

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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	16	14	+14.3%	249	212	+17.5%
New Listing Volume	\$9,579,990	\$23,308,700	-58.9%	\$218,070,238	\$166,478,300	+31%
Active Listing Count	47	101	-53.5%	N/A	N/A	
Active Listing Volume	\$74,958,900	\$106,760,100	-29.8%	N/A	N/A	
Average Listing Price	\$1,594,870	\$1,057,031	+50.9%	\$1,217,428	\$889,425	+36.9%
Median Listing Price	\$715,000	\$675,000	+5.9%	\$705,671	\$572,418	+23.3%
Median Days in RPR	91	186	-51.1%	107.61	157.69	-31.8%
Months of Inventory	1.9	7.2	-73.9%	6	7.8	-22.8%
Absorption Rate	53.19%	13.86%	+39.3%	16.67%	12.87%	+3.8%
Sales Activity Charts Metrics						
New Pending Sales Count	19	7	+171.4%	264	173	+52.6%
New Pending Sales Volume	\$14,617,990	\$3,025,000	+383.2%	\$206,886,138	\$100,256,900	+106.4%
Pending Sales Count	36	8	+350%	N/A	N/A	
Pending Sales Volume	\$24,609,390	\$4,535,900	+442.5%	N/A	N/A	
Closed Sales Count	30	11	+172.7%	205	154	+33.1%
Closed Sales Volume	\$26,360,402	\$4,969,000	+430.5%	\$157,289,720	\$82,836,408	+89.9%
Average Sales Price	\$878,680	\$451,727	+94.5%	\$767,267	\$537,899	+42.6%
Median Sales Price	\$707,500	\$365,500	+93.6%	\$615,422	\$442,166	+39.2%

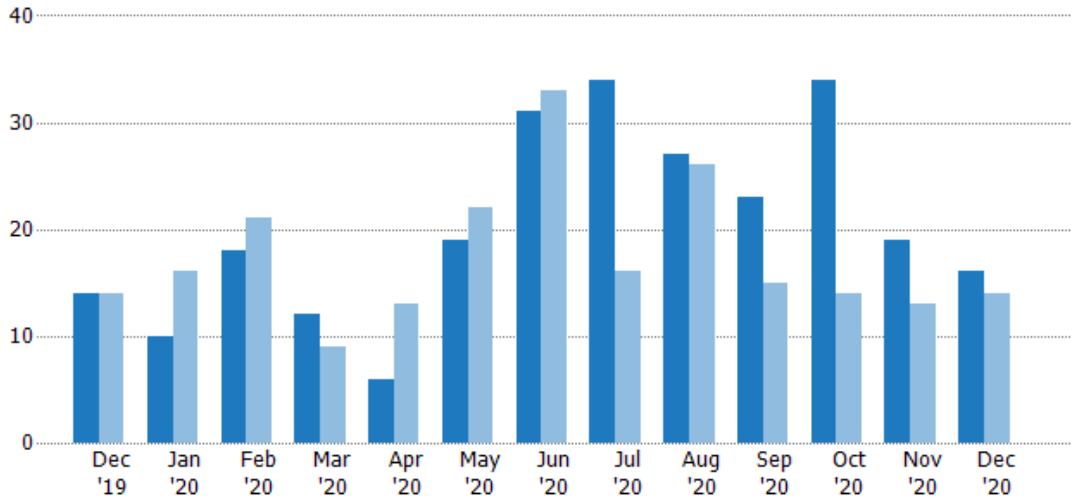
New Listings

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	14	10	18	12	6	19	31	34	27	23	34	19	16
Prior Year	14	16	21	9	13	22	33	16	26	15	14	13	14
Percent Change from Prior Year	0%	-38%	-14%	33%	-54%	-14%	-6%	113%	4%	53%	143%	46%	14%

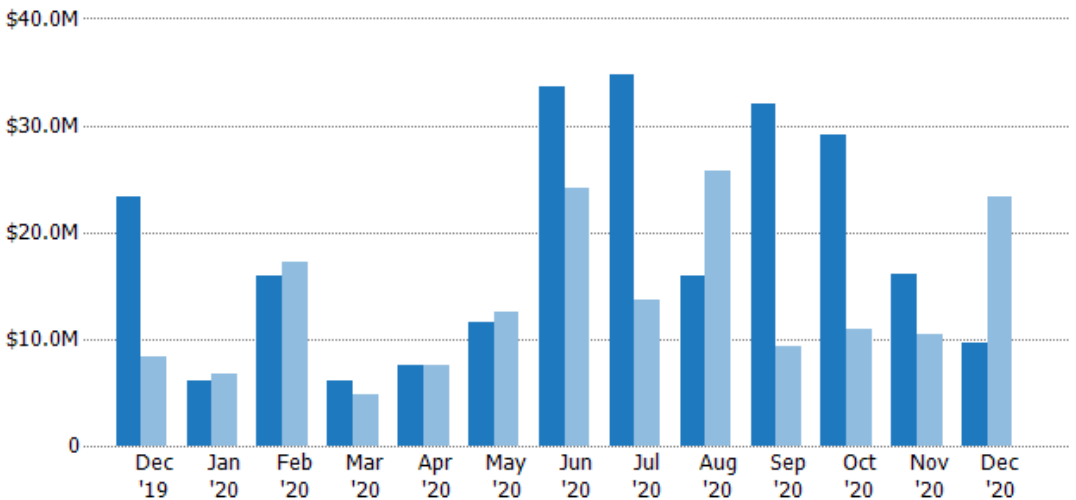
New Listing Volume

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$23.3M	\$6.01M	\$15.9M	\$6.06M	\$7.54M	\$11.5M	\$33.6M	\$34.7M	\$16M	\$32M	\$29.1M	\$16.1M	\$9.58M
Prior Year	\$8.31M	\$6.66M	\$17.3M	\$4.77M	\$7.6M	\$12.5M	\$24.1M	\$13.7M	\$25.8M	\$9.37M	\$10.9M	\$10.5M	\$23.3M
Percent Change from Prior Year	180%	-10%	-8%	27%	-1%	-8%	39%	153%	-38%	241%	167%	54%	-59%

Active Listings

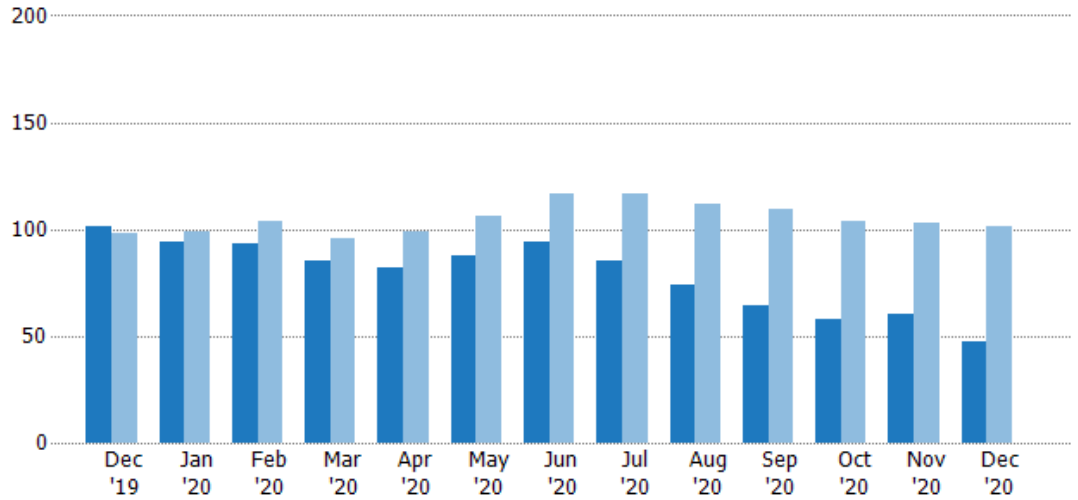
The number of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Count	% Chg.
Dec '20	47	-53.5%
Dec '19	101	3.1%
Dec '18	98	7.1%



