

Summary of Key Listing and Sales Metrics

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

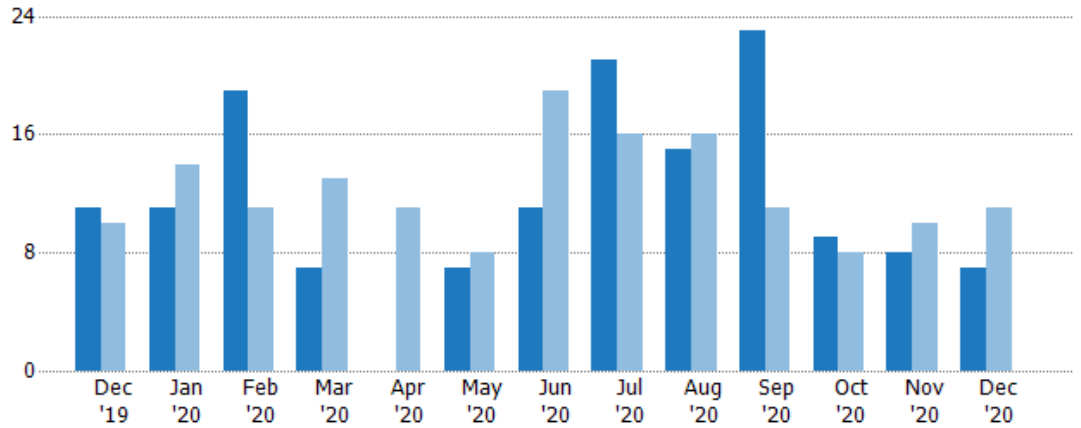
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	7	11	-36.4%	138	148	-6.8%
New Listing Volume	\$1,244,800	\$2,490,000	-50%	\$53,032,100	\$49,043,650	+8.1%
Active Listing Count	28	68	-58.8%	N/A	N/A	
Active Listing Volume	\$12,821,800	\$26,276,100	-51.2%	N/A	N/A	
Average Listing Price	\$457,921	\$386,413	+18.5%	\$424,630	\$394,104	+7.7%
Median Listing Price	\$197,000	\$292,500	-32.6%	\$269,293	\$342,926	-21.5%
Median Days in RPR	122.5	169	-27.5%	140.9	179.7	-21.6%
Months of Inventory	1.5	3.4	-56.7%	5.3	9.4	-44%
Absorption Rate	67.86%	29.41%	+38.4%	18.95%	10.61%	+8.3%
Sales Activity Charts Metrics						
New Pending Sales Count	5	7	-28.6%	153	135	+13.3%
New Pending Sales Volume	\$1,074,900	\$2,028,800	-47%	\$59,385,900	\$42,433,150	+40%
Pending Sales Count	5	5	+/-	N/A	N/A	
Pending Sales Volume	\$1,178,300	\$1,533,400	-23.2%	N/A	N/A	
Closed Sales Count	13	13	+/-	137	119	+15.1%
Closed Sales Volume	\$4,314,800	\$3,064,500	+40.8%	\$48,822,668	\$35,075,717	+39.2%
Average Sales Price	\$331,908	\$235,731	+40.8%	\$356,370	\$294,754	+20.9%
Median Sales Price	\$199,900	\$212,500	-5.9%	\$281,881	\$235,080	+19.9%

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



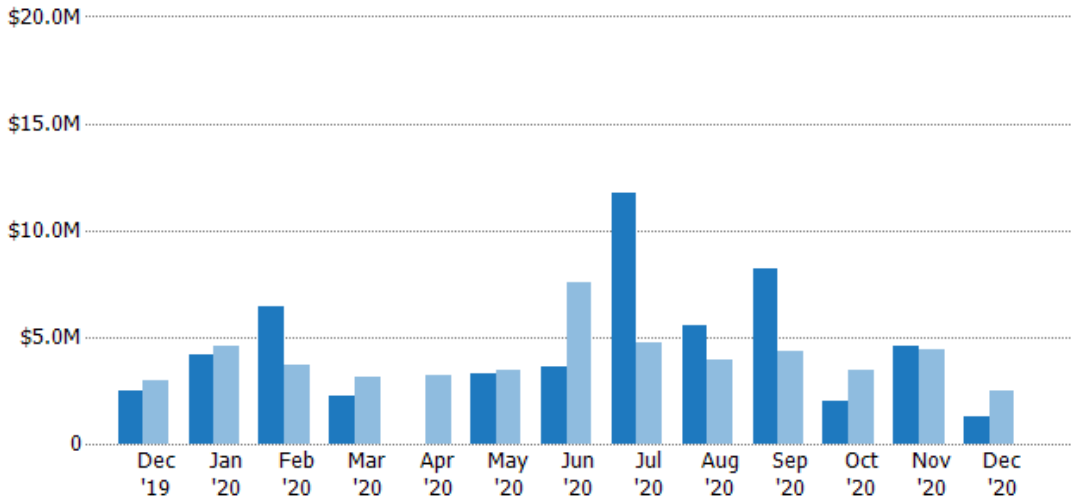
Current Year	11	11	19	7	-	7	11	21	15	23	9	8	7
Prior Year	10	14	11	13	11	8	19	16	16	11	8	10	11
Percent Change from Prior Year	10%	-21%	73%	-46%	-100%	-13%	-42%	31%	-6%	109%	13%	-20%	-36%

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	\$2.49M	\$4.2M	\$6.45M	\$2.23M	-	\$3.27M	\$3.65M	\$11.7M	\$5.52M	\$8.18M	\$2.03M	\$4.54M	\$1.24M
Prior Year	\$2.98M	\$4.57M	\$3.71M	\$3.15M	\$3.22M	\$3.48M	\$7.56M	\$4.75M	\$3.96M	\$4.3M	\$3.45M	\$4.4M	\$2.49M
Percent Change from Prior Year	-16%	-8%	74%	-29%	-100%	-6%	-52%	147%	39%	90%	-41%	3%	-50%

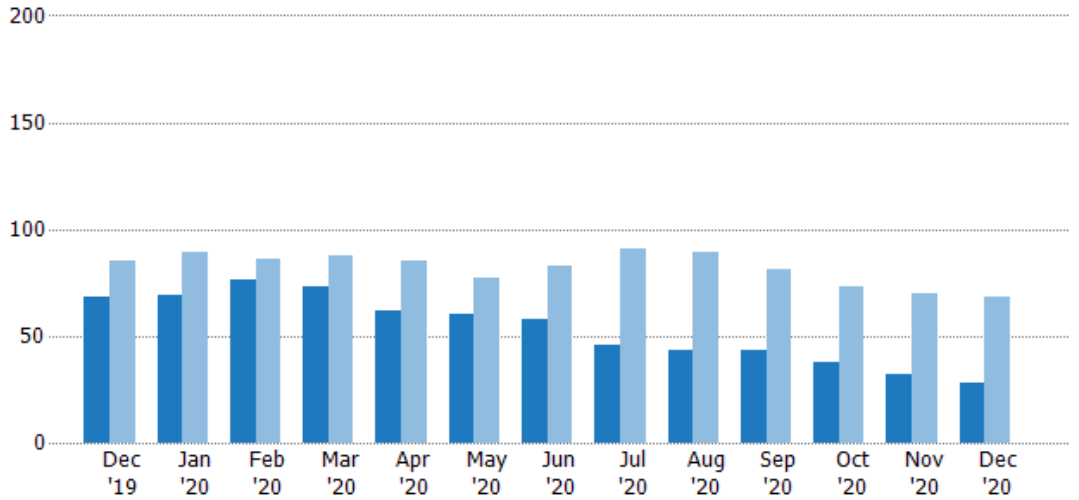
Active Listings

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.
Dec '20	28	-58.8%
Dec '19	68	-20%
Dec '18	85	22.4%



