

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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	19	22	-13.6%	29	38	-23.7%
New Listing Volume	\$16,591,000	\$18,027,900	-8%	\$22,623,500	\$24,686,800	-8.4%
Active Listing Count	85	106	-19.8%	N/A	N/A	
Active Listing Volume	\$95,448,400	\$88,376,900	+8%	N/A	N/A	
Average Listing Price	\$1,122,922	\$833,744	+34.7%	\$1,114,866	\$824,086	+35.3%
Median Listing Price	\$689,000	\$554,500	+24.3%	\$684,422	\$538,723	+27%
Median Days in RPR	145	198	-26.8%	156.17	198.45	-21.3%
Months of Inventory	17	11.8	+44.3%	8.7	9.4	-7.6%
Absorption Rate	5.88%	8.49%	-2.6%	11.56%	10.68%	+0.9%
Sales Activity Charts Metrics						
New Pending Sales Count	16	14	+14.3%	26	25	+4%
New Pending Sales Volume	\$14,674,000	\$9,391,900	+56.2%	\$22,696,500	\$14,054,800	+61.5%
Pending Sales Count	17	20	-15%	N/A	N/A	
Pending Sales Volume	\$17,128,500	\$11,104,800	+54.2%	N/A	N/A	
Closed Sales Count	10	11	-9.1%	15	20	-25%
Closed Sales Volume	\$6,822,500	\$6,828,500	-0.1%	\$9,211,500	\$11,198,000	-17.7%
Average Sales Price	\$682,250	\$620,773	+9.9%	\$614,100	\$559,900	+9.7%
Median Sales Price	\$531,250	\$519,000	+2.4%	\$539,167	\$414,825	+30%

New Listings

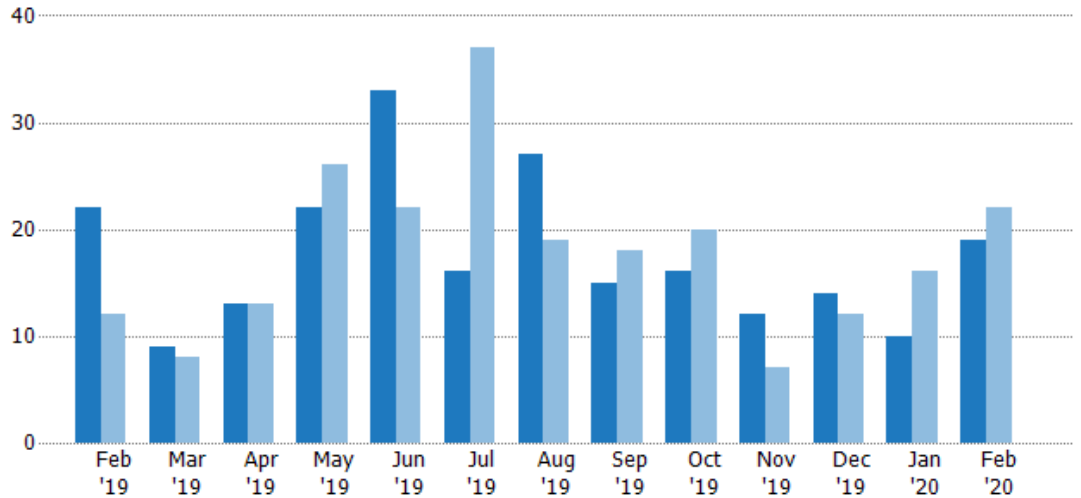
The number of new residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Feb '20	19	-13.6%
Feb '19	22	83.3%
Feb '18	12	75%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	22	9	13	22	33	16	27	15	16	12	14	10	19
Prior Year	12	8	13	26	22	37	19	18	20	7	12	16	22
Percent Change from Prior Year	83%	13%	0%	-15%	50%	-57%	42%	-17%	-20%	71%	17%	-38%	-14%

New Listing Volume

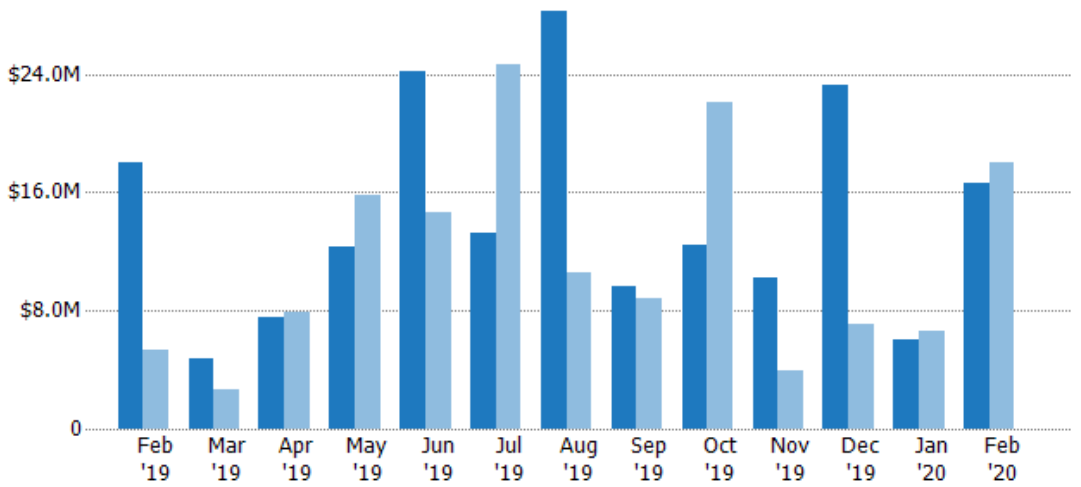
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Feb '20	\$16.6M	-8%
Feb '19	\$18M	238.1%
Feb '18	\$5.33M	156.1%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$18M	\$4.77M	\$7.6M	\$12.4M	\$24.1M	\$13.3M	\$28.2M	\$9.6M	\$12.5M	\$10.2M	\$23.3M	\$6.03M	\$16.6M
Prior Year	\$5.33M	\$2.61M	\$7.84M	\$15.8M	\$14.6M	\$24.6M	\$10.6M	\$8.8M	\$22.1M	\$3.99M	\$7.06M	\$6.66M	\$18M
Percent Change from Prior Year	238%	83%	-3%	-22%	65%	-46%	166%	9%	-44%	156%	230%	-9%	-8%

