

Summary of Key Listing and Sales Metrics

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

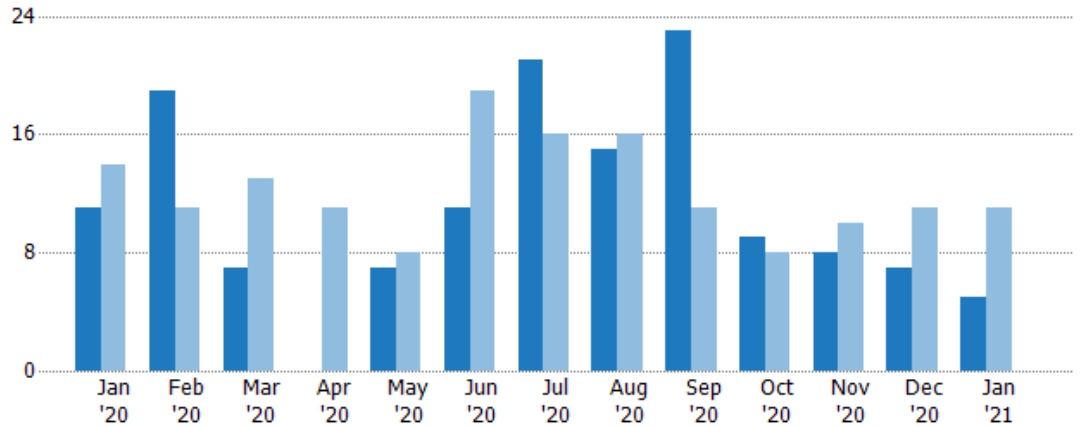
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	11	-54.5%	143	159	-10.1%
New Listing Volume	\$2,743,000	\$4,204,500	-34.8%	\$55,765,100	\$53,248,150	+4.7%
Active Listing Count	23	69	-66.7%	N/A	N/A	
Active Listing Volume	\$10,650,900	\$27,916,100	-61.8%	N/A	N/A	
Average Listing Price	\$463,083	\$404,581	+14.5%	\$425,061	\$394,793	+7.7%
Median Listing Price	\$144,000	\$300,000	-52%	\$266,648	\$340,102	-21.6%
Median Days in RPR	150	155	-3.2%	142.74	178.14	-19.9%
Months of Inventory	1.8	5.3	-66.7%	2.9	13.8	-79.2%
Absorption Rate	56.52%	18.84%	+37.7%	34.78%	7.25%	+27.5%
Sales Activity Charts Metrics						
New Pending Sales Count	8	9	-11.1%	161	144	+11.8%
New Pending Sales Volume	\$4,123,900	\$2,320,500	+77.7%	\$63,509,800	\$44,753,650	+41.9%
Pending Sales Count	8	5	+60%	N/A	N/A	
Pending Sales Volume	\$4,256,900	\$1,107,500	+284.4%	N/A	N/A	
Closed Sales Count	5	8	-37.5%	142	127	+11.8%
Closed Sales Volume	\$1,047,500	\$2,147,000	-51.2%	\$49,870,168	\$37,222,717	+34%
Average Sales Price	\$209,500	\$268,375	-21.9%	\$351,198	\$293,092	+19.8%
Median Sales Price	\$225,000	\$242,500	-7.2%	\$279,878	\$235,547	+18.8%

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



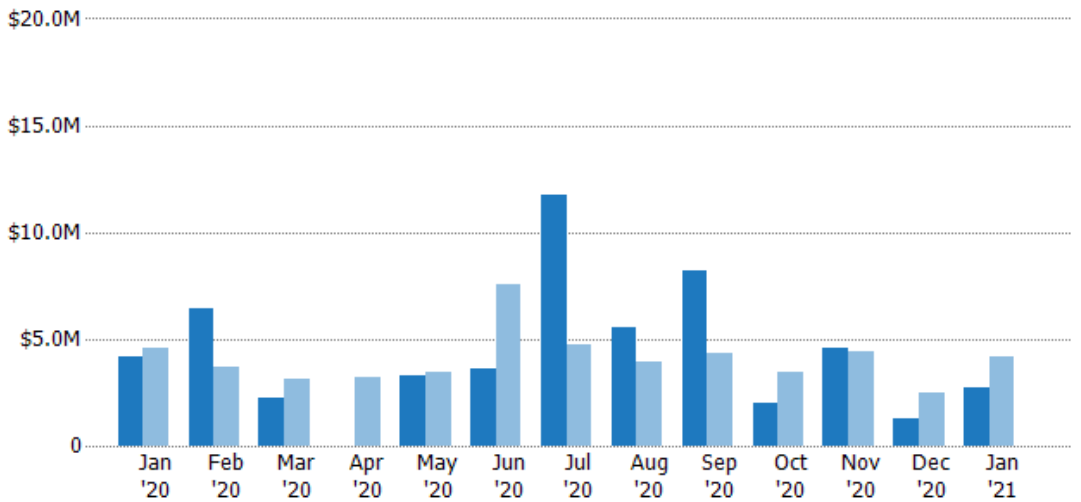
Current Year	11	19	7	-	7	11	21	15	23	9	8	7	5
Prior Year	14	11	13	11	8	19	16	16	11	8	10	11	11
Percent Change from Prior Year	-21%	73%	-46%	-100%	-13%	-42%	31%	-6%	109%	13%	-20%	-36%	-55%

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



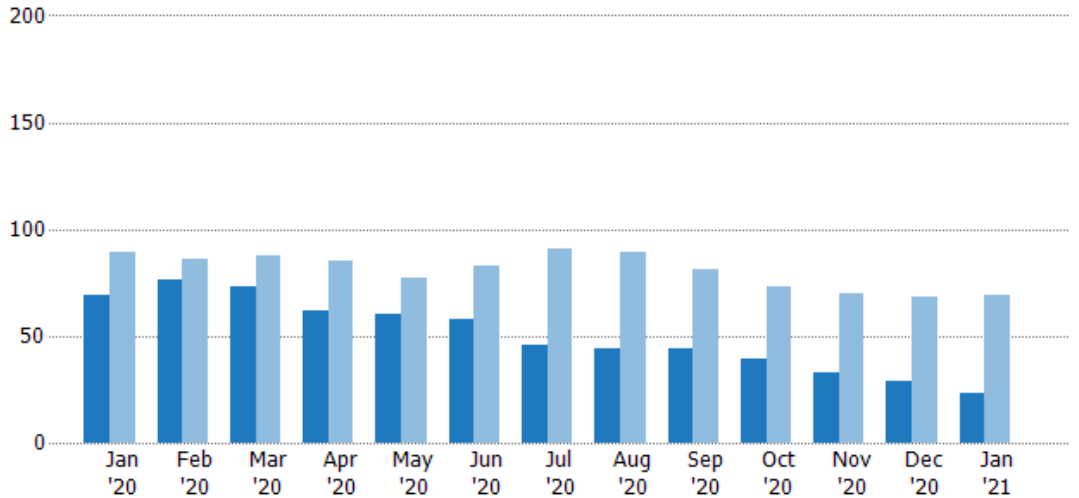
Current Year	\$4.2M	\$6.45M	\$2.23M	-	\$3.27M	\$3.65M	\$11.7M	\$5.51M	\$8.18M	\$2.03M	\$4.54M	\$1.24M	\$2.74M
Prior Year	\$4.57M	\$3.71M	\$3.15M	\$3.22M	\$3.48M	\$7.56M	\$4.75M	\$3.96M	\$4.3M	\$3.45M	\$4.4M	\$2.49M	\$4.2M
Percent Change from Prior Year	-8%	74%	-29%	-100%	-6%	-52%	147%	39%	90%	-41%	3%	-50%	-35%

