

# Market Data Report

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

+/-	YTD 2017	YTD 2018	+/-	Apr 2017	Apr 2018	Key Metrics
						Listing Activity Charts Metrics
-14.3%	7	6	-14.3%	7	6	New Listing Count
-28.8%	\$6,938,900	\$4,942,500	-28.8%	\$6,938,900	\$4,942,500	New Listing Volume
-37%	81	51	-37%	81	51	Active Listing Count
-35%	\$86,158,999	\$55,983,200	-35%	\$86,158,999	\$55,983,200	Active Listing Volume
+3.2%	\$1,063,691	\$1,097,710	+3.2%	\$1,063,691	\$1,097,710	Average Listing Price
+	\$595,000	\$595,000	+	\$595,000	\$595,000	Median Listing Price
-30.9%	288	199	-30.9%	288	199	Median Daysin RPR
-58%	40.5	17	-	_	_	Months of Inventory
+3.4%	2.47%	5.88%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
-57.1%	7	3	-57.1%	7	3	New Pending Sales Count
-17.1%	\$2,098,400	\$1,738,900	-17.1%	\$2,098,400	\$1,738,900	New Pending Sales Volume
-41.7%	12	7	-41.7%	12	7	Pending Sales Count
-43.2%	\$7,100,900	\$4,035,900	-43.2%	\$7,100,900	\$4,035,900	Pending Sales Volume
+100%	3	6	+100%	3	6	Closed Sales Count
+573.2%	\$586,000	\$3,945,000	+573.2%	\$586,000	\$3,945,000	Closed Sales Volume
+236.6%	\$195,333	\$657,500	+236.6%	\$195,333	\$657,500	Average Sales Price
+205.1%	\$118,000	\$360,000	+205.1%	\$118,000	\$360,000	Median Sales Price





## New Listings

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

	10.00													
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	7.50													
Property Type: Condo/Townhouse/Apt, Single Family Residence	5.00													
	2.50													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-14%

#### New Listing Volume

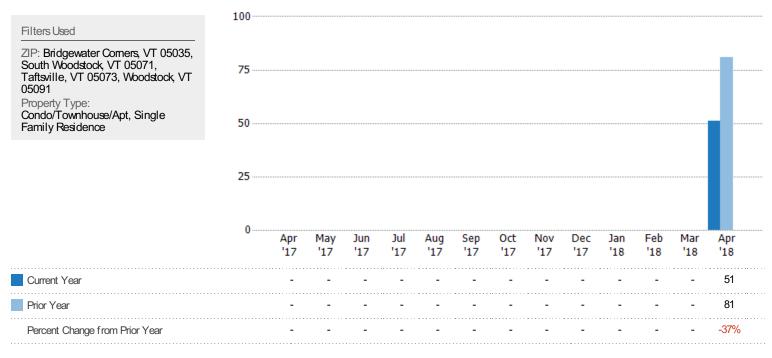
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Current Year	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18 \$4.94M	
	0												Mar		
	\$2.0M														
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$4.0M														
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$6.0M														
Filters Used															



#### Active Listings

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



#### Active Listing Volume

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

\$88.0M ······													
\$66.0M													
\$44.0M													
\$22.0M													
0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$56M
	-	-	-	-	-	-	-	-	-	-	-	-	\$86.2M
	-	-	-	-	-	-	-	-	-	-	-	-	-35%
	\$66.0M \$44.0M	\$66.0M \$44.0M \$22.0M 0	\$66.0M \$44.0M \$22.0M 0	\$66.0M \$44.0M \$22.0M 0	\$66.0M \$44.0M \$22.0M 0	\$66.0M \$44.0M \$22.0M 0	\$66.0M \$44.0M \$22.0M 0 Apr May Jun Jul Aug Sep	\$66.0M \$44.0M \$22.0M 0 Apr May Jun Jul Aug Sep Oct	\$66.0M \$44.0M \$22.0M \$22.0M 0 	\$66.0M \$44.0M \$22.0M 0 Apr May Jun Jul Aug Sep Oct Nov Dec	\$66.0M \$44.0M \$22.0M \$22.0M 0 Apr May Jun Jul Aug Sep Oct Nov Dec Jan	\$66.0M \$44.0M \$22.0M 0 	\$66.0M \$44.0M \$22.0M 0 



#### **Average Listing Price**

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

	\$2.0M ······												
Filters Used													
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$1.5M												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.0M												
	\$0.5M												
	0	Marc	1	ا۲	A	Can	0.+	Neur	Dec	1	Fab	Mar	Ane
	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.1M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.06N
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%

#### Median Listing Price

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

	\$600K ······												
Filters Used													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$450K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$150K												
	+												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$595K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$595K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	0%





## 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.

	\$2.0M ······												
Filters Used													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$1.5M												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.0M												
	\$0.5M												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
		17	17	17	17	17	17	1/	17	10	10	10	18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$855K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$1.1M
Avg Listing Price as a % of Avg Est Value													
	-	-	-	-	-	-	-	-	-	-	-		128%

### 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.

	\$800K ······												
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single	\$600K												
Family Residence	+												
	\$200K												
	0		_		-	_			_	_			-
	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$727K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$595K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	82%



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## 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.

