

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	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	12	-75%	51	41	+24.4%
New Listing Volume	\$1,739,000	\$6,899,950	-74.8%	\$32,175,200	\$19,459,250	+65.3%
Active Listing Count	–	83	–	N/A	N/A	
Active Listing Volume	–	\$65,555,450	–	N/A	N/A	
Average Listing Price	–	\$789,825	–	\$866,126	\$742,833	+16.6%
Median Listing Price	–	\$625,000	–	\$560,483	\$611,813	-8.4%
Median Days in RPR	–	205	–	173.87	193.03	-9.9%
Months of Inventory	–	8.3	-100%	6.1	12.9	-52.7%
Absorption Rate	–	12.05%	–	16.43%	7.77%	+8.7%
Sales Activity Charts Metrics						
New Pending Sales Count	4	13	-69.2%	49	52	-5.8%
New Pending Sales Volume	\$1,483,000	\$5,223,500	-71.6%	\$26,717,700	\$26,669,300	+0.2%
Pending Sales Count	–	22	–	N/A	N/A	
Pending Sales Volume	–	\$10,952,000	–	N/A	N/A	
Closed Sales Count	6	15	-60%	38	46	-17.4%
Closed Sales Volume	\$2,271,500	\$7,029,000	-67.7%	\$19,308,750	\$21,531,384	-10.3%
Average Sales Price	\$378,583	\$468,600	-19.2%	\$508,125	\$468,074	+8.6%
Median Sales Price	\$272,500	\$355,000	-23.2%	\$419,118	\$386,522	+8.4%

New Listings

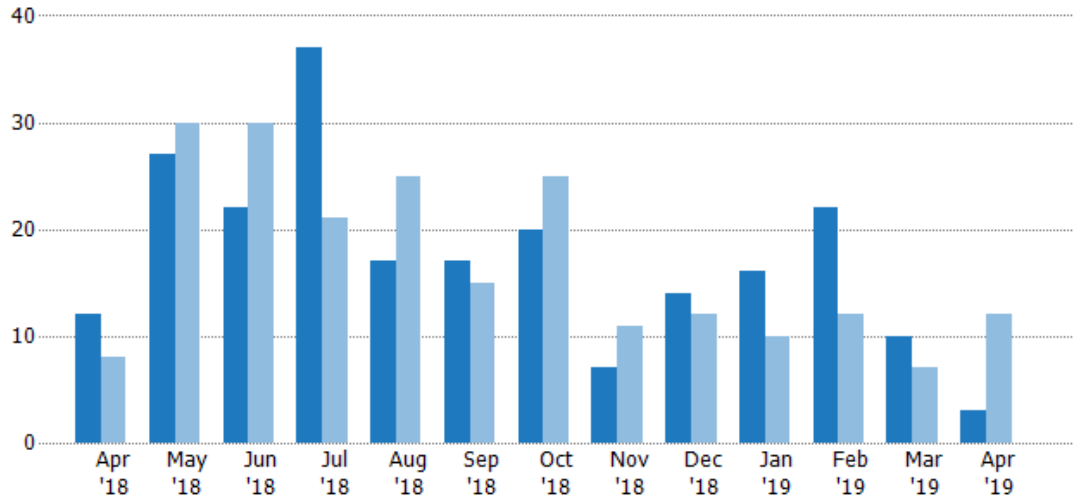
The number of new residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Apr '19	3	-75%
Apr '18	12	50%
Apr '17	8	112.5%



Current Year	12	27	22	37	17	17	20	7	14	16	22	10	3
Prior Year	8	30	30	21	25	15	25	11	12	10	12	7	12
Percent Change from Prior Year	50%	-10%	-27%	76%	-32%	13%	-20%	-36%	17%	60%	83%	43%	-75%

New Listing Volume

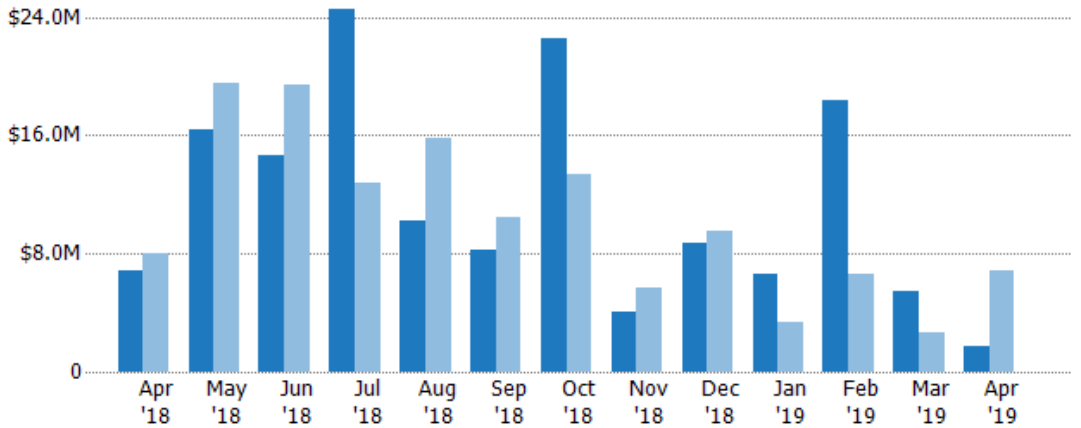
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Apr '19	\$1.74M	-74.8%
Apr '18	\$6.9M	-13.9%
Apr '17	\$8.01M	-3.9%



Current Year	\$6.9M	\$16.4M	\$14.7M	\$24.5M	\$10.2M	\$8.23M	\$22.6M	\$4.06M	\$8.67M	\$6.67M	\$18.3M	\$5.44M	\$1.74M
Prior Year	\$8.01M	\$19.5M	\$19.4M	\$12.8M	\$15.8M	\$10.4M	\$13.3M	\$5.7M	\$9.53M	\$3.33M	\$6.63M	\$2.61M	\$6.9M
Percent Change from Prior Year	-14%	-16%	-24%	92%	-36%	-21%	70%	-29%	-9%	101%	177%	109%	-75%

