

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	May 2019	May 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	17	21	-19%	42	43	-2.3%
New Listing Volume	\$12,088,900	\$14,564,710	-17%	\$26,428,400	\$31,683,410	-16.6%
Active Listing Count	54	73	-26%	N/A	N/A	
Active Listing Volume	\$47,884,200	\$73,245,609	-34.6%	N/A	N/A	
Average Listing Price	\$886,744	\$1,003,365	-11.6%	\$1,016,975	\$1,095,743	-7.2%
Median Listing Price	\$590,000	\$569,000	+3.7%	\$621,822	\$584,410	+6.4%
Median Days in RPR	229.5	188	+22.1%	248.05	206.48	+20.1%
Months of Inventory	6.8	12.2	-44.5%	13.9	9.6	+44.2%
Absorption Rate	14.81%	8.22%	+6.6%	7.19%	10.37%	-3.2%
Sales Activity Charts Metrics						
New Pending Sales Count	9	3	+200%	41	20	+105%
New Pending Sales Volume	\$4,354,400	\$1,205,500	+261.2%	\$21,042,199	\$12,640,600	+66.5%
Pending Sales Count	12	4	+200%	N/A	N/A	
Pending Sales Volume	\$6,714,499	\$1,648,500	+307.3%	N/A	N/A	
Closed Sales Count	9	4	+125%	32	21	+52.4%
Closed Sales Volume	\$4,331,500	\$2,624,000	+65.1%	\$16,324,900	\$12,149,500	+34.4%
Average Sales Price	\$481,278	\$656,000	-26.6%	\$510,153	\$578,548	-11.8%
Median Sales Price	\$282,500	\$549,500	-48.6%	\$373,703	\$474,190	-21.2%

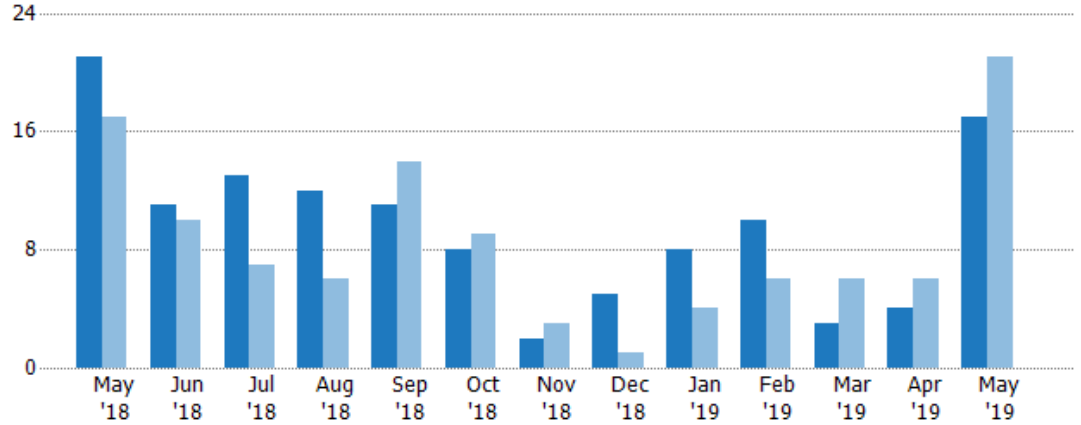
New Listings

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	21	11	13	12	11	8	2	5	8	10	3	4	17
Prior Year	17	10	7	6	14	9	3	1	4	6	6	6	21
Percent Change from Prior Year	24%	10%	86%	100%	-21%	-11%	-33%	400%	100%	67%	-50%	-33%	-19%

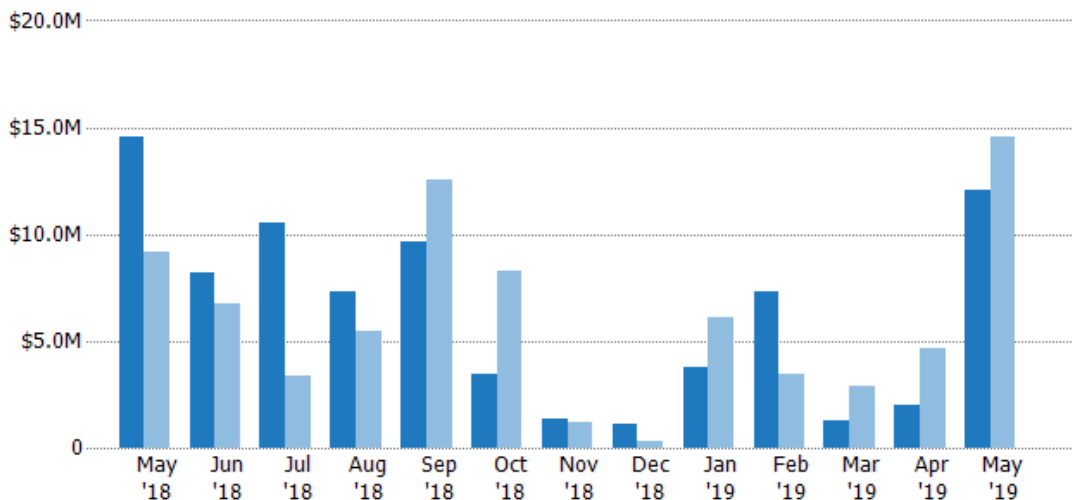
New Listing Volume

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	\$14.6M	\$8.21M	\$10.5M	\$7.35M	\$9.67M	\$3.48M	\$1.36M	\$1.13M	\$3.78M	\$7.28M	\$1.31M	\$1.98M	\$12.1M
Prior Year	\$9.16M	\$6.76M	\$3.36M	\$5.44M	\$12.6M	\$8.27M	\$1.19M	\$289K	\$6.12M	\$3.43M	\$2.91M	\$4.66M	\$14.6M
Percent Change from Prior Year	59%	21%	212%	35%	-23%	-58%	15%	292%	-38%	112%	-55%	-58%	-17%

Active Listings

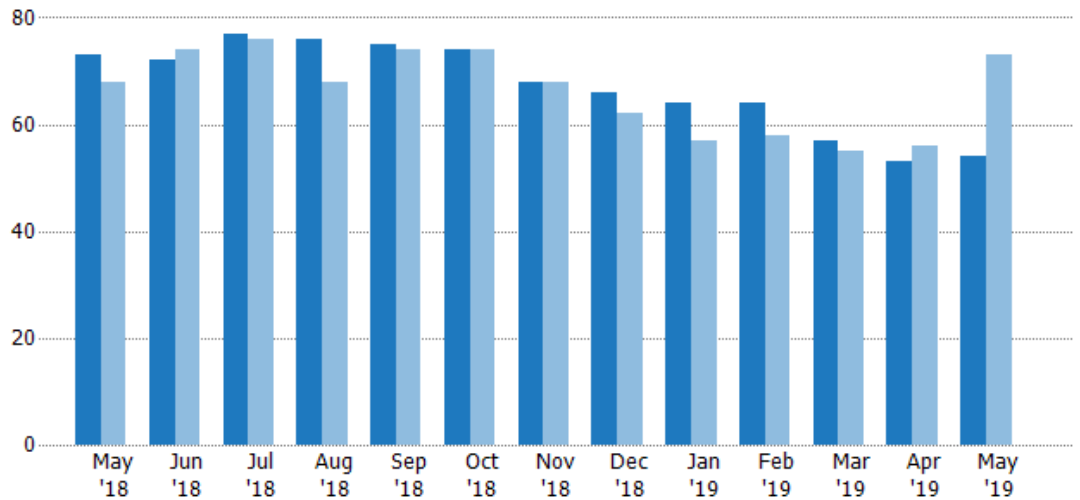
The number of active residential listings at the end of each month.