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



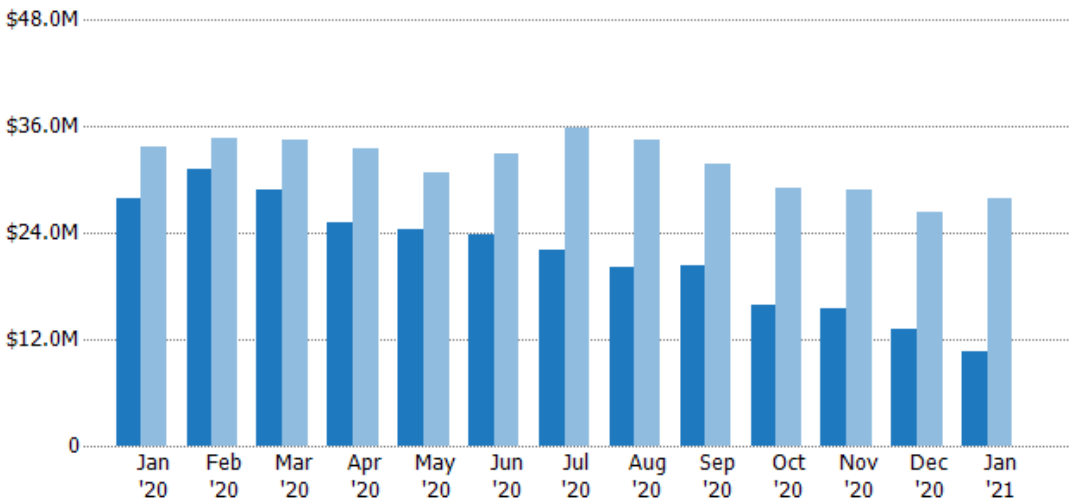
Month/Year	Count	% Chg.
Jan '21	23	-66.7%
Jan '20	69	-22.5%
Jan '19	89	18%

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.
Jan '21	\$10.7M	-61.8%
Jan '20	\$27.9M	-17.1%
Jan '19	\$33.7M	21.6%

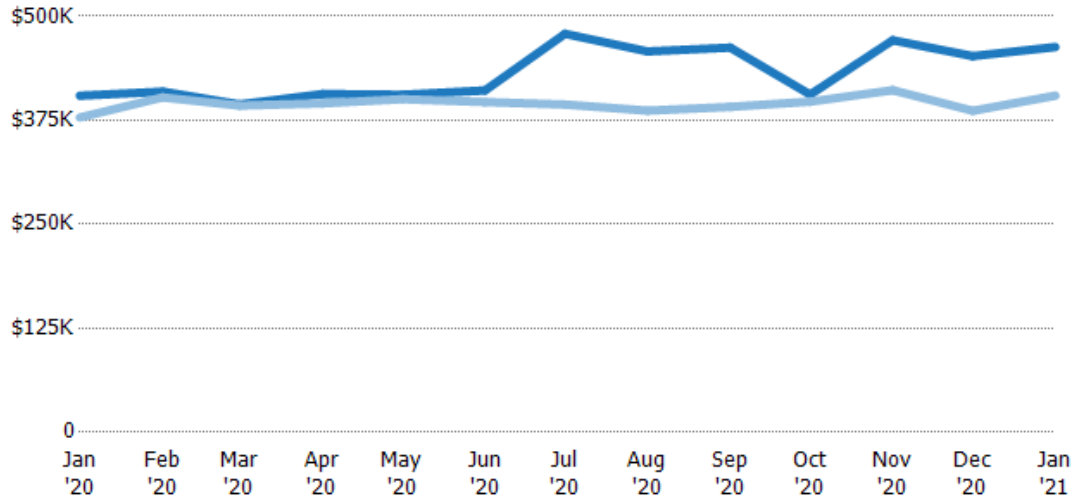
Average Listing Price

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.
Jan '21	\$463K	14.5%
Jan '20	\$405K	6.9%
Jan '19	\$378K	3.1%



Current Year	\$405K	\$409K	\$394K	\$407K	\$406K	\$411K	\$479K	\$458K	\$462K	\$406K	\$471K	\$452K	\$463K
Prior Year	\$378K	\$403K	\$393K	\$395K	\$400K	\$397K	\$394K	\$387K	\$391K	\$397K	\$411K	\$386K	\$405K
Percent Change from Prior Year	7%	2%	0%	3%	1%	4%	22%	18%	18%	2%	15%	17%	14%

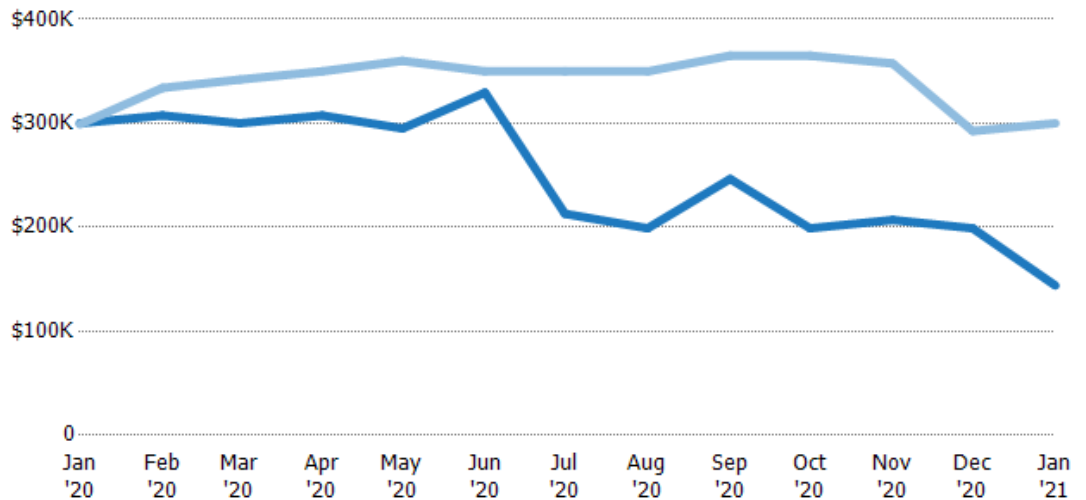
Median Listing Price

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.
Jan '21	\$144K	-52%
Jan '20	\$300K	0.3%
Jan '19	\$299K	-10%