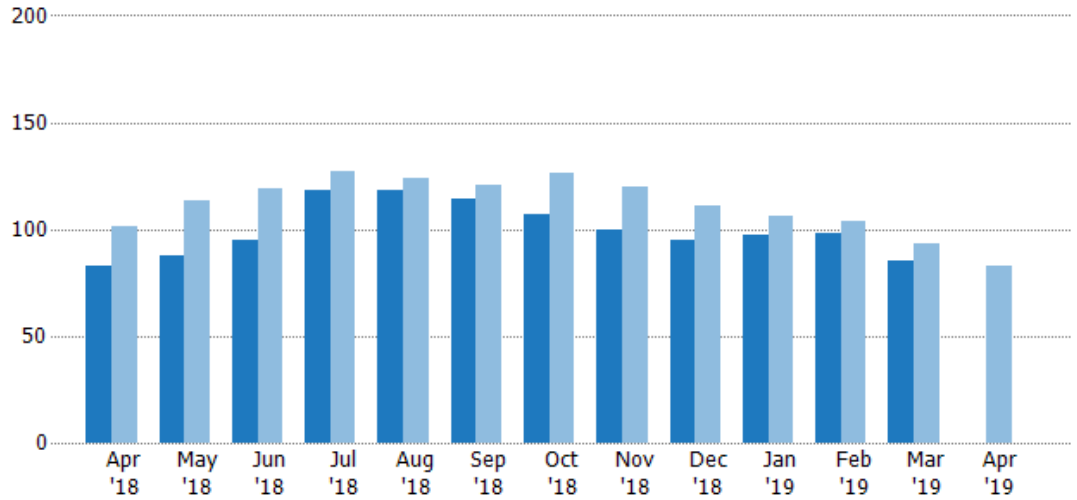
Active Listings

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



Current Year	83	88	95	118	118	114	107	100	95	97	98	85	-
Prior Year	101	113	119	127	124	121	126	120	111	106	104	93	83
Percent Change from Prior Year	-18%	-22%	-20%	-7%	-5%	-6%	-15%	-17%	-14%	-8%	-6%	-9%	-100%

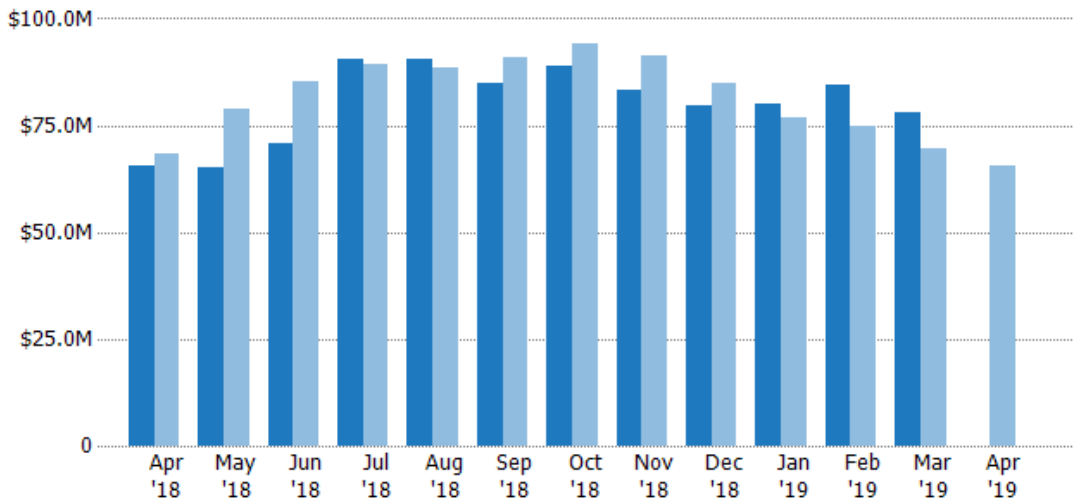
Active Listing Volume

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



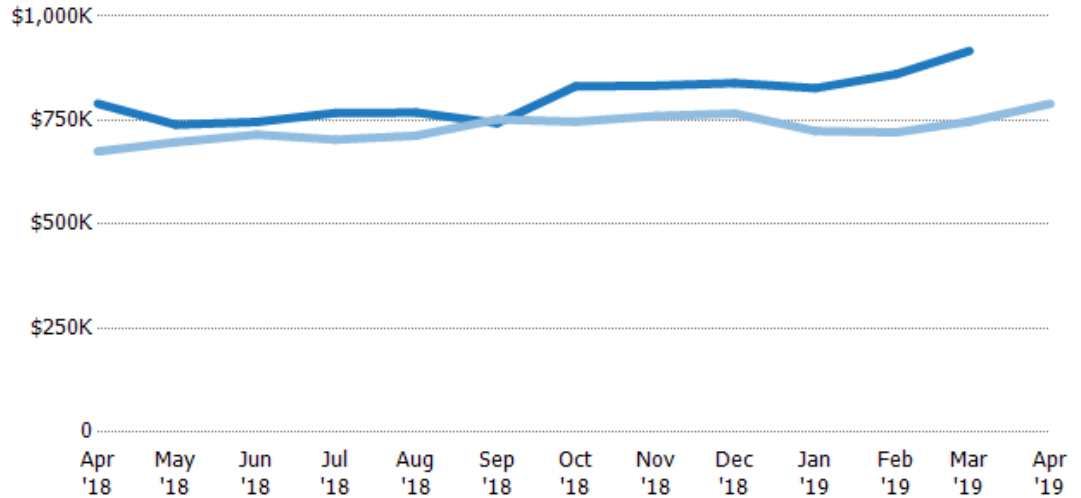
Current Year	\$65.6M	\$65.1M	\$70.9M	\$90.6M	\$90.7M	\$84.7M	\$89M	\$83.3M	\$79.7M	\$80.2M	\$84.4M	\$77.9M	-
Prior Year	\$68.2M	\$78.8M	\$85.1M	\$89.3M	\$88.4M	\$91M	\$94.1M	\$91.2M	\$85M	\$76.7M	\$75M	\$69.5M	\$65.6M
Percent Change from Prior Year	-4%	-17%	-17%	1%	3%	-7%	-5%	-9%	-6%	5%	13%	12%	-100%

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



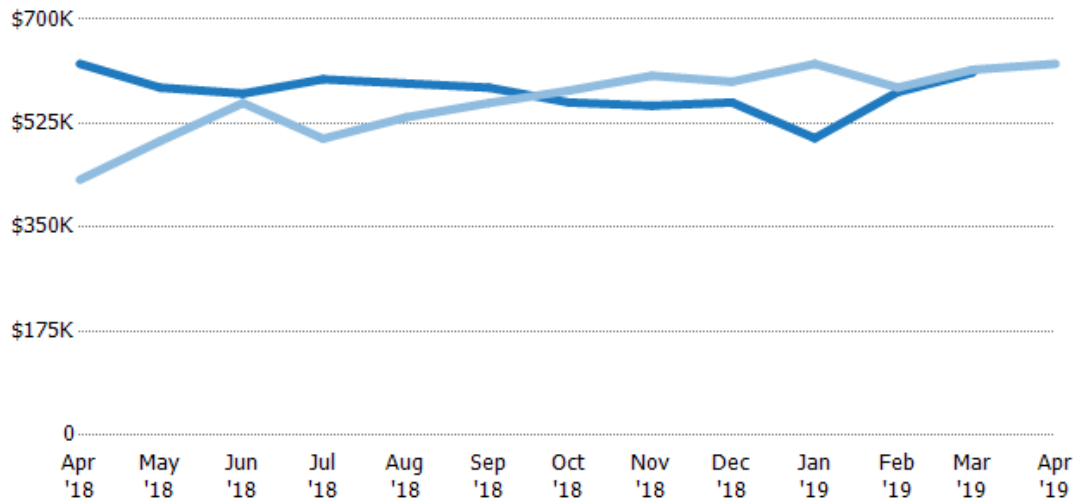
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$790K	\$739K	\$746K	\$767K	\$769K	\$743K	\$831K	\$833K	\$839K	\$827K	\$861K	\$917K	-
Prior Year	\$675K	\$697K	\$716K	\$704K	\$713K	\$752K	\$746K	\$760K	\$766K	\$724K	\$721K	\$747K	\$790K
Percent Change from Prior Year	17%	6%	4%	9%	8%	-1%	11%	10%	10%	14%	19%	23%	-100%

