

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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	23	15	+53.3%	178	168	+6%
New Listing Volume	\$31,982,400	\$9,371,000	+241.3%	\$161,997,448	\$119,026,100	+36.1%
Active Listing Count	64	106	-39.6%	N/A	N/A	
Active Listing Volume	\$92,371,900	\$96,441,300	-4.2%	N/A	N/A	
Average Listing Price	\$1,443,311	\$909,824	+58.6%	\$1,121,954	\$854,378	+31.3%
Median Listing Price	\$749,500	\$562,000	+33.4%	\$685,190	\$549,492	+24.7%
Median Days in RPR	97.5	125.5	-22.3%	121.54	160.01	-24%
Months of Inventory	2.7	5.9	-54.7%	7.2	8.3	-13%
Absorption Rate	37.5%	16.98%	+20.5%	13.87%	12.06%	+1.8%
Sales Activity Charts Metrics						
New Pending Sales Count	30	21	+42.9%	191	140	+36.4%
New Pending Sales Volume	\$26,063,600	\$11,285,000	+131%	\$147,727,848	\$83,786,500	+76.3%
Pending Sales Count	56	31	+80.6%	N/A	N/A	
Pending Sales Volume	\$47,181,900	\$22,036,000	+114.1%	N/A	N/A	
Closed Sales Count	27	14	+92.9%	119	105	+13.3%
Closed Sales Volume	\$17,876,000	\$7,154,665	+149.9%	\$84,444,417	\$54,961,408	+53.6%
Average Sales Price	\$662,074	\$511,048	+29.6%	\$709,617	\$523,442	+35.6%
Median Sales Price	\$590,000	\$427,500	+38%	\$554,845	\$436,529	+27.1%

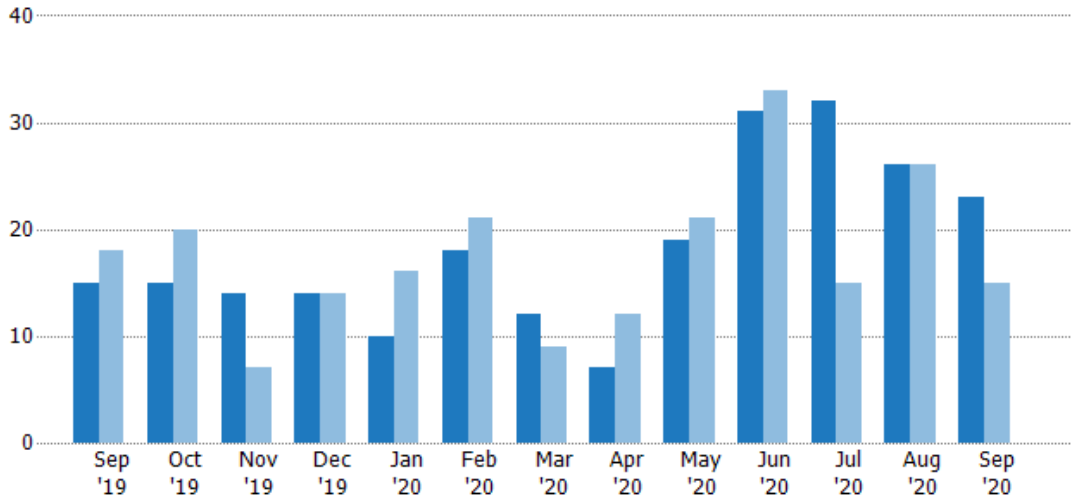
New Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Sep '19	15	18	-17%
Oct '19	15	20	-25%
Nov '19	14	7	100%
Dec '19	14	14	0%
Jan '20	10	16	-38%
Feb '20	18	21	-14%
Mar '20	12	9	33%
Apr '20	7	12	-42%
May '20	19	21	-10%
Jun '20	31	33	-6%
Jul '20	32	15	113%
Aug '20	26	26	0%
Sep '20	23	15	53%

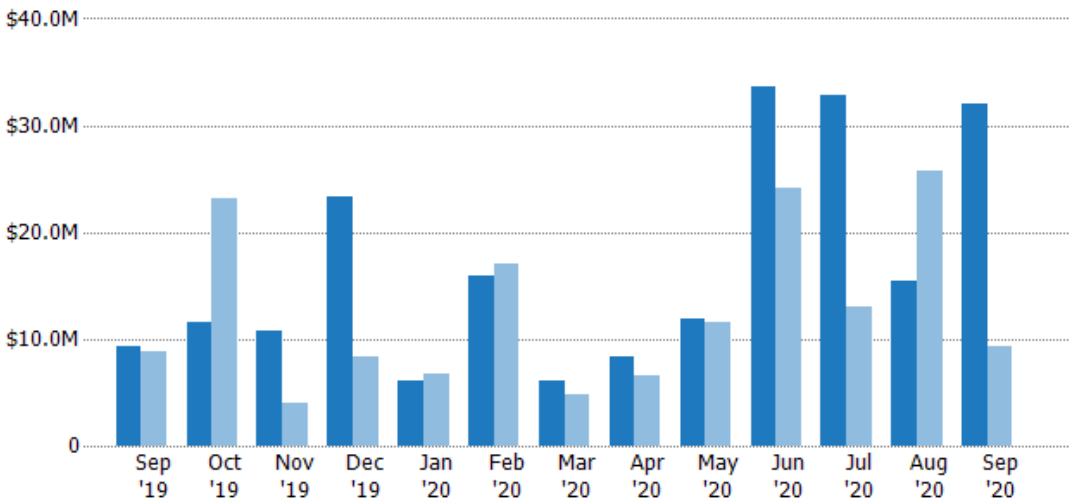
New Listing Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Sep '19	\$9.37M	\$8.77M	7%
Oct '19	\$11.5M	\$23.1M	-50%
Nov '19	\$10.8M	\$3.99M	171%
Dec '19	\$23.3M	\$8.31M	180%
Jan '20	\$6.01M	\$6.66M	-10%
Feb '20	\$15.9M	\$17.1M	-7%
Mar '20	\$6.06M	\$4.77M	27%
Apr '20	\$8.33M	\$6.65M	25%
May '20	\$11.9M	\$11.5M	3%
Jun '20	\$33.6M	\$24.1M	39%
Jul '20	\$32.7M	\$13M	152%
Aug '20	\$15.5M	\$25.8M	-40%
Sep '20	\$32M	\$9.37M	241%

