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	Aug 2018	Aug 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	24	-25%	18	24	-25%
New Listing Volume	\$10,571,800	\$15,695,900	-32.6%	\$10,571,800	\$15,695,900	-32.6%
Active Listing Count	110	134	-17.9%	110	134	-17.9%
Active Listing Volume	\$87,449,600	\$97,953,850	-10.7%	\$87,449,600	\$97,953,850	-10.7%
Average Listing Price	\$794,996	\$730,999	+8.8%	\$794,996	\$730,999	+8.8%
Median Listing Price	\$597,000	\$549,000	+8.7%	\$597,000	\$549,000	+8.7%
Median Daysin RPR	81.5	120.5	-32.4%	81.5	120.5	-32.4%
Months of Inventory	_	_	-	8.5	12.2	-30.5%
Absorption Rate	_	_	+-	11.82%	8.21%	+3.6%
Sales Activity Charts Metrics						
New Pending Sales Count	14	21	-33.3%	14	21	-33.3%
New Pending Sales Volume	\$7,295,000	\$9,409,450	-22.5%	\$7,295,000	\$9,409,450	-22.5%
Pending Sales Count	23	31	-25.8%	23	31	-25.8%
Pending Sales Volume	\$11,891,900	\$18,832,300	-36.9%	\$11,891,900	\$18,832,300	-36.9%
Closed Sales Count	12	13	-7.7%	12	13	-7.7%
Closed Sales Volume	\$6,989,500	\$4,311,210	+62.1%	\$6,989,500	\$4,311,210	+62.1%
Average Sales Price	\$582,458	\$331,632	+75.6%	\$582,458	\$331,632	+75.6%
Median Sales Price	\$661,500	\$315,000	+110%	\$661,500	\$315,000	+110%





New Listings

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

Filters Used

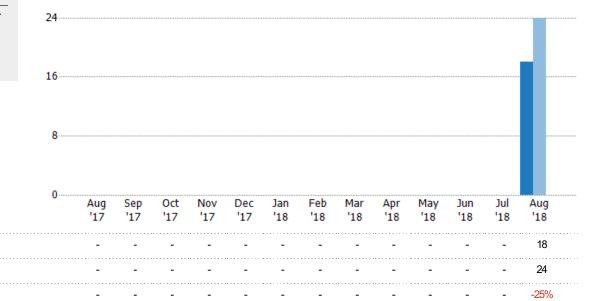
Current Year

Prior Year

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type: Condo/Townhouse/Apt, Single

Family Residence



New Listing Volume

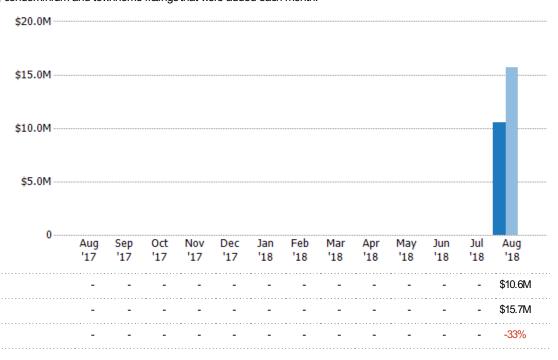
Percent Change from Prior Year

The sum of the listing price of 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





Current Year

Percent Change from Prior Year



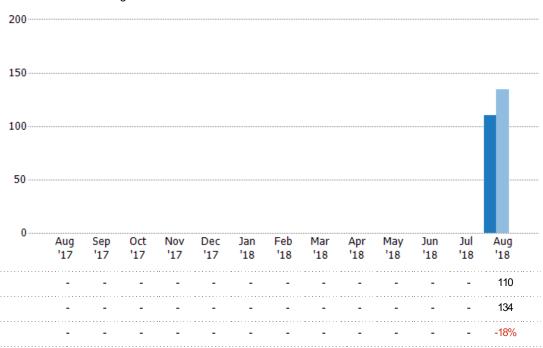
Active Listings

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

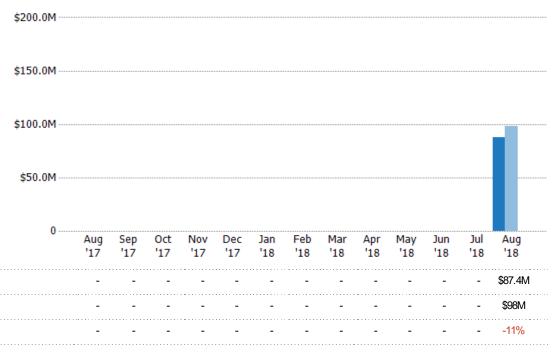
The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used
ZIP: Moscow, VT 05662, Stowe, VT 05672
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.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

\$800K
\$600K
\$400K
\$200K

 							'18	'18	'18	'18	'18	18
-	-	-	-	-	-	-	-	-		-	-	\$795K
 -	-	-	-	-	-	-	-	-	-	-	-	\$731K

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.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

\$600K	
\$450K	
\$300K	
\$150K	

	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$597K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$549K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%



\$795K

94%

Avg Est Value

Avg Listing Price

Market Data Report

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

	Sep '17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18
	Sen		1407		Jan	1 60	i-iai	- Api	i-lay	Juli	Jui	Aug
0												
225K												
450K												
0/JK												
675V												
47EV												

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.

