

## 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	Oct 2019	Oct 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	15	20	-25%	184	181	+1.7%
New Listing Volume	\$12,302,500	\$22,101,800	-44.3%	\$134,111,000	\$111,384,050	+20.4%
Active Listing Count	90	108	-16.7%	N/A	N/A	
Active Listing Volume	\$89,273,400	\$87,066,400	+2.5%	N/A	N/A	
Average Listing Price	\$991,927	\$806,170	+23%	\$870,187	\$741,056	+17.4%
Median Listing Price	\$587,000	\$549,500	+6.8%	\$575,698	\$577,662	-0.3%
Median Days in RPR	127	115	+10.4%	149.42	148.72	+0.5%
Months of Inventory	6.4	6.4	+1.2%	8	8.3	-3.7%
Absorption Rate	15.56%	15.74%	-0.2%	12.48%	12.01%	+0.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	16	21	-23.8%	158	147	+7.5%
New Pending Sales Volume	\$9,275,000	\$12,787,800	-27.5%	\$94,341,500	\$77,715,650	+21.4%
Pending Sales Count	25	32	-21.9%	N/A	N/A	
Pending Sales Volume	\$17,507,000	\$20,100,800	-12.9%	N/A	N/A	
Closed Sales Count	23	11	+109.1%	129	127	+1.6%
Closed Sales Volume	\$14,613,000	\$6,234,500	+134.4%	\$70,678,130	\$60,882,094	+16.1%
Average Sales Price	\$635,348	\$566,773	+12.1%	\$547,892	\$479,387	+14.3%
Median Sales Price	\$475,000	\$590,000	-19.5%	\$453,066	\$436,681	+3.8%

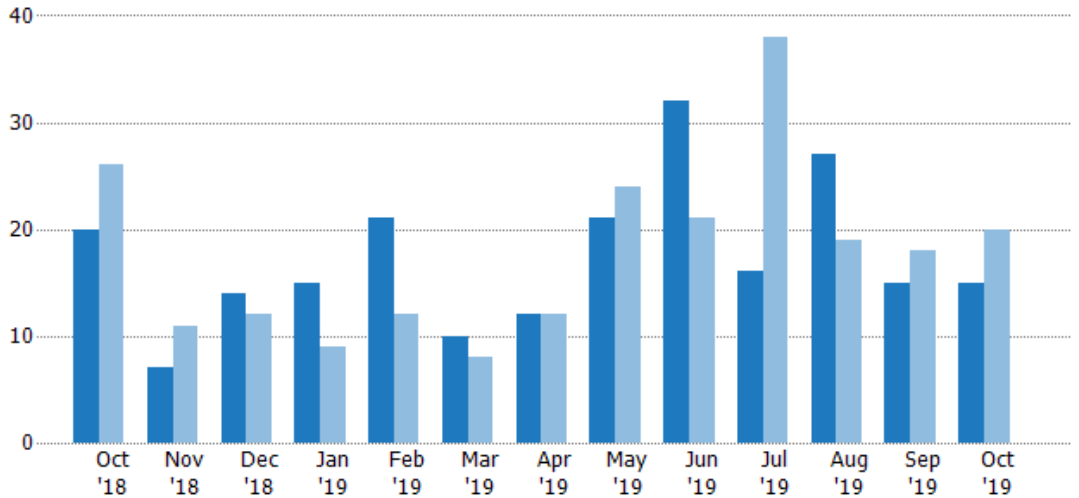
## New Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	15	20	-25%
Oct '18	20	26	-23.1%
Oct '17	26	53.8%	-53.8%

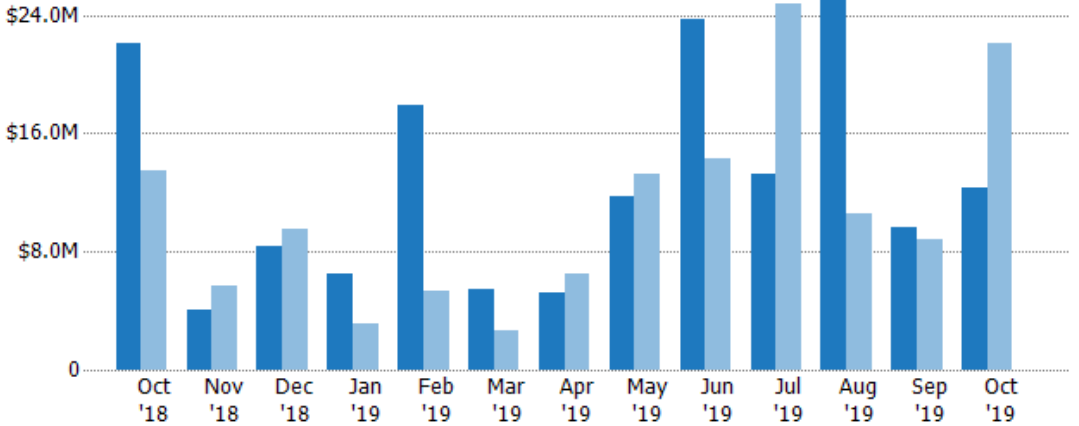
## New Listing Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	\$12.3M	\$22.1M	-44.3%
Oct '18	\$22.1M	\$13.5M	64.3%
Oct '17	\$13.5M	35.9%	-35.9%

## Active Listings

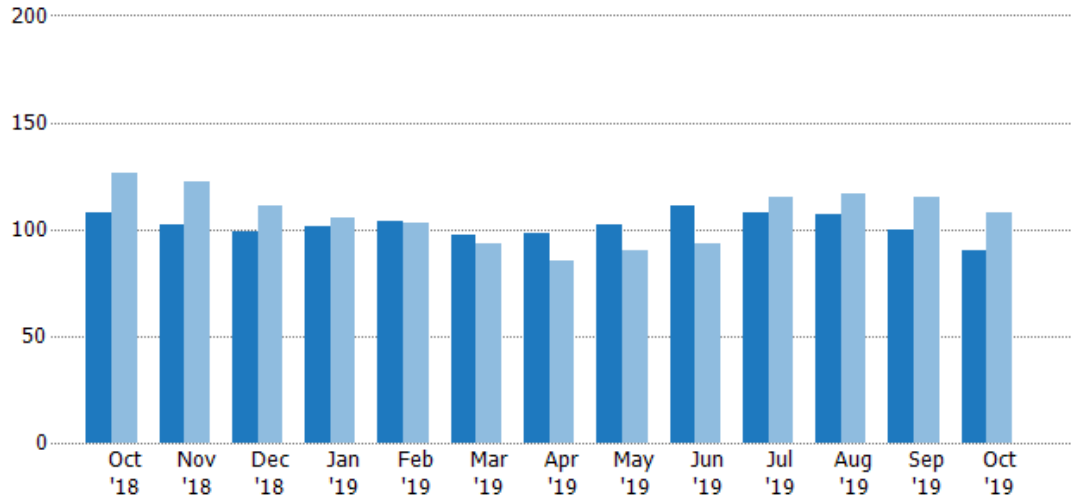
The number of active residential listings at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Oct '19	90	-16.7%
Oct '18	108	-14.3%
Oct '17	126	-11.1%



