

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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	10	+60%	215	211	+1.9%
New Listing Volume	\$6,693,900	\$3,326,500	+101.2%	\$134,163,450	\$131,897,800	+1.7%
Active Listing Count	95	104	-8.7%	N/A	N/A	
Active Listing Volume	\$79,993,600	\$76,109,500	+5.1%	N/A	N/A	
Average Listing Price	\$842,038	\$731,822	+15.1%	\$788,168	\$716,439	+10%
Median Listing Price	\$560,000	\$625,000	-10.4%	\$599,167	\$517,911	+15.7%
Median Days in RPR	199	173.5	+14.7%	153.63	149.94	+2.5%
Months of Inventory	7.9	17.3	-54.3%	8.6	20.8	-58.5%
Absorption Rate	12.63%	5.77%	+6.9%	11.58%	4.81%	+6.8%
Sales Activity Charts Metrics						
New Pending Sales Count	11	13	-15.4%	189	167	+13.2%
New Pending Sales Volume	\$5,302,900	\$7,723,500	-31.3%	\$101,589,550	\$88,130,550	+15.3%
Pending Sales Count	24	16	+50%	N/A	N/A	
Pending Sales Volume	\$15,028,900	\$7,842,500	+91.6%	N/A	N/A	
Closed Sales Count	9	11	-18.2%	158	146	+8.2%
Closed Sales Volume	\$4,369,500	\$6,013,500	-27.3%	\$78,904,122	\$72,623,045	+8.6%
Average Sales Price	\$485,500	\$546,682	-11.2%	\$499,393	\$497,418	+0.4%
Median Sales Price	\$287,500	\$408,000	-29.5%	\$419,786	\$407,268	+3.1%

New Listings

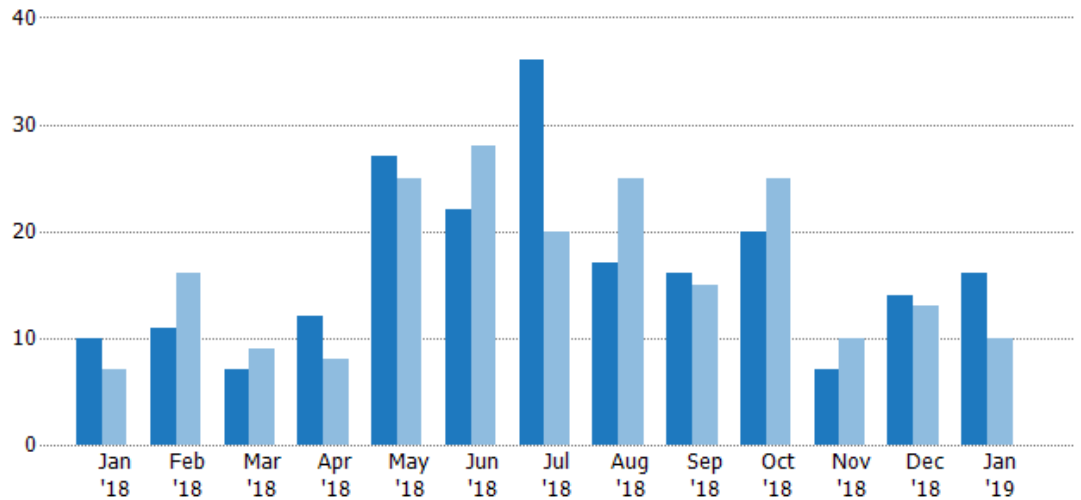
The number of new residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Count	% Chg.
Jan '19	16	60%
Jan '18	10	42.9%
Jan '17	7	71.4%



Current Year	10	11	7	12	27	22	36	17	16	20	7	14	16
Prior Year	7	16	9	8	25	28	20	25	15	25	10	13	10
Percent Change from Prior Year	43%	-31%	-22%	50%	8%	-21%	80%	-32%	7%	-20%	-30%	8%	60%

New Listing Volume

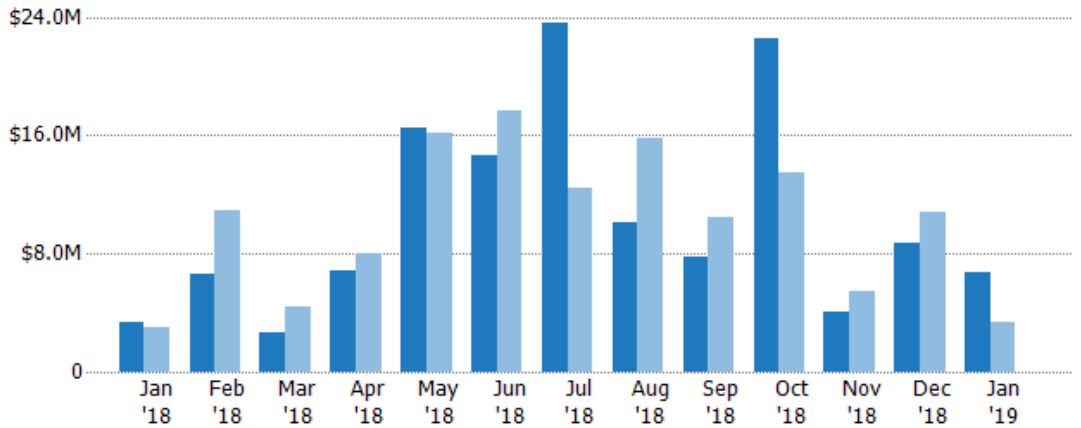
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Volume	% Chg.
Jan '19	\$6.69M	101.2%
Jan '18	\$3.33M	11.6%
Jan '17	\$2.98M	79.2%



Current Year	\$3.33M	\$6.6M	\$2.61M	\$6.9M	\$16.5M	\$14.7M	\$23.6M	\$10.2M	\$7.73M	\$22.6M	\$4.06M	\$8.67M	\$6.69M
Prior Year	\$2.98M	\$10.9M	\$4.44M	\$8.01M	\$16.2M	\$17.6M	\$12.4M	\$15.8M	\$10.4M	\$13.5M	\$5.48M	\$10.8M	\$3.33M
Percent Change from Prior Year	12%	-39%	-41%	-14%	2%	-17%	90%	-36%	-26%	68%	-26%	-20%	101%

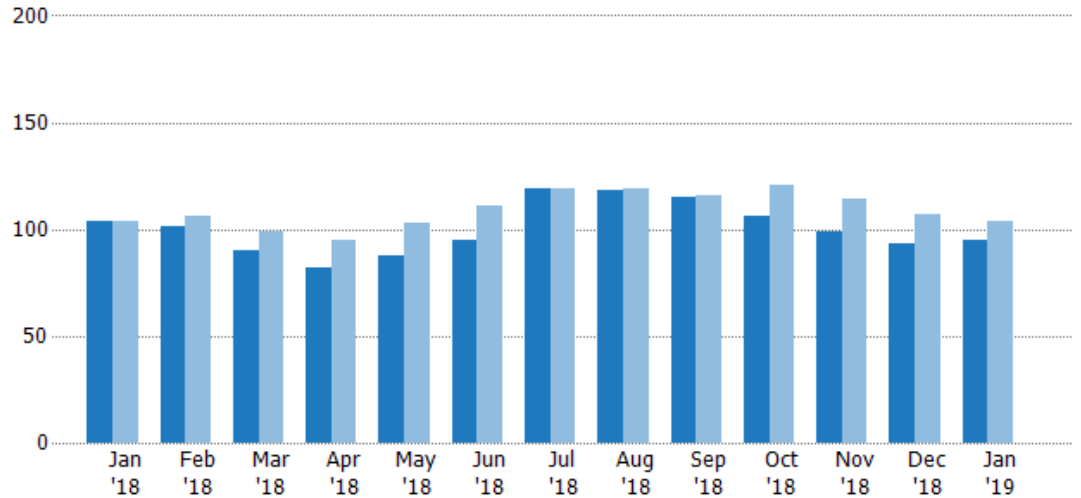
Active Listings

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



Current Year	104	101	90	82	88	95	119	118	115	106	99	93	95
Prior Year	104	106	99	95	103	111	119	119	116	121	114	107	104
Percent Change from Prior Year	0%	-5%	-9%	-14%	-15%	-14%	0%	-1%	-1%	-12%	-13%	-13%	-9%