Current Year	68	69	76	73	62	60	58	46	43	43	38	32	28
Prior Year	85	89	86	88	85	77	83	91	89	81	73	70	68
Percent Change from Prior Year	-20%	-22%	-12%	-17%	-27%	-22%	-30%	-49%	-52%	-47%	-48%	-54%	-59%

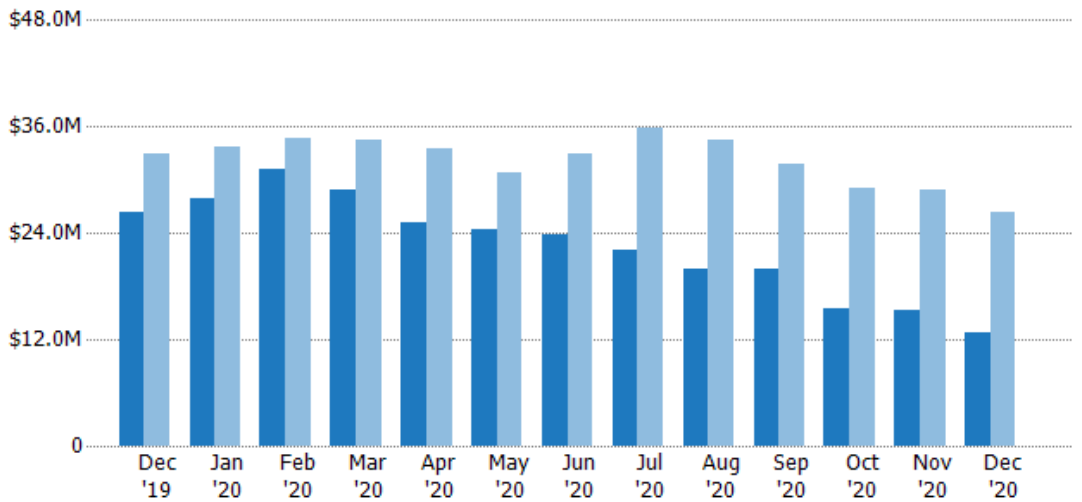
Active Listing Volume

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.
Dec '20	\$12.8M	-51.2%
Dec '19	\$26.3M	-20.4%
Dec '18	\$33M	24.4%



Current Year	\$26.3M	\$27.9M	\$31.1M	\$28.8M	\$25.2M	\$24.3M	\$23.8M	\$22M	\$19.9M	\$20M	\$15.5M	\$15.2M	\$12.8M
Prior Year	\$33M	\$33.7M	\$34.6M	\$34.6M	\$33.6M	\$30.8M	\$32.9M	\$35.8M	\$34.4M	\$31.7M	\$29M	\$28.8M	\$26.3M
Percent Change from Prior Year	-20%	-17%	-10%	-17%	-25%	-21%	-28%	-39%	-42%	-37%	-46%	-47%	-51%

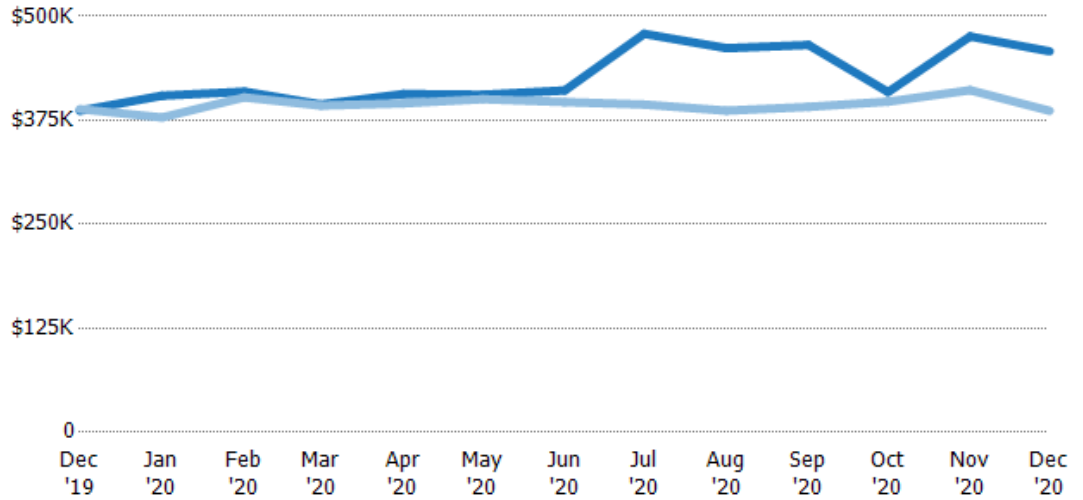
Average Listing Price

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.
Dec '20	\$458K	18.5%
Dec '19	\$386K	-0.5%
Dec '18	\$388K	1.7%



Current Year	\$386K	\$405K	\$409K	\$394K	\$407K	\$406K	\$411K	\$479K	\$462K	\$466K	\$409K	\$476K	\$458K
Prior Year	\$388K	\$378K	\$403K	\$393K	\$395K	\$400K	\$397K	\$394K	\$387K	\$391K	\$397K	\$411K	\$386K
Percent Change from Prior Year	-1%	7%	2%	0%	3%	1%	4%	22%	19%	19%	3%	16%	19%

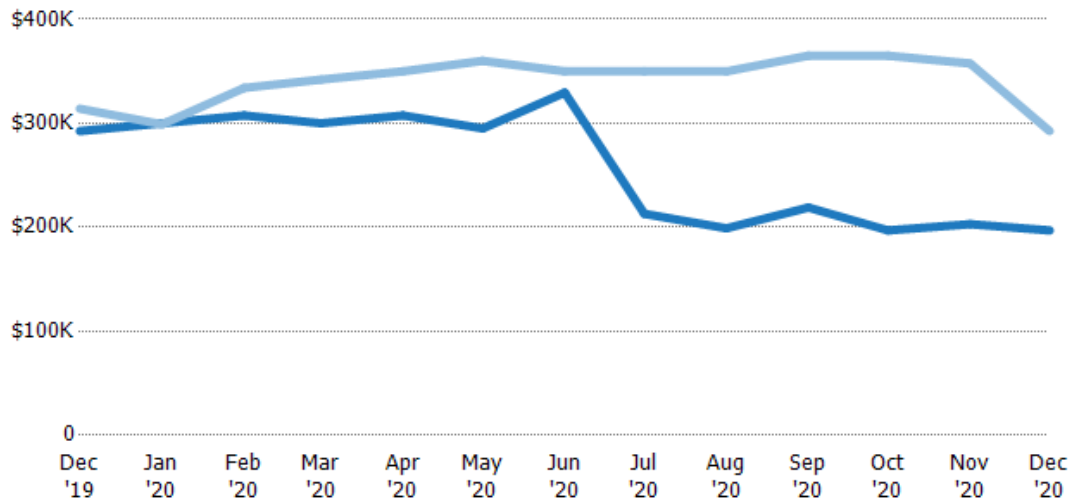
Median Listing Price

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.
Dec '20	\$197K	-32.6%
Dec '19	\$293K	-6.8%
Dec '18	\$314K	-13.4%



