

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	Jul 2019	Jul 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	38	-55.3%	132	126	+4.8%
New Listing Volume	\$13,813,000	\$24,706,800	-44.1%	\$87,517,600	\$71,826,850	+21.8%
Active Listing Count	107	116	-7.8%	N/A	N/A	
Active Listing Volume	\$88,966,899	\$86,610,800	+2.7%	N/A	N/A	
Average Listing Price	\$831,466	\$746,645	+11.4%	\$839,116	\$728,640	+15.2%
Median Listing Price	\$560,000	\$575,000	-2.6%	\$558,361	\$584,632	-4.5%
Median Days in RPR	96	76.5	+25.5%	183.56	172.19	+6.6%
Months of Inventory	7.6	10.5	-27.5%	8.4	9.9	-15.5%
Absorption Rate	13.08%	9.48%	+3.6%	11.94%	10.09%	+1.9%
Sales Activity Charts Metrics						
New Pending Sales Count	12	15	-20%	94	96	-2.1%
New Pending Sales Volume	\$6,212,500	\$5,418,900	+14.6%	\$54,443,500	\$47,966,050	+13.5%
Pending Sales Count	23	22	+4.5%	N/A	N/A	
Pending Sales Volume	\$16,008,500	\$12,420,900	+28.9%	N/A	N/A	
Closed Sales Count	5	14	-64.3%	75	85	-11.8%
Closed Sales Volume	\$1,506,000	\$6,408,900	-76.5%	\$37,912,827	\$39,466,094	-3.9%
Average Sales Price	\$301,200	\$457,779	-34.2%	\$505,504	\$464,307	+8.9%
Median Sales Price	\$345,000	\$354,500	-2.7%	\$434,607	\$392,842	+10.6%

New Listings

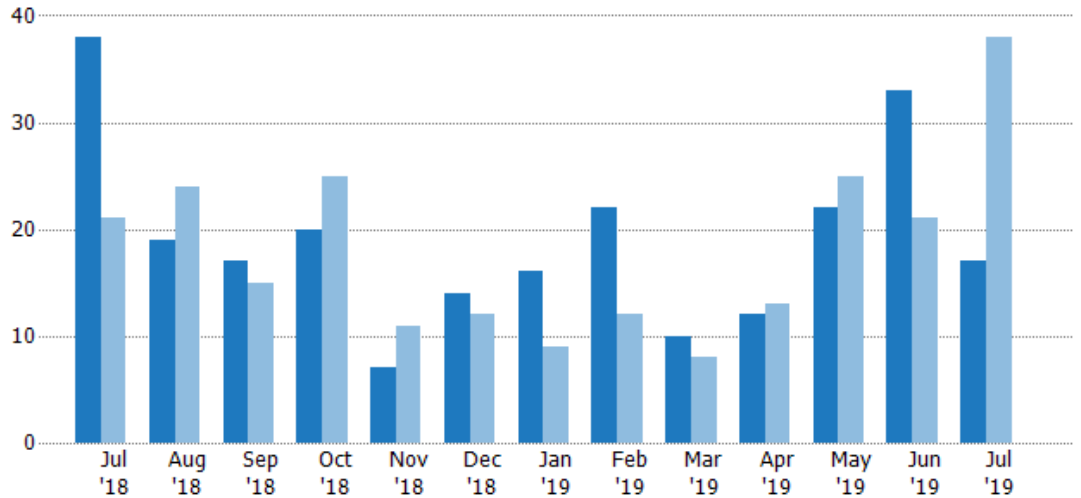
The number of new residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Jul '19	17	-55.3%
Jul '18	38	81%
Jul '17	21	-19%



Current Year	38	19	17	20	7	14	16	22	10	12	22	33	17
Prior Year	21	24	15	25	11	12	9	12	8	13	25	21	38
Percent Change from Prior Year	81%	-21%	13%	-20%	-36%	17%	78%	83%	25%	-8%	-12%	57%	-55%

New Listing Volume

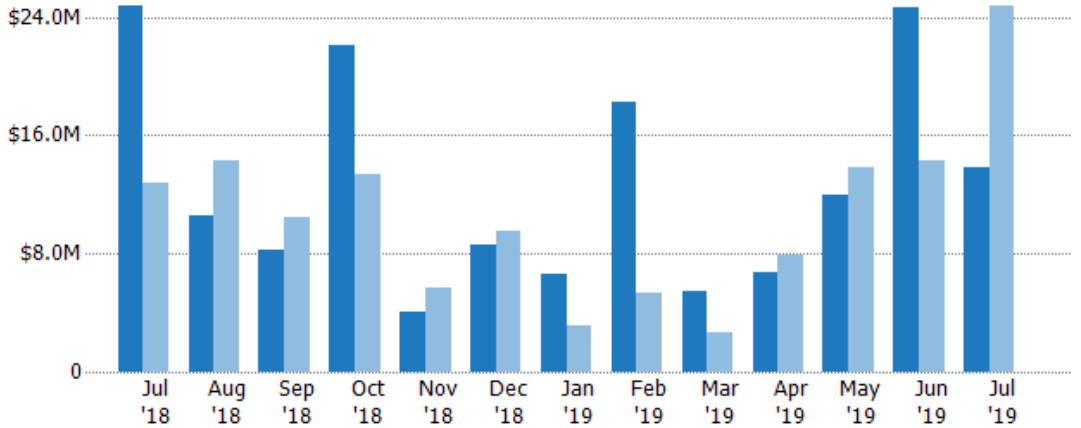
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Jul '19	\$13.8M	-44.1%
Jul '18	\$24.7M	93.1%
Jul '17	\$12.8M	-16.8%



Current Year	\$24.7M	\$10.6M	\$8.21M	\$22.1M	\$4.03M	\$8.59M	\$6.67M	\$18.3M	\$5.44M	\$6.75M	\$11.9M	\$24.7M	\$13.8M
Prior Year	\$12.8M	\$14.3M	\$10.4M	\$13.4M	\$5.7M	\$9.53M	\$3.17M	\$5.36M	\$2.61M	\$7.84M	\$13.8M	\$14.3M	\$24.7M
Percent Change from Prior Year	93%	-26%	-21%	65%	-29%	-10%	110%	240%	108%	-14%	-14%	72%	-44%

