

## 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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	22	26	-15.4%	82	68	+20.6%
New Listing Volume	\$12,404,400	\$14,602,700	-15.1%	\$50,191,600	\$33,066,950	+51.8%
Active Listing Count	93	88	+5.7%	N/A	N/A	
Active Listing Volume	\$76,765,400	\$64,145,700	+19.7%	N/A	N/A	
Average Listing Price	\$825,434	\$728,928	+13.2%	\$843,679	\$724,099	+16.5%
Median Listing Price	\$585,000	\$575,000	+1.7%	\$575,495	\$590,385	-2.5%
Median Days in RPR	148	193	-23.3%	196.73	190.16	+3.5%
Months of Inventory	9.3	5.9	+58.5%	7.8	11.3	-31.6%
Absorption Rate	10.75%	17.05%	-6.3%	12.9%	8.82%	+4.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	14	16	-12.5%	68	68	+/-
New Pending Sales Volume	\$7,246,400	\$8,143,950	-11%	\$35,750,500	\$34,813,250	+2.7%
Pending Sales Count	27	22	+22.7%	N/A	N/A	
Pending Sales Volume	\$16,247,300	\$13,357,450	+21.6%	N/A	N/A	
Closed Sales Count	13	14	-7.1%	54	61	-11.5%
Closed Sales Volume	\$7,868,000	\$5,275,810	+49.1%	\$28,097,250	\$27,217,194	+3.2%
Average Sales Price	\$605,231	\$376,844	+60.6%	\$520,319	\$446,184	+16.6%
Median Sales Price	\$485,000	\$292,405	+65.9%	\$429,102	\$368,027	+16.6%

## New Listings

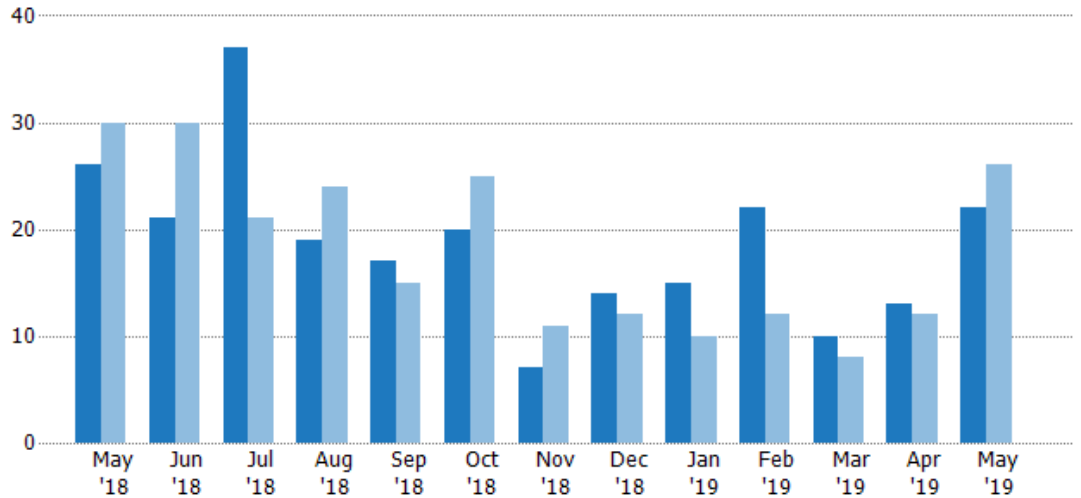
The number of new residential listings that were added each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
May '19	22	-15.4%
May '18	26	-13.3%
May '17	30	-20%



Current Year	26	21	37	19	17	20	7	14	15	22	10	13	22
Prior Year	30	30	21	24	15	25	11	12	10	12	8	12	26
Percent Change from Prior Year	-13%	-30%	76%	-21%	13%	-20%	-36%	17%	50%	83%	25%	8%	-15%

## New Listing Volume

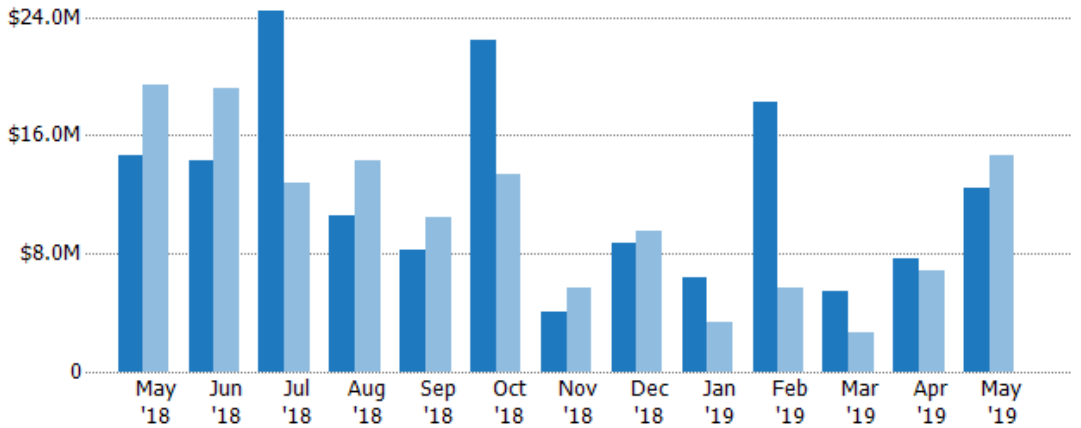
The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
May '19	\$12.4M	-15.1%
May '18	\$14.6M	-24.9%
May '17	\$19.4M	-21.8%



Current Year	\$14.6M	\$14.3M	\$24.4M	\$10.6M	\$8.23M	\$22.4M	\$4.04M	\$8.67M	\$6.43M	\$18.2M	\$5.44M	\$7.71M	\$12.4M
Prior Year	\$19.4M	\$19.2M	\$12.8M	\$14.3M	\$10.4M	\$13.3M	\$5.7M	\$9.53M	\$3.33M	\$5.63M	\$2.61M	\$6.9M	\$14.6M
Percent Change from Prior Year	-25%	-25%	90%	-26%	-21%	68%	-29%	-9%	93%	224%	108%	12%	-15%