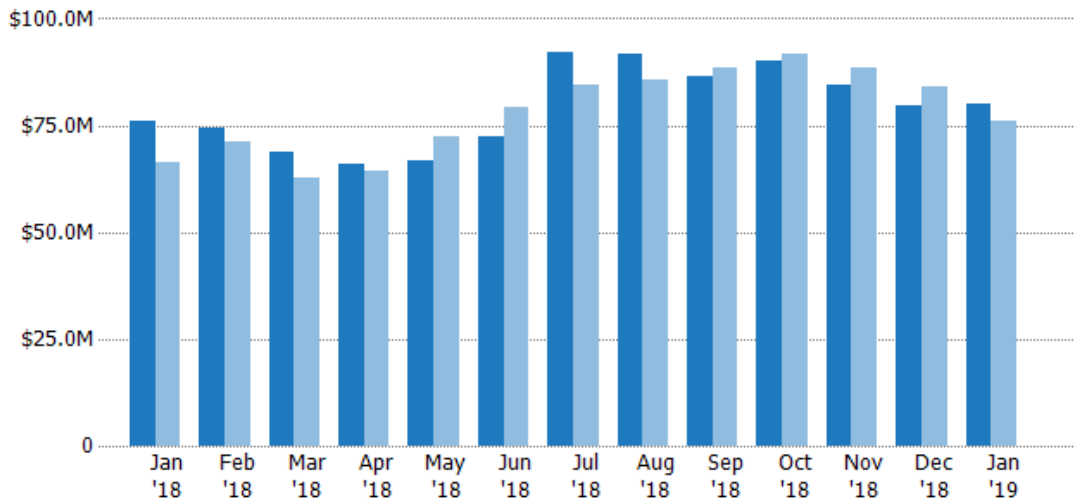
Active Listing Volume

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	\$76.1M	\$74.3M	\$68.8M	\$65.8M	\$66.7M	\$72.5M	\$92.2M	\$91.9M	\$86.4M	\$90M	\$84.4M	\$79.5M	\$80M
Prior Year	\$66.2M	\$71.3M	\$62.6M	\$64.5M	\$72.6M	\$79.4M	\$84.6M	\$85.9M	\$88.5M	\$91.7M	\$88.6M	\$84M	\$76.1M
Percent Change from Prior Year	15%	4%	10%	2%	-8%	-9%	9%	7%	-2%	-2%	-5%	-5%	5%

Average Listing Price

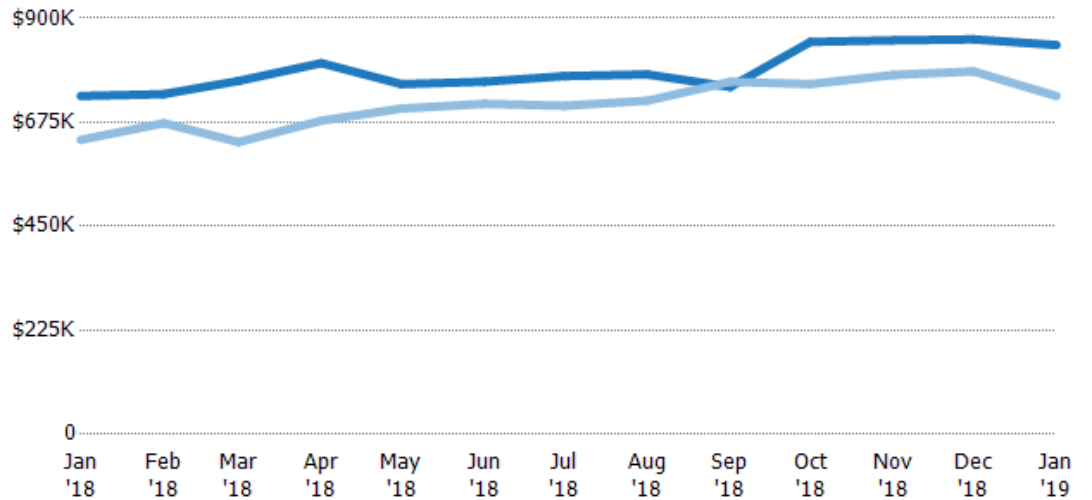
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Price	% Chg.
Jan '19	\$842K	15.1%
Jan '18	\$732K	14.9%
Jan '17	\$637K	-22.9%



Current Year	\$732K	\$736K	\$764K	\$803K	\$757K	\$763K	\$775K	\$779K	\$752K	\$849K	\$852K	\$855K	\$842K
Prior Year	\$637K	\$673K	\$632K	\$679K	\$705K	\$715K	\$711K	\$722K	\$763K	\$758K	\$777K	\$785K	\$732K
Percent Change from Prior Year	15%	9%	21%	18%	7%	7%	9%	8%	-1%	12%	10%	9%	15%

Median Listing Price

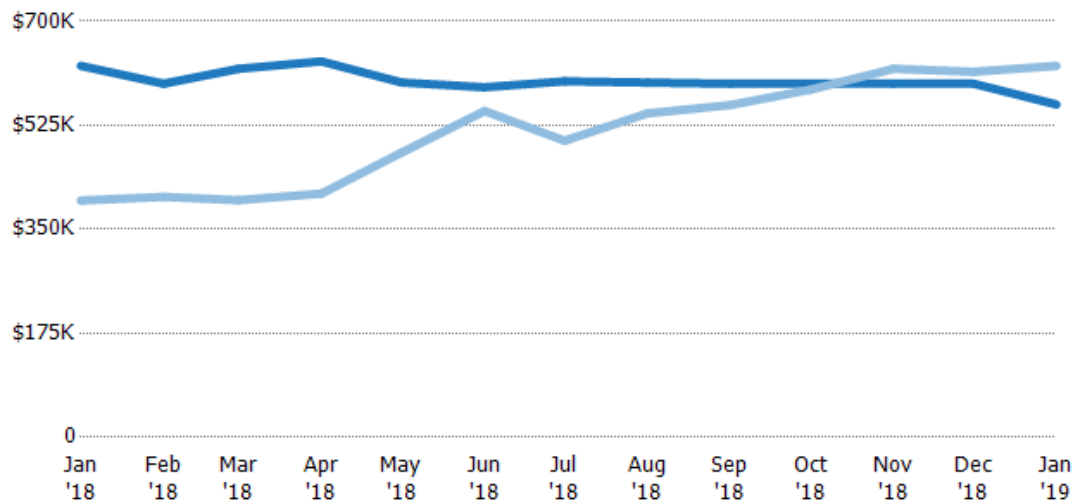
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Price	% Chg.
Jan '19	\$560K	-10.4%
Jan '18	\$625K	56.8%
Jan '17	\$399K	-9.7%



