

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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	26	26	+/-	154	154	+/-
New Listing Volume	\$15,589,495	\$25,808,400	-39.6%	\$130,440,543	\$109,691,100	+18.9%
Active Listing Count	68	110	-38.2%	N/A	N/A	
Active Listing Volume	\$85,954,595	\$98,631,300	-12.9%	N/A	N/A	
Average Listing Price	\$1,264,038	\$896,648	+41%	\$1,093,147	\$847,166	+29%
Median Listing Price	\$717,000	\$562,000	+27.6%	\$670,593	\$556,342	+20.5%
Median Days in RPR	81	98	-17.3%	129.67	166.37	-22.1%
Months of Inventory	3.8	22	-82.8%	7.7	8.6	-10.5%
Absorption Rate	26.47%	4.55%	+21.9%	13.06%	11.68%	+1.4%
Sales Activity Charts Metrics						
New Pending Sales Count	39	27	+44.4%	161	119	+35.3%
New Pending Sales Volume	\$24,971,500	\$19,338,000	+29.1%	\$121,664,248	\$72,501,500	+67.8%
Pending Sales Count	58	29	+100%	N/A	N/A	
Pending Sales Volume	\$42,892,598	\$20,798,000	+106.2%	N/A	N/A	
Closed Sales Count	24	18	+33.3%	92	91	+1.1%
Closed Sales Volume	\$18,194,500	\$11,122,638	+63.6%	\$66,568,417	\$47,806,743	+39.2%
Average Sales Price	\$758,104	\$617,924	+22.7%	\$723,570	\$525,349	+37.7%
Median Sales Price	\$533,750	\$510,000	+4.7%	\$544,527	\$437,918	+24.3%

New Listings

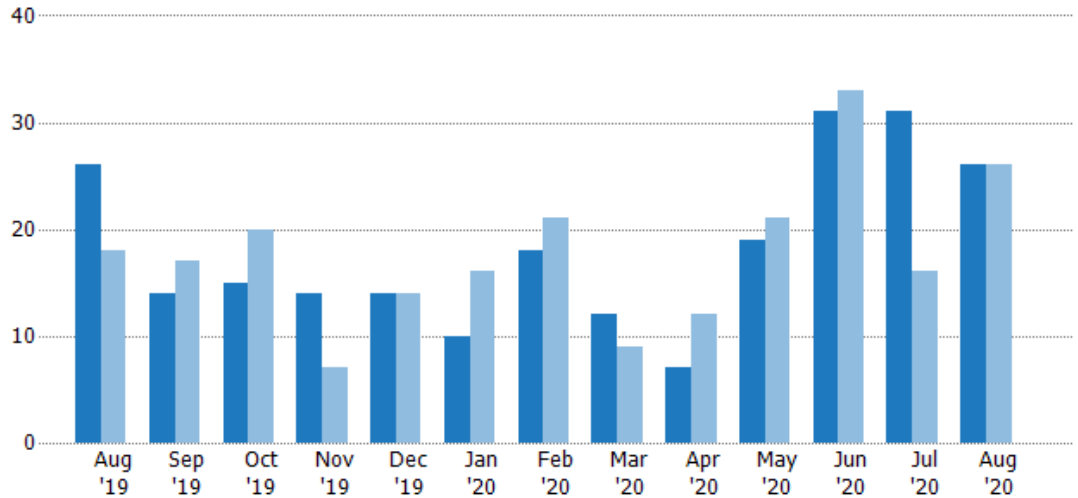
The number of new residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Aug '20	26	0%
Aug '19	26	44.4%
Aug '18	18	33.3%



Current Year	26	14	15	14	14	10	18	12	7	19	31	31	26
Prior Year	18	17	20	7	14	16	21	9	12	21	33	16	26
Percent Change from Prior Year	44%	-18%	-25%	100%	0%	-38%	-14%	33%	-42%	-10%	-6%	94%	0%

New Listing Volume

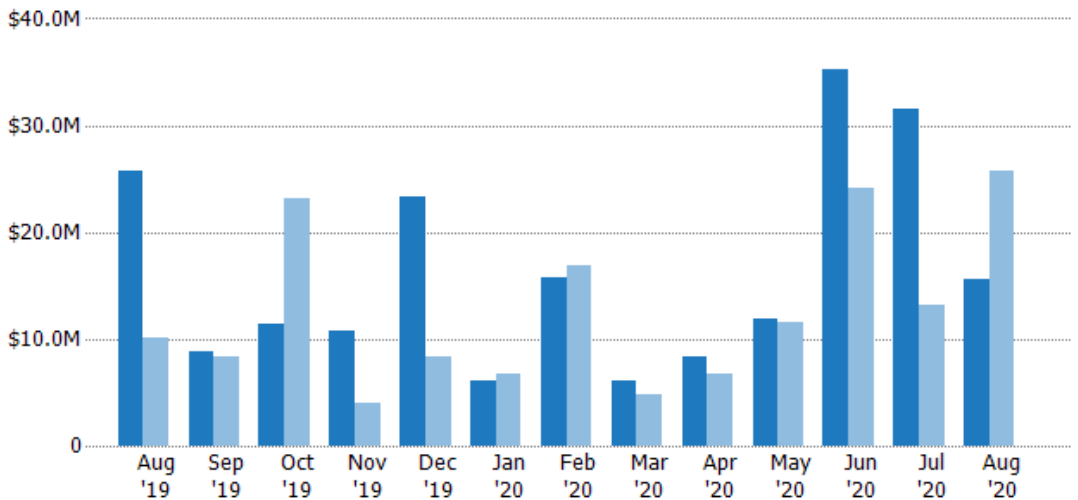
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Aug '20	\$15.6M	-39.6%
Aug '19	\$25.8M	157%
Aug '18	\$10M	42.8%



Current Year	\$25.8M	\$8.84M	\$11.3M	\$10.8M	\$23.3M	\$6.01M	\$15.7M	\$6.06M	\$8.33M	\$11.9M	\$35.3M	\$31.6M	\$15.6M
Prior Year	\$10M	\$8.27M	\$23.1M	\$3.99M	\$8.31M	\$6.66M	\$16.9M	\$4.77M	\$6.7M	\$11.6M	\$24.1M	\$13.1M	\$25.8M
Percent Change from Prior Year	157%	7%	-51%	171%	180%	-10%	-7%	27%	24%	3%	46%	140%	-40%

