

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	Mar 2018	Mar 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	8	10	-20%	8	10	-20%
New Listing Volume	\$2,684,000	\$4,700,900	-42.9%	\$2,684,000	\$4,700,900	-42.9%
Active Listing Count	92	128	-28.1%	92	128	-28.1%
Active Listing Volume	\$70,292,400	\$96,153,100	-26.9%	\$70,292,400	\$96,153,100	-26.9%
Average Listing Price	\$764,048	\$751,196	+1.7%	\$764,048	\$751,196	+1.7%
Median Listing Price	\$567,000	\$479,500	+18.2%	\$567,000	\$479,500	+18.2%
Median Daysin RPR	224.5	255.5	-12.1%	224.5	255.5	-12.1%
Months of Inventory	_		-	6.1	9.8	-37.7%
Absorption Rate	_		+-	16.3%	10.16%	+6.1%
Sales Activity Charts Metrics						
New Pending Sales Count	13	14	-7.1%	13	14	-7.1%
New Pending Sales Volume	\$5,875,800	\$8,942,800	-34.3%	\$5,875,800	\$8,942,800	-34.3%
Pending Sales Count	24	28	-14.3%	24	28	-14.3%
Pending Sales Volume	\$12,863,400	\$18,385,600	-30%	\$12,863,400	\$18,385,600	-30%
Closed Sales Count	10	15	-33.3%	10	15	-33.3%
Closed Sales Volume	\$4,558,400	\$3,424,000	+33.1%	\$4,558,400	\$3,424,000	+33.1%
Average Sales Price	\$455,840	\$228,267	+99.7%	\$455,840	\$228,267	+99.7%
Median Sales Price	\$423,500	\$233,000	+81.8%	\$423,500	\$233,000	+81.8%







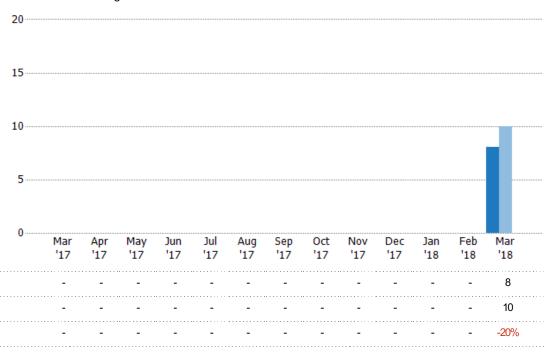
New Listings

The number of new 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



New Listing Volume

Percent Change from Prior Year

Current Year

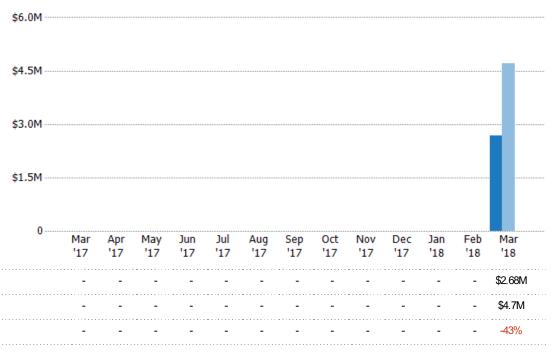
Prior Year

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

Eilters 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

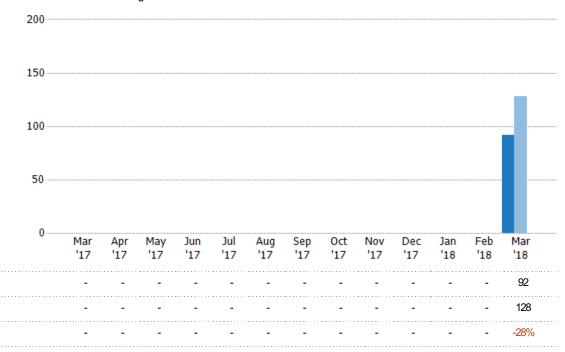
The number of active single-family, condominium and townhome listings at the end of each month.

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.