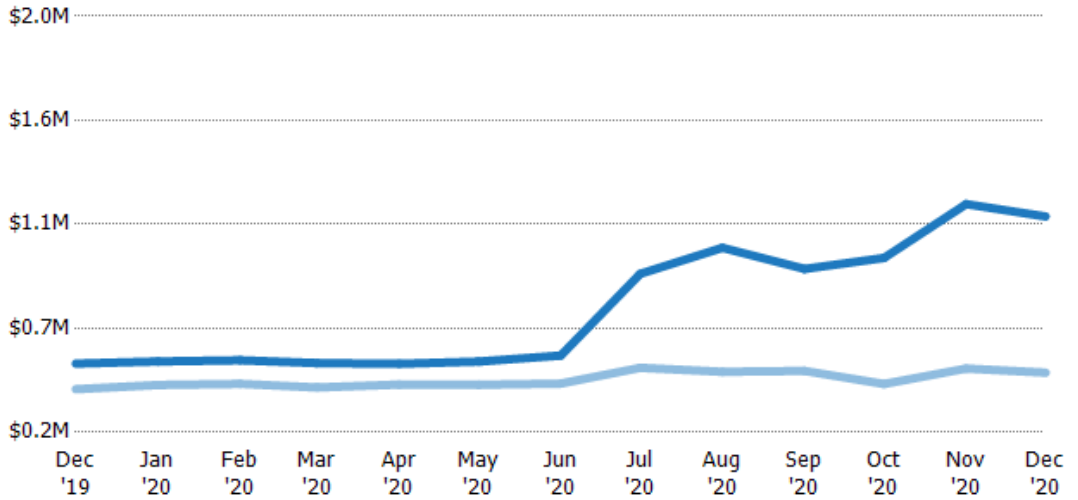
Current Year	\$293K	\$300K	\$308K	\$300K	\$308K	\$295K	\$330K	\$213K	\$199K	\$219K	\$197K	\$203K	\$197K
Prior Year	\$314K	\$299K	\$334K	\$342K	\$350K	\$360K	\$350K	\$350K	\$350K	\$365K	\$365K	\$358K	\$293K
Percent Change from Prior Year	-7%	0%	-8%	-12%	-12%	-18%	-6%	-39%	-43%	-40%	-46%	-43%	-33%

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



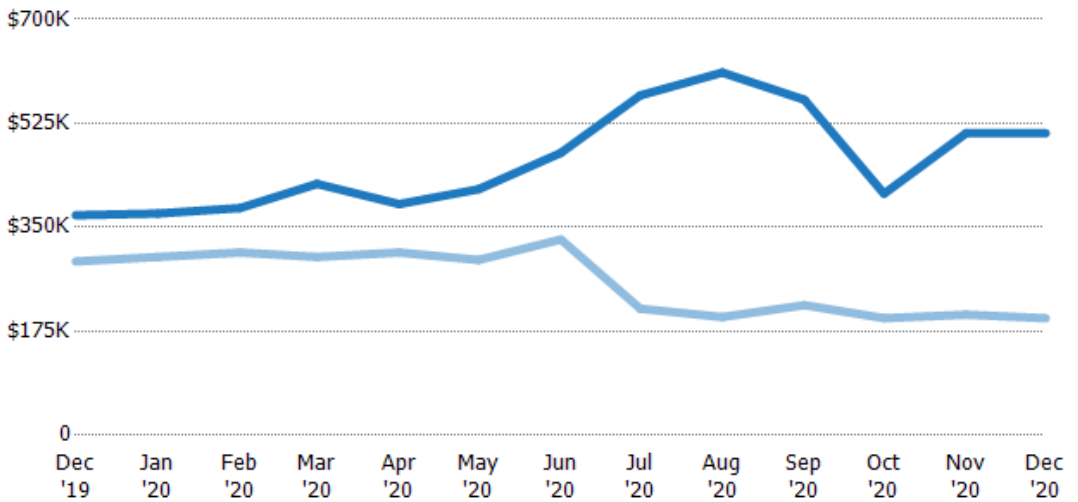
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$497K	\$506K	\$512K	\$499K	\$496K	\$506K	\$532K	\$886K	\$998K	\$907K	\$954K	\$1.19M	\$1.13M
Avg Listing Price	\$386K	\$405K	\$409K	\$394K	\$407K	\$406K	\$411K	\$479K	\$462K	\$466K	\$409K	\$476K	\$458K
Avg Listing Price as a % of Avg Est Value	78%	80%	80%	79%	82%	80%	77%	54%	46%	51%	43%	40%	40%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Median Est Value	\$370K	\$373K	\$382K	\$423K	\$389K	\$414K	\$475K	\$572K	\$610K	\$564K	\$406K	\$508K	\$508K
Median Listing Price	\$293K	\$300K	\$308K	\$300K	\$308K	\$295K	\$330K	\$213K	\$199K	\$219K	\$197K	\$203K	\$197K
Med Listing Price as a % of Med Est Value	79%	80%	80%	71%	79%	71%	69%	37%	33%	39%	48%	40%	39%

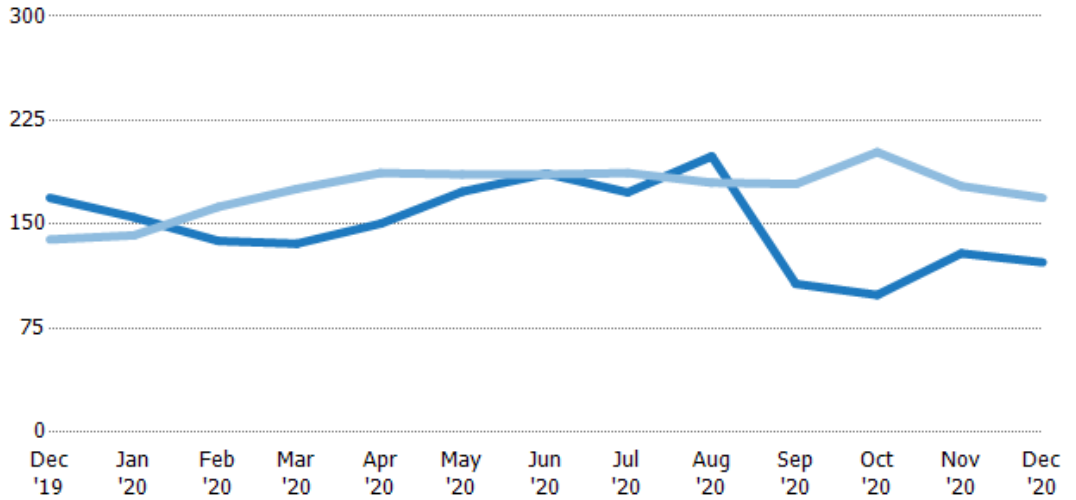
Median Days in RPR

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.
Dec '20	123	-27.5%
Dec '19	169	21.6%
Dec '18	139	4%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	169	155	138	136	151	174	187	173	199	107	99	129	123
Prior Year	139	142	163	176	187	186	186	187	180	179	202	178	169
Percent Change from Prior Year	22%	9%	-15%	-23%	-20%	-7%	0%	-7%	11%	-40%	-51%	-27%	-28%

