

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	Sep 2018	Sep 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	18	15	+20%	18	15	+20%
New Listing Volume	\$9,068,700	\$10,426,000	-13%	\$9,068,700	\$10,426,000	-13%
Active Listing Count	112	118	-5.1%	NA	N/A	
Active Listing Volume	\$86,622,800	\$89,902,950	-3.6%	NA	N/A	
Average Listing Price	\$773,418	\$761,889	+1.5%	\$773,418	\$761,889	+1.5%
Median Listing Price	\$597,000	\$559,000	+6.8%	\$597,000	\$559,000	+6.8%
Median Days in RPR	98	127.5	-23.1%	98	127.5	-23.1%
Months of Inventory	_	_	-	8.6	7.9	+9.5%
Absorption Rate	_	_	+-	11.61%	12.71%	-1.1%
Sales Activity Charts Metrics						
New Pending Sales Count	18	14	+28.6%	18	14	+28.6%
New Pending Sales Volume	\$10,104,400	\$6,676,900	+51.3%	\$10,104,400	\$6,676,900	+51.3%
Pending Sales Count	23	31	-25.8%	NA	N/A	
Pending Sales Volume	\$13,882,400	\$16,425,300	-15.5%	N/A	N/A	
Closed Sales Count	17	13	+30.8%	17	13	+30.8%
Closed Sales Volume	\$7,696,000	\$8,141,300	-5.5%	\$7,696,000	\$8,141,300	-5.5%
Average Sales Price	\$452,706	\$626,254	-27.7%	\$452,706	\$626,254	-27.7%
Median Sales Price	\$365,000	\$570,000	-36%	\$365,000	\$570,000	-36%

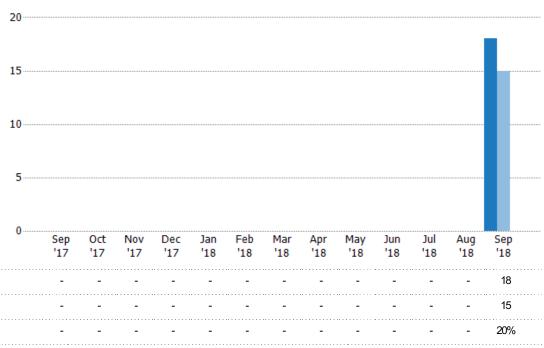




New Listings

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

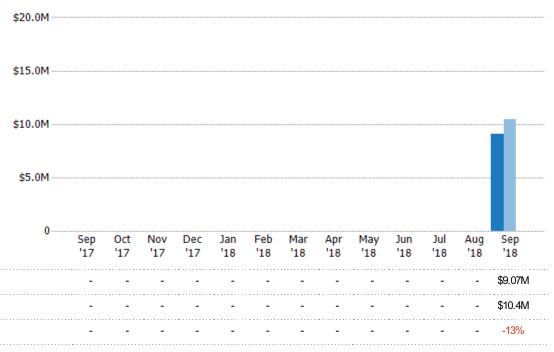
Current Year

Prior Year

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

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

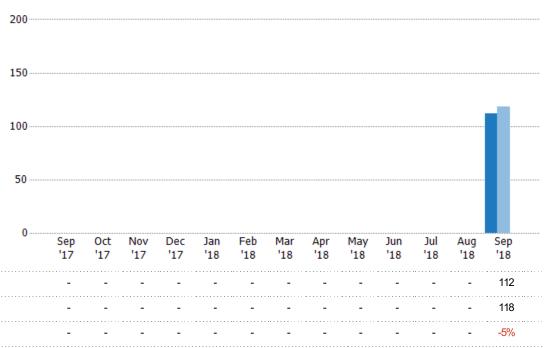
<u>л</u>



Active Listings

The number 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



Active Listing Volume

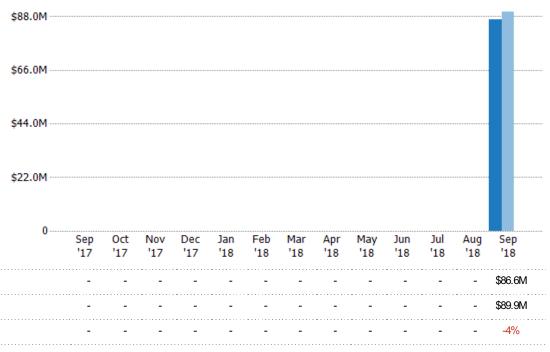
Percent Change from Prior Year

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



Current Year

Percent Change from Prior Year

Prior Year

3 of 14



Average Listing Price

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

Filters Used	\$800K												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$600K												
	\$400K												
	\$200K												
	0 Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year													\$773K
Current real	-		- 	- -	- 	- 		-					Ψ113Κ
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$762K
Percent Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	2%

