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 | Jun 2019 | Jun 2018 | + / - | YTD 2019 | YTD 2018 | + / - | |
|---------------------------------|--------------|--------------|---------|--------------|--------------|--------|--|
| Listing Activity Charts Metrics | | | | | | | |
| New Listing Count | 15 | 12 | +25% | 57 | 56 | +1.8% | |
| New Listing Volume | \$11,095,500 | \$8,833,000 | +25.6% | \$36,890,900 | \$40,893,410 | -9.8% | |
| Active Listing Count | 69 | 75 | -8% | NA | N/A | | |
| Active Listing Volume | \$60,877,800 | \$78,007,409 | -22% | NA | N/A | | |
| Average Listing Price | \$882,287 | \$1,040,099 | -15.2% | \$995,677 | \$1,063,291 | -6.4% | |
| Median Listing Price | \$575,000 | \$625,000 | -8% | \$609,015 | \$592,292 | +2.8% | |
| Median Daysin RPR | 139 | 131 | +6.1% | 242.6 | 199.9 | +21.4% | |
| Months of Inventory | 7.7 | 18.8 | -59.1% | 16.7 | 9.3 | +79.2% | |
| Absorption Rate | 13.04% | 5.33% | +7.7% | 5.99% | 10.72% | -4.7% | |
| Sales Activity Charts Metrics | | | | | | | |
| New Pending Sales Count | 3 | 8 | -62.5% | 43 | 28 | +53.6% | |
| New Pending Sales Volume | \$991,500 | \$1,831,900 | -45.9% | \$21,635,699 | \$14,472,500 | +49.5% | |
| Pending Sales Count | 7 | 8 | -12.5% | NA | N/A | | |
| Pending Sales Volume | \$3,178,000 | \$2,568,900 | +23.7% | NA | N/A | | |
| Closed Sales Count | 7 | 4 | +75% | 41 | 24 | +70.8% | |
| Goæd Sales Volume | \$3,822,250 | \$853,450 | +347.9% | \$21,171,150 | \$10,702,950 | +97.8% | |
| Average Sales Price | \$546,036 | \$213,363 | +155.9% | \$516,370 | \$445,956 | +15.8% | |
| Median Sales Price | \$585,000 | \$177,125 | +230.3% | \$417,768 | \$423,188 | -1.3% | |







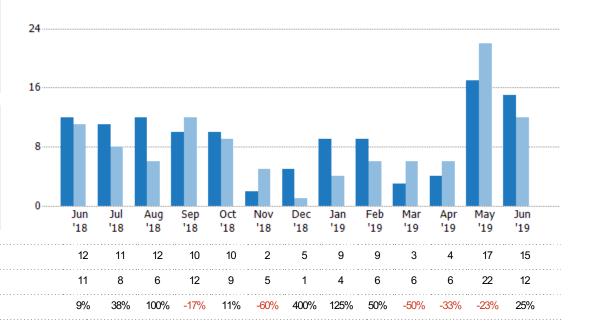
New Listings

The number of new 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

| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Jun '19 | 15 | 25% |
| Jun '18 | 12 | 9.1% |
| Jun '17 | 11 | -18.2% |



New Listing Volume

Percent Change from Prior Year

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

Filters Used

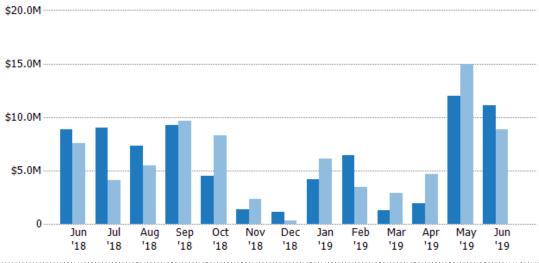
Current Year

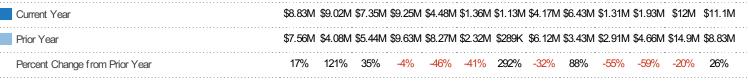
Prior Year

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

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

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Jun '19 | \$11.1M | 25.6% |
| Jun '18 | \$8.83M | 16.9% |
| Jun '17 | \$7.56M | -24.6% |



