

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	+/-	Mar 2017	Mar 2018	Key Metrics
						Listing Activity Charts Metrics
+50%	4	6	+50%	4	6	New Listing Count
+1.7%	\$2,909,000	\$2,958,800	+1.7%	\$2,909,000	\$2,958,800	New Listing Volume
-44.2%	86	48	-44.2%	86	48	Active Listing Count
-35.3%	\$87,905,499	\$56,834,500	-35.3%	\$87,905,499	\$56,834,500	Active Listing Volume
+15.8%	\$1,022,157	\$1,184,052	+15.8%	\$1,022,157	\$1,184,052	Average Listing Price
+20.6%	\$487,000	\$587,450	+20.6%	\$487,000	\$587,450	Median Listing Price
-18.5%	261.5	213	-18.5%	261.5	213	Median Daysin RPR
-72.1%	21.5	6	-	_	-	Months of Inventory
+12%	4.65%	16.67%	+	_	-	Absorption Rate
						Sales Activity Charts Metrics
+16.7%	6	7	+16.7%	6	7	New Pending Sales Count
+11.1%	\$4,973,000	\$5,526,000	+11.1%	\$4,973,000	\$5,526,000	New Pending Sales Volume
+50%	8	12	+50%	8	12	Pending Sales Count
+47.7%	\$5,625,400	\$8,307,300	+47.7%	\$5,625,400	\$8,307,300	Pending Sales Volume
-62.5%	8	3	-62.5%	8	3	Closed Sales Count
-61.8%	\$2,489,000	\$950,000	-61.8%	\$2,489,000	\$950,000	Closed Sales Volume
+1.8%	\$311,125	\$316,667	+1.8%	\$311,125	\$316,667	Average Sales Price
+5.4%	\$280,000	\$295,000	+5.4%	\$280,000	\$295,000	Median Sales Price





New Listings

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

20.00													
15.00													
10.00													
5.00													
0													
	Mar 17		May '17	Jun '17	Jul '17	Aug		0ct	Nov	Dec 17	Jan '19	Feb	Mar '18
				17	17	17					10	10	10
	-	-	-	-	-	-	-	-	-	-	-	-	6
	-	-	-	-	-	-	-	-	-	-	-	-	4
	-	-	-	-	-	-	-	-	-	-	-	-	50%
	15.00	15.00 10.00 5.00	15.00 10.00 5.00 0 Mar Apr	15.00 10.00 5.00 0 Mar Apr May	15.00 10.00 5.00 0 Mar Apr May Jun	15.00 10.00 5.00 0 Mar Apr May Jun Jul	15.00 10.00 5.00 0 Mar Apr May Jun Jul Aug	15.00 10.00 5.00 0 Mar Apr May Jun Jul Aug Sep	15.00 10.00 5.00 0 Mar Apr May Jun Jul Aug Sep Oct	15.00 10.00 5.00 0 Mar Apr May Jun Jul Aug Sep Oct Nov	15.00 10.00 5.00 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec	15.00 10.00 5.00 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan	15.00 10.00 5.00 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb

New Listing Volume

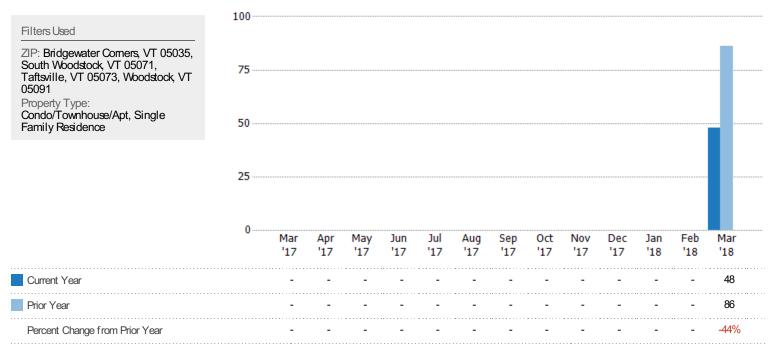
The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used	\$8.0M													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$6.0M \$4.0M													
														_
	\$2.0M													
	0													
		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.96M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.91M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	2%



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.

Filters Used	\$88.0M ······													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$66.0M													
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$44.0M													
	\$22.0M													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
														\$56.8M
Current Year		-			-									••••
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$87.9M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-35%



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/Townhouæ/Apt, Single Family Residence	\$1.0M												
	\$0.5M												
	0 Mar	Apr	May	Jun	Jul	Aua	Son	0ct	Nov	Dec	Jan	Feb	Mar
	'17	Apr '17	May '17	'17	'17	Aug '17	Sep '17	'17	'17	'17	'18	'18	'18
Current Year													
	-	-	-	-	-	-	-	-	-	-	-	-	\$1.18M
Prior Year	-	-	- -	- -	- -	- -	-	-	-	- -	- -	- -	\$1.18M \$1.02M
		- -	- - -	- -	- - -								

