

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	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	28	19	+47.4%	160	145	+10.3%
New Listing Volume	\$28,433,800	\$10,592,600	+168.4%	\$115,951,400	\$82,419,450	+40.7%
Active Listing Count	105	118	-11%	N/A	N/A	
Active Listing Volume	\$96,333,799	\$88,199,400	+9.2%	N/A	N/A	
Average Listing Price	\$917,465	\$747,453	+22.7%	\$849,186	\$731,408	+16.1%
Median Listing Price	\$550,000	\$559,500	-1.7%	\$557,286	\$580,934	-4.1%
Median Days in RPR	81	85	-4.7%	163.71	160.63	+1.9%
Months of Inventory	21	8.4	+149.2%	8.3	9.9	-15.8%
Absorption Rate	4.76%	11.86%	-7.1%	12%	10.1%	+1.9%
Sales Activity Charts Metrics						
New Pending Sales Count	27	14	+92.9%	121	110	+10%
New Pending Sales Volume	\$19,338,000	\$7,295,000	+165.1%	\$73,781,500	\$55,261,050	+33.5%
Pending Sales Count	32	23	+39.1%	N/A	N/A	
Pending Sales Volume	\$23,572,000	\$11,891,900	+98.2%	N/A	N/A	
Closed Sales Count	18	13	+38.5%	93	98	-5.1%
Closed Sales Volume	\$11,122,638	\$7,298,500	+52.4%	\$49,035,465	\$46,764,594	+4.9%
Average Sales Price	\$617,924	\$561,423	+10.1%	\$527,263	\$477,190	+10.5%
Median Sales Price	\$510,000	\$700,000	-27.1%	\$449,199	\$433,587	+3.6%

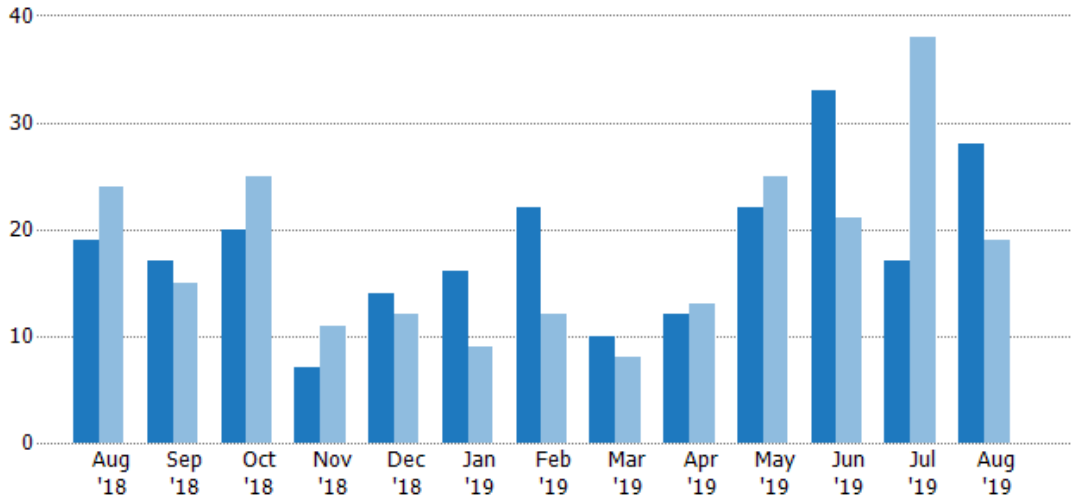
New Listings

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.
Aug '19	28	47.4%
Aug '18	19	-20.8%
Aug '17	24	-45.8%

Month/Year	Count	% Chg.
Aug '19	19	17%
Aug '18	17	78%
Aug '17	24	83%

Month/Year	Count	% Chg.
Aug '19	19	25%
Aug '18	15	-8%
Aug '17	25	-12%

Month/Year	Count	% Chg.
Aug '19	19	57%
Aug '18	11	-55%
Aug '17	38	47%

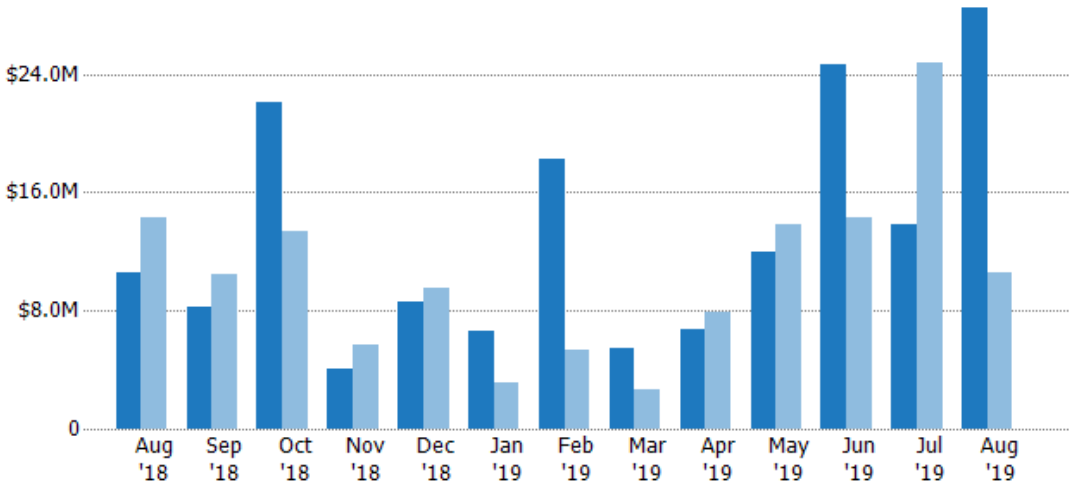
New Listing Volume

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.
Aug '19	\$28.4M	168.4%
Aug '18	\$10.6M	-26.1%
Aug '17	\$14.3M	-38.1%

Month/Year	Volume	% Chg.
Aug '19	\$10.6M	110%
Aug '18	\$8.21M	240%
Aug '17	\$18.3M	108%

Month/Year	Volume	% Chg.
Aug '19	\$10.6M	-14%
Aug '18	\$8.21M	-14%
Aug '17	\$11.9M	72%

Month/Year	Volume	% Chg.
Aug '19	\$10.6M	-44%
Aug '18	\$13.8M	168%
Aug '17	\$24.7M	10.6M

