

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	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	33	21	+57.1%	115	85	+35.3%
New Listing Volume	\$25,108,900	\$14,348,100	+75%	\$74,136,500	\$44,936,050	+65%
Active Listing Count	106	93	+14%	N/A	N/A	
Active Listing Volume	\$87,985,400	\$67,503,900	+30.3%	N/A	N/A	
Average Listing Price	\$830,051	\$725,848	+14.4%	\$848,566	\$724,082	+17.2%
Median Listing Price	\$567,450	\$575,000	-1.3%	\$569,035	\$587,932	-3.2%
Median Days in RPR	135	163	-17.2%	193.09	194.36	-0.7%
Months of Inventory	8.2	7.2	+14%	8.4	11	-23.6%
Absorption Rate	12.26%	13.98%	-1.7%	11.91%	9.11%	+2.8%
Sales Activity Charts Metrics						
New Pending Sales Count	17	13	+30.8%	82	81	+1.2%
New Pending Sales Volume	\$13,919,500	\$7,733,900	+80%	\$48,231,000	\$42,547,150	+13.4%
Pending Sales Count	21	22	-4.5%	N/A	N/A	
Pending Sales Volume	\$15,284,900	\$13,465,350	+13.5%	N/A	N/A	
Closed Sales Count	14	11	+27.3%	68	71	-4.2%
Closed Sales Volume	\$7,999,577	\$5,977,500	+33.8%	\$34,289,327	\$33,057,194	+3.7%
Average Sales Price	\$571,398	\$543,409	+5.2%	\$504,255	\$465,594	+8.3%
Median Sales Price	\$506,000	\$520,000	-2.7%	\$435,831	\$400,402	+8.8%

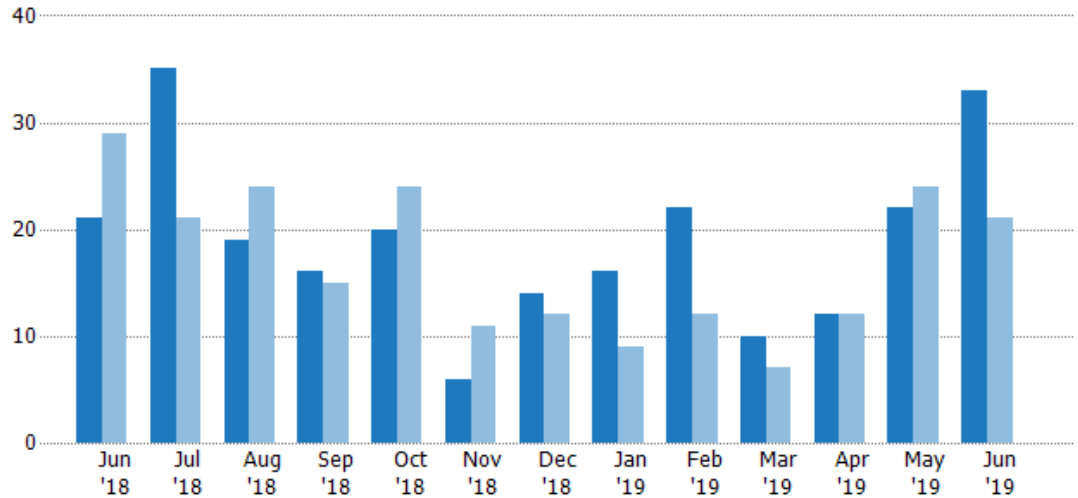
New Listings

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.
Jun '19	33	57.1%
Jun '18	21	-27.6%
Jun '17	29	-13.8%

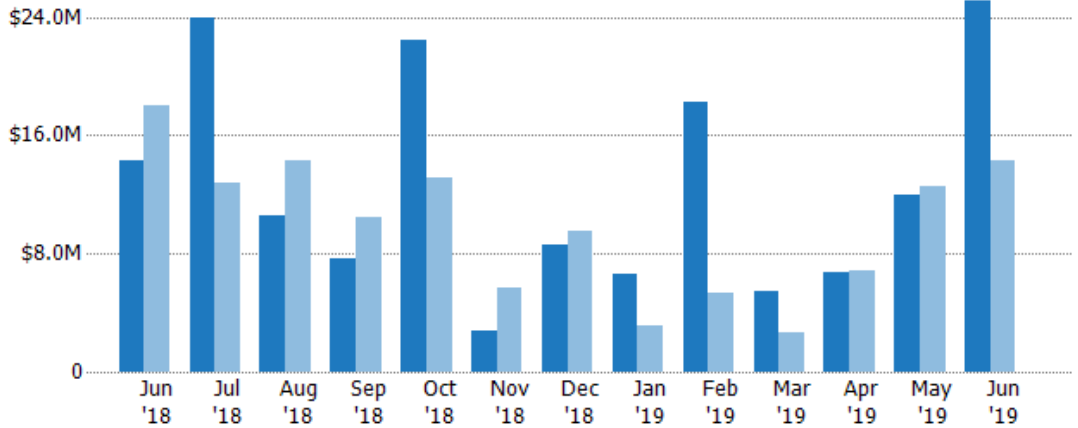
New Listing Volume

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.
Jun '19	\$25.1M	75%
Jun '18	\$14.3M	-20.2%
Jun '17	\$18M	37.3%

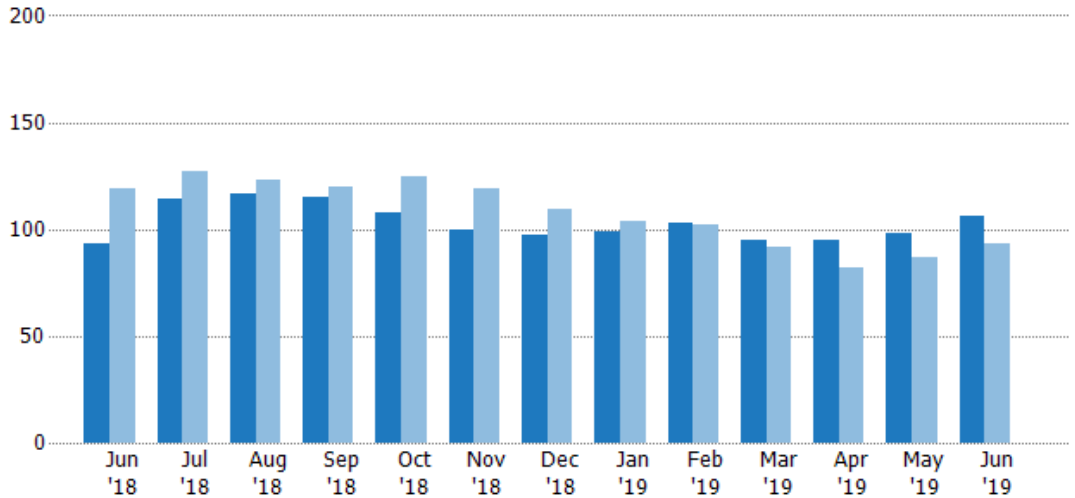
Active Listings

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	93	114	117	115	108	100	97	99	103	95	95	98	106
Prior Year	119	127	123	120	125	119	109	104	102	92	82	87	93
Percent Change from Prior Year	-22%	-10%	-5%	-4%	-14%	-16%	-11%	-5%	1%	3%	16%	13%	14%