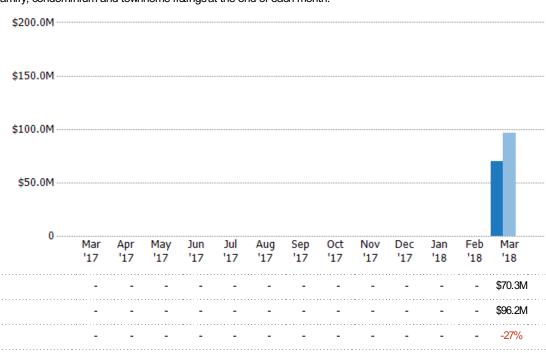
Filters Used

Current Year

Prior Year

ZIP: Moscow, VT 05662, Stowe, VT 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.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

\$600K	 	 								
\$400K	 	 								
\$200K	 	 								
0	 									
0 Mar '17		 							Feb	
Mar		 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Mar		 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18

Median Listing Price

Percent Change from Prior Year

The median 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

\$600K
\$450K
\$300K
\$150K
0

	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$567K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$480K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	18%







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

\$2.0M ····												
\$1.5M												
\$1.0M ····												
\$0.5M ····												
0												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17		Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	\$1.1M
-	-	-	-	-	-	-	-	-	-	-	-	\$764K
-	-	-	-	-	-	-	-	-	-	-	-	69%

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

Avg Listing Price as a % of Avg Est Value

Avg Est Value

Avg Listing Price

Family Residence

Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

\$2.0M ······												
\$1.5M												
\$1.0M												
\$0.5M												
•		May '17								Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	\$1.02M
-	-	- -	-	-	-	-	-	-	-	-	-	\$567K
-	-	-	-	-	-	-	-	-	-	-	-	56%







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	•		· ·					•				
Filters Used	300												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	150												
	75												
	0												
	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	225
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	256

Months of Inventory

Percent Change from Prior Year

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

30

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

23												
15												
8												
0												
Mar					Aug '17							Mar
'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	11.5
-	-	-	-	-	-	-	-	-	-	-	-	25.6
-	-	-	-	-	-	-	-	-	-	-	-	-55%



Current Year
Prior Year

Percent Change from Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

Family Residence

 $\ensuremath{\mathbb{ZIP}}$: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single

10%

5%

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	_		_	-	-	-	-	_	-	-	9%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%

Active/Pending/Sold Units

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

Filters Used

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

100	 	 	 	 	 	
75	 	 	 	 	 	
50	 	 	 	 	 	 •••••
25	 	 	 	 	 	
0 Mar '17	May '17					

	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	92
Pending	-	-	-	-	-	-	-	-	-	-	-	-	24
Sold	-	-	-	-	-	-	-	-	-	-	-	-	10



Stowe



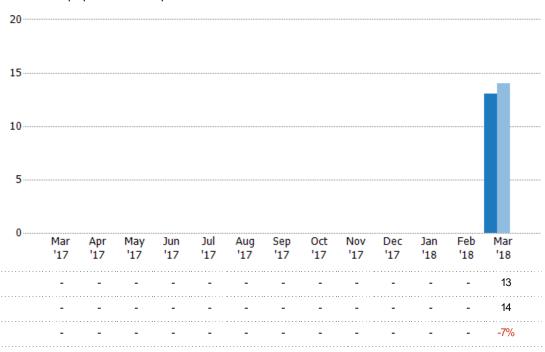
New Pending Sales

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



New Pending Sales Volume

Percent Change from Prior Year

Current Year

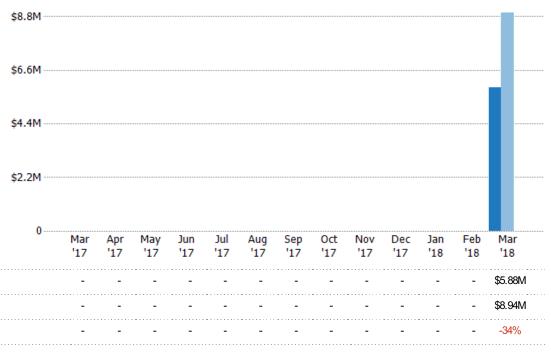
Prior Year

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





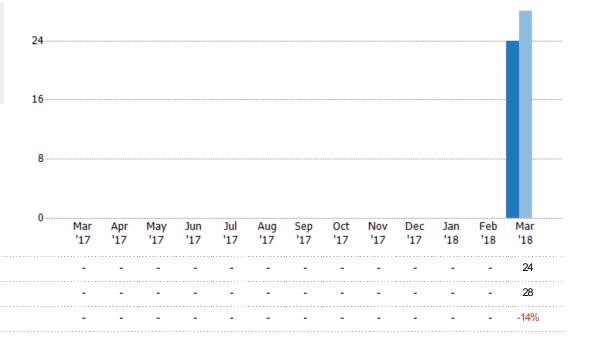
Pending Sales

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

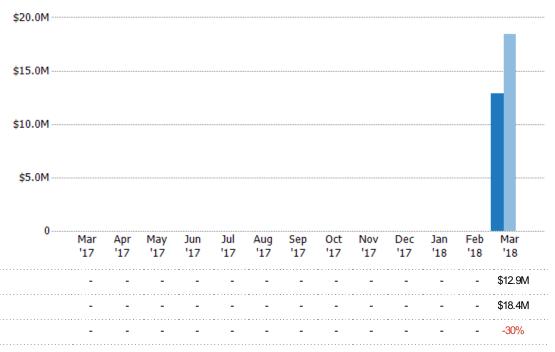
Percent Change from Prior Year

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.

