

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	22	12	+83.3%	38	22	+72.7%
New Listing Volume	\$18,322,900	\$6,625,800	+176.5%	\$24,992,800	\$9,952,300	+151.1%
Active Listing Count	98	104	-5.8%	N/A	N/A	
Active Listing Volume	\$84,361,500	\$74,982,700	+12.5%	N/A	N/A	
Average Listing Price	\$860,832	\$720,988	+19.4%	\$844,077	\$722,481	+16.8%
Median Listing Price	\$577,500	\$585,000	-1.3%	\$538,899	\$605,190	-11%
Median Days in RPR	207	185	+11.9%	203.57	179.74	+13.3%
Months of Inventory	10.9	8	+36.1%	9.3	23.3	-60.2%
Absorption Rate	9.18%	12.5%	-3.3%	10.77%	4.29%	+6.5%
Sales Activity Charts Metrics						
New Pending Sales Count	16	13	+23.1%	26	26	+/-
New Pending Sales Volume	\$10,850,900	\$7,796,500	+39.2%	\$15,273,800	\$15,520,000	-1.6%
Pending Sales Count	26	21	+23.8%	N/A	N/A	
Pending Sales Volume	\$17,226,800	\$11,721,000	+47%	N/A	N/A	
Closed Sales Count	12	8	+50%	21	21	+/-
Closed Sales Volume	\$7,026,500	\$3,665,312	+91.7%	\$11,396,000	\$9,943,984	+14.6%
Average Sales Price	\$585,542	\$458,164	+27.8%	\$542,667	\$473,523	+14.6%
Median Sales Price	\$517,000	\$410,000	+26.1%	\$418,643	\$391,429	+7%

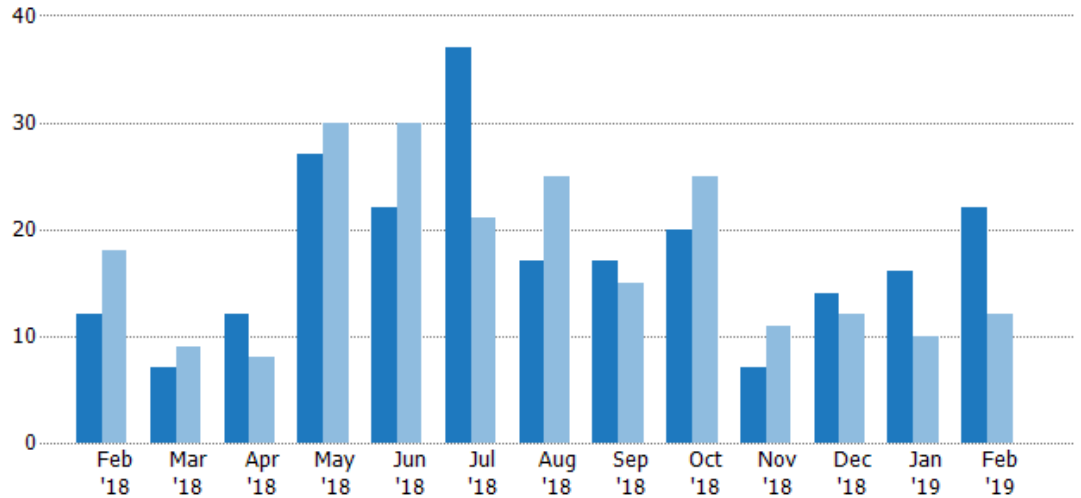
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Month/Year	Count	% Chg.
Feb '19	22	83.3%
Feb '18	12	-33.3%
Feb '17	18	-27.8%

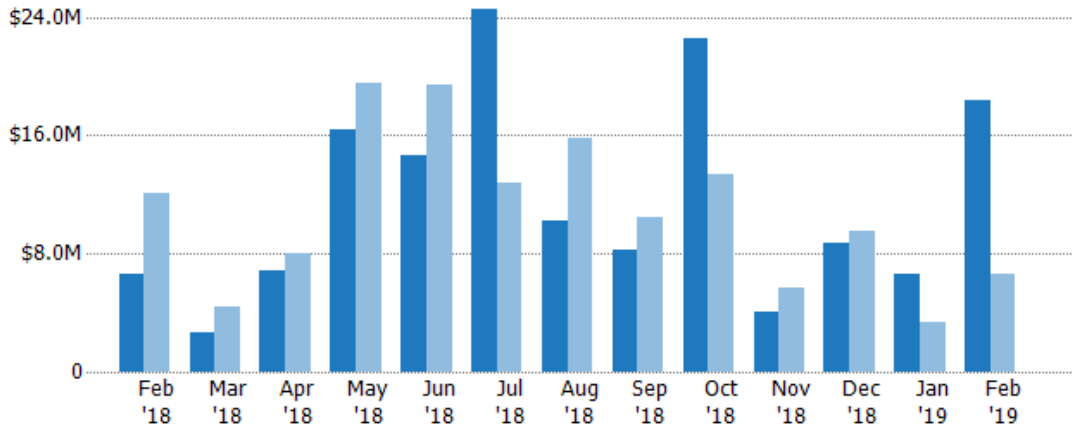
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Month/Year	Volume	% Chg.
Feb '19	\$18.3M	176.5%
Feb '18	\$6.63M	-45.2%
Feb '17	\$12.1M	2.5%

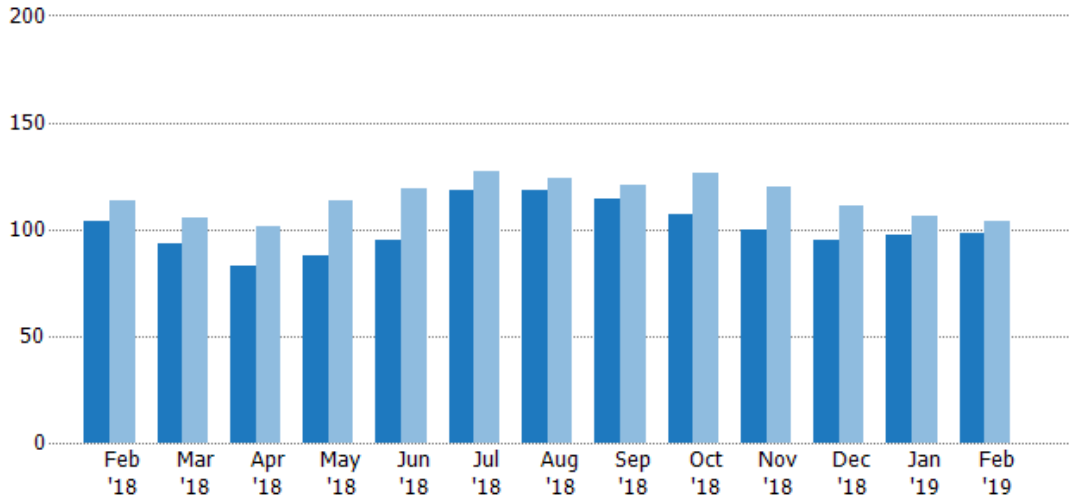
Active Listings

The number of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Month/Year	Count	% Chg.
Feb '19	98	-5.8%
Feb '18	104	-8%
Feb '17	113	-3.5%

