

# 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	Nov 2018	Nov 2017	+/-	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	5	10	-50%	5	10	-50%
New Listing Volume	\$2,279,000	\$5,487,000	-58.5%	\$2,279,000	\$5,487,000	-58.5%
Active Listing Count	114	_	-	NA	NA	
Active Listing Volume	\$88,959,250	_	-	NA	N/A	
Average Listing Price	\$780,344	_	-	\$780,344	_	_
Median Listing Price	\$620,000	_	-	\$620,000	_	_
Median Days in RPR	144	_	-	144	_	_
Months of Inventory	_	_	-	_	16.3	_
Absorption Rate	_	_	-	_	6.14%	_
Sales Activity Charts Metrics			1			
New Pending Sales Count	12	10	+20%	12	10	+20%
New Pending Sales Volume	\$7,531,000	\$5,249,900	+43.5%	\$7,531,000	\$5,249,900	+43.5%
Pending Sales Count	12	_	-	NA	NA	
Pending Sales Volume	\$5,398,900	_	-	NA	NA	
Cloæd Sales Count	16	16	+	16	16	+-
Cloœd Sales Volume	\$9,877,700	\$8,186,970	+20.7%	\$9,877,700	\$8,186,970	+20.7%
Average Sales Price	\$617,356	\$511,686	+20.7%	\$617,356	\$511,686	+20.7%
Median Sales Price	\$475,000	\$365,000	+30.1%	\$475,000	\$365,000	+30.1%





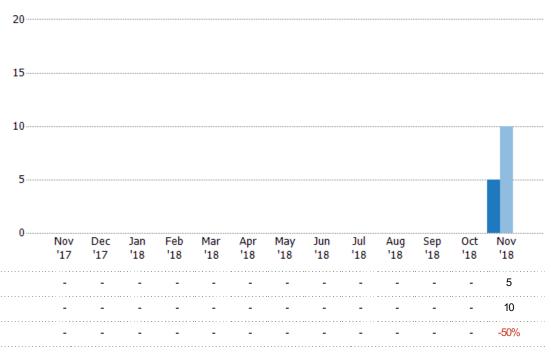
#### **New Listings**

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

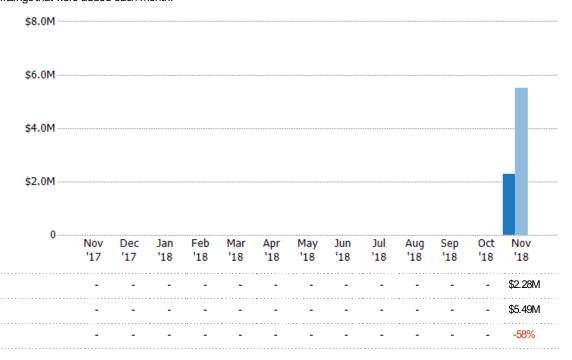
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

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



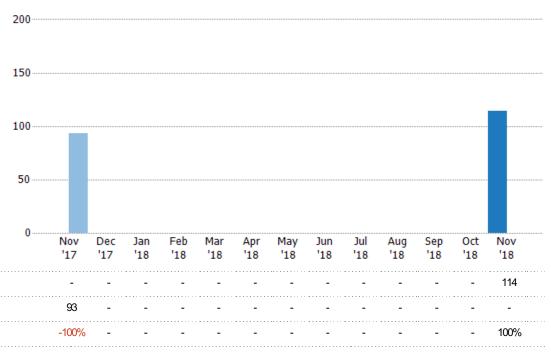




#### **Active Listings**

The number of active residential listings at the end of each month.





### **Active Listing Volume**

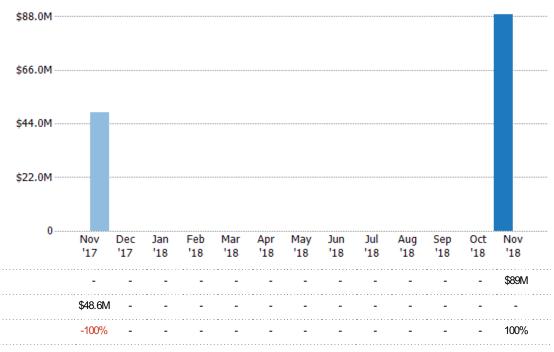
Percent Change from Prior Year

Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year



Family Residence

Current Year

Prior Year

# Market Data Report

#### **Average Listing Price**

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

\$400K

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

\$600K \_\_\_\_\_\_

\$200K

0 Nov Dec Mar Apr May Jun Jul Aug Sep 0ct Nov '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18 '17 '18 \$780K \$523K -100% -83% -67% -50% -33% 17% 33% 67% 100%