Active Listings

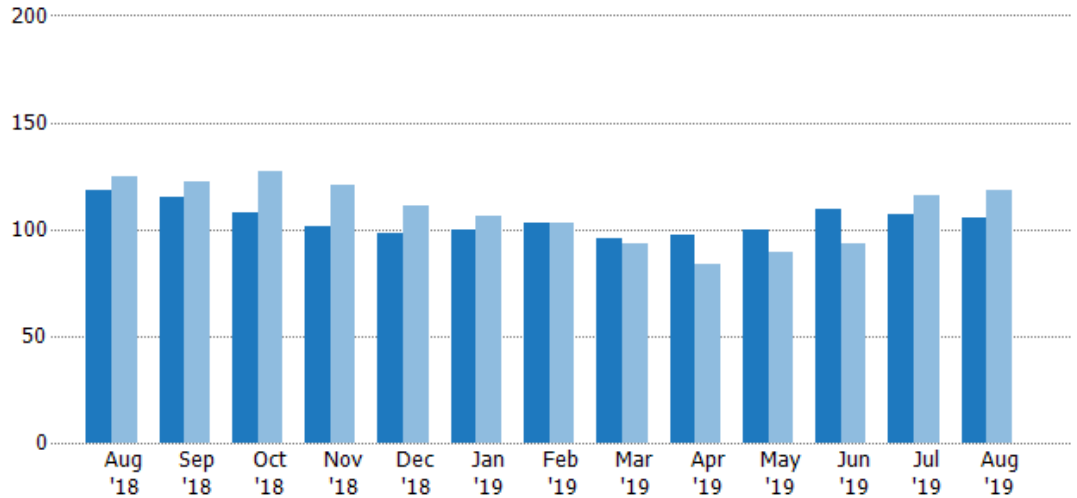
The number of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Aug '19	105	-11%
Aug '18	118	-5.6%
Aug '17	125	1.6%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	118	115	108	101	98	100	103	96	97	100	109	107	105
Prior Year	125	122	127	121	111	106	103	93	84	89	93	116	118
Percent Change from Prior Year	-6%	-6%	-15%	-17%	-12%	-6%	0%	3%	15%	12%	17%	-8%	-11%

Active Listing Volume

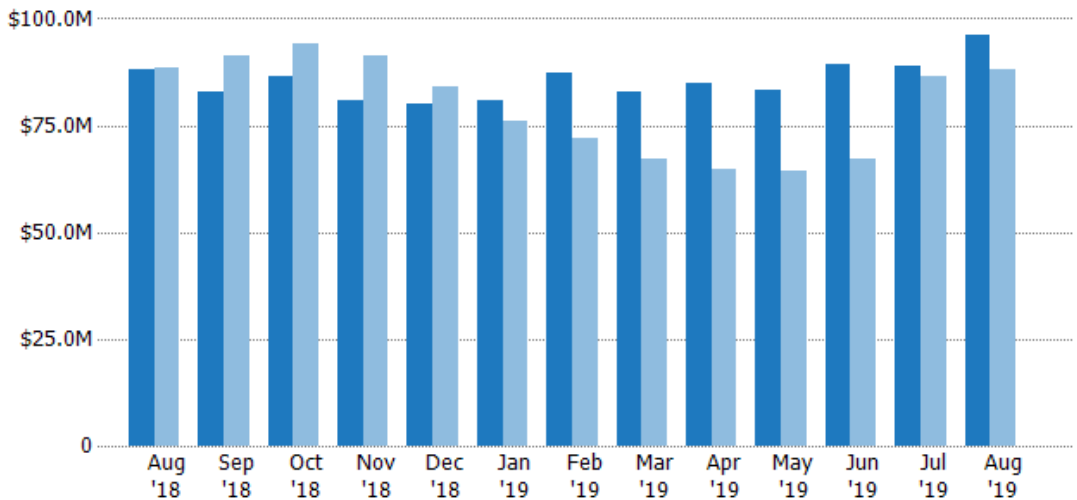
The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Aug '19	\$96.3M	9.2%
Aug '18	\$88.2M	-0.4%
Aug '17	\$88.5M	-12%



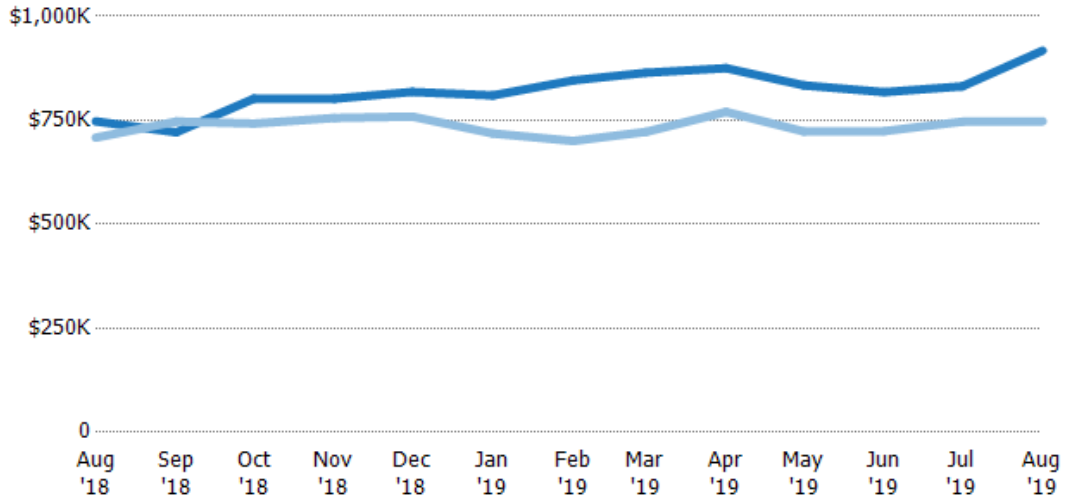
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$88.2M	\$82.9M	\$86.6M	\$81M	\$80.2M	\$81M	\$87.1M	\$83M	\$84.9M	\$83.4M	\$89.1M	\$89M	\$96.3M
Prior Year	\$88.5M	\$91.1M	\$94.2M	\$91.4M	\$84.2M	\$76.1M	\$72.1M	\$67.2M	\$64.7M	\$64.3M	\$67.3M	\$86.6M	\$88.2M
Percent Change from Prior Year	0%	-9%	-8%	-11%	-5%	6%	21%	24%	31%	30%	32%	3%	9%

