

## 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 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	10	7	+42.9%	48	29	+65.5%
New Listing Volume	\$5,443,400	\$2,607,000	+108.8%	\$30,436,200	\$12,559,300	+142.3%
Active Listing Count	85	93	-8.6%	N/A	N/A	
Active Listing Volume	\$77,920,200	\$69,456,900	+12.2%	N/A	N/A	
Average Listing Price	\$916,708	\$746,848	+22.7%	\$866,126	\$729,960	+18.7%
Median Listing Price	\$610,000	\$615,000	-0.8%	\$560,483	\$608,201	-7.8%
Median Days in RPR	212	203	+4.4%	206.47	187.24	+10.3%
Months of Inventory	7.1	11.6	-39.1%	9	15.2	-40.4%
Absorption Rate	14.12%	8.6%	+5.5%	11.07%	6.6%	+4.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	19	13	+46.2%	45	39	+15.4%
New Pending Sales Volume	\$9,960,900	\$5,925,800	+68.1%	\$25,234,700	\$21,445,800	+17.7%
Pending Sales Count	32	24	+33.3%	N/A	N/A	
Pending Sales Volume	\$20,576,800	\$12,913,400	+59.3%	N/A	N/A	
Closed Sales Count	11	10	+10%	32	31	+3.2%
Closed Sales Volume	\$5,641,250	\$4,558,400	+23.8%	\$17,037,250	\$14,502,384	+17.5%
Average Sales Price	\$512,841	\$455,840	+12.5%	\$532,414	\$467,819	+13.8%
Median Sales Price	\$500,000	\$423,500	+18.1%	\$446,609	\$401,774	+11.2%

## New Listings

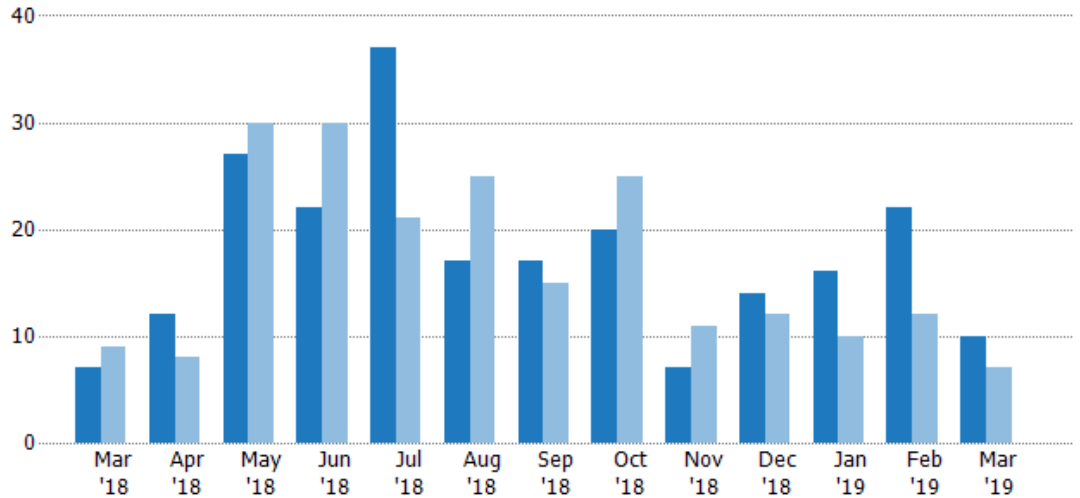
The number of new residential listings that were added each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Mar '19	10	42.9%
Mar '18	7	-22.2%
Mar '17	9	44.4%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	7	12	27	22	37	17	17	20	7	14	16	22	10
Prior Year	9	8	30	30	21	25	15	25	11	12	10	12	7
Percent Change from Prior Year	-22%	50%	-10%	-27%	76%	-32%	13%	-20%	-36%	17%	60%	83%	43%

## New Listing Volume

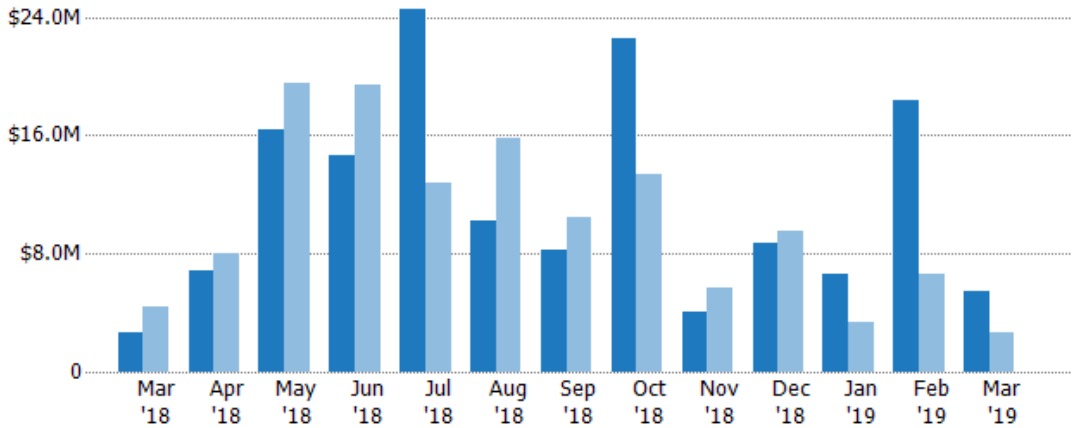
The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Mar '19	\$5.44M	108.8%
Mar '18	\$2.61M	-41.2%
Mar '17	\$4.44M	-2.6%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$2.61M	\$6.9M	\$16.4M	\$14.7M	\$24.5M	\$10.2M	\$8.23M	\$22.6M	\$4.06M	\$8.67M	\$6.67M	\$18.3M	\$5.44M
Prior Year	\$4.44M	\$8.01M	\$19.5M	\$19.4M	\$12.8M	\$15.8M	\$10.4M	\$13.3M	\$5.7M	\$9.53M	\$3.33M	\$6.63M	\$2.61M
Percent Change from Prior Year	-41%	-14%	-16%	-24%	92%	-36%	-21%	70%	-29%	-9%	101%	177%	109%

