

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	10	7	+42.9%	17	12	+41.7%
New Listing Volume	\$7,275,000	\$4,327,000	+68.1%	\$10,622,500	\$10,975,900	-3.2%
Active Listing Count	61	60	+1.7%	N/A	N/A	
Active Listing Volume	\$63,933,409	\$69,364,499	-7.8%	N/A	N/A	
Average Listing Price	\$1,048,089	\$1,156,075	-9.3%	\$1,042,687	\$1,160,473	-10.1%
Median Listing Price	\$625,000	\$595,000	+5%	\$610,000	\$595,000	+2.5%
Median Days in RPR	230	192	+19.8%	223.33	192.94	+15.8%
Months of Inventory	10.2	12	-15.3%	15.3	7.9	+93.9%
Absorption Rate	9.84%	8.33%	+1.5%	6.56%	12.71%	-6.2%
Sales Activity Charts Metrics						
New Pending Sales Count	9	4	+125%	19	9	+111.1%
New Pending Sales Volume	\$3,078,000	\$2,136,300	+44.1%	\$9,737,900	\$4,879,200	+99.6%
Pending Sales Count	16	8	+100%	N/A	N/A	
Pending Sales Volume	\$7,663,900	\$3,834,200	+99.9%	N/A	N/A	
Closed Sales Count	3	3	+/-	9	8	+12.5%
Closed Sales Volume	\$2,699,500	\$1,165,500	+131.6%	\$6,224,500	\$4,630,500	+34.4%
Average Sales Price	\$899,833	\$388,500	+131.6%	\$691,611	\$578,813	+19.5%
Median Sales Price	\$737,000	\$280,000	+163.2%	\$625,667	\$589,375	+6.2%

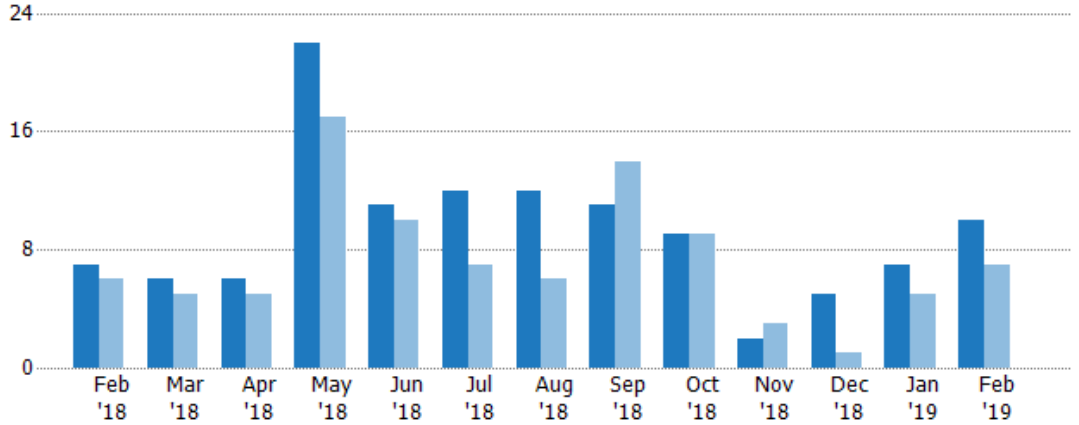
New Listings

The number of new residential listings that were added each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	7	6	6	22	11	12	12	11	9	2	5	7	10
Prior Year	6	5	5	17	10	7	6	14	9	3	1	5	7
Percent Change from Prior Year	17%	20%	20%	29%	10%	71%	100%	-21%	0%	-33%	400%	40%	43%

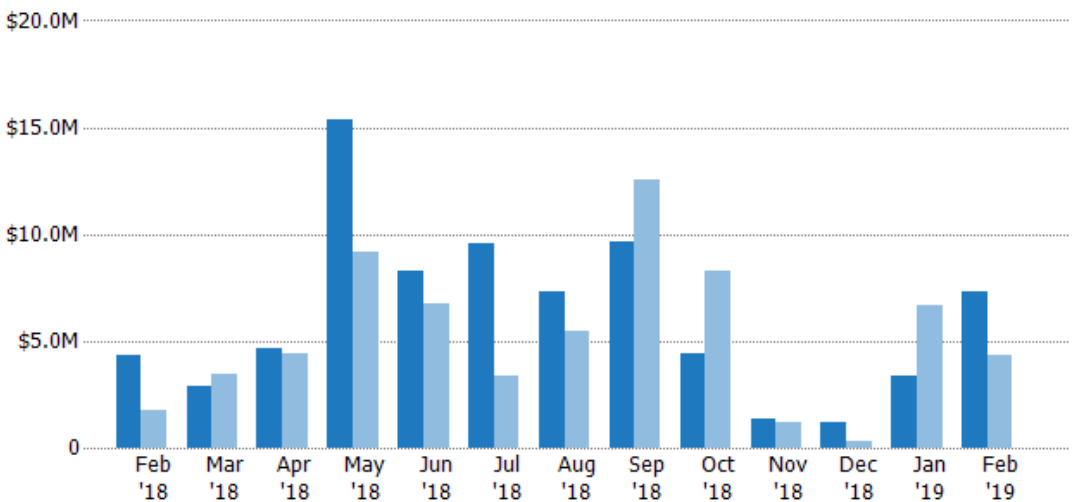
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$4.33M	\$2.91M	\$4.66M	\$15.4M	\$8.25M	\$9.57M	\$7.35M	\$9.69M	\$4.38M	\$1.36M	\$1.16M	\$3.35M	\$7.28M
Prior Year	\$1.76M	\$3.48M	\$4.44M	\$9.18M	\$6.76M	\$3.36M	\$5.44M	\$12.6M	\$8.27M	\$1.22M	\$289K	\$6.65M	\$4.33M
Percent Change from Prior Year	145%	-17%	5%	67%	22%	185%	35%	-23%	-47%	12%	302%	-50%	68%

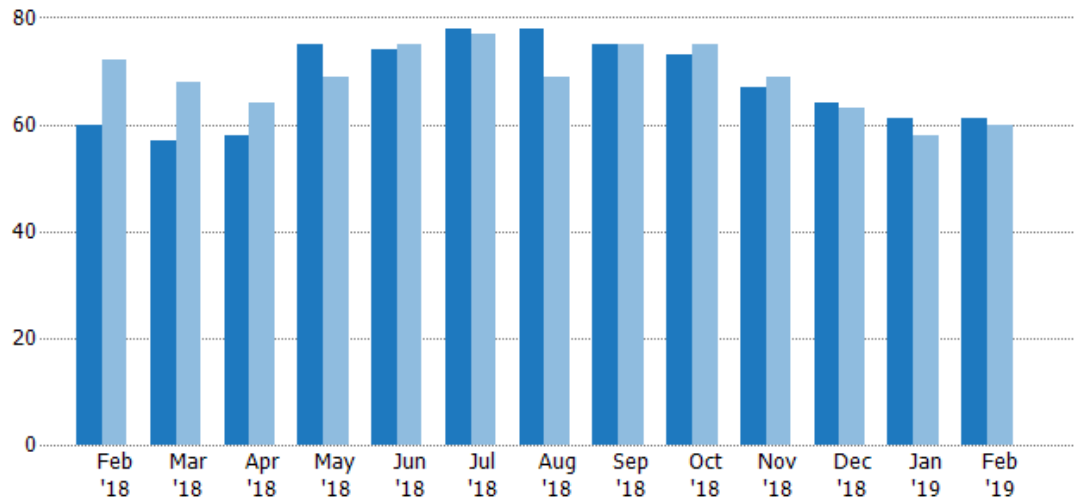
Active Listings

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

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	60	57	58	75	74	78	78	75	73	67	64	61	61
Prior Year	72	68	64	69	75	77	69	75	75	69	63	58	60
Percent Change from Prior Year	-17%	-16%	-9%	9%	-1%	1%	13%	0%	-3%	-3%	2%	5%	2%

