

# 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	+ / -	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
-34.6%	26	17	-34.6%	26	17	New Listing Count
+55.5%	\$13,582,000	\$21,125,800	+55.5%	\$13,582,000	\$21,125,800	New Listing Volume
	N/A	NA	-13.2%	121	105	Active Listing Count
	N/A	NA	-2.1%	\$91,992,950	\$90,033,600	Active Listing Volume
+12.8%	\$760,272	\$857,463	+12.8%	\$760,272	\$857,463	Average Listing Price
+1.7%	\$585,000	\$595,000	+1.7%	\$585,000	\$595,000	Median Listing Price
-17.5%	137	113	-17.5%	137	113	Median Daysin RPR
-63.3%	11	4	-	_	_	Months of Inventory
+15.7%	9.09%	24.76%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
+_	14	14	+_	14	14	New Pending Sales Count
+78.5%	\$5,405,000	\$9,646,900	+78.5%	\$5,405,000	\$9,646,900	New Pending Sales Volume
	N/A	NA	+42.1%	19	27	Pending Sales Count
	N/A	NA	+94.3%	\$9,283,900	\$18,042,500	Pending Sales Volume
-61.5%	26	10	-61.5%	26	10	Closed Sales Count
-56%	\$12,127,745	\$5,339,500	-56%	\$12,127,745	\$5,339,500	Closed Sales Volume
+14.5%	\$466,452	\$533,950	+14.5%	\$466,452	\$533,950	Average Sales Price
+41.5%	\$370,000	\$523,500	+41.5%	\$370,000	\$523,500	Median Sales Price





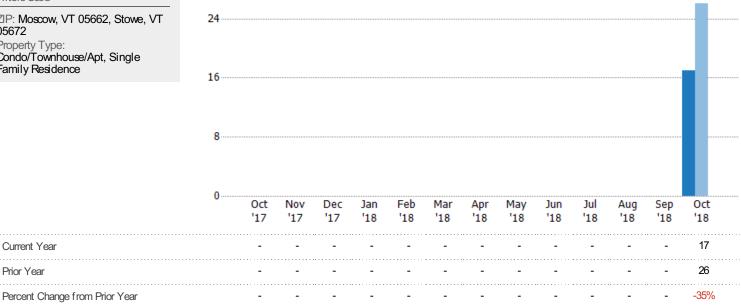
#### **New Listings**

The number of new residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT

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



#### **New Listing Volume**

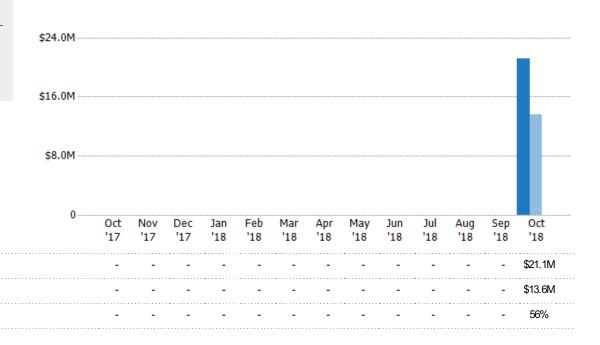
The sum of the listing price of residential listings that were added each month.

Filters Used

Current Year

Prior Year

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



Current Year

Percent Change from Prior Year



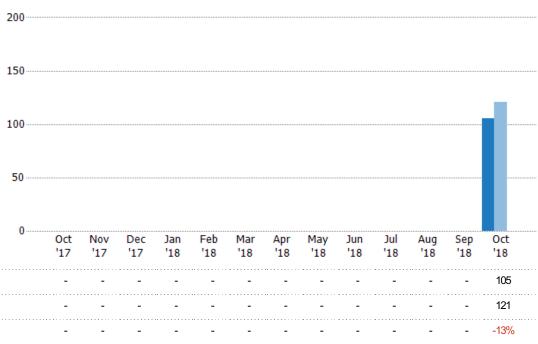
#### **Active Listings**

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

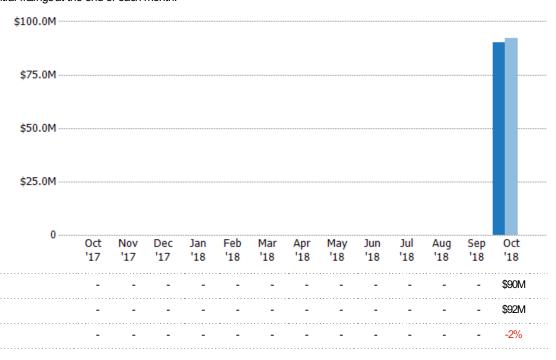
Prior Year

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												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Veer													\$857K
Current Year	<del>-</del>	- 	<del>-</del>	-	- 	<del>-</del>	- 	<del>-</del>	<b>-</b>	- 	<del>-</del>	- 	Φ007 K
Prior Year	-	-	<b>-</b>	-	-	<b>-</b>	<b>-</b>	<b>-</b>	-	<b>-</b>	<b>-</b>	-	\$760K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	13%