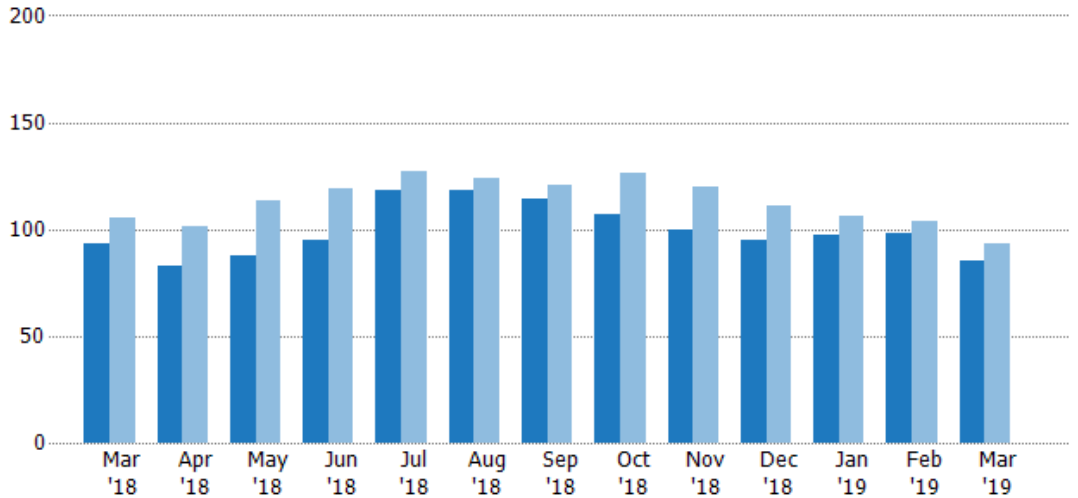
## Active Listings

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	93	83	88	95	118	118	114	107	100	95	97	98	85
Prior Year	105	101	113	119	127	124	121	126	120	111	106	104	93
Percent Change from Prior Year	-11%	-18%	-22%	-20%	-7%	-5%	-6%	-15%	-17%	-14%	-8%	-6%	-9%

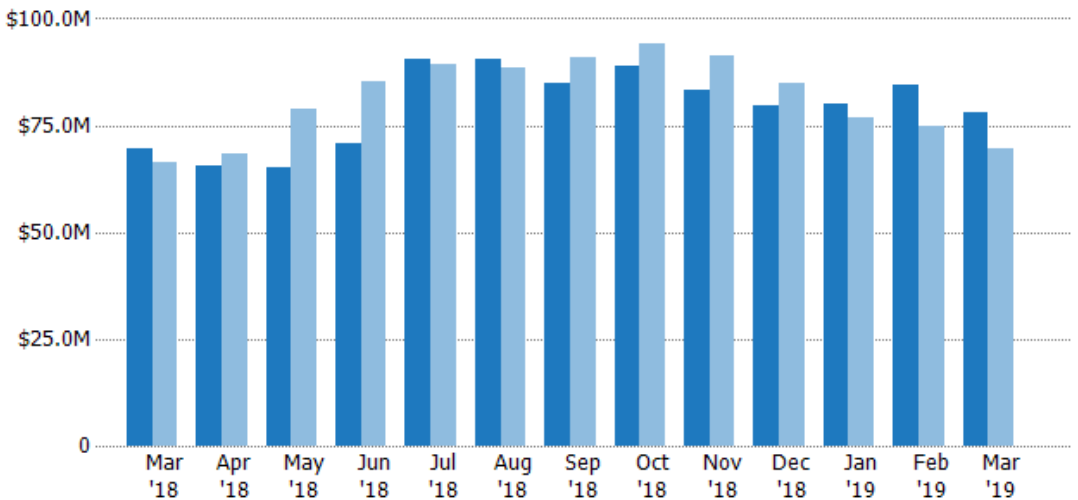
## Active Listing Volume

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$69.5M	\$65.6M	\$65.1M	\$70.9M	\$90.6M	\$90.7M	\$84.7M	\$89M	\$83.3M	\$79.7M	\$80.2M	\$84.4M	\$77.9M
Prior Year	\$66.3M	\$68.2M	\$78.8M	\$85.1M	\$89.3M	\$88.4M	\$91M	\$94.1M	\$91.2M	\$85M	\$76.7M	\$75M	\$69.5M
Percent Change from Prior Year	5%	-4%	-17%	-17%	1%	3%	-7%	-5%	-9%	-6%	5%	13%	12%

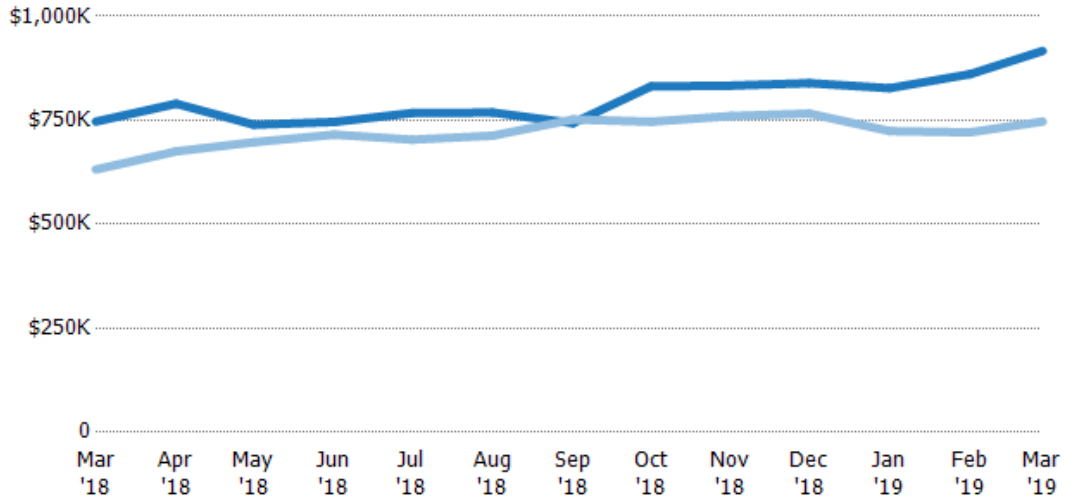
## Average Listing Price

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	Current Year Price	Prior Year Price	Percent Change from Prior Year
Mar '18	\$747K	\$632K	18%
Apr '18	\$790K	\$675K	17%
May '18	\$739K	\$697K	6%
Jun '18	\$746K	\$716K	4%
Jul '18	\$767K	\$704K	9%
Aug '18	\$769K	\$713K	8%
Sep '18	\$743K	\$752K	-1%
Oct '18	\$831K	\$746K	11%
Nov '18	\$833K	\$760K	10%
Dec '18	\$839K	\$766K	10%
Jan '19	\$827K	\$724K	14%
Feb '19	\$861K	\$721K	19%
Mar '19	\$917K	\$747K	23%