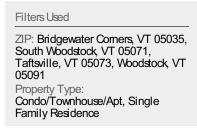


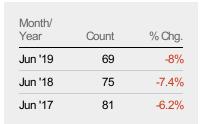


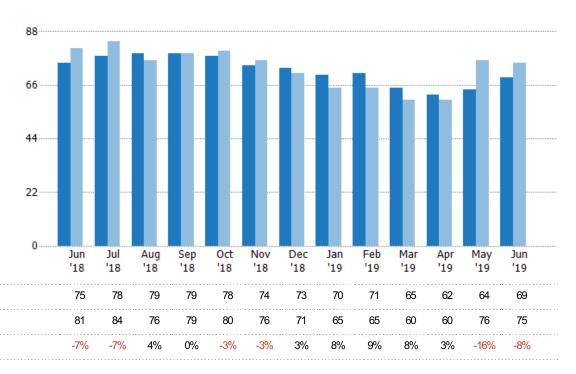


Active Listings

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







Active Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

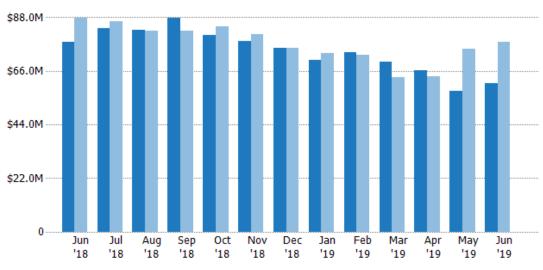
The sum of the listing price of active residential listings at the end of each month.

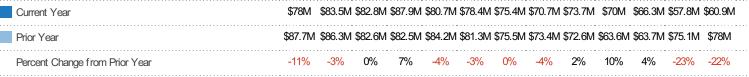
Filters Used

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

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

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Jun '19 | \$60.9M | -22% |
| Jun '18 | \$78M | -11.1% |
| Jun '17 | \$87.7M | -31.7% |









Average Listing Price

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



| Month/ Year | Price | % Chg. |
|----------------|---------|--------|
| Jun '19 | \$882K | -15.2% |
| Jun '18 | \$1.04M | -4% |
| Jun '17 | \$1.08M | -27.2% |

| 1.5M | | | | | | |
|------|------|------|------|------|------|------|
| 1.0M | | | | | | |
| | | | | | | |
| 0.5M | | | | | | |
| | | | | | | |

\$1.08M \$1.03M \$1.09M \$1.04M \$1.05M \$1.07M \$1.06M \$1.13M \$1.12M \$1.06M \$1.06M \$988K \$1.04M

-4% 4% -4% 7% -2% -1% -3% -11% -7% 2% 1% -9% -15%

Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

The median 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 |

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Jun '19 | \$575K | -8% |
| Jun '18 | \$625K | 5% |
| Jun '17 | \$595K | -24.9% |

Percent Change from Prior Year

| \$700 |)K | | | | | | | | | | | | |
|-------|------------|------------|--------|------------|--------|--------|--------|--------|--------|--------|--------|--------|------------|
| | | | | | | | | Ų. | | | | | |
| \$525 | 5K | | | | | | | | | | | | |
| \$350 |)K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| \$175 | 5K | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | 0 | 11 | A | C | O-+ | Nave | Dag | 1 | r-h | Man | A | M | 1 |
| | Jun '18 | Jul '18 | '18 | Sep '18 | '18 | '18 | '18 | '19 | '19 | '19 | '19 | 119 | Jun '19 |
| | \$625K | \$699K | \$681K | \$699K | \$689K | \$698K | \$647K | \$590K | \$625K | \$647K | \$635K | \$585K | \$575K |
| | \$595K | \$595K | \$649K | \$595K | \$597K | \$595K | \$595K | \$595K | \$595K | \$585K | \$595K | \$559K | \$625K |
| | 5% | 17% | 5% | 17% | 15% | 17% | 9% | -1% | 5% | 11% | 7% | 5% | -8% |

Current Year

Prior Year



Average Listing Price vs Average Est Value

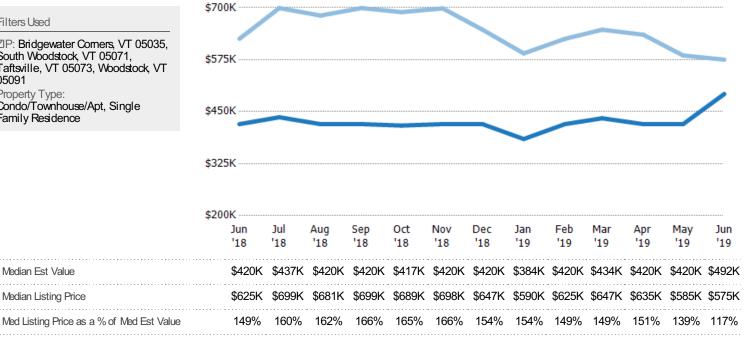
The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



