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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	14	13	+7.7%	14	13	+7.7%
New Listing Volume	\$8,716,000	\$10,826,000	-19.5%	\$8,716,000	\$10,826,000	-19.5%
Active Listing Count	88	107	-17.8%	NA	NA	
Active Listing Volume	\$78,941,500	\$84,312,500	-6.4%	NA	NA	
Average Listing Price	\$897,063	\$787,967	+13.8%	\$897,063	\$787,967	+13.8%
Median Listing Price	\$605,000	\$615,000	-1.6%	\$605,000	\$615,000	-1.6%
Median Daysin RPR	173.5	156	+11.2%	173.5	156	+11.2%
Months of Inventory	_	_	-	14.7	17.8	-17.8%
Absorption Rate	_	_	+_	6.82%	5.61%	+1.2%
Sales Activity Charts Metrics				••••		
New Pending Sales Count	18	11	+63.6%	18	11	+63.6%
New Pending Sales Volume	\$9,290,000	\$4,971,000	+86.9%	\$9,290,000	\$4,971,000	+86.9%
Pending Sales Count	25	15	+66.7%	NA	NA	
Pending Sales Volume	\$15,969,000	\$7,139,000	+123.7%	NA	NA	
Cloæd Sales Count	12	6	+100%	12	6	+100%
Closed Sales Volume	\$6,465,000	\$1,695,000	+281.4%	\$6,465,000	\$1,695,000	+281.4%
Average Sales Price	\$538,750	\$282,500	+90.7%	\$538,750	\$282,500	+90.7%
Median Sales Price	\$423,500	\$325,000	+30.3%	\$423,500	\$325,000	+30.3%







