

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	Jan 2019	Jan 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	4	+125%	112	80	+40%
New Listing Volume	\$4,199,900	\$5,324,000	-21.1%	\$75,637,609	\$57,903,099	+30.6%
Active Listing Count	61	52	+17.3%	N/A	N/A	
Active Listing Volume	\$63,398,999	\$61,690,999	+2.8%	N/A	N/A	
Average Listing Price	\$1,039,328	\$1,186,365	-12.4%	\$1,090,004	\$1,104,376	-1.3%
Median Listing Price	\$595,000	\$595,000	+-	\$651,210	\$545,845	+19.3%
Median Days in RPR	215	193.5	+11.1%	175.28	216.84	-19.2%
Months of Inventory	10.2	13	-21.8%	15.3	5.8	+163.9%
Absorption Rate	9.84%	7.69%	+2.1%	6.56%	17.31%	-10.8%
Sales Activity Charts Metrics						
New Pending Sales Count	10	5	+100%	76	77	-1.3%
New Pending Sales Volume	\$6,659,900	\$2,742,900	+142.8%	\$48,735,800	\$46,928,600	+3.9%
Pending Sales Count	13	7	+85.7%	N/A	N/A	
Pending Sales Volume	\$9,239,400	\$2,915,900	+216.9%	N/A	N/A	
Closed Sales Count	6	4	+50%	59	76	-22.4%
Closed Sales Volume	\$3,525,000	\$3,230,000	+9.1%	\$33,340,250	\$48,427,670	-31.2%
Average Sales Price	\$587,500	\$807,500	-27.2%	\$565,089	\$637,206	-11.3%
Median Sales Price	\$570,000	\$778,750	-26.8%	\$439,197	\$400,013	+9.8%

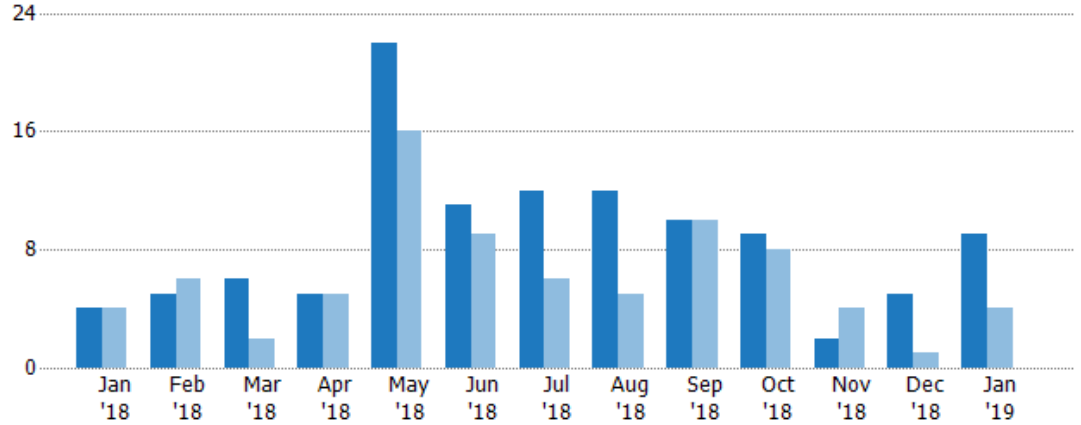
New Listings

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

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



Current Year	4	5	6	5	22	11	12	12	10	9	2	5	9
Prior Year	4	6	2	5	16	9	6	5	10	8	4	1	4
Percent Change from Prior Year	0%	-17%	200%	0%	38%	22%	100%	140%	0%	13%	-50%	400%	125%

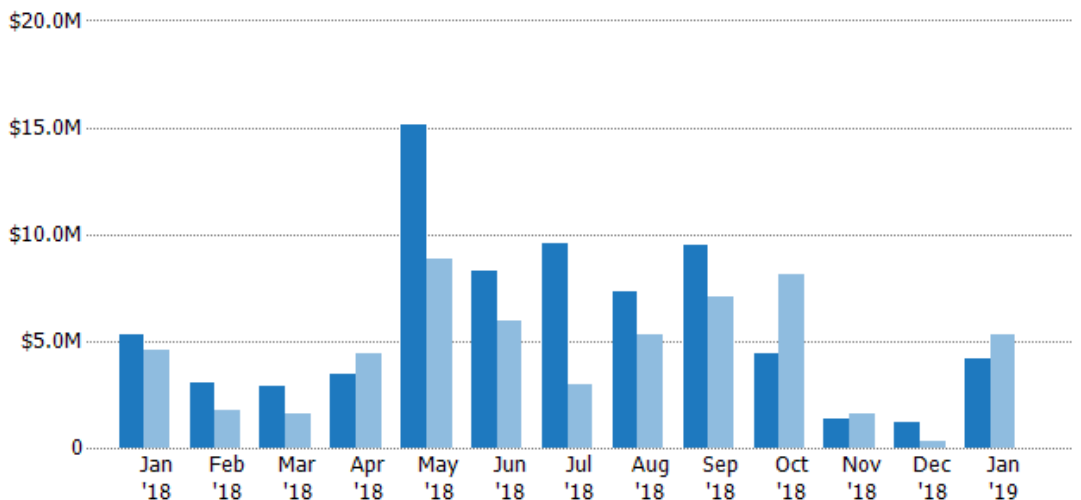
New Listing Volume

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

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



Current Year	\$5.32M	\$3.03M	\$2.91M	\$3.47M	\$15.1M	\$8.25M	\$9.57M	\$7.35M	\$9.5M	\$4.39M	\$1.36M	\$1.18M	\$4.2M
Prior Year	\$4.58M	\$1.76M	\$1.6M	\$4.44M	\$8.82M	\$5.98M	\$3M	\$5.32M	\$7.04M	\$8.14M	\$1.6M	\$289K	\$5.32M
Percent Change from Prior Year	16%	72%	82%	-22%	71%	38%	219%	38%	35%	-46%	-15%	309%	-21%

Active Listings

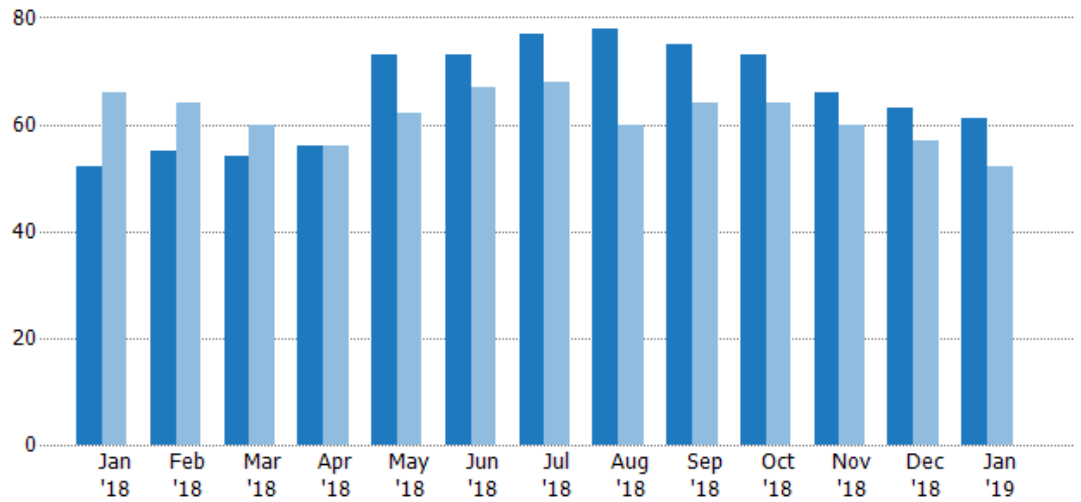
The number of active residential listings at the end of each month.