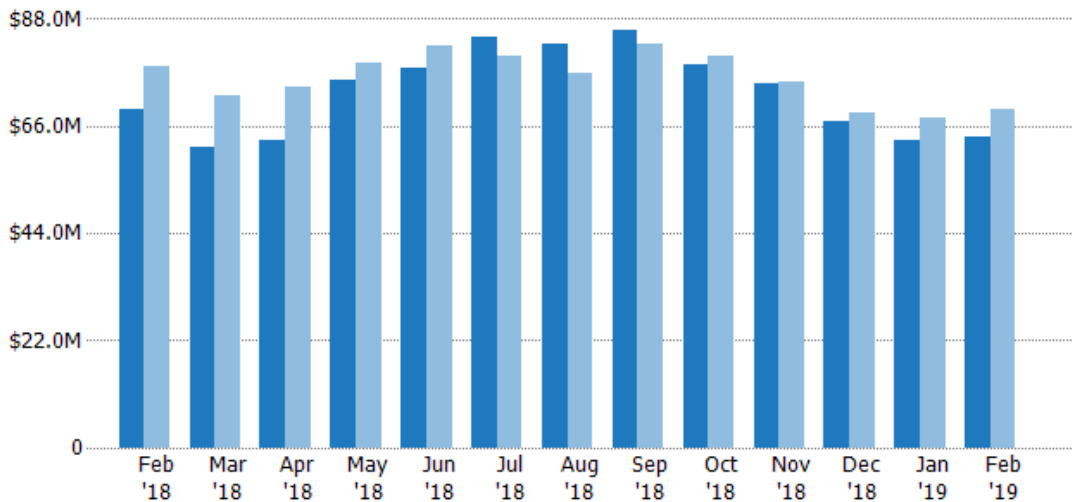
Active Listing Volume

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

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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



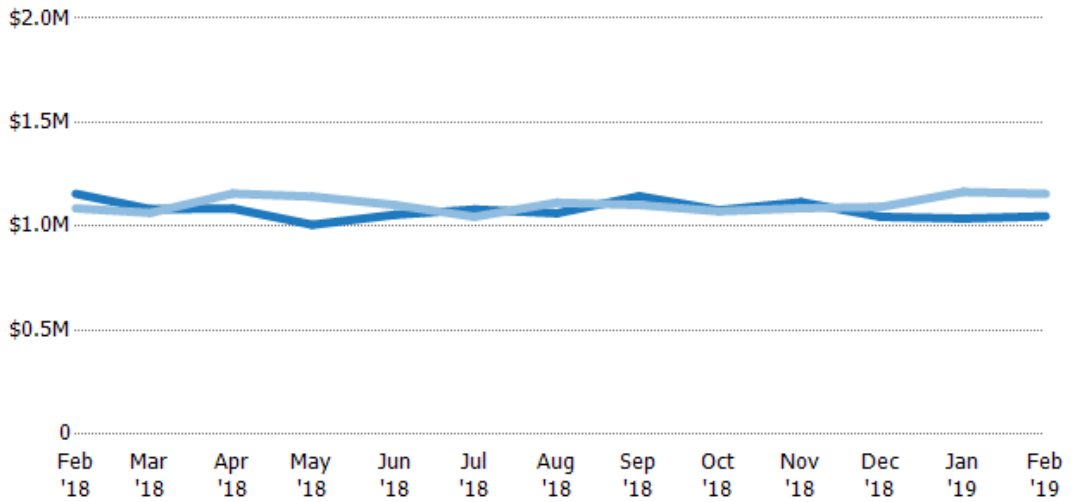
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$69.4M	\$61.7M	\$63M	\$75.5M	\$78.1M	\$84.3M	\$82.9M	\$85.8M	\$78.6M	\$74.8M	\$66.9M	\$63.3M	\$63.9M
Prior Year	\$78.2M	\$72.4M	\$74M	\$78.8M	\$82.7M	\$80.5M	\$76.8M	\$82.7M	\$80.4M	\$75M	\$68.9M	\$67.6M	\$69.4M
Percent Change from Prior Year	-11%	-15%	-15%	-4%	-6%	5%	8%	4%	-2%	0%	-3%	-6%	-8%

Average Listing Price

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

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091
 Property Type: Condo/Townhouse/Apt, Single Family Residence



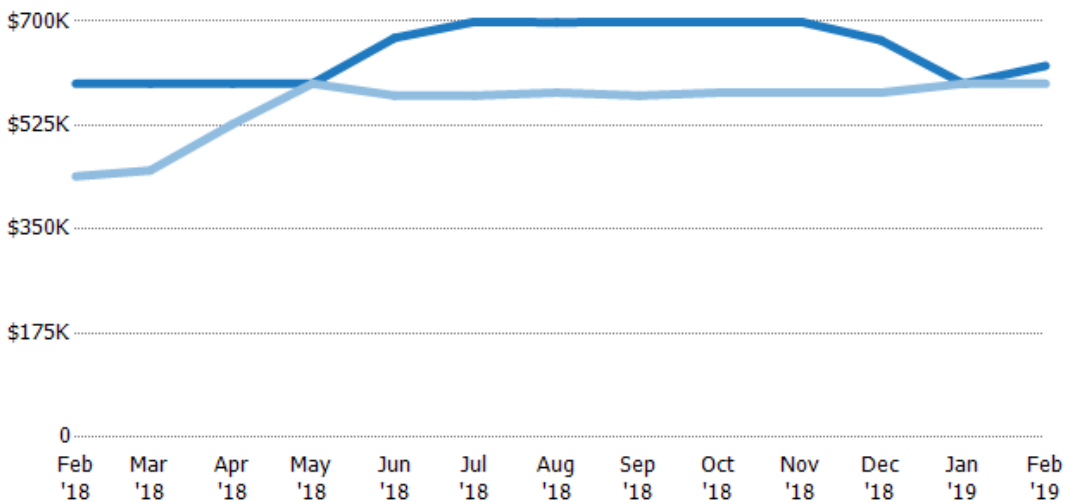
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Feb '19	\$1.16M	\$1.09M	6%
Mar '18	\$1.08M	\$1.06M	2%
Apr '18	\$1.09M	\$1.16M	-6%
May '18	\$1.01M	\$1.14M	-12%
Jun '18	\$1.06M	\$1.1M	-4%
Jul '18	\$1.08M	\$1.05M	3%
Aug '18	\$1.06M	\$1.11M	-5%
Sep '18	\$1.14M	\$1.1M	4%
Oct '18	\$1.08M	\$1.07M	0%
Nov '18	\$1.12M	\$1.09M	3%
Dec '18	\$1.05M	\$1.09M	-4%
Jan '19	\$1.04M	\$1.17M	-11%
Feb '19	\$1.05M	\$1.16M	-9%

