

## 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	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	18	21	-14.3%	65	80	-18.8%
New Listing Volume	\$11,268,499	\$11,584,500	-2.7%	\$47,484,249	\$47,730,700	-0.5%
Active Listing Count	81	104	-22.1%	N/A	N/A	
Active Listing Volume	\$89,508,399	\$85,459,800	+4.7%	N/A	N/A	
Average Listing Price	\$1,105,042	\$821,729	+34.5%	\$1,099,540	\$835,090	+31.7%
Median Listing Price	\$679,000	\$537,000	+26.4%	\$671,467	\$546,731	+22.8%
Median Days in RPR	192	168	+14.3%	182.29	200.4	-9%
Months of Inventory	13.5	10.4	+29.8%	7.7	8.3	-7.1%
Absorption Rate	7.41%	9.62%	-2.2%	12.97%	12.06%	+0.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	13	14	-7.1%	59	65	-9.2%
New Pending Sales Volume	\$8,607,750	\$7,246,400	+18.8%	\$43,743,050	\$34,311,500	+27.5%
Pending Sales Count	19	16	+18.8%	N/A	N/A	
Pending Sales Volume	\$14,300,050	\$9,057,300	+57.9%	N/A	N/A	
Closed Sales Count	8	13	-38.5%	41	55	-25.5%
Closed Sales Volume	\$3,285,000	\$7,301,500	-55%	\$27,901,000	\$27,780,750	+0.4%
Average Sales Price	\$410,625	\$561,654	-26.9%	\$680,512	\$505,105	+34.7%
Median Sales Price	\$326,250	\$450,000	-27.5%	\$553,817	\$419,845	+31.9%

## New Listings

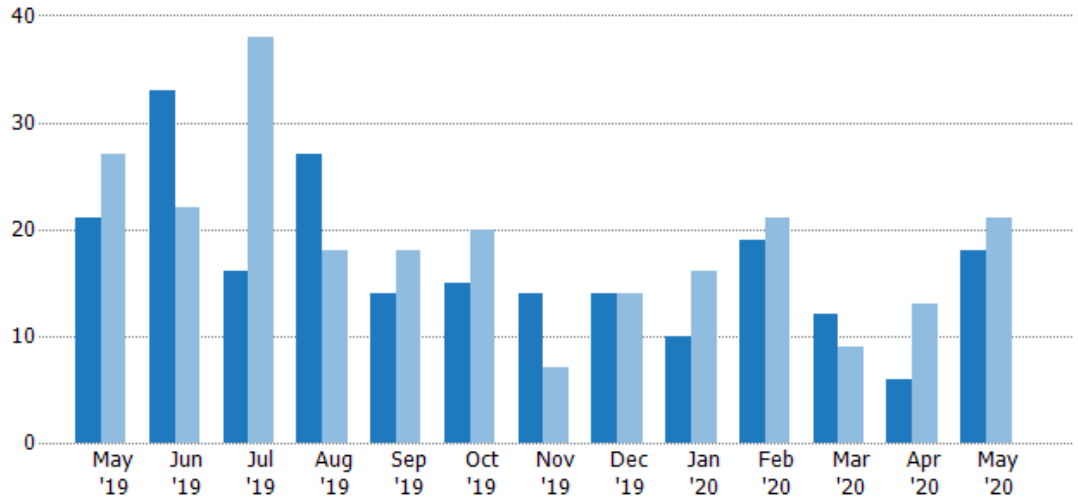
The number of new residential listings that were added each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
May '20	18	-14.3%
May '19	21	-22.2%
May '18	27	7.4%



Current Year	21	33	16	27	14	15	14	14	10	19	12	6	18
Prior Year	27	22	38	18	18	20	7	14	16	21	9	13	21
Percent Change from Prior Year	-22%	50%	-58%	50%	-22%	-25%	100%	0%	-38%	-10%	33%	-54%	-14%

## New Listing Volume

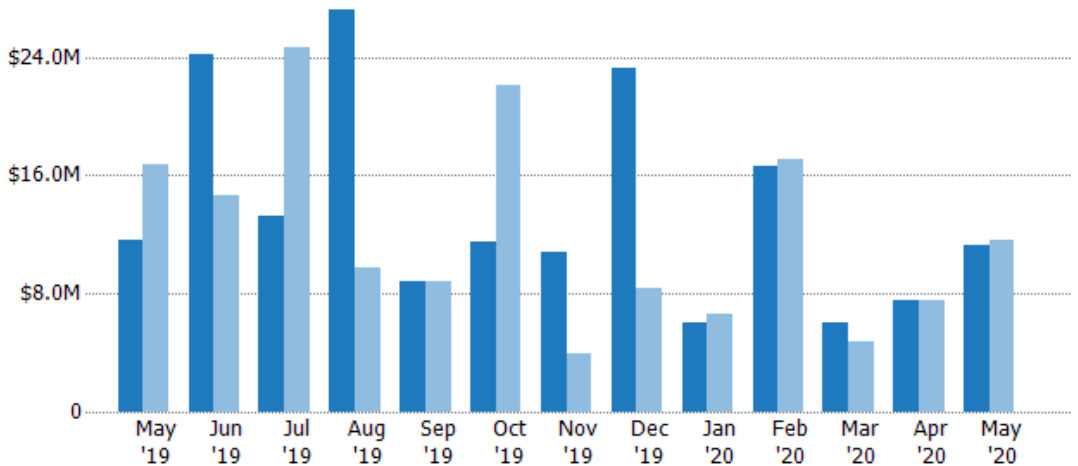
The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
May '20	\$11.3M	-2.7%
May '19	\$11.6M	-30.7%
May '18	\$16.7M	14.7%



Current Year	\$11.6M	\$24.2M	\$13.3M	\$27.2M	\$8.84M	\$11.5M	\$10.8M	\$23.3M	\$6.01M	\$16.6M	\$6.07M	\$7.54M	\$11.3M
Prior Year	\$16.7M	\$14.6M	\$24.7M	\$9.74M	\$8.8M	\$22.1M	\$3.99M	\$8.31M	\$6.66M	\$17.1M	\$4.77M	\$7.6M	\$11.6M
Percent Change from Prior Year	-31%	66%	-46%	179%	1%	-48%	171%	180%	-10%	-3%	27%	-1%	-3%