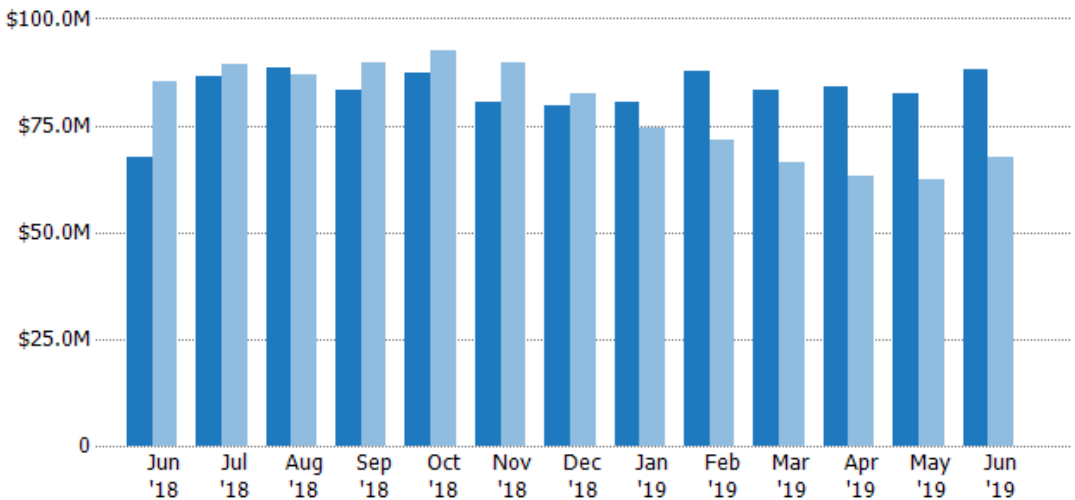
Active Listing Volume

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$67.5M	\$86.7M	\$88.4M	\$83.2M	\$87.2M	\$80.3M	\$79.5M	\$80.3M	\$87.7M	\$83.1M	\$84.1M	\$82.6M	\$88M
Prior Year	\$85.2M	\$89.4M	\$86.9M	\$89.5M	\$92.6M	\$89.8M	\$82.6M	\$74.5M	\$71.5M	\$66.5M	\$63.1M	\$62.2M	\$67.5M
Percent Change from Prior Year	-21%	-3%	2%	-7%	-6%	-11%	-4%	8%	23%	25%	33%	33%	30%

Average Listing Price

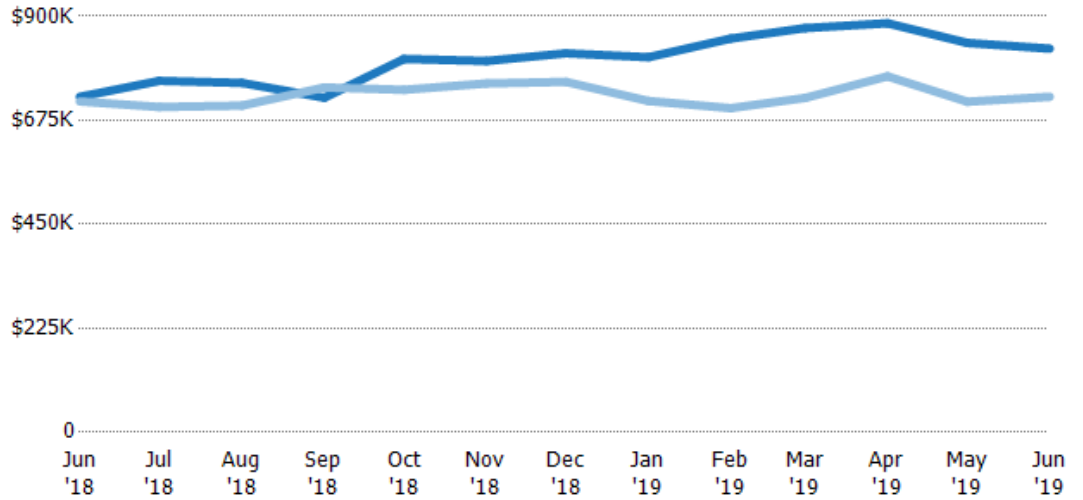
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Jun '19	\$830K	14.4%
Jun '18	\$726K	1.4%
Jun '17	\$716K	-9.6%



Current Year	\$726K	\$760K	\$756K	\$724K	\$808K	\$803K	\$820K	\$811K	\$852K	\$875K	\$885K	\$842K	\$830K
Prior Year	\$716K	\$704K	\$707K	\$746K	\$741K	\$755K	\$758K	\$717K	\$701K	\$723K	\$770K	\$715K	\$726K
Percent Change from Prior Year	1%	8%	7%	-3%	9%	6%	8%	13%	21%	21%	15%	18%	14%

Median Listing Price

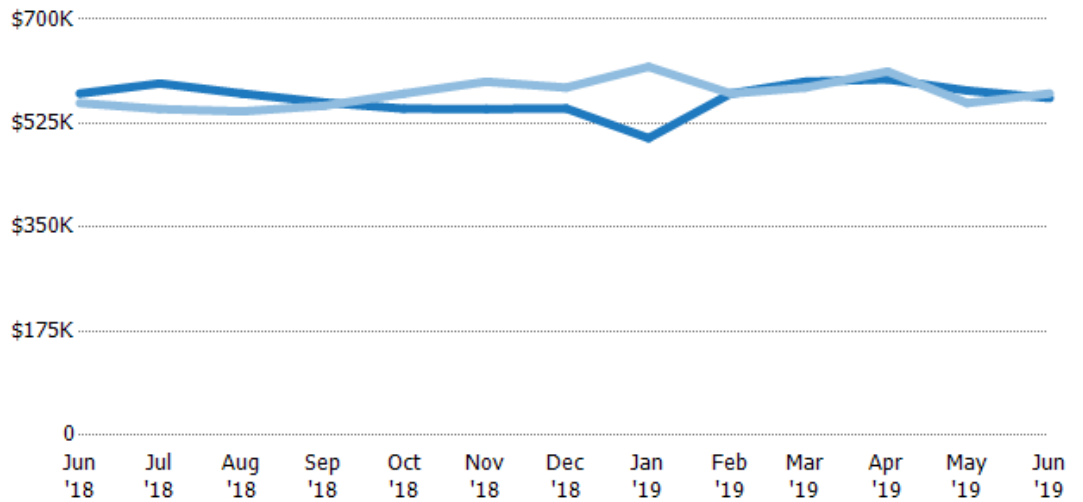
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Jun '19	\$567K	-1.3%
Jun '18	\$575K	2.9%
Jun '17	\$559K	-28.6%