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

Month/ Year	Count	% Chg.
Jan '19	61	17.3%
Jan '18	52	-21.2%
Jan '17	66	-24.2%



Current Year	52	55	54	56	73	73	77	78	75	73	66	63	61
Prior Year	66	64	60	56	62	67	68	60	64	64	60	57	52
Percent Change from Prior Year	-21%	-14%	-10%	0%	18%	9%	13%	30%	17%	14%	10%	11%	17%

Active Listing Volume

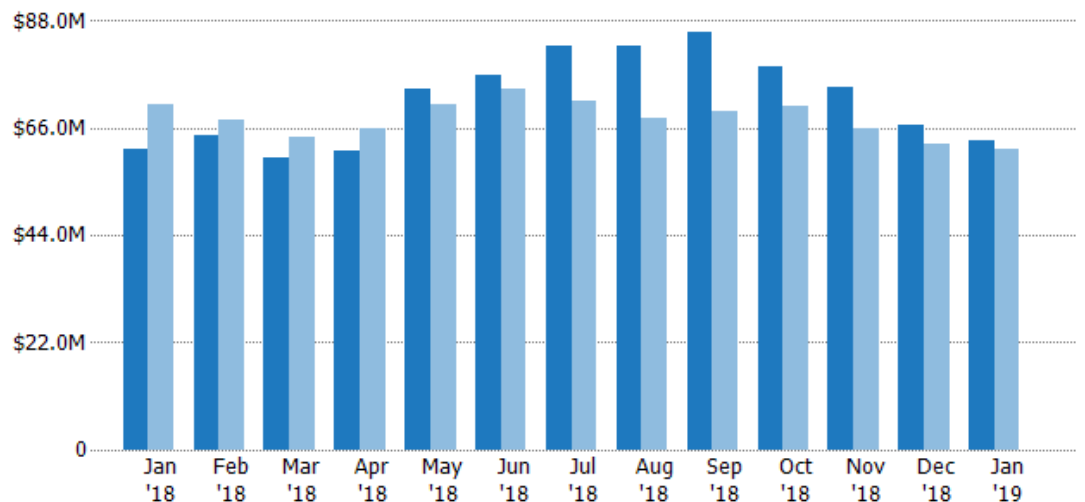
The sum of the listing price of active residential listings at the end of each month.

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

Month/ Year	Volume	% Chg.
Jan '19	\$63.4M	2.8%
Jan '18	\$61.7M	-12.8%
Jan '17	\$70.7M	-27.4%



Current Year	\$61.7M	\$64.5M	\$59.9M	\$61.4M	\$73.9M	\$76.9M	\$83M	\$82.8M	\$85.8M	\$78.6M	\$74.4M	\$66.6M	\$63.4M
Prior Year	\$70.7M	\$67.7M	\$64.3M	\$65.9M	\$70.9M	\$74M	\$71.5M	\$68M	\$69.5M	\$70.6M	\$65.9M	\$62.8M	\$61.7M
Percent Change from Prior Year	-13%	-5%	-7%	-7%	4%	4%	16%	22%	23%	11%	13%	6%	3%

Average Listing Price

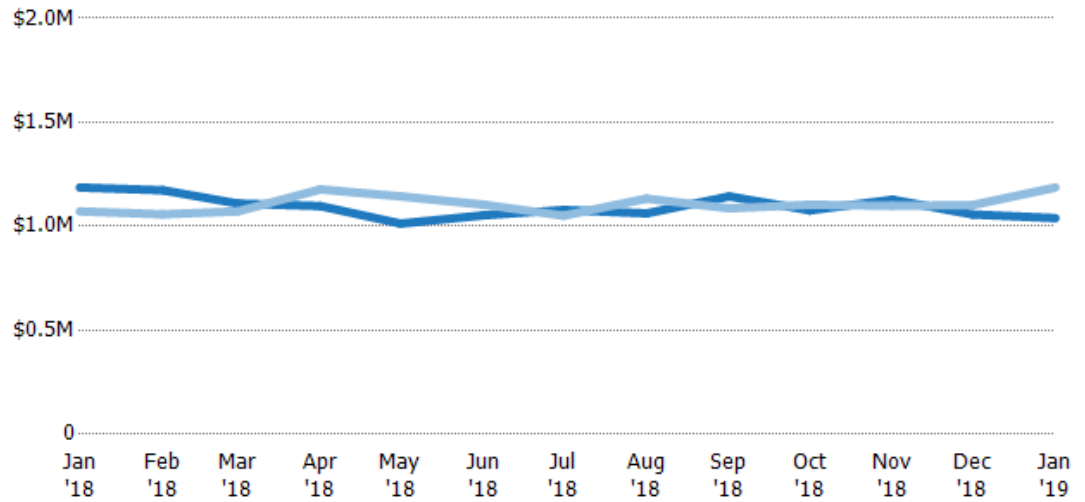
The average listing price of active residential listings at the end of each month.

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

Month/ Year	Price	% Chg.
Jan '19	\$1.04M	-12.4%
Jan '18	\$1.19M	10.7%
Jan '17	\$1.07M	-4.2%



Current Year	\$1.19M	\$1.17M	\$1.11M	\$1.1M	\$1.01M	\$1.05M	\$1.08M	\$1.06M	\$1.14M	\$1.08M	\$1.13M	\$1.06M	\$1.04M
Prior Year	\$1.07M	\$1.06M	\$1.07M	\$1.18M	\$1.14M	\$1.1M	\$1.05M	\$1.13M	\$1.09M	\$1.1M	\$1.1M	\$1.1M	\$1.19M
Percent Change from Prior Year	11%	11%	4%	-7%	-11%	-5%	3%	-6%	5%	-2%	3%	-4%	-12%

Median Listing Price

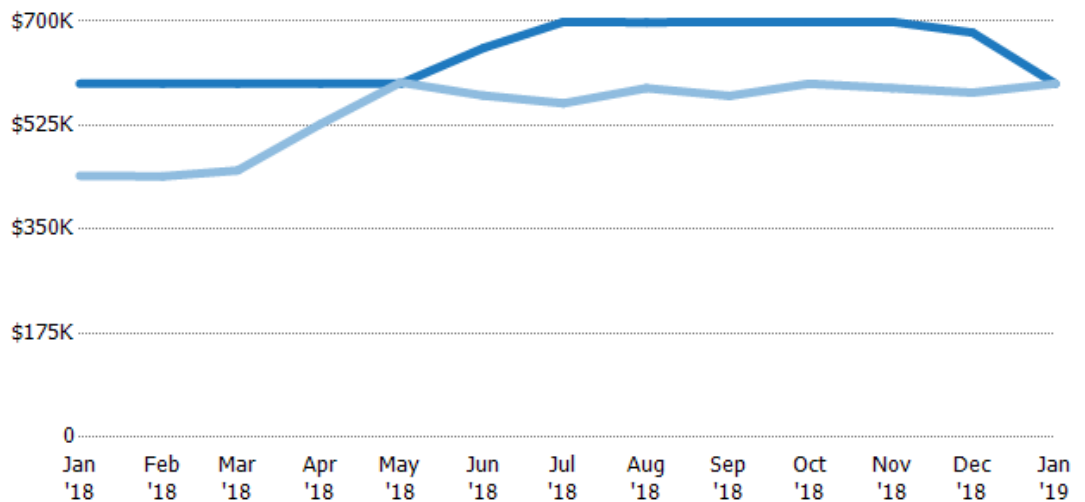
The median listing price of active residential listings at the end of each month.