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.
May '19	54	-26%
May '18	73	7.4%
May '17	68	2.9%



Current Year	73	72	77	76	75	74	68	66	64	64	57	53	54
Prior Year	68	74	76	68	74	74	68	62	57	58	55	56	73
Percent Change from Prior Year	7%	-3%	1%	12%	1%	0%	0%	6%	12%	10%	4%	-5%	-26%

Active Listing Volume

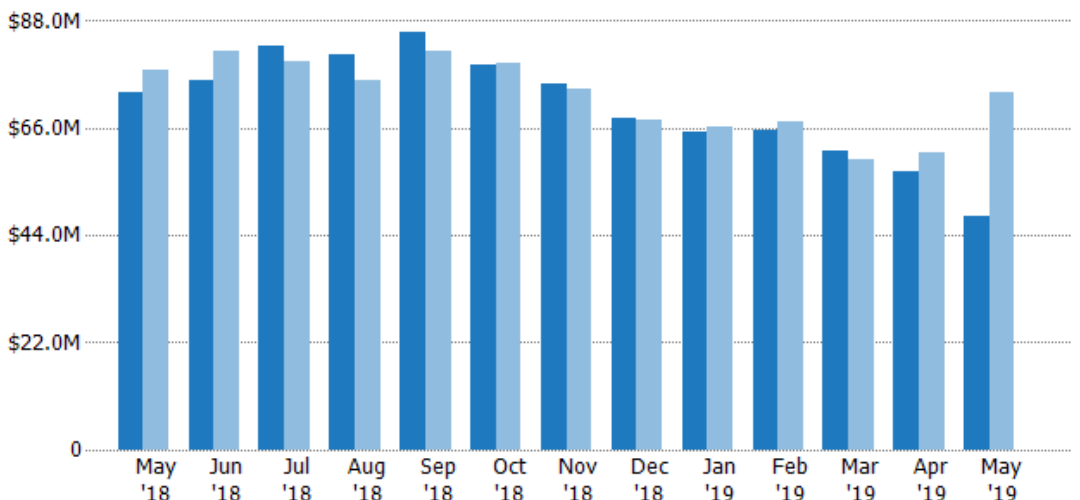
The sum of the listing price of active residential listings at the end of each month.

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.
May '19	\$47.9M	-34.6%
May '18	\$73.2M	-5.9%
May '17	\$77.8M	-28.8%



Current Year	\$73.2M	\$75.7M	\$82.8M	\$81M	\$85.6M	\$78.9M	\$75.1M	\$68.1M	\$65.1M	\$65.7M	\$61.3M	\$57M	\$47.9M
Prior Year	\$77.8M	\$81.7M	\$79.5M	\$75.8M	\$81.7M	\$79.4M	\$74M	\$67.8M	\$66.5M	\$67.3M	\$59.7M	\$60.9M	\$73.2M
Percent Change from Prior Year	-6%	-7%	4%	7%	5%	-1%	1%	0%	-2%	-2%	3%	-6%	-35%

Average Listing Price

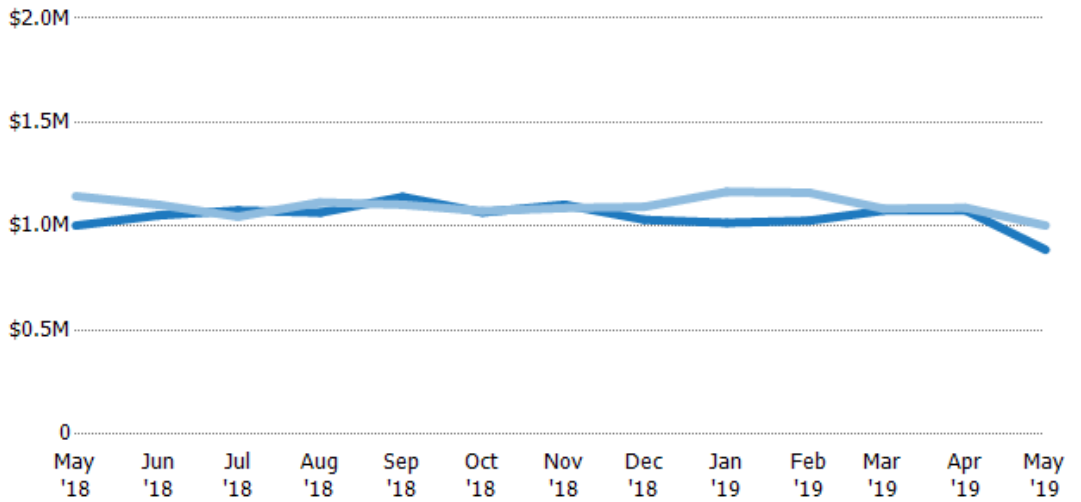
The average listing price of active residential listings at the end of each month.

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.
May '19	\$887K	-11.6%
May '18	\$1M	-12.3%
May '17	\$1.14M	-30.9%



Current Year	\$1M	\$1.05M	\$1.08M	\$1.07M	\$1.14M	\$1.07M	\$1.1M	\$1.03M	\$1.02M	\$1.03M	\$1.08M	\$1.08M	\$887K
Prior Year	\$1.14M	\$1.1M	\$1.05M	\$1.11M	\$1.1M	\$1.07M	\$1.09M	\$1.09M	\$1.17M	\$1.16M	\$1.08M	\$1.09M	\$1M
Percent Change from Prior Year	-12%	-5%	3%	-4%	3%	-1%	1%	-6%	-13%	-12%	-1%	-1%	-12%

Median Listing Price

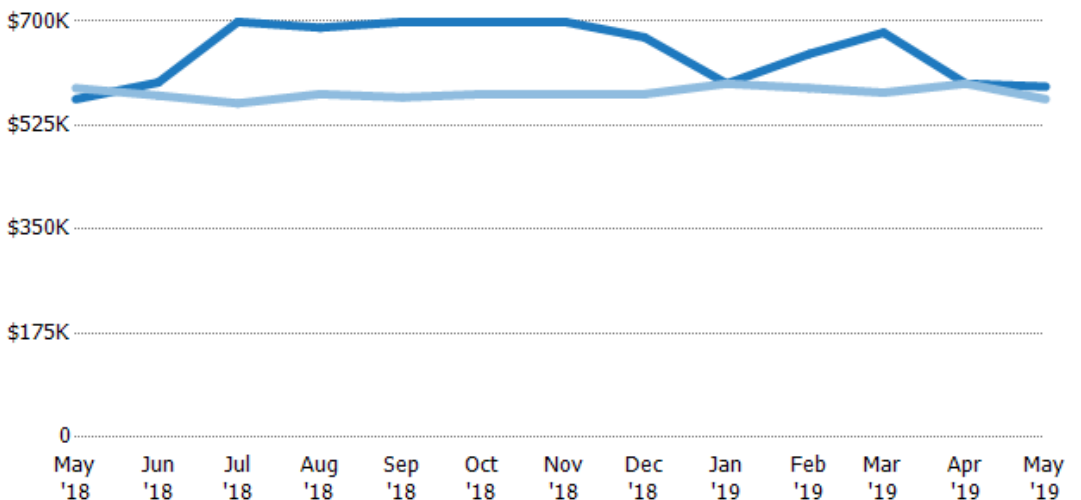
The median listing price of active residential listings at the end of each month.