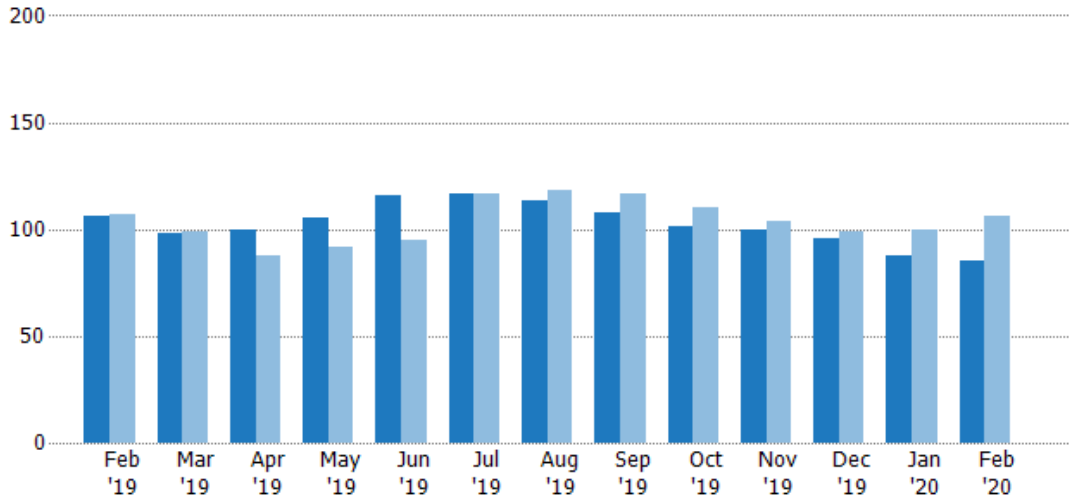
Active Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	106	107	-1%
Mar '19	98	99	-1%
Apr '19	100	88	14%
May '19	105	92	14%
Jun '19	116	95	22%
Jul '19	117	117	0%
Aug '19	113	118	-4%
Sep '19	108	117	-8%
Oct '19	101	110	-8%
Nov '19	100	104	-4%
Dec '19	96	99	-3%
Jan '20	88	100	-12%
Feb '20	85	106	-20%

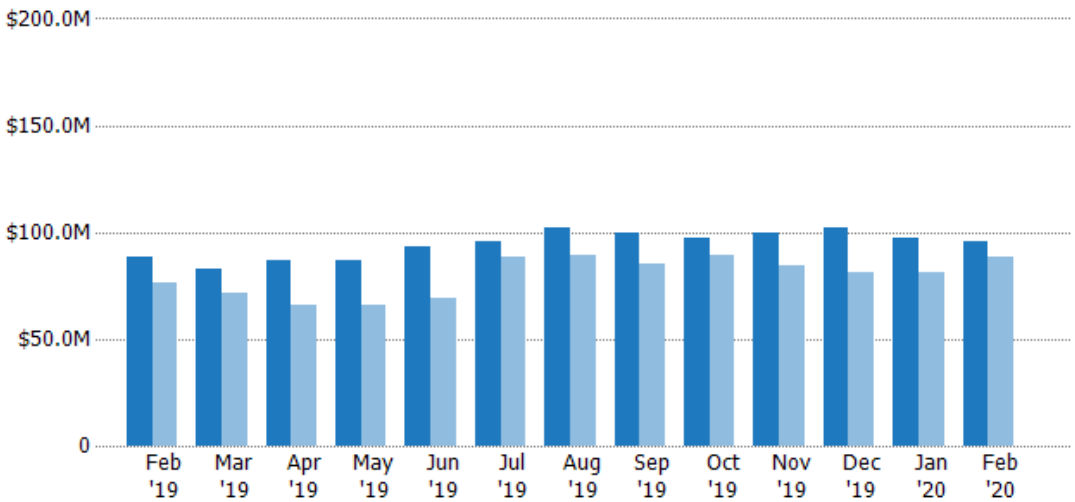
Active Listing Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Feb '19	\$88.4M	\$76.2M	16%
Mar '19	\$82.7M	\$71.7M	15%
Apr '19	\$86.8M	\$66.1M	31%
May '19	\$86.9M	\$65.5M	33%
Jun '19	\$93.2M	\$69M	35%
Jul '19	\$95.7M	\$88.3M	8%
Aug '19	\$102M	\$89.5M	14%
Sep '19	\$100M	\$84.9M	18%
Oct '19	\$97.2M	\$88.9M	9%
Nov '19	\$100M	\$84.2M	19%
Dec '19	\$102M	\$80.9M	26%
Jan '20	\$97.4M	\$81.4M	20%
Feb '20	\$95.4M	\$88.4M	8%

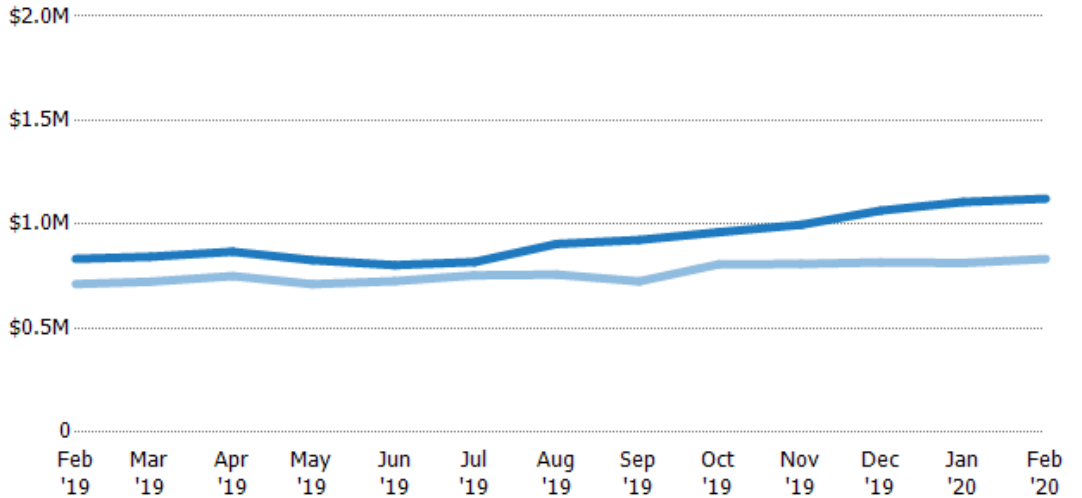
Average Listing Price

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
Feb '19	\$834K	\$713K	17%
Mar '19	\$844K	\$724K	17%
Apr '19	\$868K	\$751K	16%
May '19	\$827K	\$712K	16%
Jun '19	\$804K	\$727K	11%
Jul '19	\$818K	\$755K	8%
Aug '19	\$906K	\$758K	19%
Sep '19	\$925K	\$725K	27%
Oct '19	\$962K	\$808K	19%
Nov '19	\$998K	\$809K	23%
Dec '19	\$1.07M	\$817K	30%
Jan '20	\$1.11M	\$814K	36%
Feb '20	\$1.12M	\$834K	35%