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



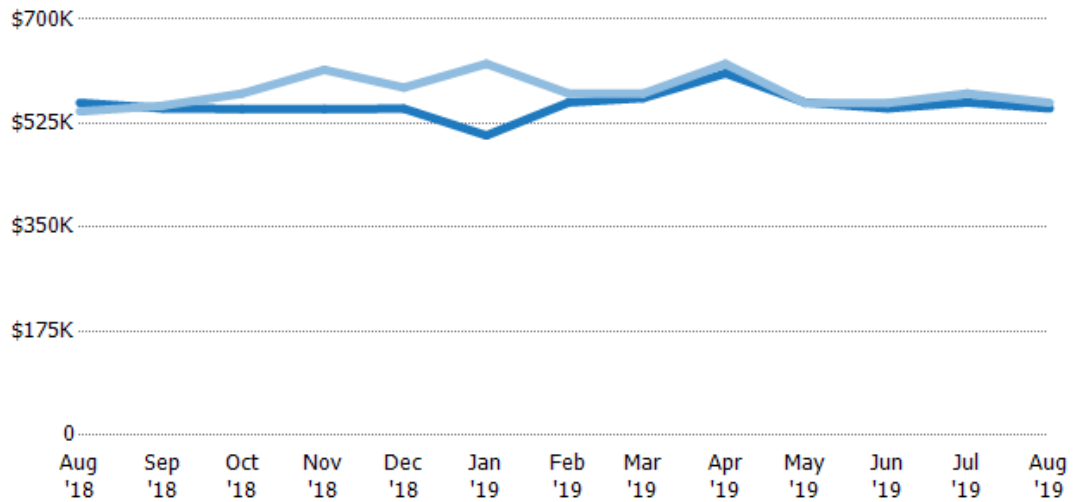
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '18	\$747K	\$708K	6%
Sep '18	\$721K	\$747K	-3%
Oct '18	\$802K	\$742K	8%
Nov '18	\$802K	\$756K	6%
Dec '18	\$818K	\$759K	8%
Jan '19	\$810K	\$718K	13%
Feb '19	\$846K	\$700K	21%
Mar '19	\$864K	\$722K	20%
Apr '19	\$875K	\$770K	14%
May '19	\$834K	\$723K	15%
Jun '19	\$818K	\$724K	13%
Jul '19	\$831K	\$747K	11%
Aug '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	Prior Year	Percent Change from Prior Year
Aug '18	\$560K	\$545K	3%
Sep '18	\$550K	\$555K	-1%
Oct '18	\$549K	\$575K	-5%
Nov '18	\$549K	\$615K	-11%
Dec '18	\$550K	\$585K	-6%
Jan '19	\$505K	\$625K	-19%
Feb '19	\$560K	\$575K	-3%
Mar '19	\$568K	\$575K	-1%
Apr '19	\$609K	\$625K	-3%
May '19	\$560K	\$559K	0%
Jun '19	\$550K	\$559K	-2%
Jul '19	\$560K	\$575K	-3%
Aug '19	\$550K	\$560K	-2%

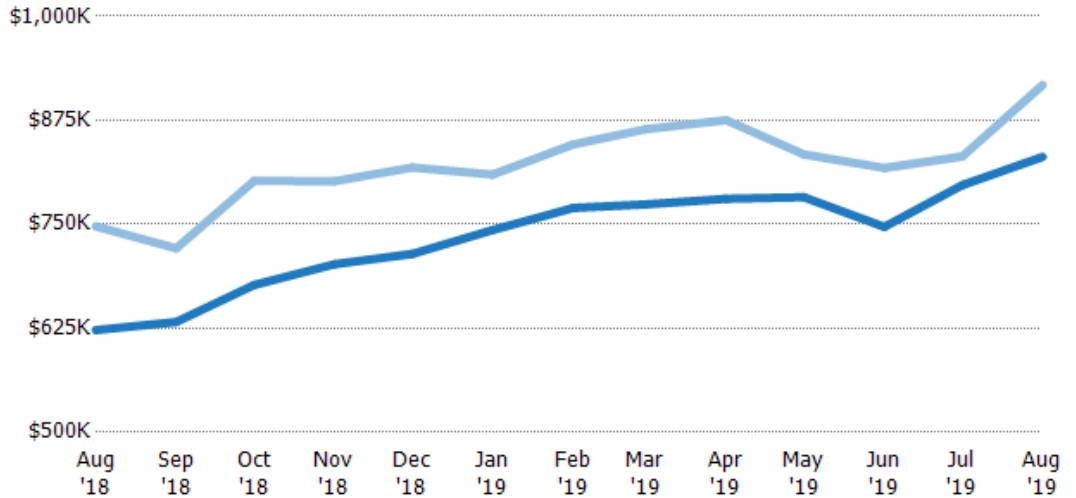
Average Listing Price vs Average Est Value

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$623K	\$633K	\$677K	\$702K	\$714K	\$743K	\$770K	\$774K	\$781K	\$783K	\$747K	\$797K	\$831K
Avg Listing Price	\$747K	\$721K	\$802K	\$802K	\$818K	\$810K	\$846K	\$864K	\$875K	\$834K	\$818K	\$831K	\$917K
Avg Listing Price as a % of Avg Est Value	120%	114%	118%	114%	115%	109%	110%	112%	112%	107%	109%	104%	110%

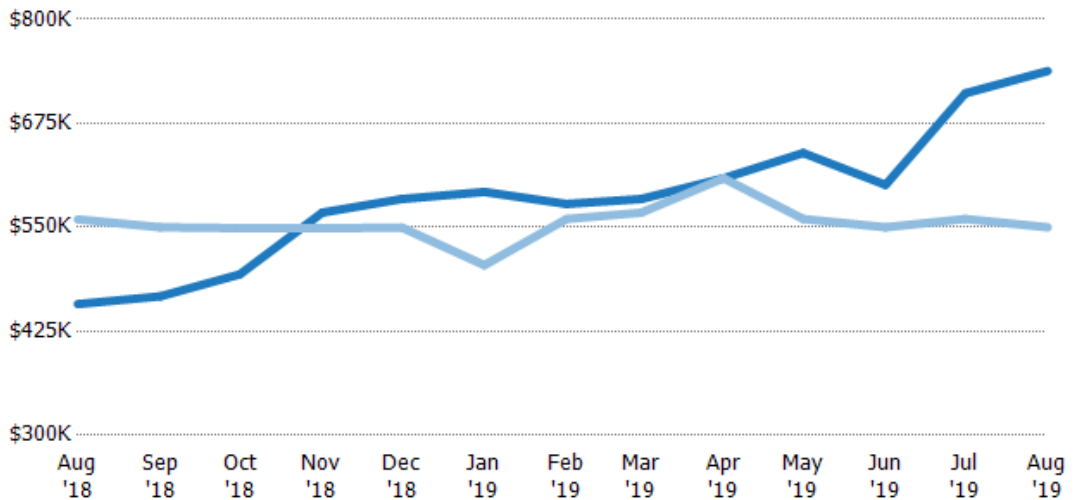
Median Listing Price vs Median Est Value

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$458K	\$467K	\$494K	\$568K	\$584K	\$593K	\$578K	\$584K	\$609K	\$639K	\$601K	\$711K	\$738K
Median Listing Price	\$560K	\$550K	\$549K	\$549K	\$550K	\$505K	\$560K	\$568K	\$609K	\$560K	\$550K	\$560K	\$550K
Med Listing Price as a % of Med Est Value	122%	118%	111%	97%	94%	85%	97%	97%	100%	88%	92%	79%	75%

