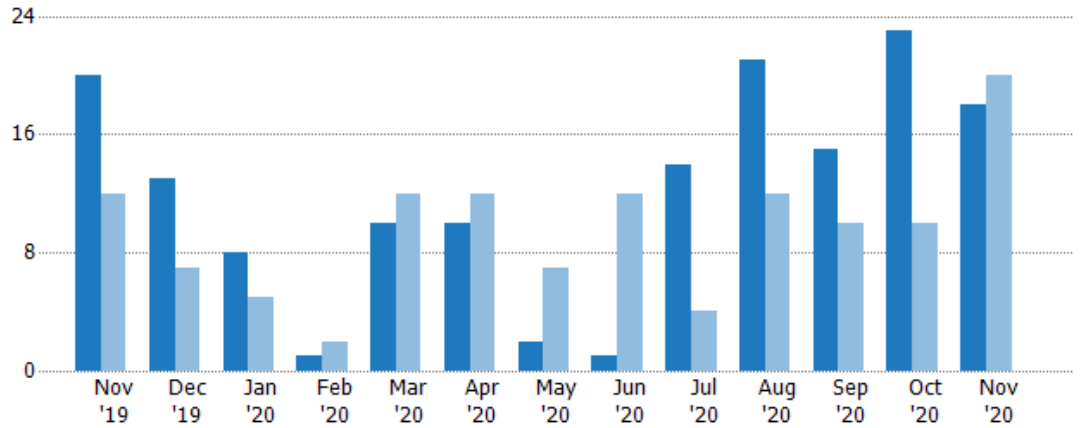
Closed Sales

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.
Nov '20	18	-10%
Nov '19	20	66.7%
Nov '18	12	-8.3%



Current Year	20	13	8	1	10	10	2	1	14	21	15	23	18
Prior Year	12	7	5	2	12	12	7	12	4	12	10	10	20
Percent Change from Prior Year	67%	86%	60%	-50%	-17%	-17%	-71%	-92%	250%	75%	50%	130%	-10%

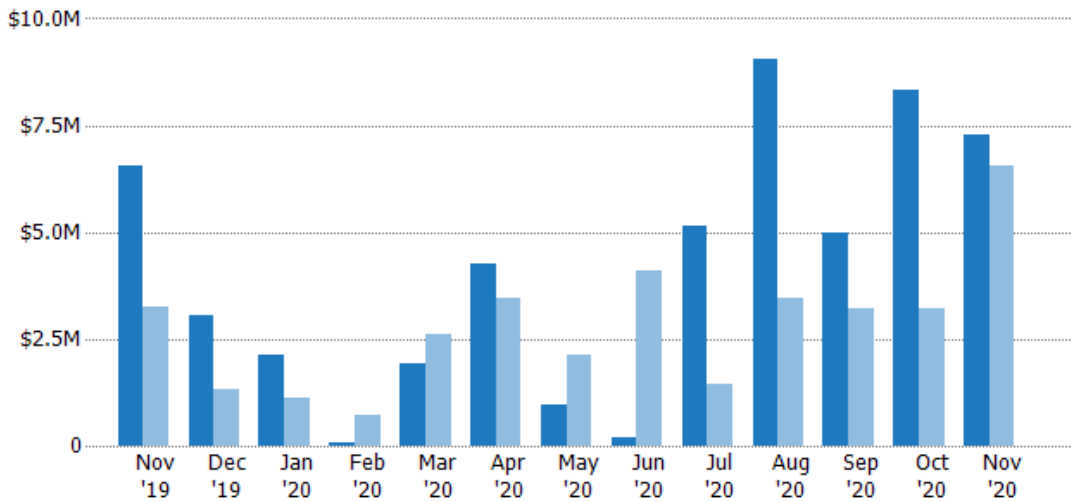
Closed Sales Volume

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.
Nov '20	\$7.27M	10.8%
Nov '19	\$6.57M	102.3%
Nov '18	\$3.25M	-20%



