Summary of Key Listing and Sales Metrics

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

+ / -	YTD 2017	YTD 2018	+ / -	May 2017	May 2018	Key Metrics
						Listing Activity Charts Metrics
-78.6%	28	6	-78.6%	28	6	New Listing Count
-73.3%	\$10,520,700	\$2,806,000	-73.3%	\$10,520,700	\$2,806,000	New Listing Volume
-35.6%	118	76	-35.6%	118	76	Active Listing Count
-16.1%	\$34,822,350	\$29,220,100	-16.1%	\$34,822,350	\$29,220,100	Active Listing Volume
+30.3%	\$295,105	\$384,475	+30.3%	\$295,105	\$384,475	Average Listing Price
+64.6%	\$185,000	\$304,500	+64.6%	\$185,000	\$304,500	Median Listing Price
+22.6%	183.5	225	+22.6%	183.5	225	Median Days in RPR
-74.2%	29.5	7.6	-	_	_	Months of Inventory
+9.8%	3.39%	13.16%	+_	_	_	Absorption Rate
			1			Sales Activity Charts Metrics
-53.3%	15	7	-53.3%	15	7	New Pending Sales Count
-44.8%	\$2,767,900	\$1,528,800	-44.8%	\$2,767,900	\$1,528,800	New Pending Sales Volume
-23.8%	21	16	-23.8%	21	16	Pending Sales Count
+3.6%	\$4,072,400	\$4,220,150	+3.6%	\$4,072,400	\$4,220,150	Pending Sales Volume
-70%	10	3	-70%	10	3	Closed Sales Count
-75.9%	\$2,270,500	\$547,125	-75.9%	\$2,270,500	\$547,125	Closed Sales Volume
-19.7%	\$227,050	\$182,375	-19.7%	\$227,050	\$182,375	Average Sales Price
-11.2%	\$236,500	\$210,000	-11.2%	\$236,500	\$210,000	Median Sales Price

