

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	33	-6.1%	98	113	-13.3%
New Listing Volume	\$35,252,400	\$24,095,000	+46.3%	\$84,048,149	\$72,446,700	+16%
Active Listing Count	96	115	-16.5%	N/A	N/A	
Active Listing Volume	\$99,435,299	\$92,560,300	+7.4%	N/A	N/A	
Average Listing Price	\$1,035,784	\$804,872	+28.7%	\$1,072,087	\$834,806	+28.4%
Median Listing Price	\$689,500	\$549,000	+25.6%	\$684,635	\$552,935	+23.8%
Median Days in RPR	116	135	-14.1%	173	188.82	-8.4%
Months of Inventory	12	8.8	+35.7%	7.9	8.7	-9.8%
Absorption Rate	8.33%	11.3%	-3%	12.73%	11.49%	+1.2%
Sales Activity Charts Metrics						
New Pending Sales Count	18	17	+5.9%	77	82	-6.1%
New Pending Sales Volume	\$15,341,500	\$13,919,500	+10.2%	\$59,084,550	\$48,231,000	+22.5%
Pending Sales Count	24	15	+60%	N/A	N/A	
Pending Sales Volume	\$20,294,500	\$10,269,900	+97.6%	N/A	N/A	
Closed Sales Count	9	14	-35.7%	50	69	-27.5%
Closed Sales Volume	\$6,631,750	\$8,017,355	-17.3%	\$34,532,750	\$35,798,105	-3.5%
Average Sales Price	\$736,861	\$572,668	+28.7%	\$690,655	\$518,813	+33.1%
Median Sales Price	\$485,000	\$506,000	-4.2%	\$541,430	\$437,326	+23.8%

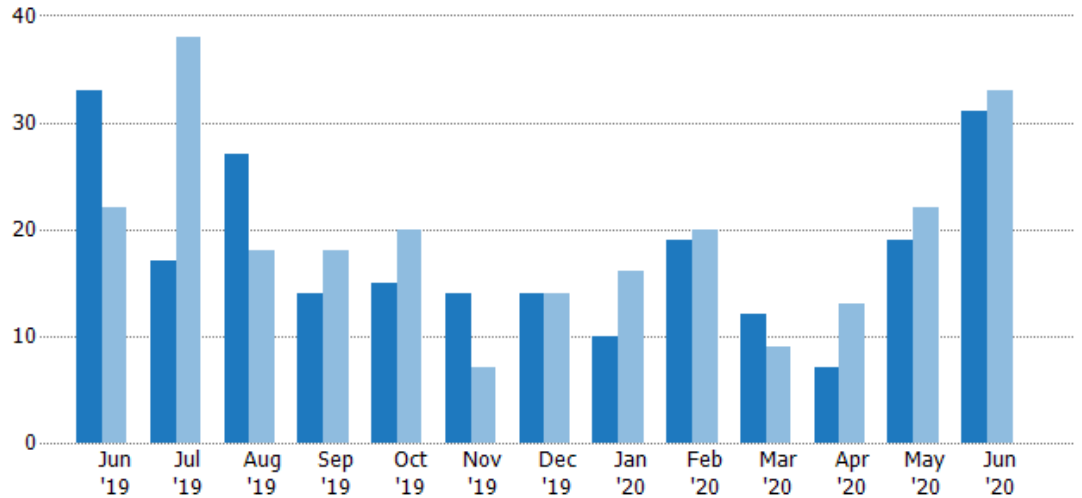
New Listings

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	Count	% Chg.
Jun '20	31	-6.1%
Jun '19	33	50%
Jun '18	22	40.9%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	33	17	27	14	15	14	14	10	19	12	7	19	31
Prior Year	22	38	18	18	20	7	14	16	20	9	13	22	33
Percent Change from Prior Year	50%	-55%	50%	-22%	-25%	100%	0%	-38%	-5%	33%	-46%	-14%	-6%

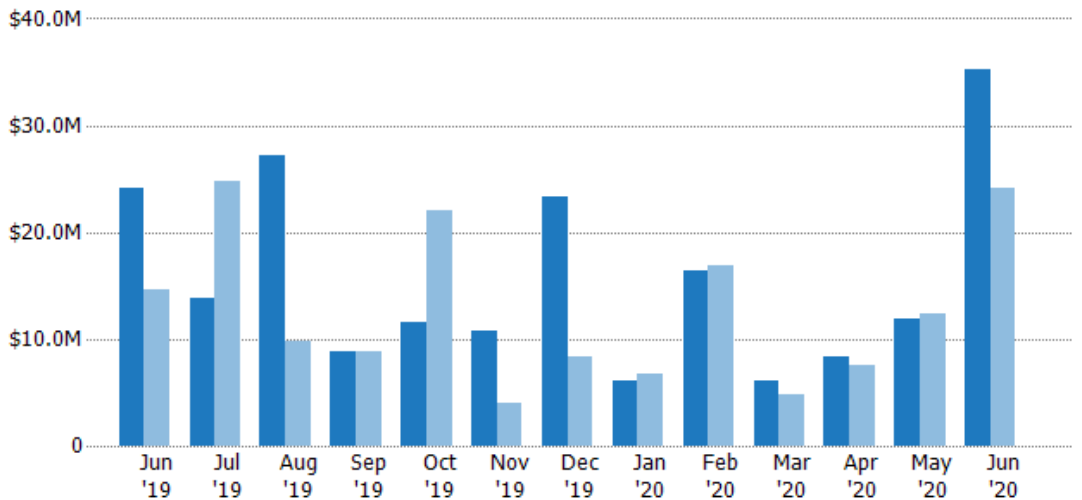
New Listing Volume

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.
Jun '20	\$35.3M	46.3%
Jun '19	\$24.1M	64.9%
Jun '18	\$14.6M	39.6%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$24.1M	\$13.9M	\$27.3M	\$8.84M	\$11.5M	\$10.8M	\$23.3M	\$6.01M	\$16.4M	\$6.06M	\$8.33M	\$11.9M	\$35.3M
Prior Year	\$14.6M	\$24.7M	\$9.74M	\$8.77M	\$22.1M	\$3.99M	\$8.31M	\$6.66M	\$17M	\$4.77M	\$7.6M	\$12.4M	\$24.1M
Percent Change from Prior Year	65%	-44%	180%	1%	-48%	171%	180%	-10%	-3%	27%	10%	-3%	46%

