

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	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	3	6	-50%	20	18	+11.1%
New Listing Volume	\$1,313,000	\$2,905,800	-54.8%	\$11,935,500	\$13,881,700	-14%
Active Listing Count	52	57	-8.8%	N/A	N/A	
Active Listing Volume	\$59,178,009	\$61,670,299	-4%	N/A	N/A	
Average Listing Price	\$1,138,039	\$1,081,935	+5.2%	\$1,071,183	\$1,134,892	-5.6%
Median Listing Price	\$692,000	\$595,000	+16.3%	\$634,506	\$595,000	+6.6%
Median Days in RPR	265	211	+25.6%	241.56	197.86	+22.1%
Months of Inventory	17.3	19	-8.8%	15.8	8	+98.9%
Absorption Rate	5.77%	5.26%	+0.5%	6.32%	12.57%	-6.2%
Sales Activity Charts Metrics						
New Pending Sales Count	11	6	+83.3%	30	15	+100%
New Pending Sales Volume	\$5,369,400	\$5,177,000	+3.7%	\$15,107,300	\$10,056,200	+50.2%
Pending Sales Count	20	11	+81.8%	N/A	N/A	
Pending Sales Volume	\$10,195,300	\$7,958,300	+28.1%	N/A	N/A	
Closed Sales Count	7	3	+133.3%	16	11	+45.5%
Closed Sales Volume	\$2,716,500	\$950,000	+185.9%	\$8,941,000	\$5,580,500	+60.2%
Average Sales Price	\$388,071	\$316,667	+22.5%	\$558,812	\$507,318	+10.2%
Median Sales Price	\$285,000	\$295,000	-3.4%	\$476,625	\$509,091	-6.4%

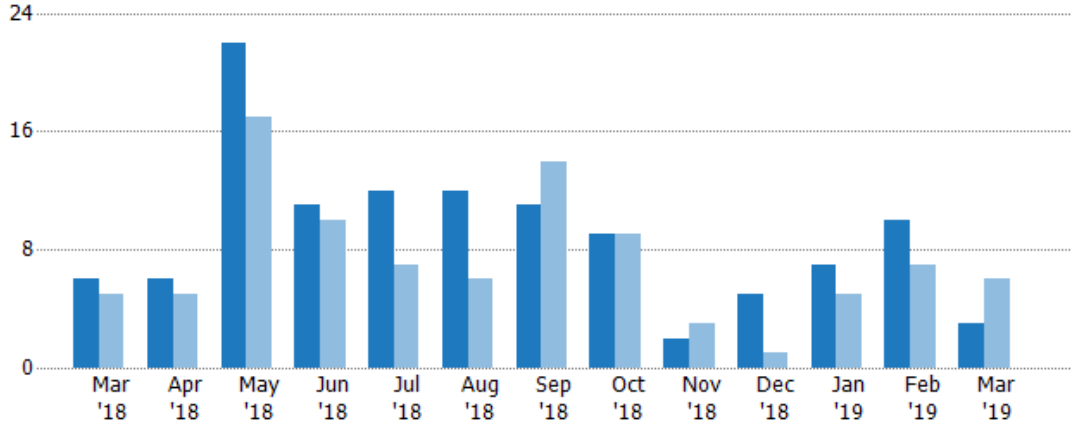
New Listings

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	3	6	-50%
Mar '18	6	6	20%
Mar '17	5	5	100%

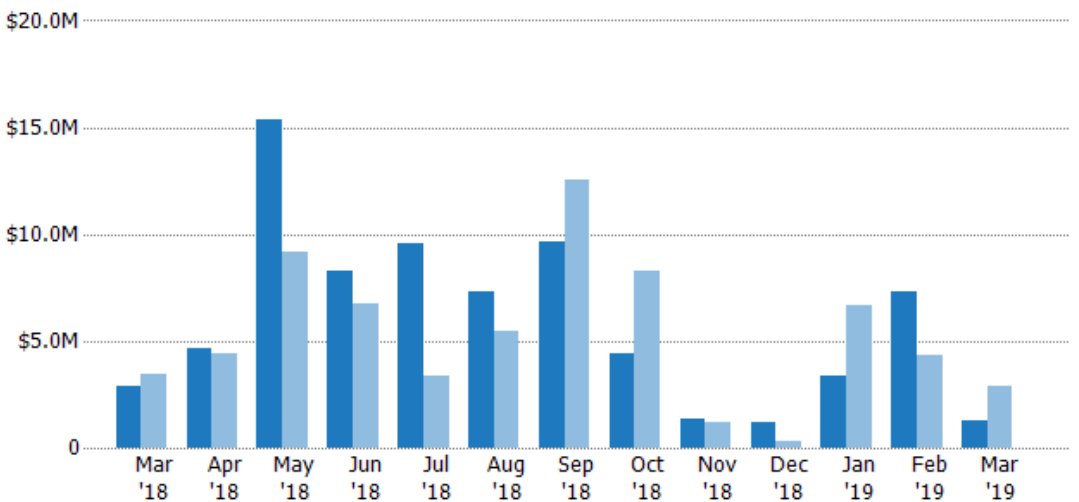
New Listing Volume

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



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$1.31M	\$2.91M	-54.8%
Mar '18	\$2.91M	\$3.48M	-16.6%
Mar '17	\$3.48M	\$3.48M	234%

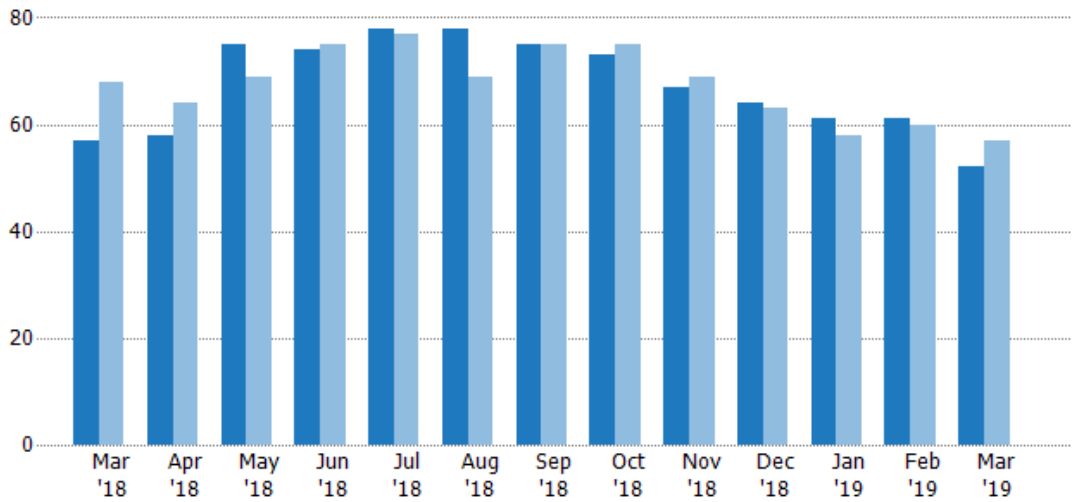
Active Listings

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	52	57	-8.8%
Mar '18	57	57	-16.2%
Mar '17	68	68	-1.5%