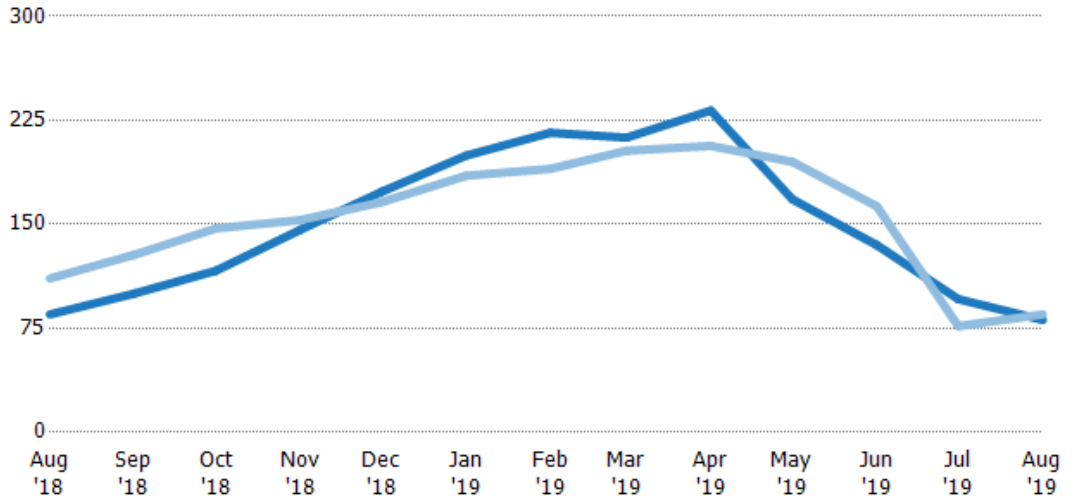
Median Days in RPR

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.
Aug '19	81	-4.7%
Aug '18	85	-23.4%
Aug '17	111	14.4%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	85	100	117	146	174	200	216	213	232	168	135	96	81
Prior Year	111	128	147	153	166	185	190	203	207	195	163	76.5	85
Percent Change from Prior Year	-23%	-22%	-21%	-5%	5%	8%	14%	5%	12%	-14%	-17%	25%	-5%

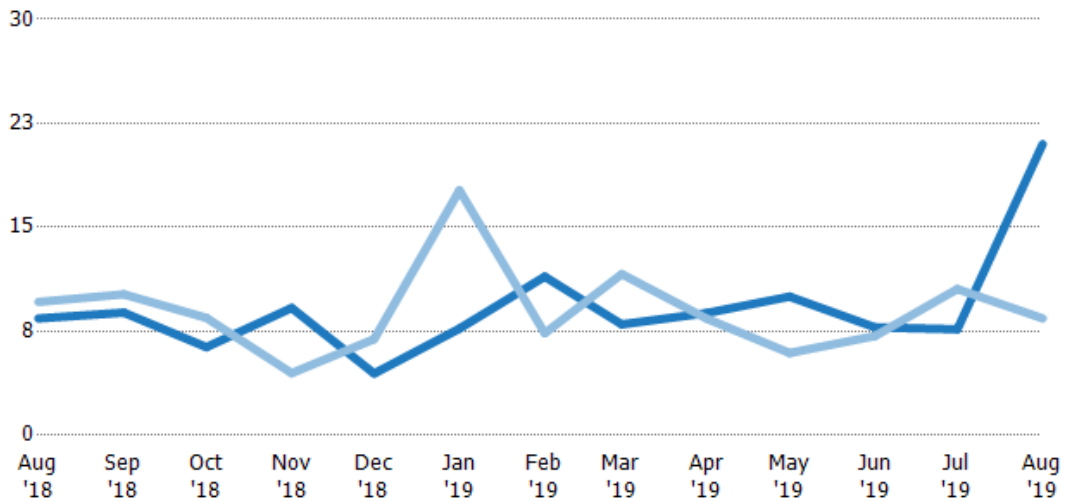
Months of Inventory

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.
Aug '19	21	149.2%
Aug '18	8.43	-12.3%
Aug '17	9.62	120.1%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	8.43	8.85	6.35	9.18	4.45	7.69	11.4	8	8.82	10	7.79	7.64	21
Prior Year	9.62	10.2	8.47	4.48	6.94	17.7	7.36	11.6	8.4	5.93	7.15	10.5	8.43
Percent Change from Prior Year	-12%	-13%	-25%	105%	-36%	-56%	56%	-31%	5%	69%	9%	-28%	149%

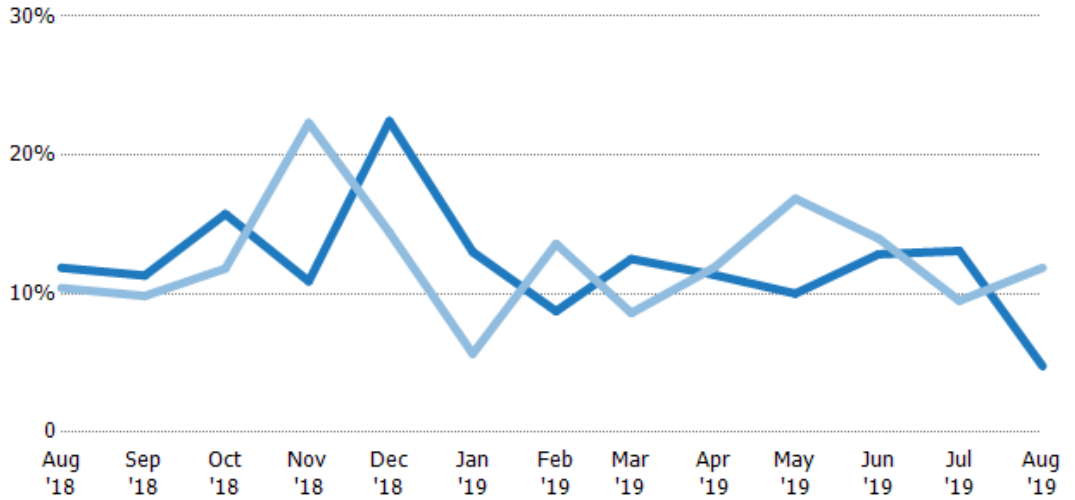
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



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

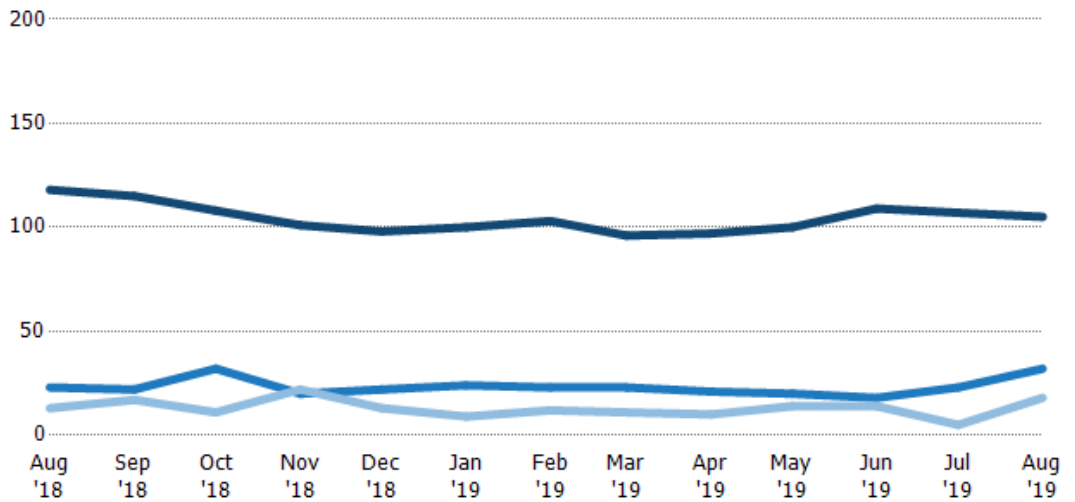
Active/Pending/Sold Units

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	118	115	108	101	98	100	103	96	97	100	109	107	105
Pending	23	22	32	20	22	24	23	23	21	20	18	23	32
Sold	13	17	11	22	13	9	12	11	10	14	14	5	18