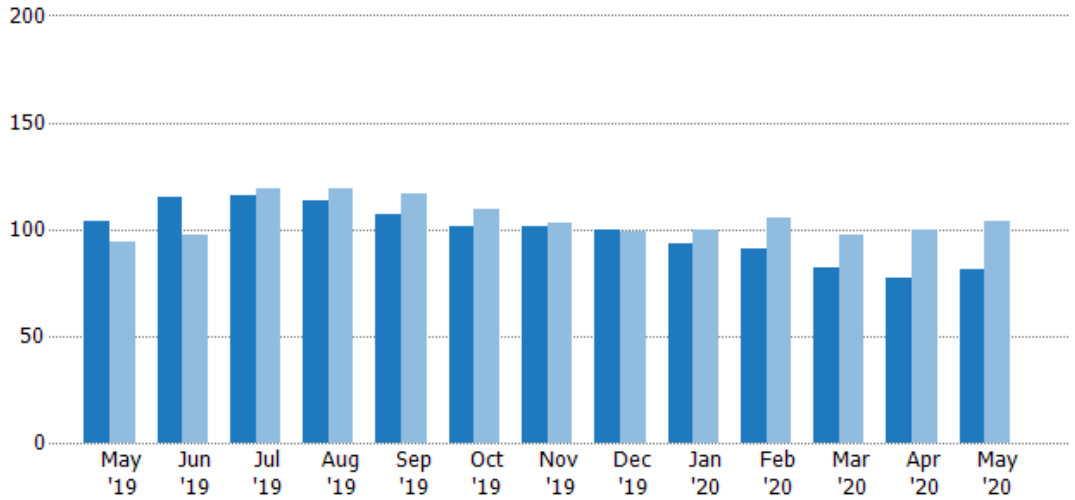
## Active Listings

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	104	115	116	113	107	101	101	100	93	91	82	77	81
Prior Year	94	97	119	119	117	109	103	99	100	105	97	100	104
Percent Change from Prior Year	11%	19%	-3%	-5%	-9%	-7%	-2%	1%	-7%	-13%	-15%	-23%	-22%

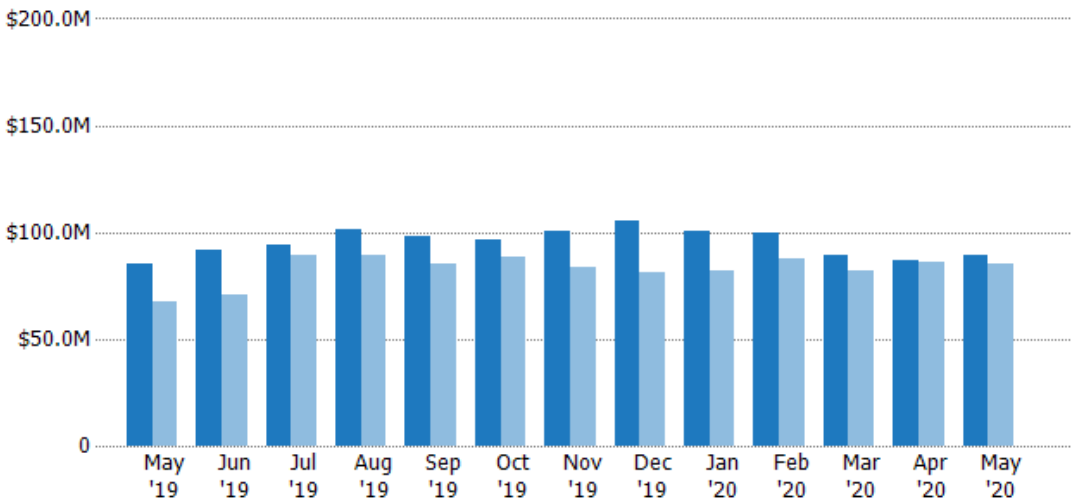
## Active Listing Volume

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$85.5M	\$91.9M	\$94.4M	\$101M	\$97.8M	\$96.7M	\$101M	\$105M	\$101M	\$100M	\$89M	\$87.1M	\$89.5M
Prior Year	\$67.2M	\$70.8M	\$89.3M	\$89.6M	\$84.9M	\$88M	\$83.4M	\$81.1M	\$81.6M	\$87.5M	\$81.8M	\$86.2M	\$85.5M
Percent Change from Prior Year	27%	30%	6%	13%	15%	10%	21%	30%	24%	14%	9%	1%	5%

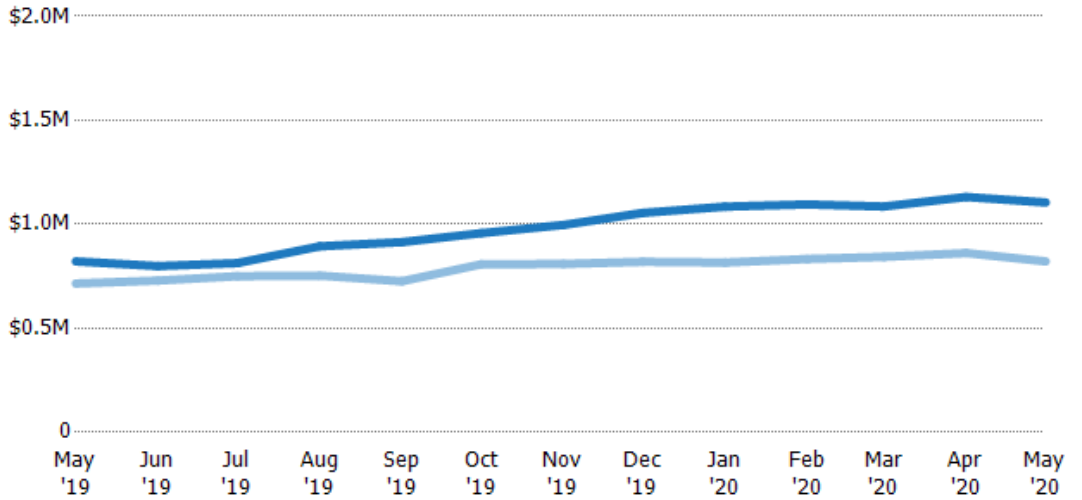
## Average Listing Price

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
May '19	\$822K	\$715K	15%
Jun '19	\$799K	\$729K	10%
Jul '19	\$814K	\$750K	8%
Aug '19	\$894K	\$753K	19%
Sep '19	\$914K	\$726K	26%
Oct '19	\$957K	\$808K	19%
Nov '19	\$997K	\$809K	23%
Dec '19	\$1.05M	\$820K	29%
Jan '20	\$1.08M	\$816K	33%
Feb '20	\$1.1M	\$833K	31%
Mar '20	\$1.09M	\$844K	29%
Apr '20	\$1.13M	\$862K	31%
May '20	\$1.11M	\$822K	34%