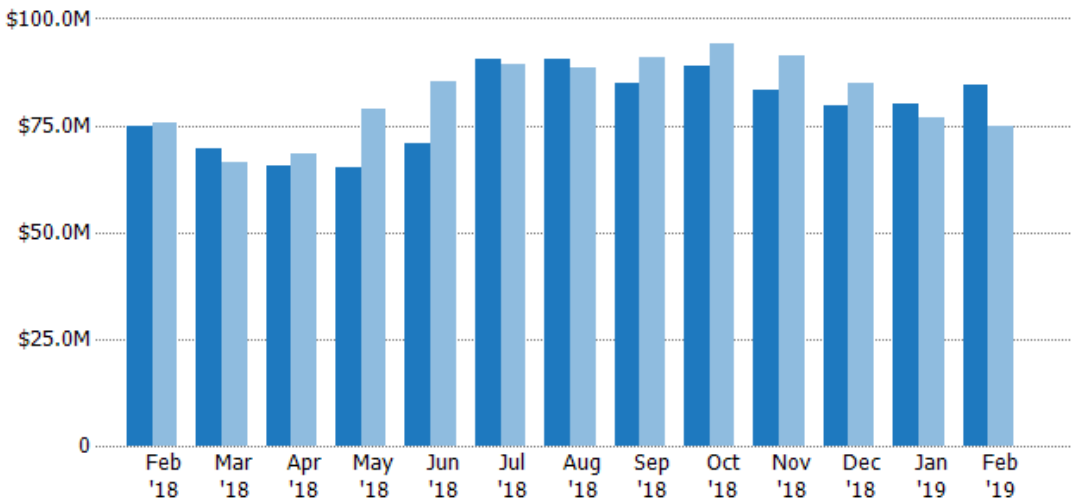
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Month/Year	Volume	% Chg.
Feb '19	\$84.4M	12.5%
Feb '18	\$75M	-0.9%
Feb '17	\$75.7M	-19.7%

Average Listing Price

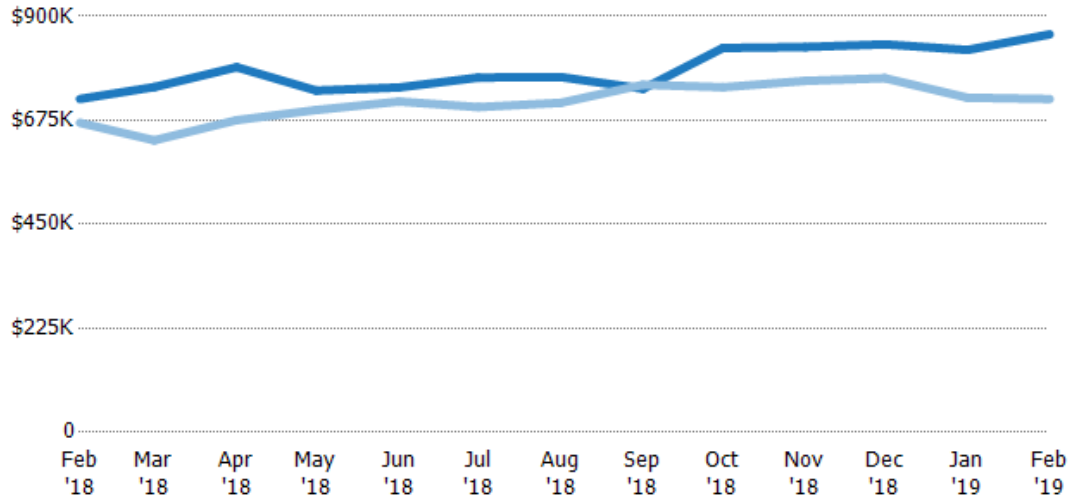
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Feb '19	\$861K	19.4%
Feb '18	\$721K	7.7%
Feb '17	\$669K	-16.8%



Current Year	\$721K	\$747K	\$790K	\$739K	\$746K	\$767K	\$769K	\$743K	\$831K	\$833K	\$839K	\$827K	\$861K
Prior Year	\$669K	\$632K	\$675K	\$697K	\$716K	\$704K	\$713K	\$752K	\$746K	\$760K	\$766K	\$724K	\$721K
Percent Change from Prior Year	8%	18%	17%	6%	4%	9%	8%	-1%	11%	10%	10%	14%	19%

Median Listing Price

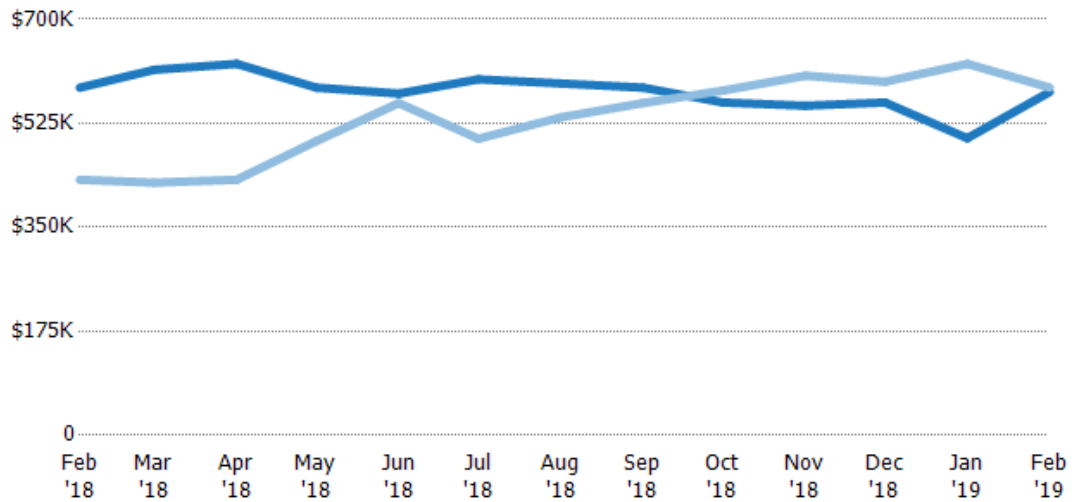
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Feb '19	\$578K	-1.3%
Feb '18	\$585K	36.1%
Feb '17	\$430K	-9.3%



Current Year	\$585K	\$615K	\$625K	\$585K	\$575K	\$599K	\$592K	\$585K	\$560K	\$555K	\$560K	\$500K	\$578K
Prior Year	\$430K	\$425K	\$430K	\$495K	\$559K	\$499K	\$535K	\$559K	\$580K	\$605K	\$595K	\$625K	\$585K
Percent Change from Prior Year	36%	45%	45%	18%	3%	20%	11%	5%	-3%	-8%	-6%	-20%	-1%