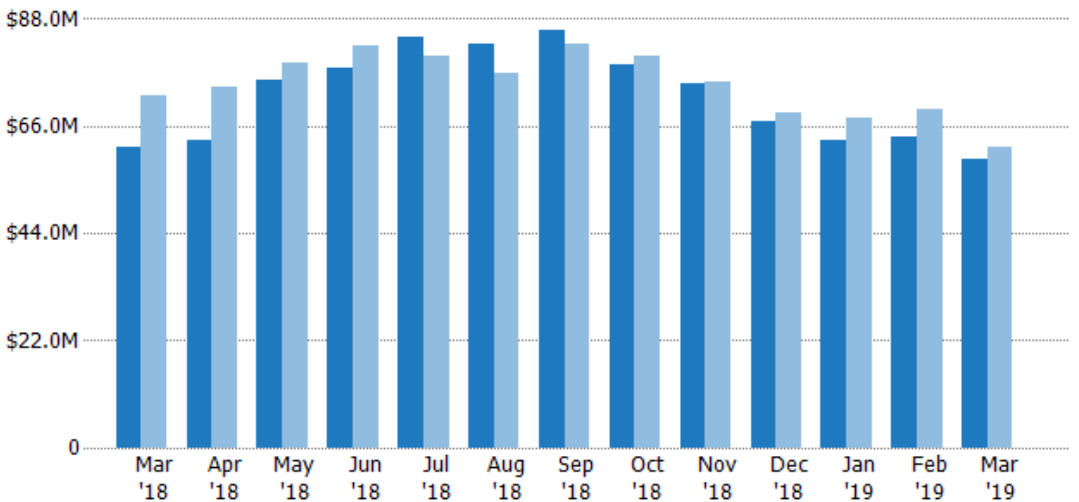
Active Listing Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$59.2M	\$61.7M	-4%
Mar '18	\$61.7M	\$61.7M	-14.8%
Mar '17	\$72.4M	\$72.4M	-11.1%

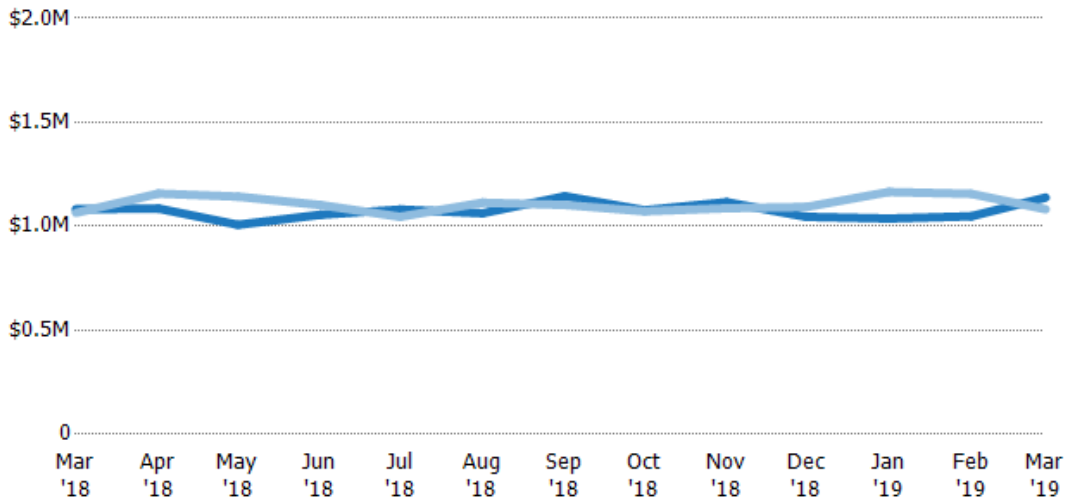
Average Listing Price

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	Current Year Price	Prior Year Price	Percent Change from Prior Year
Mar '18	\$1.08M	\$1.06M	2%
Apr '18	\$1.09M	\$1.16M	-6%
May '18	\$1.01M	\$1.14M	-12%
Jun '18	\$1.06M	\$1.1M	-4%
Jul '18	\$1.08M	\$1.05M	3%
Aug '18	\$1.06M	\$1.11M	-5%
Sep '18	\$1.14M	\$1.1M	4%
Oct '18	\$1.08M	\$1.07M	0%
Nov '18	\$1.12M	\$1.09M	3%
Dec '18	\$1.05M	\$1.09M	-4%
Jan '19	\$1.04M	\$1.17M	-11%
Feb '19	\$1.05M	\$1.16M	-9%
Mar '19	\$1.14M	\$1.08M	5%

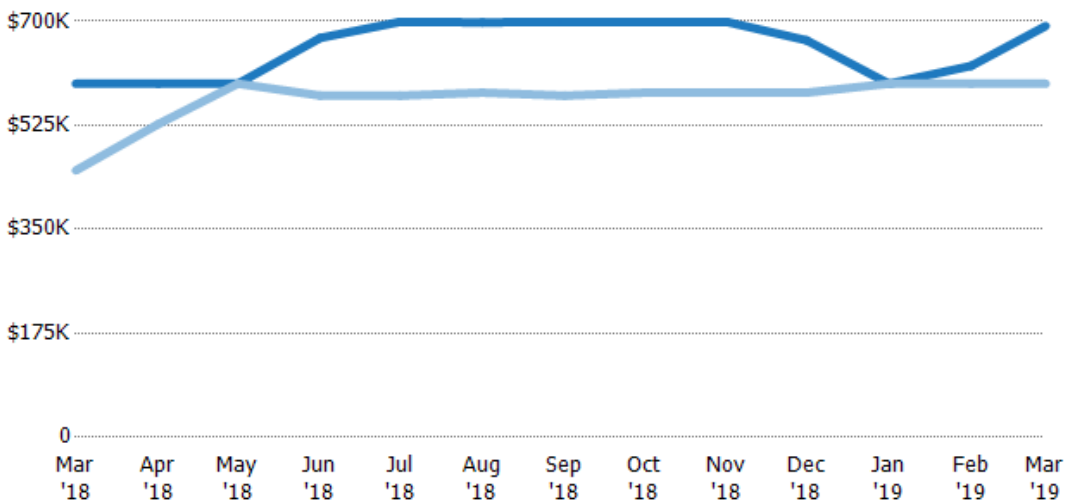
Median Listing Price

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	Current Year Price	Prior Year Price	Percent Change from Prior Year
Mar '18	\$595K	\$449K	33%
Apr '18	\$595K	\$527K	13%
May '18	\$595K	\$595K	0%
Jun '18	\$672K	\$575K	17%
Jul '18	\$699K	\$575K	22%
Aug '18	\$698K	\$580K	20%
Sep '18	\$699K	\$575K	22%
Oct '18	\$699K	\$580K	21%
Nov '18	\$699K	\$580K	21%
Dec '18	\$668K	\$580K	15%
Jan '19	\$595K	\$595K	0%
Feb '19	\$625K	\$595K	5%
Mar '19	\$692K	\$595K	16%

