

## 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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	19	13	+46.2%	232	196	+18.4%
New Listing Volume	\$16,675,900	\$10,484,000	+59.1%	\$208,176,248	\$141,359,600	+47.3%
Active Listing Count	57	102	-44.1%	N/A	N/A	
Active Listing Volume	\$92,314,900	\$101,306,400	-8.9%	N/A	N/A	
Average Listing Price	\$1,619,560	\$993,200	+63.1%	\$1,194,676	\$874,790	+36.6%
Median Listing Price	\$760,000	\$587,000	+29.5%	\$704,891	\$560,258	+25.8%
Median Days in RPR	69	164	-57.9%	107.91	155.52	-30.6%
Months of Inventory	2	4.3	-53.8%	6	7.7	-22%
Absorption Rate	50.88%	23.53%	+27.3%	16.59%	12.94%	+3.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	17	10	+70%	245	166	+47.6%
New Pending Sales Volume	\$12,886,900	\$3,973,400	+224.3%	\$192,268,148	\$97,231,900	+97.7%
Pending Sales Count	52	13	+300%	N/A	N/A	
Pending Sales Volume	\$40,317,300	\$7,023,400	+474%	N/A	N/A	
Closed Sales Count	25	14	+78.6%	173	143	+21%
Closed Sales Volume	\$17,664,901	\$7,943,000	+122.4%	\$128,929,318	\$77,867,408	+65.6%
Average Sales Price	\$706,596	\$567,357	+24.5%	\$745,256	\$544,527	+36.9%
Median Sales Price	\$645,000	\$501,250	+28.7%	\$592,205	\$448,063	+32.2%

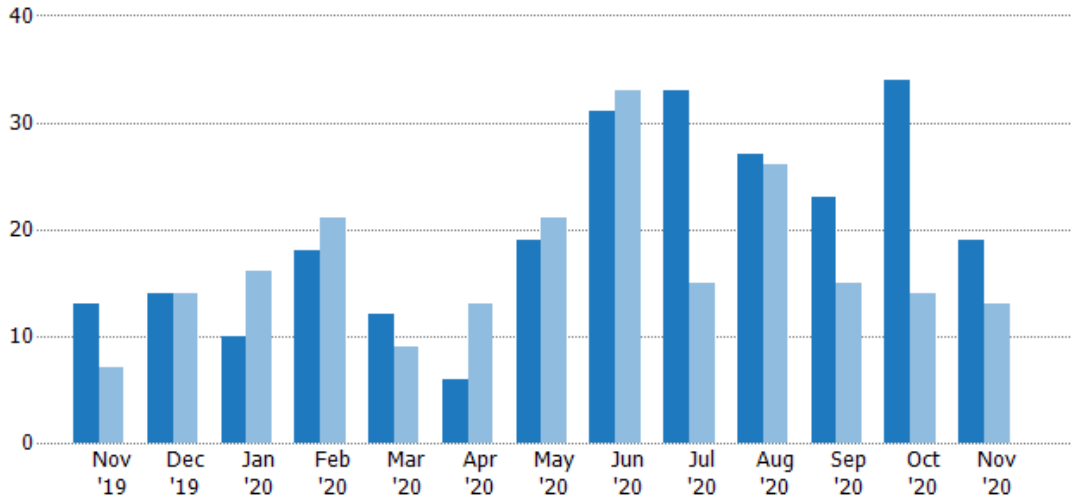
## New Listings

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
Nov '20	19	13	46.2%
Nov '19	13	7	85.7%
Nov '18	7	7	57.1%

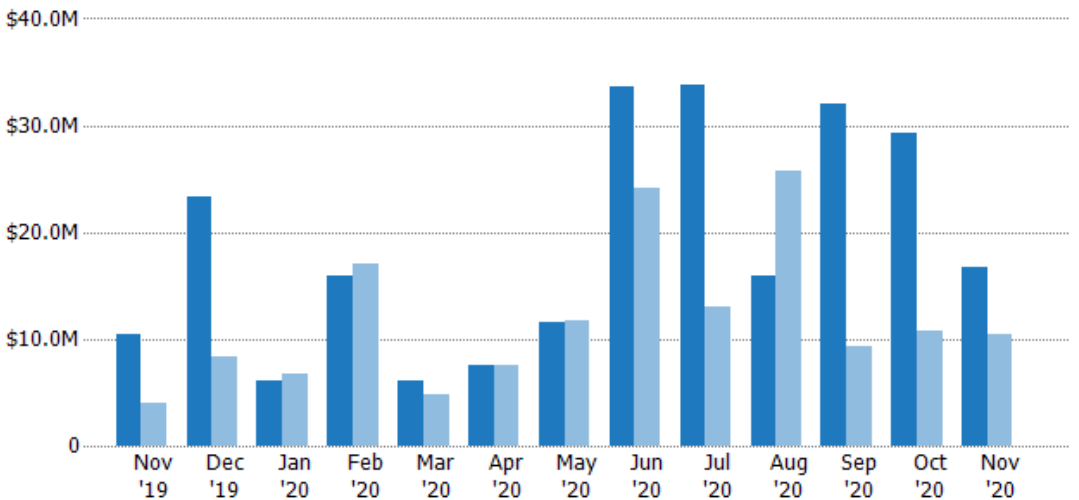
## New Listing Volume

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
Nov '20	\$16.7M	\$10.5M	59.1%
Nov '19	\$10.5M	\$3.99M	162.8%
Nov '18	\$3.99M	\$3.99M	41.5%

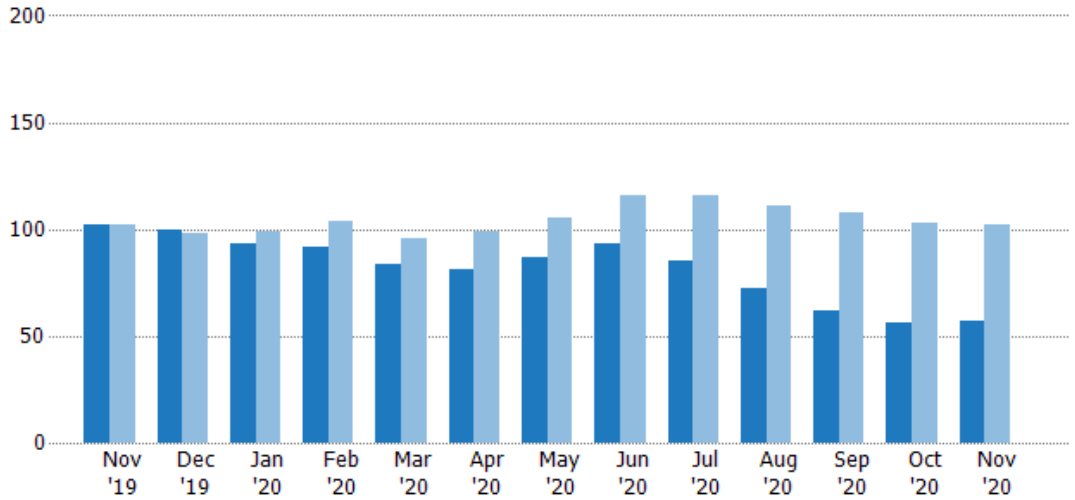
## Active Listings

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	102	100	93	92	84	81	87	93	85	72	62	56	57
Prior Year	102	98	99	104	96	99	105	116	116	111	108	103	102
Percent Change from Prior Year	0%	2%	-6%	-12%	-13%	-18%	-17%	-20%	-27%	-35%	-43%	-46%	-44%

