

Summary of Key Listing and Sales Metrics

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

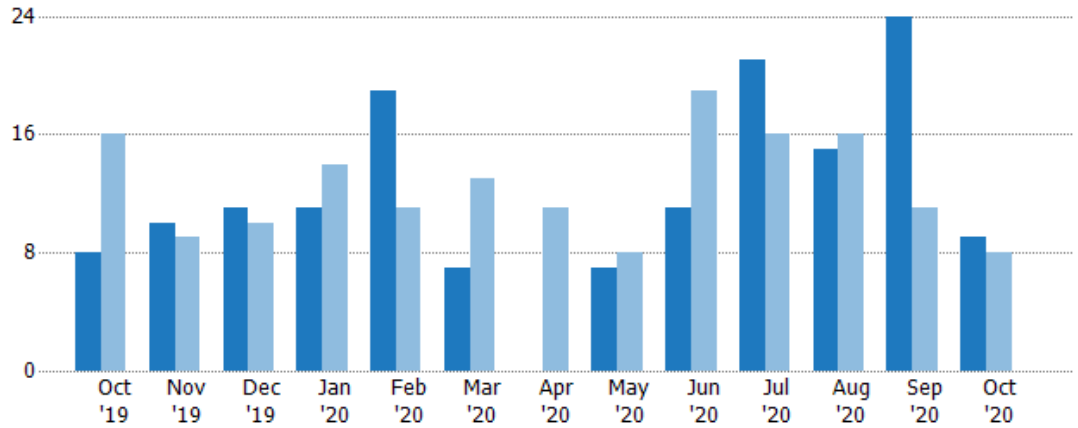
Key Metrics	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	8	+12.5%	124	127	-2.4%
New Listing Volume	\$2,033,900	\$3,453,500	-41.1%	\$47,682,500	\$42,158,250	+13.1%
Active Listing Count	36	73	-50.7%	N/A	N/A	
Active Listing Volume	\$14,932,400	\$29,009,000	-48.5%	N/A	N/A	
Average Listing Price	\$414,789	\$397,384	+4.4%	\$420,640	\$392,006	+7.3%
Median Listing Price	\$197,000	\$365,000	-46%	\$273,055	\$343,831	-20.6%
Median Days in RPR	85	202	-57.9%	137.87	182.41	-24.4%
Months of Inventory	2.4	7.3	-67.1%	6.5	10	-34.8%
Absorption Rate	41.67%	13.7%	+28%	15.38%	10.02%	+5.4%
Sales Activity Charts Metrics						
New Pending Sales Count	12	14	-14.3%	137	116	+18.1%
New Pending Sales Volume	\$5,061,000	\$4,576,400	+10.6%	\$55,355,200	\$36,557,950	+51.4%
Pending Sales Count	22	22	+/-	N/A	N/A	
Pending Sales Volume	\$9,207,300	\$6,450,900	+42.7%	N/A	N/A	
Closed Sales Count	23	10	+130%	105	86	+22.1%
Closed Sales Volume	\$8,324,450	\$3,194,700	+160.6%	\$37,049,350	\$25,445,217	+45.6%
Average Sales Price	\$361,933	\$319,470	+13.3%	\$352,851	\$295,875	+19.3%
Median Sales Price	\$275,000	\$258,750	+6.3%	\$291,286	\$226,302	+28.7%

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



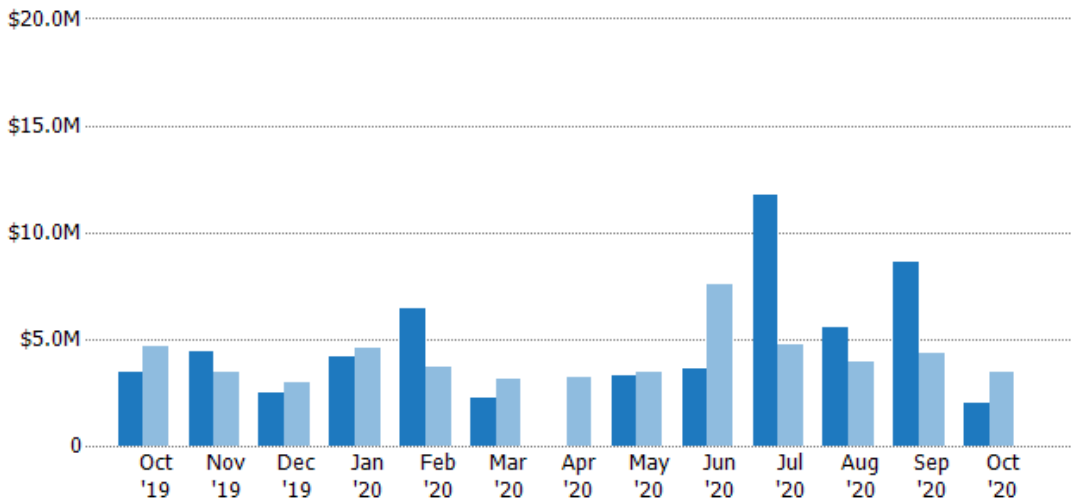
Current Year	8	10	11	11	19	7	-	7	11	21	15	24	9
Prior Year	16	9	10	14	11	13	11	8	19	16	16	11	8
Percent Change from Prior Year	-50%	11%	10%	-21%	73%	-46%	-100%	-13%	-42%	31%	-6%	118%	13%

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



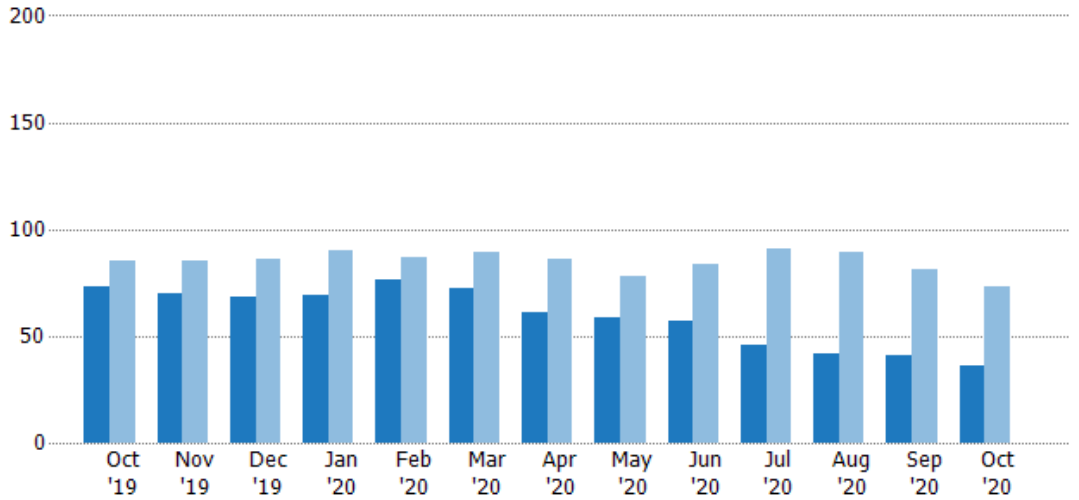
Current Year	\$3.45M	\$4.4M	\$2.49M	\$4.2M	\$6.45M	\$2.23M	-	\$3.27M	\$3.65M	\$11.7M	\$5.52M	\$8.61M	\$2.03M
Prior Year	\$4.63M	\$3.44M	\$2.98M	\$4.57M	\$3.71M	\$3.15M	\$3.22M	\$3.48M	\$7.56M	\$4.75M	\$3.96M	\$4.3M	\$3.45M
Percent Change from Prior Year	-25%	28%	-16%	-8%	74%	-29%	-100%	-6%	-52%	147%	40%	100%	-41%