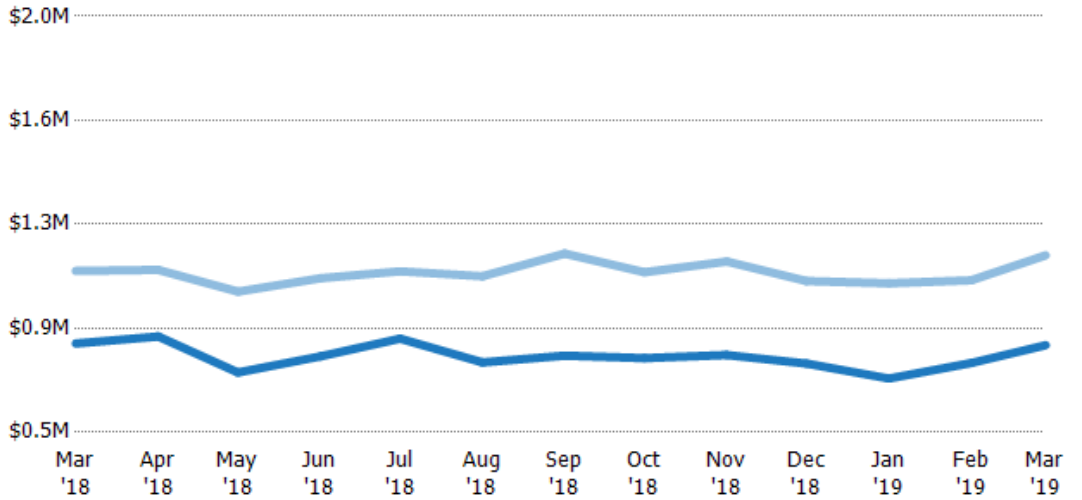
Average Listing Price vs Average Est Value

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,
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05091

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Family Residence



Avg Est Value	\$820K	\$845K	\$716K	\$774K	\$838K	\$752K	\$776K	\$767K	\$778K	\$748K	\$694K	\$750K	\$814K
Avg Listing Price	\$1.08M	\$1.09M	\$1.01M	\$1.06M	\$1.08M	\$1.06M	\$1.14M	\$1.08M	\$1.12M	\$1.05M	\$1.04M	\$1.05M	\$1.14M
Avg Listing Price as a % of Avg Est Value	132%	128%	141%	136%	129%	141%	147%	140%	143%	140%	150%	140%	140%

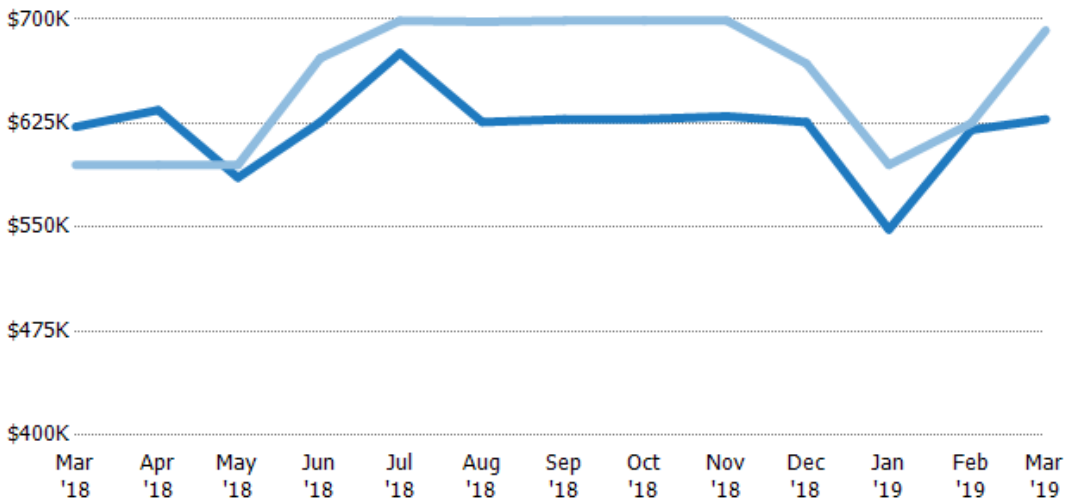
Median Listing Price vs Median Est Value

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



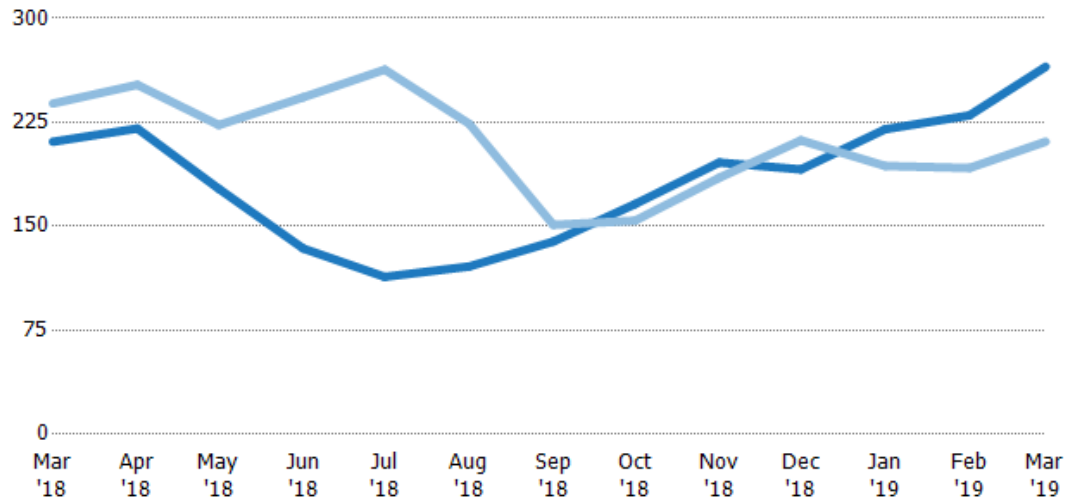
Median Est Value	\$622K	\$634K	\$586K	\$626K	\$676K	\$626K	\$628K	\$628K	\$630K	\$626K	\$548K	\$620K	\$628K
Median Listing Price	\$595K	\$595K	\$595K	\$672K	\$699K	\$698K	\$699K	\$699K	\$699K	\$668K	\$595K	\$625K	\$692K
Med Listing Price as a % of Med Est Value	96%	94%	102%	107%	103%	112%	111%	111%	111%	107%	108%	101%	110%

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.
Mar '19	265	25.6%
Mar '18	211	-11.5%
Mar '17	239	-49.3%