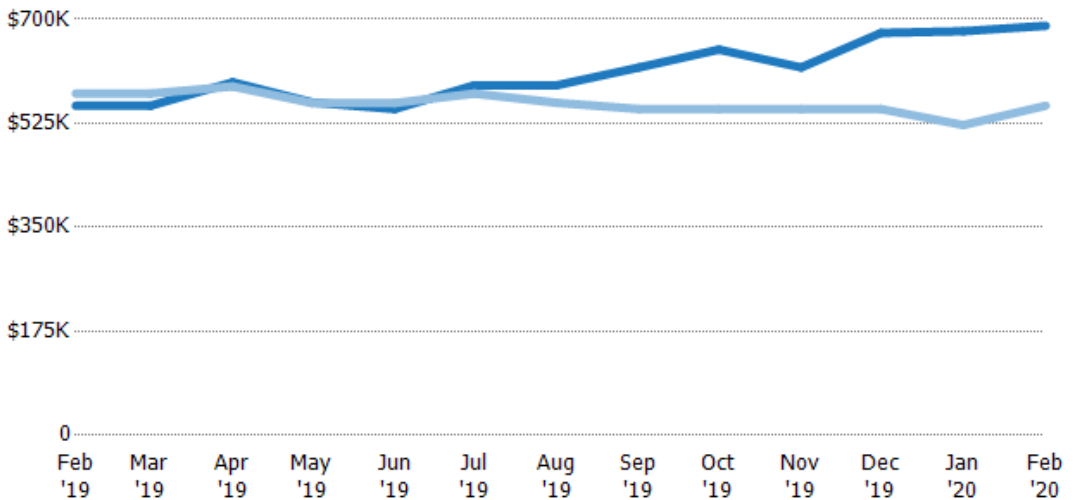
Median Listing Price

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
Feb '19	\$555K	\$575K	-4%
Mar '19	\$555K	\$575K	-4%
Apr '19	\$594K	\$587K	1%
May '19	\$560K	\$559K	0%
Jun '19	\$549K	\$559K	-2%
Jul '19	\$589K	\$575K	2%
Aug '19	\$589K	\$560K	5%
Sep '19	\$619K	\$549K	13%
Oct '19	\$649K	\$549K	18%
Nov '19	\$619K	\$549K	13%
Dec '19	\$677K	\$549K	23%
Jan '20	\$680K	\$522K	30%
Feb '20	\$689K	\$555K	24%

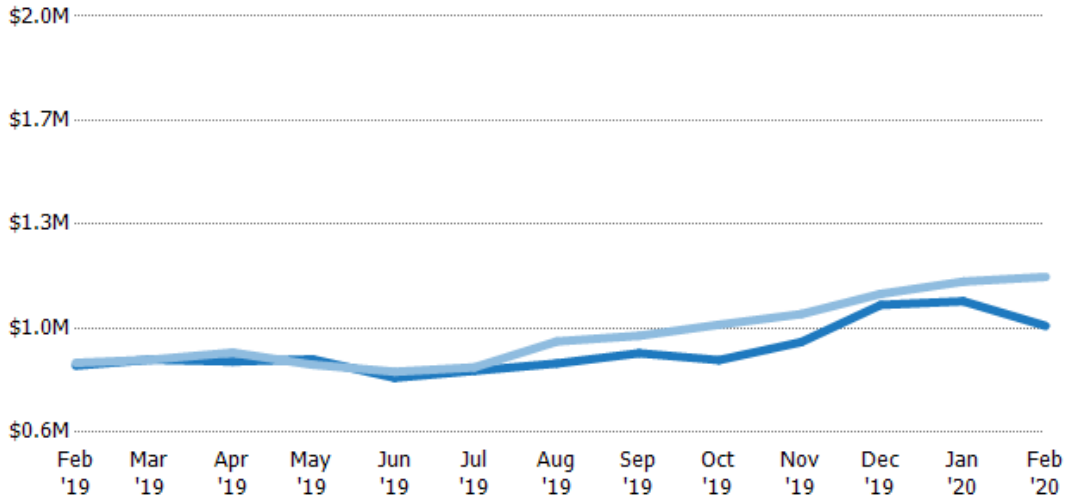
Average Listing Price vs Average Est Value

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	\$824K	\$845K	\$838K	\$846K	\$783K	\$807K	\$832K	\$866K	\$843K	\$904K	\$1.03M	\$1.04M	\$958K
Avg Listing Price	\$834K	\$844K	\$868K	\$827K	\$804K	\$818K	\$906K	\$925K	\$962K	\$998K	\$1.07M	\$1.11M	\$1.12M
Avg Listing Price as a % of Avg Est Value	101%	100%	104%	98%	103%	101%	109%	107%	114%	110%	104%	106%	117%

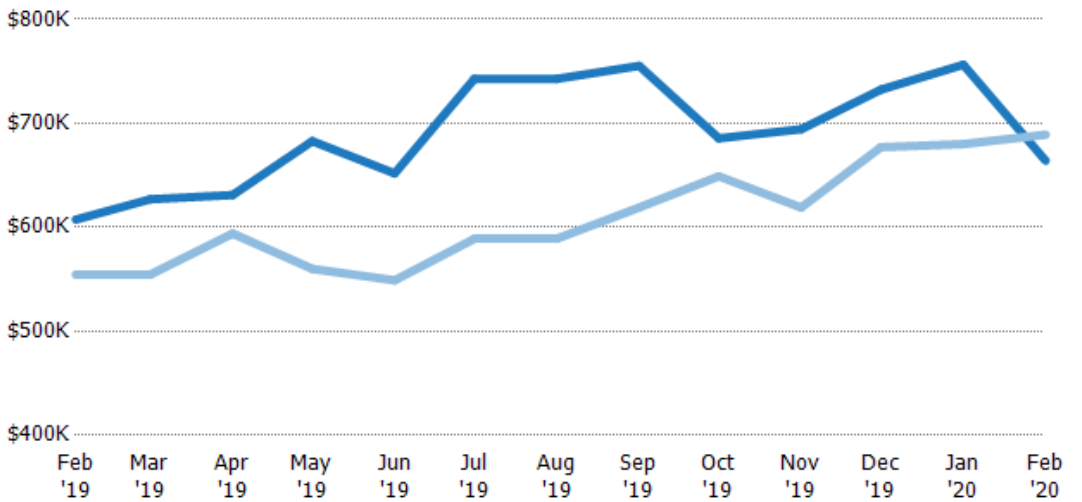
Median Listing Price vs Median Est Value

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	\$607K	\$627K	\$631K	\$683K	\$652K	\$743K	\$743K	\$755K	\$686K	\$694K	\$732K	\$756K	\$664K
Median Listing Price	\$555K	\$555K	\$594K	\$560K	\$549K	\$589K	\$589K	\$619K	\$649K	\$619K	\$677K	\$680K	\$689K
Med Listing Price as a % of Med Est Value	91%	88%	94%	82%	84%	79%	79%	82%	95%	89%	92%	90%	104%

