

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	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	31	16	+93.8%	128	128	+/-
New Listing Volume	\$31,592,899	\$13,139,000	+140.5%	\$114,851,048	\$83,882,700	+36.9%
Active Listing Count	84	115	-27%	N/A	N/A	
Active Listing Volume	\$97,391,700	\$94,560,700	+3%	N/A	N/A	
Average Listing Price	\$1,159,425	\$822,267	+41%	\$1,074,672	\$839,700	+28%
Median Listing Price	\$692,500	\$585,000	+18.4%	\$665,576	\$555,488	+19.8%
Median Days in RPR	75.5	131	-42.4%	146.85	183.23	-19.9%
Months of Inventory	9.3	8.2	+13.6%	8.6	8.6	+0.5%
Absorption Rate	10.71%	12.17%	-1.5%	11.61%	11.66%	-0.1%
Sales Activity Charts Metrics						
New Pending Sales Count	45	12	+275%	122	92	+32.6%
New Pending Sales Volume	\$37,608,198	\$6,212,500	+505.4%	\$96,692,748	\$53,163,500	+81.9%
Pending Sales Count	45	20	+125%	N/A	N/A	
Pending Sales Volume	\$38,026,498	\$13,234,500	+187.3%	N/A	N/A	
Closed Sales Count	18	5	+260%	68	73	-6.8%
Closed Sales Volume	\$13,841,167	\$1,506,000	+819.1%	\$48,373,917	\$36,684,105	+31.9%
Average Sales Price	\$768,954	\$301,200	+155.3%	\$711,381	\$502,522	+41.6%
Median Sales Price	\$567,500	\$345,000	+64.5%	\$548,331	\$420,144	+30.5%

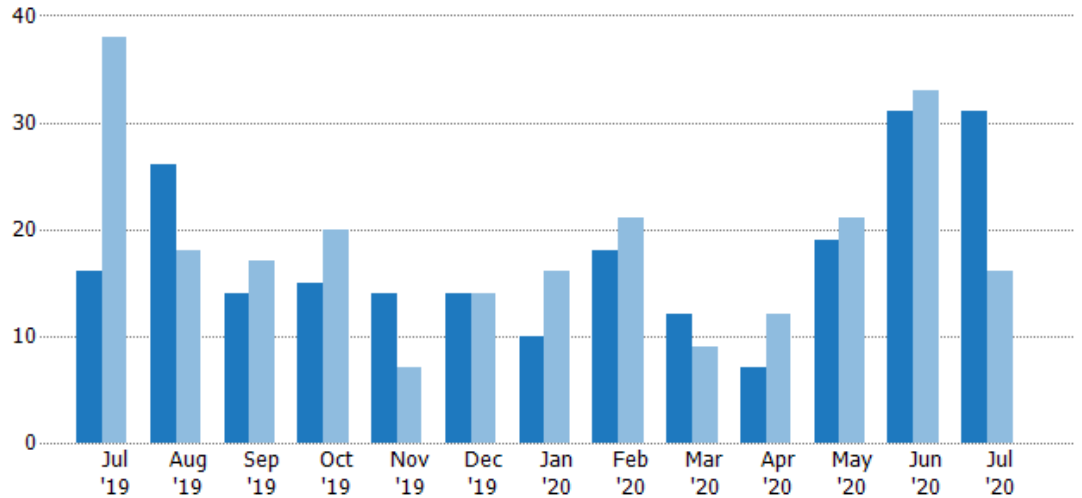
New Listings

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	16	26	14	15	14	14	10	18	12	7	19	31	31
Prior Year	38	18	17	20	7	14	16	21	9	12	21	33	16
Percent Change from Prior Year	-58%	44%	-18%	-25%	100%	0%	-38%	-14%	33%	-42%	-10%	-6%	94%

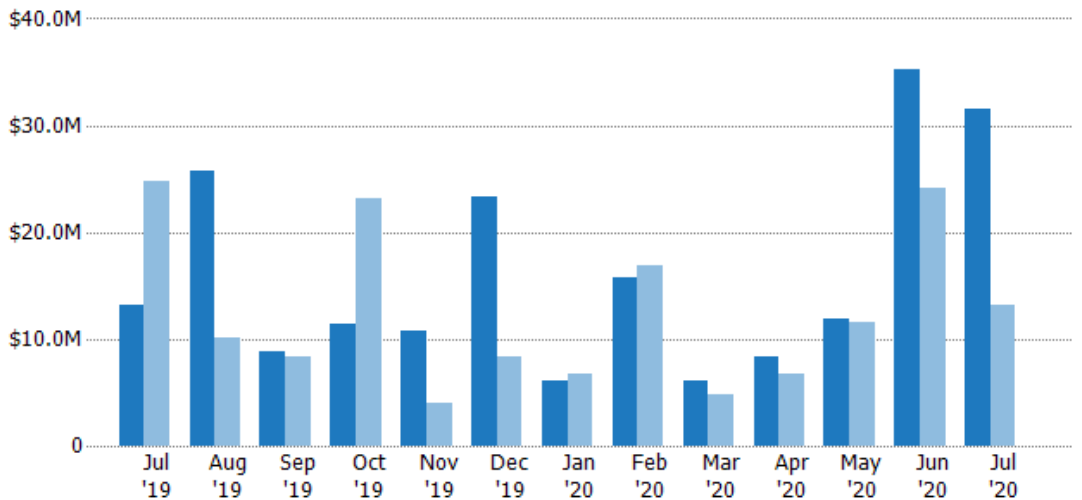
New Listing Volume

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$13.1M	\$25.8M	\$8.84M	\$11.3M	\$10.8M	\$23.3M	\$6.01M	\$15.7M	\$6.06M	\$8.33M	\$11.9M	\$35.3M	\$31.6M
Prior Year	\$24.7M	\$10M	\$8.27M	\$23.1M	\$3.99M	\$8.31M	\$6.66M	\$16.9M	\$4.77M	\$6.7M	\$11.6M	\$24.1M	\$13.1M
Percent Change from Prior Year	-47%	157%	7%	-51%	171%	180%	-10%	-7%	27%	24%	3%	46%	140%

