

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	11	9	+22.2%	40	47	-14.9%
New Listing Volume	\$5,283,750	\$4,773,400	+10.7%	\$27,907,250	\$29,460,200	-5.3%
Active Listing Count	76	98	-22.4%	N/A	N/A	
Active Listing Volume	\$84,936,650	\$82,901,600	+2.5%	N/A	N/A	
Average Listing Price	\$1,117,588	\$845,935	+32.1%	\$1,109,784	\$832,413	+33.3%
Median Listing Price	\$664,000	\$554,500	+19.7%	\$678,282	\$543,809	+24.7%
Median Days in RPR	175	207	-15.5%	161.85	201.48	-19.7%
Months of Inventory	7.6	8.9	-14.7%	8.1	9.5	-14.4%
Absorption Rate	13.16%	11.22%	+1.9%	12.3%	10.53%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	14	17	-17.6%	40	42	-4.8%
New Pending Sales Volume	\$8,520,000	\$9,740,900	-12.5%	\$31,532,500	\$23,795,700	+32.5%
Pending Sales Count	17	19	-10.5%	N/A	N/A	
Pending Sales Volume	\$14,046,900	\$11,784,800	+19.2%	N/A	N/A	
Closed Sales Count	12	11	+9.1%	27	31	-12.9%
Closed Sales Volume	\$9,696,500	\$5,641,250	+71.9%	\$18,908,000	\$16,839,250	+12.3%
Average Sales Price	\$808,042	\$512,841	+57.6%	\$700,296	\$543,202	+28.9%
Median Sales Price	\$494,500	\$500,000	-1.1%	\$519,315	\$445,048	+16.7%

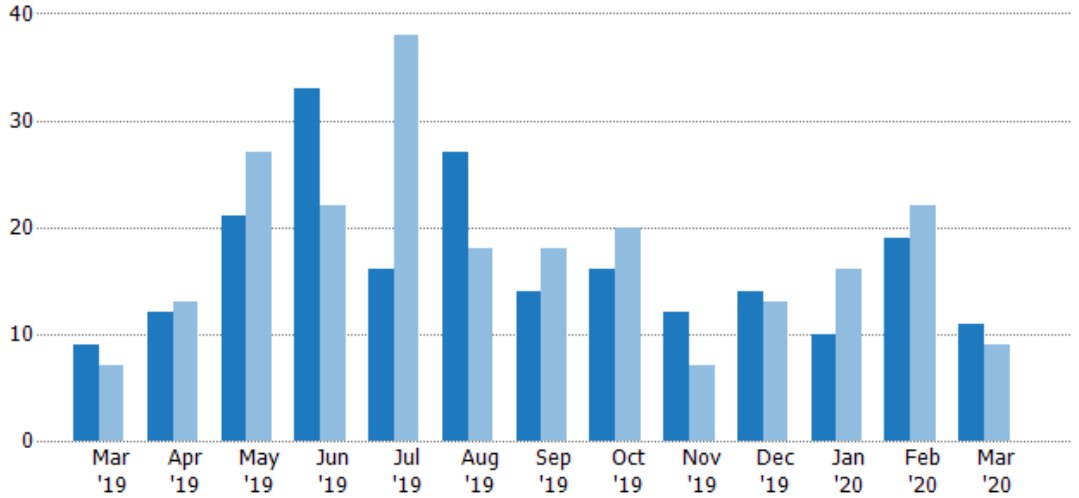
New Listings

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	9	12	21	33	16	27	14	16	12	14	10	19	11
Prior Year	7	13	27	22	38	18	18	20	7	13	16	22	9
Percent Change from Prior Year	29%	-8%	-22%	50%	-58%	50%	-22%	-20%	71%	8%	-38%	-14%	22%

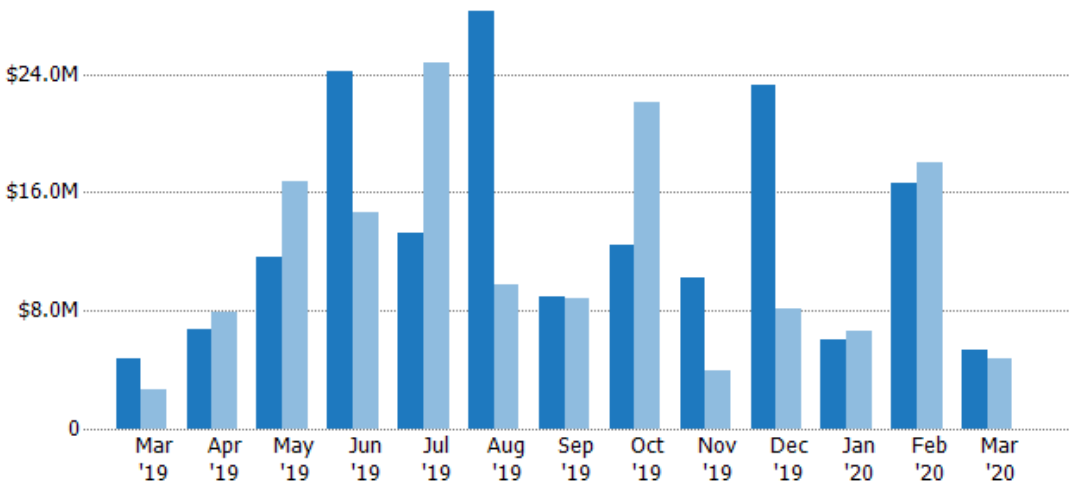
New Listing Volume

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$4.77M	\$6.7M	\$11.6M	\$24.1M	\$13.3M	\$28.2M	\$8.89M	\$12.5M	\$10.2M	\$23.3M	\$6.03M	\$16.6M	\$5.28M
Prior Year	\$2.61M	\$7.84M	\$16.7M	\$14.6M	\$24.7M	\$9.74M	\$8.8M	\$22.1M	\$3.99M	\$8.1M	\$6.66M	\$18M	\$4.77M
Percent Change from Prior Year	83%	-15%	-31%	65%	-46%	190%	1%	-44%	156%	187%	-9%	-8%	11%