Current Year	\$625K	\$595K	\$620K	\$633K	\$597K	\$589K	\$599K	\$597K	\$595K	\$595K	\$595K	\$595K	\$560K
Prior Year	\$399K	\$405K	\$399K	\$410K	\$479K	\$549K	\$499K	\$545K	\$559K	\$585K	\$620K	\$615K	\$625K
Percent Change from Prior Year	57%	47%	55%	54%	25%	7%	20%	10%	6%	2%	-4%	-3%	-10%

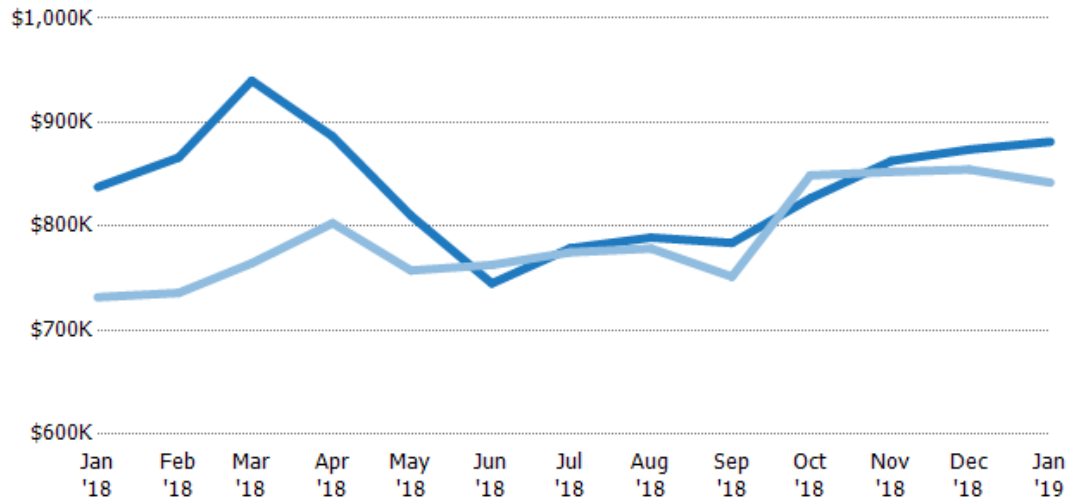
Average Listing Price vs Average Est Value

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



Avg Est Value	\$838K	\$866K	\$940K	\$886K	\$810K	\$745K	\$779K	\$789K	\$784K	\$827K	\$863K	\$874K	\$881K
Avg Listing Price	\$732K	\$736K	\$764K	\$803K	\$757K	\$763K	\$775K	\$779K	\$752K	\$849K	\$852K	\$855K	\$842K
Avg Listing Price as a % of Avg Est Value	87%	85%	81%	91%	93%	102%	99%	99%	96%	103%	99%	98%	96%

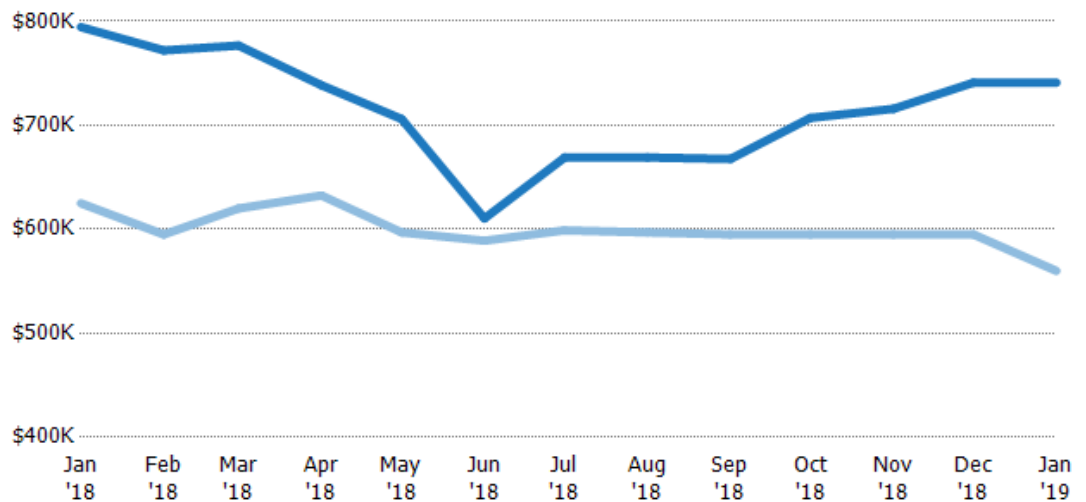
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Median Est Value	\$794K	\$772K	\$777K	\$739K	\$706K	\$610K	\$669K	\$669K	\$668K	\$707K	\$716K	\$741K	\$741K
Median Listing Price	\$625K	\$595K	\$620K	\$633K	\$597K	\$589K	\$599K	\$597K	\$595K	\$595K	\$595K	\$595K	\$560K
Med Listing Price as a % of Med Est Value	79%	77%	80%	86%	85%	96%	90%	89%	89%	84%	83%	80%	76%

Median Days in RPR

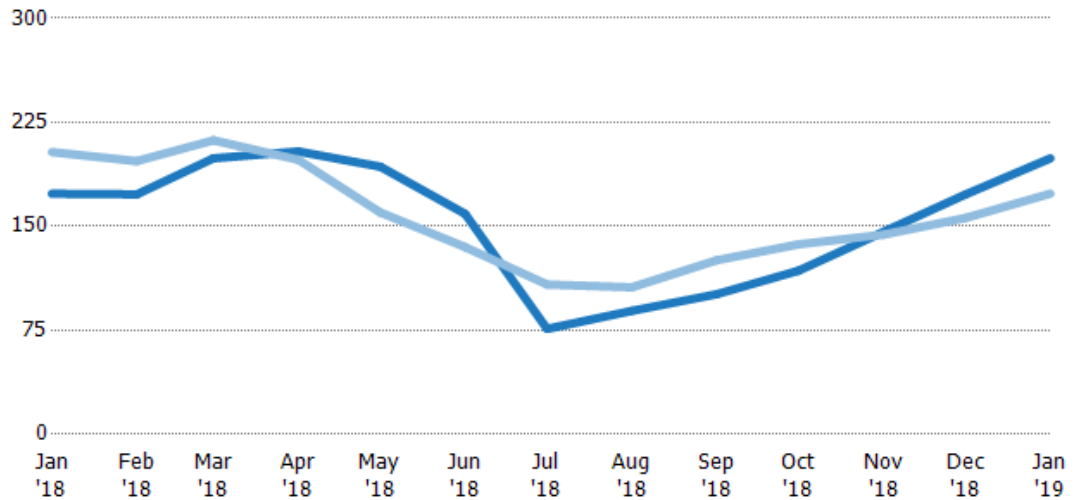
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Days	% Chg.
Jan '19	199	14.7%
Jan '18	174	-14.7%
Jan '17	204	-35.9%



