

# Summary of Key Listing and Sales Metrics

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

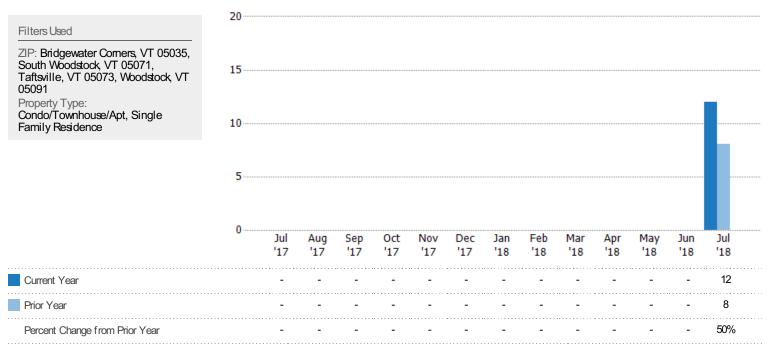
+/-	YTD 2017	YTD 2018	+/-	Jul 2017	Jul 2018	Key Metrics
						Listing Activity Charts Metrics
+50%	8	12	+50%	8	12	New Listing Count
+131.7%	\$4,178,900	\$9,681,900	+131.7%	\$4,178,900	\$9,681,900	New Listing Volume
-18.7%	91	74	-18.7%	91	74	Active Listing Count
-14.3%	\$94,276,999	\$80,830,910	-14.3%	\$94,276,999	\$80,830,910	Active Listing Volume
+5.4%	\$1,036,011	\$1,092,310	+5.4%	\$1,036,011	\$1,092,310	Average Listing Price
+16.7%	\$599,000	\$699,000	+16.7%	\$599,000	\$699,000	Median Listing Price
-58%	255	107	-58%	255	107	Median Daysin RPR
-59.3%	45.5	18.5	-	_	_	Months of Inventory
+3.2%	2.2%	5.41%	+	_	_	Absorption Rate
						Sales Activity Charts Metrics
+100%	3	6	+100%	3	6	New Pending Sales Count
+0.3%	\$2,180,000	\$2,187,000	+0.3%	\$2,180,000	\$2,187,000	New Pending Sales Volume
+33.3%	6	8	+33.3%	6	8	Pending Sales Count
-13.7%	\$3,134,900	\$2,705,400	-13.7%	\$3,134,900	\$2,705,400	Pending Sales Volume
-50%	4	2	-50%	4	2	Closed Sales Count
-53.4%	\$2,247,220	\$1,048,000	-53.4%	\$2,247,220	\$1,048,000	Closed Sales Volume
-6.7%	\$561,805	\$524,000	-6.7%	\$561,805	\$524,000	Average Sales Price
+0.3%	\$522,500	\$524,000	+0.3%	\$522,500	\$524,000	Median Sales Price





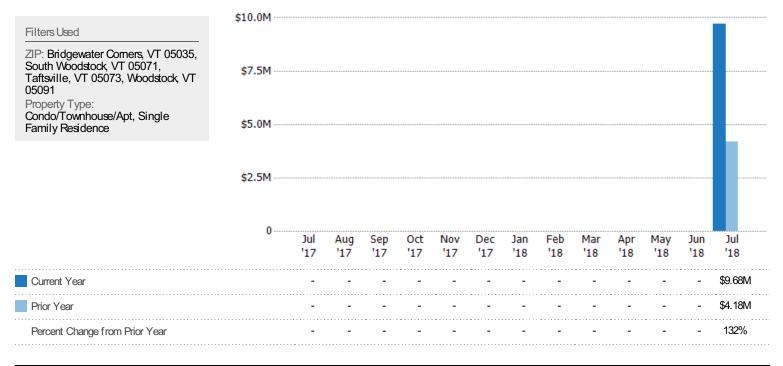
# New Listings

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



#### New Listing Volume

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



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# Active Listings

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

Filters Used	200													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	150													
Property Type: Condo/Townhouse/Apt, Single Family Residence	100													
	50													
	0	Jul	Aug	Sep	0ct	Nov		Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	74
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	91
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-19%

# Active Listing Volume

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

Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-14%
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$94.3M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$80.8M
	\$25.0M	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$50.0M													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$75.0M													
Filters Used	\$100.0M ······													



#### 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 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	Aug	Con	0.4	Nev	Dec	1-0	Eab	Mar	Apr	May	lun	11
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.09N
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.04N
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%

#### Median Listing Price

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

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Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$599K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$699K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$175K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$350K												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$525K												
Filters Used													