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

Month/ Year	Price	% Chg.
Jan '19	\$595K	0%
Jan '18	\$595K	35.2%
Jan '17	\$440K	9.9%



Current Year	\$595K	\$595K	\$595K	\$595K	\$595K	\$655K	\$699K	\$698K	\$699K	\$699K	\$699K	\$681K	\$595K
Prior Year	\$440K	\$439K	\$449K	\$527K	\$597K	\$575K	\$562K	\$587K	\$574K	\$595K	\$587K	\$580K	\$595K
Percent Change from Prior Year	35%	36%	33%	13%	0%	14%	24%	19%	22%	17%	19%	17%	0%

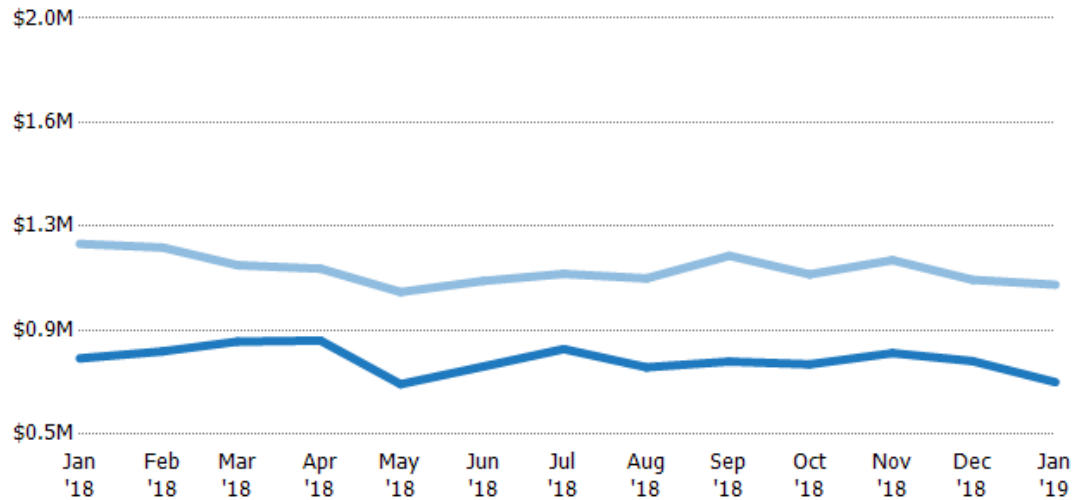
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

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

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



Avg Est Value	\$774K	\$799K	\$834K	\$838K	\$680K	\$744K	\$807K	\$741K	\$762K	\$752K	\$793K	\$764K	\$688K
Avg Listing Price	\$1.19M	\$1.17M	\$1.11M	\$1.1M	\$1.01M	\$1.05M	\$1.08M	\$1.06M	\$1.14M	\$1.08M	\$1.13M	\$1.06M	\$1.04M
Avg Listing Price as a % of Avg Est Value	153%	147%	133%	131%	149%	141%	134%	143%	150%	143%	142%	138%	151%

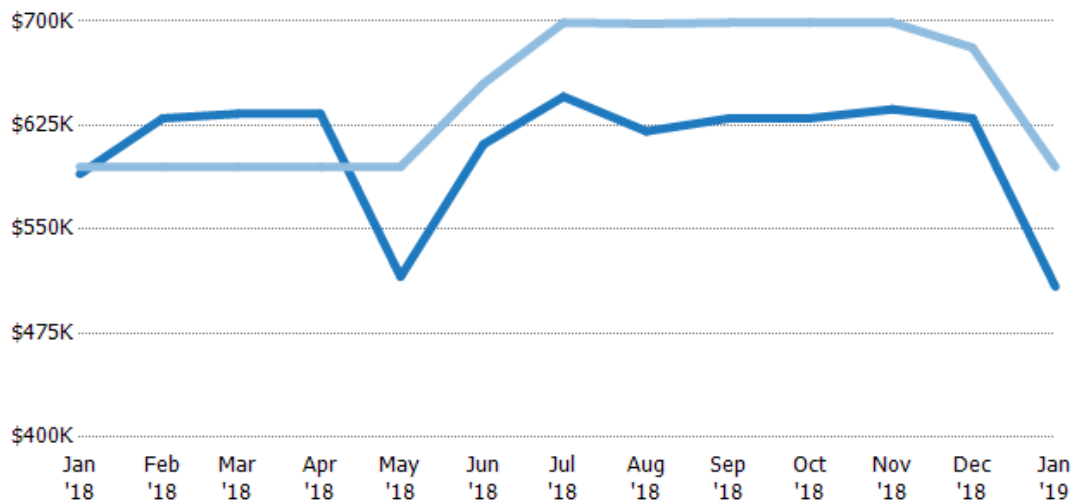
Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

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

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



Median Est Value	\$590K	\$630K	\$633K	\$633K	\$516K	\$611K	\$646K	\$621K	\$630K	\$630K	\$637K	\$630K	\$509K
Median Listing Price	\$595K	\$595K	\$595K	\$595K	\$595K	\$655K	\$699K	\$698K	\$699K	\$699K	\$699K	\$681K	\$595K
Med Listing Price as a % of Med Est Value	101%	94%	94%	94%	115%	107%	108%	113%	111%	111%	110%	108%	117%

Median Days in RPR

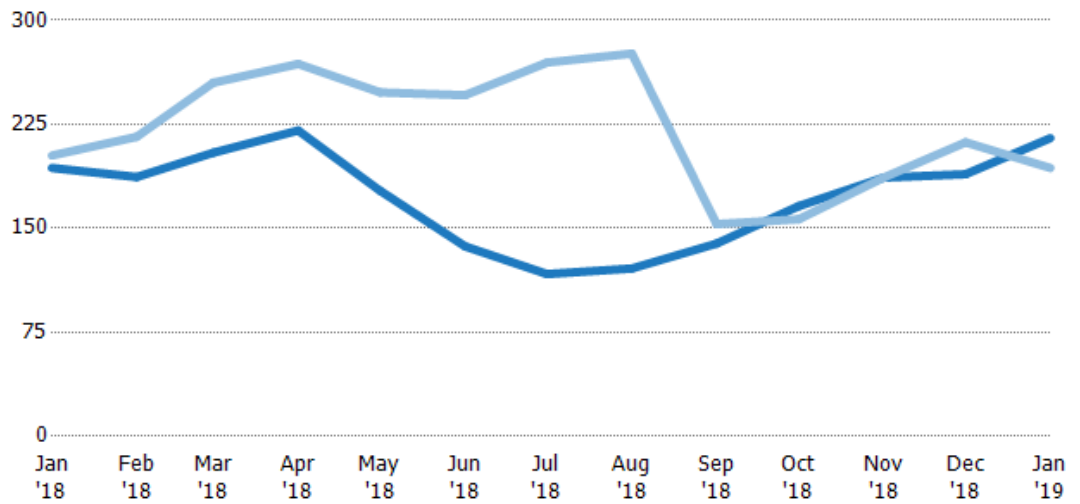
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