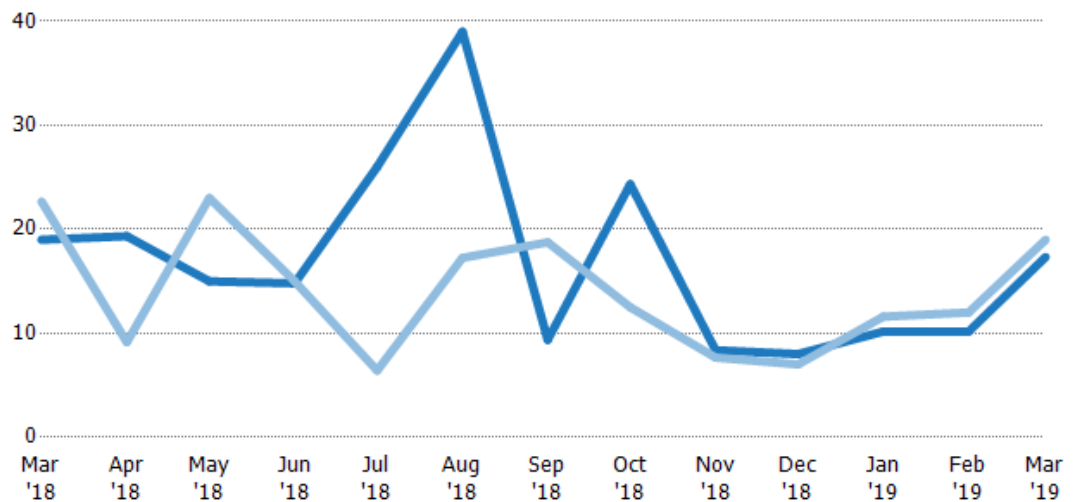
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	211	221	177	134	114	121	139	166	196	191	220	230	265
Prior Year	239	252	223	243	263	224	151	154	185	212	194	192	211
Percent Change from Prior Year	-12%	-13%	-21%	-45%	-57%	-46%	-8%	8%	6%	-10%	14%	20%	26%

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.
Mar '19	17.3	-8.8%
Mar '18	19	-16.2%
Mar '17	22.7	-40.9%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	19	19.3	15	14.8	26	39	9.38	24.3	8.38	8	10.2	10.2	17.3
Prior Year	22.7	9.14	23	15	6.42	17.3	18.8	12.5	7.67	7	11.6	12	19
Percent Change from Prior Year	-16%	111%	-35%	-1%	305%	126%	-50%	95%	9%	14%	-12%	-15%	-9%

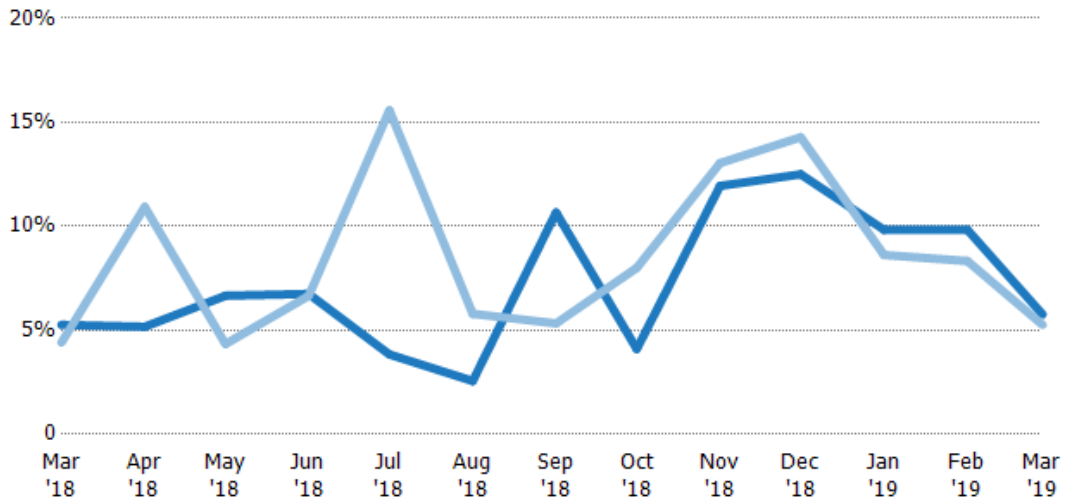
Absorption Rate

The percentage of inventory sold per month.

Filters Used

ZIP: Bridgewater Corners, VT 05035,
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05091

Property Type:
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Family Residence



Month/Year	Rate	Chg.
Mar '19	6%	-0.5%
Mar '18	5%	-0.9%
Mar '17	4%	69.2%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	5%	5%	7%	7%	4%	3%	11%	4%	12%	13%	10%	10%	6%
Prior Year	4%	11%	4%	7%	16%	6%	5%	8%	13%	14%	9%	8%	5%
Change from Prior Year	-1%	6%	-2%	0%	12%	3%	-5%	4%	1%	2%	-1%	-2%	-1%

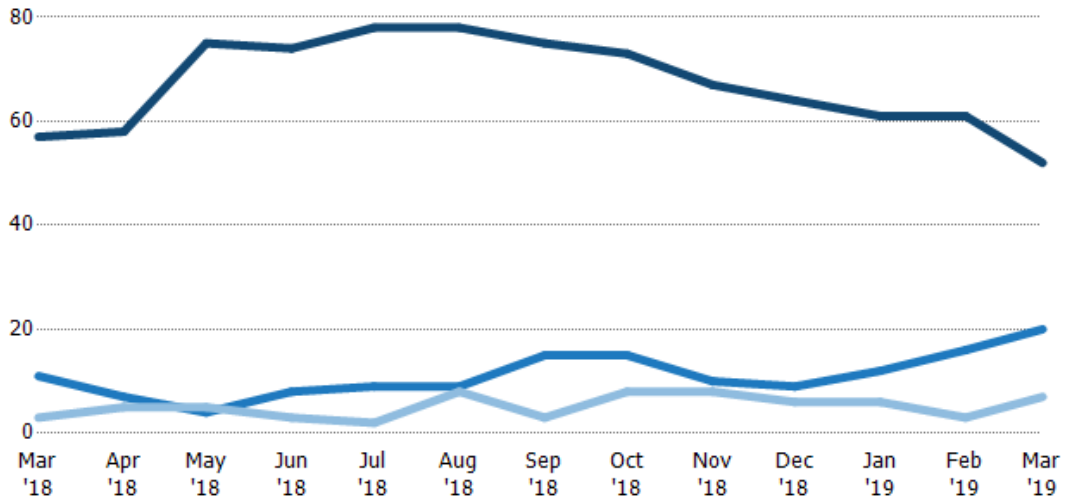
Active/Pending/Sold Units

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

Filters Used

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05091

Property Type:
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Family Residence



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Active	57	58	75	74	78	78	75	73	67	64	61	61	52
Pending	11	7	4	8	9	9	15	15	10	9	12	16	20
Sold	3	5	5	3	2	8	3	8	8	6	6	3	7