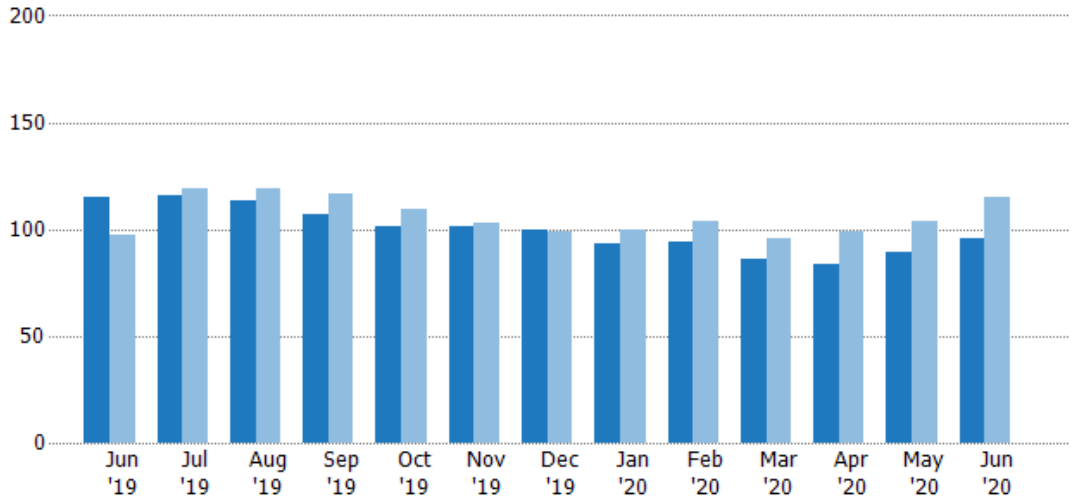
Active Listings

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	115	116	113	107	101	101	100	93	94	86	84	89	96
Prior Year	97	119	119	117	109	103	99	100	104	96	99	104	115
Percent Change from Prior Year	19%	-3%	-5%	-9%	-7%	-2%	1%	-7%	-10%	-10%	-15%	-14%	-17%

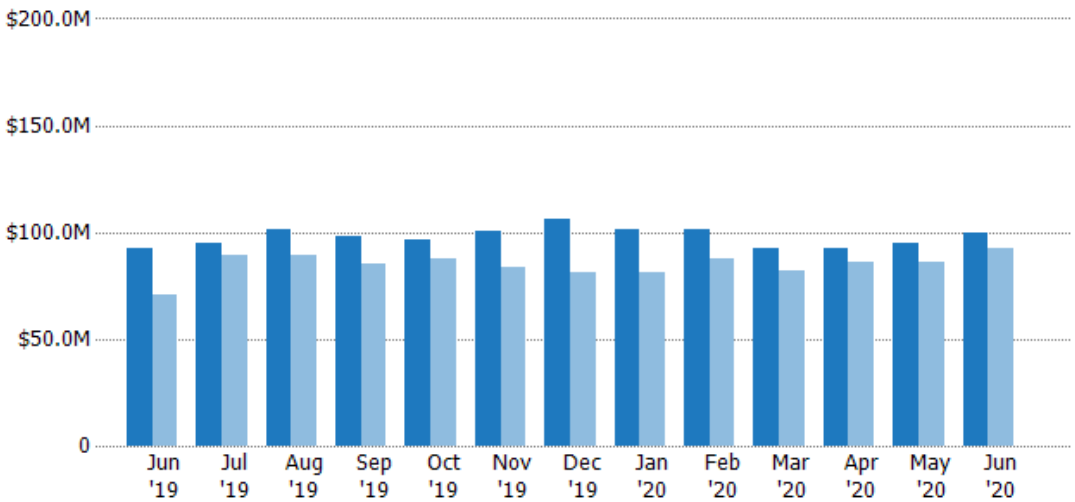
Active Listing Volume

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$92.6M	\$94.9M	\$101M	\$97.9M	\$96.8M	\$101M	\$106M	\$101M	\$101M	\$92.1M	\$92.1M	\$95M	\$99.4M
Prior Year	\$70.8M	\$89.3M	\$89.6M	\$84.9M	\$88M	\$83.3M	\$81.1M	\$81.6M	\$87.5M	\$81.8M	\$86.2M	\$86.3M	\$92.6M
Percent Change from Prior Year	31%	6%	13%	15%	10%	21%	30%	24%	16%	13%	7%	10%	7%

Average Listing Price

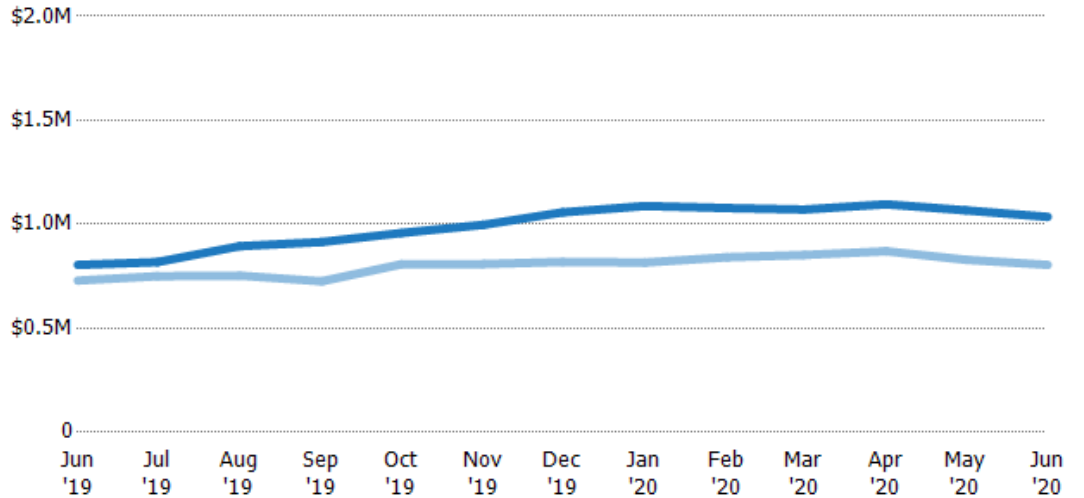
The average listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Jun '20	\$1.04M	28.7%
Jun '19	\$805K	10.3%
Jun '18	\$729K	4.2%



Current Year	\$805K	\$818K	\$895K	\$915K	\$958K	\$997K	\$1.06M	\$1.09M	\$1.08M	\$1.07M	\$1.1M	\$1.07M	\$1.04M
Prior Year	\$729K	\$750K	\$753K	\$726K	\$807K	\$809K	\$819K	\$816K	\$841K	\$852K	\$870K	\$829K	\$805K
Percent Change from Prior Year	10%	9%	19%	26%	19%	23%	29%	33%	28%	26%	26%	29%	29%