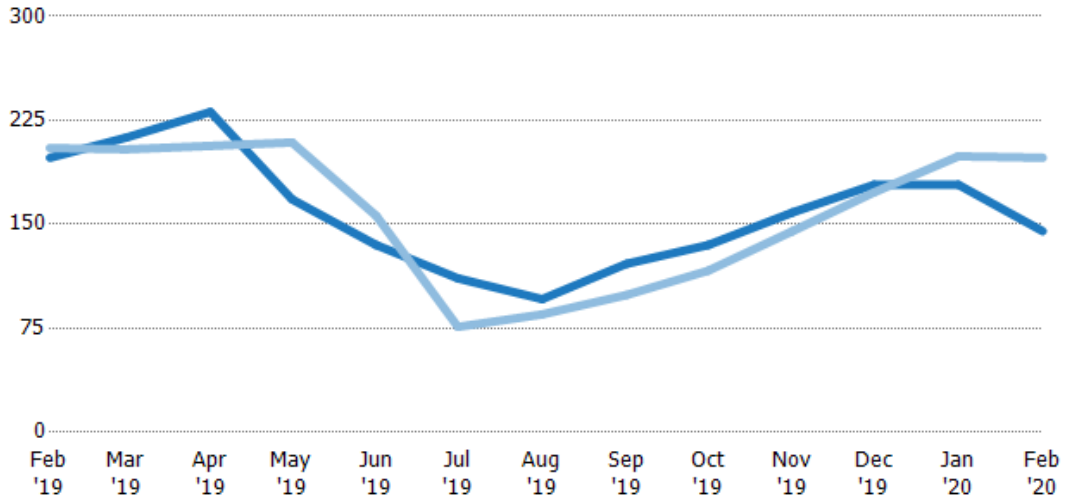
Median Days in RPR

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.
Feb '20	145	-26.8%
Feb '19	198	-3.4%
Feb '18	205	-12%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	198	213	231	168	135	111	96	122	135	159	179	179	145
Prior Year	205	204	207	209	156	76	85	99	117	145	173	199	198
Percent Change from Prior Year	-3%	4%	12%	-20%	-13%	46%	13%	23%	16%	9%	3%	-10%	-27%

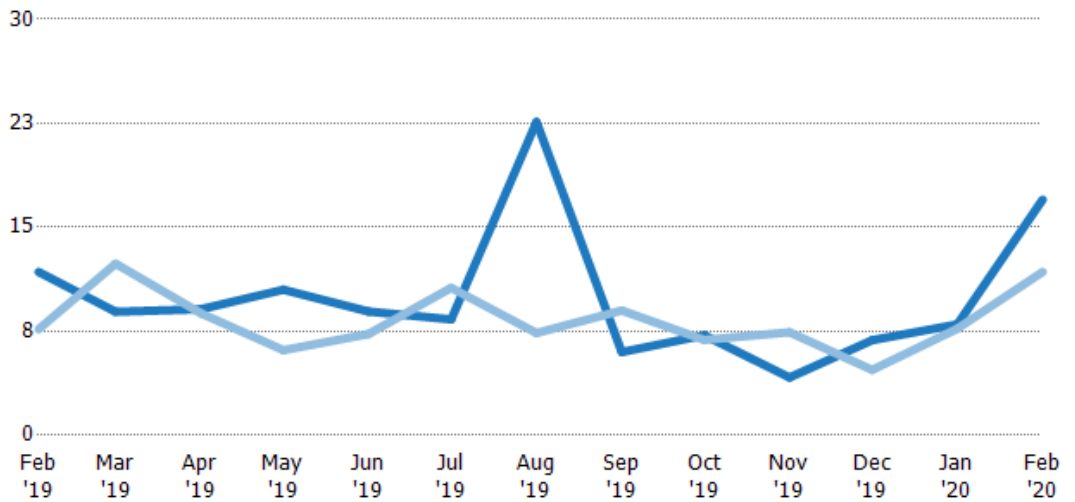
Months of Inventory

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.
Feb '20	17	44.3%
Feb '19	11.8	54.1%
Feb '18	7.64	266.4%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	11.8	8.91	9.09	10.5	8.92	8.36	22.6	6	7.21	4.17	6.86	8	17
Prior Year	7.64	12.4	8.8	6.13	7.31	10.6	7.38	9	6.88	7.43	4.71	7.69	11.8
Percent Change from Prior Year	54%	-28%	3%	71%	22%	-21%	206%	-33%	5%	-44%	45%	4%	44%

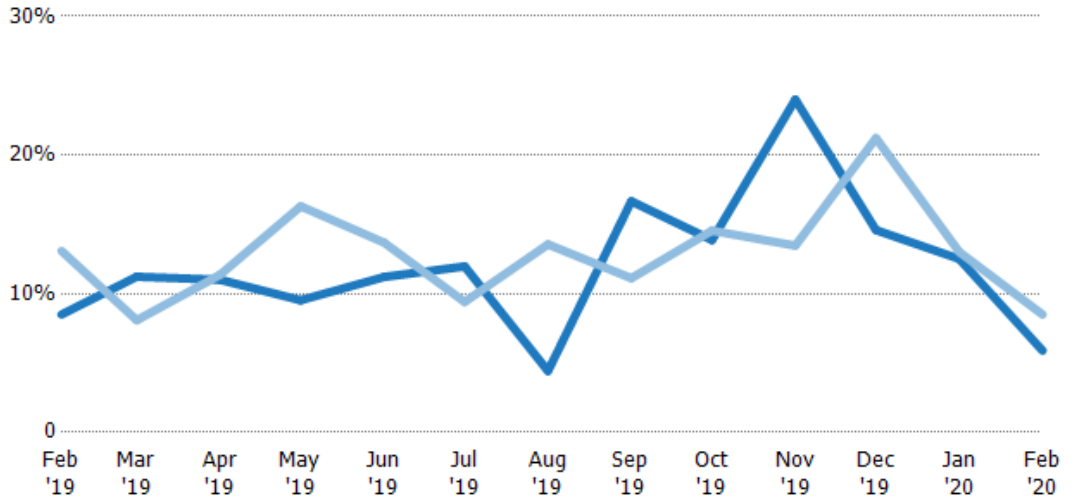
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	8%	11%	11%	10%	11%	12%	4%	17%	14%	24%	15%	13%	6%
Prior Year	13%	8%	11%	16%	14%	9%	14%	11%	15%	13%	21%	13%	8%
Change from Prior Year	5%	-3%	0%	7%	2%	-3%	9%	-6%	1%	-11%	7%	1%	3%