Median Listing Price

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

Filters Used

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

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

	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$597K
Prior Year	-	-	-	-	-	-	-	_	-	-	-	-	\$559K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%





Avg Est Value

Avg Listing Price

Market Data Report

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

4300K												
\$675K												
\$450K												
\$225K												
0												
Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
-	- -	-		-	-	- -		- -		-	-	\$883K

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:

Avg Listing Price as a % of Avg Est Value

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

IOOK												
100K												
20016												
200K												
•	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul		
•	Oct	Nov		Jan	Feb	Mar	Apr	May	Jun	Jul		Sep
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Se
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug '18	Se '18

Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value



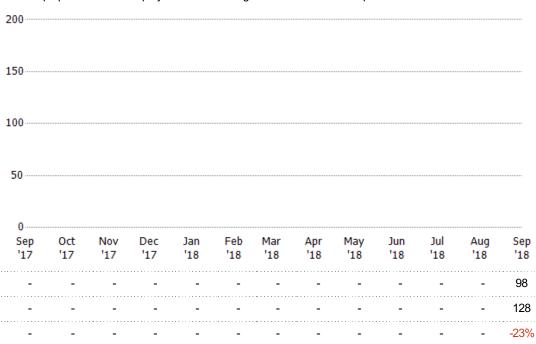
Median Days in RPR

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



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

15												
10												
5												
0												
0					Feb							
Sep '17	0ct '17		'17	'18	'18	'18		May '18			Aug '18	Sep '18
Sep '17	'17 -	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18
Sep '17 -	'17 - -	'17 - -	'17 - -	'18 - -	'18 - -	'18 - -	'18 - -	'18	'18 - -	'18 - -	'18	'18



Current Year
Prior Year





Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

10%

5%

	0												
	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Prior Year	-	-	-	-	-	-	-	-	_	-	_	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%

Active/Pending/Sold Units

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

50

Filters Used

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

200
150
100

0 Sep 0ct Nov Dec Jan Feb Mar May Jun Jul Aug Sep Apr '17 '18 '17 '17 '17 '18 '18 '18 '18 '18 '18 '18

Active	-	-	-	-	-	-	-	-	-	-	-	-	112
Pending	 -	-	-	-	-	-	-	-	-	-	-	-	23
Sold	-	-	-	-	-	-	-	-	-	-	-	-	17