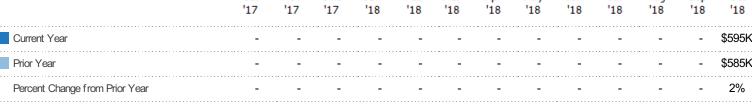
### **Median Listing Price**

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

Filters Used

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

	'17		'17 					'18	'18	'18	'18	'18	'18 \$595K
		'17	'17	'18	'18	'18	'18	'18	'18	'18	'18		'18
								,					
	0 Oct	Nov		Jan							Aug	Sep	 Oct
\$150	K												
¢150	V												
\$300	Κ												
ψ150													
\$450	K												
	K												









#### 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

225K						
450K	 	 	 	 	 	 
675K	 	 	 	 	 	 

	n												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	_	-	\$875K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$857K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	98%

### 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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

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

lov Dec Jan Feb Mar Apr May Jun Jul Aug 17 '17 '18 '18 '18 '18 '18 '18 '18 '18
17 '17 '18 '18 '18 '18 '18 '18 '18 '18



Median Est Value

Median Listing Price





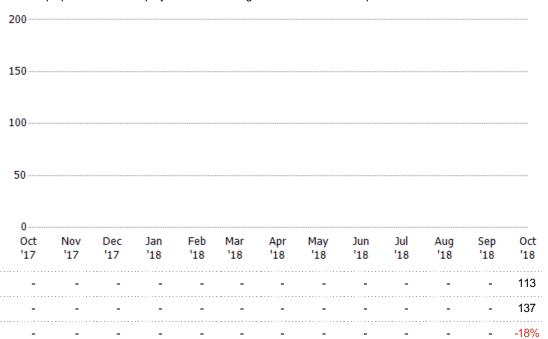
#### Median Days in RPR

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



#### 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

00											
i0		 									
0											
	Nov		Feb	Mar	A	May	Jun	Jul	Aug	Sep	



Current Year
Prior Year





#### **Absorption Rate**

The percentage of inventory sold per month.

Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-5%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11%
Current Year	-	-	-	-	-	-	-	_	-	_	-	-	16%
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	5%												
Family Residence	10%												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	15%												
Filters Used	20%												**********

### Active/Pending/Sold Units

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

200

Filters Used

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

0												
0												
n												
0												
0												
0			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
0	Nov	Dec	Jan	Feb		Apr		Jun	Jul			(
0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Sep	(



Active Pending

Sold



Current Year

PriorExtra Year

Prior Year

## Market Data Report

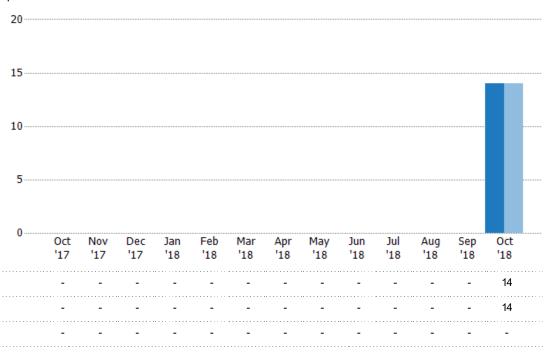
#### **New Pending Sales**

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

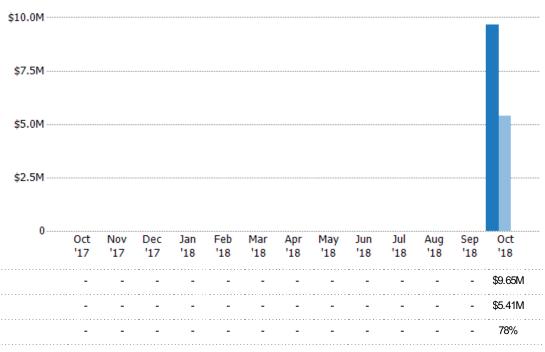
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