Active Listings

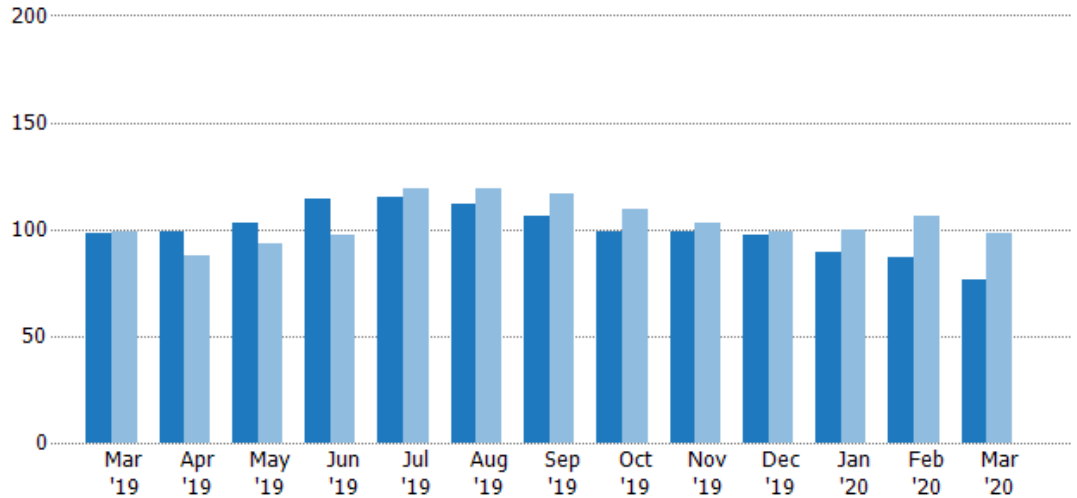
The number of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Mar '20	76	-22.4%
Mar '19	98	-1%
Mar '18	99	4%



Current Year	98	99	103	114	115	112	106	99	99	97	89	87	76
Prior Year	99	88	93	97	119	119	117	109	103	99	100	106	98
Percent Change from Prior Year	-1%	13%	11%	18%	-3%	-6%	-9%	-9%	-4%	-2%	-11%	-18%	-22%

Active Listing Volume

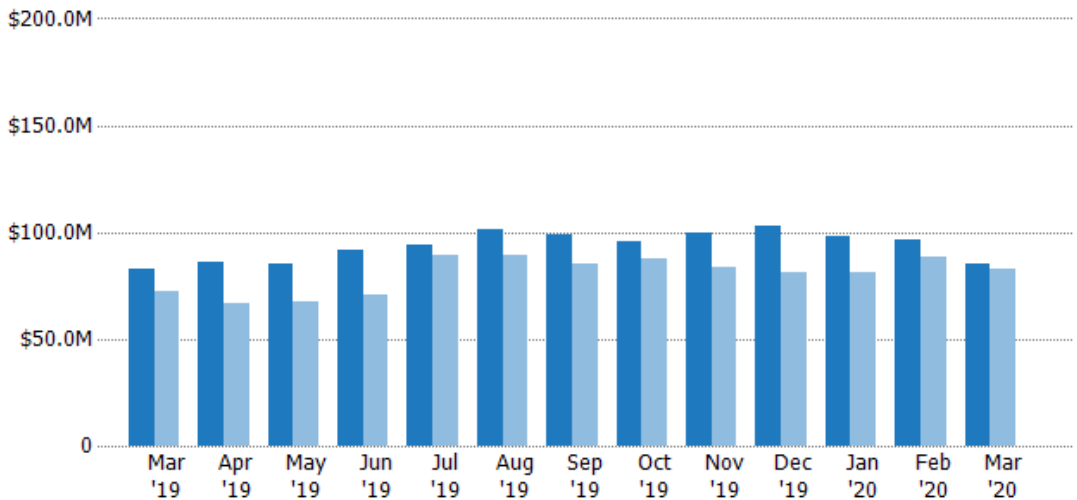
The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Mar '20	\$84.9M	2.5%
Mar '19	\$82.9M	14.4%
Mar '18	\$72.5M	-5.2%



Current Year	\$82.9M	\$86.1M	\$85.4M	\$91.8M	\$94.3M	\$102M	\$98.5M	\$95.8M	\$99.5M	\$103M	\$98M	\$96.8M	\$84.9M
Prior Year	\$72.5M	\$66.9M	\$67.2M	\$70.7M	\$89.3M	\$89.6M	\$84.9M	\$88M	\$83.3M	\$81.1M	\$81.6M	\$88.6M	\$82.9M
Percent Change from Prior Year	14%	29%	27%	30%	6%	14%	16%	9%	19%	27%	20%	9%	2%

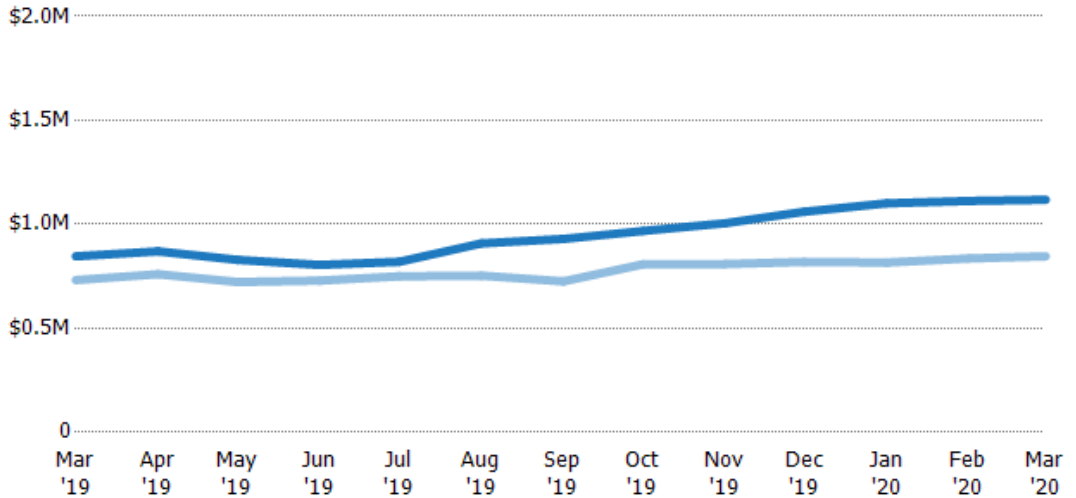
Average Listing Price

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$846K	\$870K	\$829K	\$805K	\$820K	\$908K	\$930K	\$968K	\$1M	\$1.06M	\$1.1M	\$1.11M	\$1.12M
Prior Year	\$732K	\$760K	\$722K	\$729K	\$750K	\$753K	\$726K	\$807K	\$809K	\$819K	\$816K	\$836K	\$846K
Percent Change from Prior Year	16%	14%	15%	10%	9%	21%	28%	20%	24%	29%	35%	33%	32%