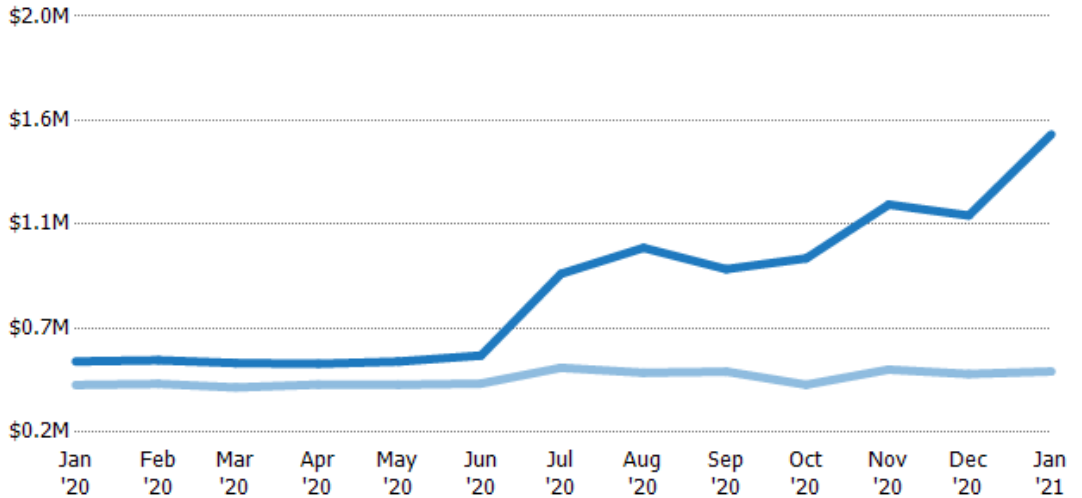
Current Year	\$300K	\$308K	\$300K	\$308K	\$295K	\$330K	\$213K	\$199K	\$247K	\$199K	\$207K	\$199K	\$144K
Prior Year	\$299K	\$334K	\$342K	\$350K	\$360K	\$350K	\$350K	\$350K	\$365K	\$365K	\$358K	\$293K	\$300K
Percent Change from Prior Year	0%	-8%	-12%	-12%	-18%	-6%	-39%	-43%	-32%	-45%	-42%	-32%	-52%

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



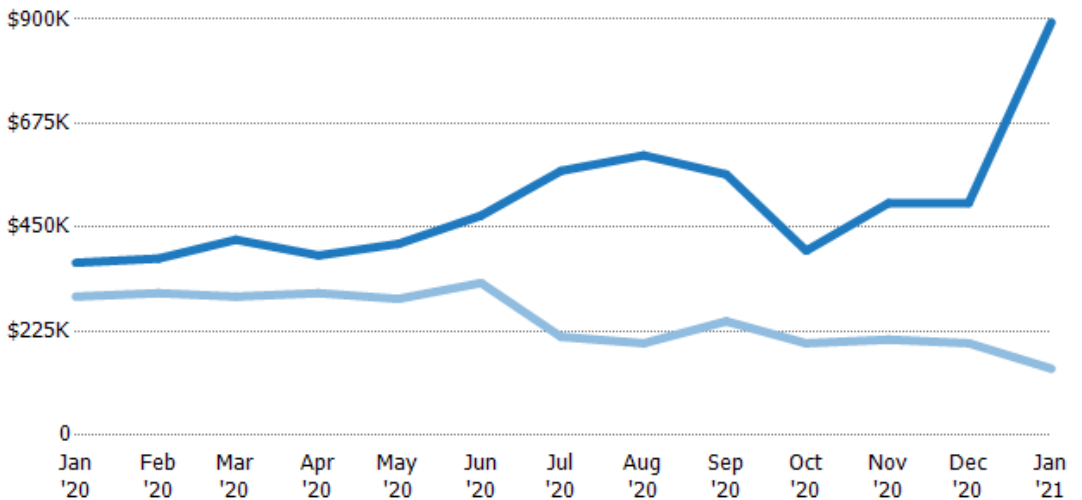
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$506K	\$512K	\$499K	\$496K	\$506K	\$532K	\$886K	\$998K	\$906K	\$953K	\$1.19M	\$1.14M	\$1.49M
Avg Listing Price	\$405K	\$409K	\$394K	\$407K	\$406K	\$411K	\$479K	\$458K	\$462K	\$406K	\$471K	\$452K	\$463K
Avg Listing Price as a % of Avg Est Value	80%	80%	79%	82%	80%	77%	54%	46%	51%	43%	40%	40%	31%

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	\$373K	\$382K	\$423K	\$389K	\$414K	\$475K	\$572K	\$606K	\$564K	\$399K	\$502K	\$502K	\$894K
Median Listing Price	\$300K	\$308K	\$300K	\$308K	\$295K	\$330K	\$213K	\$199K	\$247K	\$199K	\$207K	\$199K	\$144K
Med Listing Price as a % of Med Est Value	80%	80%	71%	79%	71%	69%	37%	33%	44%	50%	41%	40%	16%

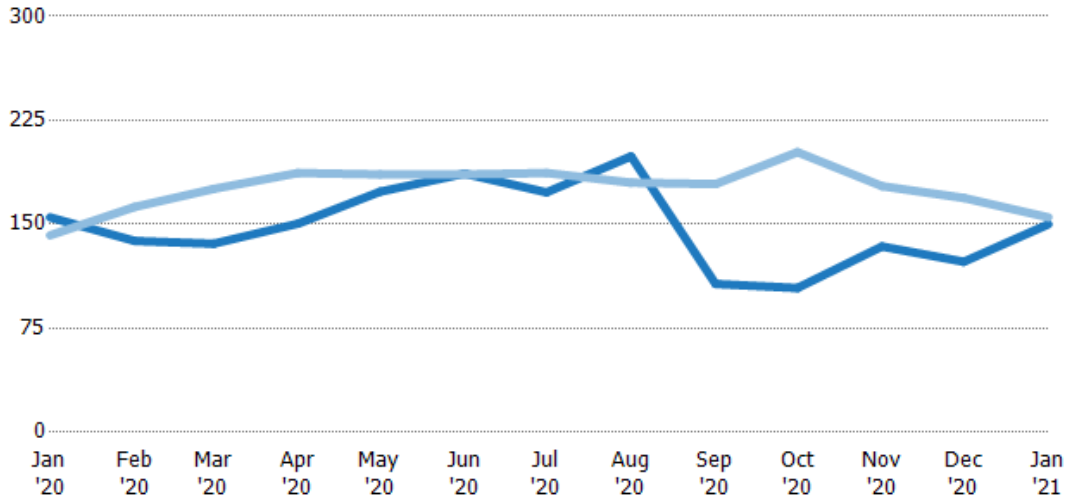
Median Days in RPR

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.
Jan '21	150	-3.2%
Jan '20	155	9.2%
Jan '19	142	12.7%



Current Year	155	138	136	151	174	187	173	199	107	104	134	123	150
Prior Year	142	163	176	187	186	186	187	180	179	202	178	169	155
Percent Change from Prior Year	9%	-15%	-23%	-20%	-7%	0%	-7%	11%	-40%	-49%	-25%	-27%	-3%