### New Pending Sales Volume

The sum of the sales price 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



Current Year

Percent Change from Prior Year

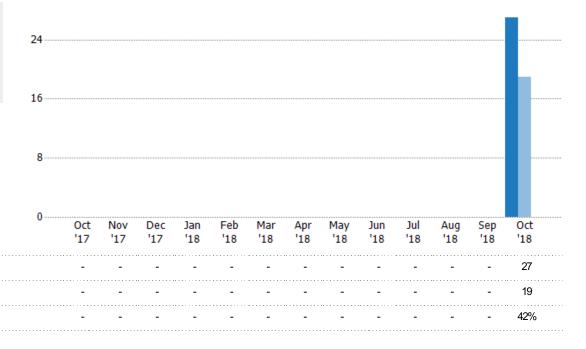
#### **Pending Sales**

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

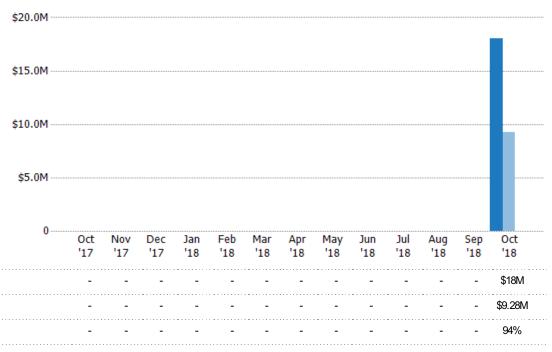
Prior Year

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

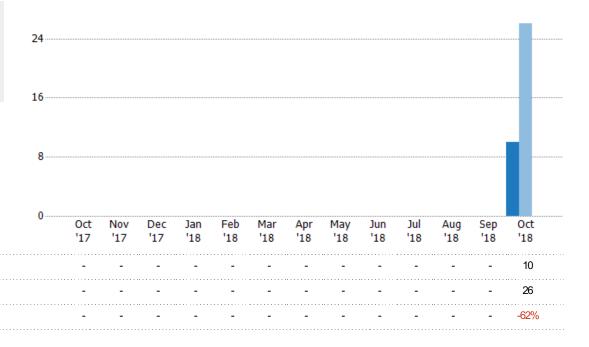
Percent Change from Prior Year

#### **Closed Sales**

The total number of residential properties sold each month.

Filters Used

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



#### **Closed Sales Volume**

Percent Change from Prior Year

The sum of the sales price of residential properties sold each month.

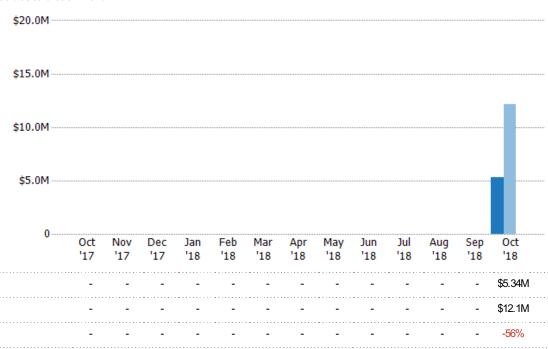
Filters Used

Current Year

Prior Year

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

Percent Change from Prior Year





Current Year



#### Closed Sales by Property Type

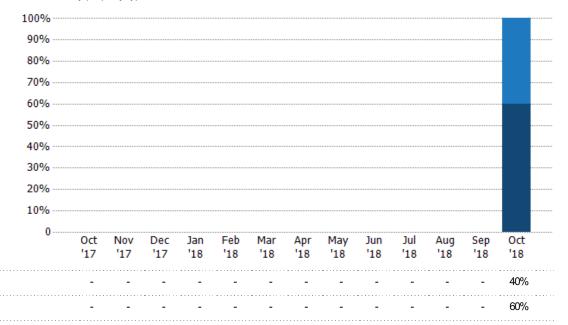
The percentage of residential properties sold each month by property type.

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.

\$150K

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

05672 Property Type: Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year

\$450K \$300K

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-	-	-	-	-	\$534K
-	-	-	-	-	-	-	-	-		-	-	\$466K
-	-	-	-	-	-		- -	-	-	-	-	14%



Current Year
Prior Year





Current Year

Prior Year

## Market Data Report

\$600K

\$150K

#### **Median Sales Price**

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
Family Residence

\$450K \$300K

0 --Mar Apr May Aug Sep 0ct '18 '18 '18 '18 '17 '17 '17 '18 '18 '18 '18 '18 '18 \$524K \$370K 41%

#### Average Sales Price vs Average Listing Price

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

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

Avg Sales Price as a % of Avg List Price

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

Percent Change from Prior Year

\$4	150K												
	300K												
Ψ.													
\$:	150K												
\$:	0												
\$	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul '18	Aug '18	Sep '18	Oct '18
\$	0 Oct	Nov	Dec	Jan	Feb	Mar	Apr '18	May	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
\$	0 Oct	Nov	Dec	Jan	Feb	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18



Avg List Price

Avg 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. \$600K

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

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

	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median List Price	-	-	-	-	_	-	-	-	-	-	-	-	\$539K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$524K
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.

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

Family Residence

\$700K
\$525K
\$350K
\$175K

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	_	_	-	-	-	-	-	\$606K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$549K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	90%





94%



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

\$600K												
\$450K												
\$300K				•••••								
\$150K												
-												
0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	- -	-	-	-	-	-	-	-	-	-	-	\$573K
-	-	-	-	-	-	-	-	-	-	-	-	\$539K