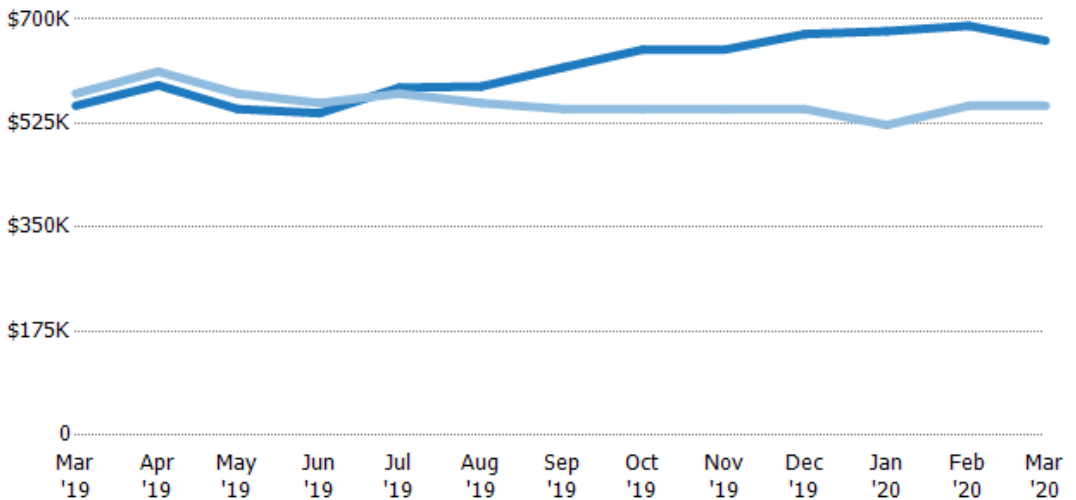
Median Listing Price

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$555K	\$589K	\$549K	\$542K	\$585K	\$587K	\$619K	\$649K	\$649K	\$675K	\$680K	\$689K	\$664K
Prior Year	\$575K	\$612K	\$575K	\$559K	\$575K	\$559K	\$549K	\$549K	\$549K	\$549K	\$522K	\$555K	\$555K
Percent Change from Prior Year	-4%	-4%	-5%	-3%	2%	5%	13%	18%	18%	23%	30%	24%	20%

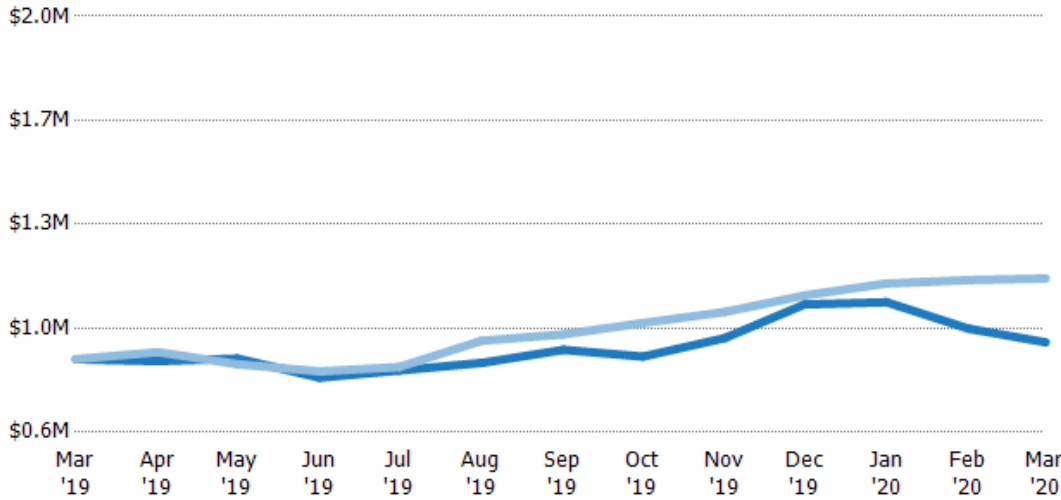
Average Listing Price vs Average Est Value

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$846K	\$840K	\$848K	\$784K	\$808K	\$833K	\$877K	\$855K	\$917K	\$1.03M	\$1.04M	\$948K	\$903K
Avg Listing Price	\$846K	\$870K	\$829K	\$805K	\$820K	\$908K	\$930K	\$968K	\$1M	\$1.06M	\$1.1M	\$1.11M	\$1.12M
Avg Listing Price as a % of Avg Est Value	100%	104%	98%	103%	101%	109%	106%	113%	110%	103%	106%	117%	124%

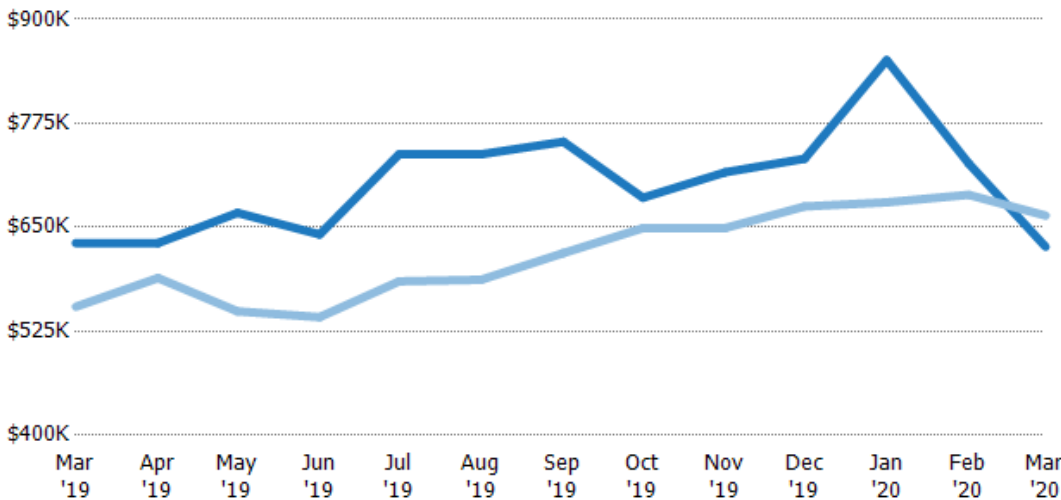
Median Listing Price vs Median Est Value

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$631K	\$631K	\$667K	\$641K	\$738K	\$738K	\$753K	\$686K	\$716K	\$732K	\$851K	\$727K	\$627K
Median Listing Price	\$555K	\$589K	\$549K	\$542K	\$585K	\$587K	\$619K	\$649K	\$649K	\$675K	\$680K	\$689K	\$664K
Med Listing Price as a % of Med Est Value	88%	93%	82%	85%	79%	80%	82%	95%	91%	92%	80%	95%	106%

