

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	Nov 2019	Nov 2018	+/-	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	13	7	+85.7%	198	188	+5.3%
New Listing Volume	\$10,516,900	\$4,019,000	+161.7%	\$144,703,400	\$115,403,050	+25.4%
Active Listing Count	90	102	-11.8%	NA	NA	
Active Listing Volume	\$92,096,400	\$82,395,900	+11.8%	NA	NA	
Average Listing Price	\$1,023,293	\$807,803	+26.7%	\$876,903	\$746,763	+17.4%
Median Listing Price	\$572,500	\$549,500	+4.2%	\$571,475	\$574,463	-0.5%
Median Daysin RPR	150	143.5	+4.5%	148.87	148.14	+0.5%
Months of Inventory	3.9	9.3	-57.8%	7.5	8.2	-7.7%
Absorption Rate	25.56%	10.78%	+14.8%	13.27%	12.24%	+1%
Sales Activity Charts Metrics		• • • • • • • • • • • • • • • • • • • •			•••••	
New Pending Sales Count	10	10	+_	168	157	+7%
New Pending Sales Volume	\$3,973,400	\$6,252,000	-36.4%	\$98,314,900	\$83,967,650	+17.1%
Pending Sales Count	18	20	-10%	N/A	NA	
Pending Sales Volume	\$12,122,400	\$13,453,000	-9.9%	N/A	NA	
Closed Sales Count	14	22	-36.4%	143	149	-4%
Closed Sales Volume	\$7,943,000	\$12,499,700	-36.5%	\$78,621,130	\$73,381,794	+7.1%
Average Sales Price	\$567,357	\$568,168	-0.1%	\$549,798	\$492,495	+11.6%
Median Sales Price	\$501,250	\$440,000	+13.9%	\$457,783	\$437,171	+4.7%







New Listings

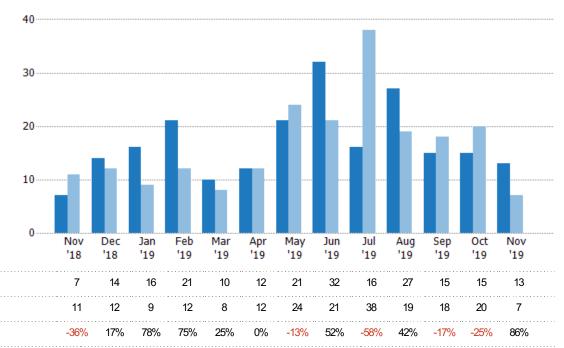
The number of new residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Count	% Chg.
Nov '19	13	85.7%
Nov '18	7	-36.4%
Nov '17	11	9.1%



New Listing Volume

Percent Change from Prior Year

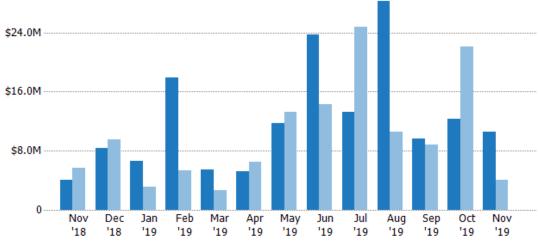
Current Year

Prior Year

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

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Nov '19	\$10.5M	161.7%
Nov '18	\$4.02M	-28.8%
Nov '17	\$5.65M	80.8%



 Current Year
 \$4.02M \$8.41M \$6.66M \$17.9M \$5.44M \$5.2M \$11.8M \$23.7M \$13.3M \$28.3M \$9.67M \$12.3M \$10.5M

 Prior Year
 \$5.65M \$9.53M \$3.17M \$5.35M \$2.61M \$6.52M \$13.2M \$14.3M \$24.7M \$10.6M \$8.81M \$22.1M \$4.02M

 Percent Change from Prior Year
 -29% -12% 110% 234% 108% -20% -11% 66% -46% 167% 10% -44% 162%





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





Active Listing Volume

Percent Change from Prior Year

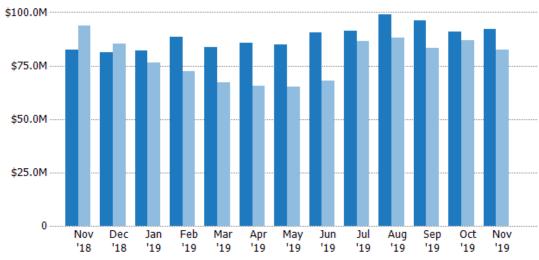
Current Year

Prior Year

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

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Nov '19	\$92.1M	11.8%
Nov '18	\$82.4M	-12.2%
Nov '17	\$93.9M	-21.3%