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.
May '19	\$590K	3.7%
May '18	\$569K	-3.1%
May '17	\$587K	-26.9%



Current Year	\$569K	\$597K	\$699K	\$689K	\$699K	\$699K	\$699K	\$673K	\$595K	\$645K	\$681K	\$595K	\$590K
Prior Year	\$587K	\$575K	\$562K	\$577K	\$572K	\$577K	\$577K	\$577K	\$595K	\$587K	\$580K	\$595K	\$569K
Percent Change from Prior Year	-3%	4%	24%	19%	22%	21%	21%	17%	0%	10%	17%	0%	4%

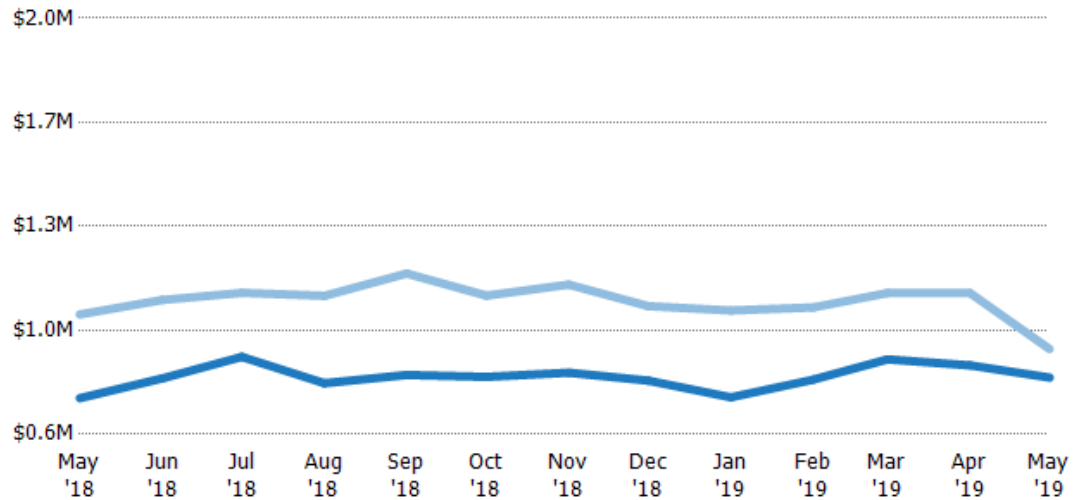
Average Listing Price vs Average Est Value

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	\$721K	\$788K	\$861K	\$772K	\$800K	\$793K	\$807K	\$781K	\$724K	\$784K	\$852K	\$832K	\$791K
Avg Listing Price	\$1M	\$1.05M	\$1.08M	\$1.07M	\$1.14M	\$1.07M	\$1.1M	\$1.03M	\$1.02M	\$1.03M	\$1.08M	\$1.08M	\$887K
Avg Listing Price as a % of Avg Est Value	139%	134%	125%	138%	143%	134%	137%	132%	140%	131%	126%	129%	112%

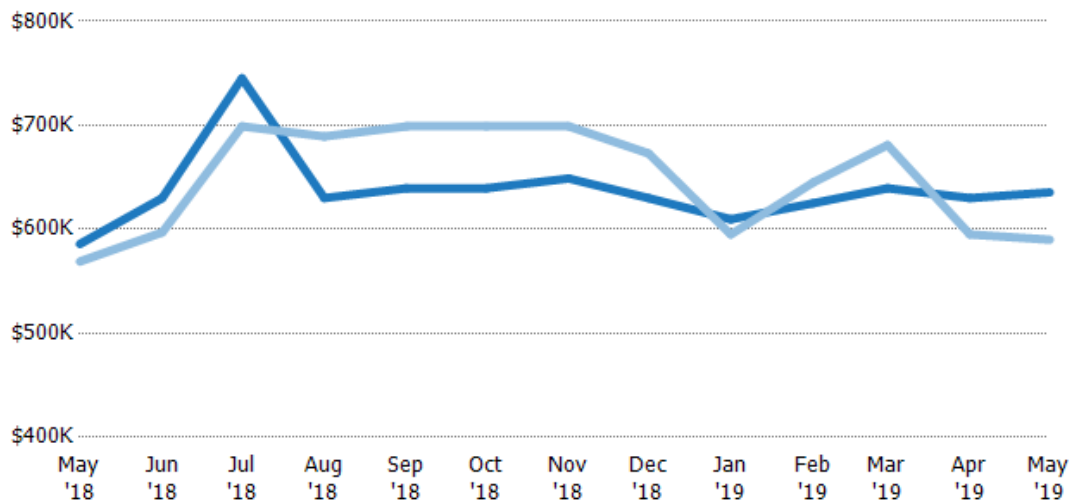
Median Listing Price vs Median Est Value

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	\$586K	\$630K	\$745K	\$630K	\$639K	\$639K	\$649K	\$630K	\$610K	\$625K	\$639K	\$630K	\$636K
Median Listing Price	\$569K	\$597K	\$699K	\$689K	\$699K	\$699K	\$699K	\$673K	\$595K	\$645K	\$681K	\$595K	\$590K
Med Listing Price as a % of Med Est Value	97%	95%	94%	109%	109%	109%	108%	107%	98%	103%	107%	94%	93%

Median Days in RPR

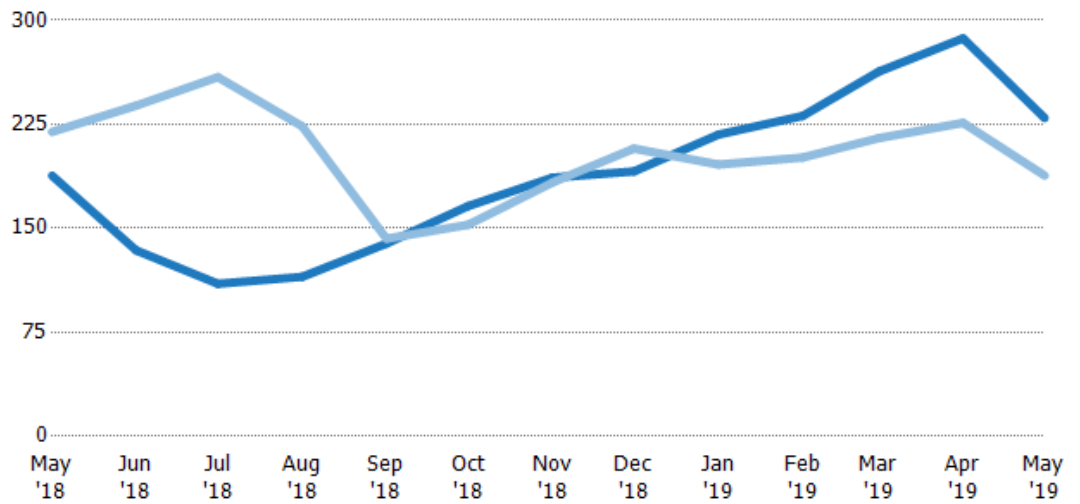
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

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South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091