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



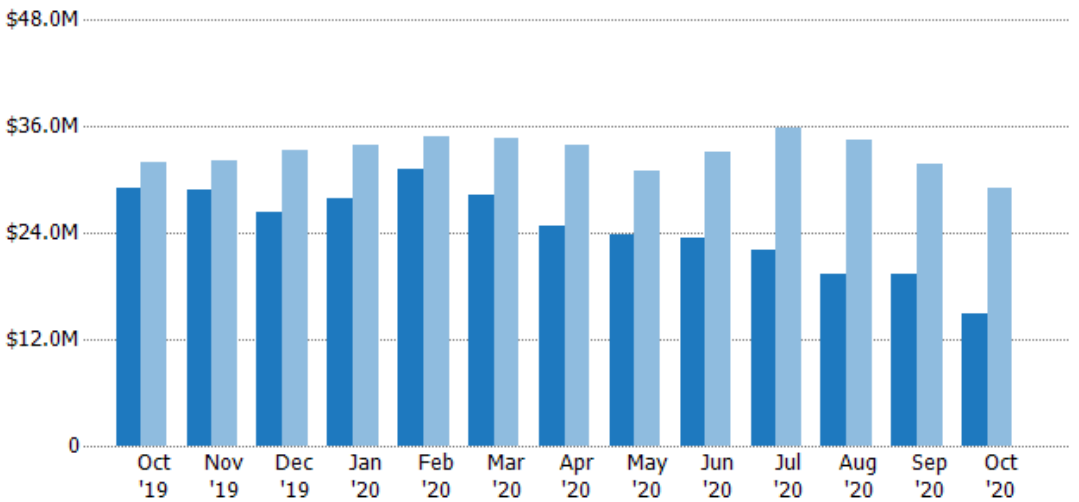
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	73	70	68	69	76	72	61	59	57	46	42	41	36
Prior Year	85	85	86	90	87	89	86	78	84	91	89	81	73
Percent Change from Prior Year	-14%	-18%	-21%	-23%	-13%	-19%	-29%	-24%	-32%	-49%	-53%	-49%	-51%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$29M	\$28.8M	\$26.3M	\$27.9M	\$31.1M	\$28.3M	\$24.7M	\$23.9M	\$23.4M	\$22.1M	\$19.4M	\$19.4M	\$14.9M
Prior Year	\$31.9M	\$32.1M	\$33.2M	\$33.9M	\$34.8M	\$34.8M	\$33.8M	\$31M	\$33.1M	\$35.8M	\$34.4M	\$31.7M	\$29M
Percent Change from Prior Year	-9%	-10%	-21%	-18%	-11%	-19%	-27%	-23%	-30%	-38%	-44%	-39%	-49%

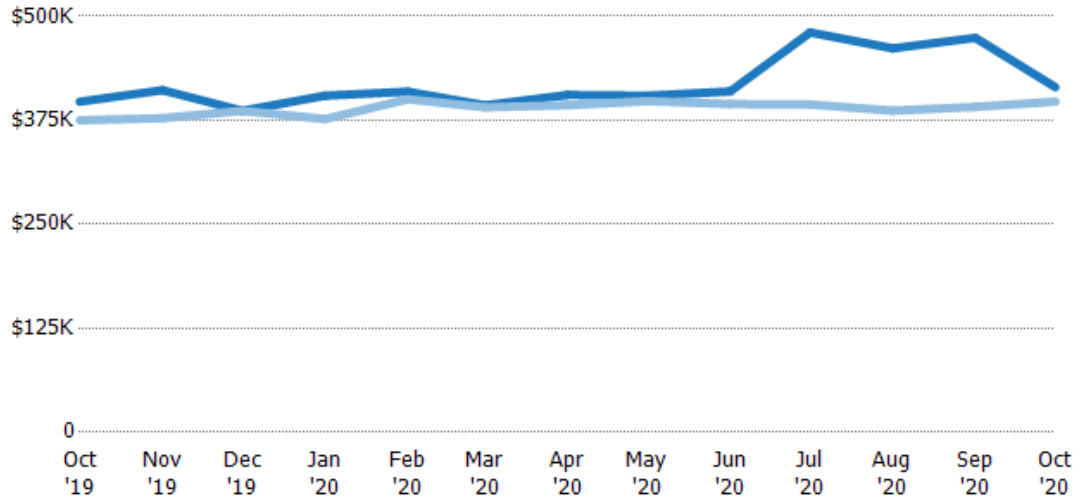
Average Listing Price

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.
Oct '20	\$415K	4.4%
Oct '19	\$397K	5.9%
Oct '18	\$375K	6.9%



Current Year	\$397K	\$411K	\$386K	\$405K	\$409K	\$393K	\$405K	\$405K	\$410K	\$481K	\$461K	\$474K	\$415K
Prior Year	\$375K	\$378K	\$386K	\$376K	\$400K	\$391K	\$393K	\$398K	\$395K	\$394K	\$387K	\$391K	\$397K
Percent Change from Prior Year	6%	9%	0%	7%	2%	1%	3%	2%	4%	22%	19%	21%	4%

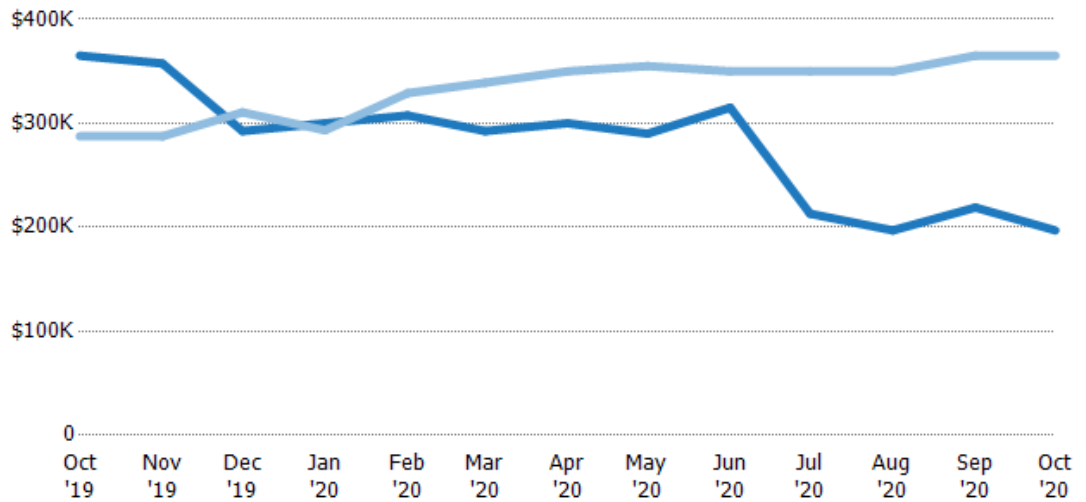
Median Listing Price

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.
Oct '20	\$197K	-46%
Oct '19	\$365K	27%
Oct '18	\$288K	-0.2%