Current Year	174	173	199	204	193	159	76	89	101	118	146	173	199
Prior Year	204	197	212	198	160	135	108	106	126	137	144	156	174
Percent Change from Prior Year	-15%	-12%	-6%	3%	21%	18%	-30%	-16%	-20%	-14%	1%	11%	15%

Months of Inventory

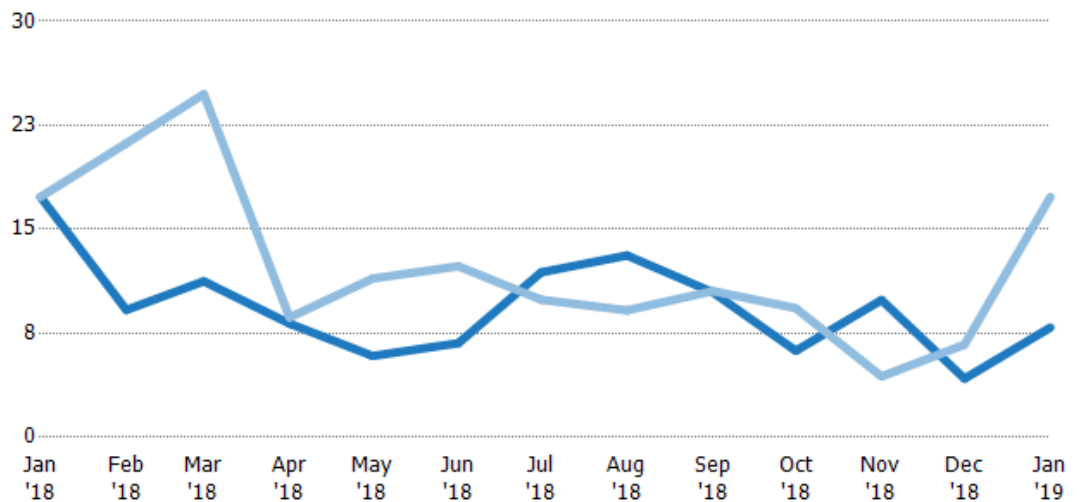
The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Months	% Chg.
Jan '19	7.92	-54.3%
Jan '18	17.3	0%
Jan '17	17.3	-38.5%



Current Year	17.3	9.18	11.3	8.2	5.87	6.79	11.9	13.1	10.5	6.24	9.9	4.23	7.92
Prior Year	17.3	21.2	24.8	8.64	11.4	12.3	9.92	9.15	10.5	9.31	4.38	6.69	17.3
Percent Change from Prior Year	0%	-57%	-55%	-5%	-49%	-45%	20%	43%	-1%	-33%	126%	-37%	-54%

Absorption Rate

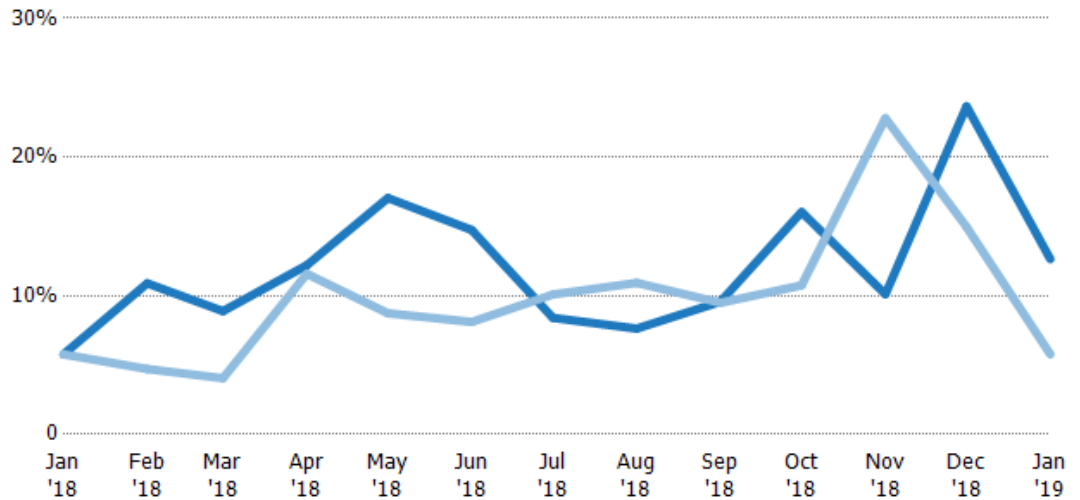
The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Rate	Chg.
Jan '19	13%	-6.9%
Jan '18	6%	0%
Jan '17	6%	62.7%



Current Year	6%	11%	9%	12%	17%	15%	8%	8%	10%	16%	10%	24%	13%
Prior Year	6%	5%	4%	12%	9%	8%	10%	11%	9%	11%	23%	15%	6%
Change from Prior Year	0%	-6%	-5%	-1%	-8%	-7%	2%	3%	0%	-5%	13%	-9%	-7%

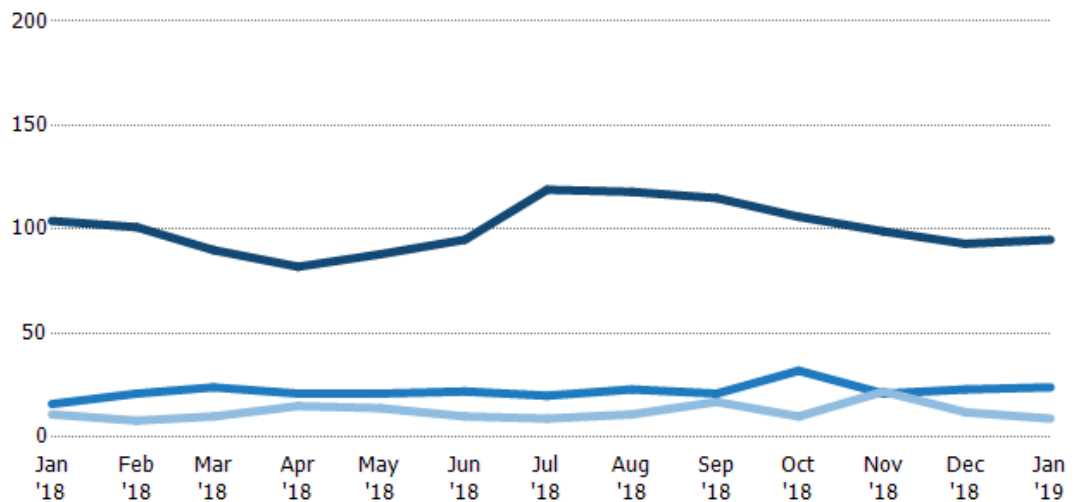
Active/Pending/Sold Units

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Active	104	101	90	82	88	95	119	118	115	106	99	93	95
Pending	16	21	24	21	21	22	20	23	21	32	21	23	24
Sold	11	8	10	15	14	10	9	11	17	10	22	12	9