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



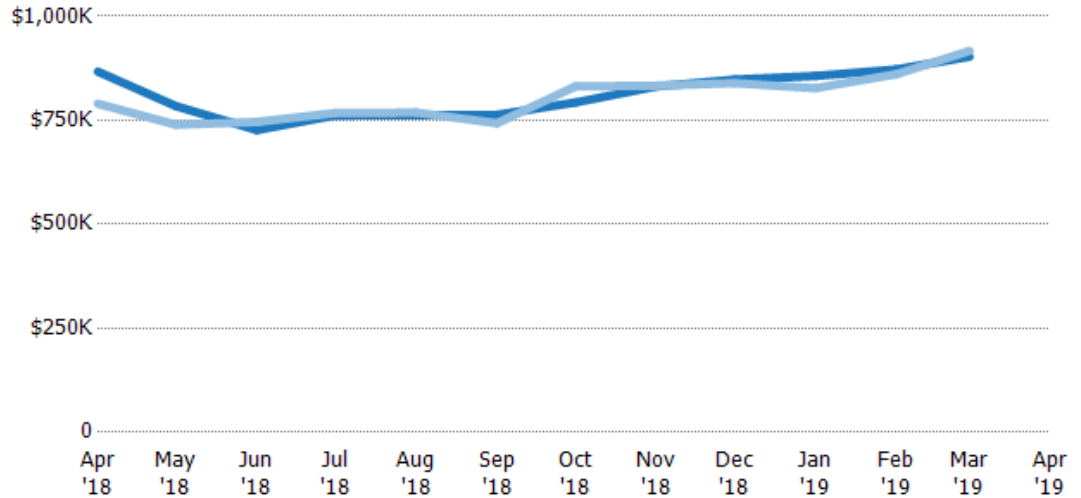
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$625K	\$585K	\$575K	\$599K	\$592K	\$585K	\$560K	\$555K	\$560K	\$500K	\$578K	\$610K	-
Prior Year	\$430K	\$495K	\$559K	\$499K	\$535K	\$559K	\$580K	\$605K	\$595K	\$625K	\$585K	\$615K	\$625K
Percent Change from Prior Year	45%	18%	3%	20%	11%	5%	-3%	-8%	-6%	-20%	-1%	-1%	-100%

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



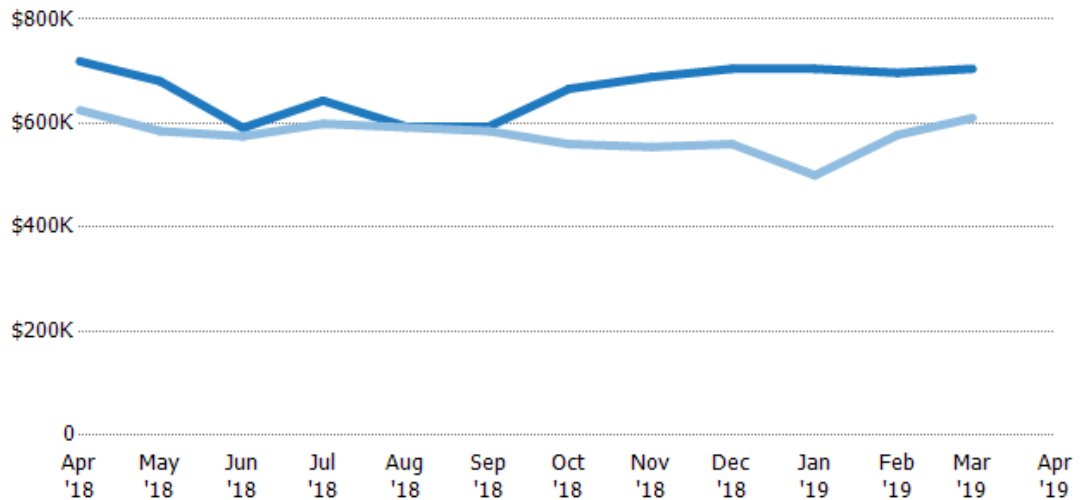
Avg Est Value	\$867K	\$784K	\$727K	\$762K	\$763K	\$763K	\$793K	\$831K	\$848K	\$857K	\$872K	\$903K	-
Avg Listing Price	\$790K	\$739K	\$746K	\$767K	\$769K	\$743K	\$831K	\$833K	\$839K	\$827K	\$861K	\$917K	-
Avg Listing Price as a % of Avg Est Value	91%	94%	103%	101%	101%	97%	105%	100%	99%	97%	99%	102%	-

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	\$719K	\$681K	\$591K	\$644K	\$594K	\$594K	\$666K	\$689K	\$705K	\$705K	\$697K	\$705K	-
Median Listing Price	\$625K	\$585K	\$575K	\$599K	\$592K	\$585K	\$560K	\$555K	\$560K	\$500K	\$578K	\$610K	-
Med Listing Price as a % of Med Est Value	87%	86%	97%	93%	100%	99%	84%	80%	79%	71%	83%	87%	-

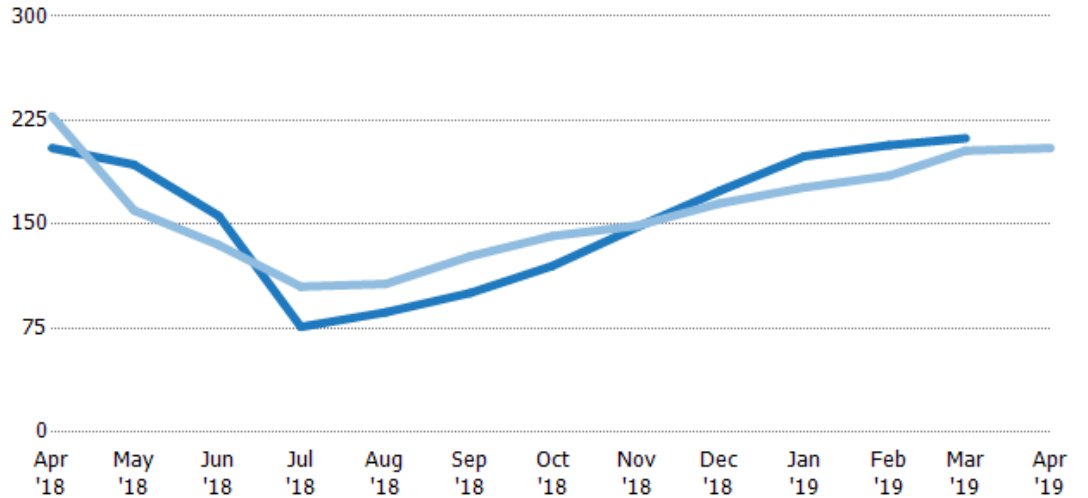
Median Days in RPR

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



Current Year	205	193	156	76	86.5	101	120	148	174	199	207	212	-
Prior Year	228	160	135	105	107	127	142	149	165	177	185	203	205
Percent Change from Prior Year	-10%	21%	16%	-28%	-19%	-21%	-15%	-1%	5%	13%	12%	4%	-100%