New Pending Sales

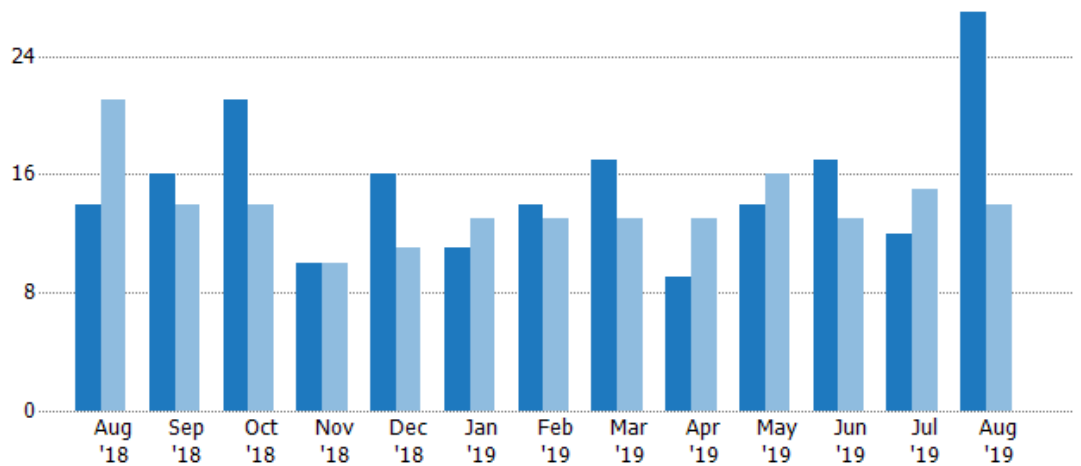
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Aug '19	27	92.9%
Aug '18	14	-33.3%
Aug '17	21	-28.6%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	14	16	21	10	16	11	14	17	9	14	17	12	27
Prior Year	21	14	14	10	11	13	13	13	13	16	13	15	14
Percent Change from Prior Year	-33%	14%	50%	0%	45%	-15%	8%	31%	-31%	-13%	31%	-20%	93%

New Pending Sales Volume

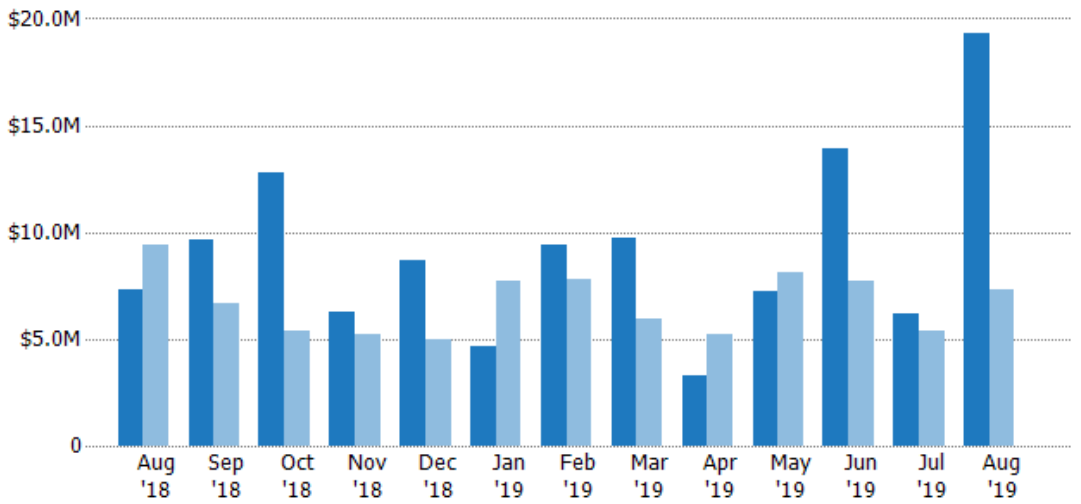
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Aug '19	\$19.3M	165.1%
Aug '18	\$7.3M	-22.5%
Aug '17	\$9.41M	1.1%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$7.3M	\$9.67M	\$12.8M	\$6.25M	\$8.65M	\$4.66M	\$9.39M	\$9.74M	\$3.27M	\$7.25M	\$13.9M	\$6.21M	\$19.3M
Prior Year	\$9.41M	\$6.68M	\$5.41M	\$5.25M	\$4.97M	\$7.72M	\$7.8M	\$5.93M	\$5.22M	\$8.14M	\$7.73M	\$5.42M	\$7.3M
Percent Change from Prior Year	-22%	45%	137%	19%	74%	-40%	20%	64%	-37%	-11%	80%	15%	165%

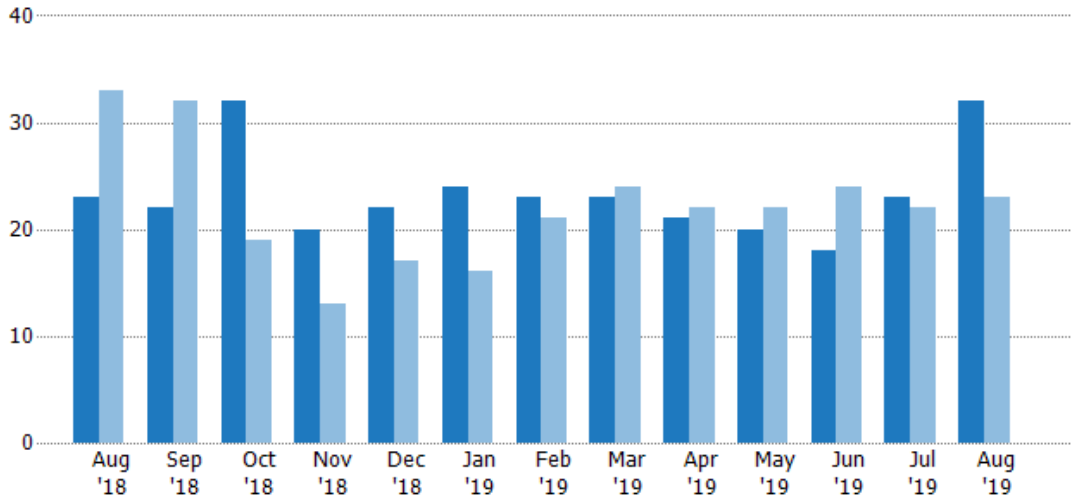
Pending Sales

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.
Aug '19	32	39.1%
Aug '18	23	-30.3%
Aug '17	33	-36.4%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	23	22	32	20	22	24	23	23	21	20	18	23	32
Prior Year	33	32	19	13	17	16	21	24	22	22	24	22	23
Percent Change from Prior Year	-30%	-31%	68%	54%	29%	50%	10%	-4%	-5%	-9%	-25%	5%	39%