Median Listing Price

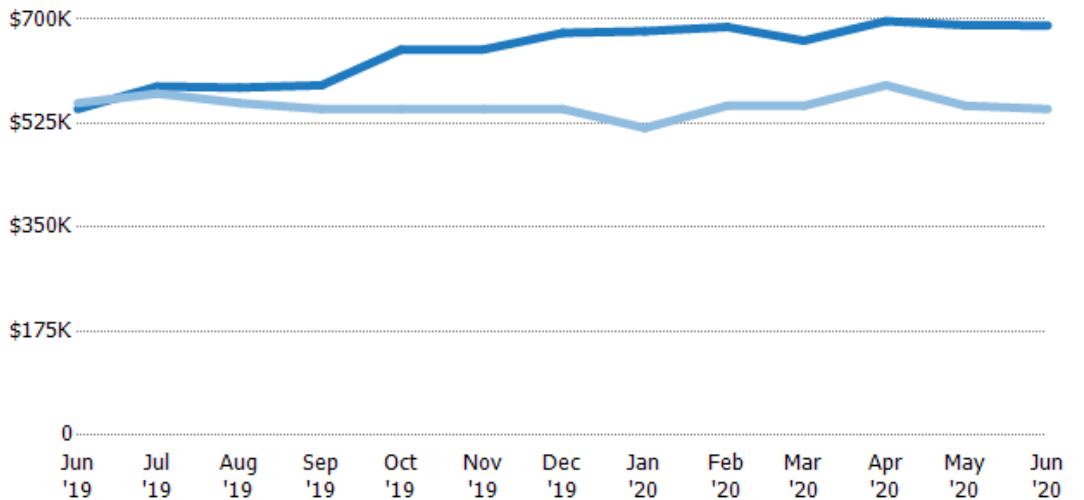
The median listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Jun '20	\$690K	25.6%
Jun '19	\$549K	-1.8%
Jun '18	\$559K	1.1%



Current Year	\$549K	\$587K	\$585K	\$589K	\$649K	\$649K	\$677K	\$680K	\$687K	\$664K	\$697K	\$690K	\$690K
Prior Year	\$559K	\$575K	\$559K	\$549K	\$549K	\$549K	\$549K	\$517K	\$555K	\$555K	\$589K	\$555K	\$549K
Percent Change from Prior Year	-2%	2%	5%	7%	18%	18%	23%	32%	24%	20%	18%	24%	26%

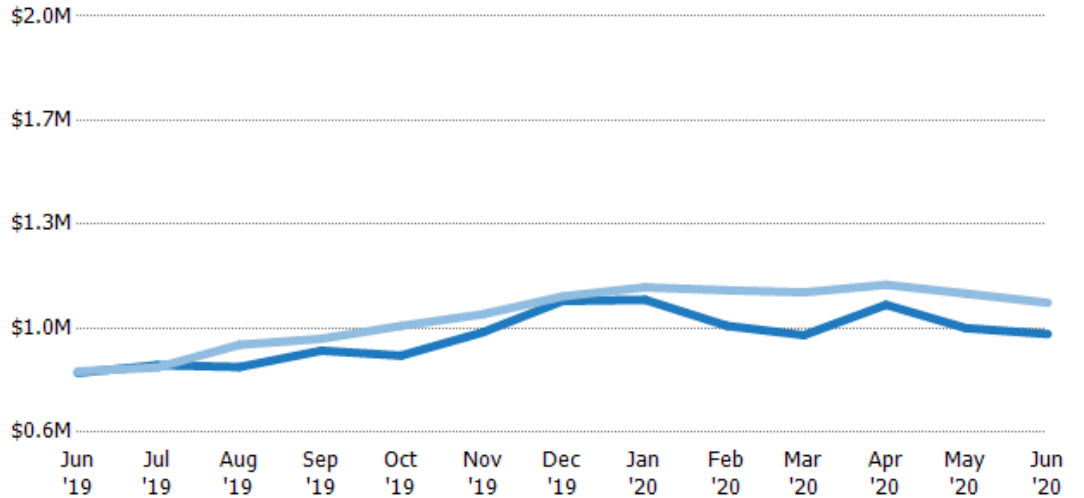
Average Listing Price vs Average Est Value

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	\$800K	\$826K	\$820K	\$875K	\$858K	\$937K	\$1.04M	\$1.05M	\$958K	\$927K	\$1.03M	\$951K	\$931K
Avg Listing Price	\$805K	\$818K	\$895K	\$915K	\$958K	\$997K	\$1.06M	\$1.09M	\$1.08M	\$1.07M	\$1.1M	\$1.07M	\$1.04M
Avg Listing Price as a % of Avg Est Value	101%	99%	109%	105%	112%	106%	101%	104%	113%	116%	107%	112%	111%

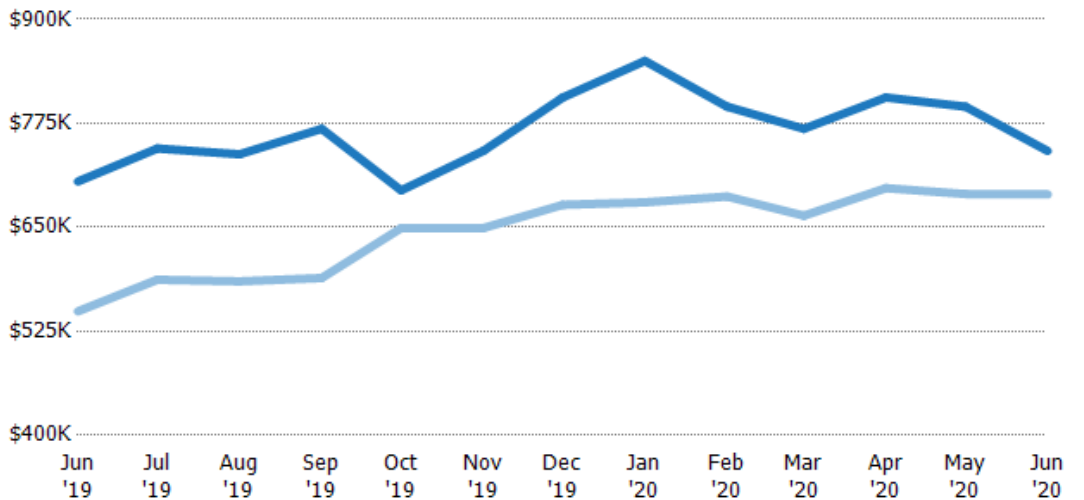
Median Listing Price vs Median Est Value

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



Median Est Value	\$705K	\$745K	\$738K	\$768K	\$694K	\$742K	\$806K	\$850K	\$795K	\$768K	\$806K	\$795K	\$742K
Median Listing Price	\$549K	\$587K	\$585K	\$589K	\$649K	\$649K	\$677K	\$680K	\$687K	\$664K	\$697K	\$690K	\$690K
Med Listing Price as a % of Med Est Value	78%	79%	79%	77%	93%	87%	84%	80%	86%	86%	86%	87%	93%

