

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+/-	YTD 2017	YTD 2018	+/-	Jun 2017	Jun 2018	Key Metrics
						Listing Activity Charts Metrics
-37.5%	32	20	-37.5%	32	20	New Listing Count
-35.9%	\$21,192,500	\$13,585,000	-35.9%	\$21,192,500	\$13,585,000	New Listing Volume
-	-	138	-	-	138	Active Listing Count
-	-	\$114,964,400	-	-	\$114,964,400	Active Listing Volume
-	-	\$833,075	-	-	\$833,075	Average Listing Price
-	_	\$572,500	-	_	\$572,500	Median Listing Price
_	_	146	-	_	146	Median Daysin RPR
-	10.6	_	-	_	_	Months of Inventory
-	9.42%	_	-	_	_	Absorption Rate
						Sales Activity Charts Metrics
-33.3%	21	14	-33.3%	21	14	New Pending Sales Count
-29.5%	\$10,955,400	\$7,728,900	-29.5%	\$10,955,400	\$7,728,900	New Pending Sales Volume
-	_	31	-	-	31	Pending Sales Count
-	_	\$18,516,500	-	_	\$18,516,500	Pending Sales Volume
-46.7%	15	8	-46.7%	15	8	Closed Sales Count
-33.7%	\$6,977,000	\$4,622,500	-33.7%	\$6,977,000	\$4,622,500	Closed Sales Volume
+24.2%	\$465,133	\$577,813	+24.2%	\$465,133	\$577,813	Average Sales Price
+35.4%	\$395,000	\$535,000	+35.4%	\$395,000	\$535,000	Median Sales Price





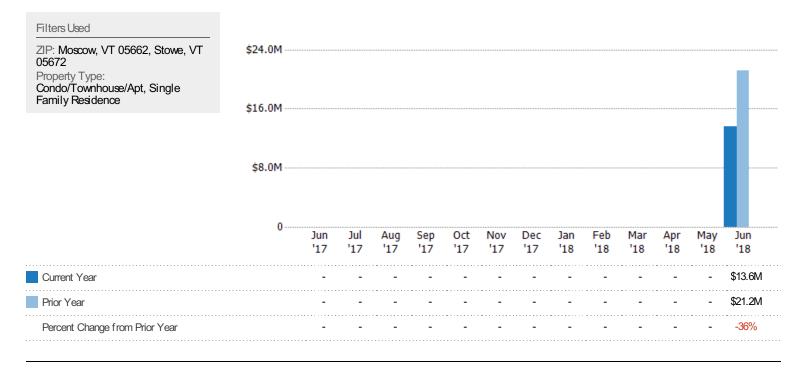
### New Listings

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

Filters Used	40														
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	30														
	20														
	10														
	0	Jun	Jul	Aug			Nov		Jan	Feb		Apr	May	Jun	
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	20	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	32	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-38%	

#### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

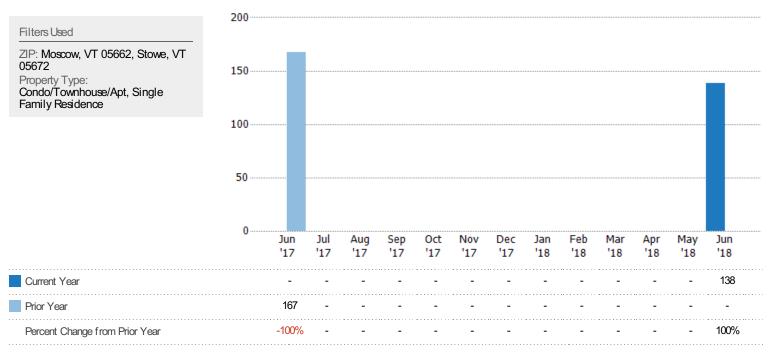






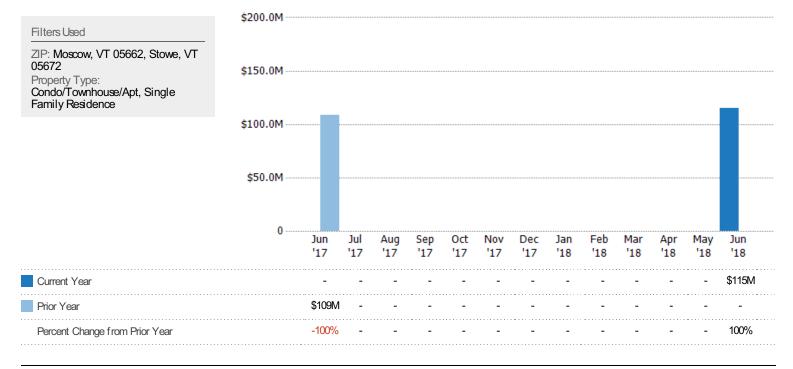
### Active Listings

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



### Active Listing Volume

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



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#### Average Listing Price

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

Elteral land	\$900K												
Filters Used ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$675K												
	\$450K												
	400EV												
	\$225K												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	17	17	1/	17	17	17	17	10	10	10	10	10	10
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$833K
Prior Year	\$652K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year			-67%		-33%	-17%	0	17%	33%	50%	67%	83%	100%

### Median Listing Price

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

Filters Used	\$600K												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	0	71	A	C	0.+	N	D	1	<b>F-</b> L	M	A		
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$573K
Prior Year	\$459K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





### 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.

300												
225												
150												
75	1.1		Son	0.4	Nov	Doc	120	Eab	Mar			
		Aug 17	Sep '17	17								Jun '18
17	17	17	17	17	17	17	10	10	10	10	10	10
-	-	-	-	-	-	-	-	-	-	-	-	146
- 246	- -	-	- -	- -	- -	-	- -	- -		- -	- -	146 -
	225	225 150 75 0 Jun Jul	225 150 75 0 Jun Jul Aug	225 150 75 0	225 150 75 0	225 150 75 0	225 150 75 0 Jun Jul Aug Sep Oct Nov Dec	225 150 75 0 Jun Jul Aug Sep Oct Nov Dec Jan	225 150 75 0 Jun Jul Aug Sep Oct Nov Dec Jan Feb	225 150 75 0 Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar	225 150 75 0 Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	225 150 75 0 Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May

### Months of Inventory

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

Filters Used	30												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	23												
	15												
	8												
	Ŭ												
	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	15.3
Prior Year	23.9	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





#### Absorption Rate

The percentage of inventory sold per month.

	10%
Filters Used	
ZIP: Moscow, VT 05662, Stowe, VT 05672	
Property Type: Condo/Townhouse/Apt, Single Family Residence	
	5%

	0												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Prior Year	4%	-	-	-	-	-	-	-	-	-	-	-	-
Change from Prior Year	4%	3%	2%	2%	1%	0%	-1%	-2%	-3%	-4%	-5%	-6%	-7%

### Active/Pending/Sold Units

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

Filters Used	9.00												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	6.75												
	4.50												
	2.25												
	2.25												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Sold	-	-	-	-	-	-	-	-	-	-	-	-	8



#### New Pending Sales

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 Family Residence	24													
	8													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	14
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	21
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-33%

### New Pending Sales Volume

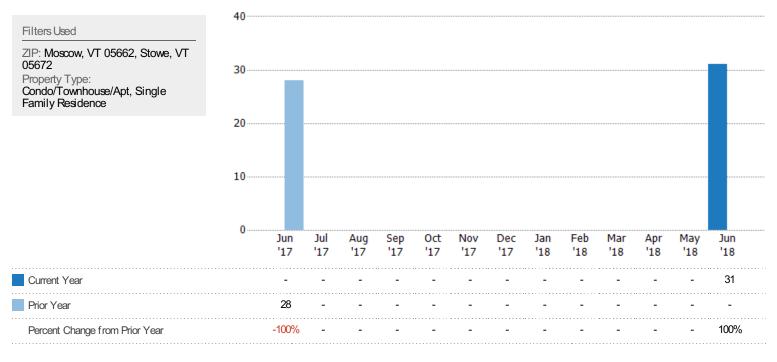
The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

Filters Used	\$20.0M													
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$15.0M													
	\$10.0M													
	\$5.0M													
	0	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.73M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$11M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-29%



# Pending Sales

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



# Pending Sales Volume

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.