## Active Listings

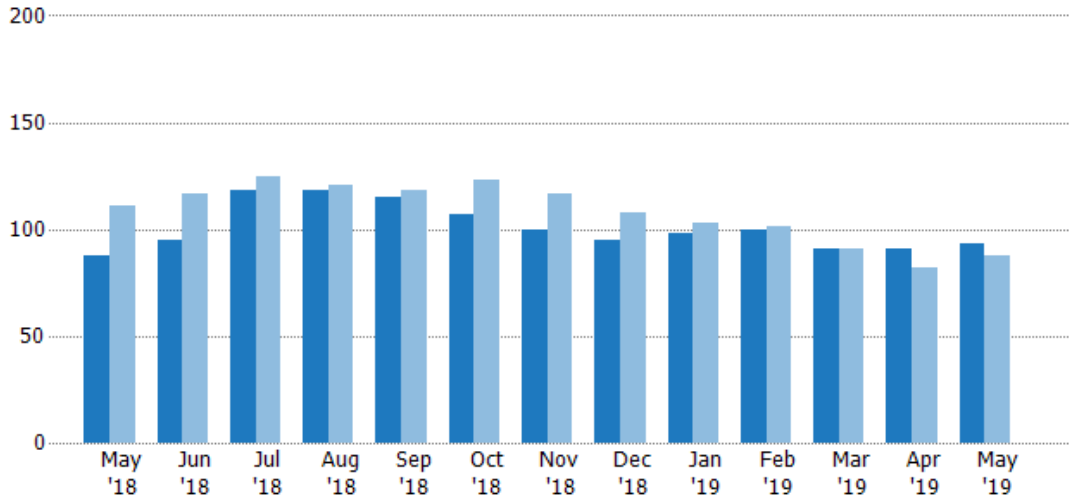
The number of active residential listings at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
May '19	93	5.7%
May '18	88	-20.7%
May '17	111	2.7%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	88	95	118	118	115	107	100	95	98	100	91	91	93
Prior Year	111	117	125	121	118	123	117	108	103	101	91	82	88
Percent Change from Prior Year	-21%	-19%	-6%	-2%	-3%	-13%	-15%	-12%	-5%	-1%	0%	11%	6%

## Active Listing Volume

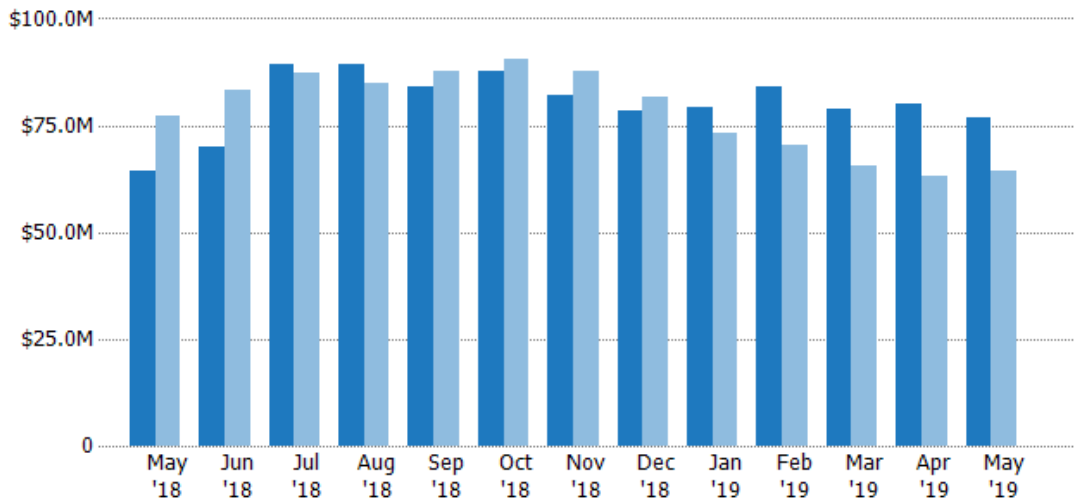
The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
May '19	\$76.8M	19.7%
May '18	\$64.1M	-16.7%
May '17	\$77M	-18.1%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$64.1M	\$69.8M	\$89.3M	\$89.4M	\$84.2M	\$87.7M	\$82.1M	\$78.5M	\$79.3M	\$84.1M	\$79M	\$80M	\$76.8M
Prior Year	\$77M	\$83.2M	\$87.4M	\$85M	\$87.5M	\$90.6M	\$87.8M	\$81.6M	\$73.3M	\$70.5M	\$65.6M	\$63.2M	\$64.1M
Percent Change from Prior Year	-17%	-16%	2%	5%	-4%	-3%	-7%	-4%	8%	19%	20%	27%	20%

## Average Listing Price

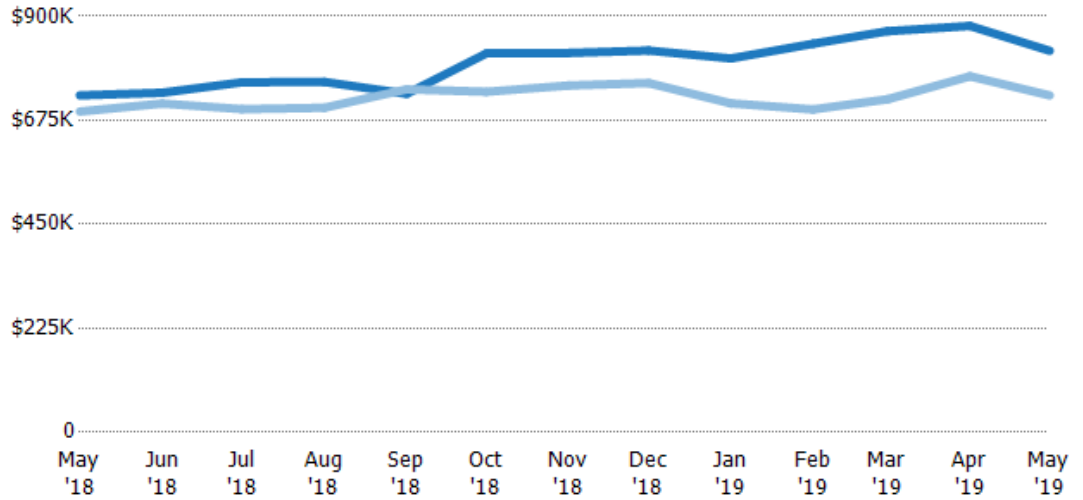
The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
May '19	\$825K	13.2%
May '18	\$729K	5%
May '17	\$694K	-20.2%



Current Year	\$729K	\$735K	\$757K	\$758K	\$732K	\$820K	\$821K	\$826K	\$809K	\$841K	\$868K	\$879K	\$825K
Prior Year	\$694K	\$711K	\$699K	\$702K	\$742K	\$737K	\$750K	\$756K	\$712K	\$698K	\$720K	\$770K	\$729K
Percent Change from Prior Year	5%	3%	8%	8%	-1%	11%	9%	9%	14%	20%	20%	14%	13%