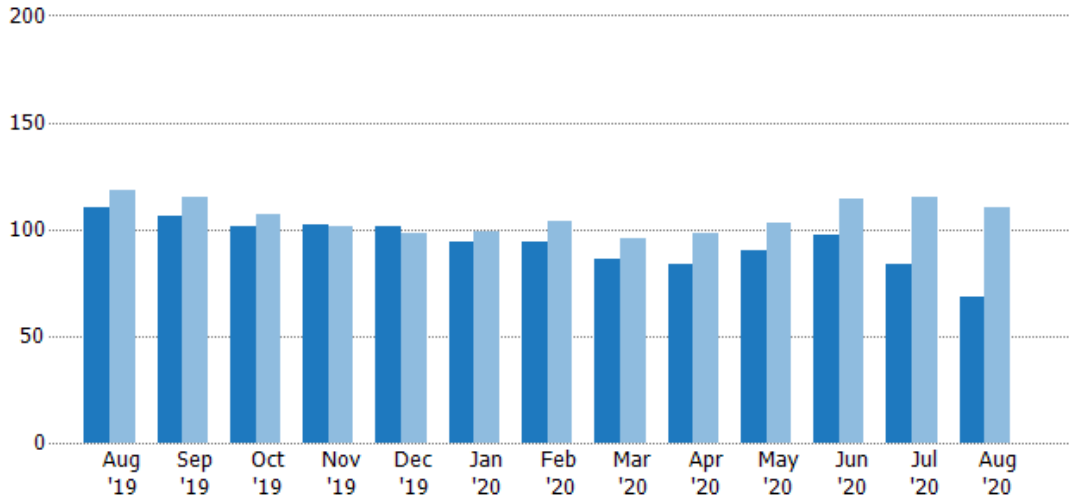
Active Listings

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	110	106	101	102	101	94	94	86	84	90	97	84	68
Prior Year	118	115	107	101	98	99	104	96	98	103	114	115	110
Percent Change from Prior Year	-7%	-8%	-6%	1%	3%	-5%	-10%	-10%	-14%	-13%	-15%	-27%	-38%

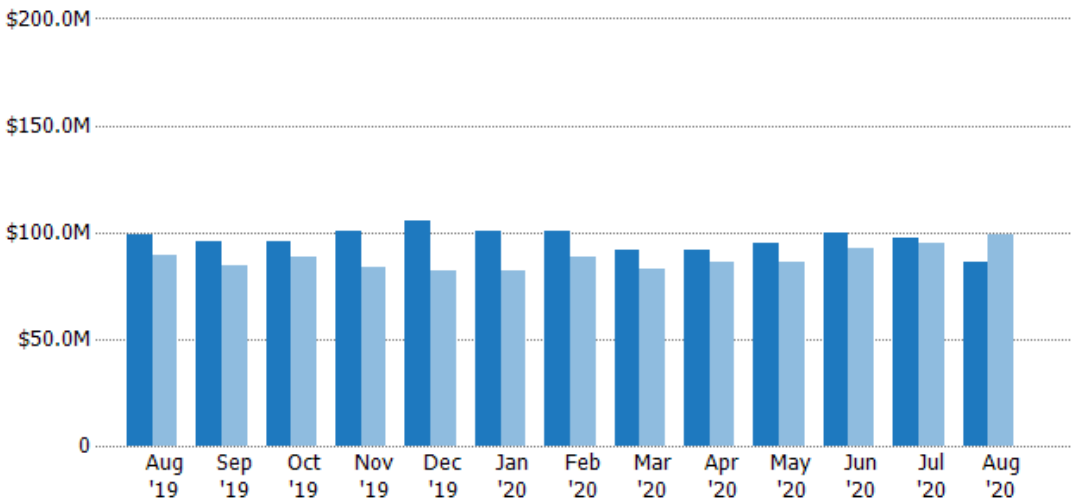
Active Listing Volume

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$98.6M	\$96M	\$95.3M	\$100M	\$105M	\$101M	\$101M	\$91.5M	\$91.3M	\$95.1M	\$99.5M	\$97.4M	\$86M
Prior Year	\$89.3M	\$84.1M	\$88.2M	\$83.5M	\$81.8M	\$82.3M	\$88.4M	\$82.5M	\$86.1M	\$85.9M	\$92.4M	\$94.6M	\$98.6M
Percent Change from Prior Year	10%	14%	8%	20%	29%	22%	14%	11%	6%	11%	8%	3%	-13%

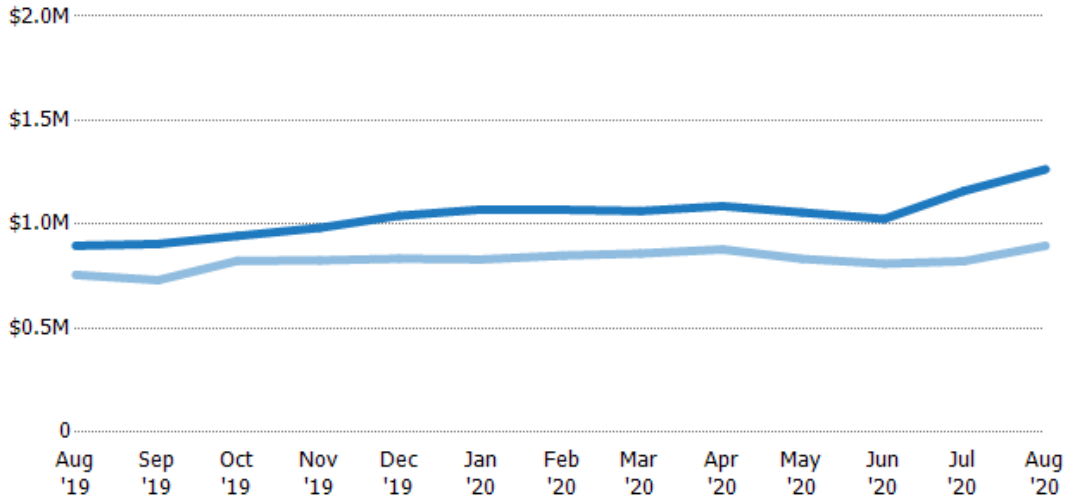
Average Listing Price

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
Aug '19	\$897K	\$757K	18%
Sep '19	\$906K	\$731K	24%
Oct '19	\$944K	\$824K	15%
Nov '19	\$983K	\$827K	19%
Dec '19	\$1.04M	\$835K	25%
Jan '20	\$1.07M	\$831K	29%
Feb '20	\$1.07M	\$850K	26%
Mar '20	\$1.06M	\$859K	24%
Apr '20	\$1.09M	\$879K	24%
May '20	\$1.06M	\$834K	27%
Jun '20	\$1.03M	\$811K	26%
Jul '20	\$1.16M	\$822K	41%
Aug '20	\$1.26M	\$897K	41%