Current Year	\$575K	\$592K	\$575K	\$560K	\$550K	\$549K	\$550K	\$500K	\$575K	\$595K	\$599K	\$580K	\$567K
Prior Year	\$559K	\$549K	\$545K	\$555K	\$575K	\$595K	\$585K	\$620K	\$575K	\$585K	\$612K	\$559K	\$575K
Percent Change from Prior Year	3%	8%	6%	1%	-4%	-8%	-6%	-19%	0%	2%	-2%	4%	-1%

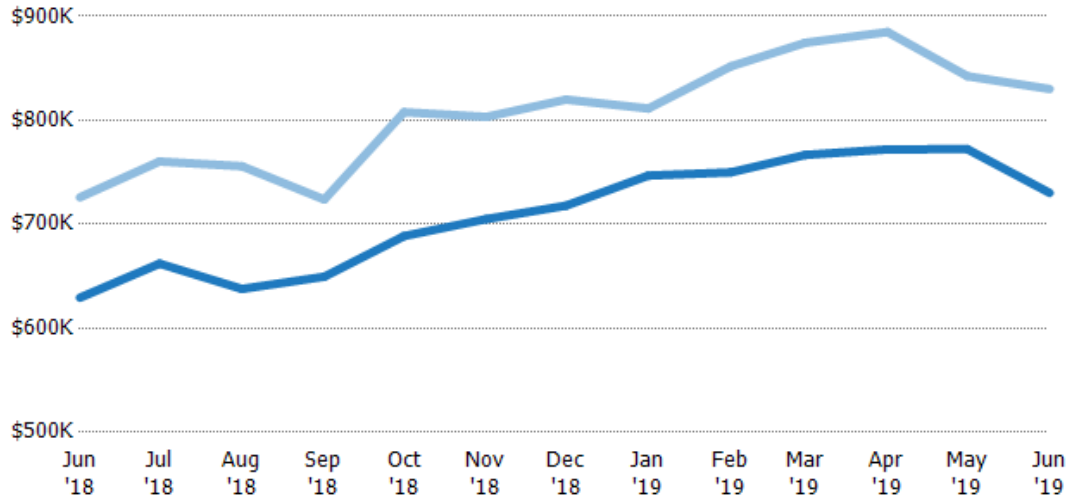
Average Listing Price vs Average Est Value

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



Avg Est Value	\$629K	\$662K	\$638K	\$650K	\$689K	\$705K	\$718K	\$747K	\$750K	\$767K	\$772K	\$772K	\$730K
Avg Listing Price	\$726K	\$760K	\$756K	\$724K	\$808K	\$803K	\$820K	\$811K	\$852K	\$875K	\$885K	\$842K	\$830K
Avg Listing Price as a % of Avg Est Value	115%	115%	119%	111%	117%	114%	114%	109%	114%	114%	115%	109%	114%

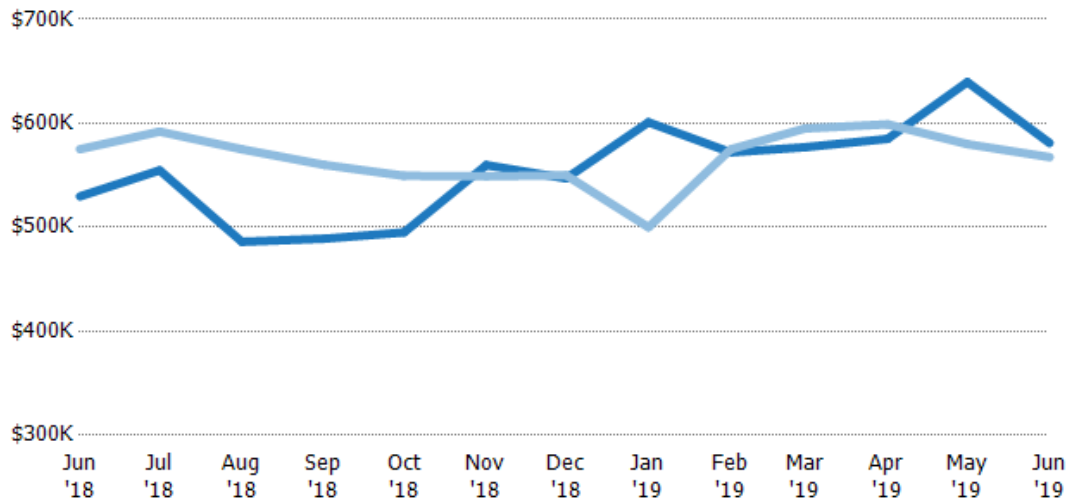
Median Listing Price vs Median Est Value

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	\$530K	\$555K	\$486K	\$489K	\$495K	\$560K	\$547K	\$601K	\$572K	\$577K	\$585K	\$640K	\$581K
Median Listing Price	\$575K	\$592K	\$575K	\$560K	\$550K	\$549K	\$550K	\$500K	\$575K	\$595K	\$599K	\$580K	\$567K
Med Listing Price as a % of Med Est Value	109%	107%	118%	115%	111%	98%	101%	83%	101%	103%	102%	91%	98%

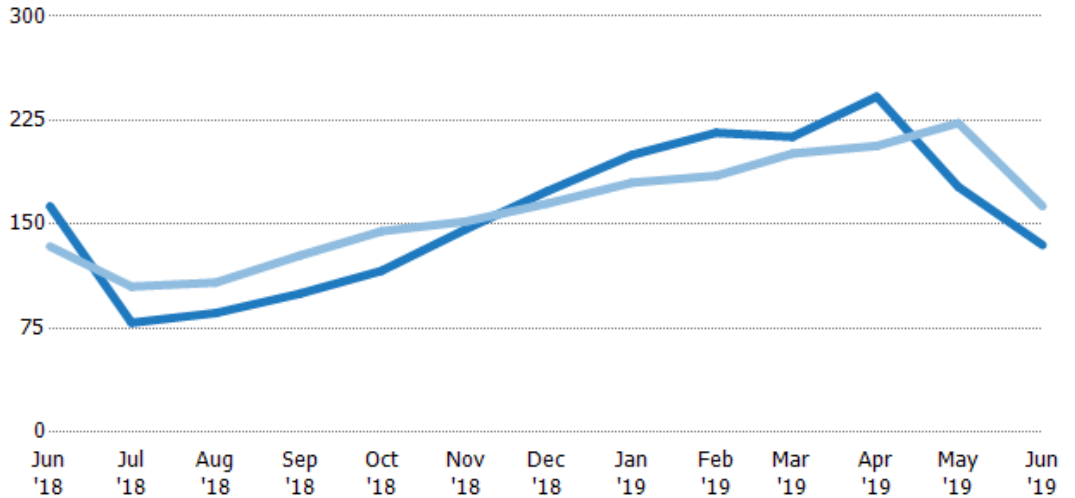
Median Days in RPR

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	163	79	86	100	117	147	174	200	216	213	242	177	135
Prior Year	134	105	108	128	145	152	165	180	185	201	207	223	163
Percent Change from Prior Year	22%	-25%	-20%	-22%	-20%	-4%	5%	11%	17%	6%	17%	-21%	-17%