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

Month/ Year	Days	% Chg.
May '19	230	22.1%
May '18	188	-14.4%
May '17	220	-42.1%



Current Year	188	134	110	115	139	166	187	191	218	231	263	287	230
Prior Year	220	239	259	224	143	153	183	208	196	201	215	226	188
Percent Change from Prior Year	-14%	-44%	-58%	-49%	-2%	9%	2%	-8%	11%	15%	22%	27%	22%

Months of Inventory

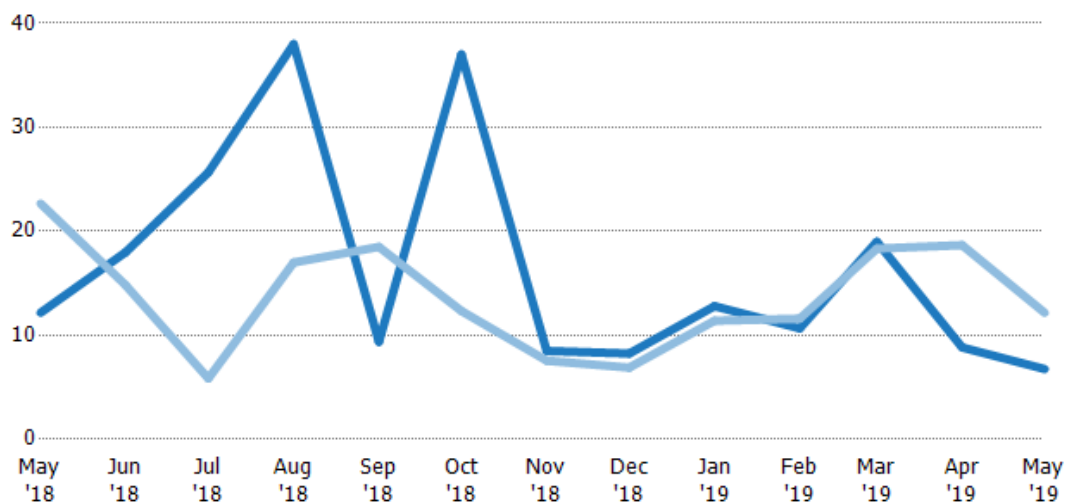
The number of months it would take to exhaust active listings at the current sales rate.

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.
May '19	6.75	-44.5%
May '18	12.2	-46.3%
May '17	22.7	54.4%



Current Year	12.2	18	25.7	38	9.38	37	8.5	8.25	12.8	10.7	19	8.83	6.75
Prior Year	22.7	14.8	5.85	17	18.5	12.3	7.56	6.89	11.4	11.6	18.3	18.7	12.2
Percent Change from Prior Year	-46%	22%	339%	124%	-49%	200%	13%	20%	12%	-8%	4%	-53%	-45%

Absorption Rate

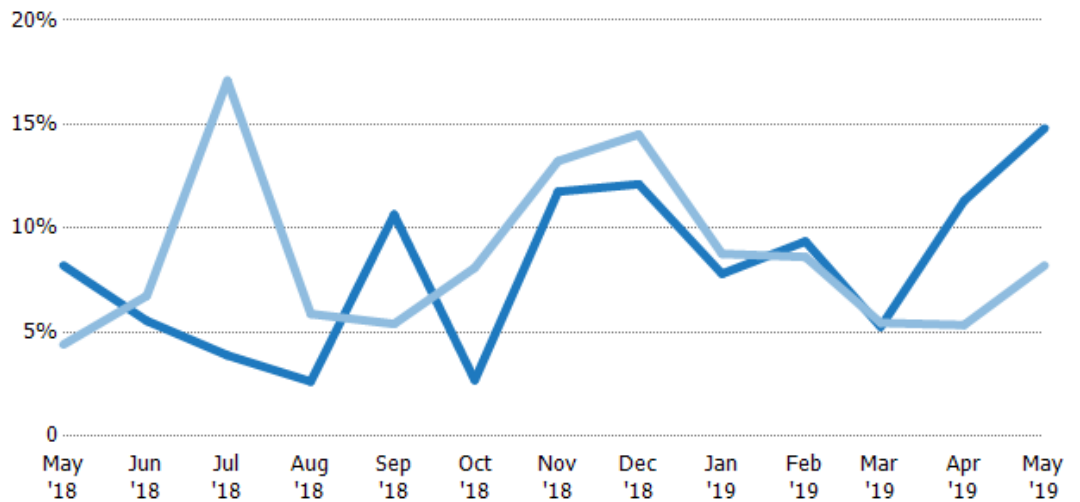
The percentage of inventory sold per month.

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.
May '19	15%	-6.6%
May '18	8%	-3.8%
May '17	4%	-35.4%



Current Year	8%	6%	4%	3%	11%	3%	12%	12%	8%	9%	5%	11%	15%
Prior Year	4%	7%	17%	6%	5%	8%	13%	15%	9%	9%	5%	5%	8%
Change from Prior Year	-4%	1%	13%	3%	-5%	5%	1%	2%	1%	-1%	0%	-6%	-7%

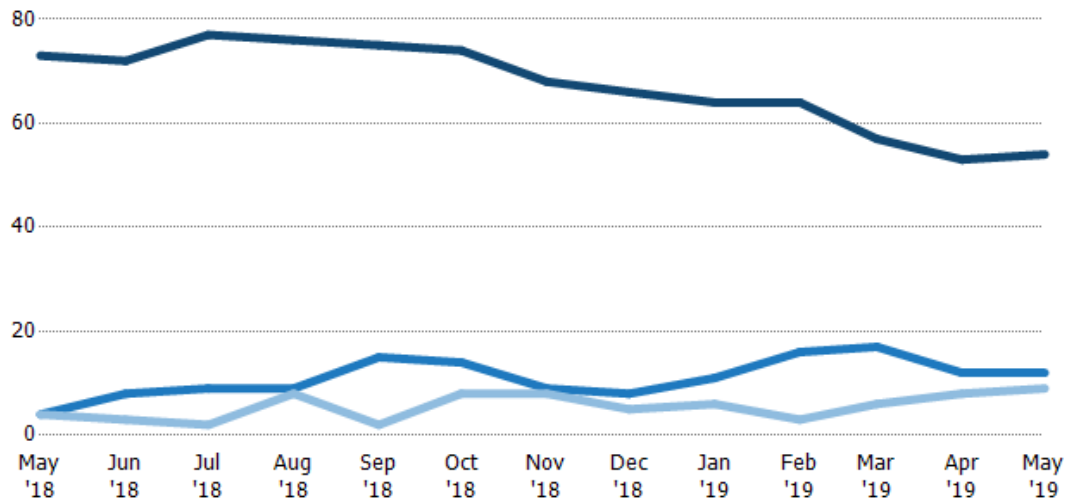
Active/Pending/Sold Units

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	73	72	77	76	75	74	68	66	64	64	57	53	54
Pending	4	8	9	9	15	14	9	8	11	16	17	12	12
Sold	4	3	2	8	2	8	8	5	6	3	6	8	9