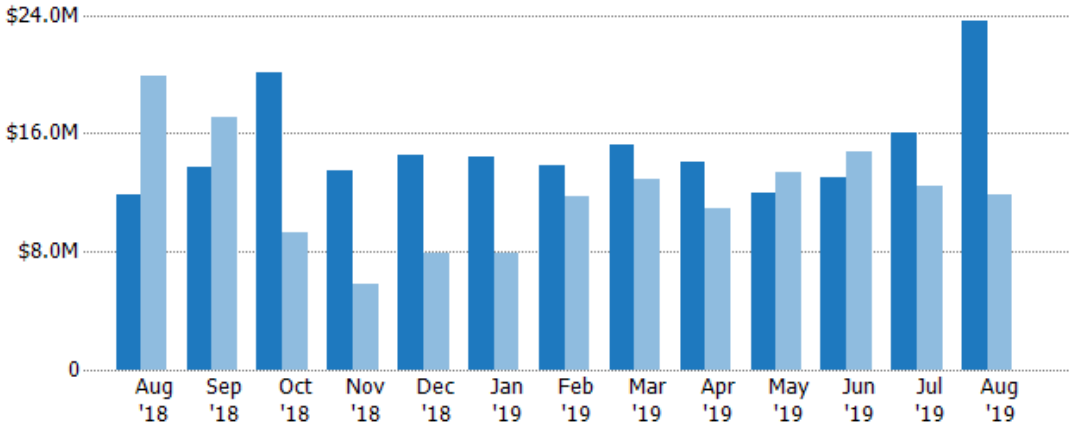
Pending Sales Volume

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.
Aug '19	\$23.6M	98.2%
Aug '18	\$11.9M	-40.1%
Aug '17	\$19.9M	-5.6%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$11.9M	\$13.7M	\$20.1M	\$13.5M	\$14.5M	\$14.4M	\$13.9M	\$15.2M	\$14M	\$12M	\$13M	\$16M	\$23.6M
Prior Year	\$19.9M	\$17M	\$9.28M	\$5.85M	\$7.85M	\$7.84M	\$11.7M	\$12.9M	\$11M	\$13.4M	\$14.7M	\$12.4M	\$11.9M
Percent Change from Prior Year	-40%	-20%	117%	130%	85%	83%	18%	18%	28%	-10%	-12%	29%	98%

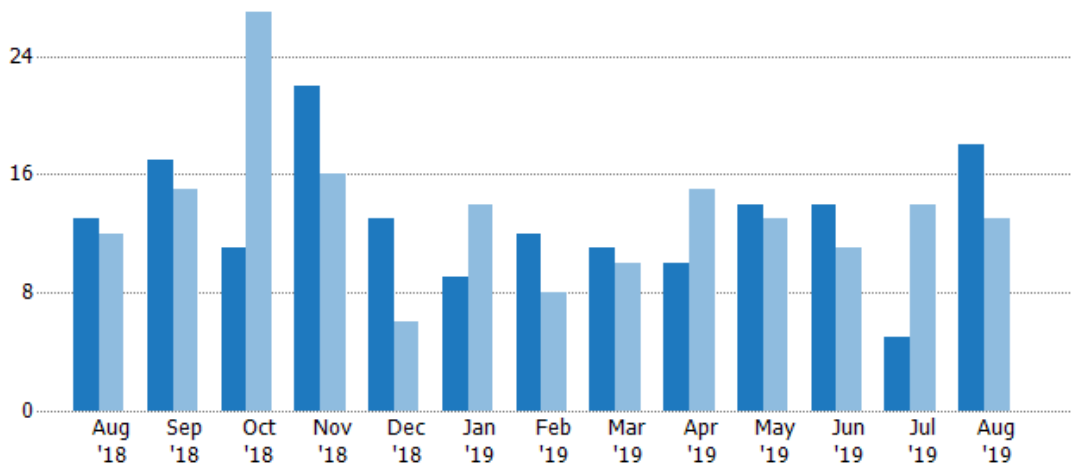
Closed Sales

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	13	17	11	22	13	9	12	11	10	14	14	5	18
Prior Year	12	15	27	16	6	14	8	10	15	13	11	14	13
Percent Change from Prior Year	8%	13%	-59%	38%	117%	-36%	50%	10%	-33%	8%	27%	-64%	38%

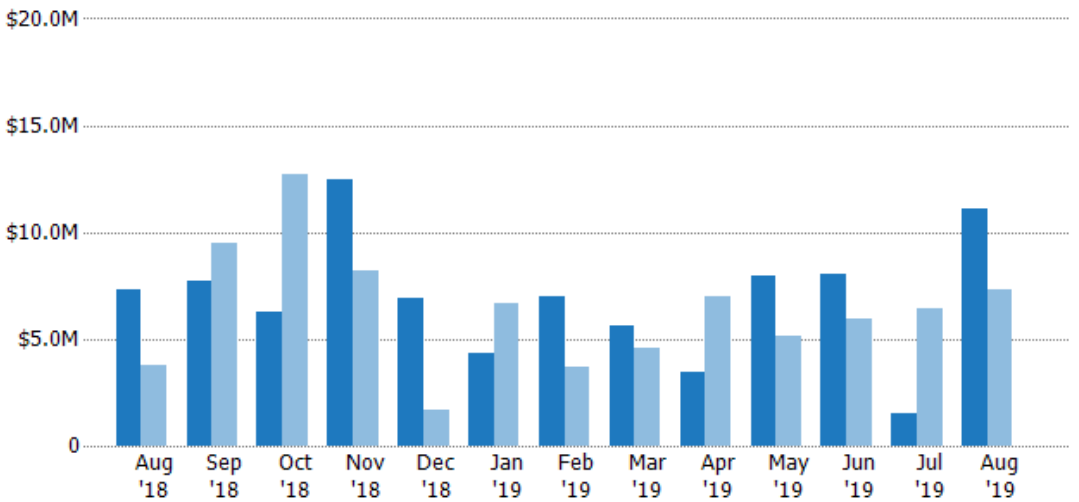
Closed Sales Volume

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$7.3M	\$7.7M	\$6.23M	\$12.5M	\$6.93M	\$4.37M	\$7.03M	\$5.64M	\$3.44M	\$7.93M	\$8M	\$1.51M	\$11.1M
Prior Year	\$3.77M	\$9.47M	\$12.7M	\$8.19M	\$1.7M	\$6.69M	\$3.67M	\$4.56M	\$7.03M	\$5.14M	\$5.98M	\$6.41M	\$7.3M
Percent Change from Prior Year	94%	-19%	-51%	53%	309%	-35%	92%	24%	-51%	54%	34%	-77%	52%