Active Listings

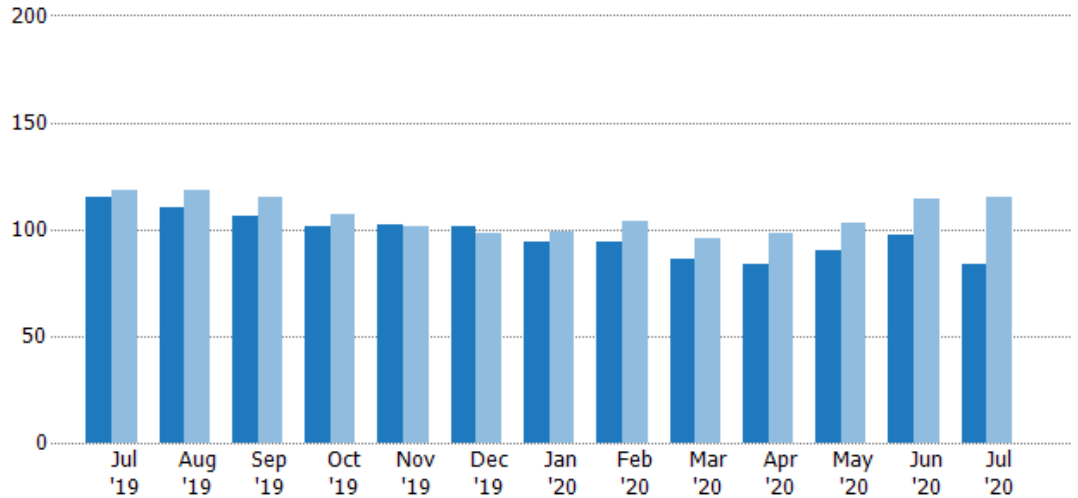
The number of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Jul '20	84	-27%
Jul '19	115	-2.5%
Jul '18	118	3.4%



Current Year	115	110	106	101	102	101	94	94	86	84	90	97	84
Prior Year	118	118	115	107	101	98	99	104	96	98	103	114	115
Percent Change from Prior Year	-3%	-7%	-8%	-6%	1%	3%	-5%	-10%	-10%	-14%	-13%	-15%	-27%

Active Listing Volume

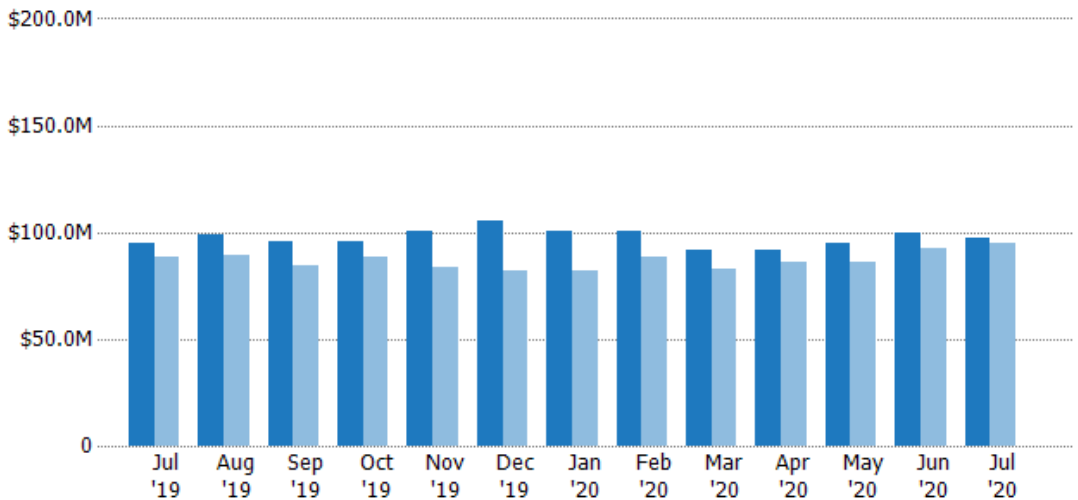
The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Jul '20	\$97.4M	3%
Jul '19	\$94.6M	6.7%
Jul '18	\$88.6M	3.1%



Current Year	\$94.6M	\$98.6M	\$96M	\$95.3M	\$100M	\$105M	\$101M	\$101M	\$91.5M	\$91.3M	\$95.1M	\$99.5M	\$97.4M
Prior Year	\$88.6M	\$89.3M	\$84.1M	\$88.2M	\$83.5M	\$81.8M	\$82.3M	\$88.4M	\$82.5M	\$86.1M	\$85.9M	\$92.4M	\$94.6M
Percent Change from Prior Year	7%	10%	14%	8%	20%	29%	22%	14%	11%	6%	11%	8%	3%

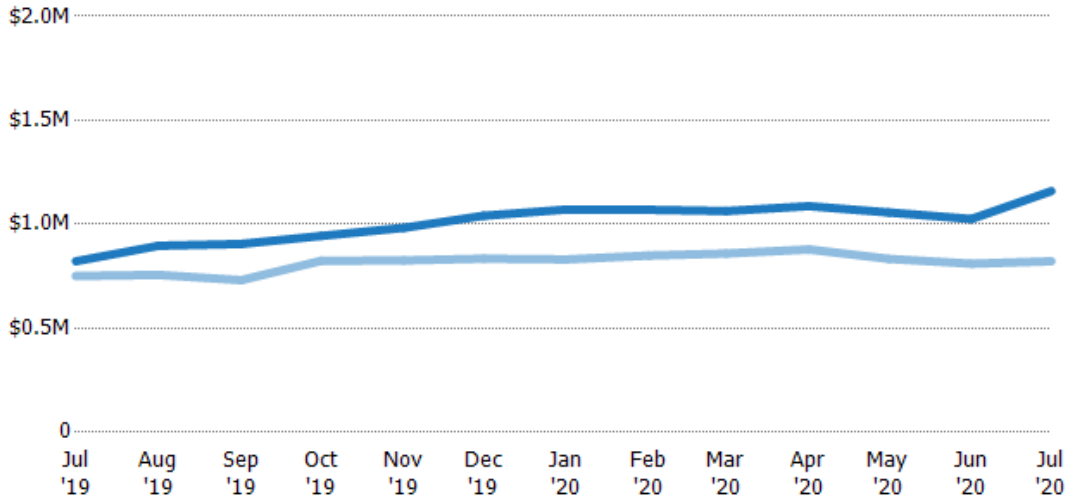
Average Listing Price

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$822K	\$897K	\$906K	\$944K	\$983K	\$1.04M	\$1.07M	\$1.07M	\$1.06M	\$1.09M	\$1.06M	\$1.03M	\$1.16M
Prior Year	\$751K	\$757K	\$731K	\$824K	\$827K	\$835K	\$831K	\$850K	\$859K	\$879K	\$834K	\$811K	\$822K
Percent Change from Prior Year	9%	18%	24%	15%	19%	25%	29%	26%	24%	24%	27%	26%	41%