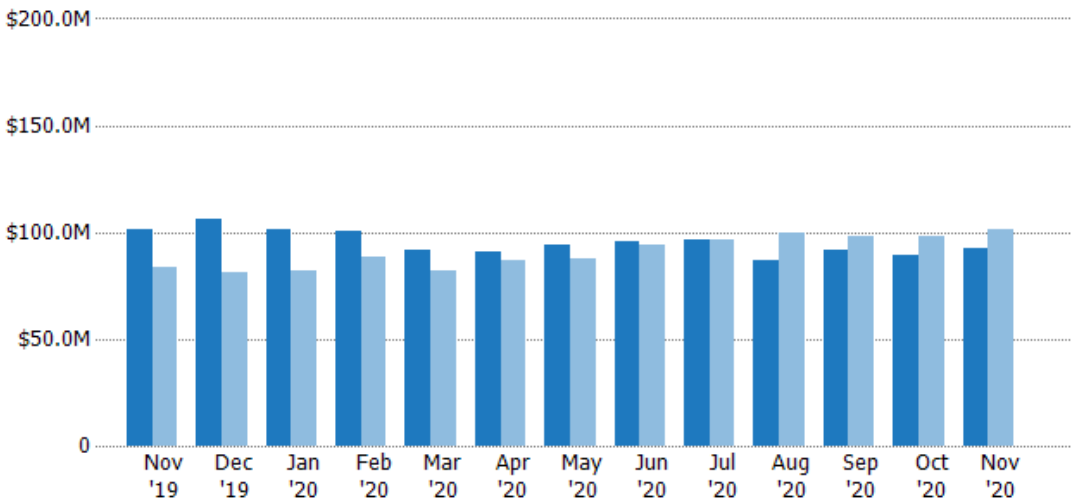
## Active Listing Volume

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$101M	\$106M	\$101M	\$101M	\$91.4M	\$90.7M	\$93.8M	\$96M	\$96.3M	\$86.7M	\$91.5M	\$89.1M	\$92.3M
Prior Year	\$83.6M	\$81.4M	\$81.9M	\$88M	\$82.3M	\$86.7M	\$87.5M	\$94M	\$96.1M	\$100M	\$98.3M	\$97.8M	\$101M
Percent Change from Prior Year	21%	30%	24%	14%	11%	5%	7%	2%	0%	-13%	-7%	-9%	-9%

## Average Listing Price

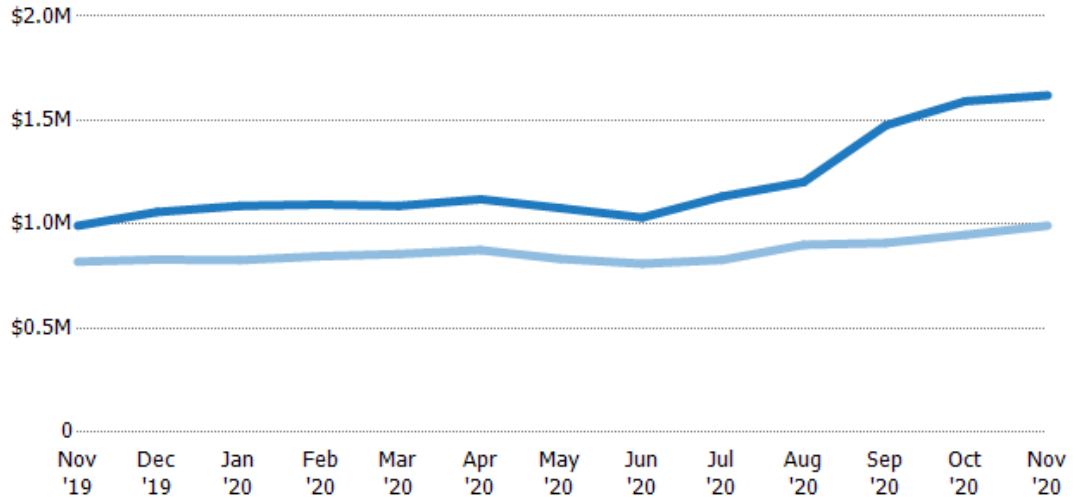
The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Nov '20	\$1.62M	63.1%
Nov '19	\$993K	21.1%
Nov '18	\$820K	-6.3%



Current Year	\$993K	\$1.06M	\$1.09M	\$1.1M	\$1.09M	\$1.12M	\$1.08M	\$1.03M	\$1.13M	\$1.2M	\$1.48M	\$1.59M	\$1.62M
Prior Year	\$820K	\$831K	\$827K	\$846K	\$857K	\$876K	\$834K	\$810K	\$828K	\$901K	\$910K	\$949K	\$993K
Percent Change from Prior Year	21%	27%	32%	29%	27%	28%	29%	27%	37%	34%	62%	68%	63%

## Median Listing Price

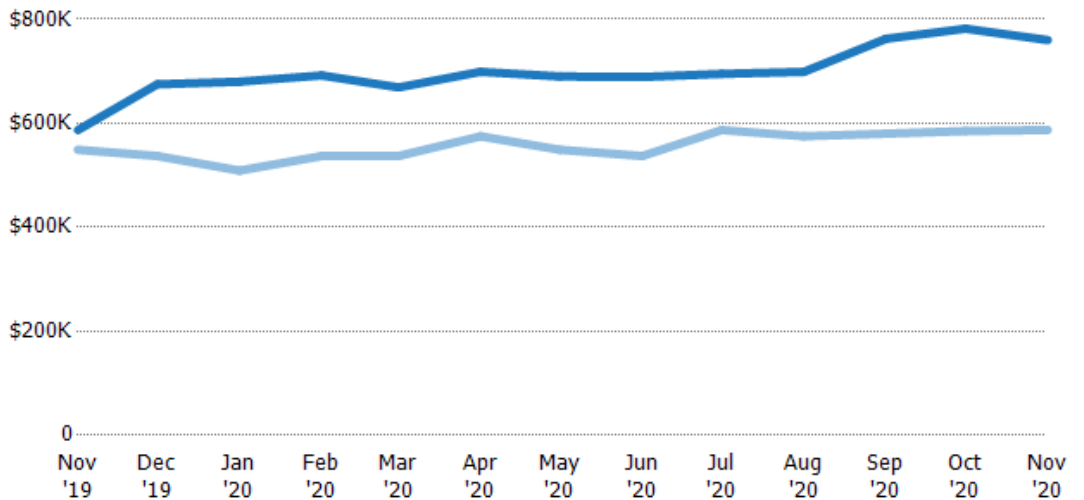
The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Nov '20	\$760K	29.5%
Nov '19	\$587K	6.9%
Nov '18	\$549K	4.7%