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.

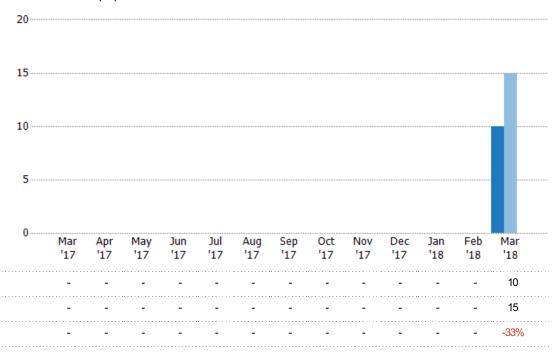
Filters Used

ZIP: Moscow, VT 05662, Stowe, VT

Current Year

Prior Year

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



Closed Sales Volume

Family Residence

Current Year

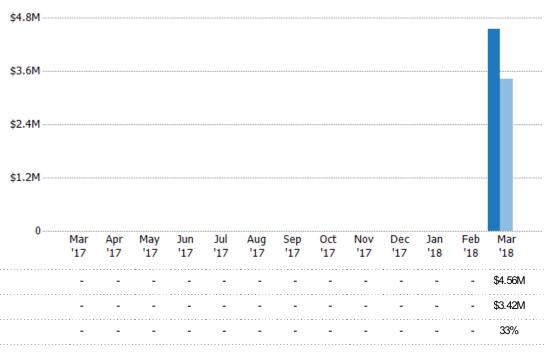
Percent Change from Prior Year

Prior Year

Percent Change from 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 Property Type: Condo/Townhouse/Apt, Single







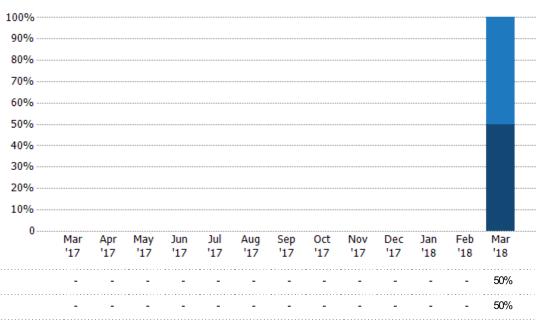


Closed Sales by Property Type

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

\$500K \$375K \$250K \$125K 0 Mar Apr May Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar '17 '17 '17 '17 '17 '17 '17 '17 '17 '17 '18 '18 \$456K





\$228K 100%



Median Sales Price

Family Residence

Current Year
Prior Year

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

\$500K

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single

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

0												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$424K
-	-	-	-	-	-	-	-	-	-	-	-	\$233K
 -	-	-	-	-	-	-	-	-	-	-	-	82%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month. \$500K

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Property Type:
Condo/Townhouse/Apt, Single

Avg Sales Price as a % of Avg List Price

Family Residence

Avg List Price

Avg Sales Price

Percent Change from Prior Year

\$250K												
\$125K												
•												
0 Mar '17		May '17										Mar
Mar	Apr '17	May '17	Jun '17 -	Jul '17 -	Aug '17 -	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18
Mar	Apr '17		Jun '17 -	Jul '17 -	Aug '17 -	Sep '17 -	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18





95%



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												
_												
Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
-	-	-	-	-	-	-	-	-	-	-	-	\$448K
-	-	- -	-	-	-	-	-	-	-	-	-	\$424K

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

Median List Price

Median Sales Price

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

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

0K	 	 								
0K	 	 								
0K										
•	 	 								
•		 								
•	 	 Jul '17		Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	
•	 	 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	



Avg Est Value

Avg Sales Price





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

Median Est Value

Median Sales Price

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

Med Sales Price as a % of Med Est Value

675K	 	 	 						
450K	 	 	 						
0									
0 Mar	 May '17	 	 						
0 Mar	 	 	 				Jan '18		Mar '18
0 Mar	 	 Jul '17 -	 	Oct '17 -	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18



