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	Jun 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics			1			
New Listing Count	12	9	+33.3%	12	9	+33.3%
New Listing Volume	\$5,461,400	\$3,355,900	+62.7%	\$5,461,400	\$3,355,900	+62.7%
Active Listing Count	109	_	-	109	_	_
Active Listing Volume	\$34,704,150	_	-	\$34,704,150	_	_
Average Listing Price	\$318,387	_	-	\$318,387	_	_
Median Listing Price	\$210,000	_	-	\$210,000	_	_
Median Daysin RPR	179	_	-	179	_	_
Months of Inventory	_	_	-	_	15.6	_
Absorption Rate	_	_	-	_	6.42%	_
Sales Activity Charts Metrics						
New Pending Sales Count	7	10	-30%	7	10	-30%
New Pending Sales Volume	\$1,114,000	\$1,497,300	-25.6%	\$1,114,000	\$1,497,300	-25.6%
Pending Sales Count	13	_	-	13	_	_
Pending Sales Volume	\$2,482,500	_	-	\$2,482,500	_	_
Closed Sales Count	10	18	-44.4%	10	18	-44.4%
Closed Sales Volume	\$1,266,000	\$2,900,500	-56.4%	\$1,266,000	\$2,900,500	-56.4%
Average Sales Price	\$126,600	\$161,139	-21.4%	\$126,600	\$161,139	-21.4%
Median Sales Price	\$85,000	\$146,250	-41.9%	\$85,000	\$146,250	-41.9%

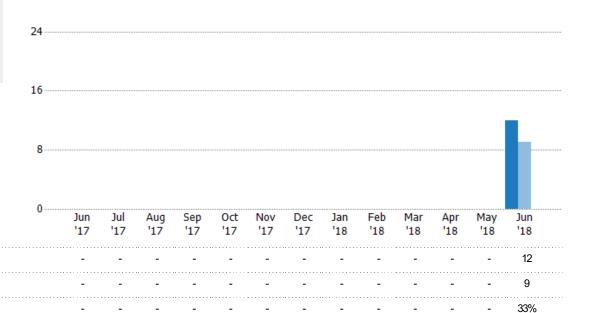




New Listings

The number of new single-family, condominium and townhome listings that were added each month.

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



New Listing Volume

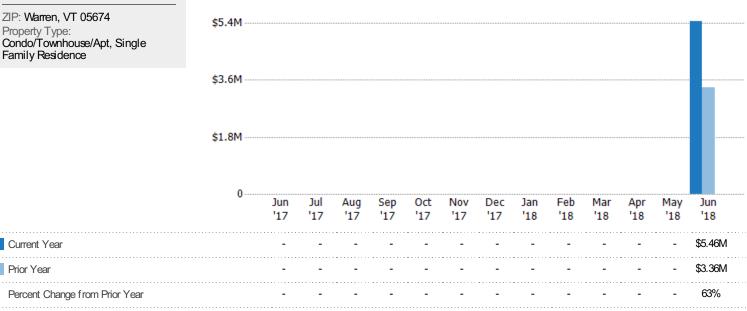
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

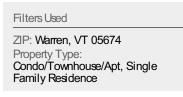
Filters Used ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single

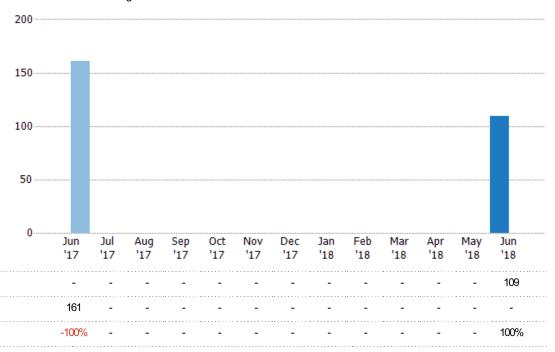




Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.





Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.







\$318K

100%

Market Data Report

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: Warren, VT 05674

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$400K												
\$300K												
\$200K												
\$100K												
0												
Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$359K

-100%

-83%

-67%

-50%

-33%

-17%

17%

33%

50%

67%

Filters Used

ZIP: Warren, VT 05674

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$300K \$225K \$150K \$75K 0 Jul Aug Sep 0ct Nov Dec Jan Feb Mar May Jun Jun Apr '17 '17 '17 '17 '17 '18 '18 '18 \$210K \$225K -67% -50% -33% -100% -83% -17% 0 17% 33% 67% 100%



Current Year

Prior Year

Percent Change from Prior Year



Jun

'18

Market Data Report

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.