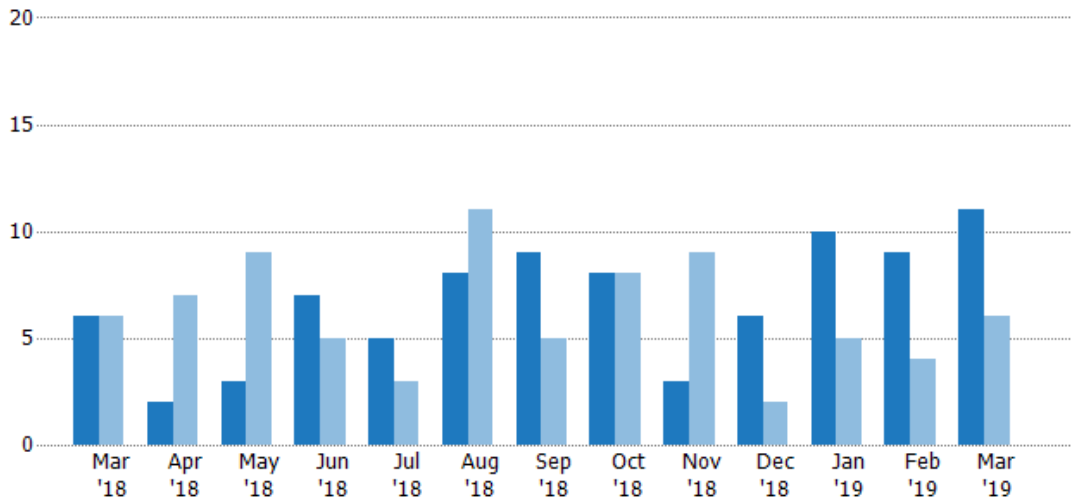
New Pending Sales

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

Filters Used

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

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



Month/Year	Count	% Chg.
Mar '19	11	83.3%
Mar '18	6	0%
Mar '17	6	-66.7%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	6	2	3	7	5	8	9	8	3	6	10	9	11
Prior Year	6	7	9	5	3	11	5	8	9	2	5	4	6
Percent Change from Prior Year	0%	-71%	-67%	40%	67%	-27%	80%	0%	-67%	200%	100%	125%	83%

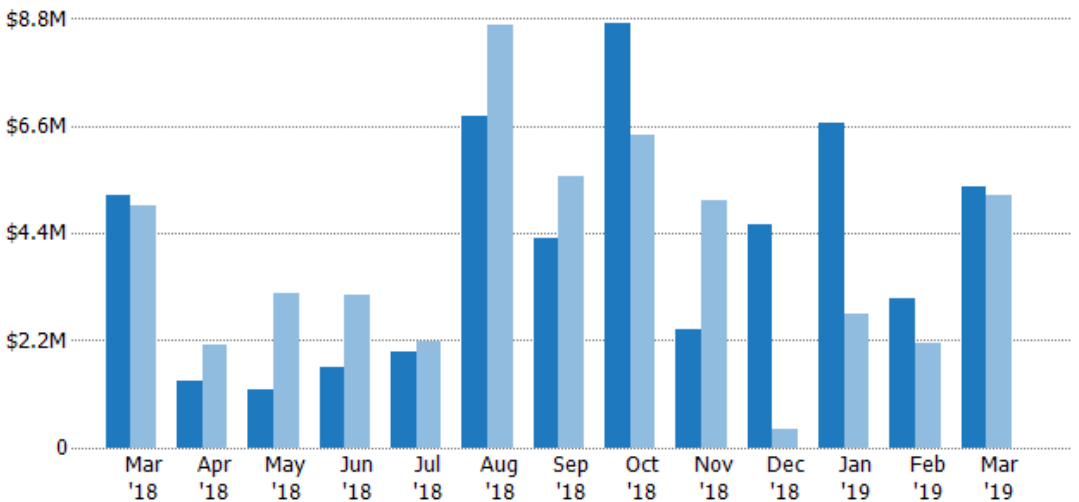
New Pending Sales Volume

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.
Mar '19	\$5.37M	3.7%
Mar '18	\$5.18M	4.1%
Mar '17	\$4.97M	-94%

	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$5.18M	\$1.38M	\$1.21M	\$1.64M	\$1.97M	\$6.8M	\$4.3M	\$8.71M	\$2.42M	\$4.57M	\$6.66M	\$3.08M	\$5.37M
Prior Year	\$4.97M	\$2.1M	\$3.16M	\$3.12M	\$2.18M	\$8.68M	\$5.55M	\$6.43M	\$5.09M	\$368K	\$2.74M	\$2.14M	\$5.18M
Percent Change from Prior Year	4%	-34%	-62%	-48%	-10%	-22%	-23%	35%	-52%	1,143%	143%	44%	4%

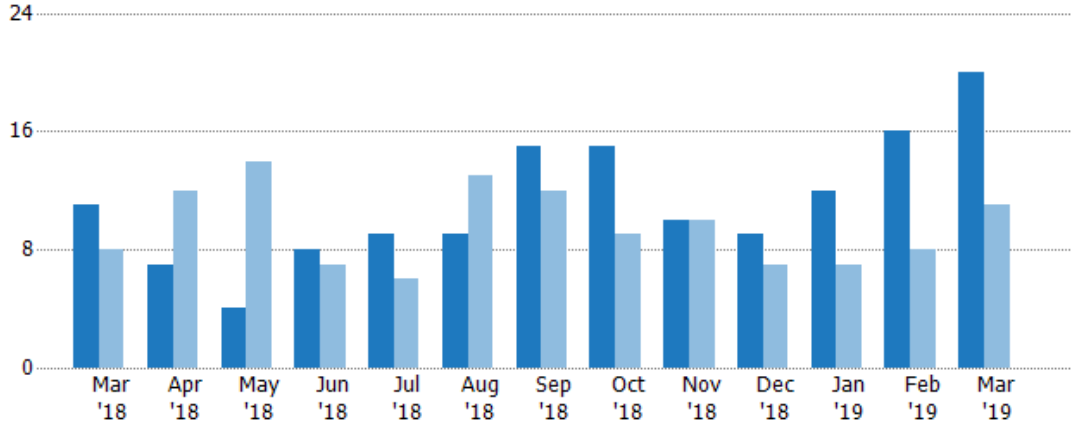
Pending Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	20	11	81.8%
Mar '18	11	8	37.5%
Mar '17	8	-	-50%