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

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

Month/Year	Days	% Chg.
Jan '19	215	11.1%
Jan '18	194	-4.4%
Jan '17	203	-9.6%



Current Year	194	187	205	221	177	137	117	121	139	166	187	189	215
Prior Year	203	216	255	269	248	246	270	276	153	157	187	212	194
Percent Change from Prior Year	-4%	-13%	-20%	-18%	-29%	-44%	-57%	-56%	-9%	6%	0%	-11%	11%

Months of Inventory

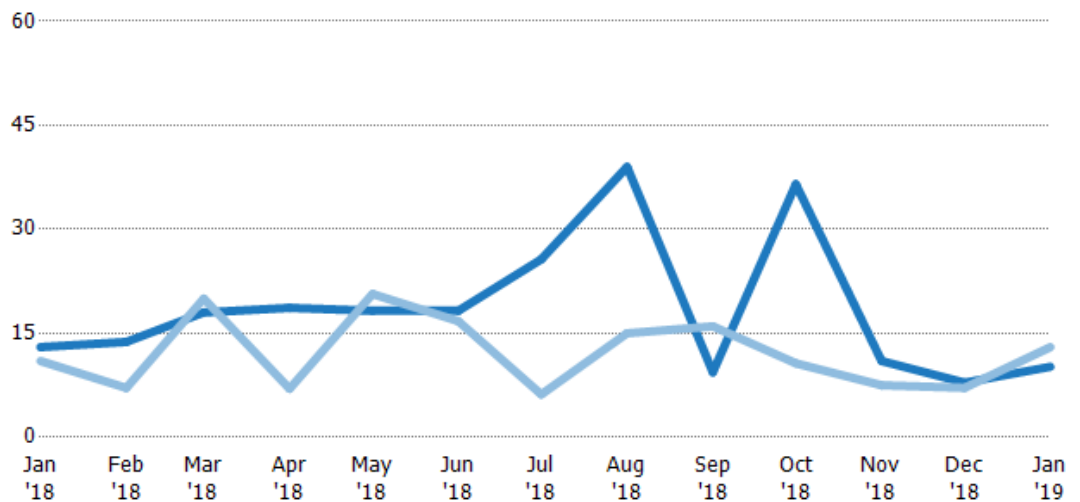
The number of months it would take to exhaust active listings at the current sales rate.

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

Month/Year	Months	% Chg.
Jan '19	10.2	-21.8%
Jan '18	13	18.2%
Jan '17	11	354.5%



Current Year	13	13.8	18	18.7	18.3	18.3	25.7	39	9.38	36.5	11	7.88	10.2
Prior Year	11	7.11	20	7	20.7	16.8	6.18	15	16	10.7	7.5	7.13	13
Percent Change from Prior Year	18%	93%	-10%	167%	-12%	9%	315%	160%	-41%	242%	47%	11%	-22%

Absorption Rate

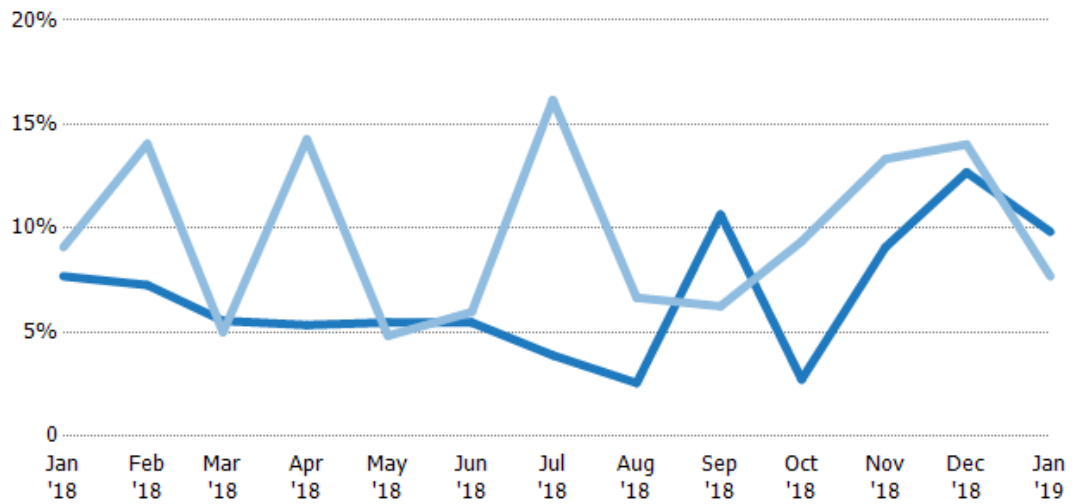
The percentage of inventory sold per month.

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

Month/ Year	Rate	Chg.
Jan '19	10%	-2.1%
Jan '18	8%	1.4%
Jan '17	9%	-78%



Current Year	8%	7%	6%	5%	5%	5%	4%	3%	11%	3%	9%	13%	10%
Prior Year	9%	14%	5%	14%	5%	6%	16%	7%	6%	9%	13%	14%	8%
Change from Prior Year	1%	7%	-1%	9%	-1%	1%	12%	4%	-4%	7%	4%	1%	-2%

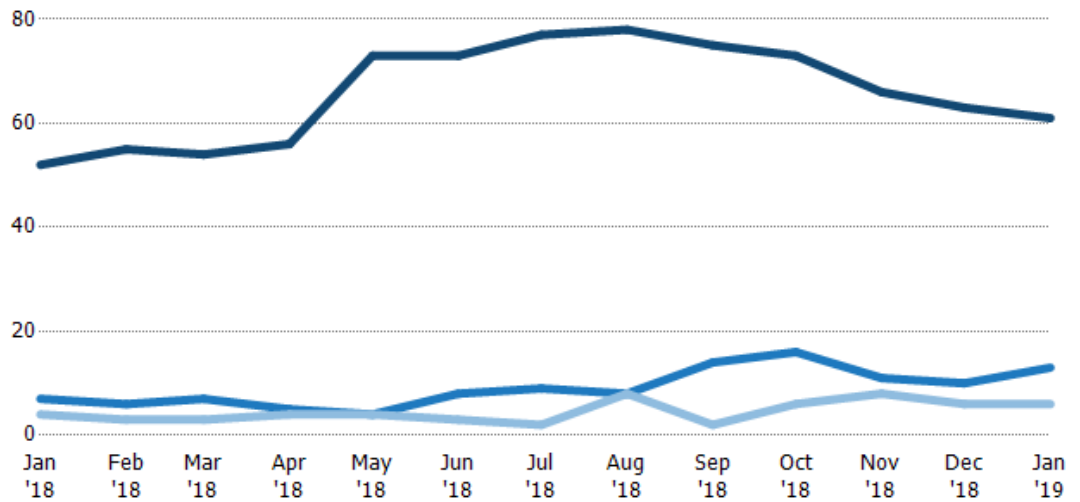
Active/Pending/Sold Units

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

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



Active	52	55	54	56	73	73	77	78	75	73	66	63	61
Pending	7	6	7	5	4	8	9	8	14	16	11	10	13
Sold	4	3	3	4	4	3	2	8	2	6	8	6	6