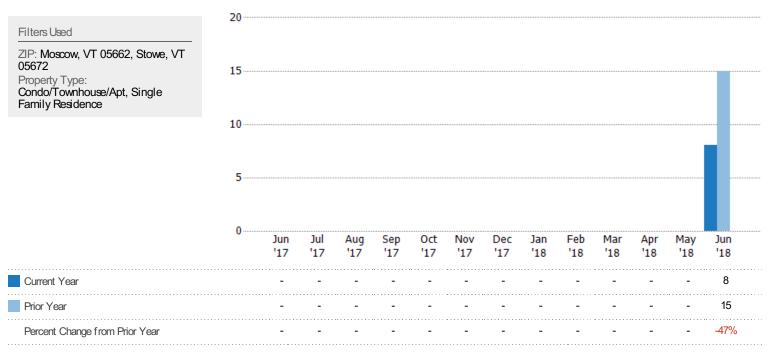


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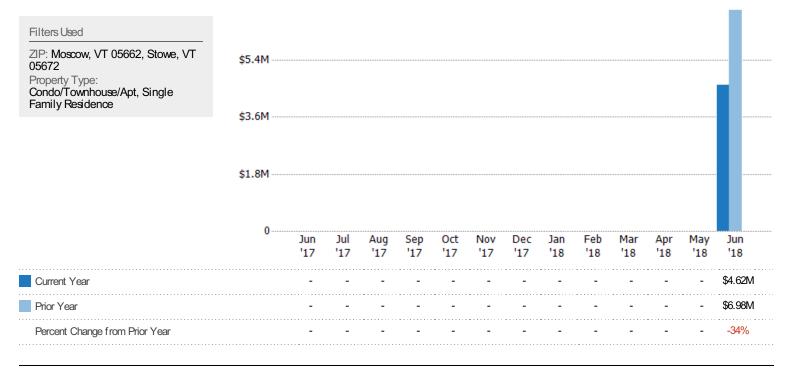
### Closed Sales

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



### **Closed Sales Volume**

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



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### Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Moscow, VT 05662, Stowe, VT 05672	80%														
Property Type: Condo/Townhouse/Apt, Single	70%														
Family Residence	60%														
	50%														
	40%														
	30%														
	20%														
	10%														
	0	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
		'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	50%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	50%	

## Average Sales Price

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

Filters Used	\$800K												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
	\$400K												
	\$200K												
	0 Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$578K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$465K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	24%





#### Median Sales Price

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

	\$600K												
Filters Used ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
Failing Residence	\$300K												
	\$300K												
	¢150K												
	\$150K												
	0												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Current Year								• •• • • • • • • • • • •					\$535K
		-	-	-	-	-	-	-	-	-	-	-	ACCCE
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$395K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	35%

#### Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$578K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$618K
	\$175K 0 Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Family Residence	\$350K												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single	\$525K												
Filters Used	\$700K ······												





# Median Sales Price vs Median Listing Price

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

	\$600K ······												
Filters Used ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$300K												
	\$150K												
	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
	17				17	1/		10		10	10	10	10
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$550K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$535K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	97%

#### 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.

	\$700K ······												
Filters Used													
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
,	\$350K												
	\$175K												
	0 Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	18	'18	'18
													•
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$608K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$618K
Avg Sales Price as a % of Avg Est Value	-				-	-	-	-	-	-	-	-	102%





# 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.

	\$700K ······												
Filters Used ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$525K												
	\$350K												
	\$175K												
	Jun	Jul	Aug		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$608K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$550K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	90%

