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## 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	+ / -	Feb 2017	Feb 2018	Key Metrics
						isting Activity Charts Metrics
+16.7%	6	7	+16.7%	6	7	New Listing Count
+169.7%	\$1,763,800	\$4,756,900	+169.7%	\$1,763,800	\$4,756,900	New Listing Volume
-37.6%	93	58	-37.6%	93	58	Active Listing Count
-28.7%	\$96,407,999	\$68,782,200	-28.7%	\$96,407,999	\$68,782,200	Active Listing Volume
+14.4%	\$1,036,645	\$1,185,900	+14.4%	\$1,036,645	\$1,185,900	Average Listing Price
+20.2%	\$495,000	\$595,000	+20.2%	\$495,000	\$595,000	Median Listing Price
-16.9%	231	192	-16.9%	231	192	Median Daysin RPR
+3.9%	18.6	19.3	-		_	Months of Inventory
-0.2%	5.38%	5.17%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
-20%	5	4	-20%	5	4	New Pending Sales Count
+37.7%	\$1,551,500	\$2,136,300	+37.7%	\$1,551,500	\$2,136,300	New Pending Sales Volume
-20%	10	8	-20%	10	8	Pending Sales Count
+17.3%	\$3,268,900	\$3,834,200	+17.3%	\$3,268,900	\$3,834,200	Pending Sales Volume
+_	3	3	+-	3	3	Closed Sales Count
-13.4%	\$1,346,250	\$1,165,500	-13.4%	\$1,346,250	\$1,165,500	Closed Sales Volume
-13.4%	\$448,750	\$388,500	-13.4%	\$448,750	\$388,500	Average Sales Price
-24.3%	\$370,000	\$280,000	-24.3%	\$370,000	\$280,000	Median Sales Price

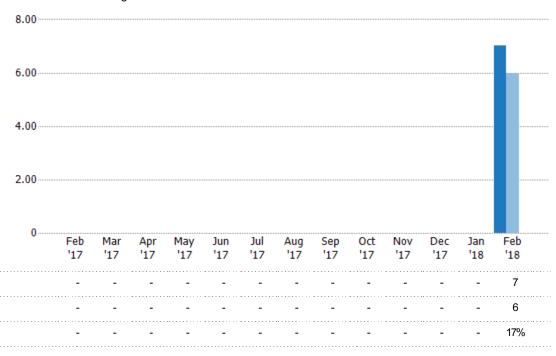




#### **New Listings**

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





#### New Listing Volume

Percent Change from Prior Year

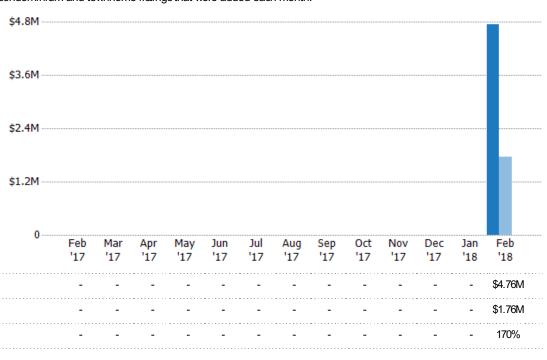
Current Year

Prior Year

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

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





Current Year

Percent Change from Prior Year



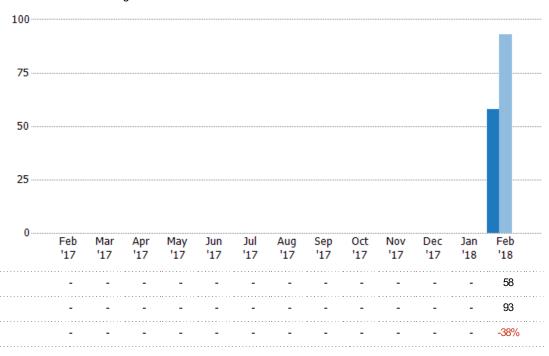


#### **Active Listings**

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

Filters Used

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



#### **Active Listing Volume**

Percent Change from Prior Year

Current Year

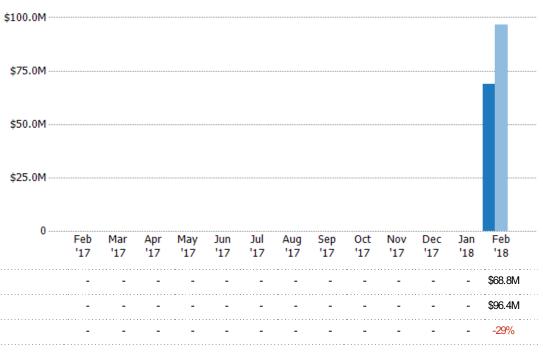
Prior Year

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

Filters Used

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

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.

