

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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	34	14	+142.9%	213	183	+16.4%
New Listing Volume	\$29,199,900	\$10,754,500	+171.5%	\$191,500,348	\$130,875,600	+46.3%
Active Listing Count	56	103	-45.6%	N/A	N/A	
Active Listing Volume	\$89,133,900	\$97,753,800	-8.8%	N/A	N/A	
Average Listing Price	\$1,591,677	\$949,066	+67.7%	\$1,164,591	\$863,364	+34.9%
Median Listing Price	\$782,000	\$585,000	+33.7%	\$700,989	\$557,677	+25.7%
Median Days in RPR	68.5	135	-49.3%	114.49	154.6	-25.9%
Months of Inventory	2.1	7.4	-71.8%	6.2	8.3	-24.4%
Absorption Rate	48.21%	13.59%	+34.6%	16.02%	12.11%	+3.9%
Sales Activity Charts Metrics						
New Pending Sales Count	37	16	+131.3%	228	156	+46.2%
New Pending Sales Volume	\$31,653,400	\$9,472,000	+234.2%	\$179,381,248	\$93,258,500	+92.3%
Pending Sales Count	60	20	+200%	N/A	N/A	
Pending Sales Volume	\$45,502,400	\$12,804,000	+255.4%	N/A	N/A	
Closed Sales Count	29	24	+20.8%	148	129	+14.7%
Closed Sales Volume	\$26,820,000	\$14,963,000	+79.2%	\$111,264,417	\$69,924,408	+59.1%
Average Sales Price	\$924,828	\$623,458	+48.3%	\$751,787	\$542,050	+38.7%
Median Sales Price	\$700,000	\$467,500	+49.7%	\$583,287	\$442,291	+31.9%

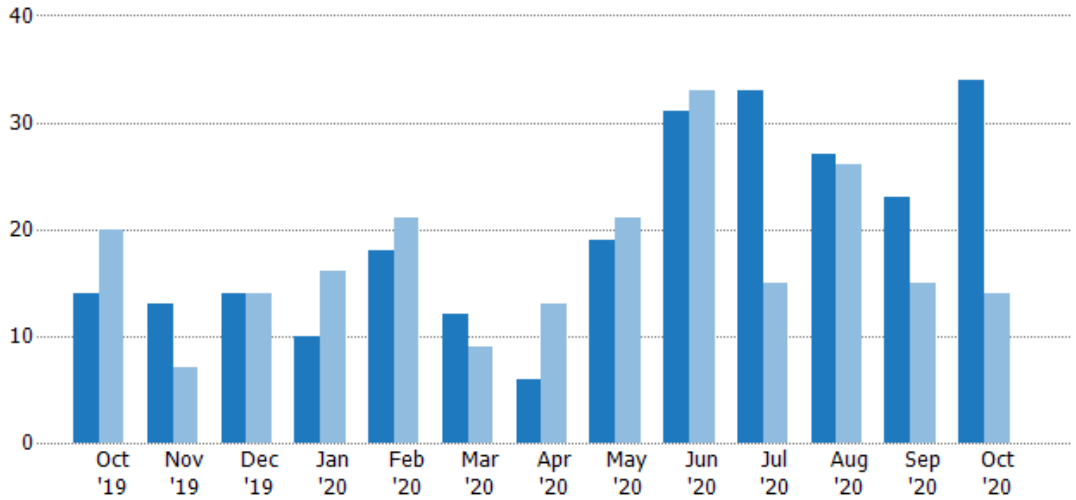
New Listings

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	14	13	14	10	18	12	6	19	31	33	27	23	34
Prior Year	20	7	14	16	21	9	13	21	33	15	26	15	14
Percent Change from Prior Year	-30%	86%	0%	-38%	-14%	33%	-54%	-10%	-6%	120%	4%	53%	143%

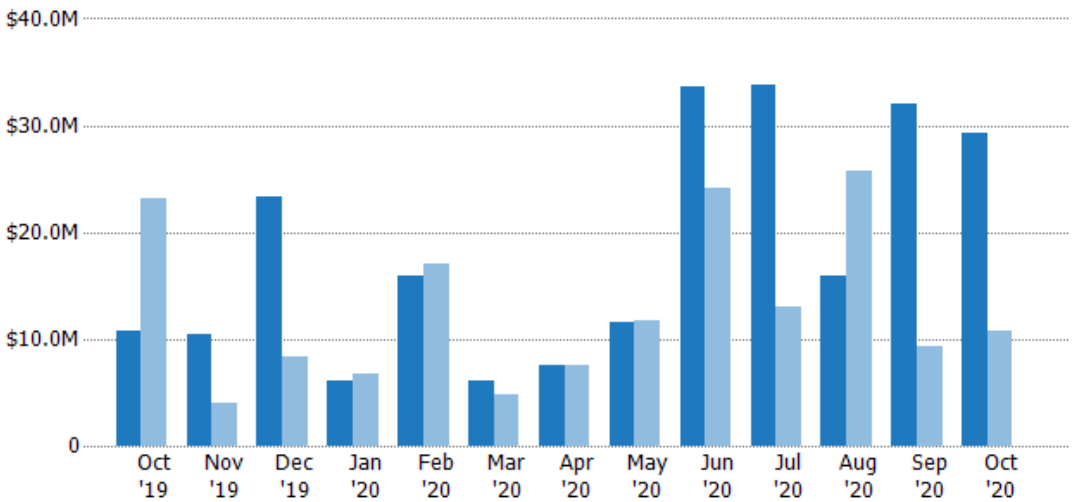
New Listing Volume

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$10.8M	\$10.5M	\$23.3M	\$6.01M	\$15.9M	\$6.06M	\$7.54M	\$11.5M	\$33.6M	\$33.7M	\$16M	\$32M	\$29.2M
Prior Year	\$23.1M	\$3.99M	\$8.31M	\$6.66M	\$17.1M	\$4.77M	\$7.6M	\$11.7M	\$24.1M	\$13M	\$25.8M	\$9.37M	\$10.8M
Percent Change from Prior Year	-53%	163%	180%	-10%	-7%	27%	-1%	-1%	39%	160%	-38%	241%	172%