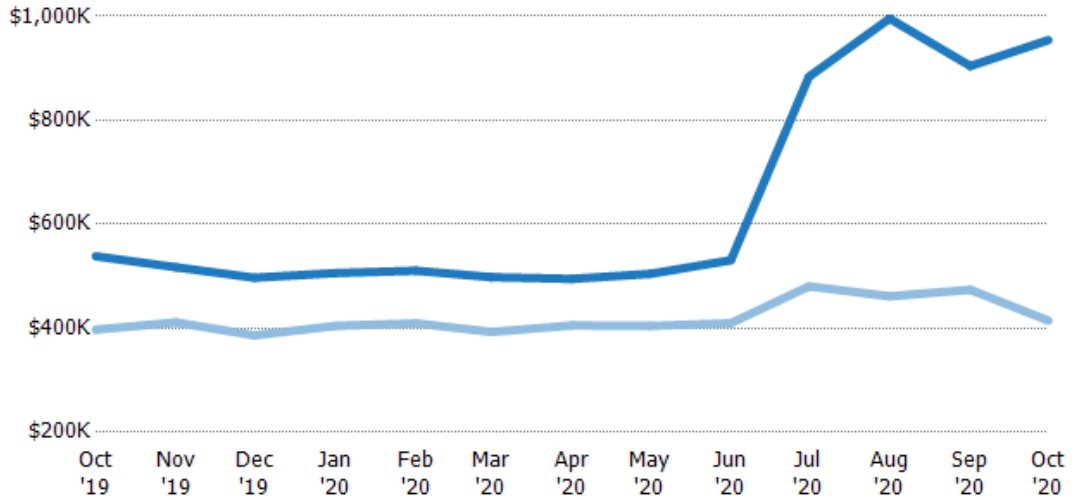
Current Year	\$365K	\$358K	\$293K	\$300K	\$308K	\$293K	\$300K	\$290K	\$315K	\$213K	\$197K	\$219K	\$197K
Prior Year	\$288K	\$288K	\$311K	\$293K	\$329K	\$339K	\$350K	\$355K	\$350K	\$350K	\$350K	\$365K	\$365K
Percent Change from Prior Year	27%	24%	-6%	2%	-7%	-14%	-14%	-18%	-10%	-39%	-44%	-40%	-46%

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



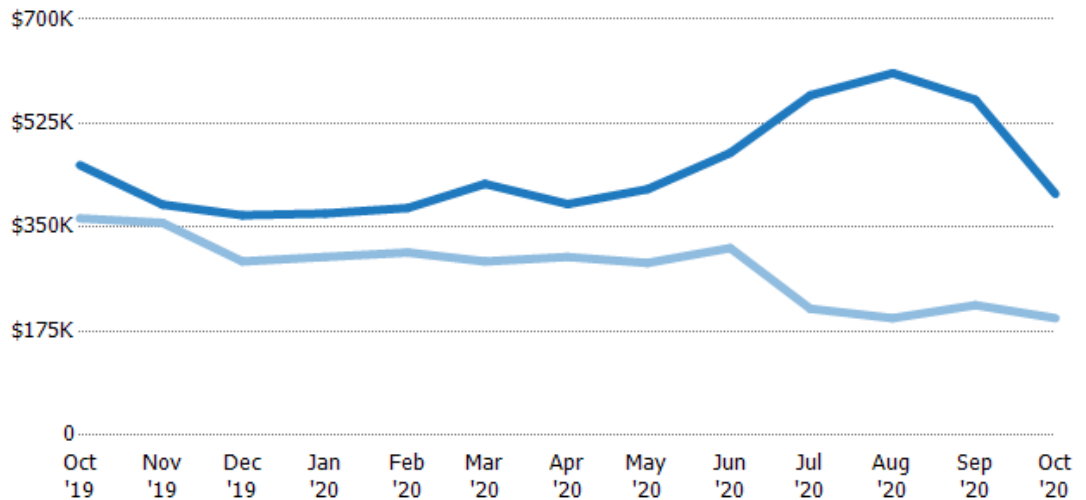
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$539K	\$517K	\$497K	\$506K	\$511K	\$498K	\$495K	\$505K	\$531K	\$884K	\$996K	\$904K	\$954K
Avg Listing Price	\$397K	\$411K	\$386K	\$405K	\$409K	\$393K	\$405K	\$405K	\$410K	\$481K	\$461K	\$474K	\$415K
Avg Listing Price as a % of Avg Est Value	74%	80%	78%	80%	80%	79%	82%	80%	77%	54%	46%	52%	43%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median Est Value	\$455K	\$388K	\$370K	\$373K	\$382K	\$423K	\$389K	\$414K	\$475K	\$572K	\$609K	\$564K	\$406K
Median Listing Price	\$365K	\$358K	\$293K	\$300K	\$308K	\$293K	\$300K	\$290K	\$315K	\$213K	\$197K	\$219K	\$197K
Med Listing Price as a % of Med Est Value	80%	92%	79%	80%	80%	69%	77%	70%	66%	37%	32%	39%	49%

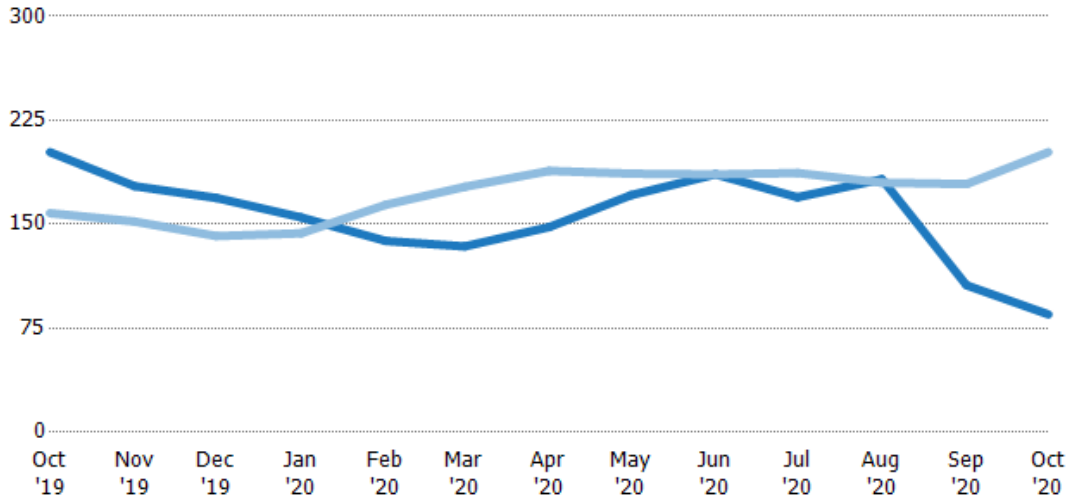
Median Days in RPR

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.
Oct '20	85	-57.9%
Oct '19	202	27.8%
Oct '18	158	-26.6%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	202	178	169	155	138	134	148	171	186	170	183	106	85
Prior Year	158	152	142	144	164	177	189	187	186	187	180	179	202
Percent Change from Prior Year	28%	17%	19%	8%	-16%	-24%	-21%	-8%	0%	-9%	1%	-41%	-58%