# 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												
	Jul	Aua	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	Jul
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value													
Avg Est Value Avg Listing Price													'18
													'18 \$726K

#### 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 Corners, VT 05035,													
South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$600K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$400K												
	\$200K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$708K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$699K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	99%





# 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 Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	225												
	75												
	,5												
	0												
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	107
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	255
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-58%

# Months of Inventory

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

10												
30												
20												
10 0 Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mav	Jun	 
'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
-	-	-	-	-	-	-	-	-	-	-	-	24.7
	_	_	-	-	_	-	-	-	-	-	_	-
-												1
	20 10 0 Jul	20 10 Jul Aug	20	20	20	20	20	20	20 10 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar	20 10 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr	20 10 0 Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May	20





#### Absorption Rate

The percentage of inventory sold per month.

	15%												
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%												
	5%												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	4%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	14%
Change from Prior Year	_	-	-	-	-	-	-	-	-	-	-	-	10%

# Active/Pending/Sold Units

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

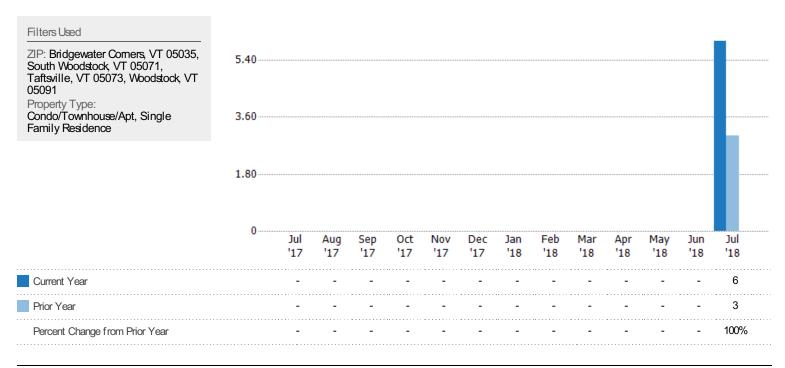
Filtern Lload	80												
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	60												
	20												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Active	-	-	-	-	-	-	-	-	-	-	-	-	74
Pending	-	-	-	-	-	-	-	-	-	-	-	-	8
Sold	-	-	-	-	-	-	-	-	-	-	-	-	2





#### New Pending Sales

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



#### 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.

Filters Used														
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$2.4M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$1.6M													
	\$0.8M													
	0													
	_	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.19M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.18M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	0%



# 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: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	24													
	8													
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	33%

# 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.

Prior Year														
<b>— — .</b>		-	-	-	-	-	-	-	-	-	-	-	-	\$3.13M
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.71M
	0	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$1.8M													
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$3.6M													
ZP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$5.4M													



# Closed Sales

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

Filters Used	6.00													
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	4.50													
Property Type: Condo/Townhouæ/Apt, Single Family Residence	3.00													
	1.50													
	0		-	_			_				-			
		Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	4
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-50%

# **Closed Sales Volume**

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

Filters Used														
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$2.4M													
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$1.6M													
	\$0.8M													
	0	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$1.05M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.25M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-53%



# 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 Corners, 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														
		Jul	Aug	Sep		Nov					Apr	May	Jun	Jul	
		'17	'17	'17	'17	'17	'17	'18	'18	'18	'18	'18	'18	'18	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	100%	)

# Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold 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 Jul '17	Aug '17	Sep '17	0ct	Nov	Dec	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$524K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$562K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-7%



### Median Sales Price

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

	\$600K ······												
FiltersUsed													
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												
		A	C	0.4	NI	D	1	<b>F</b> - <b>L</b>	Maa		• • • •	<b>.</b>	<b>7</b> 1
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year			Sep '17 -										
Current Year Prior Year			Sep '17 -										'18
			Sep '17 -										'18 \$524K

# 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	-	-	-	-	-	-	-	-	-	-	-	-	98%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$524K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$537K
	0 Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
	\$150K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$450K												
Filters Used													





# Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold 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												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
		17		17	17		10	18	10	10	10	10	10
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$537K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	_	<b>•</b> • • •
													\$524K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$524K 98%

#### 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.

	\$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 Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
	'17	'17	'17	'17	'17	'17	'18	'18	'18	18	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$431K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$537K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	125%





# 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.

	\$600K ······												
Filters Used ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071,	\$450K												
Taftsville, VT 05073, Woodstock, VT 05091 Property Type:													
Condo/Townhouœ/Apt, Single Family Residence	\$300K												
	\$150K												
	0												
	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$431K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$537K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	125%