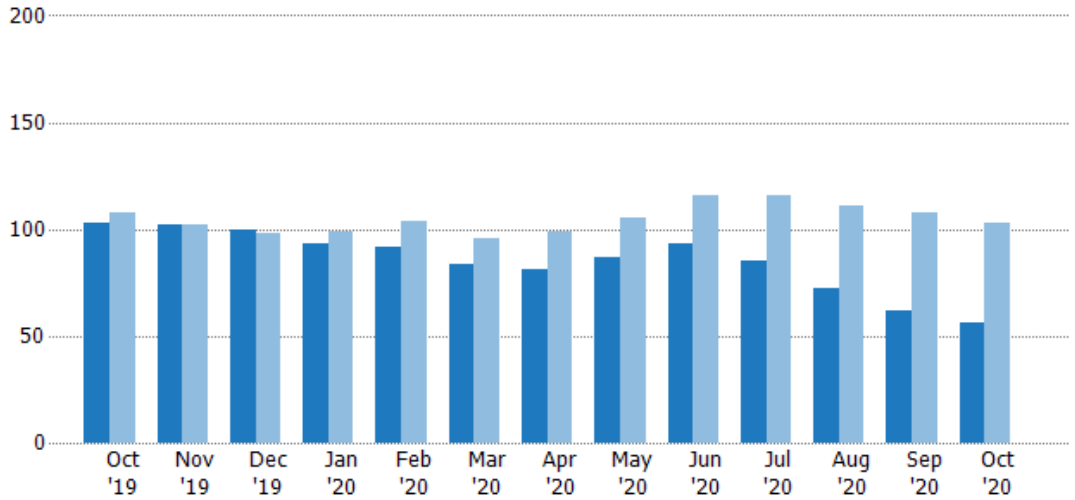
Active Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	103	108	-5%
Nov '19	102	102	0%
Dec '19	100	98	2%
Jan '20	93	99	-6%
Feb '20	92	104	-12%
Mar '20	84	96	-13%
Apr '20	81	99	-18%
May '20	87	105	-17%
Jun '20	93	116	-20%
Jul '20	85	116	-27%
Aug '20	72	111	-35%
Sep '20	62	108	-43%
Oct '20	56	103	-46%

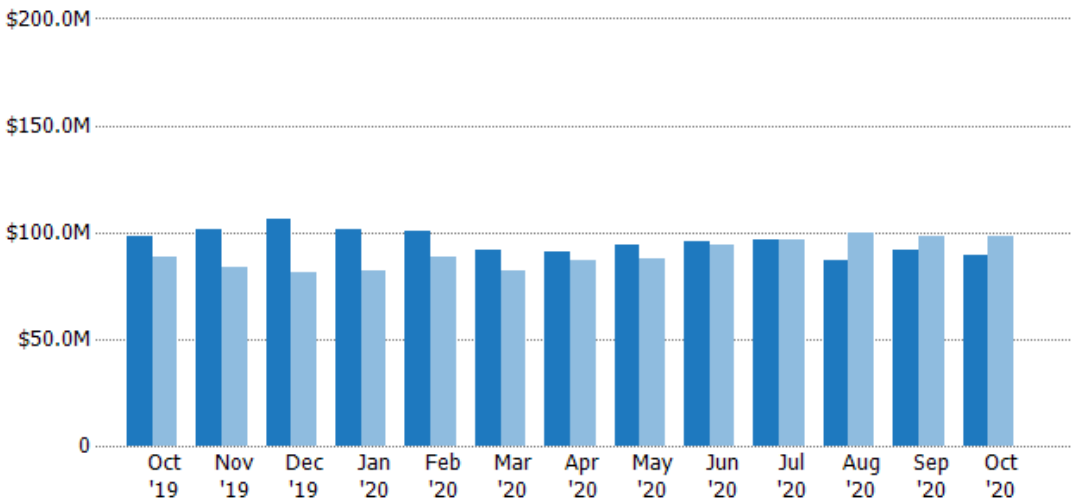
Active Listing Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Oct '19	\$97.8M	\$88.3M	11%
Nov '19	\$101M	\$83.6M	21%
Dec '19	\$106M	\$81.4M	30%
Jan '20	\$101M	\$81.9M	24%
Feb '20	\$101M	\$88M	14%
Mar '20	\$91.4M	\$82.3M	11%
Apr '20	\$90.7M	\$86.7M	5%
May '20	\$93.8M	\$87.5M	7%
Jun '20	\$96M	\$94M	2%
Jul '20	\$96.3M	\$96.1M	0%
Aug '20	\$86.7M	\$100M	-13%
Sep '20	\$91.5M	\$98.3M	-7%
Oct '20	\$89.1M	\$97.8M	-9%

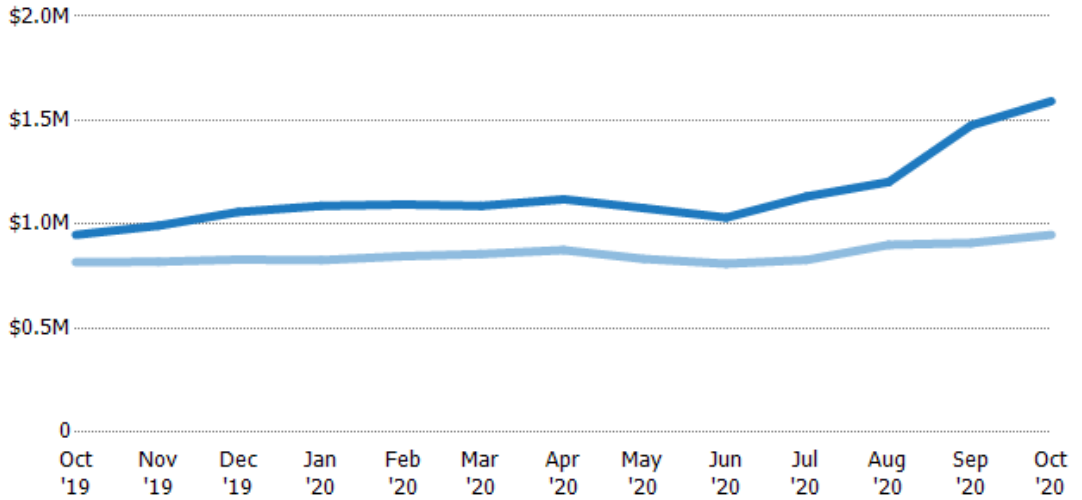
Average Listing Price

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$949K	\$993K	\$1.06M	\$1.09M	\$1.1M	\$1.09M	\$1.12M	\$1.08M	\$1.03M	\$1.13M	\$1.2M	\$1.48M	\$1.59M
Prior Year	\$818K	\$820K	\$831K	\$827K	\$846K	\$857K	\$876K	\$834K	\$810K	\$828K	\$901K	\$910K	\$949K
Percent Change from Prior Year	16%	21%	27%	32%	29%	27%	28%	29%	27%	37%	34%	62%	68%