New Pending Sales

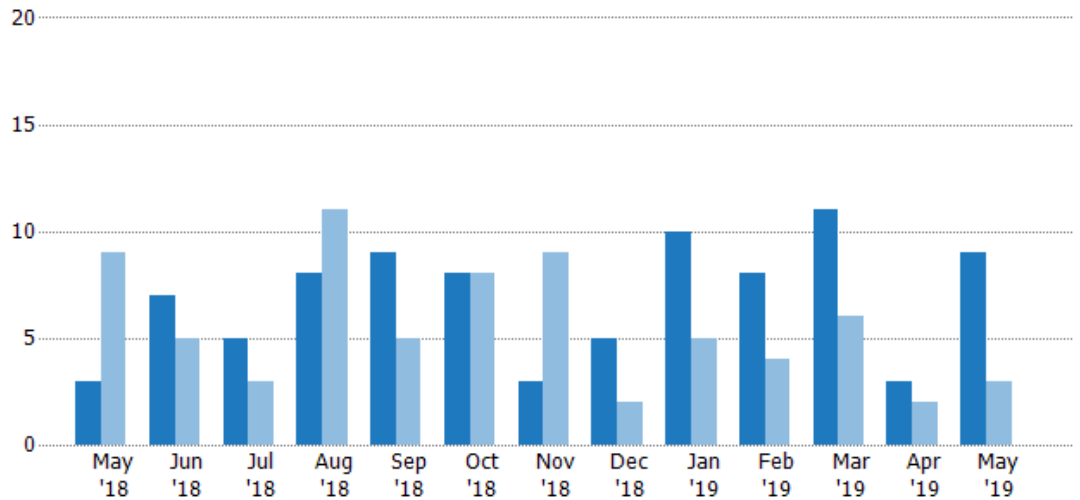
The number of residential properties with accepted offers that were added each month.

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.
May '19	9	200%
May '18	3	-66.7%
May '17	9	-44.4%



Current Year	3	7	5	8	9	8	3	5	10	8	11	3	9
Prior Year	9	5	3	11	5	8	9	2	5	4	6	2	3
Percent Change from Prior Year	-67%	40%	67%	-27%	80%	0%	-67%	150%	100%	100%	83%	50%	200%

New Pending Sales Volume

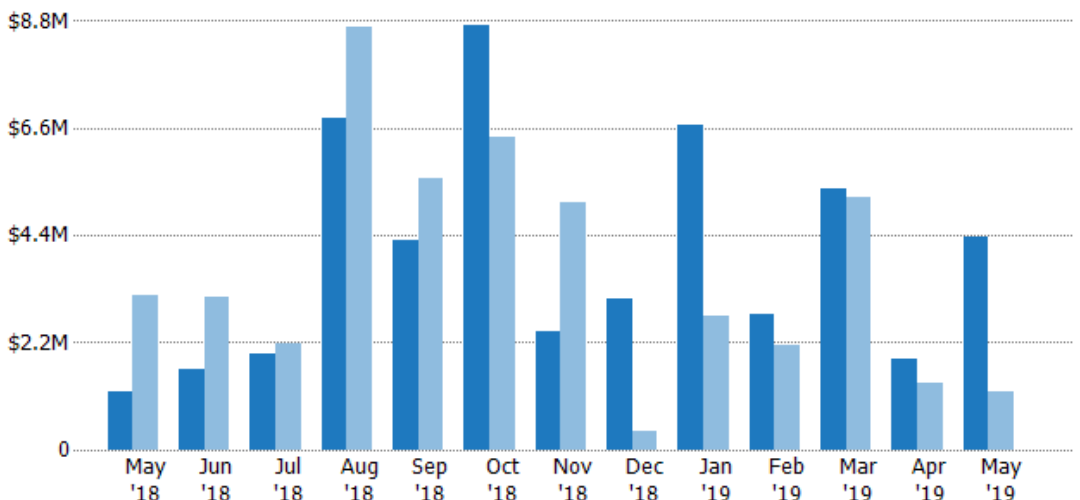
The sum of the sales price of residential properties with accepted offers that were added each month.

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.
May '19	\$4.35M	261.2%
May '18	\$1.21M	-61.8%
May '17	\$3.16M	-46.6%



Current Year	\$1.21M	\$1.64M	\$1.97M	\$6.8M	\$4.3M	\$8.71M	\$2.42M	\$3.1M	\$6.66M	\$2.79M	\$5.37M	\$1.87M	\$4.35M
Prior Year	\$3.16M	\$3.12M	\$2.18M	\$8.68M	\$5.55M	\$6.43M	\$5.09M	\$368K	\$2.74M	\$2.14M	\$5.18M	\$1.38M	\$1.21M
Percent Change from Prior Year	-62%	-48%	-10%	-22%	-23%	35%	-52%	742%	143%	31%	4%	36%	261%

Pending Sales

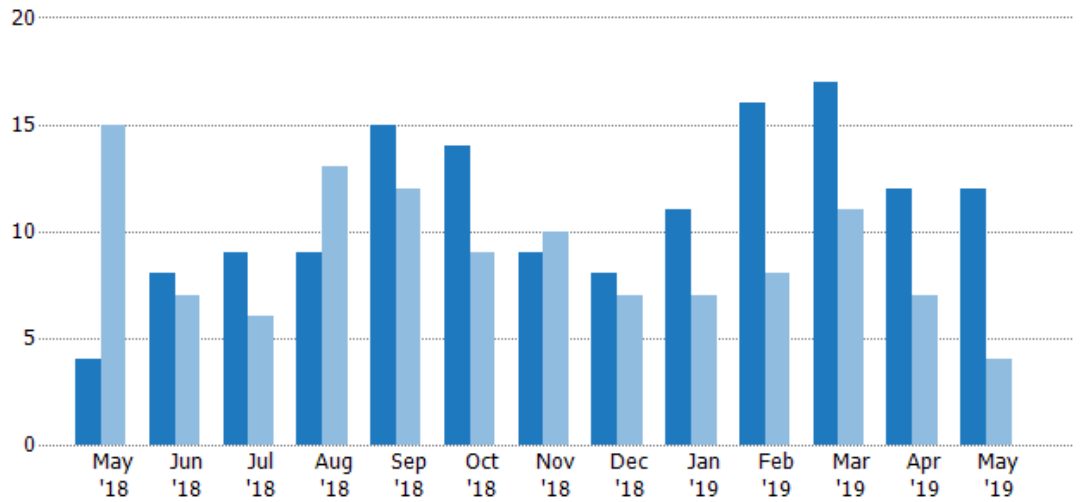
The number of residential properties with accepted offers that were available at the end each month.

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.
May '19	12	200%
May '18	4	-73.3%
May '17	15	-53.3%



Current Year	4	8	9	9	15	14	9	8	11	16	17	12	12
Prior Year	15	7	6	13	12	9	10	7	7	8	11	7	4
Percent Change from Prior Year	-73%	14%	50%	-31%	25%	56%	-10%	14%	57%	100%	55%	71%	200%