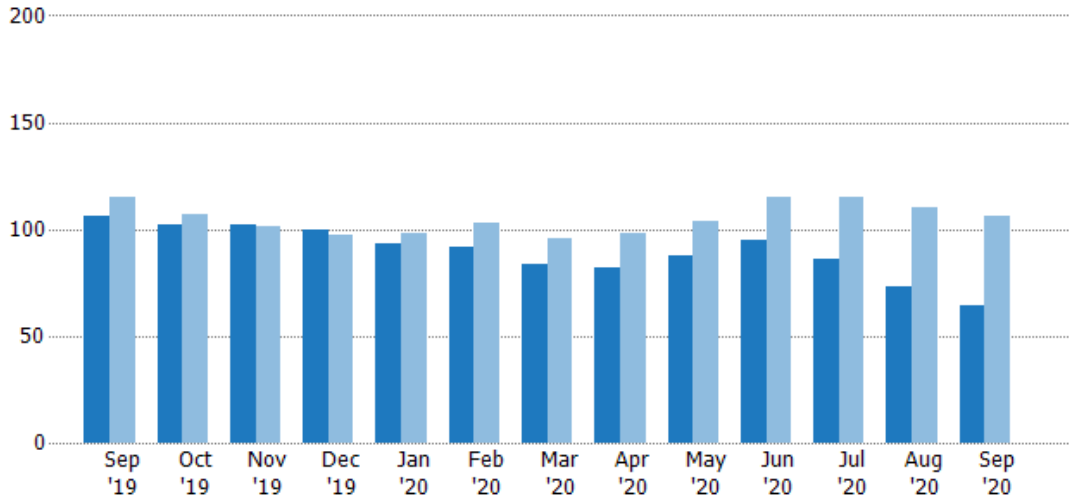
Active Listings

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	106	102	102	100	93	92	84	82	88	95	86	73	64
Prior Year	115	107	101	97	98	103	96	98	104	115	115	110	106
Percent Change from Prior Year	-8%	-5%	1%	3%	-5%	-11%	-13%	-16%	-15%	-17%	-25%	-34%	-40%

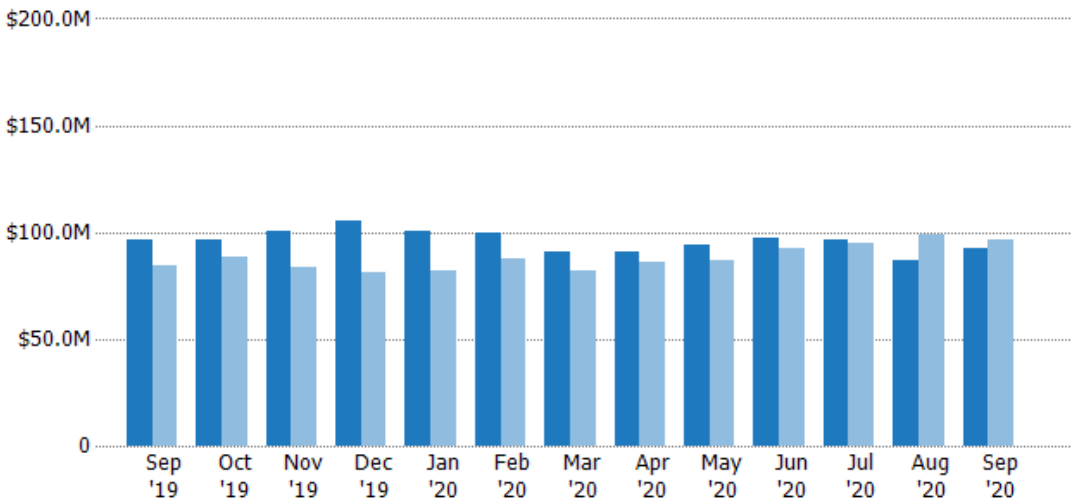
Active Listing Volume

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$96.4M	\$96.7M	\$101M	\$105M	\$100M	\$100M	\$90.7M	\$90.7M	\$94.3M	\$97.2M	\$96.7M	\$86.9M	\$92.4M
Prior Year	\$84.1M	\$88.2M	\$83.5M	\$81.3M	\$81.8M	\$87.9M	\$82.4M	\$85.8M	\$86.5M	\$92.8M	\$95M	\$98.9M	\$96.4M
Percent Change from Prior Year	15%	10%	20%	29%	23%	14%	10%	6%	9%	5%	2%	-12%	-4%

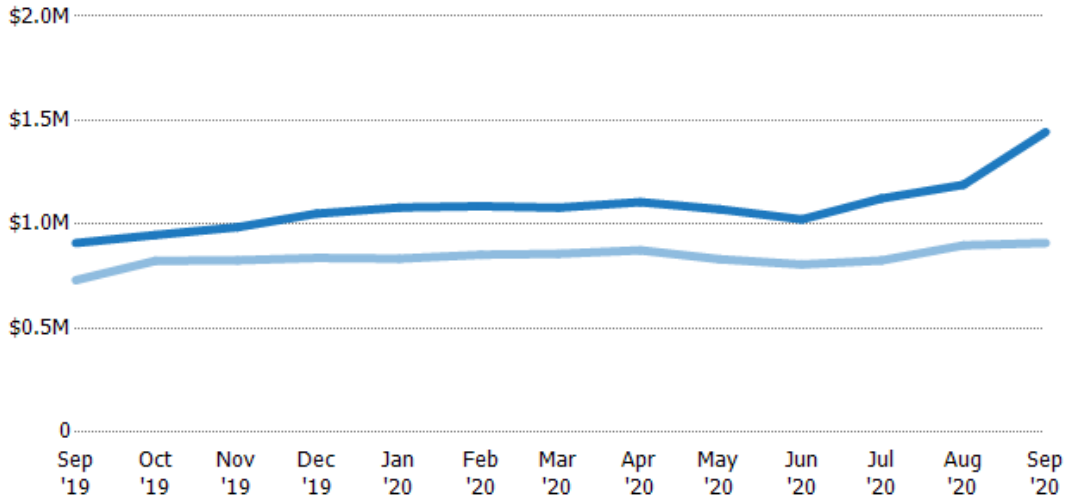
Average Listing Price

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
Sep '19	\$910K	\$731K	24%
Oct '19	\$948K	\$824K	15%
Nov '19	\$986K	\$827K	19%
Dec '19	\$1.05M	\$838K	25%
Jan '20	\$1.08M	\$834K	29%
Feb '20	\$1.09M	\$853K	27%
Mar '20	\$1.08M	\$858K	26%
Apr '20	\$1.11M	\$875K	26%
May '20	\$1.07M	\$832K	29%
Jun '20	\$1.02M	\$807K	27%
Jul '20	\$1.12M	\$826K	36%
Aug '20	\$1.19M	\$899K	32%
Sep '20	\$1.44M	\$910K	59%