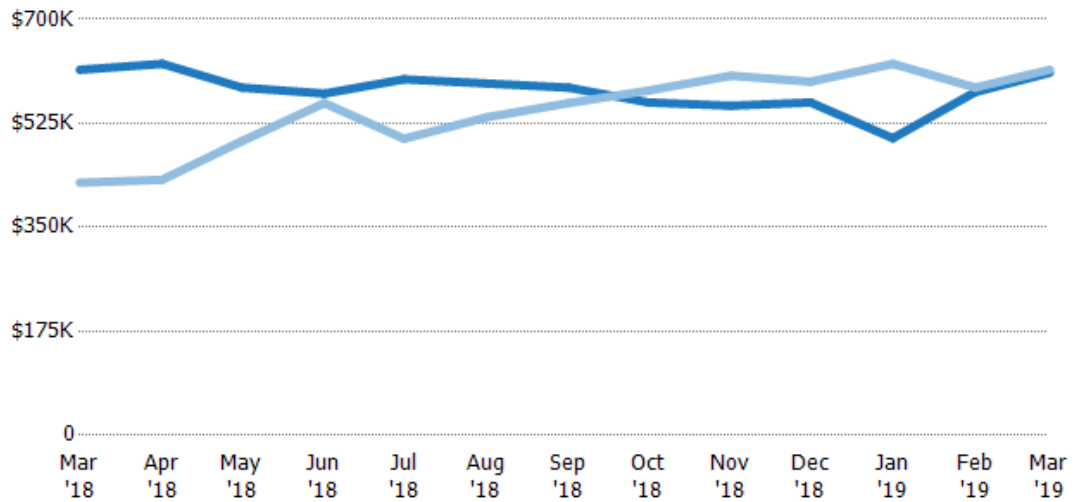
## Median Listing Price

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



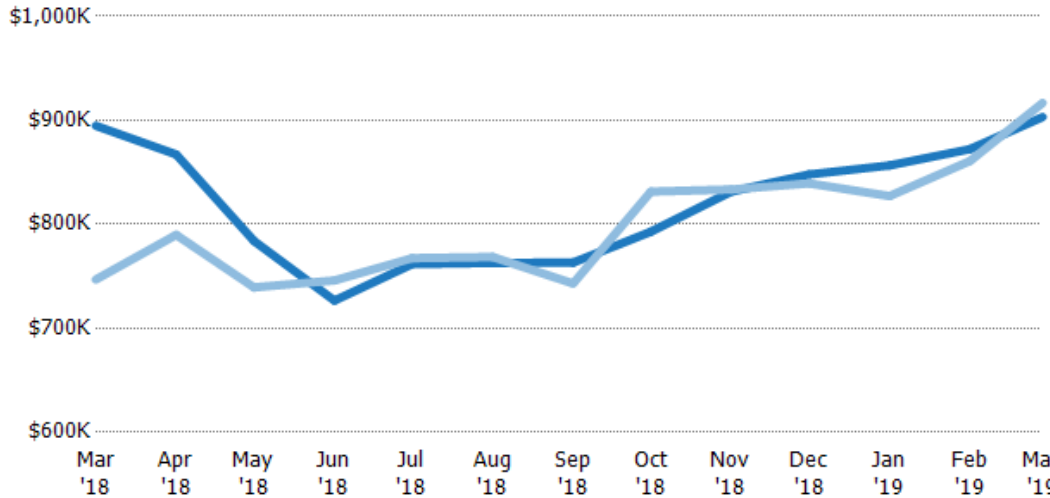
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Mar '18	\$615K	\$425K	45%
Apr '18	\$625K	\$430K	45%
May '18	\$585K	\$495K	18%
Jun '18	\$575K	\$559K	3%
Jul '18	\$599K	\$499K	20%
Aug '18	\$592K	\$535K	11%
Sep '18	\$585K	\$559K	5%
Oct '18	\$560K	\$580K	-3%
Nov '18	\$555K	\$605K	-8%
Dec '18	\$560K	\$595K	-6%
Jan '19	\$500K	\$625K	-20%
Feb '19	\$578K	\$585K	-1%
Mar '19	\$610K	\$615K	-1%

## 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



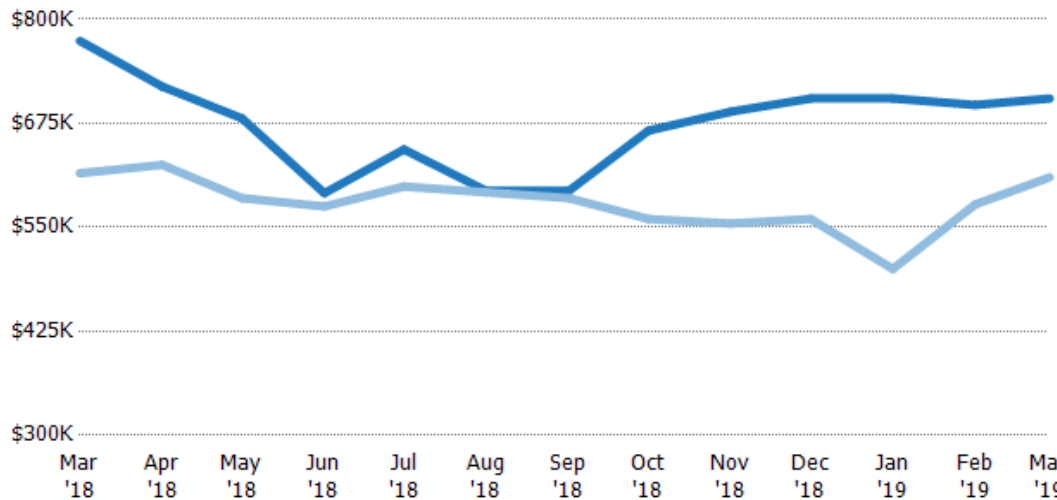
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$895K	\$867K	\$784K	\$727K	\$762K	\$763K	\$763K	\$793K	\$831K	\$848K	\$857K	\$872K	\$903K
Avg Listing Price	\$747K	\$790K	\$739K	\$746K	\$767K	\$769K	\$743K	\$831K	\$833K	\$839K	\$827K	\$861K	\$917K
Avg Listing Price as a % of Avg Est Value	83%	91%	94%	103%	101%	101%	97%	105%	100%	99%	97%	99%	102%

## 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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$774K	\$719K	\$681K	\$591K	\$644K	\$594K	\$594K	\$666K	\$689K	\$705K	\$705K	\$697K	\$705K
Median Listing Price	\$615K	\$625K	\$585K	\$575K	\$599K	\$592K	\$585K	\$560K	\$555K	\$560K	\$500K	\$578K	\$610K
Med Listing Price as a % of Med Est Value	79%	87%	86%	97%	93%	100%	99%	84%	80%	79%	71%	83%	87%

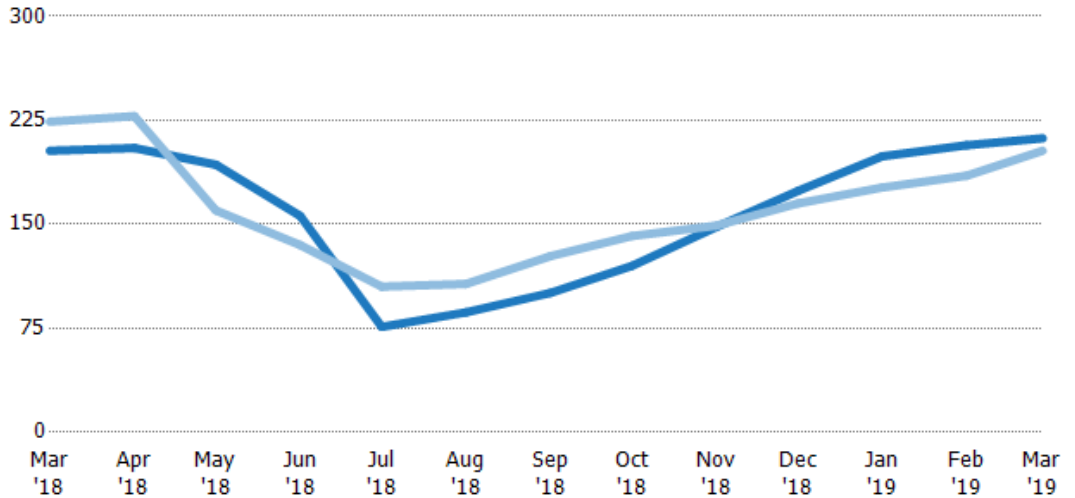
## Median Days in RPR

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.
Mar '19	212	4.4%
Mar '18	203	-9.4%
Mar '17	224	-33.9%