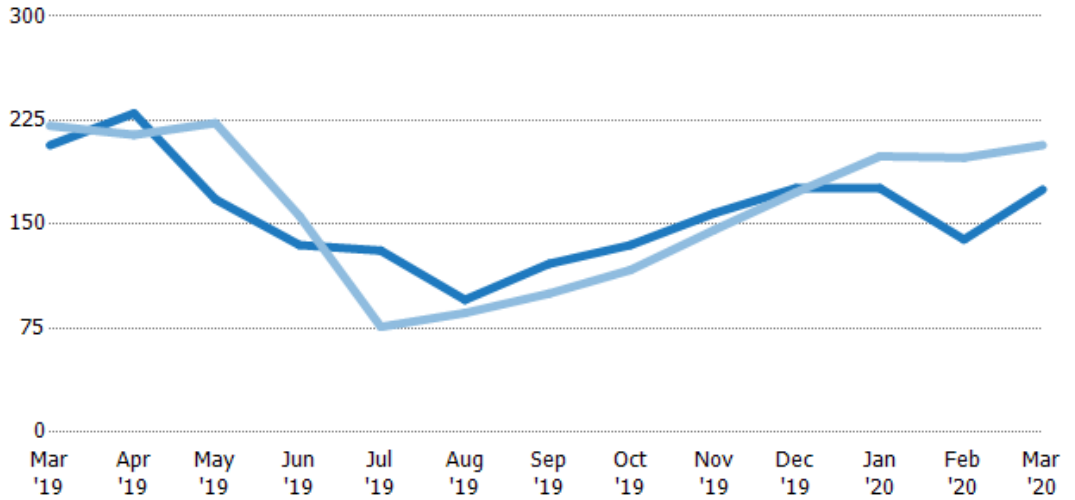
Median Days in RPR

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	207	230	168	135	131	95.5	122	135	158	176	176	139	175
Prior Year	221	215	223	156	76	86	100	117	146	173	199	198	207
Percent Change from Prior Year	-6%	7%	-25%	-13%	72%	11%	22%	15%	8%	2%	-12%	-30%	-15%

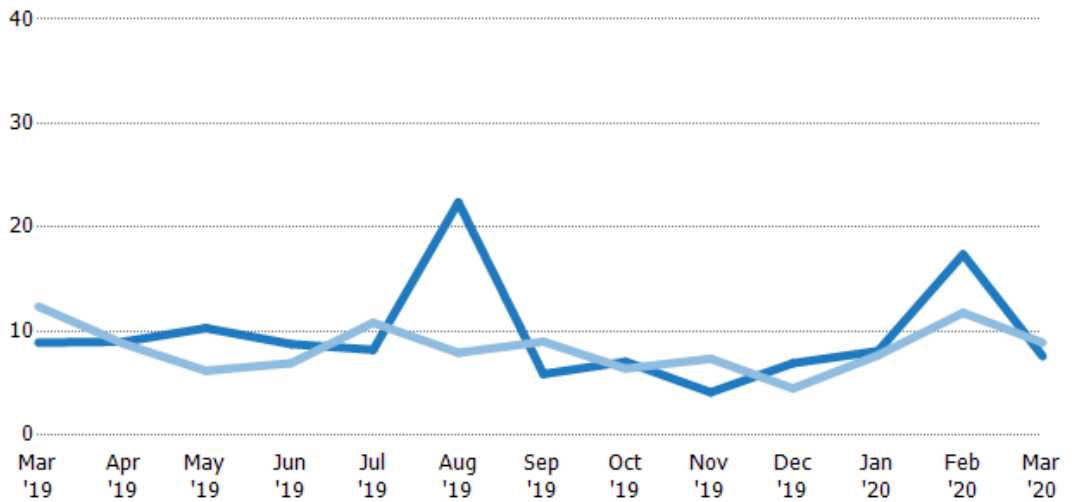
Months of Inventory

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	8.91	9	10.3	8.77	8.21	22.4	5.89	7.07	4.13	6.93	8.09	17.4	7.6
Prior Year	12.4	8.8	6.2	6.93	10.8	7.93	9	6.41	7.36	4.5	7.69	11.8	8.91
Percent Change from Prior Year	-28%	2%	66%	27%	-24%	182%	-35%	10%	-44%	54%	5%	48%	-15%

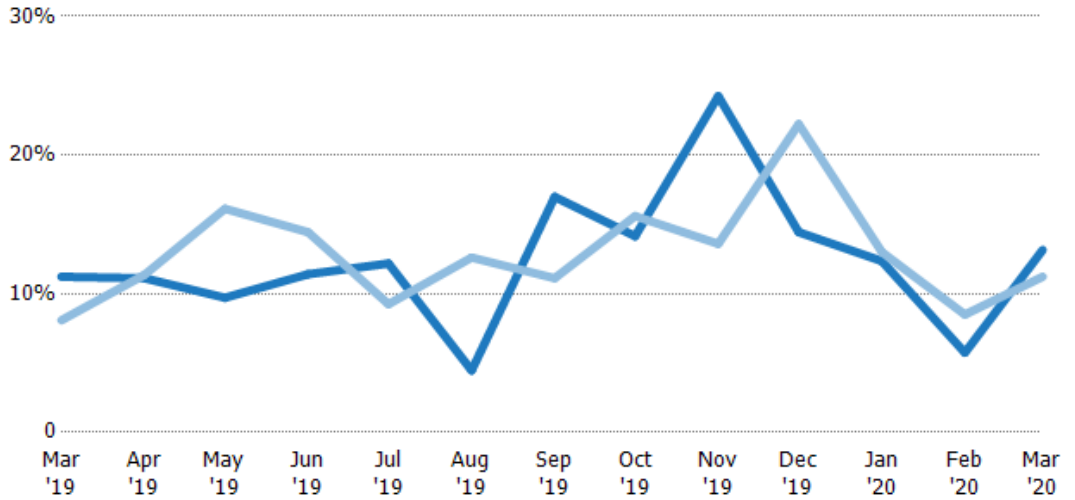
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	11%	11%	10%	11%	12%	4%	17%	14%	24%	14%	12%	6%	13%
Prior Year	8%	11%	16%	14%	9%	13%	11%	16%	14%	22%	13%	8%	11%
Change from Prior Year	-3%	0%	6%	3%	-3%	8%	-6%	1%	-11%	8%	1%	3%	-2%

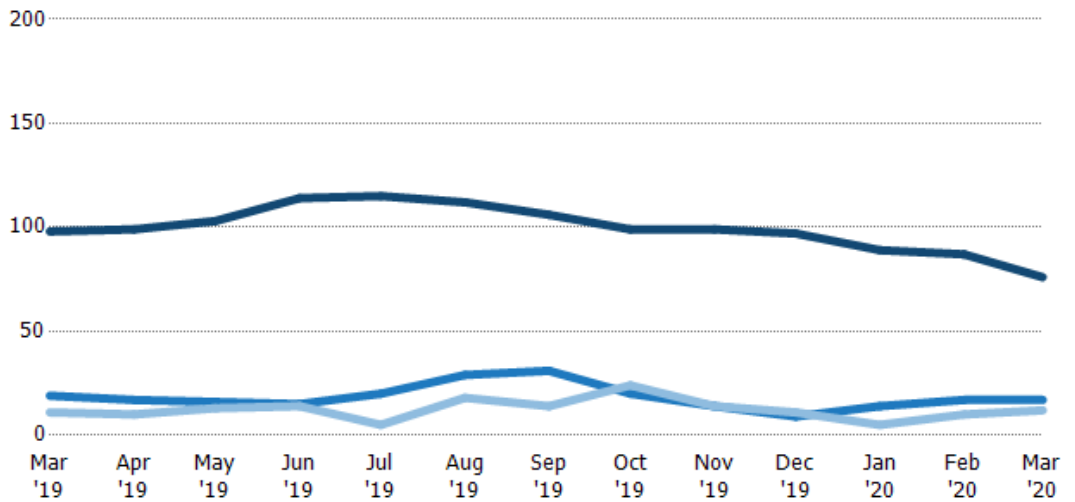
Active/Pending/Sold Units

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	98	99	103	114	115	112	106	99	99	97	89	87	76
Pending	19	17	16	15	20	29	31	20	14	9	14	17	17
Sold	11	10	13	14	5	18	14	24	14	11	5	10	12