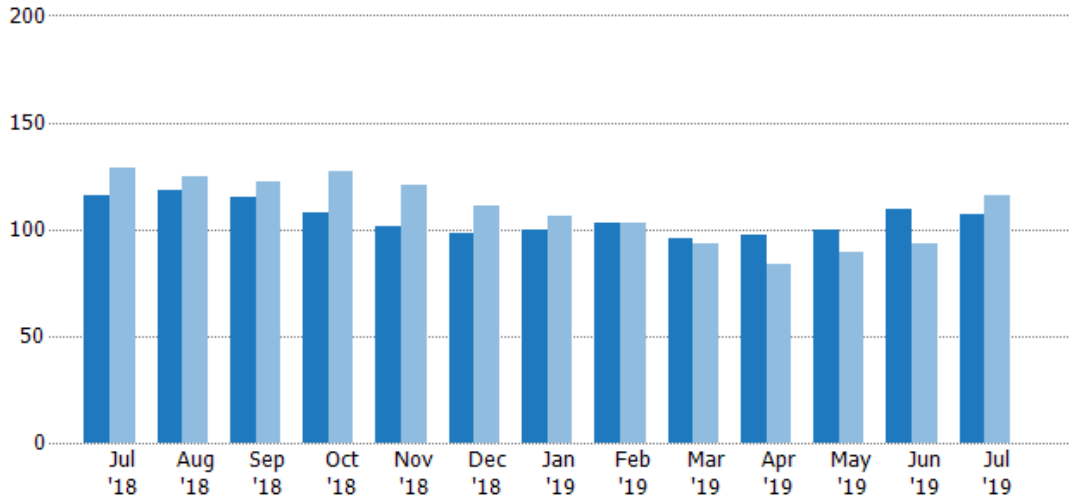
Active Listings

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.
Jul '19	107	-7.8%
Jul '18	116	-10.1%
Jul '17	129	1.6%

Month/Year	Count	% Chg.
Jul '19	107	-7.8%
Jul '18	116	-10.1%
Jul '17	129	1.6%

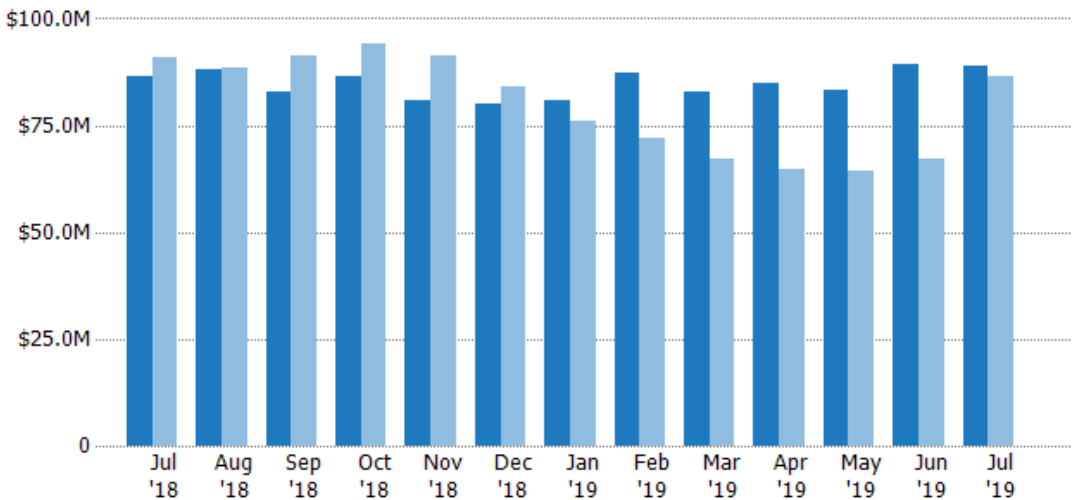
Active Listing Volume

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.
Jul '19	\$89M	2.7%
Jul '18	\$86.6M	-4.8%
Jul '17	\$91M	-12%

Month/Year	Volume	% Chg.
Jul '19	\$89M	2.7%
Jul '18	\$86.6M	-4.8%
Jul '17	\$91M	-12%

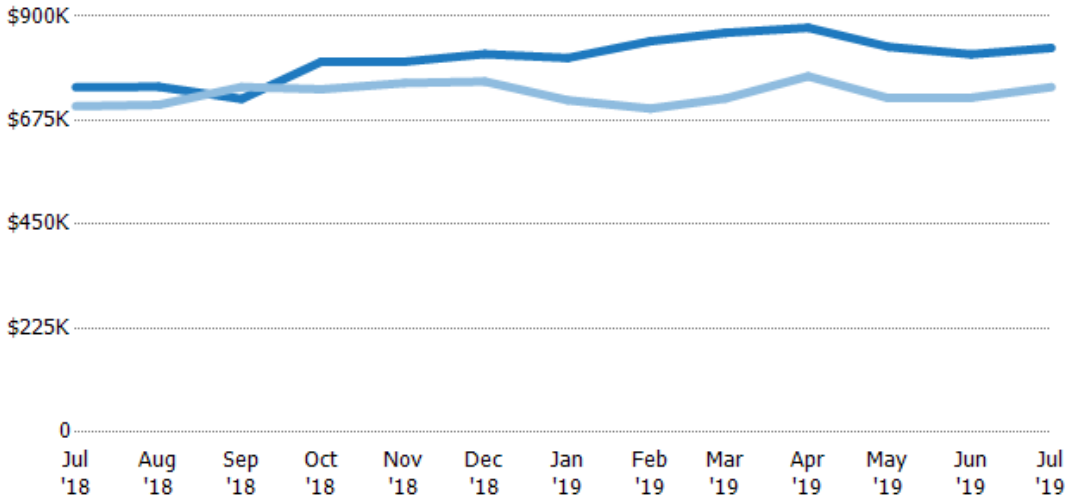
Average Listing Price

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
Jul '18	\$747K	\$705K	6%
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%