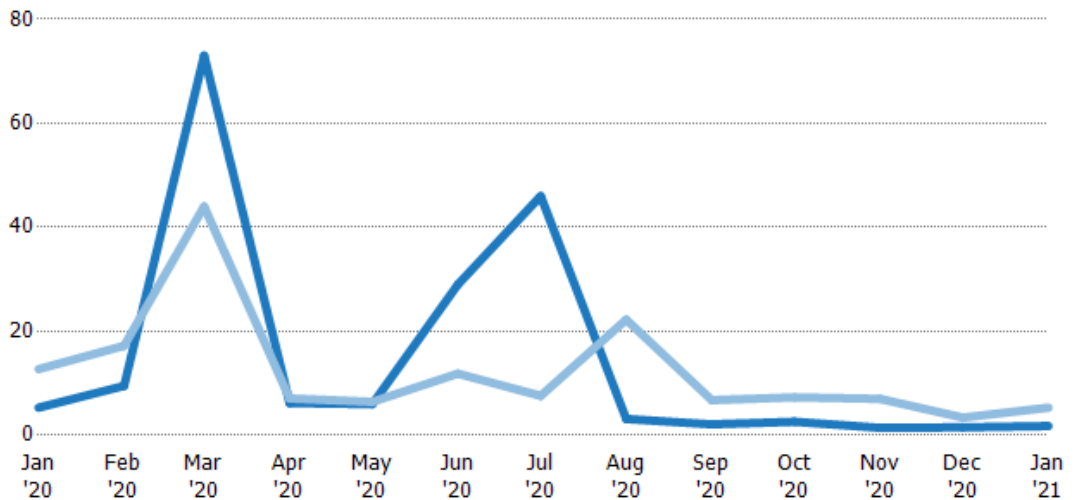
Months of Inventory

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.
Jan '21	1.77	-66.7%
Jan '20	5.31	-58.3%
Jan '19	12.7	-8.2%



Current Year	5.31	9.5	73	6.2	6	29	46	3.14	2.1	2.6	1.43	1.53	1.77
Prior Year	12.7	17.2	44	7.08	6.42	11.9	7.58	22.3	6.75	7.3	7	3.4	5.31
Percent Change from Prior Year	-58%	-45%	66%	-12%	-6%	145%	507%	-86%	-69%	-64%	-80%	-55%	-67%

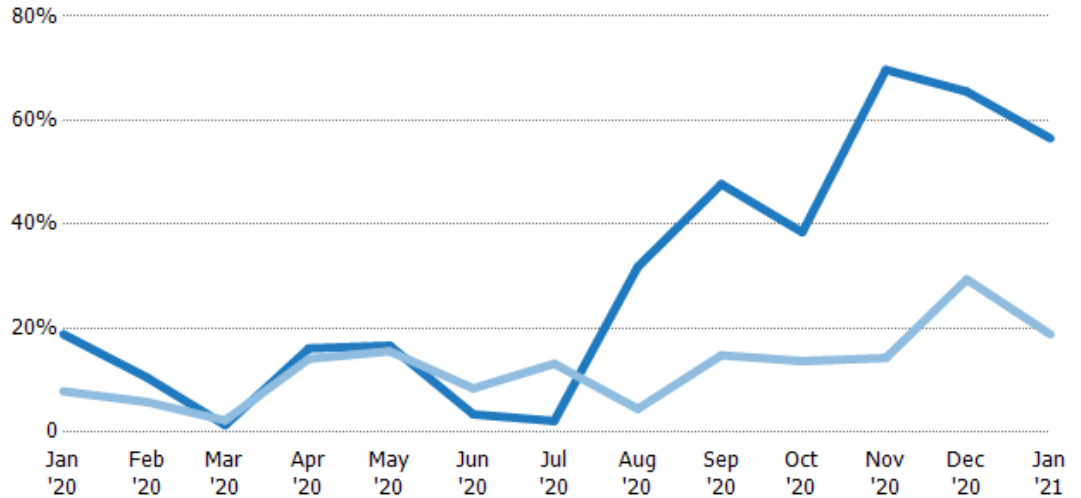
Absorption Rate

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.
Jan '21	57%	-37.7%
Jan '20	19%	-11%
Jan '19	8%	9%



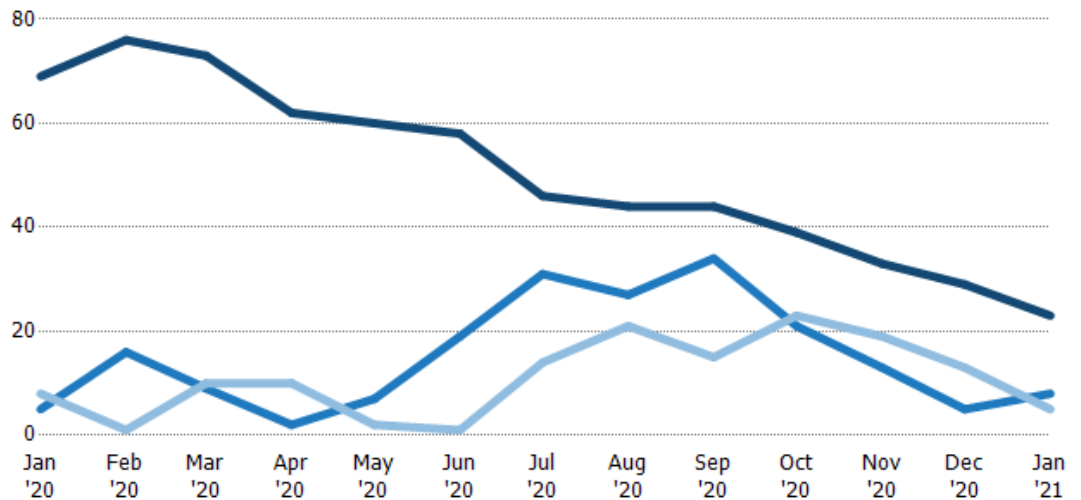
Current Year	19%	11%	1%	16%	17%	3%	2%	32%	48%	38%	70%	66%	57%
Prior Year	8%	6%	2%	14%	16%	8%	13%	4%	15%	14%	14%	29%	19%
Change from Prior Year	-11%	-5%	1%	-2%	-1%	5%	11%	-27%	-33%	-25%	-55%	-36%	-38%

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	69	76	73	62	60	58	46	44	44	39	33	29	23
Pending	5	16	9	2	7	19	31	27	34	21	13	5	8
Sold	8	1	10	10	2	1	14	21	15	23	19	13	5