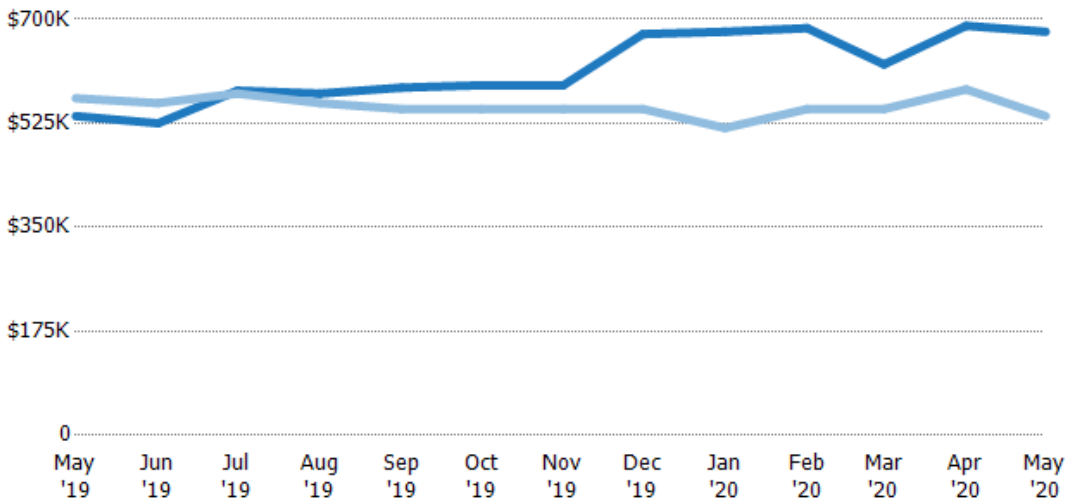
## Median Listing Price

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
May '19	\$537K	\$567K	-5%
Jun '19	\$525K	\$559K	-6%
Jul '19	\$580K	\$575K	1%
Aug '19	\$575K	\$559K	3%
Sep '19	\$585K	\$549K	7%
Oct '19	\$589K	\$549K	7%
Nov '19	\$589K	\$549K	7%
Dec '19	\$675K	\$549K	23%
Jan '20	\$679K	\$517K	31%
Feb '20	\$685K	\$549K	25%
Mar '20	\$624K	\$549K	14%
Apr '20	\$689K	\$582K	18%
May '20	\$679K	\$537K	26%

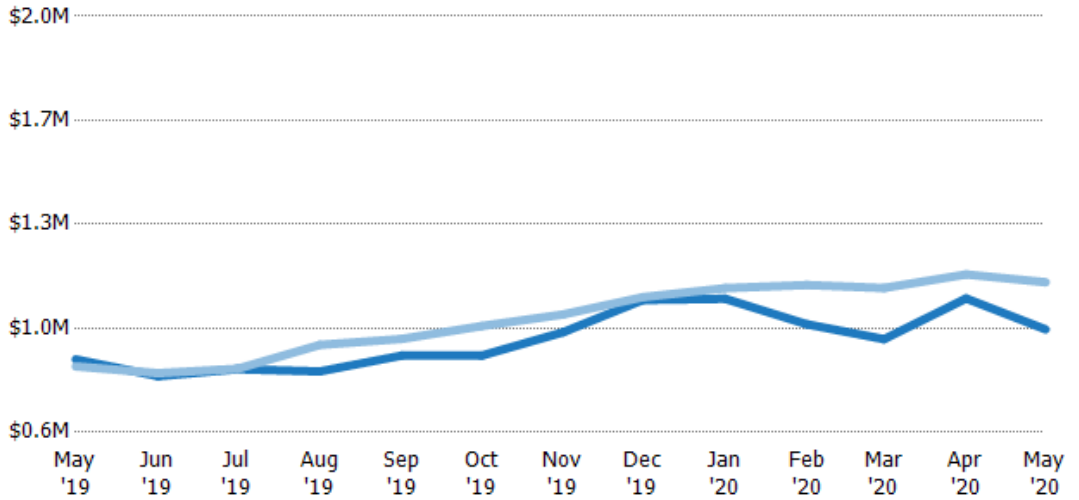
## Average Listing Price vs Average Est Value

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	\$845K	\$789K	\$812K	\$805K	\$858K	\$858K	\$937K	\$1.05M	\$1.05M	\$963K	\$913K	\$1.05M	\$946K
Avg Listing Price	\$822K	\$799K	\$814K	\$894K	\$914K	\$957K	\$997K	\$1.05M	\$1.08M	\$1.1M	\$1.09M	\$1.13M	\$1.11M
Avg Listing Price as a % of Avg Est Value	97%	101%	100%	111%	107%	112%	106%	101%	103%	114%	119%	108%	117%

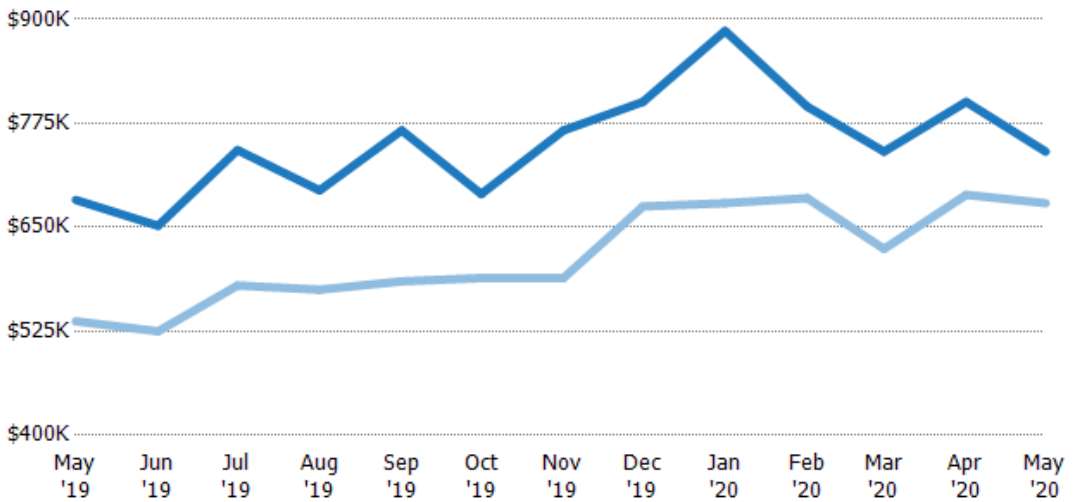
## Median Listing Price vs Median Est Value

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	\$683K	\$652K	\$743K	\$694K	\$766K	\$690K	\$766K	\$801K	\$886K	\$795K	\$741K	\$801K	\$741K
Median Listing Price	\$537K	\$525K	\$580K	\$575K	\$585K	\$589K	\$589K	\$675K	\$679K	\$685K	\$624K	\$689K	\$679K
Med Listing Price as a % of Med Est Value	79%	81%	78%	83%	76%	85%	77%	84%	77%	86%	84%	86%	92%