### **Median Listing Price**

Percent Change from Prior Year

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

\$525K	 		 		 			
\$350K								
\$350K								
\$175K	 		 		 		 	
0 Nov '17	Jan '18	Feb		May '18		Aug '18	Oct '18	Nov '18

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$620K
Prior Year	\$395K	-	-	-	-	-	-	-	-	-	-	-	-
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.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

200												
150												
100												
50												
Nov	Dec	Jan	Feb	Mar	Apr	May	Jun '18	Jul	Aug	Sep	0ct	Nov '18
			-		-	-		-	-		-	144
143	-	-	-		-	-	-	-	-	-	-	-
							17%					100%

### Months of Inventory

Family Residence

Current Year

Percent Change from Prior Year

Prior Year

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

20 10 Νον Dec Jan Feb Mar May Jun Jul Aug Sep 0ct Nov Apr '18 '18 '18 '18 4.38 18.6 -67% -50% 33% 67% 100% -33% 17%







### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT

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

30%	

20%

10%

0												
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
 -	-	-	-	-	-	-	-	-			-	23%
 5%	_	_	-	-	-	-	-	-	-	-	-	-
 5%	3%	1%	-2%	-4%	-6%	-9%	-11%	-13%	-16%	-18%	-20%	-23%

### Active/Pending/Sold Units

The number of residential 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

20 Νον Dec Jan Feb Mar Apr May Jun Jul Aug Sep 0ct Nov '18 '18 '18 '18 '18



Sold



16

Current Year

Prior Year

# Market Data Report

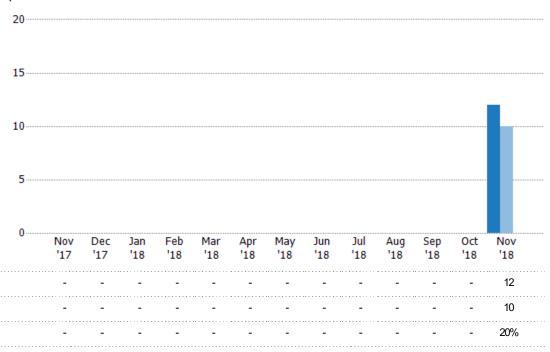
### **New Pending Sales**

The number of residential 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

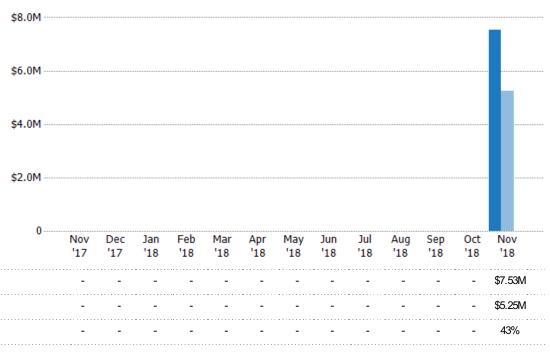
Percent Change from Prior Year

The sum of the sales price of residential 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





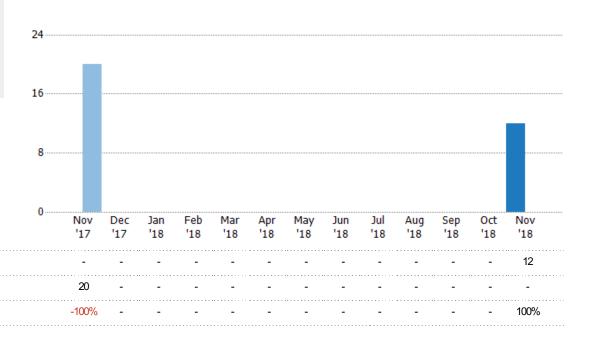
#### **Pending Sales**

The number of 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

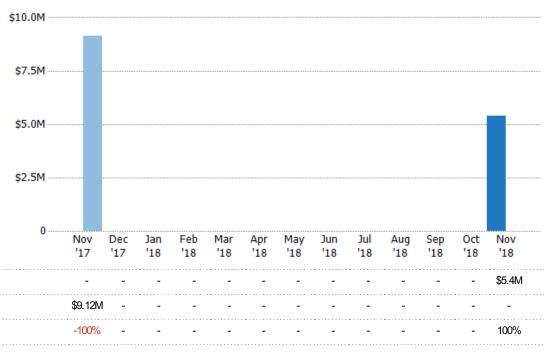
Percent Change from Prior Year

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.