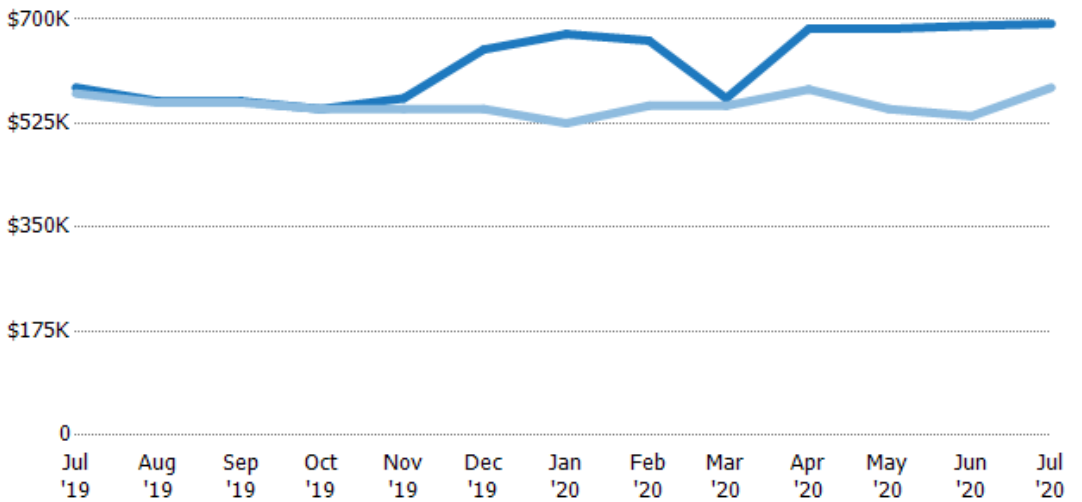
Median Listing Price

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$585K	\$562K	\$562K	\$549K	\$567K	\$649K	\$675K	\$664K	\$567K	\$684K	\$684K	\$689K	\$693K
Prior Year	\$575K	\$560K	\$560K	\$549K	\$549K	\$549K	\$525K	\$555K	\$555K	\$582K	\$549K	\$537K	\$585K
Percent Change from Prior Year	2%	0%	0%	0%	3%	18%	29%	20%	2%	18%	25%	28%	18%

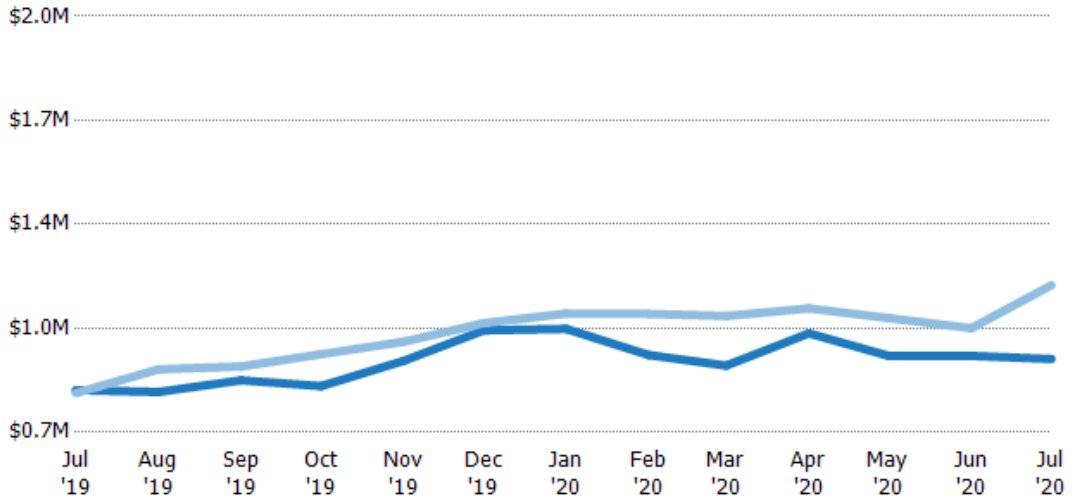
Average Listing Price vs Average Est Value

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$832K	\$826K	\$862K	\$844K	\$923K	\$1.02M	\$1.02M	\$941K	\$908K	\$1.01M	\$939K	\$939K	\$929K
Avg Listing Price	\$822K	\$897K	\$906K	\$944K	\$983K	\$1.04M	\$1.07M	\$1.07M	\$1.06M	\$1.09M	\$1.06M	\$1.03M	\$1.16M
Avg Listing Price as a % of Avg Est Value	99%	109%	105%	112%	106%	102%	105%	114%	117%	108%	113%	109%	125%

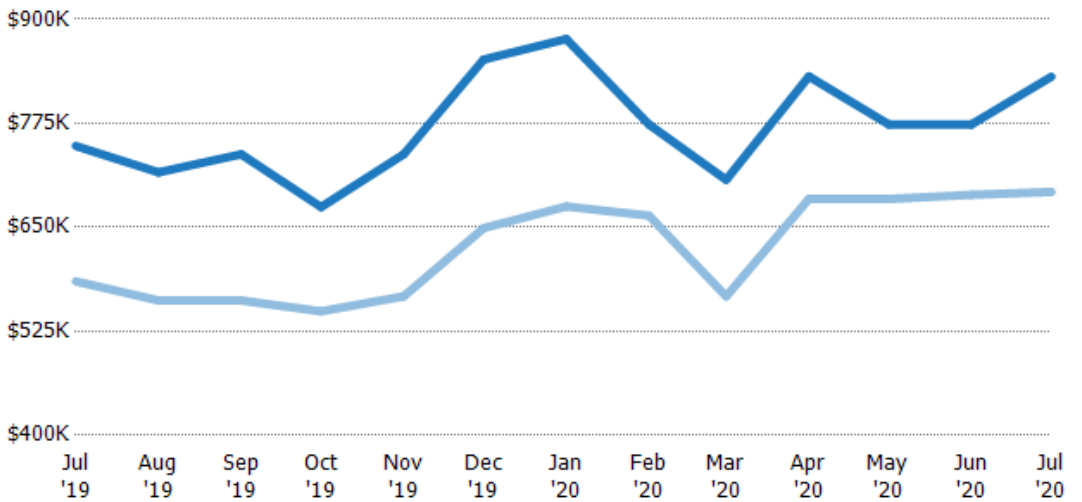
Median Listing Price vs Median Est Value

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Median Est Value	\$748K	\$716K	\$738K	\$674K	\$738K	\$852K	\$876K	\$774K	\$707K	\$831K	\$774K	\$774K	\$831K
Median Listing Price	\$585K	\$562K	\$562K	\$549K	\$567K	\$649K	\$675K	\$664K	\$567K	\$684K	\$684K	\$689K	\$693K
Med Listing Price as a % of Med Est Value	78%	78%	76%	81%	77%	76%	77%	86%	80%	82%	88%	89%	83%