## Median Listing Price

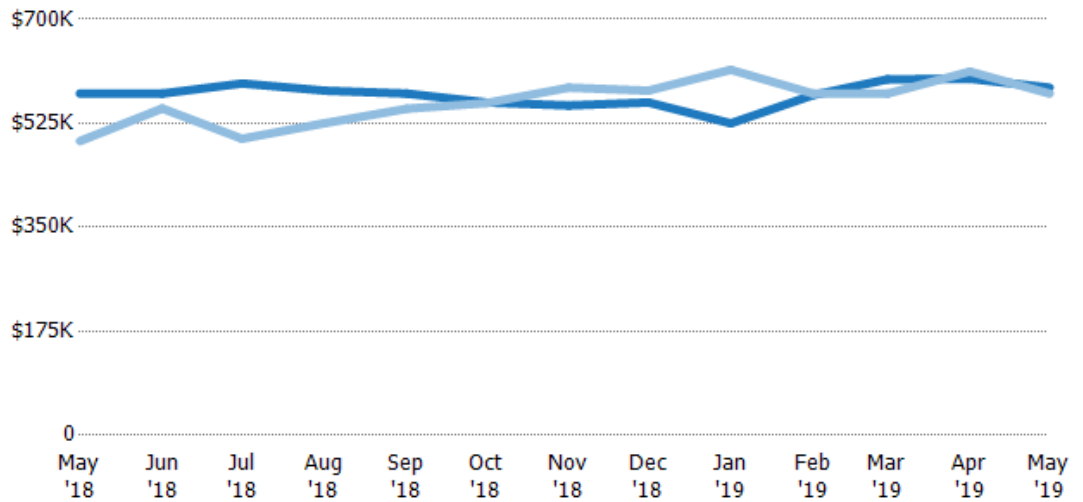
The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
May '19	\$585K	1.7%
May '18	\$575K	16.2%
May '17	\$495K	-20.2%



Current Year	\$575K	\$575K	\$592K	\$580K	\$575K	\$560K	\$555K	\$560K	\$525K	\$573K	\$599K	\$600K	\$585K
Prior Year	\$495K	\$550K	\$499K	\$525K	\$550K	\$559K	\$585K	\$580K	\$615K	\$575K	\$575K	\$612K	\$575K
Percent Change from Prior Year	16%	5%	19%	10%	5%	0%	-5%	-3%	-15%	0%	4%	-2%	2%

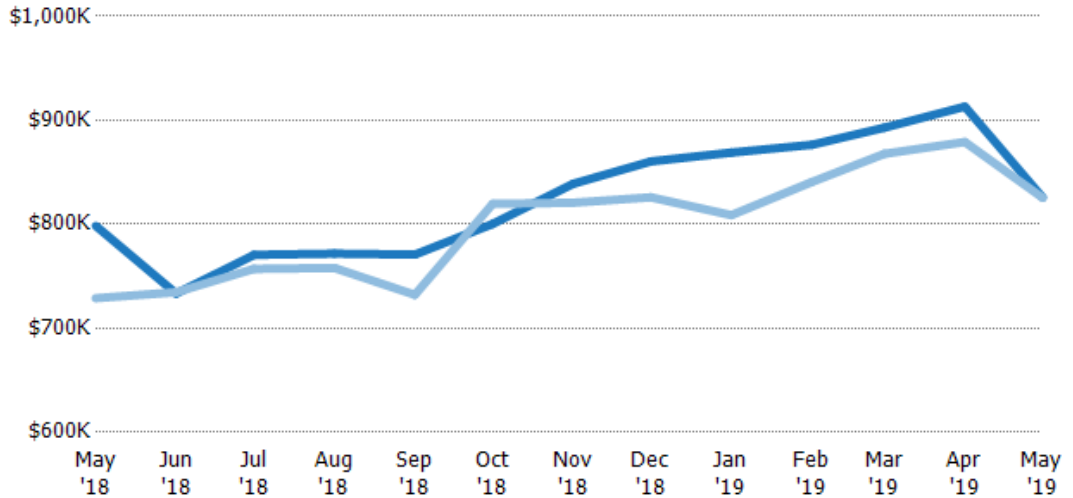
## Average Listing Price vs Average Est Value

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$799K	\$733K	\$771K	\$772K	\$771K	\$800K	\$839K	\$860K	\$869K	\$876K	\$893K	\$913K	\$826K
Avg Listing Price	\$729K	\$735K	\$757K	\$758K	\$732K	\$820K	\$821K	\$826K	\$809K	\$841K	\$868K	\$879K	\$825K
Avg Listing Price as a % of Avg Est Value	91%	100%	98%	98%	95%	102%	98%	96%	93%	96%	97%	96%	100%

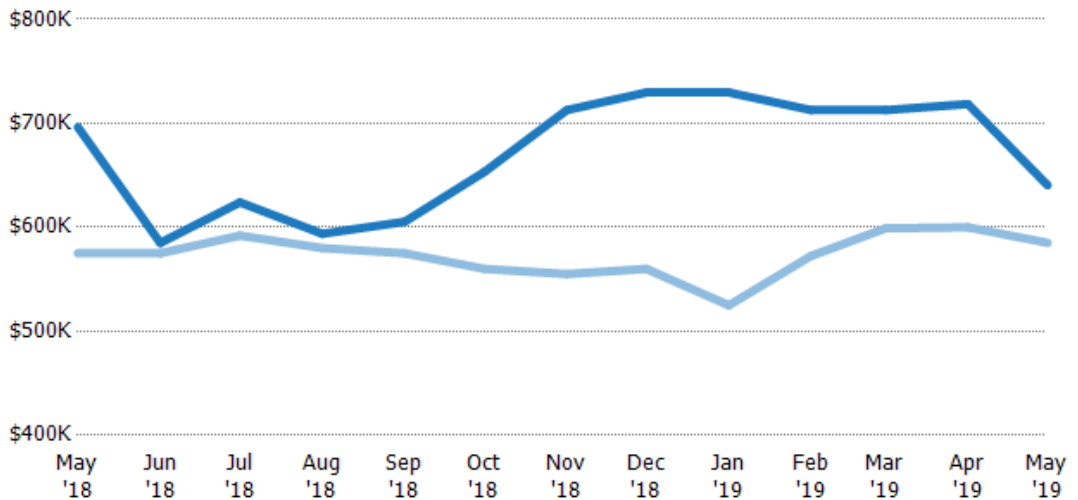
## Median Listing Price vs Median Est Value

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$696K	\$585K	\$624K	\$594K	\$605K	\$653K	\$713K	\$730K	\$730K	\$713K	\$713K	\$718K	\$640K
Median Listing Price	\$575K	\$575K	\$592K	\$580K	\$575K	\$560K	\$555K	\$560K	\$525K	\$573K	\$599K	\$600K	\$585K
Med Listing Price as a % of Med Est Value	83%	98%	95%	98%	95%	86%	78%	77%	72%	80%	84%	84%	91%