Current Year	101	94	93	85	82	88	94	85	74	64	58	60	47
Prior Year	98	99	104	96	99	106	117	117	112	109	104	103	101
Percent Change from Prior Year	3%	-5%	-11%	-11%	-17%	-17%	-20%	-27%	-34%	-41%	-44%	-42%	-53%

Active Listing Volume

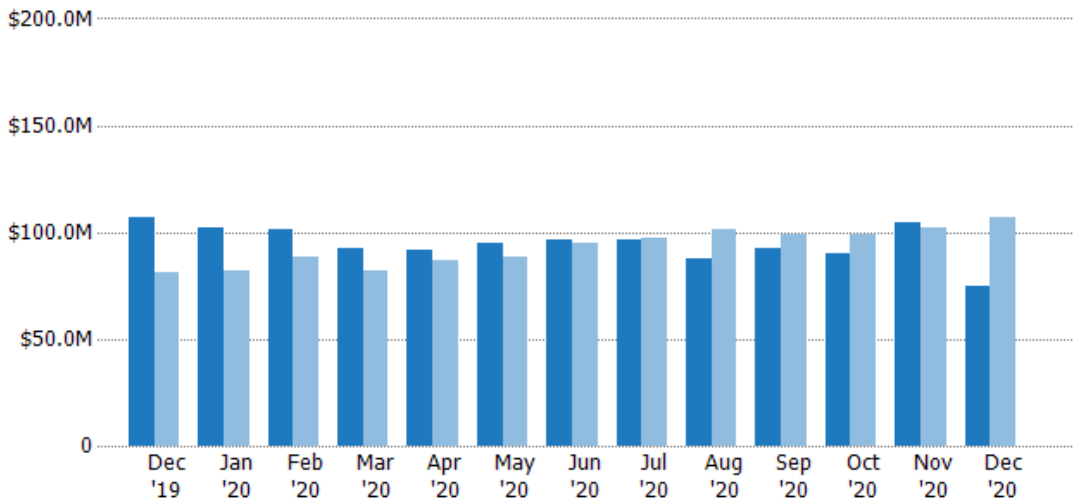
The sum of the listing price of active residential listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Month/Year	Volume	% Chg.
Dec '20	\$75M	-29.8%
Dec '19	\$107M	31.1%
Dec '18	\$81.4M	0.4%



Current Year	\$107M	\$102M	\$102M	\$92.3M	\$91.6M	\$94.6M	\$96.9M	\$96.4M	\$87.6M	\$92.4M	\$89.9M	\$105M	\$75M
Prior Year	\$81.4M	\$81.9M	\$88.1M	\$82.3M	\$86.8M	\$88.4M	\$94.8M	\$96.9M	\$101M	\$99.2M	\$98.6M	\$102M	\$107M
Percent Change from Prior Year	31%	25%	15%	12%	6%	7%	2%	-1%	-13%	-7%	-9%	2%	-30%

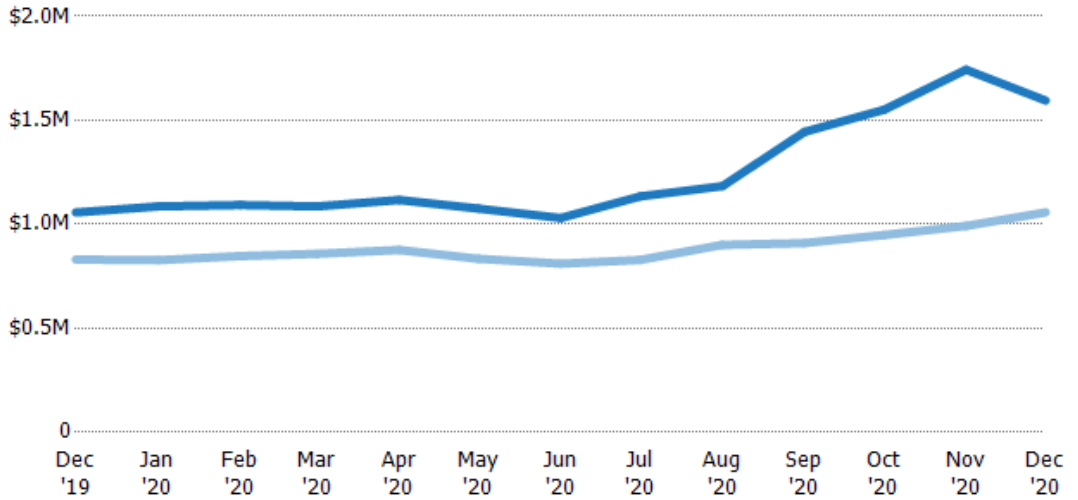
Average Listing Price

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
Dec '19	\$1.06M	\$831K	27%
Jan '20	\$1.09M	\$827K	31%
Feb '20	\$1.09M	\$847K	29%
Mar '20	\$1.09M	\$858K	27%
Apr '20	\$1.12M	\$877K	27%
May '20	\$1.08M	\$834K	29%
Jun '20	\$1.03M	\$811K	27%
Jul '20	\$1.13M	\$829K	37%
Aug '20	\$1.18M	\$901K	31%
Sep '20	\$1.44M	\$910K	59%
Oct '20	\$1.55M	\$948K	64%
Nov '20	\$1.74M	\$992K	76%
Dec '20	\$1.59M	\$1.06M	51%