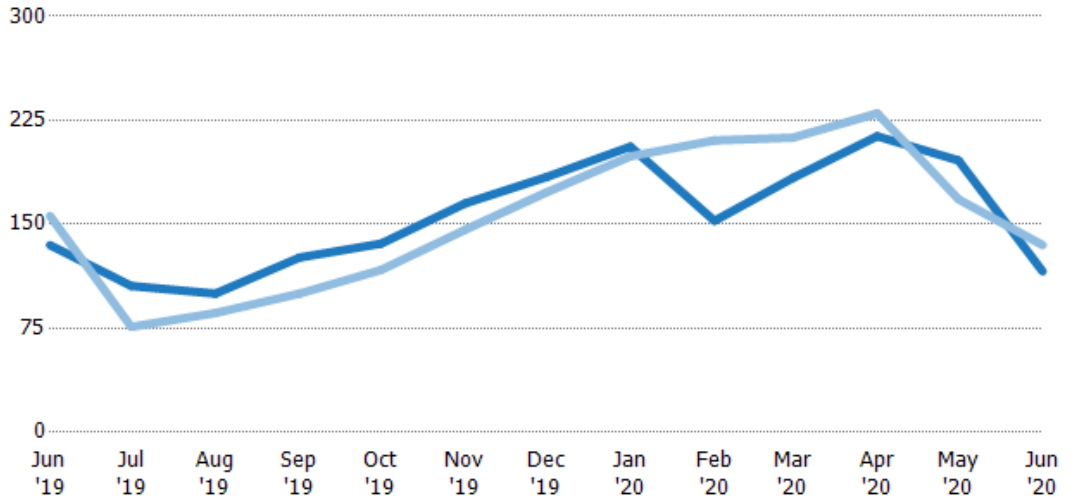
Median Days in RPR

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.
Jun '20	116	-14.1%
Jun '19	135	-13.5%
Jun '18	156	-14.7%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	135	106	100	126	136	165	184	206	153	184	214	196	116
Prior Year	156	76	86	100	117	146	173	199	211	213	230	168	135
Percent Change from Prior Year	-13%	39%	16%	26%	16%	13%	6%	4%	-28%	-14%	-7%	17%	-14%

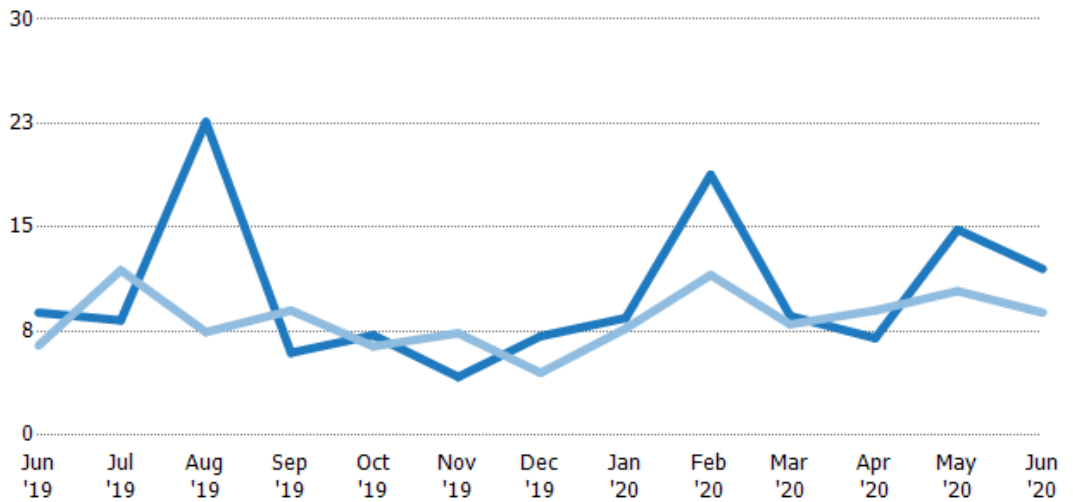
Months of Inventory

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



Month/Year	Months	% Chg.
Jun '20	12	35.7%
Jun '19	8.85	36.8%
Jun '18	6.47	133.9%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	8.85	8.29	22.6	5.94	7.21	4.21	7.14	8.45	18.8	8.6	7	14.8	12
Prior Year	6.47	11.9	7.44	9	6.41	7.36	4.5	7.69	11.6	8	9	10.4	8.85
Percent Change from Prior Year	37%	-30%	204%	-34%	13%	-43%	59%	10%	63%	8%	-22%	43%	36%

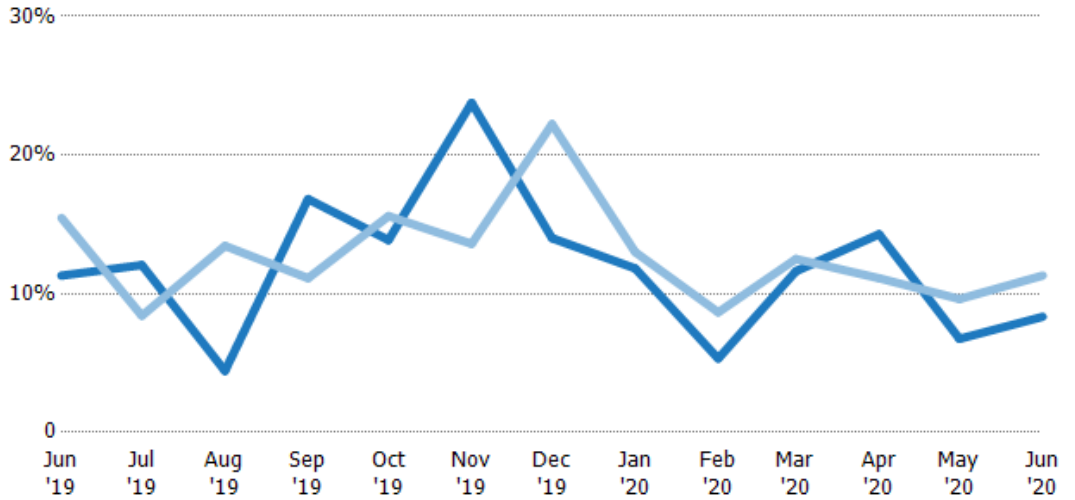
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	11%	12%	4%	17%	14%	24%	14%	12%	5%	12%	14%	7%	8%
Prior Year	15%	8%	13%	11%	16%	14%	22%	13%	9%	13%	11%	10%	11%
Change from Prior Year	4%	-4%	9%	-6%	2%	-10%	8%	1%	3%	1%	-3%	3%	3%

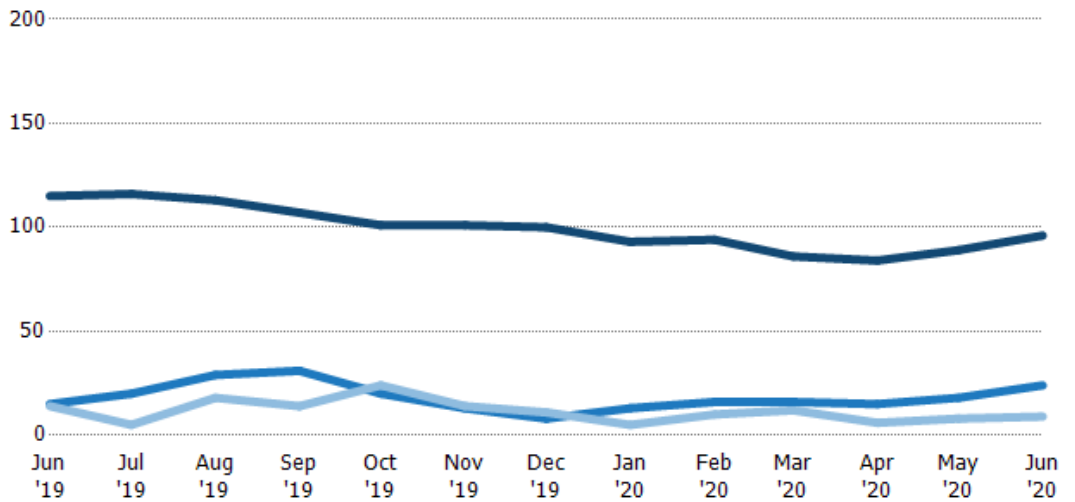
Active/Pending/Sold Units

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	115	116	113	107	101	101	100	93	94	86	84	89	96
Pending	15	20	29	31	20	13	8	13	16	16	15	18	24
Sold	14	5	18	14	24	14	11	5	10	12	6	8	9