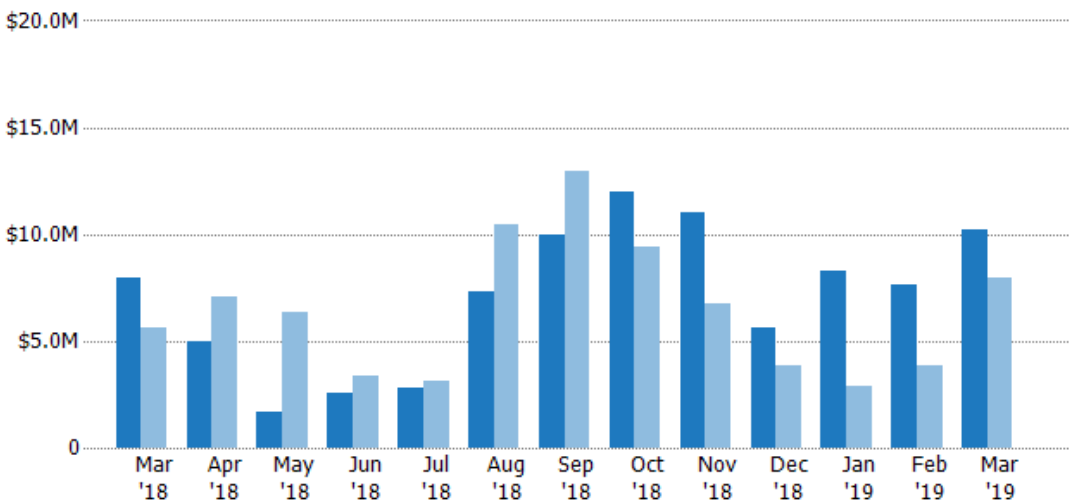
Pending Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$10.2M	\$7.96M	28.1%
Mar '18	\$7.96M	\$5.63M	41.5%
Mar '17	\$5.63M	-	-69.5%

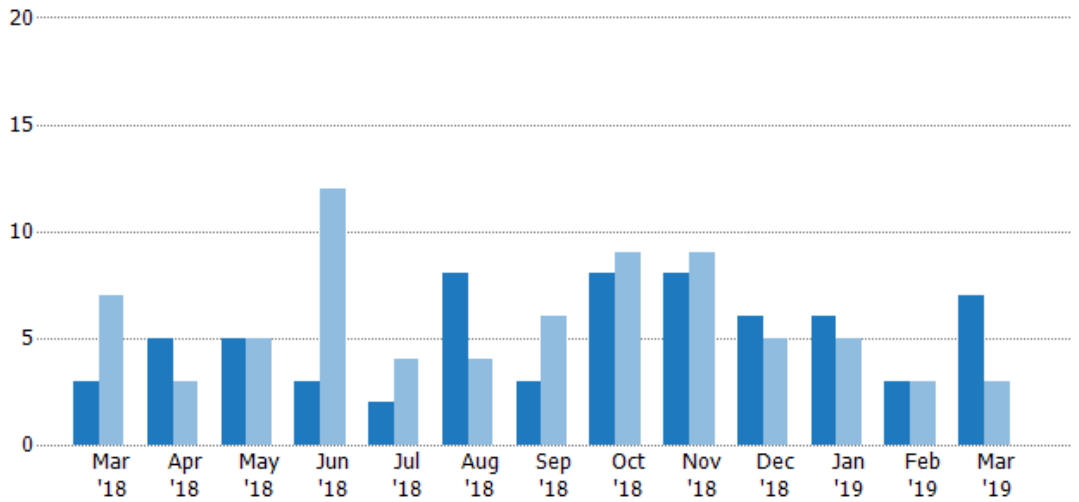
Closed Sales

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	7	3	133.3%
Mar '18	3	7	-57.1%
Mar '17	7	3	-42.9%

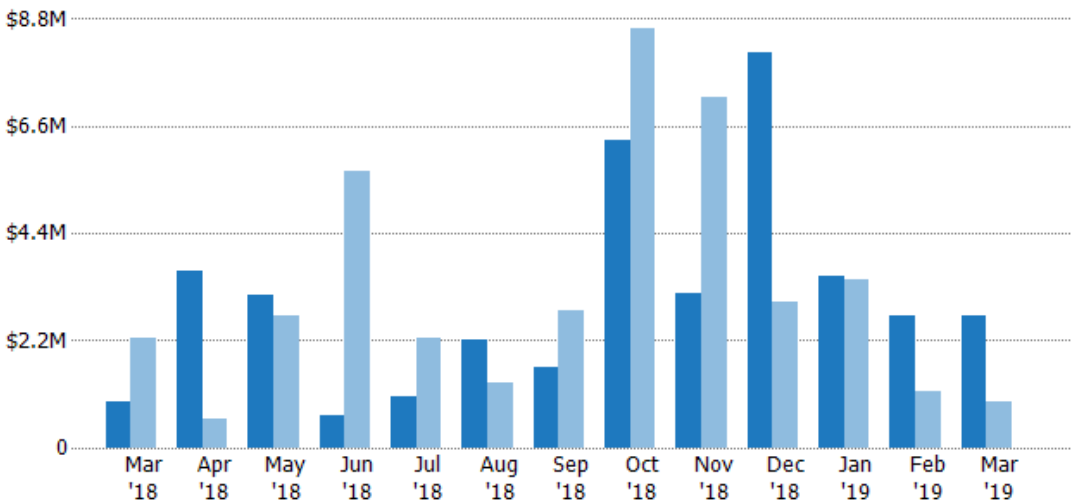
Closed Sales Volume

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	Current Year	Prior Year	Percent Change from Prior Year
Mar '19	\$2.72M	\$950K	185.9%
Mar '18	\$950K	\$2.26M	-58%
Mar '17	\$2.26M	\$950K	-78.9%

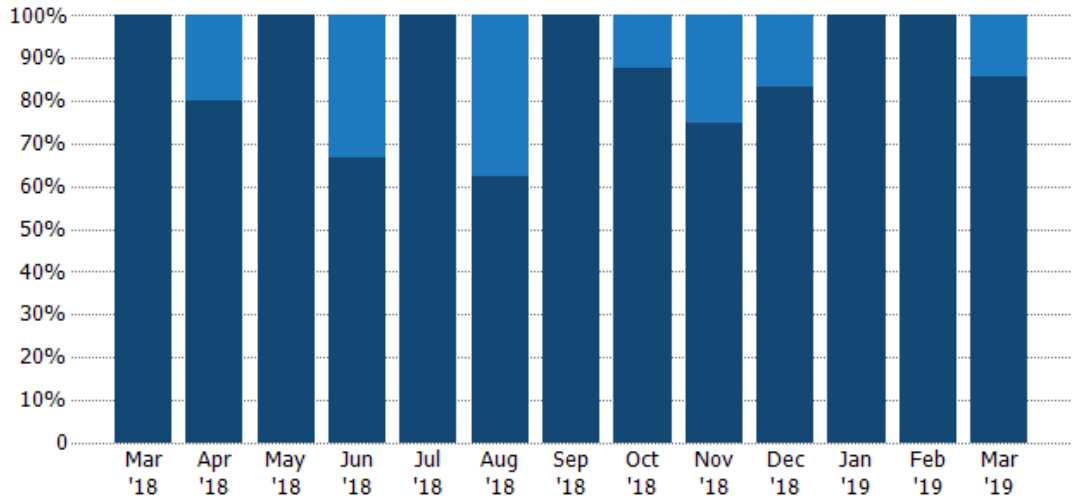
Closed Sales by Property Type

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	-	20%	-	33%	-	38%	-	13%	25%	17%	-	-	14%
Single Family Residence	100%	80%	100%	67%	100%	63%	100%	88%	75%	83%	100%	100%	86%