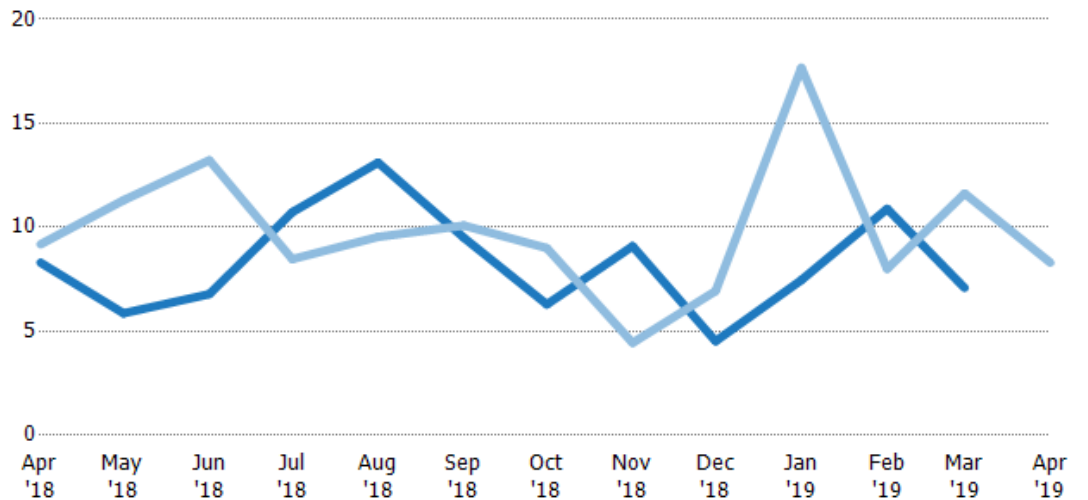
Months of Inventory

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



Current Year	8.3	5.87	6.79	10.7	13.1	9.5	6.29	9.09	4.52	7.46	10.9	7.08	-
Prior Year	9.18	11.3	13.2	8.47	9.54	10.1	9	4.44	6.94	17.7	8	11.6	8.3
Percent Change from Prior Year	-10%	-48%	-49%	27%	37%	-6%	-30%	105%	-35%	-58%	36%	-39%	-100%

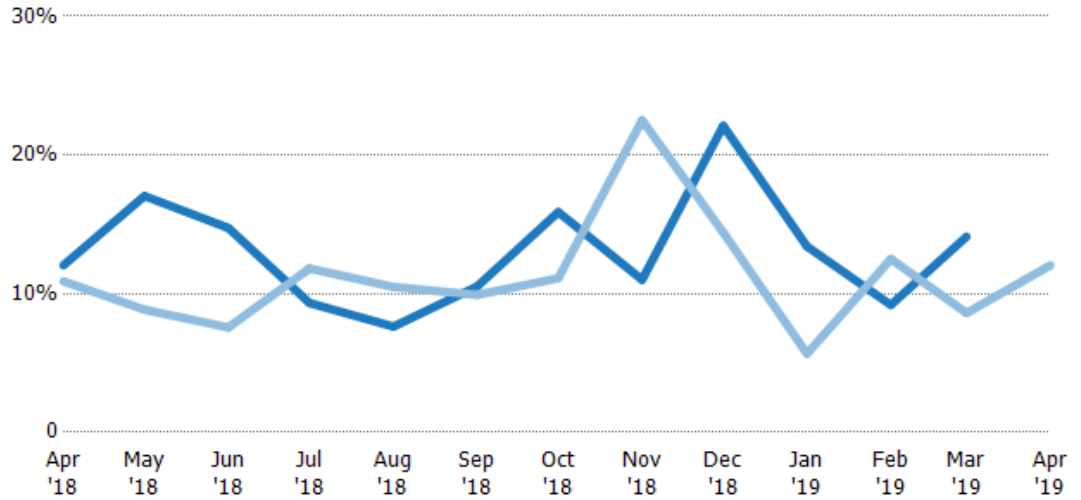
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



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

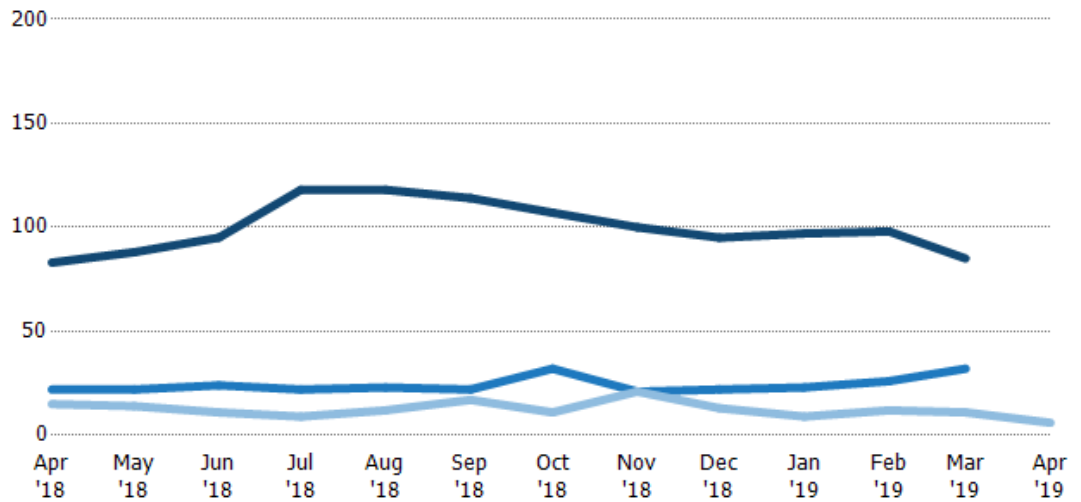
Active/Pending/Sold Units

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Active	83	88	95	118	118	114	107	100	95	97	98	85	-
Pending	22	22	24	22	23	22	32	21	22	23	26	32	-
Sold	15	14	11	9	12	17	11	21	13	9	12	11	6