New Pending Sales

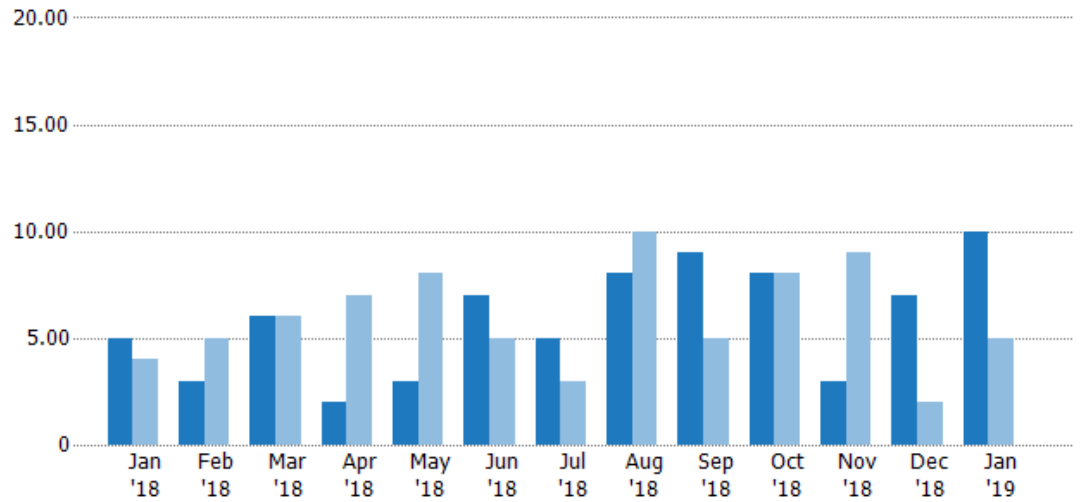
The number of residential properties with accepted offers that were added each month.

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

Month/ Year	Count	% Chg.
Jan '19	10	100%
Jan '18	5	25%
Jan '17	4	50%



Current Year	5	3	6	2	3	7	5	8	9	8	3	7	10
Prior Year	4	5	6	7	8	5	3	10	5	8	9	2	5
Percent Change from Prior Year	25%	-40%	0%	-71%	-63%	40%	67%	-20%	80%	0%	-67%	250%	100%

New Pending Sales Volume

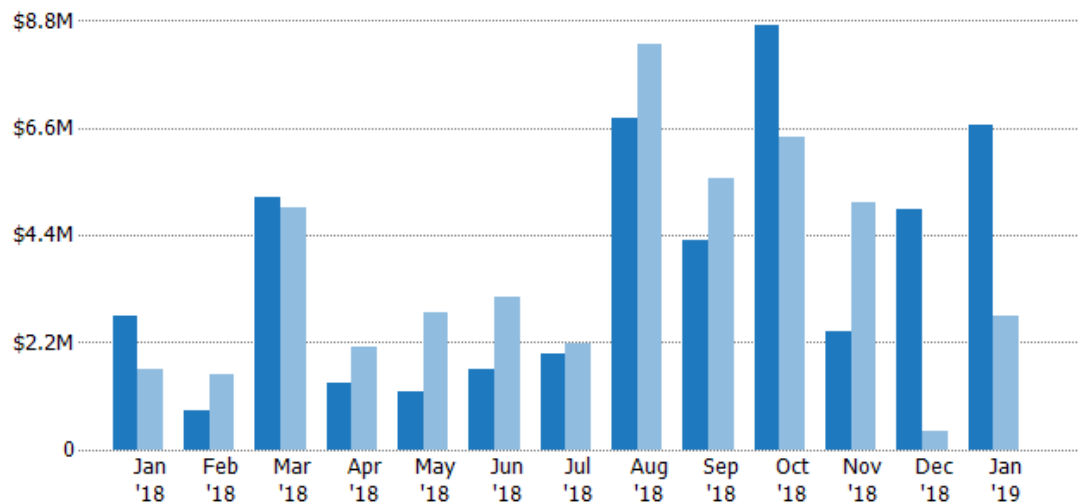
The sum of the sales price of residential properties with accepted offers that were added each month.

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

Month/ Year	Volume	% Chg.
Jan '19	\$6.66M	142.8%
Jan '18	\$2.74M	64.9%
Jan '17	\$1.66M	81.4%



Current Year	\$2.74M	\$811K	\$5.18M	\$1.38M	\$1.21M	\$1.64M	\$1.97M	\$6.8M	\$4.3M	\$8.71M	\$2.42M	\$4.92M	\$6.66M
Prior Year	\$1.66M	\$1.55M	\$4.97M	\$2.1M	\$2.83M	\$3.12M	\$2.18M	\$8.33M	\$5.55M	\$6.43M	\$5.09M	\$368K	\$2.74M
Percent Change from Prior Year	65%	-48%	4%	-34%	-57%	-48%	-10%	-18%	-23%	35%	-52%	1,238%	143%

Pending Sales

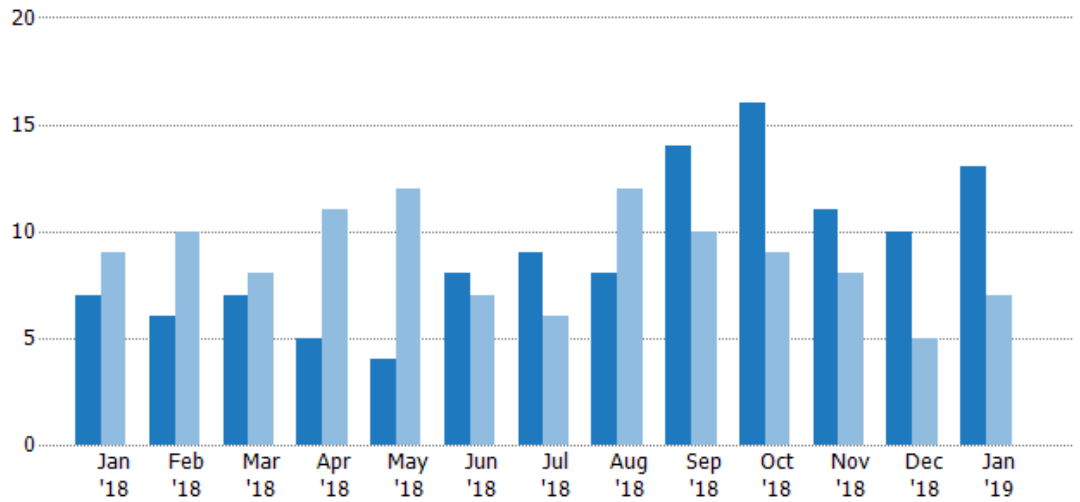
The number of residential properties with accepted offers that were available at the end each month.

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

Month/ Year	Count	% Chg.
Jan '19	13	85.7%
Jan '18	7	-22.2%
Jan '17	9	-33.3%



Current Year	7	6	7	5	4	8	9	8	14	16	11	10	13
Prior Year	9	10	8	11	12	7	6	12	10	9	8	5	7
Percent Change from Prior Year	-22%	-40%	-13%	-55%	-67%	14%	50%	-33%	40%	78%	38%	100%	86%

Pending Sales Volume

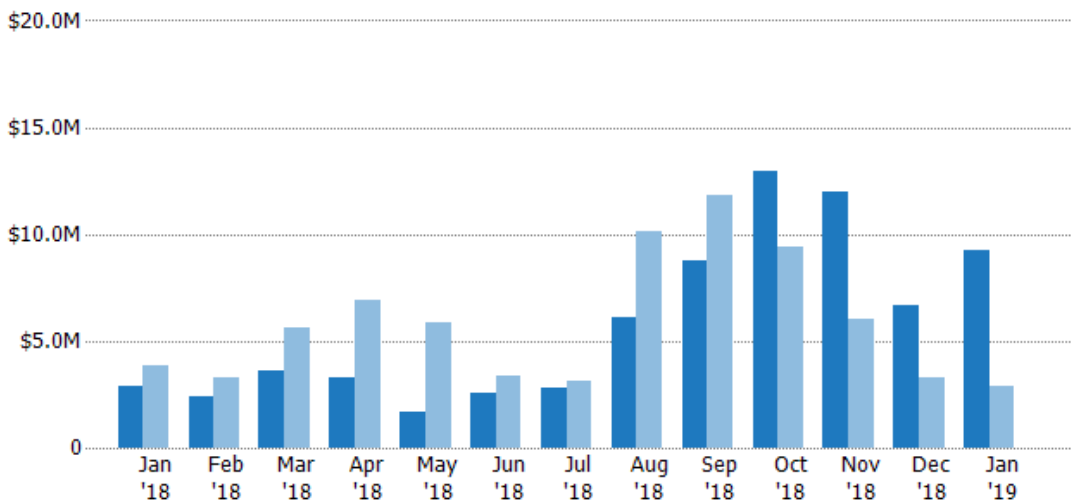
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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