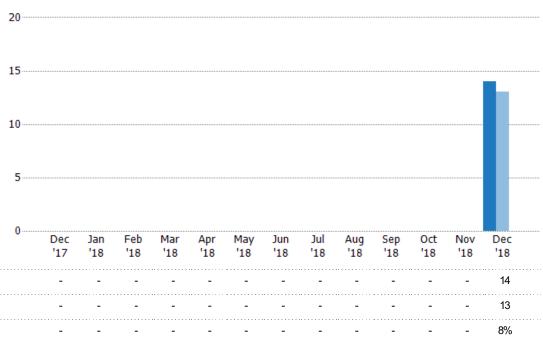
New Listings

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



New Listing Volume

Family Residence

Current Year

Percent Change from Prior Year

Prior Year

Percent Change from Prior Year

Current Year

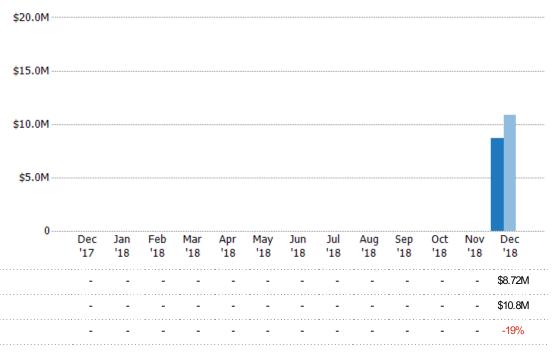
Prior Year

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







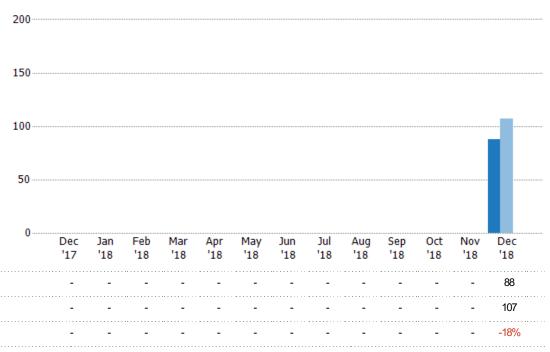
Active Listings

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



Active Listing Volume

Percent Change from Prior Year

Current Year

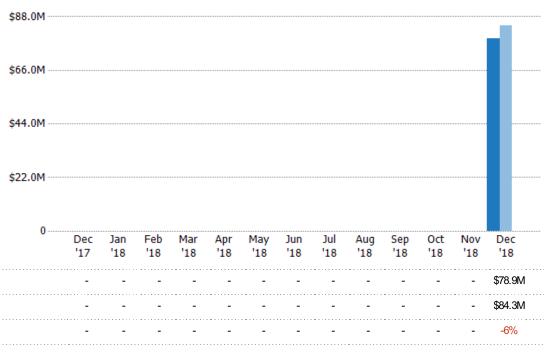
Prior Year

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

Percent Change from Prior Year





Average Listing Price

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

Filters Used	\$900K												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$675K												
	\$450K												
	\$225K												
	•												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$897K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$788K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%

Median Listing Price

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

¢700K

Filters Used

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

\$7000	
\$525K	
\$350K	
\$175K	

	0												
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	_	-	-	-	-	-	-	-	-	-	-	-	\$605K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$615K
Percent Change from Prior Year	=	-	-	-	-	-	-	-	-	-	-	-	-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

0K)K
0K												
)K
0												0
Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	Nov '18	Oct '18	Sep '18	Aug '18	Jul '18	Jun '18	May '18	Apr '18	Mar '18	Feb '18	Jan '18	Dec '17
	- ;		-	-	-	-	-	-	-	- -	-	- -
					-	-	-	-	-	-	-	-

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

Avg Est Value

Avg Listing Price

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

Avg Listing Price as a % of Avg Est Value

50K	 										
25K	 										
-	Feh	Mar	Δnr	Mav	lun	1111	ΔΠΠ	Sen	1111	INOV	
0 Dec '17	Feb '18	Mar '18	Apr '18	May '18	Jun '18	'18	'18	Sep '18	Oct '18	Nov '18	Dec '18
Dec	Feb '18	Mar '18	Apr '18	May '18	Jun '18	'18 -	'18	'18	'18		
Dec	Feb '18	Mar '18 -	Apr '18 -	May '18	Jun '18	'18	'18	'18	'18 -	'18	'18



Median Est Value

Median Listing Price

Med Listing Price as a $\%\,\mathrm{of}\,$ Med Est Value



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

											,
'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	De
		-	_	-	-	-	-	-	-	-	17
-											
	Jan '18	Jan Feb '18 '18	Jan Feb Mar '18 '18 '18	Jan Feb Mar Apr '18 '18 '18 '18	Jan Feb Mar Apr May '18 '18 '18 '18 '18	Jan Feb Mar Apr May Jun '18 '18 '18 '18 '18	Jan Feb Mar Apr May Jun Jul '18 '18 '18 '18 '18 '18	Jan Feb Mar Apr May Jun Jul Aug '18 '18 '18 '18 '18 '18 '18	Jan Feb Mar Apr May Jun Jul Aug Sep '18 '18 '18 '18 '18 '18 '18 '18	Jan Feb Mar Apr May Jun Jul Aug Sep Oct '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	

Months of Inventory

Percent Change from Prior Year

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

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

											•••••
											•••••
											_
'18	'18	Mar '18	'18	Мау '18	'18	'18	'18	'18	'18		Dec '18
-	-	-	-	-	-	-	-	-	-	-	4
-	-	-	-	-	-	-	-	-	-	-	6.69
	_	_			_		_		_		-40%
		Jan Feb '18 '18	Jan Feb Mar '18 '18 '18	Jan Feb Mar Apr '18 '18 '18 '18	Jan Feb Mar Apr May '18 '18 '18 '18	Jan Feb Mar Apr May Jun '18 '18 '18 '18 '18	Jan Feb Mar Apr May Jun Jul '18 '18 '18 '18 '18 '18	Jan Feb Mar Apr May Jun Jul Aug '18 '18 '18 '18 '18 '18 '18	Jan Feb Mar Apr May Jun Jul Aug Sep '18 '18 '18 '18 '18 '18 '18	Jan Feb Mar Apr May Jun Jul Aug Sep Oct '18 '18 '18 '18 '18 '18 '18 '18 '18 -	Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov '18 '18 '18 '18 '18 '18 '18 '18 '18 '18