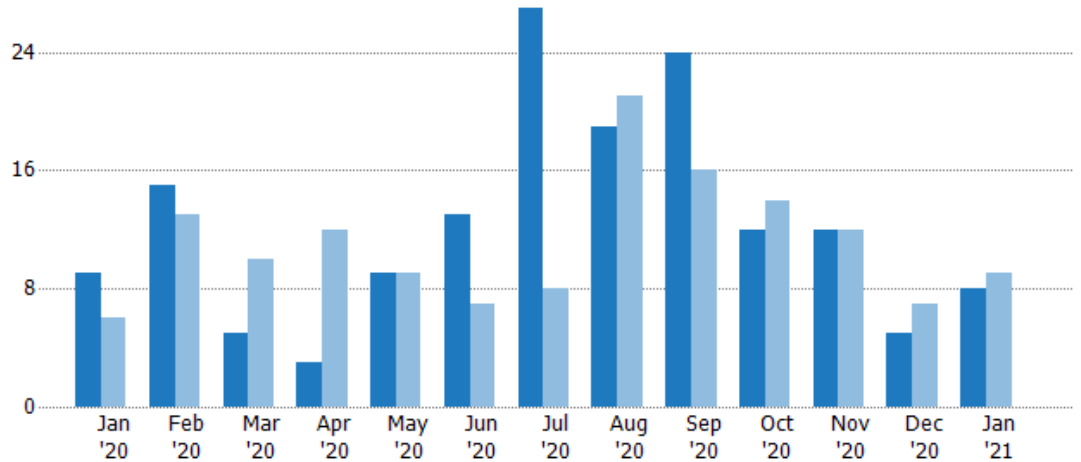
New Pending Sales

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.
Jan '21	8	-11.1%
Jan '20	9	50%
Jan '19	6	0%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	9	15	5	3	9	13	27	19	24	12	12	5	8
Prior Year	6	13	10	12	9	7	8	21	16	14	12	7	9
Percent Change from Prior Year	50%	15%	-50%	-75%	0%	86%	238%	-10%	50%	-14%	0%	-29%	-11%

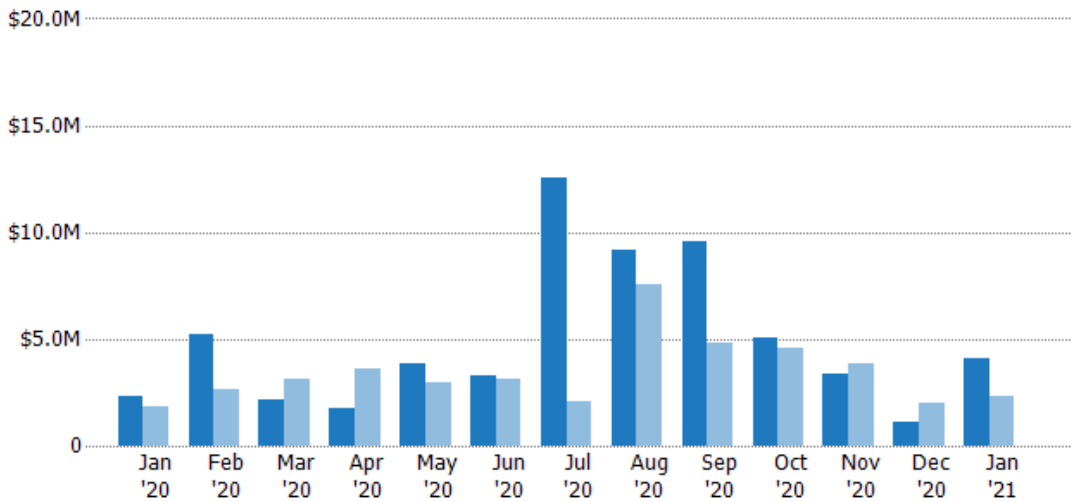
New Pending Sales Volume

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.
Jan '21	\$4.12M	77.7%
Jan '20	\$2.32M	25.4%
Jan '19	\$1.85M	-8%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$2.32M	\$5.25M	\$2.15M	\$1.79M	\$3.85M	\$3.28M	\$12.6M	\$9.14M	\$9.55M	\$5.06M	\$3.35M	\$1.07M	\$4.12M
Prior Year	\$1.85M	\$2.68M	\$3.1M	\$3.65M	\$2.98M	\$3.16M	\$2.12M	\$7.59M	\$4.86M	\$4.58M	\$3.85M	\$2.03M	\$2.32M
Percent Change from Prior Year	25%	96%	-31%	-51%	29%	4%	494%	20%	97%	11%	-13%	-47%	78%

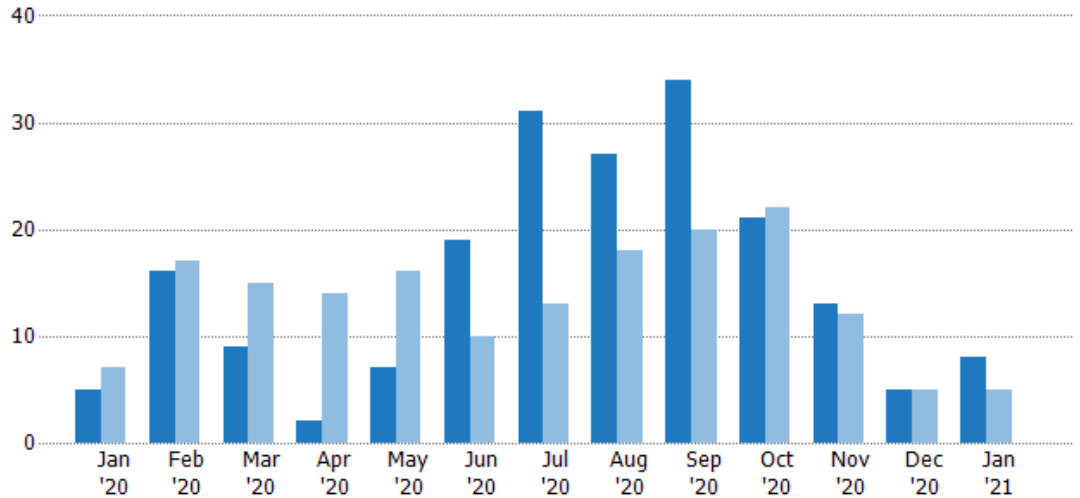
Pending Sales

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.
Jan '21	8	60%
Jan '20	5	-28.6%
Jan '19	7	0%



Current Year	5	16	9	2	7	19	31	27	34	21	13	5	8
Prior Year	7	17	15	14	16	10	13	18	20	22	12	5	5
Percent Change from Prior Year	-29%	-6%	-40%	-86%	-56%	90%	138%	50%	70%	-5%	8%	0%	60%

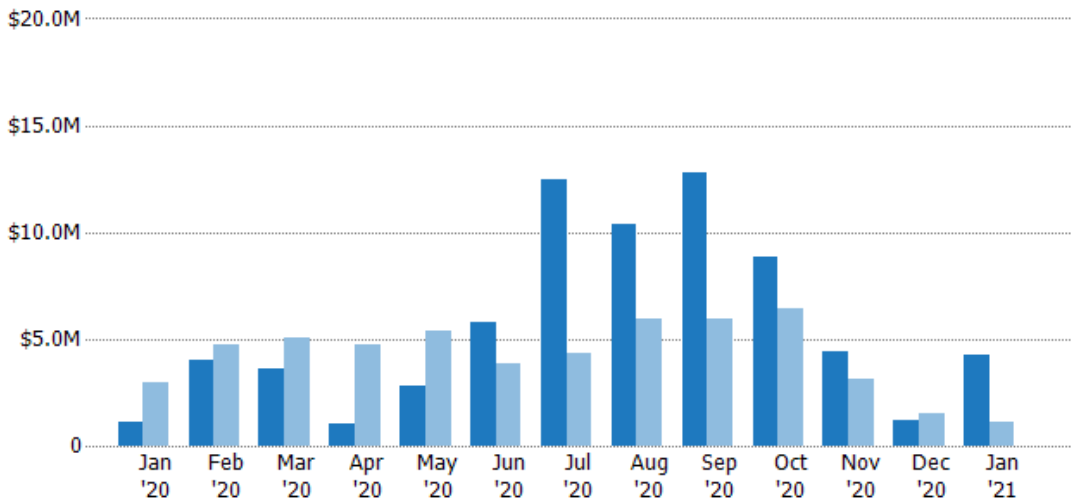
Pending Sales Volume

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.
Jan '21	\$4.26M	284.4%
Jan '20	\$1.11M	-62.6%
Jan '19	\$2.96M	-32.9%