Month/ Year	Volume	% Chg.
Jan '19	\$9.24M	216.9%
Jan '18	\$2.92M	-24.6%
Jan '17	\$3.87M	-30.4%



Current Year	\$2.92M	\$2.39M	\$3.62M	\$3.28M	\$1.65M	\$2.57M	\$2.83M	\$6.13M	\$8.79M	\$12.9M	\$12M	\$6.64M	\$9.24M
Prior Year	\$3.87M	\$3.27M	\$5.63M	\$6.89M	\$5.87M	\$3.34M	\$3.13M	\$10.1M	\$11.8M	\$9.43M	\$6.01M	\$3.29M	\$2.92M
Percent Change from Prior Year	-25%	-27%	-36%	-52%	-72%	-23%	-10%	-39%	-25%	37%	100%	102%	217%

Closed Sales

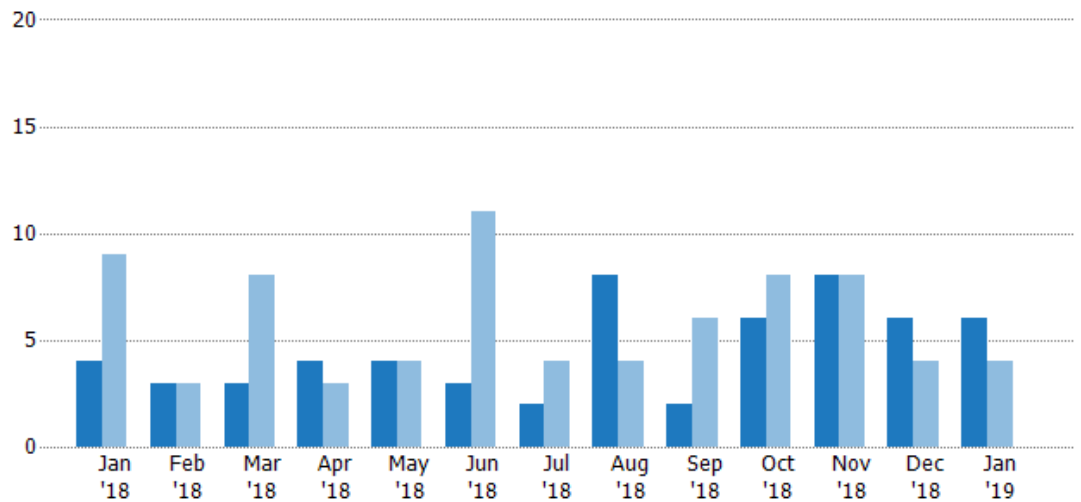
The total number of residential properties sold each month.

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

Month/ Year	Count	% Chg.
Jan '19	6	50%
Jan '18	4	-55.6%
Jan '17	9	-55.6%



Current Year	4	3	3	4	4	3	2	8	2	6	8	6	6
Prior Year	9	3	8	3	4	11	4	4	6	8	8	4	4
Percent Change from Prior Year	-56%	0%	-63%	33%	0%	-73%	-50%	100%	-67%	-25%	0%	50%	50%

Closed Sales Volume

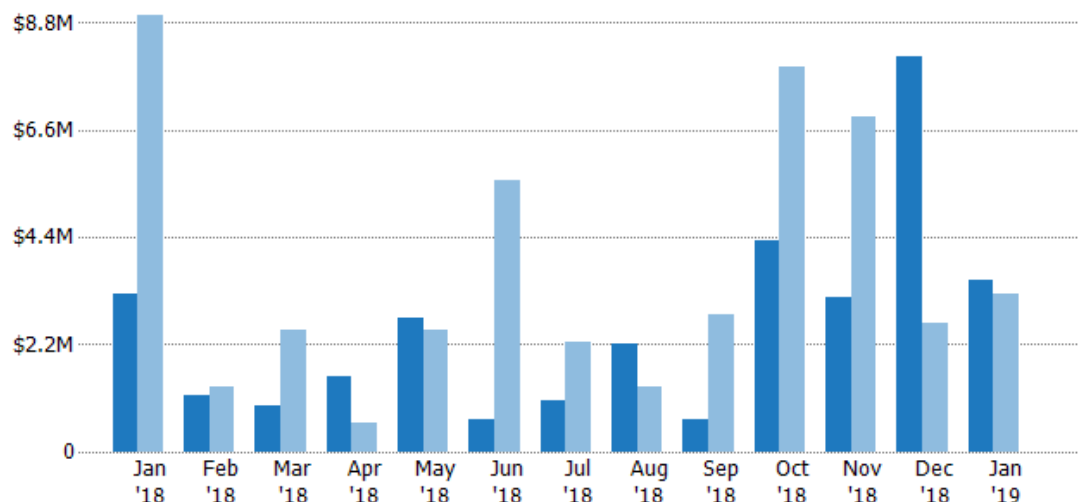
The sum of the sales price of residential properties sold each month.

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

Month/ Year	Volume	% Chg.
Jan '19	\$3.53M	9.1%
Jan '18	\$3.23M	-63.9%
Jan '17	\$8.94M	-81.7%



Current Year	\$3.23M	\$1.17M	\$950K	\$1.54M	\$2.73M	\$681K	\$1.05M	\$2.21M	\$680K	\$4.32M	\$3.17M	\$8.1M	\$3.53M
Prior Year	\$8.94M	\$1.35M	\$2.49M	\$586K	\$2.49M	\$5.57M	\$2.25M	\$1.32M	\$2.8M	\$7.9M	\$6.87M	\$2.64M	\$3.23M
Percent Change from Prior Year	-64%	-13%	-62%	162%	9%	-88%	-53%	68%	-76%	-45%	-54%	207%	9%