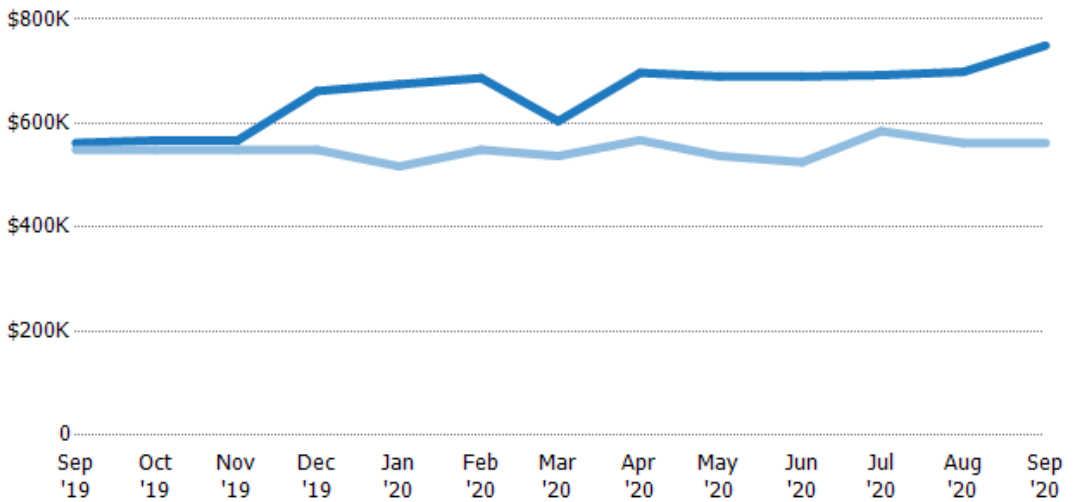
Median Listing Price

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
Sep '19	\$562K	\$549K	2%
Oct '19	\$567K	\$549K	3%
Nov '19	\$567K	\$549K	3%
Dec '19	\$662K	\$549K	21%
Jan '20	\$675K	\$517K	31%
Feb '20	\$687K	\$549K	25%
Mar '20	\$604K	\$537K	12%
Apr '20	\$697K	\$568K	23%
May '20	\$690K	\$537K	28%
Jun '20	\$690K	\$525K	31%
Jul '20	\$693K	\$585K	18%
Aug '20	\$699K	\$562K	24%
Sep '20	\$750K	\$562K	33%

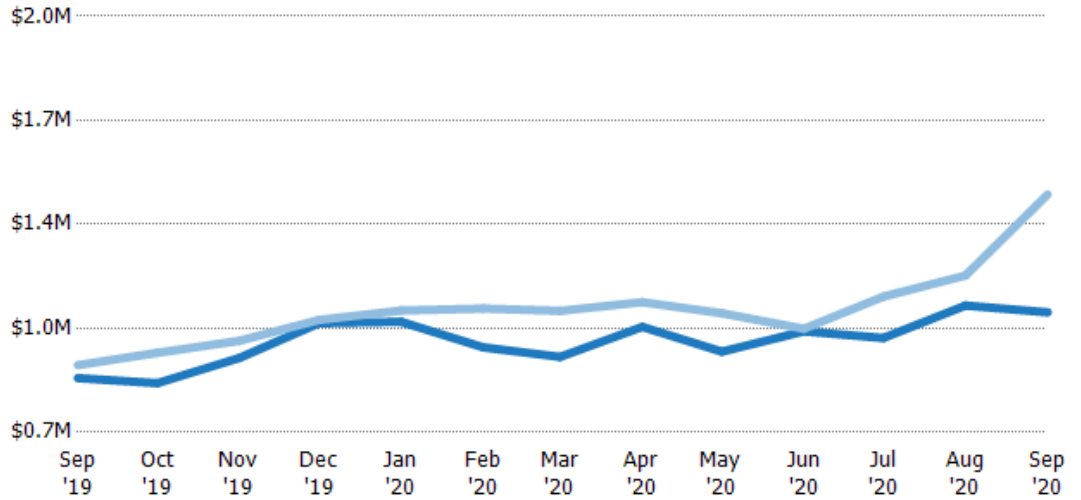
Average Listing Price vs Average Est Value

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	\$869K	\$853K	\$932K	\$1.04M	\$1.05M	\$965K	\$936K	\$1.03M	\$952K	\$1.02M	\$995K	\$1.1M	\$1.07M
Avg Listing Price	\$910K	\$948K	\$986K	\$1.05M	\$1.08M	\$1.09M	\$1.08M	\$1.11M	\$1.07M	\$1.02M	\$1.12M	\$1.19M	\$1.44M
Avg Listing Price as a % of Avg Est Value	105%	111%	106%	101%	103%	113%	115%	107%	113%	101%	113%	109%	134%

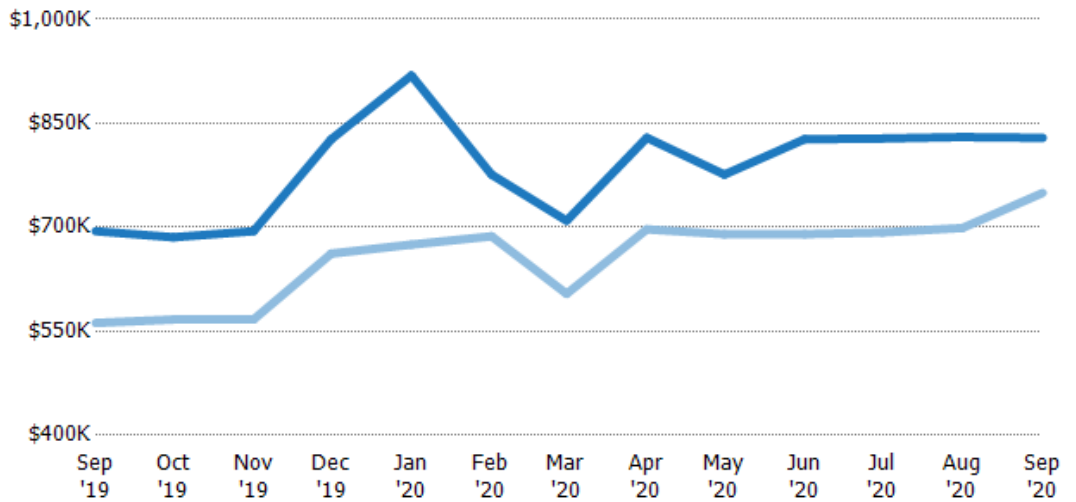
Median Listing Price vs Median Est Value

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	\$694K	\$686K	\$694K	\$827K	\$919K	\$776K	\$709K	\$829K	\$776K	\$827K	\$828K	\$830K	\$829K
Median Listing Price	\$562K	\$567K	\$567K	\$662K	\$675K	\$687K	\$604K	\$697K	\$690K	\$690K	\$693K	\$699K	\$750K
Med Listing Price as a % of Med Est Value	81%	83%	82%	80%	73%	89%	85%	84%	89%	83%	84%	84%	90%

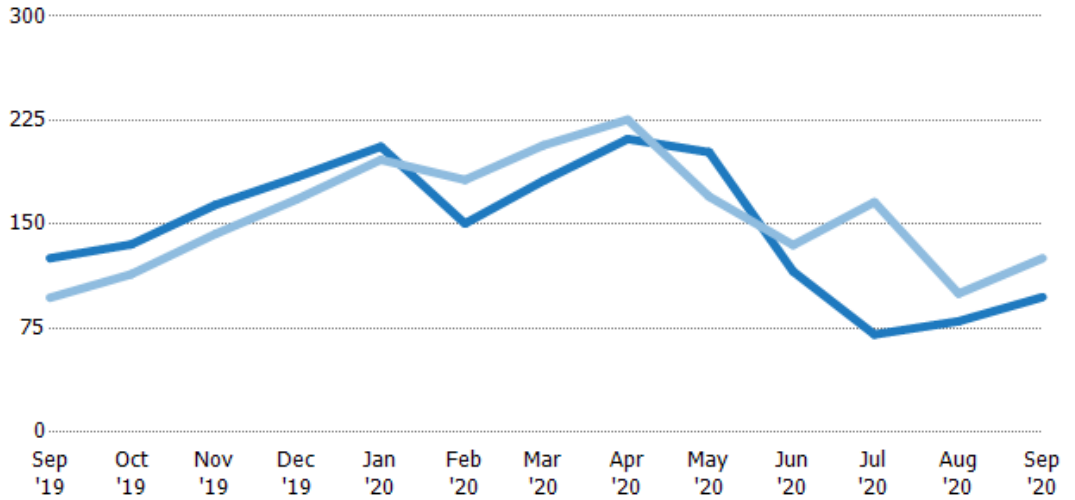
Median Days in RPR

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	126	136	164	184	206	151	182	212	202	116	70.5	80	97.5
Prior Year	97	114	143	168	197	182	207	226	170	135	166	100	126
Percent Change from Prior Year	29%	19%	15%	10%	5%	-17%	-12%	-6%	19%	-14%	-58%	-20%	-22%