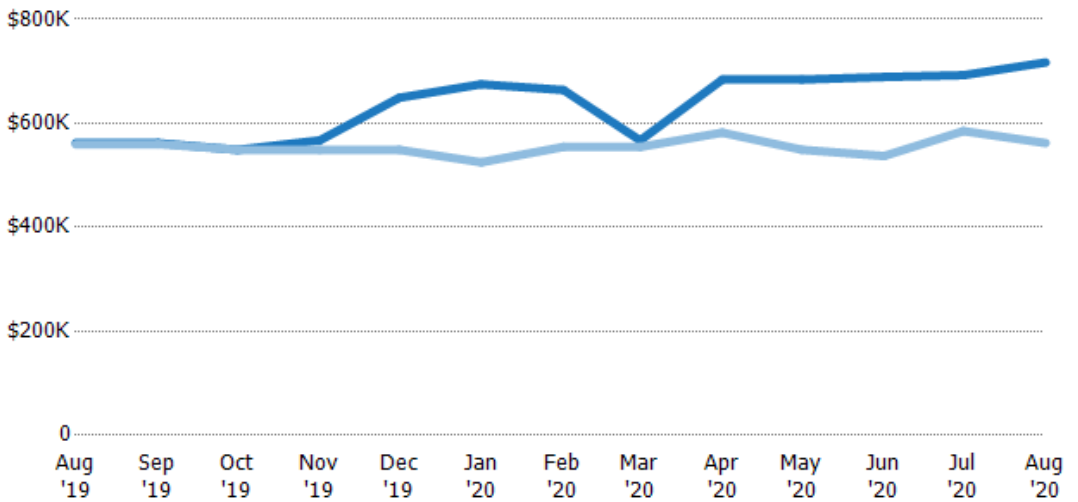
Median Listing Price

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	\$562K	\$560K	0%
Sep '19	\$562K	\$560K	0%
Oct '19	\$549K	\$549K	0%
Nov '19	\$567K	\$549K	3%
Dec '19	\$649K	\$549K	18%
Jan '20	\$675K	\$525K	29%
Feb '20	\$664K	\$555K	20%
Mar '20	\$567K	\$555K	2%
Apr '20	\$684K	\$582K	18%
May '20	\$684K	\$549K	25%
Jun '20	\$689K	\$537K	28%
Jul '20	\$693K	\$585K	18%
Aug '20	\$717K	\$562K	28%

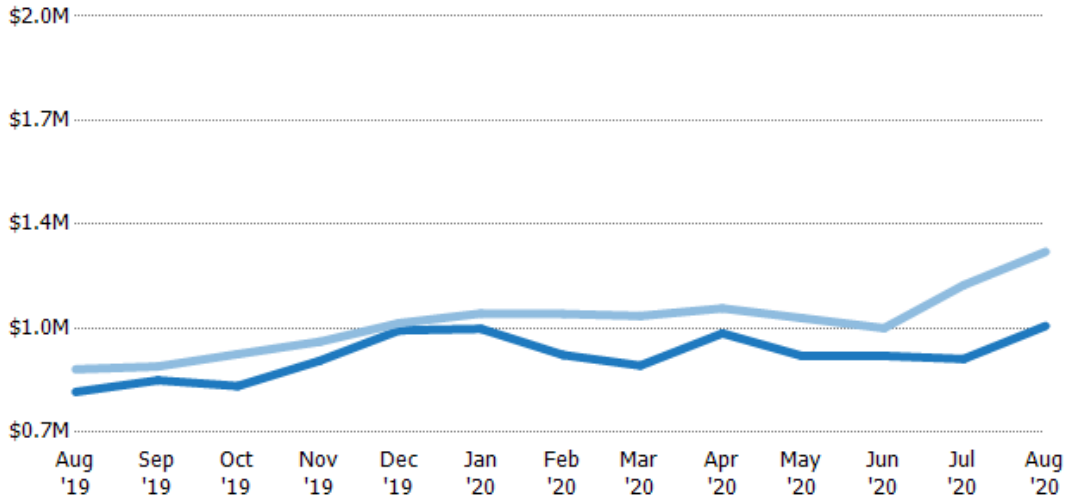
Average Listing Price vs Average Est Value

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	\$826K	\$862K	\$844K	\$923K	\$1.02M	\$1.02M	\$941K	\$908K	\$1.01M	\$939K	\$939K	\$929K	\$1.03M
Avg Listing Price	\$897K	\$906K	\$944K	\$983K	\$1.04M	\$1.07M	\$1.07M	\$1.06M	\$1.09M	\$1.06M	\$1.03M	\$1.16M	\$1.26M
Avg Listing Price as a % of Avg Est Value	109%	105%	112%	106%	102%	105%	114%	117%	108%	113%	109%	125%	122%

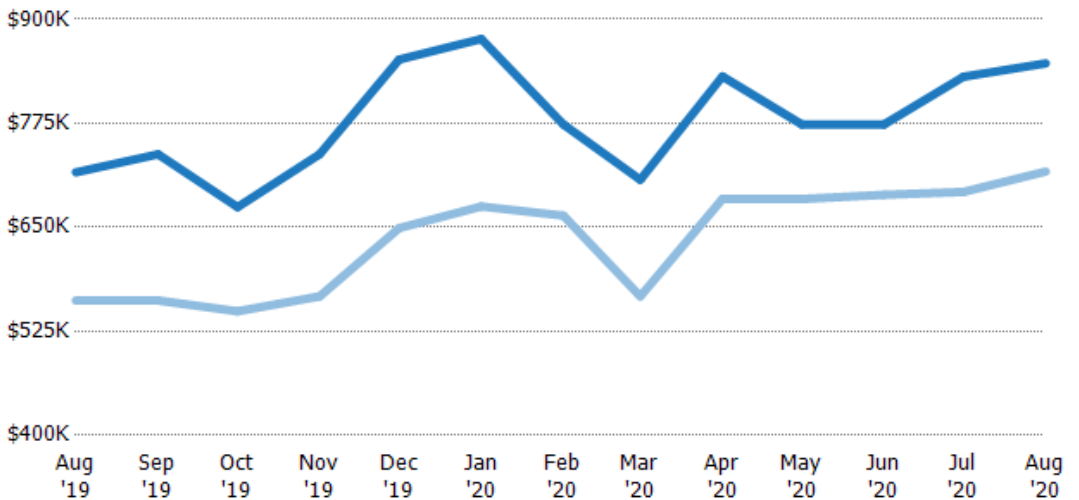
Median Listing Price vs Median Est Value

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	\$716K	\$738K	\$674K	\$738K	\$852K	\$876K	\$774K	\$707K	\$831K	\$774K	\$774K	\$831K	\$847K
Median Listing Price	\$562K	\$562K	\$549K	\$567K	\$649K	\$675K	\$664K	\$567K	\$684K	\$684K	\$689K	\$693K	\$717K
Med Listing Price as a % of Med Est Value	78%	76%	81%	77%	76%	77%	86%	80%	82%	88%	89%	83%	85%