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



Median Est Value

Median Listing Price

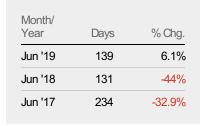


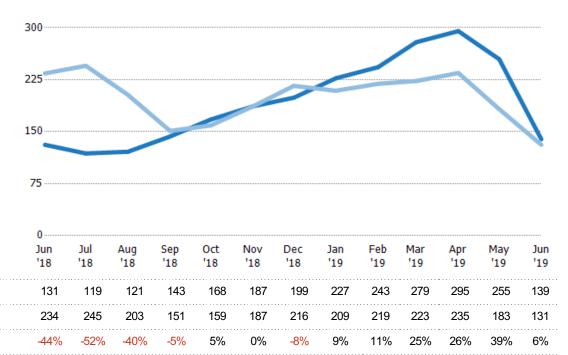


Median Days in RPR

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







Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

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

| 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 |

| Month/ Year | Months | % Chg. |
|----------------|--------|--------|
| Jun '19 | 7.67 | -59.1% |
| Jun '18 | 18.8 | 15.7% |
| Jun '17 | 16.2 | 56.4% |

Percent Change from Prior Year



Current Year

Prior Year



Absorption Rate

The percentage of inventory sold per 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

| Month/ Year | Rate | Chg. |
|----------------|------|--------|
| Jun '19 | 13% | -7.7% |
| Jun '18 | 5% | 0.8% |
| Jun '17 | 6% | -36.1% |



Active/Pending/Sold Units

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

Filters Used

Current Year

Change from Prior Year

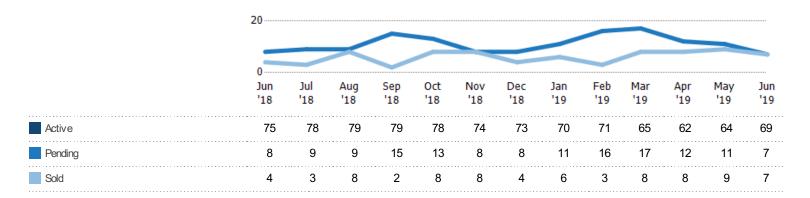
Prior Year

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

Property Type:

Condo/Townhouse/Apt, Single Family Residence

| 80 |
|----|
| 60 |
| 40 |







New Pending Sales

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

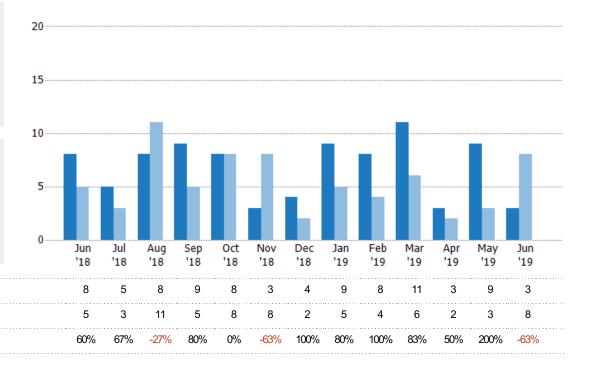
Filters Used

ZIP: Bridgewater Comers, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| Month/ Year | Count | % Chg. |
|----------------|-------|--------|
| Jun '19 | 3 | -62.5% |
| Jun '18 | 8 | 60% |
| Jun '17 | 5 | 0% |

Current Year

Prior Year



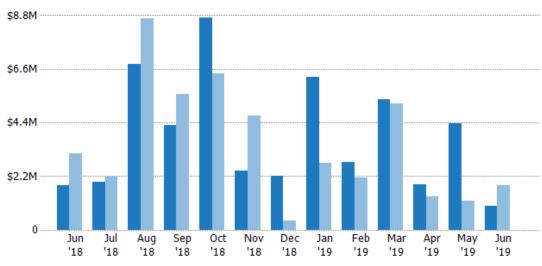
New Pending Sales Volume

Percent Change from Prior Year

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

ZIP: Bridgewater Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Jun '19 | \$992K | -45.9% |
| Jun '18 | \$1.83M | -41.3% |
| Jun '17 | \$3.12M | -59% |