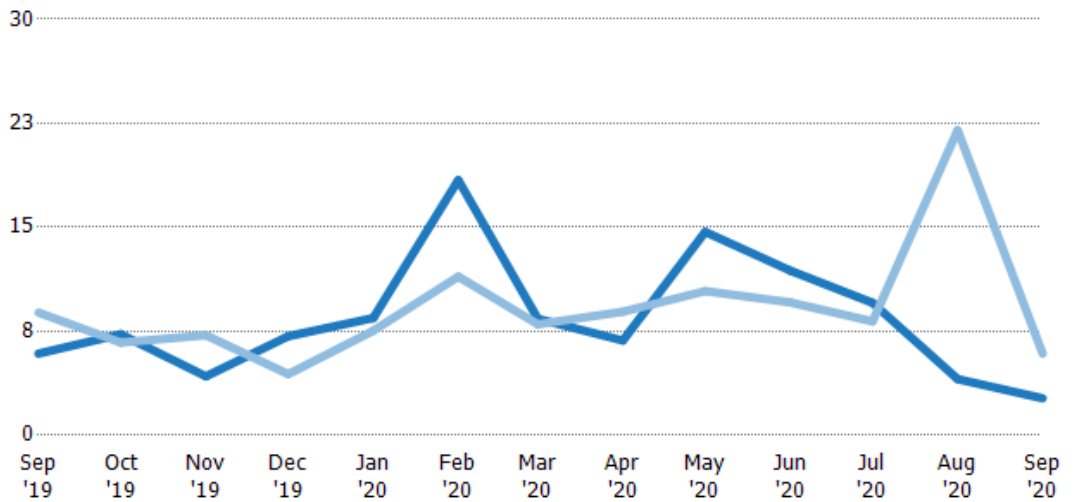
Months of Inventory

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	5.89	7.29	4.25	7.14	8.45	18.4	8.4	6.83	14.7	11.9	9.56	4.06	2.67
Prior Year	8.85	6.69	7.21	4.41	7.54	11.4	8	8.91	10.4	9.58	8.21	22	5.89
Percent Change from Prior Year	-33%	9%	-41%	62%	12%	61%	5%	-23%	41%	24%	16%	-82%	-55%

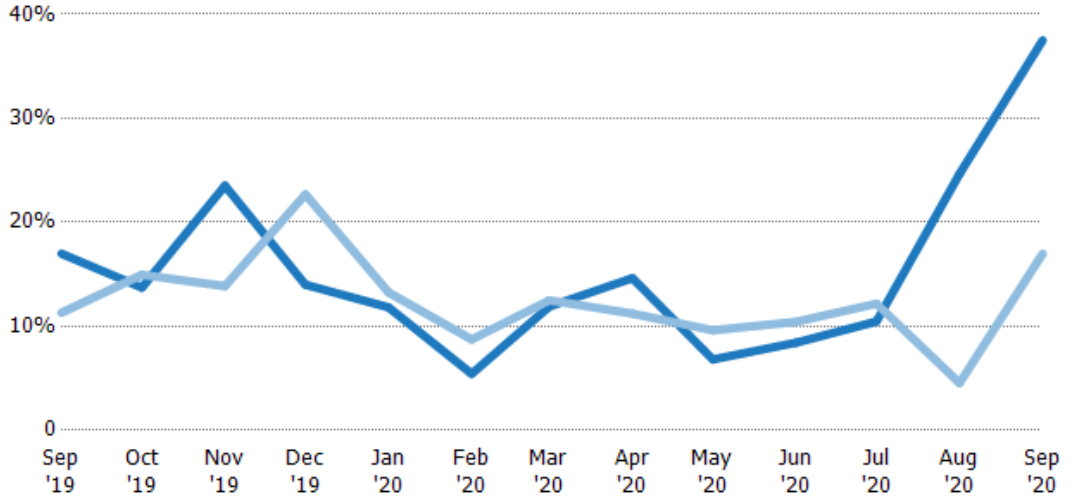
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	17%	14%	24%	14%	12%	5%	12%	15%	7%	8%	10%	25%	38%
Prior Year	11%	15%	14%	23%	13%	9%	13%	11%	10%	10%	12%	5%	17%
Change from Prior Year	-6%	1%	-10%	9%	1%	3%	1%	-3%	3%	2%	2%	-20%	-21%

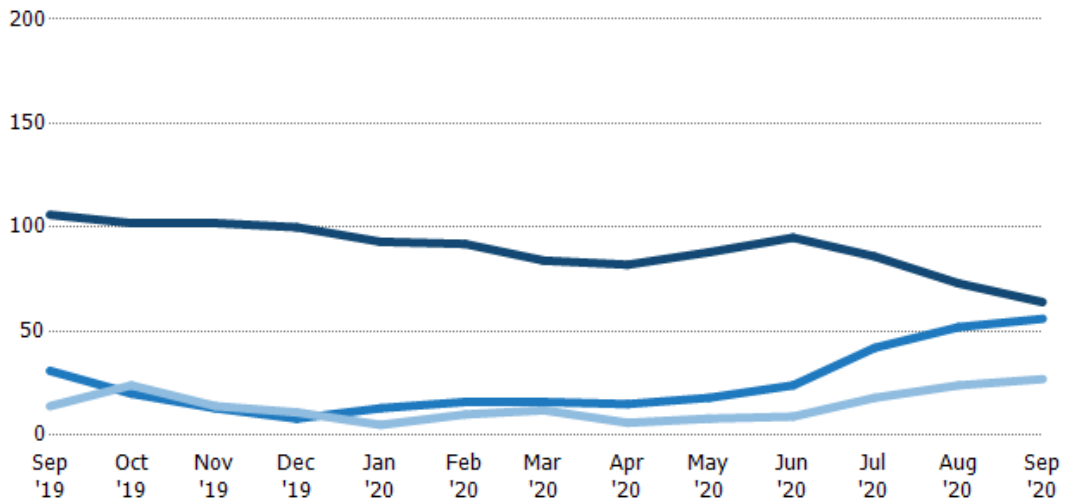
Active/Pending/Sold Units

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	106	102	102	100	93	92	84	82	88	95	86	73	64
Pending	31	20	13	8	13	16	16	15	18	24	42	52	56
Sold	14	24	14	11	5	10	12	6	8	9	18	24	27