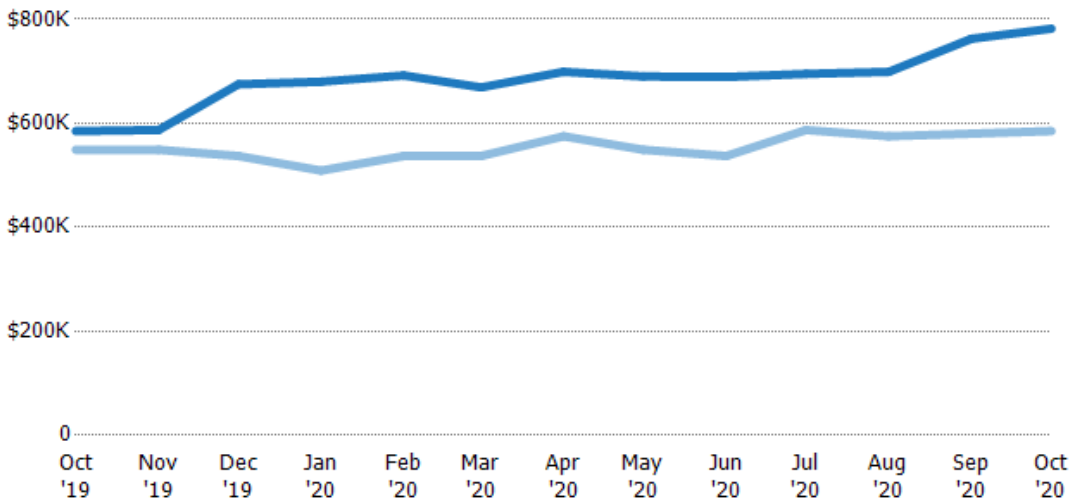
Median Listing Price

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$585K	\$587K	\$675K	\$680K	\$692K	\$669K	\$699K	\$690K	\$689K	\$695K	\$699K	\$763K	\$782K
Prior Year	\$549K	\$549K	\$537K	\$509K	\$537K	\$537K	\$575K	\$549K	\$537K	\$587K	\$575K	\$580K	\$585K
Percent Change from Prior Year	7%	7%	26%	34%	29%	25%	22%	26%	28%	18%	22%	31%	34%

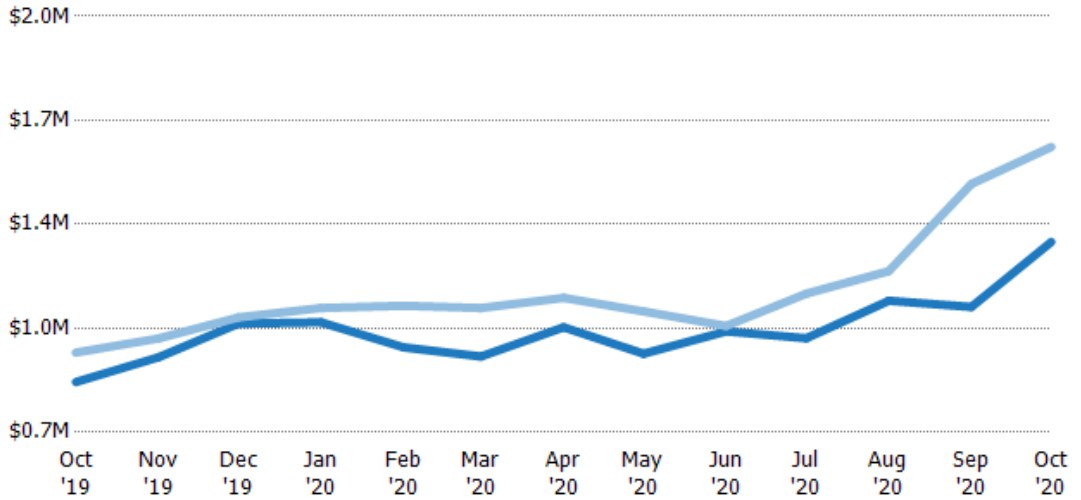
Average Listing Price vs Average Est Value

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	\$857K	\$934K	\$1.04M	\$1.04M	\$965K	\$937K	\$1.03M	\$946K	\$1.02M	\$994K	\$1.11M	\$1.09M	\$1.29M
Avg Listing Price	\$949K	\$993K	\$1.06M	\$1.09M	\$1.1M	\$1.09M	\$1.12M	\$1.08M	\$1.03M	\$1.13M	\$1.2M	\$1.48M	\$1.59M
Avg Listing Price as a % of Avg Est Value	111%	106%	102%	104%	113%	116%	109%	114%	102%	114%	108%	135%	123%

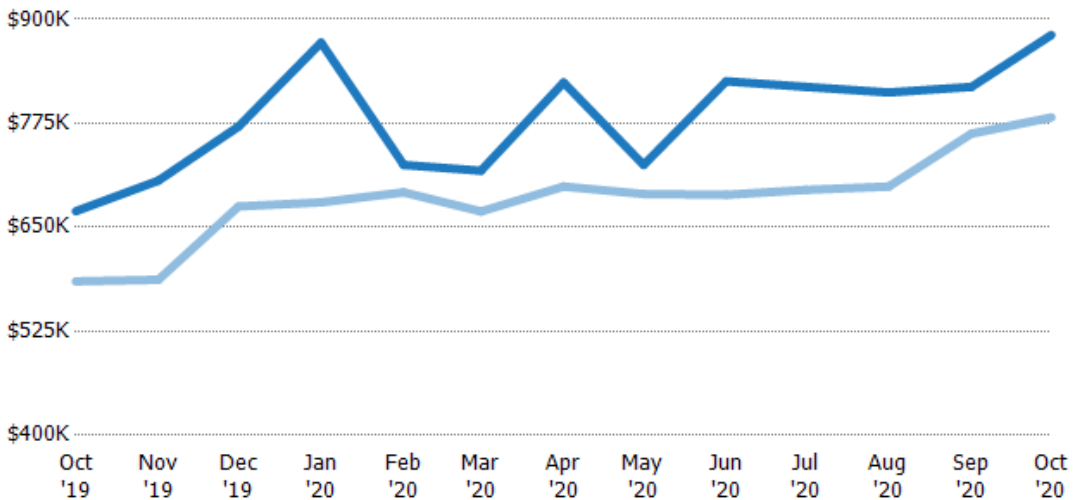
Median Listing Price vs Median Est Value

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	\$669K	\$706K	\$771K	\$872K	\$725K	\$718K	\$824K	\$725K	\$825K	\$819K	\$812K	\$819K	\$881K
Median Listing Price	\$585K	\$587K	\$675K	\$680K	\$692K	\$669K	\$699K	\$690K	\$689K	\$695K	\$699K	\$763K	\$782K
Med Listing Price as a % of Med Est Value	87%	83%	88%	78%	95%	93%	85%	95%	83%	85%	86%	93%	89%