 Current Year
 \$82.4M \$81.4M \$82.2M \$88.4M \$83.7M \$85.7M \$84.9M \$90.7M \$91.2M \$98.9M \$96.1M \$90.9M \$92.1M

 Prior Year
 \$93.9M \$85.4M \$76.3M \$72.3M \$67.3M \$65.4M \$65.1M \$67.9M \$86.5M \$88M \$83.4M \$87.1M \$82.4M

 Percent Change from Prior Year
 -12% -5% 8% 22% 24% 31% 30% 34% 5% 12% 15% 4% 12%



Average Listing Price

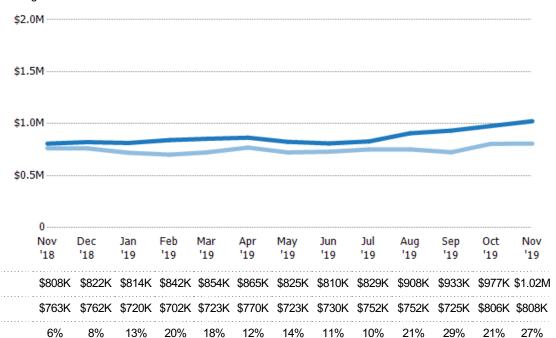
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/	Dian	0/ Ch ==
Year	Price	% Chg.
Nov '19	\$1.02M	26.7%
Nov '18	\$808K	5.9%
Nov '17	\$763K	-18.7%



Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

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

\$700K

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Price	% Chg.
Nov '19	\$573K	4.2%
Nov '18	\$550K	-12.1%
Nov '17	\$625K	-36.2%

Percent Change from Prior Year

	UK												
\$52	5K												
\$35	0K												
,													
#17	5K												
\$17	JK												
	Nov	Dec	Jan	Feb	Mar	Apr		_	- 1		_		
							Mav	lun	1111	Aua	Sen	Oct	Nov
	'18	'18	'19	'19			May '19	Jun '19		Aug '19	Sep '19	Oct '19	Nov '19
		'18 \$560K	'19	'19	'19	'19	'19	'19	'19	'19	'19	'19	'19
	\$550K		'19 \$550K	'19 \$560K	'19 \$568K	'19 \$599K	'19 \$560K	'19 \$555K	'19 \$580K	'19 \$575K	'19 \$585K	'19 \$585K	'19 \$573K



Current Year
Prior Year



Avg Est Value

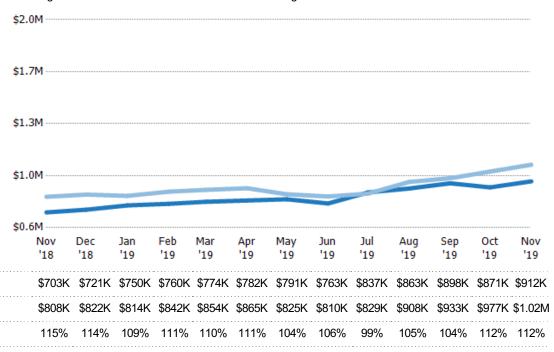
Avg Listing Price

Market Data Report

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.



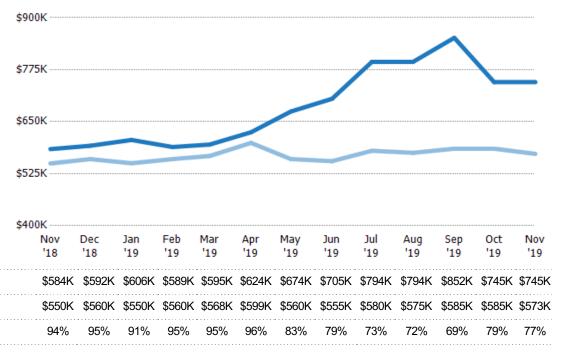


Median Listing Price vs Median Est Value

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

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

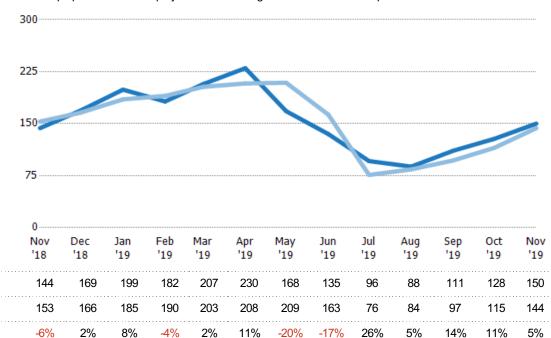


Median Days in RPR

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.