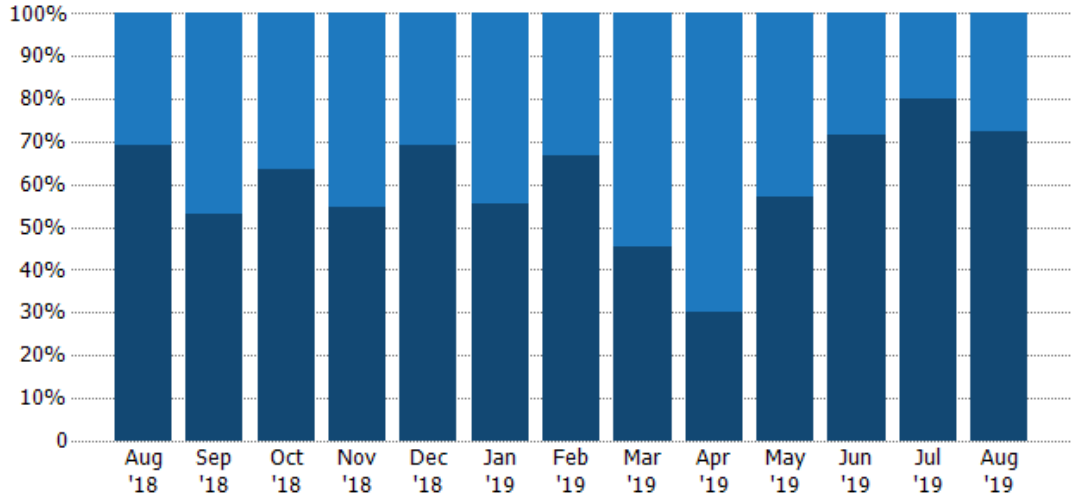
Closed Sales by Property Type

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	31%	47%	36%	45%	31%	44%	33%	55%	70%	43%	29%	20%	28%
Single Family Residence	69%	53%	64%	55%	69%	56%	67%	45%	30%	57%	71%	80%	72%

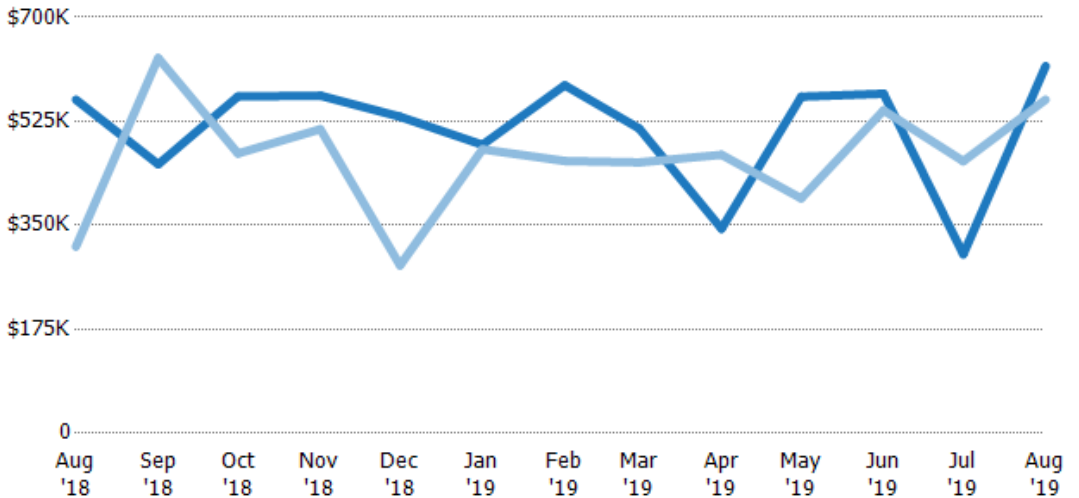
Average Sales Price

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	\$561K	\$453K	\$567K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$566K	\$571K	\$301K	\$618K
Prior Year	\$314K	\$631K	\$471K	\$512K	\$283K	\$478K	\$458K	\$456K	\$469K	\$395K	\$543K	\$458K	\$561K
Percent Change from Prior Year	79%	-28%	20%	11%	89%	2%	28%	13%	-27%	43%	5%	-34%	10%

Median Sales Price

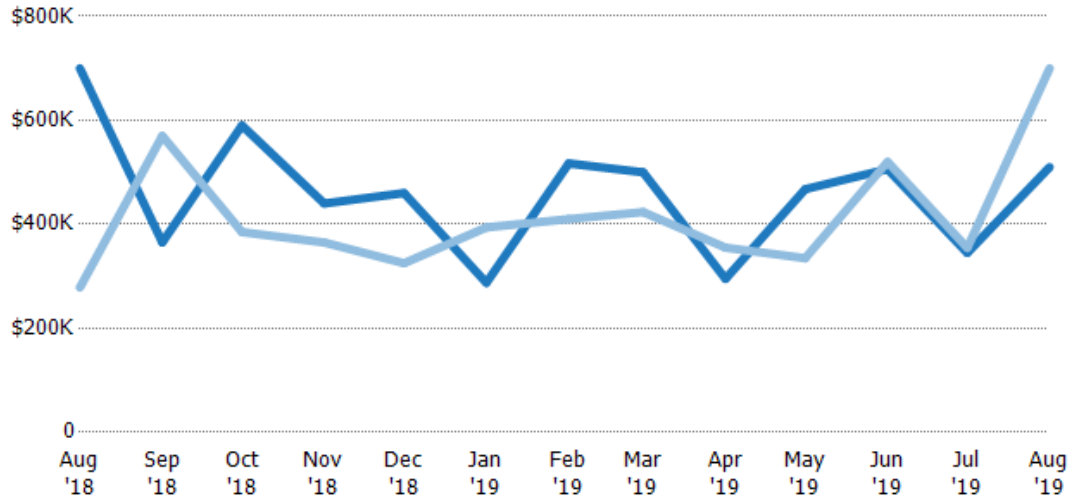
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Aug '19	\$510K	-27.1%
Aug '18	\$700K	151.3%
Aug '17	\$279K	16.7%



Current Year	\$700K	\$365K	\$590K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$468K	\$506K	\$345K	\$510K
Prior Year	\$279K	\$570K	\$385K	\$365K	\$325K	\$394K	\$410K	\$424K	\$355K	\$335K	\$520K	\$355K	\$700K
Percent Change from Prior Year	151%	-36%	53%	21%	42%	-27%	26%	18%	-17%	40%	-3%	-3%	-27%