Median Listing Price

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

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Feb '19	\$625K	\$439K	36%
Mar '18	\$595K	\$449K	33%
Apr '18	\$595K	\$527K	13%
May '18	\$595K	\$595K	0%
Jun '18	\$672K	\$575K	17%
Jul '18	\$699K	\$575K	22%
Aug '18	\$698K	\$580K	20%
Sep '18	\$699K	\$575K	22%
Oct '18	\$699K	\$580K	21%
Nov '18	\$699K	\$580K	21%
Dec '18	\$668K	\$580K	15%
Jan '19	\$595K	\$595K	0%
Feb '19	\$625K	\$595K	5%

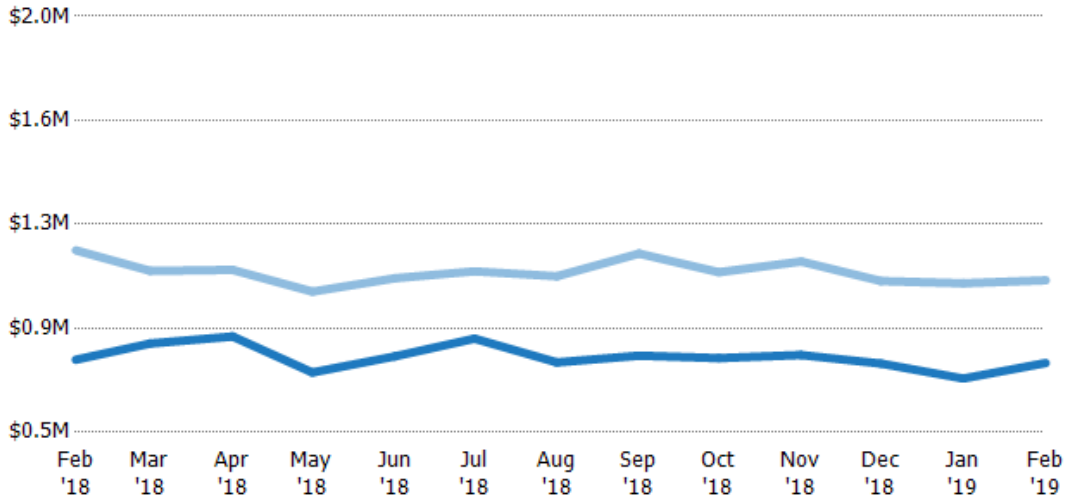
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

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



Avg Est Value	\$762K	\$820K	\$845K	\$716K	\$774K	\$838K	\$752K	\$776K	\$767K	\$778K	\$748K	\$694K	\$750K
Avg Listing Price	\$1.16M	\$1.08M	\$1.09M	\$1.01M	\$1.06M	\$1.08M	\$1.06M	\$1.14M	\$1.08M	\$1.12M	\$1.05M	\$1.04M	\$1.05M
Avg Listing Price as a % of Avg Est Value	152%	132%	128%	141%	136%	129%	141%	147%	140%	143%	140%	150%	140%

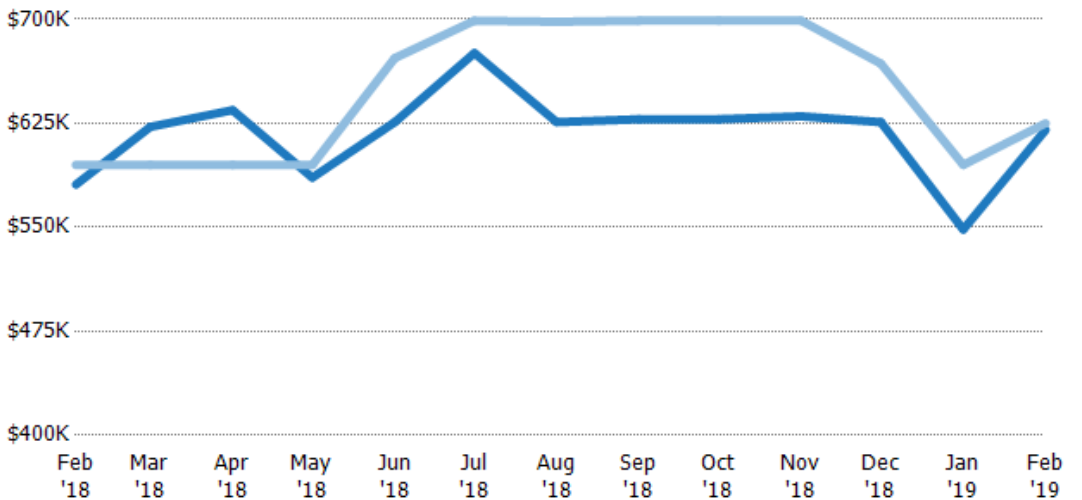
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
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Property Type:
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Family Residence



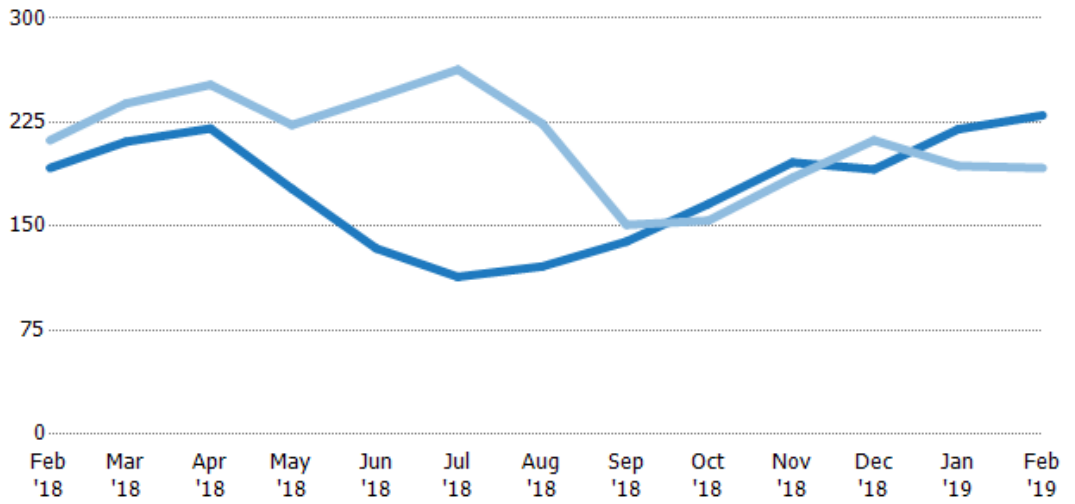
Median Est Value	\$581K	\$622K	\$634K	\$586K	\$626K	\$676K	\$626K	\$628K	\$628K	\$630K	\$626K	\$548K	\$620K
Median Listing Price	\$595K	\$595K	\$595K	\$595K	\$672K	\$699K	\$698K	\$699K	\$699K	\$699K	\$668K	\$595K	\$625K
Med Listing Price as a % of Med Est Value	102%	96%	94%	102%	107%	103%	112%	111%	111%	111%	107%	108%	101%

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: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Days	% Chg.
Feb '19	230	19.8%
Feb '18	192	-9.4%
Feb '17	212	-15.1%