Current Year	108	102	99	101	104	97	98	102	111	108	107	100	90
Prior Year	126	122	111	105	103	93	85	90	93	115	117	115	108
Percent Change from Prior Year	-14%	-16%	-11%	-4%	1%	4%	15%	13%	19%	-6%	-9%	-13%	-17%

## Active Listing Volume

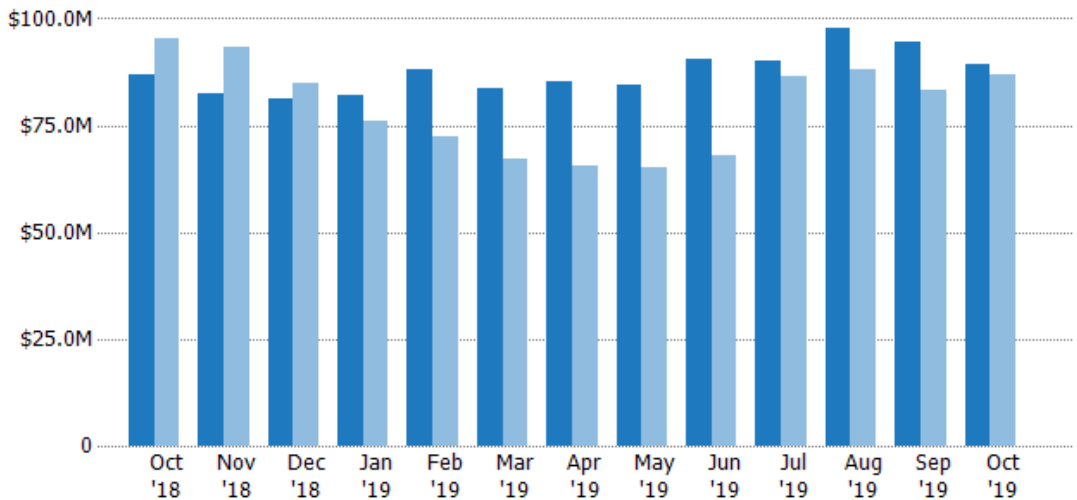
The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Oct '19	\$89.3M	2.5%
Oct '18	\$87.1M	-8.6%
Oct '17	\$95.2M	-26.9%



Current Year	\$87.1M	\$82.4M	\$81.4M	\$82.2M	\$88.1M	\$83.5M	\$85.4M	\$84.7M	\$90.4M	\$90M	\$97.8M	\$94.4M	\$89.3M
Prior Year	\$95.2M	\$93.5M	\$85M	\$75.9M	\$72.3M	\$67.3M	\$65.4M	\$65.1M	\$67.9M	\$86.5M	\$88M	\$83.4M	\$87.1M
Percent Change from Prior Year	-9%	-12%	-4%	8%	22%	24%	30%	30%	33%	4%	11%	13%	3%

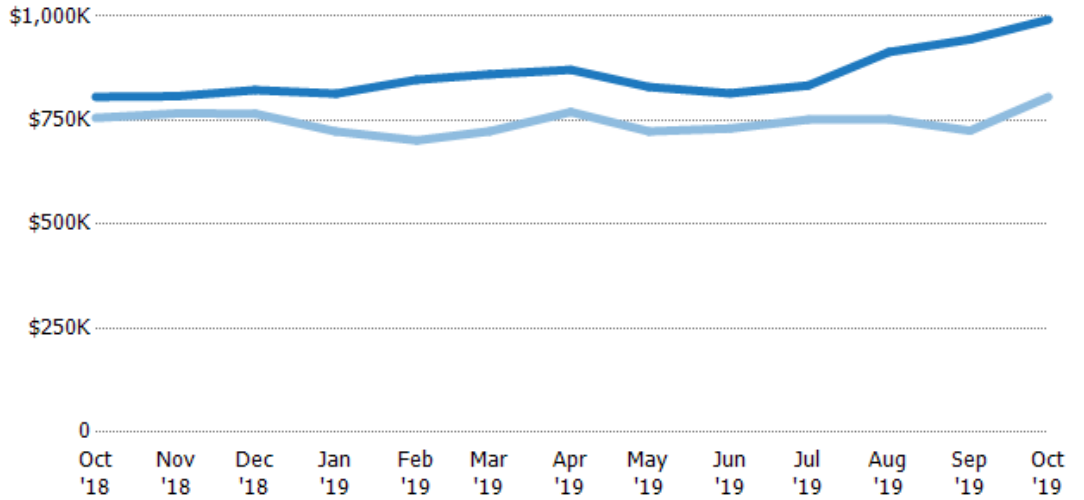
## Average Listing Price

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
Oct '18	\$806K	\$756K	7%
Nov '18	\$808K	\$766K	5%
Dec '18	\$822K	\$766K	7%
Jan '19	\$814K	\$723K	13%
Feb '19	\$847K	\$702K	21%
Mar '19	\$860K	\$723K	19%
Apr '19	\$871K	\$770K	13%
May '19	\$830K	\$723K	15%
Jun '19	\$815K	\$730K	12%
Jul '19	\$834K	\$752K	11%
Aug '19	\$914K	\$752K	21%
Sep '19	\$944K	\$725K	30%
Oct '19	\$992K	\$806K	23%

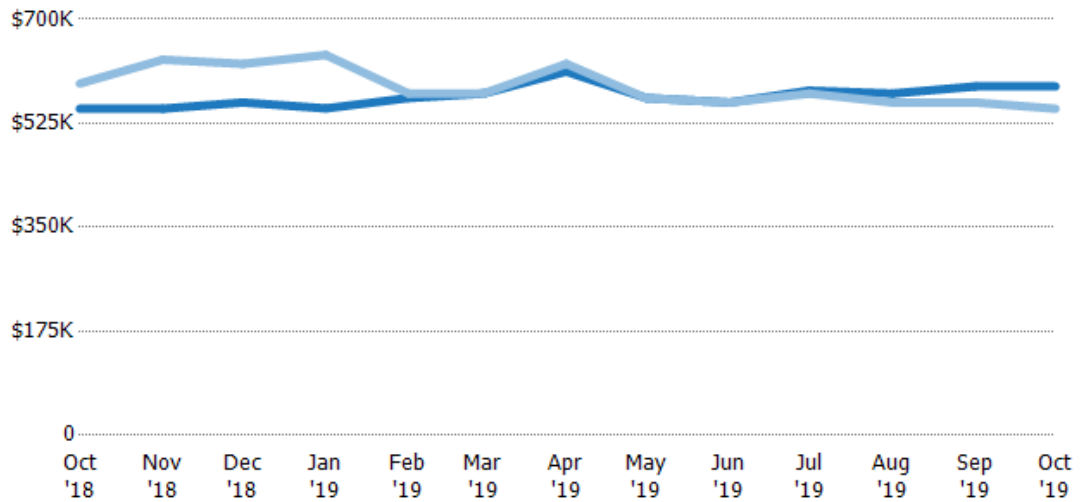
## Median Listing Price

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
Oct '18	\$550K	\$592K	-7%
Nov '18	\$550K	\$632K	-13%
Dec '18	\$560K	\$625K	-10%
Jan '19	\$550K	\$640K	-14%
Feb '19	\$568K	\$575K	-1%
Mar '19	\$575K	\$575K	0%
Apr '19	\$612K	\$625K	-2%
May '19	\$568K	\$567K	0%
Jun '19	\$560K	\$560K	0%
Jul '19	\$580K	\$575K	1%
Aug '19	\$575K	\$560K	3%
Sep '19	\$587K	\$560K	5%
Oct '19	\$587K	\$550K	7%