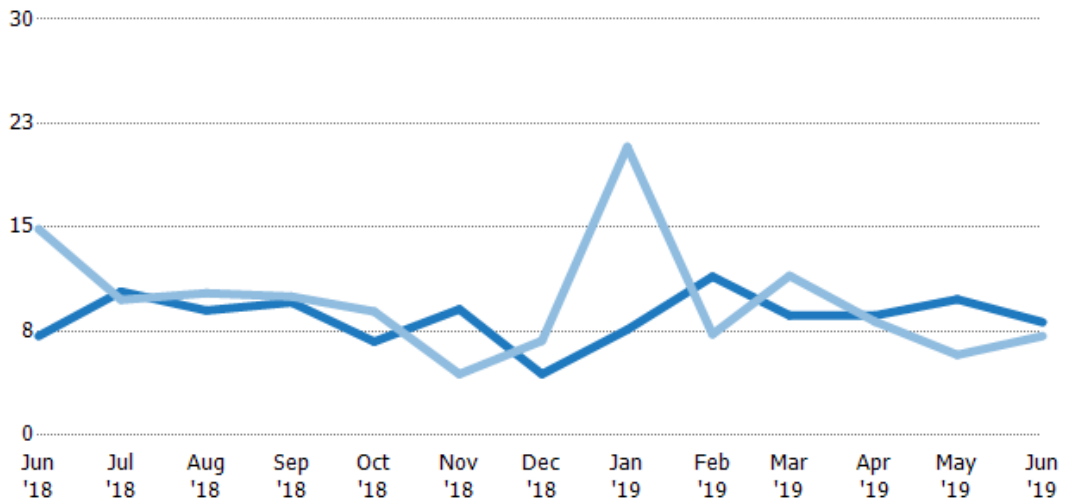
Months of Inventory

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	7.15	10.4	9	9.58	6.75	9.09	4.41	7.62	11.4	8.64	8.64	9.8	8.15
Prior Year	14.9	9.77	10.3	10	8.93	4.41	6.81	20.8	7.29	11.5	8.2	5.8	7.15
Percent Change from Prior Year	-52%	6%	-12%	-4%	-24%	106%	-35%	-63%	57%	-25%	5%	69%	14%

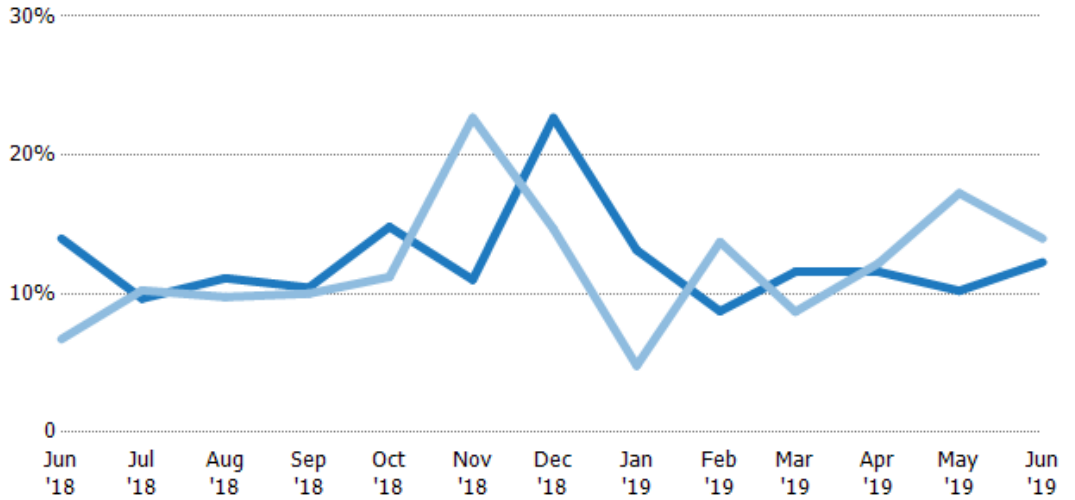
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	14%	10%	11%	10%	15%	11%	23%	13%	9%	12%	12%	10%	12%
Prior Year	7%	10%	10%	10%	11%	23%	15%	5%	14%	9%	12%	17%	14%
Change from Prior Year	-7%	1%	-1%	0%	-4%	12%	-8%	-8%	5%	-3%	1%	7%	2%

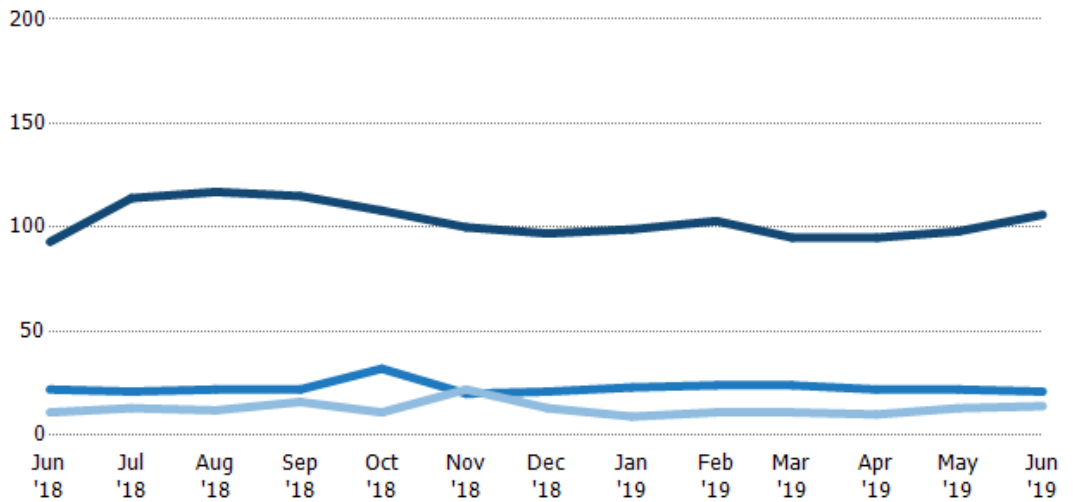
Active/Pending/Sold Units

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Active	93	114	117	115	108	100	97	99	103	95	95	98	106
Pending	22	21	22	22	32	20	21	23	24	24	22	22	21
Sold	11	13	12	16	11	22	13	9	11	11	10	13	14

