# 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	+ / -	Oct 2017	Oct 2018	Key Metrics
						Listing Activity Charts Metrics
+12.5%	8	9	+12.5%	8	9	New Listing Count
-45.5%	\$8,138,999	\$4,437,000	-45.5%	\$8,138,999	\$4,437,000	New Listing Volume
	N/A	NA	+7.6%	66	71	Active Listing Count
	N/A	N/A	+8.2%	\$72,042,798	\$77,952,598	Active Listing Volume
+0.6%	\$1,091,558	\$1,097,924	+0.6%	\$1,091,558	\$1,097,924	Average Listing Price
+17.5%	\$595,000	\$699,000	+17.5%	\$595,000	\$699,000	Median Listing Price
+4.7%	158.5	166	+4.7%	158.5	166	Median Daysin RPR
-59.7%	22	8.9	-	_	_	Months of Inventory
+6.7%	4.55%	11.27%	+_	_	_	Absorption Rate
						Sales Activity Charts Metrics
+12.5%	8	9	+12.5%	8	9	New Pending Sales Count
+46.2%	\$6,430,800	\$9,399,800	+46.2%	\$6,430,800	\$9,399,800	New Pending Sales Volume
	N/A	N/A	+88.9%	9	17	Pending Sales Count
	N/A	N/A	+44.5%	\$9,427,800	\$13,627,800	Pending Sales Volume
-12.5%	8	7	-12.5%	8	7	Closed Sales Count
-31.3%	\$7,895,000	\$5,422,500	-31.3%	\$7,895,000	\$5,422,500	Cloæd Sales Volume
-21.5%	\$986,875	\$774,643	-21.5%	\$986,875	\$774,643	Average Sales Price
+13.8%	\$672,500	\$765,000	+13.8%	\$672,500	\$765,000	Median Sales Price

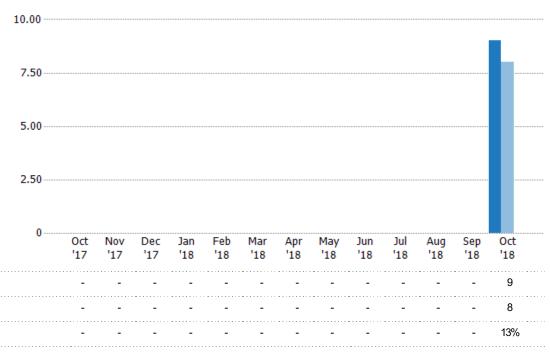




#### **New Listings**

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





### New Listing Volume

Percent Change from Prior Year

Current Year

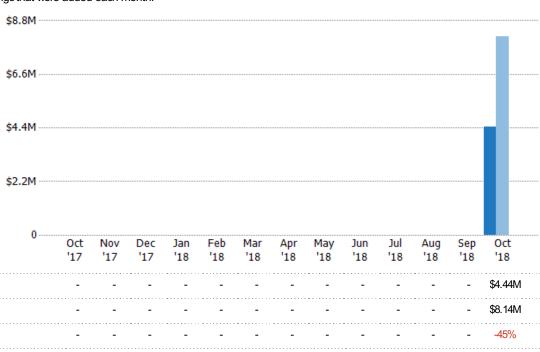
Prior Year

The sum of the listing price of residential 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



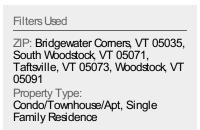
Current Year

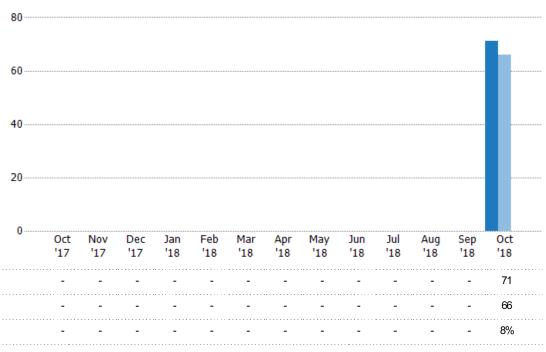
Percent Change from Prior Year



#### **Active Listings**

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





### **Active Listing Volume**

Percent Change from Prior Year

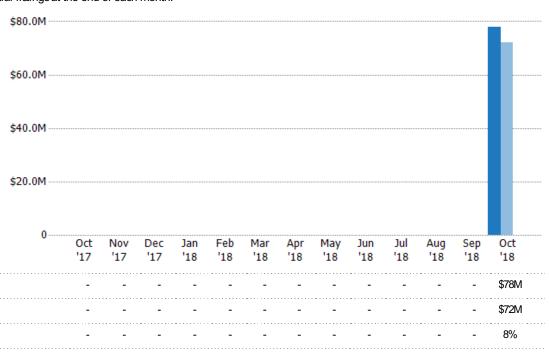
Current Year

Prior Year

The sum of the listing price of active residential 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 residential 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
Property Type: Condo/Townhouse/Apt, Single Family Residence