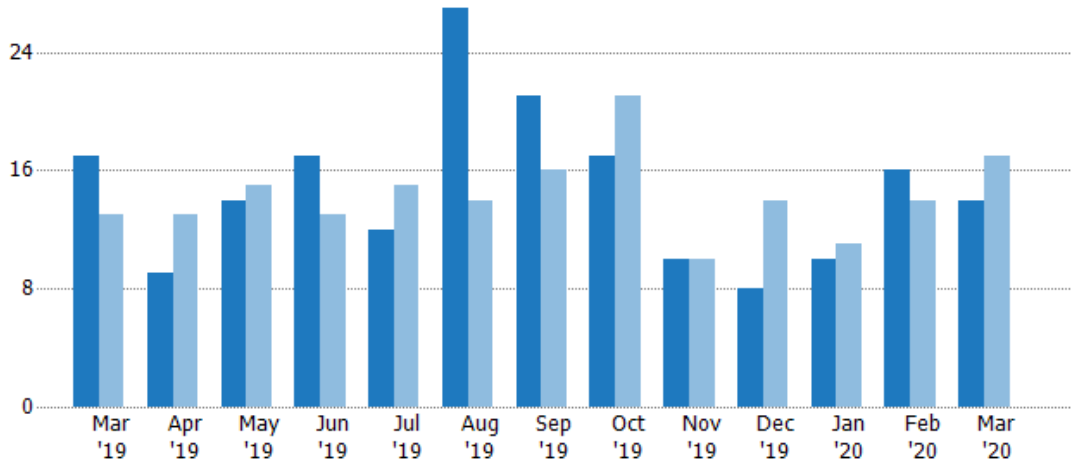
New Pending Sales

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.
Mar '20	14	-17.6%
Mar '19	17	30.8%
Mar '18	13	7.7%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	17	9	14	17	12	27	21	17	10	8	10	16	14
Prior Year	13	13	15	13	15	14	16	21	10	14	11	14	17
Percent Change from Prior Year	31%	-31%	-7%	31%	-20%	93%	31%	-19%	0%	-43%	-9%	14%	-18%

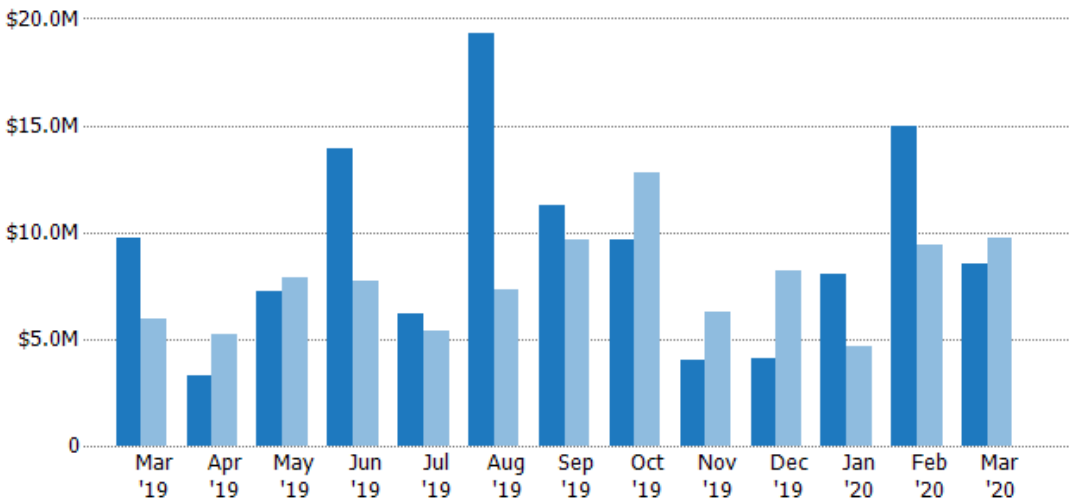
New Pending Sales Volume

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.
Mar '20	\$8.52M	-12.5%
Mar '19	\$9.74M	64.4%
Mar '18	\$5.93M	50.9%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$9.74M	\$3.27M	\$7.25M	\$13.9M	\$6.21M	\$19.3M	\$11.3M	\$9.64M	\$3.97M	\$4.13M	\$8.02M	\$15M	\$8.52M
Prior Year	\$5.93M	\$5.22M	\$7.85M	\$7.73M	\$5.42M	\$7.3M	\$9.67M	\$12.8M	\$6.25M	\$8.17M	\$4.66M	\$9.39M	\$9.74M
Percent Change from Prior Year	64%	-37%	-8%	80%	15%	165%	17%	-25%	-36%	-50%	72%	60%	-13%

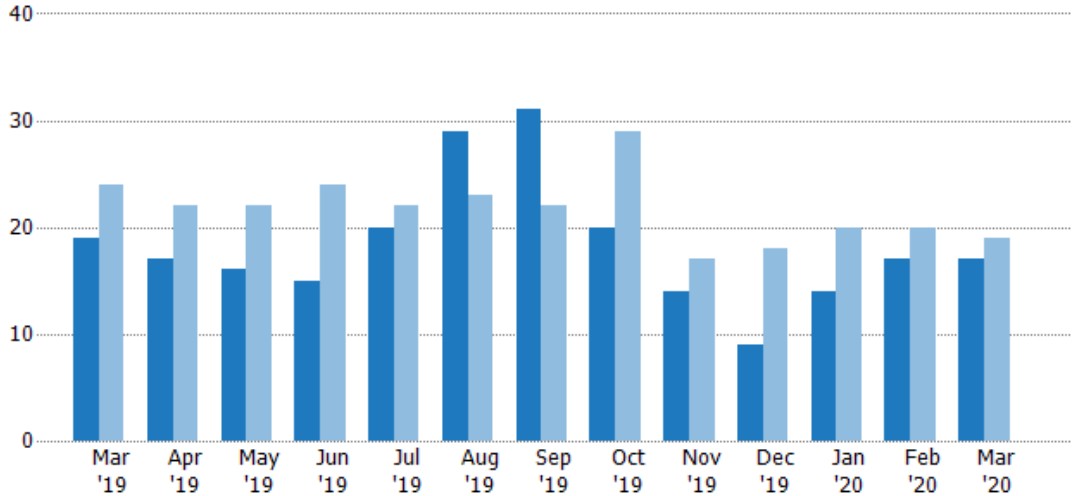
Pending Sales

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.
Mar '20	17	-10.5%
Mar '19	19	-20.8%
Mar '18	24	-4.2%