New Pending Sales

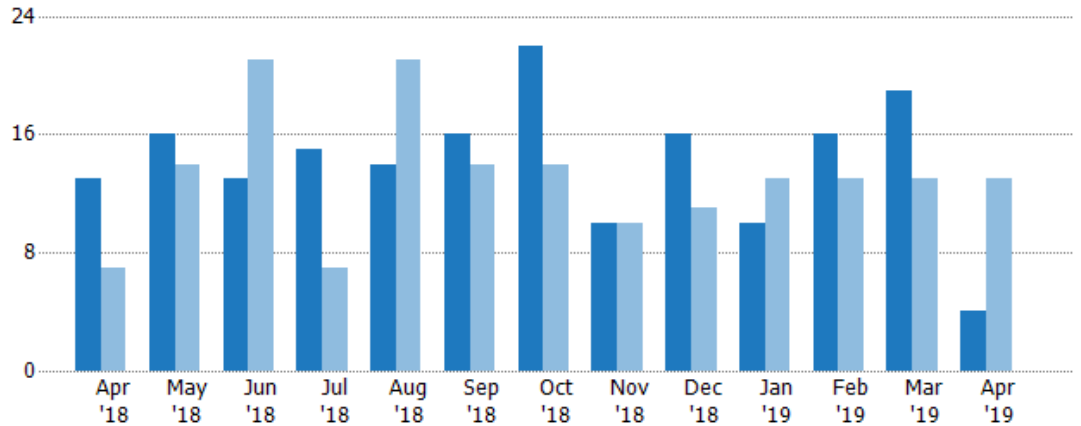
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Apr '19	4	-69.2%
Apr '18	13	85.7%
Apr '17	7	0%



Current Year	13	16	13	15	14	16	22	10	16	10	16	19	4
Prior Year	7	14	21	7	21	14	14	10	11	13	13	13	13
Percent Change from Prior Year	86%	14%	-38%	114%	-33%	14%	57%	0%	45%	-23%	23%	46%	-69%

New Pending Sales Volume

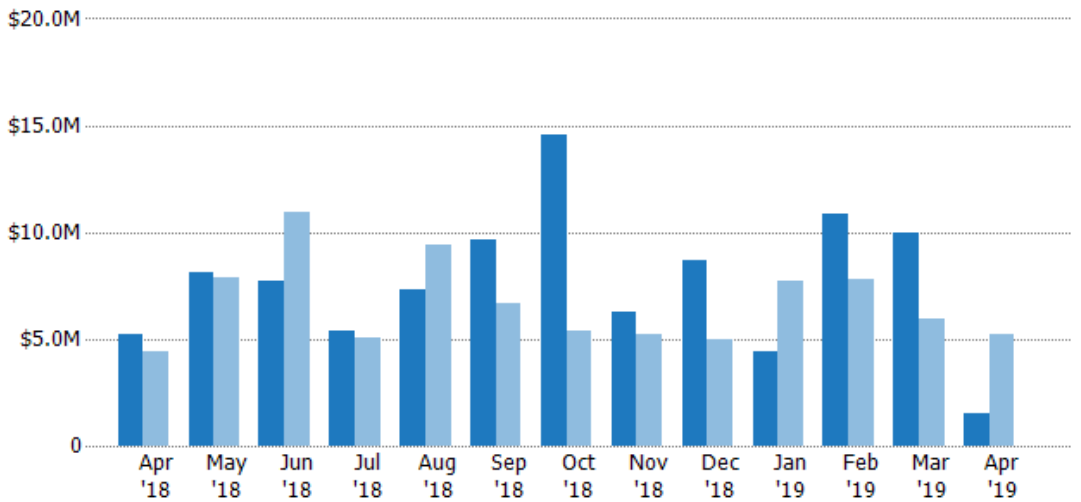
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Apr '19	\$1.48M	-71.6%
Apr '18	\$5.22M	17.7%
Apr '17	\$4.44M	-47.4%



Current Year	\$5.22M	\$8.14M	\$7.73M	\$5.42M	\$7.3M	\$9.67M	\$14.5M	\$6.25M	\$8.65M	\$4.42M	\$10.9M	\$9.96M	\$1.48M
Prior Year	\$4.44M	\$7.91M	\$11M	\$5.03M	\$9.41M	\$6.68M	\$5.41M	\$5.25M	\$4.97M	\$7.72M	\$7.8M	\$5.93M	\$5.22M
Percent Change from Prior Year	18%	3%	-29%	8%	-22%	45%	169%	19%	74%	-43%	39%	68%	-72%

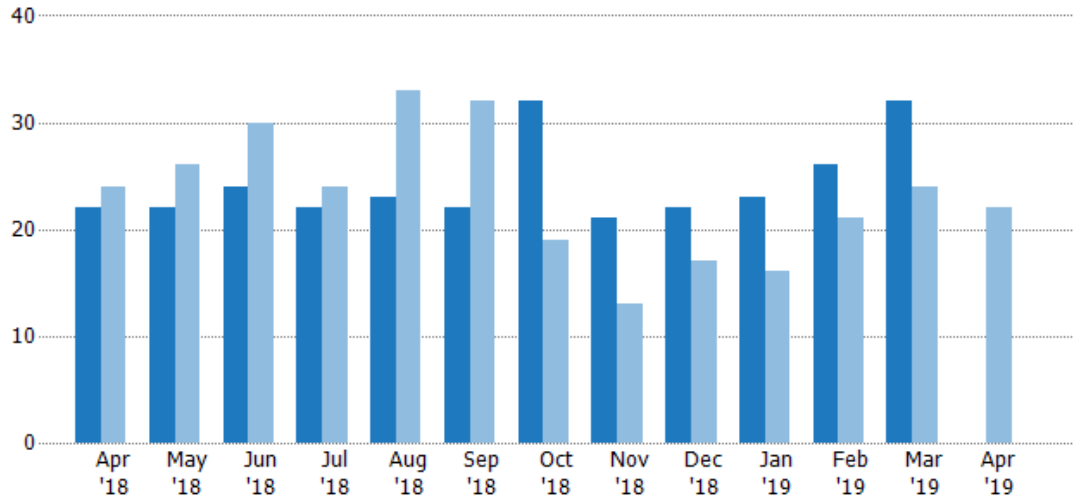
Pending Sales

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	22	22	24	22	23	22	32	21	22	23	26	32	-
Prior Year	24	26	30	24	33	32	19	13	17	16	21	24	22
Percent Change from Prior Year	-8%	-15%	-20%	-8%	-30%	-31%	68%	62%	29%	44%	24%	33%	-100%