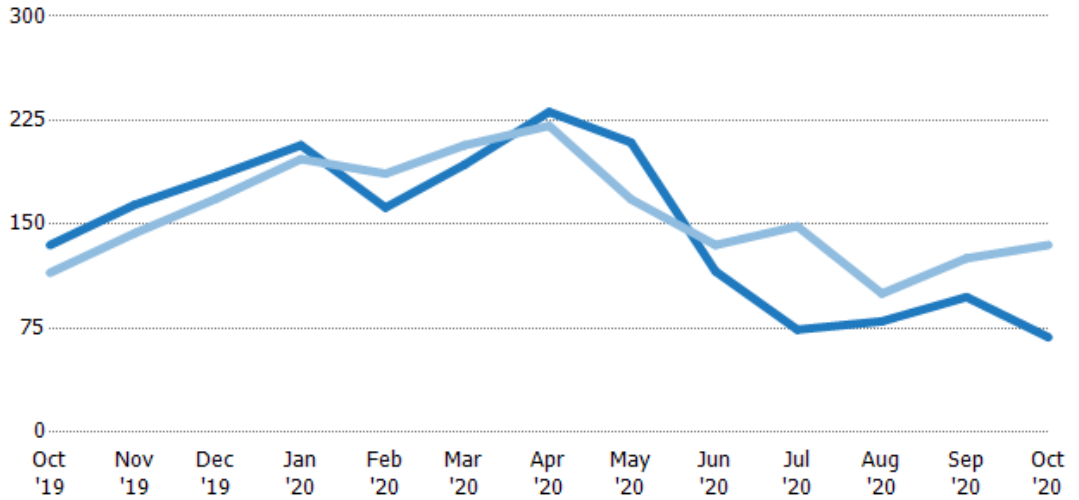
Median Days in RPR

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.
Oct '20	68.5	-49.3%
Oct '19	135	17.4%
Oct '18	115	13%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	135	164	185	207	162	193	231	209	116	74	80	97.5	68.5
Prior Year	115	144	169	197	187	207	221	168	135	149	100	126	135
Percent Change from Prior Year	17%	14%	9%	5%	-13%	-7%	5%	24%	-14%	-50%	-20%	-22%	-49%

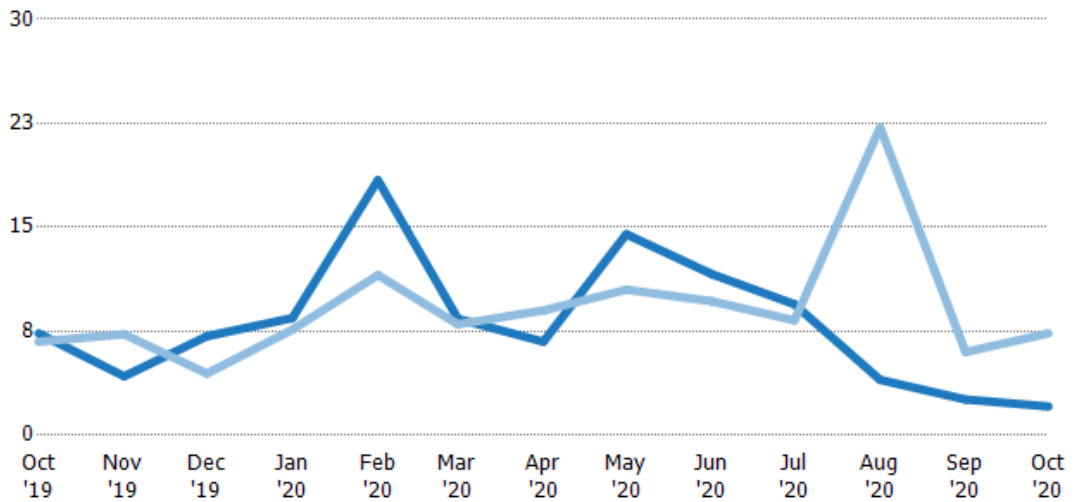
Months of Inventory

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.
Oct '20	2.07	-71.8%
Oct '19	7.36	9%
Oct '18	6.75	35.6%

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

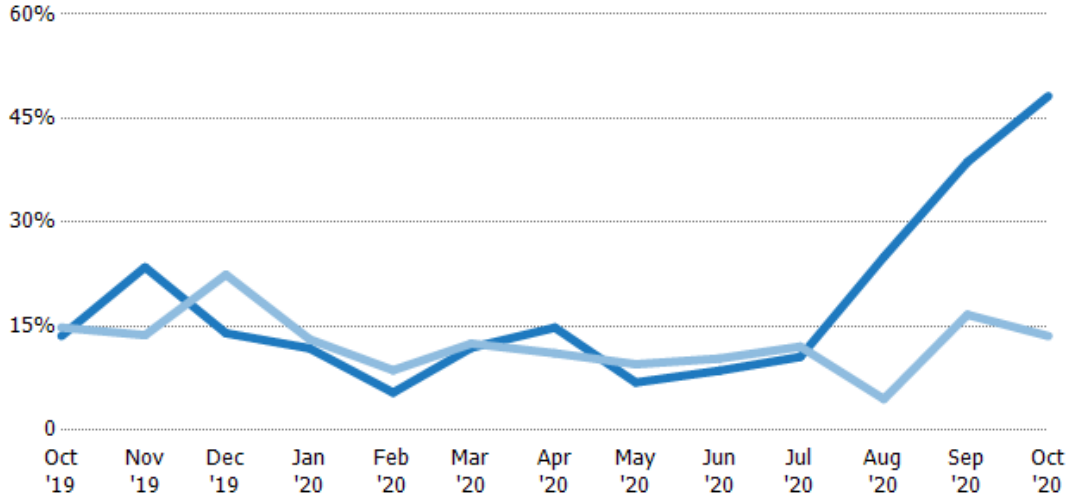
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



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

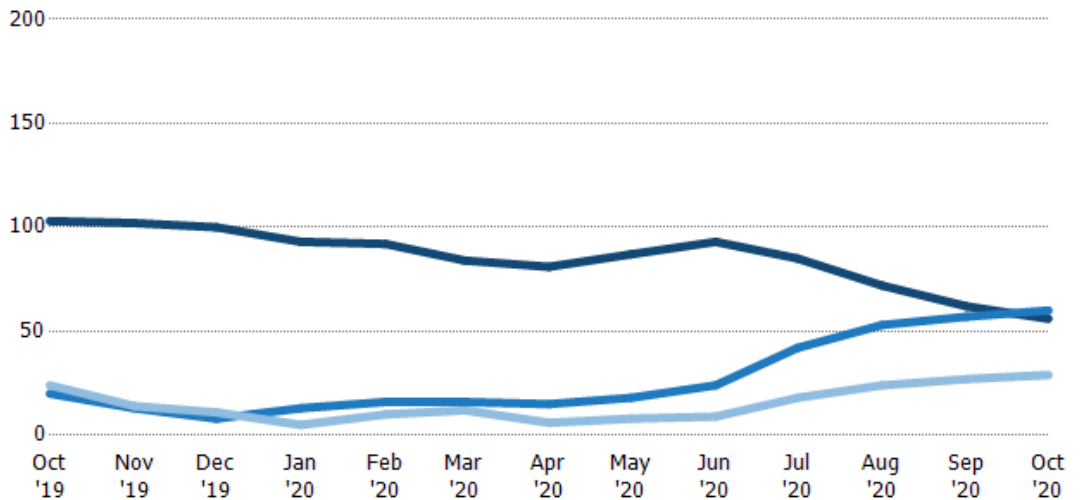
Active/Pending/Sold Units

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	103	102	100	93	92	84	81	87	93	85	72	62	56
Pending	20	13	8	13	16	16	15	18	24	42	53	57	60
Sold	24	14	11	5	10	12	6	8	9	18	24	27	29