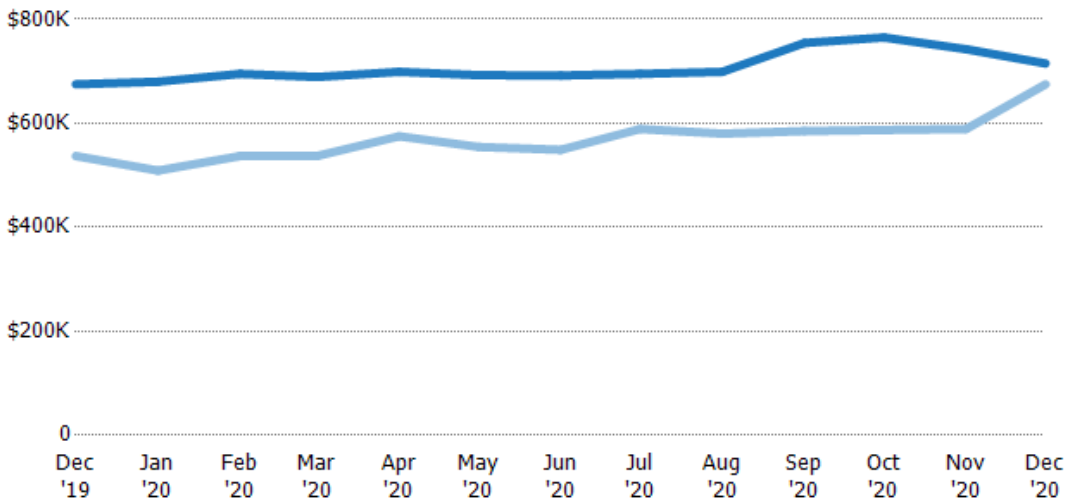
Median Listing Price

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



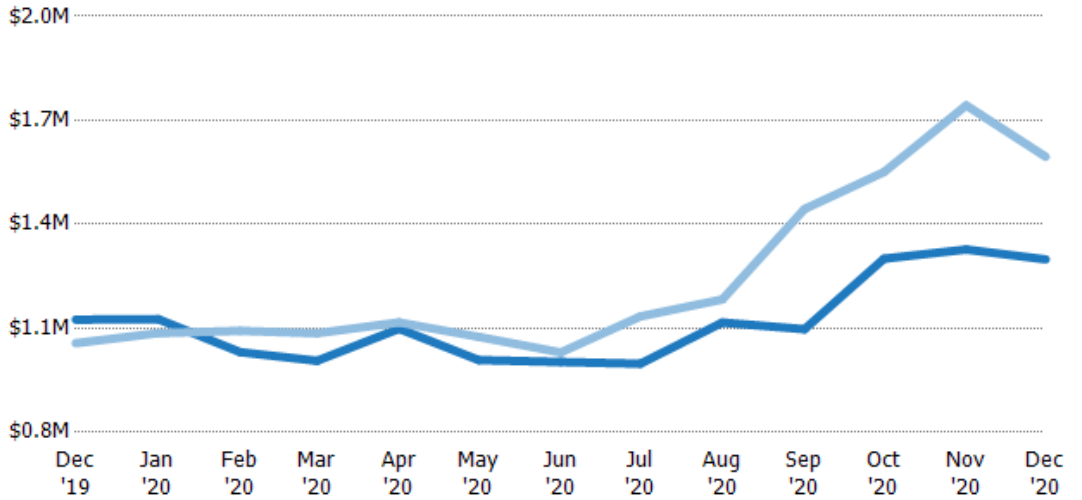
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Dec '19	\$675K	\$537K	26%
Jan '20	\$680K	\$509K	34%
Feb '20	\$695K	\$537K	29%
Mar '20	\$689K	\$537K	28%
Apr '20	\$699K	\$575K	22%
May '20	\$693K	\$555K	25%
Jun '20	\$692K	\$549K	26%
Jul '20	\$695K	\$589K	18%
Aug '20	\$699K	\$580K	21%
Sep '20	\$755K	\$585K	29%
Oct '20	\$765K	\$587K	30%
Nov '20	\$743K	\$589K	26%
Dec '20	\$715K	\$675K	6%

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



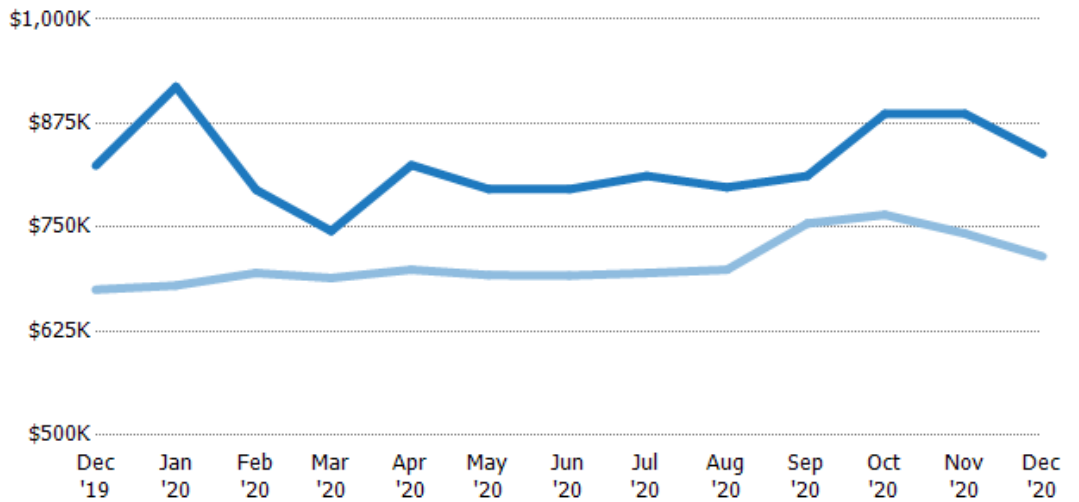
Avg Est Value	\$1.12M	\$1.13M	\$1.03M	\$1.01M	\$1.1M	\$1.01M	\$1M	\$998K	\$1.12M	\$1.1M	\$1.3M	\$1.33M	\$1.3M
Avg Listing Price	\$1.06M	\$1.09M	\$1.09M	\$1.09M	\$1.12M	\$1.08M	\$1.03M	\$1.13M	\$1.18M	\$1.44M	\$1.55M	\$1.74M	\$1.59M
Avg Listing Price as a % of Avg Est Value	94%	96%	106%	108%	102%	107%	103%	114%	106%	132%	119%	131%	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	\$824K	\$919K	\$795K	\$745K	\$825K	\$796K	\$796K	\$812K	\$798K	\$812K	\$886K	\$886K	\$838K
Median Listing Price	\$675K	\$680K	\$695K	\$689K	\$699K	\$693K	\$692K	\$695K	\$699K	\$755K	\$765K	\$743K	\$715K
Med Listing Price as a % of Med Est Value	82%	74%	87%	92%	85%	87%	87%	86%	88%	93%	86%	84%	85%

