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	Jul 2018	Jul 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	35	21	+66.7%	35	21	+66.7%
New Listing Volume	\$22,886,900	\$12,795,300	+78.9%	\$22,886,900	\$12,795,300	+78.9%
Active Listing Count	104	142	-26.8%	104	142	-26.8%
Active Listing Volume	\$82,278,200	\$104,779,200	-21.5%	\$82,278,200	\$104,779,200	-21.5%
Average Listing Price	\$791,137	\$737,882	+7.2%	\$791,137	\$737,882	+7.2%
Median Listing Price	\$599,450	\$549,000	+9.2%	\$599,450	\$549,000	+9.2%
Median Daysin RPR	75	119	-37%	75	119	-37%
Months of Inventory	_	_	-	7.4	15.8	-52.9%
Absorption Rate	_	_	+-	13.46%	6.34%	+7.1%
Sales Activity Charts Metrics					•••••	
New Pending Sales Count	14	8	+75%	14	8	+75%
New Pending Sales Volume	\$5,079,900	\$5,599,500	-9.3%	\$5,079,900	\$5,599,500	-9.3%
Pending Sales Count	21	24	-12.5%	21	24	-12.5%
Pending Sales Volume	\$12,545,900	\$14,685,000	-14.6%	\$12,545,900	\$14,685,000	-14.6%
Closed Sales Count	10	14	-28.6%	10	14	-28.6%
Closed Sales Volume	\$4,576,900	\$8,526,200	-46.3%	\$4,576,900	\$8,526,200	-46.3%
Average Sales Price	\$457,690	\$609,014	-24.8%	\$457,690	\$609,014	-24.8%
Median Sales Price	\$329,950	\$510,000	-35.3%	\$329,950	\$510,000	-35.3%

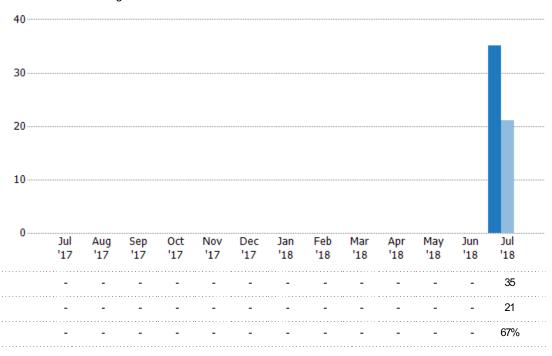




New Listings

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

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



New Listing Volume

Percent Change from Prior Year

Current Year

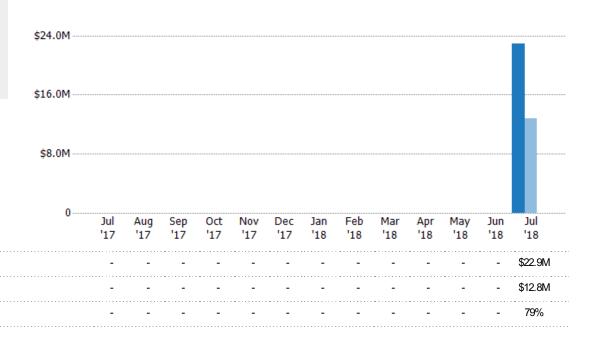
Prior Year

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





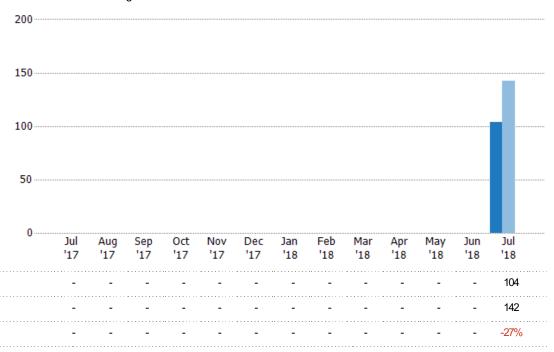
Active Listings

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT

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



Active Listing Volume

Percent Change from Prior Year

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

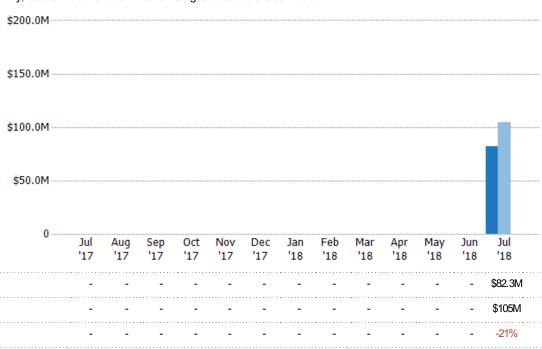
Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year