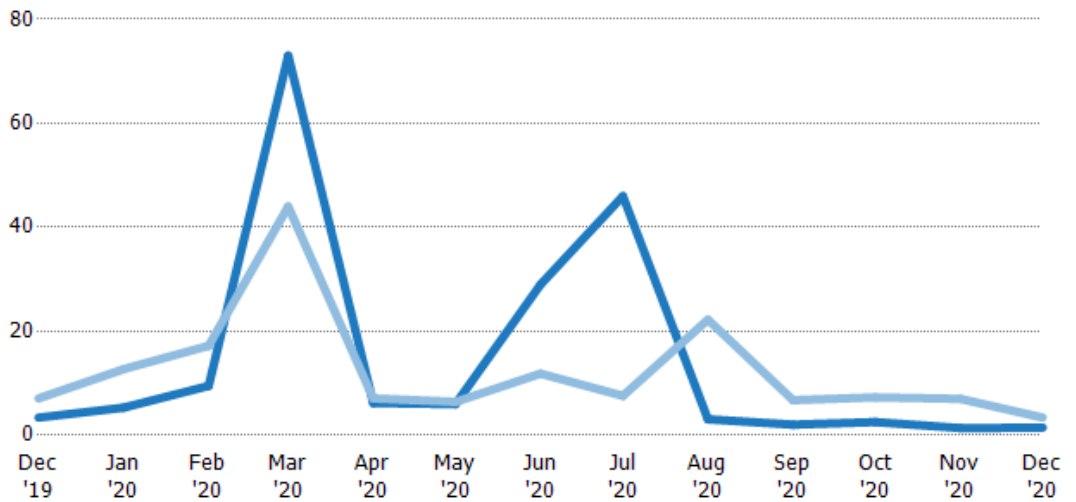
Months of Inventory

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.
Dec '20	1.47	-56.7%
Dec '19	3.4	-52%
Dec '18	7.08	33.5%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	3.4	5.31	9.5	73	6.2	6	29	46	3.07	2.05	2.53	1.39	1.47
Prior Year	7.08	12.7	17.2	44	7.08	6.42	11.9	7.58	22.3	6.75	7.3	7	3.4
Percent Change from Prior Year	-52%	-58%	-45%	66%	-12%	-6%	145%	507%	-86%	-70%	-65%	-80%	-57%

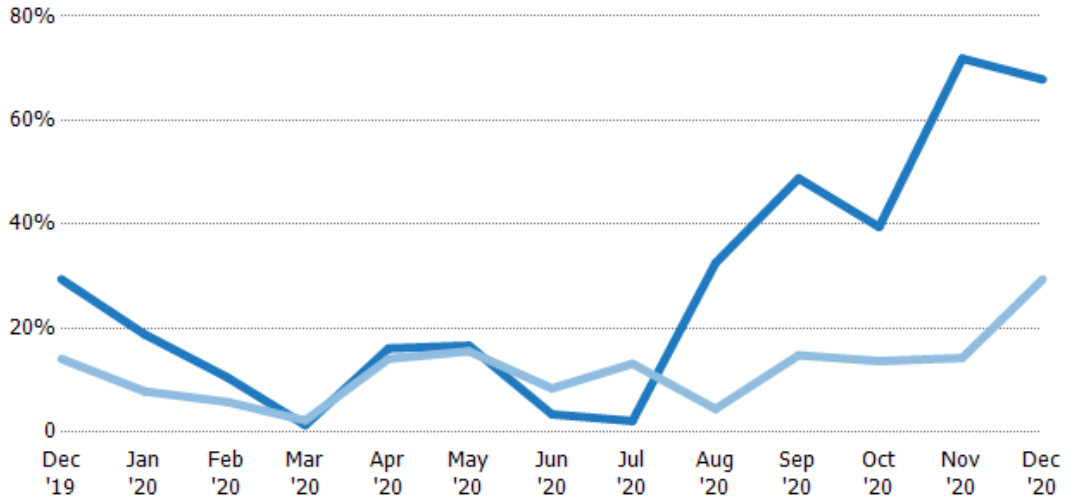
Absorption Rate

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.
Dec '20	68%	-38.4%
Dec '19	29%	-15.3%
Dec '18	14%	-25.1%



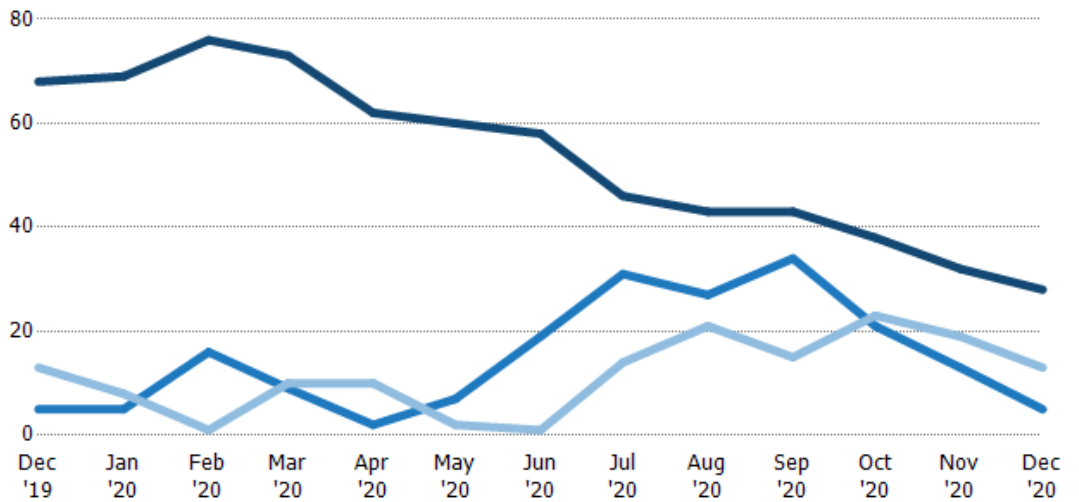
Current Year	29%	19%	11%	1%	16%	17%	3%	2%	33%	49%	39%	72%	68%
Prior Year	14%	8%	6%	2%	14%	16%	8%	13%	4%	15%	14%	14%	29%
Change from Prior Year	-15%	-11%	-5%	1%	-2%	-1%	5%	11%	-28%	-34%	-26%	-58%	-38%

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	68	69	76	73	62	60	58	46	43	43	38	32	28
Pending	5	5	16	9	2	7	19	31	27	34	21	13	5
Sold	13	8	1	10	10	2	1	14	21	15	23	19	13