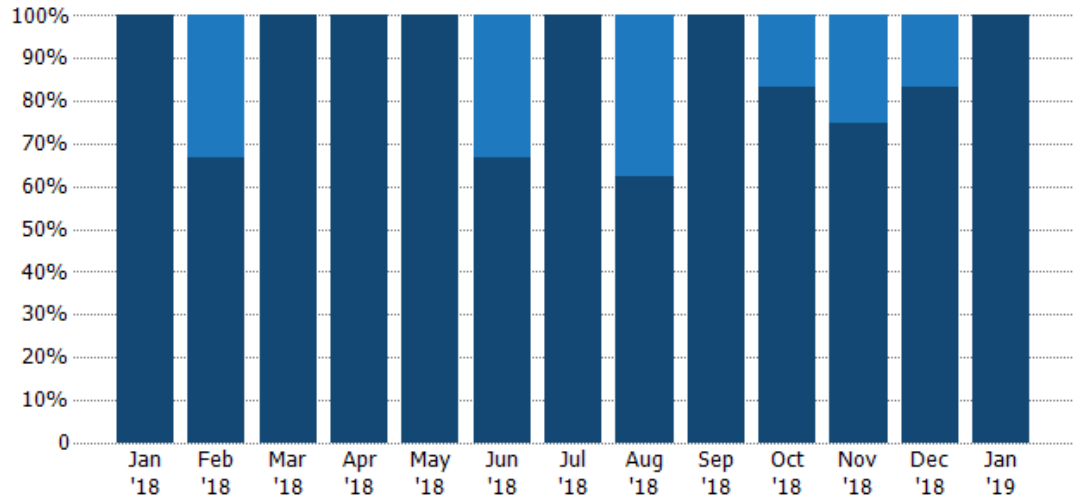
Closed Sales by Property Type

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

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



Condo/Townhouse	-	33%	-	-	-	33%	-	38%	-	17%	25%	17%	-
Single Family Residence	100%	67%	100%	100%	100%	67%	100%	63%	100%	83%	75%	83%	100%

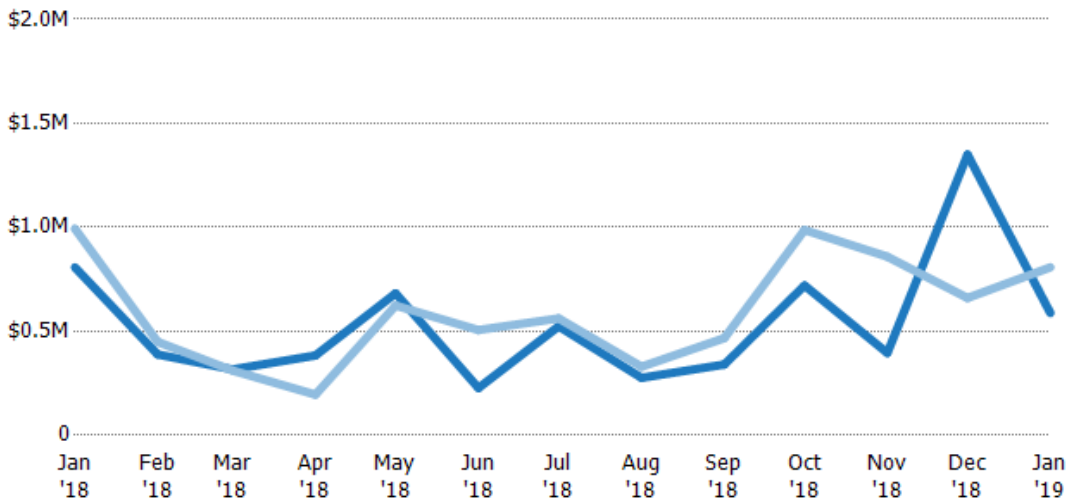
Average Sales Price

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

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



Current Year	\$808K	\$389K	\$317K	\$384K	\$683K	\$227K	\$524K	\$276K	\$340K	\$720K	\$396K	\$1.35M	\$588K
Prior Year	\$994K	\$449K	\$311K	\$195K	\$624K	\$506K	\$562K	\$330K	\$467K	\$987K	\$859K	\$660K	\$808K
Percent Change from Prior Year	-19%	-13%	2%	96%	9%	-55%	-7%	-16%	-27%	-27%	-54%	104%	-27%

Median Sales Price

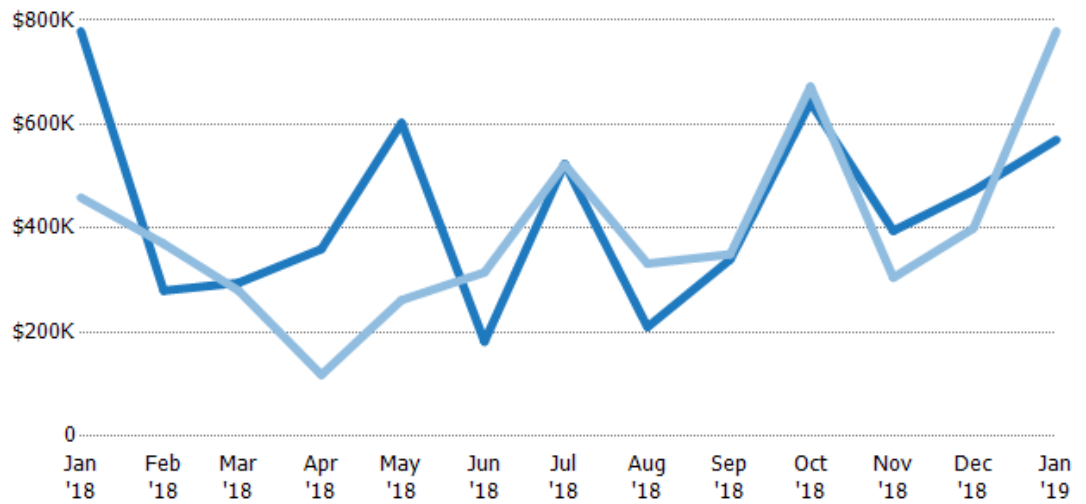
The median sales price of the residential properties sold each month.

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

Month/ Year	Price	% Chg.
Jan '19	\$570K	-26.8%
Jan '18	\$779K	69.7%
Jan '17	\$459K	-25.8%



Current Year	\$779K	\$280K	\$295K	\$360K	\$603K	\$182K	\$524K	\$210K	\$340K	\$643K	\$395K	\$472K	\$570K
Prior Year	\$459K	\$370K	\$280K	\$118K	\$262K	\$315K	\$523K	\$332K	\$350K	\$673K	\$305K	\$400K	\$779K
Percent Change from Prior Year	70%	-24%	5%	205%	130%	-42%	0%	-37%	-3%	-4%	30%	18%	-27%

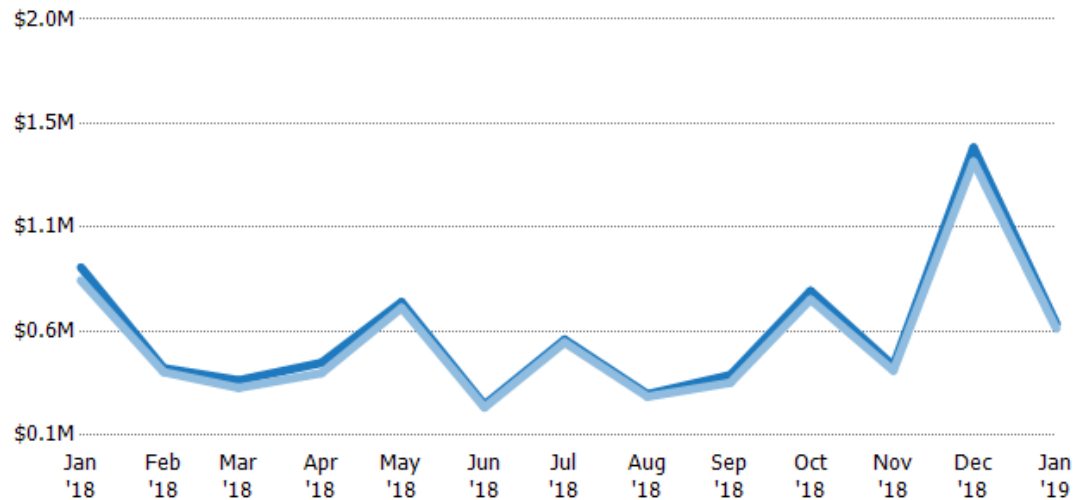
Average Sales Price vs Average Listing Price