\$1.5M	
\$1.0M	
\$0.5M	

0													
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	
 -	-	-	-	-	-	-	-	-	-	-	-	\$1.1M	
 -	-	-	-	-	-	-	-	-	-	-	-	\$1.09N	
 -	-	-	-	-	-	-	-	-	-	-	-	1%	

## **Median Listing Price**

Percent Change from Prior Year

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

\$175K

Fil	ltare	П	had

Current Year
Prior Year

 $\mathbb{Z}|P\rangle$  Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091

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

5700K	
5525K	
350K	

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$699K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$595K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	17%



### 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	\$2.0M												
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												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
	-17	17	17	18	18	18	18	18	18	18	18	18	18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$798K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	-	-	\$1.1M
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	138%

### 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

•					Aug	
\$175K	 	 	 	 	 	 
\$350K	 	 	 	 	 	 
\$525K	 	 	 	 	 	 
\$700K	 	 	 		 	 

	'17	17	'17	'18	'18	'18	'18	Мау '18	'18	'18	'18	'18	'18
Median Est Value	-	-	-	-	-	-	-	-	_	-	-	-	\$639K
Median Listing Price	-	-	-	-	-	-	_	-	-	-	-	-	\$699K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	109%





### 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.

•				. ,		J			•				
Filters Used	200												
ZIP: Bridgewater Corners, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type:	150												
Condo/Townhouse/Apt, Single Family Residence	100												
	50												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	166
Prior Year	-	-	-	-	-	-	-	-	_	-	-	-	159
Percent Change from Prior Year	-	-	-	-	-	-	-	-	_	-	-	-	5%

### Months of Inventory

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

10

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

	0	0											
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-			-	-	-	-	-	-	-	-	35.5
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	11
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	223%





5%

### **Absorption Rate**

The percentage of inventory sold per month.

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11015	Used

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

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

10%	

	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	3%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%

### Active/Pending/Sold Units

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

80

#### Filters Used

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

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

)		 	 	 	 	 
)		 		 	 	



Active Pending

Sold



Current Year

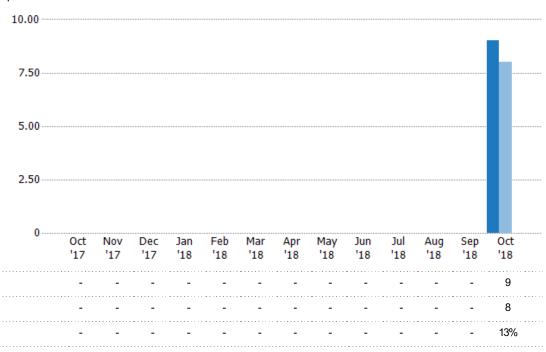
Prior Year

# Market Data Report

### **New Pending Sales**

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





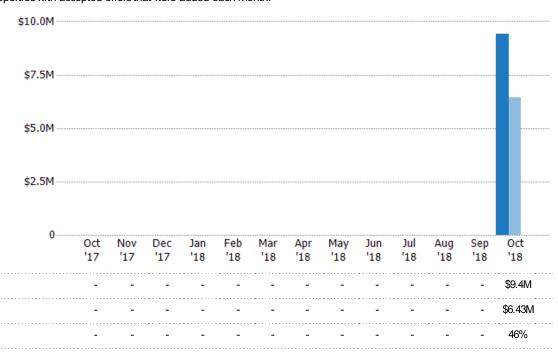
### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential 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
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