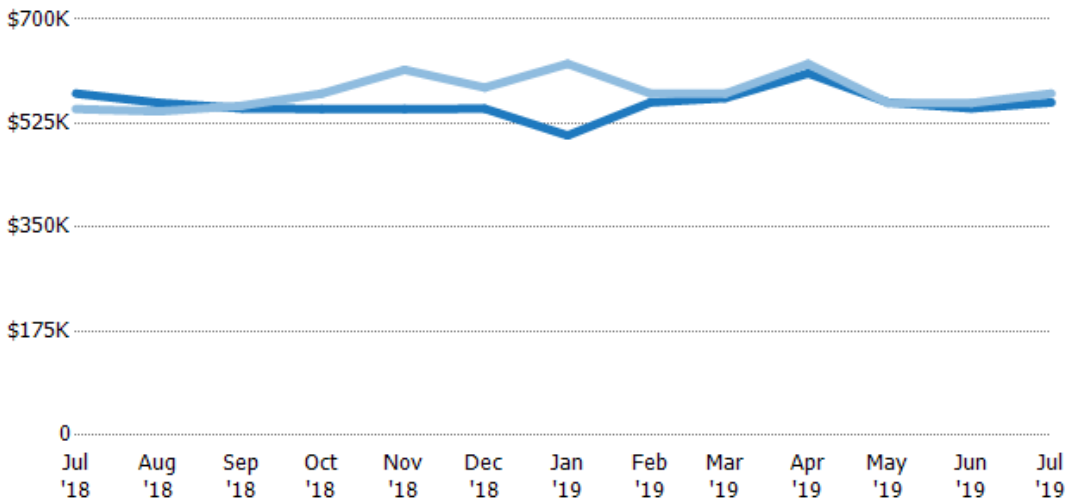
Median Listing Price

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



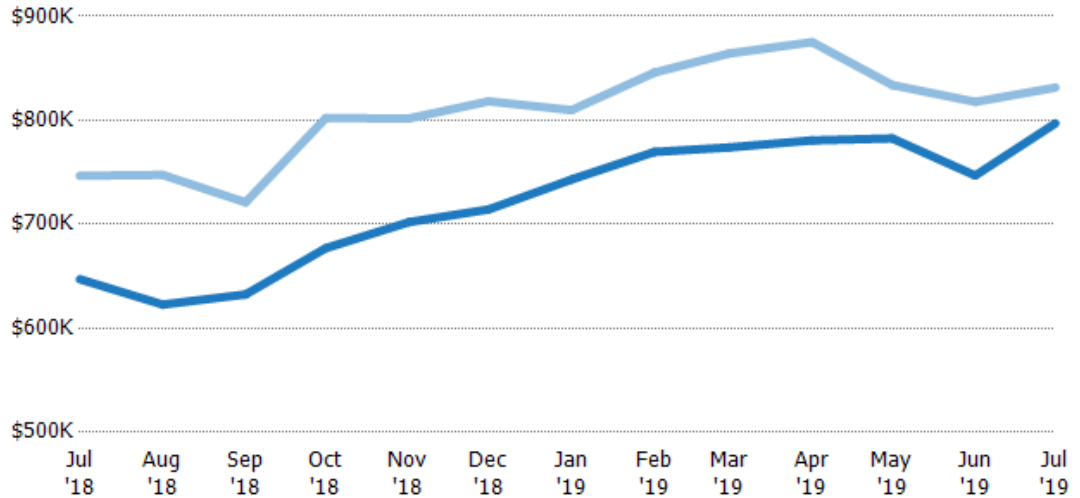
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Jul '18	\$575K	\$549K	5%
Aug '18	\$560K	\$545K	3%
Sep '18	\$550K	\$555K	-1%
Oct '18	\$549K	\$575K	-5%
Nov '18	\$549K	\$615K	-11%
Dec '18	\$550K	\$585K	-6%
Jan '19	\$505K	\$625K	-19%
Feb '19	\$560K	\$575K	-3%
Mar '19	\$568K	\$575K	-1%
Apr '19	\$609K	\$625K	-3%
May '19	\$560K	\$559K	0%
Jun '19	\$550K	\$559K	-2%
Jul '19	\$560K	\$575K	-3%

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

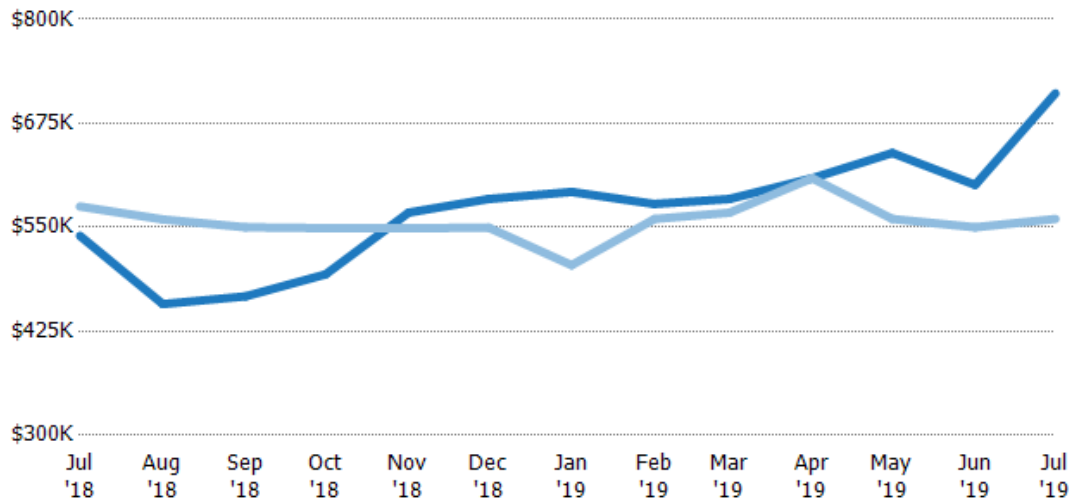


Median Listing Price vs Median Est Value

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



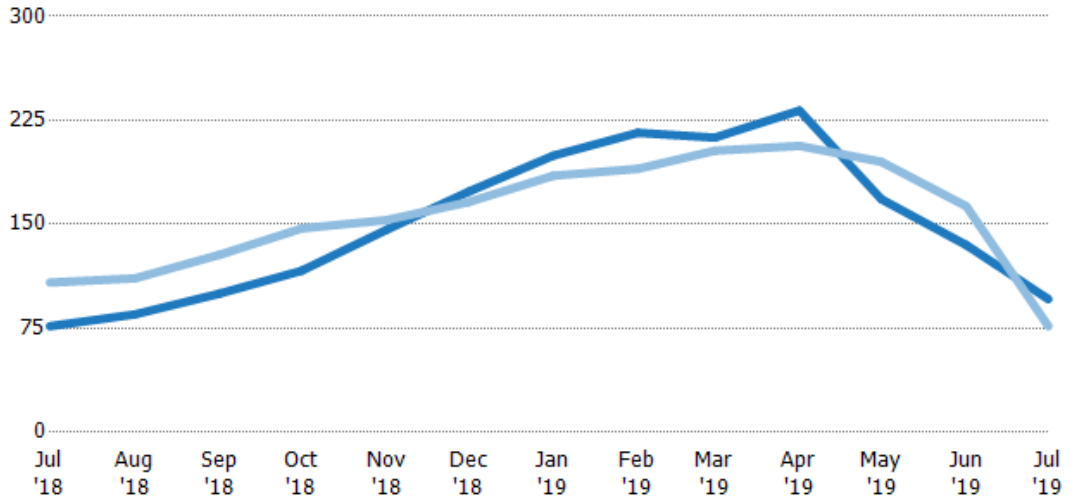
Median Days in RPR

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.
Jul '19	96	25.5%
Jul '18	76.5	-29.2%
Jul '17	108	2.8%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	76.5	85	100	117	146	174	200	216	213	232	168	135	96
Prior Year	108	111	128	147	153	166	185	190	203	207	195	163	76.5
Percent Change from Prior Year	-29%	-23%	-22%	-21%	-5%	5%	8%	14%	5%	12%	-14%	-17%	25%