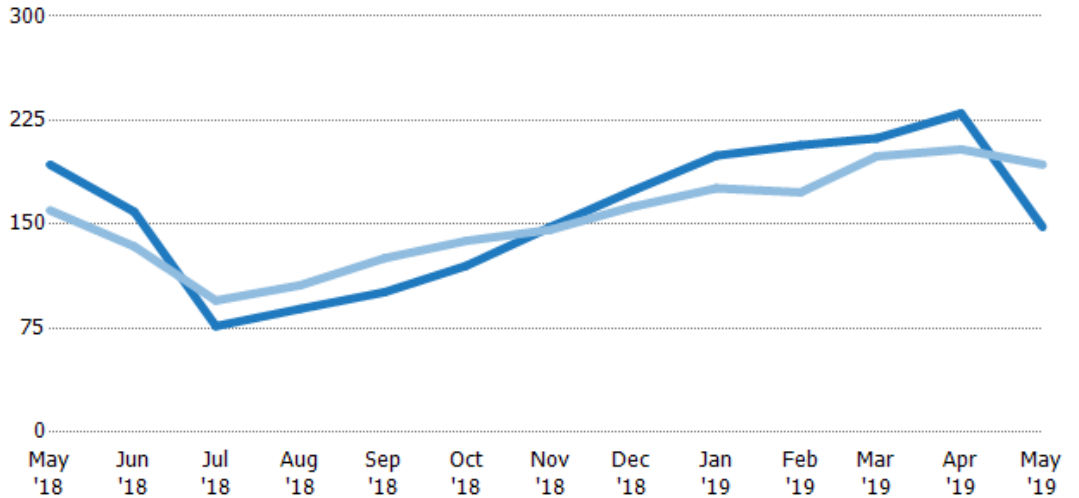
## Median Days in RPR

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.
May '19	148	-23.3%
May '18	193	20.6%
May '17	160	-8.4%

	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	193	159	76.5	89	101	120	148	174	200	207	212	230	148
Prior Year	160	134	95	106	126	138	146	163	176	173	199	204	193
Percent Change from Prior Year	21%	19%	-19%	-16%	-20%	-13%	1%	7%	13%	20%	7%	13%	-23%

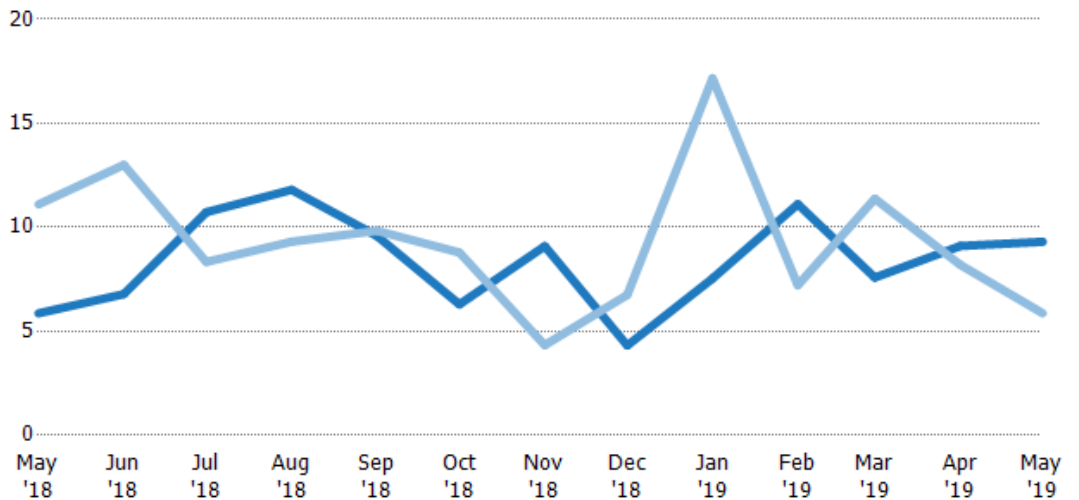
## Months of Inventory

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.
May '19	9.3	58.5%
May '18	5.87	-47.1%
May '17	11.1	2.7%

	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	5.87	6.79	10.7	11.8	9.58	6.29	9.09	4.32	7.54	11.1	7.58	9.1	9.3
Prior Year	11.1	13	8.33	9.31	9.83	8.79	4.33	6.75	17.2	7.21	11.4	8.2	5.87
Percent Change from Prior Year	-47%	-48%	29%	27%	-3%	-28%	110%	-36%	-56%	54%	-33%	11%	59%

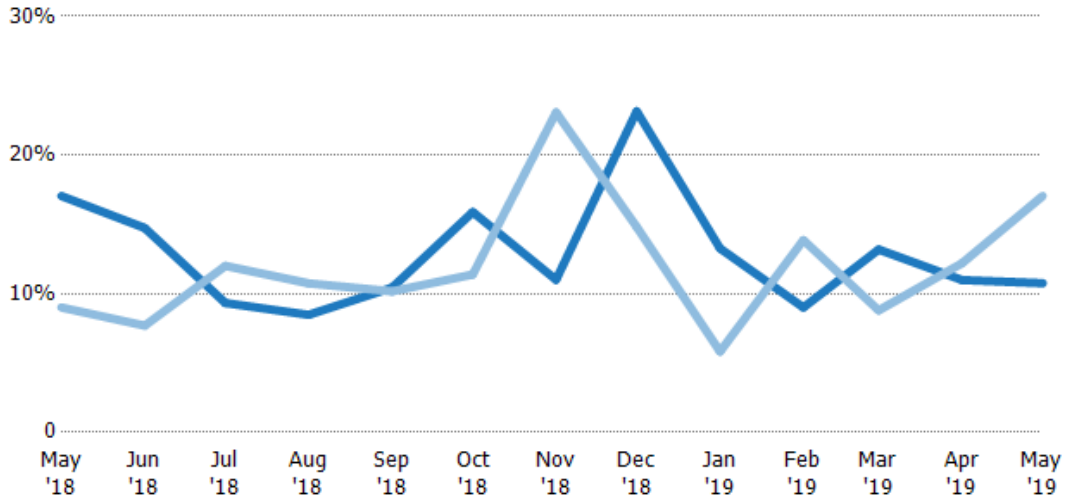
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	17%	15%	9%	8%	10%	16%	11%	23%	13%	9%	13%	11%	11%
Prior Year	9%	8%	12%	11%	10%	11%	23%	15%	6%	14%	9%	12%	17%
Change from Prior Year	-8%	-7%	3%	2%	0%	-5%	12%	-8%	-7%	5%	-4%	1%	6%

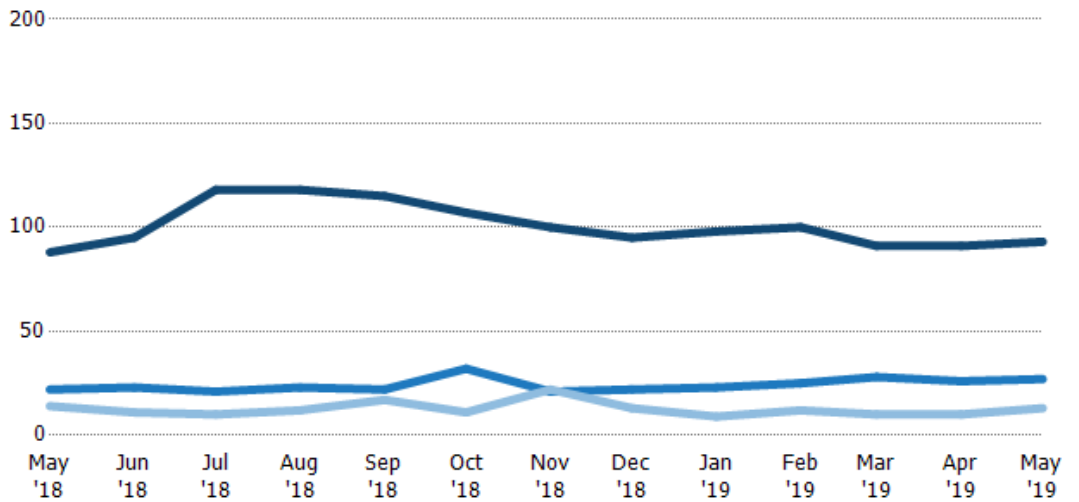
## Active/Pending/Sold Units

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Active	88	95	118	118	115	107	100	95	98	100	91	91	93
Pending	22	23	21	23	22	32	21	22	23	25	28	26	27
Sold	14	11	10	12	17	11	22	13	9	12	10	10	13