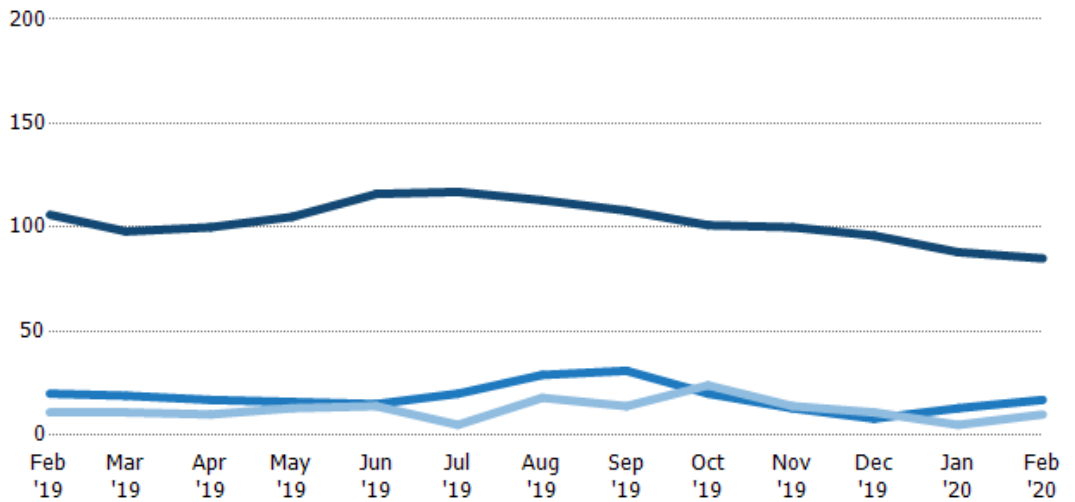
Active/Pending/Sold Units

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Active	106	98	100	105	116	117	113	108	101	100	96	88	85
Pending	20	19	17	16	15	20	29	31	20	13	8	13	17
Sold	11	11	10	13	14	5	18	14	24	14	11	5	10

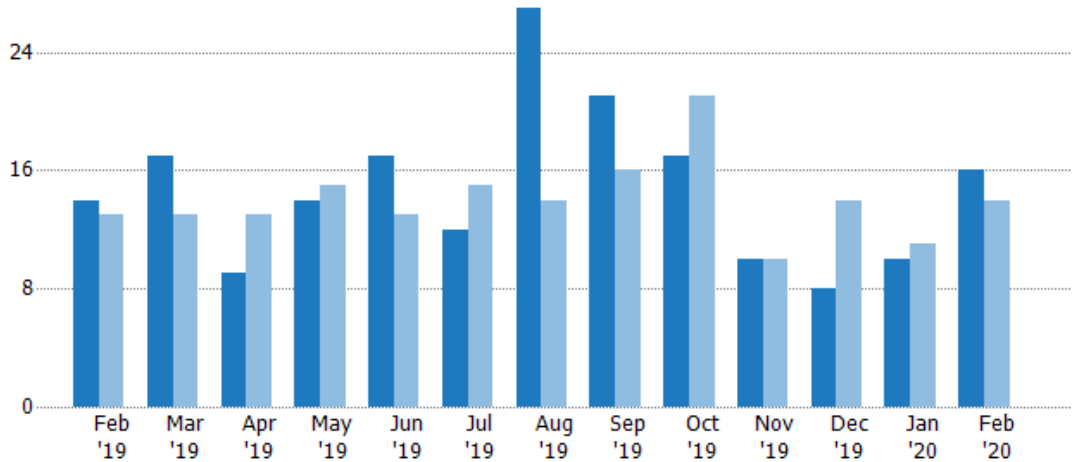
New Pending Sales

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.
Feb '20	16	14.3%
Feb '19	14	7.7%
Feb '18	13	7.7%

Month/Year	Count	% Chg.
Feb '20	16	14.3%
Feb '19	14	7.7%
Feb '18	13	7.7%

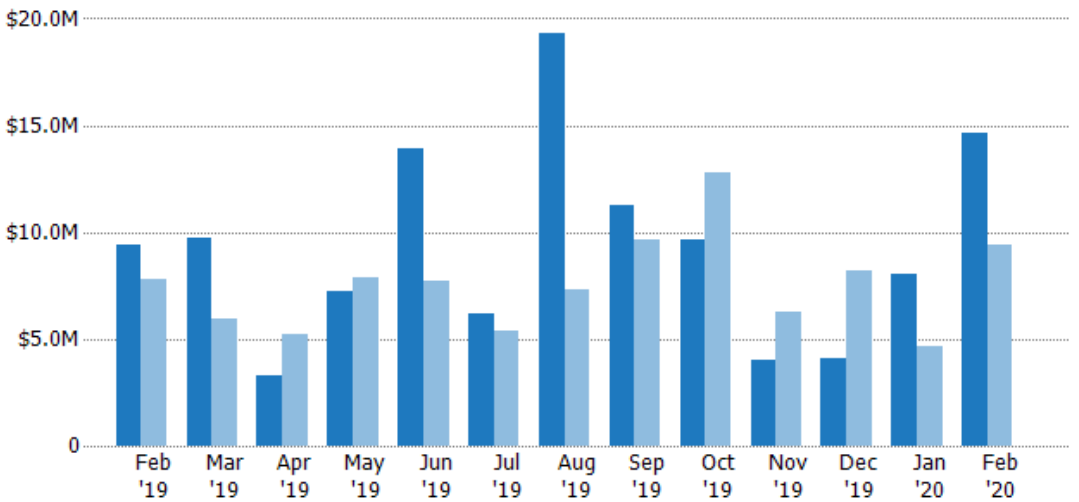
New Pending Sales Volume

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.
Feb '20	\$14.7M	56.2%
Feb '19	\$9.39M	20.5%
Feb '18	\$7.8M	-18.8%

Month/Year	Volume	% Chg.
Feb '20	\$14.7M	56.2%
Feb '19	\$9.39M	20.5%
Feb '18	\$7.8M	-18.8%

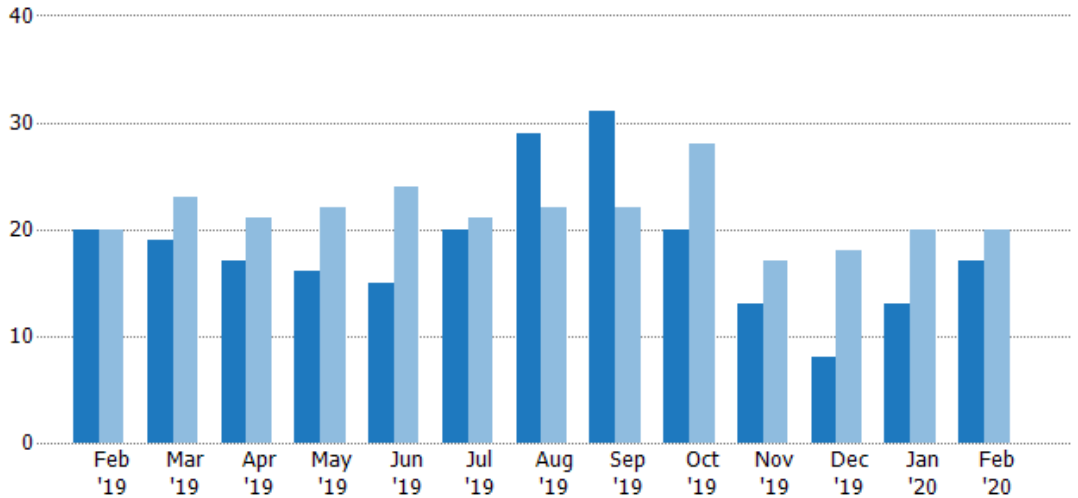
Pending Sales

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.
Feb '20	17	-15%
Feb '19	20	0%
Feb '18	20	15%