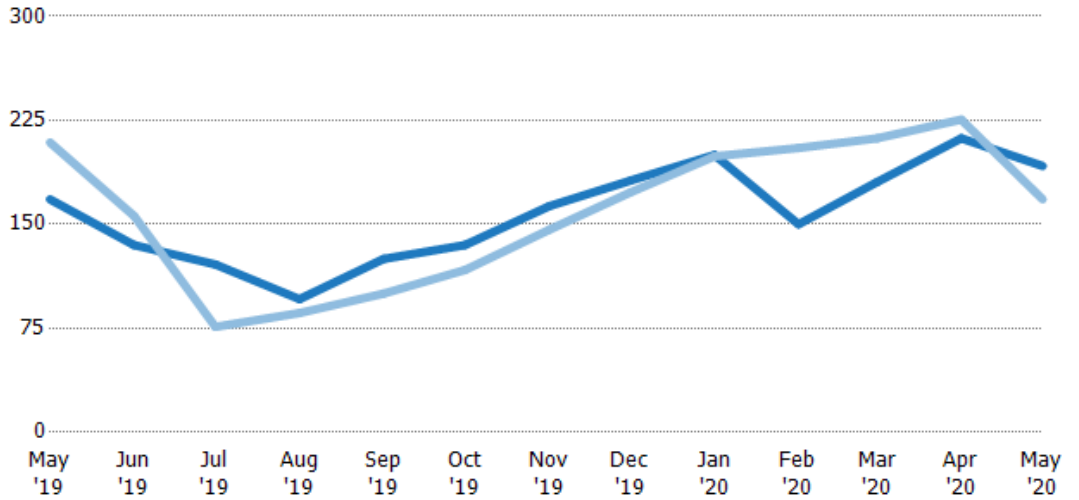
## Median Days in RPR

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	168	135	121	96	125	135	163	182	200	150	181	212	192
Prior Year	209	156	76	86	100	117	146	173	199	205	212	226	168
Percent Change from Prior Year	-20%	-13%	59%	12%	25%	15%	12%	5%	1%	-27%	-15%	-6%	14%

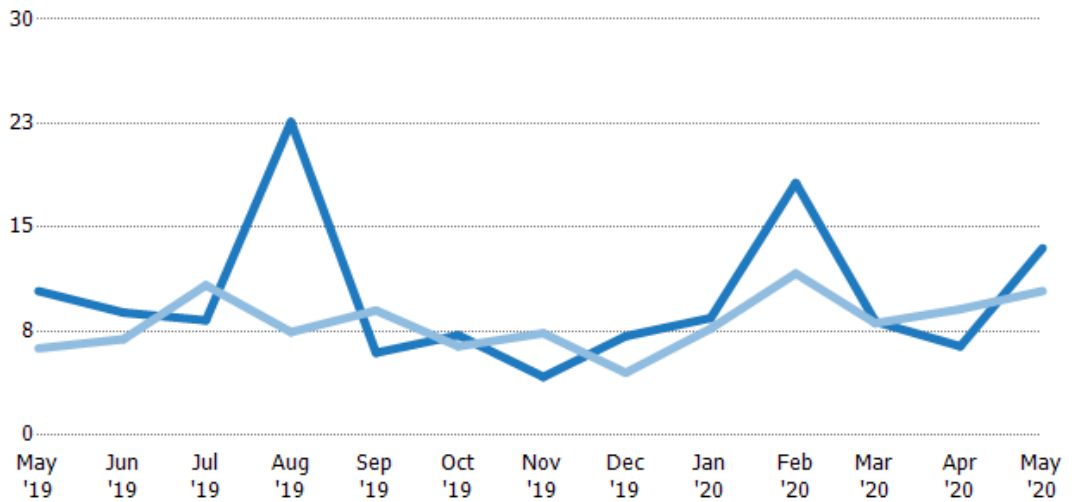
## Months of Inventory

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	10.4	8.85	8.29	22.6	5.94	7.21	4.21	7.14	8.45	18.2	8.2	6.42	13.5
Prior Year	6.27	6.93	10.8	7.44	9	6.41	7.36	4.5	7.69	11.7	8.08	9.09	10.4
Percent Change from Prior Year	66%	28%	-23%	204%	-34%	13%	-43%	59%	10%	56%	1%	-29%	30%

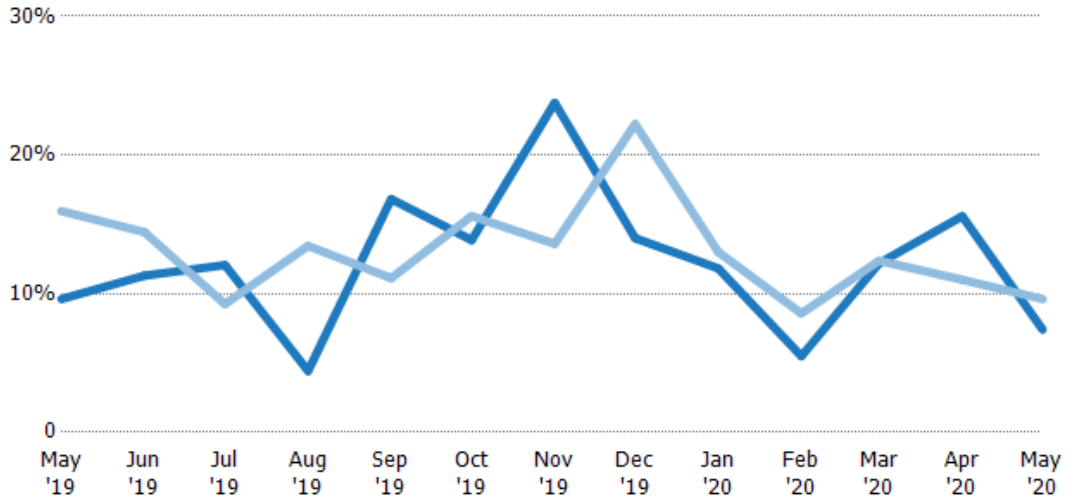
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	10%	11%	12%	4%	17%	14%	24%	14%	12%	5%	12%	16%	7%
Prior Year	16%	14%	9%	13%	11%	16%	14%	22%	13%	9%	12%	11%	10%
Change from Prior Year	6%	3%	-3%	9%	-6%	2%	-10%	8%	1%	3%	0%	-5%	2%

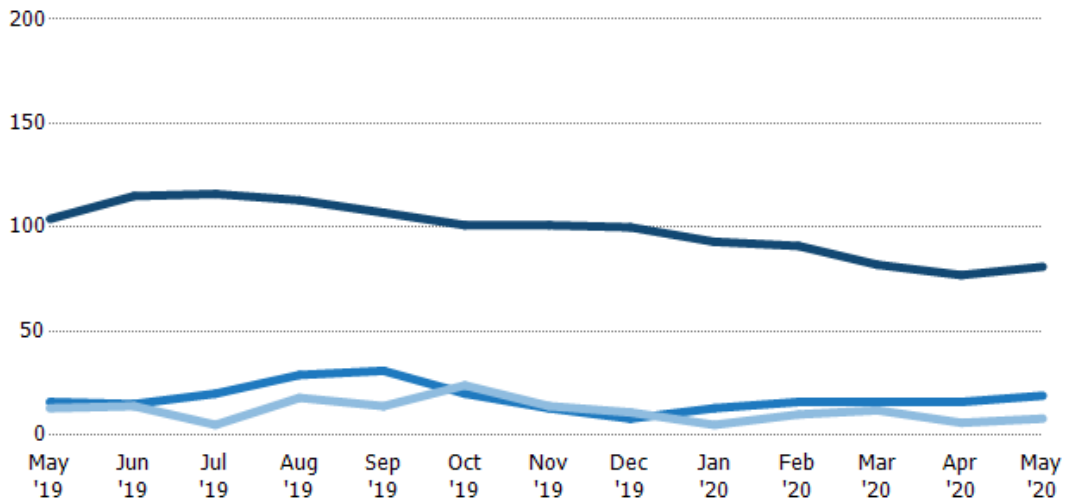
## Active/Pending/Sold Units

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



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	104	115	116	113	107	101	101	100	93	91	82	77	81
Pending	16	15	20	29	31	20	13	8	13	16	16	16	19
Sold	13	14	5	18	14	24	14	11	5	10	12	6	8