Eilters Used
ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single

Med Listing Price as a % of Med Est Value

Family Residence

Median Est Value

Median Listing Price

Avg Listing Price as a % of Avg Est Value

\$350K	\$175K	 	 	 	 	 	
\$350K	\$350K	 	 				
\$525K	4525 10						





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

U												
0												
Λ												
0												
0												
0									Mav			
) Nug											Jul	Α
) Nug	Sep	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	Mav	Jun '18	Jul '18	A
0	Sep	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	A

Months of Inventory

Percent Change from Prior Year

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

20

Filters Used

Current Year
Prior Year

ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence

15		 	 							•••••
10		 	 							
5										
0		 	 							
•	Sep '17					Apr	May	Jun	Jul	Aug '18
•				Feb '18	Mar '18	Apr	May '18	Jun	Jul	Aug
•				Feb '18	Mar '18	Apr '18	May '18	Jun	Jul	Aug '18

Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

 $\ensuremath{\mathbb{ZIP}}$: Moscow, VT 05662, Stowe, VT 05672

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

15%

10%

0												
Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
-	-	-	-	-	-	-	-	-	-	-		9%
-	-	-	-	-	-	-		-	-	-	-	10%
-	-	-	-	-	-	-	-	-	-	-	- -	1%

Active/Pending/Sold Units

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

100

Filters Used

Current Year Prior Year

Change from Prior Year

ZIP: Moscow, VT 05662, Stowe, VT Property Type: Condo/Townhouse/Apt, Single Family Residence

200
150

50

,	Aug '17	Sep	Oct	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
	-	-	-	-	-	-	-	-	-	-	-	-	110
	-	-	-	-	-	-	-	-	-	-	-	-	23
	-	-	-	-	-	-	-	-	-	-	-	-	12



Active Pending

Sold





New Pending Sales

Family Residence

Current Year

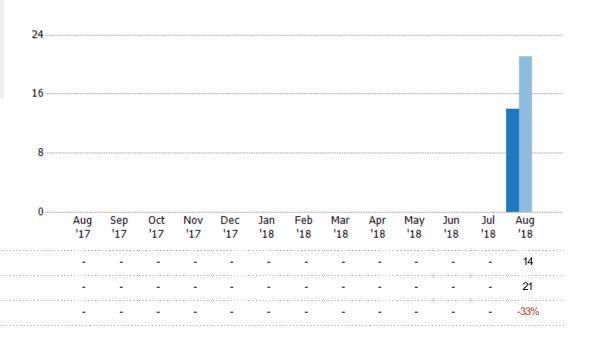
Prior Year

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single



New Pending Sales Volume

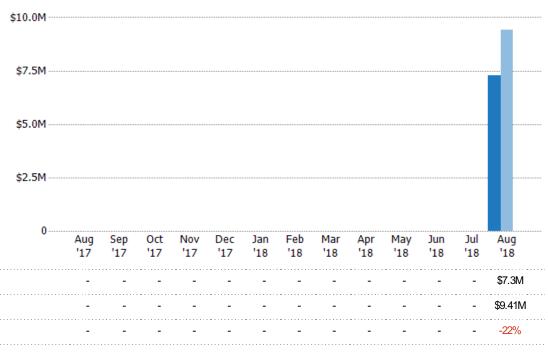
Percent Change from Prior Year

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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





Current Year

Percent Change from Prior Year





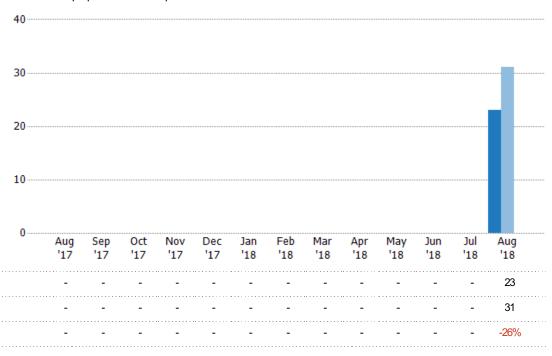
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Pending Sales Volume