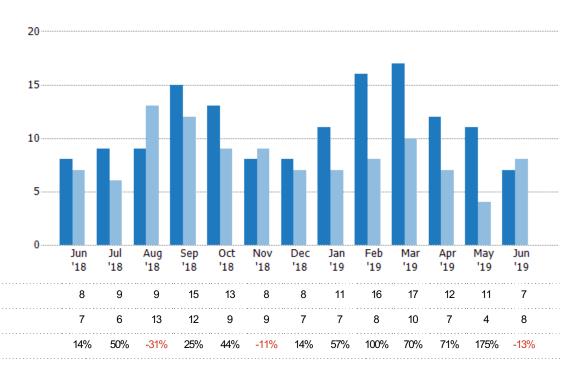


Pending Sales

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







Pending Sales Volume

Percent Change from Prior Year

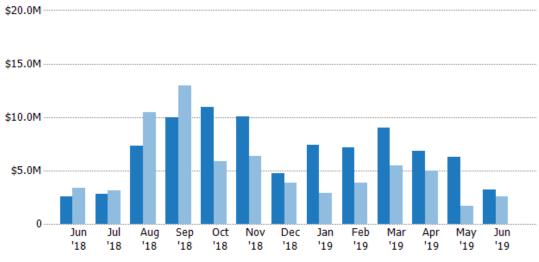
Current Year

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

| Month/ Year | Volume | % Chg. |
|----------------|---------|--------|
| Jun '19 | \$3.18M | 23.7% |
| Jun '18 | \$2.57M | -23.1% |
| Jun '17 | \$3.34M | -27.3% |





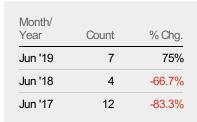


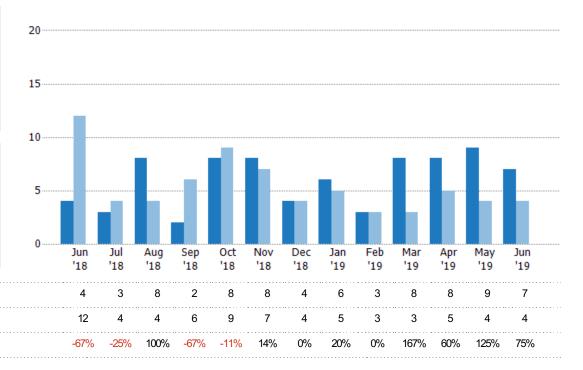
Closed Sales

The total number 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





Closed Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

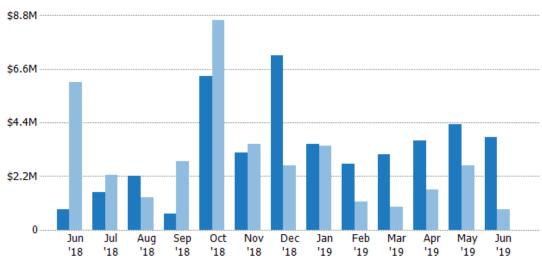
The sum of the sales price of residential properties sold each month.

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

| Volume | % Chg. |
|---------|-------------------|
| \$3.82M | 347.9% |
| \$853K | -85.9% |
| \$6.06M | -90.7% |
| | \$3.82M \$853K |







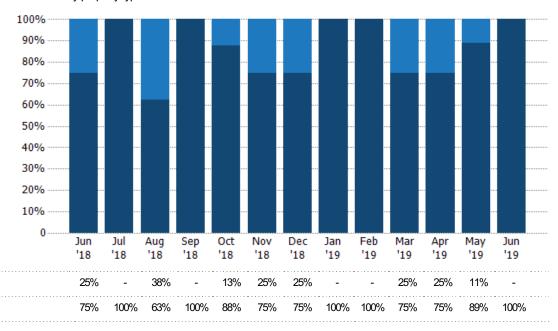


Closed Sales by Property Type

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

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



Average Sales Price

Single Family Residence

Condo/Townhouse

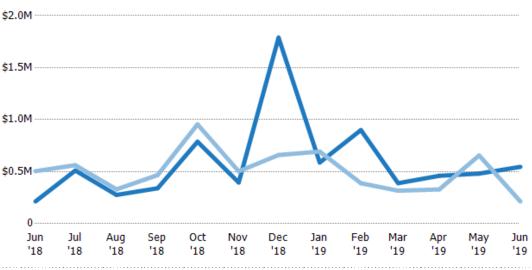
The average sales price of the residential properties sold each month.