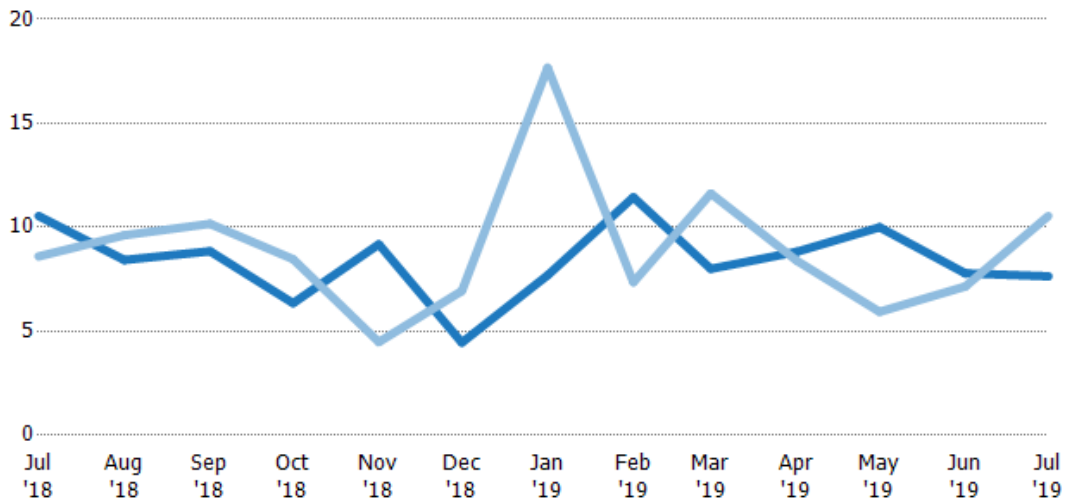
Months of Inventory

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.
Jul '19	7.64	-27.5%
Jul '18	10.5	22.6%
Jul '17	8.6	52.3%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	10.5	8.43	8.85	6.35	9.18	4.45	7.69	11.4	8	8.82	10	7.79	7.64
Prior Year	8.6	9.62	10.2	8.47	4.48	6.94	17.7	7.36	11.6	8.4	5.93	7.15	10.5
Percent Change from Prior Year	23%	-12%	-13%	-25%	105%	-36%	-56%	56%	-31%	5%	69%	9%	-28%

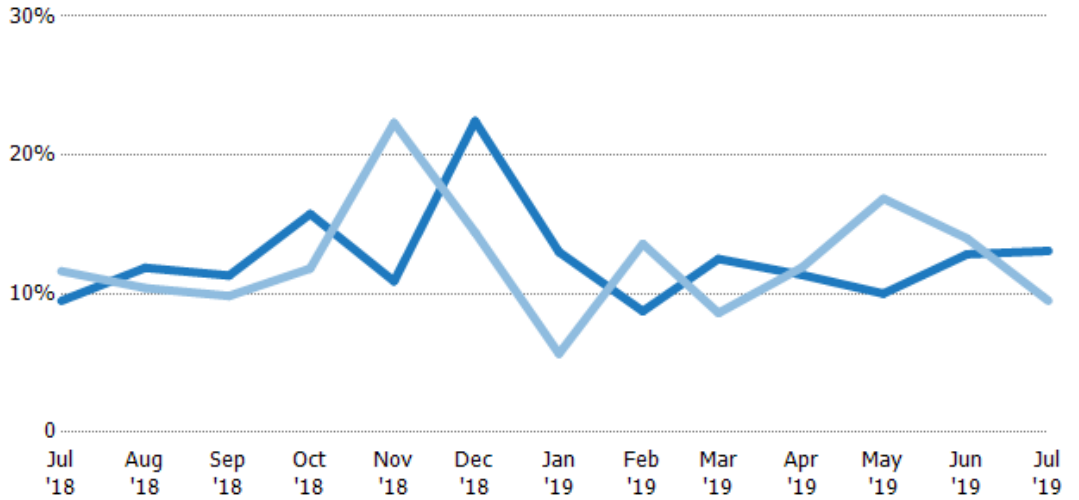
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



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

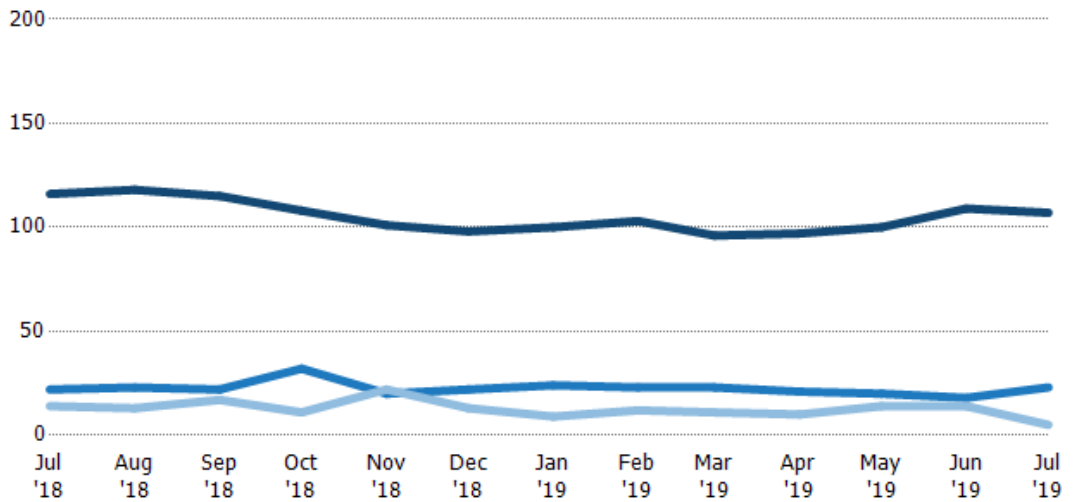
Active/Pending/Sold Units

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Active	116	118	115	108	101	98	100	103	96	97	100	109	107
Pending	22	23	22	32	20	22	24	23	23	21	20	18	23
Sold	14	13	17	11	22	13	9	12	11	10	14	14	5