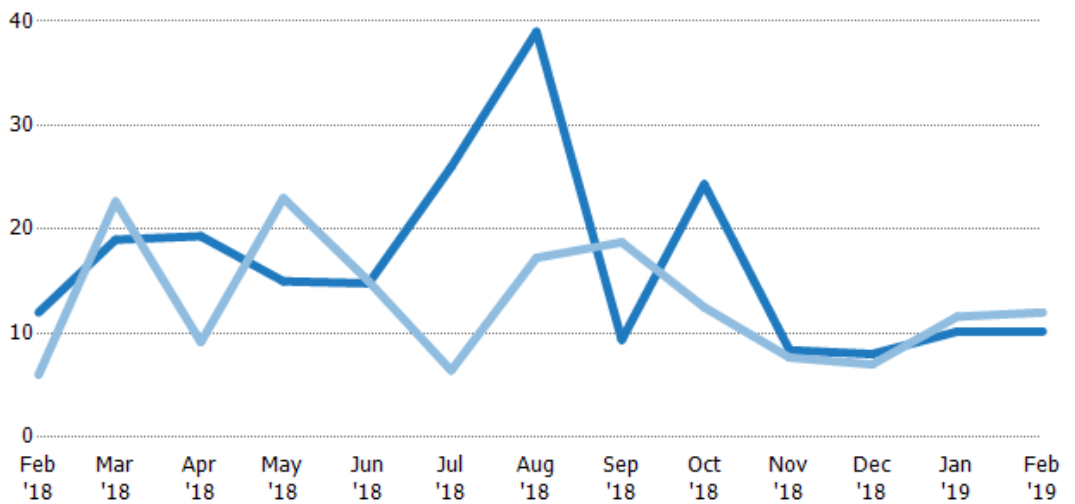
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	192	211	221	177	134	114	121	139	166	196	191	220	230
Prior Year	212	239	252	223	243	263	224	151	154	185	212	194	192
Percent Change from Prior Year	-9%	-12%	-13%	-21%	-45%	-57%	-46%	-8%	8%	6%	-10%	14%	20%

Months of Inventory

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

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091
 Property Type: Condo/Townhouse/Apt, Single Family Residence



Month/Year	Months	% Chg.
Feb '19	10.2	-15.3%
Feb '18	12	100%
Feb '17	6	154.2%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	12	19	19.3	15	14.8	26	39	9.38	24.3	8.38	8	10.2	10.2
Prior Year	6	22.7	9.14	23	15	6.42	17.3	18.8	12.5	7.67	7	11.6	12
Percent Change from Prior Year	100%	-16%	111%	-35%	-1%	305%	126%	-50%	95%	9%	14%	-12%	-15%

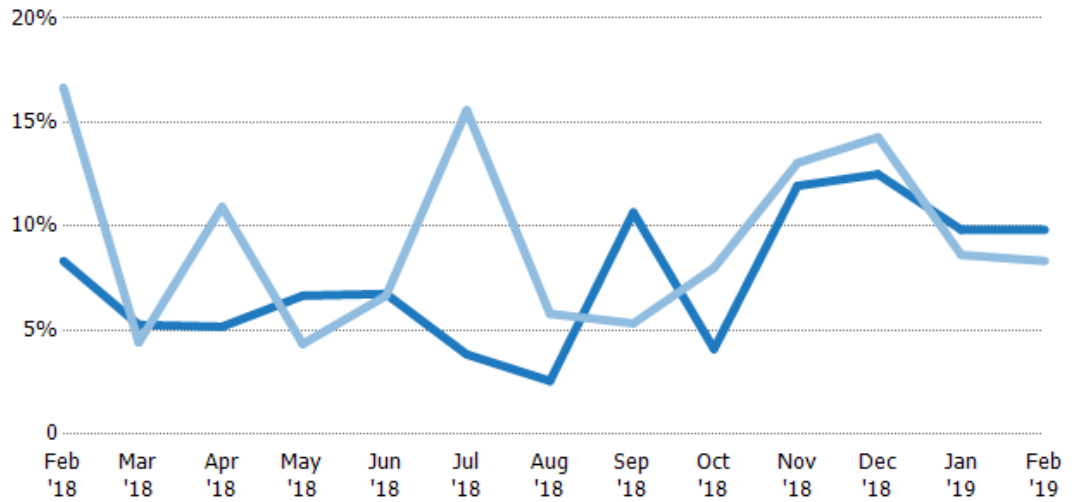
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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



Month/Year	Rate	Chg.
Feb '19	10%	-1.5%
Feb '18	8%	8.3%
Feb '17	17%	-60.7%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	8%	5%	5%	7%	7%	4%	3%	11%	4%	12%	13%	10%	10%
Prior Year	17%	4%	11%	4%	7%	16%	6%	5%	8%	13%	14%	9%	8%
Change from Prior Year	8%	-1%	6%	-2%	0%	12%	3%	-5%	4%	1%	2%	-1%	-2%

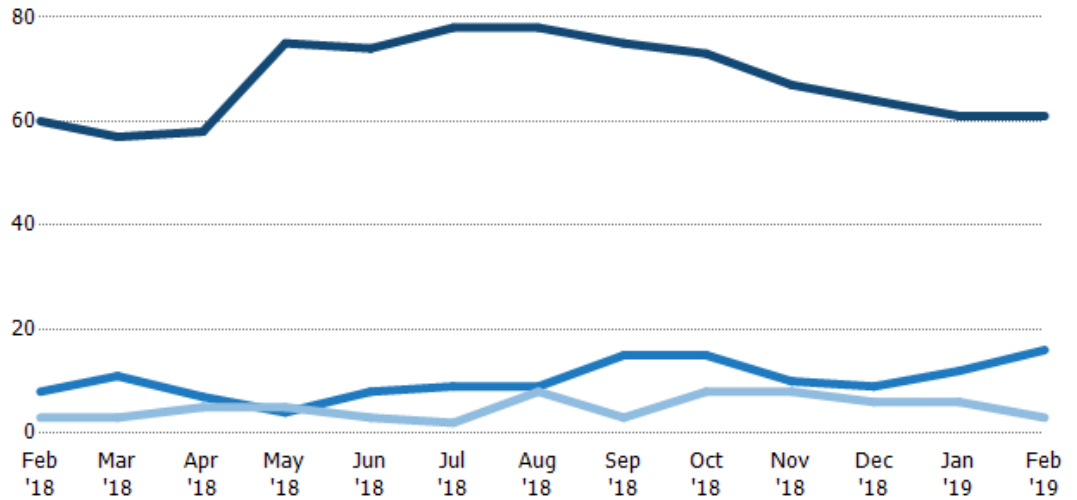
Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Active	60	57	58	75	74	78	78	75	73	67	64	61	61
Pending	8	11	7	4	8	9	9	15	15	10	9	12	16
Sold	3	3	5	5	3	2	8	3	8	8	6	6	3