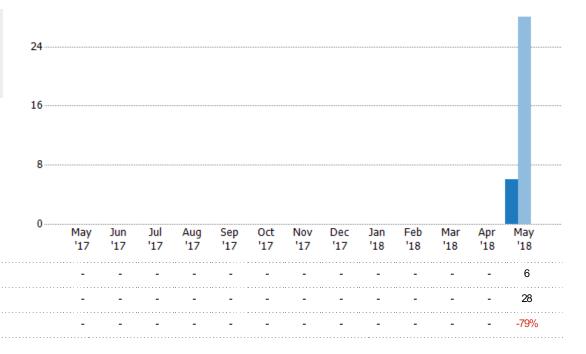




New Listings

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

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



New Listing Volume

Percent Change from Prior Year

Current Year

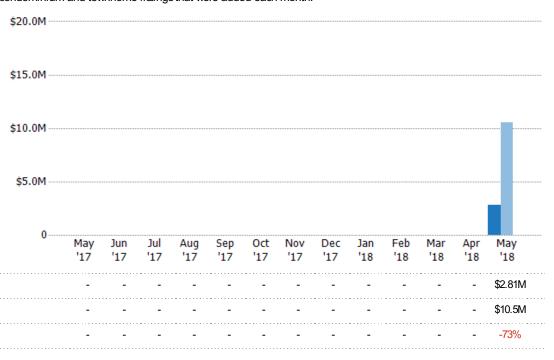
Prior Year

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
Family Residence

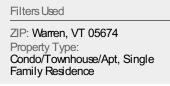


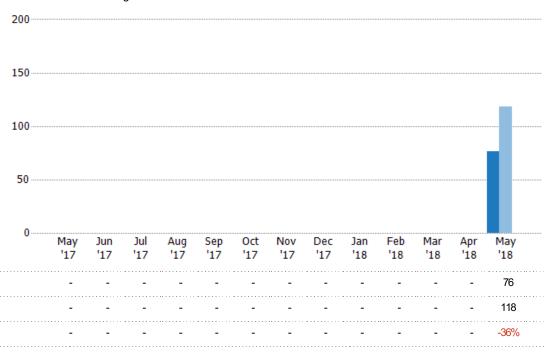
Current Year

Percent Change from Prior Year

Active Listings

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





Active Listing Volume

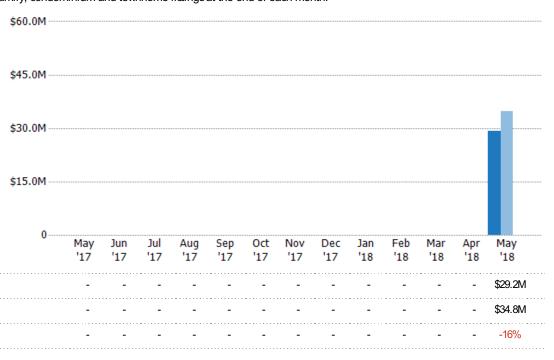
Percent Change from Prior Year

Current Year

Prior Year

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

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



Current Year

Percent Change from Prior Year





Average Listing Price

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

\$100K

Filters Used

ZIP: Warren, VT 05674

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

•	\$4UUK
:	\$300K
	\$200K

0.. May Jun Aug Sep 0ct Nov Feb Apr May '17 '17 '17 '18 '18 '17 '17 '17 '17 '17 '18 '18 '18 \$384K \$295K 30%

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.

\$100K

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

\$300K \$200K

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$305K
	-	-	-	-	-	-	-	-	-	-	-	-	\$185K
• • • •	- -	-	-	-	-	-	-	-	-	-	-	-	65%

Current Year
Prior Year

Percent Change from Prior Year





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

50K											
00K		 									
.50K											
0	Jun								Mar '18	Apr '18	May '18
0 May	Jun		Sep '17	0ct '17		Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18
0 May	Jun		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Мау '18

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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

75K	 	 			 	 		
0K	 	 			 	 		
25K	 	 			 	 		
25K	 	 			 	 		
0	 	 			 			
0	 				 	 Mar		M
0 May	 	 	0ct '17	Nov '17	 	 Mar	Apr	



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



71%



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

300												
225												
150												
75												
0 May			Aug				Dec			Mar	Apr	May
'17	'17	'17	'17	'17	'17	'17	'17	'18			'18	'18
-	-	-	_	-	-	-	-	-	-	-	-	225
-	-	-	-	-	-	-	-	-	-	-	-	184
-	-	-	-	-	-	-	-	-	-	-	-	23%

Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

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

Family Residence

23

May Jun Jul Aug Sep 0ct Nov Dec Feb Mar Apr May Jan '17 '17 '18 15.2 8.43

Current Year

Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

15%	

10%

%

0												
May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
-	-	-	-	_	-		-			-		7%
-	-	-	-	-	-	-	-	-		-		12%
-	- -		-	-	-	-	-	-	-	-	-	5%

Active/Pending/Sold Units

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

Filters Used

Current Year
Prior Year

Change from Prior Year

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

80	
60	
40	

20------

0												
May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
-	-	-	-	-	-	-	-	-	-	-	-	76
-	-	-	-	-	-	-	-	-	-	-	-	16
-	-	-	-	-	-	-	-	-	-	- -	-	3



Active Pending

Sold



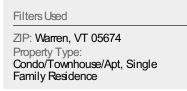
Current Year

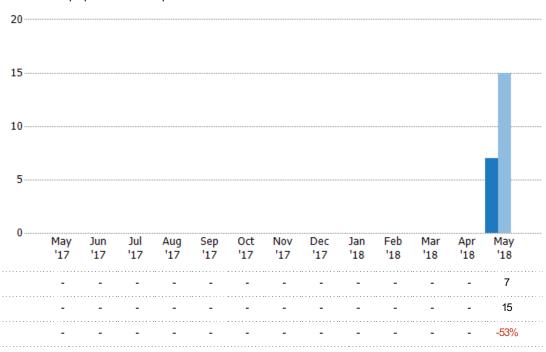
Prior Year

Market Data Report

New Pending Sales

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



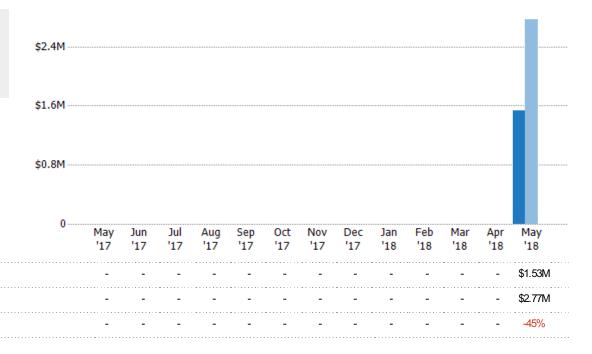


New Pending Sales Volume

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.

