# 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	May 2018	May 2017	+ / -	YTD 2018	YTD 2017	+ / -
isting Activity Charts Metrics						
New Listing Count	20	29	-31%	20	29	-31%
New Listing Volume	\$12,920,800	\$19,437,000	-33.5%	\$12,920,800	\$19,437,000	-33.5%
Active Listing Count	83	134	-38.1%	83	134	-38.1%
Active Listing Volume	\$64,067,800	\$108,366,200	-40.9%	\$64,067,800	\$108,366,200	-40.9%
Average Listing Price	\$771,901	\$808,703	-4.6%	\$771,901	\$808,703	-4.6%
Median Listing Price	\$595,000	\$499,000	+19.2%	\$595,000	\$499,000	+19.2%
Median Days in RPR	191	182	+4.9%	191	182	+4.9%
Months of Inventory	_	_	-	9.2	14.9	-38.1%
Absorption Rate	_	_	+-	10.84%	6.72%	+4.1%
Sales Activity Charts Metrics			1			
New Pending Sales Count	13	15	-13.3%	13	15	-13.3%
New Pending Sales Volume	\$6,164,950	\$8,154,000	-24.4%	\$6,164,950	\$8,154,000	-24.4%
Pending Sales Count	19	27	-29.6%	19	27	-29.6%
Pending Sales Volume	\$11,378,450	\$16,090,900	-29.3%	\$11,378,450	\$16,090,900	-29.3%
Closed Sales Count	14	9	+55.6%	14	9	+55.6%
Closed Sales Volume	\$5,275,810	\$6,557,720	-19.5%	\$5,275,810	\$6,557,720	-19.5%
Average Sales Price	\$376,844	\$728,636	-48.3%	\$376,844	\$728,636	-48.3%
Median Sales Price	\$292,405	\$417,500	-30%	\$292,405	\$417,500	-30%







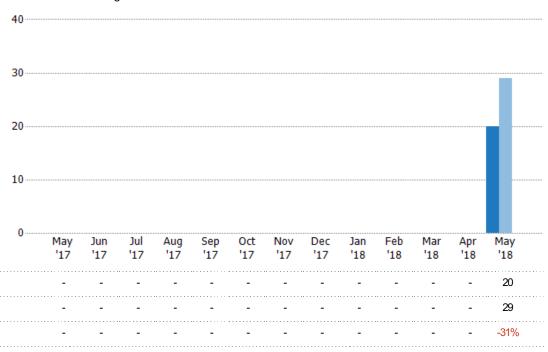
#### **New Listings**

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



#### New Listing Volume

Percent Change from Prior Year

Current Year

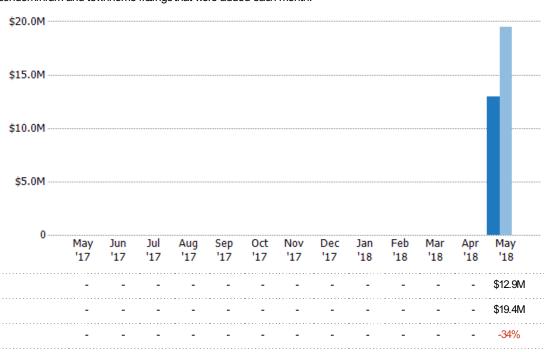
Prior Year

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Eilters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Current Year

Percent Change from Prior Year



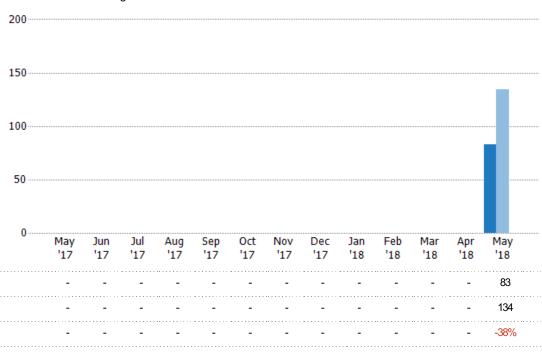
#### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



#### **Active Listing Volume**

Percent Change from Prior Year

Current Year

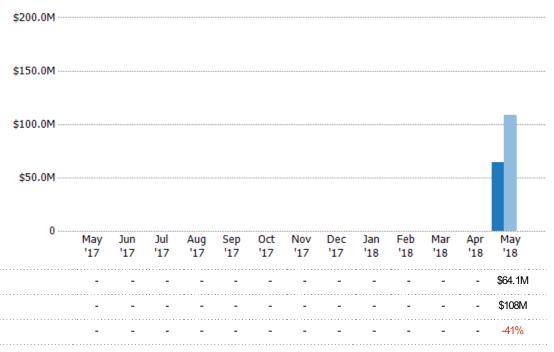
Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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