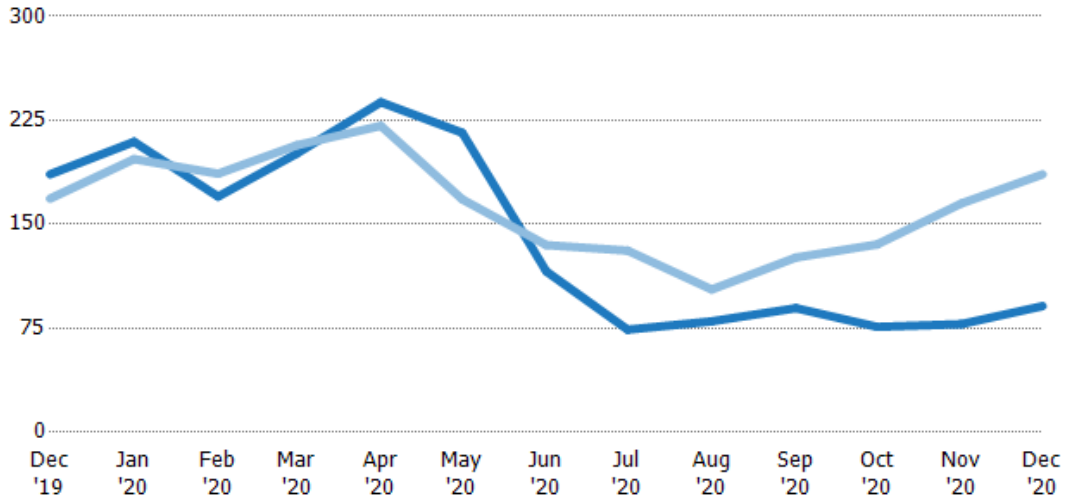
Median Days in RPR

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	186	210	170	201	238	216	116	74	80	89.5	76	78	91
Prior Year	169	197	187	207	221	168	135	131	103	126	136	165	186
Percent Change from Prior Year	10%	6%	-9%	-3%	8%	29%	-14%	-44%	-22%	-29%	-44%	-53%	-51%

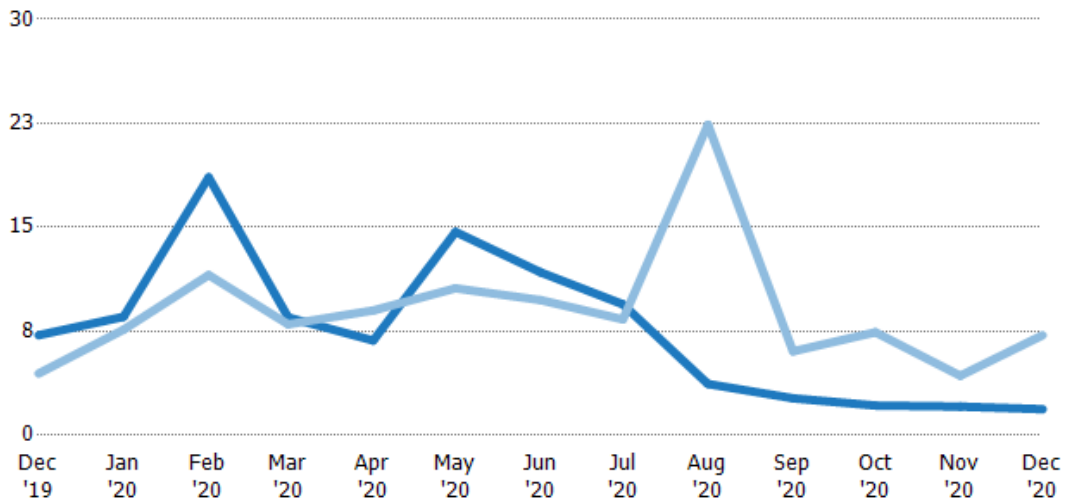
Months of Inventory

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	7.21	8.55	18.6	8.5	6.83	14.7	11.8	9.44	3.7	2.67	2.15	2.07	1.88
Prior Year	4.45	7.62	11.6	8	9	10.6	9.75	8.36	22.4	6.06	7.43	4.29	7.21
Percent Change from Prior Year	62%	12%	61%	6%	-24%	38%	21%	13%	-83%	-56%	-71%	-52%	-74%

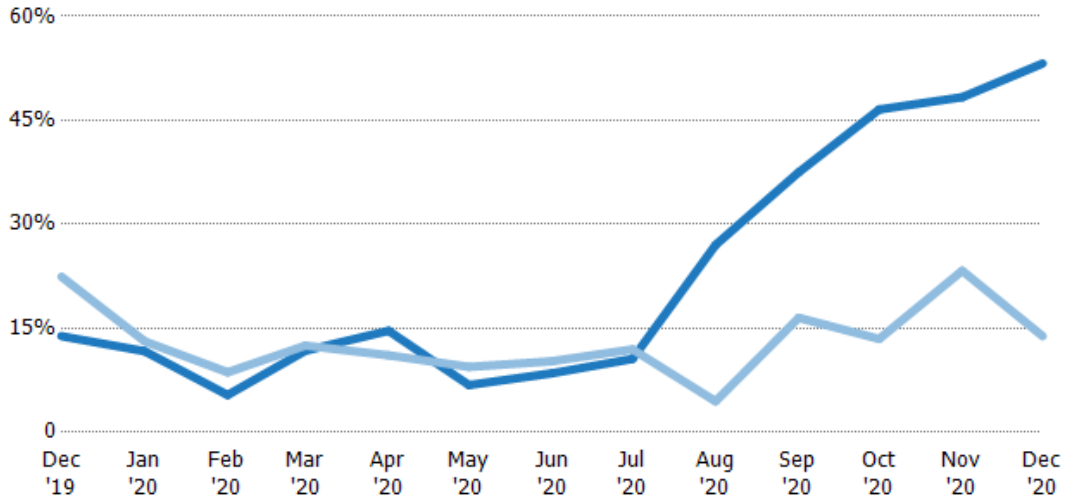
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	14%	12%	5%	12%	15%	7%	9%	11%	27%	38%	47%	48%	53%
Prior Year	22%	13%	9%	13%	11%	9%	10%	12%	4%	17%	13%	23%	14%
Change from Prior Year	9%	1%	3%	1%	-4%	3%	2%	1%	-23%	-21%	-33%	-25%	-39%

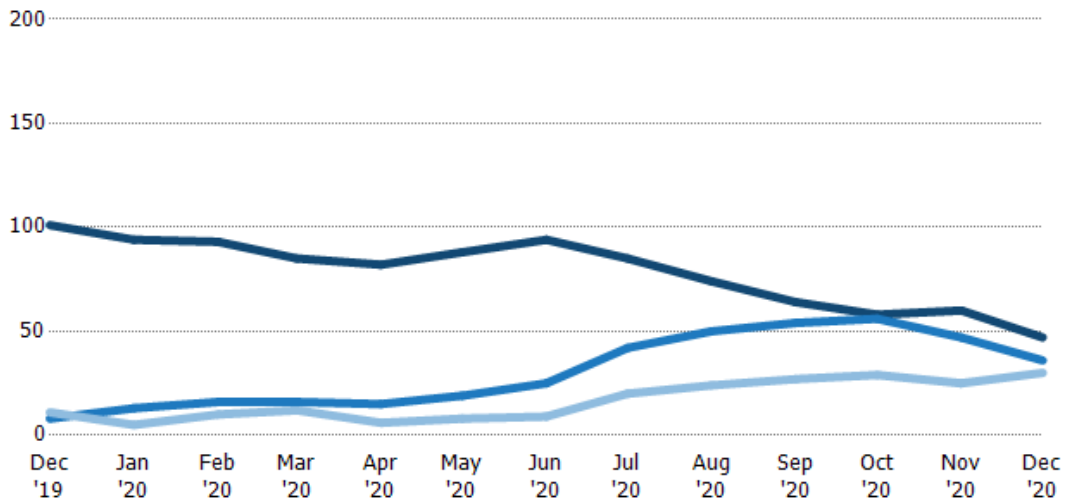
Active/Pending/Sold Units

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	101	94	93	85	82	88	94	85	74	64	58	60	47
Pending	8	13	16	16	15	19	25	42	50	54	56	47	36
Sold	11	5	10	12	6	8	9	20	24	27	29	25	30