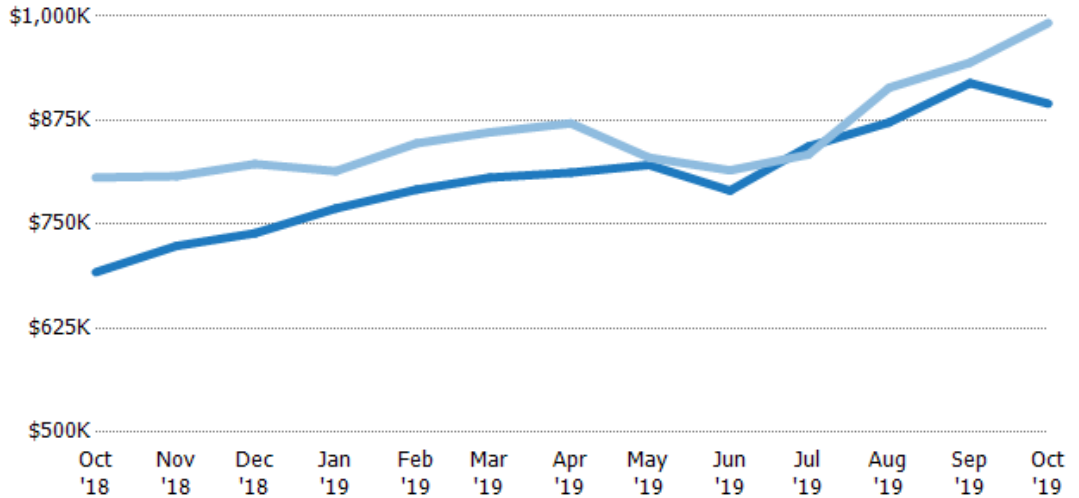
## Average Listing Price vs Average Est Value

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$692K	\$724K	\$739K	\$769K	\$792K	\$806K	\$812K	\$821K	\$790K	\$843K	\$872K	\$920K	\$895K
Avg Listing Price	\$806K	\$808K	\$822K	\$814K	\$847K	\$860K	\$871K	\$830K	\$815K	\$834K	\$914K	\$944K	\$992K
Avg Listing Price as a % of Avg Est Value	116%	112%	111%	106%	107%	107%	107%	101%	103%	99%	105%	103%	111%

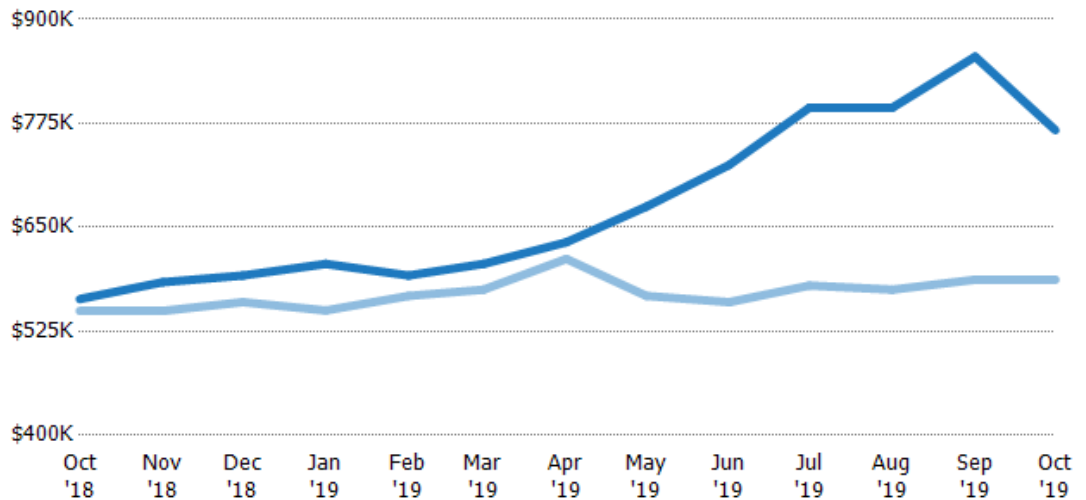
## Median Listing Price vs Median Est Value

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$564K	\$584K	\$592K	\$606K	\$592K	\$606K	\$632K	\$675K	\$725K	\$794K	\$794K	\$855K	\$767K
Median Listing Price	\$550K	\$550K	\$560K	\$550K	\$568K	\$575K	\$612K	\$568K	\$560K	\$580K	\$575K	\$587K	\$587K
Med Listing Price as a % of Med Est Value	97%	94%	95%	91%	96%	95%	97%	84%	77%	73%	72%	69%	77%

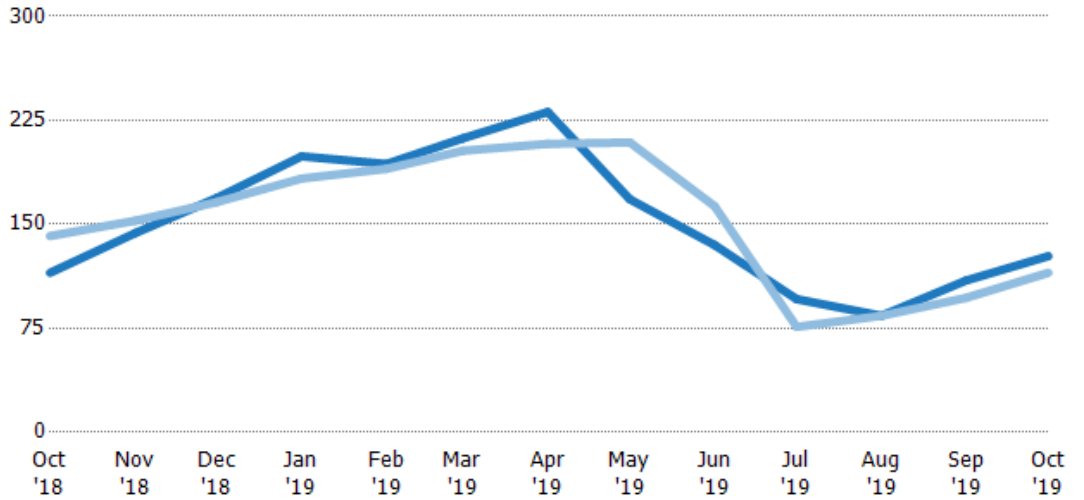
## Median Days in RPR

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	115	144	169	199	194	212	231	168	135	96	84	110	127
Prior Year	142	153	166	183	190	203	208	209	163	76	84	97	115
Percent Change from Prior Year	-19%	-6%	2%	9%	2%	4%	11%	-20%	-17%	26%	0%	13%	10%