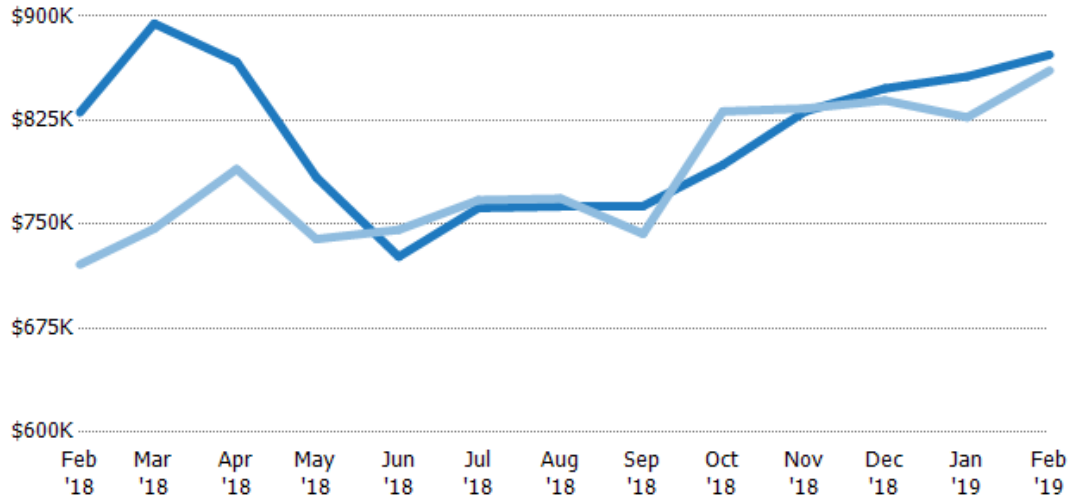
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Avg Est Value	\$831K	\$895K	\$867K	\$784K	\$727K	\$762K	\$763K	\$763K	\$793K	\$831K	\$848K	\$857K	\$872K
Avg Listing Price	\$721K	\$747K	\$790K	\$739K	\$746K	\$767K	\$769K	\$743K	\$831K	\$833K	\$839K	\$827K	\$861K
Avg Listing Price as a % of Avg Est Value	87%	83%	91%	94%	103%	101%	101%	97%	105%	100%	99%	97%	99%

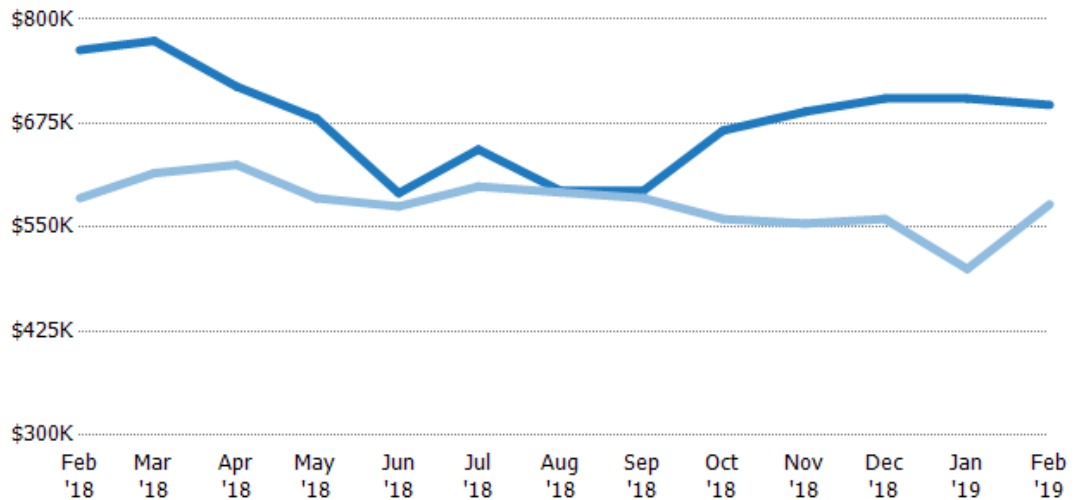
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Median Est Value	\$763K	\$774K	\$719K	\$681K	\$591K	\$644K	\$594K	\$594K	\$666K	\$689K	\$705K	\$705K	\$697K
Median Listing Price	\$585K	\$615K	\$625K	\$585K	\$575K	\$599K	\$592K	\$585K	\$560K	\$555K	\$560K	\$500K	\$578K
Med Listing Price as a % of Med Est Value	77%	79%	87%	86%	97%	93%	100%	99%	84%	80%	79%	71%	83%

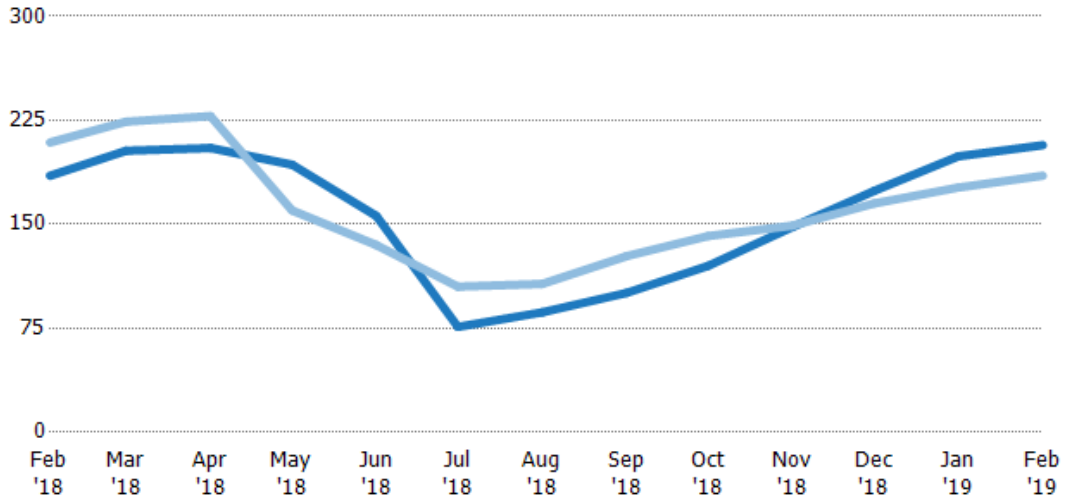
Median Days in RPR

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: Moscow, VT 05662, Stowe, VT 05672

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



Month/Year	Days	% Chg.
Feb '19	207	11.9%
Feb '18	185	-11.5%
Feb '17	209	-28.2%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	185	203	205	193	156	76	86.5	101	120	148	174	199	207
Prior Year	209	224	228	160	135	105	107	127	142	149	165	177	185
Percent Change from Prior Year	-11%	-9%	-10%	21%	16%	-28%	-19%	-21%	-15%	-1%	5%	13%	12%