Current Year	203	205	193	156	76	86.5	101	120	148	174	199	207	212
Prior Year	224	228	160	135	105	107	127	142	149	165	177	185	203
Percent Change from Prior Year	-9%	-10%	21%	16%	-28%	-19%	-21%	-15%	-1%	5%	13%	12%	4%

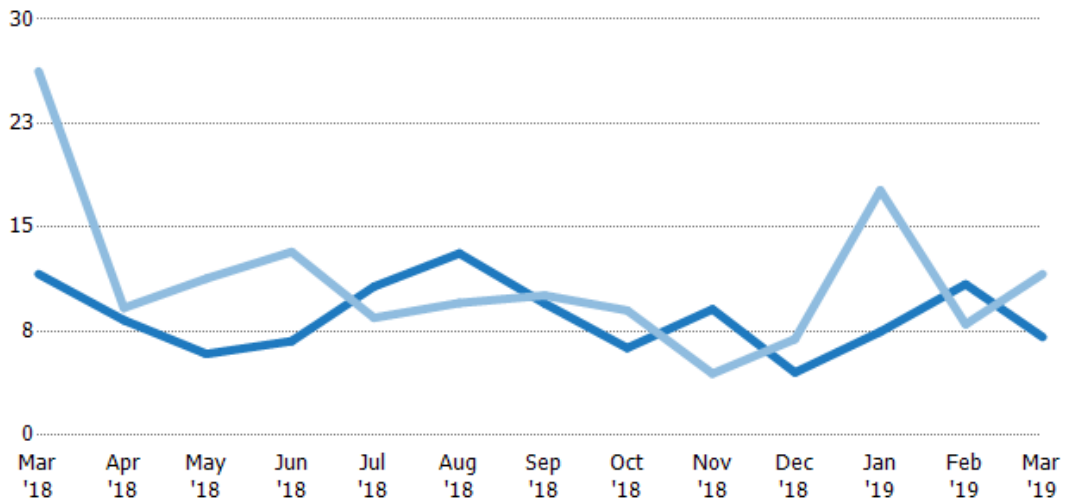
## Months of Inventory

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.
Mar '19	7.08	-39.1%
Mar '18	11.6	-55.7%
Mar '17	26.3	-2.9%

Current Year	11.6	8.3	5.87	6.79	10.7	13.1	9.5	6.29	9.09	4.52	7.46	10.9	7.08
Prior Year	26.3	9.18	11.3	13.2	8.47	9.54	10.1	9	4.44	6.94	17.7	8	11.6
Percent Change from Prior Year	-56%	-10%	-48%	-49%	27%	37%	-6%	-30%	105%	-35%	-58%	36%	-39%

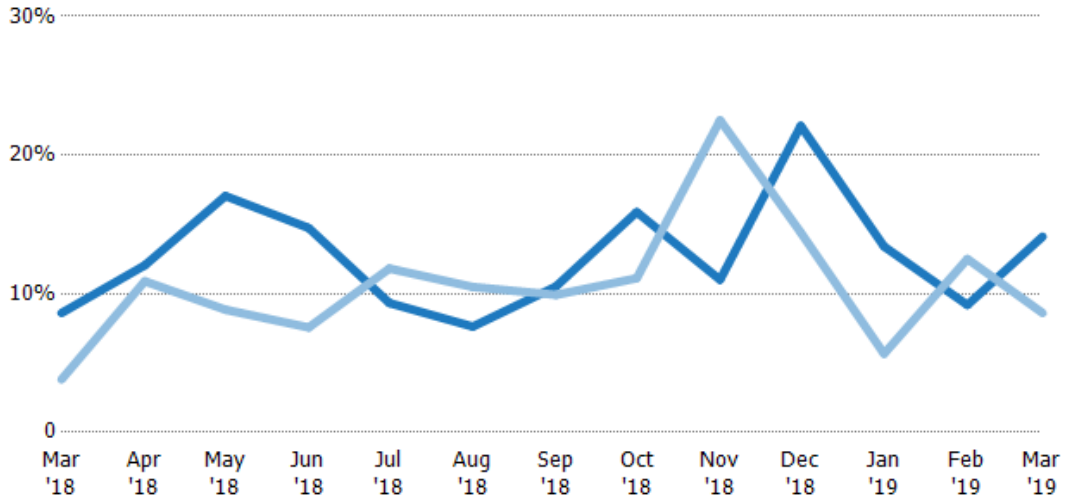
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	9%	12%	17%	15%	9%	8%	11%	16%	11%	22%	13%	9%	14%
Prior Year	4%	11%	9%	8%	12%	10%	10%	11%	23%	14%	6%	13%	9%
Change from Prior Year	-5%	-1%	-8%	-7%	2%	3%	-1%	-5%	12%	-8%	-8%	3%	-6%

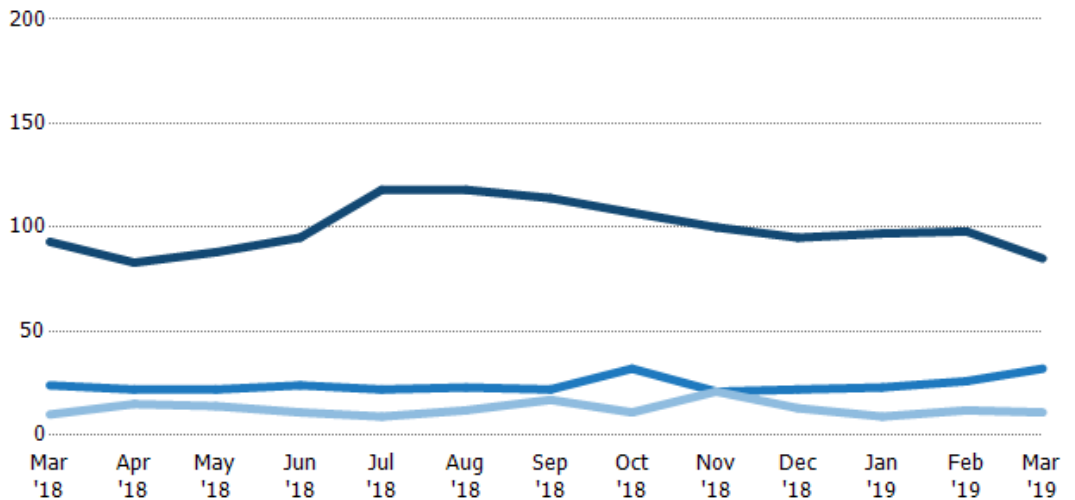
## Active/Pending/Sold Units

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	93	83	88	95	118	118	114	107	100	95	97	98	85
Pending	24	22	22	24	22	23	22	32	21	22	23	26	32
Sold	10	15	14	11	9	12	17	11	21	13	9	12	11