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single Family Residence





Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Months	% Chg.
Nov '19	3.91	-57.8%
Nov '18	9.27	103.5%
Nov '17	4.56	137.5%

Percent Change from Prior Year

'18 '18 '19 <th>50</th> <th></th>	50												
8	23									Λ			
Nov Dec '18 Jan '19 Feb Mar '19 Apr '19 May '19 Jun '19 Jul '19 Aug '19 Sep '19 Oct Nov '19 9.27 4.5 7.77 11.7 8.17 9 10.3 8.62 7.86 21.8 5.72 6.64 3.91 4.56 7.47 17.7 7.36 11.6 8.5 6 7.15 10.5 7.8 8.85 6.35 9.27	8	_		\Diamond	\(\)				1		-		
9.27 4.5 7.77 11.7 8.17 9 10.3 8.62 7.86 21.8 5.72 6.64 3.91 4.56 7.47 17.7 7.36 11.6 8.5 6 7.15 10.5 7.8 8.85 6.35 9.27	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun '19	Jul '19	Aug '19	Sep	Oct	Nov
	9.27	4.5	7.77	11.7	8.17	9	10.3				5.72	6.64	3.91
104% -40% -56% 59% -30% 6% 72% 20% -25% 179% -35% 5% -58%	4.56	7.47	17.7	7.36	11.6	8.5	6	7.15	10.5	7.8	8.85	6.35	9.27
	104%	-40%	-56%	59%	-30%	6%	72%	20%	-25%	179%	-35%	5%	-58%

Current Year
Prior Year

Absorption Rate

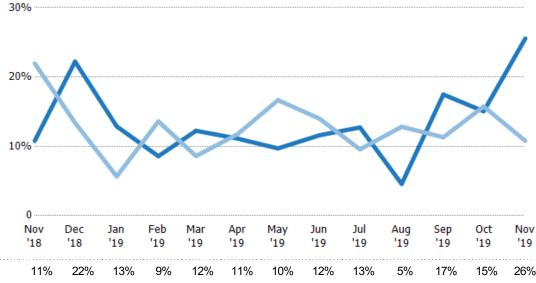
The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Rate	Chq.
Nov '19	26%	-14.8%
Nov '18	11%	11.2%
Nov '17	22%	-57.9%

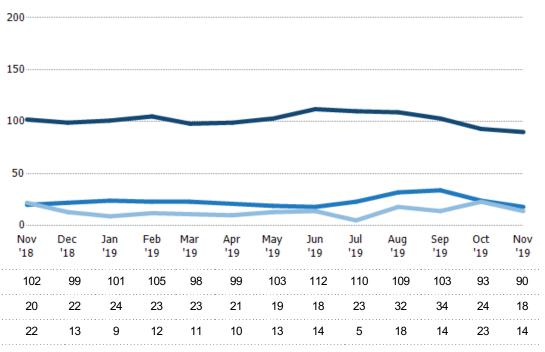


Current Year	11%	22%	13%	9%	12%	11%	10%	12%	13%	5%	17%	15%	26%
Prior Year	22%	13%	6%	14%	9%	12%	17%	14%	10%	13%	11%	16%	11%
Change from Prior Year	11%	-9%	-7%	5%	-4%	1%	7%	2%	-3%	8%	-6%	1%	-15%

Active/Pending/Sold Units

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

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Active

Sold

Pending



Current Year

Prior Year

Market Data Report

New Pending Sales

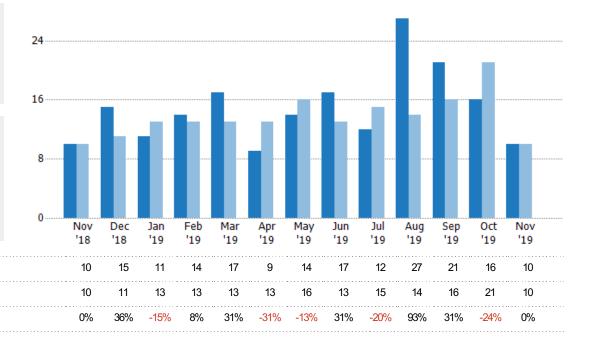
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Count	% Chg.
Nov '19	10	0%
Nov '18	10	0%
Nov '17	10	-60%



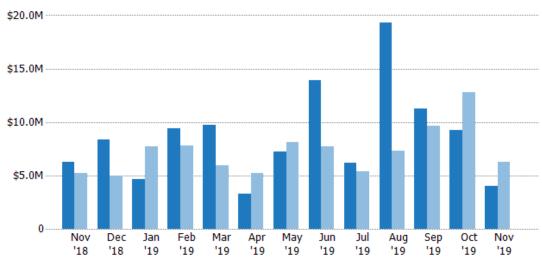
New Pending Sales Volume

Percent Change from Prior Year

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

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Nov '19	\$3.97M	-36.4%
Nov '18	\$6.25M	19.1%
Nov '17	\$5.25M	-41.5%