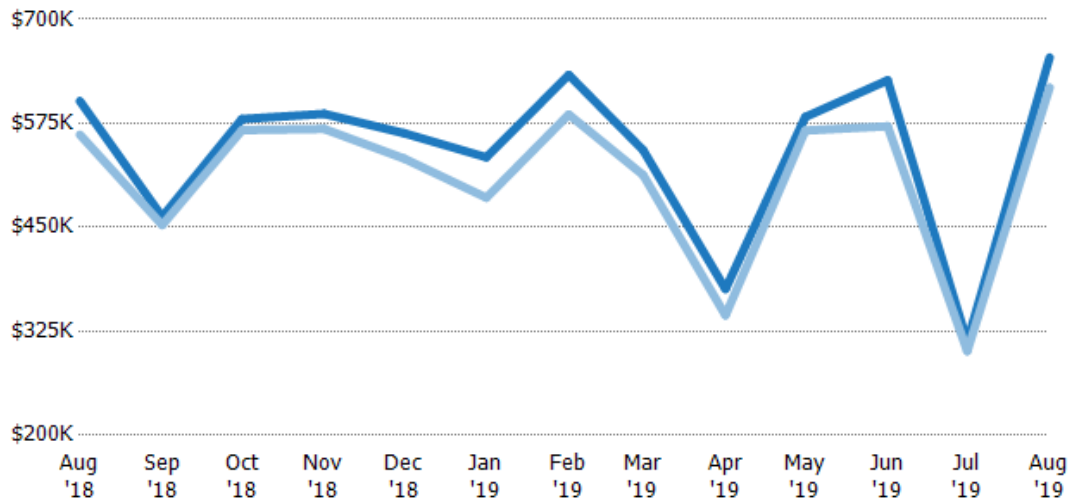
Average Sales Price vs Average Listing Price

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



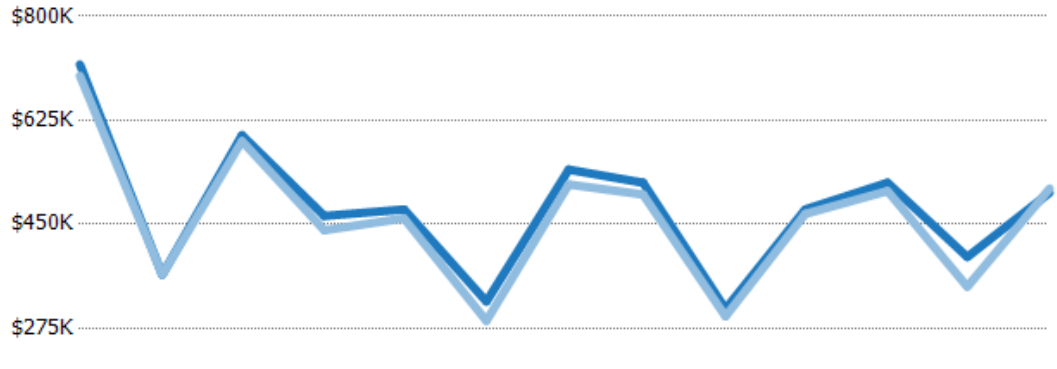
Avg List Price	\$602K	\$463K	\$580K	\$586K	\$563K	\$534K	\$633K	\$543K	\$376K	\$582K	\$627K	\$313K	\$654K
Avg Sales Price	\$561K	\$453K	\$567K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$566K	\$571K	\$301K	\$618K
Avg Sales Price as a % of Avg List Price	93%	98%	98%	97%	95%	91%	92%	94%	92%	97%	91%	96%	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



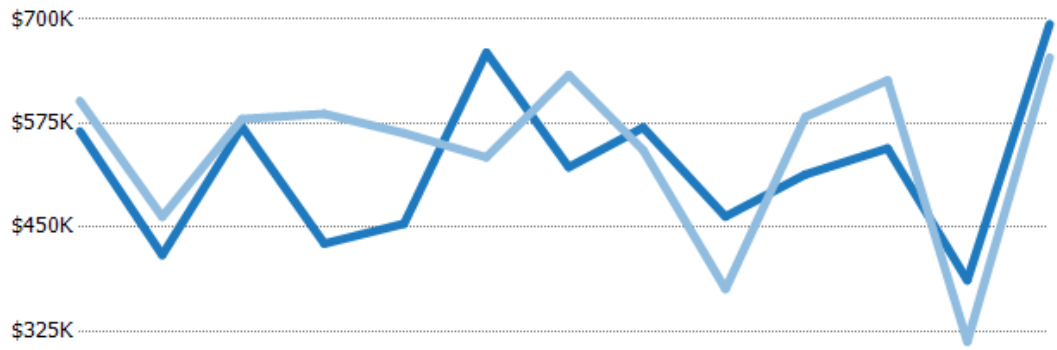
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median List Price	\$719K	\$365K	\$600K	\$464K	\$475K	\$320K	\$542K	\$520K	\$307K	\$475K	\$520K	\$395K	\$503K
Median Sales Price	\$700K	\$365K	\$590K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$468K	\$506K	\$345K	\$510K
Med Sales Price as a % of Med List Price	97%	100%	98%	95%	97%	90%	95%	96%	96%	98%	97%	87%	101%

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$565K	\$417K	\$571K	\$430K	\$454K	\$660K	\$522K	\$570K	\$463K	\$513K	\$545K	\$386K	\$694K
Avg Sales Price	\$602K	\$463K	\$580K	\$586K	\$563K	\$534K	\$633K	\$543K	\$376K	\$582K	\$627K	\$313K	\$654K
Avg Sales Price as a % of Avg Est Value	106%	111%	102%	136%	124%	81%	121%	95%	81%	113%	115%	81%	94%

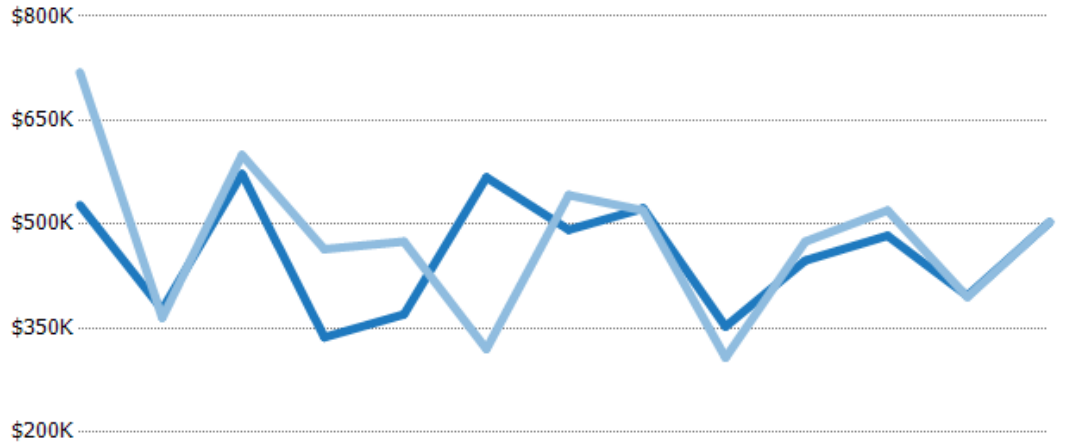
Median Sales Price vs Median Est Value

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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Median Est Value	\$528K	\$377K	\$573K	\$337K	\$370K	\$568K	\$492K	\$523K	\$352K	\$448K	\$483K	\$397K	\$503K
Median Sales Price	\$719K	\$365K	\$600K	\$464K	\$475K	\$320K	\$542K	\$520K	\$307K	\$475K	\$520K	\$395K	\$503K
Med Sales Price as a % of Med Est Value	136%	97%	105%	138%	128%	56%	110%	99%	87%	106%	108%	100%	100%