## New Pending Sales

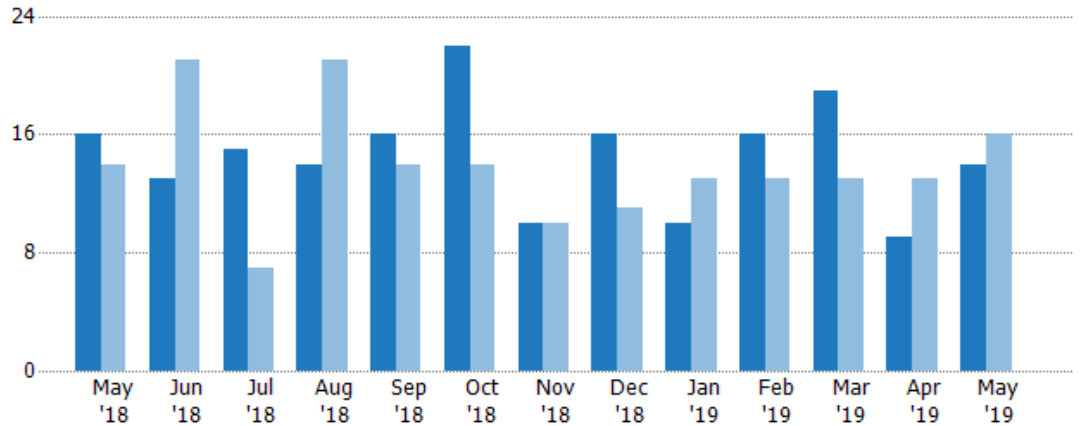
The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
May '19	14	-12.5%
May '18	16	14.3%
May '17	14	-50%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	16	13	15	14	16	22	10	16	10	16	19	9	14
Prior Year	14	21	7	21	14	14	10	11	13	13	13	13	16
Percent Change from Prior Year	14%	-38%	114%	-33%	14%	57%	0%	45%	-23%	23%	46%	-31%	-13%

## New Pending Sales Volume

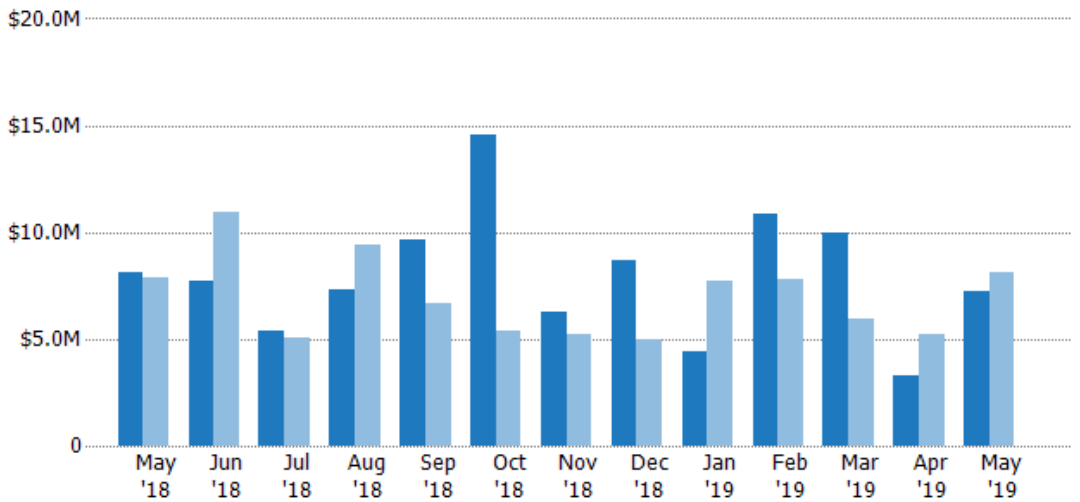
The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
May '19	\$7.25M	-11%
May '18	\$8.14M	3%
May '17	\$7.91M	-36.5%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$8.14M	\$7.73M	\$5.42M	\$7.3M	\$9.67M	\$14.5M	\$6.25M	\$8.65M	\$4.42M	\$10.9M	\$9.96M	\$3.27M	\$7.25M
Prior Year	\$7.91M	\$11M	\$5.03M	\$9.41M	\$6.68M	\$5.41M	\$5.25M	\$4.97M	\$7.72M	\$7.8M	\$5.93M	\$5.22M	\$8.14M
Percent Change from Prior Year	3%	-29%	8%	-22%	45%	169%	19%	74%	-43%	39%	68%	-37%	-11%



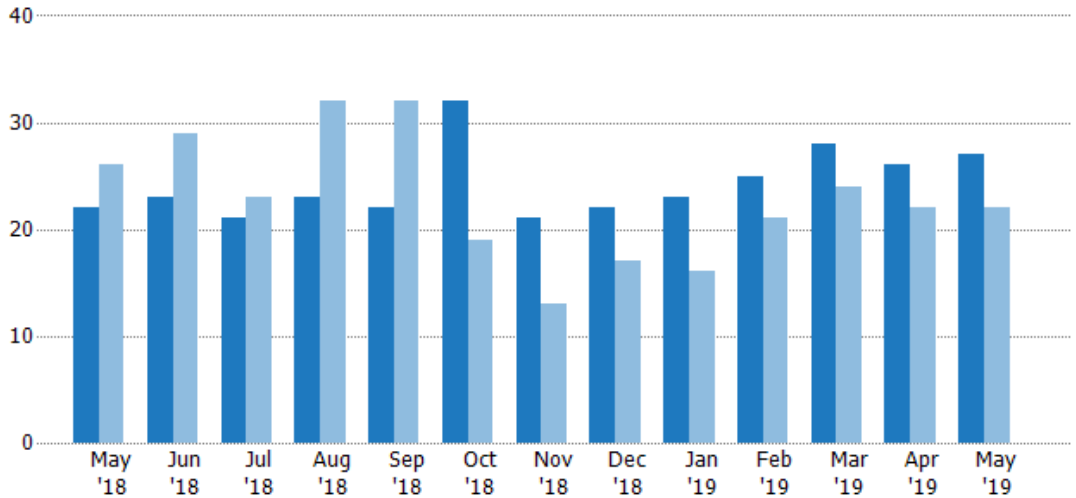
## Pending Sales

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.
May '19	27	22.7%
May '18	22	-15.4%
May '17	26	-42.3%