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



Current Year

Percent Change from Prior Year



#### **Closed Sales**

Family Residence

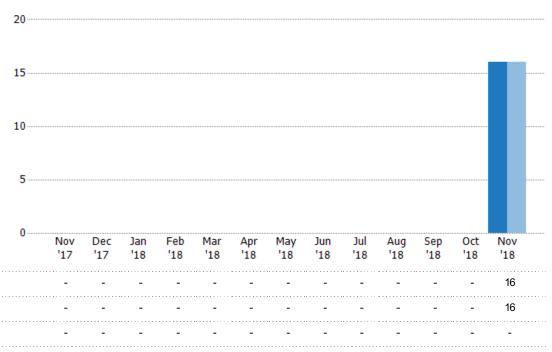
Current Year

PriorExtra Year

Prior Year

The total number of residential properties sold each month.

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



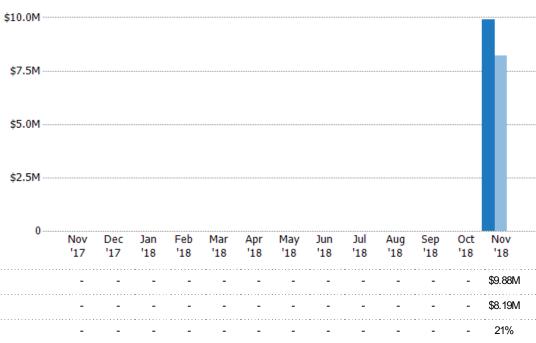
#### **Closed Sales Volume**

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



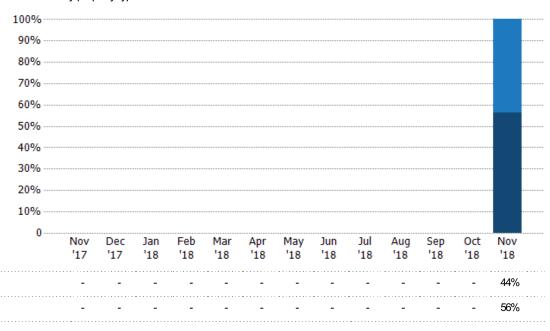
### Closed Sales by Property Type

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

Filters Used

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

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 

	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$617K
Prior Year	-	-	-	-		-	-	-	-	-	-	-	\$512K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%





#### **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 -Nov Mar Apr May Aug Sep 0ct Nov '18 '17 '18 '18 '18 '18 '18 '18 '17 '18 '18 '18 '18 \$475K \$365K 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

Avg Sales Price as a % of Avg List Price

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

Percent Change from Prior Year

50K	 	 	 		 			
75K	 	 						
0								
Nov	 	 	 		 Aug	Sep	0ct	No
_	 	 			 Aug '18	Sep '18	Oct '18	No '18
Nov	 	 	 		 Aug '18	Sep	Oct '18	No '18
Nov	 	 	 	Jun '18	 Aug '18	Sep '18	Oct '18	No '18



Avg List Price

Avg Sales Price



### 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

3125K	 	 	 	 	 	 
250K	 	 	 	 	 	 
3/JK			 			

	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$497K	
Median Sales Price	-	-	-	-	-	_	-	-	-	-	-	-	\$475K	
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	96%	

### 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

Avg Sales Price as a % of Avg Est Value

\$525K												•••••
\$350K												
\$175K												
												**********
0			E-1	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
0 Nov '17	Dec '17	Jan '18	'18		Apr '18	May '18	'18	'18	'18	'18	'18	'18
Nov			'18 -	'18 -	- -	- -	-			'18 -		
Nov			'18 -		- -	- - -	'18 - -	 		'18		'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.

Eilters 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

\$450K											
\$300K		 									
\$150K		 									
0											
Nov	Dec								Sep	Oct	Nov '18
Nov	Dec				May '18				Sep	Oct	Nov '18
Nov	Dec		Mar '18 -	Apr '18	May '18	Jun '18 -	Jul '18 -		Sep '18	0ct '18	Nov '18 \$572K
Nov	Dec		Mar '18 -	Apr '18	May '18	Jun '18 -	Jul '18 -	Aug '18	Sep '18	0ct '18	Nov '18 \$572K