Median Listing Price

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

Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	21%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$487K
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$587K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$150K												
Property Type: Condo/Townhouœ/Apt, Single Family Residence	\$300K												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$450K												
Filters Used	\$600K												





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												
\$1.5M												
\$1.0M												
\$0.5M												
0	Apr	May	lun	1 l	Aug	Con	0.+	Nev	Dec	1-0	Eab	Mar
'17	'17	'17	'17	'17	'17	'17	'17	'17	17	'18	18	'18
												\$810K
	-		-	-	-		-	-	-		-	φοτυκ
-	-	-	-	-	-	-	-	-	-	-	-	\$1.18N
-	-	-	-	-	-	-	-	-	-	-	-	146%
	\$1.5M \$1.0M \$0.5M 0 Mar	\$1.5M \$1.0M \$0.5M 0 Mar Apr	\$1.5M \$1.0M \$0.5M 0 Mar Apr May	\$1.5M \$1.0M \$0.5M 0 Mar Apr May Jun	\$1.5M \$1.0M \$0.5M 0 Mar Apr May Jun Jul	\$1.5M \$1.0M \$0.5M 0	\$1.5M \$1.0M \$0.5M 0	\$1.5M \$1.0M \$0.5M 0 Mar Apr May Jun Jul Aug Sep Oct	\$1.5M \$1.0M \$0.5M 0 Mar Apr May Jun Jul Aug Sep Oct Nov	\$1.5M \$1.0M \$0.5M 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec	\$1.5M \$1.0M \$0.5M 0 Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan	\$1.5M \$1.0M \$0.5M 0

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.

	\$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												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$559K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$587K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	105%





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.

	400												
Filters Used													
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	300												
Property Type: Condo/Townhouse/Apt, Single Family Residence	200												
	100												
	0												
	Mar	Apr											
				Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	мау '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year			мау '17 _			Aug '17	Sep '17 -						
Current Year Prior Year			мау '17 -			Aug '17 -	Sep '17 -						'18
			May '17			Aug '17 - -	Sep '17 -						'18 213

Months of Inventory

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

Current Year Prior Year	-	-	- -	- -	-	-	-	-	-	-		- -	16 28.7
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	16
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	13												
05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	25												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT	38												





Absorption Rate

The percentage of inventory sold per month.

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

	0												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	6%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	3%
Change from Prior Year	-	-	-	_	-	-	-	-	-	-	_	-	-3%

Active/Pending/Sold Units

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

Active Pending Sold	'17 - -	'18	'18 - -	'18 48 12 3									
Active				'17 -	'17 -		'17 _	'17 -	'17 -	'17 _	'18 _	'18 _	'18
				'17	'17		'17	'17	'17	'17	'18	'18	
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	13												
05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	25												
Taftsville, VT 05073, Woodstock, VT	38												
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071,													





New Pending Sales

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

Filters Used	8.00													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	6.00													
Property Type: Condo/Townhouæ/Apt, Single Family Residence	4.00													
	2.00													
	0													
		Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	6
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	17%

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	\$6.0M														
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$4.5M														
Property Type: Condo/Townhouæ/Apt, Single Family Residence	\$3.0M														
	\$1.5M														
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov	Dec	Jan	Feb	Mar	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.53	M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$4.97	M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	11%	þ



Pending Sales

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

Filters Used	20													
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	15													
Property Type: Condo/Townhouse/Apt, Single Family Residence	10													
	5													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	12
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	50%

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.

Filters Used	\$8.8M													
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type:	\$6.6M													
Condo/Townhouse/Apt, Single Family Residence	\$4.4M ······													
	\$2.2M													
	0	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$8.31M
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$5.63M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	48%



Closed Sales

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

	8.80													
Filters Used														
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	6.60													
Property Type: Condo/Townhouse/Apt, Single Family Residence	4.40													
	2.20													
	0				1	1 l	.		0 +		D	1	E-F	Maa
		Mar '17	'17	May '17	Jun '17	Jui '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	8
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-63%

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/Townhouse/Apt, Single Family Residence	\$1.6M													
	\$0.8M													
	0													
	0	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$950K
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.49M
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-62%



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														
	-	Mar	Apr	May	Jun		-	Sep	0ct	Nov	Dec	Jan	Feb	Mar	
		'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'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.

	\$400K
Filters Used	
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												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$311K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	2%





Median Sales Price

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

	\$300K												
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT	\$225K												
05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$150K												
	\$75K												
	0	_		_		_	_			_	_		
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$295K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$280K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%

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	-	-	-	-	-	-	-	-	-	-	-	-	90%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$317K
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$351K
	0 Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
	\$100K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$200K												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$300K												
Filters Used	\$400K												





Median Sales Price vs Median Listing Price

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

	\$400K ······												
Filters Used													
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												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$295K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	-	-	91%

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.

	\$400K ······												
Filters Used													
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												
	Mar	Apr	May	Jun		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
	'17	'17	'17	'17	'17	'17	'17	'17	'17	'17	'18	'18	'18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$351K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	115%

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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.

	\$400K ······												
Filters Used													
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												
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$306K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$325K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	106%