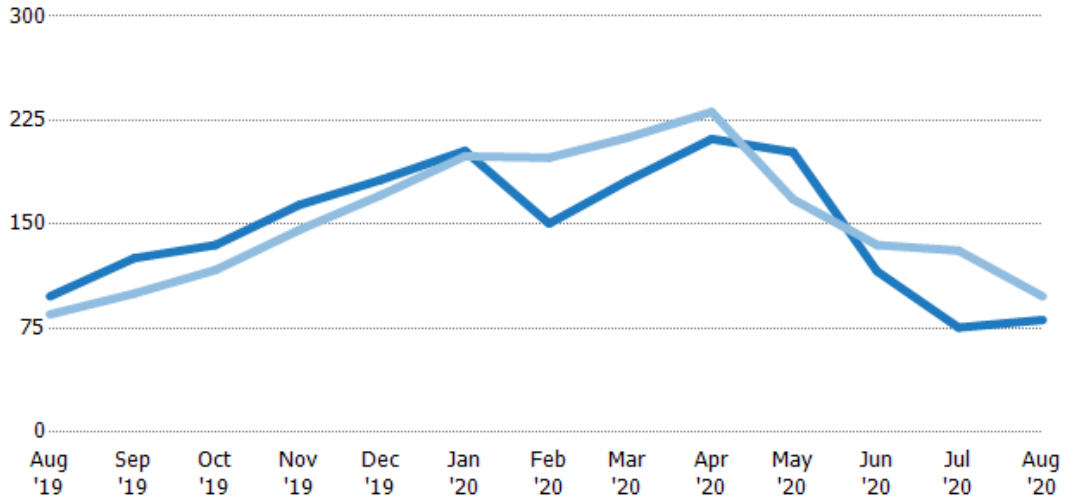
Median Days in RPR

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.
Aug '20	81	-17.3%
Aug '19	98	15.3%
Aug '18	85	17.6%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	98	126	135	164	182	203	151	182	212	202	116	75.5	81
Prior Year	85	100	117	146	171	199	198	213	231	168	135	131	98
Percent Change from Prior Year	15%	26%	15%	12%	6%	2%	-24%	-15%	-8%	20%	-14%	-42%	-17%

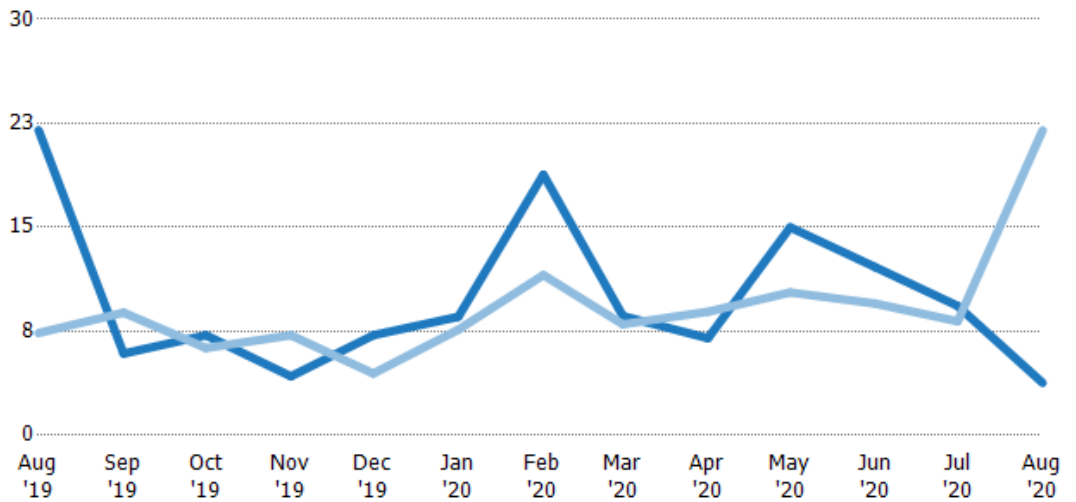
Months of Inventory

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.
Aug '20	3.78	-82.8%
Aug '19	22	198.3%
Aug '18	7.38	61.4%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	22	5.89	7.21	4.25	7.21	8.55	18.8	8.6	7	15	12.1	9.33	3.78
Prior Year	7.38	8.85	6.29	7.21	4.45	7.62	11.6	8	8.91	10.3	9.5	8.21	22
Percent Change from Prior Year	198%	-33%	15%	-41%	62%	12%	63%	8%	-21%	46%	28%	14%	-83%

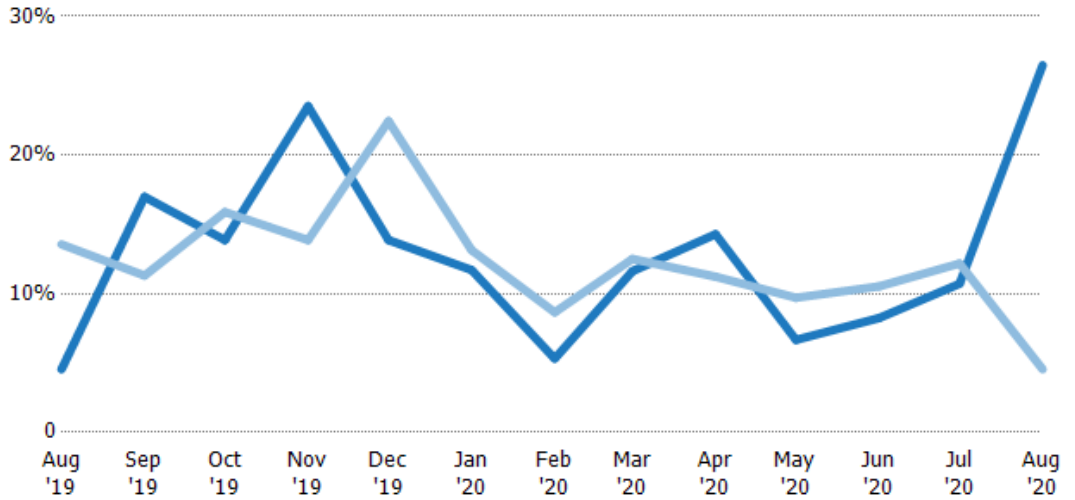
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Month/Year	Rate	Chg.
Aug '20	26%	-21.9%
Aug '19	5%	9%
Aug '18	14%	-38%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	5%	17%	14%	24%	14%	12%	5%	12%	14%	7%	8%	11%	26%
Prior Year	14%	11%	16%	14%	22%	13%	9%	13%	11%	10%	11%	12%	5%
Change from Prior Year	9%	-6%	2%	-10%	9%	1%	3%	1%	-3%	3%	2%	1%	-22%

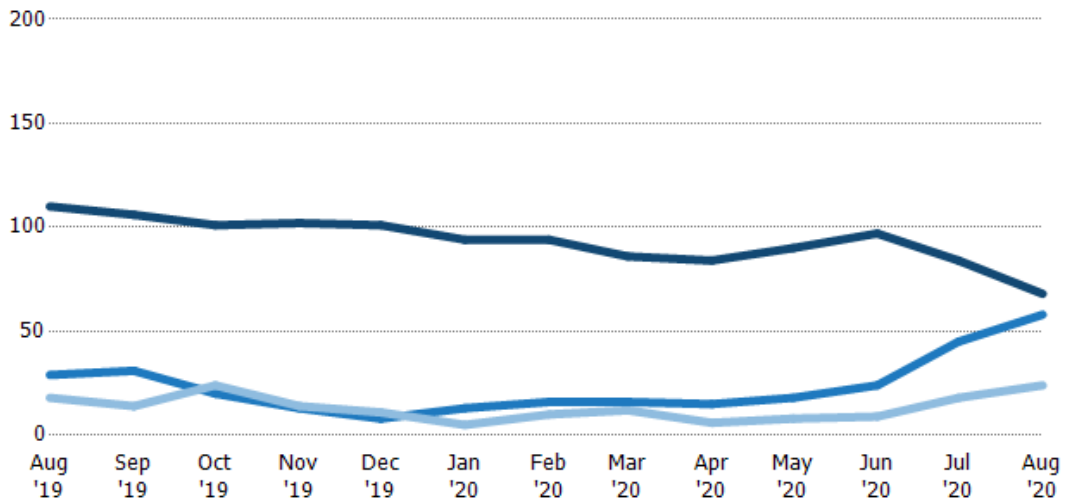
Active/Pending/Sold Units

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	110	106	101	102	101	94	94	86	84	90	97	84	68
Pending	29	31	20	13	8	13	16	16	15	18	24	45	58
Sold	18	14	24	14	11	5	10	12	6	8	9	18	24