## New Pending Sales

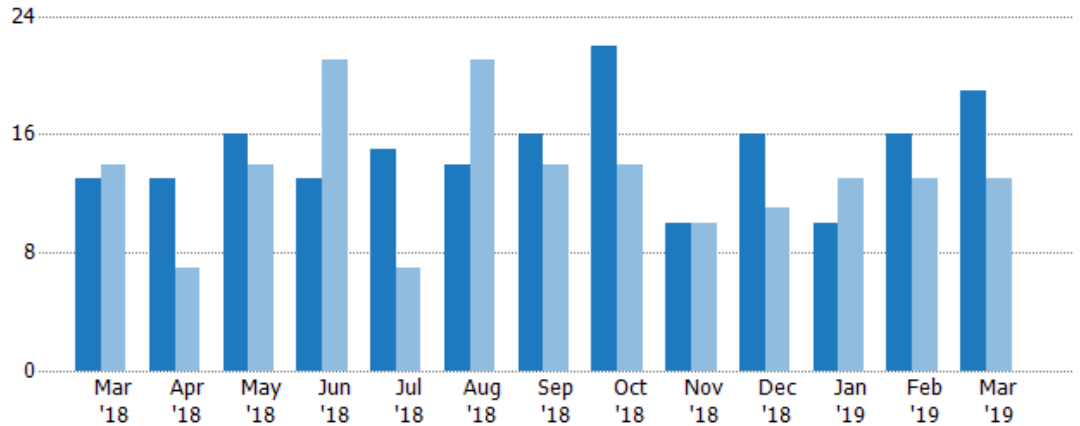
The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Mar '19	19	46.2%
Mar '18	13	-7.1%
Mar '17	14	7.1%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	13	13	16	13	15	14	16	22	10	16	10	16	19
Prior Year	14	7	14	21	7	21	14	14	10	11	13	13	13
Percent Change from Prior Year	-7%	86%	14%	-38%	114%	-33%	14%	57%	0%	45%	-23%	23%	46%

## New Pending Sales Volume

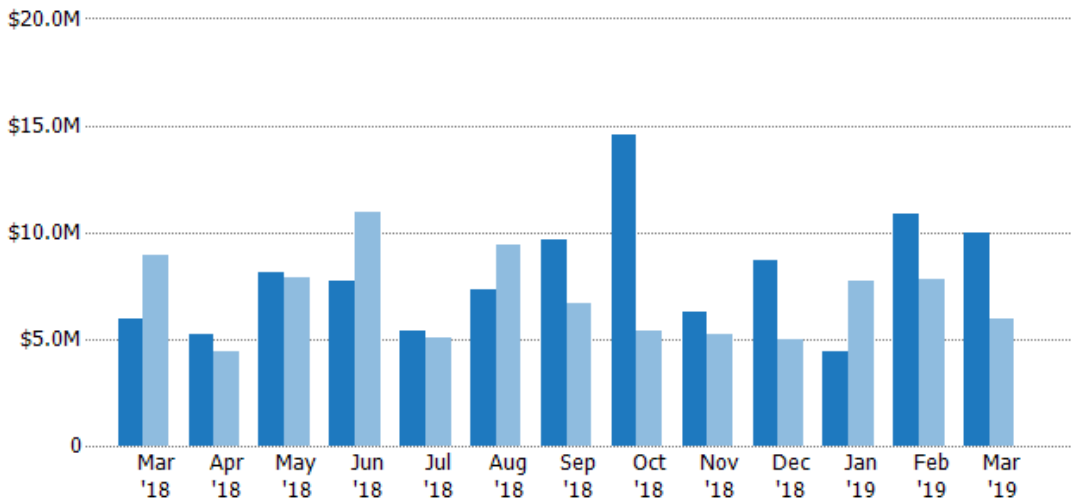
The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Mar '19	\$9.96M	68.1%
Mar '18	\$5.93M	-33.7%
Mar '17	\$8.94M	-13.2%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$5.93M	\$5.22M	\$8.14M	\$7.73M	\$5.42M	\$7.3M	\$9.67M	\$14.5M	\$6.25M	\$8.65M	\$4.42M	\$10.9M	\$9.96M
Prior Year	\$8.94M	\$4.44M	\$7.91M	\$11M	\$5.03M	\$9.41M	\$6.68M	\$5.41M	\$5.25M	\$4.97M	\$7.72M	\$7.8M	\$5.93M
Percent Change from Prior Year	-34%	18%	3%	-29%	8%	-22%	45%	169%	19%	74%	-43%	39%	68%



## Pending Sales

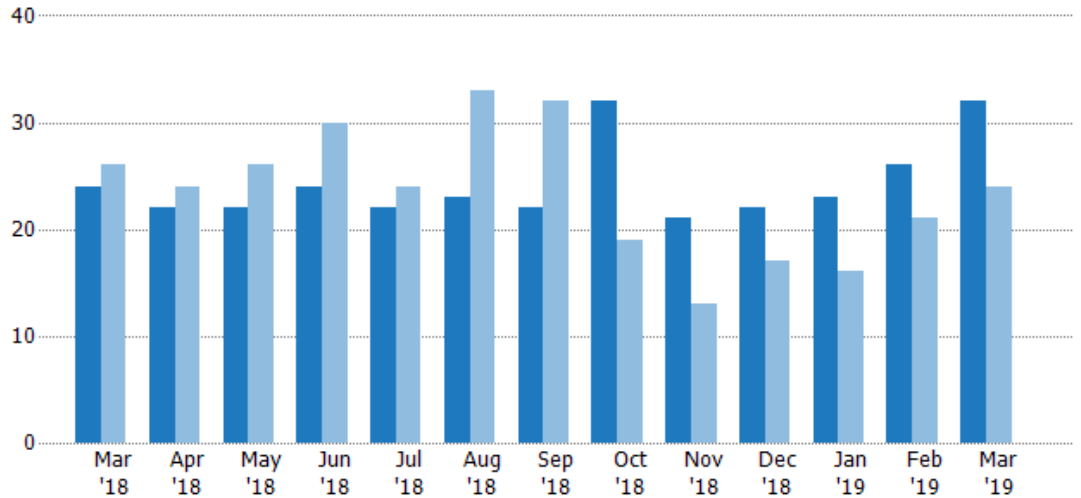
The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Mar '19	32	33.3%
Mar '18	24	-7.7%
Mar '17	26	-7.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	24	22	22	24	22	23	22	32	21	22	23	26	32
Prior Year	26	24	26	30	24	33	32	19	13	17	16	21	24
Percent Change from Prior Year	-8%	-8%	-15%	-20%	-8%	-30%	-31%	68%	62%	29%	44%	24%	33%