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



Current Year

Percent Change from Prior Year



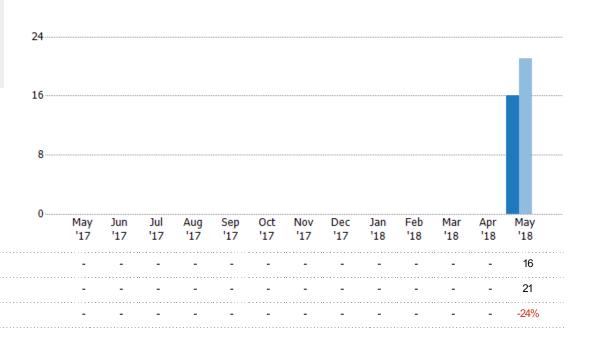
Pending Sales

The number of single-family, condominium and townhome 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



Pending Sales Volume

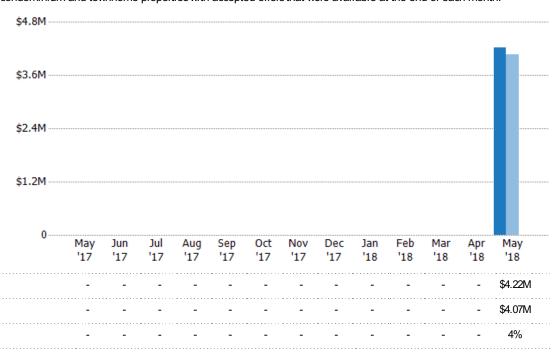
Percent Change from Prior Year

Current Year

Prior Year

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.

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



Current Year

Percent Change from Prior Year

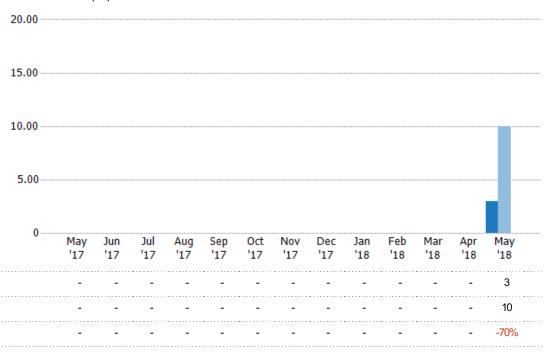




Closed Sales

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





Closed Sales Volume

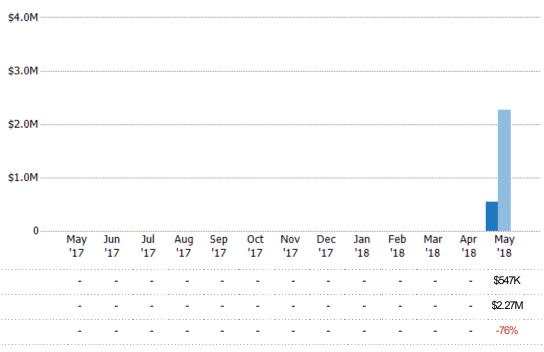
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year

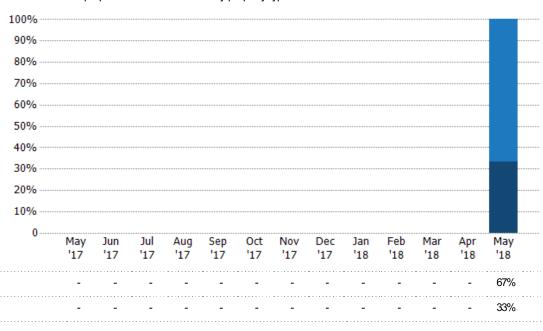


Closed Sales by Property Type

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

Single Family Residence

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

\$500K \$375K \$250K \$125K May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 \$182K \$227K



Current Year

Percent Change from Prior Year

Prior Year



-20%



Current Year
Prior Year

Market Data Report

Median Sales Price

The median 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

Mav	Jun	Jul	Δυσ	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Δnr	May
'17			'17	'17					'18		'18	'18
-	-	-	-	-	- -	-	- -	-	-	-	-	\$210
										-		\$237

Average Sales Price vs Average Listing Price

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

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

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$150K		 		 		 	
\$100K	 	 		 	 	 	
\$50K							
φουιτ							
0 May	 	 Sep '17	0ct '17 -	 	 		May '18
0 May	 	 Sep '17		 	 		May



Avg List Price

Avg Sales Price



96%



Market Data Report

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

3225K		 	 	 	 	 	
150K	•••••	 	 	 	 	 	
			 	 		Apr	
0 May	Jun		 	 		Apr	 May

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

00K											
50K	 										
_		Aug									
0 May '17		Aug '17								Apr '18	M
May		Aug '17	Sep '17	Oct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18	Ņ
May		Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	Ņ



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

0 May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 \$0	May		Sep '17	0ct '17	Nov '17			Apr	May '18
•	May							Apr	May
	150K	 	 			 	 		***********
\$150K	225K	 	 			 	 		
\$225K									