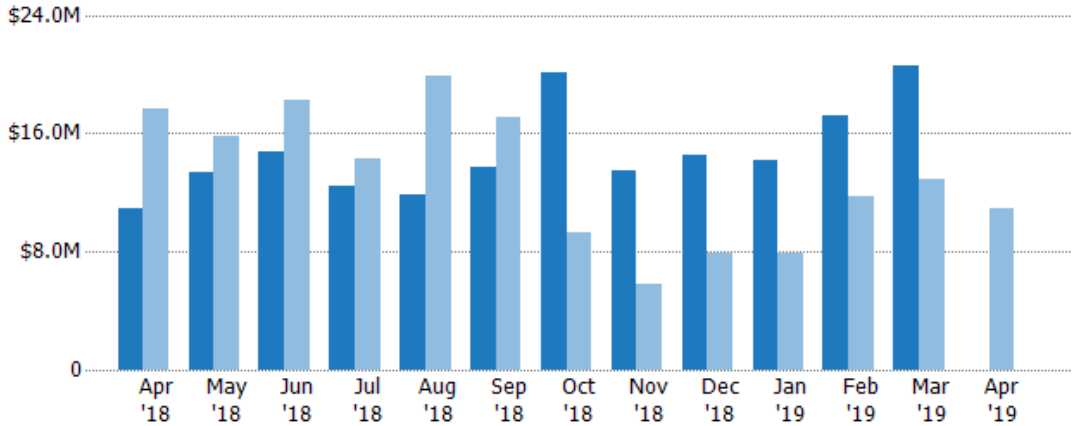
Pending Sales Volume

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$11M	\$13.4M	\$14.7M	\$12.4M	\$11.9M	\$13.7M	\$20.1M	\$13.5M	\$14.5M	\$14.1M	\$17.2M	\$20.6M	-
Prior Year	\$17.7M	\$15.8M	\$18.3M	\$14.3M	\$19.9M	\$17M	\$9.28M	\$5.85M	\$7.85M	\$7.84M	\$11.7M	\$12.9M	\$11M
Percent Change from Prior Year	-38%	-16%	-19%	-13%	-40%	-20%	117%	131%	85%	80%	47%	59%	-100%

Closed Sales

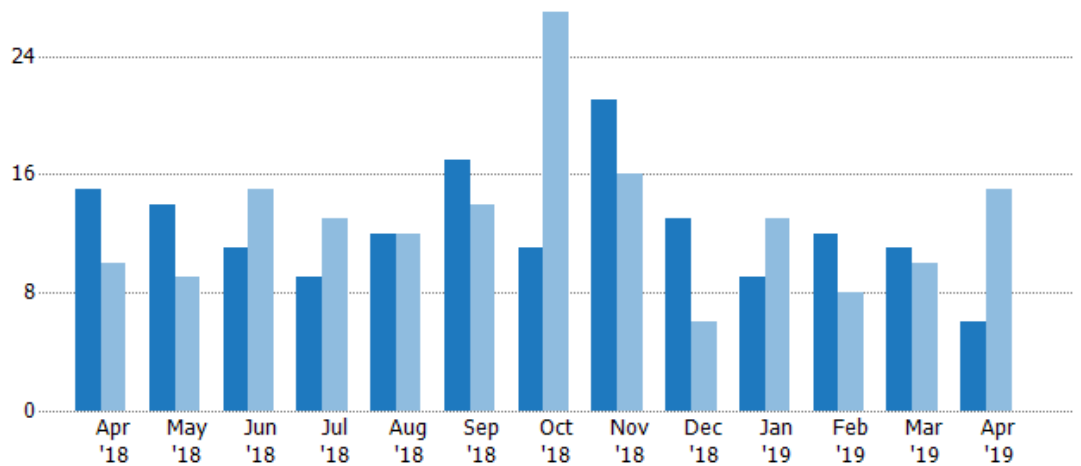
The total number of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Apr '19	6	-60%
Apr '18	15	50%
Apr '17	10	0%



Current Year	15	14	11	9	12	17	11	21	13	9	12	11	6
Prior Year	10	9	15	13	12	14	27	16	6	13	8	10	15
Percent Change from Prior Year	50%	56%	-27%	-31%	0%	21%	-59%	31%	117%	-31%	50%	10%	-60%

Closed Sales Volume

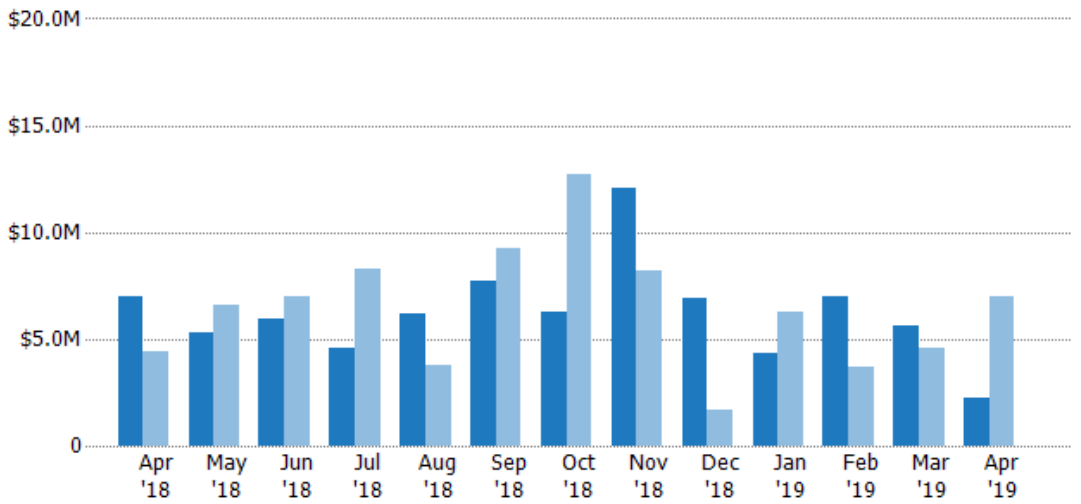
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Apr '19	\$2.27M	-67.7%
Apr '18	\$7.03M	59.7%
Apr '17	\$4.4M	-8.8%



Current Year	\$7.03M	\$5.28M	\$5.98M	\$4.57M	\$6.2M	\$7.7M	\$6.23M	\$12.1M	\$6.93M	\$4.37M	\$7.03M	\$5.64M	\$2.27M
Prior Year	\$4.4M	\$6.56M	\$6.98M	\$8.3M	\$3.77M	\$9.24M	\$12.7M	\$8.19M	\$1.7M	\$6.28M	\$3.67M	\$4.56M	\$7.03M
Percent Change from Prior Year	60%	-20%	-14%	-45%	65%	-17%	-51%	48%	309%	-30%	92%	24%	-68%