Month/Year	Count	% Chg.
Mar '20	17	-10.5%
Mar '19	19	-20.8%
Mar '18	24	-4.2%

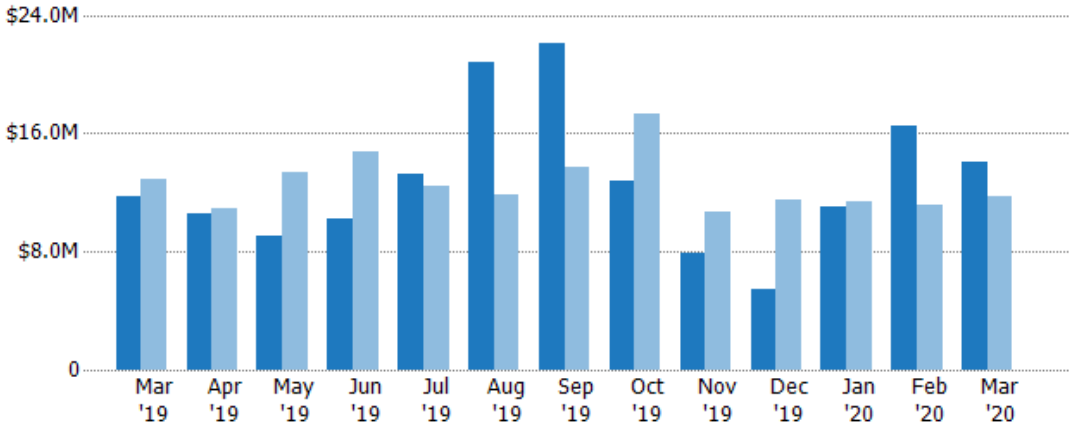
Pending Sales Volume

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.
Mar '20	\$14M	19.2%
Mar '19	\$11.8M	-8.7%
Mar '18	\$12.9M	16.1%

Month/Year	Volume	% Chg.
Mar '20	\$14M	19.2%
Mar '19	\$11.8M	-8.7%
Mar '18	\$12.9M	16.1%

Closed Sales

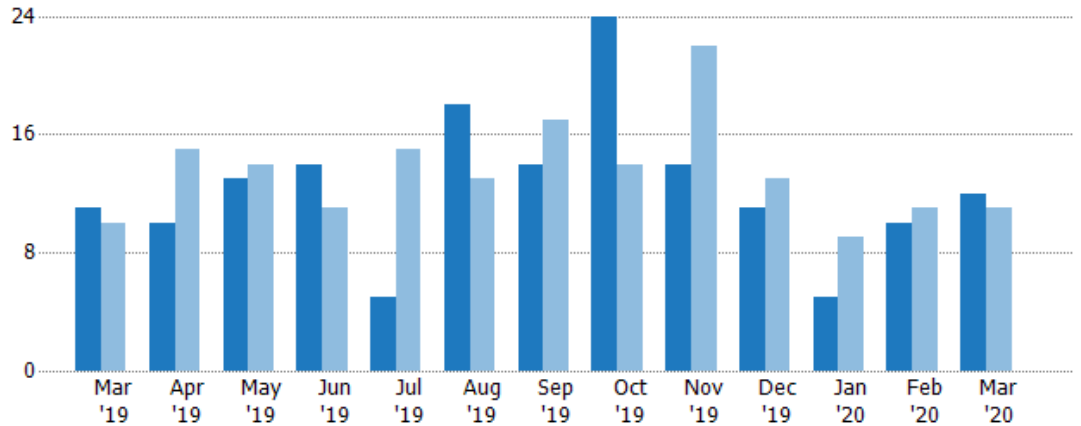
The total number of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Mar '20	12	9.1%
Mar '19	11	10%
Mar '18	10	30%



Current Year	11	10	13	14	5	18	14	24	14	11	5	10	12
Prior Year	10	15	14	11	15	13	17	14	22	13	9	11	11
Percent Change from Prior Year	10%	-33%	-7%	27%	-67%	38%	-18%	71%	-36%	-15%	-44%	-9%	9%

Closed Sales Volume

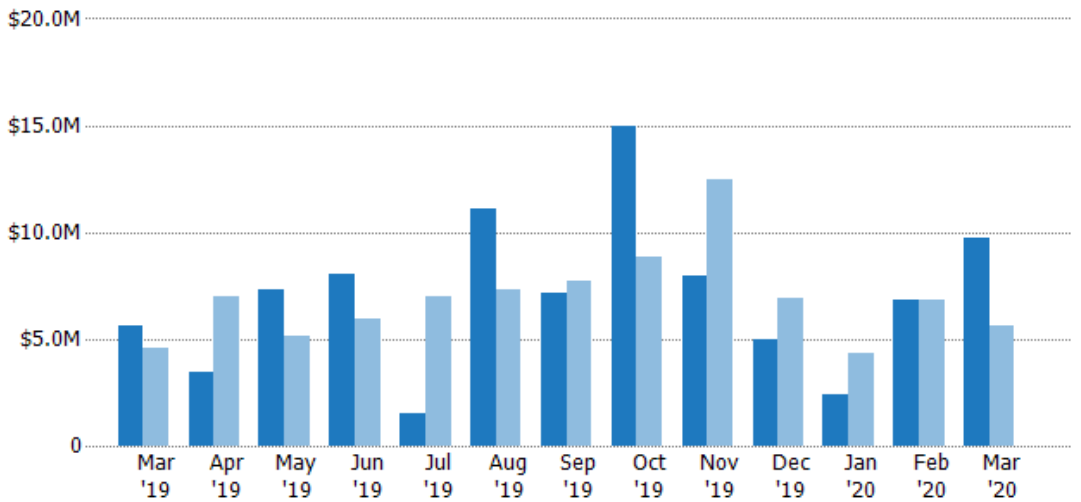
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Mar '20	\$9.7M	71.9%
Mar '19	\$5.64M	23.8%
Mar '18	\$4.56M	-34.4%



Current Year	\$5.64M	\$3.44M	\$7.3M	\$8.02M	\$1.51M	\$11.1M	\$7.15M	\$15M	\$7.94M	\$4.97M	\$2.39M	\$6.82M	\$9.7M
Prior Year	\$4.56M	\$7.03M	\$5.14M	\$5.98M	\$6.99M	\$7.3M	\$7.7M	\$8.87M	\$12.5M	\$6.93M	\$4.37M	\$6.83M	\$5.64M
Percent Change from Prior Year	24%	-51%	42%	34%	-78%	52%	-7%	69%	-36%	-28%	-45%	0%	72%