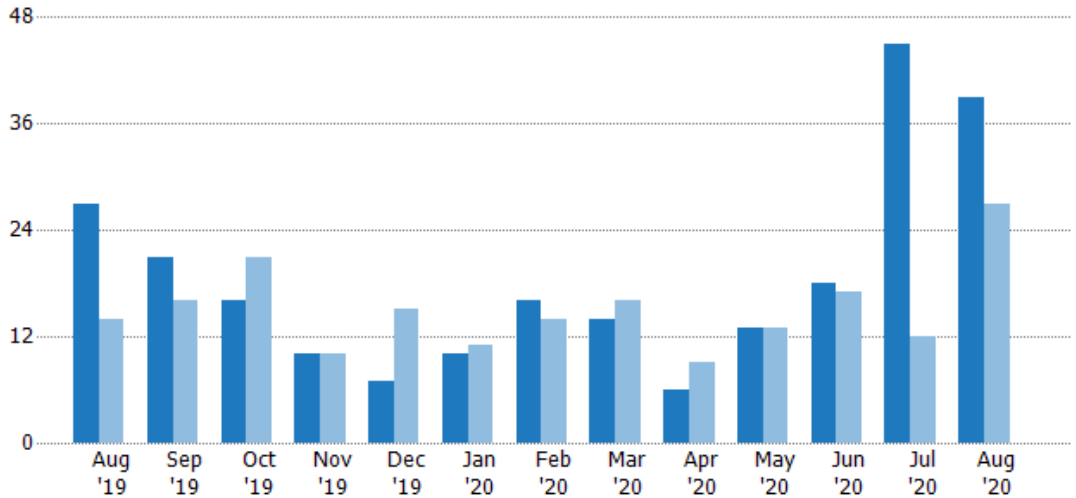
New Pending Sales

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	27	21	16	10	7	10	16	14	6	13	18	45	39
Prior Year	14	16	21	10	15	11	14	16	9	13	17	12	27
Percent Change from Prior Year	93%	31%	-24%	0%	-53%	-9%	14%	-13%	-33%	0%	6%	275%	44%

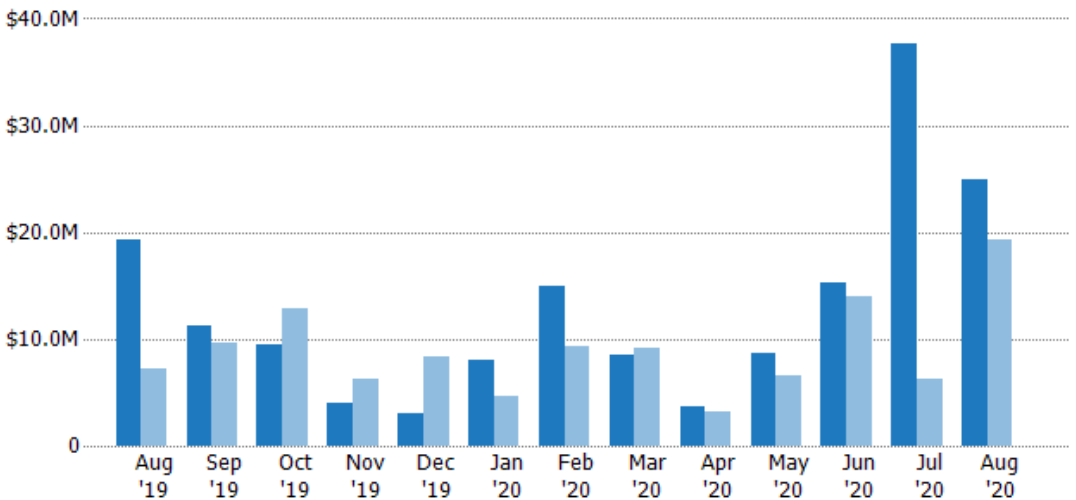
New Pending Sales Volume

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$19.3M	\$11.3M	\$9.47M	\$3.97M	\$3.03M	\$8.02M	\$15M	\$8.52M	\$3.6M	\$8.61M	\$15.3M	\$37.6M	\$25M
Prior Year	\$7.3M	\$9.67M	\$12.8M	\$6.25M	\$8.39M	\$4.66M	\$9.39M	\$9.1M	\$3.27M	\$6.61M	\$13.9M	\$6.21M	\$19.3M
Percent Change from Prior Year	165%	17%	-26%	-36%	-64%	72%	60%	-6%	10%	30%	10%	505%	29%

Pending Sales

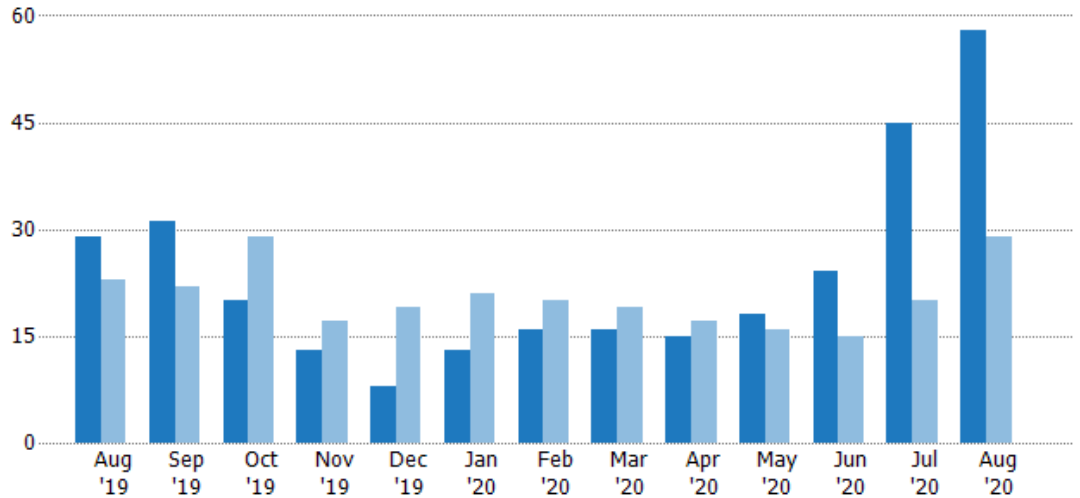
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Aug '20	58	100%
Aug '19	29	26.1%
Aug '18	23	26.1%