Current Year

Prior Year

Market Data Report

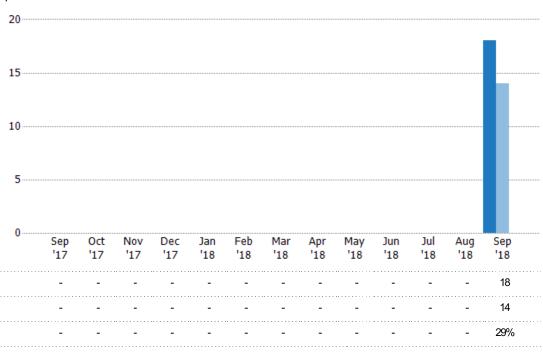
New Pending Sales

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

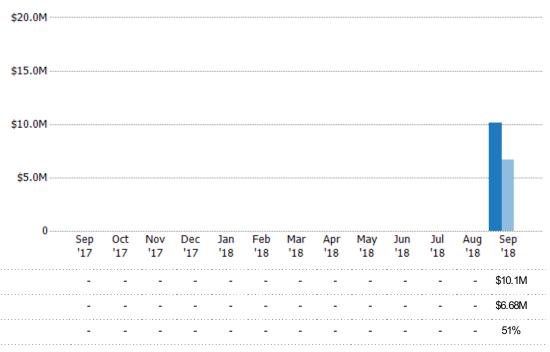
Percent Change from Prior Year

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

Prior Year

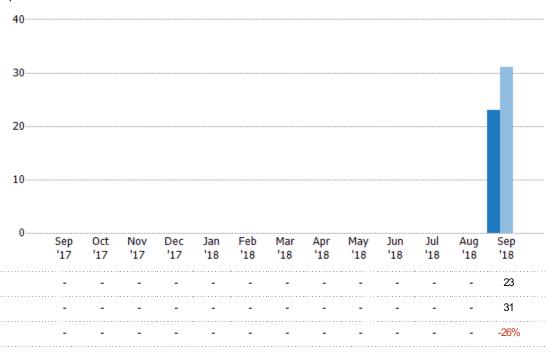
Pending Sales

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

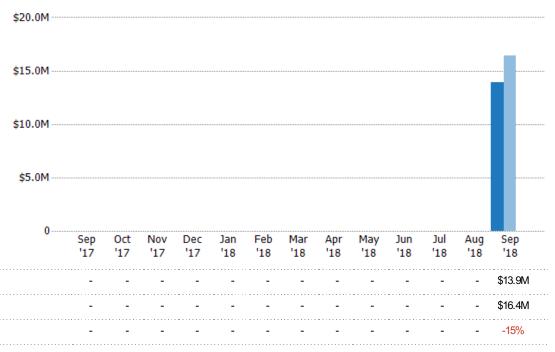
Prior Year

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

Prior Year



Closed Sales

The total number of residential properties sold each month.

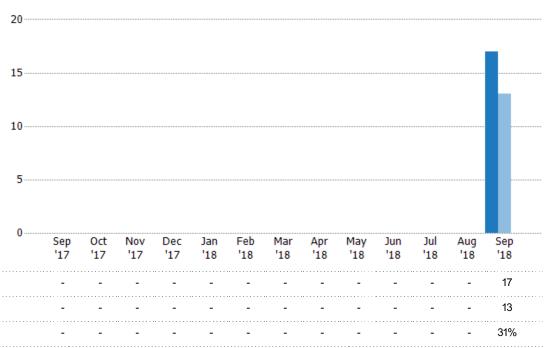
Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

Current Year

Prior Year

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

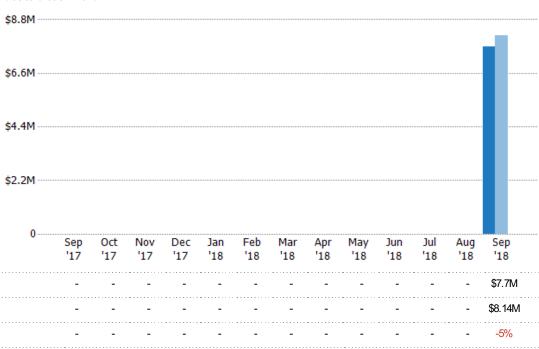


Closed Sales Volume

Percent Change from Prior Year

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

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



Current Year

Percent Change from Prior Year

Prior Year



Closed Sales by Property Type

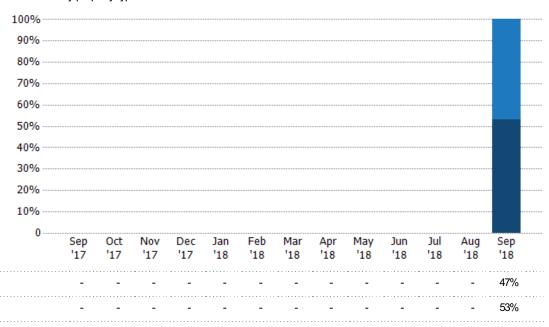
The percentage of residential properties sold each month by property type.

Filters Used

Family Residence

Condo/Townhouse

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



Average Sales Price

Single Family Residence

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

Filters Used

Current Year
Prior Year

Percent Change from Prior Year

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

\$700K												
\$525K												
\$350K												
\$175K												
Sep	Oct	Nov	Dec '17	Jan	Feb	Mar	Apr	Mav	Jun	Jul '18	Aug	Sep
-	-	- -	-	-	-	- -	-	-	-	-	-	\$453K
-	-	-	-	-	-	-	-	-	-	-	-	\$626K
-	-	-	-	-	-	-	-	-	-	-	-	-28%





\$600K

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

\$150K

0. Sep Feb May Sep '18 '17 '17 '18 '18 '18 '18 '18 '17 '17 '18 '18 '18 \$365K \$570K

Average Sales Price vs Average Listing Price

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

Filters Used

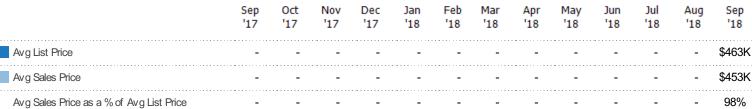
ZIP: Moscow, VT 05662, Stowe, VT 05672

Personal Type:

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

Percent Change from Prior Year

\$50	0K												
\$37	5K												
\$25	0K												
\$12	5K												
	0												
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$463K





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

\$200K	
\$100K	

	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$365K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	100%

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

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

	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	_	-	-	-	-	-	_	-	-	-	-	-	\$456K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$463K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	101%



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

375K											
37 JK											
250K											
125K	 										
125K											
0	 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Se '1
0 Sep	 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18		Jun '18	Jul '18	Aug '18	Se '1