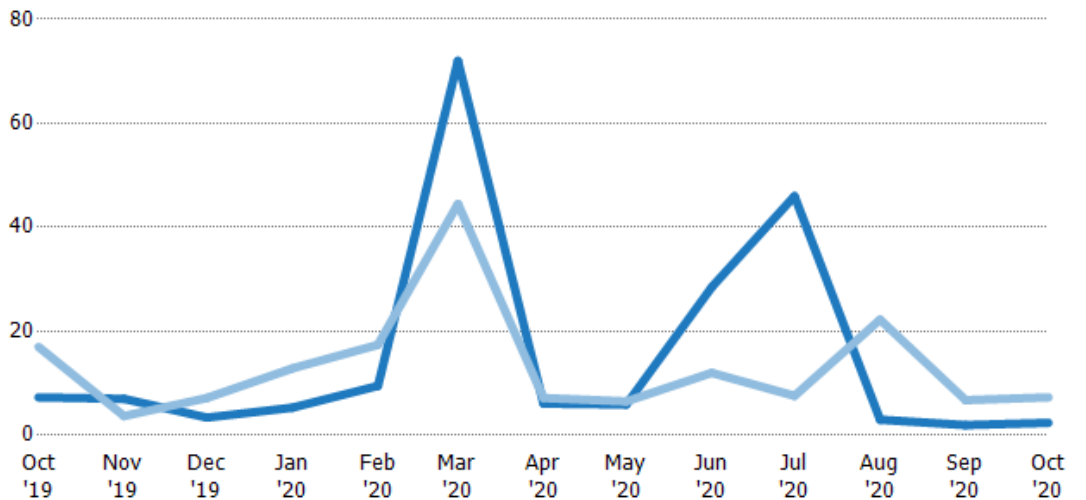
Months of Inventory

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.
Oct '20	2.4	-67.1%
Oct '19	7.3	-57.1%
Oct '18	17	-29.4%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	7.3	7	3.4	5.31	9.5	72	6.1	5.9	28.5	46	3	1.95	2.4
Prior Year	17	3.7	7.17	12.9	17.4	44.5	7.17	6.5	12	7.58	22.3	6.75	7.3
Percent Change from Prior Year	-57%	89%	-53%	-59%	-45%	62%	-15%	-9%	138%	507%	-87%	-71%	-67%

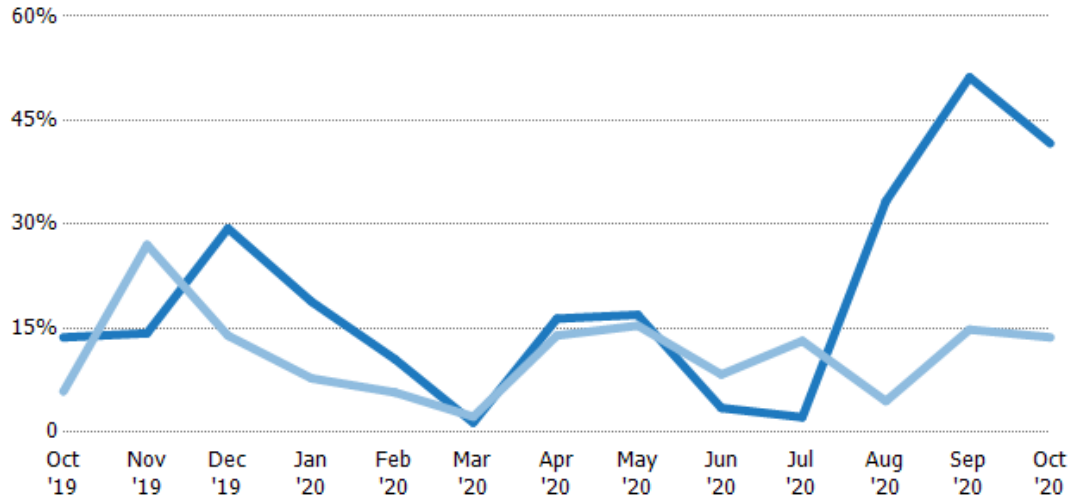
Absorption Rate

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.
Oct '20	42%	-28%
Oct '19	14%	-7.8%
Oct '18	6%	41.7%



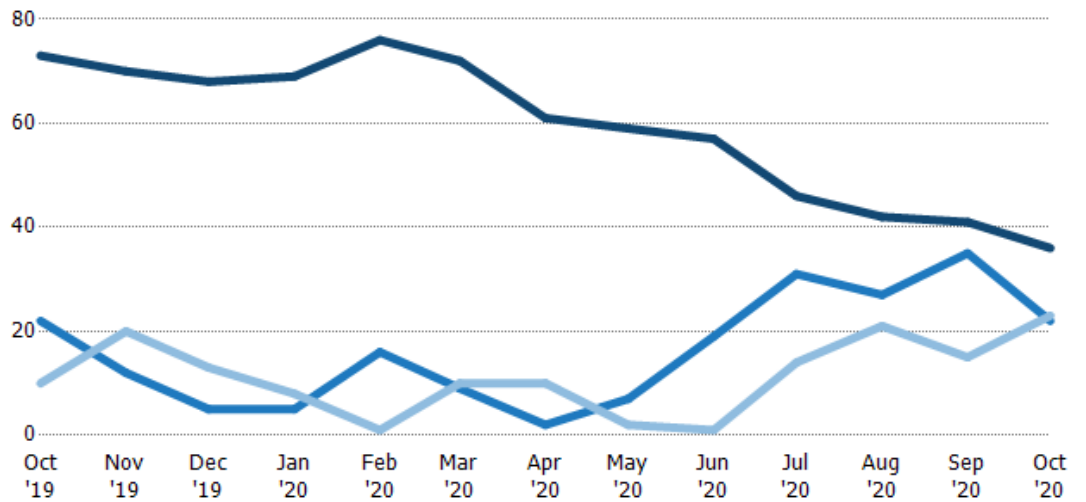
Current Year	14%	14%	29%	19%	11%	1%	16%	17%	4%	2%	33%	51%	42%
Prior Year	6%	27%	14%	8%	6%	2%	14%	15%	8%	13%	4%	15%	14%
Change from Prior Year	-8%	13%	-15%	-11%	-5%	1%	-2%	-2%	5%	11%	-29%	-36%	-28%