Current Year	29	31	20	13	8	13	16	16	15	18	24	45	58
Prior Year	23	22	29	17	19	21	20	19	17	16	15	20	29
Percent Change from Prior Year	26%	41%	-31%	-24%	-58%	-38%	-20%	-16%	-12%	13%	60%	125%	100%

Pending Sales Volume

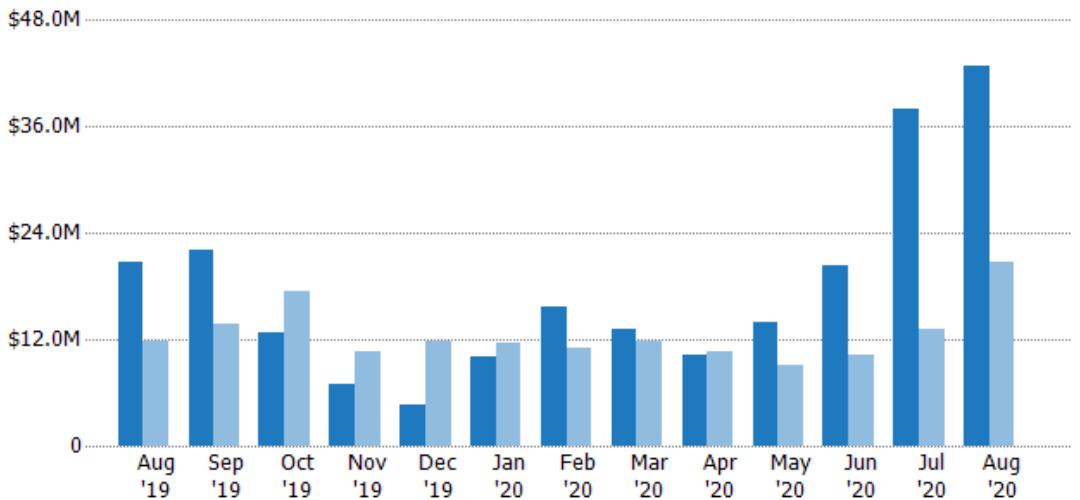
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Aug '20	\$42.9M	106.2%
Aug '19	\$20.8M	74.9%
Aug '18	\$11.9M	43.5%



Current Year	\$20.8M	\$22M	\$12.8M	\$7.02M	\$4.54M	\$10.1M	\$15.6M	\$13.1M	\$10.3M	\$13.9M	\$20.3M	\$38M	\$42.9M
Prior Year	\$11.9M	\$13.7M	\$17.3M	\$10.7M	\$11.7M	\$11.6M	\$11.1M	\$11.8M	\$10.6M	\$9.06M	\$10.3M	\$13.2M	\$20.8M
Percent Change from Prior Year	75%	61%	-26%	-34%	-61%	-13%	41%	11%	-3%	53%	98%	187%	106%

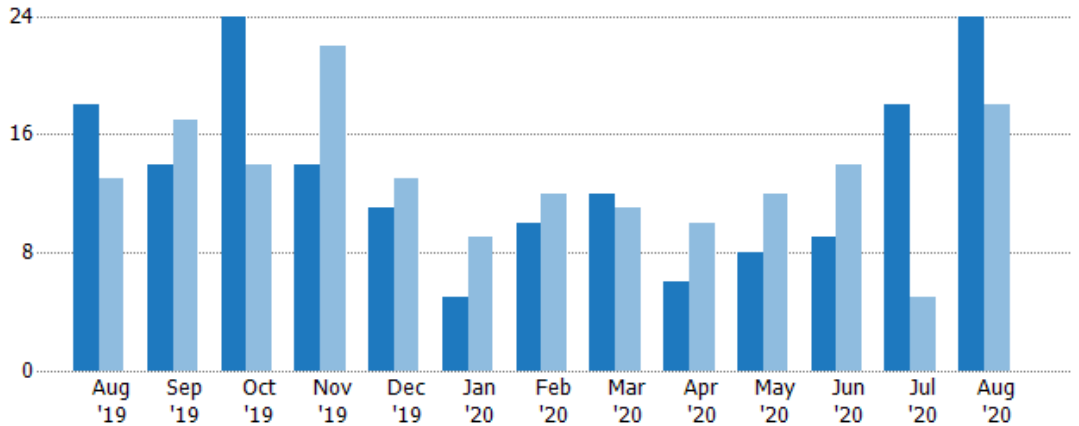
Closed Sales

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



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

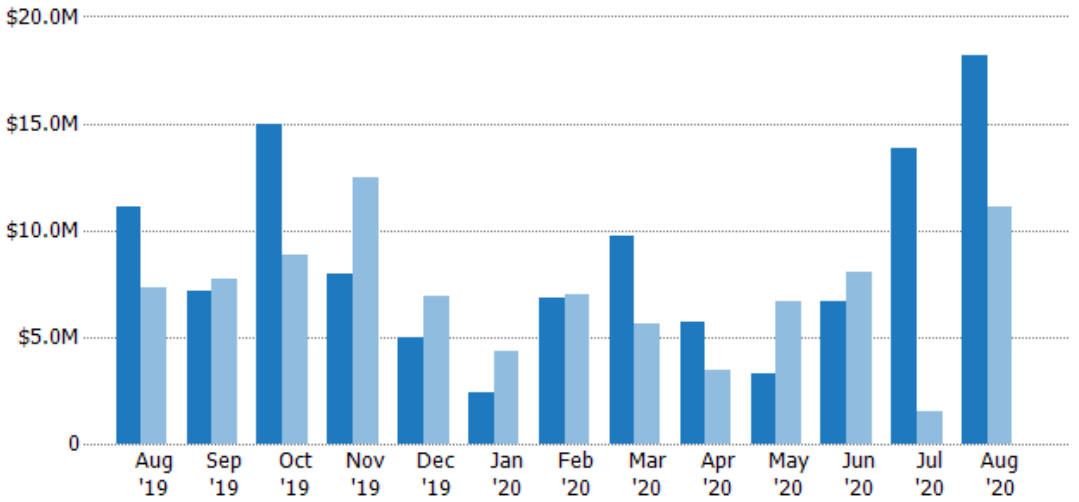
Closed Sales Volume

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$11.1M	\$7.15M	\$15M	\$7.94M	\$4.97M	\$2.39M	\$6.82M	\$9.7M	\$5.71M	\$3.29M	\$6.63M	\$13.8M	\$18.2M
Prior Year	\$7.3M	\$7.7M	\$8.87M	\$12.5M	\$6.93M	\$4.37M	\$7.03M	\$5.64M	\$3.44M	\$6.68M	\$8.02M	\$1.51M	\$11.1M
Percent Change from Prior Year	52%	-7%	69%	-36%	-28%	-45%	-3%	72%	66%	-51%	-17%	819%	64%