Current Year	\$587K	\$675K	\$680K	\$692K	\$669K	\$699K	\$690K	\$689K	\$695K	\$699K	\$763K	\$782K	\$760K
Prior Year	\$549K	\$537K	\$509K	\$537K	\$537K	\$575K	\$549K	\$537K	\$587K	\$575K	\$580K	\$585K	\$587K
Percent Change from Prior Year	7%	26%	34%	29%	25%	22%	26%	28%	18%	22%	31%	34%	29%

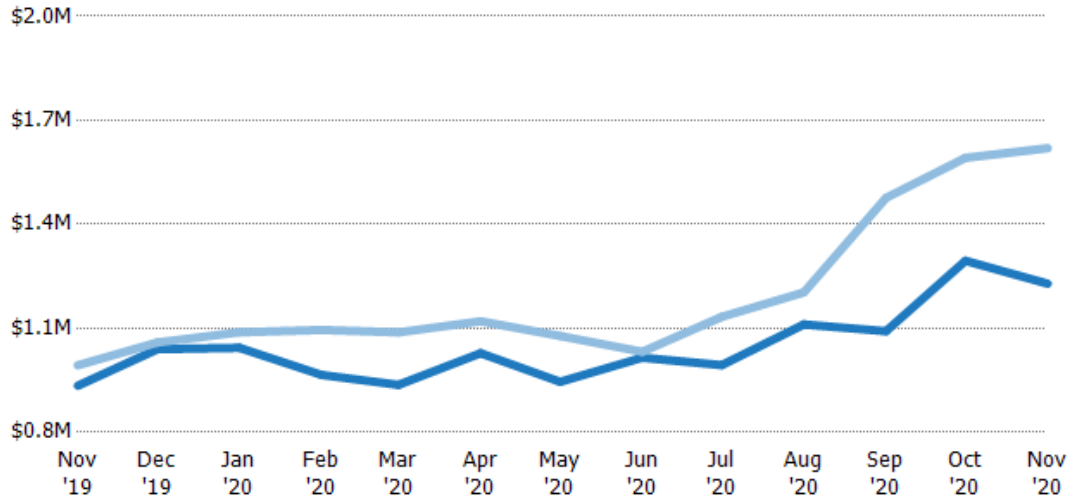
## Average Listing Price vs Average Est Value

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	\$934K	\$1.04M	\$1.04M	\$965K	\$937K	\$1.03M	\$946K	\$1.02M	\$994K	\$1.11M	\$1.09M	\$1.29M	\$1.23M
Avg Listing Price	\$993K	\$1.06M	\$1.09M	\$1.1M	\$1.09M	\$1.12M	\$1.08M	\$1.03M	\$1.13M	\$1.2M	\$1.48M	\$1.59M	\$1.62M
Avg Listing Price as a % of Avg Est Value	106%	102%	104%	113%	116%	109%	114%	102%	114%	108%	135%	123%	132%

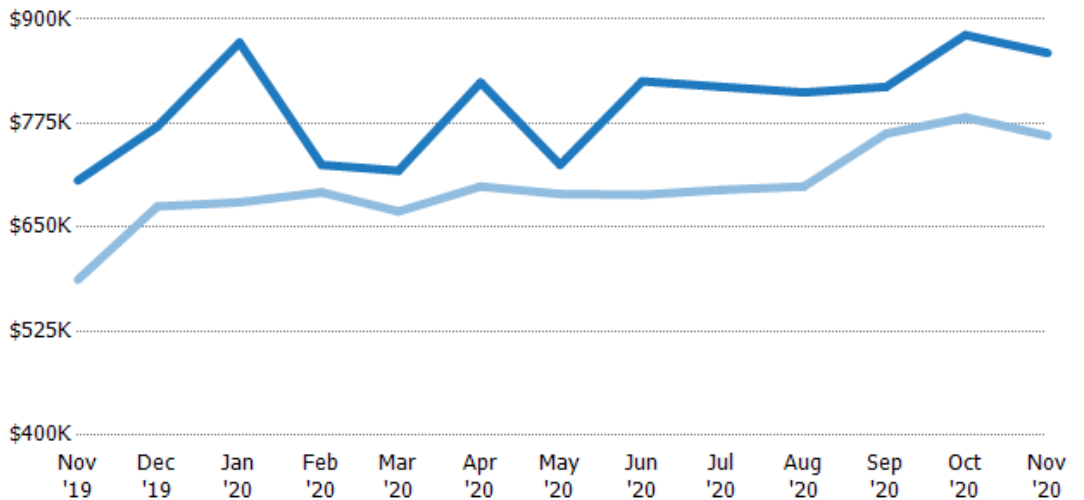
## Median Listing Price vs Median Est Value

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	\$706K	\$771K	\$872K	\$725K	\$718K	\$824K	\$725K	\$825K	\$819K	\$812K	\$819K	\$881K	\$859K
Median Listing Price	\$587K	\$675K	\$680K	\$692K	\$669K	\$699K	\$690K	\$689K	\$695K	\$699K	\$763K	\$782K	\$760K
Med Listing Price as a % of Med Est Value	83%	88%	78%	95%	93%	85%	95%	83%	85%	86%	93%	89%	88%

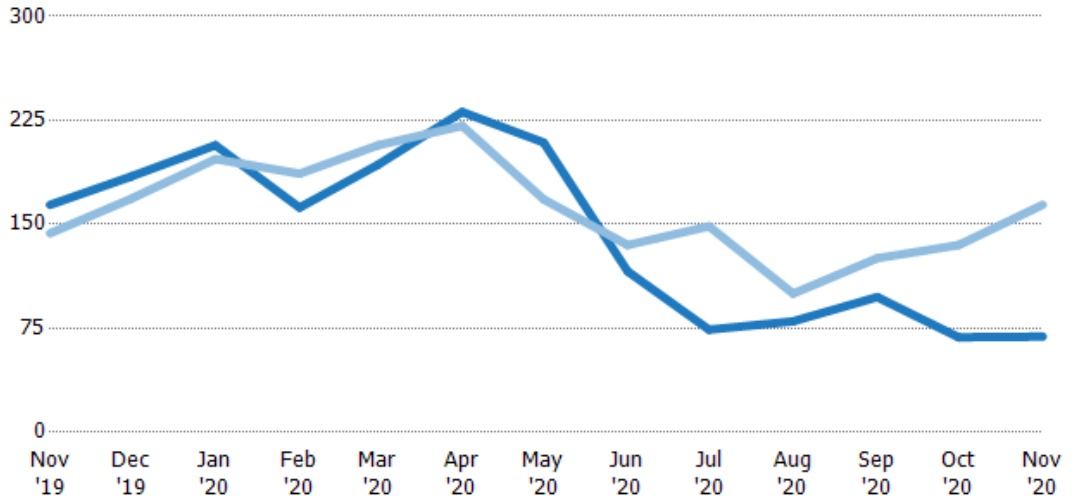
## Median Days in RPR

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	164	185	207	162	193	231	209	116	74	80	97.5	68.5	69
Prior Year	144	169	197	187	207	221	168	135	149	100	126	135	164
Percent Change from Prior Year	14%	9%	5%	-13%	-7%	5%	24%	-14%	-50%	-20%	-22%	-49%	-58%