Current Year	\$1.11M	\$4M	\$3.63M	\$1.02M	\$2.79M	\$5.82M	\$12.5M	\$10.3M	\$12.8M	\$8.81M	\$4.41M	\$1.18M	\$4.26M
Prior Year	\$2.96M	\$4.72M	\$5.07M	\$4.73M	\$5.37M	\$3.88M	\$4.3M	\$5.97M	\$5.92M	\$6.45M	\$3.1M	\$1.53M	\$1.11M
Percent Change from Prior Year	-63%	-15%	-28%	-78%	-48%	50%	190%	73%	116%	37%	42%	-23%	284%

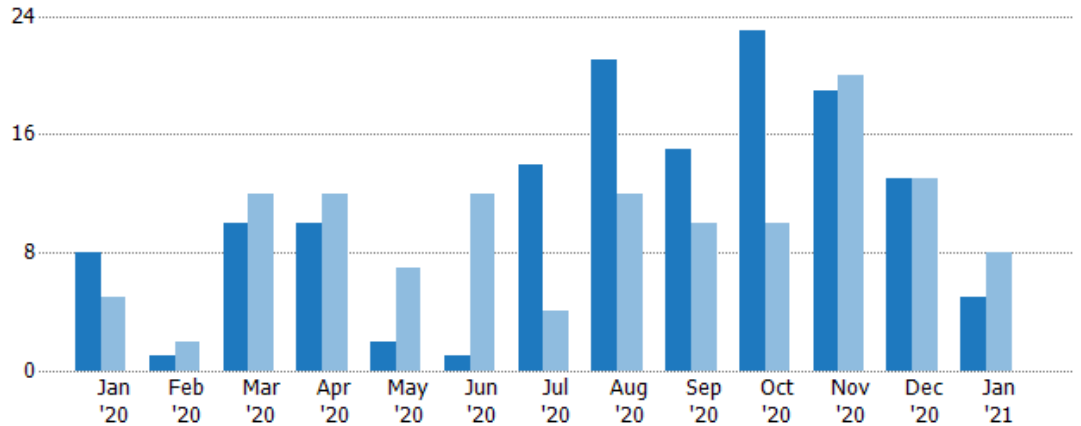
Closed Sales

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.
Jan '21	5	-37.5%
Jan '20	8	60%
Jan '19	5	-20%



Current Year	8	1	10	10	2	1	14	21	15	23	19	13	5
Prior Year	5	2	12	12	7	12	4	12	10	10	20	13	8
Percent Change from Prior Year	60%	-50%	-17%	-17%	-71%	-92%	250%	75%	50%	130%	-5%	0%	-38%

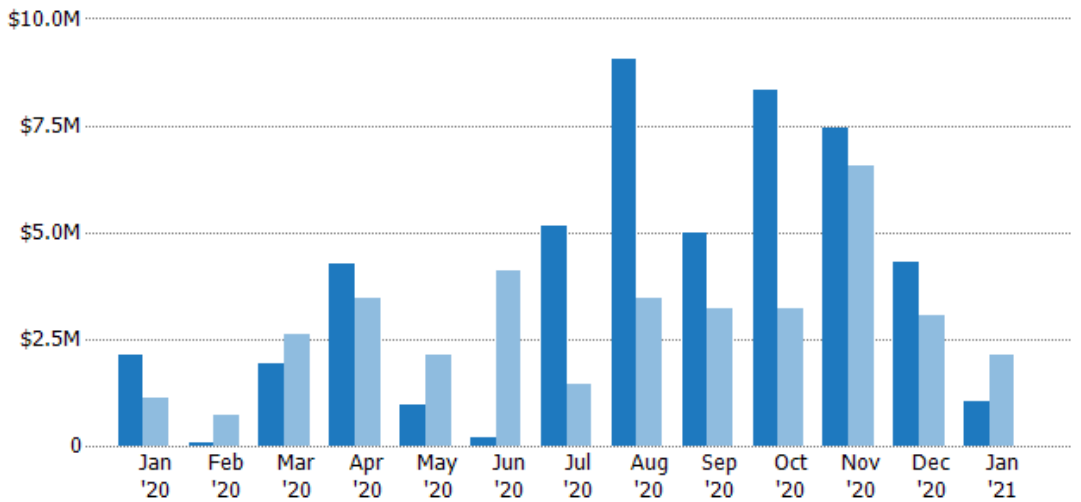
Closed Sales Volume

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.
Jan '21	\$1.05M	-51.2%
Jan '20	\$2.15M	93.6%
Jan '19	\$1.11M	-5.4%



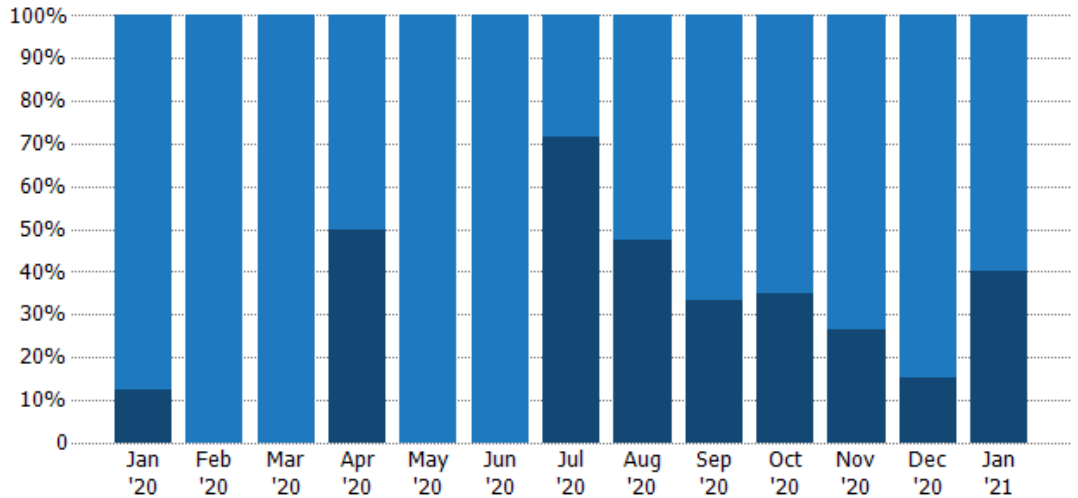
Current Year	\$2.15M	\$65K	\$1.94M	\$4.24M	\$940K	\$210K	\$5.13M	\$9.07M	\$4.98M	\$8.32M	\$7.46M	\$4.31M	\$1.05M
Prior Year	\$1.11M	\$710K	\$2.62M	\$3.46M	\$2.14M	\$4.12M	\$1.43M	\$3.44M	\$3.22M	\$3.19M	\$6.57M	\$3.06M	\$2.15M
Percent Change from Prior Year	94%	-91%	-26%	23%	-56%	-95%	258%	164%	55%	161%	14%	41%	-51%