New Pending Sales

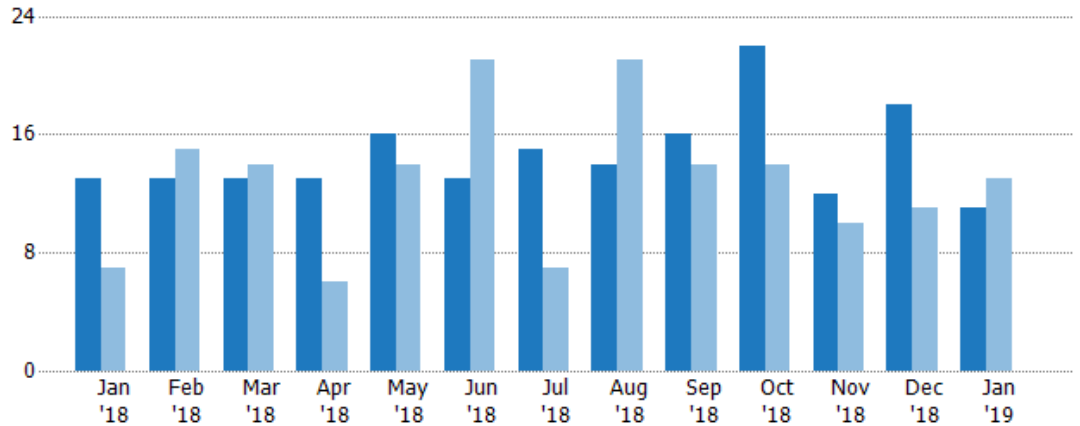
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Count	% Chg.
Jan '19	11	-15.4%
Jan '18	13	85.7%
Jan '17	7	42.9%



Current Year	13	13	13	13	16	13	15	14	16	22	12	18	11
Prior Year	7	15	14	6	14	21	7	21	14	14	10	11	13
Percent Change from Prior Year	86%	-13%	-7%	117%	14%	-38%	114%	-33%	14%	57%	20%	64%	-15%

New Pending Sales Volume

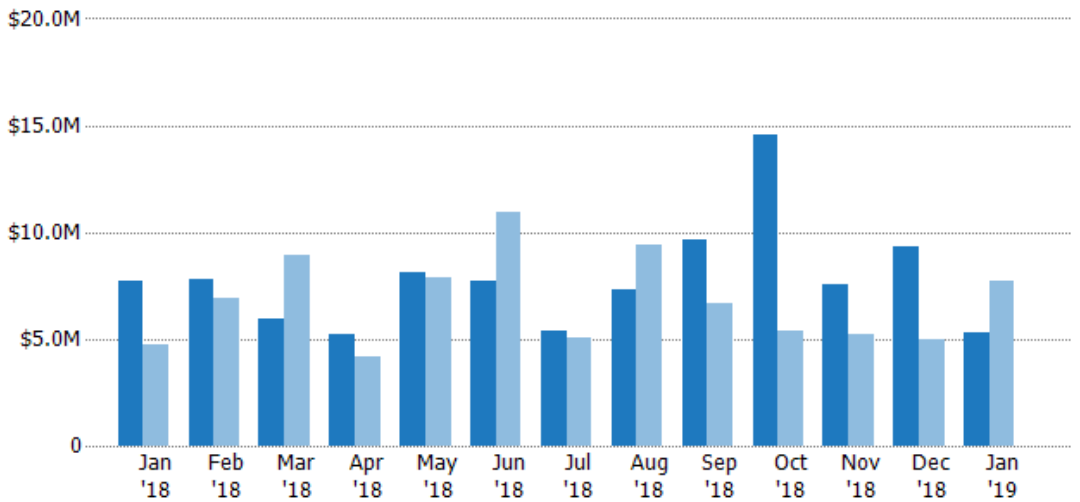
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Volume	% Chg.
Jan '19	\$5.3M	-31.3%
Jan '18	\$7.72M	61.7%
Jan '17	\$4.78M	-0.8%



Current Year	\$7.72M	\$7.8M	\$5.93M	\$5.22M	\$8.14M	\$7.73M	\$5.42M	\$7.3M	\$9.67M	\$14.5M	\$7.53M	\$9.29M	\$5.3M
Prior Year	\$4.78M	\$6.88M	\$8.94M	\$4.21M	\$7.91M	\$11M	\$5.03M	\$9.41M	\$6.68M	\$5.41M	\$5.25M	\$4.97M	\$7.72M
Percent Change from Prior Year	62%	13%	-34%	24%	3%	-29%	8%	-22%	45%	169%	43%	87%	-31%

Pending Sales

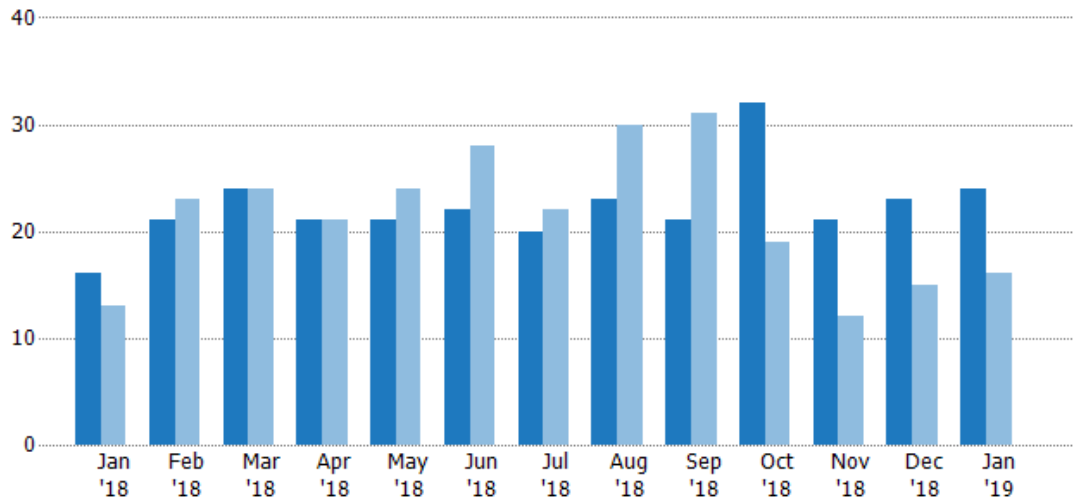
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Count	% Chg.
Jan '19	24	50%
Jan '18	16	23.1%
Jan '17	13	30.8%



Current Year	16	21	24	21	21	22	20	23	21	32	21	23	24
Prior Year	13	23	24	21	24	28	22	30	31	19	12	15	16
Percent Change from Prior Year	23%	-9%	0%	0%	-13%	-21%	-9%	-23%	-32%	68%	75%	53%	50%