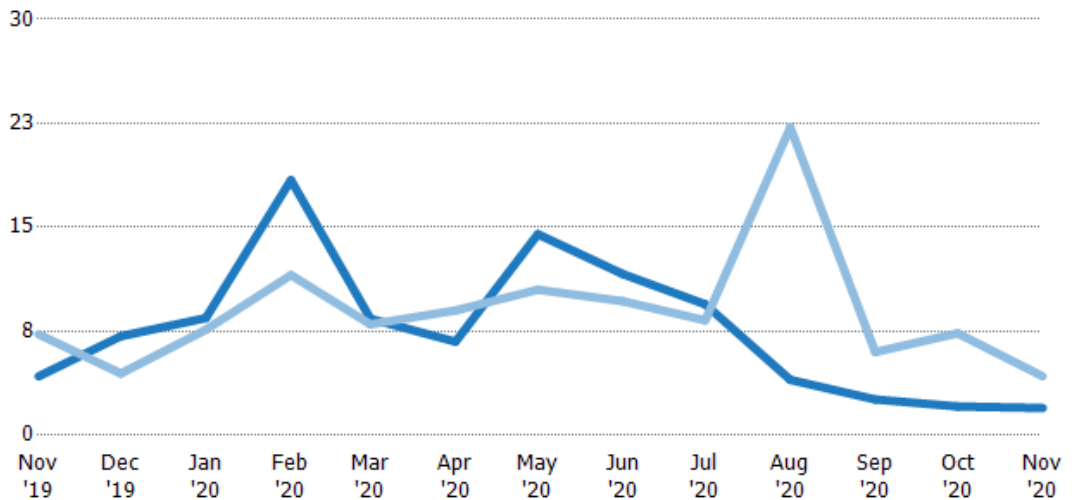
## Months of Inventory

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	4.25	7.14	8.45	18.4	8.4	6.75	14.5	11.6	9.44	4	2.58	2.07	1.97
Prior Year	7.29	4.45	7.62	11.6	8	9	10.5	9.67	8.29	22.2	6	7.36	4.25
Percent Change from Prior Year	-42%	60%	11%	59%	5%	-25%	38%	20%	14%	-82%	-57%	-72%	-54%

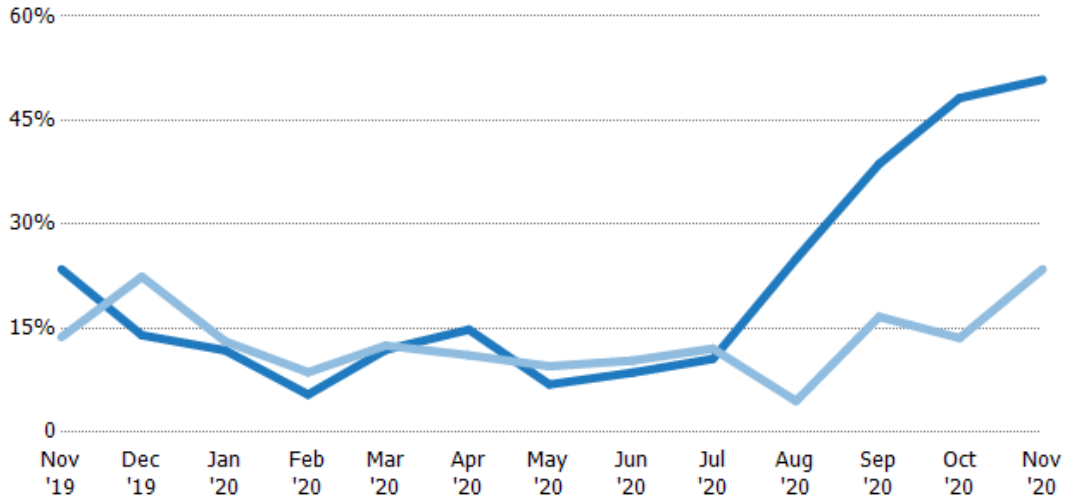
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	24%	14%	12%	5%	12%	15%	7%	9%	11%	25%	39%	48%	51%
Prior Year	14%	22%	13%	9%	13%	11%	10%	10%	12%	5%	17%	14%	24%
Change from Prior Year	-10%	8%	1%	3%	1%	-4%	3%	2%	1%	-21%	-22%	-35%	-27%

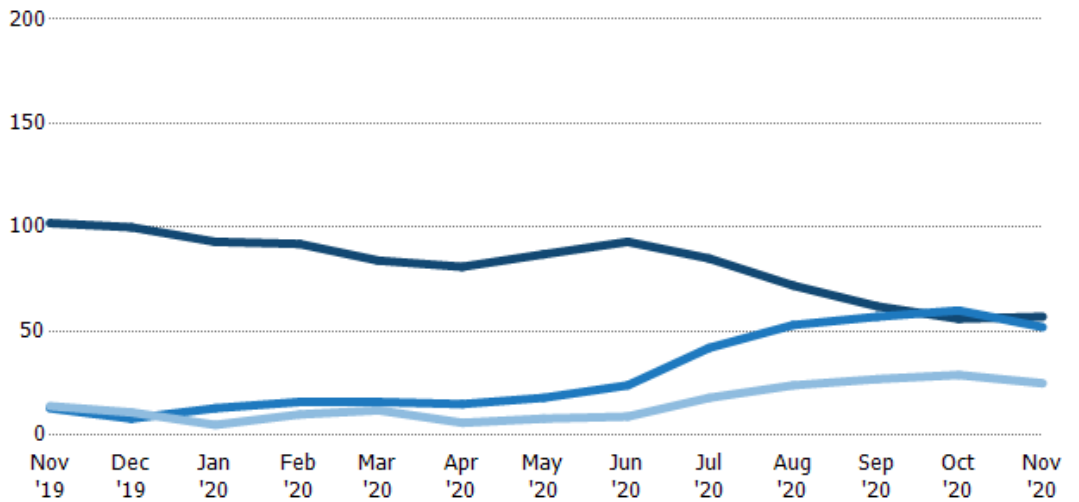
## Active/Pending/Sold Units

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	102	100	93	92	84	81	87	93	85	72	62	56	57
Pending	13	8	13	16	16	15	18	24	42	53	57	60	52
Sold	14	11	5	10	12	6	8	9	18	24	27	29	25