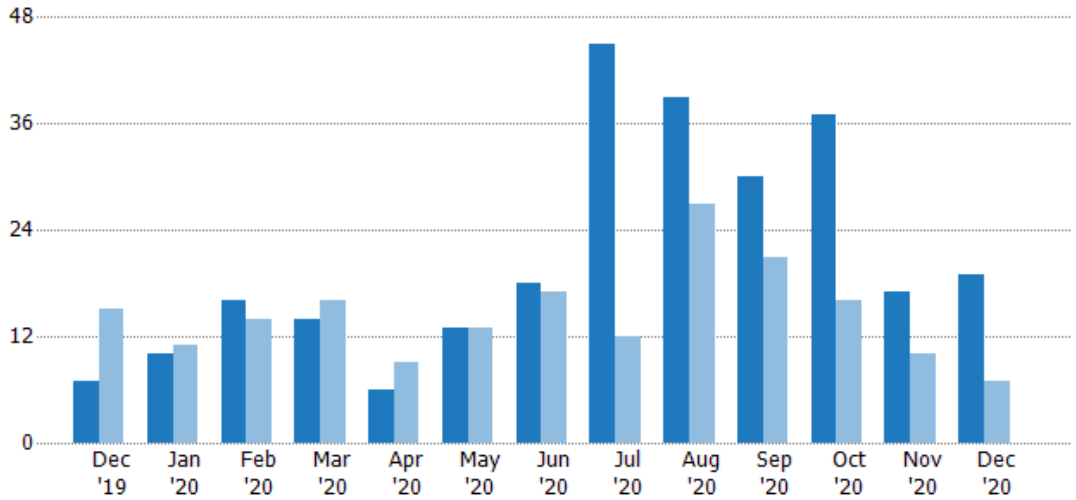
New Pending Sales

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.
Dec '20	19	171.4%
Dec '19	7	-53.3%
Dec '18	15	-33.3%

	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	7	10	16	14	6	13	18	45	39	30	37	17	19
Prior Year	15	11	14	16	9	13	17	12	27	21	16	10	7
Percent Change from Prior Year	-53%	-9%	14%	-13%	-33%	0%	6%	275%	44%	43%	131%	70%	171%

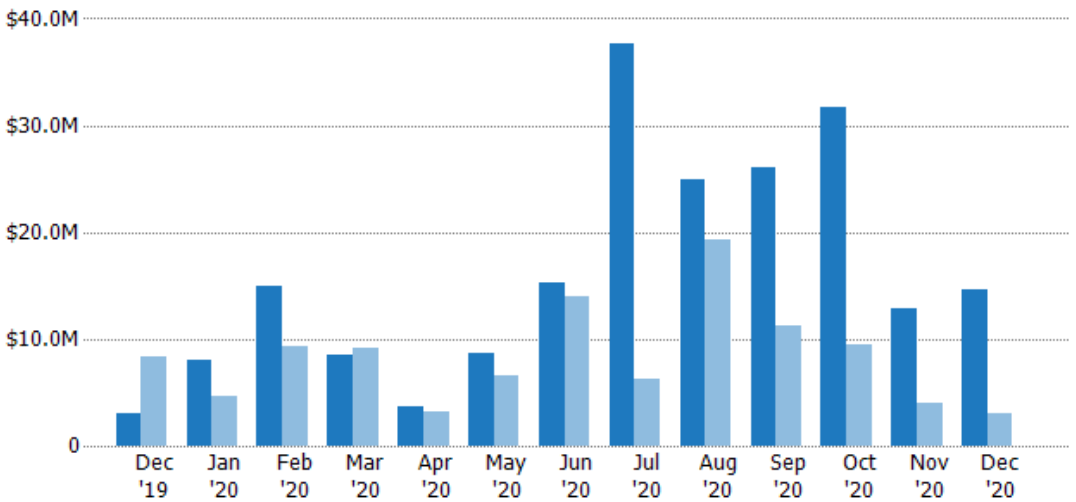
New Pending Sales Volume

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.
Dec '20	\$14.6M	383.2%
Dec '19	\$3.03M	-63.9%
Dec '18	\$8.39M	-42.1%

	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$3.03M	\$8.02M	\$15M	\$8.52M	\$3.6M	\$8.61M	\$15.3M	\$37.6M	\$25M	\$26.1M	\$31.7M	\$12.9M	\$14.6M
Prior Year	\$8.39M	\$4.66M	\$9.39M	\$9.1M	\$3.27M	\$6.61M	\$13.9M	\$6.21M	\$19.3M	\$11.3M	\$9.47M	\$3.97M	\$3.03M
Percent Change from Prior Year	-64%	72%	60%	-6%	10%	30%	10%	505%	29%	131%	234%	224%	383%

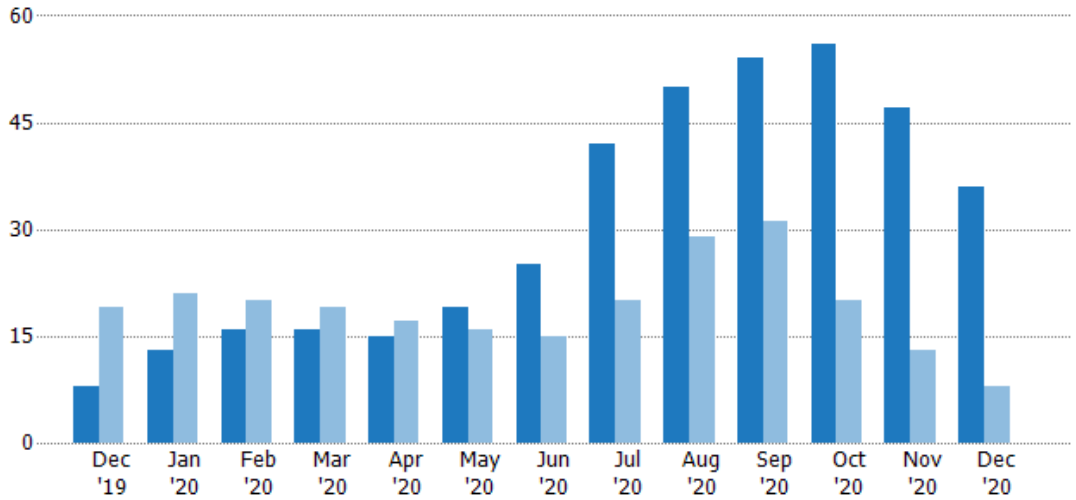
Pending Sales

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.
Dec '20	36	350%
Dec '19	8	-57.9%
Dec '18	19	-15.8%