New Pending Sales

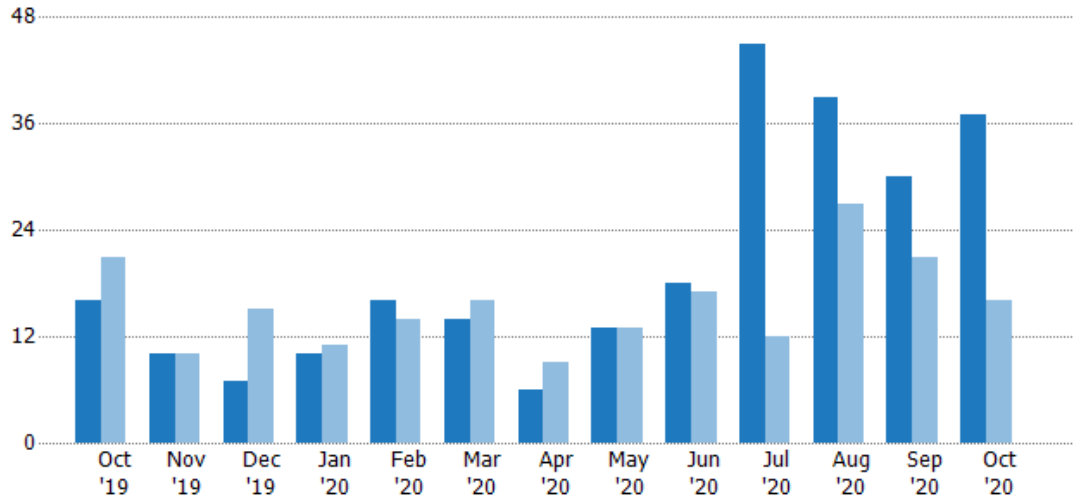
The number of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Oct '20	37	131.3%
Oct '19	16	-23.8%
Oct '18	21	-33.3%



Current Year	16	10	7	10	16	14	6	13	18	45	39	30	37
Prior Year	21	10	15	11	14	16	9	13	17	12	27	21	16
Percent Change from Prior Year	-24%	0%	-53%	-9%	14%	-13%	-33%	0%	6%	275%	44%	43%	131%

New Pending Sales Volume

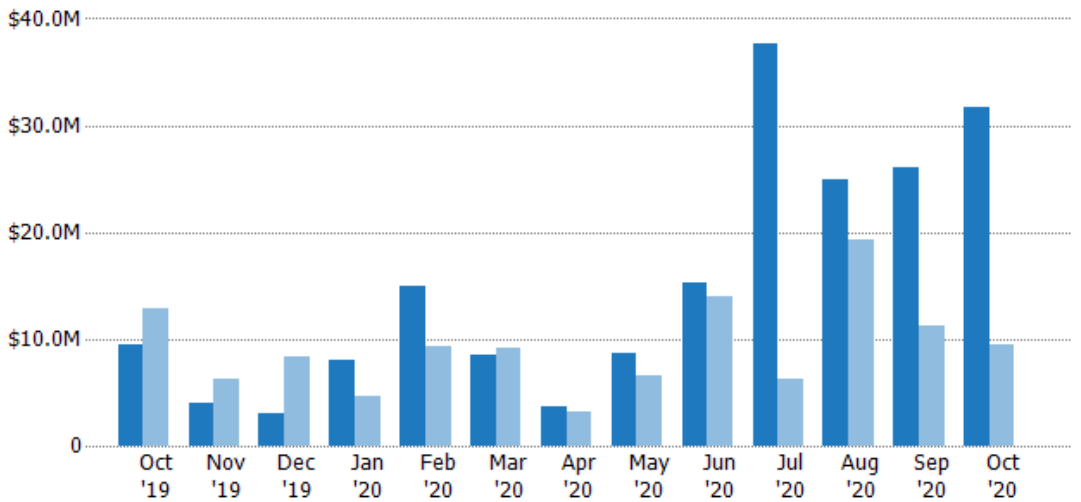
The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Oct '20	\$31.7M	234.2%
Oct '19	\$9.47M	-25.9%
Oct '18	\$12.8M	-57.7%



Current Year	\$9.47M	\$3.97M	\$3.03M	\$8.02M	\$15M	\$8.52M	\$3.6M	\$8.61M	\$15.3M	\$37.6M	\$25M	\$26.1M	\$31.7M
Prior Year	\$12.8M	\$6.25M	\$8.39M	\$4.66M	\$9.39M	\$9.1M	\$3.27M	\$6.61M	\$13.9M	\$6.21M	\$19.3M	\$11.3M	\$9.47M
Percent Change from Prior Year	-26%	-36%	-64%	72%	60%	-6%	10%	30%	10%	505%	29%	131%	234%

Pending Sales

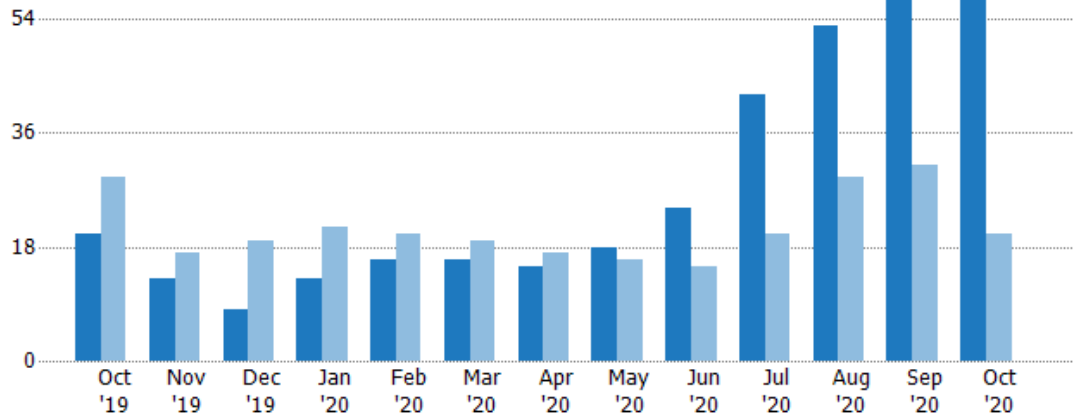
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Oct '20	60	200%
Oct '19	20	-31%
Oct '18	29	-41.4%



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

Pending Sales Volume

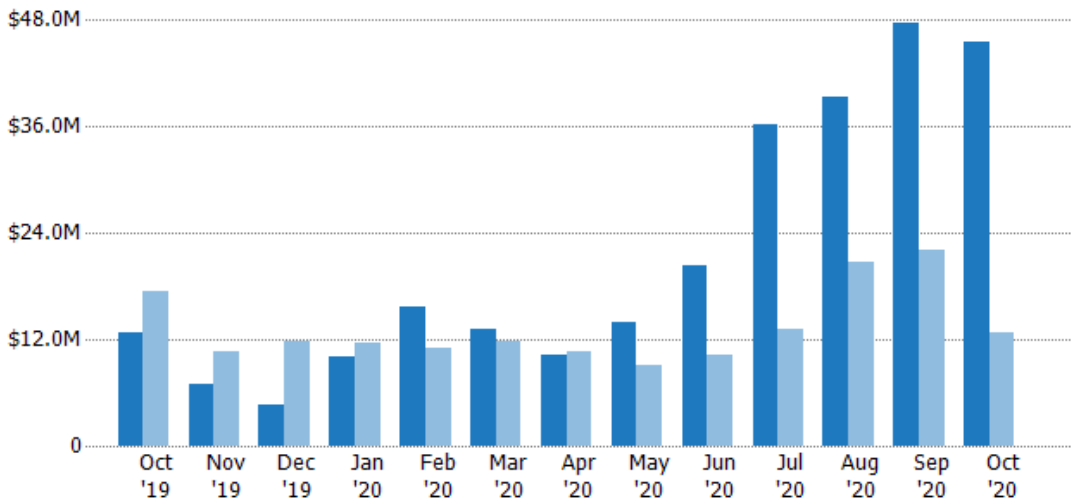
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Oct '20	\$45.5M	255.4%
Oct '19	\$12.8M	-26.1%
Oct '18	\$17.3M	-56.1%