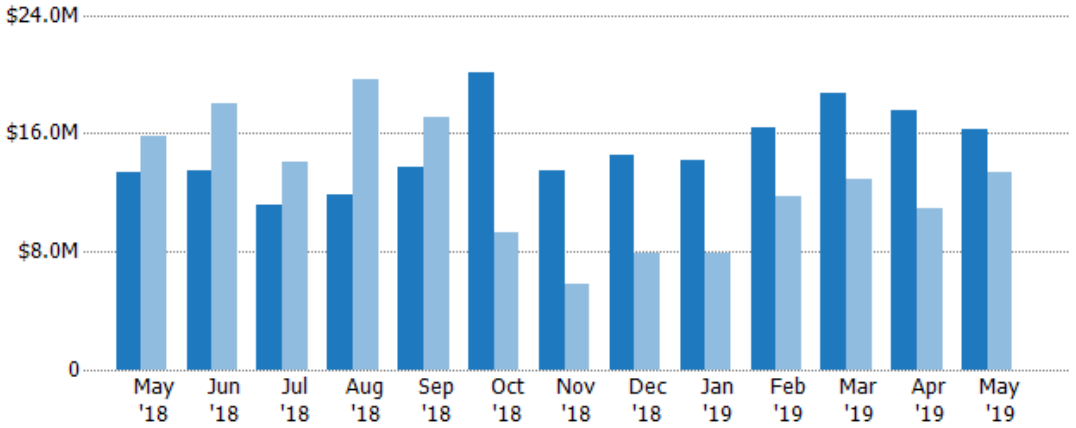
## Pending Sales Volume

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.
May '19	\$16.2M	21.6%
May '18	\$13.4M	-15.7%
May '17	\$15.8M	-46.9%

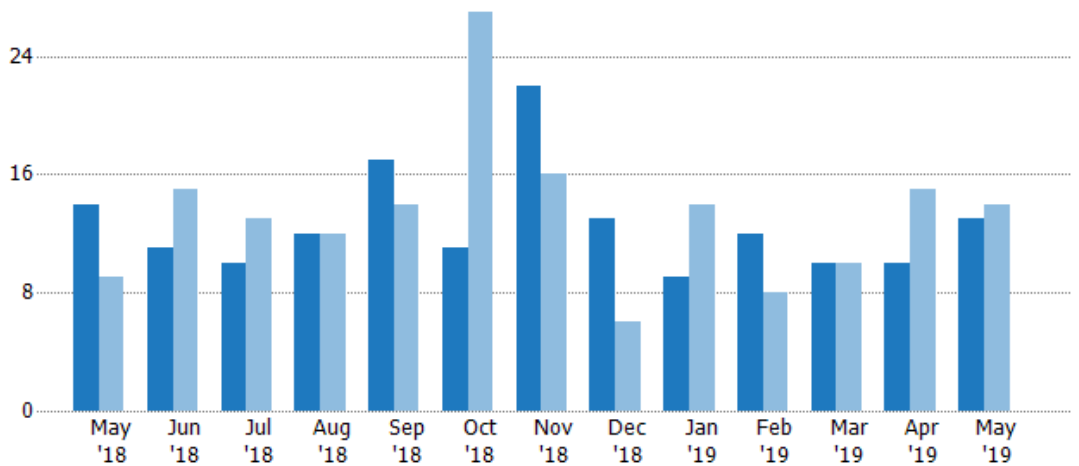
## Closed Sales

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.
May '19	13	-7.1%
May '18	14	55.6%
May '17	9	-11.1%

	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	14	11	10	12	17	11	22	13	9	12	10	10	13
Prior Year	9	15	13	12	14	27	16	6	14	8	10	15	14
Percent Change from Prior Year	56%	-27%	-23%	0%	21%	-59%	38%	117%	-36%	50%	0%	-33%	-7%

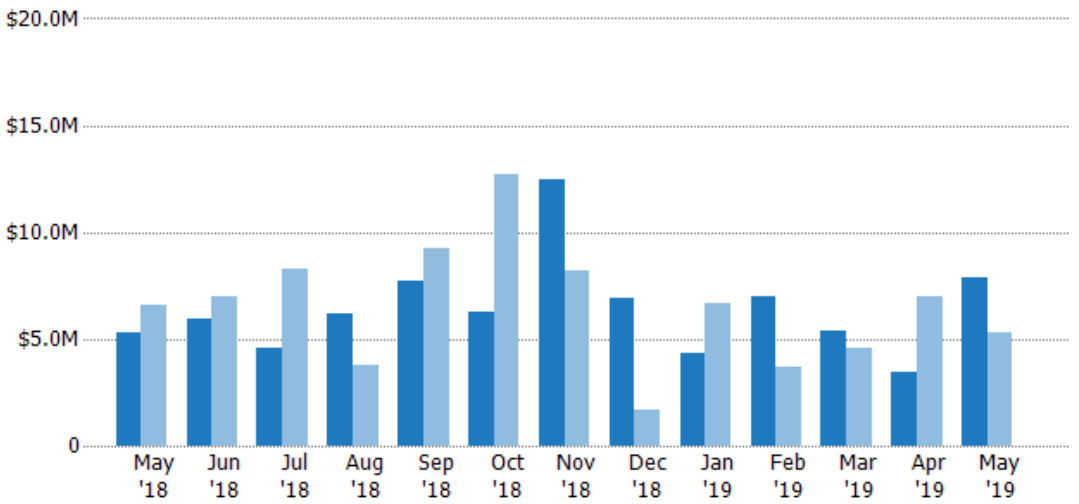
## Closed Sales Volume

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.
May '19	\$7.87M	49.1%
May '18	\$5.28M	-19.5%
May '17	\$6.56M	-24.4%

	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$5.28M	\$5.98M	\$4.58M	\$6.2M	\$7.7M	\$6.23M	\$12.5M	\$6.93M	\$4.37M	\$7.03M	\$5.39M	\$3.44M	\$7.87M
Prior Year	\$6.56M	\$6.98M	\$8.3M	\$3.77M	\$9.24M	\$12.7M	\$8.19M	\$1.7M	\$6.69M	\$3.67M	\$4.56M	\$7.03M	\$5.28M
Percent Change from Prior Year	-20%	-14%	-45%	65%	-17%	-51%	53%	309%	-35%	92%	18%	-51%	49%