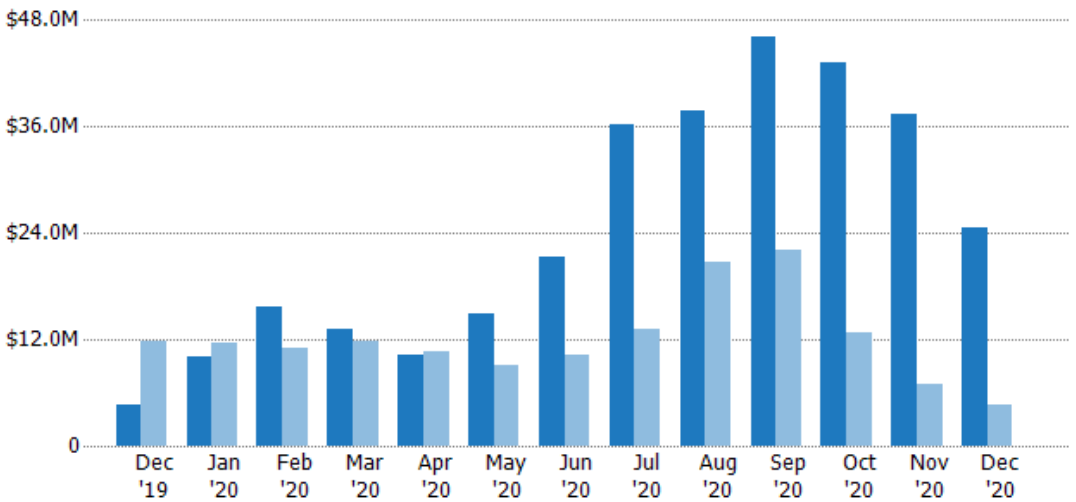
Pending Sales Volume

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.
Dec '20	\$24.6M	442.5%
Dec '19	\$4.54M	-61.4%
Dec '18	\$11.7M	-34.2%

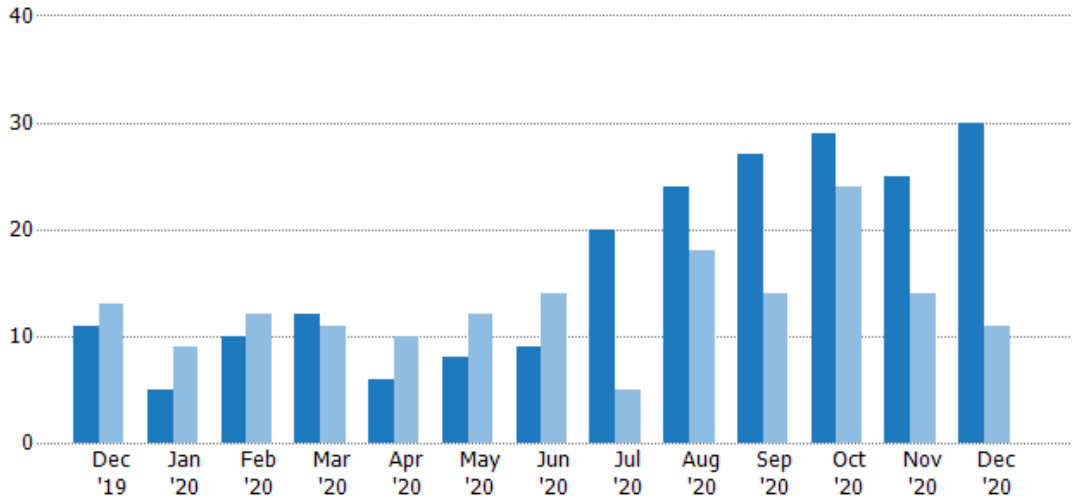
Closed Sales

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.
Dec '20	30	172.7%
Dec '19	11	-15.4%
Dec '18	13	-53.8%

Month/Year	Count	% Chg.
Dec '20	30	172.7%
Dec '19	11	-15.4%
Dec '18	13	-53.8%

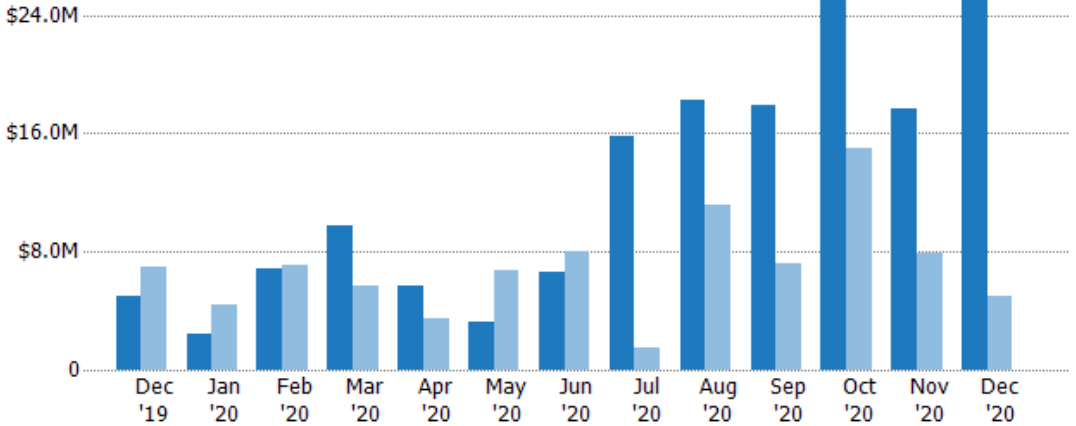
Closed Sales Volume

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.
Dec '20	\$26.4M	430.5%
Dec '19	\$4.97M	-28.2%
Dec '18	\$6.93M	-75.5%

Month/Year	Volume	% Chg.
Dec '20	\$26.4M	430.5%
Dec '19	\$4.97M	-28.2%
Dec '18	\$6.93M	-75.5%

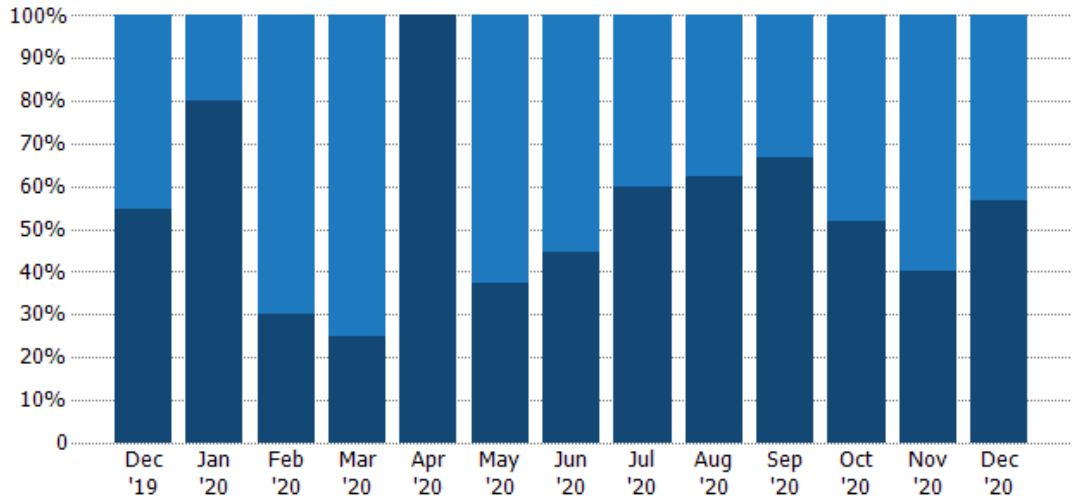
Closed Sales by Property Type

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



Condo/Townhouse	45%	20%	70%	75%	-	63%	56%	40%	38%	33%	48%	60%	43%
Single Family Residence	55%	80%	30%	25%	100%	38%	44%	60%	63%	67%	52%	40%	57%