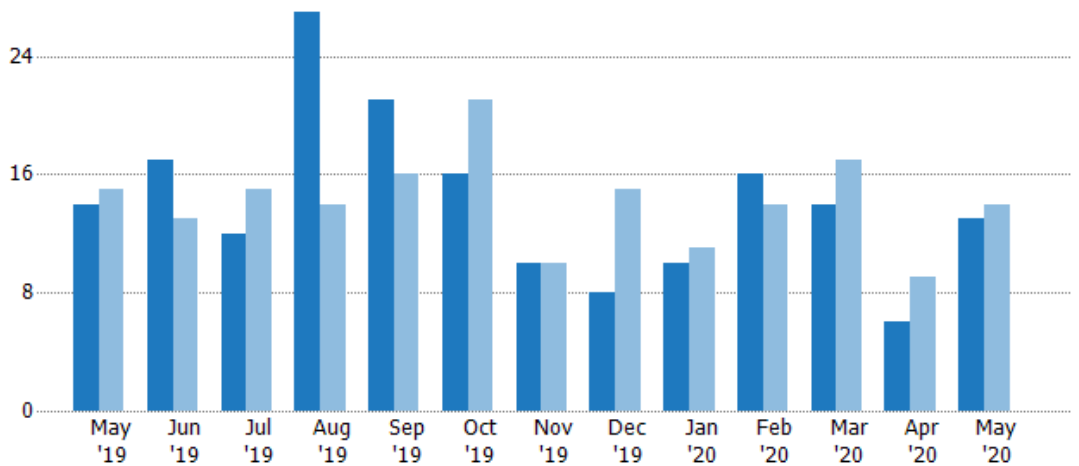
## New Pending Sales

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.
May '20	13	-7.1%
May '19	14	-6.7%
May '18	15	-20%

Month/Year	Count	% Chg.
May '20	13	-7.1%
May '19	14	-6.7%
May '18	15	-20%

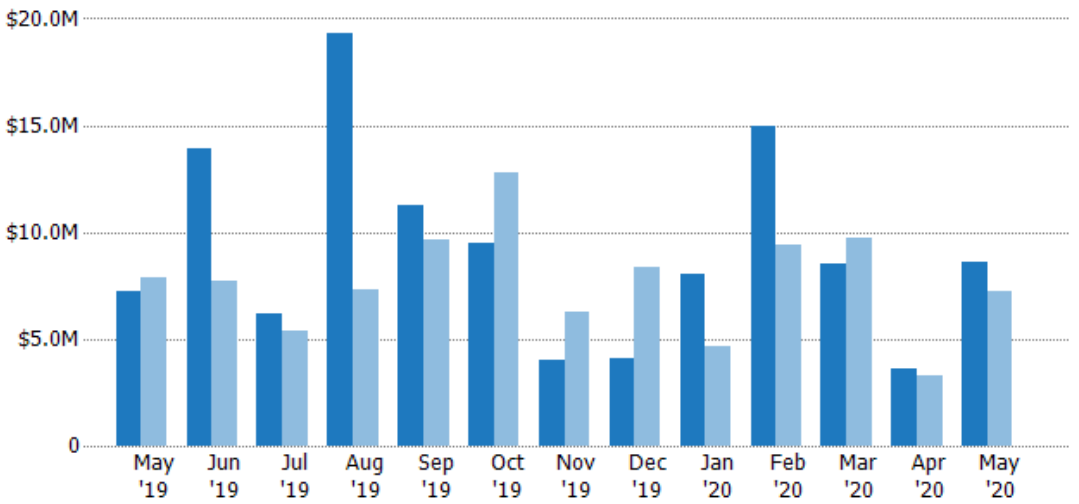
## New Pending Sales Volume

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.
May '20	\$8.61M	18.8%
May '19	\$7.25M	-7.7%
May '18	\$7.85M	-29.2%

Month/Year	Volume	% Chg.
May '20	\$8.61M	18.8%
May '19	\$7.25M	-7.7%
May '18	\$7.85M	-29.2%



## Pending Sales

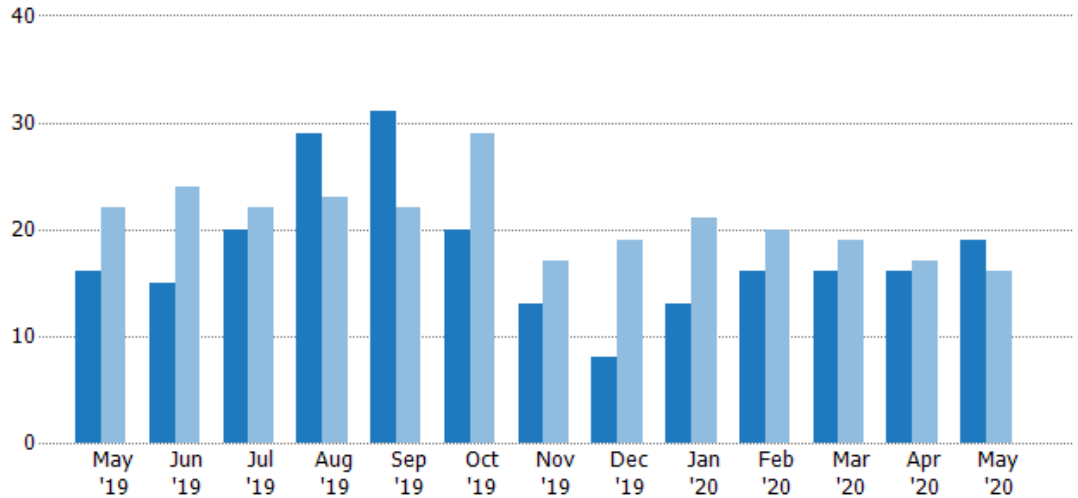
The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
May '20	19	18.8%
May '19	16	-27.3%
May '18	22	-4.5%



Current Year	16	15	20	29	31	20	13	8	13	16	16	16	19
Prior Year	22	24	22	23	22	29	17	19	21	20	19	17	16
Percent Change from Prior Year	-27%	-38%	-9%	26%	41%	-31%	-24%	-58%	-38%	-20%	-16%	-6%	19%