Pending Sales Volume

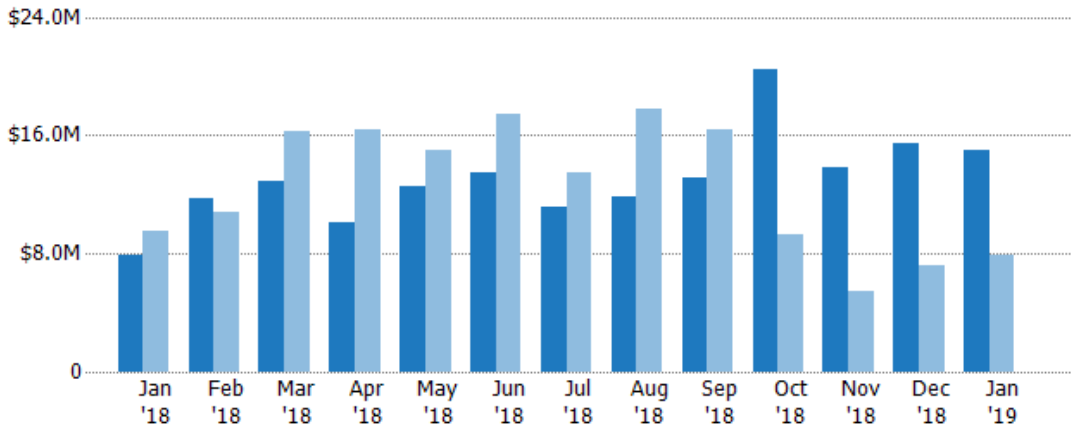
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Volume	% Chg.
Jan '19	\$15M	91.6%
Jan '18	\$7.84M	-17.4%
Jan '17	\$9.5M	-18.6%



Current Year	\$7.84M	\$11.7M	\$12.9M	\$10.1M	\$12.5M	\$13.5M	\$11.1M	\$11.9M	\$13.2M	\$20.5M	\$13.9M	\$15.4M	\$15M
Prior Year	\$9.5M	\$10.8M	\$16.2M	\$16.4M	\$15M	\$17.4M	\$13.5M	\$17.8M	\$16.4M	\$9.28M	\$5.4M	\$7.14M	\$7.84M
Percent Change from Prior Year	-17%	9%	-20%	-38%	-17%	-23%	-18%	-33%	-20%	120%	157%	116%	92%

Closed Sales

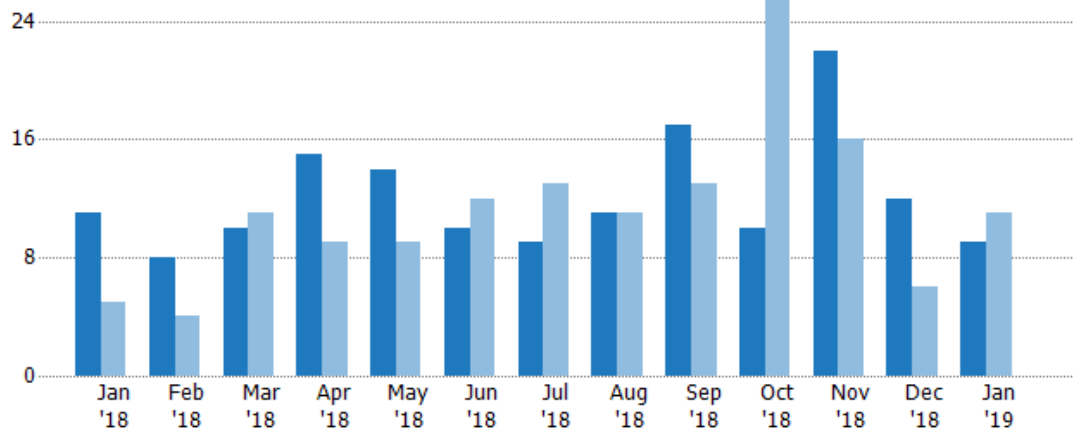
The total number of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Count	% Chg.
Jan '19	9	-18.2%
Jan '18	11	120%
Jan '17	5	100%



Current Year	11	8	10	15	14	10	9	11	17	10	22	12	9
Prior Year	5	4	11	9	9	12	13	11	13	26	16	6	11
Percent Change from Prior Year	120%	100%	-9%	67%	56%	-17%	-31%	0%	31%	-62%	38%	100%	-18%

Closed Sales Volume

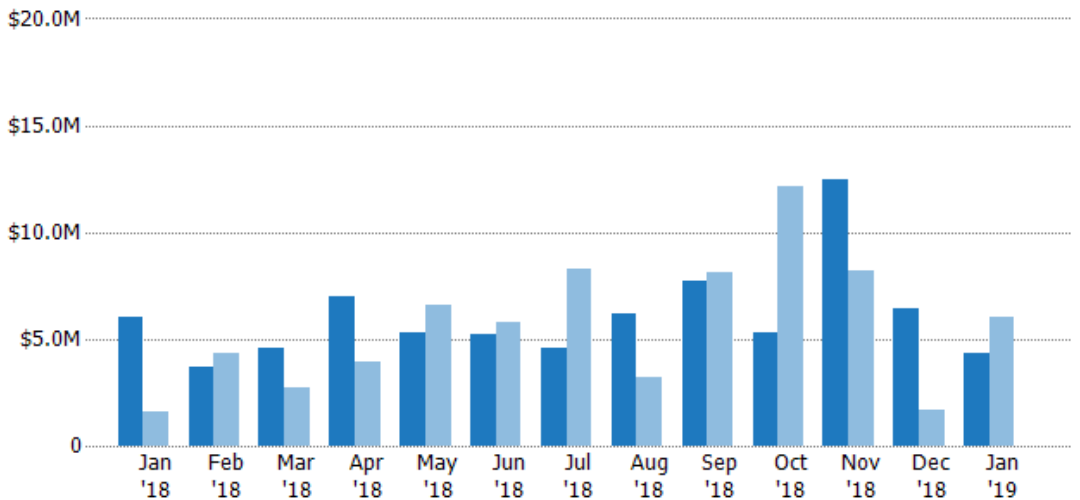
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Volume	% Chg.
Jan '19	\$4.37M	-27.3%
Jan '18	\$6.01M	277.6%
Jan '17	\$1.59M	157.9%



Current Year	\$6.01M	\$3.67M	\$4.56M	\$7.03M	\$5.28M	\$5.25M	\$4.57M	\$6.17M	\$7.7M	\$5.34M	\$12.5M	\$6.47M	\$4.37M
Prior Year	\$1.59M	\$4.3M	\$2.75M	\$3.93M	\$6.56M	\$5.81M	\$8.3M	\$3.22M	\$8.14M	\$12.1M	\$8.19M	\$1.7M	\$6.01M
Percent Change from Prior Year	278%	-15%	66%	79%	-20%	-10%	-45%	92%	-5%	-56%	53%	281%	-27%