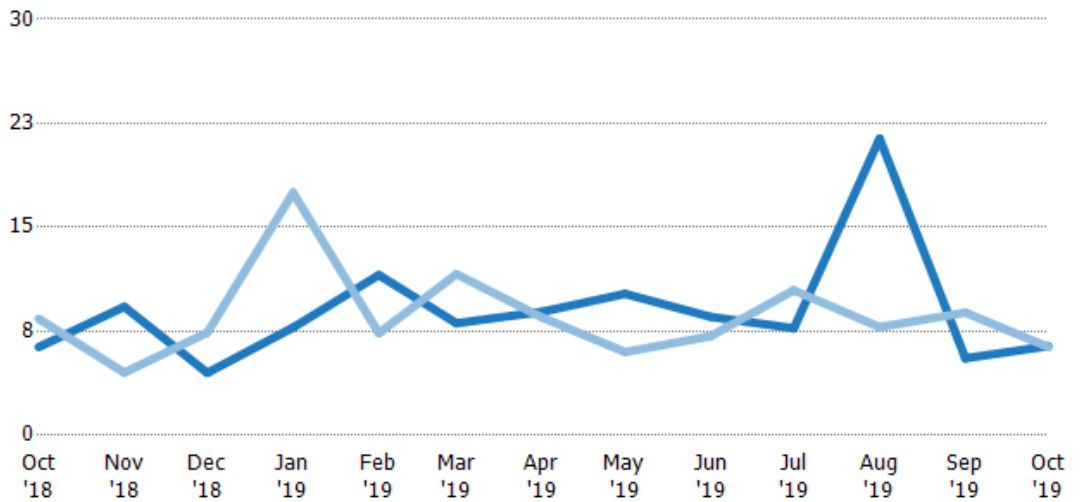
## Months of Inventory

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	6.35	9.27	4.5	7.77	11.6	8.08	8.91	10.2	8.54	7.71	21.4	5.56	6.43
Prior Year	8.4	4.52	7.4	17.5	7.36	11.6	8.5	6	7.15	10.5	7.8	8.85	6.35
Percent Change from Prior Year	-24%	105%	-39%	-56%	57%	-30%	5%	70%	19%	-26%	174%	-37%	1%

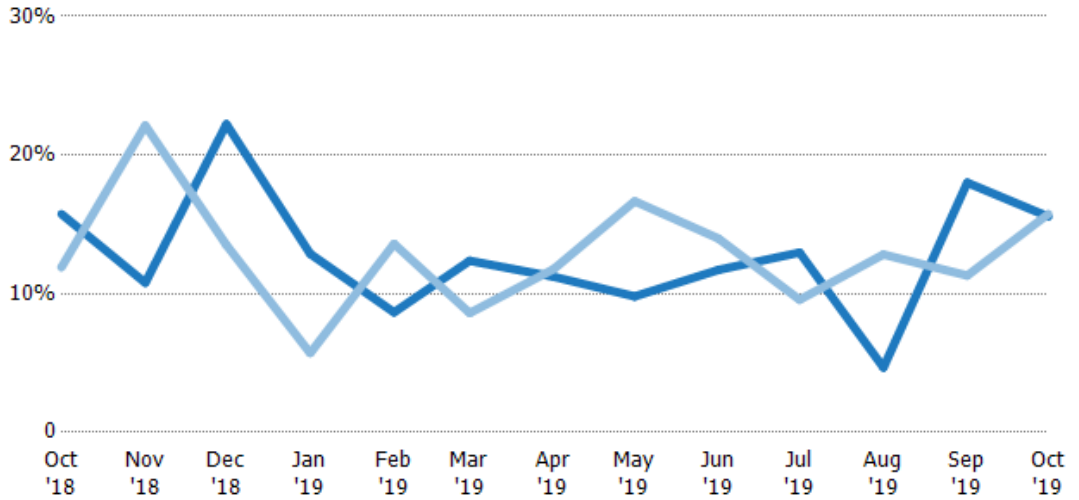
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	16%	11%	22%	13%	9%	12%	11%	10%	12%	13%	5%	18%	16%
Prior Year	12%	22%	14%	6%	14%	9%	12%	17%	14%	10%	13%	11%	16%
Change from Prior Year	-4%	11%	-9%	-7%	5%	-4%	1%	7%	2%	-3%	8%	-7%	0%

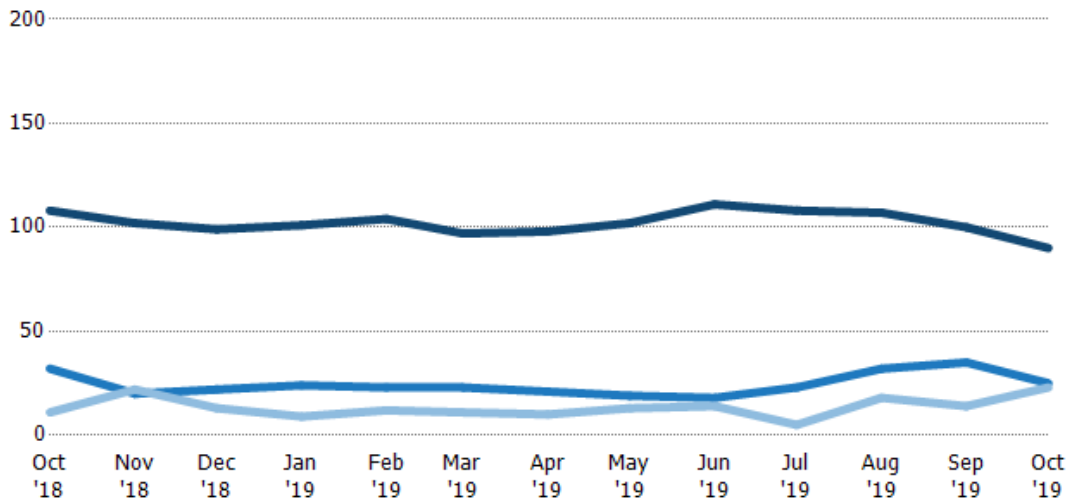
## Active/Pending/Sold Units

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Active	108	102	99	101	104	97	98	102	111	108	107	100	90
Pending	32	20	22	24	23	23	21	19	18	23	32	35	25
Sold	11	22	13	9	12	11	10	13	14	5	18	14	23