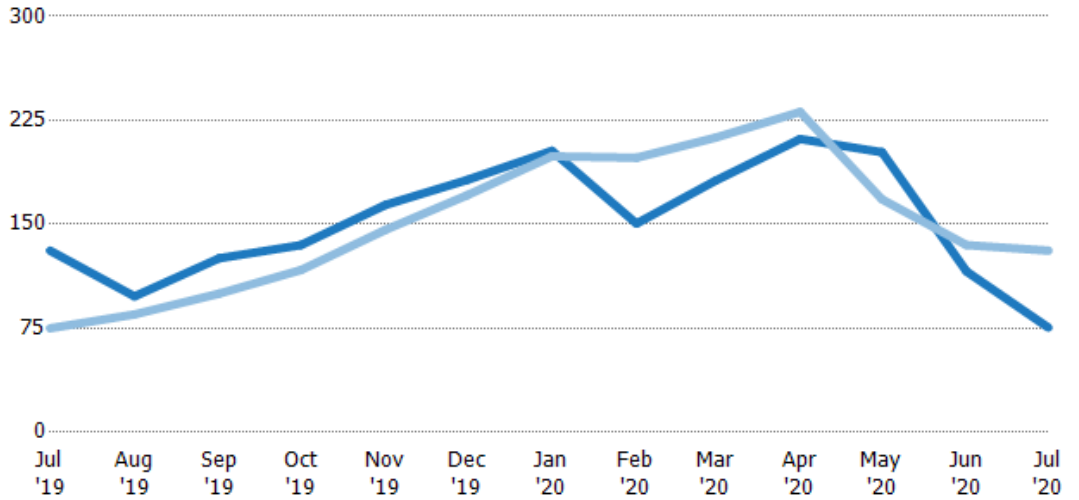
Median Days in RPR

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.
Jul '20	75.5	-42.4%
Jul '19	131	74.7%
Jul '18	75	19.3%

Current Year	131	98	126	135	164	182	203	151	182	212	202	116	75.5
Prior Year	75	85	100	117	146	171	199	198	213	231	168	135	131
Percent Change from Prior Year	75%	15%	26%	15%	12%	6%	2%	-24%	-15%	-8%	20%	-14%	-42%

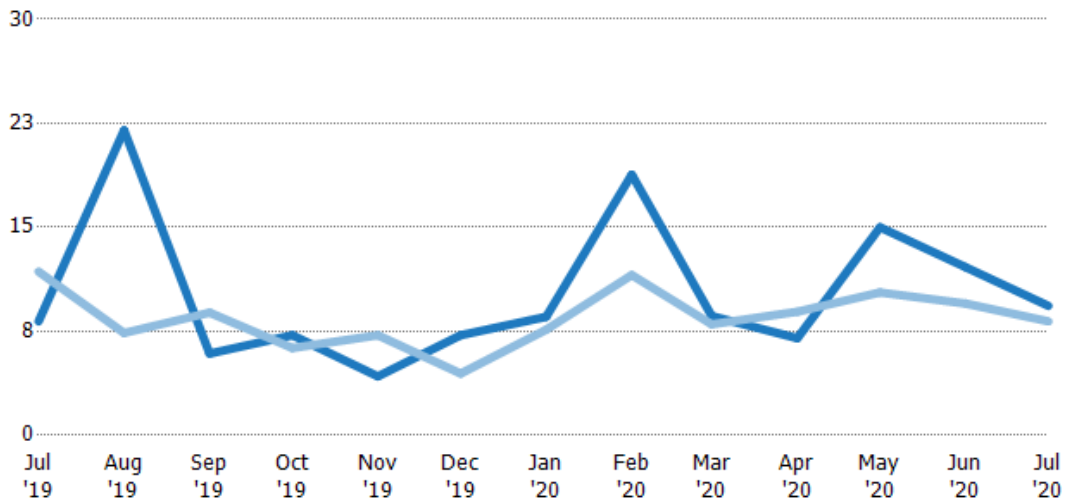
Months of Inventory

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.
Jul '20	9.33	13.6%
Jul '19	8.21	-30.4%
Jul '18	11.8	-26.2%

Current Year	8.21	22	5.89	7.21	4.25	7.21	8.55	18.8	8.6	7	15	12.1	9.33
Prior Year	11.8	7.38	8.85	6.29	7.21	4.45	7.62	11.6	8	8.91	10.3	9.5	8.21
Percent Change from Prior Year	-30%	198%	-33%	15%	-41%	62%	12%	63%	8%	-21%	46%	28%	14%

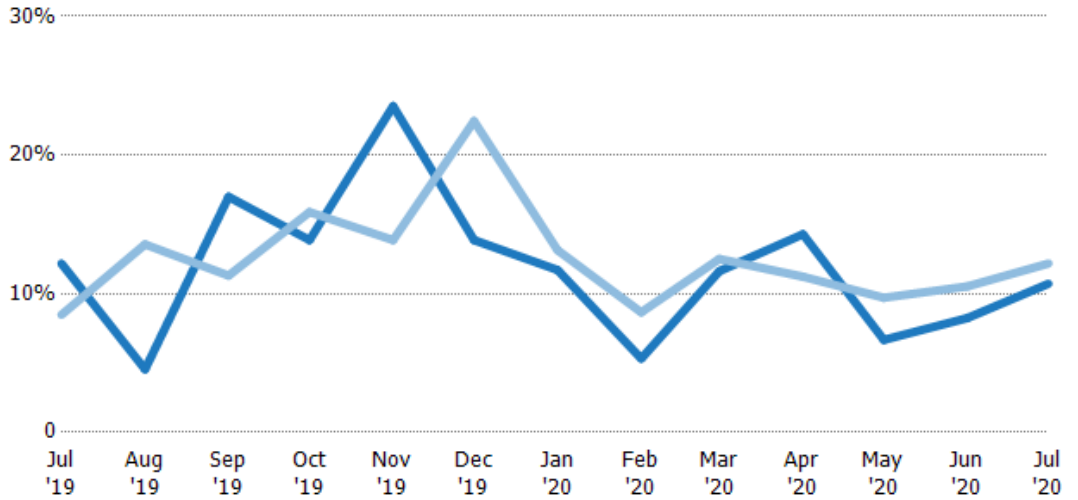
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



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

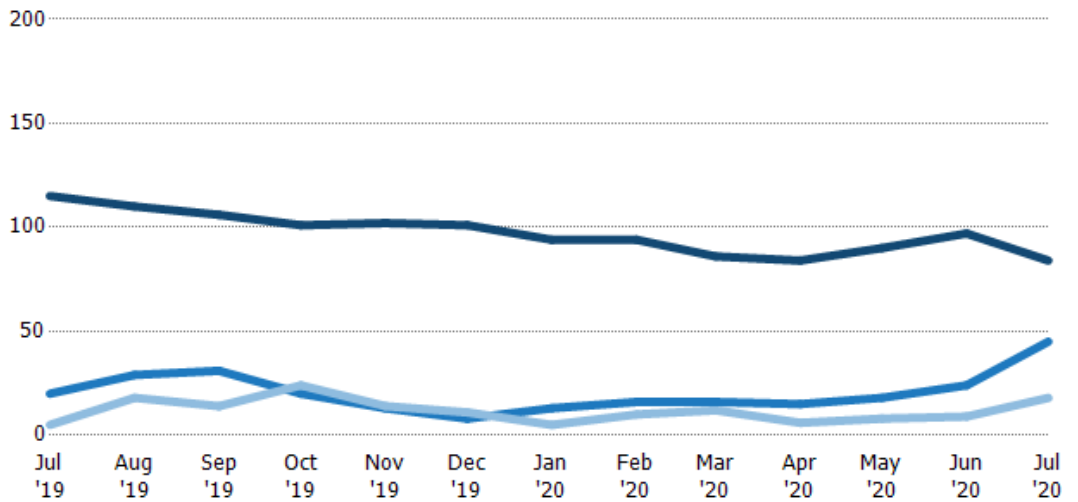
Active/Pending/Sold Units

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	115	110	106	101	102	101	94	94	86	84	90	97	84
Pending	20	29	31	20	13	8	13	16	16	15	18	24	45
Sold	5	18	14	24	14	11	5	10	12	6	8	9	18