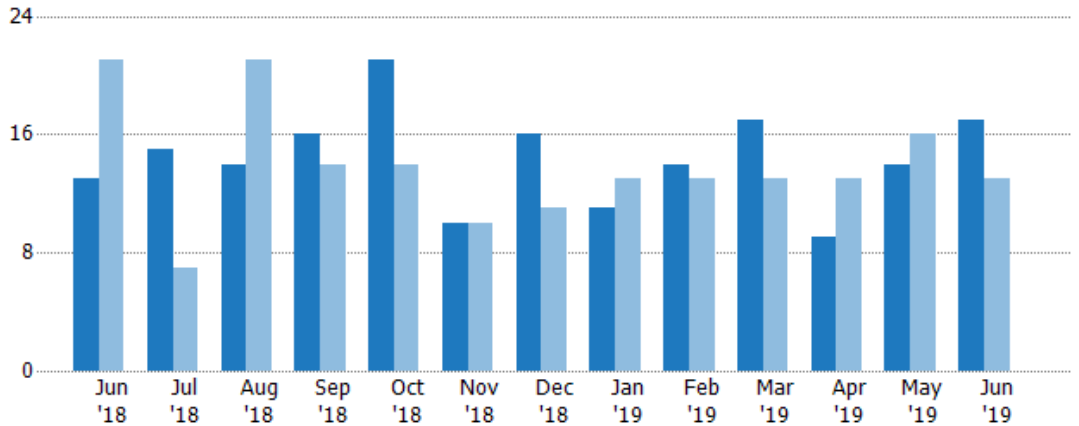
New Pending Sales

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.
Jun '19	17	30.8%
Jun '18	13	-38.1%
Jun '17	21	-52.4%

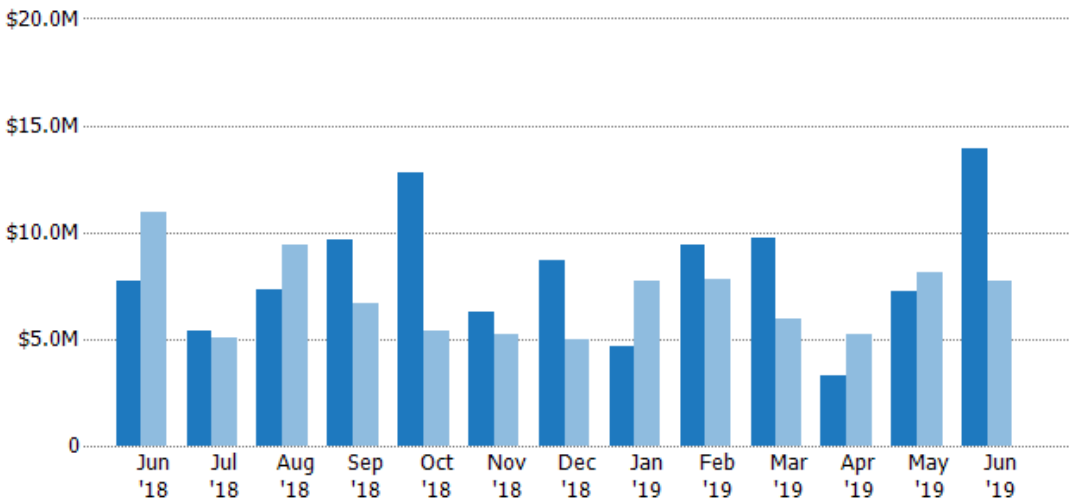
New Pending Sales Volume

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.
Jun '19	\$13.9M	80%
Jun '18	\$7.73M	-29.4%
Jun '17	\$11M	-61.8%

Pending Sales

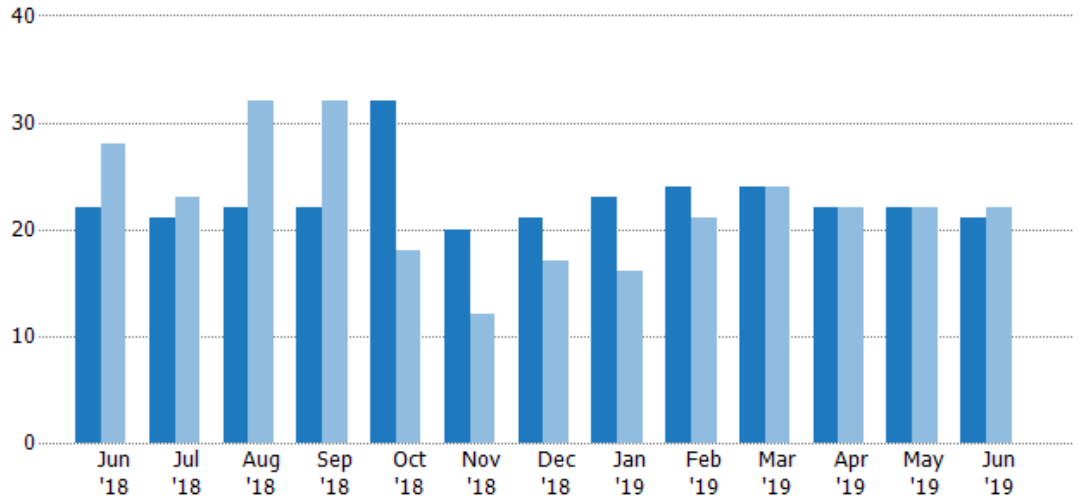
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Jun '19	21	-4.5%
Jun '18	22	-21.4%
Jun '17	28	-57.1%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	22	21	22	22	32	20	21	23	24	24	22	22	21
Prior Year	28	23	32	32	18	12	17	16	21	24	22	22	22
Percent Change from Prior Year	-21%	-9%	-31%	-31%	78%	67%	24%	44%	14%	0%	0%	0%	-5%