Month/Year	Count	% Chg.
Feb '20	17	-15%
Feb '19	20	0%
Feb '18	20	15%

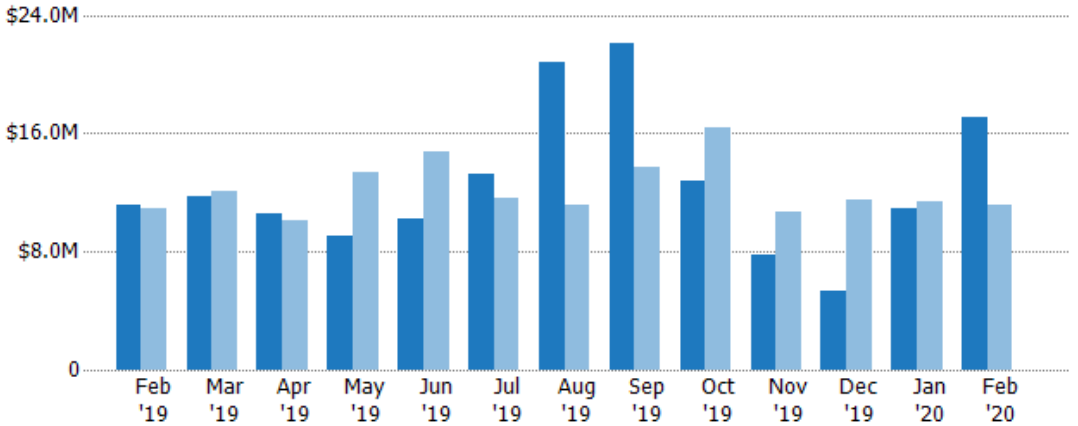
Pending Sales Volume

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.
Feb '20	\$17.1M	54.2%
Feb '19	\$11.1M	1.9%
Feb '18	\$10.9M	-4.3%

Month/Year	Volume	% Chg.
Feb '20	\$17.1M	54.2%
Feb '19	\$11.1M	1.9%
Feb '18	\$10.9M	-4.3%

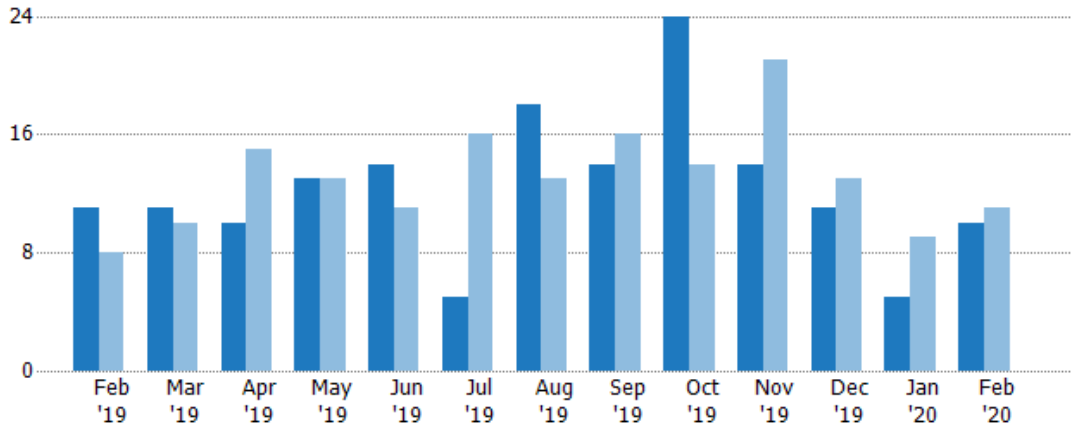
Closed Sales

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	11	11	10	13	14	5	18	14	24	14	11	5	10
Prior Year	8	10	15	13	11	16	13	16	14	21	13	9	11
Percent Change from Prior Year	38%	10%	-33%	0%	27%	-69%	38%	-13%	71%	-33%	-15%	-44%	-9%

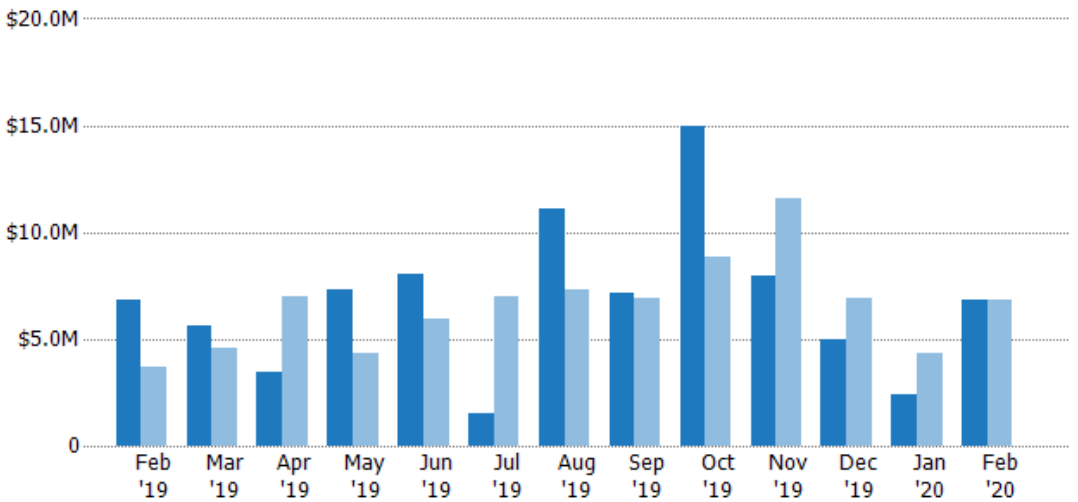
Closed Sales Volume

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$6.83M	\$5.64M	\$3.44M	\$7.3M	\$8.02M	\$1.51M	\$11.1M	\$7.15M	\$15M	\$7.94M	\$4.97M	\$2.39M	\$6.82M
Prior Year	\$3.67M	\$4.56M	\$7.03M	\$4.32M	\$5.98M	\$6.99M	\$7.3M	\$6.89M	\$8.87M	\$11.6M	\$6.93M	\$4.37M	\$6.83M
Percent Change from Prior Year	86%	24%	-51%	69%	34%	-78%	52%	4%	69%	-32%	-28%	-45%	0%