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

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Jun '19 | \$546K | 155.9% |
| Jun '18 | \$213K | -57.7% |
| Jun '17 | \$505K | -44.2% |



| Current Year | \$213K | \$511K | \$276K | \$340K | \$788K | \$396K | \$1.79M | \$588K | \$900K | \$389K | \$460K | \$481K | \$546K |
|------------------------------------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|--------|
| Prior Year | \$505K | \$562K | \$330K | \$467K | \$955K | \$503K | \$660K | \$693K | \$389K | \$317K | \$329K | \$656K | \$213K |
| Percent Change from Prior Year | -58% | -9% | -16% | -27% | -18% | -21% | 171% | -15% | 132% | 23% | 40% | -27% | 156% |

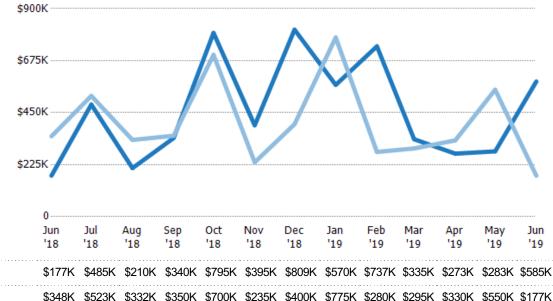


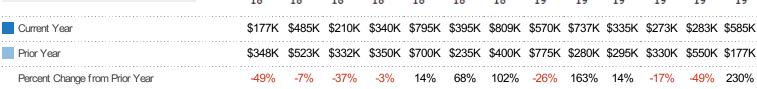
Median Sales Price

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

| Month/ Year | Price | % Chg. |
|----------------|--------|--------|
| Jun '19 | \$585K | 230.3% |
| Jun '18 | \$177K | -49% |
| Jun '17 | \$348K | -19% |

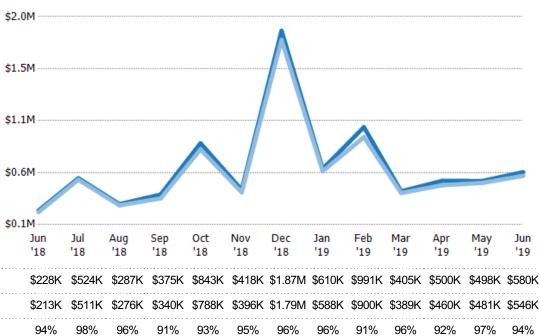




Average Sales Price vs Average Listing Price

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



| | Jun '18 | Jul '18 | Aug '18 | Sep '18 | Oct '18 | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Avg List Price | \$228K | \$524K | \$287K | \$375K | \$843K | \$418K | \$1.87M | \$610K | \$991K | \$405K | \$500K | \$498K | \$580K |
| Avg Sales Price | \$213K | \$511K | \$276K | \$340K | \$788K | \$396K | \$1.79M | \$588K | \$900K | \$389K | \$460K | \$481K | \$546K |
| Avg Sales Price as a % of Avg List Price | 94% | 98% | 96% | 91% | 93% | 95% | 96% | 96% | 91% | 96% | 92% | 97% | 94% |



Median List Price

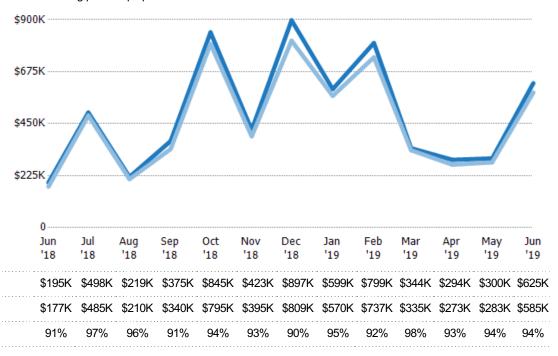
Median Sales Price

Market Data Report

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 Comers, VT 05035, South Woodstock, VT 05071, Taftsville, VT 05073, Woodstock, VT 05091 Property Type: Condo/Townhouse/Apt, Single Family Residence



Average Sales Price vs Average Est Value

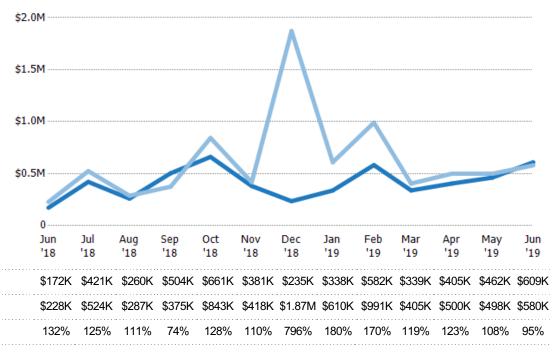
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

ZIP: Bridgewater Comers, VT 05035,
South Woodstock, VT 05071,
Taftsville, VT 05073, Woodstock, VT
05091
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price





Avg Est Value

Avg Sales Price





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

Median Est Value

Median Sales Price

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

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