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



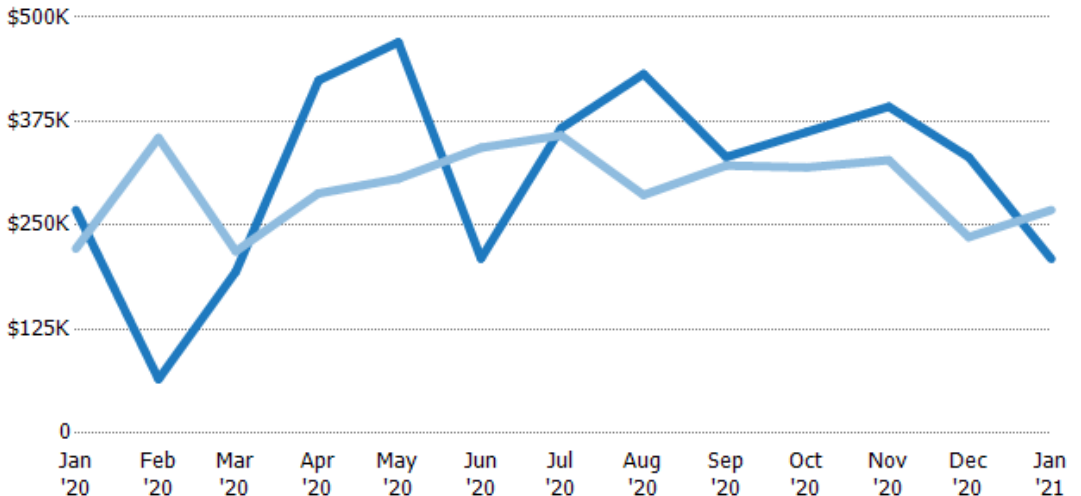
Condo/Townhouse	88%	100%	100%	50%	100%	100%	29%	52%	67%	65%	74%	85%	60%
Single Family Residence	13%	-	-	50%	-	-	71%	48%	33%	35%	26%	15%	40%

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	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K	\$332K	\$362K	\$393K	\$332K	\$210K
Prior Year	\$222K	\$355K	\$219K	\$288K	\$306K	\$343K	\$358K	\$286K	\$322K	\$319K	\$328K	\$236K	\$268K
Percent Change from Prior Year	21%	-82%	-11%	47%	54%	-39%	2%	51%	3%	13%	20%	41%	-22%

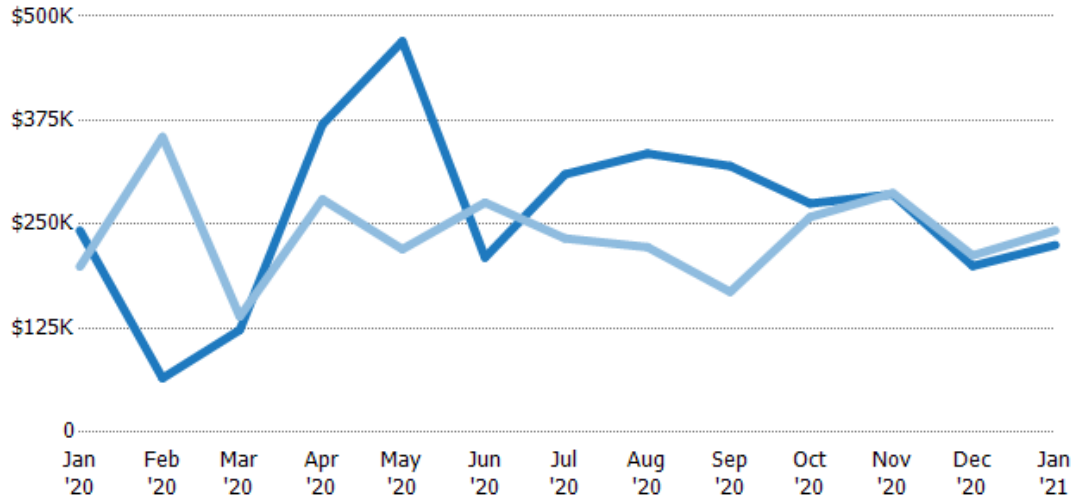
Median Sales Price

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.
Jan '21	\$225K	-7.2%
Jan '20	\$243K	21.9%
Jan '19	\$199K	41.1%



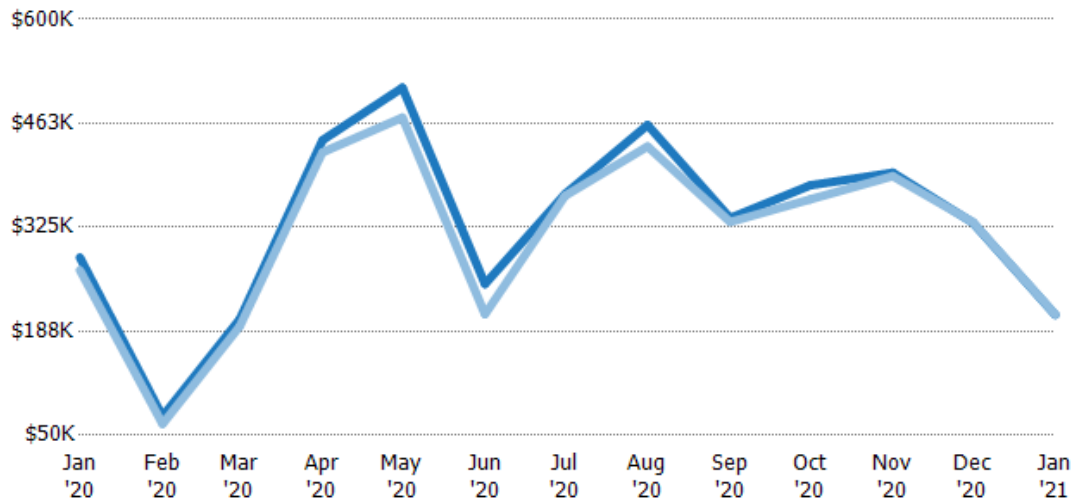
Current Year	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K	\$320K	\$275K	\$286K	\$200K	\$225K
Prior Year	\$199K	\$355K	\$139K	\$280K	\$220K	\$276K	\$233K	\$223K	\$169K	\$259K	\$288K	\$213K	\$243K
Percent Change from Prior Year	22%	-82%	-12%	32%	114%	-24%	33%	51%	90%	6%	-1%	-6%	-7%