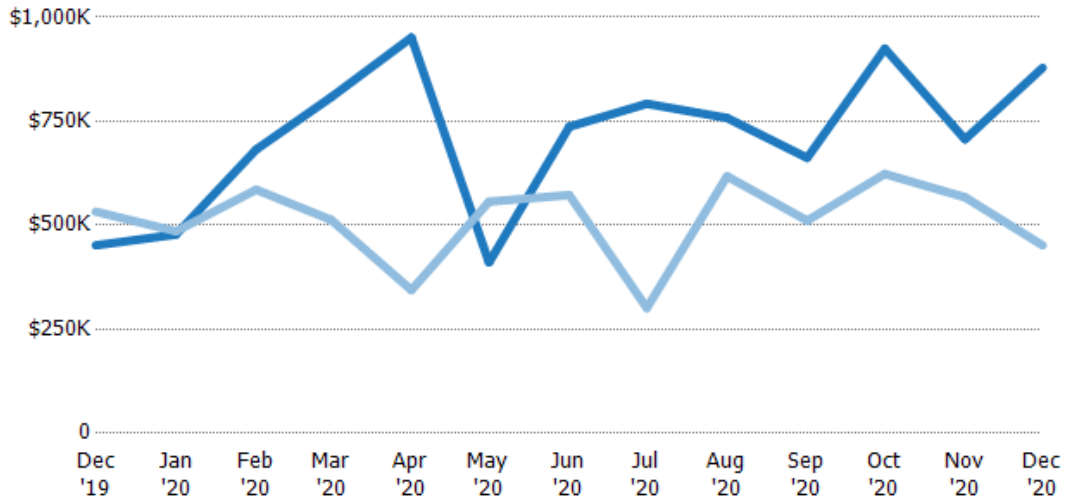
Average Sales Price

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.
Dec '20	\$879K	94.5%
Dec '19	\$452K	-15.2%
Dec '18	\$533K	-47%

Current Year	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$792K	\$758K	\$662K	\$925K	\$707K	\$879K
Prior Year	\$533K	\$486K	\$586K	\$513K	\$344K	\$557K	\$573K	\$301K	\$618K	\$511K	\$623K	\$567K	\$452K
Percent Change from Prior Year	-15%	-2%	17%	58%	176%	-26%	29%	163%	23%	30%	48%	25%	95%

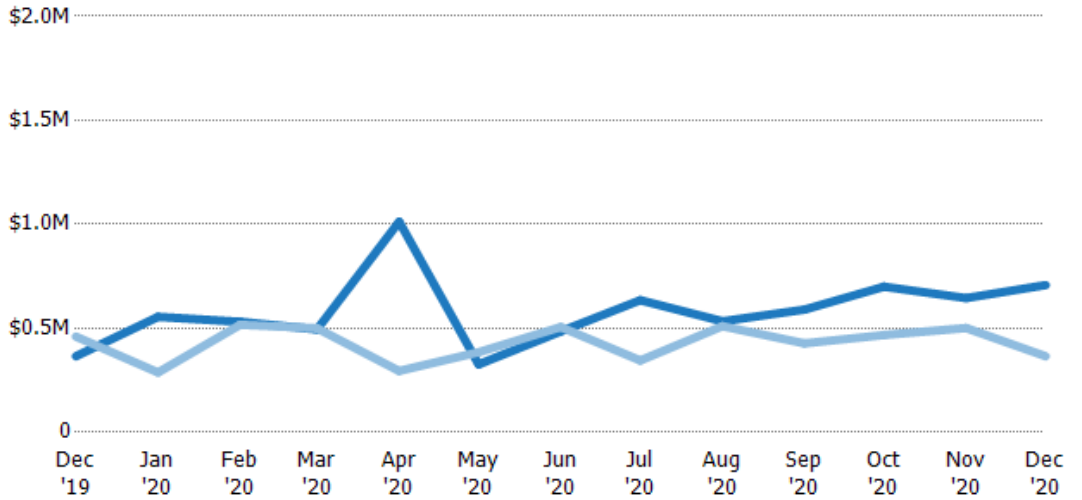
Median Sales Price

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$635K	\$534K	\$590K	\$700K	\$645K	\$708K
Prior Year	\$460K	\$288K	\$517K	\$500K	\$295K	\$385K	\$506K	\$345K	\$510K	\$428K	\$468K	\$501K	\$366K
Percent Change from Prior Year	-21%	93%	3%	-1%	243%	-15%	-4%	84%	5%	38%	50%	29%	94%

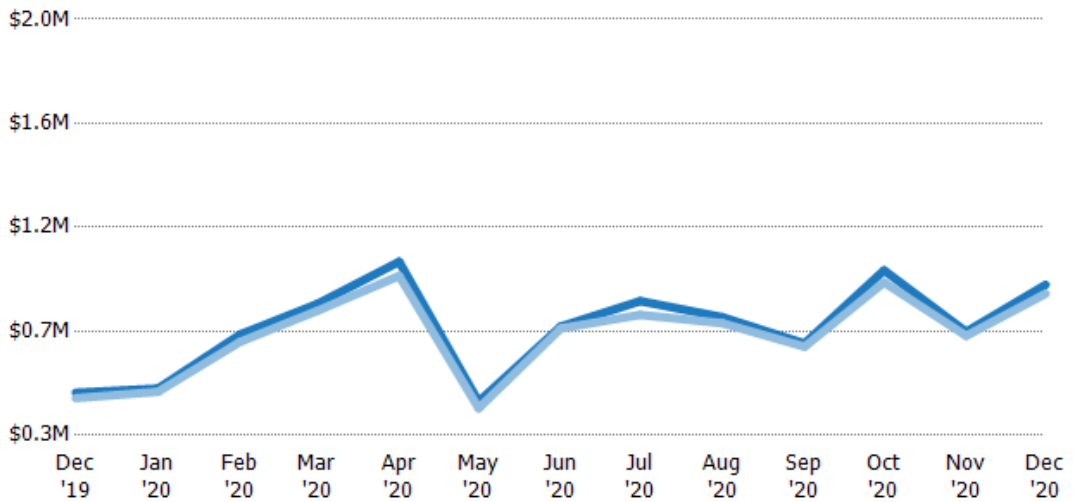
Average Sales Price vs Average Listing Price

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg List Price	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$848K	\$783K	\$675K	\$974K	\$723K	\$915K
Avg Sales Price	\$452K	\$478K	\$682K	\$808K	\$951K	\$411K	\$737K	\$792K	\$758K	\$662K	\$925K	\$707K	\$879K
Avg Sales Price as a % of Avg List Price	95%	97%	96%	97%	94%	94%	99%	93%	97%	98%	95%	98%	96%