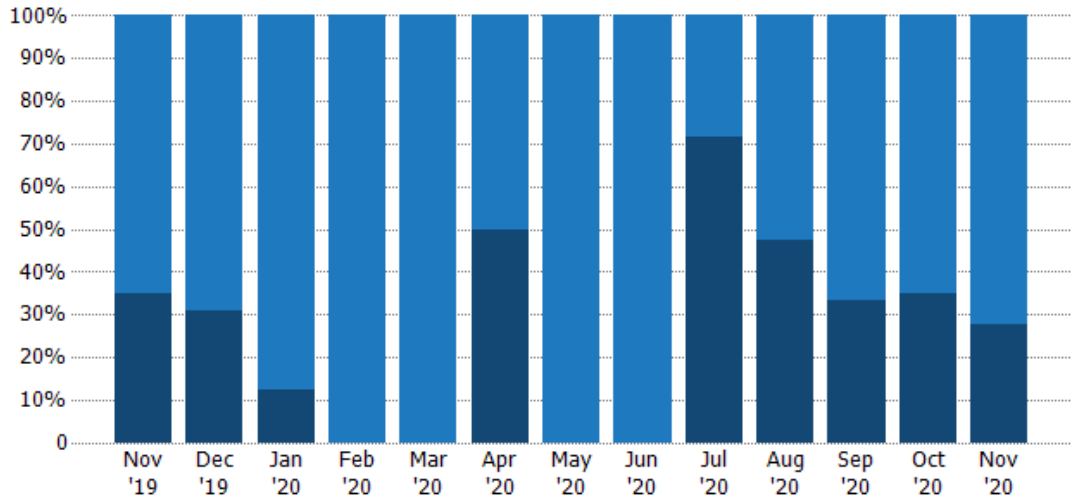
Current Year	\$6.57M	\$3.06M	\$2.15M	\$65K	\$1.94M	\$4.24M	\$940K	\$210K	\$5.13M	\$9.07M	\$4.98M	\$8.32M	\$7.27M
Prior Year	\$3.25M	\$1.31M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.44M	\$3.22M	\$3.19M	\$6.57M
Percent Change from Prior Year	102%	133%	94%	-91%	-26%	23%	-56%	-95%	258%	164%	55%	161%	11%

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



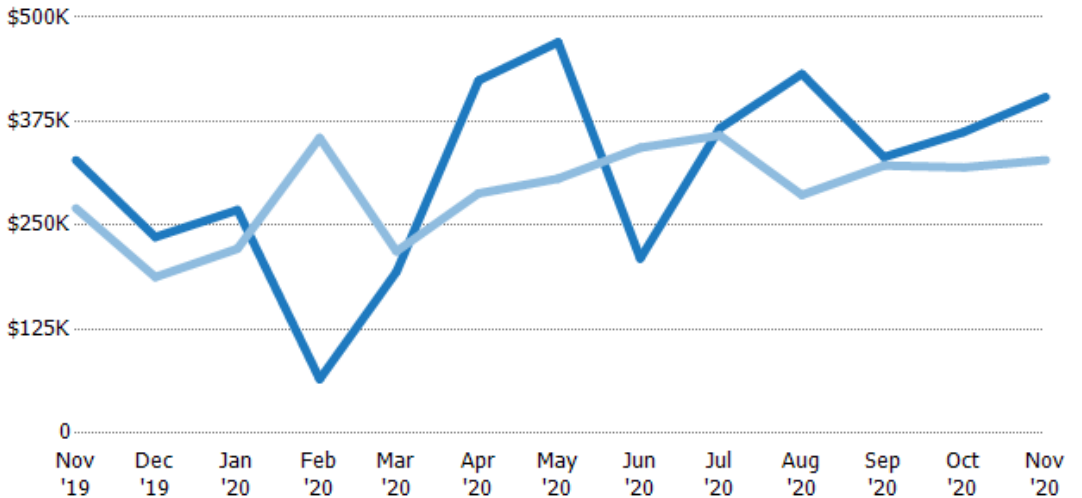
Condo/Townhouse	65%	69%	88%	100%	100%	50%	100%	100%	29%	52%	67%	65%	72%
Single Family Residence	35%	31%	13%	-	-	50%	-	-	71%	48%	33%	35%	28%

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	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K	\$332K	\$362K	\$404K
Prior Year	\$270K	\$188K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$286K	\$322K	\$319K	\$328K
Percent Change from Prior Year	21%	26%	21%	-82%	-11%	47%	54%	-39%	2%	51%	3%	13%	23%