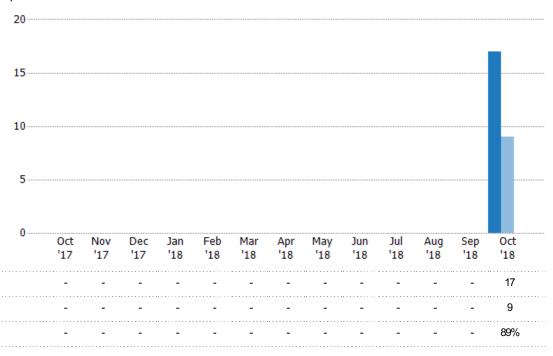
Current Year

Percent Change from Prior Year

#### **Pending Sales**

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





### Pending Sales Volume

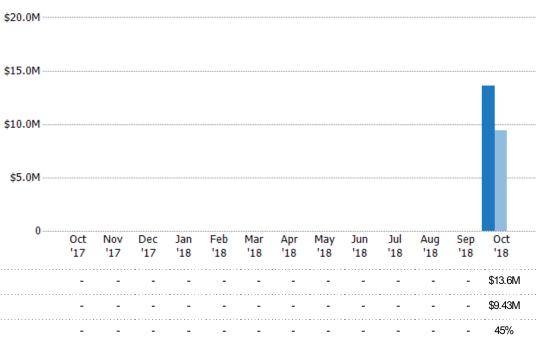
Percent Change from Prior Year

Current Year

Prior Year

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

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

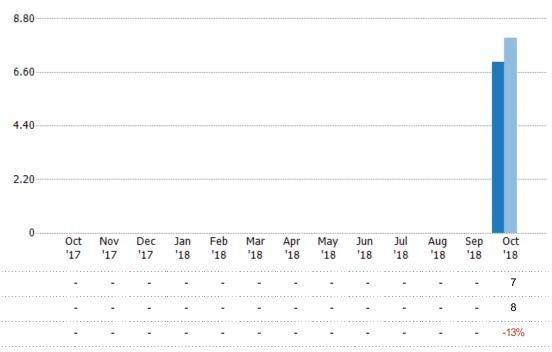
Percent Change from Prior Year



#### **Closed Sales**

The total number of residential properties sold each month.





#### **Closed Sales Volume**

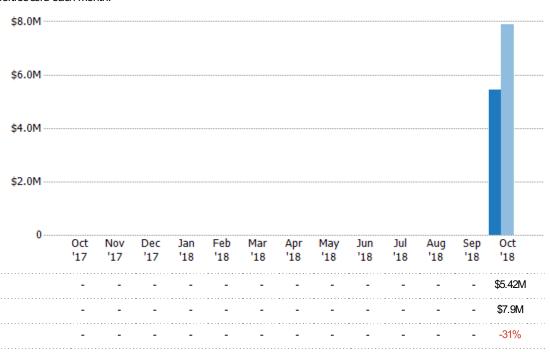
Percent Change from Prior Year

Current Year
Prior Year

The sum of the sales price of residential 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



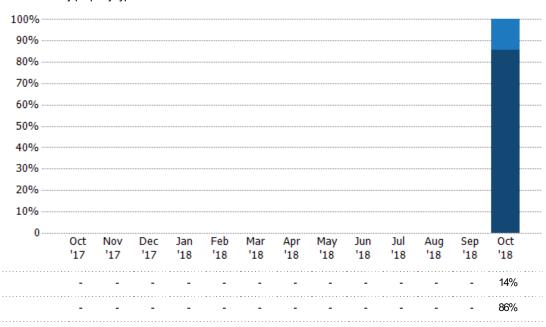
### Closed Sales by Property Type

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



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

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



### **Average Sales Price**

Single Family Residence

Condo/Townhouse

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

Filters Used

Current Year
Prior Year

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

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

Percent Change from Prior Year

perties	sold ead	ch month											
\$1,0	00K												
\$7	50K												
\$50	00K												
\$2!	50K												
	0												
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18		Sep '18	Oct '18
	-	-	-	-	-	-	-	-	-	-	-	-	\$775K
	-	-	-	-	-	-	-	-	-	-	-	-	\$987K
	-	-	-	-	-	-	-	-	-	-	-	-	-22%





\$800K

\$200K

#### **Median Sales Price**

The median sales price of the residential 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

\$600K	
\$400K	

0												
Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
-	-	-	-	-	-	-	-		-	-	-	\$765K
-	-	-	-	-	-	-	-	-	-	-	-	\$673K
-	-	-	-	-	-	-	-	-	-	-	-	14%

### 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

Current Year 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

Percent Change from Prior Year

\$900K ····	
\$675K ····	
\$450K	
\$225K	

	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	-	-	\$822K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$775K
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.

\$800K

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

Med Sales Price as a % of Med List Price

\$600K	
\$400K	
\$200K	

Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
 -	-	-	-	-	-	-	-	-	-	-	-	\$795K
 -	-	-	-	-	-	-	-	-	-	-	-	\$765K
 -	-	-	-	-	-	-	-	- -	-	- -	-	96%

### 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.

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

Filters Used

Median List Price

Median Sales Price

05091 Property Type: Condo/Townhouse/Apt, Single Family Residence

\$900K
\$675K
\$450K
ψ IDON
\$225K

	0												
	0ct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	\$807K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	-	-	\$822K
Avg Sales Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	-	-	102%





#### 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 Come

Filters Used	\$1,000K ·····												
ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091	\$750K ·····												
Property Type: Condo/Townhouse/Apt, Single Family Residence	\$500K												
	\$250K												
	0 ····· Oct '17	Nov '17		Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Median Est Value	_	-	-	-	-	-	-	-	-	-	-	-	\$920K
Median Sales Price	-	_	-	-	-	-	-	-	-	-	-	-	\$795K
Med Sales Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	-	-	86%