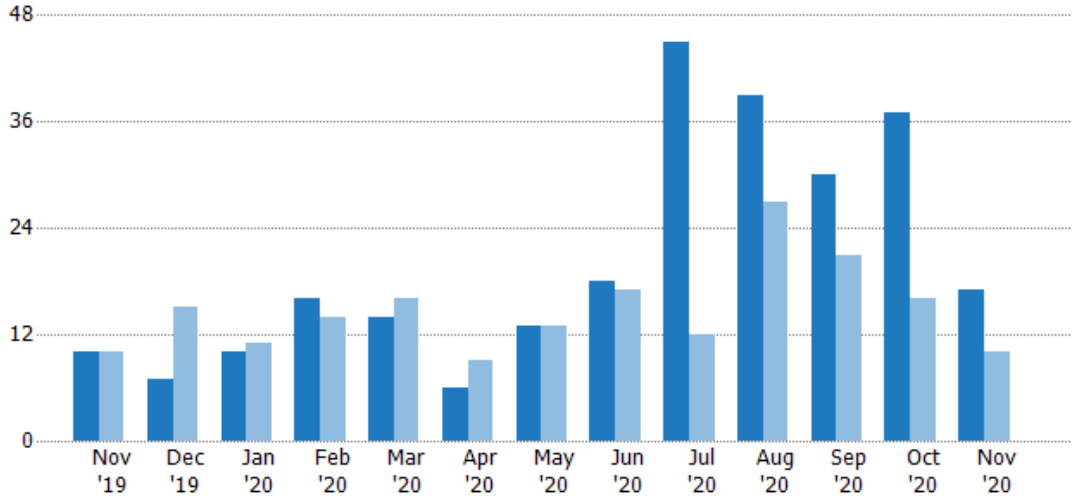
## New Pending Sales

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	10	7	10	16	14	6	13	18	45	39	30	37	17
Prior Year	10	15	11	14	16	9	13	17	12	27	21	16	10
Percent Change from Prior Year	0%	-53%	-9%	14%	-13%	-33%	0%	6%	275%	44%	43%	131%	70%

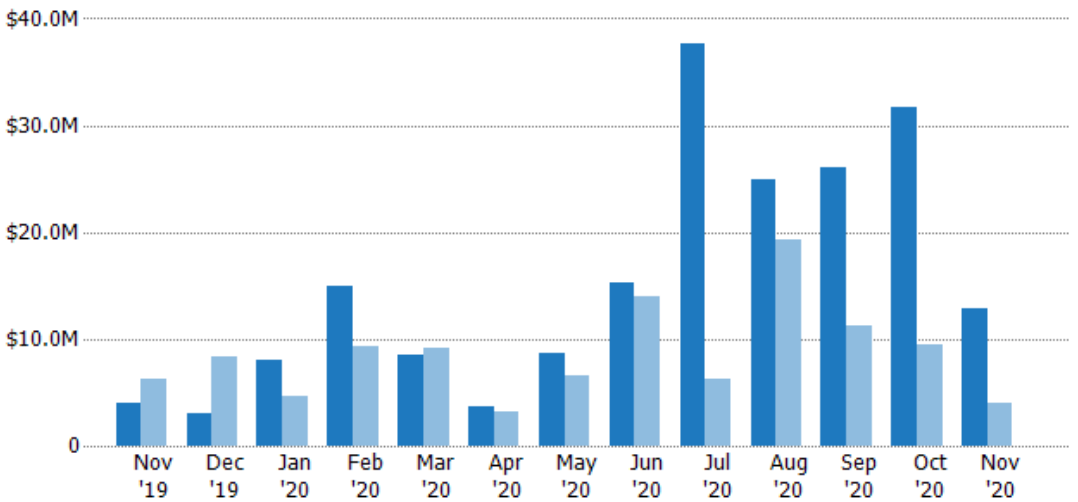
## New Pending Sales Volume

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$3.97M	\$3.03M	\$8.02M	\$15M	\$8.52M	\$3.6M	\$8.61M	\$15.3M	\$37.6M	\$25M	\$26.1M	\$31.7M	\$12.9M
Prior Year	\$6.25M	\$8.39M	\$4.66M	\$9.39M	\$9.1M	\$3.27M	\$6.61M	\$13.9M	\$6.21M	\$19.3M	\$11.3M	\$9.47M	\$3.97M
Percent Change from Prior Year	-36%	-64%	72%	60%	-6%	10%	30%	10%	505%	29%	131%	234%	224%



## Pending Sales

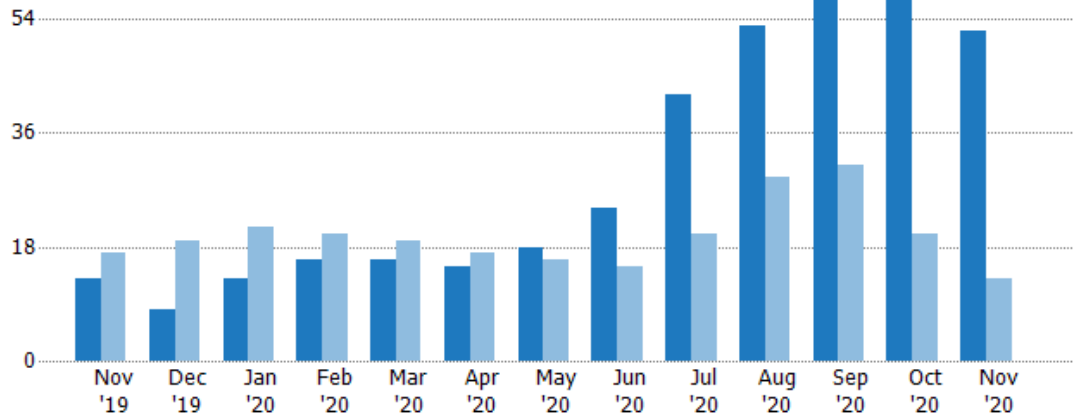
The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Nov '20	52	300%
Nov '19	13	-23.5%
Nov '18	17	-29.4%



Current Year	13	8	13	16	16	15	18	24	42	53	57	60	52
Prior Year	17	19	21	20	19	17	16	15	20	29	31	20	13
Percent Change from Prior Year	-24%	-58%	-38%	-20%	-16%	-12%	13%	60%	110%	83%	84%	200%	300%