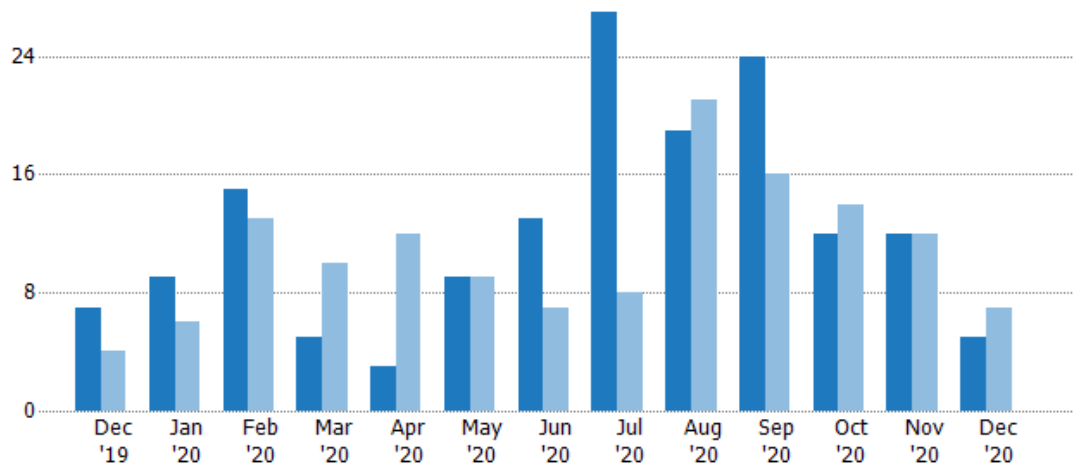
New Pending Sales

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.
Dec '20	5	-28.6%
Dec '19	7	75%
Dec '18	4	25%



Current Year	7	9	15	5	3	9	13	27	19	24	12	12	5
Prior Year	4	6	13	10	12	9	7	8	21	16	14	12	7
Percent Change from Prior Year	75%	50%	15%	-50%	-75%	0%	86%	238%	-10%	50%	-14%	0%	-29%

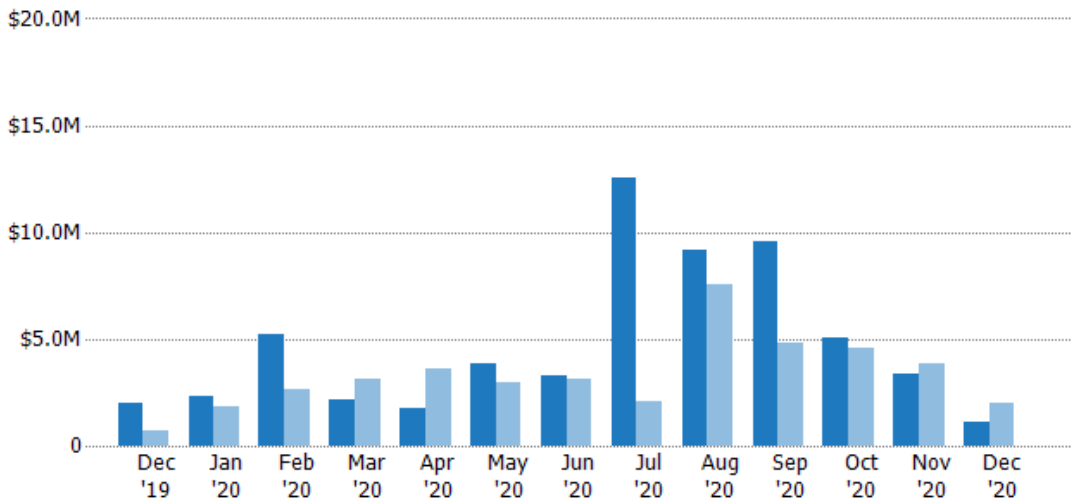
New Pending Sales Volume

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.
Dec '20	\$1.07M	-47%
Dec '19	\$2.03M	172%
Dec '18	\$746K	215.8%



Current Year	\$2.03M	\$2.32M	\$5.25M	\$2.15M	\$1.79M	\$3.85M	\$3.28M	\$12.6M	\$9.14M	\$9.55M	\$5.06M	\$3.35M	\$1.07M
Prior Year	\$746K	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$2.12M	\$7.59M	\$4.86M	\$4.58M	\$3.85M	\$2.03M
Percent Change from Prior Year	172%	25%	96%	-31%	-51%	29%	4%	494%	20%	97%	11%	-13%	-47%

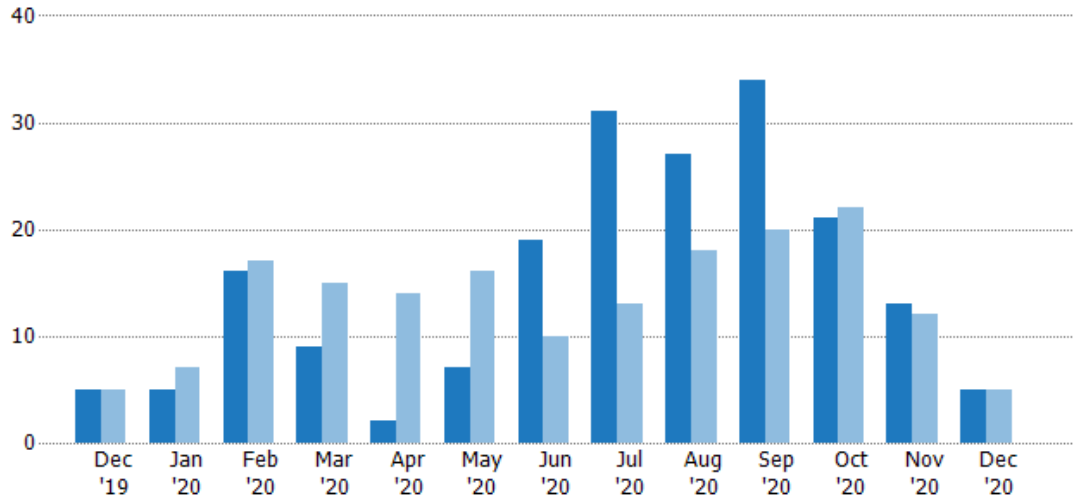
Pending Sales

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.
Dec '20	5	0%
Dec '19	5	0%
Dec '18	5	20%



Current Year	5	5	16	9	2	7	19	31	27	34	21	13	5
Prior Year	5	7	17	15	14	16	10	13	18	20	22	12	5
Percent Change from Prior Year	0%	-29%	-6%	-40%	-86%	-56%	90%	138%	50%	70%	-5%	8%	0%