Current Year	\$12.8M	\$7.02M	\$4.54M	\$10.1M	\$15.6M	\$13.1M	\$10.3M	\$13.9M	\$20.3M	\$36.1M	\$39.4M	\$47.6M	\$45.5M
Prior Year	\$17.3M	\$10.7M	\$11.7M	\$11.6M	\$11.1M	\$11.8M	\$10.6M	\$9.06M	\$10.3M	\$13.2M	\$20.8M	\$22M	\$12.8M
Percent Change from Prior Year	-26%	-34%	-61%	-13%	41%	11%	-3%	53%	98%	173%	89%	116%	255%

Closed Sales

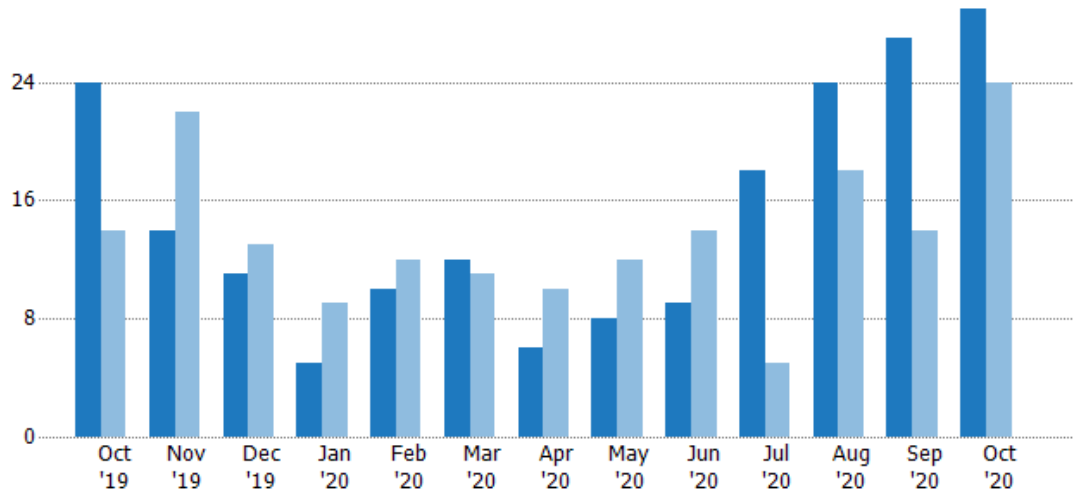
The total number of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Oct '20	29	20.8%
Oct '19	24	71.4%
Oct '18	14	92.9%



Current Year	24	14	11	5	10	12	6	8	9	18	24	27	29
Prior Year	14	22	13	9	12	11	10	12	14	5	18	14	24
Percent Change from Prior Year	71%	-36%	-15%	-44%	-17%	9%	-40%	-33%	-36%	260%	33%	93%	21%

Closed Sales Volume

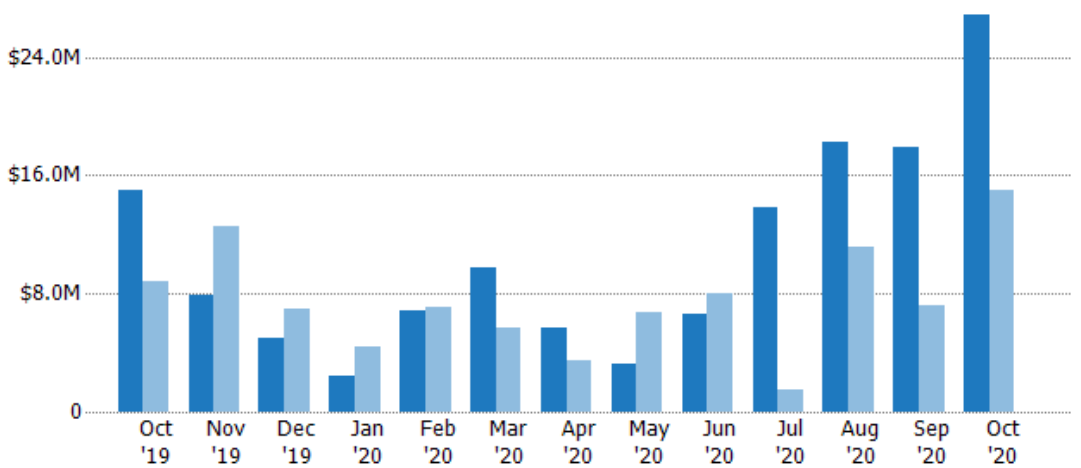
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Oct '20	\$26.8M	79.2%
Oct '19	\$15M	68.7%
Oct '18	\$8.87M	43.3%



Current Year	\$15M	\$7.94M	\$4.97M	\$2.39M	\$6.82M	\$9.7M	\$5.71M	\$3.29M	\$6.63M	\$13.8M	\$18.2M	\$17.9M	\$26.8M
Prior Year	\$8.87M	\$12.5M	\$6.93M	\$4.37M	\$7.03M	\$5.64M	\$3.44M	\$6.68M	\$8.02M	\$1.51M	\$11.1M	\$7.15M	\$15M
Percent Change from Prior Year	69%	-36%	-28%	-45%	-3%	72%	66%	-51%	-17%	819%	64%	150%	79%