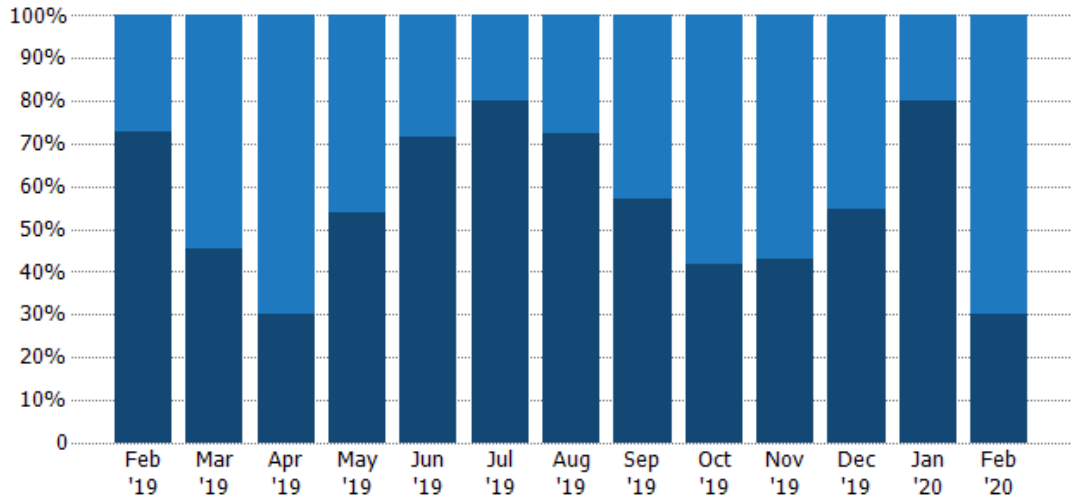
Closed Sales by Property Type

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



Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	27%	55%	70%	46%	29%	20%	28%	43%	58%	57%	45%	20%	70%
Single Family Residence	73%	45%	30%	54%	71%	80%	72%	57%	42%	43%	55%	80%	30%

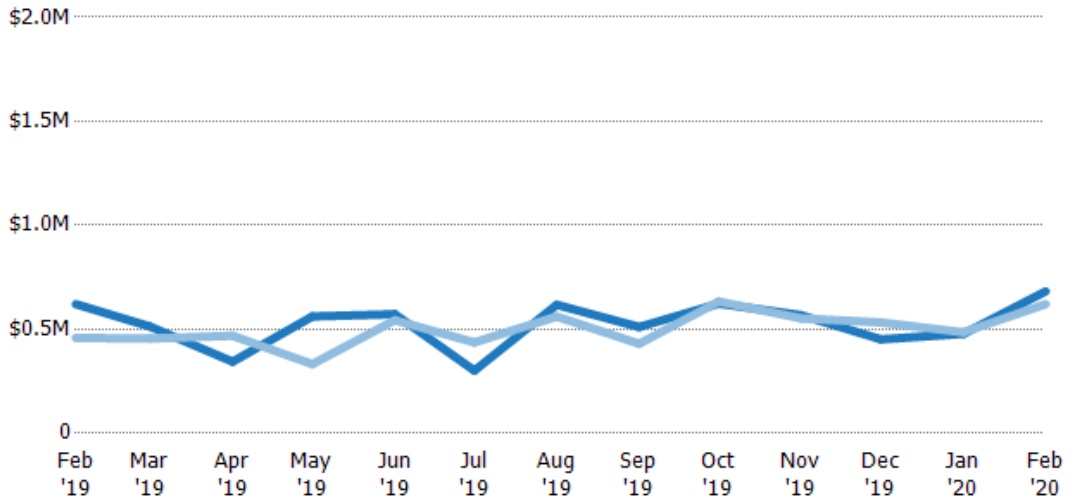
Average Sales Price

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



Month/Year	Price	% Chg.
Feb '20	\$682K	9.9%
Feb '19	\$621K	35.5%
Feb '18	\$458K	134.9%

Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$621K	\$513K	\$344K	\$562K	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K
Prior Year	\$458K	\$456K	\$469K	\$332K	\$543K	\$437K	\$561K	\$430K	\$633K	\$552K	\$533K	\$486K	\$621K
Percent Change from Prior Year	35%	13%	-27%	69%	5%	-31%	10%	19%	-2%	3%	-15%	-2%	10%

Median Sales Price

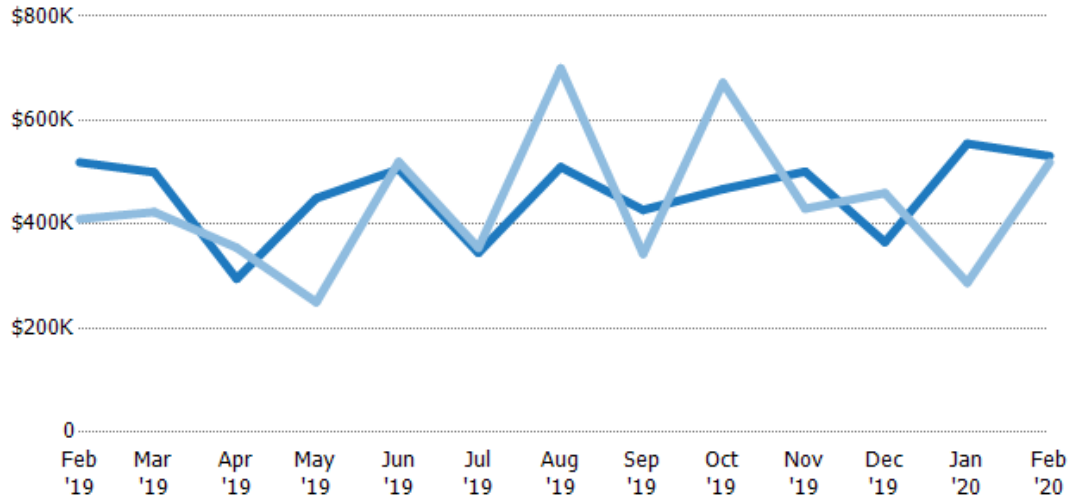
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Feb '20	\$531K	2.4%
Feb '19	\$519K	26.6%
Feb '18	\$410K	88.9%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$519K	\$500K	\$295K	\$450K	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K
Prior Year	\$410K	\$424K	\$355K	\$250K	\$520K	\$355K	\$700K	\$343K	\$672K	\$430K	\$460K	\$288K	\$519K
Percent Change from Prior Year	27%	18%	-17%	80%	-3%	-3%	-27%	25%	-30%	17%	-21%	93%	2%