Pending Sales Volume

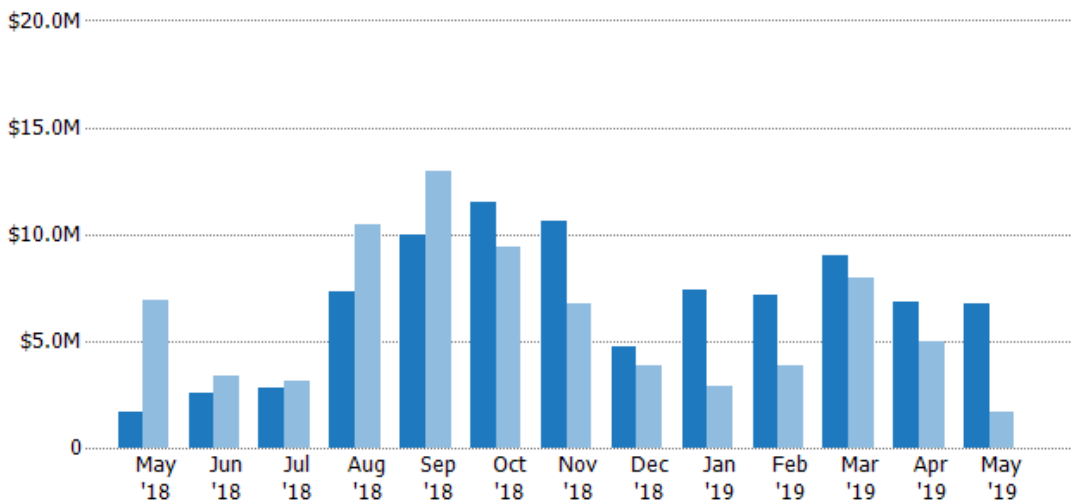
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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.
May '19	\$6.71M	307.3%
May '18	\$1.65M	-76%
May '17	\$6.87M	-68.6%



Current Year	\$1.65M	\$2.57M	\$2.83M	\$7.33M	\$9.98M	\$11.5M	\$10.6M	\$4.76M	\$7.36M	\$7.18M	\$8.98M	\$6.85M	\$6.71M
Prior Year	\$6.87M	\$3.34M	\$3.13M	\$10.5M	\$12.9M	\$9.4M	\$6.76M	\$3.88M	\$2.92M	\$3.83M	\$7.96M	\$5M	\$1.65M
Percent Change from Prior Year	-76%	-23%	-10%	-30%	-23%	22%	56%	23%	152%	87%	13%	37%	307%

Closed Sales

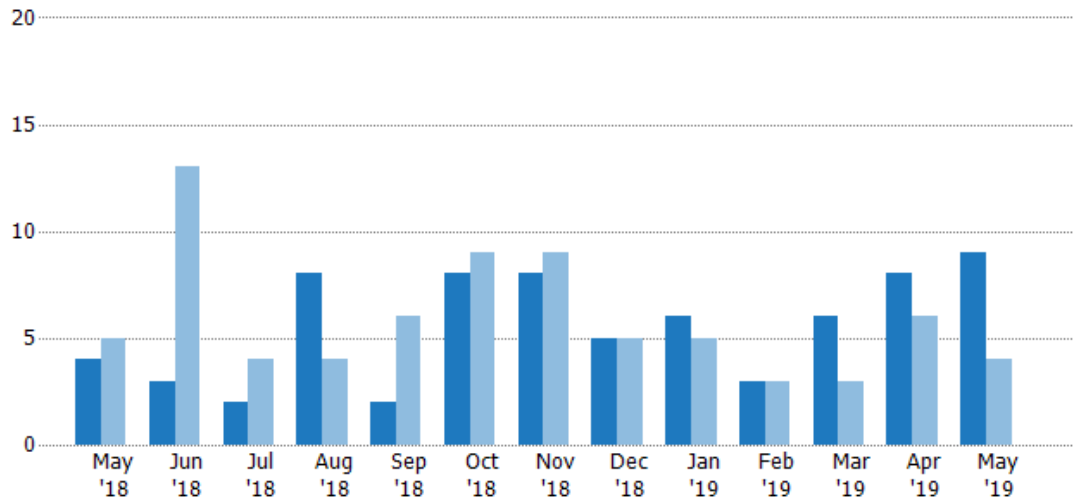
The total number of residential properties sold each month.

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.
May '19	9	125%
May '18	4	-20%
May '17	5	-40%



Current Year	4	3	2	8	2	8	8	5	6	3	6	8	9
Prior Year	5	13	4	4	6	9	9	5	5	3	3	6	4
Percent Change from Prior Year	-20%	-77%	-50%	100%	-67%	-11%	-11%	0%	20%	0%	100%	33%	125%

Closed Sales Volume

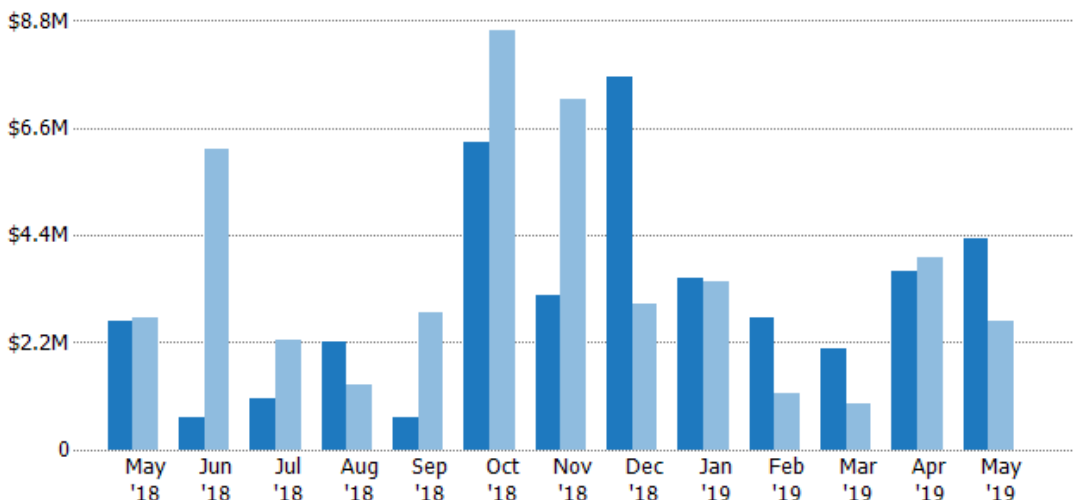
The sum of the sales price of residential properties sold each month.

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.
May '19	\$4.33M	65.1%
May '18	\$2.62M	-2.6%
May '17	\$2.69M	-83.2%



Current Year	\$2.62M	\$681K	\$1.05M	\$2.21M	\$680K	\$6.3M	\$3.17M	\$7.67M	\$3.53M	\$2.7M	\$2.09M	\$3.68M	\$4.33M
Prior Year	\$2.69M	\$6.18M	\$2.25M	\$1.32M	\$2.8M	\$8.6M	\$7.18M	\$3M	\$3.47M	\$1.17M	\$950K	\$3.95M	\$2.62M
Percent Change from Prior Year	-3%	-89%	-53%	68%	-76%	-27%	-56%	155%	2%	132%	120%	-7%	65%

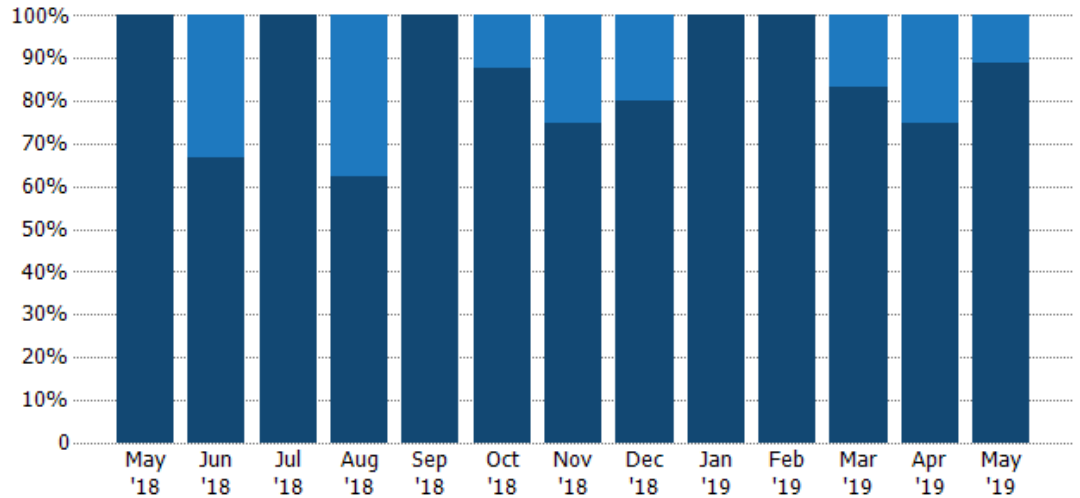
Closed Sales by Property Type

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%	-	38%	-	13%	25%	20%	-	-	17%	25%	11%
Single Family Residence	100%	67%	100%	63%	100%	88%	75%	80%	100%	100%	83%	75%	89%