New Pending Sales

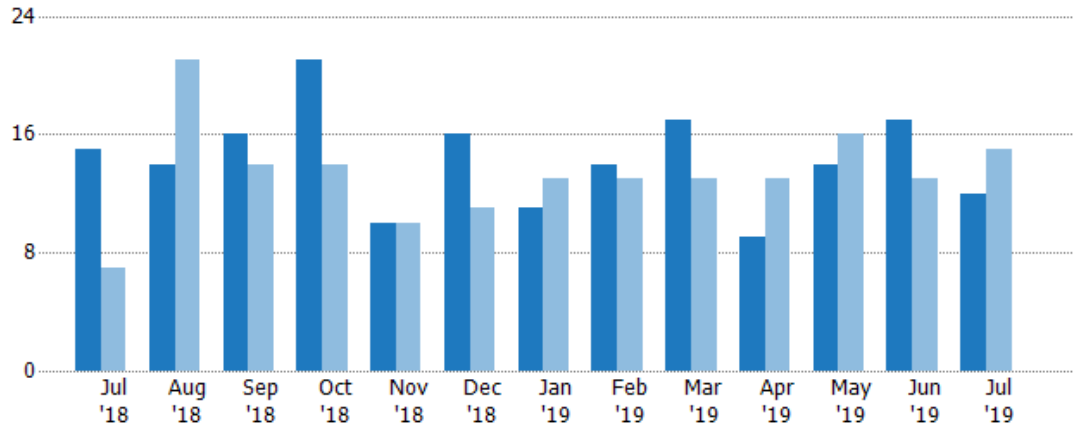
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Jul '19	12	-20%
Jul '18	15	114.3%
Jul '17	7	28.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	15	14	16	21	10	16	11	14	17	9	14	17	12
Prior Year	7	21	14	14	10	11	13	13	13	13	16	13	15
Percent Change from Prior Year	114%	-33%	14%	50%	0%	45%	-15%	8%	31%	-31%	-13%	31%	-20%

New Pending Sales Volume

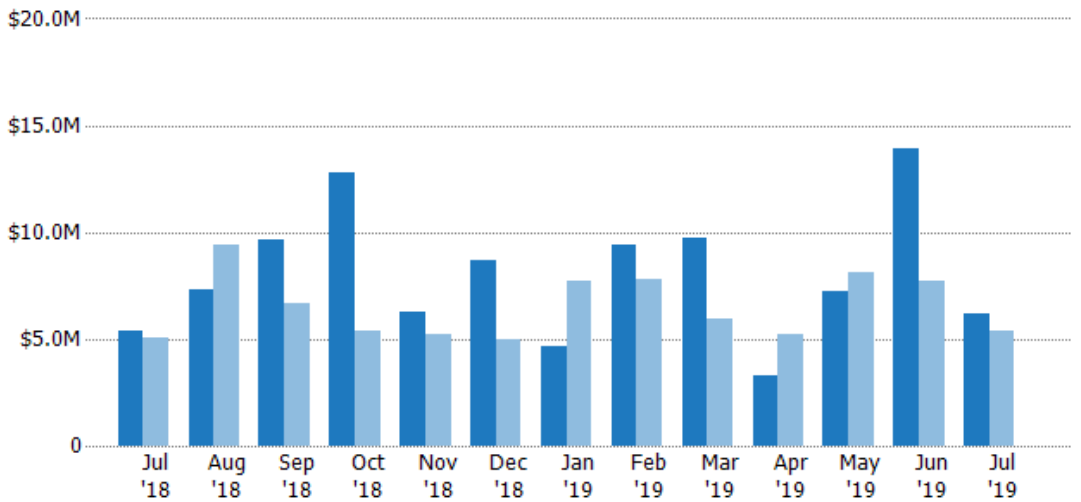
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Jul '19	\$6.21M	14.6%
Jul '18	\$5.42M	7.7%
Jul '17	\$5.03M	125.1%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$5.42M	\$7.3M	\$9.67M	\$12.8M	\$6.25M	\$8.65M	\$4.66M	\$9.39M	\$9.74M	\$3.27M	\$7.25M	\$13.9M	\$6.21M
Prior Year	\$5.03M	\$9.41M	\$6.68M	\$5.41M	\$5.25M	\$4.97M	\$7.72M	\$7.8M	\$5.93M	\$5.22M	\$8.14M	\$7.73M	\$5.42M
Percent Change from Prior Year	8%	-22%	45%	137%	19%	74%	-40%	20%	64%	-37%	-11%	80%	15%

Pending Sales

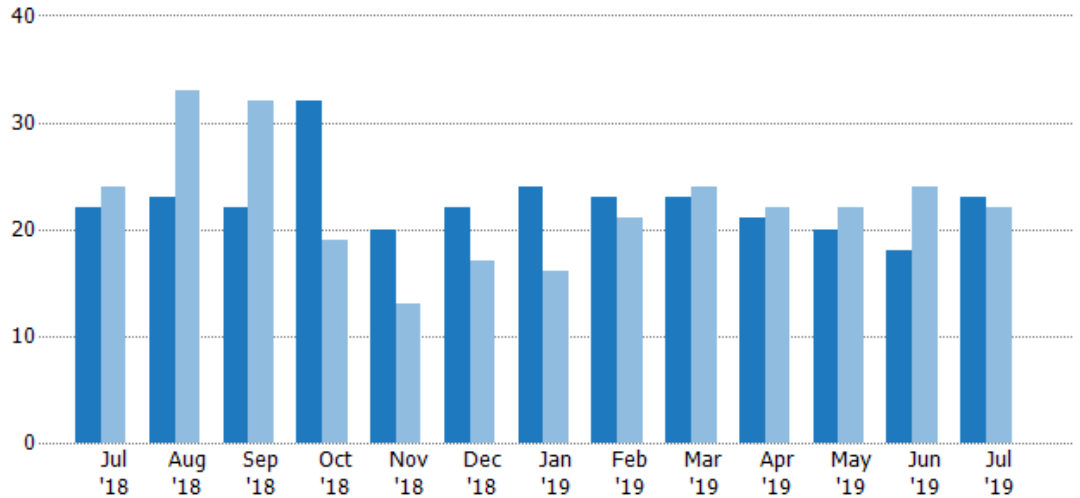
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Jul '19	23	4.5%
Jul '18	22	-8.3%
Jul '17	24	-37.5%



Current Year	22	23	22	32	20	22	24	23	23	21	20	18	23
Prior Year	24	33	32	19	13	17	16	21	24	22	22	24	22
Percent Change from Prior Year	-8%	-30%	-31%	68%	54%	29%	50%	10%	-4%	-5%	-9%	-25%	5%

