

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	Nov 2018	Nov 2017	+/-	YTD 2018	YTD 2017	+/-
Listing Activity Charts Metrics						
New Listing Count	2	4	-50%	2	4	-50%
New Listing Volume	\$1,384,000	\$1,634,000	-15.3%	\$1,384,000	\$1,634,000	-15.3%
Active Listing Count	60	-	-	NA	N⁄A	
Active Listing Volume	\$66,222,898	-	-	N⁄A	N⁄A	
Average Listing Price	\$1,103,715	_	-	\$1,103,715	_	-
Median Listing Price	\$587,450	_	-	\$587,450	_	-
Median Days in RPR	186.5	_	-	186.5	_	-
Months of Inventory	_	_	-	_	15	-
Absorption Rate	_	_	-	_	6.67%	-
Sales Activity Charts Metrics						
New Pending Sales Count	3	9	-66.7%	3	9	-66.7%
New Pending Sales Volume	\$2,424,500	\$5,085,000	-52.3%	\$2,424,500	\$5,085,000	-52.3%
Pending Sales Count	8	-	-	N/A	N∕A	
Pending Sales Volume	\$6,012,000	-	-	N∕A	N∕A	
Closed Sales Count	7	9	-22.2%	7	9	-22.2%
Closed Sales Volume	\$2,643,000	\$7,179,500	-63.2%	\$2,643,000	\$7,179,500	-63.2%
Average Sales Price	\$377,571	\$797,722	-52.7%	\$377,571	\$797,722	-52.7%
Median Sales Price	\$390,000	\$310,000	+25.8%	\$390,000	\$310,000	+25.8%





Woodstock

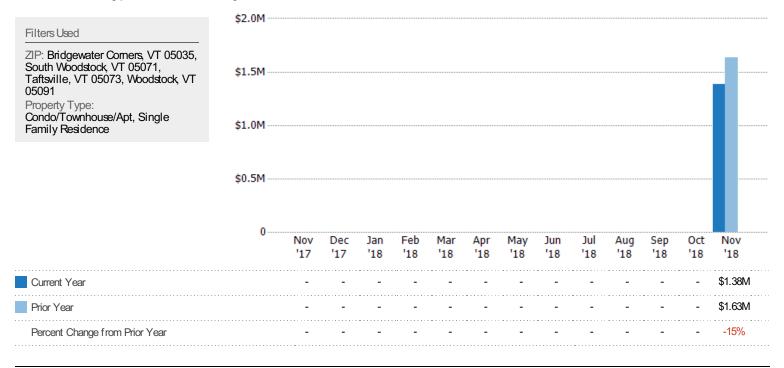
New Listings

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

	4.80														
Filters Used															
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	3.60														
Property Type: Condo/Townhouse/Apt, Single Family Residence	2.40														
	1.20														
	0														
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	2	
Prior Year															
		-	-	-	-	-	-	-	-	-	-	-	-	4	
Percent Change from Prior Year		-	-	-	- -	-	-	-	- -	- -	- -	- -	- -	4 -50%	

New Listing Volume

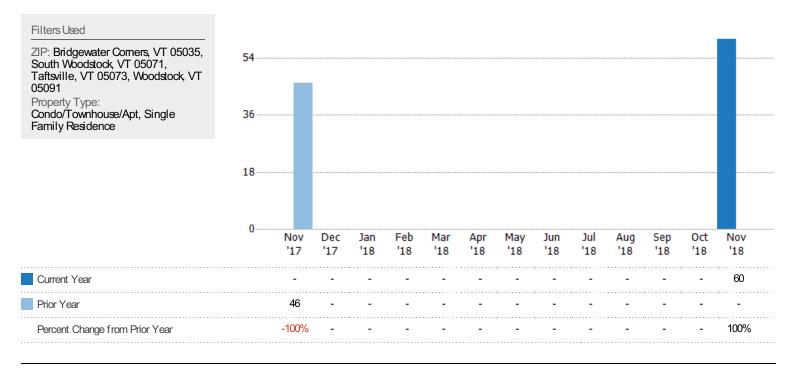
The sum of the listing price of residential listings that were added each month.