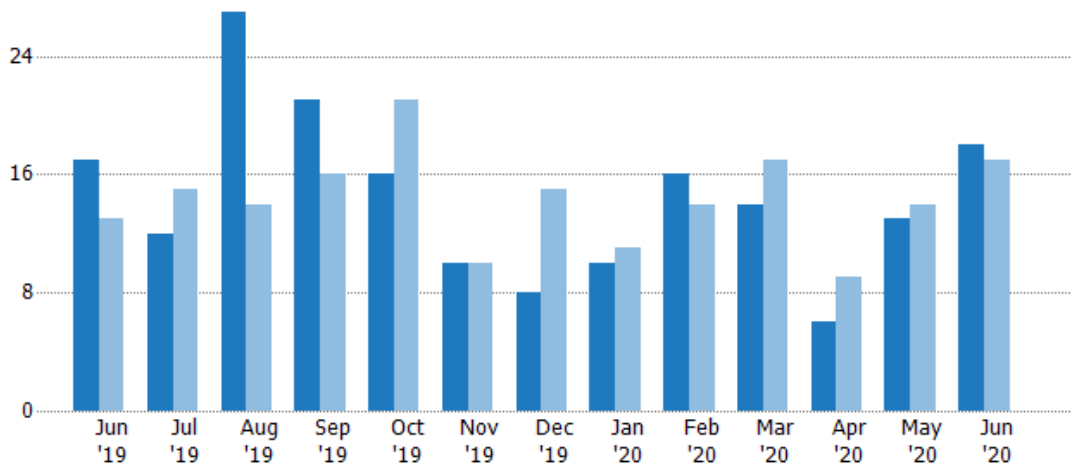
New Pending Sales

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.
Jun '20	18	5.9%
Jun '19	17	30.8%
Jun '18	13	46.2%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	17	12	27	21	16	10	8	10	16	14	6	13	18
Prior Year	13	15	14	16	21	10	15	11	14	17	9	14	17
Percent Change from Prior Year	31%	-20%	93%	31%	-24%	0%	-47%	-9%	14%	-18%	-33%	-7%	6%

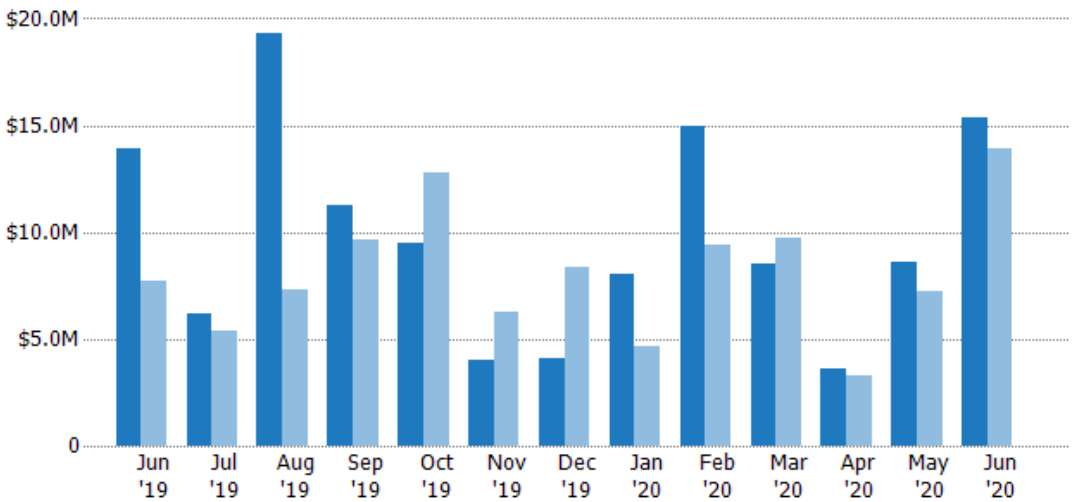
New Pending Sales Volume

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.
Jun '20	\$15.3M	10.2%
Jun '19	\$13.9M	80%
Jun '18	\$7.73M	32.2%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$13.9M	\$6.21M	\$19.3M	\$11.3M	\$9.47M	\$3.97M	\$4.13M	\$8.02M	\$15M	\$8.52M	\$3.6M	\$8.61M	\$15.3M
Prior Year	\$7.73M	\$5.42M	\$7.3M	\$9.67M	\$12.8M	\$6.25M	\$8.39M	\$4.66M	\$9.39M	\$9.74M	\$3.27M	\$7.25M	\$13.9M
Percent Change from Prior Year	80%	15%	165%	17%	-26%	-36%	-51%	72%	60%	-13%	10%	19%	10%

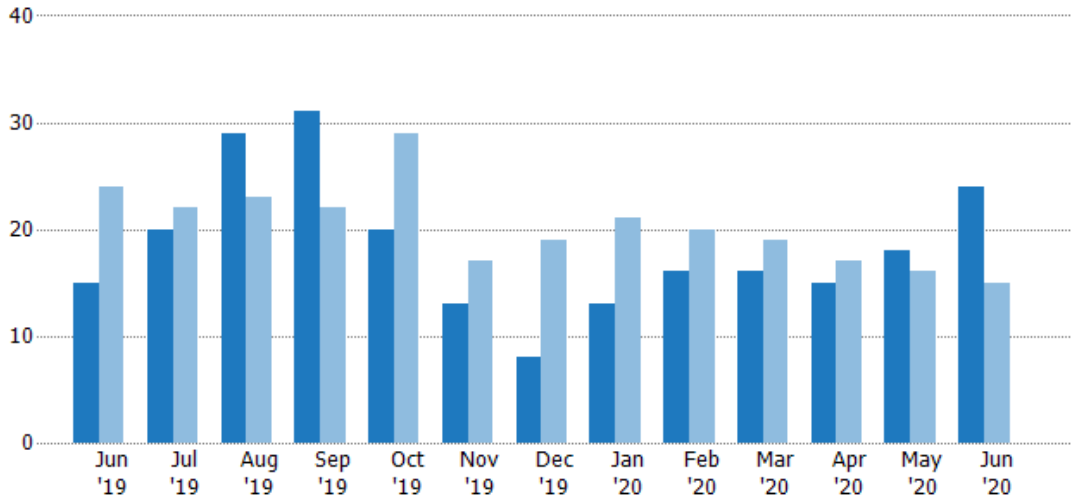
Pending Sales

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.
Jun '20	24	60%
Jun '19	15	-37.5%
Jun '18	24	4.2%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	15	20	29	31	20	13	8	13	16	16	15	18	24
Prior Year	24	22	23	22	29	17	19	21	20	19	17	16	15
Percent Change from Prior Year	-38%	-9%	26%	41%	-31%	-24%	-58%	-38%	-20%	-16%	-12%	13%	60%