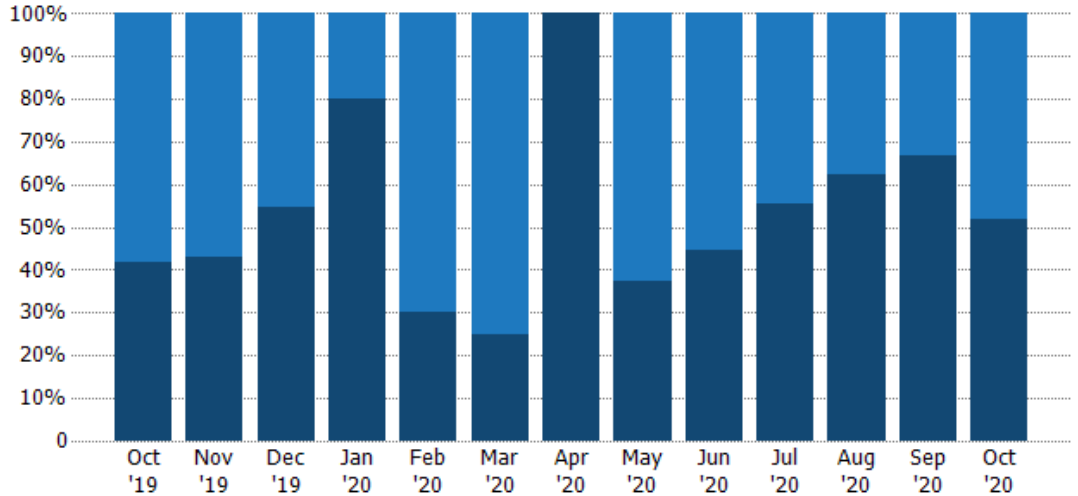
Closed Sales by Property Type

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	58%	57%	45%	20%	70%	75%	-	63%	56%	44%	38%	33%	48%
Single Family Residence	42%	43%	55%	80%	30%	25%	100%	38%	44%	56%	63%	67%	52%

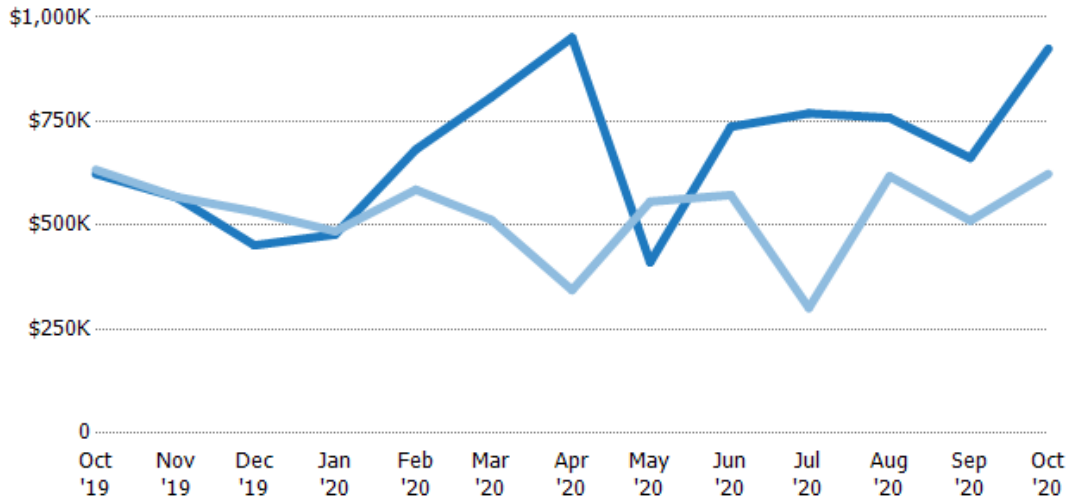
Average Sales Price

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	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$769K	\$758K	\$662K	\$925K
Prior Year	\$633K	\$568K	\$533K	\$486K	\$586K	\$513K	\$344K	\$557K	\$573K	\$301K	\$618K	\$511K	\$623K
Percent Change from Prior Year	-2%	0%	-15%	-2%	17%	58%	176%	-26%	29%	155%	23%	30%	48%

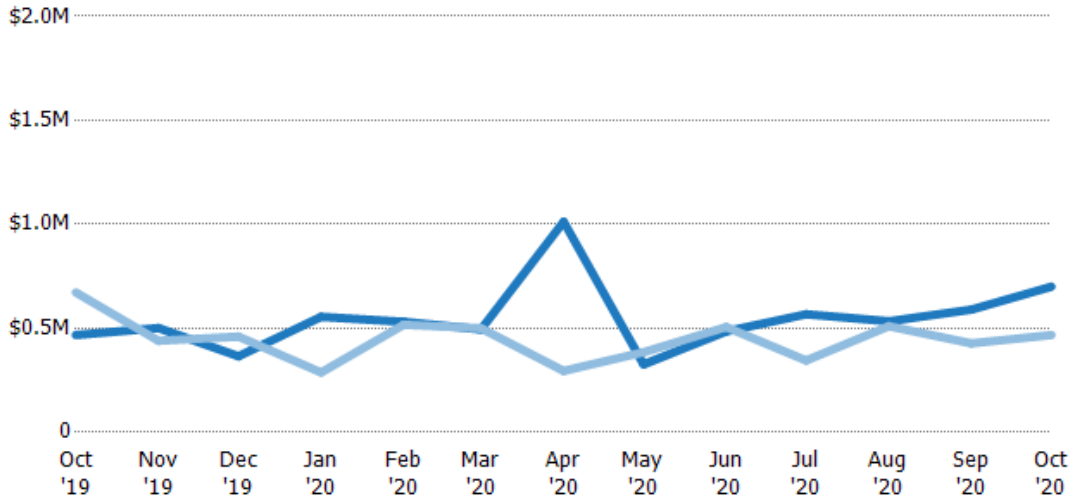
Median Sales Price

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$568K	\$534K	\$590K	\$700K
Prior Year	\$672K	\$440K	\$460K	\$288K	\$517K	\$500K	\$295K	\$385K	\$506K	\$345K	\$510K	\$428K	\$468K
Percent Change from Prior Year	-30%	14%	-21%	93%	3%	-1%	243%	-15%	-4%	64%	5%	38%	50%

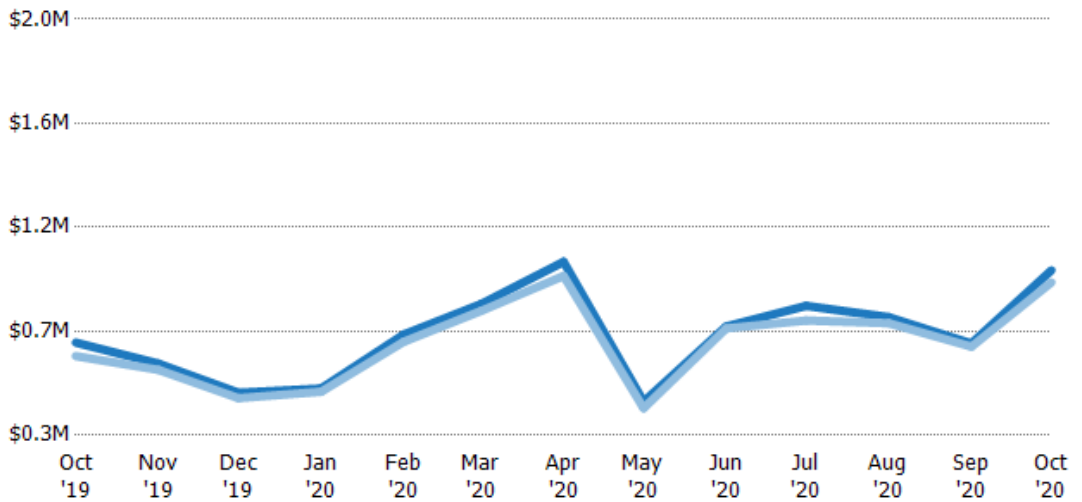
Average Sales Price vs Average Listing Price