	300												
Filters Used													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	225												
Property Type: Condo/Townhouse/Apt, Single Family Residence	150												
	75												
	75												
	0												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	0 Apr			Jul '17 -		Sep '17							
Current Year Prior Year	0 Apr			Jul '17 -		Sep '17 -							'18
<u> </u>	0 Apr			Jul '17 - -		Sep '17 - -							'18 199

#### Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Elford	40												
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
	10												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	17
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	68%





#### Absorption Rate

The percentage of inventory sold per month.

Filters Used         ZIP: Bridgewater Comers, VT 05035,         South Woodstock, VT 05071,         Taftsville, VT 05073, Woodstock, VT         05091         Property Type:         Condo/Townhouse/Apt, Single         Family Residence		10%
South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	Filters Used	
	South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT	5%

	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%

#### Active/Pending/Sold Units

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

Active Pending	Apr '17 -	May '17 -	Jun '17 -	Jul '17 - -	Aug '17 - -	Sep '17 -	'17 - -	'17 - -	'17	'18 -	- -	Mar '18 -	Apr '18 51 7
Active		'17 -	'17 _	'17 _	'17 -	'17 -							'18
					Aug '17	Sep '17							
						C	Oct	Nov	Dec	Jan	Feb	Mar	
	15												
05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	30												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT	45												



#### New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

	10.00													
Filters Used														
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	7.50													
Property Type: Condo/Townhouse/Apt, Single Family Residence	5.00													
	2.50													
	0	Apr	May	Jun	Jul	Aua	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	Aug '17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Percent Change from Prior Year		-	-	-	-	-		-	-	-	-	-	-	-57%

#### New Pending Sales Volume

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

Filtern I lood	\$4.0M ······													
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.0M \$2.0M													
	\$1.0M													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.74M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.1M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-17%

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#### **Pending Sales**

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

	20													
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	15													
Property Type: Condo/Townhouse/Apt, Single Family Residence	10													
	5													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	12
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-42%

#### Pending Sales Volume

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.



#### **Closed Sales**

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

Filters I lead	8.80													
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single	6.60													
Family Residence														
	2.20													
	0													
	0	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	100%

#### **Closed Sales Volume**

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

Filters Used	\$6.0M ······													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$4.5M \$3.0M													
	\$1.5M													
	0	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$3.95M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$586K
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	573%





## Closed Sales by Property Type

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

	100%														
Filters Used	90%														
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071,	80%														
Taftsville, VT 05073, Woodstock, VT 05091	70%														
Property Type:	60%														
Condo/Townhouse/Apt, Single Family Residence	50%														
	40%														
	30%														
	20%														
	10%														
	0	Apr						0ct	Nov	Dec		Feb		Apr	
		Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	'17	'17	'17	Jan '18	'18	Mar '18	Apr '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	17%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	83%	

#### Average Sales Price

Percent Change from Prior Year

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

Filters Used ZIP: Bridgewater Comers, VT 05035,													
South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$525K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$350K												
	\$175K												
	0												
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$658K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$195K

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237%

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#### Median Sales Price

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

Filters Used	\$400K												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type:	\$300K												
Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	\$360K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$118K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	205%

#### Average Sales Price vs Average Listing Price

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

Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	91%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$658K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$723K
	0 Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
	\$200K												
05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$400K												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT	\$600K												
Filters Used	\$800K												





#### Median Sales Price vs Median Listing Price

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

	\$500K ······												
Filters Used													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	0		_		_	_			_	_			
	Apr '17	Мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$405K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$360K
Med Sales Price as a % of Med List Price													
	-	-	-	-	-	-	-	-	-	-	-	-	89%

#### 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.

	\$800K												
Filters Used													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$600K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$400K												
	\$200K												
	0												
	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$723K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%





## 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.

	\$500K ······												
Filters Used													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$375K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
	\$125K												
	_												
	0 Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$405K
Med Sales Price as a % of Med Est Value													
	-	-	-	-	-	-	-	-	-	-	-	-	100%