## Pending Sales Volume

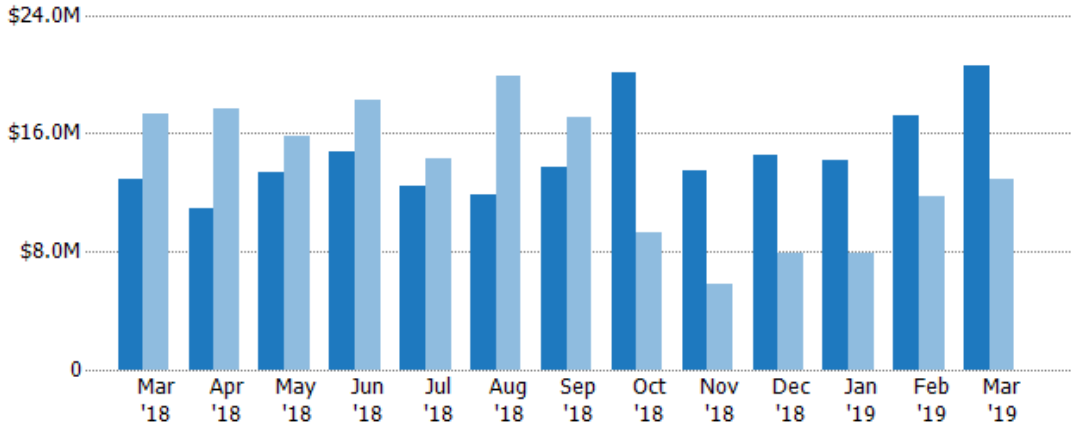
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Mar '19	\$20.6M	59.3%
Mar '18	\$12.9M	-25.3%
Mar '17	\$17.3M	-27.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$12.9M	\$11M	\$13.4M	\$14.7M	\$12.4M	\$11.9M	\$13.7M	\$20.1M	\$13.5M	\$14.5M	\$14.1M	\$17.2M	\$20.6M
Prior Year	\$17.3M	\$17.7M	\$15.8M	\$18.3M	\$14.3M	\$19.9M	\$17M	\$9.28M	\$5.85M	\$7.85M	\$7.84M	\$11.7M	\$12.9M
Percent Change from Prior Year	-25%	-38%	-16%	-19%	-13%	-40%	-20%	117%	131%	85%	80%	47%	59%

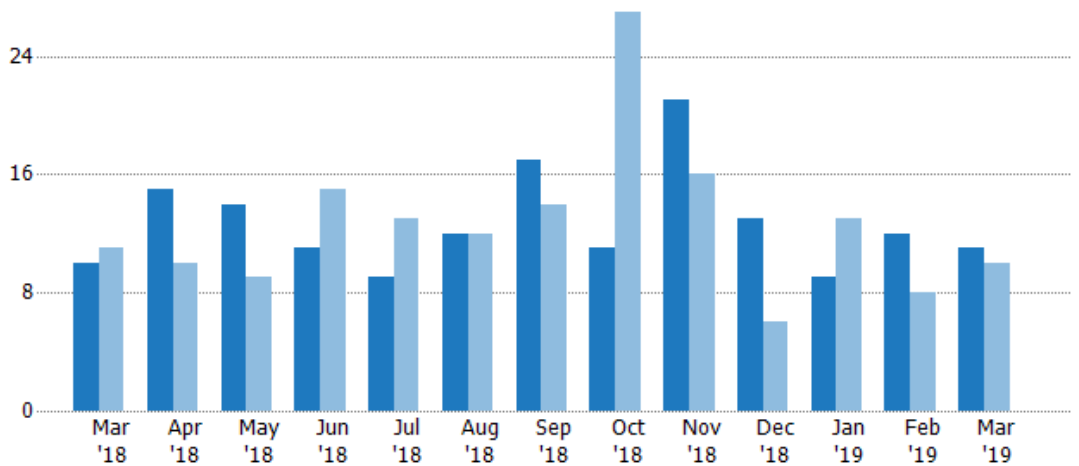
## Closed Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	11	10	10%
Mar '18	10	10	-9.1%
Mar '17	11	11	9.1%

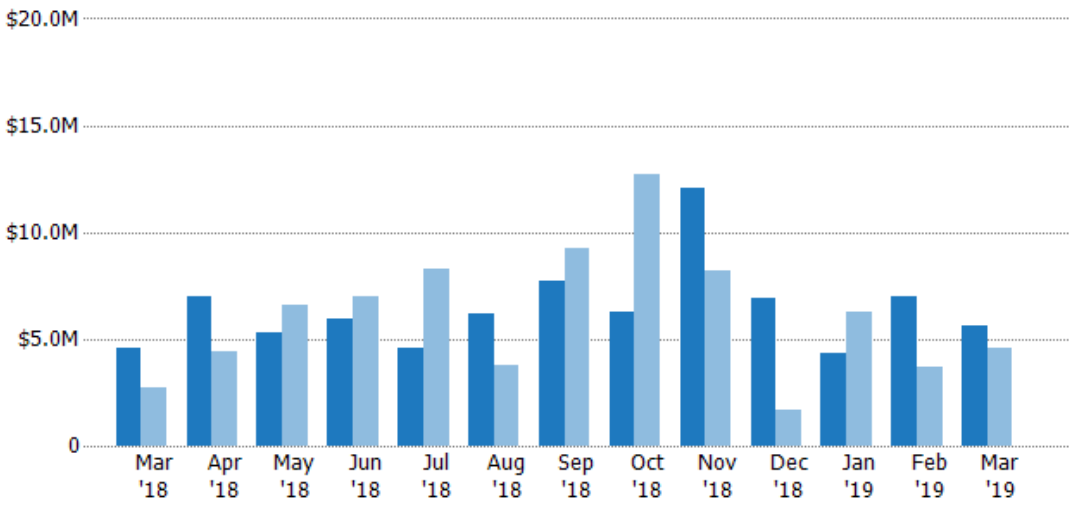
## Closed Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$5.64M	\$4.56M	23.8%
Mar '18	\$4.56M	\$4.56M	65.6%
Mar '17	\$2.75M	\$2.75M	98.4%