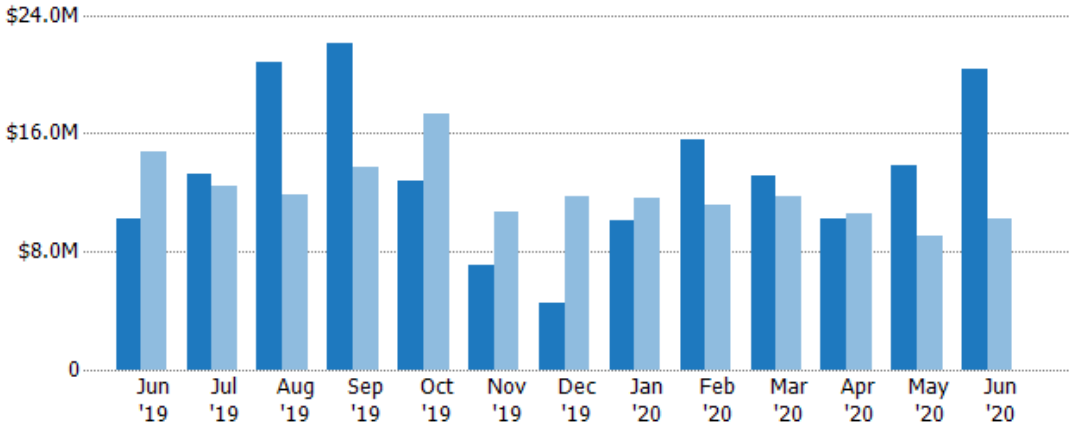
Pending Sales Volume

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.
Jun '20	\$20.3M	97.6%
Jun '19	\$10.3M	-30.4%
Jun '18	\$14.7M	9.5%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$10.3M	\$13.2M	\$20.8M	\$22M	\$12.8M	\$7.02M	\$4.54M	\$10.1M	\$15.6M	\$13.1M	\$10.3M	\$13.9M	\$20.3M
Prior Year	\$14.7M	\$12.4M	\$11.9M	\$13.7M	\$17.3M	\$10.7M	\$11.7M	\$11.6M	\$11.1M	\$11.8M	\$10.6M	\$9.06M	\$10.3M
Percent Change from Prior Year	-30%	7%	75%	61%	-26%	-34%	-61%	-13%	41%	11%	-3%	53%	98%

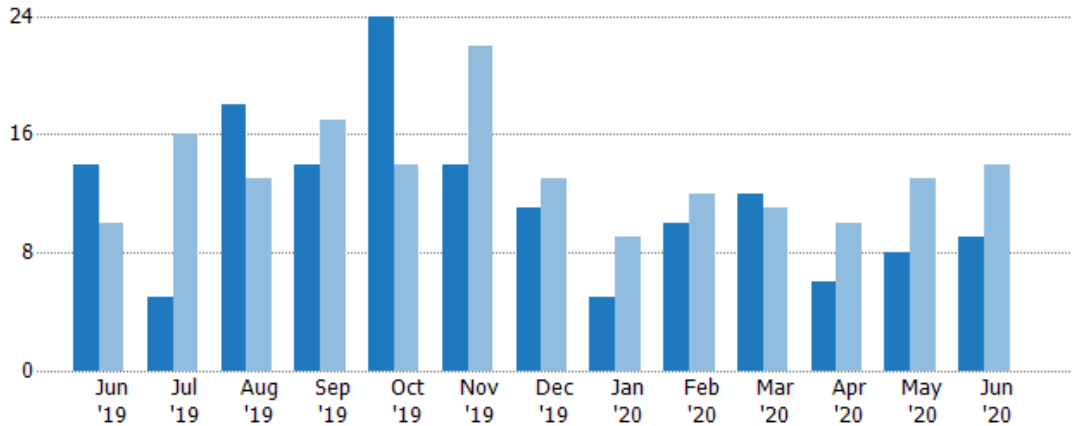
Closed Sales

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.
Jun '20	9	-35.7%
Jun '19	14	40%
Jun '18	10	40%

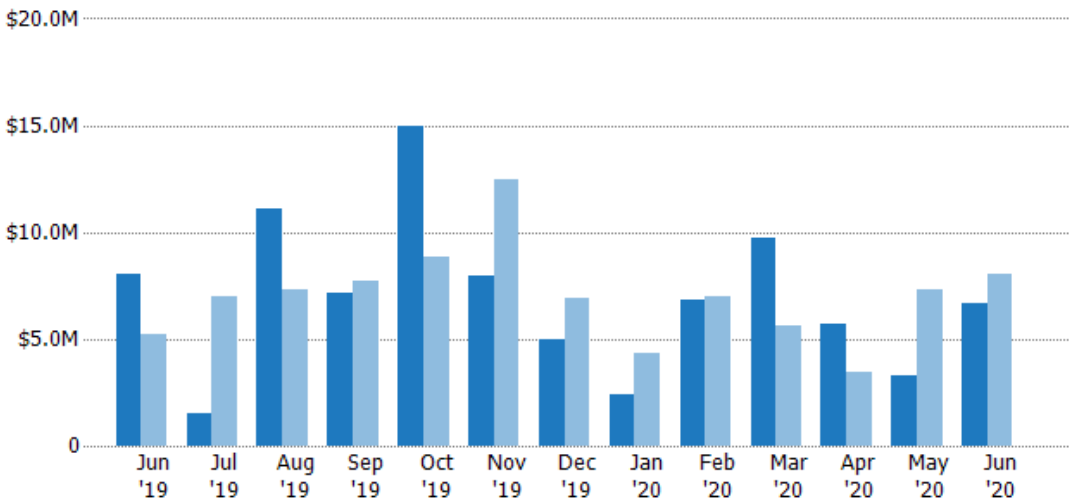
Closed Sales Volume

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.
Jun '20	\$6.63M	-17.3%
Jun '19	\$8.02M	52.8%
Jun '18	\$5.25M	17.4%