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	73	70	68	69	76	72	61	59	57	46	42	41	36
Pending	22	12	5	5	16	9	2	7	19	31	27	35	22
Sold	10	20	13	8	1	10	10	2	1	14	21	15	23

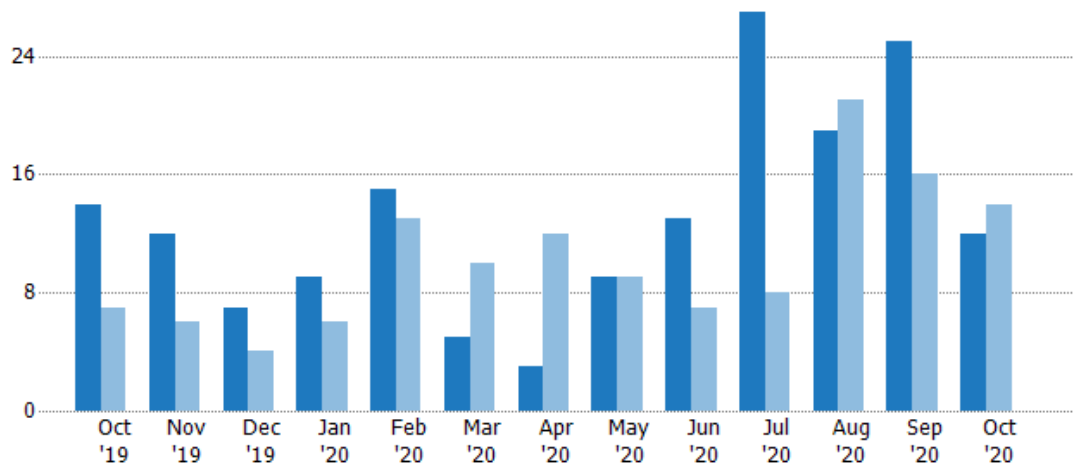
New Pending Sales

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.
Oct '20	12	-14.3%
Oct '19	14	100%
Oct '18	7	28.6%



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

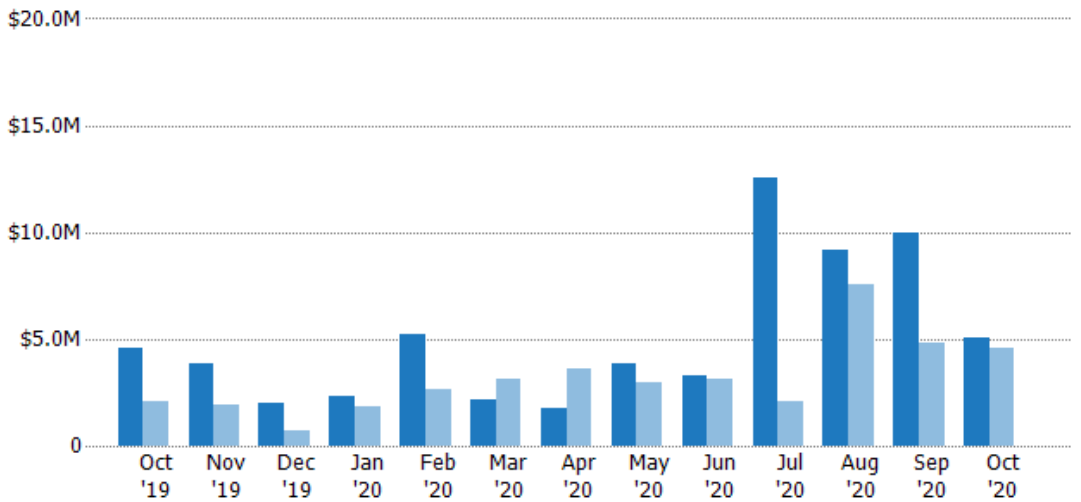
New Pending Sales Volume

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.
Oct '20	\$5.06M	10.6%
Oct '19	\$4.58M	115.9%
Oct '18	\$2.12M	24.3%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$4.58M	\$3.85M	\$2.03M	\$2.32M	\$5.25M	\$2.15M	\$1.79M	\$3.85M	\$3.28M	\$12.6M	\$9.14M	\$9.95M	\$5.06M
Prior Year	\$2.12M	\$1.95M	\$746K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$2.12M	\$7.59M	\$4.86M	\$4.58M
Percent Change from Prior Year	116%	97%	172%	25%	96%	-31%	-51%	29%	4%	494%	20%	105%	11%

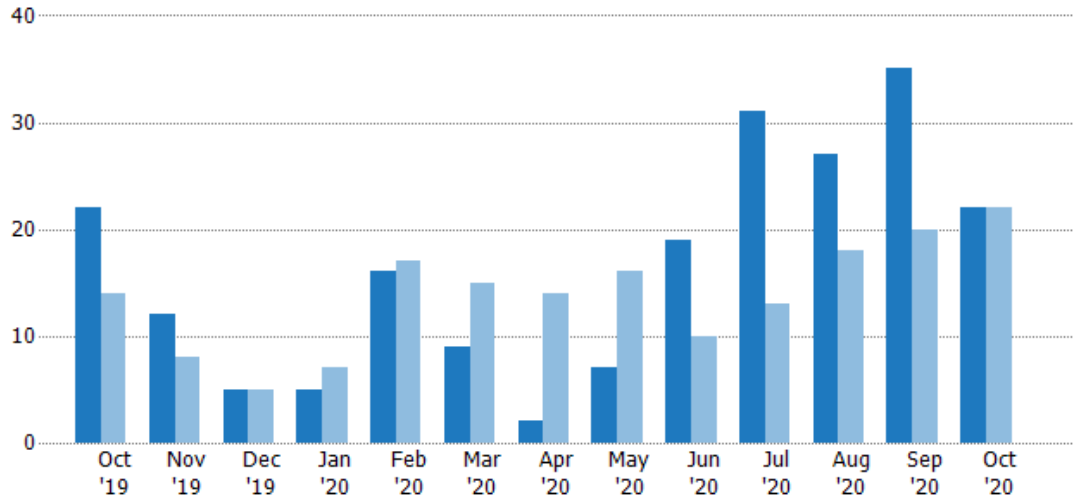
Pending Sales

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.
Oct '20	22	0%
Oct '19	22	57.1%
Oct '18	14	-7.1%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	22	12	5	5	16	9	2	7	19	31	27	35	22
Prior Year	14	8	5	7	17	15	14	16	10	13	18	20	22
Percent Change from Prior Year	57%	50%	0%	-29%	-6%	-40%	-86%	-56%	90%	138%	50%	75%	0%