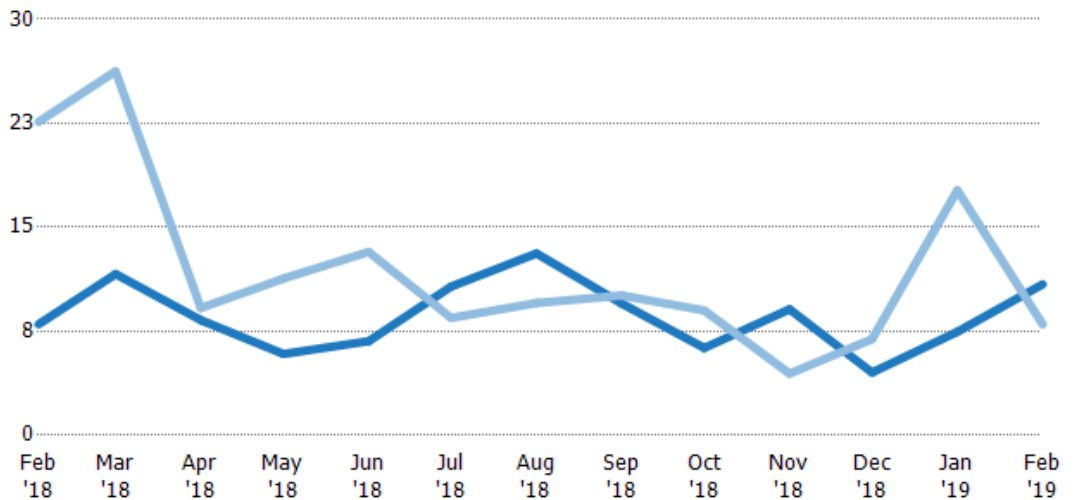
Months of Inventory

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Month/Year	Months	% Chg.
Feb '19	10.9	36.1%
Feb '18	8	-64.6%
Feb '17	22.6	-59.8%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	8	11.6	8.3	5.87	6.79	10.7	13.1	9.5	6.29	9.09	4.52	7.46	10.9
Prior Year	22.6	26.3	9.18	11.3	13.2	8.47	9.54	10.1	9	4.44	6.94	17.7	8
Percent Change from Prior Year	-65%	-56%	-10%	-48%	-49%	27%	37%	-6%	-30%	105%	-35%	-58%	36%

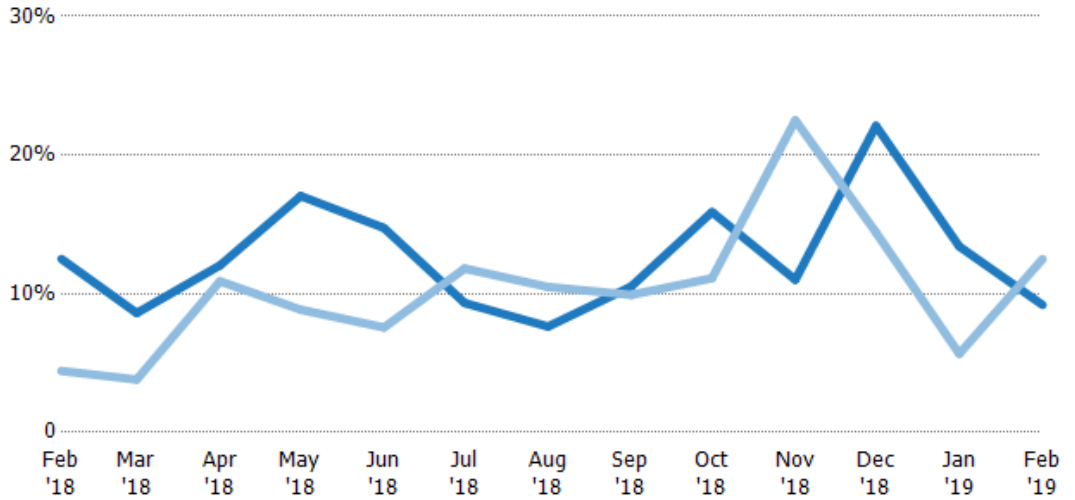
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	13%	9%	12%	17%	15%	9%	8%	11%	16%	11%	22%	13%	9%
Prior Year	4%	4%	11%	9%	8%	12%	10%	10%	11%	23%	14%	6%	13%
Change from Prior Year	-8%	-5%	-1%	-8%	-7%	2%	3%	-1%	-5%	12%	-8%	-8%	3%

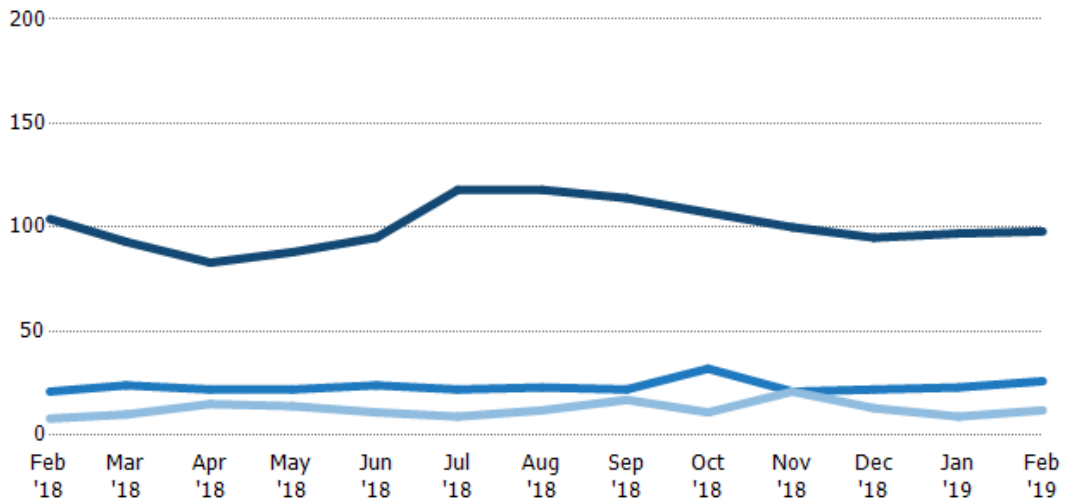
Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	104	93	83	88	95	118	118	114	107	100	95	97	98
Pending	21	24	22	22	24	22	23	22	32	21	22	23	26
Sold	8	10	15	14	11	9	12	17	11	21	13	9	12