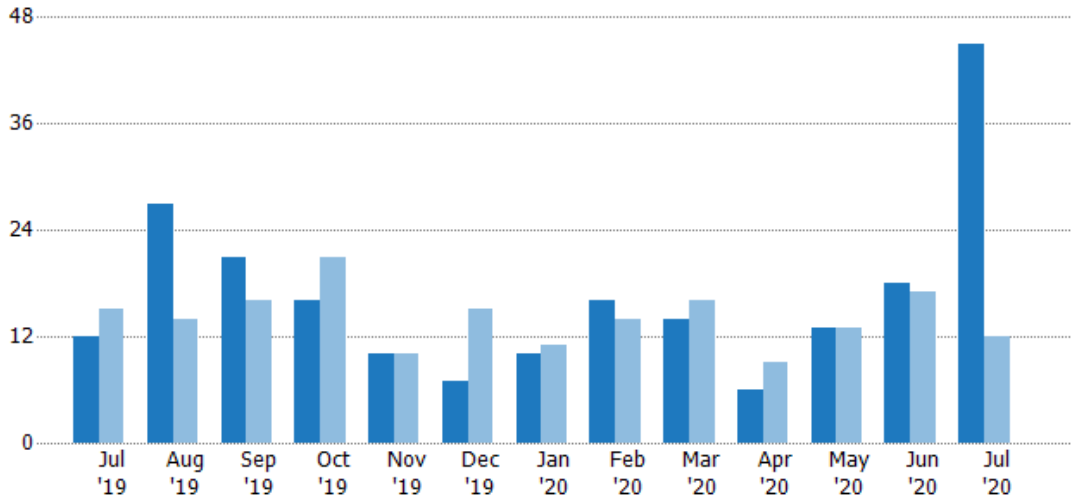
New Pending Sales

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.
Jul '20	45	275%
Jul '19	12	-20%
Jul '18	15	-53.3%

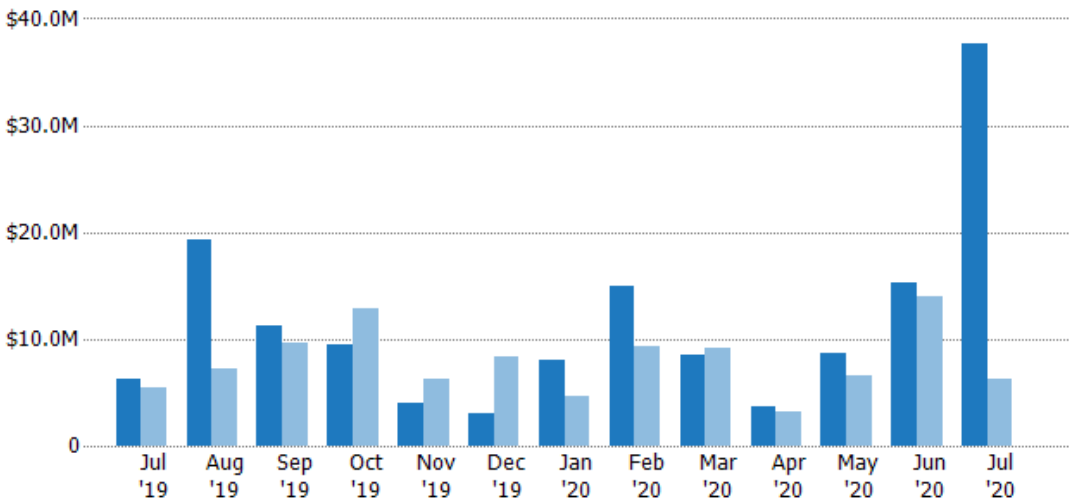
New Pending Sales Volume

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.
Jul '20	\$37.6M	505.4%
Jul '19	\$6.21M	14.6%
Jul '18	\$5.42M	-7.2%

Pending Sales

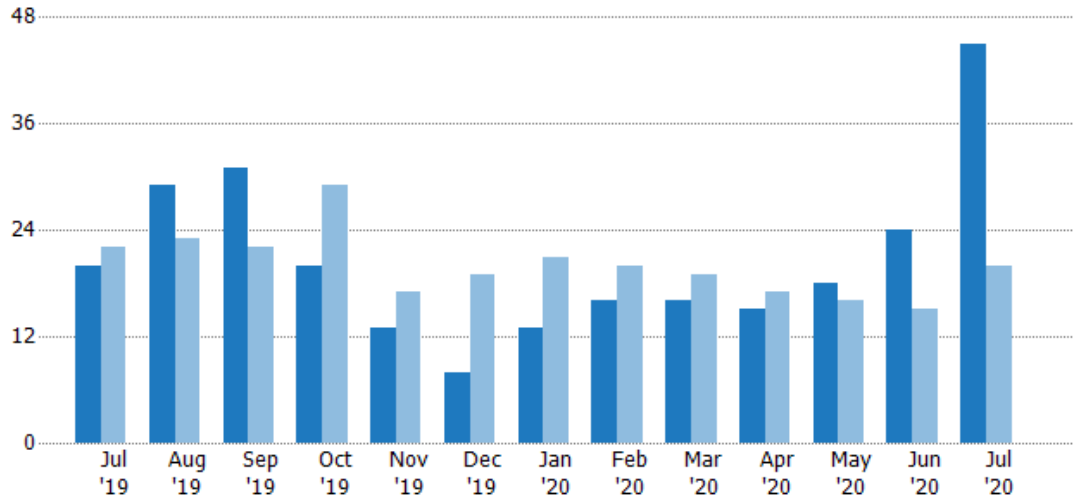
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Jul '20	45	125%
Jul '19	20	-9.1%
Jul '18	22	-13.6%



Current Year	20	29	31	20	13	8	13	16	16	15	18	24	45
Prior Year	22	23	22	29	17	19	21	20	19	17	16	15	20
Percent Change from Prior Year	-9%	26%	41%	-31%	-24%	-58%	-38%	-20%	-16%	-12%	13%	60%	125%