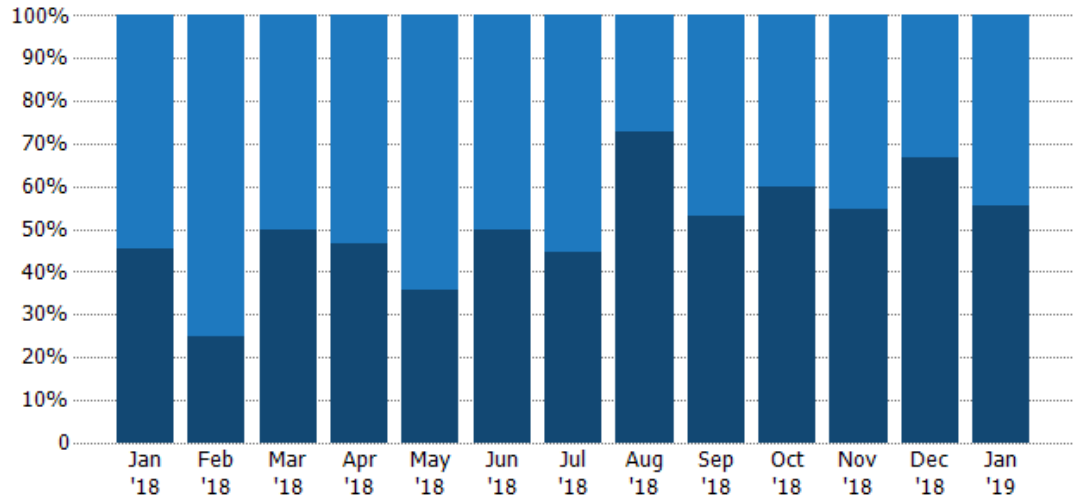
Closed Sales by Property Type

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 Family Residence



Condo/Townhouse

Single Family Residence

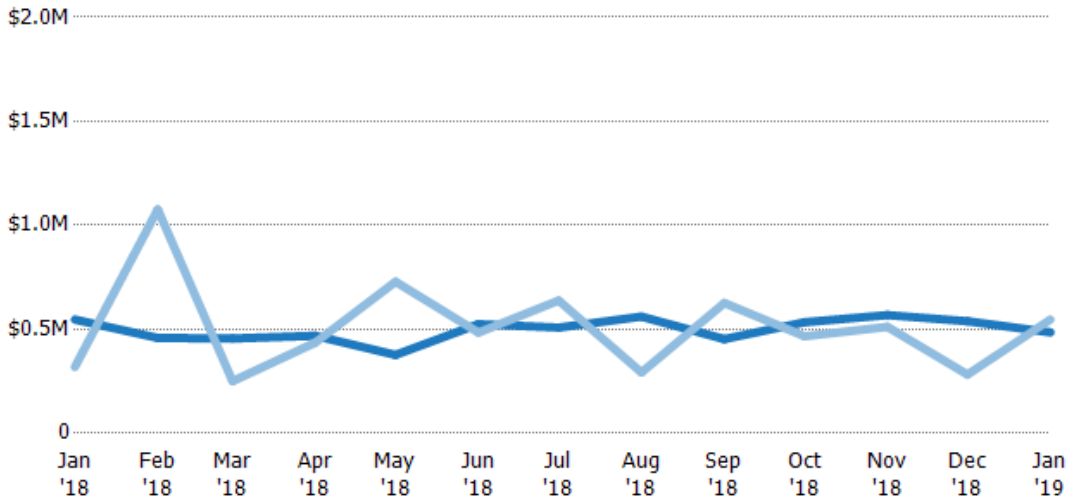
Average Sales Price

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



Current Year

Prior Year

Percent Change from Prior Year

\$547K	\$458K	\$456K	\$469K	\$377K	\$525K	\$508K	\$561K	\$453K	\$534K	\$568K	\$539K	\$486K
\$319K	\$1.08M	\$250K	\$436K	\$729K	\$484K	\$638K	\$292K	\$626K	\$466K	\$512K	\$283K	\$547K
72%	-57%	82%	7%	-48%	8%	-20%	92%	-28%	14%	11%	91%	-11%

Median Sales Price

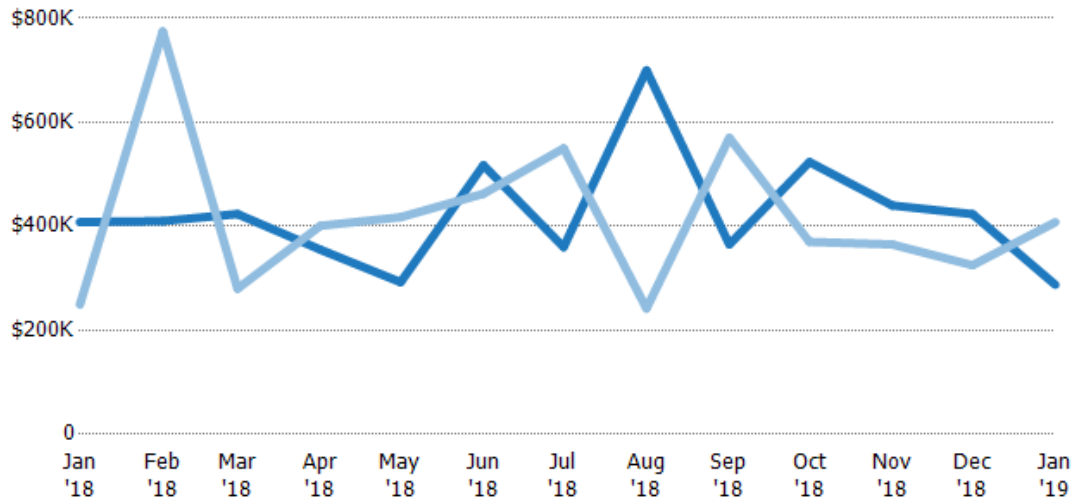
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Price	% Chg.
Jan '19	\$288K	-29.5%
Jan '18	\$408K	63.5%
Jan '17	\$250K	29.3%



Current Year	\$408K	\$410K	\$424K	\$355K	\$292K	\$518K	\$360K	\$700K	\$365K	\$524K	\$440K	\$424K	\$288K
Prior Year	\$250K	\$775K	\$280K	\$401K	\$418K	\$463K	\$550K	\$242K	\$570K	\$370K	\$365K	\$325K	\$408K
Percent Change from Prior Year	64%	-47%	51%	-11%	-30%	12%	-35%	189%	-36%	41%	21%	30%	-30%

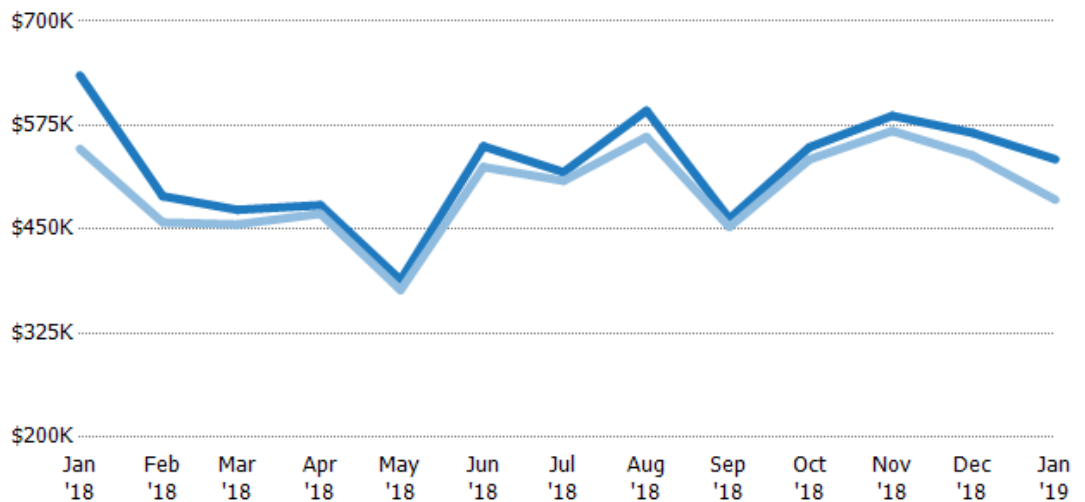
Average Sales Price vs Average Listing Price