## Pending Sales Volume

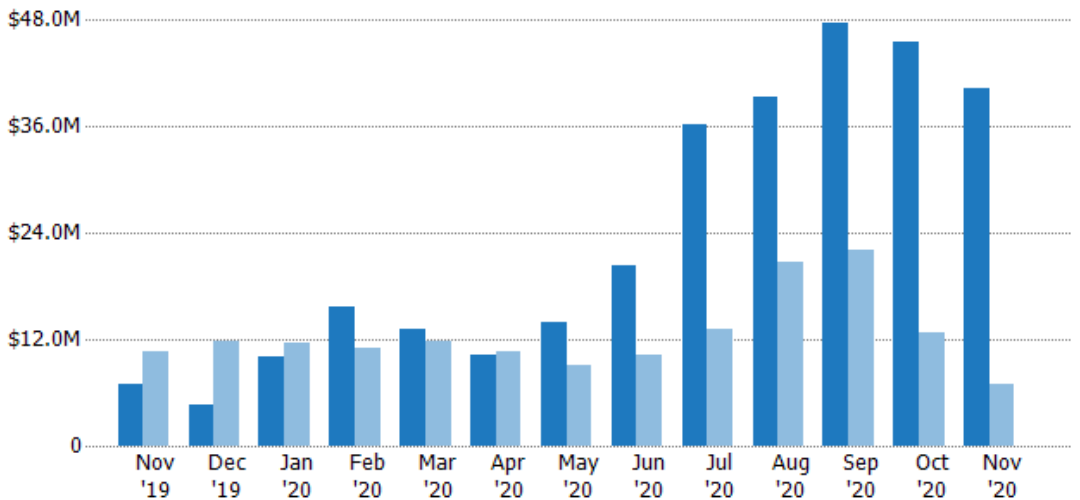
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Nov '20	\$40.3M	474%
Nov '19	\$7.02M	-34.2%
Nov '18	\$10.7M	-56.4%



Current Year	\$7.02M	\$4.54M	\$10.1M	\$15.6M	\$13.1M	\$10.3M	\$13.9M	\$20.3M	\$36.1M	\$39.4M	\$47.6M	\$45.5M	\$40.3M
Prior Year	\$10.7M	\$11.7M	\$11.6M	\$11.1M	\$11.8M	\$10.6M	\$9.06M	\$10.3M	\$13.2M	\$20.8M	\$22M	\$12.8M	\$7.02M
Percent Change from Prior Year	-34%	-61%	-13%	41%	11%	-3%	53%	98%	173%	89%	116%	255%	474%

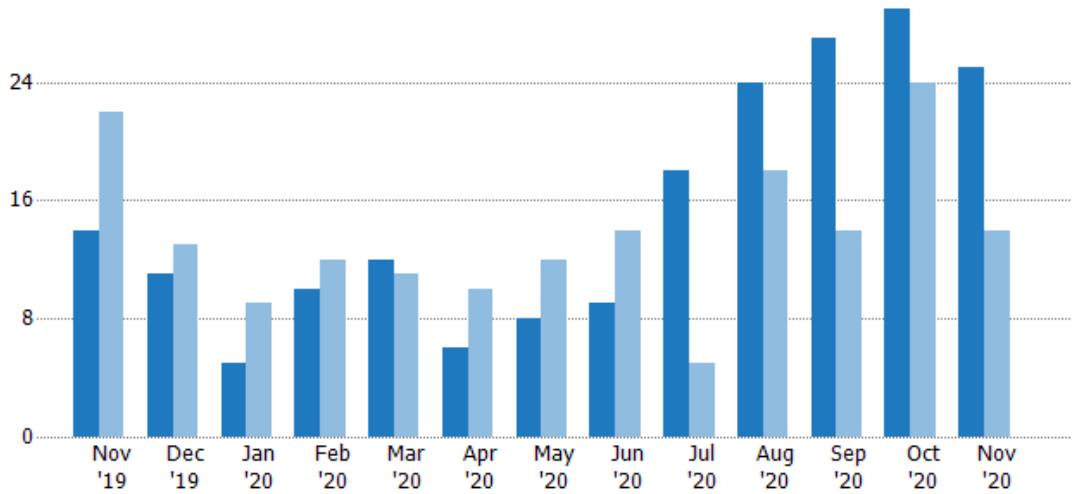
## Closed Sales

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.
Nov '20	25	78.6%
Nov '19	14	-36.4%
Nov '18	22	-36.4%

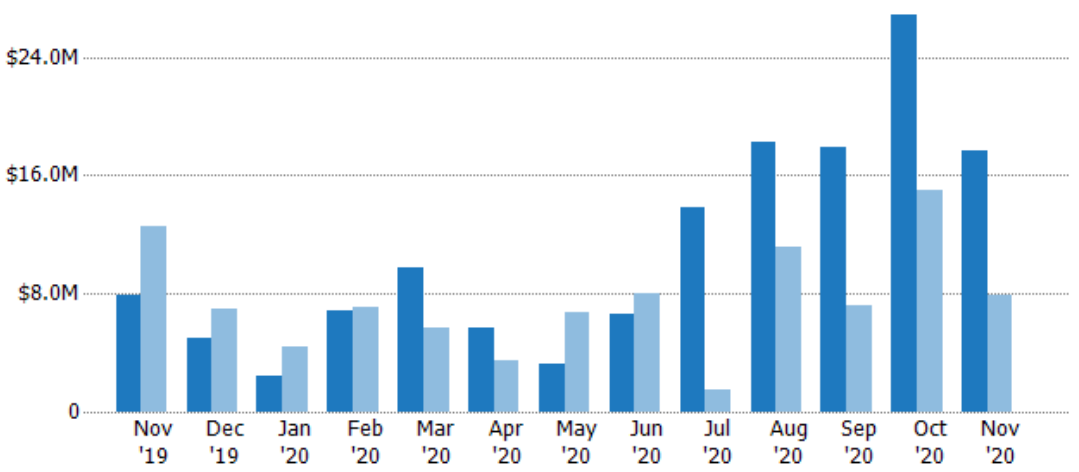
## Closed Sales Volume

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.
Nov '20	\$17.7M	122.4%
Nov '19	\$7.94M	-36.5%
Nov '18	\$12.5M	-44.5%

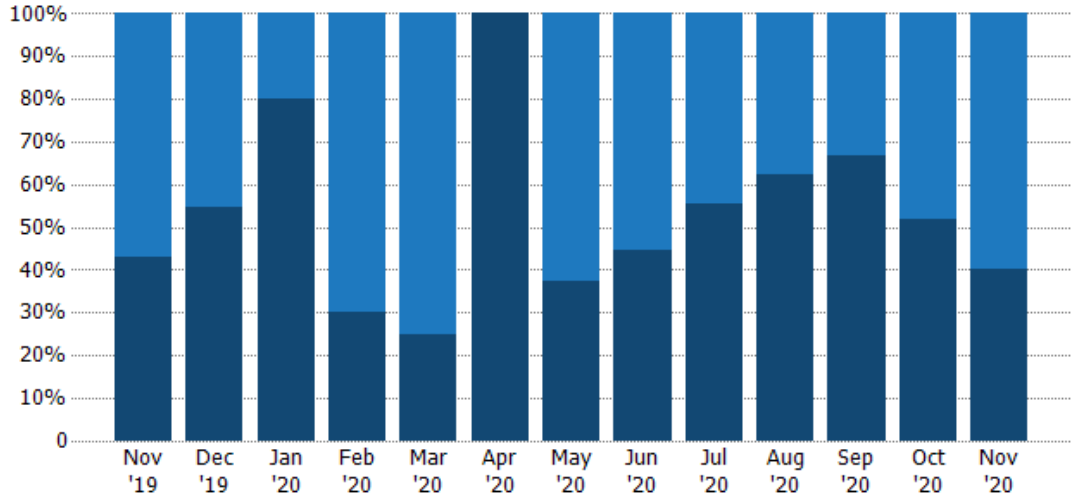
## Closed Sales by Property Type

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	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Condo/Townhouse	57%	45%	20%	70%	75%	-	63%	56%	44%	38%	33%	48%	60%
Single Family Residence	43%	55%	80%	30%	25%	100%	38%	44%	56%	63%	67%	52%	40%