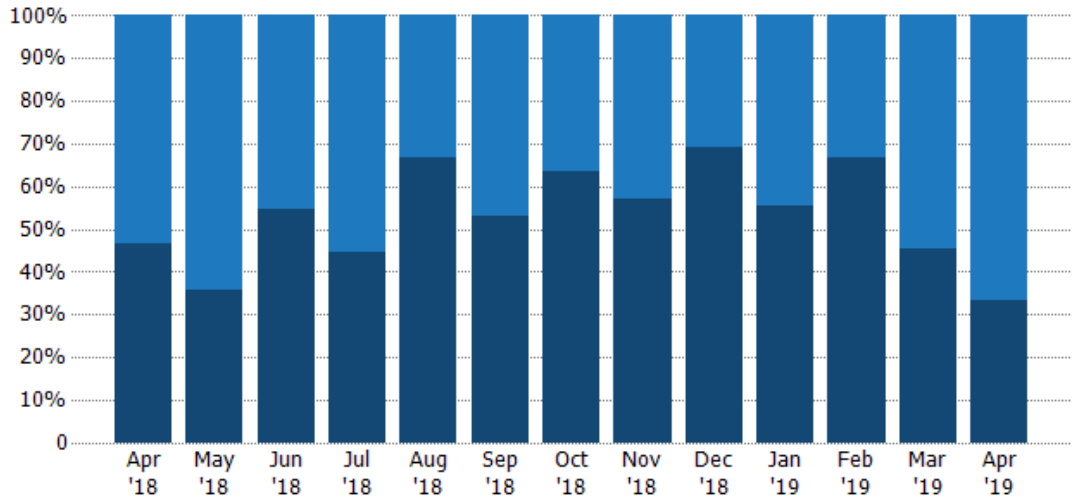
Closed Sales by Property Type

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



Property Type	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Condo/Townhouse	53%	64%	45%	56%	33%	47%	36%	43%	31%	44%	33%	55%	67%
Single Family Residence	47%	36%	55%	44%	67%	53%	64%	57%	69%	56%	67%	45%	33%

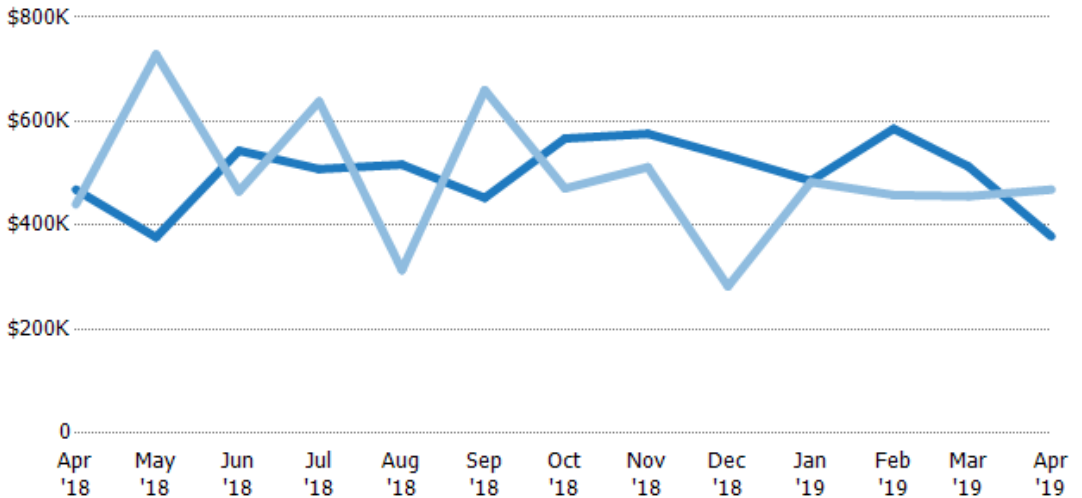
Average Sales Price

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



Month/Year	Price	% Chg.
Apr '19	\$379K	-19.2%
Apr '18	\$469K	6.4%
Apr '17	\$440K	-8.8%

Property Type	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$469K	\$377K	\$543K	\$508K	\$517K	\$453K	\$567K	\$576K	\$533K	\$486K	\$586K	\$513K	\$379K
Prior Year	\$440K	\$729K	\$465K	\$638K	\$314K	\$660K	\$471K	\$512K	\$283K	\$483K	\$458K	\$456K	\$469K
Percent Change from Prior Year	6%	-48%	17%	-20%	65%	-31%	20%	13%	89%	1%	28%	13%	-19%

Median Sales Price

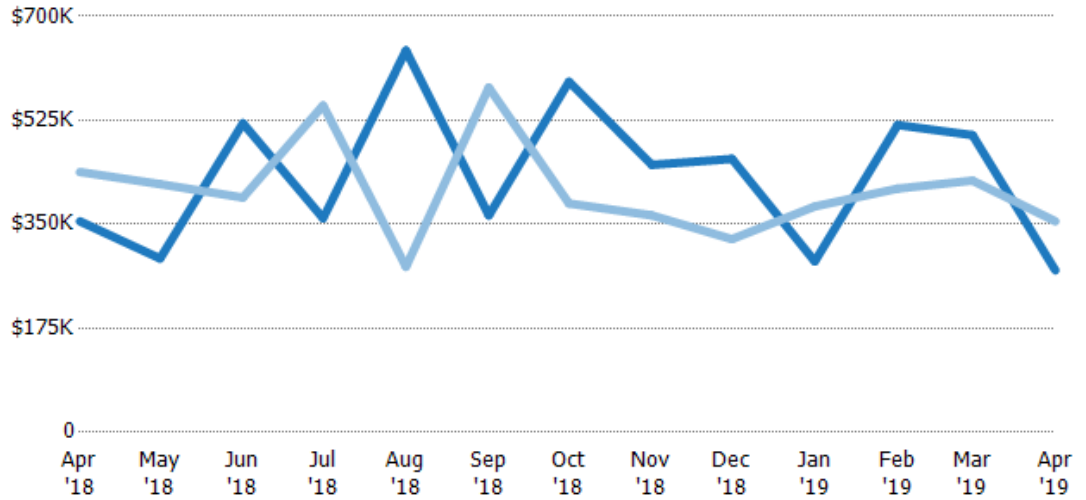
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Apr '19	\$273K	-23.2%
Apr '18	\$355K	-18.9%
Apr '17	\$438K	-17%



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	\$355K	\$292K	\$520K	\$360K	\$643K	\$365K	\$590K	\$450K	\$460K	\$288K	\$517K	\$500K	\$273K
Prior Year	\$438K	\$418K	\$395K	\$550K	\$279K	\$580K	\$385K	\$365K	\$325K	\$380K	\$410K	\$424K	\$355K
Percent Change from Prior Year	-19%	-30%	32%	-35%	131%	-37%	53%	23%	42%	-24%	26%	18%	-23%

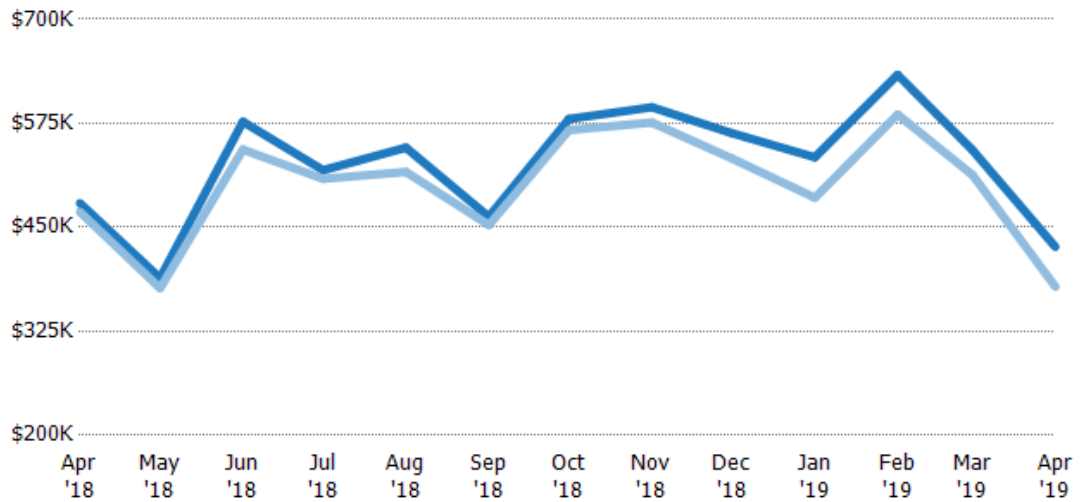
Average Sales Price vs Average Listing Price