Current Year





Average Listing Price

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

\$800K

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

\$600K ··	
\$400K ···	
\$200K ···	

Jul '17	Aug '17	Sep	Oct	Nov	Dec '17	Jan	Feb	Mar	Apr	May	Jun	1ul
-	-	-	-	-	-	-	-	-	-	-	-	\$791K
-	-	-	-	-	-	-	-	-	-		-	\$738K
-	-	-	-	-	-	-	-	-	-	-	-	7%

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.

Eilters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

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

	0												
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$599K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$549K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%





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.

\$900K

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

|--|--|

	0 Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$858K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$791K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	92%

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.

\$800K

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

500K		 	 	 	 			
100K		 	 	 	 			•••••
200K		 	 	 	 			
_	Λυσ							
_	Aug '17				Apr	May '18	Jun '18	Jul '18
•					Apr	May	Jun	Jul '18
•					Apr	May	Jun	Jul



Median Est Value

Median Listing Price

Med Listing Price as a % 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

0										
Λ										
0	 	 								
0	 	 								•••••
) Jul	 	 						May	Jun	
) Jul	 	 Nov '17	Dec '17	Jan '18	Feb '18					
) Jul	 	 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun	
0	 	 Nov '17	Dec '17	Jan '18 -	Feb '18		Apr '18	May	Jun '18 -	

Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

Percent Change from Prior Year

23												
15												
8												
0												
0	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	
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
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



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

15%
10%

Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
-	-	-	-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-			-	-	11%
-	-	-	- -	-	-	-	-	-	-	-	-	0%

Active/Pending/Sold Units

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

Filters Used

Current Year Prior Year

Change from Prior Year

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

- 	- 	- 	- 	- 	- -	- 	- 	- 	- - -	- 	- 	10
-	-	-	-	-	-	-	-	-	-	-	-	104
Jul	Aug '17	_		Nov '17						May '18	Jun '18	Jul '18
50												
100												
150												
200												



Active Pending

Sold



Current Year

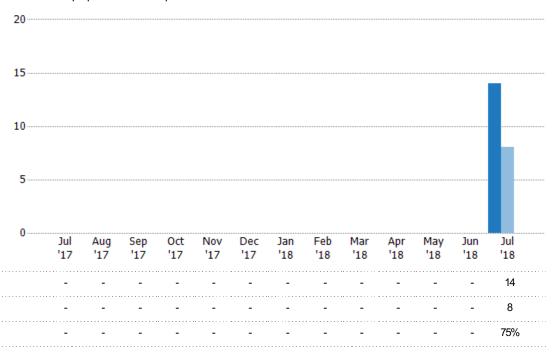
Prior Year

Market Data Report

New Pending Sales

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



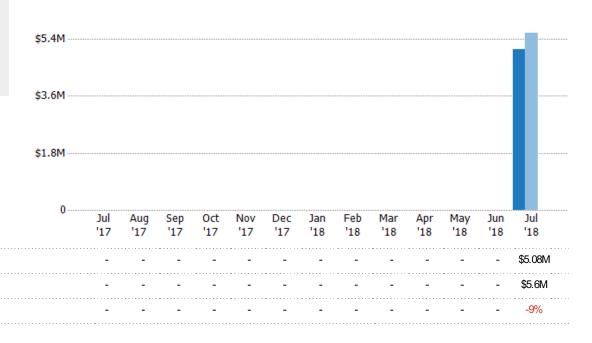


New Pending Sales Volume

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.