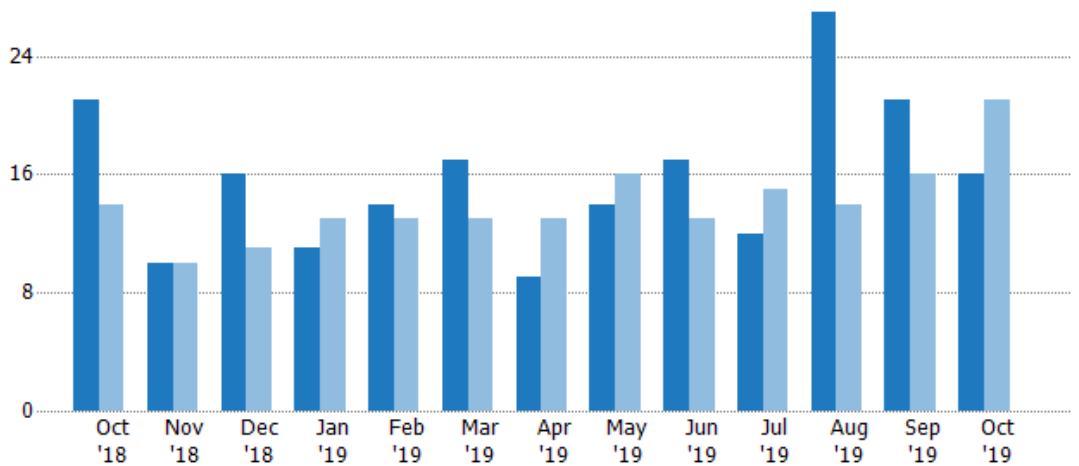
## New Pending Sales

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	21	10	16	11	14	17	9	14	17	12	27	21	16
Prior Year	14	10	11	13	13	13	13	16	13	15	14	16	21
Percent Change from Prior Year	50%	0%	45%	-15%	8%	31%	-31%	-13%	31%	-20%	93%	31%	-24%

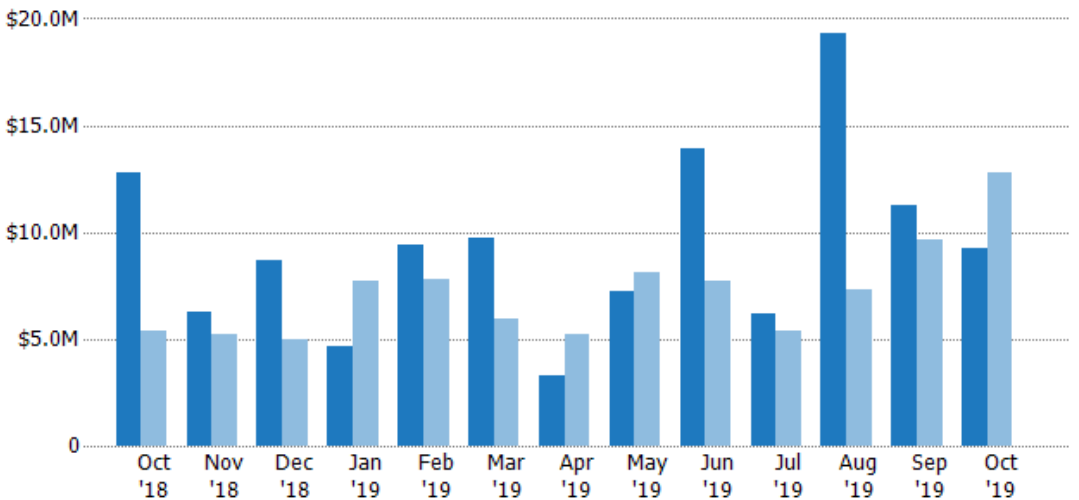
## New Pending Sales Volume

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$12.8M	\$6.25M	\$8.65M	\$4.66M	\$9.39M	\$9.74M	\$3.27M	\$7.25M	\$13.9M	\$6.21M	\$19.3M	\$11.3M	\$9.28M
Prior Year	\$5.41M	\$5.25M	\$4.97M	\$7.72M	\$7.8M	\$5.93M	\$5.22M	\$8.14M	\$7.73M	\$5.42M	\$7.3M	\$9.67M	\$12.8M
Percent Change from Prior Year	137%	19%	74%	-40%	20%	64%	-37%	-11%	80%	15%	165%	17%	-27%



## Pending Sales

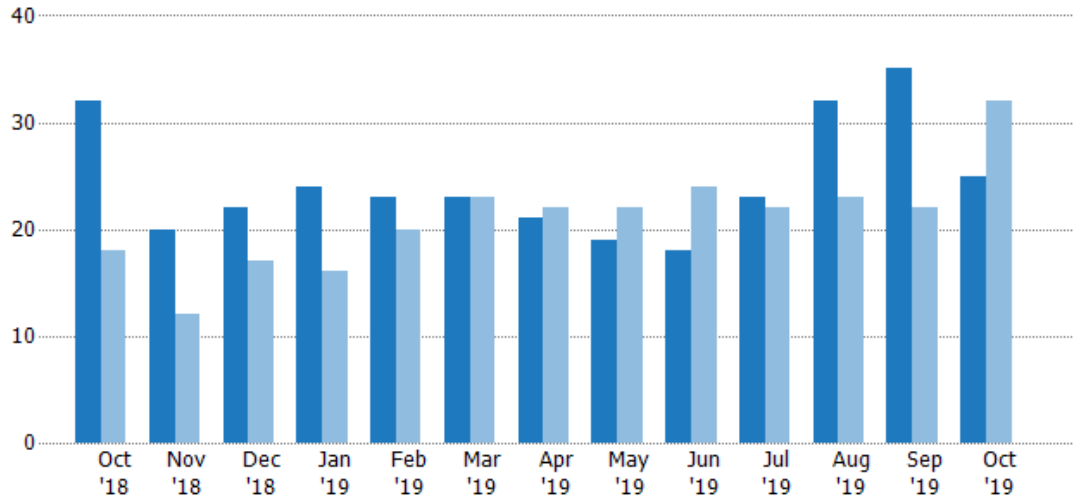
The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Oct '19	25	-21.9%
Oct '18	32	77.8%
Oct '17	18	-11.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	32	20	22	24	23	23	21	19	18	23	32	35	25
Prior Year	18	12	17	16	20	23	22	22	24	22	23	22	32
Percent Change from Prior Year	78%	67%	29%	50%	15%	0%	-5%	-14%	-25%	5%	39%	59%	-22%