Pending Sales Volume

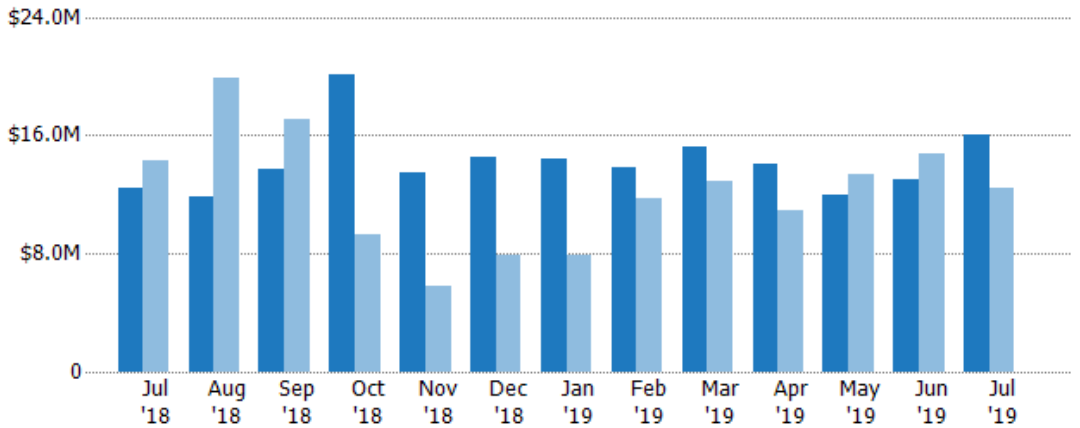
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Jul '19	\$16M	28.9%
Jul '18	\$12.4M	-13.4%
Jul '17	\$14.3M	0.1%



Current Year	\$12.4M	\$11.9M	\$13.7M	\$20.1M	\$13.5M	\$14.5M	\$14.4M	\$13.9M	\$15.2M	\$14M	\$12M	\$13M	\$16M
Prior Year	\$14.3M	\$19.9M	\$17M	\$9.28M	\$5.85M	\$7.85M	\$7.84M	\$11.7M	\$12.9M	\$11M	\$13.4M	\$14.7M	\$12.4M
Percent Change from Prior Year	-13%	-40%	-20%	117%	130%	85%	83%	18%	18%	28%	-10%	-12%	29%

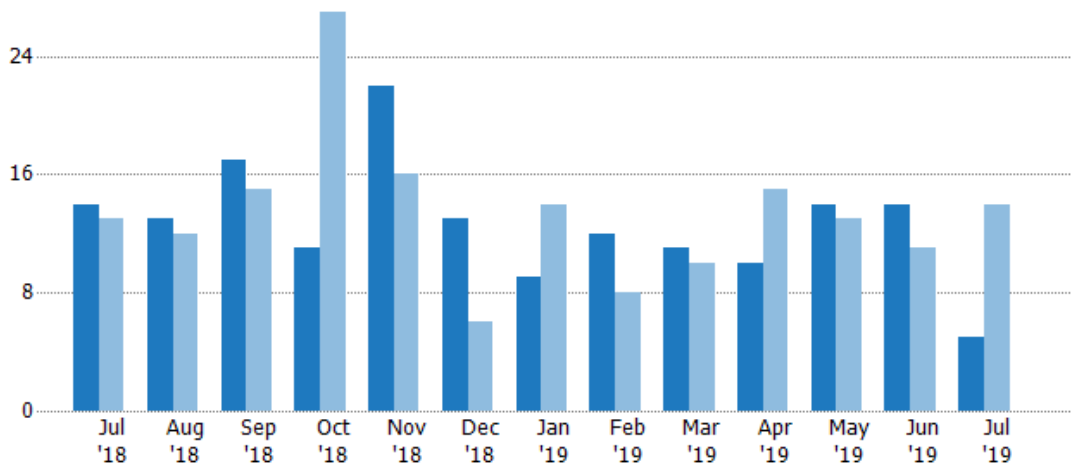
Closed Sales

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

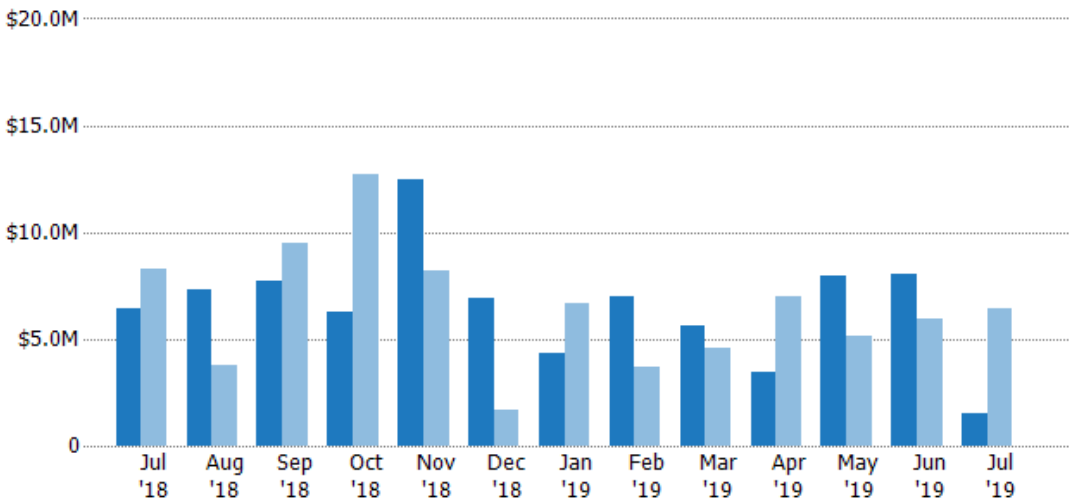
Closed Sales Volume

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
Jul '18	\$6.41M	\$8.3M	-23%
Aug '18	\$7.3M	\$3.77M	94%
Sep '18	\$7.7M	\$9.47M	-19%
Oct '18	\$6.23M	\$12.7M	-51%
Nov '18	\$12.5M	\$8.19M	53%
Dec '18	\$6.93M	\$1.7M	309%
Jan '19	\$4.37M	\$6.69M	-35%
Feb '19	\$7.03M	\$3.67M	92%
Mar '19	\$5.64M	\$4.56M	24%
Apr '19	\$3.44M	\$7.03M	-51%
May '19	\$7.93M	\$5.14M	54%
Jun '19	\$8M	\$5.98M	34%
Jul '19	\$1.51M	\$6.41M	-77%