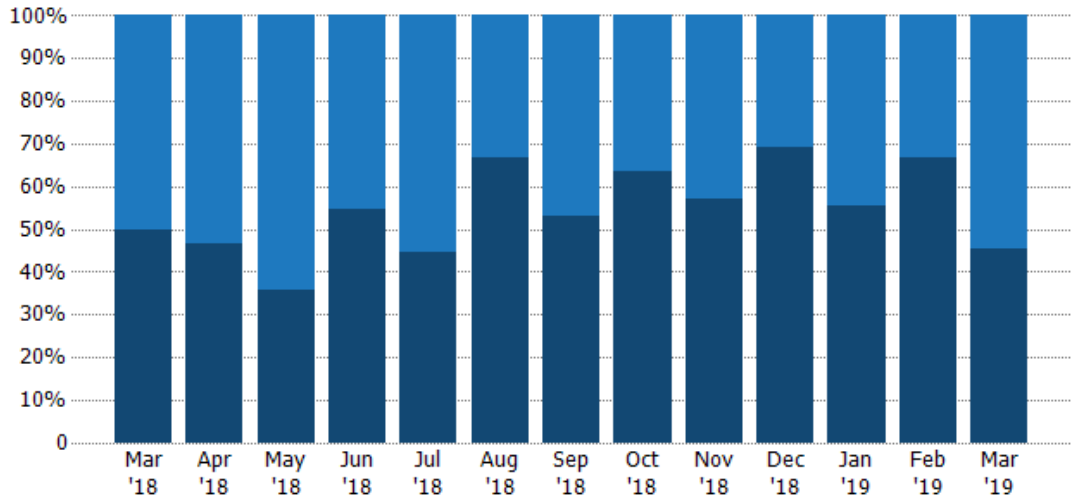
## Closed Sales by Property Type

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



Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Condo/Townhouse	50%	53%	64%	45%	56%	33%	47%	36%	43%	31%	44%	33%	55%
Single Family Residence	50%	47%	36%	55%	44%	67%	53%	64%	57%	69%	56%	67%	45%

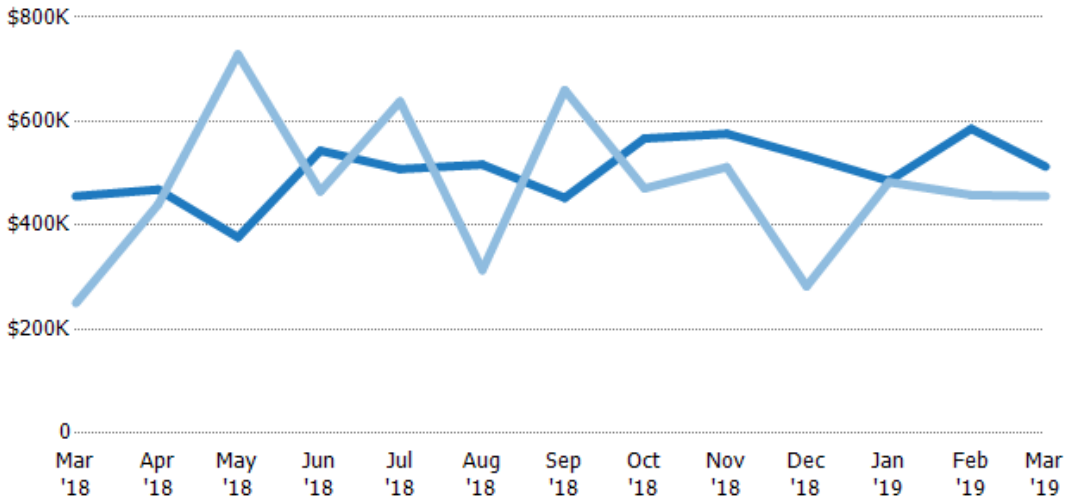
## Average Sales Price

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



Month/Year	Price	% Chg.
Mar '19	\$513K	12.5%
Mar '18	\$456K	82.1%
Mar '17	\$250K	81.9%

Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$456K	\$469K	\$377K	\$543K	\$508K	\$517K	\$453K	\$567K	\$576K	\$533K	\$486K	\$586K	\$513K
Prior Year	\$250K	\$440K	\$729K	\$465K	\$638K	\$314K	\$660K	\$471K	\$512K	\$283K	\$483K	\$458K	\$456K
Percent Change from Prior Year	82%	6%	-48%	17%	-20%	65%	-31%	20%	13%	89%	1%	28%	13%

## Median Sales Price

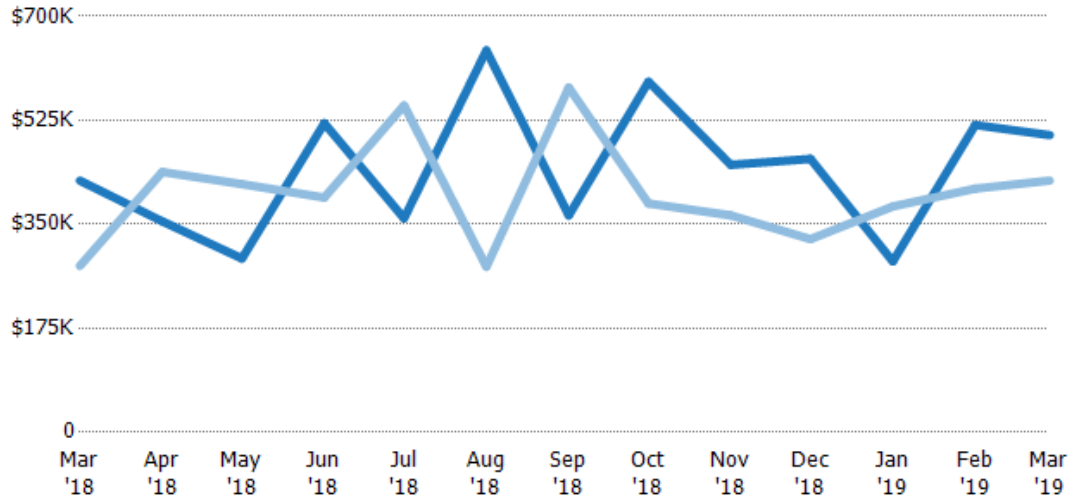
The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Mar '19	\$500K	18.1%
Mar '18	\$424K	51.3%
Mar '17	\$280K	22.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$424K	\$355K	\$292K	\$520K	\$360K	\$643K	\$365K	\$590K	\$450K	\$460K	\$288K	\$517K	\$500K
Prior Year	\$280K	\$438K	\$418K	\$395K	\$550K	\$279K	\$580K	\$385K	\$365K	\$325K	\$380K	\$410K	\$424K
Percent Change from Prior Year	51%	-19%	-30%	32%	-35%	131%	-37%	53%	23%	42%	-24%	26%	18%