## Pending Sales Volume

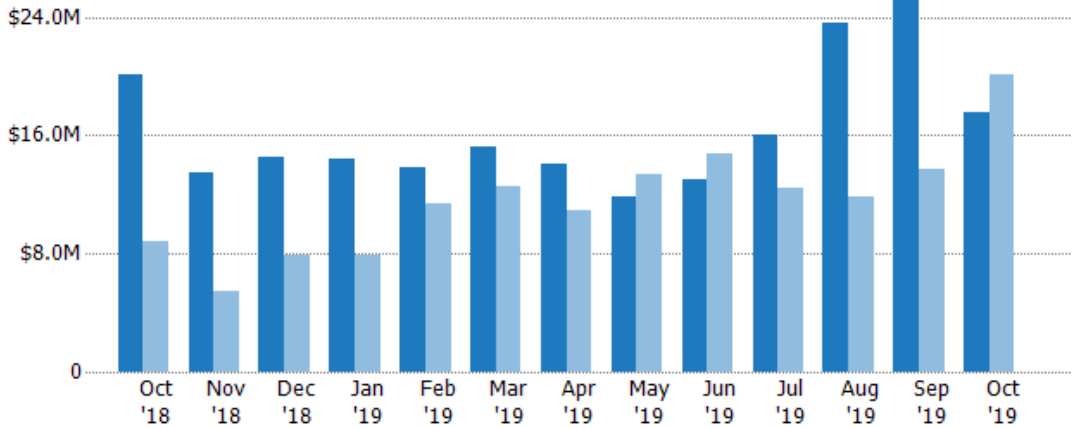
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Oct '19	\$17.5M	-12.9%
Oct '18	\$20.1M	128.3%
Oct '17	\$8.8M	13.1%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$20.1M	\$13.5M	\$14.5M	\$14.4M	\$13.9M	\$15.2M	\$14M	\$11.8M	\$13M	\$16M	\$23.6M	\$25.3M	\$17.5M
Prior Year	\$8.8M	\$5.46M	\$7.85M	\$7.84M	\$11.4M	\$12.5M	\$11M	\$13.4M	\$14.7M	\$12.4M	\$11.9M	\$13.7M	\$20.1M
Percent Change from Prior Year	128%	146%	85%	83%	22%	21%	28%	-11%	-12%	29%	98%	85%	-13%

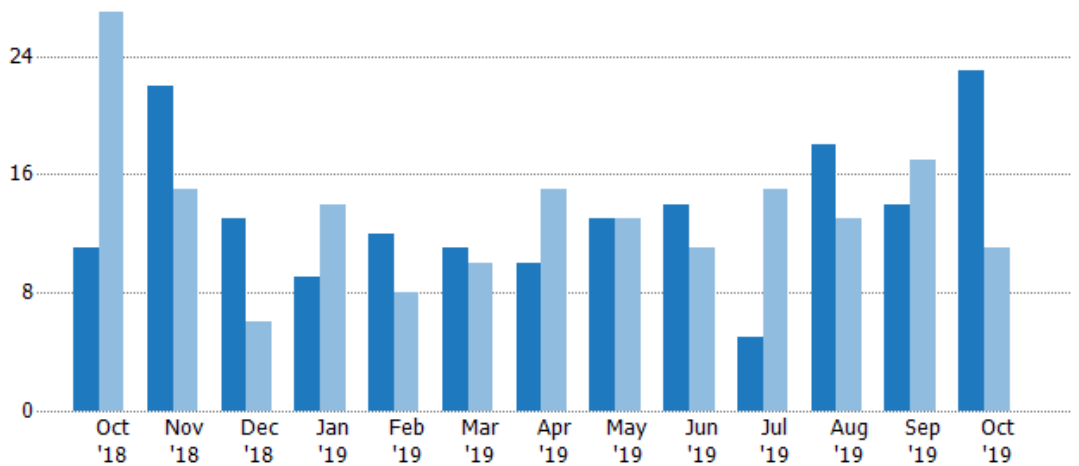
## Closed Sales

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.
Oct '19	23	109.1%
Oct '18	11	-59.3%
Oct '17	27	-59.3%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	11	22	13	9	12	11	10	13	14	5	18	14	23
Prior Year	27	15	6	14	8	10	15	13	11	15	13	17	11
Percent Change from Prior Year	-59%	47%	117%	-36%	50%	10%	-33%	0%	27%	-67%	38%	-18%	109%

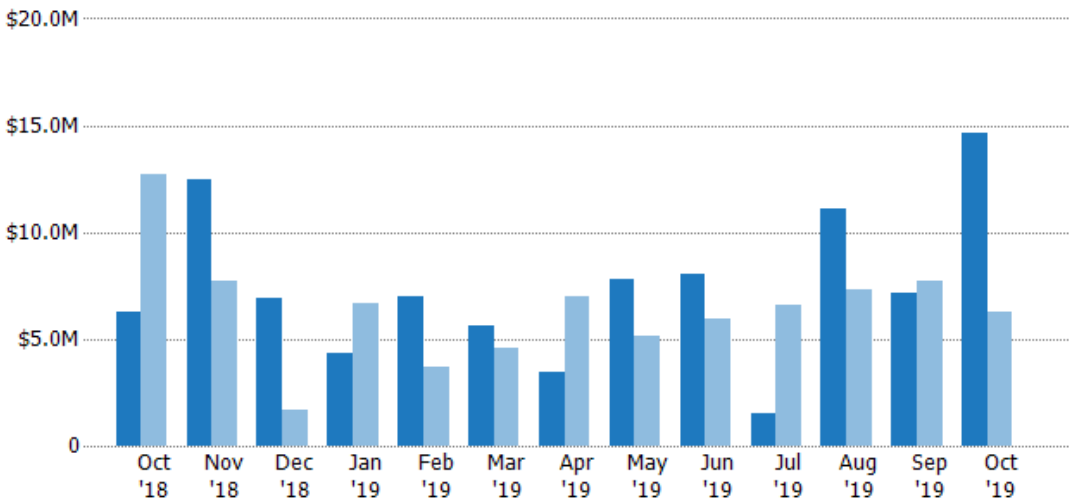
## Closed Sales Volume

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	Volume	% Chg.
Oct '19	\$14.6M	134.4%
Oct '18	\$6.23M	-51%
Oct '17	\$12.7M	-39.1%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$6.23M	\$12.5M	\$6.93M	\$4.37M	\$7.03M	\$5.64M	\$3.44M	\$7.8M	\$8M	\$1.51M	\$11.1M	\$7.15M	\$14.6M
Prior Year	\$12.7M	\$7.71M	\$1.7M	\$6.69M	\$3.67M	\$4.56M	\$7.03M	\$5.14M	\$5.98M	\$6.6M	\$7.3M	\$7.7M	\$6.23M
Percent Change from Prior Year	-51%	62%	309%	-35%	92%	24%	-51%	52%	34%	-77%	52%	-7%	134%

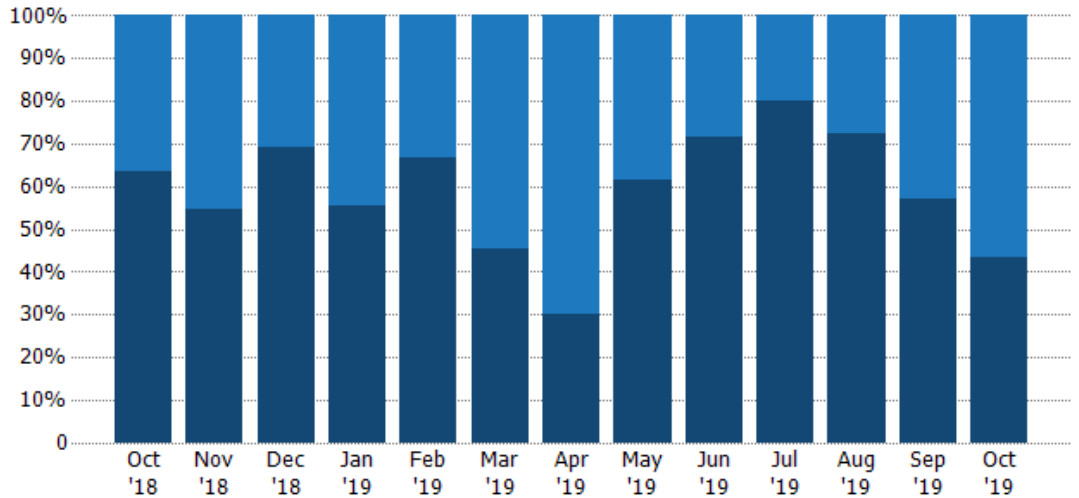
## Closed Sales by Property Type

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	36%	45%	31%	44%	33%	55%	70%	38%	29%	20%	28%	43%	57%
Single Family Residence	64%	55%	69%	56%	67%	45%	30%	62%	71%	80%	72%	57%	43%