New Pending Sales

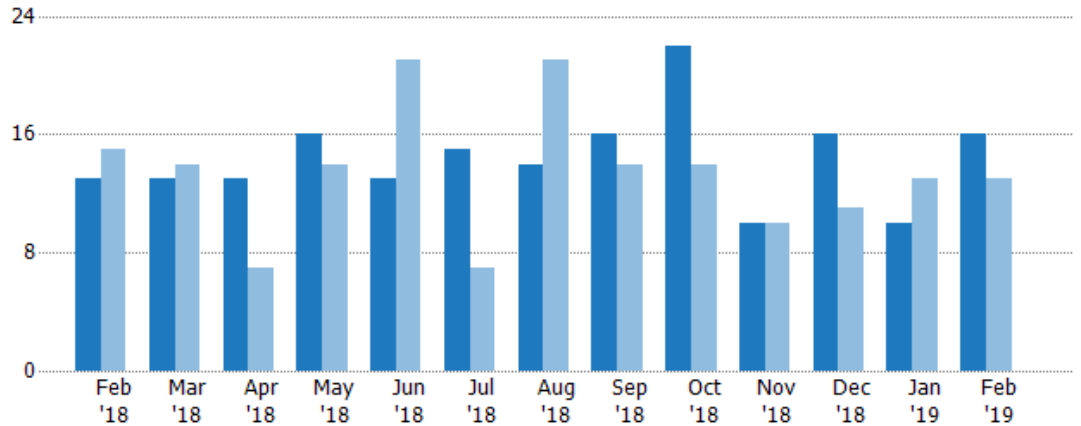
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Feb '19	16	23.1%
Feb '18	13	-13.3%
Feb '17	15	-46.7%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	13	13	13	16	13	15	14	16	22	10	16	10	16
Prior Year	15	14	7	14	21	7	21	14	14	10	11	13	13
Percent Change from Prior Year	-13%	-7%	86%	14%	-38%	114%	-33%	14%	57%	0%	45%	-23%	23%

New Pending Sales Volume

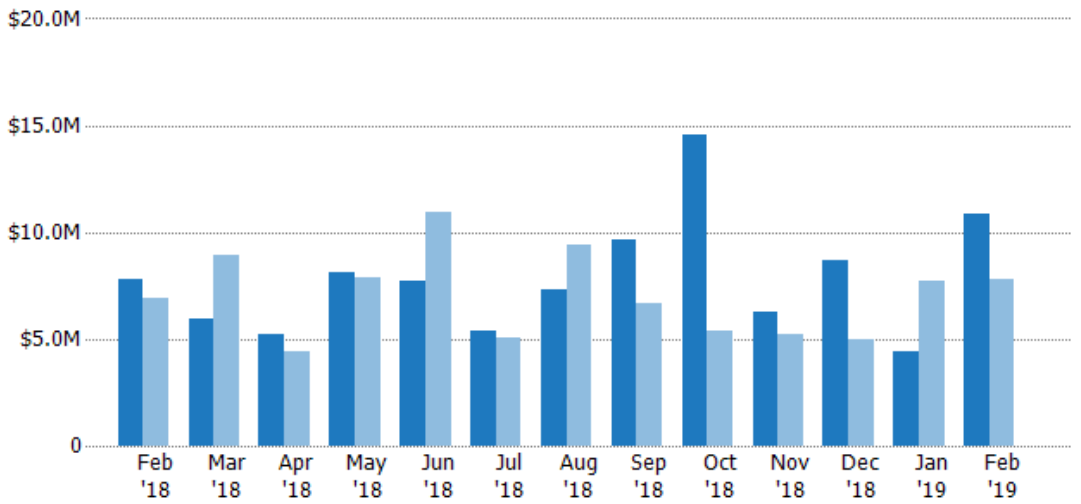
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Feb '19	\$10.9M	39.2%
Feb '18	\$7.8M	13.3%
Feb '17	\$6.88M	7.9%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$7.8M	\$5.93M	\$5.22M	\$8.14M	\$7.73M	\$5.42M	\$7.3M	\$9.67M	\$14.5M	\$6.25M	\$8.65M	\$4.42M	\$10.9M
Prior Year	\$6.88M	\$8.94M	\$4.44M	\$7.91M	\$11M	\$5.03M	\$9.41M	\$6.68M	\$5.41M	\$5.25M	\$4.97M	\$7.72M	\$7.8M
Percent Change from Prior Year	13%	-34%	18%	3%	-29%	8%	-22%	45%	169%	19%	74%	-43%	39%

Pending Sales

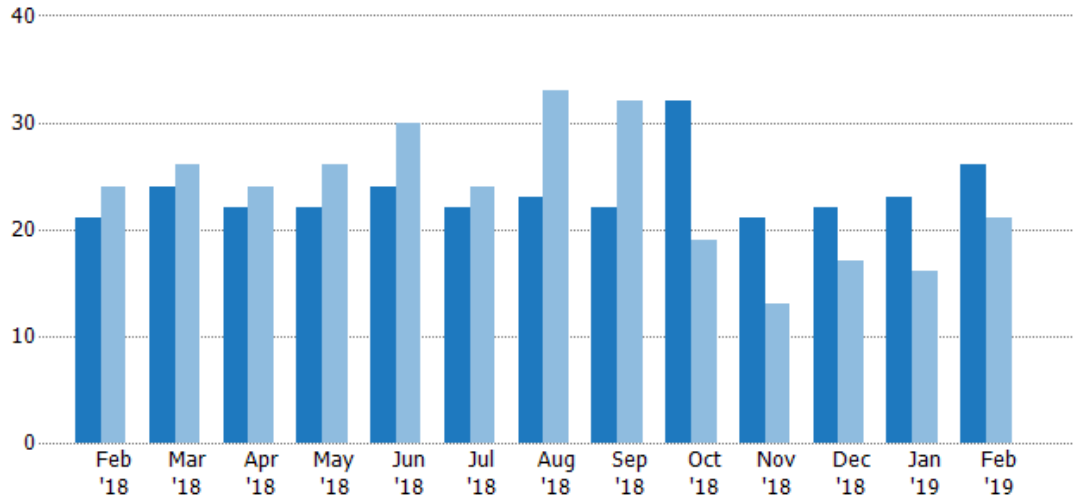
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Feb '19	26	23.8%
Feb '18	21	-12.5%
Feb '17	24	-12.5%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	21	24	22	22	24	22	23	22	32	21	22	23	26
Prior Year	24	26	24	26	30	24	33	32	19	13	17	16	21
Percent Change from Prior Year	-13%	-8%	-8%	-15%	-20%	-8%	-30%	-31%	68%	62%	29%	44%	24%