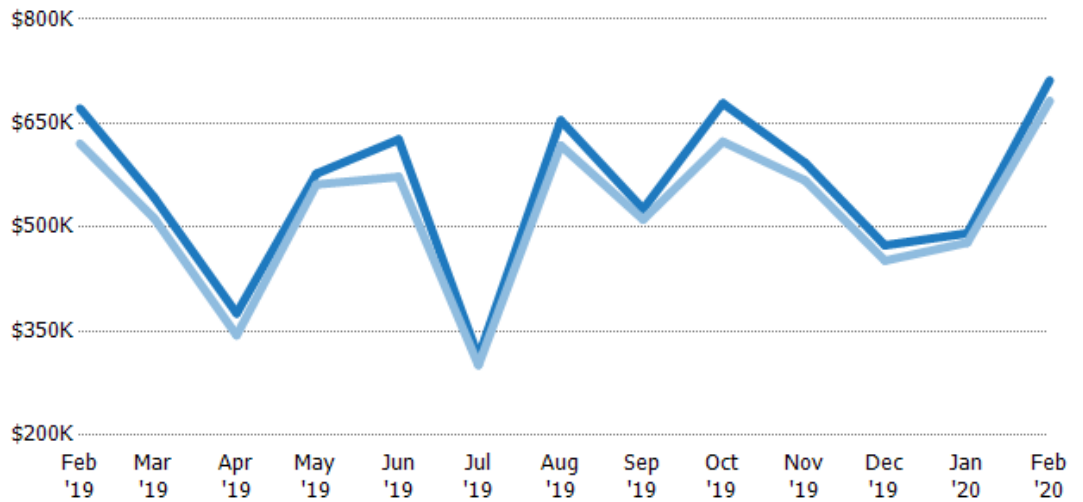
Average Sales Price vs Average Listing Price

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



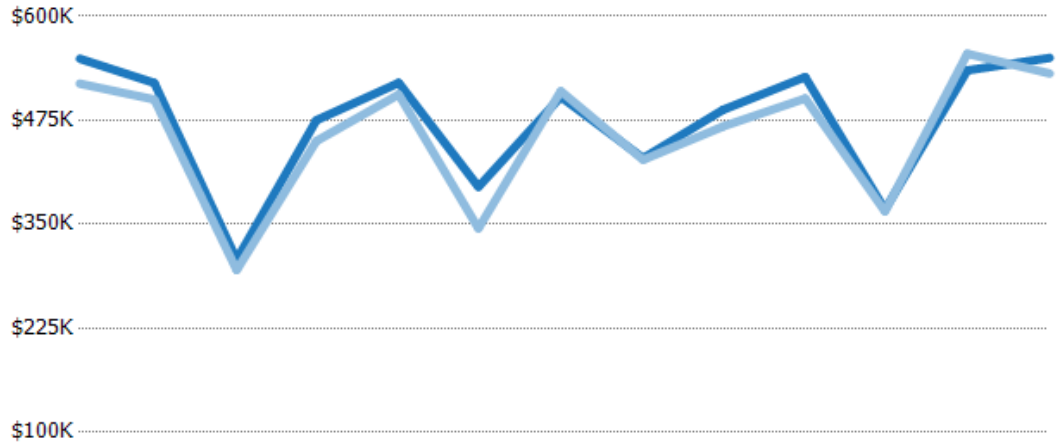
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg List Price	\$672K	\$543K	\$376K	\$577K	\$627K	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K
Avg Sales Price	\$621K	\$513K	\$344K	\$562K	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K
Avg Sales Price as a % of Avg List Price	92%	94%	92%	97%	91%	96%	94%	97%	92%	96%	95%	97%	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



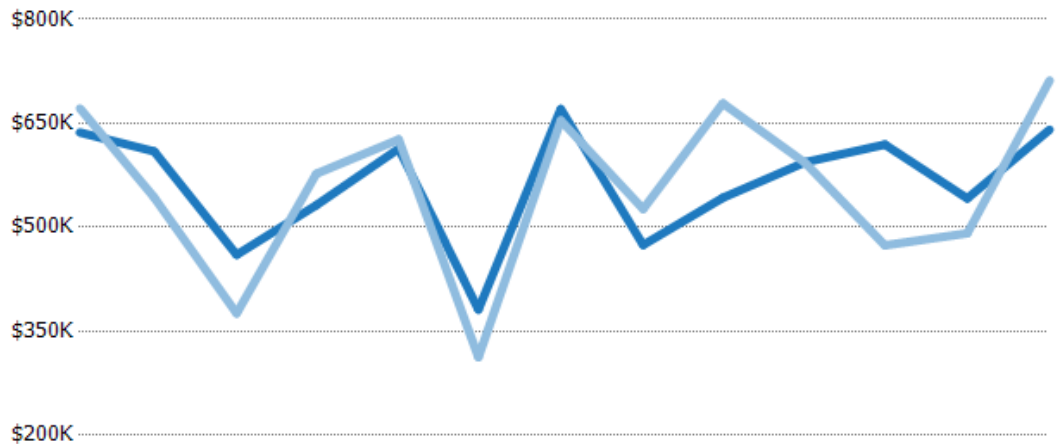
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$549K	\$520K	\$307K	\$475K	\$520K	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K
Median Sales Price	\$519K	\$500K	\$295K	\$450K	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K
Med Sales Price as a % of Med List Price	95%	96%	96%	95%	97%	87%	101%	100%	96%	95%	99%	104%	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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$637K	\$609K	\$460K	\$532K	\$613K	\$381K	\$671K	\$474K	\$543K	\$594K	\$619K	\$542K	\$641K
Avg Sales Price	\$672K	\$543K	\$376K	\$577K	\$627K	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K
Avg Sales Price as a % of Avg Est Value	105%	89%	82%	109%	102%	82%	98%	111%	125%	100%	77%	91%	111%

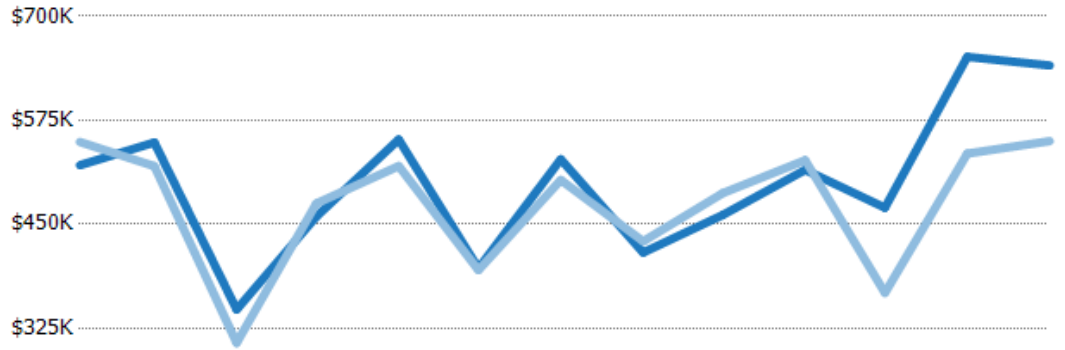
Median Sales Price vs Median Est Value

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$521K	\$548K	\$347K	\$459K	\$552K	\$397K	\$528K	\$416K	\$461K	\$515K	\$470K	\$651K	\$641K
Median Sales Price	\$549K	\$520K	\$307K	\$475K	\$520K	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K
Med Sales Price as a % of Med Est Value	105%	95%	88%	103%	94%	100%	95%	103%	106%	102%	78%	82%	86%