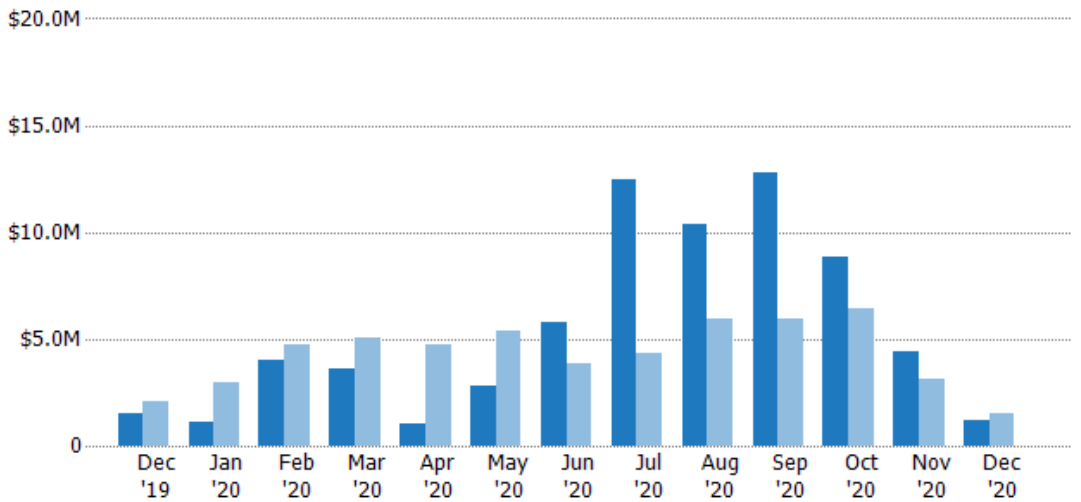
Pending Sales Volume

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.
Dec '20	\$1.18M	-23.2%
Dec '19	\$1.53M	-27.4%
Dec '18	\$2.11M	-11.5%



Current Year	\$1.53M	\$1.11M	\$4M	\$3.63M	\$1.02M	\$2.79M	\$5.82M	\$12.5M	\$10.3M	\$12.8M	\$8.81M	\$4.41M	\$1.18M
Prior Year	\$2.11M	\$2.96M	\$4.72M	\$5.07M	\$4.73M	\$5.37M	\$3.88M	\$4.3M	\$5.97M	\$5.92M	\$6.45M	\$3.1M	\$1.53M
Percent Change from Prior Year	-27%	-63%	-15%	-28%	-78%	-48%	50%	190%	73%	116%	37%	42%	-23%

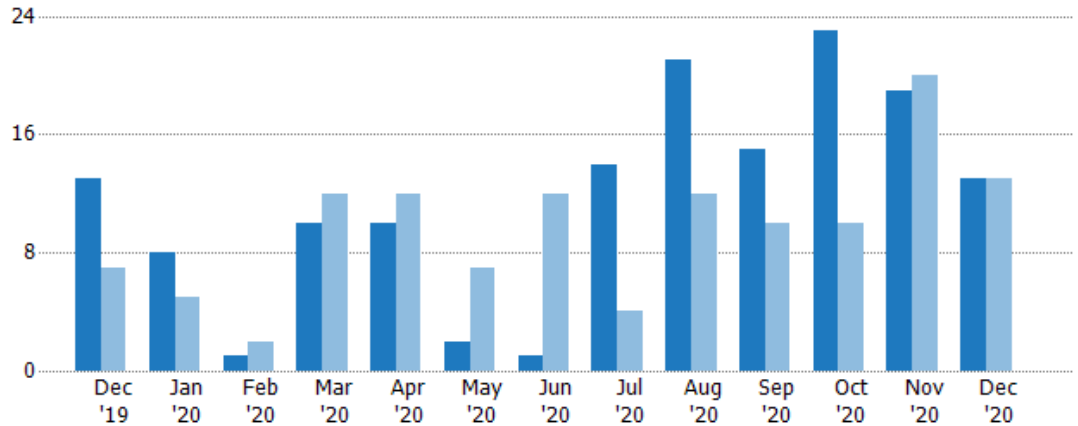
Closed Sales

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.
Dec '20	13	0%
Dec '19	13	85.7%
Dec '18	7	28.6%



Current Year	13	8	1	10	10	2	1	14	21	15	23	19	13
Prior Year	7	5	2	12	12	7	12	4	12	10	10	20	13
Percent Change from Prior Year	86%	60%	-50%	-17%	-17%	-71%	-92%	250%	75%	50%	130%	-5%	0%

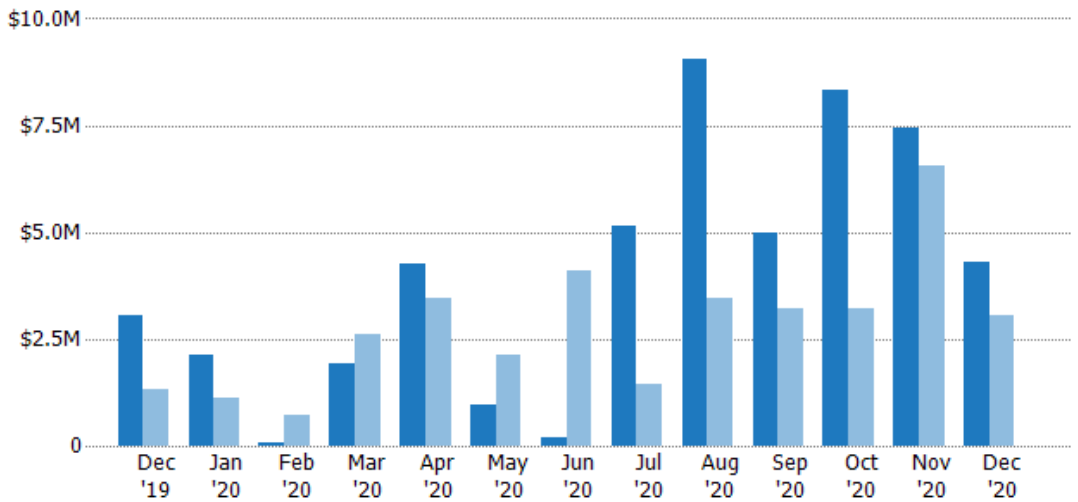
Closed Sales Volume

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.
Dec '20	\$4.31M	40.8%
Dec '19	\$3.06M	133.2%
Dec '18	\$1.31M	169.8%