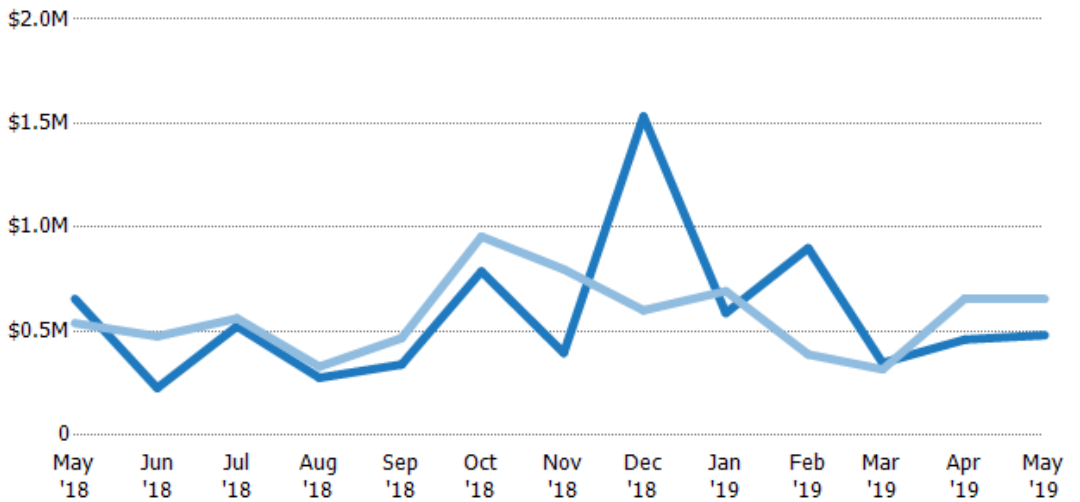
Average Sales Price

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	\$656K	\$227K	\$524K	\$276K	\$340K	\$788K	\$396K	\$1.53M	\$588K	\$900K	\$348K	\$460K	\$481K
Prior Year	\$539K	\$475K	\$562K	\$330K	\$467K	\$955K	\$798K	\$601K	\$693K	\$389K	\$317K	\$658K	\$656K
Percent Change from Prior Year	22%	-52%	-7%	-16%	-27%	-18%	-50%	155%	-15%	132%	10%	-30%	-27%

Median Sales Price

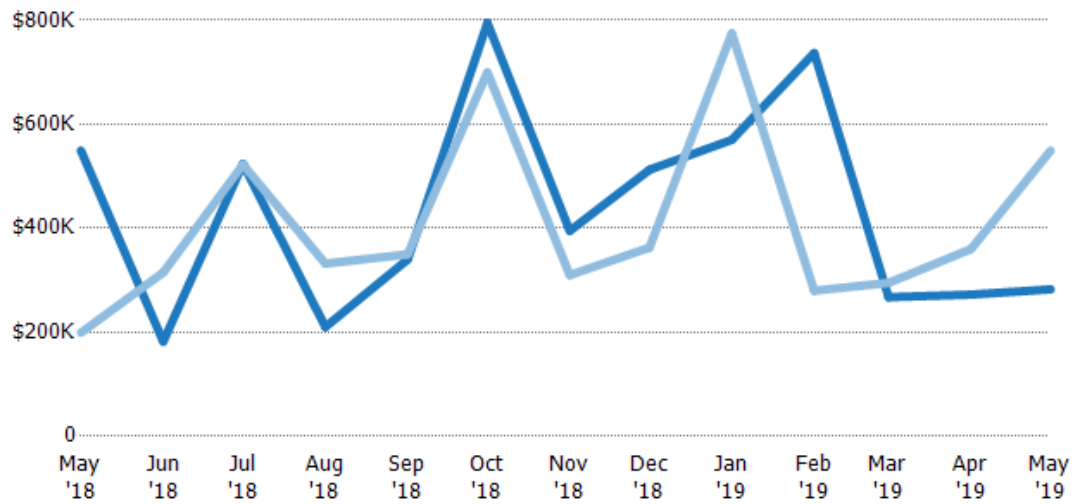
The median sales price of the residential properties sold each month.

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	Price	% Chg.
May '19	\$283K	-48.6%
May '18	\$550K	176.1%
May '17	\$199K	-35.4%



Current Year	\$550K	\$182K	\$524K	\$210K	\$340K	\$795K	\$395K	\$513K	\$570K	\$737K	\$268K	\$273K	\$283K
Prior Year	\$199K	\$315K	\$523K	\$332K	\$350K	\$700K	\$310K	\$363K	\$775K	\$280K	\$295K	\$360K	\$550K
Percent Change from Prior Year	176%	-42%	0%	-37%	-3%	14%	27%	41%	-26%	163%	-9%	-24%	-49%

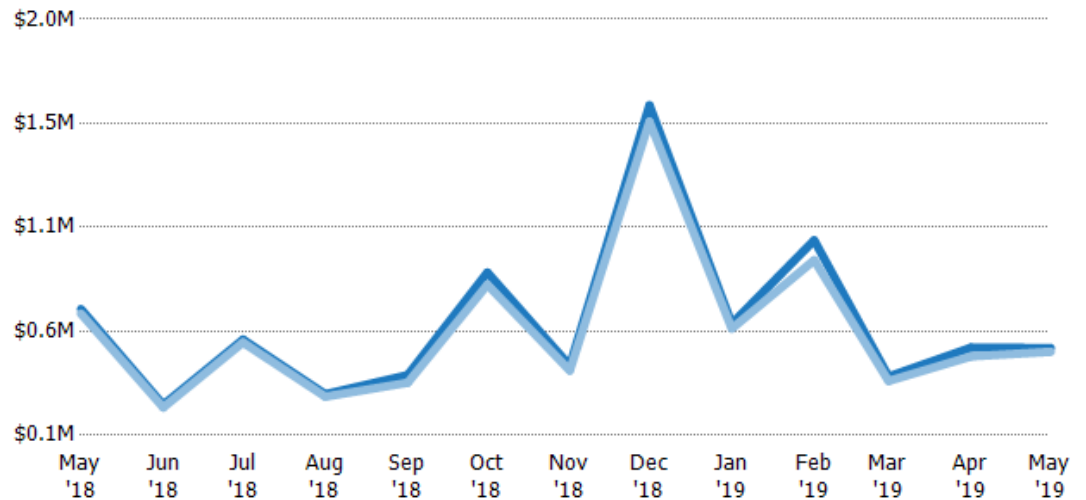
Average Sales Price vs Average Listing Price