Percent Change from Prior Year

Current Year

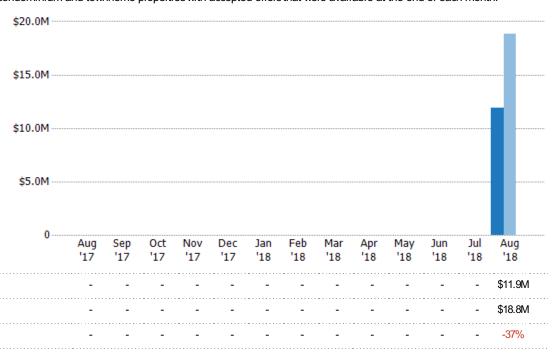
Prior Year

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.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Current Year

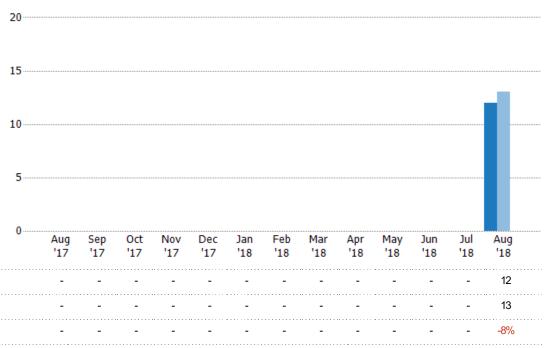
Percent Change from Prior Year



Closed Sales

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

Filters Used
ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Closed Sales Volume

Percent Change from Prior Year

Current Year

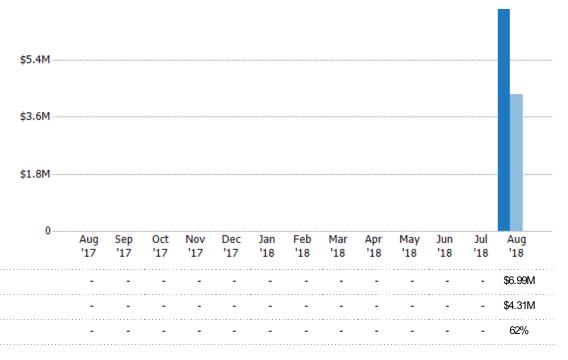
Prior Year

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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





Current Year

Percent Change from Prior Year

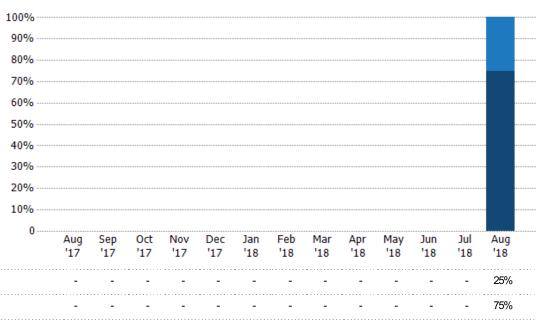


Closed Sales by Property Type

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672 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

Current Year
Prior Year

ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$600K												
\$450K												
\$300K												
\$150K												•••••
_			Nov '17			Feb	Mar	Apr		Jun	Jul '18	Aug '18
-	-	-	-	-	-	-	-	-	-	-	-	\$582K
-	-	-	-	-	-	-	-	-	-	-	-	\$332K
-	-	-	-	-	-	-	-	-	- -	-	-	76%







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.

\$700K

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

\$525K
\$350K

\$175K

0 Aug '17	Sen	Oct	Nov	Dec '17	lan	Feb	Mar	Apr '18	May '18	Jun '18	Jul	Aug '18
-	-	- -	- -	- -	-	-			-	-		\$662K
-	-	-	-	-	-	-	-	-	-	-	-	\$315K
- -	-	-	- -	-	-	-	-	-	-	-	-	110%

Average Sales Price vs Average Listing Price

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

\$700K

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Percent Change from Prior Year

\$525K \$350K \$175K

	0												
	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$622K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$582K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%





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

\$600K ·····												
\$400K												
\$200K												
0												
Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
-	-	-	-	-	-	-	-	-	-	-	-	\$707K
-	-	-	-	-	-	-	-	-	-	-	-	\$662K

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, V 05672

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est '

#EDEK								
\$525K				 				
\$350K				 	 	 	 	
44.751/								
% I / 5K								
\$175K								
0				 	 	 	 	
0				 	 		 	
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 0 Aug '17	Sep '17 -	0ct '17 -	Nov '17 -	 Jan '18 -	 	 	 	Aug '18



Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

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.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Med Sales Price as a % of Med Est Value

10K								 		
0K	 							 		
0K	 							 		
00K	 									************
0	 							 		
0	 								Jul	Αι
0 Aug	 0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	 Jun '18	Jul '18	Au '1