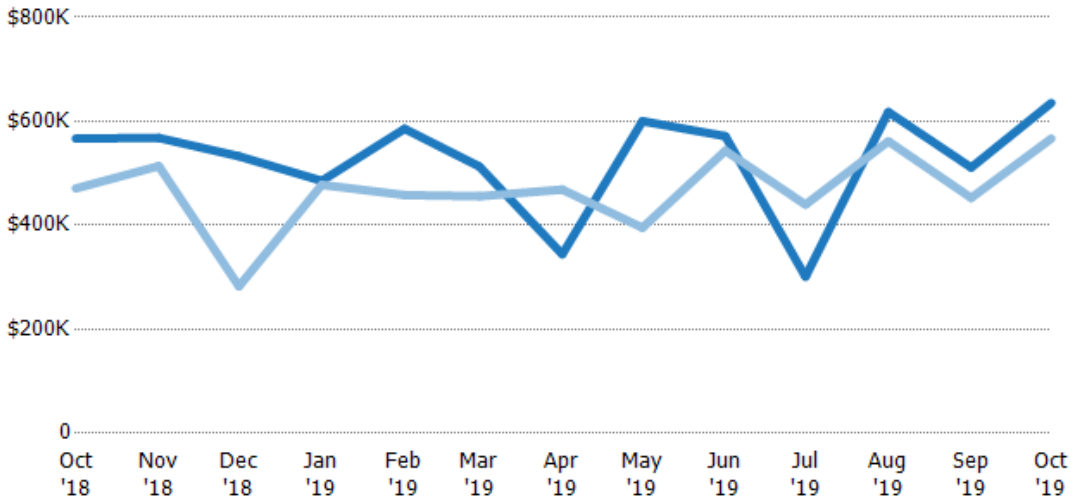
## Average Sales Price

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	\$567K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$600K	\$571K	\$301K	\$618K	\$511K	\$635K
Prior Year	\$471K	\$514K	\$283K	\$478K	\$458K	\$456K	\$469K	\$395K	\$543K	\$440K	\$561K	\$453K	\$567K
Percent Change from Prior Year	20%	11%	89%	2%	28%	13%	-27%	52%	5%	-32%	10%	13%	12%

## Median Sales Price

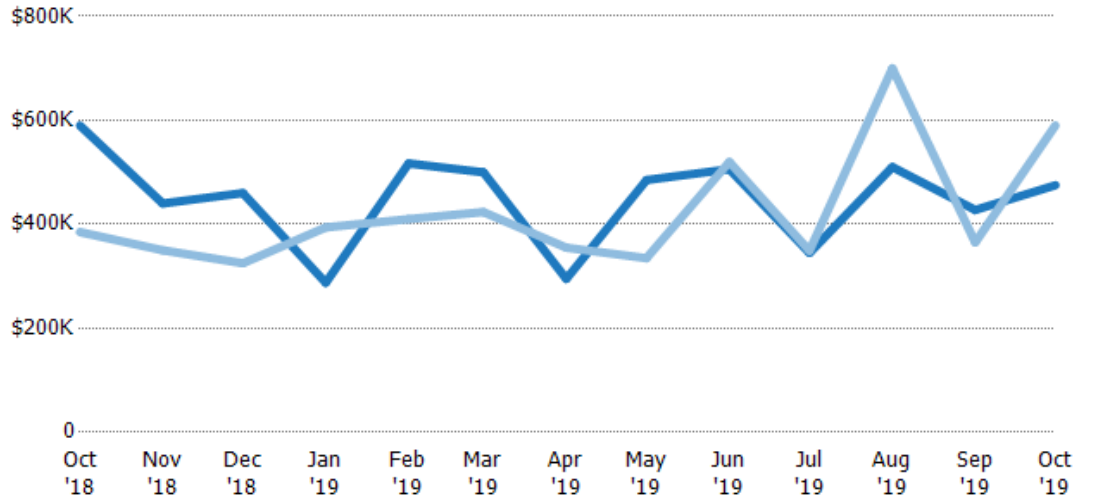
The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Oct '19	\$475K	-19.5%
Oct '18	\$590K	53.2%
Oct '17	\$385K	-7.8%



Current Year	\$590K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$485K	\$506K	\$345K	\$510K	\$428K	\$475K
Prior Year	\$385K	\$350K	\$325K	\$394K	\$410K	\$424K	\$355K	\$335K	\$520K	\$349K	\$700K	\$365K	\$590K
Percent Change from Prior Year	53%	26%	42%	-27%	26%	18%	-17%	45%	-3%	-1%	-27%	17%	-19%

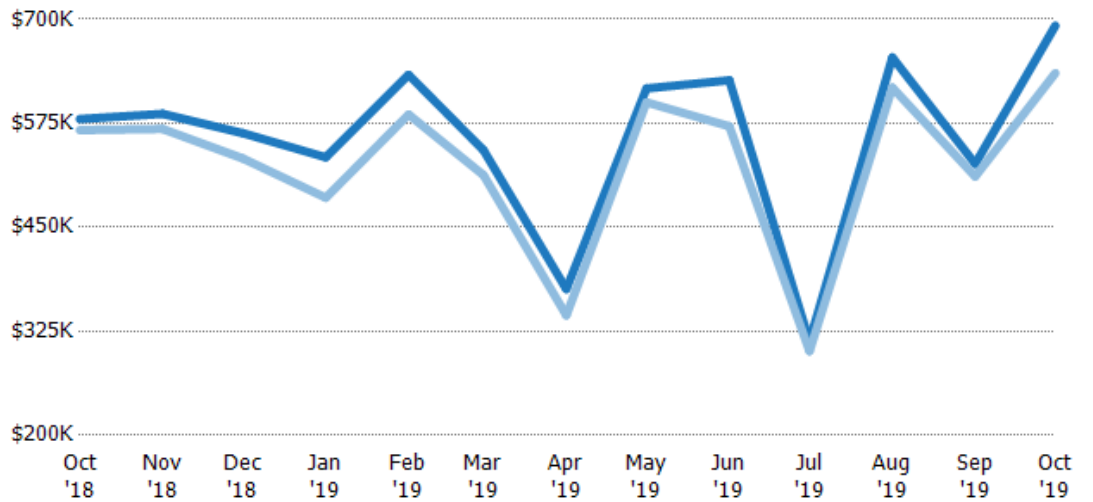
## Average Sales Price vs Average Listing Price