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	\$677K	\$239K	\$537K	\$287K	\$375K	\$843K	\$418K	\$1.61M	\$610K	\$991K	\$368K	\$500K	\$498K
Avg Sales Price	\$656K	\$227K	\$524K	\$276K	\$340K	\$788K	\$396K	\$1.53M	\$588K	\$900K	\$348K	\$460K	\$481K
Avg Sales Price as a % of Avg List Price	97%	95%	98%	96%	91%	93%	95%	95%	96%	91%	94%	92%	97%

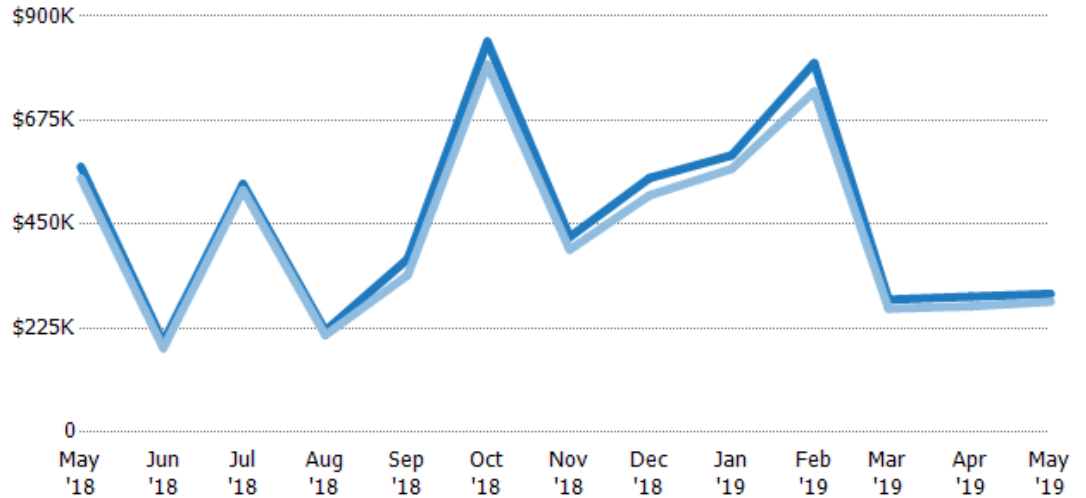
Median Sales Price vs Median Listing Price

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	\$574K	\$195K	\$537K	\$219K	\$375K	\$845K	\$423K	\$550K	\$599K	\$799K	\$287K	\$294K	\$300K
Median Sales Price	\$550K	\$182K	\$524K	\$210K	\$340K	\$795K	\$395K	\$513K	\$570K	\$737K	\$268K	\$273K	\$283K
Med Sales Price as a % of Med List Price	96%	93%	98%	96%	91%	94%	93%	93%	95%	92%	93%	93%	94%

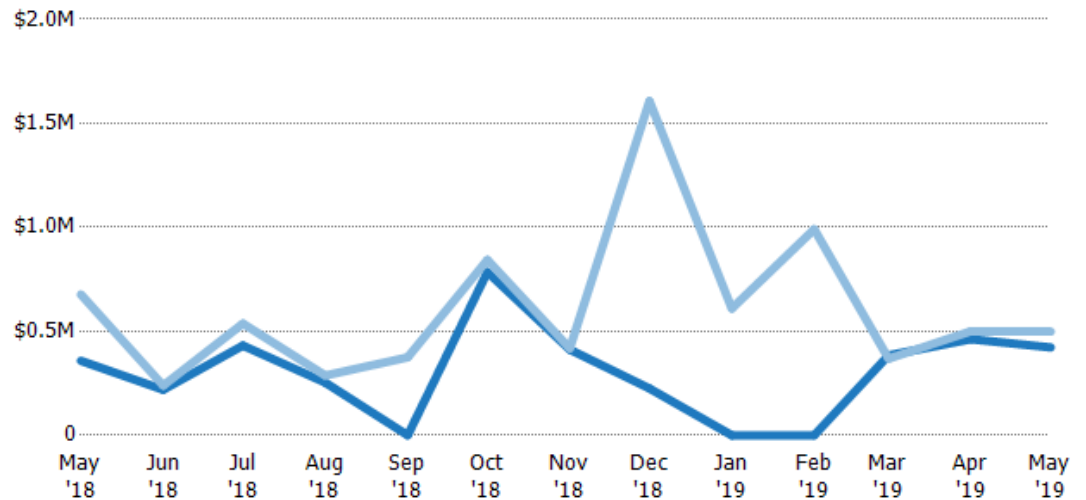
Average Sales Price vs Average Est Value

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

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	\$358K	\$219K	\$431K	\$253K	\$0	\$785K	\$412K	\$225K	\$0	\$0	\$384K	\$462K	\$423K
Avg Sales Price	\$677K	\$239K	\$537K	\$287K	\$375K	\$843K	\$418K	\$1.61M	\$610K	\$991K	\$368K	\$500K	\$498K
Avg Sales Price as a % of Avg Est Value	189%	109%	125%	114%	100%	108%	101%	714%	100%	100%	96%	108%	118%

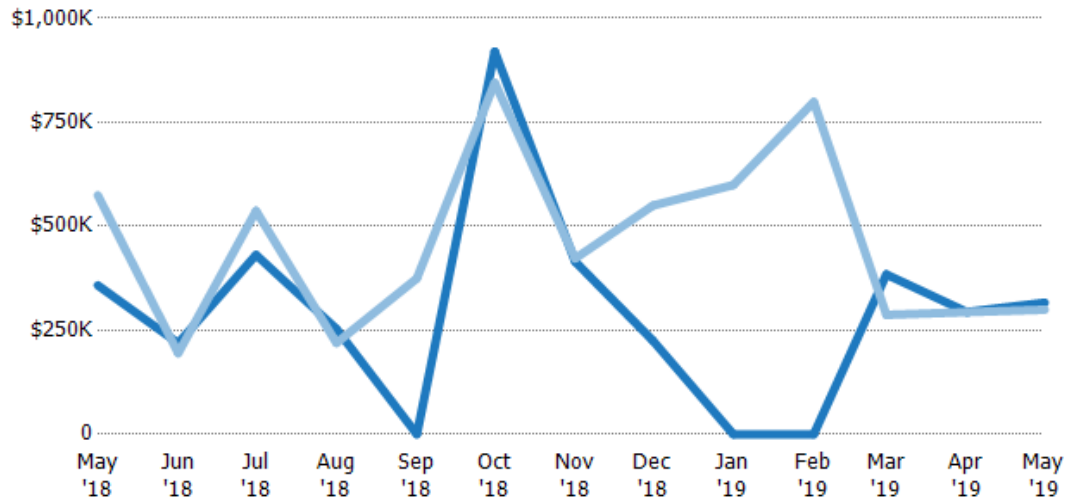
Median Sales Price vs Median Est Value

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	\$358K	\$219K	\$431K	\$253K	\$0	\$920K	\$415K	\$225K	\$0	\$0	\$384K	\$294K	\$316K
Median Sales Price	\$574K	\$195K	\$537K	\$219K	\$375K	\$845K	\$423K	\$550K	\$599K	\$799K	\$287K	\$294K	\$300K
Med Sales Price as a % of Med Est Value	160%	89%	125%	87%	100%	92%	102%	244%	100%	100%	75%	100%	95%