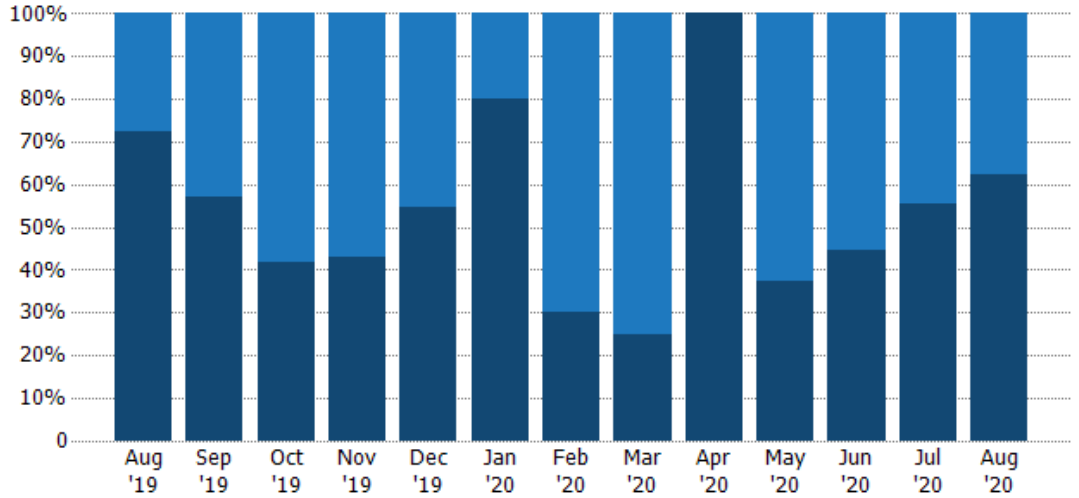
Closed Sales by Property Type

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

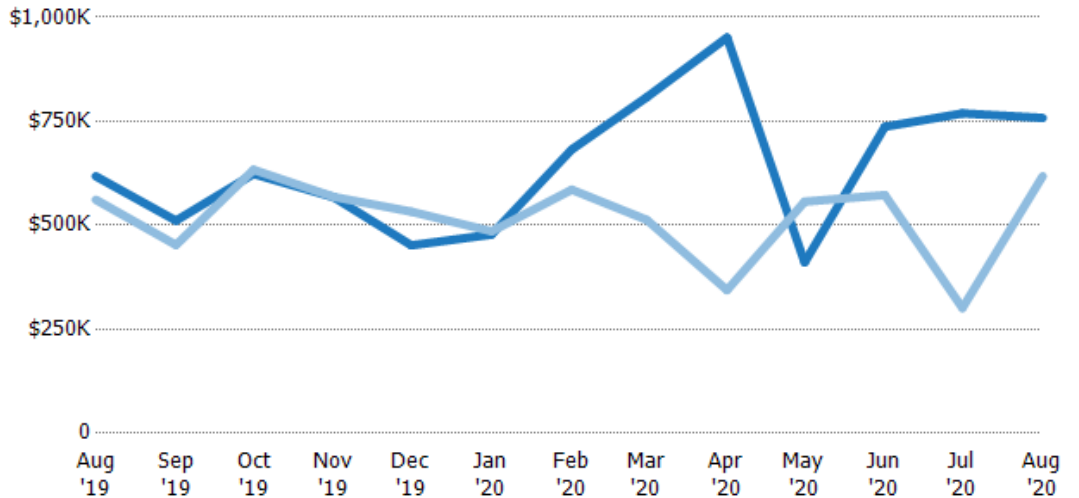
Average Sales Price

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.
Aug '20	\$758K	22.7%
Aug '19	\$618K	10.1%
Aug '18	\$561K	-45.2%

Property Type	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$769K	\$758K
Prior Year	\$561K	\$453K	\$633K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$557K	\$573K	\$301K	\$618K
Percent Change from Prior Year	10%	13%	-2%	0%	-15%	-2%	17%	58%	176%	-26%	29%	155%	23%

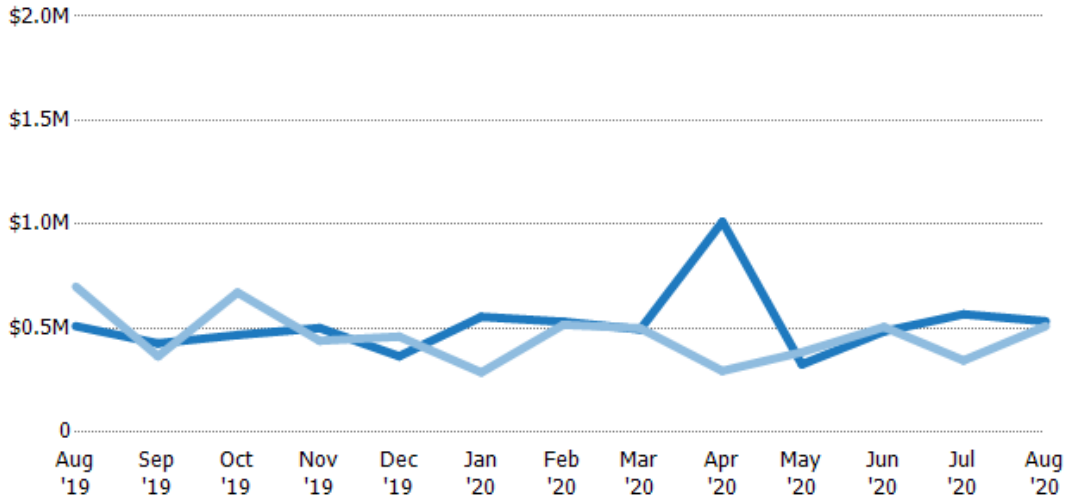
Median Sales Price

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$568K	\$534K
Prior Year	\$700K	\$365K	\$672K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$385K	\$506K	\$345K	\$510K
Percent Change from Prior Year	-27%	17%	-30%	14%	-21%	93%	3%	-1%	243%	-15%	-4%	64%	5%

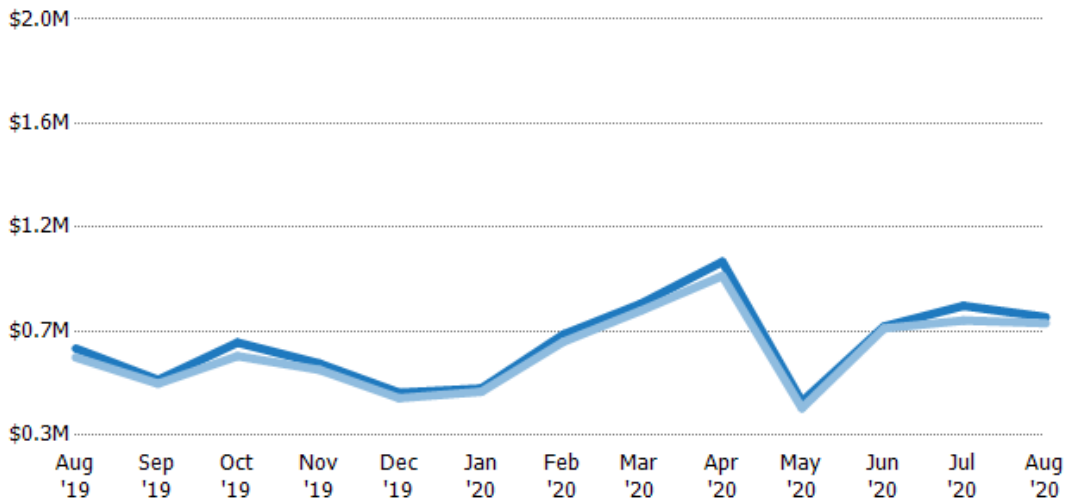
Average Sales Price vs Average Listing Price