Pending Sales Volume

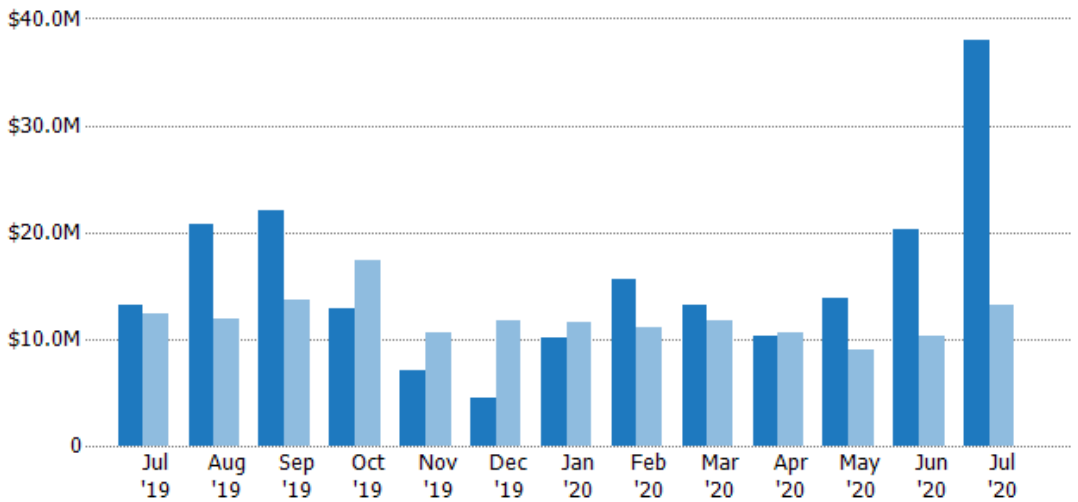
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Jul '20	\$38M	187.3%
Jul '19	\$13.2M	6.6%
Jul '18	\$12.4M	-10.2%



Current Year	\$13.2M	\$20.8M	\$22M	\$12.8M	\$7.02M	\$4.54M	\$10.1M	\$15.6M	\$13.1M	\$10.3M	\$13.9M	\$20.3M	\$38M
Prior Year	\$12.4M	\$11.9M	\$13.7M	\$17.3M	\$10.7M	\$11.7M	\$11.6M	\$11.1M	\$11.8M	\$10.6M	\$9.06M	\$10.3M	\$13.2M
Percent Change from Prior Year	7%	75%	61%	-26%	-34%	-61%	-13%	41%	11%	-3%	53%	98%	187%

Closed Sales

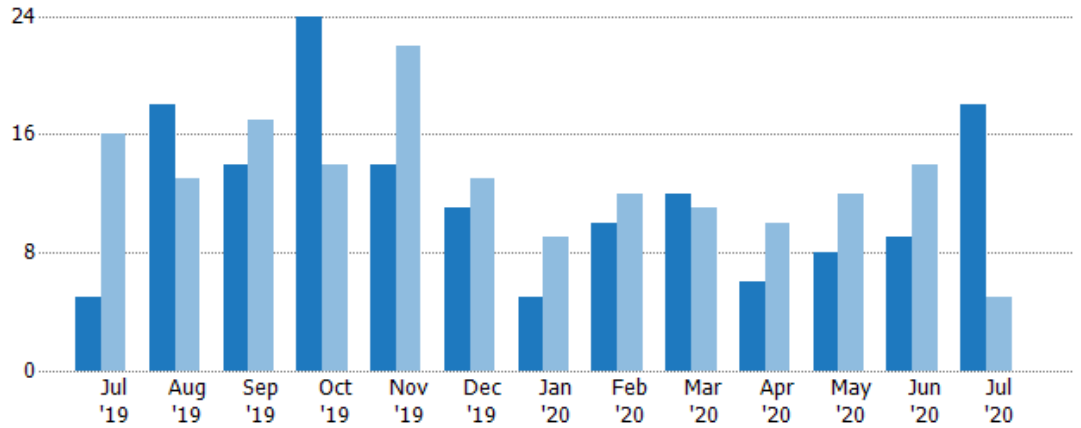
The total number of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Jul '20	18	260%
Jul '19	5	-68.8%
Jul '18	16	-37.5%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	5	18	14	24	14	11	5	10	12	6	8	9	18
Prior Year	16	13	17	14	22	13	9	12	11	10	12	14	5
Percent Change from Prior Year	-69%	38%	-18%	71%	-36%	-15%	-44%	-17%	9%	-40%	-33%	-36%	260%

Closed Sales Volume

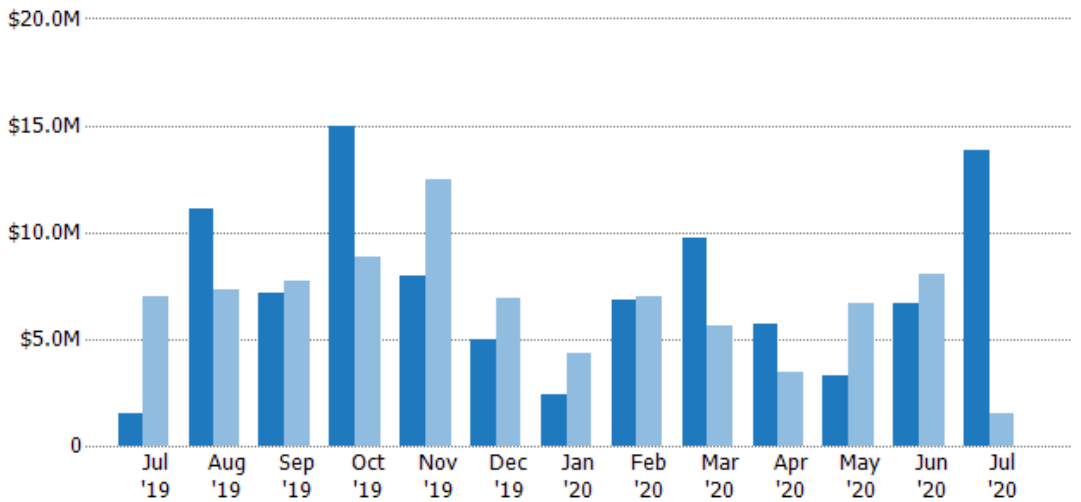
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Jul '20	\$13.8M	819.1%
Jul '19	\$1.51M	-78.5%
Jul '18	\$6.99M	7%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$1.51M	\$11.1M	\$7.15M	\$15M	\$7.94M	\$4.97M	\$2.39M	\$6.82M	\$9.7M	\$5.71M	\$3.29M	\$6.63M	\$13.8M
Prior Year	\$6.99M	\$7.3M	\$7.7M	\$8.87M	\$12.5M	\$6.93M	\$4.37M	\$7.03M	\$5.64M	\$3.44M	\$6.68M	\$8.02M	\$1.51M
Percent Change from Prior Year	-78%	52%	-7%	69%	-36%	-28%	-45%	-3%	72%	66%	-51%	-17%	819%

