

# 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	+/-	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
+30%	10	13	+30%	10	13	New Listing Count
+6.2%	\$7,739,900	\$8,219,950	+6.2%	\$7,739,900	\$8,219,950	New Listing Volume
-35.2%	125	81	-35.2%	125	81	Active Listing Count
-31.7%	\$96,730,100	\$66,102,950	-31.7%	\$96,730,100	\$66,102,950	Active Listing Volume
+5.5%	\$773,841	\$816,086	+5.5%	\$773,841	\$816,086	Average Listing Price
+24.8%	\$480,000	\$599,000	+24.8%	\$480,000	\$599,000	Median Listing Price
-15.7%	254	214	-15.7%	254	214	Median Days in RPR
-28.7%	11.4	8.1	-	_	_	Months of Inventory
+3.5%	8.8%	12.35%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+100%	7	14	+100%	7	14	New Pending Sales Count
+23.8%	\$4,436,900	\$5,493,500	+23.8%	\$4,436,900	\$5,493,500	New Pending Sales Volume
-12.5%	24	21	-12.5%	24	21	Pending Sales Count
-43.3%	\$17,666,800	\$10,022,000	-43.3%	\$17,666,800	\$10,022,000	Pending Sales Volume
+50%	10	15	+50%	10	15	Closed Sales Count
+59.7%	\$4,402,400	\$7,029,000	+59.7%	\$4,402,400	\$7,029,000	Cloæd Sales Volume
+6.4%	\$440,240	\$468,600	+6.4%	\$440,240	\$468,600	Average Sales Price
-18.9%	\$437,950	\$355,000	-18.9%	\$437,950	\$355,000	Median Sales Price





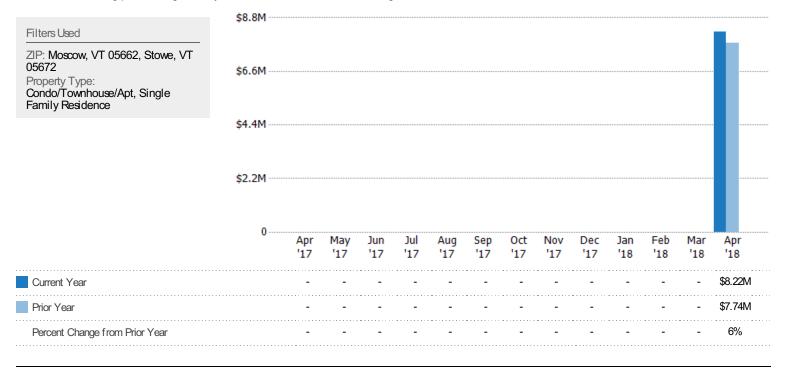
### New Listings

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

Filters Used ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	20														
ranny nesuence	-														
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	13	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	30%	

#### New Listing Volume

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





# Active Listings

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

Filters Used	200													
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	150													
	100													
	50													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov	Dec	Jan	Feb	Mar	Apr
			17	17	17	17	17	17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	81
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	125
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-35%

#### Active Listing Volume

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

Filters Used	\$200.0M													
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150.0M													
	\$100.0M													
	\$50.0M													
	, in the second s	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$66.1M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$96.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-32%



# Average Listing Price

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

Electric	\$900K												
Filters Used ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$675K												
	\$450K												
	\$225K												
	0		_		-	_			_	_			
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$816K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$774K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%

#### Median Listing Price

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

Prior Year	-	-	-	-								-	\$480K
	• • • • • • • • • • • • • • • • • • • •												• • • • • • •
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$599K
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$150K												
	\$300K												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Filters Used													





# 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.

	\$2.0M ······												
Filters Used													
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.5M												
Family Residence													
	\$1.0M												
	\$0.5M												
	\$0.3M												
	0												
	Apr	May	Jun	Jul '17	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	.17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$1.07N
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$816K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	76%

#### 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.

	\$1,000K												
Filters Used													
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$750K												
	\$500K ······												
	\$250K ······												
	0												
	Apr	May	Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$975K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$599K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	61%



囼





#### 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.

Current Year	Apr '17 -	'17 -	'17 -	'17 -	Aug '17 _	'17 -	'17 _	'17 -	'17 -	'18	'18 -	Mar '18 -	Apr '18 214
					'17	'17	'17						Apr '18
	Apr	May	lun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb		
	150 75 0												
05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
Filters Used ZIP: Moscow, VT 05662, Stowe, VT													

# Months of Inventory

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

Filters Used	20												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	15												
	10												
	5												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	8.1
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8.33
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-3%





#### Absorption Rate

The percentage of inventory sold per month.