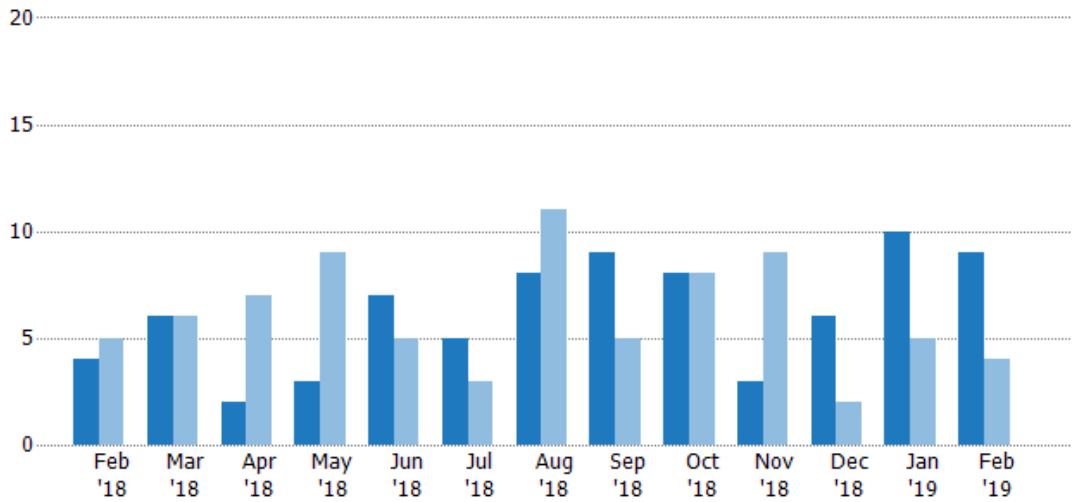
New Pending Sales

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

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	4	6	2	3	7	5	8	9	8	3	6	10	9
Prior Year	5	6	7	9	5	3	11	5	8	9	2	5	4
Percent Change from Prior Year	-20%	0%	-71%	-67%	40%	67%	-27%	80%	0%	-67%	200%	100%	125%

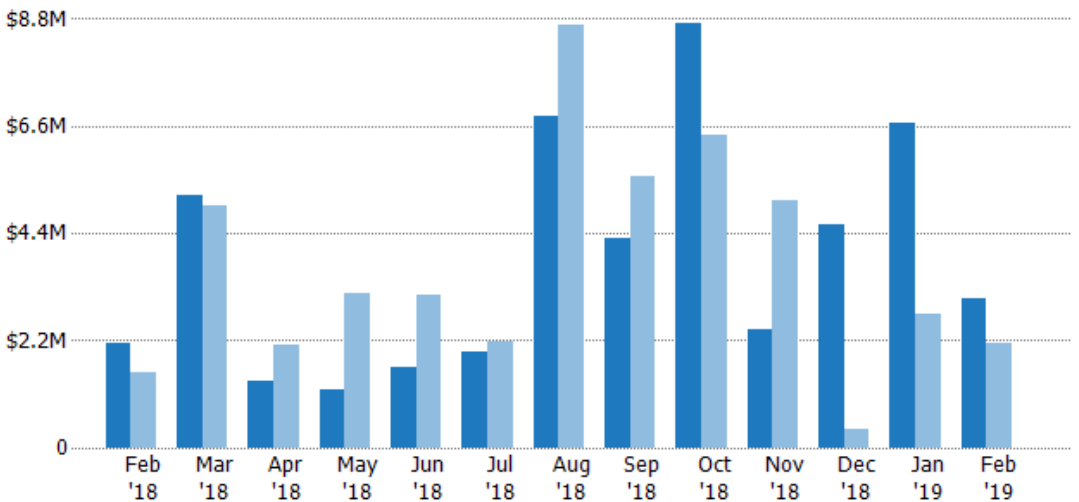
New Pending Sales Volume

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

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$2.14M	\$5.18M	\$1.38M	\$1.21M	\$1.64M	\$1.97M	\$6.8M	\$4.3M	\$8.71M	\$2.42M	\$4.57M	\$6.66M	\$3.08M
Prior Year	\$1.55M	\$4.97M	\$2.1M	\$3.16M	\$3.12M	\$2.18M	\$8.68M	\$5.55M	\$6.43M	\$5.09M	\$368K	\$2.74M	\$2.14M
Percent Change from Prior Year	38%	4%	-34%	-62%	-48%	-10%	-22%	-23%	35%	-52%	1,143%	143%	44%

Pending Sales

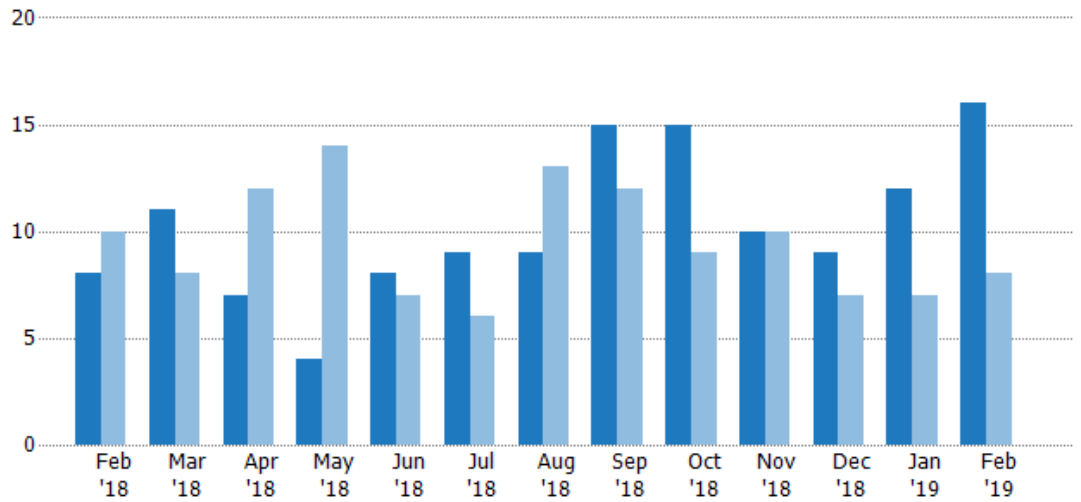
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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

Month/Year	Count	% Chg.
Feb '19	16	100%
Feb '18	8	-20%
Feb '17	10	-40%



Current Year	8	11	7	4	8	9	9	15	15	10	9	12	16
Prior Year	10	8	12	14	7	6	13	12	9	10	7	7	8
Percent Change from Prior Year	-20%	38%	-42%	-71%	14%	50%	-31%	25%	67%	0%	29%	71%	100%

Pending Sales Volume

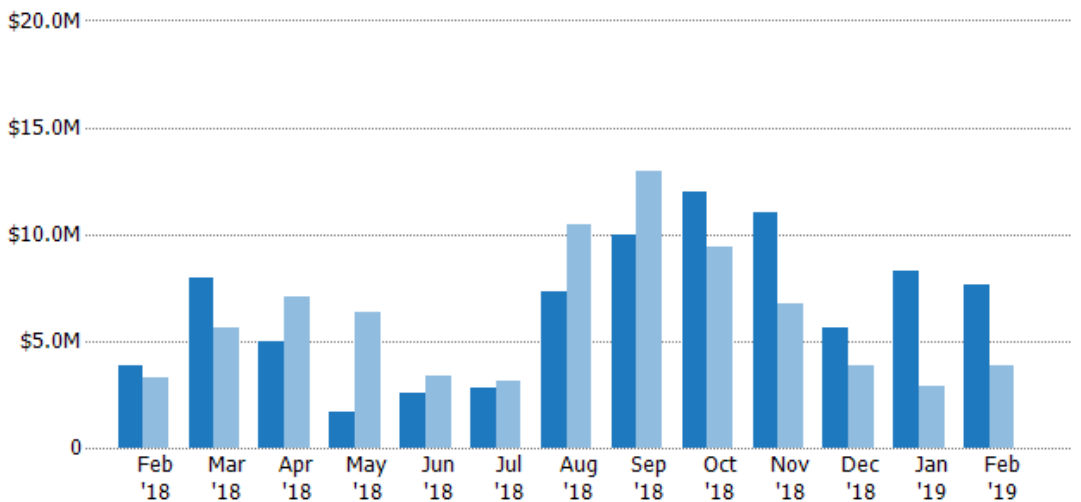
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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