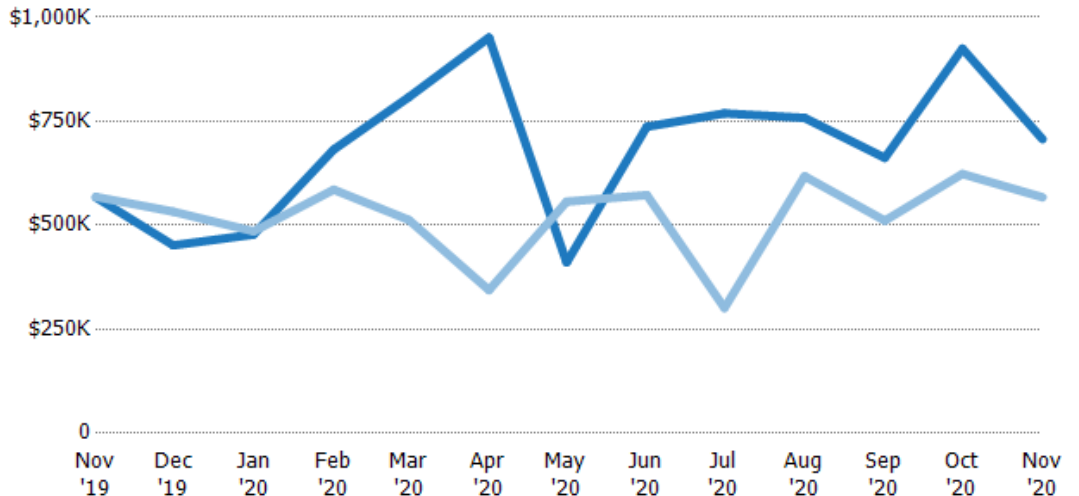
## Average Sales Price

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.
Nov '20	\$707K	24.5%
Nov '19	\$567K	-0.1%
Nov '18	\$568K	-12.7%

Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$769K	\$758K	\$662K	\$925K	\$707K
Prior Year	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$557K	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K
Percent Change from Prior Year	0%	-15%	-2%	17%	58%	176%	-26%	29%	155%	23%	30%	48%	25%

## Median Sales Price

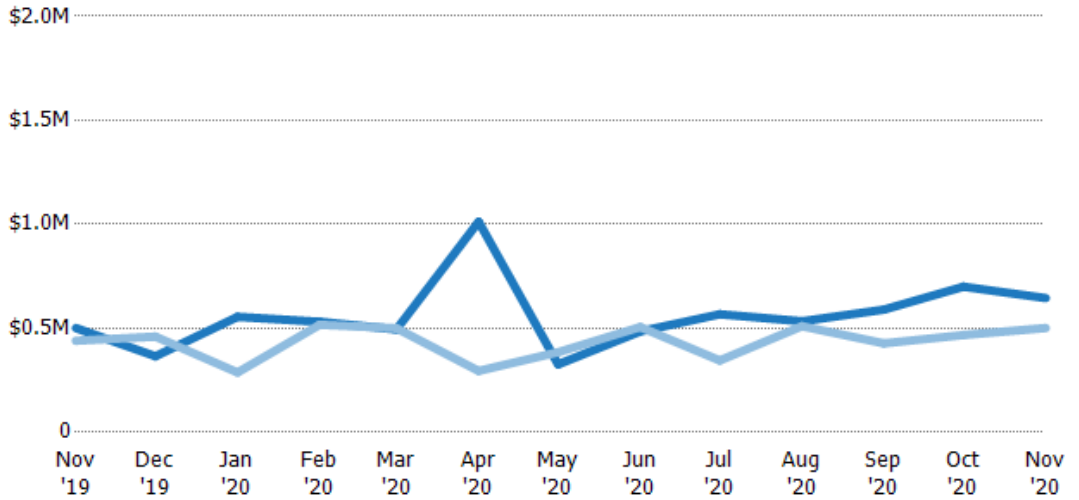
The median sales price of the residential properties sold each month.

### Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Price	% Chg.
Nov '20	\$645K	28.7%
Nov '19	\$501K	13.9%
Nov '18	\$440K	-21.6%



Current Year	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$568K	\$534K	\$590K	\$700K	\$645K
Prior Year	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$385K	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K
Percent Change from Prior Year	14%	-21%	93%	3%	-1%	243%	-15%	-4%	64%	5%	38%	50%	29%

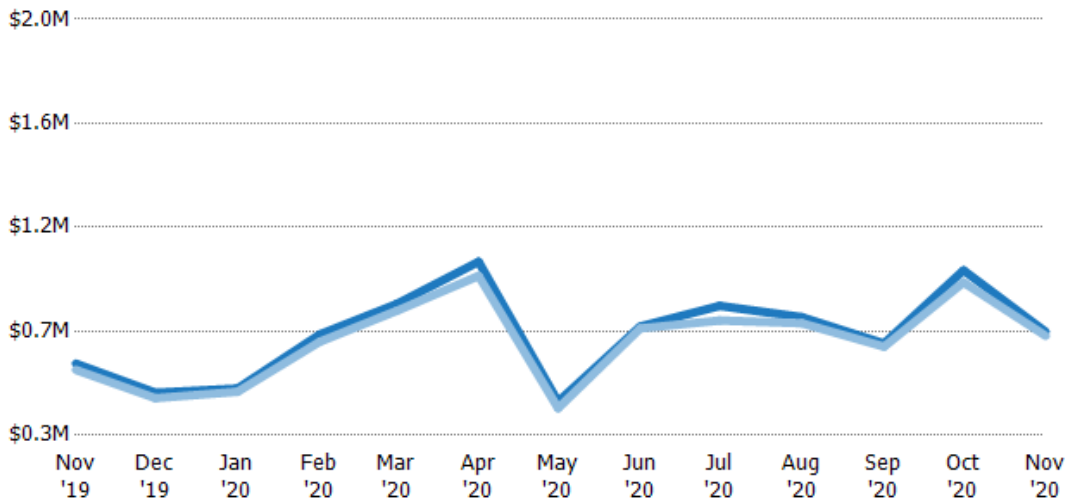
## Average Sales Price vs Average Listing Price