 Current Year
 \$6.25M \$8.39M \$4.66M \$9.39M \$9.74M \$3.27M \$7.25M \$13.9M \$6.21M \$19.3M \$11.3M \$9.28M \$3.97M

 Prior Year
 \$5.25M \$4.97M \$7.72M \$7.8M \$5.93M \$5.22M \$8.14M \$7.73M \$5.42M \$7.3M \$9.67M \$12.8M \$6.25M

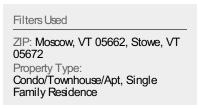
 Percent Change from Prior Year
 19% 69% 40% 20% 64% -37% -11% 80% 15% 165% 17% -27% -36%

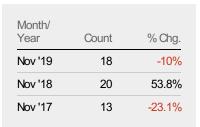


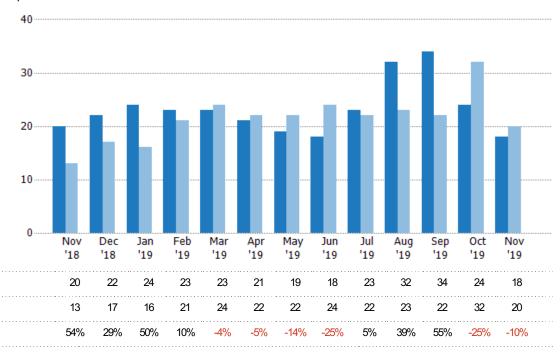


Pending Sales

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







Pending Sales Volume

Percent Change from Prior Year

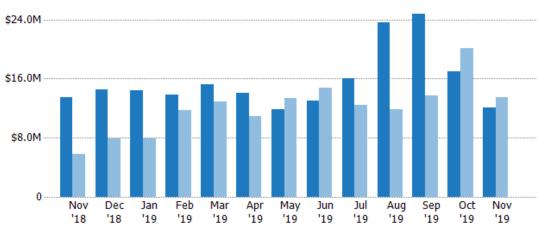
Current Year

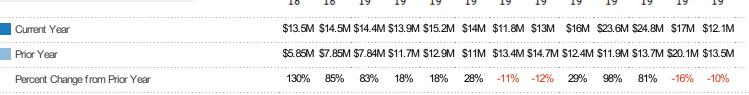
Prior Year

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

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Nov '19	\$12.1M	-9.9%
Nov '18	\$13.5M	130%
Nov '17	\$5.85M	7.1%









Closed Sales

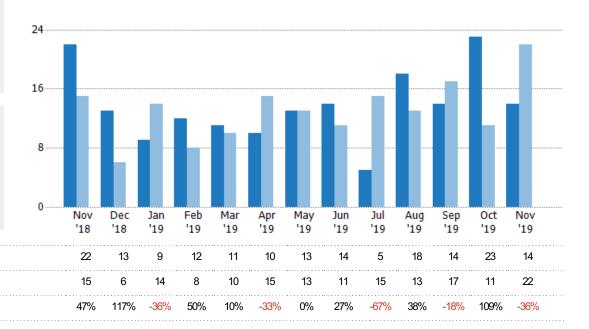
The total number of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/ Year	Count	% Chg.
Nov '19	14	-36.4%
Nov '18	22	46.7%
Nov '17	15	-40%



Closed Sales Volume

Percent Change from Prior Year

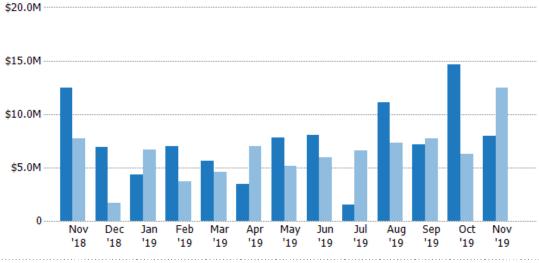
Current Year

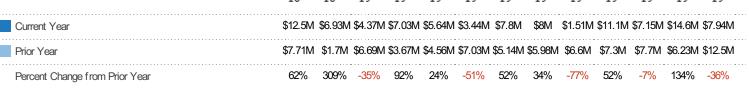
Prior Year

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

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Nov '19	\$7.94M	-36.5%
Nov '18	\$12.5M	62.2%
Nov '17	\$7.71M	-49.7%