Pending Sales Volume

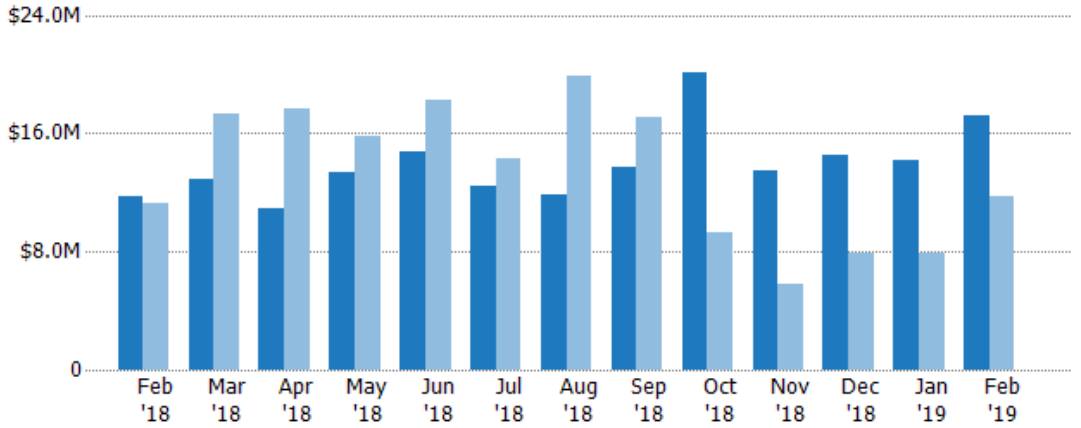
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Feb '19	\$17.2M	47%
Feb '18	\$11.7M	4.1%
Feb '17	\$11.3M	-12.4%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$11.7M	\$12.9M	\$11M	\$13.4M	\$14.7M	\$12.4M	\$11.9M	\$13.7M	\$20.1M	\$13.5M	\$14.5M	\$14.1M	\$17.2M
Prior Year	\$11.3M	\$17.3M	\$17.7M	\$15.8M	\$18.3M	\$14.3M	\$19.9M	\$17M	\$9.28M	\$5.85M	\$7.85M	\$7.84M	\$11.7M
Percent Change from Prior Year	4%	-25%	-38%	-16%	-19%	-13%	-40%	-20%	117%	131%	85%	80%	47%

Closed Sales

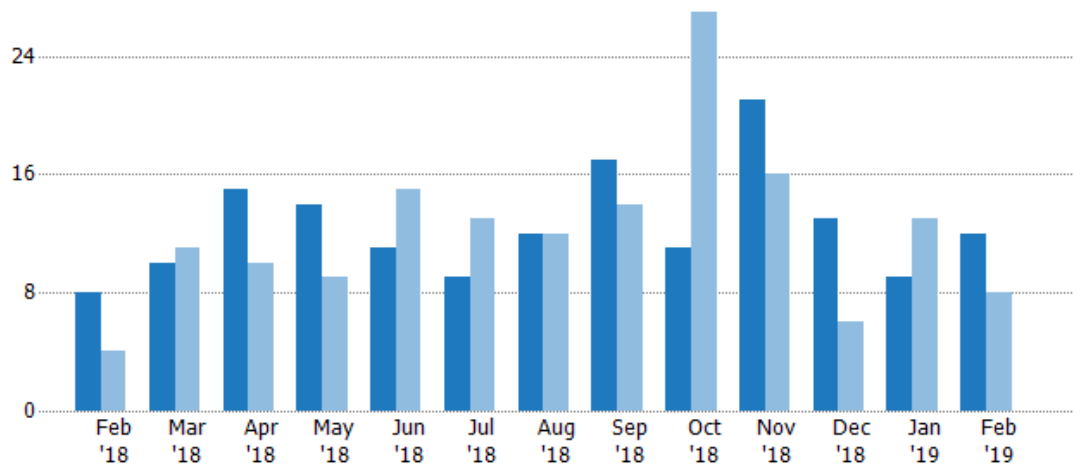
The total number of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Feb '19	12	50%
Feb '18	8	100%
Feb '17	4	0%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	8	10	15	14	11	9	12	17	11	21	13	9	12
Prior Year	4	11	10	9	15	13	12	14	27	16	6	13	8
Percent Change from Prior Year	100%	-9%	50%	56%	-27%	-31%	0%	21%	-59%	31%	117%	-31%	50%

Closed Sales Volume

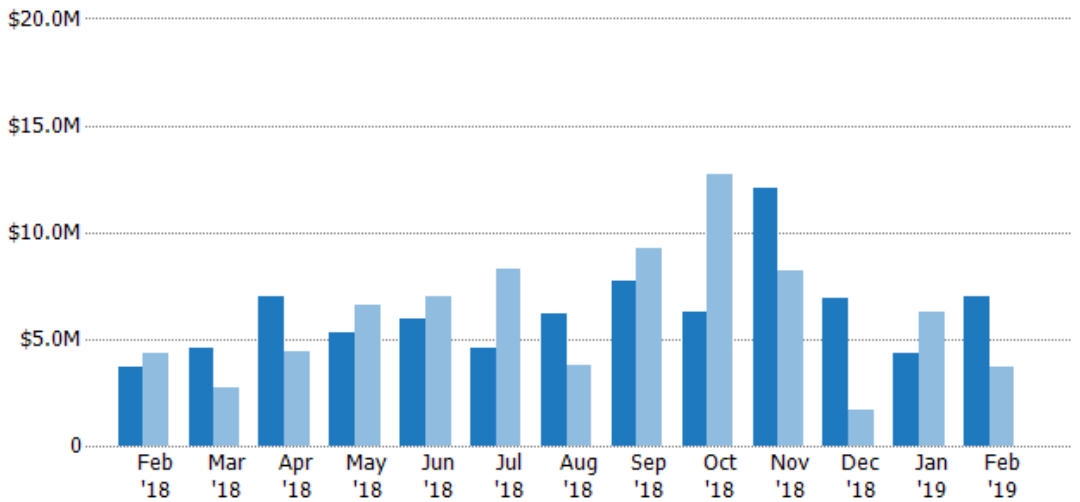
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Feb '19	\$7.03M	91.7%
Feb '18	\$3.67M	-14.8%
Feb '17	\$4.3M	-33.1%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$3.67M	\$4.56M	\$7.03M	\$5.28M	\$5.98M	\$4.57M	\$6.2M	\$7.7M	\$6.23M	\$12.1M	\$6.93M	\$4.37M	\$7.03M
Prior Year	\$4.3M	\$2.75M	\$4.4M	\$6.56M	\$6.98M	\$8.3M	\$3.77M	\$9.24M	\$12.7M	\$8.19M	\$1.7M	\$6.28M	\$3.67M
Percent Change from Prior Year	-15%	66%	60%	-20%	-14%	-45%	65%	-17%	-51%	48%	309%	-30%	92%

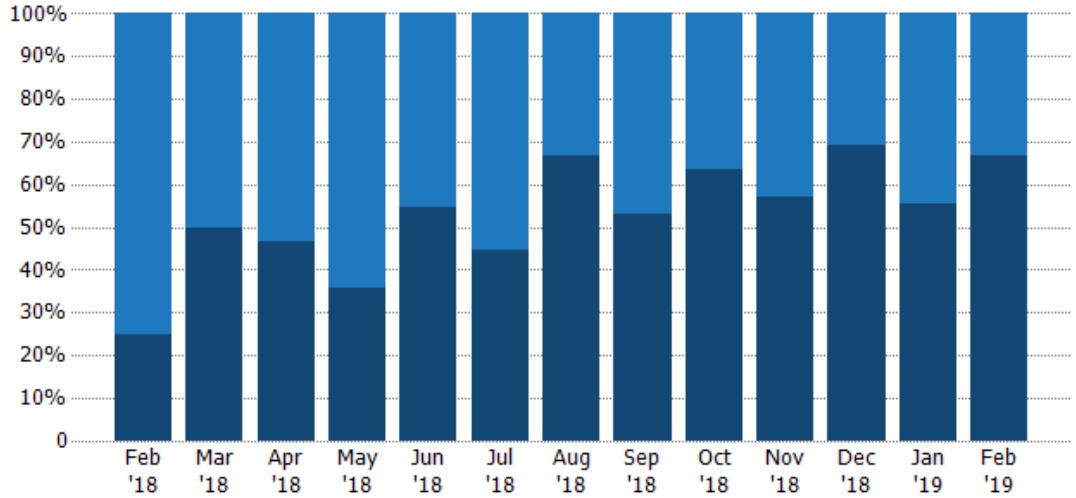
Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Condo/Townhouse	75%	50%	53%	64%	45%	56%	33%	47%	36%	43%	31%	44%	33%
Single Family Residence	25%	50%	47%	36%	55%	44%	67%	53%	64%	57%	69%	56%	67%