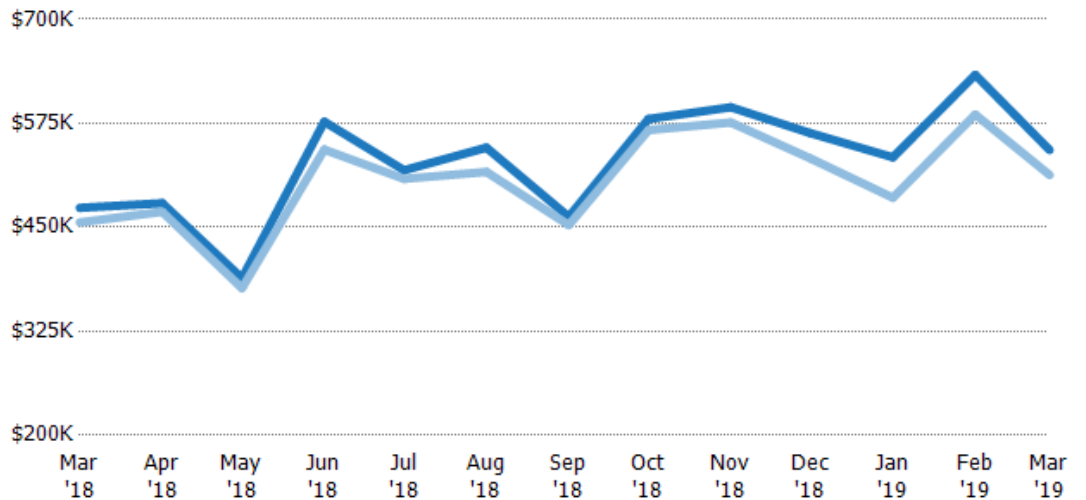
## Average Sales Price vs Average Listing Price

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg List Price	\$473K	\$479K	\$389K	\$577K	\$519K	\$546K	\$463K	\$580K	\$594K	\$563K	\$534K	\$633K	\$543K
Avg Sales Price	\$456K	\$469K	\$377K	\$543K	\$508K	\$517K	\$453K	\$567K	\$576K	\$533K	\$486K	\$586K	\$513K
Avg Sales Price as a % of Avg List Price	96%	98%	97%	94%	98%	95%	98%	98%	97%	95%	91%	92%	94%

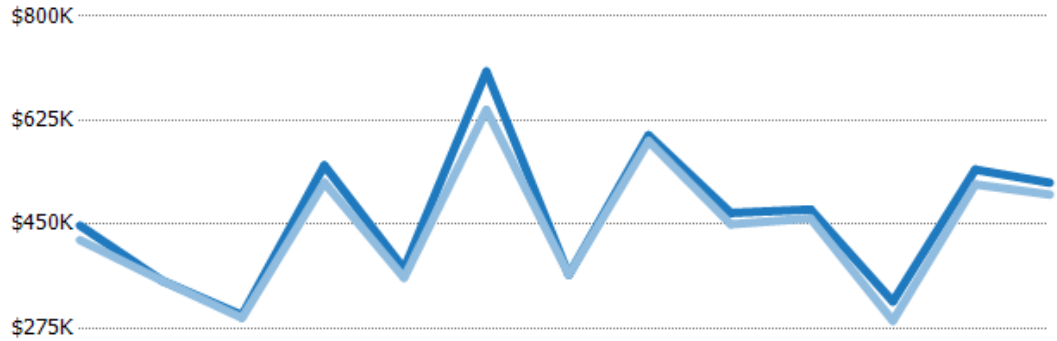
## Median Sales Price vs Median Listing Price

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$448K	\$355K	\$297K	\$549K	\$375K	\$707K	\$365K	\$600K	\$469K	\$475K	\$320K	\$542K	\$520K
Median Sales Price	\$424K	\$355K	\$292K	\$520K	\$360K	\$643K	\$365K	\$590K	\$450K	\$460K	\$288K	\$517K	\$500K
Med Sales Price as a % of Med List Price	95%	100%	98%	95%	96%	91%	100%	98%	96%	97%	90%	95%	96%

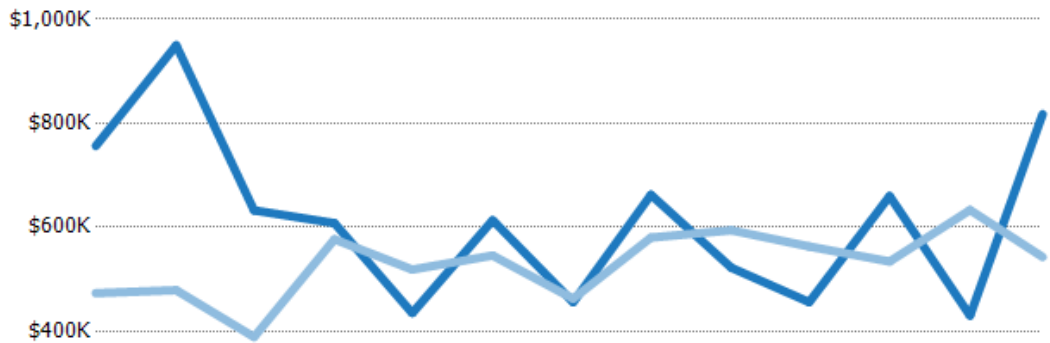
## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$756K	\$950K	\$633K	\$608K	\$435K	\$614K	\$456K	\$663K	\$522K	\$456K	\$660K	\$430K	\$818K
Avg Sales Price	\$473K	\$479K	\$389K	\$577K	\$519K	\$546K	\$463K	\$580K	\$594K	\$563K	\$534K	\$633K	\$543K
Avg Sales Price as a % of Avg Est Value	63%	50%	61%	95%	119%	89%	101%	88%	114%	123%	81%	147%	66%

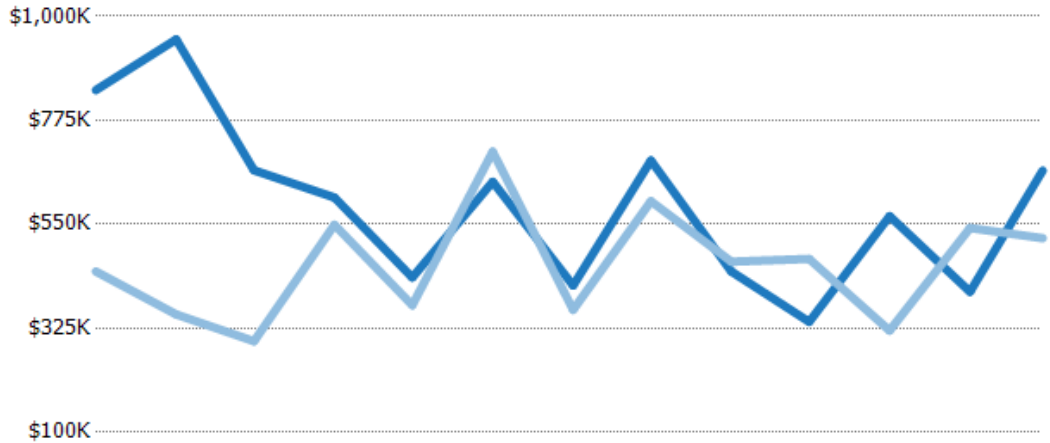
## Median Sales Price vs Median Est Value

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median Est Value	\$840K	\$950K	\$667K	\$608K	\$435K	\$642K	\$417K	\$688K	\$448K	\$339K	\$568K	\$404K	\$666K
Median Sales Price	\$448K	\$355K	\$297K	\$549K	\$375K	\$707K	\$365K	\$600K	\$469K	\$475K	\$320K	\$542K	\$520K
Med Sales Price as a % of Med Est Value	53%	37%	45%	90%	86%	110%	87%	87%	105%	140%	56%	134%	78%