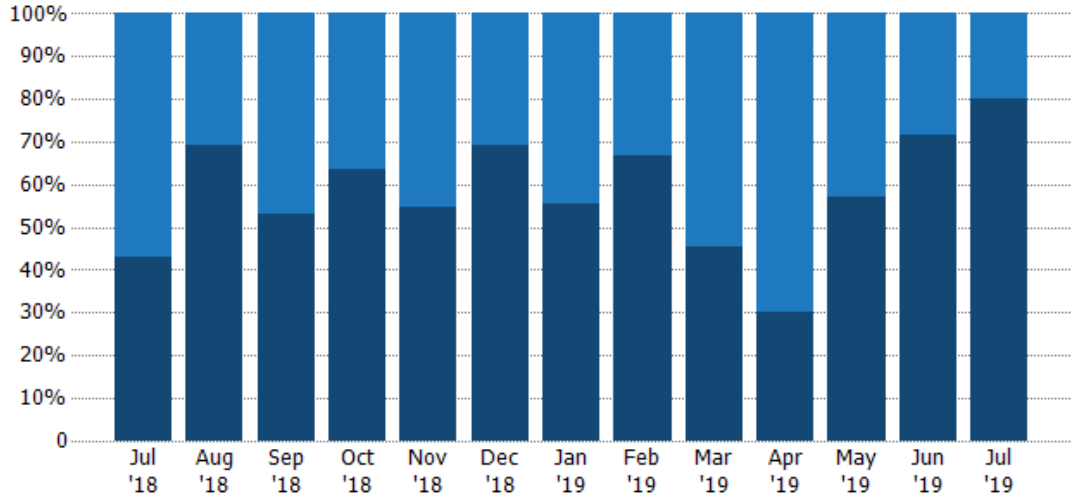
Closed Sales by Property Type

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

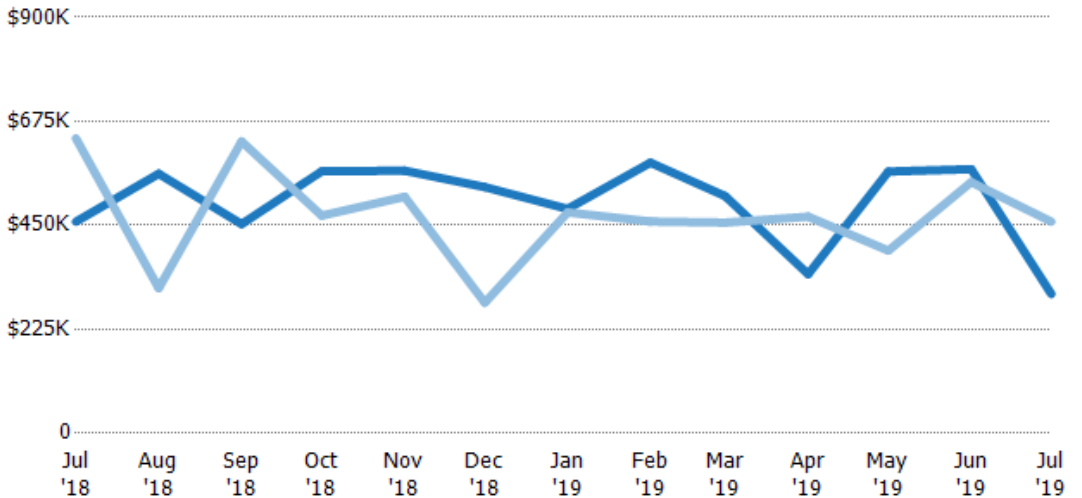
Average Sales Price

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	\$458K	\$561K	\$453K	\$567K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$566K	\$571K	\$301K
Prior Year	\$638K	\$314K	\$631K	\$471K	\$512K	\$283K	\$478K	\$458K	\$456K	\$469K	\$395K	\$543K	\$458K
Percent Change from Prior Year	-28%	79%	-28%	20%	11%	89%	2%	28%	13%	-27%	43%	5%	-34%

Median Sales Price

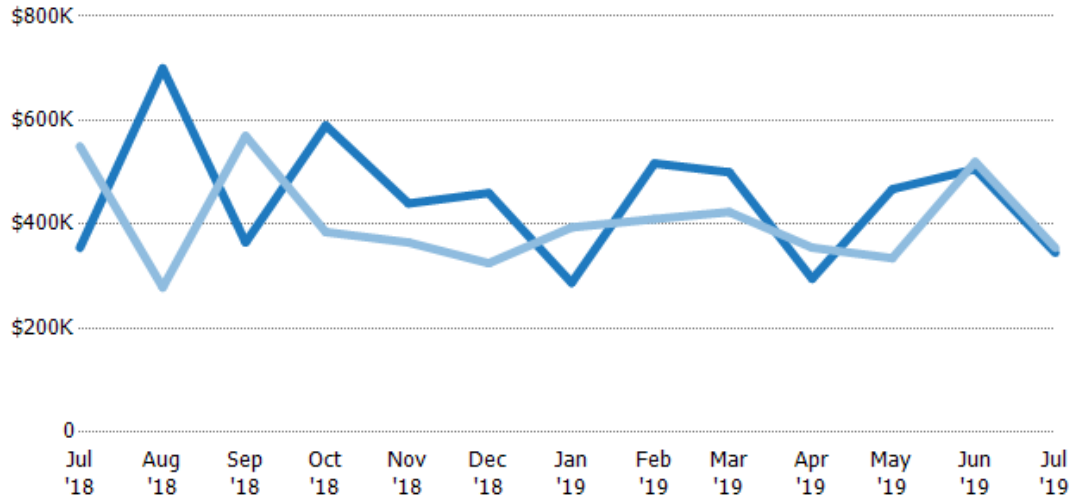
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Jul '19	\$345K	-2.7%
Jul '18	\$355K	-35.5%
Jul '17	\$550K	-10%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$355K	\$700K	\$365K	\$590K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$468K	\$506K	\$345K
Prior Year	\$550K	\$279K	\$570K	\$385K	\$365K	\$325K	\$394K	\$410K	\$424K	\$355K	\$335K	\$520K	\$355K
Percent Change from Prior Year	-36%	151%	-36%	53%	21%	42%	-27%	26%	18%	-17%	40%	-3%	-3%

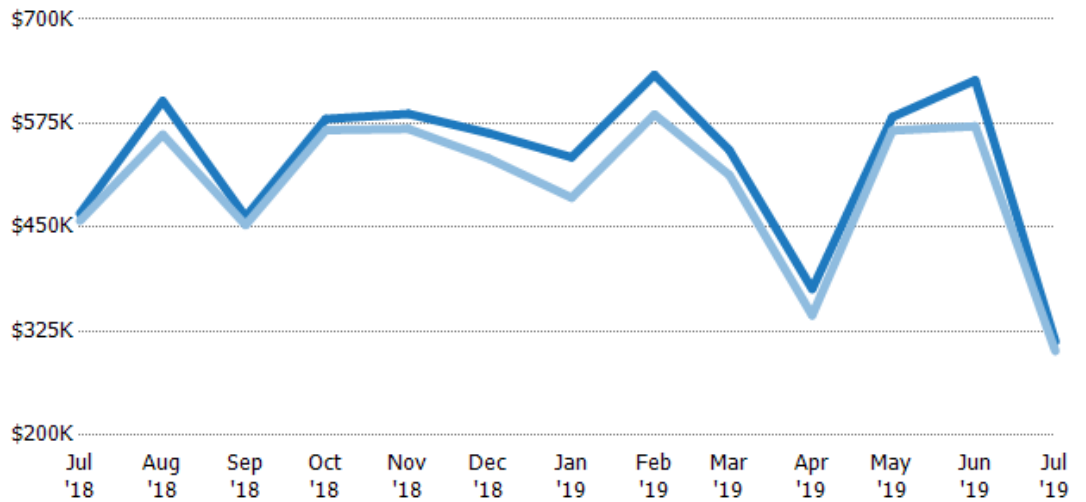
Average Sales Price vs Average Listing Price