New Pending Sales

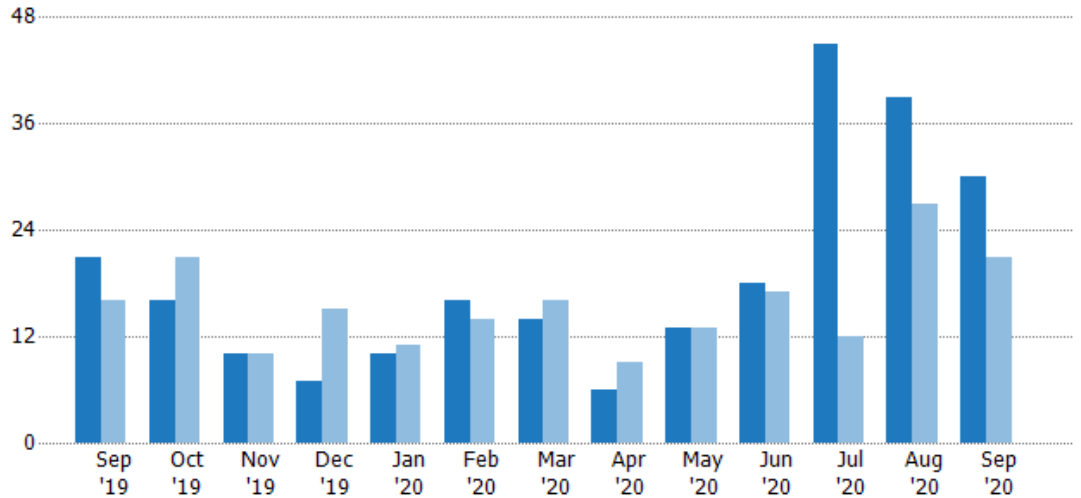
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Sep '20	30	42.9%
Sep '19	21	31.3%
Sep '18	16	-12.5%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	21	16	10	7	10	16	14	6	13	18	45	39	30
Prior Year	16	21	10	15	11	14	16	9	13	17	12	27	21
Percent Change from Prior Year	31%	-24%	0%	-53%	-9%	14%	-13%	-33%	0%	6%	275%	44%	43%

New Pending Sales Volume

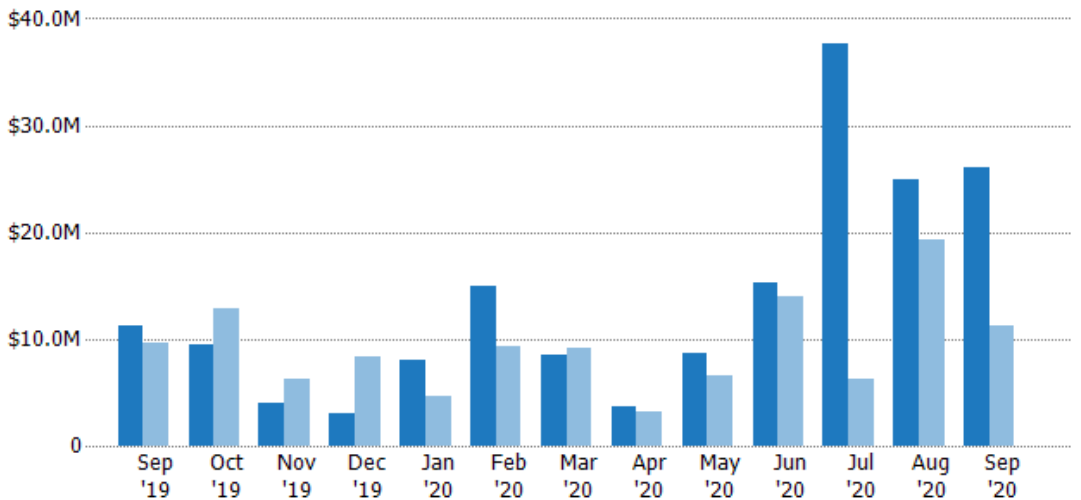
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Sep '20	\$26.1M	131%
Sep '19	\$11.3M	16.7%
Sep '18	\$9.67M	-30.9%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$11.3M	\$9.47M	\$3.97M	\$3.03M	\$8.02M	\$15M	\$8.52M	\$3.6M	\$8.61M	\$15.3M	\$37.6M	\$25M	\$26.1M
Prior Year	\$9.67M	\$12.8M	\$6.25M	\$8.39M	\$4.66M	\$9.39M	\$9.1M	\$3.27M	\$6.61M	\$13.9M	\$6.21M	\$19.3M	\$11.3M
Percent Change from Prior Year	17%	-26%	-36%	-64%	72%	60%	-6%	10%	30%	10%	505%	29%	131%

Pending Sales

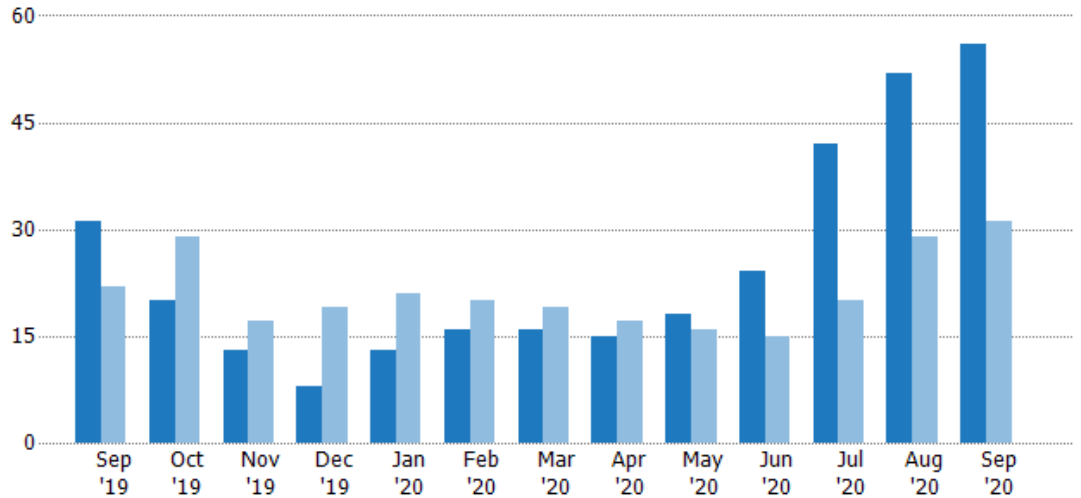
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Sep '20	56	80.6%
Sep '19	31	40.9%
Sep '18	22	36.4%



Current Year	31	20	13	8	13	16	16	15	18	24	42	52	56
Prior Year	22	29	17	19	21	20	19	17	16	15	20	29	31
Percent Change from Prior Year	41%	-31%	-24%	-58%	-38%	-20%	-16%	-12%	13%	60%	110%	79%	81%