Current Year
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

30%	

20%

10%

0													
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	
 -	-	-	-	-	-	-	-	_	-	-	-	25%	
-	-	-	-	-	-	-	-	-	-	-	-	15%	
 -	-	-	-	-	-	-	-	-	-	-	-	-10%	

Active/Pending/Sold Units

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

45

23

Filters Used

Current Year Prior Year

Change from Prior Year

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

90	
68	

0													
Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	
 -	-	-	-	-	-	-	-	-	-	-	-	88	
 -	-	-	-	_	-	-	-	-	-	-	-	25	
 _	-	-	- -		- -	-	_	<u>-</u>	_	-	- -	12	



Active Pending

Sold



Current Year

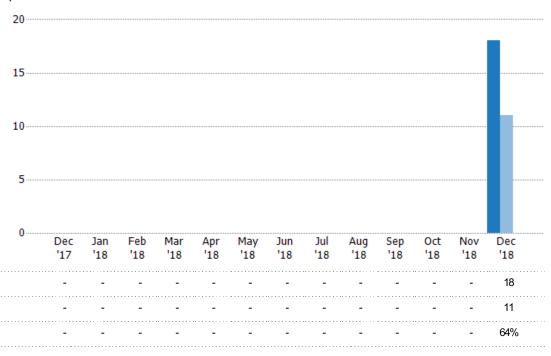
Prior Year

Market Data Report

New Pending Sales

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

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



New Pending Sales Volume

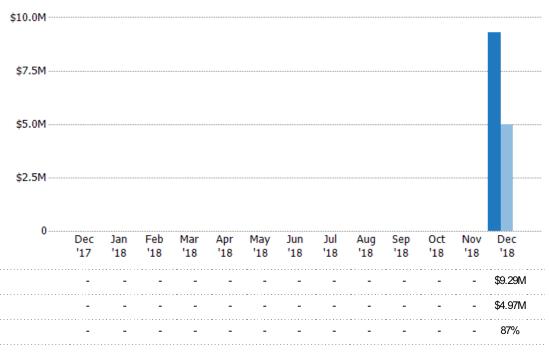
Percent Change from Prior Year

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

Eilters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Current Year

Percent Change from Prior Year

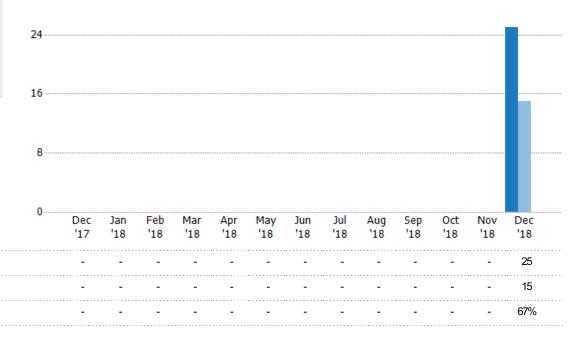
Pending Sales

The number of 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



Pending Sales Volume

Percent Change from Prior Year

Current Year

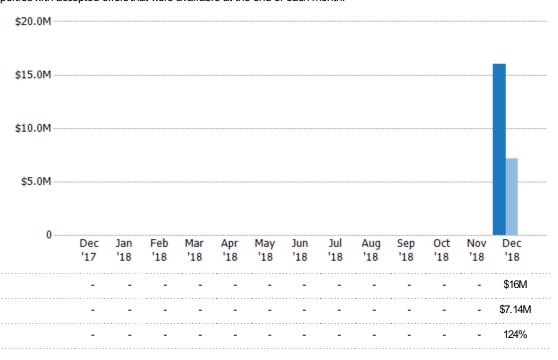
Prior Year

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





Current Year

Percent Change from Prior Year



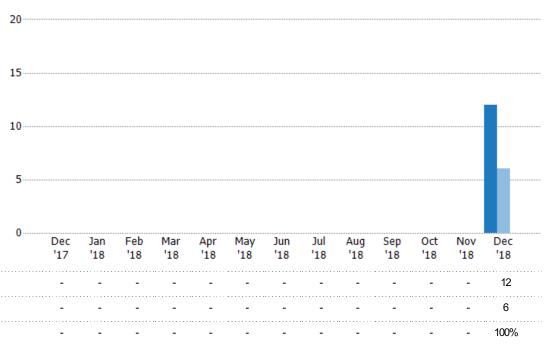


Closed Sales

The total number of residential properties sold each month.

Filters Used
ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:

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



Closed Sales Volume

Percent Change from Prior Year

Current Year

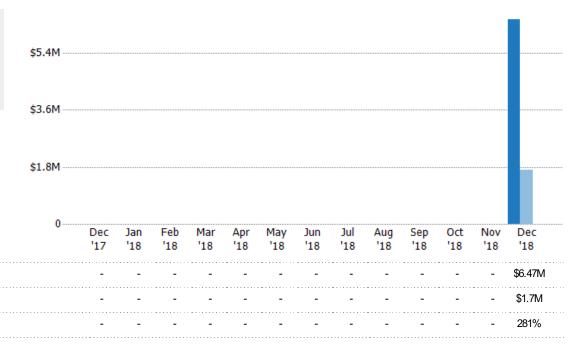
Prior Year

The sum of the sales price of residential 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



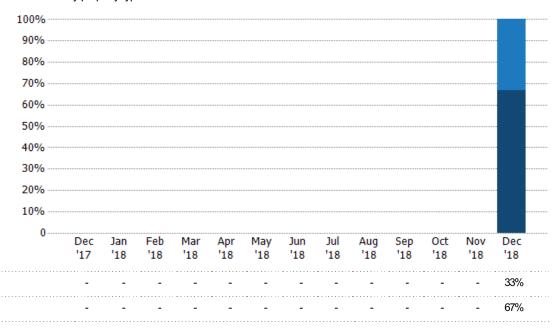
Closed Sales by Property Type

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type:

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



Average Sales Price

Single Family Residence

Condo/Townhouse

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

Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
 -	-	-	-	-	-	-		-		-	-	\$539K
 -	-	-	-	-	-	-		-	-	-	-	\$283K
 -	-	-	-	-	-	-	-	-	- -	-	-	91%



Current Year
Prior Year

Percent Change from Prior Year





Median Sales Price

Family Residence

Current Year

Prior Year

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

\$375K _______

\$125K

0... Dec Feb May Jun Aug Sep Nov Dec '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 '18 \$424K \$325K 30%

Average Sales Price vs Average Listing Price

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

\$250K

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

Percent Change from Prior Year

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

Avg Sales Price as a % of Avg List Price

JK.												
)K												
)K												
וע												
)K												
0												
0 Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	0ct	Nov	
0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '18	Aug	Sep	0ct	Nov	
0 Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '18	Aug '18	Sep	0ct	Nov '18	



Avg List Price

Avg Sales Price



\$424K

97%



Median List Price

Median Sales Price

Market Data Report

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

\$500K												
\$375K												
\$250K												
\$125K												
0 Dec								Aug		Oct	Nov	 Dec
'17	'18	'18	'18	'18	'18	'18	'18	Aug '18	'18		'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$435K

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.

\$600K

Eilters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single

Avg Sales Price as a % of Avg Est Value

Family Residence

Avg Est Value

Avg Sales Price

Med Sales Price as a % of Med List Price

<u>π</u>

0K												
0K												
0 Dec		Feb			May						Nov	De
•	Jan	Feb	Mar	Apr	May '18	Jun	Jul	Aug	Sep	0ct		De
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	De '1
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct '18	Nov '18	De '11







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

75K	 	 								
50K	 	 								
25K	 	 								
25K	 	 								
0										
0										
0		 Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	
0		 Apr '18		Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	[