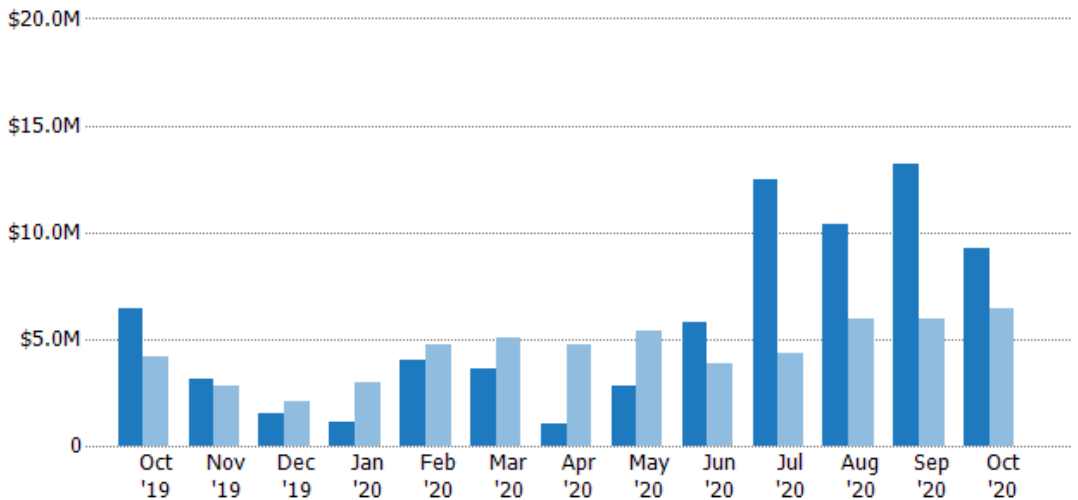
Pending Sales Volume

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.
Oct '20	\$9.21M	42.7%
Oct '19	\$6.45M	54.3%
Oct '18	\$4.18M	5.3%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$6.45M	\$3.1M	\$1.53M	\$1.11M	\$4M	\$3.63M	\$1.02M	\$2.79M	\$5.82M	\$12.5M	\$10.3M	\$13.2M	\$9.21M
Prior Year	\$4.18M	\$2.78M	\$2.11M	\$2.96M	\$4.72M	\$5.07M	\$4.73M	\$5.37M	\$3.88M	\$4.3M	\$5.97M	\$5.92M	\$6.45M
Percent Change from Prior Year	54%	11%	-27%	-63%	-15%	-28%	-78%	-48%	50%	190%	73%	123%	43%

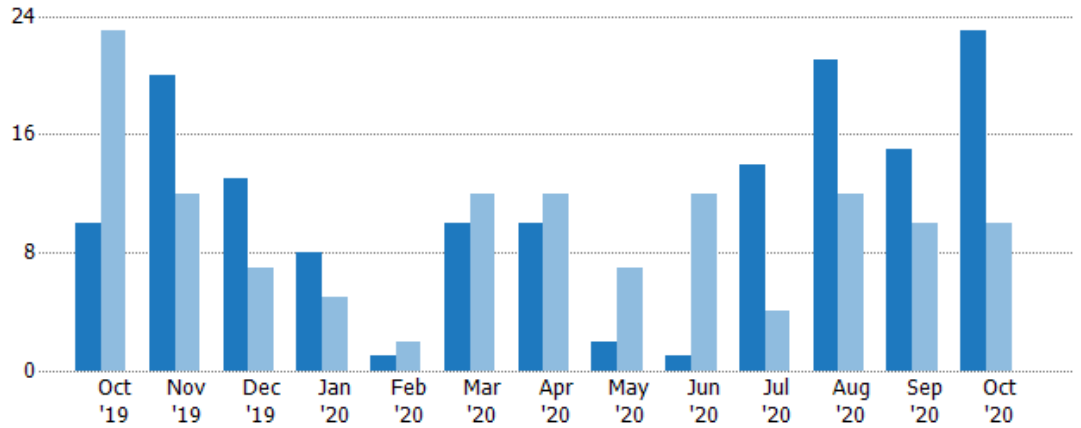
Closed Sales

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.
Oct '20	23	130%
Oct '19	10	-56.5%
Oct '18	23	-60.9%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	10	20	13	8	1	10	10	2	1	14	21	15	23
Prior Year	23	12	7	5	2	12	12	7	12	4	12	10	10
Percent Change from Prior Year	-57%	67%	86%	60%	-50%	-17%	-17%	-71%	-92%	250%	75%	50%	130%

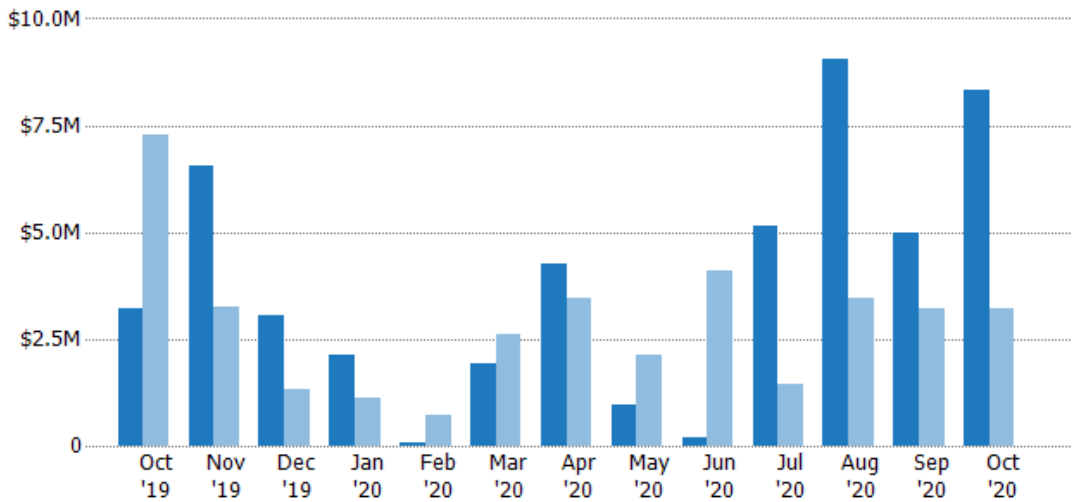
Closed Sales Volume

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.
Oct '20	\$8.32M	160.6%
Oct '19	\$3.19M	-56.1%
Oct '18	\$7.28M	-74.5%