Pending Sales Volume

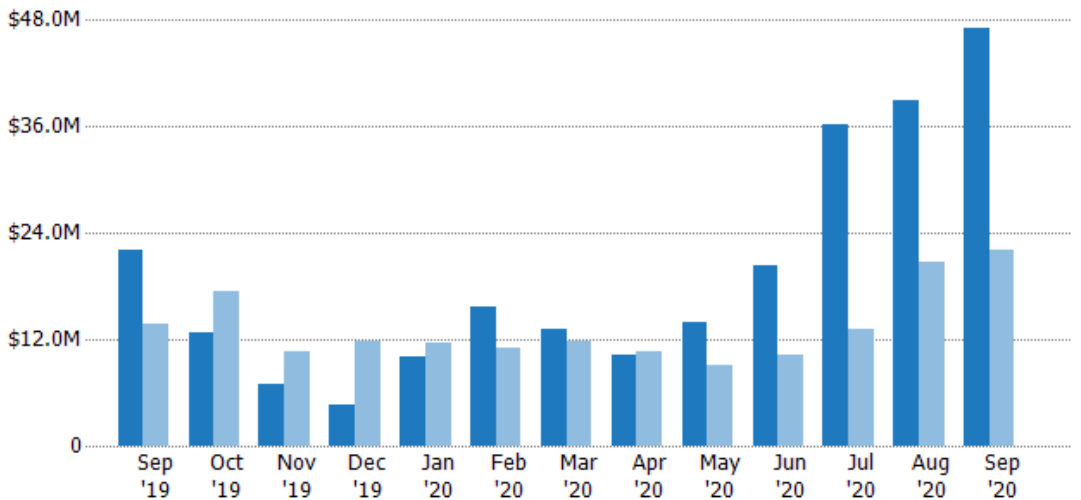
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Sep '20	\$47.2M	114.1%
Sep '19	\$22M	60.9%
Sep '18	\$13.7M	12.2%



Current Year	\$22M	\$12.8M	\$7.02M	\$4.54M	\$10.1M	\$15.6M	\$13.1M	\$10.3M	\$13.9M	\$20.3M	\$36.1M	\$38.9M	\$47.2M
Prior Year	\$13.7M	\$17.3M	\$10.7M	\$11.7M	\$11.6M	\$11.1M	\$11.8M	\$10.6M	\$9.06M	\$10.3M	\$13.2M	\$20.8M	\$22M
Percent Change from Prior Year	61%	-26%	-34%	-61%	-13%	41%	11%	-3%	53%	98%	173%	87%	114%

Closed Sales

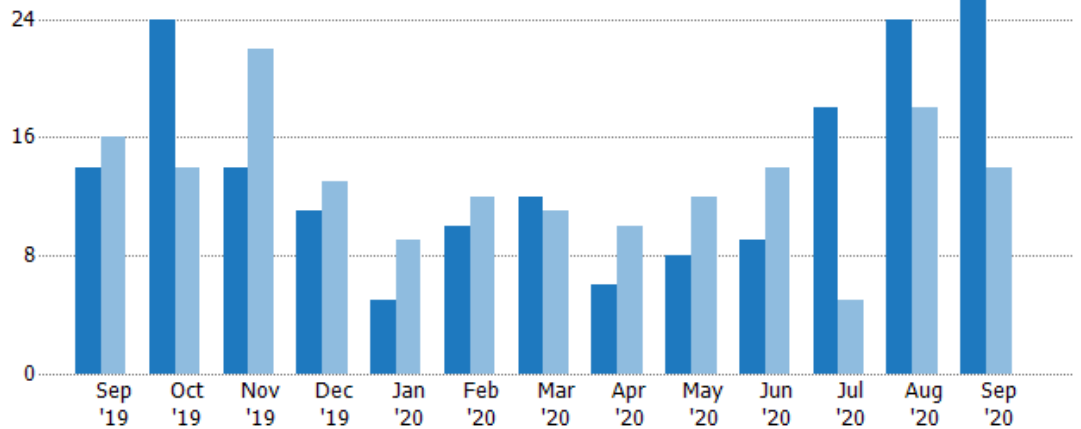
The total number of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Sep '20	27	92.9%
Sep '19	14	-12.5%
Sep '18	16	-18.8%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	14	24	14	11	5	10	12	6	8	9	18	24	27
Prior Year	16	14	22	13	9	12	11	10	12	14	5	18	14
Percent Change from Prior Year	-13%	71%	-36%	-15%	-44%	-17%	9%	-40%	-33%	-36%	260%	33%	93%

Closed Sales Volume

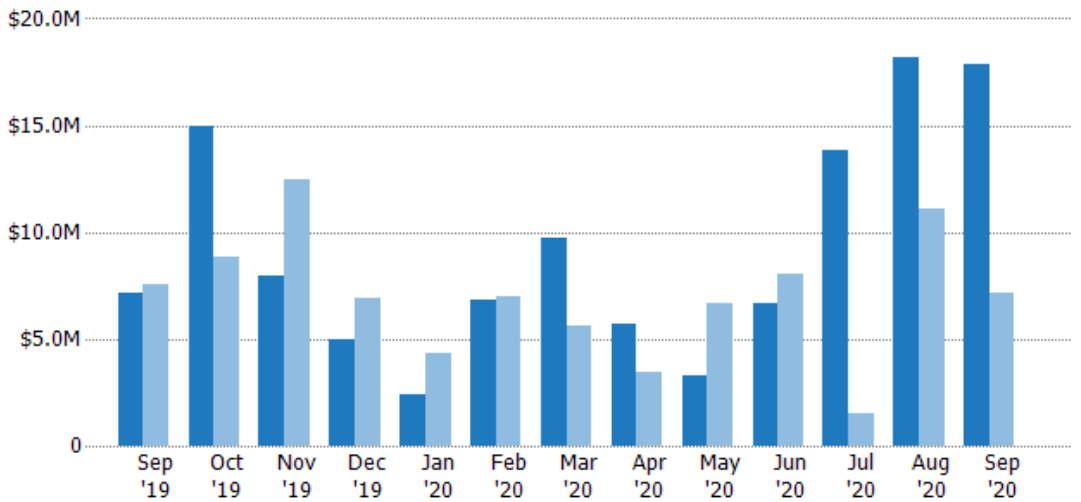
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Sep '20	\$17.9M	149.9%
Sep '19	\$7.15M	-5.7%
Sep '18	\$7.59M	6.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$7.15M	\$15M	\$7.94M	\$4.97M	\$2.39M	\$6.82M	\$9.7M	\$5.71M	\$3.29M	\$6.63M	\$13.8M	\$18.2M	\$17.9M
Prior Year	\$7.59M	\$8.87M	\$12.5M	\$6.93M	\$4.37M	\$7.03M	\$5.64M	\$3.44M	\$6.68M	\$8.02M	\$1.51M	\$11.1M	\$7.15M
Percent Change from Prior Year	-6%	69%	-36%	-28%	-45%	-3%	72%	66%	-51%	-17%	819%	64%	150%