Filters Used	15%												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	10%												
	5%												
	0	Mov	lun	11	Aug.	Son	Oct	Nov	Doc	מכו	Eab	Mar	Apr
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	12%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

# Active/Pending/Sold Units

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

	90												
Filters Used ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	68												
	45												
	23												
	23												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	81
Pending	-	-	-	-	-	-	-	-	-	-	-	-	21
Sold	-	-	-	-	-	-	-	-	-	-	-	-	15



#### New Pending Sales

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

20													
15													
10													
5													
0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	-	-	-	-	-	-	-	-	-	-	-	-	14
	-	-	-	-	-	-	-	-	-	-	-	-	7
	-	-	-	-	-	-	-	-	-	-	-	-	100%
	15	15	15	15 10 5 0	15 10	15	15	15 10 5 0	15 10 5 0	15	15 10 5 0	15 10 5 0	15 10 5 0

#### New Pending Sales Volume

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

Filters Used	\$6.0M ······													
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$4.5M													
	\$3.0M													
	\$1.5M													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.49M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.44M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	24%

囼





#### 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: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	24													
	8													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	21
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	24
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-13%

#### 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.

Filters Used	\$20.0M ······													
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Apr	May	Jun	Jul	Aug	Sep		Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$10M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$17.7M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-43%

囼





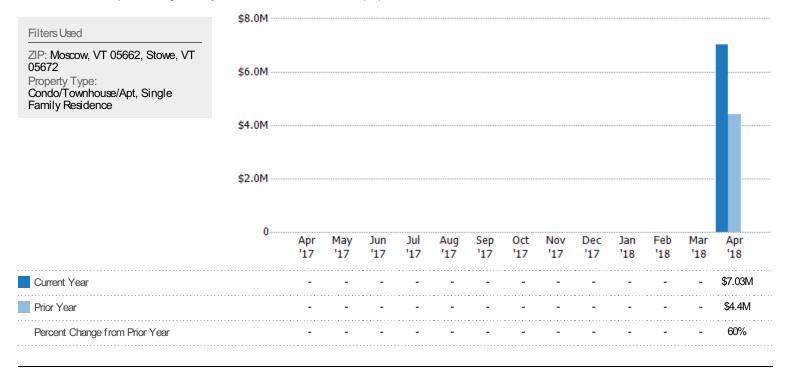
#### **Closed Sales**

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

Filters Used ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	20													
	10 5													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	15
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	10
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50%

#### **Closed Sales Volume**

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







# Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Moscow, VT 05662, Stowe, VT 05672	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	-		_			_			_					
		Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	53%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	47%	

# Average Sales Price

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

	\$500K ······												
Filters Used ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$469k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$440k
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%





#### Median Sales Price

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

Filters Used	\$500K												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$355K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$438K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-19%

#### 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	\$500K ······												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$375K												
	\$250K												
	\$125K												
	0		_		_								_
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$479K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$469K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%





#### Median Sales Price vs Median Listing Price

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

	\$400K ······												
Filters Used													
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$200K												
	\$100K												
	0												
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$355K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$355K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	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.

	\$1,000K ······												
Filters Used													
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$750K												
	\$500K												
	\$250K ······												
	0												
	Apr	May	Jun	Jul	Aug '17	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$950K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$479K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	50%





# Median Sales Price vs Median Est Value

 $\label{eq:constraint} The median \ sales \ price \ as a \ percent \ of \ the \ median \ AVM \ or \ RVM \\ \ wall \ uation \ estimate \ for \ properties \ sold \ each \ month.$ 

	\$1,000K ·····												
Filters Used ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$750K												
	\$500K												
	\$250K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$950K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$355K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	37%