Pending Sales Volume

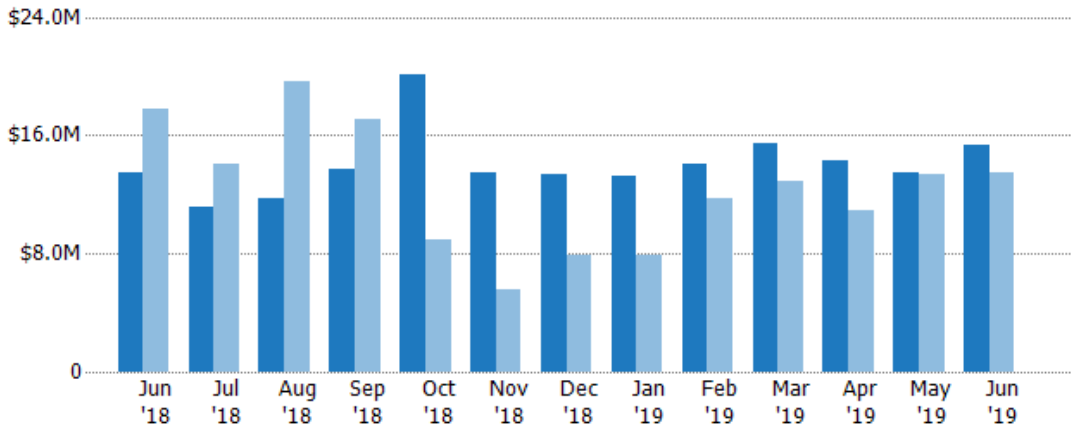
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Jun '19	\$15.3M	13.5%
Jun '18	\$13.5M	-24.3%
Jun '17	\$17.8M	-56%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$13.5M	\$11.1M	\$11.7M	\$13.7M	\$20.1M	\$13.5M	\$13.4M	\$13.2M	\$14.1M	\$15.4M	\$14.2M	\$13.5M	\$15.3M
Prior Year	\$17.8M	\$14.1M	\$19.6M	\$17M	\$8.99M	\$5.56M	\$7.85M	\$7.84M	\$11.7M	\$12.9M	\$11M	\$13.4M	\$13.5M
Percent Change from Prior Year	-24%	-21%	-40%	-20%	123%	142%	70%	69%	20%	19%	30%	1%	14%

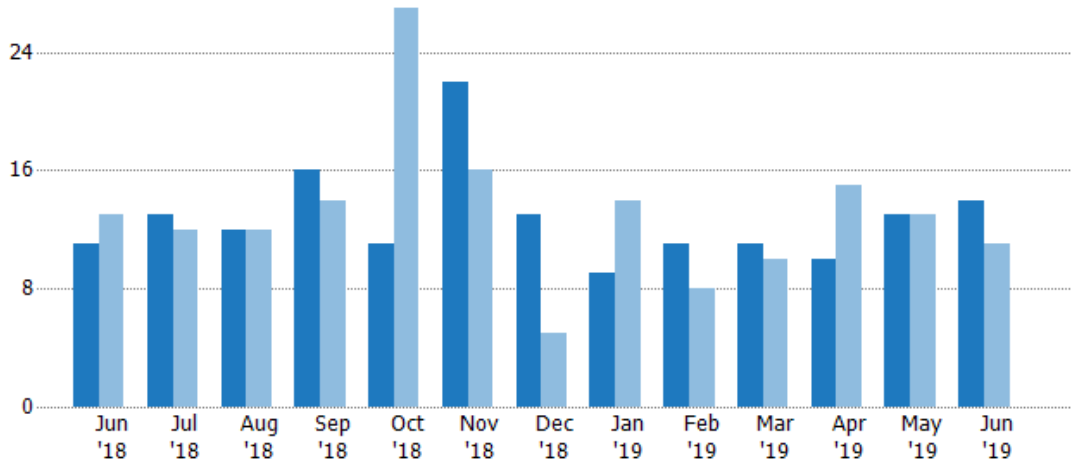
Closed Sales

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	11	13	12	16	11	22	13	9	11	11	10	13	14
Prior Year	13	12	12	14	27	16	5	14	8	10	15	13	11
Percent Change from Prior Year	-15%	8%	0%	14%	-59%	38%	160%	-36%	38%	10%	-33%	0%	27%

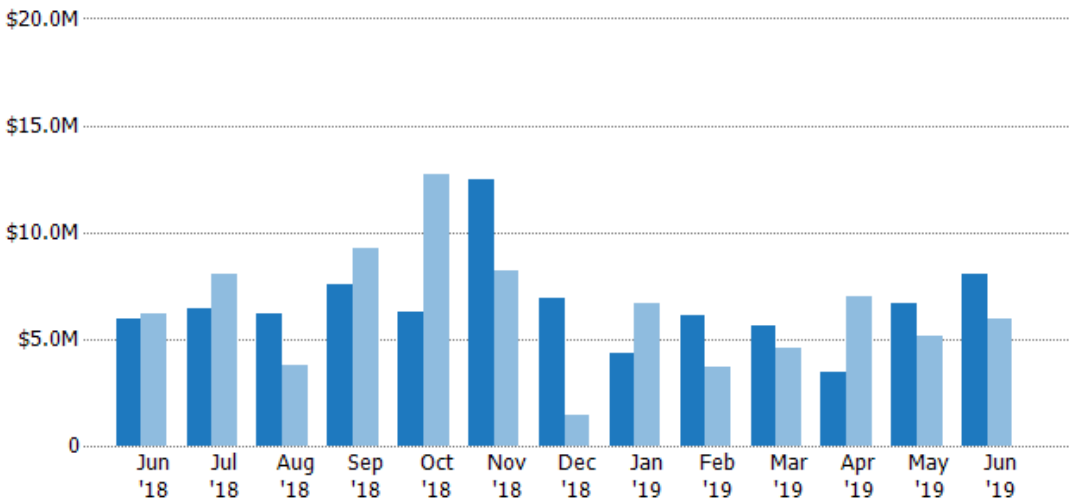
Closed Sales Volume

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$5.98M	\$6.41M	\$6.2M	\$7.54M	\$6.23M	\$12.5M	\$6.93M	\$4.37M	\$6.14M	\$5.64M	\$3.44M	\$6.7M	\$8M
Prior Year	\$6.22M	\$8.07M	\$3.77M	\$9.24M	\$12.7M	\$8.19M	\$1.43M	\$6.69M	\$3.67M	\$4.56M	\$7.03M	\$5.14M	\$5.98M
Percent Change from Prior Year	-4%	-21%	65%	-18%	-51%	53%	386%	-35%	67%	24%	-51%	30%	34%