## Pending Sales Volume

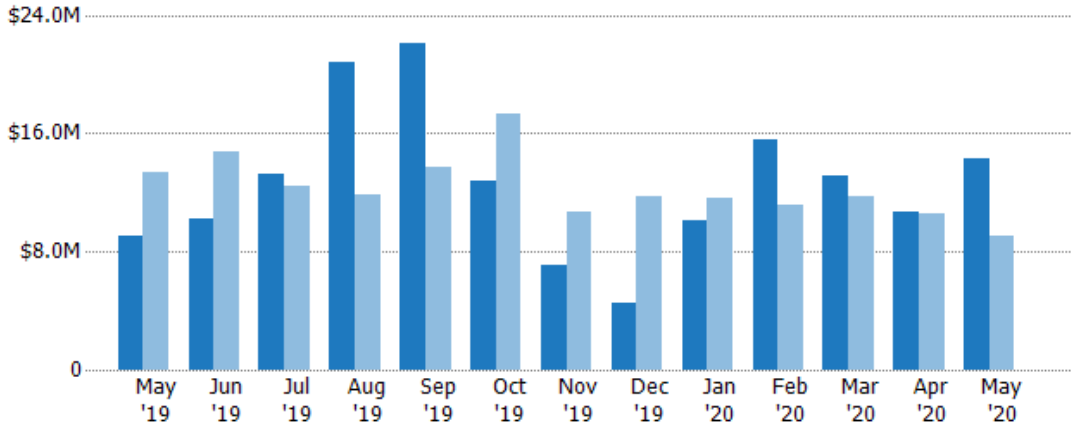
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
May '20	\$14.3M	57.9%
May '19	\$9.06M	-32.2%
May '18	\$13.4M	0.1%



Current Year	\$9.06M	\$10.3M	\$13.2M	\$20.8M	\$22M	\$12.8M	\$7.02M	\$4.54M	\$10.1M	\$15.6M	\$13.1M	\$10.7M	\$14.3M
Prior Year	\$13.4M	\$14.7M	\$12.4M	\$11.9M	\$13.7M	\$17.3M	\$10.7M	\$11.7M	\$11.6M	\$11.1M	\$11.8M	\$10.6M	\$9.06M
Percent Change from Prior Year	-32%	-30%	7%	75%	61%	-26%	-34%	-61%	-13%	41%	11%	1%	58%

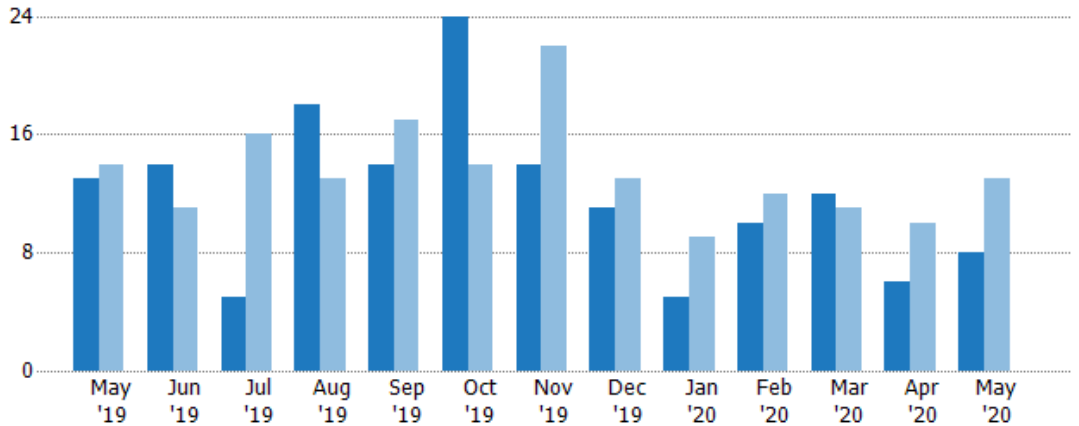
## Closed Sales

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.
May '20	8	-38.5%
May '19	13	-7.1%
May '18	14	-35.7%

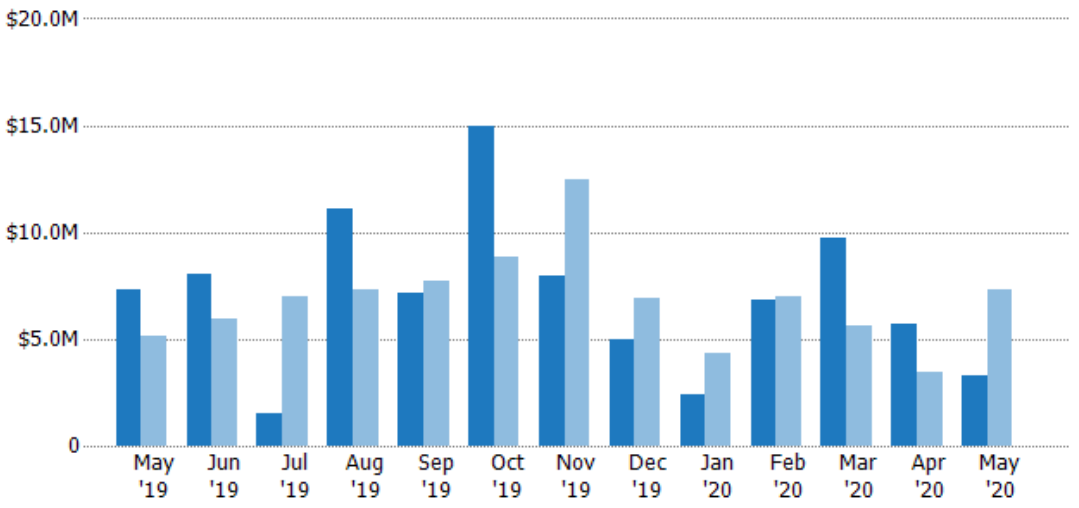
## Closed Sales Volume

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.
May '20	\$3.29M	-55%
May '19	\$7.3M	42%
May '18	\$5.14M	27.5%