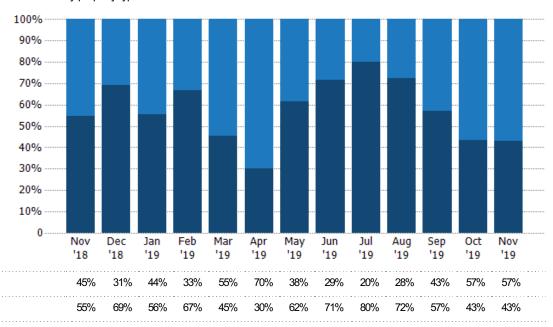




Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single Family Residence



Average Sales Price

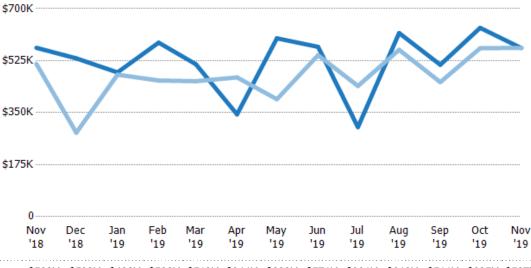
Single Family Residence

Condo/Townhouse

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

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Price	% Chg.
Nov '19	\$567K	-0.1%
Nov '18	\$568K	10.6%
Nov '17	\$514K	-16.2%



Current Year	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$600K	\$571K	\$301K	\$618K	\$511K	\$635K	\$567K
Prior Year	\$514K	\$283K	\$478K	\$458K	\$456K	\$469K	\$395K	\$543K	\$440K	\$561K	\$453K	\$567K	\$568K
Percent Change from Prior Year	11%	89%	2%	28%	13%	-27%	52%	5%	-32%	10%	13%	12%	0%



Current Year

Prior Year

Market Data Report

Median Sales Price

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

Filters Used ZIP: Moscow, VT 05662, Stowe, VT Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Nov '19	\$501K	13.9%
Nov '18	\$440K	25.7%
Nov '17	\$350K	8.6%

Percent Change from Prior Year



Average Sales Price vs Average Listing Price

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

26%

42%

-27%

26%

18%

-17%

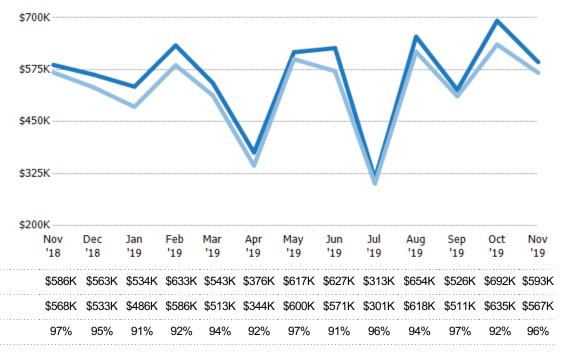
45%

-3%

-1%

17%

Filters Used ZIP: Moscow, VT 05662, Stowe, VT Property Type: Condo/Townhouse/Apt, Single Family Residence





Avg List Price

Avg Sales Price

Avg Sales Price as a % of Avg List Price

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Median List Price

Median Sales Price

Market Data Report

Median Sales Price vs Median Listing Price

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

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Average Sales Price vs Average Est Value

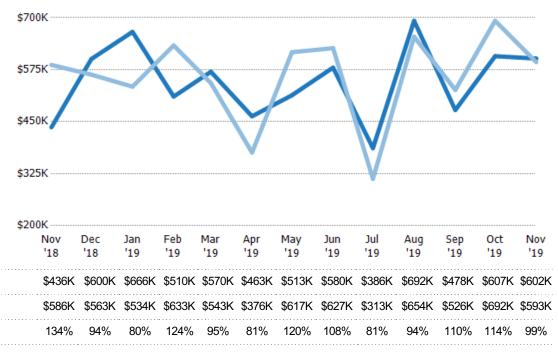
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Med Sales Price as a % of Med List Price





Avg Est Value

Avg Sales Price

Avg Sales Price as a % of Avg Est Value

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

 $\ensuremath{\mathbb{ZIP}}$: Moscow, VT 05662, Stowe, VT 05672

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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Median Est Value	\$373K	\$420K	\$568K	\$492K	\$523K	\$352K	\$448K	\$471K	\$397K	\$503K	\$416K	\$496K	\$515K
Median Sales Price	\$464K	\$475K	\$320K	\$542K	\$520K	\$307K	\$475K	\$520K	\$395K	\$503K	\$430K	\$500K	\$527K
Med Sales Price as a % of Med Est Value	124%	113%	56%	110%	99%	87%	106%	110%	100%	100%	103%	101%	102%