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	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$829K	\$783K	\$675K	\$974K	\$723K
Avg Sales Price	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$769K	\$758K	\$662K	\$925K	\$707K
Avg Sales Price as a % of Avg List Price	96%	95%	97%	96%	97%	94%	94%	99%	93%	97%	98%	95%	98%

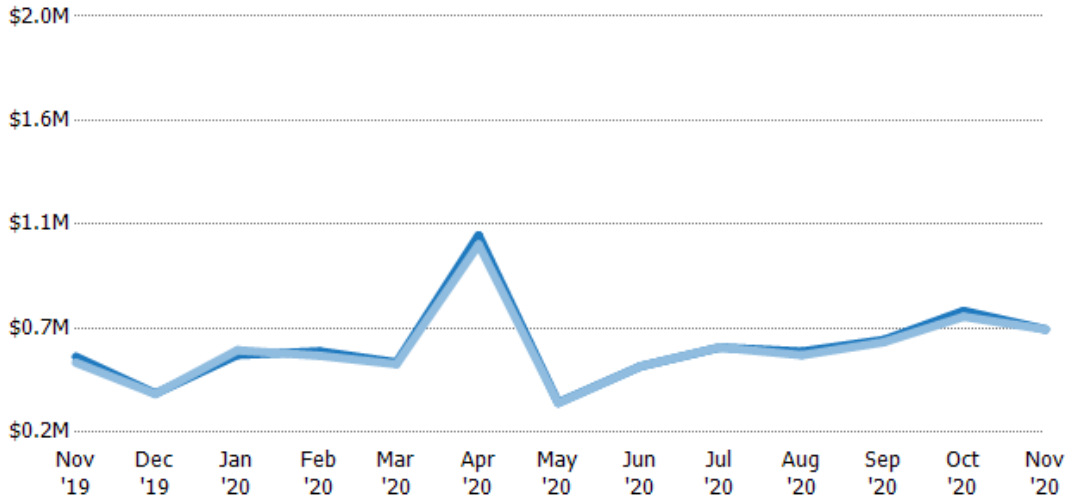
## Median Sales Price vs Median Listing Price

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Median List Price	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$567K	\$550K	\$600K	\$725K	\$645K
Median Sales Price	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$568K	\$534K	\$590K	\$700K	\$645K
Med Sales Price as a % of Med List Price	95%	99%	104%	97%	99%	96%	99%	100%	100%	97%	98%	97%	100%

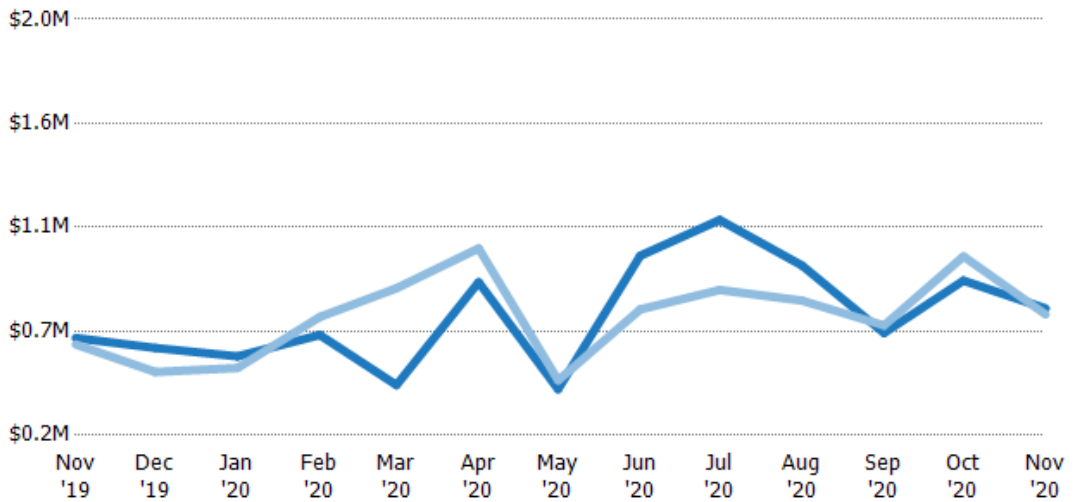
## Average Sales Price vs Average Est Value

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$621K	\$578K	\$542K	\$634K	\$417K	\$862K	\$399K	\$977K	\$1.13M	\$935K	\$642K	\$869K	\$749K
Avg Sales Price	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$829K	\$783K	\$675K	\$974K	\$723K
Avg Sales Price as a % of Avg Est Value	95%	82%	91%	112%	200%	117%	110%	76%	73%	84%	105%	112%	97%

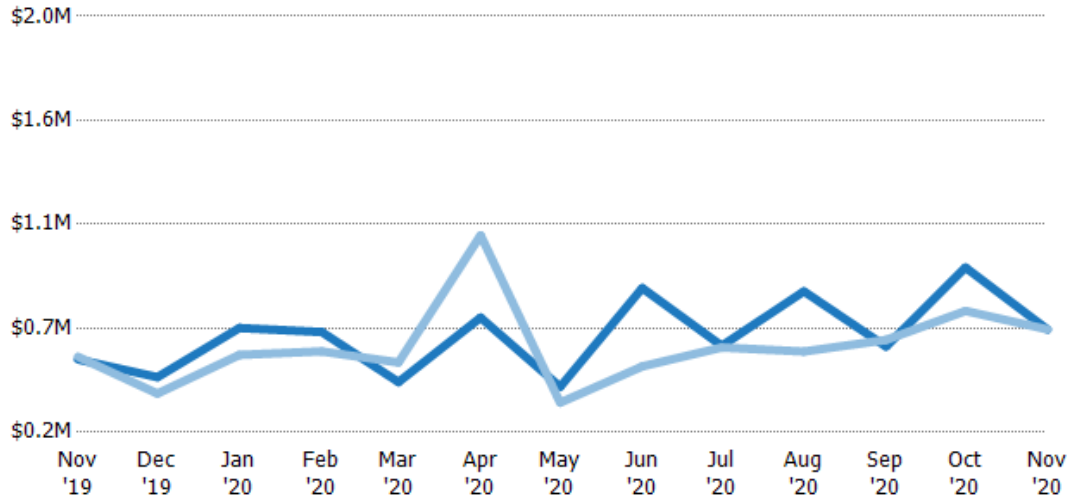
## Median Sales Price vs Median Est Value

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	\$515K	\$438K	\$651K	\$634K	\$417K	\$696K	\$397K	\$824K	\$574K	\$810K	\$571K	\$913K	\$644K
Median Sales Price	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$567K	\$550K	\$600K	\$725K	\$645K
Med Sales Price as a % of Med Est Value	102%	84%	82%	87%	120%	151%	83%	59%	99%	68%	105%	79%	100%