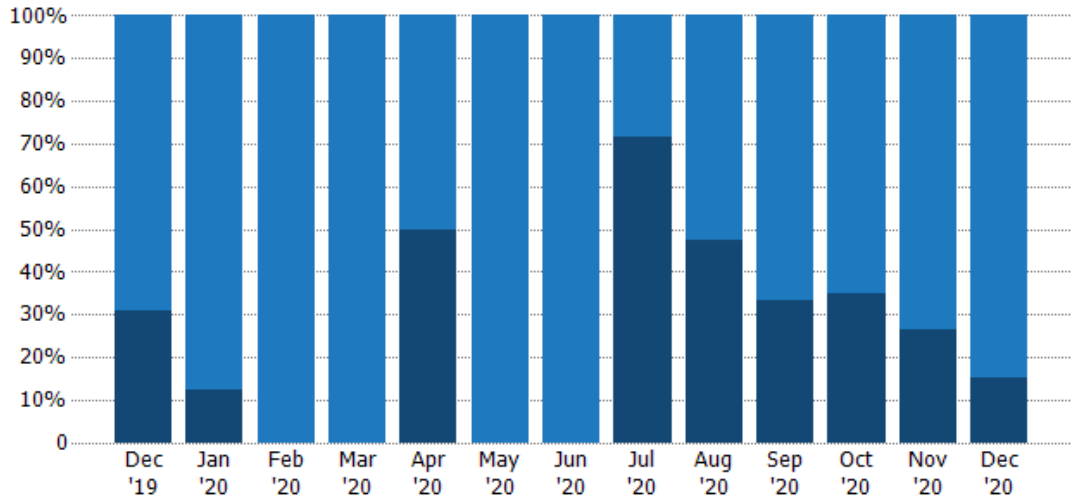
Current Year	\$3.06M	\$2.15M	\$65K	\$1.94M	\$4.24M	\$940K	\$210K	\$5.13M	\$9.07M	\$4.98M	\$8.32M	\$7.46M	\$4.31M
Prior Year	\$1.31M	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.44M	\$3.22M	\$3.19M	\$6.57M	\$3.06M
Percent Change from Prior Year	133%	94%	-91%	-26%	23%	-56%	-95%	258%	164%	55%	161%	14%	41%

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



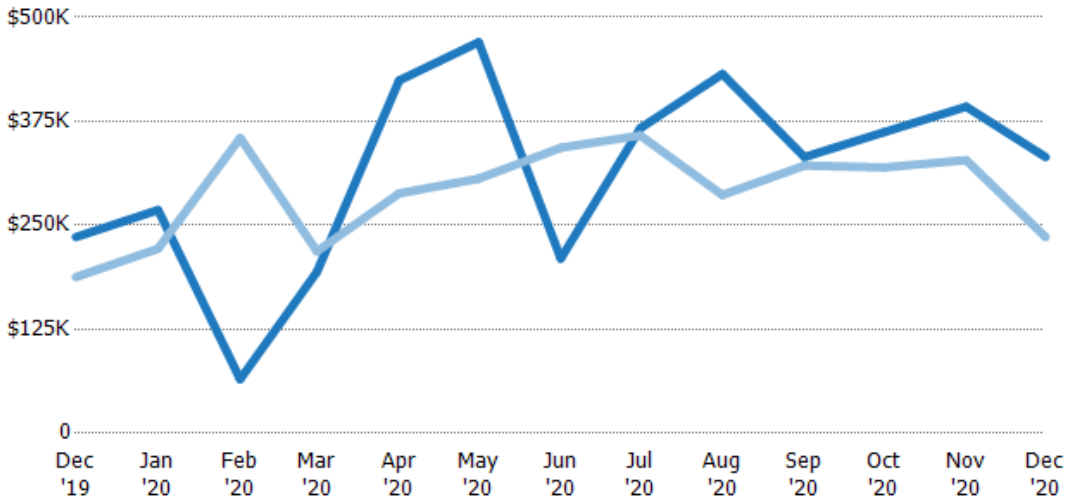
Condo/Townhouse	69%	88%	100%	100%	50%	100%	100%	29%	52%	67%	65%	74%	85%
Single Family Residence	31%	13%	-	-	50%	-	-	71%	48%	33%	35%	26%	15%

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	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K	\$332K	\$362K	\$393K	\$332K
Prior Year	\$188K	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$286K	\$322K	\$319K	\$328K	\$236K
Percent Change from Prior Year	26%	21%	-82%	-11%	47%	54%	-39%	2%	51%	3%	13%	20%	41%

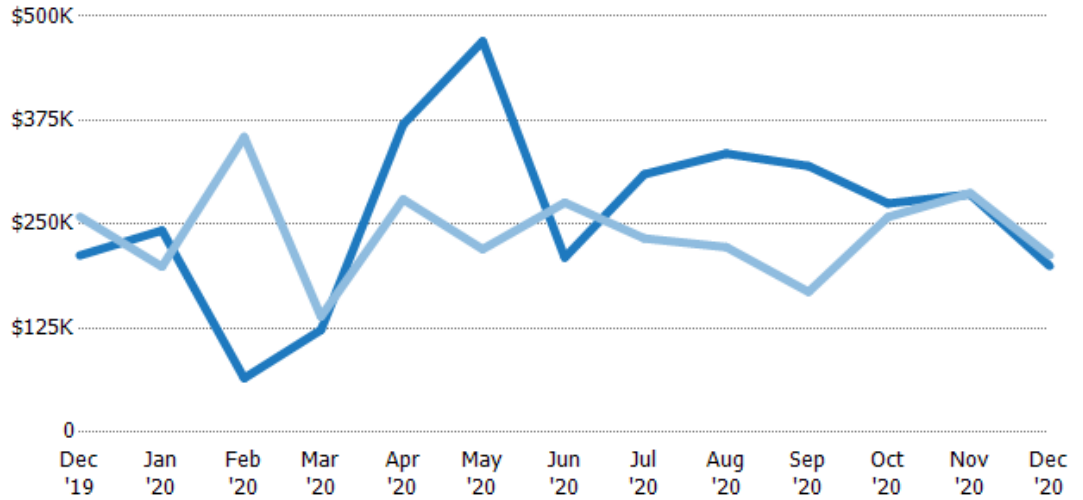
Median Sales Price

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.
Dec '20	\$200K	-5.9%
Dec '19	\$213K	-18%
Dec '18	\$259K	29.7%



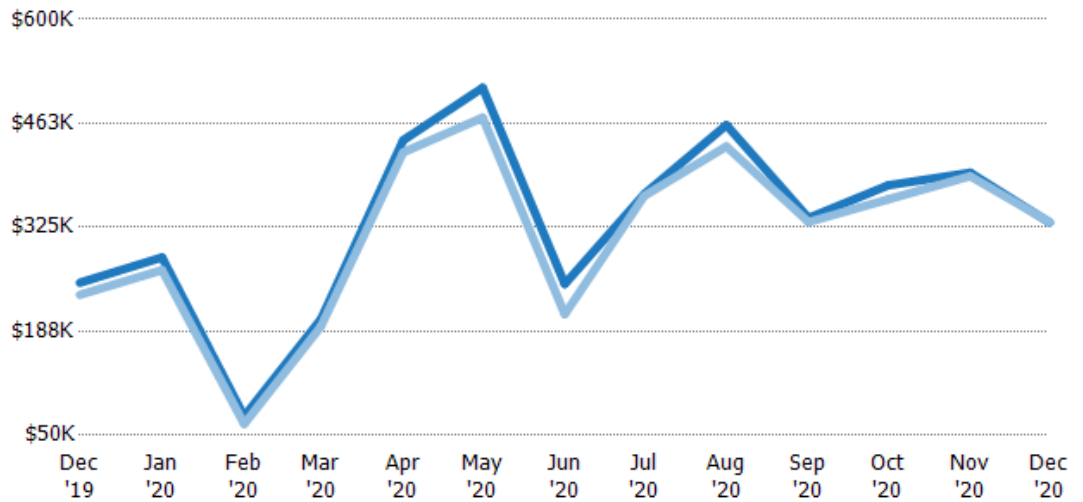
Current Year	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K	\$320K	\$275K	\$286K	\$200K
Prior Year	\$259K	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$223K	\$169K	\$259K	\$288K	\$213K
Percent Change from Prior Year	-18%	22%	-82%	-12%	32%	114%	-24%	33%	51%	90%	6%	-1%	-6%