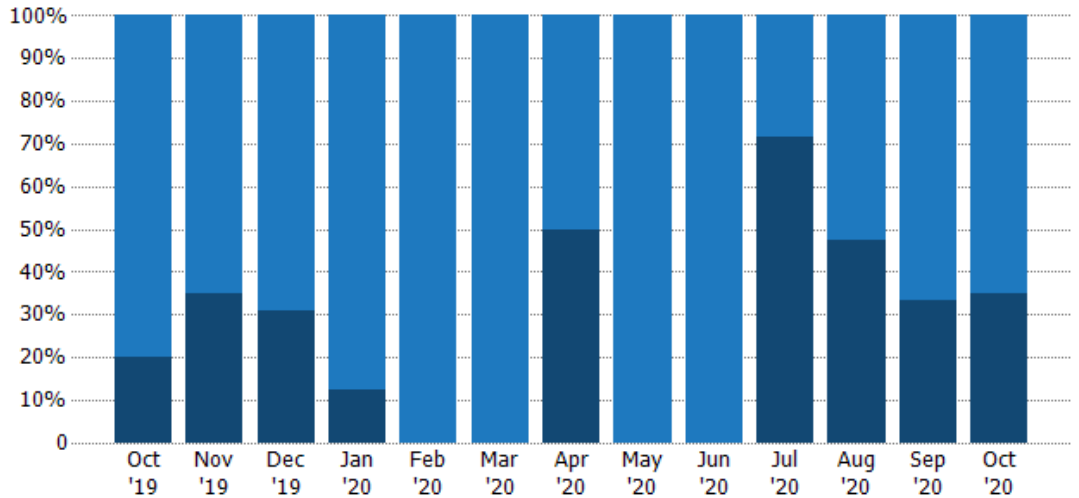
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$3.19M	\$6.57M	\$3.06M	\$2.15M	\$65K	\$1.94M	\$4.24M	\$940K	\$210K	\$5.13M	\$9.07M	\$4.98M	\$8.32M
Prior Year	\$7.28M	\$3.25M	\$1.31M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.44M	\$3.22M	\$3.19M
Percent Change from Prior Year	-56%	102%	133%	94%	-91%	-26%	23%	-56%	-95%	258%	164%	55%	161%

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



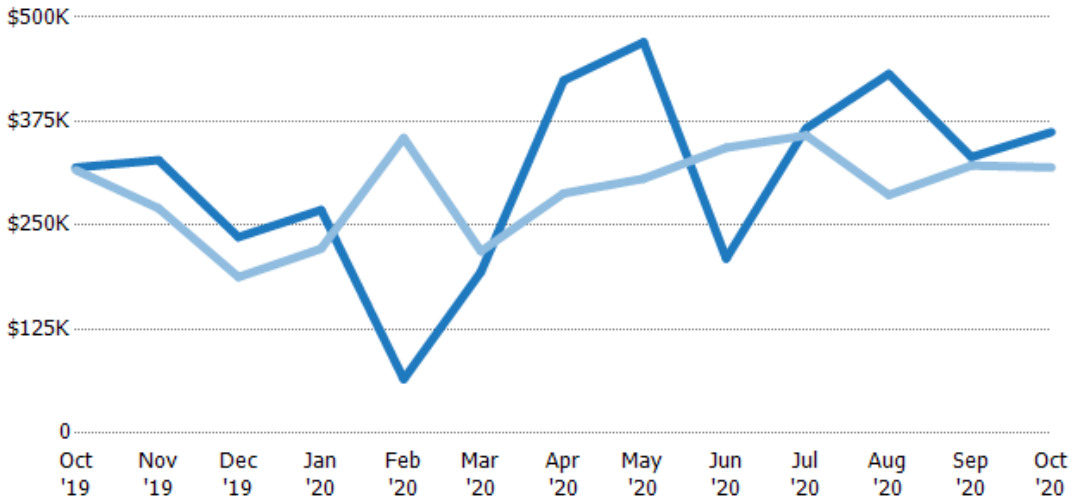
Condo/Townhouse	80%	65%	69%	88%	100%	100%	50%	100%	100%	29%	52%	67%	65%
Single Family Residence	20%	35%	31%	13%	-	-	50%	-	-	71%	48%	33%	35%

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	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K	\$332K	\$362K
Prior Year	\$316K	\$270K	\$188K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$286K	\$322K	\$319K
Percent Change from Prior Year	1%	21%	26%	21%	-82%	-11%	47%	54%	-39%	2%	51%	3%	13%

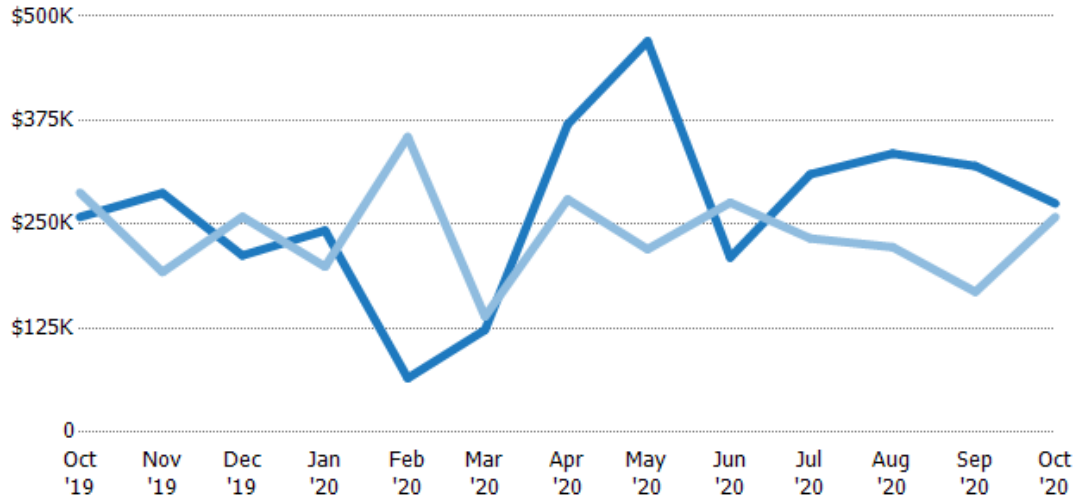
Median Sales Price

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.
Oct '20	\$275K	6.3%
Oct '19	\$259K	-10.2%
Oct '18	\$288K	-31.3%



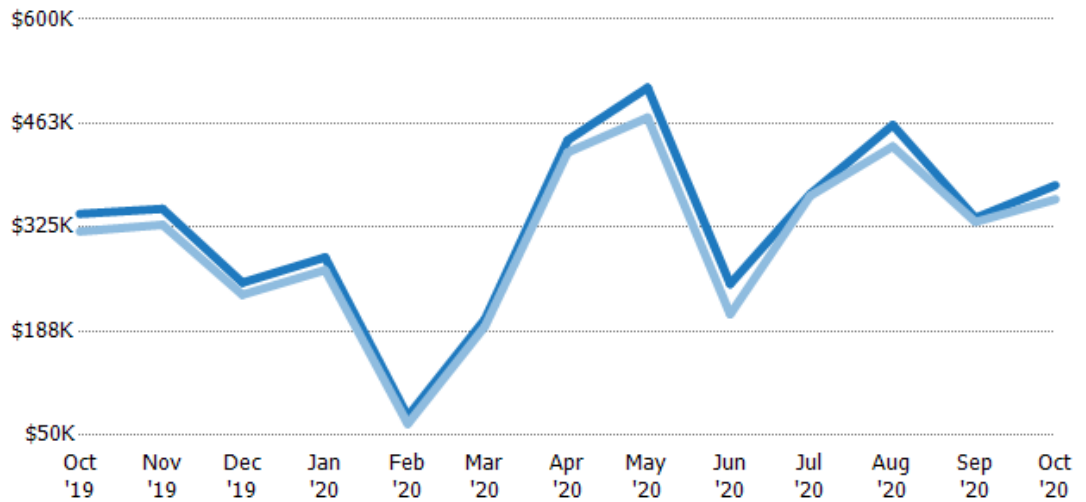
Current Year	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K	\$320K	\$275K
Prior Year	\$288K	\$193K	\$259K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$223K	\$169K	\$259K
Percent Change from Prior Year	-10%	49%	-18%	22%	-82%	-12%	32%	114%	-24%	33%	51%	90%	6%