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$466K	\$602K	\$463K	\$580K	\$586K	\$563K	\$534K	\$633K	\$543K	\$376K	\$582K	\$627K	\$313K
Avg Sales Price	\$458K	\$561K	\$453K	\$567K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$566K	\$571K	\$301K
Avg Sales Price as a % of Avg List Price	98%	93%	98%	98%	97%	95%	91%	92%	94%	92%	97%	91%	96%

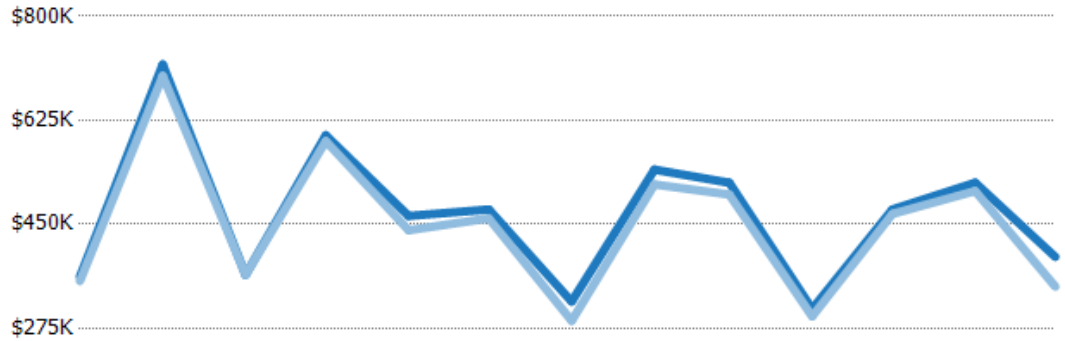
Median Sales Price vs Median Listing Price

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median List Price	\$362K	\$719K	\$365K	\$600K	\$464K	\$475K	\$320K	\$542K	\$520K	\$307K	\$475K	\$520K	\$395K
Median Sales Price	\$355K	\$700K	\$365K	\$590K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$468K	\$506K	\$345K
Med Sales Price as a % of Med List Price	98%	97%	100%	98%	95%	97%	90%	95%	96%	96%	98%	97%	87%

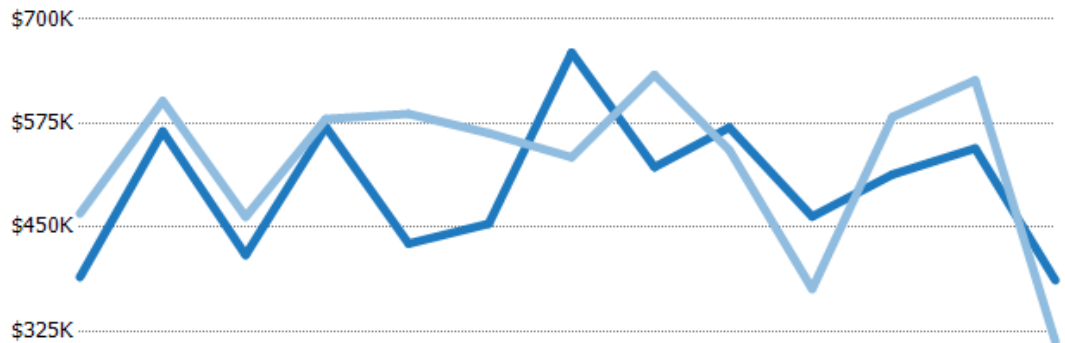
Average Sales Price vs Average Est Value

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$390K	\$565K	\$417K	\$571K	\$430K	\$454K	\$660K	\$522K	\$570K	\$463K	\$513K	\$545K	\$386K
Avg Sales Price	\$466K	\$602K	\$463K	\$580K	\$586K	\$563K	\$534K	\$633K	\$543K	\$376K	\$582K	\$627K	\$313K
Avg Sales Price as a % of Avg Est Value	120%	106%	111%	102%	136%	124%	81%	121%	95%	81%	113%	115%	81%

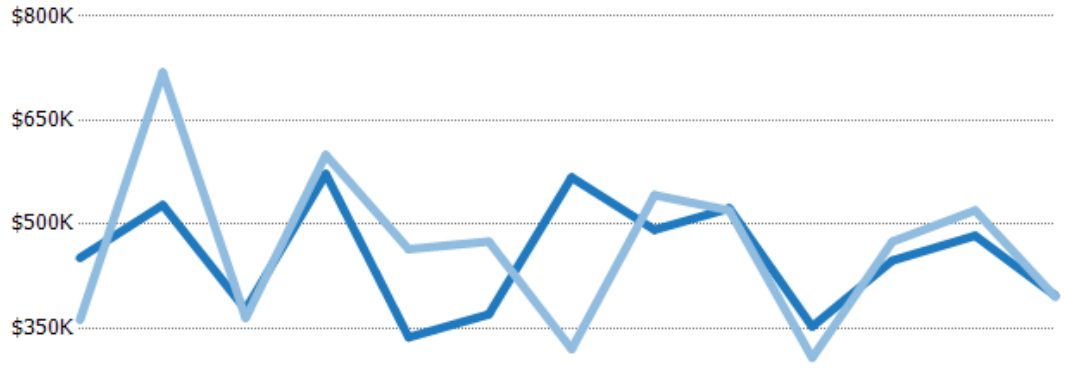
Median Sales Price vs Median Est Value

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Median Est Value	\$451K	\$528K	\$377K	\$573K	\$337K	\$370K	\$568K	\$492K	\$523K	\$352K	\$448K	\$483K	\$397K
Median Sales Price	\$362K	\$719K	\$365K	\$600K	\$464K	\$475K	\$320K	\$542K	\$520K	\$307K	\$475K	\$520K	\$395K
Med Sales Price as a % of Med Est Value	80%	136%	97%	105%	138%	128%	56%	110%	99%	87%	106%	108%	100%