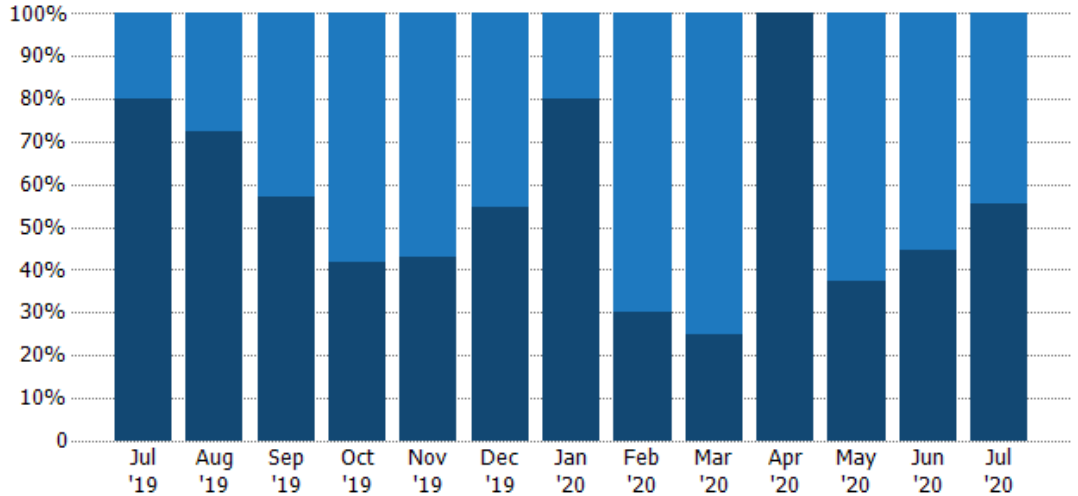
Closed Sales by Property Type

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

Average Sales Price

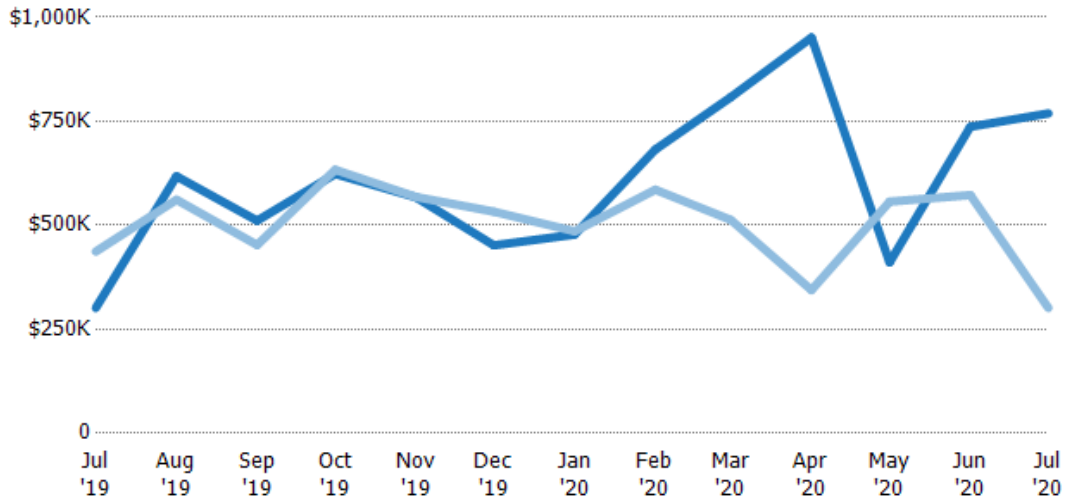
The average sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Jul '20	\$769K	155.3%
Jul '19	\$301K	-31.1%
Jul '18	\$437K	71.3%



Property Type	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$769K
Prior Year	\$437K	\$561K	\$453K	\$633K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$557K	\$573K	\$301K
Percent Change from Prior Year	-31%	10%	13%	-2%	0%	-15%	-2%	17%	58%	176%	-26%	29%	155%

Median Sales Price

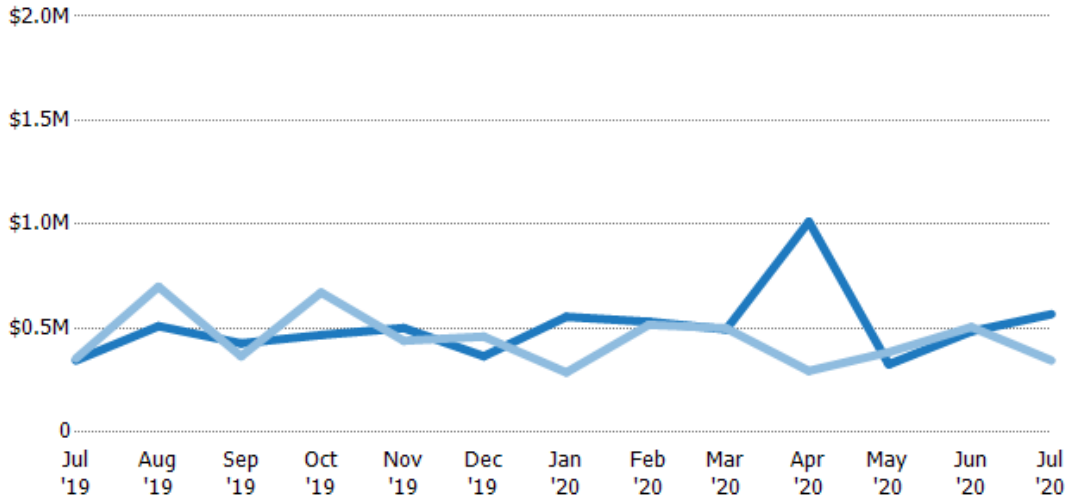
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Jul '20	\$568K	64.5%
Jul '19	\$345K	-2.7%
Jul '18	\$355K	108.7%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$568K
Prior Year	\$355K	\$700K	\$365K	\$672K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$385K	\$506K	\$345K
Percent Change from Prior Year	-3%	-27%	17%	-30%	14%	-21%	93%	3%	-1%	243%	-15%	-4%	64%

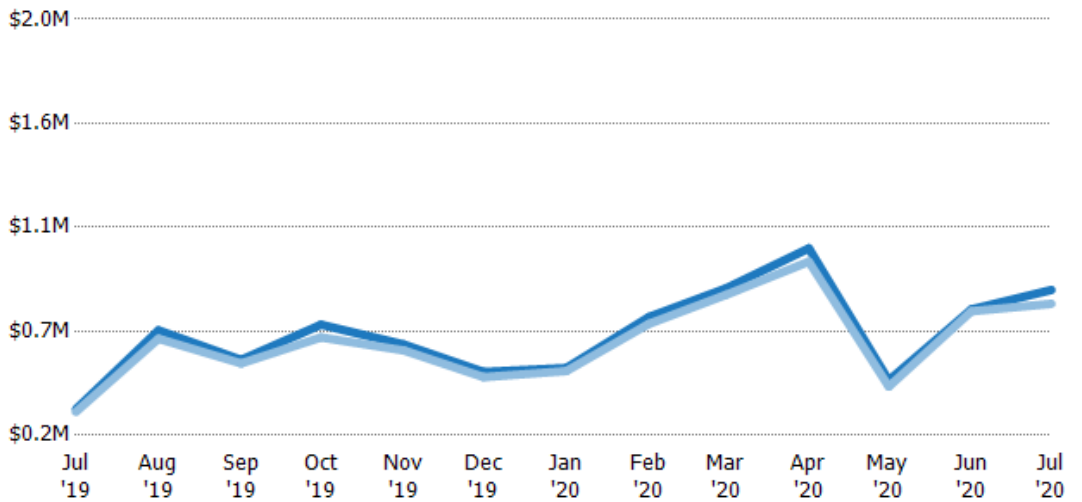
Average Sales Price vs Average Listing Price