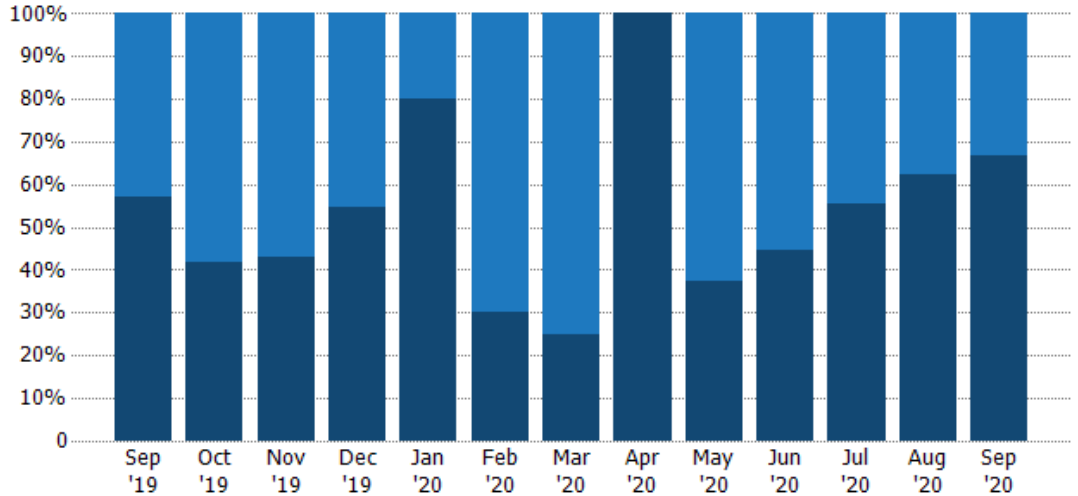
Closed Sales by Property Type

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	43%	58%	57%	45%	20%	70%	75%	-	63%	56%	44%	38%	33%
Single Family Residence	57%	42%	43%	55%	80%	30%	25%	100%	38%	44%	56%	63%	67%

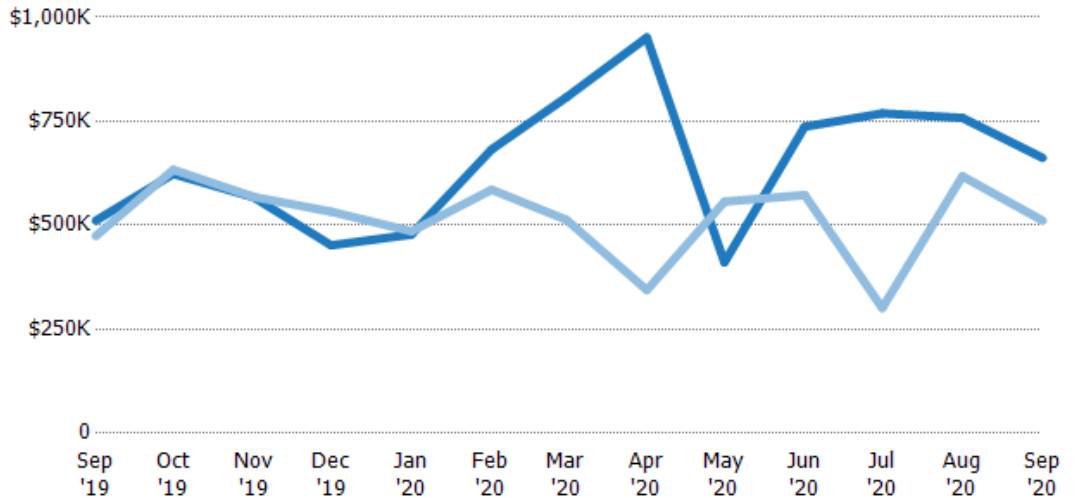
Average Sales Price

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	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$769K	\$758K	\$662K
Prior Year	\$474K	\$633K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$557K	\$573K	\$301K	\$618K	\$511K
Percent Change from Prior Year	8%	-2%	0%	-15%	-2%	17%	58%	176%	-26%	29%	155%	23%	30%

Median Sales Price

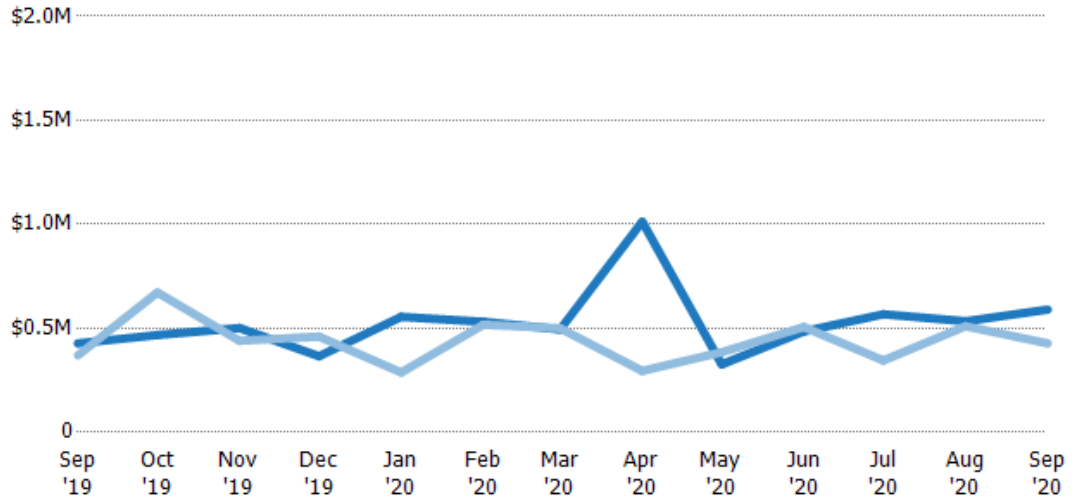
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Sep '20	\$590K	38%
Sep '19	\$428K	15.5%
Sep '18	\$370K	54.1%



Current Year	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$568K	\$534K	\$590K
Prior Year	\$370K	\$672K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$385K	\$506K	\$345K	\$510K	\$428K
Percent Change from Prior Year	16%	-30%	14%	-21%	93%	3%	-1%	243%	-15%	-4%	64%	5%	38%

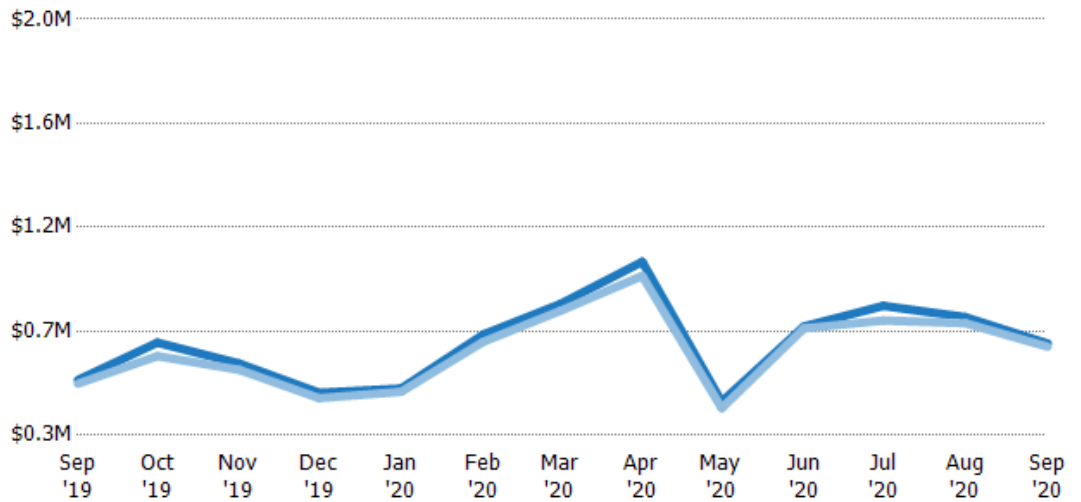
Average Sales Price vs Average Listing Price