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg List Price	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$829K	\$783K	\$675K	\$974K
Avg Sales Price	\$623K	\$567K	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$769K	\$758K	\$662K	\$925K
Avg Sales Price as a % of Avg List Price	92%	96%	95%	97%	96%	97%	94%	94%	99%	93%	97%	98%	95%

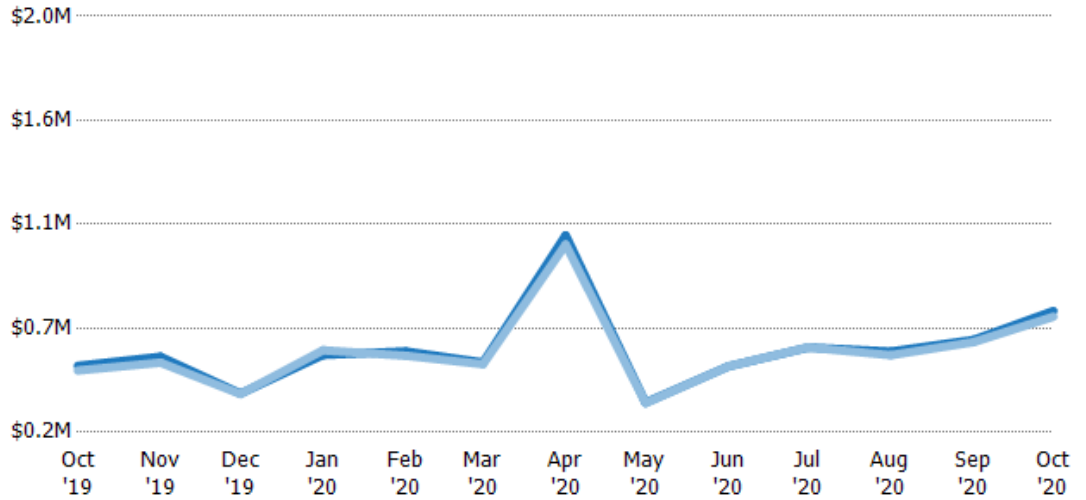
Median Sales Price vs Median Listing Price

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Median List Price	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$567K	\$550K	\$600K	\$725K
Median Sales Price	\$468K	\$501K	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$568K	\$534K	\$590K	\$700K
Med Sales Price as a % of Med List Price	96%	95%	99%	104%	97%	99%	96%	99%	100%	100%	97%	98%	97%

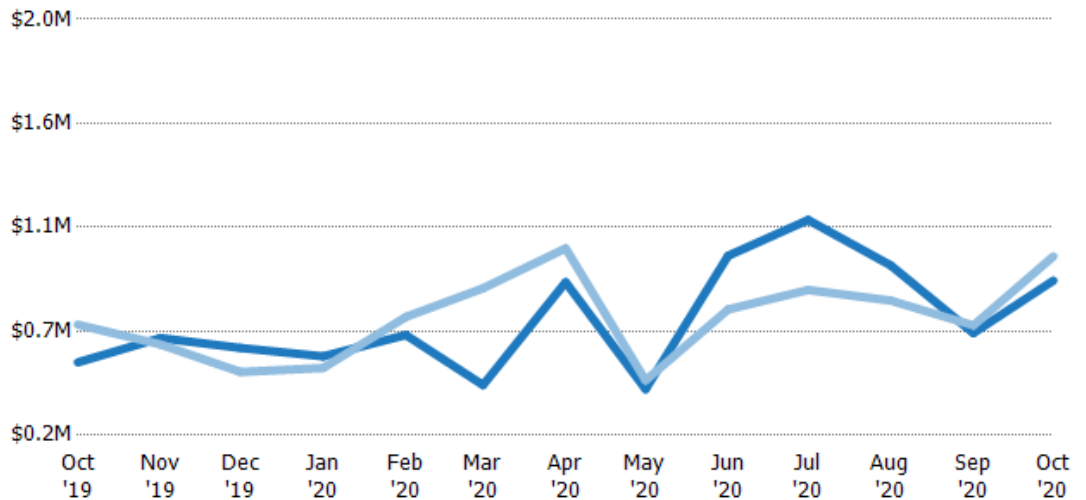
Average Sales Price vs Average Est Value

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$515K	\$621K	\$578K	\$542K	\$634K	\$417K	\$862K	\$399K	\$977K	\$1.13M	\$935K	\$642K	\$869K
Avg Sales Price	\$679K	\$593K	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$829K	\$783K	\$675K	\$974K
Avg Sales Price as a % of Avg Est Value	132%	95%	82%	91%	112%	200%	117%	110%	76%	73%	84%	105%	112%

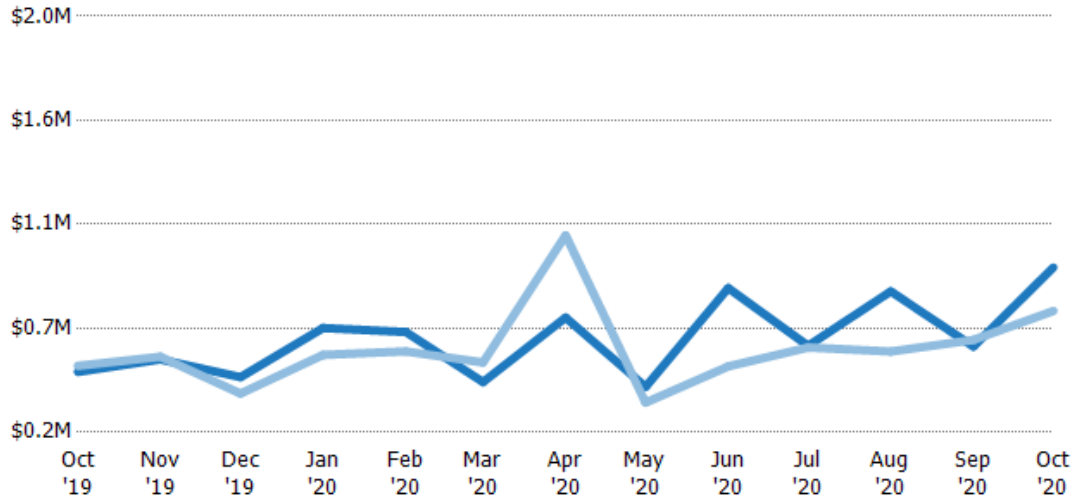
Median Sales Price vs Median Est Value

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	\$461K	\$515K	\$438K	\$651K	\$634K	\$417K	\$696K	\$397K	\$824K	\$574K	\$810K	\$571K	\$913K
Median Sales Price	\$488K	\$527K	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$567K	\$550K	\$600K	\$725K
Med Sales Price as a % of Med Est Value	106%	102%	84%	82%	87%	120%	151%	83%	59%	99%	68%	105%	79%