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



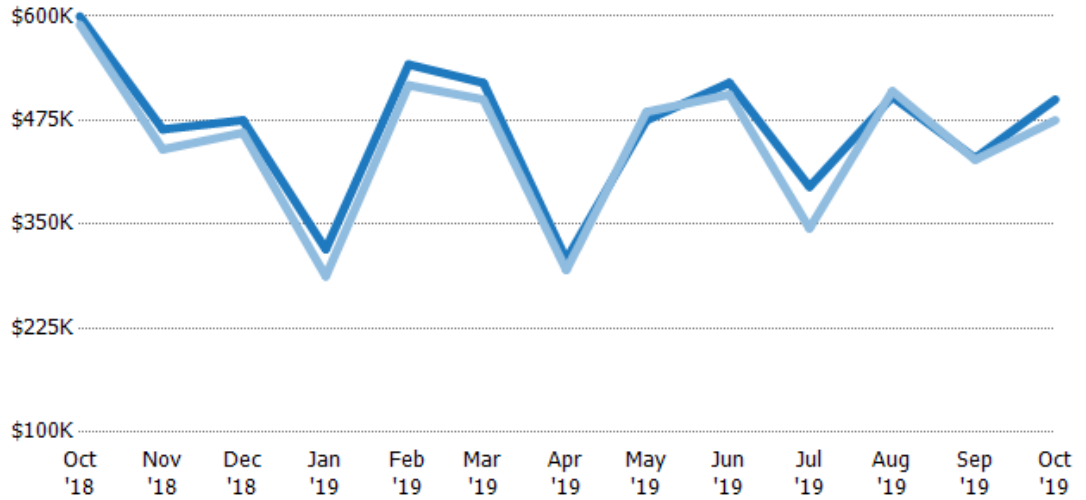
Avg List Price	\$580K	\$586K	\$563K	\$534K	\$633K	\$543K	\$376K	\$617K	\$627K	\$313K	\$654K	\$526K	\$692K
Avg Sales Price	\$567K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$600K	\$571K	\$301K	\$618K	\$511K	\$635K
Avg Sales Price as a % of Avg List Price	98%	97%	95%	91%	92%	94%	92%	97%	91%	96%	94%	97%	92%

## 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



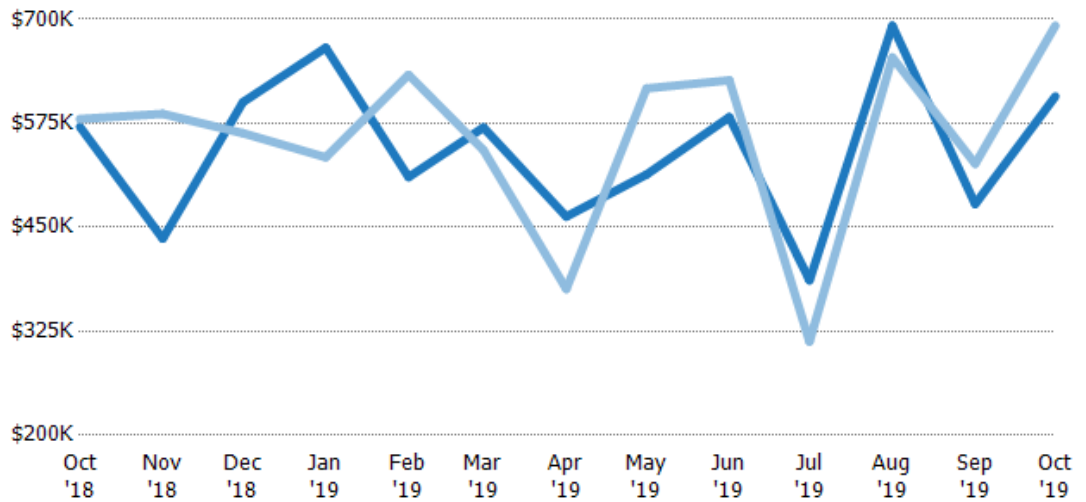
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median List Price	\$600K	\$464K	\$475K	\$320K	\$542K	\$520K	\$307K	\$475K	\$520K	\$395K	\$503K	\$430K	\$500K
Median Sales Price	\$590K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$485K	\$506K	\$345K	\$510K	\$428K	\$475K
Med Sales Price as a % of Med List Price	98%	95%	97%	90%	95%	96%	96%	102%	97%	87%	101%	100%	95%

## 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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$571K	\$436K	\$600K	\$666K	\$510K	\$570K	\$463K	\$513K	\$582K	\$386K	\$692K	\$478K	\$607K
Avg Sales Price	\$580K	\$586K	\$563K	\$534K	\$633K	\$543K	\$376K	\$617K	\$627K	\$313K	\$654K	\$526K	\$692K
Avg Sales Price as a % of Avg Est Value	102%	134%	94%	80%	124%	95%	81%	120%	108%	81%	94%	110%	114%

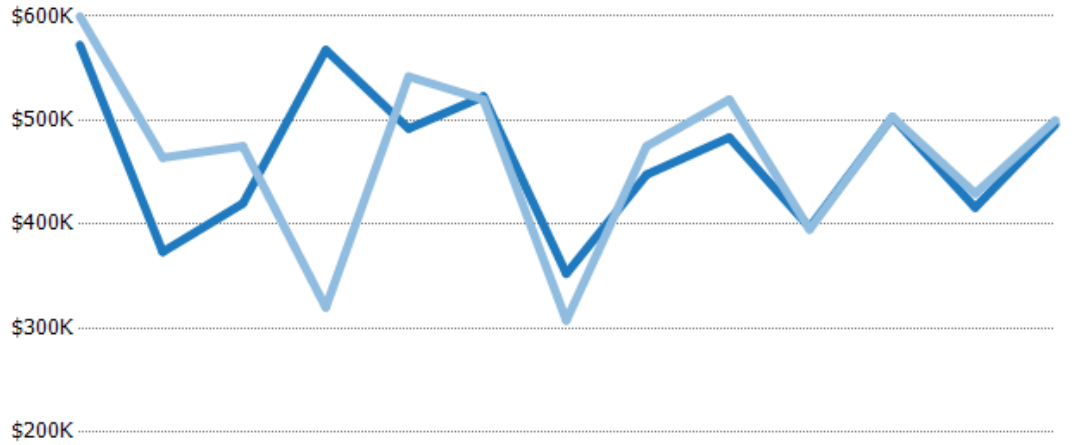
## Median Sales Price vs Median Est Value

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



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Median Est Value	\$573K	\$373K	\$420K	\$568K	\$492K	\$523K	\$352K	\$448K	\$483K	\$397K	\$503K	\$416K	\$496K
Median Sales Price	\$600K	\$464K	\$475K	\$320K	\$542K	\$520K	\$307K	\$475K	\$520K	\$395K	\$503K	\$430K	\$500K
Med Sales Price as a % of Med Est Value	105%	124%	113%	56%	110%	99%	87%	106%	108%	100%	100%	103%	101%