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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$829K	\$783K
Avg Sales Price	\$618K	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$769K	\$758K
Avg Sales Price as a % of Avg List Price	94%	97%	92%	96%	95%	97%	96%	97%	94%	94%	99%	93%	97%

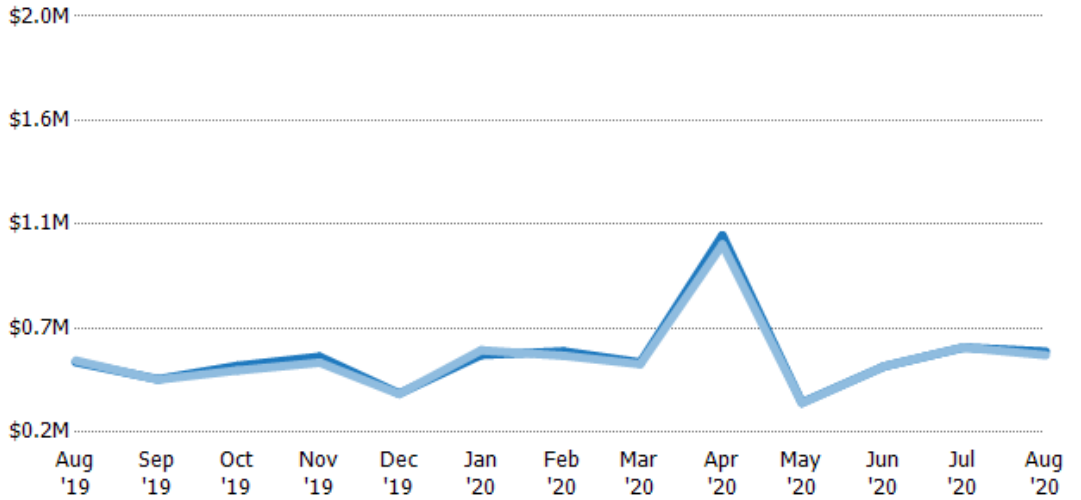
Median Sales Price vs Median Listing Price

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



Median List Price	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$567K	\$550K
Median Sales Price	\$510K	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$568K	\$534K
Med Sales Price as a % of Med List Price	101%	100%	96%	95%	99%	104%	97%	99%	96%	99%	100%	100%	97%

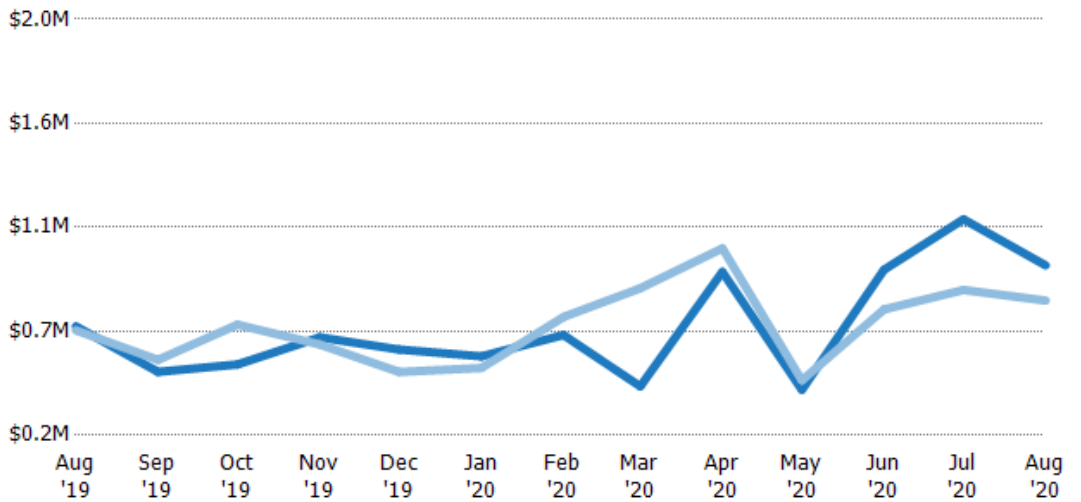
Average Sales Price vs Average Est Value

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



Avg Est Value	\$672K	\$474K	\$506K	\$624K	\$571K	\$542K	\$634K	\$412K	\$907K	\$397K	\$916K	\$1.13M	\$935K
Avg Sales Price	\$654K	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$829K	\$783K
Avg Sales Price as a % of Avg Est Value	97%	111%	134%	95%	83%	91%	112%	203%	111%	110%	81%	73%	84%

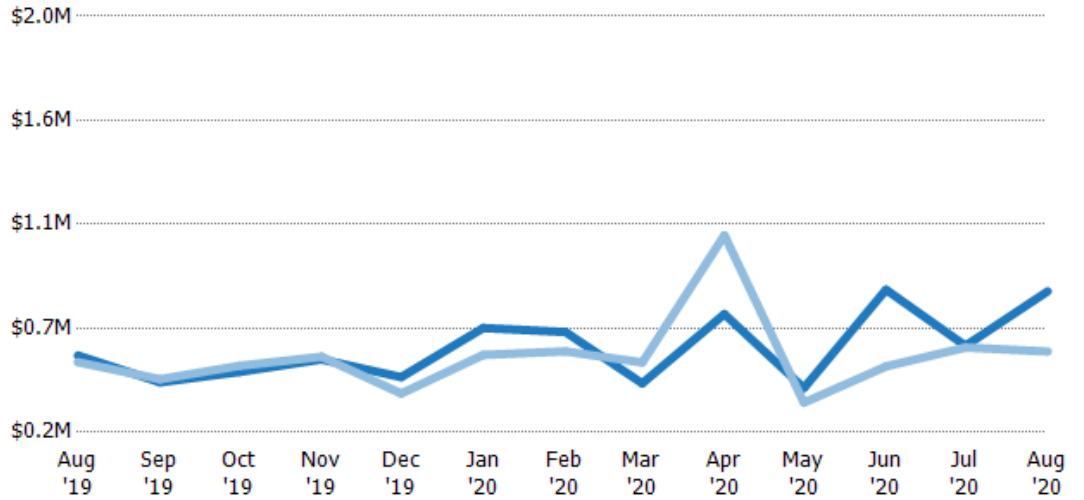
Median Sales Price vs Median Est Value

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	\$532K	\$416K	\$461K	\$515K	\$438K	\$651K	\$634K	\$412K	\$711K	\$391K	\$817K	\$574K	\$810K
Median Sales Price	\$503K	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$567K	\$550K
Med Sales Price as a % of Med Est Value	95%	103%	106%	102%	84%	82%	87%	122%	148%	84%	59%	99%	68%