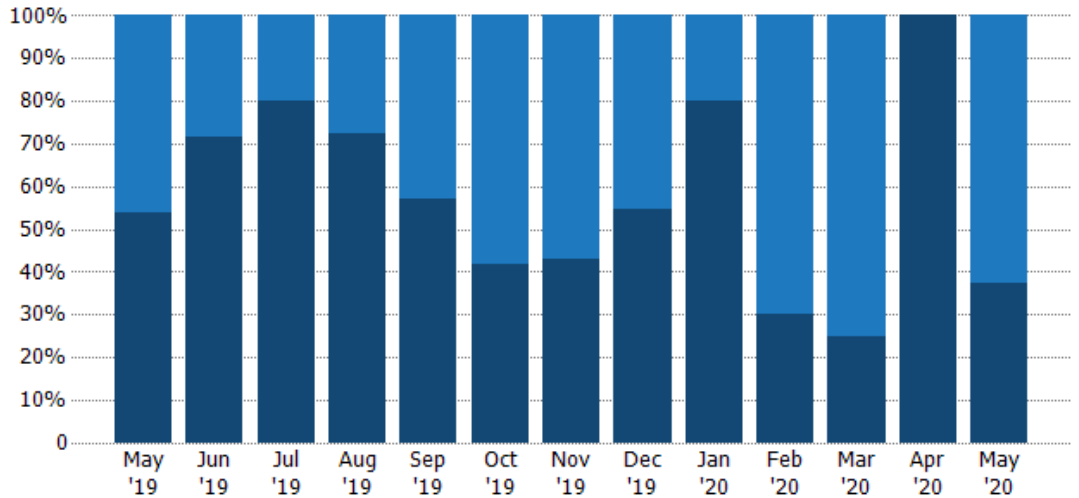
## Closed Sales by Property Type

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	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Condo/Townhouse	46%	29%	20%	28%	43%	58%	57%	45%	20%	70%	75%	-	63%
Single Family Residence	54%	71%	80%	72%	57%	42%	43%	55%	80%	30%	25%	100%	38%

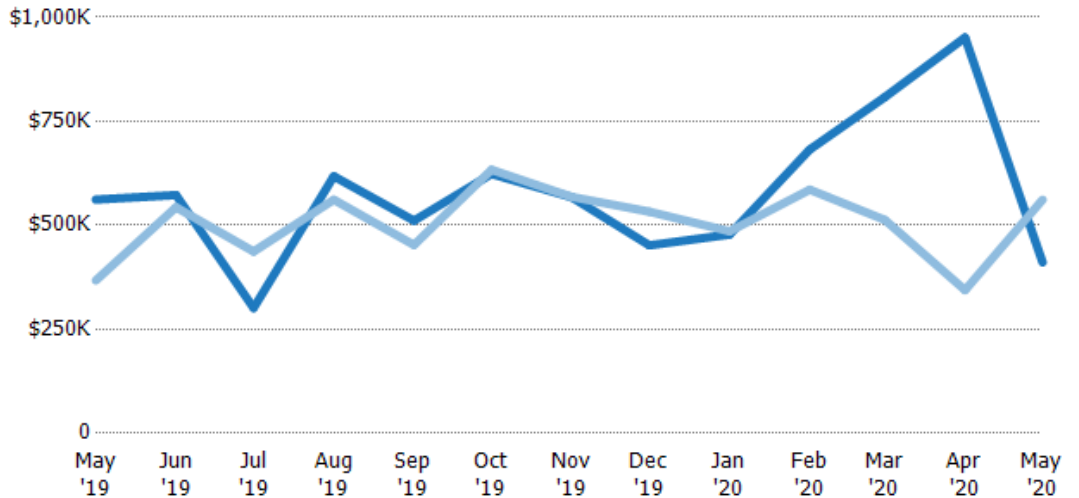
## Average Sales Price

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.
May '20	\$411K	-26.9%
May '19	\$562K	52.9%
May '18	\$367K	98.4%

Property Type	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$562K	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K
Prior Year	\$367K	\$543K	\$437K	\$561K	\$453K	\$633K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$562K
Percent Change from Prior Year	53%	5%	-31%	10%	13%	-2%	0%	-15%	-2%	17%	58%	176%	-27%

## Median Sales Price

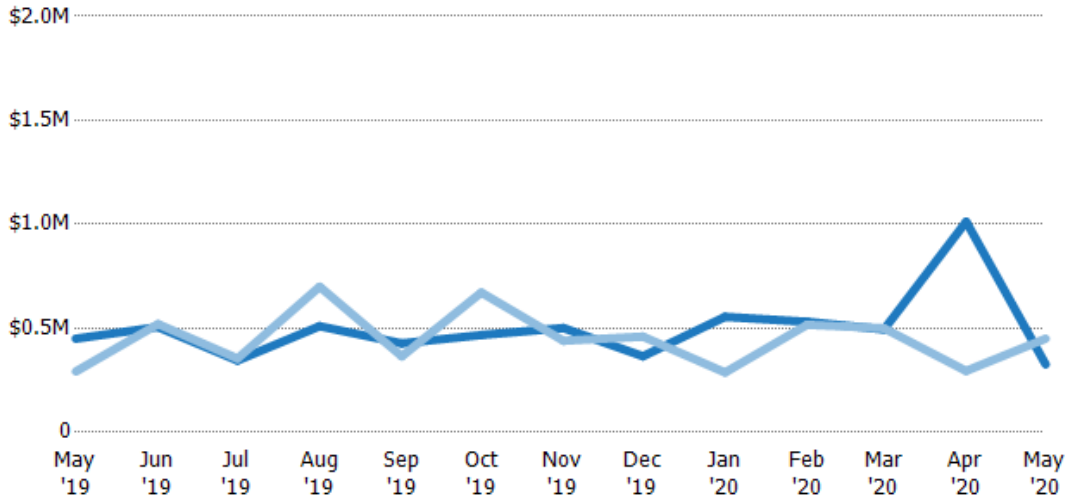
The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
May '20	\$326K	-27.5%
May '19	\$450K	53.9%
May '18	\$292K	42.8%



Current Year	\$450K	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K
Prior Year	\$292K	\$520K	\$355K	\$700K	\$365K	\$672K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$450K
Percent Change from Prior Year	54%	-3%	-3%	-27%	17%	-30%	14%	-21%	93%	3%	-1%	243%	-28%

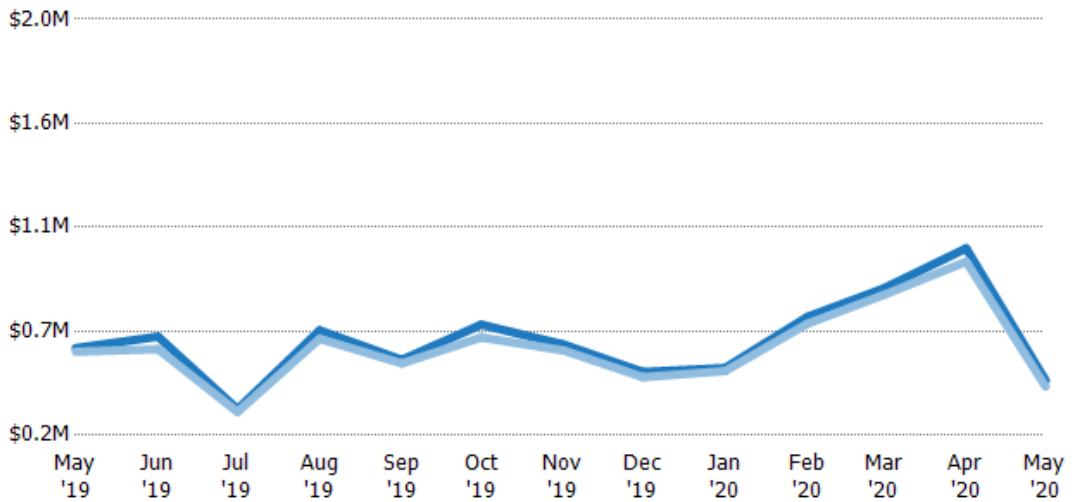
## Average Sales Price vs Average Listing Price