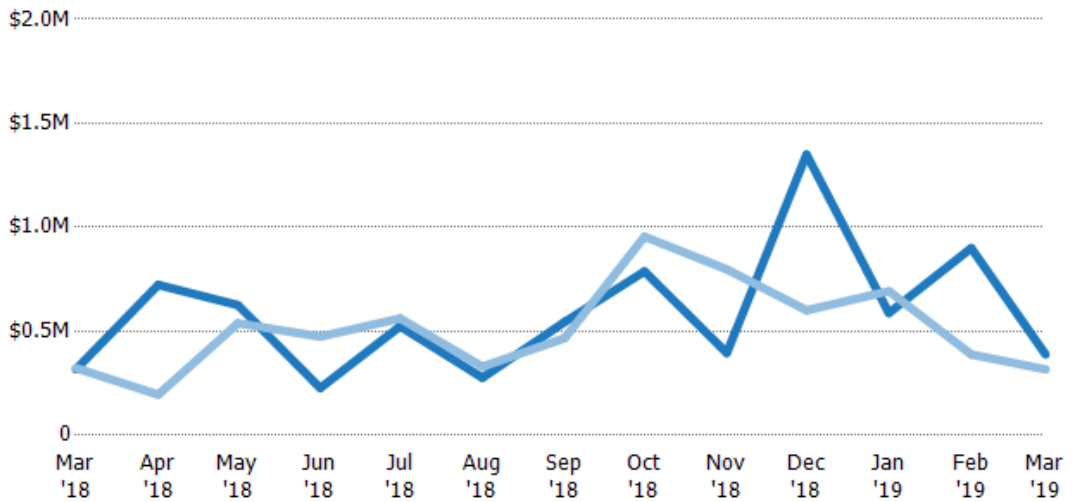
Average Sales Price

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



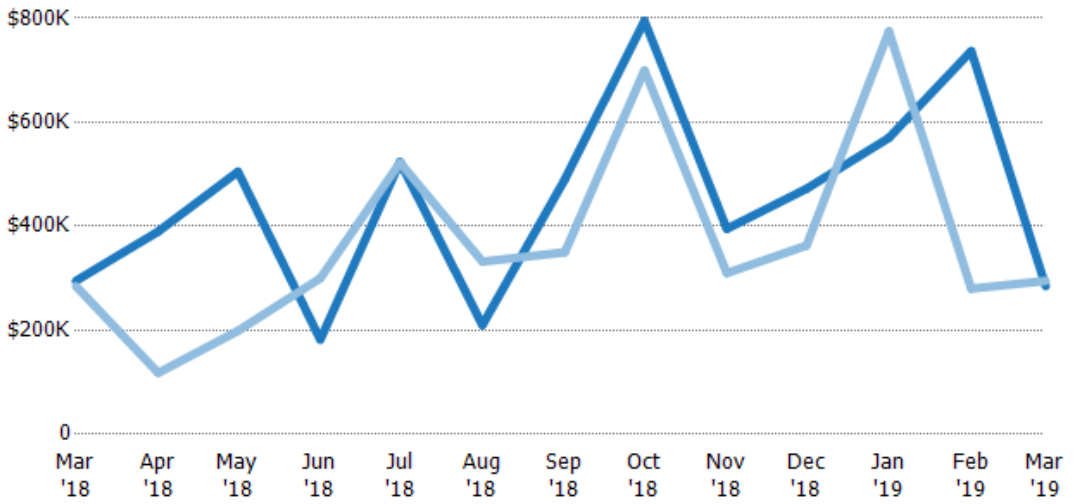
Current Year	\$317K	\$723K	\$626K	\$227K	\$524K	\$276K	\$545K	\$788K	\$396K	\$1.35M	\$588K	\$900K	\$388K
Prior Year	\$323K	\$195K	\$539K	\$474K	\$562K	\$330K	\$467K	\$955K	\$798K	\$601K	\$693K	\$389K	\$317K
Percent Change from Prior Year	-2%	270%	16%	-52%	-7%	-16%	17%	-18%	-50%	125%	-15%	132%	23%

Median Sales Price

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

Filters Used

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



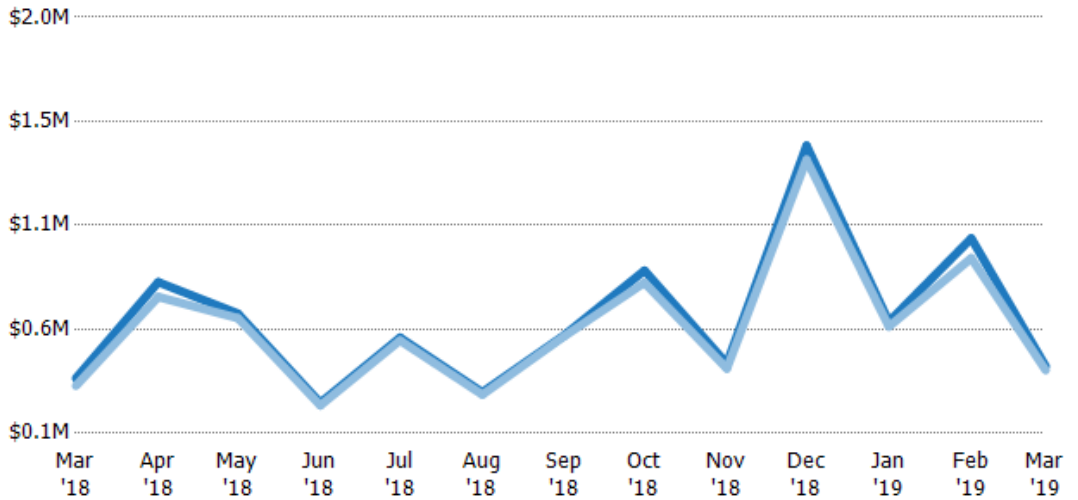
Month/Year	Current Year Price	Prior Year Price	Percent Change from Prior Year
Mar '18	\$295K	\$285K	4%
Apr '18	\$390K	\$118K	231%
May '18	\$505K	\$199K	154%
Jun '18	\$182K	\$300K	-39%
Jul '18	\$524K	\$523K	0%
Aug '18	\$210K	\$332K	-37%
Sep '18	\$490K	\$350K	40%
Oct '18	\$795K	\$700K	14%
Nov '18	\$395K	\$310K	27%
Dec '18	\$472K	\$363K	30%
Jan '19	\$570K	\$775K	-26%
Feb '19	\$737K	\$280K	163%
Mar '19	\$285K	\$295K	-3%

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



Month/Year	Avg List Price	Avg Sales Price	Avg Sales Price as a % of Avg List Price
Mar '18	\$351K	\$317K	90%
Apr '18	\$790K	\$723K	91%
May '18	\$647K	\$626K	97%
Jun '18	\$239K	\$227K	95%
Jul '18	\$537K	\$524K	98%
Aug '18	\$287K	\$276K	96%
Sep '18	\$550K	\$545K	99%
Oct '18	\$843K	\$788K	93%
Nov '18	\$418K	\$396K	95%
Dec '18	\$1.41M	\$1.35M	95%
Jan '19	\$610K	\$588K	96%
Feb '19	\$991K	\$900K	91%
Mar '19	\$405K	\$388K	96%