300 Filters Used ZIP: Warren, VT 05674 Property Type: Condo/Townhouse/Apt, Single 225 Family Residence 150 75 0 Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May '17 '17 '18 '17 '17 '17 '17 '17 '18 '18 '18 '18

Current Year	-	-	-	-	-	-	-	-	-	-	-	-	179
Prior Year	232	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

15

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

30 23

	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10.9
Prior Year	23	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%



May



Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

0%

5%

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Prior Year	4%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	4%	3%	2%	1%	0%	-1%	-2%	-4%	-5%	-6%	-7%	-8%	-9%

Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used
ZIP: Warren, VT 05674
Property Type:

Property Type: Condo/Townhouse/Apt, Single Family Residence



Sold





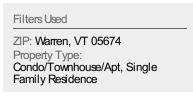
Current Year

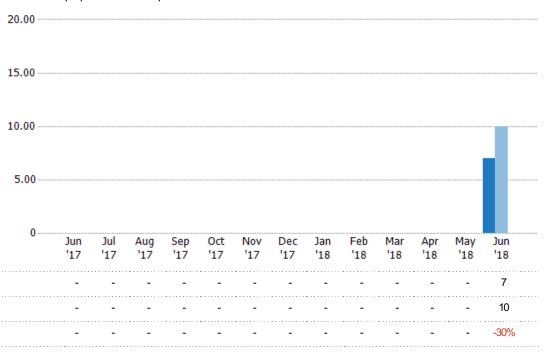
Prior Year

Market Data Report

New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



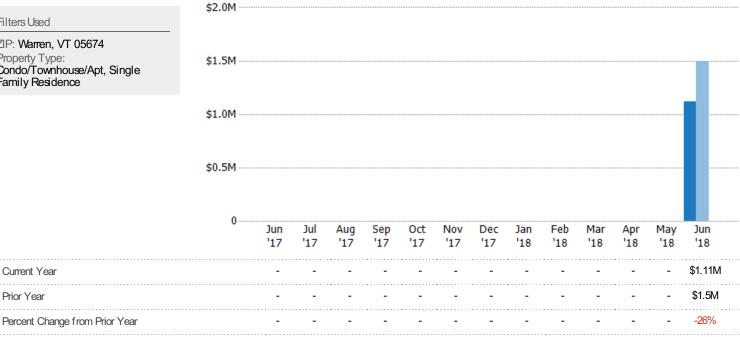


New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.







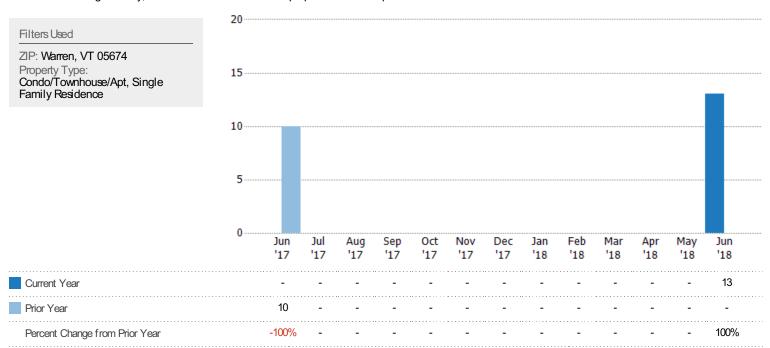
Current Year

Prior Year



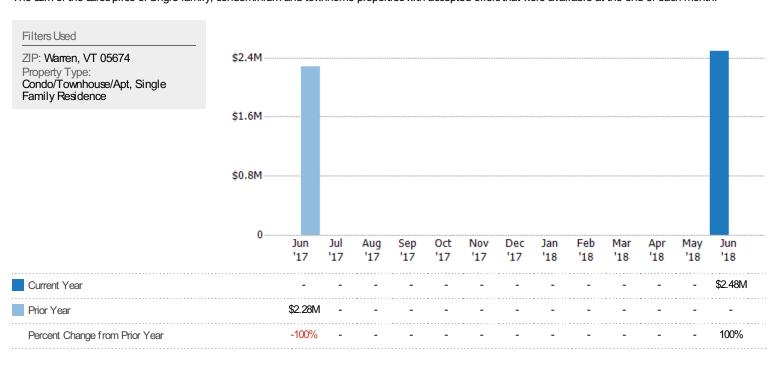
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.



Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

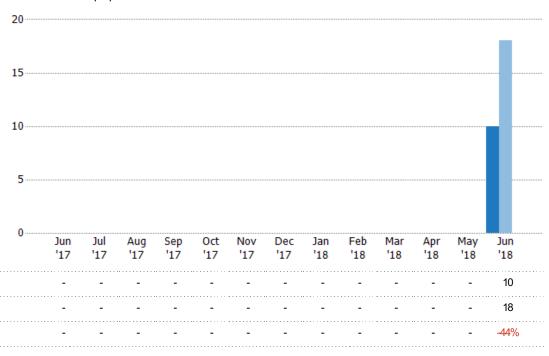




Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

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



Closed Sales Volume

Percent Change from Prior Year

Current Year

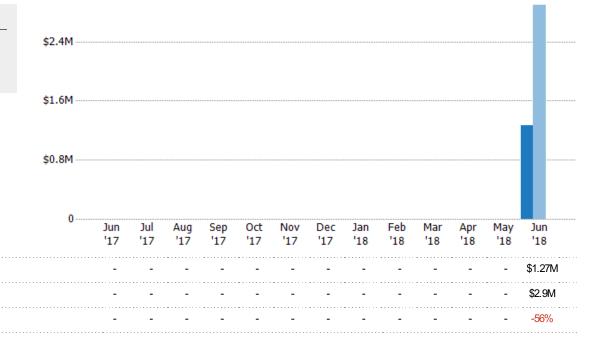
Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Warren, VT 05674

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year

Prior Year

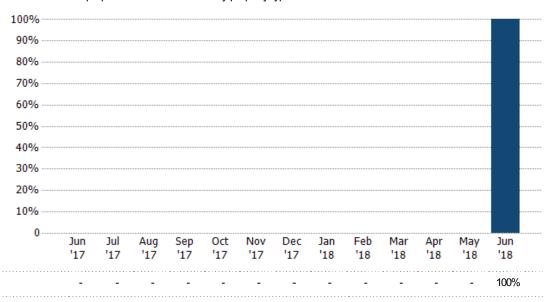


Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

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



Average Sales Price

Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Warren, VT 05674

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$300K \$225K \$150K \$75K Jul Aug Sep 0ct Nov Dec Feb Apr May Jun '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 \$127K \$161K



Current Year

Percent Change from Prior Year

Prior Year



'18

'18

'18

\$85K

\$146K



Market Data Report

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

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

0 Jun	Jul	Aug	Sep				May	Jun
\$50K								
\$100K				 	 	 	 	
\$150K				 	 	 	 	

'17

'18

'17

'17

Average Sales Price vo	S Average Listing Price
Average sales frice vi	Average Listing Frice

The average sales price as a percentage of the average listing price for properties sold each month.

'17

'17

'17

'17

Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year

0K											
0K	 										
0K	 										
0K	 										
0	 										
0 Jun	 		0ct '17		Dec '17		Feb '18	Mar '18		May '18	Jun '18
0 Jun	 	Sep '17	Oct '17 -	Nov '17	Dec '17 -	Jan '18 - -	Feb '18 -	Mar '18 -	Apr '18	May '18 -	Jun '18 \$136k \$127k



Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price





Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

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

0K	 										

5K	 										
0				Nierr	Doc	lan	Feb	Mar	Apr	May	Jun
0 Jun '17	Aug '17	Sep '17	'17	17	'17	'18	'18	'18	'18	'18	'18
Jun	Aug '17 -	Sep '17			'17				'18	'18	'18
Jun	Aug '17 -	Sep '17 -	-	- -		-	-	-	'18	'18 -	'18 \$90

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

Median List Price

Median Sales Price

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

Med Sales Price as a % of Med List Price

\$200	Κ												
\$150	Κ												
\$100	Κ												
\$50	Κ												
	0 Jun '17	Jul	Aua	Sep '17	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun '18
	-	-	-	-	-	- -	-	-	-	-	-	-	\$0
	-	-	-	-	-	-	-	-	-	-	-	-	\$136K
	-	-	-	-	-	-	-	-	-	-	-	-	100%



Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

Market Data Report

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.

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

)K	 	 						 	
5K									
0K	 	 	•••••					 	
5K								 	
5K	 							 	•••••
•									
0 Jun	 	 						 May	 Ju
0		 0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	 	
0 Jun	 	 0ct '17		Dec '17	Jan '18	Feb '18	Mar '18	 May	Ju '1
0 Jun	 	 0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	 May	Ju