Month/Year	Volume	% Chg.
Feb '19	\$7.66M	99.9%
Feb '18	\$3.83M	17.3%
Feb '17	\$3.27M	-40.3%



Current Year	\$3.83M	\$7.96M	\$5M	\$1.65M	\$2.57M	\$2.83M	\$7.33M	\$9.98M	\$11.9M	\$11M	\$5.64M	\$8.24M	\$7.66M
Prior Year	\$3.27M	\$5.63M	\$7.1M	\$6.35M	\$3.34M	\$3.13M	\$10.5M	\$12.9M	\$9.4M	\$6.76M	\$3.88M	\$2.92M	\$3.83M
Percent Change from Prior Year	17%	41%	-30%	-74%	-23%	-10%	-30%	-23%	27%	63%	45%	183%	100%

Closed Sales

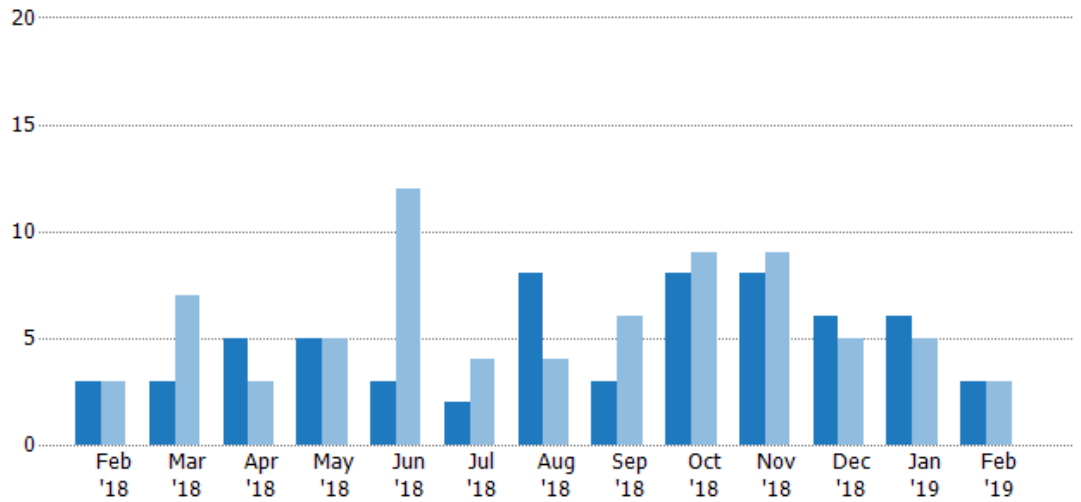
The total number of residential properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

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

Month/ Year	Count	% Chg.
Feb '19	3	0%
Feb '18	3	0%
Feb '17	3	66.7%



Current Year	3	3	5	5	3	2	8	3	8	8	6	6	3
Prior Year	3	7	3	5	12	4	4	6	9	9	5	5	3
Percent Change from Prior Year	0%	-57%	67%	0%	-75%	-50%	100%	-50%	-11%	-11%	20%	20%	0%

Closed Sales Volume

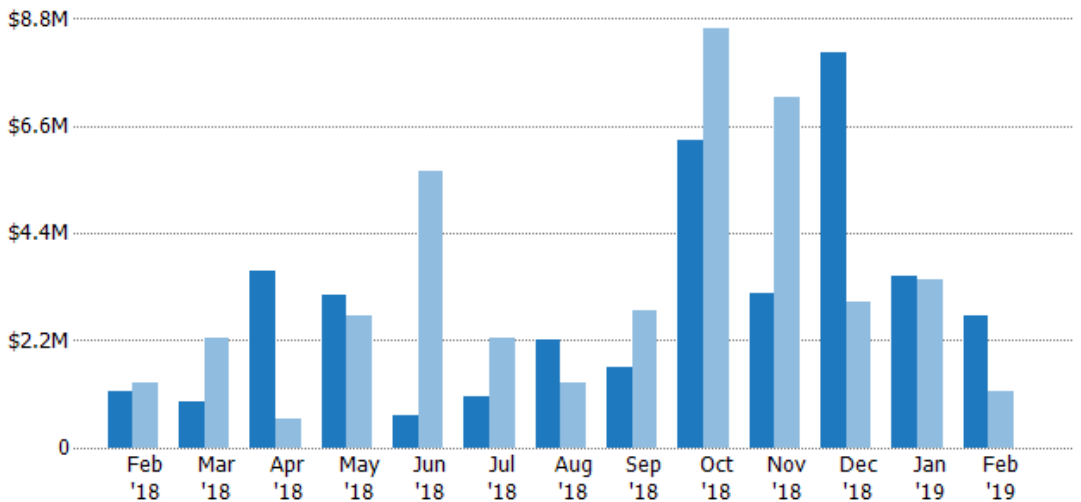
The sum of the sales price of residential properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

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

Month/ Year	Volume	% Chg.
Feb '19	\$2.7M	131.6%
Feb '18	\$1.17M	-13.4%
Feb '17	\$1.35M	50.9%



Current Year	\$1.17M	\$950K	\$3.62M	\$3.13M	\$681K	\$1.05M	\$2.21M	\$1.64M	\$6.3M	\$3.17M	\$8.1M	\$3.53M	\$2.7M
Prior Year	\$1.35M	\$2.26M	\$586K	\$2.69M	\$5.69M	\$2.25M	\$1.32M	\$2.8M	\$8.6M	\$7.18M	\$3M	\$3.47M	\$1.17M
Percent Change from Prior Year	-13%	-58%	517%	16%	-88%	-53%	68%	-42%	-27%	-56%	170%	2%	132%

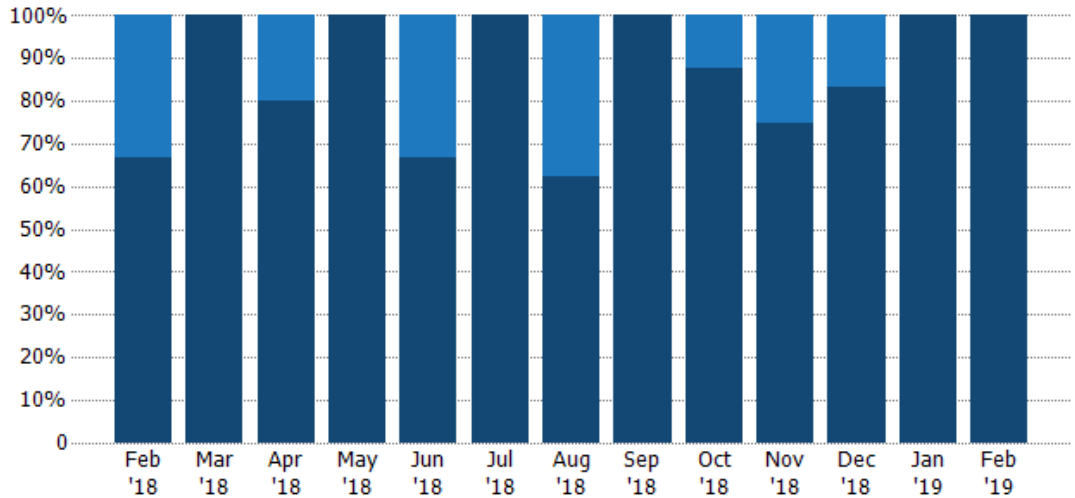
Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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