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	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$829K	\$783K	\$675K
Avg Sales Price	\$511K	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$769K	\$758K	\$662K
Avg Sales Price as a % of Avg List Price	97%	92%	96%	95%	97%	96%	97%	94%	94%	99%	93%	97%	98%

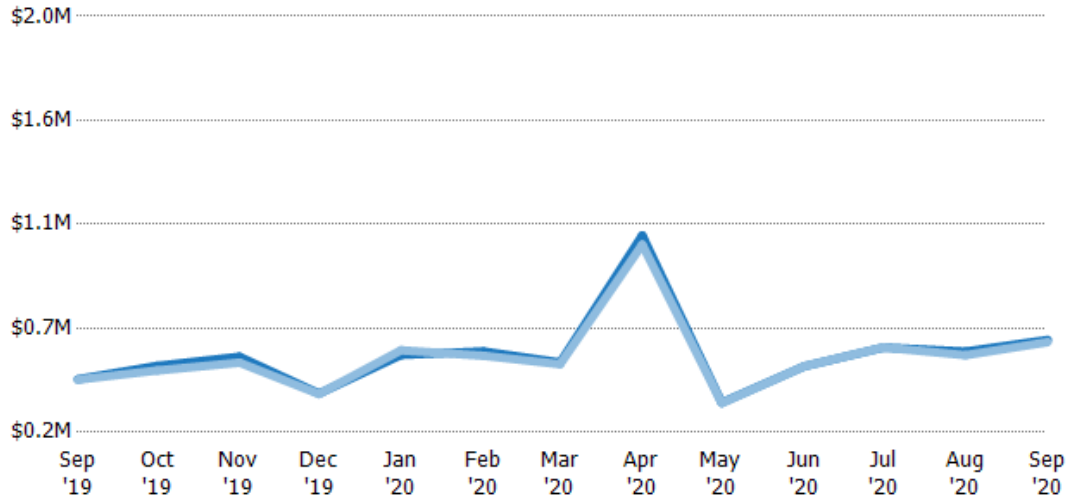
Median Sales Price vs Median Listing Price

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Median List Price	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$567K	\$550K	\$600K
Median Sales Price	\$428K	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$568K	\$534K	\$590K
Med Sales Price as a % of Med List Price	100%	96%	95%	99%	104%	97%	99%	96%	99%	100%	100%	97%	98%

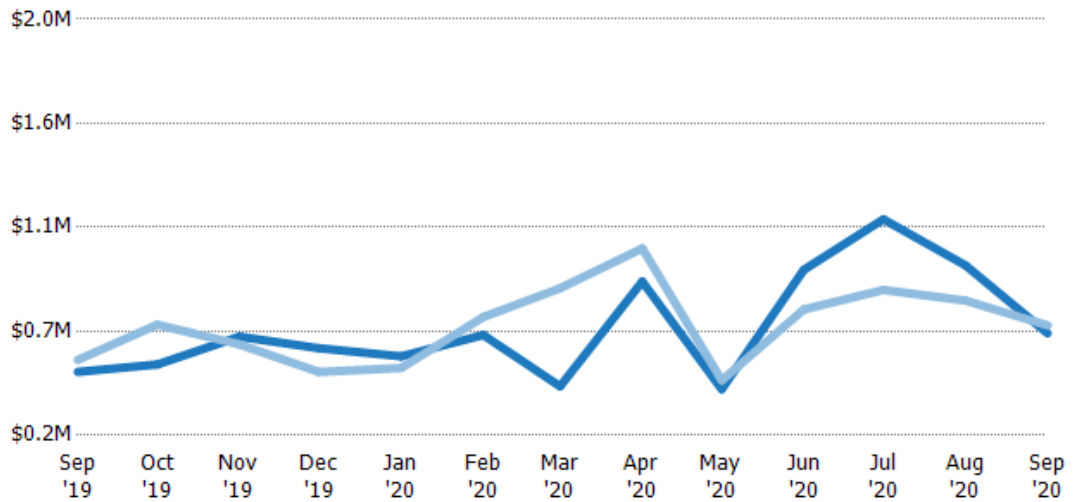
Average Sales Price vs Average Est Value

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$474K	\$506K	\$627K	\$577K	\$542K	\$634K	\$412K	\$865K	\$399K	\$916K	\$1.13M	\$935K	\$641K
Avg Sales Price	\$526K	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$829K	\$783K	\$675K
Avg Sales Price as a % of Avg Est Value	111%	134%	95%	82%	91%	112%	203%	117%	110%	81%	73%	84%	105%

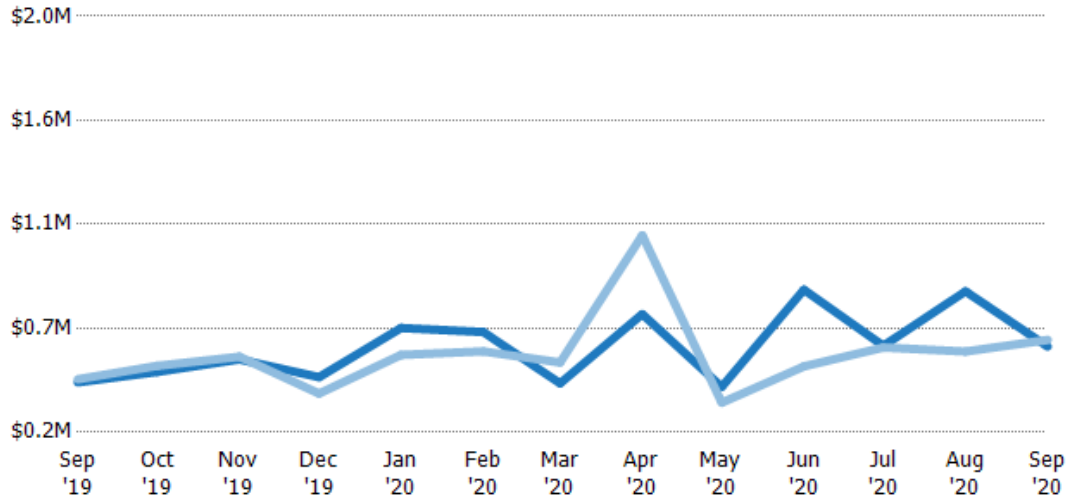
Median Sales Price vs Median Est Value

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	\$416K	\$461K	\$515K	\$438K	\$651K	\$634K	\$412K	\$711K	\$397K	\$817K	\$574K	\$810K	\$571K
Median Sales Price	\$430K	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$567K	\$550K	\$600K
Med Sales Price as a % of Med Est Value	103%	106%	102%	84%	82%	87%	122%	148%	83%	59%	99%	68%	105%