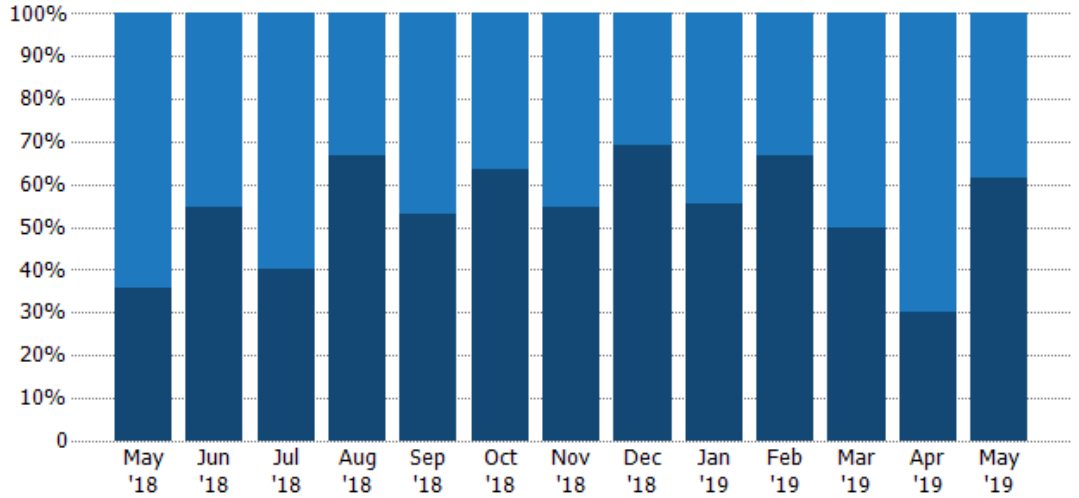
## Closed Sales by Property Type

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	64%	45%	60%	33%	47%	36%	45%	31%	44%	33%	50%	70%	38%
Single Family Residence	36%	55%	40%	67%	53%	64%	55%	69%	56%	67%	50%	30%	62%

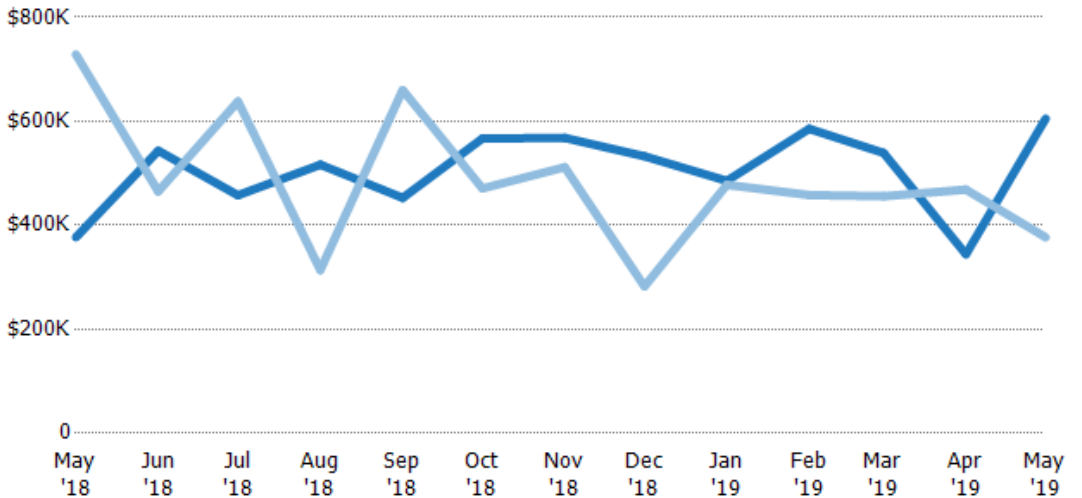
## Average Sales Price

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	\$377K	\$543K	\$458K	\$517K	\$453K	\$567K	\$568K	\$533K	\$486K	\$586K	\$539K	\$344K	\$605K
Prior Year	\$729K	\$465K	\$638K	\$314K	\$660K	\$471K	\$512K	\$283K	\$478K	\$458K	\$456K	\$469K	\$377K
Percent Change from Prior Year	-48%	17%	-28%	65%	-31%	20%	11%	89%	2%	28%	18%	-27%	61%

## Median Sales Price

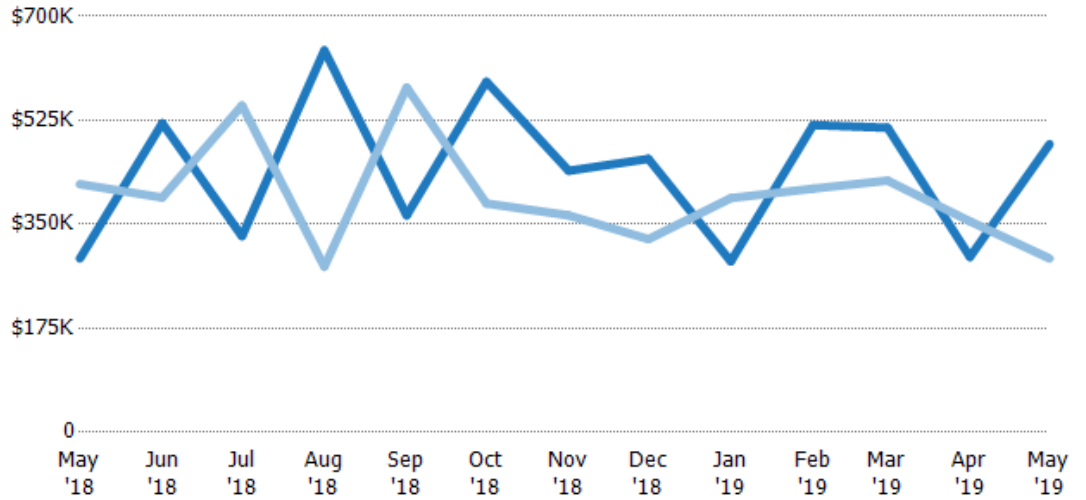
The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
May '19	\$485K	65.9%
May '18	\$292K	-30%
May '17	\$418K	-41.6%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$292K	\$520K	\$330K	\$643K	\$365K	\$590K	\$440K	\$460K	\$288K	\$517K	\$513K	\$295K	\$485K
Prior Year	\$418K	\$395K	\$550K	\$279K	\$580K	\$385K	\$365K	\$325K	\$394K	\$410K	\$424K	\$355K	\$292K
Percent Change from Prior Year	-30%	32%	-40%	131%	-37%	53%	21%	42%	-27%	26%	21%	-17%	66%