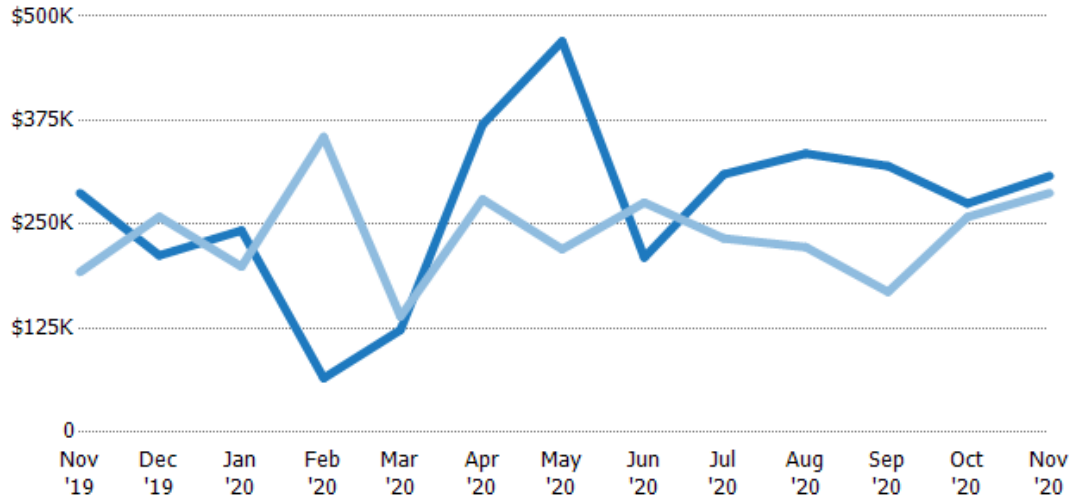
Median Sales Price

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.
Nov '20	\$308K	7.1%
Nov '19	\$288K	49.4%
Nov '18	\$193K	9.1%



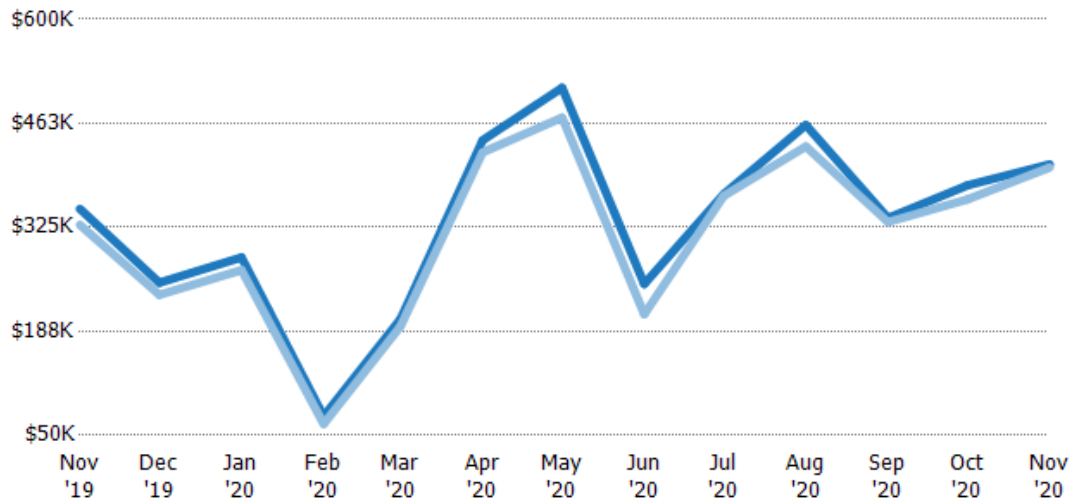
Current Year	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K	\$320K	\$275K	\$308K
Prior Year	\$193K	\$259K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$223K	\$169K	\$259K	\$288K
Percent Change from Prior Year	49%	-18%	22%	-82%	-12%	32%	114%	-24%	33%	51%	90%	6%	7%

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



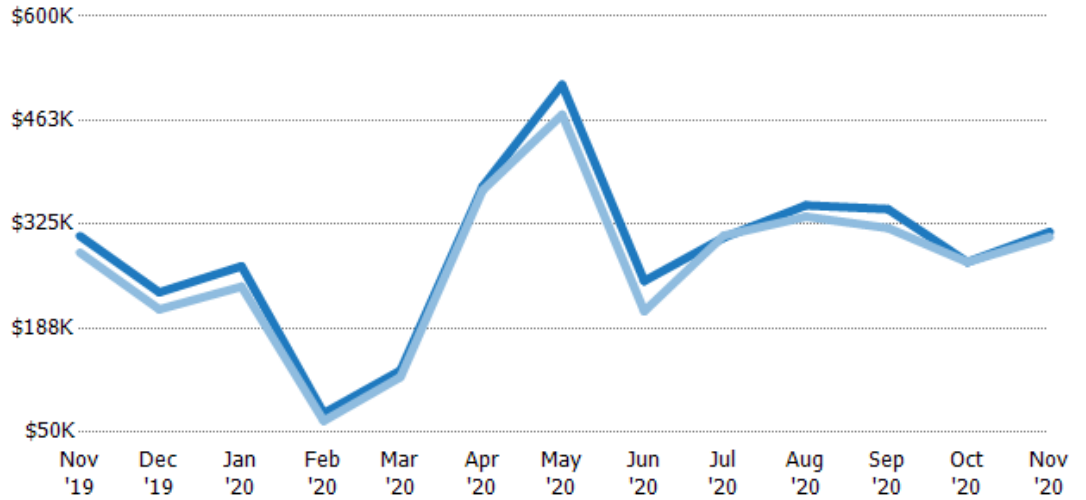
Avg List Price	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K	\$337K	\$380K	\$408K
Avg Sales Price	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K	\$332K	\$362K	\$404K
Avg Sales Price as a % of Avg List Price	94%	94%	94%	87%	95%	96%	92%	84%	99%	94%	98%	95%	99%