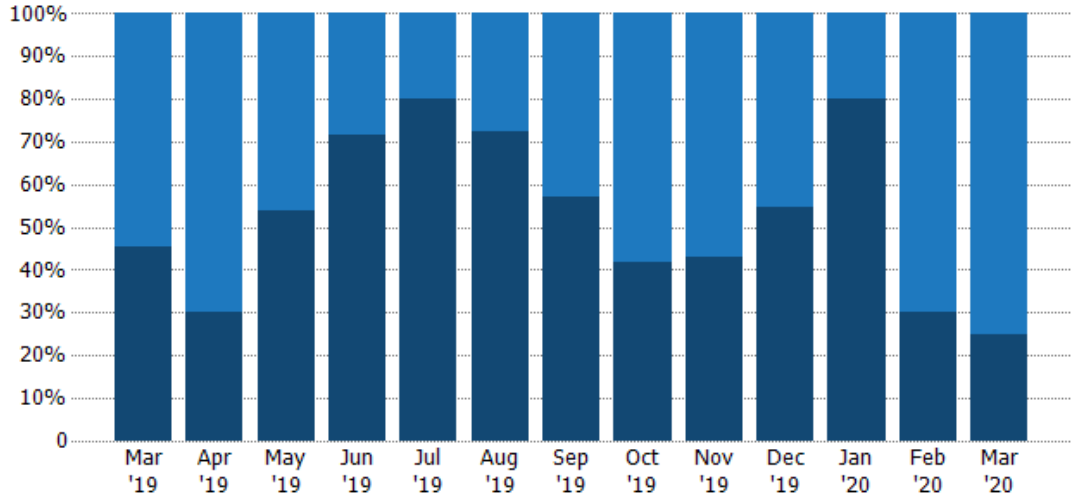
Closed Sales by Property Type

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	55%	70%	46%	29%	20%	28%	43%	58%	57%	45%	20%	70%	75%
Single Family Residence	45%	30%	54%	71%	80%	72%	57%	42%	43%	55%	80%	30%	25%

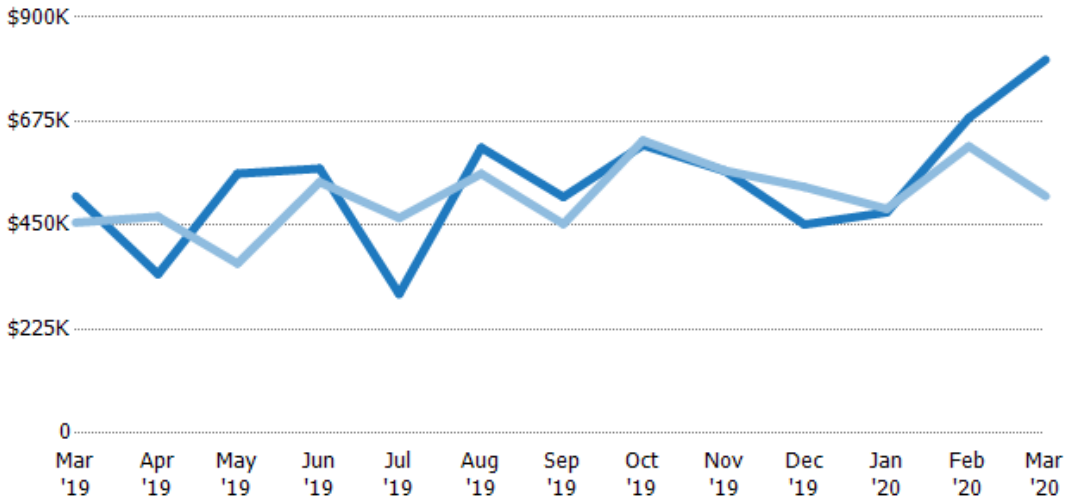
Average Sales Price

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	\$513K	\$344K	\$562K	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K
Prior Year	\$456K	\$469K	\$367K	\$543K	\$466K	\$561K	\$453K	\$633K	\$568K	\$533K	\$486K	\$621K	\$513K
Percent Change from Prior Year	13%	-27%	53%	5%	-35%	10%	13%	-2%	0%	-15%	-2%	10%	58%

Median Sales Price

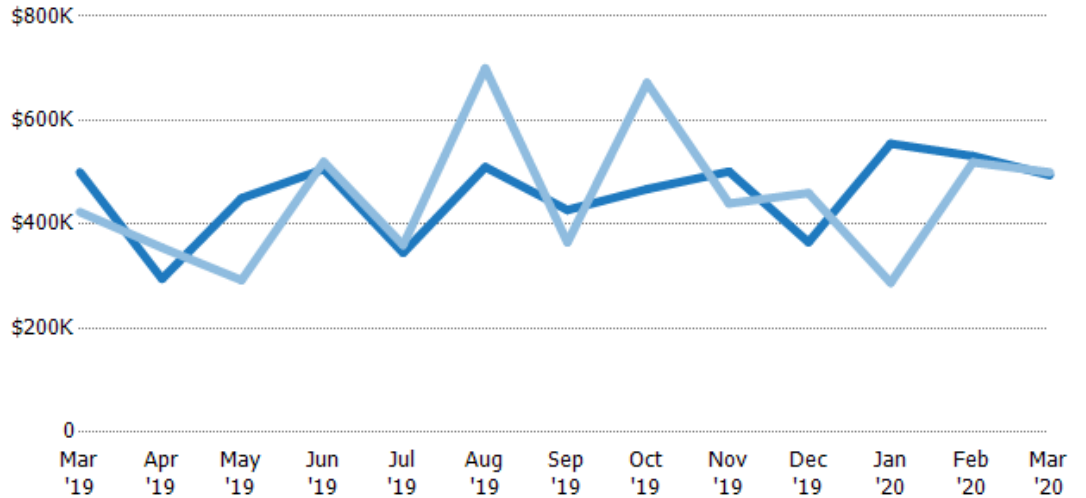
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Mar '20	\$495K	-1.1%
Mar '19	\$500K	18.1%
Mar '18	\$424K	-45%



Current Year	\$500K	\$295K	\$450K	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K
Prior Year	\$424K	\$355K	\$292K	\$520K	\$360K	\$700K	\$365K	\$672K	\$440K	\$460K	\$288K	\$519K	\$500K
Percent Change from Prior Year	18%	-17%	54%	-3%	-4%	-27%	17%	-30%	14%	-21%	93%	2%	-1%