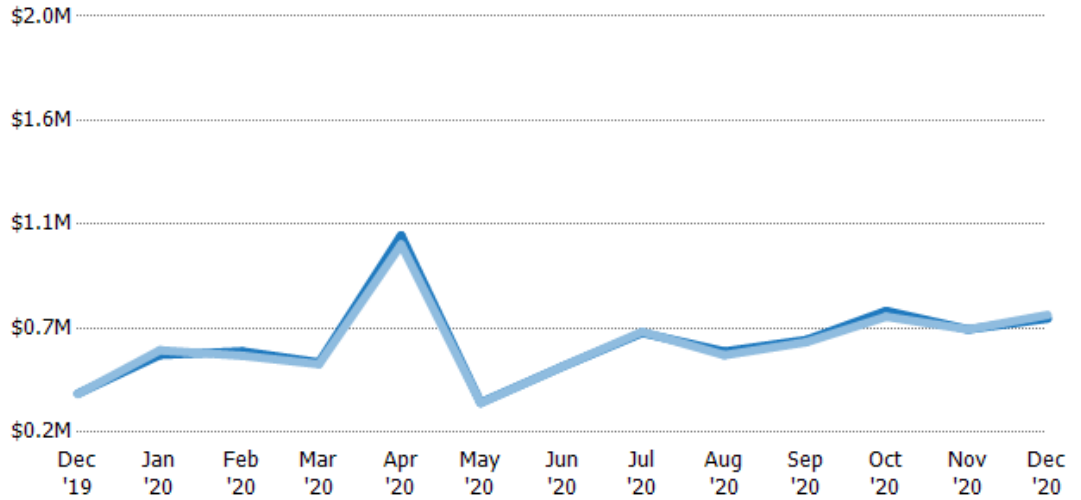
Median Sales Price vs Median Listing Price

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	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$630K	\$550K	\$600K	\$725K	\$645K	\$692K
Median Sales Price	\$366K	\$555K	\$531K	\$495K	\$1.01M	\$326K	\$485K	\$635K	\$534K	\$590K	\$700K	\$645K	\$708K
Med Sales Price as a % of Med List Price	99%	104%	97%	99%	96%	99%	100%	101%	97%	98%	97%	100%	102%

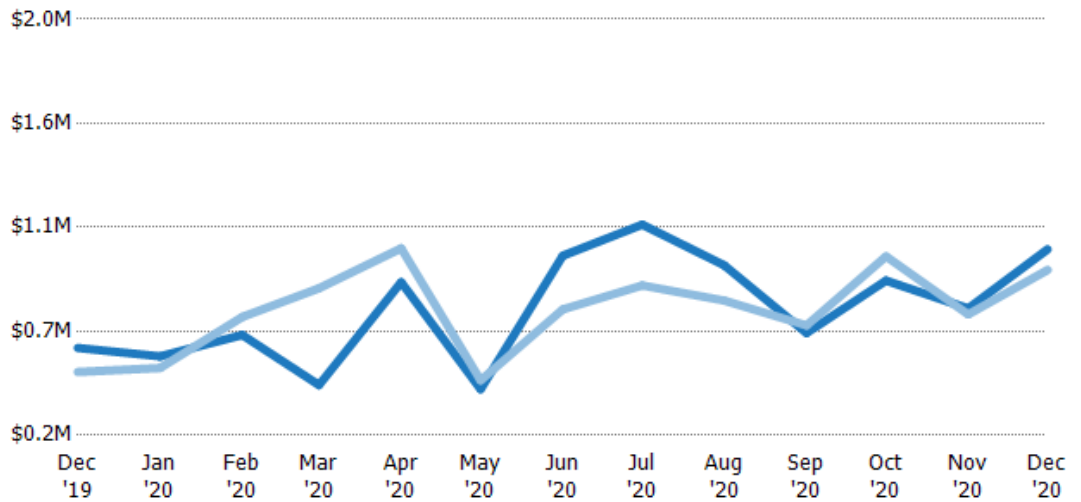
Average Sales Price vs Average Est Value

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	\$578K	\$542K	\$634K	\$417K	\$862K	\$399K	\$977K	\$1.11M	\$935K	\$642K	\$869K	\$749K	\$1M
Avg Sales Price	\$474K	\$491K	\$712K	\$836K	\$1.01M	\$437K	\$745K	\$848K	\$783K	\$675K	\$974K	\$723K	\$915K
Avg Sales Price as a % of Avg Est Value	82%	91%	112%	200%	117%	110%	76%	76%	84%	105%	112%	97%	91%

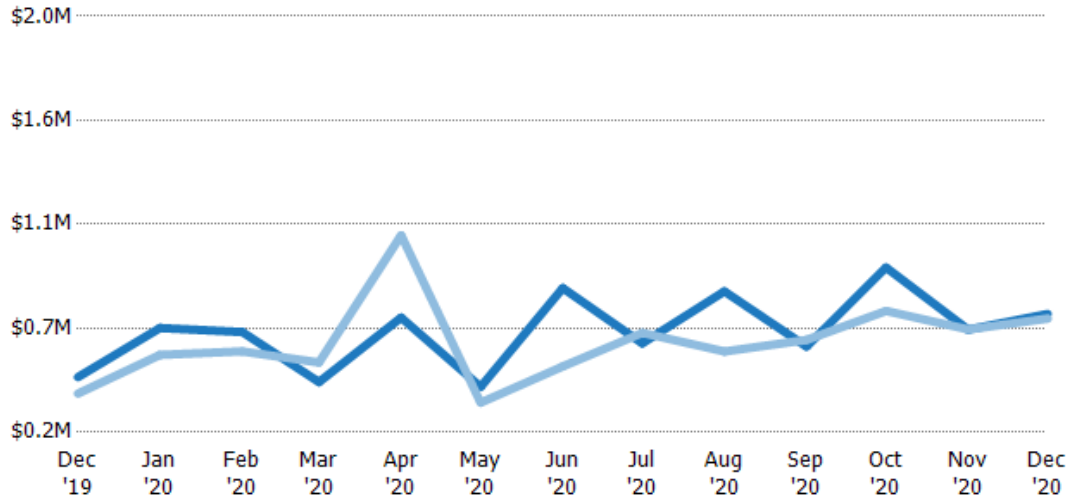
Median Sales Price vs Median Est Value

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	\$438K	\$651K	\$634K	\$417K	\$696K	\$397K	\$824K	\$585K	\$810K	\$571K	\$913K	\$644K	\$712K
Median Sales Price	\$368K	\$535K	\$550K	\$502K	\$1.05M	\$328K	\$485K	\$630K	\$550K	\$600K	\$725K	\$645K	\$692K
Med Sales Price as a % of Med Est Value	84%	82%	87%	120%	151%	83%	59%	108%	68%	105%	79%	100%	97%

Sales Activity by ZIP

Dec 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
05672	36	\$24,609,390	30	\$26,360,402	\$878,680	\$707,500	\$293	\$267	27

Sales Activity by Metro Area

Dec 2020

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Other	34	\$23,984,890	30	\$26,360,402	\$878,680	\$707,500	\$293	\$267	27