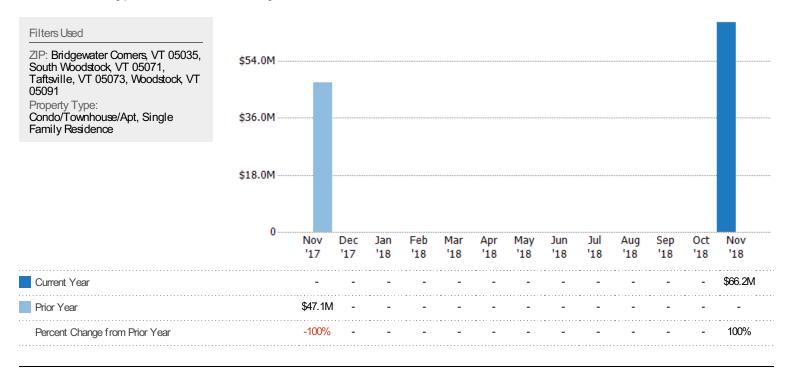
Active Listings

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



Active Listing Volume

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



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Average Listing Price

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

Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%
Prior Year	\$1.02N	1 -	-	-	-	-	-	-	-	-	-	-	-
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.1M
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	\$0.5M												
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	\$1.5M												
	\$2.0M ······												

Median Listing Price

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

Filters Used	\$600K												
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$450K												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$300K												
	\$150K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$587K
Prior Year	\$450K	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%







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.

	200												
Filters Used ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single	150												
Family Residence													
	50												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	187
Prior Year	177	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%

Months of Inventory

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

	10.00												
Filters Used													
ZIP: Bridgewater Corners, 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												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	0ct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7.5
Prior Year	9.2	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-83%	-67%	-50%	-33%	-17%	0	17%	33%	50%	67%	83%	100%





Absorption Rate

The percentage of inventory sold per month.

15%												
10%												
5%												
0												
Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	-		-	-				-	-		-	13%
11%	-	-	-	-		-	-	-	-	-	-	-
11%	9%	7%	5%	3%	1%	-1%	-3%	-5%	-7%	-9%	-11%	-13%
	10% 10% 5% 0 Nov '17 - 11% 11%	10% 5% 0 Nov Dec '17 '17 11% - 11% 9%	10% 5% 0 Nov Dec Jan '17 '17 '18 11% 11% 9% 7%	10% 5% 0 Nov Dec Jan Feb '17 '17 '18 '18 11% 11% 9% 7% 5%	10% 5% 0 Nov Dec Jan Feb Mar '17 '17 '18 '18 '18 11% 11% 9% 7% 5% 3%	10% 5% 0 Nov Dec Jan Feb Mar Apr '17 '17 '18 '18 '18 '18 11% 11% 9% 7% 5% 3% 1%	10% 5% 0 Nov Dec Jan Feb Mar Apr May '17 '17 '17 '18 - - 11% - - - 11% 9% 7% 5%	10% 5% 0 Nov Dec Jan Feb Mar 117 '17 '17 '18 '18 - - - 11% - - 11% 9% 7% 5%	10% 10% 5% 0 Nov Dec Jan Feb Mar Apr May Jun Jul '17 '17 '18 '18 '18 '18 '18 '18 '18 	10% 5% 0 Nov Dec Jan Feb Mar Apr May Jun Jun Jul Aug '17 '18 18 '18 18 '18 11% - 9% 7% 5%	10% 5% 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18	10% 5% 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct '17 '17 '18 '18 '18 '18 '18 '18 '18 '18 '18 '18

Active/Pending/Sold Units

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

Taftsville, VT 05073, Woodstock, VT 05091 Property Type:												
Condo/Townhouse/Apt, Single Family Residence	4.00			 								
	2.00			 								
	0											
	Nov '17	Dec '17	Jan '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18
<u> </u>				 								





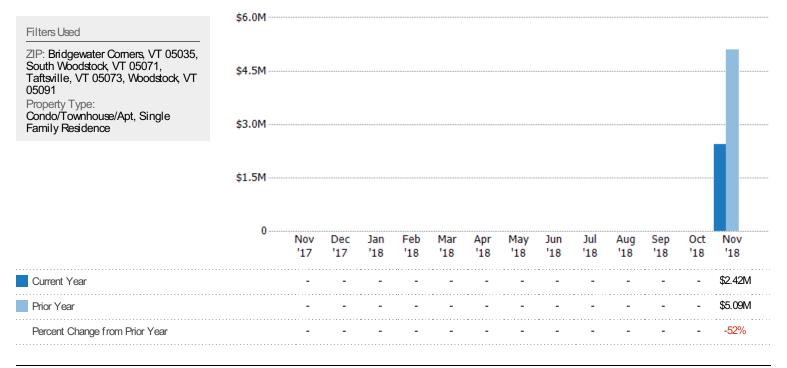
New Pending Sales

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

	10.00														
Filters Used ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	7.50														
Property Type: Condo/Townhouæ/Apt, Single Family Residence	5.00														
	2.50														
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	3	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-67%)