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



Current Year

Percent Change from Prior Year



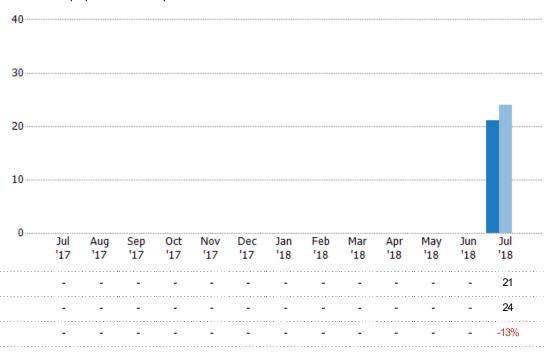
Pending Sales

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

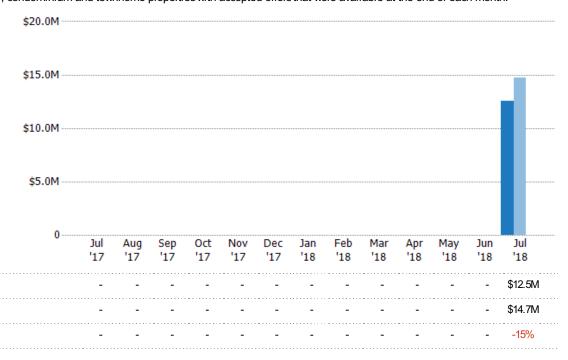
Percent Change from Prior Year

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.

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





Current Year

Percent Change from Prior Year





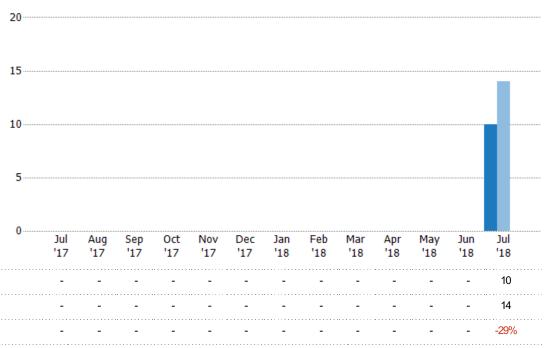
Closed Sales

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

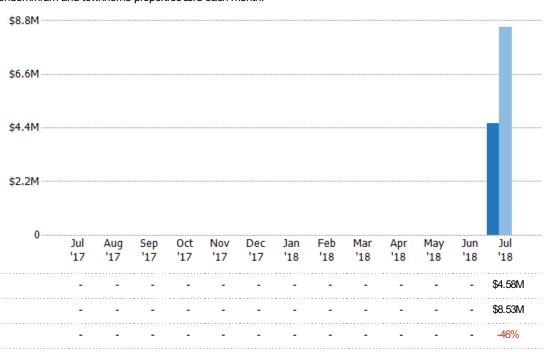
Prior Year

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

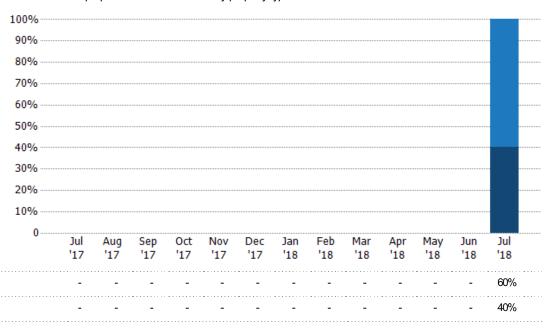


Closed Sales by Property Type

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

\$700K \$525K \$350K \$175K 0 Aug Jul Sep 0ct Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '17 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18 \$458K \$609K





-25%



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.

\$600K

\$150K

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

\$450K	
\$300K	

un Ju 18 '1	Jun '18	May	Apr	Mar						_	_	
l8 '1	'12			i-iui	Feb	Jan	Dec	Nov	0ct	Sep	Aug	Jul
	10	'18	'18	'18	'18	'18	'17	'17	'17	'17	'17	'17
- \$33	-	-	-	-	-	-	-	-	-	=	=	-
- \$51	-	-	-	-	-	-	-	-	-	-	-	-
		- -	- -	- 	- -	- -	- -	- -	- - -	- 	-	- -

Average Sales Price vs Average Listing Price

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

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

Percent Change from Prior Year

\$500K	
\$375K	
\$250K	
\$125K	

	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$467K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$458K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	98%







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.

\$400K

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

\$300K	
\$200K	
\$100K	

-	-	-		-	-	-	-	\$337K
 -	-	-	-	-	-	-	-	\$330K

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.

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

Family Residence

Med Sales Price as a % of Med List Price

\$375K \$250K \$125K

	0													
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	
wg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$435K	
wg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$467K	
wg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	107%	



Av



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

Median Sales Price

Med Sales Price as a % of Med Est Value

75K	 										
0K	 										
25K	 										
25K											
0	 					Feb	Mar	Apr	May	Jun	Ju
0			Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Ju '18
0	 		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May	Jun '18	Ju '18
0	 	0ct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Ju '18