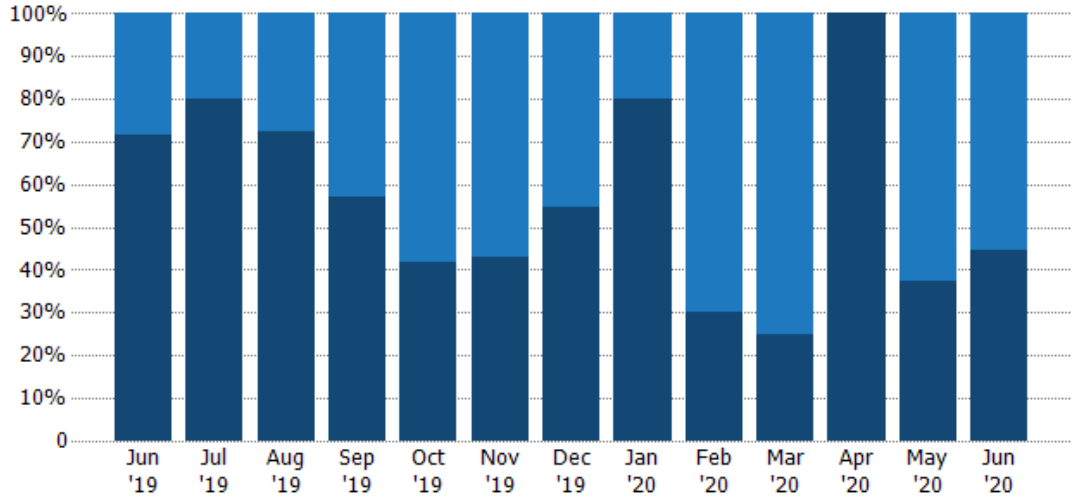
Closed Sales by Property Type

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	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Condo/Townhouse	29%	20%	28%	43%	58%	57%	45%	20%	70%	75%	-	63%	56%
Single Family Residence	71%	80%	72%	57%	42%	43%	55%	80%	30%	25%	100%	38%	44%

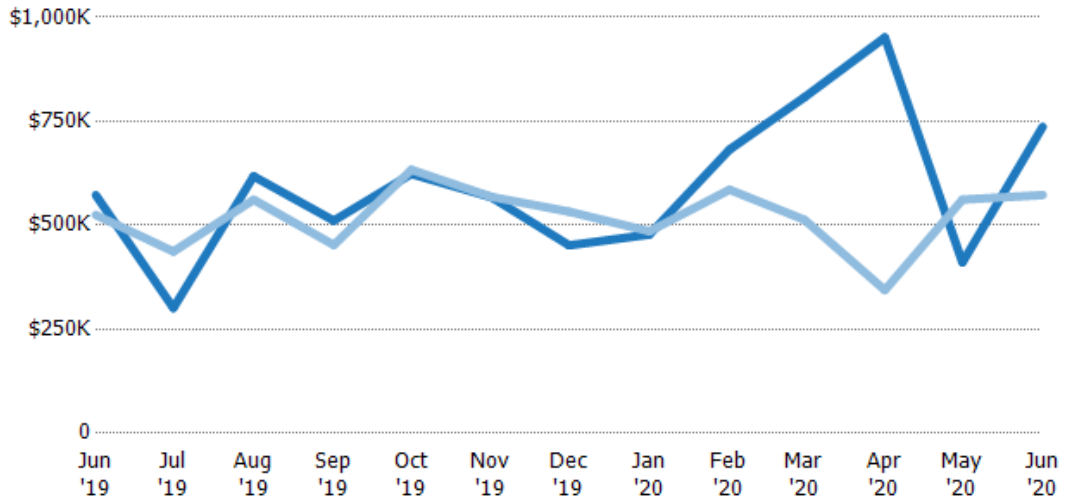
Average Sales Price

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.
Jun '20	\$737K	28.7%
Jun '19	\$573K	9.1%
Jun '18	\$525K	-16.1%

Property Type	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K
Prior Year	\$525K	\$437K	\$561K	\$453K	\$633K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$562K	\$573K
Percent Change from Prior Year	9%	-31%	10%	13%	-2%	0%	-15%	-2%	17%	58%	176%	-27%	29%

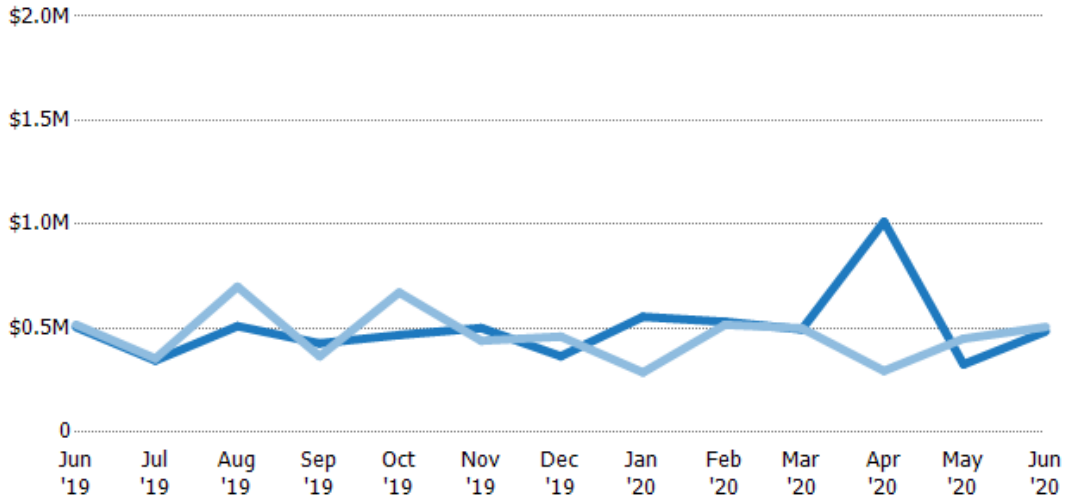
Median Sales Price

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



Current Year	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K
Prior Year	\$518K	\$355K	\$700K	\$365K	\$672K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$450K	\$506K
Percent Change from Prior Year	-2%	-3%	-27%	17%	-30%	14%	-21%	93%	3%	-1%	243%	-28%	-4%

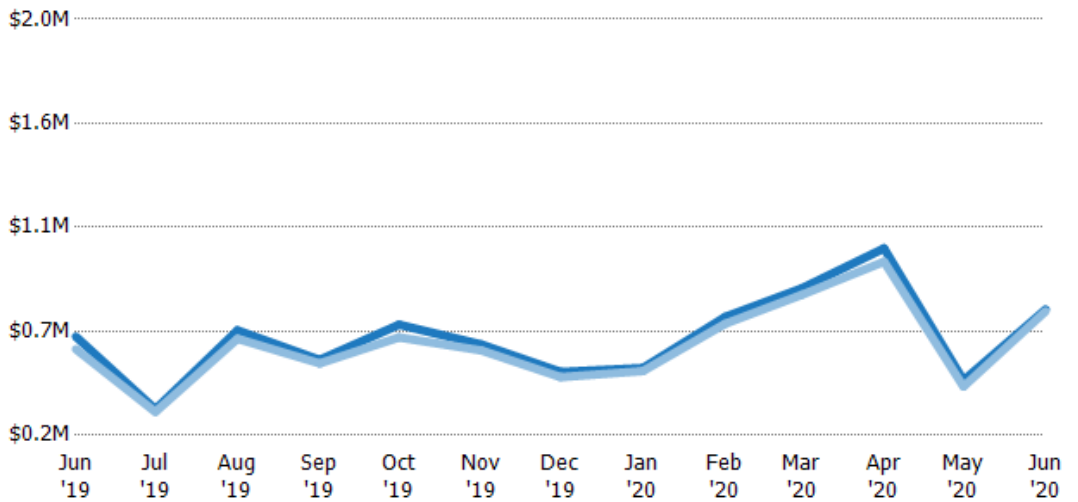
Average Sales Price vs Average Listing Price