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

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Avg List Price	\$635K	\$490K	\$473K	\$479K	\$389K	\$550K	\$519K	\$593K	\$463K	\$549K	\$586K	\$566K	\$534K
Avg Sales Price	\$547K	\$458K	\$456K	\$469K	\$377K	\$525K	\$508K	\$561K	\$453K	\$534K	\$568K	\$539K	\$486K
Avg Sales Price as a % of Avg List Price	86%	94%	96%	98%	97%	95%	98%	95%	98%	97%	97%	95%	91%

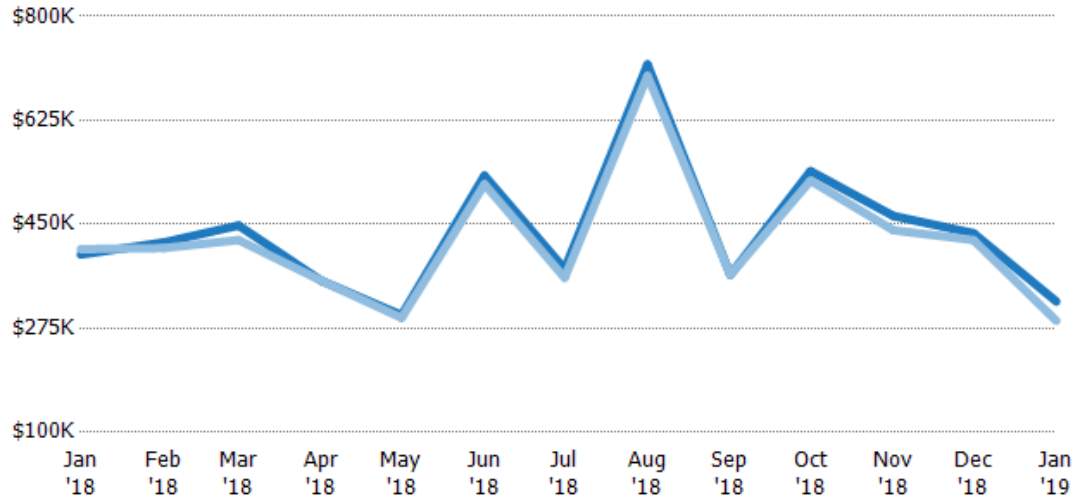
Median Sales Price vs Median Listing Price

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



Median List Price	\$399K	\$420K	\$448K	\$355K	\$297K	\$532K	\$375K	\$719K	\$365K	\$539K	\$464K	\$435K	\$320K
Median Sales Price	\$408K	\$410K	\$424K	\$355K	\$292K	\$518K	\$360K	\$700K	\$365K	\$524K	\$440K	\$424K	\$288K
Med Sales Price as a % of Med List Price	102%	98%	95%	100%	98%	97%	96%	97%	100%	97%	95%	97%	90%

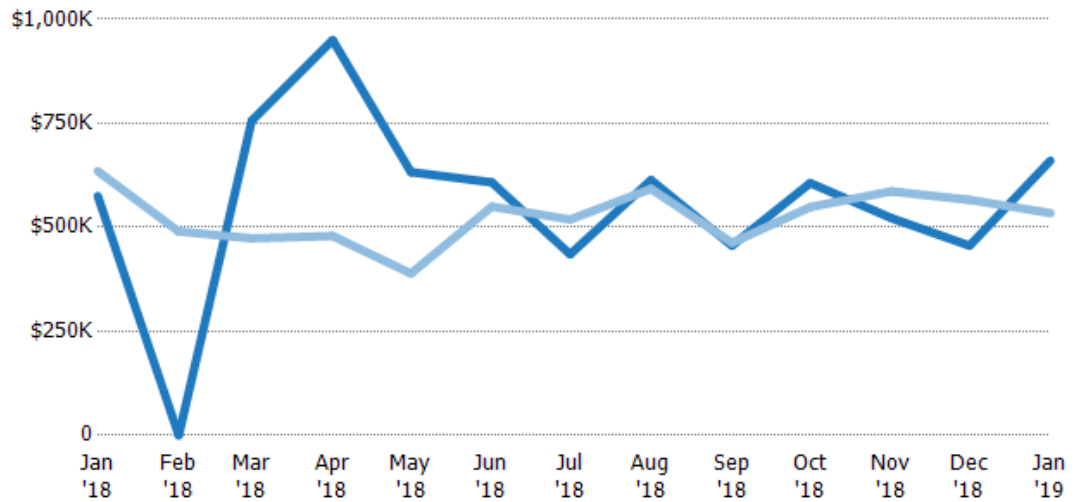
Average Sales Price vs Average Est Value

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 05672

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



Avg Est Value	\$575K	\$0	\$756K	\$950K	\$633K	\$608K	\$435K	\$614K	\$456K	\$606K	\$522K	\$456K	\$660K
Avg Sales Price	\$635K	\$490K	\$473K	\$479K	\$389K	\$550K	\$519K	\$593K	\$463K	\$549K	\$586K	\$566K	\$534K
Avg Sales Price as a % of Avg Est Value	110%	100%	63%	50%	61%	90%	119%	97%	101%	90%	112%	124%	81%

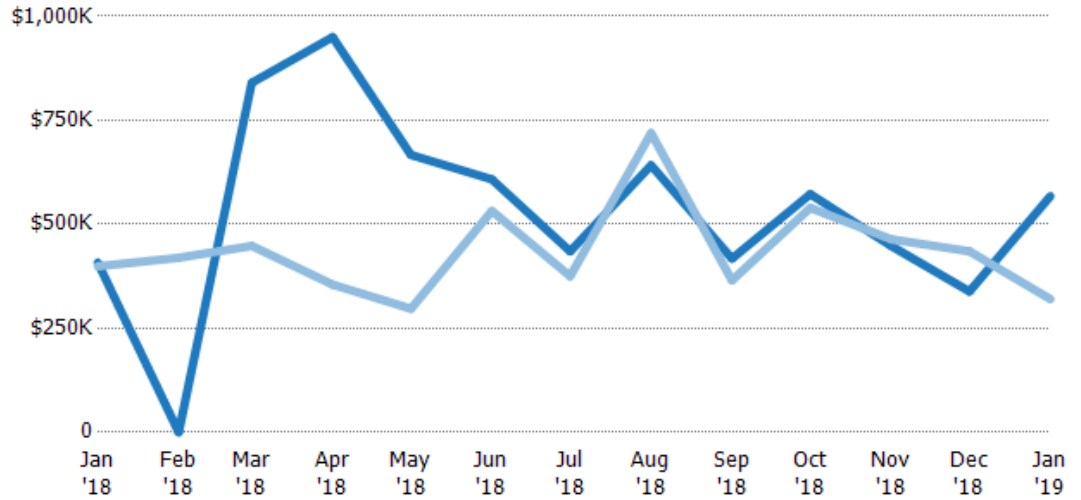
Median Sales Price vs Median Est Value

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



Median Est Value	\$408K	\$0	\$840K	\$950K	\$667K	\$608K	\$435K	\$642K	\$417K	\$573K	\$448K	\$339K	\$568K
Median Sales Price	\$399K	\$420K	\$448K	\$355K	\$297K	\$532K	\$375K	\$719K	\$365K	\$539K	\$464K	\$435K	\$320K
Med Sales Price as a % of Med Est Value	98%	100%	53%	37%	45%	88%	86%	112%	87%	94%	104%	129%	56%