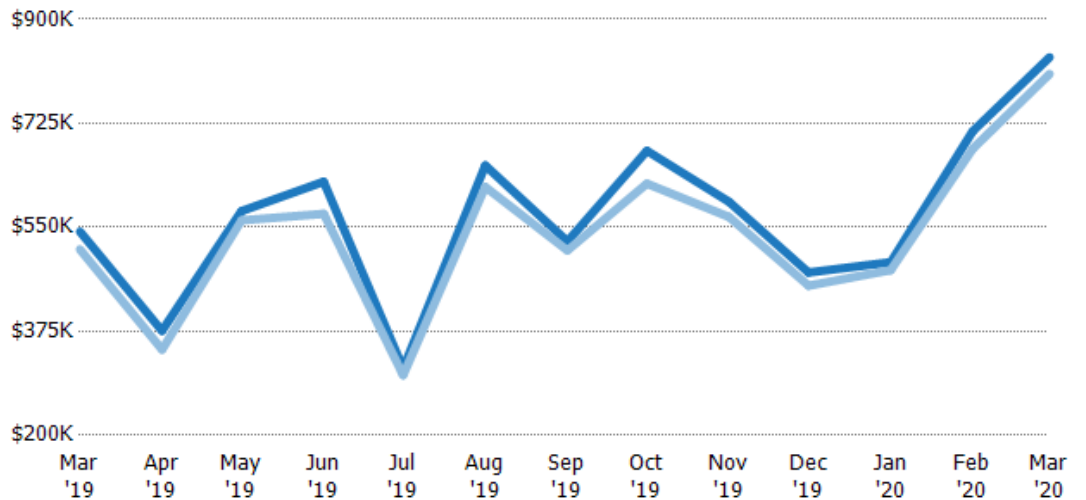
Average Sales Price vs Average Listing Price

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



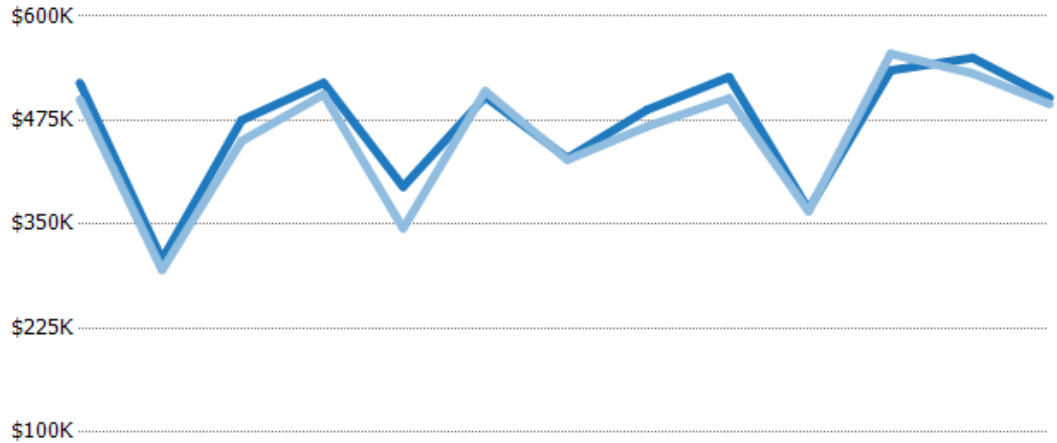
Avg List Price	\$543K	\$376K	\$577K	\$627K	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K
Avg Sales Price	\$513K	\$344K	\$562K	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K
Avg Sales Price as a % of Avg List Price	94%	92%	97%	91%	96%	94%	97%	92%	96%	95%	97%	96%	97%

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



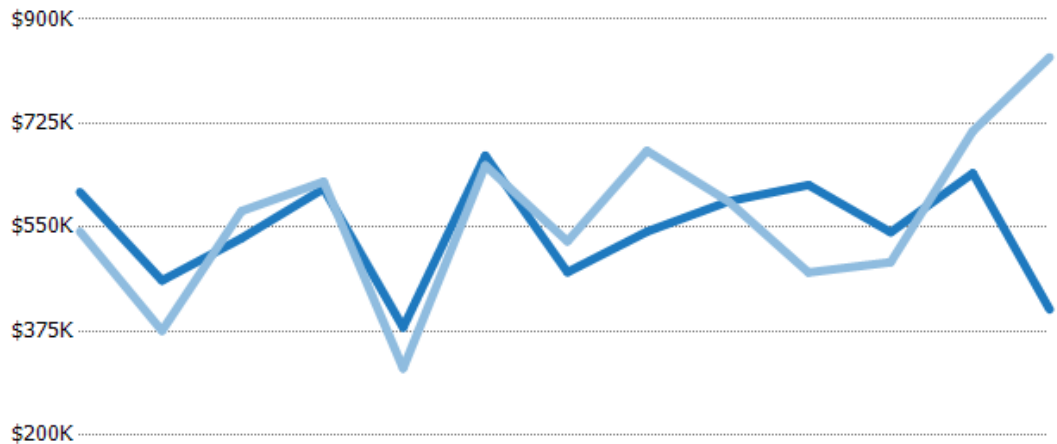
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median List Price	\$520K	\$307K	\$475K	\$520K	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K
Median Sales Price	\$500K	\$295K	\$450K	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K
Med Sales Price as a % of Med List Price	96%	96%	95%	97%	87%	101%	100%	96%	95%	99%	104%	97%	99%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$609K	\$460K	\$532K	\$615K	\$381K	\$671K	\$474K	\$543K	\$594K	\$621K	\$542K	\$641K	\$412K
Avg Sales Price	\$543K	\$376K	\$577K	\$627K	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K
Avg Sales Price as a % of Avg Est Value	89%	82%	109%	102%	82%	98%	111%	125%	100%	76%	91%	111%	203%

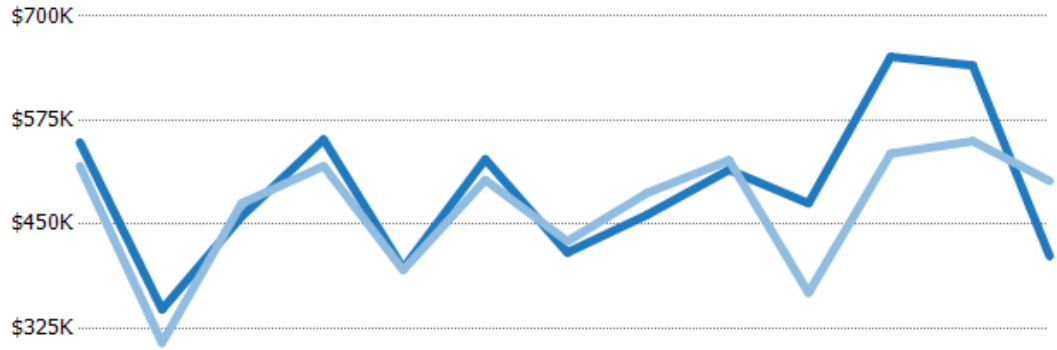
Median Sales Price vs Median Est Value

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Median Est Value	\$548K	\$347K	\$459K	\$552K	\$397K	\$528K	\$416K	\$461K	\$515K	\$475K	\$651K	\$641K	\$412K
Median Sales Price	\$520K	\$307K	\$475K	\$520K	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K
Med Sales Price as a % of Med Est Value	95%	88%	103%	94%	100%	95%	103%	106%	102%	77%	82%	86%	122%