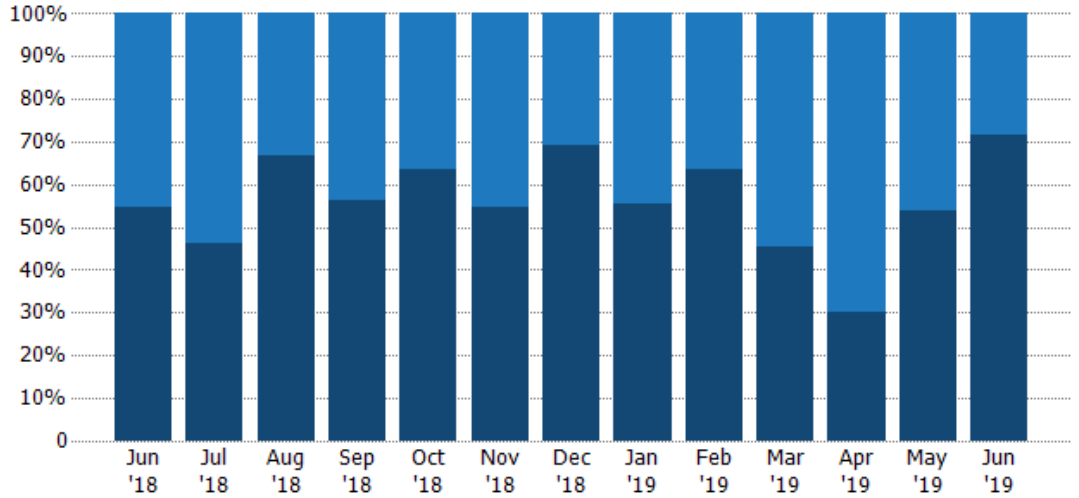
Closed Sales by Property Type

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	45%	54%	33%	44%	36%	45%	31%	44%	36%	55%	70%	46%	29%
Single Family Residence	55%	46%	67%	56%	64%	55%	69%	56%	64%	45%	30%	54%	71%

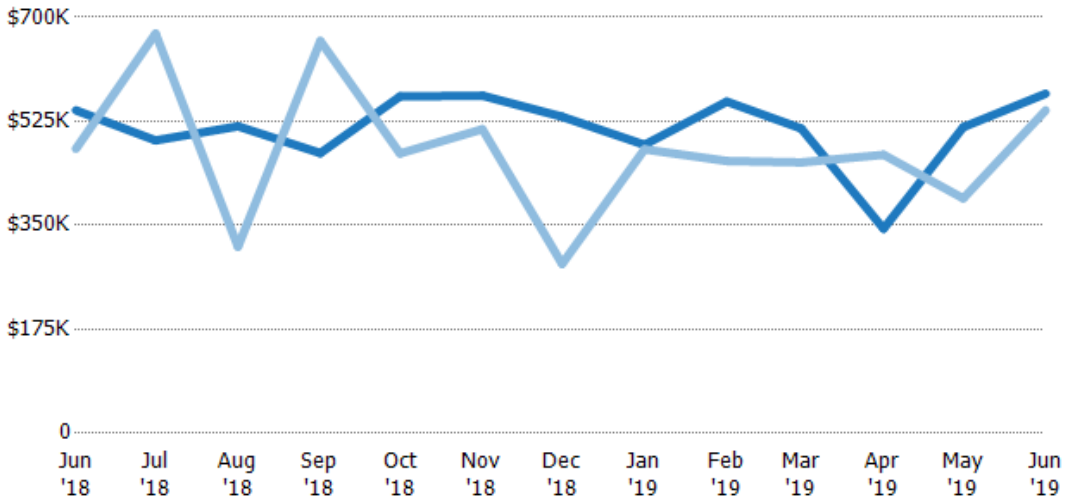
Average Sales Price

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	\$543K	\$493K	\$517K	\$471K	\$567K	\$568K	\$533K	\$486K	\$558K	\$513K	\$344K	\$515K	\$571K
Prior Year	\$479K	\$673K	\$314K	\$660K	\$471K	\$512K	\$285K	\$478K	\$458K	\$456K	\$469K	\$395K	\$543K
Percent Change from Prior Year	14%	-27%	65%	-29%	20%	11%	87%	2%	22%	13%	-27%	30%	5%

Median Sales Price

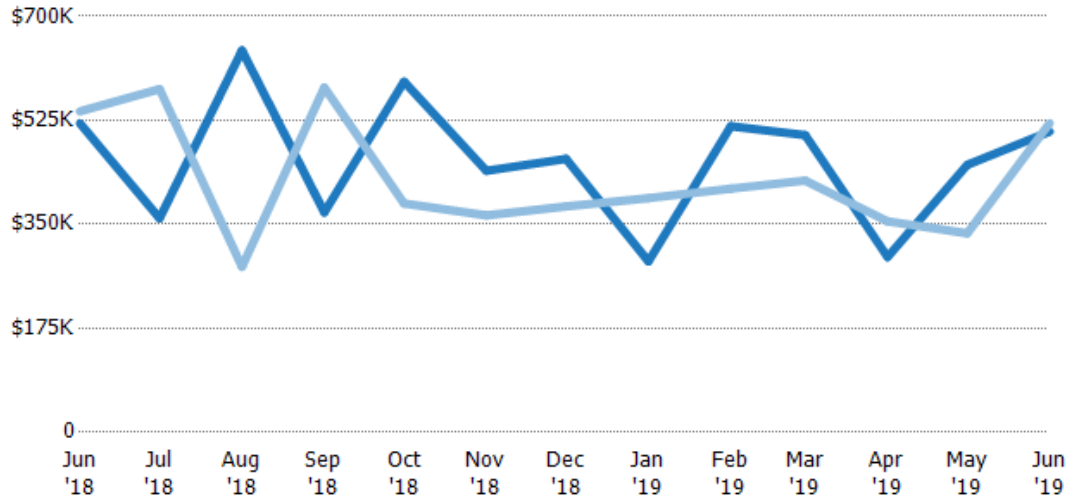
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Jun '19	\$506K	-2.7%
Jun '18	\$520K	-3.7%
Jun '17	\$540K	-50%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$520K	\$360K	\$643K	\$370K	\$590K	\$440K	\$460K	\$288K	\$515K	\$500K	\$295K	\$450K	\$506K
Prior Year	\$540K	\$578K	\$279K	\$580K	\$385K	\$365K	\$380K	\$394K	\$410K	\$424K	\$355K	\$335K	\$520K
Percent Change from Prior Year	-4%	-38%	131%	-36%	53%	21%	21%	-27%	26%	18%	-17%	34%	-3%

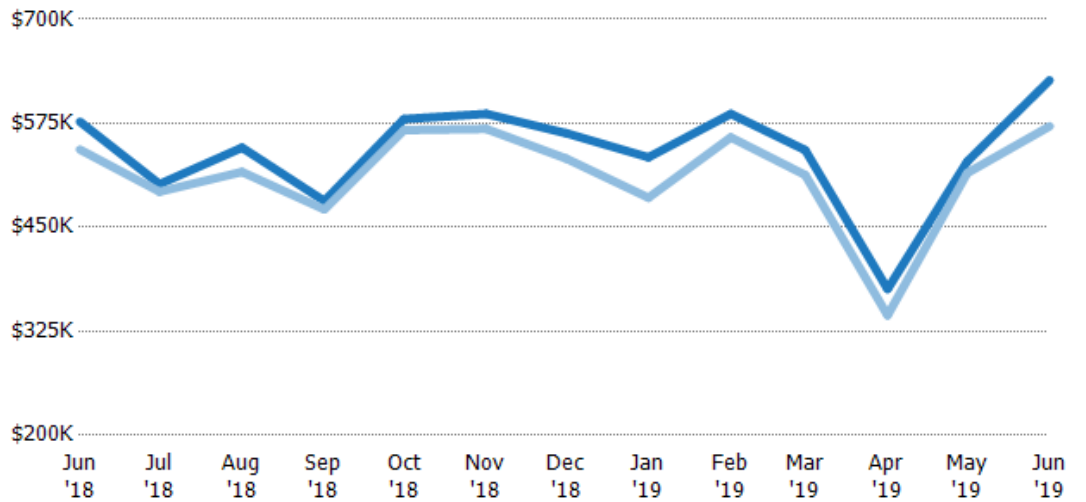
Average Sales Price vs Average Listing Price