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



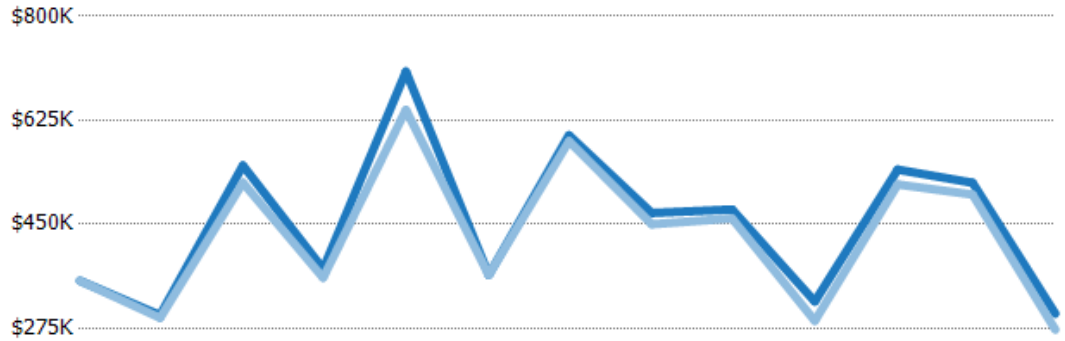
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg List Price	\$479K	\$389K	\$577K	\$519K	\$546K	\$463K	\$580K	\$594K	\$563K	\$534K	\$633K	\$543K	\$426K
Avg Sales Price	\$469K	\$377K	\$543K	\$508K	\$517K	\$453K	\$567K	\$576K	\$533K	\$486K	\$586K	\$513K	\$379K
Avg Sales Price as a % of Avg List Price	98%	97%	94%	98%	95%	98%	98%	97%	95%	91%	92%	94%	89%

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



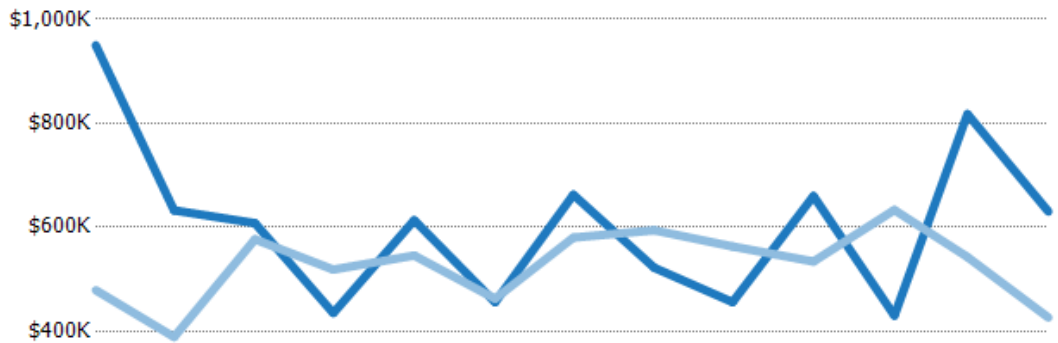
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median List Price	\$355K	\$297K	\$549K	\$375K	\$707K	\$365K	\$600K	\$469K	\$475K	\$320K	\$542K	\$520K	\$299K
Median Sales Price	\$355K	\$292K	\$520K	\$360K	\$643K	\$365K	\$590K	\$450K	\$460K	\$288K	\$517K	\$500K	\$273K
Med Sales Price as a % of Med List Price	100%	98%	95%	96%	91%	100%	98%	96%	97%	90%	95%	96%	91%

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Avg Est Value	\$950K	\$633K	\$608K	\$435K	\$614K	\$456K	\$663K	\$522K	\$456K	\$660K	\$430K	\$818K	\$630K
Avg Sales Price	\$479K	\$389K	\$577K	\$519K	\$546K	\$463K	\$580K	\$594K	\$563K	\$534K	\$633K	\$543K	\$426K
Avg Sales Price as a % of Avg Est Value	50%	61%	95%	119%	89%	101%	88%	114%	123%	81%	147%	66%	68%

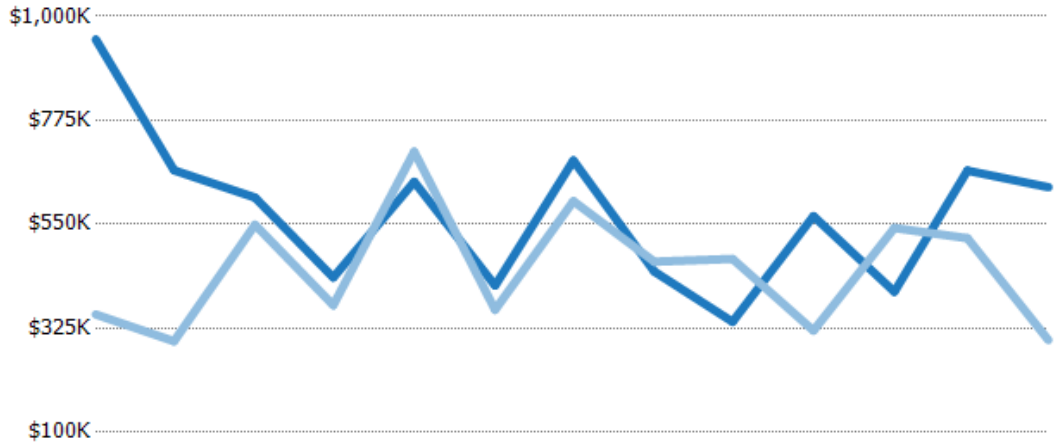
Median Sales Price vs Median Est Value

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



	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Median Est Value	\$950K	\$667K	\$608K	\$435K	\$642K	\$417K	\$688K	\$448K	\$339K	\$568K	\$404K	\$666K	\$630K
Median Sales Price	\$355K	\$297K	\$549K	\$375K	\$707K	\$365K	\$600K	\$469K	\$475K	\$320K	\$542K	\$520K	\$299K
Med Sales Price as a % of Med Est Value	37%	45%	90%	86%	110%	87%	87%	105%	140%	56%	134%	78%	48%