Current Year

Percent Change from Prior Year





#### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

\$900K \$675K \$450K

\$225K -----

0. May Aug Sep 0ct Nov Feb May '17 '17 '17 '17 '17 '18 '18 '18 '17 '17 '17 '18 '18 \$772K \$809K

#### **Median Listing Price**

Percent Change from Prior Year

Current Year

Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used
ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:

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

Percent Change from Prior Year

00K
0K
DK
0
May
'17



Current Year
Prior Year





#### 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

\$500K	 				 					
\$250K	 				 					
0 May '17		Aug '17							Apr	May '18
May									Apr	May
May		Aug '17 -	Sep '17	0ct '17	Dec '17	Jan '18 -	Feb '18	Mar '18	Apr '18	May '18 \$939k

#### 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

Avg Est Value

Avg Listing Price

ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence

Med Listing Price as a % of Med Est Value

Avg Listing Price as a % of Avg Est Value

0K	 										
5K	 										
							lan	Eoh	Mar	Apr	Ma
		Δυσ	Sen	Oct	NOV						
0 May '17		Aug '17	Sep '17	0ct '17	'17	'17	'18	'18	'18		'1
May		Aug '17	Sep '17	0ct '17	'17	'17	'18	'18			'1
May			Sep '17	0ct '17						'18	'1



Median Est Value

Median Listing Price





#### 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

25												
.50												
75												
0 May '17			Aug '17								Apr	May '18
May	Jun	Jul '17		Sep '17	0ct '17 -	Nov '17	Dec '17	Jan '18 -	Feb '18	Mar '18 -	Apr '18	May '18

#### Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

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

15	 										
10	 										
5	 										
0	 										
0	 										
0	 	Aug '17	Sep '17	0ct '17		Dec '17	Jan '18	Feb '18		Apr '18	May '18
0	 	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18 -	Apr '18	May '18 5.53



Current Year
Prior Year

Percent Change from Prior Year





#### **Absorption Rate**

The percentage of inventory sold per month.

	20%												
ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence	15%	,	,										
	10%												
	5%												
	0 May	Jun	Jul	Λιια		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
	'17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18	'18	'18
Current Year	-	-		-	-	-	-	-	-	-	-		18%
Prior Year	<del>-</del>	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-11%

#### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT Property Type: Condo/Townhouse/Apt, Single Family Residence

May '17		Aug '17					May '18
0	 		 	 	 	 	
23				 			
45	 		 	 	 	 	
68	 		 	 	 	 	
90	 		 	 	 	 	

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	83
Pending	-	-	-	-	-	-	-	-	-	-	-	-	19
Sold	-	-	-	-	-	-	-	-	-	-	-	-	14





Current Year

Prior Year

### Market Data Report

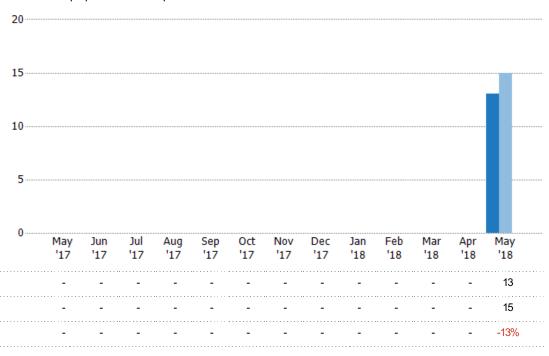
#### **New Pending Sales**

The number of single-family, condominium and townhome 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

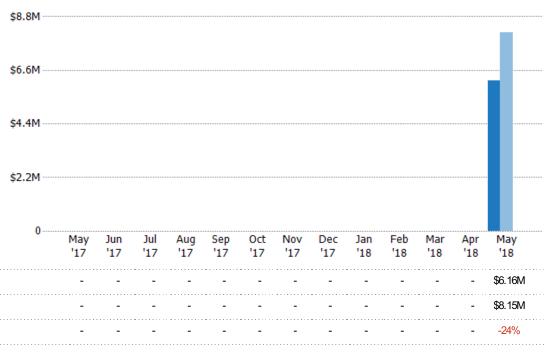


#### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single Family Residence



Current Year

Percent Change from Prior Year





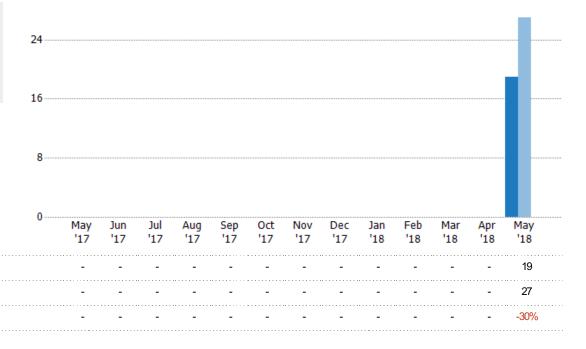
#### **Pending Sales**

The number of single-family, condominium and townhome 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