New Pending Sales Volume

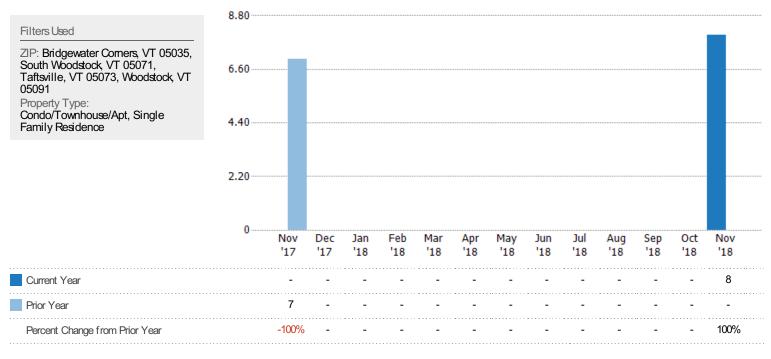
The sum of the sales price of residential properties with accepted offers that were added each month.





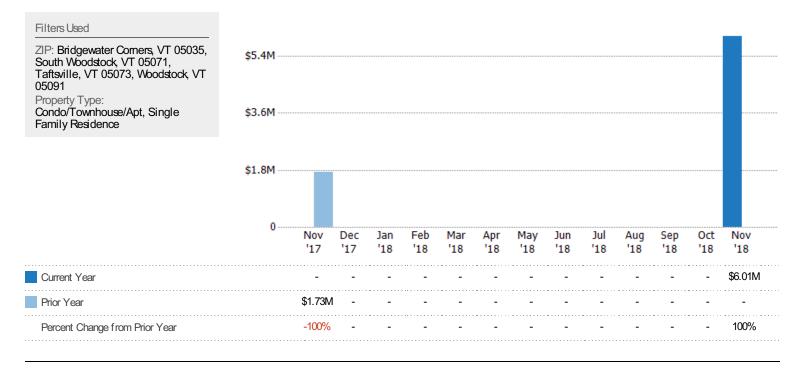
Pending Sales

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



Pending Sales Volume

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





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Woodstock

Closed Sales

The total number of residential properties sold each month.

	10.00														
Filters Used															
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	7.50														
Property Type: Condo/Townhouæ/Apt, Single Family Residence	5.00														
	2.50														
	0														
	0	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	
				10				10	10		10				
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	7	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	9	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-22%)

Closed Sales Volume

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

Filters Used	\$8.0M ······														
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$6.0M														
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$4.0M														
	42 MM														
	\$2.0M														
	0														
		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	
Current Year		-	-	-	-	-	-	-	-	-	-	-	-	\$2.64M	
Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	\$7.18M	
Percent Change from Prior Year		-	-	-	-	-	-	-	-	-	-	-	-	-63%	



Closed Sales by Property Type

The percentage of residential 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	Nave	Dec	1	Fab	Mar	Ann	May	1	1	A	Can	0.+	Neu	
		Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	0ct '18	Nov '18	
Condo/Townhouse		-	-	-	-	-	-	-	-	-	-	-	-	29%	
Single Family Residence		-	-	-	-	-	-	-	-	-	-	-	-	71%	

Average Sales Price

The average sales price of the residential 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												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aua	Sep	Oct	Nov

	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$378K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$798K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-53%





Median Sales Price

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

\$400K												
\$300K												
\$200K												
\$100K												
0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
-	-	-	-	-	-	-	-	-	-	-	-	\$390K
-	-	-	-	-	-	-	-	-	-	-	-	\$310K
-	-	-	-	-	-	-	-	-	-	-	-	26%
	\$300K \$200K \$100K 0 Nov	\$300K \$200K \$100K 0 Nov Dec	\$300K \$200K \$100K 0 Nov Dec Jan	\$300K \$200K \$100K 0 Nov Dec Jan Feb	\$300K \$200K \$100K 0 Nov Dec Jan Feb Mar	\$300K \$200K \$100K 0 Nov Dec Jan Feb Mar Apr	\$300K \$200K \$100K 0 Nov Dec Jan Feb Mar Apr May	\$300K \$200K \$100K 0 Nov Dec Jan Feb Mar Apr May Jun	\$300K \$200K \$100K 0 Nov Dec Jan Feb Mar Apr May Jun Jul	\$300K \$200K \$100K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug	\$300K \$200K \$100K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep	\$300K \$200K \$100K 0 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct

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	\$500K												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single	\$375K												
Family Residence	\$250K												
	\$125K												
	0												
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$401K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$378K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	94%





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	_	_			_		_	- 1	_			
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Median List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$415K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$390K
Med Sales Price as a % of Med List Price				*********									
	-	-	-	-	-	-	-	-	-	-	-	-	94%

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.

Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	97%
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$401K
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$415K
	0 Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
	\$125K												
05091 Property Type: Condo/Townhouse/Apt, Single Family Residence	\$250K												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT	\$375K												
Filters Used	\$500K												



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												
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
	'17	'17	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$415K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$415K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	100%