Condo/Townhouse	33%	-	20%	-	33%	-	38%	-	13%	25%	17%	-	-
Single Family Residence	67%	100%	80%	100%	67%	100%	63%	100%	88%	75%	83%	100%	100%

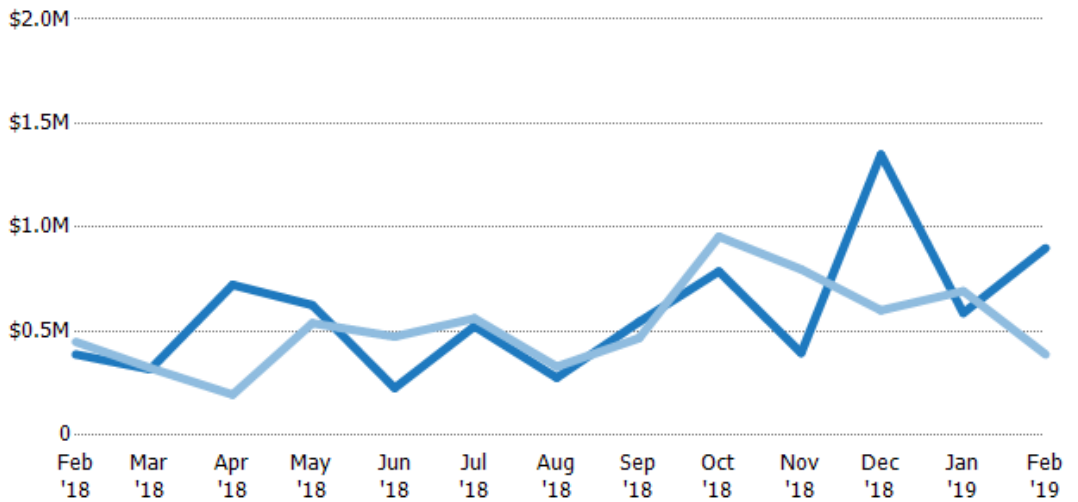
Average Sales Price

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

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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



Current Year	\$389K	\$317K	\$723K	\$626K	\$227K	\$524K	\$276K	\$545K	\$788K	\$396K	\$1.35M	\$588K	\$900K
Prior Year	\$449K	\$323K	\$195K	\$539K	\$474K	\$562K	\$330K	\$467K	\$955K	\$798K	\$601K	\$693K	\$389K
Percent Change from Prior Year	-13%	-2%	270%	16%	-52%	-7%	-16%	17%	-18%	-50%	125%	-15%	132%

Median Sales Price

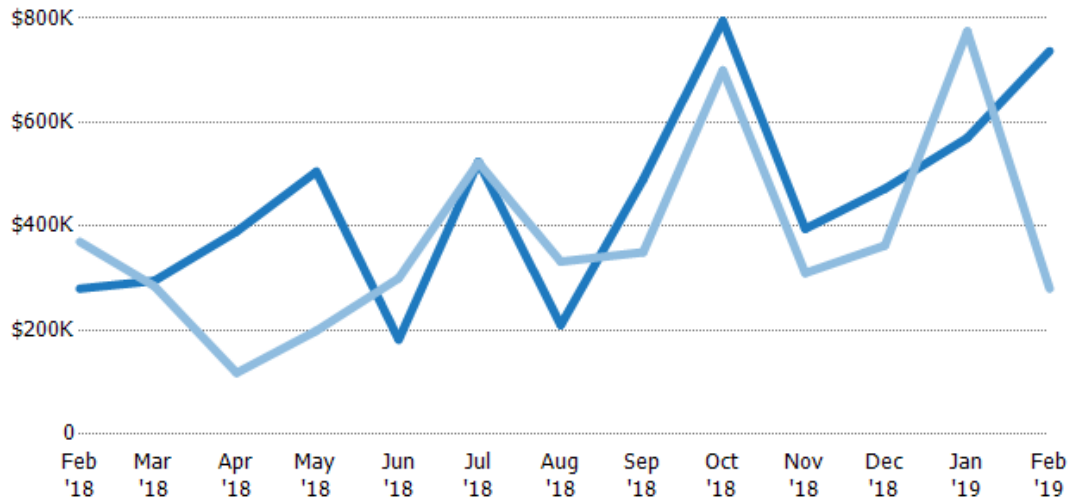
The median sales price of the residential properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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

Month/Year	Price	% Chg.
Feb '19	\$737K	163.2%
Feb '18	\$280K	-24.3%
Feb '17	\$370K	-15.7%



Current Year	\$280K	\$295K	\$390K	\$505K	\$182K	\$524K	\$210K	\$490K	\$795K	\$395K	\$472K	\$570K	\$737K
Prior Year	\$370K	\$285K	\$118K	\$199K	\$300K	\$523K	\$332K	\$350K	\$700K	\$310K	\$363K	\$775K	\$280K
Percent Change from Prior Year	-24%	4%	231%	154%	-39%	0%	-37%	40%	14%	27%	30%	-26%	163%

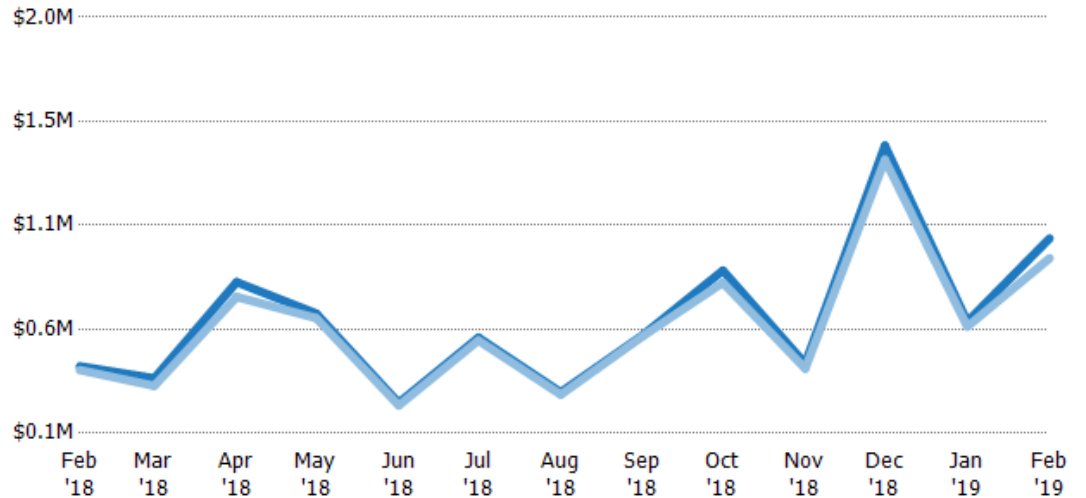
Average Sales Price vs Average Listing Price

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

Filters Used

ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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