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	\$627K	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K
Avg Sales Price	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K
Avg Sales Price as a % of Avg List Price	91%	96%	94%	97%	92%	96%	95%	97%	96%	97%	94%	94%	99%

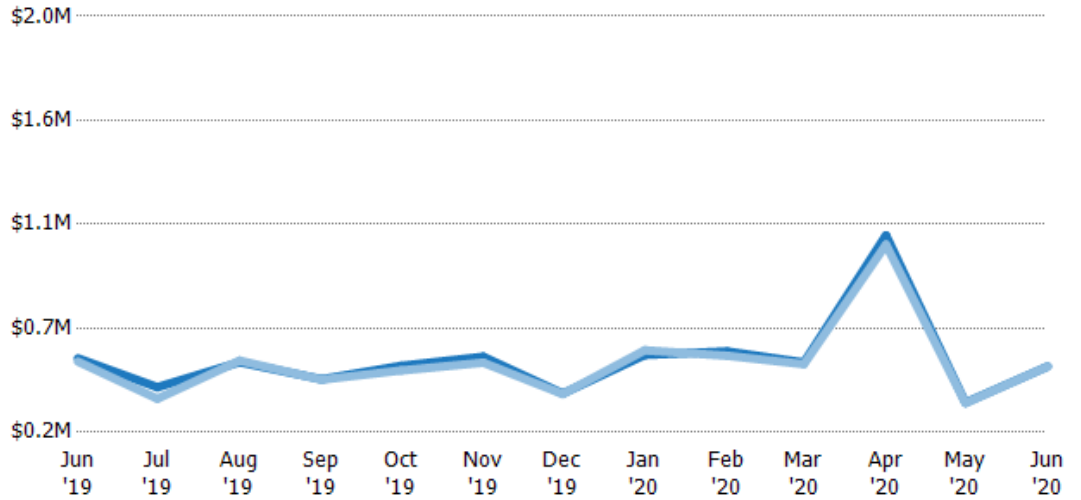
Median Sales Price vs Median Listing Price

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	\$520K	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K
Median Sales Price	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K
Med Sales Price as a % of Med List Price	97%	87%	101%	100%	96%	95%	99%	104%	97%	99%	96%	99%	100%

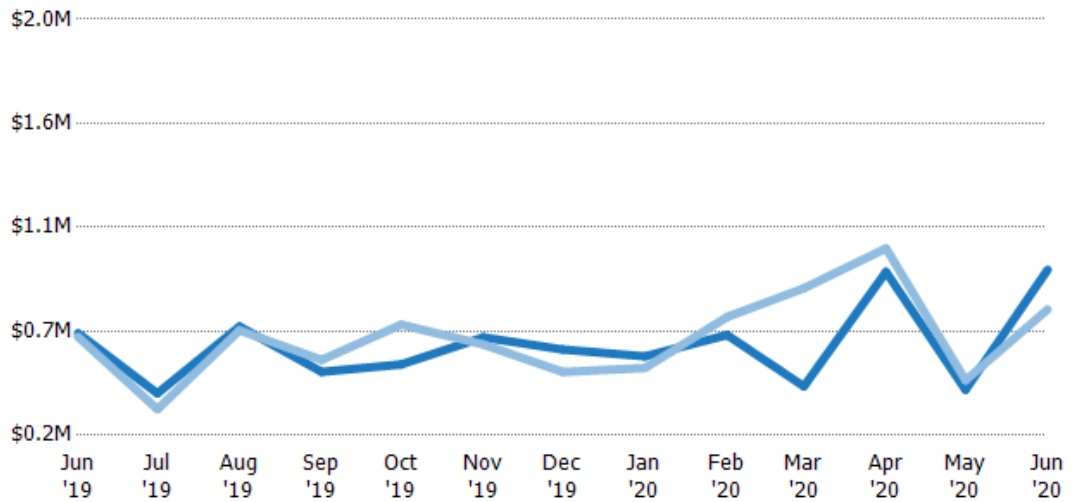
Average Sales Price vs Average Est Value

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	\$642K	\$381K	\$671K	\$474K	\$506K	\$624K	\$571K	\$542K	\$634K	\$412K	\$907K	\$397K	\$916K
Avg Sales Price	\$627K	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K
Avg Sales Price as a % of Avg Est Value	98%	82%	98%	111%	134%	95%	83%	91%	112%	203%	111%	110%	81%

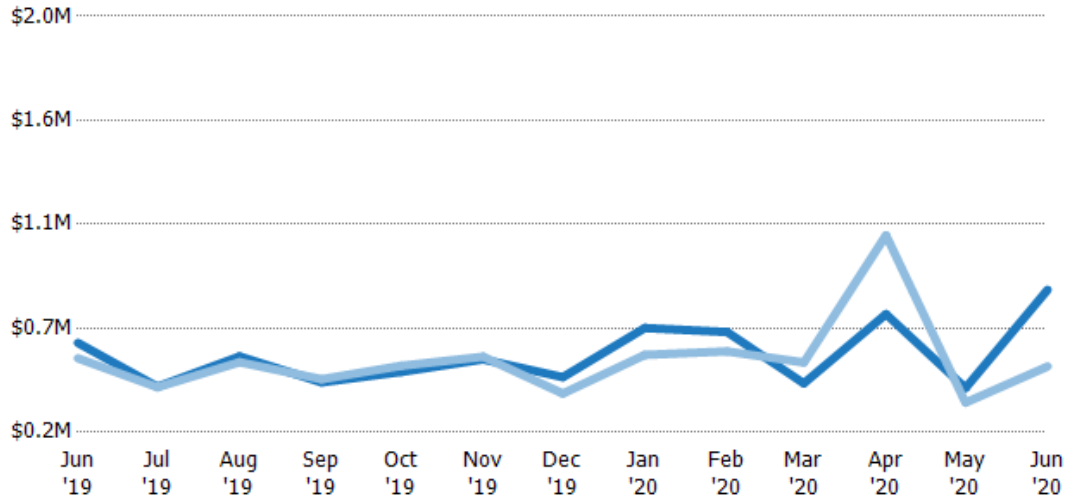
Median Sales Price vs Median Est Value

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	\$587K	\$397K	\$528K	\$416K	\$461K	\$515K	\$438K	\$651K	\$634K	\$412K	\$711K	\$391K	\$817K
Median Sales Price	\$520K	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K
Med Sales Price as a % of Med Est Value	89%	100%	95%	103%	106%	102%	84%	82%	87%	122%	148%	84%	59%