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



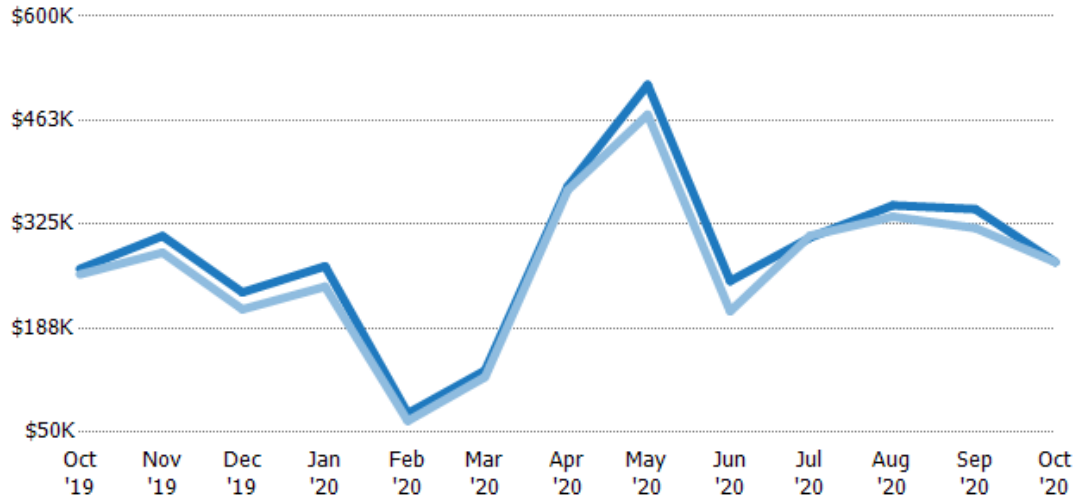
Avg List Price	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K	\$337K	\$380K
Avg Sales Price	\$319K	\$328K	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K	\$332K	\$362K
Avg Sales Price as a % of Avg List Price	93%	94%	94%	94%	87%	95%	96%	92%	84%	99%	94%	98%	95%

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



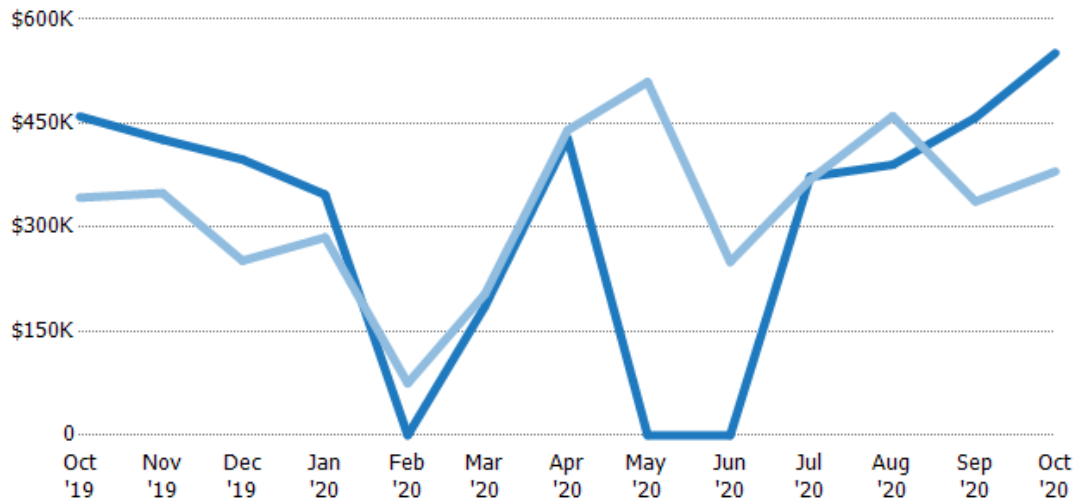
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K	\$345K	\$275K
Median Sales Price	\$259K	\$288K	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K	\$320K	\$275K
Med Sales Price as a % of Med List Price	97%	93%	90%	90%	87%	93%	99%	92%	84%	101%	96%	93%	100%

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



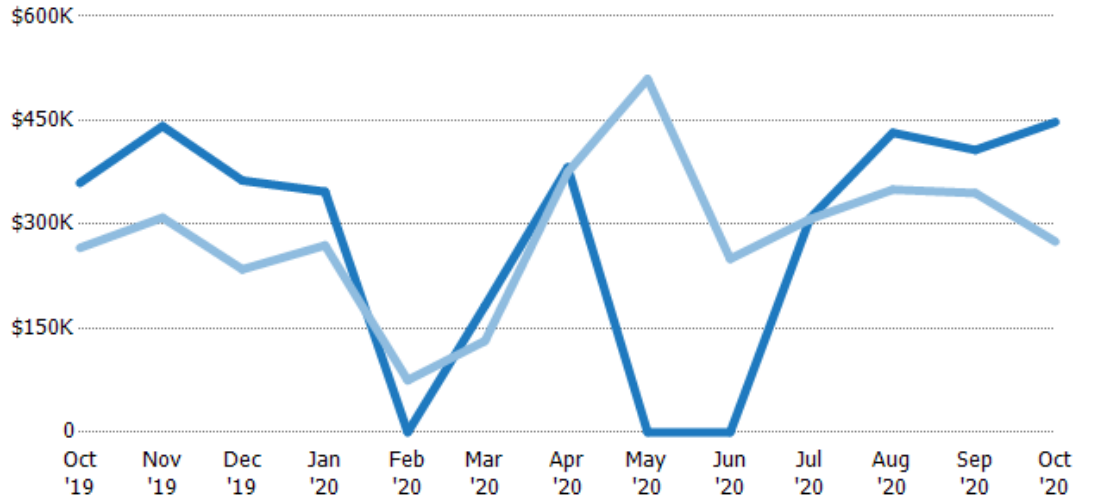
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$460K	\$426K	\$398K	\$347K	\$0	\$186K	\$428K	\$0	\$0	\$373K	\$390K	\$458K	\$551K
Avg Sales Price	\$343K	\$349K	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K	\$337K	\$380K
Avg Sales Price as a % of Avg Est Value	75%	82%	63%	82%	100%	109%	103%	100%	100%	99%	118%	74%	69%

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	\$360K	\$441K	\$363K	\$347K	\$0	\$183K	\$382K	\$0	\$0	\$309K	\$432K	\$407K	\$447K
Median Sales Price	\$266K	\$310K	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K	\$345K	\$275K
Med Sales Price as a % of Med Est Value	74%	70%	65%	78%	100%	72%	98%	100%	100%	100%	81%	85%	61%