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	\$577K	\$627K	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K
Avg Sales Price	\$562K	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K
Avg Sales Price as a % of Avg List Price	97%	91%	96%	94%	97%	92%	96%	95%	97%	96%	97%	94%	94%

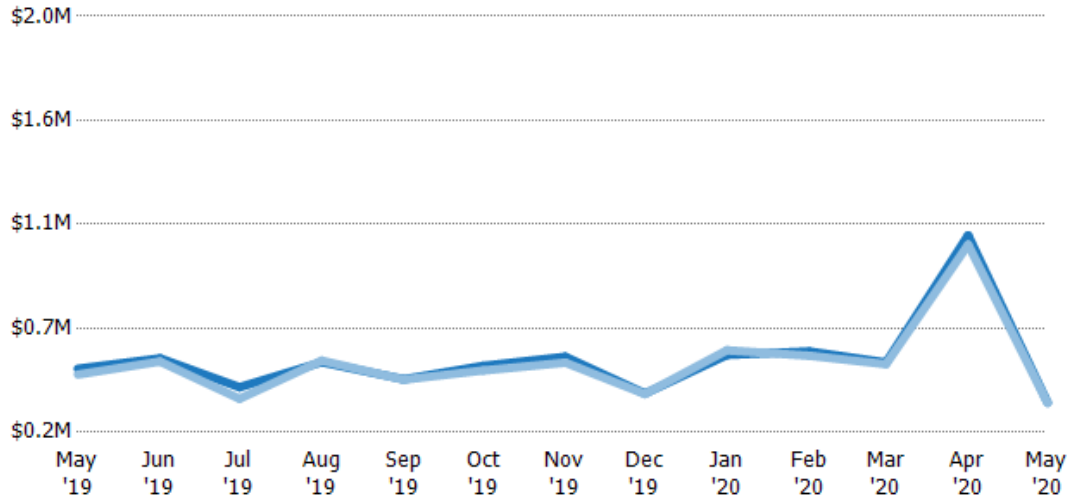
## Median Sales Price vs Median Listing Price

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



Median List Price	\$475K	\$520K	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K
Median Sales Price	\$450K	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K
Med Sales Price as a % of Med List Price	95%	97%	87%	101%	100%	96%	95%	99%	104%	97%	99%	96%	99%

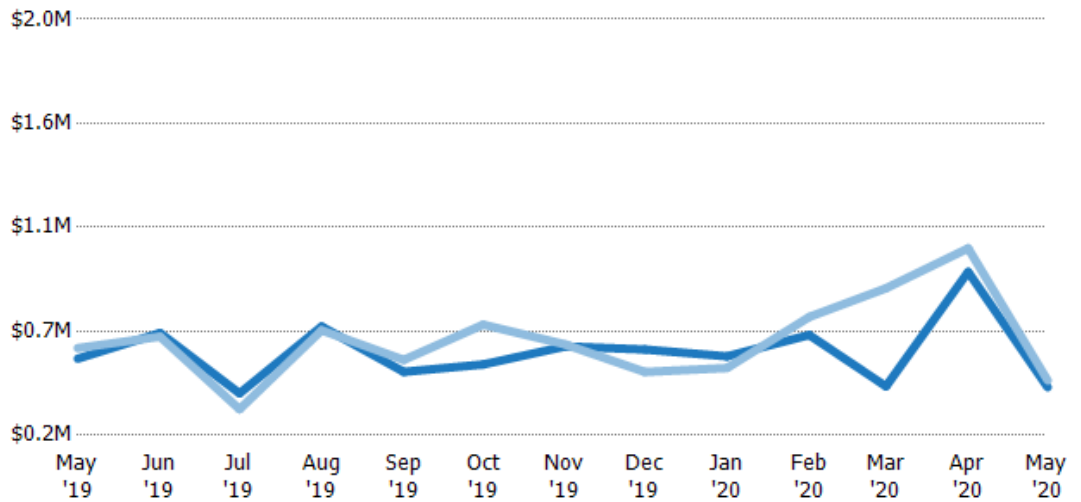
## Average Sales Price vs Average Est Value

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



Avg Est Value	\$532K	\$643K	\$381K	\$671K	\$474K	\$506K	\$585K	\$571K	\$542K	\$634K	\$412K	\$907K	\$408K
Avg Sales Price	\$577K	\$627K	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K
Avg Sales Price as a % of Avg Est Value	109%	98%	82%	98%	111%	134%	101%	83%	91%	112%	203%	111%	107%

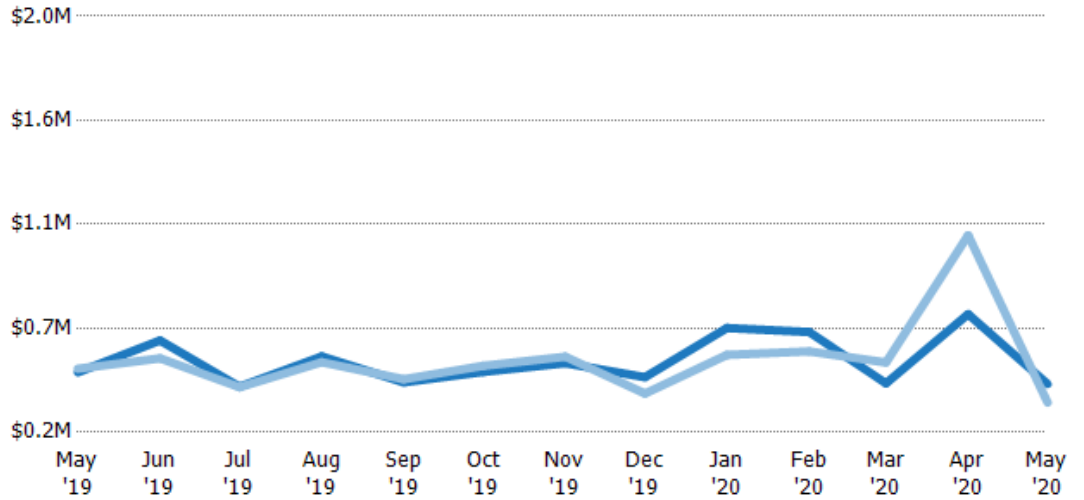
## Median Sales Price vs Median Est Value

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



Median Est Value	\$459K	\$597K	\$397K	\$528K	\$416K	\$461K	\$499K	\$438K	\$651K	\$634K	\$412K	\$711K	\$409K
Median Sales Price	\$475K	\$520K	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K
Med Sales Price as a % of Med Est Value	103%	87%	100%	95%	103%	106%	106%	84%	82%	87%	122%	148%	80%