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



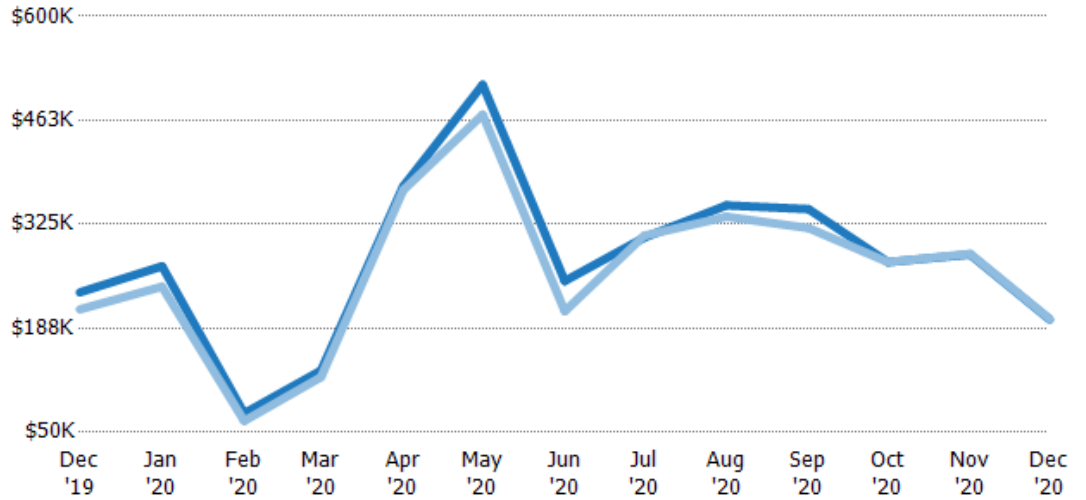
Avg List Price	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K	\$337K	\$380K	\$397K	\$331K
Avg Sales Price	\$236K	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K	\$332K	\$362K	\$393K	\$332K
Avg Sales Price as a % of Avg List Price	94%	94%	87%	95%	96%	92%	84%	99%	94%	98%	95%	99%	100%

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



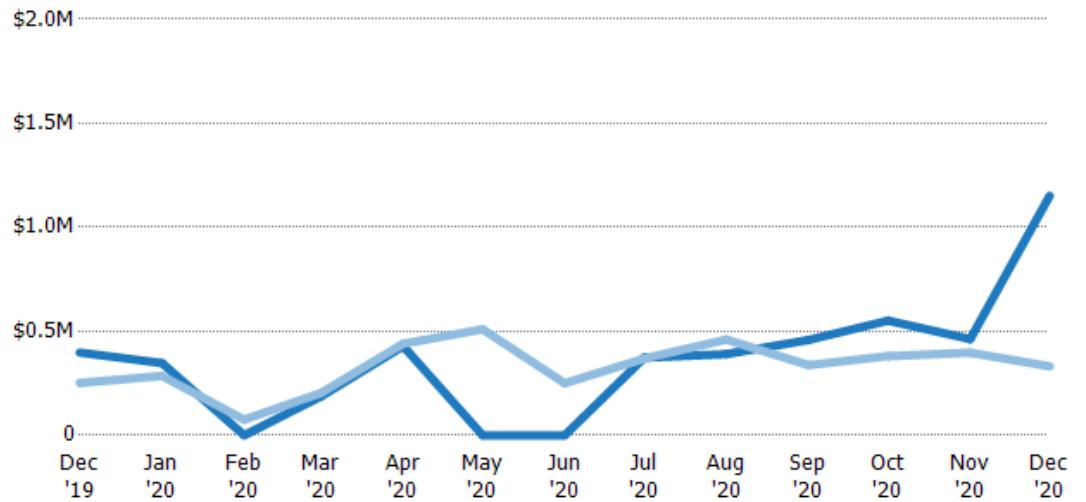
Median List Price	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K	\$345K	\$275K	\$285K	\$199K
Median Sales Price	\$213K	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K	\$320K	\$275K	\$286K	\$200K
Med Sales Price as a % of Med List Price	90%	90%	87%	93%	99%	92%	84%	101%	96%	93%	100%	100%	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



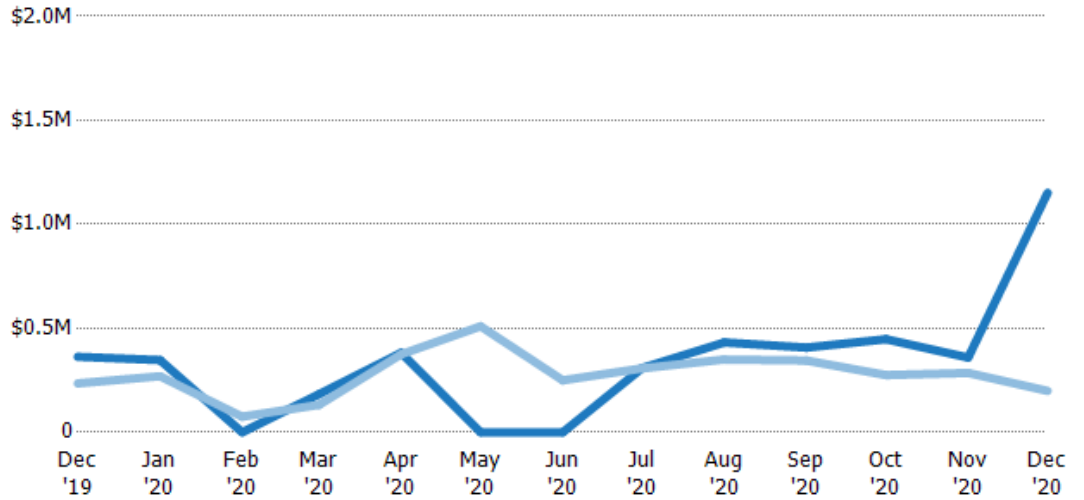
Avg Est Value	\$398K	\$347K	\$0	\$187K	\$428K	\$0	\$0	\$373K	\$390K	\$458K	\$551K	\$462K	\$1.15M
Avg Sales Price	\$252K	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K	\$337K	\$380K	\$397K	\$331K
Avg Sales Price as a % of Avg Est Value	63%	82%	100%	109%	103%	100%	100%	99%	118%	74%	69%	86%	29%

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	\$363K	\$347K	\$0	\$183K	\$382K	\$0	\$0	\$309K	\$432K	\$407K	\$447K	\$359K	\$1.15M
Median Sales Price	\$235K	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K	\$345K	\$275K	\$285K	\$199K
Med Sales Price as a % of Med Est Value	65%	78%	100%	72%	98%	100%	100%	100%	81%	85%	61%	79%	17%

Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05674	5	\$1,178,300	13	\$4,314,800	\$331,908	\$199,900	\$234	\$228	17

Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Barre, VT	5	\$1,178,300	13	\$4,314,800	\$331,908	\$199,900	\$234	\$228	17