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



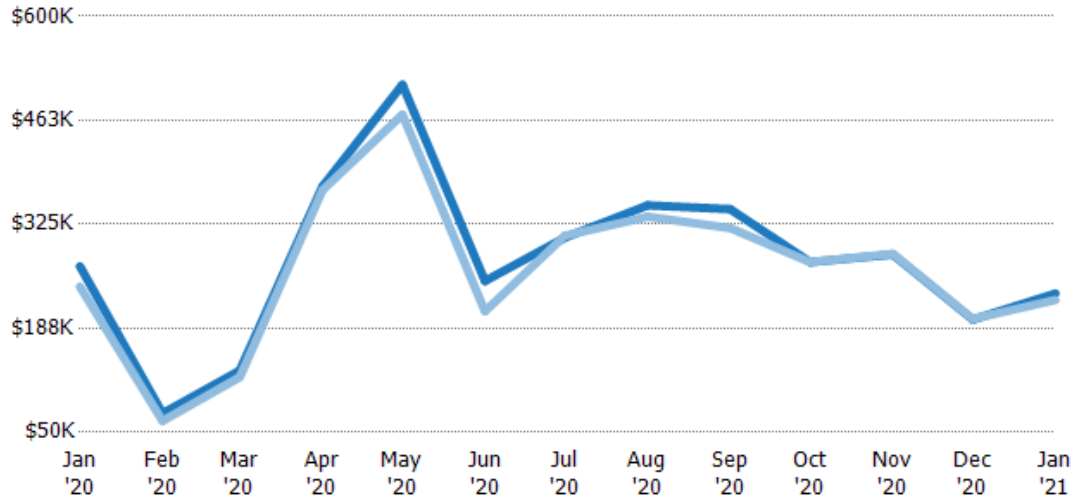
Avg List Price	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K	\$337K	\$380K	\$397K	\$331K	\$209K
Avg Sales Price	\$268K	\$65K	\$194K	\$424K	\$470K	\$210K	\$367K	\$432K	\$332K	\$362K	\$393K	\$332K	\$210K
Avg Sales Price as a % of Avg List Price	94%	87%	95%	96%	92%	84%	99%	94%	98%	95%	99%	100%	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



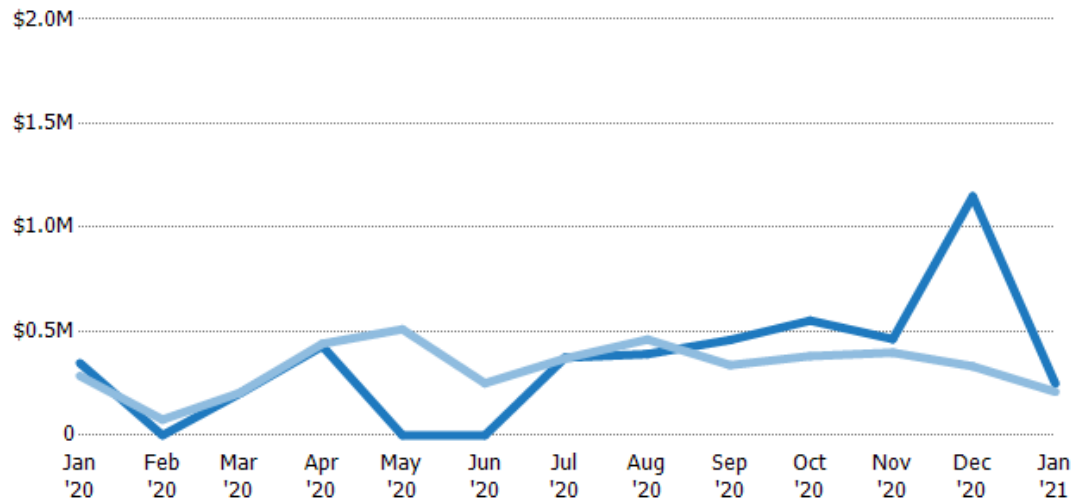
Median List Price	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K	\$345K	\$275K	\$285K	\$199K	\$233K
Median Sales Price	\$243K	\$65K	\$123K	\$370K	\$470K	\$210K	\$310K	\$335K	\$320K	\$275K	\$286K	\$200K	\$225K
Med Sales Price as a % of Med List Price	90%	87%	93%	99%	92%	84%	101%	96%	93%	100%	100%	100%	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



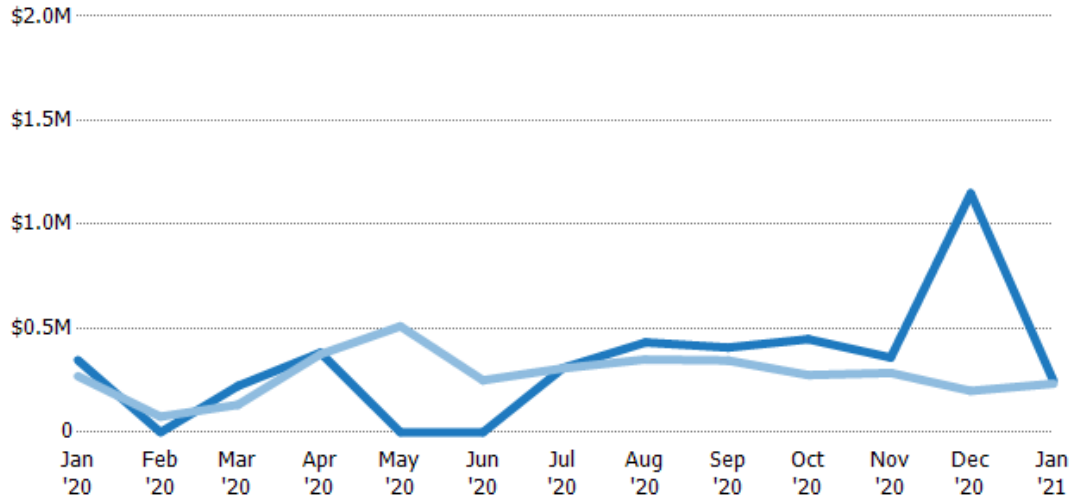
Avg Est Value	\$347K	\$0	\$201K	\$428K	\$0	\$0	\$373K	\$390K	\$458K	\$551K	\$462K	\$1.15M	\$248K
Avg Sales Price	\$285K	\$75K	\$204K	\$440K	\$510K	\$250K	\$369K	\$460K	\$337K	\$380K	\$397K	\$331K	\$209K
Avg Sales Price as a % of Avg Est Value	82%	100%	101%	103%	100%	100%	99%	118%	74%	69%	86%	29%	84%

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	\$347K	\$0	\$222K	\$382K	\$0	\$0	\$309K	\$432K	\$407K	\$447K	\$359K	\$1.15M	\$248K
Median Sales Price	\$270K	\$75K	\$132K	\$375K	\$510K	\$250K	\$307K	\$350K	\$345K	\$275K	\$285K	\$199K	\$233K
Med Sales Price as a % of Med Est Value	78%	100%	59%	98%	100%	100%	100%	81%	85%	61%	79%	17%	94%