	Current Year Prior Year	-	- - - -	-	-	-	- -	- - -	-	- - -	- -	-	- -	
Silters Used   ZiP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091   Property Type: Condo/Townhouse/Apt, Single Family Residence   \$1.0M	Current Year	-	_	-	-	-	-	-	-	-	-	-	-	\$1.19N
Eilters Used  ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence  \$1.0M  \$0.5M  0 Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb		17												
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  \$1.0M														
Filters Used  ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single		\$0.5M												
Filters Used  ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT	Property Type: Condo/Townhouse/Apt, Single	\$1.0M												
<del></del>	South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT	\$1.5M												
	111010 0000	4=												

#### **Median Listing Price**

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

Filters Used	\$600K ······												
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 Feb	Mar	Δnr	Mav	Jun	 Jul	Διια	Sep	Oct	Nov	Dec	lan	Feh

	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$595K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$495K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	20%







#### 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 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												
	\$0.5M												
	\$0.5M 0 Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	0 Feb		Apr '17										
Avg Est Value Avg Listing Price	0 Feb		Apr '17 -										'18

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

Filters Used	\$600K ······												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$450K												
	\$150K												
	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$549K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$595K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	108%







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

### Months of Inventory

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

20

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

15												
5												
Feb '17	Mar	Apr	May '17		Jul '17	Aug	Sep '17		Nov	Dec	Jan '18	Feb '18
-	-	-	-	-	-	-	-	-	-	-	-	11.6
-	-	-	-	-	-	-	-	-	-	-	-	7.75
-	-	-	-	-	-	-	-	-	-	-	-	50%



Current Year Prior Year

Percent Change from Prior Year





#### **Absorption Rate**

The percentage of inventory sold per month.

Ei.	Iters	

ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type:

Condo/Townhouse/Apt, Single Family Residence

15%
10%

5%

0												
Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
 -	-	-	-	-	-	-	-	-	-	-	-	9%
 -	-	-	-	-	-	-	-	-	-		-	13%
 -	-	-	-	-	-	-	-	-	-	-	-	4%

#### Active/Pending/Sold Units

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

Filters Used

Current Year Prior Year

Change from Prior Year

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

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

15												
30												
15												
0												
•	Mar											Feb
Feb	Mar		May '17			Aug '17					Jan	
Feb	Mar '17 -	Apr '17		Jun '17 -	Jul '17 -	Aug '17 -	Sep '17	0ct '17 -	Nov '17	Dec '17	Jan	Feb