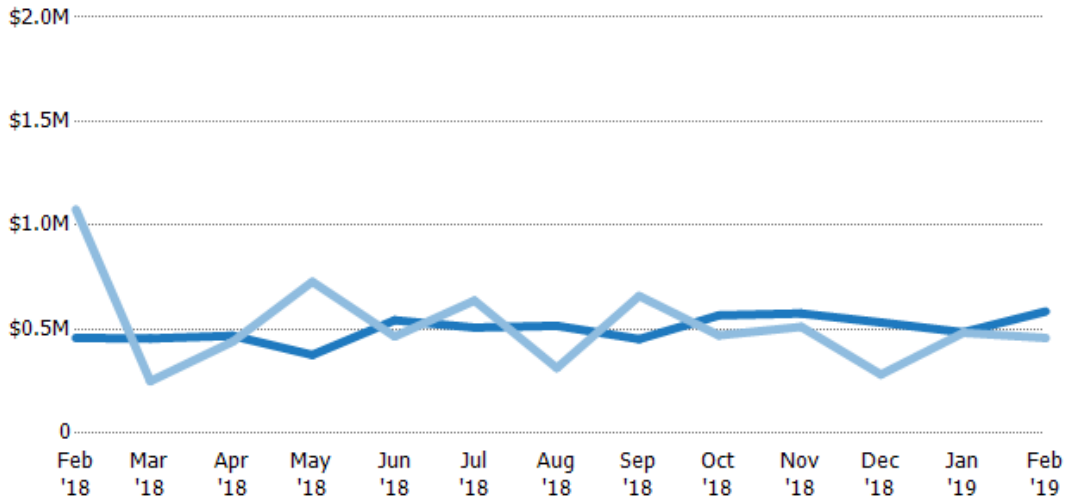
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Current Year	\$458K	\$456K	\$469K	\$377K	\$543K	\$508K	\$517K	\$453K	\$567K	\$576K	\$533K	\$486K	\$586K
Prior Year	\$1.08M	\$250K	\$440K	\$729K	\$465K	\$638K	\$314K	\$660K	\$471K	\$512K	\$283K	\$483K	\$458K
Percent Change from Prior Year	-57%	82%	6%	-48%	17%	-20%	65%	-31%	20%	13%	89%	1%	28%

Median Sales Price

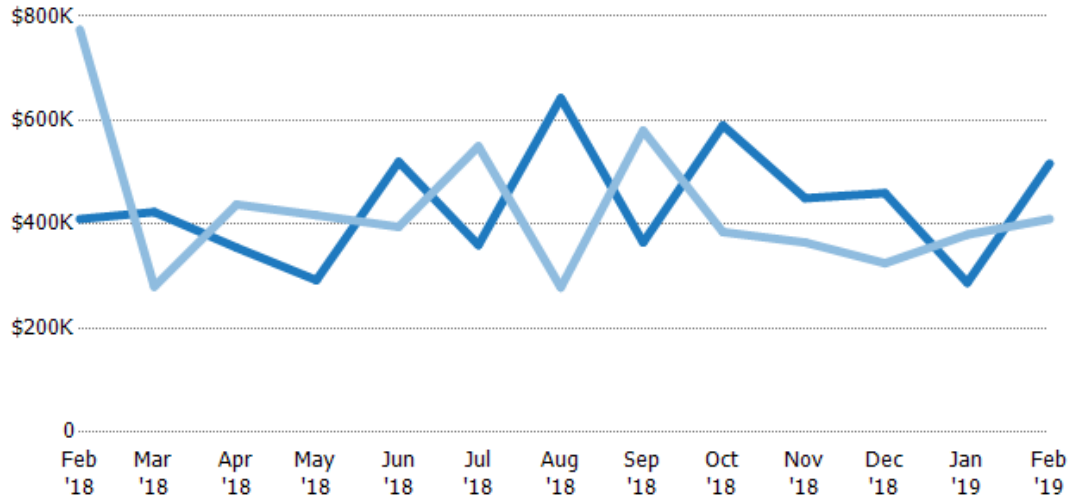
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Feb '19	\$517K	26.1%
Feb '18	\$410K	-47.1%
Feb '17	\$775K	-4.9%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$410K	\$424K	\$355K	\$292K	\$520K	\$360K	\$643K	\$365K	\$590K	\$450K	\$460K	\$288K	\$517K
Prior Year	\$775K	\$280K	\$438K	\$418K	\$395K	\$550K	\$279K	\$580K	\$385K	\$365K	\$325K	\$380K	\$410K
Percent Change from Prior Year	-47%	51%	-19%	-30%	32%	-35%	131%	-37%	53%	23%	42%	-24%	26%

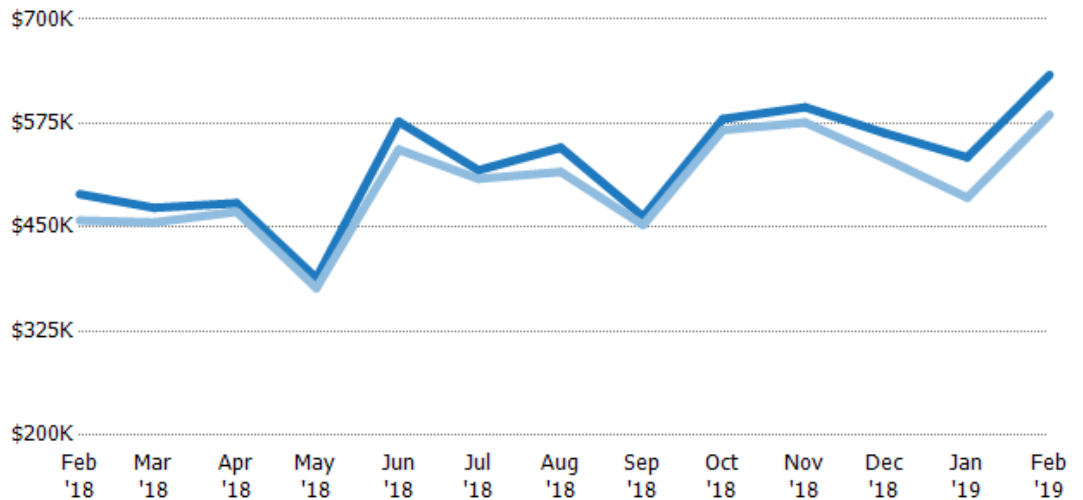
Average Sales Price vs Average Listing Price