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

Filters Used

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

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



Avg List Price	\$867K	\$406K	\$351K	\$431K	\$708K	\$239K	\$537K	\$287K	\$375K	\$760K	\$418K	\$1.41M	\$610K
Avg Sales Price	\$808K	\$389K	\$317K	\$384K	\$683K	\$227K	\$524K	\$276K	\$340K	\$720K	\$396K	\$1.35M	\$588K
Avg Sales Price as a % of Avg List Price	93%	96%	90%	89%	96%	95%	98%	96%	91%	95%	95%	95%	96%

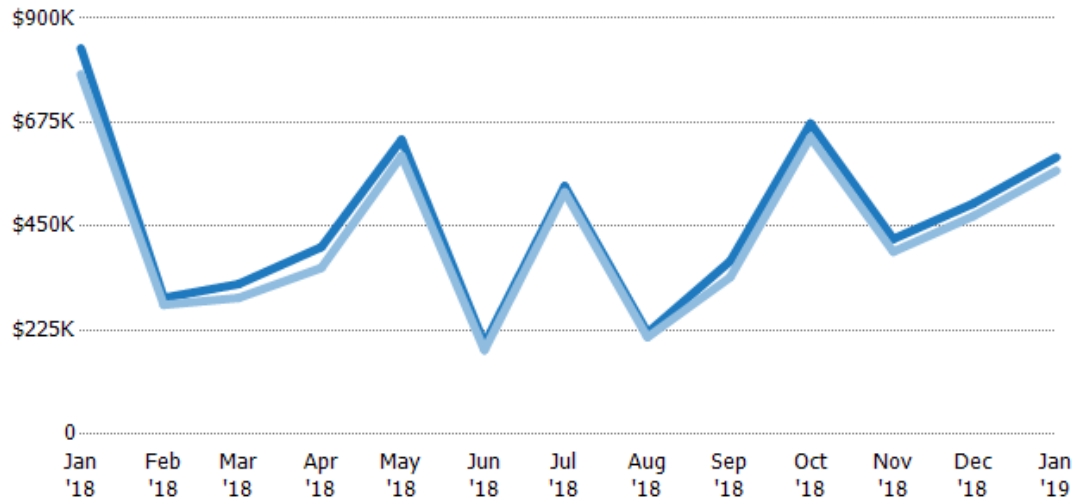
Median Sales Price vs Median Listing Price

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

Filters Used

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

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



Median List Price	\$835K	\$295K	\$325K	\$405K	\$637K	\$195K	\$537K	\$219K	\$375K	\$672K	\$423K	\$499K	\$599K
Median Sales Price	\$779K	\$280K	\$295K	\$360K	\$603K	\$182K	\$524K	\$210K	\$340K	\$643K	\$395K	\$472K	\$570K
Med Sales Price as a % of Med List Price	93%	95%	91%	89%	95%	93%	98%	96%	91%	96%	93%	95%	95%

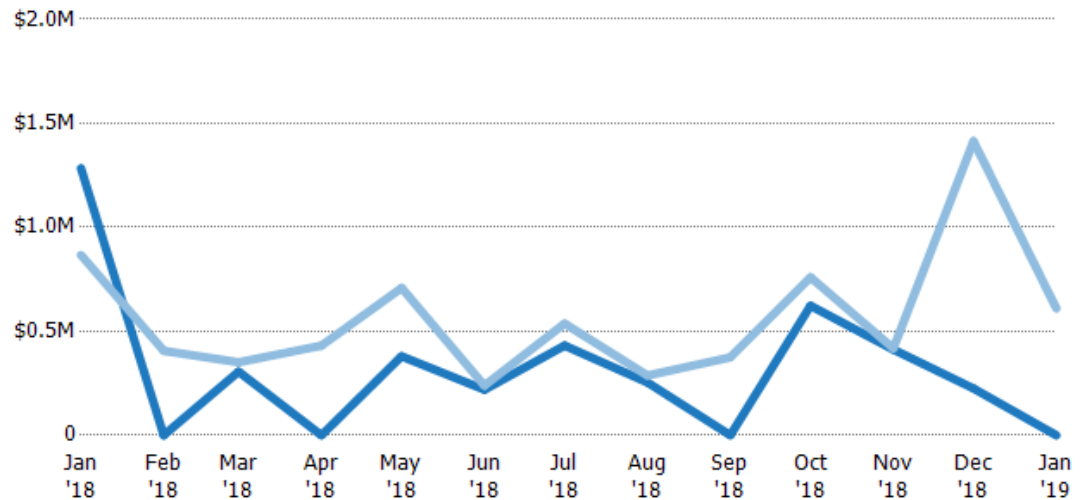
Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

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

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



Avg Est Value	\$1.28M	\$0	\$306K	\$0	\$380K	\$219K	\$431K	\$254K	\$0	\$623K	\$412K	\$225K	\$0
Avg Sales Price	\$867K	\$406K	\$351K	\$431K	\$708K	\$239K	\$537K	\$287K	\$375K	\$760K	\$418K	\$1.41M	\$610K
Avg Sales Price as a % of Avg Est Value	68%	100%	115%	100%	186%	109%	125%	113%	100%	122%	101%	628%	100%

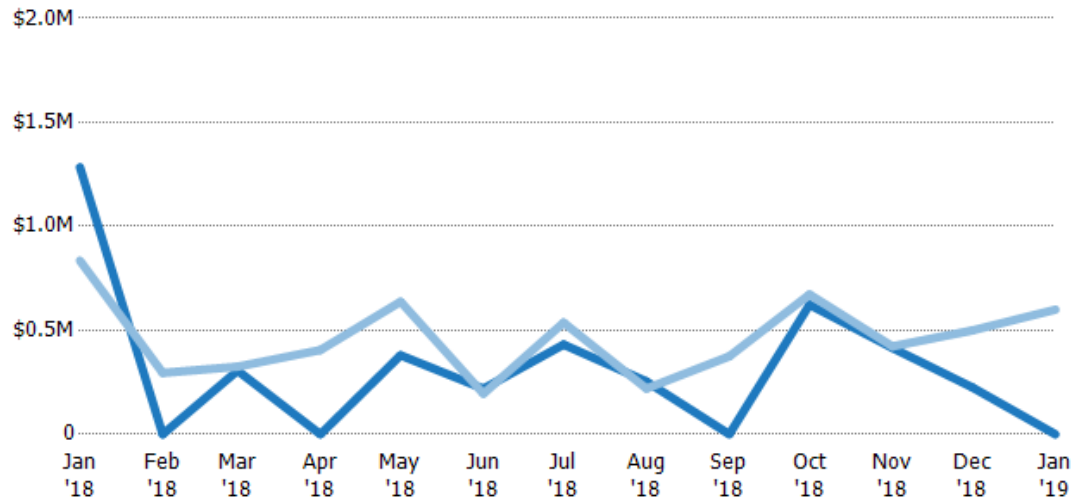
Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

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

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



Median Est Value	\$1.28M	\$0	\$306K	\$0	\$380K	\$219K	\$431K	\$254K	\$0	\$623K	\$415K	\$225K	\$0
Median Sales Price	\$835K	\$295K	\$325K	\$405K	\$637K	\$195K	\$537K	\$219K	\$375K	\$672K	\$423K	\$499K	\$599K
Med Sales Price as a % of Med Est Value	65%	100%	106%	100%	168%	89%	125%	86%	100%	108%	102%	222%	100%