Active Pending

Sold

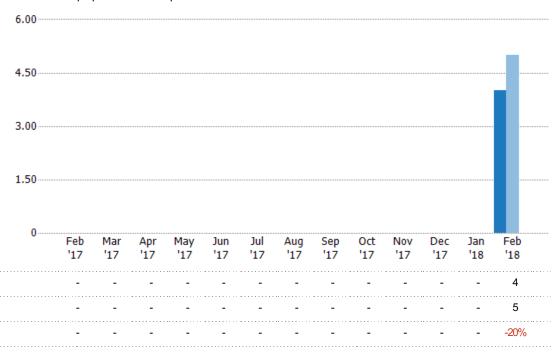


3

#### **New Pending Sales**

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





### New Pending Sales Volume

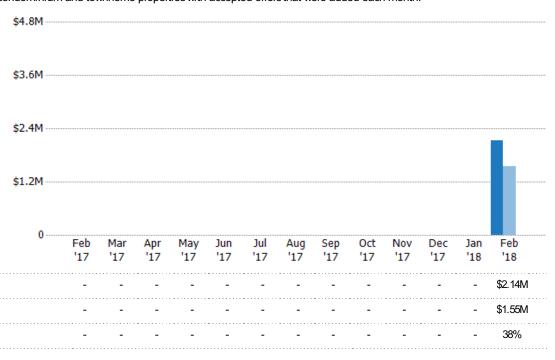
Percent Change from Prior Year

Current Year

Prior Year

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







Current Year

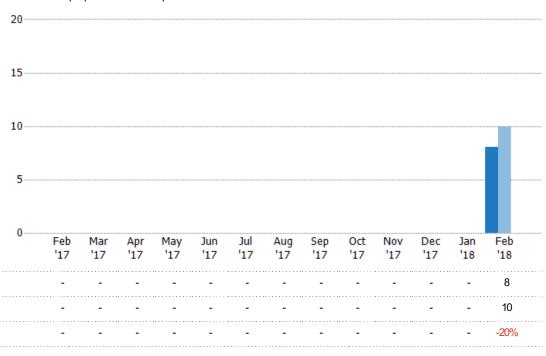
Percent Change from Prior Year



#### **Pending Sales**

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





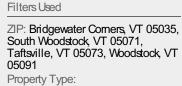
#### Pending Sales Volume

Percent Change from Prior Year

Current Year

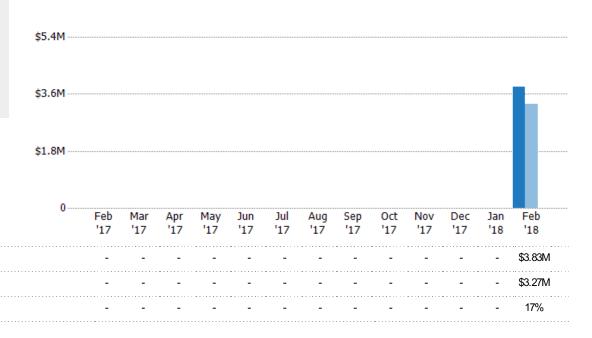
Prior Year

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.



Condo/Townhouse/Apt, Single Family Residence

Percent Change from Prior Year



Current Year

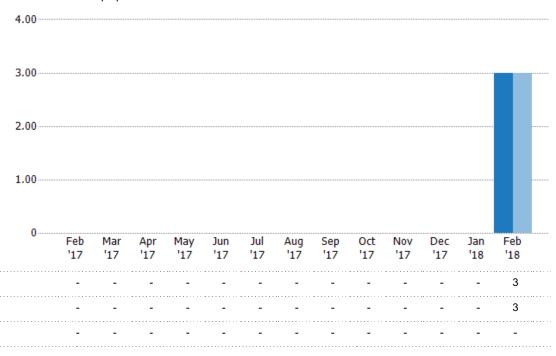




#### **Closed Sales**

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





#### **Closed Sales Volume**

Current Year

PriorExtra Year

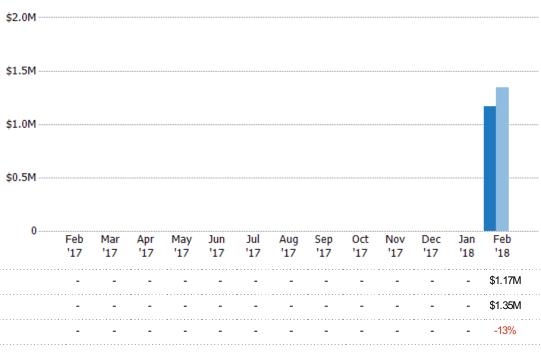
Prior Year

The sum of the sales price of 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

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





Current Year

Percent Change from Prior Year





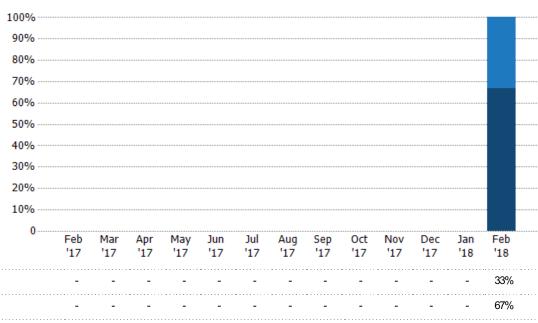
#### Closed Sales by Property Type

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



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

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.

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∠IP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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

\$500K
\$375K
\$250K
\$125K

	0	0											
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$389k
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$4491
Percent Change from Prior Year	-	_	_		-	-	- -	_	_	- -	_	_	-13%





\$370K



## Market Data Report

#### Median Sales Price

Percent Change from Prior Year

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

	\$400K												
Filters Used	4												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$300K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
	\$100K												
	0												
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$280K

#### Average Sales Price vs Average Listing Price

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

\$125K --

Filters Used	\$500K
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single	\$375K
Condo/Townhouse/Apt, Single Family Residence	\$250K

	0												
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$406K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$389K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	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	\$300K												
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type:	\$225K												
Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	Feb	Mar	Apr	May	Jun	Jul	Aug	San	Oct	Nov	Dec	Jan	
	reb	i i ai		May			aug	Sep	OCC	1404	200	Jan	Feb
	'17	'17	17	'17	'17	'17	'17	'17	'17	'17	'17	'18	Feb '18
Median List Price							'17 -						'18
Median List Price  Median Sales Price							'17						

#### 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	\$500K
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

	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$0
Avg Sales Price	_	-	-	-	-	-	-	-	-	-	-	-	\$406K
Ava Sales Price as a % of Ava 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.

Filters Used	
ZIP: Bridgewater Comers, VT 05038 South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, V 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	

Med Sales Price as a % of Med Est Value

Median Est Value

Median Sales Price

\$300K												
\$225K												
\$150K												
\$75K		•••••										
0 Feb '17			May '17								Jan	Feb
-	-		- -	-	- -	-	-	-	-	-	-	\$0
-	-	- -	-	-	-	-	-	-	-	-	-	\$295K