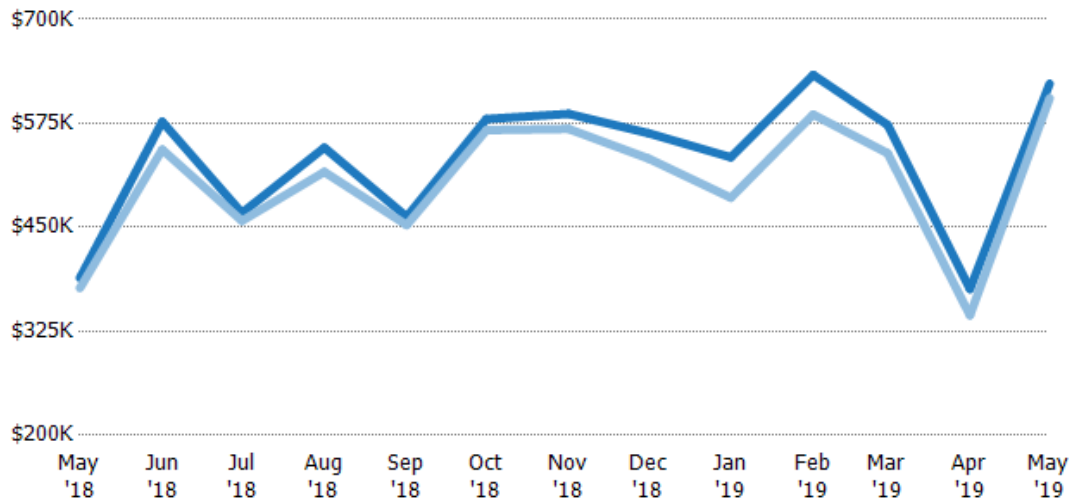
## Average Sales Price vs Average Listing Price

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg List Price	\$389K	\$577K	\$467K	\$546K	\$463K	\$580K	\$586K	\$563K	\$534K	\$633K	\$573K	\$376K	\$623K
Avg Sales Price	\$377K	\$543K	\$458K	\$517K	\$453K	\$567K	\$568K	\$533K	\$486K	\$586K	\$539K	\$344K	\$605K
Avg Sales Price as a % of Avg List Price	97%	94%	98%	95%	98%	98%	97%	95%	91%	92%	94%	92%	97%

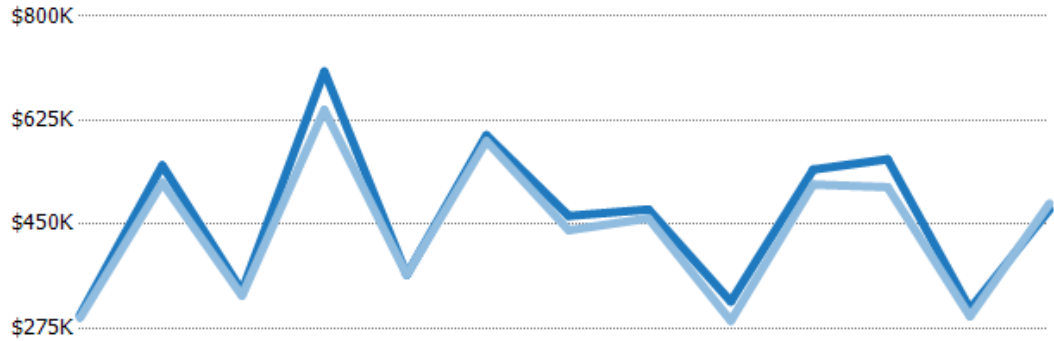
## Median Sales Price vs Median Listing Price

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median List Price	\$297K	\$549K	\$337K	\$707K	\$365K	\$600K	\$464K	\$475K	\$320K	\$542K	\$559K	\$307K	\$475K
Median Sales Price	\$292K	\$520K	\$330K	\$643K	\$365K	\$590K	\$440K	\$460K	\$288K	\$517K	\$513K	\$295K	\$485K
Med Sales Price as a % of Med List Price	98%	95%	98%	91%	100%	98%	95%	97%	90%	95%	92%	96%	102%

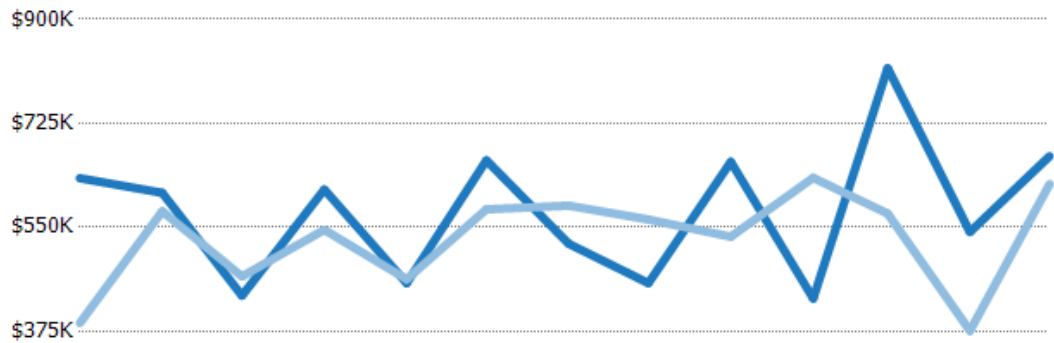
## Average Sales Price vs Average Est Value

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$633K	\$608K	\$435K	\$614K	\$456K	\$663K	\$522K	\$456K	\$660K	\$430K	\$818K	\$542K	\$670K
Avg Sales Price	\$389K	\$577K	\$467K	\$546K	\$463K	\$580K	\$586K	\$563K	\$534K	\$633K	\$573K	\$376K	\$623K
Avg Sales Price as a % of Avg Est Value	61%	95%	107%	89%	101%	88%	112%	123%	81%	147%	70%	69%	93%

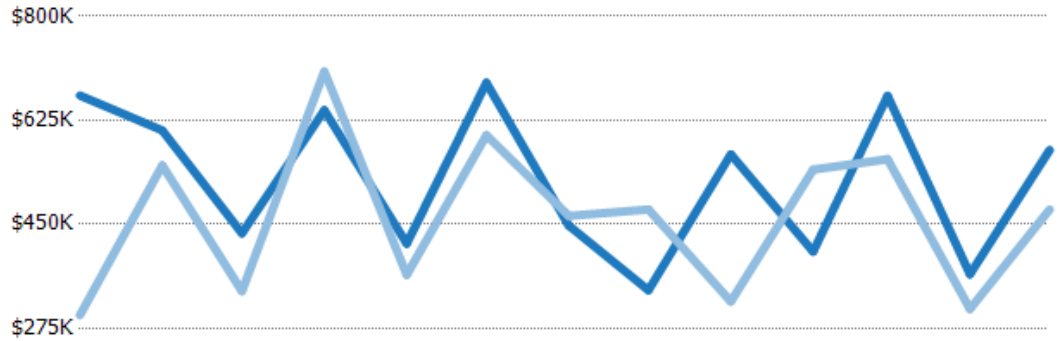
## Median Sales Price vs Median Est Value

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



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Median Est Value	\$667K	\$608K	\$435K	\$642K	\$417K	\$688K	\$448K	\$339K	\$568K	\$404K	\$666K	\$366K	\$575K
Median Sales Price	\$297K	\$549K	\$337K	\$707K	\$365K	\$600K	\$464K	\$475K	\$320K	\$542K	\$559K	\$307K	\$475K
Med Sales Price as a % of Med Est Value	45%	90%	78%	110%	87%	87%	104%	140%	56%	134%	84%	84%	83%