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



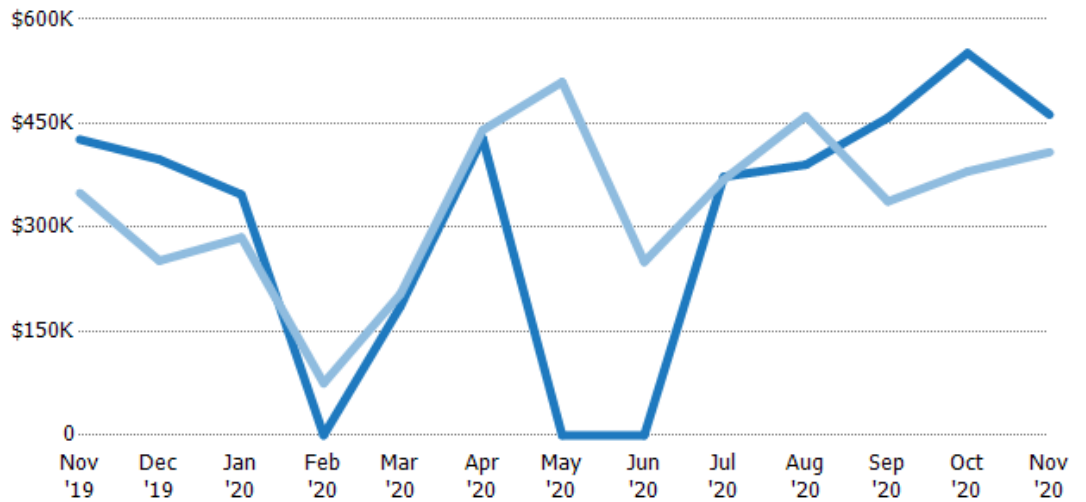
Median List Price	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K	\$345K	\$275K	\$315K
Median Sales Price	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K	\$320K	\$275K	\$308K
Med Sales Price as a % of Med List Price	93%	90%	90%	87%	93%	99%	92%	84%	101%	96%	93%	100%	98%

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



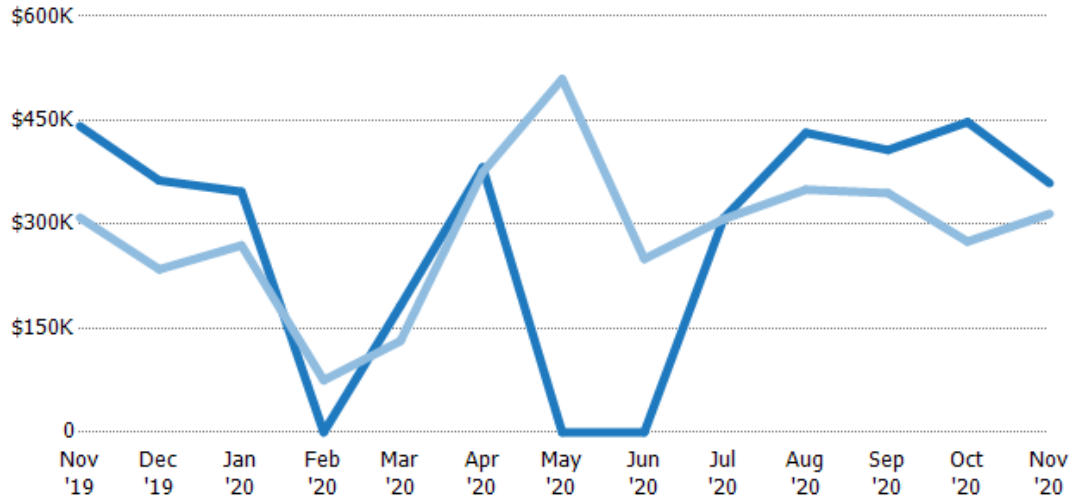
Avg Est Value	\$426K	\$398K	\$347K	\$0	\$186K	\$428K	\$0	\$0	\$373K	\$390K	\$458K	\$551K	\$462K
Avg Sales Price	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K	\$337K	\$380K	\$408K
Avg Sales Price as a % of Avg Est Value	82%	63%	82%	100%	109%	103%	100%	100%	99%	118%	74%	69%	88%

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	\$441K	\$363K	\$347K	\$0	\$183K	\$382K	\$0	\$0	\$309K	\$432K	\$407K	\$447K	\$359K
Median Sales Price	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K	\$345K	\$275K	\$315K
Med Sales Price as a % of Med Est Value	70%	65%	78%	100%	72%	98%	100%	100%	100%	81%	85%	61%	88%