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



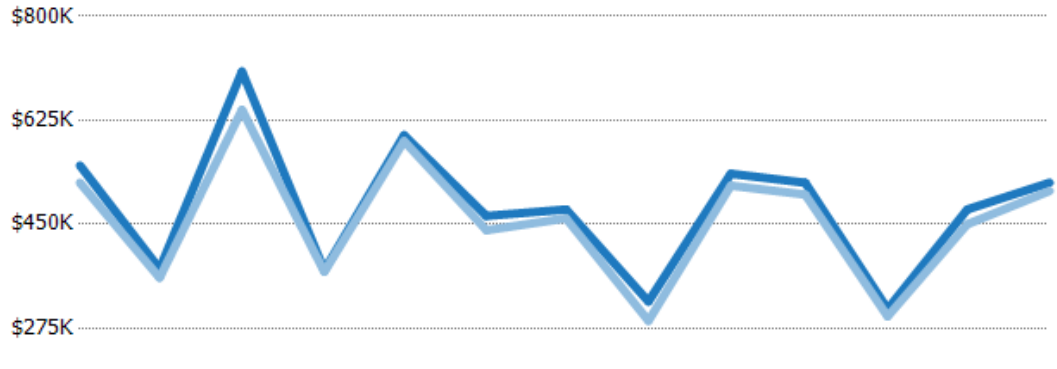
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	\$577K	\$502K	\$546K	\$482K	\$580K	\$586K	\$563K	\$534K	\$586K	\$543K	\$376K	\$529K	\$627K
Avg Sales Price	\$543K	\$493K	\$517K	\$471K	\$567K	\$568K	\$533K	\$486K	\$558K	\$513K	\$344K	\$515K	\$571K
Avg Sales Price as a % of Avg List Price	94%	98%	95%	98%	98%	97%	95%	91%	95%	94%	92%	97%	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



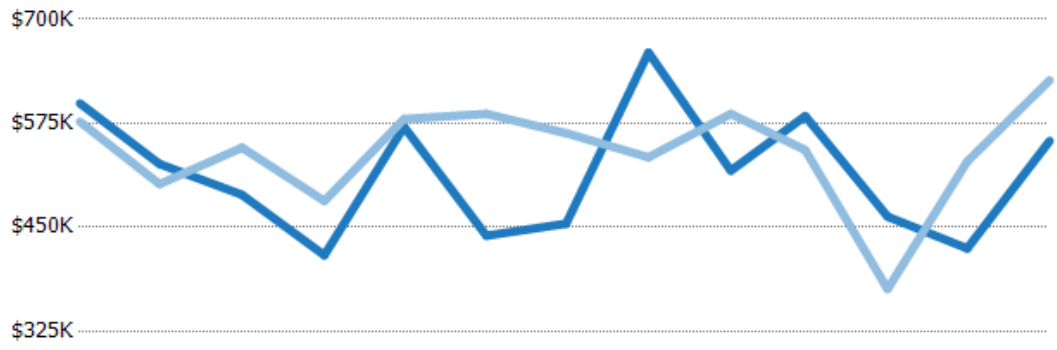
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	\$549K	\$375K	\$707K	\$372K	\$600K	\$464K	\$475K	\$320K	\$535K	\$520K	\$307K	\$475K	\$520K
Median Sales Price	\$520K	\$360K	\$643K	\$370K	\$590K	\$440K	\$460K	\$288K	\$515K	\$500K	\$295K	\$450K	\$506K
Med Sales Price as a % of Med List Price	95%	96%	91%	99%	98%	95%	97%	90%	96%	96%	96%	95%	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 05672
 Property Type:
 Condo/Townhouse/Apt, Single Family Residence



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$599K	\$526K	\$489K	\$416K	\$571K	\$440K	\$454K	\$660K	\$518K	\$584K	\$463K	\$425K	\$554K
Avg Sales Price	\$577K	\$502K	\$546K	\$482K	\$580K	\$586K	\$563K	\$534K	\$586K	\$543K	\$376K	\$529K	\$627K
Avg Sales Price as a % of Avg Est Value	96%	95%	112%	116%	102%	133%	124%	81%	113%	93%	81%	125%	113%

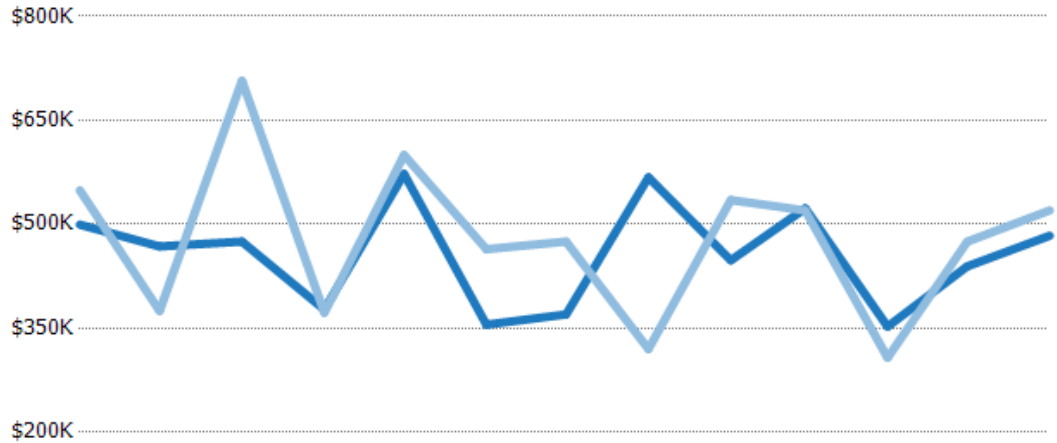
Median Sales Price vs Median Est Value

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	\$500K	\$468K	\$475K	\$377K	\$573K	\$355K	\$370K	\$568K	\$448K	\$523K	\$352K	\$439K	\$483K
Median Sales Price	\$549K	\$375K	\$707K	\$372K	\$600K	\$464K	\$475K	\$320K	\$535K	\$520K	\$307K	\$475K	\$520K
Med Sales Price as a % of Med Est Value	110%	80%	149%	99%	105%	131%	128%	56%	119%	99%	87%	108%	108%