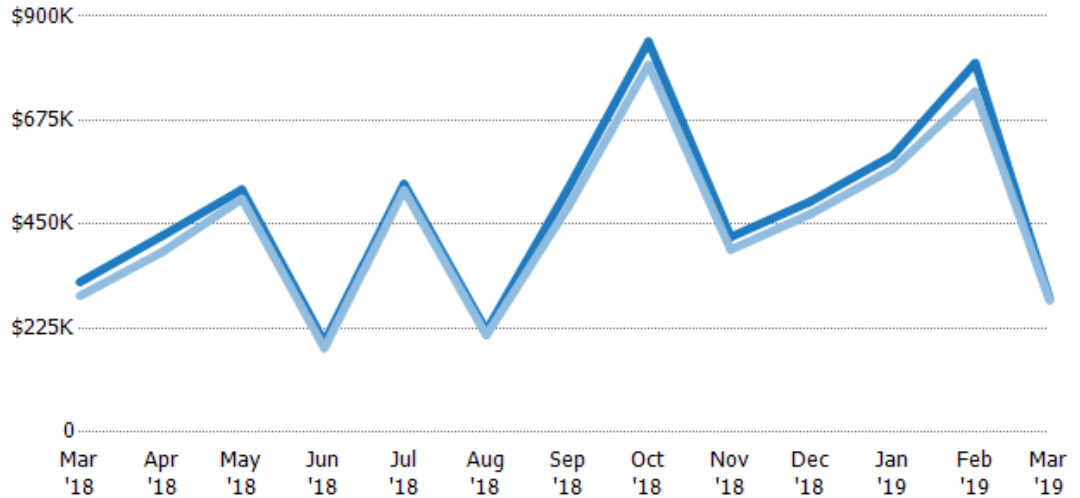
Median Sales Price vs Median Listing Price

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	\$325K	\$425K	\$525K	\$195K	\$537K	\$219K	\$530K	\$845K	\$423K	\$499K	\$599K	\$799K	\$289K
Median Sales Price	\$295K	\$390K	\$505K	\$182K	\$524K	\$210K	\$490K	\$795K	\$395K	\$472K	\$570K	\$737K	\$285K
Med Sales Price as a % of Med List Price	91%	92%	96%	93%	98%	96%	93%	94%	93%	95%	95%	92%	99%

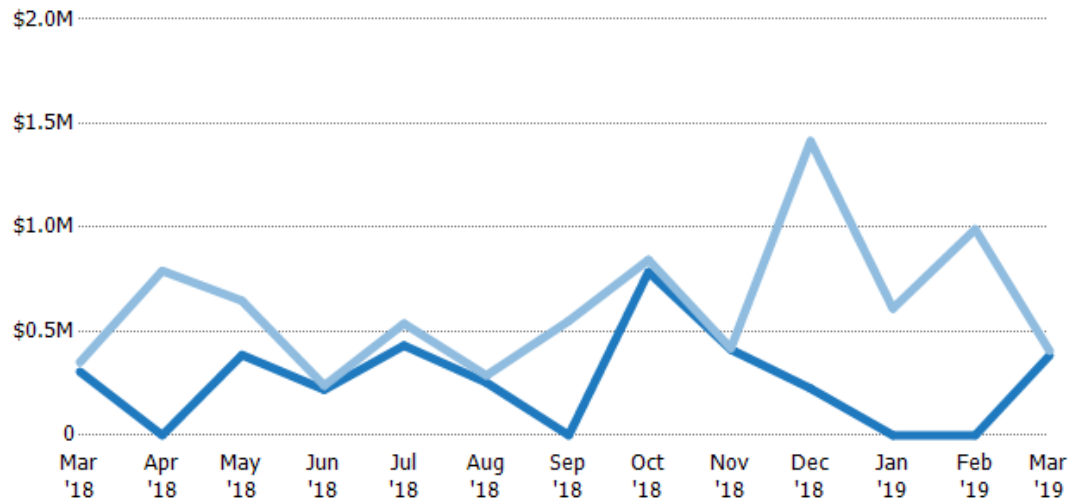
Average Sales Price vs Average Est Value

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$306K	\$0	\$386K	\$219K	\$431K	\$253K	\$0	\$785K	\$412K	\$225K	\$0	\$0	\$384K
Avg Sales Price	\$351K	\$790K	\$647K	\$239K	\$537K	\$287K	\$550K	\$843K	\$418K	\$1.41M	\$610K	\$991K	\$405K
Avg Sales Price as a % of Avg Est Value	115%	100%	168%	109%	125%	114%	100%	108%	101%	628%	100%	100%	106%

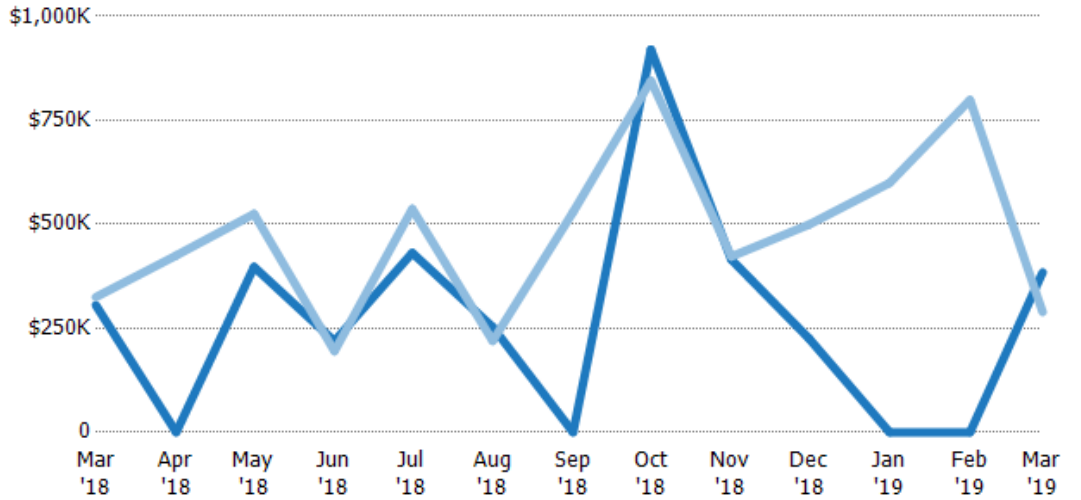
Median Sales Price vs Median Est Value

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	\$306K	\$0	\$398K	\$219K	\$431K	\$253K	\$0	\$920K	\$415K	\$225K	\$0	\$0	\$384K
Median Sales Price	\$325K	\$425K	\$525K	\$195K	\$537K	\$219K	\$530K	\$845K	\$423K	\$499K	\$599K	\$799K	\$289K
Med Sales Price as a % of Med Est Value	106%	100%	132%	89%	125%	87%	100%	92%	102%	222%	100%	100%	75%