Avg List Price	\$406K	\$351K	\$790K	\$647K	\$239K	\$537K	\$287K	\$550K	\$843K	\$418K	\$1.41M	\$610K	\$991K
Avg Sales Price	\$389K	\$317K	\$723K	\$626K	\$227K	\$524K	\$276K	\$545K	\$788K	\$396K	\$1.35M	\$588K	\$900K
Avg Sales Price as a % of Avg List Price	96%	90%	91%	97%	95%	98%	96%	99%	93%	95%	95%	96%	91%

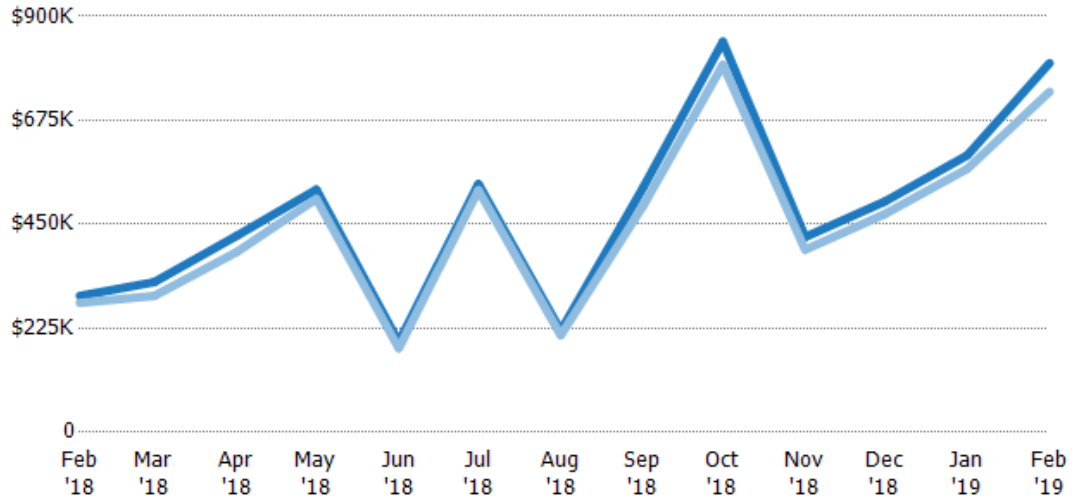
Median Sales Price vs Median Listing Price

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

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

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



Median List Price	\$295K	\$325K	\$425K	\$525K	\$195K	\$537K	\$219K	\$530K	\$845K	\$423K	\$499K	\$599K	\$799K
Median Sales Price	\$280K	\$295K	\$390K	\$505K	\$182K	\$524K	\$210K	\$490K	\$795K	\$395K	\$472K	\$570K	\$737K
Med Sales Price as a % of Med List Price	95%	91%	92%	96%	93%	98%	96%	93%	94%	93%	95%	95%	92%

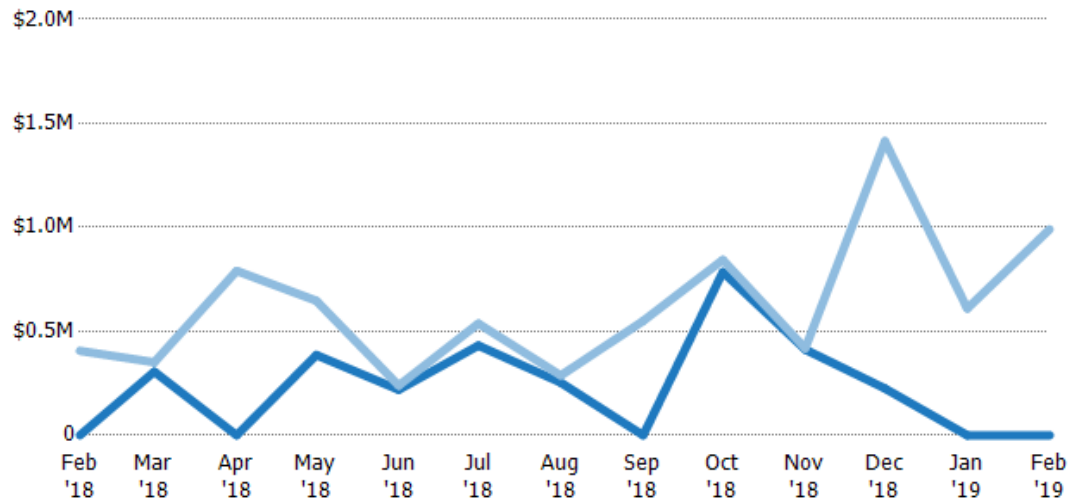
Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

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



Avg Est Value	\$0	\$306K	\$0	\$386K	\$219K	\$431K	\$253K	\$0	\$785K	\$412K	\$225K	\$0	\$0
Avg Sales Price	\$406K	\$351K	\$790K	\$647K	\$239K	\$537K	\$287K	\$550K	\$843K	\$418K	\$1.41M	\$610K	\$991K
Avg Sales Price as a % of Avg Est Value	100%	115%	100%	168%	109%	125%	114%	100%	108%	101%	628%	100%	100%

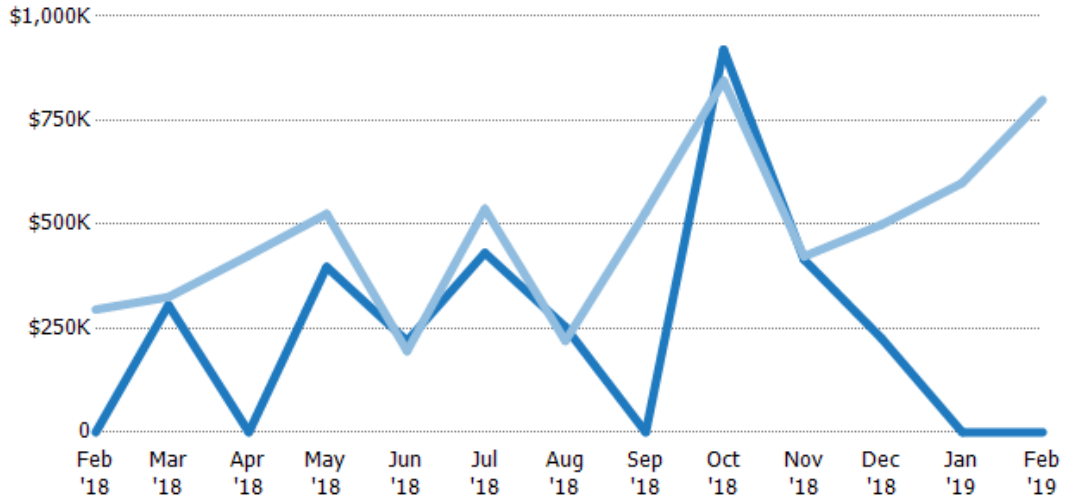
Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

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



Median Est Value	\$0	\$306K	\$0	\$398K	\$219K	\$431K	\$253K	\$0	\$920K	\$415K	\$225K	\$0	\$0
Median Sales Price	\$295K	\$325K	\$425K	\$525K	\$195K	\$537K	\$219K	\$530K	\$845K	\$423K	\$499K	\$599K	\$799K
Med Sales Price as a % of Med Est Value	100%	106%	100%	132%	89%	125%	87%	100%	92%	102%	222%	100%	100%