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



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg List Price	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$829K
Avg Sales Price	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$769K
Avg Sales Price as a % of Avg List Price	96%	94%	97%	92%	96%	95%	97%	96%	97%	94%	94%	99%	93%

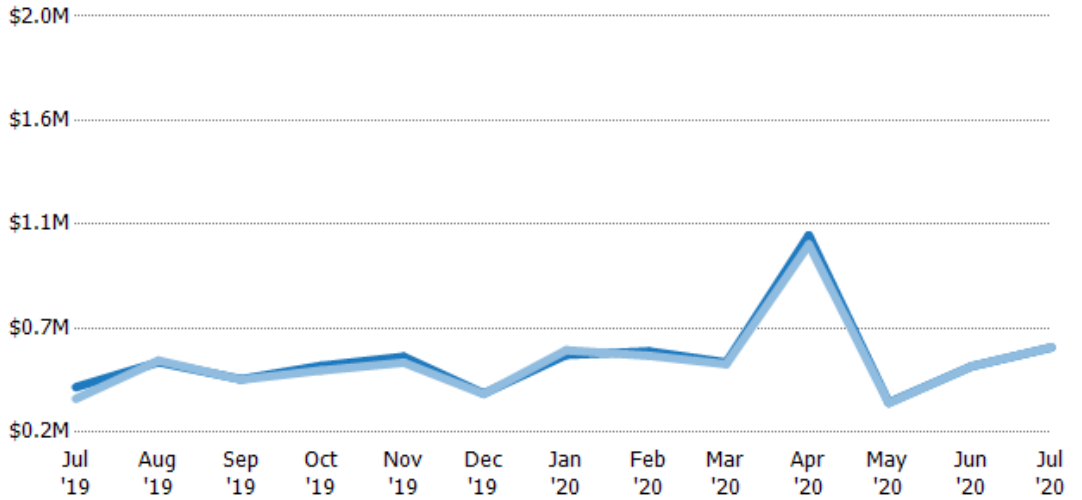
Median Sales Price vs Median Listing Price

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	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$567K
Median Sales Price	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$568K
Med Sales Price as a % of Med List Price	87%	101%	100%	96%	95%	99%	104%	97%	99%	96%	99%	100%	100%

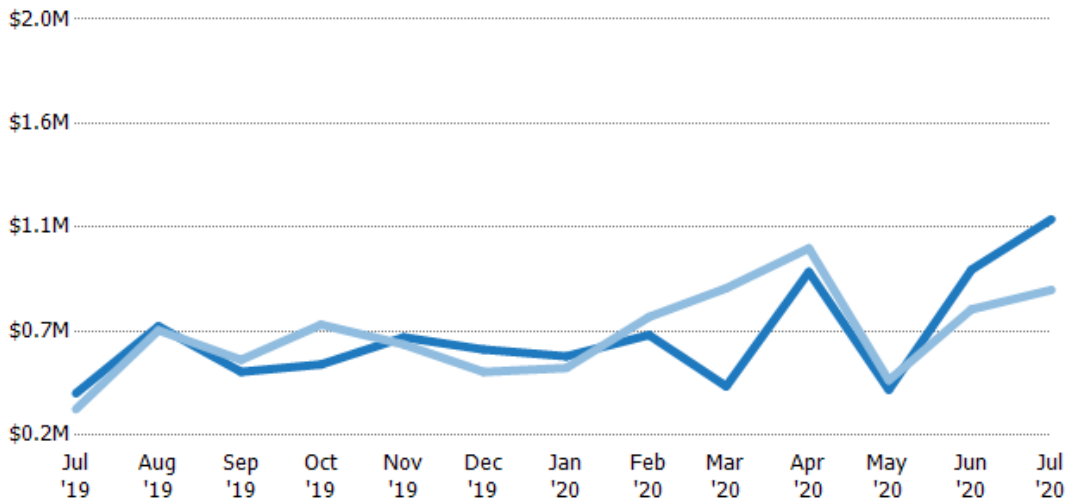
Average Sales Price vs Average Est Value

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	\$381K	\$672K	\$474K	\$506K	\$624K	\$571K	\$542K	\$634K	\$412K	\$907K	\$397K	\$916K	\$1.13M
Avg Sales Price	\$313K	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$829K
Avg Sales Price as a % of Avg Est Value	82%	97%	111%	134%	95%	83%	91%	112%	203%	111%	110%	81%	73%

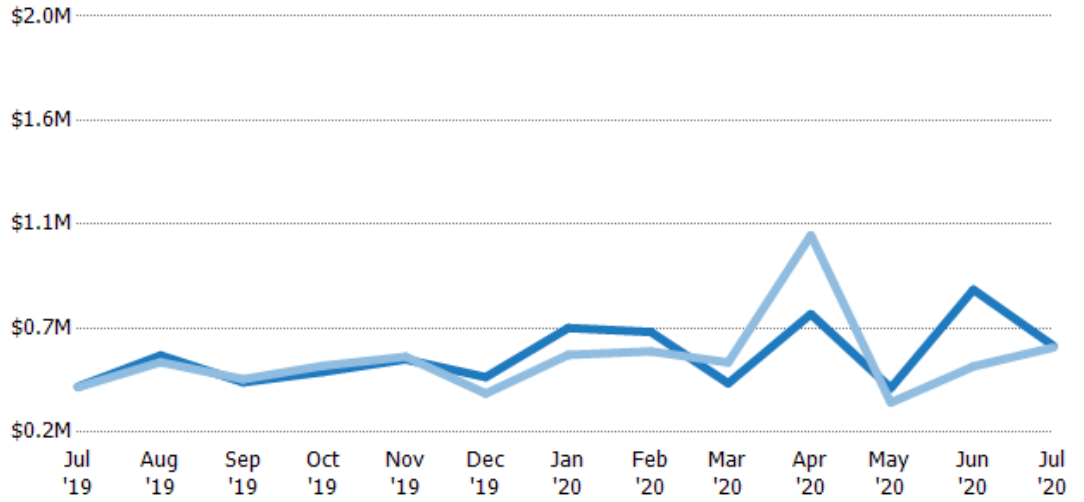
Median Sales Price vs Median Est Value

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	\$397K	\$532K	\$416K	\$461K	\$515K	\$438K	\$651K	\$634K	\$412K	\$711K	\$391K	\$817K	\$574K
Median Sales Price	\$395K	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$567K
Med Sales Price as a % of Med Est Value	100%	95%	103%	106%	102%	84%	82%	87%	122%	148%	84%	59%	99%