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg List Price	\$490K	\$473K	\$479K	\$389K	\$577K	\$519K	\$546K	\$463K	\$580K	\$594K	\$563K	\$534K	\$633K
Avg Sales Price	\$458K	\$456K	\$469K	\$377K	\$543K	\$508K	\$517K	\$453K	\$567K	\$576K	\$533K	\$486K	\$586K
Avg Sales Price as a % of Avg List Price	94%	96%	98%	97%	94%	98%	95%	98%	98%	97%	95%	91%	92%

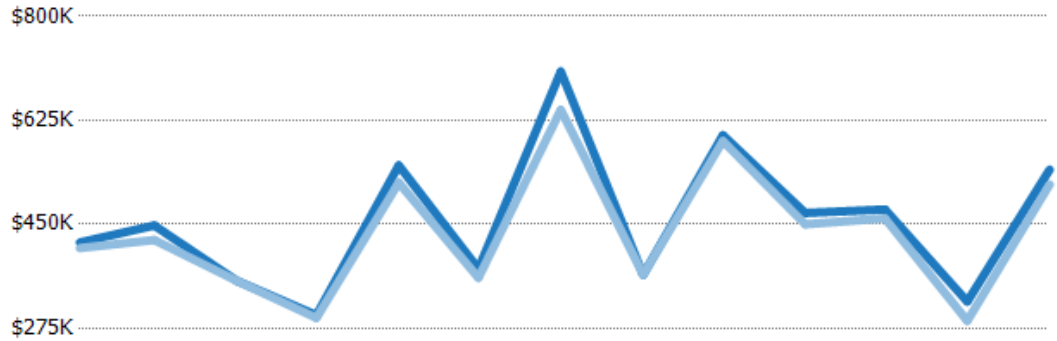
Median Sales Price vs Median Listing Price

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Median List Price	\$420K	\$448K	\$355K	\$297K	\$549K	\$375K	\$707K	\$365K	\$600K	\$469K	\$475K	\$320K	\$542K
Median Sales Price	\$410K	\$424K	\$355K	\$292K	\$520K	\$360K	\$643K	\$365K	\$590K	\$450K	\$460K	\$288K	\$517K
Med Sales Price as a % of Med List Price	98%	95%	100%	98%	95%	96%	91%	100%	98%	96%	97%	90%	95%

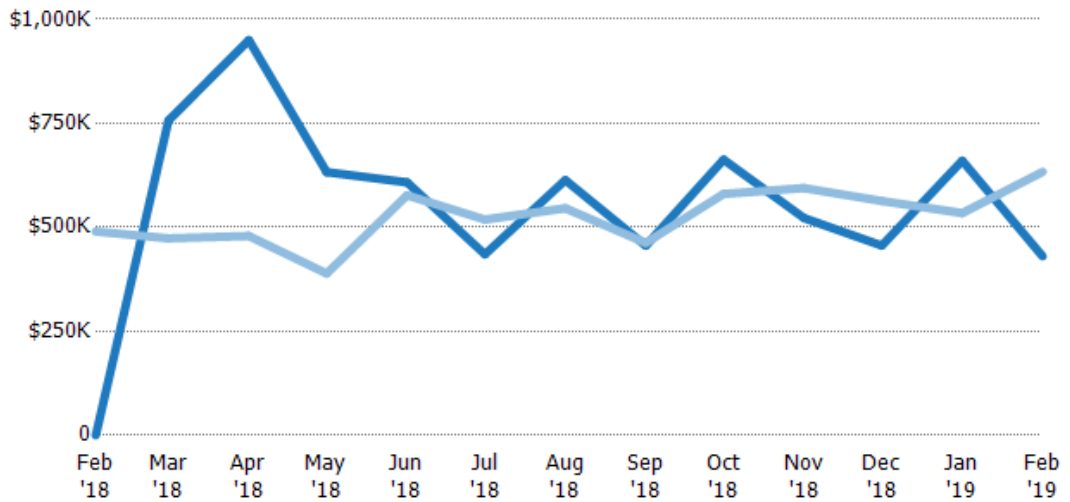
Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$0	\$756K	\$950K	\$633K	\$608K	\$435K	\$614K	\$456K	\$663K	\$522K	\$456K	\$660K	\$430K
Avg Sales Price	\$490K	\$473K	\$479K	\$389K	\$577K	\$519K	\$546K	\$463K	\$580K	\$594K	\$563K	\$534K	\$633K
Avg Sales Price as a % of Avg Est Value	100%	63%	50%	61%	95%	119%	89%	101%	88%	114%	123%	81%	147%

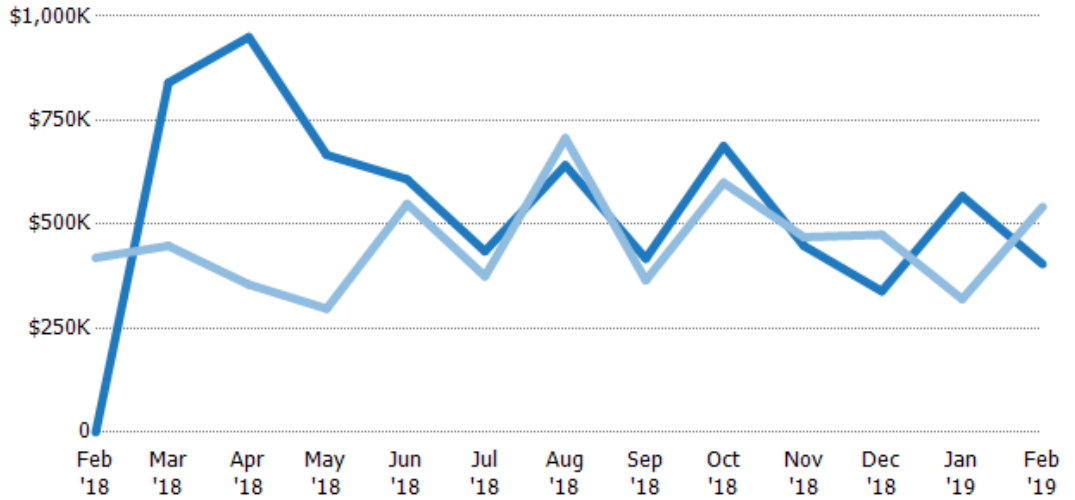
Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Median Est Value	\$0	\$840K	\$950K	\$667K	\$608K	\$435K	\$642K	\$417K	\$688K	\$448K	\$339K	\$568K	\$404K
Median Sales Price	\$420K	\$448K	\$355K	\$297K	\$549K	\$375K	\$707K	\$365K	\$600K	\$469K	\$475K	\$320K	\$542K
Med Sales Price as a % of Med Est Value	100%	53%	37%	45%	90%	86%	110%	87%	87%	105%	140%	56%	134%