#### Pending Sales Volume

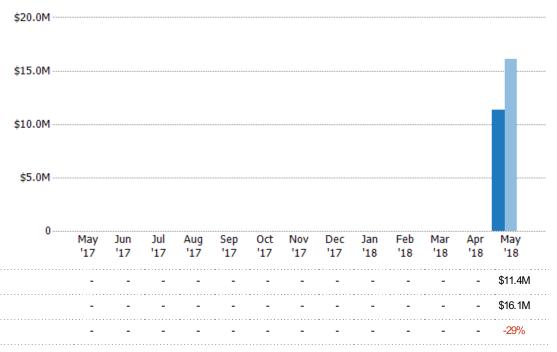
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

ZIP: Moscow, VT 05662, Stowe, VT 05672
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

Percent Change from Prior Year





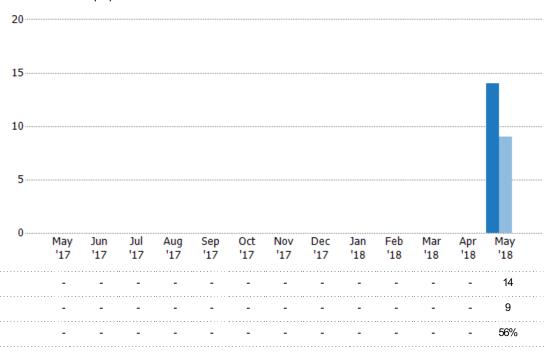
#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



#### **Closed Sales Volume**

Percent Change from Prior Year

Current Year

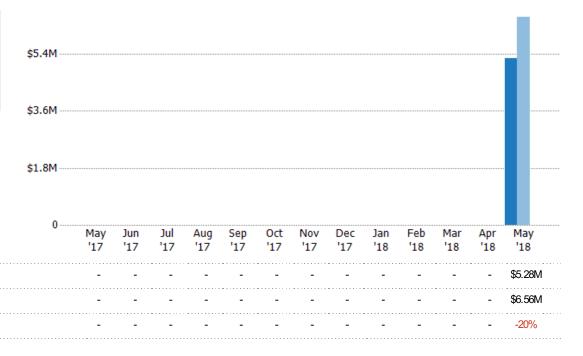
Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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



Current Year

Percent Change from Prior Year



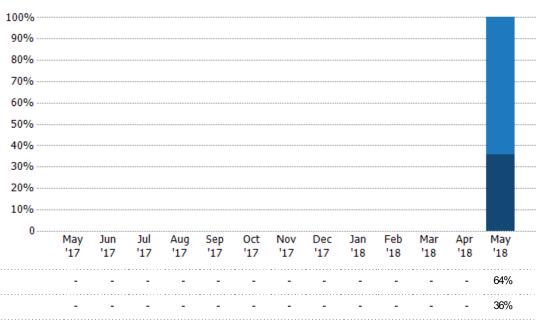


#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence



#### **Average Sales Price**

Single Family Residence

Condo/Townhouse

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$800K ····	
\$600K	
\$400K ····	
\$200K	

	0 May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$377K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$729K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-48%





#### **Median Sales Price**

The median sales price of the single-family, condominium and townhome properties sold each month.

\$500K

Filters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

\$375K \$250K

\$125K

0 May Aug Sep 0ct Nov Feb May '18 '17 '17 '17 '17 '17 '18 '18 '17 '17 '17 '18 '18 \$292K \$418K

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

\$100K

Filters Used

Current Year

Prior Year

ZIP: Moscow, VT 05662, Stowe, VT 05672 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Sales Price as a % of Avg List Price

Percent Change from Prior Year

\$400K \$300K \$200K

0 ········ May '17	Jun '17	Jul '17	Aug '17	Sep	Oct	Nov	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18
- -		-	-	-	-	-	-	-	-	-	- -	\$389K
-	-	-	-	-	-	-	-	-	-	-	-	\$377K
-	-	-	-	-	-	-	-	-	-	-	-	97%



Avg List Price

Avg Sales Price





Median List Price

Median Sales Price

### Market Data Report

#### 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

\$225K \$150K \$75K

M	1	71	A	C			D	_			A	
May	Jun	Jui	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	\$297
- -	_	_	-	- -	- -	-	-	-	-	-		\$292

#### 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

Med Sales Price as a % of Med List Price

	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	
Avg Est Value	-	-	-	-	-	-	-	-	_	-	-	-	\$633K	
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$389K	
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	61%	







Median Est Value

Median Sales Price

# Market Data Report

#### 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.

Eilters Used

ZIP: Moscow, VT 05662, Stowe, VT 05672

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

Med Sales Price as a % of Med Est Value

25K	 	 	 	 	 	 
50K	 	 	 	 	 	 
7EV						
75K	 		 	 	 	 
•						



